

# Monthly Indicators

## April 2021

April was another strong month for home sales. The busy spring market continues to see many multiple offer situations driving sales prices above asking price. With such strong activity, by the time a property sale closes, the market may have already moved higher than that sold price suggests. Such markets can create stress and frustration for prospective homebuyers, who are frequently having to submit offers on multiple properties before they are able to secure a purchase.

Closed Sales increased 14.9 percent for existing homes but decreased 5.5 percent for new homes. Pending Sales increased 40.3 percent for existing homes and 12.1 percent for new homes. Inventory decreased 54.5 percent for existing homes and 62.2 percent for new homes.

The Median Sales Price was up 14.4 percent to \$242,000 for existing homes and 15.6 percent to \$426,758 for new homes. Days on Market decreased 45.7 percent for existing homes and 46.1 percent for new homes. Supply decreased 58.8 percent for existing homes and 68.6 percent for new homes.

In the spirit of the great Wayne Gretzky, buyers, sellers, and their agents are all trying their best to skate to where the puck, or rather, the housing market, is going, not where it has been. While housing affordability remains an area to watch as prices continue to rise, strong buyer demand and limited housing supply show no signs of easing soon, pointing to a continuation of this market trend through spring and into summer.

## Quick Facts

<b>+ 12.5%</b>	<b>+ 15.2%</b>	<b>- 60.0%</b>
Change in Combined Closed Sales	Change in Combined Avg. Sales Price	Change in Combined Supply

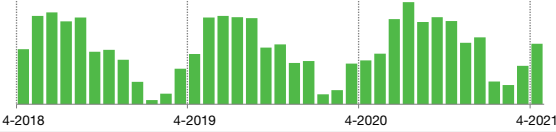
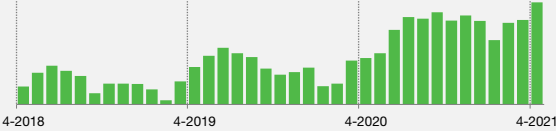
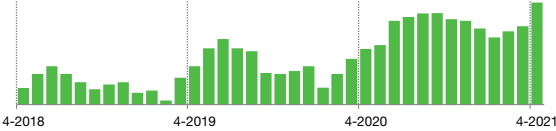
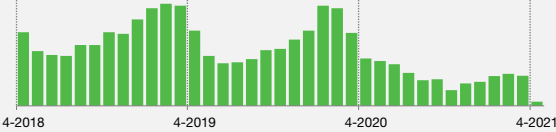
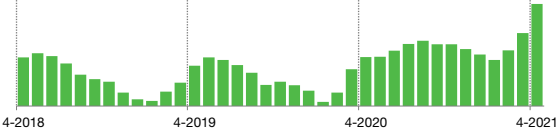
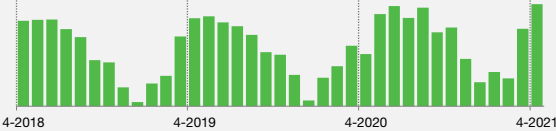
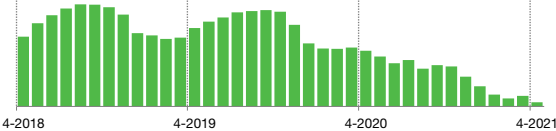
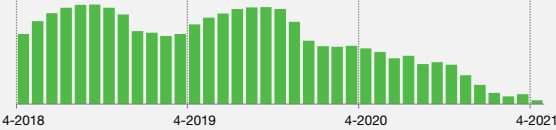
Residential real estate activity in the Kansas counties of Atchison, Douglas, Franklin, Jefferson, Johnson, Leavenworth, Linn, Miami and Wyandotte and the Missouri counties of Bates, Buchanan, Cass, Clay, Clinton, Jackson, Johnson, Lafayette, Platte and Ray. Percent changes are calculated using rounded 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	4-2020	4-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
Closed Sales		2,846	3,269	+ 14.9%	9,682	10,499	+ 8.4%
Average Sales Price		\$236,111	\$276,962	+ 17.3%	\$227,243	\$264,365	+ 16.3%
Median Sales Price		\$211,500	\$242,000	+ 14.4%	\$201,000	\$229,000	+ 13.9%
Days on Market		35	19	- 45.7%	45	26	- 42.2%
Pct. of Orig. Price Received		97.9%	101.9%	+ 4.1%	96.4%	99.7%	+ 3.4%
Pending Sales		3,009	4,223	+ 40.3%	11,365	12,836	+ 12.9%
Inventory		5,348	2,431	- 54.5%	--	--	--
Supply		1.7	0.7	- 58.8%	--	--	--

# New Homes Market Overview

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



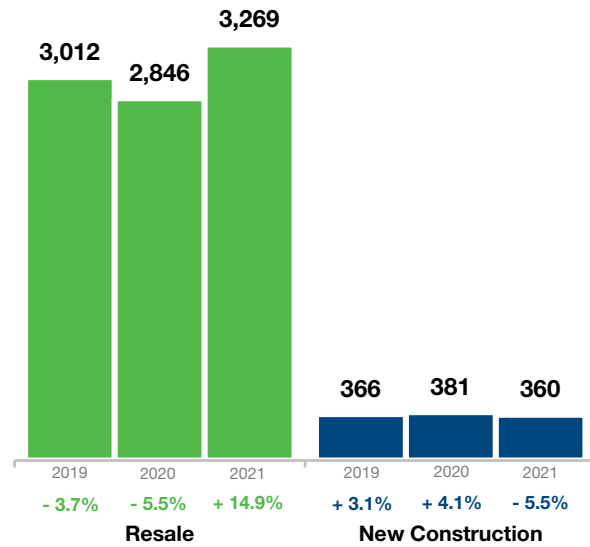
Key Metrics	Historical Sparkbars	4-2020	4-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
Closed Sales		381	360	- 5.5%	1,256	1,396	+ 11.1%
Average Sales Price		\$407,614	\$463,639	+ 13.7%	\$407,285	\$460,702	+ 13.1%
Median Sales Price		\$369,300	\$426,758	+ 15.6%	\$369,900	\$416,781	+ 12.7%
Days on Market		165	89	- 46.1%	158	88	- 44.3%
Pct. of Orig. Price Received		101.1%	102.4%	+ 1.3%	100.8%	102.5%	+ 1.7%
Pending Sales		346	388	+ 12.1%	1,661	2,011	+ 21.1%
Inventory		1,641	621	- 62.2%	--	--	--
Supply		5.1	1.6	- 68.6%	--	--	--

