Monthly Indicators

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September 2026

U.S. existing-home sales fell 2.0% from the previous month and 1.2% from a year earlier to a seasonally adjusted annual rate of 3.98 million, the first reading below 4 million since June 2025, according to the National Association of REALTORS® (NAR). Sales held steady in the West and declined in the Northeast, Midwest, and South. Compared with a year earlier, sales were unchanged in the South and declined in the Northeast, Midwest, and West.

Closed Sales decreased 6.2 percent for Existing Homes homes and 11.2 percent for New Construction homes. Pending Sales decreased 15.8 percent for Existing Homes homes and 5.6 percent for New Construction homes. Inventory decreased 1.2 percent for Existing Homes homes and 0.6 percent for New Construction homes.

Median Sales Price increased 4.7 percent to $315,000 for Existing Homes homes and 1.4 percent to $532,500 for New Construction homes. Days on Market increased 9.4 percent for Existing Homes homes and 8.4 percent for New Construction homes. Months Supply of Inventory decreased 3.8 percent for Existing Homes homes and 5.6 percent for New Construction homes.

Heading into September, there were 1.62 million homes listed for sale, up 3.2% from the previous month and 5.9% from a year earlier, the first time inventory has exceeded 1.6 million units since November 2019, NAR reported. That represents a 4.9-month supply at the current sales pace, up from 4.6 months a month earlier and the highest level in over ten years, according to NAR Chief Economist Lawrence Yun. The median existing-home sales price rose 1.6% year-over-year to $429,100, marking 38 consecutive months of annual gains, and year-to-date sales are up 1.6%. The Federal Reserve raised its benchmark rate by a quarter point on September 16 to a range of 3.75% to 4%, its first increase since July 2023, and the 30-year fixed-rate mortgage moved above 7% in late September, up from an August average of 6.67%, according to Freddie Mac.

Quick Facts

- 6.7%	+ 7.7%	- 3.4%
Change in **Closed Sales** Combined	Change in **Avg. Sales Price** Combined	Change in **Supply** Combined

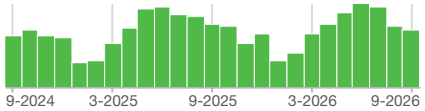
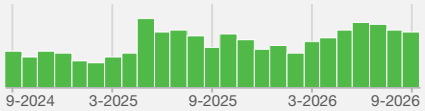
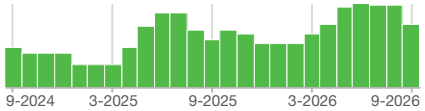
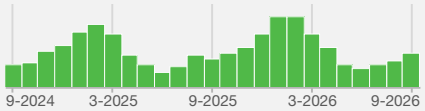
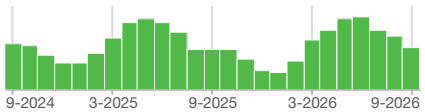
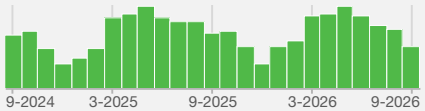
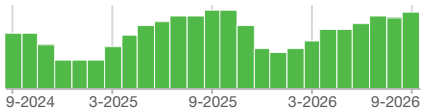
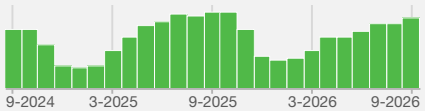
Residental real estate activity in the Kansas counties of Atchison, Douglas, Franklin, Jefferson, Johnson, Levenworth, Linn, Miami and Wyandotte and the Missouri counties of Bates, Buchanan, Cass, Clay, Clinton, Jackson, Johnson, Lafayette, Platte and Ray. Percent changes are calculated using rounded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

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Current as of October 7, 2026. Report provided by the Kansas City Regional Association of REALTORS®. All data from Heartland Multiple Listing Service. Report © 2026 ShowingTime Plus, LLC.

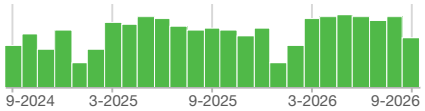
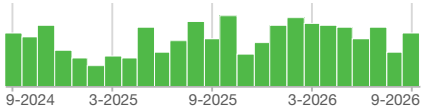
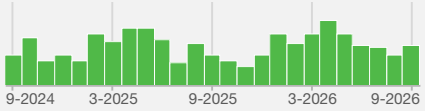
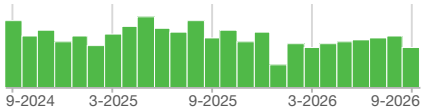
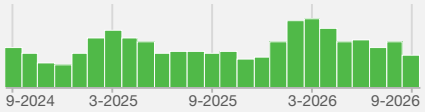
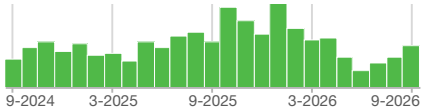
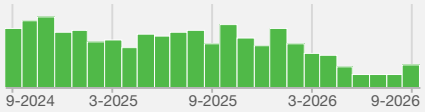
Existing Homes Market Overview

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

Key Metrics	Historical Sparkbars	9-2025	9-2026	% Change	YTD 2025	YTD 2026	% Change
Closed Sales		3,043	**2,854**	- 6.2%	25,971	**26,572**	+ 2.3%
Average Sales Price		$349,004	**$377,882**	+ 8.3%	$360,775	**$374,170**	+ 3.7%
Median Sales Price		$301,000	**$315,000**	+ 4.7%	$305,000	**$320,000**	+ 4.9%
Days on Market Until Sale		32	**35**	+ 9.4%	34	**36**	+ 5.9%
Pct. of Orig. Price Received		96.7%	**96.7%**	0.0%	97.5%	**97.5%**	0.0%
Pending Sales		2,830	**2,382**	- 15.8%	27,185	**27,263**	+ 0.3%
Inventory		7,428	**7,341**	- 1.2%	—	**—**	—
Supply		2.6	**2.5**	- 3.8%	—	**—**	—

New Homes Market Overview

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

Key Metrics	Historical Sparkbars	9-2025	9-2026	% Change	YTD 2025	YTD 2026	% Change
Closed Sales		295	**262**	- 11.2%	2,556	**2,665**	+ 4.3%
Average Sales Price		$600,888	**$635,913**	+ 5.8%	$583,066	**$615,031**	+ 5.5%
Median Sales Price		$525,000	**$532,500**	+ 1.4%	$509,442	**$536,895**	+ 5.4%
Days on Market Until Sale		107	**116**	+ 8.4%	117	**120**	+ 2.6%
Pct. of Orig. Price Received		100.2%	**99.7%**	- 0.5%	100.5%	**99.9%**	- 0.6%
Pending Sales		252	**238**	- 5.6%	2,558	**2,870**	+ 12.2%
Inventory		1,500	**1,491**	- 0.6%	—	**—**	—
Supply		5.4	**5.1**	- 5.6%	—	**—**	—

