

Heartland MLS Statistics - Missouri Total
Month of September 2015

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	3,642	1,542	785	589	758	11,845
New Listings This Month	1,119	484	255	158	154	3,761
Show for Backup This Month	284	99	36	52	21	828
Pending Contracts						
Current Month 2015	598	305	129	84	81	2,103
Current Month 2014	776	330	146	127	104	2,473
Difference	-178	-25	-17	-43	-23	-370
% Change	-23%	-8%	-12%	-34%	-22%	-15%
Year To Date 2015	8,234	4,127	1,742	1,250	1,010	28,940
Year To Date 2014	7,474	3,555	1,520	1,087	1,036	26,117
Difference	760	572	222	163	-26	2,823
% Change	10%	16%	15%	15%	-3%	11%
Closed Sales						
Current Month 2015	942	442	174	154	117	3,141
Current Month 2014	767	395	159	112	120	2,700
Difference	175	47	15	42	-3	441
% Change	23%	12%	9%	38%	-3%	16%
Year To Date 2015	7,938	3,964	1,651	1,235	960	27,915
Year To Date 2014	7,060	3,362	1,426	1,044	986	24,740
Difference	878	602	225	191	-26	3,175
% Change	12%	18%	16%	18%	-3%	13%
Average Sale Price						
Current Month 2015	\$159,587	\$166,507	\$217,282	\$174,877	\$137,631	\$201,835
Current Month 2014	\$158,464	\$170,744	\$207,677	\$163,910	\$119,764	\$192,604
Difference	1,123	-4,237	9,604	10,968	17,867	9,231
% Change	1%	-2%	5%	7%	15%	5%
Year To Date 2015	\$161,372	\$178,258	\$220,402	\$175,749	\$129,617	\$202,608
Year To Date 2014	\$150,858	\$172,665	\$219,231	\$160,451	\$125,160	\$191,910
Difference	10,514	5,593	1,170	15,298	4,458	10,698
% Change	7%	3%	1%	10%	4%	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 2015

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	315	263	113	84	22	1,515
New Listings This Month	71	54	33	8	4	325
Show for Backup This Month	13	5	0	3	0	25
Pending Contracts						
Current Month 2015	34	31	27	5	1	191
Current Month 2014	40	36	23	10	2	202
Difference	-6	-5	4	-5	-1	-11
% Change	-15%	-14%	17%	-50%	-50%	-5%
Year To Date 2015	454	536	268	103	31	2,719
Year To Date 2014	369	434	247	73	26	2,224
Difference	85	102	21	30	5	495
% Change	23%	24%	9%	41%	19%	22%
Closed Sales						
Current Month 2015	43	45	22	5	4	246
Current Month 2014	39	38	23	5	4	215
Difference	4	7	-1	0	0	31
% Change	10%	18%	-4%	0%	0%	14%
Year To Date 2015	399	482	225	97	30	2,450
Year To Date 2014	338	415	236	69	26	2,050
Difference	61	67	-11	28	4	400
% Change	18%	16%	-5%	41%	15%	20%
Average Sale Price						
Current Month 2015	\$320,991	\$283,531	\$356,654	\$318,130	\$179,600	\$383,740
Current Month 2014	\$297,947	\$337,514	\$372,349	\$506,408	\$209,674	\$368,688
Difference	23,044	-53,983	-15,695	-188,278	-30,074	15,052
% Change	8%	-16%	-4%	-37%	-14%	4%
Year To Date 2015	\$319,234	\$288,909	\$335,119	\$304,369	\$219,528	\$358,760
Year To Date 2014	\$301,011	\$297,244	\$363,245	\$353,432	\$232,574	\$355,708
Difference	18,223	-8,336	-28,125	-49,063	-13,046	3,052
% Change	6%	-3%	-8%	-14%	-6%	1%

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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 2015

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	3,327	1,279	672	505	736	10,330
New Listings This Month	1,048	430	222	150	150	3,436
Show for Backup This Month	271	94	36	49	21	803
Pending Contracts						
Current Month 2015	564	274	102	79	79	1,911
Current Month 2014	736	294	123	117	102	2,271
Difference	-172	-20	-21	-38	-23	-360
% Change	-23%	-7%	-17%	-32%	-23%	-16%
Year To Date 2015	7,780	3,591	1,474	1,147	976	26,218
Year To Date 2014	7,105	3,121	1,273	1,014	1,005	23,888
Difference	675	470	201	133	-29	2,330
% Change	10%	15%	16%	13%	-3%	10%
Closed Sales						
Current Month 2015	899	397	152	149	112	2,894
Current Month 2014	728	357	136	107	116	2,485
Difference	171	40	16	42	-4	409
% Change	23%	11%	12%	39%	-3%	16%
Year To Date 2015	7,539	3,482	1,426	1,138	928	25,463
Year To Date 2014	6,722	2,947	1,190	975	955	22,685
Difference	817	535	236	163	-27	2,778
% Change	12%	18%	20%	17%	-3%	12%
Average Sale Price						
Current Month 2015	\$151,867	\$153,243	\$197,110	\$170,070	\$136,156	\$186,395
Current Month 2014	\$150,992	\$152,993	\$179,828	\$147,905	\$116,663	\$177,369
Difference	875	250	17,281	22,165	19,492	9,026
% Change	1%	0%	10%	15%	17%	5%
Year To Date 2015	\$153,017	\$162,941	\$202,301	\$164,786	\$126,711	\$187,589
Year To Date 2014	\$143,308	\$155,122	\$190,671	\$146,794	\$122,120	\$177,117
Difference	9,709	7,819	11,630	17,991	4,591	10,471
% Change	7%	5%	6%	12%	4%	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