

# **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

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.



Key Metrics	Historical Sparkbars	4-2024	4-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
Closed Sales	4-2022 4-2023 4-2024 4-2025	2,949	2,920	- 1.0%	9,197	9,048	- 1.6%
Average Sales Price	4-2022 4-2023 4-2024 4-2025	\$334,018	\$341,772	+ 2.3%	\$311,206	\$333,376	+ 7.1%
Median Sales Price	4-2022 4-2023 4-2024 4-2025	\$285,000	\$296,000	+ 3.9%	\$270,000	\$285,000	+ 5.6%
Days on Market	4-2022 4-2023 4-2024 4-2025	31	34	+ 9.7%	36	41	+ 13.9%
Pct. of Orig. Price Received	4-2022 4-2023 4-2024 4-2025	98.5%	98.4%	- 0.1%	97.3%	97.2%	- 0.1%
Pending Sales	4-2022 4-2023 4-2024 4-2025	3,346	3,266	- 2.4%	11,016	10,874	- 1.3%
Inventory	4-2022 4-2023 4-2024 4-2025	4,996	5,671	+ 13.5%			
Supply	4-2022 4-2023 4-2024 4-2025	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.



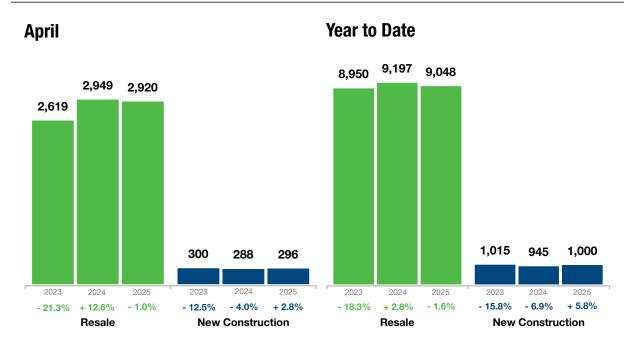
Key Metrics	Historical Sparkbars	4-2024	4-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
Closed Sales	4-2022 4-2023 4-2024 4-2025	288	296	+ 2.8%	945	1,000	+ 5.8%
Average Sales Price	4-2022 4-2023 4-2024 4-2025	\$568,364	\$565,324	- 0.5%	\$579,730	\$566,635	- 2.3%
Median Sales Price	4-2022 4-2023 4-2024 4-2025	\$539,446	\$489,925	- 9.2%	\$534,800	\$489,925	- 8.4%
Days on Market	4-2022 4-2023 4-2024 4-2025	161	133	- 17.4%	159	121	- 23.9%
Pct. of Orig. Price Received	4-2022 4-2023 4-2024 4-2025	99.4%	100.7%	+ 1.3%	99.8%	100.3%	+ 0.5%
Pending Sales	4-2022 4-2023 4-2024 4-2025	379	326	- 14.0%	1,423	1,244	- 12.6%
Inventory	4-2022 4-2023 4-2024 4-2025	1,476	1,399	- 5.2%			
Supply	4-2022 4-2023 4-2024 4-2025	5.5	5.1	- 7.3%			

