

Heartland MLS Statistics - Missouri Total
Month of October 2020

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	1,657	542	312	202	309	5,057
New Listings This Month	1,398	575	249	172	182	4,356
Show for Backup This Month	127	58	24	23	13	420
Pending Contracts						
Current Month 2020	1,042	463	199	160	139	3,511
Current Month 2019	981	454	154	153	139	3,132
Difference	61	9	45	7	0	379
% Change	6%	2%	29%	5%	0%	12%
Year To Date 2020	11,015	5,147	2,151	1,700	1,510	37,229
Year To Date 2019	10,154	4,925	1,771	1,588	1,475	34,547
Difference	861	222	380	112	35	2,682
% Change	8%	5%	21%	7%	2%	8%
Closed Sales						
Current Month 2020	1,244	549	237	174	176	4,021
Current Month 2019	1,034	479	162	147	169	3,384
Difference	210	70	75	27	7	637
% Change	20%	15%	46%	18%	4%	19%
Year To Date 2020	10,324	4,783	1,886	1,582	1,464	34,510
Year To Date 2019	9,730	4,684	1,723	1,516	1,418	33,140
Difference	594	99	163	66	46	1,370
% Change	6%	2%	9%	4%	3%	4%
Average Sale Price						
Current Month 2020	\$243,040	\$255,152	\$328,466	\$272,669	\$215,584	\$287,431
Current Month 2019	\$193,342	\$220,056	\$311,099	\$230,141	\$163,247	\$243,440
Difference	49,698	35,096	17,367	42,527	52,337	43,991
% Change	26%	16%	6%	18%	32%	18%
Year To Date 2020	\$228,948	\$251,337	\$307,082	\$258,291	\$184,068	\$275,384
Year To Date 2019	\$206,921	\$230,092	\$297,780	\$234,237	\$163,352	\$251,564
Difference	22,027	21,246	9,303	24,054	20,716	23,820
% Change	11%	9%	3%	10%	13%	9%

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 2020

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	336	142	98	51	14	1,201
New Listings This Month	130	72	48	27	12	494
Show for Backup This Month	5	0	0	1	0	14
Pending Contracts						
Current Month 2020	92	47	43	27	9	404
Current Month 2019	62	60	37	22	6	307
Difference	30	-13	6	5	3	97
% Change	48%	-22%	16%	23%	50%	32%
Year To Date 2020	980	744	512	311	58	4,666
Year To Date 2019	634	587	335	254	63	3,312
Difference	346	157	177	57	-5	1,354
% Change	55%	27%	53%	22%	-8%	41%
Closed Sales						
Current Month 2020	86	60	52	26	11	414
Current Month 2019	67	49	30	22	8	298
Difference	19	11	22	4	3	116
% Change	28%	22%	73%	18%	38%	39%
Year To Date 2020	823	621	362	285	53	3,783
Year To Date 2019	594	541	313	237	61	3,128
Difference	229	80	49	48	-8	655
% Change	39%	15%	16%	20%	-13%	21%
Average Sale Price						
Current Month 2020	\$415,645	\$400,795	\$404,514	\$338,353	\$278,748	\$446,395
Current Month 2019	\$364,084	\$367,358	\$400,908	\$297,140	\$232,045	\$406,416
Difference	51,561	33,437	3,607	41,214	46,702	39,979
% Change	14%	9%	1%	14%	20%	10%
Year To Date 2020	\$376,795	\$374,554	\$413,608	\$342,480	\$273,788	\$426,188
Year To Date 2019	\$354,064	\$357,691	\$409,115	\$307,808	\$241,722	\$408,343
Difference	22,731	16,863	4,493	34,672	32,066	17,845
% Change	6%	5%	1%	11%	13%	4%

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Heartland MLS Statistics - Missouri Resale
Month of October 2020

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	1,321	400	214	151	295	3,852
New Listings This Month	1,268	503	201	145	170	3,862
Show for Backup This Month	122	58	24	22	13	406
Pending Contracts						
Current Month 2020	950	416	156	133	130	3,106
Current Month 2019	919	394	117	131	131	2,815
Difference	31	22	39	2	-1	291
% Change	3%	6%	33%	2%	-1%	10%
Year To Date 2020	10,035	4,403	1,639	1,389	1,447	32,529
Year To Date 2019	9,520	4,337	1,436	1,334	1,398	31,115
Difference	515	66	203	55	49	1,414
% Change	5%	2%	14%	4%	4%	5%
Closed Sales						
Current Month 2020	1,158	489	185	148	165	3,606
Current Month 2019	967	430	132	125	160	3,075
Difference	191	59	53	23	5	531
% Change	20%	14%	40%	18%	3%	17%
Year To Date 2020	9,501	4,162	1,524	1,297	1,404	30,688
Year To Date 2019	9,136	4,142	1,410	1,279	1,342	29,881
Difference	365	20	114	18	62	807
% Change	4%	0%	8%	1%	5%	3%
Average Sale Price						
Current Month 2020	\$230,221	\$237,282	\$307,090	\$261,129	\$211,373	\$269,245
Current Month 2019	\$181,512	\$203,270	\$290,688	\$218,349	\$159,890	\$228,148
Difference	48,709	34,012	16,402	42,780	51,483	41,098
% Change	27%	17%	6%	20%	32%	18%
Year To Date 2020	\$216,141	\$232,953	\$281,779	\$239,792	\$181,044	\$257,001
Year To Date 2019	\$197,354	\$213,346	\$273,065	\$220,604	\$160,120	\$235,785
Difference	18,787	19,607	8,714	19,187	20,924	21,216
% Change	10%	9%	3%	9%	13%	9%

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