

Heartland MLS Statistics - Missouri Total
Month of January 2012

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	4,640	1,915	789	736	681	14,374
New Listings This Month	1,115	433	176	163	119	3,404
Pending Contracts						
Current Month 2012	556	279	113	83	67	1,822
Current Month 2011	540	229	82	74	46	1,628
Difference	16	50	31	9	21	194
% Change	3%	22%	38%	12%	46%	12%
Year To Date 2012	556	279	113	83	67	1,822
Year To Date 2011	540	229	82	74	46	1,628
Difference	16	50	31	9	21	194
% Change	3%	22%	38%	12%	46%	12%
Closed Sales						
Current Month 2012	500	194	75	60	52	1,499
Current Month 2011	446	188	72	61	36	1,334
Difference	54	6	3	-1	16	165
% Change	12%	3%	4%	-2%	44%	12%
Year To Date 2012	500	194	75	60	52	1,499
Year To Date 2011	446	188	72	61	36	1,334
Difference	54	6	3	-1	16	165
% Change	12%	3%	4%	-2%	44%	12%
Average Sale Price						
Current Month 2012	\$106,558	\$132,422	\$187,310	\$129,238	\$72,829	\$146,574
Current Month 2011	\$101,523	\$132,917	\$189,024	\$105,146	\$67,084	\$143,493
Difference	5,035	-495	-1,714	24,092	5,745	3,082
% Change	5%	0%	-1%	23%	9%	2%
Year To Date 2012	\$106,558	\$132,422	\$187,310	\$129,238	\$72,829	\$146,574
Year To Date 2011	\$101,523	\$132,917	\$189,024	\$105,146	\$67,084	\$143,493
Difference	5,035	-495	-1,714	24,092	5,745	3,082
% Change	5%	0%	-1%	23%	9%	2%

Pending Contracts = Pending or Sold status and Contract date within time period specified

Closed Sales = Sold status with Settlement Date within time period Specified

Heartland MLS Statistics - Missouri New Homes
Month of January 2012

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	263	208	108	79	4	1,256
New Listings This Month	54	42	20	16	0	266
Pending Contracts						
Current Month 2012	24	34	20	5	0	172
Current Month 2011	12	23	12	4	0	105
Difference	12	11	8	1	0	67
% Change	100%	48%	67%	25%	0%	64%
Year To Date 2012	24	34	20	5	0	172
Year To Date 2011	12	23	12	4	0	105
Difference	12	11	8	1	0	67
% Change	100%	48%	67%	25%	0%	64%
Closed Sales						
Current Month 2012	12	21	6	1	0	83
Current Month 2011	11	17	8	0	0	94
Difference	1	4	-2	0	0	-11
% Change	9%	24%	-25%	0%	0%	-12%
Year To Date 2012	12	21	6	1	0	83
Year To Date 2011	11	17	8	0	0	94
Difference	1	4	-2	0	0	-11
% Change	9%	24%	-25%	0%	0%	-12%
Average Sale Price						
Current Month 2012	\$290,965	\$266,887	\$244,496	\$255,000		\$324,459
Current Month 2011	\$222,987	\$268,291	\$391,121			\$328,112
Difference	67,977	-1,404	-146,626			-3,653
% Change	30%	-1%	-37%			-1%
Year To Date 2012	\$290,965	\$266,887	\$244,496	\$255,000		\$324,459
Year To Date 2011	\$222,987	\$268,291	\$391,121			\$328,112
Difference	67,977	-1,404	-146,626			-3,653
% Change	30%	-1%	-37%			-1%

Pending Contracts = Pending or Sold status and Contract date within time period specified
Closed Sales = Sold status with Settlement Date within time period Specified

Heartland MLS Statistics - Missouri Resale
Month of January 2012

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	4,377	1,707	681	657	677	13,118
New Listings This Month	1,061	391	156	147	119	3,138
Pending Contracts						
Current Month 2012	532	245	93	78	67	1,650
Current Month 2011	528	206	70	70	46	1,523
Difference	4	39	23	8	21	127
% Change	1%	19%	33%	11%	46%	8%
Year To Date 2012	532	245	93	78	67	1,650
Year To Date 2011	528	206	70	70	46	1,523
Difference	4	39	23	8	21	127
% Change	1%	19%	33%	11%	46%	8%
Closed Sales						
Current Month 2012	488	173	69	59	52	1,416
Current Month 2011	435	171	64	61	36	1,240
Difference	53	2	5	-2	16	176
% Change	12%	1%	8%	-3%	44%	14%
Year To Date 2012	488	173	69	59	52	1,416
Year To Date 2011	435	171	64	61	36	1,240
Difference	53	2	5	-2	16	176
% Change	12%	1%	8%	-3%	44%	14%
Average Sale Price						
Current Month 2012	\$102,024	\$116,099	\$182,337	\$127,106	\$72,829	\$136,147
Current Month 2011	\$98,452	\$119,459	\$163,761	\$105,146	\$67,084	\$129,497
Difference	3,572	-3,360	18,576	21,960	5,745	6,650
% Change	4%	-3%	11%	21%	9%	5%
Year To Date 2012	\$102,024	\$116,099	\$182,337	\$127,106	\$72,829	\$136,147
Year To Date 2011	\$98,452	\$119,459	\$163,761	\$105,146	\$67,084	\$129,497
Difference	3,572	-3,360	18,576	21,960	5,745	6,650
% Change	4%	-3%	11%	21%	9%	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