

Heartland MLS Statistics - Missouri Total

Month of November 2011

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	4,922	2,016	875	790	773	15,334
New Listings This Month	893	415	146	142	121	2,751
Pending Contracts						
Current Month 2011	513	227	104	81	53	1,577
Current Month 2010	548	215	78	63	41	1,630
Difference	-35	12	26	18	12	-53
% Change	-6%	6%	33%	29%	29%	-3%
Year To Date 2011	7,337	3,229	1,311	1,003	729	23,538
Year To Date 2010	7,595	3,266	1,255	984	1,051	24,001
Difference	-258	-37	56	19	-322	-463
% Change	-3%	-1%	4%	2%	-31%	-2%
Closed Sales						
Current Month 2011	546	278	102	79	46	1,795
Current Month 2010	623	226	94	69	114	1,815
Difference	-77	52	8	10	-68	-20
% Change	-12%	23%	9%	14%	-60%	-1%
Year To Date 2011	7,069	3,124	1,250	955	679	22,735
Year To Date 2010	7,484	3,239	1,227	978	1,092	23,617
Difference	-415	-115	23	-23	-413	-882
% Change	-6%	-4%	2%	-2%	-38%	-4%
Average Sale Price						
Current Month 2011	\$118,161	\$153,575	\$202,184	\$131,507	\$84,516	\$160,898
Current Month 2010	\$117,982	\$141,919	\$198,428	\$132,049	\$73,578	\$155,523
Difference	179	11,656	3,756	-542	10,938	5,375
% Change	0%	8%	2%	0%	15%	3%
Year To Date 2011	\$112,811	\$136,470	\$188,152	\$137,193	\$92,101	\$156,854
Year To Date 2010	\$117,954	\$151,620	\$195,632	\$147,982	\$85,755	\$162,309
Difference	-5,143	-15,150	-7,480	-10,789	6,346	-5,455
% Change	-4%	-10%	-4%	-7%	7%	-3%

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

Closed Sales = Sold status with Settlement Date within time period Specified

Heartland MLS Statistics - Missouri New Homes
Month of November 2011

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	258	214	111	78	8	1,284
New Listings This Month	34	29	20	5	0	168
Pending Contracts						
Current Month 2011	19	30	18	4	0	139
Current Month 2010	13	25	6	1	0	127
Difference	6	5	12	3	0	12
% Change	46%	20%	200%	300%	0%	9%
Year To Date 2011	232	335	185	75	7	1,694
Year To Date 2010	239	404	157	77	11	1,829
Difference	-7	-69	28	-2	-4	-135
% Change	-3%	-17%	18%	-3%	-36%	-7%
Closed Sales						
Current Month 2011	25	38	9	4	1	138
Current Month 2010	20	19	10	4	0	138
Difference	5	19	-1	0	0	0
% Change	25%	100%	-10%	0%	0%	0%
Year To Date 2011	216	317	162	65	6	1,575
Year To Date 2010	248	423	161	87	13	1,858
Difference	-32	-106	1	-22	-7	-283
% Change	-13%	-25%	1%	-25%	-54%	-15%
Average Sale Price						
Current Month 2011	\$276,668	\$298,270	\$331,051	\$139,959	\$256,600	\$323,146
Current Month 2010	\$280,418	\$304,332	\$409,768	\$311,477		\$323,831
Difference	-3,751	-6,062	-78,717	-171,519		-685
% Change	-1%	-2%	-19%	-55%		0%
Year To Date 2011	\$264,820	\$253,693	\$326,101	\$235,971	\$210,653	\$308,727
Year To Date 2010	\$272,111	\$253,552	\$317,845	\$240,584	\$204,907	\$300,631
Difference	-7,291	141	8,256	-4,613	5,746	8,096
% Change	-3%	0%	3%	-2%	3%	3%

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

Closed Sales = Sold status with Settlement Date within time period Specified

Heartland MLS Statistics - Missouri Resale
Month of November 2011

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	4,664	1,802	764	712	765	14,050
New Listings This Month	859	386	126	137	121	2,583
Pending Contracts						
Current Month 2011	494	197	86	77	53	1,438
Current Month 2010	535	190	72	62	41	1,503
Difference	-41	7	14	15	12	-65
% Change	-8%	4%	19%	24%	29%	-4%
Year To Date 2011	7,105	2,894	1,126	928	722	21,844
Year To Date 2010	7,356	2,862	1,098	907	1,040	22,172
Difference	-251	32	28	21	-318	-328
% Change	-3%	1%	3%	2%	-31%	-1%
Closed Sales						
Current Month 2011	521	240	93	75	45	1,657
Current Month 2010	603	207	84	65	114	1,677
Difference	-82	33	9	10	-69	-20
% Change	-14%	16%	11%	15%	-61%	-1%
Year To Date 2011	6,853	2,807	1,088	890	673	21,160
Year To Date 2010	7,236	2,816	1,066	891	1,079	21,759
Difference	-383	-9	22	-1	-406	-599
% Change	-5%	0%	2%	0%	-38%	-3%
Average Sale Price						
Current Month 2011	\$110,555	\$130,666	\$189,714	\$131,056	\$80,692	\$147,386
Current Month 2010	\$112,595	\$127,012	\$173,268	\$121,008	\$73,578	\$141,673
Difference	-2,040	3,654	16,445	10,048	7,114	5,712
% Change	-2%	3%	9%	8%	10%	4%
Year To Date 2011	\$108,019	\$123,232	\$167,611	\$129,979	\$91,044	\$145,550
Year To Date 2010	\$112,670	\$136,309	\$177,174	\$138,940	\$84,319	\$150,498
Difference	-4,651	-13,077	-9,563	-8,961	6,725	-4,948
% Change	-4%	-10%	-5%	-6%	8%	-3%

Pending Contracts = Pending or Sold status and Contract date within time period specified
Closed Sales = Sold status with Settlement Date within time period Specified