

August 2012

Kansas City Regional Real Estate Market Report

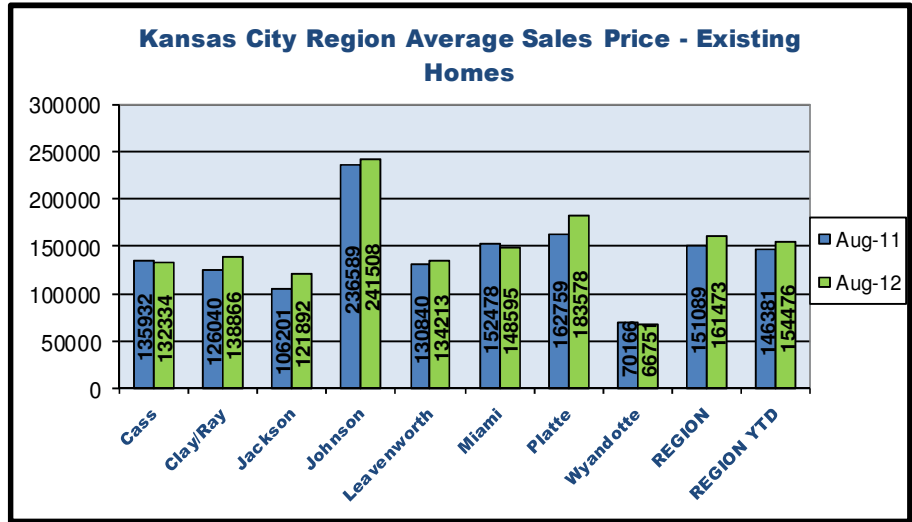


Average Sales Price

The average existing home sale price in August 2012 was \$161,473.

August 2012 existing home sale price (\$161,473) is 7 percent above August 2011 (\$151,089).

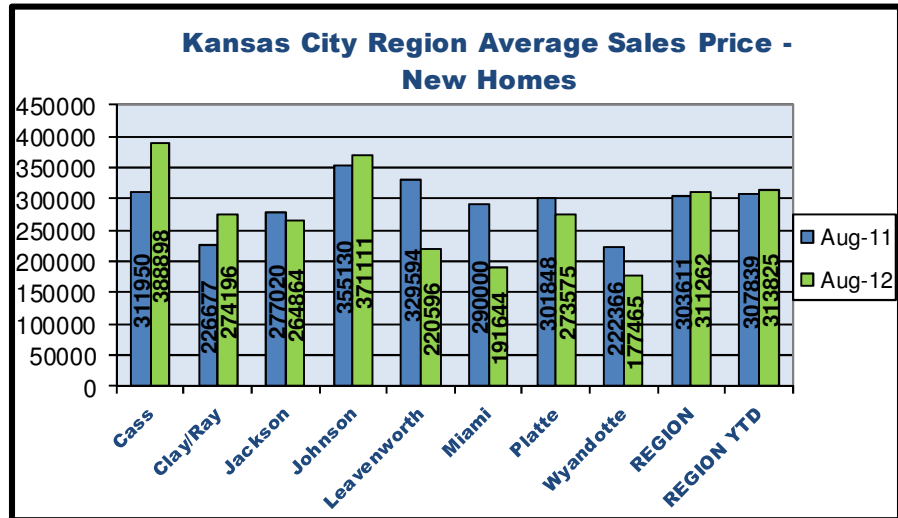
All but three counties (Cass, Miami and Wyandotte) experienced an increase in average sales price for existing homes from the same month last year.



The average new home price in August 2012 was \$311,262.

