

# Monthly Indicators



## August 2025

U.S. existing-home sales rose 2.0% month-over-month and 0.8% year-over-year to a seasonally adjusted annual rate of 4.01 million units, according to the National Association of REALTORS® (NAR). Economists polled by Reuters had forecast a rate of 3.92 million units. Regionally, sales increased on a monthly basis in the West, South, and Northeast, but declined in the Midwest.

Closed Sales increased 1.3 percent for Existing Homes homes but decreased 1.4 percent for New Construction homes. Pending Sales increased 1.1 percent for Existing Homes homes but decreased 4.7 percent for New Construction homes. Inventory increased 11.9 percent for Existing Homes homes and 1.1 percent for New Construction homes.

Median Sales Price increased 5.7 percent to \$310,000 for Existing Homes homes and 8.5 percent to \$555,000 for New Construction homes. Days on Market increased 34.6 percent for Existing Homes homes but decreased 11.4 percent for New Construction homes. Months Supply of Inventory increased 8.7 percent for Existing Homes homes but decreased 1.8 percent for New Construction homes.

Nationally, 1.55 million units were listed for sale heading into August, up 0.6% from the previous month and 15.7% higher than the same time last year, representing a 4.6-month supply at the current sales pace, according to NAR. Inventory is now at its highest level since May 2020, a shift that has helped slow price growth in many markets. As a result, the national median existing-home sales price edged up just 0.2% year-over-year to \$422,400.

## Quick Facts

+ 1.1%	+ 7.4%	+ 3.8%
Change in Closed Sales Combined	Change in Avg. Sales Price Combined	Change in Supply Combined

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.

Existing Homes Market Overview	2
New Homes Market Overview	3
Closed Sales	4
Average Sales Price	5
Median Sales Price	6
Days on Market Until Sale	7
Percentage of Original List Price Received	8
Pending Sales	9
Inventory	10
Supply	11
New and Existing Homes Combined Activity Overview	12



# 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	8-2024	8-2025	% Change	YTD 2024	YTD 2025	% Change
Closed Sales		3,224	3,266	+ 1.3%	22,403	22,897	+ 2.2%
Average Sales Price		\$340,794	\$370,169	+ 8.6%	\$333,443	\$362,943	+ 8.8%
Median Sales Price		\$293,250	\$310,000	+ 5.7%	\$288,000	\$305,000	+ 5.9%
Days on Market Until Sale		26	35	+ 34.6%	30	35	+ 16.7%
Pct. of Orig. Price Received		97.6%	96.6%	- 1.0%	98.1%	97.6%	- 0.5%
Pending Sales		2,979	3,011	+ 1.1%	23,482	24,250	+ 3.3%
Inventory		6,164	6,898	+ 11.9%	—	—	—
Supply		2.3	2.5	+ 8.7%	—	—	—

# 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.



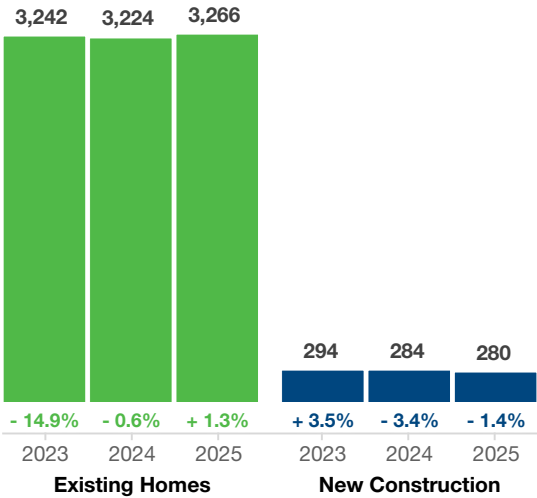
Key Metrics	Historical Sparkbars	8-2024	8-2025	% Change	YTD 2024	YTD 2025	% Change
Closed Sales		284	280	- 1.4%	2,181	2,215	+ 1.6%
Average Sales Price		\$600,962	\$607,332	+ 1.1%	\$586,361	\$579,952	- 1.1%
Median Sales Price		\$511,400	\$555,000	+ 8.5%	\$529,950	\$505,275	- 4.7%
Days on Market Until Sale		132	117	- 11.4%	150	119	- 20.7%
Pct. of Orig. Price Received		101.3%	100.9%	- 0.4%	100.4%	100.5%	+ 0.1%
Pending Sales		276	263	- 4.7%	2,547	2,298	- 9.8%
Inventory		1,446	1,462	+ 1.1%	—	—	—
Supply		5.5	5.4	- 1.8%	—	—	—

# Closed Sales

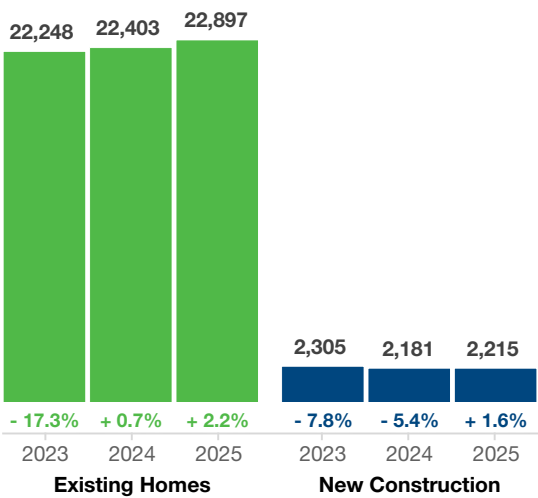
A count of the actual sales that closed in a given month.



