

March 2012

Kansas City Regional Real Estate Market Report

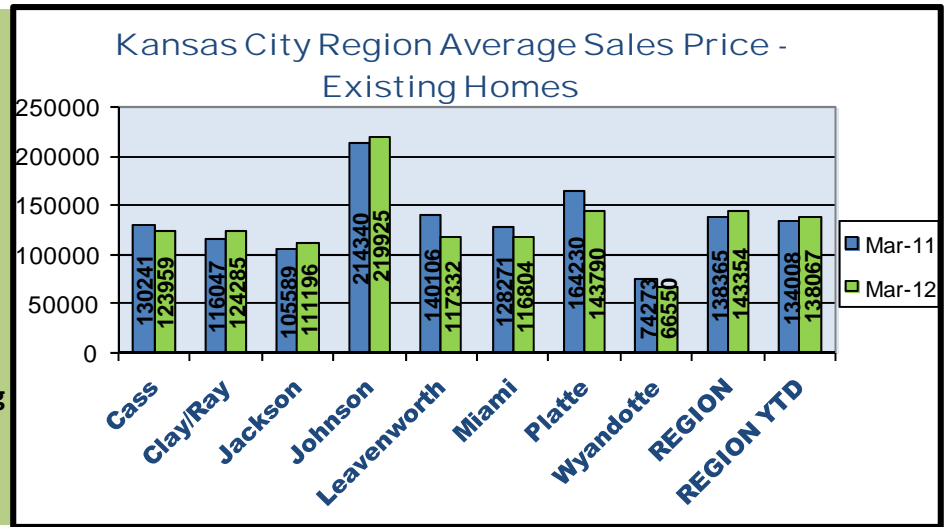


Average Sales Price

The average existing home sale price in March 2012 was \$143,354.

March 2012 existing home sale price (\$143,354) is 3 percent above the March 2011 (\$138,365).

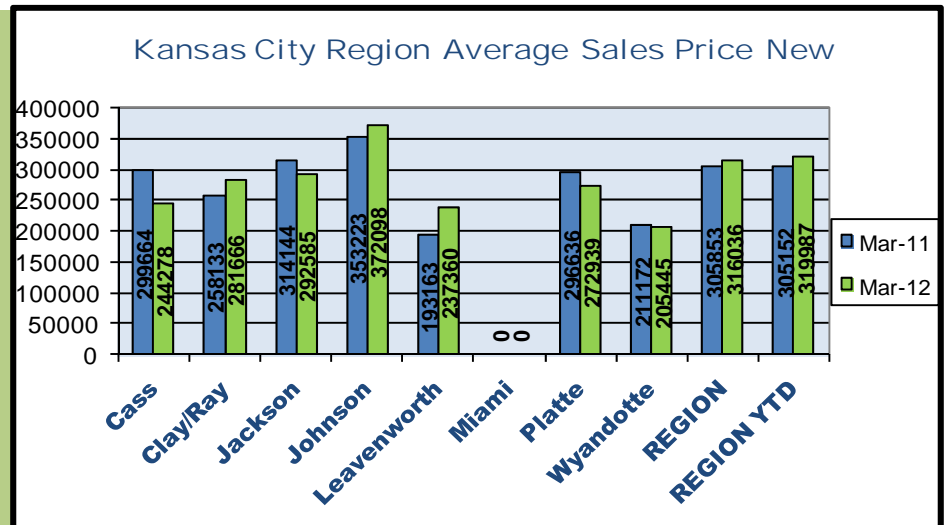
Three of the eight counties (Clay/Ray, Jackson and Johnson) experienced an increase in average sales price for existing homes from the same month last year.



The average new home price in March 2012 was \$316,036.

