

Heartland MLS Statistics - Missouri Total
Month of September 2013

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	4,598	2,015	885	747	747	14,406
New Listings This Month	1,140	523	207	164	141	3,692
Show for Backup This Month	200	65	28	34	10	616
Pending Contracts						
Current Month 2013	603	256	110	76	77	1,926
Current Month 2012	711	267	121	77	88	2,195
Difference	-108	-11	-11	-1	-11	-269
% Change	-15%	-4%	-9%	-1%	-13%	-12%
Year To Date 2013	7,358	3,334	1,441	1,004	732	25,164
Year To Date 2012	6,993	3,124	1,352	954	648	23,287
Difference	365	210	89	50	84	1,877
% Change	5%	7%	7%	5%	13%	8%
Closed Sales						
Current Month 2013	807	352	143	129	71	2,694
Current Month 2012	704	286	134	94	60	2,252
Difference	103	66	9	35	11	442
% Change	15%	23%	7%	37%	18%	20%
Year To Date 2013	7,205	3,213	1,399	1,009	725	24,436
Year To Date 2012	6,621	2,951	1,252	909	606	21,937
Difference	584	262	147	100	119	2,499
% Change	9%	9%	12%	11%	20%	11%
Average Sale Price						
Current Month 2013	\$146,280	\$160,875	\$193,321	\$153,159	\$115,673	\$183,559
Current Month 2012	\$131,571	\$146,120	\$216,361	\$153,611	\$99,883	\$170,151
Difference	14,709	14,756	-23,040	-452	15,790	13,408
% Change	11%	10%	-11%	0%	16%	8%
Year To Date 2013	\$139,883	\$159,340	\$204,275	\$153,087	\$105,522	\$182,483
Year To Date 2012	\$122,991	\$145,722	\$191,834	\$142,883	\$106,135	\$166,832
Difference	16,892	13,618	12,442	10,204	-613	15,651
% Change	14%	9%	6%	7%	-1%	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 September 2013

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	261	202	138	65	15	1,202
New Listings This Month	43	38	30	13	2	255
Show for Backup This Month	4	1	1	0	0	12
Pending Contracts						
Current Month 2013	27	33	17	6	0	164
Current Month 2012	28	26	20	8	0	171
Difference	-1	7	-3	-2	0	-7
% Change	-4%	27%	-15%	-25%	0%	-4%
Year To Date 2013	336	424	225	62	2	2,167
Year To Date 2012	323	360	188	77	1	1,965
Difference	13	64	37	-15	1	202
% Change	4%	18%	20%	-19%	100%	10%
Closed Sales						
Current Month 2013	42	37	20	6	0	191
Current Month 2012	38	35	12	7	0	190
Difference	4	2	8	-1	0	1
% Change	11%	6%	67%	-14%	0%	1%
Year To Date 2013	306	366	207	70	2	1,947
Year To Date 2012	267	328	161	68	2	1,681
Difference	39	38	46	2	0	266
% Change	15%	12%	29%	3%	0%	16%
Average Sale Price						
Current Month 2013	\$287,808	\$282,719	\$291,686	\$265,083		\$334,185
Current Month 2012	\$280,202	\$255,639	\$266,583	\$257,699		\$299,311
Difference	7,606	27,080	25,103	7,383		34,874
% Change	3%	11%	9%	3%		12%
Year To Date 2013	\$304,498	\$279,684	\$320,366	\$327,003	\$198,690	\$341,774
Year To Date 2012	\$281,379	\$263,483	\$293,456	\$246,297	\$193,277	\$312,043
Difference	23,119	16,201	26,910	80,706	5,413	29,732
% Change	8%	6%	9%	33%	3%	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 Resale
Month of September 2013

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	4,337	1,813	747	682	732	13,204
New Listings This Month	1,097	485	177	151	139	3,437
Show for Backup This Month	196	64	27	34	10	604
Pending Contracts						
Current Month 2013	576	223	93	70	77	1,762
Current Month 2012	683	241	101	69	88	2,024
Difference	-107	-18	-8	1	-11	-262
% Change	-16%	-7%	-8%	1%	-13%	-13%
Year To Date 2013	7,022	2,910	1,216	942	730	22,997
Year To Date 2012	6,670	2,764	1,164	877	647	21,322
Difference	352	146	52	65	83	1,675
% Change	5%	5%	4%	7%	13%	8%
Closed Sales						
Current Month 2013	765	315	123	123	71	2,503
Current Month 2012	666	251	122	87	60	2,062
Difference	99	64	1	36	11	441
% Change	15%	25%	1%	41%	18%	21%
Year To Date 2013	6,899	2,847	1,192	939	723	22,489
Year To Date 2012	6,354	2,623	1,091	841	604	20,256
Difference	545	224	101	98	119	2,233
% Change	9%	9%	9%	12%	20%	11%
Average Sale Price						
Current Month 2013	\$138,510	\$146,564	\$177,327	\$147,699	\$115,673	\$172,065
Current Month 2012	\$123,090	\$130,848	\$211,421	\$145,236	\$99,883	\$158,249
Difference	15,419	15,715	-34,094	2,463	15,790	13,815
% Change	13%	12%	-16%	2%	16%	9%
Year To Date 2013	\$132,581	\$143,869	\$184,115	\$140,122	\$105,264	\$168,693
Year To Date 2012	\$116,335	\$130,997	\$176,837	\$134,522	\$105,846	\$154,782
Difference	16,246	12,873	7,278	5,601	-582	13,911
% Change	14%	10%	4%	4%	-1%	9%

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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