

**Heartland MLS Statistics - Missouri Total**  
**Month of January 2016**

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
<b>Current Inventory</b>	2,799	1,231	620	492	645	9,256
<b>New Listings This Month</b>	824	405	199	131	135	2,865
<b>Show for Backup This Month</b>	252	87	36	39	18	691
<b>Pending Contracts</b>						
Current Month 2016	520	250	140	65	73	1,886
Current Month 2015	719	361	167	112	95	2,477
Difference	-199	-111	-27	-47	-22	-591
% Change	-28%	-31%	-16%	-42%	-23%	-24%
Year To Date 2016	520	250	140	65	73	1,886
Year To Date 2015	719	361	167	112	95	2,477
Difference	-199	-111	-27	-47	-22	-591
% Change	-28%	-31%	-16%	-42%	-23%	-24%
<b>Closed Sales</b>						
Current Month 2016	567	273	119	88	66	1,882
Current Month 2015	534	250	89	72	61	1,743
Difference	33	23	30	16	5	139
% Change	6%	9%	34%	22%	8%	8%
Year To Date 2016	567	273	119	88	66	1,882
Year To Date 2015	534	250	89	72	61	1,743
Difference	33	23	30	16	5	139
% Change	6%	9%	34%	22%	8%	8%
<b>Average Sale Price</b>						
Current Month 2016	\$142,701	\$179,404	\$240,360	\$159,203	\$117,831	\$189,119
Current Month 2015	\$152,228	\$161,875	\$194,804	\$170,386	\$109,016	\$185,910
Difference	-9,526	17,529	45,556	-11,183	8,815	3,209
% Change	-6%	11%	23%	-7%	8%	2%
Year To Date 2016	\$142,701	\$179,404	\$240,360	\$159,203	\$117,831	\$189,119
Year To Date 2015	\$152,228	\$161,875	\$194,804	\$170,386	\$109,016	\$185,910
Difference	-9,526	17,529	45,556	-11,183	8,815	3,209
% Change	-6%	11%	23%	-7%	8%	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 New Homes**  
**Month of January 2016**

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
<b>Current Inventory</b>	316	292	124	103	17	1,649
<b>New Listings This Month</b>	54	82	31	21	5	356
<b>Show for Backup This Month</b>	9	7	2	2	1	35
<b>Pending Contracts</b>						
Current Month 2016	41	47	18	6	4	232
Current Month 2015	42	50	33	6	2	268
Difference	-1	-3	-15	0	2	-36
% Change	-2%	-6%	-45%	0%	100%	-13%
Year To Date 2016	41	47	18	6	4	232
Year To Date 2015	42	50	33	6	2	268
Difference	-1	-3	-15	0	2	-36
% Change	-2%	-6%	-45%	0%	100%	-13%
<b>Closed Sales</b>						
Current Month 2016	31	35	27	9	3	187
Current Month 2015	36	25	12	3	2	146
Difference	-5	10	15	6	1	41
% Change	-14%	40%	125%	200%	50%	28%
Year To Date 2016	31	35	27	9	3	187
Year To Date 2015	36	25	12	3	2	146
Difference	-5	10	15	6	1	41
% Change	-14%	40%	125%	200%	50%	28%
<b>Average Sale Price</b>						
Current Month 2016	\$307,378	\$305,843	\$421,741	\$283,546	\$259,567	\$366,839
Current Month 2015	\$317,050	\$269,347	\$282,396	\$579,612	\$180,438	\$371,246
Difference	-9,671	36,496	139,345	-296,065	79,129	-4,407
% Change	-3%	14%	49%	-51%	44%	-1%
Year To Date 2016	\$307,378	\$305,843	\$421,741	\$283,546	\$259,567	\$366,839
Year To Date 2015	\$317,050	\$269,347	\$282,396	\$579,612	\$180,438	\$371,246
Difference	-9,671	36,496	139,345	-296,065	79,129	-4,407
% Change	-3%	14%	49%	-51%	44%	-1%

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**Closed Sales = Sold status with Settlement Date within time period Specified**  
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**Heartland MLS Statistics - Missouri Resale**  
**Month of January 2016**

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
<b>Current Inventory</b>	2,483	939	496	389	628	7,607
<b>New Listings This Month</b>	770	323	168	110	130	2,509
<b>Show for Backup This Month</b>	243	80	34	37	17	656
<b>Pending Contracts</b>						
Current Month 2016	479	203	122	59	69	1,654
Current Month 2015	677	311	134	106	92	2,208
Difference	-198	-108	-12	-47	-23	-554
% Change	-29%	-35%	-9%	-44%	-25%	-25%
Year To Date 2016	479	203	122	59	69	1,654
Year To Date 2015	677	311	134	106	92	2,208
Difference	-198	-108	-12	-47	-23	-554
% Change	-29%	-35%	-9%	-44%	-25%	-25%
<b>Closed Sales</b>						
Current Month 2016	536	238	92	79	63	1,695
Current Month 2015	498	225	77	69	59	1,597
Difference	38	13	15	10	4	98
% Change	8%	6%	19%	14%	7%	6%
Year To Date 2016	536	238	92	79	63	1,695
Year To Date 2015	498	225	77	69	59	1,597
Difference	38	13	15	10	4	98
% Change	8%	6%	19%	14%	7%	6%
<b>Average Sale Price</b>						
Current Month 2016	\$133,177	\$160,810	\$187,129	\$145,037	\$111,082	\$169,512
Current Month 2015	\$140,313	\$149,934	\$181,153	\$152,594	\$106,595	\$168,966
Difference	-7,136	10,876	5,976	-7,556	4,487	546
% Change	-5%	7%	3%	-5%	4%	0%
Year To Date 2016	\$133,177	\$160,810	\$187,129	\$145,037	\$111,082	\$169,512
Year To Date 2015	\$140,313	\$149,934	\$181,153	\$152,594	\$106,595	\$168,966
Difference	-7,136	10,876	5,976	-7,556	4,487	546
% Change	-5%	7%	3%	-5%	4%	0%

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**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**