

**Heartland MLS Statistics - Missouri Total**  
**Month of December 2009**

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
<b>Current Inventory</b>	5,356	1,984	869	810	797	15,535
<b>New Listings This Month</b>	949	354	125	115	121	2,615
<b>Pending Contracts</b>						
Current Month 2009	469	173	60	54	85	1,357
Current Month 2008	521	175	74	65	87	1,492
Difference	-52	-2	-14	-11	-2	-135
% Change	-10%	-1%	-19%	-17%	-2%	-9%
Year To Date 2009	9,282	3,911	1,571	1,143	1,289	28,906
Year To Date 2008	9,673	3,833	1,598	1,223	1,315	29,097
Difference	-391	78	-27	-80	-26	-191
% Change	-4%	2%	-2%	-7%	-2%	-1%
<b>Closed Sales</b>						
Current Month 2009	621	251	101	75	92	1,875
Current Month 2008	674	244	99	72	84	1,941
Difference	-53	7	2	3	8	-66
% Change	-8%	3%	2%	4%	10%	-3%
Year To Date 2009	9,085	3,811	1,524	1,121	1,275	28,386
Year To Date 2008	9,766	3,876	1,631	1,241	1,284	29,476
Difference	-681	-65	-107	-120	-9	-1,090
% Change	-7%	-2%	-7%	-10%	-1%	-4%
<b>Average Sale Price</b>						
Current Month 2009	\$127,857	\$155,364	\$189,585	\$151,771	\$73,589	\$161,641
Current Month 2008	\$109,589	\$159,925	\$202,595	\$156,483	\$74,680	\$152,858
Difference	18,269	-4,561	-13,010	-4,712	-1,091	8,783
% Change	17%	-3%	-6%	-3%	-1%	6%
Year To Date 2009	\$123,049	\$148,963	\$188,674	\$146,938	\$82,474	\$160,500
Year To Date 2008	\$124,081	\$158,041	\$199,309	\$158,417	\$92,118	\$167,055
Difference	-1,032	-9,079	-10,635	-11,479	-9,644	-6,555
% Change	-1%	-6%	-5%	-7%	-10%	-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 December 2009**

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
<b>Current Inventory</b>	579	316	164	90	30	2,072
<b>New Listings This Month</b>	14	33	13	11	1	159
<b>Pending Contracts</b>						
Current Month 2009	16	26	8	5	1	134
Current Month 2008	15	33	11	11	1	132
Difference	1	-7	-3	-6	0	2
% Change	7%	-21%	-27%	-55%	0%	2%
Year To Date 2009	420	542	258	148	30	2,620
Year To Date 2008	567	656	310	194	35	3,245
Difference	-147	-114	-52	-46	-5	-625
% Change	-26%	-17%	-17%	-24%	-14%	-19%
<b>Closed Sales</b>						
Current Month 2009	33	45	20	9	1	195
Current Month 2008	37	50	19	13	0	215
Difference	-4	-5	1	-4	0	-20
% Change	-11%	-10%	5%	-31%	0%	-9%
Year To Date 2009	411	524	247	141	30	2,553
Year To Date 2008	619	682	336	216	36	3,542
Difference	-208	-158	-89	-75	-6	-989
% Change	-34%	-23%	-26%	-35%	-17%	-28%
<b>Average Sale Price</b>						
Current Month 2009	\$296,939	\$259,215	\$233,931	\$274,134	\$72,500	\$306,834
Current Month 2008	\$361,821	\$274,650	\$384,253	\$262,069		\$317,574
Difference	-64,882	-15,435	-150,322	12,065		-10,740
% Change	-18%	-6%	-39%	5%		-3%
Year To Date 2009	\$283,109	\$243,283	\$297,344	\$238,344	\$183,798	\$292,506
Year To Date 2008	\$274,008	\$247,022	\$308,405	\$259,689	\$185,677	\$300,659
Difference	9,101	-3,740	-11,061	-21,345	-1,878	-8,152
% Change	3%	-2%	-4%	-8%	-1%	-3%

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

**Heartland MLS Statistics - Missouri Resale**  
**Month of December 2009**

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
<b>Current Inventory</b>	4,777	1,668	705	720	767	13,463
<b>New Listings This Month</b>	935	321	112	104	120	2,456
<b>Pending Contracts</b>						
Current Month 2009	453	147	52	49	84	1,223
Current Month 2008	506	142	63	54	86	1,360
Difference	-53	5	-11	-5	-2	-137
% Change	-10%	4%	-17%	-9%	-2%	-10%
Year To Date 2009	8,862	3,369	1,313	995	1,259	26,285
Year To Date 2008	9,106	3,177	1,288	1,029	1,280	25,852
Difference	-244	192	25	-34	-21	433
% Change	-3%	6%	2%	-3%	-2%	2%
<b>Closed Sales</b>						
Current Month 2009	588	206	81	66	91	1,680
Current Month 2008	637	194	80	59	84	1,726
Difference	-49	12	1	7	7	-46
% Change	-8%	6%	1%	12%	8%	-3%
Year To Date 2009	8,674	3,287	1,277	980	1,245	25,832
Year To Date 2008	9,147	3,194	1,295	1,025	1,248	25,934
Difference	-473	93	-18	-45	-3	-102
% Change	-5%	3%	-1%	-4%	0%	0%
<b>Average Sale Price</b>						
Current Month 2009	\$118,368	\$132,678	\$178,635	\$135,085	\$73,601	\$144,789
Current Month 2008	\$94,938	\$130,357	\$159,451	\$133,219	\$74,680	\$132,340
Difference	23,430	2,321	19,184	1,866	-1,079	12,449
% Change	25%	2%	12%	1%	-1%	9%
Year To Date 2009	\$115,465	\$133,926	\$167,654	\$133,787	\$80,033	\$147,459
Year To Date 2008	\$113,936	\$139,042	\$171,003	\$137,075	\$89,419	\$148,808
Difference	1,529	-5,115	-3,348	-3,289	-9,387	-1,349
% Change	1%	-4%	-2%	-2%	-10%	-1%

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