

**Heartland MLS Statistics - Missouri Total**  
**Month of December 2015**

	<b>Jackson Co.</b>	<b>Clay/Ray Co.</b>	<b>Platte Co.</b>	<b>Cass Co.</b>	<b>Other Co.</b>	<b>Heartland</b>
<b>Current Inventory</b>	2,795	1,238	637	476	665	9,328
<b>New Listings This Month</b>	702	250	139	96	97	2,125
<b>Show for Backup This Month</b>	182	70	25	30	16	529
<b>Pending Contracts</b>						
Current Month 2015	433	199	102	61	76	1,479
Current Month 2014	540	246	103	77	57	1,810
Difference	-107	-47	-1	-16	19	-331
% Change	-20%	-19%	-1%	-21%	33%	-18%
Year To Date 2015	10,362	5,089	2,189	1,569	1,269	35,960
Year To Date 2014	9,313	4,418	1,876	1,360	1,267	32,301
Difference	1,049	671	313	209	2	3,659
% Change	11%	15%	17%	15%	0%	11%
<b>Closed Sales</b>						
Current Month 2015	824	358	178	113	82	2,642
Current Month 2014	697	338	155	104	89	2,402
Difference	127	20	23	9	-7	240
% Change	18%	6%	15%	9%	-8%	10%
Year To Date 2015	10,318	5,046	2,128	1,571	1,239	35,713
Year To Date 2014	9,239	4,405	1,871	1,370	1,282	32,179
Difference	1,079	641	257	201	-43	3,534
% Change	12%	15%	14%	15%	-3%	11%
<b>Average Sale Price</b>						
Current Month 2015	\$165,411	\$174,237	\$230,139	\$208,137	\$132,901	\$204,231
Current Month 2014	\$155,084	\$164,052	\$215,849	\$179,794	\$123,750	\$195,987
Difference	10,327	10,185	14,290	28,344	9,151	8,245
% Change	7%	6%	7%	16%	7%	4%
Year To Date 2015	\$161,315	\$178,192	\$222,858	\$178,211	\$131,190	\$202,440
Year To Date 2014	\$151,982	\$170,824	\$218,952	\$162,573	\$125,587	\$192,191
Difference	9,334	7,368	3,906	15,638	5,603	10,249
% Change	6%	4%	2%	10%	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 December 2015**

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
<b>Current Inventory</b>	320	283	130	90	23	1,632
<b>New Listings This Month</b>	53	45	27	13	3	272
<b>Show for Backup This Month</b>	10	3	4	2	0	28
<b>Pending Contracts</b>						
Current Month 2015	20	29	27	8	3	175
Current Month 2014	21	34	16	6	3	170
Difference	-1	-5	11	2	0	5
% Change	-5%	-15%	69%	33%	0%	3%
Year To Date 2015	563	654	346	137	35	3,364
Year To Date 2014	459	530	306	93	36	2,766
Difference	104	124	40	44	-1	598
% Change	23%	23%	13%	47%	-3%	22%
<b>Closed Sales</b>						
Current Month 2015	46	53	29	15	0	271
Current Month 2014	42	40	31	8	3	249
Difference	4	13	-2	7	0	22
% Change	10%	33%	-6%	88%	0%	9%
Year To Date 2015	535	627	311	130	38	3,194
Year To Date 2014	451	542	315	90	35	2,762
Difference	84	85	-4	40	3	432
% Change	19%	16%	-1%	44%	9%	16%
<b>Average Sale Price</b>						
Current Month 2015	\$336,152	\$307,556	\$397,028	\$401,356		\$391,532
Current Month 2014	\$335,581	\$318,530	\$343,260	\$353,102	\$236,142	\$388,416
Difference	571	-10,974	53,768	48,254		3,116
% Change	0%	-3%	16%	14%		1%
Year To Date 2015	\$320,085	\$295,588	\$344,742	\$313,737	\$223,954	\$361,725
Year To Date 2014	\$306,522	\$300,425	\$360,172	\$344,532	\$229,918	\$359,419
Difference	13,563	-4,838	-15,430	-30,795	-5,965	2,306
% Change	4%	-2%	-4%	-9%	-3%	1%

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**Heartland MLS Statistics - Missouri Resale**  
**Month of December 2015**

	<b>Jackson Co.</b>	<b>Clay/Ray Co.</b>	<b>Platte Co.</b>	<b>Cass Co.</b>	<b>Other Co.</b>	<b>Heartland</b>
<b>Current Inventory</b>	2,475	955	507	386	642	7,696
<b>New Listings This Month</b>	649	205	112	83	94	1,853
<b>Show for Backup This Month</b>	172	67	21	28	16	501
<b>Pending Contracts</b>						
Current Month 2015	413	170	75	53	73	1,304
Current Month 2014	519	212	87	71	54	1,640
Difference	-106	-42	-12	-18	19	-336
% Change	-20%	-20%	-14%	-25%	35%	-20%
Year To Date 2015	9,799	4,435	1,843	1,432	1,231	32,593
Year To Date 2014	8,854	3,888	1,570	1,267	1,226	29,530
Difference	945	547	273	165	5	3,063
% Change	11%	14%	17%	13%	0%	10%
<b>Closed Sales</b>						
Current Month 2015	778	305	149	98	82	2,371
Current Month 2014	655	298	124	96	86	2,153
Difference	123	7	25	2	-4	218
% Change	19%	2%	20%	2%	-5%	10%
Year To Date 2015	9,783	4,419	1,817	1,441	1,198	32,516
Year To Date 2014	8,788	3,863	1,556	1,280	1,242	29,412
Difference	995	556	261	161	-44	3,104
% Change	11%	14%	17%	13%	-4%	11%
<b>Average Sale Price</b>						
Current Month 2015	\$155,316	\$151,070	\$197,657	\$178,563	\$132,901	\$182,823
Current Month 2014	\$143,510	\$143,317	\$183,996	\$165,351	\$119,829	\$173,732
Difference	11,805	7,753	13,662	13,212	13,071	9,091
% Change	8%	5%	7%	8%	11%	5%
Year To Date 2015	\$152,633	\$161,535	\$201,996	\$165,985	\$128,210	\$186,799
Year To Date 2014	\$144,051	\$152,640	\$190,363	\$149,779	\$122,560	\$176,495
Difference	8,582	8,894	11,633	16,206	5,650	10,304
% Change	6%	6%	6%	11%	5%	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**