## August

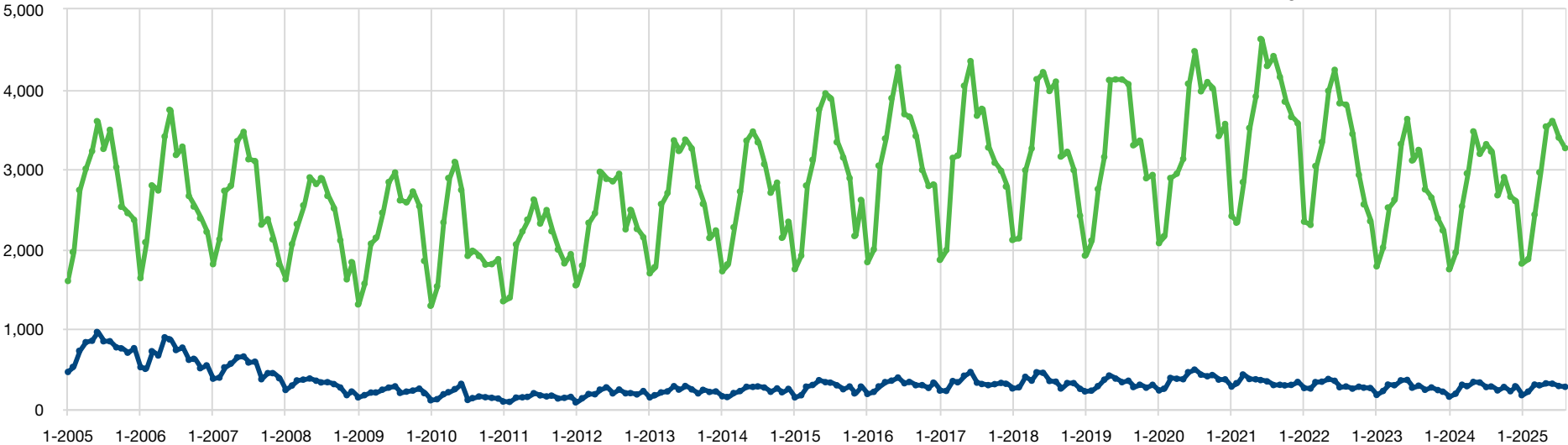


## Year to Date



Closed Sales	Existing Homes	Year-Over-Year Change	New Construction	Year-Over-Year Change
Sep-2024	2,676	- 2.7%	235	- 3.3%
Oct-2024	2,902	+ 9.7%	278	+ 2.2%
Nov-2024	2,658	+ 11.4%	225	- 5.9%
Dec-2024	2,604	+ 16.4%	287	+ 31.1%
Jan-2025	1,822	+ 4.1%	176	+ 12.1%
Feb-2025	1,877	- 4.2%	220	+ 13.4%
Mar-2025	2,434	- 4.1%	308	+ 0.7%
Apr-2025	2,962	+ 0.4%	299	+ 3.8%
May-2025	3,535	+ 1.8%	323	- 5.3%
Jun-2025	3,604	+ 12.8%	319	- 4.5%
Jul-2025	3,397	+ 2.5%	290	+ 4.7%
Aug-2025	3,266	+ 1.3%	280	- 1.4%
12-Month Avg	2,811	+ 4.0%	270	+ 2.7%

