

Monthly Indicators



June 2025

U.S. existing-home sales edged up 0.8% month-over-month to a seasonally adjusted annual rate of 4.03 million units, exceeding economists' expectations, although sales were down 0.7% year-over-year, according to the National Association of REALTORS® (NAR). On a monthly basis, sales increased in the Midwest, Northeast, and South but decreased in the West.

Closed Sales increased 10.9 percent for Existing Homes homes but decreased 5.1 percent for New Construction homes. Pending Sales decreased 5.6 percent for Existing Homes homes but increased 3.7 percent for New Construction homes. Inventory increased 15.7 percent for Existing Homes homes but decreased 3.5 percent for New Construction homes.

Median Sales Price increased 3.2 percent to \$325,000 for Existing Homes homes but decreased 5.8 percent to \$500,000 for New Construction homes. Days on Market increased 4.0 percent for Existing Homes homes but decreased 26.8 percent for New Construction homes. Months Supply of Inventory increased 9.5 percent for Existing Homes homes but decreased 5.4 percent for New Construction homes.

Heading into June, there were 1.54 million units for sale across the country, a 6.2% increase from the previous month and a 20.3% improvement over the same period last year, representing a 4.6-month supply at the current sales pace, according to NAR. Despite the additional supply, home prices have continued to rise nationwide, albeit at a slower pace than during the pandemic, climbing 1.3% year-over-year to \$422,800 as of last measure.

Quick Facts

+ 9.4%	+ 3.2%	+ 8.3%
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.

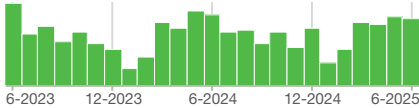
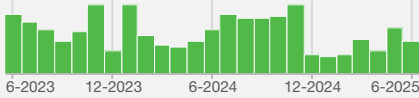
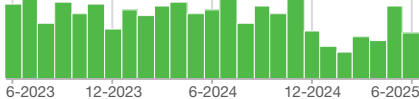


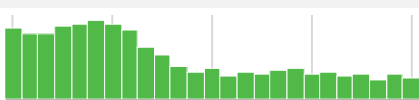
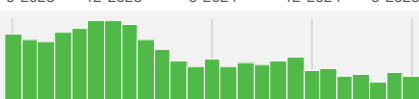


Key Metrics	Historical Sparkbars	6-2024	6-2025	% Change	YTD 2024	YTD 2025	% Change
Closed Sales		3,194	3,543	+ 10.9%	15,865	16,161	+ 1.9%
Average Sales Price		\$360,383	\$377,817	+ 4.8%	\$328,941	\$357,951	+ 8.8%
Median Sales Price		\$315,000	\$325,000	+ 3.2%	\$282,500	\$300,000	+ 6.2%
Days on Market Until Sale		25	26	+ 4.0%	32	36	+ 12.5%
Pct. of Orig. Price Received		98.9%	98.4%	- 0.5%	98.1%	97.8%	- 0.3%
Pending Sales		3,236	3,055	- 5.6%	17,498	17,814	+ 1.8%
Inventory		5,560	6,432	+ 15.7%	—	—	—
Supply		2.1	2.3	+ 9.5%	—	—	—

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.



