

## HEARTLAND MLS STATISTICS - MISSOURI TOTAL

### Month Of October 2008

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other MO.	Heartland
CURRENT INVENTORY	6,973	2,405	1,077	982	1,057	19,884
NEW LISTINGS THIS MONTH	1,414	495	206	181	156	3,936
<b>PENDING CONTRACTS</b>						
Current Month - 2008	673	265	92	89	107	1,897
Current Month - 2007	809	327	134	92	98	2,486
Difference	-136	-62	-42	-3	9	-589
% Change	-16.8%	-19%	-31.3%	-3.3%	9.2%	-23.7%
Year To Date - 2008	8,734	3,499	1,473	1,116	1,167	26,288
Year To Date - 2007	9,593	3,922	1,567	1,287	1,029	29,874
Difference	-859	-423	-94	-171	138	-3586
% Change	-9%	-10.8%	-6%	-13.3%	13.4%	-12%
<b>CLOSED SALES</b>						
Current Month - 2008	744	289	100	96	104	2,196
Current Month - 2007	852	345	121	116	93	2,604
Difference	-108	-56	-21	-20	11	-408
% Change	-12.7%	-16.2%	-17.4%	-17.2%	11.8%	-15.7%
Year To Date - 2008	8,518	3,406	1,441	1,080	1,109	25,800
Year To Date - 2007	9,511	3,909	1,537	1,310	1,014	29,537
Difference	-993	-503	-96	-230	95	-3737
% Change	-10.4%	-12.9%	-6.2%	-17.6%	9.4%	-12.7%
<b>AVERAGE SALE PRICE</b>						
Current Month - 2008	\$112,659	\$153,752	\$188,530	\$141,790	\$81,657	\$159,711
Current Month - 2007	\$144,427	\$164,856	\$208,091	\$185,599	\$116,157	\$178,033
Difference	-\$31,768	-\$11,104	-\$19,561	-\$43,809	-\$34,500	-\$18,322
% Change	-22%	-6.7%	-9.4%	-23.6%	-29.7%	-10.3%
Year To Date - 2008	\$125,735	\$158,932	\$199,050	\$158,677	\$94,406	\$168,870
Year To Date - 2007	\$141,706	\$170,220	\$209,756	\$182,135	\$109,323	\$181,925
Difference	-\$15,971	-\$11,288	-\$10,706	-\$23,458	-\$14,917	-\$13,055
% Change	-11.3%	-6.6%	-5.1%	-12.9%	-13.6%	-7.2%

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

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