

May 2012

Kansas City Regional Real Estate Market Report

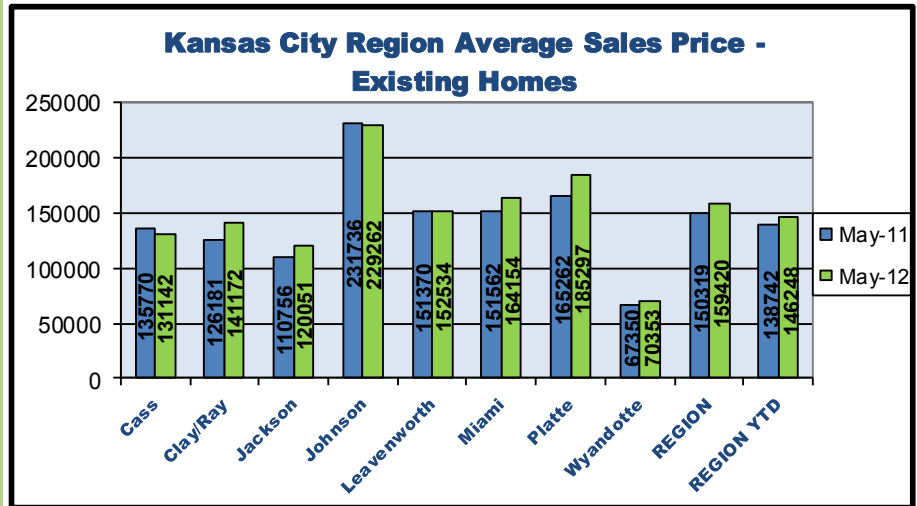


Average Sales Price

The average existing home sale price in May 2012 was \$159,420.

May 2012 existing home sale price (\$159,420) is 6 percent above May 2011 (\$150,319).

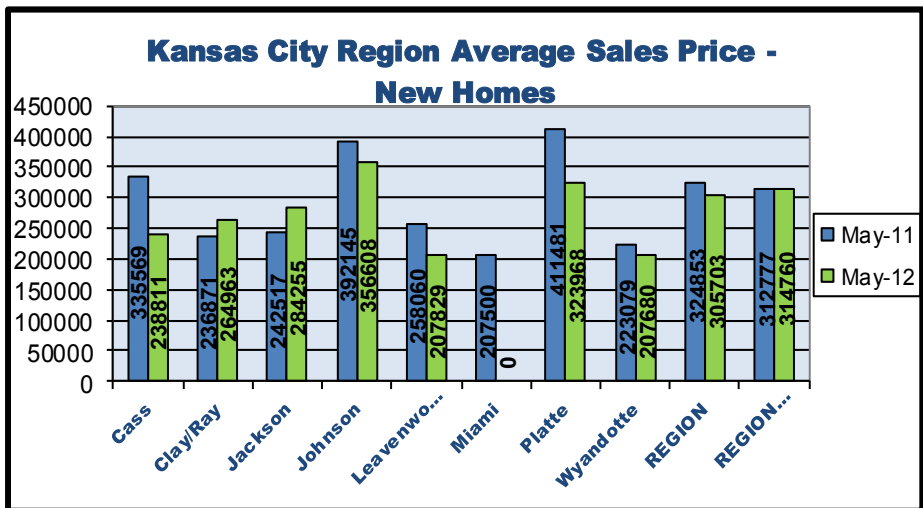
All but two counties (Cass and Johnson) experienced an increase in average sales price for existing homes from the same month last year.



The average new home price in May 2012 was \$305,703.

