

**January
2013**

**Kansas City Regional
Real Estate Market Report**

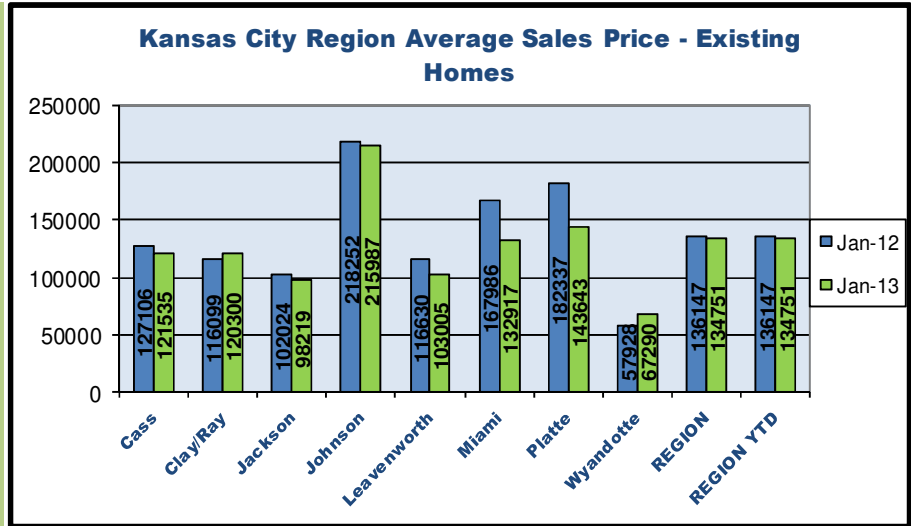


Average Sales Price

The average existing home sale price in January 2013 was \$134,751.

January 2013 existing home sale price (\$134,751) is 1 percent below January 2012 (\$136,147).

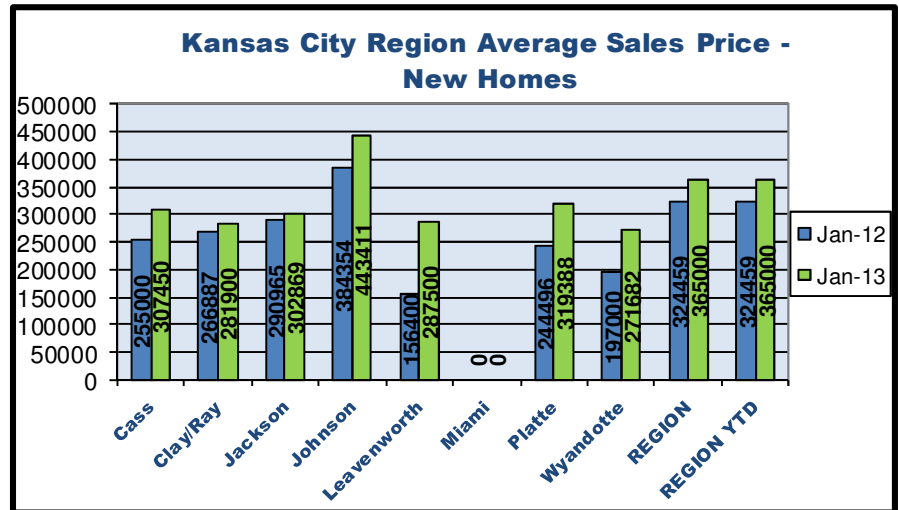
Clay/Ray and Wyandotte experienced an increase in average sales price for existing homes from the same month last year.



The average new home price in January 2013 was \$365,000.