### **Closed Sales**

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

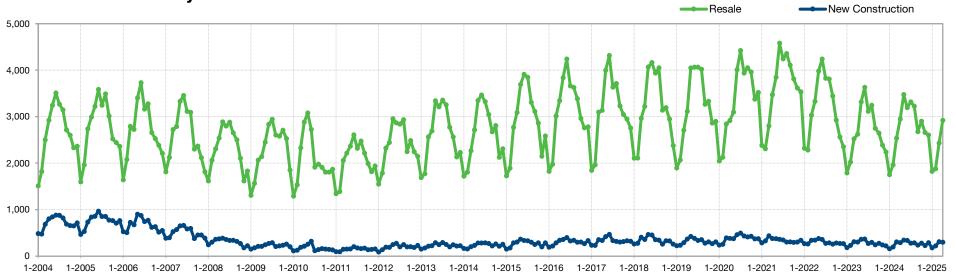


**HEARTLAND MLS** 



Closed Sales	Resale	Year-Over-Year Change	New Construction	Year-Over-Year Change
May-2024	3,474	+4.8%	341	-5.5%
Jun-2024	3,192	-12.0%	334	-8.7%
Jul-2024	3,315	+6.6%	277	+3.0%
Aug-2024	3,224	-0.6%	284	-3.4%
Sep-2024	2,676	-2.7%	235	-3.3%
Oct-2024	2,900	+9.6%	278	+2.2%
Nov-2024	2,657	+11.4%	225	-5.9%
Dec-2024	2,603	+16.4%	286	+30.6%
Jan-2025	1,821	+4.0%	176	+12.1%
Feb-2025	1,877	-4.2%	220	+13.4%
Mar-2025	2,430	-4.3%	308	+0.7%
Apr-2025	2,920	-1.0%	296	+2.8%
12-Month Avg	2,757	+1.8%	272	+1.6%

#### **Historical Closed Sales by Month**



## **Average Sales Price**

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



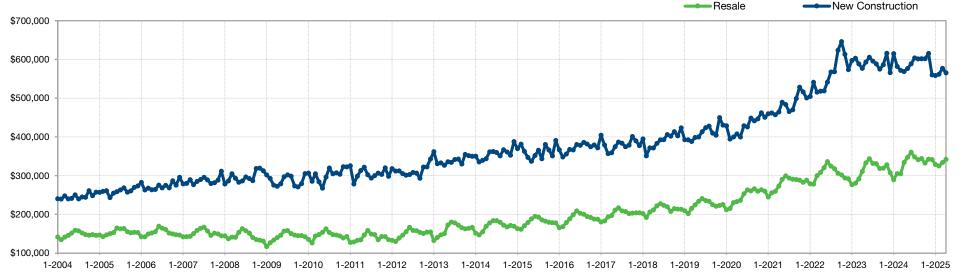
**HEARTLAND MLS** 



Avg. Sales Price	Resale	Year-Over-Year Change	New Construction	Year-Over-Year Change
May-2024	\$346,985	+4.4%	\$576,341	-2.8%
Jun-2024	\$360,322	+5.0%	\$588,487	-2.8%
Jul-2024	\$347,887	+5.0%	\$603,786	+1.4%
Aug-2024	\$340,794	+3.1%	\$600,962	+2.1%
Sep-2024	\$343,726	+8.0%	\$601,413	+4.6%
Oct-2024	\$332,237	+4.2%	\$601,481	+2.7%
Nov-2024	\$342,254	+4.5%	\$615,169	-0.0%
Dec-2024	\$341,331	+10.9%	\$559,934	-1.0%
Jan-2025	\$328,375	+13.5%	\$558,005	-9.2%
Feb-2025	\$324,981	+6.5%	\$561,297	-3.5%
Mar-2025	\$333,515	+9.5%	\$576,639	+0.9%
Apr-2025	\$341,772	+2.3%	\$565,324	-0.5%
12-Month Avg*	\$341,655	+5.8%	\$584,258	-0.6%

