

Monthly Indicators

June 2021

School's out, and as vaccination rates rise and America enters a new normal, the U.S. housing market continues along at a frenzied pace, with low interest rates and limited inventory fueling record high sales prices. May saw the median existing-home sales price exceed \$350,000, a 24% increase and the largest year-over-year increase since 1999, according to the National Association of REALTORS®. Eager buyers are making multiple offers, some for well over asking price, while others are making offers on homes sight unseen.

Closed Sales increased 9.3 percent for existing homes but decreased 26.5 percent for new homes. Pending Sales increased 0.6 percent for existing homes but decreased 60.4 percent for new homes. Inventory decreased 39.6 percent for existing homes and 48.8 percent for new homes.

The Median Sales Price was up 13.9 percent to \$262,000 for existing homes and 11.7 percent to \$435,664 for new homes. Days on Market decreased 60.6 percent for existing homes and 53.6 percent for new homes. Supply decreased 46.7 percent for existing homes and 57.1 percent for new homes.

The increase in sales prices comes with a slight decline in existing home sales nationwide, as homebuyers struggle with declining affordability amid a lack of inventory, forcing some buyers to simply wait it out in hopes of more inventory and less competition. Meanwhile, home builders are trying to meet the increased market demand, with housing starts up 3.6% in May from April, according to the Commerce Department. As we ease into new routines and look forward to a post-pandemic future, one thing remains certain: America desperately needs more homes.

Quick Facts

+ 5.5%

+ 15.1%

- 50.0%

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	6-2020	6-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
Closed Sales		3,901	4,262	+ 9.3%	16,604	18,569	+ 11.8%
Average Sales Price		\$256,753	\$304,002	+ 18.4%	\$236,434	\$279,793	+ 18.3%
Median Sales Price		\$230,000	\$262,000	+ 13.9%	\$210,000	\$242,000	+ 15.2%
Days on Market		33	13	- 60.6%	40	20	- 50.0%
Pct. of Orig. Price Received		98.4%	103.2%	+ 4.9%	97.2%	101.2%	+ 4.1%
Pending Sales		4,179	4,206	+ 0.6%	19,522	21,225	+ 8.7%
Inventory		4,634	2,800	- 39.6%	--	--	--
Supply		1.5	0.8	- 46.7%	--	--	--

New Homes Market Overview

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



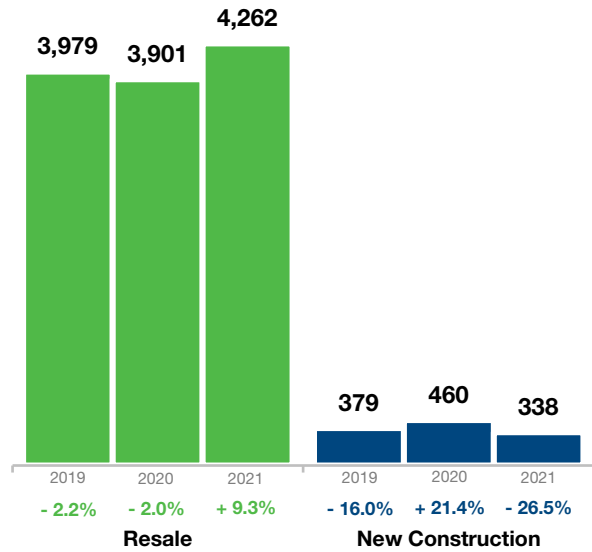
Key Metrics	Historical Sparkbars	6-2020	6-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
Closed Sales		460	338	- 26.5%	2,088	2,112	+ 1.1%
Average Sales Price		\$428,322	\$473,571	+ 10.6%	\$410,695	\$468,216	+ 14.0%
Median Sales Price		\$389,925	\$435,664	+ 11.7%	\$373,500	\$421,735	+ 12.9%
Days on Market		153	71	- 53.6%	154	86	- 44.2%
Pct. of Orig. Price Received		100.8%	103.5%	+ 2.7%	100.8%	102.7%	+ 1.9%
Pending Sales		550	218	- 60.4%	2,731	2,515	- 7.9%
Inventory		1,364	699	- 48.8%	--	--	--
Supply		4.2	1.8	- 57.1%	--	--	--

Closed Sales

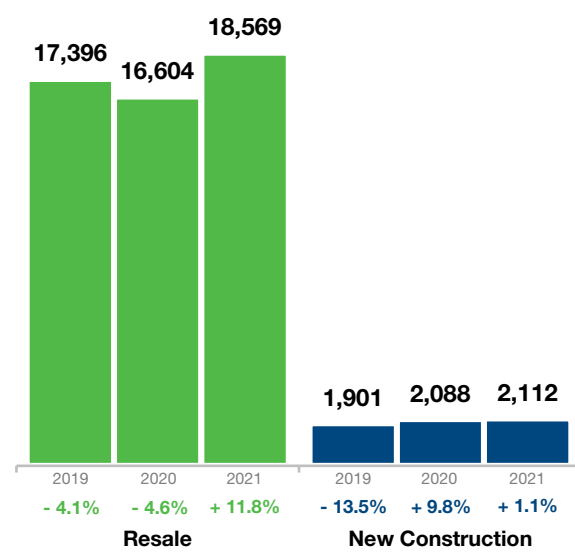
A count of the actual sales that closed in a given month.



