

**October  
2012**

**Kansas City Regional  
Real Estate Market Report**

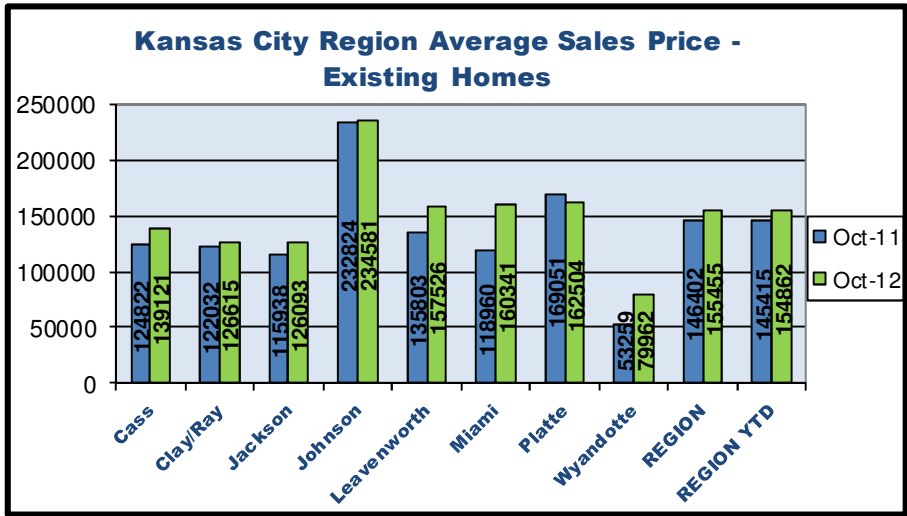


# Average Sales Price

The average existing home sale price in October 2012 was \$155,455.

October 2012 existing home sale price (\$155,455) is 6 percent above October 2011 (\$146,402).

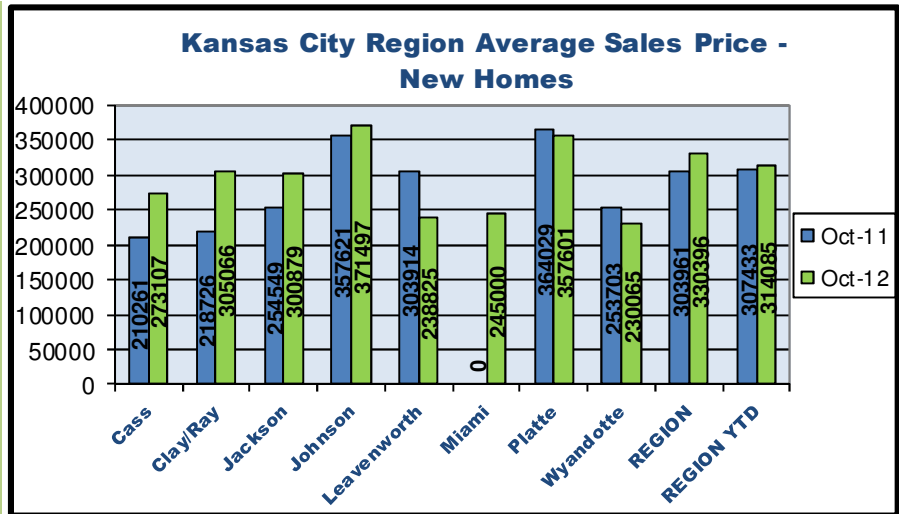
All counties except for Platte experienced an increase in average sales price for existing homes from the same month last year.



The average new home price in October 2012 was \$330,396.

