

Heartland MLS Statistics - Missouri Total

Month of November 2009

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	5,646	2,032	916	841	874	16,304
New Listings This Month	1,067	355	156	150	150	3,088
Pending Contracts						
Current Month 2009	492	205	86	63	86	1,498
Current Month 2008	524	211	79	57	80	1,559
Difference	-32	-6	7	6	6	-61
% Change	-6%	-3%	9%	11%	8%	-4%
Year To Date 2009	8,782	3,736	1,504	1,083	1,207	27,450
Year To Date 2008	9,154	3,658	1,527	1,158	1,228	27,614
Difference	-372	78	-23	-75	-21	-164
% Change	-4%	2%	-2%	-6%	-2%	-1%
Closed Sales						
Current Month 2009	838	348	134	85	97	2,625
Current Month 2008	560	215	90	86	91	1,688
Difference	278	133	44	-1	6	937
% Change	50%	62%	49%	-1%	7%	56%
Year To Date 2009	8,434	3,555	1,421	1,046	1,181	26,449
Year To Date 2008	9,092	3,632	1,532	1,169	1,200	27,535
Difference	-658	-77	-111	-123	-19	-1,086
% Change	-7%	-2%	-7%	-11%	-2%	-4%
Average Sale Price						
Current Month 2009	\$126,201	\$149,099	\$165,714	\$163,647	\$95,750	\$160,621
Current Month 2008	\$116,421	\$141,451	\$201,790	\$155,161	\$80,323	\$155,371
Difference	9,780	7,648	-36,077	8,486	15,427	5,250
% Change	8%	5%	-18%	5%	19%	3%
Year To Date 2009	\$122,743	\$148,524	\$188,638	\$147,865	\$83,059	\$160,533
Year To Date 2008	\$125,156	\$157,915	\$199,096	\$158,536	\$93,339	\$168,056
Difference	-2,413	-9,391	-10,458	-10,671	-10,280	-7,523
% Change	-2%	-6%	-5%	-7%	-11%	-4%

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

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