

Heartland MLS Statistics - Missouri Total
Month of February 2014

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	3,980	1,802	739	654	672	12,383
New Listings This Month	954	403	159	132	93	3,056
Show for Backup This Month	198	59	29	24	10	601
Pending Contracts						
Current Month 2014	540	226	115	67	58	1,783
Current Month 2013	720	314	126	93	80	2,357
Difference	-180	-88	-11	-26	-22	-574
% Change	-25%	-28%	-9%	-28%	-28%	-24%
Year To Date 2014	1,215	509	252	152	119	3,935
Year To Date 2013	1,445	614	268	184	161	4,687
Difference	-230	-105	-16	-32	-42	-752
% Change	-16%	-17%	-6%	-17%	-26%	-16%
Closed Sales						
Current Month 2014	558	244	101	66	46	1,747
Current Month 2013	570	222	110	69	53	1,774
Difference	-12	22	-9	-3	-7	-27
% Change	-2%	10%	-8%	-4%	-13%	-2%
Year To Date 2014	1,067	458	192	148	105	3,441
Year To Date 2013	1,142	425	207	151	126	3,456
Difference	-75	33	-15	-3	-21	-15
% Change	-7%	8%	-7%	-2%	-17%	0%
Average Sale Price						
Current Month 2014	\$130,370	\$158,296	\$175,740	\$137,080	\$89,777	\$167,496
Current Month 2013	\$121,484	\$140,318	\$189,200	\$139,141	\$81,554	\$162,874
Difference	8,886	17,977	-13,460	-2,061	8,223	4,622
% Change	7%	13%	-7%	-1%	10%	3%
Year To Date 2014	\$134,878	\$160,194	\$200,718	\$142,050	\$95,189	\$171,246
Year To Date 2013	\$115,178	\$139,919	\$180,138	\$134,505	\$94,638	\$159,014
Difference	19,700	20,275	20,580	7,545	551	12,232
% Change	17%	14%	11%	6%	1%	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

Heartland MLS Statistics - Missouri New Homes
Month of February 2014

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	273	255	139	89	16	1,355
New Listings This Month	29	51	16	17	2	234
Show for Backup This Month	12	0	1	1	0	18
Pending Contracts						
Current Month 2014	25	31	16	9	0	185
Current Month 2013	32	36	25	4	0	202
Difference	-7	-5	-9	5	0	-17
% Change	-22%	-14%	-36%	125%	0%	-8%
Year To Date 2014	57	76	41	12	0	388
Year To Date 2013	65	79	48	8	0	434
Difference	-8	-3	-7	4	0	-46
% Change	-12%	-4%	-15%	50%	0%	-11%
Closed Sales						
Current Month 2014	26	33	15	1	0	147
Current Month 2013	24	28	20	8	0	167
Difference	2	5	-5	-7	0	-20
% Change	8%	18%	-25%	-88%	0%	-12%
Year To Date 2014	57	59	34	6	0	303
Year To Date 2013	55	51	34	12	0	313
Difference	2	8	0	-6	0	-10
% Change	4%	16%	0%	-50%	0%	-3%
Average Sale Price						
Current Month 2014	\$304,555	\$261,269	\$317,498	\$236,900		\$342,308
Current Month 2013	\$298,402	\$249,026	\$347,153	\$314,772		\$338,523
Difference	6,153	12,244	-29,655	-77,872		3,785
% Change	2%	5%	-9%	-25%		1%
Year To Date 2014	\$304,337	\$272,412	\$359,635	\$364,993		\$349,415
Year To Date 2013	\$296,699	\$263,851	\$335,720	\$312,332		\$349,933
Difference	7,637	8,561	23,915	52,662		-519
% Change	3%	3%	7%	17%		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

Heartland MLS Statistics - Missouri Resale
Month of February 2014

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	3,707	1,547	600	565	656	11,028
New Listings This Month	925	352	143	115	91	2,822
Show for Backup This Month	186	59	28	23	10	583
Pending Contracts						
Current Month 2014	515	195	99	58	58	1,598
Current Month 2013	688	278	101	89	80	2,155
Difference	-173	-83	-2	-31	-22	-557
% Change	-25%	-30%	-2%	-35%	-28%	-26%
Year To Date 2014	1,158	433	211	140	119	3,547
Year To Date 2013	1,380	535	220	176	161	4,253
Difference	-222	-102	-9	-36	-42	-706
% Change	-16%	-19%	-4%	-20%	-26%	-17%
Closed Sales						
Current Month 2014	532	211	86	65	46	1,600
Current Month 2013	546	194	90	61	53	1,607
Difference	-14	17	-4	4	-7	-7
% Change	-3%	9%	-4%	7%	-13%	0%
Year To Date 2014	1,010	399	158	142	105	3,138
Year To Date 2013	1,087	374	173	139	126	3,143
Difference	-77	25	-15	3	-21	-5
% Change	-7%	7%	-9%	2%	-17%	0%
Average Sale Price						
Current Month 2014	\$121,857	\$142,191	\$151,014	\$135,544	\$89,777	\$151,435
Current Month 2013	\$113,707	\$124,629	\$154,099	\$116,107	\$81,554	\$144,620
Difference	8,150	17,562	-3,085	19,437	8,223	6,815
% Change	7%	14%	-2%	17%	10%	5%
Year To Date 2014	\$125,315	\$143,600	\$166,521	\$132,630	\$95,189	\$154,042
Year To Date 2013	\$105,993	\$123,019	\$149,561	\$119,153	\$94,638	\$140,001
Difference	19,322	20,581	16,959	13,477	551	14,041
% Change	18%	17%	11%	11%	1%	10%

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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