

## Heartland MLS Statistics - Missouri Total

Month of July 2010

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
<b>Current Inventory</b>	6,274	2,569	1,175	930	945	19,380
<b>New Listings This Month</b>	1,511	612	253	214	203	4,654
<b>Pending Contracts</b>						
Current Month 2010	573	244	98	100	108	1,812
Current Month 2009	820	382	153	127	118	2,776
Difference	-247	-138	-55	-27	-10	-964
% Change	-30%	-36%	-36%	-21%	-8%	-35%
Year To Date 2010	5,256	2,286	842	694	749	16,705
Year To Date 2009	5,569	2,370	960	701	801	17,611
Difference	-313	-84	-118	-7	-52	-906
% Change	-6%	-4%	-12%	-1%	-6%	-5%
<b>Closed Sales</b>						
Current Month 2010	550	227	98	85	102	1,833
Current Month 2009	919	418	176	108	127	3,026
Difference	-369	-191	-78	-23	-25	-1,193
% Change	-40%	-46%	-44%	-21%	-20%	-39%
Year To Date 2010	5,035	2,202	797	645	684	16,015
Year To Date 2009	5,108	2,108	864	608	760	15,844
Difference	-73	94	-67	37	-76	171
% Change	-1%	4%	-8%	6%	-10%	1%
<b>Average Sale Price</b>						
Current Month 2010	\$117,270	\$150,793	\$184,318	\$154,934	\$86,474	\$167,460
Current Month 2009	\$137,618	\$160,128	\$188,785	\$169,838	\$87,115	\$175,043
Difference	-20,348	-9,335	-4,467	-14,904	-641	-7,583
% Change	-15%	-6%	-2%	-9%	-1%	-4%
Year To Date 2010	\$117,971	\$154,483	\$194,531	\$152,563	\$89,837	\$163,488
Year To Date 2009	\$121,070	\$146,976	\$196,707	\$149,775	\$78,216	\$160,248
Difference	-3,099	7,507	-2,176	2,788	11,621	3,241
% Change	-3%	5%	-1%	2%	15%	2%

**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 July 2010

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
<b>Current Inventory</b>	356	255	150	63	18	1,593
<b>New Listings This Month</b>	24	33	20	14	1	208
<b>Pending Contracts</b>						
Current Month 2010	22	29	15	7	0	133
Current Month 2009	36	42	23	22	4	228
Difference	-14	-13	-8	-15	0	-95
% Change	-39%	-31%	-35%	-68%	0%	-42%
Year To Date 2010	179	297	113	57	10	1,330
Year To Date 2009	275	326	162	99	20	1,604
Difference	-96	-29	-49	-42	-10	-274
% Change	-35%	-9%	-30%	-42%	-50%	-17%
<b>Closed Sales</b>						
Current Month 2010	16	22	5	4	1	105
Current Month 2009	45	60	21	12	2	272
Difference	-29	-38	-16	-8	-1	-167
% Change	-64%	-63%	-76%	-67%	-50%	-61%
Year To Date 2010	162	298	106	65	12	1,285
Year To Date 2009	262	302	144	85	17	1,483
Difference	-100	-4	-38	-20	-5	-198
% Change	-38%	-1%	-26%	-24%	-29%	-13%
<b>Average Sale Price</b>						
Current Month 2010	\$255,481	\$275,388	\$342,624	\$231,832	\$256,000	\$331,567
Current Month 2009	\$293,042	\$263,892	\$369,318	\$347,147	\$211,800	\$308,954
Difference	-37,561	11,495	-26,694	-115,315	44,200	22,613
% Change	-13%	4%	-7%	-33%	21%	7%
Year To Date 2010	\$267,627	\$244,423	\$318,939	\$233,252	\$205,324	\$294,947
Year To Date 2009	\$283,130	\$238,776	\$317,654	\$237,760	\$183,812	\$295,654
Difference	-15,503	5,647	1,285	-4,508	21,512	-708
% Change	-5%	2%	0%	-2%	12%	0%

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

## Heartland MLS Statistics - Missouri Resale

Month of July 2010

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
<b>Current Inventory</b>	5,918	2,314	1,025	867	927	17,787
<b>New Listings This Month</b>	1,487	579	233	200	202	4,446
<b>Pending Contracts</b>						
Current Month 2010	551	215	83	93	108	1,679
Current Month 2009	784	340	130	105	114	2,548
Difference	-233	-125	-47	-12	-6	-869
% Change	-30%	-37%	-36%	-11%	-5%	-34%
Year To Date 2010	5,077	1,988	729	637	739	15,374
Year To Date 2009	5,294	2,044	798	602	781	16,006
Difference	-217	-56	-69	35	-42	-632
% Change	-4%	-3%	-9%	6%	-5%	-4%
<b>Closed Sales</b>						
Current Month 2010	534	205	93	81	101	1,728
Current Month 2009	874	358	155	96	125	2,754
Difference	-340	-153	-62	-15	-24	-1,026
% Change	-39%	-43%	-40%	-16%	-19%	-37%
Year To Date 2010	4,873	1,903	691	580	672	14,729
Year To Date 2009	4,846	1,806	720	523	743	14,360
Difference	27	97	-29	57	-71	369
% Change	1%	5%	-4%	11%	-10%	3%
<b>Average Sale Price</b>						
Current Month 2010	\$113,129	\$137,422	\$175,807	\$151,136	\$84,796	\$157,488
Current Month 2009	\$129,616	\$142,737	\$164,326	\$147,674	\$85,120	\$161,817
Difference	-16,487	-5,316	11,481	3,463	-325	-4,329
% Change	-13%	-4%	7%	2%	0%	-3%
Year To Date 2010	\$112,996	\$136,802	\$175,447	\$143,520	\$87,775	\$151,555
Year To Date 2009	\$112,309	\$131,625	\$172,517	\$135,475	\$75,800	\$146,273
Difference	687	5,177	2,930	8,046	11,975	5,283
% Change	1%	4%	2%	6%	16%	4%

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