

Monthly Indicators



March 2026

U.S. existing-home sales unexpectedly rose 1.7% month-over-month to a seasonally adjusted annual rate of 4.09 million, as lower mortgage rates helped boost buyer activity, according to the National Association of REALTORS® (NAR). Monthly sales increased in the Midwest, South, and West but decreased in the Northeast. Sales increased year-over-year in the South, but fell in the Northeast, Midwest, and West.

Closed Sales increased 12.4 percent for Existing Homes homes and 1.0 percent for New Construction homes. Pending Sales decreased 2.7 percent for Existing Homes homes but increased 14.3 percent for New Construction homes. Inventory decreased 5.3 percent for Existing Homes homes and 1.8 percent for New Construction homes.

Median Sales Price increased 10.5 percent to \$309,300 for Existing Homes homes and 10.1 percent to \$543,500 for New Construction homes. Days on Market remained flat for Existing Homes homes but increased 8.5 percent for New Construction properties. Months Supply of Inventory decreased 9.5 percent for Existing Homes homes and 5.6 percent for New Construction homes.

Data from NAR show that inventory continued to grow nationwide, ticking up 2.4% month-over-month and 4.9% year-over-year to 1.29 million units heading into March, representing a 3.8-month supply at the current sales pace. Meanwhile, home prices increased for the 32nd consecutive month, climbing 0.3% year-over-year to \$398,000.

Quick Facts

+ 11.1%

Change in
Closed Sales
Combined

+ 7.7%

Change in
Avg. Sales Price
Combined

- 8.3%

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.

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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	3-2025	3-2026	% Change	YTD 2025	YTD 2026	% Change
Closed Sales		2,430	2,732	+ 12.4%	6,121	6,779	+ 10.7%
Average Sales Price		\$333,272	\$361,554	+ 8.5%	\$328,719	\$352,254	+ 7.2%
Median Sales Price		\$279,925	\$309,300	+ 10.5%	\$280,000	\$300,000	+ 7.1%
Days on Market Until Sale		43	43	0.0%	45	48	+ 6.7%
Pct. of Orig. Price Received		97.4%	97.3%	- 0.1%	96.6%	96.2%	- 0.4%
Pending Sales		3,283	3,194	- 2.7%	7,606	8,170	+ 7.4%
Inventory		5,814	5,508	- 5.3%	—	—	—
Supply		2.1	1.9	- 9.5%	—	—	—

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.



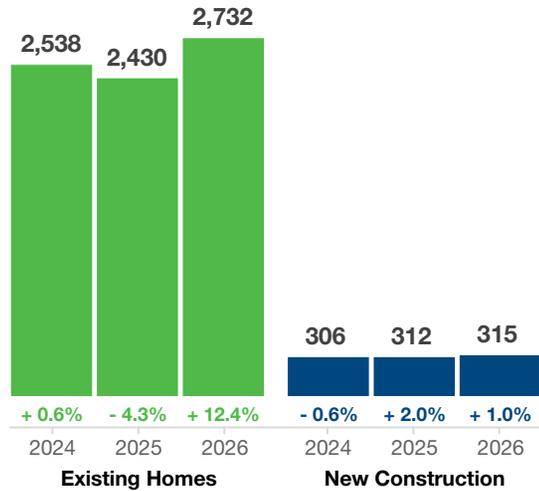
Key Metrics	Historical Sparkbars	3-2025	3-2026	% Change	YTD 2025	YTD 2026	% Change
Closed Sales		312	315	+ 1.0%	716	729	+ 1.8%
Average Sales Price		\$574,982	\$620,767	+ 8.0%	\$568,770	\$631,011	+ 10.9%
Median Sales Price		\$493,725	\$543,500	+ 10.1%	\$489,950	\$549,950	+ 12.2%
Days on Market Until Sale		118	128	+ 8.5%	116	124	+ 6.9%
Pct. of Orig. Price Received		100.3%	99.8%	- 0.5%	100.1%	99.6%	- 0.5%
Pending Sales		356	407	+ 14.3%	923	1,104	+ 19.6%
Inventory		1,464	1,438	- 1.8%	—	—	—
Supply		5.4	5.1	- 5.6%	—	—	—

Closed Sales

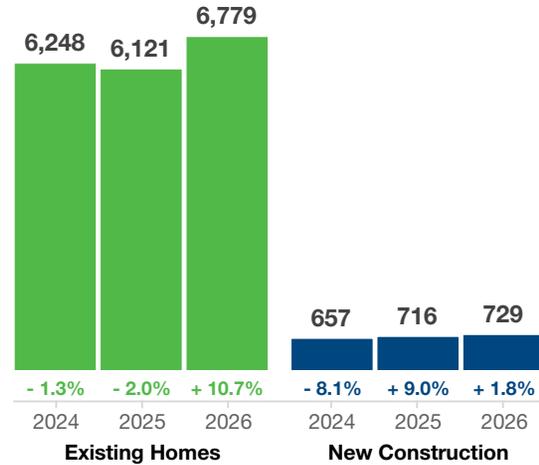
A count of the actual sales that closed in a given month.



