

HEARTLAND MLS STATISTICS - MISSOURI RESALE

Month Of January 2009

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other MO.	Heartland
CURRENT INVENTORY	5,282	1,737	728	704	865	14,479
NEW LISTINGS THIS MONTH	1,172	403	170	151	173	3,445
PENDING CONTRACTS						
Current Month - 2009	582	217	78	74	101	1,621
Current Month - 2008	759	279	113	78	95	2,115
Difference	-177	-62	-35	-4	6	-494
% Change	-23.3%	-22.2%	-31%	-5.1%	6.3%	-23.4%
Year To Date - 2009	582	217	78	74	101	1,621
Year To Date - 2008	759	279	113	78	95	2,115
Difference	-177	-62	-35	-4	6	-494
% Change	-23.3%	-22.2%	-31%	-5.1%	6.3%	-23.4%
CLOSED SALES						
Current Month - 2009	471	133	58	50	88	1,207
Current Month - 2008	592	180	88	54	59	1,501
Difference	-121	-47	-30	-4	29	-294
% Change	-20.4%	-26.1%	-34.1%	-7.4%	49.2%	-19.6%
Year To Date - 2009	471	133	58	50	88	1,207
Year To Date - 2008	592	180	88	54	59	1,501
Difference	-121	-47	-30	-4	29	-294
% Change	-20.4%	-26.1%	-34.1%	-7.4%	49.2%	-19.6%
AVERAGE SALE PRICE						
Current Month - 2009	\$94,047	\$116,657	\$182,646	\$115,220	\$62,427	\$116,585
Current Month - 2008	\$107,749	\$144,292	\$189,529	\$123,572	\$83,396	\$147,539
Difference	-\$13,702	-\$27,635	-\$6,883	-\$8,352	-\$20,969	-\$30,954
% Change	-12.7%	-19.2%	-3.6%	-6.8%	-25.1%	-21%
Year To Date - 2009	\$94,047	\$116,657	\$182,646	\$115,220	\$62,427	\$116,585
Year To Date - 2008	\$107,749	\$144,292	\$189,529	\$123,572	\$83,396	\$147,539
Difference	-\$13,702	-\$27,635	-\$6,883	-\$8,352	-\$20,969	-\$30,954
% Change	-12.7%	-19.2%	-3.6%	-6.8%	-25.1%	-21%

Pending Contracts = Pending or Sold status with Contract date within time period specified.

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