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

#### **Historical Average Sales Price by Month**

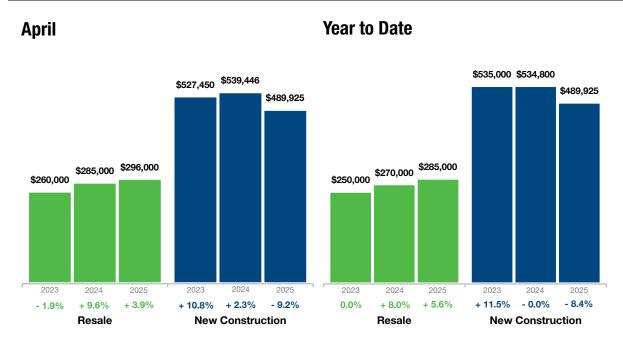


### **Median Sales Price**

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



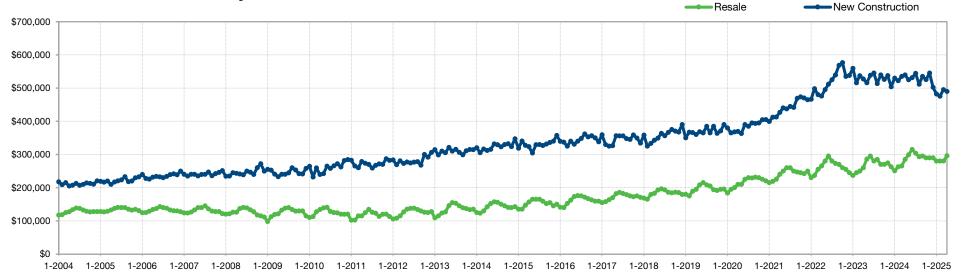
**HEARTLAND MLS** 



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%

<sup>\*</sup> 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**

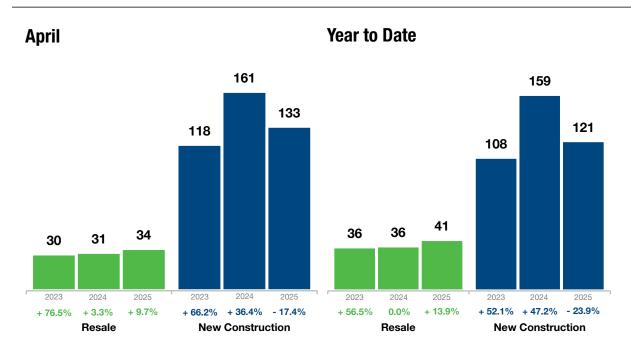


### **Days on Market Until Sale**

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



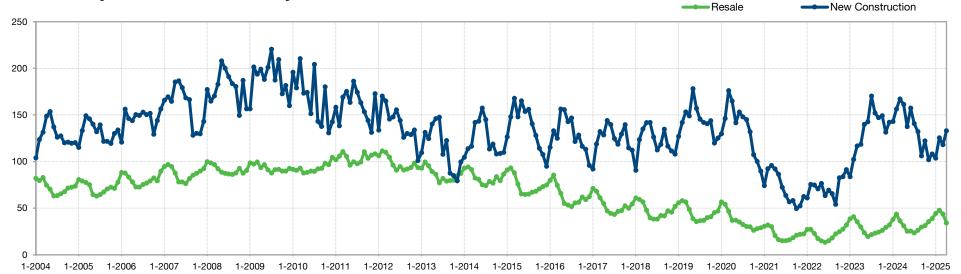
**HEARTLAND MLS** 



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%

<sup>\*</sup> 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**

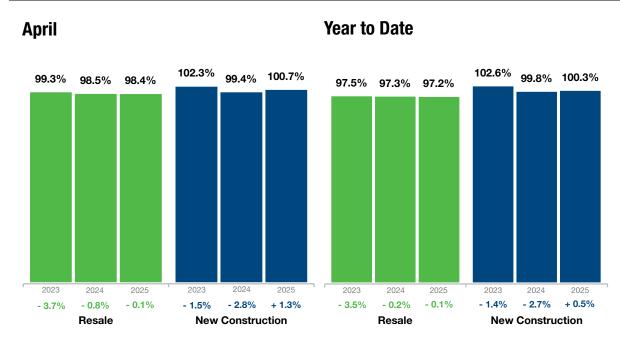


### **Percentage of Original List Price Received**

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.

