

Heartland MLS Statistics - Missouri New Homes
Month of September 2009

| | Jackson Co. | Clay/Ray Co. | Platte Co. | Cass Co. | Other Co. | Heartland |
|--------------------------------|-------------|--------------|------------|-----------|-----------|-----------|
| Current Inventory | 605 | 350 | 168 | 114 | 30 | 2,242 |
| New Listings This Month | 48 | 51 | 26 | 8 | 3 | 290 |
| Pending Contracts | | | | | | |
| Current Month 2009 | 32 | 42 | 19 | 6 | 5 | 206 |
| Current Month 2008 | 47 | 42 | 20 | 14 | 1 | 238 |
| Difference | -15 | 0 | -1 | -8 | 4 | -32 |
| % Change | -32% | 0% | -5% | -57% | 400% | -13% |
| Year To Date 2009 | 360 | 444 | 204 | 122 | 29 | 2,128 |
| Year To Date 2008 | 495 | 560 | 280 | 171 | 33 | 2,825 |
| Difference | -135 | -116 | -76 | -49 | -4 | -697 |
| % Change | -27% | -21% | -27% | -29% | -12% | -25% |
| Closed Sales | | | | | | |
| Current Month 2009 | 23 | 42 | 17 | 13 | 3 | 202 |
| Current Month 2008 | 57 | 70 | 14 | 17 | 7 | 301 |
| Difference | -34 | -28 | 3 | -4 | -4 | -99 |
| % Change | -60% | -40% | 21% | -24% | -57% | -33% |
| Year To Date 2009 | 312 | 388 | 178 | 109 | 23 | 1,872 |
| Year To Date 2008 | 509 | 553 | 284 | 184 | 32 | 2,899 |
| Difference | -197 | -165 | -106 | -75 | -9 | -1,027 |
| % Change | -39% | -30% | -37% | -41% | -28% | -35% |
| Average Sale Price | | | | | | |
| Current Month 2009 | \$265,059 | \$256,866 | \$257,675 | \$241,122 | \$201,917 | \$285,762 |
| Current Month 2008 | \$280,965 | \$224,364 | \$287,745 | \$220,704 | \$220,886 | \$290,331 |
| Difference | -15,907 | 32,502 | -30,070 | 20,418 | -18,969 | -4,569 |
| % Change | -6% | 14% | -10% | 9% | -9% | -2% |
| Year To Date 2009 | \$286,324 | \$245,299 | \$311,931 | \$233,050 | \$184,524 | \$295,359 |
| Year To Date 2008 | \$265,918 | \$242,464 | \$300,807 | \$254,302 | \$184,695 | \$295,275 |
| Difference | 20,406 | 2,835 | 11,124 | -21,252 | -171 | 84 |
| % Change | 8% | 1% | 4% | -8% | 0% | 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