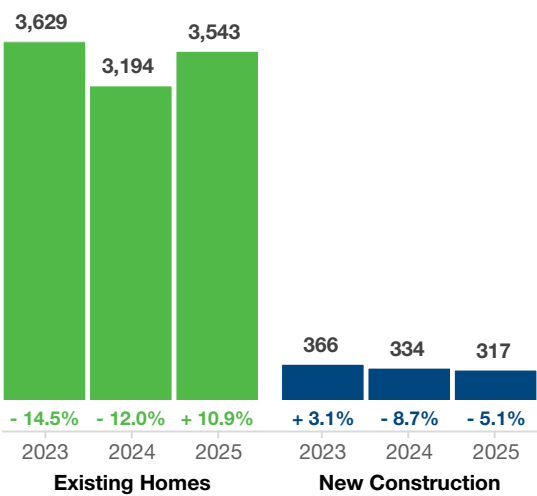
Key Metrics	Historical Sparkbars	6-2024	6-2025	% Change	YTD 2024	YTD 2025	% Change
Closed Sales		334	317	- 5.1%	1,620	1,643	+ 1.4%
Average Sales Price		\$588,487	\$576,283	- 2.1%	\$580,822	\$573,224	- 1.3%
Median Sales Price		\$531,065	\$500,000	- 5.8%	\$529,925	\$499,950	- 5.7%
Days on Market Until Sale		157	115	- 26.8%	154	122	- 20.8%
Pct. of Orig. Price Received		100.5%	100.5%	0.0%	100.2%	100.5%	+ 0.3%
Pending Sales		244	253	+ 3.7%	1,995	1,792	- 10.2%
Inventory		1,465	1,414	- 3.5%	—	—	—
Supply		5.6	5.3	- 5.4%	—	—	—

Closed Sales

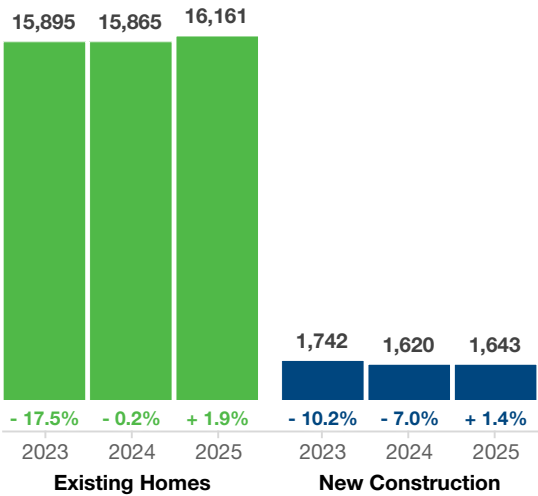
A count of the actual sales that closed in a given month.



