

February 2012

Kansas City Regional Real Estate Market Report

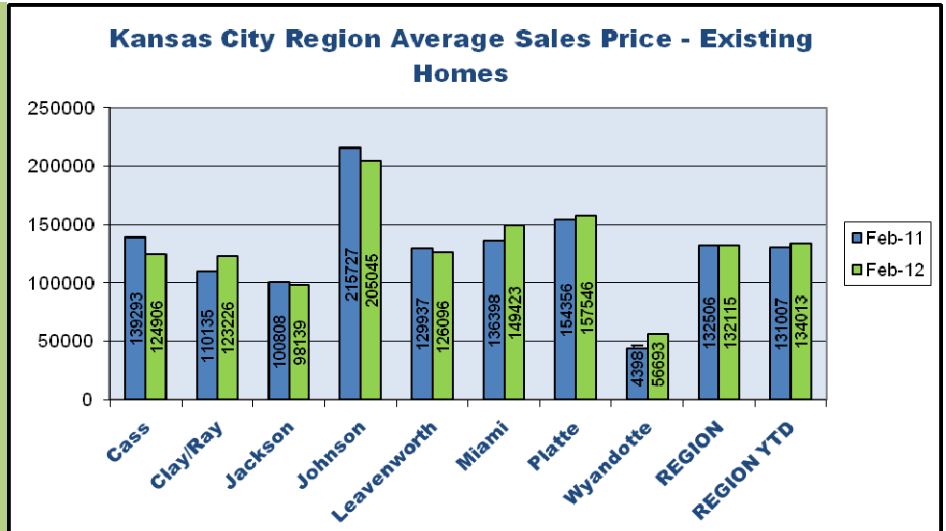


Average Sales Price

The average existing home sale price in February 2012 was \$132,115.

February 2012 existing home sale price (\$132,115) is about the same as February 2011 (\$132,506).

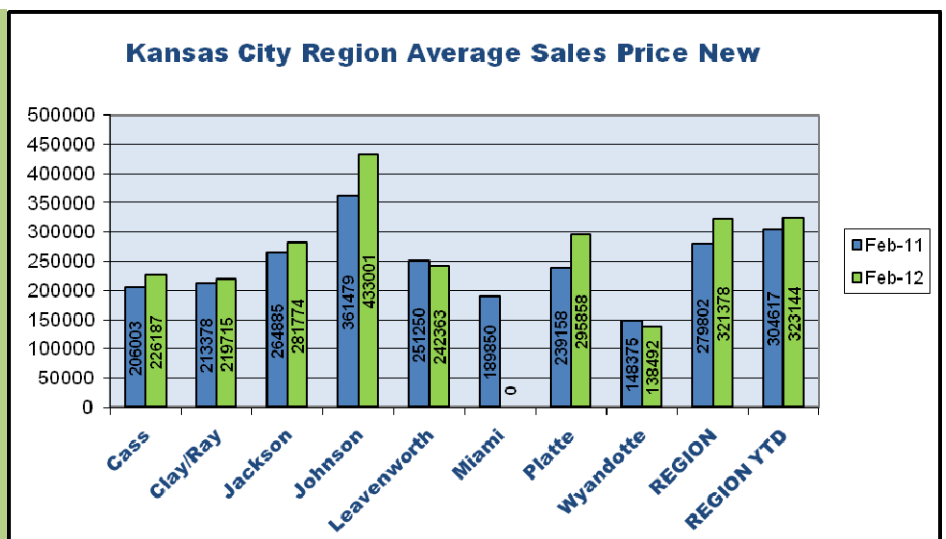
Four of the eight counties (Clay/Ray, Miami, Platte and Wyandotte) experienced an increase in average sales price for existing homes from the same month last year.



The average new home price in February 2012 was \$321,378.

