

Monthly Indicators

June 2024

U.S. existing-home sales declined for the third consecutive month, as higher mortgage rates and rising sales prices hindered market activity during what has traditionally been one of the busiest months of the year. According to the National Association of REALTORS® (NAR), sales of previously owned homes dipped 0.7% month-over-month and 2.8% year-over-year, to a seasonally adjusted annual rate of 4.11 million units.

Closed Sales decreased 13.4 percent for existing homes and 9.3 percent for new homes. Pending Sales decreased 0.3 percent for existing homes and 20.9 percent for new homes. Inventory increased 12.6 percent for existing homes but decreased 14.4 percent for new homes.

The Median Sales Price was up 6.8 percent to \$315,000 for existing homes but decreased 1.4 percent to \$532,229 for new homes. Days on Market increased 31.6 percent for existing homes and 11.3 percent for new homes. Supply increased 20.0 percent for existing homes but increased 8.3 percent for new homes.

Nationally, total housing inventory grew 6.7% month-over-month to 1.28 million units heading into June, for a 3.7 months' supply at the current sales pace, according to NAR. However, the increase in supply has yet to temper home prices, which have continued to rise nationwide. At last measure, the median existing-home price climbed to \$419,300, a 5.8% increase from the same period last year and a record high for the month.

Quick Facts

- 13.1%

+ 4.2%

+ 10.5%

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	6-2023	6-2024	Percent Change	YTD 2023	YTD 2024	Percent Change
Closed Sales		3,629	3,141	- 13.4%	15,862	15,792	- 0.4%
Average Sales Price		\$343,231	\$360,592	+ 5.1%	\$312,270	\$328,894	+ 5.3%
Median Sales Price		\$295,000	\$315,000	+ 6.8%	\$268,000	\$282,425	+ 5.4%
Days on Market		19	25	+ 31.6%	29	32	+ 10.3%
Pct. of Orig. Price Received		100.8%	98.9%	- 1.9%	98.8%	98.1%	- 0.7%
Pending Sales		3,300	3,291	- 0.3%	17,389	17,581	+ 1.1%
Inventory		4,326	4,871	+ 12.6%	--	--	--
Supply		1.5	1.8	+ 20.0%	--	--	--

New Homes Market Overview

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



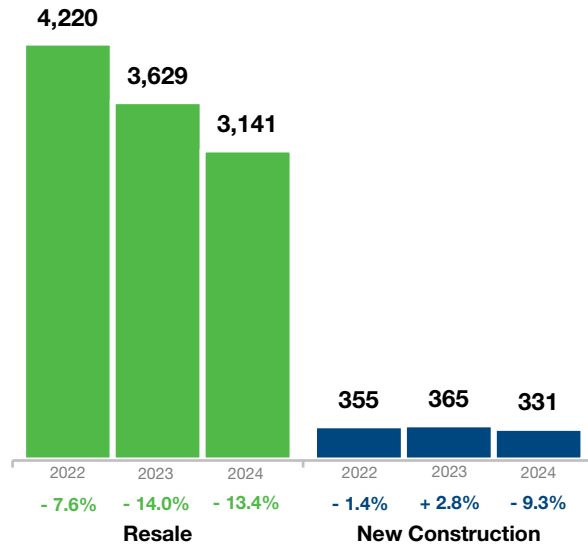
Key Metrics	Historical Sparkbars	6-2023	6-2024	Percent Change	YTD 2023	YTD 2024	Percent Change
Closed Sales		365	331	- 9.3%	1,737	1,616	- 7.0%
Average Sales Price		\$605,779	\$590,567	- 2.5%	\$593,849	\$581,133	- 2.1%
Median Sales Price		\$540,000	\$532,229	- 1.4%	\$530,300	\$529,925	- 0.1%
Days on Market		142	158	+ 11.3%	122	154	+ 26.2%
Pct. of Orig. Price Received		102.2%	100.5%	- 1.7%	102.3%	100.2%	- 2.1%
Pending Sales		302	239	- 20.9%	1,817	1,981	+ 9.0%
Inventory		1,676	1,434	- 14.4%	--	--	--
Supply		6.0	5.5	- 8.3%	--	--	--

Closed Sales

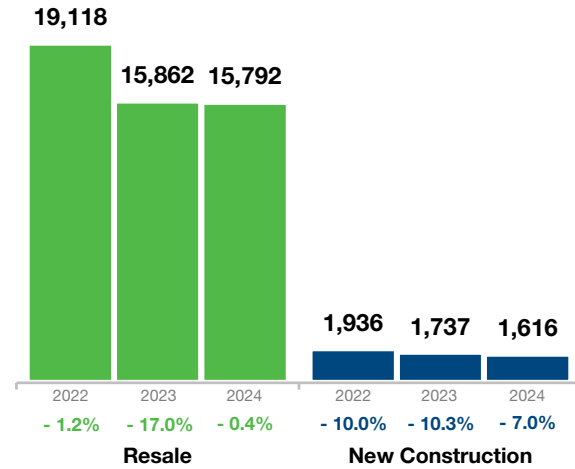
A count of the actual sales that closed in a given month.