# Closed Sales

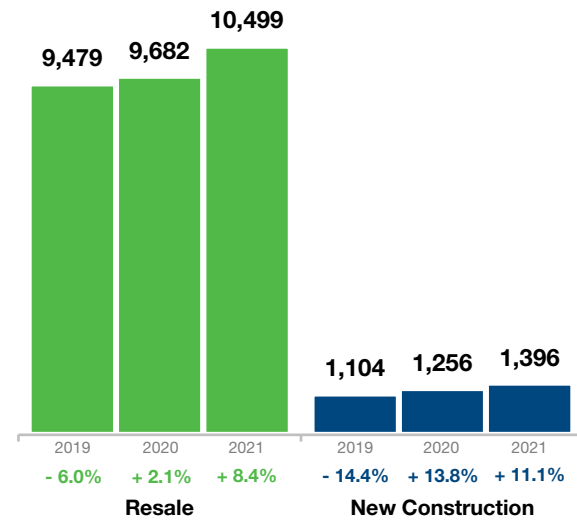
A count of the actual sales that closed in a given month.



## April

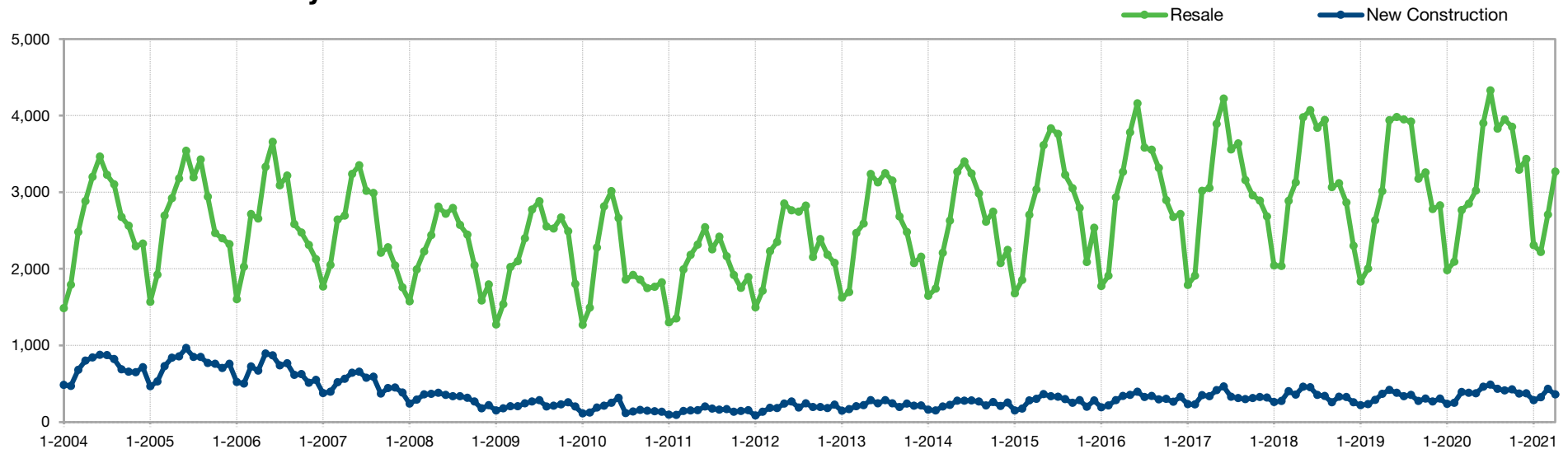


## Year to Date



Closed Sales	Resale	Year-Over-Year Change	New Construction	Year-Over-Year Change
May-2020	3,021	-23.3%	372	-11.0%
Jun-2020	3,901	-2.0%	460	+21.4%
Jul-2020	4,328	+9.6%	487	+44.9%
Aug-2020	3,828	-2.4%	431	+21.8%
Sep-2020	3,949	+24.4%	410	+49.1%
Oct-2020	3,851	+18.2%	425	+40.3%
Nov-2020	3,293	+18.5%	368	+37.3%
Dec-2020	3,433	+21.4%	373	+22.7%
Jan-2021	2,308	+16.4%	283	+20.4%
Feb-2021	2,217	+6.1%	323	+29.2%
Mar-2021	2,705	-2.2%	430	+10.3%
<b>Apr-2021</b>	<b>3,269</b>	<b>+14.9%</b>	<b>360</b>	<b>-5.5%</b>
12-Month Avg	3,342	+6.9%	394	+21.3%

