

Heartland MLS Statistics - Missouri Total
Month of February 2010

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	5,766	2,281	971	839	853	17,243
New Listings This Month	1,502	622	222	181	175	4,468
Pending Contracts						
Current Month 2010	642	325	91	79	98	2,019
Current Month 2009	628	276	122	80	102	2,023
Difference	14	49	-31	-1	-4	-4
% Change	2%	18%	-25%	-1%	-4%	0%
Year To Date 2010	1,240	544	174	153	174	3,756
Year To Date 2009	1,262	542	227	160	195	3,927
Difference	-22	2	-53	-7	-21	-171
% Change	-2%	0%	-23%	-4%	-11%	-4%
Closed Sales						
Current Month 2010	559	186	69	61	78	1,524
Current Month 2009	527	224	101	62	83	1,642
Difference	32	-38	-32	-1	-5	-118
% Change	6%	-17%	-32%	-2%	-6%	-7%
Year To Date 2010	1,032	371	134	112	155	2,851
Year To Date 2009	1,032	398	171	118	172	3,014
Difference	0	-27	-37	-6	-17	-163
% Change	0%	-7%	-22%	-5%	-10%	-5%
Average Sale Price						
Current Month 2010	\$101,509	\$139,074	\$169,384	\$149,927	\$70,938	\$139,939
Current Month 2009	\$105,989	\$133,661	\$213,645	\$138,602	\$68,028	\$146,885
Difference	-4,481	5,413	-44,261	11,325	2,910	-6,946
% Change	-4%	4%	-21%	8%	4%	-5%
Year To Date 2010	\$98,375	\$161,842	\$179,938	\$154,924	\$78,090	\$148,166
Year To Date 2009	\$106,261	\$136,203	\$209,281	\$134,254	\$65,906	\$142,383
Difference	-7,886	25,640	-29,343	20,670	12,184	5,783
% Change	-7%	19%	-14%	15%	18%	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 February 2010

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	417	315	165	84	25	1,864
New Listings This Month	35	66	26	17	0	257
Pending Contracts						
Current Month 2010	23	46	13	11	0	182
Current Month 2009	35	49	32	11	3	223
Difference	-12	-3	-19	0	0	-41
% Change	-34%	-6%	-59%	0%	0%	-18%
Year To Date 2010	43	78	24	18	2	323
Year To Date 2009	75	83	54	17	4	390
Difference	-32	-5	-30	1	-2	-67
% Change	-43%	-6%	-56%	6%	-50%	-17%
Closed Sales						
Current Month 2010	17	26	10	8	1	115
Current Month 2009	39	28	19	8	1	169
Difference	-22	-2	-9	0	0	-54
% Change	-56%	-7%	-47%	0%	0%	-32%
Year To Date 2010	29	48	19	15	2	222
Year To Date 2009	65	66	31	14	2	316
Difference	-36	-18	-12	1	0	-94
% Change	-55%	-27%	-39%	7%	0%	-30%
Average Sale Price						
Current Month 2010	\$280,709	\$244,443	\$316,175	\$212,143	\$202,500	\$292,972
Current Month 2009	\$264,955	\$211,093	\$354,005	\$235,340	\$174,500	\$301,845
Difference	15,753	33,349	-37,830	-23,197	28,000	-8,874
% Change	6%	16%	-11%	-10%	16%	-3%
Year To Date 2010	\$267,443	\$267,541	\$301,994	\$215,159	\$168,750	\$304,637
Year To Date 2009	\$290,985	\$215,528	\$333,594	\$241,060	\$185,250	\$303,585
Difference	-23,542	52,013	-31,600	-25,901	-16,500	1,053
% Change	-8%	24%	-9%	-11%	-9%	0%

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

Heartland MLS Statistics - Missouri Resale
Month of February 2010

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	5,349	1,966	806	755	828	15,379
New Listings This Month	1,467	556	196	164	175	4,211
Pending Contracts						
Current Month 2010	619	279	78	68	98	1,837
Current Month 2009	593	227	90	69	99	1,800
Difference	26	52	-12	-1	-1	37
% Change	4%	23%	-13%	-1%	-1%	2%
Year To Date 2010	1,197	465	150	135	172	3,432
Year To Date 2009	1,187	459	173	143	191	3,536
Difference	10	6	-23	-8	-19	-104
% Change	1%	1%	-13%	-6%	-10%	-3%
Closed Sales						
Current Month 2010	542	160	59	53	77	1,409
Current Month 2009	488	196	82	54	82	1,472
Difference	54	-36	-23	-1	-5	-63
% Change	11%	-18%	-28%	-2%	-6%	-4%
Year To Date 2010	1,003	322	115	97	153	2,628
Year To Date 2009	967	332	140	104	170	2,697
Difference	36	-10	-25	-7	-17	-69
% Change	4%	-3%	-18%	-7%	-10%	-3%
Average Sale Price						
Current Month 2010	\$95,888	\$121,951	\$144,504	\$140,536	\$69,229	\$127,449
Current Month 2009	\$93,285	\$122,599	\$181,123	\$124,270	\$66,729	\$129,172
Difference	2,603	-647	-36,618	16,266	2,500	-1,723
% Change	3%	-1%	-20%	13%	4%	-1%
Year To Date 2010	\$93,486	\$124,850	\$159,772	\$145,609	\$76,905	\$132,341
Year To Date 2009	\$93,844	\$120,433	\$181,754	\$119,876	\$64,502	\$123,537
Difference	-358	4,416	-21,982	25,733	12,403	8,804
% Change	0%	4%	-12%	21%	19%	7%

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

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