# **Monthly Indicators**



#### October 2025

U.S. existing-home sales climbed 1.5% month-over-month and 4.1% year-over-year, reaching a seasonally adjusted annual rate of 4.06 million units, according to the National Association of REALTORS® (NAR). The increase was partly driven by falling mortgage rates, which recently hit their lowest level in more than a year. Regionally, monthly sales advanced in the Northeast, South, and West, while the Midwest experienced a slight decline.

Closed Sales increased 3.0 percent for Existing Homes homes but decreased 2.2 percent for New Construction homes. Pending Sales decreased 7.4 percent for Existing Homes homes but increased 11.8 percent for New Construction homes. Inventory increased 11.7 percent for Existing Homes homes and 3.1 percent for New Construction homes.

Median Sales Price increased 6.9 percent to \$310,000 for Existing Homes homes and 6.2 percent to \$558,075 for New Construction homes. Days on Market increased 12.9 percent for Existing Homes homes but decreased 15.6 percent for New Construction homes. Months Supply of Inventory increased 4.2 percent for Existing Homes homes but decreased 1.8 percent for New Construction homes.

Housing inventory edged up 1.3% from the previous month to 1.55 million units, 14.0% higher than the same period last year. This represents a 4.6-month supply at the current sales pace, according to NAR. The median existing-home price grew 2.1% year-over-year to \$415,200, continuing the trend of annual price gains. The Midwest saw the largest year-over-year increase in median sales price, followed by the Northeast and South, while prices remained mostly flat in the West.

#### **Quick Facts**

+ 2.6%	+ 12.2%	+ 3.7%
Change in	Change in	Change in
Closed Sales	Avg. Sales Price	Supply
Combined	Combined	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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# **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	10-2024	10-2025	% Change	YTD 2024	YTD 2025	% Change
Closed Sales	10-2023 4-2024 10-2024 4-2025 10-2025	2,903	2,991	+ 3.0%	27,982	28,984	+ 3.6%
Average Sales Price	10-2023 4-2024 10-2024 4-2025 10-2025	\$332,329	\$376,008	+ 13.1%	\$334,312	\$362,784	+ 8.5%
Median Sales Price	10-2023 4-2024 10-2024 4-2025 10-2025	\$290,000	\$310,000	+ 6.9%	\$289,000	\$305,000	+ 5.5%
Days on Market Until Sale	10-2023 4-2024 10-2024 4-2025 10-2025	31	35	+ 12.9%	30	34	+ 13.3%
Pct. of Orig. Price Received	10-2023 4-2024 10-2024 4-2025 10-2025	96.8%	96.6%	- 0.2%	97.9%	97.4%	- 0.5%
Pending Sales	10-2023 4-2024 10-2024 4-2025 10-2025	2,888	2,673	- 7.4%	29,120	29,930	+ 2.8%
Inventory	10-2023 4-2024 10-2024 4-2025 10-2025	6,451	7,206	+ 11.7%			_
Supply	10-2023 4-2024 10-2024 4-2025 10-2025	2.4	2.5	+ 4.2%	_	_	_

#### **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.

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Key Metrics	Historical Sparkbars	10-2024	10-2025	% Change	YTD 2024	YTD 2025	% Change
Closed Sales	10-2023 4-2024 10-2024 4-2025 10-2025	278	272	- 2.2%	2,694	2,782	+ 3.3%
Average Sales Price	10-2023 4-2024 10-2024 4-2025 10-2025	\$601,481	\$653,265	+ 8.6%	\$589,235	\$589,128	- 0.0%
Median Sales Price	10-2023 4-2024 10-2024 4-2025 10-2025	\$525,456	\$558,075	+ 6.2%	\$529,900	\$513,635	- 3.1%
Days on Market Until Sale	10-2023 4-2024 10-2024 4-2025 10-2025	122	103	- 15.6%	143	116	- 18.9%
Pct. of Orig. Price Received	10-2023 4-2024 10-2024 4-2025 10-2025	100.2%	100.6%	+ 0.4%	100.4%	100.5%	+ 0.1%
Pending Sales	10-2023 4-2024 10-2024 4-2025 10-2025	245	274	+ 11.8%	3,063	2,819	- 8.0%
Inventory	10-2023 4-2024 10-2024 4-2025 10-2025	1,463	1,508	+ 3.1%		_	_
Supply	10-2023 4-2024 10-2024 4-2025 10-2025	5.6	5.5	- 1.8%	_	_	_

