

HEARTLAND MLS STATISTICS - MISSOURI NEW HOMES

MONTH OF DECEMBER 2008

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
CURRENT INVENTORY	885	463	255	202	55	3296
NEW LISTINGS THIS MONTH	54	31	38	17	2	291
PENDING CONTRACTS						
Current Month - 2008	16	34	11	9	1	136
Current Month - 2007	47	33	15	10	3	230
Difference	-31	1	-4	-1	-2	-94
% Change	-66%	3%	-27%	-10%	-67%	-41%
Year To Date - 2008	595	676	323	200	35	3353
Year To Date - 2007	987	1045	438	398	62	5469
Difference	-392	-369	-115	-198	-27	-2116
% Change	-40%	-35%	-26%	-50%	-44%	-39%
CLOSED SALES						
Current Month - 2008	37	50	19	13	0	213
Current Month - 2007	65	72	25	20	1	374
Difference	-28	-22	-6	-7	-1	-161
% Change	-43%	-31%	-24%	-35%	-100%	-43%
Year To Date - 2008	618	681	336	215	36	3530
Year To Date - 2007	1049	1142	461	432	67	5813
Difference	-431	-461	-125	-217	-31	-2283
% Change	-41%	-40%	-27%	-50%	-46%	-39%
AVERAGE SALE PRICE						
Current Month - 2008	361821	274650	384253	262069	0	317670
Current Month - 2007	267502	241486	271814	300891	48000	315051
Difference	94319	33164	112439	-38822	-48000	2619
% Change	35%	14%	41%	-13%	-100%	1%
Year To Date - 2008	273997	246729	308404	259230	185676	300752
Year To Date - 2007	262544	246423	303993	253446	176677	291976
Difference	11453	306	4411	5784	8999	8776
% Change	4%	0%	1%	2%	5%	3%

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

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