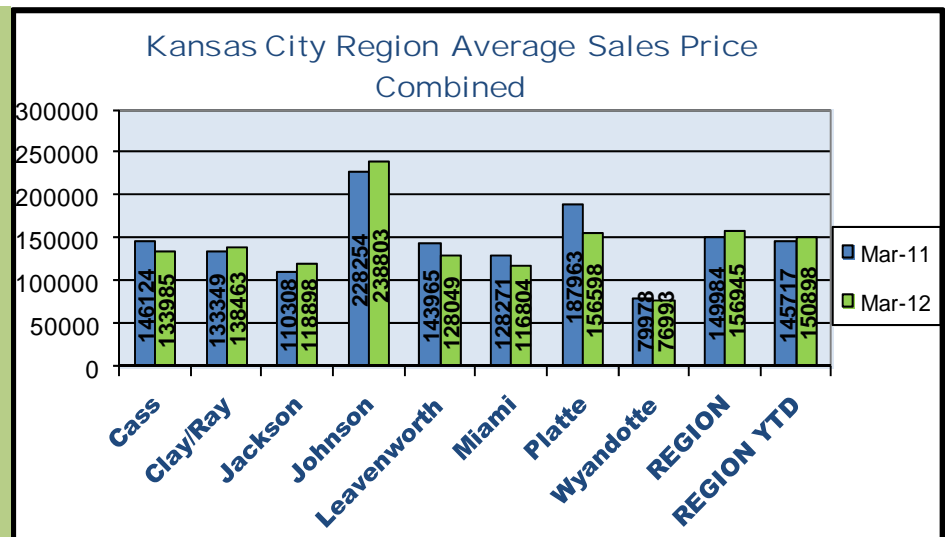
The average new home price in March 2012 (\$316,036) is 3 percent above the March 2011 average new home price (\$305,853).

All but three counties (Cass, Platte and Wyandotte) showed an increase in new home prices compared to one year ago.



The average sales price for new & existing homes (combined) in March 2012 was \$156,945.

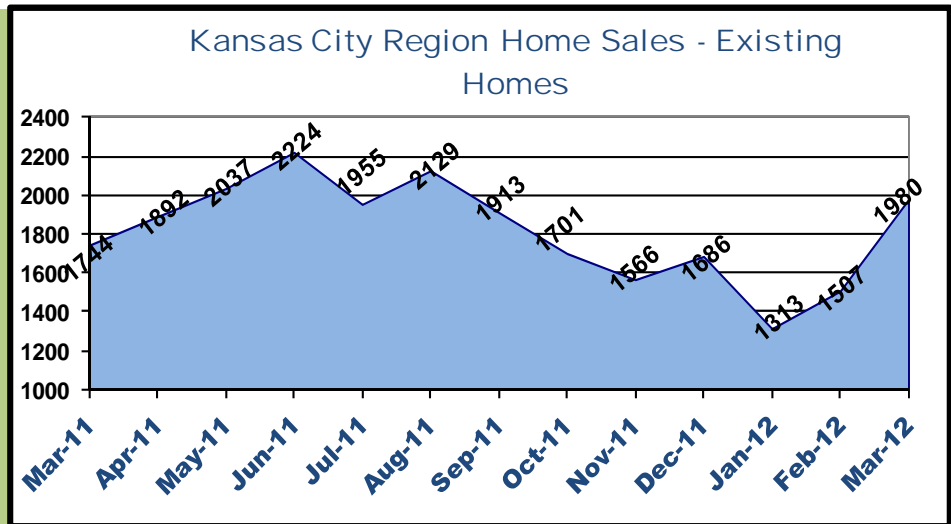
March 2012 average sales price for new & existing homes (\$156,945) represents a 4 percent increase over March 2011 (\$149,984).



Home Sales

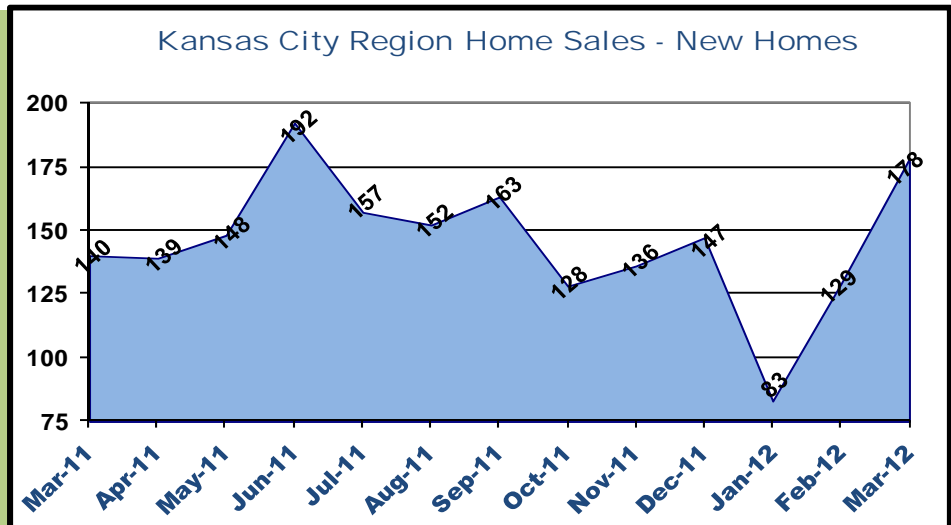
Existing home sales in March 2012 totaled 1,980.

