

June 2012

Kansas City Regional Real Estate Market Report

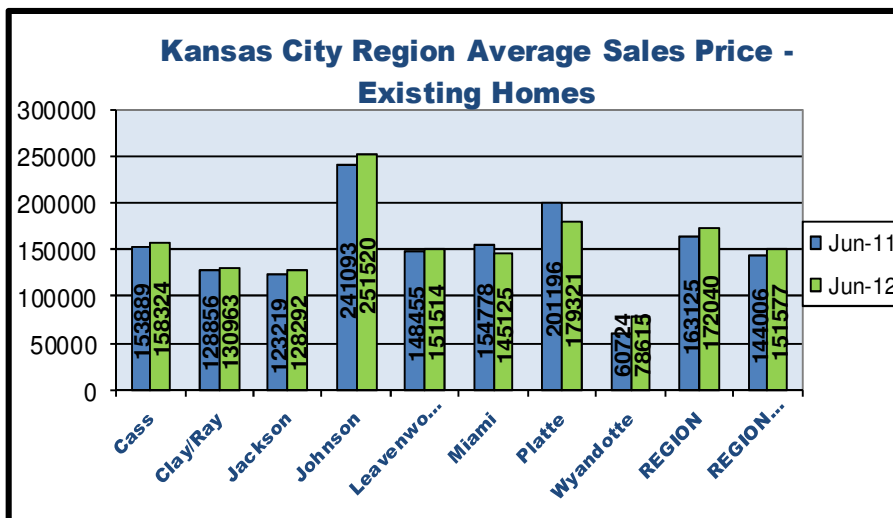


Average Sales Price

The average existing home sale price in June 2012 was \$172,040.

June 2012 existing home sale price (\$172,040) is 5 percent above June 2011 (\$163,125).

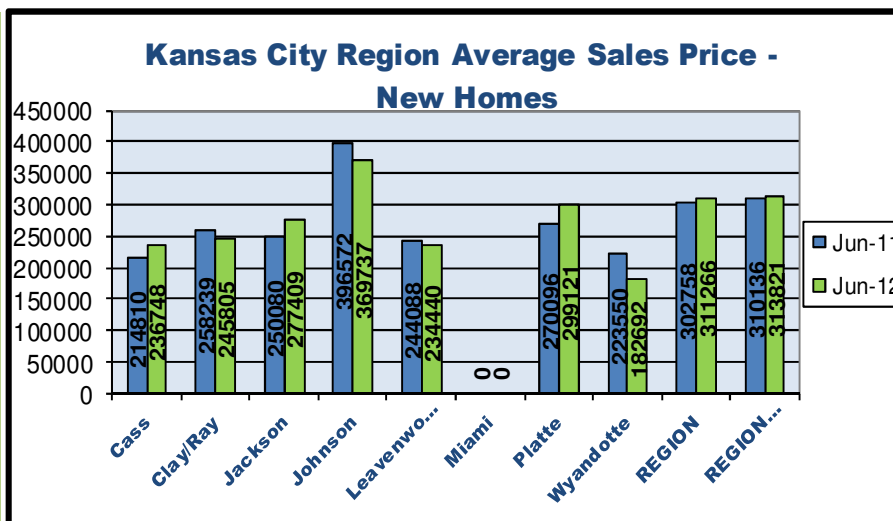
All but two counties (Miami and Platte) experienced an increase in average sales price for existing homes from the same month last year.



The average new home price in June 2012 was \$311,266.

