Monthly Indicators

KANSAS CITY REGIONAL ASSOCIATION OF REALTORS®

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October 2026

U.S. existing-home sales rose 1.5 percent from August and fell 2.2 percent from a year earlier in September, to a seasonally adjusted annual rate of 3.99 million, according to the National Association of REALTORS®. Sales increased in the South and the West, held steady in the Midwest, and declined in the Northeast. Compared with a year earlier, sales declined in all four regions. August and September were the two slowest months for home sales this year, NAR Chief Economist Lawrence Yun said.

Closed Sales decreased 10.9 percent for Existing Homes homes and 7.7 percent for New Construction homes. Pending Sales decreased 19.5 percent for Existing Homes homes and 22.7 percent for New Construction homes. Inventory increased 3.2 percent for Existing Homes homes but decreased 6.4 percent for New Construction homes.

Median Sales Price increased 0.6 percent to $312,000 for Existing Homes homes but decreased 1.8 percent to $553,050 for New Construction homes. Days on Market increased 8.6 percent for Existing Homes homes but decreased 3.9 percent for New Construction homes. Months Supply of Inventory increased 3.8 percent for Existing Homes homes but decreased 10.5 percent for New Construction homes.

Heading into October, 1.60 million homes were listed for sale, up 1.9 percent from the previous month and 4.6 percent from a year earlier, according to NAR. Unsold inventory was a 4.8-month supply, unchanged from August and up from a 4.5-month supply a year earlier. The median existing-home sales price was $417,500, up 1.3 percent from $412,300 a year earlier. That marked the 39th consecutive month of year-over-year price gains.

Quick Facts

- 10.6%	- 0.9%	0.0%
Change in **Closed Sales** Combined	Change in **Avg. Sales Price** Combined	Change in **Supply** Combined

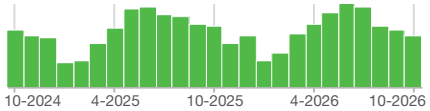
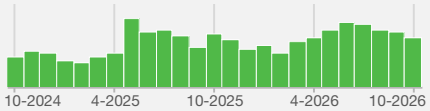
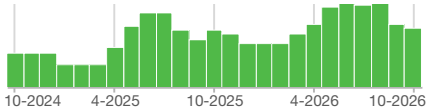
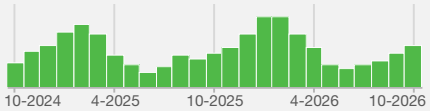
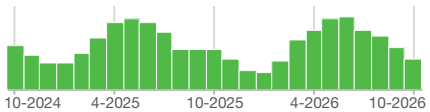
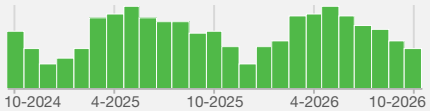
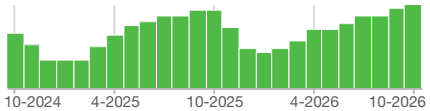
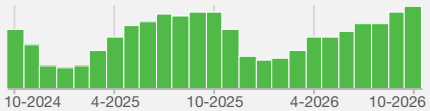
Residental real estate activity in the Kansas counties of Atchison, Douglas, Franklin, Jefferson, Johnson, Levenworth, Linn, Miami and Wyandotte and the Missouri counties of Bates, Buchanan, Cass, Clay, Clinton, Jackson, Johnson, Lafayette, Platte and Ray. Percent changes are calculated using rounded figures.

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Current as of November 7, 2026. Report provided by the Kansas City Regional Association of REALTORS®. All data from Heartland Multiple Listing Service. Report © 2026 ShowingTime Plus, LLC.

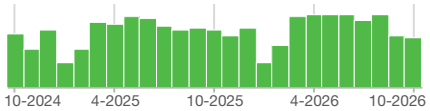
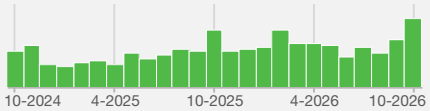
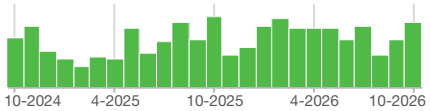
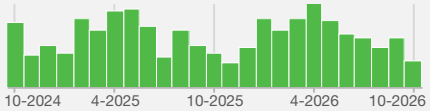
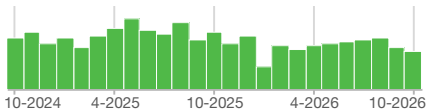
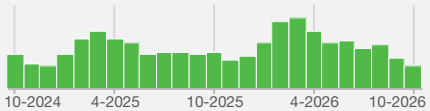
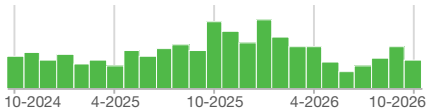
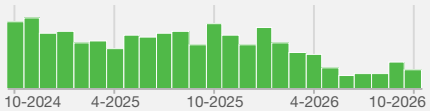
Existing Homes Market Overview

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	10-2025	10-2026	% Change	YTD 2025	YTD 2026	% Change
Closed Sales		3,018	**2,690**	- 10.9%	28,989	**29,287**	+ 1.0%
Average Sales Price		$374,196	**$365,857**	- 2.2%	$362,169	**$373,343**	+ 3.1%
Median Sales Price		$310,000	**$312,000**	+ 0.6%	$305,000	**$320,000**	+ 4.9%
Days on Market Until Sale		35	**38**	+ 8.6%	34	**36**	+ 5.9%
Pct. of Orig. Price Received		96.6%	**96.1%**	- 0.5%	97.4%	**97.4%**	0.0%
Pending Sales		2,867	**2,308**	- 19.5%	30,052	**29,753**	- 1.0%
Inventory		7,425	**7,659**	+ 3.2%	—	**—**	—
Supply		2.6	**2.7**	+ 3.8%	—	**—**	—

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	10-2025	10-2026	% Change	YTD 2025	YTD 2026	% Change
Closed Sales		285	**263**	- 7.7%	2,841	**2,950**	+ 3.8%
Average Sales Price		$653,858	**$689,409**	+ 5.4%	$590,187	**$620,232**	+ 5.1%
Median Sales Price		$563,152	**$553,050**	- 1.8%	$514,952	**$536,491**	+ 4.2%
Days on Market Until Sale		102	**98**	- 3.9%	116	**117**	+ 0.9%
Pct. of Orig. Price Received		100.5%	**99.7%**	- 0.8%	100.5%	**99.9%**	- 0.6%
Pending Sales		256	**198**	- 22.7%	2,814	**3,062**	+ 8.8%
Inventory		1,582	**1,480**	- 6.4%	—	**—**	—
Supply		5.7	**5.1**	- 10.5%	—	**—**	—

