

July 2012

Kansas City Regional Real Estate Market Report

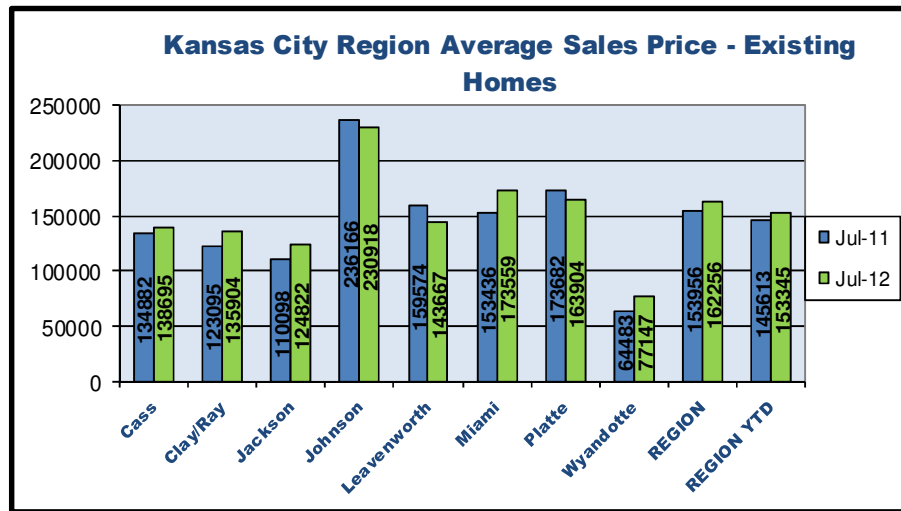


Average Sales Price

The average existing home sale price in July 2012 was \$162,256.

July 2012 existing home sale price (\$162,256) is 5 percent above July 2011 (\$153,956).

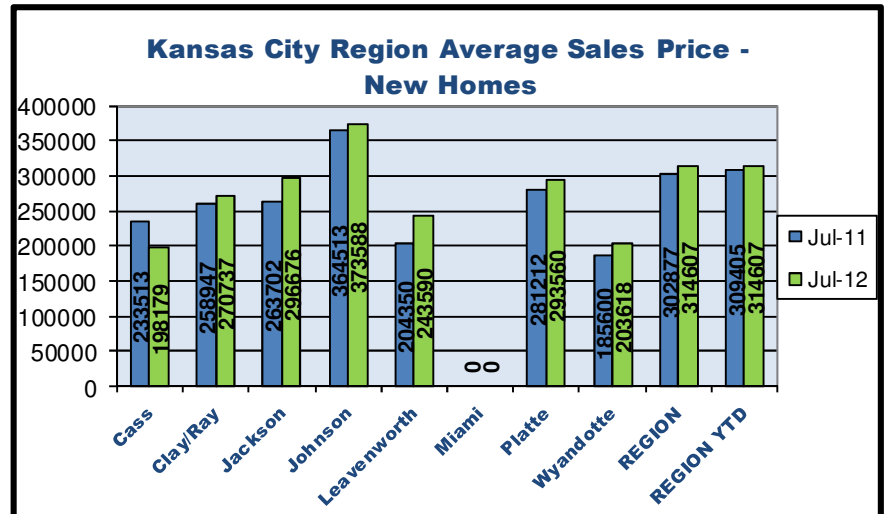
All but three counties (Johnson, Leavenworth and Platte) experienced an increase in average sales price for existing homes from the same month last year.



The average new home price in July 2012 was \$314,607.