## Historical Closed Sales by Month



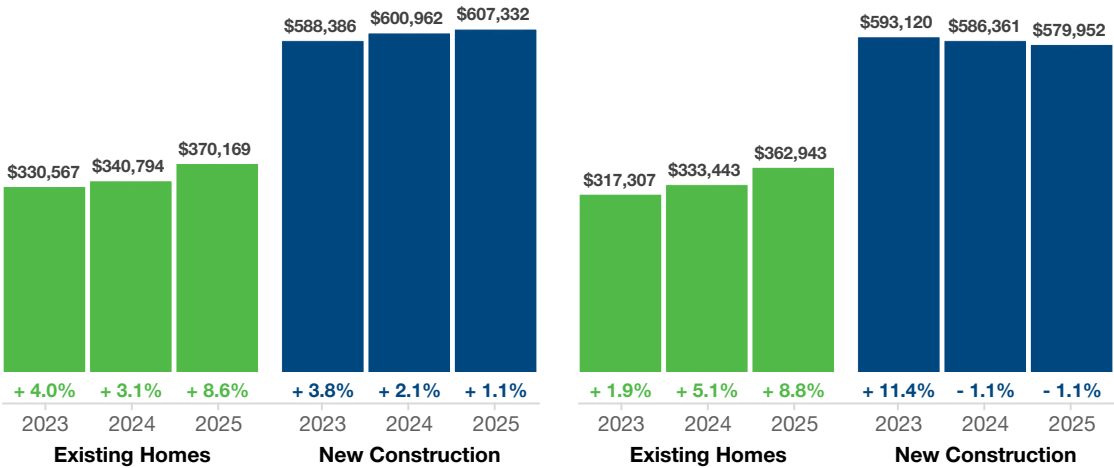
# Average Sales Price

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



## August

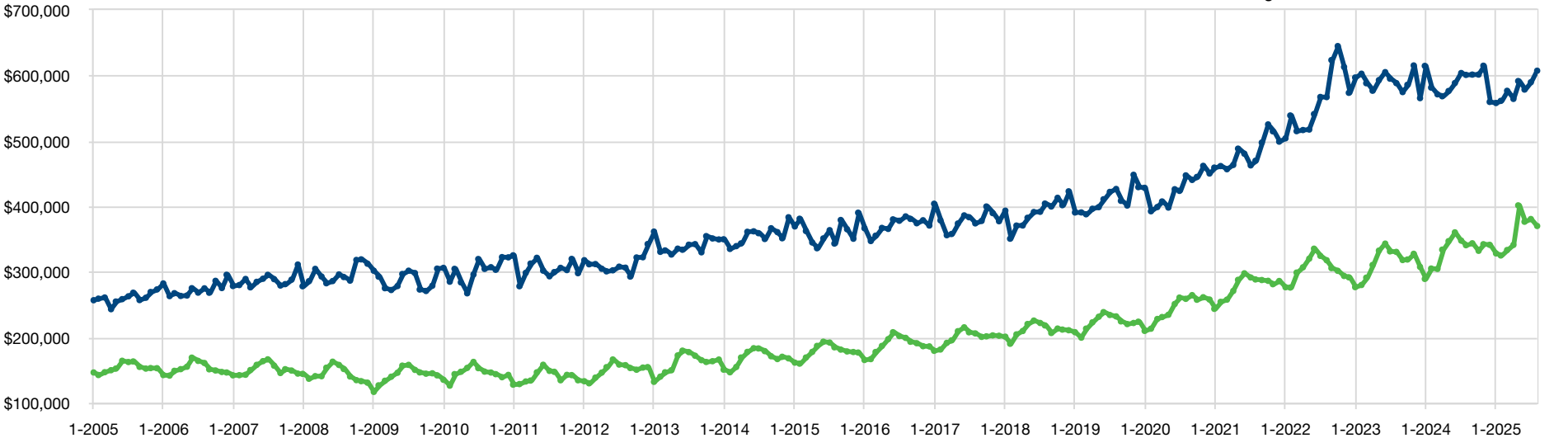
## Year to Date



Avg. Sales Price	Existing Homes	Year-Over-Year Change	New Construction	Year-Over-Year Change
Sep-2024	\$343,726	+ 8.0%	\$601,413	+ 4.6%
Oct-2024	\$332,245	+ 4.2%	\$601,481	+ 2.7%
Nov-2024	\$342,298	+ 4.5%	\$614,945	- 0.1%
Dec-2024	\$341,358	+ 10.9%	\$559,678	- 1.0%
Jan-2025	\$328,286	+ 13.5%	\$558,005	- 9.2%
Feb-2025	\$325,122	+ 6.6%	\$561,297	- 3.5%
Mar-2025	\$333,420	+ 9.5%	\$576,639	+ 0.9%
Apr-2025	\$341,278	+ 2.2%	\$564,324	- 0.7%
May-2025	\$401,635	+ 15.8%	\$591,538	+ 2.6%
Jun-2025	\$376,656	+ 4.5%	\$578,562	- 1.7%
Jul-2025	\$380,763	+ 9.5%	\$589,746	- 2.3%
Aug-2025	\$370,169	+ 8.6%	\$607,332	+ 1.1%
12-Month Avg*	\$355,489	+ 8.1%	\$583,978	- 0.4%

\* Avg. Sales Price for all properties from September 2024 through August 2025. This is not the average of the individual figures above.

