

Heartland MLS Statistics - Missouri Total
Month of October 2019

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	2,568	1,042	451	413	511	8,501
New Listings This Month	1,333	544	202	173	202	4,036
Show for Backup This Month	142	52	21	29	14	409
Pending Contracts						
Current Month 2019	869	395	132	125	124	2,756
Current Month 2018	866	374	154	146	124	2,857
Difference	3	21	-22	-21	0	-101
% Change	0%	6%	-14%	-14%	0%	-4%
Year To Date 2019	10,043	4,840	1,747	1,555	1,454	34,045
Year To Date 2018	10,128	5,065	2,057	1,680	1,475	34,791
Difference	-85	-225	-310	-125	-21	-746
% Change	-1%	-4%	-15%	-7%	-1%	-2%
Closed Sales						
Current Month 2019	1,011	470	160	143	166	3,309
Current Month 2018	978	472	154	142	151	3,270
Difference	33	-2	6	1	15	39
% Change	3%	0%	4%	1%	10%	1%
Year To Date 2019	9,670	4,665	1,717	1,504	1,398	32,837
Year To Date 2018	9,844	5,013	2,089	1,628	1,468	34,048
Difference	-174	-348	-372	-124	-70	-1,211
% Change	-2%	-7%	-18%	-8%	-5%	-4%
Average Sale Price						
Current Month 2019	\$193,702	\$219,207	\$309,381	\$232,147	\$162,950	\$244,501
Current Month 2018	\$196,206	\$223,986	\$281,585	\$240,206	\$177,377	\$240,741
Difference	-2,504	-4,779	27,797	-8,059	-14,427	3,760
% Change	-1%	-2%	10%	-3%	-8%	2%
Year To Date 2019	\$207,179	\$230,181	\$297,816	\$234,501	\$163,818	\$252,358
Year To Date 2018	\$197,287	\$216,212	\$259,570	\$226,191	\$158,740	\$239,269
Difference	9,892	13,970	38,246	8,310	5,078	13,089
% Change	5%	6%	15%	4%	3%	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 2019

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	441	302	150	131	20	1,984
New Listings This Month	103	52	33	23	10	382
Show for Backup This Month	3	1	1	2	0	10
Pending Contracts						
Current Month 2019	54	61	34	20	7	291
Current Month 2018	35	33	25	24	2	226
Difference	19	28	9	-4	5	65
% Change	54%	85%	36%	-17%	250%	29%
Year To Date 2019	629	576	334	254	64	3,307
Year To Date 2018	610	630	304	280	51	3,385
Difference	19	-54	30	-26	13	-78
% Change	3%	-9%	10%	-9%	25%	-2%
Closed Sales						
Current Month 2019	65	48	30	22	8	291
Current Month 2018	59	62	29	21	6	323
Difference	6	-14	1	1	2	-32
% Change	10%	-23%	3%	5%	33%	-10%
Year To Date 2019	592	540	313	235	61	3,112
Year To Date 2018	576	654	339	264	65	3,447
Difference	16	-114	-26	-29	-4	-335
% Change	3%	-17%	-8%	-11%	-6%	-10%
Average Sale Price						
Current Month 2019	\$363,456	\$364,564	\$400,908	\$297,140	\$232,045	\$408,208
Current Month 2018	\$353,425	\$356,016	\$430,059	\$373,792	\$240,628	\$414,812
Difference	10,031	8,548	-29,151	-76,652	-8,583	-6,604
% Change	3%	2%	-7%	-21%	-4%	-2%
Year To Date 2019	\$354,046	\$357,424	\$409,115	\$307,964	\$241,722	\$408,352
Year To Date 2018	\$351,739	\$336,355	\$387,294	\$309,973	\$235,318	\$389,530
Difference	2,306	21,069	21,821	-2,010	6,404	18,823
% Change	1%	6%	6%	-1%	3%	5%

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

Heartland MLS Statistics - Missouri Resale
Month of October 2019

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	2,127	740	301	282	491	6,517
New Listings This Month	1,230	492	169	150	192	3,654
Show for Backup This Month	139	51	20	27	14	399
Pending Contracts						
Current Month 2019	815	334	98	105	117	2,465
Current Month 2018	831	341	129	122	121	2,630
Difference	-16	-7	-31	-17	-4	-165
% Change	-2%	-2%	-24%	-14%	-3%	-6%
Year To Date 2019	9,414	4,263	1,413	1,301	1,389	30,736
Year To Date 2018	9,518	4,435	1,752	1,400	1,422	31,402
Difference	-104	-172	-339	-99	-33	-666
% Change	-1%	-4%	-19%	-7%	-2%	-2%
Closed Sales						
Current Month 2019	946	422	130	121	158	3,018
Current Month 2018	919	410	125	121	144	2,945
Difference	27	12	5	0	14	73
% Change	3%	3%	4%	0%	10%	2%
Year To Date 2019	9,078	4,124	1,404	1,269	1,336	29,723
Year To Date 2018	9,268	4,359	1,749	1,364	1,402	30,598
Difference	-190	-235	-345	-95	-66	-875
% Change	-2%	-5%	-20%	-7%	-5%	-3%
Average Sale Price						
Current Month 2019	\$182,038	\$202,674	\$288,260	\$220,330	\$159,452	\$228,716
Current Month 2018	\$186,112	\$204,020	\$247,139	\$217,021	\$174,654	\$221,730
Difference	-4,074	-1,346	41,121	3,308	-15,203	6,986
% Change	-2%	-1%	17%	2%	-9%	3%
Year To Date 2019	\$197,602	\$213,440	\$273,004	\$220,897	\$160,212	\$236,016
Year To Date 2018	\$187,688	\$198,186	\$234,898	\$209,975	\$155,167	\$222,354
Difference	9,914	15,254	38,106	10,922	5,045	13,662
% Change	5%	8%	16%	5%	3%	6%

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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