

Heartland MLS Statistics - Missouri Total
Month of January 2015

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	3,436	1,485	722	576	750	11,363
New Listings This Month	981	427	198	182	135	3,240
Show for Backup This Month	216	90	42	37	24	685
Pending Contracts						
Current Month 2015	556	293	127	86	75	1,911
Current Month 2014	692	291	138	86	87	2,221
Difference	-136	2	-11	0	-12	-310
% Change	-20%	1%	-8%	0%	-14%	-14%
Year To Date 2015	556	293	127	86	75	1,911
Year To Date 2014	692	291	138	86	87	2,221
Difference	-136	2	-11	0	-12	-310
% Change	-20%	1%	-8%	0%	-14%	-14%
Closed Sales						
Current Month 2015	526	247	89	71	60	1,727
Current Month 2014	513	215	91	84	83	1,728
Difference	13	32	-2	-13	-23	-1
% Change	3%	15%	-2%	-15%	-28%	0%
Year To Date 2015	526	247	89	71	60	1,727
Year To Date 2014	513	215	91	84	83	1,728
Difference	13	32	-2	-13	-23	-1
% Change	3%	15%	-2%	-15%	-28%	0%
Average Sale Price						
Current Month 2015	\$151,230	\$162,449	\$194,804	\$172,536	\$107,466	\$185,815
Current Month 2014	\$139,543	\$162,366	\$228,441	\$145,209	\$113,213	\$174,578
Difference	11,688	83	-33,637	27,327	-5,747	11,237
% Change	8%	0%	-15%	19%	-5%	6%
Year To Date 2015	\$151,230	\$162,449	\$194,804	\$172,536	\$107,466	\$185,815
Year To Date 2014	\$139,543	\$162,366	\$228,441	\$145,209	\$113,213	\$174,578
Difference	11,688	83	-33,637	27,327	-5,747	11,237
% Change	8%	0%	-15%	19%	-5%	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 January 2015

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	311	287	134	93	28	1,647
New Listings This Month	73	57	19	15	4	309
Show for Backup This Month	6	5	1	1	0	20
Pending Contracts						
Current Month 2015	36	42	31	6	2	243
Current Month 2014	37	43	23	3	1	206
Difference	-1	-1	8	3	1	37
% Change	-3%	-2%	35%	100%	100%	18%
Year To Date 2015	36	42	31	6	2	243
Year To Date 2014	37	43	23	3	1	206
Difference	-1	-1	8	3	1	37
% Change	-3%	-2%	35%	100%	100%	18%
Closed Sales						
Current Month 2015	36	25	12	3	2	145
Current Month 2014	32	26	19	5	2	159
Difference	4	-1	-7	-2	0	-14
% Change	13%	-4%	-37%	-40%	0%	-9%
Year To Date 2015	36	25	12	3	2	145
Year To Date 2014	32	26	19	5	2	159
Difference	4	-1	-7	-2	0	-14
% Change	13%	-4%	-37%	-40%	0%	-9%
Average Sale Price						
Current Month 2015	\$317,050	\$269,347	\$282,396	\$579,612	\$180,438	\$370,248
Current Month 2014	\$300,586	\$286,556	\$392,901	\$390,612	\$258,332	\$353,207
Difference	16,463	-17,208	-110,504	189,000	-77,895	17,041
% Change	5%	-6%	-28%	48%	-30%	5%
Year To Date 2015	\$317,050	\$269,347	\$282,396	\$579,612	\$180,438	\$370,248
Year To Date 2014	\$300,586	\$286,556	\$392,901	\$390,612	\$258,332	\$353,207
Difference	16,463	-17,208	-110,504	189,000	-77,895	17,041
% Change	5%	-6%	-28%	48%	-30%	5%

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Show for Backup Contracts = Show for Backup status and Contract date within time period specified

Heartland MLS Statistics - Missouri Resale
Month of January 2015

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	3,125	1,198	588	483	720	9,714
New Listings This Month	908	370	179	167	131	2,931
Show for Backup This Month	210	85	41	36	24	665
Pending Contracts						
Current Month 2015	520	251	96	80	72	1,667
Current Month 2014	655	248	115	83	86	2,015
Difference	-135	3	-19	-3	-14	-348
% Change	-21%	1%	-17%	-4%	-16%	-17%
Year To Date 2015	520	251	96	80	72	1,667
Year To Date 2014	655	248	115	83	86	2,015
Difference	-135	3	-19	-3	-14	-348
% Change	-21%	1%	-17%	-4%	-16%	-17%
Closed Sales						
Current Month 2015	490	222	77	68	58	1,582
Current Month 2014	481	189	72	79	81	1,569
Difference	9	33	5	-11	-23	13
% Change	2%	17%	7%	-14%	-28%	1%
Year To Date 2015	490	222	77	68	58	1,582
Year To Date 2014	481	189	72	79	81	1,569
Difference	9	33	5	-11	-23	13
% Change	2%	17%	7%	-14%	-28%	1%
Average Sale Price						
Current Month 2015	\$139,048	\$150,411	\$181,153	\$154,577	\$104,950	\$168,911
Current Month 2014	\$128,829	\$145,282	\$185,042	\$129,677	\$109,630	\$156,476
Difference	10,219	5,129	-3,889	24,899	-4,680	12,435
% Change	8%	4%	-2%	19%	-4%	8%
Year To Date 2015	\$139,048	\$150,411	\$181,153	\$154,577	\$104,950	\$168,911
Year To Date 2014	\$128,829	\$145,282	\$185,042	\$129,677	\$109,630	\$156,476
Difference	10,219	5,129	-3,889	24,899	-4,680	12,435
% Change	8%	4%	-2%	19%	-4%	8%

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