

**Heartland MLS Statistics - Missouri Total**  
**Month of November 2013**

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
<b>Current Inventory</b>	4,202	1,802	798	630	690	12,777
<b>New Listings This Month</b>	888	336	160	129	116	2,761
<b>Show for Backup This Month</b>	154	53	27	25	8	490
<b>Pending Contracts</b>						
Current Month 2013	437	214	74	70	63	1,523
Current Month 2012	608	258	124	87	67	2,007
Difference	-171	-44	-50	-17	-4	-484
% Change	-28%	-17%	-40%	-20%	-6%	-24%
Year To Date 2013	8,630	3,901	1,666	1,209	874	29,457
Year To Date 2012	8,324	3,685	1,614	1,167	795	27,710
Difference	306	216	52	42	79	1,747
% Change	4%	6%	3%	4%	10%	6%
<b>Closed Sales</b>						
Current Month 2013	637	274	119	86	60	2,134
Current Month 2012	658	281	134	92	73	2,239
Difference	-21	-7	-15	-6	-13	-105
% Change	-3%	-2%	-11%	-7%	-18%	-5%
Year To Date 2013	8,625	3,817	1,658	1,213	868	29,183
Year To Date 2012	8,097	3,568	1,532	1,097	766	26,644
Difference	528	249	126	116	102	2,539
% Change	7%	7%	8%	11%	13%	10%
<b>Average Sale Price</b>						
Current Month 2013	\$131,920	\$162,850	\$213,078	\$151,107	\$113,245	\$187,830
Current Month 2012	\$139,896	\$143,008	\$187,774	\$136,787	\$108,793	\$172,202
Difference	-7,976	19,842	25,304	14,320	4,452	15,628
% Change	-6%	14%	13%	10%	4%	9%
Year To Date 2013	\$139,302	\$159,452	\$203,655	\$154,326	\$106,693	\$183,013
Year To Date 2012	\$125,342	\$146,009	\$191,094	\$142,898	\$104,805	\$167,475
Difference	13,959	13,443	12,561	11,429	1,888	15,539
% Change	11%	9%	7%	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 November 2013**

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
<b>Current Inventory</b>	260	230	146	67	15	1,291
<b>New Listings This Month</b>	48	41	19	19	2	239
<b>Show for Backup This Month</b>	5	1	0	0	0	8
<b>Pending Contracts</b>						
Current Month 2013	18	31	10	15	2	140
Current Month 2012	21	30	26	4	0	173
Difference	-3	1	-16	11	0	-33
% Change	-14%	3%	-62%	275%	0%	-19%
Year To Date 2013	373	486	256	81	4	2,492
Year To Date 2012	382	422	234	87	2	2,343
Difference	-9	64	22	-6	2	149
% Change	-2%	15%	9%	-7%	100%	6%
<b>Closed Sales</b>						
Current Month 2013	24	31	18	4	0	205
Current Month 2012	33	28	24	1	1	176
Difference	-9	3	-6	3	0	29
% Change	-27%	11%	-25%	300%	0%	16%
Year To Date 2013	368	441	243	80	2	2,390
Year To Date 2012	332	402	204	76	3	2,049
Difference	36	39	39	4	-1	341
% Change	11%	10%	19%	5%	-33%	17%
<b>Average Sale Price</b>						
Current Month 2013	\$326,503	\$303,331	\$298,456	\$288,096		\$354,734
Current Month 2012	\$304,534	\$289,575	\$277,461	\$164,815	\$198,900	\$330,738
Difference	21,970	13,756	20,996	123,281		23,996
% Change	7%	5%	8%	75%		7%
Year To Date 2013	\$308,204	\$280,836	\$318,331	\$319,002	\$198,690	\$344,627
Year To Date 2012	\$285,747	\$270,059	\$297,548	\$247,694	\$195,151	\$315,355
Difference	22,458	10,777	20,783	71,308	3,539	29,272
% Change	8%	4%	7%	29%	2%	9%

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**Heartland MLS Statistics - Missouri Resale**  
**Month of November 2013**

	<b>Jackson Co.</b>	<b>Clay/Ray Co.</b>	<b>Platte Co.</b>	<b>Cass Co.</b>	<b>Other Co.</b>	<b>Heartland</b>
<b>Current Inventory</b>	3,942	1,572	652	563	675	11,486
<b>New Listings This Month</b>	840	295	141	110	114	2,522
<b>Show for Backup This Month</b>	149	52	27	25	8	482
<b>Pending Contracts</b>						
Current Month 2013	419	183	64	55	61	1,383
Current Month 2012	587	228	98	83	67	1,834
Difference	-168	-45	-34	-28	-6	-451
% Change	-29%	-20%	-35%	-34%	-9%	-25%
Year To Date 2013	8,257	3,415	1,410	1,128	870	26,965
Year To Date 2012	7,942	3,263	1,380	1,080	793	25,367
Difference	315	152	30	48	77	1,598
% Change	4%	5%	2%	4%	10%	6%
<b>Closed Sales</b>						
Current Month 2013	613	243	101	82	60	1,929
Current Month 2012	625	253	110	91	72	2,063
Difference	-12	-10	-9	-9	-12	-134
% Change	-2%	-4%	-8%	-10%	-17%	-6%
Year To Date 2013	8,257	3,376	1,415	1,133	866	26,793
Year To Date 2012	7,765	3,166	1,328	1,021	763	24,595
Difference	492	210	87	112	103	2,198
% Change	6%	7%	7%	11%	13%	9%
<b>Average Sale Price</b>						
Current Month 2013	\$124,301	\$144,928	\$197,862	\$144,424	\$113,245	\$170,093
Current Month 2012	\$131,203	\$126,787	\$168,206	\$136,479	\$107,541	\$158,677
Difference	-6,902	18,142	29,656	7,945	5,704	11,416
% Change	-5%	14%	18%	6%	5%	7%
Year To Date 2013	\$131,774	\$143,596	\$183,961	\$142,699	\$106,481	\$168,597
Year To Date 2012	\$118,484	\$130,258	\$174,741	\$135,097	\$104,450	\$155,155
Difference	13,290	13,338	9,221	7,602	2,031	13,442
% Change	11%	10%	5%	6%	2%	9%

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