

Heartland MLS Statistics - Missouri Total

Month of July 2012

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	4,979	2,089	967	806	782	15,724
New Listings This Month	1,266	533	234	186	146	4,026
Show for Backup This Month	200	80	33	33	15	671
Pending Contracts						
Current Month 2012	667	315	136	90	74	2,220
Current Month 2011	751	321	129	98	71	2,349
Difference	-84	-6	7	-8	3	-129
% Change	-11%	-2%	5%	-8%	4%	-5%
Year To Date 2012	5,381	2,505	1,063	745	490	18,178
Year To Date 2011	4,859	2,100	846	641	471	15,666
Difference	522	405	217	104	19	2,512
% Change	11%	19%	26%	16%	4%	16%
Closed Sales						
Current Month 2012	822	360	153	110	78	2,802
Current Month 2011	659	316	146	98	67	2,316
Difference	163	44	7	12	11	486
% Change	25%	14%	5%	12%	16%	21%
Year To Date 2012	5,009	2,263	952	696	458	16,689
Year To Date 2011	4,424	1,931	778	590	408	14,261
Difference	585	332	174	106	50	2,428
% Change	13%	17%	22%	18%	12%	17%
Average Sale Price						
Current Month 2012	\$131,094	\$151,635	\$173,226	\$141,940	\$116,576	\$172,488
Current Month 2011	\$114,869	\$134,956	\$187,335	\$143,699	\$95,562	\$163,888
Difference	16,225	16,679	-14,109	-1,759	21,014	8,599
% Change	14%	12%	-8%	-1%	22%	5%
Year To Date 2012	\$120,928	\$144,208	\$187,105	\$141,474	\$107,289	\$165,385
Year To Date 2011	\$112,783	\$134,311	\$187,979	\$139,359	\$89,807	\$156,748
Difference	8,145	9,897	-875	2,115	17,481	8,638
% Change	7%	7%	0%	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 July 2012

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	229	198	134	48	16	1,123
New Listings This Month	38	55	31	13	0	282
Show for Backup This Month	6	2	2	1	0	19
Pending Contracts						
Current Month 2012	42	43	17	5	0	218
Current Month 2011	14	30	22	12	0	169
Difference	28	13	-5	-7	0	49
% Change	200%	43%	-23%	-58%	0%	29%
Year To Date 2012	263	304	147	62	1	1,608
Year To Date 2011	152	220	115	53	4	1,135
Difference	111	84	32	9	-3	473
% Change	73%	38%	28%	17%	-75%	42%
Closed Sales						
Current Month 2012	30	42	11	6	0	183
Current Month 2011	24	28	18	11	1	167
Difference	6	14	-7	-5	0	16
% Change	25%	50%	-39%	-45%	0%	10%
Year To Date 2012	188	245	120	56	2	1,246
Year To Date 2011	131	192	103	42	4	984
Difference	57	53	17	14	-2	262
% Change	44%	28%	17%	33%	-50%	27%
Average Sale Price						
Current Month 2012	\$296,676	\$270,737	\$293,560	\$198,179		\$318,913
Current Month 2011	\$254,112	\$258,947	\$281,121	\$215,327	\$229,716	\$297,770
Difference	42,563	11,791	12,439	-17,148		21,142
% Change	17%	5%	4%	-8%		7%
Year To Date 2012	\$285,696	\$263,165	\$300,948	\$232,139	\$193,277	\$314,607
Year To Date 2011	\$261,654	\$254,607	\$311,267	\$250,232	\$200,604	\$308,458
Difference	24,042	8,558	-10,319	-18,093	-7,327	6,149
% Change	9%	3%	-3%	-7%	-4%	2%

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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 July 2012

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	4,750	1,891	833	758	766	14,601
New Listings This Month	1,228	478	203	173	146	3,744
Show for Backup This Month	194	78	31	32	15	652
Pending Contracts						
Current Month 2012	625	272	119	85	74	2,002
Current Month 2011	737	291	107	86	71	2,180
Difference	-112	-19	12	-1	3	-178
% Change	-15%	-7%	11%	-1%	4%	-8%
Year To Date 2012	5,118	2,201	916	683	489	16,570
Year To Date 2011	4,707	1,880	731	588	467	14,531
Difference	411	321	185	95	22	2,039
% Change	9%	17%	25%	16%	5%	14%
Closed Sales						
Current Month 2012	792	318	142	104	78	2,619
Current Month 2011	635	288	128	87	66	2,149
Difference	157	30	14	17	12	470
% Change	25%	10%	11%	20%	18%	22%
Year To Date 2012	4,821	2,018	832	640	456	15,443
Year To Date 2011	4,293	1,739	675	548	404	13,277
Difference	528	279	157	92	52	2,166
% Change	12%	16%	23%	17%	13%	16%
Average Sale Price						
Current Month 2012	\$124,822	\$135,904	\$163,904	\$138,695	\$116,576	\$162,256
Current Month 2011	\$109,606	\$122,901	\$174,146	\$134,642	\$93,529	\$153,484
Difference	15,216	13,003	-10,242	4,053	23,047	8,772
% Change	14%	11%	-6%	3%	25%	6%
Year To Date 2012	\$114,502	\$129,766	\$170,685	\$133,541	\$106,911	\$153,345
Year To Date 2011	\$108,240	\$121,029	\$169,167	\$130,862	\$88,710	\$145,504
Difference	6,263	8,737	1,518	2,679	18,201	7,842
% Change	6%	7%	1%	2%	21%	5%

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