

Monthly Indicators



November 2025

U.S. sales of existing homes rose 1.2% from the previous month to a seasonally adjusted annual rate of 4.10 million, according to the National Association of REALTORS® (NAR), as buyers took advantage of lower mortgage rates this fall. Sales increased in the Midwest and South, held steady in the Northeast, and edged down in the West. Year-over-year, sales were up 1.7%, with gains in the Northeast, Midwest, and South, while the West posted a decline.

Closed Sales decreased 9.2 percent for Existing Homes homes but increased 16.9 percent for New Construction homes. Pending Sales decreased 3.5 percent for Existing Homes homes but increased 10.3 percent for New Construction homes. Inventory increased 10.3 percent for Existing Homes homes and 0.9 percent for New Construction homes.

Median Sales Price increased 6.6 percent to \$309,000 for Existing Homes homes but decreased 10.4 percent to \$488,100 for New Construction homes. Days on Market increased 5.7 percent for Existing Homes homes but decreased 4.9 percent for New Construction homes. Months Supply of Inventory increased 4.5 percent for Existing Homes homes but decreased 5.4 percent for New Construction homes.

Nationally, inventory dipped 0.7% month-over-month but rose 10.9% year-over-year, totaling 1.52 million units, according to NAR. At the current sales pace, supply stands at 4.4 months, slightly below last month's level but higher than the 4.1 months recorded a year ago. Supported by modest inventory levels, prices continue to rise, with the national median existing-home price increasing 2.1% year-over-year to \$415,200, marking 28 consecutive months of annual gains.

Quick Facts

- 7.1%	+ 6.9%	+ 4.0%
Change in Closed Sales Combined	Change in Avg. Sales Price Combined	Change in Supply Combined

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. Existing Homes properties only.



Key Metrics	Historical Sparkbars	11-2024	11-2025	% Change	YTD 2024	YTD 2025	% Change
Closed Sales		2,658	2,414	- 9.2%	30,640	31,444	+ 2.6%
Average Sales Price		\$342,298	\$366,254	+ 7.0%	\$335,004	\$363,050	+ 8.4%
Median Sales Price		\$289,999	\$309,000	+ 6.6%	\$289,000	\$305,000	+ 5.5%
Days on Market Until Sale		35	37	+ 5.7%	30	35	+ 16.7%
Pct. of Orig. Price Received		96.2%	96.0%	- 0.2%	97.7%	97.3%	- 0.4%
Pending Sales		2,332	2,250	- 3.5%	31,452	32,395	+ 3.0%
Inventory		5,970	6,583	+ 10.3%	—	—	—
Supply		2.2	2.3	+ 4.5%	—	—	—

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.



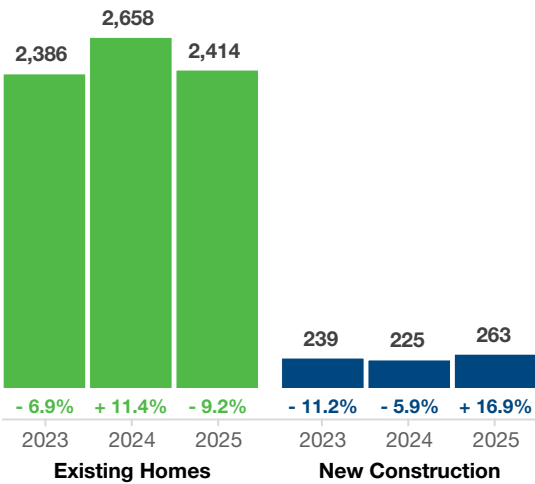
Key Metrics	Historical Sparkbars	11-2024	11-2025	% Change	YTD 2024	YTD 2025	% Change
Closed Sales		225	263	+ 16.9%	2,919	3,048	+ 4.4%
Average Sales Price		\$614,945	\$593,675	- 3.5%	\$591,200	\$589,320	- 0.3%
Median Sales Price		\$545,000	\$488,100	- 10.4%	\$530,000	\$509,975	- 3.8%
Days on Market Until Sale		102	97	- 4.9%	140	114	- 18.6%
Pct. of Orig. Price Received		100.5%	100.0%	- 0.5%	100.4%	100.5%	+ 0.1%
Pending Sales		203	224	+ 10.3%	3,265	3,021	- 7.5%
Inventory		1,470	1,483	+ 0.9%	—	—	—
Supply		5.6	5.3	- 5.4%	—	—	—

Closed Sales

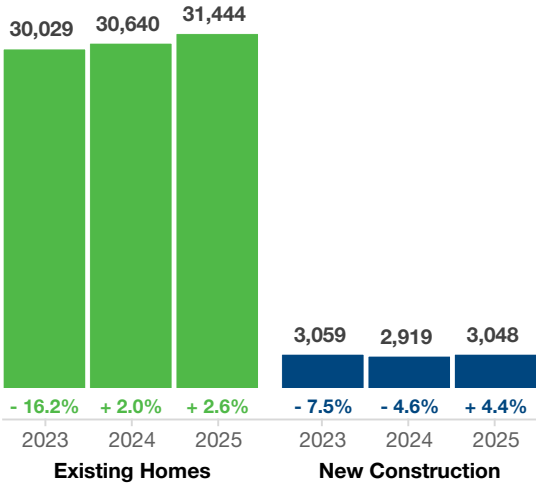
A count of the actual sales that closed in a given month.



