

Heartland MLS Statistics - Missouri Total

Month of September 2010

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	6,442	2,552	1,180	915	920	19,788
New Listings This Month	1,353	508	211	168	177	4,065
Pending Contracts						
Current Month 2010	537	230	96	58	114	1,634
Current Month 2009	898	368	141	113	97	2,685
Difference	-361	-138	-45	-55	17	-1,051
% Change	-40%	-38%	-32%	-49%	18%	-39%
Year To Date 2010	6,456	2,842	1,081	866	965	20,618
Year To Date 2009	7,329	3,140	1,248	934	1,012	23,116
Difference	-873	-298	-167	-68	-47	-2,498
% Change	-12%	-9%	-13%	-7%	-5%	-11%
Closed Sales						
Current Month 2010	546	271	125	102	92	1,893
Current Month 2009	797	378	143	131	89	2,615
Difference	-251	-107	-18	-29	3	-722
% Change	-31%	-28%	-13%	-22%	3%	-28%
Year To Date 2010	6,219	2,730	1,023	834	872	19,912
Year To Date 2009	6,747	2,835	1,139	839	967	21,087
Difference	-528	-105	-116	-5	-95	-1,175
% Change	-8%	-4%	-10%	-1%	-10%	-6%
Average Sale Price						
Current Month 2010	\$117,500	\$157,908	\$186,091	\$139,735	\$91,085	\$164,092
Current Month 2009	\$122,047	\$144,782	\$167,202	\$143,487	\$101,731	\$160,336
Difference	-4,547	13,126	18,889	-3,752	-10,646	3,756
% Change	-4%	9%	11%	-3%	-10%	2%
Year To Date 2010	\$118,163	\$155,279	\$195,429	\$150,468	\$89,856	\$163,613
Year To Date 2009	\$122,304	\$148,416	\$191,872	\$146,813	\$81,454	\$160,832
Difference	-4,141	6,863	3,557	3,655	8,402	2,781
% Change	-3%	5%	2%	2%	10%	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 September 2010

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	375	271	160	63	18	1,618
New Listings This Month	31	43	17	10	0	207
Pending Contracts						
Current Month 2010	17	21	11	5	0	118
Current Month 2009	35	41	19	7	4	216
Difference	-18	-20	-8	-2	0	-98
% Change	-51%	-49%	-42%	-29%	0%	-45%
Year To Date 2010	211	349	139	73	11	1,590
Year To Date 2009	341	424	197	118	28	2,068
Difference	-130	-75	-58	-45	-17	-478
% Change	-38%	-18%	-29%	-38%	-61%	-23%
Closed Sales						
Current Month 2010	19	37	15	8	1	151
Current Month 2009	23	43	18	13	3	205
Difference	-4	-6	-3	-5	-2	-54
% Change	-17%	-14%	-17%	-38%	-67%	-26%
Year To Date 2010	204	363	138	76	13	1,570
Year To Date 2009	315	390	179	110	23	1,885
Difference	-111	-27	-41	-34	-10	-315
% Change	-35%	-7%	-23%	-31%	-43%	-17%
Average Sale Price						
Current Month 2010	\$282,132	\$295,875	\$266,541	\$283,120	\$199,900	\$311,072
Current Month 2009	\$265,059	\$254,331	\$249,999	\$241,122	\$201,917	\$284,299
Difference	17,073	41,544	16,543	41,998	-2,017	26,773
% Change	6%	16%	7%	17%	-1%	9%
Year To Date 2010	\$272,569	\$251,475	\$314,341	\$239,622	\$204,907	\$298,013
Year To Date 2009	\$285,634	\$244,774	\$310,856	\$234,189	\$184,524	\$295,478
Difference	-13,065	6,701	3,485	5,433	20,383	2,535
% Change	-5%	3%	1%	2%	11%	1%

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 September 2010

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	6,067	2,281	1,020	852	902	18,170
New Listings This Month	1,322	465	194	158	177	3,858
Pending Contracts						
Current Month 2010	520	209	85	53	114	1,516
Current Month 2009	863	327	122	106	93	2,469
Difference	-343	-118	-37	-53	21	-953
% Change	-40%	-36%	-30%	-50%	23%	-39%
Year To Date 2010	6,245	2,492	942	793	954	19,027
Year To Date 2009	6,988	2,716	1,051	816	984	21,047
Difference	-743	-224	-109	-23	-30	-2,020
% Change	-11%	-8%	-10%	-3%	-3%	-10%
Closed Sales						
Current Month 2010	527	234	110	94	91	1,742
Current Month 2009	774	335	125	118	86	2,410
Difference	-247	-101	-15	-24	5	-668
% Change	-32%	-30%	-12%	-20%	6%	-28%
Year To Date 2010	6,015	2,366	885	758	859	18,341
Year To Date 2009	6,432	2,445	960	729	944	19,201
Difference	-417	-79	-75	29	-85	-860
% Change	-6%	-3%	-8%	4%	-9%	-4%
Average Sale Price						
Current Month 2010	\$111,565	\$136,092	\$175,120	\$127,532	\$89,889	\$151,351
Current Month 2009	\$117,797	\$130,720	\$155,280	\$132,731	\$98,236	\$149,791
Difference	-6,232	5,372	19,840	-5,199	-8,347	1,560
% Change	-5%	4%	13%	-4%	-8%	1%
Year To Date 2010	\$112,926	\$137,627	\$176,887	\$141,529	\$88,115	\$151,735
Year To Date 2009	\$114,305	\$133,046	\$169,686	\$133,628	\$78,943	\$147,620
Difference	-1,379	4,582	7,200	7,900	9,172	4,115
% Change	-1%	3%	4%	6%	12%	3%

Pending Contracts = Pending or Sold status and Contract date within time period specified

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