

Heartland MLS Statistics - Missouri Total

Month of April 2012

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	5,095	2,086	970	774	808	16,157
New Listings This Month	1,470	602	277	221	182	4,677
Pending Contracts						
Current Month 2012	699	328	136	104	80	2,312
Current Month 2011	737	341	118	93	63	2,445
Difference	-38	-13	18	11	17	-133
% Change	-5%	-4%	15%	12%	27%	-5%
Year To Date 2012	2,828	1,333	544	418	259	9,516
Year To Date 2011	2,638	1,157	425	332	245	8,400
Difference	190	176	119	86	14	1,116
% Change	7%	15%	28%	26%	6%	13%
Closed Sales						
Current Month 2012	704	330	131	121	55	2,405
Current Month 2011	682	299	122	78	70	2,206
Difference	22	31	9	43	-15	199
% Change	3%	10%	7%	55%	-21%	9%
Year To Date 2012	2,510	1,121	445	354	221	7,986
Year To Date 2011	2,237	957	383	295	201	6,954
Difference	273	164	62	59	20	1,032
% Change	12%	17%	16%	20%	10%	15%
Average Sale Price						
Current Month 2012	\$111,865	\$140,582	\$194,910	\$135,934	\$130,420	\$161,304
Current Month 2011	\$106,866	\$132,581	\$170,369	\$118,967	\$79,103	\$148,906
Difference	4,999	8,001	24,541	16,967	51,317	12,398
% Change	5%	6%	14%	14%	65%	8%
Year To Date 2012	\$110,999	\$137,598	\$178,716	\$134,698	\$100,815	\$154,109
Year To Date 2011	\$106,310	\$130,354	\$178,153	\$129,477	\$81,770	\$146,616
Difference	4,689	7,244	563	5,221	19,045	7,493
% Change	4%	6%	0%	4%	23%	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 New Homes

Month of April 2012

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	241	211	120	57	18	1,154
New Listings This Month	55	65	23	17	7	288
Pending Contracts						
Current Month 2012	36	52	23	10	0	250
Current Month 2011	31	36	19	4	0	182
Difference	5	16	4	6	0	68
% Change	16%	44%	21%	150%	0%	37%
Year To Date 2012	130	178	79	37	0	895
Year To Date 2011	78	120	56	19	1	589
Difference	52	58	23	18	0	306
% Change	67%	48%	41%	95%	0%	52%
Closed Sales						
Current Month 2012	20	32	17	12	0	171
Current Month 2011	15	29	14	4	0	144
Difference	5	3	3	8	0	27
% Change	33%	10%	21%	200%	0%	19%
Year To Date 2012	81	110	51	29	0	567
Year To Date 2011	53	97	54	17	0	469
Difference	28	13	-3	12	0	98
% Change	53%	13%	-6%	71%	0%	21%
Average Sale Price						
Current Month 2012	\$279,340	\$269,967	\$308,537	\$221,607		\$314,079
Current Month 2011	\$297,743	\$269,355	\$371,284	\$222,063		\$318,000
Difference	-18,402	613	-62,747	-455		-3,922
% Change	-6%	0%	-17%	0%		-1%
Year To Date 2012	\$288,654	\$265,472	\$288,649	\$234,974		\$318,722
Year To Date 2011	\$279,430	\$256,990	\$316,150	\$259,367		\$308,683
Difference	9,224	8,482	-27,501	-24,393		10,039
% Change	3%	3%	-9%	-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

Heartland MLS Statistics - Missouri Resale

Month of April 2012

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	4,854	1,875	850	717	790	15,003
New Listings This Month	1,415	537	254	204	175	4,389
Pending Contracts						
Current Month 2012	663	276	113	94	80	2,062
Current Month 2011	706	305	99	89	63	2,263
Difference	-43	-29	14	5	17	-201
% Change	-6%	-10%	14%	6%	27%	-9%
Year To Date 2012	2,698	1,155	465	381	259	8,621
Year To Date 2011	2,560	1,037	369	313	244	7,811
Difference	138	118	96	68	15	810
% Change	5%	11%	26%	22%	6%	10%
Closed Sales						
Current Month 2012	684	298	114	109	55	2,234
Current Month 2011	667	270	108	74	70	2,062
Difference	17	28	6	35	-15	172
% Change	3%	10%	6%	47%	-21%	8%
Year To Date 2012	2,429	1,011	394	325	221	7,419
Year To Date 2011	2,184	860	329	278	201	6,485
Difference	245	151	65	47	20	934
% Change	11%	18%	20%	17%	10%	14%
Average Sale Price						
Current Month 2012	\$106,968	\$126,688	\$177,966	\$126,503	\$130,420	\$149,610
Current Month 2011	\$102,573	\$117,890	\$144,324	\$113,395	\$79,103	\$137,097
Difference	4,395	8,798	33,641	13,108	51,317	12,513
% Change	4%	7%	23%	12%	65%	9%
Year To Date 2012	\$105,075	\$123,685	\$164,486	\$125,750	\$100,815	\$141,528
Year To Date 2011	\$102,109	\$116,071	\$155,504	\$121,534	\$81,770	\$134,895
Difference	2,966	7,614	8,983	4,217	19,045	6,633
% Change	3%	7%	6%	3%	23%	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