

## Heartland MLS Statistics - Missouri Total

Month of February 2011

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
<b>Current Inventory</b>	5,505	2,325	1,009	782	786	17,176
<b>New Listings This Month</b>	1,027	385	147	147	103	3,140
<b>Pending Contracts</b>						
Current Month 2011	585	239	81	80	57	1,705
Current Month 2010	727	357	102	89	99	2,337
Difference	-142	-118	-21	-9	-42	-632
% Change	-20%	-33%	-21%	-10%	-42%	-27%
Year To Date 2011	1,115	471	167	160	104	3,321
Year To Date 2010	1,323	580	188	164	174	4,122
Difference	-208	-109	-21	-4	-70	-801
% Change	-16%	-19%	-11%	-2%	-40%	-19%
<b>Closed Sales</b>						
Current Month 2011	439	195	83	58	31	1,366
Current Month 2010	575	190	71	63	76	1,561
Difference	-136	5	12	-5	-45	-195
% Change	-24%	3%	17%	-8%	-59%	-12%
Year To Date 2011	883	383	155	118	67	2,694
Year To Date 2010	1,049	375	137	113	153	2,892
Difference	-166	8	18	5	-86	-198
% Change	-16%	2%	13%	4%	-56%	-7%
<b>Average Sale Price</b>						
Current Month 2011	\$105,293	\$119,136	\$167,638	\$143,894	\$86,510	\$142,211
Current Month 2010	\$103,079	\$138,855	\$169,610	\$146,723	\$70,772	\$140,198
Difference	2,214	-19,719	-1,972	-2,829	15,738	2,013
% Change	2%	-14%	-1%	-2%	22%	1%
Year To Date 2011	\$103,551	\$125,901	\$177,572	\$123,794	\$76,072	\$142,800
Year To Date 2010	\$99,463	\$160,572	\$179,412	\$150,879	\$78,101	\$148,014
Difference	4,088	-34,671	-1,840	-27,085	-2,029	-5,214
% Change	4%	-22%	-1%	-18%	-3%	-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 2011**

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
<b>Current Inventory</b>	355	268	137	63	17	1,509
<b>New Listings This Month</b>	31	14	14	7	0	153
<b>Pending Contracts</b>						
Current Month 2011	12	26	15	5	0	115
Current Month 2010	23	52	14	10	1	202
Difference	-11	-26	1	-5	0	-87
% Change	-48%	-50%	7%	-50%	0%	-43%
Year To Date 2011	26	50	27	8	0	223
Year To Date 2010	45	81	25	17	3	344
Difference	-19	-31	2	-9	0	-121
% Change	-42%	-38%	8%	-53%	0%	-35%
<b>Closed Sales</b>						
Current Month 2011	12	17	13	4	0	90
Current Month 2010	18	28	10	8	1	117
Difference	-6	-11	3	-4	0	-27
% Change	-33%	-39%	30%	-50%	0%	-23%
Year To Date 2011	23	34	21	4	0	183
Year To Date 2010	30	49	19	15	2	225
Difference	-7	-15	2	-11	0	-42
% Change	-23%	-31%	11%	-73%	0%	-19%
<b>Average Sale Price</b>						
Current Month 2011	\$264,885	\$213,378	\$239,158	\$206,003		\$279,802
Current Month 2010	\$284,831	\$240,868	\$316,175	\$212,143	\$202,500	\$292,898
Difference	-19,946	-27,490	-77,016	-6,140		-13,095
% Change	-7%	-11%	-24%	-3%		-4%
Year To Date 2011	\$244,847	\$240,834	\$297,049	\$206,003		\$304,617
Year To Date 2010	\$270,358	\$260,709	\$301,994	\$215,159	\$168,750	\$303,259
Difference	-25,512	-19,875	-4,945	-9,156		1,358
% Change	-9%	-8%	-2%	-4%		0%

**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 February 2011**

	<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>	5,150	2,057	872	719	769	15,667
<b>New Listings This Month</b>	996	371	133	140	103	2,987
<b>Pending Contracts</b>						
Current Month 2011	573	213	66	75	57	1,590
Current Month 2010	704	305	88	79	98	2,135
Difference	-131	-92	-22	-4	-41	-545
% Change	-19%	-30%	-25%	-5%	-42%	-26%
Year To Date 2011	1,089	421	140	152	104	3,098
Year To Date 2010	1,278	498	163	147	171	3,777
Difference	-189	-77	-23	5	-67	-679
% Change	-15%	-15%	-14%	3%	-39%	-18%
<b>Closed Sales</b>						
Current Month 2011	427	178	70	54	31	1,276
Current Month 2010	557	162	61	55	75	1,444
Difference	-130	16	9	-1	-44	-168
% Change	-23%	10%	15%	-2%	-59%	-12%
Year To Date 2011	860	349	134	114	67	2,511
Year To Date 2010	1,019	325	118	98	151	2,666
Difference	-159	24	16	16	-84	-155
% Change	-16%	7%	14%	16%	-56%	-6%
<b>Average Sale Price</b>						
Current Month 2011	\$100,808	\$110,135	\$154,356	\$139,293	\$86,510	\$132,506
Current Month 2010	\$97,205	\$121,224	\$145,583	\$137,207	\$69,015	\$127,826
Difference	3,602	-11,089	8,773	2,086	17,494	4,680
% Change	4%	-9%	6%	2%	25%	4%
Year To Date 2011	\$99,772	\$114,704	\$158,848	\$120,910	\$76,072	\$131,007
Year To Date 2010	\$94,432	\$124,429	\$159,674	\$141,041	\$76,901	\$132,342
Difference	5,340	-9,726	-826	-20,131	-828	-1,335
% Change	6%	-8%	-1%	-14%	-1%	-1%

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