

Heartland MLS Statistics - Missouri Total
Month of February 2013

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	4,011	1,829	771	640	667	12,880
New Listings This Month	962	438	172	121	123	3,239
Show for Backup This Month	209	71	20	30	15	649
Pending Contracts						
Current Month 2013	583	271	122	77	73	1,918
Current Month 2012	732	345	142	96	48	2,387
Difference	-149	-74	-20	-19	25	-469
% Change	-20%	-21%	-14%	-20%	52%	-20%
Year To Date 2013	1,283	555	259	168	152	4,160
Year To Date 2012	1,364	648	261	181	111	4,472
Difference	-81	-93	-2	-13	41	-312
% Change	-6%	-14%	-1%	-7%	37%	-7%
Closed Sales						
Current Month 2013	563	217	107	68	52	1,747
Current Month 2012	566	261	117	74	58	1,765
Difference	-3	-44	-10	-6	-6	-18
% Change	-1%	-17%	-9%	-8%	-10%	-1%
Year To Date 2013	1,131	419	204	150	124	3,422
Year To Date 2012	1,069	456	193	136	111	3,278
Difference	62	-37	11	14	13	144
% Change	6%	-8%	6%	10%	12%	4%
Average Sale Price						
Current Month 2013	\$121,199	\$139,344	\$191,051	\$139,599	\$78,238	\$162,934
Current Month 2012	\$104,022	\$132,669	\$176,387	\$139,955	\$102,524	\$146,848
Difference	17,177	6,675	14,663	-356	-24,286	16,086
% Change	17%	5%	8%	0%	-24%	11%
Year To Date 2013	\$114,933	\$138,890	\$180,570	\$134,682	\$92,846	\$158,935
Year To Date 2012	\$104,995	\$133,183	\$181,591	\$134,117	\$88,725	\$146,667
Difference	9,938	5,707	-1,021	565	4,120	12,268
% Change	9%	4%	-1%	0%	5%	8%

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 February 2013

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	233	214	116	48	15	1,090
New Listings This Month	37	35	18	2	0	216
Show for Backup This Month	8	0	0	0	0	14
Pending Contracts						
Current Month 2013	26	33	25	4	0	184
Current Month 2012	35	47	21	10	0	223
Difference	-9	-14	4	-6	0	-39
% Change	-26%	-30%	19%	-60%	0%	-17%
Year To Date 2013	55	75	48	8	0	412
Year To Date 2012	62	78	42	18	0	405
Difference	-7	-3	6	-10	0	7
% Change	-11%	-4%	14%	-56%	0%	2%
Closed Sales						
Current Month 2013	24	27	20	8	0	163
Current Month 2012	18	25	16	8	0	130
Difference	6	2	4	0	0	33
% Change	33%	8%	25%	0%	0%	25%
Year To Date 2013	54	50	34	12	0	308
Year To Date 2012	29	46	22	9	0	212
Difference	25	4	12	3	0	96
% Change	86%	9%	55%	33%	0%	45%
Average Sale Price						
Current Month 2013	\$282,078	\$250,471	\$347,153	\$314,772		\$338,264
Current Month 2012	\$276,996	\$219,715	\$295,858	\$243,217		\$321,032
Difference	5,081	30,756	51,295	71,555		17,231
% Change	2%	14%	17%	29%		5%
Year To Date 2013	\$293,628	\$264,928	\$335,720	\$312,332		\$350,850
Year To Date 2012	\$285,276	\$241,250	\$281,850	\$244,526		\$322,924
Difference	8,352	23,679	53,870	67,805		27,927
% Change	3%	10%	19%	28%		9%

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 February 2013

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	3,778	1,615	655	592	652	11,790
New Listings This Month	925	403	154	119	123	3,023
Show for Backup This Month	201	71	20	30	15	635
Pending Contracts						
Current Month 2013	557	238	97	73	73	1,734
Current Month 2012	697	298	121	86	48	2,164
Difference	-140	-60	-24	-13	25	-430
% Change	-20%	-20%	-20%	-15%	52%	-20%
Year To Date 2013	1,228	480	211	160	152	3,748
Year To Date 2012	1,302	570	219	163	111	4,067
Difference	-74	-90	-8	-3	41	-319
% Change	-6%	-16%	-4%	-2%	37%	-8%
Closed Sales						
Current Month 2013	539	190	87	60	52	1,584
Current Month 2012	548	236	101	66	58	1,635
Difference	-9	-46	-14	-6	-6	-51
% Change	-2%	-19%	-14%	-9%	-10%	-3%
Year To Date 2013	1,077	369	170	138	124	3,114
Year To Date 2012	1,040	410	171	127	111	3,066
Difference	37	-41	-1	11	13	48
% Change	4%	-10%	-1%	9%	12%	2%
Average Sale Price						
Current Month 2013	\$114,035	\$123,553	\$155,165	\$116,243	\$78,238	\$144,892
Current Month 2012	\$98,341	\$123,449	\$157,461	\$127,438	\$102,524	\$132,998
Difference	15,695	104	-2,296	-11,195	-24,286	11,894
% Change	16%	0%	-1%	-9%	-24%	9%
Year To Date 2013	\$105,973	\$121,812	\$149,540	\$119,234	\$92,846	\$139,952
Year To Date 2012	\$99,968	\$121,059	\$168,692	\$126,293	\$88,725	\$134,480
Difference	6,005	753	-19,153	-7,059	4,120	5,473
% Change	6%	1%	-11%	-6%	5%	4%

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