November

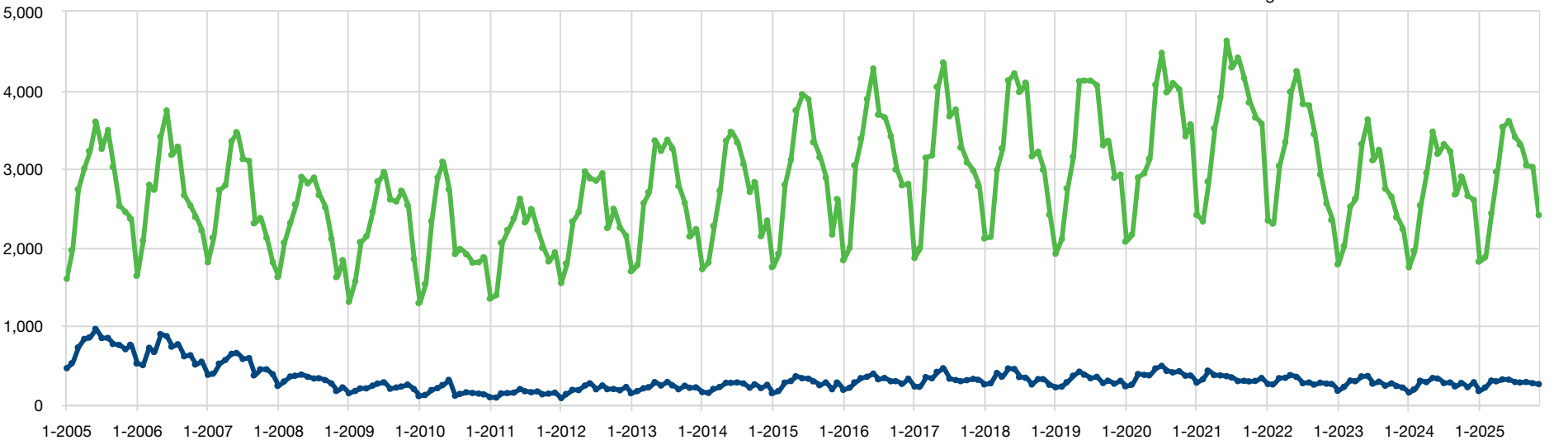


Year to Date



Closed Sales	Existing Homes	Year-Over-Year Change	New Construction	Year-Over-Year Change
Dec-2024	2,605	+ 16.5%	287	+ 31.1%
Jan-2025	1,822	+ 4.1%	176	+ 12.1%
Feb-2025	1,877	- 4.2%	220	+ 13.4%
Mar-2025	2,434	- 4.1%	308	+ 0.7%
Apr-2025	2,964	+ 0.5%	299	+ 3.8%
May-2025	3,536	+ 1.8%	323	- 5.3%
Jun-2025	3,610	+ 13.0%	320	- 4.2%
Jul-2025	3,405	+ 2.7%	290	+ 4.7%
Aug-2025	3,311	+ 2.7%	284	0.0%
Sep-2025	3,046	+ 13.8%	290	+ 23.4%
Oct-2025	3,025	+ 4.2%	275	- 1.1%
Nov-2025	2,414	- 9.2%	263	+ 16.9%
12-Month Avg	2,837	+ 3.5%	278	+ 6.1%