March 2012 existing homes sales (1,980) represent an increase of 14 percent over March 2011 home sales (1,744).



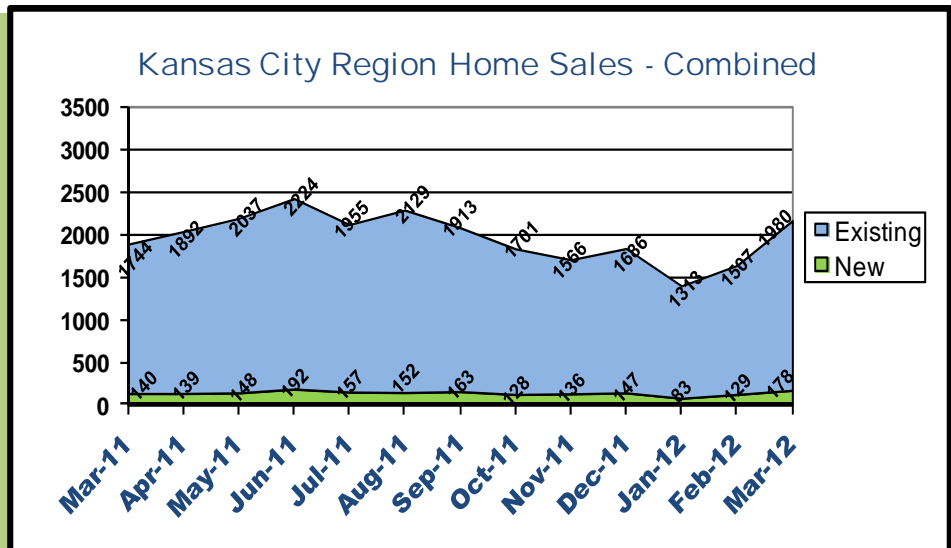
New home sales in March 2012 totaled 178.

March 2012 new home sales (178) were 27 percent higher than March 2011 home sales (140).



Combined home sales (new and existing) in March 2012 totaled 2,158.

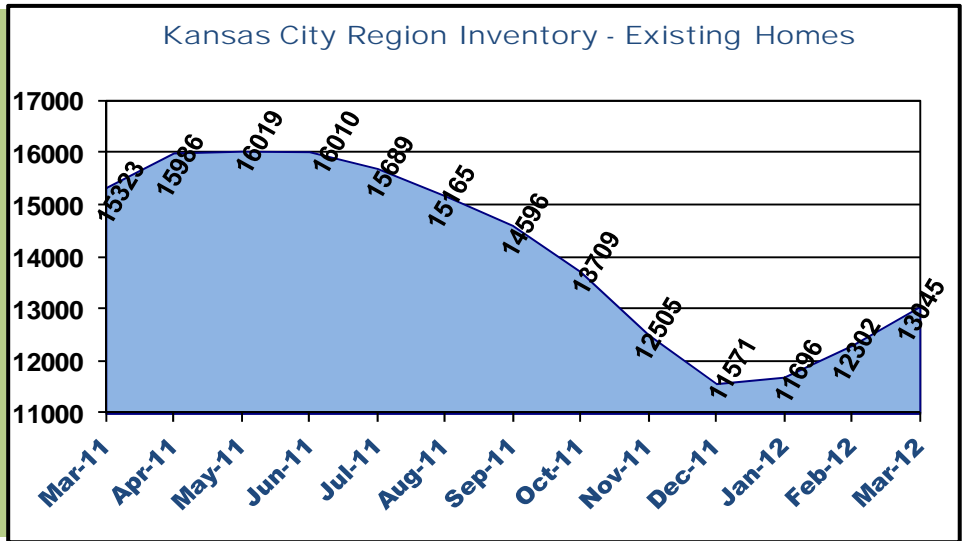
Combined homes sales for March 2012 (2,158) were 15 percent higher than March 2011 totals (1,884).