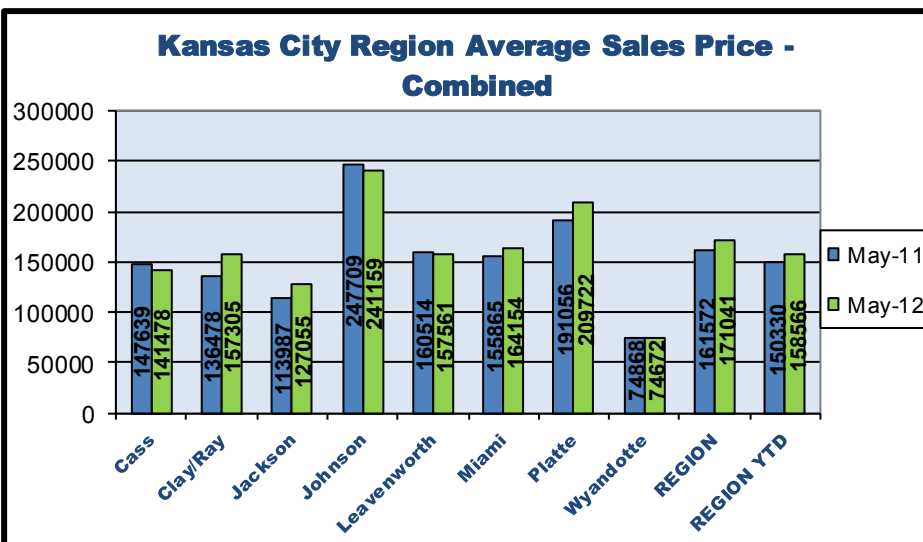
The average new home price in May 2012 (\$305,703) is 5 percent below the May 2011 average new home price (\$324,853).

Two counties (Clay/Ray and Jackson) showed an increase in new home prices compared to one year ago.



The average sales price for new & existing homes (combined) in May 2012 was \$171,041.

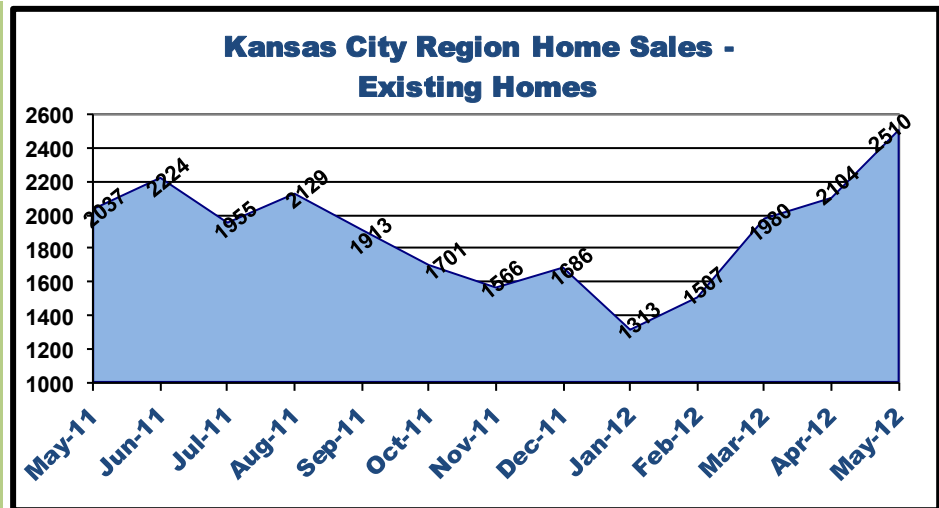
May 2012 average sales price for new & existing homes (\$171,041) represents a 6 percent increase over May 2011 (\$161,572).



Home Sales

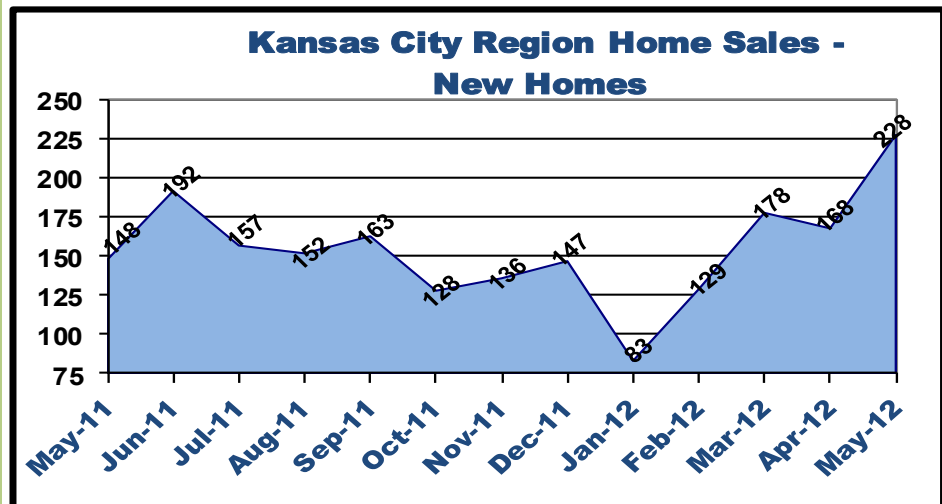
Existing home sales in May 2012 totaled 2,510.