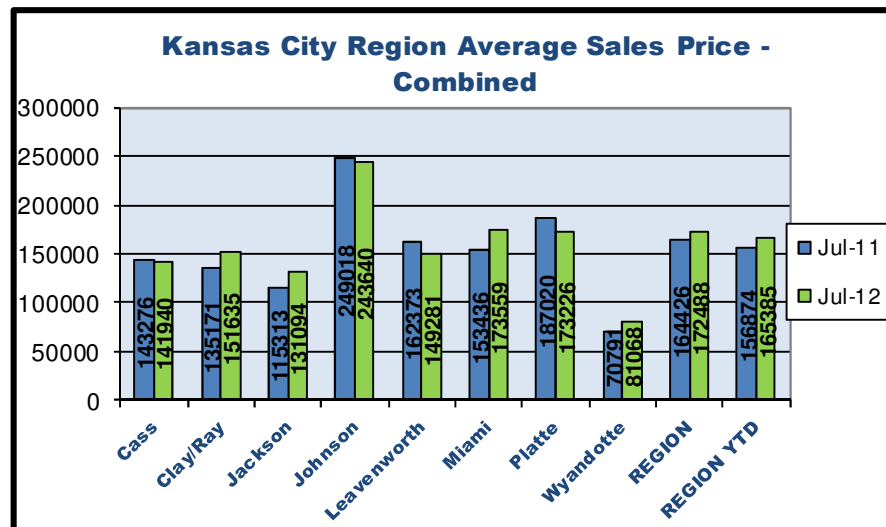
The average new home price in July 2012 (\$314,607) is 4 percent above the July 2011 average new home price (\$302,877).

All but one county (Cass) showed an increase in new home prices compared to one year ago.



The average sales price for new & existing homes (combined) in July 2012 was \$172,488.

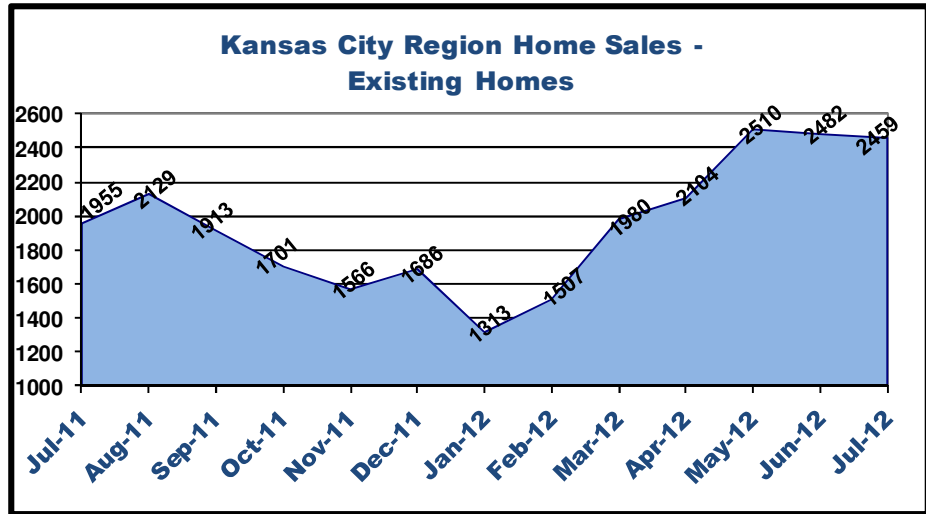
July 2012 average sales price for new & existing homes (\$172,488) represents a 5 percent increase over July 2011 (\$164,426).



Home Sales

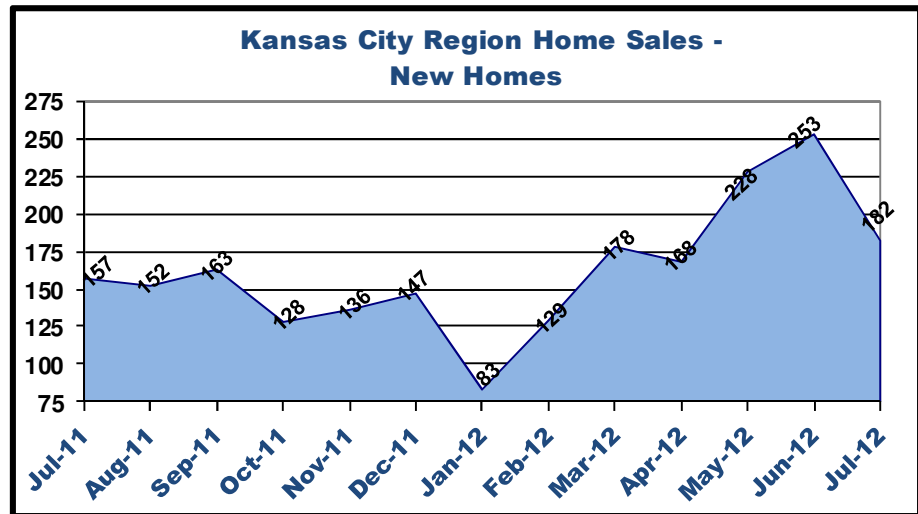
Existing home sales in July 2012 totaled 2,459.

