

HEARTLAND MLS STATISTICS - MISSOURI RESALE

Month Of October 2008

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other MO.	Heartland
CURRENT INVENTORY	5,963	1,891	815	773	988	16,261
NEW LISTINGS THIS MONTH	1,322	441	173	149	152	3,521
PENDING CONTRACTS						
Current Month - 2008	638	219	79	83	106	1,708
Current Month - 2007	733	256	103	71	92	2,114
Difference	-95	-37	-24	12	14	-406
% Change	-13%	-14.5%	-23.3%	16.9%	15.2%	-19.2%
Year To Date - 2008	8,174	2,878	1,166	932	1,134	23,184
Year To Date - 2007	8,702	2,978	1,156	915	971	24,905
Difference	-528	-100	10	17	163	-1721
% Change	-6.1%	-3.4%	.9%	1.9%	16.8%	-6.9%
CLOSED SALES						
Current Month - 2008	699	240	84	87	103	1,943
Current Month - 2007	782	253	90	77	89	2,170
Difference	-83	-13	-6	10	14	-227
% Change	-10.6%	-5.1%	-6.7%	13%	15.7%	-10.5%
Year To Date - 2008	7,965	2,805	1,141	888	1,076	22,656
Year To Date - 2007	8,600	2,938	1,134	922	951	24,540
Difference	-635	-133	7	-34	125	-1884
% Change	-7.4%	-4.5%	.6%	-3.7%	13.1%	-7.7%
AVERAGE SALE PRICE						
Current Month - 2008	\$102,715	\$131,494	\$163,705	\$122,998	\$80,411	\$137,132
Current Month - 2007	\$133,384	\$139,366	\$176,740	\$157,520	\$114,839	\$156,111
Difference	-\$30,669	-\$7,872	-\$13,035	-\$34,522	-\$34,428	-\$18,979
% Change	-23%	-5.6%	-7.4%	-21.9%	-30%	-12.2%
Year To Date - 2008	\$116,007	\$140,694	\$172,042	\$137,418	\$91,614	\$150,902
Year To Date - 2007	\$128,962	\$145,989	\$175,515	\$153,407	\$104,783	\$159,859
Difference	-\$12,955	-\$5,295	-\$3,473	-\$15,989	-\$13,169	-\$8,957
% Change	-10%	-3.6%	-2%	-10.4%	-12.6%	-5.6%

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

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