

Monthly Indicators



March 2021

Normal spring increases in sales activity, coupled with relaxing COVID-19 policies, created a very busy March real estate market as buyer demand continued largely unabated in the face of rising home prices and mortgage rates. Existing home seller and new construction activity continue to remain below levels necessary to bring the market back into balance, pointing to a busy and competitive buyer market in the coming months.

Closed Sales decreased 3.9 percent for existing homes but increased 9.2 percent for new homes. Pending Sales increased 17.1 percent for existing homes and 26.8 percent for new homes. Inventory decreased 64.1 percent for existing homes and 60.8 percent for new homes.

The Median Sales Price was up 11.2 percent to \$228,000 for existing homes and 11.8 percent to \$410,995 for new homes. Days on Market decreased 34.9 percent for existing homes and 46.0 percent for new homes. Supply decreased 64.7 percent for existing homes and 68.6 percent for new homes.

While many homebuilders are working to increase their activity, the cost of lumber and other materials and a backlogged supply chain continue to limit new home construction and have increased costs substantially. New methods of construction, including 3d printed homes, could speed construction and reduce costs in the future, but realistically are several years away from making a measurable impact in the market.

Quick Facts

- 2.3% **+ 14.2%** **- 65.0%**

Change in Combined
Closed Sales

Change in Combined
Avg. Sales Price

Change in Combined
Supply

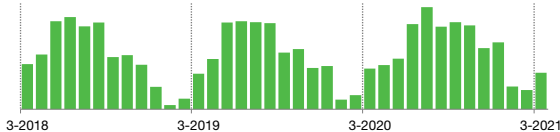
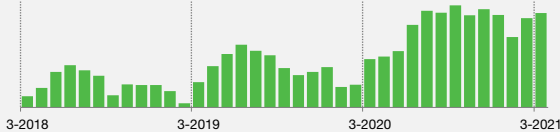
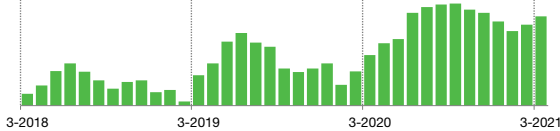
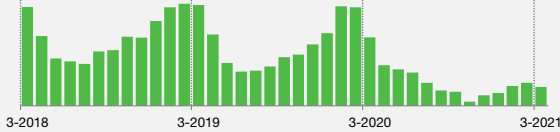
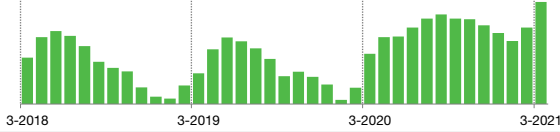
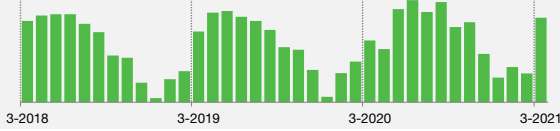
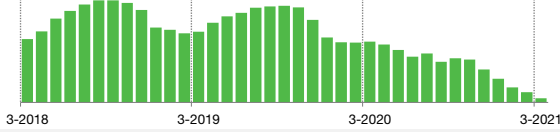
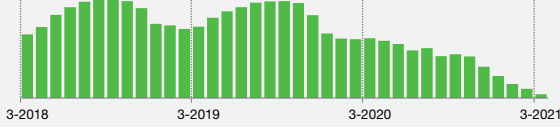
Residential real estate activity in the Kansas counties of Atchison, Douglas, Franklin, Jefferson, Johnson, Leavenworth, Linn, Miami and Wyandotte and the Missouri counties of Bates, Buchanan, Cass, Clay, Clinton, Jackson, Johnson, Lafayette, Platte and Ray. Percent changes are calculated using rounded figures.

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Existing Homes Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.

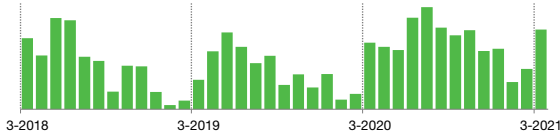
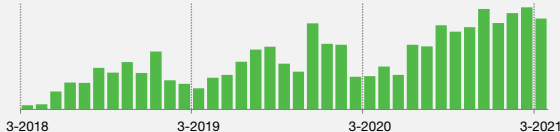
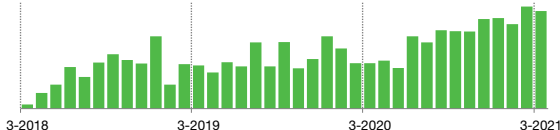
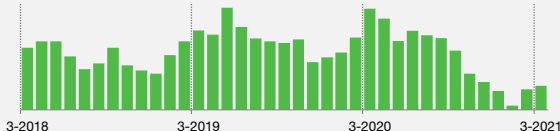
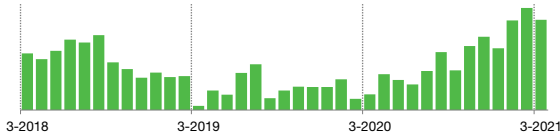
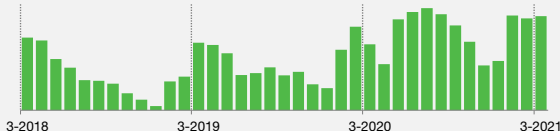
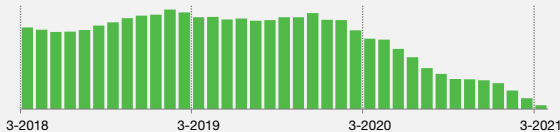


Key Metrics	Historical Sparkbars	3-2020	3-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
Closed Sales		2,748	2,641	- 3.9%	6,793	7,140	+ 5.1%
Average Sales Price		\$234,770	\$265,277	+ 13.0%	\$224,179	\$259,170	+ 15.6%
Median Sales Price		\$205,000	\$228,000	+ 11.2%	\$197,000	\$225,000	+ 14.2%
Days on Market		43	28	- 34.9%	49	28	- 42.9%
Pct. of Orig. Price Received		97.1%	99.8%	+ 2.8%	95.8%	98.7%	+ 3.0%
Pending Sales		3,197	3,745	+ 17.1%	8,315	8,723	+ 4.9%
Inventory		5,215	1,872	- 64.1%	--	--	--
Supply		1.7	0.6	- 64.7%	--	--	--