July 2012 existing homes sales (2,459) represent an increase of 26 percent over July 2011 home sales (1,955).



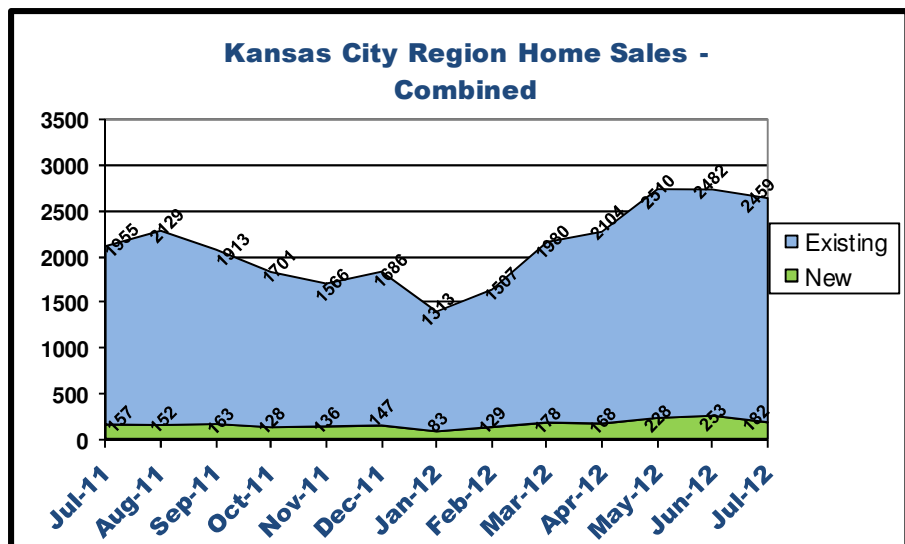
New home sales in July 2012 totaled 182.

July 2012 new home sales (182) were 16 percent higher than July 2011 home sales (157).



Combined home sales (new and existing) in July 2012 totaled 2,641.

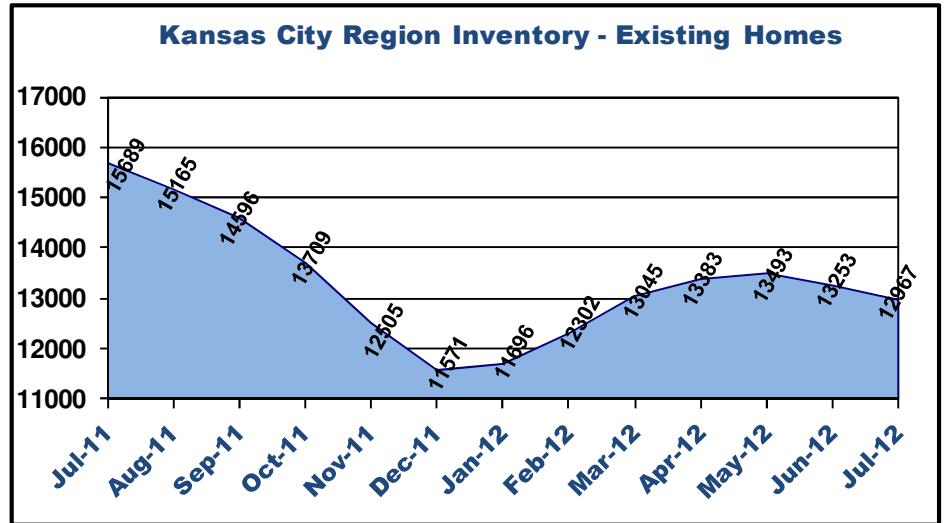
Combined homes sales for July 2012 (2,641) were 25 percent higher than July 2011 totals (2,112).