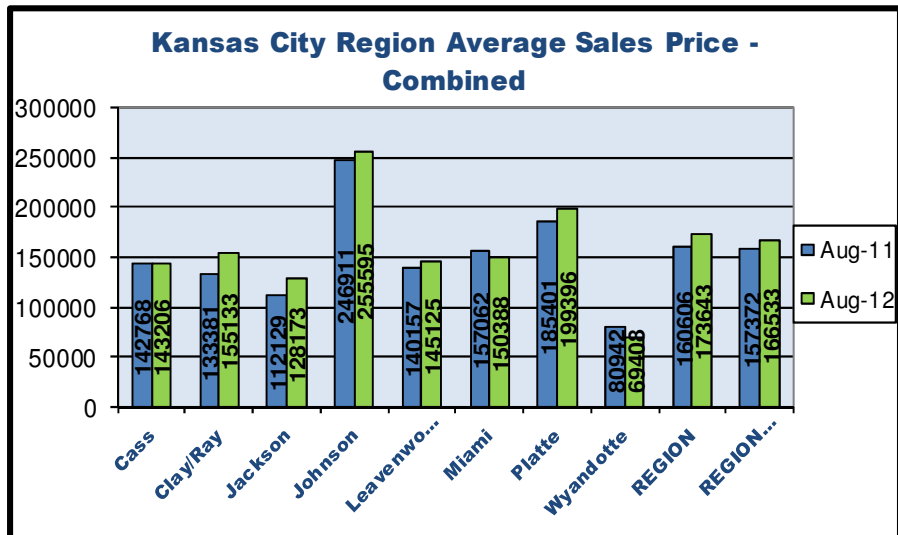
The average new home price in August 2012 (\$311,262) is 2 percent above the August 2011 average new home price (\$303,611).

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



The average sales price for new & existing homes (combined) in August 2012 was \$173,643.

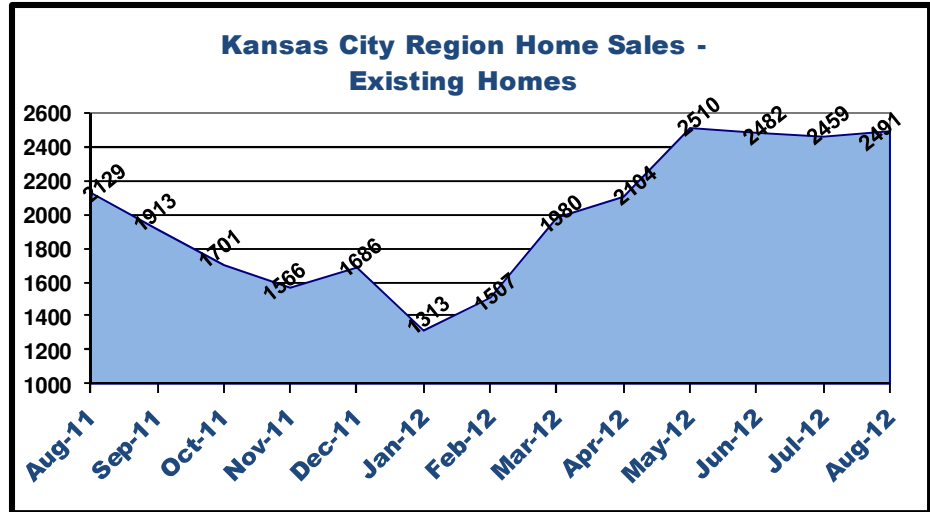
August 2012 average sales price for new & existing homes (\$173,643) represents a 8 percent increase over August 2011 (\$160,606).



Home Sales

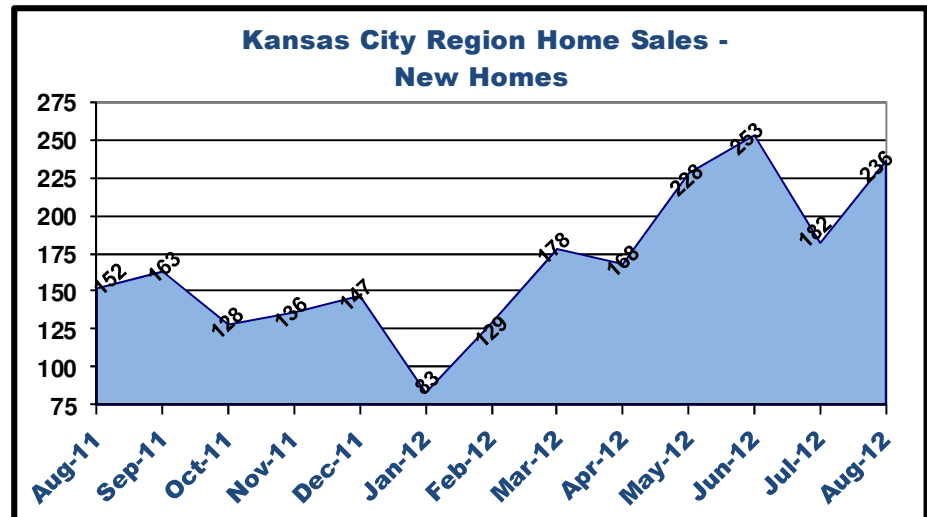
Existing home sales in August 2012 totaled 2,491.

