

Heartland MLS Statistics - Missouri Total
Month of December 2018

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	2,228	952	477	395	402	7,618
New Listings This Month	609	268	107	84	108	1,994
Show for Backup This Month	89	34	8	17	13	272
Pending Contracts						
Current Month 2018	512	223	94	75	81	1,662
Current Month 2017	660	335	139	92	107	2,183
Difference	-148	-112	-45	-17	-26	-521
% Change	-22%	-33%	-32%	-18%	-24%	-24%
Year To Date 2018	11,298	5,634	2,262	1,866	1,667	38,751
Year To Date 2017	11,119	5,650	2,478	1,879	1,623	39,262
Difference	179	-16	-216	-13	44	-511
% Change	2%	0%	-9%	-1%	3%	-1%
Closed Sales						
Current Month 2018	684	349	140	123	116	2,398
Current Month 2017	882	379	176	113	114	2,884
Difference	-198	-30	-36	10	2	-486
% Change	-22%	-8%	-20%	9%	2%	-17%
Year To Date 2018	11,428	5,786	2,376	1,890	1,703	39,418
Year To Date 2017	11,113	5,600	2,445	1,891	1,571	39,066
Difference	315	186	-69	-1	132	352
% Change	3%	3%	-3%	0%	8%	1%
Average Sale Price						
Current Month 2018	\$199,637	\$212,075	\$268,433	\$213,876	\$162,964	\$244,527
Current Month 2017	\$185,176	\$203,206	\$260,662	\$213,569	\$160,817	\$229,211
Difference	14,461	8,869	7,771	306	2,148	15,317
% Change	8%	4%	3%	0%	1%	7%
Year To Date 2018	\$197,277	\$216,423	\$260,809	\$225,350	\$158,554	\$239,767
Year To Date 2017	\$186,031	\$200,944	\$247,681	\$212,269	\$153,107	\$226,684
Difference	11,247	15,480	13,128	13,081	5,446	13,084
% Change	6%	8%	5%	6%	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 December 2018

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	443	302	205	164	21	2,164
New Listings This Month	42	52	23	13	5	245
Show for Backup This Month	4	0	0	0	0	7
Pending Contracts						
Current Month 2018	37	20	15	10	4	161
Current Month 2017	39	49	27	19	10	269
Difference	-2	-29	-12	-9	-6	-108
% Change	-5%	-59%	-44%	-47%	-60%	-40%
Year To Date 2018	667	687	336	302	60	3,747
Year To Date 2017	665	765	399	299	66	4,027
Difference	2	-78	-63	3	-6	-280
% Change	0%	-10%	-16%	1%	-9%	-7%
Closed Sales						
Current Month 2018	45	41	26	20	4	254
Current Month 2017	52	55	39	28	7	317
Difference	-7	-14	-13	-8	-3	-63
% Change	-13%	-25%	-33%	-29%	-43%	-20%
Year To Date 2018	687	752	388	310	70	4,017
Year To Date 2017	659	731	392	304	52	3,897
Difference	28	21	-4	6	18	120
% Change	4%	3%	-1%	2%	35%	3%
Average Sale Price						
Current Month 2018	\$368,309	\$364,217	\$400,660	\$278,040	\$287,321	\$422,724
Current Month 2017	\$325,837	\$337,408	\$411,965	\$298,394	\$193,909	\$378,043
Difference	42,472	26,809	-11,305	-20,354	93,412	44,681
% Change	13%	8%	-3%	-7%	48%	12%
Year To Date 2018	\$354,020	\$339,748	\$386,920	\$306,519	\$239,544	\$392,724
Year To Date 2017	\$334,377	\$313,923	\$389,369	\$311,458	\$224,492	\$381,652
Difference	19,643	25,825	-2,448	-4,938	15,052	11,073
% Change	6%	8%	-1%	-2%	7%	3%

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Heartland MLS Statistics - Missouri Resale
Month of December 2018

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	1,785	649	272	231	380	5,452
New Listings This Month	567	216	84	71	103	1,749
Show for Backup This Month	85	34	8	17	13	265
Pending Contracts						
Current Month 2018	475	203	79	65	77	1,501
Current Month 2017	621	286	112	73	97	1,914
Difference	-146	-83	-33	-8	-20	-413
% Change	-24%	-29%	-29%	-11%	-21%	-22%
Year To Date 2018	10,631	4,947	1,925	1,564	1,605	35,000
Year To Date 2017	10,454	4,885	2,079	1,580	1,557	35,235
Difference	177	62	-154	-16	48	-235
% Change	2%	1%	-7%	-1%	3%	-1%
Closed Sales						
Current Month 2018	639	308	114	103	112	2,144
Current Month 2017	830	324	137	85	107	2,567
Difference	-191	-16	-23	18	5	-423
% Change	-23%	-5%	-17%	21%	5%	-16%
Year To Date 2018	10,741	5,034	1,987	1,580	1,631	35,397
Year To Date 2017	10,454	4,869	2,053	1,587	1,519	35,169
Difference	287	165	-66	-7	112	228
% Change	3%	3%	-3%	0%	7%	1%
Average Sale Price						
Current Month 2018	\$187,759	\$191,822	\$238,276	\$201,416	\$158,523	\$223,416
Current Month 2017	\$176,363	\$180,425	\$217,590	\$185,627	\$158,652	\$210,831
Difference	11,396	11,397	20,686	15,789	-129	12,585
% Change	6%	6%	10%	9%	0%	6%
Year To Date 2018	\$187,252	\$198,001	\$236,258	\$209,424	\$155,106	\$222,424
Year To Date 2017	\$176,679	\$183,981	\$220,627	\$193,269	\$150,664	\$209,512
Difference	10,573	14,019	15,630	16,155	4,443	12,912
% Change	6%	8%	7%	8%	3%	6%

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