

Monthly Indicators



June 2023

Temperatures are heating up, yet the U.S. housing market remains cooler than usual for this time of year due to a combination of low inventory and higher borrowing costs, which have restricted market activity going into the summer homebuying season. According to the latest data from the National Association of REALTORS® (NAR), national existing-home sales climbed 0.2% from the previous month but were down 20.4% compared to the same time last year, as fluctuating mortgage rates and a near all-time low level of inventory continue to influence home sales.

Closed Sales decreased 17.1 percent for existing homes but increased 1.1 percent for new homes. Pending Sales decreased 13.7 percent for existing homes but increased 88.1 percent for new homes. Inventory decreased 22.6 percent for existing homes but increased 18.1 percent for new homes.

The Median Sales Price was dead even with last year for existing homes but increased by 4.3% for new homes. Days on Market increased 50.0 percent for existing homes and 130.6 percent for new homes. Supply decreased 7.7 percent for existing homes but increased 34.9 percent for new homes.

Nationwide, total housing inventory increased 3.8% from the previous month, for a 3-month's supply at the current sales pace. The shortage of homes for sale has kept prices high for remaining buyers, with a national median sales price of \$396,100 as of last measure, a 3.1% decline from the same time last year and the largest annual decrease since December 2011, according to NAR. As demand continues to outpace supply, properties are selling quickly, with the majority of homes listed for sale on the market for less than a month.

Quick Facts

- 15.6%

+ 4.5%

+ 6.7%

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	6-2022	6-2023	Percent Change	YTD 2022	YTD 2023	Percent Change
Closed Sales		4,109	3,408	- 17.1%	18,550	15,215	- 18.0%
Average Sales Price		\$342,050	\$350,123	+ 2.4%	\$314,570	\$318,116	+ 1.1%
Median Sales Price		\$300,000	\$300,000	0.0%	\$270,000	\$274,000	+ 1.5%
Days on Market		12	18	+ 50.0%	18	28	+ 55.6%
Pct. of Orig. Price Received		103.1%	100.9%	- 2.1%	102.2%	99.1%	- 3.0%
Pending Sales		3,806	3,285	- 13.7%	20,121	16,958	- 15.7%
Inventory		4,339	3,357	- 22.6%	--	--	--
Supply		1.3	1.2	- 7.7%	--	--	--

New Homes Market Overview

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



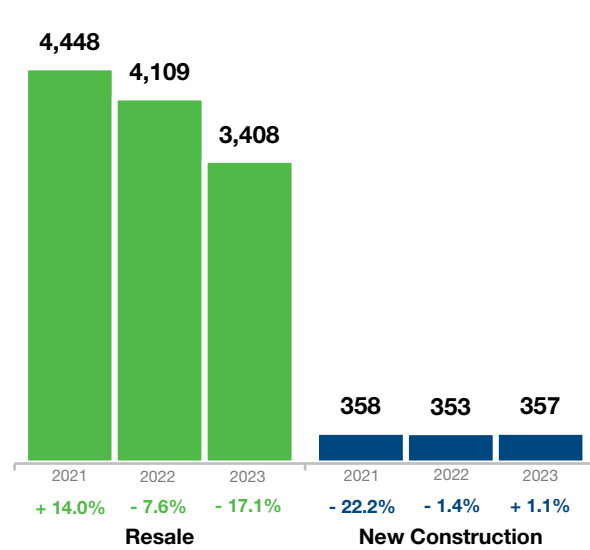
Key Metrics	Historical Sparkbars	6-2022	6-2023	Percent Change	YTD 2022	YTD 2023	Percent Change
Closed Sales		353	357	+ 1.1%	1,932	1,727	- 10.6%
Average Sales Price		\$543,186	\$602,861	+ 11.0%	\$524,043	\$593,432	+ 13.2%
Median Sales Price		\$515,000	\$537,230	+ 4.3%	\$489,560	\$530,000	+ 8.3%
Days on Market		62	143	+ 130.6%	70	122	+ 74.3%
Pct. of Orig. Price Received		104.9%	102.1%	- 2.7%	104.3%	102.3%	- 1.9%
Pending Sales		151	284	+ 88.1%	1,778	1,786	+ 0.4%
Inventory		1,372	1,621	+ 18.1%	--	--	--
Supply		4.3	5.8	+ 34.9%	--	--	--

Closed Sales

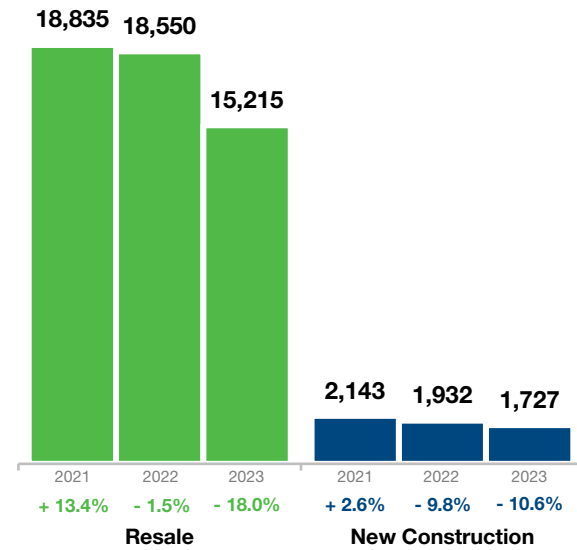
A count of the actual sales that closed in a given month.