March

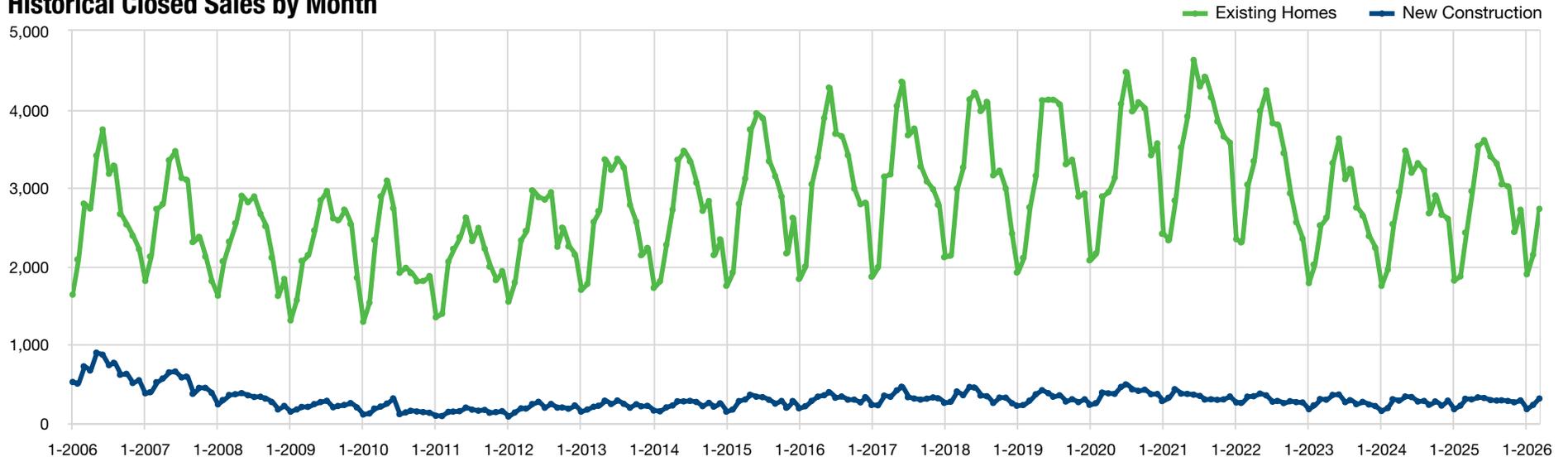


Year to Date



Closed Sales	Existing Homes	Year-Over-Year Change	New Construction	Year-Over-Year Change
Apr-2025	2,959	+ 0.3%	304	+ 5.6%
May-2025	3,533	+ 1.7%	330	- 3.2%
Jun-2025	3,608	+ 13.0%	322	- 3.6%
Jul-2025	3,401	+ 2.6%	295	+ 6.5%
Aug-2025	3,309	+ 2.6%	289	+ 1.8%
Sep-2025	3,046	+ 13.8%	292	+ 24.3%
Oct-2025	3,020	+ 4.0%	284	+ 2.2%
Nov-2025	2,438	- 8.3%	267	+ 18.7%
Dec-2025	2,721	+ 4.5%	291	+ 1.0%
Jan-2026	1,899	+ 4.4%	180	+ 0.6%
Feb-2026	2,148	+ 14.7%	234	+ 4.0%
Mar-2026	2,732	+ 12.4%	315	+ 1.0%
12-Month Avg	2,901	+ 5.1%	284	+ 4.4%

Historical Closed Sales by Month

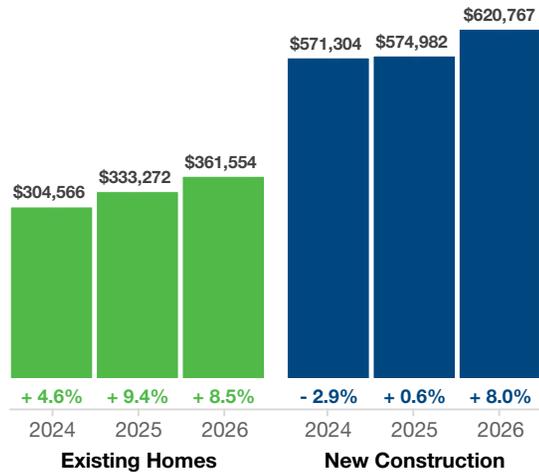


Average Sales Price

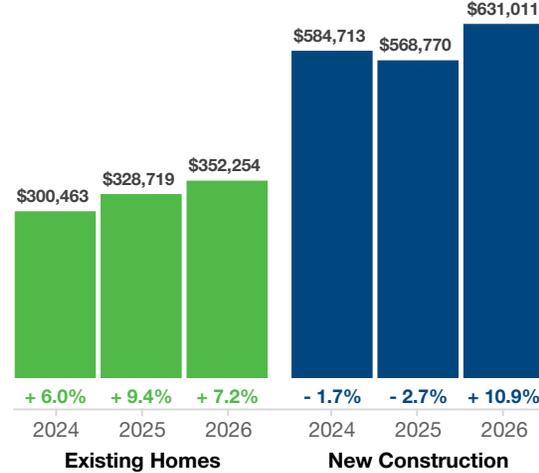
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