June

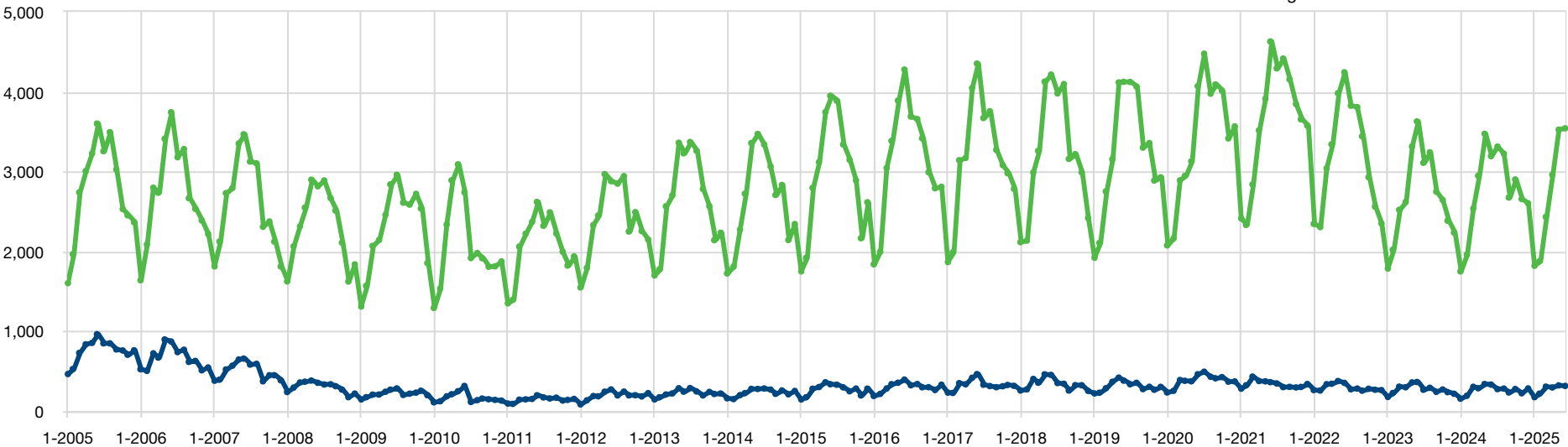


Year to Date



Closed Sales	Existing Homes	Year-Over-Year Change	New Construction	Year-Over-Year Change
Jul-2024	3,314	+ 6.5%	277	+ 3.0%
Aug-2024	3,224	- 0.6%	284	- 3.4%
Sep-2024	2,676	- 2.7%	235	- 3.3%
Oct-2024	2,902	+ 9.7%	278	+ 2.2%
Nov-2024	2,657	+ 11.4%	225	- 5.9%
Dec-2024	2,604	+ 16.4%	286	+ 30.6%
Jan-2025	1,821	+ 4.0%	176	+ 12.1%
Feb-2025	1,877	- 4.2%	220	+ 13.4%
Mar-2025	2,434	- 4.1%	308	+ 0.7%
Apr-2025	2,960	+ 0.4%	298	+ 3.5%
May-2025	3,526	+ 1.5%	324	- 5.0%
Jun-2025	3,543	+ 10.9%	317	- 5.1%
12-Month Avg	2,795	+ 4.1%	269	+ 2.3%