Home Inventory

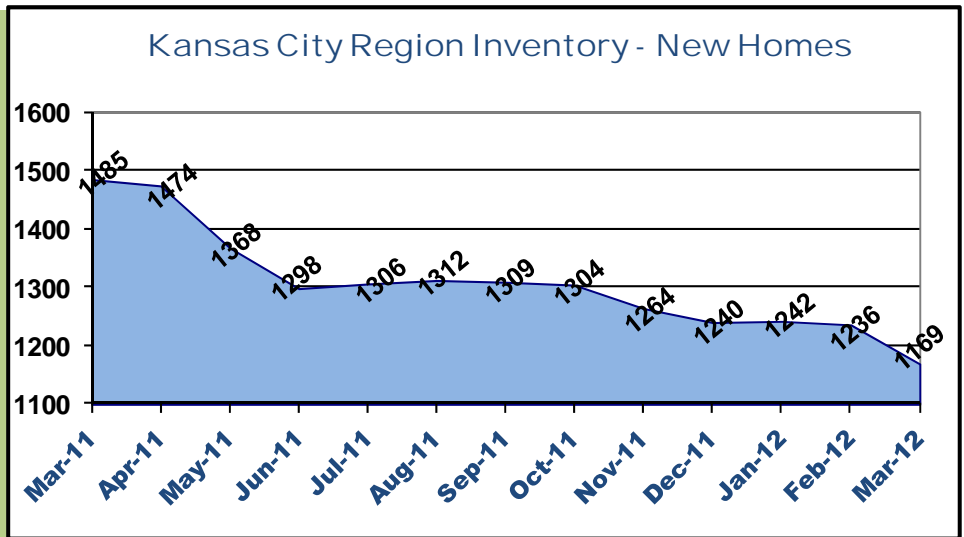
The existing home inventory in March 2012 was 13,045.

March 2012 existing home inventory (13,045) is 15 percent lower than the March 2011 existing home inventory (15,323).



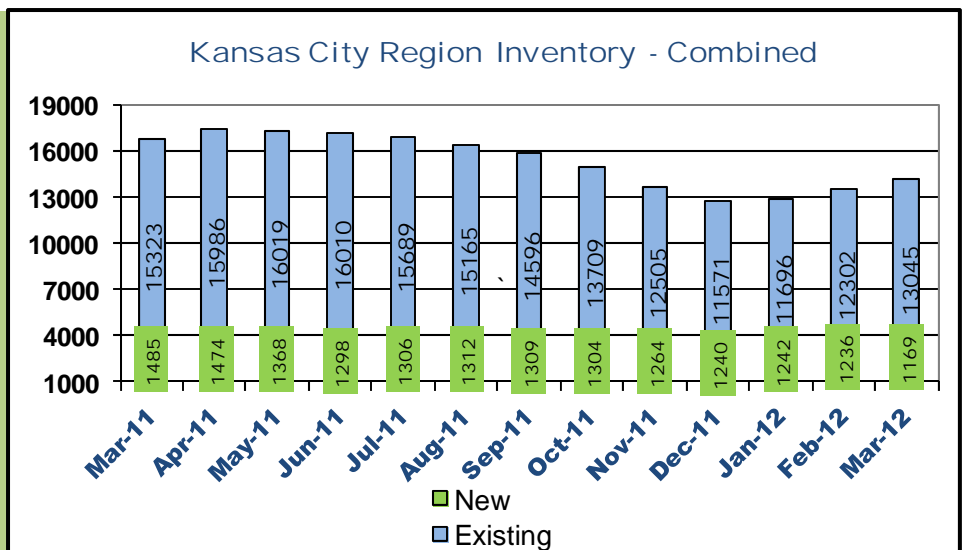
The new home inventory in March 2012 was 1,169.

March 2012 new home inventory (1,169) is 21 percent lower than March 2011 existing inventory (1,485).



Inventory of combined new & existing homes in March 2012 was 14,214.

March 2012 inventory for new & existing homes (14,214) represents a 15 percent decrease from the March 2011 new & existing home inventory (16,808).



