



Monthly Indicators

February 2025

U.S. existing-home sales fell for the first time since September, slipping 4.9% month-over-month to a seasonally adjusted annual rate of 4.08 million units, according to the National Association of REALTORS® (NAR), as elevated home prices and higher interest rates continue to impact buyer activity. Despite the drop, sales were up 2% compared to the same period last year, marking the fourth consecutive monthly year-over-year increase.

Closed Sales decreased 5.5 percent for existing homes but increased 12.4 percent for new homes. Pending Sales decreased 12.0 percent for existing homes and 17.4 percent for new homes. Inventory increased 10.7 percent for existing homes but decreased 11.0 percent for new homes.

The Median Sales Price was up 6.7 percent to \$280,000 for existing homes but decreased 8.8 percent to \$475,843 for new homes. Days on Market increased 9.1 percent for existing homes but decreased 19.2 percent for new homes. Supply increased 6.2 percent for existing homes but decreased 11.9 percent for new homes.

The limited number of properties for sale has continued to push home prices higher nationwide. At last measure, the national median existing-home price was \$396,900, a 4.8% increase from one year earlier, with prices up in all four regions, according to NAR. Meanwhile, total housing inventory heading into February stood at 1.18 million units, up 3.5% month-over-month and 16.8% year-over-year, for a 3.5-month supply at the current sales pace.

Quick Facts

- 3.9%	+ 5.9%	0.0%
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	2-2024	2-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
Closed Sales		1,960	1,853	- 5.5%	3,711	3,668	- 1.2%
Average Sales Price		\$305,063	\$324,364	+ 6.3%	\$297,625	\$326,554	+ 9.7%
Median Sales Price		\$262,500	\$280,000	+ 6.7%	\$258,000	\$280,000	+ 8.5%
Days on Market		44	48	+ 9.1%	41	46	+ 12.2%
Pct. of Orig. Price Received		96.4%	96.3%	- 0.1%	96.0%	96.0%	0.0%
Pending Sales		2,484	2,185	- 12.0%	4,495	4,192	- 6.7%
Inventory		4,321	4,782	+ 10.7%	--	--	--
Supply		1.6	1.7	+ 6.3%	--	--	--

New Homes Market Overview

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



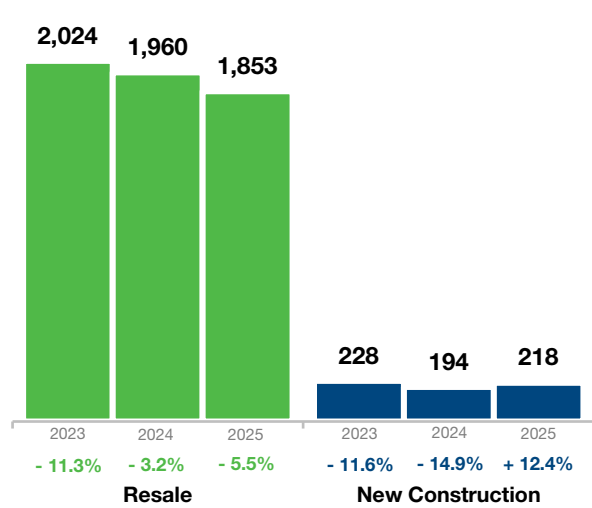
Key Metrics	Historical Sparkbars	2-2024	2-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
Closed Sales		194	218	+ 12.4%	351	393	+ 12.0%
Average Sales Price		\$581,592	\$563,191	- 3.2%	\$596,403	\$561,297	- 5.9%
Median Sales Price		\$521,975	\$475,843	- 8.8%	\$527,500	\$481,340	- 8.8%
Days on Market		156	126	- 19.2%	150	116	- 22.7%
Pct. of Orig. Price Received		99.6%	99.6%	0.0%	99.7%	99.9%	+ 0.2%
Pending Sales		380	314	- 17.4%	633	568	- 10.3%
Inventory		1,576	1,403	- 11.0%	--	--	--
Supply		5.9	5.2	- 11.9%	--	--	--

Closed Sales

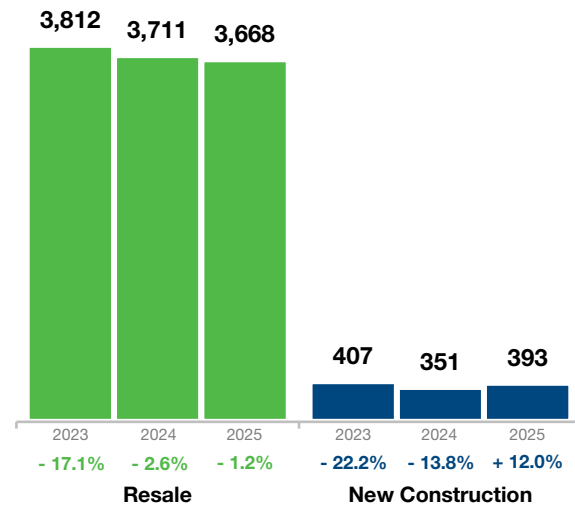
A count of the actual sales that closed in a given month.



