

Heartland MLS Statistics - Missouri Total

Month of October 2009

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	5,826	2,081	972	857	882	17,007
New Listings This Month	1,384	533	193	145	173	4,068
Pending Contracts						
Current Month 2009	759	328	139	76	102	2,284
Current Month 2008	676	260	93	87	103	1,944
Difference	83	68	46	-11	-1	340
% Change	12%	26%	49%	-13%	-1%	17%
Year To Date 2009	8,189	3,496	1,413	1,013	1,124	25,608
Year To Date 2008	8,632	3,447	1,449	1,101	1,148	26,058
Difference	-443	49	-36	-88	-24	-450
% Change	-5%	1%	-2%	-8%	-2%	-2%
Closed Sales						
Current Month 2009	864	371	145	119	119	2,746
Current Month 2008	753	291	101	96	104	2,212
Difference	111	80	44	23	15	534
% Change	15%	27%	44%	24%	14%	24%
Year To Date 2009	7,575	3,201	1,285	957	1,083	23,773
Year To Date 2008	8,532	3,417	1,442	1,083	1,109	25,847
Difference	-957	-216	-157	-126	-26	-2,074
% Change	-11%	-6%	-11%	-12%	-2%	-8%
Average Sale Price						
Current Month 2009	\$121,777	\$149,543	\$184,658	\$146,605	\$86,808	\$158,074
Current Month 2008	\$112,690	\$153,685	\$186,887	\$141,790	\$81,657	\$159,534
Difference	9,087	-4,142	-2,228	4,815	5,151	-1,460
% Change	8%	-3%	-1%	3%	6%	-1%
Year To Date 2009	\$122,377	\$148,514	\$191,002	\$146,566	\$81,964	\$160,559
Year To Date 2008	\$125,729	\$158,951	\$198,928	\$158,804	\$94,407	\$168,884
Difference	-3,352	-10,437	-7,926	-12,238	-12,443	-8,325
% Change	-3%	-7%	-4%	-8%	-13%	-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