

**September
2012**

**Kansas City Regional
Real Estate Market Report**

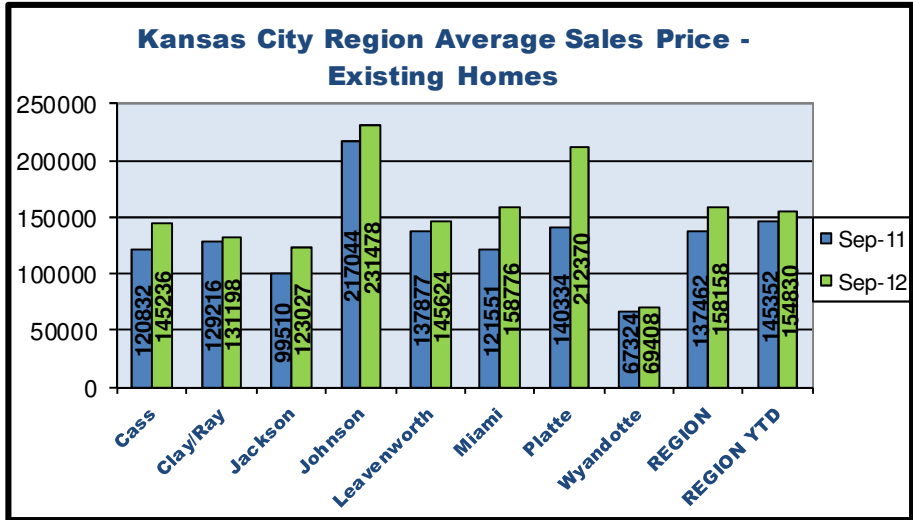


Average Sales Price

The average existing home sale price in September 2012 was \$158,158.

September 2012 existing home sale price (\$158,158) is 15 percent above September 2011 (\$137,462).

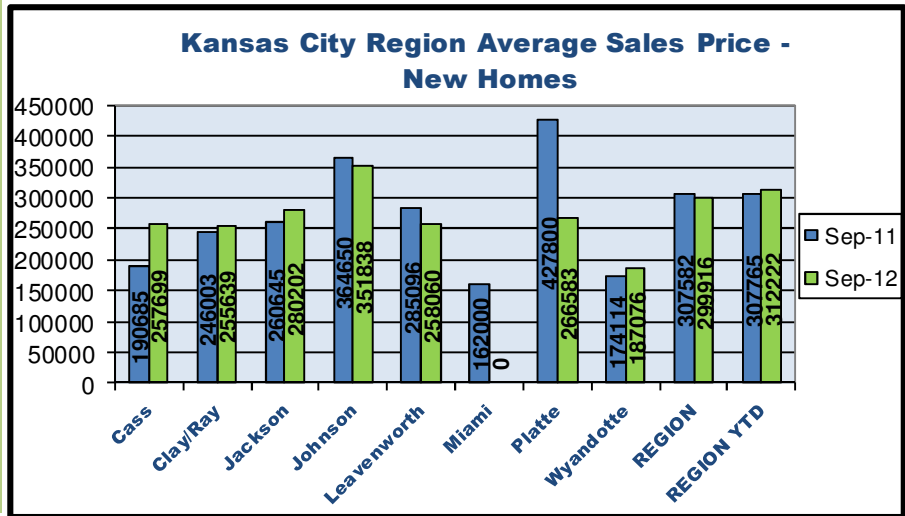
All counties experienced an increase in average sales price for existing homes from the same month last year.



The average new home price in September 2012 was \$299,916.

