

## Heartland MLS Statistics - Missouri Total

Month of April 2013

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
<b>Current Inventory</b>	4,343	1,942	839	682	709	13,934
<b>New Listings This Month</b>	1,457	604	277	200	178	4,824
<b>Show for Backup This Month</b>	327	109	55	50	12	1,028
<b>Pending Contracts</b>						
Current Month 2013	774	354	157	110	94	2,687
Current Month 2012	851	383	156	118	82	2,878
Difference	-77	-29	1	-8	12	-191
% Change	-9%	-8%	1%	-7%	15%	-7%
Year To Date 2013	3,098	1,320	591	385	328	10,198
Year To Date 2012	3,008	1,411	571	438	256	10,208
Difference	90	-91	20	-53	72	-10
% Change	3%	-6%	4%	-12%	28%	0%
<b>Closed Sales</b>						
Current Month 2013	843	342	142	93	90	2,636
Current Month 2012	712	334	131	121	55	2,427
Difference	131	8	11	-28	35	209
% Change	18%	2%	8%	-23%	64%	9%
Year To Date 2013	2,788	1,104	499	344	313	8,625
Year To Date 2012	2,522	1,127	445	354	222	8,019
Difference	266	-23	54	-10	91	606
% Change	11%	-2%	12%	-3%	41%	8%
<b>Average Sale Price</b>						
Current Month 2013	\$130,583	\$151,754	\$192,928	\$146,855	\$104,775	\$169,560
Current Month 2012	\$111,727	\$140,707	\$194,921	\$135,934	\$130,420	\$161,089
Difference	18,856	11,047	-1,993	10,921	-25,645	8,471
% Change	17%	8%	-1%	8%	-20%	5%
Year To Date 2013	\$122,253	\$145,433	\$188,780	\$140,197	\$96,378	\$164,497
Year To Date 2012	\$110,859	\$137,670	\$178,719	\$134,698	\$100,991	\$154,025
Difference	11,394	7,763	10,061	5,499	-4,614	10,471
% Change	10%	6%	6%	4%	-5%	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 April 2013

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
<b>Current Inventory</b>	231	202	119	43	11	1,059
<b>New Listings This Month</b>	69	64	40	6	2	364
<b>Show for Backup This Month</b>	12	1	2	5	0	25
<b>Pending Contracts</b>						
Current Month 2013	38	61	28	11	0	291
Current Month 2012	44	57	25	16	0	276
Difference	-6	4	3	-5	0	15
% Change	-14%	7%	12%	-31%	0%	5%
Year To Date 2013	144	195	96	25	0	981
Year To Date 2012	142	181	81	45	0	923
Difference	2	14	15	-20	0	58
% Change	1%	8%	19%	-44%	0%	6%
<b>Closed Sales</b>						
Current Month 2013	41	40	19	7	0	208
Current Month 2012	20	33	17	12	0	175
Difference	21	7	2	-5	0	33
% Change	105%	21%	12%	-42%	0%	19%
Year To Date 2013	131	128	78	23	0	721
Year To Date 2012	80	111	51	29	0	570
Difference	51	17	27	-6	0	151
% Change	64%	15%	53%	-21%	0%	26%
<b>Average Sale Price</b>						
Current Month 2013	\$349,985	\$280,880	\$328,714	\$378,621		\$334,060
Current Month 2012	\$279,340	\$272,107	\$308,537	\$221,607		\$313,174
Difference	70,645	8,773	20,177	157,014		20,886
% Change	25%	3%	7%	71%		7%
Year To Date 2013	\$310,496	\$273,710	\$332,715	\$321,945		\$342,157
Year To Date 2012	\$286,624	\$266,149	\$288,649	\$234,974		\$318,511
Difference	23,872	7,562	44,067	86,971		23,646
% Change	8%	3%	15%	37%		7%

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## Heartland MLS Statistics - Missouri Resale

Month of April 2013

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
<b>Current Inventory</b>	4,112	1,740	720	639	698	12,875
<b>New Listings This Month</b>	1,388	540	237	194	176	4,460
<b>Show for Backup This Month</b>	315	108	53	45	12	1,003
<b>Pending Contracts</b>						
Current Month 2013	736	293	129	99	94	2,396
Current Month 2012	807	326	131	102	82	2,602
Difference	-71	-33	-2	-3	12	-206
% Change	-9%	-10%	-2%	-3%	15%	-8%
Year To Date 2013	2,954	1,125	495	360	328	9,217
Year To Date 2012	2,866	1,230	490	393	256	9,285
Difference	88	-105	5	-33	72	-68
% Change	3%	-9%	1%	-8%	28%	-1%
<b>Closed Sales</b>						
Current Month 2013	802	302	123	86	90	2,428
Current Month 2012	692	301	114	109	55	2,252
Difference	110	1	9	-23	35	176
% Change	16%	0%	8%	-21%	64%	8%
Year To Date 2013	2,657	976	421	321	313	7,904
Year To Date 2012	2,442	1,016	394	325	222	7,449
Difference	215	-40	27	-4	91	455
% Change	9%	-4%	7%	-1%	41%	6%
<b>Average Sale Price</b>						
Current Month 2013	\$119,367	\$134,651	\$171,952	\$127,991	\$104,775	\$155,468
Current Month 2012	\$106,882	\$126,301	\$177,978	\$126,503	\$130,420	\$149,271
Difference	12,484	8,350	-6,025	1,488	-25,645	6,197
% Change	12%	7%	-3%	1%	-20%	4%
Year To Date 2013	\$112,972	\$128,610	\$162,113	\$127,175	\$96,378	\$148,290
Year To Date 2012	\$105,101	\$123,634	\$164,490	\$125,750	\$100,991	\$141,439
Difference	7,871	4,976	-2,377	1,425	-4,614	6,852
% Change	7%	4%	-1%	1%	-5%	5%

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