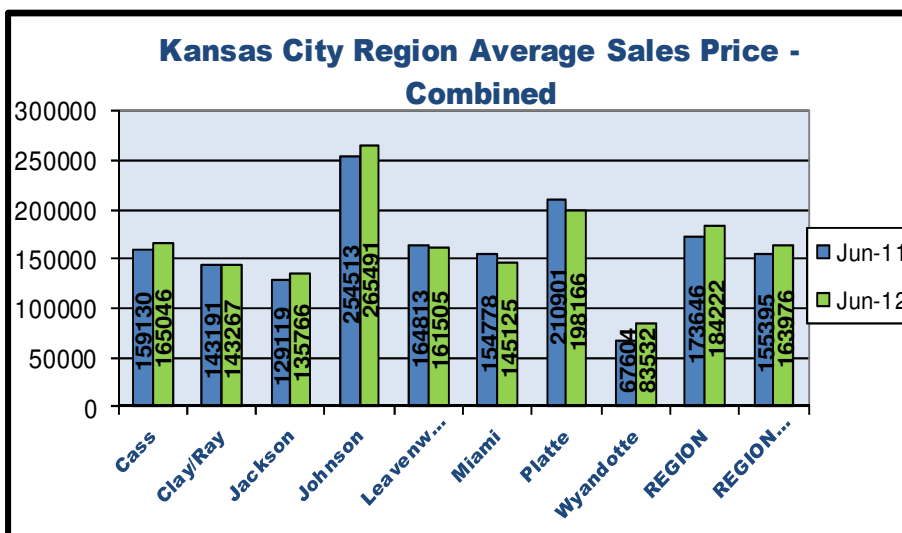
The average new home price in June 2012 (\$311,266) is 3 percent above the June 2011 average new home price (\$302,758).

Three counties (Cass, Jackson and Platte) showed an increase in new home prices compared to one year ago.



The average sales price for new & existing homes (combined) in June 2012 was \$184,222.

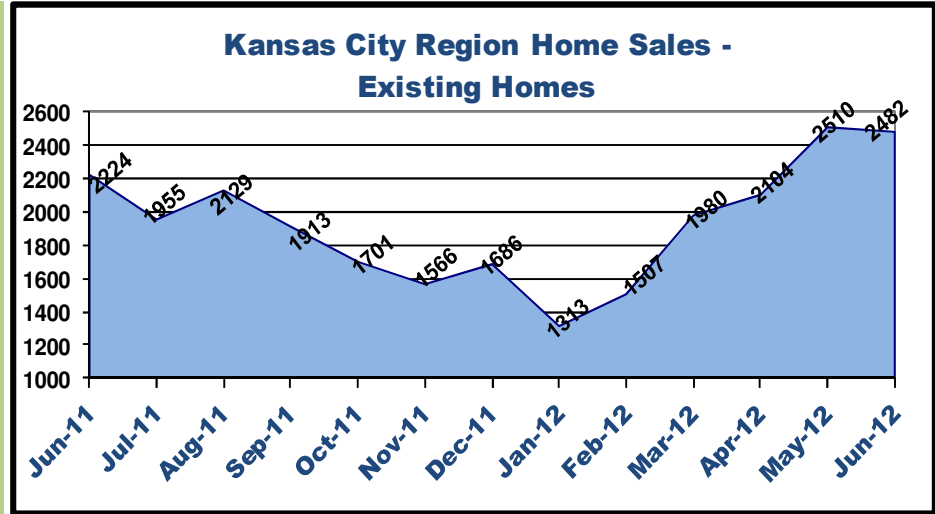
June 2012 average sales price for new & existing homes (\$184,222) represents a 6 percent increase over June 2011 (\$173,646).



Home Sales

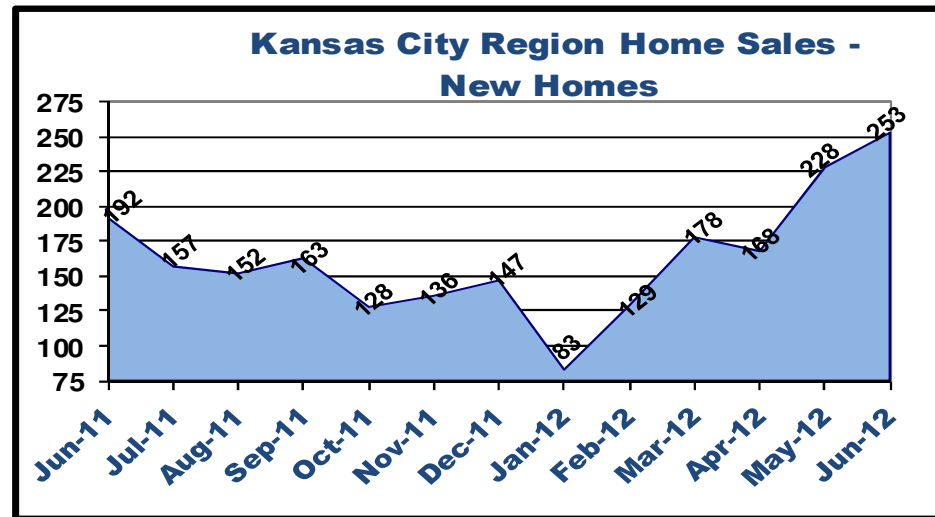
Existing home sales in June 2012 totaled 2,482.

