

# Monthly Indicators

## October 2024

U.S. existing-home sales unexpectedly slipped 1.0% month-over-month and 3.5% year-over-year to a seasonally adjusted annual rate of 3.84 million, the lowest level in more than a decade, according to the National Association of REALTORS® (NAR). Prospective buyers have pulled back in recent months, despite lower mortgage rates and more home choices compared to the same time last year.

Closed Sales increased 7.6 percent for existing homes and 0.4 percent for new homes. Pending Sales increased 17.9 percent for existing homes and 12.3 percent for new homes. Inventory increased 14.4 percent for existing homes but decreased 15.5 percent for new homes.

The Median Sales Price was up 7.4 percent to \$290,000 for existing homes and 0.8 percent to \$529,900 for new homes. Days on Market increased 19.2 percent for existing homes but decreased 17.4 percent for new homes. Supply increased 15.8 percent for existing homes but increased 9.8 percent for new homes.

There were 1.39 million homes for sale heading into October, a 1.5% increase from the previous month and a 23% increase from the same period last year, for a 4.3-month supply at the current sales pace, according to NAR. Even with improving supply and the slower sales pace, home prices have continued to rise nationwide, with NAR reporting a median existing-home price of \$404,500 as of last measure, a 3% increase from one year ago.

## Quick Facts

**+ 7.0%**

Change in Combined  
Closed Sales

**+ 3.5%**

Change in Combined  
Avg. Sales Price

**+ 8.7%**

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	10-2023	10-2024	Percent Change	YTD 2023	YTD 2024	Percent Change
<b>Closed Sales</b>		2,644	<b>2,846</b>	+ 7.6%	27,597	<b>27,900</b>	+ 1.1%
<b>Average Sales Price</b>		\$319,121	<b>\$332,261</b>	+ 4.1%	\$317,907	<b>\$334,305</b>	+ 5.2%
<b>Median Sales Price</b>		\$270,000	<b>\$290,000</b>	+ 7.4%	\$272,000	<b>\$289,000</b>	+ 6.3%
<b>Days on Market</b>		26	<b>31</b>	+ 19.2%	27	<b>30</b>	+ 11.1%
<b>Pct. of Orig. Price Received</b>		97.6%	<b>96.9%</b>	- 0.7%	98.8%	<b>97.9%</b>	- 0.9%
<b>Pending Sales</b>		2,494	<b>2,941</b>	+ 17.9%	28,384	<b>29,212</b>	+ 2.9%
<b>Inventory</b>		5,221	<b>5,974</b>	+ 14.4%	--	<b>--</b>	--
<b>Supply</b>		1.9	<b>2.2</b>	+ 15.8%	--	<b>--</b>	--

# New Homes Market Overview

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



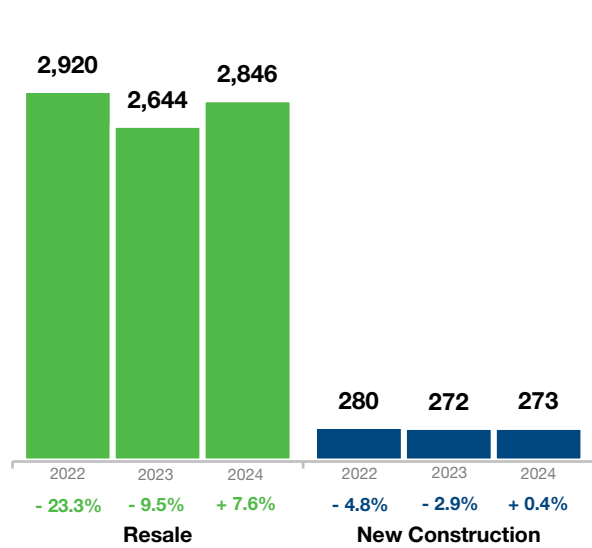
Key Metrics	Historical Sparkbars	10-2023	10-2024	Percent Change	YTD 2023	YTD 2024	Percent Change
<b>Closed Sales</b>		272	<b>273</b>	+ 0.4%	2,816	<b>2,690</b>	- 4.5%
<b>Average Sales Price</b>		\$585,836	<b>\$605,324</b>	+ 3.3%	\$591,107	<b>\$590,019</b>	- 0.2%
<b>Median Sales Price</b>		\$525,845	<b>\$529,900</b>	+ 0.8%	\$530,500	<b>\$530,000</b>	- 0.1%
<b>Days on Market</b>		149	<b>123</b>	- 17.4%	134	<b>143</b>	+ 6.7%
<b>Pct. of Orig. Price Received</b>		99.8%	<b>100.3%</b>	+ 0.5%	101.8%	<b>100.4%</b>	- 1.4%
<b>Pending Sales</b>		212	<b>238</b>	+ 12.3%	2,812	<b>3,069</b>	+ 9.1%
<b>Inventory</b>		1,709	<b>1,444</b>	- 15.5%	--	<b>--</b>	--
<b>Supply</b>		6.1	<b>5.5</b>	- 9.8%	--	<b>--</b>	--

# Closed Sales

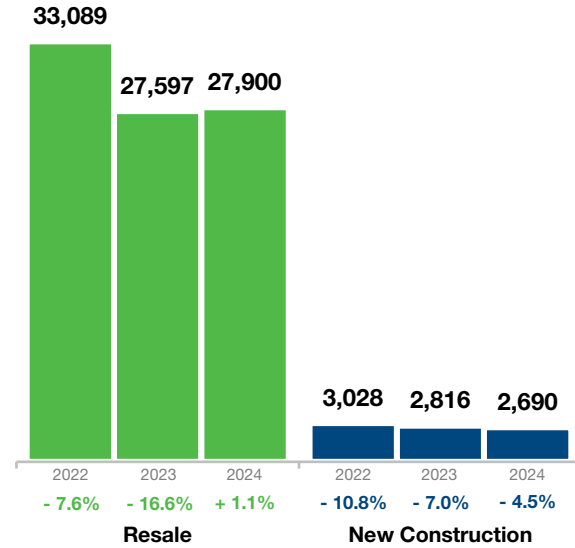
A count of the actual sales that closed in a given month.



