

Heartland MLS Statistics - Missouri Total

Month of October 2010

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	6,178	2,478	1,113	891	855	18,819
New Listings This Month	1,211	441	199	158	147	3,617
Pending Contracts						
Current Month 2010	578	197	81	66	69	1,580
Current Month 2009	860	351	139	82	98	2,575
Difference	-282	-154	-58	-16	-29	-995
% Change	-33%	-44%	-42%	-20%	-30%	-39%
Year To Date 2010	7,083	3,060	1,177	936	1,037	22,385
Year To Date 2009	8,185	3,490	1,387	1,015	1,110	25,685
Difference	-1,102	-430	-210	-79	-73	-3,300
% Change	-13%	-12%	-15%	-8%	-7%	-13%
Closed Sales						
Current Month 2010	595	267	98	74	97	1,766
Current Month 2009	882	377	149	123	119	2,801
Difference	-287	-110	-51	-49	-22	-1,035
% Change	-33%	-29%	-34%	-40%	-18%	-37%
Year To Date 2010	6,831	3,002	1,127	908	975	21,725
Year To Date 2009	7,629	3,212	1,288	962	1,086	23,888
Difference	-798	-210	-161	-54	-111	-2,163
% Change	-10%	-7%	-13%	-6%	-10%	-9%
Average Sale Price						
Current Month 2010	\$118,485	\$147,126	\$200,064	\$132,820	\$65,309	\$160,478
Current Month 2009	\$121,356	\$149,045	\$184,227	\$135,018	\$86,808	\$157,486
Difference	-2,871	-1,919	15,837	-2,198	-21,499	2,992
% Change	-2%	-1%	9%	-2%	-25%	2%
Year To Date 2010	\$118,104	\$154,479	\$195,470	\$149,029	\$87,054	\$163,273
Year To Date 2009	\$122,194	\$148,490	\$190,987	\$145,305	\$82,041	\$160,440
Difference	-4,090	5,989	4,483	3,724	5,013	2,833
% Change	-3%	4%	2%	3%	6%	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 October 2010

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	385	273	155	65	16	1,604
New Listings This Month	35	29	11	8	1	168
Pending Contracts						
Current Month 2010	15	22	13	5	0	115
Current Month 2009	27	50	35	7	1	214
Difference	-12	-28	-22	-2	0	-99
% Change	-44%	-56%	-63%	-29%	0%	-46%
Year To Date 2010	225	378	151	78	11	1,713
Year To Date 2009	367	473	232	125	29	2,280
Difference	-142	-95	-81	-47	-18	-567
% Change	-39%	-20%	-35%	-38%	-62%	-25%
Closed Sales						
Current Month 2010	23	37	12	7	0	141
Current Month 2009	29	43	21	10	5	225
Difference	-6	-6	-9	-3	0	-84
% Change	-21%	-14%	-43%	-30%	0%	-37%
Year To Date 2010	228	401	150	83	13	1,716
Year To Date 2009	344	433	200	120	28	2,110
Difference	-116	-32	-50	-37	-15	-394
% Change	-34%	-7%	-25%	-31%	-54%	-19%
Average Sale Price						
Current Month 2010	\$267,226	\$240,518	\$265,533	\$210,514		\$305,197
Current Month 2009	\$287,472	\$236,622	\$295,311	\$225,312	\$183,480	\$274,147
Difference	-20,246	3,895	-29,778	-14,798		31,050
% Change	-7%	2%	-10%	-7%		11%
Year To Date 2010	\$271,821	\$250,343	\$310,436	\$237,167	\$204,907	\$298,596
Year To Date 2009	\$285,789	\$243,965	\$309,223	\$233,449	\$184,338	\$293,204
Difference	-13,968	6,378	1,212	3,718	20,570	5,393
% Change	-5%	3%	0%	2%	11%	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 Resale
Month of October 2010

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	5,793	2,205	958	826	839	17,215
New Listings This Month	1,176	412	188	150	146	3,449
Pending Contracts						
Current Month 2010	563	175	68	61	69	1,465
Current Month 2009	833	301	104	75	97	2,361
Difference	-270	-126	-36	-14	-28	-896
% Change	-32%	-42%	-35%	-19%	-29%	-38%
Year To Date 2010	6,858	2,681	1,026	858	1,026	20,671
Year To Date 2009	7,818	3,017	1,155	890	1,081	23,404
Difference	-960	-336	-129	-32	-55	-2,733
% Change	-12%	-11%	-11%	-4%	-5%	-12%
Closed Sales						
Current Month 2010	572	230	86	67	97	1,625
Current Month 2009	853	334	128	113	114	2,576
Difference	-281	-104	-42	-46	-17	-951
% Change	-33%	-31%	-33%	-41%	-15%	-37%
Year To Date 2010	6,603	2,600	977	825	962	20,008
Year To Date 2009	7,285	2,779	1,088	842	1,058	21,777
Difference	-682	-179	-111	-17	-96	-1,769
% Change	-9%	-6%	-10%	-2%	-9%	-8%
Average Sale Price						
Current Month 2010	\$112,504	\$132,102	\$190,929	\$124,703	\$65,309	\$147,921
Current Month 2009	\$115,708	\$137,771	\$166,002	\$127,027	\$82,568	\$147,296
Difference	-3,204	-5,668	24,927	-2,324	-17,259	625
% Change	-3%	-4%	15%	-2%	-21%	0%
Year To Date 2010	\$112,796	\$137,061	\$177,819	\$140,162	\$85,462	\$151,325
Year To Date 2009	\$114,469	\$133,614	\$169,253	\$132,742	\$79,334	\$147,582
Difference	-1,673	3,447	8,566	7,420	6,128	3,743
% Change	-1%	3%	5%	6%	8%	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