June

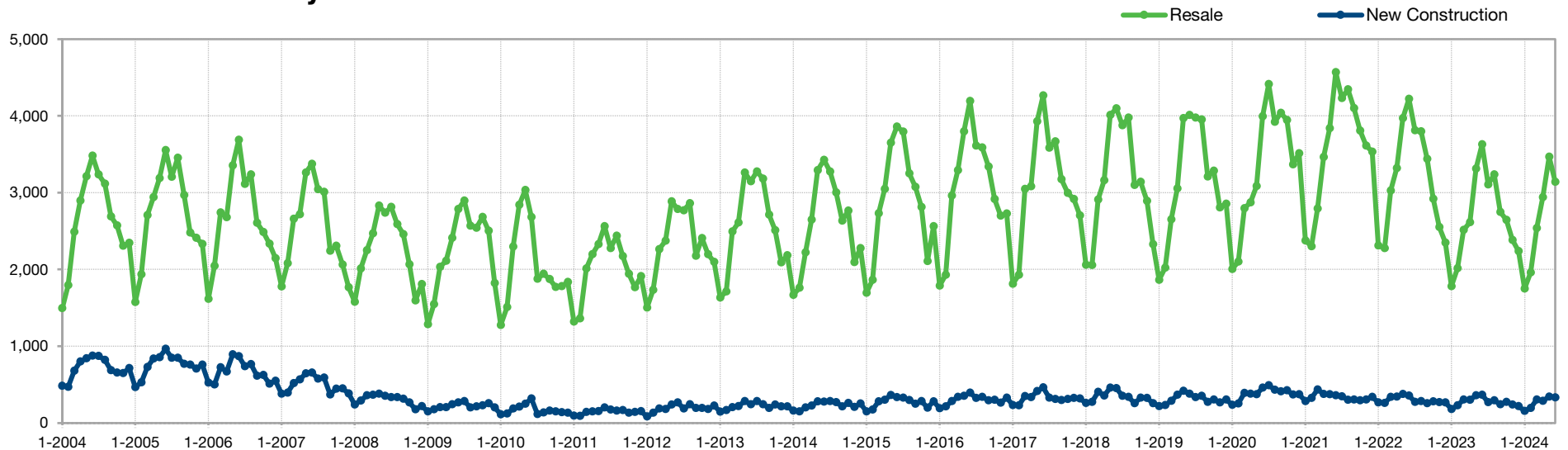


Year to Date



Closed Sales	Resale	Year-Over-Year Change	New Construction	Year-Over-Year Change
Jul-2023	3,105	-18.5%	269	-1.5%
Aug-2023	3,238	-14.7%	294	+3.9%
Sep-2023	2,748	-20.1%	243	-5.1%
Oct-2023	2,644	-9.5%	272	-2.9%
Nov-2023	2,384	-6.6%	239	-11.2%
Dec-2023	2,239	-4.6%	219	-17.4%
Jan-2024	1,750	-1.6%	157	-12.3%
Feb-2024	1,959	-2.7%	193	-15.0%
Mar-2024	2,537	+0.9%	306	0.0%
Apr-2024	2,939	+12.4%	288	-4.0%
May-2024	3,466	+4.6%	341	-5.3%
Jun-2024	3,141	-13.4%	331	-9.3%
12-Month Avg	2,679	-7.4%	263	-6.3%