June

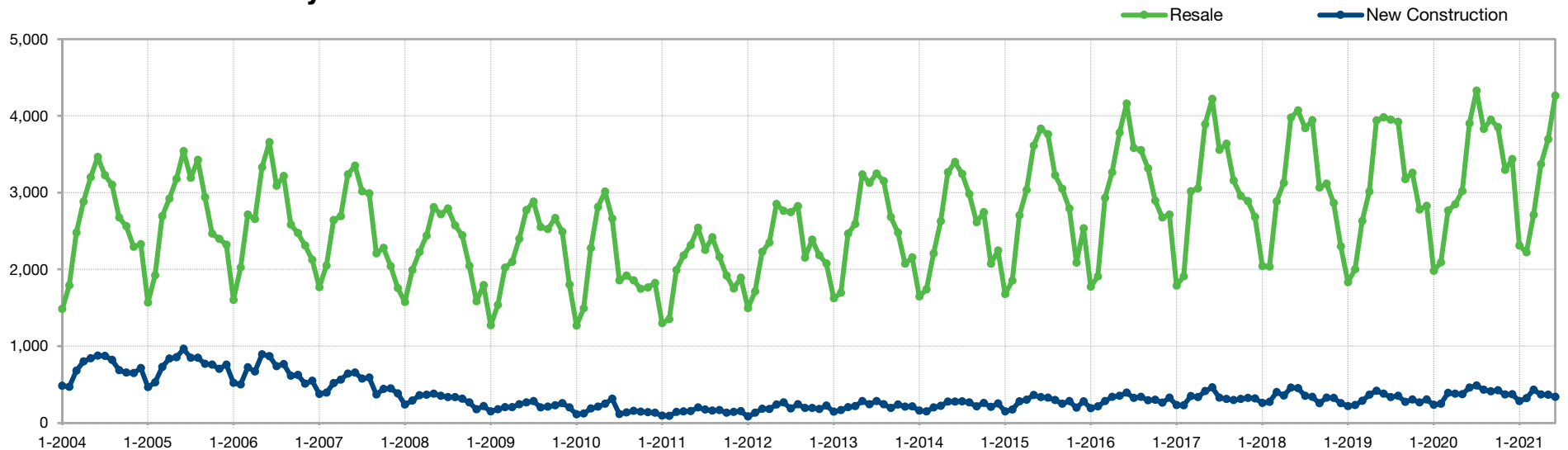


Year to Date



Closed Sales	Resale	Year-Over-Year Change	New Construction	Year-Over-Year Change
Jul-2020	4,329	+9.6%	487	+44.9%
Aug-2020	3,829	-2.3%	431	+21.8%
Sep-2020	3,950	+24.4%	410	+49.1%
Oct-2020	3,853	+18.3%	425	+40.3%
Nov-2020	3,295	+18.6%	368	+37.3%
Dec-2020	3,437	+21.6%	373	+22.7%
Jan-2021	2,311	+16.6%	283	+20.4%
Feb-2021	2,220	+6.3%	323	+29.2%
Mar-2021	2,711	-2.0%	431	+10.5%
Apr-2021	3,370	+18.4%	371	-2.6%
May-2021	3,695	+22.3%	366	-1.6%
Jun-2021	4,262	+9.3%	338	-26.5%
12-Month Avg	3,439	+13.0%	384	+17.3%

