

**April
2012**

**Kansas City Regional
Real Estate Market Report**

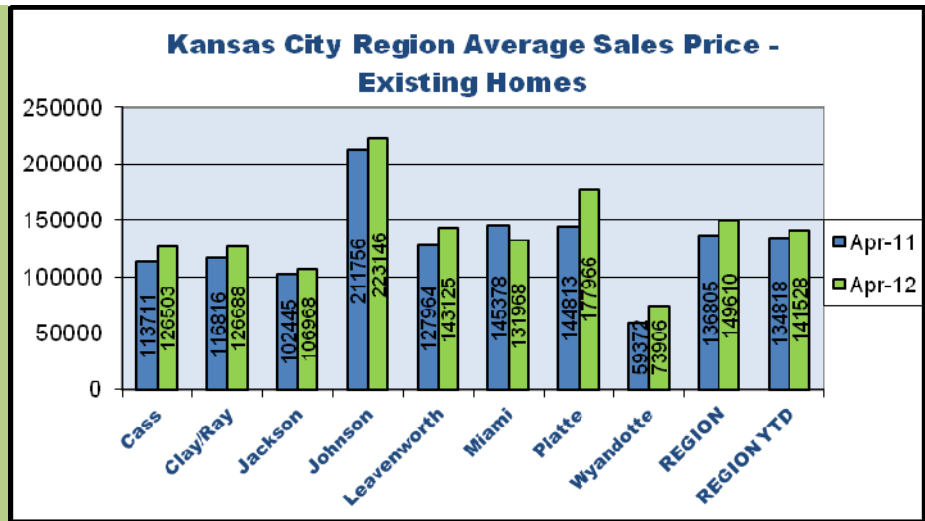


Average Sales Price

The average existing home sale price in April 2012 was \$149,610.

April 2012 existing home sale price (\$149,610) is 9 percent above April 2011 (\$136,805).

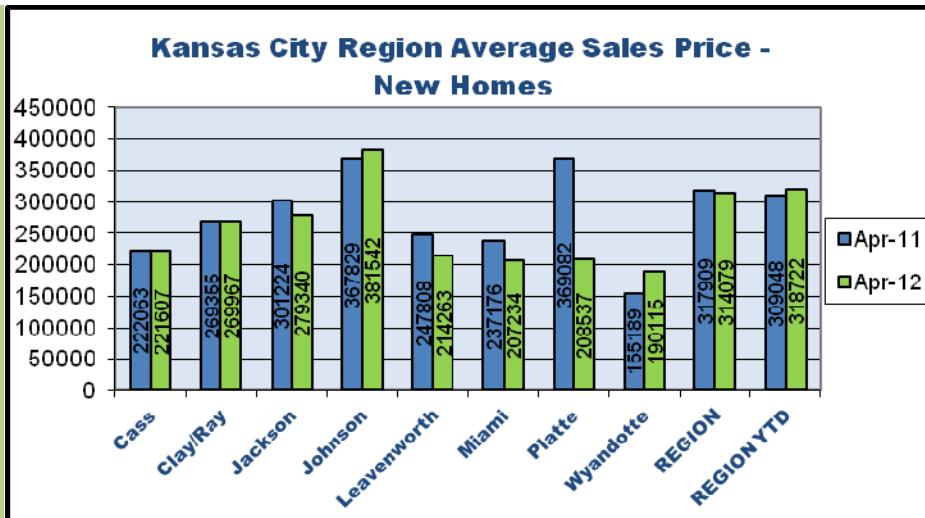
All but one county (Miami) experienced an increase in average sales price for existing homes from the same month last year.



The average new home price in April 2012 was \$314,079.

