

Monthly Indicators



November 2021

The economy is improving, unemployment is falling, and the U.S. real estate market remains strong as we head into the holiday season, a period when activity typically slows as people take time to travel, celebrate, and spend time with loved ones. Although the market is not as frenetic as was seen earlier this year, buyer demand is high, bolstered by attractive mortgage rates and a low supply of inventory.

Closed Sales increased 2.1 percent for existing homes but decreased 19.8 percent for new homes. Pending Sales increased 4.6 percent for existing homes but decreased 27.4 percent for new homes. Inventory decreased 27.6 percent for existing homes and 15.1 percent for new homes.

The Median Sales Price was up 7.7 percent to \$245,000 for existing homes and 16.4 percent to \$470,885 for new homes. Days on Market decreased 15.4 percent for existing homes and 48.5 percent for new homes. Supply decreased 38.5 percent for existing homes and 6.5 percent for new homes.

The most recent data from the National Association of REALTORS® reports the median single-family existing home sales price rose 16% in the third quarter of this year to \$363,700, with all four regions of the country experiencing double-digit price growth. In new construction, builder confidence increased in November, surpassing analyst expectations and rising to 83 on the National Association of Home Builders (NAHB)/Wells Fargo Housing Market Index (HMI), the highest level since spring, despite persistent labor and supply chain challenges and a shortage of available lots.

Quick Facts

- 0.1%

Change in Combined
Closed Sales

+ 6.6%

Change in Combined
Avg. Sales Price

- 28.6%

Change in Combined
Supply

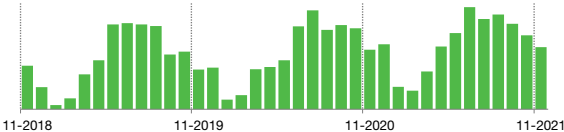
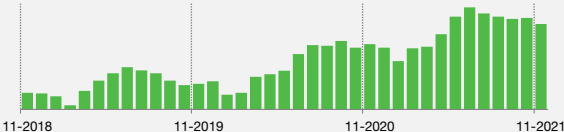
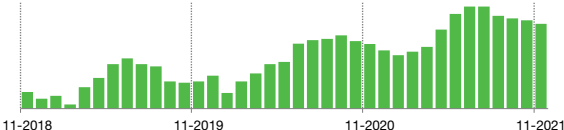
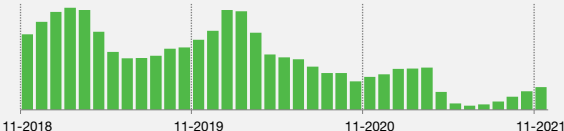
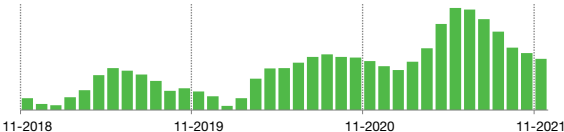
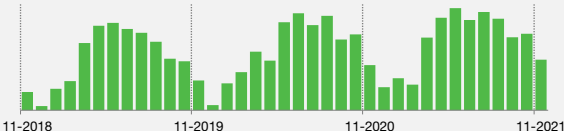
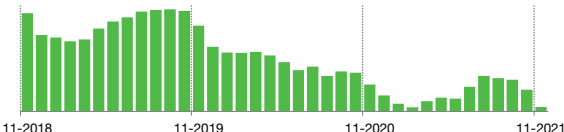
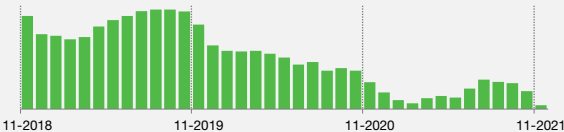
Residential real estate activity in the Kansas counties of Atchison, Douglas, Franklin, Jefferson, Johnson, Leavenworth, Linn, Miami and Wyandotte and the Missouri counties of Bates, Buchanan, Cass, Clay, Clinton, Jackson, Johnson, Lafayette, Platte and Ray. Percent changes are calculated using rounded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

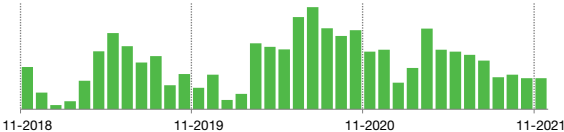
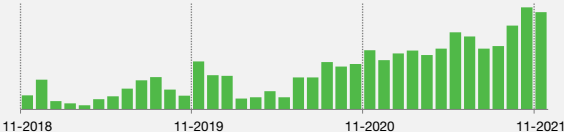
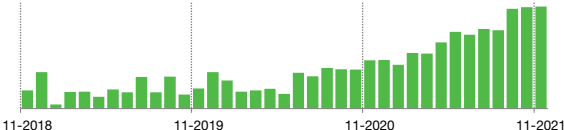
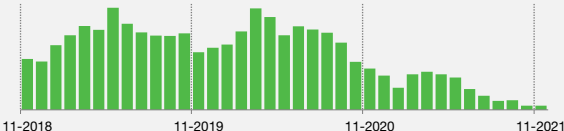
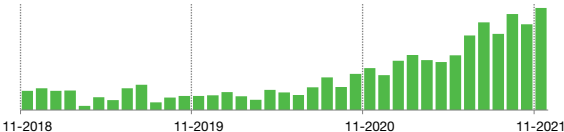
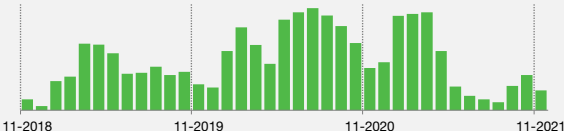
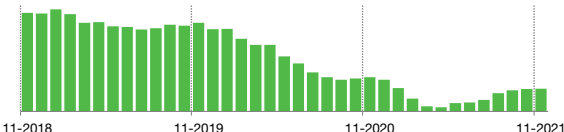
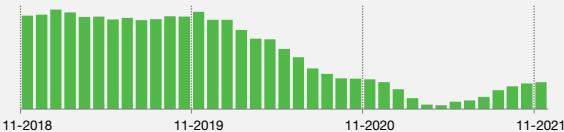