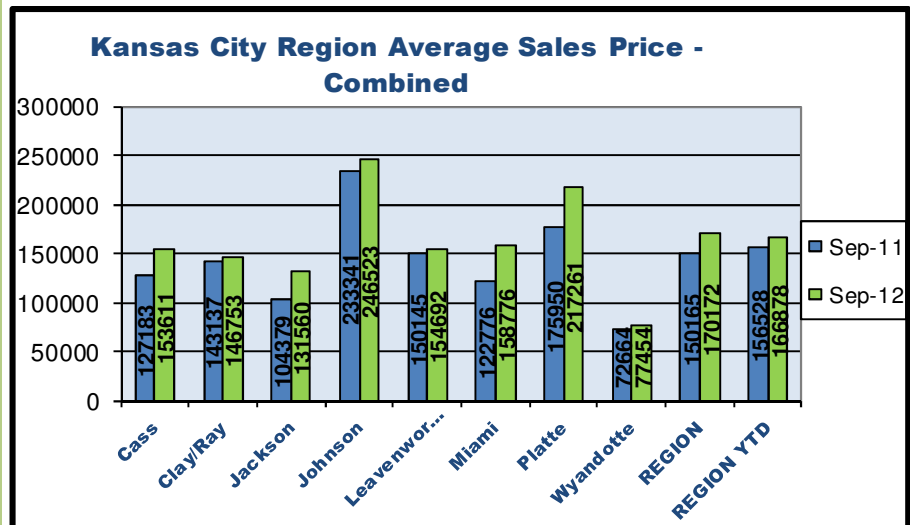
The average new home price in September 2012 (\$299,916) is 2 percent below the September 2011 average new home price (\$307,582).

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



The average sales price for new & existing homes (combined) in September 2012 was \$170,172.

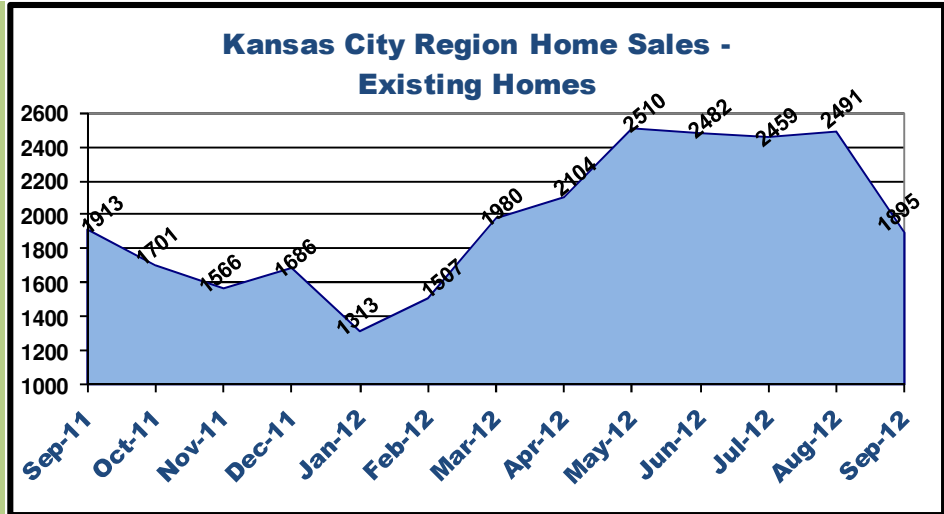
September 2012 average sales price for new & existing homes (\$170,172) represents a 13 percent increase over September 2011 (\$150,165).



Home Sales

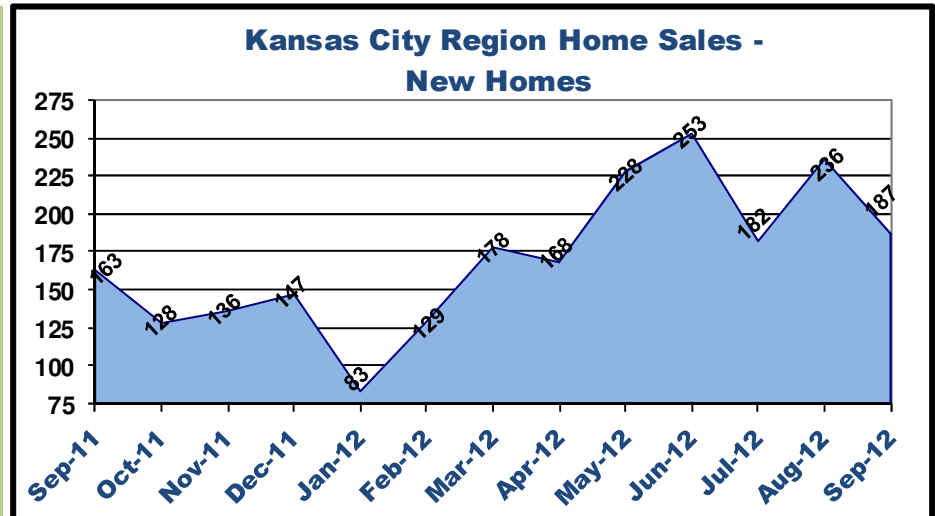
Existing home sales in September 2012 totaled 1,895.