June 2012 existing homes sales (2,482) represent an increase of 12 percent over June 2011 home sales (2,224).



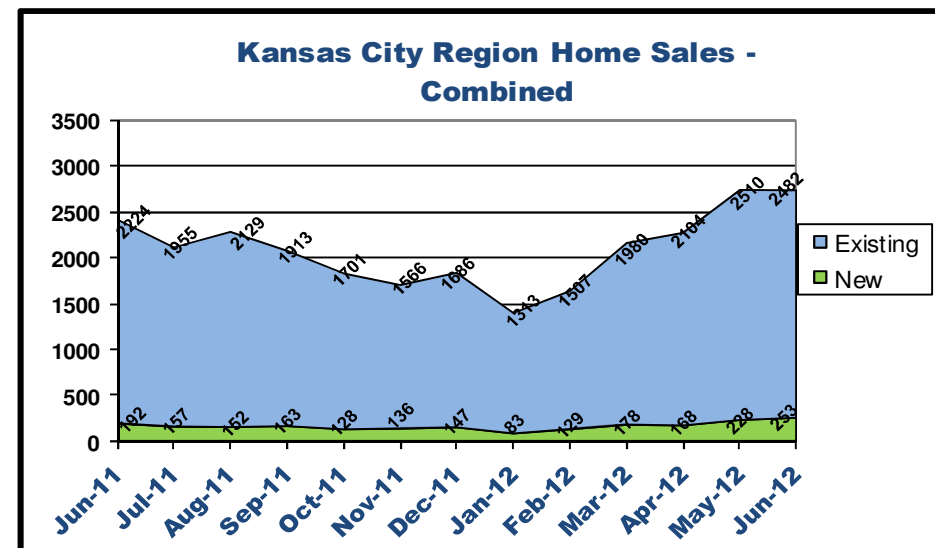
New home sales in June 2012 totaled 253.

June 2012 new home sales (253) were 32 percent higher than June 2011 home sales (192).



Combined home sales (new and existing) in June 2012 totaled 2,735.

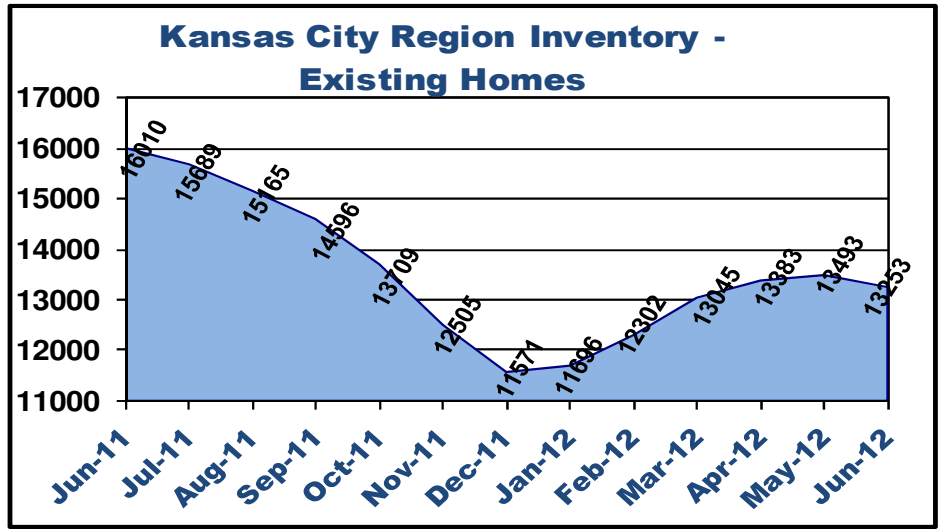
Combined homes sales for June 2012 (2,735) were 13 percent higher than June 2011 totals (2,416).



