

January 2012

Kansas City Regional Real Estate Market Report



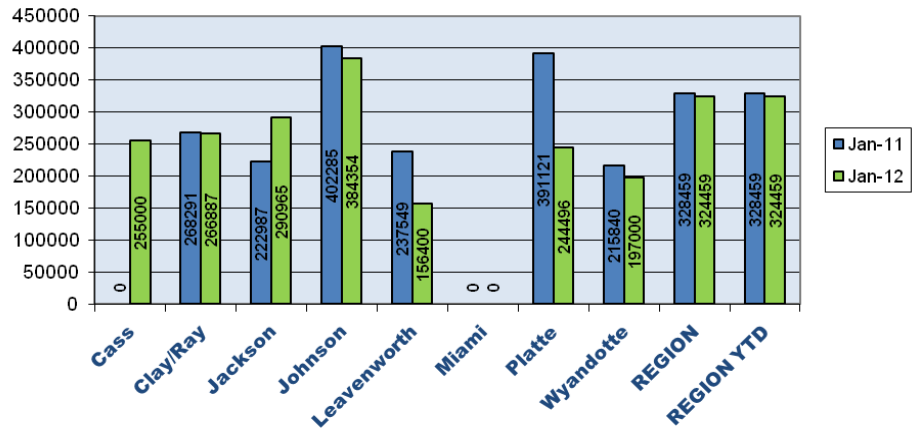
Average Sales Price

The average new home price in January 2012 was \$324,459.

The average new home price in January 2012 (\$324,459) is just 1 percent below the January 2011 average new home price (\$328,459).

Jackson County showed an increase in new home prices compared to one year ago.

Kansas City Region Average Sales Price New

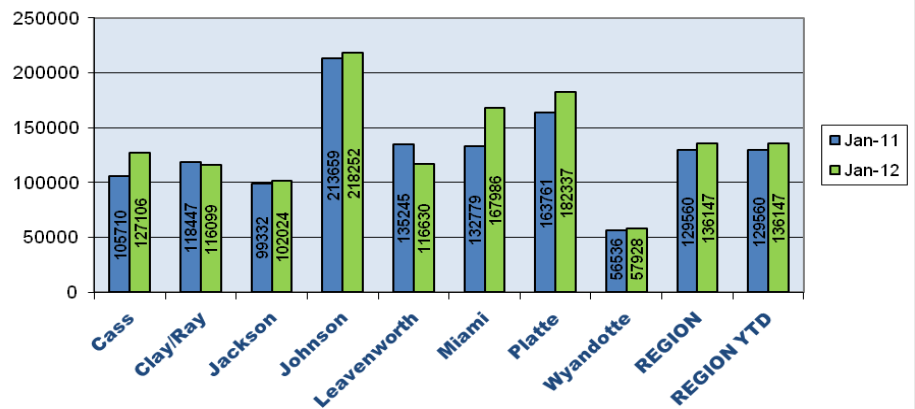


The average existing home sale price in January 2012 was \$136,147.

January 2012 existing home sale price (\$136,147) is 5 percent higher than January 2011 (\$129,560).

All counties, with the exception of Leavenworth, experienced an increase in average sales price for existing homes from the same month last year.

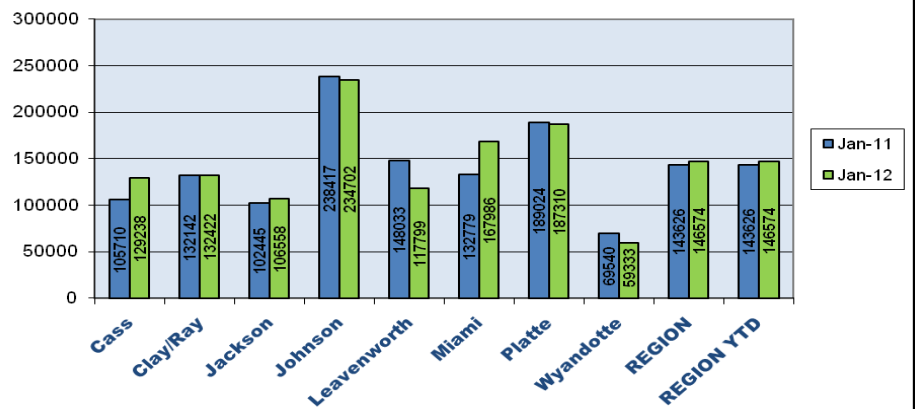
Kansas City Region Average Sales Price - Existing Homes



The average sale price for new & existing homes (combined) in January 2012 was \$146,574.

January 2012 average sale price for new & existing homes (\$146,574) represents a 2 percent increase over January 2011 (\$143,626).