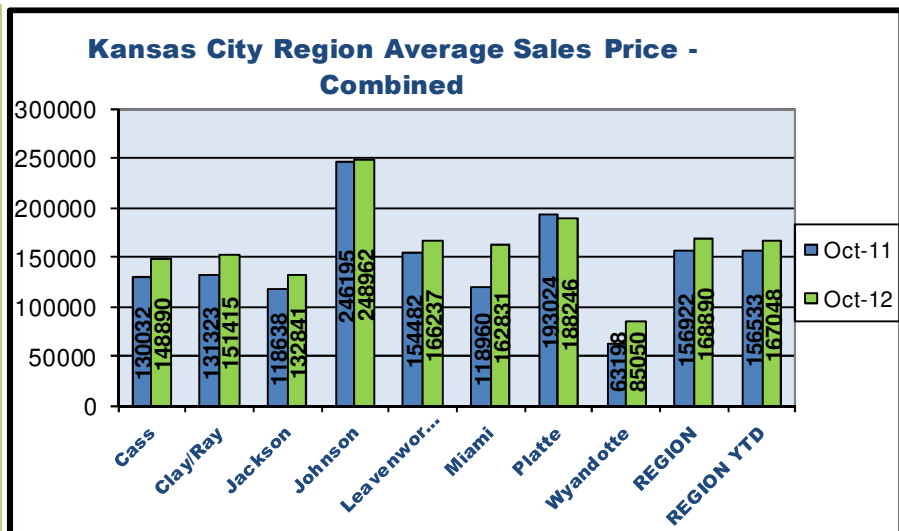
The average new home price in October 2012 (\$330,396) is 9 percent above the October 2011 average new home price (\$303,961).

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



The average sales price for new & existing homes (combined) in October 2012 was \$168,890.

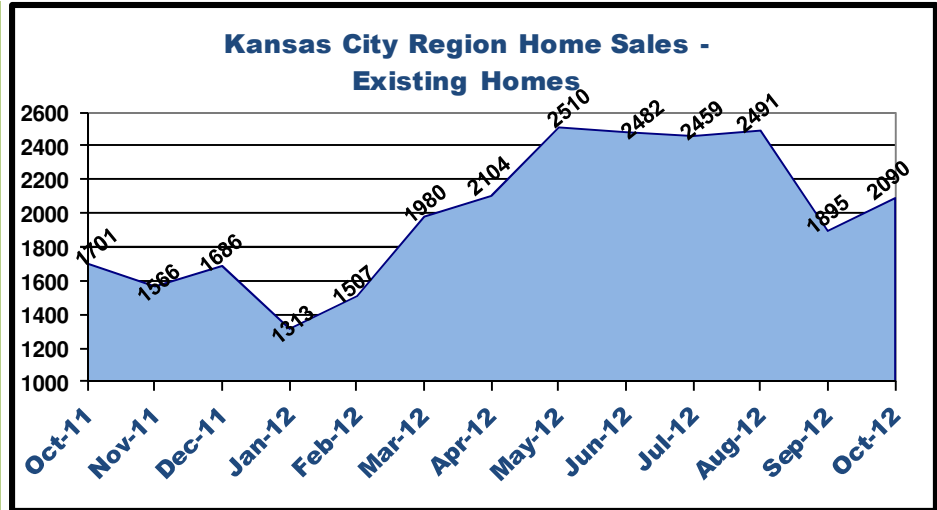
October 2012 average sales price for new & existing homes (\$168,890) represents a 7 percent increase over October 2011 (\$156,922).



# Home Sales

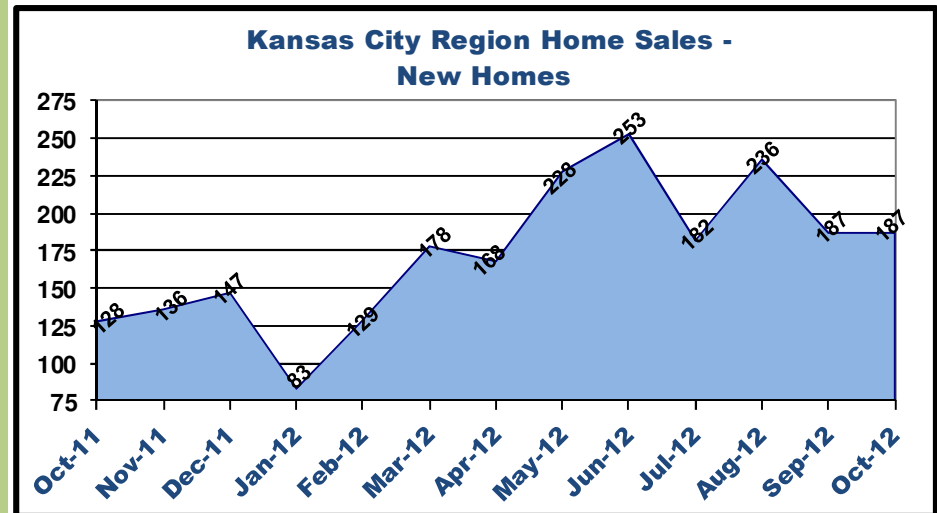
Existing home sales in October 2012 totaled 2,090.