February

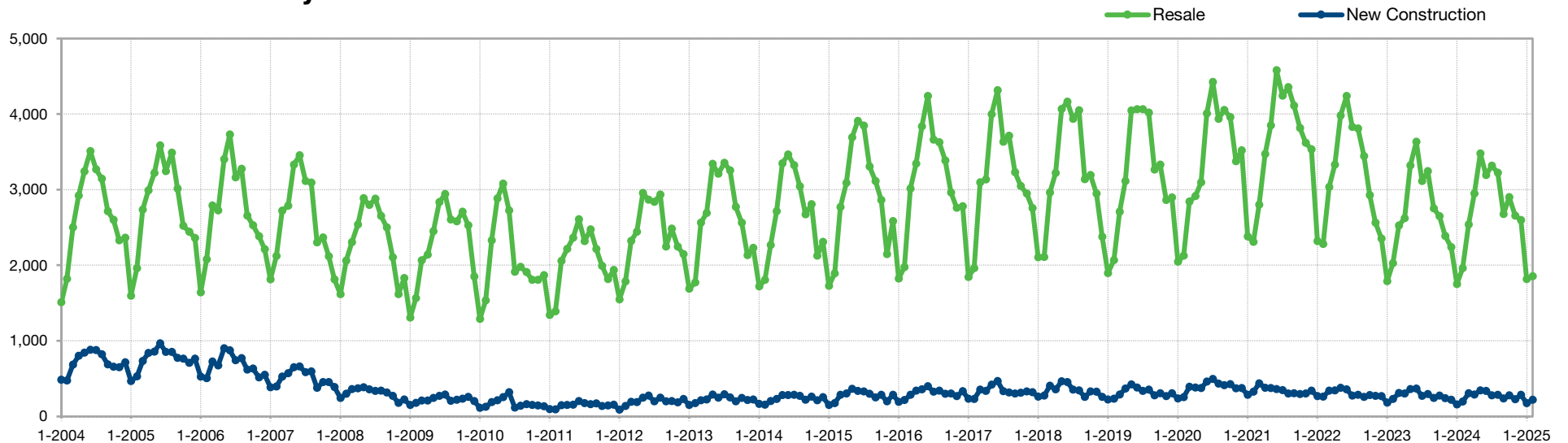


Year to Date



Closed Sales	Resale	Year-Over-Year Change	New Construction	Year-Over-Year Change
Mar-2024	2,539	+0.6%	306	-0.6%
Apr-2024	2,949	+12.5%	288	-4.0%
May-2024	3,478	+4.8%	341	-5.5%
Jun-2024	3,192	-12.1%	334	-8.7%
Jul-2024	3,315	+6.5%	277	+3.0%
Aug-2024	3,224	-0.6%	284	-3.4%
Sep-2024	2,675	-2.7%	235	-3.3%
Oct-2024	2,899	+9.5%	278	+2.2%
Nov-2024	2,656	+11.3%	225	-5.9%
Dec-2024	2,597	+16.0%	285	+30.1%
Jan-2025	1,815	+3.7%	175	+11.5%
Feb-2025	1,853	-5.5%	218	+12.4%
12-Month Avg	2,766	+3.1%	271	+0.7%

Historical Closed Sales by Month

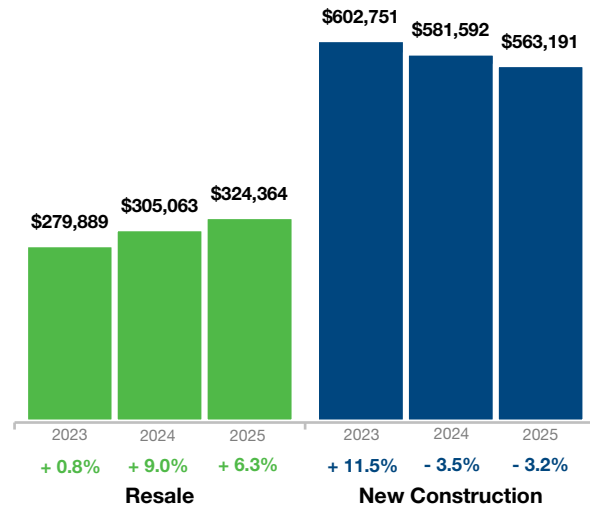


Average Sales Price

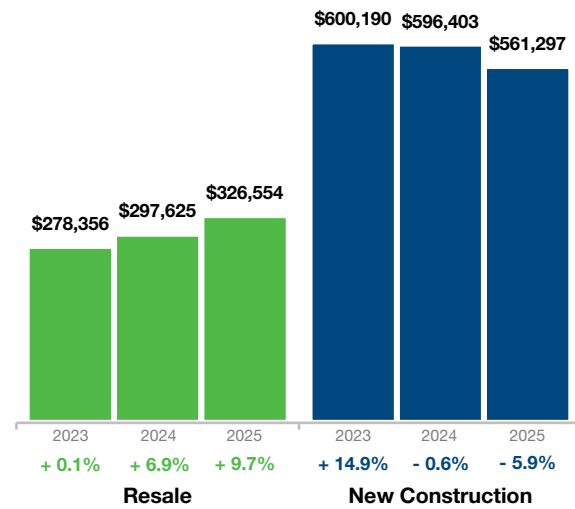
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