Historical Closed Sales by Month



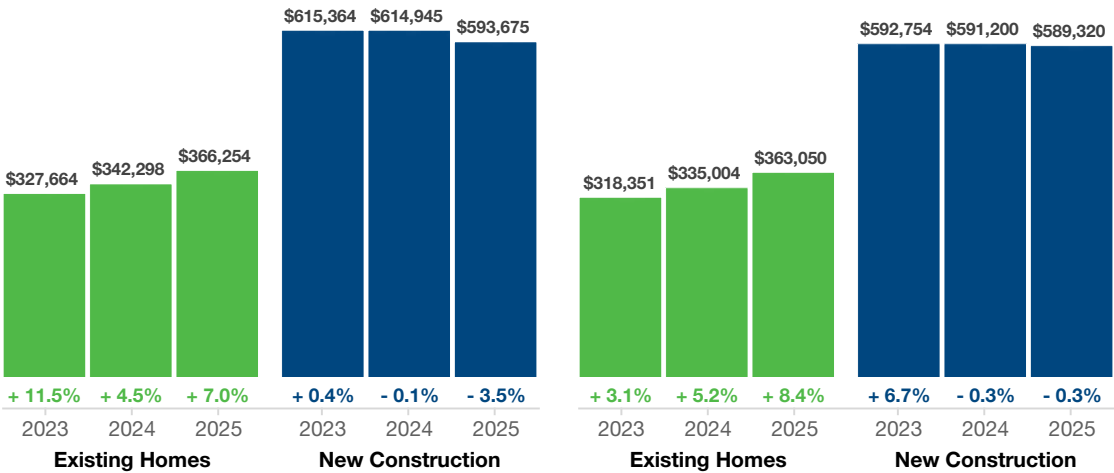
Average Sales Price

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



November

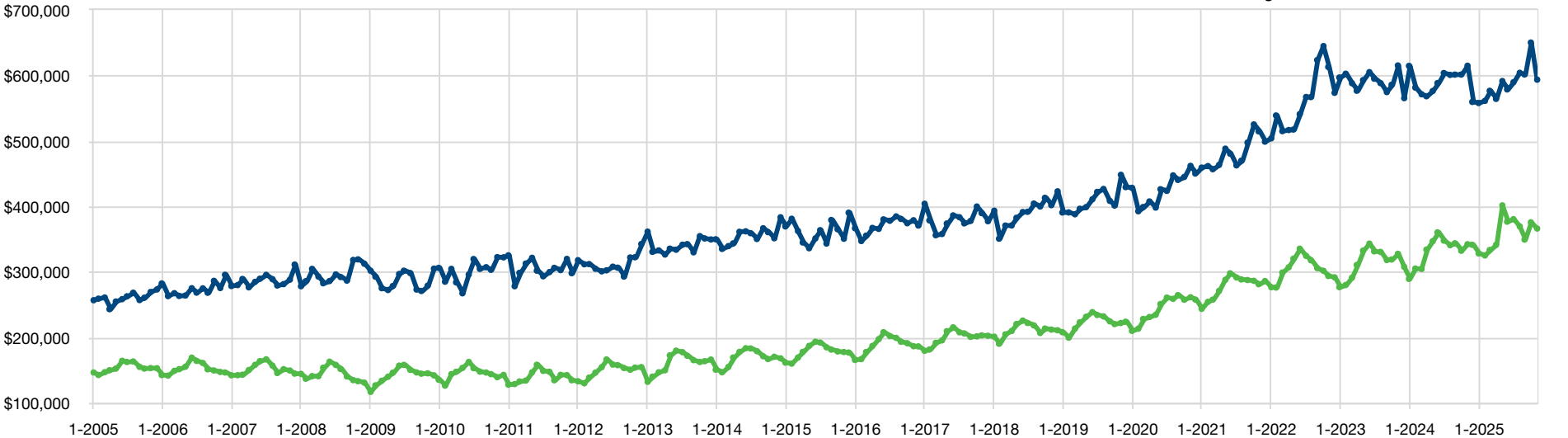
Year to Date



Avg. Sales Price	Existing Homes	Year-Over-Year Change	New Construction	Year-Over-Year Change
Dec-2024	\$341,362	+ 10.9%	\$559,678	- 1.0%
Jan-2025	\$328,286	+ 13.5%	\$558,005	- 9.2%
Feb-2025	\$325,122	+ 6.6%	\$561,297	- 3.5%
Mar-2025	\$333,461	+ 9.5%	\$576,639	+ 0.9%
Apr-2025	\$341,215	+ 2.2%	\$564,324	- 0.7%
May-2025	\$401,647	+ 15.8%	\$591,538	+ 2.6%
Jun-2025	\$376,747	+ 4.5%	\$578,769	- 1.7%
Jul-2025	\$380,572	+ 9.4%	\$589,746	- 2.3%
Aug-2025	\$369,501	+ 8.4%	\$604,153	+ 0.5%
Sep-2025	\$349,372	+ 1.6%	\$601,573	+ 0.0%
Oct-2025	\$375,745	+ 13.1%	\$650,341	+ 8.1%
Nov-2025	\$366,254	+ 7.0%	\$593,675	- 3.5%
12-Month Avg*	\$361,391	+ 8.5%	\$586,763	- 0.4%

