

Monthly Indicators



September 2024

U.S. existing-home sales slid 2.5% month-over-month and 4.2% year-over-year to a seasonally adjusted annual rate of 3.86 million units, according to the National Association of REALTORS® (NAR). Meanwhile, home prices have continued to reach record heights nationwide, with NAR reporting a median sales price of \$416,700 as of last measure, a 3.1% increase from the same time last year and a new high for the month.

Closed Sales decreased 5.1 percent for existing homes and 3.7 percent for new homes. Pending Sales increased 7.2 percent for existing homes and 8.1 percent for new homes. Inventory increased 14.2 percent for existing homes but decreased 15.6 percent for new homes.

The Median Sales Price was up 9.3 percent to \$295,000 for existing homes but decreased 1.3 percent to \$532,500 for new homes. Days on Market increased 25.0 percent for existing homes but decreased 27.9 percent for new homes. Supply increased 15.8 percent for existing homes but increased 10.0 percent for new homes.

Amid slower home sales, inventory has continued to grow across the country. According to NAR, there were 1.35 million units for sale heading into September, a 0.7% increase from the previous month and a 22.7% jump from the same time last year. And while monthly existing-home sales were lower than expected this period, NAR Chief Economist Lawrence Yun believes that the rise in inventory, along with lower mortgage rates, should help sales improve in the months ahead.

Quick Facts

- 4.9%

+ 7.7%

+ 8.7%

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	9-2023	9-2024	Percent Change	YTD 2023	YTD 2024	Percent Change
Closed Sales		2,748	2,609	- 5.1%	24,953	24,994	+ 0.2%
Average Sales Price		\$318,193	\$343,801	+ 8.0%	\$317,779	\$334,475	+ 5.3%
Median Sales Price		\$270,000	\$295,000	+ 9.3%	\$272,500	\$289,000	+ 6.1%
Days on Market		24	30	+ 25.0%	27	30	+ 11.1%
Pct. of Orig. Price Received		98.3%	97.0%	- 1.3%	98.9%	98.0%	- 0.9%
Pending Sales		2,600	2,787	+ 7.2%	25,891	26,304	+ 1.6%
Inventory		5,164	5,896	+ 14.2%	--	--	--
Supply		1.9	2.2	+ 15.8%	--	--	--

New Homes Market Overview

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



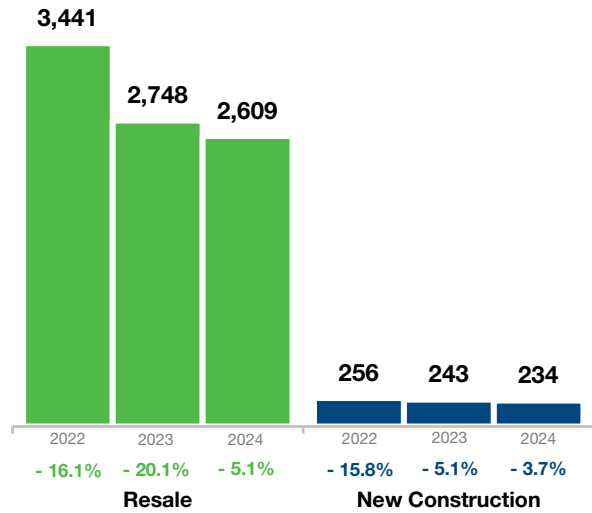
Key Metrics	Historical Sparkbars	9-2023	9-2024	Percent Change	YTD 2023	YTD 2024	Percent Change
Closed Sales		243	234	- 3.7%	2,543	2,416	- 5.0%
Average Sales Price		\$574,713	\$601,612	+ 4.7%	\$591,540	\$588,304	- 0.5%
Median Sales Price		\$539,450	\$532,500	- 1.3%	\$531,558	\$530,000	- 0.3%
Days on Market		147	106	- 27.9%	133	145	+ 9.0%
Pct. of Orig. Price Received		100.9%	100.9%	0.0%	102.1%	100.5%	- 1.6%
Pending Sales		248	268	+ 8.1%	2,601	2,811	+ 8.1%
Inventory		1,688	1,425	- 15.6%	--	--	--
Supply		6.0	5.4	- 10.0%	--	--	--

Closed Sales

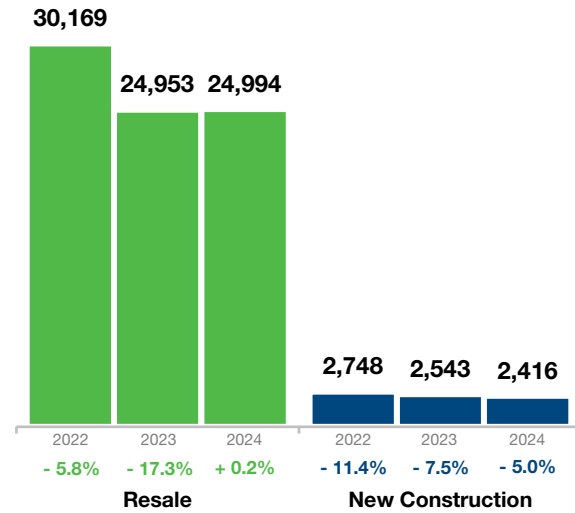
A count of the actual sales that closed in a given month.



