

## Heartland MLS Statistics - Missouri New Homes

Month of March 2009

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
<b>Current Inventory</b>	807	488	209	169	43	3,038
<b>New Listings This Month</b>	56	57	28	6	0	304
<b>Pending Contracts</b>						
Current Month 2009	33	47	21	17	4	215
Current Month 2008	59	70	41	24	2	371
Difference	-26	-23	-20	-7	2	-156
% Change	-44%	-33%	-49%	-29%	100%	-42%
Year To Date 2009	116	135	80	35	7	628
Year To Date 2008	170	190	92	65	9	999
Difference	-54	-55	-12	-30	-2	-371
% Change	-32%	-29%	-13%	-46%	-22%	-37%
<b>Closed Sales</b>						
Current Month 2009	34	42	24	9	1	191
Current Month 2008	63	59	30	21	5	353
Difference	-29	-17	-6	-12	-4	-162
% Change	-46%	-29%	-20%	-57%	-80%	-46%
Year To Date 2009	94	108	55	23	3	500
Year To Date 2008	150	157	75	60	11	867
Difference	-56	-49	-20	-37	-8	-367
% Change	-37%	-31%	-27%	-62%	-73%	-42%
<b>Average Sale Price</b>						
Current Month 2009	\$339,415	\$241,731	\$338,892	\$243,778	\$127,000	\$288,745
Current Month 2008	\$310,827	\$250,998	\$363,807	\$253,645	\$167,860	\$307,978
Difference	28,588	-9,267	-24,915	-9,867	-40,860	-19,233
% Change	9%	-4%	-7%	-4%	-24%	-6%
Year To Date 2009	\$308,380	\$225,718	\$335,906	\$242,124	\$165,833	\$297,932
Year To Date 2008	\$276,952	\$242,927	\$322,793	\$263,917	\$168,400	\$297,223
Difference	31,428	-17,209	13,113	-21,794	-2,567	709
% Change	11%	-7%	4%	-8%	-2%	0%

**Pending Contracts = Pending or Sold status and Contract date within time period specified**

**Closed Sales = Sold status with Settlement Date within time period Specified**