Home Inventory

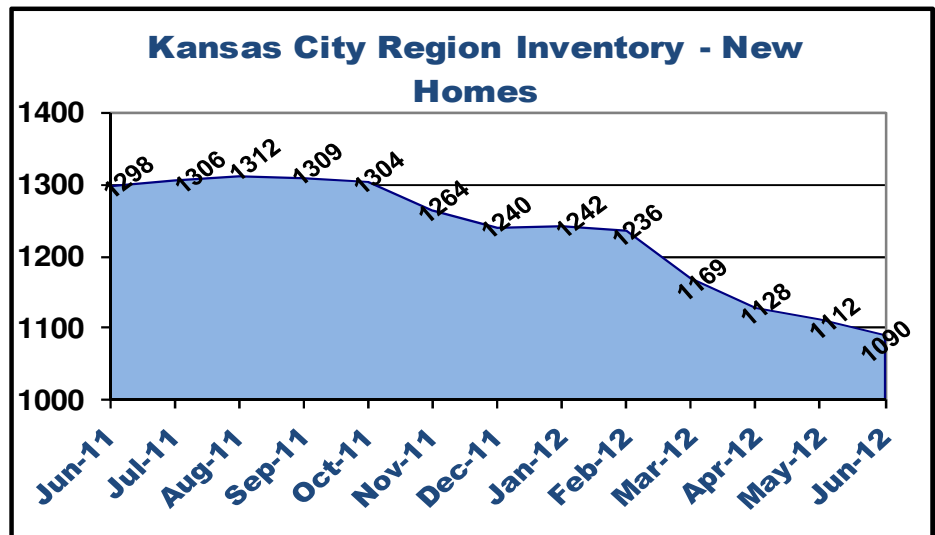
The existing home inventory in June 2012 was 13,253.

June 2012 existing home inventory (13,253) is 17 percent lower than the June 2011 existing home inventory (16,010).



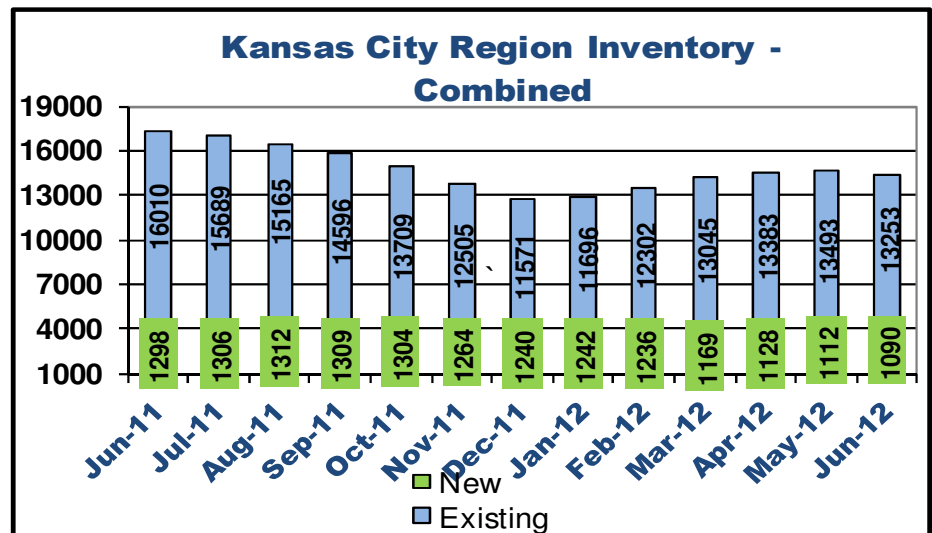
The new home inventory in June 2012 was 1,090.

June 2012 new home inventory (1,090) is 16 percent lower than June 2011 new home inventory (1,298).



Inventory of combined new & existing homes in June 2012 was 14,343.

June 2012 inventory for new & existing homes (14,343) represents a 17 percent decrease from the June 2011 new & existing home inventory (17,308).