#### **Closed Sales**

**Existing Homes** 

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

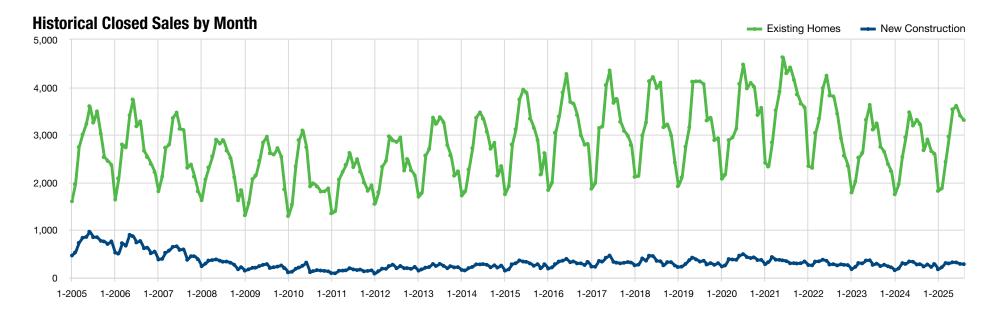


October				Year to	o Date						
2,646	2,903	2,991	272	278	272	27,643	27,982	28,984	2,820	2,694	2,782
- 9.7%	+ 9.7%	+ 3.0%	- 3.2%	+ 2.2%	- 2.2%	- 16.9%	+ 1.2%	+ 3.6%	- 7.1%	- 4.5%	+ 3.3%
2023	2024	2025	2023	2024	2025	2023	2024	2025	2023	2024	2025

**Existing Homes** 

**New Construction** 

Closed Sales	Existing Homes	Year-Over-Year Change	New Construction	Year-Over-Year Change
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	2,964	+ 0.5%	299	+ 3.8%
May-2025	3,536	+ 1.8%	323	- 5.3%
Jun-2025	3,609	+ 13.0%	320	- 4.2%
Jul-2025	3,405	+ 2.7%	290	+ 4.7%
Aug-2025	3,310	+ 2.7%	284	0.0%
Sep-2025	3,036	+ 13.5%	290	+ 23.4%
Oct-2025	2,991	+ 3.0%	272	- 2.2%
12-Month Avg	2,854	+ 5.0%	275	+ 4.6%



**New Construction** 

# **Average Sales Price**

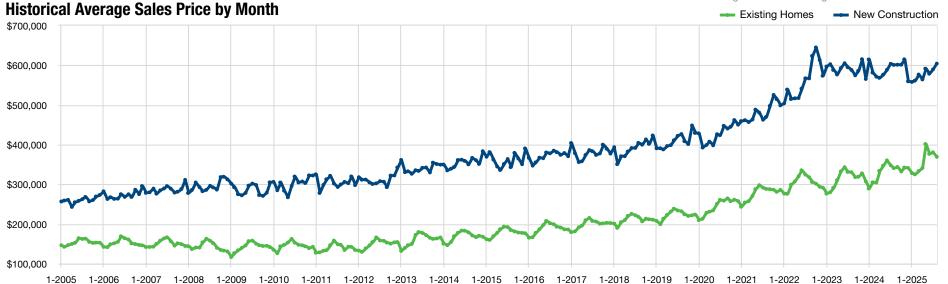
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



