

Heartland MLS Statistics - Missouri Total
Month of November 2014

| | Jackson Co. | Clay/Ray Co. | Platte Co. | Cass Co. | Other Co. | Heartland |
|-----------------------------------|-------------|--------------|------------|-----------|-----------|-----------|
| Current Inventory | 3,763 | 1,590 | 765 | 577 | 801 | 11,981 |
| New Listings This Month | 851 | 319 | 138 | 101 | 128 | 2,589 |
| Show for Backup This Month | 191 | 59 | 23 | 31 | 10 | 518 |
| Pending Contracts | | | | | | |
| Current Month 2014 | 471 | 233 | 99 | 62 | 73 | 1,633 |
| Current Month 2013 | 540 | 249 | 93 | 88 | 87 | 1,899 |
| Difference | -69 | -16 | 6 | -26 | -14 | -266 |
| % Change | -13% | -6% | 6% | -30% | -16% | -14% |
| Year To Date 2014 | 8,633 | 4,112 | 1,752 | 1,259 | 1,212 | 30,081 |
| Year To Date 2013 | 8,707 | 3,929 | 1,672 | 1,231 | 1,253 | 30,188 |
| Difference | -74 | 183 | 80 | 28 | -41 | -107 |
| % Change | -1% | 5% | 5% | 2% | -3% | 0% |
| Closed Sales | | | | | | |
| Current Month 2014 | 631 | 298 | 123 | 88 | 86 | 2,152 |
| Current Month 2013 | 649 | 281 | 119 | 87 | 87 | 2,197 |
| Difference | -18 | 17 | 4 | 1 | -1 | -45 |
| % Change | -3% | 6% | 3% | 1% | -1% | -2% |
| Year To Date 2014 | 8,514 | 4,057 | 1,706 | 1,257 | 1,186 | 29,681 |
| Year To Date 2013 | 8,664 | 3,828 | 1,662 | 1,216 | 1,252 | 29,674 |
| Difference | -150 | 229 | 44 | 41 | -66 | 7 |
| % Change | -2% | 6% | 3% | 3% | -5% | 0% |
| Average Sale Price | | | | | | |
| Current Month 2014 | \$156,981 | \$169,349 | \$224,668 | \$154,733 | \$131,195 | \$194,187 |
| Current Month 2013 | \$132,104 | \$161,871 | \$213,078 | \$150,956 | \$122,038 | \$186,780 |
| Difference | 24,877 | 7,478 | 11,590 | 3,777 | 9,157 | 7,407 |
| % Change | 19% | 5% | 5% | 3% | 8% | 4% |
| Year To Date 2014 | \$151,750 | \$171,417 | \$219,082 | \$161,326 | \$125,654 | \$191,931 |
| Year To Date 2013 | \$139,186 | \$159,289 | \$203,516 | \$154,713 | \$118,236 | \$182,413 |
| Difference | 12,564 | 12,128 | 15,566 | 6,613 | 7,419 | 9,518 |
| % Change | 9% | 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 November 2014