February



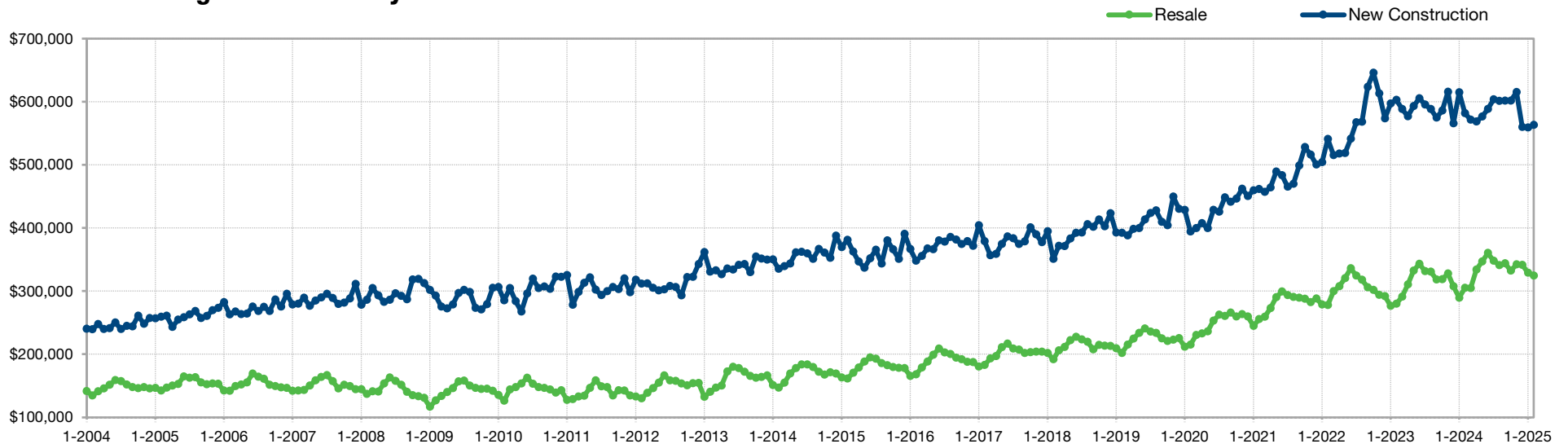
Year to Date



Avg. Sales Price	Resale	Year-Over-Year Change	New Construction	Year-Over-Year Change
Mar-2024	\$304,470	+4.6%	\$571,304	-2.9%
Apr-2024	\$334,018	+7.6%	\$568,364	-1.5%
May-2024	\$346,811	+4.3%	\$576,341	-2.8%
Jun-2024	\$360,322	+5.0%	\$588,487	-2.8%
Jul-2024	\$347,918	+5.0%	\$603,786	+1.4%
Aug-2024	\$340,794	+3.1%	\$600,962	+2.1%
Sep-2024	\$343,736	+8.1%	\$601,413	+4.6%
Oct-2024	\$332,300	+4.2%	\$601,481	+2.7%
Nov-2024	\$342,339	+4.5%	\$615,169	-0.0%
Dec-2024	\$341,378	+11.0%	\$559,957	-1.0%
Jan-2025	\$328,790	+13.7%	\$558,936	-9.1%
Feb-2025	\$324,364	+6.3%	\$563,191	-3.2%
12-Month Avg*	\$338,722	+5.9%	\$584,285	-1.0%

* Avg. Sales Price for all properties from March 2024 through February 2025. This is not the average of the individual figures above.

