

## Heartland MLS Statistics - Missouri Total

Month of May 2015

|                                   | Jackson Co. | Clay/Ray Co. | Platte Co. | Cass Co.  | Other Co. | Heartland |
|-----------------------------------|-------------|--------------|------------|-----------|-----------|-----------|
| <b>Current Inventory</b>          | 4,076       | 1,758        | 786        | 633       | 829       | 13,162    |
| <b>New Listings This Month</b>    | 1,533       | 634          | 292        | 208       | 176       | 4,955     |
| <b>Show for Backup This Month</b> | 349         | 145          | 45         | 52        | 22        | 1,104     |
| <b>Pending Contracts</b>          |             |              |            |           |           |           |
| Current Month 2015                | 781         | 389          | 168        | 112       | 103       | 2,760     |
| Current Month 2014                | 983         | 487          | 190        | 160       | 144       | 3,515     |
| Difference                        | -202        | -98          | -22        | -48       | -41       | -755      |
| % Change                          | -21%        | -20%         | -12%       | -30%      | -28%      | -21%      |
| Year To Date 2015                 | 4,283       | 2,247        | 982        | 664       | 547       | 15,576    |
| Year To Date 2014                 | 4,183       | 1,967        | 835        | 611       | 571       | 14,612    |
| Difference                        | 100         | 280          | 147        | 53        | -24       | 964       |
| % Change                          | 2%          | 14%          | 18%        | 9%        | -4%       | 7%        |
| <b>Closed Sales</b>               |             |              |            |           |           |           |
| Current Month 2015                | 1,024       | 513          | 234        | 162       | 117       | 3,787     |
| Current Month 2014                | 963         | 473          | 192        | 151       | 139       | 3,430     |
| Difference                        | 61          | 40           | 42         | 11        | -22       | 357       |
| % Change                          | 6%          | 8%           | 22%        | 7%        | -16%      | 10%       |
| Year To Date 2015                 | 3,835       | 1,897        | 812        | 594       | 465       | 13,486    |
| Year To Date 2014                 | 3,585       | 1,616        | 687        | 511       | 478       | 12,006    |
| Difference                        | 250         | 281          | 125        | 83        | -13       | 1,480     |
| % Change                          | 7%          | 17%          | 18%        | 16%       | -3%       | 12%       |
| <b>Average Sale Price</b>         |             |              |            |           |           |           |
| Current Month 2015                | \$167,817   | \$191,811    | \$238,664  | \$187,472 | \$140,032 | \$207,843 |
| Current Month 2014                | \$159,654   | \$174,568    | \$232,822  | \$161,435 | \$132,629 | \$197,380 |
| Difference                        | 8,163       | 17,243       | 5,842      | 26,038    | 7,403     | 10,463    |
| % Change                          | 5%          | 10%          | 3%         | 16%       | 6%        | 5%        |
| Year To Date 2015                 | \$156,908   | \$172,712    | \$220,520  | \$175,930 | \$124,838 | \$196,688 |
| Year To Date 2014                 | \$144,555   | \$168,163    | \$211,260  | \$149,378 | \$119,153 | \$183,331 |
| Difference                        | 12,353      | 4,549        | 9,260      | 26,553    | 5,684     | 13,357    |
| % Change                          | 9%          | 3%           | 4%         | 18%       | 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 2015