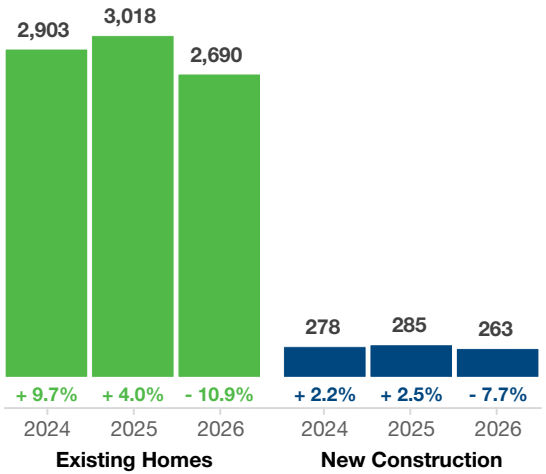
Closed Sales

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

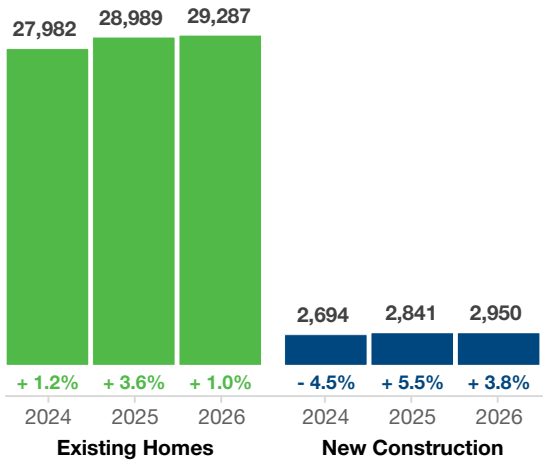
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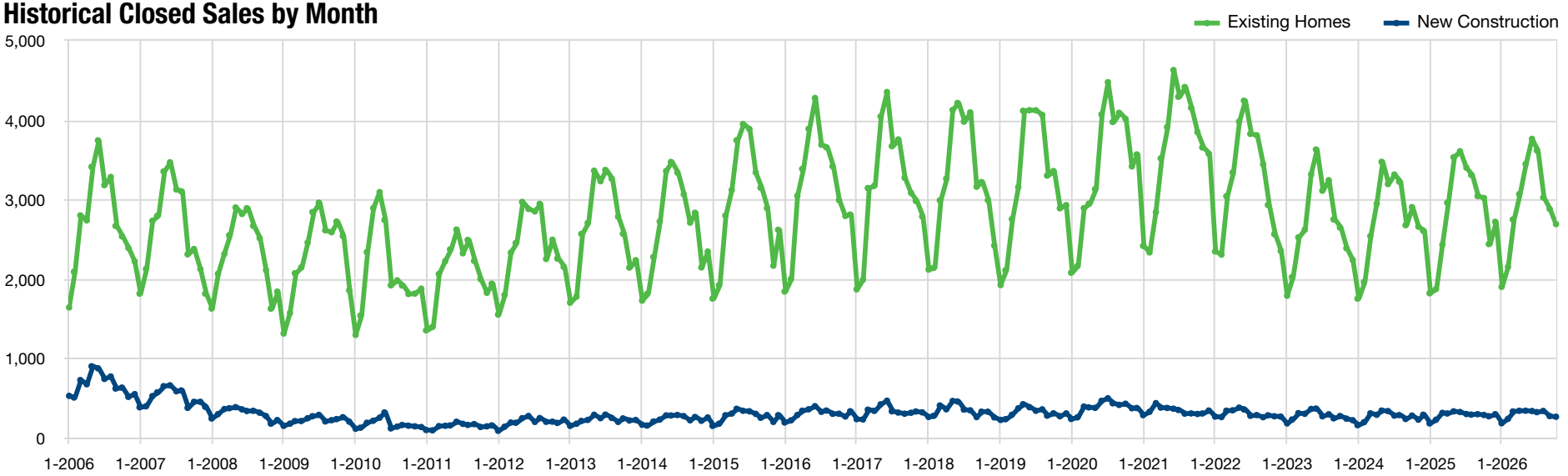


Year to Date



Closed Sales	Existing Homes	Year-Over-Year Change	New Construction	Year-Over-Year Change
Nov-2025	2,438	- 8.3%	269	+ 19.0%
Dec-2025	2,718	+ 4.3%	295	+ 2.4%
Jan-2026	1,899	+ 4.4%	181	+ 1.1%
Feb-2026	2,150	+ 14.9%	237	+ 5.3%
Mar-2026	2,748	+ 13.1%	329	+ 5.4%
Apr-2026	3,067	+ 3.6%	338	+ 11.2%
May-2026	3,447	- 2.4%	339	+ 2.4%
Jun-2026	3,763	+ 4.3%	335	+ 3.7%
Jul-2026	3,617	+ 6.4%	321	+ 8.1%
Aug-2026	3,025	- 8.6%	336	+ 15.9%
Sep-2026	2,881	- 5.3%	271	- 8.1%
Oct-2026	**2,690**	**- 10.9%**	**263**	**- 7.7%**
12-Month Avg	2,870	+ 0.6%	293	+ 4.6%

