

**Heartland MLS Statistics - Missouri Total**  
**Month of November 2019**

	<b>Jackson Co.</b>	<b>Clay/Ray Co.</b>	<b>Platte Co.</b>	<b>Cass Co.</b>	<b>Other Co.</b>	<b>Heartland</b>
<b>Current Inventory</b>	2,264	929	388	361	466	7,480
<b>New Listings This Month</b>	954	377	124	121	108	2,784
<b>Show for Backup This Month</b>	146	49	12	18	11	360
<b>Pending Contracts</b>						
Current Month 2019	695	340	109	90	94	2,278
Current Month 2018	661	349	120	115	107	2,296
Difference	34	-9	-11	-25	-13	-18
% Change	5%	-3%	-9%	-22%	-12%	-1%
Year To Date 2019	10,848	5,246	1,881	1,668	1,556	36,701
Year To Date 2018	10,788	5,414	2,177	1,795	1,582	37,087
Difference	60	-168	-296	-127	-26	-386
% Change	1%	-3%	-14%	-7%	-2%	-1%
<b>Closed Sales</b>						
Current Month 2019	897	403	124	131	122	2,803
Current Month 2018	914	434	150	143	119	3,024
Difference	-17	-31	-26	-12	3	-221
% Change	-2%	-7%	-17%	-8%	3%	-7%
Year To Date 2019	10,584	5,074	1,843	1,639	1,522	35,690
Year To Date 2018	10,758	5,447	2,239	1,771	1,587	37,073
Difference	-174	-373	-396	-132	-65	-1,383
% Change	-2%	-7%	-18%	-7%	-4%	-4%
<b>Average Sale Price</b>						
Current Month 2019	\$198,925	\$240,603	\$289,930	\$266,222	\$169,146	\$252,481
Current Month 2018	\$194,997	\$221,827	\$276,634	\$225,158	\$151,957	\$241,564
Difference	3,928	18,776	13,296	41,065	17,189	10,917
% Change	2%	8%	5%	18%	11%	5%
Year To Date 2019	\$206,474	\$231,036	\$297,303	\$236,848	\$164,295	\$252,323
Year To Date 2018	\$197,093	\$216,659	\$260,714	\$226,108	\$158,231	\$239,534
Difference	9,381	14,377	36,590	10,741	6,064	12,789
% Change	5%	7%	14%	5%	4%	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 November 2019**

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
<b>Current Inventory</b>	436	287	142	109	19	1,943
<b>New Listings This Month</b>	84	59	30	25	6	376
<b>Show for Backup This Month</b>	2	3	0	0	0	9
<b>Pending Contracts</b>						
Current Month 2019	40	45	18	17	1	239
Current Month 2018	32	38	16	13	5	203
Difference	8	7	2	4	-4	36
% Change	25%	18%	13%	31%	-80%	18%
Year To Date 2019	675	628	356	273	64	3,569
Year To Date 2018	642	668	320	293	56	3,588
Difference	33	-40	36	-20	8	-19
% Change	5%	-6%	11%	-7%	14%	-1%
<b>Closed Sales</b>						
Current Month 2019	52	46	21	15	7	252
Current Month 2018	66	57	26	27	1	319
Difference	-14	-11	-5	-12	6	-67
% Change	-21%	-19%	-19%	-44%	600%	-21%
Year To Date 2019	647	587	334	251	68	3,370
Year To Date 2018	642	711	365	291	66	3,766
Difference	5	-124	-31	-40	2	-396
% Change	1%	-17%	-8%	-14%	3%	-11%
<b>Average Sale Price</b>						
Current Month 2019	\$370,656	\$369,203	\$437,249	\$451,613	\$252,843	\$450,231
Current Month 2018	\$364,185	\$361,076	\$387,070	\$292,675	\$323,150	\$405,160
Difference	6,470	8,127	50,179	158,938	-70,307	45,071
% Change	2%	2%	13%	54%	-22%	11%
Year To Date 2019	\$355,268	\$358,593	\$410,884	\$316,476	\$242,867	\$411,387
Year To Date 2018	\$353,019	\$338,337	\$387,278	\$308,368	\$236,649	\$390,854
Difference	2,249	20,256	23,606	8,108	6,218	20,533
% Change	1%	6%	6%	3%	3%	5%

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**Heartland MLS Statistics - Missouri Resale**  
**Month of November 2019**

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
<b>Current Inventory</b>	1,828	642	246	252	447	5,537
<b>New Listings This Month</b>	870	318	94	96	102	2,408
<b>Show for Backup This Month</b>	144	46	12	18	11	351
<b>Pending Contracts</b>						
Current Month 2019	655	295	91	73	93	2,039
Current Month 2018	629	311	104	102	102	2,093
Difference	26	-16	-13	-29	-9	-54
% Change	4%	-5%	-13%	-28%	-9%	-3%
Year To Date 2019	10,173	4,617	1,525	1,395	1,491	33,130
Year To Date 2018	10,146	4,746	1,856	1,502	1,524	33,495
Difference	27	-129	-331	-107	-33	-365
% Change	0%	-3%	-18%	-7%	-2%	-1%
<b>Closed Sales</b>						
Current Month 2019	845	357	103	116	115	2,551
Current Month 2018	848	377	124	116	117	2,704
Difference	-3	-20	-21	0	-2	-153
% Change	0%	-5%	-17%	0%	-2%	-6%
Year To Date 2019	9,937	4,486	1,509	1,388	1,453	32,318
Year To Date 2018	10,116	4,736	1,873	1,480	1,519	33,303
Difference	-179	-250	-364	-92	-66	-985
% Change	-2%	-5%	-19%	-6%	-4%	-3%
<b>Average Sale Price</b>						
Current Month 2019	\$188,357	\$224,033	\$259,894	\$242,249	\$164,051	\$232,946
Current Month 2018	\$181,829	\$200,773	\$253,478	\$209,442	\$151,109	\$222,324
Difference	6,528	23,259	6,416	32,807	12,942	10,623
% Change	4%	12%	3%	16%	9%	5%
Year To Date 2019	\$196,786	\$214,272	\$272,164	\$222,449	\$160,573	\$235,728
Year To Date 2018	\$187,197	\$198,392	\$236,128	\$209,934	\$154,855	\$222,438
Difference	9,589	15,880	36,036	12,515	5,719	13,289
% Change	5%	8%	15%	6%	4%	6%

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