September

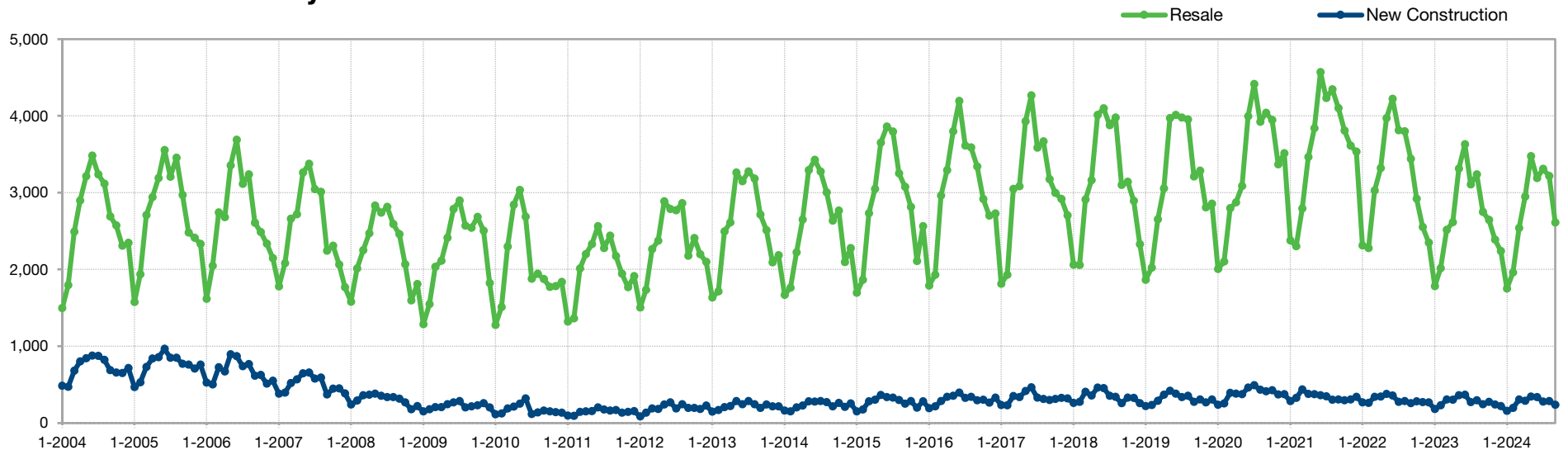


Year to Date



Closed Sales	Resale	Year-Over-Year Change	New Construction	Year-Over-Year Change
Oct-2023	2,644	-9.5%	272	-2.9%
Nov-2023	2,385	-6.5%	239	-11.2%
Dec-2023	2,239	-4.6%	219	-17.4%
Jan-2024	1,751	-1.6%	157	-12.3%
Feb-2024	1,959	-2.7%	194	-14.5%
Mar-2024	2,537	+0.9%	306	0.0%
Apr-2024	2,949	+12.8%	288	-4.0%
May-2024	3,475	+4.9%	341	-5.3%
Jun-2024	3,189	-12.1%	334	-8.5%
Jul-2024	3,309	+6.6%	277	+3.0%
Aug-2024	3,216	-0.7%	285	-3.1%
Sep-2024	2,609	-5.1%	234	-3.7%
12-Month Avg	2,689	-1.6%	262	-6.3%