Key Metrics	Historical Sparkbars	11-2020	11-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
Closed Sales		3,338	3,407	+ 2.1%	36,351	38,615	+ 6.2%
Average Sales Price		\$265,108	\$285,395	+ 7.7%	\$250,560	\$284,928	+ 13.7%
Median Sales Price		\$227,500	\$245,000	+ 7.7%	\$220,000	\$246,000	+ 11.8%
Days on Market		26	22	- 15.4%	34	20	- 41.2%
Pct. of Orig. Price Received		98.5%	98.7%	+ 0.2%	98.0%	100.7%	+ 2.8%
Pending Sales		2,926	3,061	+ 4.6%	38,105	40,005	+ 5.0%
Inventory		4,098	2,968	- 27.6%	--	--	--
Supply		1.3	0.8	- 38.5%	--	--	--

New Homes Market Overview

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

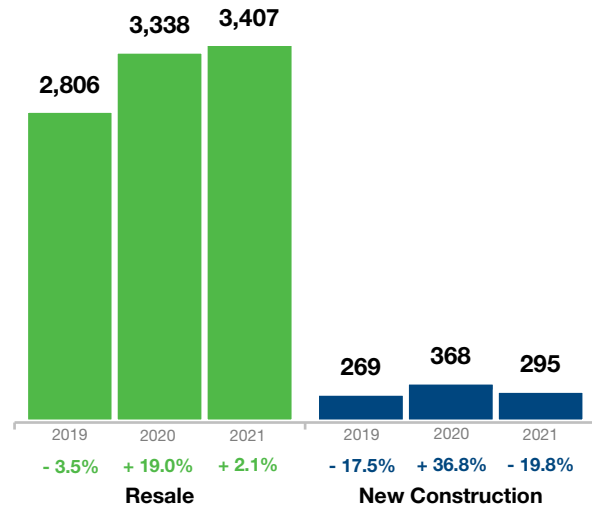


Key Metrics	Historical Sparkbars	11-2020	11-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
Closed Sales		368	295	- 19.8%	4,224	3,673	- 13.0%
Average Sales Price		\$463,605	\$515,992	+ 11.3%	\$426,881	\$479,536	+ 12.3%
Median Sales Price		\$404,398	\$470,885	+ 16.4%	\$384,500	\$437,700	+ 13.8%
Days on Market		99	51	- 48.5%	141	73	- 48.2%
Pct. of Orig. Price Received		102.1%	104.9%	+ 2.7%	101.2%	103.4%	+ 2.2%
Pending Sales		329	239	- 27.4%	5,097	3,698	- 27.4%
Inventory		1,167	991	- 15.1%	--	--	--
Supply		3.1	2.9	- 6.5%	--	--	--

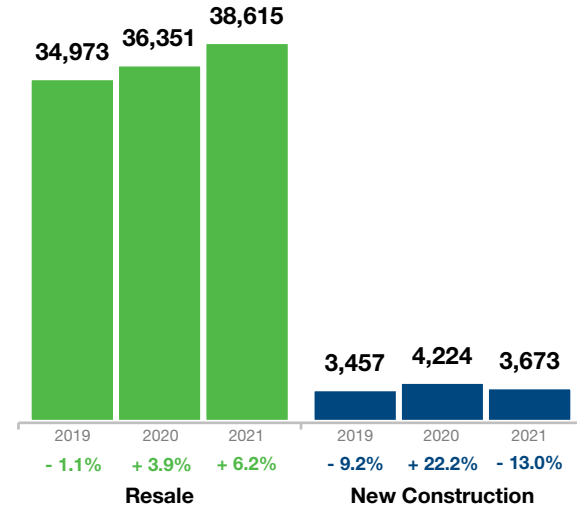
Closed Sales

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

November

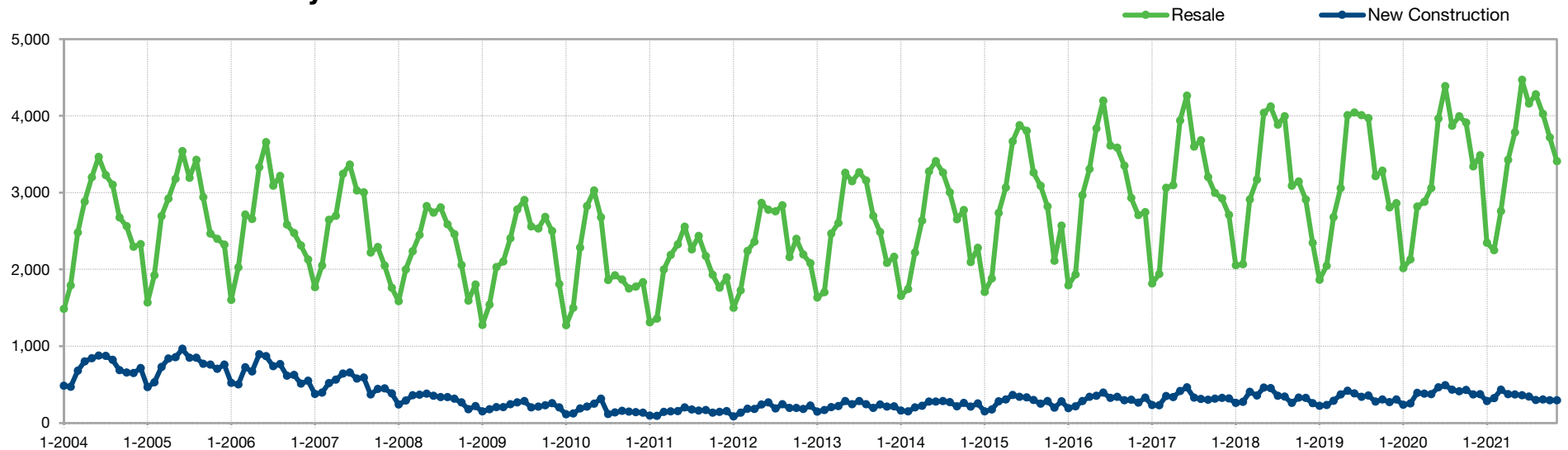


Year to Date



Closed Sales	Resale	Year-Over-Year Change	New Construction	Year-Over-Year Change
Dec-2020	3,484	+21.7%	373	+22.3%
Jan-2021	2,346	+16.5%	283	+20.4%
Feb-2021	2,248	+5.7%	323	+28.2%
Mar-2021	2,757	-2.1%	431	+10.2%
Apr-2021	3,426	+19.0%	373	-2.1%
May-2021	3,784	+23.8%	368	-1.6%
Jun-2021	4,468	+12.7%	359	-22.5%
Jul-2021	4,157	-5.2%	343	-30.0%
Aug-2021	4,278	+10.6%	298	-31.0%
Sep-2021	4,026	+0.9%	305	-25.8%
Oct-2021	3,718	-4.9%	295	-30.9%
Nov-2021	3,407	+2.1%	295	-19.8%
12-Month Avg	3,508	+7.4%	337	-10.7%