## October

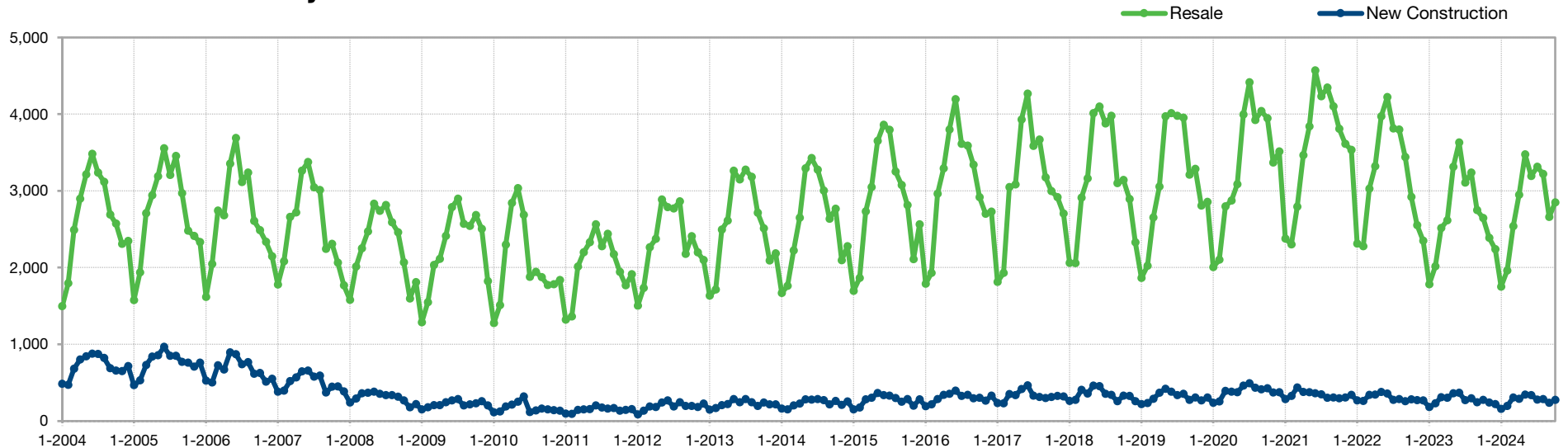


## Year to Date



Closed Sales	Resale	Year-Over-Year Change	New Construction	Year-Over-Year Change
Nov-2023	2,385	-6.5%	239	-11.2%
Dec-2023	2,239	-4.6%	219	-17.4%
Jan-2024	1,751	-1.6%	157	-12.3%
Feb-2024	1,960	-2.6%	194	-14.5%
Mar-2024	2,537	+0.9%	306	-0.3%
Apr-2024	2,949	+12.8%	288	-4.0%
May-2024	3,475	+4.9%	341	-5.3%
Jun-2024	3,191	-12.1%	334	-8.5%
Jul-2024	3,313	+6.7%	277	+3.0%
Aug-2024	3,219	-0.6%	285	-3.1%
Sep-2024	2,659	-3.2%	235	-3.3%
<b>Oct-2024</b>	<b>2,846</b>	<b>+7.6%</b>	<b>273</b>	<b>+0.4%</b>
12-Month Avg	2,710	+0.1%	262	-6.0%