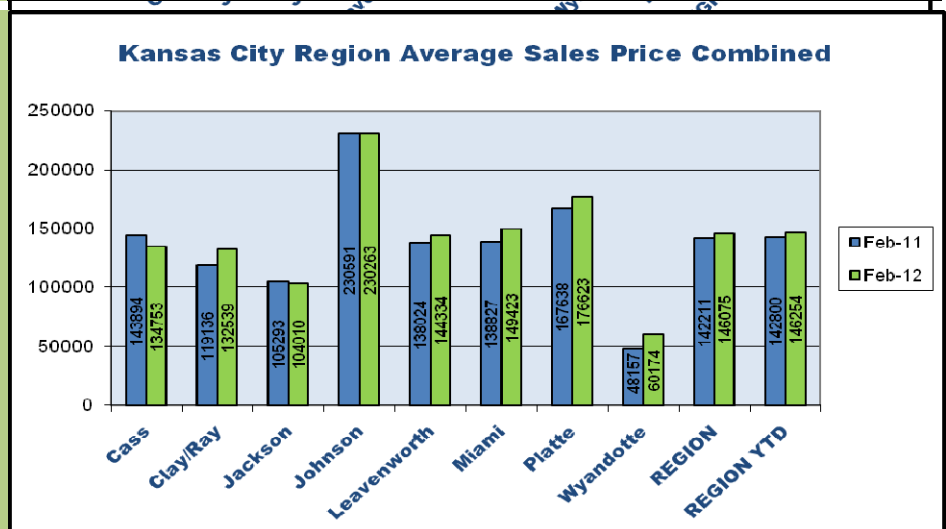
The average new home price in February 2012 (\$321,378) is 15 percent above the February 2011 average new home price (\$279,802).

All counties except Wyandotte showed an increase in new home prices compared to one year ago.



The average sales price for new & existing homes (combined) in February 2012 was \$146,075.

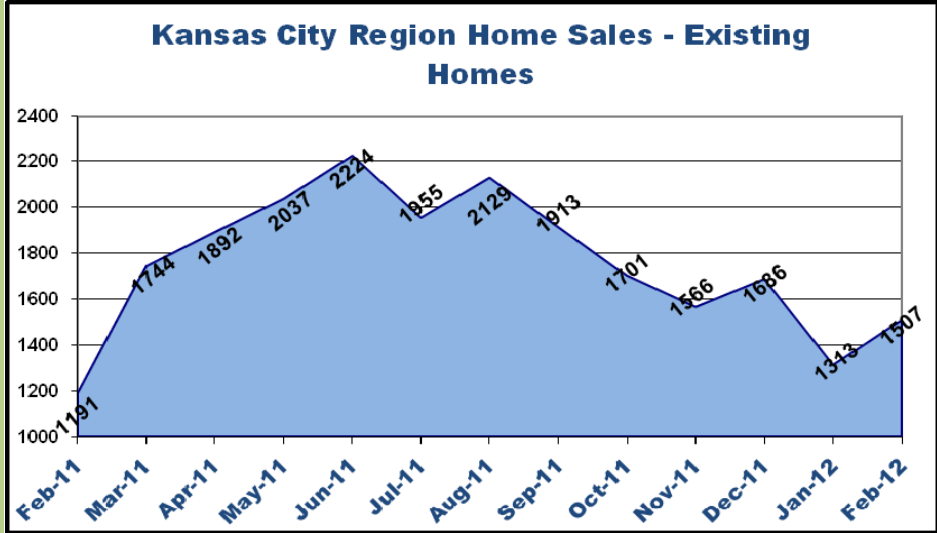
February 2012 average sales price for new & existing homes (\$146,075) represents a 3 percent increase over February 2011 (\$142,211).



Home Sales

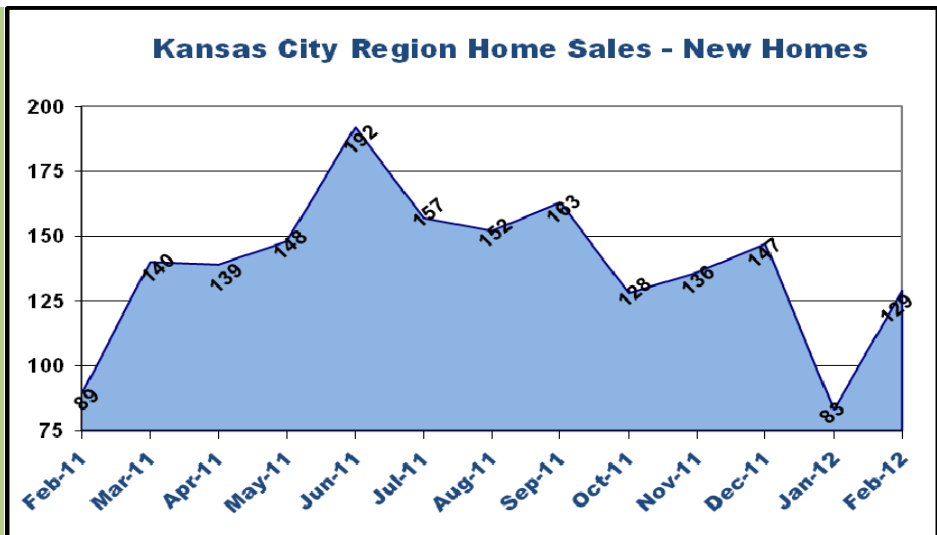
Existing home sales in February 2012 totaled 1,507.

