

**December
2012**

Kansas City Regional Real Estate Market Report

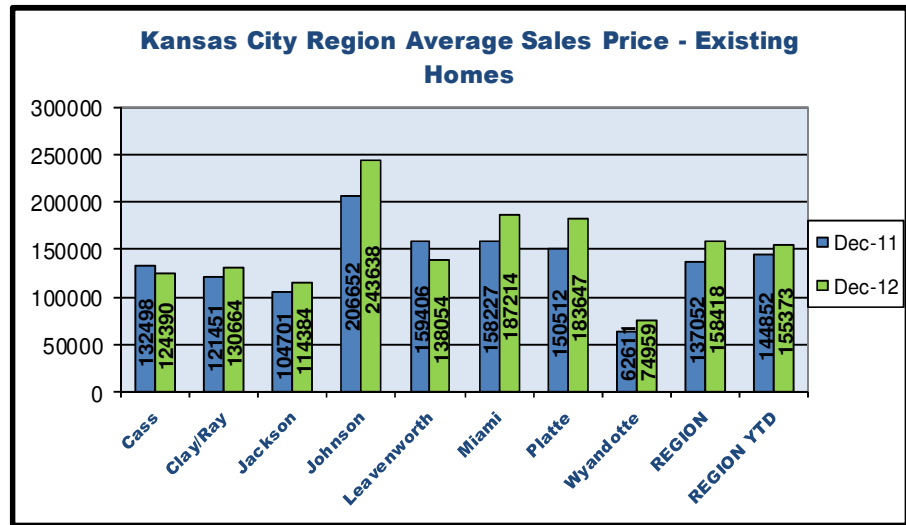


Average Sales Price

The average existing home sale price in December 2012 was \$158,418.

December 2012 existing home sale price (\$158,418) is 15 percent above December 2011 (\$137,052).

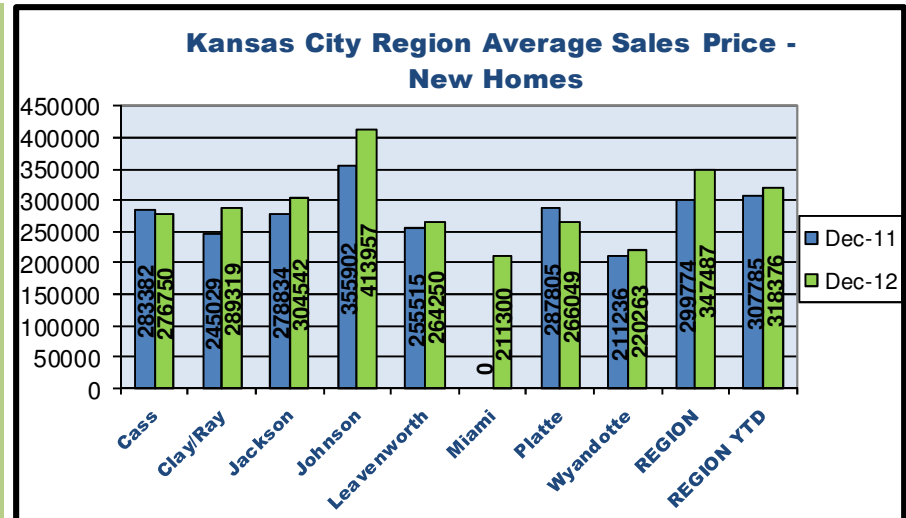
All counties except Cass and Leavenworth experienced an increase in average sales price for existing homes from the same month last year.



The average new home price in December 2012 was \$347,487.

