

## Heartland MLS Statistics - Missouri Total

Month of July 2013

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
<b>Current Inventory</b>	4,730	2,006	880	723	719	14,632
<b>New Listings This Month</b>	1,370	611	256	208	157	4,481
<b>Show for Backup This Month</b>	224	99	25	47	11	788
<b>Pending Contracts</b>						
Current Month 2013	711	338	154	98	82	2,472
Current Month 2012	773	359	160	111	77	2,642
Difference	-62	-21	-6	-13	5	-170
% Change	-8%	-6%	-4%	-12%	6%	-6%
Year To Date 2013	5,767	2,627	1,156	774	576	19,866
Year To Date 2012	5,467	2,538	1,079	769	493	18,562
Difference	300	89	77	5	83	1,304
% Change	5%	4%	7%	1%	17%	7%
<b>Closed Sales</b>						
Current Month 2013	921	439	182	152	76	3,319
Current Month 2012	840	363	153	110	78	2,827
Difference	81	76	29	42	-2	492
% Change	10%	21%	19%	38%	-3%	17%
Year To Date 2013	5,474	2,401	1,076	762	553	18,505
Year To Date 2012	5,044	2,267	952	696	459	16,741
Difference	430	134	124	66	94	1,764
% Change	9%	6%	13%	9%	20%	11%
<b>Average Sale Price</b>						
Current Month 2013	\$157,504	\$162,987	\$208,297	\$157,038	\$120,695	\$197,335
Current Month 2012	\$131,168	\$151,191	\$173,226	\$141,940	\$116,576	\$172,120
Difference	26,335	11,796	35,071	15,098	4,119	25,215
% Change	20%	8%	20%	11%	4%	15%
Year To Date 2013	\$136,950	\$156,768	\$201,717	\$152,446	\$101,983	\$180,730
Year To Date 2012	\$120,881	\$144,126	\$187,105	\$141,377	\$107,128	\$165,242
Difference	16,068	12,642	14,612	11,069	-5,144	15,488
% Change	13%	9%	8%	8%	-5%	9%

**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 2013**

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
<b>Current Inventory</b>	231	190	119	46	9	1,043
<b>New Listings This Month</b>	46	43	28	16	2	260
<b>Show for Backup This Month</b>	1	3	0	1	0	8
<b>Pending Contracts</b>						
Current Month 2013	32	44	30	7	0	226
Current Month 2012	47	45	20	6	0	234
Difference	-15	-1	10	1	0	-8
% Change	-32%	-2%	50%	17%	0%	-3%
Year To Date 2013	275	342	186	49	2	1,803
Year To Date 2012	268	309	147	64	1	1,615
Difference	7	33	39	-15	1	188
% Change	3%	11%	27%	-23%	100%	12%
<b>Closed Sales</b>						
Current Month 2013	40	45	22	6	2	274
Current Month 2012	32	43	11	6	0	187
Difference	8	2	11	0	0	87
% Change	25%	5%	100%	0%	0%	47%
Year To Date 2013	237	277	150	56	2	1,509
Year To Date 2012	190	246	120	56	2	1,252
Difference	47	31	30	0	0	257
% Change	25%	13%	25%	0%	0%	21%
<b>Average Sale Price</b>						
Current Month 2013	\$287,790	\$275,025	\$300,065	\$341,262	\$198,690	\$346,722
Current Month 2012	\$292,115	\$267,057	\$293,560	\$198,179		\$316,535
Difference	-4,325	7,967	6,504	143,083		30,187
% Change	-1%	3%	2%	72%		10%
Year To Date 2013	\$301,074	\$280,252	\$323,668	\$326,100	\$198,690	\$341,616
Year To Date 2012	\$285,044	\$262,552	\$300,948	\$232,139	\$193,277	\$314,288
Difference	16,031	17,700	22,720	93,961	5,413	27,328
% Change	6%	7%	8%	40%	3%	9%

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## Heartland MLS Statistics - Missouri Resale

Month of July 2013

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
<b>Current Inventory</b>	4,499	1,816	761	677	710	13,589
<b>New Listings This Month</b>	1,324	568	228	192	155	4,221
<b>Show for Backup This Month</b>	223	96	25	46	11	780
<b>Pending Contracts</b>						
Current Month 2013	679	294	124	91	82	2,246
Current Month 2012	726	314	140	105	77	2,408
Difference	-47	-20	-16	-14	5	-162
% Change	-6%	-6%	-11%	-13%	6%	-7%
Year To Date 2013	5,492	2,285	970	725	574	18,063
Year To Date 2012	5,199	2,229	932	705	492	16,947
Difference	293	56	38	20	82	1,116
% Change	6%	3%	4%	3%	17%	7%
<b>Closed Sales</b>						
Current Month 2013	881	394	160	146	74	3,045
Current Month 2012	808	320	142	104	78	2,640
Difference	73	74	18	42	-4	405
% Change	9%	23%	13%	40%	-5%	15%
Year To Date 2013	5,237	2,124	926	706	551	16,996
Year To Date 2012	4,854	2,021	832	640	457	15,489
Difference	383	103	94	66	94	1,507
% Change	8%	5%	11%	10%	21%	10%
<b>Average Sale Price</b>						
Current Month 2013	\$151,588	\$150,191	\$195,679	\$149,467	\$118,587	\$183,893
Current Month 2012	\$124,794	\$135,622	\$163,904	\$138,695	\$116,576	\$161,891
Difference	26,794	14,569	31,775	10,772	2,011	22,002
% Change	21%	11%	19%	8%	2%	14%
Year To Date 2013	\$129,522	\$140,664	\$181,963	\$138,672	\$101,632	\$166,446
Year To Date 2012	\$114,456	\$129,711	\$170,685	\$133,435	\$106,751	\$153,195
Difference	15,066	10,954	11,278	5,237	-5,118	13,251
% Change	13%	8%	7%	4%	-5%	9%

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