

Heartland MLS Statistics - Missouri Total

Month of September 2020

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	1,642	500	321	203	272	5,005
New Listings This Month	1,356	596	281	212	194	4,461
Show for Backup This Month	166	49	22	24	14	431
Pending Contracts						
Current Month 2020	1,045	497	210	140	144	3,487
Current Month 2019	1,022	453	142	124	152	3,186
Difference	23	44	68	16	-8	301
% Change	2%	10%	48%	13%	-5%	9%
Year To Date 2020	9,847	4,638	1,924	1,520	1,365	33,365
Year To Date 2019	9,175	4,472	1,618	1,436	1,336	31,420
Difference	672	166	306	84	29	1,945
% Change	7%	4%	19%	6%	2%	6%
Closed Sales						
Current Month 2020	1,259	583	237	192	190	4,121
Current Month 2019	992	506	162	128	141	3,257
Difference	267	77	75	64	49	864
% Change	27%	15%	46%	50%	35%	27%
Year To Date 2020	9,065	4,227	1,645	1,407	1,285	30,443
Year To Date 2019	8,696	4,205	1,561	1,369	1,249	29,756
Difference	369	22	84	38	36	687
% Change	4%	1%	5%	3%	3%	2%
Average Sale Price						
Current Month 2020	\$247,807	\$261,396	\$332,428	\$282,493	\$199,538	\$292,740
Current Month 2019	\$206,655	\$232,598	\$282,146	\$226,004	\$182,362	\$248,474
Difference	41,152	28,798	50,283	56,489	17,176	44,265
% Change	20%	12%	18%	25%	9%	18%
Year To Date 2020	\$227,007	\$250,956	\$304,154	\$256,592	\$179,869	\$273,865
Year To Date 2019	\$208,536	\$231,235	\$296,397	\$234,677	\$163,366	\$252,488
Difference	18,471	19,721	7,757	21,915	16,503	21,378
% Change	9%	9%	3%	9%	10%	8%

Pending Contracts = Pending or Sold status and Contract date within time period specified

Closed Sales = Sold status with Settlement Date within time period Specified

Show for Backup Contracts = Show for Backup status and Contract date within time period specified

Heartland MLS Statistics - Missouri New Homes
Month of September 2020

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	315	121	110	51	11	1,169
New Listings This Month	89	56	61	22	7	490
Show for Backup This Month	3	1	2	3	0	16
Pending Contracts						
Current Month 2020	84	66	60	20	9	467
Current Month 2019	69	41	26	12	6	292
Difference	15	25	34	8	3	175
% Change	22%	61%	131%	67%	50%	60%
Year To Date 2020	882	693	463	281	49	4,243
Year To Date 2019	574	528	299	233	57	3,009
Difference	308	165	164	48	-8	1,234
% Change	54%	31%	55%	21%	-14%	41%
Closed Sales						
Current Month 2020	82	69	51	28	6	407
Current Month 2019	53	50	35	12	6	271
Difference	29	19	16	16	0	136
% Change	55%	38%	46%	133%	0%	50%
Year To Date 2020	736	561	310	259	42	3,368
Year To Date 2019	527	492	283	215	53	2,830
Difference	209	69	27	44	-11	538
% Change	40%	14%	10%	20%	-21%	19%
Average Sale Price						
Current Month 2020	\$365,681	\$398,596	\$431,833	\$368,983	\$268,150	\$442,884
Current Month 2019	\$363,457	\$361,464	\$396,214	\$258,266	\$278,479	\$413,075
Difference	2,224	37,132	35,619	110,717	-10,329	29,809
% Change	1%	10%	9%	43%	-4%	7%
Year To Date 2020	\$372,347	\$371,747	\$415,133	\$342,894	\$272,489	\$423,739
Year To Date 2019	\$352,790	\$356,728	\$409,985	\$308,899	\$243,183	\$408,546
Difference	19,556	15,019	5,148	33,995	29,306	15,193
% Change	6%	4%	1%	11%	12%	4%

Pending Contracts = Pending or Sold status and Contract date within time period specified

Closed Sales = Sold status with Settlement Date within time period Specified

Show for Backup Contracts = Show for Backup status and Contract date within time period specified

Heartland MLS Statistics - Missouri Resale
Month of September 2020

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	1,327	379	211	152	261	3,832
New Listings This Month	1,267	540	220	190	187	3,971
Show for Backup This Month	163	48	20	21	14	415
Pending Contracts						
Current Month 2020	961	431	150	120	135	3,019
Current Month 2019	953	412	116	112	145	2,886
Difference	8	19	34	8	-10	133
% Change	1%	5%	29%	7%	-7%	5%
Year To Date 2020	8,965	3,945	1,461	1,239	1,311	29,089
Year To Date 2019	8,601	3,943	1,319	1,203	1,267	28,301
Difference	364	2	142	36	44	788
% Change	4%	0%	11%	3%	3%	3%
Closed Sales						
Current Month 2020	1,177	514	186	164	184	3,711
Current Month 2019	939	455	127	116	135	2,979
Difference	238	59	59	48	49	732
% Change	25%	13%	46%	41%	36%	25%
Year To Date 2020	8,329	3,666	1,335	1,148	1,236	27,037
Year To Date 2019	8,169	3,712	1,278	1,154	1,182	26,806
Difference	160	-46	57	-6	54	231
% Change	2%	-1%	4%	-1%	5%	1%
Average Sale Price						
Current Month 2020	\$239,595	\$242,978	\$305,173	\$267,727	\$197,301	\$276,418
Current Month 2019	\$197,805	\$217,718	\$250,710	\$222,667	\$178,090	\$233,776
Difference	41,790	25,260	54,463	45,060	19,210	42,642
% Change	21%	12%	22%	20%	11%	18%
Year To Date 2020	\$214,164	\$232,472	\$278,383	\$237,121	\$177,110	\$255,421
Year To Date 2019	\$199,230	\$214,513	\$271,244	\$220,849	\$160,151	\$236,661
Difference	14,934	17,959	7,139	16,273	16,959	18,759
% Change	7%	8%	3%	7%	11%	8%

Pending Contracts = Pending or Sold status and Contract date within time period specified

Closed Sales = Sold status with Settlement Date within time period Specified

Show for Backup Contracts = Show for Backup status and Contract date within time period specified