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

Historical Average Sales Price by Month



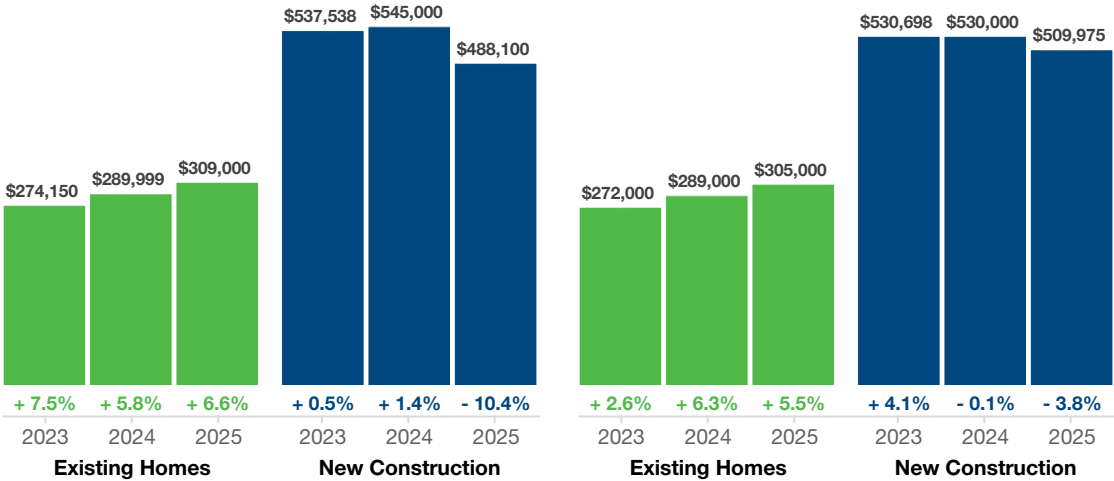
Median Sales Price

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



November

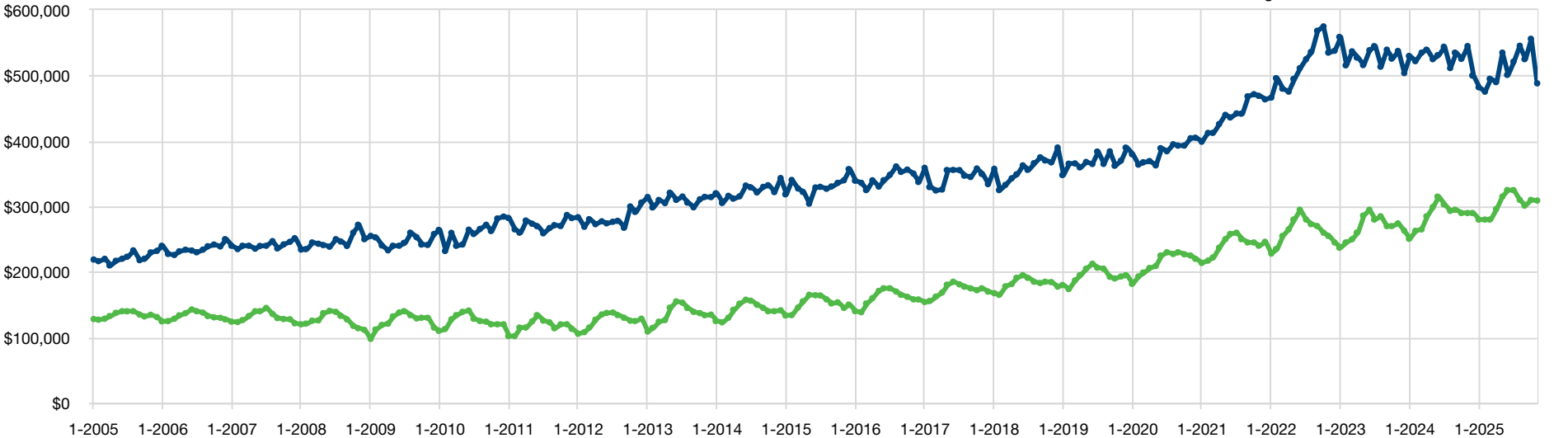
Year to Date



Median Sales Price	Existing Homes	Year-Over-Year Change	New Construction	Year-Over-Year Change
Dec-2024	\$290,000	+ 10.3%	\$500,000	- 0.8%
Jan-2025	\$279,900	+ 11.7%	\$482,068	- 9.0%
Feb-2025	\$280,000	+ 6.6%	\$475,343	- 8.9%
Mar-2025	\$279,950	+ 5.6%	\$495,000	- 7.5%
Apr-2025	\$296,000	+ 3.9%	\$489,900	- 9.2%
May-2025	\$315,000	+ 5.4%	\$535,000	+ 1.9%
Jun-2025	\$325,000	+ 3.2%	\$500,995	- 5.7%
Jul-2025	\$325,000	+ 7.2%	\$521,194	- 4.2%
Aug-2025	\$310,000	+ 5.7%	\$545,444	+ 6.7%
Sep-2025	\$301,250	+ 2.1%	\$525,000	- 1.9%
Oct-2025	\$310,000	+ 6.9%	\$556,150	+ 5.8%
Nov-2025	\$309,000	+ 6.6%	\$488,100	- 10.4%
12-Month Avg*	\$305,000	+ 6.5%	\$509,500	- 3.8%