Historical Closed Sales by Month



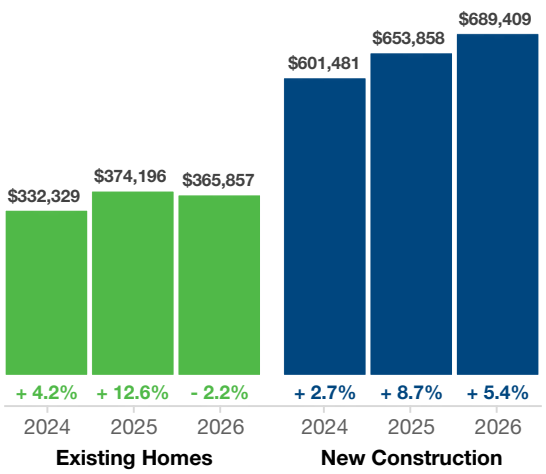
Average Sales Price

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

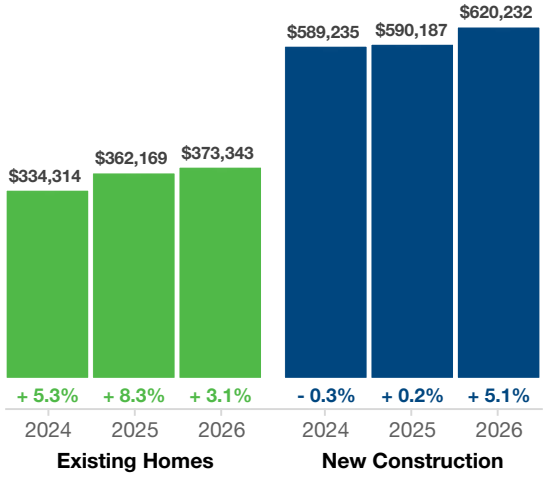
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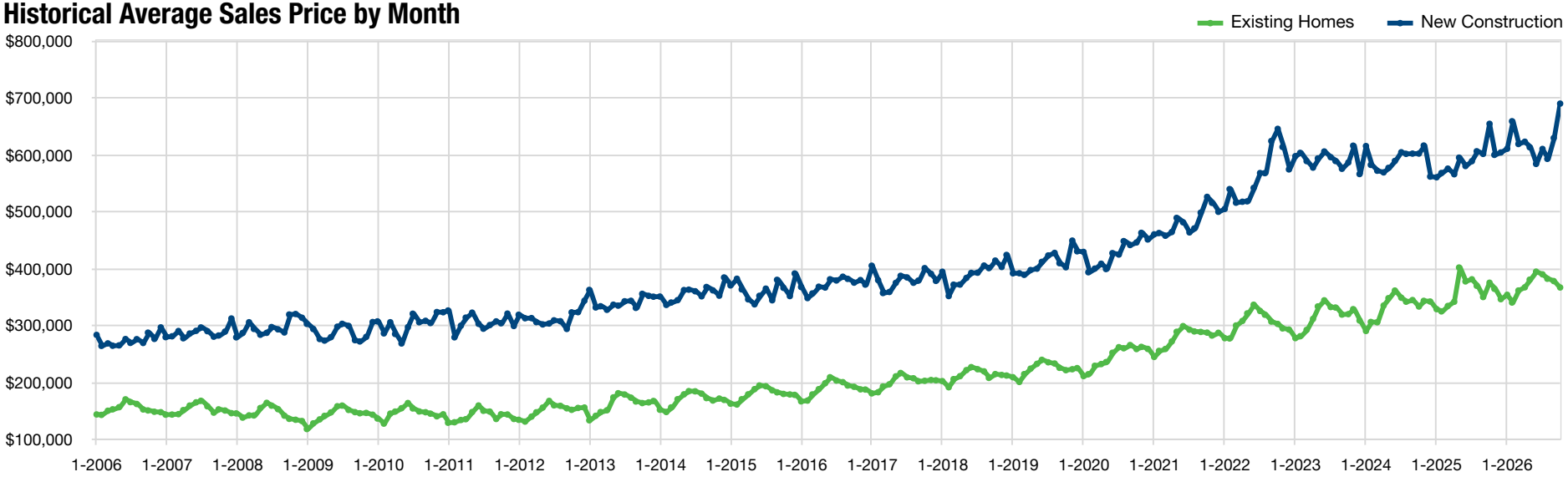
Year to Date



Avg. Sales Price	Existing Homes	Year-Over-Year Change	New Construction	Year-Over-Year Change
Nov-2025	$363,526	+ 6.2%	$599,187	- 2.7%
Dec-2025	$345,263	+ 1.2%	$603,464	+ 7.6%
Jan-2026	$352,972	+ 7.7%	$609,981	+ 9.0%
Feb-2026	$339,326	+ 4.8%	$658,380	+ 16.1%
Mar-2026	$360,487	+ 8.2%	$618,315	+ 7.5%
Apr-2026	$366,151	+ 7.5%	$622,334	+ 10.1%
May-2026	$379,586	- 5.3%	$612,620	+ 3.1%
Jun-2026	$393,704	+ 4.6%	$583,265	+ 0.6%
Jul-2026	$388,949	+ 2.3%	$609,606	+ 3.7%
Aug-2026	$381,210	+ 3.4%	$592,189	- 2.2%
Sep-2026	$377,123	+ 8.1%	$628,857	+ 4.7%
Oct-2026	**$365,857**	**- 2.2%**	**$689,409**	**+ 5.4%**
12-Month Avg*	$370,432	+ 3.2%	$617,213	+ 4.7%

