

Local Market Update for February 2019

Please Note: Due to the recent merger of St. Joseph MLS data into the Heartland MLS system, some county reports may reflect statistical variances from previous years' data.

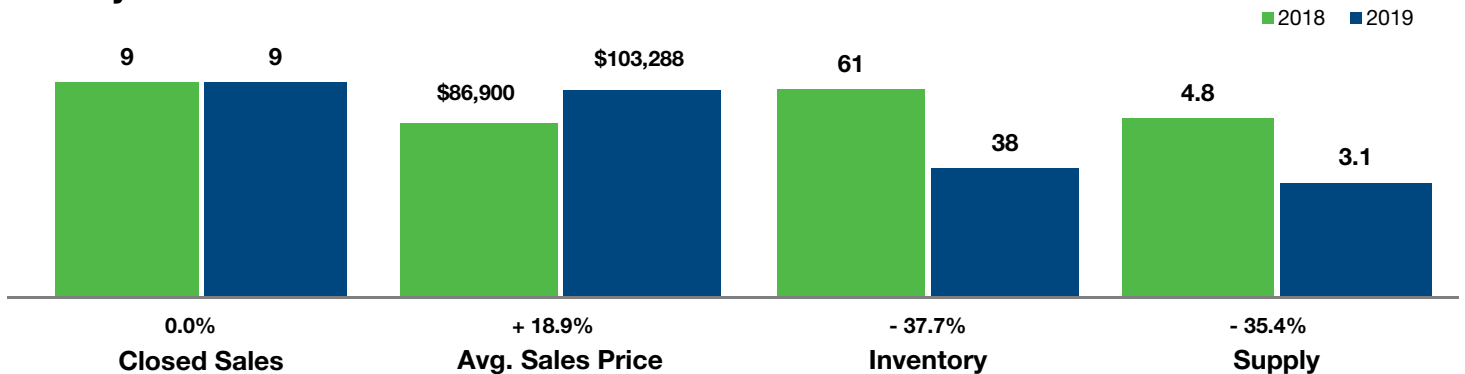


Atchison, KS

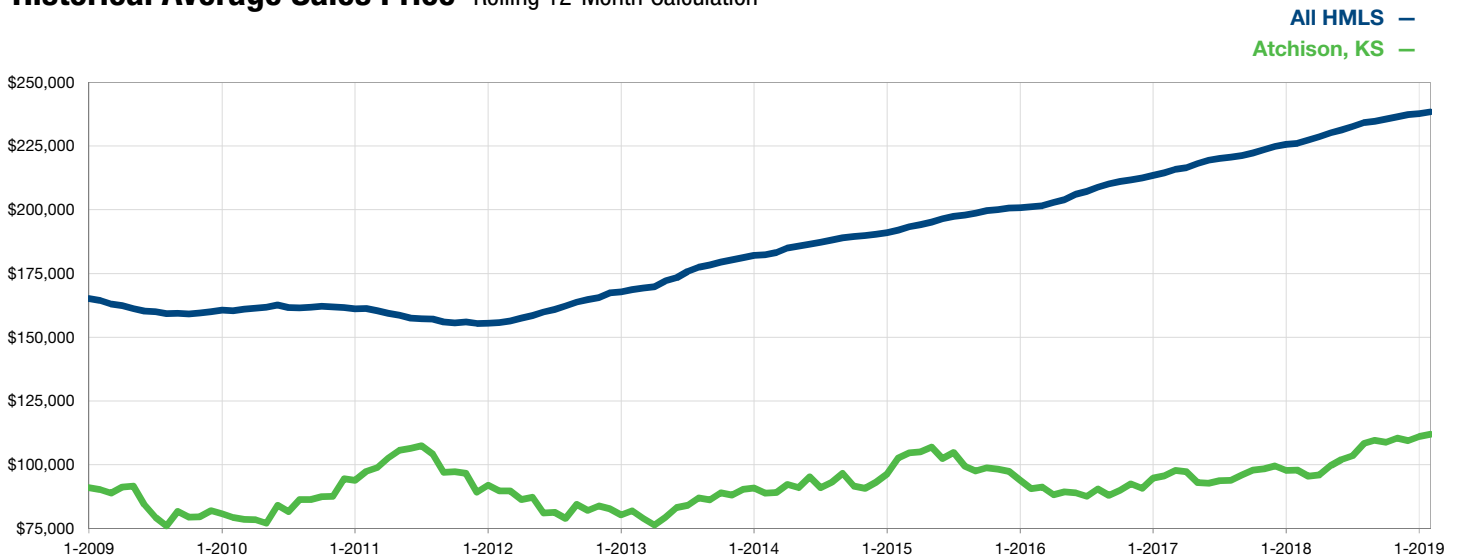
Key Metrics	February			Year to Date		
	2018	2019	Percent Change	Thru 2-2018	Thru 2-2019	Percent Change
Closed Sales	9	9	0.0%	22	15	- 31.8%
Average Sales Price*	\$86,900	\$103,288	+ 18.9%	\$95,995	\$114,947	+ 19.7%
Median Sales Price*	\$102,500	\$94,400	- 7.9%	\$102,000	\$94,400	- 7.5%
Days on Market Until Sale	103	132	+ 28.2%	130	109	- 16.2%
Percentage of Original List Price Received*	88.0%	90.7%	+ 3.1%	92.7%	92.4%	- 0.3%
Pending Sales	8	13	+ 62.5%	17	23	+ 35.3%
Inventory	61	38	- 37.7%	--	--	--
Supply	4.8	3.1	- 35.4%	--	--	--

* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

February



Historical Average Sales Price Rolling 12-Month Calculation



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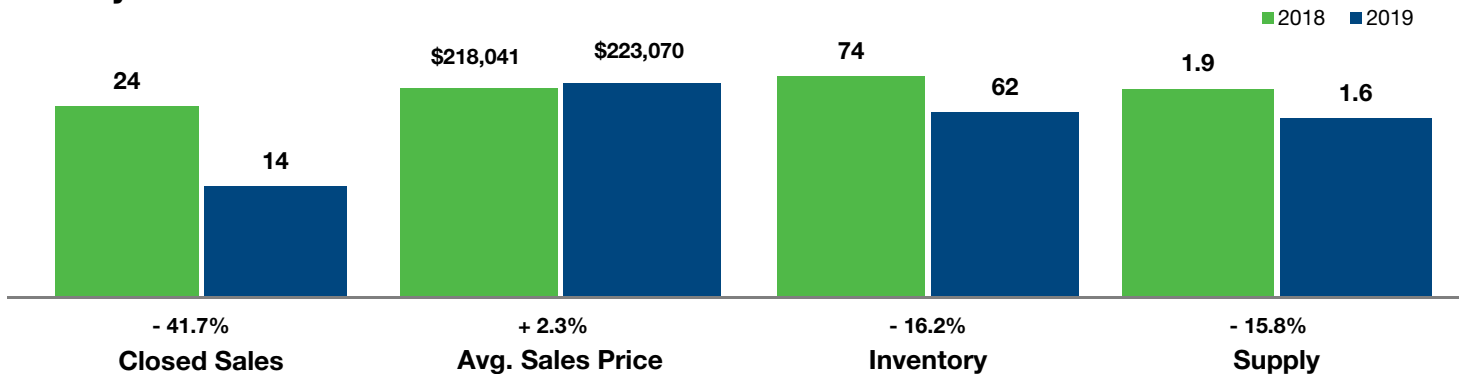


Douglas, KS

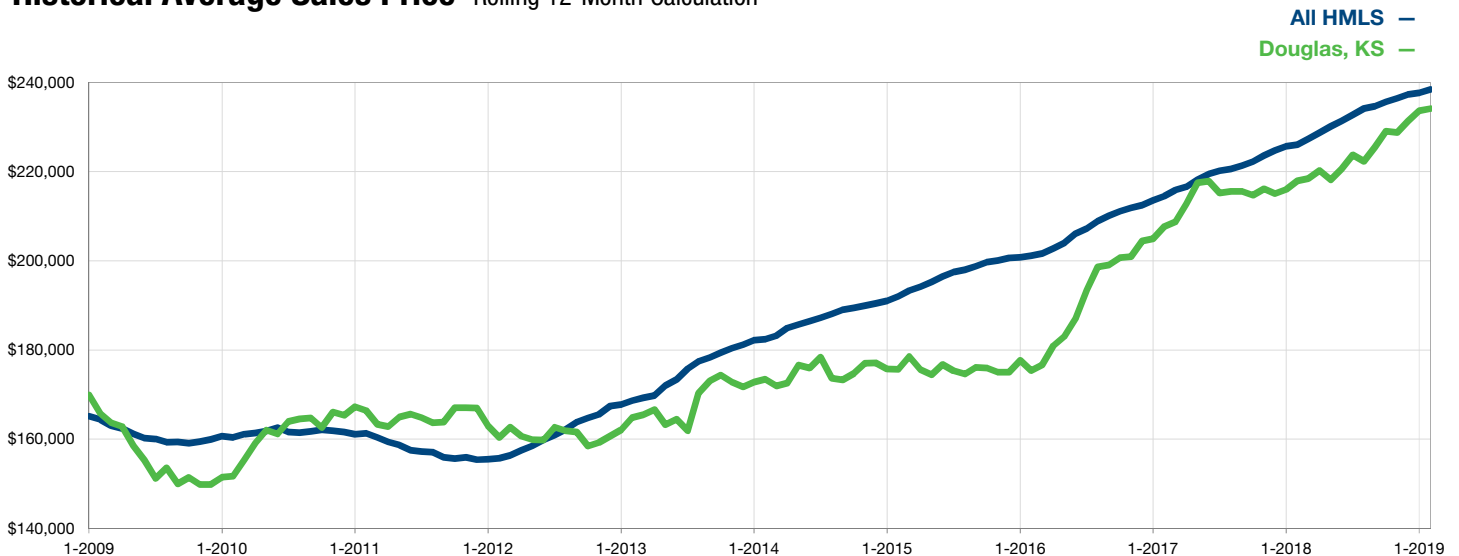
Key Metrics	February			Year to Date		
	2018	2019	Percent Change	Thru 2-2018	Thru 2-2019	Percent Change
Closed Sales	24	14	- 41.7%	45	38	- 15.6%
Average Sales Price*	\$218,041	\$223,070	+ 2.3%	\$226,310	\$259,238	+ 14.5%
Median Sales Price*	\$187,900	\$207,500	+ 10.4%	\$185,800	\$226,000	+ 21.6%
Days on Market Until Sale	92	98	+ 6.5%	74	76	+ 2.7%
Percentage of Original List Price Received*	95.4%	93.0%	- 2.5%	97.0%	95.8%	- 1.2%
Pending Sales	36	37	+ 2.8%	76	58	- 23.7%
Inventory	74	62	- 16.2%	--	--	--
Supply	1.9	1.6	- 15.8%	--	--	--

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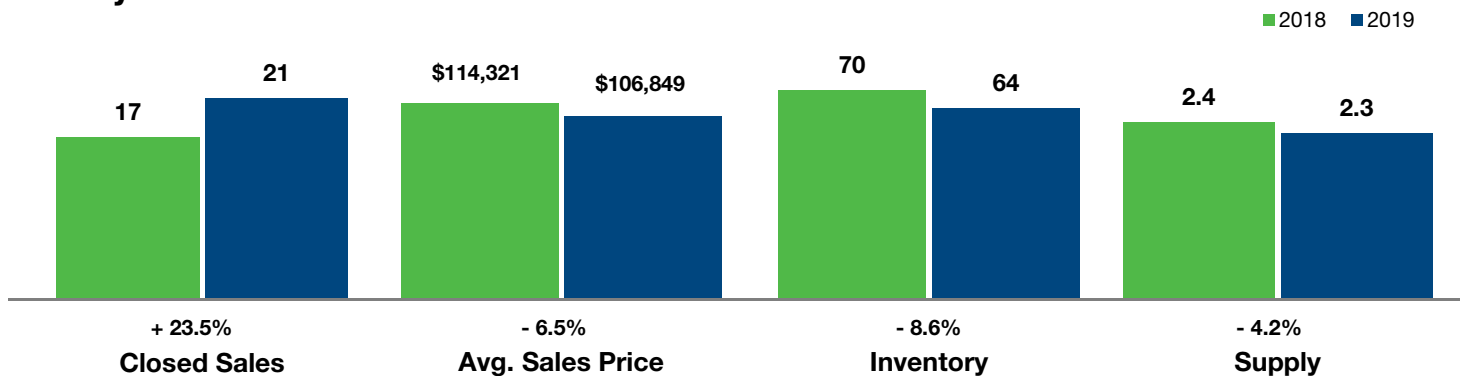


