

## HEARTLAND MLS STATISTICS - MISSOURI NEW HOMES

### Month Of February 2009

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other MO.	Heartland
CURRENT INVENTORY	838	451	231	189	55	3,162
NEW LISTINGS THIS MONTH	64	55	26	11	2	284
<b>PENDING CONTRACTS</b>						
Current Month - 2009	37	51	34	12	2	226
Current Month - 2008	58	64	29	14	5	338
Difference	-21	-13	5	-2	-3	-112
% Change	-36.2%	-20.3%	17.2%	-14.3%	-60%	-33.1%
Year To Date - 2009	83	86	59	18	3	407
Year To Date - 2008	111	118	51	40	7	620
Difference	-28	-32	8	-22	-4	-213
% Change	-25.2%	-27.1%	15.7%	-55%	-57.1%	-34.4%
<b>CLOSED SALES</b>						
Current Month - 2009	35	26	18	8	1	159
Current Month - 2008	46	56	19	20	4	255
Difference	-11	-30	-1	-12	-3	-96
% Change	-23.9%	-53.6%	-5.3%	-60%	-75%	-37.6%
Year To Date - 2009	60	64	30	14	2	304
Year To Date - 2008	83	88	39	38	6	484
Difference	-23	-24	-9	-24	-4	-180
% Change	-27.7%	-27.3%	-23.1%	-63.2%	-66.7%	-37.2%
<b>AVERAGE SALE PRICE</b>						
Current Month - 2009	\$257,051	\$205,834	\$360,566	\$235,339	\$174,500	\$303,479
Current Month - 2008	\$238,286	\$228,412	\$302,945	\$289,385	\$146,050	\$282,078
Difference	\$18,765	-\$22,578	\$57,621	-\$54,046	\$28,450	\$21,401
% Change	7.9%	-9.9%	19%	-18.7%	19.5%	7.6%
Year To Date - 2009	\$290,793	\$213,530	\$336,850	\$241,060	\$185,250	\$304,469
Year To Date - 2008	\$245,708	\$234,453	\$286,077	\$270,749	\$168,850	\$284,601
Difference	\$45,085	-\$20,923	\$50,773	-\$29,689	\$16,400	\$19,868
% Change	18.3%	-8.9%	17.7%	-11%	9.7%	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