

Heartland MLS Statistics - Missouri New Homes
Month of August 2009

| | Jackson Co. | Clay/Ray Co. | Platte Co. | Cass Co. | Other Co. | Heartland |
|--------------------------------|-------------|--------------|------------|-----------|-----------|-----------|
| Current Inventory | 635 | 411 | 180 | 124 | 32 | 2,394 |
| New Listings This Month | 46 | 53 | 24 | 14 | 5 | 297 |
| Pending Contracts | | | | | | |
| Current Month 2009 | 35 | 60 | 16 | 14 | 3 | 248 |
| Current Month 2008 | 46 | 74 | 22 | 13 | 6 | 269 |
| Difference | -11 | -14 | -6 | 1 | -3 | -21 |
| % Change | -24% | -19% | -27% | 8% | -50% | -8% |
| Year To Date 2009 | 325 | 399 | 185 | 116 | 23 | 1,909 |
| Year To Date 2008 | 448 | 518 | 260 | 157 | 32 | 2,587 |
| Difference | -123 | -119 | -75 | -41 | -9 | -678 |
| % Change | -27% | -23% | -29% | -26% | -28% | -26% |
| Closed Sales | | | | | | |
| Current Month 2009 | 30 | 44 | 17 | 11 | 3 | 190 |
| Current Month 2008 | 59 | 63 | 50 | 18 | 3 | 331 |
| Difference | -29 | -19 | -33 | -7 | 0 | -141 |
| % Change | -49% | -30% | -66% | -39% | 0% | -43% |
| Year To Date 2009 | 289 | 345 | 161 | 96 | 20 | 1,665 |
| Year To Date 2008 | 452 | 483 | 270 | 167 | 25 | 2,598 |
| Difference | -163 | -138 | -109 | -71 | -5 | -933 |
| % Change | -36% | -29% | -40% | -43% | -20% | -36% |
| Average Sale Price | | | | | | |
| Current Month 2009 | \$323,274 | \$279,996 | \$317,707 | \$187,118 | \$171,167 | \$305,462 |
| Current Month 2008 | \$278,255 | \$259,072 | \$299,054 | \$245,398 | \$178,133 | \$296,857 |
| Difference | 45,020 | 20,924 | 18,653 | -58,280 | -6,967 | 8,605 |
| % Change | 16% | 8% | 6% | -24% | -4% | 3% |
| Year To Date 2009 | \$288,016 | \$244,325 | \$317,660 | \$231,957 | \$181,915 | \$296,628 |
| Year To Date 2008 | \$264,020 | \$245,087 | \$301,484 | \$257,723 | \$174,562 | \$295,848 |
| Difference | 23,996 | -762 | 16,175 | -25,765 | 7,353 | 780 |
| % Change | 9% | 0% | 5% | -10% | 4% | 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