Historical Closed Sales by Month



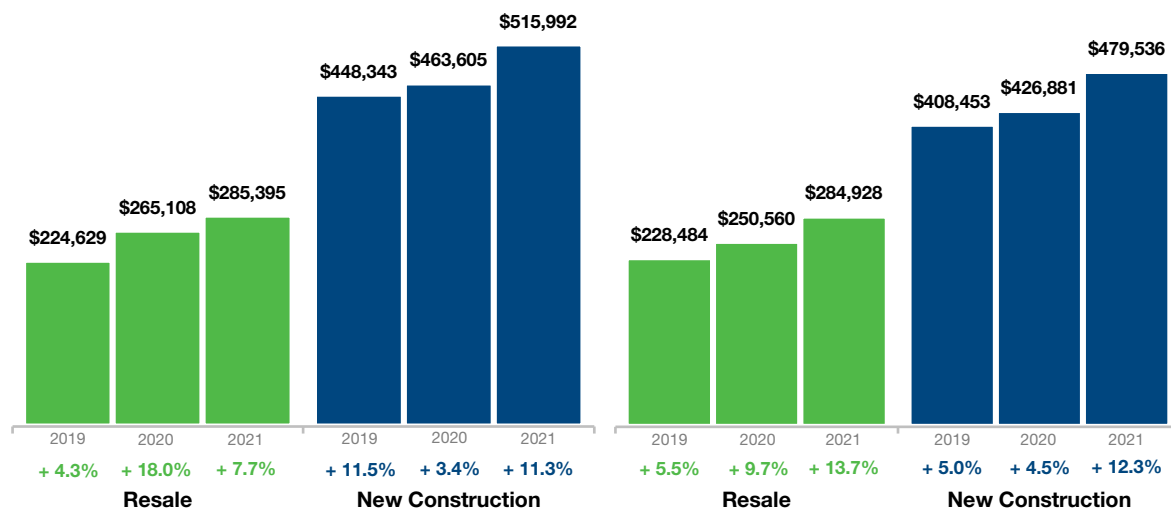
Average Sales Price

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



November

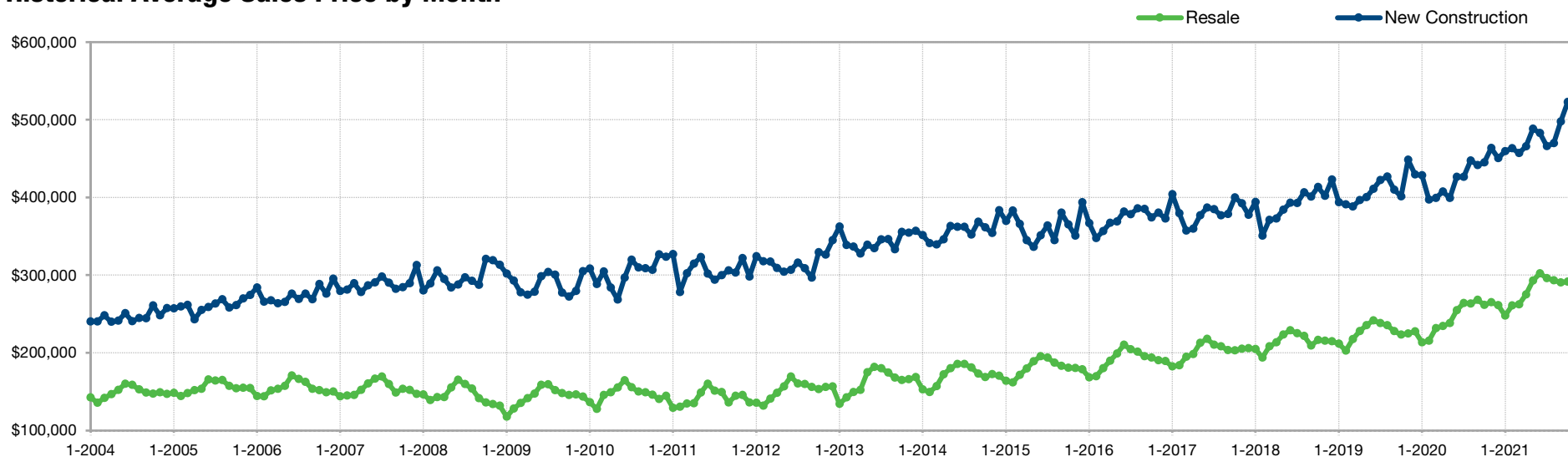
Year to Date



Avg. Sales Price	Resale	Year-Over-Year Change	New Construction	Year-Over-Year Change
Dec-2020	\$261,333	+15.0%	\$450,334	+4.8%
Jan-2021	\$247,831	+16.1%	\$459,332	+7.2%
Feb-2021	\$260,705	+21.1%	\$463,257	+16.6%
Mar-2021	\$262,250	+13.2%	\$457,181	+14.6%
Apr-2021	\$274,895	+17.3%	\$465,797	+14.3%
May-2021	\$292,921	+23.0%	\$488,313	+22.3%
Jun-2021	\$302,314	+18.7%	\$482,665	+13.2%
Jul-2021	\$296,100	+12.1%	\$465,996	+9.3%
Aug-2021	\$293,104	+11.3%	\$469,692	+5.0%
Sep-2021	\$290,517	+8.3%	\$497,533	+12.7%
Oct-2021	\$291,645	+11.6%	\$522,601	+17.4%
Nov-2021	\$285,395	+7.7%	\$515,992	+11.3%
12-Month Avg*	\$248,866	+13.7%	\$427,058	+11.7%

