

Heartland MLS Statistics - Missouri Total

Month of March 2013

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	4,153	1,872	781	666	679	13,391
New Listings This Month	1,233	499	206	167	113	3,993
Show for Backup This Month	213	82	36	30	11	774
Pending Contracts						
Current Month 2013	765	308	150	75	68	2,369
Current Month 2012	794	380	155	139	64	2,861
Difference	-29	-72	-5	-64	4	-492
% Change	-4%	-19%	-3%	-46%	6%	-17%
Year To Date 2013	2,177	902	420	250	230	6,952
Year To Date 2012	2,158	1,028	416	320	174	7,332
Difference	19	-126	4	-70	56	-380
% Change	1%	-12%	1%	-22%	32%	-5%
Closed Sales						
Current Month 2013	795	333	149	100	97	2,510
Current Month 2012	741	337	121	97	56	2,314
Difference	54	-4	28	3	41	196
% Change	7%	-1%	23%	3%	73%	8%
Year To Date 2013	1,936	758	354	251	222	5,958
Year To Date 2012	1,810	793	314	233	167	5,592
Difference	126	-35	40	18	55	366
% Change	7%	-4%	13%	8%	33%	7%
Average Sale Price						
Current Month 2013	\$124,311	\$145,910	\$197,130	\$142,600	\$90,775	\$165,885
Current Month 2012	\$118,485	\$140,732	\$156,598	\$133,970	\$96,402	\$157,039
Difference	5,826	5,178	40,532	8,630	-5,627	8,845
% Change	5%	4%	26%	6%	-6%	6%
Year To Date 2013	\$118,856	\$142,551	\$187,602	\$137,730	\$92,667	\$161,906
Year To Date 2012	\$110,518	\$136,391	\$171,960	\$134,056	\$91,299	\$150,959
Difference	8,338	6,160	15,642	3,674	1,367	10,947
% Change	8%	5%	9%	3%	1%	7%

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 March 2013

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	233	199	117	43	13	1,083
New Listings This Month	48	46	24	4	3	265
Show for Backup This Month	9	1	2	2	0	24
Pending Contracts						
Current Month 2013	36	51	23	6	0	237
Current Month 2012	36	46	14	11	0	242
Difference	0	5	9	-5	0	-5
% Change	0%	11%	64%	-45%	0%	-2%
Year To Date 2013	98	129	70	14	0	667
Year To Date 2012	98	124	56	29	0	647
Difference	0	5	14	-15	0	20
% Change	0%	4%	25%	-52%	0%	3%
Closed Sales						
Current Month 2013	36	37	25	4	0	200
Current Month 2012	31	32	12	8	0	183
Difference	5	5	13	-4	0	17
% Change	16%	16%	108%	-50%	0%	9%
Year To Date 2013	90	88	59	16	0	512
Year To Date 2012	60	78	34	17	0	395
Difference	30	10	25	-1	0	117
% Change	50%	13%	74%	-6%	0%	30%
Average Sale Price						
Current Month 2013	\$279,941	\$279,549	\$331,670	\$251,600		\$336,181
Current Month 2012	\$292,585	\$295,796	\$272,939	\$244,278		\$318,504
Difference	-12,644	-16,248	58,731	7,322		17,676
% Change	-4%	-5%	22%	3%		6%
Year To Date 2013	\$292,507	\$270,451	\$334,004	\$297,149		\$345,106
Year To Date 2012	\$289,052	\$263,628	\$278,705	\$244,409		\$320,876
Difference	3,454	6,824	55,299	52,739		24,230
% Change	1%	3%	20%	22%		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 Resale

Month of March 2013

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	3,920	1,673	664	623	666	12,308
New Listings This Month	1,185	453	182	163	110	3,728
Show for Backup This Month	204	81	34	28	11	750
Pending Contracts						
Current Month 2013	729	257	127	69	68	2,132
Current Month 2012	758	334	141	128	64	2,619
Difference	-29	-77	-14	-59	4	-487
% Change	-4%	-23%	-10%	-46%	6%	-19%
Year To Date 2013	2,079	773	350	236	230	6,285
Year To Date 2012	2,060	904	360	291	174	6,685
Difference	19	-131	-10	-55	56	-400
% Change	1%	-14%	-3%	-19%	32%	-6%
Closed Sales						
Current Month 2013	759	296	124	96	97	2,310
Current Month 2012	710	305	109	89	56	2,131
Difference	49	-9	15	7	41	179
% Change	7%	-3%	14%	8%	73%	8%
Year To Date 2013	1,846	670	295	235	222	5,446
Year To Date 2012	1,750	715	280	216	167	5,197
Difference	96	-45	15	19	55	249
% Change	5%	-6%	5%	9%	33%	5%
Average Sale Price						
Current Month 2013	\$116,930	\$129,205	\$170,005	\$138,059	\$90,775	\$151,140
Current Month 2012	\$110,884	\$124,463	\$143,790	\$124,055	\$96,402	\$143,174
Difference	6,046	4,743	26,215	14,004	-5,627	7,967
% Change	5%	4%	18%	11%	-6%	6%
Year To Date 2013	\$110,389	\$125,752	\$158,322	\$126,876	\$92,667	\$144,683
Year To Date 2012	\$104,397	\$122,511	\$158,998	\$125,371	\$91,299	\$138,045
Difference	5,993	3,241	-676	1,506	1,367	6,638
% Change	6%	3%	0%	1%	1%	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

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