Historical Closed Sales by Month



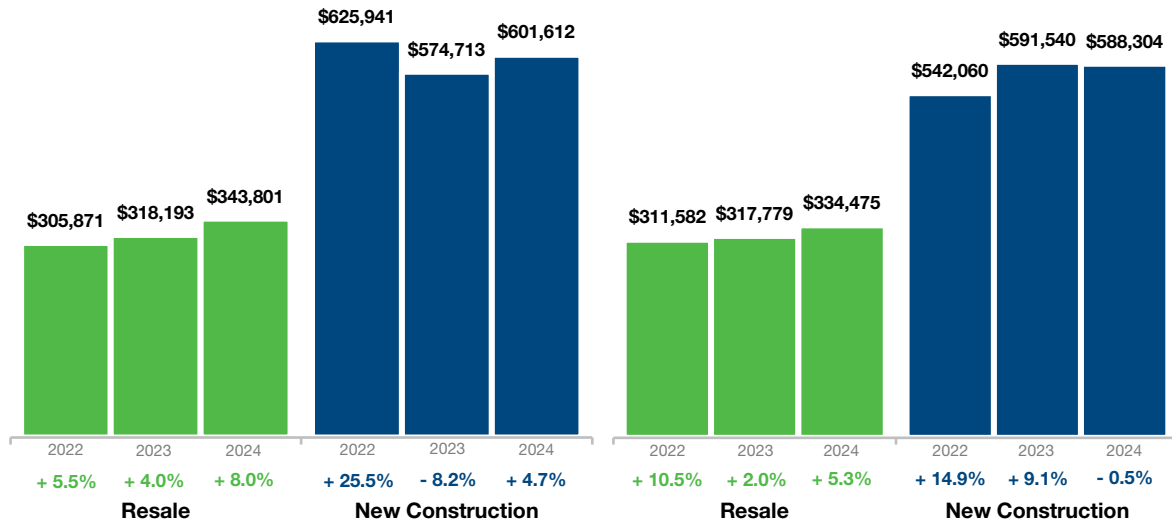
Average Sales Price

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



September

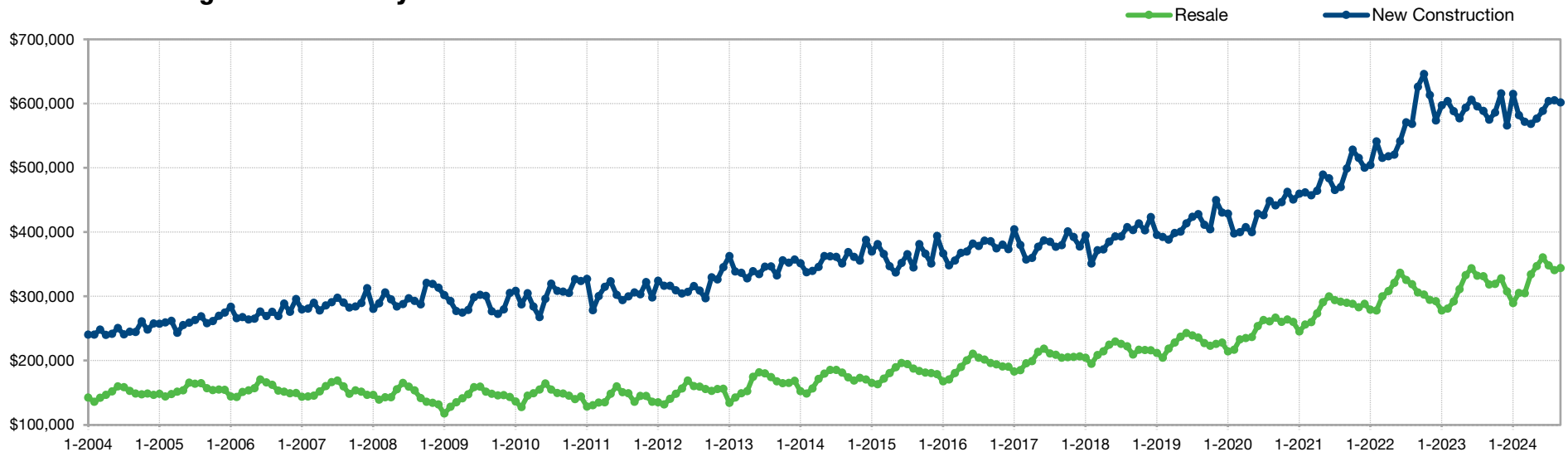
Year to Date



Avg. Sales Price	Resale	Year-Over-Year Change	New Construction	Year-Over-Year Change
Oct-2023	\$319,121	+5.5%	\$585,836	-9.3%
Nov-2023	\$327,791	+11.4%	\$615,364	+0.4%
Dec-2023	\$307,505	+5.3%	\$565,469	-1.4%
Jan-2024	\$289,298	+4.2%	\$614,704	+3.0%
Feb-2024	\$305,142	+8.7%	\$581,592	-3.7%
Mar-2024	\$304,541	+4.4%	\$571,304	-2.8%
Apr-2024	\$334,018	+7.4%	\$568,207	-1.5%
May-2024	\$346,845	+4.2%	\$576,341	-2.9%
Jun-2024	\$360,217	+4.9%	\$588,487	-2.9%
Jul-2024	\$348,073	+4.9%	\$603,786	+1.4%
Aug-2024	\$340,588	+2.9%	\$605,015	+2.8%
Sep-2024	\$343,801	+8.0%	\$601,612	+4.7%
12-Month Avg*	\$330,852	+5.8%	\$588,557	-1.3%

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

Historical Average Sales Price by Month

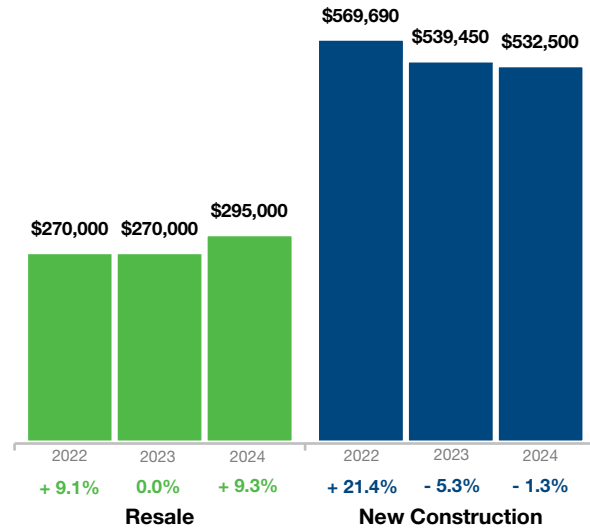


Median Sales Price

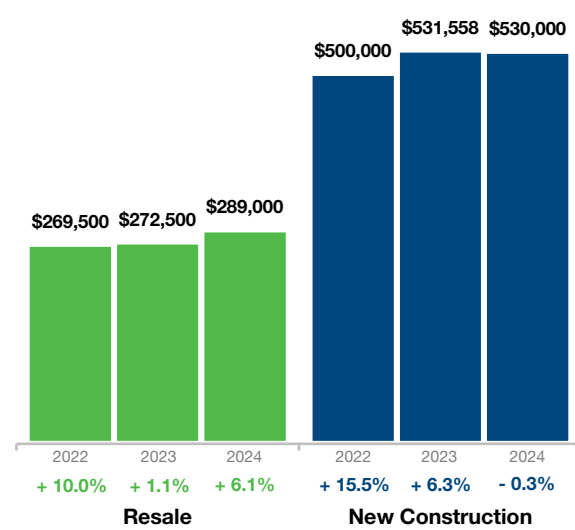
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



