

Heartland MLS Statistics - Missouri Total

Month of June 2013

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	4,716	1,994	895	732	724	14,746
New Listings This Month	1,405	621	272	207	157	4,617
Show for Backup This Month	268	110	42	47	8	927
Pending Contracts						
Current Month 2013	640	344	139	92	63	2,347
Current Month 2012	829	378	189	107	82	2,817
Difference	-189	-34	-50	-15	-19	-470
% Change	-23%	-9%	-26%	-14%	-23%	-17%
Year To Date 2013	4,872	2,196	968	636	494	16,638
Year To Date 2012	4,697	2,180	919	658	416	15,924
Difference	175	16	49	-22	78	714
% Change	4%	1%	5%	-3%	19%	4%
Closed Sales						
Current Month 2013	838	402	191	125	78	3,150
Current Month 2012	832	396	178	107	70	2,934
Difference	6	6	13	18	8	216
% Change	1%	2%	7%	17%	11%	7%
Year To Date 2013	4,545	1,958	890	610	477	15,159
Year To Date 2012	4,204	1,904	799	586	381	13,914
Difference	341	54	91	24	96	1,245
% Change	8%	3%	11%	4%	25%	9%
Average Sale Price						
Current Month 2013	\$151,312	\$170,194	\$228,340	\$166,550	\$105,482	\$195,999
Current Month 2012	\$135,135	\$142,591	\$198,166	\$162,775	\$111,790	\$183,671
Difference	16,177	27,603	30,174	3,775	-6,308	12,328
% Change	12%	19%	15%	2%	-6%	7%
Year To Date 2013	\$132,723	\$154,802	\$200,269	\$151,302	\$98,598	\$176,867
Year To Date 2012	\$118,826	\$142,779	\$189,762	\$141,271	\$105,194	\$163,845
Difference	13,897	12,023	10,506	10,031	-6,596	13,022
% Change	12%	8%	6%	7%	-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 June 2013

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	218	184	114	36	11	1,002
New Listings This Month	50	51	38	6	0	294
Show for Backup This Month	3	1	2	1	0	13
Pending Contracts						
Current Month 2013	38	46	25	3	1	241
Current Month 2012	39	36	26	6	0	225
Difference	-1	10	-1	-3	0	16
% Change	-3%	28%	-4%	-50%	0%	7%
Year To Date 2013	236	297	158	41	2	1,559
Year To Date 2012	221	265	127	58	1	1,382
Difference	15	32	31	-17	1	177
% Change	7%	12%	24%	-29%	100%	13%
Closed Sales						
Current Month 2013	35	47	23	12	0	235
Current Month 2012	42	42	28	9	1	258
Difference	-7	5	-5	3	0	-23
% Change	-17%	12%	-18%	33%	0%	-9%
Year To Date 2013	196	230	127	50	0	1,231
Year To Date 2012	158	203	109	50	2	1,065
Difference	38	27	18	0	0	166
% Change	24%	13%	17%	0%	0%	16%
Average Sale Price						
Current Month 2013	\$298,445	\$286,810	\$322,247	\$303,899		\$335,666
Current Month 2012	\$278,113	\$245,805	\$299,121	\$236,748	\$170,000	\$311,010
Difference	20,333	41,005	23,126	67,150		24,656
% Change	7%	17%	8%	28%		8%
Year To Date 2013	\$304,182	\$281,167	\$327,022	\$324,281		\$340,362
Year To Date 2012	\$283,611	\$261,598	\$301,693	\$236,214	\$193,277	\$313,893
Difference	20,570	19,569	25,328	88,066		26,469
% Change	7%	7%	8%	37%		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 Resale

Month of June 2013

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	4,498	1,810	781	696	713	13,744
New Listings This Month	1,355	570	234	201	157	4,323
Show for Backup This Month	265	109	40	46	8	914
Pending Contracts						
Current Month 2013	602	298	114	89	62	2,106
Current Month 2012	790	342	163	101	82	2,592
Difference	-188	-44	-49	-12	-20	-486
% Change	-24%	-13%	-30%	-12%	-24%	-19%
Year To Date 2013	4,636	1,899	810	595	492	15,079
Year To Date 2012	4,476	1,915	792	600	415	14,542
Difference	160	-16	18	-5	77	537
% Change	4%	-1%	2%	-1%	19%	4%
Closed Sales						
Current Month 2013	803	355	168	113	78	2,915
Current Month 2012	790	354	150	98	69	2,676
Difference	13	1	18	15	9	239
% Change	2%	0%	12%	15%	13%	9%
Year To Date 2013	4,349	1,728	763	560	477	13,928
Year To Date 2012	4,046	1,701	690	536	379	12,849
Difference	303	27	73	24	98	1,079
% Change	7%	2%	11%	4%	26%	8%
Average Sale Price						
Current Month 2013	\$144,899	\$154,755	\$215,484	\$151,964	\$105,482	\$184,739
Current Month 2012	\$127,534	\$130,346	\$179,321	\$155,982	\$110,947	\$171,394
Difference	17,365	24,409	36,163	-4,017	-5,464	13,346
% Change	14%	19%	20%	-3%	-5%	8%
Year To Date 2013	\$124,995	\$137,982	\$179,171	\$135,857	\$98,598	\$162,417
Year To Date 2012	\$112,391	\$128,599	\$172,080	\$132,414	\$104,729	\$151,408
Difference	12,604	9,384	7,090	3,443	-6,131	11,009
% Change	11%	7%	4%	3%	-6%	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