Historical Closed Sales by Month



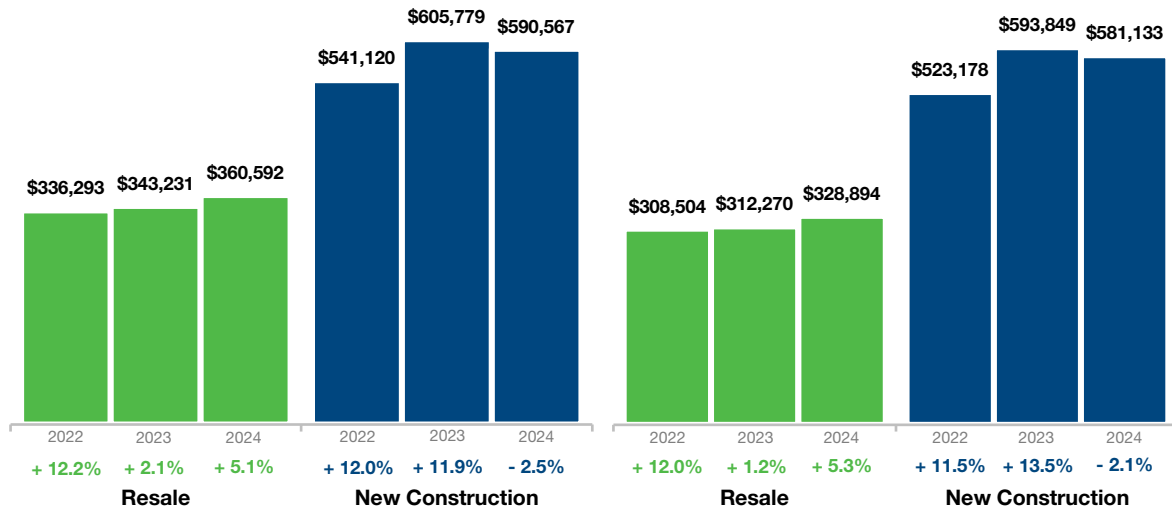
Average Sales Price

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



June

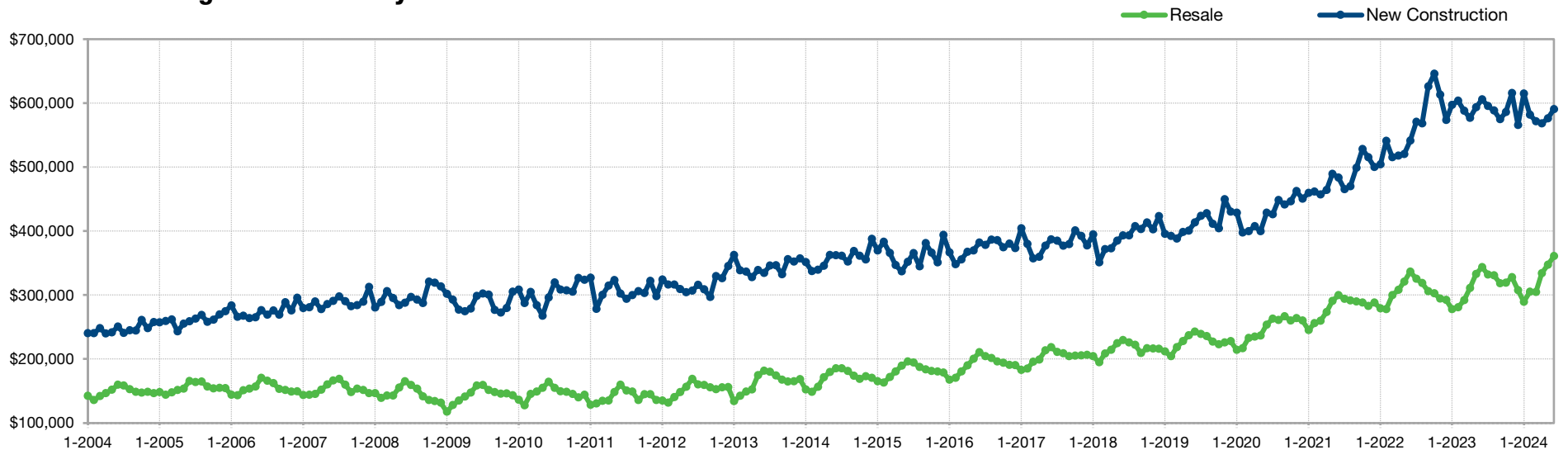
Year to Date



Avg. Sales Price	Resale	Year-Over-Year Change	New Construction	Year-Over-Year Change
Jul-2023	\$331,934	+2.0%	\$595,213	+4.3%
Aug-2023	\$330,798	+3.9%	\$588,386	+3.6%
Sep-2023	\$318,193	+4.0%	\$574,713	-8.2%
Oct-2023	\$319,121	+5.5%	\$585,836	-9.3%
Nov-2023	\$327,797	+11.4%	\$615,364	+0.4%
Dec-2023	\$307,307	+5.2%	\$565,469	-1.4%
Jan-2024	\$289,396	+4.3%	\$614,704	+3.0%
Feb-2024	\$305,193	+8.7%	\$581,550	-3.7%
Mar-2024	\$304,541	+4.4%	\$571,304	-2.8%
Apr-2024	\$334,056	+7.4%	\$568,207	-1.5%
May-2024	\$347,023	+4.3%	\$576,020	-2.9%
Jun-2024	\$360,592	+5.1%	\$590,567	-2.5%
12-Month Avg*	\$326,078	+5.1%	\$584,432	-2.0%

* Avg. Sales Price for all properties from July 2023 through June 2024. This is not the average of the individual figures above.