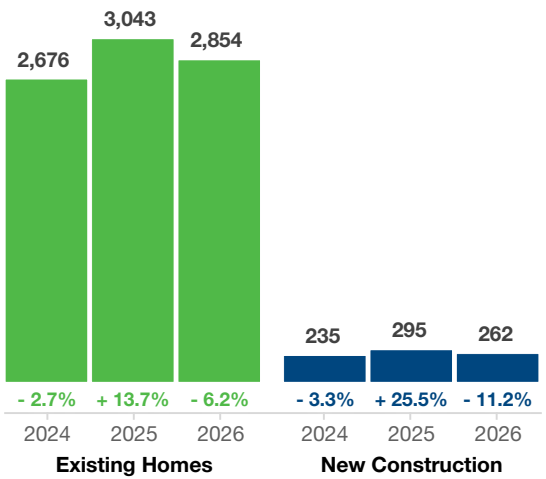
Closed Sales

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

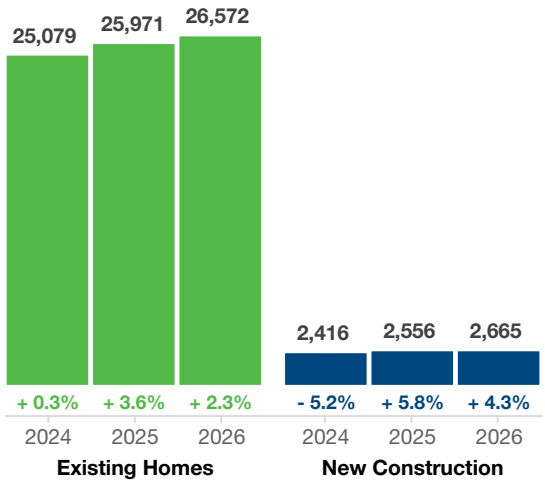
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September

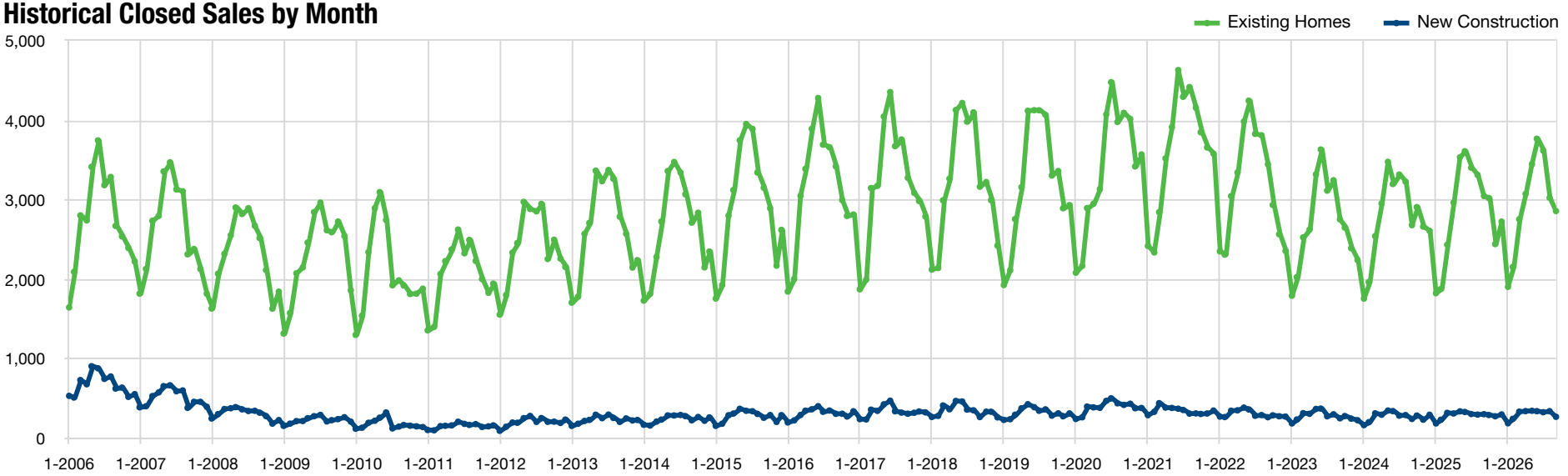


Year to Date



Closed Sales	Existing Homes	Year-Over-Year Change	New Construction	Year-Over-Year Change
Oct-2025	3,018	+ 4.0%	285	+ 2.5%
Nov-2025	2,438	- 8.3%	269	+ 19.0%
Dec-2025	2,721	+ 4.5%	292	+ 1.4%
Jan-2026	1,899	+ 4.4%	181	+ 1.1%
Feb-2026	2,150	+ 14.9%	237	+ 5.3%
Mar-2026	2,750	+ 13.2%	327	+ 4.8%
Apr-2026	3,070	+ 3.8%	334	+ 9.9%
May-2026	3,446	- 2.4%	338	+ 2.1%
Jun-2026	3,765	+ 4.4%	333	+ 3.1%
Jul-2026	3,616	+ 6.4%	320	+ 7.7%
Aug-2026	3,022	- 8.7%	333	+ 14.8%
Sep-2026	**2,854**	**- 6.2%**	**262**	**- 11.2%**
12-Month Avg	2,896	+ 1.8%	293	+ 5.0%