## Historical Closed Sales by Month



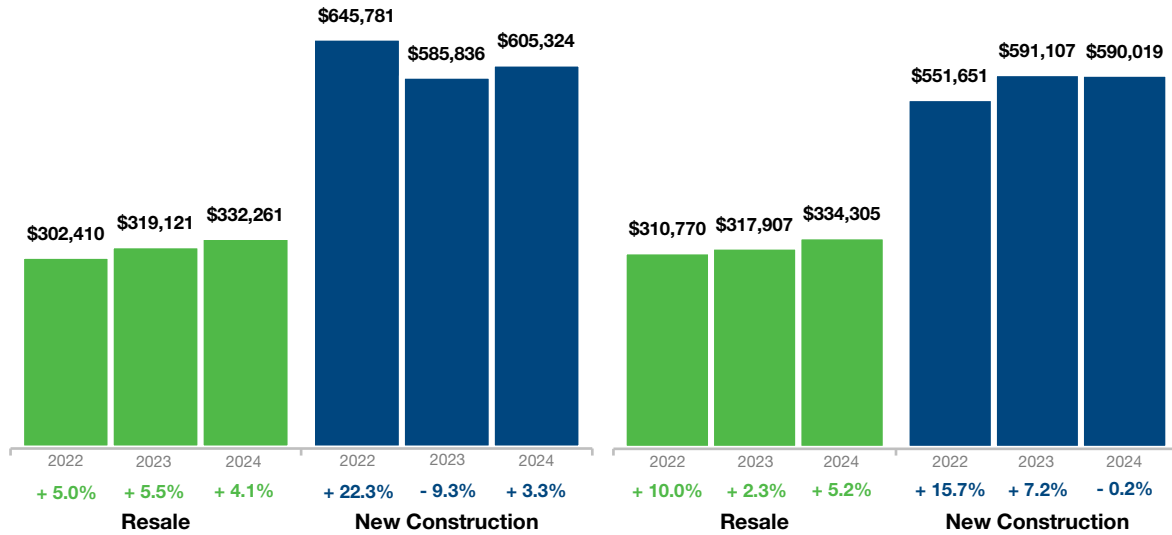
# Average Sales Price

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



## October

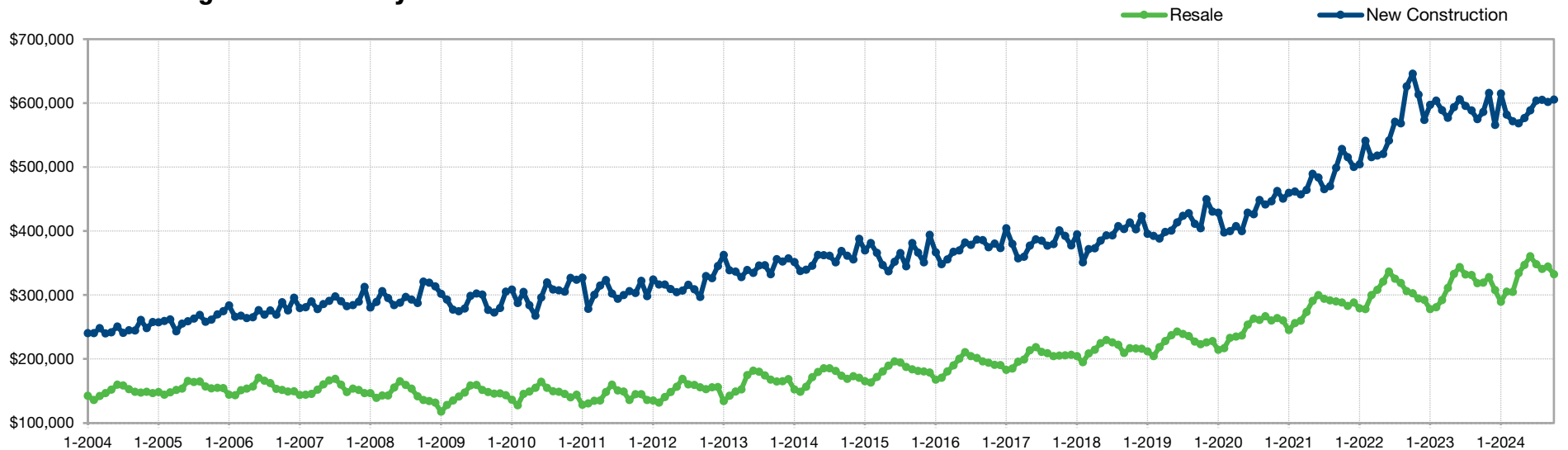
## Year to Date



Avg. Sales Price	Resale	Year-Over-Year Change	New Construction	Year-Over-Year Change
Nov-2023	\$327,791	+11.4%	\$615,364	+0.4%
Dec-2023	\$307,505	+5.3%	\$565,469	-1.4%
Jan-2024	\$289,298	+4.2%	\$614,704	+3.0%
Feb-2024	\$305,063	+8.7%	\$581,592	-3.7%
Mar-2024	\$304,541	+4.4%	\$571,304	-3.0%
Apr-2024	\$334,018	+7.4%	\$568,207	-1.5%
May-2024	\$346,845	+4.2%	\$576,341	-2.9%
Jun-2024	\$360,371	+5.0%	\$588,487	-2.9%
Jul-2024	\$347,894	+4.8%	\$603,786	+1.4%
Aug-2024	\$340,667	+3.0%	\$605,015	+2.8%
Sep-2024	\$344,167	+8.2%	\$601,413	+4.6%
<b>Oct-2024</b>	<b>\$332,261</b>	<b>+4.1%</b>	<b>\$605,324</b>	<b>+3.3%</b>
12-Month Avg*	\$331,983	+5.7%	\$590,235	-0.2%

\* Avg. Sales Price for all properties from November 2023 through October 2024. This is not the average of the individual figures above.

