

## Heartland MLS Statistics - Missouri Total

Month of May 2013

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
<b>Current Inventory</b>	4,524	1,987	870	697	721	14,439
<b>New Listings This Month</b>	1,485	631	284	198	150	4,988
<b>Show for Backup This Month</b>	252	116	37	38	19	905
<b>Pending Contracts</b>						
Current Month 2013	742	357	163	102	89	2,688
Current Month 2012	864	392	158	113	78	2,909
Difference	-122	-35	5	-11	11	-221
% Change	-14%	-9%	3%	-10%	14%	-8%
Year To Date 2013	4,055	1,770	788	518	422	13,627
Year To Date 2012	3,871	1,802	729	551	334	13,113
Difference	184	-32	59	-33	88	514
% Change	5%	-2%	8%	-6%	26%	4%
<b>Closed Sales</b>						
Current Month 2013	900	442	192	139	86	3,322
Current Month 2012	850	381	176	125	89	2,961
Difference	50	61	16	14	-3	361
% Change	6%	16%	9%	11%	-3%	12%
Year To Date 2013	3,694	1,551	697	484	399	11,973
Year To Date 2012	3,372	1,508	621	479	311	10,980
Difference	322	43	76	5	88	993
% Change	10%	3%	12%	1%	28%	9%
<b>Average Sale Price</b>						
Current Month 2013	\$148,195	\$164,584	\$200,825	\$165,016	\$100,432	\$191,008
Current Month 2012	\$126,500	\$158,085	\$209,184	\$141,478	\$110,487	\$170,795
Difference	21,694	6,499	-8,359	23,538	-10,055	20,213
% Change	17%	4%	-4%	17%	-9%	12%
Year To Date 2013	\$128,561	\$150,777	\$191,938	\$147,110	\$97,252	\$171,784
Year To Date 2012	\$114,802	\$142,828	\$187,353	\$136,467	\$103,709	\$158,547
Difference	13,759	7,949	4,585	10,643	-6,457	13,237
% Change	12%	6%	2%	8%	-6%	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 New Homes

Month of May 2013

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
<b>Current Inventory</b>	231	199	119	34	11	1,031
<b>New Listings This Month</b>	47	58	31	4	1	292
<b>Show for Backup This Month</b>	6	1	1	0	0	13
<b>Pending Contracts</b>						
Current Month 2013	39	51	32	6	1	298
Current Month 2012	41	48	20	7	1	236
Difference	-2	3	12	-1	0	62
% Change	-5%	6%	60%	-14%	0%	26%
Year To Date 2013	188	249	130	36	1	1,303
Year To Date 2012	183	229	101	52	1	1,159
Difference	5	20	29	-16	0	144
% Change	3%	9%	29%	-31%	0%	12%
<b>Closed Sales</b>						
Current Month 2013	29	54	25	15	0	270
Current Month 2012	36	50	30	12	1	237
Difference	-7	4	-5	3	0	33
% Change	-19%	8%	-17%	25%	0%	14%
Year To Date 2013	161	182	104	38	0	995
Year To Date 2012	116	161	81	41	1	807
Difference	45	21	23	-3	0	188
% Change	39%	13%	28%	-7%	0%	23%
<b>Average Sale Price</b>						
Current Month 2013	\$290,630	\$294,262	\$318,334	\$344,168		\$342,351
Current Month 2012	\$283,331	\$264,762	\$326,270	\$238,811	\$216,554	\$305,924
Difference	7,299	29,500	-7,936	105,357		36,427
% Change	3%	11%	-2%	44%		12%
Year To Date 2013	\$305,429	\$279,808	\$328,077	\$330,717		\$341,549
Year To Date 2012	\$285,602	\$265,718	\$302,582	\$236,097	\$216,554	\$314,815
Difference	19,826	14,090	25,495	94,620		26,734
% Change	7%	5%	8%	40%		8%

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

## Heartland MLS Statistics - Missouri Resale

Month of May 2013

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
<b>Current Inventory</b>	4,293	1,788	751	663	710	13,408
<b>New Listings This Month</b>	1,438	573	253	194	149	4,696
<b>Show for Backup This Month</b>	246	115	36	38	19	892
<b>Pending Contracts</b>						
Current Month 2013	703	306	131	96	88	2,390
Current Month 2012	823	344	138	106	77	2,673
Difference	-120	-38	-7	-10	11	-283
% Change	-15%	-11%	-5%	-9%	14%	-11%
Year To Date 2013	3,867	1,521	658	482	421	12,324
Year To Date 2012	3,688	1,573	628	499	333	11,954
Difference	179	-52	30	-17	88	370
% Change	5%	-3%	5%	-3%	26%	3%
<b>Closed Sales</b>						
Current Month 2013	871	388	167	124	86	3,052
Current Month 2012	814	331	146	113	88	2,724
Difference	57	57	21	11	-2	328
% Change	7%	17%	14%	10%	-2%	12%
Year To Date 2013	3,533	1,369	593	446	399	10,978
Year To Date 2012	3,256	1,347	540	438	310	10,173
Difference	277	22	53	8	89	805
% Change	9%	2%	10%	2%	29%	8%
<b>Average Sale Price</b>						
Current Month 2013	\$143,452	\$146,536	\$183,233	\$143,345	\$100,432	\$177,619
Current Month 2012	\$119,564	\$141,971	\$185,125	\$131,142	\$109,282	\$159,038
Difference	23,888	4,565	-1,892	12,203	-8,850	18,581
% Change	20%	3%	-1%	9%	-8%	12%
Year To Date 2013	\$120,501	\$133,623	\$168,062	\$131,466	\$97,252	\$156,397
Year To Date 2012	\$108,717	\$128,140	\$170,069	\$127,141	\$103,345	\$146,151
Difference	11,785	5,483	-2,007	4,325	-6,093	10,246
% Change	11%	4%	-1%	3%	-6%	7%

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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**