

Heartland MLS Statistics - Missouri Total
Month of December 2019

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	1,939	791	358	332	426	6,539
New Listings This Month	583	267	98	104	99	1,925
Show for Backup This Month	92	27	15	14	13	269
Pending Contracts						
Current Month 2019	550	256	88	85	97	1,773
Current Month 2018	586	254	108	94	89	1,902
Difference	-36	2	-20	-9	8	-129
% Change	-6%	1%	-19%	-10%	9%	-7%
Year To Date 2019	11,529	5,559	1,978	1,779	1,663	38,823
Year To Date 2018	11,375	5,669	2,285	1,888	1,671	38,989
Difference	154	-110	-307	-109	-8	-166
% Change	1%	-2%	-13%	-6%	0%	0%
Closed Sales						
Current Month 2019	879	454	156	130	121	2,927
Current Month 2018	693	350	140	126	118	2,423
Difference	186	104	16	4	3	504
% Change	27%	30%	11%	3%	3%	21%
Year To Date 2019	11,508	5,537	2,001	1,774	1,649	38,747
Year To Date 2018	11,451	5,797	2,379	1,897	1,705	39,496
Difference	57	-260	-378	-123	-56	-749
% Change	0%	-4%	-16%	-6%	-3%	-2%
Average Sale Price						
Current Month 2019	\$206,124	\$231,682	\$311,593	\$225,773	\$154,513	\$254,559
Current Month 2018	\$199,195	\$212,227	\$265,398	\$213,630	\$160,821	\$243,837
Difference	6,929	19,455	46,195	12,143	-6,307	10,722
% Change	3%	9%	17%	6%	-4%	4%
Year To Date 2019	\$206,216	\$230,970	\$298,390	\$236,207	\$163,376	\$252,403
Year To Date 2018	\$197,220	\$216,391	\$260,989	\$225,279	\$158,410	\$239,798
Difference	8,996	14,579	37,401	10,928	4,965	12,604
% Change	5%	7%	14%	5%	3%	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 December 2019

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	431	284	158	112	18	1,926
New Listings This Month	37	29	19	23	0	222
Show for Backup This Month	4	1	1	1	1	12
Pending Contracts						
Current Month 2019	39	30	16	26	4	228
Current Month 2018	42	20	17	14	4	178
Difference	-3	10	-1	12	0	50
% Change	-7%	50%	-6%	86%	0%	28%
Year To Date 2019	719	661	371	298	69	3,811
Year To Date 2018	685	688	337	306	60	3,766
Difference	34	-27	34	-8	9	45
% Change	5%	-4%	10%	-3%	15%	1%
Closed Sales						
Current Month 2019	51	52	25	16	3	298
Current Month 2018	45	41	26	20	4	255
Difference	6	11	-1	-4	-1	43
% Change	13%	27%	-4%	-20%	-25%	17%
Year To Date 2019	699	639	360	269	71	3,687
Year To Date 2018	687	752	391	311	70	4,021
Difference	12	-113	-31	-42	1	-334
% Change	2%	-15%	-8%	-14%	1%	-8%
Average Sale Price						
Current Month 2019	\$361,724	\$358,326	\$436,934	\$317,588	\$263,800	\$433,650
Current Month 2018	\$368,309	\$367,904	\$400,660	\$278,040	\$287,321	\$423,098
Difference	-6,585	-9,578	36,274	39,547	-23,521	10,552
% Change	-2%	-3%	9%	14%	-8%	2%
Year To Date 2019	\$355,677	\$358,571	\$412,413	\$317,941	\$243,751	\$413,503
Year To Date 2018	\$354,020	\$339,949	\$388,168	\$306,418	\$239,544	\$392,898
Difference	1,657	18,622	24,245	11,523	4,207	20,605
% Change	0%	5%	6%	4%	2%	5%

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Heartland MLS Statistics - Missouri Resale
Month of December 2019

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	1,508	507	200	220	408	4,613
New Listings This Month	546	238	79	81	99	1,703
Show for Backup This Month	88	26	14	13	12	257
Pending Contracts						
Current Month 2019	511	226	72	59	93	1,545
Current Month 2018	544	234	91	80	85	1,724
Difference	-33	-8	-19	-21	8	-179
% Change	-6%	-3%	-21%	-26%	9%	-10%
Year To Date 2019	10,810	4,897	1,607	1,481	1,593	35,010
Year To Date 2018	10,690	4,981	1,947	1,582	1,609	35,219
Difference	120	-84	-340	-101	-16	-209
% Change	1%	-2%	-17%	-6%	-1%	-1%
Closed Sales						
Current Month 2019	828	402	131	114	118	2,629
Current Month 2018	648	309	114	106	114	2,168
Difference	180	93	17	8	4	461
% Change	28%	30%	15%	8%	4%	21%
Year To Date 2019	10,809	4,897	1,641	1,505	1,577	35,058
Year To Date 2018	10,764	5,045	1,987	1,586	1,633	35,471
Difference	45	-148	-346	-81	-56	-413
% Change	0%	-3%	-17%	-5%	-3%	-1%
Average Sale Price						
Current Month 2019	\$196,540	\$215,300	\$287,673	\$212,887	\$151,735	\$234,259
Current Month 2018	\$187,451	\$191,570	\$234,548	\$201,477	\$156,382	\$222,752
Difference	9,089	23,729	53,125	11,410	-4,647	11,507
% Change	5%	12%	23%	6%	-3%	5%
Year To Date 2019	\$196,551	\$214,253	\$273,376	\$221,598	\$159,715	\$235,452
Year To Date 2018	\$187,212	\$197,974	\$236,037	\$209,368	\$154,961	\$222,457
Difference	9,338	16,279	37,339	12,229	4,753	12,994
% Change	5%	8%	16%	6%	3%	6%

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