Franklin, KS

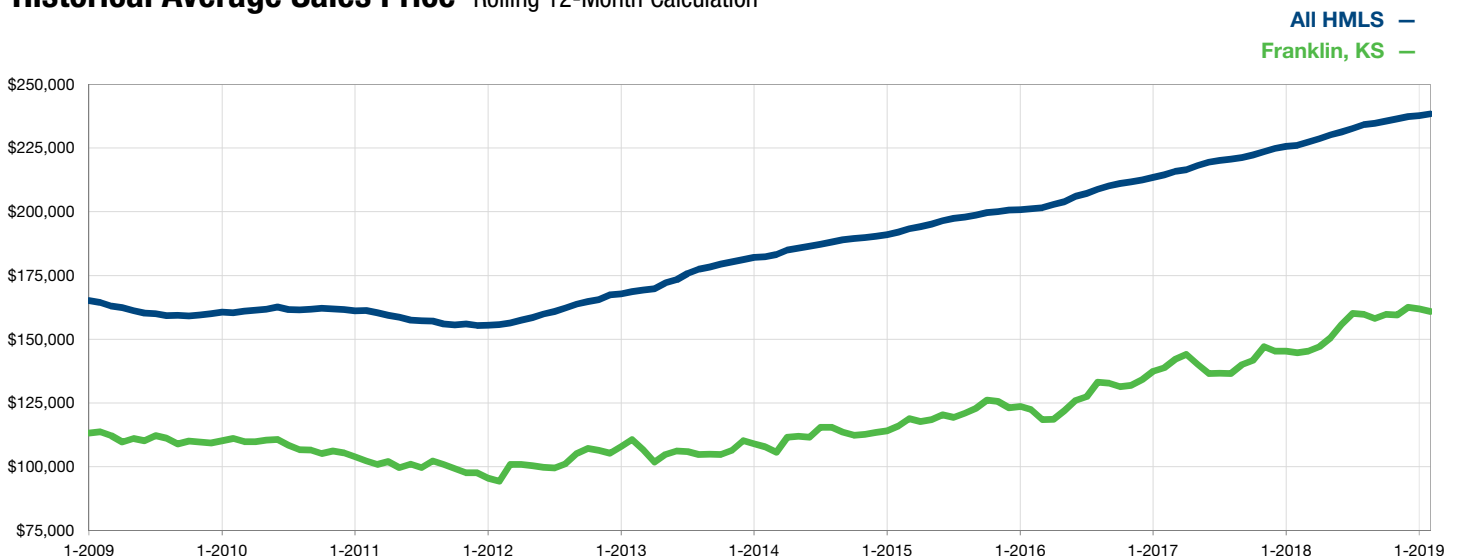
Key Metrics	February			Year to Date		
	2018	2019	Percent Change	Thru 2-2018	Thru 2-2019	Percent Change
Closed Sales	17	21	+ 23.5%	33	36	+ 9.1%
Average Sales Price*	\$114,321	\$106,849	- 6.5%	\$139,308	\$125,782	- 9.7%
Median Sales Price*	\$87,500	\$100,000	+ 14.3%	\$130,000	\$118,000	- 9.2%
Days on Market Until Sale	57	57	0.0%	54	70	+ 29.6%
Percentage of Original List Price Received*	89.0%	90.0%	+ 1.1%	93.4%	90.0%	- 3.6%
Pending Sales	21	30	+ 42.9%	48	54	+ 12.5%
Inventory	70	64	- 8.6%	--	--	--
Supply	2.4	2.3	- 4.2%	--	--	--

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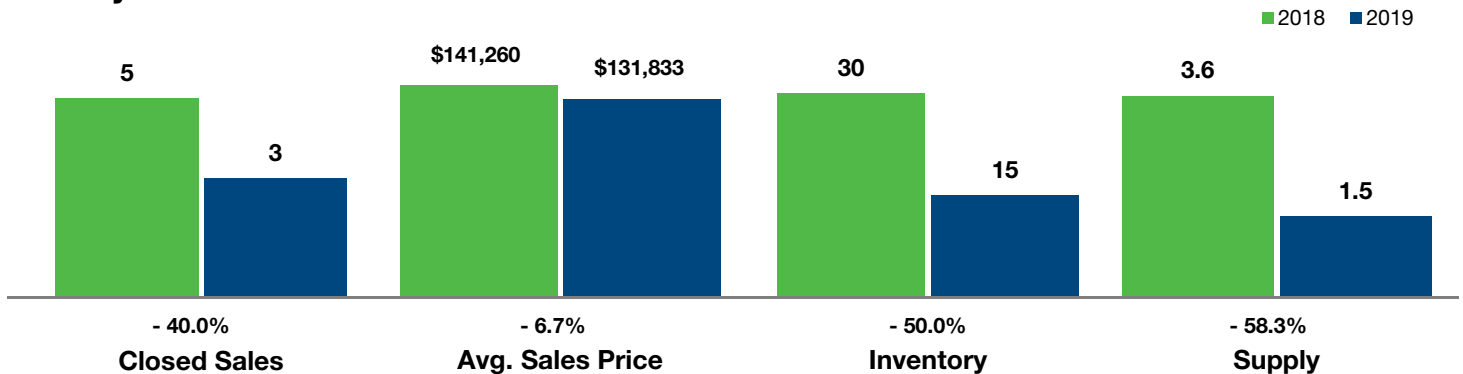


Jefferson, KS

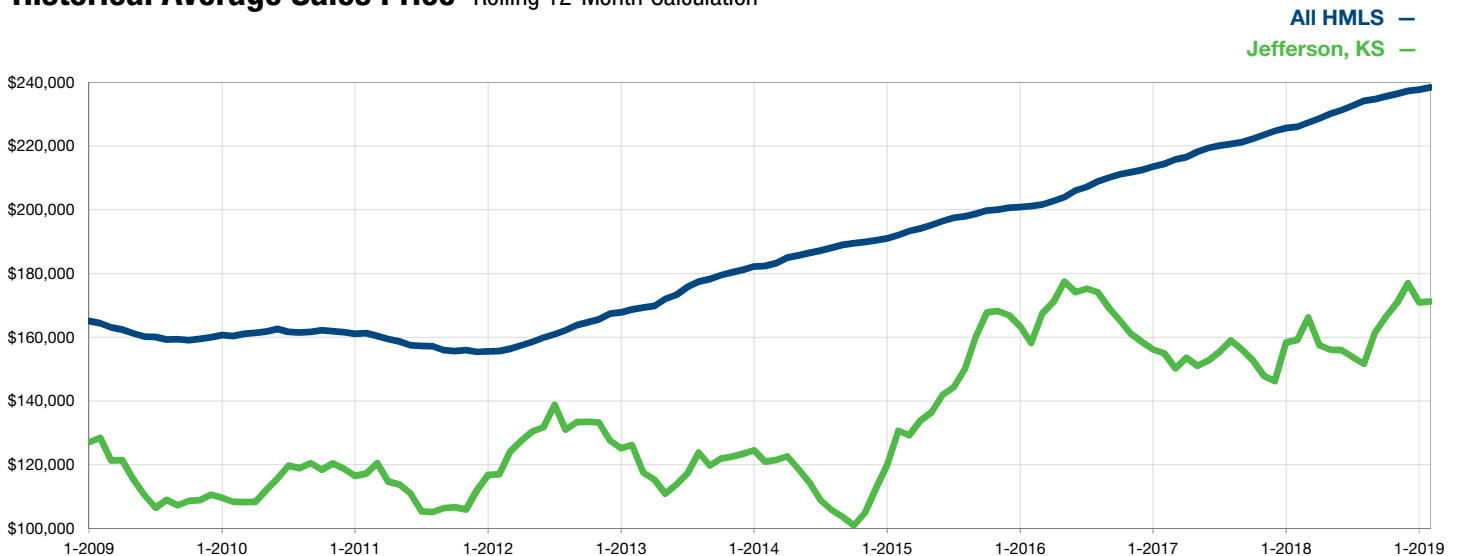
Key Metrics	February			Year to Date		
	2018	2019	Percent Change	Thru 2-2018	Thru 2-2019	Percent Change
Closed Sales	5	3	- 40.0%	11	6	- 45.5%
Average Sales Price*	\$141,260	\$131,833	- 6.7%	\$238,891	\$172,647	- 27.7%
Median Sales Price*	\$95,000	\$135,000	+ 42.1%	\$202,500	\$180,000	- 11.1%
Days on Market Until Sale	83	18	- 78.3%	101	29	- 71.3%
Percentage of Original List Price Received*	94.6%	92.1%	- 2.6%	91.4%	94.3%	+ 3.2%
Pending Sales	7	7	0.0%	13	9	- 30.8%
Inventory	30	15	- 50.0%	--	--	--
Supply	3.6	1.5	- 58.3%	--	--	--

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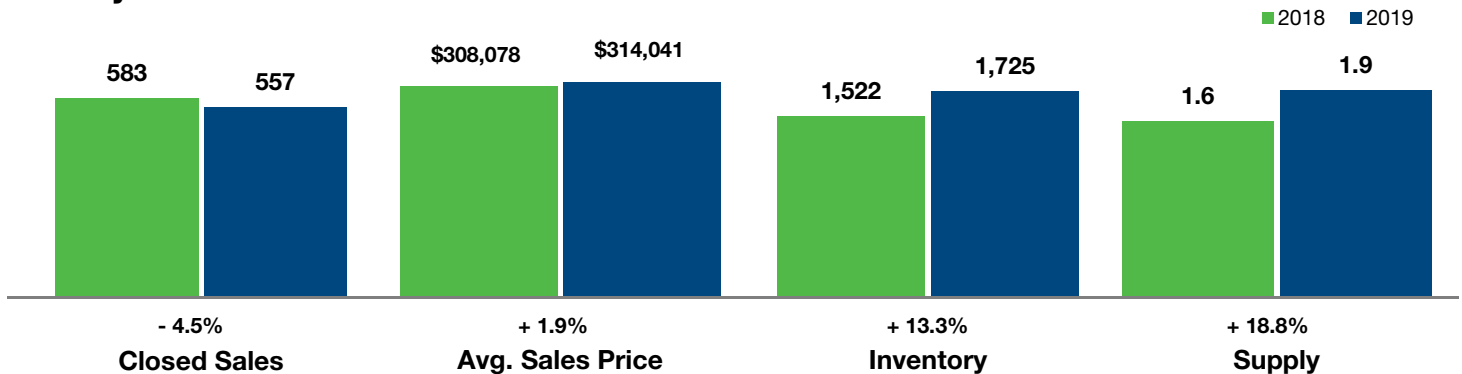


Johnson, KS

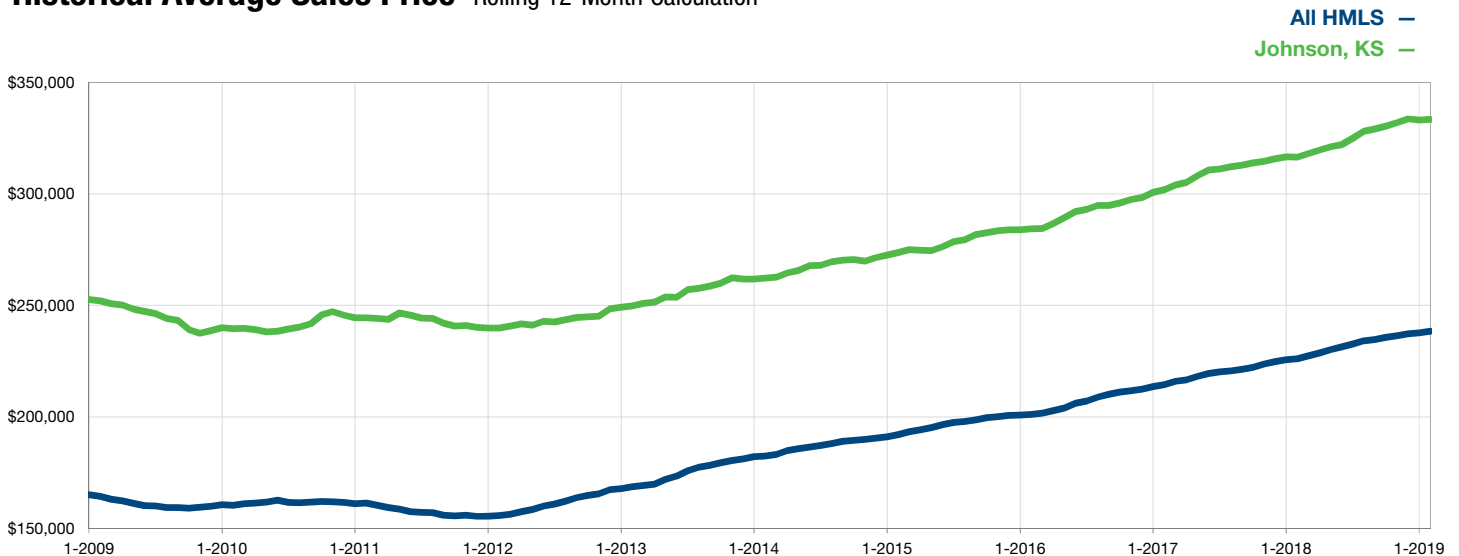
Key Metrics	February			Year to Date		
	2018	2019	Percent Change	Thru 2-2018	Thru 2-2019	Percent Change
Closed Sales	583	557	- 4.5%	1,150	1,079	- 6.2%
Average Sales Price*	\$308,078	\$314,041	+ 1.9%	\$322,690	\$320,404	- 0.7%
Median Sales Price*	\$265,200	\$268,900	+ 1.4%	\$266,000	\$275,000	+ 3.4%
Days on Market Until Sale	52	48	- 7.7%	50	50	0.0%
Percentage of Original List Price Received*	98.0%	98.0%	0.0%	97.6%	97.6%	0.0%
Pending Sales	775	772	- 0.4%	1,531	1,438	- 6.1%
Inventory	1,522	1,725	+ 13.3%	--	--	--
Supply	1.6	1.9	+ 18.8%	--	--	--

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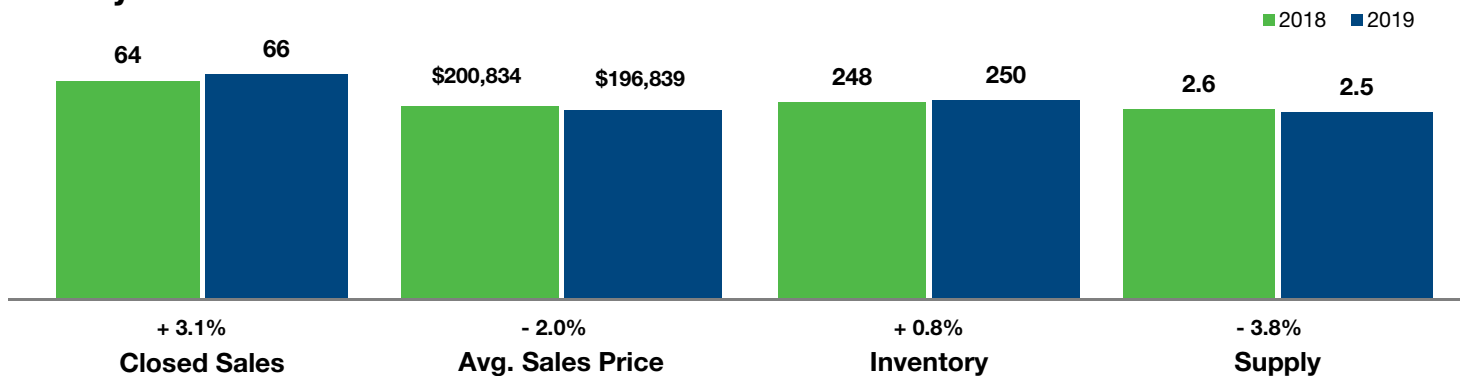