Historical Average Sales Price by Month



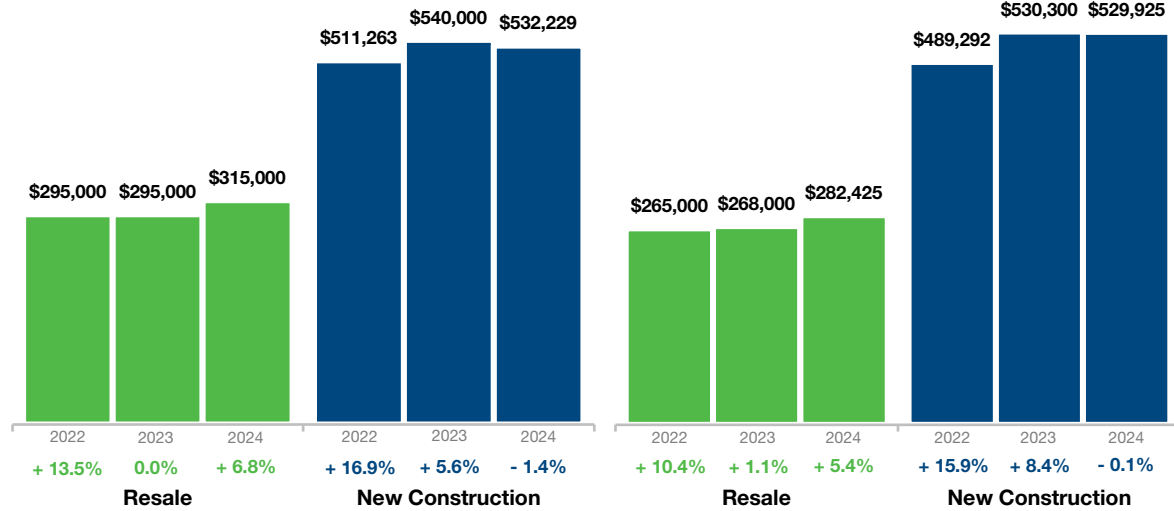
Median Sales Price

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

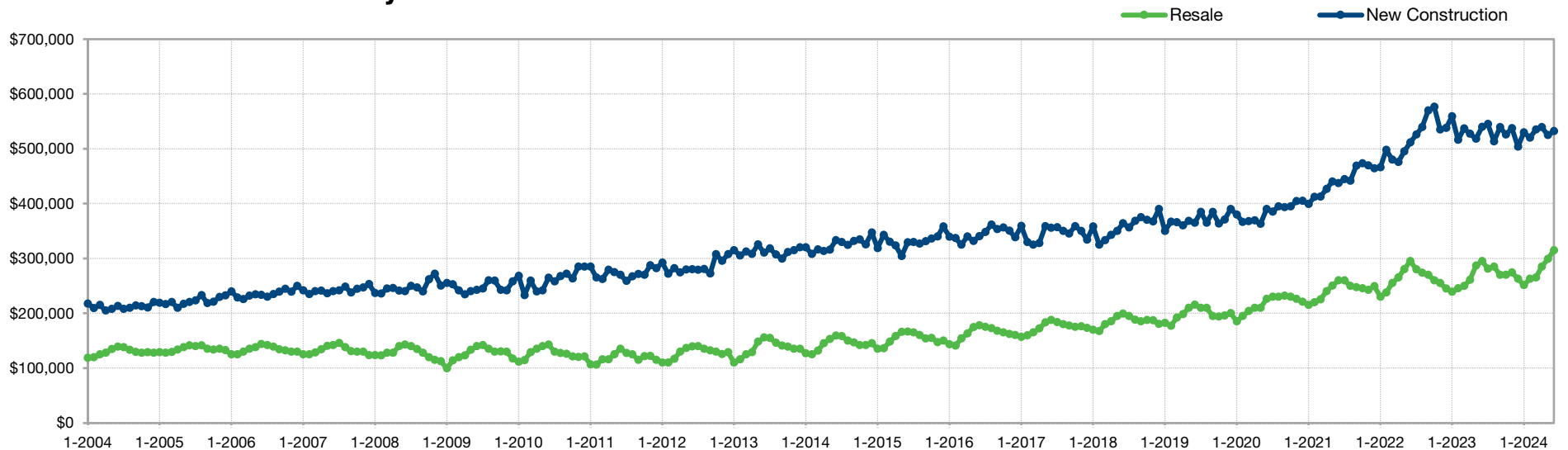
Year to Date



Median Sales Price	Resale	Year-Over-Year Change	New Construction	Year-Over-Year Change
Jul-2023	\$281,000	+0.4%	\$544,900	+3.6%
Aug-2023	\$285,000	+4.1%	\$513,500	-4.8%
Sep-2023	\$270,000	0.0%	\$539,450	-5.3%
Oct-2023	\$270,000	+3.8%	\$525,845	-8.8%
Nov-2023	\$274,150	+7.5%	\$537,538	+0.5%
Dec-2023	\$263,000	+7.3%	\$503,796	-6.3%
Jan-2024	\$251,000	+5.0%	\$529,900	-5.2%
Feb-2024	\$262,750	+7.1%	\$519,950	+0.7%
Mar-2024	\$265,000	+6.0%	\$535,000	-0.4%
Apr-2024	\$285,000	+9.2%	\$539,446	+2.3%
May-2024	\$299,000	+4.2%	\$525,000	+1.4%
Jun-2024	\$315,000	+6.8%	\$532,229	-1.4%
12-Month Avg*	\$279,900	+5.2%	\$529,950	-1.7%

* Median Sales Price for all properties from July 2023 through June 2024. This is not the average of the individual figures above.

