

KANSAS

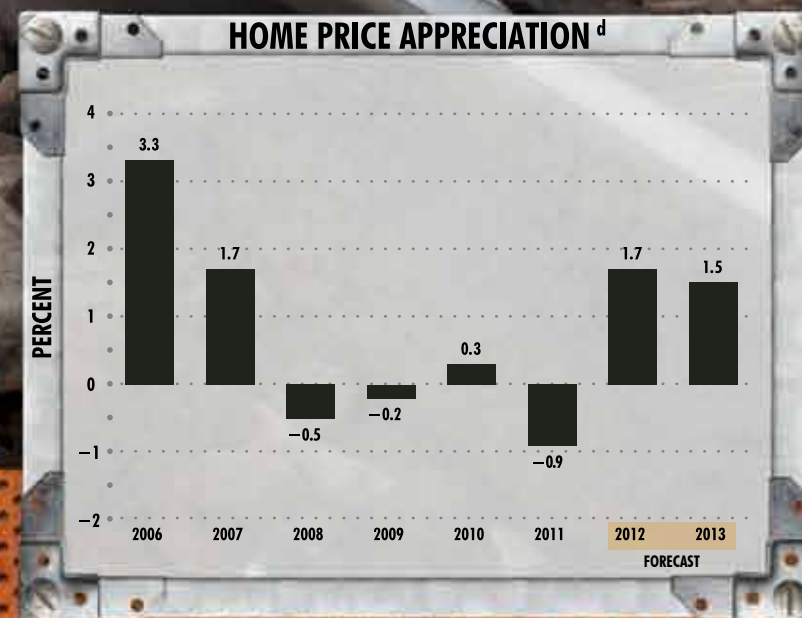
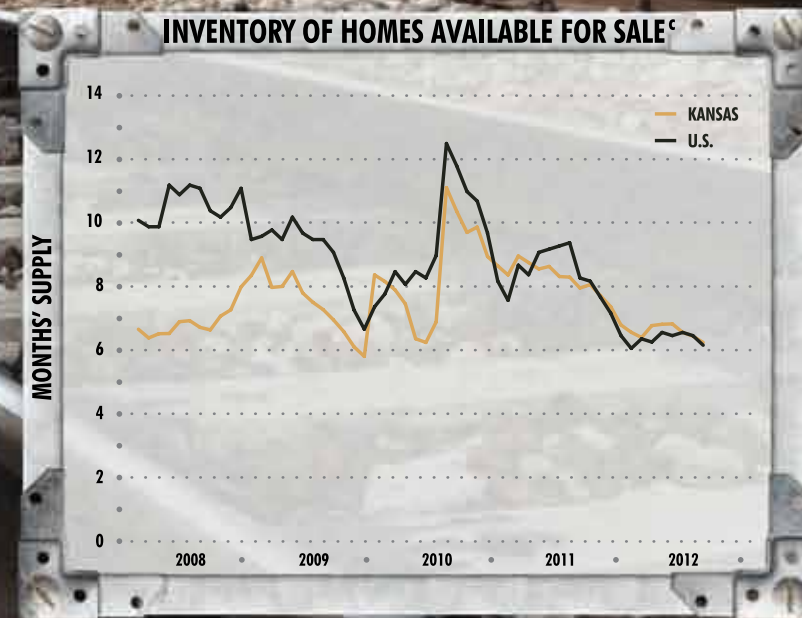
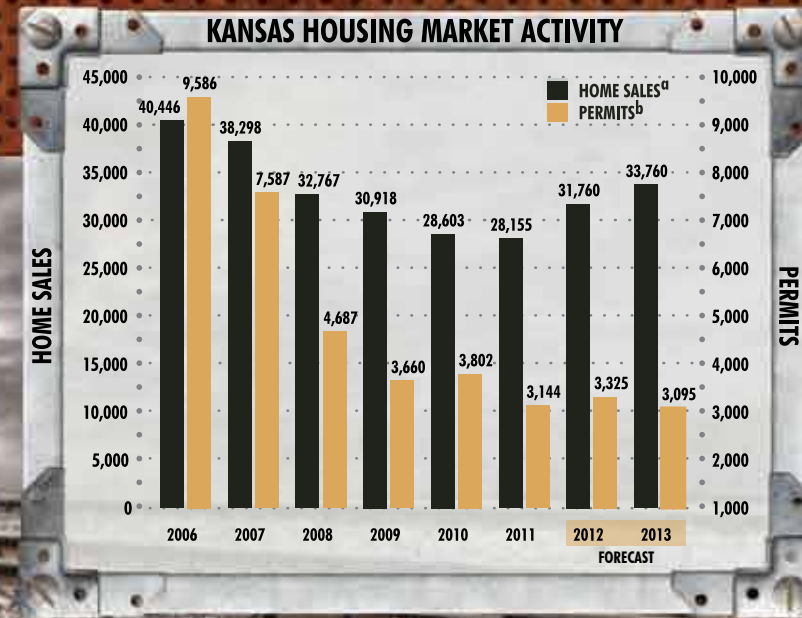
Home sales across the state are poised to rise by nearly 13 percent in 2012, led by strong growth in the northeast part of the state. Although the pace of growth will slow in 2013, sales should rise again by more than 6 percent to 33,760 units.

Statewide, new home construction will rise only slightly in 2012, with strong gains in Kansas City, Lawrence and Manhattan being offset by declines in Wichita. As construction slows in the northeast next year, permitting in Kansas will decline by nearly 7 percent, falling to 3,095 units.

Average home price appreciation across the state is set to rise by nearly 2 percent in 2012, with the rural parts of the state showing stronger growth than the metropolitan areas. Home prices should rise modestly again in 2013.

Sources: Participating REALTOR® multiple listing services across Kansas; U.S. Bureau of the Census; Federal Housing Finance Agency; WSU Center for Real Estate

- Notes:
- a) Total home sales in Kansas as reported by participating REALTOR® multiple listing services across the state.
 - b) Total single-family building permits issued in Kansas as reported by the U.S. Bureau of the Census.
 - c) Ratio of active home listings to home sales, seasonally adjusted. Kansas figures combine new and existing homes
 - d) Year-over-year percentage change in the Federal Housing Finance Agency all-transactions house price index for Kansas, as measured using 4th quarter values.



2013 FORECAST

SALES UP 6.3%

PRICES UP 1.5%

PERMITS DOWN 6.9%