

**Heartland MLS Statistics - Missouri Total**  
**Month of December 2014**

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
<b>Current Inventory</b>	3,482	1,444	722	554	760	11,095
<b>New Listings This Month</b>	670	248	121	88	94	2,036
<b>Show for Backup This Month</b>	166	72	22	22	9	468
<b>Pending Contracts</b>						
Current Month 2014	425	198	86	58	52	1,478
Current Month 2013	475	221	69	79	60	1,597
Difference	-50	-23	17	-21	-8	-119
% Change	-11%	-10%	25%	-27%	-13%	-7%
Year To Date 2014	9,192	4,366	1,856	1,341	1,269	31,967
Year To Date 2013	9,182	4,150	1,741	1,310	1,313	31,780
Difference	10	216	115	31	-44	187
% Change	0%	5%	7%	2%	-3%	1%
<b>Closed Sales</b>						
Current Month 2014	684	336	153	102	88	2,375
Current Month 2013	648	284	111	94	102	2,289
Difference	36	52	42	8	-14	86
% Change	6%	18%	38%	9%	-14%	4%
Year To Date 2014	9,215	4,399	1,867	1,367	1,281	32,122
Year To Date 2013	9,313	4,112	1,773	1,310	1,354	31,963
Difference	-98	287	94	57	-73	159
% Change	-1%	7%	5%	4%	-5%	0%
<b>Average Sale Price</b>						
Current Month 2014	\$154,931	\$164,253	\$215,990	\$179,643	\$122,384	\$196,007
Current Month 2013	\$156,842	\$156,598	\$226,309	\$165,413	\$125,569	\$189,561
Difference	-1,911	7,654	-10,318	14,230	-3,185	6,446
% Change	-1%	5%	-5%	9%	-3%	3%
Year To Date 2014	\$151,983	\$170,855	\$219,032	\$162,553	\$125,495	\$192,211
Year To Date 2013	\$140,416	\$159,103	\$204,943	\$155,481	\$118,788	\$182,915
Difference	11,567	11,752	14,089	7,072	6,707	9,297
% Change	8%	7%	7%	5%	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 December 2014**

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
<b>Current Inventory</b>	299	285	151	90	28	1,661
<b>New Listings This Month</b>	33	44	26	18	2	214
<b>Show for Backup This Month</b>	5	1	1	0	0	9
<b>Pending Contracts</b>						
Current Month 2014	17	32	15	6	3	162
Current Month 2013	33	31	15	5	0	159
Difference	-16	1	0	1	0	3
% Change	-48%	3%	0%	20%	0%	2%
Year To Date 2014	456	529	301	93	37	2,763
Year To Date 2013	411	517	269	88	61	2,713
Difference	45	12	32	5	-24	50
% Change	11%	2%	12%	6%	-39%	2%
<b>Closed Sales</b>						
Current Month 2014	40	40	31	7	2	245
Current Month 2013	42	27	18	7	10	217
Difference	-2	13	13	0	-8	28
% Change	-5%	48%	72%	0%	-80%	13%
Year To Date 2014	449	542	315	89	34	2,757
Year To Date 2013	412	467	261	87	64	2,662
Difference	37	75	54	2	-30	95
% Change	9%	16%	21%	2%	-47%	4%
<b>Average Sale Price</b>						
Current Month 2014	\$322,334	\$318,530	\$343,260	\$368,545	\$232,213	\$387,860
Current Month 2013	\$358,344	\$290,437	\$295,248	\$277,738	\$219,623	\$355,404
Difference	-36,010	28,093	48,012	90,807	12,590	32,456
% Change	-10%	10%	16%	33%	6%	9%
Year To Date 2014	\$305,212	\$300,325	\$360,172	\$345,650	\$229,504	\$359,295
Year To Date 2013	\$313,091	\$281,446	\$316,739	\$315,681	\$219,228	\$343,266
Difference	-7,878	18,879	43,433	29,969	10,276	16,029
% Change	-3%	7%	14%	9%	5%	5%

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**Heartland MLS Statistics - Missouri Resale**  
**Month of December 2014**

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
<b>Current Inventory</b>	3,183	1,159	571	464	729	9,431
<b>New Listings This Month</b>	637	204	95	70	92	1,822
<b>Show for Backup This Month</b>	161	71	21	22	9	459
<b>Pending Contracts</b>						
Current Month 2014	408	166	71	52	49	1,316
Current Month 2013	442	190	54	74	60	1,438
Difference	-34	-24	17	-22	-11	-122
% Change	-8%	-13%	31%	-30%	-18%	-8%
Year To Date 2014	8,736	3,837	1,555	1,248	1,227	29,199
Year To Date 2013	8,771	3,633	1,472	1,222	1,250	29,065
Difference	-35	204	83	26	-23	134
% Change	0%	6%	6%	2%	-2%	0%
<b>Closed Sales</b>						
Current Month 2014	644	296	122	95	86	2,130
Current Month 2013	606	257	93	87	91	2,071
Difference	38	39	29	8	-5	59
% Change	6%	15%	31%	9%	-5%	3%
Year To Date 2014	8,766	3,857	1,552	1,278	1,242	29,360
Year To Date 2013	8,901	3,645	1,512	1,223	1,288	29,299
Difference	-135	212	40	55	-46	61
% Change	-2%	6%	3%	4%	-4%	0%
<b>Average Sale Price</b>						
Current Month 2014	\$144,533	\$143,404	\$183,651	\$165,724	\$119,829	\$173,939
Current Month 2013	\$142,876	\$142,537	\$212,966	\$156,376	\$115,295	\$172,218
Difference	1,657	867	-29,314	9,348	4,535	1,722
% Change	1%	1%	-14%	6%	4%	1%
Year To Date 2014	\$144,135	\$152,662	\$190,386	\$149,802	\$122,560	\$176,529
Year To Date 2013	\$132,424	\$143,429	\$185,645	\$144,085	\$113,792	\$168,350
Difference	11,711	9,233	4,741	5,717	8,768	8,180
% Change	9%	6%	3%	4%	8%	5%

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