## Historical Closed Sales by Month



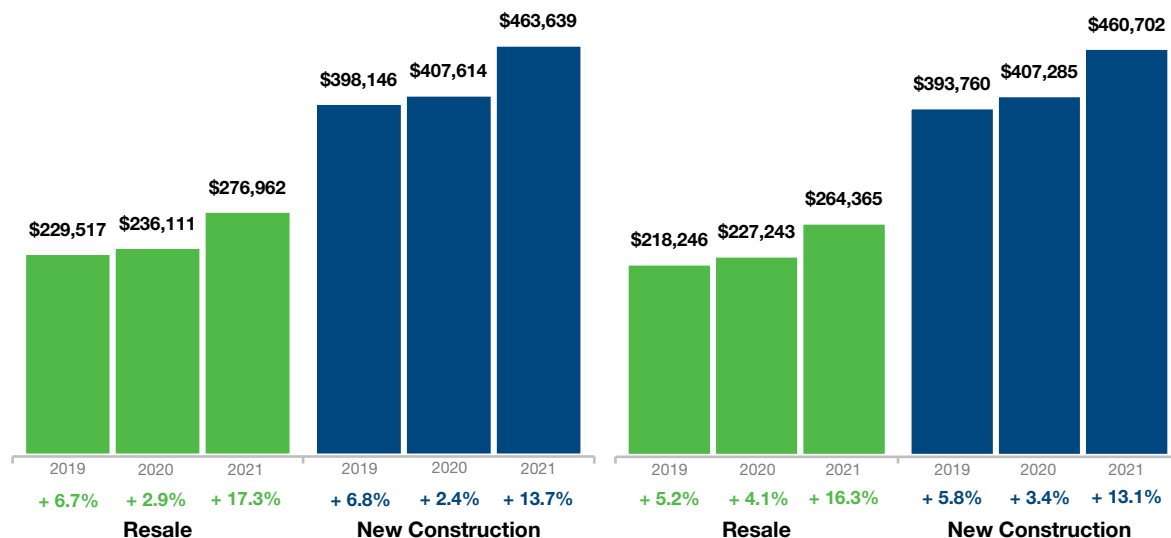
# Average Sales Price

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



## April

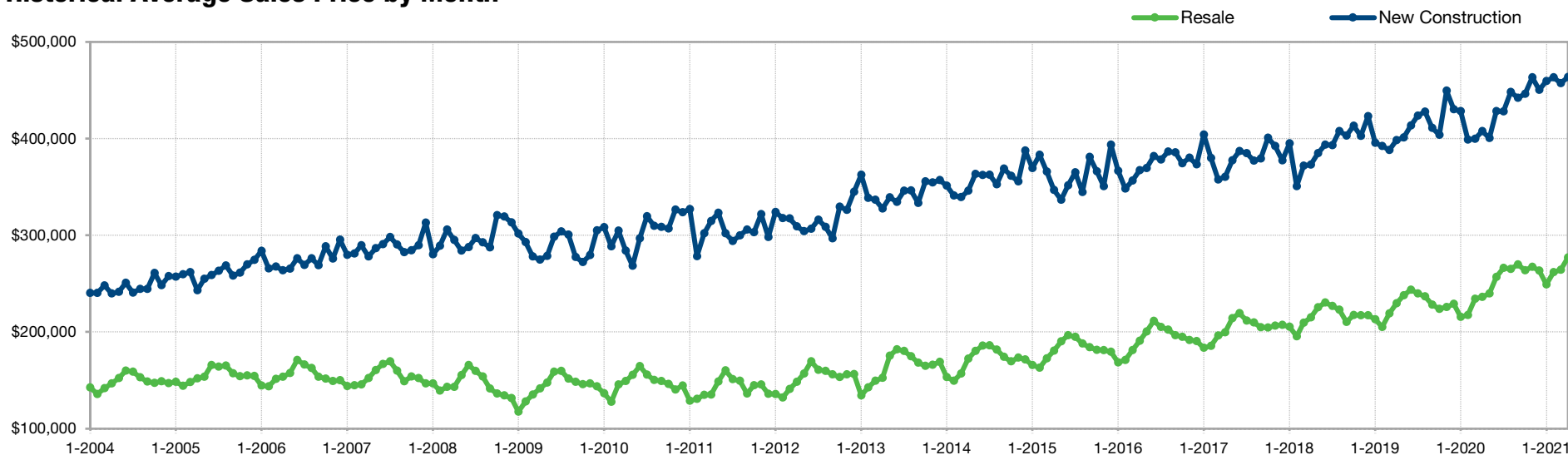
## Year to Date



Avg. Sales Price	Resale	Year-Over-Year Change	New Construction	Year-Over-Year Change
May-2020	\$239,647	+0.8%	\$400,414	-0.1%
Jun-2020	\$256,753	+5.4%	\$428,322	+3.6%
Jul-2020	\$266,091	+11.0%	\$428,117	+1.0%
Aug-2020	\$264,913	+11.9%	\$448,220	+4.8%
Sep-2020	\$269,801	+18.2%	\$442,098	+7.6%
Oct-2020	\$263,542	+17.7%	\$446,299	+10.5%
Nov-2020	\$267,346	+18.4%	\$463,333	+3.1%
Dec-2020	\$263,395	+15.1%	\$450,334	+4.7%
Jan-2021	\$249,182	+15.7%	\$459,332	+7.2%
Feb-2021	\$261,851	+20.5%	\$463,257	+16.1%
Mar-2021	\$264,179	+12.9%	\$457,236	+14.4%
<b>Apr-2021</b>	<b>\$276,962</b>	<b>+17.3%</b>	<b>\$463,639</b>	<b>+13.7%</b>
12-Month Avg*	\$232,172	+13.1%	\$415,161	+7.1%

