

Heartland MLS Statistics - Missouri Total
Month of March 2015

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	3,784	1,681	749	600	782	12,381
New Listings This Month	1,360	681	274	219	200	4,758
Show for Backup This Month	344	131	49	46	24	1,044
Pending Contracts						
Current Month 2015	687	405	195	98	110	2,772
Current Month 2014	874	453	185	127	118	3,184
Difference	-187	-48	10	-29	-8	-412
% Change	-21%	-11%	5%	-23%	-7%	-13%
Year To Date 2015	2,178	1,162	514	328	299	7,961
Year To Date 2014	2,254	1,013	464	297	288	7,649
Difference	-76	149	50	31	11	312
% Change	-3%	15%	11%	10%	4%	4%
Closed Sales						
Current Month 2015	806	400	171	132	109	2,811
Current Month 2014	740	314	138	100	80	2,313
Difference	66	86	33	32	29	498
% Change	9%	27%	24%	32%	36%	22%
Year To Date 2015	1,936	913	383	295	240	6,478
Year To Date 2014	1,828	774	333	253	236	5,844
Difference	108	139	50	42	4	634
% Change	6%	18%	15%	17%	2%	11%
Average Sale Price						
Current Month 2015	\$147,291	\$169,490	\$221,757	\$179,452	\$108,367	\$195,010
Current Month 2014	\$138,343	\$165,528	\$207,115	\$146,604	\$116,577	\$175,041
Difference	8,947	3,962	14,642	32,848	-8,210	19,969
% Change	6%	2%	7%	22%	-7%	11%
Year To Date 2015	\$148,641	\$162,637	\$213,372	\$172,445	\$116,146	\$189,674
Year To Date 2014	\$136,459	\$162,295	\$202,970	\$143,610	\$111,590	\$172,392
Difference	12,182	342	10,401	28,835	4,555	17,283
% Change	9%	0%	5%	20%	4%	10%

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 2015

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	296	275	117	85	27	1,573
New Listings This Month	52	70	25	17	7	360
Show for Backup This Month	4	8	3	3	0	35
Pending Contracts						
Current Month 2015	41	74	32	11	3	329
Current Month 2014	62	55	36	8	3	304
Difference	-21	19	-4	3	0	25
% Change	-34%	35%	-11%	38%	0%	8%
Year To Date 2015	123	172	91	29	6	862
Year To Date 2014	134	130	77	20	4	709
Difference	-11	42	14	9	2	153
% Change	-8%	32%	18%	45%	50%	22%
Closed Sales						
Current Month 2015	40	56	31	12	0	273
Current Month 2014	35	55	19	4	2	201
Difference	5	1	12	8	0	72
% Change	14%	2%	63%	200%	0%	36%
Year To Date 2015	106	105	63	24	4	590
Year To Date 2014	93	114	53	10	5	508
Difference	13	-9	10	14	-1	82
% Change	14%	-8%	19%	140%	-20%	16%
Average Sale Price						
Current Month 2015	\$289,452	\$293,174	\$329,930	\$293,646		\$366,418
Current Month 2014	\$285,011	\$294,324	\$332,089	\$218,113	\$220,598	\$339,363
Difference	4,441	-1,150	-2,159	75,534		27,055
% Change	2%	0%	-1%	35%		8%
Year To Date 2015	\$326,823	\$281,217	\$321,269	\$339,979	\$224,274	\$372,805
Year To Date 2014	\$295,834	\$282,984	\$349,760	\$306,241	\$251,509	\$344,470
Difference	30,988	-1,767	-28,491	33,738	-27,234	28,335
% Change	10%	-1%	-8%	11%	-11%	8%

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Heartland MLS Statistics - Missouri Resale

Month of March 2015

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	3,488	1,406	632	515	753	10,806
New Listings This Month	1,308	611	249	202	193	4,398
Show for Backup This Month	340	123	46	43	24	1,009
Pending Contracts						
Current Month 2015	646	331	163	87	107	2,443
Current Month 2014	812	398	149	119	114	2,879
Difference	-166	-67	14	-32	-7	-436
% Change	-20%	-17%	9%	-27%	-6%	-15%
Year To Date 2015	2,055	990	423	299	292	7,098
Year To Date 2014	2,120	883	387	277	283	6,939
Difference	-65	107	36	22	9	159
% Change	-3%	12%	9%	8%	3%	2%
Closed Sales						
Current Month 2015	766	344	140	120	109	2,538
Current Month 2014	705	259	119	96	78	2,112
Difference	61	85	21	24	31	426
% Change	9%	33%	18%	25%	40%	20%
Year To Date 2015	1,830	808	320	271	235	5,887
Year To Date 2014	1,735	660	280	243	231	5,336
Difference	95	148	40	28	4	551
% Change	5%	22%	14%	12%	2%	10%
Average Sale Price						
Current Month 2015	\$139,867	\$149,355	\$197,804	\$168,032	\$108,367	\$176,573
Current Month 2014	\$131,062	\$138,177	\$187,161	\$143,624	\$113,910	\$159,402
Difference	8,805	11,178	10,643	24,408	-5,543	17,170
% Change	7%	8%	6%	17%	-5%	11%
Year To Date 2015	\$138,320	\$147,228	\$192,129	\$157,608	\$114,272	\$171,332
Year To Date 2014	\$127,916	\$141,449	\$175,185	\$136,917	\$108,562	\$156,010
Difference	10,404	5,779	16,944	20,691	5,710	15,323
% Change	8%	4%	10%	15%	5%	10%

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