## Historical Average Sales Price by Month



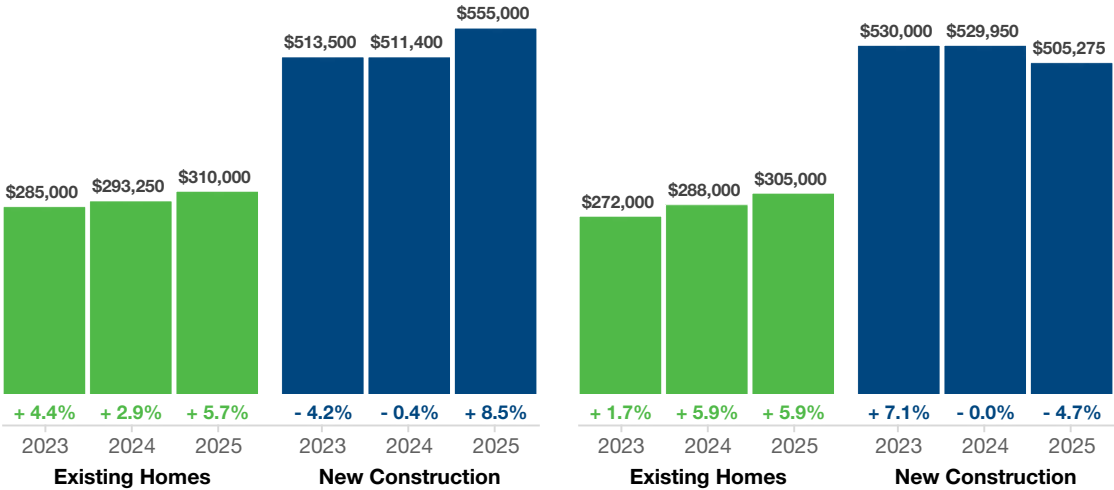
# Median Sales Price

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



## August

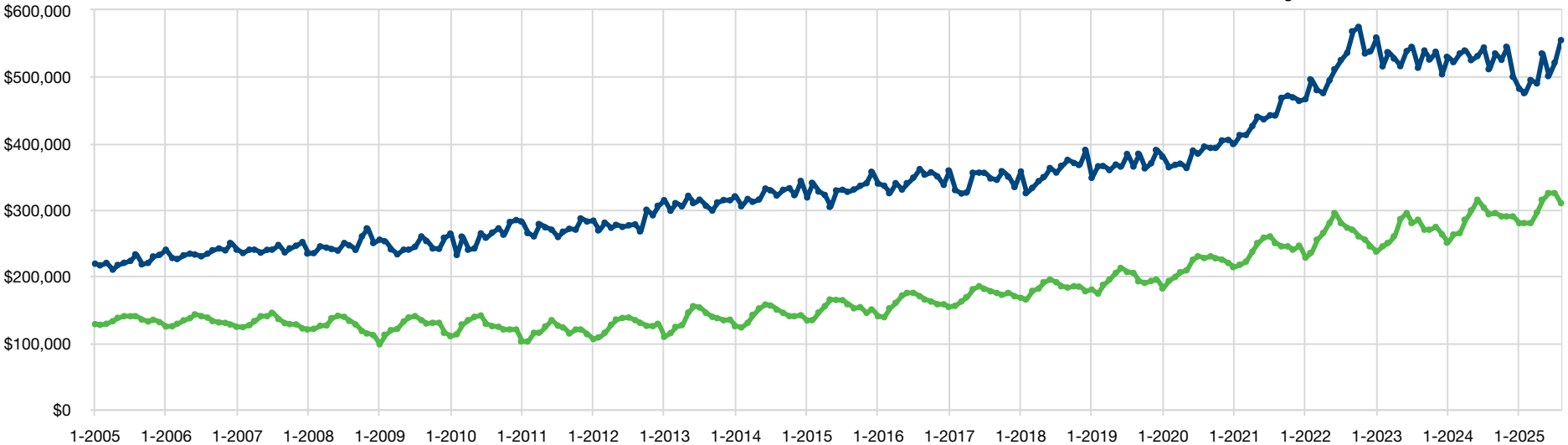
## Year to Date



Median Sales Price	Existing Homes	Year-Over-Year Change	New Construction	Year-Over-Year Change
Sep-2024	\$295,000	+ 9.3%	\$535,000	- 0.8%
Oct-2024	\$290,000	+ 7.4%	\$525,456	- 0.1%
Nov-2024	\$289,999	+ 5.8%	\$545,000	+ 1.4%
Dec-2024	\$290,000	+ 10.3%	\$500,000	- 0.8%
Jan-2025	\$279,900	+ 11.7%	\$482,068	- 9.0%
Feb-2025	\$280,000	+ 6.6%	\$475,343	- 8.9%
Mar-2025	\$279,950	+ 5.6%	\$495,000	- 7.5%
Apr-2025	\$296,000	+ 3.9%	\$489,900	- 9.2%
May-2025	\$315,000	+ 5.4%	\$535,000	+ 1.9%
Jun-2025	\$325,000	+ 3.2%	\$500,990	- 5.7%
Jul-2025	\$325,000	+ 7.2%	\$521,194	- 4.2%
Aug-2025	\$310,000	+ 5.7%	\$555,000	+ 8.5%
12-Month Avg*	\$300,000	+ 6.6%	\$510,000	- 3.8%

\* Median Sales Price for all properties from September 2024 through August 2025. This is not the average of the individual figures above.