May 2012 existing homes sales (2,510) represent an increase of 23 percent over May 2011 home sales (2,037).



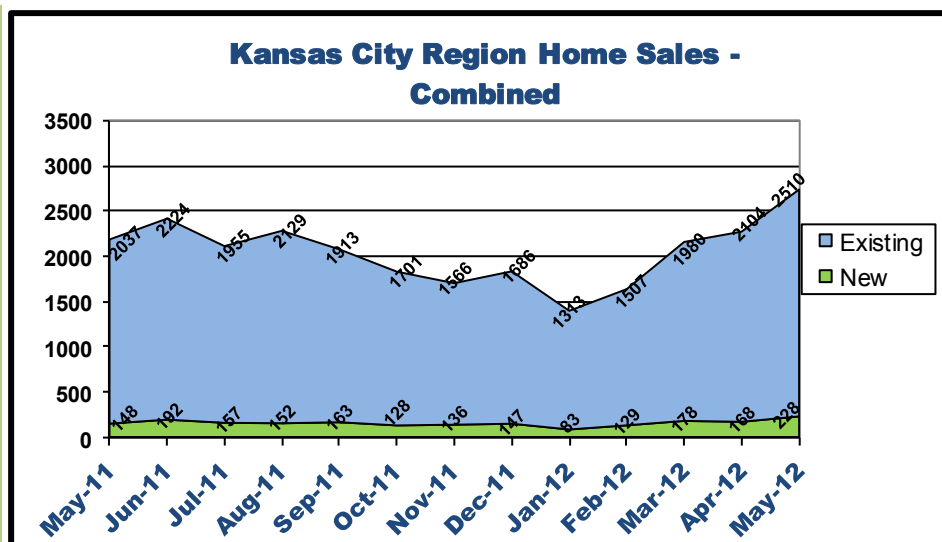
New home sales in May 2012 totaled 228.

May 2012 new home sales (228) were 54 percent higher than May 2011 home sales (148).



Combined home sales (new and existing) in May 2012 totaled 2,738.

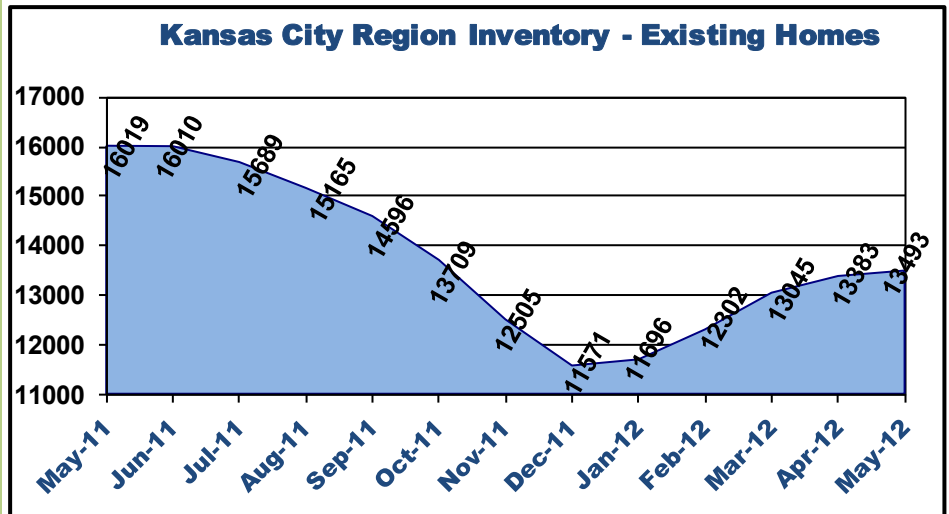
Combined homes sales for May 2012 (2,738) were 25 percent higher than May 2011 totals (2,185).