August 2012 existing homes sales (2,491) represent an increase of 17 percent over August 2011 home sales (2,129).



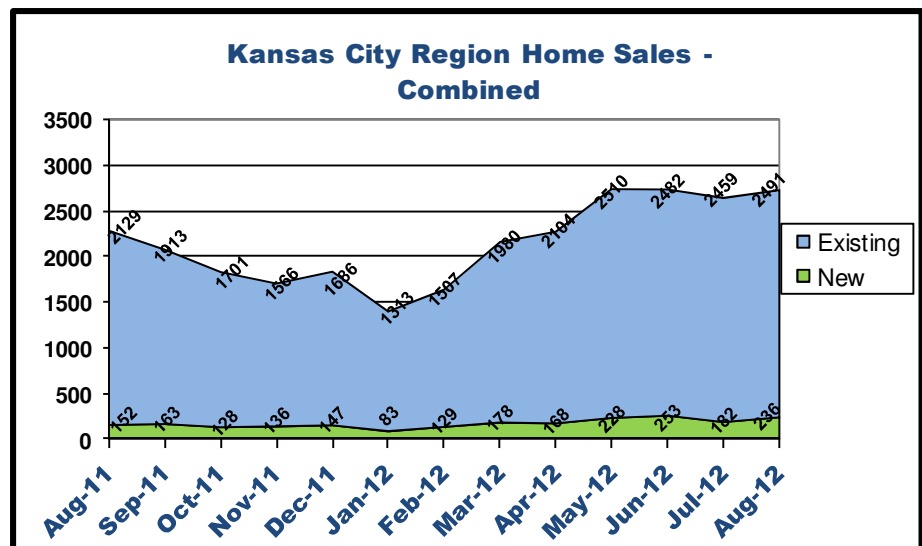
New home sales in August 2012 totaled 236.

August 2012 new home sales (236) were 55 percent higher than August 2011 home sales (152).



Combined home sales (new and existing) in August 2012 totaled 2,727.

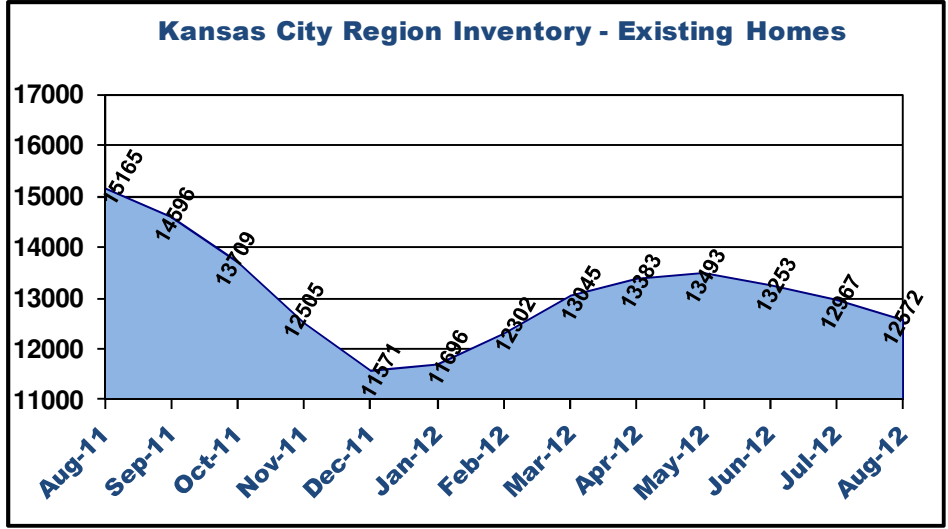
Combined homes sales for August 2012 (2,727) were 20 percent higher than August 2011 totals (2,281).



