



Monthly Indicators

December 2021

The 2021 housing market was one for the history books. After three consecutive months of increases recently, existing home sales are on pace to hit their highest level in 15 years, with an estimated 6 million homes sold in 2021 according to the National Association of REALTORS®. Sales prices reached new heights, inventory hit rock bottom, and homes sold in record time, often for well above asking price. Mortgage rates, which began the year at historic lows, remain attractive, and homeowners who choose to sell in the coming months can expect to see plenty of buyer activity due to pent-up demand during the pandemic.

Closed Sales decreased 3.6 percent for existing homes and 11.8 percent for new homes. Pending Sales increased 4.4 percent for existing homes but decreased 26.8 percent for new homes. Inventory decreased 35.2 percent for existing homes and 15.6 percent for new homes.

The Median Sales Price was up 12.6 percent to \$250,000 for existing homes and 14.1 percent to \$461,956 for new homes. Days on Market decreased 18.5 percent for existing homes and 31.1 percent for new homes. Supply decreased 36.4 percent for existing homes and 3.4 percent for new homes.

Looking ahead, experts anticipate many of the housing market trends of 2021 will continue in 2022, albeit at a more moderate level. Strong buyer demand and inventory shortages are likely to persist over the next year. Home sales are projected to remain strong but will be tempered by the limited supply of homes, higher sales prices, and rising interest rates, with the Federal Reserve planning multiple rate hikes in the new year. Price growth is expected to slow somewhat as a result, but affordability will likely remain a top constraint for some homebuyers.

Quick Facts

- 4.4%

+ 10.8%

- 38.5%

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.

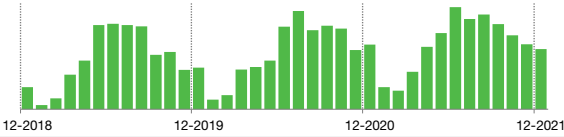
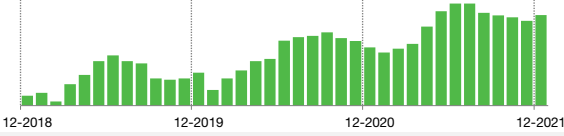
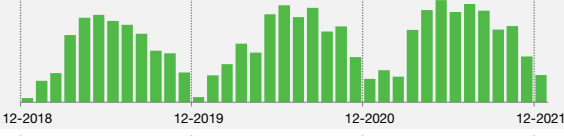
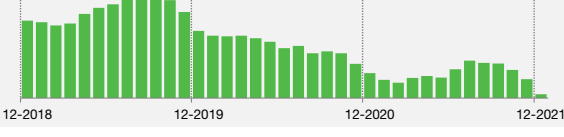
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Existing Homes Market Overview

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



Key Metrics	Historical Sparkbars	12-2020	12-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
Closed Sales		3,486	3,359	- 3.6%	39,838	42,106	+ 5.7%
Average Sales Price		\$261,362	\$291,907	+ 11.7%	\$251,502	\$285,592	+ 13.6%
Median Sales Price		\$222,000	\$250,000	+ 12.6%	\$220,000	\$247,000	+ 12.3%
Days on Market		27	22	- 18.5%	33	20	- 39.4%
Pct. of Orig. Price Received		98.0%	99.2%	+ 1.2%	98.0%	100.6%	+ 2.7%
Pending Sales		2,368	2,473	+ 4.4%	40,473	42,350	+ 4.6%
Inventory		3,558	2,304	- 35.2%	--	--	--
Supply		1.1	0.7	- 36.4%	--	--	--

New Homes Market Overview

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



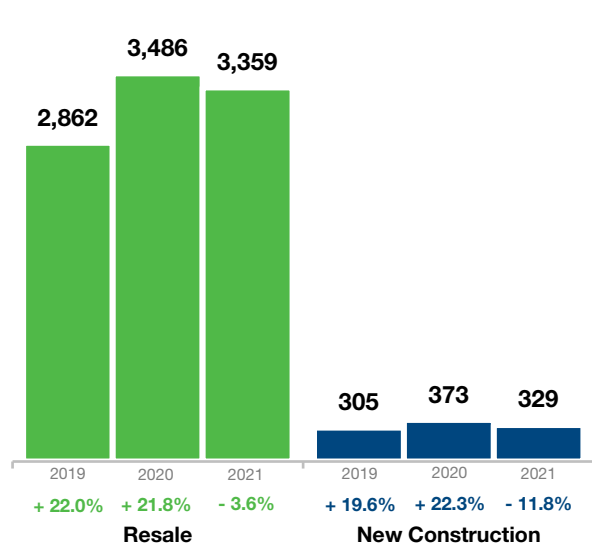
Key Metrics	Historical Sparkbars	12-2020	12-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
Closed Sales		373	329	- 11.8%	4,597	4,010	- 12.8%
Average Sales Price		\$450,334	\$492,999	+ 9.5%	\$428,784	\$480,636	+ 12.1%
Median Sales Price		\$405,000	\$461,956	+ 14.1%	\$385,000	\$439,110	+ 14.1%
Days on Market		90	62	- 31.1%	136	73	- 46.3%
Pct. of Orig. Price Received		101.7%	104.6%	+ 2.9%	101.2%	103.5%	+ 2.3%
Pending Sales		351	257	- 26.8%	5,446	3,957	- 27.3%
Inventory		1,127	951	- 15.6%	--	--	--
Supply		2.9	2.8	- 3.4%	--	--	--

Closed Sales

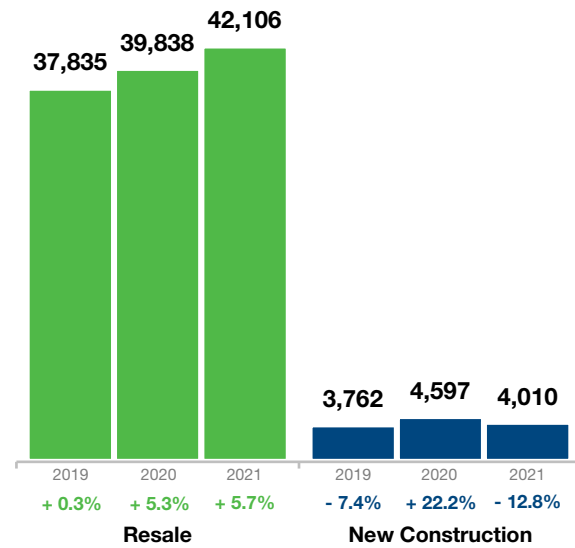
A count of the actual sales that closed in a given month.