Home Inventory

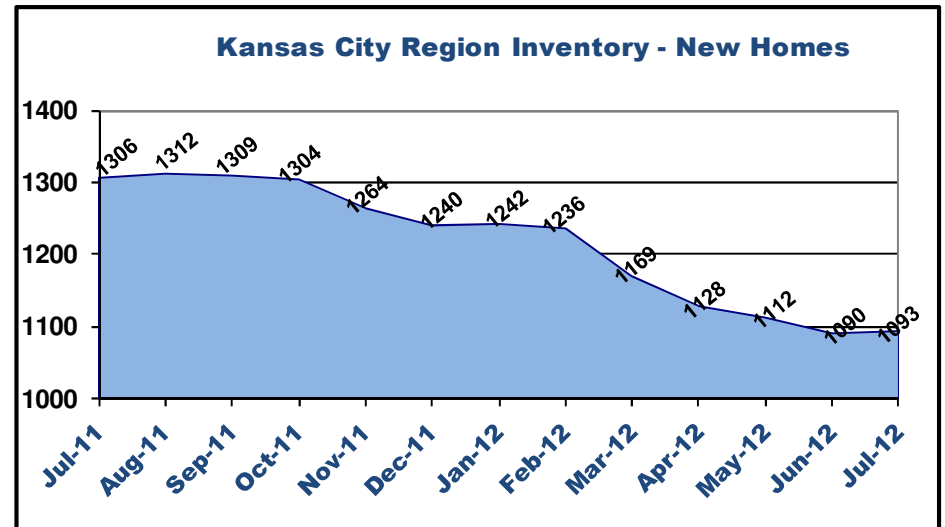
The existing home inventory in July 2012 was 12,967.

July 2012 existing home inventory (12,967) is 17 percent lower than the July 2011 existing home inventory (15,689).



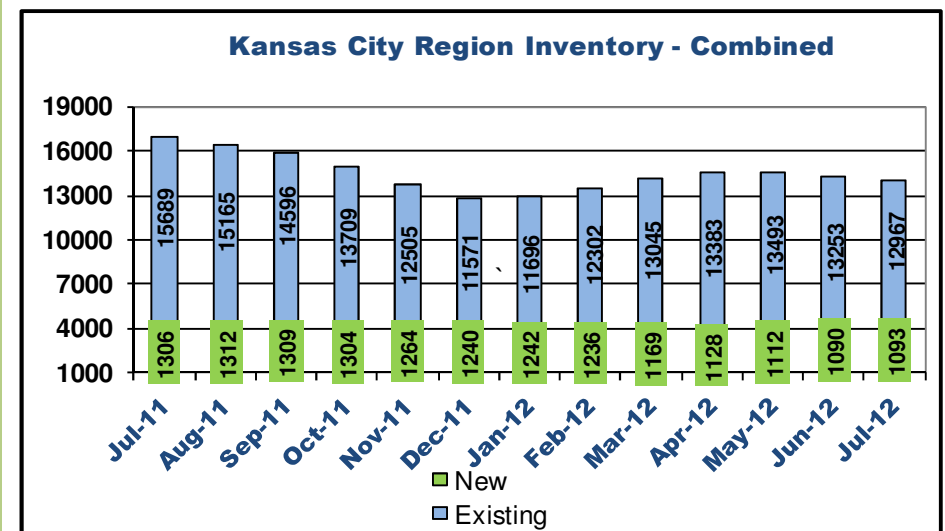
The new home inventory in July 2012 was 1,093.

July 2012 new home inventory (1,093) is 16 percent lower than July 2011 new home inventory (1,306).



Inventory of combined new & existing homes in July 2012 was 14,060.

July 2012 inventory for new & existing homes (14,060) represents a 17 percent decrease from the July 2011 new & existing home inventory (16,995).



