

Heartland MLS Statistics - Missouri Total

Month of April 2014

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	4,408	2,083	884	739	776	14,181
New Listings This Month	1,514	757	321	218	209	5,198
Show for Backup This Month	261	125	38	43	19	954
Pending Contracts						
Current Month 2014	750	352	149	122	81	2,625
Current Month 2013	990	441	202	143	96	3,449
Difference	-240	-89	-53	-21	-15	-824
% Change	-24%	-20%	-26%	-15%	-16%	-24%
Year To Date 2014	2,966	1,338	614	410	284	10,056
Year To Date 2013	3,320	1,429	635	420	330	11,032
Difference	-354	-91	-21	-10	-46	-976
% Change	-11%	-6%	-3%	-2%	-14%	-9%
Closed Sales						
Current Month 2014	787	363	161	106	64	2,665
Current Month 2013	845	349	147	94	89	2,665
Difference	-58	14	14	12	-25	0
% Change	-7%	4%	10%	13%	-28%	0%
Year To Date 2014	2,609	1,136	493	356	232	8,424
Year To Date 2013	2,789	1,110	507	345	313	8,660
Difference	-180	26	-14	11	-81	-236
% Change	-6%	2%	-3%	3%	-26%	-3%
Average Sale Price						
Current Month 2014	\$145,119	\$171,607	\$202,713	\$146,738	\$103,461	\$189,896
Current Month 2013	\$130,814	\$150,896	\$192,616	\$145,677	\$104,795	\$169,483
Difference	14,306	20,711	10,097	1,061	-1,334	20,413
% Change	11%	14%	5%	1%	-1%	12%
Year To Date 2014	\$139,062	\$165,335	\$202,679	\$144,458	\$100,780	\$178,176
Year To Date 2013	\$122,476	\$145,019	\$189,128	\$139,895	\$96,552	\$164,563
Difference	16,586	20,316	13,551	4,562	4,228	13,613
% Change	14%	14%	7%	3%	4%	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 New Homes
Month of April 2014

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	260	247	137	89	18	1,383
New Listings This Month	61	57	40	6	5	375
Show for Backup This Month	3	4	1	2	0	18
Pending Contracts						
Current Month 2014	40	52	32	9	3	285
Current Month 2013	49	67	29	17	0	321
Difference	-9	-15	3	-8	0	-36
% Change	-18%	-22%	10%	-47%	0%	-11%
Year To Date 2014	161	180	111	30	3	984
Year To Date 2013	159	203	98	32	0	1,017
Difference	2	-23	13	-2	0	-33
% Change	1%	-11%	13%	-6%	0%	-3%
Closed Sales						
Current Month 2014	44	40	19	10	1	218
Current Month 2013	42	40	20	7	0	213
Difference	2	0	-1	3	0	5
% Change	5%	0%	-5%	43%	0%	2%
Year To Date 2014	136	154	71	20	1	719
Year To Date 2013	133	128	80	23	0	728
Difference	3	26	-9	-3	0	-9
% Change	2%	20%	-11%	-13%	0%	-1%
Average Sale Price						
Current Month 2014	\$300,018	\$294,096	\$310,266	\$295,761	\$256,000	\$348,124
Current Month 2013	\$348,828	\$280,880	\$322,773	\$378,621		\$332,755
Difference	-48,810	13,217	-12,507	-82,860		15,370
% Change	-14%	5%	-4%	-22%		5%
Year To Date 2014	\$297,966	\$285,870	\$339,822	\$301,001	\$256,000	\$346,494
Year To Date 2013	\$309,323	\$273,710	\$332,314	\$321,945		\$341,586
Difference	-11,357	12,160	7,507	-20,944		4,908
% Change	-4%	4%	2%	-7%		1%

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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 April 2014

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	4,148	1,836	747	650	758	12,798
New Listings This Month	1,453	700	281	212	204	4,823
Show for Backup This Month	258	121	37	41	19	936
Pending Contracts						
Current Month 2014	710	300	117	113	78	2,340
Current Month 2013	941	374	173	126	96	3,128
Difference	-231	-74	-56	-13	-18	-788
% Change	-25%	-20%	-32%	-10%	-19%	-25%
Year To Date 2014	2,805	1,158	503	380	281	9,072
Year To Date 2013	3,161	1,226	537	388	330	10,015
Difference	-356	-68	-34	-8	-49	-943
% Change	-11%	-6%	-6%	-2%	-15%	-9%
Closed Sales						
Current Month 2014	743	323	142	96	63	2,447
Current Month 2013	803	309	127	87	89	2,452
Difference	-60	14	15	9	-26	-5
% Change	-7%	5%	12%	10%	-29%	0%
Year To Date 2014	2,473	982	422	336	231	7,705
Year To Date 2013	2,656	982	427	322	313	7,932
Difference	-183	0	-5	14	-82	-227
% Change	-7%	0%	-1%	4%	-26%	-3%
Average Sale Price						
Current Month 2014	\$135,946	\$156,438	\$188,322	\$131,215	\$101,040	\$175,799
Current Month 2013	\$119,411	\$134,070	\$172,119	\$126,934	\$104,795	\$155,300
Difference	16,536	22,369	16,203	4,281	-3,755	20,499
% Change	14%	17%	9%	3%	-4%	13%
Year To Date 2014	\$130,323	\$146,432	\$179,606	\$135,140	\$100,108	\$162,469
Year To Date 2013	\$113,120	\$128,244	\$162,302	\$126,892	\$96,552	\$148,316
Difference	17,203	18,188	17,303	8,248	3,556	14,153
% Change	15%	14%	11%	6%	4%	10%

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