June

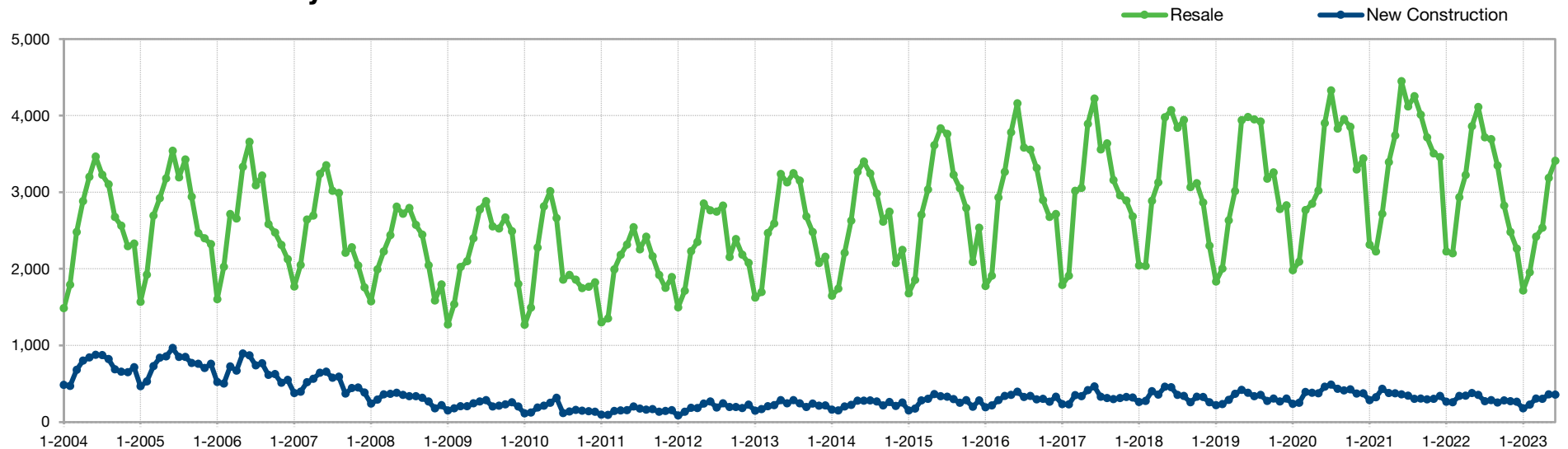


Year to Date



Closed Sales	Resale	Year-Over-Year Change	New Construction	Year-Over-Year Change
Jul-2022	3,716	-9.8%	271	-21.0%
Aug-2022	3,690	-13.2%	282	-6.6%
Sep-2022	3,345	-16.6%	254	-16.4%
Oct-2022	2,822	-24.1%	279	-4.8%
Nov-2022	2,480	-29.3%	269	-10.6%
Dec-2022	2,262	-34.6%	264	-21.9%
Jan-2023	1,716	-22.9%	178	-32.6%
Feb-2023	1,954	-11.1%	226	-12.1%
Mar-2023	2,418	-17.5%	306	-9.7%
Apr-2023	2,534	-21.4%	300	-12.5%
May-2023	3,185	-17.5%	360	-4.3%
Jun-2023	3,408	-17.1%	357	+1.1%
12-Month Avg	2,794	-19.4%	279	-12.2%