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

Historical Average Sales Price by Month



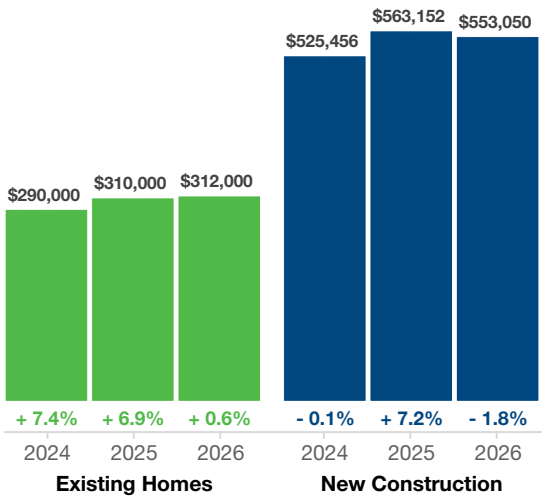
Median Sales Price

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

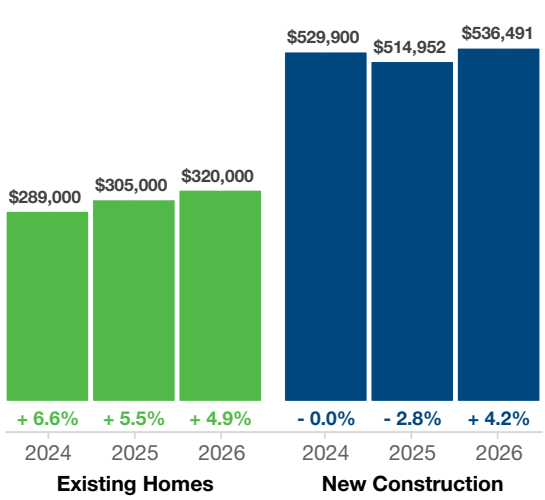
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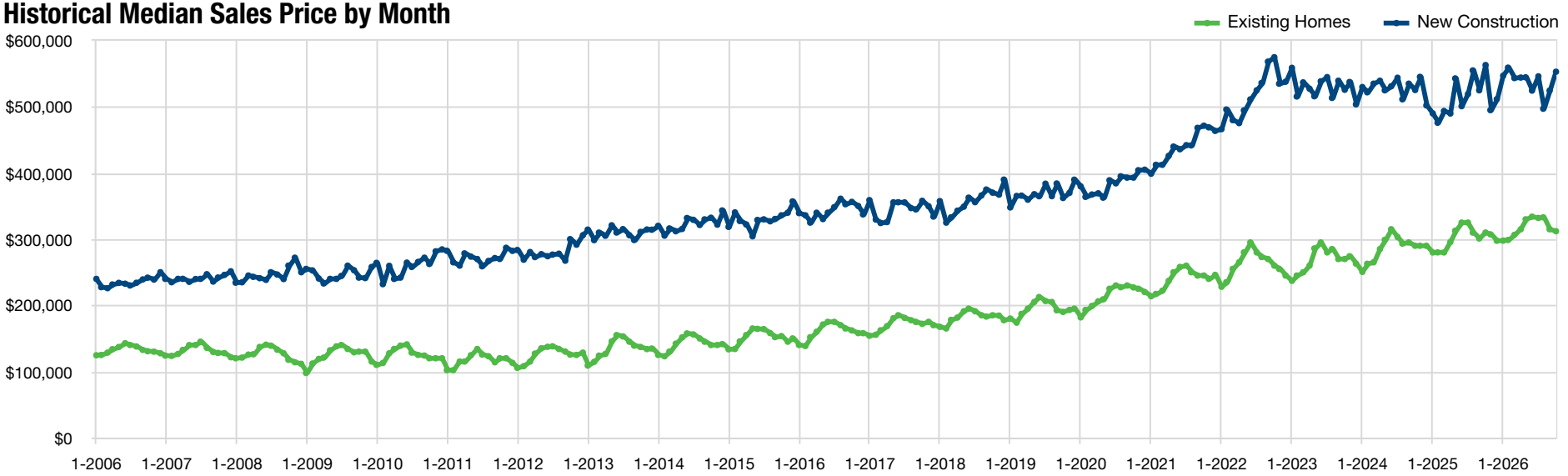
Year to Date



Median Sales Price	Existing Homes	Year-Over-Year Change	New Construction	Year-Over-Year Change
Nov-2025	$307,250	+ 5.9%	$495,034	- 9.2%
Dec-2025	$297,575	+ 2.6%	$511,605	+ 1.9%
Jan-2026	$297,750	+ 6.4%	$546,999	+ 11.6%
Feb-2026	$298,750	+ 6.7%	$559,201	+ 17.5%
Mar-2026	$306,500	+ 9.5%	$543,500	+ 10.1%
Apr-2026	$315,000	+ 6.5%	$544,245	+ 11.1%
May-2026	$330,000	+ 5.5%	$544,600	+ 0.3%
Jun-2026	$334,000	+ 2.8%	$524,555	+ 4.7%
Jul-2026	$332,000	+ 2.2%	$546,087	+ 5.1%
Aug-2026	$333,000	+ 7.4%	$497,181	- 10.4%
Sep-2026	$315,000	+ 4.7%	$524,600	- 0.1%
Oct-2026	**$312,000**	**+ 0.6%**	**$553,050**	**- 1.8%**
12-Month Avg*	$317,000	+ 5.2%	$530,552	+ 3.0%

