

Heartland MLS Statistics - Missouri Total

Month of May 2011

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	6,159	2,611	1,104	933	870	19,218
New Listings This Month	1,375	561	235	204	155	4,343
Pending Contracts						
Current Month 2011	702	289	140	93	66	2,223
Current Month 2010	520	211	113	63	106	1,685
Difference	182	78	27	30	-40	538
% Change	35%	37%	24%	48%	-38%	32%
Year To Date 2011	3,363	1,442	570	429	323	10,641
Year To Date 2010	4,082	1,793	647	518	538	13,010
Difference	-719	-351	-77	-89	-215	-2,369
% Change	-18%	-20%	-12%	-17%	-40%	-18%
Closed Sales						
Current Month 2011	734	301	105	101	64	2,342
Current Month 2010	971	466	169	134	112	3,141
Difference	-237	-165	-64	-33	-48	-799
% Change	-24%	-35%	-38%	-25%	-43%	-25%
Year To Date 2011	2,969	1,256	487	396	265	9,281
Year To Date 2010	3,652	1,568	553	462	479	11,336
Difference	-683	-312	-66	-66	-214	-2,055
% Change	-19%	-20%	-12%	-14%	-45%	-18%
Average Sale Price						
Current Month 2011	\$113,987	\$136,478	\$191,056	\$147,639	\$101,519	\$161,572
Current Month 2010	\$124,137	\$158,455	\$224,227	\$153,824	\$96,695	\$166,086
Difference	-10,150	-21,977	-33,171	-6,185	4,824	-4,513
% Change	-8%	-14%	-15%	-4%	5%	-3%
Year To Date 2011	\$108,093	\$131,617	\$181,112	\$134,109	\$86,540	\$150,330
Year To Date 2010	\$114,005	\$153,001	\$192,348	\$152,777	\$88,866	\$158,499
Difference	-5,912	-21,384	-11,236	-18,668	-2,326	-8,168
% Change	-5%	-14%	-6%	-12%	-3%	-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 2011

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	304	258	133	66	21	1,412
New Listings This Month	36	41	12	13	2	204
Pending Contracts						
Current Month 2011	27	33	17	7	2	174
Current Month 2010	14	29	16	7	2	146
Difference	13	4	1	0	0	28
% Change	93%	14%	6%	0%	0%	19%
Year To Date 2011	106	154	73	25	3	767
Year To Date 2010	133	241	85	48	10	1,056
Difference	-27	-87	-12	-23	-7	-289
% Change	-20%	-36%	-14%	-48%	-70%	-27%
Closed Sales						
Current Month 2011	18	28	11	6	1	151
Current Month 2010	30	66	31	15	3	247
Difference	-12	-38	-20	-9	-2	-96
% Change	-40%	-58%	-65%	-60%	-67%	-39%
Year To Date 2011	70	125	65	23	1	618
Year To Date 2010	99	199	83	48	10	866
Difference	-29	-74	-18	-25	-9	-248
% Change	-29%	-37%	-22%	-52%	-90%	-29%
Average Sale Price						
Current Month 2011	\$242,517	\$236,871	\$411,481	\$335,569	\$187,900	\$324,853
Current Month 2010	\$238,826	\$235,734	\$342,108	\$233,557	\$200,272	\$268,542
Difference	3,691	1,137	69,373	102,012	-12,372	56,311
% Change	2%	0%	20%	44%	-6%	21%
Year To Date 2011	\$270,373	\$252,483	\$332,283	\$279,246	\$187,900	\$312,777
Year To Date 2010	\$256,994	\$238,267	\$314,242	\$222,900	\$193,032	\$289,699
Difference	13,379	14,217	18,041	56,346	-5,132	23,078
% Change	5%	6%	6%	25%	-3%	8%

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 May 2011

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	5,855	2,353	971	867	849	17,806
New Listings This Month	1,339	520	223	191	153	4,139
Pending Contracts						
Current Month 2011	675	256	123	86	64	2,049
Current Month 2010	506	182	97	56	104	1,539
Difference	169	74	26	30	-40	510
% Change	33%	41%	27%	54%	-38%	33%
Year To Date 2011	3,257	1,288	497	404	320	9,874
Year To Date 2010	3,949	1,551	562	470	528	11,953
Difference	-692	-263	-65	-66	-208	-2,079
% Change	-18%	-17%	-12%	-14%	-39%	-17%
Closed Sales						
Current Month 2011	716	273	94	95	63	2,191
Current Month 2010	941	400	138	119	109	2,894
Difference	-225	-127	-44	-24	-46	-703
% Change	-24%	-32%	-32%	-20%	-42%	-24%
Year To Date 2011	2,899	1,131	422	373	264	8,663
Year To Date 2010	3,553	1,368	470	414	469	10,469
Difference	-654	-237	-48	-41	-205	-1,806
% Change	-18%	-17%	-10%	-10%	-44%	-17%
Average Sale Price						
Current Month 2011	\$110,756	\$126,181	\$165,262	\$135,770	\$100,147	\$150,319
Current Month 2010	\$120,481	\$145,704	\$197,746	\$143,773	\$93,844	\$157,341
Difference	-9,724	-19,522	-32,485	-8,004	6,303	-7,022
% Change	-8%	-13%	-16%	-6%	7%	-4%
Year To Date 2011	\$104,174	\$118,259	\$157,828	\$125,160	\$86,156	\$138,742
Year To Date 2010	\$110,021	\$135,592	\$170,822	\$144,647	\$86,645	\$146,992
Difference	-5,847	-17,333	-12,994	-19,488	-489	-8,251
% Change	-5%	-13%	-8%	-13%	-1%	-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