Historical Closed Sales by Month



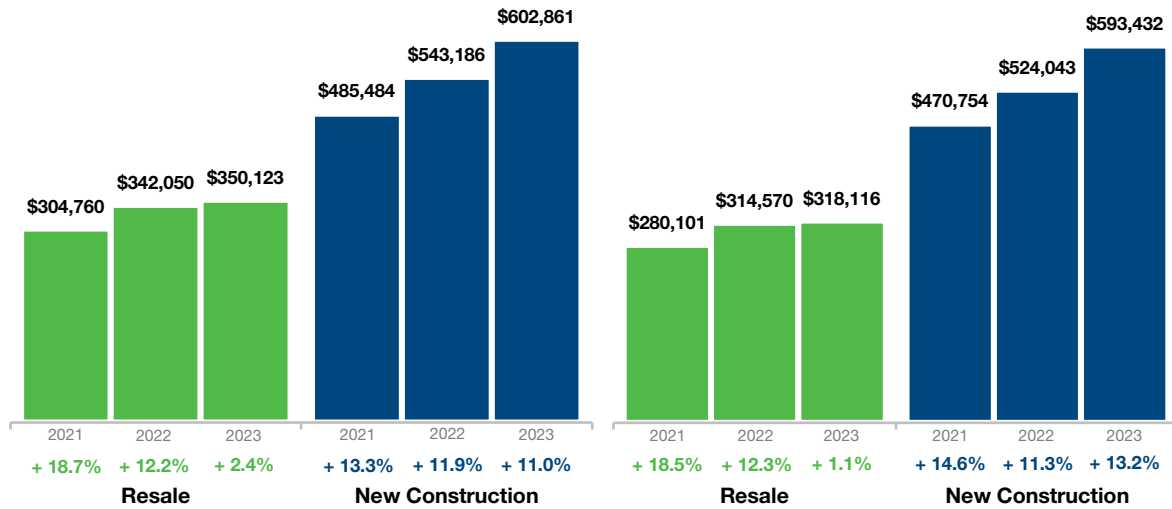
Average Sales Price

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



June

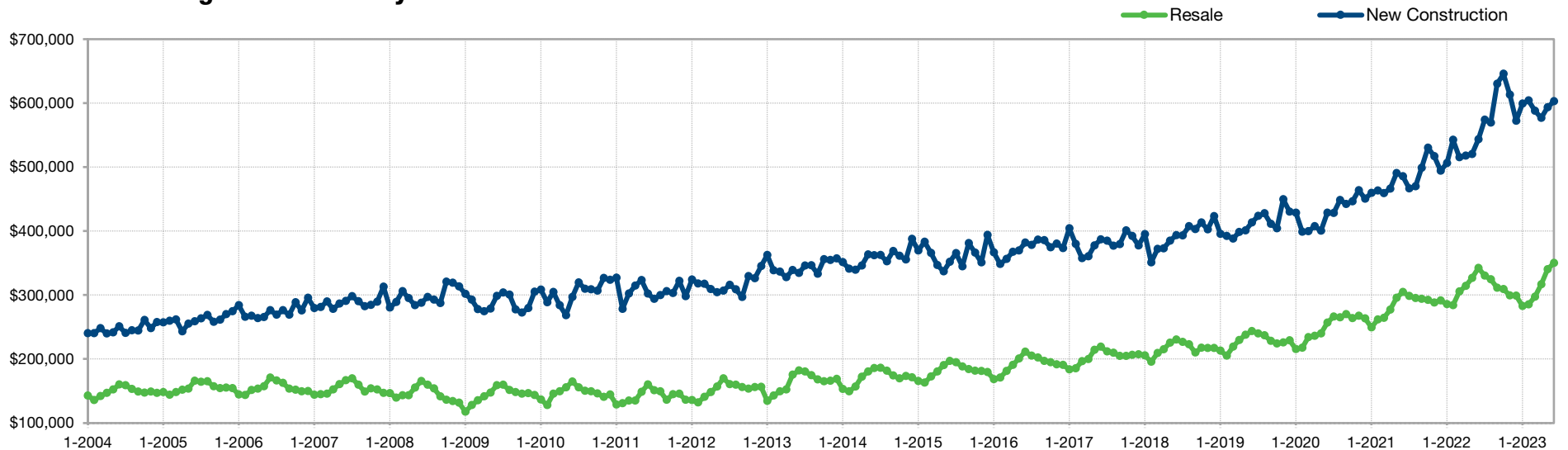
Year to Date



Avg. Sales Price	Resale	Year-Over-Year Change	New Construction	Year-Over-Year Change
Jul-2022	\$330,349	+10.6%	\$573,807	+23.1%
Aug-2022	\$324,320	+9.9%	\$569,223	+21.2%
Sep-2022	\$311,147	+5.9%	\$630,043	+26.4%
Oct-2022	\$309,096	+5.8%	\$645,546	+21.8%
Nov-2022	\$299,223	+3.9%	\$613,101	+18.6%
Dec-2022	\$298,804	+2.6%	\$572,339	+15.8%
Jan-2023	\$282,873	-0.9%	\$599,216	+18.4%
Feb-2023	\$285,055	+0.3%	\$603,859	+11.3%
Mar-2023	\$297,273	-2.7%	\$587,776	+14.1%
Apr-2023	\$316,644	+0.8%	\$576,762	+11.4%
May-2023	\$340,136	+4.1%	\$593,376	+14.1%
Jun-2023	\$350,123	+2.4%	\$602,861	+11.0%
12-Month Avg*	\$316,004	+4.4%	\$596,844	+17.1%

* Avg. Sales Price for all properties from July 2022 through June 2023. This is not the average of the individual figures above.

Historical Average Sales Price by Month

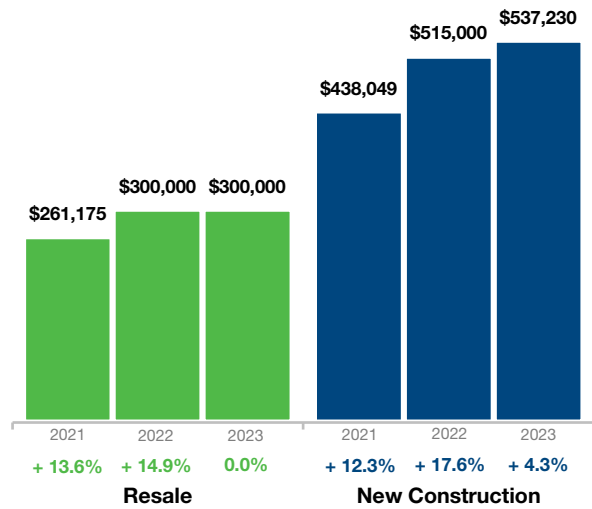


Median Sales Price

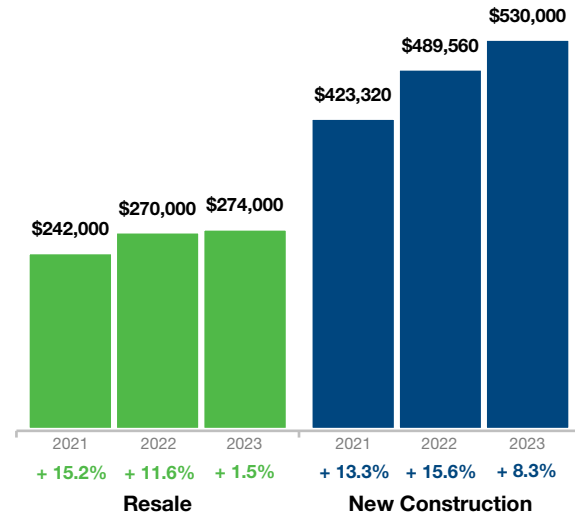
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