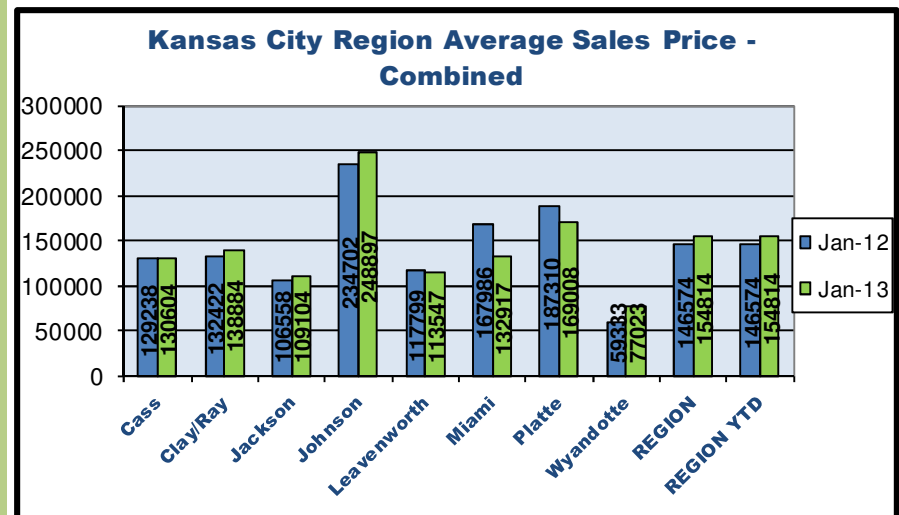
The average new home price in January 2013 (\$365,000) is 12.5 percent above the January 2012 average new home price (\$324,459).

All counties except Miami (no sales) showed an increase in new home prices compared to one year ago.



The average sales price for new & existing homes (combined) in January 2013 was \$154,814.

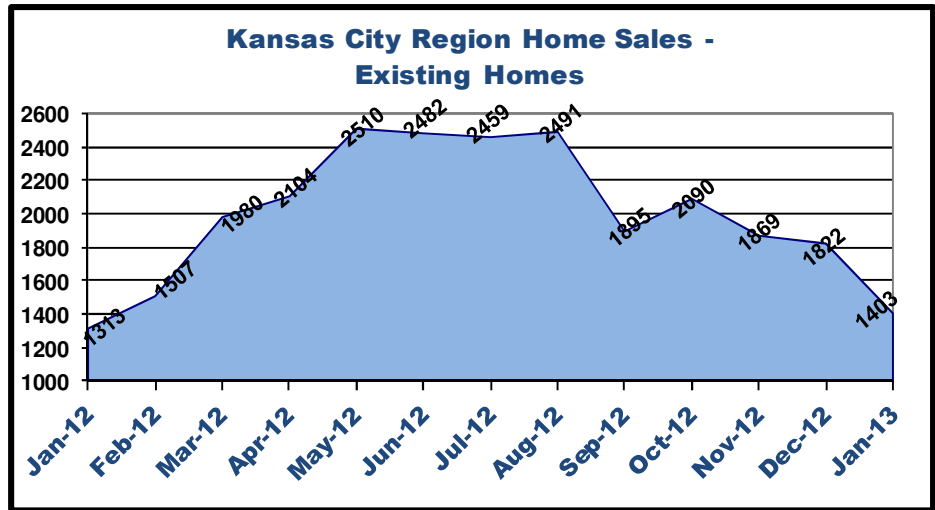
January 2013 average sales price for new & existing homes (\$154,814) represents a 5.6 percent increase over January 2012 (\$146,574).



Home Sales

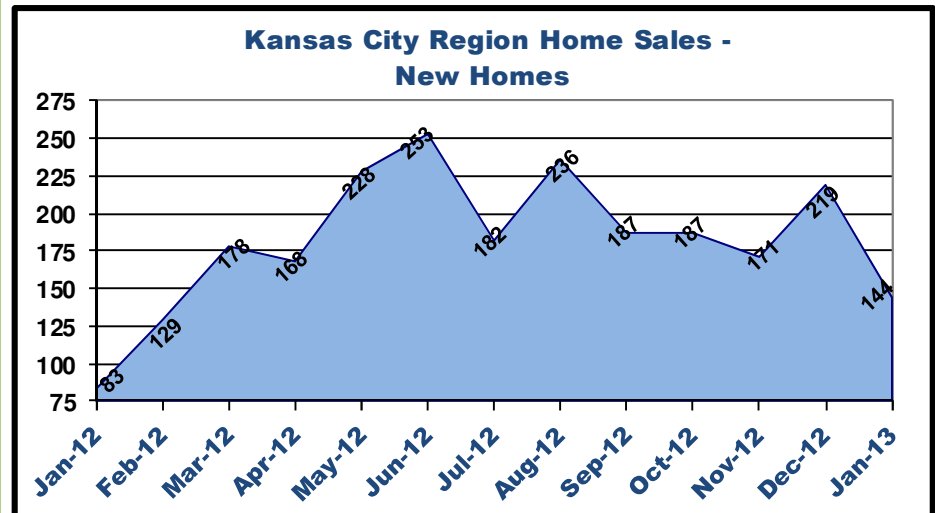
Existing home sales in January 2013 totaled 1,403.

