

Heartland MLS Statistics - Missouri Total
Month of February 2016

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	2,923	1,289	687	490	666	9,822
New Listings This Month	1,071	506	245	171	151	3,635
Show for Backup This Month	342	145	42	56	22	1,003
Pending Contracts						
Current Month 2016	668	360	151	94	97	2,368
Current Month 2015	797	426	165	126	99	2,850
Difference	-129	-66	-14	-32	-2	-482
% Change	-16%	-15%	-8%	-25%	-2%	-17%
Year To Date 2016	1,352	666	312	180	181	4,692
Year To Date 2015	1,516	787	332	238	194	5,327
Difference	-164	-121	-20	-58	-13	-635
% Change	-11%	-15%	-6%	-24%	-7%	-12%
Closed Sales						
Current Month 2016	633	248	119	80	72	2,001
Current Month 2015	601	268	124	92	72	1,941
Difference	32	-20	-5	-12	0	60
% Change	5%	-7%	-4%	-13%	0%	3%
Year To Date 2016	1,209	523	237	168	139	3,903
Year To Date 2015	1,135	518	213	164	133	3,684
Difference	74	5	24	4	6	219
% Change	7%	1%	11%	2%	5%	6%
Average Sale Price						
Current Month 2016	\$150,086	\$176,254	\$221,511	\$168,162	\$119,579	\$192,185
Current Month 2015	\$147,189	\$152,277	\$214,987	\$164,843	\$133,659	\$185,241
Difference	2,896	23,977	6,524	3,319	-14,080	6,944
% Change	2%	16%	3%	2%	-11%	4%
Year To Date 2016	\$146,700	\$178,336	\$231,113	\$163,528	\$120,328	\$190,764
Year To Date 2015	\$149,560	\$156,909	\$206,554	\$167,277	\$122,357	\$185,557
Difference	-2,860	21,427	24,559	-3,749	-2,029	5,207
% Change	-2%	14%	12%	-2%	-2%	3%

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 2016

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	320	283	138	93	17	1,652
New Listings This Month	61	76	32	19	0	351
Show for Backup This Month	13	14	3	1	1	55
Pending Contracts						
Current Month 2016	49	71	31	6	1	296
Current Month 2015	46	56	27	12	1	284
Difference	3	15	4	-6	0	12
% Change	7%	27%	15%	-50%	0%	4%
Year To Date 2016	93	121	50	12	6	541
Year To Date 2015	88	106	60	18	3	552
Difference	5	15	-10	-6	3	-11
% Change	6%	14%	-17%	-33%	100%	-2%
Closed Sales						
Current Month 2016	42	39	17	6	1	209
Current Month 2015	30	24	20	10	2	173
Difference	12	15	-3	-4	-1	36
% Change	40%	63%	-15%	-40%	-50%	21%
Year To Date 2016	74	75	44	14	4	397
Year To Date 2015	66	49	32	13	4	319
Difference	8	26	12	1	0	78
% Change	12%	53%	38%	8%	0%	24%
Average Sale Price						
Current Month 2016	\$308,446	\$277,098	\$390,658	\$283,774	\$150,000	\$347,311
Current Month 2015	\$388,377	\$265,681	\$331,169	\$314,681	\$268,111	\$383,869
Difference	-79,931	11,416	59,489	-30,907	-118,111	-36,558
% Change	-21%	4%	18%	-10%	-44%	-10%
Year To Date 2016	\$310,934	\$290,930	\$409,732	\$291,040	\$232,175	\$357,282
Year To Date 2015	\$349,471	\$267,552	\$312,879	\$375,819	\$224,274	\$378,092
Difference	-38,538	23,378	96,852	-84,779	7,901	-20,809
% Change	-11%	9%	31%	-23%	4%	-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 Resale
Month of February 2016

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	2,603	1,006	549	397	649	8,170
New Listings This Month	1,010	430	213	152	151	3,284
Show for Backup This Month	329	131	39	55	21	948
Pending Contracts						
Current Month 2016	619	289	120	88	96	2,072
Current Month 2015	751	370	138	114	98	2,566
Difference	-132	-81	-18	-26	-2	-494
% Change	-18%	-22%	-13%	-23%	-2%	-19%
Year To Date 2016	1,259	545	262	168	175	4,151
Year To Date 2015	1,428	681	272	220	190	4,774
Difference	-169	-136	-10	-52	-15	-623
% Change	-12%	-20%	-4%	-24%	-8%	-13%
Closed Sales						
Current Month 2016	591	209	102	74	71	1,792
Current Month 2015	571	244	104	82	69	1,767
Difference	20	-35	-2	-8	2	25
% Change	4%	-14%	-2%	-10%	3%	1%
Year To Date 2016	1,135	448	193	154	135	3,506
Year To Date 2015	1,069	469	181	151	128	3,364
Difference	66	-21	12	3	7	142
% Change	6%	-4%	7%	2%	5%	4%
Average Sale Price						
Current Month 2016	\$138,832	\$157,437	\$193,320	\$158,788	\$119,151	\$174,093
Current Month 2015	\$134,518	\$141,123	\$192,645	\$146,570	\$129,902	\$165,828
Difference	4,314	16,314	675	12,218	-10,751	8,264
% Change	3%	12%	0%	8%	-8%	5%
Year To Date 2016	\$135,992	\$159,487	\$190,391	\$151,936	\$117,014	\$171,908
Year To Date 2015	\$137,217	\$145,350	\$187,756	\$149,323	\$119,159	\$167,318
Difference	-1,225	14,137	2,635	2,613	-2,145	4,590
% Change	-1%	10%	1%	2%	-2%	3%

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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