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

Historical Average Sales Price by Month



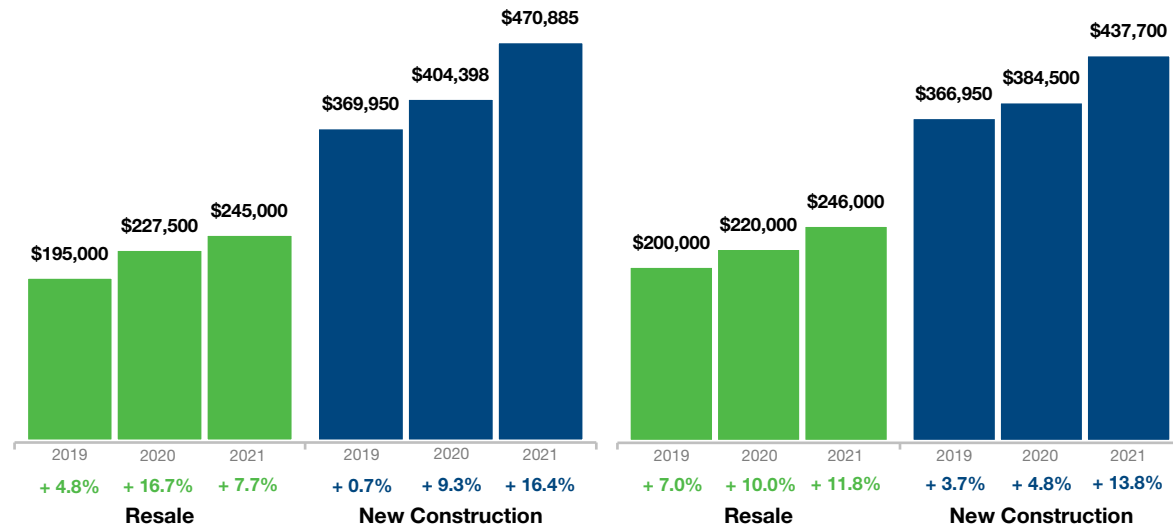
Median Sales Price

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



November

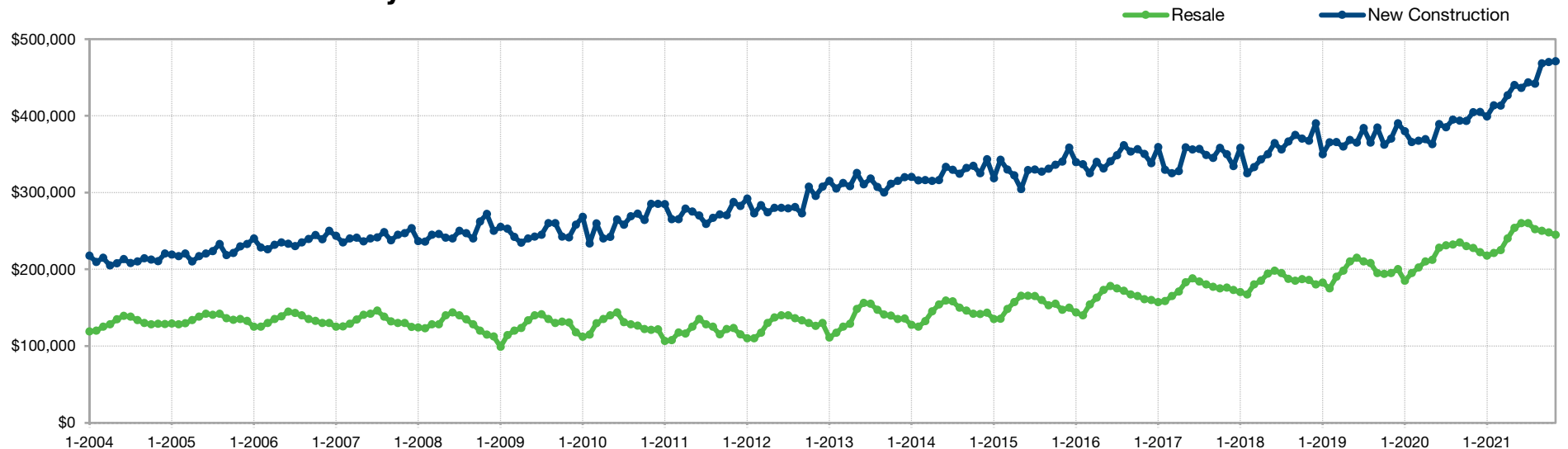
Year to Date



Median Sales Price	Resale	Year-Over-Year Change	New Construction	Year-Over-Year Change
Dec-2020	\$222,000	+11.0%	\$405,000	+3.9%
Jan-2021	\$217,725	+17.7%	\$398,925	+5.0%
Feb-2021	\$221,000	+13.3%	\$413,590	+13.1%
Mar-2021	\$225,000	+11.4%	\$412,995	+12.4%
Apr-2021	\$240,000	+14.3%	\$426,565	+15.5%
May-2021	\$253,795	+19.7%	\$439,925	+21.2%
Jun-2021	\$260,000	+14.1%	\$436,200	+12.1%
Jul-2021	\$260,000	+12.6%	\$443,410	+15.2%
Aug-2021	\$252,000	+8.6%	\$441,706	+11.8%
Sep-2021	\$249,900	+6.3%	\$468,205	+19.0%
Oct-2021	\$248,000	+7.8%	\$470,000	+19.6%
Nov-2021	\$245,000	+7.7%	\$470,885	+16.4%
12-Month Avg*	\$220,000	+11.4%	\$384,950	+13.0%

