

Heartland MLS Statistics - Missouri Total

Month of August 2015

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	3,821	1,608	777	621	787	12,186
New Listings This Month	1,241	567	248	190	166	4,010
Show for Backup This Month	309	113	27	50	19	885
Pending Contracts						
Current Month 2015	750	359	171	109	105	2,471
Current Month 2014	806	401	166	100	122	2,764
Difference	-56	-42	5	9	-17	-293
% Change	-7%	-10%	3%	9%	-14%	-11%
Year To Date 2015	7,385	3,724	1,593	1,128	908	26,100
Year To Date 2014	6,699	3,225	1,374	959	932	23,645
Difference	686	499	219	169	-24	2,455
% Change	10%	15%	16%	18%	-3%	10%
Closed Sales						
Current Month 2015	922	480	205	132	107	3,322
Current Month 2014	877	409	194	102	120	3,103
Difference	45	71	11	30	-13	219
% Change	5%	17%	6%	29%	-11%	7%
Year To Date 2015	6,984	3,517	1,473	1,077	841	24,733
Year To Date 2014	6,293	2,966	1,267	932	866	22,039
Difference	691	551	206	145	-25	2,694
% Change	11%	19%	16%	16%	-3%	12%
Average Sale Price						
Current Month 2015	\$160,923	\$183,673	\$229,165	\$171,800	\$137,413	\$205,460
Current Month 2014	\$159,528	\$175,190	\$226,589	\$182,577	\$130,044	\$199,947
Difference	1,395	8,483	2,575	-10,778	7,369	5,514
% Change	1%	5%	1%	-6%	6%	3%
Year To Date 2015	\$161,671	\$179,756	\$220,829	\$175,887	\$128,389	\$202,772
Year To Date 2014	\$149,931	\$172,976	\$220,681	\$160,036	\$125,907	\$191,833
Difference	11,740	6,780	147	15,851	2,481	10,940
% Change	8%	4%	0%	10%	2%	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 2015

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	301	255	116	83	20	1,460
New Listings This Month	91	62	34	14	5	363
Show for Backup This Month	10	4	1	2	3	36
Pending Contracts						
Current Month 2015	47	41	29	8	6	239
Current Month 2014	38	54	15	6	2	205
Difference	9	-13	14	2	4	34
% Change	24%	-24%	93%	33%	200%	17%
Year To Date 2015	412	505	243	97	29	2,497
Year To Date 2014	330	398	224	63	24	2,024
Difference	82	107	19	34	5	473
% Change	25%	27%	8%	54%	21%	23%
Closed Sales						
Current Month 2015	46	58	26	12	5	293
Current Month 2014	39	55	40	12	3	268
Difference	7	3	-14	0	2	25
% Change	18%	5%	-35%	0%	67%	9%
Year To Date 2015	356	437	203	92	26	2,201
Year To Date 2014	299	377	213	64	22	1,835
Difference	57	60	-10	28	4	366
% Change	19%	16%	-5%	44%	18%	20%
Average Sale Price						
Current Month 2015	\$326,757	\$298,665	\$311,759	\$237,200	\$211,766	\$346,871
Current Month 2014	\$301,555	\$290,695	\$362,561	\$347,647	\$249,295	\$352,539
Difference	25,202	7,970	-50,802	-110,448	-37,529	-5,668
% Change	8%	3%	-14%	-32%	-15%	-2%
Year To Date 2015	\$319,022	\$289,463	\$332,786	\$303,621	\$225,671	\$355,337
Year To Date 2014	\$301,411	\$293,185	\$362,262	\$341,481	\$236,738	\$354,187
Difference	17,611	-3,723	-29,476	-37,859	-11,066	1,150
% Change	6%	-1%	-8%	-11%	-5%	0%

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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 August 2015

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	3,520	1,353	661	538	766	10,725
New Listings This Month	1,150	505	214	176	161	3,647
Show for Backup This Month	299	109	26	48	16	849
Pending Contracts						
Current Month 2015	703	318	142	101	98	2,231
Current Month 2014	768	347	151	94	120	2,559
Difference	-65	-29	-9	7	-22	-328
% Change	-8%	-8%	-6%	7%	-18%	-13%
Year To Date 2015	6,973	3,219	1,350	1,031	877	23,601
Year To Date 2014	6,369	2,827	1,150	896	903	21,616
Difference	604	392	200	135	-26	1,985
% Change	9%	14%	17%	15%	-3%	9%
Closed Sales						
Current Month 2015	876	422	179	120	102	3,029
Current Month 2014	838	354	154	90	117	2,835
Difference	38	68	25	30	-15	194
% Change	5%	19%	16%	33%	-13%	7%
Year To Date 2015	6,628	3,080	1,270	985	814	22,531
Year To Date 2014	5,994	2,589	1,054	868	839	20,199
Difference	634	491	216	117	-25	2,332
% Change	11%	19%	20%	13%	-3%	12%
Average Sale Price						
Current Month 2015	\$152,215	\$167,869	\$217,168	\$165,260	\$133,768	\$191,782
Current Month 2014	\$152,918	\$157,245	\$191,272	\$160,568	\$126,986	\$185,522
Difference	-703	10,624	25,896	4,691	6,782	6,260
% Change	0%	7%	14%	3%	5%	3%
Year To Date 2015	\$153,219	\$164,191	\$202,933	\$163,956	\$125,287	\$187,872
Year To Date 2014	\$142,375	\$155,472	\$192,070	\$146,657	\$122,874	\$177,095
Difference	10,845	8,719	10,864	17,299	2,412	10,778
% Change	8%	6%	6%	12%	2%	6%

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