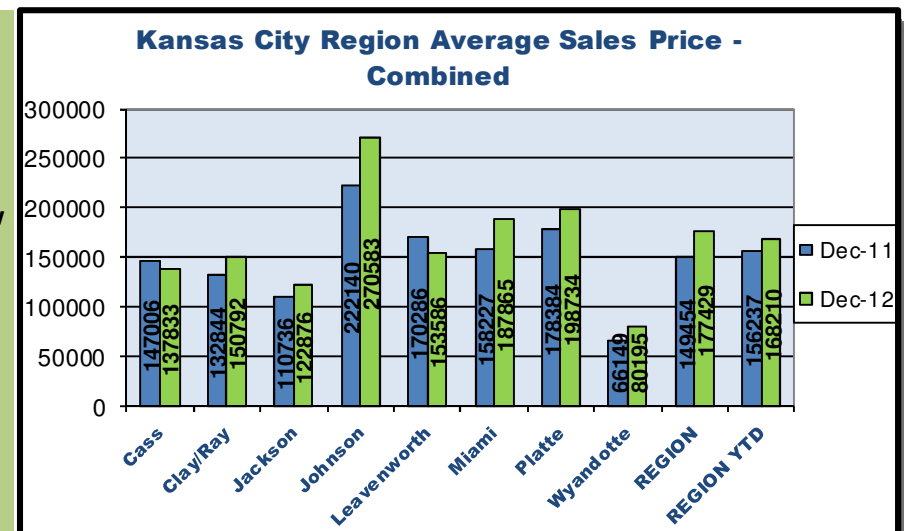
The average new home price in December 2012 (\$347,487) is 16 percent above the December 2011 average new home price (\$299,774).

Only two counties (Cass and Platte) showed a decrease in new home prices compared to one year ago.



The average sales price for new & existing homes (combined) in December 2012 was \$177,429.

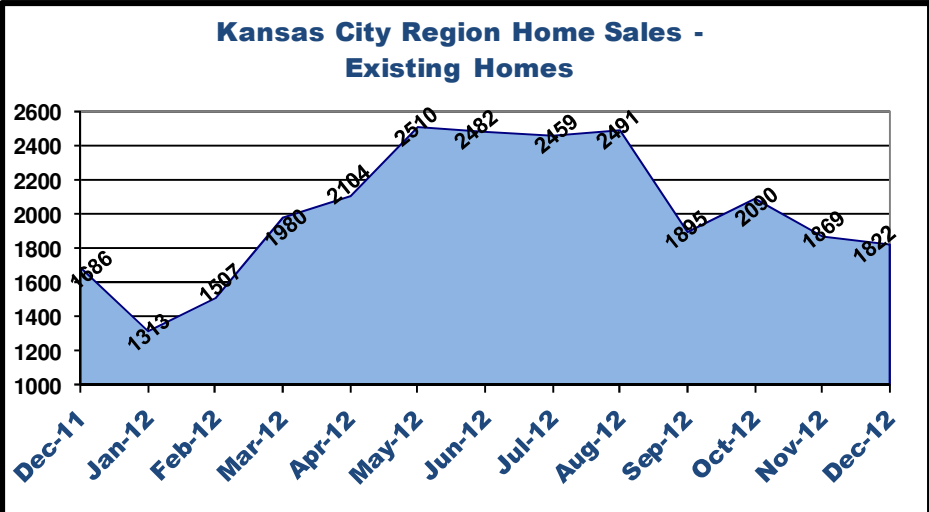
December 2012 average sales price for new & existing homes (\$177,429) represents a 19 percent increase over December 2011 (\$149,454).



Home Sales

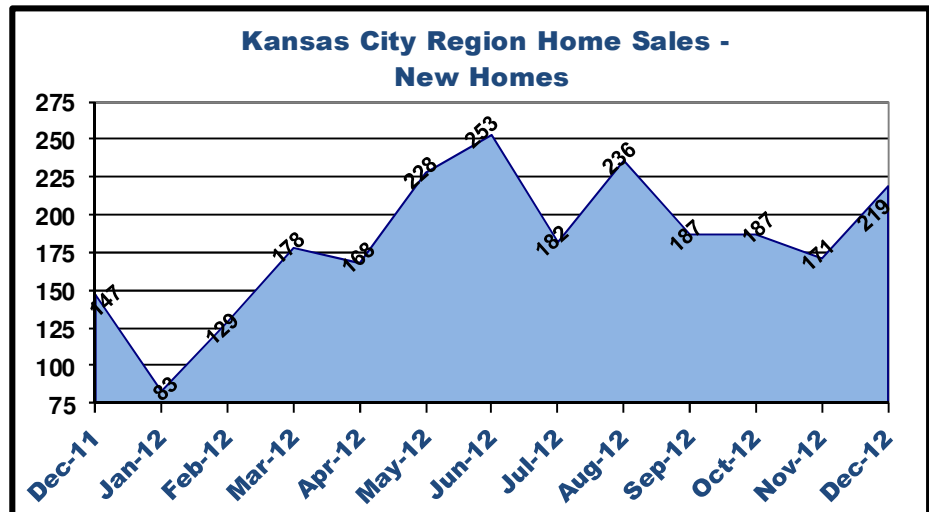
Existing home sales in December 2012 totaled 1,822.

