

Monthly Indicators

April 2025

U.S. existing-home sales decreased 5.9% month-over-month and 2.4% year-over-year to a seasonally adjusted annual rate of 4.02 million units, according to the National Association of REALTORS® (NAR), as affordability challenges and economic uncertainty weigh on market activity. Sales were down month-over-month in all four regions, with the West experiencing the largest decline, at 9.4%.

Closed Sales decreased 1.0 percent for existing homes but increased 2.8 percent for new homes. Pending Sales decreased 2.4 percent for existing homes and 14.0 percent for new homes. Inventory increased 13.5 percent for existing homes but decreased 5.2 percent for new homes.

The Median Sales Price was up 3.9 percent to \$296,000 for existing homes but decreased 9.2 percent to \$489,925 for new homes. Days on Market increased 9.7 percent for existing homes but decreased 17.4 percent for new homes. Supply increased 16.7 percent for existing homes but increased 7.3 percent for new homes.

Total housing inventory increased 8.1% month-over-month for a total of 1.33 million units heading into April, equivalent to a 4.0-month supply at the current sales pace, according to NAR. Although inventory is up nearly 20% from the same time last year, the additional supply has had little effect on home prices across much of the country, with the national median existing-home price climbing 2.7% year-over-year to \$403,700 as of last measure.

Quick Facts

- 0.6%	+ 2.1%	+ 4.5%
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	4-2024	4-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
Closed Sales		2,949	2,920	- 1.0%	9,197	9,048	- 1.6%
Average Sales Price		\$334,018	\$341,772	+ 2.3%	\$311,206	\$333,376	+ 7.1%
Median Sales Price		\$285,000	\$296,000	+ 3.9%	\$270,000	\$285,000	+ 5.6%
Days on Market		31	34	+ 9.7%	36	41	+ 13.9%
Pct. of Orig. Price Received		98.5%	98.4%	- 0.1%	97.3%	97.2%	- 0.1%
Pending Sales		3,346	3,266	- 2.4%	11,016	10,874	- 1.3%
Inventory		4,996	5,671	+ 13.5%	--	--	--
Supply		1.8	2.1	+ 16.7%	--	--	--

New Homes Market Overview

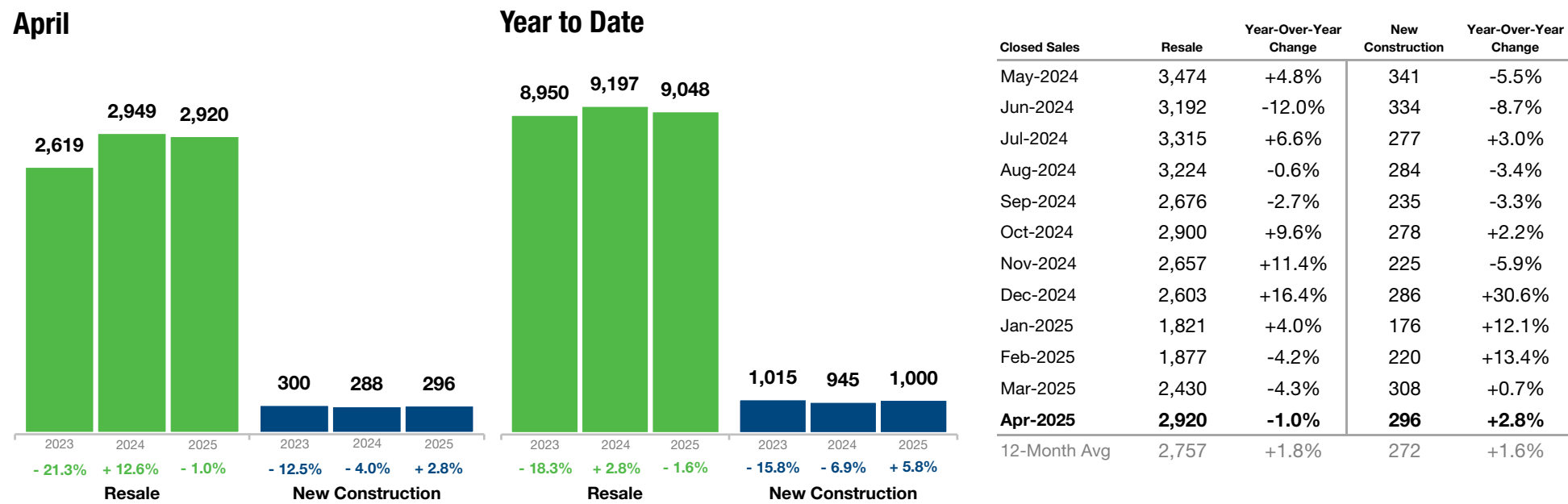
Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



