

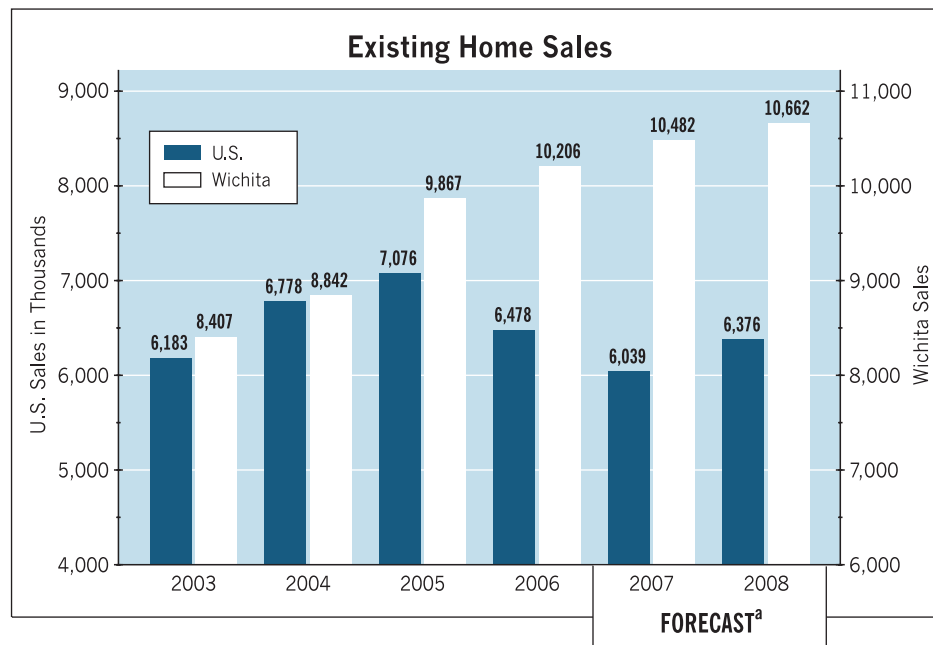
Existing Homes

AN ISLAND OF CALM... AMIDST A SEA OF TROUBLE

Wichita is a sellers' market, even if national media reports have led many to think otherwise.

Amidst the stormy seas of the nation's housing market, Wichita remains an island of calm and stability. Existing home sales rose 3.4 percent in 2006 – our sixth consecutive annual increase – even as sales nationwide fell by 8.5 percent. This trend is continuing, with Wichita sales in the first six months of 2007 topping last year's record figures.

Wichita is a sellers' market right now, even if the national media reports have led many to think otherwise. The typical time to sell a home is well below 40 days, and we have



only a four months supply of existing homes available for sale on the market.

The outlook for the future looks calm as well. Existing home sales should increase by 2.7 percent in 2007 and another 1.7 percent in 2008.

The calm seas should continue into the coming year, with existing home sales increasing by 2.7 percent in 2007 and another 1.7 percent in 2008.

