

Heartland MLS Statistics - Missouri Total
Month of December 2016

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	2,228	981	554	481	541	7,890
New Listings This Month	659	236	130	102	71	1,928
Show for Backup This Month	179	73	28	29	16	495
Pending Contracts						
Current Month 2016	452	208	98	66	54	1,488
Current Month 2015	589	252	118	87	85	1,917
Difference	-137	-44	-20	-21	-31	-429
% Change	-23%	-17%	-17%	-24%	-36%	-22%
Year To Date 2016	10,946	5,549	2,492	1,650	1,472	38,185
Year To Date 2015	10,560	5,160	2,201	1,604	1,272	36,498
Difference	386	389	291	46	200	1,687
% Change	4%	8%	13%	3%	16%	5%
Closed Sales						
Current Month 2016	809	423	168	145	127	2,855
Current Month 2015	843	363	180	116	85	2,694
Difference	-34	60	-12	29	42	161
% Change	-4%	17%	-7%	25%	49%	6%
Year To Date 2016	11,081	5,594	2,487	1,650	1,475	38,408
Year To Date 2015	10,365	5,063	2,132	1,580	1,243	35,854
Difference	716	531	355	70	232	2,554
% Change	7%	10%	17%	4%	19%	7%
Average Sale Price						
Current Month 2016	\$169,870	\$188,142	\$231,095	\$192,381	\$141,152	\$213,161
Current Month 2015	\$165,259	\$176,865	\$229,237	\$207,797	\$132,097	\$204,549
Difference	4,611	11,277	1,858	-15,415	9,055	8,612
% Change	3%	6%	1%	-7%	7%	4%
Year To Date 2016	\$174,618	\$190,507	\$236,323	\$190,893	\$139,990	\$214,374
Year To Date 2015	\$161,331	\$178,412	\$222,682	\$178,095	\$131,086	\$202,369
Difference	13,287	12,095	13,641	12,797	8,904	12,006
% Change	8%	7%	6%	7%	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 December 2016

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	328	264	119	163	23	1,679
New Listings This Month	33	30	23	25	7	228
Show for Backup This Month	6	1	0	3	0	16
Pending Contracts						
Current Month 2016	28	27	25	12	3	166
Current Month 2015	31	31	31	9	3	205
Difference	-3	-4	-6	3	0	-39
% Change	-10%	-13%	-19%	33%	0%	-19%
Year To Date 2016	605	726	414	180	44	3,710
Year To Date 2015	590	657	346	136	38	3,412
Difference	15	69	68	44	6	298
% Change	3%	11%	20%	32%	16%	9%
Closed Sales						
Current Month 2016	49	65	30	18	3	319
Current Month 2015	46	56	29	16	0	277
Difference	3	9	1	2	0	42
% Change	7%	16%	3%	13%	0%	15%
Year To Date 2016	625	726	396	151	43	3,589
Year To Date 2015	538	633	311	131	38	3,209
Difference	87	93	85	20	5	380
% Change	16%	15%	27%	15%	13%	12%
Average Sale Price						
Current Month 2016	\$308,607	\$311,833	\$351,800	\$322,915	\$170,400	\$372,516
Current Month 2015	\$336,152	\$320,353	\$397,028	\$387,833		\$395,152
Difference	-27,545	-8,520	-45,228	-64,919		-22,635
% Change	-8%	-3%	-11%	-17%		-6%
Year To Date 2016	\$322,071	\$305,605	\$369,569	\$322,777	\$222,810	\$373,695
Year To Date 2015	\$321,784	\$296,985	\$344,742	\$312,755	\$223,954	\$362,276
Difference	287	8,620	24,826	10,023	-1,144	11,419
% Change	0%	3%	7%	3%	-1%	3%

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 December 2016

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	1,900	717	435	318	518	6,211
New Listings This Month	626	206	107	77	64	1,700
Show for Backup This Month	173	72	28	26	16	479
Pending Contracts						
Current Month 2016	424	181	73	54	51	1,322
Current Month 2015	558	221	87	78	82	1,712
Difference	-134	-40	-14	-24	-31	-390
% Change	-24%	-18%	-16%	-31%	-38%	-23%
Year To Date 2016	10,341	4,823	2,078	1,470	1,428	34,475
Year To Date 2015	9,970	4,503	1,855	1,468	1,231	33,083
Difference	371	320	223	2	197	1,392
% Change	4%	7%	12%	0%	16%	4%
Closed Sales						
Current Month 2016	760	358	138	127	124	2,536
Current Month 2015	797	307	151	100	85	2,417
Difference	-37	51	-13	27	39	119
% Change	-5%	17%	-9%	27%	46%	5%
Year To Date 2016	10,456	4,868	2,091	1,499	1,432	34,819
Year To Date 2015	9,827	4,430	1,821	1,449	1,202	32,642
Difference	629	438	270	50	230	2,177
% Change	6%	10%	15%	3%	19%	7%
Average Sale Price						
Current Month 2016	\$160,925	\$165,685	\$204,855	\$173,881	\$140,444	\$193,116
Current Month 2015	\$155,395	\$150,691	\$197,013	\$178,991	\$132,097	\$182,705
Difference	5,529	14,993	7,842	-5,110	8,347	10,411
% Change	4%	10%	4%	-3%	6%	6%
Year To Date 2016	\$165,804	\$173,342	\$211,089	\$177,607	\$137,504	\$197,952
Year To Date 2015	\$152,547	\$161,469	\$201,836	\$165,921	\$128,112	\$186,654
Difference	13,258	11,873	9,253	11,686	9,392	11,299
% Change	9%	7%	5%	7%	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