## Historical Average Sales Price by Month



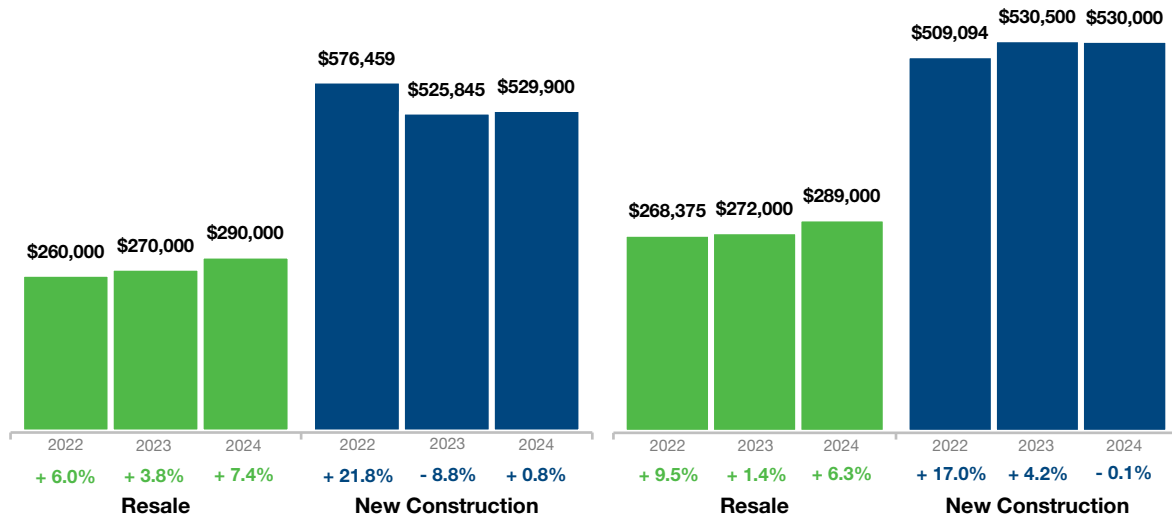
# Median Sales Price

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



## October

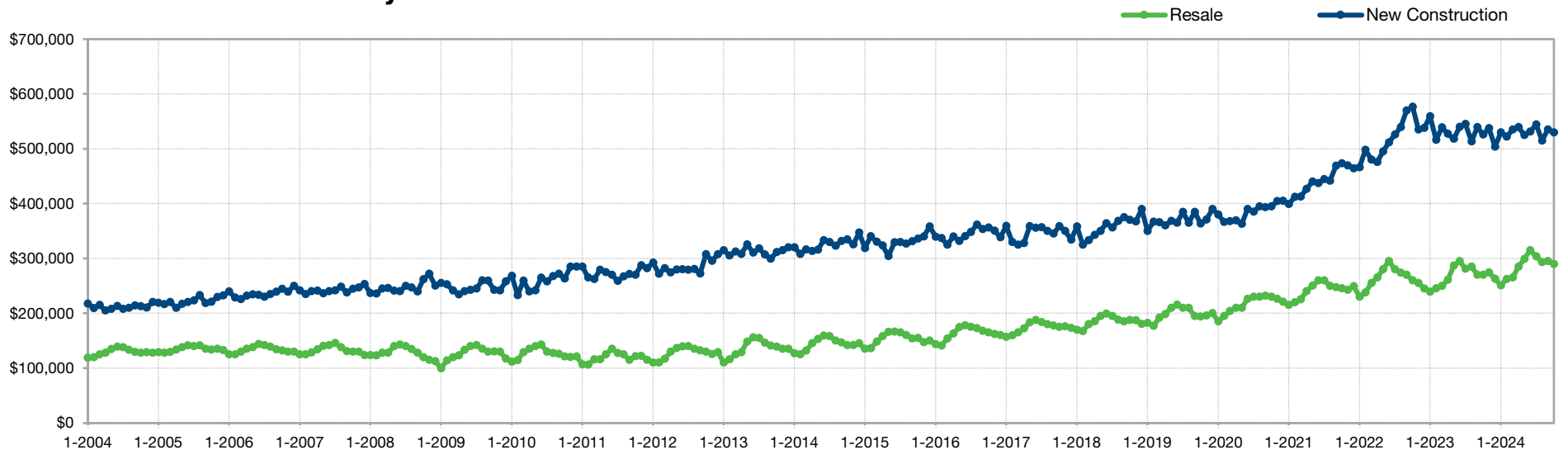
## Year to Date



Median Sales Price	Resale	Year-Over-Year Change	New Construction	Year-Over-Year Change
Nov-2023	\$274,300	+7.6%	\$537,538	+0.5%
Dec-2023	\$263,000	+7.3%	\$503,796	-6.3%
Jan-2024	\$250,556	+4.8%	\$529,900	-5.2%
Feb-2024	\$262,500	+7.0%	\$521,975	+1.1%
Mar-2024	\$265,000	+6.0%	\$535,000	-0.7%
Apr-2024	\$285,000	+9.2%	\$539,446	+2.3%
May-2024	\$299,000	+4.2%	\$525,000	+1.4%
Jun-2024	\$315,000	+6.8%	\$531,065	-1.7%
Jul-2024	\$303,605	+8.0%	\$543,948	-0.2%
Aug-2024	\$293,000	+2.8%	\$514,900	+0.3%
Sep-2024	\$295,000	+9.3%	\$535,000	-0.8%
<b>Oct-2024</b>	<b>\$290,000</b>	<b>+7.4%</b>	<b>\$529,900</b>	<b>+0.8%</b>
12-Month Avg*	\$285,000	+5.6%	\$529,900	-0.4%

\* Median Sales Price for all properties from November 2023 through October 2024. This is not the average of the individual figures above.