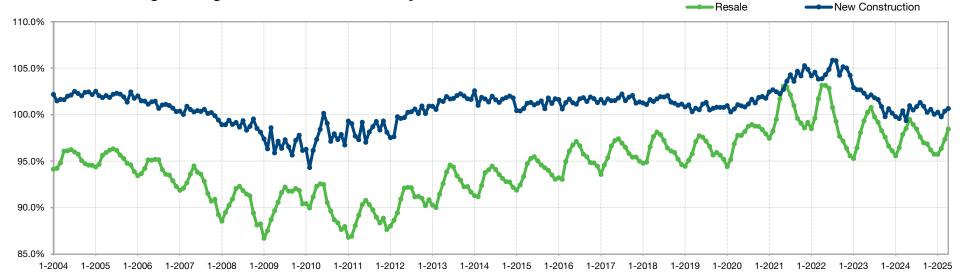
**HEARTLAND** MLS



Pct. of Orig. Price Received	Resale	Year-Over-Year Change	New Construction	Year-Over-Year Change
May-2024	99.5%	-0.7%	101.0%	-0.9%
Jun-2024	98.9%	-1.9%	100.5%	-1.6%
Jul-2024	98.4%	-1.3%	100.9%	-0.9%
Aug-2024	97.6%	-1.6%	101.3%	-0.3%
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%	100.6%	0.0%
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%
12-Month Avg*	97.5%	-0.9%	100.6%	-0.2%

 $<sup>^{*}</sup>$  Pct. of Orig. Price Received for all properties from May 2024 through April 2025. This is not the average of the individual figures above.

#### **Historical Percentage of Original List Price Received by Month**

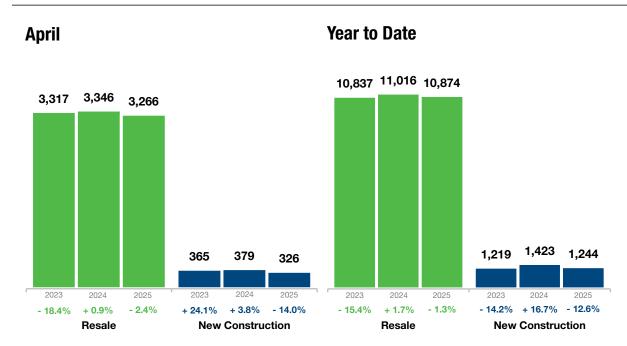


### **Pending Sales**

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

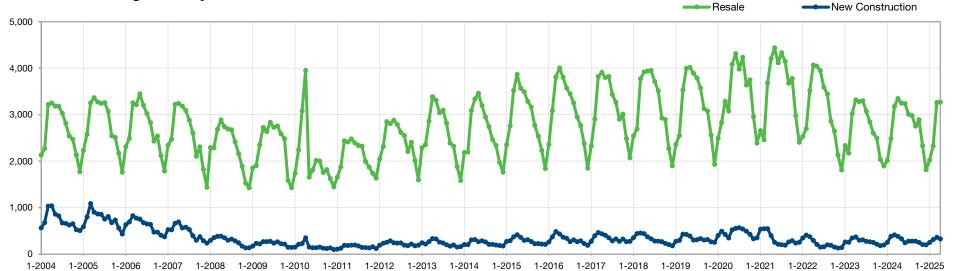


**HEARTLAND MLS** 



Pending Sales	Resale	Year-Over-Year Change	New Construction	Year-Over-Year Change
May-2024	3,248	-0.9%	329	+10.0%
Jun-2024	3,238	-1.8%	244	-19.5%
Jul-2024	3,006	-2.2%	277	+1.8%
Aug-2024	2,980	+4.8%	277	+5.7%
Sep-2024	2,750	+5.8%	276	+11.3%
Oct-2024	2,890	+15.7%	248	+17.5%
Nov-2024	2,332	+14.5%	204	+13.3%
Dec-2024	1,814	-4.3%	196	+1.6%
Jan-2025	2,022	+0.5%	249	-1.6%
Feb-2025	2,324	-6.4%	310	-18.2%
Mar-2025	3,262	+2.7%	359	-12.9%
Apr-2025	3,266	-2.4%	326	-14.0%
12-Month Avg	2.761	+1.8%	275	-2.8%