June



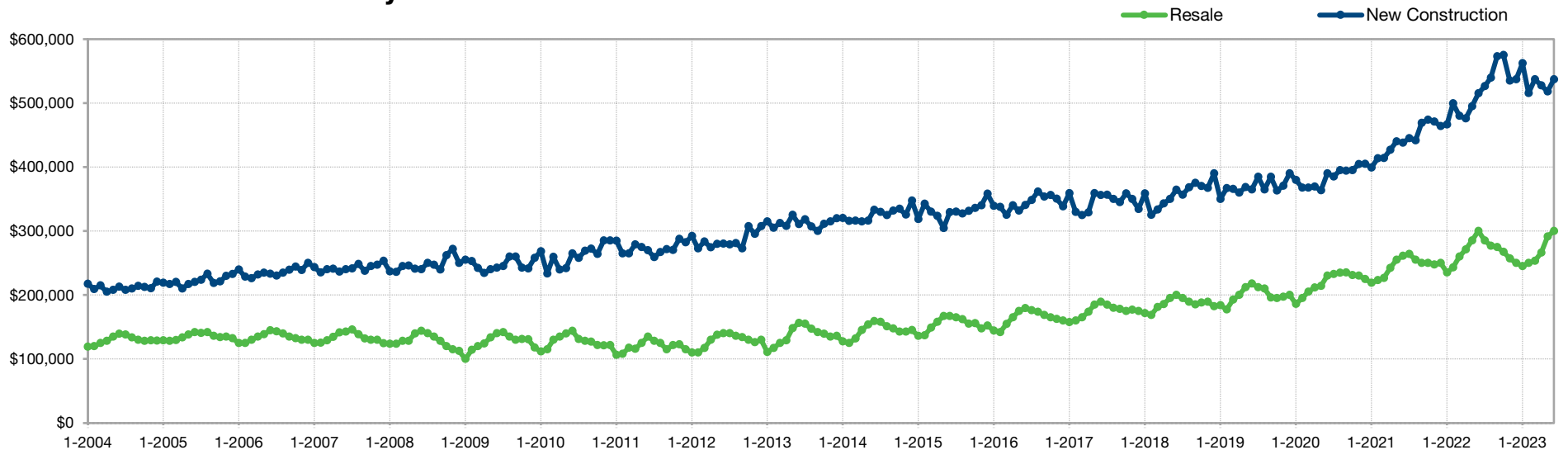
Year to Date



Median Sales Price	Resale	Year-Over-Year Change	New Construction	Year-Over-Year Change
Jul-2022	\$285,000	+8.0%	\$526,490	+18.3%
Aug-2022	\$277,000	+8.7%	\$539,328	+22.1%
Sep-2022	\$275,000	+10.0%	\$573,006	+22.2%
Oct-2022	\$267,500	+7.0%	\$575,000	+21.3%
Nov-2022	\$257,000	+3.8%	\$535,000	+13.6%
Dec-2022	\$250,000	0.0%	\$536,971	+15.7%
Jan-2023	\$245,000	+4.3%	\$562,077	+20.5%
Feb-2023	\$250,000	+2.9%	\$515,650	+3.2%
Mar-2023	\$253,500	-2.5%	\$536,935	+11.9%
Apr-2023	\$266,100	-1.8%	\$527,450	+10.8%
May-2023	\$291,250	+2.2%	\$517,985	+4.7%
Jun-2023	\$300,000	0.0%	\$537,230	+4.3%
12-Month Avg*	\$271,488	+4.4%	\$539,013	+14.3%

* Median Sales Price for all properties from July 2022 through June 2023. This is not the average of the individual figures above.

