

Heartland MLS Statistics - Missouri Total
Month of May 2016

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	3,249	1,356	802	518	702	11,010
New Listings This Month	1,369	661	324	229	183	4,743
Show for Backup This Month	457	162	66	61	34	1,255
Pending Contracts						
Current Month 2016	713	420	204	114	122	2,818
Current Month 2015	1,059	514	209	165	116	3,697
Difference	-346	-94	-5	-51	6	-879
% Change	-33%	-18%	-2%	-31%	5%	-24%
Year To Date 2016	4,587	2,436	1,075	680	640	16,464
Year To Date 2015	4,633	2,404	1,033	730	566	16,751
Difference	-46	32	42	-50	74	-287
% Change	-1%	1%	4%	-7%	13%	-2%
Closed Sales						
Current Month 2016	1,104	604	267	159	148	3,924
Current Month 2015	1,037	519	236	163	116	3,824
Difference	67	85	31	-4	32	100
% Change	6%	16%	13%	-2%	28%	3%
Year To Date 2016	4,258	2,084	888	627	538	14,349
Year To Date 2015	3,859	1,913	815	596	464	13,554
Difference	399	171	73	31	74	795
% Change	10%	9%	9%	5%	16%	6%
Average Sale Price						
Current Month 2016	\$185,789	\$188,924	\$249,532	\$199,152	\$138,893	\$218,838
Current Month 2015	\$167,185	\$192,003	\$239,035	\$187,549	\$138,722	\$207,431
Difference	18,604	-3,078	10,498	11,603	170	11,406
% Change	11%	-2%	4%	6%	0%	5%
Year To Date 2016	\$167,229	\$184,789	\$235,796	\$179,837	\$131,746	\$205,530
Year To Date 2015	\$156,843	\$173,068	\$220,823	\$175,982	\$124,477	\$196,531
Difference	10,386	11,721	14,973	3,855	7,268	8,999
% Change	7%	7%	7%	2%	6%	5%

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 2016

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	314	248	123	87	22	1,549
New Listings This Month	52	62	34	34	4	335
Show for Backup This Month	9	13	5	2	0	47
Pending Contracts						
Current Month 2016	37	57	38	20	2	306
Current Month 2015	71	78	28	13	0	359
Difference	-34	-21	10	7	0	-53
% Change	-48%	-27%	36%	54%	0%	-15%
Year To Date 2016	275	388	190	78	15	1,781
Year To Date 2015	277	347	166	64	15	1,693
Difference	-2	41	24	14	0	88
% Change	-1%	12%	14%	22%	0%	5%
Closed Sales						
Current Month 2016	56	73	42	19	3	346
Current Month 2015	51	70	39	14	10	359
Difference	5	3	3	5	-7	-13
% Change	10%	4%	8%	36%	-70%	-4%
Year To Date 2016	245	290	147	60	14	1,364
Year To Date 2015	201	238	128	50	16	1,257
Difference	44	52	19	10	-2	107
% Change	22%	22%	15%	20%	-13%	9%
Average Sale Price						
Current Month 2016	\$339,441	\$297,572	\$333,801	\$357,886	\$217,000	\$369,693
Current Month 2015	\$306,082	\$281,826	\$338,668	\$312,420	\$238,043	\$337,638
Difference	33,359	15,746	-4,866	45,466	-21,043	32,055
% Change	11%	6%	-1%	15%	-9%	9%
Year To Date 2016	\$321,800	\$298,871	\$364,375	\$317,106	\$198,094	\$363,572
Year To Date 2015	\$317,178	\$282,795	\$332,215	\$319,968	\$230,866	\$356,460
Difference	4,621	16,076	32,161	-2,862	-32,772	7,112
% Change	1%	6%	10%	-1%	-14%	2%

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Heartland MLS Statistics - Missouri Resale

Month of May 2016

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	2,935	1,108	679	431	680	9,461
New Listings This Month	1,317	599	290	195	179	4,408
Show for Backup This Month	448	149	61	59	34	1,208
Pending Contracts						
Current Month 2016	676	363	166	94	120	2,512
Current Month 2015	988	436	181	152	116	3,338
Difference	-312	-73	-15	-58	4	-826
% Change	-32%	-17%	-8%	-38%	3%	-25%
Year To Date 2016	4,312	2,048	885	602	625	14,683
Year To Date 2015	4,356	2,057	867	666	550	15,057
Difference	-44	-9	18	-64	75	-374
% Change	-1%	0%	2%	-10%	14%	-2%
Closed Sales						
Current Month 2016	1,048	531	225	140	145	3,578
Current Month 2015	986	449	197	149	106	3,465
Difference	62	82	28	-9	39	113
% Change	6%	18%	14%	-6%	37%	3%
Year To Date 2016	4,013	1,794	741	567	524	12,985
Year To Date 2015	3,658	1,675	687	546	447	12,296
Difference	355	119	54	21	77	689
% Change	10%	7%	8%	4%	17%	6%
Average Sale Price						
Current Month 2016	\$177,579	\$173,988	\$233,802	\$177,610	\$137,276	\$204,250
Current Month 2015	\$160,001	\$177,999	\$219,311	\$175,816	\$129,352	\$193,941
Difference	17,578	-4,011	14,492	1,793	7,924	10,309
% Change	11%	-2%	7%	1%	6%	5%
Year To Date 2016	\$157,792	\$166,348	\$210,288	\$165,311	\$129,973	\$188,928
Year To Date 2015	\$148,033	\$157,477	\$200,069	\$162,796	\$120,670	\$180,188
Difference	9,759	8,871	10,219	2,515	9,303	8,741
% Change	7%	6%	5%	2%	8%	5%

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