December

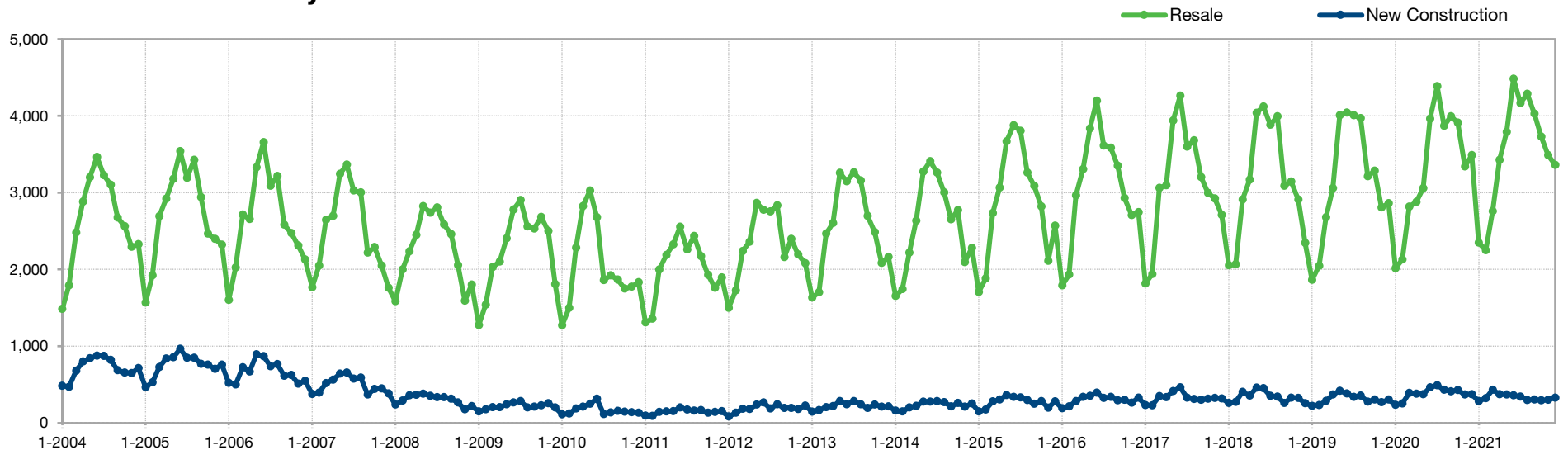


Year to Date



Closed Sales	Resale	Year-Over-Year Change	New Construction	Year-Over-Year Change
Jan-2021	2,347	+16.6%	283	+20.4%
Feb-2021	2,248	+5.7%	323	+28.2%
Mar-2021	2,757	-2.1%	431	+10.2%
Apr-2021	3,427	+19.0%	374	-1.8%
May-2021	3,789	+23.9%	368	-1.6%
Jun-2021	4,483	+13.1%	361	-22.0%
Jul-2021	4,164	-5.0%	343	-30.0%
Aug-2021	4,286	+10.8%	298	-31.0%
Sep-2021	4,029	+0.9%	305	-25.8%
Oct-2021	3,729	-4.7%	295	-30.9%
Nov-2021	3,488	+4.5%	300	-18.5%
Dec-2021	3,359	-3.6%	329	-11.8%
12-Month Avg	3,509	+5.7%	334	-12.8%