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

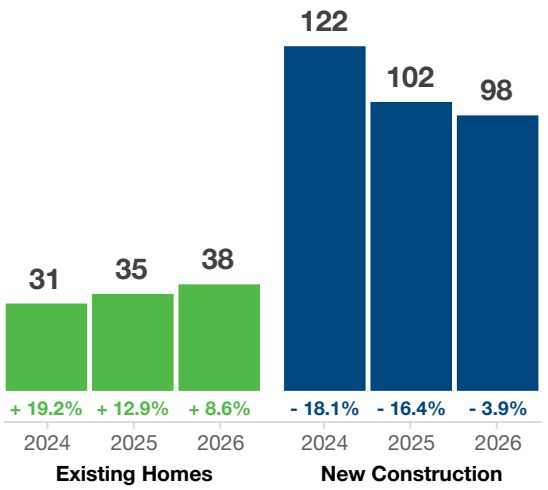
Historical Median Sales Price by Month



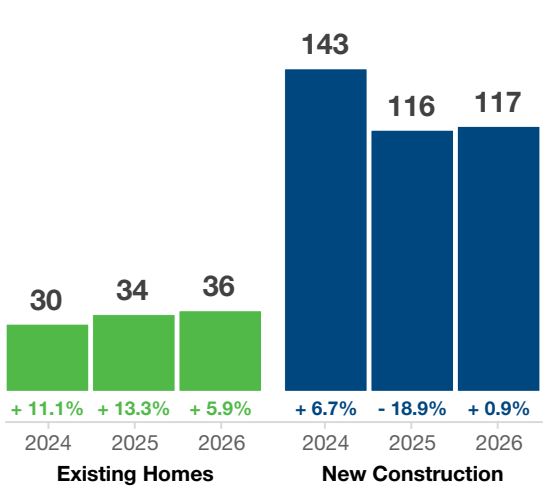
Days on Market Until Sale

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

October



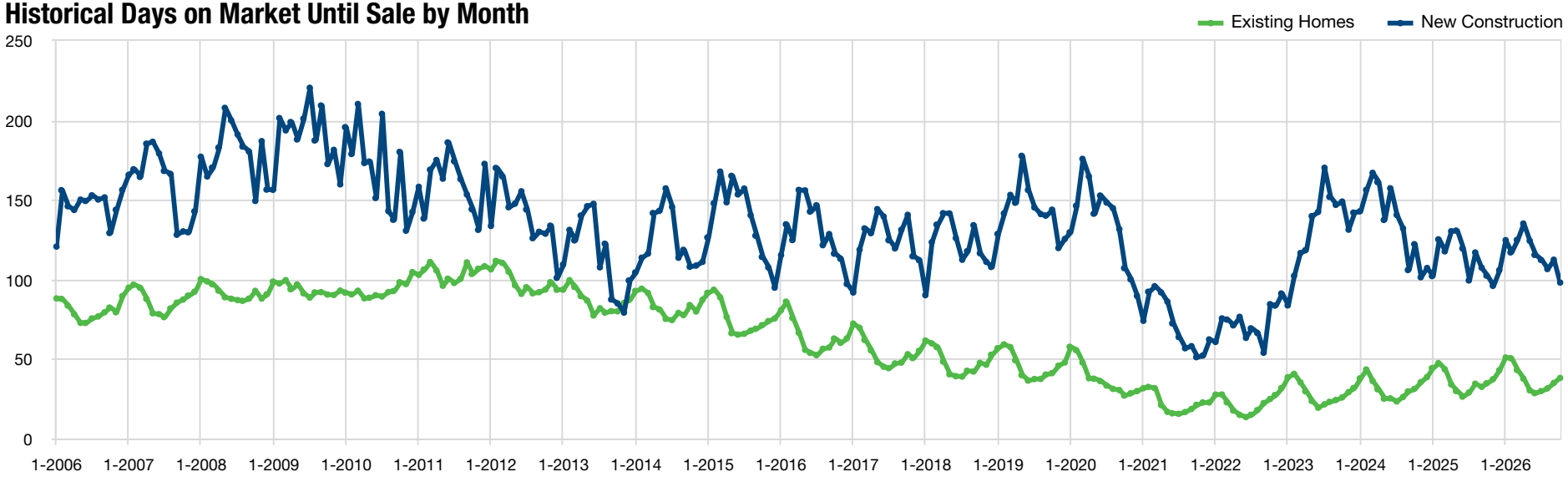
Year to Date



Days on Market	Existing Homes	Year-Over-Year Change	New Construction	Year-Over-Year Change
Nov-2025	37	+ 5.7%	96	- 5.0%
Dec-2025	43	+ 10.3%	106	- 0.9%
Jan-2026	51	+ 15.9%	125	+ 22.5%
Feb-2026	51	+ 8.5%	117	- 6.4%
Mar-2026	43	0.0%	125	+ 5.9%
Apr-2026	38	+ 11.8%	135	+ 3.8%
May-2026	30	0.0%	124	- 5.3%
Jun-2026	29	+ 11.5%	115	- 4.2%
Jul-2026	30	+ 3.4%	112	+ 13.1%
Aug-2026	32	- 5.9%	107	- 8.5%
Sep-2026	35	+ 9.4%	112	+ 4.7%
Oct-2026	**38**	**+ 8.6%**	**98**	**- 3.9%**
12-Month Avg*	37	+ 6.0%	115	+ 0.5%

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

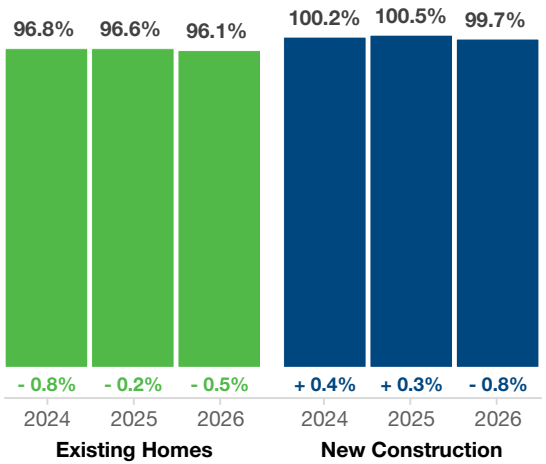
Historical Days on Market Until Sale by Month



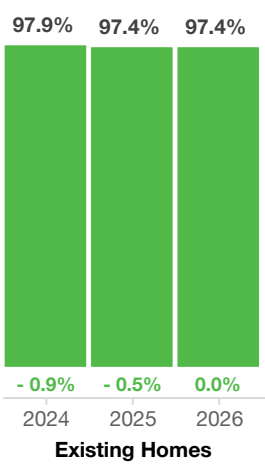
Percentage of Original List Price Received

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.

