

Heartland MLS Statistics - Missouri Total
Month of November 2015

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	3,131	1,340	681	524	717	10,253
New Listings This Month	795	361	168	121	118	2,622
Show for Backup This Month	241	83	22	42	13	673
Pending Contracts						
Current Month 2015	509	269	122	70	58	1,716
Current Month 2014	612	281	116	84	76	2,033
Difference	-103	-12	6	-14	-18	-317
% Change	-17%	-4%	5%	-17%	-24%	-16%
Year To Date 2015	9,703	4,821	2,063	1,473	1,181	33,897
Year To Date 2014	8,775	4,172	1,775	1,283	1,210	30,496
Difference	928	649	288	190	-29	3,401
% Change	11%	16%	16%	15%	-2%	11%
Closed Sales						
Current Month 2015	622	295	142	96	80	2,137
Current Month 2014	642	302	125	91	87	2,183
Difference	-20	-7	17	5	-7	-46
% Change	-3%	-2%	14%	5%	-8%	-2%
Year To Date 2015	9,481	4,683	1,950	1,456	1,157	33,039
Year To Date 2014	8,542	4,067	1,716	1,266	1,193	29,777
Difference	939	616	234	190	-36	3,262
% Change	11%	15%	14%	15%	-3%	11%
Average Sale Price						
Current Month 2015	\$156,797	\$177,941	\$245,464	\$172,366	\$137,279	\$200,925
Current Month 2014	\$156,243	\$168,727	\$224,528	\$155,511	\$131,847	\$193,975
Difference	554	9,214	20,936	16,855	5,432	6,950
% Change	0%	5%	9%	11%	4%	4%
Year To Date 2015	\$160,956	\$178,512	\$222,194	\$175,567	\$131,215	\$202,298
Year To Date 2014	\$151,729	\$171,387	\$219,232	\$161,158	\$125,724	\$191,885
Difference	9,228	7,125	2,961	14,408	5,491	10,413
% Change	6%	4%	1%	9%	4%	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 2015

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	306	281	118	76	24	1,565
New Listings This Month	30	68	29	12	2	267
Show for Backup This Month	3	5	0	2	0	17
Pending Contracts						
Current Month 2015	26	41	22	11	0	190
Current Month 2014	32	27	17	8	5	181
Difference	-6	14	5	3	0	9
% Change	-19%	52%	29%	38%	0%	5%
Year To Date 2015	536	620	321	127	32	3,170
Year To Date 2014	439	496	290	87	33	2,597
Difference	97	124	31	40	-1	573
% Change	22%	25%	11%	46%	-3%	22%
Closed Sales						
Current Month 2015	35	41	27	8	3	195
Current Month 2014	24	34	23	7	3	205
Difference	11	7	4	1	0	-10
% Change	46%	21%	17%	14%	0%	-5%
Year To Date 2015	488	573	282	115	38	2,918
Year To Date 2014	409	502	284	82	32	2,513
Difference	79	71	-2	33	6	405
% Change	19%	14%	-1%	40%	19%	16%
Average Sale Price						
Current Month 2015	\$304,004	\$306,170	\$359,200	\$326,912	\$231,432	\$351,544
Current Month 2014	\$307,758	\$311,455	\$369,714	\$267,899	\$159,609	\$358,575
Difference	-3,753	-5,284	-10,514	59,013	71,823	-7,031
% Change	-1%	-2%	-3%	22%	45%	-2%
Year To Date 2015	\$318,605	\$294,358	\$339,365	\$302,309	\$223,954	\$359,015
Year To Date 2014	\$303,538	\$298,983	\$362,018	\$343,696	\$229,335	\$356,546
Difference	15,067	-4,624	-22,653	-41,387	-5,381	2,469
% Change	5%	-2%	-6%	-12%	-2%	1%

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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 November 2015

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	2,825	1,059	563	448	693	8,688
New Listings This Month	765	293	139	109	116	2,355
Show for Backup This Month	238	78	22	40	13	656
Pending Contracts						
Current Month 2015	483	228	100	59	58	1,526
Current Month 2014	580	254	99	76	71	1,852
Difference	-97	-26	1	-17	-13	-326
% Change	-17%	-10%	1%	-22%	-18%	-18%
Year To Date 2015	9,167	4,201	1,742	1,346	1,146	30,724
Year To Date 2014	8,336	3,676	1,485	1,196	1,172	27,894
Difference	831	525	257	150	-26	2,830
% Change	10%	14%	17%	13%	-2%	10%
Closed Sales						
Current Month 2015	587	254	115	88	77	1,942
Current Month 2014	618	268	102	84	84	1,978
Difference	-31	-14	13	4	-7	-36
% Change	-5%	-5%	13%	5%	-8%	-2%
Year To Date 2015	8,993	4,110	1,668	1,341	1,116	30,118
Year To Date 2014	8,133	3,565	1,432	1,184	1,156	27,259
Difference	860	545	236	157	-40	2,859
% Change	11%	15%	16%	13%	-3%	10%
Average Sale Price						
Current Month 2015	\$148,020	\$157,243	\$218,761	\$158,316	\$133,610	\$185,801
Current Month 2014	\$150,359	\$150,620	\$191,790	\$146,145	\$130,855	\$176,915
Difference	-2,340	6,623	26,971	12,171	2,755	8,886
% Change	-2%	4%	14%	8%	2%	5%
Year To Date 2015	\$152,401	\$162,361	\$202,384	\$164,698	\$128,017	\$187,120
Year To Date 2014	\$144,094	\$153,420	\$190,915	\$148,516	\$122,763	\$176,714
Difference	8,307	8,942	11,469	16,181	5,253	10,407
% Change	6%	6%	6%	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