Historical Closed Sales by Month



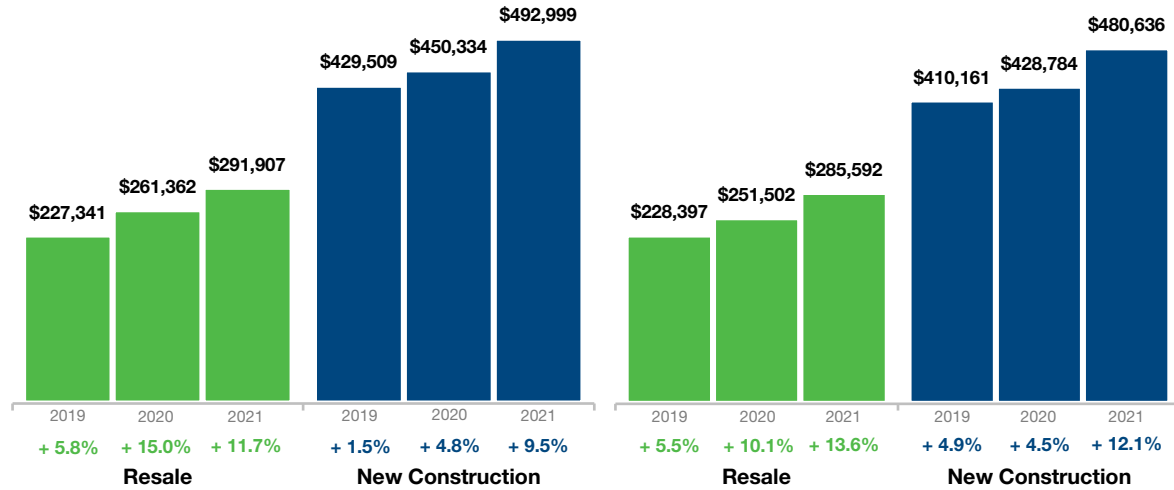
Average Sales Price

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



December

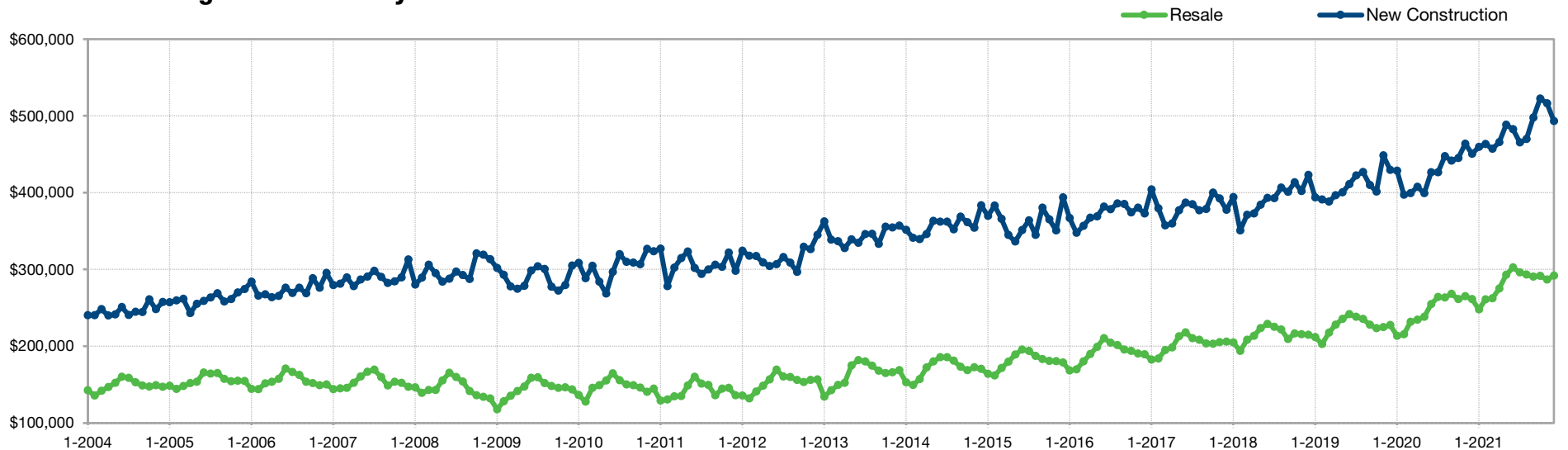
Year to Date



Avg. Sales Price	Resale	Year-Over-Year Change	New Construction	Year-Over-Year Change
Jan-2021	\$247,755	+16.0%	\$459,332	+7.2%
Feb-2021	\$260,705	+21.1%	\$463,257	+16.6%
Mar-2021	\$262,250	+13.2%	\$457,181	+14.6%
Apr-2021	\$274,904	+17.3%	\$465,714	+14.3%
May-2021	\$292,823	+23.0%	\$488,313	+22.3%
Jun-2021	\$302,464	+18.7%	\$482,588	+13.2%
Jul-2021	\$296,014	+12.1%	\$465,359	+9.1%
Aug-2021	\$293,089	+11.3%	\$469,692	+5.0%
Sep-2021	\$290,485	+8.3%	\$497,533	+12.7%
Oct-2021	\$291,515	+11.5%	\$522,580	+17.4%
Nov-2021	\$286,794	+8.2%	\$516,329	+11.4%
Dec-2021	\$291,907	+11.7%	\$492,999	+9.5%
12-Month Avg*	\$251,502	+13.6%	\$428,784	+12.1%

* Avg. Sales Price for all properties from January 2021 through December 2021. This is not the average of the individual figures above.

