

HEARTLAND MLS STATISTICS - MISSOURI TOTAL

Month Of September 2008

| | Jackson Co. | Clay/Ray Co. | Platte Co. | Cass Co. | Other MO. | Heartland |
|-------------------------|-------------|--------------|------------|-----------|-----------|-----------|
| CURRENT INVENTORY | 7,268 | 2,521 | 1,127 | 1,046 | 1,088 | 20,894 |
| NEW LISTINGS THIS MONTH | 1,434 | 550 | 264 | 176 | 213 | 4,410 |
| PENDING CONTRACTS | | | | | | |
| Current Month - 2008 | 772 | 285 | 114 | 103 | 107 | 2,174 |
| Current Month - 2007 | 725 | 265 | 120 | 92 | 79 | 2,203 |
| Difference | 47 | 20 | -6 | 11 | 28 | -29 |
| % Change | 6.5% | 7.5% | -5% | 12% | 35.4% | -1.3% |
| Year To Date - 2008 | 8,053 | 3,238 | 1,379 | 1,023 | 1,068 | 24,311 |
| Year To Date - 2007 | 8,786 | 3,597 | 1,433 | 1,195 | 931 | 27,393 |
| Difference | -733 | -359 | -54 | -172 | 137 | -3082 |
| % Change | -8.3% | -10% | -3.8% | -14.4% | 14.7% | -11.3% |
| CLOSED SALES | | | | | | |
| Current Month - 2008 | 891 | 365 | 136 | 114 | 128 | 2,623 |
| Current Month - 2007 | 805 | 295 | 123 | 112 | 103 | 2,426 |
| Difference | 86 | 70 | 13 | 2 | 25 | 197 |
| % Change | 10.7% | 23.7% | 10.6% | 1.8% | 24.3% | 8.1% |
| Year To Date - 2008 | 7,764 | 3,113 | 1,339 | 981 | 1,005 | 23,568 |
| Year To Date - 2007 | 8,659 | 3,564 | 1,416 | 1,194 | 921 | 26,933 |
| Difference | -895 | -451 | -77 | -213 | 84 | -3365 |
| % Change | -10.3% | -12.7% | -5.4% | -17.8% | 9.1% | -12.5% |
| AVERAGE SALE PRICE | | | | | | |
| Current Month - 2008 | \$122,196 | \$153,940 | \$174,189 | \$145,705 | \$90,330 | \$159,812 |
| Current Month - 2007 | \$128,945 | \$176,816 | \$200,244 | \$166,432 | \$120,358 | \$171,679 |
| Difference | -\$6,749 | -\$22,876 | -\$26,055 | -\$20,727 | -\$30,028 | -\$11,867 |
| % Change | -5.2% | -12.9% | -13% | -12.5% | -24.9% | -6.9% |
| Year To Date - 2008 | \$127,036 | \$159,406 | \$199,905 | \$160,403 | \$95,726 | \$169,735 |
| Year To Date - 2007 | \$141,438 | \$170,739 | \$209,899 | \$181,798 | \$108,633 | \$182,302 |
| Difference | -\$14,402 | -\$11,333 | -\$9,994 | -\$21,395 | -\$12,907 | -\$12,567 |
| % Change | -10.2% | -6.6% | -4.8% | -11.8% | -11.9% | -6.9% |

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

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