Historical Closed Sales by Month



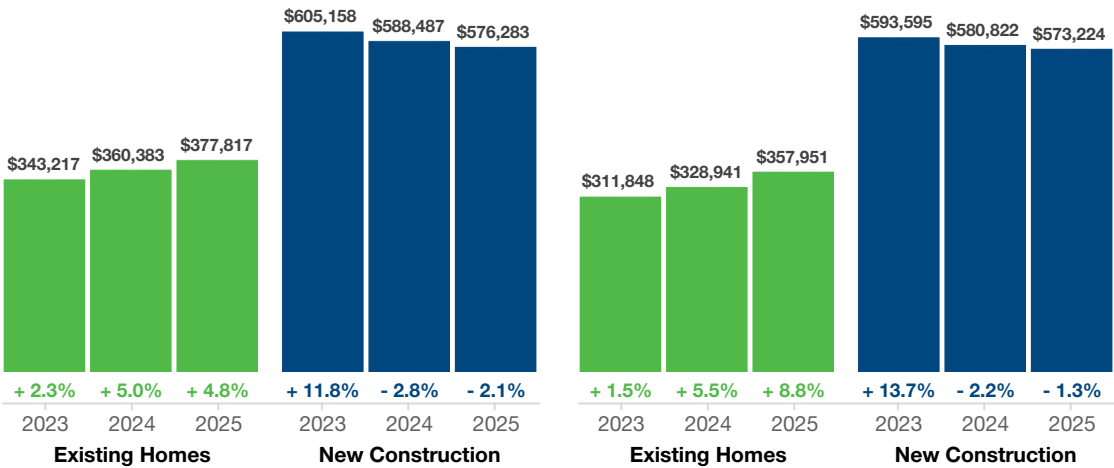
Average Sales Price

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



June

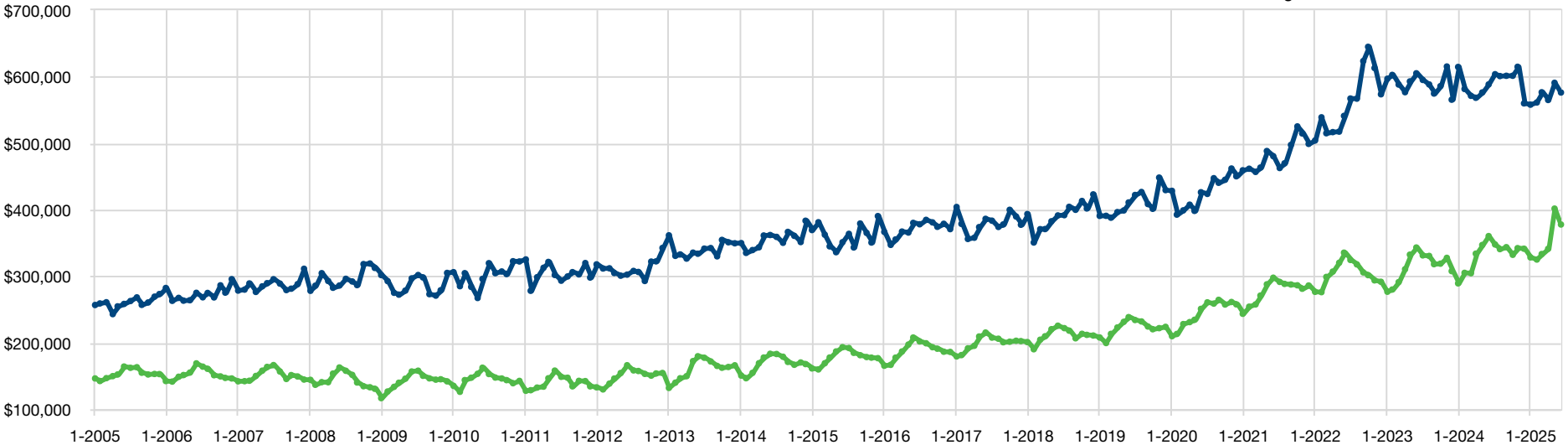
Year to Date



Avg. Sales Price	Existing Homes	Year-Over-Year Change	New Construction	Year-Over-Year Change
Jul-2024	\$347,816	+ 5.0%	\$603,786	+ 1.4%
Aug-2024	\$340,794	+ 3.1%	\$600,962	+ 2.1%
Sep-2024	\$343,726	+ 8.0%	\$601,413	+ 4.6%
Oct-2024	\$332,245	+ 4.2%	\$601,481	+ 2.7%
Nov-2024	\$342,254	+ 4.5%	\$614,945	- 0.1%
Dec-2024	\$341,399	+ 11.0%	\$559,934	- 1.0%
Jan-2025	\$328,375	+ 13.5%	\$558,005	- 9.2%
Feb-2025	\$325,122	+ 6.6%	\$561,297	- 3.5%
Mar-2025	\$333,420	+ 9.5%	\$576,639	+ 0.9%
Apr-2025	\$341,275	+ 2.2%	\$565,040	- 0.6%
May-2025	\$401,727	+ 15.8%	\$590,880	+ 2.5%
Jun-2025	\$377,817	+ 4.8%	\$576,283	- 2.1%
12-Month Avg*	\$349,415	+ 7.2%	\$584,485	+ 0.0%