Historical Closed Sales by Month



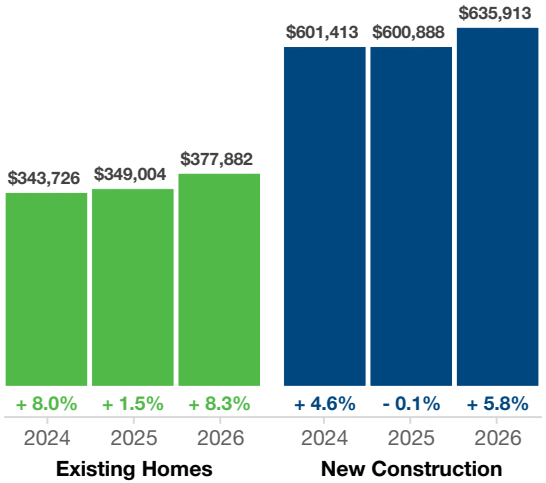
Average Sales Price

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

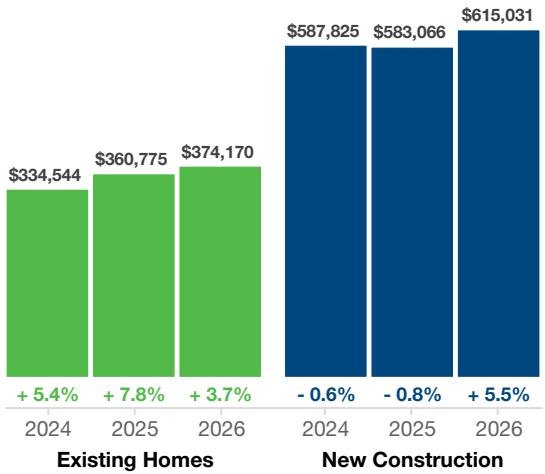
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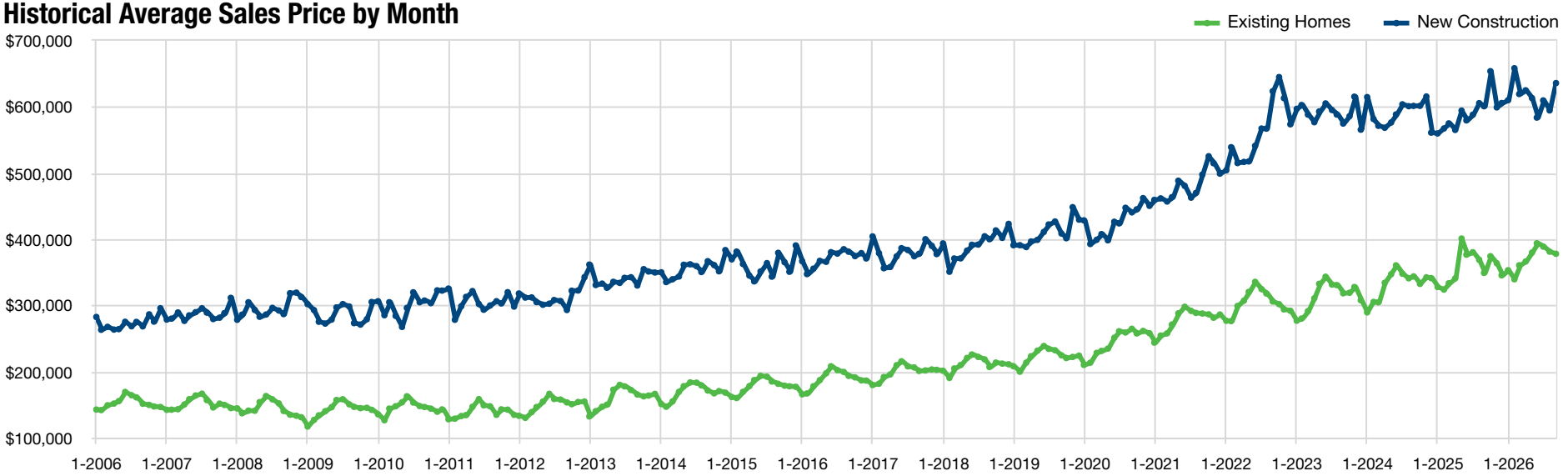
Year to Date



Avg. Sales Price	Existing Homes	Year-Over-Year Change	New Construction	Year-Over-Year Change
Oct-2025	$374,196	+ 12.6%	$653,858	+ 8.7%
Nov-2025	$363,526	+ 6.2%	$599,187	- 2.7%
Dec-2025	$345,307	+ 1.2%	$605,703	+ 8.0%
Jan-2026	$352,972	+ 7.7%	$609,981	+ 9.0%
Feb-2026	$339,326	+ 4.8%	$658,380	+ 16.1%
Mar-2026	$360,550	+ 8.2%	$619,360	+ 7.7%
Apr-2026	$366,242	+ 7.5%	$624,983	+ 10.6%
May-2026	$379,680	- 5.3%	$613,146	+ 3.2%
Jun-2026	$393,729	+ 4.6%	$583,747	+ 0.7%
Jul-2026	$388,738	+ 2.2%	$609,686	+ 3.7%
Aug-2026	$381,128	+ 3.3%	$594,598	- 1.8%
Sep-2026	**$377,882**	**+ 8.3%**	**$635,913**	**+ 5.8%**
12-Month Avg*	$371,165	+ 4.4%	$616,193	+ 5.4%

* Avg. Sales Price for all properties from October 2025 through September 2026. This is not the average of the individual figures above.