New Homes Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



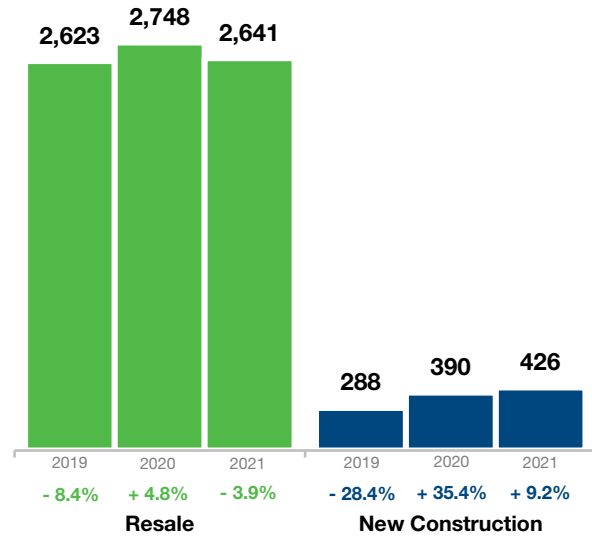
Key Metrics	Historical Sparkbars	3-2020	3-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
Closed Sales		390	426	+ 9.2%	874	1,026	+ 17.4%
Average Sales Price		\$399,587	\$454,499	+ 13.7%	\$407,381	\$459,263	+ 12.7%
Median Sales Price		\$367,700	\$410,995	+ 11.8%	\$369,975	\$409,270	+ 10.6%
Days on Market		176	95	- 46.0%	155	88	- 43.2%
Pct. of Orig. Price Received		100.6%	102.5%	+ 1.9%	100.7%	102.6%	+ 1.9%
Pending Sales		422	535	+ 26.8%	1,314	1,598	+ 21.6%
Inventory		1,641	643	- 60.8%	--	--	--
Supply		5.1	1.6	- 68.6%	--	--	--

Closed Sales

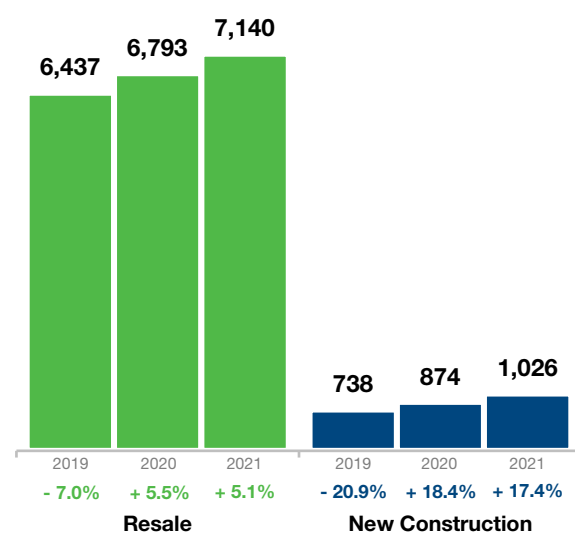
A count of the actual sales that closed in a given month.



March

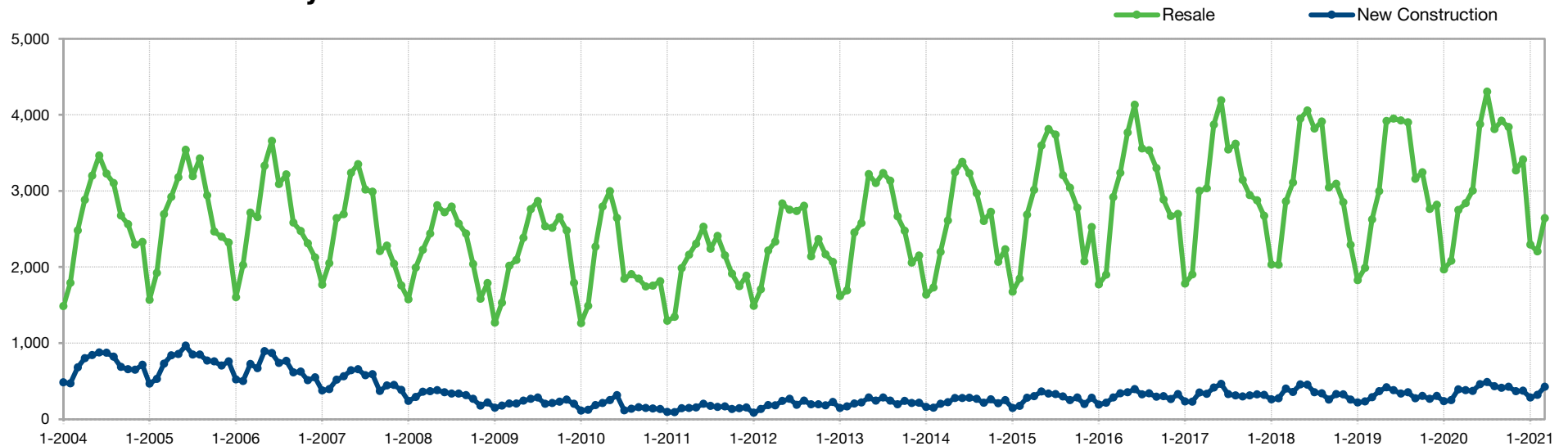


Year to Date



Closed Sales	Resale	Year-Over-Year Change	New Construction	Year-Over-Year Change
Apr-2020	2,836	-5.3%	379	+3.6%
May-2020	3,003	-23.4%	370	-11.5%
Jun-2020	3,875	-1.9%	458	+20.8%
Jul-2020	4,302	+9.6%	487	+45.8%
Aug-2020	3,811	-2.3%	431	+21.8%
Sep-2020	3,921	+24.2%	410	+49.6%
Oct-2020	3,839	+18.4%	424	+39.9%
Nov-2020	3,269	+18.3%	367	+37.5%
Dec-2020	3,412	+21.2%	373	+22.7%
Jan-2021	2,295	+16.8%	282	+20.5%
Feb-2021	2,204	+6.0%	318	+27.2%
Mar-2021	2,641	-3.9%	426	+9.2%
12-Month Avg	3,284	+5.2%	394	+22.0%