Historical Median Sales Price by Month



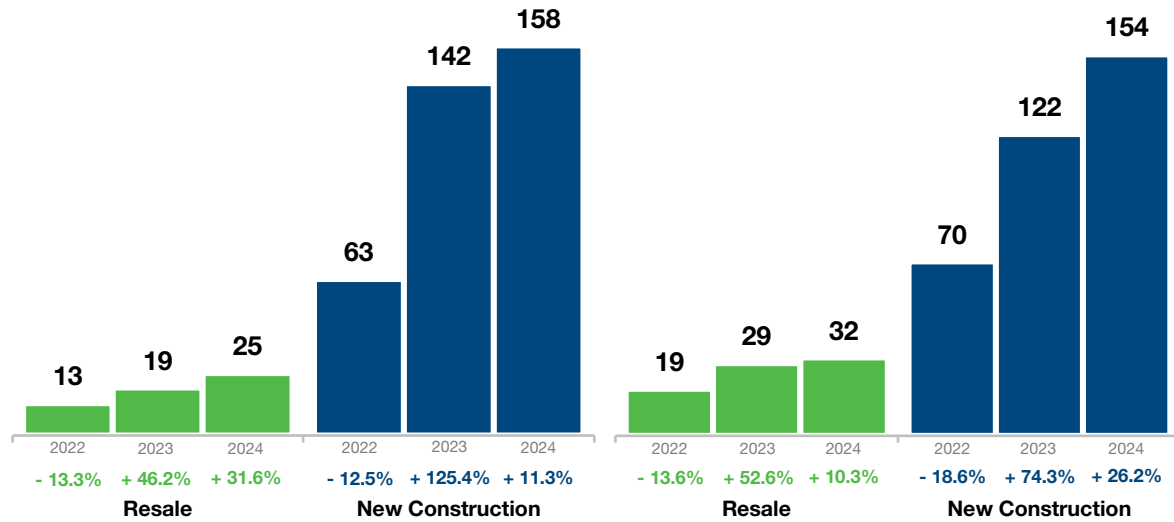
Days on Market Until Sale

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



June

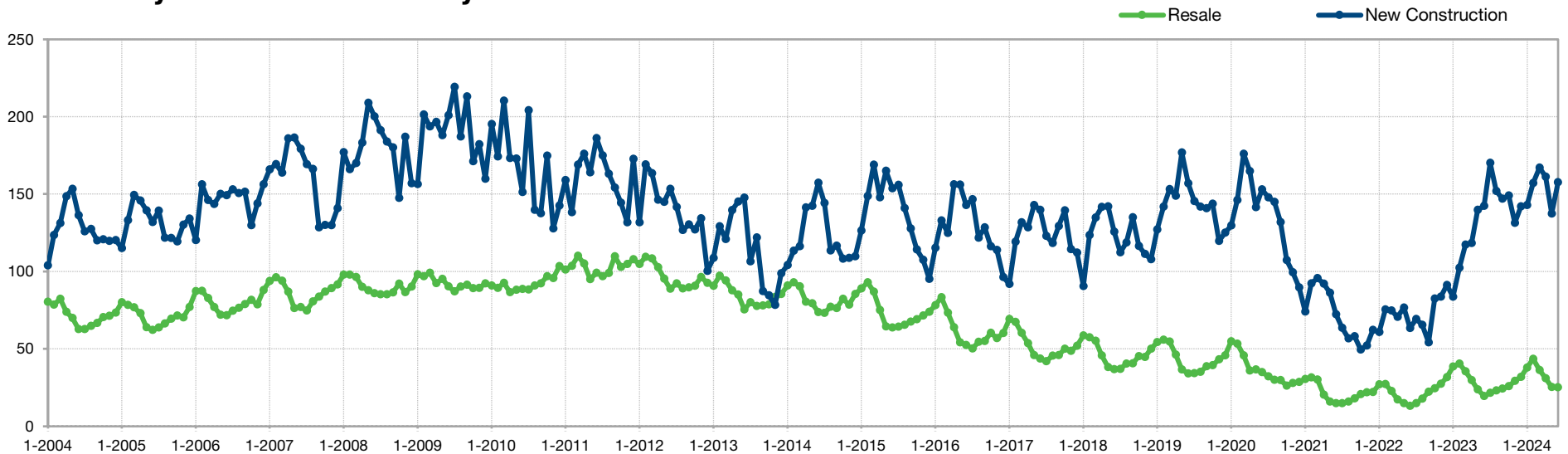
Year to Date



Days on Market	Resale	Year-Over-Year Change	New Construction	Year-Over-Year Change
Jul-2023	22	+46.7%	170	+146.4%
Aug-2023	23	+27.8%	152	+133.8%
Sep-2023	24	+9.1%	147	+172.2%
Oct-2023	26	+8.3%	149	+81.7%
Nov-2023	29	+7.4%	131	+56.0%
Dec-2023	32	0.0%	142	+56.0%
Jan-2024	38	0.0%	143	+70.2%
Feb-2024	44	+10.0%	157	+53.9%
Mar-2024	36	+2.9%	167	+42.7%
Apr-2024	31	+3.3%	161	+36.4%
May-2024	25	+4.2%	137	-2.1%
Jun-2024	25	+31.6%	158	+11.3%
12-Month Avg*	29	+12.5%	152	+53.4%

* Days on Market for all properties from July 2023 through June 2024. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month



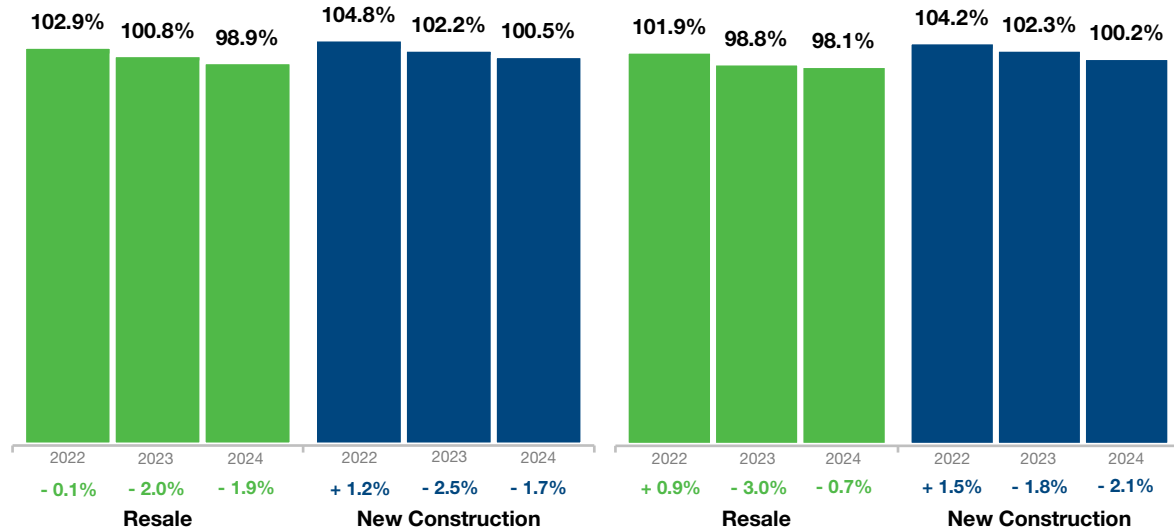
Percentage of Original List Price Received