Historical Median Sales Price by Month



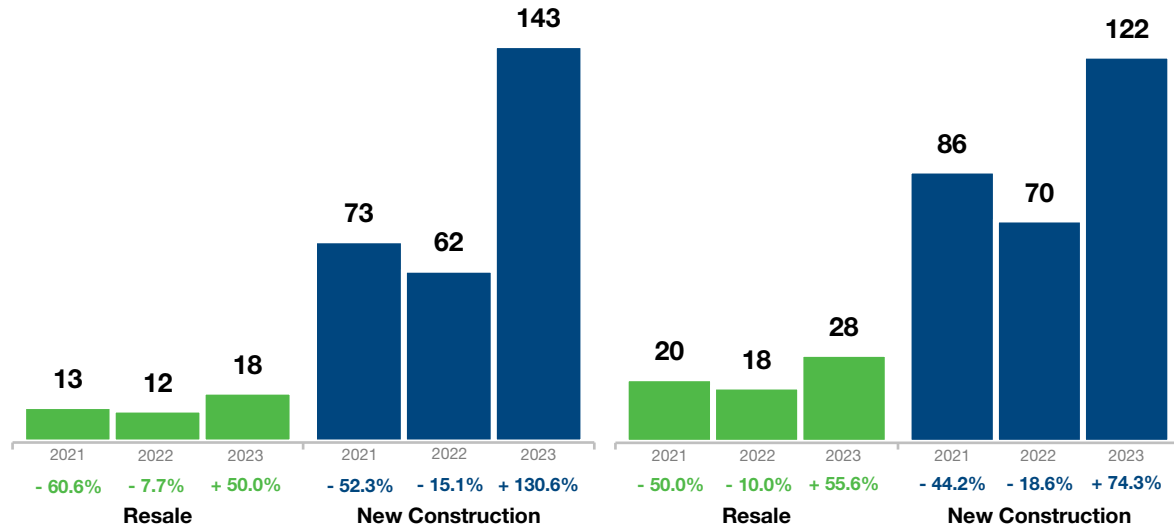
Days on Market Until Sale

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



June

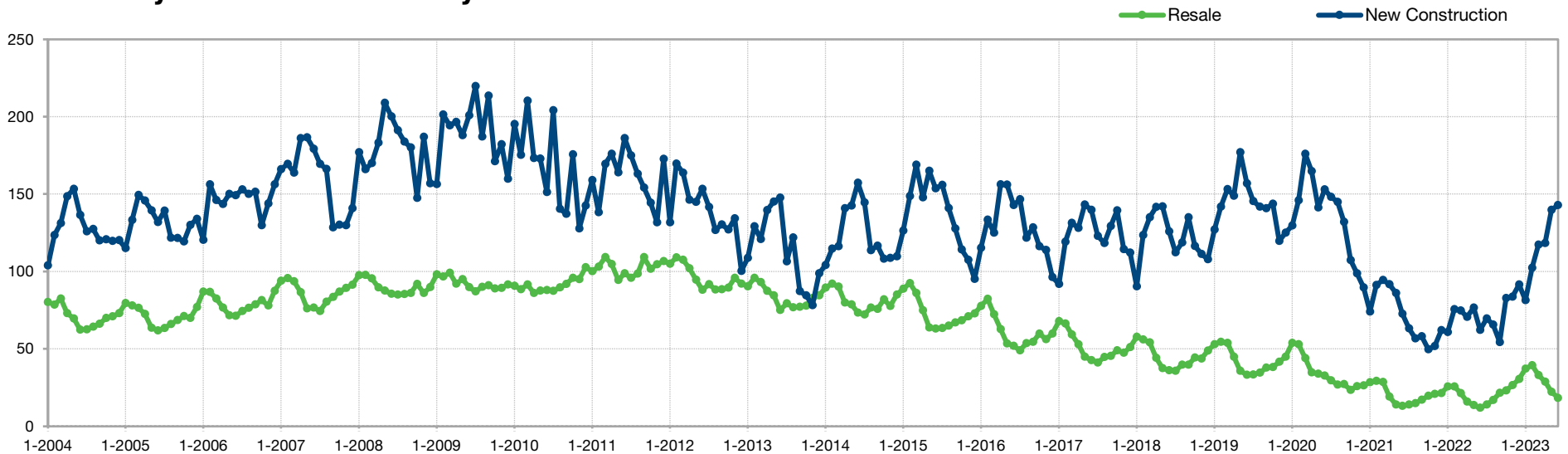
Year to Date



Days on Market	Resale	Year-Over-Year Change	New Construction	Year-Over-Year Change
Jul-2022	14	0.0%	70	+11.1%
Aug-2022	17	+13.3%	66	+15.8%
Sep-2022	21	+23.5%	54	-6.9%
Oct-2022	23	+15.0%	83	+66.0%
Nov-2022	26	+23.8%	84	+61.5%
Dec-2022	30	+42.9%	91	+46.8%
Jan-2023	37	+42.3%	81	+32.8%
Feb-2023	39	+50.0%	102	+34.2%
Mar-2023	33	+57.1%	117	+56.0%
Apr-2023	29	+81.3%	118	+66.2%
May-2023	22	+57.1%	140	+81.8%
Jun-2023	18	+50.0%	143	+130.6%
12-Month Avg*	24	+36.8%	99	+55.2%

* Days on Market for all properties from July 2022 through June 2023. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month



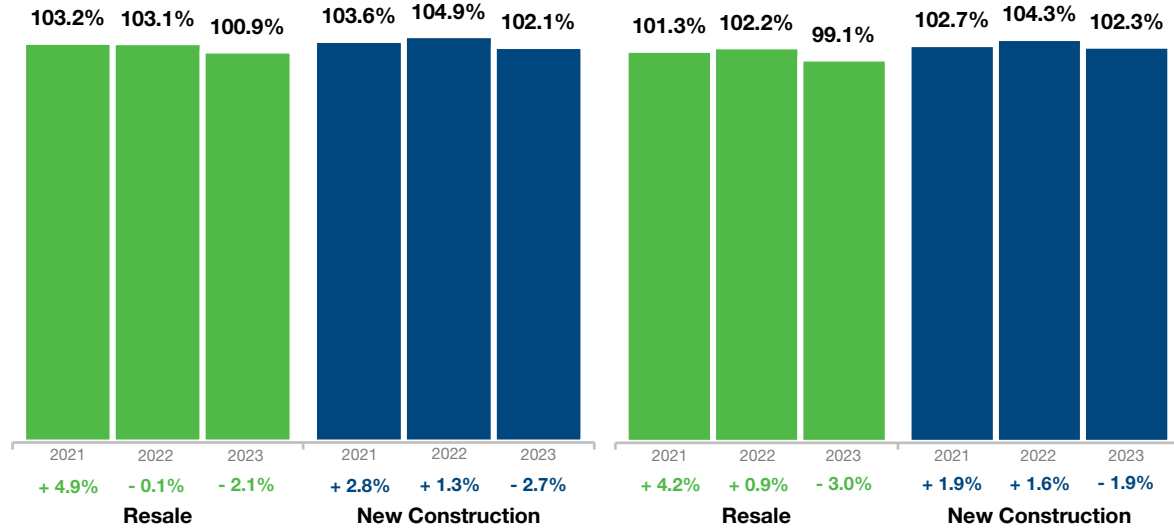
Percentage of Original List Price Received