Historical Closed Sales by Month



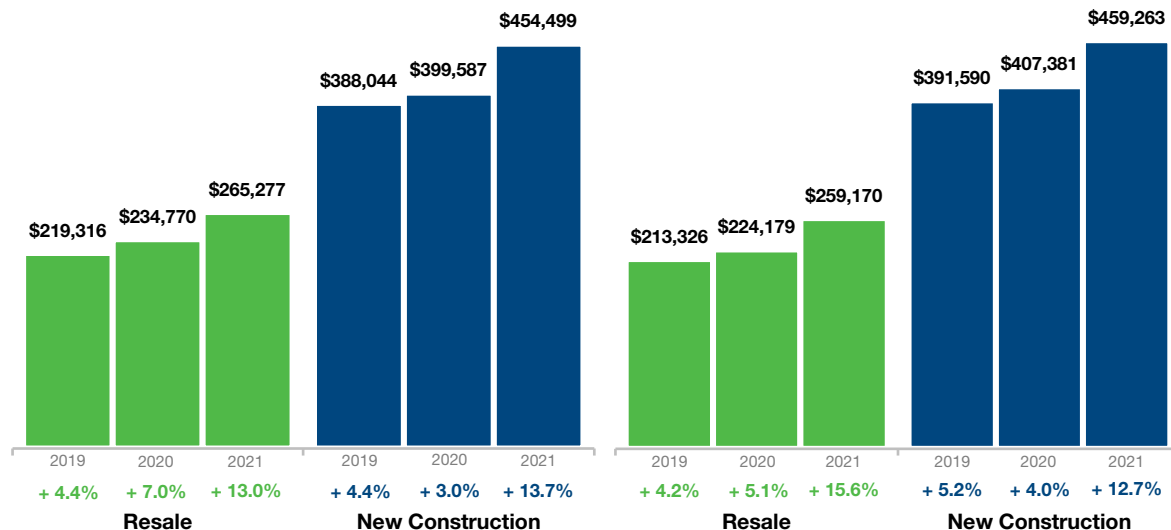
Average Sales Price

Average sales price for all closed sales, not accounting for seller concessions, in a given month.



March

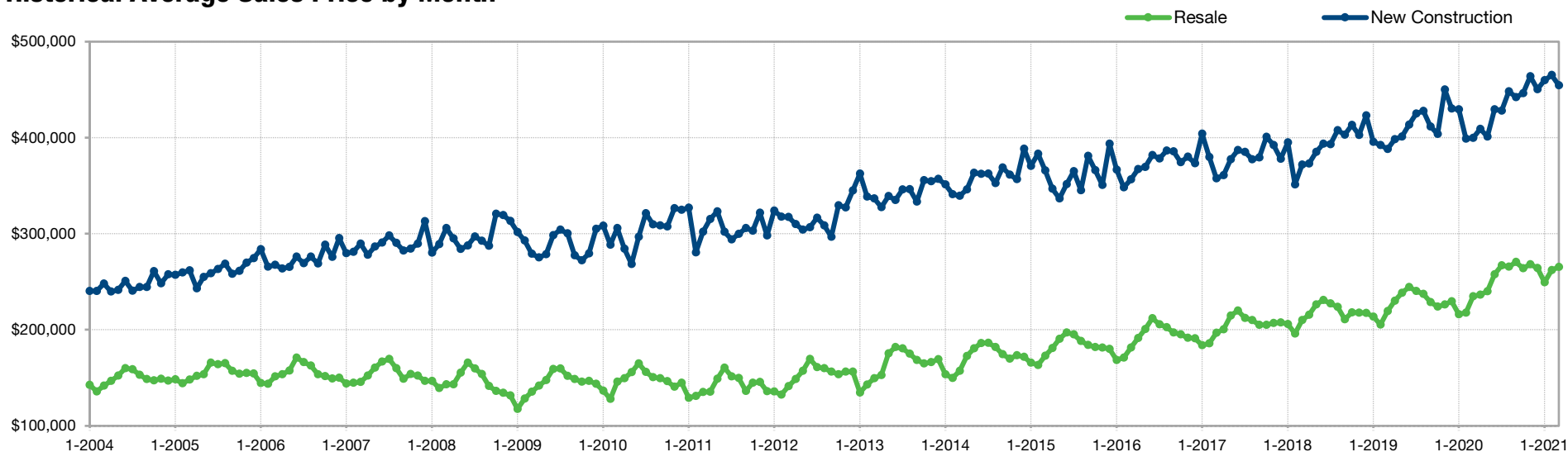
Year to Date



Avg. Sales Price	Resale	Year-Over-Year Change	New Construction	Year-Over-Year Change
Apr-2020	\$236,436	+2.8%	\$408,889	+2.7%
May-2020	\$240,058	+0.8%	\$400,950	-0.0%
Jun-2020	\$257,492	+5.4%	\$429,450	+3.9%
Jul-2020	\$266,822	+11.1%	\$428,117	+0.7%
Aug-2020	\$265,477	+11.9%	\$448,220	+4.8%
Sep-2020	\$270,419	+18.2%	\$442,098	+7.4%
Oct-2020	\$263,977	+17.8%	\$446,164	+10.5%
Nov-2020	\$267,999	+18.5%	\$463,744	+3.0%
Dec-2020	\$264,088	+15.1%	\$450,334	+4.7%
Jan-2021	\$249,392	+15.4%	\$459,810	+7.1%
Feb-2021	\$262,049	+20.3%	\$465,163	+16.6%
Mar-2021	\$265,277	+13.0%	\$454,499	+13.7%
12-Month Avg*	\$232,182	+12.0%	\$414,531	+6.3%

* Avg. Sales Price for all properties from April 2020 through March 2021. This is not the average of the individual figures above.