Leavenworth, KS

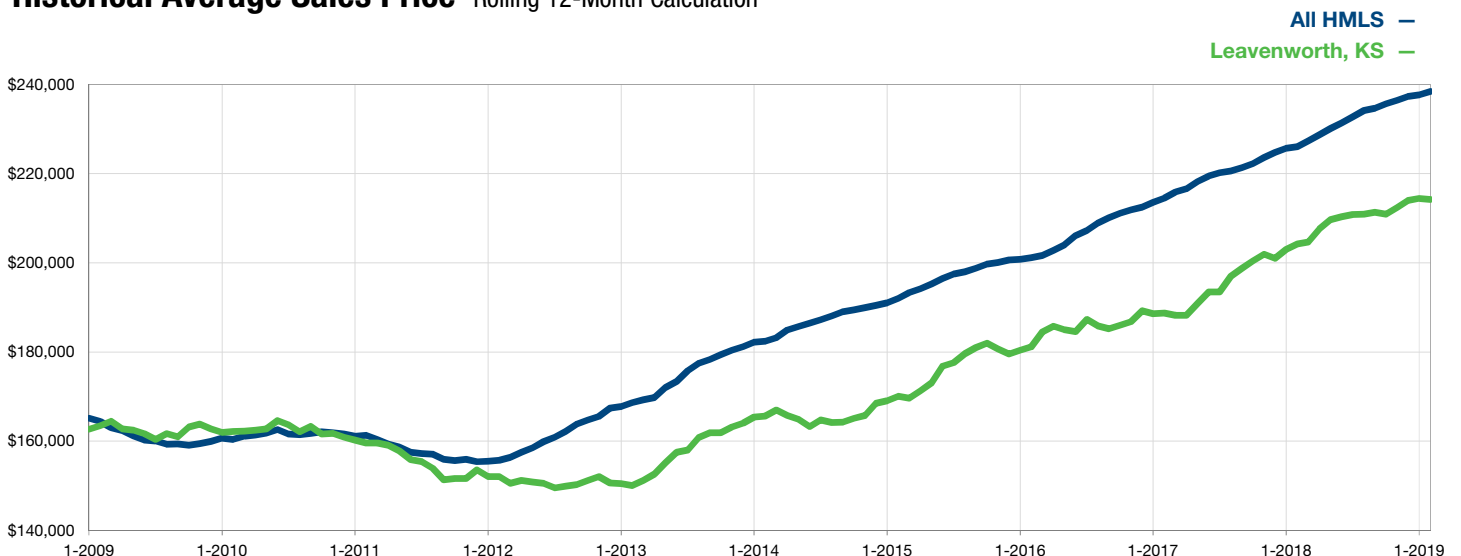
Key Metrics	February			Year to Date		
	2018	2019	Percent Change	Thru 2-2018	Thru 2-2019	Percent Change
Closed Sales	64	66	+ 3.1%	138	119	- 13.8%
Average Sales Price*	\$200,834	\$196,839	- 2.0%	\$204,930	\$205,808	+ 0.4%
Median Sales Price*	\$185,000	\$185,500	+ 0.3%	\$188,500	\$189,900	+ 0.7%
Days on Market Until Sale	73	81	+ 11.0%	73	71	- 2.7%
Percentage of Original List Price Received*	98.9%	96.8%	- 2.1%	96.7%	96.0%	- 0.7%
Pending Sales	93	87	- 6.5%	182	169	- 7.1%
Inventory	248	250	+ 0.8%	--	--	--
Supply	2.6	2.5	- 3.8%	--	--	--

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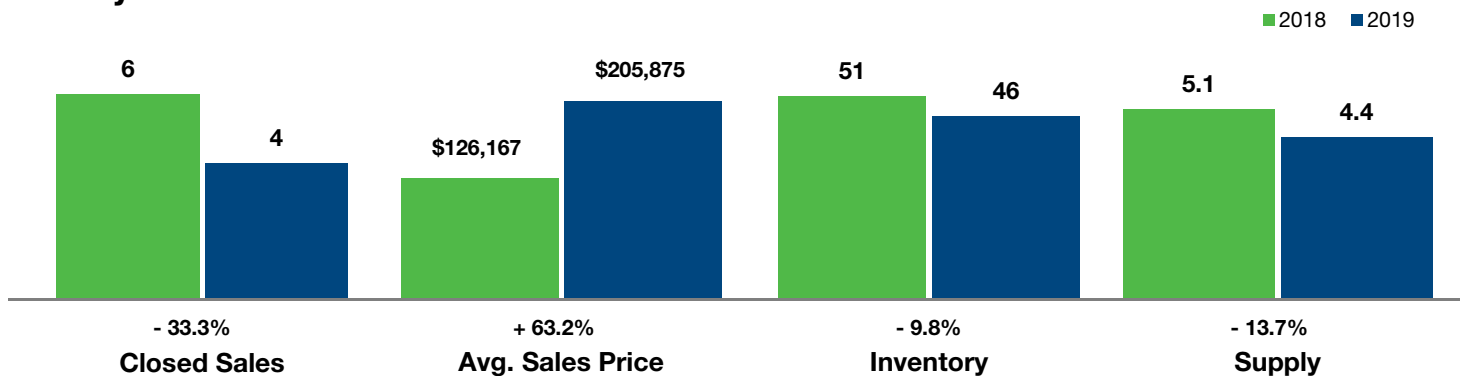


Linn, KS

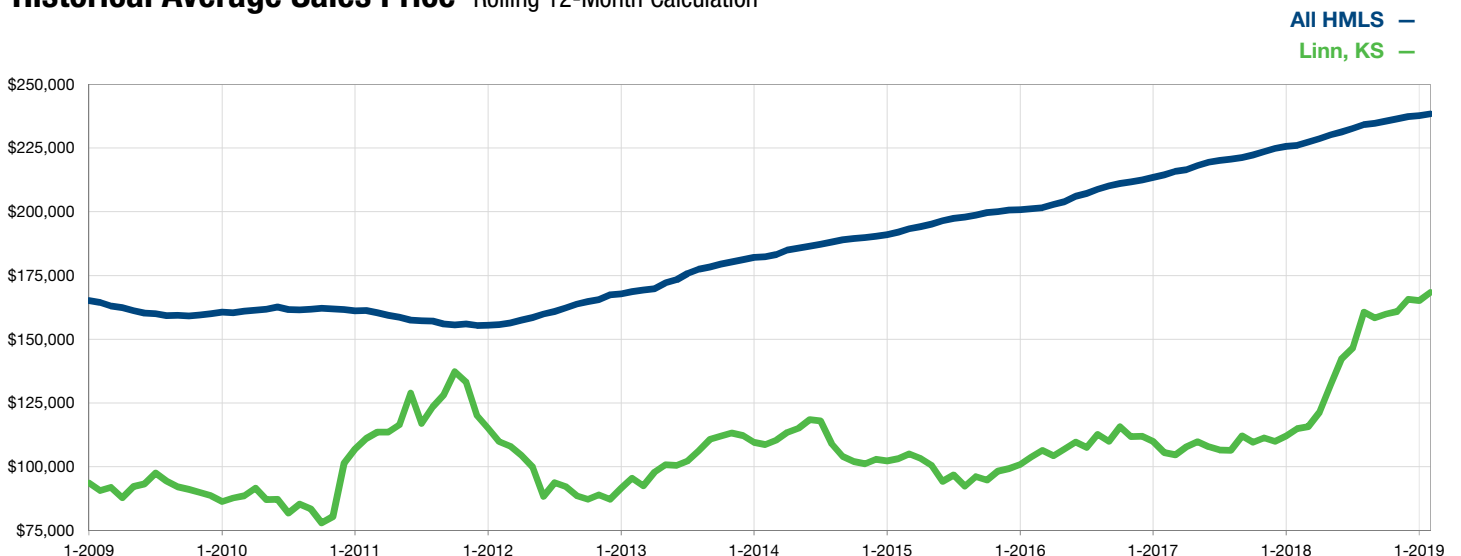
Key Metrics	February			Year to Date		
	2018	2019	Percent Change	Thru 2-2018	Thru 2-2019	Percent Change
Closed Sales	6	4	- 33.3%	10	12	+ 20.0%
Average Sales Price*	\$126,167	\$205,875	+ 63.2%	\$127,455	\$161,773	+ 26.9%
Median Sales Price*	\$126,500	\$188,750	+ 49.2%	\$125,000	\$132,500	+ 6.0%
Days on Market Until Sale	66	59	- 10.6%	65	66	+ 1.5%
Percentage of Original List Price Received*	88.3%	98.0%	+ 11.0%	89.3%	85.9%	- 3.8%
Pending Sales	14	5	- 64.3%	21	11	- 47.6%
Inventory	51	46	- 9.8%	--	--	--
Supply	5.1	4.4	- 13.7%	--	--	--

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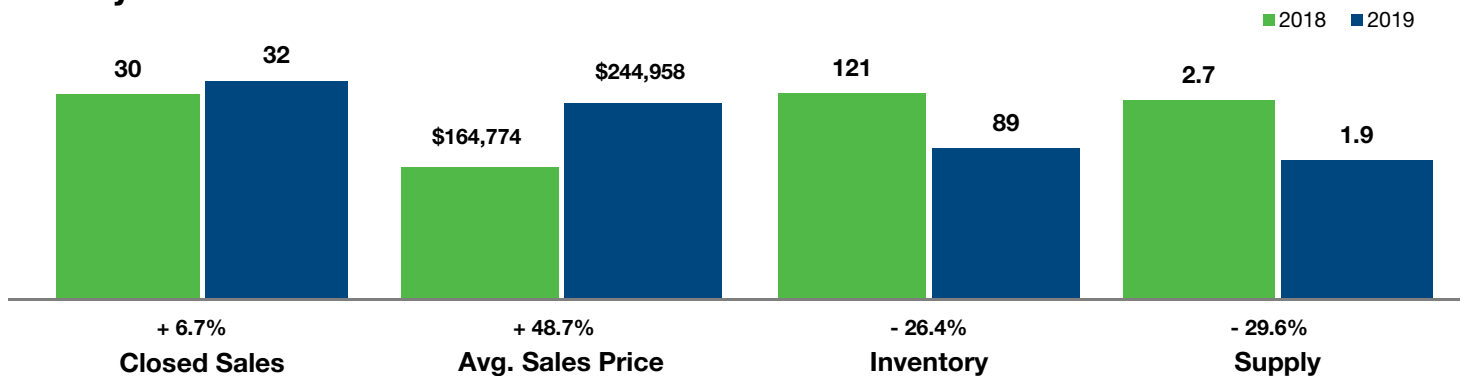


Miami, KS

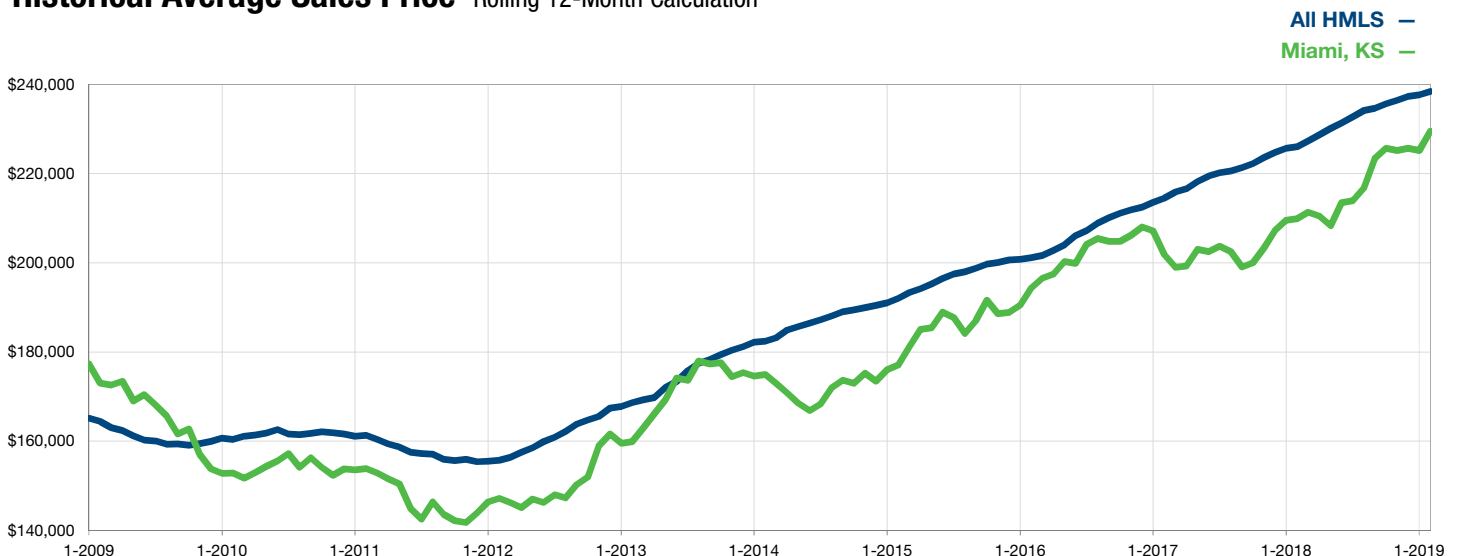
Key Metrics	February			Year to Date		
	2018	2019	Percent Change	Thru 2-2018	Thru 2-2019	Percent Change
Closed Sales	30	32	+ 6.7%	61	62	+ 1.6%
Average Sales Price*	\$164,774	\$244,958	+ 48.7%	\$192,280	\$227,377	+ 18.3%
Median Sales Price*	\$151,364	\$202,500	+ 33.8%	\$180,000	\$190,000	+ 5.6%
Days on Market Until Sale	51	92	+ 80.4%	64	88	+ 37.5%
Percentage of Original List Price Received*	94.3%	94.1%	- 0.2%	95.8%	94.8%	- 1.0%
Pending Sales	34	34	0.0%	65	62	- 4.6%
Inventory	121	89	- 26.4%	--	--	--
Supply	2.7	1.9	- 29.6%	--	--	--

