

# HEARTLAND MLS STATISTICS - MISSOURI TOTAL

## Month Of February 2008

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other MO.	Heartland
CURRENT INVENTORY	7,649	2,594	1,164	1,078	1,017	20,968
NEW LISTINGS THIS MONTH	1,624	528	173	215	181	4,341
<b>PENDING CONTRACTS</b>						
Current Month - 2008	781	309	127	109	126	2,335
Current Month - 2007	958	323	143	120	83	2,754
Difference	-177	-14	-16	-11	43	-419
% Change	-18.5%	-4.3%	-11.2%	-9.2%	51.8%	-15.2%
Year To Date - 2008	1,619	642	269	211	230	4,760
Year To Date - 2007	1,863	659	288	233	188	5,404
Difference	-244	-17	-19	-22	42	-644
% Change	-13.1%	-2.6%	-6.6%	-9.4%	22.3%	-11.9%
<b>CLOSED SALES</b>						
Current Month - 2008	719	320	131	101	103	2,171
Current Month - 2007	802	307	121	103	91	2,305
Difference	-83	13	10	-2	12	-134
% Change	-10.3%	4.2%	8.3%	-1.9%	13.2%	-5.8%
Year To Date - 2008	1,345	532	239	172	164	3,894
Year To Date - 2007	1,480	566	230	198	159	4,297
Difference	-135	-34	9	-26	5	-403
% Change	-9.1%	-6%	3.9%	-13.1%	3.1%	-9.4%
<b>AVERAGE SALE PRICE</b>						
Current Month - 2008	\$124,394	\$155,075	\$183,268	\$167,622	\$85,069	\$160,577
Current Month - 2007	\$127,452	\$168,059	\$216,634	\$169,647	\$107,584	\$170,884
Difference	-\$3,058	-\$12,984	-\$33,366	-\$2,025	-\$22,515	-\$10,307
% Change	-2.4%	-7.7%	-15.4%	-1.2%	-20.9%	-6%
Year To Date - 2008	\$120,421	\$156,837	\$192,836	\$162,951	\$86,045	\$162,956
Year To Date - 2007	\$128,969	\$165,486	\$213,000	\$182,061	\$109,940	\$171,715
Difference	-\$8,548	-\$8,649	-\$20,164	-\$19,110	-\$23,895	-\$8,759
% Change	-6.6%	-5.2%	-9.5%	-10.5%	-21.7%	-5.1%

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

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