

Heartland MLS Statistics - Missouri Total

Month of June 2010

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	6,295	2,528	1,174	933	942	19,408
New Listings This Month	1,433	596	280	194	217	4,602
Pending Contracts						
Current Month 2010	508	211	82	66	94	1,608
Current Month 2009	934	395	156	123	127	2,951
Difference	-426	-184	-74	-57	-33	-1,343
% Change	-46%	-47%	-47%	-46%	-26%	-46%
Year To Date 2010	4,639	2,022	729	585	640	14,688
Year To Date 2009	4,750	1,988	807	574	683	14,837
Difference	-111	34	-78	11	-43	-149
% Change	-2%	2%	-10%	2%	-6%	-1%
Closed Sales						
Current Month 2010	824	402	145	96	103	2,806
Current Month 2009	932	368	155	114	114	2,935
Difference	-108	34	-10	-18	-11	-129
% Change	-12%	9%	-6%	-16%	-10%	-4%
Year To Date 2010	4,458	1,965	693	557	581	14,099
Year To Date 2009	4,189	1,690	688	500	633	12,818
Difference	269	275	5	57	-52	1,281
% Change	6%	16%	1%	11%	-8%	10%
Average Sale Price						
Current Month 2010	\$136,554	\$161,948	\$212,357	\$149,274	\$97,683	\$181,861
Current Month 2009	\$127,607	\$152,437	\$194,421	\$150,899	\$91,490	\$172,826
Difference	8,947	9,511	17,936	-1,625	6,193	9,035
% Change	7%	6%	9%	-1%	7%	5%
Year To Date 2010	\$118,113	\$157,168	\$196,700	\$152,163	\$90,554	\$163,470
Year To Date 2009	\$117,440	\$143,723	\$198,733	\$145,441	\$76,431	\$156,755
Difference	673	13,445	-2,033	6,722	14,123	6,715
% Change	1%	9%	-1%	5%	18%	4%

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 June 2010

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	383	256	154	73	20	1,660
New Listings This Month	42	43	21	13	3	237
Pending Contracts						
Current Month 2010	24	18	12	2	0	121
Current Month 2009	37	53	18	13	1	264
Difference	-13	-35	-6	-11	0	-143
% Change	-35%	-66%	-33%	-85%	0%	-54%
Year To Date 2010	157	261	96	50	10	1,181
Year To Date 2009	239	284	139	77	16	1,376
Difference	-82	-23	-43	-27	-6	-195
% Change	-34%	-8%	-31%	-35%	-38%	-14%
Closed Sales						
Current Month 2010	47	76	18	13	1	312
Current Month 2009	44	48	23	19	4	263
Difference	3	28	-5	-6	-3	49
% Change	7%	58%	-22%	-32%	-75%	19%
Year To Date 2010	146	276	101	61	11	1,179
Year To Date 2009	217	242	123	73	15	1,211
Difference	-71	34	-22	-12	-4	-32
% Change	-33%	14%	-18%	-16%	-27%	-3%
Average Sale Price						
Current Month 2010	\$294,158	\$248,794	\$334,022	\$271,912	\$277,575	\$296,768
Current Month 2009	\$245,967	\$235,346	\$325,454	\$209,755	\$182,500	\$302,461
Difference	48,190	13,449	8,568	62,157	95,075	-5,693
% Change	20%	6%	3%	30%	52%	-2%
Year To Date 2010	\$268,958	\$256,339	\$317,767	\$233,345	\$200,717	\$295,078
Year To Date 2009	\$281,074	\$232,548	\$308,833	\$219,779	\$180,080	\$292,667
Difference	-12,117	23,791	8,934	13,566	20,637	2,411
% Change	-4%	10%	3%	6%	11%	1%

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

Heartland MLS Statistics - Missouri Resale

Month of June 2010

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	5,912	2,272	1,020	860	922	17,748
New Listings This Month	1,391	553	259	181	214	4,365
Pending Contracts						
Current Month 2010	484	193	70	64	94	1,487
Current Month 2009	897	342	138	110	126	2,687
Difference	-413	-149	-68	-46	-32	-1,200
% Change	-46%	-44%	-49%	-42%	-25%	-45%
Year To Date 2010	4,482	1,760	633	535	630	13,506
Year To Date 2009	4,511	1,704	668	497	667	13,460
Difference	-29	56	-35	38	-37	46
% Change	-1%	3%	-5%	8%	-6%	0%
Closed Sales						
Current Month 2010	777	326	127	83	102	2,494
Current Month 2009	888	320	132	95	110	2,672
Difference	-111	6	-5	-12	-8	-178
% Change	-13%	2%	-4%	-13%	-7%	-7%
Year To Date 2010	4,312	1,688	592	496	570	12,919
Year To Date 2009	3,972	1,448	565	427	618	11,606
Difference	340	240	27	69	-48	1,313
% Change	9%	17%	5%	16%	-8%	11%
Average Sale Price						
Current Month 2010	\$127,020	\$141,701	\$195,113	\$130,065	\$95,920	\$167,487
Current Month 2009	\$121,742	\$140,001	\$171,589	\$139,127	\$88,180	\$160,066
Difference	5,278	1,700	23,524	-9,062	7,739	7,420
% Change	4%	1%	14%	-7%	9%	5%
Year To Date 2010	\$113,005	\$136,899	\$176,044	\$142,179	\$88,428	\$150,930
Year To Date 2009	\$108,500	\$128,878	\$174,764	\$132,732	\$73,915	\$142,584
Difference	4,505	8,021	1,280	9,447	14,513	8,345
% Change	4%	6%	1%	7%	20%	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