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

Historical Median Sales Price by Month



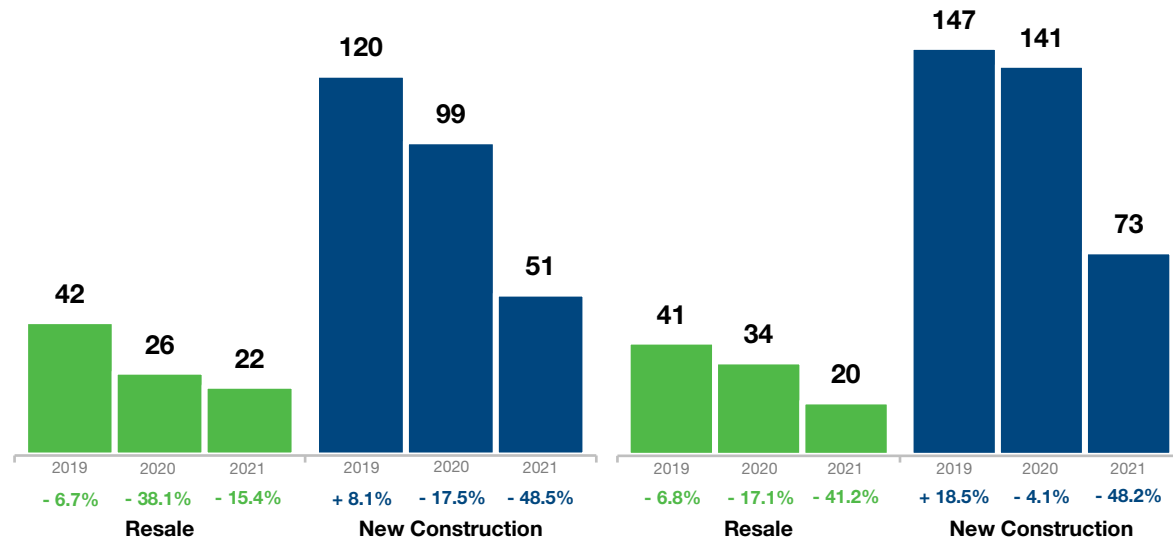
Days on Market Until Sale

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



November

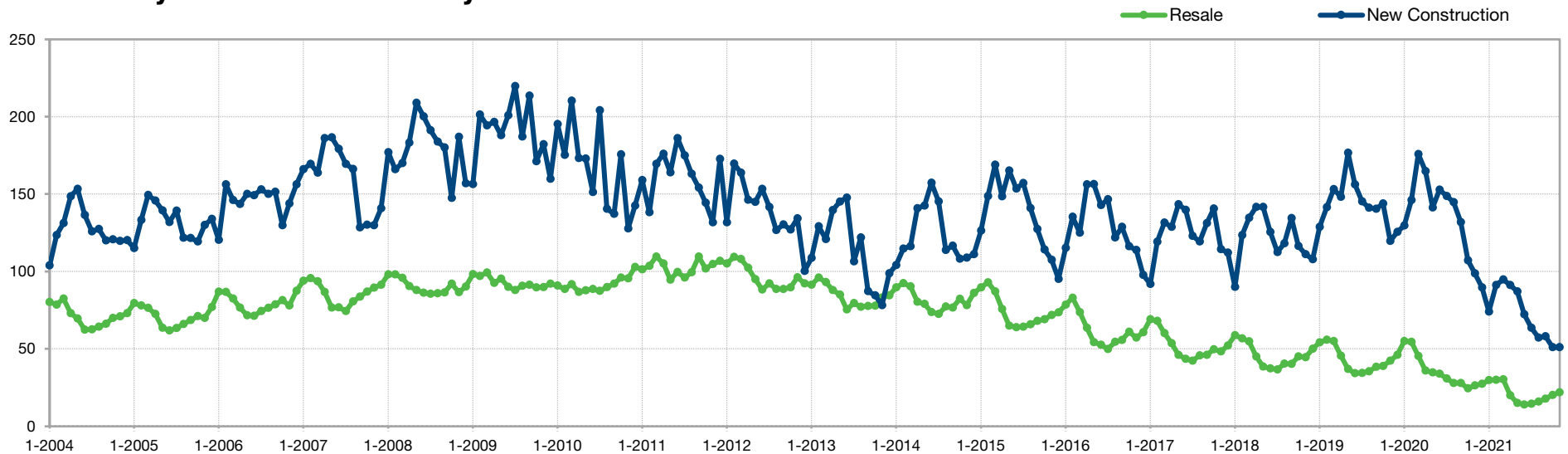
Year to Date



Days on Market	Resale	Year-Over-Year Change	New Construction	Year-Over-Year Change
Dec-2020	27	-41.3%	90	-28.0%
Jan-2021	30	-45.5%	74	-43.1%
Feb-2021	30	-44.4%	91	-37.7%
Mar-2021	30	-33.3%	95	-46.0%
Apr-2021	20	-44.4%	91	-44.8%
May-2021	15	-57.1%	87	-38.3%
Jun-2021	14	-58.8%	72	-52.9%
Jul-2021	14	-54.8%	64	-57.0%
Aug-2021	16	-42.9%	57	-60.7%
Sep-2021	18	-35.7%	58	-56.1%
Oct-2021	20	-16.7%	51	-52.3%
Nov-2021	22	-15.4%	51	-48.5%
12-Month Avg*	35	-42.0%	140	-46.3%

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

Historical Days on Market Until Sale by Month



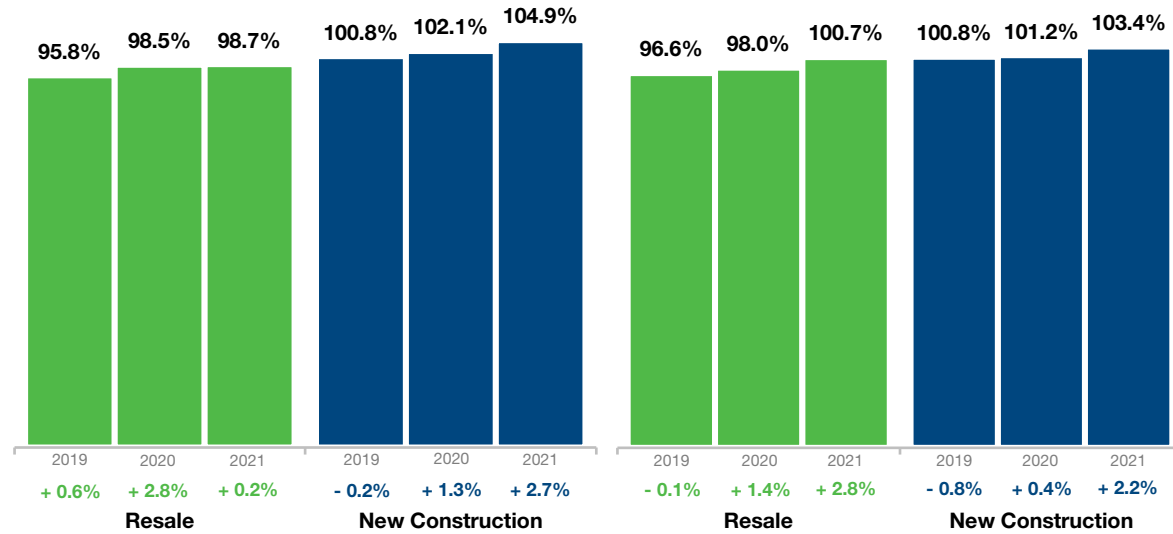
Percentage of Original List Price Received

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.



