

Heartland MLS Statistics - Missouri New Homes
Month of November 2009

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	603	320	168	106	31	2,139
New Listings This Month	72	30	21	19	0	241
Pending Contracts						
Current Month 2009	19	28	13	15	0	142
Current Month 2008	21	27	9	9	0	127
Difference	-2	1	4	6	0	15
% Change	-10%	4%	44%	67%	0%	12%
Year To Date 2009	404	518	251	143	29	2,490
Year To Date 2008	552	623	300	183	34	3,116
Difference	-148	-105	-49	-40	-5	-626
% Change	-27%	-17%	-16%	-22%	-15%	-20%
Closed Sales						
Current Month 2009	33	46	27	13	1	250
Current Month 2008	27	30	17	10	3	172
Difference	6	16	10	3	-2	78
% Change	22%	53%	59%	30%	-67%	45%
Year To Date 2009	375	479	227	132	29	2,352
Year To Date 2008	582	632	317	203	36	3,327
Difference	-207	-153	-90	-71	-7	-975
% Change	-36%	-24%	-28%	-35%	-19%	-29%
Average Sale Price						
Current Month 2009	\$245,215	\$221,281	\$256,320	\$267,979	\$280,000	\$280,350
Current Month 2008	\$321,954	\$259,279	\$340,717	\$298,330	\$188,040	\$324,155
Difference	-76,740	-37,998	-84,397	-30,351	91,960	-43,805
% Change	-24%	-15%	-25%	-10%	49%	-14%
Year To Date 2009	\$283,041	\$241,786	\$302,931	\$235,904	\$187,636	\$291,594
Year To Date 2008	\$268,425	\$244,837	\$303,859	\$259,537	\$185,677	\$299,565
Difference	14,616	-3,051	-928	-23,633	1,959	-7,972
% Change	5%	-1%	0%	-9%	1%	-3%

Pending Contracts = Pending or Sold status and Contract date within time period specified
Closed Sales = Sold status with Settlement Date within time period Specified