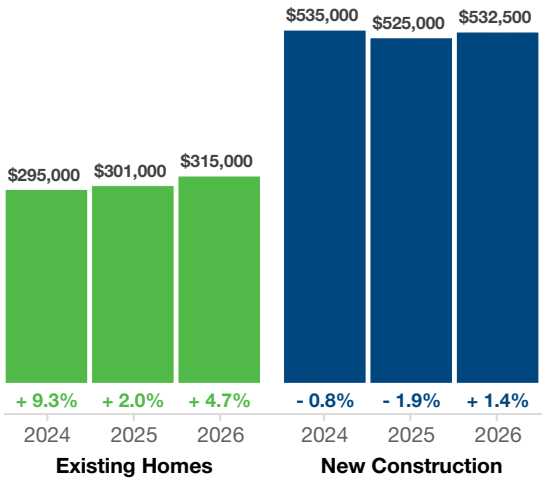
Historical Average Sales Price by Month



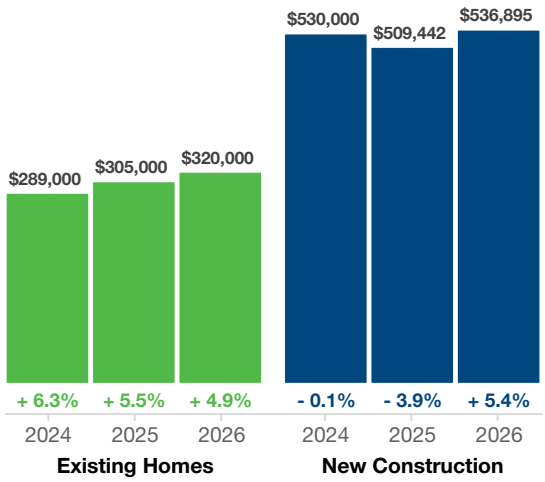
Median Sales Price

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

September



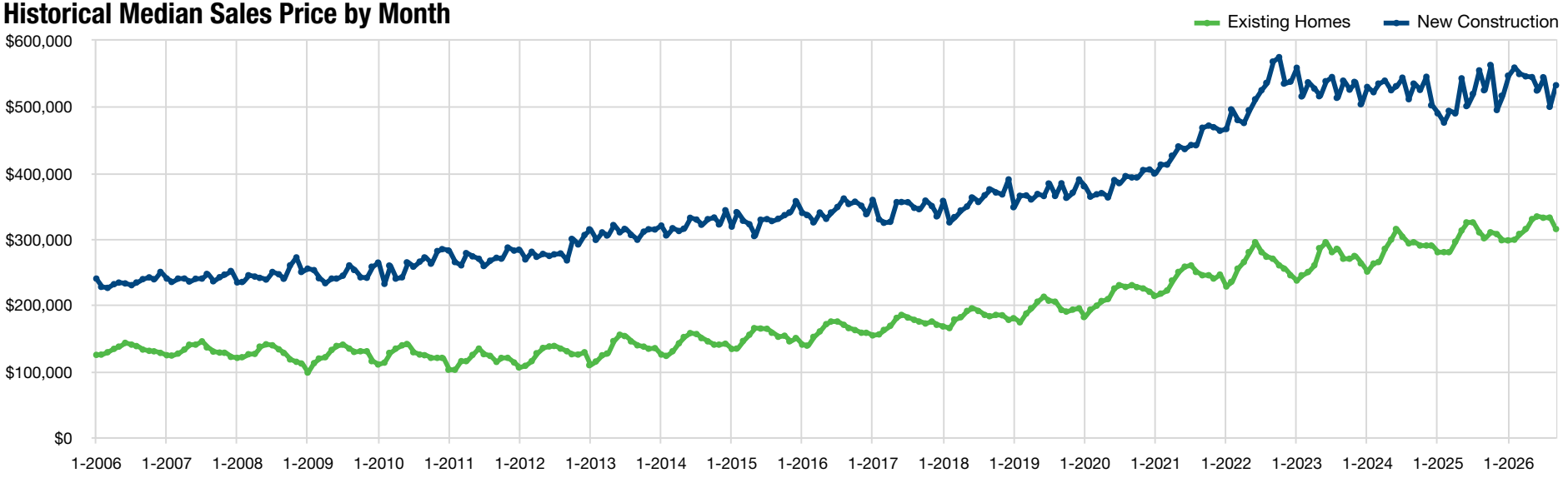
Year to Date



Median Sales Price	Existing Homes	Year-Over-Year Change	New Construction	Year-Over-Year Change
Oct-2025	$310,000	+ 6.9%	$563,152	+ 7.2%
Nov-2025	$307,250	+ 5.9%	$495,034	- 9.2%
Dec-2025	$298,000	+ 2.8%	$516,598	+ 2.9%
Jan-2026	$297,750	+ 6.4%	$546,999	+ 11.6%
Feb-2026	$298,750	+ 6.7%	$559,201	+ 17.5%
Mar-2026	$307,500	+ 9.9%	$549,465	+ 11.3%
Apr-2026	$315,000	+ 6.5%	$545,975	+ 11.4%
May-2026	$330,000	+ 5.5%	$544,775	+ 0.3%
Jun-2026	$334,000	+ 2.8%	$524,555	+ 4.7%
Jul-2026	$332,000	+ 2.2%	$544,581	+ 4.9%
Aug-2026	$332,250	+ 7.2%	$499,900	- 9.9%
Sep-2026	**$315,000**	**+ 4.7%**	**$532,500**	**+ 1.4%**
12-Month Avg*	$317,000	+ 5.7%	$534,890	+ 4.4%

* Median Sales Price for all properties from October 2025 through September 2026. This is not the average of the individual figures above.

Historical Median Sales Price by Month



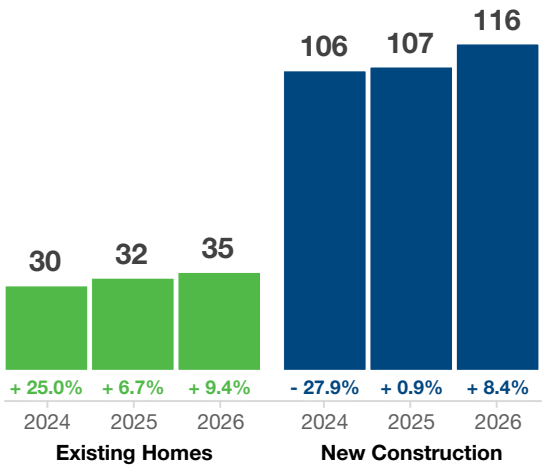
Days on Market Until Sale

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

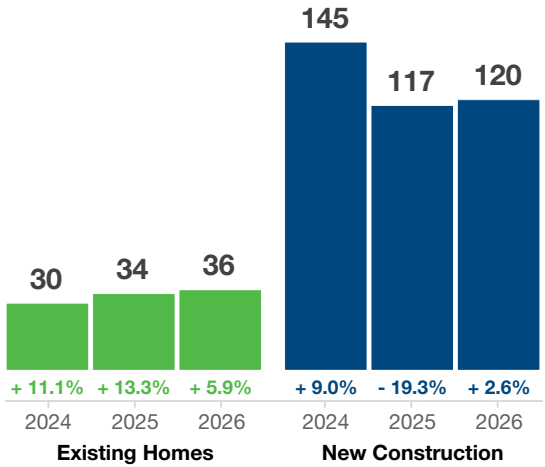
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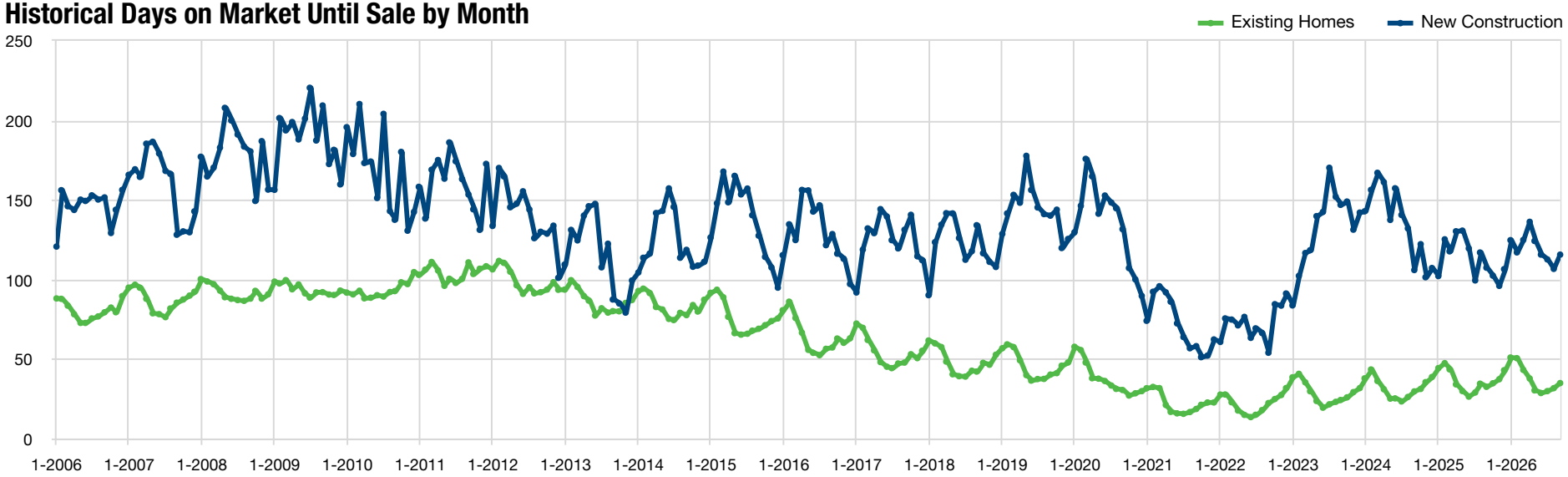
Year to Date



