

Heartland MLS Statistics - Missouri Total

Month of November 2012

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	4,230	1,864	819	666	716	13,145
New Listings This Month	972	374	153	125	129	2,846
Show for Backup This Month	137	52	28	19	10	460
Pending Contracts						
Current Month 2012	545	236	103	73	60	1,736
Current Month 2011	546	254	118	91	56	1,786
Difference	-1	-18	-15	-18	4	-50
% Change	0%	-7%	-13%	-20%	7%	-3%
Year To Date 2012	8,319	3,675	1,608	1,147	788	27,538
Year To Date 2011	7,308	3,240	1,319	1,004	722	23,597
Difference	1,011	435	289	143	66	3,941
% Change	14%	13%	22%	14%	9%	17%
Closed Sales						
Current Month 2012	643	276	131	89	71	2,197
Current Month 2011	551	280	103	79	47	1,810
Difference	92	-4	28	10	24	387
% Change	17%	-1%	27%	13%	51%	21%
Year To Date 2012	8,065	3,557	1,527	1,094	762	26,558
Year To Date 2011	7,081	3,126	1,251	958	686	22,777
Difference	984	431	276	136	76	3,781
% Change	14%	14%	22%	14%	11%	17%
Average Sale Price						
Current Month 2012	\$140,690	\$142,882	\$189,135	\$135,702	\$106,388	\$172,487
Current Month 2011	\$118,092	\$153,748	\$202,474	\$131,507	\$83,994	\$160,545
Difference	22,598	-10,866	-13,339	4,195	22,394	11,942
% Change	19%	-7%	-7%	3%	27%	7%
Year To Date 2012	\$125,352	\$146,001	\$191,250	\$142,826	\$104,776	\$167,480
Year To Date 2011	\$112,788	\$136,496	\$188,187	\$137,215	\$91,688	\$156,776
Difference	12,564	9,505	3,064	5,612	13,088	10,703
% Change	11%	7%	2%	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

Heartland MLS Statistics - Missouri New Homes
Month of November 2012

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	234	232	123	50	14	1,112
New Listings This Month	45	53	19	11	0	238
Show for Backup This Month	2	3	0	0	0	10
Pending Contracts						
Current Month 2012	20	27	24	4	0	167
Current Month 2011	24	28	19	8	2	152
Difference	-4	-1	5	-4	0	15
% Change	-17%	-4%	26%	-50%	0%	10%
Year To Date 2012	385	420	236	87	2	2,350
Year To Date 2011	232	332	185	80	9	1,686
Difference	153	88	51	7	-7	664
% Change	66%	27%	28%	9%	-78%	39%
Closed Sales						
Current Month 2012	32	28	24	1	1	174
Current Month 2011	25	39	9	4	1	139
Difference	7	-11	15	-3	0	35
% Change	28%	-28%	167%	-75%	0%	25%
Year To Date 2012	329	402	204	76	3	2,038
Year To Date 2011	217	318	162	65	6	1,578
Difference	112	84	42	11	-3	460
% Change	52%	26%	26%	17%	-50%	29%
Average Sale Price						
Current Month 2012	\$302,175	\$289,575	\$277,461	\$164,815	\$198,900	\$331,035
Current Month 2011	\$276,668	\$296,673	\$331,051	\$139,959	\$256,600	\$322,519
Difference	25,508	-7,098	-53,590	24,857	-57,700	8,516
% Change	9%	-2%	-16%	18%	-22%	3%
Year To Date 2012	\$285,183	\$270,059	\$297,548	\$247,694	\$195,151	\$315,456
Year To Date 2011	\$264,198	\$253,637	\$326,101	\$235,971	\$210,653	\$308,542
Difference	20,985	16,421	-28,553	11,723	-15,501	6,915
% Change	8%	6%	-9%	5%	-7%	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 November 2012

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	3,996	1,632	696	616	702	12,033
New Listings This Month	927	321	134	114	129	2,608
Show for Backup This Month	135	49	28	19	10	450
Pending Contracts						
Current Month 2012	525	209	79	69	60	1,569
Current Month 2011	522	226	99	83	54	1,634
Difference	3	-17	-20	-14	6	-65
% Change	1%	-8%	-20%	-17%	11%	-4%
Year To Date 2012	7,934	3,255	1,372	1,060	786	25,188
Year To Date 2011	7,076	2,908	1,134	924	713	21,911
Difference	858	347	238	136	73	3,277
% Change	12%	12%	21%	15%	10%	15%
Closed Sales						
Current Month 2012	611	248	107	88	70	2,023
Current Month 2011	526	241	94	75	46	1,671
Difference	85	7	13	13	24	352
% Change	16%	3%	14%	17%	52%	21%
Year To Date 2012	7,736	3,155	1,323	1,018	759	24,520
Year To Date 2011	6,864	2,808	1,089	893	680	21,199
Difference	872	347	234	125	79	3,321
% Change	13%	12%	21%	14%	12%	16%
Average Sale Price						
Current Month 2012	\$132,233	\$126,320	\$169,324	\$135,371	\$105,066	\$158,850
Current Month 2011	\$110,555	\$130,619	\$190,163	\$131,056	\$80,242	\$147,071
Difference	21,677	-4,299	-20,839	4,315	24,824	11,779
% Change	20%	-3%	-11%	3%	31%	8%
Year To Date 2012	\$118,554	\$130,194	\$174,860	\$134,997	\$104,419	\$155,180
Year To Date 2011	\$108,001	\$123,230	\$167,671	\$130,026	\$90,639	\$145,479
Difference	10,553	6,964	7,189	4,971	13,780	9,701
% Change	10%	6%	4%	4%	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