December 2012 existing homes sales (1,822) represent an increase of 8 percent over December 2011 home sales (1,686).



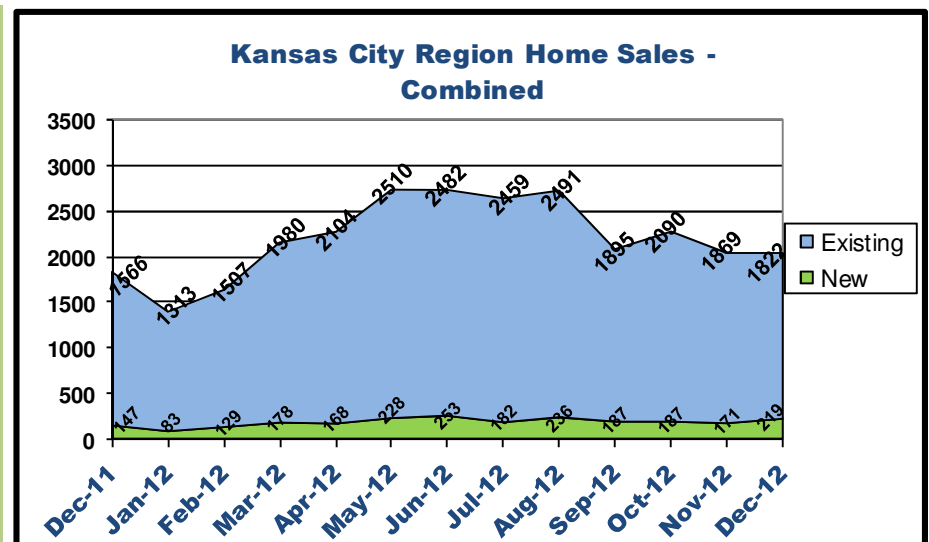
New home sales in December 2012 totaled 219.

December 2012 new home sales (219) were 49 percent higher than December 2011 home sales (147).



Combined home sales (new and existing) in December 2012 totaled 2,041.

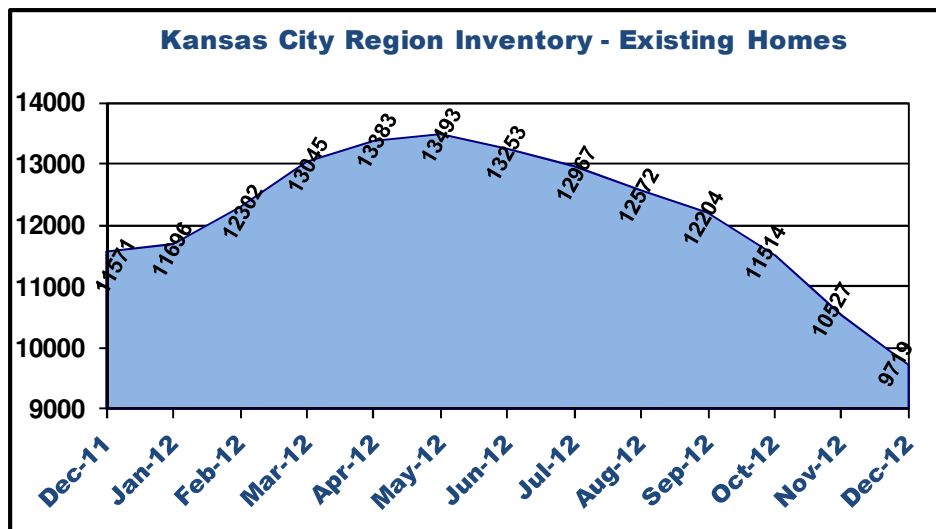
Combined homes sales for December 2012 (2,041) were 11 percent higher than December 2011 totals (1,833).



