

Heartland MLS Statistics - Missouri New Homes
Month of October 2009

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	624	318	170	110	32	2,212
New Listings This Month	36	62	30	8	2	248
Pending Contracts						
Current Month 2009	26	50	33	6	1	210
Current Month 2008	35	39	12	3	1	170
Difference	-9	11	21	3	0	40
% Change	-26%	28%	175%	100%	0%	24%
Year To Date 2009	386	490	237	128	29	2,342
Year To Date 2008	530	596	291	174	34	2,988
Difference	-144	-106	-54	-46	-5	-646
% Change	-27%	-18%	-19%	-26%	-15%	-22%
Closed Sales						
Current Month 2009	29	43	19	9	5	219
Current Month 2008	46	49	16	9	1	256
Difference	-17	-6	3	0	4	-37
% Change	-37%	-12%	19%	0%	400%	-14%
Year To Date 2009	341	431	199	118	28	2,095
Year To Date 2008	555	602	300	193	33	3,155
Difference	-214	-171	-101	-75	-5	-1,060
% Change	-39%	-28%	-34%	-39%	-15%	-34%
Average Sale Price						
Current Month 2009	\$287,472	\$236,622	\$306,171	\$228,402	\$183,480	\$274,216
Current Month 2008	\$264,747	\$262,773	\$318,863	\$323,447	\$210,000	\$331,627
Difference	22,725	-26,151	-12,692	-95,045	-26,520	-57,411
% Change	9%	-10%	-4%	-29%	-13%	-17%
Year To Date 2009	\$286,422	\$244,434	\$309,447	\$232,696	\$184,338	\$292,962
Year To Date 2008	\$265,821	\$244,117	\$301,770	\$257,527	\$185,462	\$298,225
Difference	20,601	317	7,677	-24,831	-1,124	-5,263
% Change	8%	0%	3%	-10%	-1%	-2%

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

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