February 2012 existing homes sales (1,507) represent an increase of 27 percent over February 2011 home sales (1,191).



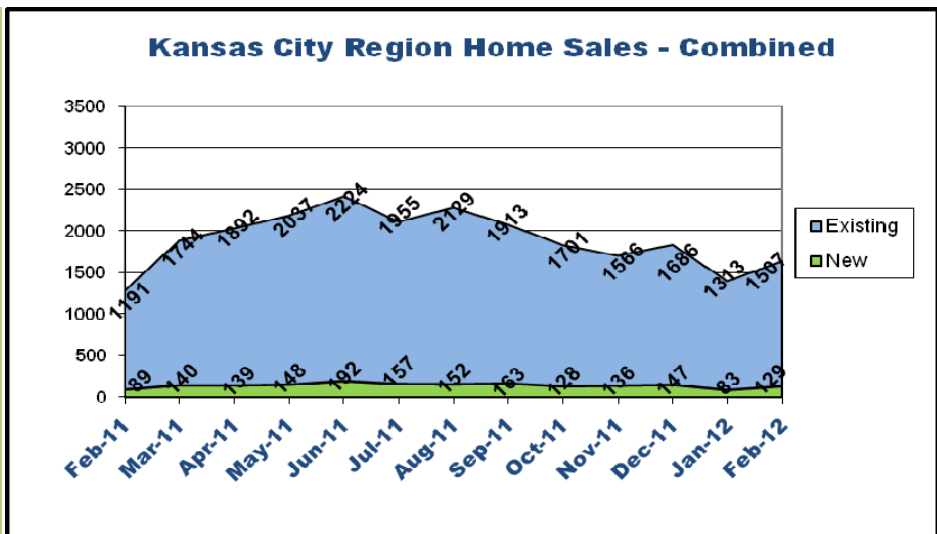
New home sales in February 2012 totaled 129.

February 2012 new home sales (129) were 45 percent higher than February 2011 home sales (89).



Combined home sales (new and existing) in February 2012 totaled 1,636.

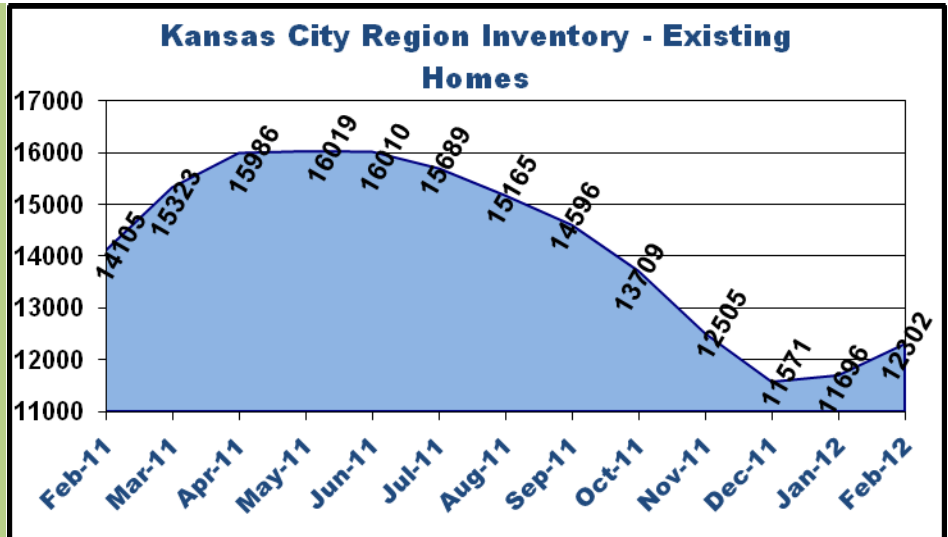
Combined homes sales for February 2012 (1,636) were 17 percent higher than February 2011 totals (1,280).



