

Heartland MLS Statistics - Missouri Total

Month of October 2017

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	2,577	1,177	653	469	571	9,082
New Listings This Month	1,131	564	261	152	164	3,788
Show for Backup This Month	258	109	27	46	24	790
Pending Contracts						
Current Month 2017	684	361	176	90	97	2,415
Current Month 2016	823	436	169	123	108	2,882
Difference	-139	-75	7	-33	-11	-467
% Change	-17%	-17%	4%	-27%	-10%	-16%
Year To Date 2017	9,402	4,845	2,141	1,626	1,400	33,749
Year To Date 2016	9,794	5,007	2,239	1,453	1,297	34,287
Difference	-392	-162	-98	173	103	-538
% Change	-4%	-3%	-4%	12%	8%	-2%
Closed Sales						
Current Month 2017	902	467	182	136	120	3,092
Current Month 2016	906	440	218	124	113	3,070
Difference	-4	27	-36	12	7	22
% Change	0%	6%	-17%	10%	6%	1%
Year To Date 2017	9,307	4,738	2,077	1,618	1,350	32,969
Year To Date 2016	9,475	4,768	2,144	1,393	1,244	32,879
Difference	-168	-30	-67	225	106	90
% Change	-2%	-1%	-3%	16%	9%	0%
Average Sale Price						
Current Month 2017	\$183,906	\$207,978	\$259,370	\$243,098	\$155,010	\$228,971
Current Month 2016	\$177,373	\$193,421	\$248,870	\$173,895	\$148,820	\$215,600
Difference	6,533	14,557	10,500	69,203	6,190	13,371
% Change	4%	8%	4%	40%	4%	6%
Year To Date 2017	\$185,600	\$200,908	\$247,210	\$211,629	\$153,974	\$226,282
Year To Date 2016	\$175,423	\$191,297	\$237,308	\$191,894	\$139,620	\$214,671
Difference	10,178	9,611	9,902	19,735	14,354	11,611
% Change	6%	5%	4%	10%	10%	5%

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 October 2017

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	379	335	158	160	33	1,968
New Listings This Month	64	87	51	16	5	400
Show for Backup This Month	10	8	1	5	3	39
Pending Contracts						
Current Month 2017	32	63	37	14	6	287
Current Month 2016	37	44	26	17	1	278
Difference	-5	19	11	-3	5	9
% Change	-14%	43%	42%	-18%	500%	3%
Year To Date 2017	551	649	336	256	53	3,439
Year To Date 2016	554	665	360	148	37	3,340
Difference	-3	-16	-24	108	16	99
% Change	-1%	-2%	-7%	73%	43%	3%
Closed Sales						
Current Month 2017	45	66	24	24	4	310
Current Month 2016	60	52	36	9	7	299
Difference	-15	14	-12	15	-3	11
% Change	-25%	27%	-33%	167%	-43%	4%
Year To Date 2017	557	613	319	255	42	3,249
Year To Date 2016	543	611	335	123	33	3,021
Difference	14	2	-16	132	9	228
% Change	3%	0%	-5%	107%	27%	8%
Average Sale Price						
Current Month 2017	\$344,451	\$326,884	\$436,281	\$390,467	\$217,525	\$401,992
Current Month 2016	\$328,772	\$326,894	\$403,365	\$259,065	\$250,286	\$374,814
Difference	15,679	-10	32,916	131,402	-32,761	27,178
% Change	5%	0%	8%	51%	-13%	7%
Year To Date 2017	\$333,690	\$311,305	\$386,397	\$311,889	\$229,527	\$380,520
Year To Date 2016	\$324,673	\$305,373	\$369,239	\$327,720	\$225,022	\$373,426
Difference	9,017	5,932	17,158	-15,831	4,505	7,094
% Change	3%	2%	5%	-5%	2%	2%

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 October 2017

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	2,198	842	495	309	538	7,114
New Listings This Month	1,067	477	210	136	159	3,388
Show for Backup This Month	248	101	26	41	21	751
Pending Contracts						
Current Month 2017	652	298	139	76	91	2,128
Current Month 2016	786	392	143	106	107	2,604
Difference	-134	-94	-4	-30	-16	-476
% Change	-17%	-24%	-3%	-28%	-15%	-18%
Year To Date 2017	8,851	4,196	1,805	1,370	1,347	30,310
Year To Date 2016	9,240	4,342	1,879	1,305	1,260	30,947
Difference	-389	-146	-74	65	87	-637
% Change	-4%	-3%	-4%	5%	7%	-2%
Closed Sales						
Current Month 2017	857	401	158	112	116	2,782
Current Month 2016	846	388	182	115	106	2,771
Difference	11	13	-24	-3	10	11
% Change	1%	3%	-13%	-3%	9%	0%
Year To Date 2017	8,750	4,125	1,758	1,363	1,308	29,720
Year To Date 2016	8,932	4,157	1,809	1,270	1,211	29,858
Difference	-182	-32	-51	93	97	-138
% Change	-2%	-1%	-3%	7%	8%	0%
Average Sale Price						
Current Month 2017	\$175,476	\$188,407	\$232,498	\$211,519	\$152,854	\$209,691
Current Month 2016	\$166,635	\$175,533	\$218,311	\$167,230	\$142,119	\$198,420
Difference	8,841	12,875	14,187	44,289	10,735	11,271
% Change	5%	7%	6%	26%	8%	6%
Year To Date 2017	\$176,173	\$184,502	\$221,954	\$192,871	\$151,548	\$209,421
Year To Date 2016	\$166,349	\$174,530	\$212,877	\$178,739	\$137,293	\$198,608
Difference	9,824	9,972	9,077	14,132	14,255	10,813
% Change	6%	6%	4%	8%	10%	5%

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