

Heartland MLS Statistics - Missouri Total

Month of September 2009

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	6,041	2,147	1,025	869	853	17,473
New Listings This Month	1,483	595	233	199	202	4,611
Pending Contracts						
Current Month 2009	792	335	135	105	97	2,324
Current Month 2008	789	286	115	105	105	2,263
Difference	3	49	20	0	-8	61
% Change	0%	17%	17%	0%	-8%	3%
Year To Date 2009	7,340	3,143	1,265	927	1,028	22,984
Year To Date 2008	7,956	3,190	1,356	1,014	1,045	24,120
Difference	-616	-47	-91	-87	-17	-1,136
% Change	-8%	-1%	-7%	-9%	-2%	-5%
Closed Sales						
Current Month 2009	768	367	139	131	87	2,551
Current Month 2008	895	373	138	117	128	2,651
Difference	-127	-6	1	14	-41	-100
% Change	-14%	-2%	1%	12%	-32%	-4%
Year To Date 2009	6,684	2,816	1,129	836	961	20,945
Year To Date 2008	7,779	3,126	1,341	987	1,005	23,635
Difference	-1,095	-310	-212	-151	-44	-2,690
% Change	-14%	-10%	-16%	-15%	-4%	-11%
Average Sale Price						
Current Month 2009	\$122,140	\$145,165	\$167,676	\$143,487	\$102,357	\$161,144
Current Month 2008	\$121,995	\$154,040	\$173,874	\$145,615	\$90,331	\$159,866
Difference	146	-8,876	-6,198	-2,127	12,027	1,278
% Change	0%	-6%	-4%	-1%	13%	1%
Year To Date 2009	\$122,327	\$148,497	\$192,086	\$146,721	\$81,362	\$160,967
Year To Date 2008	\$126,991	\$159,441	\$199,835	\$160,458	\$95,726	\$169,760
Difference	-4,664	-10,944	-7,749	-13,737	-14,365	-8,793
% Change	-4%	-7%	-4%	-9%	-15%	-5%

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

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