## Historical Median Sales Price by Month



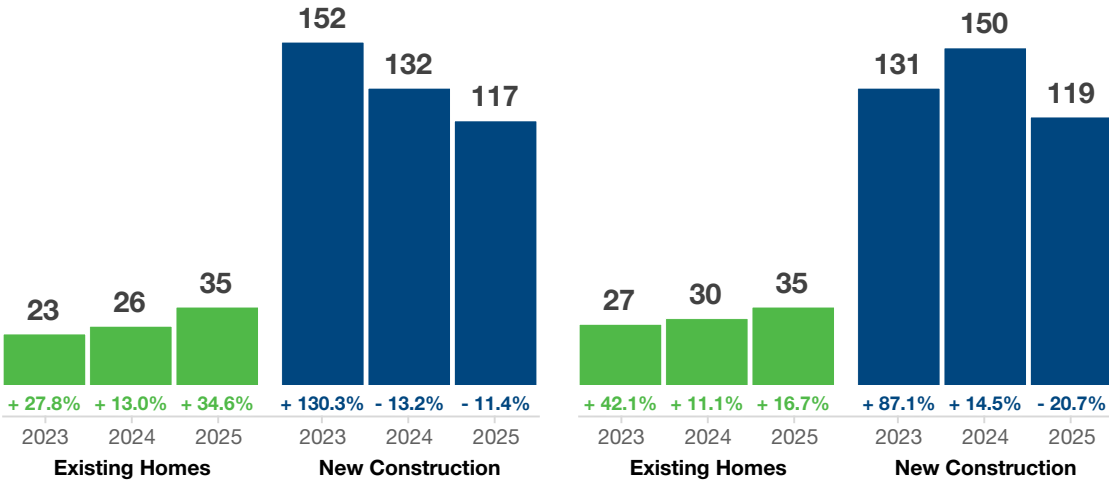
# Days on Market Until Sale

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



## August

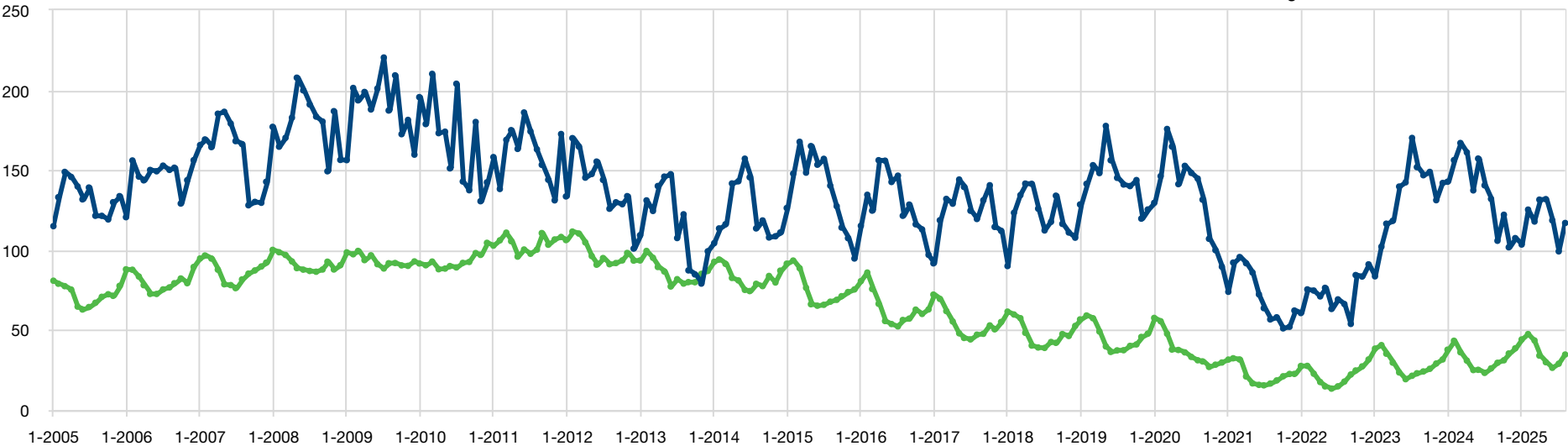
## Year to Date



Days on Market	Existing Homes	Year-Over-Year Change	New Construction	Year-Over-Year Change
Sep-2024	30	+ 25.0%	106	- 27.9%
Oct-2024	31	+ 19.2%	122	- 18.1%
Nov-2024	35	+ 20.7%	102	- 22.1%
Dec-2024	39	+ 21.9%	108	- 23.9%
Jan-2025	44	+ 15.8%	104	- 27.3%
Feb-2025	48	+ 11.6%	125	- 19.9%
Mar-2025	44	+ 22.2%	118	- 29.3%
Apr-2025	34	+ 9.7%	132	- 18.0%
May-2025	30	+ 20.0%	132	- 3.6%
Jun-2025	26	+ 4.0%	119	- 24.2%
Jul-2025	29	+ 26.1%	99	- 29.8%
Aug-2025	35	+ 34.6%	117	- 11.4%
12-Month Avg*	34	+ 18.2%	116	- 21.2%

\* Days on Market for all properties from September 2024 through August 2025. This is not the average of the individual figures above.

## Historical Days on Market Until Sale by Month



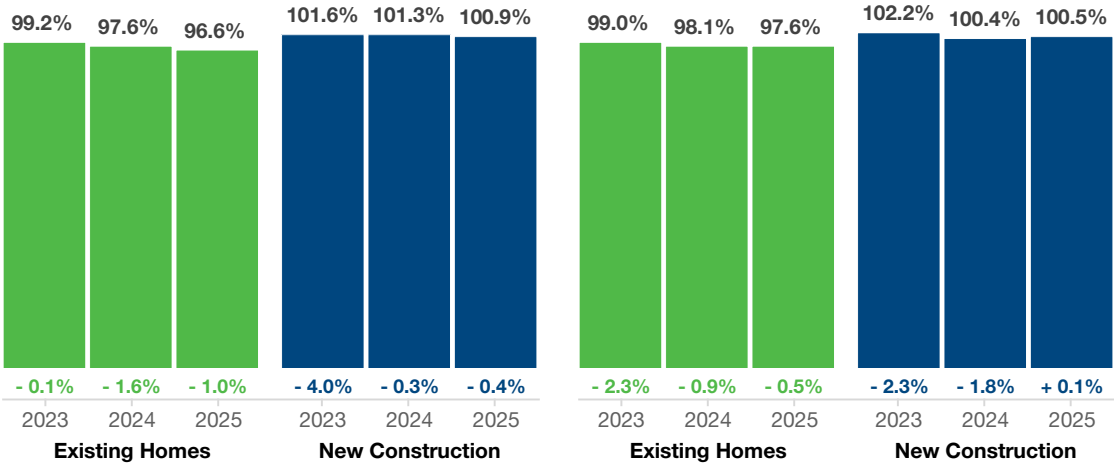
# Percentage of Original List Price Received

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.



