

**Heartland MLS Statistics - Missouri Total**  
**Month of January 2010**

	<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>	5,410	2,117	903	803	849	16,075
<b>New Listings This Month</b>	1,384	534	171	185	149	3,935
<b>Pending Contracts</b>						
Current Month 2010	564	206	81	64	76	1,574
Current Month 2009	635	266	105	80	94	1,907
Difference	-71	-60	-24	-16	-18	-333
% Change	-11%	-23%	-23%	-20%	-19%	-17%
Year To Date 2010	564	206	81	64	76	1,574
Year To Date 2009	635	266	105	80	94	1,907
Difference	-71	-60	-24	-16	-18	-333
% Change	-11%	-23%	-23%	-20%	-19%	-17%
<b>Closed Sales</b>						
Current Month 2010	460	183	63	51	76	1,296
Current Month 2009	505	174	70	56	89	1,371
Difference	-45	9	-7	-5	-13	-75
% Change	-9%	5%	-10%	-9%	-15%	-5%
Year To Date 2010	460	183	63	51	76	1,296
Year To Date 2009	505	174	70	56	89	1,371
Difference	-45	9	-7	-5	-13	-75
% Change	-9%	5%	-10%	-9%	-15%	-5%
<b>Average Sale Price</b>						
Current Month 2010	\$95,390	\$185,420	\$188,674	\$160,900	\$86,083	\$157,833
Current Month 2009	\$106,544	\$139,475	\$202,984	\$129,440	\$63,928	\$136,741
Difference	-11,154	45,945	-14,309	31,460	22,155	21,092
% Change	-10%	33%	-7%	24%	35%	15%
Year To Date 2010	\$95,390	\$185,420	\$188,674	\$160,900	\$86,083	\$157,833
Year To Date 2009	\$106,544	\$139,475	\$202,984	\$129,440	\$63,928	\$136,741
Difference	-11,154	45,945	-14,309	31,460	22,155	21,092
% Change	-10%	33%	-7%	24%	35%	15%

**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 January 2010**

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
<b>Current Inventory</b>	421	318	168	95	29	1,892
<b>New Listings This Month</b>	51	60	10	3	1	228
<b>Pending Contracts</b>						
Current Month 2010	19	33	11	5	2	136
Current Month 2009	40	34	22	6	1	167
Difference	-21	-1	-11	-1	1	-31
% Change	-53%	-3%	-50%	-17%	100%	-19%
Year To Date 2010	19	33	11	5	2	136
Year To Date 2009	40	34	22	6	1	167
Difference	-21	-1	-11	-1	1	-31
% Change	-53%	-3%	-50%	-17%	100%	-19%
<b>Closed Sales</b>						
Current Month 2010	12	22	9	7	1	106
Current Month 2009	26	38	12	6	1	146
Difference	-14	-16	-3	1	0	-40
% Change	-54%	-42%	-25%	17%	0%	-27%
Year To Date 2010	12	22	9	7	1	106
Year To Date 2009	26	38	12	6	1	146
Difference	-14	-16	-3	1	0	-40
% Change	-54%	-42%	-25%	17%	0%	-27%
<b>Average Sale Price</b>						
Current Month 2010	\$248,650	\$294,839	\$286,238	\$218,605	\$135,000	\$318,696
Current Month 2009	\$330,029	\$218,795	\$301,277	\$248,687	\$196,000	\$304,353
Difference	-81,379	76,044	-15,039	-30,082	-61,000	14,343
% Change	-25%	35%	-5%	-12%	-31%	5%
Year To Date 2010	\$248,650	\$294,839	\$286,238	\$218,605	\$135,000	\$318,696
Year To Date 2009	\$330,029	\$218,795	\$301,277	\$248,687	\$196,000	\$304,353
Difference	-81,379	76,044	-15,039	-30,082	-61,000	14,343
% Change	-25%	35%	-5%	-12%	-31%	5%

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

**Heartland MLS Statistics - Missouri Resale**  
**Month of January 2010**

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
<b>Current Inventory</b>	4,989	1,799	735	708	820	14,183
<b>New Listings This Month</b>	1,333	474	161	182	148	3,707
<b>Pending Contracts</b>						
Current Month 2010	545	172	70	59	74	1,437
Current Month 2009	595	232	83	74	93	1,739
Difference	-50	-60	-13	-15	-19	-302
% Change	-8%	-26%	-16%	-20%	-20%	-17%
Year To Date 2010	545	172	70	59	74	1,437
Year To Date 2009	595	232	83	74	93	1,739
Difference	-50	-60	-13	-15	-19	-302
% Change	-8%	-26%	-16%	-20%	-20%	-17%
<b>Closed Sales</b>						
Current Month 2010	448	160	54	44	75	1,189
Current Month 2009	479	136	58	50	88	1,225
Difference	-31	24	-4	-6	-13	-36
% Change	-6%	18%	-7%	-12%	-15%	-3%
Year To Date 2010	448	160	54	44	75	1,189
Year To Date 2009	479	136	58	50	88	1,225
Difference	-31	24	-4	-6	-13	-36
% Change	-6%	18%	-7%	-12%	-15%	-3%
<b>Average Sale Price</b>						
Current Month 2010	\$91,285	\$127,784	\$172,414	\$151,720	\$85,431	\$137,738
Current Month 2009	\$94,413	\$117,312	\$182,647	\$115,130	\$62,427	\$116,765
Difference	-3,128	10,471	-10,233	36,590	23,004	20,973
% Change	-3%	9%	-6%	32%	37%	18%
Year To Date 2010	\$91,285	\$127,784	\$172,414	\$151,720	\$85,431	\$137,738
Year To Date 2009	\$94,413	\$117,312	\$182,647	\$115,130	\$62,427	\$116,765
Difference	-3,128	10,471	-10,233	36,590	23,004	20,973
% Change	-3%	9%	-6%	32%	37%	18%

**Pending Contracts = Pending or Sold status and Contract date within time period specified**

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