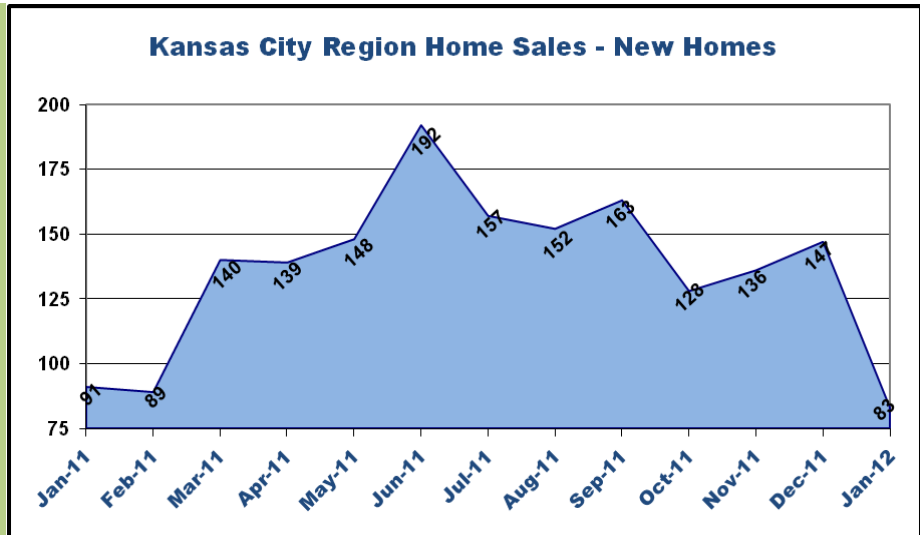
Kansas City Region Average Sales Price Combined



Home Sales

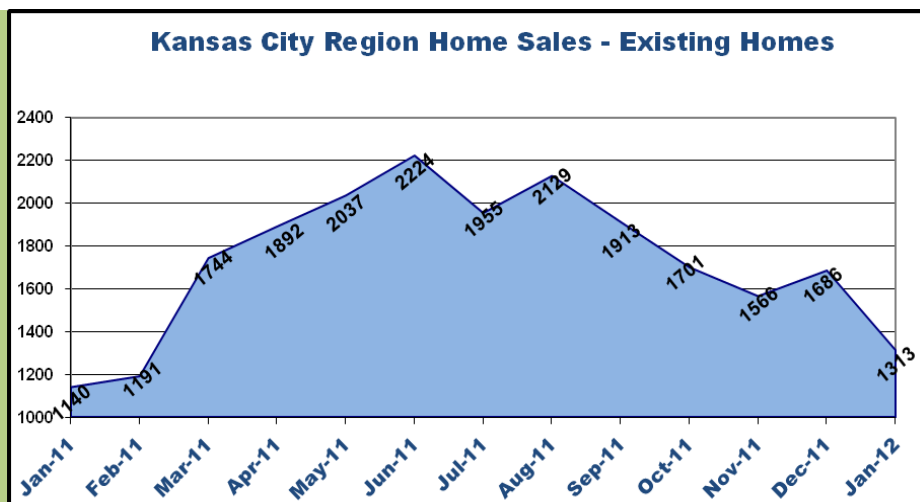
New home sales in January 2012 totaled 83.

January 2012 new homes sales (83) were 9 percent lower than January 2011 homes sales (91).



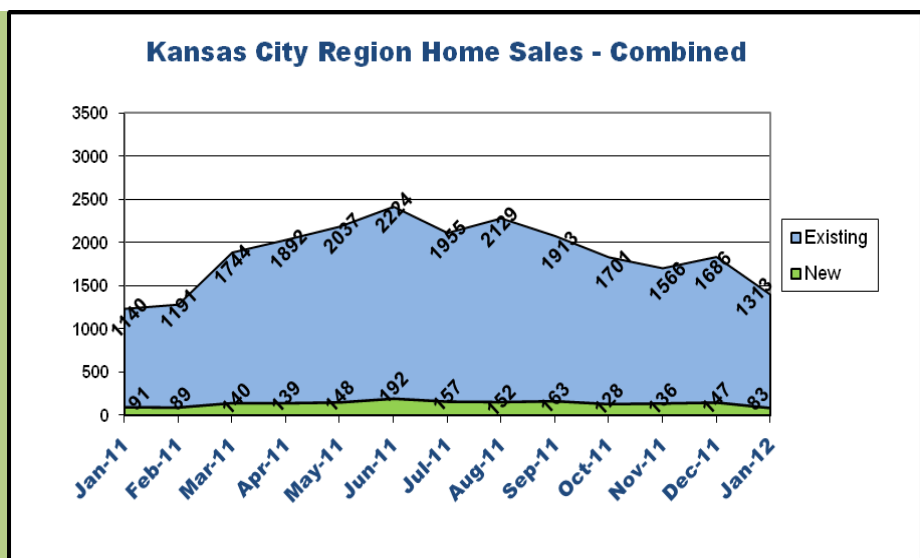
Existing home sales in January 2012 totaled 1,313.

