

Heartland MLS Statistics - Missouri Total

Month of October 2014

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	4,106	1,780	844	625	854	13,284
New Listings This Month	1,108	473	213	138	147	3,527
Show for Backup This Month	231	76	31	30	23	636
Pending Contracts						
Current Month 2014	515	280	115	86	85	1,849
Current Month 2013	704	308	137	104	104	2,334
Difference	-189	-28	-22	-18	-19	-485
% Change	-27%	-9%	-16%	-17%	-18%	-21%
Year To Date 2014	7,981	3,822	1,631	1,176	1,125	27,930
Year To Date 2013	8,167	3,680	1,579	1,143	1,166	28,290
Difference	-186	142	52	33	-41	-360
% Change	-2%	4%	3%	3%	-4%	-1%
Closed Sales						
Current Month 2014	827	399	164	129	119	2,825
Current Month 2013	771	323	138	118	110	2,609
Difference	56	76	26	11	9	216
% Change	7%	24%	19%	9%	8%	8%
Year To Date 2014	7,872	3,753	1,581	1,168	1,099	27,504
Year To Date 2013	8,015	3,547	1,543	1,129	1,165	27,477
Difference	-143	206	38	39	-66	27
% Change	-2%	6%	2%	3%	-6%	0%
Average Sale Price						
Current Month 2014	\$155,708	\$162,467	\$216,101	\$171,270	\$126,646	\$190,498
Current Month 2013	\$140,457	\$157,866	\$186,980	\$171,641	\$114,831	\$183,771
Difference	15,251	4,601	29,121	-371	11,815	6,727
% Change	11%	3%	16%	0%	10%	4%
Year To Date 2014	\$151,365	\$171,585	\$218,743	\$161,796	\$125,076	\$191,788
Year To Date 2013	\$139,759	\$159,085	\$202,778	\$155,003	\$117,952	\$182,064
Difference	11,606	12,500	15,965	6,793	7,124	9,725
% Change	8%	8%	8%	4%	6%	5%

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 October 2014

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	277	269	146	87	33	1,621
New Listings This Month	52	48	29	8	2	268
Show for Backup This Month	6	1	0	1	0	17
Pending Contracts						
Current Month 2014	32	35	23	4	2	172
Current Month 2013	19	30	28	5	1	189
Difference	13	5	-5	-1	1	-17
% Change	68%	17%	-18%	-20%	100%	-9%
Year To Date 2014	398	471	269	76	29	2,400
Year To Date 2013	355	455	245	68	53	2,407
Difference	43	16	24	8	-24	-7
% Change	12%	4%	10%	12%	-45%	0%
Closed Sales						
Current Month 2014	47	53	25	6	3	258
Current Month 2013	37	43	17	6	4	239
Difference	10	10	8	0	-1	19
% Change	27%	23%	47%	0%	-25%	8%
Year To Date 2014	383	468	259	75	29	2,303
Year To Date 2013	345	409	225	76	52	2,236
Difference	38	59	34	-1	-23	67
% Change	11%	14%	15%	-1%	-44%	3%
Average Sale Price						
Current Month 2014	\$319,556	\$303,572	\$343,358	\$320,164	\$270,989	\$361,381
Current Month 2013	\$327,168	\$275,028	\$308,413	\$246,258	\$228,268	\$357,410
Difference	-7,612	28,543	34,945	73,907	42,721	3,972
% Change	-2%	10%	11%	30%	19%	1%
Year To Date 2014	\$303,726	\$297,961	\$359,994	\$350,770	\$236,548	\$356,291
Year To Date 2013	\$307,001	\$279,194	\$319,921	\$320,628	\$218,663	\$341,013
Difference	-3,275	18,767	40,073	30,142	17,885	15,277
% Change	-1%	7%	13%	9%	8%	4%

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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 October 2014

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	3,829	1,511	698	538	817	11,659
New Listings This Month	1,056	425	184	130	145	3,259
Show for Backup This Month	225	75	31	29	23	619
Pending Contracts						
Current Month 2014	483	245	92	82	83	1,677
Current Month 2013	685	278	109	99	102	2,144
Difference	-202	-33	-17	-17	-19	-467
% Change	-29%	-12%	-16%	-17%	-19%	-22%
Year To Date 2014	7,583	3,351	1,362	1,100	1,091	25,525
Year To Date 2013	7,812	3,225	1,334	1,075	1,111	25,881
Difference	-229	126	28	25	-20	-356
% Change	-3%	4%	2%	2%	-2%	-1%
Closed Sales						
Current Month 2014	780	346	139	123	116	2,567
Current Month 2013	734	280	121	112	105	2,369
Difference	46	66	18	11	11	198
% Change	6%	24%	15%	10%	10%	8%
Year To Date 2014	7,489	3,285	1,322	1,093	1,065	25,196
Year To Date 2013	7,670	3,138	1,318	1,053	1,112	25,240
Difference	-181	147	4	40	-47	-44
% Change	-2%	5%	0%	4%	-4%	0%
Average Sale Price						
Current Month 2014	\$145,835	\$140,852	\$193,213	\$164,007	\$122,913	\$173,323
Current Month 2013	\$131,045	\$139,873	\$169,919	\$167,644	\$110,412	\$166,278
Difference	14,790	980	23,294	-3,636	12,501	7,045
% Change	11%	1%	14%	-2%	11%	4%
Year To Date 2014	\$143,573	\$153,581	\$191,070	\$148,829	\$121,937	\$176,761
Year To Date 2013	\$132,237	\$143,430	\$182,781	\$143,049	\$113,236	\$167,985
Difference	11,336	10,151	8,289	5,780	8,701	8,776
% Change	9%	7%	5%	4%	8%	5%

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