Home Inventory

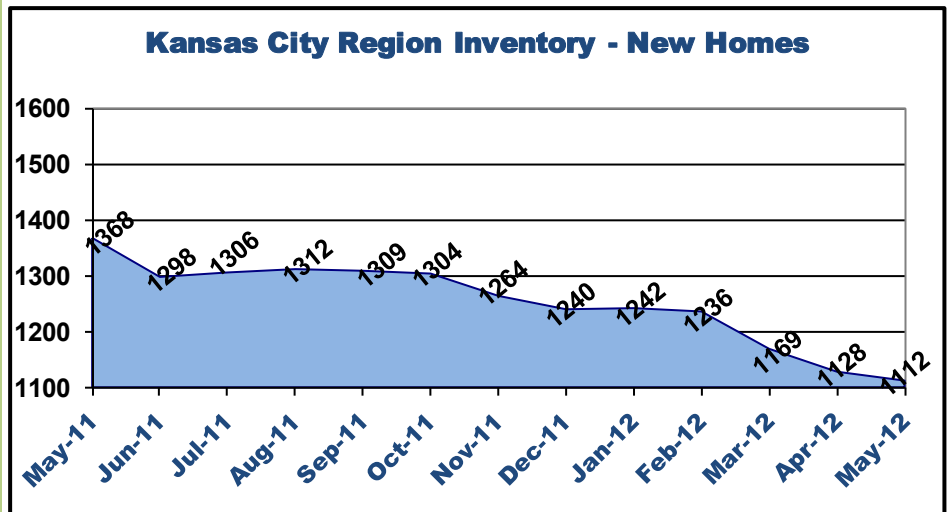
The existing home inventory in May 2012 was 13,493.

May 2012 existing home inventory (13,493) is 16 percent lower than the May 2011 existing home inventory (16,019).



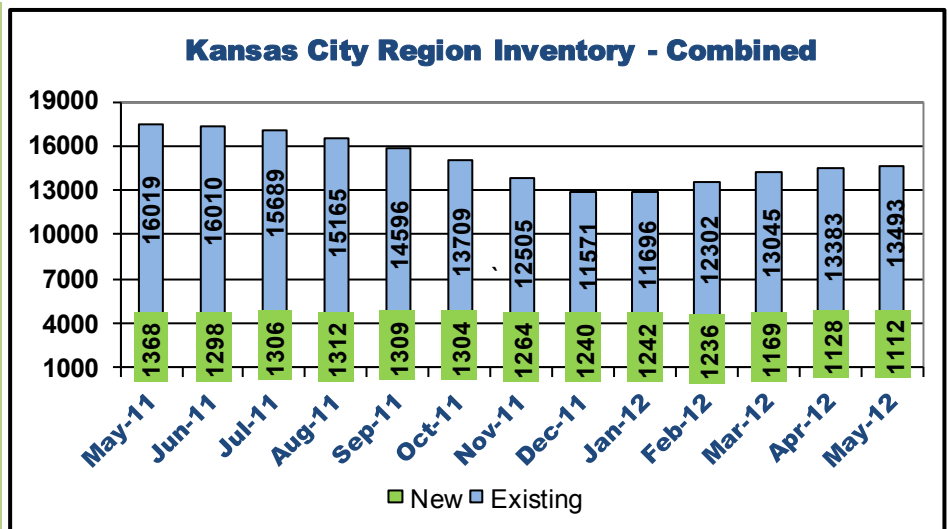
The new home inventory in May 2012 was 1,112.

May 2012 new home inventory (1,112) is 19 percent lower than May 2011 new home inventory (1,368).