October		Year to Date	
\$376,008 \$318,930 \$332,329	\$585,836	\$317,546	\$590,837 \$589,235 \$589,128
+ 5.7% + 4.2% + 13.1%	- 9.2% + 2.7% + 8.6%	+ 2.5% + 5.3% + 8.5%	+ 7.3% - 0.3% - 0.0%
2023 2024 2025	2023 2024 2025	2023 2024 2025	2023 2024 2025
<b>Existing Homes</b>	New Construction	Existing Homes	New Construction

Avg. Sales Price	Existing Homes	Year-Over-Year Change	New Construction	Year-Over-Year Change
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	\$333,461	+ 9.5%	\$576,639	+ 0.9%
Apr-2025	\$341,215	+ 2.2%	\$564,324	- 0.7%
May-2025	\$401,647	+ 15.8%	\$591,538	+ 2.6%
Jun-2025	\$376,758	+ 4.5%	\$578,769	- 1.7%
Jul-2025	\$380,575	+ 9.4%	\$589,746	- 2.3%
Aug-2025	\$369,416	+ 8.4%	\$604,153	+ 0.5%
Sep-2025	\$349,312	+ 1.6%	\$601,573	+ 0.0%
Oct-2025	\$376,008	+ 13.1%	\$653,265	+ 8.6%
12-Month Avg*	\$359,567	+ 8.3%	\$588,307	- 0.2%

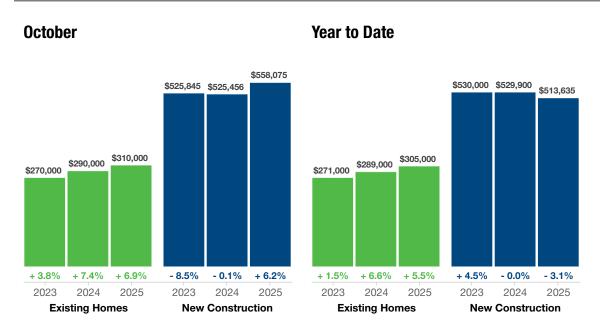
<sup>\*</sup> Avg. Sales Price for all properties from November 2024 through October 2025. This is not the average of the individual figures above.



#### **Median Sales Price**

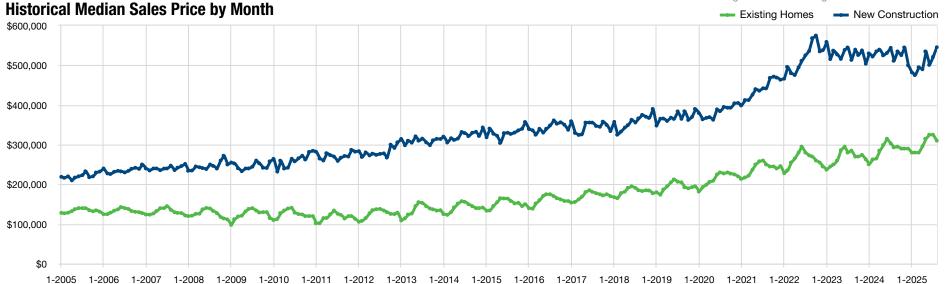
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.





Median Sales Price	Existing Homes	Year-Over-Year Change	New Construction	Year-Over-Year Change
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%	\$500,995	- 5.7%
Jul-2025	\$325,000	+ 7.2%	\$521,194	- 4.2%
Aug-2025	\$310,000	+ 5.7%	\$545,444	+ 6.7%
Sep-2025	\$301,000	+ 2.0%	\$525,000	- 1.9%
Oct-2025	\$310,000	+ 6.9%	\$558,075	+ 6.2%
12-Month Avg*	\$302,000	+ 6.0%	\$513,938	- 2.9%

<sup>\*</sup> Median Sales Price for all properties from November 2024 through October 2025. This is not the average of the individual figures above.



