

Heartland MLS Statistics - Missouri Total

Month of March 2016

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	2,988	1,290	736	502	691	10,314
New Listings This Month	1,364	677	329	208	240	4,967
Show for Backup This Month	387	158	54	64	43	1,138
Pending Contracts						
Current Month 2016	803	491	197	113	136	3,067
Current Month 2015	976	507	246	138	130	3,667
Difference	-173	-16	-49	-25	6	-600
% Change	-18%	-3%	-20%	-18%	5%	-16%
Year To Date 2016	2,406	1,275	545	341	333	8,546
Year To Date 2015	2,492	1,294	578	376	324	8,993
Difference	-86	-19	-33	-35	9	-447
% Change	-3%	-1%	-6%	-9%	3%	-5%
Closed Sales						
Current Month 2016	931	423	186	142	105	3,046
Current Month 2015	822	406	175	136	110	2,853
Difference	109	17	11	6	-5	193
% Change	13%	4%	6%	4%	-5%	7%
Year To Date 2016	2,141	951	425	310	244	6,961
Year To Date 2015	1,957	924	388	300	243	6,537
Difference	184	27	37	10	1	424
% Change	9%	3%	10%	3%	0%	6%
Average Sale Price						
Current Month 2016	\$164,473	\$180,864	\$219,201	\$170,221	\$135,513	\$199,637
Current Month 2015	\$147,362	\$170,212	\$222,084	\$178,791	\$107,958	\$194,509
Difference	17,111	10,652	-2,883	-8,570	27,555	5,128
% Change	12%	6%	-1%	-5%	26%	3%
Year To Date 2016	\$154,459	\$180,255	\$225,308	\$166,594	\$126,863	\$194,680
Year To Date 2015	\$148,637	\$162,755	\$213,558	\$172,497	\$115,839	\$189,464
Difference	5,823	17,501	11,750	-5,903	11,024	5,216
% Change	4%	11%	6%	-3%	10%	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 March 2016

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	316	270	139	94	20	1,661
New Listings This Month	82	100	56	20	9	483
Show for Backup This Month	15	11	5	4	0	59
Pending Contracts						
Current Month 2016	59	98	45	18	3	417
Current Month 2015	47	80	37	12	3	369
Difference	12	18	8	6	0	48
% Change	26%	23%	22%	50%	0%	13%
Year To Date 2016	160	228	99	34	9	1,001
Year To Date 2015	135	186	97	30	6	921
Difference	25	42	2	4	3	80
% Change	19%	23%	2%	13%	50%	9%
Closed Sales						
Current Month 2016	50	62	36	6	5	275
Current Month 2015	41	58	31	12	0	278
Difference	9	4	5	-6	0	-3
% Change	22%	7%	16%	-50%	0%	-1%
Year To Date 2016	124	139	80	20	9	674
Year To Date 2015	107	107	63	25	4	597
Difference	17	32	17	-5	5	77
% Change	16%	30%	27%	-20%	125%	13%
Average Sale Price						
Current Month 2016	\$308,384	\$301,077	\$339,713	\$297,150	\$154,424	\$351,941
Current Month 2015	\$289,951	\$298,775	\$329,930	\$293,646		\$366,426
Difference	18,433	2,302	9,783	3,504		-14,485
% Change	6%	1%	3%	1%		-4%
Year To Date 2016	\$310,068	\$299,980	\$378,223	\$292,873	\$188,980	\$355,869
Year To Date 2015	\$326,664	\$284,477	\$321,269	\$336,376	\$224,274	\$372,659
Difference	-16,596	15,503	56,954	-43,503	-35,294	-16,791
% Change	-5%	5%	18%	-13%	-16%	-5%

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

Heartland MLS Statistics - Missouri Resale

Month of March 2016

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	2,672	1,020	597	408	671	8,653
New Listings This Month	1,282	577	273	188	231	4,484
Show for Backup This Month	372	147	49	60	43	1,079
Pending Contracts						
Current Month 2016	744	393	152	95	133	2,650
Current Month 2015	929	427	209	126	127	3,298
Difference	-185	-34	-57	-31	6	-648
% Change	-20%	-8%	-27%	-25%	5%	-20%
Year To Date 2016	2,246	1,047	446	307	324	7,545
Year To Date 2015	2,357	1,108	481	346	317	8,071
Difference	-111	-61	-35	-39	7	-526
% Change	-5%	-6%	-7%	-11%	2%	-7%
Closed Sales						
Current Month 2016	881	361	150	136	100	2,771
Current Month 2015	781	348	144	124	110	2,575
Difference	100	13	6	12	-10	196
% Change	13%	4%	4%	10%	-9%	8%
Year To Date 2016	2,017	812	345	290	235	6,287
Year To Date 2015	1,850	817	325	275	238	5,939
Difference	167	-5	20	15	-3	348
% Change	9%	-1%	6%	5%	-1%	6%
Average Sale Price						
Current Month 2016	\$156,305	\$160,218	\$190,278	\$164,622	\$134,568	\$184,522
Current Month 2015	\$139,876	\$148,785	\$198,867	\$167,676	\$107,958	\$175,949
Difference	16,429	11,433	-8,589	-3,055	26,610	8,573
% Change	12%	8%	-4%	-2%	25%	5%
Year To Date 2016	\$144,893	\$159,761	\$189,850	\$157,885	\$124,484	\$177,400
Year To Date 2015	\$138,340	\$146,813	\$192,679	\$157,599	\$113,982	\$171,060
Difference	6,553	12,948	-2,829	286	10,502	6,340
% Change	5%	9%	-1%	0%	9%	4%

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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