October 2012 existing homes sales (2,090) represent an increase of 23 percent over October 2011 home sales (1,701).



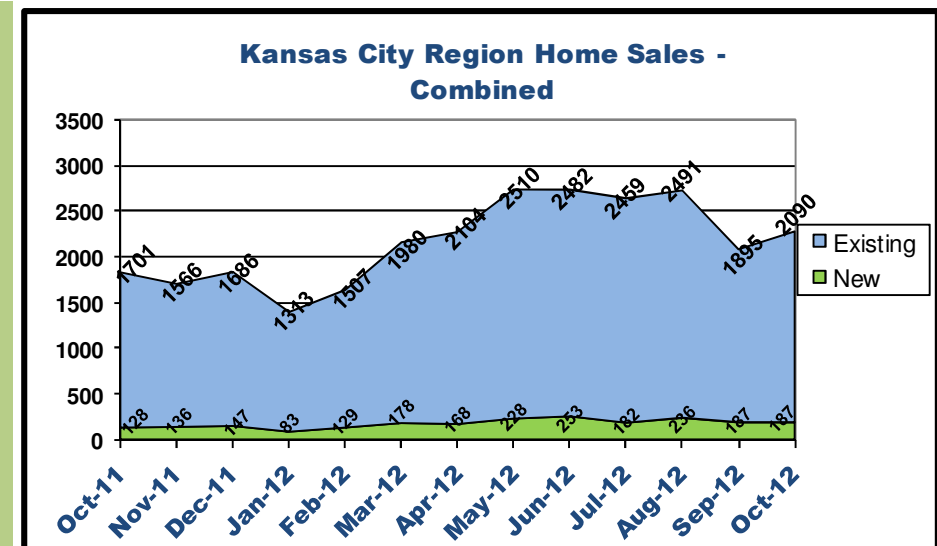
New home sales in October 2012 totaled 187.

October 2012 new home sales (187) were 46 percent higher than October 2011 home sales (128).



Combined home sales (new and existing) in October 2012 totaled 2,277.

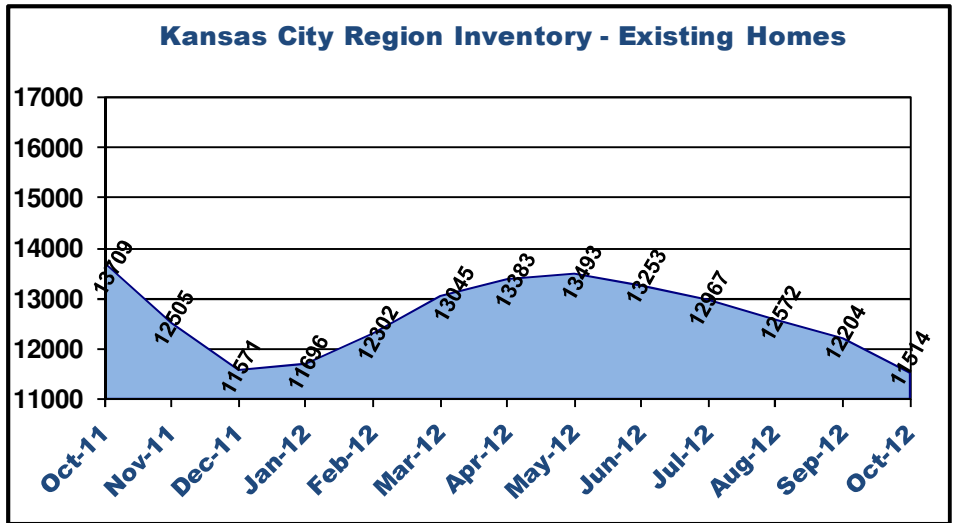
Combined homes sales for October 2012 (2,277) were 24 percent higher than October 2011 totals (1,829).