Home Inventory

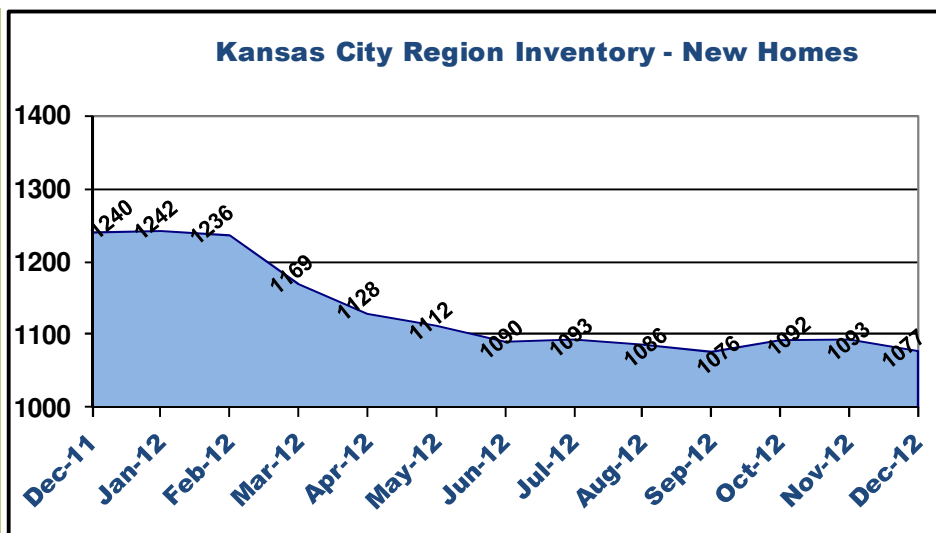
The existing home inventory in December 2012 was 9,719.

December 2012 existing home inventory (9,719) is 16 percent lower than the December 2011 existing home inventory (11,571).



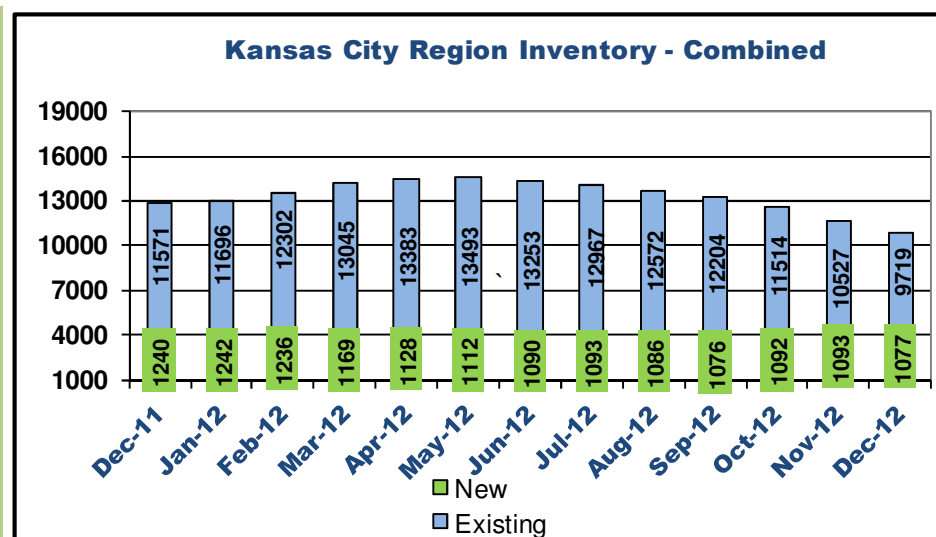
The new home inventory in December 2012 was 1,077.

December 2012 new home inventory (1,077) is 13 percent lower than December 2011 new home inventory (1,240).



Inventory of combined new & existing homes in December 2012 was 10,796.

December 2012 inventory for new & existing homes (10,796) represents a 16 percent decrease from the December 2011 new & existing home inventory (12,811).

