

**Heartland MLS Statistics - Missouri Total**  
**Month of November 2018**

|                                   | Jackson Co. | Clay/Ray Co. | Platte Co. | Cass Co.  | Other Co. | Heartland |
|-----------------------------------|-------------|--------------|------------|-----------|-----------|-----------|
| <b>Current Inventory</b>          | 2,444       | 1,010        | 526        | 430       | 450       | 8,246     |
| <b>New Listings This Month</b>    | 899         | 397          | 140        | 129       | 113       | 2,849     |
| <b>Show for Backup This Month</b> | 114         | 47           | 13         | 18        | 16        | 312       |
| <b>Pending Contracts</b>          |             |              |            |           |           |           |
| Current Month 2018                | 575         | 303          | 106        | 95        | 98        | 2,016     |
| Current Month 2017                | 809         | 351          | 173        | 109       | 103       | 2,575     |
| Difference                        | -234        | -48          | -67        | -14       | -5        | -559      |
| % Change                          | -29%        | -14%         | -39%       | -13%      | -5%       | -22%      |
| Year To Date 2018                 | 10,694      | 5,363        | 2,152      | 1,774     | 1,575     | 36,804    |
| Year To Date 2017                 | 10,461      | 5,315        | 2,339      | 1,786     | 1,516     | 37,077    |
| Difference                        | 233         | 48           | -187       | -12       | 59        | -273      |
| % Change                          | 2%          | 1%           | -8%        | -1%       | 4%        | -1%       |
| <b>Closed Sales</b>               |             |              |            |           |           |           |
| Current Month 2018                | 899         | 427          | 149        | 142       | 118       | 2,982     |
| Current Month 2017                | 869         | 463          | 183        | 152       | 102       | 3,071     |
| Difference                        | 30          | -36          | -34        | -10       | 16        | -89       |
| % Change                          | 3%          | -8%          | -19%       | -7%       | 16%       | -3%       |
| Year To Date 2018                 | 10,717      | 5,431        | 2,233      | 1,762     | 1,585     | 36,934    |
| Year To Date 2017                 | 10,232      | 5,221        | 2,269      | 1,777     | 1,457     | 36,181    |
| Difference                        | 485         | 210          | -36        | -15       | 128       | 753       |
| % Change                          | 5%          | 4%           | -2%        | -1%       | 9%        | 2%        |
| <b>Average Sale Price</b>         |             |              |            |           |           |           |
| Current Month 2018                | \$195,536   | \$222,624    | \$276,748  | \$224,754 | \$152,313 | \$241,814 |
| Current Month 2017                | \$192,436   | \$202,005    | \$234,888  | \$220,640 | \$136,607 | \$229,829 |
| Difference                        | 3,099       | 20,619       | 41,860     | 4,114     | 15,706    | 11,985    |
| % Change                          | 2%          | 10%          | 18%        | 2%        | 11%       | 5%        |
| Year To Date 2018                 | \$197,189   | \$216,757    | \$260,397  | \$226,181 | \$158,168 | \$239,512 |
| Year To Date 2017                 | \$186,109   | \$200,779    | \$246,674  | \$212,171 | \$152,504 | \$226,479 |
| Difference                        | 11,080      | 15,978       | 13,723     | 14,010    | 5,664     | 13,033    |
| % Change                          | 6%          | 8%           | 6%         | 7%        | 4%        | 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 2018**