March



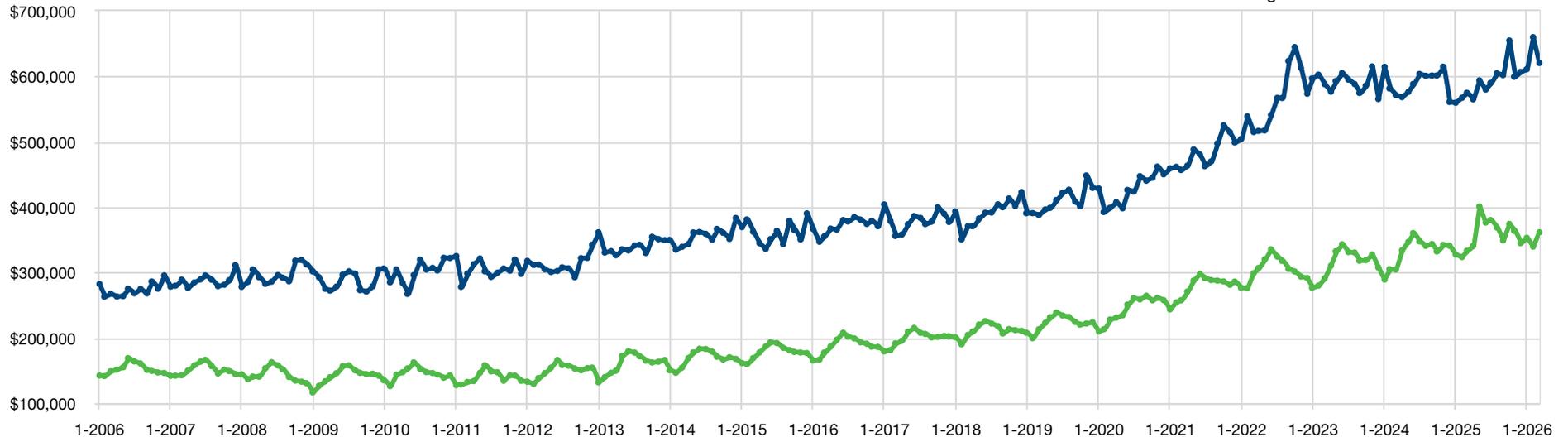
Year to Date



Avg. Sales Price	Existing Homes	Year-Over-Year Change	New Construction	Year-Over-Year Change
Apr-2025	\$340,708	+ 2.0%	\$565,095	- 0.6%
May-2025	\$401,035	+ 15.6%	\$593,993	+ 3.1%
Jun-2025	\$376,533	+ 4.5%	\$579,913	- 1.5%
Jul-2025	\$380,273	+ 9.3%	\$590,091	- 2.3%
Aug-2025	\$368,968	+ 8.3%	\$604,691	+ 0.6%
Sep-2025	\$349,142	+ 1.6%	\$601,960	+ 0.1%
Oct-2025	\$374,308	+ 12.6%	\$654,940	+ 8.9%
Nov-2025	\$363,806	+ 6.3%	\$599,597	- 2.5%
Dec-2025	\$344,967	+ 1.1%	\$606,926	+ 8.2%
Jan-2026	\$353,089	+ 7.7%	\$611,134	+ 9.2%
Feb-2026	\$339,708	+ 4.9%	\$660,091	+ 16.4%
Mar-2026	\$361,554	+ 8.5%	\$620,767	+ 8.0%
12-Month Avg*	\$364,943	+ 7.1%	\$605,904	+ 3.6%

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

Historical Average Sales Price by Month

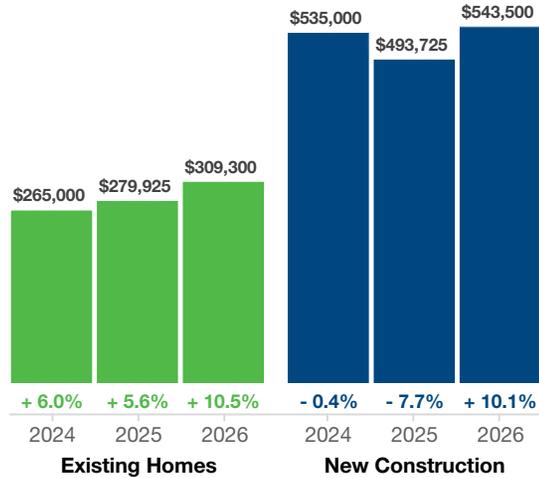


Median Sales Price

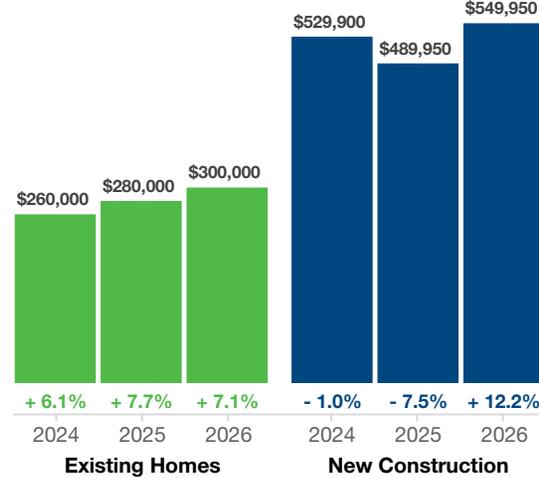
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



