

## Heartland MLS Statistics - Missouri Total

Month of August 2014

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
<b>Current Inventory</b>	4,373	1,941	932	724	949	14,318
<b>New Listings This Month</b>	1,170	516	212	185	188	3,918
<b>Show for Backup This Month</b>	295	95	41	32	14	811
<b>Pending Contracts</b>						
Current Month 2014	571	321	136	76	105	2,098
Current Month 2013	827	372	148	119	111	2,801
Difference	-256	-51	-12	-43	-6	-703
% Change	-31%	-14%	-8%	-36%	-5%	-25%
Year To Date 2014	6,457	3,114	1,337	930	912	22,879
Year To Date 2013	6,729	3,082	1,319	935	952	23,568
Difference	-272	32	18	-5	-40	-689
% Change	-4%	1%	1%	-1%	-4%	-3%
<b>Closed Sales</b>						
Current Month 2014	866	406	192	100	118	3,066
Current Month 2013	922	454	180	118	141	3,257
Difference	-56	-48	12	-18	-23	-191
% Change	-6%	-11%	7%	-15%	-16%	-6%
Year To Date 2014	6,272	2,955	1,260	924	860	21,951
Year To Date 2013	6,429	2,868	1,261	882	950	22,110
Difference	-157	87	-1	42	-90	-159
% Change	-2%	3%	0%	5%	-9%	-1%
<b>Average Sale Price</b>						
Current Month 2014	\$159,584	\$175,081	\$227,438	\$183,505	\$129,155	\$200,073
Current Month 2013	\$150,587	\$170,497	\$227,914	\$157,151	\$124,460	\$190,515
Difference	8,996	4,584	-476	26,354	4,694	9,558
% Change	6%	3%	0%	17%	4%	5%
Year To Date 2014	\$149,903	\$172,959	\$220,741	\$160,707	\$125,789	\$191,914
Year To Date 2013	\$138,920	\$159,039	\$205,690	\$153,046	\$117,589	\$181,764
Difference	10,983	13,920	15,051	7,660	8,200	10,150
% Change	8%	9%	7%	5%	7%	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 August 2014**

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
<b>Current Inventory</b>	264	248	146	83	33	1,493
<b>New Listings This Month</b>	48	70	21	14	7	296
<b>Show for Backup This Month</b>	9	6	1	1	0	22
<b>Pending Contracts</b>						
Current Month 2014	31	46	13	5	2	182
Current Month 2013	31	43	20	5	3	195
Difference	0	3	-7	0	-1	-13
% Change	0%	7%	-35%	0%	-33%	-7%
Year To Date 2014	319	393	223	61	23	2,007
Year To Date 2013	311	391	201	56	49	2,051
Difference	8	2	22	5	-26	-44
% Change	3%	1%	11%	9%	-53%	-2%
<b>Closed Sales</b>						
Current Month 2014	39	55	40	12	3	267
Current Month 2013	25	48	37	8	4	241
Difference	14	7	3	4	-1	26
% Change	56%	15%	8%	50%	-25%	11%
Year To Date 2014	297	377	212	64	22	1,829
Year To Date 2013	266	329	188	64	43	1,801
Difference	31	48	24	0	-21	28
% Change	12%	15%	13%	0%	-49%	2%
<b>Average Sale Price</b>						
Current Month 2014	\$301,555	\$290,695	\$362,561	\$347,647	\$249,295	\$352,309
Current Month 2013	\$357,741	\$274,462	\$322,486	\$379,763	\$251,546	\$347,323
Difference	-56,187	16,233	40,075	-32,115	-2,251	4,986
% Change	-16%	6%	12%	-8%	-1%	1%
Year To Date 2014	\$301,979	\$293,185	\$362,179	\$341,481	\$236,738	\$354,390
Year To Date 2013	\$307,226	\$279,342	\$323,966	\$332,808	\$214,383	\$339,820
Difference	-5,246	13,843	38,213	8,673	22,354	14,570
% Change	-2%	5%	12%	3%	10%	4%

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**Heartland MLS Statistics - Missouri Resale**  
**Month of August 2014**

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
<b>Current Inventory</b>	4,109	1,693	786	641	912	12,821
<b>New Listings This Month</b>	1,122	446	191	171	181	3,622
<b>Show for Backup This Month</b>	286	89	40	31	14	789
<b>Pending Contracts</b>						
Current Month 2014	540	275	123	71	103	1,916
Current Month 2013	796	329	128	114	108	2,606
Difference	-256	-54	-5	-43	-5	-690
% Change	-32%	-16%	-4%	-38%	-5%	-26%
Year To Date 2014	6,138	2,721	1,114	869	884	20,867
Year To Date 2013	6,418	2,691	1,118	879	903	21,517
Difference	-280	30	-4	-10	-19	-650
% Change	-4%	1%	0%	-1%	-2%	-3%
<b>Closed Sales</b>						
Current Month 2014	827	351	152	88	115	2,799
Current Month 2013	897	406	143	110	137	3,016
Difference	-70	-55	9	-22	-22	-217
% Change	-8%	-14%	6%	-20%	-16%	-7%
Year To Date 2014	5,975	2,578	1,048	860	833	20,117
Year To Date 2013	6,163	2,539	1,073	818	907	20,309
Difference	-188	39	-25	42	-74	-192
% Change	-3%	2%	-2%	5%	-8%	-1%
<b>Average Sale Price</b>						
Current Month 2014	\$152,888	\$156,965	\$191,880	\$161,122	\$126,021	\$185,551
Current Month 2013	\$144,813	\$158,206	\$203,444	\$140,961	\$120,750	\$177,985
Difference	8,075	-1,241	-11,564	20,161	5,271	7,566
% Change	6%	-1%	-6%	14%	4%	4%
Year To Date 2014	\$142,344	\$155,378	\$192,130	\$147,254	\$122,730	\$177,153
Year To Date 2013	\$131,656	\$143,451	\$184,967	\$138,982	\$113,000	\$167,747
Difference	10,688	11,927	7,163	8,272	9,730	9,406
% Change	8%	8%	4%	6%	9%	6%

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