

HEARTLAND MLS STATISTICS - MISSOURI NEW HOMES

Month Of January 2009

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other MO.	Heartland
CURRENT INVENTORY	865	461	235	198	58	3,257
NEW LISTINGS THIS MONTH	85	37	19	12	2	306
PENDING CONTRACTS						
Current Month - 2009	41	32	24	7	1	172
Current Month - 2008	52	54	23	26	2	283
Difference	-11	-22	1	-19	-1	-111
% Change	-21.2%	-40.7%	4.3%	-73.1%	-50%	-39.2%
Year To Date - 2009	41	32	24	7	1	172
Year To Date - 2008	52	54	23	26	2	283
Difference	-11	-22	1	-19	-1	-111
% Change	-21.2%	-40.7%	4.3%	-73.1%	-50%	-39.2%
CLOSED SALES						
Current Month - 2009	24	38	12	5	1	143
Current Month - 2008	37	32	20	18	2	229
Difference	-13	6	-8	-13	-1	-86
% Change	-35.1%	18.8%	-40%	-72.2%	-50%	-37.6%
Year To Date - 2009	24	38	12	5	1	143
Year To Date - 2008	37	32	20	18	2	229
Difference	-13	6	-8	-13	-1	-86
% Change	-35.1%	18.8%	-40%	-72.2%	-50%	-37.6%
AVERAGE SALE PRICE						
Current Month - 2009	\$343,573	\$218,795	\$301,277	\$256,444	\$196,000	\$306,927
Current Month - 2008	\$254,937	\$245,025	\$270,052	\$250,042	\$214,450	\$287,411
Difference	\$88,636	-\$26,230	\$31,225	\$6,402	-\$18,450	\$19,516
% Change	34.8%	-10.7%	11.6%	2.6%	-8.6%	6.8%
Year To Date - 2009	\$343,573	\$218,795	\$301,277	\$256,444	\$196,000	\$306,927
Year To Date - 2008	\$254,937	\$245,025	\$270,052	\$250,042	\$214,450	\$287,411
Difference	\$88,636	-\$26,230	\$31,225	\$6,402	-\$18,450	\$19,516
% Change	34.8%	-10.7%	11.6%	2.6%	-8.6%	6.8%

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

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