Home Inventory

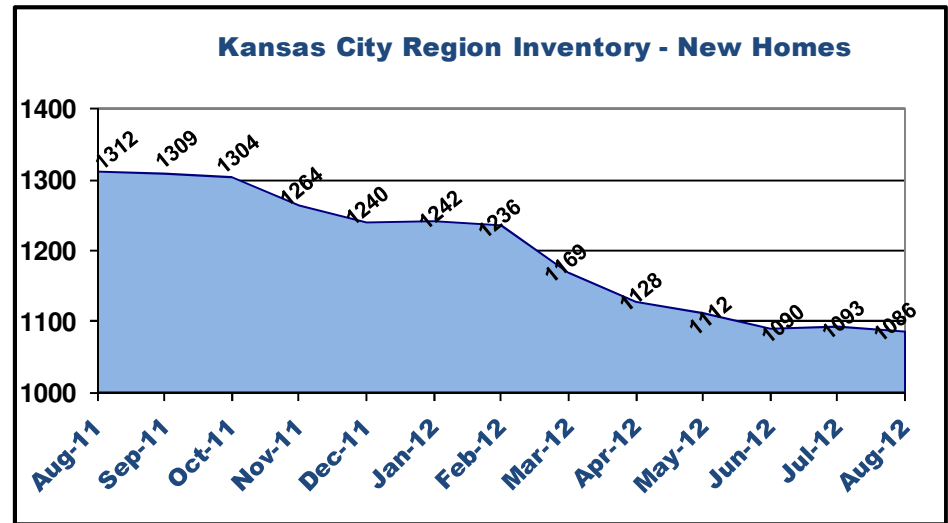
The existing home inventory in August 2012 was 12,572.

August 2012 existing home inventory (12,572) is 17 percent lower than the August 2011 existing home inventory (15,165).



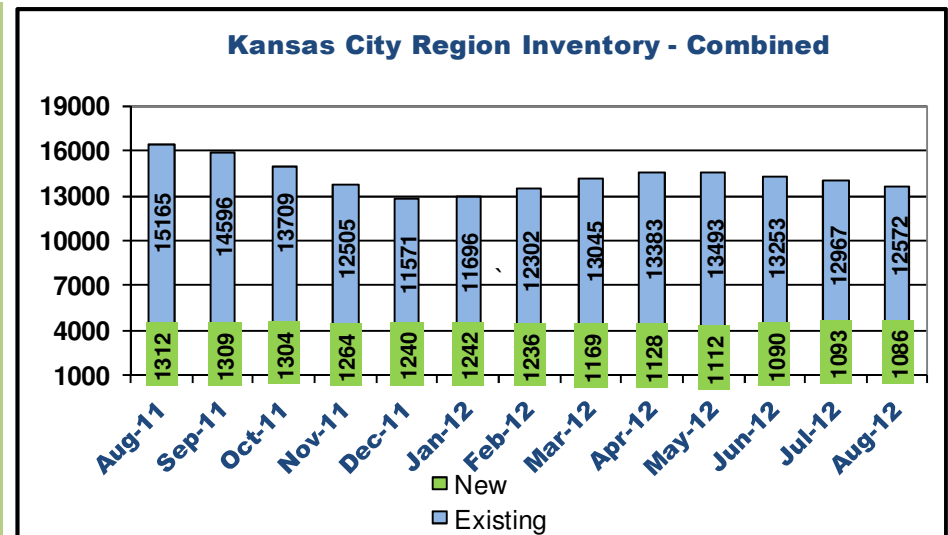
The new home inventory in August 2012 was 1,086.

August 2012 new home inventory (1,086) is 17 percent lower than August 2011 new home inventory (1,312).



Inventory of combined new & existing homes in August 2012 was 13,658.

August 2012 inventory for new & existing homes (13,658) represents a 17 percent decrease from the August 2011 new & existing home inventory (16,477).