January 2012 existing homes sales (1,313) represent an increase of 15 percent over January 2011 home sales (1,140).



Combined home sales (new and existing) in January 2012 totaled 1,396.

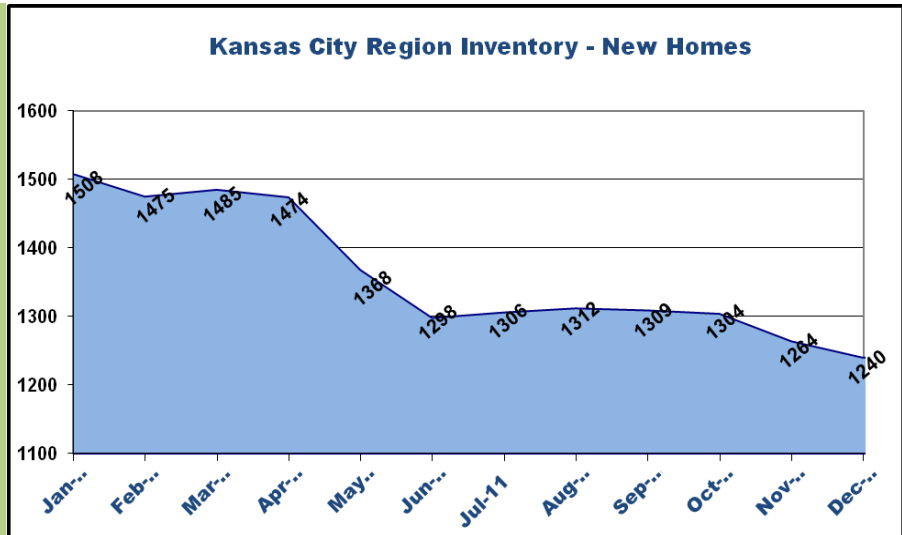
Combined home sales for January 2012 (1,396) were 13 percent higher than January 2011 totals (1,231).



Home Inventory

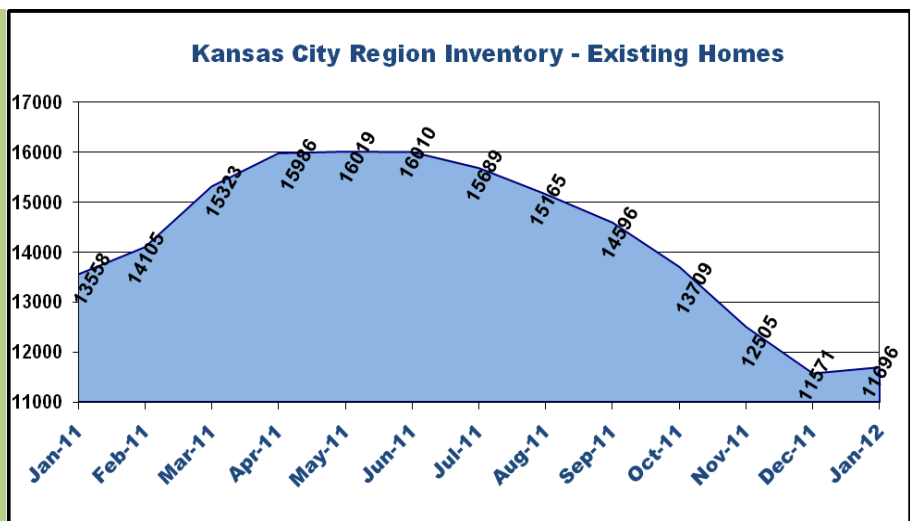
The new home inventory in January 2012 was 1,242.

January 2012 new home inventory (1,242) is 18 percent lower than the January 2011 new home inventory (1,508).