November

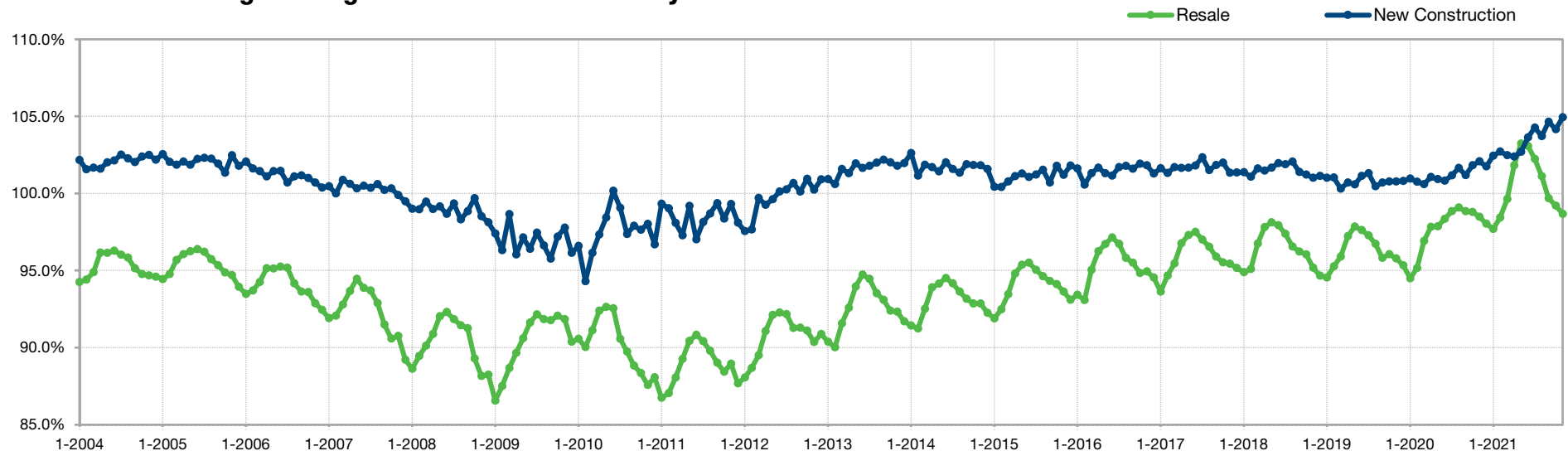
Year to Date



Pct. of Orig. Price Received	Resale	Year-Over-Year Change	New Construction	Year-Over-Year Change
Dec-2020	98.0%	+2.8%	101.7%	+0.9%
Jan-2021	97.7%	+3.4%	102.4%	+1.4%
Feb-2021	98.4%	+3.4%	102.7%	+2.0%
Mar-2021	99.6%	+2.8%	102.5%	+1.9%
Apr-2021	101.8%	+4.1%	102.4%	+1.3%
May-2021	103.2%	+5.4%	102.7%	+1.8%
Jun-2021	103.1%	+4.9%	103.6%	+2.8%
Jul-2021	102.2%	+3.4%	104.3%	+3.1%
Aug-2021	101.1%	+2.0%	103.7%	+2.1%
Sep-2021	99.7%	+0.9%	104.6%	+3.4%
Oct-2021	99.2%	+0.4%	104.2%	+2.4%
Nov-2021	98.7%	+0.2%	104.9%	+2.7%
12-Month Avg*	97.8%	+2.7%	101.2%	+2.0%

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

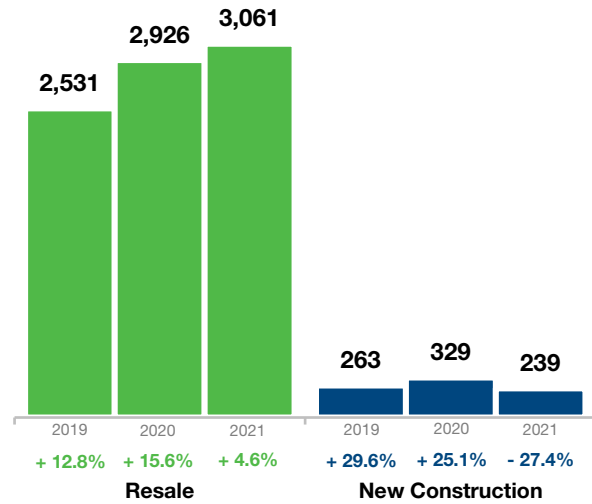
Historical Percentage of Original List Price Received by Month