Historical Average Sales Price by Month



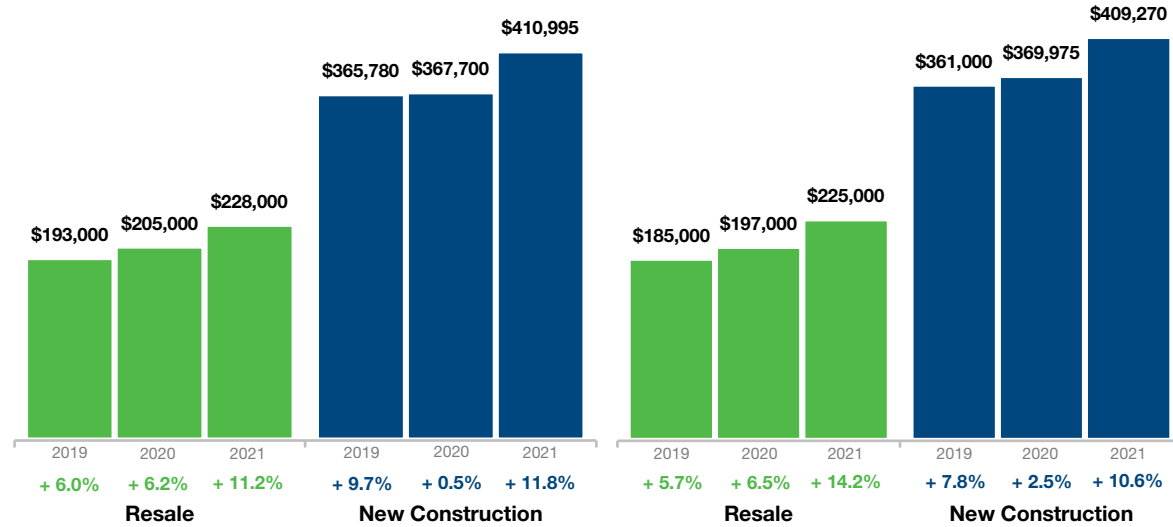
Median Sales Price

Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



March

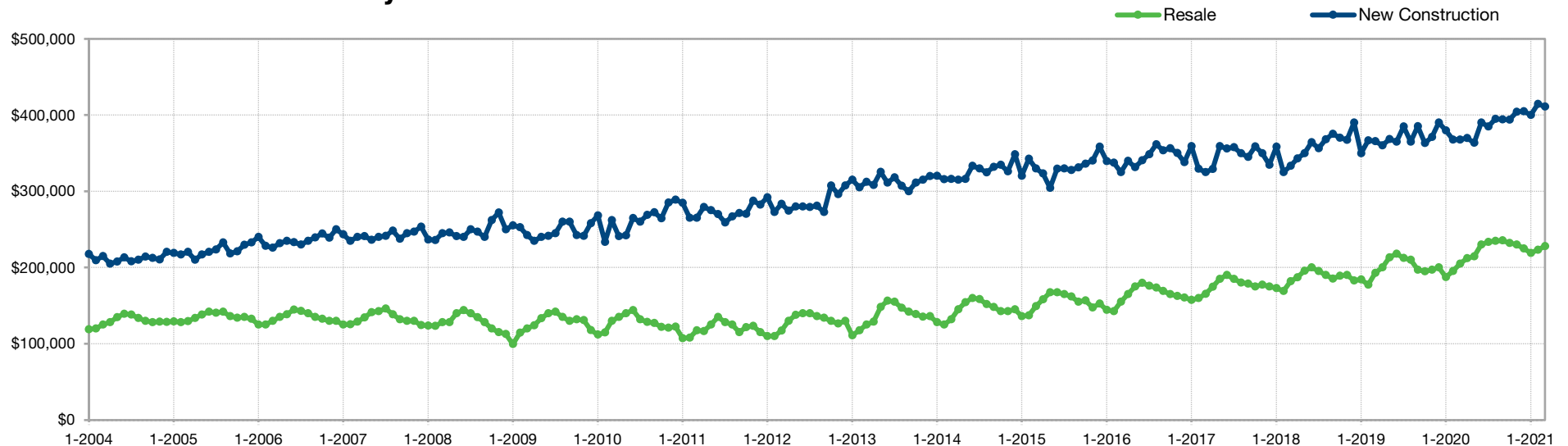
Year to Date



Median Sales Price	Resale	Year-Over-Year Change	New Construction	Year-Over-Year Change
Apr-2020	\$212,000	+6.0%	\$369,900	+2.8%
May-2020	\$214,500	+0.7%	\$363,724	-1.3%
Jun-2020	\$230,000	+5.5%	\$389,974	+6.8%
Jul-2020	\$233,500	+9.9%	\$385,000	+0.0%
Aug-2020	\$235,000	+11.9%	\$395,000	+8.2%
Sep-2020	\$235,500	+19.5%	\$394,225	+2.4%
Oct-2020	\$232,000	+19.0%	\$394,000	+8.5%
Nov-2020	\$230,000	+16.8%	\$404,245	+8.9%
Dec-2020	\$225,000	+12.5%	\$405,000	+3.9%
Jan-2021	\$219,146	+16.9%	\$399,900	+5.3%
Feb-2021	\$223,000	+14.2%	\$414,549	+12.7%
Mar-2021	\$228,000	+11.2%	\$410,995	+11.8%
12-Month Avg*	\$204,950	+10.8%	\$371,145	+6.0%

* Median Sales Price for all properties from April 2020 through March 2021. This is not the average of the individual figures above.

Historical Median Sales Price by Month



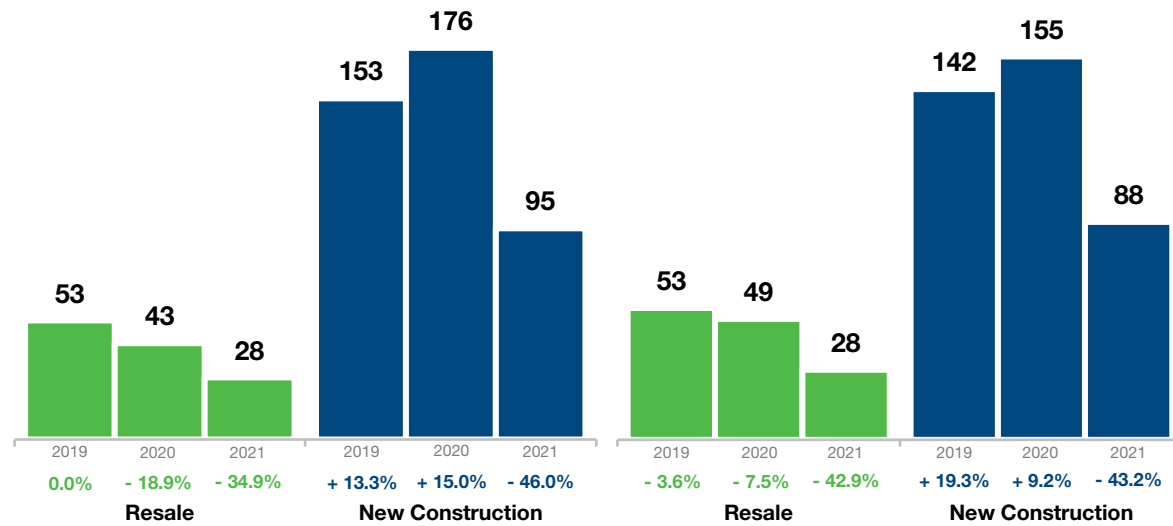
Days on Market Until Sale

Average number of days between when a property is listed and when an offer is accepted in a given month.



