

## HEARTLAND MLS STATISTICS - MISSOURI TOTAL

### MONTH OF DECEMBER 2007

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
CURRENT INVENTORY	7348	2554	1202	1075	988	20356
NEW LISTINGS THIS MONTH	1088	333	140	144	189	2834
<b>PENDING CONTRACTS</b>						
Current Month - 2007	588	183	79	64	69	1578
Current Month - 2006	618	261	112	86	77	1940
Difference	-30	-78	-33	-22	-8	-362
% Change	-5%	-30%	-29%	-26%	-10%	-19%
Year To Date - 2007	11018	4407	1750	1422	1190	33719
Year To Date - 2006	11736	4957	1927	1783	1123	36853
Difference	-718	-550	-177	-361	67	-3134
% Change	-6%	-11%	-9%	-20%	6%	-9%
<b>CLOSED SALES</b>						
Current Month - 2007	684	251	87	70	67	2014
Current Month - 2006	806	334	120	110	74	2510
Difference	-122	-83	-33	-40	-7	-496
% Change	-15%	-25%	-28%	-36%	-9%	-20%
Year To Date - 2007	10933	4477	1759	1465	1165	33883
Year To Date - 2006	12049	5007	1977	1785	1116	37503
Difference	-1116	-530	-218	-320	49	-3620
% Change	-9%	-11%	-11%	-18%	4%	-10%
<b>AVERAGE SALE PRICE</b>						
Current Month - 2007	121162	175807	211125	185246	96345	178644
Current Month - 2006	136493	181836	205726	185621	101268	185215
Difference	-15331	-6029	5399	-375	-4923	-6571
% Change	-11%	-3%	3%	0%	-5%	-4%
Year To Date - 2007	140287	171377	208396	182110	107636	181625
Year To Date - 2006	146636	171640	210087	179061	114300	184573
Difference	-6349	-263	-1691	3049	-6664	-2948
% Change	-4%	0%	-1%	2%	-6%	-2%

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

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