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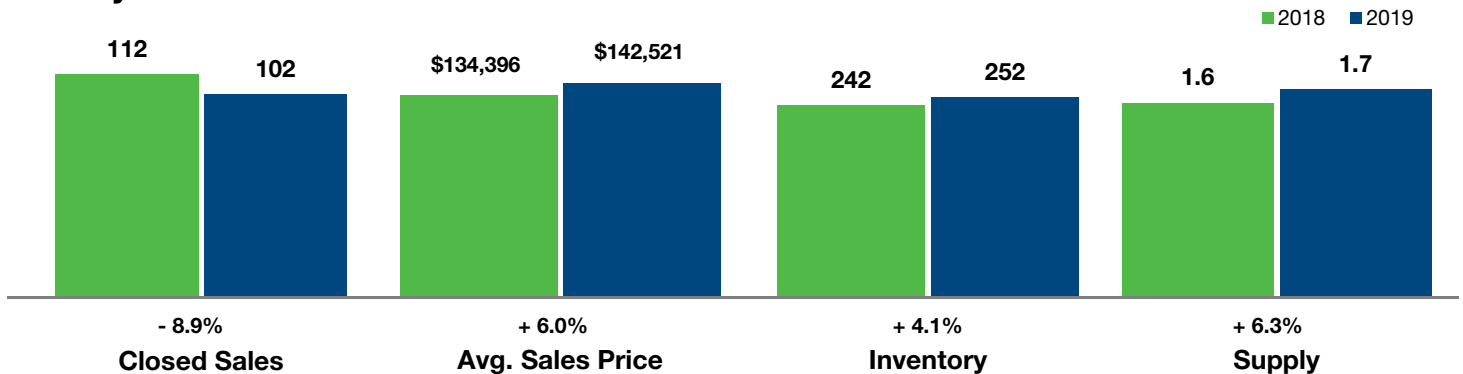


Wyandotte, KS

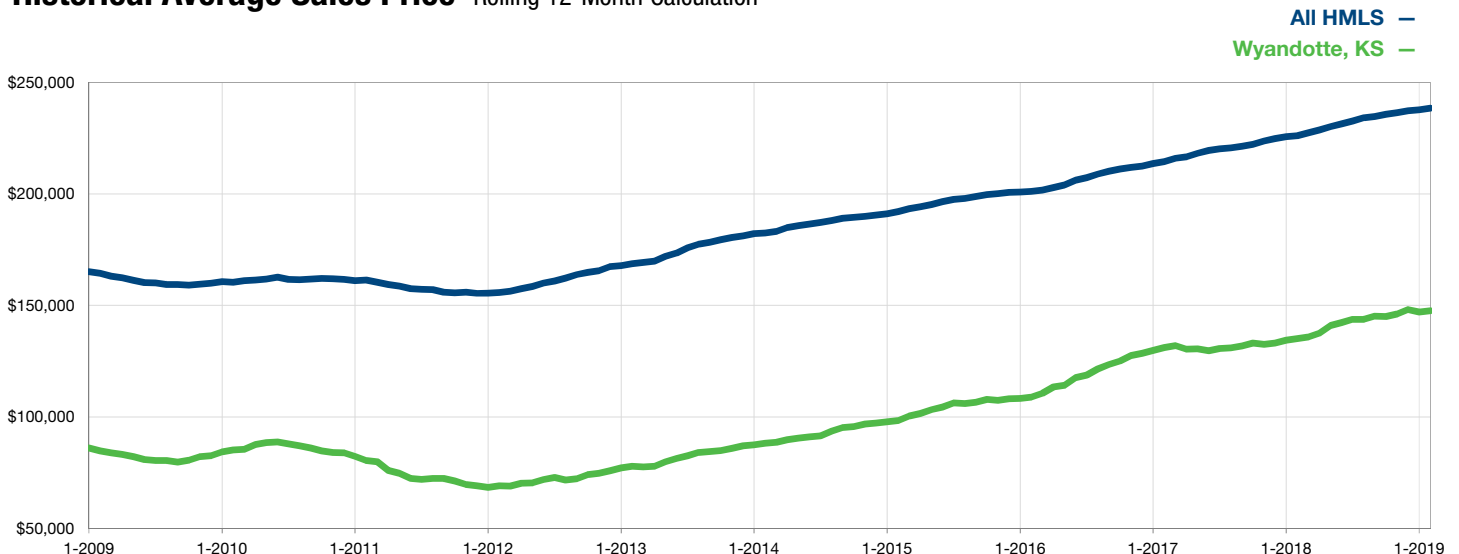
Key Metrics	February			Year to Date		
	2018	2019	Percent Change	Thru 2-2018	Thru 2-2019	Percent Change
Closed Sales	112	102	- 8.9%	205	210	+ 2.4%
Average Sales Price*	\$134,396	\$142,521	+ 6.0%	\$138,688	\$134,227	- 3.2%
Median Sales Price*	\$120,000	\$131,000	+ 9.2%	\$122,750	\$124,300	+ 1.3%
Days on Market Until Sale	56	52	- 7.1%	57	47	- 17.5%
Percentage of Original List Price Received*	93.9%	94.9%	+ 1.1%	94.5%	94.1%	- 0.4%
Pending Sales	135	146	+ 8.1%	258	276	+ 7.0%
Inventory	242	252	+ 4.1%	--	--	--
Supply	1.6	1.7	+ 6.3%	--	--	--

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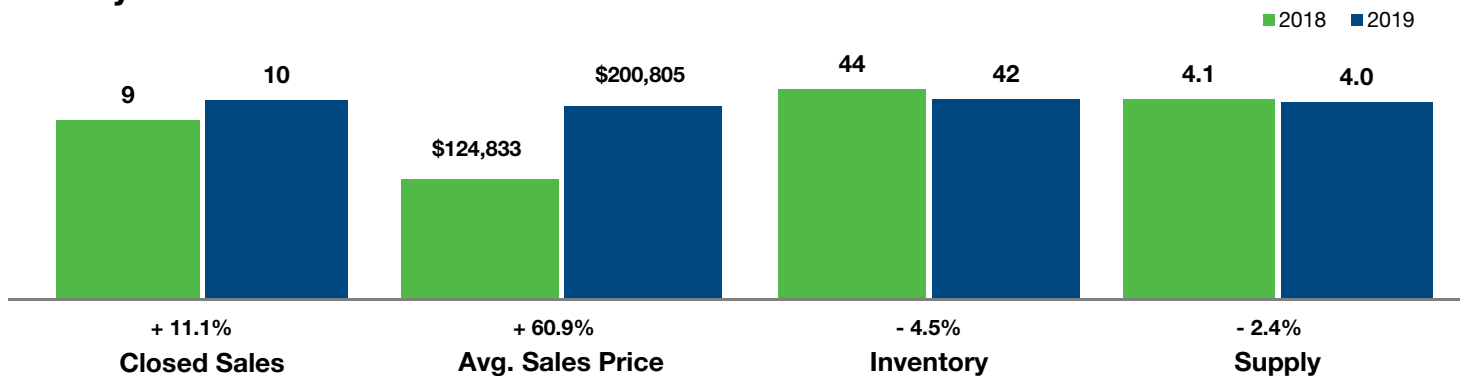


Bates, MO

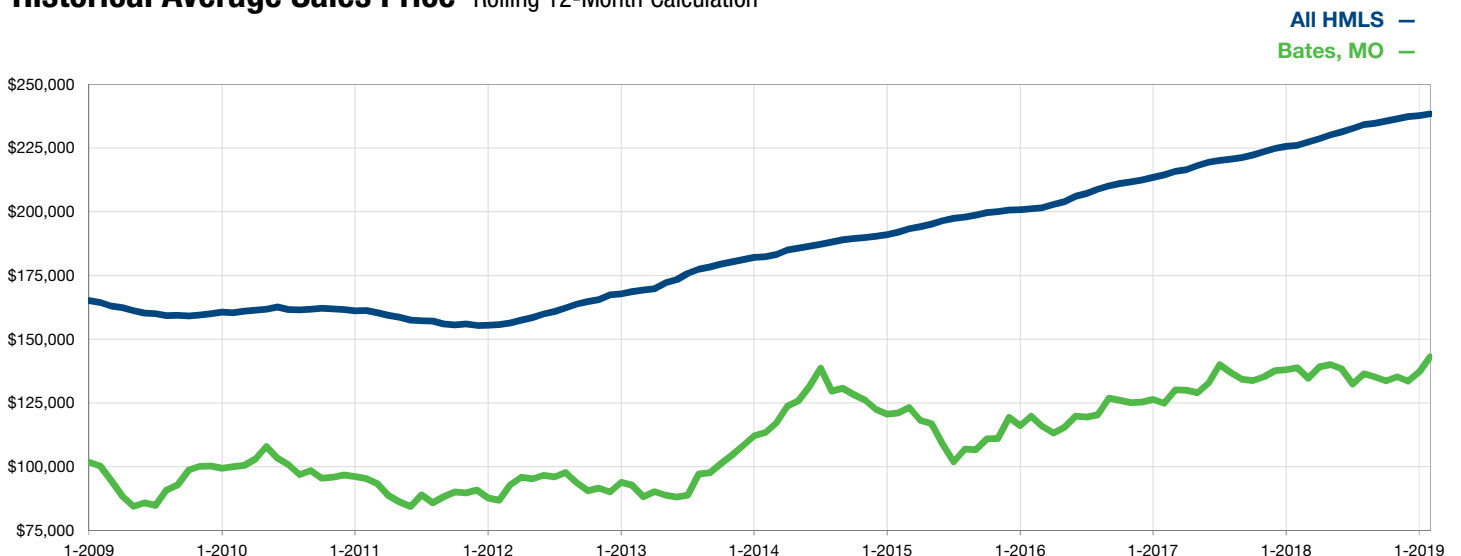
Key Metrics	February			Year to Date		
	2018	2019	Percent Change	Thru 2-2018	Thru 2-2019	Percent Change
Closed Sales	9	10	+ 11.1%	14	15	+ 7.1%
Average Sales Price*	\$124,833	\$200,805	+ 60.9%	\$111,286	\$192,635	+ 73.1%
Median Sales Price*	\$111,000	\$123,750	+ 11.5%	\$102,550	\$163,000	+ 58.9%
Days on Market Until Sale	134	163	+ 21.6%	132	151	+ 14.4%
Percentage of Original List Price Received*	87.4%	91.7%	+ 4.9%	87.4%	95.6%	+ 9.4%
Pending Sales	14	8	- 42.9%	21	17	- 19.0%
Inventory	44	42	- 4.5%	--	--	--
Supply	4.1	4.0	- 2.4%	--	--	--

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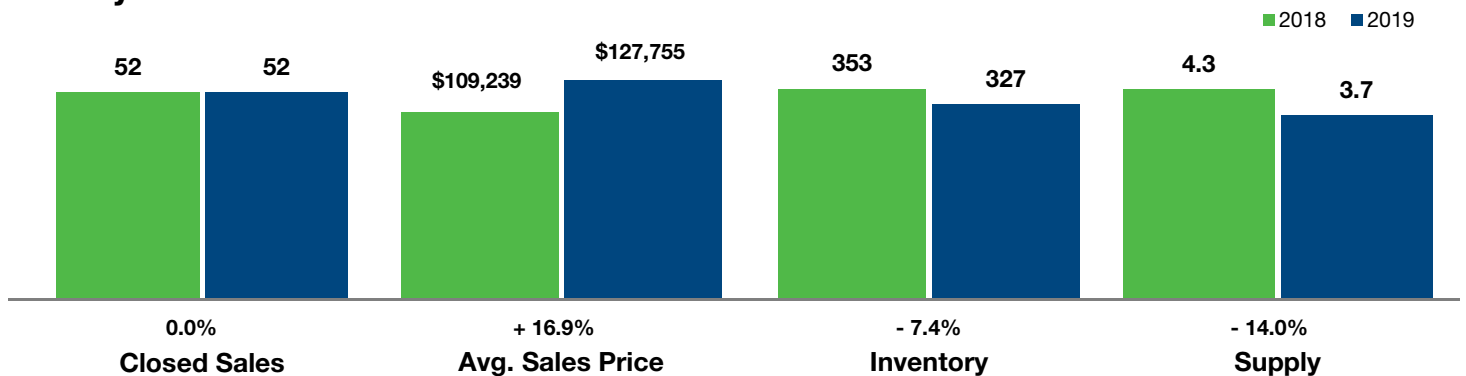


Buchanan, MO

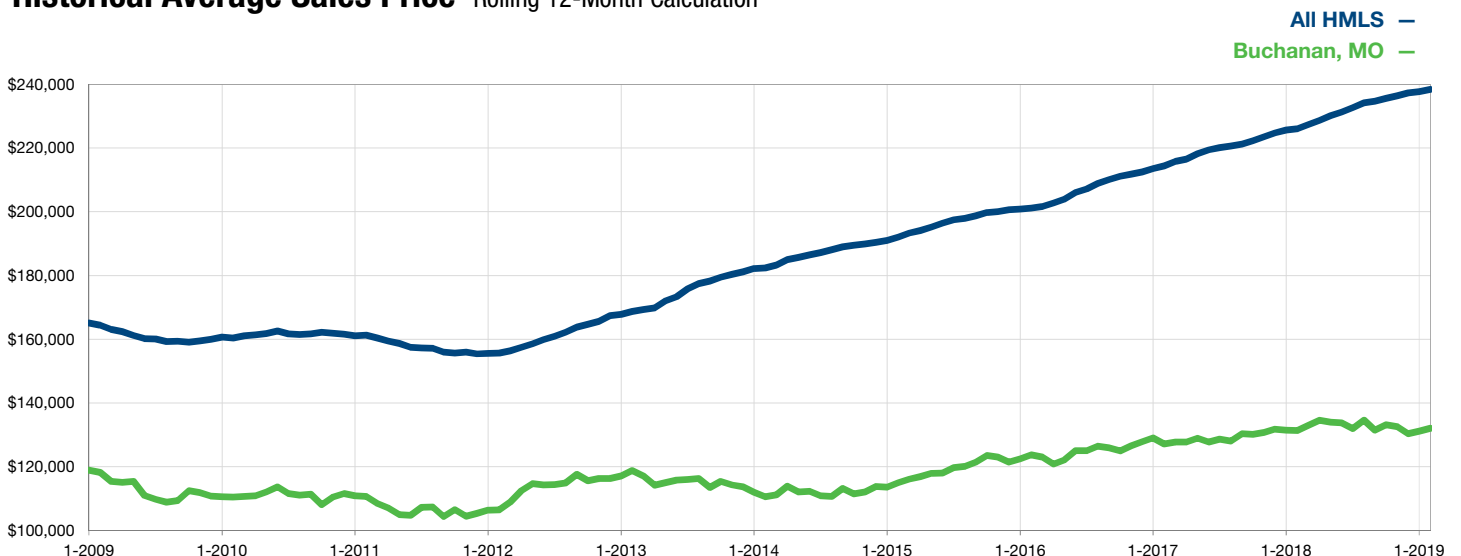
Key Metrics	February			Year to Date		
	2018	2019	Percent Change	Thru 2-2018	Thru 2-2019	Percent Change
Closed Sales	52	52	0.0%	102	99	- 2.9%
Average Sales Price*	\$109,239	\$127,755	+ 16.9%	\$119,655	\$136,484	+ 14.1%
Median Sales Price*	\$88,000	\$115,000	+ 30.7%	\$92,500	\$121,000	+ 30.8%
Days on Market Until Sale	85	71	- 16.5%	98	64	- 34.7%
Percentage of Original List Price Received*	93.3%	90.3%	- 3.2%	92.0%	92.2%	+ 0.2%
Pending Sales	94	85	- 9.6%	157	149	- 5.1%
Inventory	353	327	- 7.4%	--	--	--
Supply	4.3	3.7	- 14.0%	--	--	--