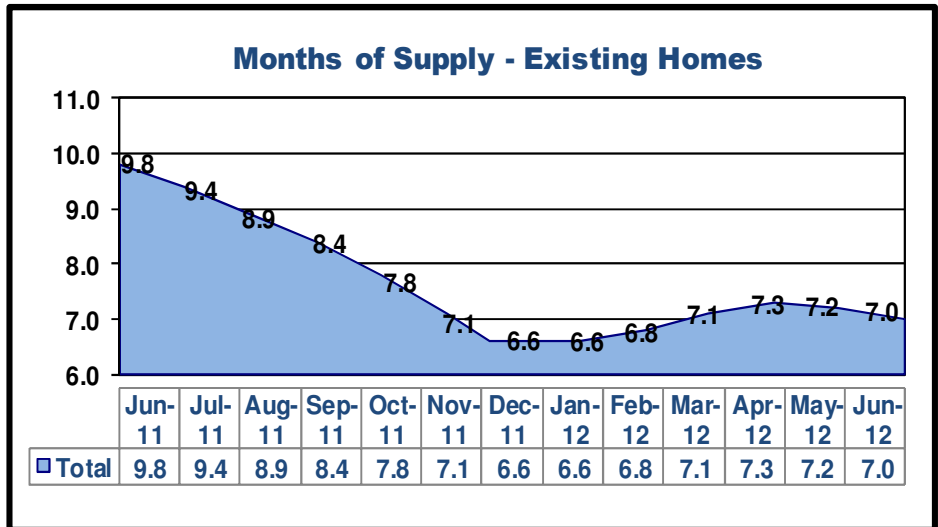
Supply of Homes on Market

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 June 2012 was 7 months.

This supply is more than two months lower than the June 2011 supply of existing homes (9.8 months).

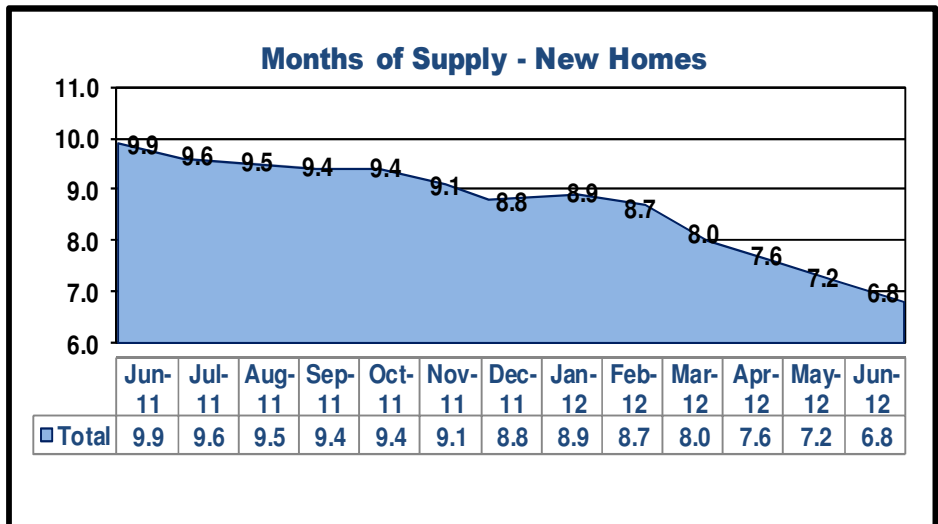
A 7 month supply represents only a slight buyer's edge in the existing home market.



The new home supply in June 2012 was 6.8 months.

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

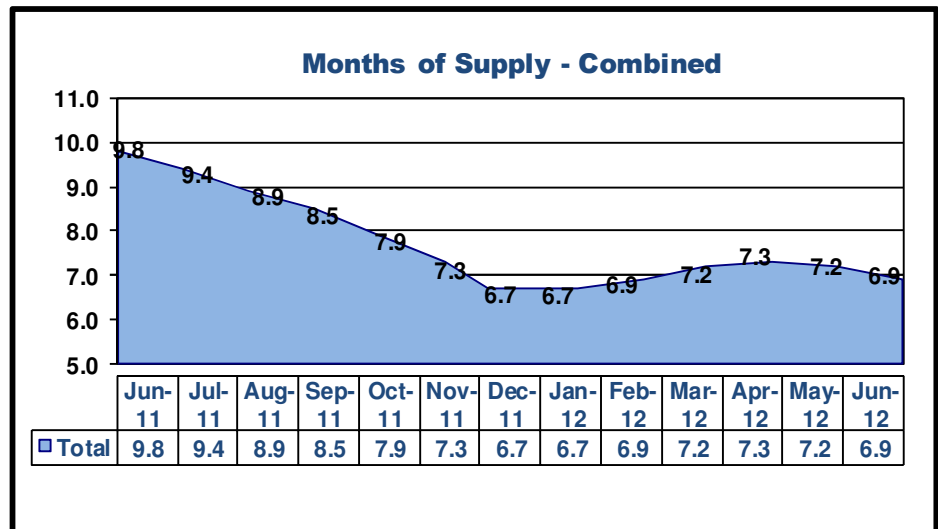
A 6.8 month supply represents a new home market only slightly favoring buyers.



