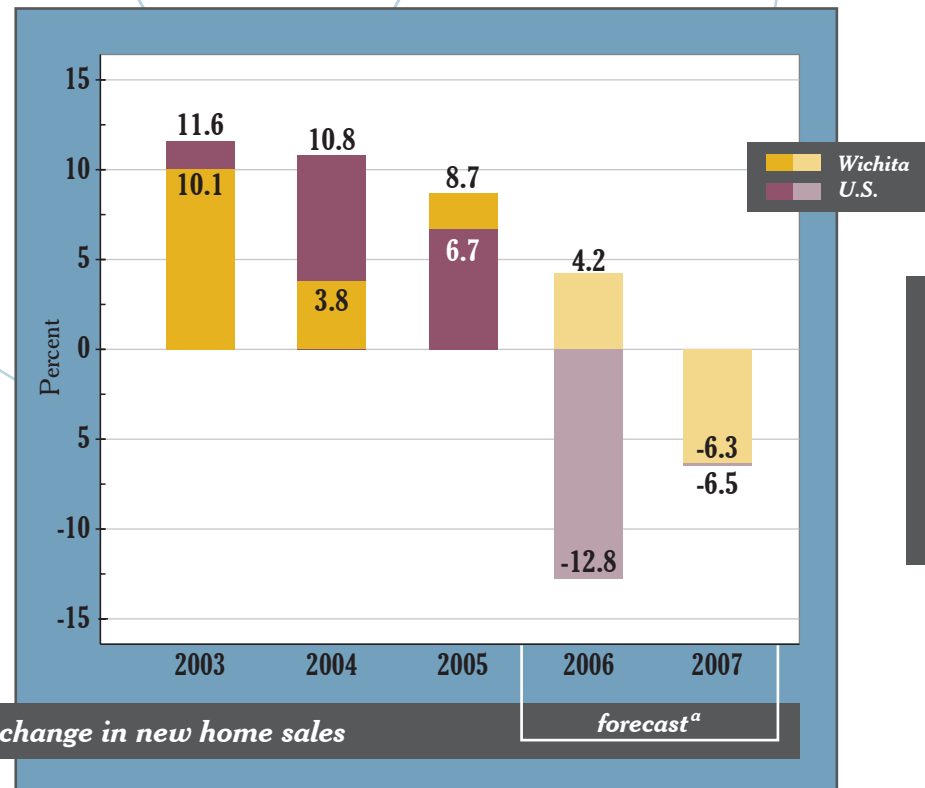


*new homes ::*

*Debuting Singles*

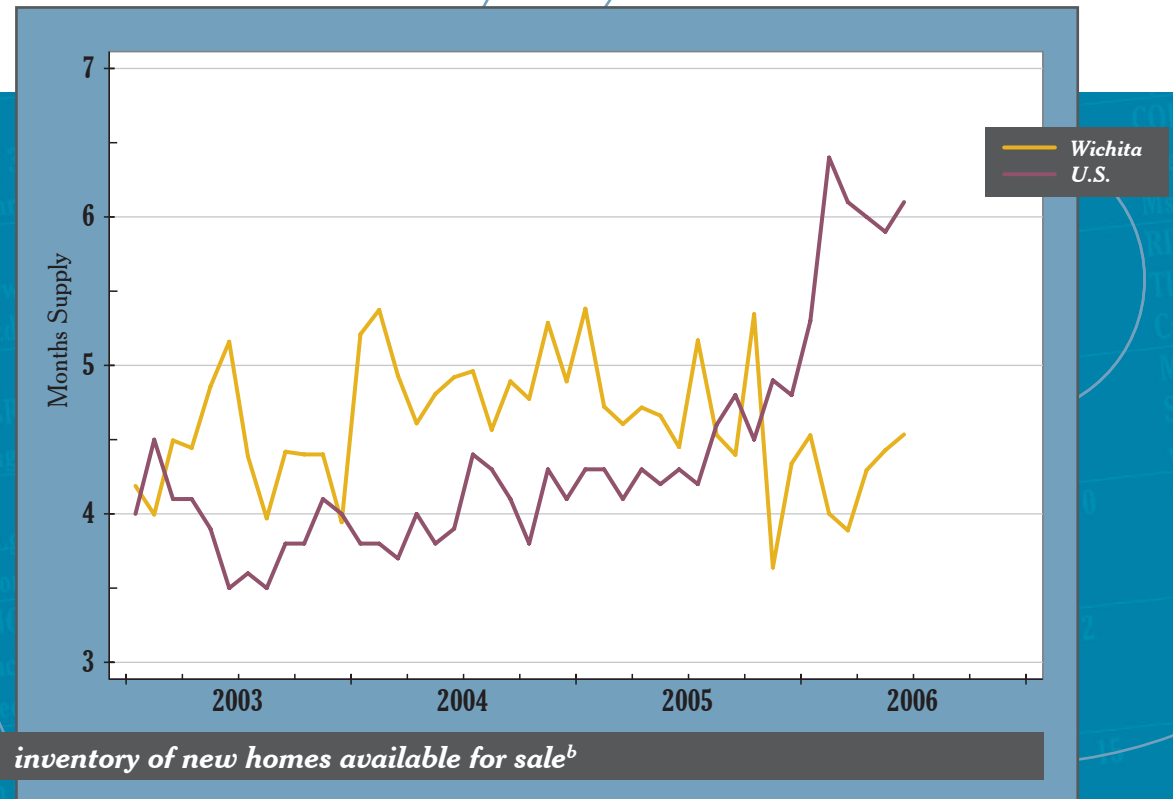


New home sales in the Wichita area were up a striking 25 percent in the first quarter of this year followed by an additional 9 percent rise in the second quarter. This stands in sharp contrast to national trends, in which new home sales fell by more than 10 percent in each of the first two quarters of the year.



*"New home sales will end 2006 up 4.2 percent, at 2,149 units."*

*"Despite a lull in 2007, the outlook for the new home market in Wichita remains robust."*



With the pace of new home construction slowing in the Wichita area during the second half of the year, sales should slow as well ending the year at 2,149 units. New home sales should end the year at 2,149 units, an increase of 4.2 percent over 2005. Since sales tend to lag construction, the slower pace of new home construction during the end of 2006 and beginning of next year will cause sales to fall next year by 6.3 percent, to 2,014 units.

Despite the lull in 2007, the outlook for the new home market in Wichita remains robust. Inventories remain low, showing no indication of the drop-off in demand seen at the national level. A strong economy with solid job growth should cause new home sales to rise again late next year and well into the future.