

**Heartland MLS Statistics - Missouri Total**  
**Month of December 2012**

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
<b>Current Inventory</b>	3,937	1,714	763	608	648	12,196
<b>New Listings This Month</b>	703	293	129	78	85	2,122
<b>Show for Backup This Month</b>	137	53	15	15	5	402
<b>Pending Contracts</b>						
Current Month 2012	472	171	101	68	65	1,447
Current Month 2011	542	225	88	65	62	1,622
Difference	-70	-54	13	3	3	-175
% Change	-13%	-24%	15%	5%	5%	-11%
Year To Date 2012	8,848	3,880	1,725	1,228	861	29,260
Year To Date 2011	7,848	3,465	1,407	1,068	784	25,212
Difference	1,000	415	318	160	77	4,048
% Change	13%	12%	23%	15%	10%	16%
<b>Closed Sales</b>						
Current Month 2012	627	268	142	102	68	2,178
Current Month 2011	581	287	135	105	57	1,974
Difference	46	-19	7	-3	11	204
% Change	8%	-7%	5%	-3%	19%	10%
Year To Date 2012	8,712	3,832	1,673	1,197	834	28,799
Year To Date 2011	7,662	3,413	1,386	1,063	743	24,751
Difference	1,050	419	287	134	91	4,048
% Change	14%	12%	21%	13%	12%	16%
<b>Average Sale Price</b>						
Current Month 2012	\$122,876	\$150,792	\$198,734	\$137,833	\$105,250	\$177,429
Current Month 2011	\$110,749	\$132,466	\$178,991	\$146,820	\$89,972	\$149,642
Difference	12,127	18,326	19,743	-8,987	15,278	27,788
% Change	11%	14%	11%	-6%	17%	19%
Year To Date 2012	\$125,218	\$146,301	\$191,761	\$142,432	\$104,841	\$168,210
Year To Date 2011	\$112,633	\$136,157	\$187,291	\$138,163	\$91,557	\$156,207
Difference	12,585	10,143	4,470	4,268	13,285	12,002
% Change	11%	7%	2%	3%	15%	8%

**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 December 2012**

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
<b>Current Inventory</b>	222	222	120	49	14	1,097
<b>New Listings This Month</b>	34	38	19	5	0	204
<b>Show for Backup This Month</b>	1	0	1	0	0	9
<b>Pending Contracts</b>						
Current Month 2012	27	28	22	9	0	185
Current Month 2011	21	29	9	0	0	114
Difference	6	-1	13	0	0	71
% Change	29%	-3%	144%	0%	0%	62%
Year To Date 2012	411	449	260	96	2	2,542
Year To Date 2011	253	361	194	80	9	1,800
Difference	158	88	66	16	-7	742
% Change	62%	24%	34%	20%	-78%	41%
<b>Closed Sales</b>						
Current Month 2012	28	34	26	9	0	219
Current Month 2011	20	27	28	10	2	152
Difference	8	7	-2	-1	0	67
% Change	40%	26%	-7%	-10%	0%	44%
Year To Date 2012	360	436	230	85	3	2,268
Year To Date 2011	237	345	190	75	8	1,730
Difference	123	91	40	10	-5	538
% Change	52%	26%	21%	13%	-63%	31%
<b>Average Sale Price</b>						
Current Month 2012	\$304,542	\$289,319	\$266,049	\$276,750		\$347,487
Current Month 2011	\$278,834	\$246,158	\$289,125	\$283,382	\$186,500	\$299,373
Difference	25,708	43,161	-23,076	-6,632		48,114
% Change	9%	18%	-8%	-2%		16%
Year To Date 2012	\$287,209	\$271,561	\$293,988	\$250,770	\$195,151	\$318,376
Year To Date 2011	\$265,433	\$253,052	\$320,652	\$242,293	\$204,615	\$307,736
Difference	21,775	18,509	-26,664	8,478	-9,463	10,640
% Change	8%	7%	-8%	3%	-5%	3%

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**Heartland MLS Statistics - Missouri Resale**  
**Month of December 2012**

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
<b>Current Inventory</b>	3,715	1,492	643	559	634	11,099
<b>New Listings This Month</b>	669	255	110	73	85	1,918
<b>Show for Backup This Month</b>	136	53	14	15	5	393
<b>Pending Contracts</b>						
Current Month 2012	445	143	79	59	65	1,262
Current Month 2011	521	196	79	65	62	1,508
Difference	-76	-53	0	-6	3	-246
% Change	-15%	-27%	0%	-9%	5%	-16%
Year To Date 2012	8,437	3,431	1,465	1,132	859	26,718
Year To Date 2011	7,595	3,104	1,213	988	775	23,412
Difference	842	327	252	144	84	3,306
% Change	11%	11%	21%	15%	11%	14%
<b>Closed Sales</b>						
Current Month 2012	599	234	116	93	68	1,959
Current Month 2011	561	260	107	95	55	1,822
Difference	38	-26	9	-2	13	137
% Change	7%	-10%	8%	-2%	24%	8%
Year To Date 2012	8,352	3,396	1,443	1,112	831	26,531
Year To Date 2011	7,425	3,068	1,196	988	735	23,021
Difference	927	328	247	124	96	3,510
% Change	12%	11%	21%	13%	13%	15%
<b>Average Sale Price</b>						
Current Month 2012	\$114,384	\$130,664	\$183,647	\$124,390	\$105,250	\$158,418
Current Month 2011	\$104,756	\$120,659	\$150,171	\$132,445	\$86,462	\$137,151
Difference	9,628	10,005	33,476	-8,056	18,789	21,268
% Change	9%	8%	22%	-6%	22%	16%
Year To Date 2012	\$118,236	\$130,219	\$175,467	\$134,150	\$104,515	\$155,373
Year To Date 2011	\$107,756	\$123,012	\$166,105	\$130,259	\$90,326	\$144,820
Difference	10,480	7,207	9,362	3,892	14,189	10,553
% Change	10%	6%	6%	3%	16%	7%

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**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**