September



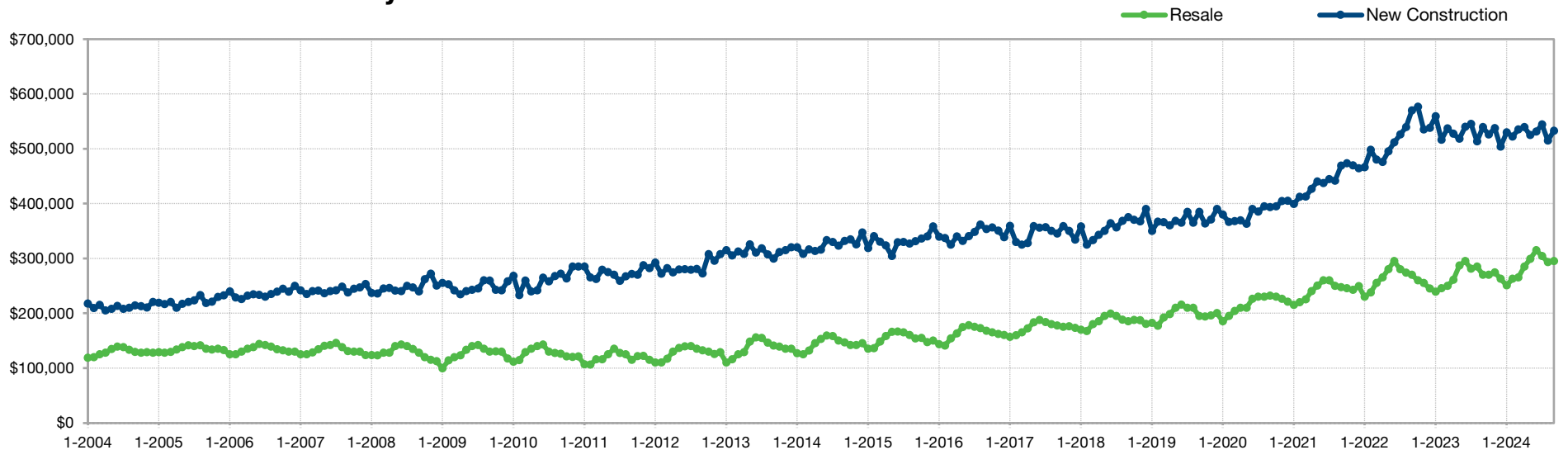
Year to Date



Median Sales Price	Resale	Year-Over-Year Change	New Construction	Year-Over-Year Change
Oct-2023	\$270,000	+3.8%	\$525,845	-8.8%
Nov-2023	\$274,300	+7.6%	\$537,538	+0.5%
Dec-2023	\$263,000	+7.3%	\$503,796	-6.3%
Jan-2024	\$250,556	+4.8%	\$529,900	-5.2%
Feb-2024	\$262,750	+7.1%	\$521,975	+1.1%
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%	\$531,065	-1.7%
Jul-2024	\$304,000	+8.2%	\$543,948	-0.2%
Aug-2024	\$293,000	+2.8%	\$514,900	+0.3%
Sep-2024	\$295,000	+9.3%	\$532,500	-1.3%
12-Month Avg*	\$285,000	+6.3%	\$529,428	-1.0%