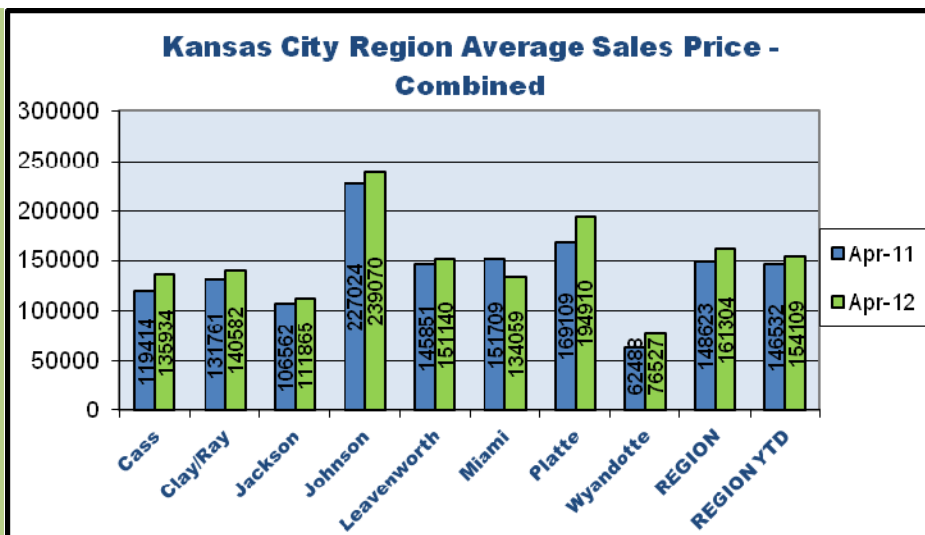
The average new home price in April 2012 (\$314,079) is 1 percent below the April 2011 average new home price (\$317,909).

Three counties (Clay/Ray, Johnson and Wyandotte) showed an increase in new home prices compared to one year ago.



The average sales price for new & existing homes (combined) in April 2012 was \$161,304.

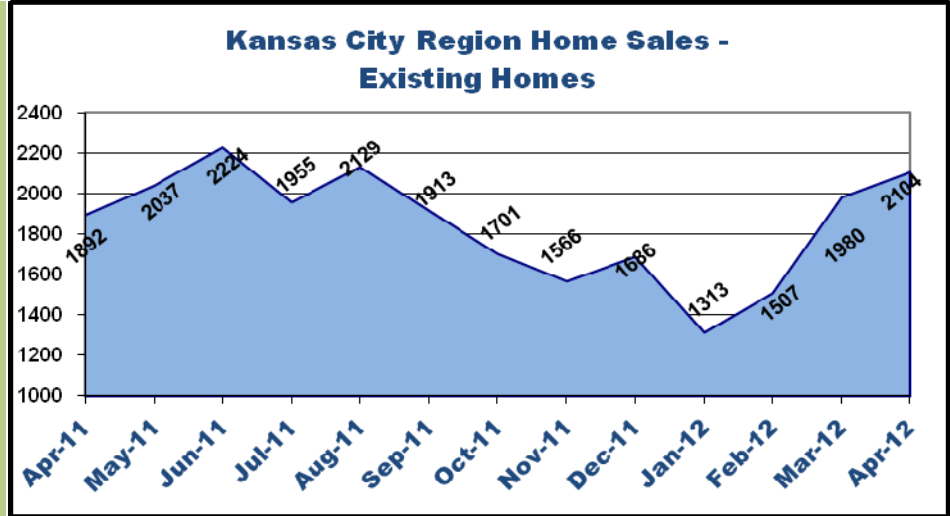
April 2012 average sales price for new & existing homes (\$161,304) represents a 8.5 percent increase over April 2011 (\$148,623).



Home Sales

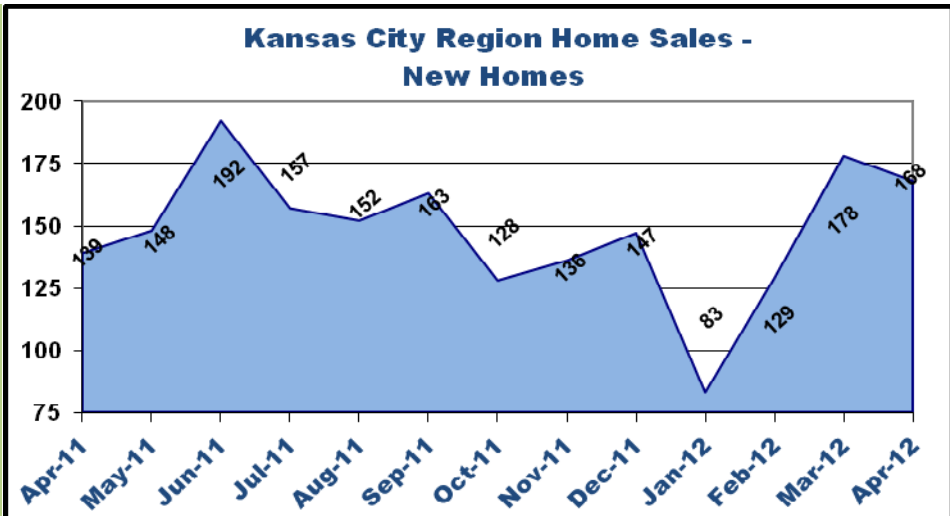
Existing home sales in April 2012 totaled 2,104.