March

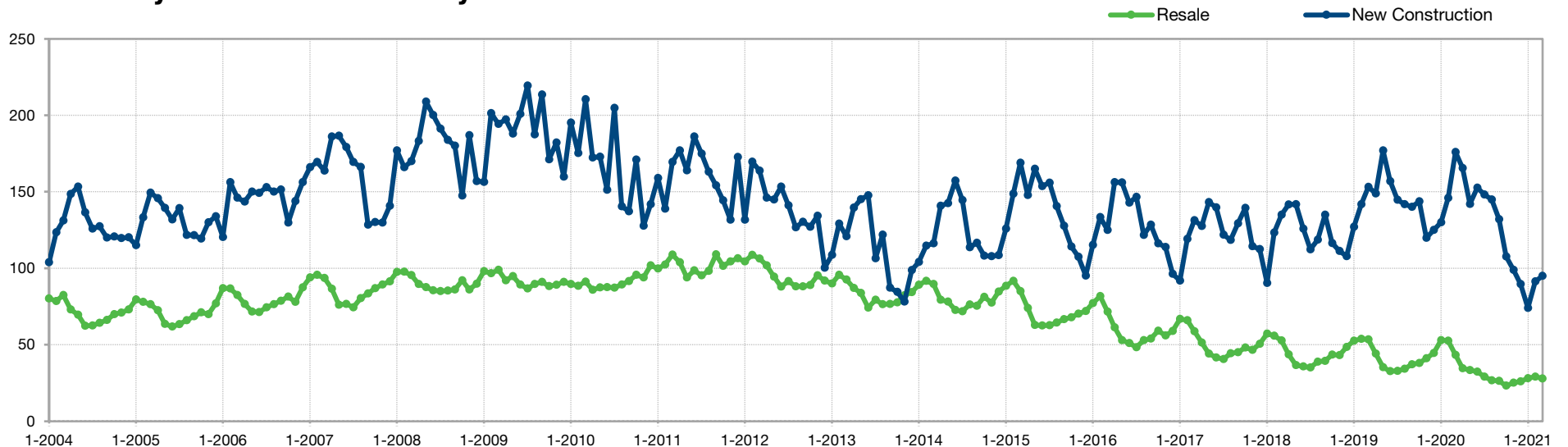
Year to Date



Days on Market	Resale	Year-Over-Year Change	New Construction	Year-Over-Year Change
Apr-2020	35	-20.5%	166	+11.4%
May-2020	33	-5.7%	142	-19.8%
Jun-2020	32	-3.0%	153	-2.5%
Jul-2020	29	-12.1%	148	+2.1%
Aug-2020	27	-20.6%	145	+2.1%
Sep-2020	26	-29.7%	132	-5.7%
Oct-2020	23	-39.5%	108	-25.0%
Nov-2020	25	-39.0%	99	-17.5%
Dec-2020	26	-42.2%	90	-28.0%
Jan-2021	28	-47.2%	74	-43.1%
Feb-2021	29	-45.3%	91	-37.7%
Mar-2021	28	-34.9%	95	-46.0%
12-Month Avg*	39	-28.1%	148	-17.2%

* Days on Market for all properties from April 2020 through March 2021. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month