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

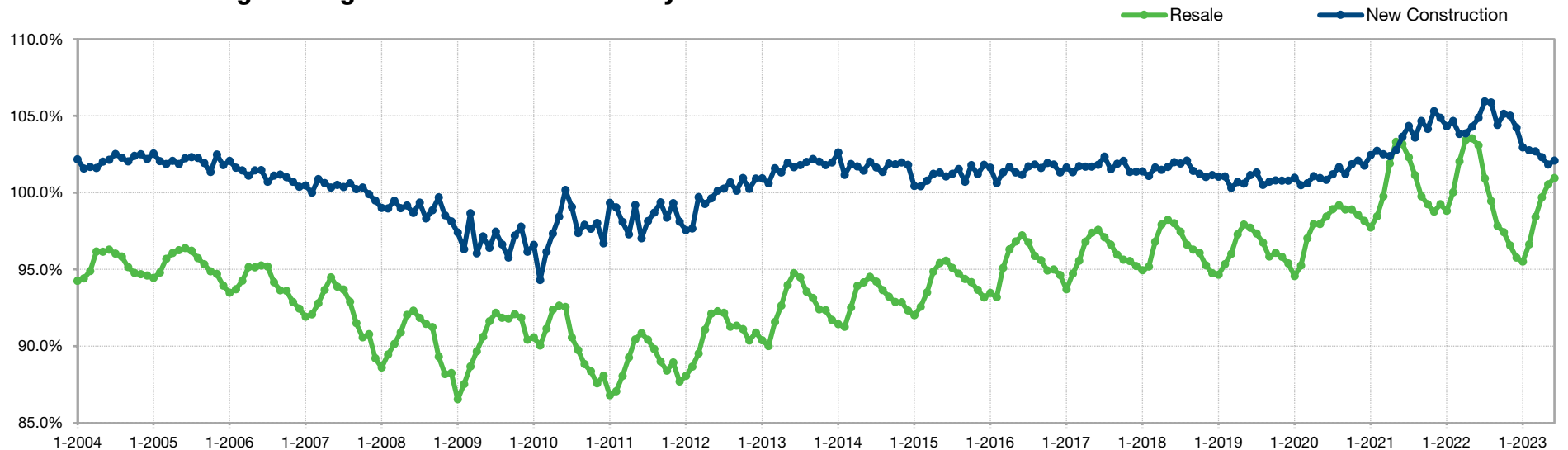
Year to Date



Pct. of Orig. Price Received	Resale	Year-Over-Year Change	New Construction	Year-Over-Year Change
Jul-2022	100.9%	-1.4%	105.9%	+1.5%
Aug-2022	99.4%	-1.7%	105.9%	+2.2%
Sep-2022	97.8%	-2.0%	104.4%	-0.3%
Oct-2022	97.4%	-1.8%	105.1%	+1.0%
Nov-2022	96.6%	-2.2%	105.0%	-0.3%
Dec-2022	95.8%	-3.4%	104.2%	-0.7%
Jan-2023	95.5%	-3.3%	102.9%	-1.3%
Feb-2023	96.6%	-3.4%	102.7%	-1.9%
Mar-2023	98.4%	-3.5%	102.7%	-1.1%
Apr-2023	99.7%	-3.6%	102.3%	-1.5%
May-2023	100.5%	-2.9%	101.8%	-2.4%
Jun-2023	100.9%	-2.1%	102.1%	-2.7%
12-Month Avg*	98.6%	-2.4%	103.7%	-0.7%

* Pct. of Orig. Price Received for all properties from July 2022 through June 2023. This is not the average of the individual figures above.

Historical Percentage of Original List Price Received by Month

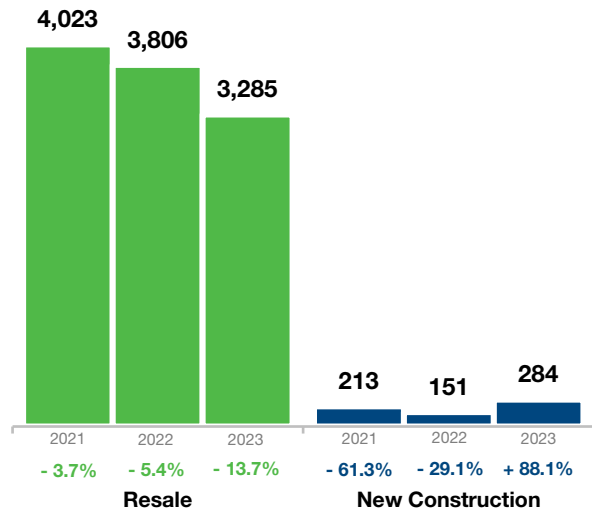


Pending Sales

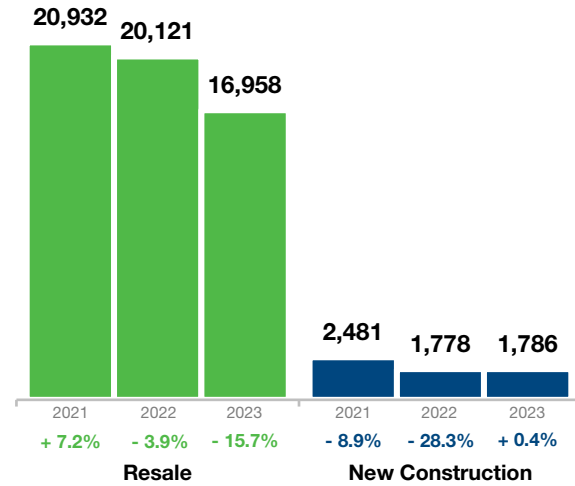
A count of the properties on which offers have been accepted in a given month.



June

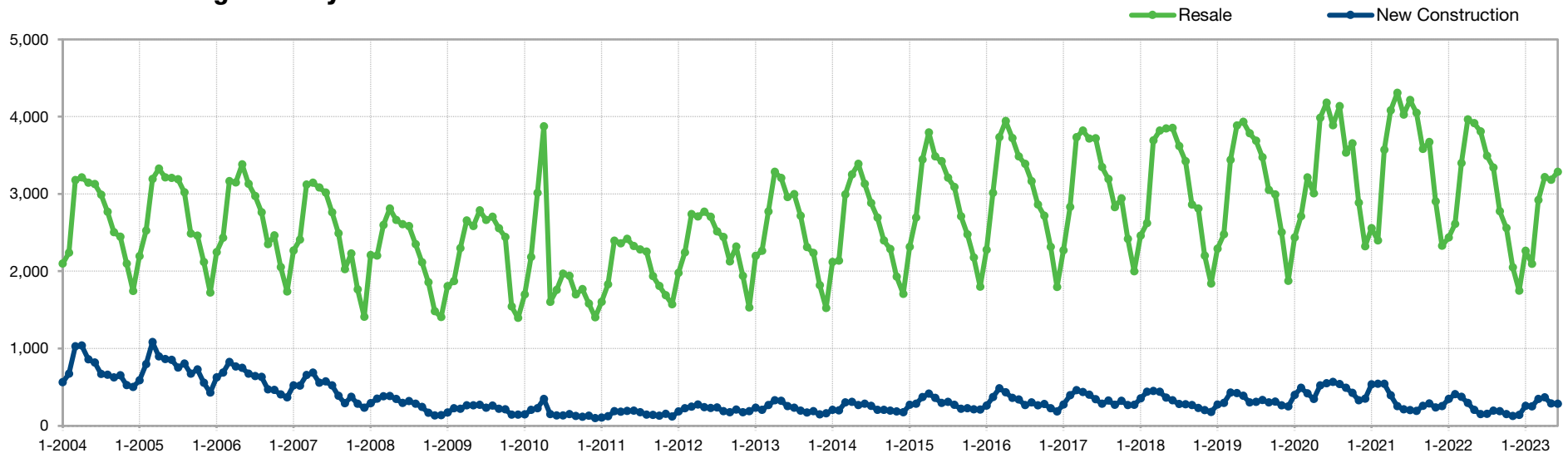


Year to Date



Pending Sales	Resale	Year-Over-Year Change	New Construction	Year-Over-Year Change
Jul-2022	3,492	-17.1%	154	-23.4%
Aug-2022	3,338	-17.6%	194	+2.1%
Sep-2022	2,775	-22.5%	188	-26.6%
Oct-2022	2,557	-30.3%	150	-47.7%
Nov-2022	2,049	-29.4%	127	-46.0%
Dec-2022	1,746	-25.0%	140	-44.2%
Jan-2023	2,263	-7.0%	257	-25.7%
Feb-2023	2,095	-19.7%	250	-38.6%
Mar-2023	2,920	-14.1%	344	-7.8%
Apr-2023	3,215	-18.8%	365	+23.7%
May-2023	3,180	-18.7%	286	+38.8%
Jun-2023	3,285	-13.7%	284	+88.1%
12-Month Avg	2,743	-19.4%	228	-14.4%