September 2012 existing homes sales (1,895) represent a slight decrease of 1 percent over September 2011 home sales (1,913).



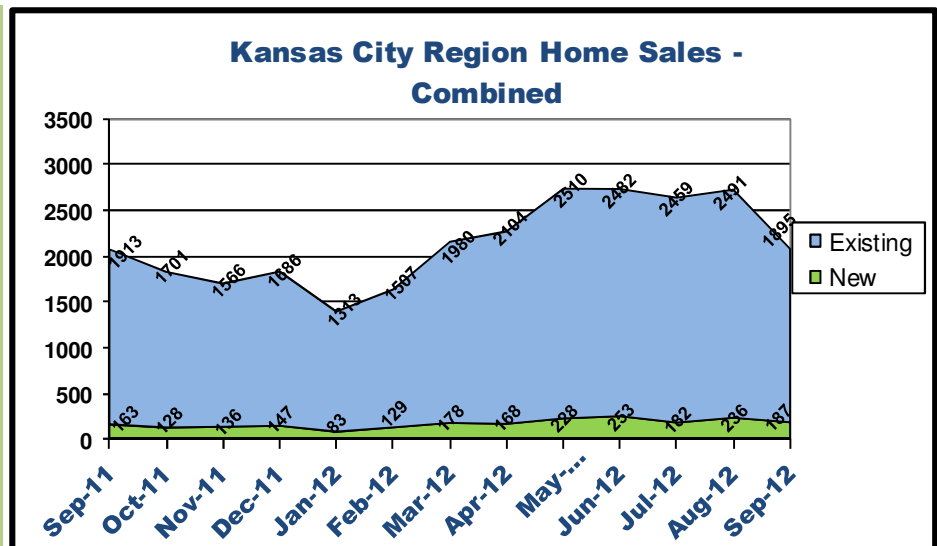
New home sales in September 2012 totaled 187.

September 2012 new home sales (187) were 15 percent higher than September 2011 home sales (163).



Combined home sales (new and existing) in September 2012 totaled 2,082.

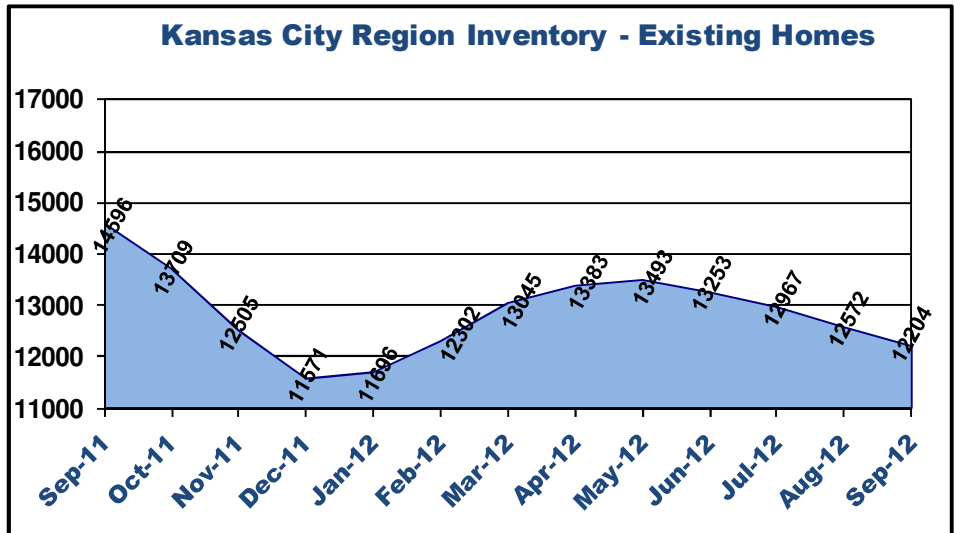
Combined homes sales for September 2012 (2,082) were even with September 2011 totals (2,076).



