

## Heartland MLS Statistics - Missouri Total

Month of August 2016

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
<b>Current Inventory</b>	3,089	1,332	698	580	672	10,550
<b>New Listings This Month</b>	1,212	549	254	205	186	4,128
<b>Show for Backup This Month</b>	375	168	55	72	24	1,069
<b>Pending Contracts</b>						
Current Month 2016	668	343	179	106	102	2,429
Current Month 2015	1,000	460	189	157	127	3,221
Difference	-332	-117	-10	-51	-25	-792
% Change	-33%	-25%	-5%	-32%	-20%	-25%
Year To Date 2016	7,686	3,994	1,814	1,144	1,047	27,316
Year To Date 2015	7,654	3,839	1,612	1,172	927	26,893
Difference	32	155	202	-28	120	423
% Change	0%	4%	13%	-2%	13%	2%
<b>Closed Sales</b>						
Current Month 2016	998	560	252	152	128	3,663
Current Month 2015	937	486	207	135	110	3,361
Difference	61	74	45	17	18	302
% Change	7%	15%	22%	13%	16%	9%
Year To Date 2016	7,524	3,805	1,686	1,090	986	26,154
Year To Date 2015	7,025	3,530	1,477	1,084	851	24,857
Difference	499	275	209	6	135	1,297
% Change	7%	8%	14%	1%	16%	5%
<b>Average Sale Price</b>						
Current Month 2016	\$184,050	\$197,375	\$241,906	\$198,742	\$159,176	\$222,081
Current Month 2015	\$160,416	\$183,328	\$228,842	\$172,123	\$137,874	\$204,908
Difference	23,634	14,048	13,064	26,619	21,302	17,173
% Change	15%	8%	6%	15%	15%	8%
Year To Date 2016	\$174,489	\$190,544	\$236,693	\$191,649	\$138,762	\$214,360
Year To Date 2015	\$161,554	\$179,670	\$220,654	\$175,721	\$128,670	\$202,559
Difference	12,935	10,875	16,039	15,928	10,092	11,801
% Change	8%	6%	7%	9%	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 August 2016**

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
<b>Current Inventory</b>	307	255	116	109	25	1,574
<b>New Listings This Month</b>	72	72	36	21	4	393
<b>Show for Backup This Month</b>	18	17	0	1	3	52
<b>Pending Contracts</b>						
Current Month 2016	39	51	35	11	4	258
Current Month 2015	56	45	29	10	9	271
Difference	-17	6	6	1	-5	-13
% Change	-30%	13%	21%	10%	-56%	-5%
Year To Date 2016	438	555	301	118	26	2,717
Year To Date 2015	439	507	239	98	32	2,558
Difference	-1	48	62	20	-6	159
% Change	0%	9%	26%	20%	-19%	6%
<b>Closed Sales</b>						
Current Month 2016	55	69	46	10	1	325
Current Month 2015	46	58	26	12	6	294
Difference	9	11	20	-2	-5	31
% Change	20%	19%	77%	-17%	-83%	11%
Year To Date 2016	426	509	263	100	22	2,409
Year To Date 2015	359	437	202	92	27	2,210
Difference	67	72	61	8	-5	199
% Change	19%	16%	30%	9%	-19%	9%
<b>Average Sale Price</b>						
Current Month 2016	\$323,664	\$309,903	\$380,162	\$275,621	\$346,400	\$385,108
Current Month 2015	\$326,757	\$298,665	\$311,759	\$237,200	\$206,972	\$346,313
Difference	-3,093	11,239	68,403	38,421	139,428	38,794
% Change	-1%	4%	22%	16%	67%	11%
Year To Date 2016	\$325,412	\$301,743	\$364,917	\$325,548	\$217,325	\$370,894
Year To Date 2015	\$321,576	\$289,463	\$332,731	\$303,621	\$224,091	\$356,100
Difference	3,837	12,281	32,186	21,927	-6,765	14,794
% Change	1%	4%	10%	7%	-3%	4%

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**Heartland MLS Statistics - Missouri Resale**  
**Month of August 2016**

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
<b>Current Inventory</b>	2,782	1,077	582	471	647	8,976
<b>New Listings This Month</b>	1,140	477	218	184	182	3,735
<b>Show for Backup This Month</b>	357	151	55	71	21	1,017
<b>Pending Contracts</b>						
Current Month 2016	629	292	144	95	98	2,171
Current Month 2015	944	415	160	147	117	2,949
Difference	-315	-123	-16	-52	-19	-778
% Change	-33%	-30%	-10%	-35%	-16%	-26%
Year To Date 2016	7,248	3,439	1,513	1,026	1,021	24,599
Year To Date 2015	7,215	3,332	1,373	1,074	893	24,333
Difference	33	107	140	-48	128	266
% Change	0%	3%	10%	-4%	14%	1%
<b>Closed Sales</b>						
Current Month 2016	943	491	206	142	127	3,338
Current Month 2015	891	428	181	123	104	3,067
Difference	52	63	25	19	23	271
% Change	6%	15%	14%	15%	22%	9%
Year To Date 2016	7,098	3,296	1,423	990	964	23,745
Year To Date 2015	6,666	3,093	1,275	992	823	22,646
Difference	432	203	148	-2	141	1,099
% Change	6%	7%	12%	0%	17%	5%
<b>Average Sale Price</b>						
Current Month 2016	\$175,907	\$181,562	\$211,033	\$193,328	\$157,702	\$206,208
Current Month 2015	\$151,828	\$167,698	\$216,931	\$165,774	\$133,887	\$191,353
Difference	24,079	13,864	-5,898	27,554	23,815	14,855
% Change	16%	8%	-3%	17%	18%	8%
Year To Date 2016	\$165,431	\$173,372	\$212,995	\$178,124	\$136,969	\$198,479
Year To Date 2015	\$152,936	\$164,157	\$202,898	\$163,860	\$125,546	\$187,579
Difference	12,495	9,215	10,097	14,264	11,423	10,901
% Change	8%	6%	5%	9%	9%	6%

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