

HEARTLAND MLS STATISTICS - MISSOURI TOTAL

Month Of April 2008

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other MO.	Heartland
CURRENT INVENTORY	8,107	2,668	1,243	1,155	1,088	22,128
NEW LISTINGS THIS MONTH	1,994	662	309	246	282	5,670
PENDING CONTRACTS						
Current Month - 2008	975	401	183	108	150	2,908
Current Month - 2007	1,147	481	185	171	111	3,636
Difference	-172	-80	-2	-63	39	-728
% Change	-15%	-16.6%	-1.1%	-36.8%	35.1%	-20%
Year To Date - 2008	3,591	1,434	615	454	505	10,747
Year To Date - 2007	4,133	1,678	657	532	420	12,581
Difference	-542	-244	-42	-78	85	-1834
% Change	-13.1%	-14.5%	-6.4%	-14.7%	20.2%	-14.6%
CLOSED SALES						
Current Month - 2008	927	340	129	111	100	2,680
Current Month - 2007	1,031	435	180	137	95	3,056
Difference	-104	-95	-51	-26	5	-376
% Change	-10.1%	-21.8%	-28.3%	-19%	5.3%	-12.3%
Year To Date - 2008	3,081	1,191	502	403	382	9,075
Year To Date - 2007	3,526	1,368	562	468	362	10,312
Difference	-445	-177	-60	-65	20	-1237
% Change	-12.6%	-12.9%	-10.7%	-13.9%	5.5%	-12%
AVERAGE SALE PRICE						
Current Month - 2008	\$118,702	\$171,694	\$197,868	\$164,374	\$104,841	\$164,851
Current Month - 2007	\$147,509	\$166,659	\$206,757	\$174,149	\$109,388	\$178,983
Difference	-\$28,807	\$5,035	-\$8,889	-\$9,775	-\$4,547	-\$14,132
% Change	-19.5%	3%	-4.3%	-5.6%	-4.2%	-7.9%
Year To Date - 2008	\$122,036	\$160,084	\$200,376	\$160,500	\$94,688	\$164,937
Year To Date - 2007	\$137,134	\$164,946	\$207,157	\$183,450	\$108,123	\$174,539
Difference	-\$15,098	-\$4,862	-\$6,781	-\$22,950	-\$13,435	-\$9,602
% Change	-11%	-2.9%	-3.3%	-12.5%	-12.4%	-5.5%

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

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