

Heartland MLS Statistics - Missouri Total
Month of January 2013

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	4,011	1,781	773	619	673	12,656
New Listings This Month	1,136	470	186	150	127	3,527
Show for Backup This Month	194	75	32	26	13	587
Pending Contracts						
Current Month 2013	614	249	120	74	74	1,941
Current Month 2012	632	303	119	85	63	2,085
Difference	-18	-54	1	-11	11	-144
% Change	-3%	-18%	1%	-13%	17%	-7%
Year To Date 2013	614	249	120	74	74	1,941
Year To Date 2012	632	303	119	85	63	2,085
Difference	-18	-54	1	-11	11	-144
% Change	-3%	-18%	1%	-13%	17%	-7%
Closed Sales						
Current Month 2013	564	200	97	82	71	1,664
Current Month 2012	503	195	76	62	53	1,513
Difference	61	5	21	20	18	151
% Change	12%	3%	28%	32%	34%	10%
Year To Date 2013	564	200	97	82	71	1,664
Year To Date 2012	503	195	76	62	53	1,513
Difference	61	5	21	20	18	151
% Change	12%	3%	28%	32%	34%	10%
Average Sale Price						
Current Month 2013	\$109,104	\$138,884	\$169,008	\$130,604	\$102,457	\$154,814
Current Month 2012	\$106,090	\$133,871	\$189,602	\$127,150	\$73,624	\$146,456
Difference	3,014	5,014	-20,594	3,454	28,833	8,358
% Change	3%	4%	-11%	3%	39%	6%
Year To Date 2013	\$109,104	\$138,884	\$169,008	\$130,604	\$102,457	\$154,814
Year To Date 2012	\$106,090	\$133,871	\$189,602	\$127,150	\$73,624	\$146,456
Difference	3,014	5,014	-20,594	3,454	28,833	8,358
% Change	3%	4%	-11%	3%	39%	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 January 2013

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	229	212	108	52	14	1,113
New Listings This Month	48	50	22	11	1	316
Show for Backup This Month	10	5	0	0	0	20
Pending Contracts						
Current Month 2013	26	38	23	4	0	218
Current Month 2012	27	31	21	8	0	182
Difference	-1	7	2	-4	0	36
% Change	-4%	23%	10%	-50%	0%	20%
Year To Date 2013	26	38	23	4	0	218
Year To Date 2012	27	31	21	8	0	182
Difference	-1	7	2	-4	0	36
% Change	-4%	23%	10%	-50%	0%	20%
Closed Sales						
Current Month 2013	30	23	14	4	0	145
Current Month 2012	11	21	6	1	0	82
Difference	19	2	8	3	0	63
% Change	173%	10%	133%	300%	0%	77%
Year To Date 2013	30	23	14	4	0	145
Year To Date 2012	11	21	6	1	0	82
Difference	19	2	8	3	0	63
% Change	173%	10%	133%	300%	0%	77%
Average Sale Price						
Current Month 2013	\$302,869	\$281,900	\$319,388	\$307,450		\$365,000
Current Month 2012	\$298,825	\$266,887	\$244,496	\$255,000		\$325,922
Difference	4,044	15,013	74,892	52,450		39,078
% Change	1%	6%	31%	21%		12%
Year To Date 2013	\$302,869	\$281,900	\$319,388	\$307,450		\$365,000
Year To Date 2012	\$298,825	\$266,887	\$244,496	\$255,000		\$325,922
Difference	4,044	15,013	74,892	52,450		39,078
% Change	1%	6%	31%	21%		12%

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 January 2013

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	3,782	1,569	665	567	659	11,543
New Listings This Month	1,088	420	164	139	126	3,211
Show for Backup This Month	184	70	32	26	13	567
Pending Contracts						
Current Month 2013	588	211	97	70	74	1,723
Current Month 2012	605	272	98	77	63	1,903
Difference	-17	-61	-1	-7	11	-180
% Change	-3%	-22%	-1%	-9%	17%	-9%
Year To Date 2013	588	211	97	70	74	1,723
Year To Date 2012	605	272	98	77	63	1,903
Difference	-17	-61	-1	-7	11	-180
% Change	-3%	-22%	-1%	-9%	17%	-9%
Closed Sales						
Current Month 2013	534	177	83	78	71	1,519
Current Month 2012	492	174	70	61	53	1,431
Difference	42	3	13	17	18	88
% Change	9%	2%	19%	28%	34%	6%
Year To Date 2013	534	177	83	78	71	1,519
Year To Date 2012	492	174	70	61	53	1,431
Difference	42	3	13	17	18	88
% Change	9%	2%	19%	28%	34%	6%
Average Sale Price						
Current Month 2013	\$98,219	\$120,300	\$143,643	\$121,535	\$102,457	\$134,751
Current Month 2012	\$101,781	\$117,817	\$184,897	\$125,054	\$73,624	\$136,172
Difference	-3,562	2,483	-41,254	-3,519	28,833	-1,422
% Change	-3%	2%	-22%	-3%	39%	-1%
Year To Date 2013	\$98,219	\$120,300	\$143,643	\$121,535	\$102,457	\$134,751
Year To Date 2012	\$101,781	\$117,817	\$184,897	\$125,054	\$73,624	\$136,172
Difference	-3,562	2,483	-41,254	-3,519	28,833	-1,422
% Change	-3%	2%	-22%	-3%	39%	-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

Show for Backup Contracts = Show for Backup status and Contract date within time period specified