

## Heartland MLS Statistics - Missouri Total

Month of September 2016

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
<b>Current Inventory</b>	2,969	1,290	683	562	667	10,294
<b>New Listings This Month</b>	1,160	547	238	194	195	3,858
<b>Show for Backup This Month</b>	279	110	39	46	27	845
<b>Pending Contracts</b>						
Current Month 2016	677	309	157	70	108	2,270
Current Month 2015	829	388	162	128	100	2,823
Difference	-152	-79	-5	-58	8	-553
% Change	-18%	-20%	-3%	-45%	8%	-20%
Year To Date 2016	8,684	4,452	2,020	1,283	1,180	30,535
Year To Date 2015	8,483	4,227	1,773	1,300	1,025	29,713
Difference	201	225	247	-17	155	822
% Change	2%	5%	14%	-1%	15%	3%
<b>Closed Sales</b>						
Current Month 2016	987	494	228	169	133	3,409
Current Month 2015	962	445	174	157	117	3,177
Difference	25	49	54	12	16	232
% Change	3%	11%	31%	8%	14%	7%
Year To Date 2016	8,523	4,302	1,915	1,265	1,122	29,613
Year To Date 2015	7,987	3,975	1,651	1,241	968	28,034
Difference	536	327	264	24	154	1,579
% Change	7%	8%	16%	2%	16%	6%
<b>Average Sale Price</b>						
Current Month 2016	\$182,084	\$196,465	\$233,886	\$205,812	\$139,868	\$216,544
Current Month 2015	\$158,783	\$167,459	\$217,282	\$174,736	\$137,631	\$201,331
Difference	23,301	29,005	16,604	31,075	2,237	15,212
% Change	15%	17%	8%	18%	2%	8%
Year To Date 2016	\$175,269	\$191,179	\$236,405	\$193,376	\$138,856	\$214,545
Year To Date 2015	\$161,220	\$178,303	\$220,299	\$175,597	\$129,754	\$202,420
Difference	14,049	12,876	16,106	17,780	9,103	12,125
% Change	9%	7%	7%	10%	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 September 2016**

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
<b>Current Inventory</b>	336	251	120	131	17	1,617
<b>New Listings This Month</b>	72	53	29	32	7	343
<b>Show for Backup This Month</b>	14	6	2	2	0	40
<b>Pending Contracts</b>						
Current Month 2016	36	32	26	9	9	225
Current Month 2015	51	35	26	8	1	219
Difference	-15	-3	0	1	8	6
% Change	-29%	-9%	0%	13%	800%	3%
Year To Date 2016	482	611	331	129	38	2,998
Year To Date 2015	490	542	265	106	33	2,777
Difference	-8	69	66	23	5	221
% Change	-2%	13%	25%	22%	15%	8%
<b>Closed Sales</b>						
Current Month 2016	54	49	34	14	4	287
Current Month 2015	43	45	22	5	4	245
Difference	11	4	12	9	0	42
% Change	26%	9%	55%	180%	0%	17%
Year To Date 2016	480	558	298	114	26	2,698
Year To Date 2015	402	482	224	97	31	2,455
Difference	78	76	74	17	-5	243
% Change	19%	16%	33%	18%	-16%	10%
<b>Average Sale Price</b>						
Current Month 2016	\$314,257	\$319,331	\$371,814	\$387,370	\$223,141	\$387,463
Current Month 2015	\$320,991	\$281,091	\$356,654	\$318,130	\$179,600	\$383,126
Difference	-6,734	38,240	15,160	69,240	43,541	4,337
% Change	-2%	14%	4%	22%	24%	1%
Year To Date 2016	\$324,157	\$303,288	\$365,568	\$333,141	\$218,220	\$372,627
Year To Date 2015	\$321,513	\$288,681	\$335,080	\$304,369	\$218,350	\$358,797
Difference	2,644	14,607	30,488	28,771	-130	13,830
% Change	1%	5%	9%	9%	0%	4%

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

	<b>Jackson Co.</b>	<b>Clay/Ray Co.</b>	<b>Platte Co.</b>	<b>Cass Co.</b>	<b>Other Co.</b>	<b>Heartland</b>
<b>Current Inventory</b>	2,633	1,039	563	431	650	8,677
<b>New Listings This Month</b>	1,088	494	209	162	188	3,515
<b>Show for Backup This Month</b>	265	104	37	44	27	805
<b>Pending Contracts</b>						
Current Month 2016	641	277	131	61	99	2,045
Current Month 2015	778	353	136	120	98	2,603
Difference	-137	-76	-5	-59	1	-558
% Change	-18%	-22%	-4%	-49%	1%	-21%
Year To Date 2016	8,202	3,841	1,689	1,154	1,142	27,537
Year To Date 2015	7,993	3,685	1,508	1,194	989	26,933
Difference	209	156	181	-40	153	604
% Change	3%	4%	12%	-3%	15%	2%
<b>Closed Sales</b>						
Current Month 2016	933	445	194	155	129	3,122
Current Month 2015	919	400	152	152	112	2,931
Difference	14	45	42	3	17	191
% Change	2%	11%	28%	2%	15%	7%
Year To Date 2016	8,043	3,744	1,617	1,151	1,096	26,915
Year To Date 2015	7,585	3,493	1,427	1,144	935	25,577
Difference	458	251	190	7	161	1,338
% Change	6%	7%	13%	1%	17%	5%
<b>Average Sale Price</b>						
Current Month 2016	\$174,435	\$182,936	\$209,713	\$189,413	\$137,286	\$200,832
Current Month 2015	\$151,193	\$154,676	\$197,110	\$170,020	\$136,156	\$186,158
Difference	23,241	28,260	12,603	19,393	1,131	14,673
% Change	15%	18%	6%	11%	1%	8%
Year To Date 2016	\$166,384	\$174,470	\$212,601	\$179,534	\$136,974	\$198,698
Year To Date 2015	\$152,725	\$163,072	\$202,281	\$164,678	\$126,817	\$187,416
Difference	13,659	11,398	10,320	14,855	10,157	11,283
% Change	9%	7%	5%	9%	8%	6%

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**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**