Historical Closed Sales by Month



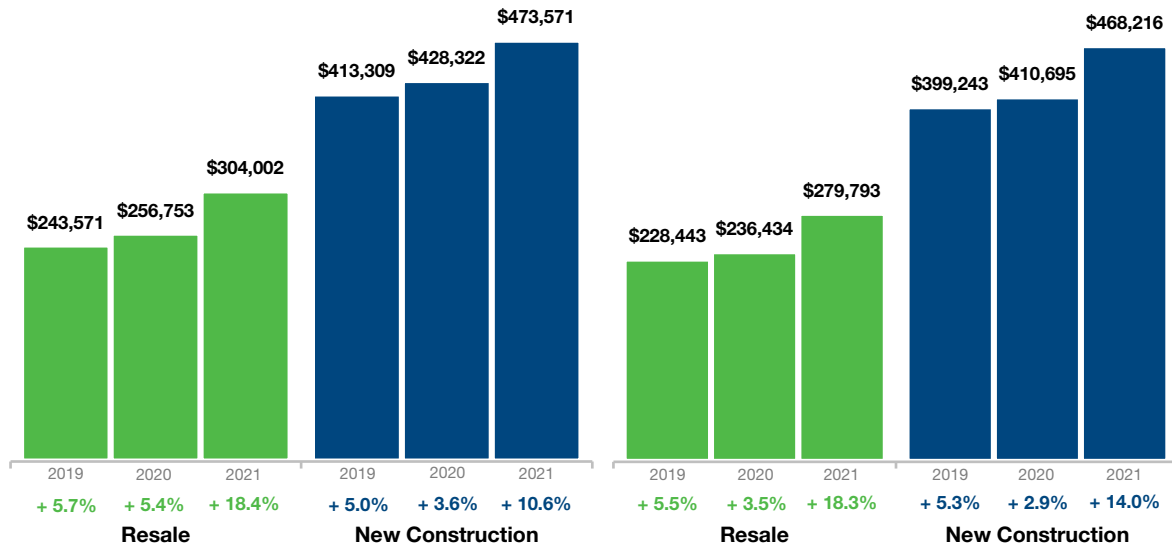
Average Sales Price

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



June

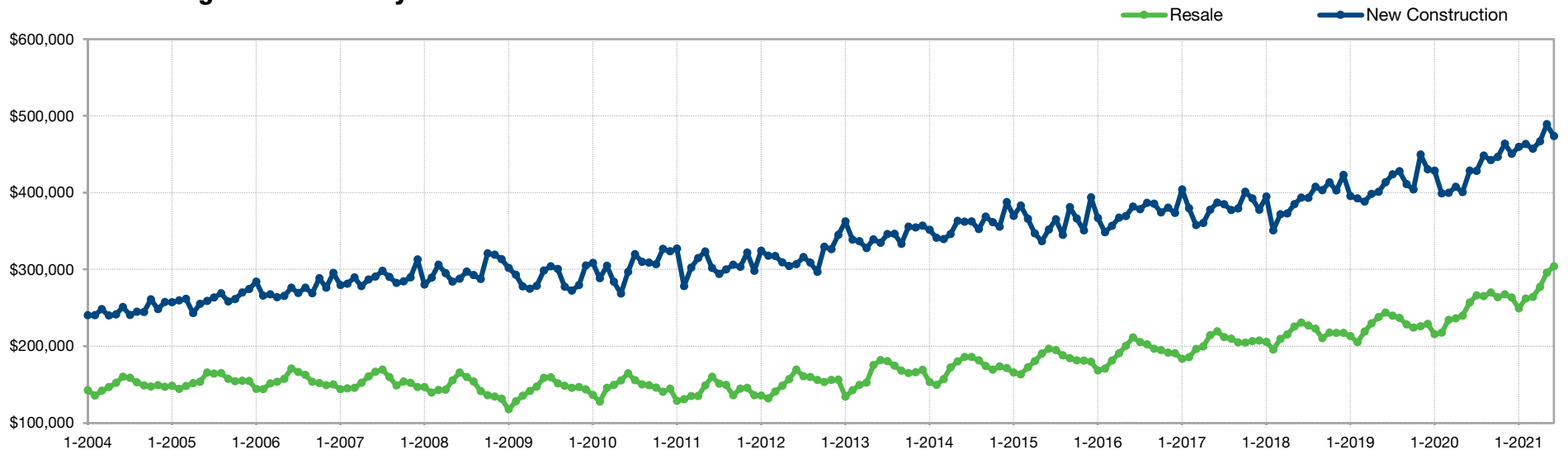
Year to Date



Avg. Sales Price	Resale	Year-Over-Year Change	New Construction	Year-Over-Year Change
Jul-2020	\$266,099	+11.0%	\$428,117	+1.0%
Aug-2020	\$264,909	+11.9%	\$448,220	+4.8%
Sep-2020	\$269,761	+18.2%	\$442,098	+7.6%
Oct-2020	\$263,633	+17.8%	\$446,299	+10.5%
Nov-2020	\$267,340	+18.4%	\$463,605	+3.1%
Dec-2020	\$263,349	+15.0%	\$450,334	+4.7%
Jan-2021	\$249,255	+15.7%	\$459,332	+7.2%
Feb-2021	\$261,963	+20.5%	\$463,257	+16.1%
Mar-2021	\$264,106	+12.8%	\$457,181	+14.4%
Apr-2021	\$277,024	+17.3%	\$466,788	+14.5%
May-2021	\$295,743	+23.4%	\$488,943	+22.1%
Jun-2021	\$304,002	+18.4%	\$473,571	+10.6%
12-Month Avg*	\$233,581	+16.5%	\$416,997	+9.3%