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

Historical Median Sales Price by Month



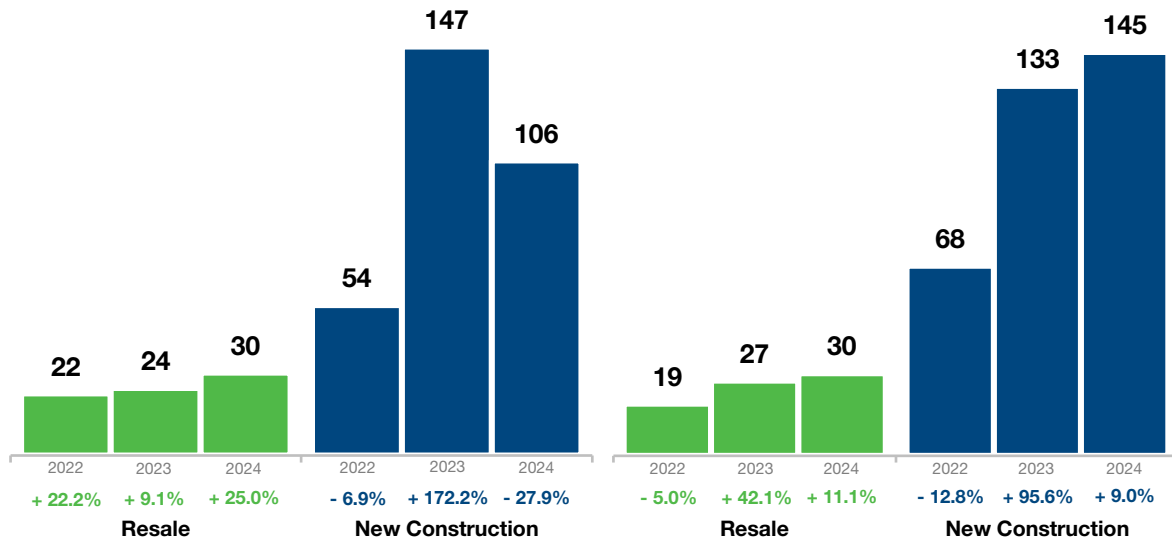
Days on Market Until Sale

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



September

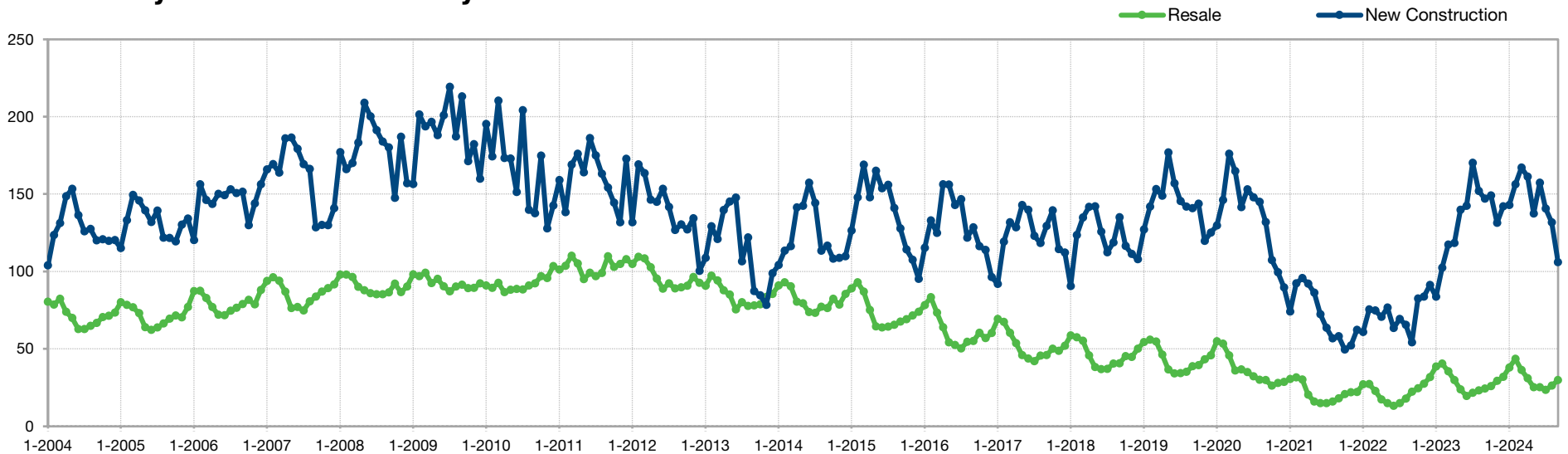
Year to Date



Days on Market	Resale	Year-Over-Year Change	New Construction	Year-Over-Year Change
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%	156	+52.9%
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%	157	+10.6%
Jul-2024	23	+4.5%	141	-17.1%
Aug-2024	26	+13.0%	132	-13.2%
Sep-2024	30	+25.0%	106	-27.9%
12-Month Avg*	29	+8.6%	144	+18.8%

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

Historical Days on Market Until Sale by Month



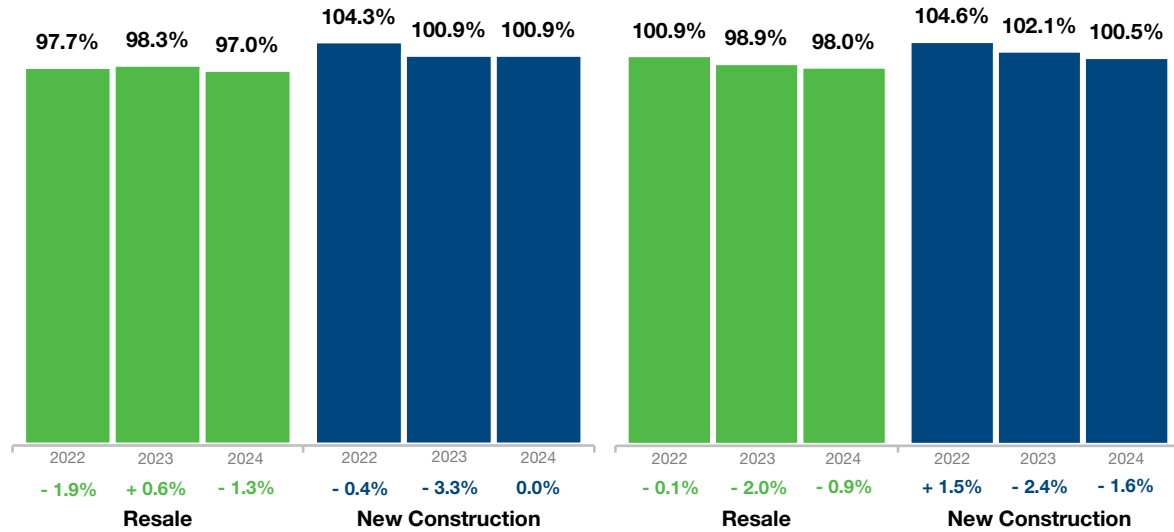
Percentage of Original List Price Received

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.



September

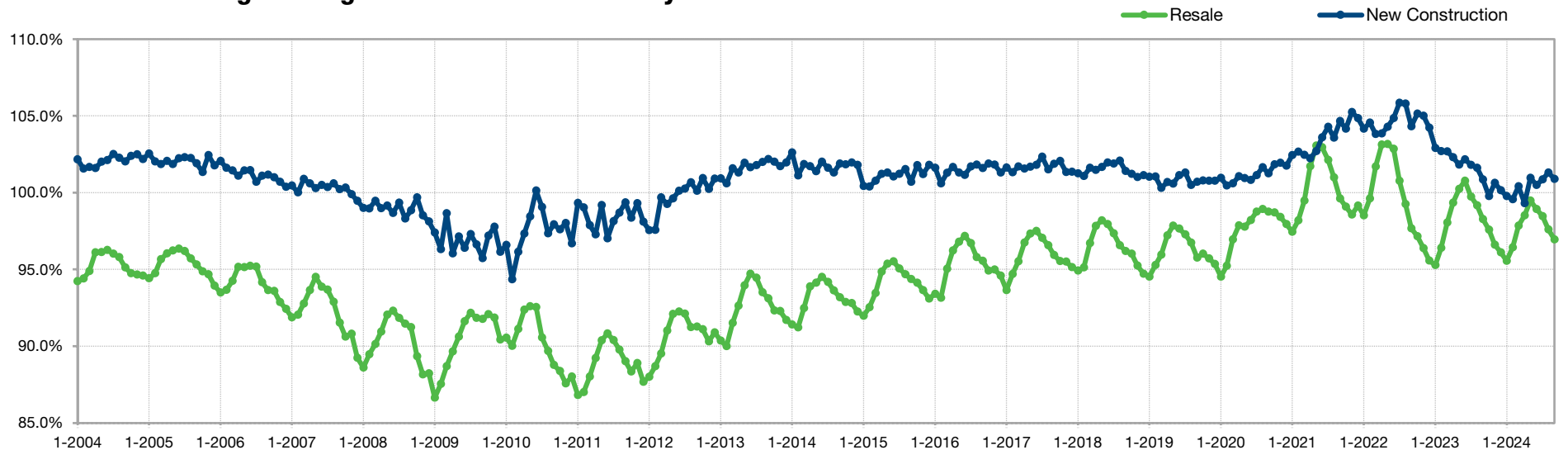
Year to Date



Pct. of Orig. Price Received	Resale	Year-Over-Year Change	New Construction	Year-Over-Year Change
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%	101.0%	-0.8%
Jun-2024	98.9%	-1.9%	100.5%	-1.7%
Jul-2024	98.5%	-1.2%	100.9%	-0.9%
Aug-2024	97.6%	-1.6%	101.3%	-0.3%
Sep-2024	97.0%	-1.3%	100.9%	0.0%
12-Month Avg*	97.7%	-0.6%	100.4%	-2.3%

