

HEARTLAND MLS STATISTICS - MISSOURI TOTAL

Month Of June 2008

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other MO.	Heartland
CURRENT INVENTORY	7,979	2,659	1,230	1,123	1,108	22,135
NEW LISTINGS THIS MONTH	1,789	591	292	228	213	5,083
PENDING CONTRACTS						
Current Month - 2008	850	362	174	121	107	2,656
Current Month - 2007	1,030	433	172	150	126	3,361
Difference	-180	-71	2	-29	-19	-705
% Change	-17.5%	-16.4%	1.2%	-19.3%	-15.1%	-21%
Year To Date - 2008	5,423	2,188	943	705	726	16,564
Year To Date - 2007	6,221	2,549	1,017	843	652	19,371
Difference	-798	-361	-74	-138	74	-2807
% Change	-12.8%	-14.2%	-7.3%	-16.4%	11.3%	-14.5%
CLOSED SALES						
Current Month - 2008	896	356	174	113	119	2,925
Current Month - 2007	1,151	457	218	157	122	3,771
Difference	-255	-101	-44	-44	-3	-846
% Change	-22.2%	-22.1%	-20.2%	-28%	-2.5%	-22.4%
Year To Date - 2008	5,002	1,949	834	639	637	15,094
Year To Date - 2007	5,824	2,341	966	786	598	17,744
Difference	-822	-392	-132	-147	39	-2650
% Change	-14.1%	-16.7%	-13.7%	-18.7%	6.5%	-14.9%
AVERAGE SALE PRICE						
Current Month - 2008	\$135,191	\$159,712	\$212,379	\$152,250	\$91,685	\$181,000
Current Month - 2007	\$147,471	\$173,215	\$206,493	\$189,691	\$109,819	\$192,105
Difference	-\$12,280	-\$13,503	\$5,886	-\$37,441	-\$18,134	-\$11,105
% Change	-8.3%	-7.8%	2.9%	-19.7%	-16.5%	-5.8%
Year To Date - 2008	\$125,814	\$158,853	\$205,071	\$161,574	\$94,543	\$169,614
Year To Date - 2007	\$140,753	\$168,345	\$206,544	\$182,085	\$106,667	\$180,598
Difference	-\$14,939	-\$9,492	-\$1,473	-\$20,511	-\$12,124	-\$10,984
% Change	-10.6%	-5.6%	-7%	-11.3%	-11.4%	-6.1%

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

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