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

Historical Average Sales Price by Month



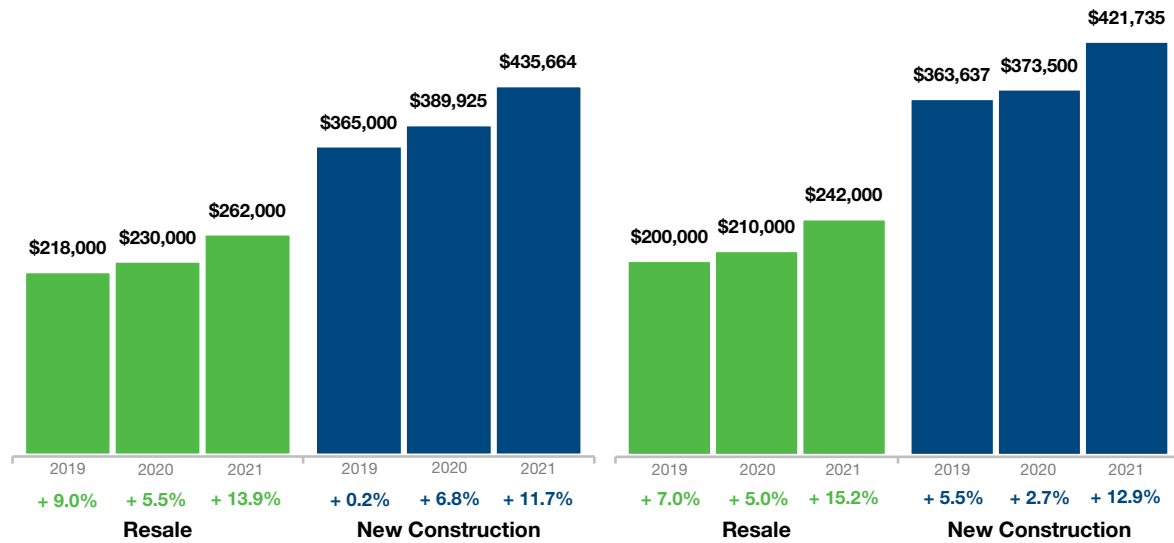
Median Sales Price

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



June

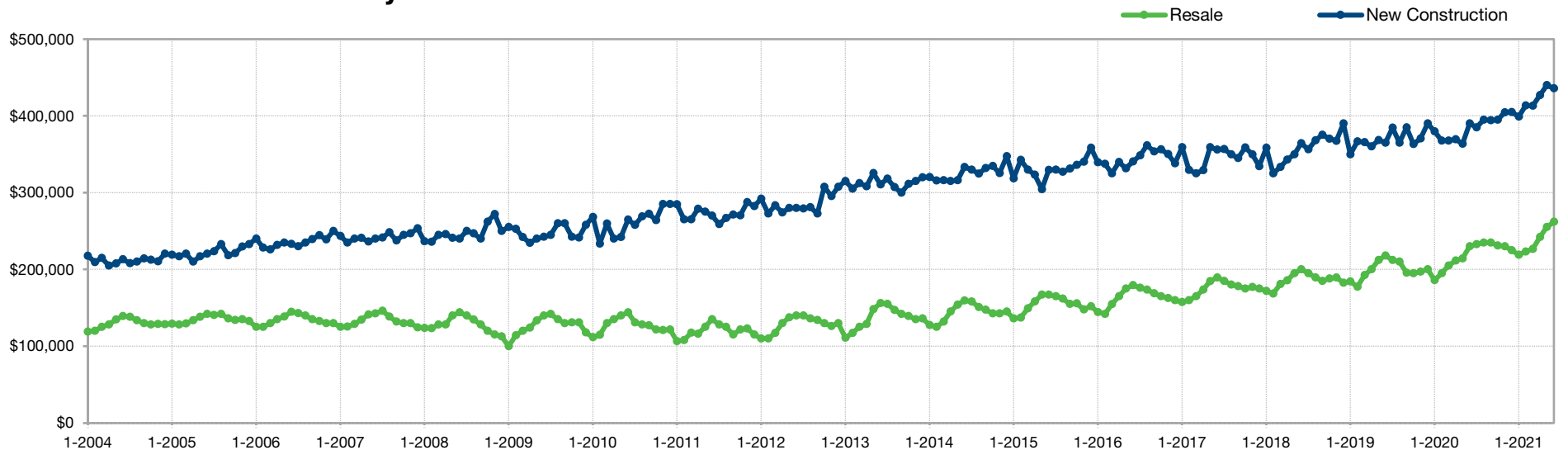
Year to Date



Median Sales Price	Resale	Year-Over-Year Change	New Construction	Year-Over-Year Change
Jul-2020	\$232,700	+9.8%	\$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%	\$404,398	+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%	\$412,995	+12.3%
Apr-2021	\$242,000	+14.4%	\$426,950	+15.6%
May-2021	\$255,000	+19.1%	\$439,925	+21.1%
Jun-2021	\$262,000	+13.9%	\$435,664	+11.7%
12-Month Avg*	\$205,000	+15.1%	\$375,000	+8.3%