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

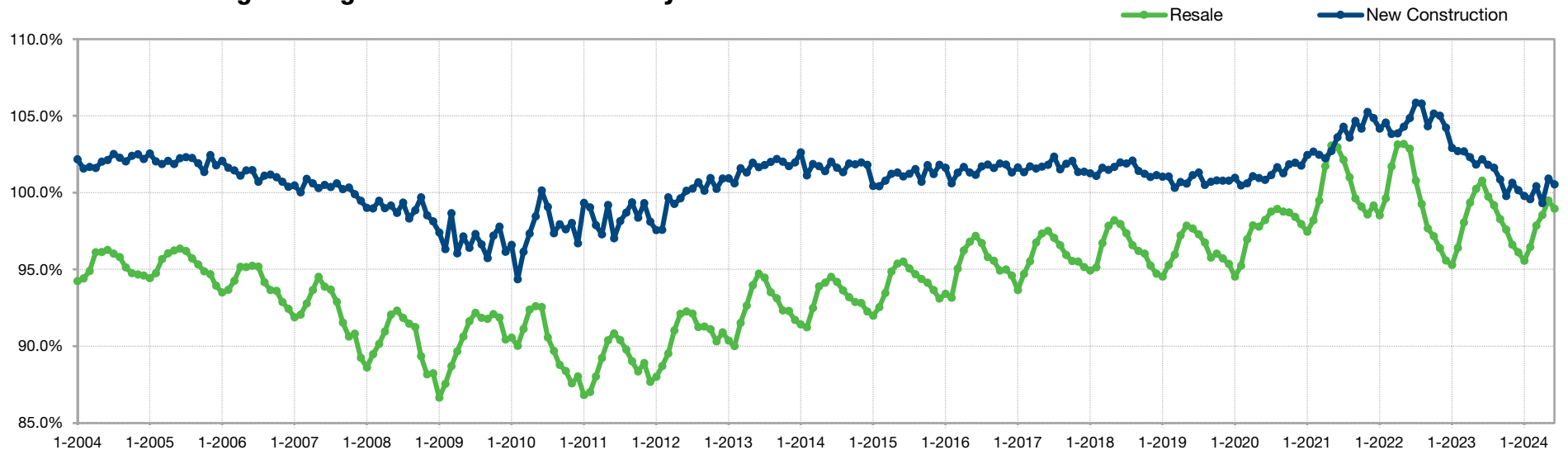
Year to Date



Pct. of Orig. Price Received	Resale	Year-Over-Year Change	New Construction	Year-Over-Year Change
Jul-2023	99.7%	-1.1%	101.8%	-3.9%
Aug-2023	99.2%	-0.1%	101.6%	-4.0%
Sep-2023	98.3%	+0.6%	100.9%	-3.3%
Oct-2023	97.6%	+0.4%	99.8%	-5.0%
Nov-2023	96.6%	+0.2%	100.6%	-4.2%
Dec-2023	96.1%	+0.5%	100.1%	-3.9%
Jan-2024	95.6%	+0.3%	99.8%	-3.0%
Feb-2024	96.4%	0.0%	99.6%	-3.0%
Mar-2024	97.8%	-0.3%	100.4%	-2.2%
Apr-2024	98.5%	-0.8%	99.3%	-2.9%
May-2024	99.5%	-0.7%	100.9%	-0.9%
Jun-2024	98.9%	-1.9%	100.5%	-1.7%
12-Month Avg*	98.1%	-0.3%	100.5%	-3.0%

* Pct. of Orig. Price Received for all properties from July 2023 through June 2024. This is not the average of the individual figures above.

Historical Percentage of Original List Price Received by Month

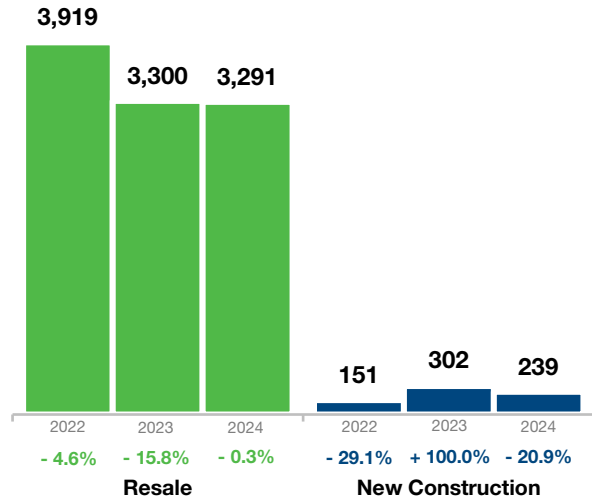


Pending Sales

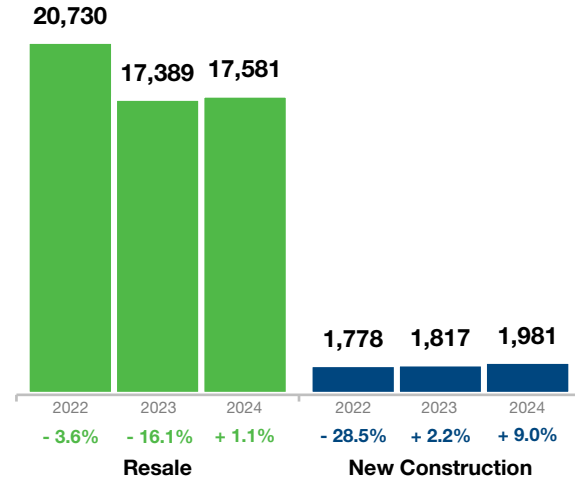
A count of the properties on which offers have been accepted in a given month.



June

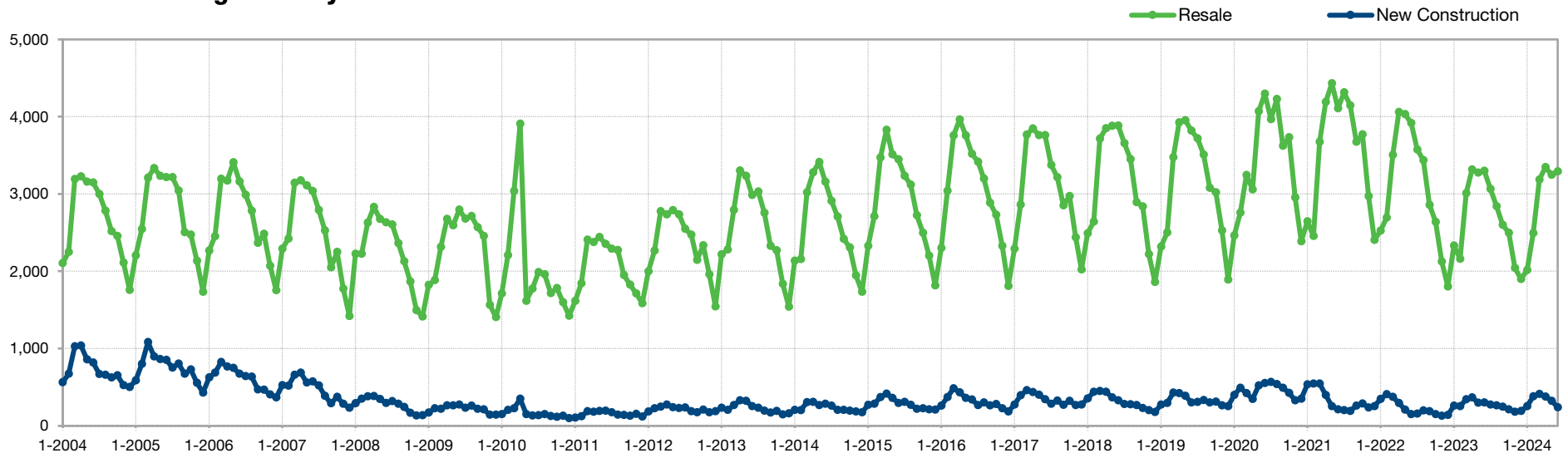


Year to Date



Pending Sales	Resale	Year-Over-Year Change	New Construction	Year-Over-Year Change
Jul-2023	3,063	-14.3%	273	+76.1%
Aug-2023	2,839	-17.4%	262	+33.7%
Sep-2023	2,601	-9.0%	247	+31.4%
Oct-2023	2,496	-5.4%	210	+40.9%
Nov-2023	2,041	-4.0%	180	+40.6%
Dec-2023	1,898	+5.4%	190	+35.7%
Jan-2024	2,015	-13.5%	252	-2.3%
Feb-2024	2,494	+15.5%	379	+50.4%
Mar-2024	3,186	+5.9%	412	+20.5%
Apr-2024	3,347	+1.0%	376	+3.0%
May-2024	3,248	-0.8%	323	+8.4%
Jun-2024	3,291	-0.3%	239	-20.9%
12-Month Avg	2,710	-3.9%	279	+20.6%