October



Year to Date

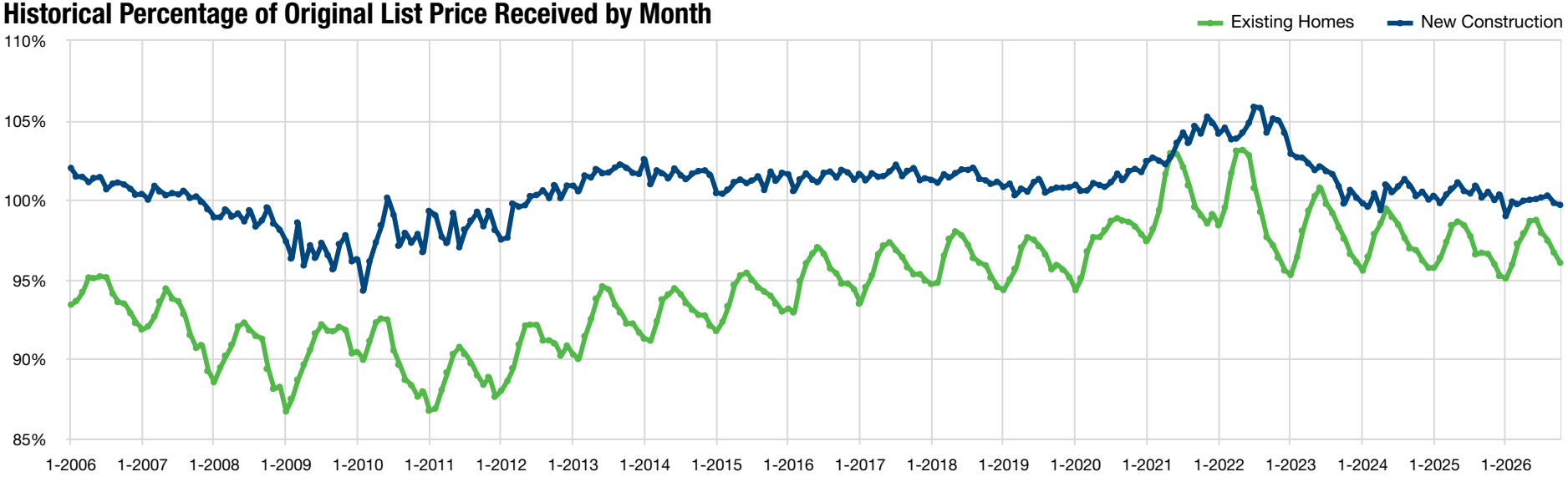




Pct. of Orig. Price Received	Existing Homes	Year-Over-Year Change	New Construction	Year-Over-Year Change
Nov-2025	96.0%	- 0.2%	100.0%	- 0.5%
Dec-2025	95.2%	- 0.5%	100.3%	+ 0.3%
Jan-2026	95.1%	- 0.6%	99.0%	- 1.3%
Feb-2026	95.9%	- 0.5%	99.9%	+ 0.1%
Mar-2026	97.3%	- 0.1%	99.7%	- 0.6%
Apr-2026	97.9%	- 0.5%	100.0%	- 0.7%
May-2026	98.7%	+ 0.1%	100.0%	- 1.1%
Jun-2026	98.7%	+ 0.3%	100.1%	- 0.5%
Jul-2026	97.9%	+ 0.2%	100.2%	- 0.2%
Aug-2026	97.4%	+ 0.8%	100.3%	- 0.6%
Sep-2026	96.7%	0.0%	99.8%	- 0.4%
Oct-2026	**96.1%**	**- 0.5%**	**99.7%**	**- 0.8%**
12-Month Avg*	97.1%	- 0.1%	99.9%	- 0.5%

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

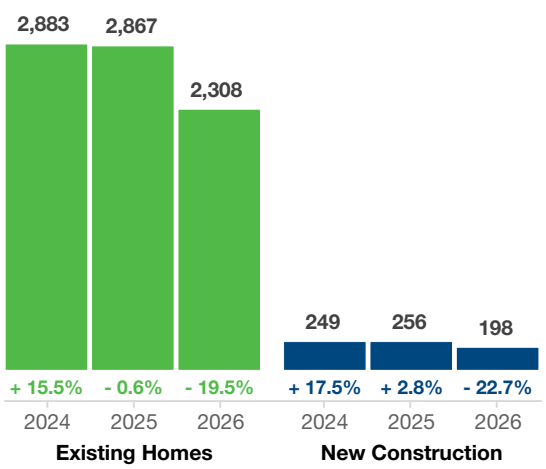
Historical Percentage of Original List Price Received by Month



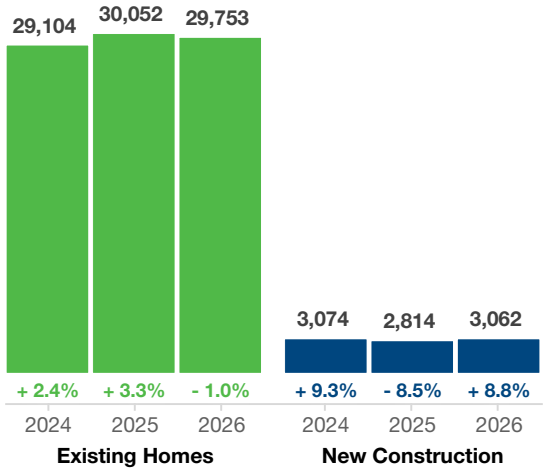
Pending Sales

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

October

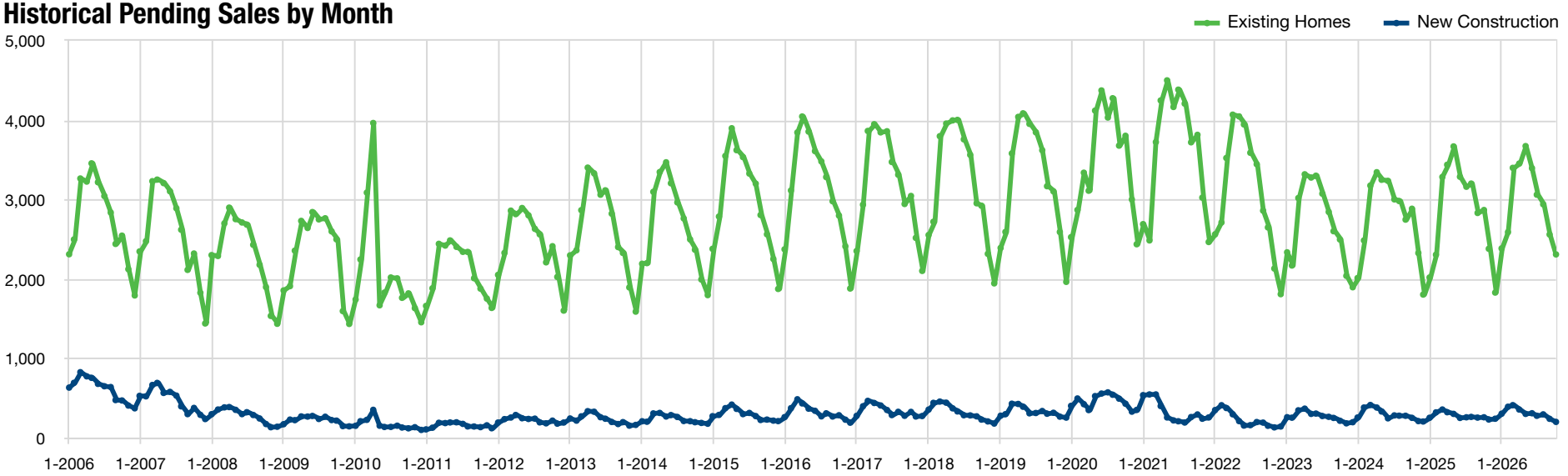


Year to Date



Pending Sales	Existing Homes	Year-Over-Year Change	New Construction	Year-Over-Year Change
Nov-2025	2,379	+ 2.3%	228	+ 9.6%
Dec-2025	1,827	+ 1.4%	238	+ 17.2%
Jan-2026	2,383	+ 18.1%	301	+ 20.4%
Feb-2026	2,588	+ 12.3%	389	+ 22.3%
Mar-2026	3,398	+ 3.5%	409	+ 15.5%
Apr-2026	3,452	+ 0.4%	354	+ 10.6%
May-2026	3,672	+ 0.1%	299	0.0%
Jun-2026	3,394	+ 3.3%	307	+ 23.8%
Jul-2026	3,060	- 3.2%	275	+ 7.4%
Aug-2026	2,939	- 8.2%	293	+ 12.3%
Sep-2026	2,559	- 9.6%	237	- 6.0%
Oct-2026	**2,308**	**- 19.5%**	**198**	**- 22.7%**
12-Month Avg	2,830	- 0.6%	294	+ 9.3%