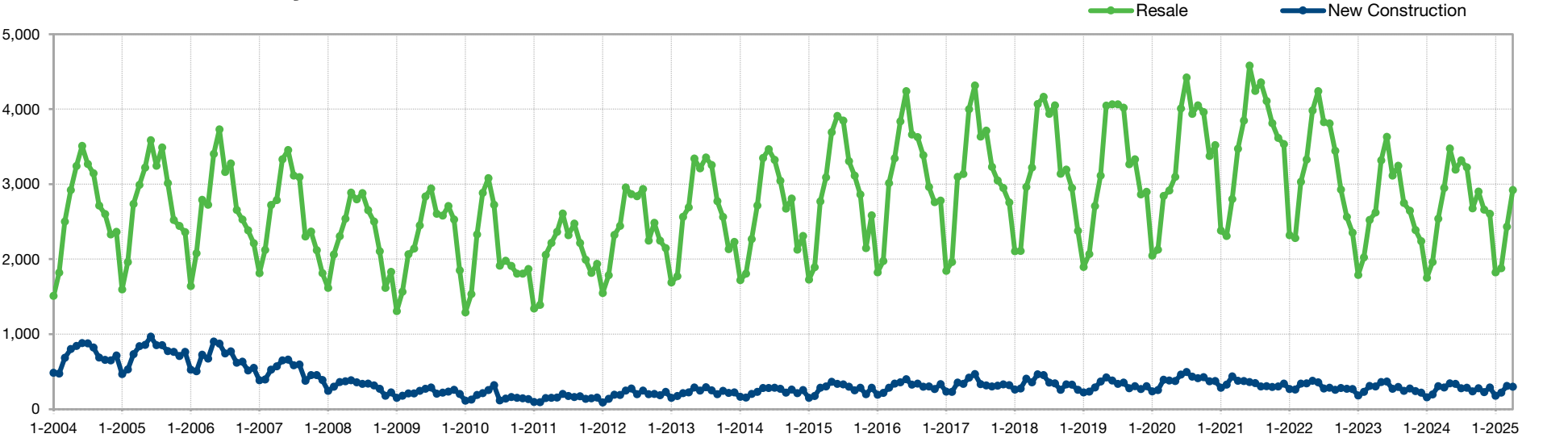
Key Metrics	Historical Sparkbars	4-2024	4-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
Closed Sales		288	296	+ 2.8%	945	1,000	+ 5.8%
Average Sales Price		\$568,364	\$565,324	- 0.5%	\$579,730	\$566,635	- 2.3%
Median Sales Price		\$539,446	\$489,925	- 9.2%	\$534,800	\$489,925	- 8.4%
Days on Market		161	133	- 17.4%	159	121	- 23.9%
Pct. of Orig. Price Received		99.4%	100.7%	+ 1.3%	99.8%	100.3%	+ 0.5%
Pending Sales		379	326	- 14.0%	1,423	1,244	- 12.6%
Inventory		1,476	1,399	- 5.2%	--	--	--
Supply		5.5	5.1	- 7.3%	--	--	--