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

## Historical Average Sales Price by Month



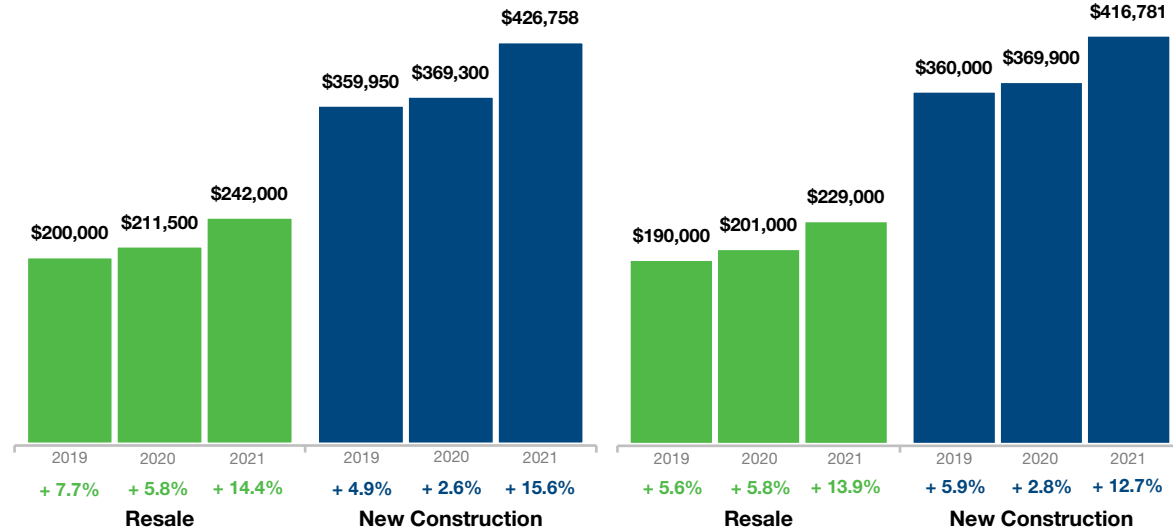
# Median Sales Price

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



## April

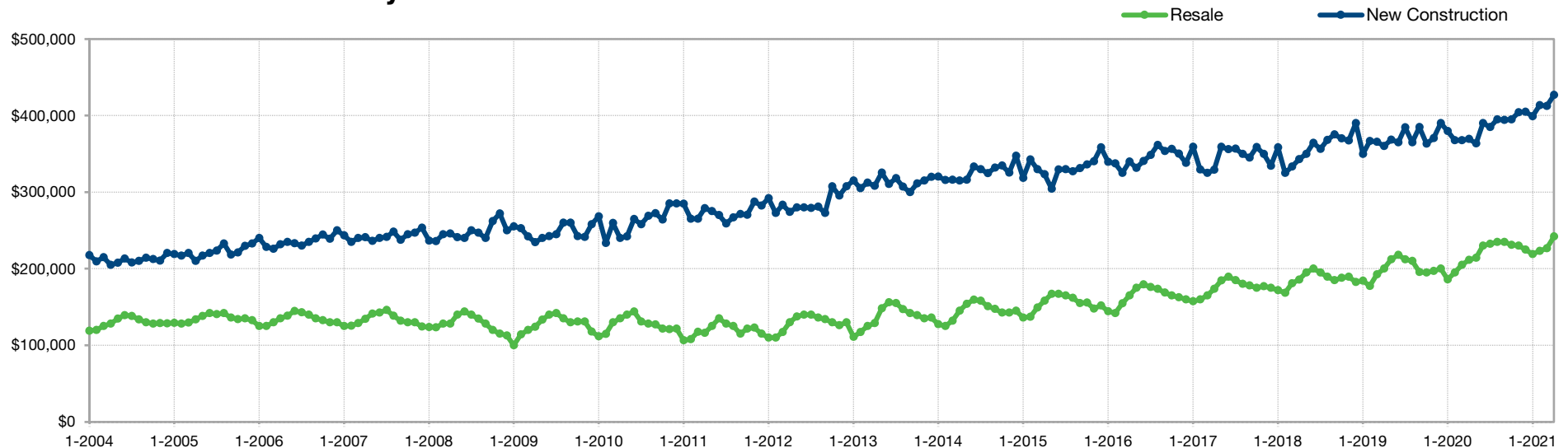
## Year to Date



Median Sales Price	Resale	Year-Over-Year Change	New Construction	Year-Over-Year Change
May-2020	\$214,107	+1.0%	\$363,396	-1.4%
Jun-2020	\$230,000	+5.5%	\$389,925	+6.8%
Jul-2020	\$232,600	+9.7%	\$385,000	+0.1%
Aug-2020	\$234,900	+11.9%	\$395,000	+8.2%
Sep-2020	\$235,000	+20.1%	\$394,225	+2.4%
Oct-2020	\$231,000	+18.5%	\$395,000	+8.7%
Nov-2020	\$230,000	+16.8%	\$404,220	+9.1%
Dec-2020	\$224,950	+12.5%	\$405,000	+3.9%
Jan-2021	\$219,000	+17.7%	\$398,925	+5.0%
Feb-2021	\$223,000	+14.4%	\$413,590	+12.5%
Mar-2021	\$226,500	+10.5%	\$412,416	+12.2%
<b>Apr-2021</b>	<b>\$242,000</b>	<b>+14.4%</b>	<b>\$426,758</b>	<b>+15.6%</b>
12-Month Avg*	\$205,000	+12.1%	\$372,750	+7.1%

