

Heartland MLS Statistics - Missouri Total
Month of December 2020

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	1,196	370	204	173	257	3,631
New Listings This Month	837	303	125	121	91	2,483
Show for Backup This Month	107	30	10	19	13	262
Pending Contracts						
Current Month 2020	728	313	124	111	87	2,328
Current Month 2019	611	284	106	100	107	2,000
Difference	117	29	18	11	-20	328
% Change	19%	10%	17%	11%	-19%	16%
Year To Date 2020	12,794	5,950	2,480	1,985	1,736	43,024
Year To Date 2019	11,592	5,600	2,004	1,793	1,690	39,186
Difference	1,202	350	476	192	46	3,838
% Change	10%	6%	24%	11%	3%	10%
Closed Sales						
Current Month 2020	1,100	501	230	160	132	3,596
Current Month 2019	895	457	160	132	125	2,979
Difference	205	44	70	28	7	617
% Change	23%	10%	44%	21%	6%	21%
Year To Date 2020	12,473	5,797	2,322	1,906	1,744	41,694
Year To Date 2019	11,548	5,549	2,008	1,782	1,669	39,002
Difference	925	248	314	124	75	2,692
% Change	8%	4%	16%	7%	4%	7%
Average Sale Price						
Current Month 2020	\$232,368	\$263,974	\$307,691	\$260,143	\$214,740	\$288,792
Current Month 2019	\$205,552	\$231,719	\$309,734	\$225,648	\$153,281	\$253,313
Difference	26,816	32,255	-2,043	34,496	61,459	35,479
% Change	13%	14%	-1%	15%	40%	14%
Year To Date 2020	\$229,912	\$254,964	\$310,488	\$260,761	\$186,081	\$277,939
Year To Date 2019	\$206,018	\$230,916	\$298,254	\$236,230	\$162,849	\$251,691
Difference	23,894	24,048	12,234	24,531	23,232	26,247
% Change	12%	10%	4%	10%	14%	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 December 2020

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	321	135	98	61	11	1,137
New Listings This Month	77	49	38	22	4	350
Show for Backup This Month	4	0	0	1	0	8
Pending Contracts						
Current Month 2020	74	49	31	18	3	340
Current Month 2019	46	32	17	28	5	247
Difference	28	17	14	-10	-2	93
% Change	61%	53%	82%	-36%	-40%	38%
Year To Date 2020	1,134	840	571	345	64	5,364
Year To Date 2019	728	666	372	297	71	3,821
Difference	406	174	199	48	-7	1,543
% Change	56%	26%	53%	16%	-10%	40%
Closed Sales						
Current Month 2020	82	57	35	15	8	363
Current Month 2019	51	52	25	17	3	299
Difference	31	5	10	-2	5	64
% Change	61%	10%	40%	-12%	167%	21%
Year To Date 2020	988	739	444	319	66	4,520
Year To Date 2019	698	639	360	271	71	3,689
Difference	290	100	84	48	-5	831
% Change	42%	16%	23%	18%	-7%	23%
Average Sale Price						
Current Month 2020	\$389,414	\$437,845	\$426,201	\$327,073	\$300,656	\$454,851
Current Month 2019	\$361,724	\$358,326	\$436,934	\$314,789	\$263,800	\$433,102
Difference	27,690	79,519	-10,733	12,285	36,856	21,749
% Change	8%	22%	-2%	4%	14%	5%
Year To Date 2020	\$380,328	\$383,762	\$409,623	\$345,924	\$279,521	\$431,918
Year To Date 2019	\$355,800	\$358,571	\$412,413	\$317,657	\$243,751	\$413,588
Difference	24,528	25,191	-2,790	28,267	35,770	18,330
% Change	7%	7%	-1%	9%	15%	4%

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Heartland MLS Statistics - Missouri Resale
Month of December 2020

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	875	235	106	112	246	2,491
New Listings This Month	760	254	87	99	87	2,133
Show for Backup This Month	103	30	10	18	13	254
Pending Contracts						
Current Month 2020	654	264	93	93	84	1,988
Current Month 2019	565	252	89	72	101	1,751
Difference	89	12	4	21	-17	237
% Change	16%	5%	4%	29%	-17%	14%
Year To Date 2020	11,660	5,110	1,909	1,640	1,667	37,626
Year To Date 2019	10,864	4,933	1,632	1,496	1,602	35,228
Difference	796	177	277	144	65	2,398
% Change	7%	4%	17%	10%	4%	7%
Closed Sales						
Current Month 2020	1,018	444	195	145	124	3,233
Current Month 2019	844	405	135	115	119	2,666
Difference	174	39	60	30	5	567
% Change	21%	10%	44%	26%	4%	21%
Year To Date 2020	11,485	5,058	1,878	1,587	1,671	37,134
Year To Date 2019	10,850	4,909	1,648	1,511	1,579	35,160
Difference	635	149	230	76	92	1,974
% Change	6%	3%	14%	5%	6%	6%
Average Sale Price						
Current Month 2020	\$219,718	\$241,652	\$286,420	\$253,220	\$209,197	\$270,147
Current Month 2019	\$196,115	\$215,463	\$286,179	\$212,471	\$151,762	\$233,880
Difference	23,603	26,189	241	40,749	57,435	36,267
% Change	12%	12%	0%	19%	38%	16%
Year To Date 2020	\$216,973	\$236,146	\$287,050	\$243,643	\$182,704	\$259,377
Year To Date 2019	\$196,382	\$214,232	\$273,316	\$221,626	\$159,648	\$235,328
Difference	20,590	21,913	13,734	22,017	23,055	24,049
% Change	10%	10%	5%	10%	14%	10%

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