

HEARTLAND MLS STATISTICS - MISSOURI NEW HOMES

Month Of October 2008

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other MO.	Heartland
CURRENT INVENTORY	1,011	515	262	205	69	3,620
NEW LISTINGS THIS MONTH	92	54	33	32	4	412
PENDING CONTRACTS						
Current Month - 2008	35	46	13	6	1	189
Current Month - 2007	76	71	31	21	6	372
Difference	-41	-25	-18	-15	-5	-183
% Change	-53.9%	-35.2%	-58.1%	-71.4%	-83.3%	-49.2%
Year To Date - 2008	560	621	307	185	33	3,105
Year To Date - 2007	890	944	411	372	58	4,967
Difference	-330	-323	-104	-187	-25	-1862
% Change	-37.1%	-34.2%	-25.3%	-50.3%	-43.1%	-37.5%
CLOSED SALES						
Current Month - 2008	45	49	16	9	1	253
Current Month - 2007	70	92	31	39	4	434
Difference	-25	-43	-15	-30	-3	-181
% Change	-35.7%	-46.7%	-48.4%	-76.9%	-75%	-41.7%
Year To Date - 2008	553	601	300	192	33	3,144
Year To Date - 2007	910	971	403	388	63	4,996
Difference	-357	-370	-103	-196	-30	-1852
% Change	-39.2%	-38.1%	-25.6%	-50.5%	-47.6%	-37.1%
AVERAGE SALE PRICE						
Current Month - 2008	\$267,116	\$262,772	\$318,863	\$323,446	\$210,000	\$333,112
Current Month - 2007	\$267,792	\$234,954	\$299,108	\$241,036	\$145,475	\$287,643
Difference	-\$676	\$27,818	\$19,755	\$82,410	\$64,525	\$45,469
% Change	-.3%	11.8%	6.6%	34.2%	44.4%	15.8%
Year To Date - 2008	\$265,854	\$244,053	\$301,770	\$257,001	\$185,461	\$298,351
Year To Date - 2007	\$262,267	\$243,536	\$306,107	\$250,402	\$177,855	\$290,345
Difference	\$3,587	\$517	-\$4,337	\$6,599	\$7,606	\$8,006
% Change	1.4%	.2%	-1.4%	2.6%	4.3%	2.8%

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

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