Closed Sales

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

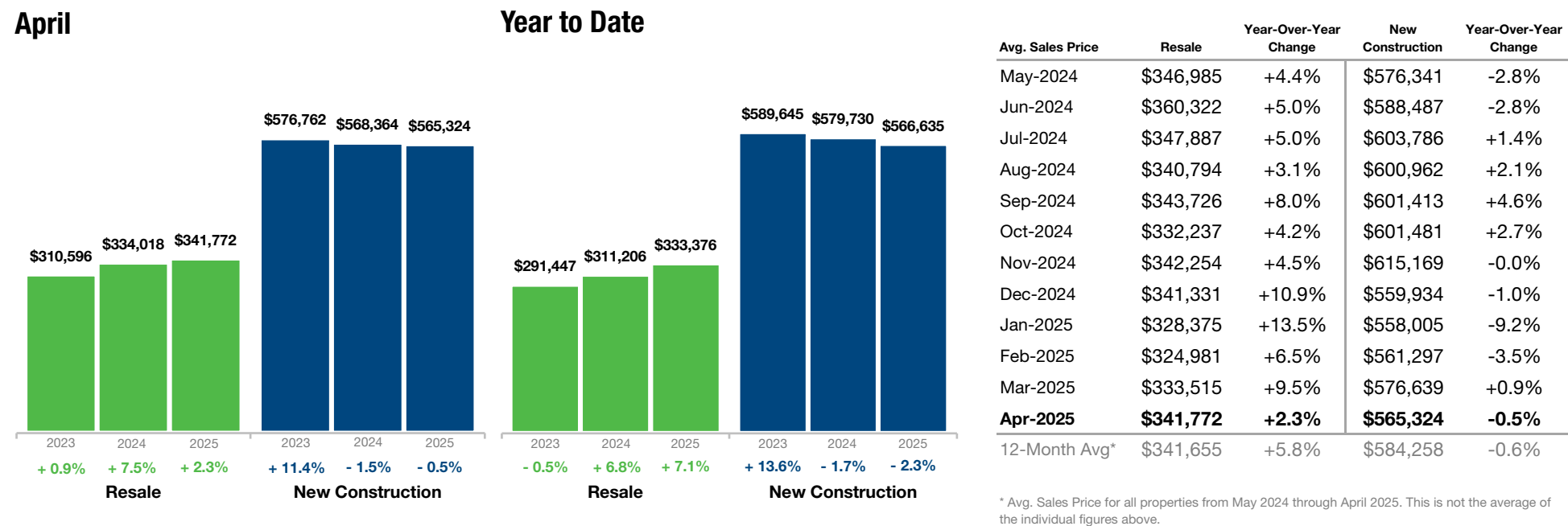


Historical Closed Sales by Month

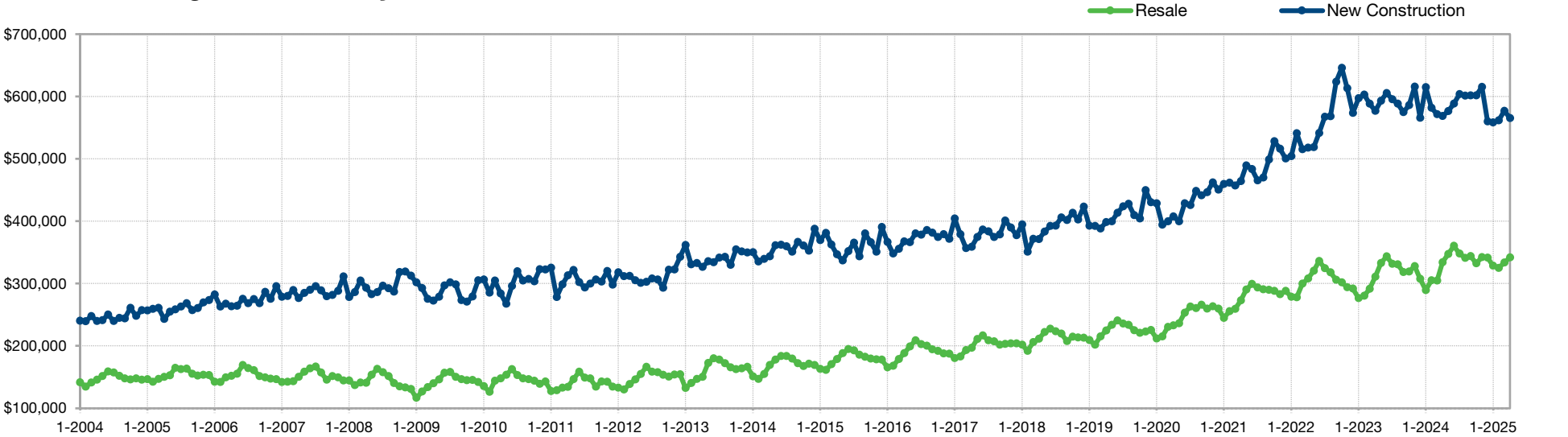


Average Sales Price

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



Historical Average Sales Price by Month



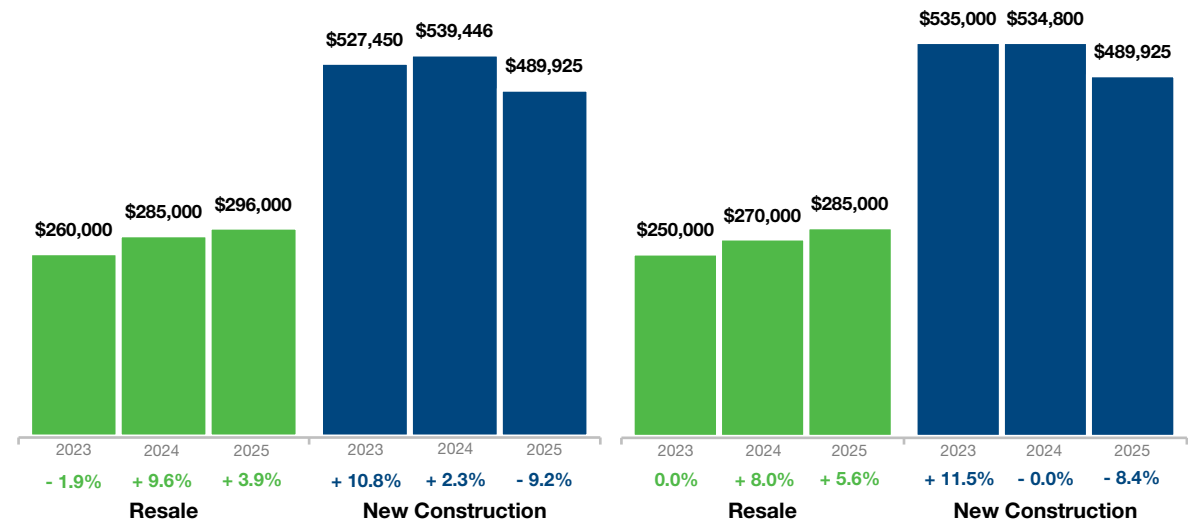
Median Sales Price

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



April

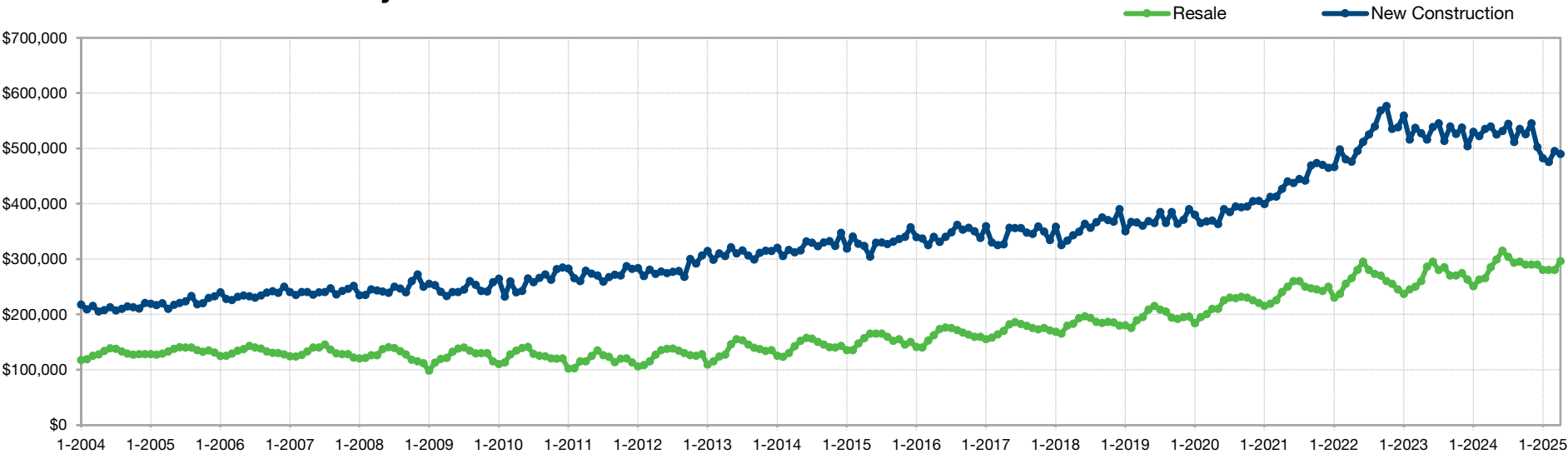
Year to Date



Median Sales Price	Resale	Year-Over-Year Change	New Construction	Year-Over-Year Change
May-2024	\$299,000	+4.5%	\$525,000	+1.8%
Jun-2024	\$315,000	+6.8%	\$531,065	-1.4%
Jul-2024	\$303,605	+8.4%	\$543,948	-0.2%
Aug-2024	\$293,250	+2.9%	\$511,400	-0.4%
Sep-2024	\$295,000	+9.3%	\$535,000	-0.8%
Oct-2024	\$290,000	+7.4%	\$525,456	-0.1%
Nov-2024	\$289,975	+5.8%	\$545,000	+1.4%
Dec-2024	\$290,000	+10.3%	\$502,195	-0.3%
Jan-2025	\$279,900	+11.7%	\$482,068	-9.0%
Feb-2025	\$280,000	+6.6%	\$475,343	-8.9%
Mar-2025	\$280,000	+5.7%	\$495,000	-7.5%
Apr-2025	\$296,000	+3.9%	\$489,925	-9.2%
12-Month Avg*	\$295,000	+7.3%	\$511,838	-3.4%