Inventory of combined new & existing homes in May 2012 was 14,605.

May 2012 inventory for new & existing homes (14,605) represents a 16 percent decrease from the May 2011 new & existing home inventory (17,387).



Supply of Homes on Market

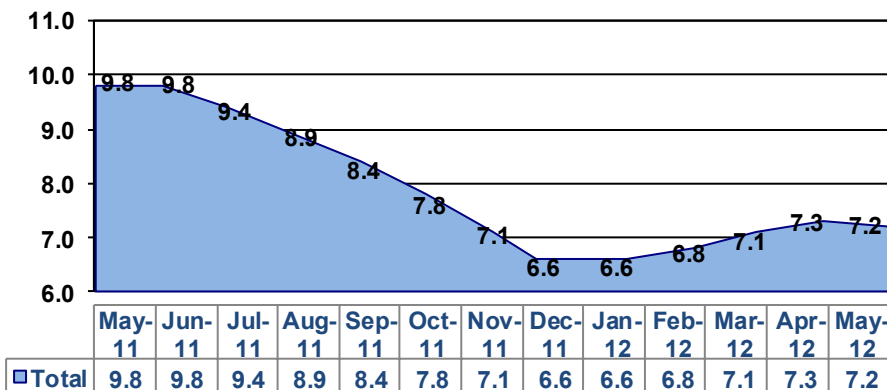
Supply calculation is determined by taking the "Inventory" and dividing it by the "12 month average of the number of Sales." Generally speaking, a 5-6 month supply of homes on the market equates to a "balanced" market. When the supply exceeds 6 months, the market begins to favor buyers, and when the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

The existing homes supply in May 2012 was 7.2 months.

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

A 7.2 month supply represents only a slight buyer's edge in the existing home market.

Months of Supply - Existing Homes

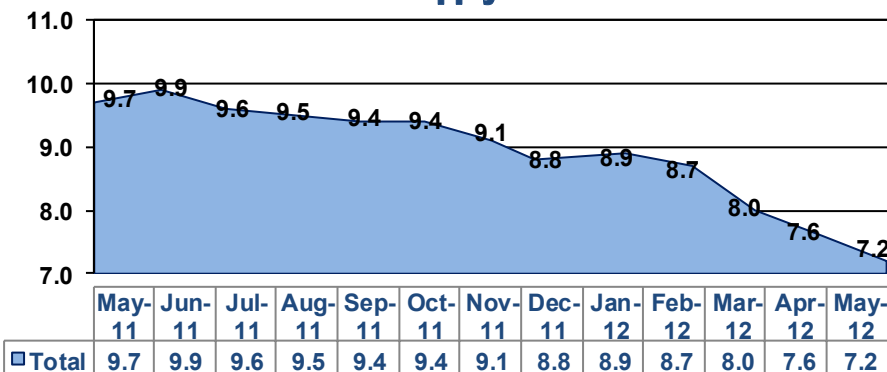


The new home supply in May 2012 was 7.2 months.

This supply is more than two months lower than the May 2011 supply of new homes (9.7).

A 7.2 month supply represents a new home market slightly favoring buyers.

Months of Supply - New Homes

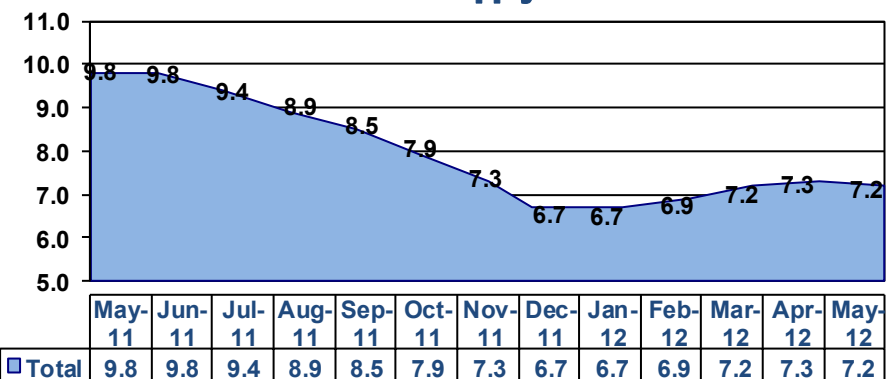


Supply for combined new and existing homes in May 2012 was 7.2 months.