Historical Average Sales Price by Month



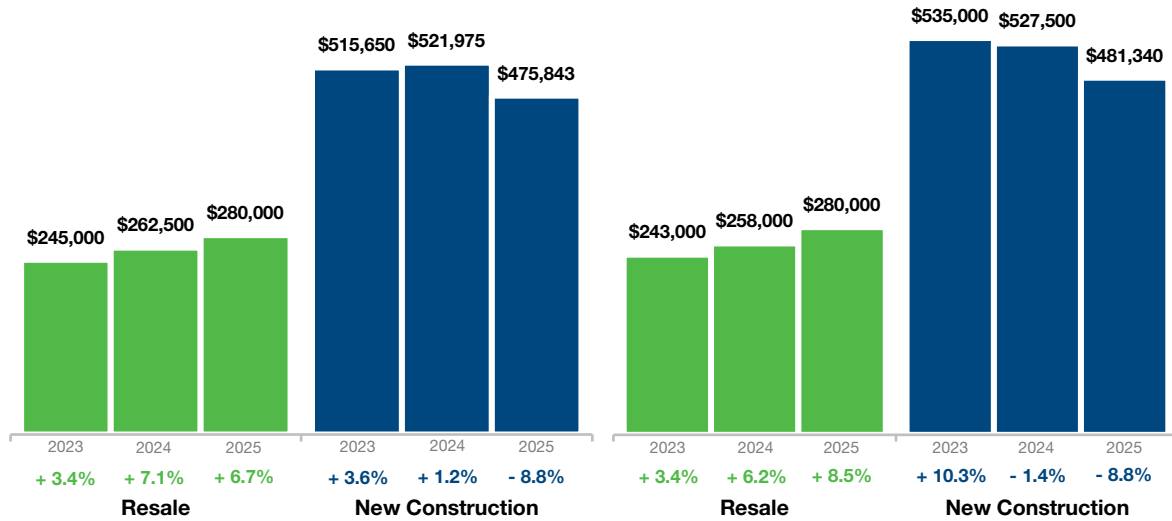
Median Sales Price

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



February

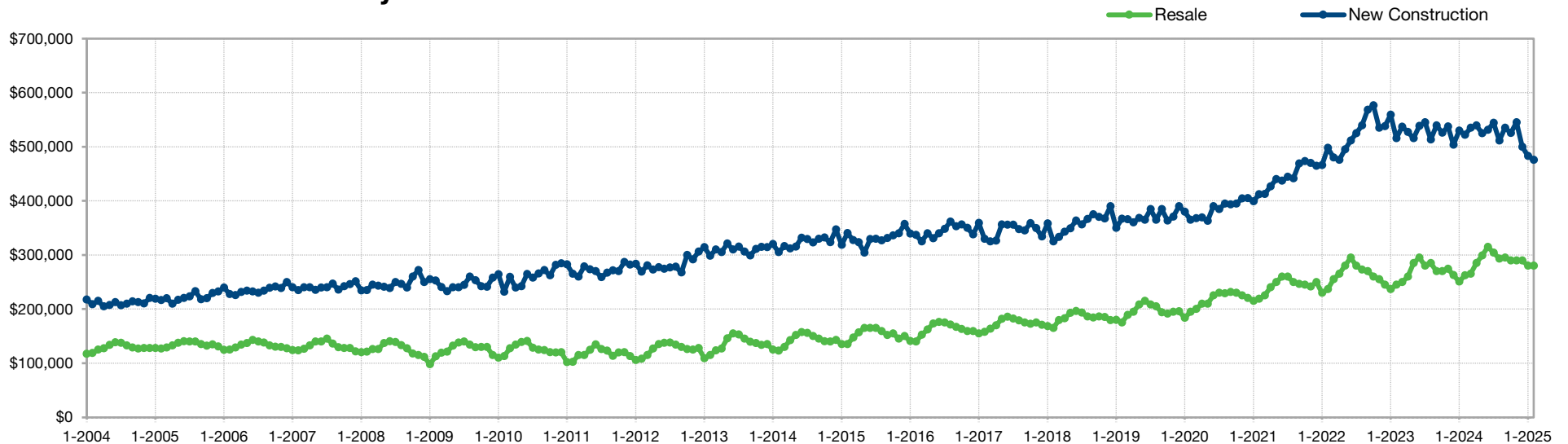
Year to Date



Median Sales Price	Resale	Year-Over-Year Change	New Construction	Year-Over-Year Change
Mar-2024	\$265,000	+6.0%	\$535,000	-0.4%
Apr-2024	\$285,000	+9.6%	\$539,446	+2.3%
May-2024	\$299,000	+4.9%	\$525,000	+1.8%
Jun-2024	\$315,000	+6.8%	\$531,065	-1.4%
Jul-2024	\$304,000	+8.6%	\$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	\$289,999	+5.8%	\$545,000	+1.4%
Dec-2024	\$290,000	+10.3%	\$500,000	-0.8%
Jan-2025	\$279,900	+11.7%	\$482,795	-8.9%
Feb-2025	\$280,000	+6.7%	\$475,843	-8.8%
12-Month Avg*	\$290,000	+5.5%	\$524,805	-1.0%

