

Heartland MLS Statistics - Missouri Total

Month of August 2013

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	4,654	1,997	860	732	763	14,503
New Listings This Month	1,375	571	223	197	173	4,273
Show for Backup This Month	226	87	29	26	18	733
Pending Contracts						
Current Month 2013	705	312	135	110	67	2,267
Current Month 2012	819	320	153	108	67	2,539
Difference	-114	-8	-18	2	0	-272
% Change	-14%	-3%	-12%	2%	0%	-11%
Year To Date 2013	6,626	3,011	1,312	911	648	22,722
Year To Date 2012	6,284	2,858	1,232	877	560	21,098
Difference	342	153	80	34	88	1,624
% Change	5%	5%	6%	4%	16%	8%
Closed Sales						
Current Month 2013	908	450	176	117	101	3,173
Current Month 2012	873	398	166	119	87	2,944
Difference	35	52	10	-2	14	229
% Change	4%	13%	6%	-2%	16%	8%
Year To Date 2013	6,392	2,856	1,252	879	654	21,713
Year To Date 2012	5,917	2,665	1,118	815	546	19,685
Difference	475	191	134	64	108	2,028
% Change	8%	7%	12%	8%	20%	10%
Average Sale Price						
Current Month 2013	\$151,379	\$170,876	\$227,906	\$157,597	\$117,759	\$191,574
Current Month 2012	\$128,260	\$154,530	\$199,155	\$143,221	\$105,208	\$173,334
Difference	23,119	16,346	28,751	14,376	12,551	18,240
% Change	18%	11%	14%	10%	12%	11%
Year To Date 2013	\$139,062	\$159,108	\$205,350	\$153,131	\$104,420	\$182,336
Year To Date 2012	\$121,970	\$145,680	\$188,894	\$141,646	\$106,822	\$166,453
Difference	17,092	13,429	16,456	11,485	-2,402	15,883
% Change	14%	9%	9%	8%	-2%	10%

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 2013

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	247	194	128	55	13	1,115
New Listings This Month	56	59	31	17	4	294
Show for Backup This Month	2	1	0	0	0	11
Pending Contracts						
Current Month 2013	31	40	23	6	0	186
Current Month 2012	28	25	21	5	0	181
Difference	3	15	2	1	0	5
% Change	11%	60%	10%	20%	0%	3%
Year To Date 2013	307	388	210	56	2	1,999
Year To Date 2012	295	334	168	69	1	1,795
Difference	12	54	42	-13	1	204
% Change	4%	16%	25%	-19%	100%	11%
Closed Sales						
Current Month 2013	25	48	37	8	0	237
Current Month 2012	39	47	29	5	0	239
Difference	-14	1	8	3	0	-2
% Change	-36%	2%	28%	60%	0%	-1%
Year To Date 2013	263	328	187	64	2	1,752
Year To Date 2012	229	293	149	61	2	1,491
Difference	34	35	38	3	0	261
% Change	15%	12%	26%	5%	0%	18%
Average Sale Price						
Current Month 2013	\$357,741	\$274,462	\$322,486	\$379,763		\$348,873
Current Month 2012	\$264,675	\$274,196	\$273,575	\$388,898		\$310,404
Difference	93,066	266	48,911	-9,135		38,469
% Change	35%	0%	18%	-2%		12%
Year To Date 2013	\$306,799	\$279,066	\$323,434	\$332,808	\$198,690	\$342,472
Year To Date 2012	\$281,575	\$264,420	\$295,620	\$244,988	\$193,277	\$313,665
Difference	25,224	14,646	27,814	87,820	5,413	28,807
% Change	9%	6%	9%	36%	3%	9%

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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 August 2013

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	4,407	1,803	732	677	750	13,388
New Listings This Month	1,319	512	192	180	169	3,979
Show for Backup This Month	224	86	29	26	18	722
Pending Contracts						
Current Month 2013	674	272	112	104	67	2,081
Current Month 2012	791	295	132	103	67	2,358
Difference	-117	-23	-20	1	0	-277
% Change	-15%	-8%	-15%	1%	0%	-12%
Year To Date 2013	6,319	2,623	1,102	855	646	20,723
Year To Date 2012	5,989	2,524	1,064	808	559	19,303
Difference	330	99	38	47	87	1,420
% Change	6%	4%	4%	6%	16%	7%
Closed Sales						
Current Month 2013	883	402	139	109	101	2,936
Current Month 2012	834	351	137	114	87	2,705
Difference	49	51	2	-5	14	231
% Change	6%	15%	1%	-4%	16%	9%
Year To Date 2013	6,129	2,528	1,065	815	652	19,961
Year To Date 2012	5,688	2,372	969	754	544	18,194
Difference	441	156	96	61	108	1,767
% Change	8%	7%	10%	8%	20%	10%
Average Sale Price						
Current Month 2013	\$145,536	\$158,508	\$202,731	\$141,291	\$117,759	\$178,876
Current Month 2012	\$121,881	\$138,506	\$183,402	\$132,445	\$105,208	\$161,223
Difference	23,655	20,002	19,328	8,845	12,551	17,653
% Change	19%	14%	11%	7%	12%	11%
Year To Date 2013	\$131,864	\$143,544	\$184,616	\$139,022	\$104,131	\$168,280
Year To Date 2012	\$115,544	\$131,012	\$172,483	\$133,285	\$106,504	\$154,388
Difference	16,320	12,532	12,133	5,736	-2,373	13,892
% Change	14%	10%	7%	4%	-2%	9%

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