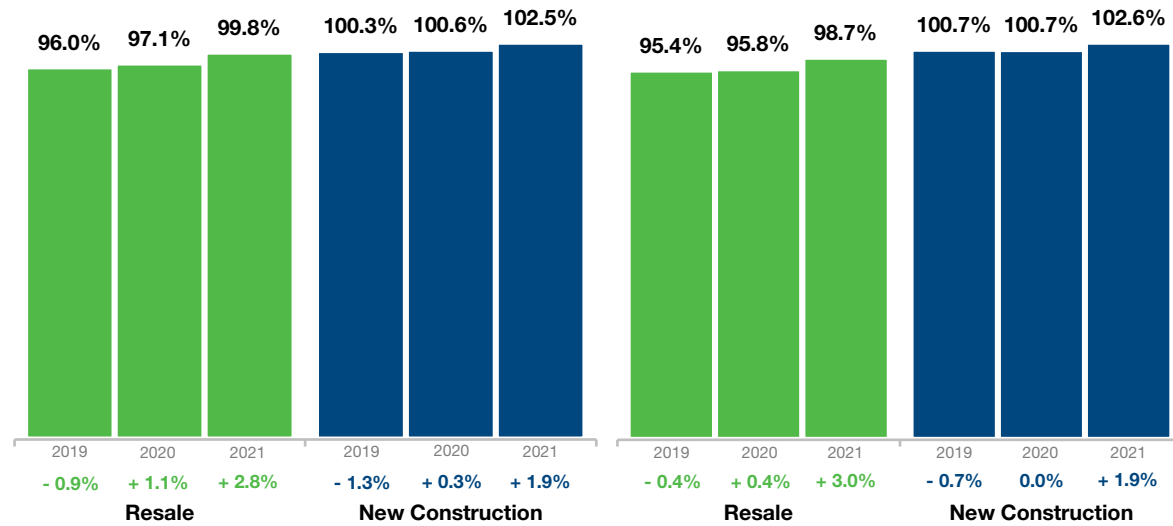


Percentage of Original List Price Received

Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

March

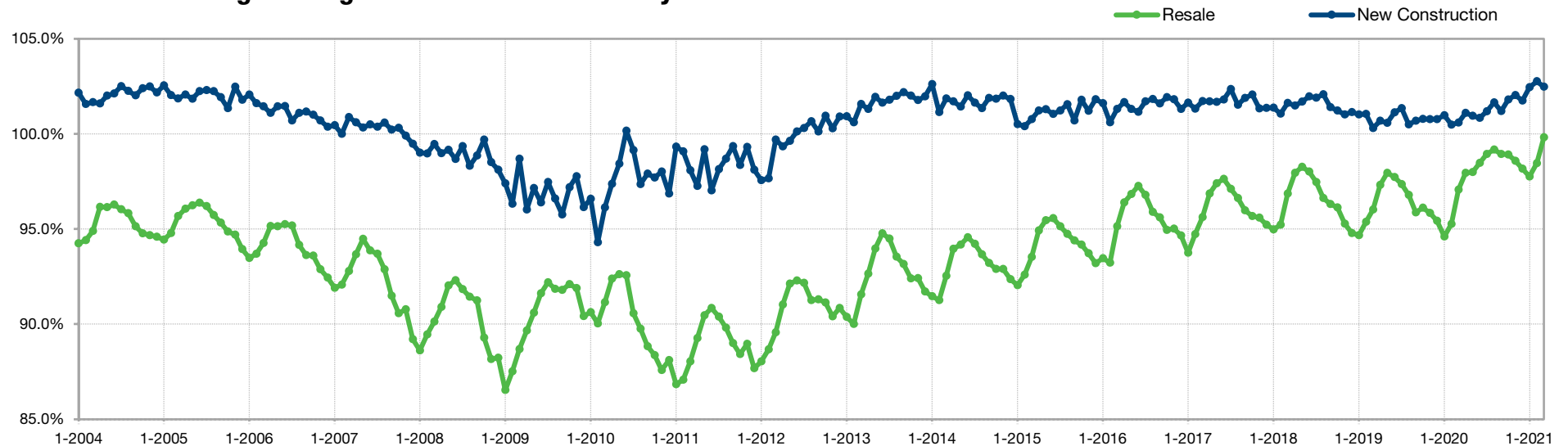
Year to Date



Pct. of Orig. Price Received	Resale	Year-Over-Year Change	New Construction	Year-Over-Year Change
Apr-2020	97.9%	+0.6%	101.1%	+0.4%
May-2020	98.0%	+0.1%	101.0%	+0.4%
Jun-2020	98.5%	+0.8%	100.8%	-0.3%
Jul-2020	98.9%	+1.5%	101.2%	-0.1%
Aug-2020	99.2%	+2.5%	101.7%	+1.2%
Sep-2020	98.9%	+3.1%	101.2%	+0.5%
Oct-2020	98.9%	+2.9%	101.8%	+1.0%
Nov-2020	98.6%	+2.9%	102.0%	+1.2%
Dec-2020	98.2%	+2.9%	101.7%	+0.9%
Jan-2021	97.7%	+3.3%	102.4%	+1.4%
Feb-2021	98.5%	+3.4%	102.8%	+2.3%
Mar-2021	99.8%	+2.8%	102.5%	+1.9%
12-Month Avg*	96.6%	+2.1%	100.8%	+0.9%

* Pct. of Orig. Price Received for all properties from April 2020 through March 2021. This is not the average of the individual figures above.

Historical Percentage of Original List Price Received by Month

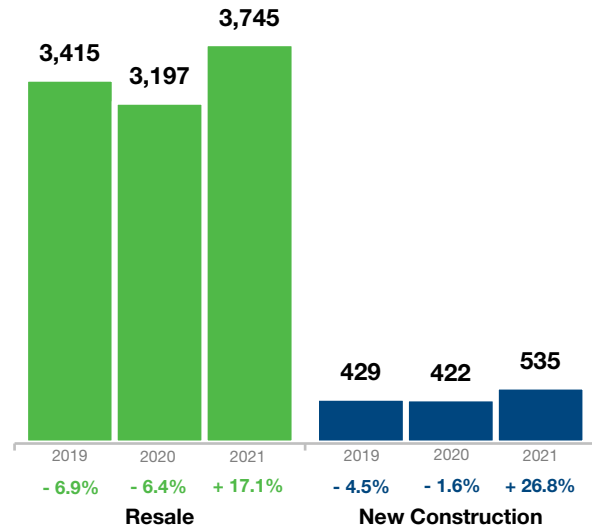


Pending Sales

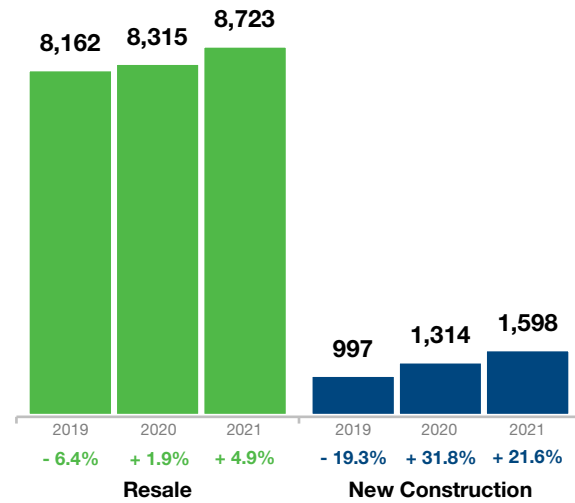
A count of the properties on which offers have been accepted in a given month.



March

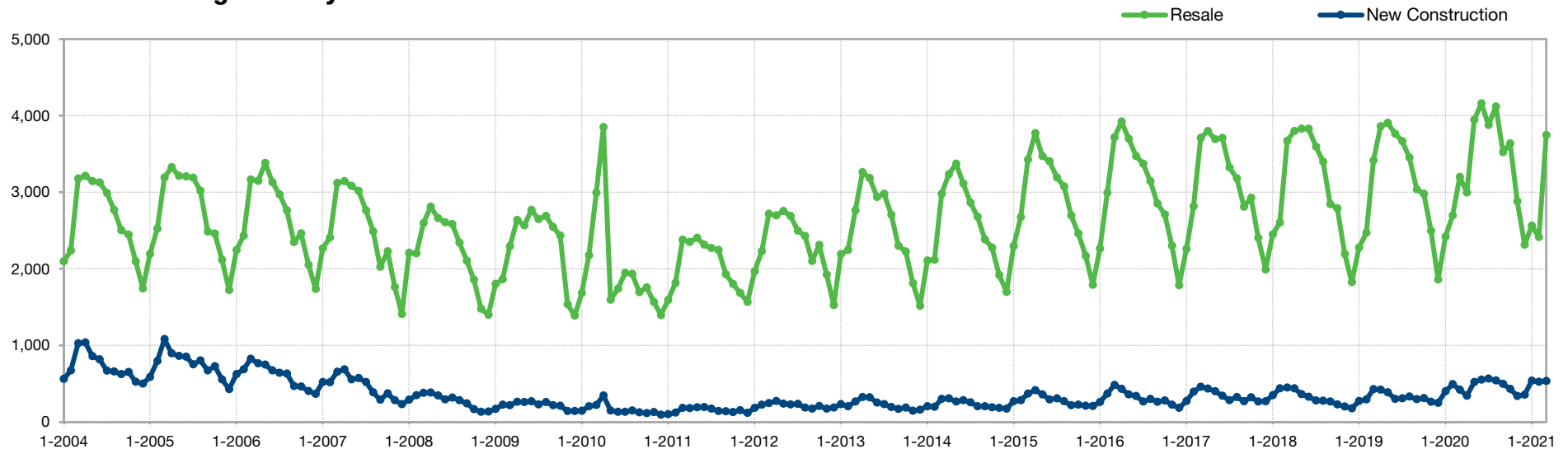


Year to Date



Pending Sales	Resale	Year-Over-Year Change	New Construction	Year-Over-Year Change
Apr-2020	2,995	-22.4%	343	-18.3%
May-2020	3,945	+1.0%	522	+34.9%
Jun-2020	4,160	+10.6%	551	+83.7%
Jul-2020	3,876	+5.7%	566	+83.8%
Aug-2020	4,119	+19.3%	542	+63.7%
Sep-2020	3,523	+16.0%	498	+66.6%
Oct-2020	3,637	+22.1%	433	+38.8%
Nov-2020	2,881	+15.5%	338	+28.5%
Dec-2020	2,315	+24.5%	356	+43.5%
Jan-2021	2,563	+5.8%	537	+34.3%
Feb-2021	2,415	-10.4%	526	+6.9%
Mar-2021	3,745	+17.1%	535	+26.8%
12-Month Avg	3,348	+7.6%	479	+37.4%

