

HEARTLAND MLS STATISTICS - MISSOURI TOTAL

Month Of September 2007

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other MO.	Heartland
CURRENT INVENTORY	8,461	2,936	1,319	1,177	1,031	23,271
NEW LISTINGS THIS MONTH	1,744	617	251	208	187	4,904
PENDING CONTRACTS						
Current Month - 2007	732	270	119	90	81	2,144
Current Month - 2006	886	369	140	116	73	2,644
Difference	-154	-99	-21	-26	8	-500
% Change	-17.4%	-26.8%	-15%	-22.4%	11%	-18.9%
Year To Date - 2007	8,937	3,633	1,443	1,209	939	27,595
Year To Date - 2006	9,447	4,014	1,550	1,464	904	29,878
Difference	-510	-381	-107	-255	35	-2283
% Change	-5.4%	-9.5%	-6.9%	-17.4%	3.9%	-7.6%
CLOSED SALES						
Current Month - 2007	797	292	121	112	103	2,394
Current Month - 2006	1,007	402	143	140	92	3,008
Difference	-210	-110	-22	-28	11	-614
% Change	-20.9%	-27.4%	-15.4%	-20%	12%	-20.4%
Year To Date - 2007	8,640	3,553	1,412	1,193	920	26,846
Year To Date - 2006	9,473	3,899	1,556	1,417	881	29,447
Difference	-833	-346	-144	-224	39	-2601
% Change	-8.8%	-8.9%	-9.3%	-15.8%	4.4%	-8.8%
AVERAGE SALE PRICE						
Current Month - 2007	\$128,495	\$177,253	\$197,071	\$166,432	\$120,358	\$170,534
Current Month - 2006	\$139,537	\$172,848	\$220,198	\$178,693	\$115,808	\$180,656
Difference	-\$11,042	\$4,405	-\$23,127	-\$12,261	\$4,550	-\$10,122
% Change	-7.9%	2.5%	-10.5%	-6.9%	3.9%	-5.6%
Year To Date - 2007	\$141,381	\$170,807	\$209,625	\$181,806	\$108,519	\$182,153
Year To Date - 2006	\$149,278	\$170,278	\$211,094	\$179,916	\$115,374	\$185,224
Difference	-\$7,897	\$529	-\$1,469	\$1,890	-\$6,855	-\$3,071
% Change	-5.3%	.3%	-7%	1.1%	-5.9%	-1.7%

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

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