## **Days on Market Until Sale**

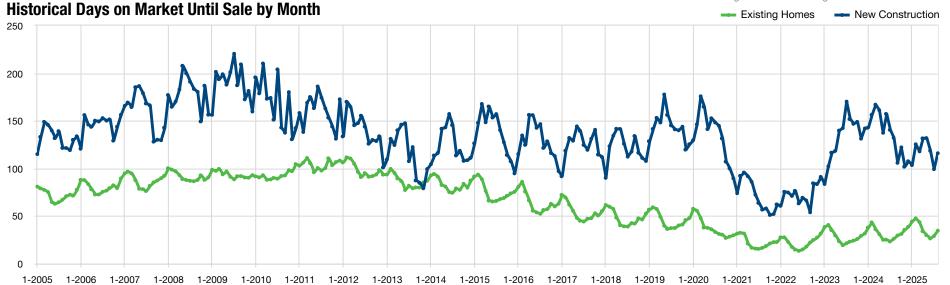
Average number of days between when a property is listed and when an offer is accepted in a given month.



October				Year to	) Date				
		149	103				134	143	116
26 31	35			27	30	34			
+ 4.0% + 19.2	% + 12.9%	+ 77.4% -	18.1% - 15.6%	+ 42.1%	+ 11.1%	+ 13.3%	+ 91.4%	+ 6.7%	- 18.9%
2023 2024	2025	2023	2024 2025	2023	2024	2025	2023	2024	2025
Existing F	lomes	New Co	onstruction	Exi	sting Ho	mes	New	Constru	ction

Days on Market	Existing Homes	Year-Over-Year Change	New Construction	Year-Over-Year Change
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	27	+ 8.0%	119	- 24.2%
Jul-2025	29	+ 26.1%	99	- 29.8%
Aug-2025	35	+ 34.6%	116	- 12.1%
Sep-2025	33	+ 10.0%	105	- 0.9%
Oct-2025	35	+ 12.9%	103	- 15.6%
12-Month Avg*	35	+ 16.4%	114	- 19.6%
			•	

<sup>\*</sup> Days on Market for all properties from November 2024 through October 2025. This is not the average of the individual figures above.



## **Percentage of Original List Price Received**

KANSAS CITY REGIONAL ASSOCIATION OF REALTORS®

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.

**HEARTLAND** MLS

October Year to Date									
97.6% 96.84	% 96.6%	99.8% 100.2%	100.6%	98.8%	97.9%	97.4%	101.8%	100.4%	100.5%
+ 0.5% - 0.8 2023 202 Existing I	4 2025	-5.0% + 0.4% 2023 2024 New Constru	2025	- 1.8% 2023 <b>Exi</b> s	- 0.9% 2024 sting Ho	- 0.5% 2025 mes	- <b>2.7%</b> 2023 New	- 1.4% 2024 Constru	+ 0.1% 2025 ction

Pct. of Orig. Price Received	Existing Homes	Year-Over-Year Change	New Construction	Year-Over-Year Change
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	97.4%	- 0.5%	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%
Sep-2025	96.7%	- 0.3%	100.2%	- 0.7%
Oct-2025	96.6%	- 0.2%	100.6%	+ 0.4%
12-Month Avg*	97.2%	- 0.5%	100.5%	+ 0.0%

<sup>\*</sup> Pct. of Orig. Price Received for all properties from November 2024 through October 2025. This is not the average of the individual figures above.

# Historical Percentage of Original List Price Received by Month 105% 100% 100% 1-2006 1-2007 1-2008 1-2009 1-2010 1-2011 1-2012 1-2013 1-2014 1-2015 1-2016 1-2017 1-2018 1-2019 1-2020 1-2021 1-2022 1-2023 1-2024 1-2025

