

HEARTLAND MLS STATISTICS - MISSOURI TOTAL

Month Of February 2009

| | Jackson Co. | Clay/Ray Co. | Platte Co. | Cass Co. | Other MO. | Heartland |
|----------------------------|----------------|-----------------|---------------|-------------|--------------|-----------|
| CURRENT INVENTORY | 6,121 | 2,225 | 1,006 | 903 | 883 | 17,913 |
| NEW LISTINGS THIS MONTH | 1,284 | 505 | 199 | 179 | 157 | 3,854 |
| PENDING CONTRACTS | | | | | | |
| Current Month - 2009 | 621 | 271 | 125 | 72 | 103 | 1,881 |
| Current Month - 2008 | 774 | 296 | 128 | 103 | 115 | 2,361 |
| Difference | -153 | -25 | -3 | -31 | -12 | -480 |
| % Change | -19.8% | -8.4% | -2.3% | -30.1% | -10.4% | -20.3% |
| Year To Date - 2009 | 1,267 | 533 | 234 | 153 | 200 | 3,785 |
| Year To Date - 2008 | 1,585 | 629 | 263 | 207 | 212 | 4,757 |
| Difference | -318 | -96 | -29 | -54 | -12 | -972 |
| % Change | -20.1% | -15.3% | -11% | -26.1% | -5.7% | -20.4% |
| CLOSED SALES | | | | | | |
| Current Month - 2009 | 508 | 213 | 97 | 59 | 80 | 1,587 |
| Current Month - 2008 | 657 | 292 | 106 | 96 | 94 | 1,955 |
| Difference | -149 | -79 | -9 | -37 | -14 | -368 |
| % Change | -22.7% | -27.1% | -8.5% | -38.5% | -14.9% | -18.8% |
| Year To Date - 2009 | 1,010 | 386 | 167 | 115 | 169 | 2,951 |
| Year To Date - 2008 | 1,286 | 504 | 214 | 168 | 155 | 3,685 |
| Difference | -276 | -118 | -47 | -53 | 14 | -734 |
| % Change | -21.5% | -23.4% | -22% | -31.5% | 9% | -19.9% |
| AVERAGE SALE PRICE | | | | | | |
| Current Month - 2009 | \$108,081 | \$134,316 | \$215,661 | \$139,234 | \$69,791 | \$148,447 |
| Current Month - 2008 | \$122,068 | \$152,296 | \$179,422 | \$167,931 | \$84,899 | \$157,063 |
| Difference | -\$13,987 | -\$17,980 | \$36,239 | -\$28,697 | -\$15,108 | -\$8,616 |
| % Change | -11.5% | -11.8% | 20.2% | -17.1% | -17.8% | -5.5% |
| Year To Date - 2009 | \$107,141 | \$136,699 | \$210,347 | \$134,464 | \$66,703 | \$143,084 |
| Year To Date - 2008 | \$119,299 | \$155,325 | \$192,048 | \$162,470 | \$85,998 | \$161,284 |
| Difference | -\$12,158 | -\$18,626 | \$18,299 | -\$28,006 | -\$19,295 | -\$18,200 |
| % Change | -10.2% | -12% | 9.5% | -17.2% | -22.4% | -11.3% |

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

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