April 2012 existing homes sales (2,104) represent an increase of 10 percent over April 2011 home sales (1,892).



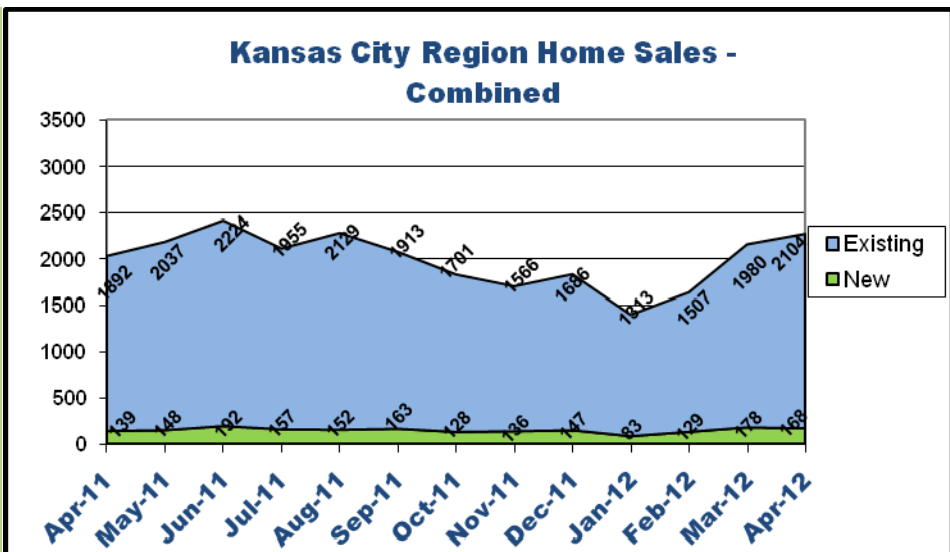
New home sales in April 2012 totaled 168.

April 2012 new home sales (168) were 17 percent higher than April 2011 home sales (139).



Combined home sales (new and existing) in April 2012 totaled 2,272.

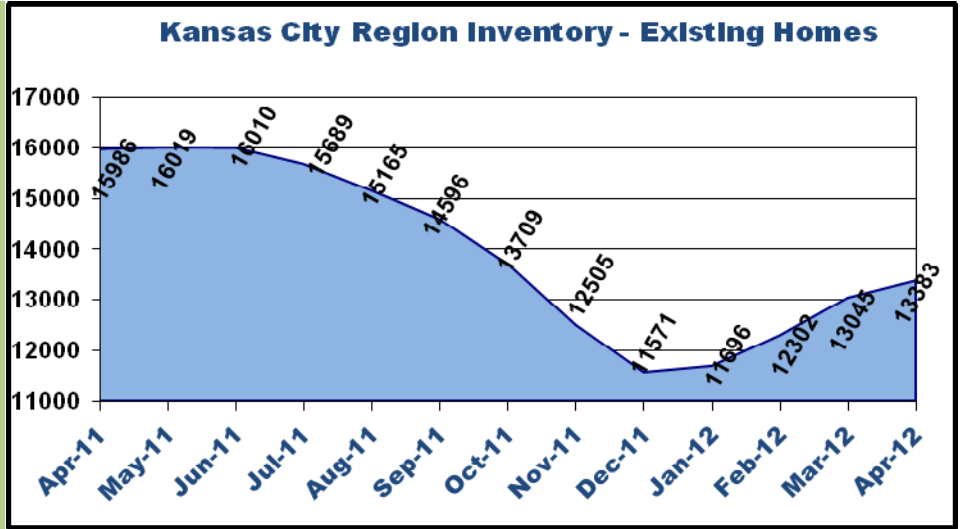
Combined homes sales for April 2012 (2,272) were 11 percent higher than April 2011 totals (2,031).