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

Historical Median Sales Price by Month



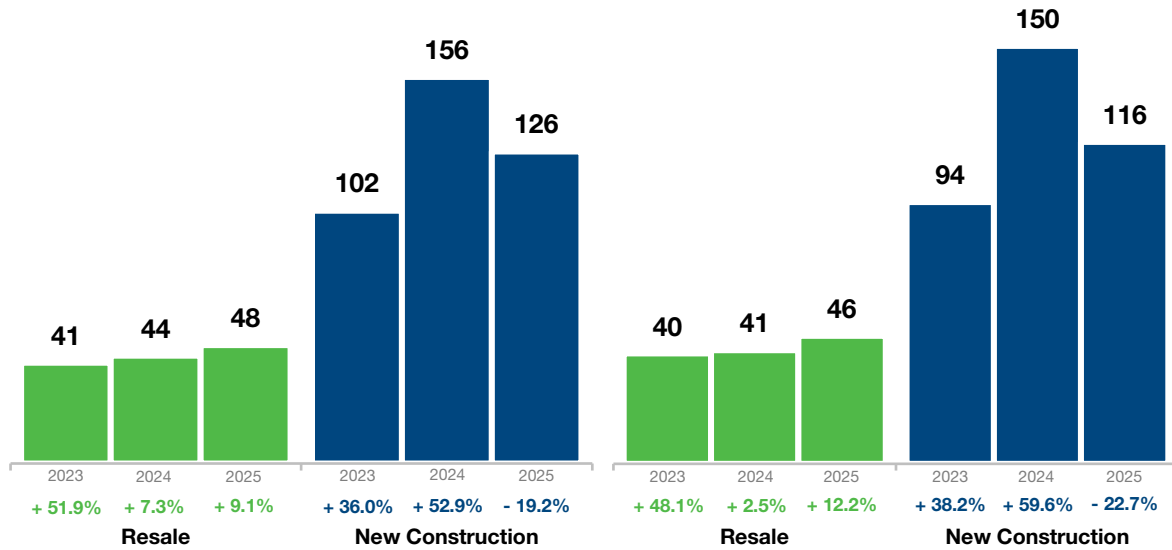
Days on Market Until Sale

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



February

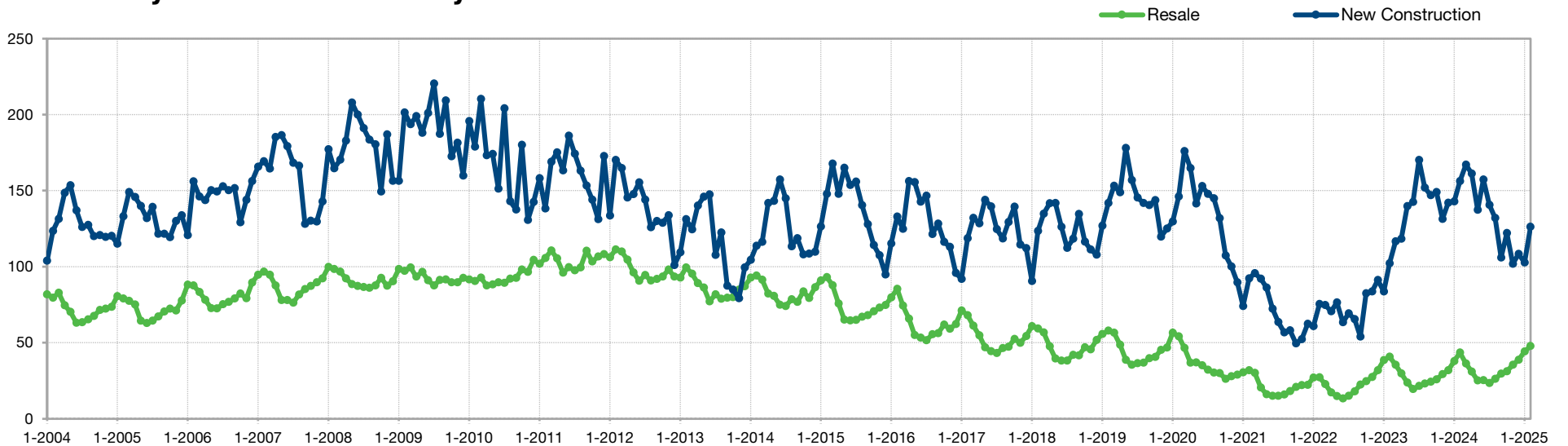
Year to Date



Days on Market	Resale	Year-Over-Year Change	New Construction	Year-Over-Year Change
Mar-2024	36	+2.9%	167	+42.7%
Apr-2024	31	+3.3%	161	+36.4%
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%	103	-28.0%
Feb-2025	48	+9.1%	126	-19.2%
12-Month Avg*	32	+14.6%	133	-6.1%

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

Historical Days on Market Until Sale by Month



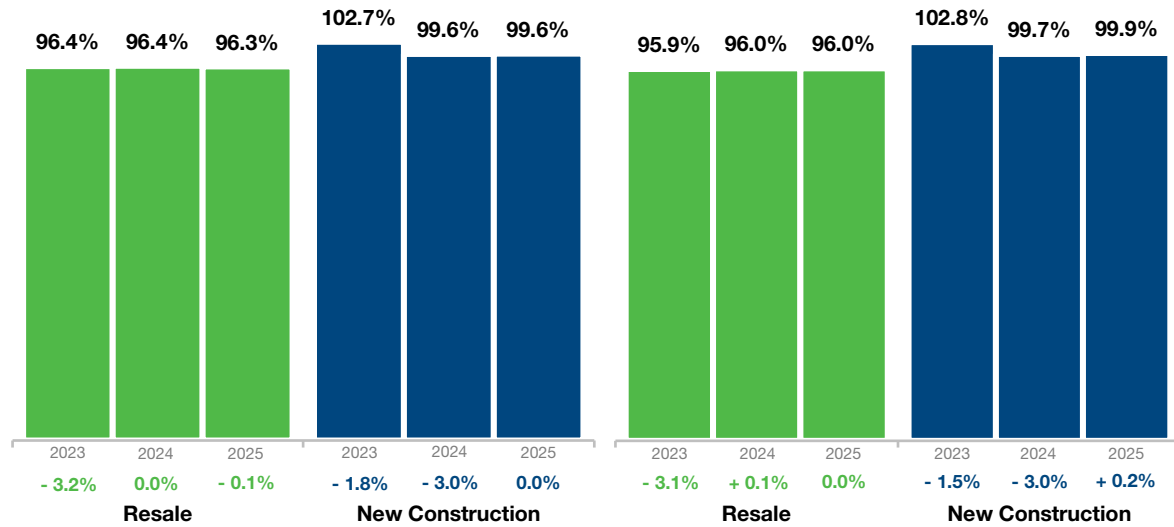
Percentage of Original List Price Received

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.



February

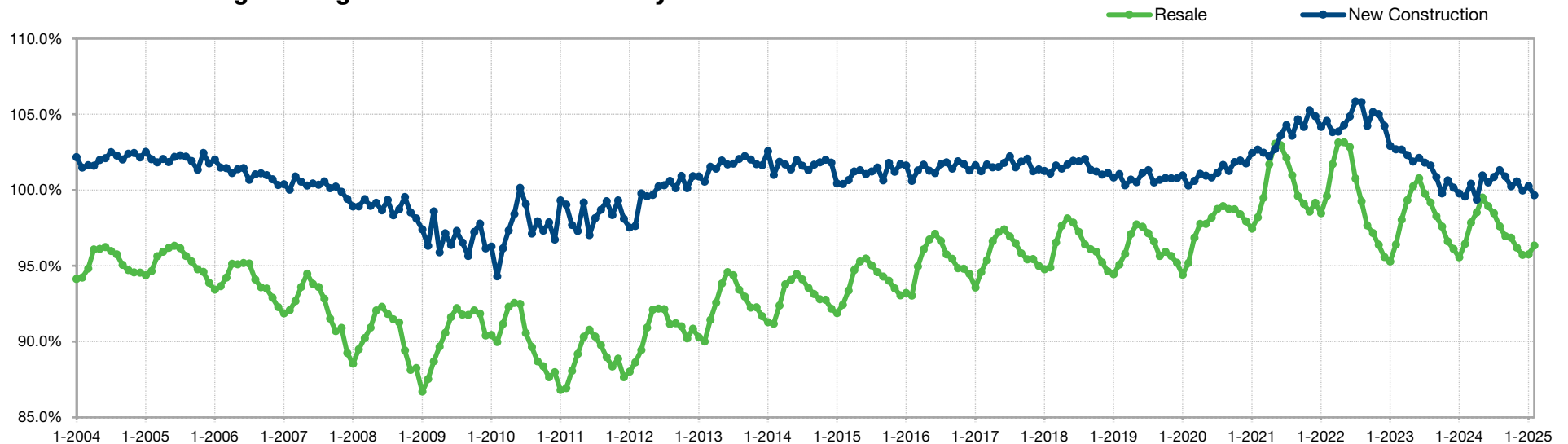
Year to Date



Pct. of Orig. Price Received	Resale	Year-Over-Year Change	New Construction	Year-Over-Year Change
Mar-2024	97.8%	-0.2%	100.4%	-2.2%
Apr-2024	98.5%	-0.8%	99.4%	-2.8%
May-2024	99.5%	-0.7%	101.0%	-0.9%
Jun-2024	98.9%	-1.9%	100.5%	-1.6%
Jul-2024	98.5%	-1.2%	100.9%	-0.9%
Aug-2024	97.6%	-1.6%	101.3%	-0.3%
Sep-2024	96.9%	-1.4%	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	95.8%	+0.2%	100.2%	+0.4%
Feb-2025	96.3%	-0.1%	99.6%	0.0%
12-Month Avg*	97.6%	-0.9%	100.4%	-0.8%

* Pct. of Orig. Price Received for all properties from March 2024 through February 2025. This is not the average of the individual figures above.