## **Pending Sales**

**Existing Homes** 

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

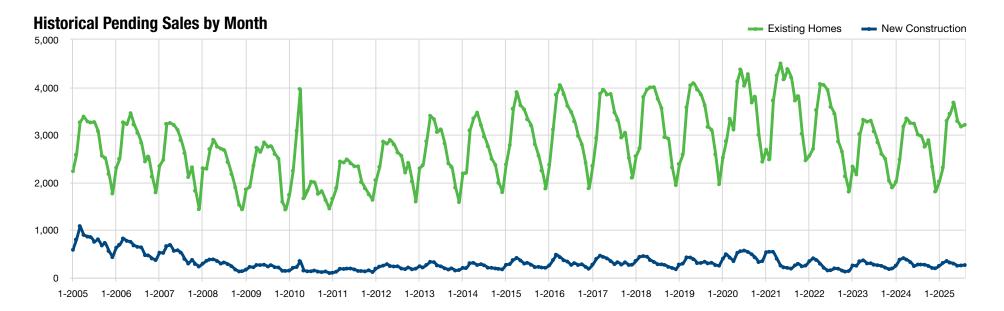
**New Construction** 



**October Year to Date** 28,425 29,120 2,888 2,673 2,497 3,063 274 2,812 2,819 245 211 + 15.7% - 7.4% + 2.4% - 5.7% - 14.9% + 2.8% - 8.0% + 41.6% + 16.1% + 11.8% + 13.7% + 8.9% 2023 2024 2025 2023 2024 2025 2023 2024 2025 2023 2024 2025

**Existing Homes** 

Pending Sales	Existing Homes	Year-Over-Year Change	New Construction	Year-Over-Year Change
Nov-2024	2,331	+ 14.4%	203	+ 12.8%
Dec-2024	1,809	- 4.5%	197	+ 2.1%
Jan-2025	2,021	+ 0.5%	248	- 2.0%
Feb-2025	2,314	- 6.8%	310	- 18.2%
Mar-2025	3,295	+ 3.8%	351	- 14.6%
Apr-2025	3,444	+ 3.0%	317	- 16.4%
May-2025	3,678	+ 13.2%	296	- 10.0%
Jun-2025	3,291	+ 1.7%	251	+ 3.3%
Jul-2025	3,174	+ 5.6%	257	- 6.9%
Aug-2025	3,211	+ 7.8%	265	- 4.0%
Sep-2025	2,829	+ 2.9%	250	- 8.1%
Oct-2025	2,673	- 7.4%	274	+ 11.8%
12-Month Avg	2,839	+ 3.1%	268	- 6.3%



**New Construction** 

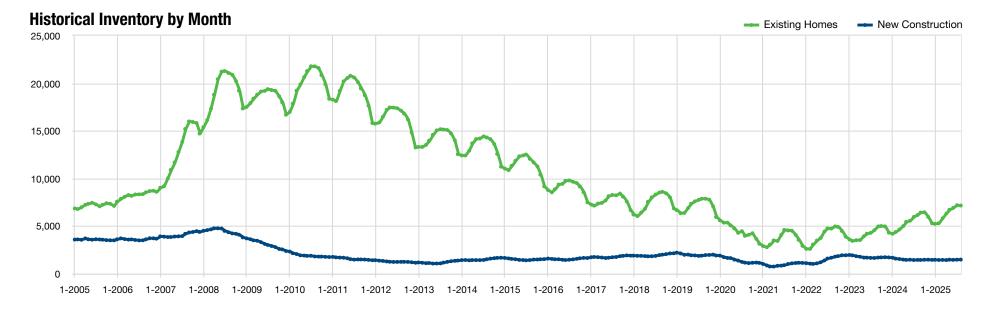
## **Inventory**

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



October					
	6,451	7,206	l		
5,004					
			1,711	1,463	1,508
+ 1.9%	+ 28.9%	+ 11.7%	- 7.3%	- 14.5%	+ 3.1%
2023	2024	2025	2023	2024	2025
	<b>Existing Homes</b>			<b>New Construction</b>	1

