

Heartland MLS Statistics - Missouri Total

Month of July 2011

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	5,909	2,550	1,068	944	879	18,750
New Listings This Month	1,202	547	201	176	140	3,887
Pending Contracts						
Current Month 2011	685	281	125	87	64	2,023
Current Month 2010	618	267	106	104	94	2,001
Difference	67	14	19	-17	-30	22
% Change	11%	5%	18%	-16%	-32%	1%
Year To Date 2011	4,837	2,076	858	634	471	15,442
Year To Date 2010	5,238	2,299	842	693	730	16,803
Difference	-401	-223	16	-59	-259	-1,361
% Change	-8%	-10%	2%	-9%	-35%	-8%
Closed Sales						
Current Month 2011	648	315	145	94	66	2,290
Current Month 2010	570	233	98	87	103	1,884
Difference	78	82	47	7	-37	406
% Change	14%	35%	48%	8%	-36%	22%
Year To Date 2011	4,408	1,928	776	586	405	14,211
Year To Date 2010	5,065	2,210	799	648	687	16,098
Difference	-657	-282	-23	-62	-282	-1,887
% Change	-13%	-13%	-3%	-10%	-41%	-12%
Average Sale Price						
Current Month 2011	\$115,313	\$135,171	\$187,020	\$143,276	\$95,613	\$164,426
Current Month 2010	\$118,849	\$151,114	\$184,318	\$153,119	\$87,090	\$167,596
Difference	-3,536	-15,943	2,702	-9,843	8,523	-3,169
% Change	-3%	-11%	1%	-6%	10%	-2%
Year To Date 2011	\$112,889	\$134,216	\$188,045	\$139,262	\$89,870	\$156,874
Year To Date 2010	\$118,070	\$154,444	\$194,510	\$152,336	\$90,055	\$163,512
Difference	-5,181	-20,228	-6,465	-13,074	-185	-6,638
% Change	-4%	-13%	-3%	-9%	0%	-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 July 2011

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	299	248	117	69	20	1,345
New Listings This Month	40	43	17	19	2	228
Pending Contracts						
Current Month 2011	13	27	24	10	0	157
Current Month 2010	23	26	15	7	0	130
Difference	-10	1	9	3	0	27
% Change	-43%	4%	60%	43%	0%	21%
Year To Date 2011	152	214	119	51	4	1,133
Year To Date 2010	176	293	111	57	10	1,315
Difference	-24	-79	8	-6	-6	-182
% Change	-14%	-27%	7%	-11%	-60%	-14%
Closed Sales						
Current Month 2011	22	28	18	8	1	161
Current Month 2010	17	24	5	4	1	108
Difference	5	4	13	4	0	53
% Change	29%	17%	260%	100%	0%	49%
Year To Date 2011	129	192	103	39	4	977
Year To Date 2010	163	299	106	65	12	1,288
Difference	-34	-107	-3	-26	-8	-311
% Change	-21%	-36%	-3%	-40%	-67%	-24%
Average Sale Price						
Current Month 2011	\$263,702	\$258,947	\$281,121	\$233,513	\$229,716	\$302,877
Current Month 2010	\$246,335	\$272,726	\$342,624	\$231,832	\$256,000	\$327,792
Difference	17,367	-13,779	-61,503	1,681	-26,284	-24,914
% Change	7%	-5%	-18%	1%	-10%	-8%
Year To Date 2011	\$263,406	\$254,607	\$311,267	\$256,647	\$200,604	\$309,405
Year To Date 2010	\$265,985	\$244,382	\$318,939	\$233,252	\$205,324	\$294,789
Difference	-2,578	10,225	-7,672	23,395	-4,720	14,616
% Change	-1%	4%	-2%	10%	-2%	5%

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

Heartland MLS Statistics - Missouri Resale

Month of July 2011

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	5,611	2,302	951	875	859	17,406
New Listings This Month	1,162	504	184	157	138	3,659
Pending Contracts						
Current Month 2011	672	254	101	77	64	1,866
Current Month 2010	595	241	91	97	94	1,871
Difference	77	13	10	-20	-30	-5
% Change	13%	5%	11%	-21%	-32%	0%
Year To Date 2011	4,685	1,862	739	583	467	14,309
Year To Date 2010	5,062	2,005	731	636	720	15,487
Difference	-377	-143	8	-53	-253	-1,178
% Change	-7%	-7%	1%	-8%	-35%	-8%
Closed Sales						
Current Month 2011	626	287	127	86	65	2,129
Current Month 2010	553	209	93	83	102	1,776
Difference	73	78	34	3	-37	353
% Change	13%	37%	37%	4%	-36%	20%
Year To Date 2011	4,279	1,736	673	547	401	13,234
Year To Date 2010	4,902	1,910	693	583	675	14,809
Difference	-623	-174	-20	-36	-274	-1,575
% Change	-13%	-9%	-3%	-6%	-41%	-11%
Average Sale Price						
Current Month 2011	\$110,098	\$123,095	\$173,682	\$134,882	\$93,550	\$153,956
Current Month 2010	\$114,930	\$137,149	\$175,807	\$149,326	\$85,434	\$157,854
Difference	-4,832	-14,054	-2,125	-14,444	8,115	-3,898
% Change	-4%	-10%	-1%	-10%	9%	-2%
Year To Date 2011	\$108,351	\$120,901	\$169,186	\$130,893	\$88,765	\$145,613
Year To Date 2010	\$113,151	\$136,781	\$175,477	\$143,314	\$88,005	\$151,633
Difference	-4,800	-15,880	-6,291	-12,422	760	-6,020
% Change	-4%	-12%	-4%	-9%	1%	-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