

HEARTLAND MLS STATISTICS - MISSOURI RESALE

MONTH OF DECEMBER 2008

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
CURRENT INVENTORY	5168	1688	687	679	885	14159
NEW LISTINGS THIS MONTH	829	276	85	109	135	2326
PENDING CONTRACTS						
Current Month - 2008	519	141	61	52	93	1324
Current Month - 2007	522	146	68	55	63	1363
Difference	-3	-5	-7	-3	30	-39
% Change	-1%	-3%	-10%	-5%	48%	-3%
Year To Date - 2008	9198	3201	1296	1041	1297	26009
Year To Date - 2007	9850	3324	1299	1011	1109	27927
Difference	-652	-123	-3	30	188	-1918
% Change	-7%	-4%	0%	3%	17%	-7%
CLOSED SALES						
Current Month - 2008	630	192	80	59	83	1707
Current Month - 2007	622	191	65	50	67	1677
Difference	8	1	15	9	16	30
% Change	1%	1%	23%	18%	24%	2%
Year To Date - 2008	9136	3191	1295	1025	1247	25901
Year To Date - 2007	9897	3354	1303	1033	1099	28143
Difference	-761	-163	-8	-8	148	-2242
% Change	-8%	-5%	-1%	-1%	13%	-8%
AVERAGE SALE PRICE						
Current Month - 2008	95179	130524	159451	133218	70211	132100
Current Month - 2007	106239	149898	185319	138989	96597	148774
Difference	-11060	-19374	-25868	-5771	-26386	-16674
% Change	-10%	-13%	-14%	-4%	-27%	-11%
Year To Date - 2008	113977	139034	171002	137075	89133	148793
Year To Date - 2007	127412	145805	174595	152277	103388	158873
Difference	-13435	-6771	-3593	-15202	-14255	-10080
% Change	-11%	-5%	-2%	-10%	-14%	-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