Historical Percentage of Original List Price Received by Month

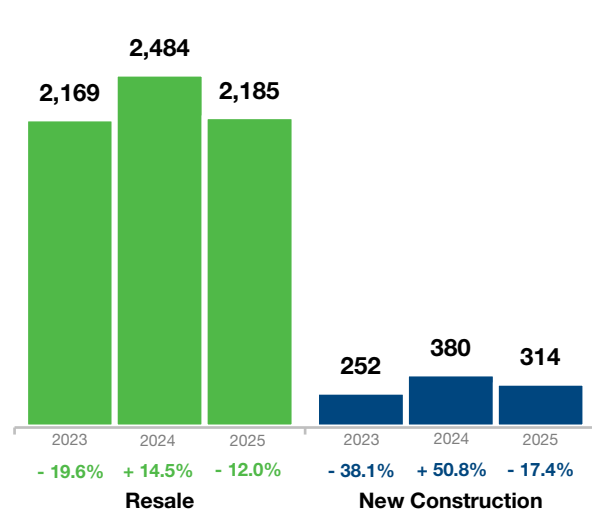


Pending Sales

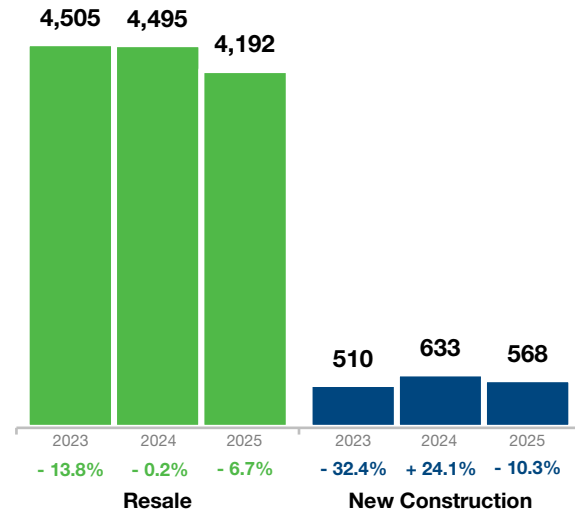
A count of the properties on which offers have been accepted in a given month.



February

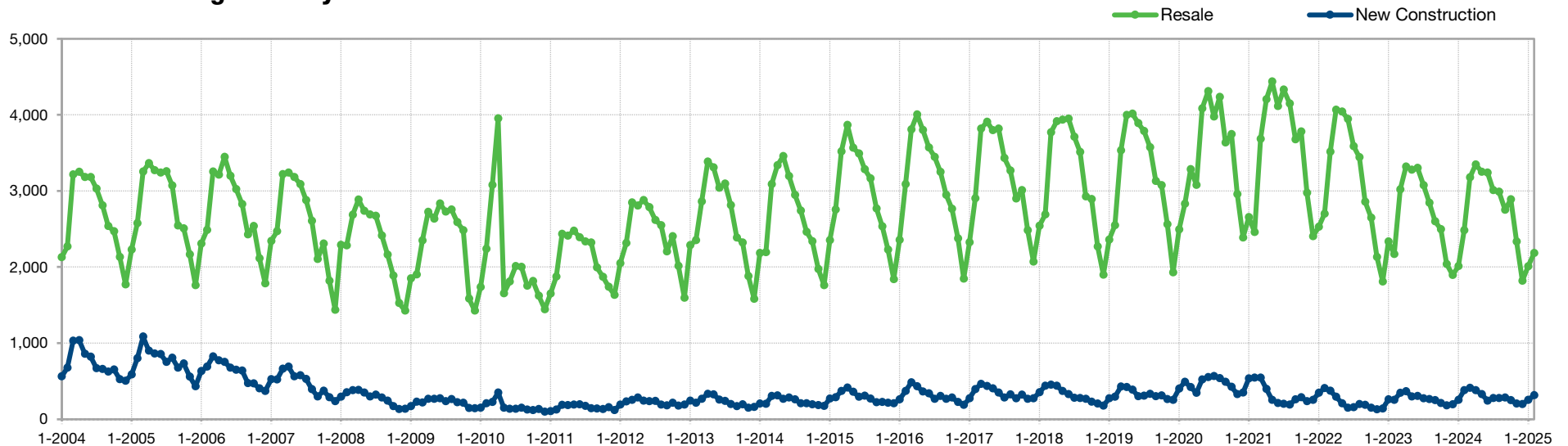


Year to Date



Pending Sales	Resale	Year-Over-Year Change	New Construction	Year-Over-Year Change
Mar-2024	3,179	+5.3%	412	+19.8%
Apr-2024	3,348	+0.9%	379	+3.8%
May-2024	3,249	-0.9%	330	+10.4%
Jun-2024	3,239	-1.9%	244	-19.5%
Jul-2024	3,008	-2.1%	278	+2.2%
Aug-2024	2,987	+5.0%	276	+5.3%
Sep-2024	2,752	+5.8%	282	+13.7%
Oct-2024	2,888	+15.6%	248	+17.5%
Nov-2024	2,336	+14.5%	204	+13.3%
Dec-2024	1,818	-4.1%	198	+2.6%
Jan-2025	2,007	-0.2%	254	+0.4%
Feb-2025	2,185	-12.0%	314	-17.4%
12-Month Avg	2,750	+1.9%	285	+3.3%