January 2013 existing homes sales (1,403) represent an increase of 7 percent over January 2012 home sales (1,313).



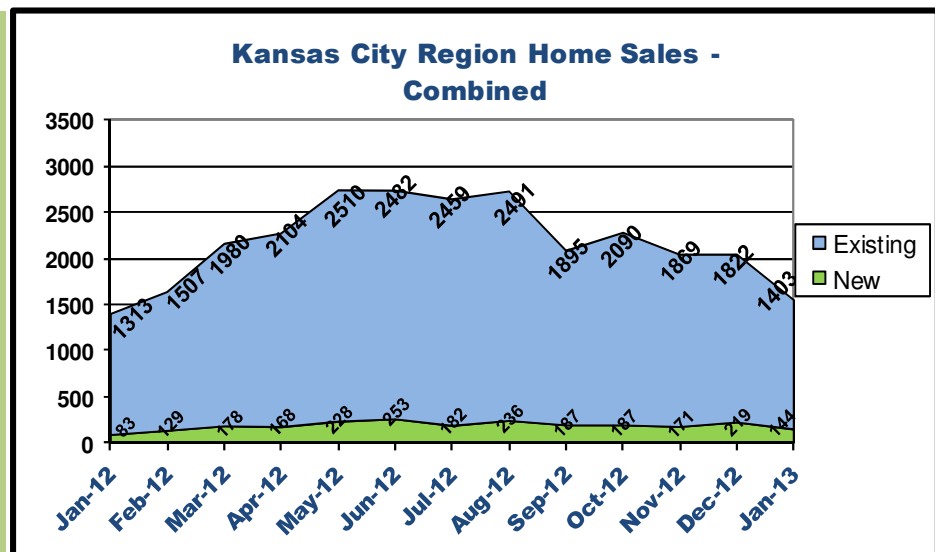
New home sales in January 2013 totaled 144.

January 2013 new home sales (144) were 73 percent higher than January 2012 home sales (83).



Combined home sales (new and existing) in January 2013 totaled 1,547.

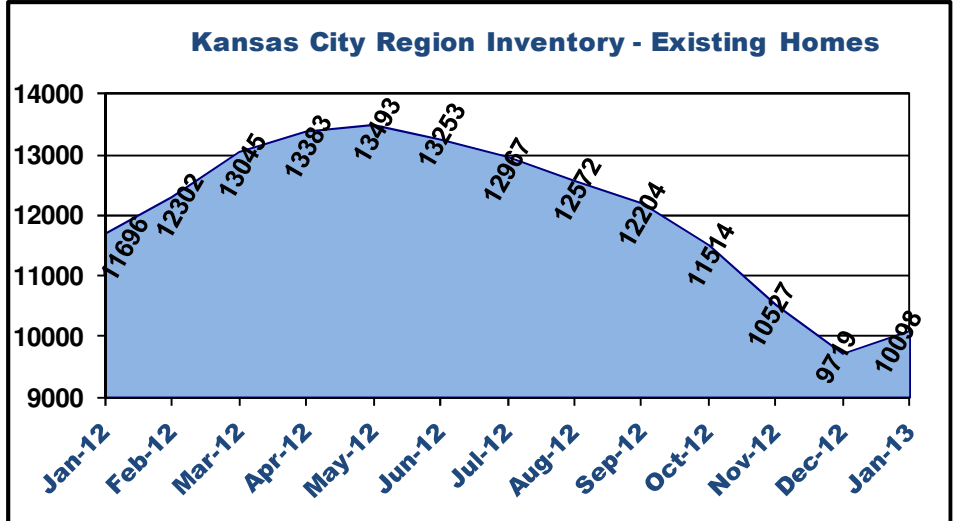
Combined homes sales for January 2013 (1,547) were 11 percent higher than January 2012 totals (1,396).