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

Historical Percentage of Original List Price Received by Month

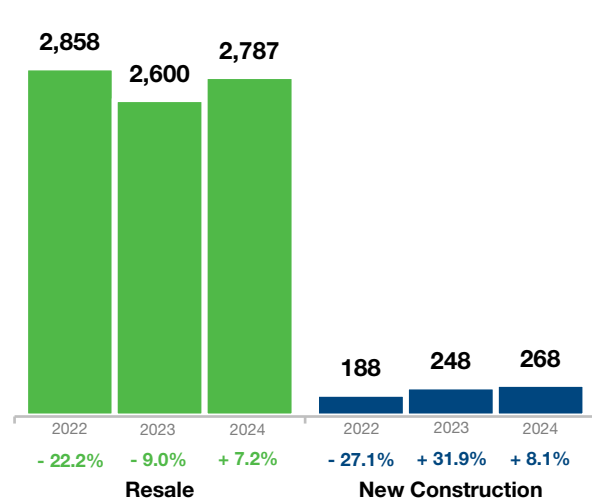


Pending Sales

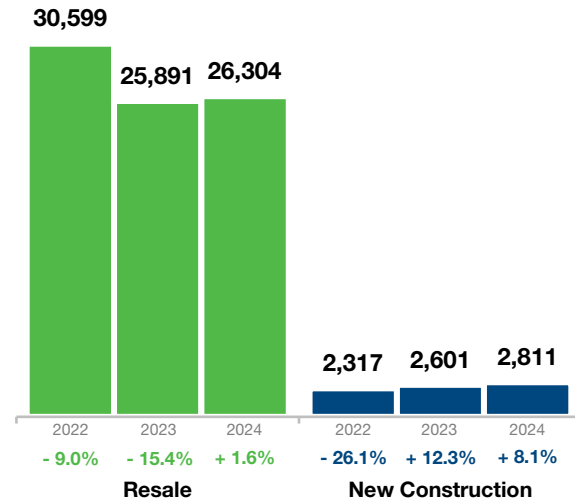
A count of the properties on which offers have been accepted in a given month.



September

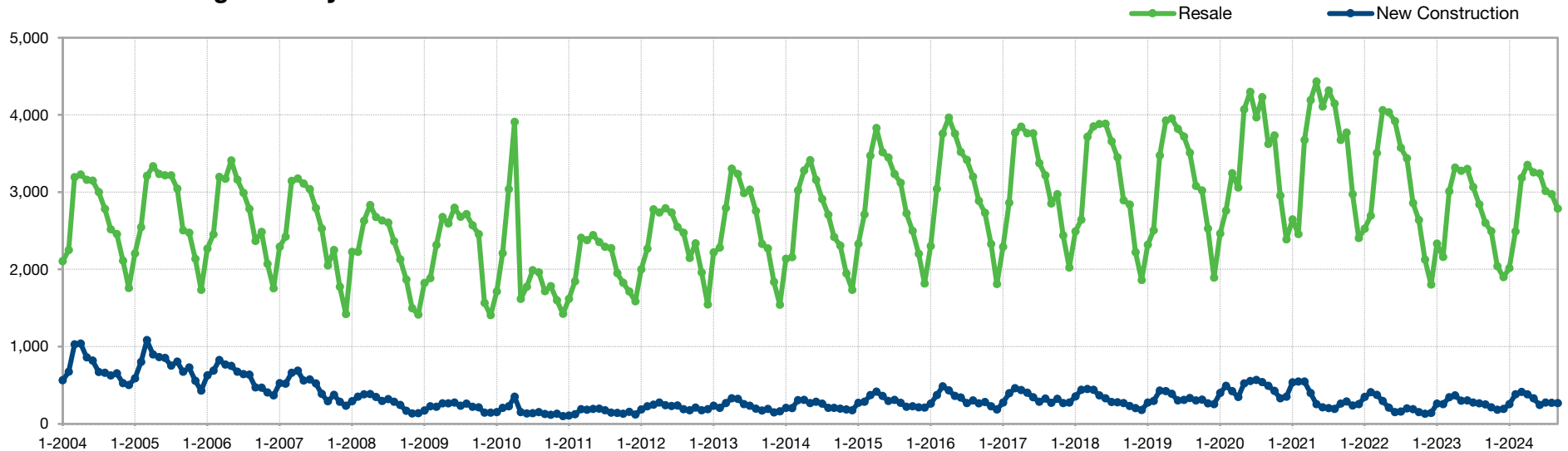


Year to Date



Pending Sales	Resale	Year-Over-Year Change	New Construction	Year-Over-Year Change
Oct-2023	2,494	-5.5%	213	+43.0%
Nov-2023	2,040	-4.0%	180	+40.6%
Dec-2023	1,897	+5.3%	190	+35.7%
Jan-2024	2,015	-13.5%	253	-1.9%
Feb-2024	2,490	+15.3%	379	+50.4%
Mar-2024	3,181	+5.7%	411	+20.2%
Apr-2024	3,350	+1.1%	380	+4.1%
May-2024	3,254	-0.6%	330	+10.7%
Jun-2024	3,241	-1.8%	244	-19.2%
Jul-2024	3,014	-1.6%	275	+0.7%
Aug-2024	2,972	+4.6%	271	+3.0%
Sep-2024	2,787	+7.2%	268	+8.1%
12-Month Avg	2,728	+0.9%	283	+12.5%