Supply of Homes on Market

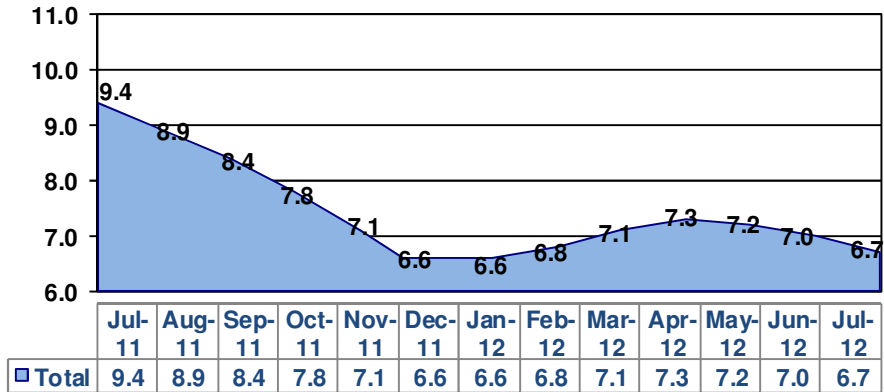
Supply calculation is determined by taking the "Inventory" and dividing it by the "12 month average of the number of Sales." Generally speaking, a 5-6 month supply of homes on the market equates to a "balanced" market. When the supply exceeds 6 months, the market begins to favor buyers, and when the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

The existing homes supply in July 2012 was 6.7 months.

This supply is almost three months lower than the July 2011 supply of existing homes (9.4 months).

A 6.7 month supply represents only a slight buyer's edge in the existing home market and moving close to a balanced market.

Months of Supply - Existing Homes

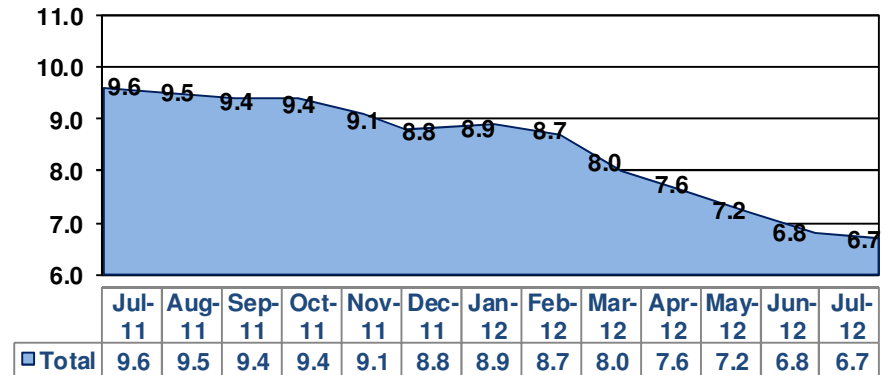


The new home supply in July 2012 was 6.7 months.

This supply is three months lower than the July 2011 supply of new homes (9.6).

A 6.7 month supply represents a new home market only slightly favoring Buyers and inching closer to a balanced market.

Months of Supply - New Homes

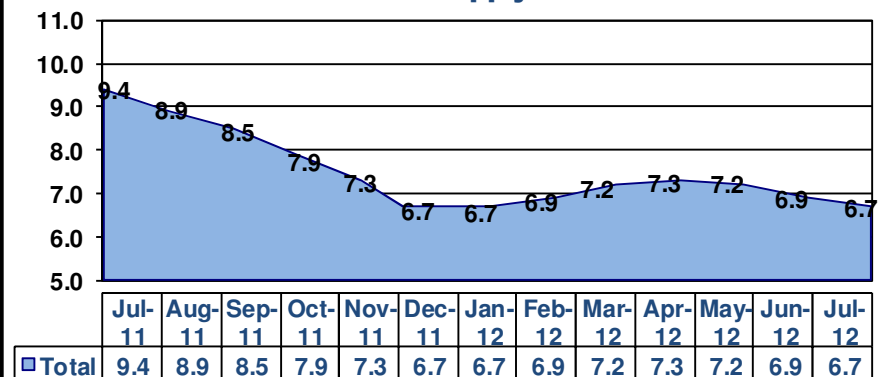


Supply for combined new and existing homes in July 2012 was 6.7 months.