Historical Average Sales Price by Month



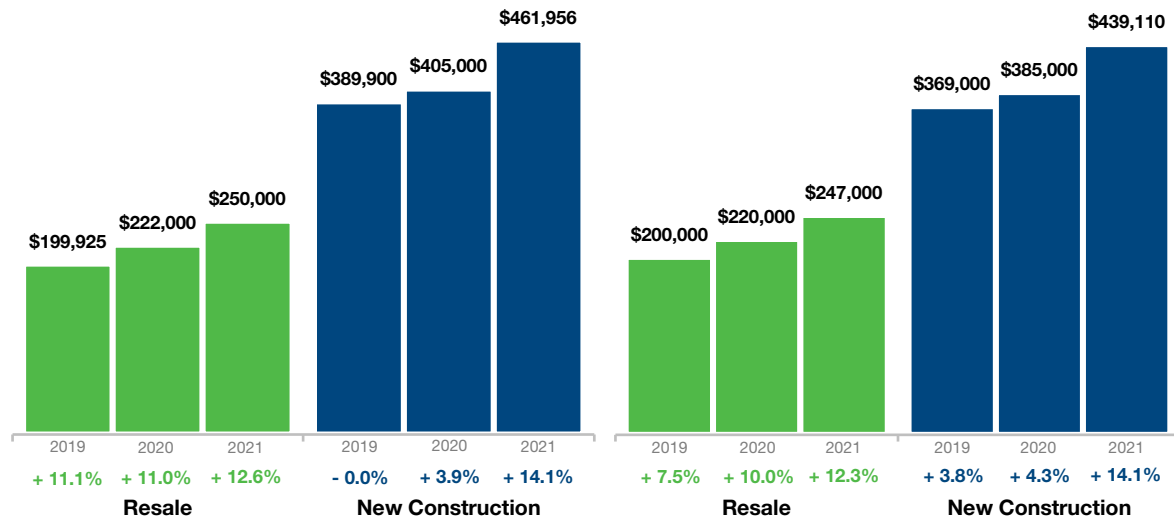
Median Sales Price

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



December

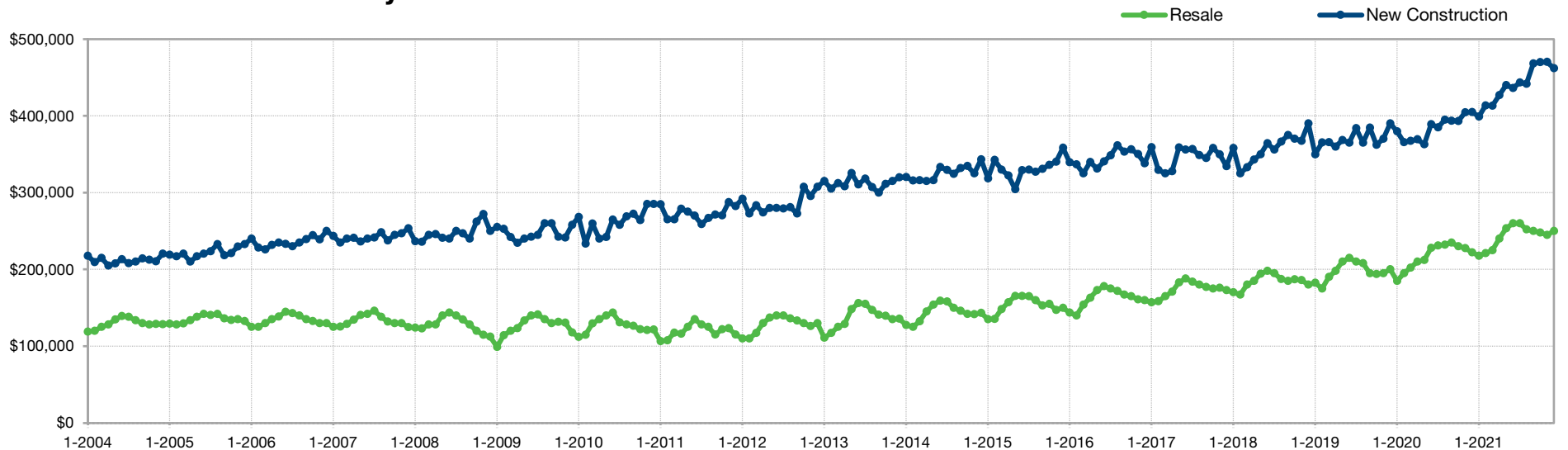
Year to Date



Median Sales Price	Resale	Year-Over-Year Change	New Construction	Year-Over-Year Change
Jan-2021	\$217,500	+17.6%	\$398,925	+5.0%
Feb-2021	\$221,000	+13.3%	\$413,590	+13.1%
Mar-2021	\$225,000	+11.4%	\$412,995	+12.4%
Apr-2021	\$240,000	+14.3%	\$426,758	+15.6%
May-2021	\$253,500	+19.6%	\$439,925	+21.2%
Jun-2021	\$260,000	+14.1%	\$436,200	+12.1%
Jul-2021	\$260,000	+12.6%	\$443,410	+15.2%
Aug-2021	\$252,000	+8.6%	\$441,706	+11.8%
Sep-2021	\$249,900	+6.3%	\$468,205	+19.0%
Oct-2021	\$248,000	+7.8%	\$470,000	+19.6%
Nov-2021	\$245,000	+7.7%	\$470,170	+16.3%
Dec-2021	\$250,000	+12.6%	\$461,956	+14.1%
12-Month Avg*	\$220,000	+12.3%	\$385,000	+14.1%

* Median Sales Price for all properties from January 2021 through December 2021. This is not the average of the individual figures above.

