

Heartland MLS Statistics - Missouri Total
Month of February 2015

| | Jackson Co. | Clay/Ray Co. | Platte Co. | Cass Co. | Other Co. | Heartland |
|-----------------------------------|-------------|--------------|------------|-----------|-----------|-----------|
| Current Inventory | 3,505 | 1,590 | 748 | 586 | 727 | 11,658 |
| New Listings This Month | 947 | 549 | 211 | 137 | 129 | 3,456 |
| Show for Backup This Month | 256 | 105 | 50 | 39 | 23 | 792 |
| Pending Contracts | | | | | | |
| Current Month 2015 | 598 | 338 | 121 | 85 | 79 | 2,189 |
| Current Month 2014 | 688 | 268 | 141 | 84 | 83 | 2,243 |
| Difference | -90 | 70 | -20 | 1 | -4 | -54 |
| % Change | -13% | 26% | -14% | 1% | -5% | -2% |
| Year To Date 2015 | 1,289 | 680 | 278 | 193 | 172 | 4,544 |
| Year To Date 2014 | 1,380 | 560 | 279 | 170 | 170 | 4,465 |
| Difference | -91 | 120 | -1 | 23 | 2 | 79 |
| % Change | -7% | 21% | 0% | 14% | 1% | 2% |
| Closed Sales | | | | | | |
| Current Month 2015 | 598 | 264 | 123 | 88 | 69 | 1,909 |
| Current Month 2014 | 575 | 245 | 104 | 69 | 73 | 1,803 |
| Difference | 23 | 19 | 19 | 19 | -4 | 106 |
| % Change | 4% | 8% | 18% | 28% | -5% | 6% |
| Year To Date 2015 | 1,127 | 511 | 212 | 160 | 129 | 3,643 |
| Year To Date 2014 | 1,088 | 460 | 195 | 153 | 156 | 3,531 |
| Difference | 39 | 51 | 17 | 7 | -27 | 112 |
| % Change | 4% | 11% | 9% | 5% | -17% | 3% |
| Average Sale Price | | | | | | |
| Current Month 2015 | \$147,152 | \$152,865 | \$215,150 | \$162,348 | \$134,376 | \$185,139 |
| Current Month 2014 | \$131,282 | \$158,090 | \$175,184 | \$137,323 | \$104,279 | \$166,898 |
| Difference | 15,870 | -5,226 | 39,966 | 25,025 | 30,097 | 18,241 |
| % Change | 12% | -3% | 23% | 18% | 29% | 11% |
| Year To Date 2015 | \$149,820 | \$157,497 | \$206,609 | \$165,965 | \$121,860 | \$185,632 |
| Year To Date 2014 | \$135,177 | \$160,089 | \$200,037 | \$141,653 | \$109,033 | \$170,656 |
| Difference | 14,643 | -2,591 | 6,571 | 24,312 | 12,827 | 14,975 |
| % Change | 11% | -2% | 3% | 17% | 12% | 9% |

