

Heartland MLS Statistics - Missouri Total

Month of July 2014

| | Jackson Co. | Clay/Ray Co. | Platte Co. | Cass Co. | Other Co. | Heartland |
|-----------------------------------|-------------|--------------|------------|-----------|-----------|-----------|
| Current Inventory | 4,482 | 2,020 | 938 | 713 | 970 | 14,566 |
| New Listings This Month | 1,357 | 566 | 264 | 186 | 186 | 4,492 |
| Show for Backup This Month | 248 | 106 | 27 | 36 | 26 | 803 |
| Pending Contracts | | | | | | |
| Current Month 2014 | 620 | 318 | 151 | 95 | 90 | 2,334 |
| Current Month 2013 | 860 | 418 | 175 | 135 | 117 | 3,092 |
| Difference | -240 | -100 | -24 | -40 | -27 | -758 |
| % Change | -28% | -24% | -14% | -30% | -23% | -25% |
| Year To Date 2014 | 5,676 | 2,694 | 1,181 | 832 | 791 | 20,091 |
| Year To Date 2013 | 5,902 | 2,710 | 1,171 | 816 | 841 | 20,768 |
| Difference | -226 | -16 | 10 | 16 | -50 | -677 |
| % Change | -4% | -1% | 1% | 2% | -6% | -3% |
| Closed Sales | | | | | | |
| Current Month 2014 | 890 | 471 | 190 | 158 | 124 | 3,326 |
| Current Month 2013 | 940 | 447 | 182 | 152 | 118 | 3,405 |
| Difference | -50 | 24 | 8 | 6 | 6 | -79 |
| % Change | -5% | 5% | 4% | 4% | 5% | -2% |
| Year To Date 2014 | 5,400 | 2,543 | 1,066 | 823 | 738 | 18,843 |
| Year To Date 2013 | 5,507 | 2,414 | 1,081 | 764 | 809 | 18,853 |
| Difference | -107 | 129 | -15 | 59 | -71 | -10 |
| % Change | -2% | 5% | -1% | 8% | -9% | 0% |
| Average Sale Price | | | | | | |
| Current Month 2014 | \$162,267 | \$186,025 | \$241,119 | \$169,500 | \$133,484 | \$205,109 |
| Current Month 2013 | \$156,668 | \$162,476 | \$208,759 | \$157,038 | \$132,809 | \$196,393 |
| Difference | 5,600 | 23,549 | 32,361 | 12,463 | 674 | 8,716 |
| % Change | 4% | 14% | 16% | 8% | 1% | 4% |
| Year To Date 2014 | \$148,328 | \$172,751 | \$219,599 | \$157,804 | \$125,333 | \$190,667 |
| Year To Date 2013 | \$136,967 | \$156,885 | \$201,989 | \$152,413 | \$116,391 | \$180,252 |
| Difference | 11,362 | 15,867 | 17,610 | 5,392 | 8,942 | 10,415 |
| % Change | 8% | 10% | 9% | 4% | 8% | 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 July 2014

