

ZONE 1 NORTHEAST KANSAS

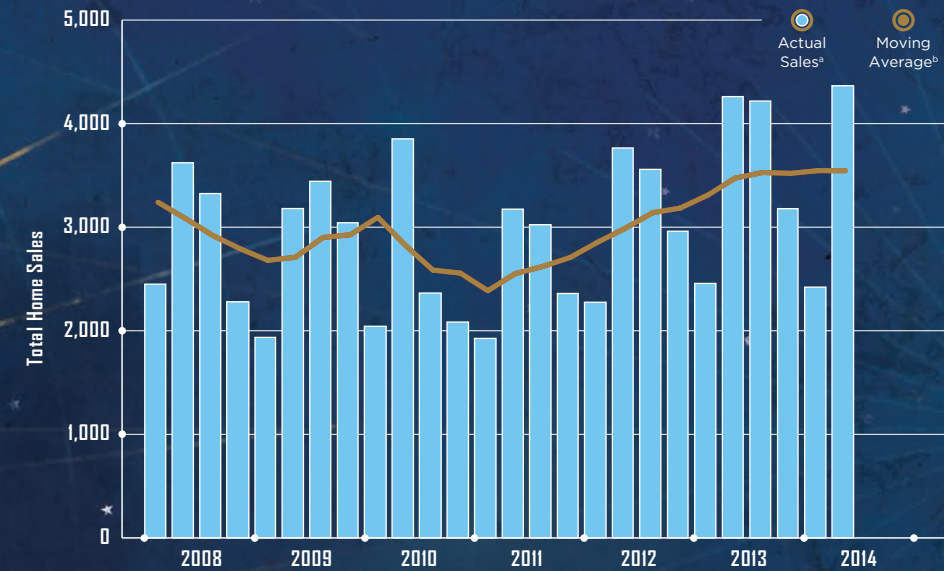


NORTHEAST KANSAS HOME SALES HAVE RISEN STEADILY OVER THE PAST THREE YEARS.

INVENTORIES OF HOMES AVAILABLE FOR SALE ARE CONSISTENT WITH A BALANCED MARKET.

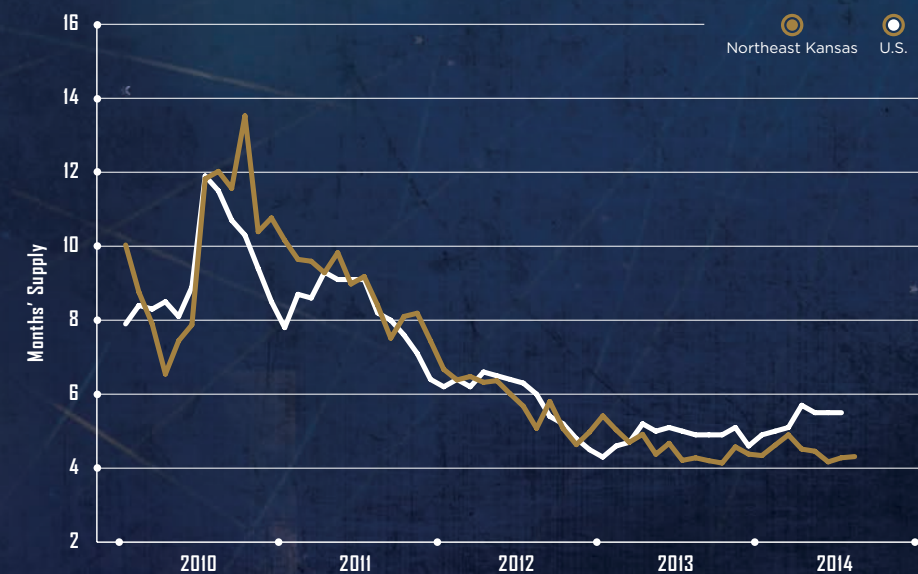


HOME SALES ACTIVITY



Home sales in Northeast Kansas have been growing at a healthy rate over the past three years. This year, however, the pace of sales has leveled off. Nevertheless, there is no sign that the housing market will take a downward turn in the coming year.

INVENTORY OF HOMES AVAILABLE FOR SALE^c



After rising to more than a year's supply in 2010, the inventory of homes available for sale in Northeast Kansas has dropped to less than a five months' supply. This level is consistent with a balanced market, favoring neither buyers nor sellers.

Sources: National Association of REALTORS®, Participating REALTOR® multiple listing services across Kansas

- Notes:
- a) Total home sales in Northeast Kansas as reported by participating REALTOR® multiple listing services across Kansas
 - b) Four-quarter centered moving average of actual sales
 - c) Ratio of active listings to home sales, seasonally adjusted