

Heartland MLS Statistics - Missouri Total

Month of July 2016

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	3,145	1,390	757	544	675	10,907
New Listings This Month	1,226	648	265	213	168	4,381
Show for Backup This Month	373	167	55	46	34	1,121
Pending Contracts						
Current Month 2016	699	387	180	106	89	2,515
Current Month 2015	992	478	200	130	104	3,369
Difference	-293	-91	-20	-24	-15	-854
% Change	-30%	-19%	-10%	-18%	-14%	-25%
Year To Date 2016	6,705	3,489	1,572	993	914	23,855
Year To Date 2015	6,654	3,379	1,423	1,015	800	23,672
Difference	51	110	149	-22	114	183
% Change	1%	3%	10%	-2%	14%	1%
Closed Sales						
Current Month 2016	1,063	516	255	144	136	3,688
Current Month 2015	1,143	554	227	169	131	3,927
Difference	-80	-38	28	-25	5	-239
% Change	-7%	-7%	12%	-15%	4%	-6%
Year To Date 2016	6,508	3,240	1,432	936	857	22,441
Year To Date 2015	6,088	3,044	1,270	949	741	21,495
Difference	420	196	162	-13	116	946
% Change	7%	6%	13%	-1%	16%	4%
Average Sale Price						
Current Month 2016	\$181,941	\$199,601	\$231,408	\$201,763	\$140,282	\$223,726
Current Month 2015	\$169,617	\$194,045	\$212,560	\$180,400	\$132,867	\$211,563
Difference	12,324	5,555	18,849	21,362	7,415	12,163
% Change	7%	3%	9%	12%	6%	6%
Year To Date 2016	\$173,112	\$189,305	\$235,887	\$190,392	\$135,749	\$213,166
Year To Date 2015	\$161,724	\$179,086	\$219,320	\$176,233	\$127,304	\$202,186
Difference	11,387	10,219	16,567	14,159	8,445	10,980
% Change	7%	6%	8%	8%	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 July 2016

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	290	270	124	92	28	1,547
New Listings This Month	46	48	40	26	6	334
Show for Backup This Month	14	10	6	2	2	47
Pending Contracts						
Current Month 2016	37	31	25	13	3	222
Current Month 2015	58	55	28	15	2	305
Difference	-21	-24	-3	-2	1	-83
% Change	-36%	-44%	-11%	-13%	50%	-27%
Year To Date 2016	389	491	258	108	21	2,403
Year To Date 2015	383	462	210	88	23	2,287
Difference	6	29	48	20	-2	116
% Change	2%	6%	23%	23%	-9%	5%
Closed Sales						
Current Month 2016	60	61	28	14	5	319
Current Month 2015	58	70	26	12	2	328
Difference	2	-9	2	2	3	-9
% Change	3%	-13%	8%	17%	150%	-3%
Year To Date 2016	372	439	217	89	21	2,077
Year To Date 2015	313	379	176	80	21	1,915
Difference	59	60	41	9	0	162
% Change	19%	16%	23%	11%	0%	8%
Average Sale Price						
Current Month 2016	\$320,416	\$299,369	\$320,484	\$345,496	\$213,560	\$374,208
Current Month 2015	\$327,542	\$305,664	\$332,411	\$339,673	\$204,500	\$365,532
Difference	-7,126	-6,295	-11,927	5,823	9,060	8,677
% Change	-2%	-2%	-4%	2%	4%	2%
Year To Date 2016	\$325,091	\$299,895	\$361,685	\$331,805	\$211,179	\$368,763
Year To Date 2015	\$320,814	\$288,054	\$335,829	\$313,585	\$228,982	\$357,633
Difference	4,276	11,841	25,856	18,220	-17,803	11,130
% Change	1%	4%	8%	6%	-8%	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 July 2016

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	2,855	1,120	633	452	647	9,360
New Listings This Month	1,180	600	225	187	162	4,047
Show for Backup This Month	359	157	49	44	32	1,074
Pending Contracts						
Current Month 2016	662	356	155	93	86	2,293
Current Month 2015	934	423	172	115	102	3,064
Difference	-272	-67	-17	-22	-16	-771
% Change	-29%	-16%	-10%	-19%	-16%	-25%
Year To Date 2016	6,316	2,998	1,314	885	893	21,452
Year To Date 2015	6,271	2,917	1,213	927	776	21,384
Difference	45	81	101	-42	117	68
% Change	1%	3%	8%	-5%	15%	0%
Closed Sales						
Current Month 2016	1,003	455	227	130	131	3,369
Current Month 2015	1,085	484	201	157	129	3,599
Difference	-82	-29	26	-27	2	-230
% Change	-8%	-6%	13%	-17%	2%	-6%
Year To Date 2016	6,136	2,801	1,215	847	836	20,364
Year To Date 2015	5,775	2,665	1,094	869	719	19,579
Difference	361	136	121	-22	117	785
% Change	6%	5%	11%	-3%	16%	4%
Average Sale Price						
Current Month 2016	\$173,658	\$186,225	\$220,421	\$186,284	\$137,485	\$209,478
Current Month 2015	\$161,175	\$177,902	\$197,057	\$168,226	\$131,756	\$197,531
Difference	12,482	8,323	23,364	18,057	5,729	11,947
% Change	8%	5%	12%	11%	4%	6%
Year To Date 2016	\$163,898	\$171,972	\$213,419	\$175,533	\$133,854	\$197,296
Year To Date 2015	\$153,102	\$163,589	\$200,576	\$163,589	\$124,339	\$186,986
Difference	10,796	8,383	12,843	11,944	9,515	10,310
% Change	7%	5%	6%	7%	8%	6%

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