Days on Market	Existing Homes	Year-Over-Year Change	New Construction	Year-Over-Year Change
Oct-2025	35	+ 12.9%	102	- 16.4%
Nov-2025	37	+ 5.7%	96	- 5.0%
Dec-2025	43	+ 10.3%	106	- 0.9%
Jan-2026	51	+ 15.9%	125	+ 22.5%
Feb-2026	51	+ 8.5%	117	- 6.4%
Mar-2026	43	0.0%	125	+ 5.9%
Apr-2026	38	+ 11.8%	136	+ 4.6%
May-2026	30	0.0%	124	- 5.3%
Jun-2026	29	+ 11.5%	116	- 3.3%
Jul-2026	30	+ 3.4%	113	+ 14.1%
Aug-2026	32	- 5.9%	107	- 8.5%
Sep-2026	**35**	**+ 9.4%**	**116**	**+ 8.4%**
12-Month Avg*	36	+ 6.1%	115	- 0.3%

* Days on Market for all properties from October 2025 through September 2026. This is not the average of the individual figures above.

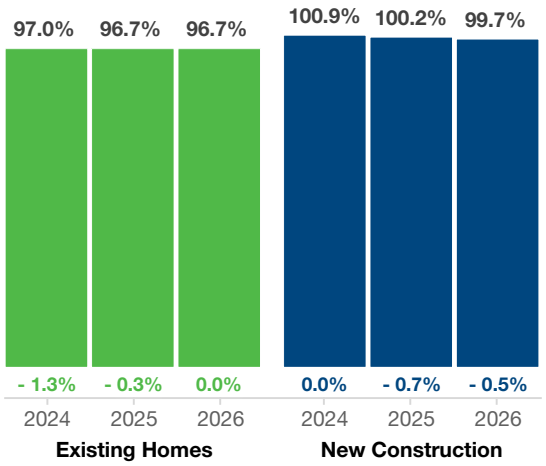
Historical Days on Market Until Sale by Month



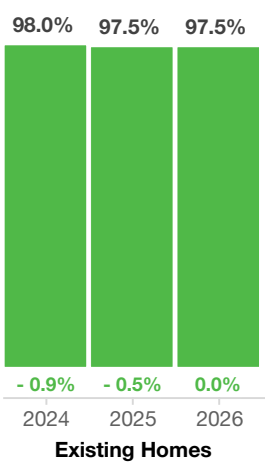
Percentage of Original List Price Received

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.

September



Year to Date

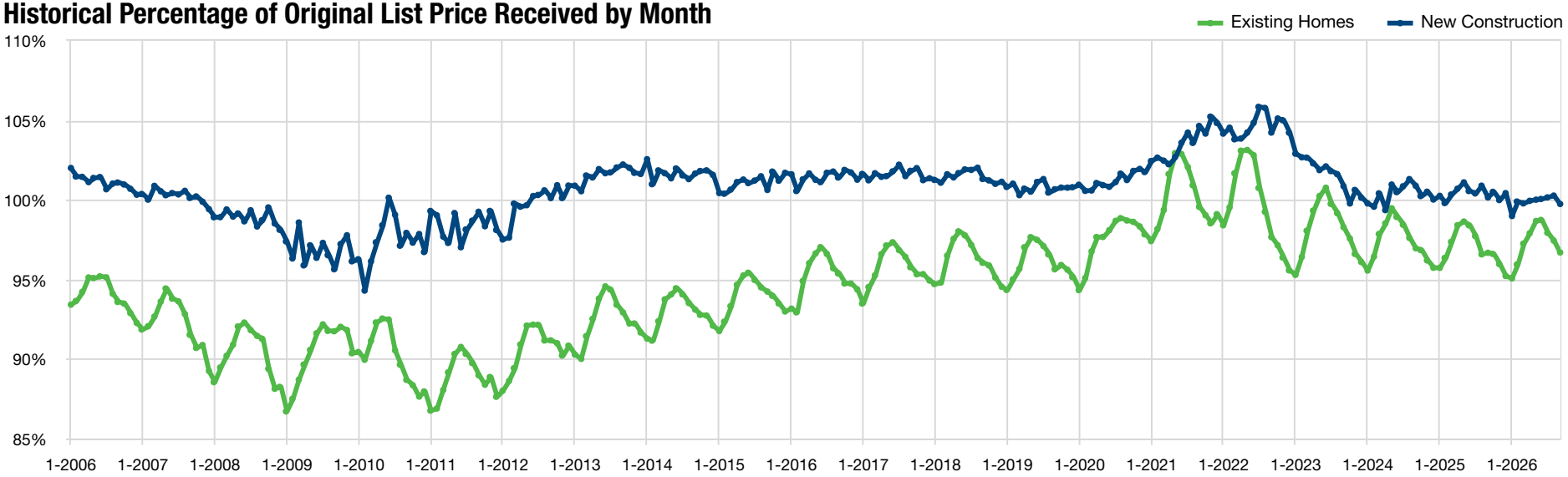




Pct. of Orig. Price Received	Existing Homes	Year-Over-Year Change	New Construction	Year-Over-Year Change
Oct-2025	96.6%	- 0.2%	100.5%	+ 0.3%
Nov-2025	96.0%	- 0.2%	100.0%	- 0.5%
Dec-2025	95.2%	- 0.5%	100.4%	+ 0.4%
Jan-2026	95.1%	- 0.6%	99.0%	- 1.3%
Feb-2026	95.9%	- 0.5%	99.9%	+ 0.1%
Mar-2026	97.2%	- 0.2%	99.8%	- 0.5%
Apr-2026	97.9%	- 0.5%	99.9%	- 0.8%
May-2026	98.7%	+ 0.1%	100.0%	- 1.1%
Jun-2026	98.7%	+ 0.3%	100.1%	- 0.5%
Jul-2026	97.9%	+ 0.2%	100.2%	- 0.2%
Aug-2026	97.4%	+ 0.8%	100.3%	- 0.6%
Sep-2026	**96.7%**	**0.0%**	**99.7%**	**- 0.5%**
12-Month Avg*	97.1%	- 0.0%	100.0%	- 0.4%

* Pct. of Orig. Price Received for all properties from October 2025 through September 2026. This is not the average of the individual figures above.