Supply for combined new and existing homes in June 2012 was 6.9 months.

This supply is almost three months lower than the 9.8 months of supply in June 2011.

A 6.9 month supply represents only a slight buyer's edge for combined new and existing homes.

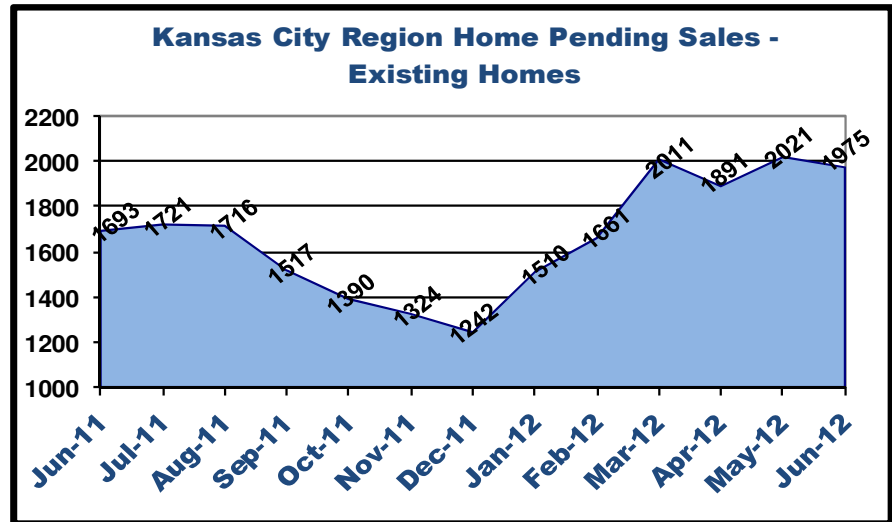


Pending Sales

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

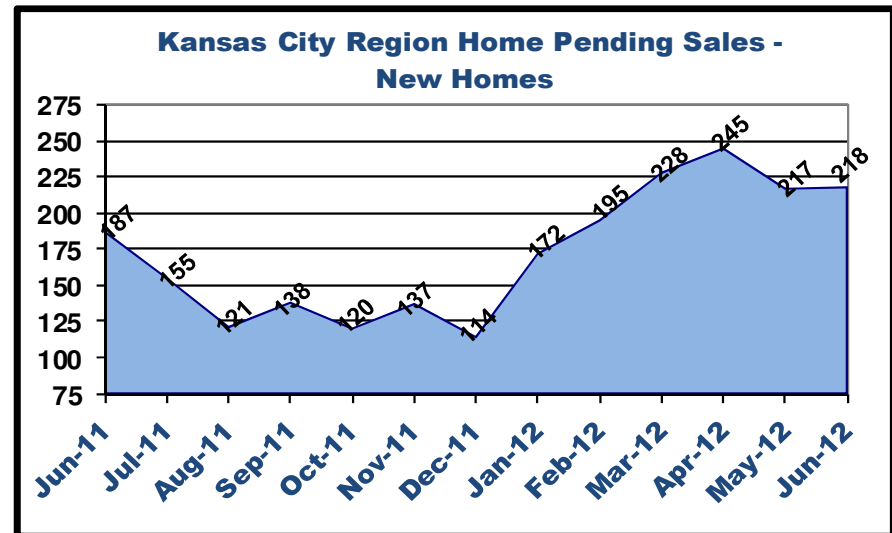
Existing homes pending contracts for June 2012 were 1,975.

June 2012 existing homes pending contracts (1,975) represent a 17 percent increase over June 2011 pending contracts (1,693).



New homes pending contracts for June 2012 were 218.

June 2012 new homes pending contracts (218) were 17 percent higher than June 2011 new homes pending contracts (187).



Combined (new and existing) homes pending contracts in June 2012 were 2,193.

Combined homes pending contracts for June 2012 (2,193) were 17 percent higher than June 2011 totals (1,880).

