

Heartland MLS Statistics - Missouri Total

Month of October 2016

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	2,812	1,205	663	566	660	9,797
New Listings This Month	1,023	432	239	174	172	3,520
Show for Backup This Month	274	123	38	33	18	790
Pending Contracts						
Current Month 2016	583	330	135	93	97	2,172
Current Month 2015	770	342	167	112	98	2,584
Difference	-187	-12	-32	-19	-1	-412
% Change	-24%	-4%	-19%	-17%	-1%	-16%
Year To Date 2016	9,532	4,885	2,203	1,411	1,289	33,497
Year To Date 2015	9,253	4,568	1,940	1,411	1,123	32,294
Difference	279	317	263	0	166	1,203
% Change	3%	7%	14%	0%	15%	4%
Closed Sales						
Current Month 2016	889	429	218	123	113	3,024
Current Month 2015	907	424	159	124	110	2,962
Difference	-18	5	59	-1	3	62
% Change	-2%	1%	37%	-1%	3%	2%
Year To Date 2016	9,428	4,739	2,137	1,390	1,237	32,703
Year To Date 2015	8,894	4,399	1,810	1,365	1,078	30,996
Difference	534	340	327	25	159	1,707
% Change	6%	8%	18%	2%	15%	6%
Average Sale Price						
Current Month 2016	\$178,032	\$194,099	\$248,870	\$174,191	\$149,457	\$215,927
Current Month 2015	\$161,792	\$180,898	\$219,663	\$176,827	\$137,526	\$200,969
Difference	16,240	13,201	29,207	-2,636	11,931	14,958
% Change	10%	7%	13%	-1%	9%	7%
Year To Date 2016	\$175,488	\$191,407	\$237,697	\$191,802	\$139,807	\$214,656
Year To Date 2015	\$161,278	\$178,553	\$220,243	\$175,709	\$130,547	\$202,281
Difference	14,211	12,854	17,454	16,093	9,260	12,376
% Change	9%	7%	8%	9%	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 October 2016

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	346	263	122	154	25	1,675
New Listings This Month	59	46	37	49	8	365
Show for Backup This Month	8	4	0	4	0	27
Pending Contracts						
Current Month 2016	27	41	26	16	1	246
Current Month 2015	40	37	29	9	1	225
Difference	-13	4	-3	7	0	21
% Change	-33%	11%	-10%	78%	0%	9%
Year To Date 2016	531	656	360	145	39	3,286
Year To Date 2015	530	579	294	115	34	3,001
Difference	1	77	66	30	5	285
% Change	0%	13%	22%	26%	15%	9%
Closed Sales						
Current Month 2016	60	52	36	9	7	298
Current Month 2015	55	53	31	10	4	280
Difference	5	-1	5	-1	3	18
% Change	9%	-2%	16%	-10%	75%	6%
Year To Date 2016	540	610	334	123	33	3,005
Year To Date 2015	457	535	255	107	35	2,735
Difference	83	75	79	16	-2	270
% Change	18%	14%	31%	15%	-6%	10%
Average Sale Price						
Current Month 2016	\$328,772	\$326,894	\$403,365	\$259,065	\$250,286	\$375,092
Current Month 2015	\$323,057	\$341,052	\$353,052	\$262,640	\$261,775	\$368,101
Difference	5,715	-14,157	50,313	-3,575	-11,489	6,992
% Change	2%	-4%	14%	-1%	-4%	2%
Year To Date 2016	\$324,670	\$305,300	\$369,642	\$327,720	\$225,022	\$372,706
Year To Date 2015	\$321,699	\$293,869	\$337,265	\$300,469	\$223,313	\$359,750
Difference	2,971	11,431	32,377	27,251	1,709	12,956
% Change	1%	4%	10%	9%	1%	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 2016

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	2,466	942	541	412	635	8,122
New Listings This Month	964	386	202	125	164	3,155
Show for Backup This Month	266	119	38	29	18	763
Pending Contracts						
Current Month 2016	556	289	109	77	96	1,926
Current Month 2015	730	305	138	103	97	2,359
Difference	-174	-16	-29	-26	-1	-433
% Change	-24%	-5%	-21%	-25%	-1%	-18%
Year To Date 2016	9,001	4,229	1,843	1,266	1,250	30,211
Year To Date 2015	8,723	3,989	1,646	1,296	1,086	29,290
Difference	278	240	197	-30	164	921
% Change	3%	6%	12%	-2%	15%	3%
Closed Sales						
Current Month 2016	829	377	182	114	106	2,726
Current Month 2015	852	371	128	114	105	2,681
Difference	-23	6	54	0	1	45
% Change	-3%	2%	42%	0%	1%	2%
Year To Date 2016	8,888	4,129	1,803	1,267	1,204	29,698
Year To Date 2015	8,437	3,864	1,555	1,258	1,040	28,258
Difference	451	265	248	9	164	1,440
% Change	5%	7%	16%	1%	16%	5%
Average Sale Price						
Current Month 2016	\$167,122	\$175,782	\$218,311	\$167,491	\$142,799	\$198,527
Current Month 2015	\$151,382	\$158,019	\$187,358	\$169,300	\$132,388	\$183,522
Difference	15,740	17,763	30,953	-1,809	10,410	15,005
% Change	10%	11%	17%	-1%	8%	8%
Year To Date 2016	\$166,425	\$174,581	\$213,255	\$178,607	\$137,471	\$198,664
Year To Date 2015	\$152,588	\$162,586	\$201,053	\$165,097	\$127,379	\$187,046
Difference	13,836	11,995	12,202	13,510	10,092	11,618
% Change	9%	7%	6%	8%	8%	6%

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