Historical Pending Sales by Month

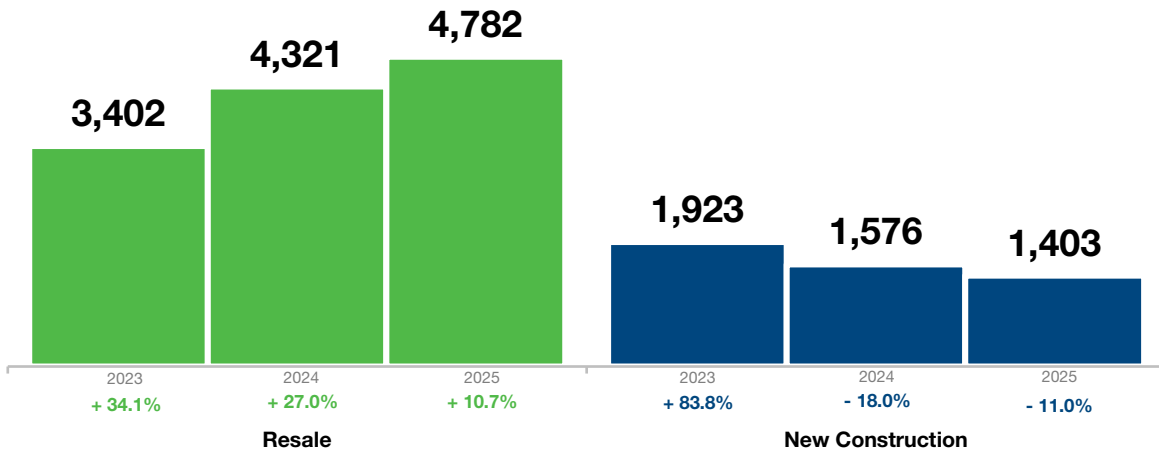


Inventory

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

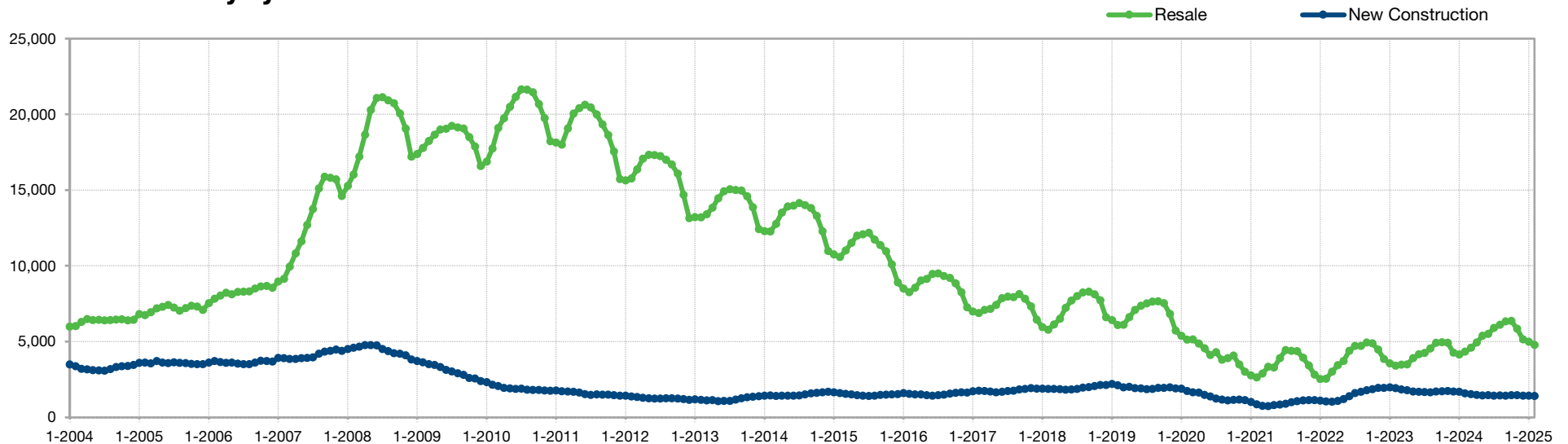


February



Inventory	Resale	Year-Over-Year Change	New Construction	Year-Over-Year Change
Mar-2024	4,591	+32.2%	1,530	-16.6%
Apr-2024	4,937	+41.6%	1,475	-17.0%
May-2024	5,379	+38.3%	1,440	-14.9%
Jun-2024	5,499	+32.6%	1,459	-13.4%
Jul-2024	5,895	+39.1%	1,423	-14.1%
Aug-2024	6,091	+34.5%	1,433	-13.1%
Sep-2024	6,327	+28.8%	1,422	-15.8%
Oct-2024	6,353	+28.3%	1,446	-15.3%
Nov-2024	5,848	+19.1%	1,450	-15.8%
Dec-2024	5,142	+20.7%	1,421	-16.5%
Jan-2025	4,979	+20.4%	1,427	-14.4%
Feb-2025	4,782	+10.7%	1,403	-11.0%
12-Month Avg*	5,485	+28.4%	1,444	-14.9%