Home Inventory

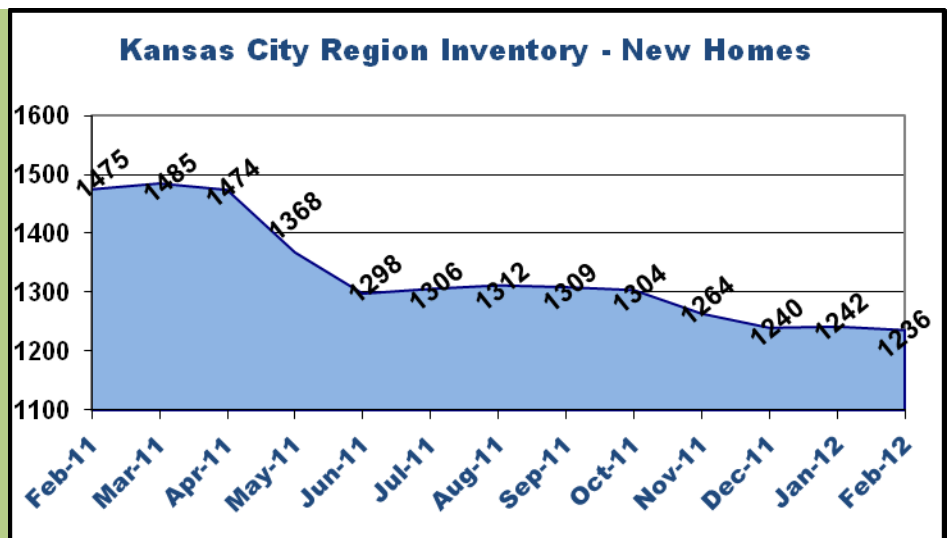
The existing home inventory in February 2012 was 12,302.

February 2012 existing home inventory (12,302) is 13 percent lower than the February 2011 existing home inventory (14,105).



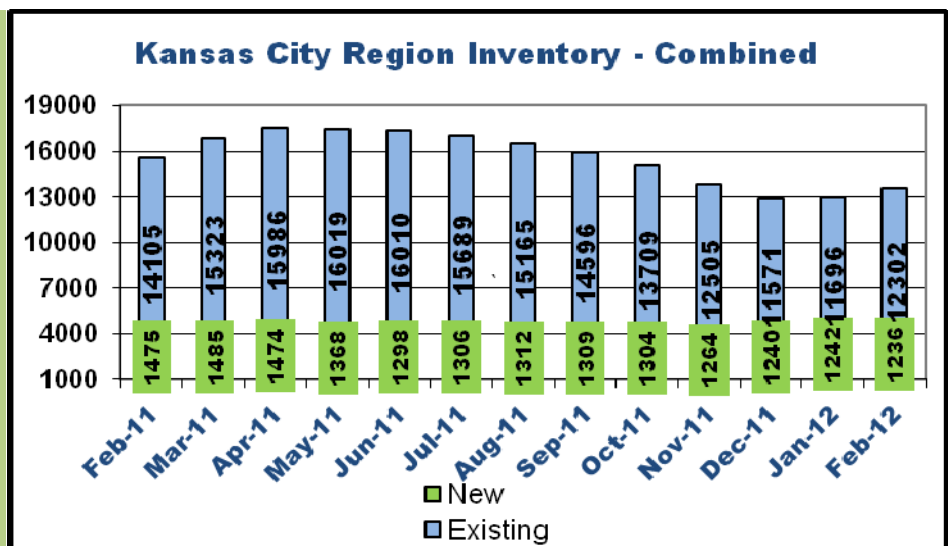
The new home inventory in February 2012 was 1,236.

February 2012 new home inventory (1,236) is 16 percent lower than February 2011 existing inventory (1,475).



Inventory of combined new & existing homes in February 2012 was 13,537.

February 2012 inventory for new & existing homes (13,537) represents a 13 percent decrease from the February 2011 new & existing home inventory (15,580).