## Historical Median Sales Price by Month



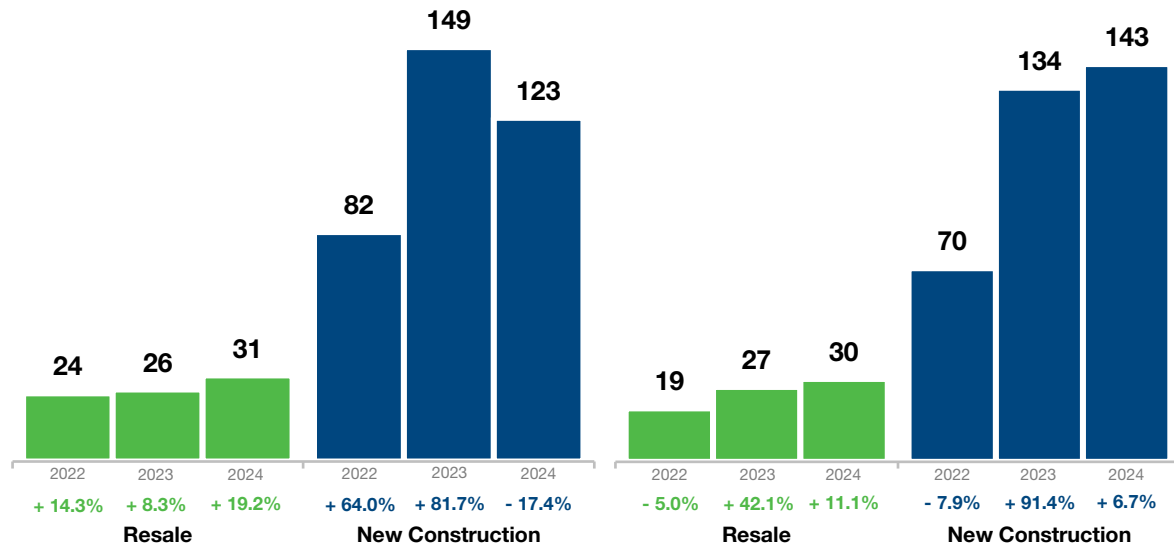
# Days on Market Until Sale

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



## October

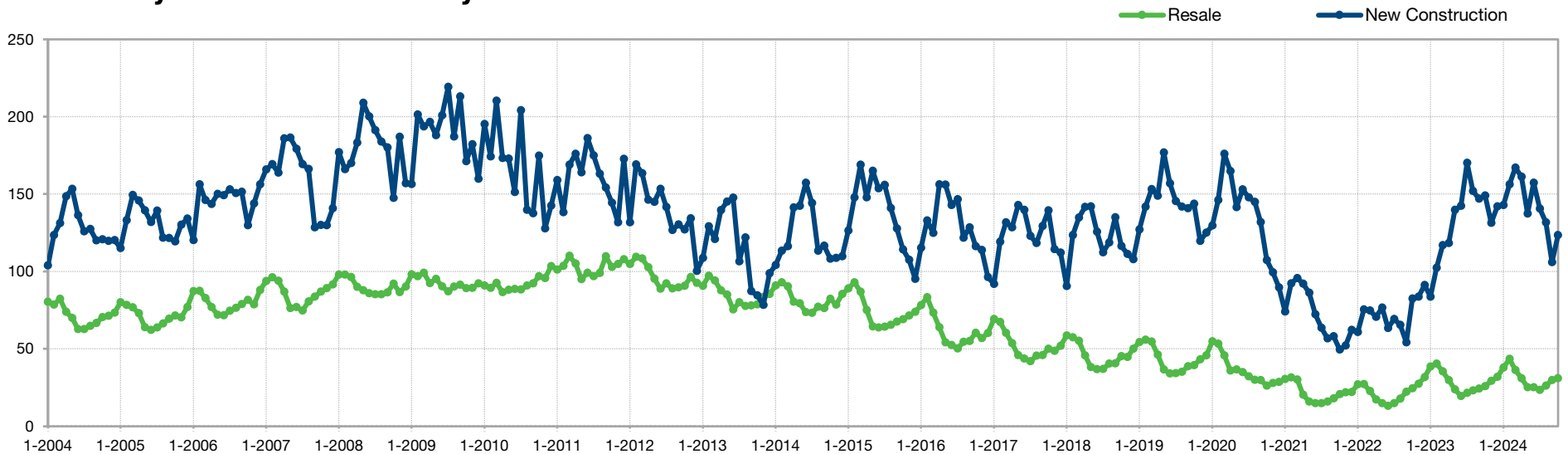
## Year to Date



Days on Market	Resale	Year-Over-Year Change	New Construction	Year-Over-Year Change
Nov-2023	29	+7.4%	131	+56.0%
Dec-2023	32	0.0%	142	+56.0%
Jan-2024	38	0.0%	143	+70.2%
Feb-2024	44	+10.0%	156	+52.9%
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%
<b>Oct-2024</b>	<b>31</b>	<b>+19.2%</b>	<b>123</b>	<b>-17.4%</b>
12-Month Avg*	30	+9.6%	142	+11.9%

\* Days on Market for all properties from November 2023 through October 2024. This is not the average of the individual figures above.

## Historical Days on Market Until Sale by Month



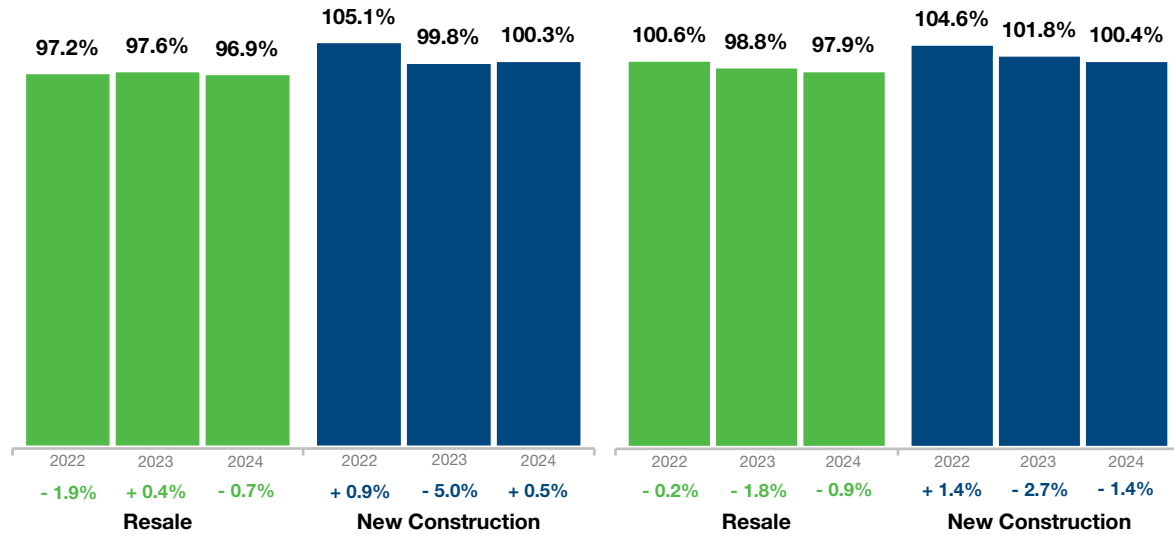
# Percentage of Original List Price Received

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.



## October

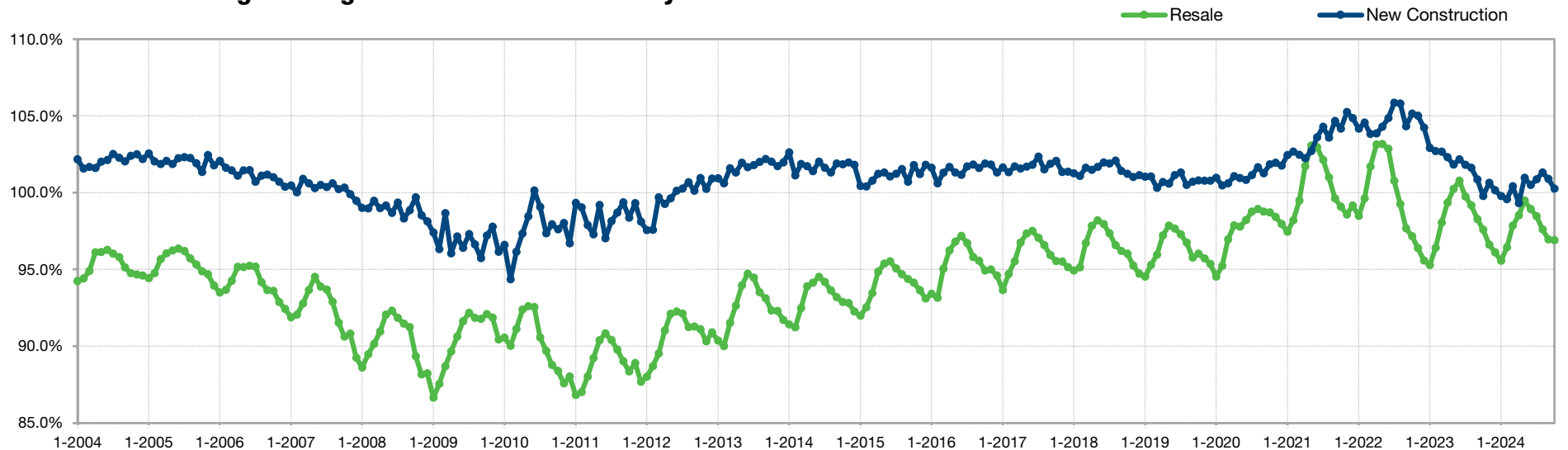
## Year to Date



Pct. of Orig. Price Received	Resale	Year-Over-Year Change	New Construction	Year-Over-Year Change
Nov-2023	96.6%	+0.2%	100.6%	-4.2%
Dec-2023	96.1%	+0.5%	100.1%	-3.9%
Jan-2024	95.6%	+0.3%	99.8%	-3.0%
Feb-2024	96.4%	0.0%	99.6%	-3.0%
Mar-2024	97.8%	-0.3%	100.4%	-2.2%
Apr-2024	98.5%	-0.8%	99.3%	-2.9%
May-2024	99.5%	-0.7%	101.0%	-0.8%
Jun-2024	98.9%	-1.9%	100.5%	-1.7%
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%
<b>Oct-2024</b>	<b>96.9%</b>	<b>-0.7%</b>	<b>100.3%</b>	<b>+0.5%</b>
12-Month Avg*	97.7%	-0.7%	100.4%	-1.8%