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

Historical Median Sales Price by Month



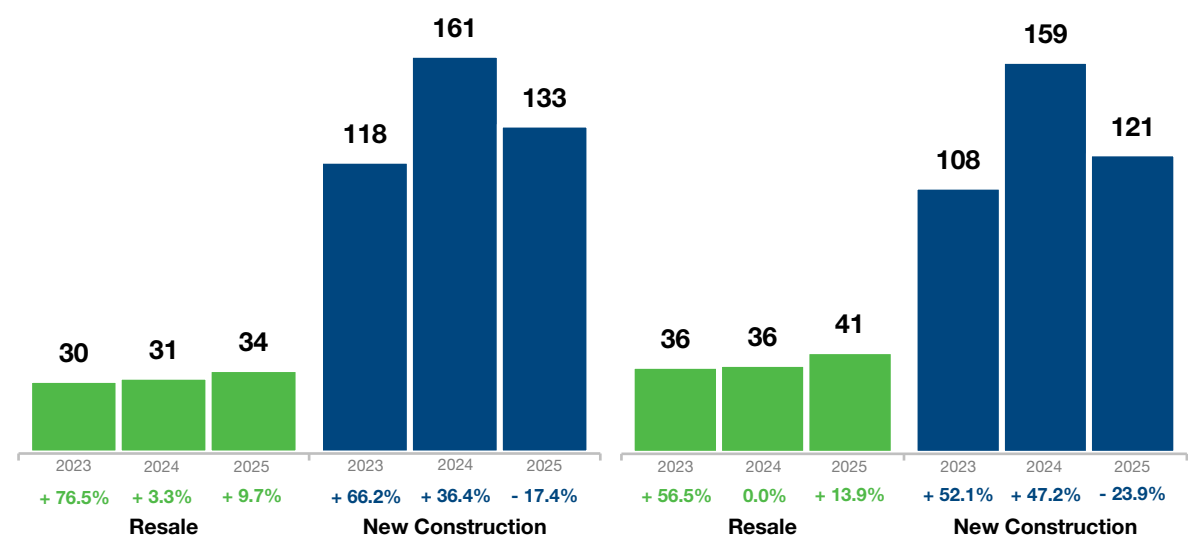
Days on Market Until Sale

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



April

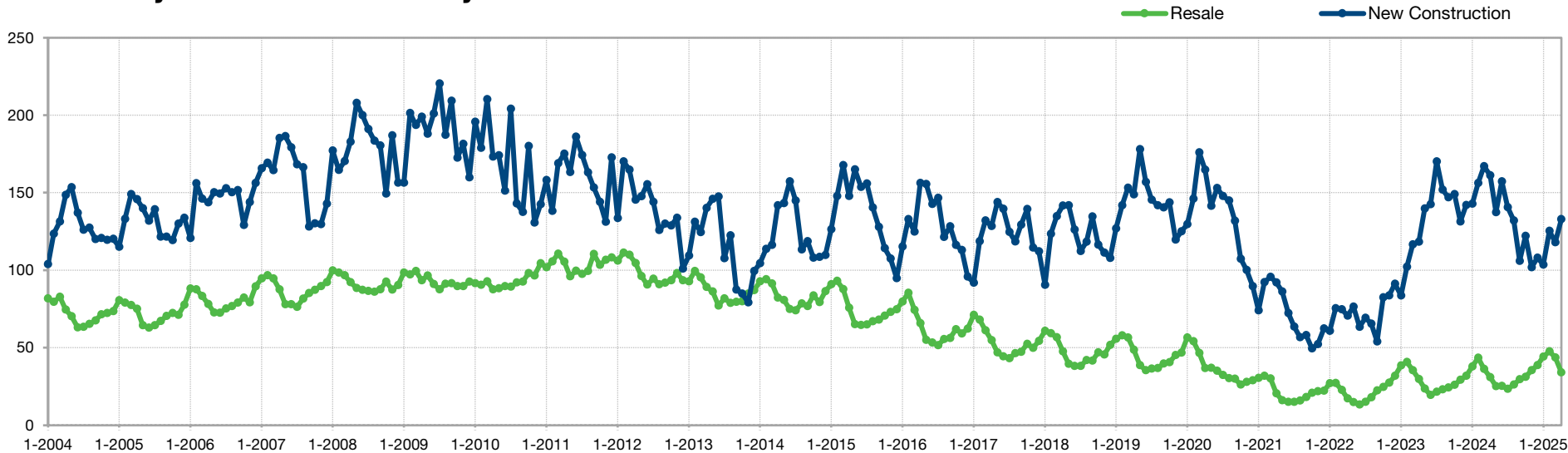
Year to Date



Days on Market	Resale	Year-Over-Year Change	New Construction	Year-Over-Year Change
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%
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%	133	-17.4%
12-Month Avg*	32	+16.7%	126	-16.3%

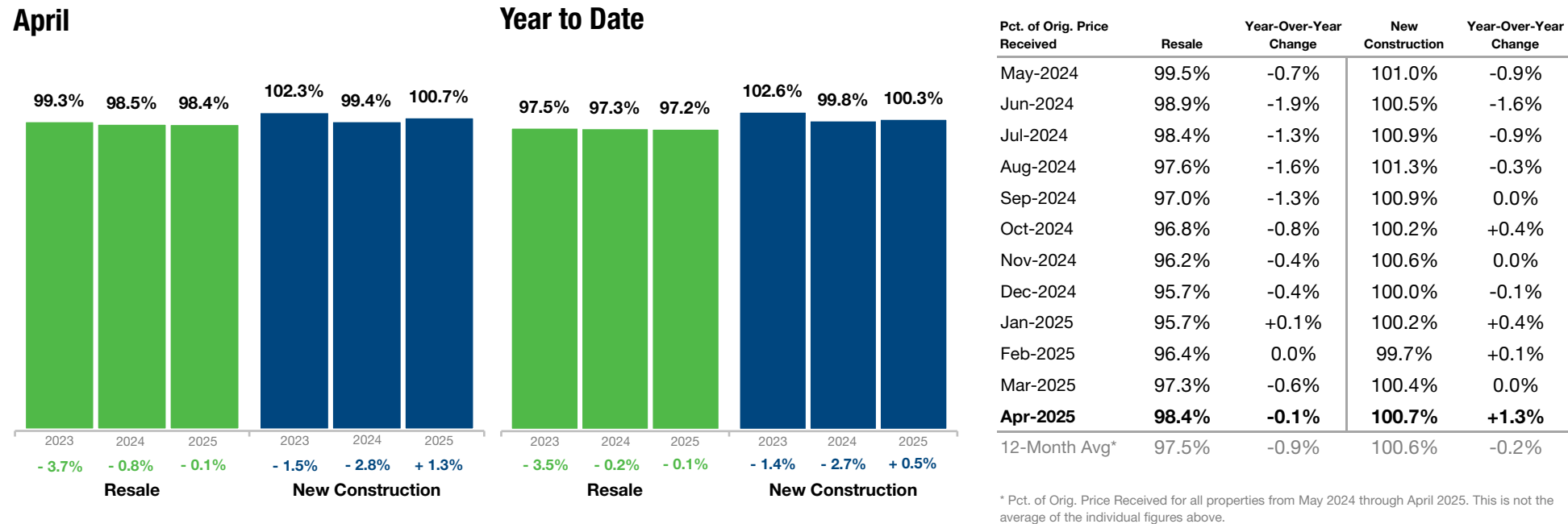
* Days on Market for all properties from May 2024 through April 2025. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month

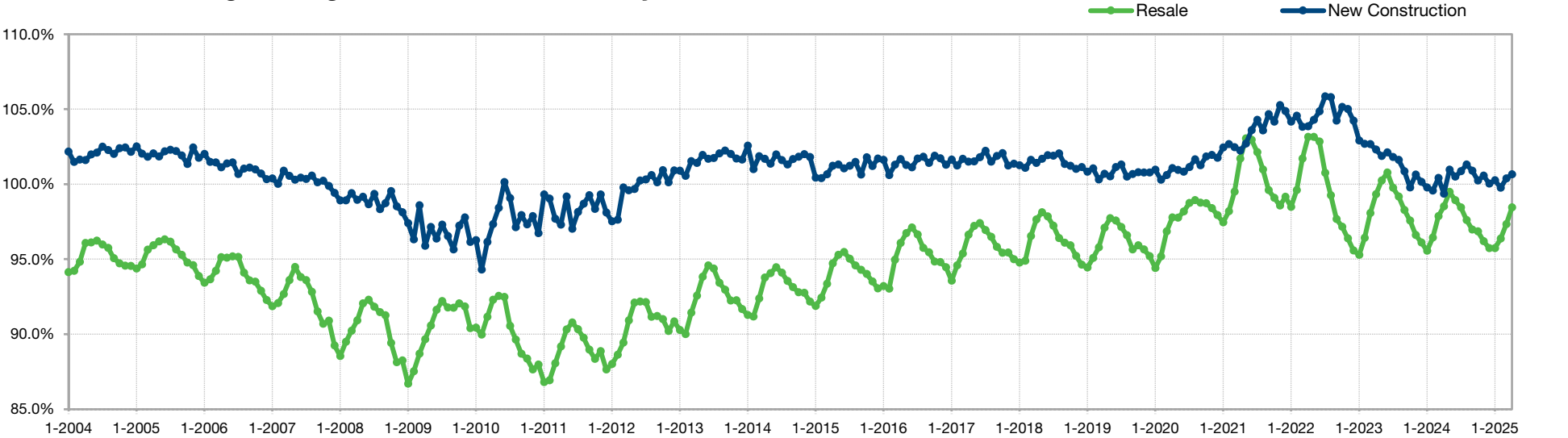


Percentage of Original List Price Received

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.

