

# HEARTLAND MLS STATISTICS - MISSOURI NEW HOMES

## Month Of August 2008

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other MO.	Heartland
CURRENT INVENTORY	1,046	517	287	249	66	3,743
NEW LISTINGS THIS MONTH	122	77	55	27	7	449
<b>PENDING CONTRACTS</b>						
Current Month - 2008	47	79	23	14	7	274
Current Month - 2007	65	78	34	25	3	375
Difference	-18	1	-11	-11	4	-101
% Change	-27.7%	1.3%	-32.4%	-44%	133.3%	-26.9%
Year To Date - 2008	481	532	272	164	31	2,677
Year To Date - 2007	772	825	348	331	50	4,311
Difference	-291	-293	-76	-167	-19	-1634
% Change	-37.7%	-35.5%	-21.8%	-50.5%	-38%	-37.9%
<b>CLOSED SALES</b>						
Current Month - 2008	59	61	50	17	3	327
Current Month - 2007	89	110	55	46	3	578
Difference	-30	-49	-5	-29	0	-251
% Change	-33.7%	-44.5%	-9.1%	-63%	%	-43.4%
Year To Date - 2008	449	481	270	166	25	2,588
Year To Date - 2007	776	804	345	324	54	4,203
Difference	-327	-323	-75	-158	-29	-1615
% Change	-42.1%	-40.2%	-21.7%	-48.8%	-53.7%	-38.4%
<b>AVERAGE SALE PRICE</b>						
Current Month - 2008	\$278,254	\$261,812	\$299,053	\$238,755	\$178,133	\$297,845
Current Month - 2007	\$247,122	\$243,415	\$313,332	\$268,226	\$202,800	\$292,947
Difference	\$31,132	\$18,397	-\$14,279	-\$29,471	-\$24,667	\$4,898
% Change	12.6%	7.6%	-4.6%	-11%	-12.2%	1.7%
Year To Date - 2008	\$263,788	\$245,315	\$301,484	\$257,116	\$174,561	\$295,915
Year To Date - 2007	\$261,021	\$243,242	\$309,121	\$252,514	\$175,972	\$291,037
Difference	\$2,767	\$2,073	-\$7,637	\$4,602	-\$1,411	\$4,878
% Change	1.1%	.9%	-2.5%	1.8%	-.8%	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