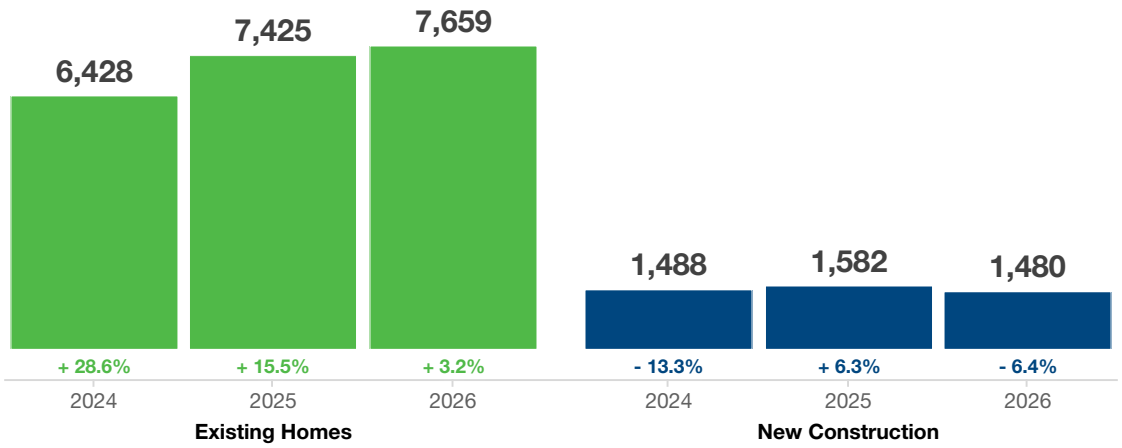
Historical Pending Sales by Month



Inventory

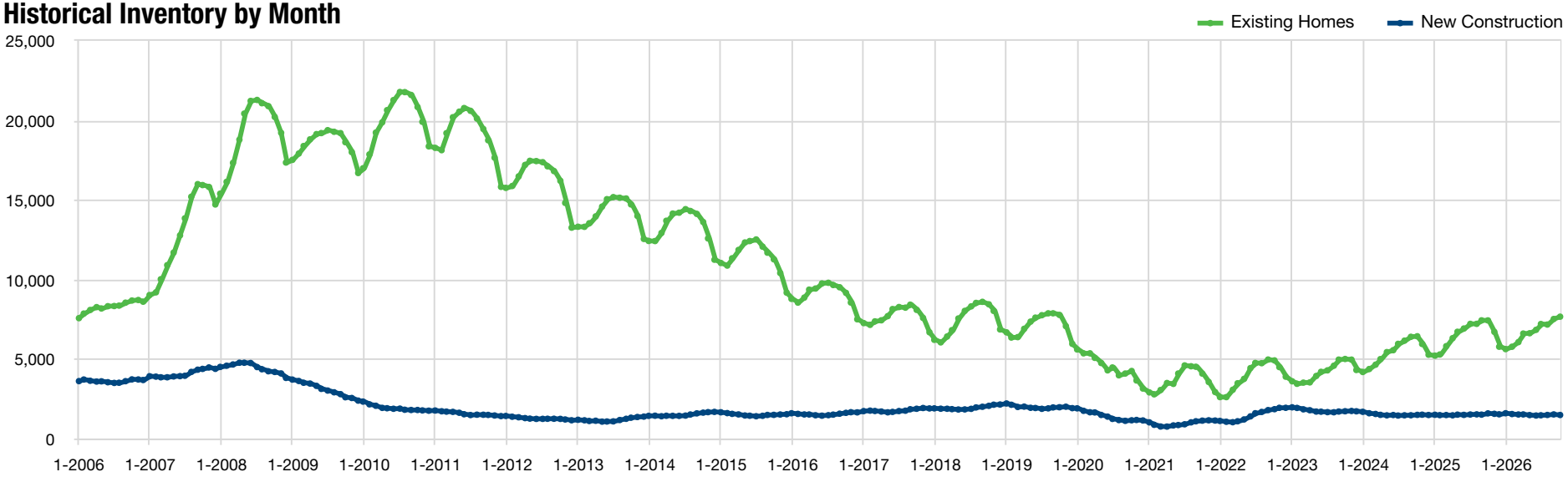
The number of properties available for sale in active status at the end of a given month.

October



Inventory	Existing Homes	Year-Over-Year Change	New Construction	Year-Over-Year Change
Nov-2025	6,704	+ 12.8%	1,554	+ 3.7%
Dec-2025	5,770	+ 9.5%	1,523	+ 3.0%
Jan-2026	5,621	+ 7.9%	1,590	+ 6.4%
Feb-2026	5,770	+ 9.2%	1,539	+ 4.7%
Mar-2026	6,061	+ 4.4%	1,512	+ 2.4%
Apr-2026	6,598	+ 4.6%	1,516	+ 3.8%
May-2026	6,618	- 1.4%	1,473	- 1.9%
Jun-2026	6,833	- 1.2%	1,447	- 2.7%
Jul-2026	7,198	- 0.1%	1,462	- 3.2%
Aug-2026	7,164	- 0.6%	1,482	- 2.5%
Sep-2026	7,514	+ 1.2%	1,517	+ 0.9%
Oct-2026	**7,659**	**+ 3.2%**	**1,480**	**- 6.4%**
12-Month Avg	6,626	+ 3.6%	1,508	+ 0.6%

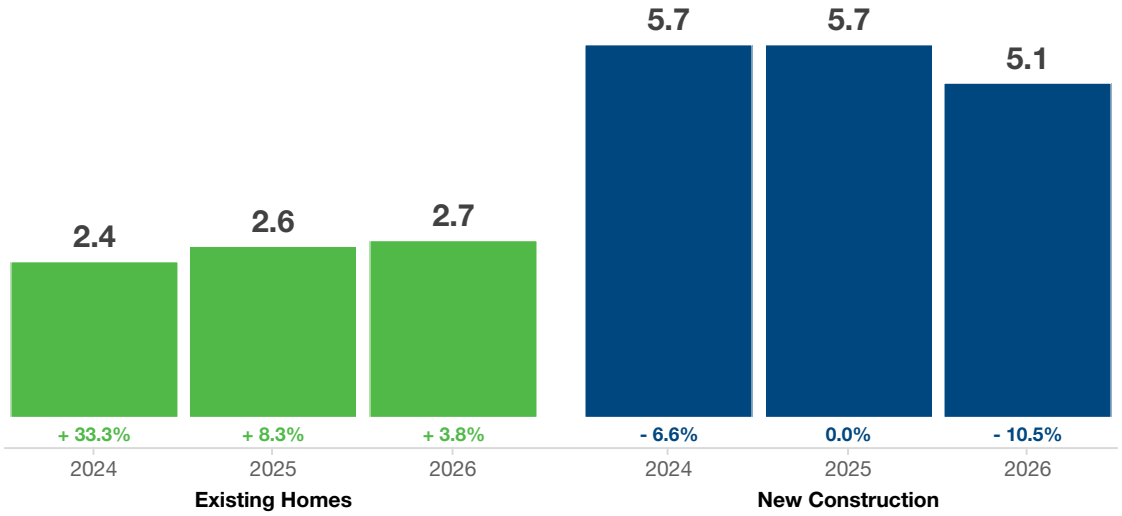
Historical Inventory by Month



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.

