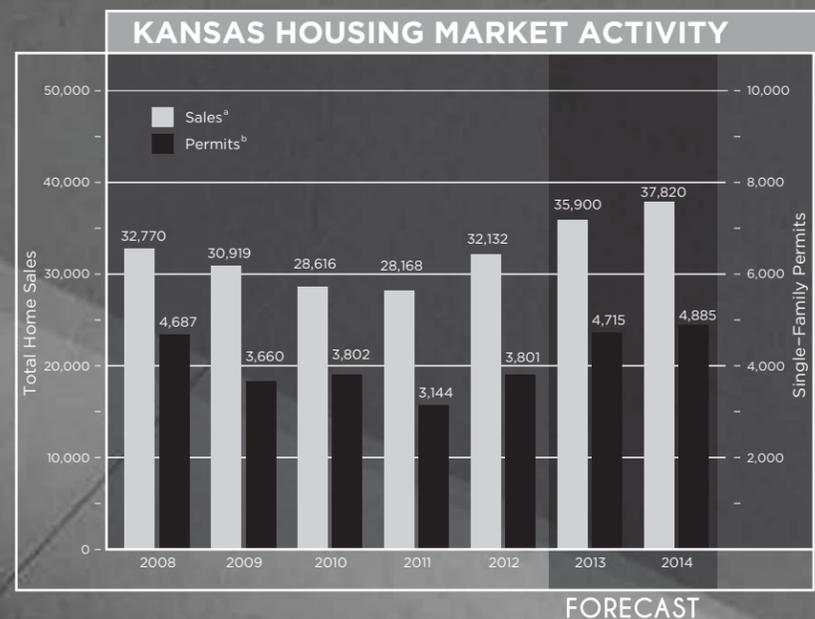


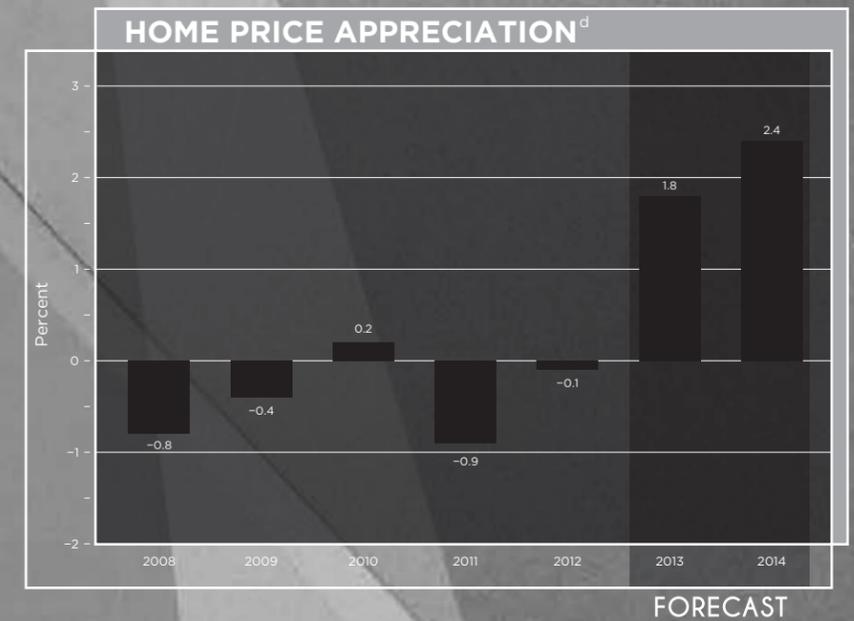
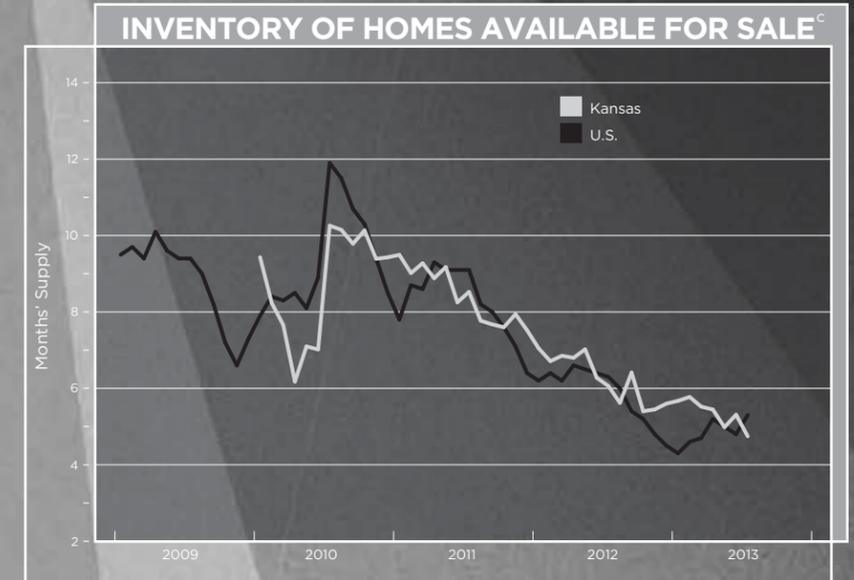
KANSAS FORECAST

Sales across the state have been even stronger than expected this year. The majority of the MLS systems across the state—both large and small—have seen strong sales gains so far this year. As a result, we expect statewide sales to end the year up 11.7 percent at 35,900 units, and then to rise another 5.3 percent to 37,820 units in 2014.



Kansas new home construction has risen sharply this year as well, led by especially strong gains in the Kansas City and Wichita markets. Permits should end the year up 24.0 percent at 4,715 units. Permitting activity will continue to rise in 2014, primarily due to growth in the Kansas City area.

Dwindling inventories of homes available for sale across the state are finally beginning to affect home prices. We expect home values across the state to end the year up 1.8 percent on average, and then to rise by another 2.4 percent in 2014.



HOME SALES ACROSS KANSAS SHOULD INCREASE BY 5.3 PERCENT IN 2014.

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

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