

Heartland MLS Statistics - Missouri Total

Month of May 2012

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	5,116	2,139	989	797	828	16,304
New Listings This Month	1,315	592	241	181	136	4,342
Show For Backup This Month	227	91	32	28	14	759
Pending Contracts						
Current Month 2012	744	334	138	94	67	2,406
Current Month 2011	767	321	143	96	72	2,504
Difference	-23	13	-5	-2	-5	-98
% Change	-3%	4%	-3%	-2%	-7%	-4%
Year To Date 2012	3,742	1,728	713	529	327	12,510
Year To Date 2011	3,405	1,478	568	428	316	10,902
Difference	337	250	145	101	11	1,608
% Change	10%	17%	26%	24%	3%	15%
Closed Sales						
Current Month 2012	844	376	176	125	88	2,933
Current Month 2011	742	304	106	103	66	2,368
Difference	102	72	70	22	22	565
% Change	14%	24%	66%	21%	33%	24%
Year To Date 2012	3,357	1,499	621	479	310	10,930
Year To Date 2011	2,979	1,261	489	398	267	9,322
Difference	378	238	132	81	43	1,608
% Change	13%	19%	27%	20%	16%	17%
Average Sale Price						
Current Month 2012	\$127,055	\$157,305	\$209,722	\$141,478	\$111,362	\$171,041
Current Month 2011	\$113,660	\$136,257	\$192,839	\$146,326	\$101,276	\$161,590
Difference	13,395	21,047	16,883	-4,847	10,086	9,451
% Change	12%	15%	9%	-3%	10%	6%
Year To Date 2012	\$114,944	\$142,434	\$187,506	\$136,467	\$103,935	\$158,566
Year To Date 2011	\$108,141	\$131,777	\$181,337	\$133,837	\$86,592	\$150,419
Difference	6,804	10,657	6,169	2,630	17,343	8,147
% Change	6%	8%	3%	2%	20%	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

Heartland MLS Statistics - Missouri New Homes

Month of May 2012

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	255	194	126	51	19	1,141
New Listings This Month	36	31	28	15	1	238
Show For Backup This Month	9	5	3	1	0	22
Pending Contracts						
Current Month 2012	35	45	17	5	0	219
Current Month 2011	34	37	17	12	2	188
Difference	1	8	0	-7	0	31
% Change	3%	22%	0%	-58%	0%	16%
Year To Date 2012	168	227	100	49	0	1,136
Year To Date 2011	112	157	73	31	3	777
Difference	56	70	27	18	0	359
% Change	50%	45%	37%	58%	0%	46%
Closed Sales						
Current Month 2012	36	49	31	12	1	233
Current Month 2011	18	29	11	6	1	152
Difference	18	20	20	6	0	81
% Change	100%	69%	182%	100%	0%	53%
Year To Date 2012	116	159	82	41	1	799
Year To Date 2011	71	126	65	23	1	621
Difference	45	33	17	18	0	178
% Change	63%	26%	26%	78%	0%	29%
Average Sale Price						
Current Month 2012	\$284,255	\$264,963	\$323,968	\$238,811	\$216,554	\$305,703
Current Month 2011	\$242,517	\$233,780	\$411,481	\$335,569	\$187,900	\$323,685
Difference	41,738	31,183	-87,513	-96,758	28,654	-17,982
% Change	17%	13%	-21%	-29%	15%	-6%
Year To Date 2012	\$285,889	\$265,315	\$302,001	\$236,097	\$216,554	\$314,760
Year To Date 2011	\$270,072	\$251,648	\$332,283	\$279,246	\$187,900	\$312,355
Difference	15,817	13,667	-30,282	-43,149	28,654	2,405
% Change	6%	5%	-9%	-15%	15%	1%

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 May 2012

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	4,861	1,945	863	746	809	15,163
New Listings This Month	1,279	561	213	166	135	4,104
Show For Backup This Month	218	86	29	27	14	737
Pending Contracts						
Current Month 2012	709	289	121	89	67	2,187
Current Month 2011	733	284	126	84	70	2,316
Difference	-24	5	-5	5	-3	-129
% Change	-3%	2%	-4%	6%	-4%	-6%
Year To Date 2012	3,574	1,501	613	480	327	11,374
Year To Date 2011	3,293	1,321	495	397	313	10,125
Difference	281	180	118	83	14	1,249
% Change	9%	14%	24%	21%	4%	12%
Closed Sales						
Current Month 2012	808	327	145	113	87	2,700
Current Month 2011	724	275	95	97	65	2,216
Difference	84	52	50	16	22	484
% Change	12%	19%	53%	16%	34%	22%
Year To Date 2012	3,241	1,340	539	438	309	10,131
Year To Date 2011	2,908	1,135	424	375	266	8,701
Difference	333	205	115	63	43	1,430
% Change	11%	18%	27%	17%	16%	16%
Average Sale Price						
Current Month 2012	\$120,051	\$141,172	\$185,297	\$131,142	\$110,153	\$159,420
Current Month 2011	\$110,456	\$125,973	\$167,522	\$134,620	\$99,943	\$150,471
Difference	9,595	15,199	17,775	-3,478	10,210	8,949
% Change	9%	12%	11%	-3%	10%	6%
Year To Date 2012	\$108,826	\$127,854	\$170,087	\$127,141	\$103,571	\$146,248
Year To Date 2011	\$104,187	\$118,470	\$158,196	\$124,919	\$86,211	\$138,862
Difference	4,639	9,384	11,891	2,223	17,360	7,386
% Change	4%	8%	8%	2%	20%	5%

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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