Home Inventory

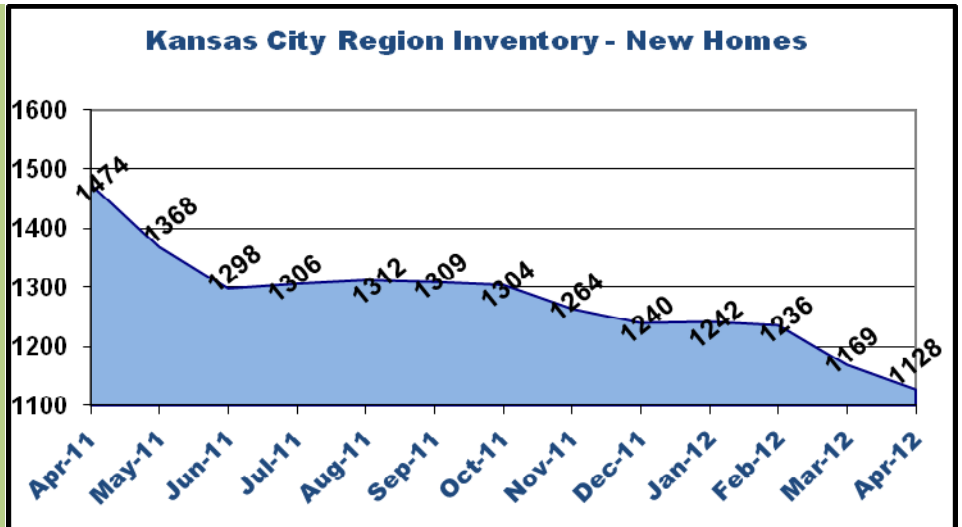
The existing home inventory in April 2012 was 13,383.

April 2012 existing home inventory (13,383) is 19 percent lower than the April 2011 existing home inventory (15,986).



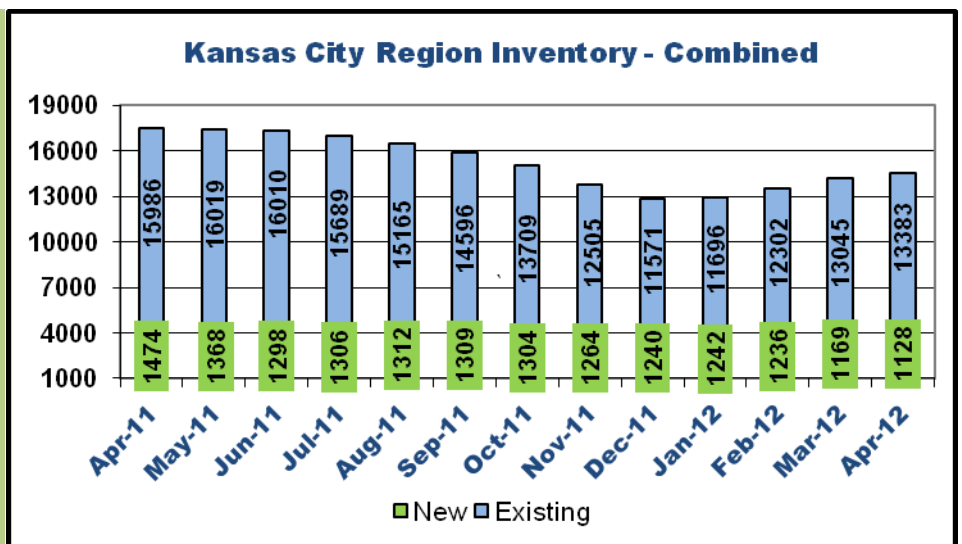
The new home inventory in April 2012 was 1,128.

April 2012 new home inventory (1,128) is 31 percent lower than April 2011 new home inventory (1,474).



Inventory of combined new & existing homes in April 2012 was 14,511.

April 2012 inventory for new & existing homes (14,511) represents a 20 percent decrease from the April 2011 new & existing home inventory (17,460).