Home Inventory

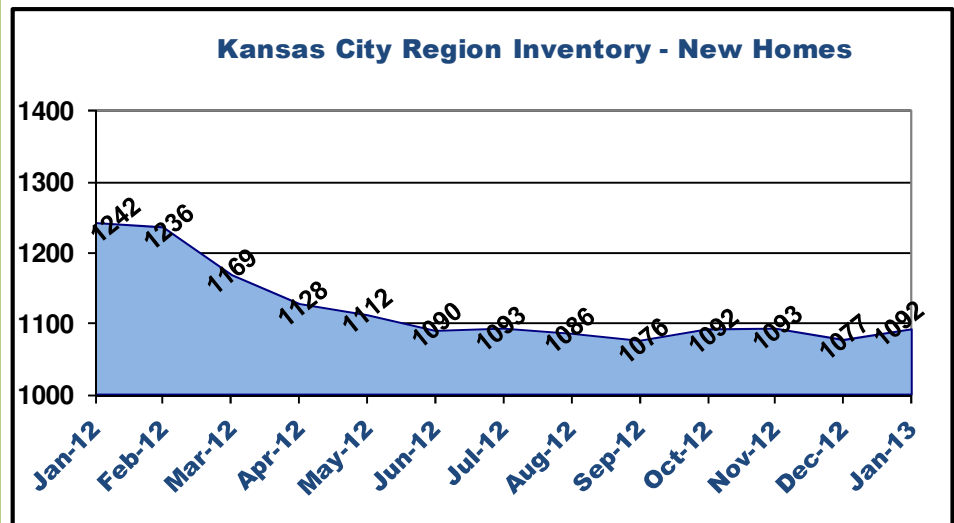
The existing home inventory in January 2013 was 10,098.

January 2013 existing home inventory (10,098) is 14 percent lower than the January 2012 existing home inventory (11,696).



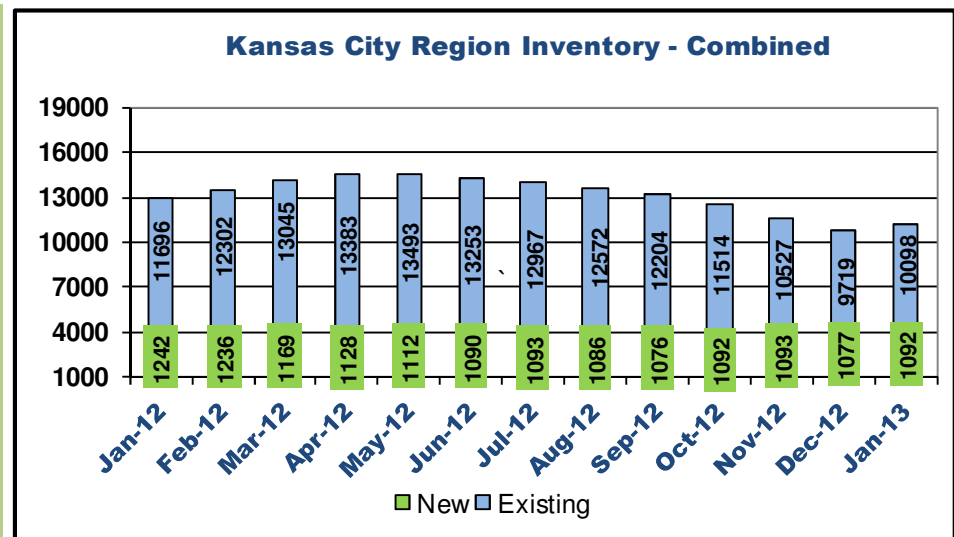
The new home inventory in January 2013 was 1,092.

January 2013 new home inventory (1,092) is 12 percent lower than January 2012 new home inventory (1,242).



Inventory of combined new & existing homes in January 2013 was 11,190.

January 2013 inventory for new & existing homes (11,190) represents a 14 percent decrease from the January 2012 new & existing home inventory (12,938).