Historical Inventory by Month

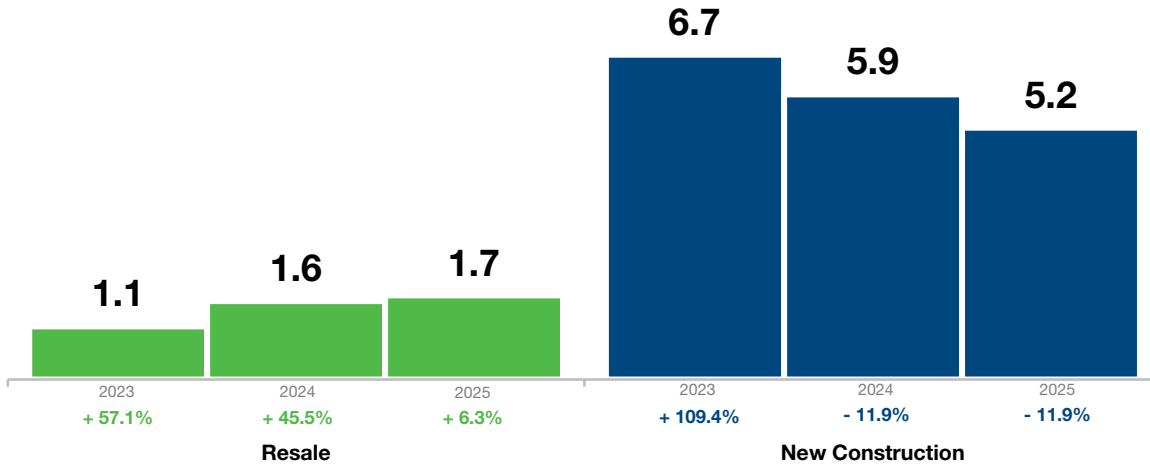


Supply

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.



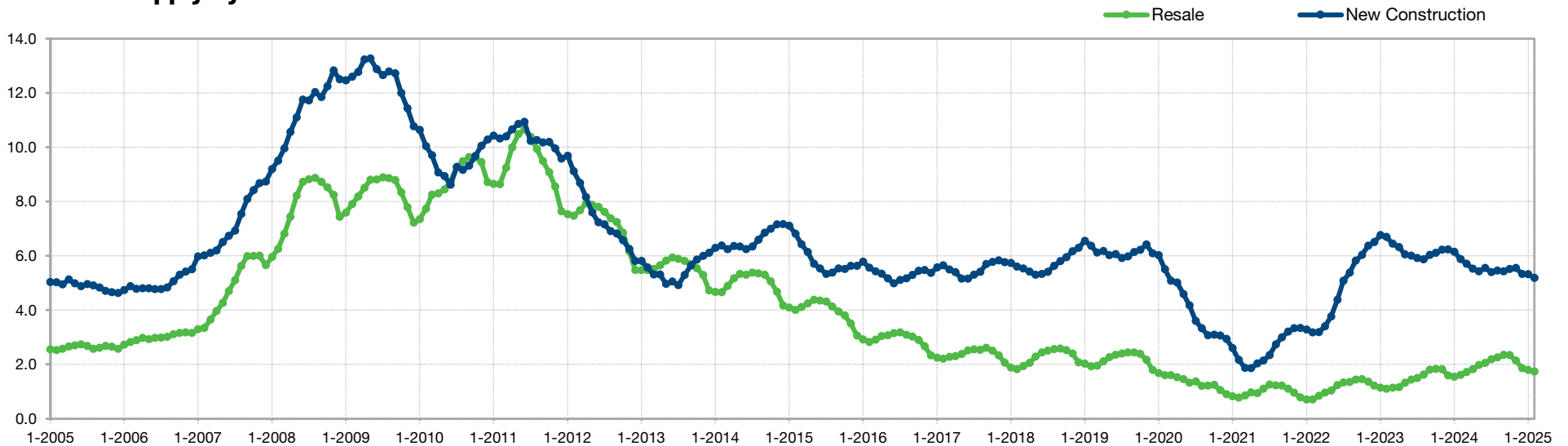
February



Supply	Resale	Year-Over-Year Change	New Construction	Year-Over-Year Change
Mar-2024	1.7	+54.5%	5.7	-10.9%
Apr-2024	1.8	+50.0%	5.5	-12.7%
May-2024	2.0	+53.8%	5.4	-10.0%
Jun-2024	2.0	+42.9%	5.5	-8.3%
Jul-2024	2.2	+46.7%	5.4	-8.5%
Aug-2024	2.3	+43.8%	5.5	-6.8%
Sep-2024	2.3	+27.8%	5.4	-10.0%
Oct-2024	2.3	+27.8%	5.5	-9.8%
Nov-2024	2.1	+16.7%	5.5	-11.3%
Dec-2024	1.9	+18.8%	5.3	-14.5%
Jan-2025	1.8	+20.0%	5.3	-13.1%
Feb-2025	1.7	+6.3%	5.2	-11.9%
12-Month Avg*	2.0	+32.0%	5.4	-10.7%

* Supply for all properties from March 2024 through February 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	2-2024	2-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
Closed Sales		2,154	2,071	- 3.9%	4,062	4,061	- 0.0%
Average Sales Price		\$330,003	\$349,565	+ 5.9%	\$323,481	\$349,327	+ 8.0%
Median Sales Price		\$280,000	\$303,000	+ 8.2%	\$275,000	\$300,000	+ 9.1%
Days on Market		54	56	+ 3.7%	50	53	+ 6.0%
Pct. of Orig. Price Received		96.7%	96.7%	0.0%	96.3%	96.4%	+ 0.1%
Pending Sales		2,864	2,499	- 12.7%	5,128	4,760	- 7.2%
Inventory		5,897	6,185	+ 4.9%	--	--	--
Supply		2.0	2.0	0.0%	--	--	--