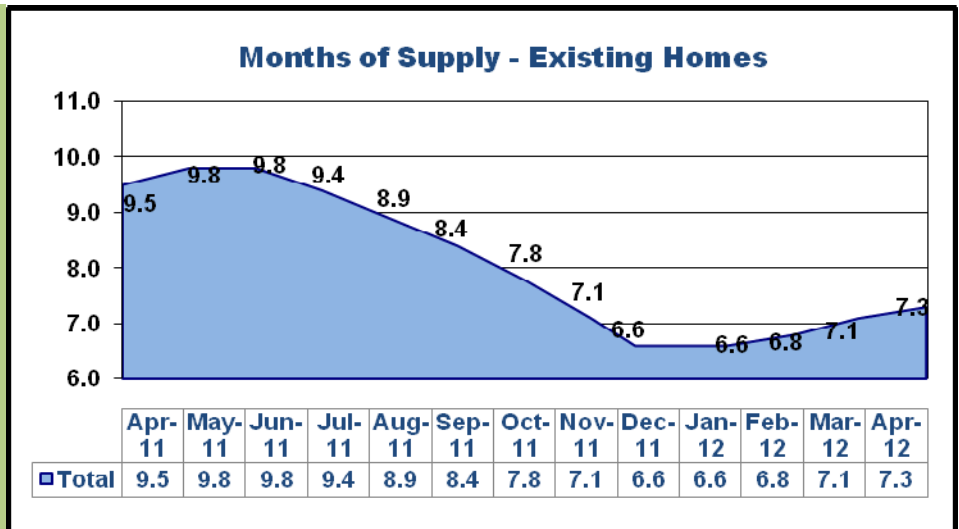
Supply of Homes on Market

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 April 2012 was 7.3 months.

This supply is more than two months lower than the April 2011 supply of existing homes (9.5 months).

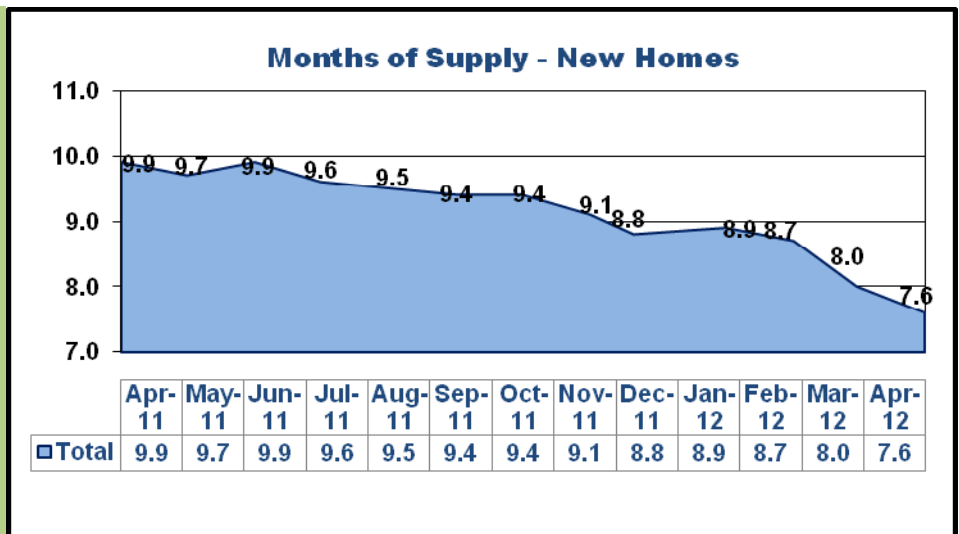
A 7.3 month supply represents only a slight buyer's edge in the existing home market.



The new home supply in April 2012 was 7.6 months.

This supply is more than two months lower than the April 2011 supply of new homes (9.9).

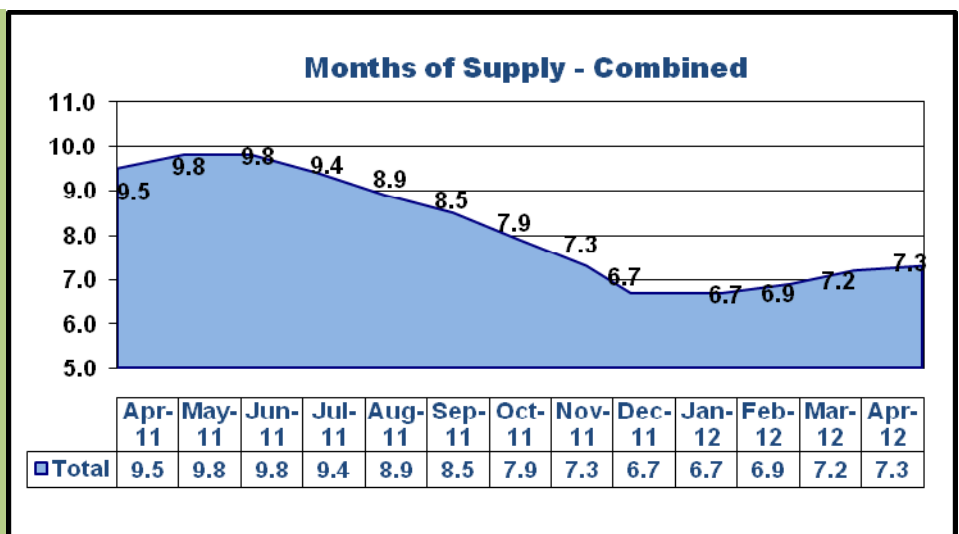
A 7.6 month supply represents a new home market slightly favoring buyers.