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

Historical Median Sales Price by Month



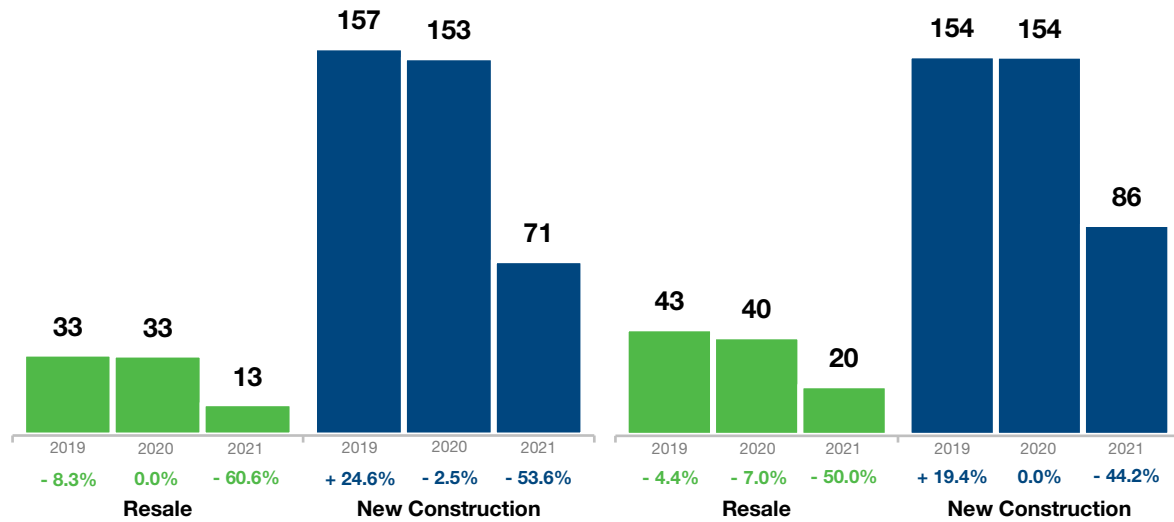
Days on Market Until Sale

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



June

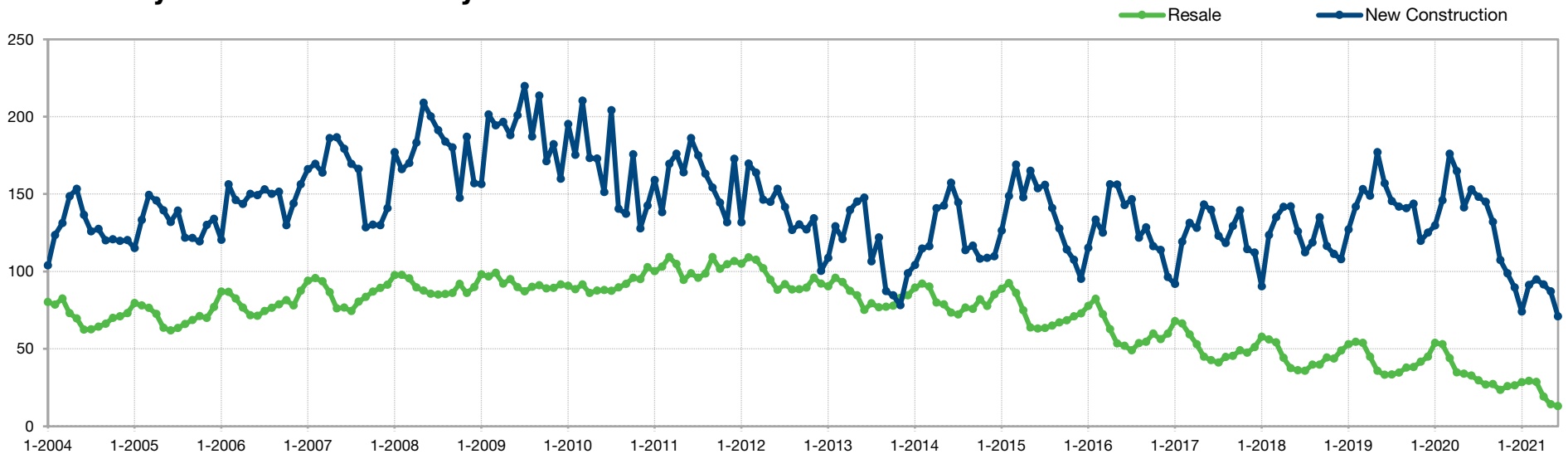
Year to Date



Days on Market	Resale	Year-Over-Year Change	New Construction	Year-Over-Year Change
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%
Apr-2021	19	-45.7%	92	-44.2%
May-2021	14	-58.8%	87	-38.3%
Jun-2021	13	-60.6%	71	-53.6%
12-Month Avg*	39	-38.8%	146	-27.8%

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

Historical Days on Market Until Sale by Month



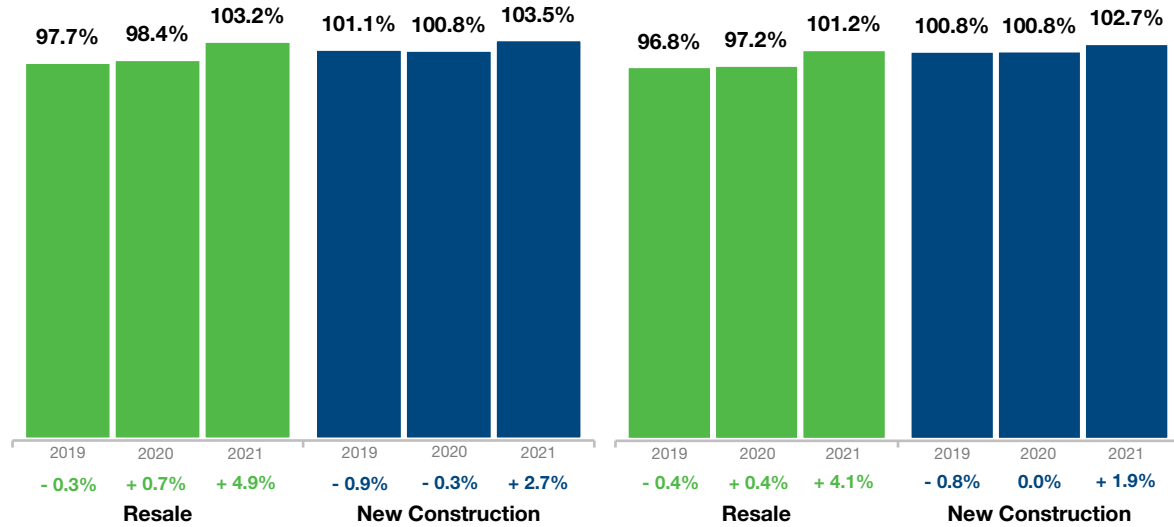
Percentage of Original List Price Received

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.



June

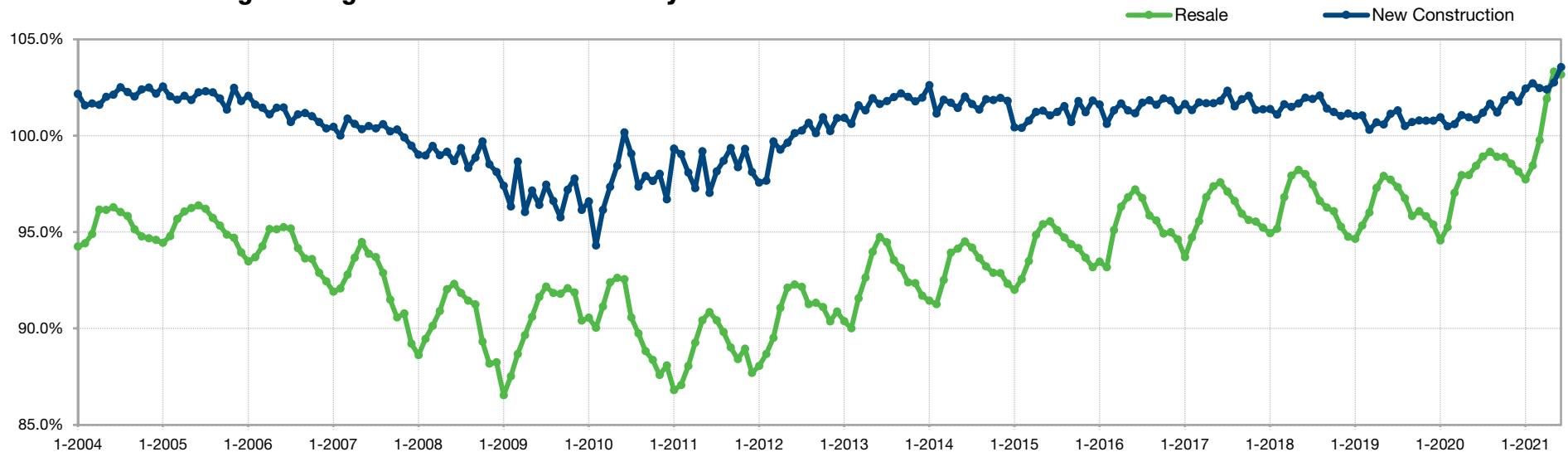
Year to Date



Pct. of Orig. Price Received	Resale	Year-Over-Year Change	New Construction	Year-Over-Year Change
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%	102.1%	+1.3%
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%
Apr-2021	101.9%	+4.1%	102.4%	+1.3%
May-2021	103.3%	+5.4%	102.7%	+1.8%
Jun-2021	103.2%	+4.9%	103.5%	+2.7%
12-Month Avg*	96.7%	+3.3%	100.8%	+1.3%