Home Inventory

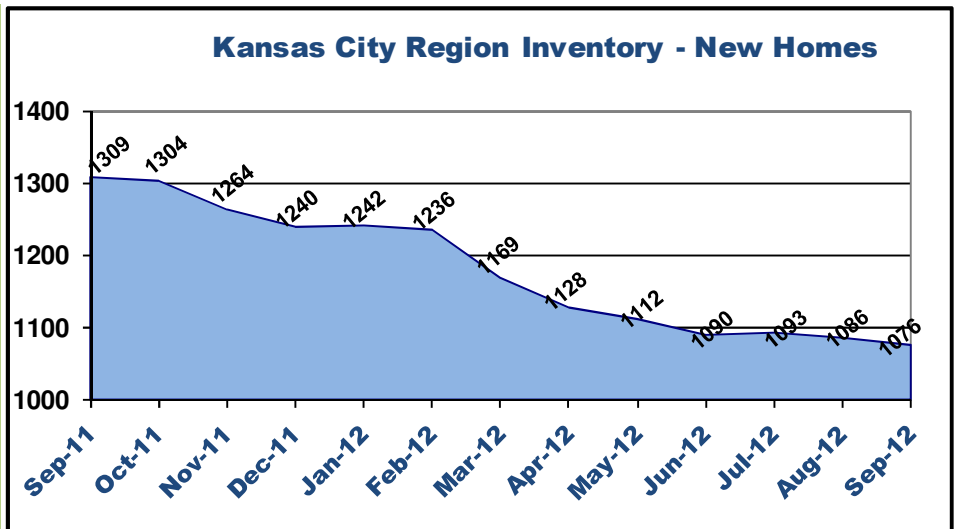
The existing home inventory in September 2012 was 12,204.

September 2012 existing home inventory (12,204) is 16 percent lower than the September 2011 existing home inventory (14,596).



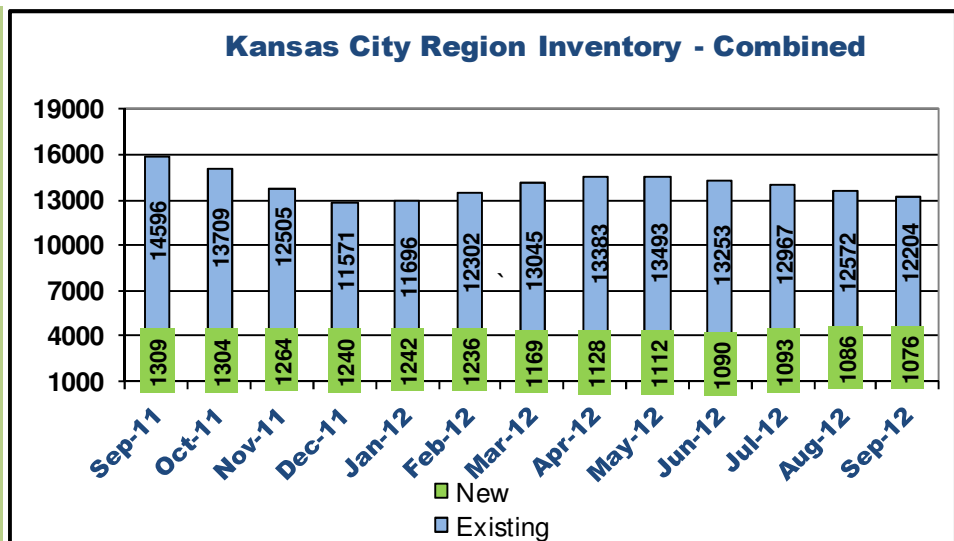
The new home inventory in September 2012 was 1,076.

September 2012 new home inventory (1,076) is 18 percent lower than September 2011 new home inventory (1,309).



Inventory of combined new & existing homes in September 2012 was 13,280.

September 2012 inventory for new & existing homes (13,280) represents a 17 percent decrease from the September 2011 new & existing home inventory (15,905).