Supply of Homes on Market

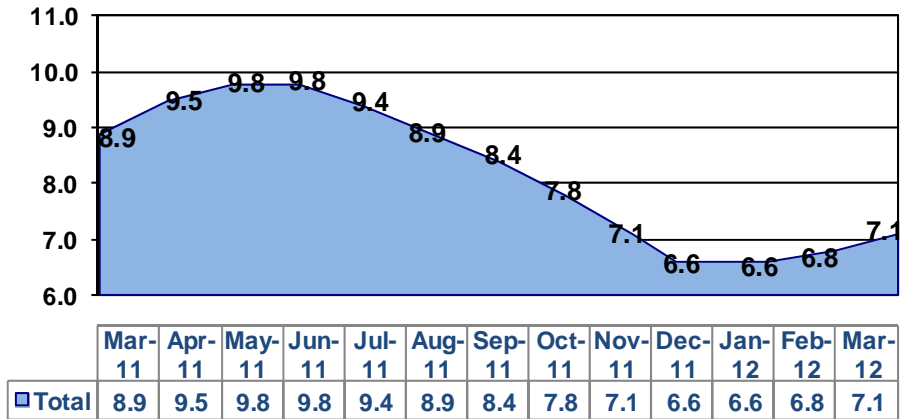
Supply calculation is determined by taking the "Inventory" and dividing it by the "12 month average of the number of Sales." Generally speaking, a 5-6 month supply of homes on the market equates to a "balanced" market. When the supply exceeds 6 months, the market begins to favor buyers, and when the supply is less than 5 months the market tends to favor sellers.

The existing homes supply in March 2012 was 7.1 months.

This supply is more than a full month lower than the March 2011 supply of new homes (8.9 months).

A 7.1 month supply represents only a slight buyer's edge in the existing home market.

Months of Supply Existing Homes

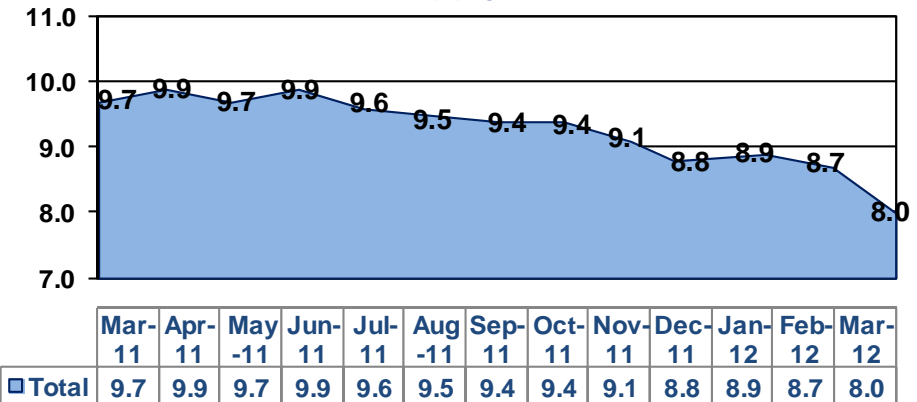


The new home supply in March 2012 was 8 months.

This supply is lower than the March 2011 supply of new homes (9.7).

An 8 month supply represents a new home market favoring buyers.

Months of Supply - New Homes

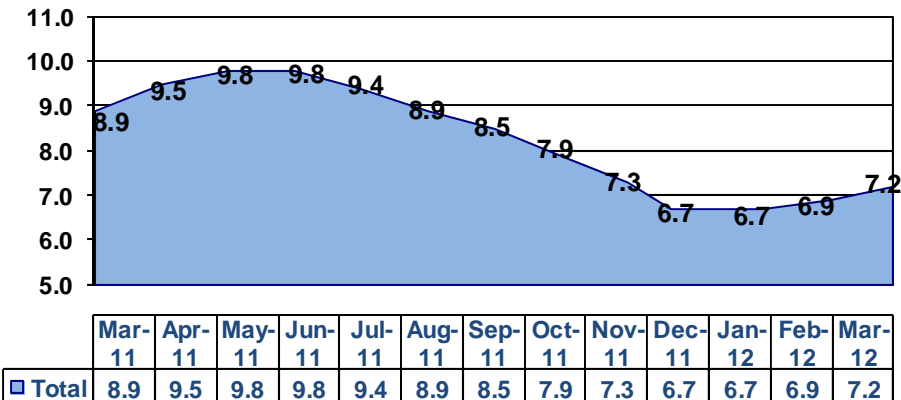


Supply for combined new and existing homes in March 2012 was 7.2 months of supply.