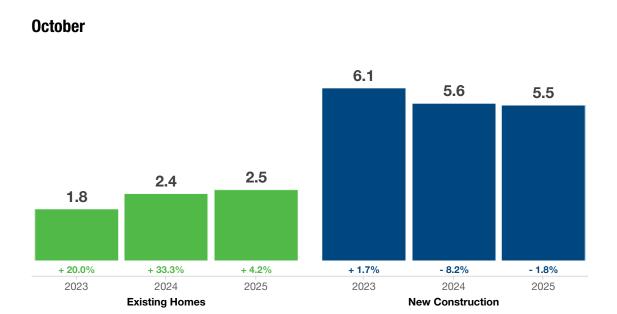
Inventory	Existing Homes	Year-Over-Year Change	New Construction	Year-Over-Year Change
Nov-2024	5,969	+ 20.2%	1,471	- 14.9%
Dec-2024	5,293	+ 22.7%	1,449	- 15.1%
Jan-2025	5,231	+ 24.9%	1,461	- 12.7%
Feb-2025	5,301	+ 21.2%	1,439	- 9.1%
Mar-2025	5,814	+ 25.1%	1,447	- 5.9%
Apr-2025	6,315	+ 26.4%	1,432	- 3.4%
May-2025	6,707	+ 23.3%	1,471	+ 1.5%
Jun-2025	6,906	+ 24.2%	1,452	- 1.2%
Jul-2025	7,185	+ 20.6%	1,473	+ 2.7%
Aug-2025	7,156	+ 16.1%	1,481	+ 2.3%
Sep-2025	7,326	+ 14.2%	1,460	+ 1.2%
Oct-2025	7,206	+ 11.7%	1,508	+ 3.1%
12-Month Avg	6,367	+ 20.4%	1,462	- 4.8%



## **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.





Supply	Existing Homes	Year-Over-Year Change	New Construction	Year-Over-Year Change
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%	5.3	- 3.6%
May-2025	2.4	+ 20.0%	5.4	- 1.8%
Jun-2025	2.5	+ 19.0%	5.4	- 3.6%
Jul-2025	2.6	+ 18.2%	5.4	0.0%
Aug-2025	2.5	+ 8.7%	5.5	0.0%
Sep-2025	2.6	+ 8.3%	5.3	- 3.6%
Oct-2025	2.5	+ 4.2%	5.5	- 1.8%
12-Month Avg*	2.3	+ 16.4%	5.4	- 5.7%

<sup>\*</sup> Supply for all properties from November 2024 through October 2025. This is not the average of the individual figures above.



# **New and Existing Homes Combined Activity Overview**

ASSOCIATION OF REALTORS

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

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Key Metrics	Historical Sparkbars	10-2024	10-2025	% Change	YTD 2024	YTD 2025	% Change
Closed Sales	10-2023 4-2024 10-2024 4-2025 10-2025	3,181	3,263	+ 2.6%	30,676	31,766	+ 3.6%
Average Sales Price	10-2023 4-2024 10-2024 4-2025 10-2025	\$355,903	\$399,212	+ 12.2%	\$356,740	\$382,587	+ 7.2%
Median Sales Price	10-2023 4-2024 10-2024 4-2025 10-2025	\$305,000	\$330,000	+ 8.2%	\$305,000	\$321,150	+ 5.3%
Days on Market Until Sale	10-2023 4-2024 10-2024 4-2025 10-2025	39	41	+ 5.1%	40	41	+ 2.5%
Pct. of Orig. Price Received	10-2023 4-2024 10-2024 4-2025 10-2025	97.1%	97.0%	- 0.1%	98.1%	97.7%	- 0.4%
Pending Sales	10-2023 4-2024 10-2024 4-2025 10-2025	3,133	2,947	- 5.9%	32,183	32,749	+ 1.8%
Inventory	10-2023 4-2024 10-2024 4-2025 10-2025	7,914	8,714	+ 10.1%	_	_	_
Supply	10-2023 4-2024 10-2024 4-2025 10-2025	2.7	2.8	+ 3.7%	_	_	_