

HEARTLAND MLS STATISTICS - MISSOURI RESALE

Month Of September 2008

| | Jackson Co. | Clay/Ray Co. | Platte Co. | Cass Co. | Other MO. | Heartland |
|---------------------------|-------------|--------------|------------|-----------|-----------|-----------|
| CURRENT INVENTORY | 6,222 | 2,009 | 850 | 811 | 1,023 | 17,200 |
| NEW LISTINGS THIS MONTH | 1,367 | 494 | 236 | 158 | 206 | 4,048 |
| PENDING CONTRACTS | | | | | | |
| Current Month - 2008 | 720 | 243 | 93 | 87 | 106 | 1,923 |
| Current Month - 2007 | 681 | 217 | 88 | 71 | 77 | 1,916 |
| Difference | 39 | 26 | 5 | 16 | 29 | 7 |
| % Change | 5.7% | 12% | 5.7% | 22.5% | 37.7% | .4% |
| Year To Date - 2008 | 7,521 | 2,661 | 1,087 | 843 | 1,035 | 21,382 |
| Year To Date - 2007 | 7,969 | 2,724 | 1,053 | 844 | 879 | 22,794 |
| Difference | -448 | -63 | 34 | -1 | 156 | -1412 |
| % Change | -5.6% | -2.3% | 3.2% | -.1% | 17.7% | -6.2% |
| CLOSED SALES | | | | | | |
| Current Month - 2008 | 834 | 296 | 123 | 97 | 121 | 2,325 |
| Current Month - 2007 | 741 | 220 | 96 | 87 | 98 | 2,067 |
| Difference | 93 | 76 | 27 | 10 | 23 | 258 |
| % Change | 12.6% | 34.5% | 28.1% | 11.5% | 23.5% | 12.5% |
| Year To Date - 2008 | 7,256 | 2,561 | 1,056 | 798 | 973 | 20,678 |
| Year To Date - 2007 | 7,818 | 2,685 | 1,044 | 845 | 862 | 22,370 |
| Difference | -562 | -124 | 12 | -47 | 111 | -1692 |
| % Change | -7.2% | -4.6% | 1.1% | -5.6% | 12.9% | -7.6% |
| AVERAGE SALE PRICE | | | | | | |
| Current Month - 2008 | \$111,345 | \$137,720 | \$161,294 | \$132,561 | \$82,777 | \$142,966 |
| Current Month - 2007 | \$116,646 | \$149,405 | \$179,041 | \$145,972 | \$115,066 | \$151,909 |
| Difference | -\$5,301 | -\$11,685 | -\$17,747 | -\$13,411 | -\$32,289 | -\$8,943 |
| % Change | -4.5% | -7.8% | -9.9% | -9.2% | -28.1% | -5.9% |
| Year To Date - 2008 | \$117,325 | \$141,519 | \$172,748 | \$139,000 | \$92,800 | \$152,179 |
| Year To Date - 2007 | \$128,519 | \$146,613 | \$175,410 | \$153,032 | \$103,745 | \$160,222 |
| Difference | -\$11,194 | -\$5,094 | -\$2,662 | -\$14,032 | -\$10,945 | -\$8,043 |
| % Change | -8.7% | -3.5% | -1.5% | -9.2% | -10.5% | -5% |

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

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