

Heartland MLS Statistics - Missouri Total

Month of October 2013

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	4,426	1,939	836	674	735	13,736
New Listings This Month	1,202	523	212	165	137	3,750
Show for Backup This Month	180	71	37	25	6	589
Pending Contracts						
Current Month 2013	580	260	111	86	70	1,851
Current Month 2012	722	304	142	125	81	2,423
Difference	-142	-44	-31	-39	-11	-572
% Change	-20%	-14%	-22%	-31%	-14%	-24%
Year To Date 2013	8,062	3,646	1,566	1,117	805	27,477
Year To Date 2012	7,715	3,426	1,493	1,080	729	25,707
Difference	347	220	73	37	76	1,770
% Change	4%	6%	5%	3%	10%	7%
Closed Sales						
Current Month 2013	762	320	135	116	83	2,545
Current Month 2012	818	336	146	96	87	2,468
Difference	-56	-16	-11	20	-4	77
% Change	-7%	-5%	-8%	21%	-5%	3%
Year To Date 2013	7,980	3,539	1,534	1,125	808	27,012
Year To Date 2012	7,439	3,287	1,398	1,005	693	24,405
Difference	541	252	136	120	115	2,607
% Change	7%	8%	10%	12%	17%	11%
Average Sale Price						
Current Month 2013	\$140,820	\$158,720	\$187,461	\$166,436	\$112,188	\$184,529
Current Month 2012	\$132,667	\$151,042	\$187,795	\$148,890	\$92,195	\$168,897
Difference	8,153	7,678	-334	17,546	19,993	15,632
% Change	6%	5%	0%	12%	22%	9%
Year To Date 2013	\$139,905	\$159,206	\$202,795	\$154,464	\$106,207	\$182,616
Year To Date 2012	\$124,055	\$146,266	\$191,412	\$143,457	\$104,385	\$167,041
Difference	15,850	12,940	11,384	11,007	1,822	15,575
% Change	13%	9%	6%	8%	2%	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 October 2013

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	235	213	144	68	16	1,232
New Listings This Month	31	54	39	19	2	284
Show for Backup This Month	2	1	3	1	0	10
Pending Contracts						
Current Month 2013	17	29	24	4	0	176
Current Month 2012	38	32	22	6	1	207
Difference	-21	-3	2	-2	0	-31
% Change	-55%	-9%	9%	-33%	0%	-15%
Year To Date 2013	353	454	246	66	2	2,344
Year To Date 2012	361	392	209	83	2	2,171
Difference	-8	62	37	-17	0	173
% Change	-2%	16%	18%	-20%	0%	8%
Closed Sales						
Current Month 2013	37	44	17	6	0	236
Current Month 2012	32	46	19	7	0	192
Difference	5	-2	-2	-1	0	44
% Change	16%	-4%	-11%	-14%	0%	23%
Year To Date 2013	344	410	224	76	2	2,184
Year To Date 2012	299	374	180	75	2	1,873
Difference	45	36	44	1	0	311
% Change	15%	10%	24%	1%	0%	17%
Average Sale Price						
Current Month 2013	\$327,168	\$274,573	\$308,413	\$246,258		\$359,165
Current Month 2012	\$302,814	\$305,066	\$357,601	\$273,107		\$330,254
Difference	24,355	-30,493	-49,188	-26,849		28,911
% Change	8%	-10%	-14%	-10%		9%
Year To Date 2013	\$306,928	\$279,135	\$319,459	\$320,628	\$198,690	\$343,635
Year To Date 2012	\$283,673	\$268,598	\$300,227	\$248,799	\$193,277	\$313,910
Difference	23,254	10,538	19,232	71,829	5,413	29,725
% Change	8%	4%	6%	29%	3%	9%

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 October 2013

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	4,192	1,726	692	606	719	12,505
New Listings This Month	1,171	469	173	146	135	3,466
Show for Backup This Month	178	70	34	24	6	579
Pending Contracts						
Current Month 2013	563	231	87	82	70	1,675
Current Month 2012	684	272	120	119	80	2,216
Difference	-121	-41	-33	-37	-10	-541
% Change	-18%	-15%	-28%	-31%	-13%	-24%
Year To Date 2013	7,709	3,192	1,320	1,051	803	25,133
Year To Date 2012	7,354	3,034	1,284	997	727	23,536
Difference	355	158	36	54	76	1,597
% Change	5%	5%	3%	5%	10%	7%
Closed Sales						
Current Month 2013	725	276	118	110	83	2,309
Current Month 2012	786	290	127	89	87	2,276
Difference	-61	-14	-9	21	-4	33
% Change	-8%	-5%	-7%	24%	-5%	1%
Year To Date 2013	7,636	3,129	1,310	1,049	806	24,828
Year To Date 2012	7,140	2,913	1,218	930	691	22,532
Difference	496	216	92	119	115	2,296
% Change	7%	7%	8%	13%	17%	10%
Average Sale Price						
Current Month 2013	\$131,310	\$140,251	\$170,036	\$162,083	\$112,188	\$166,679
Current Month 2012	\$125,740	\$126,610	\$162,391	\$139,121	\$92,195	\$155,285
Difference	5,570	13,640	7,645	22,962	19,993	11,394
% Change	4%	11%	5%	17%	22%	7%
Year To Date 2013	\$132,381	\$143,491	\$182,847	\$142,425	\$105,977	\$168,452
Year To Date 2012	\$117,371	\$130,560	\$175,331	\$134,962	\$104,128	\$154,832
Difference	15,010	12,931	7,516	7,463	1,850	13,619
% Change	13%	10%	4%	6%	2%	9%

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