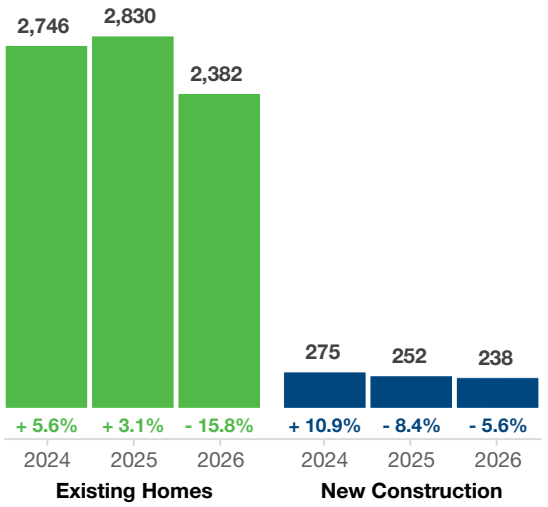
Historical Percentage of Original List Price Received by Month



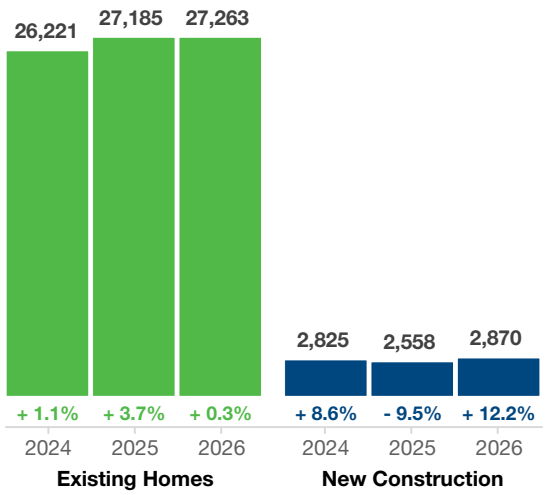
Pending Sales

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

September

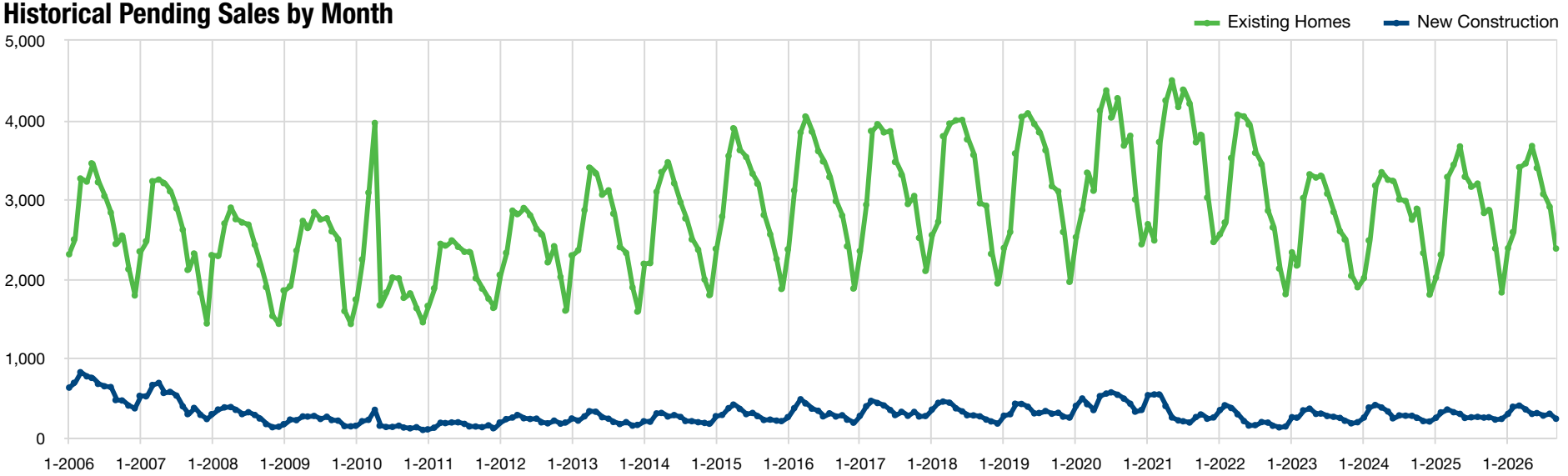


Year to Date



Pending Sales	Existing Homes	Year-Over-Year Change	New Construction	Year-Over-Year Change
Oct-2025	2,867	- 0.6%	256	+ 2.8%
Nov-2025	2,383	+ 2.5%	227	+ 9.1%
Dec-2025	1,829	+ 1.5%	236	+ 16.3%
Jan-2026	2,386	+ 18.3%	299	+ 19.6%
Feb-2026	2,589	+ 12.4%	389	+ 22.3%
Mar-2026	3,406	+ 3.7%	403	+ 13.8%
Apr-2026	3,454	+ 0.5%	355	+ 10.9%
May-2026	3,673	+ 0.1%	299	0.0%
Jun-2026	3,397	+ 3.4%	309	+ 24.6%
Jul-2026	3,068	- 2.9%	277	+ 8.2%
Aug-2026	2,908	- 9.1%	301	+ 15.3%
Sep-2026	**2,382**	**- 15.8%**	**238**	**- 5.6%**
12-Month Avg	2,862	+ 0.4%	299	+ 11.6%