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

## Historical Median Sales Price by Month



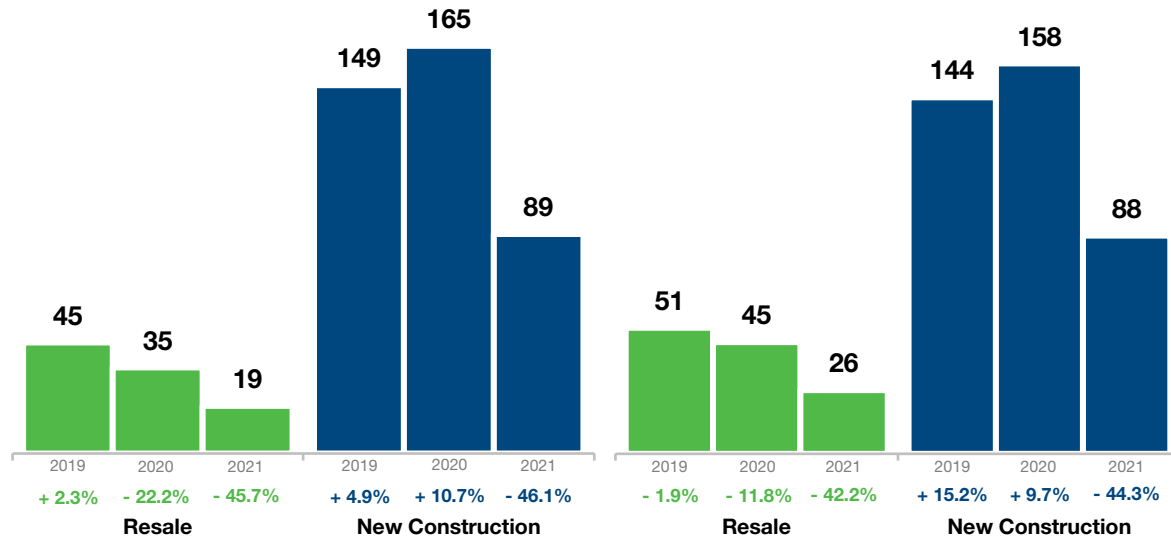
# Days on Market Until Sale

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



## April

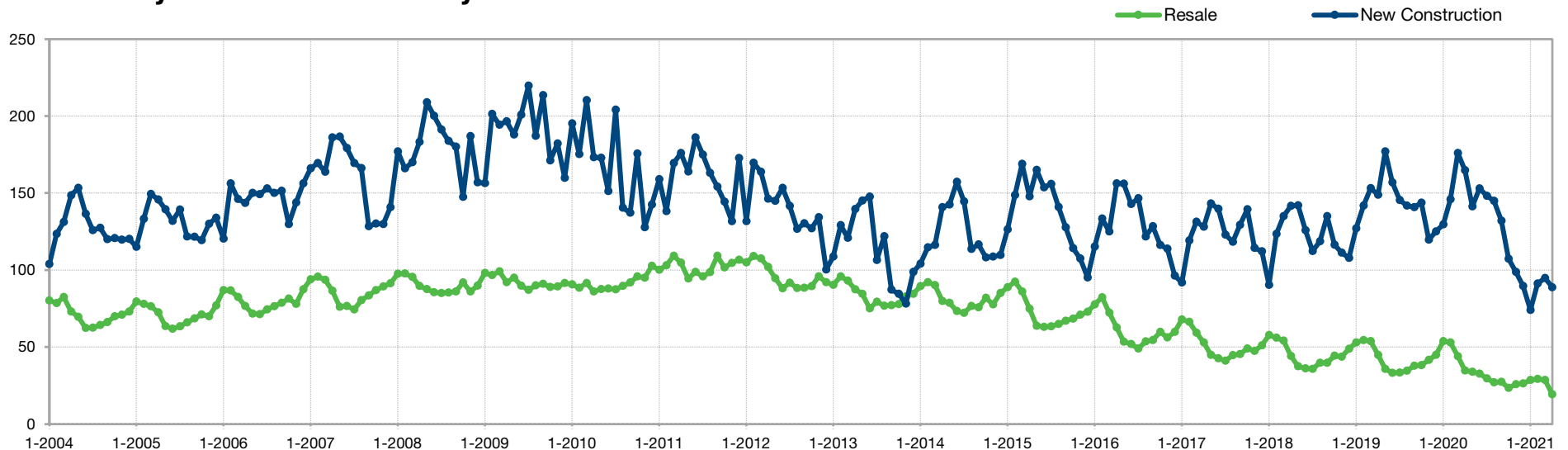
## Year to Date



Days on Market	Resale	Year-Over-Year Change	New Construction	Year-Over-Year Change
May-2020	34	-5.6%	141	-20.3%
Jun-2020	33	0.0%	153	-2.5%
Jul-2020	30	-9.1%	148	+2.1%
Aug-2020	27	-22.9%	145	+2.1%
Sep-2020	27	-28.9%	132	-6.4%
Oct-2020	23	-39.5%	107	-25.7%
Nov-2020	26	-38.1%	99	-17.5%
Dec-2020	26	-42.2%	90	-28.0%
Jan-2021	28	-48.1%	74	-43.1%
Feb-2021	29	-45.3%	91	-37.7%
Mar-2021	29	-34.1%	95	-46.0%
<b>Apr-2021</b>	<b>19</b>	<b>-45.7%</b>	<b>89</b>	<b>-46.1%</b>
12-Month Avg*	39	-29.4%	150	-22.2%

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

## Historical Days on Market Until Sale by Month

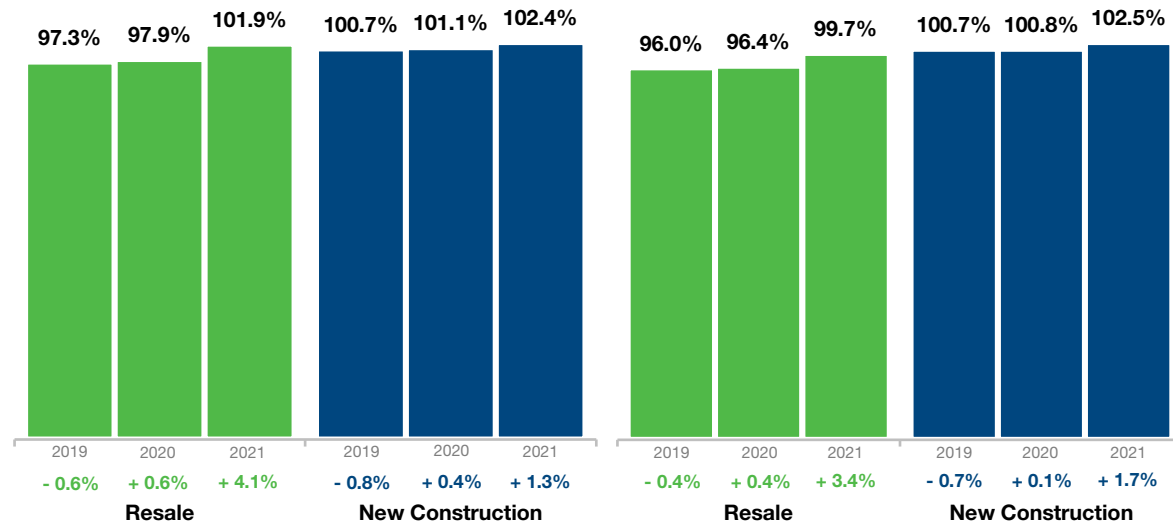


# Percentage of Original List Price Received

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.