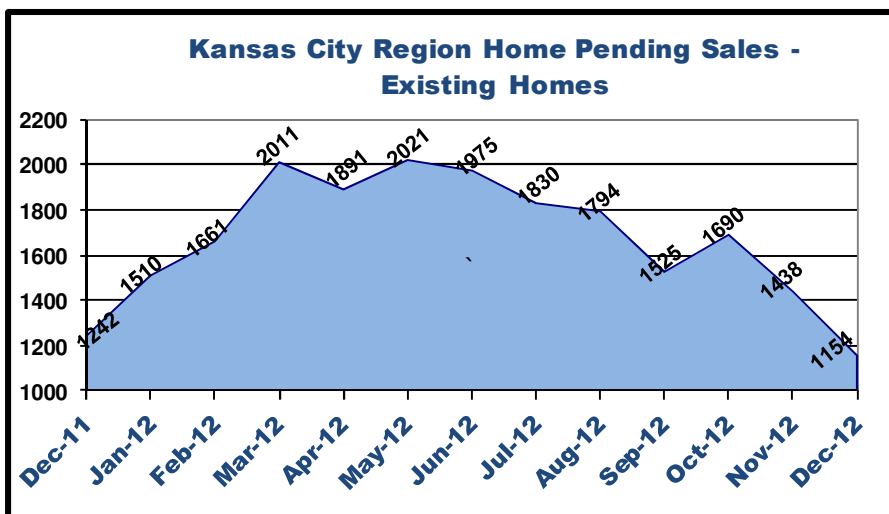


Pending Sales

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

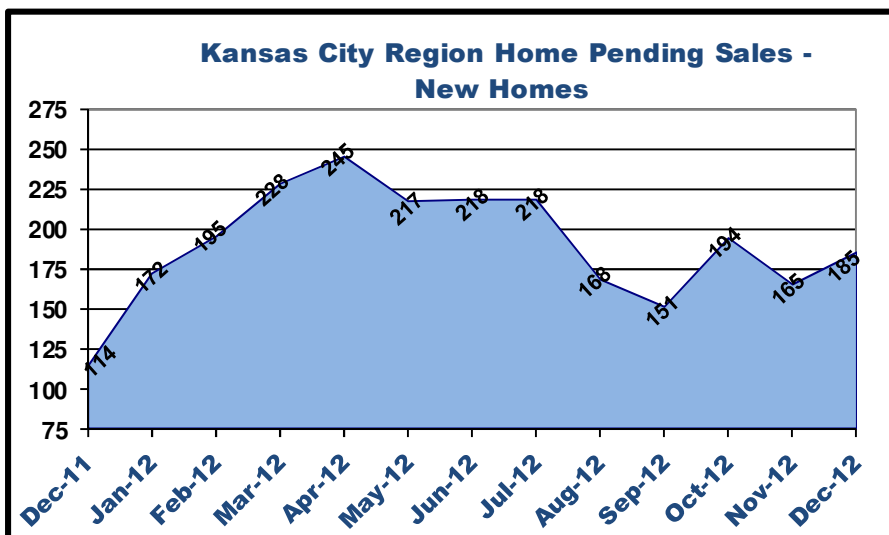
Existing homes pending contracts for December 2012 were 1,154.

December 2012 existing homes pending contracts (1,154) represent a 7 percent decrease over December 2011 pending contracts (1,242).



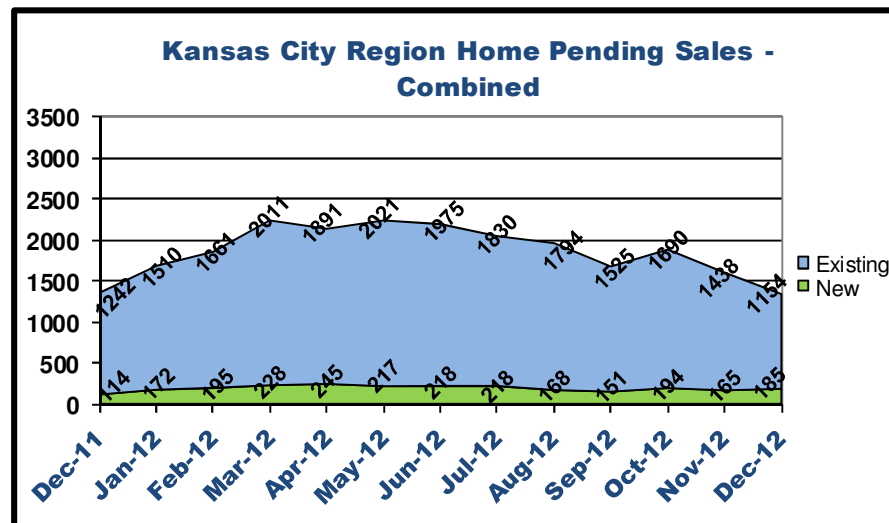
New homes pending contracts for December 2012 were 185.