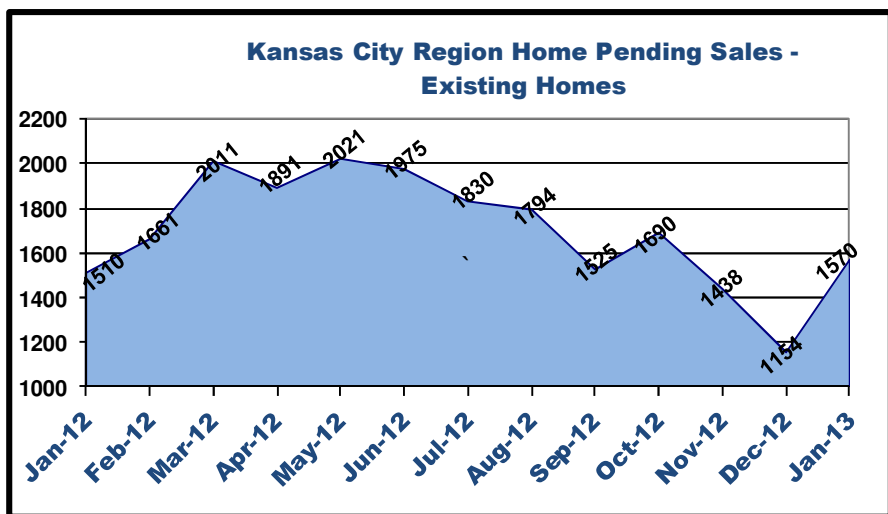


Pending Sales

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

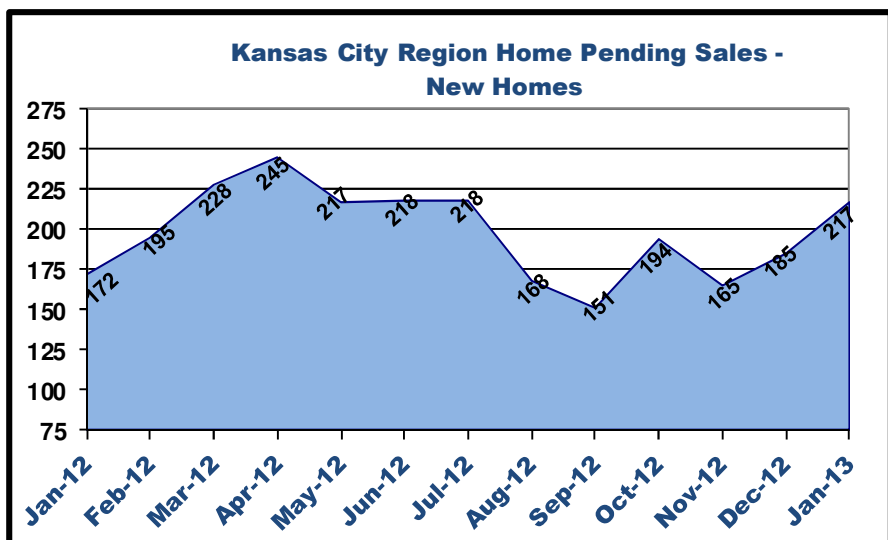
Existing homes pending contracts for January 2013 were 1,570.

January 2013 existing homes pending contracts (1,570) represent a 4 percent increase over January 2012 pending contracts (1,510).



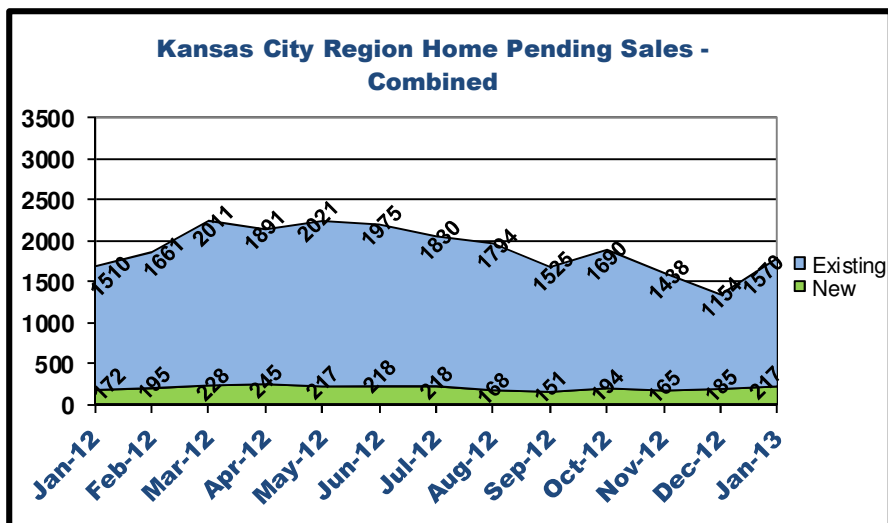
New homes pending contracts for January 2013 were 217.