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

Historical Median Sales Price by Month



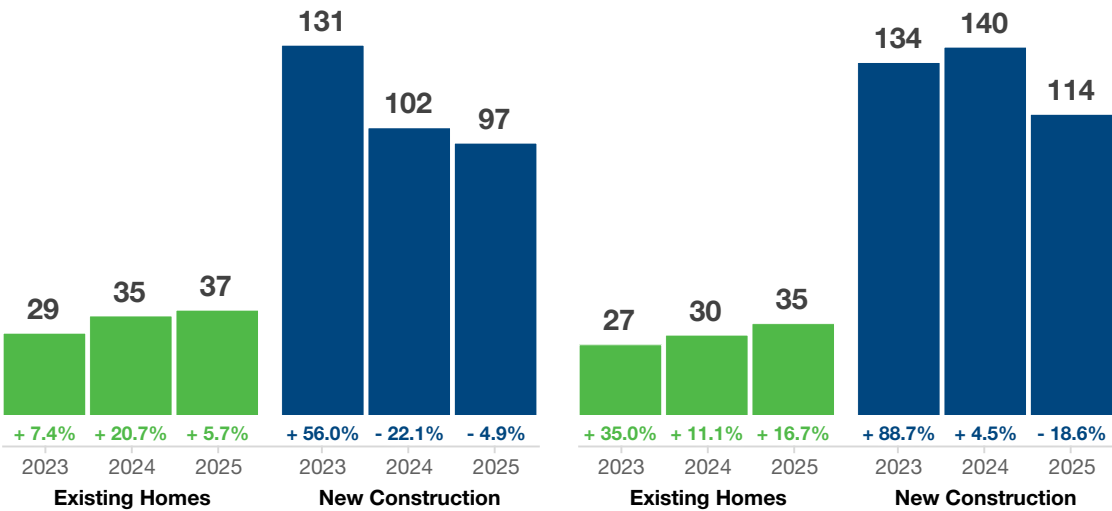
Days on Market Until Sale

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



November

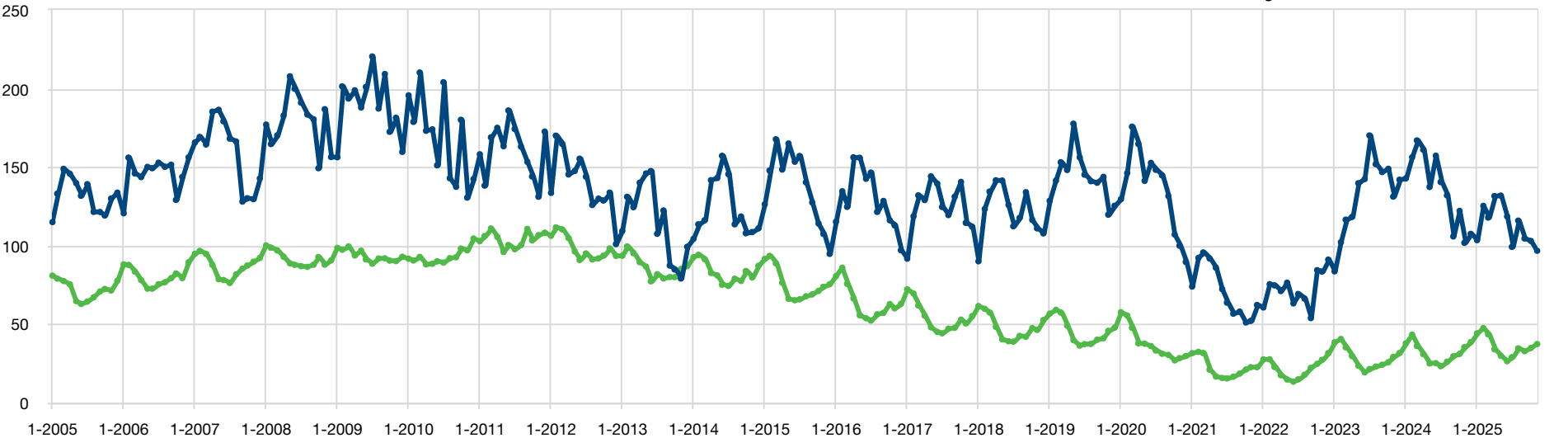
Year to Date



Days on Market	Existing Homes	Year-Over-Year Change	New Construction	Year-Over-Year Change
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%	132	- 18.0%
May-2025	30	+ 20.0%	132	- 3.6%
Jun-2025	26	+ 4.0%	119	- 24.2%
Jul-2025	29	+ 26.1%	99	- 29.8%
Aug-2025	35	+ 34.6%	116	- 12.1%
Sep-2025	33	+ 10.0%	105	- 0.9%
Oct-2025	35	+ 12.9%	103	- 15.6%
Nov-2025	37	+ 5.7%	97	- 4.9%
12-Month Avg*	35	+ 15.0%	114	- 18.8%

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

Historical Days on Market Until Sale by Month



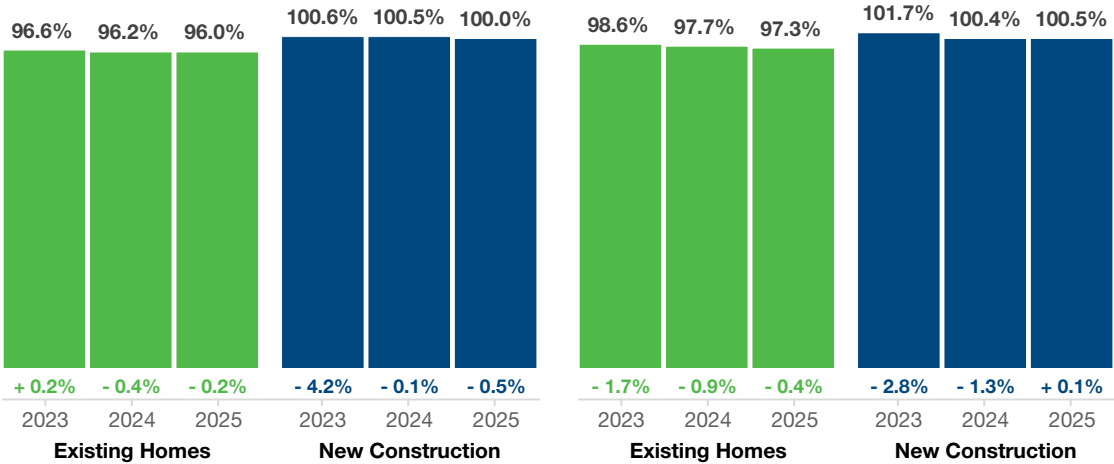
Percentage of Original List Price Received

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.



November

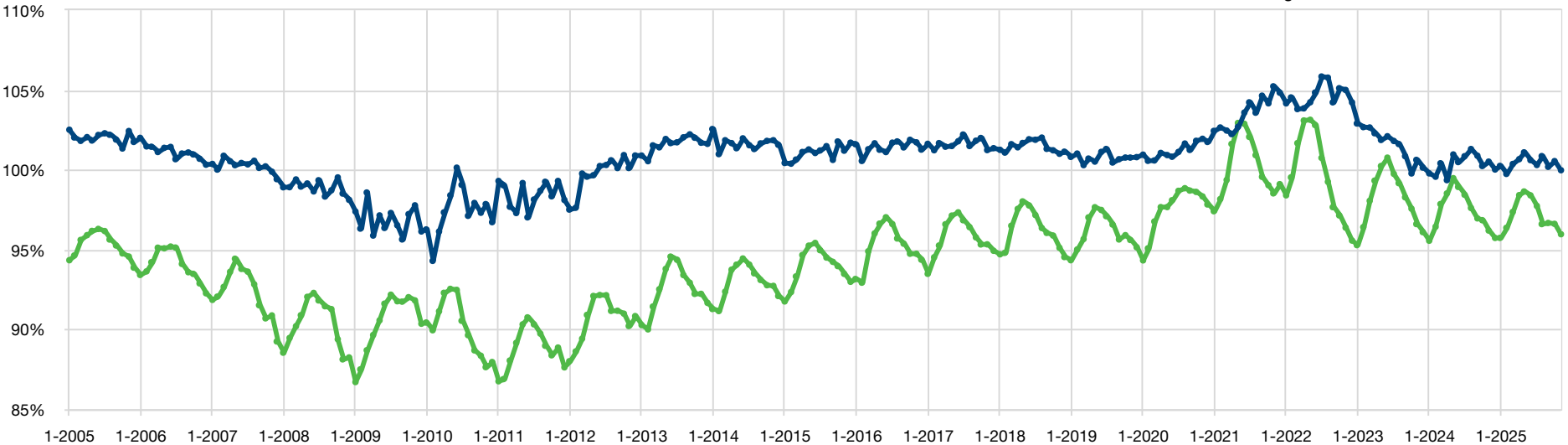
Year to Date



Pct. of Orig. Price Received	Existing Homes	Year-Over-Year Change	New Construction	Year-Over-Year Change
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	97.4%	- 0.5%	100.4%	0.0%
Apr-2025	98.4%	- 0.1%	100.7%	+ 1.3%
May-2025	98.6%	- 0.9%	101.1%	+ 0.1%
Jun-2025	98.4%	- 0.5%	100.6%	+ 0.1%
Jul-2025	97.7%	- 0.7%	100.3%	- 0.6%
Aug-2025	96.6%	- 1.0%	100.9%	- 0.4%
Sep-2025	96.7%	- 0.3%	100.2%	- 0.7%
Oct-2025	96.6%	- 0.2%	100.5%	+ 0.3%
Nov-2025	96.0%	- 0.2%	100.0%	- 0.5%
12-Month Avg*	97.2%	- 0.4%	100.4%	- 0.0%