Historical Median Sales Price by Month



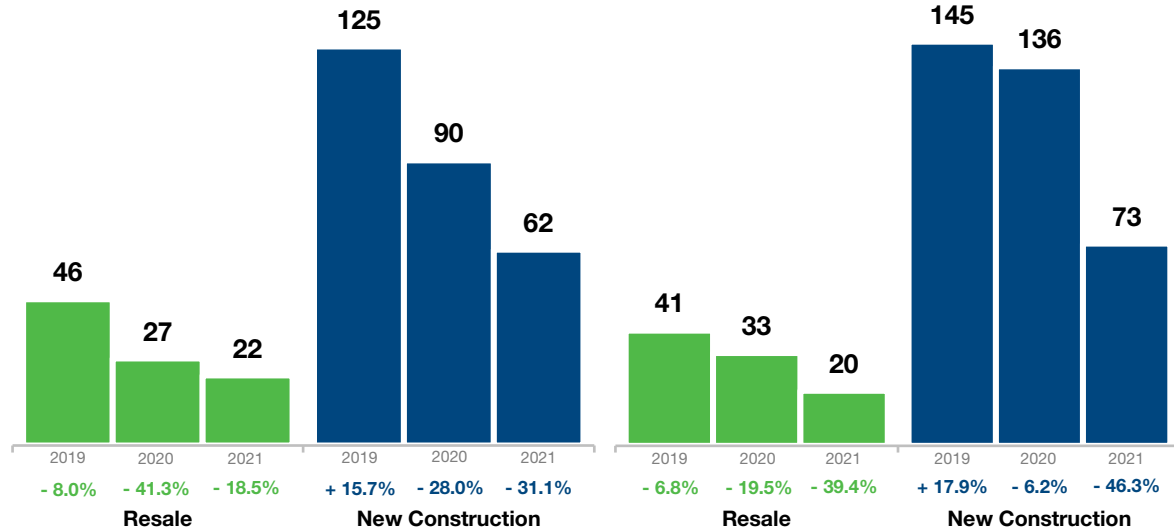
Days on Market Until Sale

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



December

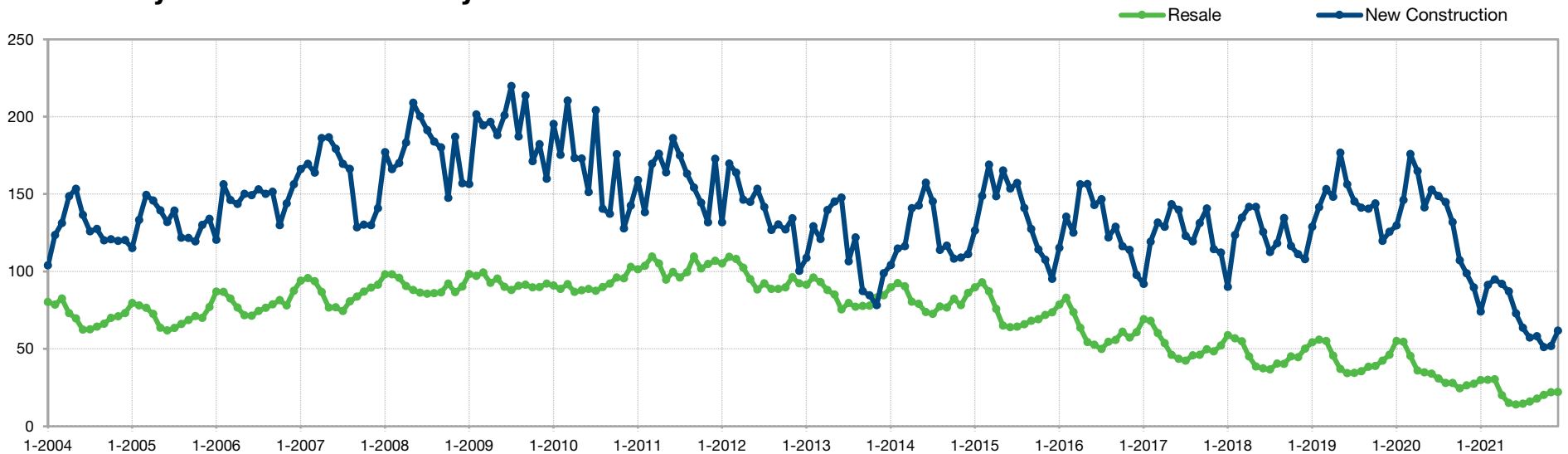
Year to Date



Days on Market	Resale	Year-Over-Year Change	New Construction	Year-Over-Year Change
Jan-2021	30	-45.5%	74	-43.1%
Feb-2021	30	-44.4%	91	-37.7%
Mar-2021	30	-33.3%	95	-46.0%
Apr-2021	20	-44.4%	92	-44.2%
May-2021	15	-57.1%	87	-38.3%
Jun-2021	14	-58.8%	73	-52.3%
Jul-2021	14	-54.8%	64	-57.0%
Aug-2021	16	-42.9%	57	-60.7%
Sep-2021	18	-35.7%	58	-56.1%
Oct-2021	20	-16.7%	51	-52.3%
Nov-2021	22	-15.4%	52	-47.5%
Dec-2021	22	-18.5%	62	-31.1%
12-Month Avg*	33	-40.8%	136	-46.8%

* Days on Market for all properties from January 2021 through December 2021. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month

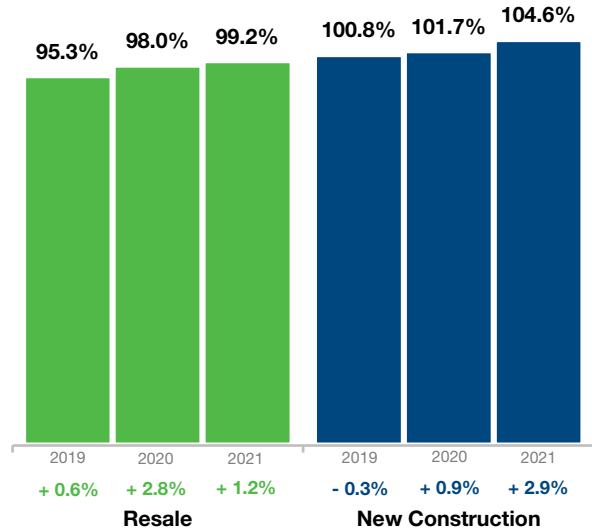


Percentage of Original List Price Received

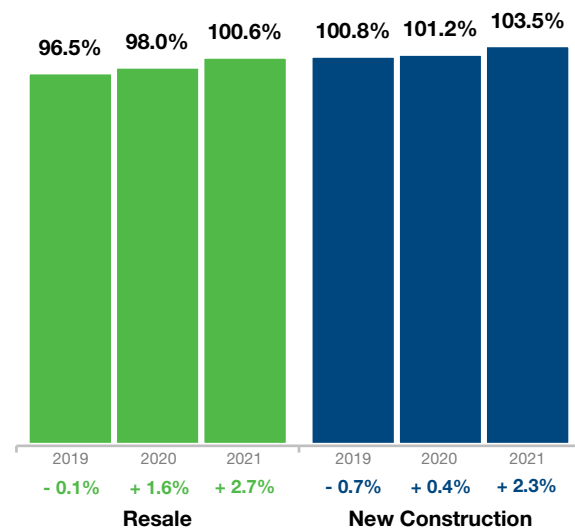
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