# Home Inventory

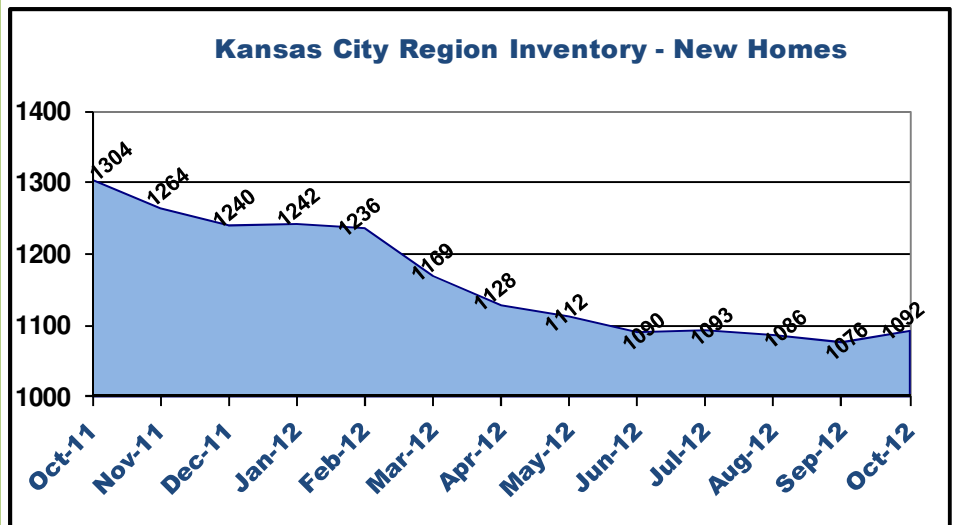
The existing home inventory in October 2012 was 11,514.

October 2012 existing home inventory (11,514) is 16 percent lower than the October 2011 existing home inventory (13,709).



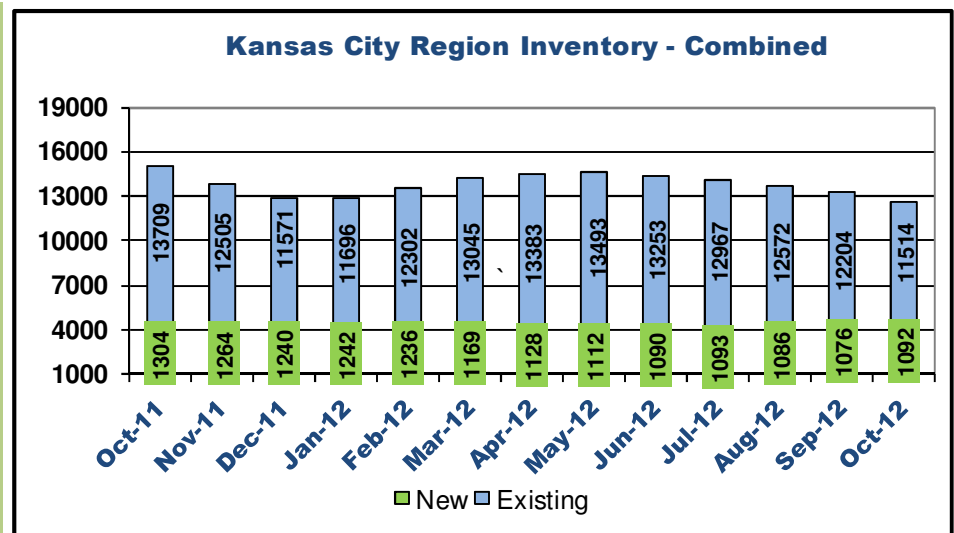
The new home inventory in October 2012 was 1,092.

October 2012 new home inventory (1,092) is 16 percent lower than October 2011 new home inventory (1,304).



Inventory of combined new & existing homes in October 2012 was 12,606.

October 2012 inventory for new & existing homes (12,606) represents a 16 percent decrease from the October 2011 new & existing home inventory (15,013).

