

HEARTLAND MLS STATISTICS - MISSOURI RESALE

Month Of August 2008

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other MO.	Heartland
CURRENT INVENTORY	6,530	1,995	850	828	1,036	17,508
NEW LISTINGS THIS MONTH	1,575	506	192	179	212	4,428
PENDING CONTRACTS						
Current Month - 2008	728	298	134	83	113	2,106
Current Month - 2007	817	288	100	89	100	2,346
Difference	-89	10	34	-6	13	-240
% Change	-10.9%	3.5%	34%	-6.7%	13%	-10.2%
Year To Date - 2008	6,752	2,415	994	752	933	19,315
Year To Date - 2007	7,292	2,508	965	773	802	20,887
Difference	-540	-93	29	-21	131	-1572
% Change	-7.4%	-3.7%	3%	-2.7%	16.3%	-7.5%
CLOSED SALES						
Current Month - 2008	869	319	136	83	108	2,441
Current Month - 2007	890	374	115	119	99	2,800
Difference	-21	-55	21	-36	9	-359
% Change	-2.4%	-14.7%	18.3%	-30.3%	9.1%	-12.8%
Year To Date - 2008	6,417	2,262	931	701	850	18,329
Year To Date - 2007	7,077	2,465	948	758	764	20,303
Difference	-660	-203	-17	-57	86	-1974
% Change	-9.3%	-8.2%	-1.8%	-7.5%	11.3%	-9.7%
AVERAGE SALE PRICE						
Current Month - 2008	\$118,722	\$137,767	\$169,784	\$138,414	\$111,273	\$155,355
Current Month - 2007	\$134,073	\$151,839	\$181,149	\$149,899	\$107,132	\$163,694
Difference	-\$15,351	-\$14,072	-\$11,365	-\$11,485	\$4,141	-\$8,339
% Change	-11.4%	-9.3%	-6.3%	-7.7%	3.9%	-5.1%
Year To Date - 2008	\$118,092	\$142,050	\$174,241	\$139,891	\$94,230	\$153,324
Year To Date - 2007	\$129,762	\$146,364	\$175,042	\$153,842	\$102,293	\$161,069
Difference	-\$11,670	-\$4,314	-\$801	-\$13,951	-\$8,063	-\$7,745
% Change	-9%	-2.9%	-5%	-9.1%	-7.9%	-4.8%

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

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