

Heartland MLS Statistics - Missouri Total
Month of April 2015

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	3,997	1,725	762	643	792	12,921
New Listings This Month	1,518	740	300	224	202	5,264
Show for Backup This Month	380	139	39	64	30	1,143
Pending Contracts						
Current Month 2015	775	476	216	134	107	3,094
Current Month 2014	945	468	181	154	140	3,450
Difference	-170	8	35	-20	-33	-356
% Change	-18%	2%	19%	-13%	-24%	-10%
Year To Date 2015	3,218	1,737	773	501	427	11,860
Year To Date 2014	3,199	1,480	645	451	428	11,098
Difference	19	257	128	50	-1	762
% Change	1%	17%	20%	11%	0%	7%
Closed Sales						
Current Month 2015	855	460	189	131	103	3,156
Current Month 2014	794	369	162	107	103	2,732
Difference	61	91	27	24	0	424
% Change	8%	25%	17%	22%	0%	16%
Year To Date 2015	2,799	1,376	576	429	344	9,659
Year To Date 2014	2,622	1,143	495	360	339	8,576
Difference	177	233	81	69	5	1,083
% Change	7%	20%	16%	19%	1%	13%
Average Sale Price						
Current Month 2015	\$162,277	\$172,286	\$212,893	\$167,913	\$128,771	\$197,830
Current Month 2014	\$144,882	\$172,262	\$202,745	\$146,001	\$118,297	\$189,091
Difference	17,394	24	10,148	21,912	10,473	8,739
% Change	12%	0%	5%	15%	9%	5%
Year To Date 2015	\$152,794	\$165,773	\$213,129	\$171,057	\$119,772	\$192,355
Year To Date 2014	\$139,010	\$165,513	\$202,897	\$144,321	\$113,628	\$177,711
Difference	13,784	260	10,233	26,737	6,144	14,644
% Change	10%	0%	5%	19%	5%	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 2015

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	293	264	114	80	24	1,518
New Listings This Month	80	99	34	28	9	440
Show for Backup This Month	17	6	1	6	1	48
Pending Contracts						
Current Month 2015	55	76	39	15	9	367
Current Month 2014	42	62	33	11	6	310
Difference	13	14	6	4	3	57
% Change	31%	23%	18%	36%	50%	18%
Year To Date 2015	185	258	133	47	15	1,263
Year To Date 2014	176	192	110	31	10	1,019
Difference	9	66	23	16	5	244
% Change	5%	34%	21%	52%	50%	24%
Closed Sales						
Current Month 2015	42	60	25	11	2	298
Current Month 2014	46	41	19	10	4	225
Difference	-4	19	6	1	-2	73
% Change	-9%	46%	32%	10%	-50%	32%
Year To Date 2015	148	165	88	36	6	891
Year To Date 2014	139	155	72	20	9	733
Difference	9	10	16	16	-3	158
% Change	6%	6%	22%	80%	-33%	22%
Average Sale Price						
Current Month 2015	\$302,273	\$279,324	\$349,286	\$292,284	\$208,163	\$346,156
Current Month 2014	\$293,958	\$299,101	\$310,266	\$295,761	\$221,953	\$344,882
Difference	8,315	-19,776	39,020	-3,477	-13,791	1,273
% Change	3%	-7%	13%	-1%	-6%	0%
Year To Date 2015	\$319,856	\$280,529	\$329,228	\$322,903	\$218,904	\$363,606
Year To Date 2014	\$295,213	\$287,247	\$339,338	\$301,001	\$238,373	\$344,597
Difference	24,642	-6,718	-10,109	21,902	-19,469	19,009
% Change	8%	-2%	-3%	7%	-8%	6%

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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 2015

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	3,704	1,461	648	563	766	11,401
New Listings This Month	1,438	641	266	196	193	4,824
Show for Backup This Month	363	133	38	58	29	1,095
Pending Contracts						
Current Month 2015	720	400	177	119	98	2,727
Current Month 2014	903	406	148	143	133	3,139
Difference	-183	-6	29	-24	-35	-412
% Change	-20%	-1%	20%	-17%	-26%	-13%
Year To Date 2015	3,033	1,479	640	454	411	10,596
Year To Date 2014	3,023	1,288	535	420	416	10,077
Difference	10	191	105	34	-5	519
% Change	0%	15%	20%	8%	-1%	5%
Closed Sales						
Current Month 2015	813	400	164	120	101	2,858
Current Month 2014	748	328	143	97	99	2,507
Difference	65	72	21	23	2	351
% Change	9%	22%	15%	24%	2%	14%
Year To Date 2015	2,651	1,211	488	393	337	8,767
Year To Date 2014	2,483	988	423	340	330	7,843
Difference	168	223	65	53	7	924
% Change	7%	23%	15%	16%	2%	12%
Average Sale Price						
Current Month 2015	\$155,044	\$156,230	\$192,101	\$156,512	\$127,198	\$182,364
Current Month 2014	\$135,715	\$156,407	\$188,459	\$130,562	\$114,109	\$175,109
Difference	19,330	-177	3,642	25,950	13,089	7,256
% Change	14%	0%	2%	20%	11%	4%
Year To Date 2015	\$143,467	\$150,137	\$192,193	\$157,148	\$117,995	\$174,958
Year To Date 2014	\$130,265	\$146,415	\$179,672	\$135,104	\$110,226	\$162,115
Difference	13,201	3,722	12,521	22,044	7,769	12,844
% Change	10%	3%	7%	16%	7%	8%

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