

Heartland MLS Statistics - Missouri Total
Month of October 2015

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	3,380	1,474	782	567	751	11,248
New Listings This Month	1,053	472	247	148	167	3,565
Show for Backup This Month	260	97	40	36	30	761
Pending Contracts						
Current Month 2015	558	253	141	78	73	1,940
Current Month 2014	689	336	140	112	99	2,349
Difference	-131	-83	1	-34	-26	-409
% Change	-19%	-25%	1%	-30%	-26%	-17%
Year To Date 2015	9,012	4,477	1,906	1,367	1,106	31,574
Year To Date 2014	8,164	3,891	1,660	1,199	1,134	28,465
Difference	848	586	246	168	-28	3,109
% Change	10%	15%	15%	14%	-2%	11%
Closed Sales						
Current Month 2015	891	418	158	117	110	2,908
Current Month 2014	840	403	165	131	120	2,854
Difference	51	15	-7	-14	-10	54
% Change	6%	4%	-4%	-11%	-8%	2%
Year To Date 2015	8,848	4,388	1,808	1,355	1,076	30,866
Year To Date 2014	7,900	3,765	1,591	1,175	1,106	27,594
Difference	948	623	217	180	-30	3,272
% Change	12%	17%	14%	15%	-3%	12%
Average Sale Price						
Current Month 2015	\$160,537	\$180,378	\$220,775	\$175,987	\$137,526	\$200,986
Current Month 2014	\$155,595	\$162,716	\$215,231	\$170,716	\$125,924	\$190,076
Difference	4,941	17,662	5,544	5,271	11,602	10,910
% Change	3%	11%	3%	3%	9%	6%
Year To Date 2015	\$161,151	\$178,596	\$220,366	\$175,751	\$130,593	\$202,401
Year To Date 2014	\$151,362	\$171,600	\$218,816	\$161,596	\$125,243	\$191,720
Difference	9,790	6,996	1,550	14,156	5,351	10,681
% Change	6%	4%	1%	9%	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 October 2015

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	298	270	116	78	24	1,531
New Listings This Month	54	50	26	14	4	282
Show for Backup This Month	6	8	0	2	0	28
Pending Contracts						
Current Month 2015	33	28	31	8	1	197
Current Month 2014	39	34	26	6	2	192
Difference	-6	-6	5	2	-1	5
% Change	-15%	-18%	19%	33%	-50%	3%
Year To Date 2015	502	573	297	115	32	2,951
Year To Date 2014	408	469	273	79	28	2,417
Difference	94	104	24	36	4	534
% Change	23%	22%	9%	46%	14%	22%
Closed Sales						
Current Month 2015	53	50	31	9	4	271
Current Month 2014	47	53	25	6	3	258
Difference	6	-3	6	3	1	13
% Change	13%	-6%	24%	50%	33%	5%
Year To Date 2015	452	533	255	106	35	2,721
Year To Date 2014	385	468	261	75	29	2,308
Difference	67	65	-6	31	6	413
% Change	17%	14%	-2%	41%	21%	18%
Average Sale Price						
Current Month 2015	\$318,027	\$339,903	\$353,052	\$261,567	\$261,775	\$367,558
Current Month 2014	\$319,556	\$304,593	\$343,358	\$320,164	\$270,989	\$361,591
Difference	-1,529	35,310	9,695	-58,598	-9,214	5,967
% Change	0%	12%	3%	-18%	-3%	2%
Year To Date 2015	\$319,093	\$293,817	\$337,265	\$300,735	\$223,313	\$359,552
Year To Date 2014	\$303,275	\$298,077	\$361,340	\$350,770	\$236,548	\$356,366
Difference	15,818	-4,259	-24,075	-50,035	-13,235	3,186
% Change	5%	-1%	-7%	-14%	-6%	1%

Pending Contracts = Pending or Sold status and Contract date within time period specified

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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 2015

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	3,082	1,204	666	489	727	9,717
New Listings This Month	999	422	221	134	163	3,283
Show for Backup This Month	254	89	40	34	30	733
Pending Contracts						
Current Month 2015	525	225	110	70	72	1,743
Current Month 2014	650	302	114	106	97	2,157
Difference	-125	-77	-4	-36	-25	-414
% Change	-19%	-25%	-4%	-34%	-26%	-19%
Year To Date 2015	8,510	3,904	1,609	1,252	1,071	28,620
Year To Date 2014	7,756	3,422	1,387	1,120	1,101	26,043
Difference	754	482	222	132	-30	2,577
% Change	10%	14%	16%	12%	-3%	10%
Closed Sales						
Current Month 2015	838	368	127	108	105	2,636
Current Month 2014	793	350	140	125	117	2,596
Difference	45	18	-13	-17	-12	40
% Change	6%	5%	-9%	-14%	-10%	2%
Year To Date 2015	8,396	3,855	1,553	1,249	1,038	28,142
Year To Date 2014	7,515	3,297	1,330	1,100	1,072	25,281
Difference	881	558	223	149	-34	2,861
% Change	12%	17%	17%	14%	-3%	11%
Average Sale Price						
Current Month 2015	\$150,576	\$158,704	\$188,487	\$168,855	\$132,388	\$183,869
Current Month 2014	\$145,877	\$141,232	\$192,351	\$163,542	\$122,204	\$173,031
Difference	4,699	17,472	-3,864	5,313	10,184	10,838
% Change	3%	12%	-2%	3%	8%	6%
Year To Date 2015	\$152,648	\$162,666	\$201,171	\$165,144	\$127,421	\$187,213
Year To Date 2014	\$143,579	\$153,647	\$190,847	\$148,698	\$122,129	\$176,698
Difference	9,069	9,018	10,324	16,447	5,292	10,515
% Change	6%	6%	5%	11%	4%	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