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

Historical Percentage of Original List Price Received by Month

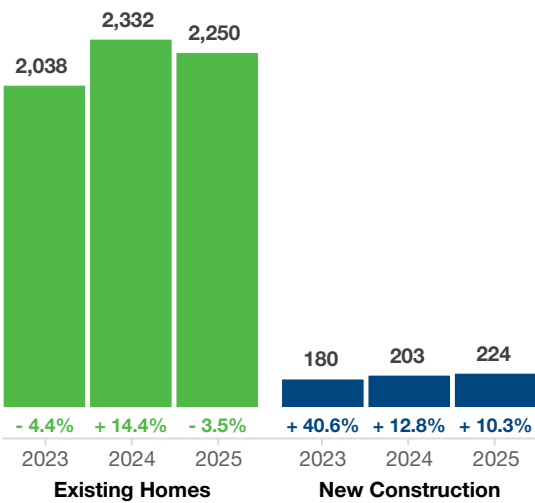


Pending Sales

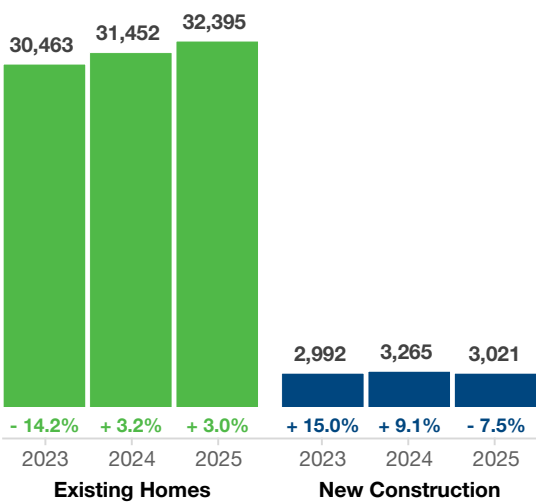
A count of the properties on which offers have been accepted in a given month.



November

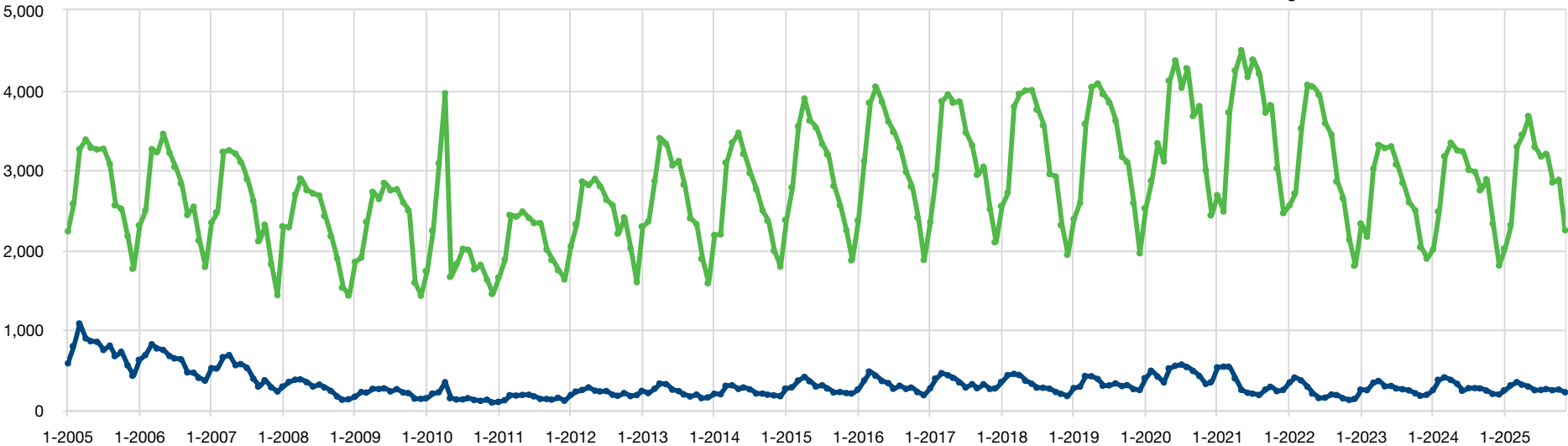


Year to Date



Pending Sales	Existing Homes	Year-Over-Year Change	New Construction	Year-Over-Year Change
Dec-2024	1,809	- 4.5%	197	+ 2.1%
Jan-2025	2,020	+ 0.5%	248	- 2.0%
Feb-2025	2,313	- 6.9%	310	- 18.2%
Mar-2025	3,294	+ 3.7%	351	- 14.6%
Apr-2025	3,444	+ 3.0%	318	- 15.9%
May-2025	3,678	+ 13.2%	295	- 10.3%
Jun-2025	3,292	+ 1.7%	250	+ 2.9%
Jul-2025	3,172	+ 5.6%	253	- 8.3%
Aug-2025	3,205	+ 7.6%	264	- 4.3%
Sep-2025	2,847	+ 3.5%	250	- 8.1%
Oct-2025	2,880	- 0.3%	258	+ 5.3%
Nov-2025	2,250	- 3.5%	224	+ 10.3%
12-Month Avg	2,850	+ 2.6%	268	- 6.9%

