

Heartland MLS Statistics - Missouri Total
Month of November 2010

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	5,852	2,332	1,033	856	830	17,779
New Listings This Month	1,078	397	160	151	127	3,043
Pending Contracts						
Current Month 2010	496	202	77	53	43	1,473
Current Month 2009	527	215	97	66	85	1,628
Difference	-31	-13	-20	-13	-42	-155
% Change	-6%	-6%	-21%	-20%	-49%	-10%
Year To Date 2010	7,633	3,291	1,265	983	1,084	24,051
Year To Date 2009	8,710	3,705	1,484	1,081	1,195	27,308
Difference	-1,077	-414	-219	-98	-111	-3,257
% Change	-12%	-11%	-15%	-9%	-9%	-12%
Closed Sales						
Current Month 2010	616	224	93	69	112	1,793
Current Month 2009	858	354	135	85	97	2,668
Difference	-242	-130	-42	-16	15	-875
% Change	-28%	-37%	-31%	-19%	15%	-33%
Year To Date 2010	7,465	3,234	1,222	978	1,087	23,561
Year To Date 2009	8,487	3,566	1,423	1,047	1,183	26,556
Difference	-1,022	-332	-201	-69	-96	-2,995
% Change	-12%	-9%	-14%	-7%	-8%	-11%
Average Sale Price						
Current Month 2010	\$118,310	\$142,702	\$198,637	\$132,049	\$73,396	\$155,891
Current Month 2009	\$126,860	\$148,633	\$166,660	\$163,647	\$95,750	\$160,581
Difference	-8,550	-5,931	31,977	-31,598	-22,354	-4,690
% Change	-7%	-4%	19%	-19%	-23%	-3%
Year To Date 2010	\$118,072	\$153,646	\$195,833	\$147,909	\$85,647	\$162,648
Year To Date 2009	\$122,666	\$148,504	\$188,680	\$146,794	\$83,165	\$160,454
Difference	-4,594	5,142	7,153	1,115	2,482	2,194
% Change	-4%	3%	4%	1%	3%	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 New Homes
Month of November 2010

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	352	264	149	69	18	1,543
New Listings This Month	36	23	17	8	1	185
Pending Contracts						
Current Month 2010	17	24	7	1	0	131
Current Month 2009	17	30	12	15	0	141
Difference	0	-6	-5	-14	0	-10
% Change	0%	-20%	-42%	-93%	0%	-7%
Year To Date 2010	243	405	159	79	11	1,848
Year To Date 2009	384	503	244	140	29	2,421
Difference	-141	-98	-85	-61	-18	-573
% Change	-37%	-19%	-35%	-44%	-62%	-24%
Closed Sales						
Current Month 2010	20	19	10	4	0	136
Current Month 2009	35	47	27	13	1	255
Difference	-15	-28	-17	-9	0	-119
% Change	-43%	-60%	-63%	-69%	0%	-47%
Year To Date 2010	248	421	161	87	13	1,854
Year To Date 2009	379	480	227	133	29	2,365
Difference	-131	-59	-66	-46	-16	-511
% Change	-35%	-12%	-29%	-35%	-55%	-22%
Average Sale Price						
Current Month 2010	\$280,418	\$304,332	\$409,768	\$311,477		\$324,271
Current Month 2009	\$245,545	\$220,613	\$260,042	\$267,979	\$280,000	\$279,470
Difference	34,873	83,719	149,726	43,498		44,801
% Change	14%	38%	58%	16%		16%
Year To Date 2010	\$272,514	\$252,560	\$317,845	\$240,584	\$204,907	\$300,518
Year To Date 2009	\$282,072	\$241,678	\$303,374	\$236,824	\$187,636	\$291,723
Difference	-9,558	10,882	14,472	3,759	17,271	8,795
% Change	-3%	5%	5%	2%	9%	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 November 2010

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	5,500	2,068	884	787	812	16,236
New Listings This Month	1,042	374	143	143	126	2,858
Pending Contracts						
Current Month 2010	479	178	70	52	43	1,342
Current Month 2009	510	185	85	51	85	1,487
Difference	-31	-7	-15	1	-42	-145
% Change	-6%	-4%	-18%	2%	-49%	-10%
Year To Date 2010	7,390	2,885	1,106	904	1,073	22,202
Year To Date 2009	8,326	3,202	1,240	941	1,166	24,886
Difference	-936	-317	-134	-37	-93	-2,684
% Change	-11%	-10%	-11%	-4%	-8%	-11%
Closed Sales						
Current Month 2010	596	205	83	65	112	1,657
Current Month 2009	823	307	108	72	96	2,413
Difference	-227	-102	-25	-7	16	-756
% Change	-28%	-33%	-23%	-10%	17%	-31%
Year To Date 2010	7,217	2,812	1,061	891	1,074	21,706
Year To Date 2009	8,108	3,086	1,196	914	1,154	24,190
Difference	-891	-274	-135	-23	-80	-2,484
% Change	-11%	-9%	-11%	-3%	-7%	-10%
Average Sale Price						
Current Month 2010	\$112,870	\$127,722	\$173,199	\$121,008	\$73,396	\$142,071
Current Month 2009	\$121,813	\$137,614	\$143,315	\$144,809	\$93,831	\$148,017
Difference	-8,943	-9,892	29,885	-23,801	-20,434	-5,946
% Change	-7%	-7%	21%	-16%	-22%	-4%
Year To Date 2010	\$112,765	\$136,402	\$177,318	\$138,860	\$84,204	\$150,557
Year To Date 2009	\$115,215	\$134,012	\$166,911	\$133,693	\$80,540	\$147,625
Difference	-2,450	2,391	10,407	5,167	3,664	2,931
% Change	-2%	2%	6%	4%	5%	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