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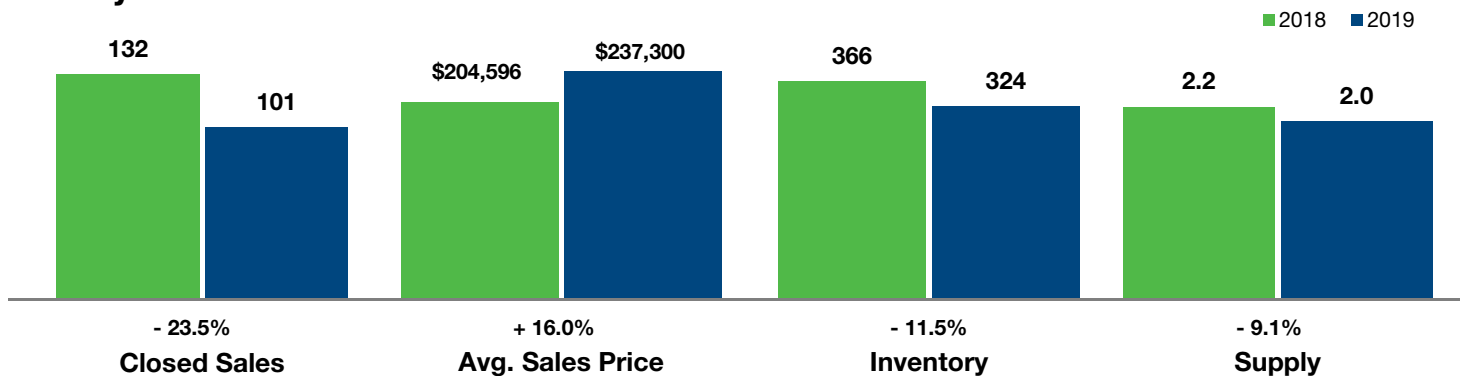


Cass, MO

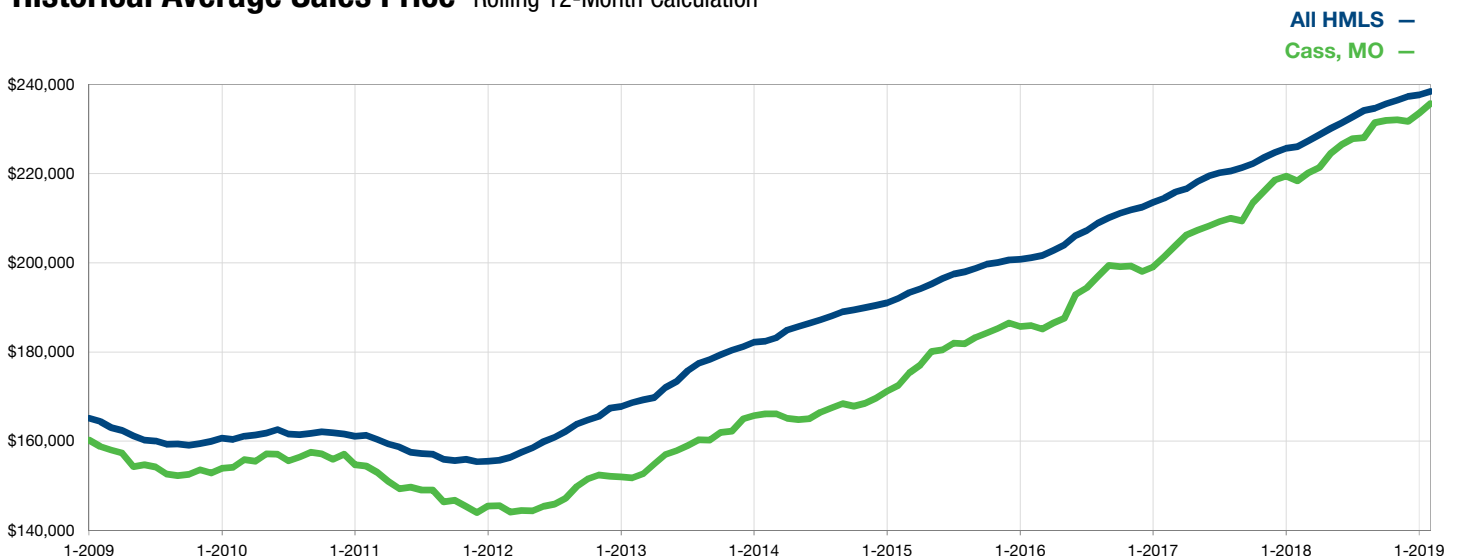
Key Metrics	February			Year to Date		
	2018	2019	Percent Change	Thru 2-2018	Thru 2-2019	Percent Change
Closed Sales	132	101	- 23.5%	241	212	- 12.0%
Average Sales Price*	\$204,596	\$237,300	+ 16.0%	\$206,586	\$239,743	+ 16.0%
Median Sales Price*	\$196,000	\$195,000	- 0.5%	\$187,200	\$205,000	+ 9.5%
Days on Market Until Sale	83	101	+ 21.7%	75	98	+ 30.7%
Percentage of Original List Price Received*	97.7%	97.2%	- 0.5%	97.2%	96.1%	- 1.1%
Pending Sales	156	132	- 15.4%	298	253	- 15.1%
Inventory	366	324	- 11.5%	--	--	--
Supply	2.2	2.0	- 9.1%	--	--	--

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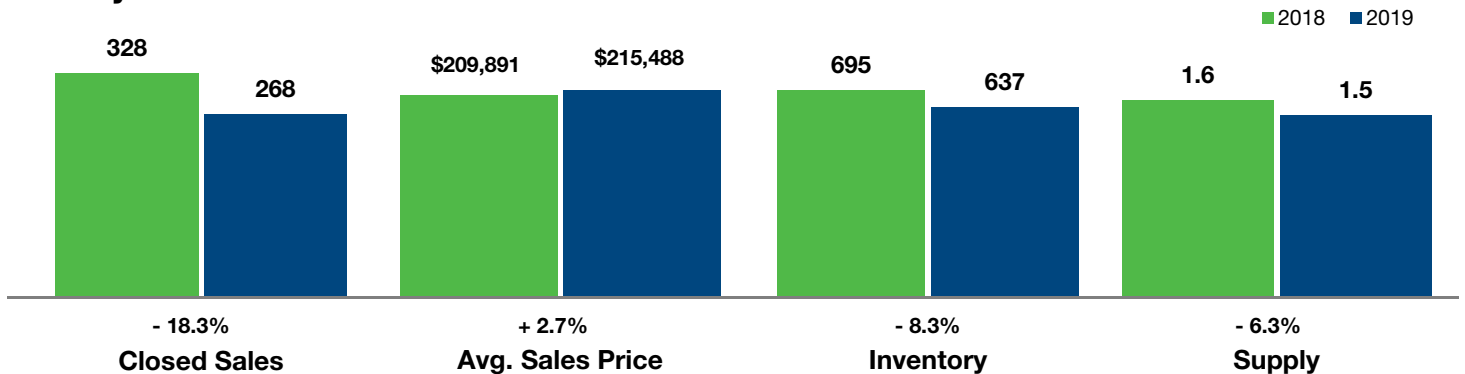


Clay, MO

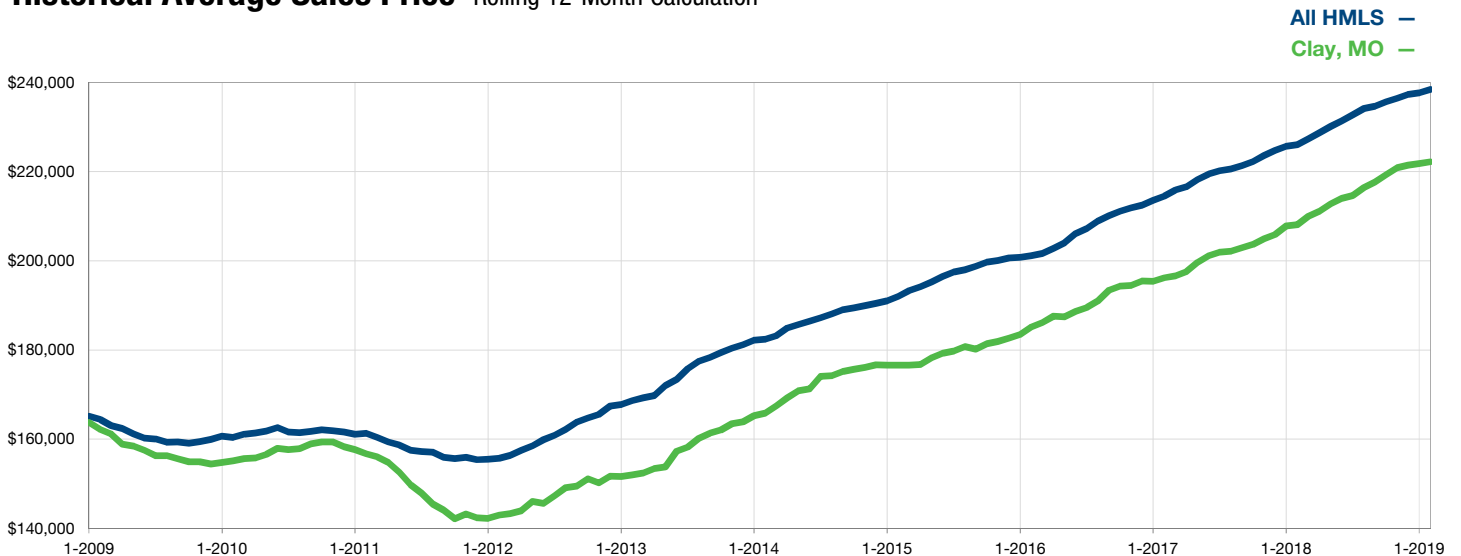
	February			Year to Date		
Key Metrics	2018	2019	Percent Change	Thru 2-2018	Thru 2-2019	Percent Change
Closed Sales	328	268	- 18.3%	643	497	- 22.7%
Average Sales Price*	\$209,891	\$215,488	+ 2.7%	\$215,186	\$221,310	+ 2.8%
Median Sales Price*	\$191,000	\$191,000	0.0%	\$193,750	\$200,000	+ 3.2%
Days on Market Until Sale	56	56	0.0%	56	53	- 5.4%
Percentage of Original List Price Received*	97.1%	97.0%	- 0.1%	97.2%	96.9%	- 0.3%
Pending Sales	432	354	- 18.1%	837	674	- 19.5%
Inventory	695	637	- 8.3%	--	--	--
Supply	1.6	1.5	- 6.3%	--	--	--

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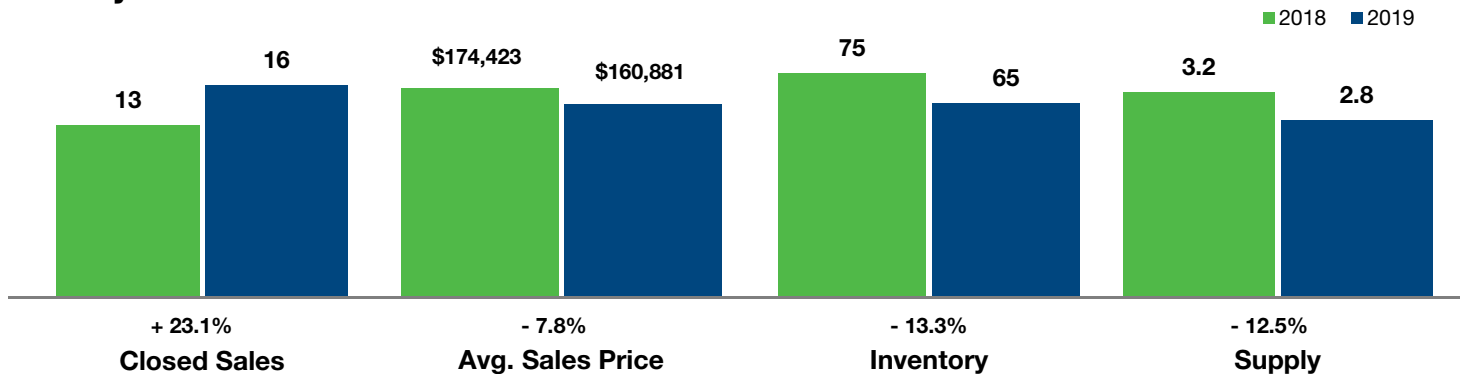