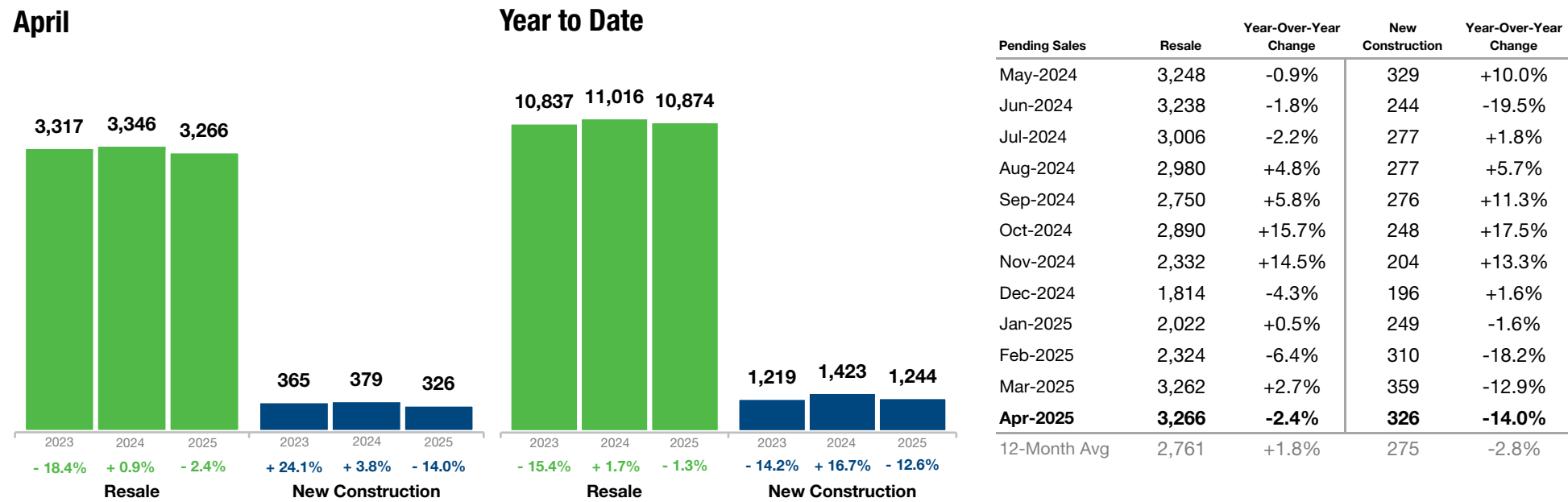


Historical Percentage of Original List Price Received by Month

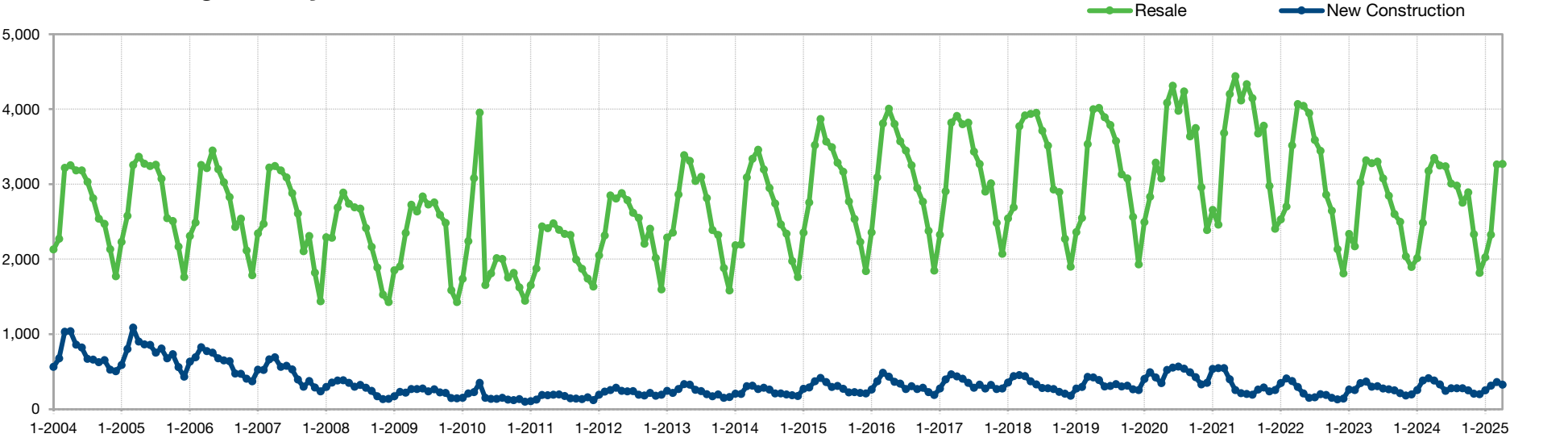


Pending Sales

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



Historical Pending Sales by Month

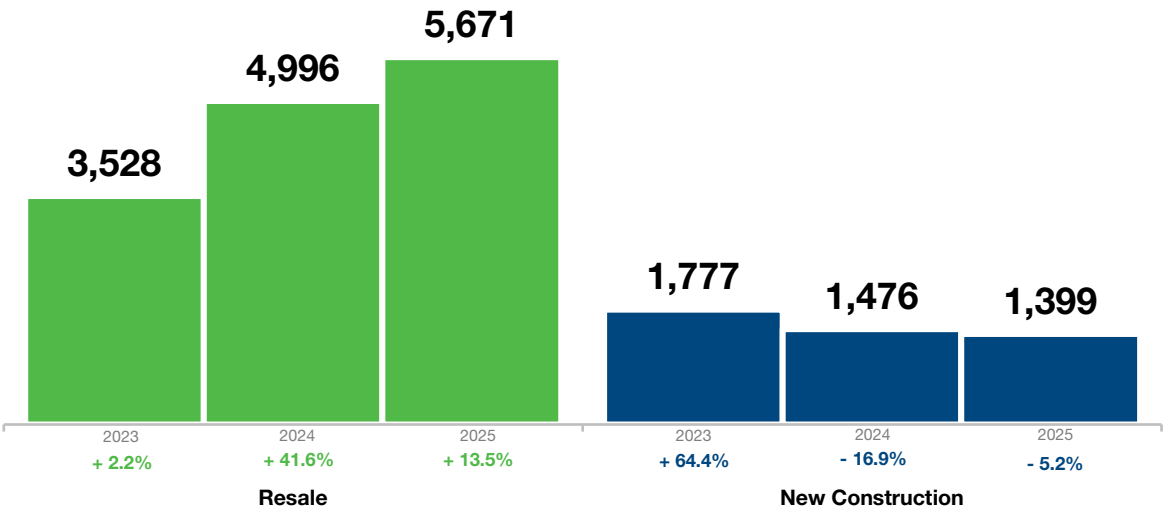


Inventory

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

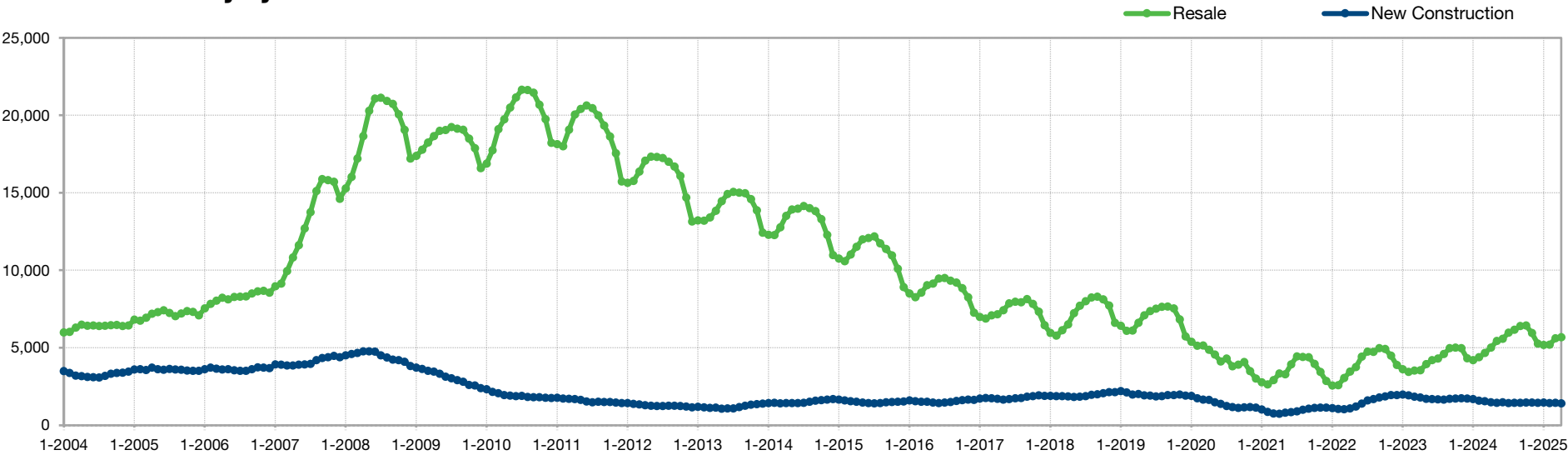


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Inventory	Resale	Year-Over-Year Change	New Construction	Year-Over-Year Change
May-2024	5,436	+38.3%	1,443	-14.8%
Jun-2024	5,557	+32.5%	1,462	-13.2%
Jul-2024	5,953	+38.9%	1,427	-13.9%
Aug-2024	6,150	+34.4%	1,440	-12.7%
Sep-2024	6,394	+28.9%	1,434	-15.2%
Oct-2024	6,427	+28.5%	1,455	-14.9%
Nov-2024	5,945	+19.8%	1,459	-15.4%
Dec-2024	5,258	+21.9%	1,434	-15.8%
Jan-2025	5,168	+23.4%	1,445	-13.5%
Feb-2025	5,185	+18.5%	1,427	-9.6%
Mar-2025	5,601	+20.5%	1,432	-6.6%
Apr-2025	5,671	+13.5%	1,399	-5.2%
12-Month Avg*	5,729	+26.3%	1,438	-12.7%