Supply of Homes on Market

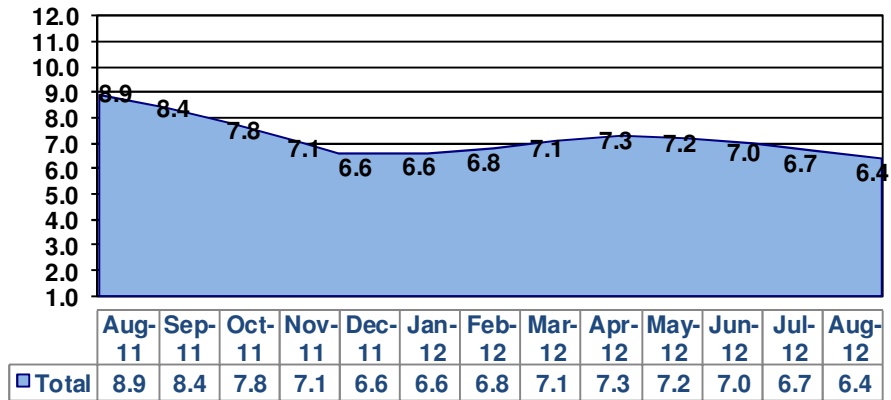
Supply calculation is determined by taking the "Inventory" and dividing it by the "12 month average of the number of Sales." Generally speaking, a 5-6 month supply of homes on the market equates to a "balanced" market. When the supply exceeds 6 months, the market begins to favor buyers, and when the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

The existing homes supply in August 2012 was 6.4 months.

This supply is almost three months lower than the August 2011 supply of existing homes (8.9 months).

A 6.4 month supply represents the existing home market as almost balanced.

Months of Supply - Existing Homes

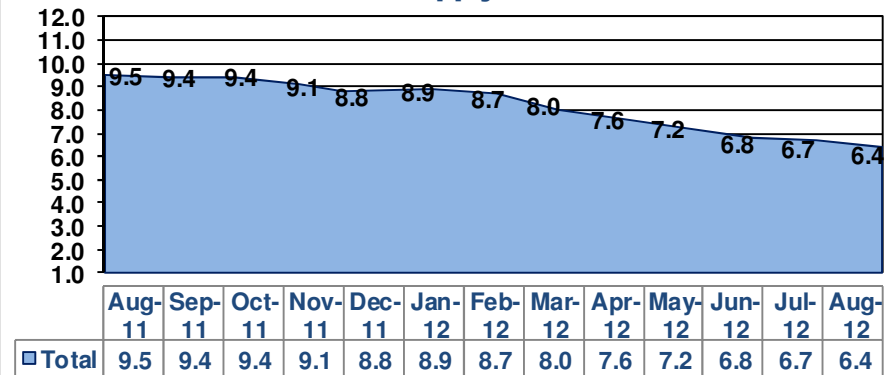


The new home supply in August 2012 was 6.4 months.

This supply is three months lower than the August 2011 supply of new homes (9.5).

A 6.4 month supply represents a new home market inching closer to a balanced market.

Months of Supply - New Homes

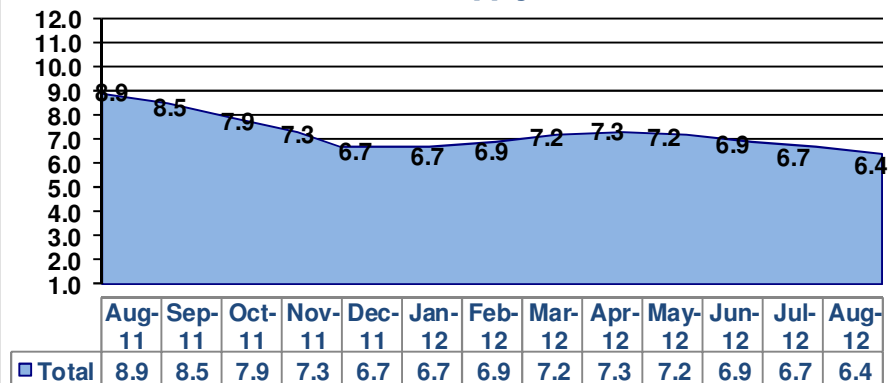


Supply for combined new and existing homes in August 2012 was 6.4 months.

