

HEARTLAND MLS STATISTICS - MISSOURI TOTAL

Month Of October 2007

| | Jackson Co. | Clay/Ray Co. | Platte Co. | Cass Co. | Other MO. | Heartland |
|---------------------------|-------------|--------------|------------|-----------|-----------|-----------|
| CURRENT INVENTORY | 8,318 | 2,768 | 1,273 | 1,158 | 983 | 22,550 |
| NEW LISTINGS THIS MONTH | 1,856 | 573 | 228 | 193 | 223 | 4,871 |
| PENDING CONTRACTS | | | | | | |
| Current Month - 2007 | 802 | 332 | 131 | 87 | 107 | 2,403 |
| Current Month - 2006 | 896 | 391 | 155 | 136 | 79 | 2,739 |
| Difference | -94 | -59 | -24 | -49 | 28 | -336 |
| % Change | -10.5% | -15.1% | -15.5% | -36% | 35.4% | -12.3% |
| Year To Date - 2007 | 9,725 | 3,957 | 1,578 | 1,297 | 1,046 | 30,060 |
| Year To Date - 2006 | 10,343 | 4,406 | 1,705 | 1,600 | 983 | 32,618 |
| Difference | -618 | -449 | -127 | -303 | 63 | -2558 |
| % Change | -6% | -10.2% | -7.4% | -18.9% | 6.4% | -7.8% |
| CLOSED SALES | | | | | | |
| Current Month - 2007 | 837 | 339 | 121 | 115 | 93 | 2,559 |
| Current Month - 2006 | 934 | 400 | 158 | 120 | 86 | 2,899 |
| Difference | -97 | -61 | -37 | -5 | 7 | -340 |
| % Change | -10.4% | -15.3% | -23.4% | -4.2% | 8.1% | -11.7% |
| Year To Date - 2007 | 9,488 | 3,897 | 1,534 | 1,309 | 1,013 | 29,446 |
| Year To Date - 2006 | 10,407 | 4,299 | 1,714 | 1,537 | 967 | 32,346 |
| Difference | -919 | -402 | -180 | -228 | 46 | -2900 |
| % Change | -8.8% | -9.4% | -10.5% | -14.8% | 4.8% | -9% |
| AVERAGE SALE PRICE | | | | | | |
| Current Month - 2007 | \$141,970 | \$162,186 | \$208,091 | \$186,474 | \$116,157 | \$176,751 |
| Current Month - 2006 | \$141,436 | \$178,783 | \$213,506 | \$174,920 | \$109,491 | \$184,719 |
| Difference | \$534 | -\$16,597 | -\$5,415 | \$11,554 | \$6,666 | -\$7,968 |
| % Change | .4% | -9.3% | -2.5% | 6.6% | 6.1% | -4.3% |
| Year To Date - 2007 | \$141,429 | \$170,014 | \$209,475 | \$182,209 | \$109,220 | \$181,732 |
| Year To Date - 2006 | \$148,574 | \$171,069 | \$211,316 | \$179,526 | \$114,851 | \$185,179 |
| Difference | -\$7,145 | -\$1,055 | -\$1,841 | \$2,683 | -\$5,631 | -\$3,447 |
| % Change | -4.8% | -6% | -9% | 1.5% | -4.9% | -1.9% |

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

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