\* Pct. of Orig. Price Received for all properties from November 2023 through October 2024. This is not the average of the individual figures above.

## Historical Percentage of Original List Price Received by Month



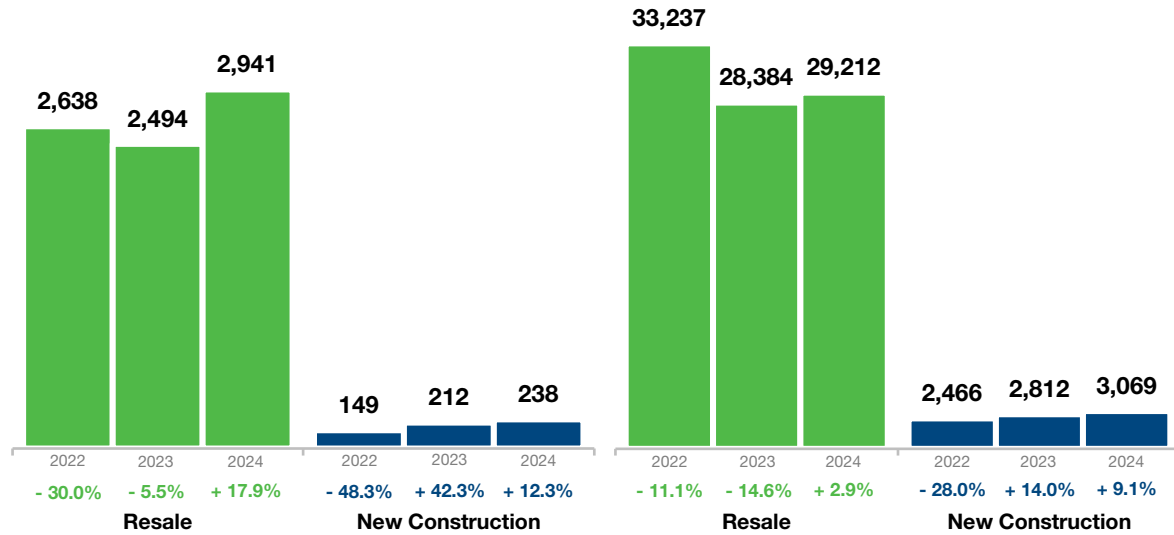


# Pending Sales

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

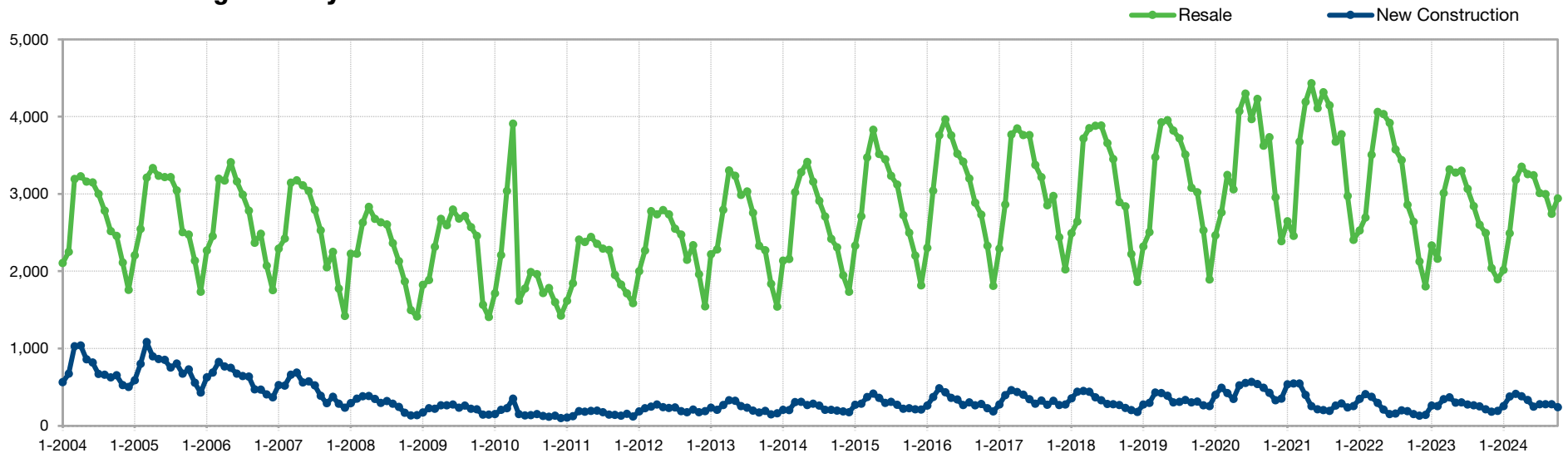


## October



Pending Sales	Resale	Year-Over-Year Change	New Construction	Year-Over-Year Change
Nov-2023	2,040	-4.0%	180	+40.6%
Dec-2023	1,895	+5.2%	192	+37.1%
Jan-2024	2,013	-13.6%	253	-1.9%
Feb-2024	2,489	+15.2%	378	+50.0%
Mar-2024	3,181	+5.7%	411	+20.2%
Apr-2024	3,349	+1.1%	381	+4.4%
May-2024	3,254	-0.6%	331	+11.1%
Jun-2024	3,239	-1.8%	246	-18.5%
Jul-2024	3,010	-1.7%	277	+1.5%
Aug-2024	2,994	+5.4%	277	+5.7%
Sep-2024	2,742	+5.5%	277	+11.7%
<b>Oct-2024</b>	<b>2,941</b>	<b>+17.9%</b>	<b>238</b>	<b>+12.3%</b>
12-Month Avg	2,762	+2.6%	287	+11.7%