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

Historical Percentage of Original List Price Received by Month

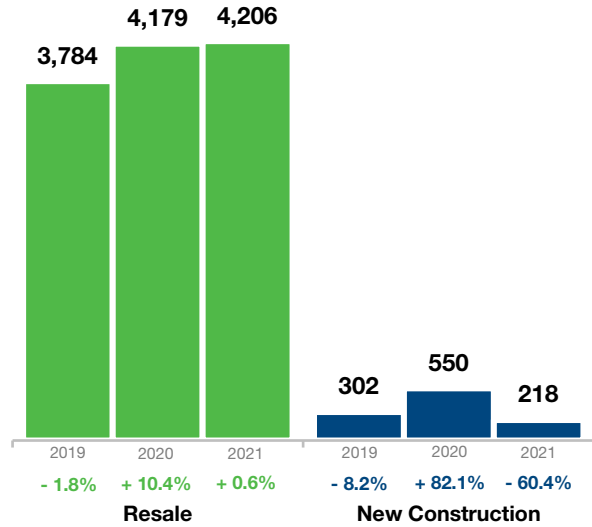


Pending Sales

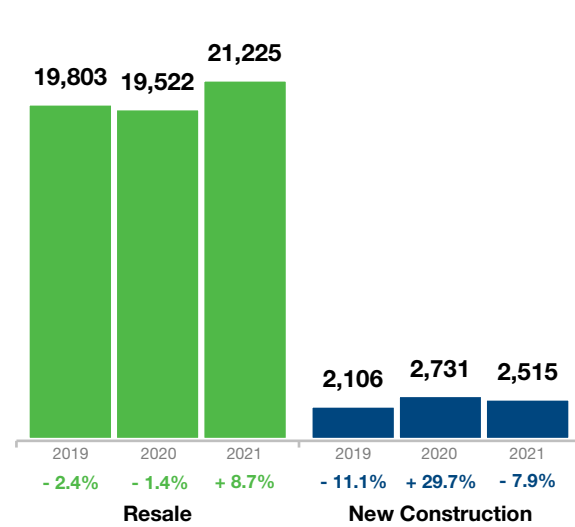
A count of the properties on which offers have been accepted in a given month.



June

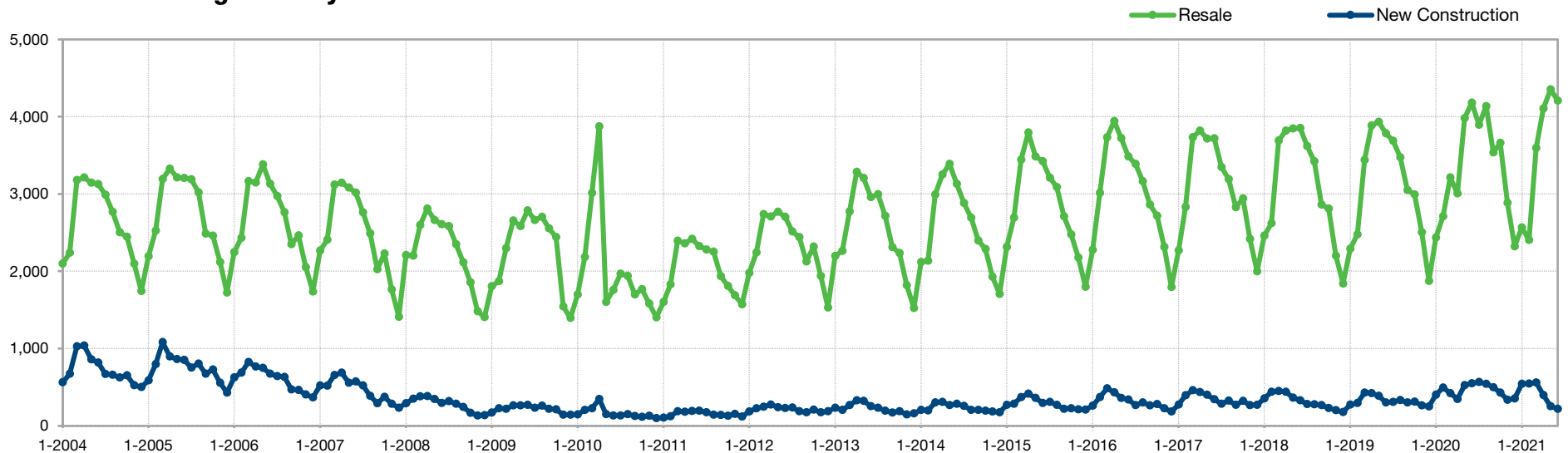


Year to Date



Pending Sales	Resale	Year-Over-Year Change	New Construction	Year-Over-Year Change
Jul-2020	3,892	+5.6%	566	+83.8%
Aug-2020	4,136	+19.1%	541	+63.0%
Sep-2020	3,535	+15.8%	498	+66.0%
Oct-2020	3,659	+22.3%	427	+37.7%
Nov-2020	2,885	+15.2%	336	+28.2%
Dec-2020	2,322	+23.8%	352	+40.8%
Jan-2021	2,565	+5.4%	543	+36.1%
Feb-2021	2,403	-11.3%	545	+10.8%
Mar-2021	3,594	+11.9%	558	+32.5%
Apr-2021	4,105	+36.5%	397	+14.7%
May-2021	4,352	+9.3%	254	-51.4%
Jun-2021	4,206	+0.6%	218	-60.4%
12-Month Avg	3,471	+12.3%	436	+16.5%

