

Heartland MLS Statistics - Missouri Total

Month of September 2012

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	4,678	2,034	951	753	784	14,948
New Listings This Month	1,104	434	213	131	144	3,399
Show for Backup This Month	202	60	31	24	9	587
Pending Contracts						
Current Month 2012	620	228	106	66	82	1,834
Current Month 2011	627	288	121	87	57	2,008
Difference	-7	-60	-15	-21	25	-174
% Change	-1%	-21%	-12%	-24%	44%	-9%
Year To Date 2012	6,952	3,096	1,336	939	645	22,987
Year To Date 2011	6,199	2,727	1,079	835	607	19,960
Difference	753	369	257	104	38	3,027
% Change	12%	14%	24%	12%	6%	15%
Closed Sales						
Current Month 2012	700	280	133	94	60	2,230
Current Month 2011	704	303	114	100	81	2,254
Difference	-4	-23	19	-6	-21	-24
% Change	-1%	-8%	17%	-6%	-26%	-1%
Year To Date 2012	6,602	2,942	1,250	909	605	21,881
Year To Date 2011	5,909	2,564	1,026	795	575	18,993
Difference	693	378	224	114	30	2,888
% Change	12%	15%	22%	14%	5%	15%
Average Sale Price						
Current Month 2012	\$131,560	\$146,753	\$217,261	\$153,611	\$99,883	\$170,172
Current Month 2011	\$104,311	\$143,084	\$175,282	\$127,221	\$90,271	\$149,735
Difference	27,248	3,669	41,979	26,390	9,611	20,437
% Change	26%	3%	24%	21%	11%	14%
Year To Date 2012	\$122,972	\$145,814	\$191,936	\$142,883	\$106,255	\$166,878
Year To Date 2011	\$111,710	\$135,195	\$186,177	\$138,406	\$92,074	\$156,439
Difference	11,262	10,618	5,758	4,478	14,181	10,440
% Change	10%	8%	3%	3%	15%	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

Heartland MLS Statistics - Missouri New Homes
Month of September 2012

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	235	207	136	48	15	1,099
New Listings This Month	45	35	21	9	0	202
Show for Backup This Month	6	1	1	0	0	11
Pending Contracts						
Current Month 2012	23	21	19	8	0	152
Current Month 2011	19	28	18	6	0	138
Difference	4	-7	1	2	0	14
% Change	21%	-25%	6%	33%	0%	10%
Year To Date 2012	319	353	188	77	1	1,954
Year To Date 2011	188	280	147	67	5	1,408
Difference	131	73	41	10	-4	546
% Change	70%	26%	28%	15%	-80%	39%
Closed Sales						
Current Month 2012	38	35	12	7	0	189
Current Month 2011	21	36	14	9	1	167
Difference	17	-1	-2	-2	0	22
% Change	81%	-3%	-14%	-22%	0%	13%
Year To Date 2012	266	328	161	68	2	1,675
Year To Date 2011	180	252	138	56	5	1,308
Difference	86	76	23	12	-3	367
% Change	48%	30%	17%	21%	-60%	28%
Average Sale Price						
Current Month 2012	\$280,202	\$255,639	\$266,583	\$257,699		\$299,916
Current Month 2011	\$260,645	\$246,003	\$427,800	\$190,685	\$204,900	\$306,483
Difference	19,557	9,636	-161,217	67,015		-6,567
% Change	8%	4%	-38%	35%		-2%
Year To Date 2012	\$281,309	\$263,483	\$293,456	\$246,297	\$193,277	\$312,222
Year To Date 2011	\$263,110	\$250,718	\$321,656	\$245,125	\$201,463	\$307,515
Difference	18,200	12,765	-28,200	1,172	-8,186	4,707
% Change	7%	5%	-9%	0%	-4%	2%

Pending Contracts = Pending or Sold status and Contract date within time period specified

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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 September 2012

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	4,443	1,827	815	705	769	13,849
New Listings This Month	1,059	399	192	122	144	3,197
Show for Backup This Month	196	59	30	24	9	576
Pending Contracts						
Current Month 2012	597	207	87	58	82	1,682
Current Month 2011	608	260	103	81	57	1,870
Difference	-11	-53	-16	-23	25	-188
% Change	-2%	-20%	-16%	-28%	44%	-10%
Year To Date 2012	6,633	2,743	1,148	862	644	21,033
Year To Date 2011	6,011	2,447	932	768	602	18,552
Difference	622	296	216	94	42	2,481
% Change	10%	12%	23%	12%	7%	13%
Closed Sales						
Current Month 2012	662	245	121	87	60	2,041
Current Month 2011	683	267	100	91	80	2,087
Difference	-21	-22	21	-4	-20	-46
% Change	-3%	-8%	21%	-4%	-25%	-2%
Year To Date 2012	6,336	2,614	1,089	841	603	20,206
Year To Date 2011	5,729	2,312	888	739	570	17,685
Difference	607	302	201	102	33	2,521
% Change	11%	13%	23%	14%	6%	14%
Average Sale Price						
Current Month 2012	\$123,027	\$131,198	\$212,370	\$145,236	\$99,883	\$158,158
Current Month 2011	\$99,505	\$129,207	\$139,930	\$120,944	\$88,838	\$137,192
Difference	23,523	1,991	72,440	24,292	11,044	20,966
% Change	24%	2%	52%	20%	12%	15%
Year To Date 2012	\$116,325	\$131,049	\$176,927	\$134,522	\$105,966	\$154,830
Year To Date 2011	\$106,953	\$122,604	\$165,123	\$130,319	\$91,114	\$145,265
Difference	9,372	8,445	11,803	4,203	14,852	9,565
% Change	9%	7%	7%	3%	16%	7%

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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