## August

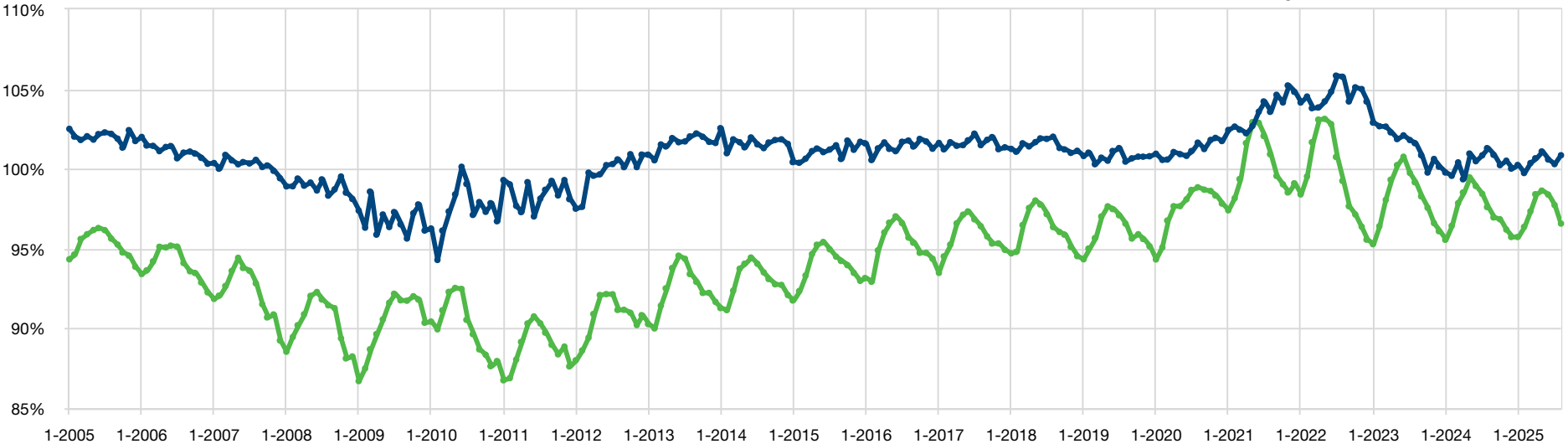
## Year to Date



Pct. of Orig. Price Received	Existing Homes	Year-Over-Year Change	New Construction	Year-Over-Year Change
Sep-2024	97.0%	- 1.3%	100.9%	0.0%
Oct-2024	96.8%	- 0.8%	100.2%	+ 0.4%
Nov-2024	96.2%	- 0.4%	100.5%	- 0.1%
Dec-2024	95.7%	- 0.4%	100.0%	- 0.1%
Jan-2025	95.7%	+ 0.1%	100.2%	+ 0.4%
Feb-2025	96.4%	0.0%	99.7%	+ 0.1%
Mar-2025	97.3%	- 0.6%	100.4%	0.0%
Apr-2025	98.4%	- 0.1%	100.7%	+ 1.3%
May-2025	98.6%	- 0.9%	101.1%	+ 0.1%
Jun-2025	98.4%	- 0.5%	100.6%	+ 0.1%
Jul-2025	97.7%	- 0.7%	100.3%	- 0.6%
Aug-2025	96.6%	- 1.0%	100.9%	- 0.4%
12-Month Avg*	97.2%	- 0.6%	100.5%	+ 0.1%

\* Pct. of Orig. Price Received for all properties from September 2024 through August 2025. This is not the average of the individual figures above.

## Historical Percentage of Original List Price Received by Month



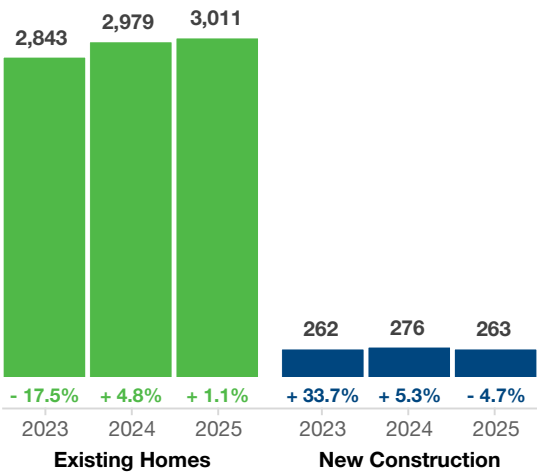


# Pending Sales

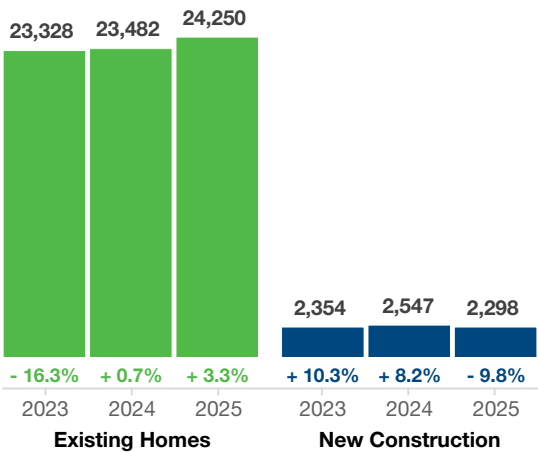
A count of the properties on which offers have been accepted in a given month.



## August

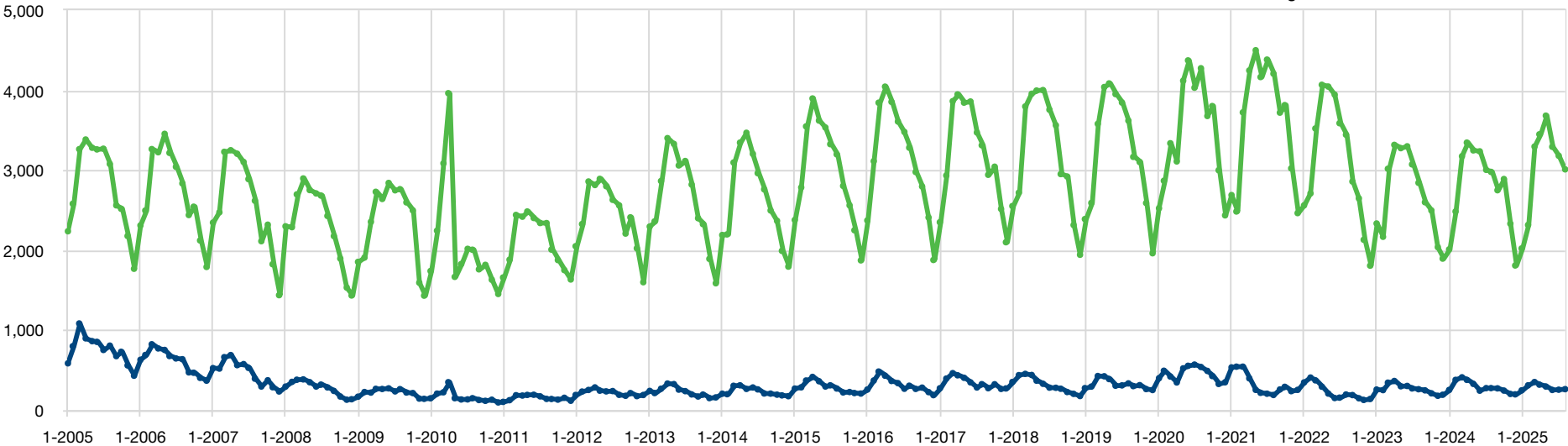


## Year to Date



Pending Sales	Existing Homes	Year-Over-Year Change	New Construction	Year-Over-Year Change
Sep-2024	2,750	+ 5.8%	273	+ 10.1%
Oct-2024	2,890	+ 15.7%	245	+ 16.1%
Nov-2024	2,332	+ 14.4%	203	+ 12.8%
Dec-2024	1,809	- 4.5%	198	+ 2.6%
Jan-2025	2,022	+ 0.6%	248	- 2.0%
Feb-2025	2,316	- 6.8%	311	- 17.9%
Mar-2025	3,296	+ 3.8%	352	- 14.4%
Apr-2025	3,449	+ 3.1%	319	- 15.8%
May-2025	3,682	+ 13.4%	296	- 10.0%
Jun-2025	3,293	+ 1.8%	253	+ 3.7%
Jul-2025	3,181	+ 5.9%	256	- 7.2%
Aug-2025	3,011	+ 1.1%	263	- 4.7%
12-Month Avg	2,836	+ 4.7%	268	- 5.0%