December



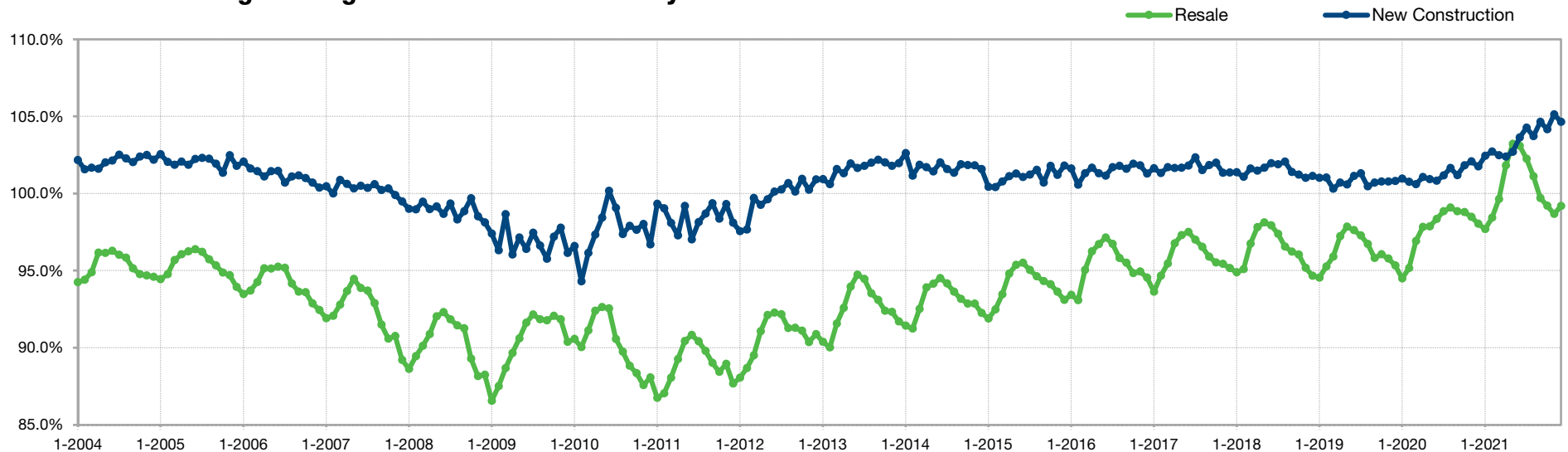
Year to Date



Pct. of Orig. Price Received	Resale	Year-Over-Year Change	New Construction	Year-Over-Year Change
Jan-2021	97.7%	+3.4%	102.4%	+1.4%
Feb-2021	98.4%	+3.4%	102.7%	+2.0%
Mar-2021	99.6%	+2.8%	102.5%	+1.9%
Apr-2021	101.8%	+4.1%	102.4%	+1.3%
May-2021	103.2%	+5.4%	102.7%	+1.8%
Jun-2021	103.1%	+4.9%	103.6%	+2.8%
Jul-2021	102.2%	+3.4%	104.3%	+3.1%
Aug-2021	101.1%	+2.0%	103.7%	+2.1%
Sep-2021	99.7%	+0.9%	104.6%	+3.4%
Oct-2021	99.2%	+0.4%	104.2%	+2.4%
Nov-2021	98.7%	+0.2%	105.1%	+2.9%
Dec-2021	99.2%	+1.2%	104.6%	+2.9%
12-Month Avg*	98.0%	+2.6%	101.2%	+2.2%

* Pct. of Orig. Price Received for all properties from January 2021 through December 2021. This is not the average of the individual figures above.

Historical Percentage of Original List Price Received by Month

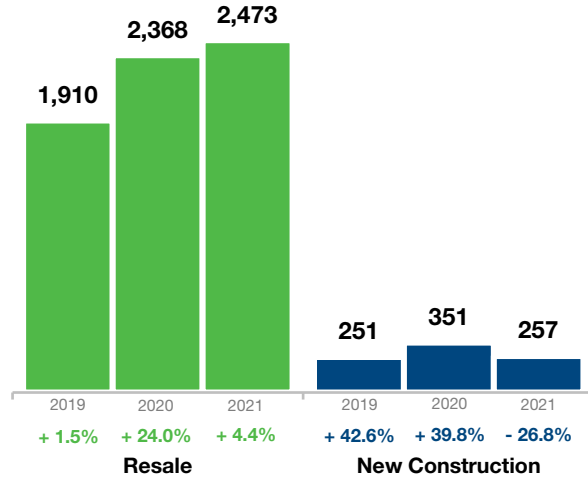


Pending Sales

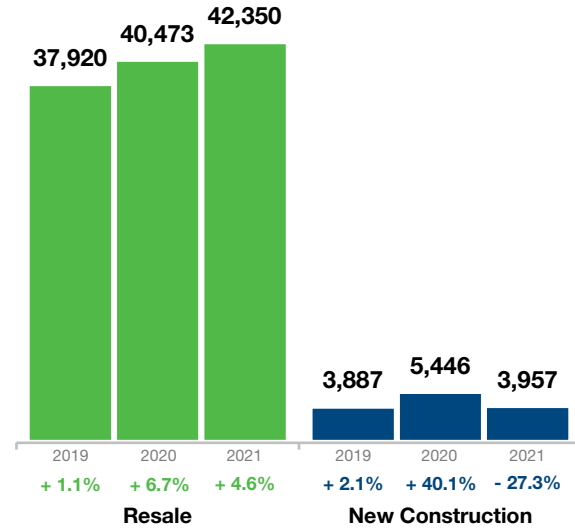
A count of the properties on which offers have been accepted in a given month.