This supply is almost three months lower than the 8.9 months of supply in August 2011.

A 6.4 month supply represents the combined new and existing homes market as almost balanced.

Months of Supply - Combined

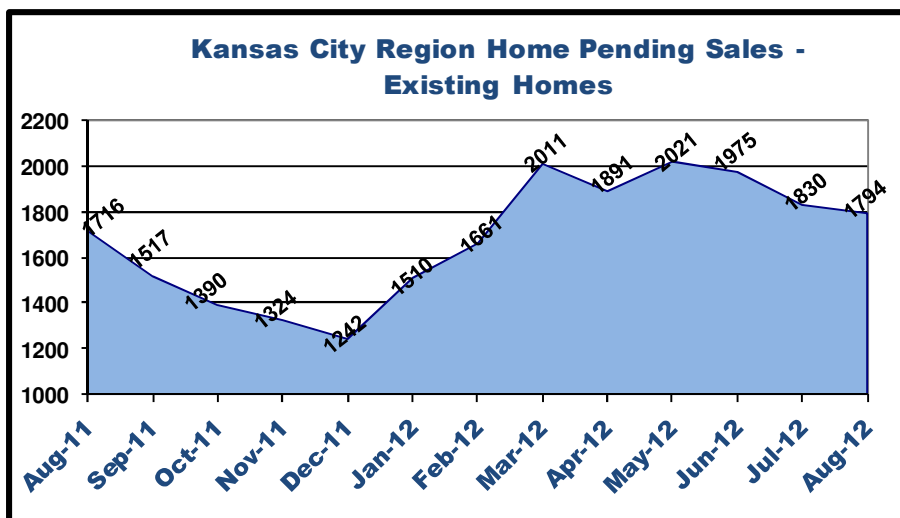


Pending Sales

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

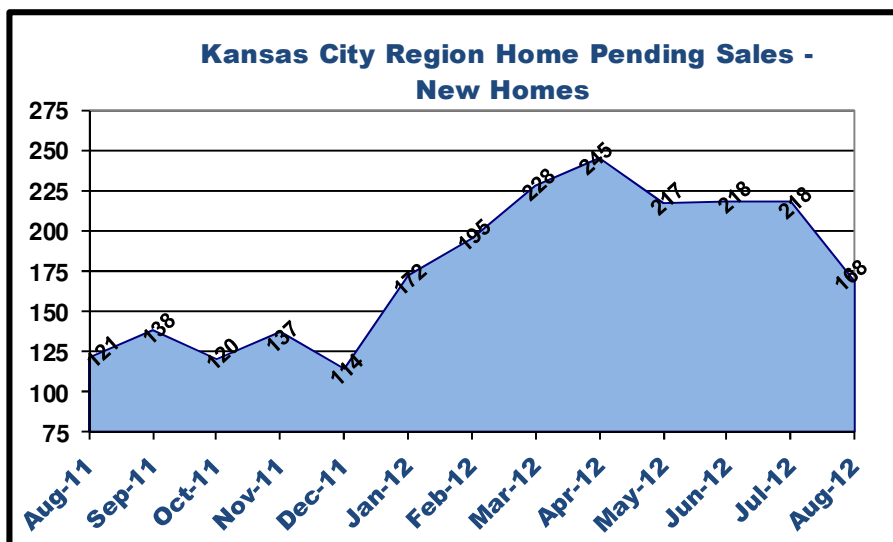
Existing homes pending contracts for August 2012 were 1,794.

August 2012 existing homes pending contracts (1,794) represent a 5 percent increase over August 2011 pending contracts (1,716).



New homes pending contracts for August 2012 were 168.

August 2012 new homes pending contracts (168) were 39 percent higher than August 2011 new homes pending contracts (121).



Combined (new and existing) homes pending contracts in August 2012 were 1,962.

Combined homes pending contracts for August 2012 (1,962) were 7 percent higher than August 2011 totals (1,837).