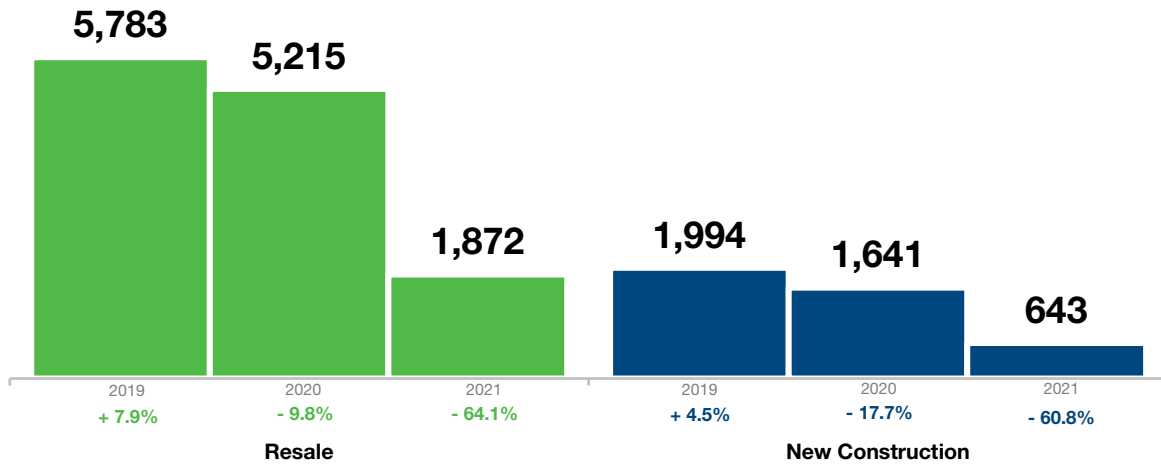
Historical Pending Sales by Month



Inventory

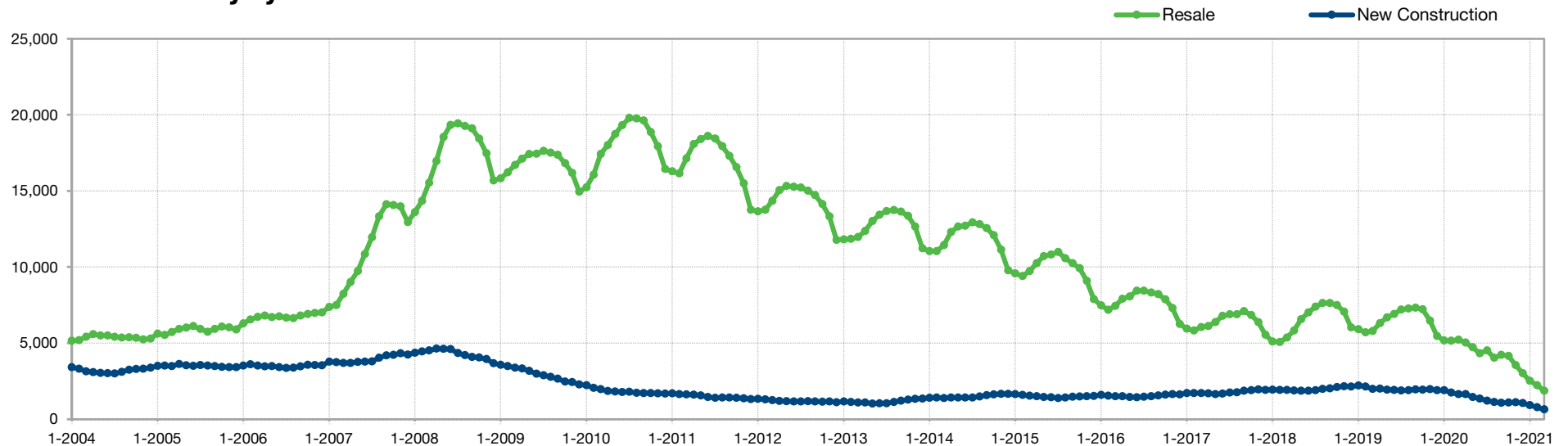
The number of properties available for sale in active status at the end of a given month.

March



Inventory	Resale	Year-Over-Year Change	New Construction	Year-Over-Year Change
Apr-2020	5,035	-20.2%	1,634	-18.4%
May-2020	4,720	-29.4%	1,456	-24.9%
Jun-2020	4,330	-37.3%	1,346	-29.9%
Jul-2020	4,520	-37.2%	1,206	-35.7%
Aug-2020	4,027	-44.7%	1,128	-40.5%
Sep-2020	4,227	-42.2%	1,070	-45.1%
Oct-2020	4,157	-42.5%	1,096	-43.4%
Nov-2020	3,560	-45.1%	1,102	-44.2%
Dec-2020	3,016	-44.7%	1,057	-44.1%
Jan-2021	2,523	-51.2%	925	-51.2%
Feb-2021	2,233	-56.6%	778	-55.2%
Mar-2021	1,872	-64.1%	643	-60.8%
12-Month Avg*	3,685	-42.1%	1,120	-40.7%

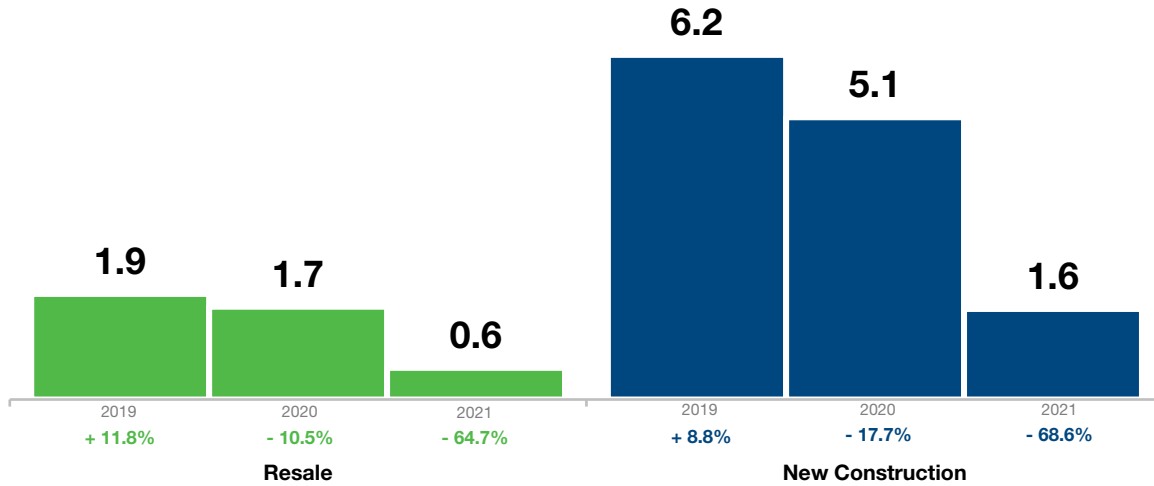
Historical Inventory by Month



Supply

The inventory of homes for sale at the end of a given month, divided by the average monthly closed sales from the last 12 months.