|                                   | Jackson Co. | Clay/Ray Co. | Platte Co. | Cass Co.  | Other Co. | Heartland |
|-----------------------------------|-------------|--------------|------------|-----------|-----------|-----------|
| <b>Current Inventory</b>          | 295         | 262          | 105        | 68        | 28        | 1,471     |
| <b>New Listings This Month</b>    | 72          | 63           | 33         | 11        | 4         | 328       |
| <b>Show for Backup This Month</b> | 9           | 6            | 0          | 0         | 1         | 26        |
| <b>Pending Contracts</b>          |             |              |            |           |           |           |
| Current Month 2015                | 61          | 69           | 29         | 13        | 0         | 327       |
| Current Month 2014                | 41          | 53           | 32         | 9         | 2         | 265       |
| Difference                        | 20          | 16           | -3         | 4         | 0         | 62        |
| % Change                          | 49%         | 30%          | -9%        | 44%       | 0%        | 23%       |
| Year To Date 2015                 | 256         | 336          | 167        | 65        | 15        | 1,636     |
| Year To Date 2014                 | 217         | 245          | 142        | 40        | 12        | 1,284     |
| Difference                        | 39          | 91           | 25         | 25        | 3         | 352       |
| % Change                          | 18%         | 37%          | 18%        | 63%       | 25%       | 27%       |
| <b>Closed Sales</b>               |             |              |            |           |           |           |
| Current Month 2015                | 51          | 68           | 38         | 14        | 10        | 356       |
| Current Month 2014                | 36          | 54           | 39         | 8         | 3         | 277       |
| Difference                        | 15          | 14           | -1         | 6         | 7         | 79        |
| % Change                          | 42%         | 26%          | -3%        | 75%       | 233%      | 29%       |
| Year To Date 2015                 | 199         | 233          | 126        | 50        | 16        | 1,247     |
| Year To Date 2014                 | 175         | 209          | 111        | 28        | 12        | 1,010     |
| Difference                        | 24          | 24           | 15         | 22        | 4         | 237       |
| % Change                          | 14%         | 11%          | 14%        | 79%       | 33%       | 23%       |
| <b>Average Sale Price</b>         |             |              |            |           |           |           |
| Current Month 2015                | \$306,082   | \$281,710    | \$340,476  | \$312,420 | \$238,043 | \$338,120 |
| Current Month 2014                | \$332,566   | \$296,786    | \$372,381  | \$442,499 | \$247,000 | \$363,915 |
| Difference                        | -26,484     | -15,075      | -31,905    | -130,079  | -8,957    | -25,795   |
| % Change                          | -8%         | -5%          | -9%        | -29%      | -4%       | -7%       |
| Year To Date 2015                 | \$316,326   | \$280,874    | \$332,621  | \$319,968 | \$230,866 | \$356,337 |
| Year To Date 2014                 | \$302,897   | \$289,712    | \$350,947  | \$341,429 | \$240,530 | \$349,895 |
| Difference                        | 13,428      | -8,838       | -18,327    | -21,461   | -9,664    | 6,442     |
| % Change                          | 4%          | -3%          | -5%        | -6%       | -4%       | 2%        |

**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 Resale

Month of May 2015

|                                   | Jackson Co. | Clay/Ray Co. | Platte Co. | Cass Co.  | Other Co. | Heartland |
|-----------------------------------|-------------|--------------|------------|-----------|-----------|-----------|
| <b>Current Inventory</b>          | 3,781       | 1,496        | 681        | 565       | 799       | 11,690    |
| <b>New Listings This Month</b>    | 1,461       | 571          | 259        | 197       | 172       | 4,627     |
| <b>Show for Backup This Month</b> | 340         | 139          | 45         | 52        | 21        | 1,078     |
| <b>Pending Contracts</b>          |             |              |            |           |           |           |
| Current Month 2015                | 720         | 320          | 139        | 99        | 103       | 2,433     |
| Current Month 2014                | 942         | 434          | 158        | 151       | 139       | 3,247     |
| Difference                        | -222        | -114         | -19        | -52       | -36       | -814      |
| % Change                          | -24%        | -26%         | -12%       | -34%      | -26%      | -25%      |
| Year To Date 2015                 | 4,027       | 1,911        | 815        | 599       | 531       | 13,939    |
| Year To Date 2014                 | 3,966       | 1,722        | 693        | 571       | 554       | 13,323    |
| Difference                        | 61          | 189          | 122        | 28        | -23       | 616       |
| % Change                          | 2%          | 11%          | 18%        | 5%        | -4%       | 5%        |
| <b>Closed Sales</b>               |             |              |            |           |           |           |
| Current Month 2015                | 973         | 445          | 196        | 148       | 107       | 3,431     |
| Current Month 2014                | 927         | 419          | 153        | 143       | 133       | 3,150     |
| Difference                        | 46          | 26           | 43         | 5         | -26       | 281       |
| % Change                          | 5%          | 6%           | 28%        | 3%        | -20%      | 9%        |
| Year To Date 2015                 | 3,636       | 1,664        | 686        | 544       | 448       | 12,238    |
| Year To Date 2014                 | 3,410       | 1,407        | 576        | 483       | 463       | 10,993    |
| Difference                        | 226         | 257          | 110        | 61        | -15       | 1,245     |
| % Change                          | 7%          | 18%          | 19%        | 13%       | -3%       | 11%       |
| <b>Average Sale Price</b>         |             |              |            |           |           |           |
| Current Month 2015                | \$160,570   | \$178,073    | \$218,924  | \$175,653 | \$130,872 | \$194,326 |
| Current Month 2014                | \$152,939   | \$158,816    | \$197,248  | \$145,711 | \$129,342 | \$182,768 |
| Difference                        | 7,631       | 19,257       | 21,676     | 29,942    | 1,530     | 11,558    |
| % Change                          | 5%          | 12%          | 11%        | 21%       | 1%        | 6%        |
| Year To Date 2015                 | \$148,183   | \$157,567    | \$199,931  | \$162,692 | \$121,053 | \$180,426 |
| Year To Date 2014                 | \$136,429   | \$150,108    | \$184,341  | \$138,244 | \$115,717 | \$168,033 |
| Difference                        | 11,754      | 7,459        | 15,590     | 24,447    | 5,335     | 12,394    |
| % Change                          | 9%          | 5%           | 8%         | 18%       | 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**