

## Heartland MLS Statistics - Missouri Total

Month of May 2014

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
<b>Current Inventory</b>	4,481	2,063	907	755	1,014	14,651
<b>New Listings This Month</b>	1,432	641	291	227	234	4,973
<b>Show for Backup This Month</b>	324	121	42	49	20	1,030
<b>Pending Contracts</b>						
Current Month 2014	746	390	164	120	127	2,690
Current Month 2013	905	441	197	133	142	3,417
Difference	-159	-51	-33	-13	-15	-727
% Change	-18%	-12%	-17%	-10%	-11%	-21%
Year To Date 2014	3,920	1,839	812	570	537	13,666
Year To Date 2013	4,225	1,869	831	553	638	14,613
Difference	-305	-30	-19	17	-101	-947
% Change	-7%	-2%	-2%	3%	-16%	-6%
<b>Closed Sales</b>						
Current Month 2014	953	471	190	149	137	3,391
Current Month 2013	918	449	199	140	133	3,415
Difference	35	22	-9	9	4	-24
% Change	4%	5%	-5%	6%	3%	-1%
Year To Date 2014	3,567	1,609	684	507	476	11,942
Year To Date 2013	3,707	1,559	706	485	574	12,203
Difference	-140	50	-22	22	-98	-261
% Change	-4%	3%	-3%	5%	-17%	-2%
<b>Average Sale Price</b>						
Current Month 2014	\$159,989	\$174,697	\$232,867	\$163,390	\$132,123	\$197,838
Current Month 2013	\$147,292	\$165,266	\$202,064	\$165,795	\$124,068	\$190,734
Difference	12,697	9,431	30,803	-2,405	8,056	7,104
% Change	9%	6%	15%	-1%	6%	4%
Year To Date 2014	\$144,598	\$168,298	\$211,214	\$150,191	\$118,951	\$183,494
Year To Date 2013	\$128,622	\$150,850	\$192,775	\$147,372	\$113,307	\$171,662
Difference	15,976	17,448	18,440	2,819	5,644	11,832
% Change	12%	12%	10%	2%	5%	7%

**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 May 2014

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
<b>Current Inventory</b>	258	242	131	90	33	1,382
<b>New Listings This Month</b>	40	55	32	9	4	277
<b>Show for Backup This Month</b>	8	7	2	2	0	29
<b>Pending Contracts</b>						
Current Month 2014	32	47	32	7	3	244
Current Month 2013	46	55	30	6	7	322
Difference	-14	-8	2	1	-4	-78
% Change	-30%	-15%	7%	17%	-57%	-24%
Year To Date 2014	196	234	144	38	11	1,250
Year To Date 2013	206	257	127	38	37	1,368
Difference	-10	-23	17	0	-26	-118
% Change	-5%	-9%	13%	0%	-70%	-9%
<b>Closed Sales</b>						
Current Month 2014	36	54	39	8	3	277
Current Month 2013	29	57	25	15	9	283
Difference	7	-3	14	-7	-6	-6
% Change	24%	-5%	56%	-47%	-67%	-2%
Year To Date 2014	172	209	111	28	12	1,006
Year To Date 2013	162	185	105	38	27	1,029
Difference	10	24	6	-10	-15	-23
% Change	6%	13%	6%	-26%	-56%	-2%
<b>Average Sale Price</b>						
Current Month 2014	\$331,342	\$296,786	\$370,558	\$442,499	\$247,000	\$363,499
Current Month 2013	\$290,630	\$292,257	\$318,334	\$344,168	\$213,381	\$338,052
Difference	40,712	4,529	52,223	98,331	33,619	25,447
% Change	14%	2%	16%	29%	16%	8%
Year To Date 2014	\$304,952	\$289,712	\$350,307	\$341,429	\$240,530	\$350,410
Year To Date 2013	\$305,977	\$279,425	\$328,986	\$330,717	\$204,358	\$338,135
Difference	-1,026	10,287	21,321	10,712	36,172	12,275
% Change	0%	4%	6%	3%	18%	4%

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## Heartland MLS Statistics - Missouri Resale

Month of May 2014

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
<b>Current Inventory</b>	4,223	1,821	776	665	975	13,263
<b>New Listings This Month</b>	1,392	586	259	218	223	4,689
<b>Show for Backup This Month</b>	316	114	40	47	20	1,001
<b>Pending Contracts</b>						
Current Month 2014	714	343	132	113	121	2,443
Current Month 2013	859	386	167	127	135	3,095
Difference	-145	-43	-35	-14	-14	-652
% Change	-17%	-11%	-21%	-11%	-10%	-21%
Year To Date 2014	3,724	1,605	668	532	522	12,412
Year To Date 2013	4,019	1,612	704	515	601	13,245
Difference	-295	-7	-36	17	-79	-833
% Change	-7%	0%	-5%	3%	-13%	-6%
<b>Closed Sales</b>						
Current Month 2014	917	417	151	141	131	3,111
Current Month 2013	889	392	174	125	124	3,132
Difference	28	25	-23	16	7	-21
% Change	3%	6%	-13%	13%	6%	-1%
Year To Date 2014	3,395	1,400	573	479	461	10,933
Year To Date 2013	3,545	1,374	601	447	547	11,174
Difference	-150	26	-28	32	-86	-241
% Change	-4%	2%	-5%	7%	-16%	-2%
<b>Average Sale Price</b>						
Current Month 2014	\$153,262	\$158,887	\$197,304	\$147,554	\$128,763	\$183,121
Current Month 2013	\$142,616	\$146,801	\$185,358	\$144,390	\$117,585	\$177,423
Difference	10,646	12,086	11,946	3,164	11,178	5,698
% Change	7%	8%	6%	2%	10%	3%
Year To Date 2014	\$136,474	\$150,173	\$184,270	\$139,012	\$115,494	\$168,140
Year To Date 2013	\$120,517	\$133,539	\$168,977	\$131,785	\$108,813	\$156,331
Difference	15,957	16,634	15,292	7,226	6,681	11,809
% Change	13%	12%	9%	5%	6%	8%

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