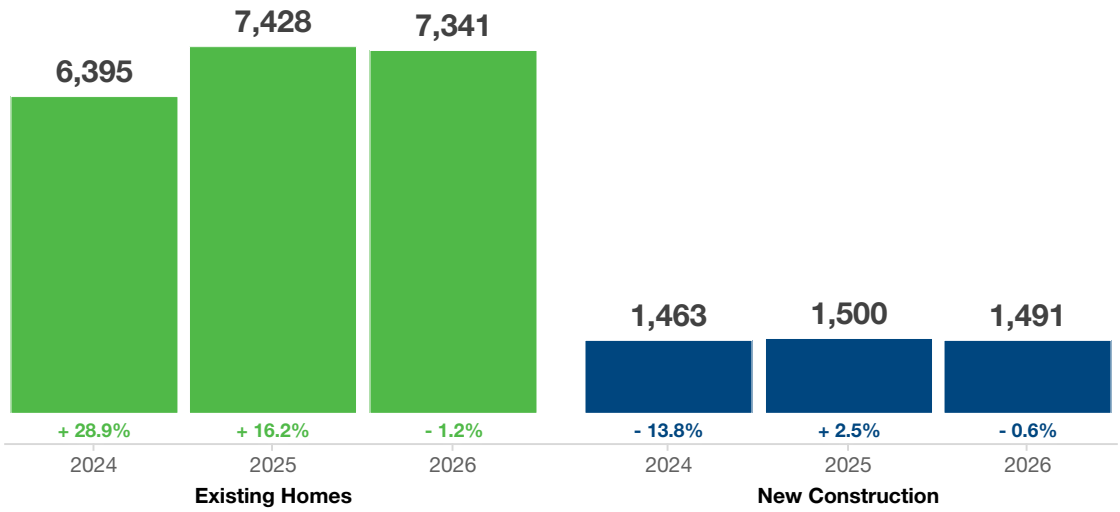
Historical Pending Sales by Month



Inventory

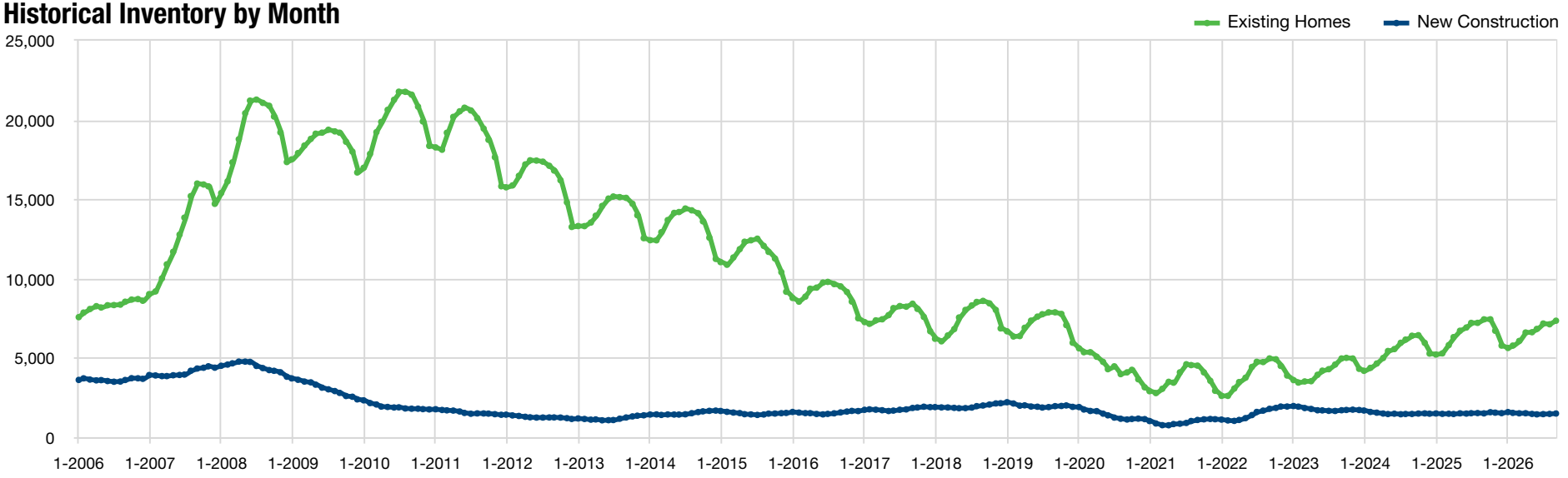
The number of properties available for sale in active status at the end of a given month.

September



Inventory	Existing Homes	Year-Over-Year Change	New Construction	Year-Over-Year Change
Oct-2025	7,431	+ 15.6%	1,573	+ 5.7%
Nov-2025	6,709	+ 12.9%	1,545	+ 3.1%
Dec-2025	5,773	+ 9.6%	1,515	+ 2.4%
Jan-2026	5,624	+ 8.0%	1,582	+ 5.9%
Feb-2026	5,774	+ 9.3%	1,530	+ 4.1%
Mar-2026	6,064	+ 4.5%	1,504	+ 1.8%
Apr-2026	6,598	+ 4.6%	1,509	+ 3.4%
May-2026	6,616	- 1.4%	1,465	- 2.5%
Jun-2026	6,824	- 1.3%	1,439	- 3.2%
Jul-2026	7,164	- 0.6%	1,453	- 3.8%
Aug-2026	7,117	- 1.2%	1,466	- 3.5%
Sep-2026	**7,341**	**- 1.2%**	**1,491**	**- 0.6%**
12-Month Avg	6,586	+ 4.4%	1,506	+ 1.0%

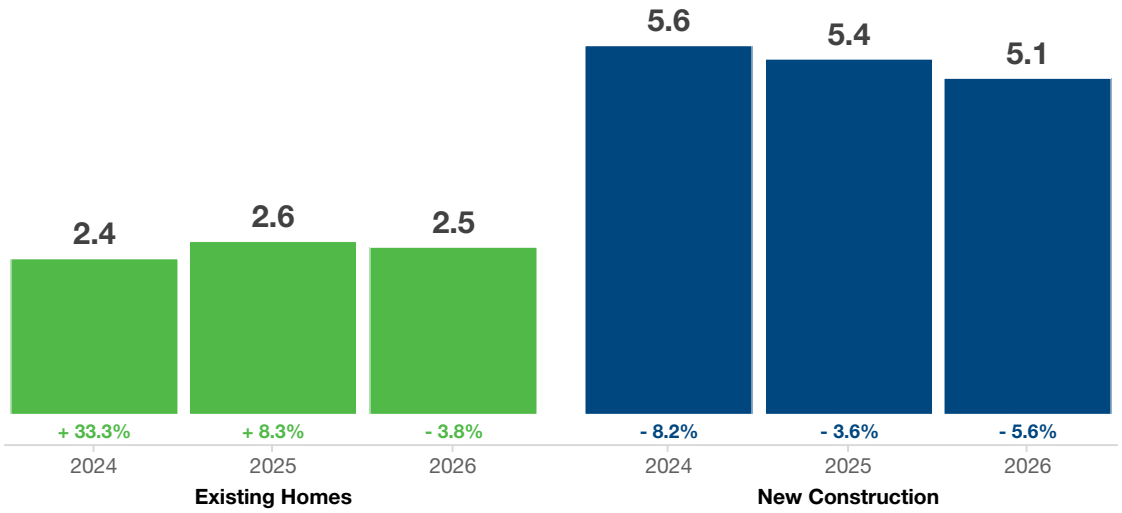
Historical Inventory by Month



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.

