

Heartland MLS Statistics - Missouri Total

Month of November 2017

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	2,424	1,131	604	414	568	8,357
New Listings This Month	870	427	195	123	144	2,941
Show for Backup This Month	221	89	21	30	34	621
Pending Contracts						
Current Month 2017	617	272	154	84	79	2,037
Current Month 2016	706	340	153	132	117	2,444
Difference	-89	-68	1	-48	-38	-407
% Change	-13%	-20%	1%	-36%	-32%	-17%
Year To Date 2017	10,244	5,220	2,322	1,763	1,490	36,500
Year To Date 2016	10,500	5,347	2,392	1,585	1,414	36,729
Difference	-256	-127	-70	178	76	-229
% Change	-2%	-2%	-3%	11%	5%	-1%
Closed Sales						
Current Month 2017	851	460	180	150	99	3,013
Current Month 2016	834	422	182	113	112	2,819
Difference	17	38	-2	37	-13	194
% Change	2%	9%	-1%	33%	-12%	7%
Year To Date 2017	10,171	5,208	2,259	1,770	1,452	36,029
Year To Date 2016	10,309	5,190	2,326	1,506	1,356	35,698
Difference	-138	18	-67	264	96	331
% Change	-1%	0%	-3%	18%	7%	1%
Average Sale Price						
Current Month 2017	\$192,826	\$202,506	\$235,431	\$220,815	\$136,537	\$230,179
Current Month 2016	\$169,781	\$183,586	\$225,016	\$179,593	\$140,729	\$212,067
Difference	23,045	18,919	10,415	41,222	-4,193	18,112
% Change	14%	10%	5%	23%	-3%	9%
Year To Date 2017	\$186,173	\$200,960	\$246,234	\$212,449	\$152,763	\$226,572
Year To Date 2016	\$174,966	\$190,670	\$236,347	\$190,971	\$139,712	\$214,465
Difference	11,207	10,289	9,888	21,478	13,052	12,107
% Change	6%	5%	4%	11%	9%	6%

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 November 2017

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	377	344	158	165	30	1,986
New Listings This Month	59	69	33	30	5	360
Show for Backup This Month	5	3	4	2	0	26
Pending Contracts						
Current Month 2017	42	41	31	15	3	237
Current Month 2016	41	40	28	16	3	226
Difference	1	1	3	-1	0	11
% Change	2%	3%	11%	-6%	0%	5%
Year To Date 2017	603	701	369	276	56	3,712
Year To Date 2016	595	705	388	164	40	3,566
Difference	8	-4	-19	112	16	146
% Change	1%	-1%	-5%	68%	40%	4%
Closed Sales						
Current Month 2017	48	63	33	20	3	320
Current Month 2016	35	51	32	10	7	259
Difference	13	12	1	10	-4	61
% Change	37%	24%	3%	100%	-57%	24%
Year To Date 2017	605	676	352	275	45	3,571
Year To Date 2016	578	662	367	133	40	3,280
Difference	27	14	-15	142	5	291
% Change	5%	2%	-4%	107%	13%	9%
Average Sale Price						
Current Month 2017	\$350,804	\$319,627	\$357,081	\$327,826	\$225,367	\$394,014
Current Month 2016	\$303,664	\$299,218	\$385,458	\$261,732	\$234,846	\$382,907
Difference	47,141	20,409	-28,377	66,094	-9,479	11,107
% Change	16%	7%	-7%	25%	-4%	3%
Year To Date 2017	\$335,048	\$312,081	\$383,602	\$313,048	\$229,250	\$381,682
Year To Date 2016	\$323,401	\$304,899	\$370,653	\$322,759	\$226,741	\$374,175
Difference	11,647	7,182	12,949	-9,711	2,509	7,507
% Change	4%	2%	3%	-3%	1%	2%

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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 November 2017

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	2,047	787	446	249	538	6,371
New Listings This Month	811	358	162	93	139	2,581
Show for Backup This Month	216	86	17	28	34	595
Pending Contracts						
Current Month 2017	575	231	123	69	76	1,800
Current Month 2016	665	300	125	116	114	2,218
Difference	-90	-69	-2	-47	-38	-418
% Change	-14%	-23%	-2%	-41%	-33%	-19%
Year To Date 2017	9,641	4,519	1,953	1,487	1,434	32,788
Year To Date 2016	9,905	4,642	2,004	1,421	1,374	33,163
Difference	-264	-123	-51	66	60	-375
% Change	-3%	-3%	-3%	5%	4%	-1%
Closed Sales						
Current Month 2017	803	397	147	130	96	2,693
Current Month 2016	799	371	150	103	105	2,560
Difference	4	26	-3	27	-9	133
% Change	1%	7%	-2%	26%	-9%	5%
Year To Date 2017	9,566	4,532	1,907	1,495	1,407	32,458
Year To Date 2016	9,731	4,528	1,959	1,373	1,316	32,418
Difference	-165	4	-52	122	91	40
% Change	-2%	0%	-3%	9%	7%	0%
Average Sale Price						
Current Month 2017	\$183,382	\$183,920	\$208,122	\$204,352	\$133,761	\$210,711
Current Month 2016	\$163,916	\$167,691	\$190,788	\$171,618	\$134,455	\$194,783
Difference	19,466	16,229	17,333	32,734	-694	15,928
% Change	12%	10%	9%	19%	-1%	8%
Year To Date 2017	\$176,757	\$184,385	\$220,878	\$193,944	\$150,317	\$209,507
Year To Date 2016	\$166,150	\$173,970	\$211,186	\$178,205	\$137,066	\$198,306
Difference	10,608	10,415	9,693	15,739	13,251	11,201
% Change	6%	6%	5%	9%	10%	6%

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