## April

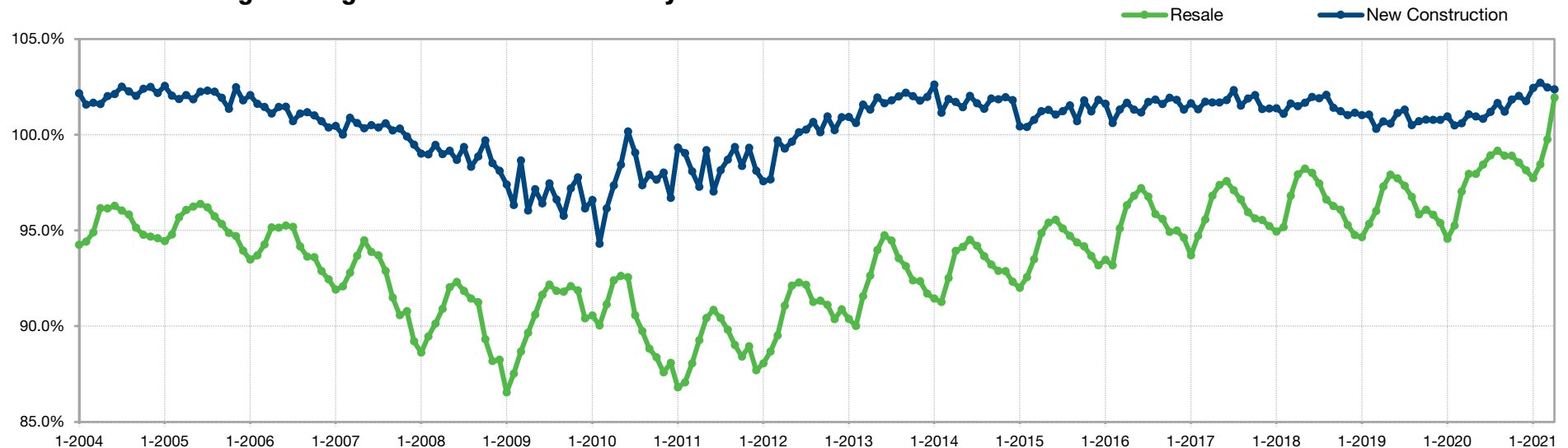
## Year to Date



Pct. of Orig. Price Received	Resale	Year-Over-Year Change	New Construction	Year-Over-Year Change
May-2020	98.0%	+0.1%	100.9%	+0.3%
Jun-2020	98.4%	+0.7%	100.8%	-0.3%
Jul-2020	98.9%	+1.6%	101.2%	-0.1%
Aug-2020	99.2%	+2.5%	101.7%	+1.2%
Sep-2020	98.9%	+3.2%	101.2%	+0.5%
Oct-2020	98.9%	+2.9%	101.8%	+1.0%
Nov-2020	98.5%	+2.8%	102.0%	+1.2%
Dec-2020	98.1%	+2.8%	101.7%	+0.9%
Jan-2021	97.7%	+3.3%	102.4%	+1.4%
Feb-2021	98.4%	+3.3%	102.7%	+2.2%
Mar-2021	99.8%	+2.9%	102.5%	+1.9%
<b>Apr-2021</b>	<b>101.9%</b>	<b>+4.1%</b>	<b>102.4%</b>	<b>+1.3%</b>
12-Month Avg*	96.6%	+2.4%	100.8%	+0.9%

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

## Historical Percentage of Original List Price Received by Month

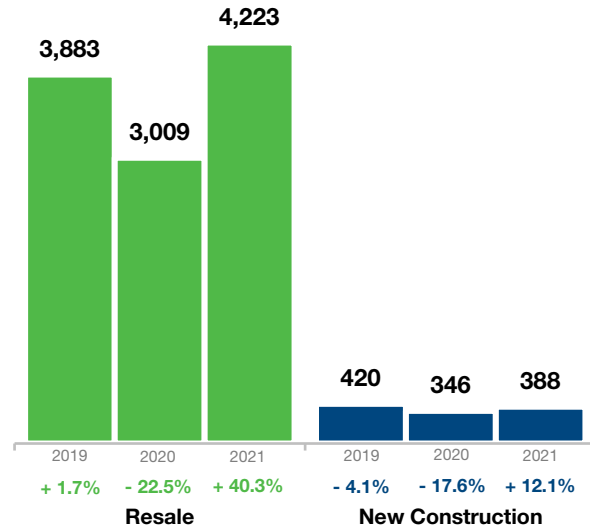




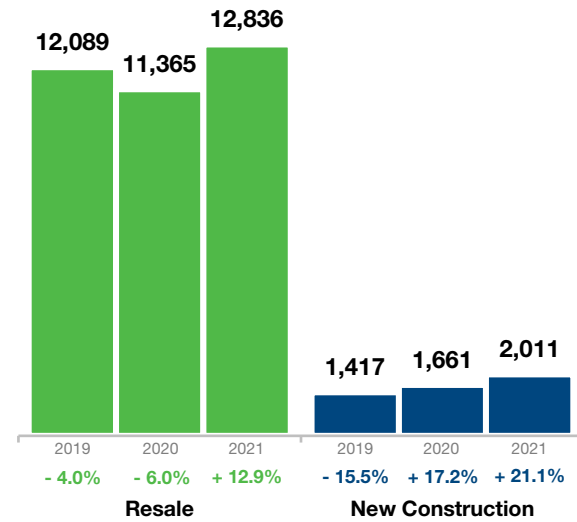
# Pending Sales

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

## April

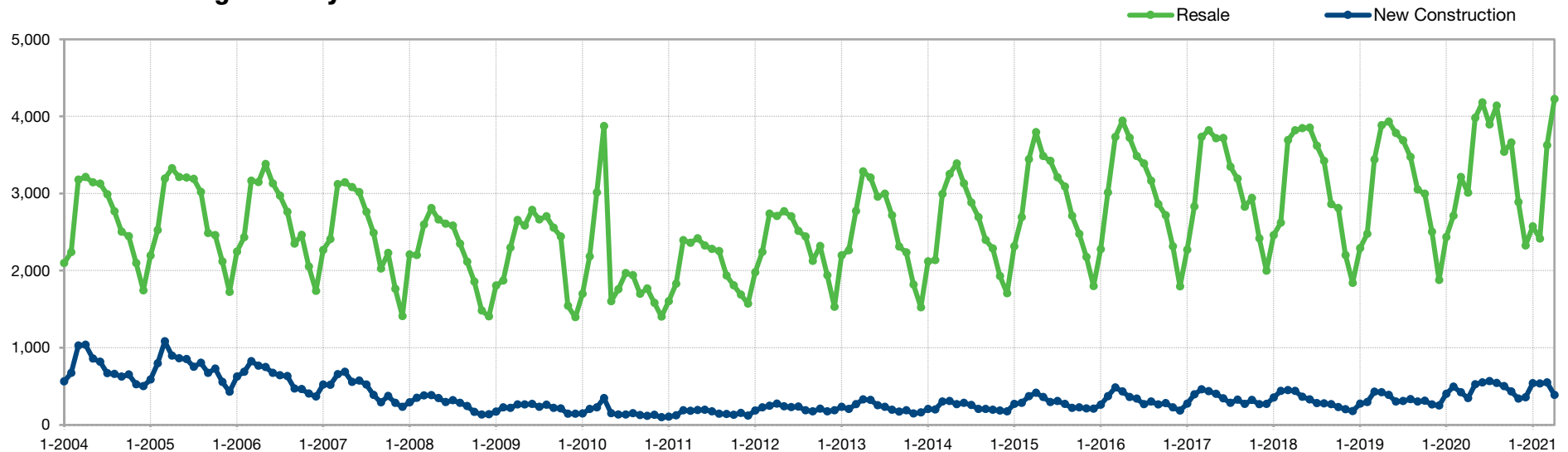


## Year to Date



Pending Sales	Resale	Year-Over-Year Change	New Construction	Year-Over-Year Change
May-2020	3,981	+1.3%	523	+35.1%
Jun-2020	4,179	+10.4%	550	+82.1%
Jul-2020	3,892	+5.6%	565	+83.4%
Aug-2020	4,138	+19.1%	542	+63.3%
Sep-2020	3,538	+15.9%	499	+66.3%
Oct-2020	3,659	+22.2%	430	+38.7%
Nov-2020	2,889	+15.4%	339	+29.4%
Dec-2020	2,326	+24.0%	356	+42.4%
Jan-2021	2,573	+5.8%	540	+35.0%
Feb-2021	2,414	-11.0%	536	+8.9%
Mar-2021	3,626	+12.9%	547	+29.3%
<b>Apr-2021</b>	<b>4,223</b>	<b>+40.3%</b>	<b>388</b>	<b>+12.1%</b>
12-Month Avg	3,453	+13.0%	485	+41.4%