Clinton, MO

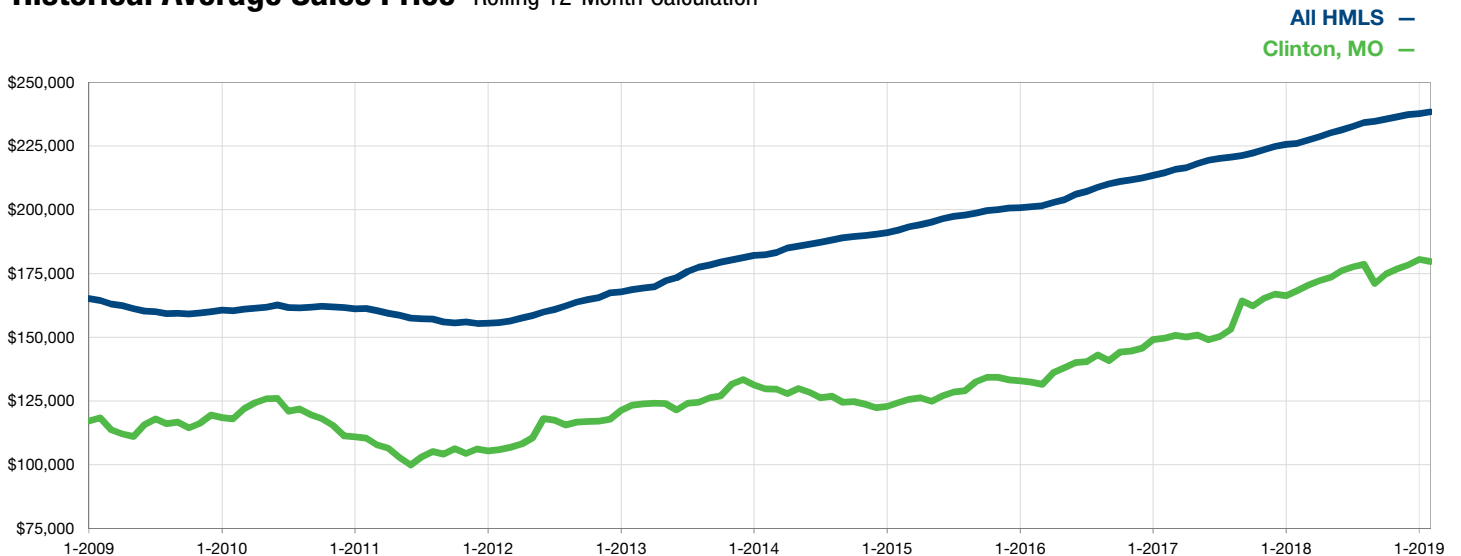
Key Metrics	February			Year to Date		
	2018	2019	Percent Change	Thru 2-2018	Thru 2-2019	Percent Change
Closed Sales	13	16	+ 23.1%	32	27	- 15.6%
Average Sales Price*	\$174,423	\$160,881	- 7.8%	\$164,534	\$176,178	+ 7.1%
Median Sales Price*	\$148,000	\$151,500	+ 2.4%	\$132,000	\$150,000	+ 13.6%
Days on Market Until Sale	65	74	+ 13.8%	79	69	- 12.7%
Percentage of Original List Price Received*	94.8%	96.2%	+ 1.5%	95.4%	93.8%	- 1.7%
Pending Sales	21	17	- 19.0%	40	42	+ 5.0%
Inventory	75	65	- 13.3%	--	--	--
Supply	3.2	2.8	- 12.5%	--	--	--

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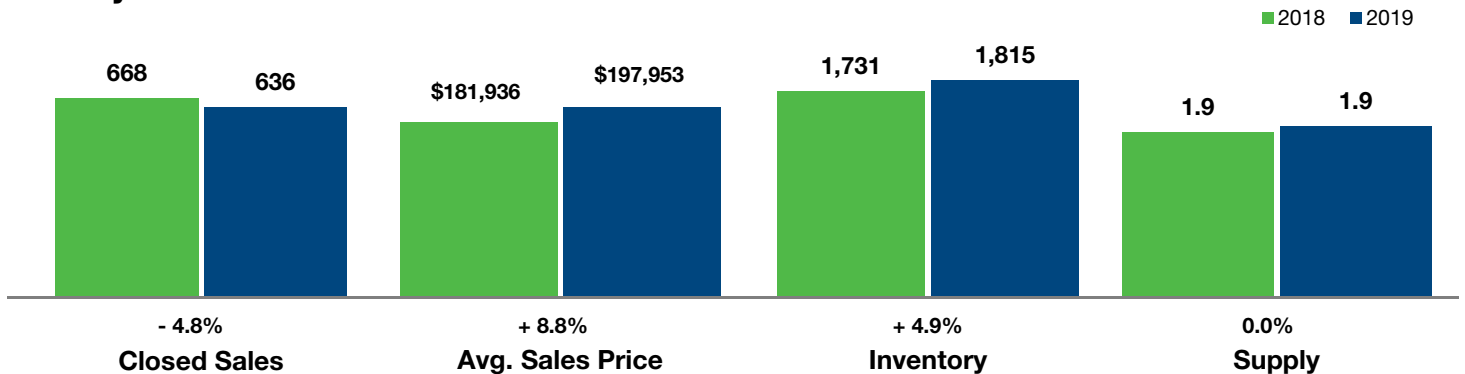


Jackson, MO

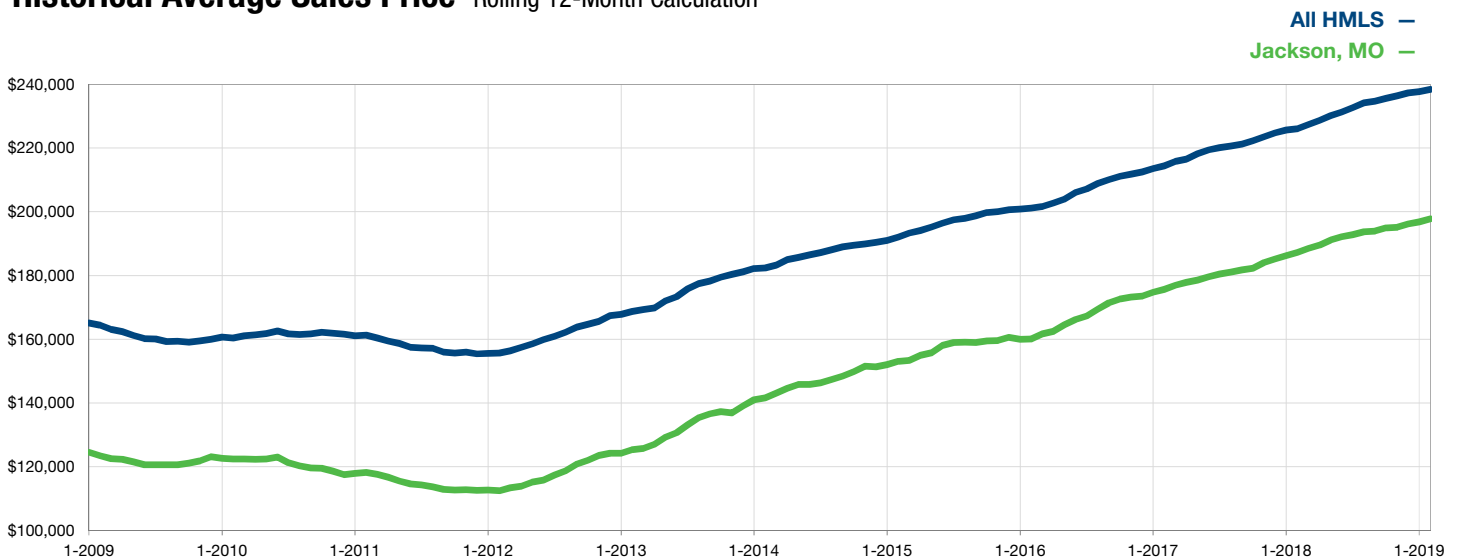
Key Metrics	February			Year to Date		
	2018	2019	Percent Change	Thru 2-2018	Thru 2-2019	Percent Change
Closed Sales	668	636	- 4.8%	1,321	1,217	- 7.9%
Average Sales Price*	\$181,936	\$197,953	+ 8.8%	\$184,183	\$198,062	+ 7.5%
Median Sales Price*	\$142,000	\$169,000	+ 19.0%	\$145,000	\$168,000	+ 15.9%
Days on Market Until Sale	60	62	+ 3.3%	59	60	+ 1.7%
Percentage of Original List Price Received*	95.1%	95.2%	+ 0.1%	94.7%	95.0%	+ 0.3%
Pending Sales	828	799	- 3.5%	1,602	1,548	- 3.4%
Inventory	1,731	1,815	+ 4.9%	--	--	--
Supply	1.9	1.9	0.0%	--	--	--

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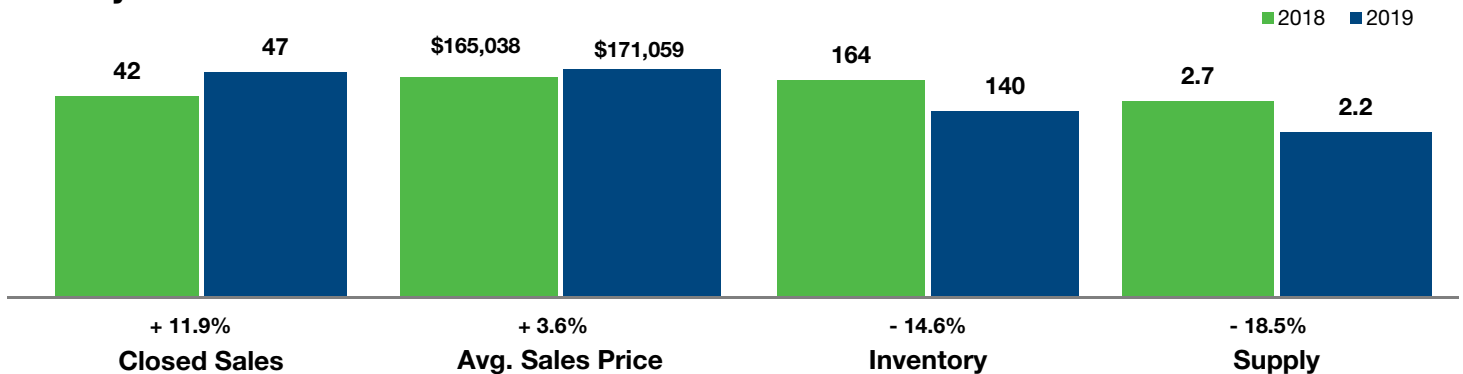


Johnson, MO

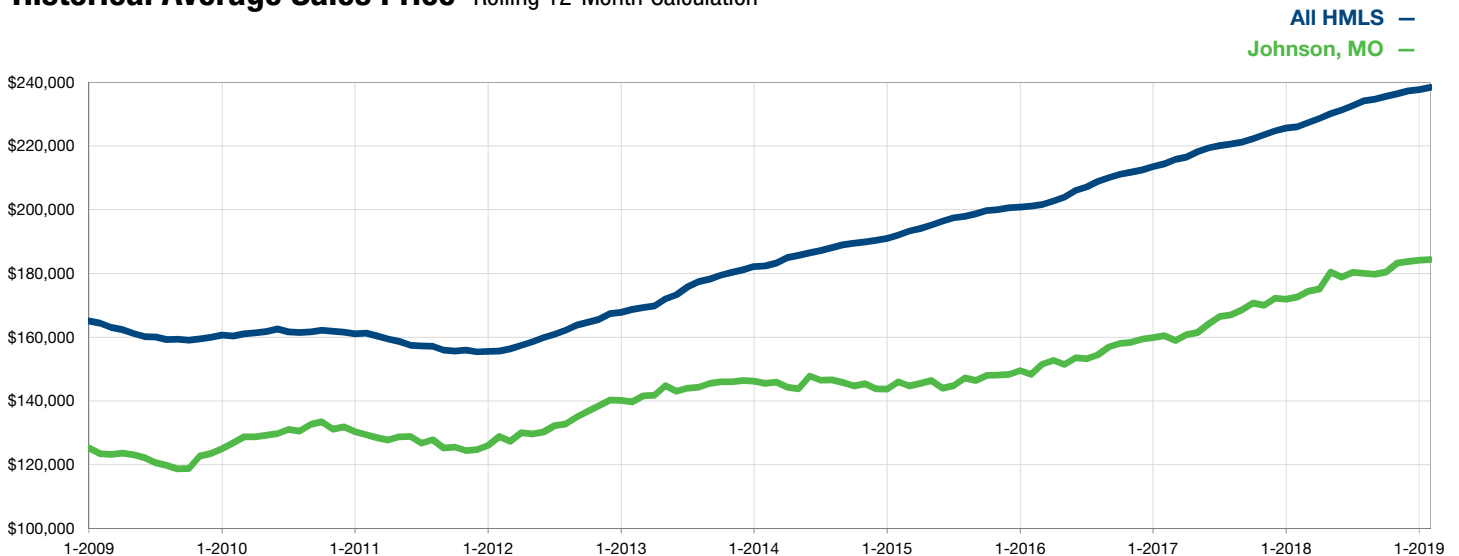
Key Metrics	February			Year to Date		
	2018	2019	Percent Change	Thru 2-2018	Thru 2-2019	Percent Change
Closed Sales	42	47	+ 11.9%	95	98	+ 3.2%
Average Sales Price*	\$165,038	\$171,059	+ 3.6%	\$165,488	\$170,797	+ 3.2%
Median Sales Price*	\$142,500	\$143,000	+ 0.4%	\$140,000	\$160,000	+ 14.3%
Days on Market Until Sale	74	58	- 21.6%	70	58	- 17.1%
Percentage of Original List Price Received*	93.5%	95.4%	+ 2.0%	94.7%	95.1%	+ 0.4%
Pending Sales	42	54	+ 28.6%	85	108	+ 27.1%
Inventory	164	140	- 14.6%	--	--	--
Supply	2.7	2.2	- 18.5%	--	--	--

* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

February



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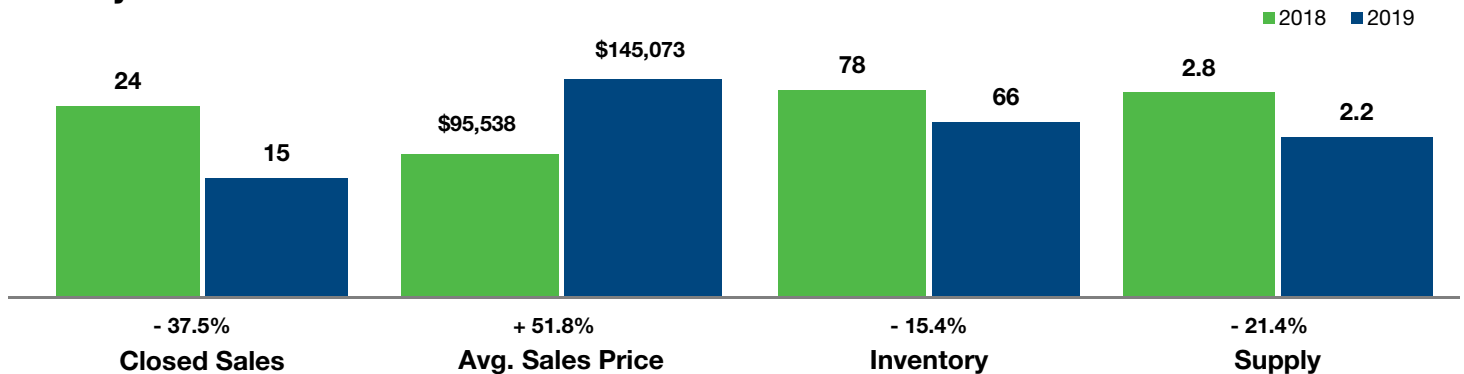


Lafayette, MO

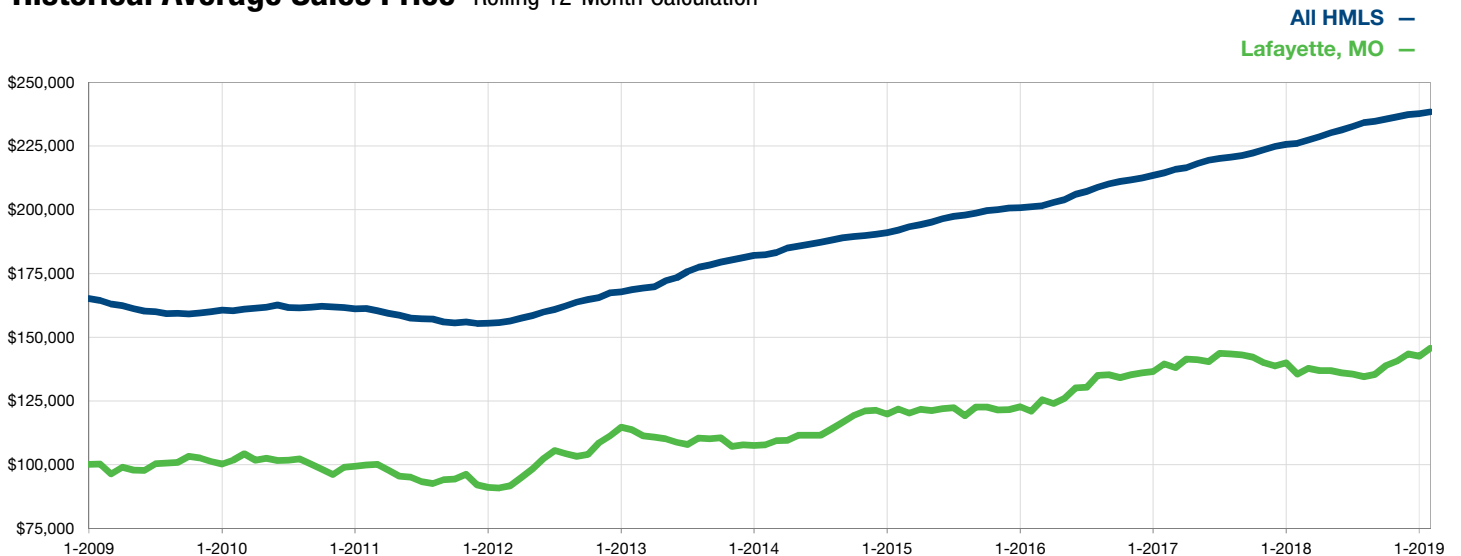
Key Metrics	February			Year to Date		
	2018	2019	Percent Change	Thru 2-2018	Thru 2-2019	Percent Change
Closed Sales	24	15	- 37.5%	40	28	- 30.0%
Average Sales Price*	\$95,538	\$145,073	+ 51.8%	\$112,709	\$130,226	+ 15.5%
Median Sales Price*	\$79,700	\$126,500	+ 58.7%	\$100,000	\$113,000	+ 13.0%
Days on Market Until Sale	116	43	- 62.9%	103	50	- 51.5%
Percentage of Original List Price Received*	90.1%	93.3%	+ 3.6%	92.5%	92.4%	- 0.1%
Pending Sales	23	19	- 17.4%	48	37	- 22.9%
Inventory	78	66	- 15.4%	--	--	--
Supply	2.8	2.2	- 21.4%	--	--	--

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February



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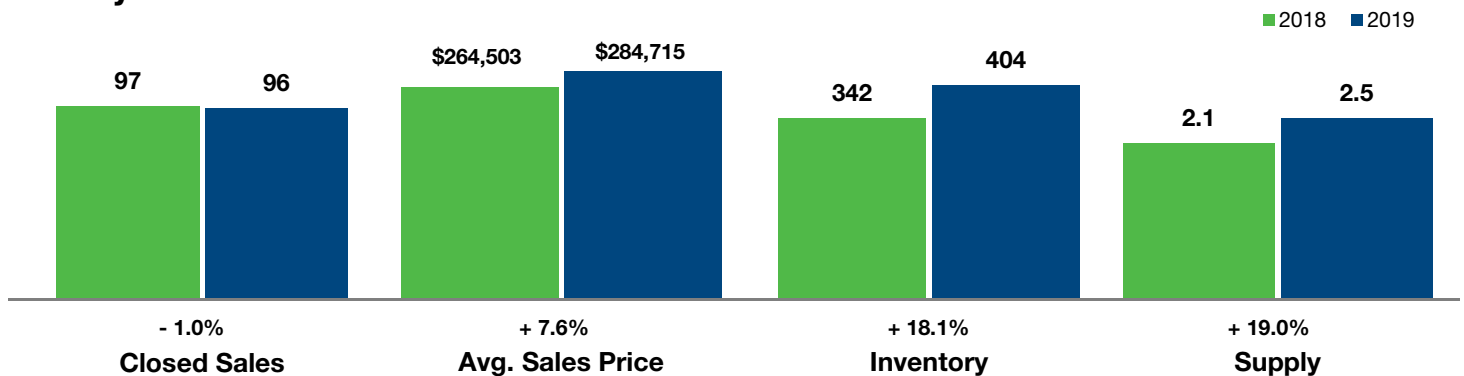


Platte, MO

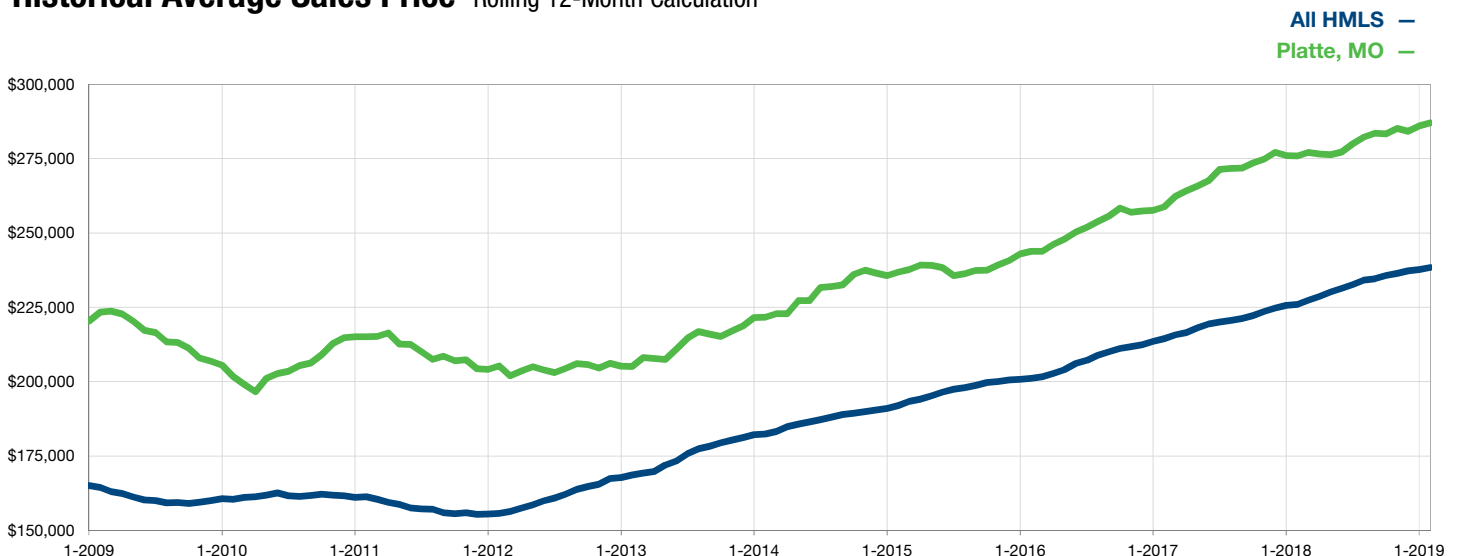
	February			Year to Date		
Key Metrics	2018	2019	Percent Change	Thru 2-2018	Thru 2-2019	Percent Change
Closed Sales	97	96	- 1.0%	224	211	- 5.8%
Average Sales Price*	\$264,503	\$284,715	+ 7.6%	\$260,158	\$285,369	+ 9.7%
Median Sales Price*	\$245,000	\$253,950	+ 3.7%	\$235,000	\$252,900	+ 7.6%
Days on Market Until Sale	59	67	+ 13.6%	56	73	+ 30.4%
Percentage of Original List Price Received*	97.8%	96.5%	- 1.3%	97.6%	96.1%	- 1.5%
Pending Sales	143	123	- 14.0%	274	257	- 6.2%
Inventory	342	404	+ 18.1%	--	--	--
Supply	2.1	2.5	+ 19.0%	--	--	--

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February



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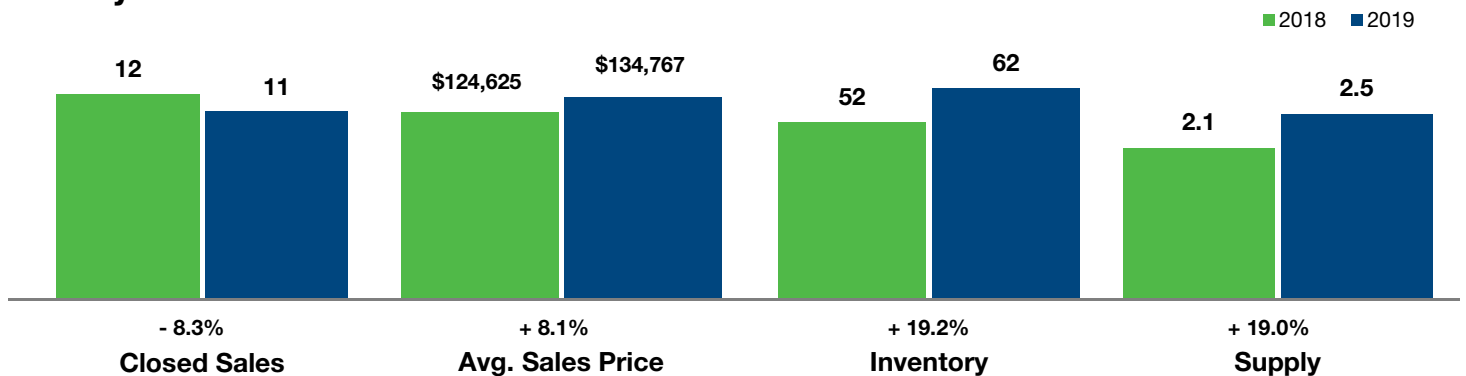


Ray, MO

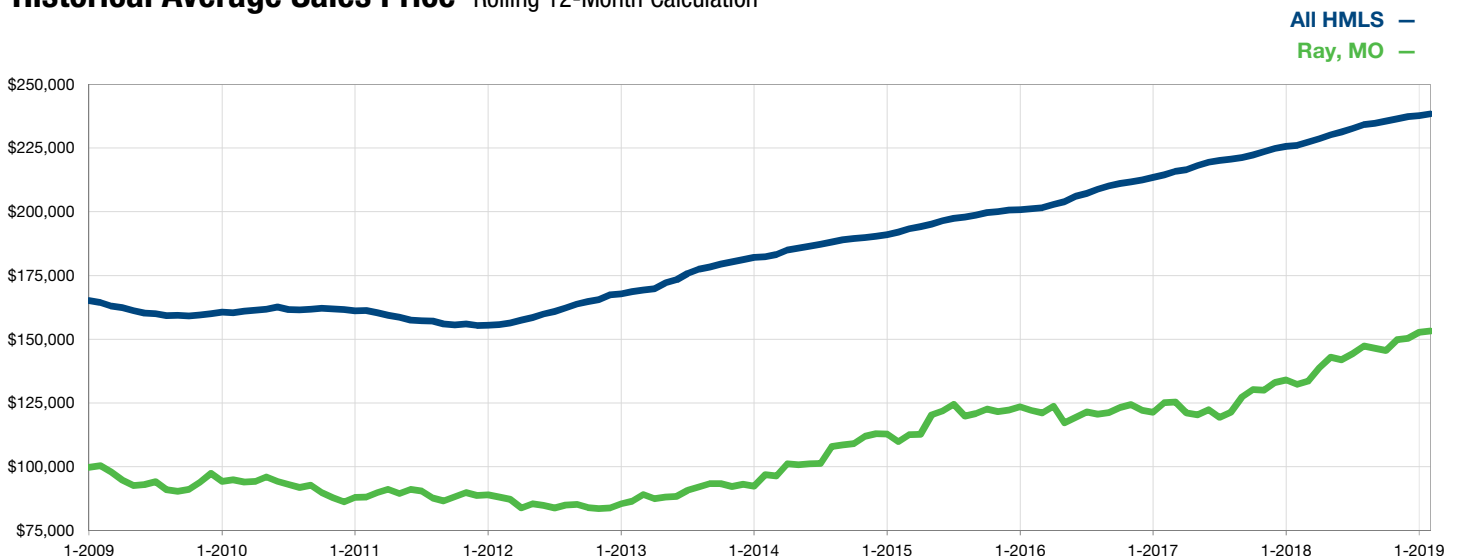
Key Metrics	February			Year to Date		
	2018	2019	Percent Change	Thru 2-2018	Thru 2-2019	Percent Change
Closed Sales	12	11	- 8.3%	27	21	- 22.2%
Average Sales Price*	\$124,625	\$134,767	+ 8.1%	\$128,544	\$162,828	+ 26.7%
Median Sales Price*	\$128,700	\$134,900	+ 4.8%	\$123,000	\$141,450	+ 15.0%
Days on Market Until Sale	69	65	- 5.8%	54	72	+ 33.3%
Percentage of Original List Price Received*	90.6%	93.9%	+ 3.6%	90.9%	92.9%	+ 2.2%
Pending Sales	18	15	- 16.7%	34	22	- 35.3%
Inventory	52	62	+ 19.2%	--	--	--
Supply	2.1	2.5	+ 19.0%	--	--	--

