

HEARTLAND MLS STATISTICS - MISSOURI TOTAL

MONTH OF DECEMBER 2008

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
CURRENT INVENTORY	6052	2151	942	881	940	17457
NEW LISTINGS THIS MONTH	883	307	123	126	137	2617
PENDING CONTRACTS						
Current Month - 2008	535	175	72	61	94	1460
Current Month - 2007	569	179	83	65	66	1593
Difference	-34	-4	-11	-4	28	-133
% Change	-6%	-2%	-13%	-6%	42%	-8%
Year To Date - 2008	9793	3877	1619	1241	1332	29362
Year To Date - 2007	10838	4369	1737	1409	1171	33398
Difference	-1045	-492	-118	-168	161	-4036
% Change	-10%	-11%	-7%	-12%	14%	-12%
CLOSED SALES						
Current Month - 2008	667	242	99	72	83	1920
Current Month - 2007	687	263	90	70	68	2052
Difference	-20	-21	9	2	15	-132
% Change	-3%	-8%	10%	3%	22%	-6%
Year To Date - 2008	9754	3872	1631	1240	1283	29341
Year To Date - 2007	10947	4496	1764	1465	1166	33958
Difference	-1193	-624	-133	-225	117	-4617
% Change	-11%	-14%	-8%	-15%	10%	-14%
AVERAGE SALE PRICE						
Current Month - 2008	109971	160302	202594	156483	70211	152687
Current Month - 2007	121497	174972	209346	185246	95882	179220
Difference	-11526	-14670	-6752	-28763	-25671	-26533
% Change	-9%	-8%	-3%	-16%	-27%	-15%
Year To Date - 2008	124115	157975	199308	158255	91842	167019
Year To Date - 2007	140352	171362	208412	182110	107599	181662
Difference	-16237	-13387	-9104	-23855	-15757	-14643
% Change	-12%	-8%	-4%	-13%	-15%	-8%

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

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