Historical Pending Sales by Month

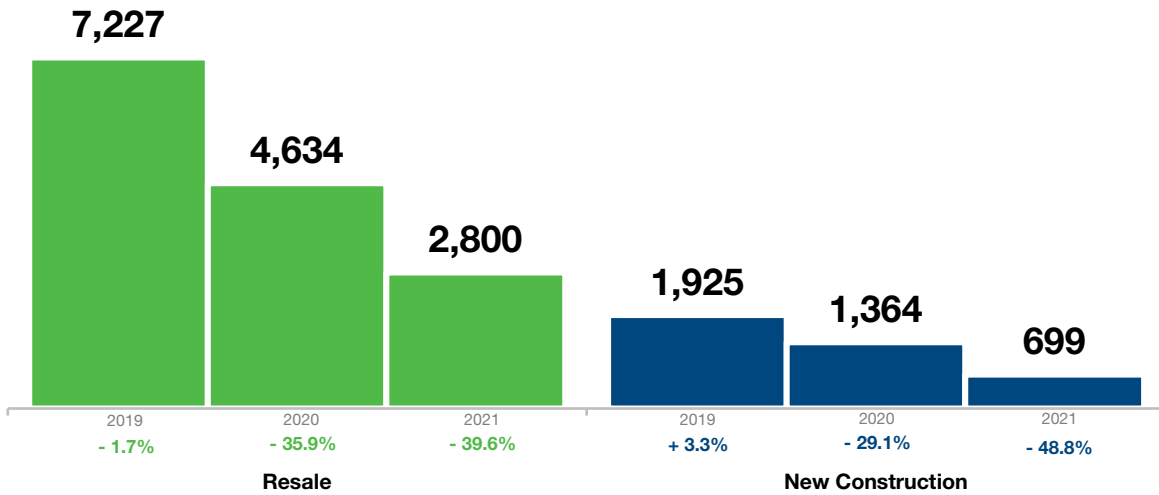


Inventory

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

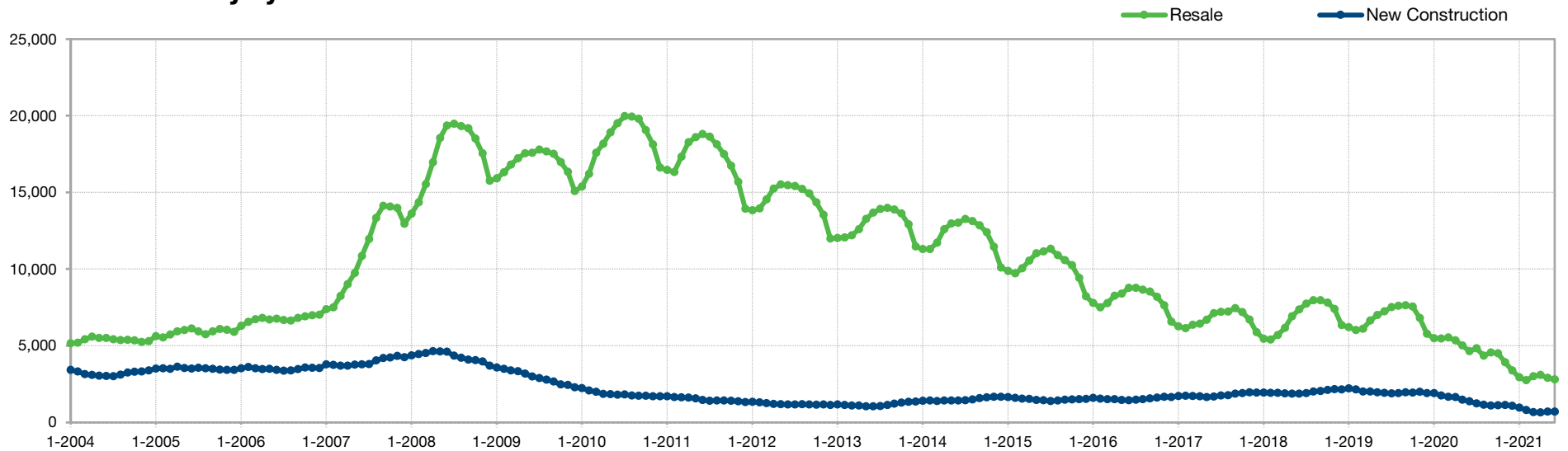


June



Inventory	Resale	Year-Over-Year Change	New Construction	Year-Over-Year Change
Jul-2020	4,832	-35.7%	1,225	-34.9%
Aug-2020	4,343	-42.8%	1,149	-39.5%
Sep-2020	4,553	-40.3%	1,092	-44.1%
Oct-2020	4,490	-40.5%	1,116	-42.5%
Nov-2020	3,912	-42.5%	1,126	-43.3%
Dec-2020	3,377	-41.4%	1,079	-43.2%
Jan-2021	2,934	-46.4%	951	-50.0%
Feb-2021	2,742	-49.7%	795	-54.5%
Mar-2021	2,999	-45.7%	660	-60.1%
Apr-2021	3,093	-42.2%	643	-61.0%
May-2021	2,902	-42.2%	697	-52.6%
Jun-2021	2,800	-39.6%	699	-48.8%
12-Month Avg*	3,581	-42.2%	936	-47.4%