Supply of Homes on Market

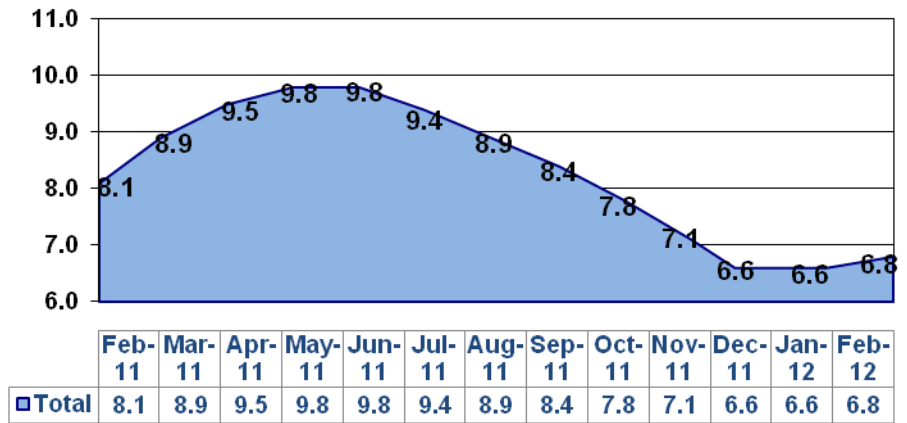
Supply calculation is determined by taking the "Inventory" and dividing it by the "12 month average of the number of Sales." Generally speaking, a 5-6 month supply of homes on the market equates to a "balanced" market. When the supply exceeds 6 months, the market begins to favor buyers, and when the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

The existing homes supply in February 2012 was 6.8 months.

This supply is more than a full month lower than the February 2011 supply of new homes (8.1 months).

A 6.8 month supply represents a nearly balanced existing home market.

Months of Supply Existing Homes

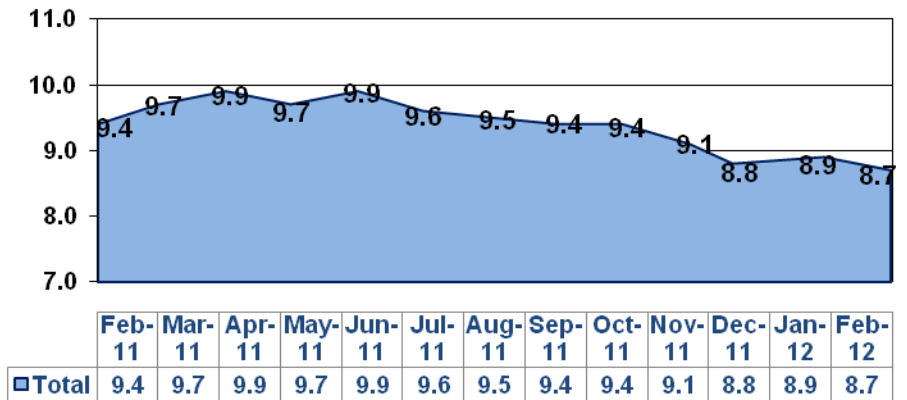


The new home supply in February 2012 was 8.7 months.

This supply is lower than the February 2011 supply of new homes (9.4).

An 8.7 month supply represents a new home market favoring buyers.

Months of Supply - New Homes

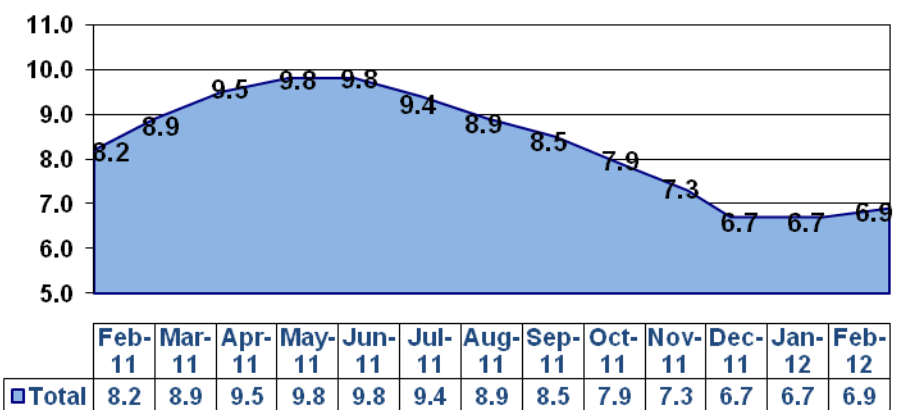


Supply for combined new and existing homes in February 2012 was 6.9 months of supply.

