

## Heartland MLS Statistics - Missouri Total

Month of October 2011

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
<b>Current Inventory</b>	5,319	2,175	944	861	790	16,646
<b>New Listings This Month</b>	1,119	424	198	168	110	3,351
<b>Pending Contracts</b>						
Current Month 2011	514	231	102	72	60	1,625
Current Month 2010	634	222	95	67	70	1,790
Difference	-120	9	7	5	-10	-165
% Change	-19%	4%	7%	7%	-14%	-9%
Year To Date 2011	6,781	2,978	1,191	909	675	21,719
Year To Date 2010	7,047	3,051	1,177	922	1,010	22,373
Difference	-266	-73	14	-13	-335	-654
% Change	-4%	-2%	1%	-1%	-33%	-3%
<b>Closed Sales</b>						
Current Month 2011	616	281	122	82	63	1,962
Current Month 2010	611	277	102	74	97	1,810
Difference	5	4	20	8	-34	152
% Change	1%	1%	20%	11%	-35%	8%
Year To Date 2011	6,518	2,845	1,148	875	633	20,926
Year To Date 2010	6,861	3,013	1,133	909	978	21,802
Difference	-343	-168	15	-34	-345	-876
% Change	-5%	-6%	1%	-4%	-35%	-4%
<b>Average Sale Price</b>						
Current Month 2011	\$118,638	\$131,323	\$193,024	\$130,032	\$94,546	\$156,922
Current Month 2010	\$117,555	\$148,811	\$199,039	\$132,874	\$65,309	\$160,017
Difference	1,083	-17,488	-6,015	-2,842	29,237	-3,095
% Change	1%	-12%	-3%	-2%	45%	-2%
Year To Date 2011	\$112,364	\$134,813	\$186,905	\$137,657	\$92,652	\$156,533
Year To Date 2010	\$117,951	\$152,348	\$195,400	\$149,191	\$87,174	\$162,874
Difference	-5,587	-17,535	-8,495	-11,534	5,478	-6,341
% Change	-5%	-12%	-4%	-8%	6%	-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 October 2011**

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
<b>Current Inventory</b>	277	215	110	77	8	1,322
<b>New Listings This Month</b>	23	25	18	20	0	187
<b>Pending Contracts</b>						
Current Month 2011	20	22	17	4	1	122
Current Month 2010	17	23	11	4	0	116
Difference	3	-1	6	0	0	6
% Change	18%	-4%	55%	0%	0%	5%
Year To Date 2011	211	305	166	70	6	1,551
Year To Date 2010	226	379	151	77	11	1,704
Difference	-15	-74	15	-7	-5	-153
% Change	-7%	-20%	10%	-9%	-45%	-9%
<b>Closed Sales</b>						
Current Month 2011	12	27	15	5	0	131
Current Month 2010	23	39	13	7	0	144
Difference	-11	-12	2	-2	0	-13
% Change	-48%	-31%	15%	-29%	0%	-9%
Year To Date 2011	191	279	153	61	5	1,436
Year To Date 2010	228	404	151	83	13	1,720
Difference	-37	-125	2	-22	-8	-284
% Change	-16%	-31%	1%	-27%	-62%	-17%
<b>Average Sale Price</b>						
Current Month 2011	\$254,549	\$218,726	\$364,029	\$210,261		\$303,961
Current Month 2010	\$267,226	\$251,892	\$284,341	\$210,514		\$308,802
Difference	-12,677	-33,167	79,688	-254		-4,841
% Change	-5%	-13%	28%	0%		-2%
Year To Date 2011	\$263,269	\$247,622	\$325,810	\$242,267	\$201,463	\$307,433
Year To Date 2010	\$271,382	\$251,163	\$311,758	\$237,167	\$204,907	\$298,770
Difference	-8,113	-3,542	14,052	5,100	-3,444	8,663
% Change	-3%	-1%	5%	2%	-2%	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**

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

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
<b>Current Inventory</b>	5,042	1,960	834	784	782	15,324
<b>New Listings This Month</b>	1,096	399	180	148	110	3,164
<b>Pending Contracts</b>						
Current Month 2011	494	209	85	68	59	1,503
Current Month 2010	617	199	84	63	70	1,674
Difference	-123	10	1	5	-11	-171
% Change	-20%	5%	1%	8%	-16%	-10%
Year To Date 2011	6,570	2,673	1,025	839	669	20,168
Year To Date 2010	6,821	2,672	1,026	845	999	20,669
Difference	-251	1	-1	-6	-330	-501
% Change	-4%	0%	0%	-1%	-33%	-2%
<b>Closed Sales</b>						
Current Month 2011	604	254	107	77	63	1,831
Current Month 2010	588	238	89	67	97	1,666
Difference	16	16	18	10	-34	165
% Change	3%	7%	20%	15%	-35%	10%
Year To Date 2011	6,327	2,566	995	814	628	19,490
Year To Date 2010	6,633	2,609	982	826	965	20,082
Difference	-306	-43	13	-12	-337	-592
% Change	-5%	-2%	1%	-1%	-35%	-3%
<b>Average Sale Price</b>						
Current Month 2011	\$115,938	\$122,032	\$169,051	\$124,822	\$94,546	\$146,402
Current Month 2010	\$111,700	\$131,920	\$186,580	\$124,763	\$65,309	\$147,157
Difference	4,238	-9,887	-17,529	59	29,238	-755
% Change	4%	-7%	-9%	0%	45%	-1%
Year To Date 2011	\$107,808	\$122,547	\$165,546	\$129,818	\$91,786	\$145,415
Year To Date 2010	\$112,677	\$137,047	\$177,508	\$140,351	\$85,588	\$151,235
Difference	-4,869	-14,499	-11,963	-10,533	6,198	-5,820
% Change	-4%	-11%	-7%	-8%	7%	-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**