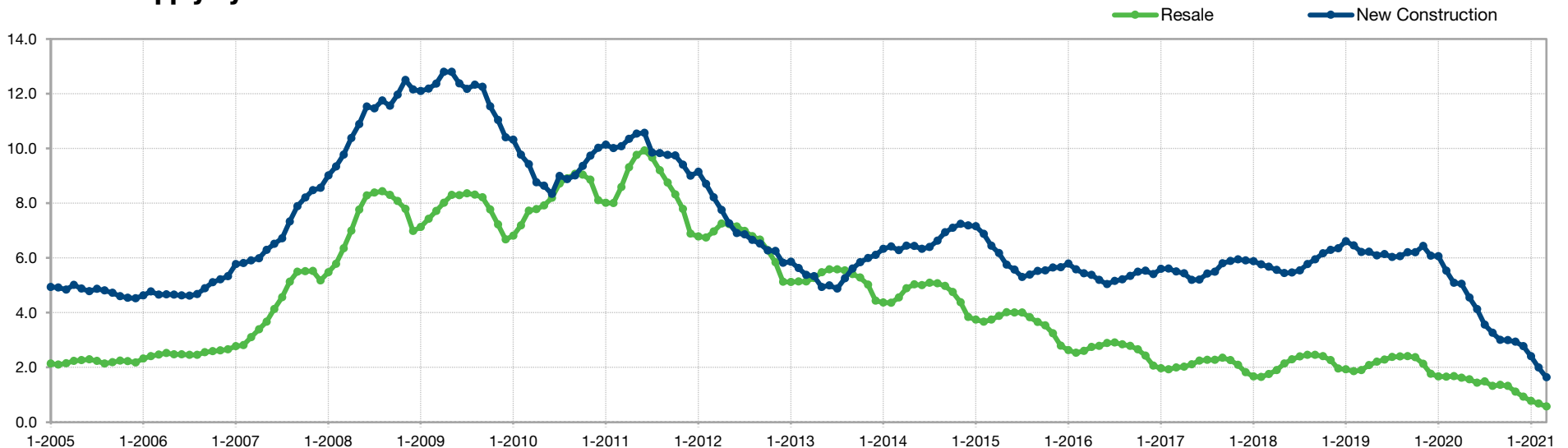
March



Supply	Resale	Year-Over-Year Change	New Construction	Year-Over-Year Change
Apr-2020	1.6	-23.8%	5.0	-19.4%
May-2020	1.6	-27.3%	4.6	-24.6%
Jun-2020	1.4	-39.1%	4.1	-32.8%
Jul-2020	1.5	-37.5%	3.6	-40.0%
Aug-2020	1.3	-45.8%	3.3	-45.9%
Sep-2020	1.4	-41.7%	3.0	-51.6%
Oct-2020	1.3	-45.8%	3.0	-51.6%
Nov-2020	1.1	-47.6%	2.9	-54.7%
Dec-2020	0.9	-50.0%	2.8	-54.1%
Jan-2021	0.8	-52.9%	2.4	-60.7%
Feb-2021	0.7	-58.8%	2.0	-63.6%
Mar-2021	0.6	-64.7%	1.6	-68.6%
12-Month Avg*	2.1	-43.4%	6.0	-46.9%

* Supply for all properties from April 2020 through March 2021. This is not the average of the individual figures above.

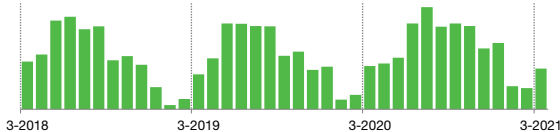
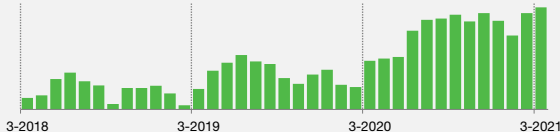
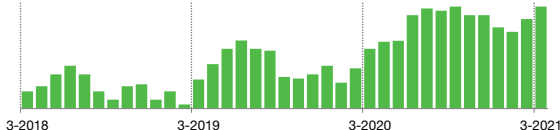
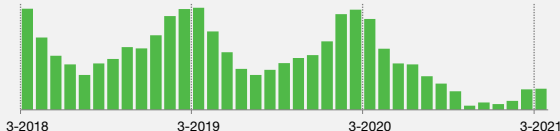
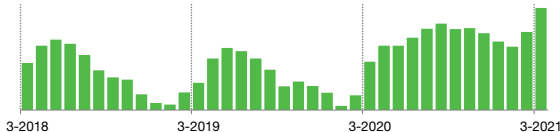
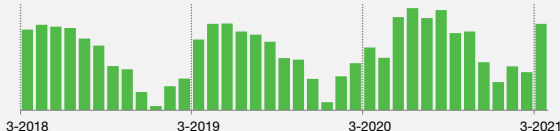
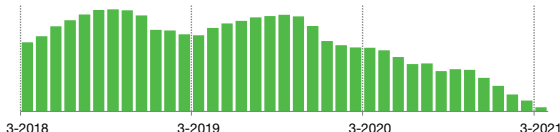
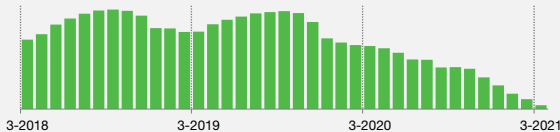
Historical Supply by Month



New and Existing Homes Combined Activity Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



Key Metrics	Historical Sparkbars	3-2020	3-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
Closed Sales		3,138	3,067	- 2.3%	7,667	8,166	+ 6.5%
Average Sales Price		\$255,260	\$291,620	+ 14.2%	\$245,085	\$284,329	+ 16.0%
Median Sales Price		\$225,000	\$250,000	+ 11.1%	\$216,000	\$243,000	+ 12.5%
Days on Market		60	37	- 38.3%	61	36	- 41.0%
Pct. of Orig. Price Received		97.5%	100.2%	+ 2.8%	96.4%	99.2%	+ 2.9%
Pending Sales		3,619	4,280	+ 18.3%	9,629	10,321	+ 7.2%
Inventory		6,856	2,515	- 63.3%	--	--	--
Supply		2.0	0.7	- 65.0%	--	--	--