|                                   | Jackson Co. | Clay/Ray Co. | Platte Co. | Cass Co.  | Other Co. | Heartland |
|-----------------------------------|-------------|--------------|------------|-----------|-----------|-----------|
| <b>Current Inventory</b>          | 442         | 283          | 220        | 156       | 24        | 2,131     |
| <b>New Listings This Month</b>    | 60          | 37           | 34         | 28        | 5         | 348       |
| <b>Show for Backup This Month</b> | 3           | 0            | 1          | 1         | 0         | 12        |
| <b>Pending Contracts</b>          |             |              |            |           |           |           |
| Current Month 2018                | 28          | 35           | 15         | 13        | 5         | 182       |
| Current Month 2017                | 48          | 47           | 36         | 17        | 3         | 267       |
| Difference                        | -20         | -12          | -21        | -4        | 2         | -85       |
| % Change                          | -42%        | -26%         | -58%       | -24%      | 67%       | -32%      |
| Year To Date 2018                 | 624         | 663          | 316        | 293       | 56        | 3,564     |
| Year To Date 2017                 | 628         | 716          | 372        | 279       | 56        | 3,757     |
| Difference                        | -4          | -53          | -56        | 14        | 0         | -193      |
| % Change                          | -1%         | -7%          | -15%       | 5%        | 0%        | -5%       |
| <b>Closed Sales</b>               |             |              |            |           |           |           |
| Current Month 2018                | 66          | 57           | 26         | 27        | 1         | 319       |
| Current Month 2017                | 49          | 63           | 33         | 20        | 3         | 324       |
| Difference                        | 17          | -6           | -7         | 7         | -2        | -5        |
| % Change                          | 35%         | -10%         | -21%       | 35%       | -67%      | -2%       |
| Year To Date 2018                 | 642         | 711          | 362        | 289       | 66        | 3,756     |
| Year To Date 2017                 | 608         | 676          | 353        | 275       | 45        | 3,580     |
| Difference                        | 34          | 35           | 9          | 14        | 21        | 176       |
| % Change                          | 6%          | 5%           | 3%         | 5%        | 47%       | 5%        |
| <b>Average Sale Price</b>         |             |              |            |           |           |           |
| Current Month 2018                | \$364,185   | \$361,076    | \$387,070  | \$292,675 | \$323,150 | \$404,627 |
| Current Month 2017                | \$350,712   | \$318,897    | \$357,081  | \$327,826 | \$225,367 | \$393,527 |
| Difference                        | 13,473      | 42,180       | 29,990     | -35,151   | 97,783    | 11,100    |
| % Change                          | 4%          | 13%          | 8%         | -11%      | 43%       | 3%        |
| Year To Date 2018                 | \$352,781   | \$338,337    | \$385,933  | \$308,710 | \$236,649 | \$390,543 |
| Year To Date 2017                 | \$334,952   | \$312,013    | \$386,872  | \$313,048 | \$229,250 | \$381,971 |
| Difference                        | 17,829      | 26,324       | -939       | -4,338    | 7,399     | 8,571     |
| % Change                          | 5%          | 8%           | 0%         | -1%       | 3%        | 2%        |

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**Heartland MLS Statistics - Missouri Resale**  
**Month of November 2018**

|                                   | Jackson Co. | Clay/Ray Co. | Platte Co. | Cass Co.  | Other Co. | Heartland |
|-----------------------------------|-------------|--------------|------------|-----------|-----------|-----------|
| <b>Current Inventory</b>          | 2,002       | 726          | 306        | 274       | 425       | 6,113     |
| <b>New Listings This Month</b>    | 839         | 360          | 106        | 101       | 108       | 2,501     |
| <b>Show for Backup This Month</b> | 111         | 47           | 12         | 17        | 16        | 300       |
| <b>Pending Contracts</b>          |             |              |            |           |           |           |
| Current Month 2018                | 547         | 268          | 91         | 82        | 93        | 1,834     |
| Current Month 2017                | 761         | 304          | 137        | 92        | 100       | 2,308     |
| Difference                        | -214        | -36          | -46        | -10       | -7        | -474      |
| % Change                          | -28%        | -12%         | -34%       | -11%      | -7%       | -21%      |
| Year To Date 2018                 | 10,070      | 4,700        | 1,835      | 1,481     | 1,517     | 33,236    |
| Year To Date 2017                 | 9,833       | 4,599        | 1,967      | 1,507     | 1,460     | 33,320    |
| Difference                        | 237         | 101          | -132       | -26       | 57        | -84       |
| % Change                          | 2%          | 2%           | -7%        | -2%       | 4%        | 0%        |
| <b>Closed Sales</b>               |             |              |            |           |           |           |
| Current Month 2018                | 833         | 370          | 123        | 115       | 116       | 2,662     |
| Current Month 2017                | 820         | 400          | 150        | 132       | 99        | 2,747     |
| Difference                        | 13          | -30          | -27        | -17       | 17        | -85       |
| % Change                          | 2%          | -8%          | -18%       | -13%      | 17%       | -3%       |
| Year To Date 2018                 | 10,075      | 4,720        | 1,870      | 1,473     | 1,517     | 33,174    |
| Year To Date 2017                 | 9,624       | 4,545        | 1,916      | 1,502     | 1,412     | 32,601    |
| Difference                        | 451         | 175          | -46        | -29       | 105       | 573       |
| % Change                          | 5%          | 4%           | -2%        | -2%       | 7%        | 2%        |
| <b>Average Sale Price</b>         |             |              |            |           |           |           |
| Current Month 2018                | \$182,173   | \$201,295    | \$253,428  | \$208,807 | \$151,464 | \$222,364 |
| Current Month 2017                | \$182,978   | \$183,594    | \$208,006  | \$204,400 | \$133,917 | \$210,522 |
| Difference                        | -805        | 17,701       | 45,422     | 4,407     | 17,547    | 11,843    |
| % Change                          | 0%          | 10%          | 22%        | 2%        | 13%       | 6%        |
| Year To Date 2018                 | \$187,275   | \$198,443    | \$236,174  | \$209,989 | \$154,784 | \$222,428 |
| Year To Date 2017                 | \$176,706   | \$184,235    | \$220,845  | \$193,701 | \$150,058 | \$209,404 |
| Difference                        | 10,568      | 14,208       | 15,329     | 16,288    | 4,726     | 13,024    |
| % Change                          | 6%          | 8%           | 7%         | 8%        | 3%        | 6%        |

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