

Heartland MLS Statistics - Missouri Total

Month of June 2012

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	5,039	2,076	980	830	811	16,054
New Listings This Month	1,319	536	280	205	131	4,251
Show for Backup This Month	214	70	37	28	16	706
Pending Contracts						
Current Month 2012	701	338	166	88	72	2,349
Current Month 2011	705	303	151	115	84	2,425
Difference	-4	35	15	-27	-12	-76
% Change	-1%	12%	10%	-23%	-14%	-3%
Year To Date 2012	4,582	2,139	898	634	406	15,423
Year To Date 2011	4,108	1,781	718	543	400	13,321
Difference	474	358	180	91	6	2,102
% Change	12%	20%	25%	17%	2%	16%
Closed Sales						
Current Month 2012	818	392	178	105	68	2,903
Current Month 2011	786	354	143	94	74	2,623
Difference	32	38	35	11	-6	280
% Change	4%	11%	24%	12%	-8%	11%
Year To Date 2012	4,180	1,898	799	584	378	13,858
Year To Date 2011	3,765	1,615	632	492	341	11,945
Difference	415	283	167	92	37	1,913
% Change	11%	18%	26%	19%	11%	16%
Average Sale Price						
Current Month 2012	\$135,766	\$143,267	\$198,166	\$165,046	\$110,387	\$184,222
Current Month 2011	\$128,627	\$142,759	\$211,352	\$158,218	\$96,200	\$172,932
Difference	7,138	508	-13,186	6,828	14,187	11,289
% Change	6%	0%	-6%	4%	15%	7%
Year To Date 2012	\$118,957	\$142,910	\$189,762	\$141,606	\$105,096	\$163,976
Year To Date 2011	\$112,417	\$134,185	\$188,128	\$138,495	\$88,677	\$155,363
Difference	6,540	8,725	1,634	3,110	16,419	8,613
% Change	6%	7%	1%	2%	19%	6%

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 June 2012

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	237	197	123	52	19	1,123
New Listings This Month	55	35	29	6	1	245
Show for Backup This Month	3	1	0	1	0	10
Pending Contracts						
Current Month 2012	36	33	27	5	0	218
Current Month 2011	26	33	21	10	1	192
Difference	10	0	6	-5	0	26
% Change	38%	0%	29%	-50%	0%	14%
Year To Date 2012	211	261	130	54	0	1,372
Year To Date 2011	138	190	93	41	4	966
Difference	73	71	37	13	0	406
% Change	53%	37%	40%	32%	0%	42%
Closed Sales						
Current Month 2012	41	42	28	9	0	254
Current Month 2011	36	38	20	8	2	196
Difference	5	4	8	1	0	58
% Change	14%	11%	40%	13%	0%	30%
Year To Date 2012	157	203	109	50	1	1,059
Year To Date 2011	107	164	85	31	3	817
Difference	50	39	24	19	-2	242
% Change	47%	24%	28%	61%	-67%	30%
Average Sale Price						
Current Month 2012	\$277,409	\$245,805	\$299,121	\$236,748		\$311,266
Current Month 2011	\$250,080	\$261,219	\$270,096	\$214,810	\$192,400	\$305,220
Difference	27,329	-15,414	29,025	21,938		6,046
% Change	11%	-6%	11%	10%		2%
Year To Date 2012	\$283,463	\$261,598	\$301,693	\$236,214	\$216,554	\$313,821
Year To Date 2011	\$263,345	\$253,866	\$317,651	\$262,617	\$190,900	\$310,643
Difference	20,117	7,732	-15,957	-26,403	25,654	3,178
% Change	8%	3%	-5%	-10%	13%	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 June 2012

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	4,802	1,879	857	778	792	14,931
New Listings This Month	1,264	501	251	199	130	4,006
Show for Backup This Month	211	69	37	27	16	696
Pending Contracts						
Current Month 2012	665	305	139	83	72	2,131
Current Month 2011	679	270	130	105	83	2,233
Difference	-14	35	9	-22	-11	-102
% Change	-2%	13%	7%	-21%	-13%	-5%
Year To Date 2012	4,371	1,878	768	580	406	14,051
Year To Date 2011	3,970	1,591	625	502	396	12,355
Difference	401	287	143	78	10	1,696
% Change	10%	18%	23%	16%	3%	14%
Closed Sales						
Current Month 2012	777	350	150	96	68	2,649
Current Month 2011	750	316	123	86	72	2,427
Difference	27	34	27	10	-4	222
% Change	4%	11%	22%	12%	-6%	9%
Year To Date 2012	4,023	1,695	690	534	377	12,799
Year To Date 2011	3,658	1,451	547	461	338	11,128
Difference	365	244	143	73	39	1,671
% Change	10%	17%	26%	16%	12%	15%
Average Sale Price						
Current Month 2012	\$128,292	\$130,963	\$179,321	\$158,324	\$110,387	\$172,040
Current Month 2011	\$122,798	\$128,514	\$201,800	\$152,954	\$93,528	\$162,249
Difference	5,494	2,448	-22,479	5,370	16,859	9,791
% Change	4%	2%	-11%	4%	18%	6%
Year To Date 2012	\$112,538	\$128,695	\$172,080	\$132,747	\$104,800	\$151,577
Year To Date 2011	\$108,003	\$120,657	\$168,001	\$130,149	\$87,770	\$143,963
Difference	4,535	8,037	4,079	2,599	17,031	7,615
% Change	4%	7%	2%	2%	19%	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