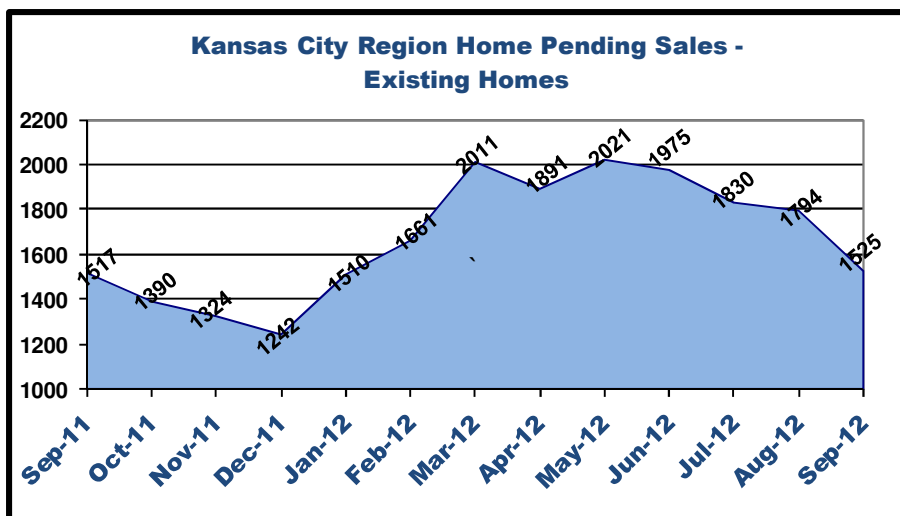


Pending Sales

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

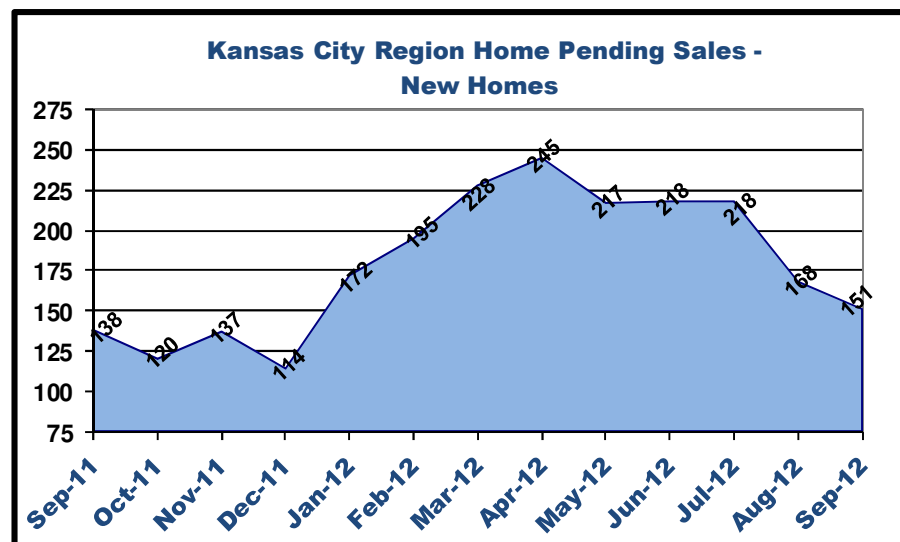
Existing homes pending contracts for September 2012 were 1,525.

September 2012 existing homes pending contracts (1,525) represent a 1 percent increase over September 2011 pending contracts (1,517).



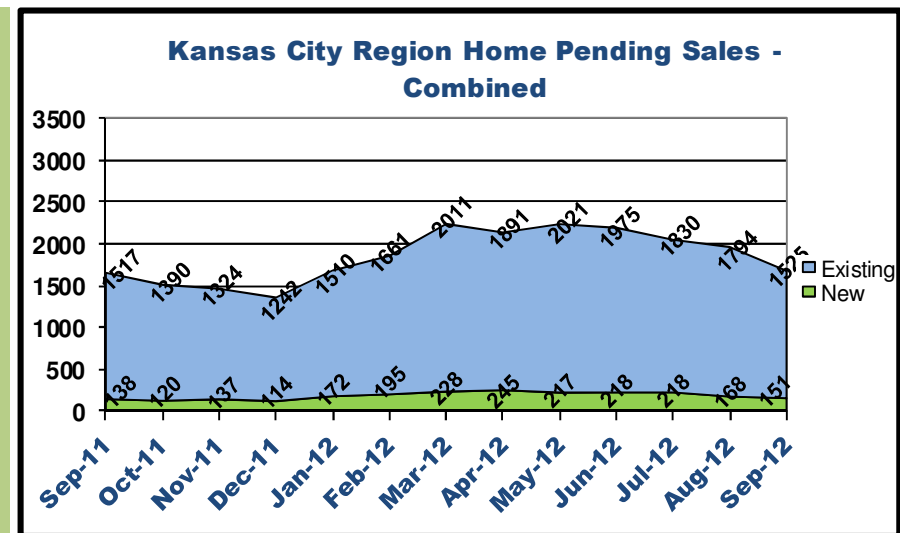
New homes pending contracts for September 2012 were 151.

