

Heartland MLS Statistics - Missouri Total

Month of September 2014

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	4,270	1,895	909	678	901	13,963
New Listings This Month	1,140	489	234	165	168	3,760
Show for Backup This Month	242	84	31	37	16	700
Pending Contracts						
Current Month 2014	598	271	120	96	95	1,933
Current Month 2013	738	290	124	104	110	2,393
Difference	-140	-19	-4	-8	-15	-460
% Change	-19%	-7%	-3%	-8%	-14%	-19%
Year To Date 2014	7,266	3,475	1,487	1,056	1,022	25,482
Year To Date 2013	7,465	3,372	1,443	1,039	1,062	25,959
Difference	-199	103	44	17	-40	-477
% Change	-3%	3%	3%	2%	-4%	-2%
Closed Sales						
Current Month 2014	760	393	154	111	116	2,673
Current Month 2013	815	356	144	129	105	2,758
Difference	-55	37	10	-18	11	-85
% Change	-7%	10%	7%	-14%	10%	-3%
Year To Date 2014	7,042	3,352	1,416	1,036	977	24,657
Year To Date 2013	7,244	3,224	1,405	1,011	1,055	24,868
Difference	-202	128	11	25	-78	-211
% Change	-3%	4%	1%	2%	-7%	-1%
Average Sale Price						
Current Month 2014	\$159,172	\$169,908	\$205,636	\$163,078	\$117,671	\$192,335
Current Month 2013	\$145,719	\$160,554	\$192,423	\$153,159	\$124,505	\$182,851
Difference	13,453	9,354	13,212	9,919	-6,834	9,484
% Change	9%	6%	7%	6%	-5%	5%
Year To Date 2014	\$150,896	\$172,600	\$219,105	\$160,819	\$124,886	\$191,948
Year To Date 2013	\$139,685	\$159,207	\$204,330	\$153,061	\$118,277	\$181,884
Difference	11,211	13,393	14,774	7,758	6,608	10,063
% Change	8%	8%	7%	5%	6%	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 September 2014

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	273	261	151	87	36	1,575
New Listings This Month	56	68	37	27	8	345
Show for Backup This Month	9	0	2	0	1	15
Pending Contracts						
Current Month 2014	31	36	21	9	2	183
Current Month 2013	27	34	16	7	3	169
Difference	4	2	5	2	-1	14
% Change	15%	6%	31%	29%	-33%	8%
Year To Date 2014	355	431	244	70	25	2,200
Year To Date 2013	338	425	217	63	52	2,220
Difference	17	6	27	7	-27	-20
% Change	5%	1%	12%	11%	-52%	-1%
Closed Sales						
Current Month 2014	40	37	22	4	4	211
Current Month 2013	42	37	20	6	5	196
Difference	-2	0	2	-2	-1	15
% Change	-5%	0%	10%	-33%	-20%	8%
Year To Date 2014	337	414	234	68	26	2,042
Year To Date 2013	308	366	208	70	48	1,997
Difference	29	48	26	-2	-22	45
% Change	9%	13%	13%	-3%	-46%	2%
Average Sale Price						
Current Month 2014	\$299,571	\$333,392	\$357,851	\$591,960	\$209,674	\$367,157
Current Month 2013	\$287,808	\$282,719	\$291,686	\$265,083	\$247,779	\$331,981
Difference	11,763	50,673	66,165	326,878	-38,105	35,177
% Change	4%	18%	23%	123%	-15%	11%
Year To Date 2014	\$301,693	\$296,779	\$361,772	\$356,215	\$232,574	\$355,620
Year To Date 2013	\$304,578	\$279,684	\$320,862	\$327,003	\$217,862	\$339,051
Difference	-2,884	17,095	40,910	29,212	14,712	16,569
% Change	-1%	6%	13%	9%	7%	5%

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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 September 2014

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	3,997	1,634	758	591	861	12,384
New Listings This Month	1,084	421	197	138	160	3,415
Show for Backup This Month	233	84	29	37	15	685
Pending Contracts						
Current Month 2014	567	235	99	87	93	1,750
Current Month 2013	711	256	108	97	106	2,223
Difference	-144	-21	-9	-10	-13	-473
% Change	-20%	-8%	-8%	-10%	-12%	-21%
Year To Date 2014	6,911	3,044	1,243	986	992	23,277
Year To Date 2013	7,127	2,947	1,226	976	1,009	23,738
Difference	-216	97	17	10	-17	-461
% Change	-3%	3%	1%	1%	-2%	-2%
Closed Sales						
Current Month 2014	720	356	132	107	112	2,462
Current Month 2013	773	319	124	123	100	2,562
Difference	-53	37	8	-16	12	-100
% Change	-7%	12%	6%	-13%	12%	-4%
Year To Date 2014	6,705	2,938	1,182	968	946	22,610
Year To Date 2013	6,936	2,858	1,197	941	1,007	22,871
Difference	-231	80	-15	27	-61	-261
% Change	-3%	3%	-1%	3%	-6%	-1%
Average Sale Price						
Current Month 2014	\$151,373	\$152,917	\$180,266	\$147,045	\$114,385	\$177,352
Current Month 2013	\$137,999	\$146,384	\$176,413	\$147,699	\$118,341	\$171,442
Difference	13,374	6,533	3,853	-654	-3,956	5,910
% Change	10%	4%	2%	0%	-3%	3%
Year To Date 2014	\$143,317	\$155,101	\$190,861	\$147,092	\$121,808	\$177,176
Year To Date 2013	\$132,363	\$143,778	\$184,081	\$140,121	\$113,530	\$168,161
Difference	10,954	11,323	6,780	6,971	8,278	9,014
% Change	8%	8%	4%	5%	7%	5%

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