#### **Historical Pending Sales by Month**

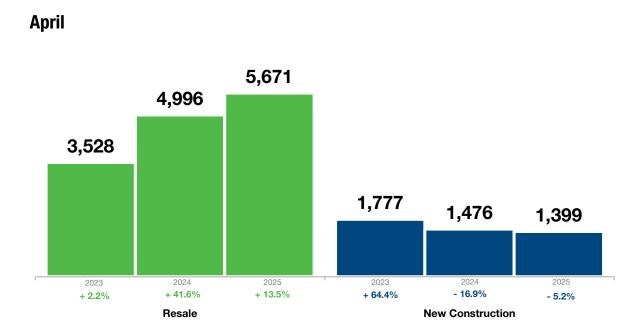


### **Inventory**

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

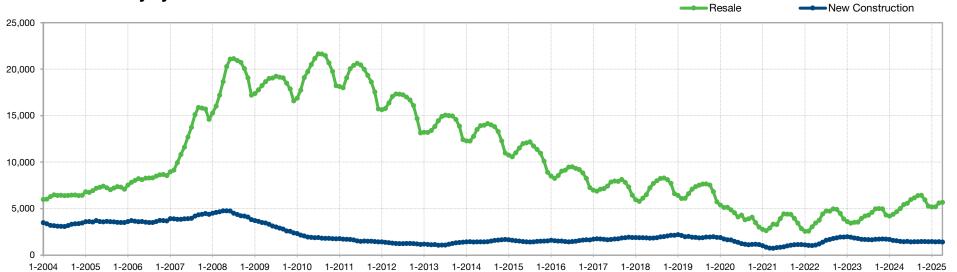


**HEARTLAND MLS** 



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**

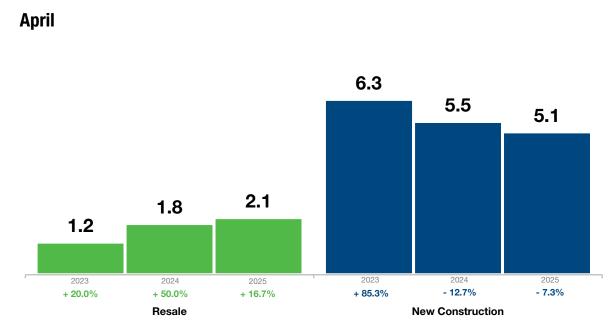


### **Supply**

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.



**HEARTLAND MLS** 



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%

<sup>\*</sup> 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**

KANSAS CITY REGIONAL ASSOCIATION OF REALTORS®

**HEARTLAND MLS** 

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	4-2022 4-2023 4-2024 4-2025	3,237	3,216	- 0.6%	10,142	10,048	- 0.9%
Average Sales Price	4-2022 4-2023 4-2024 4-2025	\$354,932	\$362,367	+ 2.1%	\$336,271	\$356,618	+ 6.1%
Median Sales Price	4-2022 4-2023 4-2024 4-2025	\$303,000	\$315,000	+ 4.0%	\$285,158	\$305,000	+ 7.0%
Days on Market	4-2022 4-2023 4-2024 4-2025	43	43	0.0%	48	49	+ 2.1%
Pct. of Orig. Price Received	4-2022 4-2023 4-2024 4-2025	98.6%	98.7%	+ 0.1%	97.6%	97.5%	- 0.1%
Pending Sales	4-2022 4-2023 4-2024 4-2025	3,725	3,592	- 3.6%	12,439	12,118	- 2.6%
Inventory	4-2022 4-2023 4-2024 4-2025	6,472	7,070	+ 9.2%			
Supply	4-2022 4-2023 4-2024 4-2025	2.2	2.3	+ 4.5%			