

Heartland MLS Statistics - Missouri New Homes

Month of May 2009

| | Jackson Co. | Clay/Ray Co. | Platte Co. | Cass Co. | Other Co. | Heartland |
|--------------------------------|-------------|--------------|------------|-----------|-----------|-----------|
| Current Inventory | 740 | 446 | 198 | 141 | 39 | 2,730 |
| New Listings This Month | 49 | 50 | 26 | 6 | 4 | 278 |
| Pending Contracts | | | | | | |
| Current Month 2009 | 53 | 42 | 29 | 13 | 3 | 249 |
| Current Month 2008 | 63 | 67 | 33 | 23 | 2 | 345 |
| Difference | -10 | -25 | -4 | -10 | 1 | -96 |
| % Change | -16% | -37% | -12% | -43% | 50% | -28% |
| Year To Date 2009 | 212 | 240 | 124 | 69 | 15 | 1,148 |
| Year To Date 2008 | 299 | 339 | 162 | 107 | 17 | 1,717 |
| Difference | -87 | -99 | -38 | -38 | -2 | -569 |
| % Change | -29% | -29% | -23% | -36% | -12% | -33% |
| Closed Sales | | | | | | |
| Current Month 2009 | 40 | 49 | 21 | 14 | 2 | 231 |
| Current Month 2008 | 64 | 76 | 33 | 23 | 7 | 369 |
| Difference | -24 | -27 | -12 | -9 | -5 | -138 |
| % Change | -38% | -36% | -36% | -39% | -71% | -37% |
| Year To Date 2009 | 170 | 193 | 99 | 54 | 11 | 940 |
| Year To Date 2008 | 285 | 301 | 133 | 105 | 19 | 1,594 |
| Difference | -115 | -108 | -34 | -51 | -8 | -654 |
| % Change | -40% | -36% | -26% | -49% | -42% | -41% |
| Average Sale Price | | | | | | |
| Current Month 2009 | \$265,176 | \$239,928 | \$270,214 | \$216,915 | \$198,450 | \$285,067 |
| Current Month 2008 | \$249,751 | \$225,367 | \$310,184 | \$246,829 | \$189,749 | \$288,682 |
| Difference | 15,426 | 14,561 | -39,969 | -29,913 | 8,701 | -3,615 |
| % Change | 6% | 6% | -13% | -12% | 5% | -1% |
| Year To Date 2009 | \$290,441 | \$232,343 | \$303,243 | \$223,306 | \$179,200 | \$289,691 |
| Year To Date 2008 | \$256,919 | \$243,095 | \$321,144 | \$262,596 | \$174,508 | \$295,553 |
| Difference | 33,522 | -10,753 | -17,901 | -39,291 | 4,692 | -5,862 |
| % Change | 13% | -4% | -6% | -15% | 3% | -2% |

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

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