

Heartland MLS Statistics - Missouri Total

Month of August 2009

| | Jackson Co. | Clay/Ray Co. | Platte Co. | Cass Co. | Other Co. | Heartland |
|--------------------------------|-------------|--------------|------------|-----------|-----------|-----------|
| Current Inventory | 6,208 | 2,234 | 1,054 | 943 | 875 | 18,018 |
| New Listings This Month | 1,534 | 539 | 241 | 208 | 203 | 4,540 |
| Pending Contracts | | | | | | |
| Current Month 2009 | 811 | 362 | 144 | 107 | 116 | 2,467 |
| Current Month 2008 | 821 | 374 | 157 | 99 | 115 | 2,514 |
| Difference | -10 | -12 | -13 | 8 | 1 | -47 |
| % Change | -1% | -3% | -8% | 8% | 1% | -2% |
| Year To Date 2009 | 6,480 | 2,769 | 1,121 | 811 | 927 | 20,280 |
| Year To Date 2008 | 7,166 | 2,904 | 1,241 | 909 | 940 | 21,857 |
| Difference | -686 | -135 | -120 | -98 | -13 | -1,577 |
| % Change | -10% | -5% | -10% | -11% | -1% | -7% |
| Closed Sales | | | | | | |
| Current Month 2009 | 819 | 340 | 130 | 96 | 115 | 2,558 |
| Current Month 2008 | 937 | 385 | 187 | 102 | 113 | 2,800 |
| Difference | -118 | -45 | -57 | -6 | 2 | -242 |
| % Change | -13% | -12% | -30% | -6% | 2% | -9% |
| Year To Date 2009 | 5,902 | 2,440 | 987 | 704 | 871 | 18,343 |
| Year To Date 2008 | 6,884 | 2,753 | 1,203 | 870 | 877 | 20,984 |
| Difference | -982 | -313 | -216 | -166 | -6 | -2,641 |
| % Change | -14% | -11% | -18% | -19% | -1% | -13% |
| Average Sale Price | | | | | | |
| Current Month 2009 | \$130,562 | \$161,536 | \$185,881 | \$131,917 | \$85,353 | \$164,871 |
| Current Month 2008 | \$128,788 | \$157,586 | \$204,323 | \$157,260 | \$112,694 | \$171,998 |
| Difference | 1,774 | 3,950 | -18,442 | -25,343 | -27,341 | -7,128 |
| % Change | 1% | 3% | -9% | -16% | -24% | -4% |
| Year To Date 2009 | \$122,309 | \$149,121 | \$195,583 | \$147,339 | \$78,947 | \$160,922 |
| Year To Date 2008 | \$127,641 | \$160,173 | \$202,813 | \$162,455 | \$96,514 | \$171,010 |
| Difference | -5,332 | -11,052 | -7,230 | -15,115 | -17,567 | -10,087 |
| % Change | -4% | -7% | -4% | -9% | -18% | -6% |

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

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