March



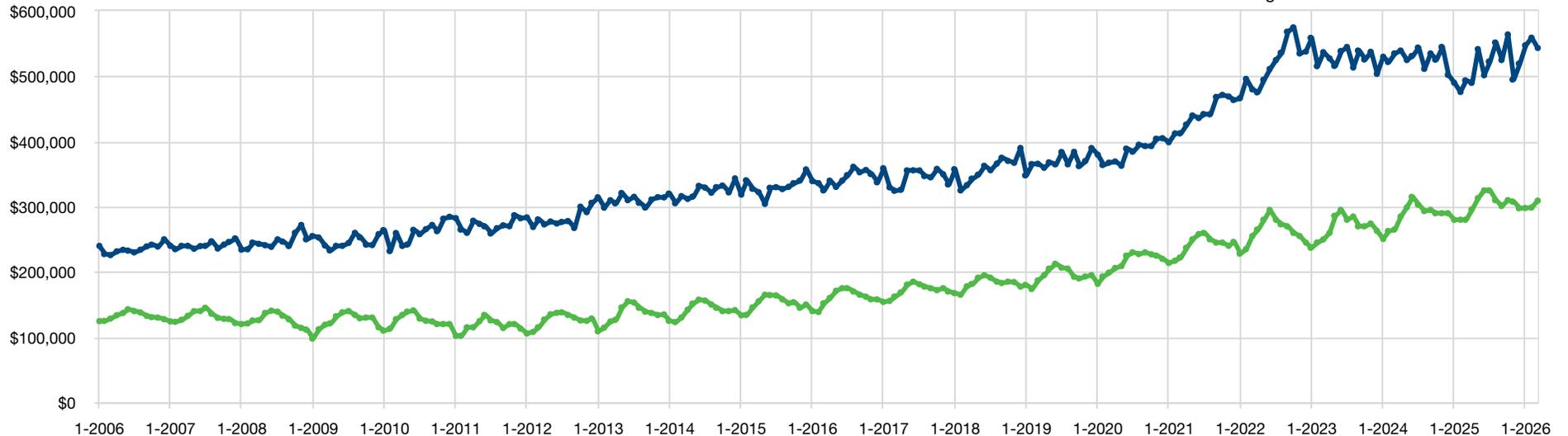
Year to Date



Median Sales Price	Existing Homes	Year-Over-Year Change	New Construction	Year-Over-Year Change
Apr-2025	\$295,725	+ 3.8%	\$489,925	- 9.2%
May-2025	\$313,000	+ 4.7%	\$541,634	+ 3.2%
Jun-2025	\$325,000	+ 3.2%	\$501,698	- 5.5%
Jul-2025	\$325,000	+ 7.2%	\$522,603	- 3.9%
Aug-2025	\$309,950	+ 5.7%	\$551,750	+ 7.9%
Sep-2025	\$301,000	+ 2.0%	\$525,000	- 1.9%
Oct-2025	\$310,000	+ 6.9%	\$564,076	+ 7.3%
Nov-2025	\$307,750	+ 6.1%	\$495,034	- 9.2%
Dec-2025	\$297,650	+ 2.6%	\$519,385	+ 3.4%
Jan-2026	\$298,000	+ 6.5%	\$547,458	+ 11.7%
Feb-2026	\$298,750	+ 6.7%	\$559,101	+ 17.5%
Mar-2026	\$309,300	+ 10.5%	\$543,500	+ 10.1%
12-Month Avg*	\$310,000	+ 5.8%	\$526,891	+ 1.3%

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

Historical Median Sales Price by Month

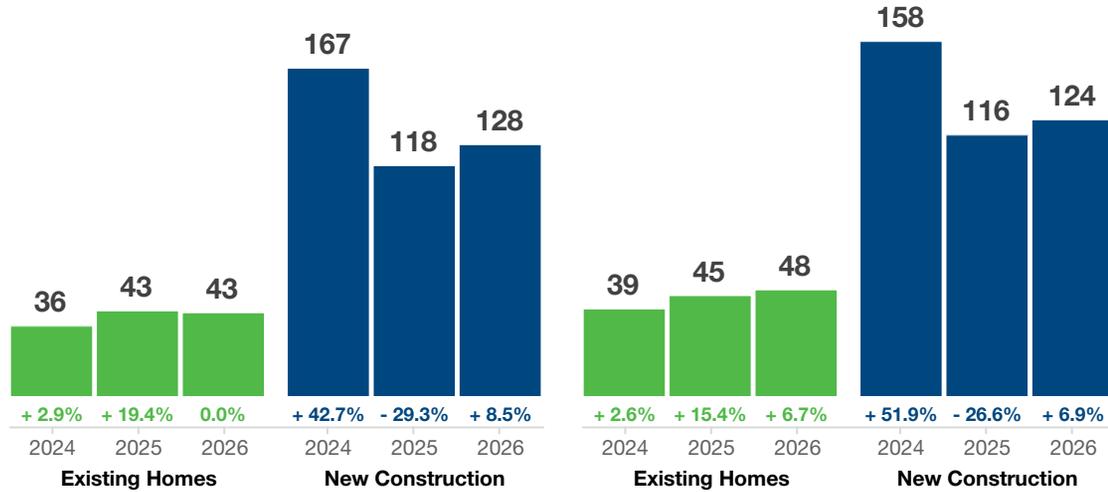


Days on Market Until Sale

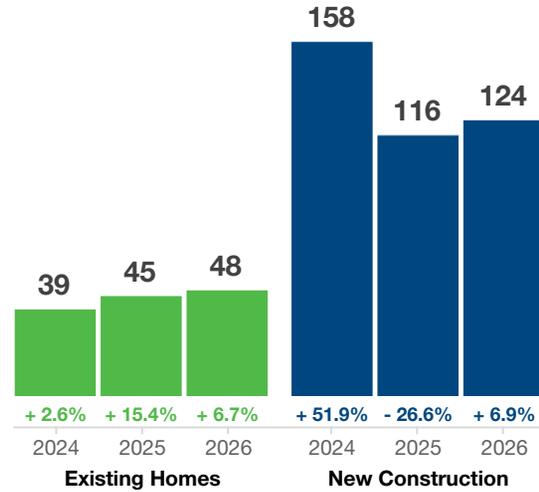
Average number of days between when a property is listed and when an offer is accepted in a given month.



