

Heartland MLS Statistics - Missouri Total

Month of March 2014

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	4,220	2,015	837	714	704	13,415
New Listings This Month	1,333	595	261	207	157	4,483
Show for Backup This Month	284	146	37	45	16	943
Pending Contracts						
Current Month 2014	660	331	156	99	78	2,413
Current Month 2013	886	374	165	93	73	2,897
Difference	-226	-43	-9	6	5	-484
% Change	-26%	-11%	-5%	6%	7%	-17%
Year To Date 2014	2,022	890	433	268	197	6,786
Year To Date 2013	2,330	988	433	277	234	7,583
Difference	-308	-98	0	-9	-37	-797
% Change	-13%	-10%	0%	-3%	-16%	-11%
Closed Sales						
Current Month 2014	734	311	137	96	60	2,270
Current Month 2013	802	336	153	100	98	2,539
Difference	-68	-25	-16	-4	-38	-269
% Change	-8%	-7%	-10%	-4%	-39%	-11%
Year To Date 2014	1,817	771	332	244	166	5,737
Year To Date 2013	1,944	761	360	251	224	5,995
Difference	-127	10	-28	-7	-58	-258
% Change	-7%	1%	-8%	-3%	-26%	-4%
Average Sale Price						
Current Month 2014	\$138,069	\$166,325	\$206,400	\$146,803	\$108,293	\$175,375
Current Month 2013	\$124,085	\$145,365	\$197,941	\$142,600	\$91,527	\$166,952
Difference	13,984	20,960	8,459	4,203	16,766	8,423
% Change	11%	14%	4%	3%	18%	5%
Year To Date 2014	\$136,413	\$162,604	\$202,663	\$143,920	\$99,749	\$172,832
Year To Date 2013	\$118,853	\$142,323	\$187,704	\$137,730	\$93,277	\$162,376
Difference	17,560	20,281	14,959	6,190	6,472	10,456
% Change	15%	14%	8%	4%	7%	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 March 2014

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	262	261	153	91	14	1,363
New Listings This Month	48	49	34	20	1	300
Show for Backup This Month	14	7	3	0	1	30
Pending Contracts						
Current Month 2014	52	47	30	8	0	279
Current Month 2013	45	57	21	7	0	262
Difference	7	-10	9	1	0	17
% Change	16%	-18%	43%	14%	0%	6%
Year To Date 2014	114	125	73	21	0	677
Year To Date 2013	110	136	69	15	0	696
Difference	4	-11	4	6	0	-19
% Change	4%	-8%	6%	40%	0%	-3%
Closed Sales						
Current Month 2014	35	55	18	4	0	198
Current Month 2013	36	37	26	4	0	202
Difference	-1	18	-8	0	0	-4
% Change	-3%	49%	-31%	0%	0%	-2%
Year To Date 2014	92	114	52	10	0	501
Year To Date 2013	91	88	60	16	0	515
Difference	1	26	-8	-6	0	-14
% Change	1%	30%	-13%	-38%	0%	-3%
Average Sale Price						
Current Month 2014	\$285,011	\$294,324	\$333,594	\$218,113		\$340,736
Current Month 2013	\$282,522	\$279,549	\$335,199	\$251,600		\$337,964
Difference	2,490	14,775	-1,606	-33,488		2,772
% Change	1%	5%	0%	-13%		1%
Year To Date 2014	\$296,985	\$282,984	\$350,621	\$306,241		\$345,785
Year To Date 2013	\$291,091	\$270,451	\$335,494	\$297,149		\$345,238
Difference	5,894	12,532	15,126	9,092		547
% Change	2%	5%	5%	3%		0%

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 March 2014

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	3,958	1,754	684	623	690	12,052
New Listings This Month	1,285	546	227	187	156	4,183
Show for Backup This Month	270	139	34	45	15	913
Pending Contracts						
Current Month 2014	608	284	126	91	78	2,134
Current Month 2013	841	317	144	86	73	2,635
Difference	-233	-33	-18	5	5	-501
% Change	-28%	-10%	-13%	6%	7%	-19%
Year To Date 2014	1,908	765	360	247	197	6,109
Year To Date 2013	2,220	852	364	262	234	6,887
Difference	-312	-87	-4	-15	-37	-778
% Change	-14%	-10%	-1%	-6%	-16%	-11%
Closed Sales						
Current Month 2014	699	256	119	92	60	2,072
Current Month 2013	766	299	127	96	98	2,337
Difference	-67	-43	-8	-4	-38	-265
% Change	-9%	-14%	-6%	-4%	-39%	-11%
Year To Date 2014	1,725	657	280	234	166	5,236
Year To Date 2013	1,853	673	300	235	224	5,480
Difference	-128	-16	-20	-1	-58	-244
% Change	-7%	-2%	-7%	0%	-26%	-4%
Average Sale Price						
Current Month 2014	\$130,711	\$138,825	\$187,161	\$143,703	\$108,293	\$159,573
Current Month 2013	\$116,639	\$128,760	\$169,841	\$138,059	\$91,527	\$152,170
Difference	14,072	10,065	17,320	5,644	16,766	7,403
% Change	12%	8%	10%	4%	18%	5%
Year To Date 2014	\$127,849	\$141,716	\$175,185	\$136,983	\$99,749	\$156,283
Year To Date 2013	\$110,394	\$125,570	\$158,146	\$126,876	\$93,277	\$145,191
Difference	17,455	16,147	17,039	10,107	6,472	11,092
% Change	16%	13%	11%	8%	7%	8%

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