

**Heartland MLS Statistics - Missouri Total**  
**Month of June 2015**

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
<b>Current Inventory</b>	4,033	1,692	800	618	803	12,882
<b>New Listings This Month</b>	1,375	622	293	189	202	4,646
<b>Show for Backup This Month</b>	335	152	46	56	33	1,043
<b>Pending Contracts</b>						
Current Month 2015	755	376	157	106	102	2,679
Current Month 2014	887	454	203	127	127	3,282
Difference	-132	-78	-46	-21	-25	-603
% Change	-15%	-17%	-23%	-17%	-20%	-18%
Year To Date 2015	5,347	2,761	1,180	827	669	19,263
Year To Date 2014	5,067	2,419	1,038	738	698	17,886
Difference	280	342	142	89	-29	1,377
% Change	6%	14%	14%	12%	-4%	8%
<b>Closed Sales</b>						
Current Month 2015	1,075	570	226	180	143	3,953
Current Month 2014	935	464	193	157	140	3,553
Difference	140	106	33	23	3	400
% Change	15%	23%	17%	15%	2%	11%
Year To Date 2015	4,919	2,475	1,040	776	607	17,471
Year To Date 2014	4,520	2,080	880	668	618	15,559
Difference	399	395	160	108	-11	1,912
% Change	9%	19%	18%	16%	-2%	12%
<b>Average Sale Price</b>						
Current Month 2015	\$171,531	\$185,492	\$222,215	\$174,499	\$130,741	\$212,798
Current Month 2014	\$149,618	\$174,965	\$228,538	\$171,078	\$139,605	\$201,480
Difference	21,914	10,527	-6,324	3,421	-8,864	11,318
% Change	15%	6%	-3%	2%	-6%	6%
Year To Date 2015	\$160,154	\$175,751	\$221,008	\$175,638	\$125,953	\$200,346
Year To Date 2014	\$145,602	\$169,680	\$215,049	\$154,478	\$123,786	\$187,475
Difference	14,552	6,070	5,958	21,160	2,167	12,871
% Change	10%	4%	3%	14%	2%	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 June 2015**

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
<b>Current Inventory</b>	293	250	105	75	24	1,436
<b>New Listings This Month</b>	60	63	27	14	3	317
<b>Show for Backup This Month</b>	8	6	0	2	1	32
<b>Pending Contracts</b>						
Current Month 2015	41	59	18	8	5	269
Current Month 2014	50	58	36	7	6	283
Difference	-9	1	-18	1	-1	-14
% Change	-18%	2%	-50%	14%	-17%	-5%
Year To Date 2015	310	404	185	73	20	1,943
Year To Date 2014	266	302	178	47	18	1,563
Difference	44	102	7	26	2	380
% Change	17%	34%	4%	55%	11%	24%
<b>Closed Sales</b>						
Current Month 2015	54	70	23	18	3	327
Current Month 2014	36	50	24	12	3	276
Difference	18	20	-1	6	0	51
% Change	50%	40%	-4%	50%	0%	18%
Year To Date 2015	254	306	150	68	19	1,579
Year To Date 2014	211	259	135	40	15	1,286
Difference	43	47	15	28	4	293
% Change	20%	18%	11%	70%	27%	23%
<b>Average Sale Price</b>						
Current Month 2015	\$327,122	\$291,897	\$360,157	\$278,461	\$235,253	\$355,899
Current Month 2014	\$277,210	\$299,338	\$366,596	\$298,276	\$256,683	\$363,160
Difference	49,913	-7,441	-6,439	-19,815	-21,430	-7,262
% Change	18%	-2%	-2%	-7%	-8%	-2%
Year To Date 2015	\$318,596	\$283,748	\$336,425	\$308,981	\$231,559	\$356,150
Year To Date 2014	\$298,515	\$291,570	\$353,729	\$328,483	\$243,760	\$352,742
Difference	20,081	-7,822	-17,305	-19,502	-12,202	3,408
% Change	7%	-3%	-5%	-6%	-5%	1%

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## Heartland MLS Statistics - Missouri Resale

Month of June 2015

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
<b>Current Inventory</b>	3,740	1,442	695	543	777	11,444
<b>New Listings This Month</b>	1,315	559	266	175	199	4,329
<b>Show for Backup This Month</b>	327	146	46	54	32	1,011
<b>Pending Contracts</b>						
Current Month 2015	714	317	139	98	97	2,410
Current Month 2014	837	396	167	120	121	2,999
Difference	-123	-79	-28	-22	-24	-589
% Change	-15%	-20%	-17%	-18%	-20%	-20%
Year To Date 2015	5,037	2,357	995	754	648	17,319
Year To Date 2014	4,801	2,117	860	691	675	16,318
Difference	236	240	135	63	-27	1,001
% Change	5%	11%	16%	9%	-4%	6%
<b>Closed Sales</b>						
Current Month 2015	1,021	500	203	162	140	3,626
Current Month 2014	899	414	169	145	136	3,276
Difference	122	86	34	17	4	350
% Change	14%	21%	20%	12%	3%	11%
Year To Date 2015	4,665	2,169	890	708	587	15,891
Year To Date 2014	4,309	1,821	745	628	599	14,269
Difference	356	348	145	80	-12	1,622
% Change	8%	19%	19%	13%	-2%	11%
<b>Average Sale Price</b>						
Current Month 2015	\$163,302	\$170,595	\$206,586	\$162,948	\$128,502	\$199,893
Current Month 2014	\$144,509	\$159,944	\$208,933	\$160,551	\$137,112	\$187,881
Difference	18,794	10,651	-2,347	2,396	-8,610	12,012
% Change	13%	7%	-1%	1%	-6%	6%
Year To Date 2015	\$151,527	\$160,515	\$201,555	\$162,831	\$122,538	\$184,870
Year To Date 2014	\$138,115	\$152,344	\$189,919	\$143,395	\$120,575	\$172,590
Difference	13,413	8,170	11,636	19,436	1,963	12,280
% Change	10%	5%	6%	14%	2%	7%

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