Historical Pending Sales by Month

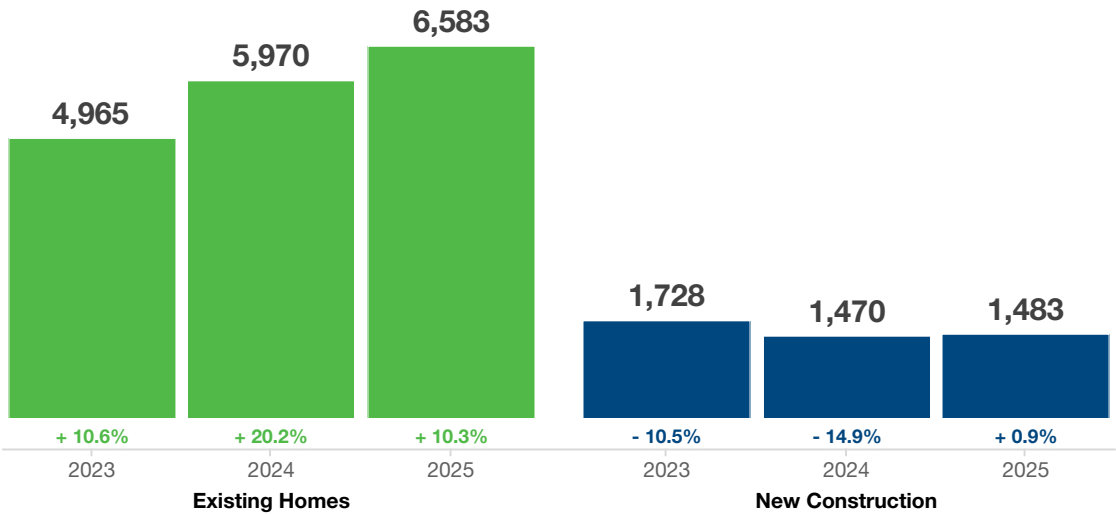


Inventory

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

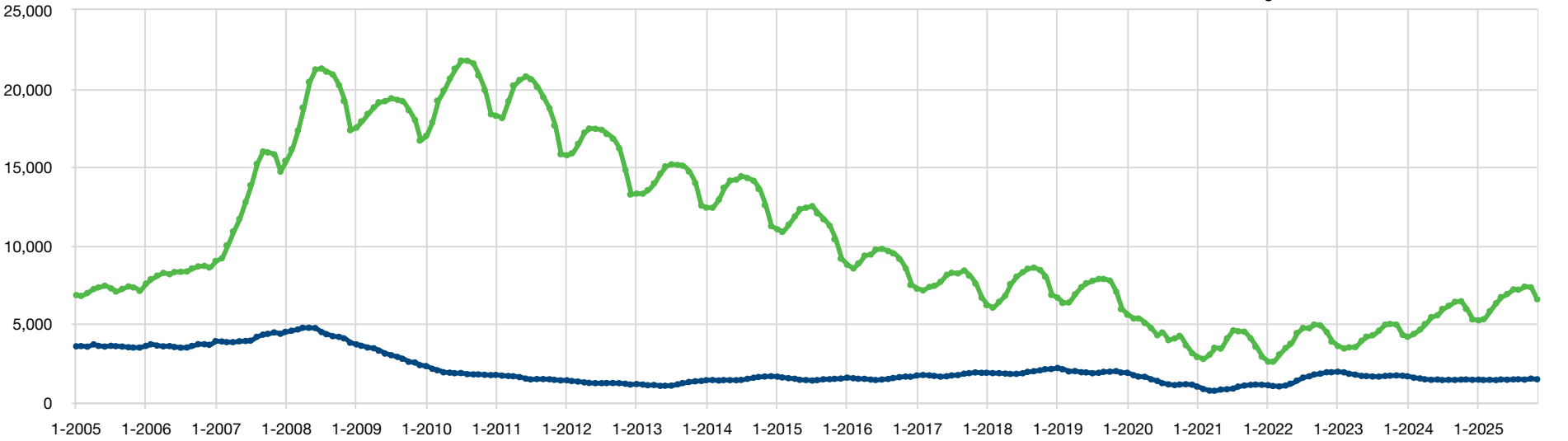


November



Inventory	Existing Homes	Year-Over-Year Change	New Construction	Year-Over-Year Change
Dec-2024	5,295	+ 22.7%	1,448	- 15.1%
Jan-2025	5,235	+ 25.0%	1,461	- 12.7%
Feb-2025	5,305	+ 21.3%	1,439	- 9.1%
Mar-2025	5,821	+ 25.2%	1,447	- 5.9%
Apr-2025	6,322	+ 26.5%	1,432	- 3.3%
May-2025	6,717	+ 23.5%	1,471	+ 1.6%
Jun-2025	6,918	+ 24.4%	1,454	- 1.0%
Jul-2025	7,208	+ 20.9%	1,474	+ 2.9%
Aug-2025	7,191	+ 16.6%	1,483	+ 2.5%
Sep-2025	7,385	+ 15.1%	1,461	+ 1.4%
Oct-2025	7,336	+ 13.7%	1,526	+ 4.4%
Nov-2025	6,583	+ 10.3%	1,483	+ 0.9%
12-Month Avg	6,443	+ 19.9%	1,465	- 3.2%

