

Heartland MLS Statistics - Missouri Total

Month of March 2011

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	5,880	2,495	1,072	890	847	18,555
New Listings This Month	1,581	613	279	247	170	5,023
Pending Contracts						
Current Month 2011	683	303	121	83	77	2,189
Current Month 2010	997	421	145	119	119	3,112
Difference	-314	-118	-24	-36	-42	-923
% Change	-31%	-28%	-17%	-30%	-35%	-30%
Year To Date 2011	1,854	787	298	243	185	5,692
Year To Date 2010	2,318	1,001	332	283	293	7,231
Difference	-464	-214	-34	-40	-108	-1,539
% Change	-20%	-21%	-10%	-14%	-37%	-21%
Closed Sales						
Current Month 2011	663	271	106	96	64	2,018
Current Month 2010	713	348	128	103	117	2,387
Difference	-50	-77	-22	-7	-53	-369
% Change	-7%	-22%	-17%	-7%	-45%	-15%
Year To Date 2011	1,549	655	261	215	131	4,721
Year To Date 2010	1,762	723	265	216	270	5,279
Difference	-213	-68	-4	-1	-139	-558
% Change	-12%	-9%	-2%	0%	-51%	-11%
Average Sale Price						
Current Month 2011	\$110,308	\$133,349	\$187,963	\$146,124	\$90,653	\$149,984
Current Month 2010	\$117,626	\$144,388	\$182,247	\$157,272	\$97,596	\$158,544
Difference	-7,318	-11,039	5,716	-11,148	-6,943	-8,560
% Change	-6%	-8%	3%	-7%	-7%	-5%
Year To Date 2011	\$106,222	\$129,015	\$181,792	\$133,896	\$83,196	\$145,717
Year To Date 2010	\$106,813	\$152,782	\$180,781	\$153,928	\$86,549	\$152,775
Difference	-591	-23,767	1,011	-20,032	-3,353	-7,058
% Change	-1%	-16%	1%	-13%	-4%	-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 2011

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	358	265	140	65	20	1,522
New Listings This Month	76	34	11	11	1	283
Pending Contracts						
Current Month 2011	16	34	11	6	1	179
Current Month 2010	21	53	18	10	3	221
Difference	-5	-19	-7	-4	-2	-42
% Change	-24%	-36%	-39%	-40%	-67%	-19%
Year To Date 2011	46	84	38	15	1	406
Year To Date 2010	66	134	42	27	6	564
Difference	-20	-50	-4	-12	-5	-158
% Change	-30%	-37%	-10%	-44%	-83%	-28%
Closed Sales						
Current Month 2011	15	33	19	9	0	140
Current Month 2010	19	43	15	8	2	183
Difference	-4	-10	4	1	0	-43
% Change	-21%	-23%	27%	13%	0%	-23%
Year To Date 2011	38	67	40	13	0	323
Year To Date 2010	49	92	34	23	4	408
Difference	-11	-25	6	-10	0	-85
% Change	-22%	-27%	18%	-43%	0%	-21%
Average Sale Price						
Current Month 2011	\$314,144	\$258,133	\$296,636	\$299,664		\$305,853
Current Month 2010	\$275,084	\$223,441	\$357,773	\$230,214	\$231,000	\$306,682
Difference	39,061	34,692	-61,137	69,451		-829
% Change	14%	16%	-17%	30%		0%
Year To Date 2011	\$272,201	\$249,355	\$296,853	\$270,845		\$305,152
Year To Date 2010	\$272,191	\$243,291	\$326,603	\$220,395	\$199,875	\$304,794
Difference	10	6,064	-29,750	50,450		358
% Change	0%	2%	-9%	23%		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 March 2011

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	5,522	2,230	932	825	827	17,033
New Listings This Month	1,505	579	268	236	169	4,740
Pending Contracts						
Current Month 2011	667	269	110	77	76	2,010
Current Month 2010	976	368	127	109	116	2,891
Difference	-309	-99	-17	-32	-40	-881
% Change	-32%	-27%	-13%	-29%	-34%	-30%
Year To Date 2011	1,808	703	260	228	184	5,286
Year To Date 2010	2,252	866	290	256	287	6,666
Difference	-444	-163	-30	-28	-103	-1,380
% Change	-20%	-19%	-10%	-11%	-36%	-21%
Closed Sales						
Current Month 2011	648	238	87	87	64	1,878
Current Month 2010	694	305	113	95	115	2,204
Difference	-46	-67	-26	-8	-51	-326
% Change	-7%	-22%	-23%	-8%	-44%	-15%
Year To Date 2011	1,511	588	221	202	131	4,398
Year To Date 2010	1,713	630	231	193	266	4,870
Difference	-202	-42	-10	9	-135	-472
% Change	-12%	-7%	-4%	5%	-51%	-10%
Average Sale Price						
Current Month 2011	\$105,589	\$116,047	\$164,230	\$130,241	\$90,653	\$138,365
Current Month 2010	\$113,315	\$133,243	\$158,947	\$151,130	\$95,276	\$146,244
Difference	-7,726	-17,196	5,283	-20,889	-4,623	-7,879
% Change	-7%	-13%	3%	-14%	-5%	-5%
Year To Date 2011	\$102,047	\$115,303	\$160,967	\$125,083	\$83,196	\$134,008
Year To Date 2010	\$102,082	\$128,696	\$159,319	\$146,007	\$84,845	\$138,634
Difference	-35	-13,393	1,648	-20,924	-1,649	-4,625
% Change	0%	-10%	1%	-14%	-2%	-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