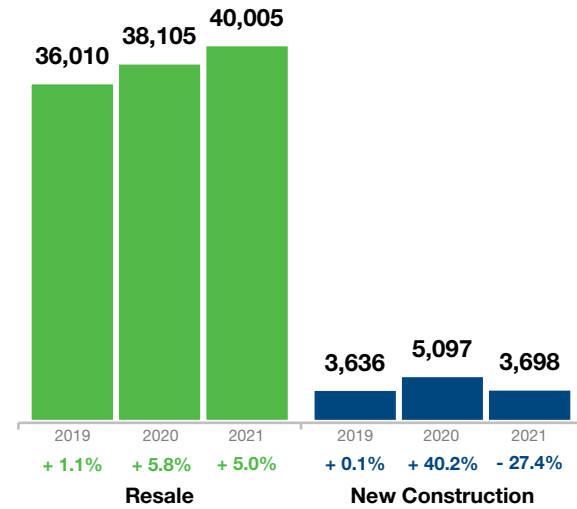
Pending Sales

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

November

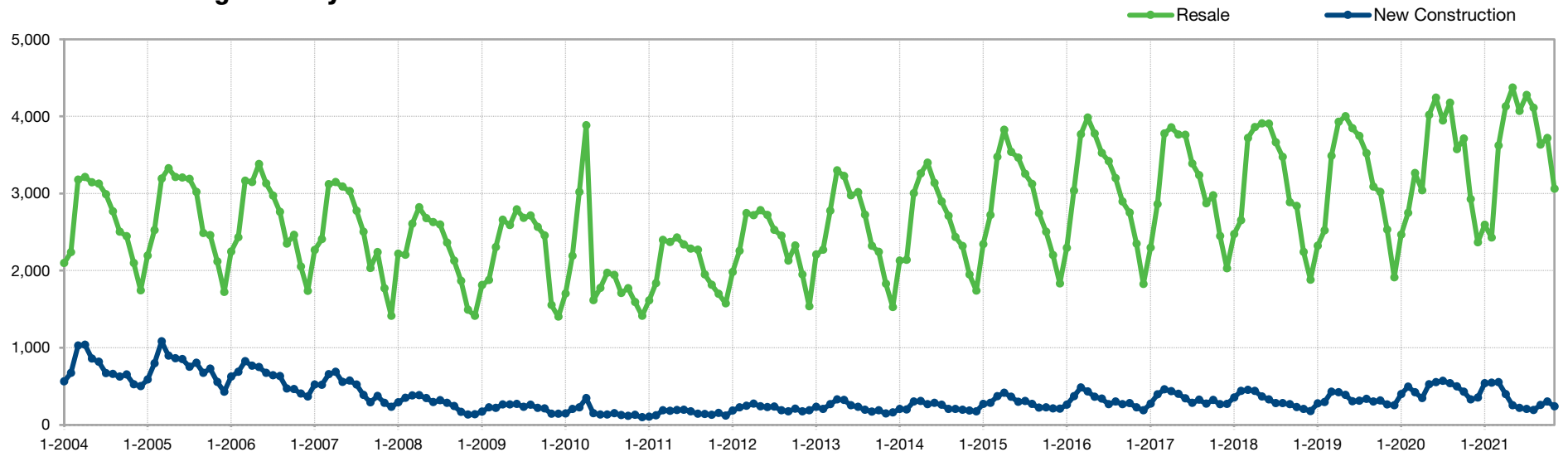


Year to Date



Pending Sales	Resale	Year-Over-Year Change	New Construction	Year-Over-Year Change
Dec-2020	2,366	+23.9%	352	+40.2%
Jan-2021	2,592	+5.2%	539	+35.8%
Feb-2021	2,426	-11.7%	546	+11.0%
Mar-2021	3,621	+10.9%	553	+31.0%
Apr-2021	4,127	+35.8%	397	+14.7%
May-2021	4,372	+8.8%	254	-51.4%
Jun-2021	4,070	-4.0%	217	-60.8%
Jul-2021	4,276	+8.4%	203	-64.3%
Aug-2021	4,109	-1.6%	192	-64.4%
Sep-2021	3,632	+1.6%	257	-48.3%
Oct-2021	3,719	+0.2%	301	-29.8%
Nov-2021	3,061	+4.6%	239	-27.4%
12-Month Avg	3,531	+5.9%	338	-24.3%

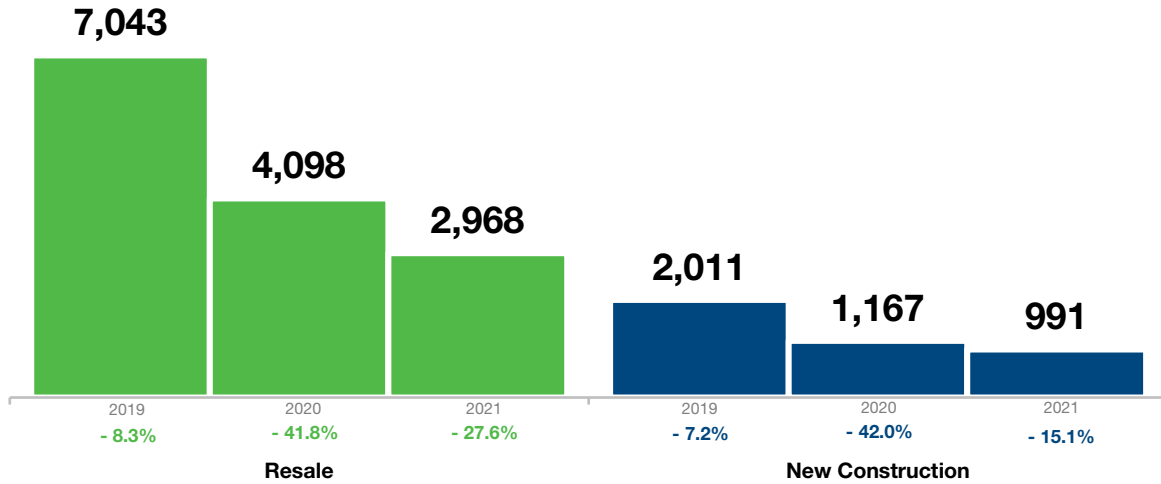
Historical Pending Sales by Month



Inventory

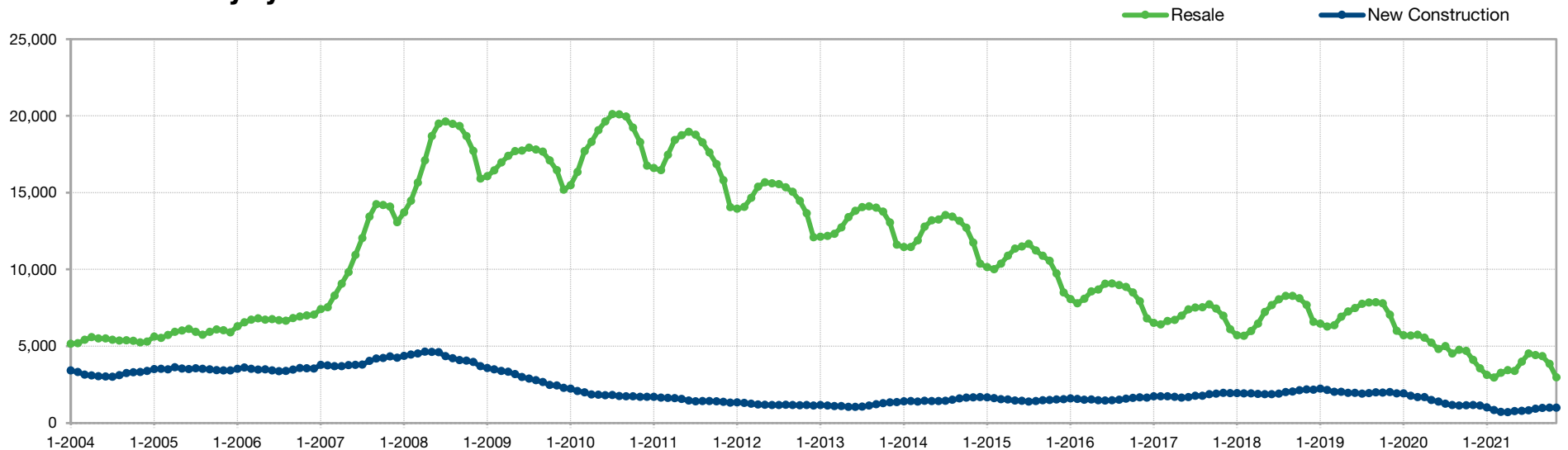
The number of properties available for sale in active status at the end of a given month.

