

Heartland MLS Statistics - Missouri Total

Month of June 2014

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	4,440	2,087	945	705	1,010	14,644
New Listings This Month	1,274	580	281	181	241	4,520
Show for Backup This Month	326	142	44	44	18	1,017
Pending Contracts						
Current Month 2014	663	329	158	89	119	2,455
Current Month 2013	819	423	166	128	88	3,068
Difference	-156	-94	-8	-39	31	-613
% Change	-19%	-22%	-5%	-30%	35%	-20%
Year To Date 2014	4,805	2,259	990	692	679	16,902
Year To Date 2013	5,044	2,292	996	681	724	17,678
Difference	-239	-33	-6	11	-45	-776
% Change	-5%	-1%	-1%	2%	-6%	-4%
Closed Sales						
Current Month 2014	921	455	191	157	132	3,507
Current Month 2013	860	408	193	127	117	3,245
Difference	61	47	-2	30	15	262
% Change	7%	12%	-1%	24%	13%	8%
Year To Date 2014	4,496	2,066	876	665	609	15,479
Year To Date 2013	4,567	1,967	899	612	691	15,448
Difference	-71	99	-23	53	-82	31
% Change	-2%	5%	-3%	9%	-12%	0%
Average Sale Price						
Current Month 2014	\$149,493	\$174,873	\$229,309	\$171,078	\$138,518	\$201,807
Current Month 2013	\$151,404	\$173,817	\$229,313	\$166,128	\$114,965	\$195,620
Difference	-1,910	1,056	-4	4,950	23,554	6,187
% Change	-1%	1%	0%	3%	20%	3%
Year To Date 2014	\$145,569	\$169,744	\$215,193	\$155,025	\$123,448	\$187,628
Year To Date 2013	\$132,912	\$155,614	\$200,619	\$151,264	\$113,588	\$176,694
Difference	12,657	14,130	14,574	3,762	9,860	10,934
% Change	10%	9%	7%	2%	9%	6%

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 June 2014

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	253	232	140	84	30	1,392
New Listings This Month	50	54	41	4	8	318
Show for Backup This Month	10	7	0	1	0	23
Pending Contracts						
Current Month 2014	45	48	35	6	7	264
Current Month 2013	43	44	26	4	6	255
Difference	2	4	9	2	1	9
% Change	5%	9%	35%	50%	17%	4%
Year To Date 2014	248	293	177	47	18	1,538
Year To Date 2013	249	301	153	42	43	1,623
Difference	-1	-8	24	5	-25	-85
% Change	0%	-3%	16%	12%	-58%	-5%
Closed Sales						
Current Month 2014	35	50	24	12	3	275
Current Month 2013	37	50	24	12	2	243
Difference	-2	0	0	0	1	32
% Change	-5%	0%	0%	0%	50%	13%
Year To Date 2014	207	259	135	40	15	1,282
Year To Date 2013	199	235	129	50	29	1,272
Difference	8	24	6	-10	-14	10
% Change	4%	10%	5%	-20%	-48%	1%
Average Sale Price						
Current Month 2014	\$278,161	\$299,338	\$366,596	\$298,276	\$256,683	\$363,594
Current Month 2013	\$299,173	\$290,337	\$326,195	\$303,899	\$276,012	\$335,437
Difference	-21,012	9,001	40,401	-5,623	-19,329	28,158
% Change	-7%	3%	12%	-2%	-7%	8%
Year To Date 2014	\$300,422	\$291,570	\$353,203	\$328,483	\$243,760	\$353,164
Year To Date 2013	\$304,712	\$281,746	\$328,466	\$324,281	\$209,299	\$337,619
Difference	-4,290	9,824	24,736	4,203	34,461	15,544
% Change	-1%	3%	8%	1%	16%	5%

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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 June 2014

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	4,187	1,855	805	621	975	13,247
New Listings This Month	1,224	526	240	177	233	4,202
Show for Backup This Month	316	135	44	43	18	994
Pending Contracts						
Current Month 2014	618	281	123	83	112	2,191
Current Month 2013	776	379	140	124	82	2,813
Difference	-158	-98	-17	-41	30	-622
% Change	-20%	-26%	-12%	-33%	37%	-22%
Year To Date 2014	4,557	1,966	813	645	657	15,360
Year To Date 2013	4,795	1,991	843	639	681	16,055
Difference	-238	-25	-30	6	-24	-695
% Change	-5%	-1%	-4%	1%	-4%	-4%
Closed Sales						
Current Month 2014	886	405	167	145	128	3,231
Current Month 2013	823	358	169	115	115	3,002
Difference	63	47	-2	30	13	229
% Change	8%	13%	-1%	26%	11%	8%
Year To Date 2014	4,289	1,807	741	625	590	14,193
Year To Date 2013	4,368	1,732	770	562	662	14,176
Difference	-79	75	-29	63	-72	17
% Change	-2%	4%	-4%	11%	-11%	0%
Average Sale Price						
Current Month 2014	\$144,411	\$159,507	\$209,579	\$160,551	\$135,835	\$188,059
Current Month 2013	\$144,761	\$157,543	\$215,555	\$151,752	\$112,164	\$184,302
Difference	-350	1,964	-5,976	8,800	23,671	3,757
% Change	0%	1%	-3%	6%	21%	2%
Year To Date 2014	\$138,095	\$152,282	\$190,049	\$143,924	\$120,176	\$172,685
Year To Date 2013	\$125,085	\$138,500	\$179,200	\$135,871	\$109,395	\$162,255
Difference	13,010	13,782	10,849	8,053	10,781	10,431
% Change	10%	10%	6%	6%	10%	6%

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