

**Heartland MLS Statistics - Missouri Total**  
**Month of December 2011**

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
<b>Current Inventory</b>	4,621	1,910	791	738	689	14,227
<b>New Listings This Month</b>	817	309	140	98	82	2,333
<b>Pending Contracts</b>						
Current Month 2011	506	210	82	60	60	1,465
Current Month 2010	469	212	91	82	45	1,438
Difference	37	-2	-9	-22	15	27
% Change	8%	-1%	-10%	-27%	33%	2%
Year To Date 2011	7,884	3,463	1,408	1,064	789	25,208
Year To Date 2010	8,064	3,478	1,347	1,066	1,096	25,438
Difference	-180	-15	61	-2	-307	-230
% Change	-2%	0%	5%	0%	-28%	-1%
<b>Closed Sales</b>						
Current Month 2011	577	282	133	104	57	1,955
Current Month 2010	616	252	100	70	74	1,859
Difference	-39	30	33	34	-17	96
% Change	-6%	12%	33%	49%	-23%	5%
Year To Date 2011	7,654	3,408	1,384	1,061	736	24,716
Year To Date 2010	8,100	3,491	1,327	1,048	1,166	25,476
Difference	-446	-83	57	13	-430	-760
% Change	-6%	-2%	4%	1%	-37%	-3%
<b>Average Sale Price</b>						
Current Month 2011	\$110,736	\$132,844	\$178,384	\$147,006	\$89,972	\$149,454
Current Month 2010	\$114,678	\$138,041	\$207,756	\$165,952	\$92,356	\$157,942
Difference	-3,942	-5,197	-29,372	-18,946	-2,384	-8,487
% Change	-3%	-4%	-14%	-11%	-3%	-5%
Year To Date 2011	\$112,621	\$136,194	\$187,245	\$138,180	\$91,936	\$156,237
Year To Date 2010	\$117,705	\$150,640	\$196,546	\$149,182	\$86,174	\$161,990
Difference	-5,084	-14,446	-9,301	-11,002	5,762	-5,754
% Change	-4%	-10%	-5%	-7%	7%	-4%

**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 December 2011**

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
<b>Current Inventory</b>	256	223	105	72	3	1,254
<b>New Listings This Month</b>	30	30	20	4	1	163
<b>Pending Contracts</b>						
Current Month 2011	20	28	11	1	0	114
Current Month 2010	15	18	14	1	0	96
Difference	5	10	-3	0	0	18
% Change	33%	56%	-21%	0%	0%	19%
Year To Date 2011	255	363	198	78	8	1,819
Year To Date 2010	254	422	172	78	11	1,925
Difference	1	-59	26	0	-3	-106
% Change	0%	-14%	15%	0%	-27%	-6%
<b>Closed Sales</b>						
Current Month 2011	20	26	27	10	2	149
Current Month 2010	16	28	13	4	0	131
Difference	4	-2	14	6	0	18
% Change	25%	-7%	108%	150%	0%	14%
Year To Date 2011	237	344	189	75	8	1,727
Year To Date 2010	264	451	174	91	13	1,989
Difference	-27	-107	15	-16	-5	-262
% Change	-10%	-24%	9%	-18%	-38%	-13%
<b>Average Sale Price</b>						
Current Month 2011	\$278,834	\$245,029	\$287,805	\$283,382	\$186,500	\$299,774
Current Month 2010	\$347,569	\$240,106	\$329,796	\$281,727		\$322,548
Difference	-68,734	4,923	-41,991	1,655		-22,774
% Change	-20%	2%	-13%	1%		-7%
Year To Date 2011	\$265,433	\$252,987	\$320,630	\$242,293	\$204,615	\$307,785
Year To Date 2010	\$276,684	\$252,717	\$318,738	\$242,392	\$204,907	\$302,075
Difference	-11,250	270	1,892	-100	-293	5,711
% Change	-4%	0%	1%	0%	0%	2%

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

**Heartland MLS Statistics - Missouri Resale**  
**Month of December 2011**

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
<b>Current Inventory</b>	4,365	1,687	686	666	686	12,973
<b>New Listings This Month</b>	787	279	120	94	81	2,170
<b>Pending Contracts</b>						
Current Month 2011	486	182	71	59	60	1,351
Current Month 2010	454	194	77	81	45	1,342
Difference	32	-12	-6	-22	15	9
% Change	7%	-6%	-8%	-27%	33%	1%
Year To Date 2011	7,629	3,100	1,210	986	781	23,389
Year To Date 2010	7,810	3,056	1,175	988	1,085	23,513
Difference	-181	44	35	-2	-304	-124
% Change	-2%	1%	3%	0%	-28%	-1%
<b>Closed Sales</b>						
Current Month 2011	557	256	106	94	55	1,806
Current Month 2010	600	224	87	66	74	1,728
Difference	-43	32	19	28	-19	78
% Change	-7%	14%	22%	42%	-26%	5%
Year To Date 2011	7,417	3,064	1,195	986	728	22,989
Year To Date 2010	7,836	3,040	1,153	957	1,153	23,487
Difference	-419	24	42	29	-425	-498
% Change	-5%	1%	4%	3%	-37%	-2%
<b>Average Sale Price</b>						
Current Month 2011	\$104,701	\$121,451	\$150,512	\$132,498	\$86,462	\$137,052
Current Month 2010	\$108,468	\$125,283	\$189,520	\$158,935	\$92,356	\$145,463
Difference	-3,767	-3,832	-39,008	-26,437	-5,894	-8,410
% Change	-3%	-3%	-21%	-17%	-6%	-6%
Year To Date 2011	\$107,739	\$123,082	\$166,149	\$130,261	\$90,698	\$144,852
Year To Date 2010	\$112,349	\$135,497	\$178,106	\$140,319	\$84,835	\$150,127
Difference	-4,610	-12,415	-11,957	-10,058	5,863	-5,275
% Change	-4%	-9%	-7%	-7%	7%	-4%

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