Historical Inventory by Month

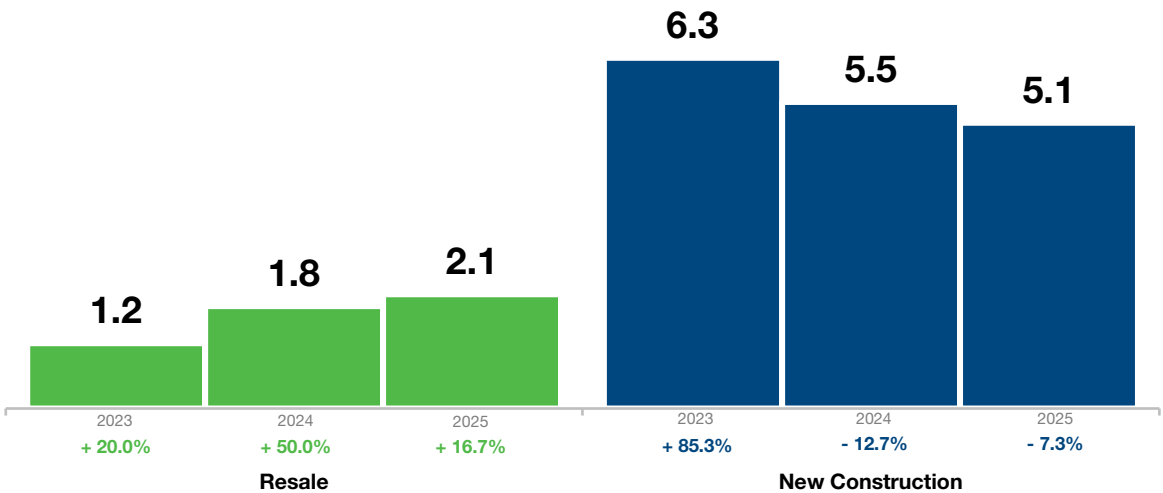


Supply

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.



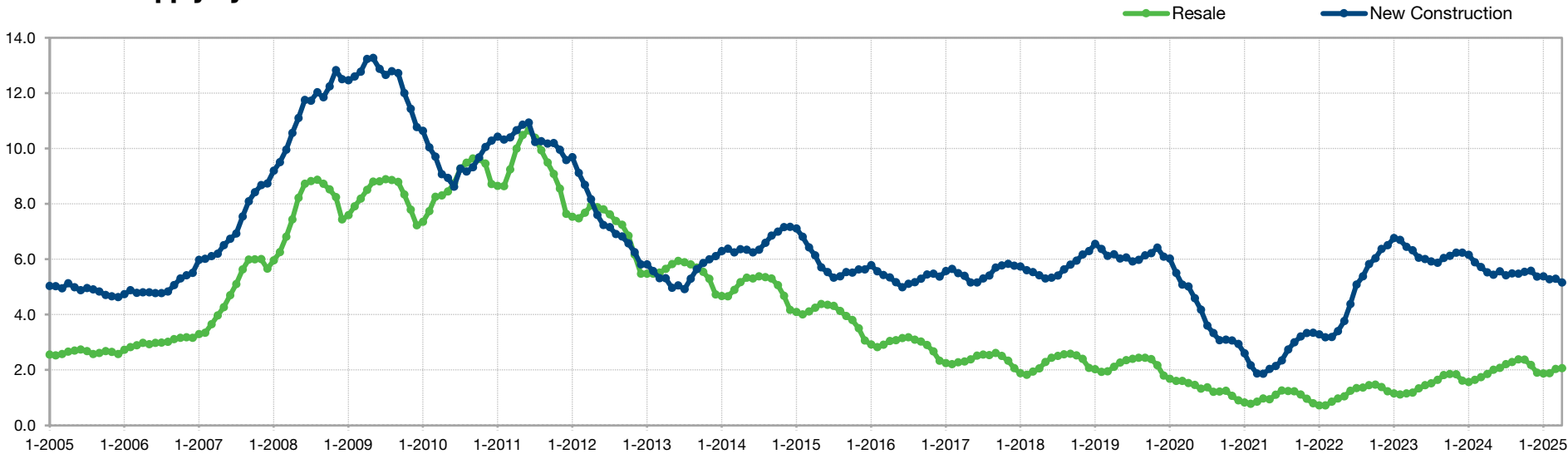
April



Supply	Resale	Year-Over-Year Change	New Construction	Year-Over-Year Change
May-2024	2.0	+53.8%	5.4	-10.0%
Jun-2024	2.1	+50.0%	5.6	-6.7%
Jul-2024	2.2	+46.7%	5.4	-8.5%
Aug-2024	2.3	+43.8%	5.5	-6.8%
Sep-2024	2.4	+33.3%	5.5	-8.3%
Oct-2024	2.4	+33.3%	5.5	-9.8%
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	2.0	+17.6%	5.3	-7.0%
Apr-2025	2.1	+16.7%	5.1	-7.3%
12-Month Avg*	2.1	+27.2%	5.4	-9.5%

* Supply for all properties from May 2024 through April 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	4-2024	4-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
Closed Sales		3,237	3,216	- 0.6%	10,142	10,048	- 0.9%
Average Sales Price		\$354,932	\$362,367	+ 2.1%	\$336,271	\$356,618	+ 6.1%
Median Sales Price		\$303,000	\$315,000	+ 4.0%	\$285,158	\$305,000	+ 7.0%
Days on Market		43	43	0.0%	48	49	+ 2.1%
Pct. of Orig. Price Received		98.6%	98.7%	+ 0.1%	97.6%	97.5%	- 0.1%
Pending Sales		3,725	3,592	- 3.6%	12,439	12,118	- 2.6%
Inventory		6,472	7,070	+ 9.2%	--	--	--
Supply		2.2	2.3	+ 4.5%	--	--	--