

HEARTLAND MLS STATISTICS - MISSOURI TOTAL

Month Of March 2008

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other MO.	Heartland
CURRENT INVENTORY	7,798	2,636	1,222	1,106	1,064	21,512
NEW LISTINGS THIS MONTH	1,790	649	272	237	266	5,235
PENDING CONTRACTS						
Current Month - 2008	933	372	158	128	138	2,770
Current Month - 2007	1,126	539	184	128	121	3,546
Difference	-193	-167	-26	0	17	-776
% Change	-17.1%	-31%	-14.1%	%	14%	-21.9%
Year To Date - 2008	2,595	1,023	427	340	363	7,711
Year To Date - 2007	2,986	1,198	472	361	309	8,946
Difference	-391	-175	-45	-21	54	-1235
% Change	-13.1%	-14.6%	-9.5%	-5.8%	17.5%	-13.8%
CLOSED SALES						
Current Month - 2008	795	311	132	116	116	2,455
Current Month - 2007	1,015	367	152	133	108	2,959
Difference	-220	-56	-20	-17	8	-504
% Change	-21.7%	-15.3%	-13.2%	-12.8%	7.4%	-17%
Year To Date - 2008	2,144	846	371	289	282	6,367
Year To Date - 2007	2,495	933	382	331	267	7,256
Difference	-351	-87	-11	-42	15	-889
% Change	-14.1%	-9.3%	-2.9%	-12.7%	5.6%	-12.3%
AVERAGE SALE PRICE						
Current Month - 2008	\$128,451	\$153,795	\$217,329	\$153,960	\$99,108	\$168,384
Current Month - 2007	\$138,501	\$162,084	\$198,788	\$195,099	\$104,336	\$174,050
Difference	-\$10,050	-\$8,289	\$18,541	-\$41,139	-\$5,228	-\$5,666
% Change	-7.3%	-5.1%	9.3%	-21.1%	-5%	-3.3%
Year To Date - 2008	\$123,595	\$155,597	\$201,551	\$159,384	\$91,088	\$165,105
Year To Date - 2007	\$132,847	\$164,148	\$207,345	\$187,300	\$107,674	\$172,667
Difference	-\$9,252	-\$8,551	-\$5,794	-\$27,916	-\$16,586	-\$7,562
% Change	-7%	-5.2%	-2.8%	-14.9%	-15.4%	-4.4%

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

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