## Historical Pending Sales by Month

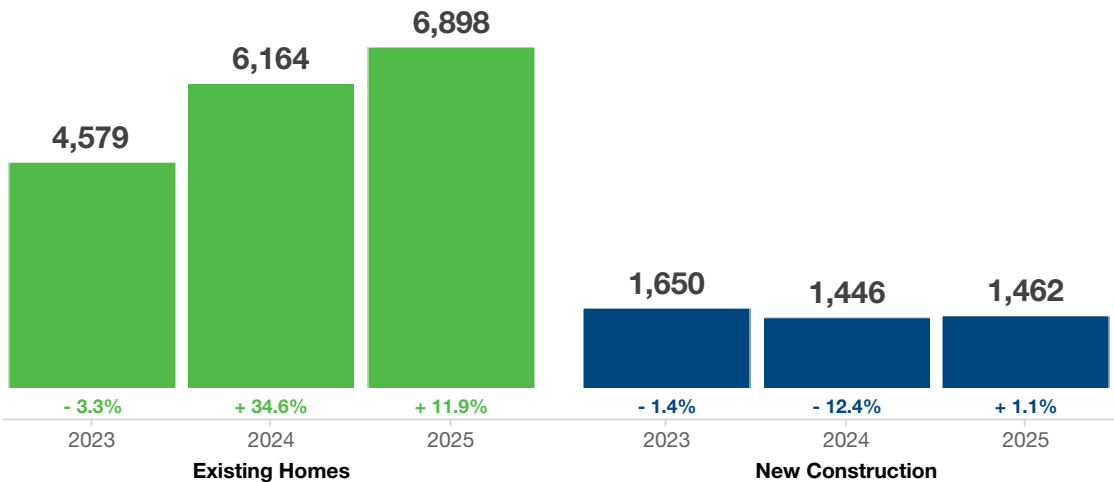


# Inventory

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

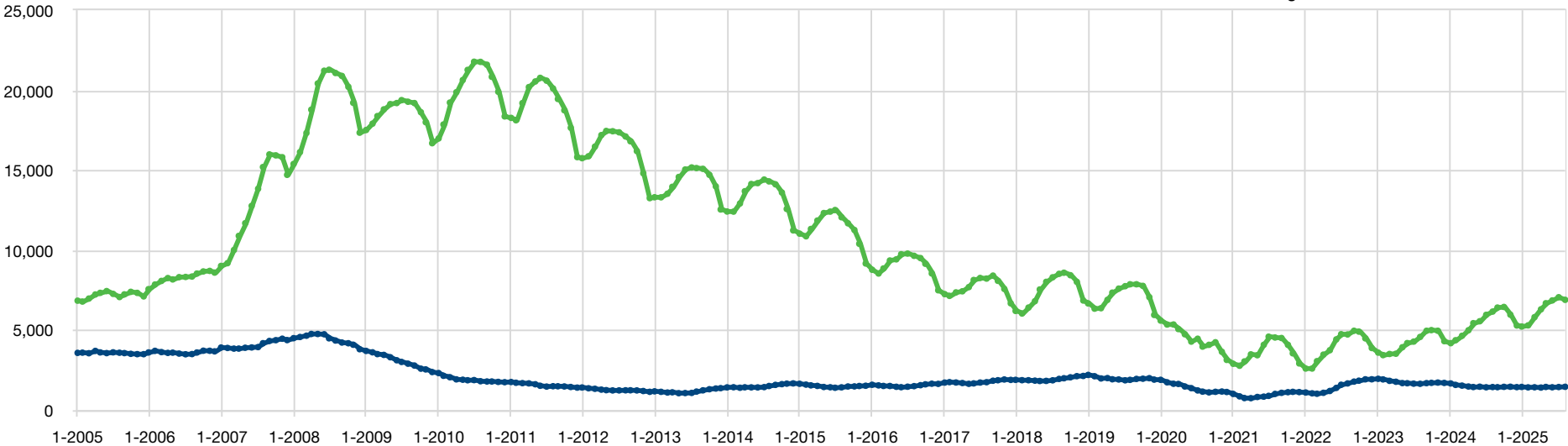


## August



Inventory	Existing Homes	Year-Over-Year Change	New Construction	Year-Over-Year Change
Sep-2024	6,415	+ 29.2%	1,438	- 15.0%
Oct-2024	6,453	+ 28.9%	1,459	- 14.6%
Nov-2024	5,970	+ 20.2%	1,465	- 15.1%
Dec-2024	5,295	+ 22.7%	1,441	- 15.4%
Jan-2025	5,231	+ 24.9%	1,453	- 13.0%
Feb-2025	5,302	+ 21.2%	1,427	- 9.7%
Mar-2025	5,815	+ 25.1%	1,432	- 6.8%
Apr-2025	6,305	+ 26.2%	1,414	- 4.5%
May-2025	6,686	+ 22.9%	1,452	+ 0.3%
Jun-2025	6,861	+ 23.4%	1,432	- 2.4%
Jul-2025	7,061	+ 18.5%	1,448	+ 1.1%
Aug-2025	6,898	+ 11.9%	1,462	+ 1.1%
12-Month Avg	6,191	+ 22.6%	1,444	- 8.3%