March



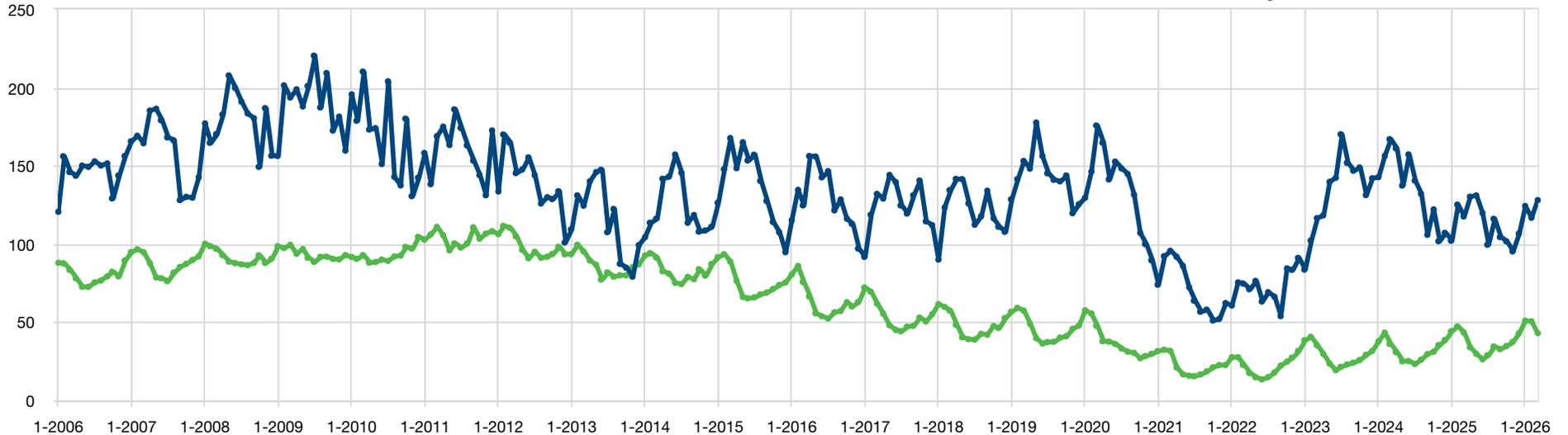
Year to Date



Days on Market	Existing Homes	Year-Over-Year Change	New Construction	Year-Over-Year Change
Apr-2025	34	+ 9.7%	130	- 19.3%
May-2025	30	+ 20.0%	131	- 4.4%
Jun-2025	26	+ 4.0%	120	- 23.6%
Jul-2025	29	+ 26.1%	100	- 29.1%
Aug-2025	35	+ 34.6%	116	- 12.1%
Sep-2025	33	+ 10.0%	105	- 0.9%
Oct-2025	35	+ 12.9%	102	- 16.4%
Nov-2025	37	+ 5.7%	95	- 6.9%
Dec-2025	43	+ 10.3%	107	0.0%
Jan-2026	51	+ 15.9%	124	+ 21.6%
Feb-2026	51	+ 8.5%	117	- 6.4%
Mar-2026	43	0.0%	128	+ 8.5%
12-Month Avg*	36	+ 12.2%	115	- 10.4%

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

Historical Days on Market Until Sale by Month

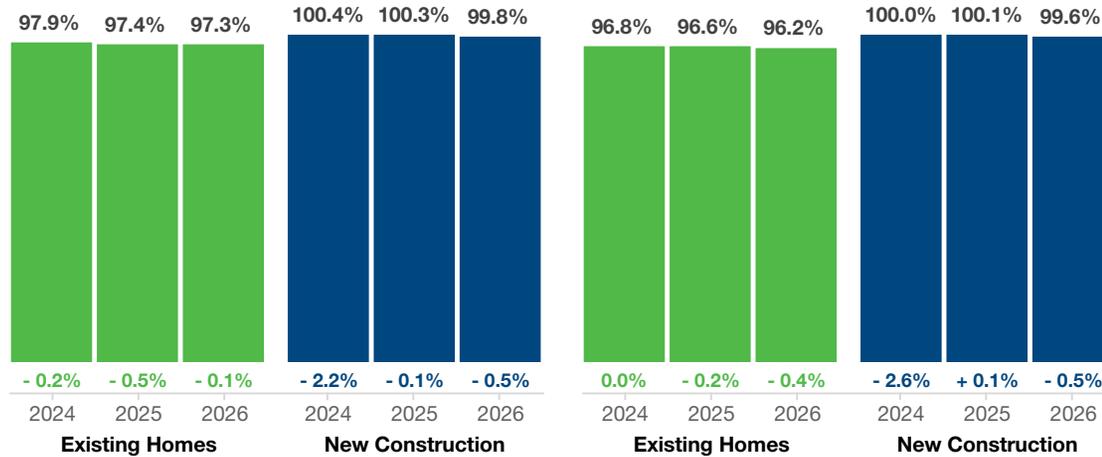


Percentage of Original List Price Received

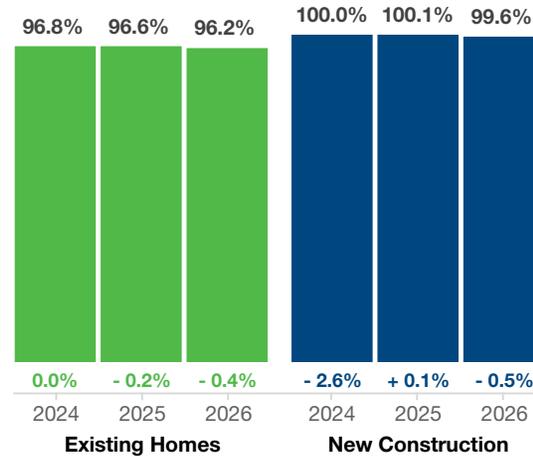
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