November



Inventory	Resale	Year-Over-Year Change	New Construction	Year-Over-Year Change
Dec-2020	3,552	-40.7%	1,127	-41.1%
Jan-2021	3,128	-45.2%	1,001	-47.9%
Feb-2021	2,953	-48.1%	838	-52.5%
Mar-2021	3,256	-43.2%	717	-57.1%
Apr-2021	3,432	-38.1%	702	-57.9%
May-2021	3,383	-35.1%	769	-48.5%
Jun-2021	3,981	-17.2%	777	-43.9%
Jul-2021	4,522	-9.6%	819	-34.2%
Aug-2021	4,416	-2.3%	922	-21.1%
Sep-2021	4,343	-8.6%	968	-14.1%
Oct-2021	3,837	-18.3%	986	-14.2%
Nov-2021	2,968	-27.6%	991	-15.1%
12-Month Avg*	3,648	-29.1%	885	-39.9%

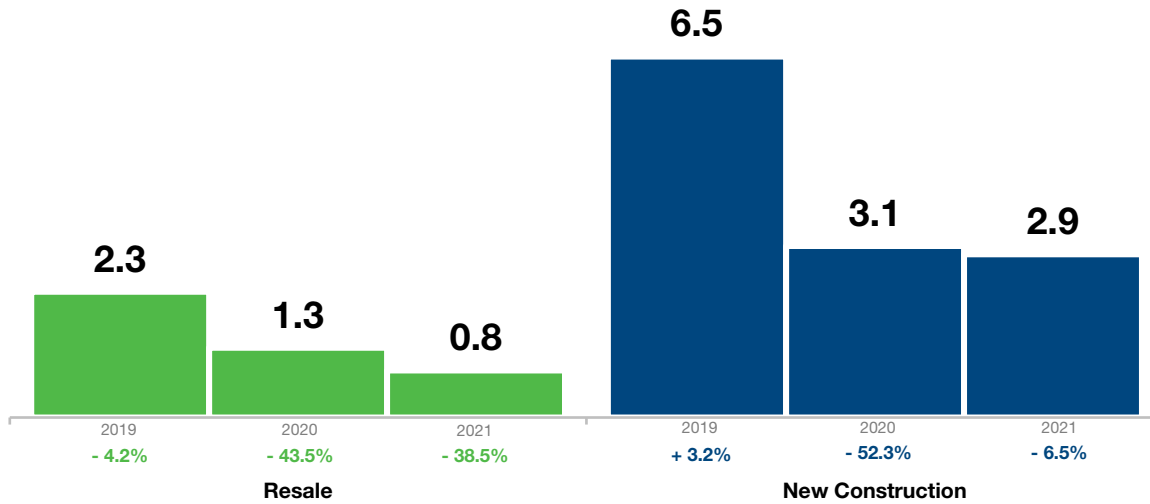
Historical Inventory by Month



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.

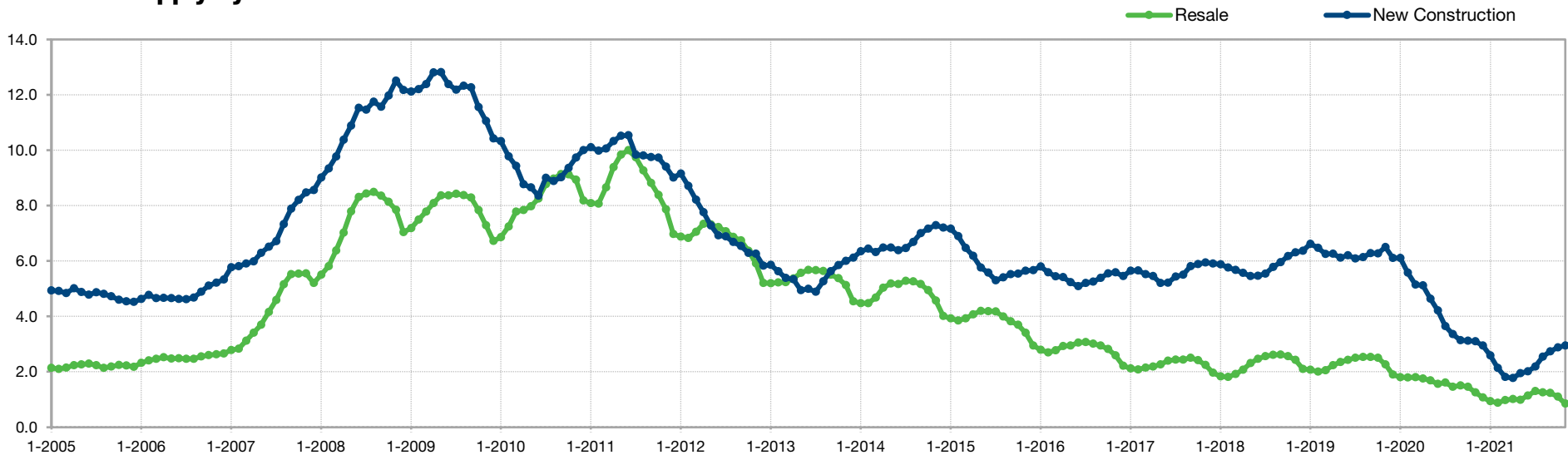
November



Supply	Resale	Year-Over-Year Change	New Construction	Year-Over-Year Change
Dec-2020	1.1	-42.1%	2.9	-52.5%
Jan-2021	0.9	-50.0%	2.6	-57.4%
Feb-2021	0.9	-50.0%	2.1	-62.5%
Mar-2021	1.0	-44.4%	1.8	-64.7%
Apr-2021	1.0	-44.4%	1.8	-64.7%
May-2021	1.0	-41.2%	1.9	-58.7%
Jun-2021	1.1	-31.3%	2.0	-52.4%
Jul-2021	1.3	-18.8%	2.2	-38.9%
Aug-2021	1.3	-13.3%	2.5	-26.5%
Sep-2021	1.2	-20.0%	2.7	-12.9%
Oct-2021	1.1	-26.7%	2.9	-6.5%
Nov-2021	0.8	-38.5%	2.9	-6.5%
12-Month Avg*	1.6	-35.0%	4.4	-46.5%

* Supply for all properties from December 2020 through November 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	11-2020	11-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
Closed Sales		3,706	3,702	- 0.1%	40,575	42,288	+ 4.2%
Average Sales Price		\$284,824	\$303,752	+ 6.6%	\$268,927	\$301,836	+ 12.2%
Median Sales Price		\$242,000	\$258,000	+ 6.6%	\$235,000	\$260,000	+ 10.6%
Days on Market		34	24	- 29.4%	45	24	- 46.7%
Pct. of Orig. Price Received		98.8%	99.2%	+ 0.4%	98.3%	100.9%	+ 2.6%
Pending Sales		3,255	3,300	+ 1.4%	43,202	43,703	+ 1.2%
Inventory		5,265	3,959	- 24.8%	--	--	--
Supply		1.4	1.0	- 28.6%	--	--	--