

Heartland MLS Statistics - Missouri Total
Month of December 2013

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	3,901	1,675	738	609	659	11,795
New Listings This Month	727	279	112	93	86	2,091
Show for Backup This Month	136	39	12	21	9	355
Pending Contracts						
Current Month 2013	404	198	60	66	41	1,364
Current Month 2012	529	199	104	71	63	1,630
Difference	-125	-1	-44	-5	-22	-266
% Change	-24%	-1%	-42%	-7%	-35%	-16%
Year To Date 2013	9,126	4,139	1,750	1,295	917	31,204
Year To Date 2012	8,852	3,884	1,718	1,239	858	29,340
Difference	274	255	32	56	59	1,864
% Change	3%	7%	2%	5%	7%	6%
Closed Sales						
Current Month 2013	641	279	109	92	74	2,229
Current Month 2012	634	271	143	104	69	2,196
Difference	7	8	-34	-12	5	33
% Change	1%	3%	-24%	-12%	7%	2%
Year To Date 2013	9,297	4,104	1,770	1,307	944	31,495
Year To Date 2012	8,731	3,839	1,675	1,201	835	28,840
Difference	566	265	95	106	109	2,655
% Change	6%	7%	6%	9%	13%	9%
Average Sale Price						
Current Month 2013	\$157,796	\$156,742	\$227,682	\$165,846	\$110,412	\$190,179
Current Month 2012	\$122,667	\$150,438	\$200,406	\$139,841	\$104,471	\$177,109
Difference	35,129	6,305	27,276	26,005	5,941	13,071
% Change	29%	4%	14%	19%	6%	7%
Year To Date 2013	\$140,468	\$159,178	\$205,030	\$155,110	\$107,012	\$183,435
Year To Date 2012	\$125,148	\$146,322	\$191,889	\$142,633	\$104,777	\$168,208
Difference	15,320	12,856	13,141	12,477	2,235	15,227
% Change	12%	9%	7%	9%	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 December 2013

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	264	249	146	76	15	1,326
New Listings This Month	37	51	15	8	0	217
Show for Backup This Month	5	0	0	1	0	9
Pending Contracts						
Current Month 2013	27	29	16	6	0	158
Current Month 2012	26	30	21	8	0	186
Difference	1	-1	-5	-2	0	-28
% Change	4%	-3%	-24%	-25%	0%	-15%
Year To Date 2013	404	518	274	88	4	2,669
Year To Date 2012	407	453	255	95	2	2,529
Difference	-3	65	19	-7	2	140
% Change	-1%	14%	7%	-7%	100%	6%
Closed Sales						
Current Month 2013	42	27	18	7	2	208
Current Month 2012	28	34	27	9	0	220
Difference	14	-7	-9	-2	0	-12
% Change	50%	-21%	-33%	-22%	0%	-5%
Year To Date 2013	411	468	261	87	4	2,602
Year To Date 2012	360	436	231	85	3	2,269
Difference	51	32	30	2	1	333
% Change	14%	7%	13%	2%	33%	15%
Average Sale Price						
Current Month 2013	\$358,344	\$290,437	\$295,248	\$277,738	\$193,200	\$357,330
Current Month 2012	\$304,542	\$289,319	\$272,411	\$276,750		\$347,898
Difference	53,801	1,118	22,837	988		9,432
% Change	18%	0%	8%	0%		3%
Year To Date 2013	\$313,044	\$281,390	\$316,739	\$315,681	\$195,945	\$345,863
Year To Date 2012	\$287,209	\$271,561	\$294,610	\$250,770	\$195,151	\$318,510
Difference	25,836	9,829	22,129	64,911	794	27,353
% Change	9%	4%	8%	26%	0%	9%

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Heartland MLS Statistics - Missouri Resale
Month of December 2013

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	3,637	1,426	592	533	644	10,469
New Listings This Month	690	228	97	85	86	1,874
Show for Backup This Month	131	39	12	20	9	346
Pending Contracts						
Current Month 2013	377	169	44	60	41	1,206
Current Month 2012	503	169	83	63	63	1,444
Difference	-126	0	-39	-3	-22	-238
% Change	-25%	0%	-47%	-5%	-35%	-16%
Year To Date 2013	8,722	3,621	1,476	1,207	913	28,535
Year To Date 2012	8,445	3,431	1,463	1,144	856	26,811
Difference	277	190	13	63	57	1,724
% Change	3%	6%	1%	6%	7%	6%
Closed Sales						
Current Month 2013	599	252	91	85	72	2,021
Current Month 2012	606	237	116	95	69	1,976
Difference	-7	15	-25	-10	3	45
% Change	-1%	6%	-22%	-11%	4%	2%
Year To Date 2013	8,886	3,636	1,509	1,220	940	28,893
Year To Date 2012	8,371	3,403	1,444	1,116	832	26,571
Difference	515	233	65	104	108	2,322
% Change	6%	7%	5%	9%	13%	9%
Average Sale Price						
Current Month 2013	\$143,734	\$142,418	\$214,318	\$156,632	\$108,112	\$172,976
Current Month 2012	\$114,263	\$130,514	\$183,647	\$126,871	\$104,471	\$158,094
Difference	29,471	11,904	30,671	29,761	3,642	14,882
% Change	26%	9%	17%	23%	3%	9%
Year To Date 2013	\$132,485	\$143,448	\$185,708	\$143,660	\$106,634	\$168,807
Year To Date 2012	\$118,178	\$130,276	\$175,456	\$134,397	\$104,451	\$155,373
Difference	14,307	13,172	10,252	9,263	2,182	13,434
% Change	12%	10%	6%	7%	2%	9%

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Show for Backup Contracts = Show for Backup status and Contract date within time period specified