March



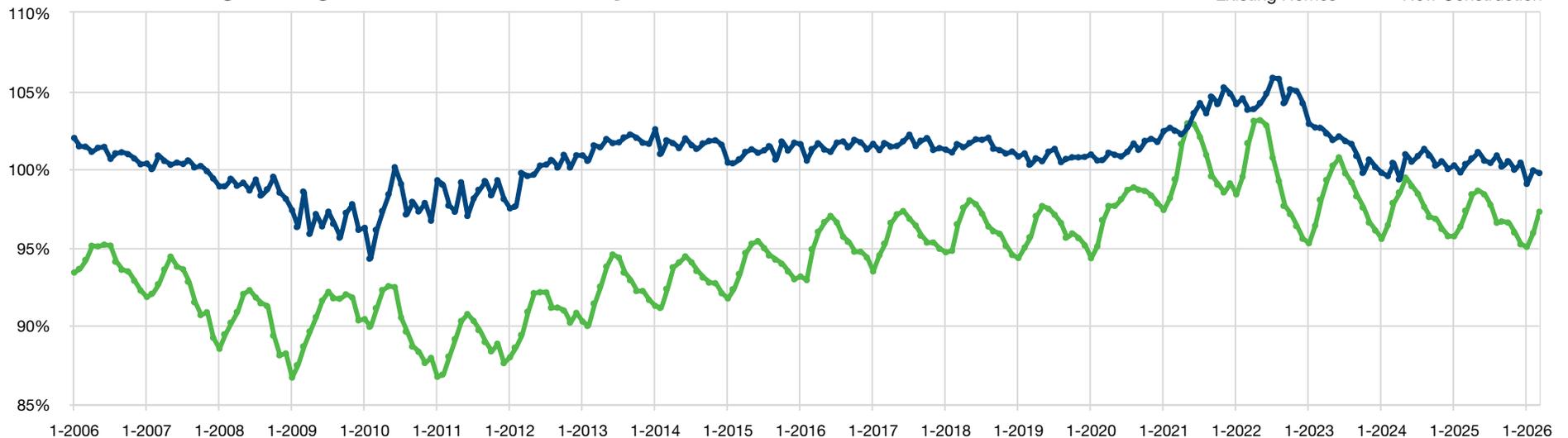
Year to Date



Pct. of Orig. Price Received	Existing Homes	Year-Over-Year Change	New Construction	Year-Over-Year Change
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%	100.4%	-0.5%
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%	100.5%	+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%	99.1%	-1.2%
Feb-2026	95.9%	-0.5%	99.9%	+0.1%
Mar-2026	97.3%	-0.1%	99.8%	-0.5%
12-Month Avg*	97.0%	-0.5%	100.4%	-0.1%

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

Historical Percentage of Original List Price Received by Month

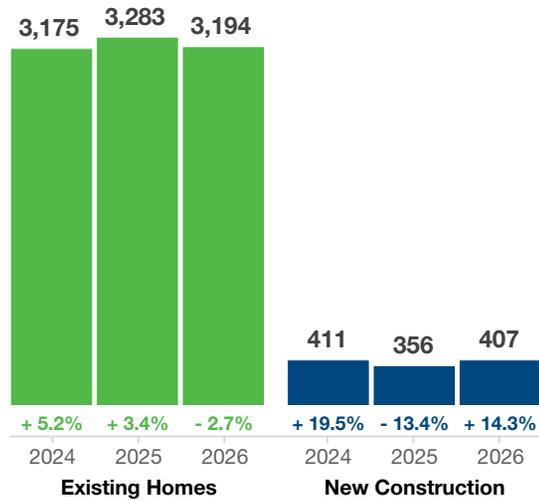


Pending Sales

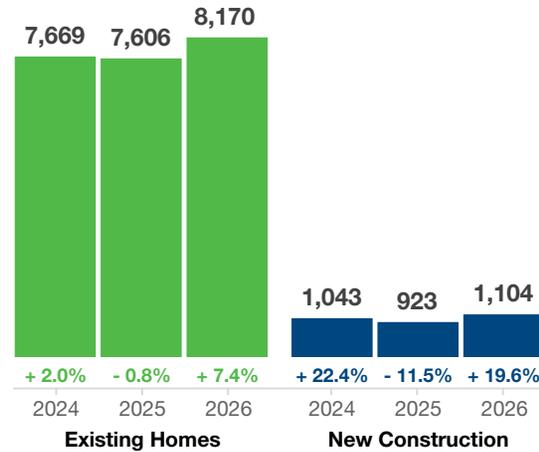
A count of the properties on which offers have been accepted in a given month.



March

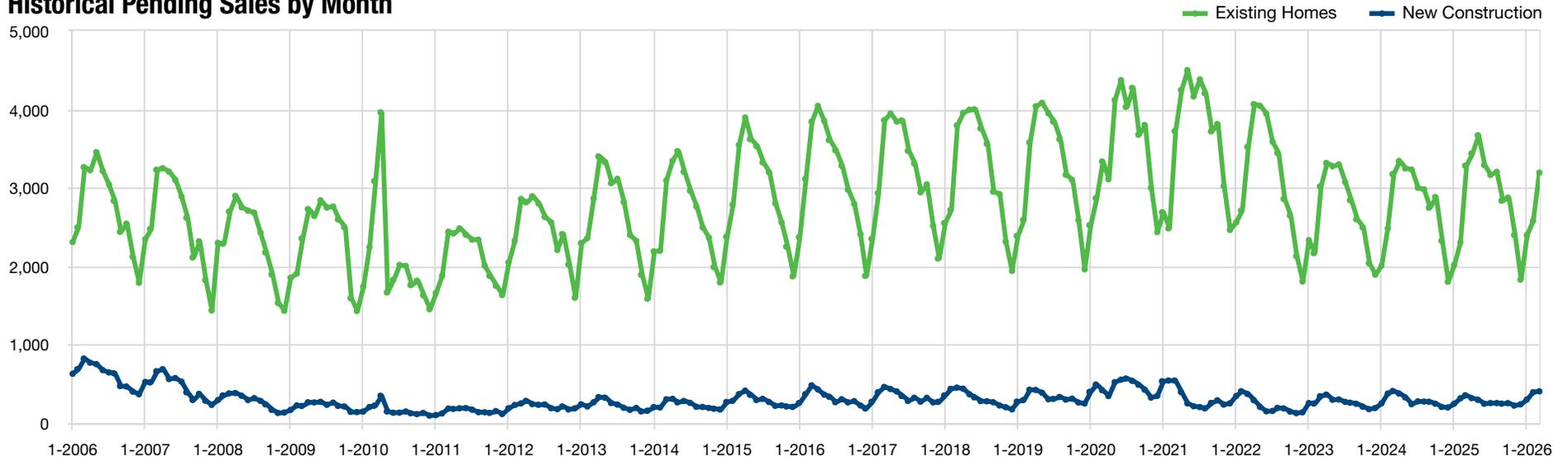


Year to Date



Pending Sales	Existing Homes	Year-Over-Year Change	New Construction	Year-Over-Year Change
Apr-2025	3,439	+ 2.9%	320	- 15.6%
May-2025	3,671	+ 13.0%	299	- 9.1%
Jun-2025	3,291	+ 1.8%	249	+ 2.5%
Jul-2025	3,165	+ 5.4%	257	- 7.9%
Aug-2025	3,205	+ 7.6%	257	- 6.9%
Sep-2025	2,836	+ 3.2%	250	- 8.8%
Oct-2025	2,875	- 0.3%	256	+ 2.8%
Nov-2025	2,399	+ 3.2%	225	+ 8.2%
Dec-2025	1,831	+ 1.5%	241	+ 19.9%
Jan-2026	2,396	+ 18.7%	302	+ 21.3%
Feb-2026	2,580	+ 11.9%	395	+ 24.2%
Mar-2026	3,194	- 2.7%	407	+ 14.3%
12-Month Avg	2,907	+ 5.2%	288	+ 2.9%