This supply is almost three months lower than the 9.4 months of supply in July 2011.

A 6.7 month supply represents only a slight buyer's edge for combined new and existing homes and moving closer to a balanced market.

Months of Supply - Combined

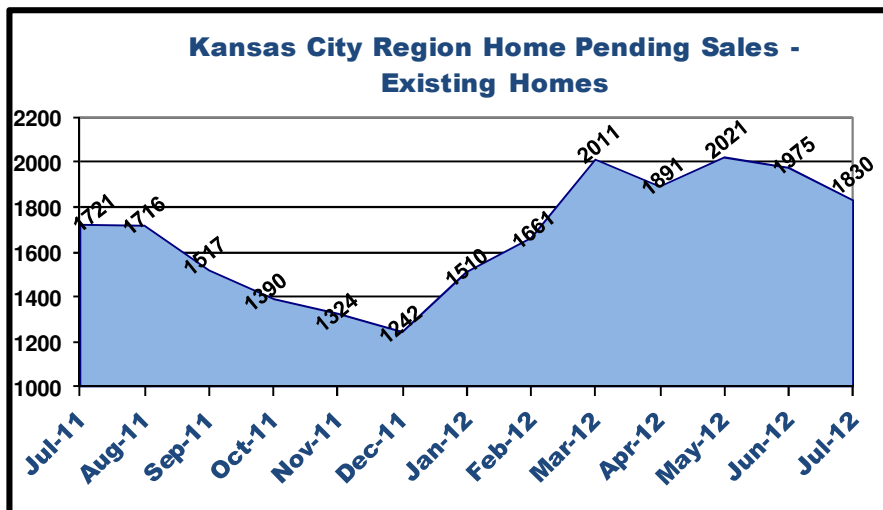


Pending Sales

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

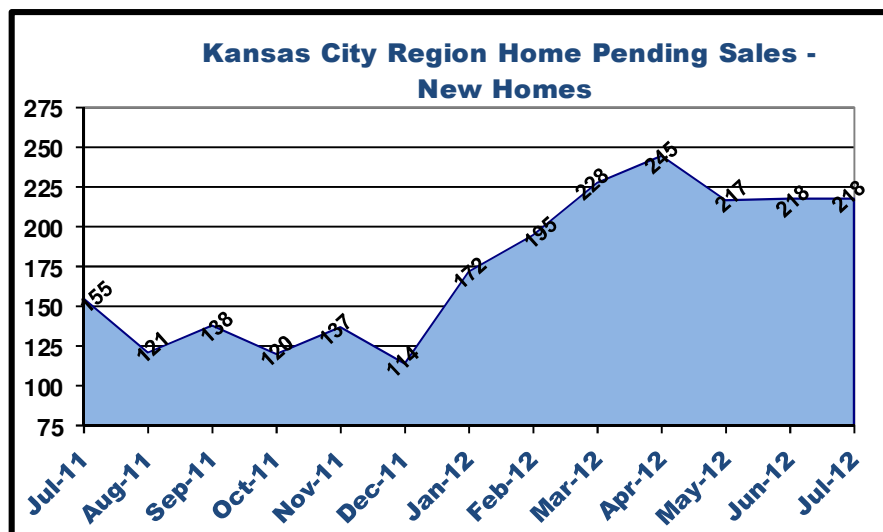
Existing homes pending contracts for July 2012 were 1,830.

July 2012 existing homes pending contracts (1,830) represent a 6 percent increase over July 2011 pending contracts (1,721).



New homes pending contracts for July 2012 were 218.

July 2012 new homes pending contracts (218) were 41 percent higher than July 2011 new homes pending contracts (155).



Combined (new and existing) homes pending contracts in July 2012 were 2,048.

Combined homes pending contracts for July 2012 (2,048) were 9 percent higher than July 2011 totals (1,876).

