

**Heartland MLS Statistics - Missouri Total**  
**Month of September 2011**

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
<b>Current Inventory</b>	5,634	2,357	1,001	865	813	17,574
<b>New Listings This Month</b>	1,130	465	181	161	131	3,482
<b>Pending Contracts</b>						
Current Month 2011	556	266	112	74	58	1,781
Current Month 2010	568	253	106	54	105	1,772
Difference	-12	13	6	20	-47	9
% Change	-2%	5%	6%	37%	-45%	1%
Year To Date 2011	6,181	2,717	1,079	828	620	19,850
Year To Date 2010	6,415	2,829	1,082	855	940	20,585
Difference	-234	-112	-3	-27	-320	-735
% Change	-4%	-4%	0%	-3%	-34%	-4%
<b>Closed Sales</b>						
Current Month 2011	695	302	113	99	76	2,223
Current Month 2010	565	274	130	103	98	1,943
Difference	130	28	-17	-4	-22	280
% Change	23%	10%	-13%	-4%	-22%	14%
Year To Date 2011	5,893	2,563	1,024	793	569	18,936
Year To Date 2010	6,250	2,736	1,031	835	881	19,992
Difference	-357	-173	-7	-42	-312	-1,056
% Change	-6%	-6%	-1%	-5%	-35%	-5%
<b>Average Sale Price</b>						
Current Month 2011	\$104,379	\$143,137	\$175,950	\$127,183	\$92,857	\$150,165
Current Month 2010	\$116,227	\$156,739	\$183,648	\$140,524	\$87,430	\$162,929
Difference	-11,848	-13,602	-7,698	-13,341	5,427	-12,763
% Change	-10%	-9%	-4%	-9%	6%	-8%
Year To Date 2011	\$111,729	\$135,199	\$186,354	\$138,446	\$92,479	\$156,528
Year To Date 2010	\$117,990	\$152,706	\$195,040	\$150,637	\$89,582	\$163,133
Difference	-6,261	-17,507	-8,686	-12,191	2,897	-6,605
% Change	-5%	-11%	-4%	-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 September 2011**

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
<b>Current Inventory</b>	286	227	114	64	8	1,333
<b>New Listings This Month</b>	38	34	15	6	1	210
<b>Pending Contracts</b>						
Current Month 2011	18	28	17	5	0	138
Current Month 2010	16	32	12	5	0	128
Difference	2	-4	5	0	0	10
% Change	13%	-13%	42%	0%	0%	8%
Year To Date 2011	191	282	148	65	5	1,426
Year To Date 2010	209	356	140	73	11	1,588
Difference	-18	-74	8	-8	-6	-162
% Change	-9%	-21%	6%	-11%	-55%	-10%
<b>Closed Sales</b>						
Current Month 2011	21	36	14	9	1	166
Current Month 2010	19	37	15	8	1	154
Difference	2	-1	-1	1	0	12
% Change	11%	-3%	-7%	13%	0%	8%
Year To Date 2011	179	252	138	56	5	1,303
Year To Date 2010	205	365	138	76	13	1,576
Difference	-26	-113	0	-20	-8	-273
% Change	-13%	-31%	0%	-26%	-62%	-17%
<b>Average Sale Price</b>						
Current Month 2011	\$260,645	\$246,003	\$427,800	\$190,685	\$204,900	\$307,582
Current Month 2010	\$282,132	\$295,875	\$266,541	\$283,120	\$199,900	\$311,830
Difference	-21,487	-49,872	161,259	-92,435	5,000	-4,248
% Change	-8%	-17%	61%	-33%	3%	-1%
Year To Date 2011	\$263,853	\$250,718	\$321,656	\$245,125	\$201,463	\$307,765
Year To Date 2010	\$271,848	\$251,086	\$314,341	\$239,622	\$204,907	\$297,853
Difference	-7,995	-368	7,315	5,503	-3,444	9,912
% Change	-3%	0%	2%	2%	-2%	3%

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

**Heartland MLS Statistics - Missouri Resale**  
**Month of September 2011**

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
<b>Current Inventory</b>	5,348	2,130	887	801	805	16,241
<b>New Listings This Month</b>	1,092	431	166	155	130	3,272
<b>Pending Contracts</b>						
Current Month 2011	538	238	95	69	58	1,643
Current Month 2010	552	221	94	49	105	1,644
Difference	-14	17	1	20	-47	-1
% Change	-3%	8%	1%	41%	-45%	0%
Year To Date 2011	5,990	2,435	931	763	615	18,424
Year To Date 2010	6,206	2,473	942	782	929	18,997
Difference	-216	-38	-11	-19	-314	-573
% Change	-3%	-2%	-1%	-2%	-34%	-3%
<b>Closed Sales</b>						
Current Month 2011	674	266	99	90	75	2,057
Current Month 2010	546	237	115	95	97	1,789
Difference	128	29	-16	-5	-22	268
% Change	23%	12%	-14%	-5%	-23%	15%
Year To Date 2011	5,714	2,311	886	737	564	17,633
Year To Date 2010	6,045	2,371	893	759	868	18,416
Difference	-331	-60	-7	-22	-304	-783
% Change	-5%	-3%	-1%	-3%	-35%	-4%
<b>Average Sale Price</b>						
Current Month 2011	\$99,510	\$129,216	\$140,334	\$120,832	\$91,363	\$137,462
Current Month 2010	\$110,454	\$135,018	\$172,836	\$128,516	\$86,271	\$150,111
Difference	-10,944	-5,802	-32,501	-7,684	5,093	-12,649
% Change	-10%	-4%	-19%	-6%	6%	-8%
Year To Date 2011	\$106,963	\$122,602	\$165,279	\$130,340	\$91,513	\$145,352
Year To Date 2010	\$112,772	\$137,561	\$176,604	\$141,727	\$87,854	\$151,604
Difference	-5,809	-14,959	-11,325	-11,387	3,658	-6,252
% Change	-5%	-11%	-6%	-8%	4%	-4%

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