Historical Pending Sales by Month

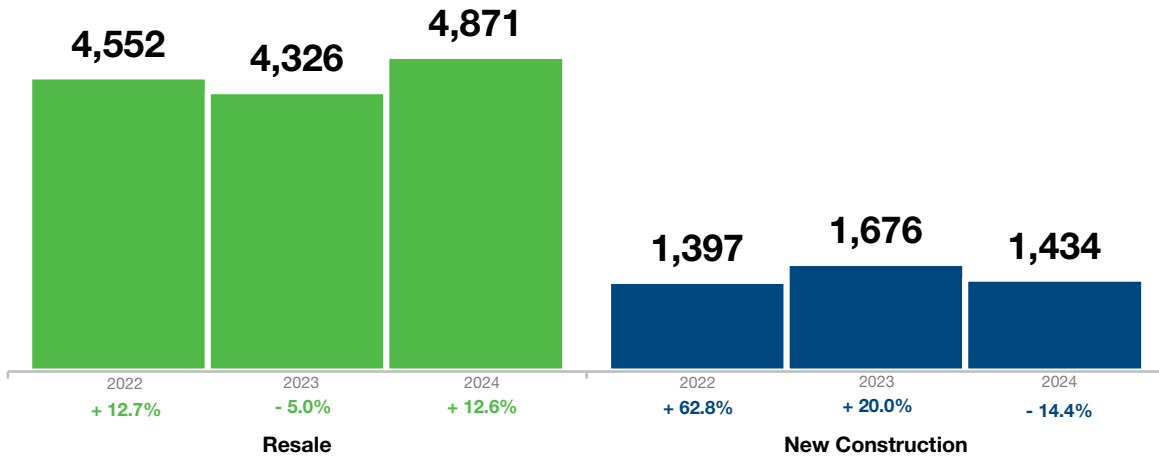


Inventory

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

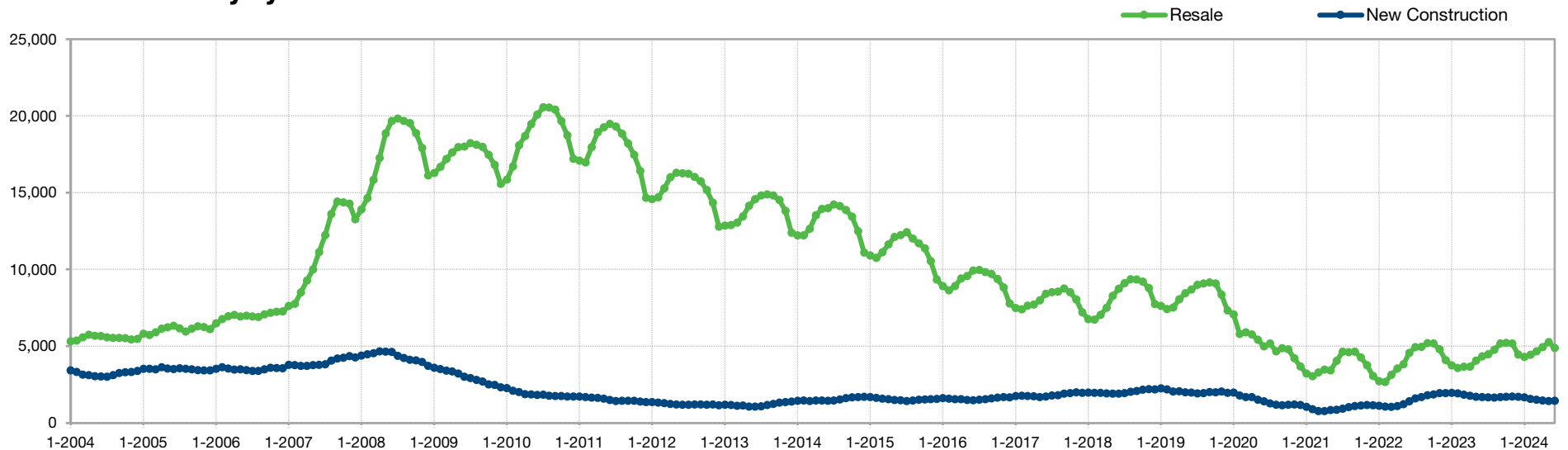


June



Inventory	Resale	Year-Over-Year Change	New Construction	Year-Over-Year Change
Jul-2023	4,461	-9.6%	1,651	+3.4%
Aug-2023	4,759	-3.7%	1,638	-2.5%
Sep-2023	5,161	-0.5%	1,679	-6.5%
Oct-2023	5,205	+0.5%	1,698	-8.2%
Nov-2023	5,164	+7.9%	1,712	-11.3%
Dec-2023	4,443	+8.7%	1,686	-12.9%
Jan-2024	4,298	+14.7%	1,659	-15.3%
Feb-2024	4,434	+24.0%	1,559	-18.7%
Mar-2024	4,659	+27.6%	1,510	-17.4%
Apr-2024	4,932	+35.2%	1,458	-17.5%
May-2024	5,248	+29.3%	1,424	-15.6%
Jun-2024	4,871	+12.6%	1,434	-14.4%
12-Month Avg*	4,803	+10.6%	1,592	-11.6%

