

Heartland MLS Statistics - Missouri Total
Month of January 2014

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	3,808	1,699	740	652	654	11,807
New Listings This Month	959	434	169	167	105	3,068
Show for Backup This Month	176	73	24	33	6	542
Pending Contracts						
Current Month 2014	590	243	122	66	60	1,837
Current Month 2013	725	300	142	91	81	2,331
Difference	-135	-57	-20	-25	-21	-494
% Change	-19%	-19%	-14%	-27%	-26%	-21%
Year To Date 2014	590	243	122	66	60	1,837
Year To Date 2013	725	300	142	91	81	2,331
Difference	-135	-57	-20	-25	-21	-494
% Change	-19%	-19%	-14%	-27%	-26%	-21%
Closed Sales						
Current Month 2014	503	214	91	82	58	1,679
Current Month 2013	572	203	97	82	73	1,682
Difference	-69	11	-6	0	-15	-3
% Change	-12%	5%	-6%	0%	-21%	0%
Year To Date 2014	503	214	91	82	58	1,679
Year To Date 2013	572	203	97	82	73	1,682
Difference	-69	11	-6	0	-15	-3
% Change	-12%	5%	-6%	0%	-21%	0%
Average Sale Price						
Current Month 2014	\$139,162	\$162,358	\$228,441	\$146,050	\$100,208	\$175,124
Current Month 2013	\$108,894	\$139,482	\$169,862	\$130,604	\$104,137	\$154,943
Difference	30,269	22,876	58,579	15,446	-3,929	20,180
% Change	28%	16%	34%	12%	-4%	13%
Year To Date 2014	\$139,162	\$162,358	\$228,441	\$146,050	\$100,208	\$175,124
Year To Date 2013	\$108,894	\$139,482	\$169,862	\$130,604	\$104,137	\$154,943
Difference	30,269	22,876	58,579	15,446	-3,929	20,180
% Change	28%	16%	34%	12%	-4%	13%

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 January 2014

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	269	237	142	84	14	1,340
New Listings This Month	47	63	26	15	0	284
Show for Backup This Month	6	1	2	1	0	17
Pending Contracts						
Current Month 2014	31	43	24	2	0	195
Current Month 2013	33	43	23	4	0	233
Difference	-2	0	1	-2	0	-38
% Change	-6%	0%	4%	-50%	0%	-16%
Year To Date 2014	31	43	24	2	0	195
Year To Date 2013	33	43	23	4	0	233
Difference	-2	0	1	-2	0	-38
% Change	-6%	0%	4%	-50%	0%	-16%
Closed Sales						
Current Month 2014	31	26	19	5	0	154
Current Month 2013	31	23	14	4	0	146
Difference	0	3	5	1	0	8
% Change	0%	13%	36%	25%	0%	5%
Year To Date 2014	31	26	19	5	0	154
Year To Date 2013	31	23	14	4	0	146
Difference	0	3	5	1	0	8
% Change	0%	13%	36%	25%	0%	5%
Average Sale Price						
Current Month 2014	\$304,154	\$286,556	\$392,901	\$390,612		\$356,248
Current Month 2013	\$295,381	\$281,900	\$319,388	\$307,450		\$362,984
Difference	8,773	4,656	73,513	83,162		-6,736
% Change	3%	2%	23%	27%		-2%
Year To Date 2014	\$304,154	\$286,556	\$392,901	\$390,612		\$356,248
Year To Date 2013	\$295,381	\$281,900	\$319,388	\$307,450		\$362,984
Difference	8,773	4,656	73,513	83,162		-6,736
% Change	3%	2%	23%	27%		-2%

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 Resale
Month of January 2014

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	3,539	1,462	598	568	640	10,467
New Listings This Month	912	371	143	152	105	2,784
Show for Backup This Month	170	72	22	32	6	525
Pending Contracts						
Current Month 2014	559	200	98	64	60	1,642
Current Month 2013	692	257	119	87	81	2,098
Difference	-133	-57	-21	-23	-21	-456
% Change	-19%	-22%	-18%	-26%	-26%	-22%
Year To Date 2014	559	200	98	64	60	1,642
Year To Date 2013	692	257	119	87	81	2,098
Difference	-133	-57	-21	-23	-21	-456
% Change	-19%	-22%	-18%	-26%	-26%	-22%
Closed Sales						
Current Month 2014	472	188	72	77	58	1,525
Current Month 2013	541	180	83	78	73	1,536
Difference	-69	8	-11	-1	-15	-11
% Change	-13%	4%	-13%	-1%	-21%	-1%
Year To Date 2014	472	188	72	77	58	1,525
Year To Date 2013	541	180	83	78	73	1,536
Difference	-69	8	-11	-1	-15	-11
% Change	-13%	4%	-13%	-1%	-21%	-1%
Average Sale Price						
Current Month 2014	\$128,326	\$145,182	\$185,042	\$130,170	\$100,208	\$156,833
Current Month 2013	\$98,208	\$121,284	\$144,641	\$121,535	\$104,137	\$135,168
Difference	30,118	23,898	40,401	8,635	-3,929	21,665
% Change	31%	20%	28%	7%	-4%	16%
Year To Date 2014	\$128,326	\$145,182	\$185,042	\$130,170	\$100,208	\$156,833
Year To Date 2013	\$98,208	\$121,284	\$144,641	\$121,535	\$104,137	\$135,168
Difference	30,118	23,898	40,401	8,635	-3,929	21,665
% Change	31%	20%	28%	7%	-4%	16%

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