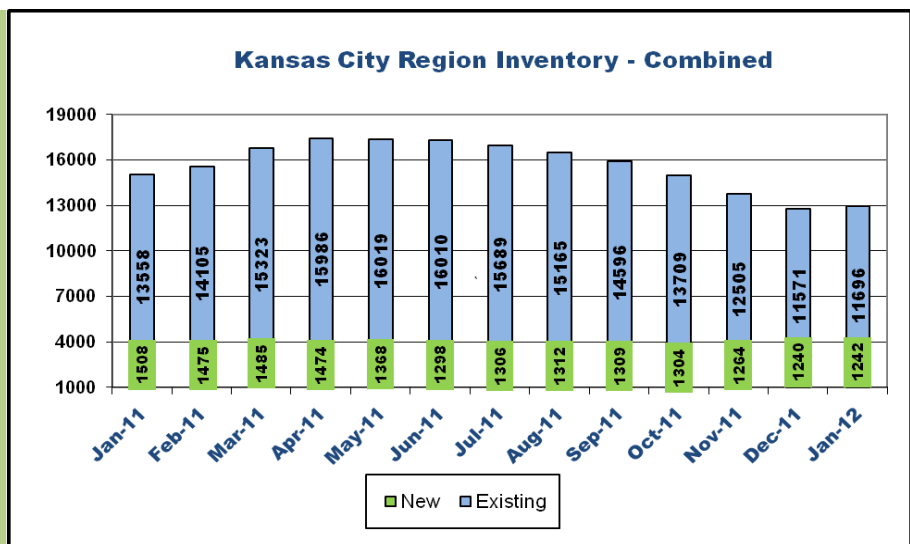
The existing home inventory in January 2012 was 11,696.

January 2012 existing inventory (11,696) is 14 percent lower than January 2011 existing inventory (13,558).



Inventory of combined new & existing homes in January 2012 was 12,938.

January 2012 inventory for new & existing homes (12,938) represents a 14 percent decrease from the January 2011 new & existing home inventory (15,065).



Supply of Homes on Market

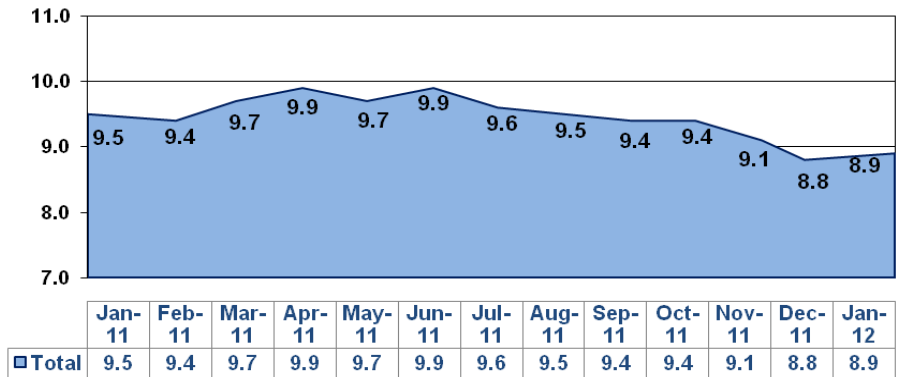
Supply calculation is determined by taking the "Inventory" and dividing it by the "12 month average of the number of Sales." Generally speaking, a 5-6 month supply of homes on the market equates to a "balanced" market. When the supply exceeds 6 months, the market begins to favor buyers, and when the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

The new homes supply in January 2012 was 8.9 months.

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

A 8.9 month supply represents a new home market favoring buyers.

Months of Supply - New Homes

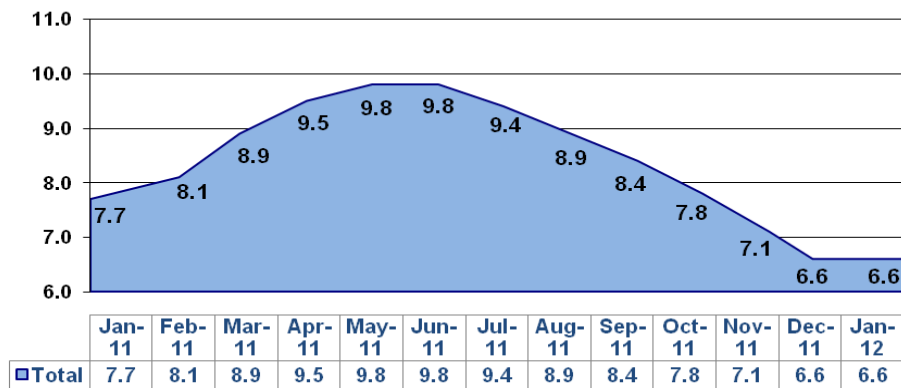


The existing homes supply in January 2012 was 6.6 months.

This supply is a full month lower than the January 2011 supply of existing homes (7.7 months).

A 6.6 month supply represents a nearly balanced existing home market.

Months of Supply Existing Homes



Supply for combined new and existing homes in January 2012 was 6.7 months of supply.

This supply is more than one month lower than the 7.9 months of supply in January 2011.

A 6.7 month supply represents a nearly balanced market for combined new and existing homes.

Months of Supply - Combined