Historical Pending Sales by Month

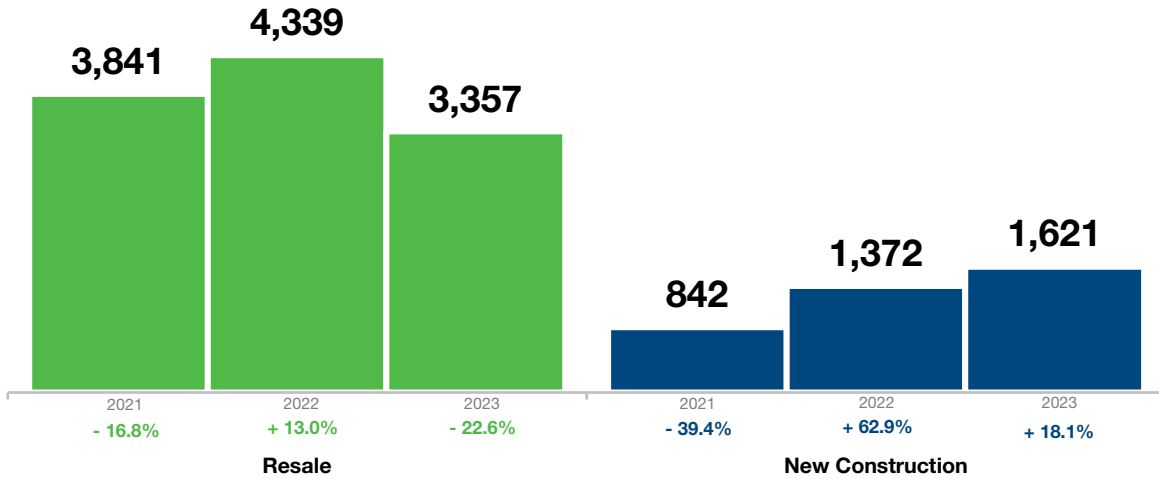


Inventory

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

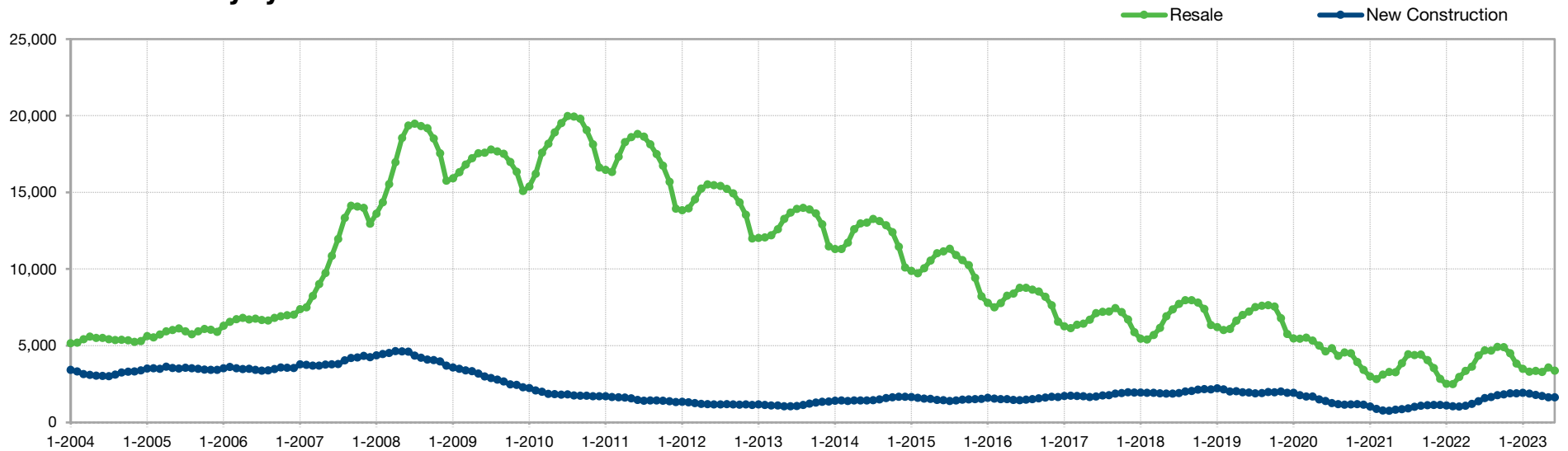


June



Inventory	Resale	Year-Over-Year Change	New Construction	Year-Over-Year Change
Jul-2022	4,695	+6.0%	1,568	+74.6%
Aug-2022	4,663	+6.4%	1,650	+63.2%
Sep-2022	4,908	+11.0%	1,759	+64.9%
Oct-2022	4,892	+20.9%	1,810	+63.5%
Nov-2022	4,495	+27.4%	1,889	+66.9%
Dec-2022	3,830	+35.4%	1,890	+69.1%
Jan-2023	3,481	+39.0%	1,915	+75.4%
Feb-2023	3,301	+33.0%	1,871	+79.4%
Mar-2023	3,346	+13.7%	1,776	+74.5%
Apr-2023	3,277	-1.9%	1,705	+58.8%
May-2023	3,564	-1.5%	1,625	+36.9%
Jun-2023	3,357	-22.6%	1,621	+18.1%
12-Month Avg*	3,984	+11.5%	1,757	+60.7%

