

Heartland MLS Statistics - Missouri Total

Month of June 2016

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	3,193	1,361	774	535	699	11,027
New Listings This Month	1,409	625	324	197	200	4,842
Show for Backup This Month	346	148	52	56	37	1,106
Pending Contracts						
Current Month 2016	700	396	214	101	120	2,688
Current Month 2015	1,029	498	191	156	131	3,558
Difference	-329	-102	23	-55	-11	-870
% Change	-32%	-20%	12%	-35%	-8%	-24%
Year To Date 2016	5,690	2,968	1,340	840	786	20,321
Year To Date 2015	5,662	2,901	1,223	885	697	20,304
Difference	28	67	117	-45	89	17
% Change	0%	2%	10%	-5%	13%	0%
Closed Sales						
Current Month 2016	1,154	635	286	163	178	4,300
Current Month 2015	1,086	577	228	184	146	4,014
Difference	68	58	58	-21	32	286
% Change	6%	10%	25%	-11%	22%	7%
Year To Date 2016	5,428	2,721	1,175	791	719	18,692
Year To Date 2015	4,945	2,490	1,043	780	610	17,568
Difference	483	231	132	11	109	1,124
% Change	10%	9%	13%	1%	18%	6%
Average Sale Price						
Current Month 2016	\$188,056	\$195,644	\$241,491	\$221,921	\$144,078	\$229,822
Current Month 2015	\$170,762	\$184,674	\$220,676	\$173,221	\$131,297	\$212,107
Difference	17,293	10,970	20,815	48,700	12,781	17,715
% Change	10%	6%	9%	28%	10%	8%
Year To Date 2016	\$171,487	\$187,358	\$237,070	\$188,381	\$134,563	\$211,060
Year To Date 2015	\$159,900	\$175,757	\$220,791	\$175,331	\$126,110	\$200,090
Difference	11,587	11,601	16,279	13,050	8,454	10,970
% Change	7%	7%	7%	7%	7%	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 June 2016

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	295	244	121	84	24	1,515
New Listings This Month	57	71	33	12	4	348
Show for Backup This Month	7	9	1	1	0	30
Pending Contracts						
Current Month 2016	51	48	37	15	3	296
Current Month 2015	48	61	17	9	6	291
Difference	3	-13	20	6	-3	5
% Change	6%	-21%	118%	67%	-50%	2%
Year To Date 2016	345	450	230	96	18	2,139
Year To Date 2015	325	407	182	73	21	1,982
Difference	20	43	48	23	-3	157
% Change	6%	11%	26%	32%	-14%	8%
Closed Sales						
Current Month 2016	67	87	42	15	2	389
Current Month 2015	54	71	22	18	3	330
Difference	13	16	20	-3	-1	59
% Change	24%	23%	91%	-17%	-33%	18%
Year To Date 2016	313	377	189	75	16	1,757
Year To Date 2015	255	309	150	68	19	1,587
Difference	58	68	39	7	-3	170
% Change	23%	22%	26%	10%	-16%	11%
Average Sale Price						
Current Month 2016	\$340,603	\$305,834	\$379,735	\$377,822	\$296,819	\$383,483
Current Month 2015	\$327,122	\$288,321	\$360,897	\$278,461	\$235,253	\$354,251
Difference	13,481	17,512	18,838	99,361	61,565	29,232
% Change	4%	6%	5%	36%	26%	8%
Year To Date 2016	\$325,914	\$300,478	\$367,789	\$329,249	\$210,435	\$367,927
Year To Date 2015	\$319,284	\$284,065	\$336,421	\$308,981	\$231,559	\$356,000
Difference	6,630	16,413	31,367	20,268	-21,124	11,927
% Change	2%	6%	9%	7%	-9%	3%

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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 2016

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	2,898	1,117	653	451	675	9,512
New Listings This Month	1,352	554	291	185	196	4,494
Show for Backup This Month	339	139	51	55	37	1,076
Pending Contracts						
Current Month 2016	649	348	177	86	117	2,392
Current Month 2015	981	437	174	147	125	3,267
Difference	-332	-89	3	-61	-8	-875
% Change	-34%	-20%	2%	-41%	-6%	-27%
Year To Date 2016	5,345	2,518	1,110	744	768	18,182
Year To Date 2015	5,337	2,494	1,041	812	675	18,321
Difference	8	24	69	-68	93	-139
% Change	0%	1%	7%	-8%	14%	-1%
Closed Sales						
Current Month 2016	1,087	548	244	148	176	3,911
Current Month 2015	1,032	506	206	166	143	3,684
Difference	55	42	38	-18	33	227
% Change	5%	8%	18%	-11%	23%	6%
Year To Date 2016	5,115	2,344	986	716	703	16,935
Year To Date 2015	4,690	2,181	893	712	590	15,980
Difference	425	163	93	4	113	955
% Change	9%	7%	10%	1%	19%	6%
Average Sale Price						
Current Month 2016	\$178,653	\$178,151	\$217,695	\$206,120	\$142,342	\$214,538
Current Month 2015	\$162,581	\$170,131	\$205,701	\$161,810	\$129,117	\$199,374
Difference	16,072	8,020	11,994	44,310	13,226	15,164
% Change	10%	5%	6%	27%	10%	8%
Year To Date 2016	\$162,037	\$169,164	\$212,013	\$173,625	\$132,837	\$194,785
Year To Date 2015	\$151,234	\$160,412	\$201,368	\$162,566	\$122,717	\$184,611
Difference	10,803	8,752	10,645	11,059	10,119	10,175
% Change	7%	5%	5%	7%	8%	6%

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