December

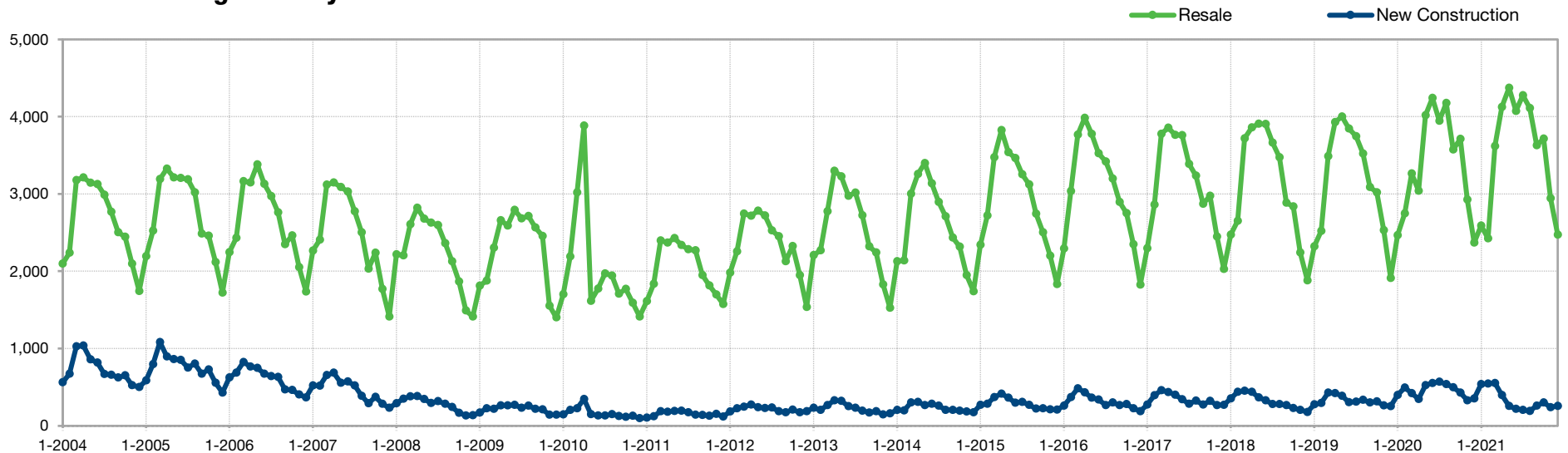


Year to Date



Pending Sales	Resale	Year-Over-Year Change	New Construction	Year-Over-Year Change
Jan-2021	2,590	+5.1%	537	+35.3%
Feb-2021	2,425	-11.8%	546	+11.0%
Mar-2021	3,620	+10.9%	551	+30.9%
Apr-2021	4,126	+35.7%	398	+15.0%
May-2021	4,373	+8.9%	256	-51.1%
Jun-2021	4,072	-4.0%	218	-60.6%
Jul-2021	4,276	+8.4%	204	-64.1%
Aug-2021	4,109	-1.6%	191	-64.6%
Sep-2021	3,628	+1.5%	258	-48.1%
Oct-2021	3,714	+0.1%	301	-29.8%
Nov-2021	2,944	+0.6%	240	-26.8%
Dec-2021	2,473	+4.4%	257	-26.8%
12-Month Avg	3,529	+4.6%	330	-27.3%

Historical Pending Sales by Month

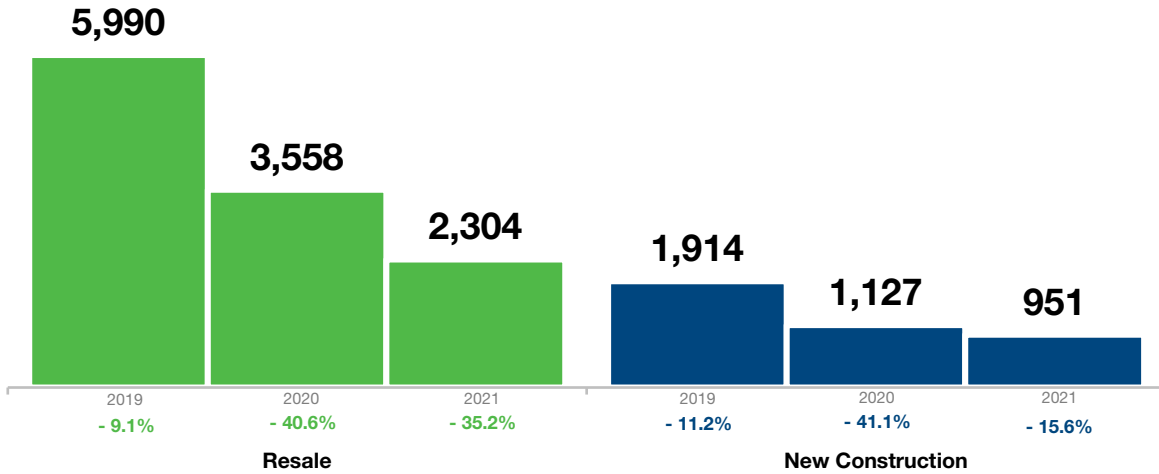


Inventory

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

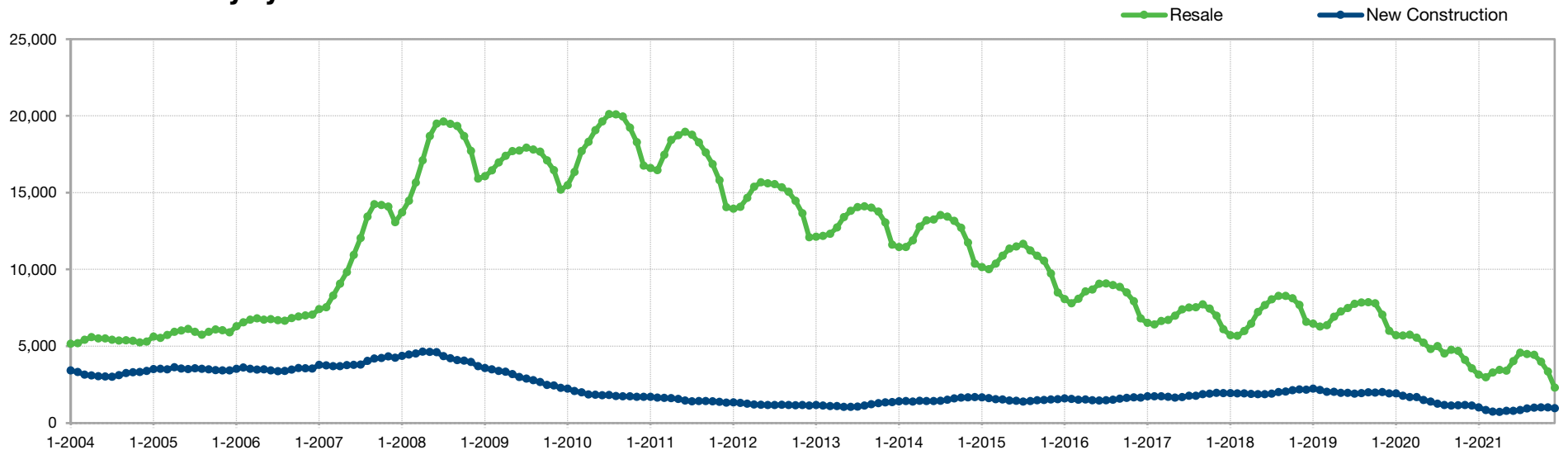


December



Inventory	Resale	Year-Over-Year Change	New Construction	Year-Over-Year Change
Jan-2021	3,136	-45.0%	1,003	-47.8%
Feb-2021	2,965	-47.8%	840	-52.4%
Mar-2021	3,270	-43.0%	722	-56.8%
Apr-2021	3,448	-37.9%	706	-57.7%
May-2021	3,402	-34.7%	774	-48.1%
Jun-2021	4,010	-16.6%	784	-43.4%
Jul-2021	4,570	-8.6%	828	-33.4%
Aug-2021	4,478	-1.0%	935	-19.9%
Sep-2021	4,436	-6.6%	980	-13.0%
Oct-2021	3,981	-15.2%	1,001	-12.9%
Nov-2021	3,348	-18.3%	1,012	-13.3%
Dec-2021	2,304	-35.2%	951	-15.6%
12-Month Avg*	3,612	-26.9%	878	-37.6%

