

Heartland MLS Statistics - Missouri Total

Month of January 2011

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	5,374	2,246	978	776	785	16,650
New Listings This Month	1,048	461	170	144	118	3,204
Pending Contracts						
Current Month 2011	487	211	77	70	44	1,447
Current Month 2010	596	222	86	75	75	1,784
Difference	-109	-11	-9	-5	-31	-337
% Change	-18%	-5%	-10%	-7%	-41%	-19%
Year To Date 2011	487	211	77	70	44	1,447
Year To Date 2010	596	222	86	75	75	1,784
Difference	-109	-11	-9	-5	-31	-337
% Change	-18%	-5%	-10%	-7%	-41%	-19%
Closed Sales						
Current Month 2011	437	186	72	59	36	1,315
Current Month 2010	474	185	66	50	77	1,331
Difference	-37	1	6	9	-41	-16
% Change	-8%	1%	9%	18%	-53%	-1%
Year To Date 2011	437	186	72	59	36	1,315
Year To Date 2010	474	185	66	50	77	1,331
Difference	-37	1	6	9	-41	-16
% Change	-8%	1%	9%	18%	-53%	-1%
Average Sale Price						
Current Month 2011	\$102,445	\$132,142	\$189,024	\$105,710	\$67,084	\$143,626
Current Month 2010	\$95,077	\$182,875	\$189,957	\$156,116	\$85,336	\$157,180
Difference	7,368	-50,733	-933	-50,406	-18,252	-13,554
% Change	8%	-28%	0%	-32%	-21%	-9%
Year To Date 2011	\$102,445	\$132,142	\$189,024	\$105,710	\$67,084	\$143,626
Year To Date 2010	\$95,077	\$182,875	\$189,957	\$156,116	\$85,336	\$157,180
Difference	7,368	-50,733	-933	-50,406	-18,252	-13,554
% Change	8%	-28%	0%	-32%	-21%	-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

Heartland MLS Statistics - Missouri New Homes
Month of January 2011

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	355	268	146	67	17	1,542
New Listings This Month	22	39	17	4	0	181
Pending Contracts						
Current Month 2011	12	22	12	3	0	99
Current Month 2010	22	29	11	7	2	142
Difference	-10	-7	1	-4	0	-43
% Change	-45%	-24%	9%	-57%	0%	-30%
Year To Date 2011	12	22	12	3	0	99
Year To Date 2010	22	29	11	7	2	142
Difference	-10	-7	1	-4	0	-43
% Change	-45%	-24%	9%	-57%	0%	-30%
Closed Sales						
Current Month 2011	11	17	8	0	0	93
Current Month 2010	12	21	9	7	1	108
Difference	-1	-4	-1	0	0	-15
% Change	-8%	-19%	-11%	0%	0%	-14%
Year To Date 2011	11	17	8	0	0	93
Year To Date 2010	12	21	9	7	1	108
Difference	-1	-4	-1	0	0	-15
% Change	-8%	-19%	-11%	0%	0%	-14%
Average Sale Price						
Current Month 2011	\$222,987	\$268,291	\$391,121			\$328,459
Current Month 2010	\$248,650	\$287,165	\$286,238	\$218,605	\$135,000	\$314,484
Difference	-25,663	-18,874	104,883			13,976
% Change	-10%	-7%	37%			4%
Year To Date 2011	\$222,987	\$268,291	\$391,121			\$328,459
Year To Date 2010	\$248,650	\$287,165	\$286,238	\$218,605	\$135,000	\$314,484
Difference	-25,663	-18,874	104,883			13,976
% Change	-10%	-7%	37%			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 Resale
Month of January 2011

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	5,020	1,978	832	709	768	15,109
New Listings This Month	1,026	422	153	140	118	3,023
Pending Contracts						
Current Month 2011	475	189	65	67	44	1,348
Current Month 2010	574	192	75	68	73	1,641
Difference	-99	-3	-10	-1	-29	-293
% Change	-17%	-2%	-13%	-1%	-40%	-18%
Year To Date 2011	475	189	65	67	44	1,348
Year To Date 2010	574	192	75	68	73	1,641
Difference	-99	-3	-10	-1	-29	-293
% Change	-17%	-2%	-13%	-1%	-40%	-18%
Closed Sales						
Current Month 2011	426	169	64	59	36	1,222
Current Month 2010	462	163	57	43	76	1,222
Difference	-36	6	7	16	-40	0
% Change	-8%	4%	12%	37%	-53%	0%
Year To Date 2011	426	169	64	59	36	1,222
Year To Date 2010	462	163	57	43	76	1,222
Difference	-36	6	7	16	-40	0
% Change	-8%	4%	12%	37%	-53%	0%
Average Sale Price						
Current Month 2011	\$99,332	\$118,447	\$163,761	\$105,710	\$67,084	\$129,560
Current Month 2010	\$91,088	\$127,616	\$174,754	\$145,944	\$84,682	\$137,678
Difference	8,244	-9,169	-10,993	-40,233	-17,598	-8,119
% Change	9%	-7%	-6%	-28%	-21%	-6%
Year To Date 2011	\$99,332	\$118,447	\$163,761	\$105,710	\$67,084	\$129,560
Year To Date 2010	\$91,088	\$127,616	\$174,754	\$145,944	\$84,682	\$137,678
Difference	8,244	-9,169	-10,993	-40,233	-17,598	-8,119
% Change	9%	-7%	-6%	-28%	-21%	-6%

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

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