Historical Pending Sales by Month

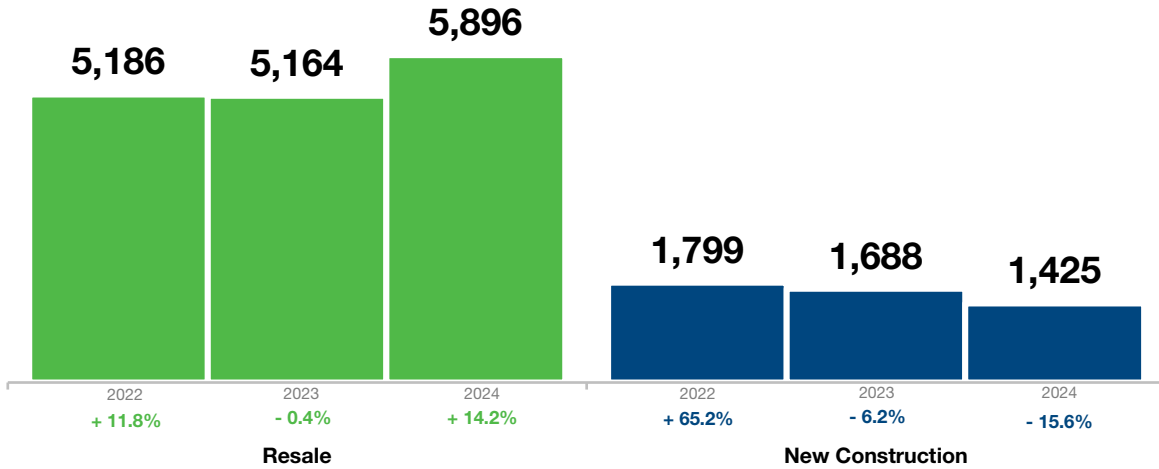


Inventory

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

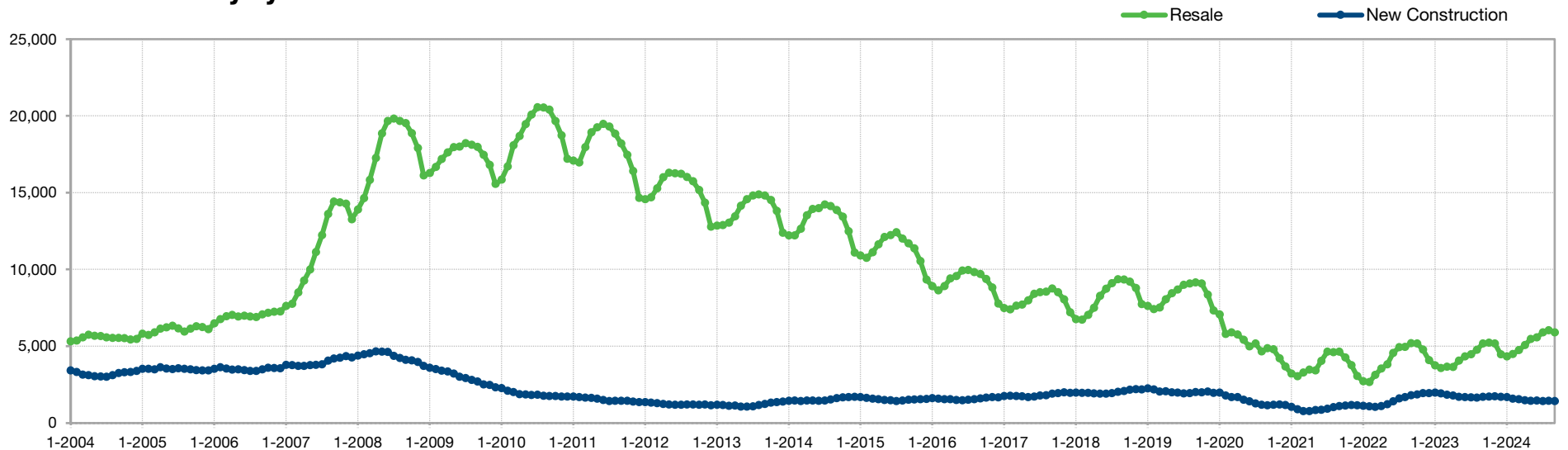


September



Inventory	Resale	Year-Over-Year Change	New Construction	Year-Over-Year Change
Oct-2023	5,216	+0.8%	1,706	-8.0%
Nov-2023	5,178	+8.3%	1,720	-11.1%
Dec-2023	4,463	+9.2%	1,694	-12.7%
Jan-2024	4,323	+15.5%	1,669	-15.1%
Feb-2024	4,481	+25.4%	1,579	-17.9%
Mar-2024	4,740	+29.9%	1,536	-16.3%
Apr-2024	5,059	+38.8%	1,478	-16.7%
May-2024	5,467	+34.8%	1,442	-14.9%
Jun-2024	5,564	+28.6%	1,457	-13.4%
Jul-2024	5,900	+32.3%	1,422	-14.3%
Aug-2024	6,034	+26.7%	1,430	-13.1%
Sep-2024	5,896	+14.2%	1,425	-15.6%
12-Month Avg*	5,193	+21.2%	1,547	-14.1%

