

Heartland MLS Statistics - Missouri Total

Month of March 2010

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	6,109	2,426	1,037	879	892	18,393
New Listings This Month	1,925	759	285	253	226	5,956
Pending Contracts						
Current Month 2010	851	352	126	100	116	2,610
Current Month 2009	788	329	112	100	140	2,423
Difference	63	23	14	0	-24	187
% Change	8%	7%	13%	0%	-17%	8%
Year To Date 2010	2,176	924	311	262	294	6,680
Year To Date 2009	2,050	870	339	260	335	6,349
Difference	126	54	-28	2	-41	331
% Change	6%	6%	-8%	1%	-12%	5%
Closed Sales						
Current Month 2010	701	345	122	102	112	2,341
Current Month 2009	697	301	107	88	119	2,126
Difference	4	44	15	14	-7	215
% Change	1%	15%	14%	16%	-6%	10%
Year To Date 2010	1,747	718	259	215	267	5,228
Year To Date 2009	1,729	699	278	206	291	5,140
Difference	18	19	-19	9	-24	88
% Change	1%	3%	-7%	4%	-8%	2%
Average Sale Price						
Current Month 2010	\$117,986	\$144,754	\$180,338	\$156,412	\$98,373	\$158,815
Current Month 2009	\$116,990	\$139,402	\$214,629	\$144,032	\$70,175	\$150,685
Difference	996	5,352	-34,291	12,380	28,198	8,130
% Change	1%	4%	-16%	9%	40%	5%
Year To Date 2010	\$106,479	\$153,722	\$180,416	\$153,504	\$86,598	\$152,836
Year To Date 2009	\$110,586	\$137,580	\$211,339	\$138,431	\$67,652	\$145,817
Difference	-4,107	16,142	-30,923	15,073	18,946	7,019
% Change	-4%	12%	-15%	11%	28%	5%

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 March 2010

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	420	308	159	89	23	1,837
New Listings This Month	43	48	12	12	0	256
Pending Contracts						
Current Month 2010	17	41	16	8	3	193
Current Month 2009	33	48	21	16	4	214
Difference	-16	-7	-5	-8	-1	-21
% Change	-48%	-15%	-24%	-50%	-25%	-10%
Year To Date 2010	61	120	40	26	6	529
Year To Date 2009	108	130	75	33	8	603
Difference	-47	-10	-35	-7	-2	-74
% Change	-44%	-8%	-47%	-21%	-25%	-12%
Closed Sales						
Current Month 2010	19	43	14	8	2	179
Current Month 2009	37	43	24	9	1	197
Difference	-18	0	-10	-1	1	-18
% Change	-49%	0%	-42%	-11%	100%	-9%
Year To Date 2010	48	93	34	23	4	405
Year To Date 2009	102	109	55	23	3	513
Difference	-54	-16	-21	0	1	-108
% Change	-53%	-15%	-38%	0%	33%	-21%
Average Sale Price						
Current Month 2010	\$275,084	\$223,441	\$363,686	\$230,214	\$231,000	\$307,334
Current Month 2009	\$327,111	\$239,130	\$338,892	\$243,778	\$127,000	\$286,395
Difference	-52,028	-15,689	24,793	-13,564	104,000	20,940
% Change	-16%	-7%	7%	-6%	82%	7%
Year To Date 2010	\$270,467	\$245,578	\$326,161	\$220,395	\$199,875	\$305,030
Year To Date 2009	\$304,090	\$224,839	\$335,906	\$242,124	\$165,833	\$296,984
Difference	-33,622	20,739	-9,745	-21,728	34,042	8,047
% Change	-11%	9%	-3%	-9%	21%	3%

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 March 2010

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	5,689	2,117	878	790	869	16,556
New Listings This Month	1,882	711	273	241	226	5,700
Pending Contracts						
Current Month 2010	834	311	110	92	113	2,417
Current Month 2009	755	281	91	84	136	2,209
Difference	79	30	19	8	-23	208
% Change	10%	11%	21%	10%	-17%	9%
Year To Date 2010	2,115	803	271	236	288	6,150
Year To Date 2009	1,942	740	264	227	327	5,745
Difference	173	63	7	9	-39	405
% Change	9%	9%	3%	4%	-12%	7%
Closed Sales						
Current Month 2010	682	302	108	94	110	2,162
Current Month 2009	660	258	83	79	118	1,929
Difference	22	44	25	15	-8	233
% Change	3%	17%	30%	19%	-7%	12%
Year To Date 2010	1,699	624	225	192	263	4,822
Year To Date 2009	1,627	590	223	183	288	4,626
Difference	72	34	2	9	-25	196
% Change	4%	6%	1%	5%	-9%	4%
Average Sale Price						
Current Month 2010	\$113,610	\$133,550	\$156,571	\$150,131	\$95,962	\$146,519
Current Month 2009	\$105,211	\$122,780	\$178,697	\$132,669	\$69,694	\$136,826
Difference	8,399	10,770	-22,126	17,462	26,268	9,693
% Change	8%	9%	-12%	13%	38%	7%
Year To Date 2010	\$101,846	\$129,061	\$158,392	\$145,491	\$84,876	\$138,633
Year To Date 2009	\$98,455	\$121,460	\$180,616	\$125,399	\$66,629	\$129,078
Difference	3,391	7,601	-22,224	20,092	18,246	9,555
% Change	3%	6%	-12%	16%	27%	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