## Historical Pending Sales by Month

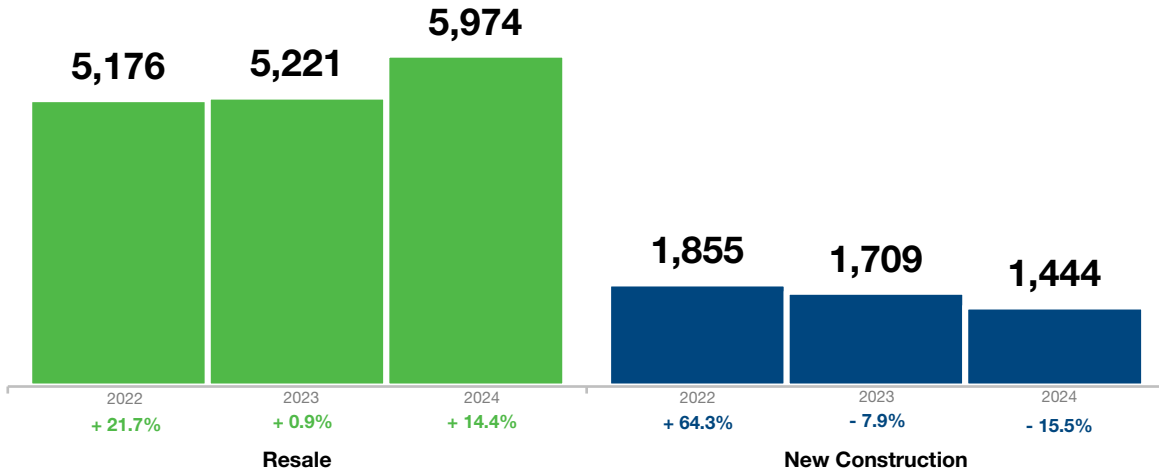


# Inventory

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

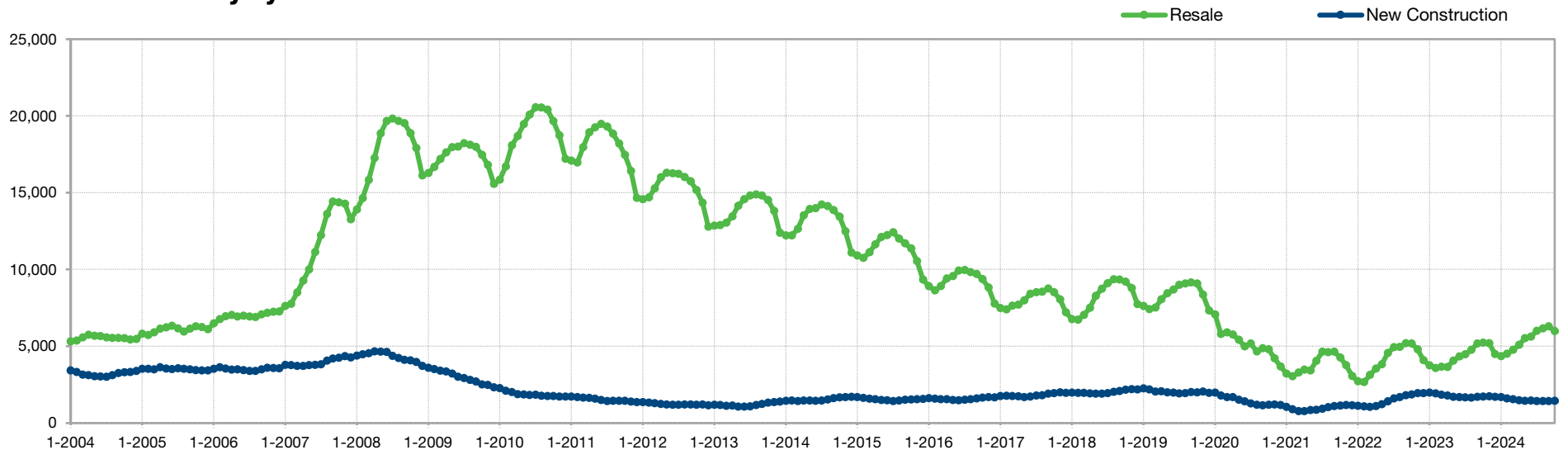


## October



Inventory	Resale	Year-Over-Year Change	New Construction	Year-Over-Year Change
Nov-2023	5,187	+8.4%	1,723	-11.0%
Dec-2023	4,473	+9.4%	1,697	-12.5%
Jan-2024	4,336	+15.8%	1,672	-15.0%
Feb-2024	4,497	+25.9%	1,582	-17.8%
Mar-2024	4,762	+30.6%	1,536	-16.4%
Apr-2024	5,090	+39.7%	1,477	-16.9%
May-2024	5,510	+35.8%	1,439	-15.2%
Jun-2024	5,624	+30.0%	1,453	-13.8%
Jul-2024	5,992	+34.3%	1,416	-14.8%
Aug-2024	6,149	+29.2%	1,418	-14.0%
Sep-2024	6,295	+21.9%	1,411	-16.5%
<b>Oct-2024</b>	<b>5,974</b>	<b>+14.4%</b>	<b>1,444</b>	<b>-15.5%</b>
12-Month Avg*	5,324	+24.1%	1,522	-14.9%