January 2013 new homes pending contracts (217) were 26 percent higher than January 2012 new homes pending contracts (172).



Combined (new and existing) homes pending contracts in January 2013 were 1,787.

Combined homes pending contracts for January 2013 (1,787) were 6 percent higher than January 2012 totals (1,682).



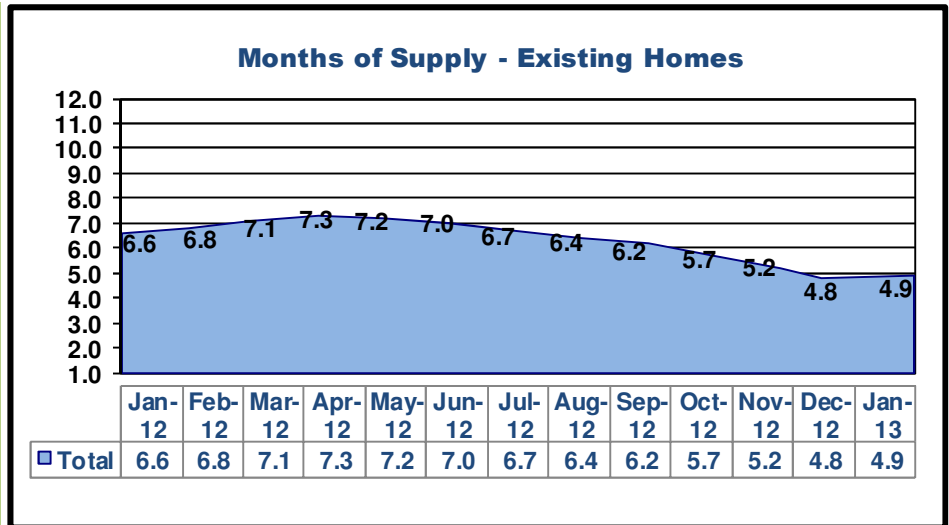
Supply of Homes on Market

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 January 2013 was 4.9 months.

This supply is almost two months lower than the January 2012 supply of existing homes (6.6 months).

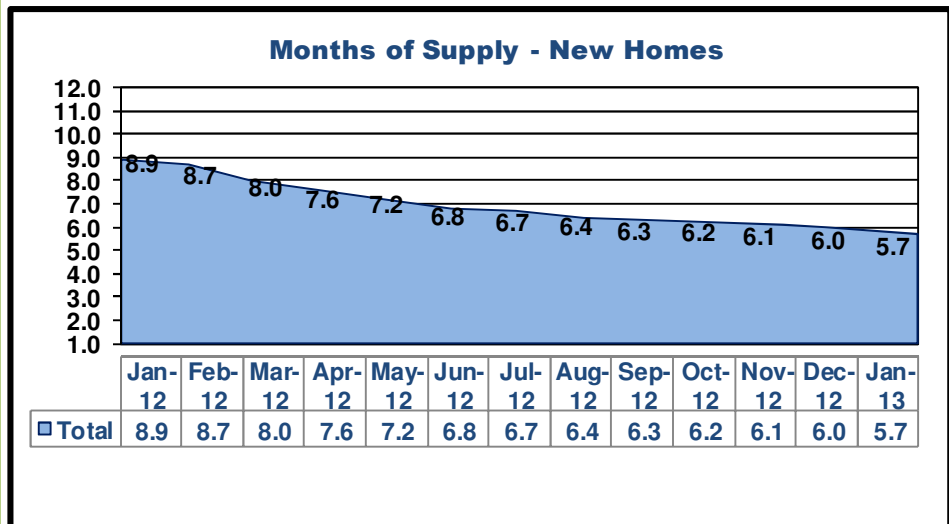
A 4.9 month supply has now edged towards a seller's existing home market.



The new home supply in January 2013 was 5.7 months.

This supply is three months lower than the January 2012 supply of new homes (8.9).

A 5.7 month supply represents a now balanced new home market.



Supply for combined new and existing homes in January 2013 was 5 months.

This supply is almost two months lower than the 6.7 months of supply in January 2012.

A 5 month supply for combined new and existing homes is on the cusp of leaning towards a seller's market.

