

HEARTLAND MLS STATISTICS - MISSOURI TOTAL

Month Of July 2008

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other MO.	Heartland
CURRENT INVENTORY	7,796	2,657	1,126	1,120	1,125	21,767
NEW LISTINGS THIS MONTH	1,728	610	229	239	261	4,988
PENDING CONTRACTS						
Current Month - 2008	950	372	158	112	121	2,692
Current Month - 2007	965	418	162	148	97	3,115
Difference	-15	-46	-4	-36	24	-423
% Change	-1.6%	-11%	-2.5%	-24.3%	24.7%	-13.6%
Year To Date - 2008	6,419	2,567	1,102	818	844	19,453
Year To Date - 2007	7,185	2,967	1,179	991	749	22,484
Difference	-766	-400	-77	-173	95	-3031
% Change	-10.7%	-13.5%	-6.5%	-17.5%	12.7%	-13.5%
CLOSED SALES						
Current Month - 2008	911	409	179	126	126	2,984
Current Month - 2007	1,051	444	157	131	118	3,385
Difference	-140	-35	22	-5	8	-401
% Change	-13.3%	-7.9%	14%	-3.8%	6.8%	-11.8%
Year To Date - 2008	5,928	2,362	1,015	766	763	18,122
Year To Date - 2007	6,875	2,785	1,123	917	716	21,129
Difference	-947	-423	-108	-151	47	-3007
% Change	-13.8%	-15.2%	-9.6%	-16.5%	6.6%	-14.2%
AVERAGE SALE PRICE						
Current Month - 2008	\$137,142	\$168,935	\$186,893	\$171,968	\$90,152	\$176,788
Current Month - 2007	\$152,086	\$177,236	\$222,928	\$191,848	\$107,228	\$195,342
Difference	-\$14,944	-\$8,301	-\$36,035	-\$19,880	-\$17,076	-\$18,554
% Change	-9.8%	-4.7%	-16.2%	-10.4%	-15.9%	-9.5%
Year To Date - 2008	\$127,436	\$160,576	\$202,537	\$163,254	\$93,818	\$170,826
Year To Date - 2007	\$142,486	\$169,763	\$208,834	\$183,479	\$106,759	\$182,960
Difference	-\$15,050	-\$9,187	-\$6,297	-\$20,225	-\$12,941	-\$12,134
% Change	-10.6%	-5.4%	-3%	-11%	-12.1%	-6.6%

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

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