Historical Inventory by Month

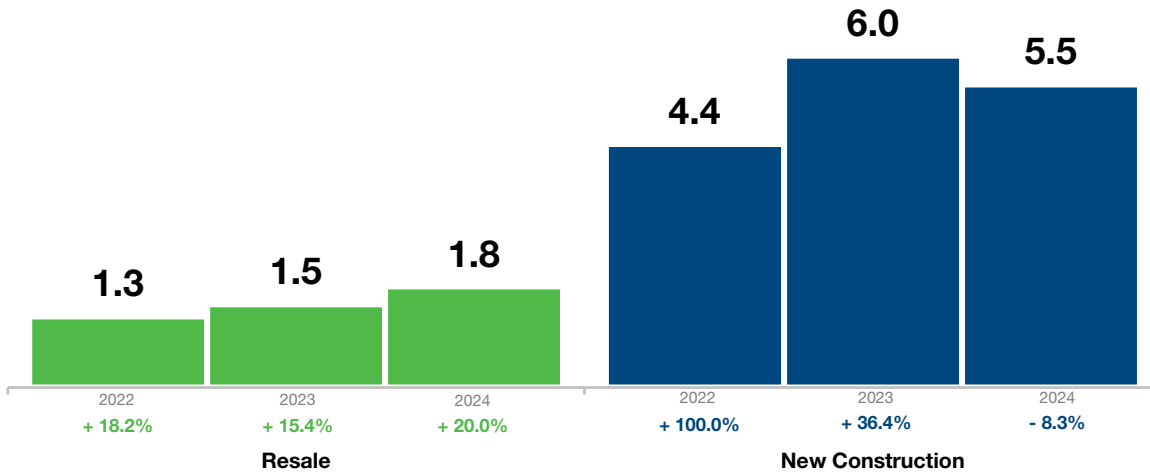


Supply

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.



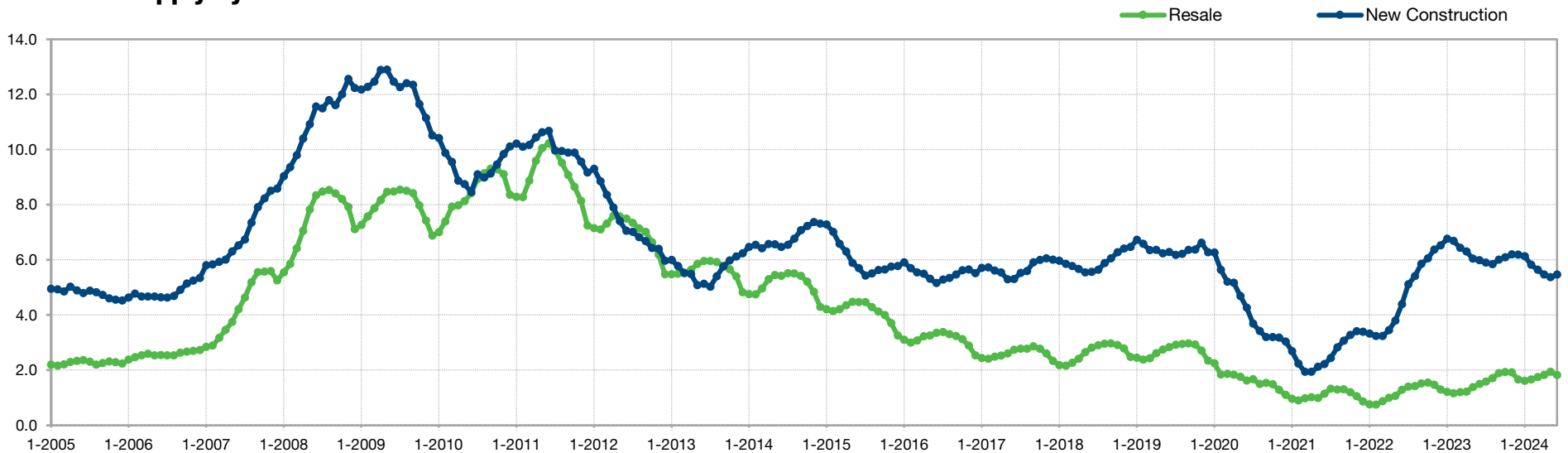
June



Supply	Resale	Year-Over-Year Change	New Construction	Year-Over-Year Change
Jul-2023	1.6	+14.3%	5.9	+15.7%
Aug-2023	1.7	+21.4%	5.8	+7.4%
Sep-2023	1.9	+26.7%	6.0	+3.4%
Oct-2023	1.9	+26.7%	6.1	+1.7%
Nov-2023	1.9	+26.7%	6.2	-3.1%
Dec-2023	1.7	+30.8%	6.2	-4.6%
Jan-2024	1.6	+33.3%	6.1	-10.3%
Feb-2024	1.7	+41.7%	5.8	-13.4%
Mar-2024	1.7	+41.7%	5.6	-12.5%
Apr-2024	1.8	+50.0%	5.5	-12.7%
May-2024	1.9	+35.7%	5.4	-10.0%
Jun-2024	1.8	+20.0%	5.5	-8.3%
12-Month Avg*	1.8	+30.5%	5.8	-4.7%

* Supply for all properties from July 2023 through June 2024. 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	6-2023	6-2024	Percent Change	YTD 2023	YTD 2024	Percent Change
Closed Sales		3,994	3,472	- 13.1%	17,599	17,408	- 1.1%
Average Sales Price		\$367,248	\$382,567	+ 4.2%	\$340,109	\$352,358	+ 3.6%
Median Sales Price		\$315,000	\$330,000	+ 4.8%	\$287,000	\$300,000	+ 4.5%
Days on Market		31	38	+ 22.6%	38	43	+ 13.2%
Pct. of Orig. Price Received		100.9%	99.1%	- 1.8%	99.2%	98.3%	- 0.9%
Pending Sales		3,602	3,530	- 2.0%	19,206	19,562	+ 1.9%
Inventory		6,002	6,305	+ 5.0%	--	--	--
Supply		1.9	2.1	+ 10.5%	--	--	--