

# HEARTLAND MLS STATISTICS - MISSOURI NEW HOMES

## Month Of September 2008

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other MO.	Heartland
CURRENT INVENTORY	1,046	512	277	235	65	3,694
NEW LISTINGS THIS MONTH	67	56	28	18	7	361
<b>PENDING CONTRACTS</b>						
Current Month - 2008	52	42	21	16	1	251
Current Month - 2007	44	48	32	21	2	287
Difference	8	-6	-11	-5	-1	-36
% Change	18.2%	-12.5%	-34.4%	-23.8%	-50%	-12.5%
Year To Date - 2008	532	577	292	180	33	2,929
Year To Date - 2007	816	873	380	351	52	4,597
Difference	-284	-296	-88	-171	-19	-1668
% Change	-34.8%	-33.9%	-23.2%	-48.7%	-36.5%	-36.3%
<b>CLOSED SALES</b>						
Current Month - 2008	57	69	13	17	7	298
Current Month - 2007	64	75	27	25	5	359
Difference	-7	-6	-14	-8	2	-61
% Change	-10.9%	-8%	-51.9%	-32%	40%	-17%
Year To Date - 2008	508	552	283	183	32	2,890
Year To Date - 2007	840	879	372	349	59	4,562
Difference	-332	-327	-89	-166	-27	-1672
% Change	-39.5%	-37.2%	-23.9%	-47.6%	-45.8%	-36.7%
<b>AVERAGE SALE PRICE</b>						
Current Month - 2008	\$280,965	\$223,522	\$296,195	\$220,703	\$220,885	\$291,243
Current Month - 2007	\$271,340	\$257,222	\$275,629	\$237,634	\$224,090	\$285,513
Difference	\$9,625	-\$33,700	\$20,566	-\$16,931	-\$3,205	\$5,730
% Change	3.5%	-13.1%	7.5%	-7.1%	-1.4%	2%
Year To Date - 2008	\$265,742	\$242,391	\$301,241	\$253,734	\$184,695	\$295,349
Year To Date - 2007	\$261,807	\$244,434	\$306,690	\$251,448	\$180,050	\$290,602
Difference	\$3,935	-\$2,043	-\$5,449	\$2,286	\$4,645	\$4,747
% Change	1.5%	-.8%	-1.8%	.9%	2.6%	1.6%

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

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