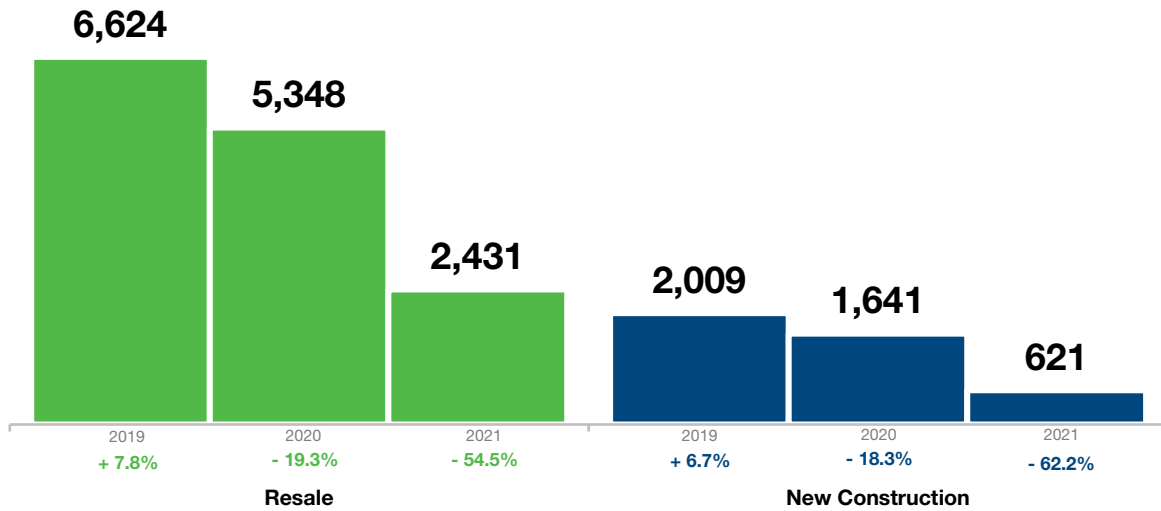
## Historical Pending Sales by Month



# Inventory

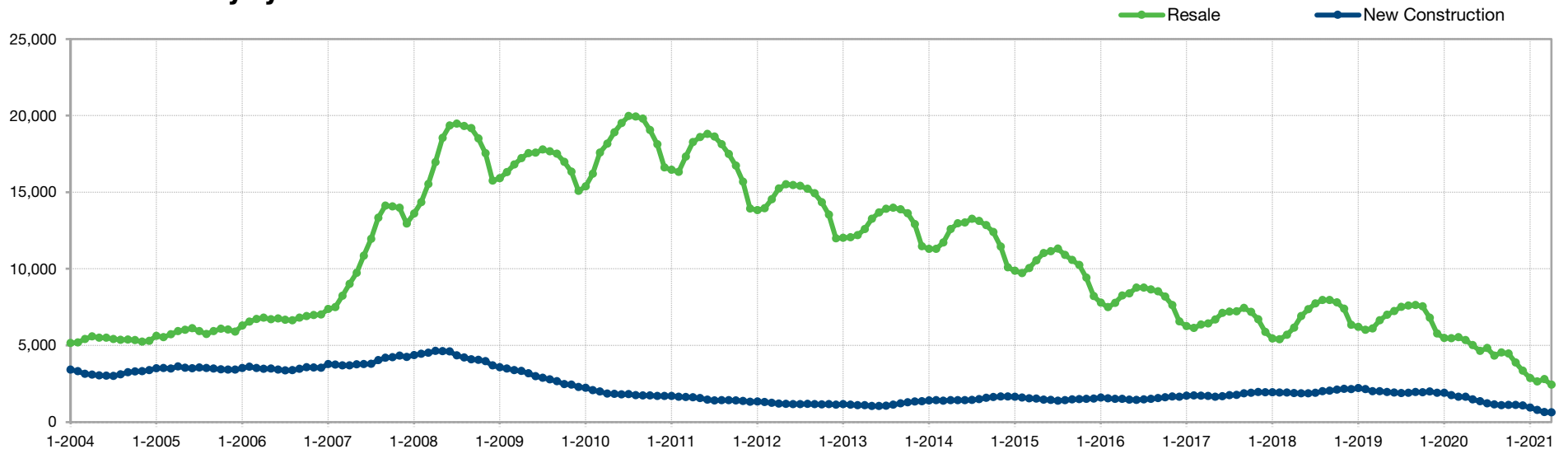
The number of properties available for sale in active status at the end of a given month.