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February



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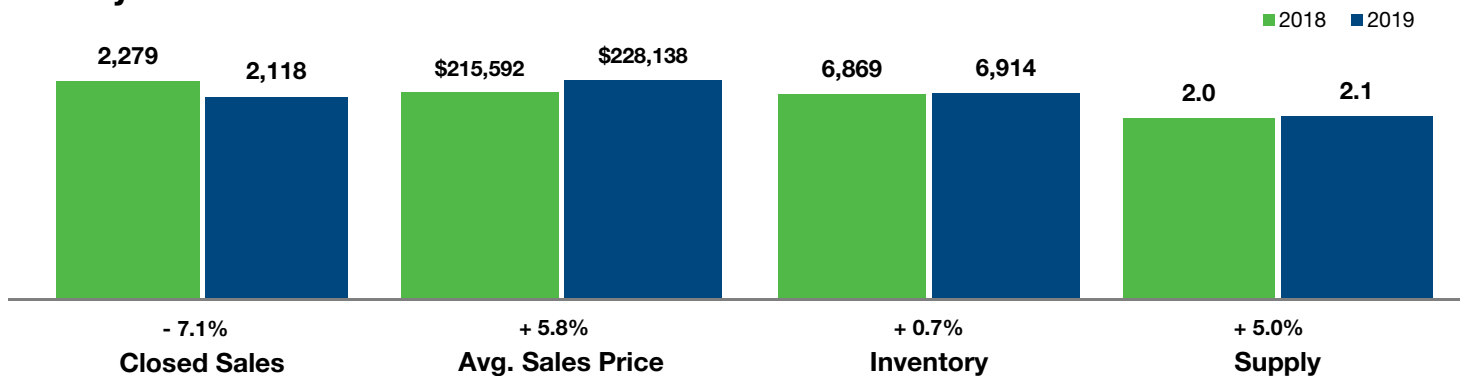


Heartland MLS

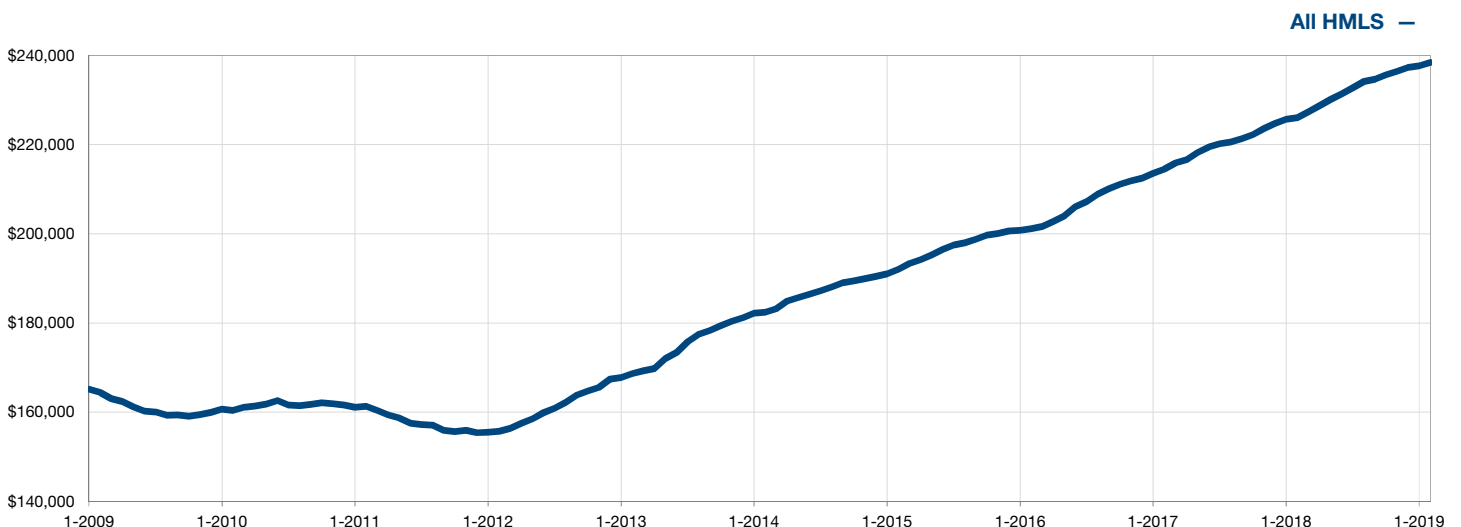
Key Metrics	February			Year to Date		
	2018	2019	Percent Change	Thru 2-2018	Thru 2-2019	Percent Change
Closed Sales	2,279	2,118	- 7.1%	4,541	4,124	- 9.2%
Average Sales Price*	\$215,592	\$228,138	+ 5.8%	\$222,246	\$231,466	+ 4.1%
Median Sales Price*	\$185,000	\$196,250	+ 6.1%	\$188,000	\$199,925	+ 6.3%
Days on Market Until Sale	63	62	- 1.6%	61	61	0.0%
Percentage of Original List Price Received*	96.0%	96.0%	0.0%	95.9%	95.7%	- 0.2%
Pending Sales	2,991	2,821	- 5.7%	5,769	5,359	- 7.1%
Inventory	6,869	6,914	+ 0.7%	--	--	--
Supply	2.0	2.1	+ 5.0%	--	--	--

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February



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Local Market Update for February 2019

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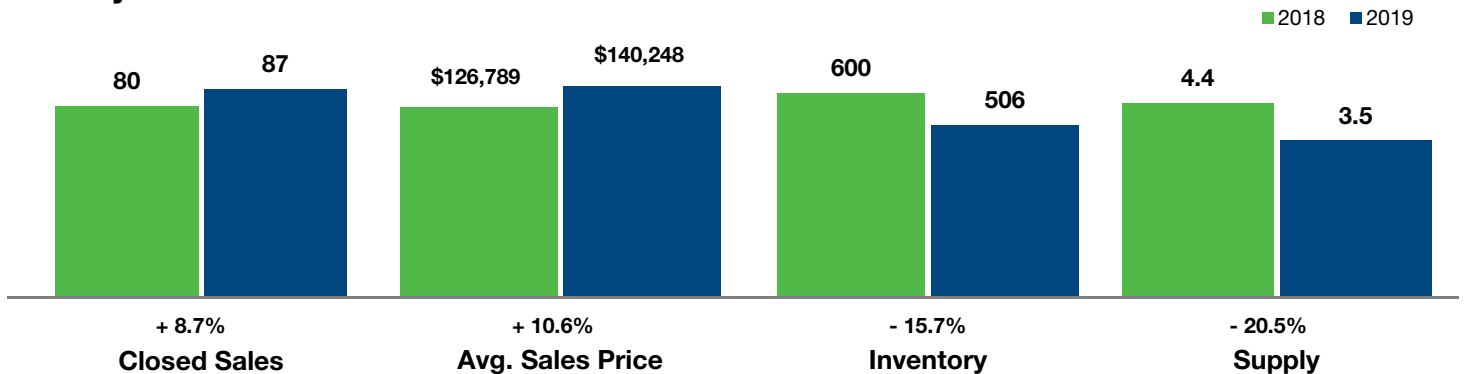
St. Joseph Chapter

Includes Andrew, Buchanan, Caldwell, Clinton, Daviess, DeKalb, Gentry, Harrison and Worth Counties

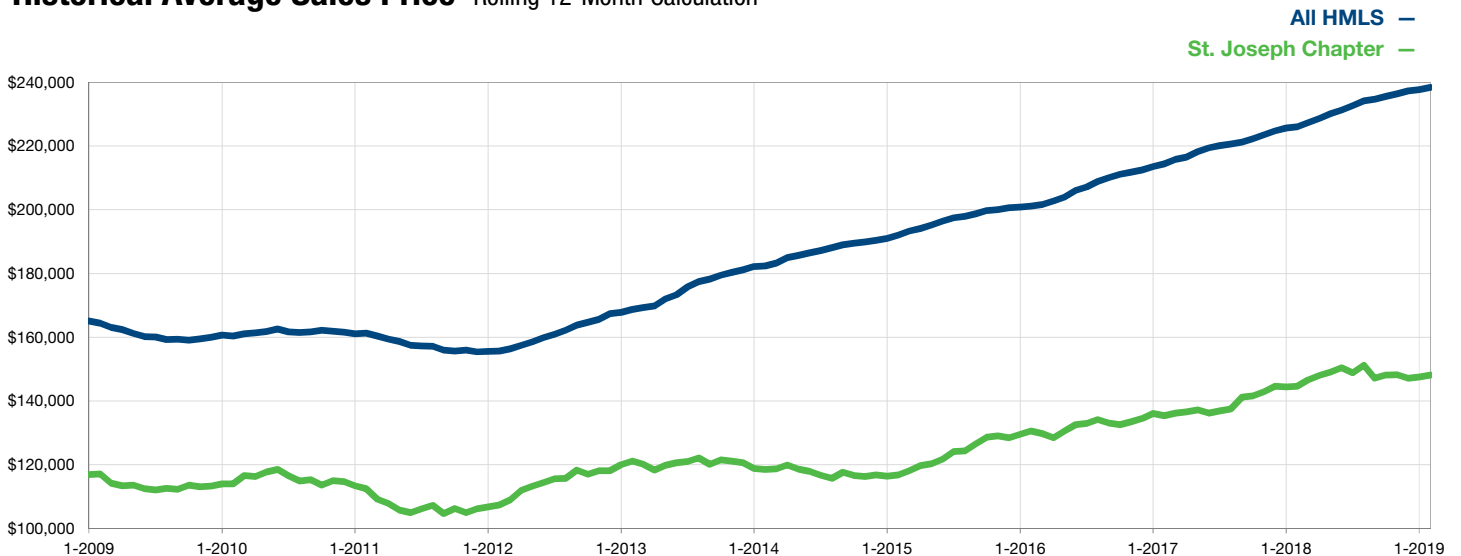
Key Metrics	February			Year to Date		
	2018	2019	Percent Change	Thru 2-2018	Thru 2-2019	Percent Change
Closed Sales	80	87	+ 8.7%	173	163	- 5.8%
Average Sales Price*	\$126,789	\$140,248	+ 10.6%	\$135,133	\$144,654	+ 7.0%
Median Sales Price*	\$118,250	\$134,900	+ 14.1%	\$119,900	\$134,900	+ 12.5%
Days on Market Until Sale	95	74	- 22.1%	101	67	- 33.7%
Percentage of Original List Price Received*	93.2%	92.3%	- 1.0%	93.4%	92.6%	- 0.9%
Pending Sales	145	132	- 9.0%	249	246	- 1.2%
Inventory	600	506	- 15.7%	--	--	--
Supply	4.4	3.5	- 20.5%	--	--	--

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February



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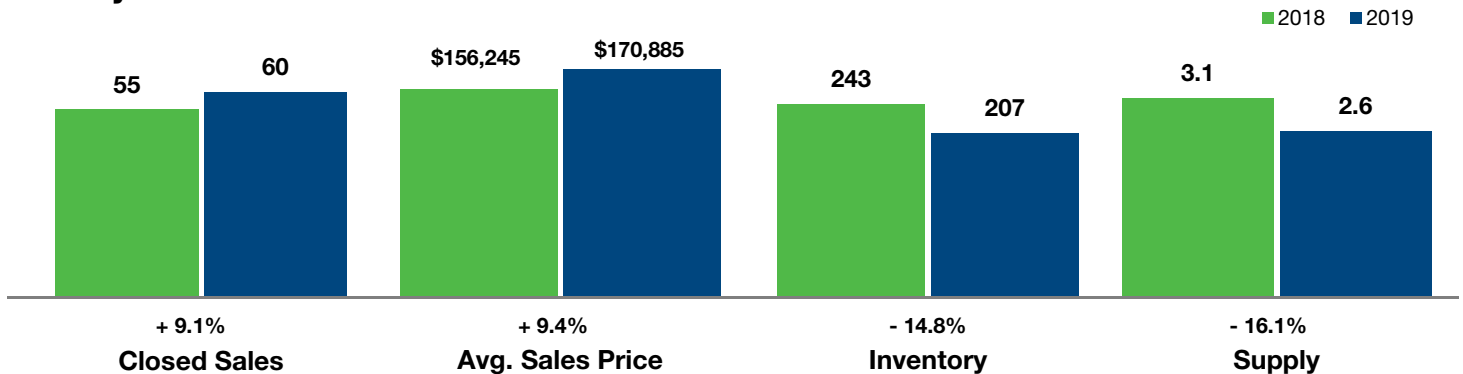
Midwest Missouri Chapter

Includes Bates, Henry and Johnson Counties in the State of Missouri

Key Metrics	February			Year to Date		
	2018	2019	Percent Change	Thru 2-2018	Thru 2-2019	Percent Change
Closed Sales	55	60	+ 9.1%	114	122	+ 7.0%
Average Sales Price*	\$156,245	\$170,885	+ 9.4%	\$157,244	\$170,312	+ 8.3%
Median Sales Price*	\$140,000	\$142,750	+ 2.0%	\$136,200	\$158,000	+ 16.0%
Days on Market Until Sale	90	76	- 15.6%	81	75	- 7.4%
Percentage of Original List Price Received*	92.6%	93.6%	+ 1.1%	93.7%	94.5%	+ 0.9%
Pending Sales	60	64	+ 6.7%	115	130	+ 13.0%
Inventory	243	207	- 14.8%	--	--	--
Supply	3.1	2.6	- 16.1%	--	--	--

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February



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