

Heartland MLS Statistics - Missouri Total
Month of November 2020

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	1,413	463	244	194	256	4,285
New Listings This Month	943	402	146	155	127	2,979
Show for Backup This Month	135	52	22	17	12	373
Pending Contracts						
Current Month 2020	832	374	161	129	119	2,726
Current Month 2019	826	391	127	105	108	2,640
Difference	6	-17	34	24	11	86
% Change	1%	-4%	27%	23%	10%	3%
Year To Date 2020	11,953	5,583	2,338	1,852	1,637	40,353
Year To Date 2019	10,981	5,316	1,898	1,693	1,583	37,186
Difference	972	267	440	159	54	3,167
% Change	9%	5%	23%	9%	3%	9%
Closed Sales						
Current Month 2020	997	494	197	155	139	3,424
Current Month 2019	923	408	125	134	126	2,883
Difference	74	86	72	21	13	541
% Change	8%	21%	58%	16%	10%	19%
Year To Date 2020	11,335	5,282	2,086	1,739	1,605	37,988
Year To Date 2019	10,653	5,092	1,848	1,650	1,544	36,023
Difference	682	190	238	89	61	1,965
% Change	6%	4%	13%	5%	4%	5%
Average Sale Price						
Current Month 2020	\$238,478	\$280,554	\$350,128	\$283,424	\$193,014	\$293,976
Current Month 2019	\$196,982	\$239,483	\$290,090	\$269,203	\$166,684	\$251,491
Difference	41,496	41,071	60,038	14,221	26,330	42,485
% Change	21%	17%	21%	5%	16%	17%
Year To Date 2020	\$229,754	\$254,246	\$311,041	\$260,766	\$184,839	\$277,054
Year To Date 2019	\$206,057	\$230,844	\$297,259	\$237,077	\$163,624	\$251,557
Difference	23,696	23,402	13,782	23,689	21,215	25,497
% Change	11%	10%	5%	10%	13%	10%

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 2020

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	315	160	97	58	13	1,176
New Listings This Month	84	60	25	24	3	376
Show for Backup This Month	5	2	1	1	0	18
Pending Contracts						
Current Month 2020	64	36	27	15	3	305
Current Month 2019	47	47	20	15	3	263
Difference	17	-11	7	0	0	42
% Change	36%	-23%	35%	0%	0%	16%
Year To Date 2020	1,052	785	541	327	61	5,005
Year To Date 2019	682	634	355	269	66	3,575
Difference	370	151	186	58	-5	1,430
% Change	54%	24%	52%	22%	-8%	40%
Closed Sales						
Current Month 2020	81	60	46	18	5	362
Current Month 2019	53	46	22	17	7	262
Difference	28	14	24	1	-2	100
% Change	53%	30%	109%	6%	-29%	38%
Year To Date 2020	904	681	408	303	58	4,146
Year To Date 2019	647	587	335	254	68	3,390
Difference	257	94	73	49	-10	756
% Change	40%	16%	22%	19%	-15%	22%
Average Sale Price						
Current Month 2020	\$406,182	\$413,871	\$367,239	\$420,391	\$306,480	\$465,444
Current Month 2019	\$369,554	\$369,203	\$431,460	\$457,836	\$252,843	\$453,930
Difference	36,628	44,668	-64,222	-37,446	53,637	11,513
% Change	10%	12%	-15%	-8%	21%	3%
Year To Date 2020	\$379,428	\$379,487	\$408,380	\$347,108	\$276,606	\$429,846
Year To Date 2019	\$355,333	\$358,593	\$410,583	\$317,849	\$242,867	\$411,867
Difference	24,095	20,894	-2,203	29,259	33,739	17,979
% Change	7%	6%	-1%	9%	14%	4%

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Heartland MLS Statistics - Missouri Resale
Month of November 2020

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	1,098	303	147	136	243	3,106
New Listings This Month	859	342	121	131	124	2,603
Show for Backup This Month	130	50	21	16	12	355
Pending Contracts						
Current Month 2020	768	338	134	114	116	2,421
Current Month 2019	779	344	107	90	103	2,362
Difference	-11	-6	27	24	13	59
% Change	-1%	-2%	25%	27%	13%	2%
Year To Date 2020	10,901	4,798	1,797	1,525	1,571	35,314
Year To Date 2019	10,299	4,681	1,543	1,424	1,501	33,476
Difference	602	117	254	101	70	1,838
% Change	6%	2%	16%	7%	5%	5%
Closed Sales						
Current Month 2020	916	434	151	137	134	3,061
Current Month 2019	870	362	103	117	118	2,613
Difference	46	72	48	20	16	448
% Change	5%	20%	47%	17%	14%	17%
Year To Date 2020	10,431	4,601	1,678	1,436	1,540	33,802
Year To Date 2019	10,006	4,504	1,513	1,396	1,460	32,494
Difference	425	97	165	40	80	1,308
% Change	4%	2%	11%	3%	5%	4%
Average Sale Price						
Current Month 2020	\$223,648	\$262,123	\$344,915	\$265,428	\$188,780	\$273,785
Current Month 2019	\$186,469	\$222,999	\$259,894	\$241,794	\$162,236	\$231,591
Difference	37,179	39,124	85,020	23,634	26,545	42,194
% Change	20%	18%	33%	10%	16%	18%
Year To Date 2020	\$216,782	\$235,709	\$287,373	\$242,548	\$181,718	\$258,511
Year To Date 2019	\$196,405	\$214,122	\$272,168	\$222,380	\$160,291	\$235,447
Difference	20,377	21,587	15,205	20,167	21,426	23,064
% Change	10%	10%	6%	9%	13%	10%

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