

## Heartland MLS Statistics - Missouri Total

Month of August 2010

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
<b>Current Inventory</b>	6,601	2,635	1,196	924	979	20,300
<b>New Listings This Month</b>	1,386	551	250	191	211	4,289
<b>Pending Contracts</b>						
Current Month 2010	555	263	126	104	109	1,818
Current Month 2009	867	404	147	120	114	2,830
Difference	-312	-141	-21	-16	-5	-1,012
% Change	-36%	-35%	-14%	-13%	-4%	-36%
Year To Date 2010	5,860	2,583	974	801	850	18,744
Year To Date 2009	6,433	2,773	1,107	821	915	20,436
Difference	-573	-190	-133	-20	-65	-1,692
% Change	-9%	-7%	-12%	-2%	-7%	-8%
<b>Closed Sales</b>						
Current Month 2010	609	250	100	84	93	1,924
Current Month 2009	844	350	132	100	118	2,631
Difference	-235	-100	-32	-16	-25	-707
% Change	-28%	-29%	-24%	-16%	-21%	-27%
Year To Date 2010	5,665	2,456	897	731	778	17,992
Year To Date 2009	5,950	2,457	996	708	878	18,472
Difference	-285	-1	-99	23	-100	-480
% Change	-5%	0%	-10%	3%	-11%	-3%
<b>Average Sale Price</b>						
Current Month 2010	\$119,118	\$160,653	\$213,159	\$149,676	\$88,617	\$163,842
Current Month 2009	\$130,142	\$160,909	\$186,951	\$133,161	\$87,016	\$164,672
Difference	-11,024	-256	26,208	16,515	1,601	-830
% Change	-8%	0%	14%	12%	2%	-1%
Year To Date 2010	\$118,269	\$154,920	\$196,608	\$152,061	\$89,793	\$163,572
Year To Date 2009	\$122,338	\$148,975	\$195,414	\$147,428	\$79,399	\$160,902
Difference	-4,069	5,945	1,194	4,633	10,394	2,669
% Change	-3%	4%	1%	3%	13%	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 August 2010

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
<b>Current Inventory</b>	386	264	161	66	18	1,640
<b>New Listings This Month</b>	59	31	24	10	2	231
<b>Pending Contracts</b>						
Current Month 2010	14	29	17	8	1	128
Current Month 2009	34	58	16	12	4	253
Difference	-20	-29	1	-4	-3	-125
% Change	-59%	-50%	6%	-33%	-75%	-49%
Year To Date 2010	192	325	130	65	11	1,457
Year To Date 2009	306	384	178	111	24	1,854
Difference	-114	-59	-48	-46	-13	-397
% Change	-37%	-15%	-27%	-41%	-54%	-21%
<b>Closed Sales</b>						
Current Month 2010	22	28	17	3	0	131
Current Month 2009	30	45	17	12	3	196
Difference	-8	-17	0	-9	0	-65
% Change	-27%	-38%	0%	-75%	0%	-33%
Year To Date 2010	185	325	123	68	12	1,416
Year To Date 2009	292	347	161	97	20	1,680
Difference	-107	-22	-38	-29	-8	-264
% Change	-37%	-6%	-24%	-30%	-40%	-16%
<b>Average Sale Price</b>						
Current Month 2010	\$308,544	\$266,812	\$327,841	\$261,650		\$313,007
Current Month 2009	\$323,274	\$275,898	\$317,707	\$201,385	\$171,167	\$304,362
Difference	-14,730	-9,086	10,135	60,265		8,645
% Change	-5%	-3%	3%	30%		3%
Year To Date 2010	\$271,586	\$245,701	\$320,170	\$234,505	\$205,324	\$296,366
Year To Date 2009	\$287,254	\$243,590	\$317,660	\$233,260	\$181,915	\$296,842
Difference	-15,668	2,111	2,510	1,245	23,409	-476
% Change	-5%	1%	1%	1%	13%	0%

**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 August 2010

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
<b>Current Inventory</b>	6,215	2,371	1,035	858	961	18,660
<b>New Listings This Month</b>	1,327	520	226	181	209	4,058
<b>Pending Contracts</b>						
Current Month 2010	541	234	109	96	108	1,690
Current Month 2009	833	346	131	108	110	2,577
Difference	-292	-112	-22	-12	-2	-887
% Change	-35%	-32%	-17%	-11%	-2%	-34%
Year To Date 2010	5,668	2,257	844	736	839	17,286
Year To Date 2009	6,127	2,389	929	710	891	18,581
Difference	-459	-132	-85	26	-52	-1,295
% Change	-7%	-6%	-9%	4%	-6%	-7%
<b>Closed Sales</b>						
Current Month 2010	587	222	83	81	93	1,793
Current Month 2009	814	305	115	88	115	2,435
Difference	-227	-83	-32	-7	-22	-642
% Change	-28%	-27%	-28%	-8%	-19%	-26%
Year To Date 2010	5,480	2,130	774	663	766	16,575
Year To Date 2009	5,658	2,110	835	611	858	16,791
Difference	-178	20	-61	52	-92	-216
% Change	-3%	1%	-7%	9%	-11%	-1%
<b>Average Sale Price</b>						
Current Month 2010	\$112,018	\$147,263	\$189,670	\$145,529	\$88,617	\$152,944
Current Month 2009	\$123,024	\$143,944	\$167,621	\$123,858	\$84,821	\$153,428
Difference	-11,006	3,319	22,048	21,671	3,795	-484
% Change	-9%	2%	13%	17%	4%	0%
Year To Date 2010	\$113,093	\$137,855	\$176,972	\$143,605	\$87,983	\$151,815
Year To Date 2009	\$113,827	\$133,415	\$171,843	\$133,802	\$77,009	\$147,309
Difference	-734	4,440	5,129	9,803	10,974	4,506
% Change	-1%	3%	3%	7%	14%	3%

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