This supply is more than one month lower than the 8.9 months of supply in March 2011.

A 7.2 month supply represents only a slight buyer's edge for combined new and existing homes.

Months of Supply - Combined

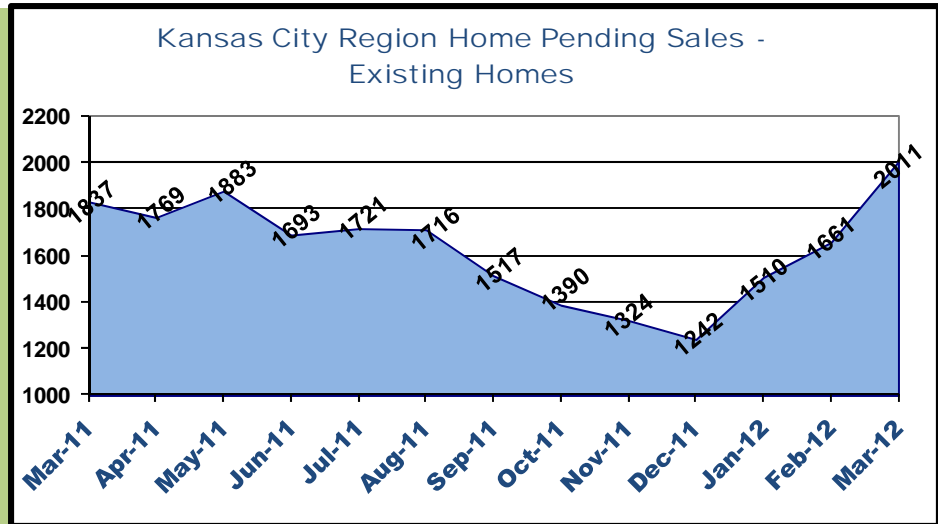


Pending Sales

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

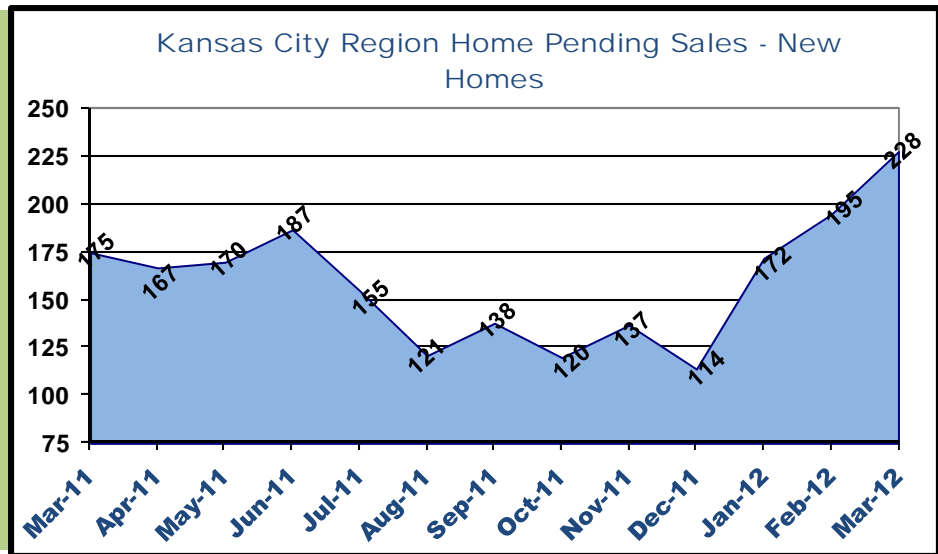
Existing homes pending contracts for March 2012 were 2,011.

March 2012 existing homes pending contracts (2,011) represent a 9 percent increase over March 2011 pending contracts (1,837).



New home pending contracts for March 2012 were 228.

March 2012 existing homes pending contracts (228) were 30 percent higher than March 2011 existing homes pending contracts (175).



Combined (new and existing) homes pending contracts in March 2012 were 2,239.

Combined homes pending contracts for March 2012 (2,239) were 11 percent higher than March 2011 totals (2,012).

