

HEARTLAND MLS STATISTICS - MISSOURI TOTAL

Month Of November 2008

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other MO.	Heartland
CURRENT INVENTORY	6,600	2,235	1,017	928	1,007	18,743
NEW LISTINGS THIS MONTH	1,076	351	134	131	137	3,007
PENDING CONTRACTS						
Current Month - 2008	542	202	77	60	83	1,532
Current Month - 2007	680	270	89	58	76	1,945
Difference	-138	-68	-12	2	7	-413
% Change	-20.3%	-25.2%	-13.5%	3.4%	9.2%	-21.2%
Year To Date - 2008	9,272	3,689	1,550	1,180	1,244	27,853
Year To Date - 2007	10,272	4,192	1,654	1,345	1,105	31,814
Difference	-1000	-503	-104	-165	139	-3961
% Change	-9.7%	-12%	-6.3%	-12.3%	12.6%	-12.5%
CLOSED SALES						
Current Month - 2008	555	213	89	85	89	1,670
Current Month - 2007	749	324	137	85	84	2,369
Difference	-194	-111	-48	0	5	-699
% Change	-25.9%	-34.3%	-35%	%	6%	-29.5%
Year To Date - 2008	9,083	3,622	1,530	1,166	1,198	27,486
Year To Date - 2007	10,260	4,233	1,674	1,395	1,098	31,906
Difference	-1177	-611	-144	-229	100	-4420
% Change	-11.5%	-14.4%	-8.6%	-16.4%	9.1%	-13.9%
AVERAGE SALE PRICE						
Current Month - 2008	\$117,198	\$140,291	\$199,507	\$155,115	\$79,105	\$155,195
Current Month - 2007	\$140,455	\$182,217	\$192,712	\$179,142	\$96,274	\$180,493
Difference	-\$23,257	-\$41,926	\$6,795	-\$24,027	-\$17,169	-\$25,298
% Change	-16.6%	-23%	3.5%	-13.4%	-17.8%	-14%
Year To Date - 2008	\$125,176	\$157,844	\$199,077	\$158,397	\$93,270	\$168,012
Year To Date - 2007	\$141,614	\$171,138	\$208,361	\$181,953	\$108,325	\$181,819
Difference	-\$16,438	-\$13,294	-\$9,284	-\$23,556	-\$15,055	-\$13,807
% Change	-11.6%	-7.8%	-4.5%	-12.9%	-13.9%	-7.6%

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

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