| | Jackson Co. | Clay/Ray Co. | Platte Co. | Cass Co. | Other Co. | Heartland |
|-----------------------------------|-------------|--------------|------------|-----------|-----------|-----------|
| Current Inventory | 287 | 278 | 147 | 82 | 29 | 1,629 |
| New Listings This Month | 58 | 43 | 19 | 4 | 2 | 259 |
| Show for Backup This Month | 6 | 1 | 0 | 0 | 0 | 16 |
| Pending Contracts | | | | | | |
| Current Month 2014 | 30 | 26 | 17 | 8 | 5 | 172 |
| Current Month 2013 | 23 | 31 | 9 | 15 | 8 | 151 |
| Difference | 7 | -5 | 8 | -7 | -3 | 21 |
| % Change | 30% | -16% | 89% | -47% | -38% | 14% |
| Year To Date 2014 | 436 | 495 | 284 | 87 | 34 | 2,585 |
| Year To Date 2013 | 378 | 486 | 254 | 83 | 61 | 2,557 |
| Difference | 58 | 9 | 30 | 4 | -27 | 28 |
| % Change | 15% | 2% | 12% | 5% | -44% | 1% |
| Closed Sales | | | | | | |
| Current Month 2014 | 24 | 34 | 22 | 7 | 3 | 202 |
| Current Month 2013 | 25 | 31 | 18 | 4 | 2 | 210 |
| Difference | -1 | 3 | 4 | 3 | 1 | -8 |
| % Change | -4% | 10% | 22% | 75% | 50% | -4% |
| Year To Date 2014 | 407 | 502 | 281 | 82 | 32 | 2,505 |
| Year To Date 2013 | 370 | 440 | 243 | 80 | 54 | 2,446 |
| Difference | 37 | 62 | 38 | 2 | -22 | 59 |
| % Change | 10% | 14% | 16% | 3% | -41% | 2% |
| Average Sale Price | | | | | | |
| Current Month 2014 | \$307,758 | \$311,455 | \$369,701 | \$267,899 | \$159,609 | \$356,292 |
| Current Month 2013 | \$321,107 | \$303,331 | \$298,456 | \$288,096 | \$231,955 | \$355,335 |
| Difference | -13,349 | 8,124 | 71,244 | -20,197 | -72,345 | 956 |
| % Change | -4% | 3% | 24% | -7% | -31% | 0% |
| Year To Date 2014 | \$303,963 | \$298,875 | \$360,754 | \$343,696 | \$229,335 | \$356,291 |
| Year To Date 2013 | \$307,954 | \$280,895 | \$318,331 | \$319,002 | \$219,155 | \$342,243 |
| Difference | -3,990 | 17,980 | 42,423 | 24,695 | 10,180 | 14,048 |
| % Change | -1% | 6% | 13% | 8% | 5% | 4% |

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 Resale
Month of November 2014

| | Jackson Co. | Clay/Ray Co. | Platte Co. | Cass Co. | Other Co. | Heartland |
|-----------------------------------|-------------|--------------|------------|-----------|-----------|-----------|
| Current Inventory | 3,476 | 1,312 | 618 | 495 | 769 | 10,349 |
| New Listings This Month | 793 | 276 | 119 | 97 | 126 | 2,330 |
| Show for Backup This Month | 185 | 58 | 23 | 31 | 10 | 502 |
| Pending Contracts | | | | | | |
| Current Month 2014 | 441 | 207 | 82 | 54 | 68 | 1,461 |
| Current Month 2013 | 517 | 218 | 84 | 73 | 79 | 1,748 |
| Difference | -76 | -11 | -2 | -19 | -11 | -287 |
| % Change | -15% | -5% | -2% | -26% | -14% | -16% |
| Year To Date 2014 | 8,197 | 3,617 | 1,468 | 1,172 | 1,173 | 27,491 |
| Year To Date 2013 | 8,329 | 3,443 | 1,418 | 1,148 | 1,190 | 27,629 |
| Difference | -132 | 174 | 50 | 24 | -17 | -138 |
| % Change | -2% | 5% | 4% | 2% | -1% | 0% |
| Closed Sales | | | | | | |
| Current Month 2014 | 607 | 264 | 101 | 81 | 83 | 1,950 |
| Current Month 2013 | 624 | 250 | 101 | 83 | 85 | 1,987 |
| Difference | -17 | 14 | 0 | -2 | -2 | -37 |
| % Change | -3% | 6% | 0% | -2% | -2% | -2% |
| Year To Date 2014 | 8,107 | 3,555 | 1,425 | 1,175 | 1,149 | 27,171 |
| Year To Date 2013 | 8,294 | 3,388 | 1,419 | 1,136 | 1,197 | 27,227 |
| Difference | -187 | 167 | 6 | 39 | -48 | -56 |
| % Change | -2% | 5% | 0% | 3% | -4% | 0% |
| Average Sale Price | | | | | | |
| Current Month 2014 | \$151,020 | \$151,048 | \$193,076 | \$144,953 | \$130,168 | \$177,394 |
| Current Month 2013 | \$124,532 | \$144,330 | \$197,862 | \$144,347 | \$119,452 | \$168,965 |
| Difference | 26,488 | 6,718 | -4,785 | 606 | 10,716 | 8,429 |
| % Change | 21% | 5% | -2% | 0% | 9% | 5% |
| Year To Date 2014 | \$144,108 | \$153,419 | \$191,145 | \$148,599 | \$122,673 | \$176,786 |
| Year To Date 2013 | \$131,657 | \$143,496 | \$183,854 | \$143,144 | \$113,677 | \$168,056 |
| Difference | 12,451 | 9,922 | 7,291 | 5,455 | 8,996 | 8,730 |
| % Change | 9% | 7% | 4% | 4% | 8% | 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