## Historical Inventory by Month

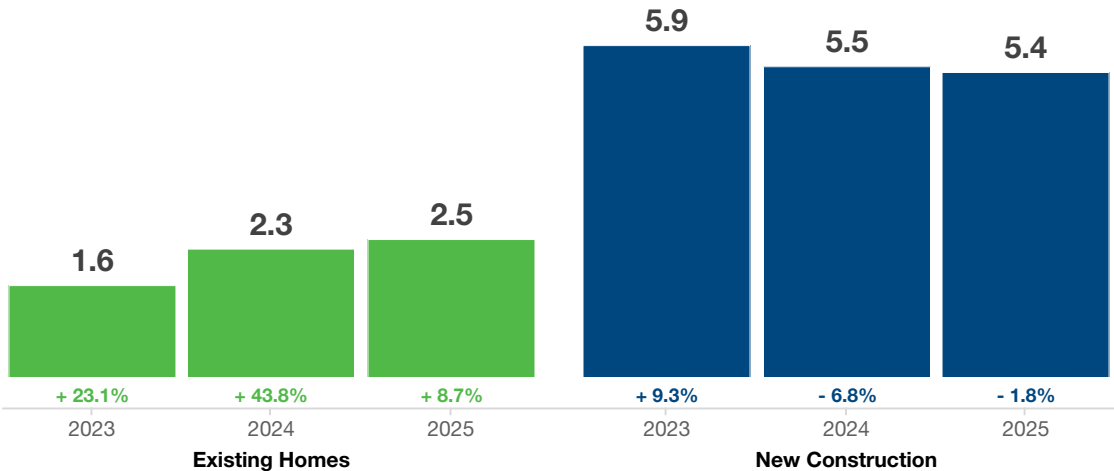


# Supply

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.



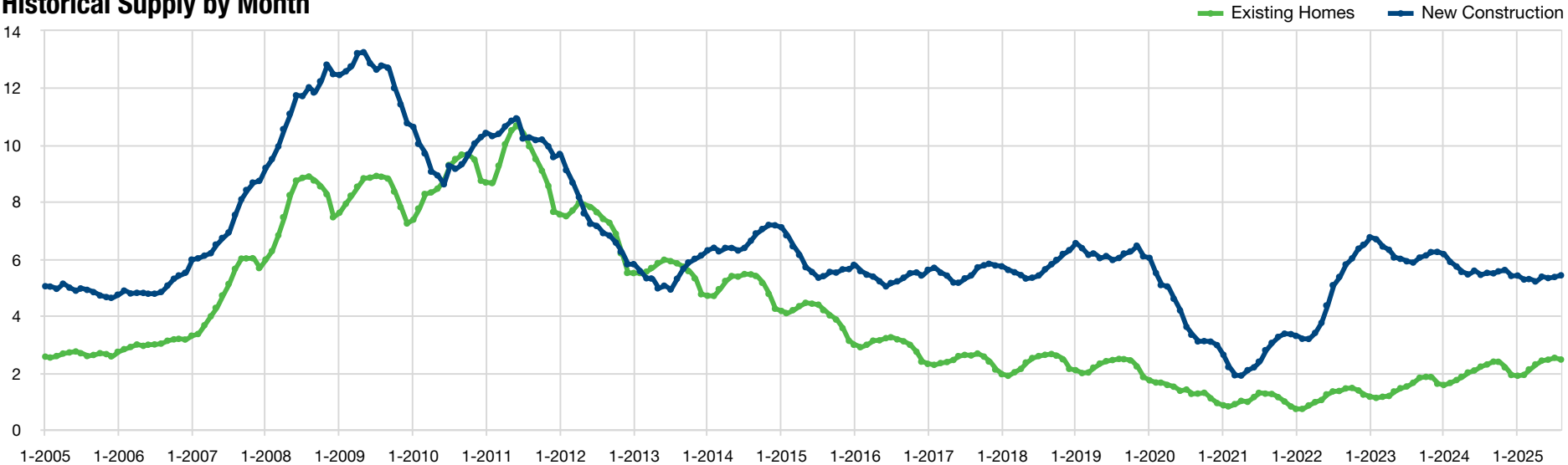
## August



Supply	Existing Homes	Year-Over-Year Change	New Construction	Year-Over-Year Change
Sep-2024	2.4	+ 33.3%	5.5	- 8.3%
Oct-2024	2.4	+ 33.3%	5.6	- 8.2%
Nov-2024	2.2	+ 22.2%	5.6	- 9.7%
Dec-2024	1.9	+ 18.8%	5.4	- 12.9%
Jan-2025	1.9	+ 18.8%	5.4	- 12.9%
Feb-2025	1.9	+ 18.8%	5.3	- 10.2%
Mar-2025	2.1	+ 23.5%	5.3	- 7.0%
Apr-2025	2.3	+ 27.8%	5.2	- 5.5%
May-2025	2.4	+ 20.0%	5.4	0.0%
Jun-2025	2.4	+ 14.3%	5.3	- 5.4%
Jul-2025	2.5	+ 13.6%	5.4	0.0%
Aug-2025	2.5	+ 8.7%	5.4	- 1.8%
12-Month Avg*	2.2	+ 19.8%	5.4	- 7.5%

\* Supply for all properties from September 2024 through August 2025. 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	8-2024	8-2025	% Change	YTD 2024	YTD 2025	% Change
Closed Sales		3,508	3,546	+ 1.1%	24,584	25,112	+ 2.1%
Average Sales Price		\$361,905	\$388,639	+ 7.4%	\$355,923	\$382,064	+ 7.3%
Median Sales Price		\$310,000	\$325,000	+ 4.8%	\$305,000	\$320,000	+ 4.9%
Days on Market Until Sale		35	41	+ 17.1%	40	42	+ 5.0%
Pct. of Orig. Price Received		97.9%	96.9%	- 1.0%	98.3%	97.8%	- 0.5%
Pending Sales		3,255	3,274	+ 0.6%	26,029	26,548	+ 2.0%
Inventory		7,610	8,360	+ 9.9%	—	—	—
Supply		2.6	2.7	+ 3.8%	—	—	—