Historical Pending Sales by Month

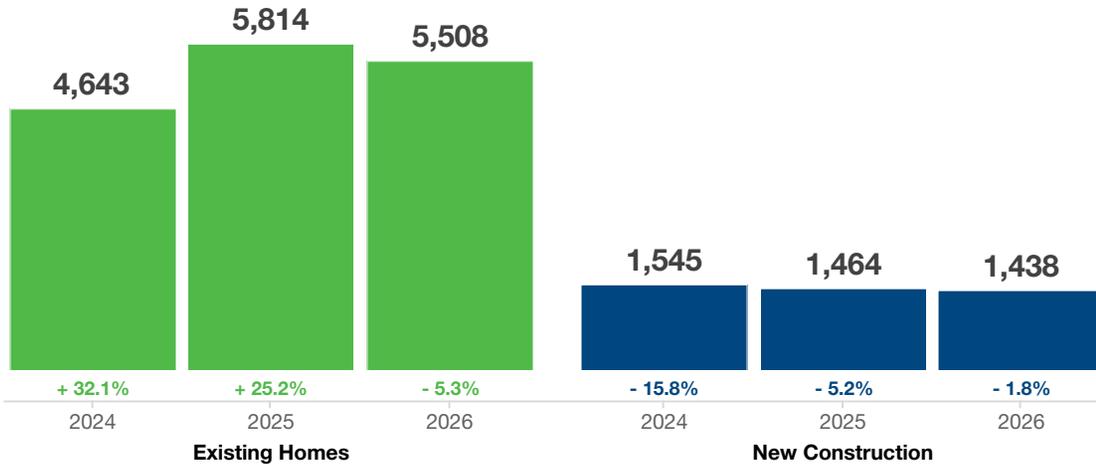


Inventory

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

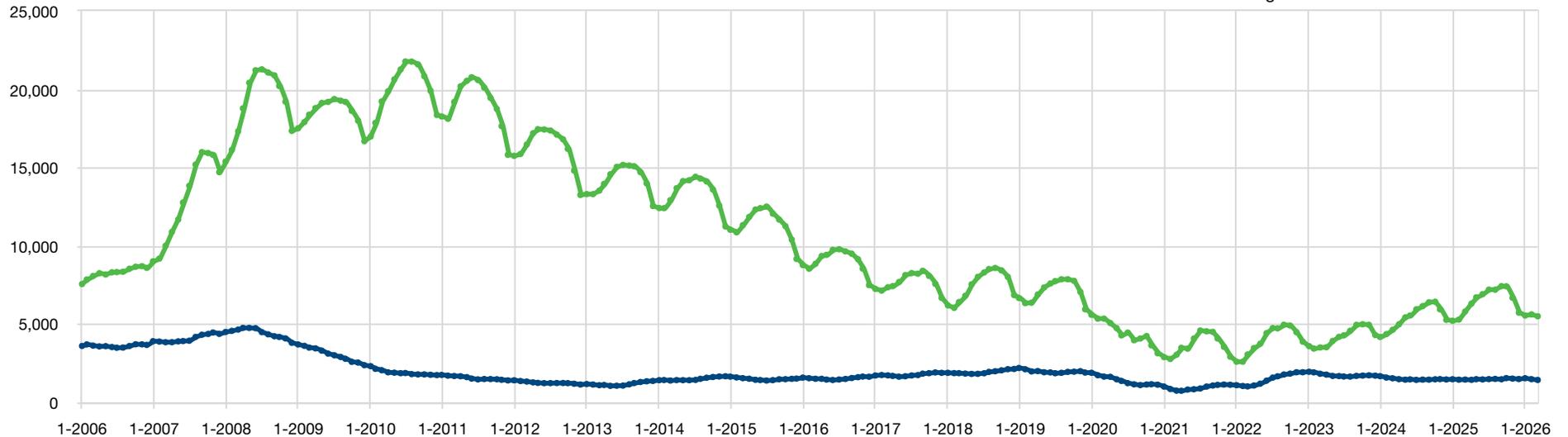


March



Inventory	Existing Homes	Year-Over-Year Change	New Construction	Year-Over-Year Change
Apr-2025	6,317	+ 26.5%	1,447	- 2.8%
May-2025	6,715	+ 23.6%	1,489	+ 2.2%
Jun-2025	6,917	+ 24.5%	1,473	- 0.3%
Jul-2025	7,209	+ 21.1%	1,493	+ 3.4%
Aug-2025	7,204	+ 17.1%	1,506	+ 3.2%
Sep-2025	7,429	+ 16.1%	1,483	+ 1.7%
Oct-2025	7,423	+ 15.4%	1,556	+ 5.0%
Nov-2025	6,689	+ 12.4%	1,525	+ 2.2%
Dec-2025	5,737	+ 8.7%	1,498	+ 1.9%
Jan-2026	5,553	+ 6.4%	1,549	+ 4.3%
Feb-2026	5,627	+ 6.3%	1,489	+ 2.2%
Mar-2026	5,508	- 5.3%	1,438	- 1.8%
12-Month Avg	6,527	+ 14.4%	1,496	+ 1.8%

