

Heartland MLS Statistics - Missouri Total

Month of April 2011

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	6,138	2,608	1,107	920	879	19,297
New Listings This Month	1,522	684	245	221	165	4,896
Pending Contracts						
Current Month 2011	665	286	108	83	63	2,092
Current Month 2010	1,245	581	202	170	139	4,092
Difference	-580	-295	-94	-87	-76	-2,000
% Change	-47%	-51%	-47%	-51%	-55%	-49%
Year To Date 2011	2,576	1,106	415	333	251	8,051
Year To Date 2010	3,565	1,582	534	453	432	11,325
Difference	-989	-476	-119	-120	-181	-3,274
% Change	-28%	-30%	-22%	-26%	-42%	-29%
Closed Sales						
Current Month 2011	676	296	120	76	69	2,176
Current Month 2010	919	379	119	112	97	2,916
Difference	-243	-83	1	-36	-28	-740
% Change	-26%	-22%	1%	-32%	-29%	-25%
Year To Date 2011	2,231	952	381	293	200	6,916
Year To Date 2010	2,681	1,102	384	328	367	8,195
Difference	-450	-150	-3	-35	-167	-1,279
% Change	-17%	-14%	-1%	-11%	-46%	-16%
Average Sale Price						
Current Month 2011	\$106,562	\$131,761	\$169,109	\$119,414	\$78,801	\$148,623
Current Month 2010	\$117,091	\$146,713	\$172,832	\$149,307	\$86,276	\$160,688
Difference	-10,529	-14,952	-3,723	-29,893	-7,475	-12,065
% Change	-9%	-10%	-2%	-20%	-9%	-8%
Year To Date 2011	\$106,216	\$129,833	\$177,798	\$129,664	\$81,680	\$146,532
Year To Date 2010	\$110,336	\$150,695	\$178,318	\$152,350	\$86,477	\$155,591
Difference	-4,120	-20,862	-520	-22,686	-4,797	-9,059
% Change	-4%	-14%	0%	-15%	-6%	-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

Heartland MLS Statistics - Missouri New Homes

Month of April 2011

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	346	274	142	74	23	1,521
New Listings This Month	43	51	17	15	6	254
Pending Contracts						
Current Month 2011	27	30	17	4	0	169
Current Month 2010	53	78	27	14	2	346
Difference	-26	-48	-10	-10	0	-177
% Change	-49%	-62%	-37%	-71%	0%	-51%
Year To Date 2011	75	118	55	19	1	582
Year To Date 2010	119	212	69	41	8	910
Difference	-44	-94	-14	-22	-7	-328
% Change	-37%	-44%	-20%	-54%	-88%	-36%
Closed Sales						
Current Month 2011	14	29	13	4	0	142
Current Month 2010	20	41	18	10	3	211
Difference	-6	-12	-5	-6	0	-69
% Change	-30%	-29%	-28%	-60%	0%	-33%
Year To Date 2011	52	96	53	17	0	465
Year To Date 2010	69	133	52	33	7	619
Difference	-17	-37	1	-16	0	-154
% Change	-25%	-28%	2%	-48%	0%	-25%
Average Sale Price						
Current Month 2011	\$301,224	\$269,355	\$369,082	\$222,063		\$317,909
Current Month 2010	\$247,014	\$231,073	\$242,901	\$212,674	\$176,667	\$285,276
Difference	54,210	38,282	126,181	9,388		32,634
% Change	22%	17%	52%	4%		11%
Year To Date 2011	\$280,015	\$255,396	\$314,570	\$259,367		\$309,048
Year To Date 2010	\$264,893	\$239,524	\$297,629	\$218,055	\$189,929	\$298,141
Difference	15,122	15,872	16,940	41,312		10,907
% Change	6%	7%	6%	19%		4%

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

Heartland MLS Statistics - Missouri Resale

Month of April 2011

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	5,792	2,334	965	846	856	17,776
New Listings This Month	1,479	633	228	206	159	4,642
Pending Contracts						
Current Month 2011	638	256	91	79	63	1,923
Current Month 2010	1,192	503	175	156	137	3,746
Difference	-554	-247	-84	-77	-74	-1,823
% Change	-46%	-49%	-48%	-49%	-54%	-49%
Year To Date 2011	2,501	988	360	314	250	7,469
Year To Date 2010	3,446	1,369	465	412	424	10,414
Difference	-945	-381	-105	-98	-174	-2,945
% Change	-27%	-28%	-23%	-24%	-41%	-28%
Closed Sales						
Current Month 2011	662	267	107	72	69	2,034
Current Month 2010	899	338	101	102	94	2,705
Difference	-237	-71	6	-30	-25	-671
% Change	-26%	-21%	6%	-29%	-27%	-25%
Year To Date 2011	2,179	856	328	276	200	6,451
Year To Date 2010	2,612	968	332	295	360	7,575
Difference	-433	-112	-4	-19	-160	-1,124
% Change	-17%	-12%	-1%	-6%	-44%	-15%
Average Sale Price						
Current Month 2011	\$102,445	\$116,816	\$144,813	\$113,711	\$78,801	\$136,805
Current Month 2010	\$114,200	\$136,480	\$160,344	\$143,094	\$83,391	\$150,970
Difference	-11,755	-19,664	-15,531	-29,383	-4,589	-14,165
% Change	-10%	-14%	-10%	-21%	-6%	-9%
Year To Date 2011	\$102,069	\$115,751	\$155,697	\$121,675	\$81,680	\$134,818
Year To Date 2010	\$106,253	\$131,414	\$159,631	\$145,000	\$84,465	\$143,039
Difference	-4,185	-15,663	-3,933	-23,324	-2,786	-8,221
% Change	-4%	-12%	-2%	-16%	-3%	-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