Historical Inventory by Month

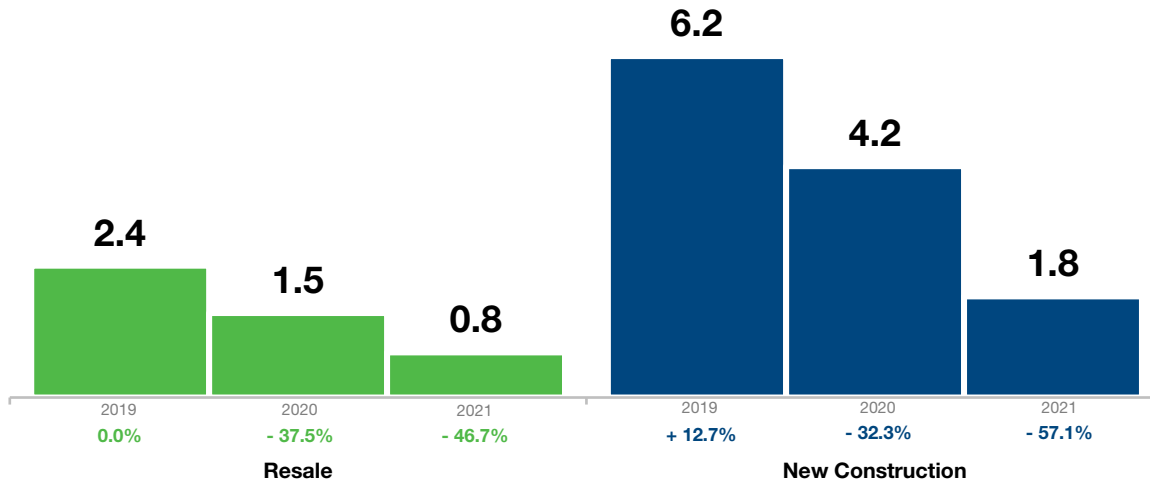


Supply

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.



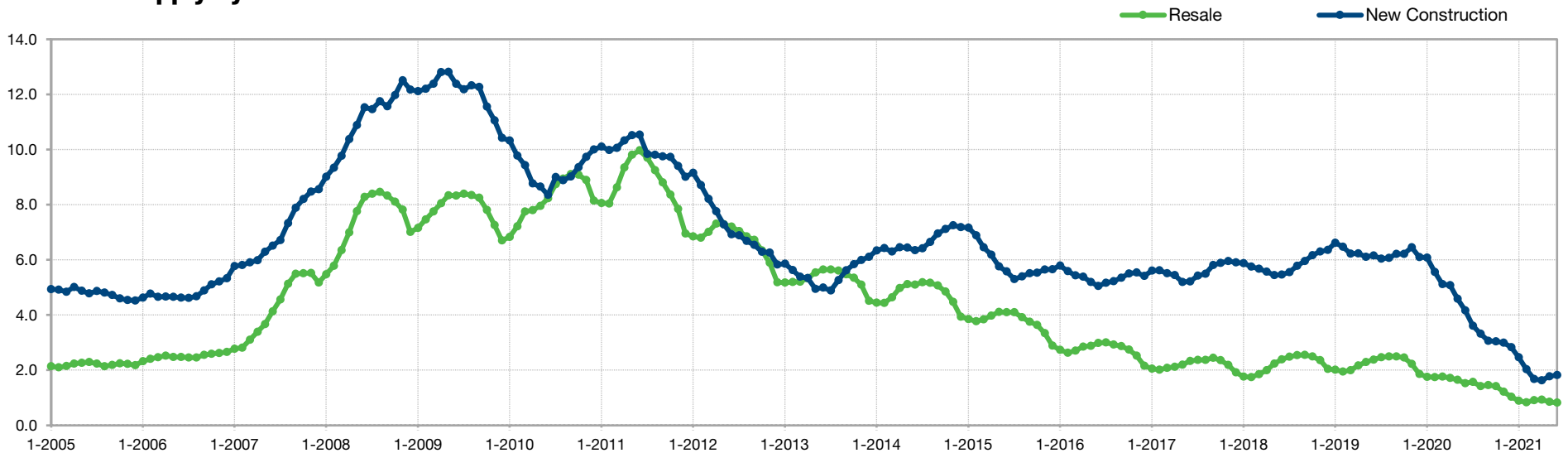
June



Supply	Resale	Year-Over-Year Change	New Construction	Year-Over-Year Change
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%	3.1	-50.0%
Oct-2020	1.4	-44.0%	3.0	-51.6%
Nov-2020	1.2	-45.5%	3.0	-53.8%
Dec-2020	1.0	-47.4%	2.8	-54.1%
Jan-2021	0.9	-50.0%	2.5	-59.0%
Feb-2021	0.8	-52.9%	2.0	-64.3%
Mar-2021	0.9	-50.0%	1.7	-66.7%
Apr-2021	0.9	-47.1%	1.6	-68.6%
May-2021	0.9	-43.8%	1.8	-60.9%
Jun-2021	0.8	-46.7%	1.8	-57.1%
12-Month Avg*	2.0	-44.8%	5.6	-55.3%

* Supply for all properties from July 2020 through June 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	6-2020	6-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
Closed Sales		4,361	4,600	+ 5.5%	18,692	20,681	+ 10.6%
Average Sales Price		\$274,862	\$316,449	+ 15.1%	\$255,920	\$299,032	+ 16.8%
Median Sales Price		\$244,450	\$275,000	+ 12.5%	\$226,000	\$257,619	+ 14.0%
Days on Market		45	17	- 62.2%	53	27	- 49.1%
Pct. of Orig. Price Received		98.7%	103.2%	+ 4.6%	97.6%	101.4%	+ 3.9%
Pending Sales		4,729	4,424	- 6.4%	22,253	23,740	+ 6.7%
Inventory		5,998	3,499	- 41.7%	--	--	--
Supply		1.8	0.9	- 50.0%	--	--	--