September 2012 new homes pending contracts (151) were 9 percent higher than September 2011 new homes pending contracts (138).



Combined (new and existing) homes pending contracts in September 2012 were 1,686.

Combined homes pending contracts for September 2012 (1,686) were 2 percent higher than September 2011 totals (1,655).



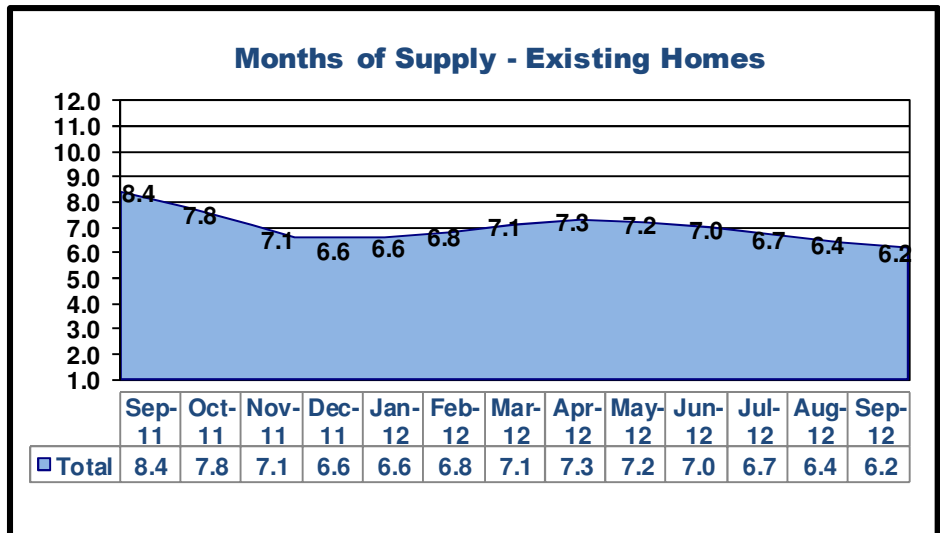
Supply of Homes on Market

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 September 2012 was 6.2 months.

This supply is more than two months lower than the September 2011 supply of existing homes (8.4 months).

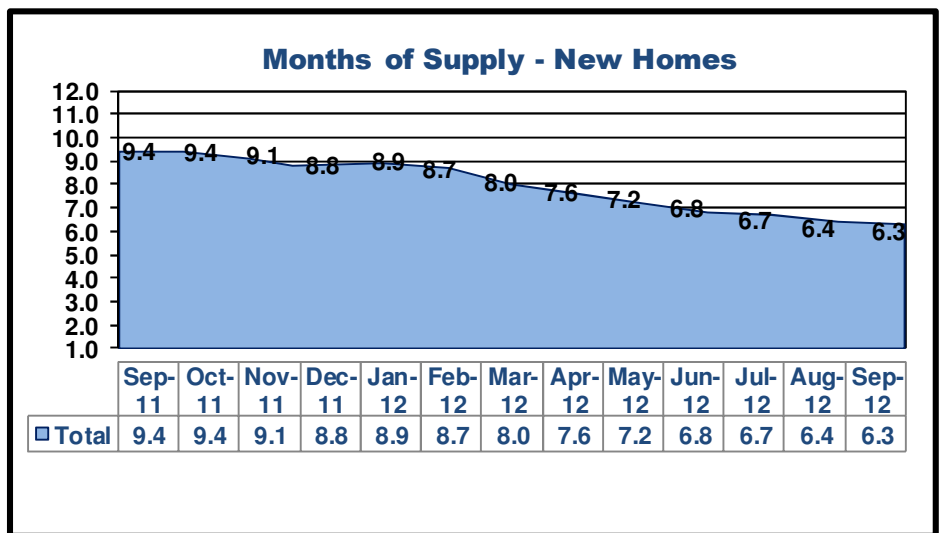
A 6.2 month supply represents the existing home market as almost balanced.



The new home supply in September 2012 was 6.3 months.

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

A 6.3 month supply represents a new home market inching closer to a balanced market.



Supply for combined new and existing homes in September 2012 was 6.2 months.

This supply is more than two months lower than the 8.5 months of supply in September 2011.

A 6.2 month supply represents the combined new and existing homes market as almost balanced.