## Historical Inventory by Month

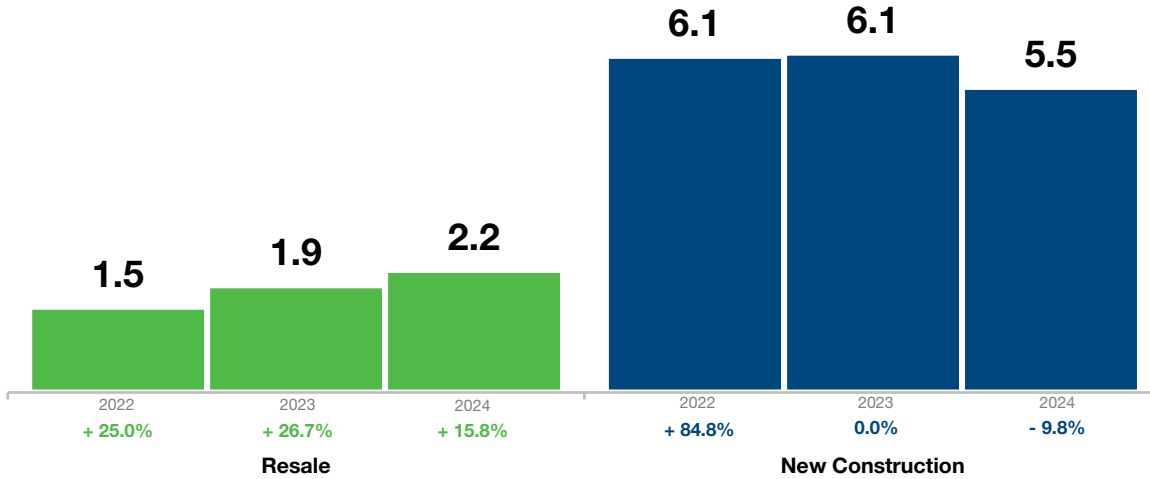


# Supply

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.



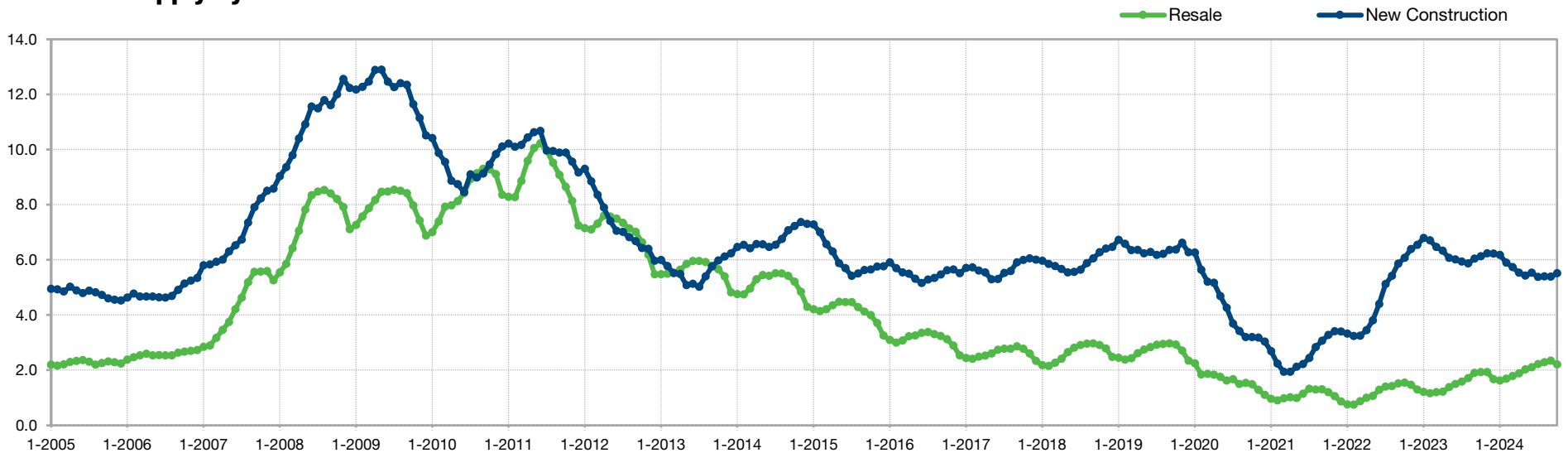
## October



Supply	Resale	Year-Over-Year Change	New Construction	Year-Over-Year Change
Nov-2023	1.9	+26.7%	6.2	-3.1%
Dec-2023	1.7	+30.8%	6.2	-4.6%
Jan-2024	1.6	+33.3%	6.2	-8.8%
Feb-2024	1.7	+41.7%	5.9	-11.9%
Mar-2024	1.8	+50.0%	5.7	-12.3%
Apr-2024	1.9	+58.3%	5.5	-12.7%
May-2024	2.0	+42.9%	5.4	-11.5%
Jun-2024	2.1	+40.0%	5.5	-8.3%
Jul-2024	2.2	+37.5%	5.4	-8.5%
Aug-2024	2.3	+35.3%	5.4	-8.5%
Sep-2024	2.3	+21.1%	5.4	-10.0%
<b>Oct-2024</b>	<b>2.2</b>	<b>+15.8%</b>	<b>5.5</b>	<b>-9.8%</b>
12-Month Avg*	2.0	+35.5%	5.7	-9.1%

\* Supply for all properties from November 2023 through October 2024. 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	10-2023	10-2024	Percent Change	YTD 2023	YTD 2024	Percent Change
<b>Closed Sales</b>		2,916	<b>3,119</b>	+ 7.0%	30,413	<b>30,590</b>	+ 0.6%
<b>Average Sales Price</b>		\$344,060	<b>\$356,254</b>	+ 3.5%	\$343,241	<b>\$356,841</b>	+ 4.0%
<b>Median Sales Price</b>		\$290,000	<b>\$305,000</b>	+ 5.2%	\$290,000	<b>\$305,000</b>	+ 5.2%
<b>Days on Market</b>		37	<b>39</b>	+ 5.4%	37	<b>40</b>	+ 8.1%
<b>Pct. of Orig. Price Received</b>		97.8%	<b>97.2%</b>	- 0.6%	99.1%	<b>98.1%</b>	- 1.0%
<b>Pending Sales</b>		2,706	<b>3,179</b>	+ 17.5%	31,196	<b>32,281</b>	+ 3.5%
<b>Inventory</b>		6,930	<b>7,418</b>	+ 7.0%	--	--	--
<b>Supply</b>		2.3	<b>2.5</b>	+ 8.7%	--	--	--