

Heartland MLS Statistics - Missouri Total

Month of July 2015

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	3,954	1,684	797	626	795	12,595
New Listings This Month	1,385	597	293	218	203	4,553
Show for Backup This Month	312	126	34	40	24	906
Pending Contracts						
Current Month 2015	742	378	168	94	91	2,595
Current Month 2014	826	404	170	121	112	2,997
Difference	-84	-26	-2	-27	-21	-402
% Change	-10%	-6%	-1%	-22%	-19%	-13%
Year To Date 2015	6,402	3,263	1,388	976	788	22,845
Year To Date 2014	5,892	2,823	1,208	859	810	20,880
Difference	510	440	180	117	-22	1,965
% Change	9%	16%	15%	14%	-3%	9%
Closed Sales						
Current Month 2015	1,127	550	225	165	126	3,869
Current Month 2014	896	477	193	162	128	3,376
Difference	231	73	32	3	-2	493
% Change	26%	15%	17%	2%	-2%	15%
Year To Date 2015	6,057	3,033	1,267	941	734	21,382
Year To Date 2014	5,416	2,557	1,073	830	746	18,935
Difference	641	476	194	111	-12	2,447
% Change	12%	19%	18%	13%	-2%	13%
Average Sale Price						
Current Month 2015	\$168,772	\$193,996	\$212,654	\$180,340	\$132,386	\$211,373
Current Month 2014	\$162,373	\$185,447	\$240,421	\$168,761	\$132,269	\$204,413
Difference	6,400	8,548	-27,768	11,580	117	6,960
% Change	4%	5%	-12%	7%	0%	3%
Year To Date 2015	\$161,715	\$178,903	\$219,568	\$176,462	\$127,073	\$202,308
Year To Date 2014	\$148,377	\$172,622	\$219,613	\$157,266	\$125,242	\$190,495
Difference	13,338	6,281	-45	19,197	1,831	11,813
% Change	9%	4%	0%	12%	1%	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 2015

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	281	260	116	73	26	1,451
New Listings This Month	48	63	33	18	2	304
Show for Backup This Month	9	8	1	1	0	33
Pending Contracts						
Current Month 2015	46	53	27	14	2	269
Current Month 2014	26	42	31	10	4	259
Difference	20	11	-4	4	-2	10
% Change	77%	26%	-13%	40%	-50%	4%
Year To Date 2015	362	458	214	89	22	2,230
Year To Date 2014	292	344	209	57	22	1,820
Difference	70	114	5	32	0	410
% Change	24%	33%	2%	56%	0%	23%
Closed Sales						
Current Month 2015	55	70	26	12	2	323
Current Month 2014	49	63	38	12	4	281
Difference	6	7	-12	0	-2	42
% Change	12%	11%	-32%	0%	-50%	15%
Year To Date 2015	309	377	177	80	21	1,905
Year To Date 2014	260	322	173	52	19	1,567
Difference	49	55	4	28	2	338
% Change	19%	17%	2%	54%	11%	22%
Average Sale Price						
Current Month 2015	\$309,614	\$305,664	\$332,411	\$339,673	\$204,500	\$358,508
Current Month 2014	\$313,766	\$302,001	\$392,259	\$378,639	\$200,984	\$362,373
Difference	-4,152	3,663	-59,849	-38,965	3,516	-3,864
% Change	-1%	1%	-15%	-10%	2%	-1%
Year To Date 2015	\$316,997	\$287,165	\$335,874	\$313,585	\$228,982	\$356,411
Year To Date 2014	\$301,389	\$293,611	\$362,193	\$340,058	\$234,755	\$354,469
Difference	15,608	-6,445	-26,318	-26,473	-5,773	1,942
% Change	5%	-2%	-7%	-8%	-2%	1%

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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 July 2015

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	3,673	1,424	681	553	767	11,142
New Listings This Month	1,337	534	260	200	201	4,249
Show for Backup This Month	303	118	33	39	24	873
Pending Contracts						
Current Month 2015	696	325	141	80	89	2,326
Current Month 2014	800	362	139	111	108	2,738
Difference	-104	-37	2	-31	-19	-412
% Change	-13%	-10%	1%	-28%	-18%	-15%
Year To Date 2015	6,040	2,805	1,174	887	765	20,614
Year To Date 2014	5,600	2,479	999	802	783	19,055
Difference	440	326	175	85	-18	1,559
% Change	8%	13%	18%	11%	-2%	8%
Closed Sales						
Current Month 2015	1,072	480	199	153	124	3,546
Current Month 2014	847	414	155	150	123	3,094
Difference	225	66	44	3	1	452
% Change	27%	16%	28%	2%	1%	15%
Year To Date 2015	5,748	2,656	1,090	861	712	19,476
Year To Date 2014	5,156	2,235	900	778	722	17,363
Difference	592	421	190	83	-10	2,113
% Change	11%	19%	21%	11%	-1%	12%
Average Sale Price						
Current Month 2015	\$161,546	\$177,711	\$197,007	\$167,844	\$131,223	\$197,971
Current Month 2014	\$153,614	\$167,711	\$203,197	\$151,971	\$130,163	\$190,095
Difference	7,932	10,000	-6,190	15,873	1,060	7,876
% Change	5%	6%	-3%	10%	1%	4%
Year To Date 2015	\$153,368	\$163,536	\$200,682	\$163,722	\$124,072	\$187,239
Year To Date 2014	\$140,661	\$155,191	\$192,206	\$145,048	\$122,208	\$175,709
Difference	12,707	8,345	8,476	18,673	1,864	11,530
% Change	9%	5%	4%	13%	2%	7%

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