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 2015

| | Jackson Co. | Clay/Ray Co. | Platte Co. | Cass Co. | Other Co. | Heartland |
|-----------------------------------|-------------|--------------|------------|-----------|-----------|-----------|
| Current Inventory | 299 | 282 | 124 | 83 | 25 | 1,591 |
| New Listings This Month | 37 | 69 | 18 | 9 | 0 | 267 |
| Show for Backup This Month | 11 | 6 | 1 | 3 | 0 | 28 |
| Pending Contracts | | | | | | |
| Current Month 2015 | 29 | 51 | 25 | 8 | 2 | 246 |
| Current Month 2014 | 35 | 32 | 18 | 9 | 0 | 199 |
| Difference | -6 | 19 | 7 | -1 | 0 | 47 |
| % Change | -17% | 59% | 39% | -11% | 0% | 24% |
| Year To Date 2015 | 71 | 93 | 57 | 15 | 4 | 503 |
| Year To Date 2014 | 72 | 75 | 41 | 12 | 1 | 405 |
| Difference | -1 | 18 | 16 | 3 | 3 | 98 |
| % Change | -1% | 24% | 39% | 25% | 300% | 24% |
| Closed Sales | | | | | | |
| Current Month 2015 | 30 | 24 | 20 | 8 | 2 | 169 |
| Current Month 2014 | 26 | 33 | 15 | 1 | 1 | 148 |
| Difference | 4 | -9 | 5 | 7 | 1 | 21 |
| % Change | 15% | -27% | 33% | 700% | 100% | 14% |
| Year To Date 2015 | 66 | 49 | 32 | 11 | 4 | 314 |
| Year To Date 2014 | 58 | 59 | 34 | 6 | 3 | 307 |
| Difference | 8 | -10 | -2 | 5 | 1 | 7 |
| % Change | 14% | -17% | -6% | 83% | 33% | 2% |
| Average Sale Price | | | | | | |
| Current Month 2015 | \$388,377 | \$265,681 | \$331,169 | \$320,164 | \$268,111 | \$383,366 |
| Current Month 2014 | \$304,555 | \$261,269 | \$317,498 | \$236,900 | \$299,683 | \$342,020 |
| Difference | 83,823 | 4,412 | 13,671 | 83,264 | -31,572 | 41,346 |
| % Change | 28% | 2% | 4% | 35% | -11% | 12% |
| Year To Date 2015 | \$349,471 | \$267,552 | \$312,879 | \$390,923 | \$224,274 | \$377,309 |
| Year To Date 2014 | \$302,365 | \$272,412 | \$359,635 | \$364,993 | \$272,116 | \$347,814 |
| Difference | 47,106 | -4,861 | -46,756 | 25,929 | -47,841 | 29,494 |
| % Change | 16% | -2% | -13% | 7% | -18% | 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 Resale
Month of February 2015

| | Jackson Co. | Clay/Ray Co. | Platte Co. | Cass Co. | Other Co. | Heartland |
|-----------------------------------|-------------|--------------|------------|-----------|-----------|-----------|
| Current Inventory | 3,206 | 1,308 | 624 | 503 | 700 | 10,065 |
| New Listings This Month | 910 | 480 | 193 | 128 | 129 | 3,189 |
| Show for Backup This Month | 245 | 99 | 49 | 36 | 23 | 764 |
| Pending Contracts | | | | | | |
| Current Month 2015 | 569 | 287 | 96 | 77 | 77 | 1,943 |
| Current Month 2014 | 653 | 236 | 123 | 75 | 83 | 2,044 |
| Difference | -84 | 51 | -27 | 2 | -6 | -101 |
| % Change | -13% | 22% | -22% | 3% | -7% | -5% |
| Year To Date 2015 | 1,218 | 587 | 221 | 178 | 167 | 4,040 |
| Year To Date 2014 | 1,308 | 485 | 238 | 158 | 169 | 4,060 |
| Difference | -90 | 102 | -17 | 20 | -2 | -20 |
| % Change | -7% | 21% | -7% | 13% | -1% | 0% |
| Closed Sales | | | | | | |
| Current Month 2015 | 568 | 240 | 103 | 80 | 66 | 1,739 |
| Current Month 2014 | 549 | 212 | 89 | 68 | 72 | 1,655 |
| Difference | 19 | 28 | 14 | 12 | -6 | 84 |
| % Change | 3% | 13% | 16% | 18% | -8% | 5% |
| Year To Date 2015 | 1,061 | 462 | 180 | 149 | 124 | 3,328 |
| Year To Date 2014 | 1,030 | 401 | 161 | 147 | 153 | 3,224 |
| Difference | 31 | 61 | 19 | 2 | -29 | 104 |
| % Change | 3% | 15% | 12% | 1% | -19% | 3% |
| Average Sale Price | | | | | | |
| Current Month 2015 | \$134,411 | \$141,583 | \$192,622 | \$146,566 | \$130,481 | \$165,910 |
| Current Month 2014 | \$123,076 | \$142,030 | \$151,199 | \$135,858 | \$101,565 | \$151,238 |
| Difference | 11,335 | -447 | 41,423 | 10,707 | 28,915 | 14,672 |
| % Change | 9% | 0% | 27% | 8% | 28% | 10% |
| Year To Date 2015 | \$137,401 | \$145,825 | \$187,716 | \$149,357 | \$118,539 | \$167,565 |
| Year To Date 2014 | \$125,763 | \$143,562 | \$166,334 | \$132,537 | \$105,835 | \$153,787 |
| Difference | 11,638 | 2,263 | 21,382 | 16,821 | 12,704 | 13,779 |
| % Change | 9% | 2% | 13% | 13% | 12% | 9% |

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