

March Housing Statistics

Inventory

New Home inventory continues its very gradual decline, another 3% this past month, with 5,262 homes in inventory compared to 5,398 new homes on the market last month; and, the new home inventory for the region is now 6% lower than it was a year ago at this time when there were 5,572 new homes on the market. Resale inventory increased by 9% to 14,486 this month compared to 13,320 a month ago; however the existing resale inventory this month is still 9% higher than it was a year ago when the resale inventory was 13,269. New & existing inventory combined was 19,754 this month compared to 18,718 last month representing a 6% increase in the past month. One year ago the inventory was 18,841 which represents an overall increase in total inventory of 5% over the past year.

Home Sales

Home sales of existing and new homes combined of 2,920 represent a 38% increase in overall sales from the total of 2,113 a month ago. This was the second month in a row that sales increased. The March 2007 combined total sales were down 4% from the March 2006 combined sales of 3,040. New home sales this month of 497 still represents a sharp decrease of 26% from one year ago when there were 673 new home sales in March. However, new home sales greatly increased 37% over the past month when there were 364 new home sales. Existing homes experienced an increase of 39% from last month's sales of 1,749 compared to this month's sales of 2,423. Existing home sales this month were up 2% from one year ago when there were 2,367 sales.

Average Sales Price

The average price for a home in the region this month was \$173,989, representing a 3% decrease in the average sales price for combined new and existing homes from this same month last year. The average new home price this month (\$292,945) is almost 10% higher than this same month one year ago (\$267,247), and the average existing home price (\$149,589) is 4% lower than this same month one year ago (\$156,287). Three counties in the region posted increases in average sales price for new homes from the same month one year ago. The biggest increase in average sales price over the past year for a new home was 17% in Cass County. Other increases were Platte (7%) and Wyandotte (10%). Decreases in the average price of a new home from the past year occurred in Clay/Ray (-2%), Jackson (-8%), Johnson (-1%), Leavenworth (-12%) and Miami (-13%) counties. Only two counties experienced increases in average sales price for existing homes over the past year. The largest increase was in Platte (10%), followed by Cass (6%) and Wyandotte (3%). Decreases in average sales price for existing homes over the past month occurred in Jackson (-3%), Clay/Ray (-1%), Johnson (-5%), Leavenworth (-3%) and Miami (-10%) counties. Three of the counties in the region experienced increases in the average sales price for new & existing combined. Increases in the combined price occurred in: Cass (17%), Platte (7%), and Wyandotte(10%); while decreases occurred in Jackson (-7%), Clay/Ray (-2%), Johnson (-1%), Leavenworth (-12%), and Miami (-13%) counties.

Kansas City Region Supply of Homes on the Market

Supply is determined by taking the "Inventory" and dividing it by the "Number of Sales". Generally speaking, a 5-6 month supply of homes on the market equates to a "balanced" market. When the supply exceeds 6 months the market begins to favor buyers, and when the supply is less than 5 months the market tends to favor sellers. Supply in the Region for combined new and existing homes decreased from the 8.9 month supply last month compared to a 6.5 month supply this month. The existing home supply also decreased from 7.6 months in February to 5.5 months in March; and the new homes supply also decreased over the past month from a 14.8 month supply in February to a 11.2 month supply in March. We are currently experiencing significant buyer's edge in the new home market and an almost balanced market in the existing home market.