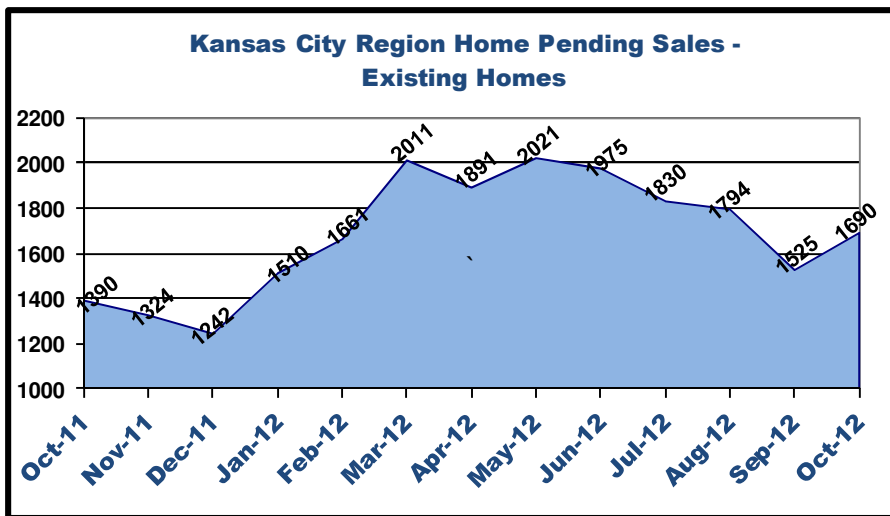


# Pending Sales

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

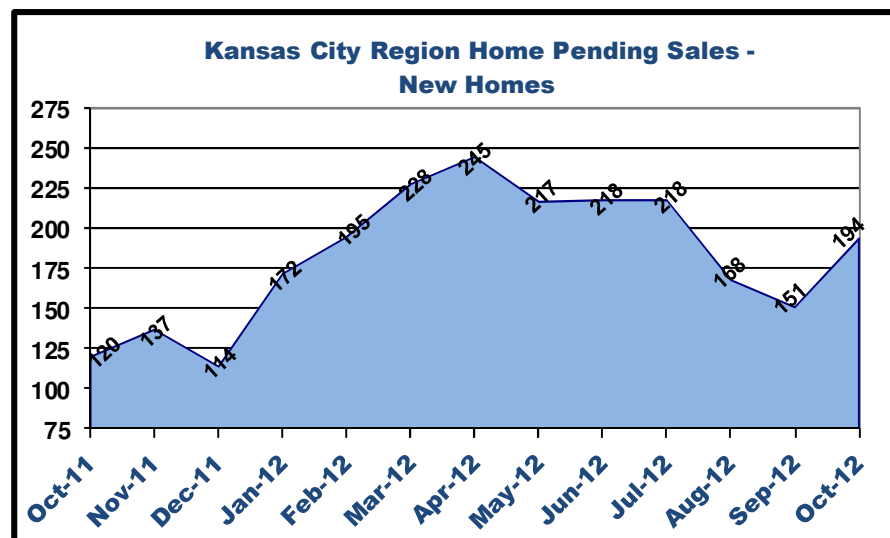
Existing homes pending contracts for October 2012 were 1,690.

October 2012 existing homes pending contracts (1,690) represent a 22 percent increase over October 2011 pending contracts (1,390).



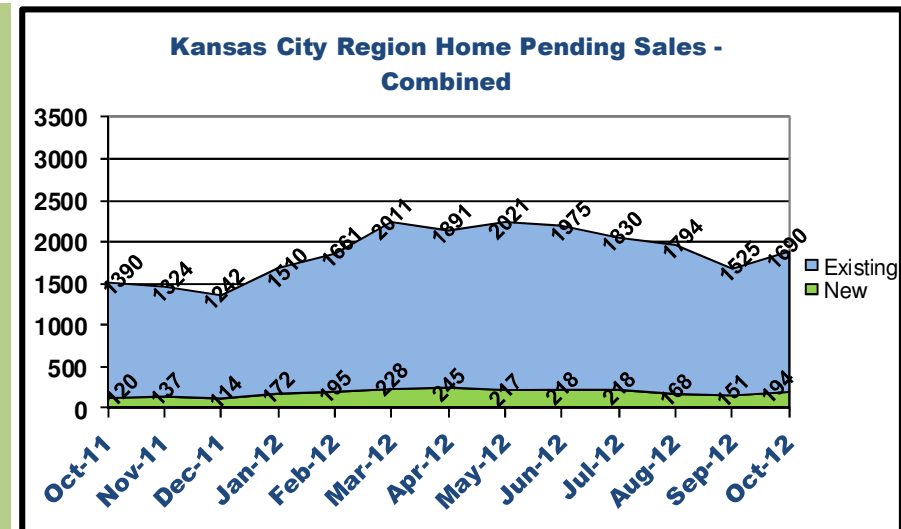
New homes pending contracts for October 2012 were 194.

