

**Heartland MLS Statistics - Missouri Total**  
**Month of December 2017**

	<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>	2,091	1,013	548	398	518	7,487
<b>New Listings This Month</b>	723	320	163	109	122	2,270
<b>Show for Backup This Month</b>	183	76	23	29	32	491
<b>Pending Contracts</b>						
Current Month 2017	506	269	122	66	86	1,767
Current Month 2016	599	274	124	93	65	1,886
Difference	-93	-5	-2	-27	21	-119
% Change	-16%	-2%	-2%	-29%	32%	-6%
Year To Date 2017	10,953	5,567	2,465	1,852	1,598	38,829
Year To Date 2016	11,099	5,622	2,516	1,678	1,479	38,611
Difference	-146	-55	-51	174	119	218
% Change	-1%	-1%	-2%	10%	8%	1%
<b>Closed Sales</b>						
Current Month 2017	868	375	176	113	113	2,840
Current Month 2016	830	433	170	150	129	2,928
Difference	38	-58	6	-37	-16	-88
% Change	5%	-13%	4%	-25%	-12%	-3%
Year To Date 2017	11,082	5,589	2,438	1,889	1,568	38,972
Year To Date 2016	11,139	5,623	2,496	1,656	1,485	38,626
Difference	-57	-34	-58	233	83	346
% Change	-1%	-1%	-2%	14%	6%	1%
<b>Average Sale Price</b>						
Current Month 2017	\$186,051	\$203,180	\$260,668	\$213,583	\$160,788	\$229,730
Current Month 2016	\$168,518	\$187,609	\$230,379	\$189,777	\$140,718	\$213,386
Difference	17,533	15,571	30,289	23,805	20,070	16,344
% Change	10%	8%	13%	13%	14%	8%
Year To Date 2017	\$186,106	\$201,065	\$247,823	\$212,288	\$153,246	\$226,713
Year To Date 2016	\$174,486	\$190,435	\$235,940	\$190,863	\$139,799	\$214,384
Difference	11,620	10,630	11,883	21,425	13,447	12,330
% Change	7%	6%	5%	11%	10%	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 December 2017**

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
<b>Current Inventory</b>	385	349	147	159	30	1,971
<b>New Listings This Month</b>	56	57	23	27	10	302
<b>Show for Backup This Month</b>	11	7	0	1	2	24
<b>Pending Contracts</b>						
Current Month 2017	26	41	29	18	8	245
Current Month 2016	36	29	26	16	3	185
Difference	-10	12	3	2	5	60
% Change	-28%	41%	12%	13%	167%	32%
Year To Date 2017	643	745	400	297	64	3,988
Year To Date 2016	631	734	414	180	43	3,748
Difference	12	11	-14	117	21	240
% Change	2%	1%	-3%	65%	49%	6%
<b>Closed Sales</b>						
Current Month 2017	49	54	39	28	7	310
Current Month 2016	50	66	30	18	3	327
Difference	-1	-12	9	10	4	-17
% Change	-2%	-18%	30%	56%	133%	-5%
Year To Date 2017	656	730	392	303	52	3,884
Year To Date 2016	628	728	397	151	43	3,607
Difference	28	2	-5	152	9	277
% Change	4%	0%	-1%	101%	21%	8%
<b>Average Sale Price</b>						
Current Month 2017	\$328,121	\$338,332	\$411,965	\$298,394	\$193,909	\$379,607
Current Month 2016	\$308,485	\$316,948	\$351,800	\$322,915	\$170,400	\$374,658
Difference	19,636	21,384	60,165	-24,520	23,509	4,948
% Change	6%	7%	17%	-8%	14%	1%
Year To Date 2017	\$334,288	\$314,097	\$389,369	\$311,694	\$224,492	\$381,763
Year To Date 2016	\$322,213	\$305,991	\$369,228	\$322,777	\$222,810	\$374,218
Difference	12,075	8,105	20,140	-11,083	1,682	7,544
% Change	4%	3%	5%	-3%	1%	2%

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**Heartland MLS Statistics - Missouri Resale**  
**Month of December 2017**

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
<b>Current Inventory</b>	1,706	664	401	239	488	5,516
<b>New Listings This Month</b>	667	263	140	82	112	1,968
<b>Show for Backup This Month</b>	172	69	23	28	30	467
<b>Pending Contracts</b>						
Current Month 2017	480	228	93	48	78	1,522
Current Month 2016	563	245	98	77	62	1,701
Difference	-83	-17	-5	-29	16	-179
% Change	-15%	-7%	-5%	-38%	26%	-11%
Year To Date 2017	10,310	4,822	2,065	1,555	1,534	34,841
Year To Date 2016	10,468	4,888	2,102	1,498	1,436	34,863
Difference	-158	-66	-37	57	98	-22
% Change	-2%	-1%	-2%	4%	7%	0%
<b>Closed Sales</b>						
Current Month 2017	819	321	137	85	106	2,530
Current Month 2016	780	367	140	132	126	2,601
Difference	39	-46	-3	-47	-20	-71
% Change	5%	-13%	-2%	-36%	-16%	-3%
Year To Date 2017	10,426	4,859	2,046	1,586	1,516	35,088
Year To Date 2016	10,511	4,895	2,099	1,505	1,442	35,019
Difference	-85	-36	-53	81	74	69
% Change	-1%	-1%	-3%	5%	5%	0%
<b>Average Sale Price</b>						
Current Month 2017	\$177,551	\$180,445	\$217,598	\$185,645	\$158,601	\$211,366
Current Month 2016	\$159,546	\$164,349	\$204,360	\$171,622	\$140,012	\$193,111
Difference	18,006	16,096	13,238	14,023	18,590	18,255
% Change	11%	10%	6%	8%	13%	9%
Year To Date 2017	\$176,783	\$184,084	\$220,704	\$193,297	\$150,803	\$209,550
Year To Date 2016	\$165,660	\$173,249	\$210,730	\$177,628	\$137,324	\$197,920
Difference	11,123	10,835	9,974	15,669	13,479	11,630
% Change	7%	6%	5%	9%	10%	6%

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