Historical Inventory by Month

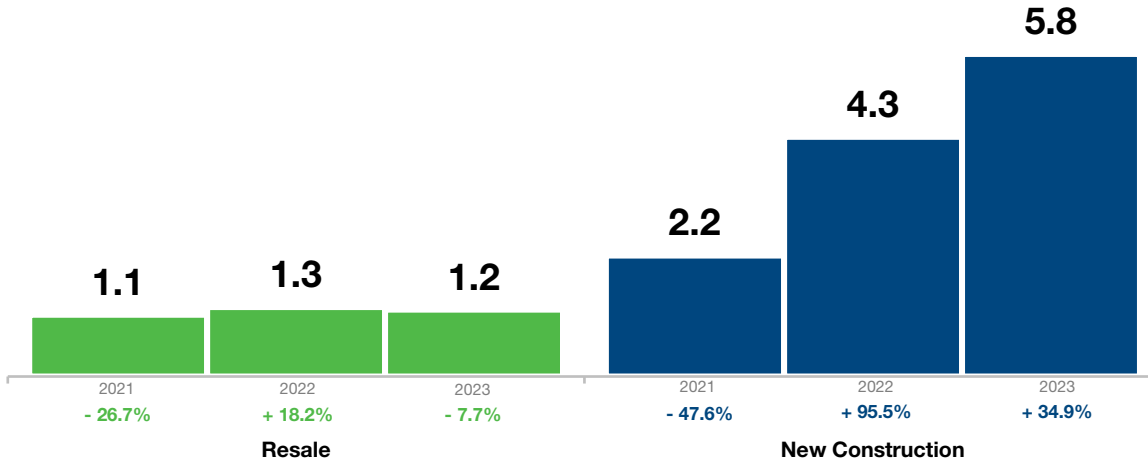


Supply

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.



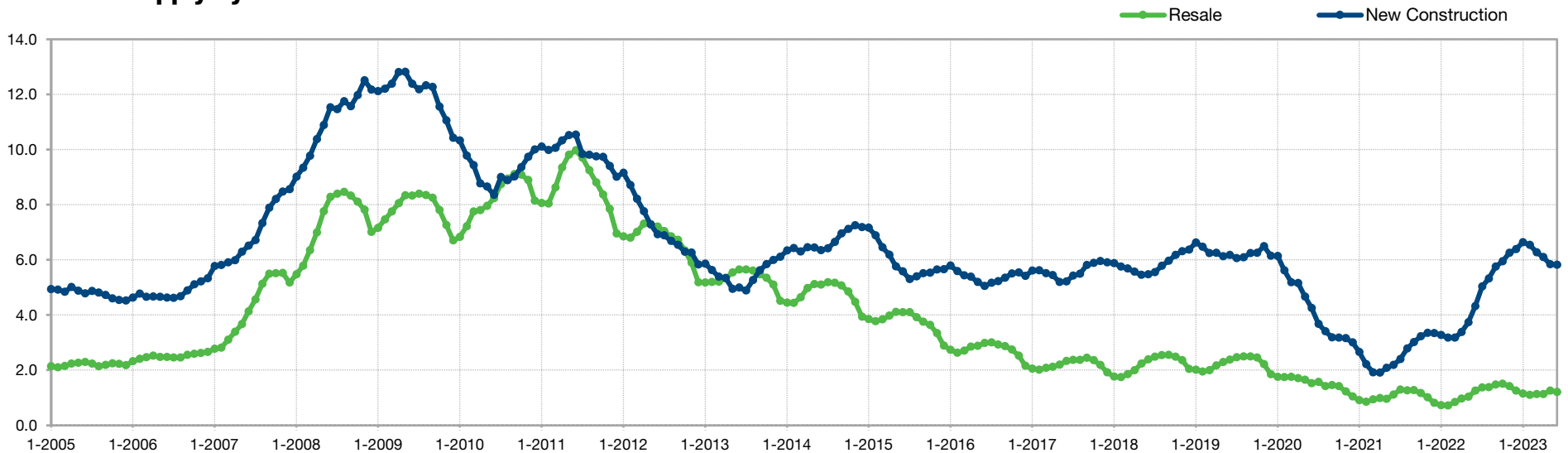
June



Supply	Resale	Year-Over-Year Change	New Construction	Year-Over-Year Change
Jul-2022	1.4	+7.7%	5.0	+108.3%
Aug-2022	1.4	+7.7%	5.3	+89.3%
Sep-2022	1.5	+15.4%	5.7	+90.0%
Oct-2022	1.5	+25.0%	5.9	+84.4%
Nov-2022	1.4	+40.0%	6.3	+90.9%
Dec-2022	1.2	+50.0%	6.4	+93.9%
Jan-2023	1.1	+57.1%	6.6	+100.0%
Feb-2023	1.1	+57.1%	6.5	+103.1%
Mar-2023	1.1	+37.5%	6.3	+96.9%
Apr-2023	1.1	+10.0%	6.1	+79.4%
May-2023	1.2	+20.0%	5.8	+56.8%
Jun-2023	1.2	-7.7%	5.8	+34.9%
12-Month Avg*	1.3	+24.5%	6.0	+83.6%

* Supply for all properties from July 2022 through June 2023. 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	6-2022	6-2023	Percent Change	YTD 2022	YTD 2023	Percent Change
Closed Sales		4,462	3,765	- 15.6%	20,482	16,942	- 17.3%
Average Sales Price		\$357,973	\$374,133	+ 4.5%	\$334,354	\$346,239	+ 3.6%
Median Sales Price		\$315,000	\$320,000	+ 1.6%	\$287,500	\$292,000	+ 1.6%
Days on Market		16	30	+ 87.5%	23	38	+ 65.2%
Pct. of Orig. Price Received		103.2%	101.0%	- 2.1%	102.4%	99.4%	- 2.9%
Pending Sales		3,957	3,569	- 9.8%	21,899	18,744	- 14.4%
Inventory		5,711	4,978	- 12.8%	--	--	--
Supply		1.5	1.6	+ 6.7%	--	--	--