December 2012 new homes pending contracts (185) were 62 percent higher than December 2011 new homes pending contracts (114).



Combined (new and existing) homes pending contracts in December 2012 were 1,339.

Combined homes pending contracts for December 2012 (1,339) were only 1 percent lower than December 2011 totals (1,356).



Supply of Homes on Market

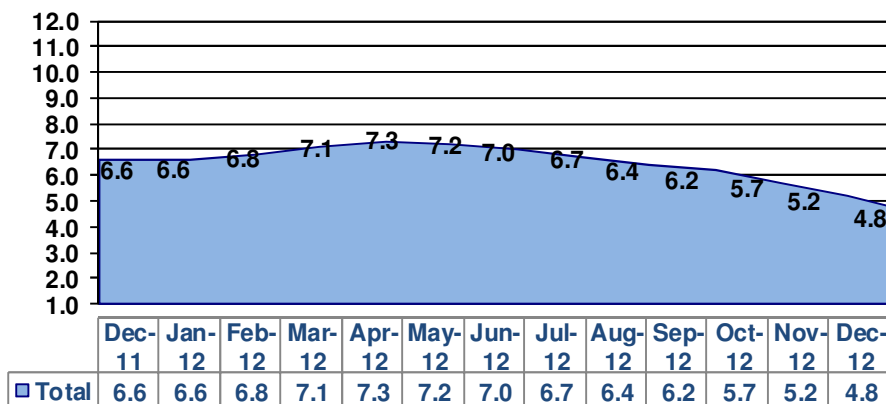
Supply calculation is determined by taking the "Inventory" and dividing it by the "12 month average of the number of Sales." Generally speaking, a 5-6 month supply of homes on the market equates to a "balanced" market. When the supply exceeds 6 months, the market begins to favor buyers, and when the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

The existing homes supply in December 2012 was 4.8 months.

This supply is two months lower than the December 2011 supply of existing homes (6.6 months).

A 4.8 month supply has now edged towards a seller's existing home market.

Months of Supply - Existing Homes

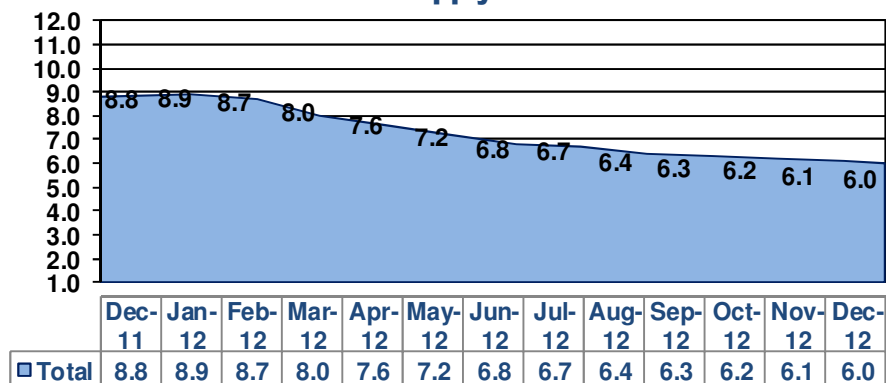


The new home supply in December 2012 was 6 months.

This supply is almost three months lower than the December 2011 supply of new homes (8.8).

A 6 month supply represents a new home market is now a balanced market.

Months of Supply - New Homes



Supply for combined new and existing homes in December 2012 was 4.8 months.

This supply is two months lower than the 6.7 months of supply in December 2011.

A 4.8 month supply represents the combined new and existing homes as leaning towards a seller's market.

Months of Supply - Combined