| | Jackson Co. | Clay/Ray Co. | Platte Co. | Cass Co. | Other Co. | Heartland |
|-----------------------------------|-------------|--------------|------------|-----------|-----------|-----------|
| Current Inventory | 268 | 223 | 144 | 74 | 31 | 1,440 |
| New Listings This Month | 72 | 33 | 27 | 13 | 3 | 322 |
| Show for Backup This Month | 4 | 5 | 1 | 1 | 1 | 19 |
| Pending Contracts | | | | | | |
| Current Month 2014 | 22 | 38 | 31 | 8 | 3 | 244 |
| Current Month 2013 | 31 | 47 | 28 | 9 | 3 | 233 |
| Difference | -9 | -9 | 3 | -1 | 0 | 11 |
| % Change | -29% | -19% | 11% | -11% | 0% | 5% |
| Year To Date 2014 | 279 | 341 | 208 | 55 | 21 | 1,804 |
| Year To Date 2013 | 280 | 348 | 181 | 51 | 46 | 1,856 |
| Difference | -1 | -7 | 27 | 4 | -25 | -52 |
| % Change | 0% | -2% | 15% | 8% | -54% | -3% |
| Closed Sales | | | | | | |
| Current Month 2014 | 49 | 63 | 37 | 12 | 4 | 278 |
| Current Month 2013 | 42 | 46 | 22 | 6 | 10 | 288 |
| Difference | 7 | 17 | 15 | 6 | -6 | -10 |
| % Change | 17% | 37% | 68% | 100% | -60% | -3% |
| Year To Date 2014 | 257 | 322 | 171 | 52 | 19 | 1,560 |
| Year To Date 2013 | 241 | 281 | 151 | 56 | 39 | 1,560 |
| Difference | 16 | 41 | 20 | -4 | -20 | 0 |
| % Change | 7% | 15% | 13% | -7% | -51% | 0% |
| Average Sale Price | | | | | | |
| Current Month 2014 | \$313,766 | \$302,001 | \$396,720 | \$378,639 | \$200,984 | \$363,575 |
| Current Month 2013 | \$289,067 | \$272,152 | \$300,065 | \$341,262 | \$214,262 | \$343,263 |
| Difference | 24,699 | 29,848 | 96,656 | 37,377 | -13,278 | 20,312 |
| % Change | 9% | 11% | 32% | 11% | -6% | 6% |
| Year To Date 2014 | \$302,614 | \$293,611 | \$362,879 | \$340,058 | \$234,755 | \$354,956 |
| Year To Date 2013 | \$301,985 | \$280,176 | \$324,328 | \$326,100 | \$210,572 | \$338,661 |
| Difference | 629 | 13,435 | 38,550 | 13,958 | 24,183 | 16,295 |
| % Change | 0% | 5% | 12% | 4% | 11% | 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 Resale

Month of July 2014

| | Jackson Co. | Clay/Ray Co. | Platte Co. | Cass Co. | Other Co. | Heartland |
|-----------------------------------|-------------|--------------|------------|-----------|-----------|-----------|
| Current Inventory | 4,214 | 1,797 | 794 | 639 | 935 | 13,122 |
| New Listings This Month | 1,285 | 533 | 237 | 173 | 183 | 4,170 |
| Show for Backup This Month | 244 | 101 | 26 | 35 | 25 | 784 |
| Pending Contracts | | | | | | |
| Current Month 2014 | 598 | 280 | 120 | 87 | 87 | 2,090 |
| Current Month 2013 | 829 | 371 | 147 | 126 | 114 | 2,859 |
| Difference | -231 | -91 | -27 | -39 | -27 | -769 |
| % Change | -28% | -25% | -18% | -31% | -24% | -27% |
| Year To Date 2014 | 5,397 | 2,353 | 973 | 777 | 765 | 18,282 |
| Year To Date 2013 | 5,622 | 2,362 | 990 | 765 | 795 | 18,912 |
| Difference | -225 | -9 | -17 | 12 | -30 | -630 |
| % Change | -4% | 0% | -2% | 2% | -4% | -3% |
| Closed Sales | | | | | | |
| Current Month 2014 | 841 | 408 | 153 | 146 | 119 | 3,047 |
| Current Month 2013 | 898 | 401 | 160 | 146 | 108 | 3,117 |
| Difference | -57 | 7 | -7 | 0 | 11 | -70 |
| % Change | -6% | 2% | -4% | 0% | 10% | -2% |
| Year To Date 2014 | 5,143 | 2,221 | 895 | 771 | 714 | 17,278 |
| Year To Date 2013 | 5,266 | 2,133 | 930 | 708 | 770 | 17,293 |
| Difference | -123 | 88 | -35 | 63 | -56 | -15 |
| % Change | -2% | 4% | -4% | 9% | -7% | 0% |
| Average Sale Price | | | | | | |
| Current Month 2014 | \$153,440 | \$168,117 | \$203,490 | \$152,311 | \$131,357 | \$190,680 |
| Current Month 2013 | \$150,475 | \$149,895 | \$196,204 | \$149,467 | \$125,267 | \$182,823 |
| Difference | 2,965 | 18,223 | 7,286 | 2,844 | 6,090 | 7,857 |
| % Change | 2% | 12% | 4% | 2% | 5% | 4% |
| Year To Date 2014 | \$140,619 | \$155,229 | \$192,224 | \$145,512 | \$122,269 | \$175,846 |
| Year To Date 2013 | \$129,415 | \$140,642 | \$182,126 | \$138,675 | \$111,621 | \$165,962 |
| Difference | 11,204 | 14,587 | 10,098 | 6,838 | 10,648 | 9,884 |
| % Change | 9% | 10% | 6% | 5% | 10% | 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