

Heartland MLS Statistics - Missouri Total
Month of December 2010

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	5,475	2,277	986	802	784	16,803
New Listings This Month	975	369	144	122	90	2,715
Pending Contracts						
Current Month 2010	449	184	76	80	49	1,300
Current Month 2009	499	184	60	56	89	1,485
Difference	-50	0	16	24	-40	-185
% Change	-10%	0%	27%	43%	-45%	-12%
Year To Date 2010	8,103	3,471	1,347	1,066	1,115	25,457
Year To Date 2009	9,206	3,889	1,544	1,137	1,283	28,788
Difference	-1,103	-418	-197	-71	-168	-3,331
% Change	-12%	-11%	-13%	-6%	-13%	-12%
Closed Sales						
Current Month 2010	614	252	100	69	72	1,849
Current Month 2009	644	258	102	75	94	1,926
Difference	-30	-6	-2	-6	-22	-77
% Change	-5%	-2%	-2%	-8%	-23%	-4%
Year To Date 2010	8,091	3,490	1,325	1,048	1,163	25,446
Year To Date 2009	9,131	3,824	1,525	1,122	1,277	28,482
Difference	-1,040	-334	-200	-74	-114	-3,036
% Change	-11%	-9%	-13%	-7%	-9%	-11%
Average Sale Price						
Current Month 2010	\$114,625	\$138,041	\$207,756	\$166,328	\$92,095	\$158,120
Current Month 2009	\$128,248	\$155,929	\$190,864	\$151,771	\$74,741	\$161,359
Difference	-13,623	-17,888	16,892	14,557	17,354	-3,239
% Change	-11%	-11%	9%	10%	23%	-2%
Year To Date 2010	\$117,715	\$152,397	\$196,697	\$149,105	\$86,135	\$162,249
Year To Date 2009	\$123,060	\$149,005	\$188,826	\$147,126	\$82,545	\$160,515
Difference	-5,345	3,392	7,871	1,979	3,590	1,734
% Change	-4%	2%	4%	1%	4%	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 December 2010

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	357	276	153	70	18	1,557
New Listings This Month	31	38	13	8	1	179
Pending Contracts						
Current Month 2010	15	19	14	2	0	94
Current Month 2009	16	28	8	6	2	140
Difference	-1	-9	6	-4	0	-46
% Change	-6%	-32%	75%	-67%	0%	-33%
Year To Date 2010	258	420	172	81	11	1,937
Year To Date 2009	400	531	252	146	31	2,559
Difference	-142	-111	-80	-65	-20	-622
% Change	-36%	-21%	-32%	-45%	-65%	-24%
Closed Sales						
Current Month 2010	16	28	13	4	0	131
Current Month 2009	33	47	20	9	1	199
Difference	-17	-19	-7	-5	0	-68
% Change	-52%	-40%	-35%	-56%	0%	-34%
Year To Date 2010	264	449	174	91	13	1,986
Year To Date 2009	412	527	247	142	30	2,564
Difference	-148	-78	-73	-51	-17	-578
% Change	-36%	-15%	-30%	-36%	-57%	-23%
Average Sale Price						
Current Month 2010	\$347,569	\$240,106	\$329,796	\$281,727		\$322,548
Current Month 2009	\$296,939	\$258,233	\$233,931	\$274,134	\$72,500	\$307,105
Difference	50,629	-18,127	95,865	7,593		15,443
% Change	17%	-7%	41%	3%		5%
Year To Date 2010	\$277,063	\$251,783	\$318,738	\$242,392	\$204,907	\$301,932
Year To Date 2009	\$283,263	\$243,154	\$297,751	\$239,189	\$183,798	\$292,917
Difference	-6,200	8,629	20,987	3,203	21,109	9,015
% Change	-2%	4%	7%	1%	11%	3%

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

Heartland MLS Statistics - Missouri Resale
Month of December 2010

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	5,118	2,001	833	732	766	15,246
New Listings This Month	944	331	131	114	89	2,536
Pending Contracts						
Current Month 2010	434	165	62	78	49	1,206
Current Month 2009	483	156	52	50	87	1,345
Difference	-49	9	10	28	-38	-139
% Change	-10%	6%	19%	56%	-44%	-10%
Year To Date 2010	7,845	3,050	1,175	985	1,104	23,519
Year To Date 2009	8,806	3,358	1,292	991	1,252	26,228
Difference	-961	-308	-117	-6	-148	-2,709
% Change	-11%	-9%	-9%	-1%	-12%	-10%
Closed Sales						
Current Month 2010	598	224	87	65	72	1,718
Current Month 2009	611	211	82	66	93	1,727
Difference	-13	13	5	-1	-21	-9
% Change	-2%	6%	6%	-2%	-23%	-1%
Year To Date 2010	7,827	3,040	1,151	957	1,150	23,459
Year To Date 2009	8,719	3,297	1,278	980	1,247	25,917
Difference	-892	-257	-127	-23	-97	-2,458
% Change	-10%	-8%	-10%	-2%	-8%	-9%
Average Sale Price						
Current Month 2010	\$108,393	\$125,283	\$189,520	\$159,227	\$92,095	\$145,583
Current Month 2009	\$119,137	\$133,141	\$180,359	\$135,085	\$74,765	\$144,565
Difference	-10,745	-7,858	9,161	24,142	17,329	1,017
% Change	-9%	-6%	5%	18%	23%	1%
Year To Date 2010	\$112,340	\$135,466	\$178,247	\$140,234	\$84,792	\$150,132
Year To Date 2009	\$115,490	\$133,956	\$167,774	\$133,787	\$80,109	\$147,422
Difference	-3,149	1,510	10,474	6,447	4,683	2,711
% Change	-3%	1%	6%	5%	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