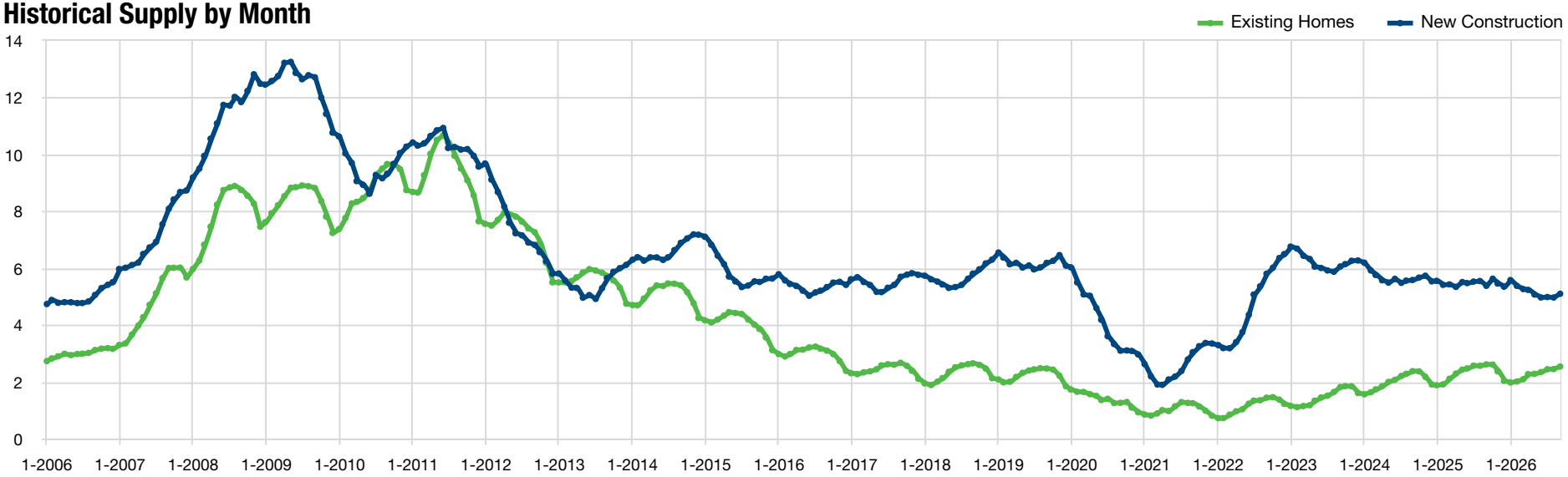
September



Supply	Existing Homes	Year-Over-Year Change	New Construction	Year-Over-Year Change
Oct-2025	2.6	+ 8.3%	5.6	- 1.8%
Nov-2025	2.4	+ 9.1%	5.5	- 3.5%
Dec-2025	2.0	+ 5.3%	5.3	- 3.6%
Jan-2026	2.0	+ 5.3%	5.6	0.0%
Feb-2026	2.0	+ 5.3%	5.4	0.0%
Mar-2026	2.1	0.0%	5.3	- 1.9%
Apr-2026	2.3	0.0%	5.2	- 1.9%
May-2026	2.3	- 4.2%	5.1	- 7.3%
Jun-2026	2.3	- 8.0%	5.0	- 9.1%
Jul-2026	2.4	- 7.7%	5.0	- 9.1%
Aug-2026	2.4	- 7.7%	5.0	- 9.1%
Sep-2026	**2.5**	**- 3.8%**	**5.1**	**- 5.6%**
12-Month Avg*	2.3	+ 0.5%	5.2	- 4.7%

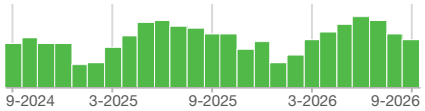
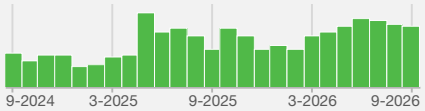
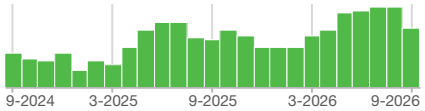
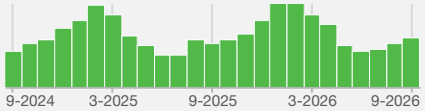
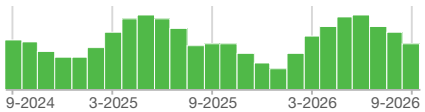
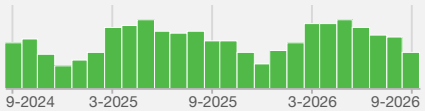
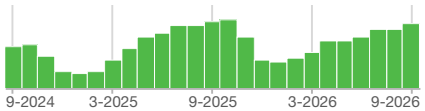
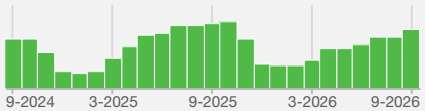
* Supply for all properties from October 2025 through September 2026. This is not the average of the individual figures above.

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	9-2025	9-2026	% Change	YTD 2025	YTD 2026	% Change
Closed Sales		3,338	**3,116**	- 6.7%	28,527	**29,237**	+ 2.5%
Average Sales Price		$371,167	**$399,619**	+ 7.7%	$380,660	**$396,154**	+ 4.1%
Median Sales Price		$321,000	**$332,000**	+ 3.4%	$320,000	**$335,000**	+ 4.7%
Days on Market Until Sale		39	**42**	+ 7.7%	42	**44**	+ 4.8%
Pct. of Orig. Price Received		97.0%	**97.0%**	0.0%	97.8%	**97.7%**	- 0.1%
Pending Sales		3,082	**2,620**	- 15.0%	29,743	**30,133**	+ 1.3%
Inventory		8,928	**8,832**	- 1.1%	—	**—**	—
Supply		2.9	**2.8**	- 3.4%	—	**—**	—