Historical Inventory by Month

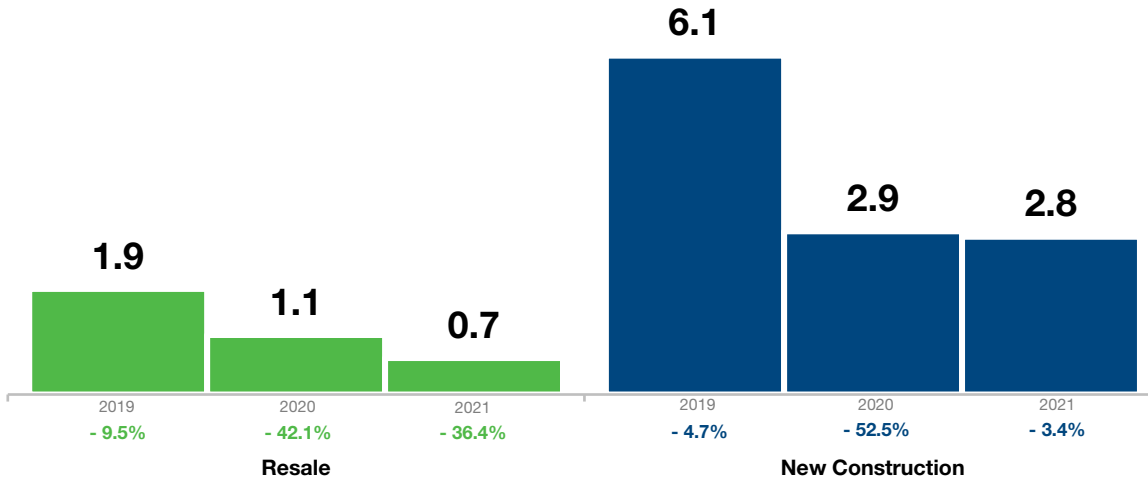


Supply

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.



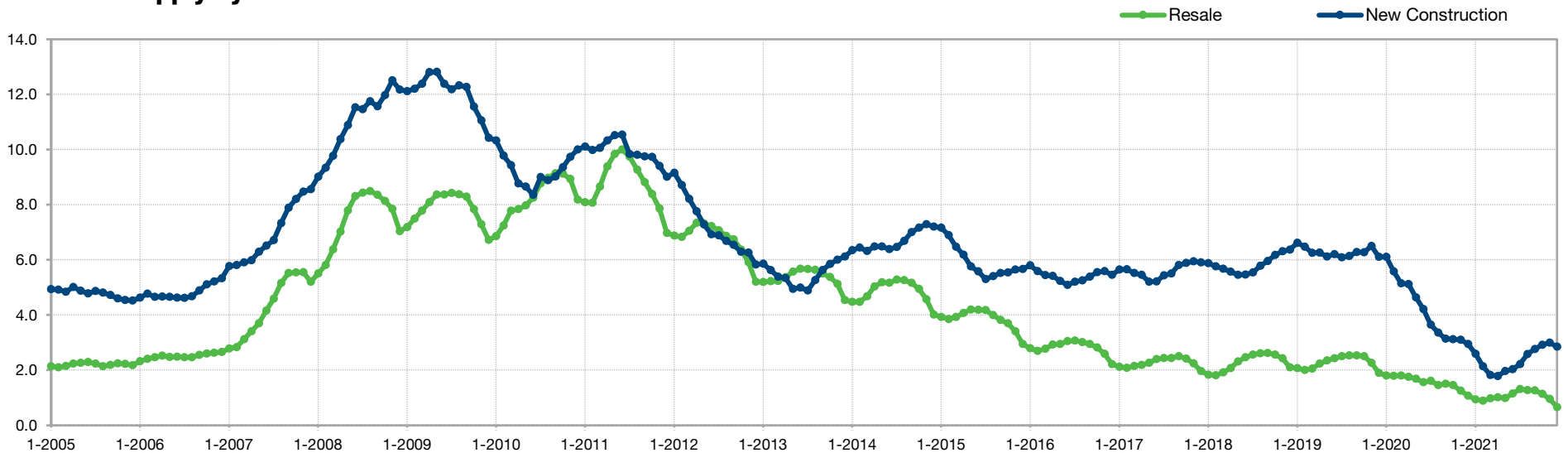
December



Supply	Resale	Year-Over-Year Change	New Construction	Year-Over-Year Change
Jan-2021	0.9	-50.0%	2.6	-57.4%
Feb-2021	0.9	-50.0%	2.1	-62.5%
Mar-2021	1.0	-44.4%	1.8	-64.7%
Apr-2021	1.0	-44.4%	1.8	-64.7%
May-2021	1.0	-41.2%	2.0	-56.5%
Jun-2021	1.1	-31.3%	2.0	-52.4%
Jul-2021	1.3	-18.8%	2.2	-38.9%
Aug-2021	1.3	-13.3%	2.6	-23.5%
Sep-2021	1.3	-13.3%	2.8	-9.7%
Oct-2021	1.1	-26.7%	2.9	-6.5%
Nov-2021	1.0	-23.1%	3.0	-3.2%
Dec-2021	0.7	-36.4%	2.8	-3.4%
12-Month Avg*	1.6	-33.2%	4.2	-42.8%

* Supply for all properties from January 2021 through December 2021. 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	12-2020	12-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
Closed Sales		3,859	3,688	- 4.4%	44,435	46,116	+ 3.8%
Average Sales Price		\$279,642	\$309,821	+ 10.8%	\$269,854	\$302,554	+ 12.1%
Median Sales Price		\$235,000	\$265,000	+ 12.8%	\$235,000	\$260,000	+ 10.6%
Days on Market		33	26	- 21.2%	44	24	- 45.5%
Pct. of Orig. Price Received		98.4%	99.7%	+ 1.3%	98.3%	100.8%	+ 2.5%
Pending Sales		2,719	2,730	+ 0.4%	45,919	46,307	+ 0.8%
Inventory		4,685	3,255	- 30.5%	--	--	--
Supply		1.3	0.8	- 38.5%	--	--	--