This supply is more than two months lower than the 9.8 months of supply in May 2011.

A 7.2 month supply represents only a slight buyer's edge for combined new and existing homes.

Months of Supply - Combined

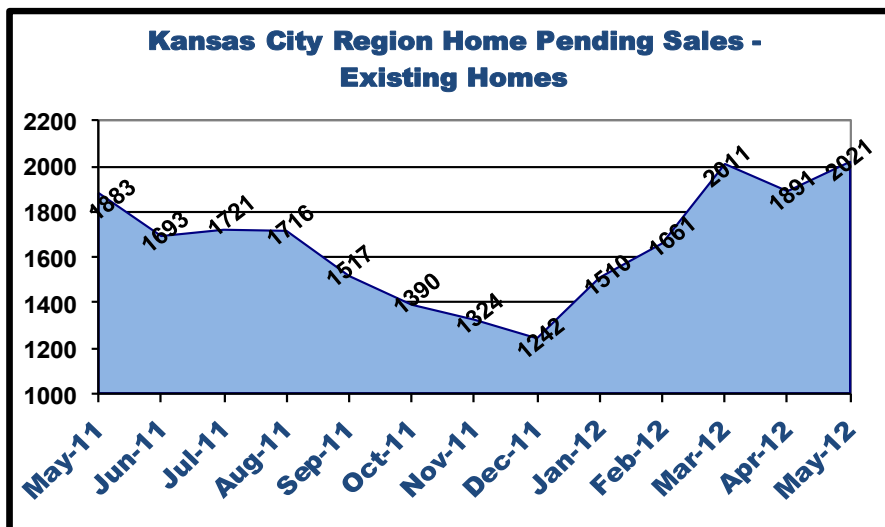


Pending Sales

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

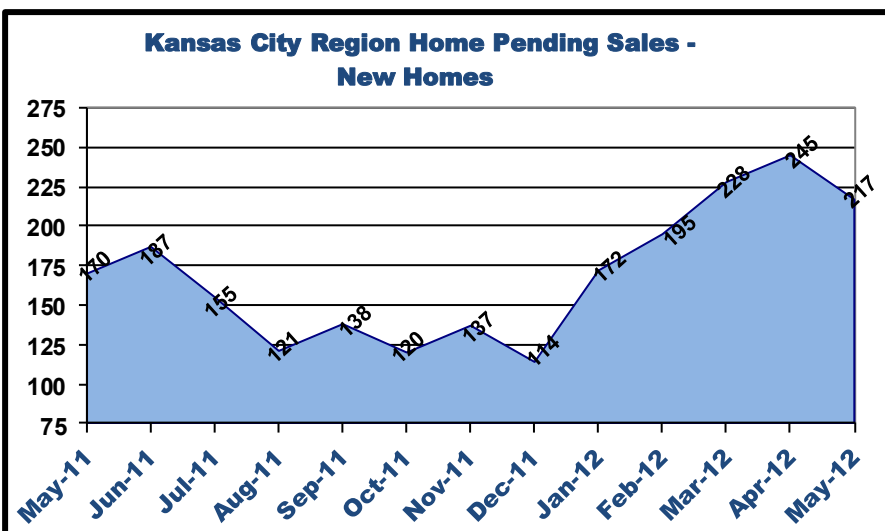
Existing homes pending contracts for May 2012 were 2,021.

May 2012 existing homes pending contracts (2,021) represent a 7 percent increase over May 2011 pending contracts (1,883).



New homes pending contracts for May 2012 were 217.

May 2012 new homes pending contracts (217) were 28 percent higher than May 2011 new homes pending contracts (170).



Combined (new and existing) homes pending contracts in May 2012 were 2,238.

Combined homes pending contracts for May 2012 (2,238) were 9 percent higher than May 2011 totals (2,053).

