

HEARTLAND MLS STATISTICS - MISSOURI TOTAL

Month Of May 2008

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other MO.	Heartland
CURRENT INVENTORY	8,102	2,679	1,235	1,167	1,128	22,283
NEW LISTINGS THIS MONTH	1,802	646	258	245	211	5,375
PENDING CONTRACTS						
Current Month - 2008	884	374	142	114	121	2,696
Current Month - 2007	1,064	440	189	161	106	3,440
Difference	-180	-66	-47	-47	15	-744
% Change	-16.9%	-15%	-24.9%	-29.2%	14.2%	-21.6%
Year To Date - 2008	4,524	1,820	759	578	626	13,678
Year To Date - 2007	5,196	2,116	846	693	526	16,018
Difference	-672	-296	-87	-115	100	-2340
% Change	-12.9%	-14%	-10.3%	-16.6%	19%	-14.6%
CLOSED SALES						
Current Month - 2008	995	400	153	118	136	3,027
Current Month - 2007	1,147	516	186	161	114	3,661
Difference	-152	-116	-33	-43	22	-634
% Change	-13.3%	-22.5%	-17.7%	-26.7%	19.3%	-17.3%
Year To Date - 2008	4,086	1,594	659	522	518	12,127
Year To Date - 2007	4,673	1,884	748	629	476	13,973
Difference	-587	-290	-89	-107	42	-1846
% Change	-12.6%	-15.4%	-11.9%	-17%	8.8%	-13.2%
AVERAGE SALE PRICE						
Current Month - 2008	\$129,064	\$153,240	\$212,862	\$173,795	\$96,636	\$172,054
Current Month - 2007	\$145,140	\$173,044	\$204,751	\$170,697	\$98,668	\$185,812
Difference	-\$16,076	-\$19,804	\$8,111	\$3,098	-\$2,032	-\$13,758
% Change	-11.1%	-11.4%	4%	1.8%	-2.1%	-7.4%
Year To Date - 2008	\$123,761	\$158,573	\$203,134	\$163,585	\$95,200	\$166,882
Year To Date - 2007	\$139,099	\$167,164	\$206,559	\$180,186	\$105,859	\$177,493
Difference	-\$15,338	-\$8,591	-\$3,425	-\$16,601	-\$10,659	-\$10,611
% Change	-11%	-5.1%	-1.7%	-9.2%	-10.1%	-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