

# HEARTLAND MLS STATISTICS - MISSOURI TOTAL

## Month Of January 2008

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	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other MO.	Heartland
CURRENT INVENTORY	7,526	2,552	1,151	1,078	1,003	20,548
NEW LISTINGS THIS MONTH	1,811	613	293	227	231	4,866
PENDING CONTRACTS						
Current Month - 2008	833	325	134	102	107	2,325
Current Month - 2007	905	337	145	113	105	2,651
Difference	-72	-12	-11	-11	2	-326
% Change	-8%	-3.6%	-7.6%	-9.7%	1.9%	-12.3%
Year To Date - 2008	833	325	134	102	107	2,325
Year To Date - 2007	905	337	145	113	105	2,651
Difference	-72	-12	-11	-11	2	-326
% Change	-8%	-3.6%	-7.6%	-9.7%	1.9%	-12.3%
CLOSED SALES						
Current Month - 2008	622	210	107	70	61	1,706
Current Month - 2007	678	259	109	95	68	1,992
Difference	-56	-49	-2	-25	-7	-286
% Change	-8.3%	-18.9%	-1.8%	-26.3%	-10.3%	-14.4%
Year To Date - 2008	622	210	107	70	61	1,706
Year To Date - 2007	678	259	109	95	68	1,992
Difference	-56	-49	-2	-25	-7	-286
% Change	-8.3%	-18.9%	-1.8%	-26.3%	-10.3%	-14.4%
AVERAGE SALE PRICE						
Current Month - 2008	\$115,699	\$160,110	\$201,912	\$156,540	\$87,692	\$165,584
Current Month - 2007	\$130,763	\$162,435	\$208,967	\$195,520	\$113,094	\$172,677
Difference	-\$15,064	-\$2,325	-\$7,055	-\$38,980	-\$25,402	-\$7,093
% Change	-11.5%	-1.4%	-3.4%	-19.9%	-22.5%	-4.1%
Year To Date - 2008	\$115,699	\$160,110	\$201,912	\$156,540	\$87,692	\$165,584
Year To Date - 2007	\$130,763	\$162,435	\$208,967	\$195,520	\$113,094	\$172,677
Difference	-\$15,064	-\$2,325	-\$7,055	-\$38,980	-\$25,402	-\$7,093
% Change	-11.5%	-1.4%	-3.4%	-19.9%	-22.5%	-4.1%

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

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