Historical Inventory by Month

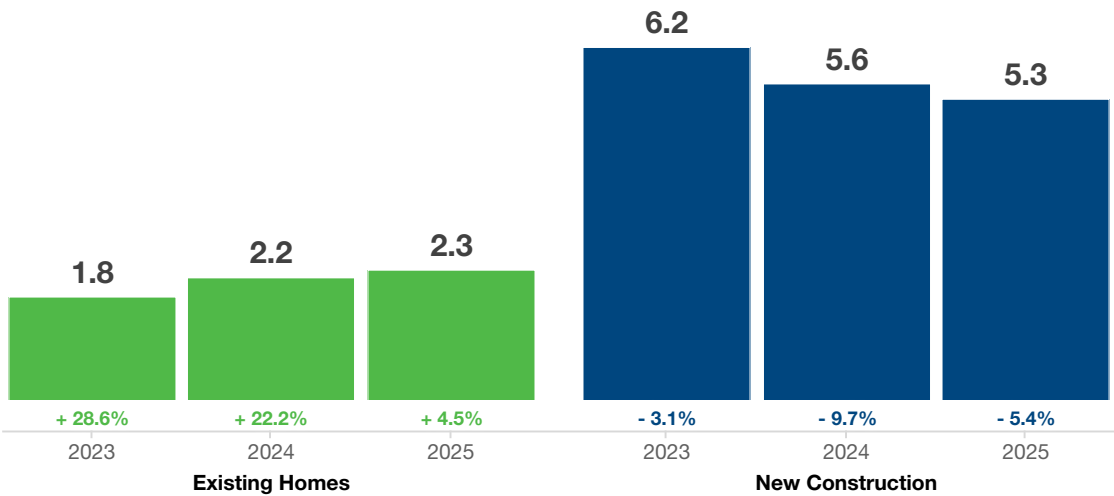


Supply

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.



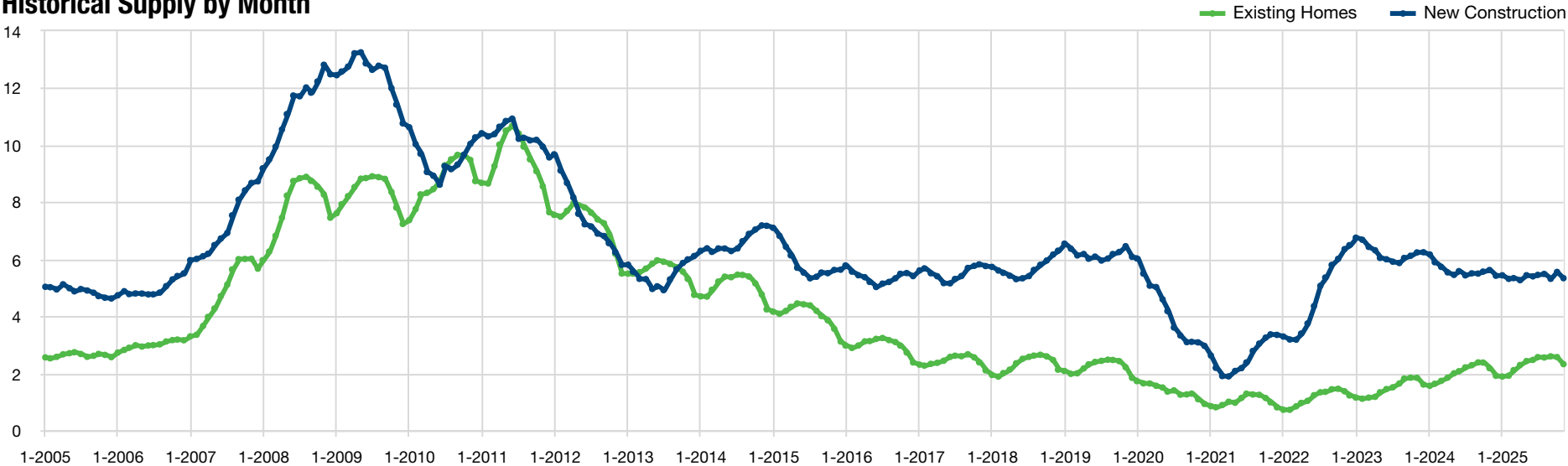
November



Supply	Existing Homes	Year-Over-Year Change	New Construction	Year-Over-Year Change
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	2.1	+ 23.5%	5.3	- 7.0%
Apr-2025	2.3	+ 27.8%	5.3	- 3.6%
May-2025	2.4	+ 20.0%	5.4	- 1.8%
Jun-2025	2.5	+ 19.0%	5.4	- 3.6%
Jul-2025	2.6	+ 18.2%	5.5	+ 1.9%
Aug-2025	2.6	+ 13.0%	5.5	0.0%
Sep-2025	2.6	+ 8.3%	5.3	- 3.6%
Oct-2025	2.6	+ 8.3%	5.6	0.0%
Nov-2025	2.3	+ 4.5%	5.3	- 5.4%
12-Month Avg*	2.3	+ 15.7%	5.4	- 5.1%

* Supply for all properties from December 2024 through November 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	11-2024	11-2025	% Change	YTD 2024	YTD 2025	% Change
Closed Sales		2,883	2,677	- 7.1%	33,559	34,492	+ 2.8%
Average Sales Price		\$363,468	\$388,639	+ 6.9%	\$357,317	\$383,029	+ 7.2%
Median Sales Price		\$303,500	\$325,000	+ 7.1%	\$305,000	\$322,000	+ 5.6%
Days on Market Until Sale		41	43	+ 4.9%	40	42	+ 5.0%
Pct. of Orig. Price Received		96.5%	96.4%	- 0.1%	98.0%	97.6%	- 0.4%
Pending Sales		2,535	2,474	- 2.4%	34,717	35,416	+ 2.0%
Inventory		7,440	8,066	+ 8.4%	—	—	—
Supply		2.5	2.6	+ 4.0%	—	—	—