This supply is more than one month lower than the 8.2 months of supply in February 2011.

A 6.9 month supply represents a nearly balanced market for combined new and existing homes.

Months of Supply - Combined

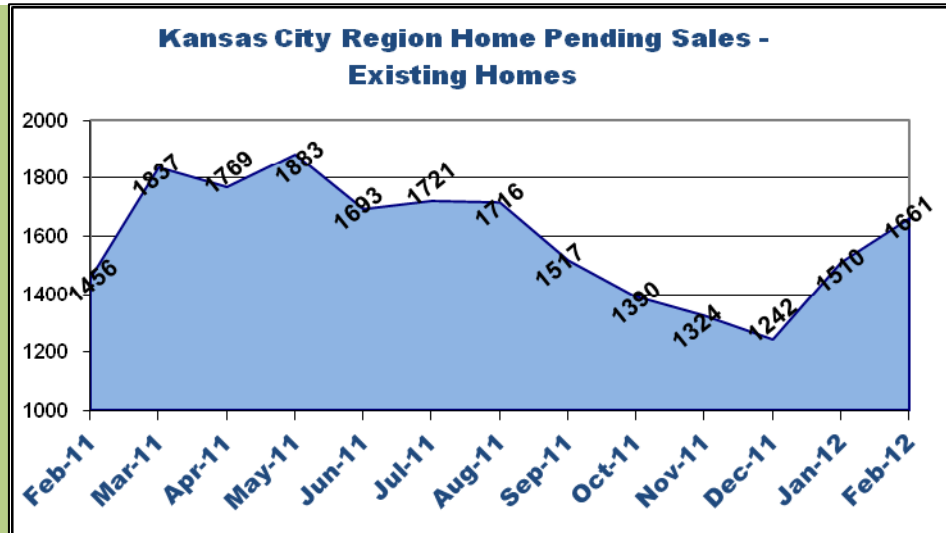


Pending Sales

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

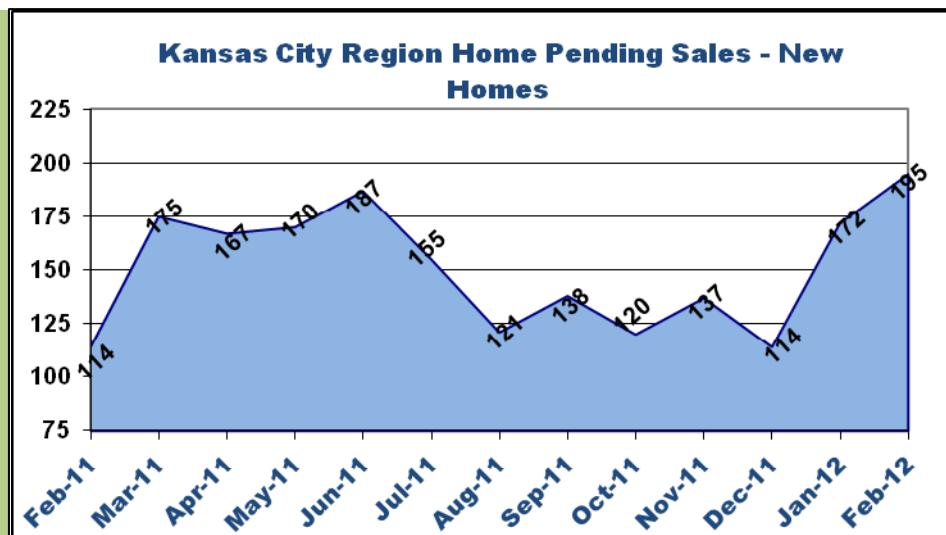
Existing homes pending contracts for February 2012 were 1,661.

February 2012 existing homes pending contracts (1,661) represent a 14 percent increase over February 2011 pending contracts (1,456).



New home pending contracts for February 2012 were 195.

February 2012 existing homes pending contracts (195) were 71 percent higher than February 2011 existing homes pending contracts (114).



Combined (new and existing) homes pending contracts in February 2012 were 1,856.

Combined homes pending contracts for February 2012 (1,856) were 18 percent higher than February 2011 totals (1,570).