## April



Inventory	Resale	Year-Over-Year Change	New Construction	Year-Over-Year Change
May-2020	5,021	-28.3%	1,463	-24.9%
Jun-2020	4,633	-35.9%	1,355	-29.6%
Jul-2020	4,828	-35.8%	1,217	-35.3%
Aug-2020	4,334	-42.9%	1,140	-39.9%
Sep-2020	4,540	-40.5%	1,083	-44.5%
Oct-2020	4,465	-40.9%	1,105	-43.0%
Nov-2020	3,880	-43.0%	1,112	-43.9%
Dec-2020	3,338	-42.1%	1,067	-43.8%
Jan-2021	2,866	-47.7%	937	-50.7%
Feb-2021	2,645	-51.5%	784	-55.1%
Mar-2021	2,795	-49.4%	651	-60.5%
<b>Apr-2021</b>	<b>2,431</b>	<b>-54.5%</b>	<b>621</b>	<b>-62.2%</b>
12-Month Avg*	3,815	-42.0%	1,045	-43.9%

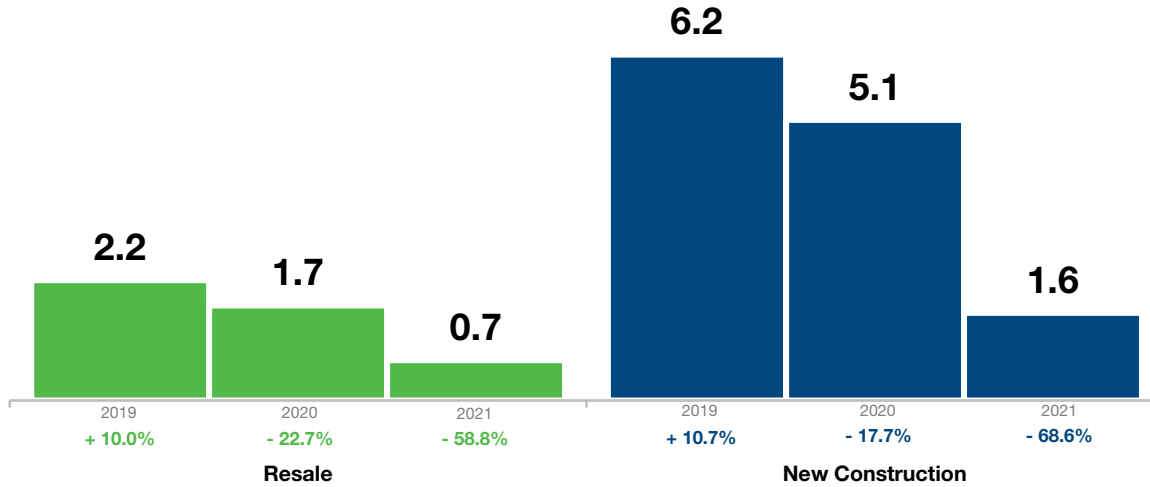
## Historical Inventory by Month



# 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.

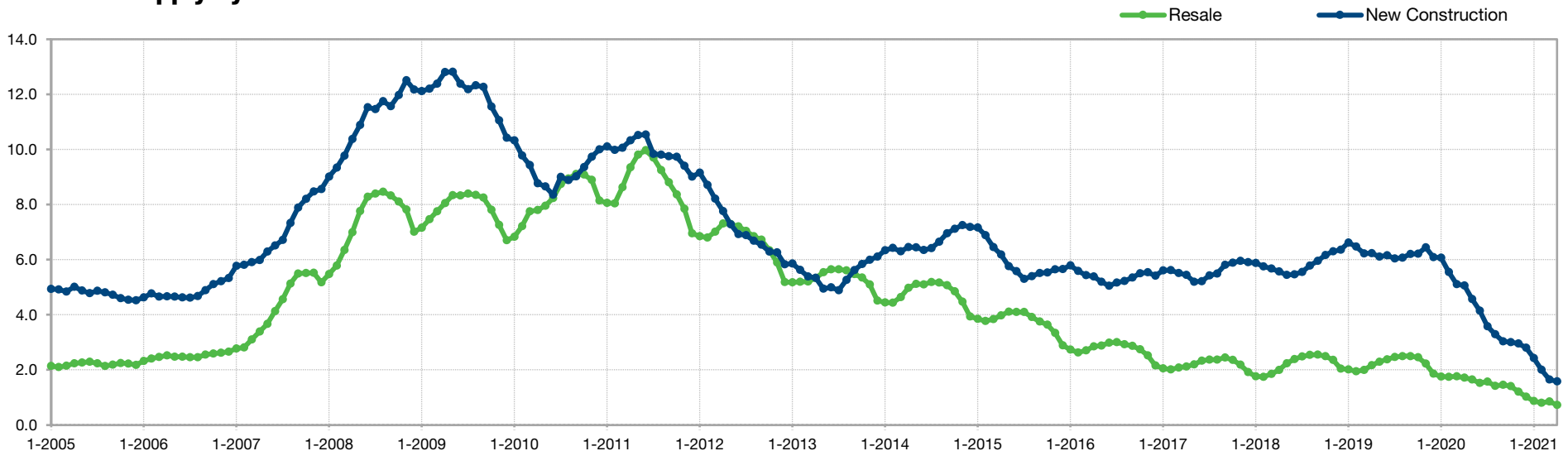
## April



Supply	Resale	Year-Over-Year Change	New Construction	Year-Over-Year Change
May-2020	1.6	-30.4%	4.6	-24.6%
Jun-2020	1.5	-37.5%	4.1	-33.9%
Jul-2020	1.6	-36.0%	3.6	-40.0%
Aug-2020	1.4	-44.0%	3.3	-45.9%
Sep-2020	1.5	-40.0%	3.0	-51.6%
Oct-2020	1.4	-44.0%	3.0	-51.6%
Nov-2020	1.2	-45.5%	3.0	-53.1%
Dec-2020	1.0	-47.4%	2.8	-54.1%
Jan-2021	0.9	-50.0%	2.4	-60.7%
Feb-2021	0.8	-52.9%	2.0	-63.6%
Mar-2021	0.8	-55.6%	1.6	-68.6%
<b>Apr-2021</b>	<b>0.7</b>	<b>-58.8%</b>	<b>1.6</b>	<b>-68.6%</b>
12-Month Avg*	2.1	-43.5%	5.9	-50.7%

\* Supply for all properties from May 2020 through April 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	4-2020	4-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
Closed Sales		3,227	3,629	+ 12.5%	10,938	11,895	+ 8.7%
Average Sales Price		\$256,379	\$295,429	+ 15.2%	\$247,938	\$287,401	+ 15.9%
Median Sales Price		\$228,000	\$257,000	+ 12.7%	\$220,000	\$247,500	+ 12.5%
Days on Market		50	26	- 48.0%	58	33	- 43.1%
Pct. of Orig. Price Received		98.3%	102.0%	+ 3.8%	96.9%	100.0%	+ 3.2%
Pending Sales		3,355	4,611	+ 37.4%	13,026	14,847	+ 14.0%
Inventory		6,989	3,052	- 56.3%	--	--	--
Supply		2.0	0.8	- 60.0%	--	--	--