

HEARTLAND MLS STATISTICS - MISSOURI NEW HOMES

Month Of November 2008

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other MO.	Heartland
CURRENT INVENTORY	962	471	258	208	67	3,470
NEW LISTINGS THIS MONTH	30	41	9	11	2	239
PENDING CONTRACTS						
Current Month - 2008	22	27	9	8		132
Current Month - 2007	52	68	14	16	1	278
Difference	-30	-41	-5	-8	-1	-146
% Change	-57.7%	-60.3%	-35.7%	-50%	-100%	-52.5%
Year To Date - 2008	582	640	317	191	34	3,230
Year To Date - 2007	942	1,012	423	388	59	5,243
Difference	-360	-372	-106	-197	-25	-2013
% Change	-38.2%	-36.8%	-25.1%	-50.8%	-42.4%	-38.4%
CLOSED SALES						
Current Month - 2008	27	28	16	10	3	168
Current Month - 2007	74	99	33	24	3	443
Difference	-47	-71	-17	-14	0	-275
% Change	-63.5%	-71.7%	-51.5%	-58.3%	%	-62.1%
Year To Date - 2008	581	629	316	202	36	3,313
Year To Date - 2007	984	1,070	436	412	66	5,439
Difference	-403	-441	-120	-210	-30	-2126
% Change	-41%	-41.2%	-27.5%	-51%	-45.5%	-39.1%
AVERAGE SALE PRICE						
Current Month - 2008	\$321,954	\$258,873	\$336,702	\$298,329	\$188,040	\$325,559
Current Month - 2007	\$261,598	\$278,329	\$302,556	\$263,118	\$194,833	\$290,888
Difference	\$60,356	-\$19,456	\$34,146	\$35,211	-\$6,793	\$34,671
% Change	23.1%	-7%	11.3%	13.4%	-3.5%	11.9%
Year To Date - 2008	\$268,276	\$244,713	\$303,538	\$259,047	\$185,676	\$299,688
Year To Date - 2007	\$262,217	\$246,755	\$305,838	\$251,143	\$178,626	\$290,389
Difference	\$6,059	-\$2,042	-\$2,300	\$7,904	\$7,050	\$9,299
% Change	2.3%	-.8%	-.8%	3.1%	3.9%	3.2%

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

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