

Heartland MLS Statistics - Missouri Total

Month of May 2010

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	6,163	2,432	1,115	930	899	18,876
New Listings This Month	1,366	495	223	199	180	4,125
Pending Contracts						
Current Month 2010	487	201	96	60	114	1,519
Current Month 2009	883	335	153	93	115	2,759
Difference	-396	-134	-57	-33	-1	-1,240
% Change	-45%	-40%	-37%	-35%	-1%	-45%
Year To Date 2010	4,021	1,757	636	505	545	12,702
Year To Date 2009	3,818	1,593	651	452	557	11,896
Difference	203	164	-15	53	-12	806
% Change	5%	10%	-2%	12%	-2%	7%
Closed Sales						
Current Month 2010	953	453	165	133	111	3,078
Current Month 2009	800	347	140	85	106	2,536
Difference	153	106	25	48	5	542
% Change	19%	31%	18%	56%	5%	21%
Year To Date 2010	3,617	1,549	546	459	477	11,223
Year To Date 2009	3,257	1,322	533	386	519	9,883
Difference	360	227	13	73	-42	1,340
% Change	11%	17%	2%	19%	-8%	14%
Average Sale Price						
Current Month 2010	\$123,806	\$167,591	\$225,666	\$154,574	\$96,800	\$167,528
Current Month 2009	\$122,320	\$147,442	\$183,472	\$144,826	\$79,087	\$161,344
Difference	1,486	20,149	42,194	9,748	17,713	6,184
% Change	1%	14%	23%	7%	22%	4%
Year To Date 2010	\$113,868	\$156,136	\$192,719	\$152,949	\$89,026	\$158,900
Year To Date 2009	\$114,531	\$141,297	\$199,987	\$143,829	\$73,123	\$151,982
Difference	-663	14,839	-7,268	9,120	15,903	6,918
% Change	-1%	11%	-4%	6%	22%	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 May 2010

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	402	262	155	72	22	1,680
New Listings This Month	40	43	28	6	0	255
Pending Contracts						
Current Month 2010	12	27	12	8	2	139
Current Month 2009	54	43	32	12	3	260
Difference	-42	-16	-20	-4	-1	-121
% Change	-78%	-37%	-63%	-33%	-33%	-47%
Year To Date 2010	130	233	84	47	10	1,038
Year To Date 2009	203	231	121	65	15	1,117
Difference	-73	2	-37	-18	-5	-79
% Change	-36%	1%	-31%	-28%	-33%	-7%
Closed Sales						
Current Month 2010	30	63	31	15	3	242
Current Month 2009	40	50	22	14	2	233
Difference	-10	13	9	1	1	9
% Change	-25%	26%	41%	7%	50%	4%
Year To Date 2010	99	197	83	48	10	858
Year To Date 2009	173	194	100	54	11	948
Difference	-74	3	-17	-6	-1	-90
% Change	-43%	2%	-17%	-11%	-9%	-9%
Average Sale Price						
Current Month 2010	\$238,826	\$301,028	\$342,108	\$233,557	\$200,272	\$285,328
Current Month 2009	\$265,176	\$237,888	\$279,750	\$216,915	\$198,450	\$285,272
Difference	-26,350	63,141	62,358	16,642	1,822	56
% Change	-10%	27%	22%	8%	1%	0%
Year To Date 2010	\$256,994	\$260,292	\$314,242	\$222,900	\$193,032	\$295,262
Year To Date 2009	\$290,003	\$231,856	\$305,010	\$223,306	\$179,200	\$289,950
Difference	-33,009	28,436	9,231	-406	13,832	5,312
% Change	-11%	12%	3%	0%	8%	2%

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

Heartland MLS Statistics - Missouri Resale

Month of May 2010

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	5,761	2,170	960	858	877	17,196
New Listings This Month	1,326	452	195	193	180	3,870
Pending Contracts						
Current Month 2010	475	174	84	52	112	1,380
Current Month 2009	829	292	121	81	112	2,499
Difference	-354	-118	-37	-29	0	-1,119
% Change	-43%	-40%	-31%	-36%	0%	-45%
Year To Date 2010	3,891	1,523	552	458	535	11,663
Year To Date 2009	3,615	1,362	530	387	542	10,778
Difference	276	161	22	71	-7	885
% Change	8%	12%	4%	18%	-1%	8%
Closed Sales						
Current Month 2010	923	390	134	118	108	2,836
Current Month 2009	760	297	118	71	104	2,303
Difference	163	93	16	47	4	533
% Change	21%	31%	14%	66%	4%	23%
Year To Date 2010	3,518	1,351	463	411	467	10,364
Year To Date 2009	3,084	1,128	433	332	508	8,934
Difference	434	223	30	79	-41	1,430
% Change	14%	20%	7%	24%	-8%	16%
Average Sale Price						
Current Month 2010	\$120,068	\$146,036	\$198,728	\$144,534	\$93,926	\$157,476
Current Month 2009	\$114,801	\$132,215	\$165,521	\$130,611	\$76,792	\$148,806
Difference	5,267	13,821	33,207	13,923	17,134	8,670
% Change	5%	10%	20%	11%	22%	6%
Year To Date 2010	\$109,841	\$135,883	\$170,934	\$144,780	\$86,799	\$146,951
Year To Date 2009	\$104,688	\$125,722	\$175,732	\$130,902	\$70,826	\$137,356
Difference	5,153	10,161	-4,798	13,877	15,973	9,595
% Change	5%	8%	-3%	11%	23%	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