

## Heartland MLS Statistics - Missouri Total

Month of April 2016

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
<b>Current Inventory</b>	3,115	1,325	780	515	719	10,793
<b>New Listings This Month</b>	1,464	738	350	216	225	5,303
<b>Show for Backup This Month</b>	411	166	53	58	36	1,256
<b>Pending Contracts</b>						
Current Month 2016	832	486	219	112	121	3,116
Current Month 2015	1,082	596	246	189	126	4,062
Difference	-250	-110	-27	-77	-5	-946
% Change	-23%	-18%	-11%	-41%	-4%	-23%
Year To Date 2016	3,563	1,882	813	514	482	12,595
Year To Date 2015	3,574	1,890	824	565	450	13,054
Difference	-11	-8	-11	-51	32	-459
% Change	0%	0%	-1%	-9%	7%	-4%
<b>Closed Sales</b>						
Current Month 2016	993	524	190	153	141	3,383
Current Month 2015	865	470	191	133	105	3,193
Difference	128	54	-1	20	36	190
% Change	15%	11%	-1%	15%	34%	6%
Year To Date 2016	3,142	1,478	621	466	389	10,386
Year To Date 2015	2,822	1,394	579	433	348	9,730
Difference	320	84	42	33	41	656
% Change	11%	6%	7%	8%	12%	7%
<b>Average Sale Price</b>						
Current Month 2016	\$173,185	\$188,014	\$242,971	\$187,095	\$133,790	\$212,490
Current Month 2015	\$163,012	\$172,434	\$213,078	\$169,666	\$128,732	\$197,944
Difference	10,173	15,580	29,892	17,429	5,058	14,546
% Change	6%	9%	14%	10%	4%	7%
Year To Date 2016	\$160,716	\$183,029	\$229,890	\$173,513	\$128,841	\$200,604
Year To Date 2015	\$153,043	\$166,018	\$213,400	\$171,627	\$119,729	\$192,247
Difference	7,673	17,011	16,490	1,886	9,112	8,357
% Change	5%	10%	8%	1%	8%	4%

**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 2016**

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
<b>Current Inventory</b>	310	256	134	89	20	1,583
<b>New Listings This Month</b>	82	80	52	24	6	459
<b>Show for Backup This Month</b>	11	14	5	6	0	57
<b>Pending Contracts</b>						
Current Month 2016	61	79	41	17	3	377
Current Month 2015	71	83	41	21	9	413
Difference	-10	-4	0	-4	-6	-36
% Change	-14%	-5%	0%	-19%	-67%	-9%
Year To Date 2016	232	318	144	58	13	1,427
Year To Date 2015	206	269	138	51	15	1,334
Difference	26	49	6	7	-2	93
% Change	13%	18%	4%	14%	-13%	7%
<b>Closed Sales</b>						
Current Month 2016	62	77	24	19	2	332
Current Month 2015	43	61	26	11	2	301
Difference	19	16	-2	8	0	31
% Change	44%	26%	-8%	73%	0%	10%
Year To Date 2016	187	217	105	41	11	1,014
Year To Date 2015	150	168	89	36	6	898
Difference	37	49	16	5	5	116
% Change	25%	29%	18%	14%	83%	13%
<b>Average Sale Price</b>						
Current Month 2016	\$318,213	\$298,052	\$373,154	\$310,480	\$210,750	\$369,595
Current Month 2015	\$306,735	\$280,958	\$349,057	\$292,284	\$208,163	\$346,777
Difference	11,478	17,094	24,096	18,196	2,588	22,818
% Change	4%	6%	7%	6%	1%	7%
Year To Date 2016	\$317,502	\$299,308	\$376,605	\$298,208	\$192,938	\$361,771
Year To Date 2015	\$320,951	\$283,199	\$329,387	\$322,903	\$218,904	\$363,984
Difference	-3,450	16,109	47,218	-24,695	-25,965	-2,213
% Change	-1%	6%	14%	-8%	-12%	-1%

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## Heartland MLS Statistics - Missouri Resale

Month of April 2016

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
<b>Current Inventory</b>	2,805	1,069	646	426	699	9,210
<b>New Listings This Month</b>	1,382	658	298	192	219	4,844
<b>Show for Backup This Month</b>	400	152	48	52	36	1,199
<b>Pending Contracts</b>						
Current Month 2016	771	407	178	95	118	2,739
Current Month 2015	1,011	513	205	168	117	3,649
Difference	-240	-106	-27	-73	1	-910
% Change	-24%	-21%	-13%	-43%	1%	-25%
Year To Date 2016	3,331	1,564	669	456	469	11,168
Year To Date 2015	3,368	1,621	686	514	434	11,719
Difference	-37	-57	-17	-58	35	-551
% Change	-1%	-4%	-2%	-11%	8%	-5%
<b>Closed Sales</b>						
Current Month 2016	931	447	166	134	139	3,051
Current Month 2015	822	409	165	122	103	2,892
Difference	109	38	1	12	36	159
% Change	13%	9%	1%	10%	35%	5%
Year To Date 2016	2,955	1,261	516	425	378	9,372
Year To Date 2015	2,672	1,226	490	397	341	8,831
Difference	283	35	26	28	37	541
% Change	11%	3%	5%	7%	11%	6%
<b>Average Sale Price</b>						
Current Month 2016	\$163,527	\$169,058	\$224,149	\$169,600	\$132,683	\$195,394
Current Month 2015	\$155,493	\$156,248	\$191,651	\$158,611	\$127,190	\$182,453
Difference	8,034	12,810	32,498	10,990	5,493	12,941
% Change	5%	8%	17%	7%	4%	7%
Year To Date 2016	\$150,794	\$163,019	\$200,035	\$161,484	\$126,976	\$183,166
Year To Date 2015	\$143,617	\$149,961	\$192,333	\$157,910	\$117,971	\$174,791
Difference	7,177	13,058	7,702	3,574	9,004	8,375
% Change	5%	9%	4%	2%	8%	5%

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