Historical Inventory by Month

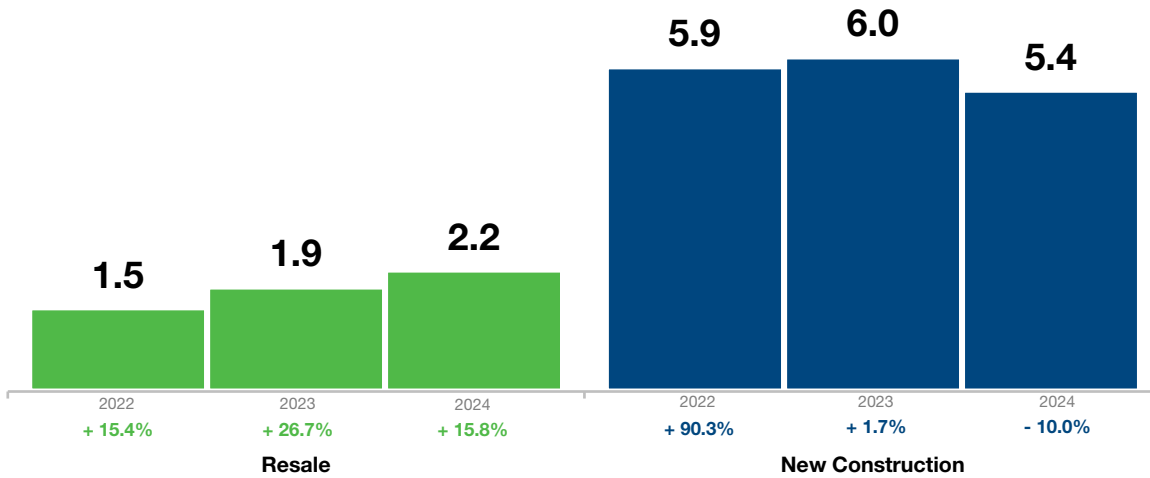


Supply

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.



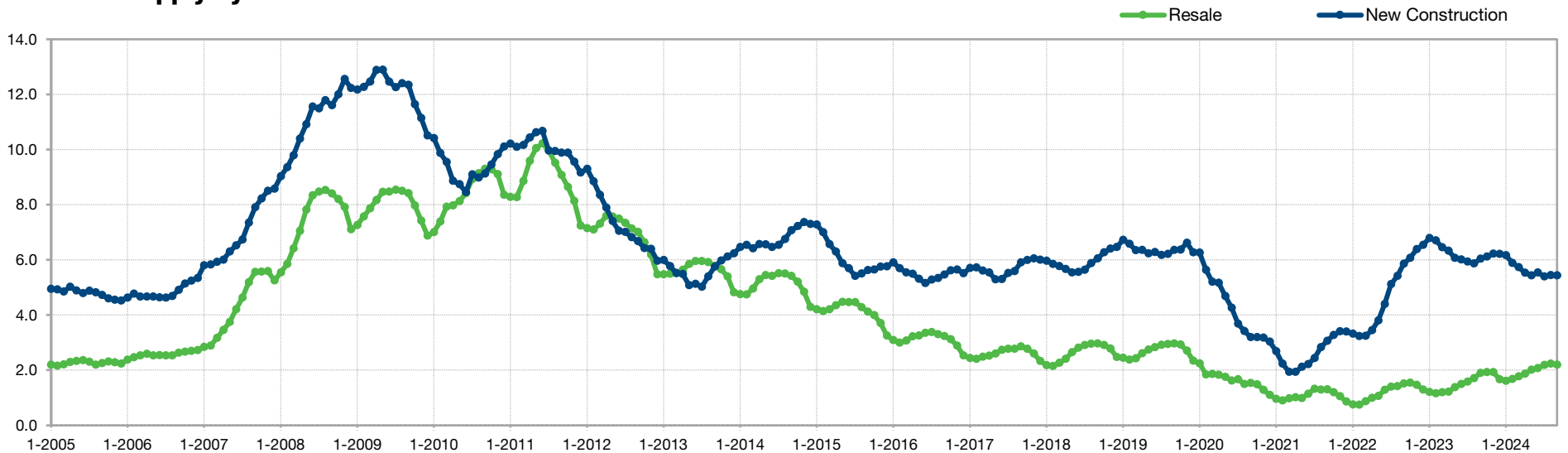
September



Supply	Resale	Year-Over-Year Change	New Construction	Year-Over-Year Change
Oct-2023	1.9	+26.7%	6.1	0.0%
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%	6.2	-8.8%
Feb-2024	1.7	+41.7%	5.9	-11.9%
Mar-2024	1.8	+50.0%	5.7	-12.3%
Apr-2024	1.9	+58.3%	5.5	-12.7%
May-2024	2.0	+42.9%	5.4	-11.5%
Jun-2024	2.1	+40.0%	5.5	-8.3%
Jul-2024	2.2	+37.5%	5.4	-8.5%
Aug-2024	2.2	+29.4%	5.4	-8.5%
Sep-2024	2.2	+15.8%	5.4	-10.0%
12-Month Avg*	1.9	+35.2%	5.8	-8.1%

* Supply for all properties from October 2023 through September 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	9-2023	9-2024	Percent Change	YTD 2023	YTD 2024	Percent Change
Closed Sales		2,991	2,843	- 4.9%	27,496	27,410	- 0.3%
Average Sales Price		\$339,004	\$365,051	+ 7.7%	\$343,133	\$356,894	+ 4.0%
Median Sales Price		\$289,000	\$309,500	+ 7.1%	\$290,000	\$305,000	+ 5.2%
Days on Market		34	36	+ 5.9%	37	40	+ 8.1%
Pct. of Orig. Price Received		98.5%	97.3%	- 1.2%	99.2%	98.2%	- 1.0%
Pending Sales		2,848	3,055	+ 7.3%	28,492	29,115	+ 2.2%
Inventory		6,852	7,321	+ 6.8%	--	--	--
Supply		2.3	2.5	+ 8.7%	--	--	--