

Heartland MLS Statistics - Missouri Total

Month of August 2011

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	5,740	2,458	1,032	907	849	18,198
New Listings This Month	1,204	497	216	170	156	3,785
Pending Contracts						
Current Month 2011	656	308	95	97	82	2,003
Current Month 2010	609	280	137	109	105	2,020
Difference	47	28	-42	-12	-23	-17
% Change	8%	10%	-31%	-11%	-22%	-1%
Year To Date 2011	5,565	2,419	956	743	560	17,764
Year To Date 2010	5,847	2,579	978	802	835	18,821
Difference	-282	-160	-22	-59	-275	-1,057
% Change	-5%	-6%	-2%	-7%	-33%	-6%
Closed Sales						
Current Month 2011	778	329	129	103	86	2,452
Current Month 2010	620	253	102	85	96	1,953
Difference	158	76	27	18	-10	499
% Change	25%	30%	26%	21%	-10%	26%
Year To Date 2011	5,195	2,260	907	692	492	16,687
Year To Date 2010	5,685	2,463	901	733	783	18,051
Difference	-490	-203	6	-41	-291	-1,364
% Change	-9%	-8%	1%	-6%	-37%	-8%
Average Sale Price						
Current Month 2011	\$112,129	\$133,381	\$185,401	\$142,768	\$104,522	\$160,606
Current Month 2010	\$118,946	\$160,218	\$213,714	\$148,862	\$88,393	\$163,655
Difference	-6,817	-26,837	-28,313	-6,094	16,129	-3,049
% Change	-6%	-17%	-13%	-4%	18%	-2%
Year To Date 2011	\$112,696	\$134,175	\$187,659	\$139,903	\$92,436	\$157,372
Year To Date 2010	\$118,165	\$155,037	\$196,684	\$151,933	\$89,851	\$163,528
Difference	-5,469	-20,862	-9,025	-12,030	2,585	-6,155
% Change	-5%	-13%	-5%	-8%	3%	-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 August 2011

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	290	227	116	73	10	1,338
New Listings This Month	36	28	25	15	1	224
Pending Contracts						
Current Month 2011	14	31	12	7	1	127
Current Month 2010	17	31	17	11	1	145
Difference	-3	0	-5	-4	0	-18
% Change	-18%	0%	-29%	-36%	0%	-12%
Year To Date 2011	169	251	131	58	5	1,275
Year To Date 2010	193	324	128	68	11	1,460
Difference	-24	-73	3	-10	-6	-185
% Change	-12%	-23%	2%	-15%	-55%	-13%
Closed Sales						
Current Month 2011	27	24	21	4	0	153
Current Month 2010	23	29	17	3	0	134
Difference	4	-5	4	1	0	19
% Change	17%	-17%	24%	33%	0%	14%
Year To Date 2011	158	216	124	46	4	1,136
Year To Date 2010	186	328	123	68	12	1,422
Difference	-28	-112	1	-22	-8	-286
% Change	-15%	-34%	1%	-32%	-67%	-20%
Average Sale Price						
Current Month 2011	\$277,020	\$226,677	\$301,848	\$311,950		\$303,611
Current Month 2010	\$304,908	\$263,060	\$327,841	\$261,650		\$311,238
Difference	-27,888	-36,383	-25,994	50,300		-7,627
% Change	-9%	-14%	-8%	19%		-2%
Year To Date 2011	\$264,280	\$251,504	\$309,672	\$255,599	\$200,604	\$307,839
Year To Date 2010	\$270,798	\$246,033	\$320,170	\$234,505	\$205,324	\$296,339
Difference	-6,518	5,470	-10,498	21,094	-4,720	11,500
% Change	-2%	2%	-3%	9%	-2%	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 Resale
Month of August 2011

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	5,450	2,231	916	834	839	16,860
New Listings This Month	1,168	469	191	155	155	3,561
Pending Contracts						
Current Month 2011	642	277	83	90	81	1,876
Current Month 2010	592	249	120	98	104	1,875
Difference	50	28	-37	-8	-23	1
% Change	8%	11%	-31%	-8%	-22%	0%
Year To Date 2011	5,396	2,168	825	685	555	16,489
Year To Date 2010	5,654	2,254	850	734	824	17,360
Difference	-258	-86	-25	-49	-269	-871
% Change	-5%	-4%	-3%	-7%	-33%	-5%
Closed Sales						
Current Month 2011	751	305	108	99	86	2,299
Current Month 2010	597	224	85	82	96	1,819
Difference	154	81	23	17	-10	480
% Change	26%	36%	27%	21%	-10%	26%
Year To Date 2011	5,037	2,044	783	646	488	15,551
Year To Date 2010	5,499	2,134	778	665	771	16,628
Difference	-462	-90	5	-19	-283	-1,077
% Change	-8%	-4%	1%	-3%	-37%	-6%
Average Sale Price						
Current Month 2011	\$106,201	\$126,040	\$162,759	\$135,932	\$104,522	\$151,089
Current Month 2010	\$111,782	\$146,903	\$190,888	\$144,736	\$88,393	\$152,783
Difference	-5,581	-20,864	-28,130	-8,804	16,129	-1,694
% Change	-5%	-14%	-15%	-6%	18%	-1%
Year To Date 2011	\$107,941	\$121,777	\$168,337	\$131,665	\$91,549	\$146,381
Year To Date 2010	\$113,003	\$137,844	\$177,161	\$143,490	\$88,054	\$151,759
Difference	-5,062	-16,067	-8,824	-11,825	3,495	-5,378
% Change	-4%	-12%	-5%	-8%	4%	-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