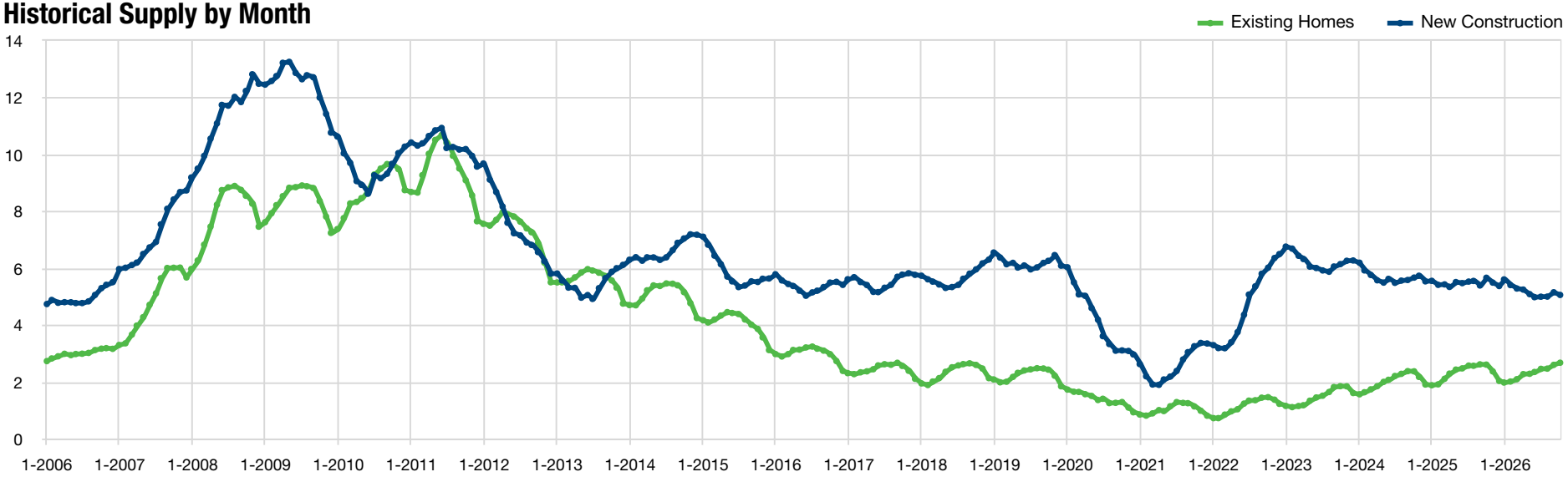
October



Supply	Existing Homes	Year-Over-Year Change	New Construction	Year-Over-Year Change
Nov-2025	2.4	+ 9.1%	5.5	- 3.5%
Dec-2025	2.0	+ 5.3%	5.4	- 1.8%
Jan-2026	2.0	+ 5.3%	5.6	0.0%
Feb-2026	2.0	+ 5.3%	5.4	0.0%
Mar-2026	2.1	0.0%	5.3	- 1.9%
Apr-2026	2.3	0.0%	5.2	- 1.9%
May-2026	2.3	- 4.2%	5.1	- 7.3%
Jun-2026	2.3	- 8.0%	5.0	- 9.1%
Jul-2026	2.5	- 3.8%	5.0	- 9.1%
Aug-2026	2.5	- 3.8%	5.0	- 9.1%
Sep-2026	2.6	0.0%	5.1	- 5.6%
Oct-2026	**2.7**	**+ 3.8%**	**5.1**	**- 10.5%**
12-Month Avg*	2.3	+ 0.1%	5.2	- 5.2%

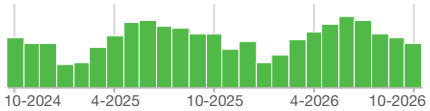
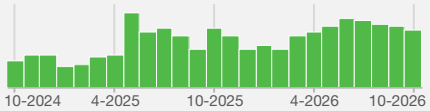
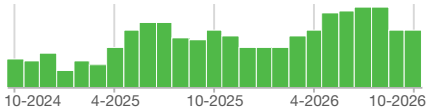
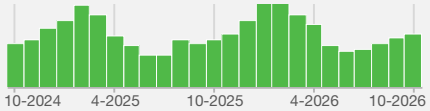
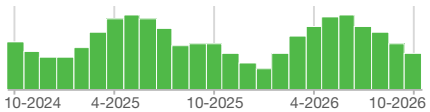
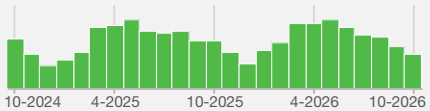
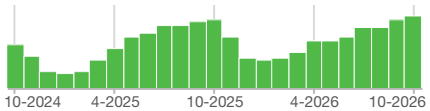
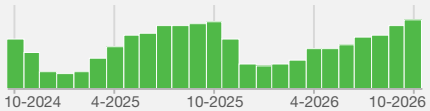
* Supply for all properties from November 2025 through October 2026. This is not the average of the individual figures above.

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	10-2025	10-2026	% Change	YTD 2025	YTD 2026	% Change
Closed Sales		3,303	**2,953**	- 10.6%	31,830	**32,237**	+ 1.3%
Average Sales Price		$398,415	**$394,762**	- 0.9%	$382,499	**$395,969**	+ 3.5%
Median Sales Price		$330,000	**$330,000**	0.0%	$321,000	**$335,000**	+ 4.4%
Days on Market Until Sale		41	**43**	+ 4.9%	41	**43**	+ 4.9%
Pct. of Orig. Price Received		96.9%	**96.4%**	- 0.5%	97.7%	**97.6%**	- 0.1%
Pending Sales		3,123	**2,506**	- 19.8%	32,866	**32,815**	- 0.2%
Inventory		9,007	**9,139**	+ 1.5%	—	—	—
Supply		2.9	**2.9**	0.0%	—	—	—