

## Heartland MLS Statistics - Missouri Total

Month of August 2012

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
<b>Current Inventory</b>	4,777	2,063	945	791	806	15,368
<b>New Listings This Month</b>	1,241	529	218	158	194	3,907
<b>Show for Backup This Month</b>	199	61	34	28	8	645
<b>Pending Contracts</b>						
Current Month 2012	703	279	124	91	63	2,118
Current Month 2011	719	343	112	107	79	2,298
Difference	-16	-64	12	-16	-16	-180
% Change	-2%	-19%	11%	-15%	-20%	-8%
Year To Date 2012	6,219	2,830	1,208	857	556	20,768
Year To Date 2011	5,577	2,440	958	748	550	17,960
Difference	642	390	250	109	6	2,808
% Change	12%	16%	26%	15%	1%	16%
<b>Closed Sales</b>						
Current Month 2012	865	391	165	118	86	2,917
Current Month 2011	781	330	134	105	86	2,478
Difference	84	61	31	13	0	439
% Change	11%	18%	23%	12%	0%	18%
Year To Date 2012	5,892	2,657	1,117	813	544	19,627
Year To Date 2011	5,205	2,261	912	695	494	16,739
Difference	687	396	205	118	50	2,888
% Change	13%	18%	22%	17%	10%	17%
<b>Average Sale Price</b>						
Current Month 2012	\$128,173	\$155,133	\$199,396	\$143,206	\$105,531	\$173,643
Current Month 2011	\$112,300	\$133,128	\$184,984	\$143,698	\$104,522	\$160,758
Difference	15,873	22,005	14,412	-493	1,008	12,885
% Change	14%	17%	8%	0%	1%	8%
Year To Date 2012	\$121,908	\$145,764	\$188,920	\$141,789	\$107,011	\$166,533
Year To Date 2011	\$112,710	\$134,138	\$187,539	\$140,015	\$92,369	\$157,341
Difference	9,198	11,625	1,381	1,774	14,642	9,192
% Change	8%	9%	1%	1%	16%	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 August 2012**

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
<b>Current Inventory</b>	224	213	134	46	15	1,116
<b>New Listings This Month</b>	40	50	33	7	1	245
<b>Show for Backup This Month</b>	6	3	0	0	0	17
<b>Pending Contracts</b>						
Current Month 2012	24	22	19	5	0	169
Current Month 2011	19	33	14	8	1	139
Difference	5	-11	5	-3	0	30
% Change	26%	-33%	36%	-38%	0%	22%
Year To Date 2012	291	327	167	68	1	1,788
Year To Date 2011	171	252	129	61	5	1,273
Difference	120	75	38	7	-4	515
% Change	70%	30%	29%	11%	-80%	40%
<b>Closed Sales</b>						
Current Month 2012	38	47	29	5	0	237
Current Month 2011	28	24	21	5	0	157
Difference	10	23	8	0	0	80
% Change	36%	96%	38%	0%	0%	51%
Year To Date 2012	227	293	149	61	2	1,485
Year To Date 2011	159	216	124	47	4	1,141
Difference	68	77	25	14	-2	344
% Change	43%	36%	20%	30%	-50%	30%
<b>Average Sale Price</b>						
Current Month 2012	\$264,864	\$274,196	\$273,575	\$388,898		\$311,262
Current Month 2011	\$271,769	\$226,677	\$301,848	\$300,220		\$302,700
Difference	-6,906	47,518	-28,272	88,678		8,562
% Change	-3%	21%	-9%	30%		3%
Year To Date 2012	\$281,600	\$264,420	\$295,620	\$244,988	\$193,277	\$313,825
Year To Date 2011	\$263,435	\$251,504	\$309,672	\$255,550	\$200,604	\$307,666
Difference	18,164	12,917	-14,051	-10,561	-7,327	6,159
% Change	7%	5%	-5%	-4%	-4%	2%

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**Heartland MLS Statistics - Missouri Resale**  
**Month of August 2012**

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
<b>Current Inventory</b>	4,553	1,850	811	745	791	14,252
<b>New Listings This Month</b>	1,201	479	185	151	193	3,662
<b>Show for Backup This Month</b>	193	58	34	28	8	628
<b>Pending Contracts</b>						
Current Month 2012	679	257	105	86	63	1,949
Current Month 2011	700	310	98	99	78	2,159
Difference	-21	-53	7	-13	-15	-210
% Change	-3%	-17%	7%	-13%	-19%	-10%
Year To Date 2012	5,928	2,503	1,041	789	555	18,980
Year To Date 2011	5,406	2,188	829	687	545	16,687
Difference	522	315	212	102	10	2,293
% Change	10%	14%	26%	15%	2%	14%
<b>Closed Sales</b>						
Current Month 2012	827	344	136	113	86	2,680
Current Month 2011	753	306	113	100	86	2,321
Difference	74	38	23	13	0	359
% Change	10%	12%	20%	13%	0%	15%
Year To Date 2012	5,665	2,364	968	752	542	18,142
Year To Date 2011	5,046	2,045	788	648	490	15,598
Difference	619	319	180	104	52	2,544
% Change	12%	16%	23%	16%	11%	16%
<b>Average Sale Price</b>						
Current Month 2012	\$121,892	\$138,866	\$183,578	\$132,334	\$105,531	\$161,473
Current Month 2011	\$106,370	\$125,791	\$163,266	\$135,872	\$104,522	\$151,157
Difference	15,522	13,075	20,312	-3,538	1,008	10,316
% Change	15%	10%	12%	-3%	1%	7%
Year To Date 2012	\$115,509	\$131,057	\$172,496	\$133,418	\$106,692	\$154,476
Year To Date 2011	\$107,961	\$121,742	\$168,320	\$131,635	\$91,486	\$146,345
Difference	7,548	9,315	4,176	1,783	15,207	8,131
% Change	7%	8%	2%	1%	17%	6%

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