Historical Inventory by Month

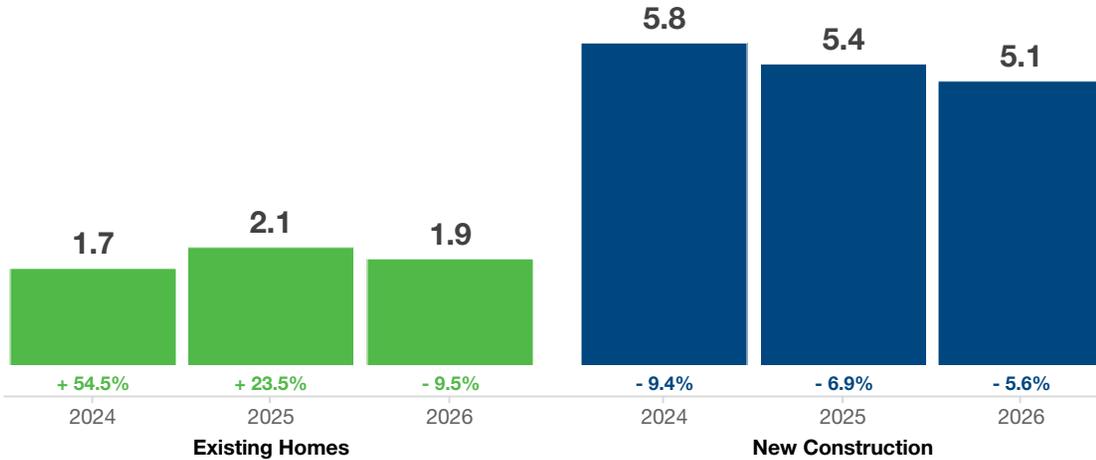


Supply

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.



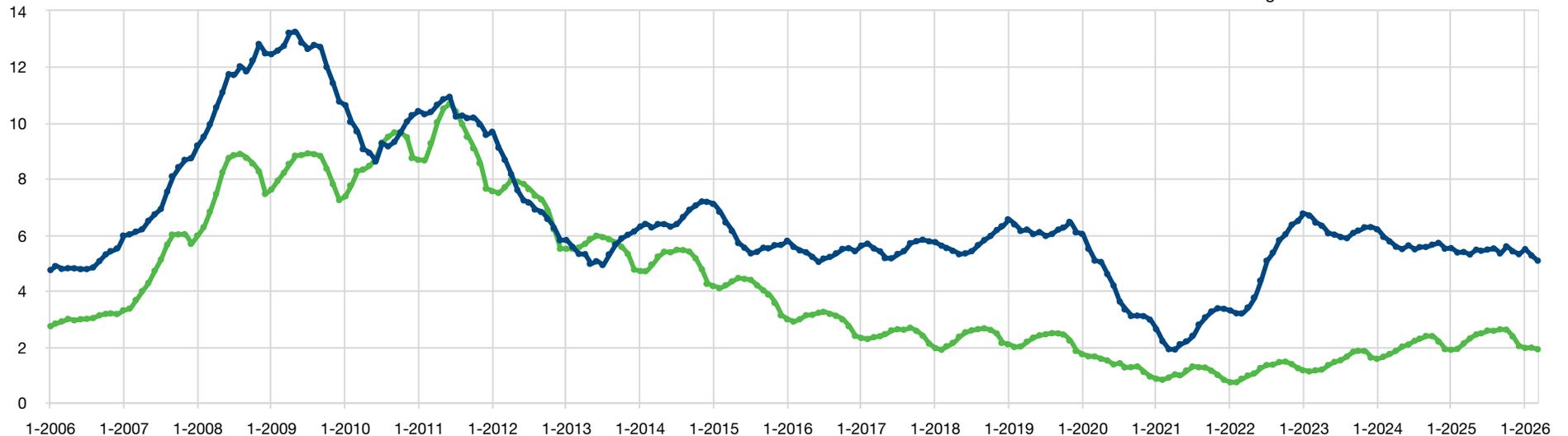
March



Supply	Existing Homes	Year-Over-Year Change	New Construction	Year-Over-Year Change
Apr-2025	2.3	+ 27.8%	5.3	- 5.4%
May-2025	2.4	+ 20.0%	5.5	0.0%
Jun-2025	2.5	+ 19.0%	5.4	- 3.6%
Jul-2025	2.6	+ 18.2%	5.5	0.0%
Aug-2025	2.6	+ 13.0%	5.5	- 1.8%
Sep-2025	2.6	+ 8.3%	5.3	- 5.4%
Oct-2025	2.6	+ 8.3%	5.6	0.0%
Nov-2025	2.4	+ 9.1%	5.4	- 5.3%
Dec-2025	2.0	+ 5.3%	5.3	- 3.6%
Jan-2026	1.9	0.0%	5.5	0.0%
Feb-2026	2.0	+ 5.3%	5.3	- 1.9%
Mar-2026	1.9	- 9.5%	5.1	- 5.6%
12-Month Avg*	2.3	+ 10.4%	5.4	- 2.7%

* Supply for all properties from April 2025 through March 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	3-2025	3-2026	% Change	YTD 2025	YTD 2026	% Change
Closed Sales		2,742	3,047	+ 11.1%	6,837	7,508	+ 9.8%
Average Sales Price		\$360,795	\$388,431	+ 7.7%	\$353,884	\$379,367	+ 7.2%
Median Sales Price		\$300,000	\$325,000	+ 8.3%	\$300,000	\$320,000	+ 6.7%
Days on Market Until Sale		52	52	0.0%	52	55	+ 5.8%
Pct. of Orig. Price Received		97.7%	97.5%	- 0.2%	96.9%	96.6%	- 0.3%
Pending Sales		3,639	3,601	- 1.0%	8,529	9,274	+ 8.7%
Inventory		7,278	6,946	- 4.6%	—	—	—
Supply		2.4	2.2	- 8.3%	—	—	—