Supply for combined new and existing homes in April 2012 was 7.3 months.

This supply is more than two months lower than the 9.5 months of supply in April 2011.

A 7.3 month supply represents only a slight buyer's edge for combined new and existing homes.

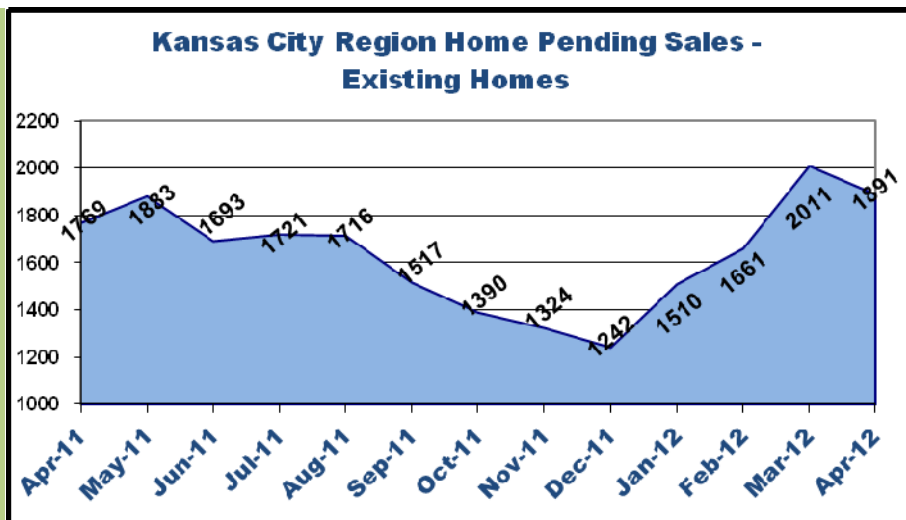


Pending Sales

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

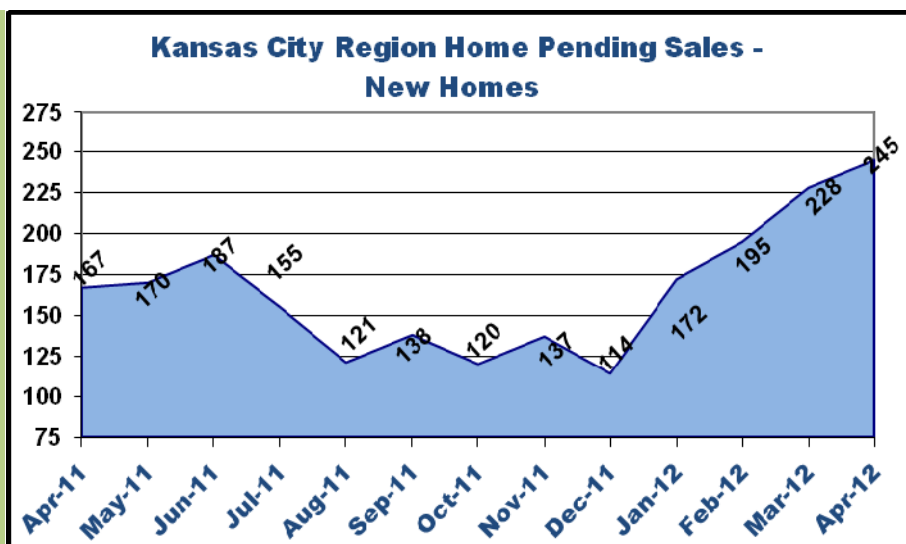
Existing homes pending contracts for April 2012 were 1,891.

April 2012 existing homes pending contracts (1,891) represent a 6 percent increase over April 2011 pending contracts (1,769).



New homes pending contracts for April 2012 were 245.

April 2012 new homes pending contracts (245) were 32 percent higher than April 2011 new homes pending contracts (167).



Combined (new and existing) homes pending contracts in April 2012 were 2,136.

Combined homes pending contracts for April 2012 (2,136) were 9 percent higher than April 2011 totals (1,936).