October 2012 new homes pending contracts (194) were 62 percent higher than October 2011 new homes pending contracts (120).



Combined (new and existing) homes pending contracts in October 2012 were 1,884.

Combined homes pending contracts for October 2012 (1,884) were 25 percent higher than October 2011 totals (1,510).



# Supply of Homes on Market

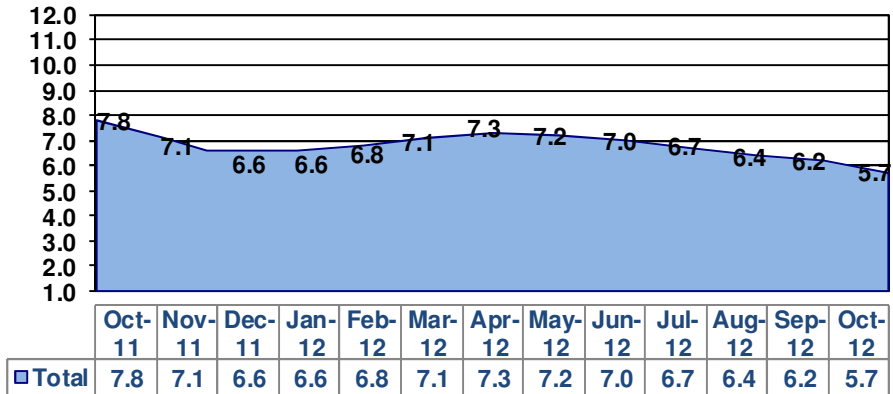
Supply calculation is determined by taking the "Inventory" and dividing it by the "12 month average of the number of Sales." Generally speaking, a 5-6 month supply of homes on the market equates to a "balanced" market. When the supply exceeds 6 months, the market begins to favor buyers, and when the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

The existing homes supply in October 2012 was 5.7 months.

This supply is more than two months lower than the October 2011 supply of existing homes (7.8 months).

A 5.7 month supply represents a balanced existing home market.

Months of Supply - Existing Homes

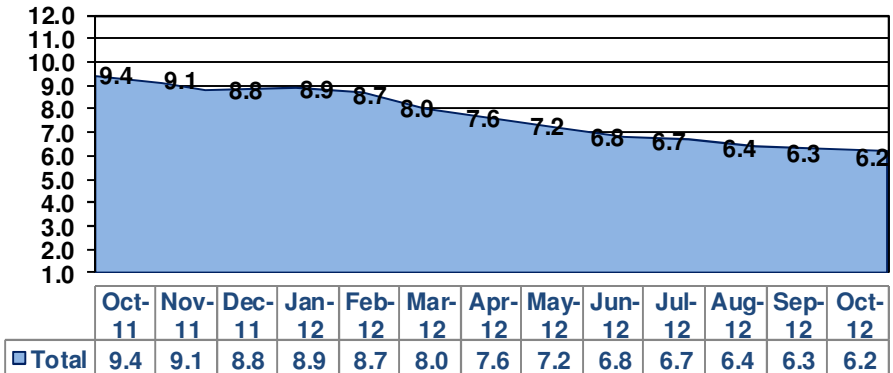


The new home supply in October 2012 was 6.2 months.

This supply is three months lower than the October 2011 supply of new homes (9.4).

A 6.2 month supply represents a new home market inching closer to a balanced market.

Months of Supply - New Homes



Supply for combined new and existing homes in October 2012 was 5.8 months.

This supply is more than two months lower than the 7.9 months of supply in October 2011.

A 5.8 month supply represents the combined new and existing homes market as balanced.

Months of Supply - Combined

