

Heartland MLS Statistics - Missouri Total

Month of March 2012

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	4,946	2,068	926	776	804	15,849
New Listings This Month	1,358	610	295	188	171	4,574
Pending Contracts						
Current Month 2012	701	328	140	121	65	2,399
Current Month 2011	736	335	136	82	79	2,463
Difference	-35	-7	4	39	-14	-64
% Change	-5%	-2%	3%	48%	-18%	-3%
Year To Date 2012	2,051	963	388	292	180	6,774
Year To Date 2011	1,901	817	307	239	182	5,956
Difference	150	146	81	53	-2	818
% Change	8%	18%	26%	22%	-1%	14%
Closed Sales						
Current Month 2012	730	333	121	96	56	2,287
Current Month 2011	667	274	106	98	64	2,038
Difference	63	59	15	-2	-8	249
% Change	9%	22%	14%	-2%	-13%	12%
Year To Date 2012	1,798	789	314	231	166	5,558
Year To Date 2011	1,555	658	261	217	131	4,748
Difference	243	131	53	14	35	810
% Change	16%	20%	20%	6%	27%	17%
Average Sale Price						
Current Month 2012	\$118,898	\$138,463	\$156,598	\$133,985	\$96,402	\$156,945
Current Month 2011	\$110,058	\$134,088	\$187,963	\$144,453	\$90,653	\$149,357
Difference	8,840	4,375	-31,365	-10,468	5,749	7,588
% Change	8%	3%	-17%	-7%	6%	5%
Year To Date 2012	\$110,817	\$135,412	\$171,960	\$133,074	\$91,007	\$150,898
Year To Date 2011	\$106,066	\$129,343	\$181,792	\$133,254	\$83,196	\$145,551
Difference	4,751	6,069	-9,832	-180	7,811	5,347
% Change	4%	5%	-5%	0%	9%	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

Heartland MLS Statistics - Missouri New Homes

Month of March 2012

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	243	204	121	60	18	1,198
New Listings This Month	44	56	43	7	0	270
Pending Contracts						
Current Month 2012	33	43	15	8	0	230
Current Month 2011	18	36	11	6	1	184
Difference	15	7	4	2	0	46
% Change	83%	19%	36%	33%	0%	25%
Year To Date 2012	91	121	55	24	0	625
Year To Date 2011	47	84	37	15	1	407
Difference	44	37	18	9	0	218
% Change	94%	44%	49%	60%	0%	54%
Closed Sales						
Current Month 2012	31	30	12	8	0	180
Current Month 2011	15	34	19	9	0	141
Difference	16	-4	-7	-1	0	39
% Change	107%	-12%	-37%	-11%	0%	28%
Year To Date 2012	61	76	34	16	0	392
Year To Date 2011	38	68	40	13	0	325
Difference	23	8	-6	3	0	67
% Change	61%	12%	-15%	23%	0%	21%
Average Sale Price						
Current Month 2012	\$292,585	\$281,666	\$272,939	\$244,278		\$316,036
Current Month 2011	\$314,144	\$262,600	\$296,636	\$299,664		\$304,648
Difference	-21,559	19,066	-23,697	-55,387		11,388
% Change	-7%	7%	-8%	-18%		4%
Year To Date 2012	\$291,707	\$257,204	\$278,705	\$237,033		\$319,987
Year To Date 2011	\$272,201	\$251,717	\$296,853	\$270,845		\$304,554
Difference	19,506	5,486	-18,148	-33,812		15,432
% Change	7%	2%	-6%	-12%		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

Heartland MLS Statistics - Missouri Resale

Month of March 2012

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	4,703	1,864	805	716	786	14,651
New Listings This Month	1,314	554	252	181	171	4,304
Pending Contracts						
Current Month 2012	668	285	125	113	65	2,169
Current Month 2011	718	299	125	76	78	2,279
Difference	-50	-14	0	37	-13	-110
% Change	-7%	-5%	0%	49%	-17%	-5%
Year To Date 2012	1,960	842	333	268	180	6,149
Year To Date 2011	1,854	733	270	224	181	5,549
Difference	106	109	63	44	-1	600
% Change	6%	15%	23%	20%	-1%	11%
Closed Sales						
Current Month 2012	699	303	109	88	56	2,107
Current Month 2011	652	240	87	89	64	1,897
Difference	47	63	22	-1	-8	210
% Change	7%	26%	25%	-1%	-13%	11%
Year To Date 2012	1,737	713	280	215	166	5,166
Year To Date 2011	1,517	590	221	204	131	4,423
Difference	220	123	59	11	35	743
% Change	15%	21%	27%	5%	27%	17%
Average Sale Price						
Current Month 2012	\$111,196	\$124,285	\$143,790	\$123,959	\$96,402	\$143,354
Current Month 2011	\$105,363	\$115,882	\$164,230	\$128,758	\$90,653	\$137,814
Difference	5,832	8,403	-20,440	-4,799	5,748	5,539
% Change	6%	7%	-12%	-4%	6%	4%
Year To Date 2012	\$104,465	\$122,430	\$158,998	\$125,338	\$91,007	\$138,067
Year To Date 2011	\$101,904	\$115,238	\$160,967	\$124,486	\$83,196	\$133,868
Difference	2,561	7,191	-1,969	851	7,811	4,200
% Change	3%	6%	-1%	1%	9%	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