

Heartland MLS Statistics - Missouri Total

Month of October 2012

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	4,506	1,975	899	713	779	14,230
New Listings This Month	1,094	502	227	154	139	3,501
Show for Backup This Month	185	80	30	31	8	601
Pending Contracts						
Current Month 2012	639	246	123	109	78	2,044
Current Month 2011	569	259	122	78	59	1,860
Difference	70	-13	1	31	19	184
% Change	12%	-5%	1%	40%	32%	10%
Year To Date 2012	7,695	3,394	1,484	1,061	725	25,443
Year To Date 2011	6,765	2,986	1,201	913	666	21,816
Difference	930	408	283	148	59	3,627
% Change	14%	14%	24%	16%	9%	17%
Closed Sales						
Current Month 2012	803	331	144	96	87	2,435
Current Month 2011	621	282	122	84	64	1,974
Difference	182	49	22	12	23	461
% Change	29%	17%	18%	14%	36%	23%
Year To Date 2012	7,412	3,277	1,395	1,005	692	24,341
Year To Date 2011	6,530	2,846	1,148	879	639	20,967
Difference	882	431	247	126	53	3,374
% Change	14%	15%	22%	14%	8%	16%
Average Sale Price						
Current Month 2012	\$132,841	\$151,415	\$188,246	\$148,890	\$92,177	\$168,890
Current Month 2011	\$118,342	\$131,196	\$193,024	\$131,311	\$93,876	\$156,569
Difference	14,498	20,218	-4,777	17,580	-1,699	12,321
% Change	12%	15%	-2%	13%	-2%	8%
Year To Date 2012	\$124,027	\$146,320	\$191,486	\$143,457	\$104,485	\$167,048
Year To Date 2011	\$112,340	\$134,799	\$186,905	\$137,728	\$92,254	\$156,451
Difference	11,687	11,521	4,582	5,729	12,231	10,597
% Change	10%	9%	2%	4%	13%	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 October 2012

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	241	218	140	49	15	1,112
New Listings This Month	33	52	34	7	0	232
Show for Backup This Month	6	1	2	0	1	14
Pending Contracts						
Current Month 2012	32	31	18	6	0	194
Current Month 2011	20	25	19	5	2	129
Difference	12	6	-1	1	0	65
% Change	60%	24%	-5%	20%	0%	50%
Year To Date 2012	358	391	207	83	1	2,166
Year To Date 2011	208	304	166	72	7	1,535
Difference	150	87	41	11	-6	631
% Change	72%	29%	25%	15%	-86%	41%
Closed Sales						
Current Month 2012	31	46	19	7	0	187
Current Month 2011	12	27	15	5	0	131
Difference	19	19	4	2	0	56
% Change	158%	70%	27%	40%	0%	43%
Year To Date 2012	297	374	180	75	2	1,863
Year To Date 2011	192	279	153	61	5	1,439
Difference	105	95	27	14	-3	424
% Change	55%	34%	18%	23%	-60%	29%
Average Sale Price						
Current Month 2012	\$300,879	\$305,066	\$357,601	\$273,107		\$330,396
Current Month 2011	\$254,549	\$218,726	\$364,029	\$210,261		\$303,961
Difference	46,330	86,341	-6,429	62,846		26,435
% Change	18%	39%	-2%	30%		9%
Year To Date 2012	\$283,352	\$268,598	\$300,227	\$248,799	\$193,277	\$314,085
Year To Date 2011	\$262,575	\$247,622	\$325,810	\$242,267	\$201,463	\$307,191
Difference	20,777	20,976	-25,583	6,532	-8,186	6,893
% Change	8%	8%	-8%	3%	-4%	2%

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 October 2012

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	4,265	1,757	759	664	764	13,118
New Listings This Month	1,061	450	193	147	139	3,269
Show for Backup This Month	179	79	28	31	7	587
Pending Contracts						
Current Month 2012	607	215	105	103	78	1,850
Current Month 2011	549	234	103	73	57	1,731
Difference	58	-19	2	30	21	119
% Change	11%	-8%	2%	41%	37%	7%
Year To Date 2012	7,337	3,003	1,277	978	724	23,277
Year To Date 2011	6,557	2,682	1,035	841	659	20,281
Difference	780	321	242	137	65	2,996
% Change	12%	12%	23%	16%	10%	15%
Closed Sales						
Current Month 2012	772	285	125	89	87	2,248
Current Month 2011	609	255	107	79	64	1,843
Difference	163	30	18	10	23	405
% Change	27%	12%	17%	13%	36%	22%
Year To Date 2012	7,115	2,903	1,215	930	690	22,478
Year To Date 2011	6,338	2,567	995	818	634	19,528
Difference	777	336	220	112	56	2,950
% Change	12%	13%	22%	14%	9%	15%
Average Sale Price						
Current Month 2012	\$126,093	\$126,615	\$162,504	\$139,121	\$92,177	\$155,455
Current Month 2011	\$115,658	\$121,928	\$169,051	\$126,314	\$93,876	\$146,093
Difference	10,435	4,686	-6,547	12,807	-1,699	9,362
% Change	9%	4%	-4%	10%	-2%	6%
Year To Date 2012	\$117,376	\$130,567	\$175,377	\$134,962	\$104,228	\$154,862
Year To Date 2011	\$107,789	\$122,537	\$165,546	\$129,932	\$91,393	\$145,343
Difference	9,587	8,030	9,831	5,030	12,835	9,519
% Change	9%	7%	6%	4%	14%	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