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

Historical Average Sales Price by Month



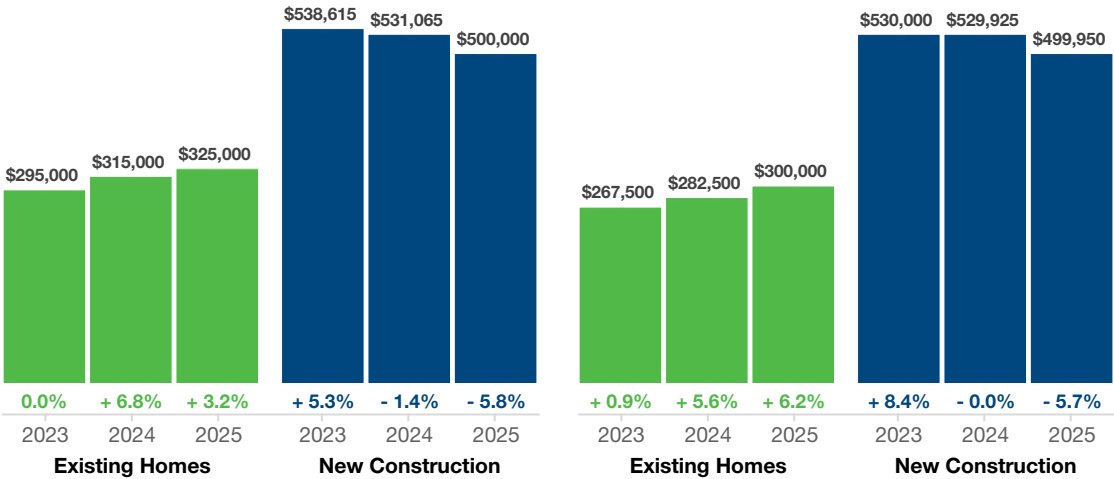
Median Sales Price

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



June

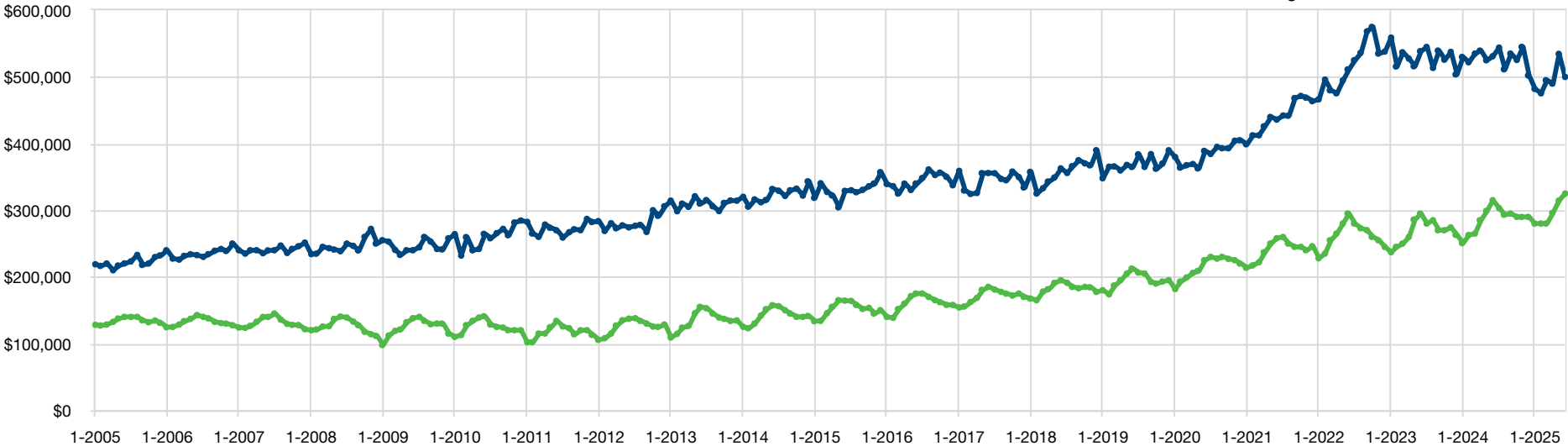
Year to Date



Median Sales Price	Existing Homes	Year-Over-Year Change	New Construction	Year-Over-Year Change
Jul-2024	\$303,210	+ 8.3%	\$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	\$289,975	+ 5.8%	\$545,000	+ 1.4%
Dec-2024	\$290,000	+ 10.3%	\$502,195	- 0.3%
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%	\$489,925	- 9.2%
May-2025	\$314,500	+ 5.2%	\$534,549	+ 1.8%
Jun-2025	\$325,000	+ 3.2%	\$500,000	- 5.8%
12-Month Avg*	\$297,500	+ 6.3%	\$510,000	- 3.8%

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

Historical Median Sales Price by Month



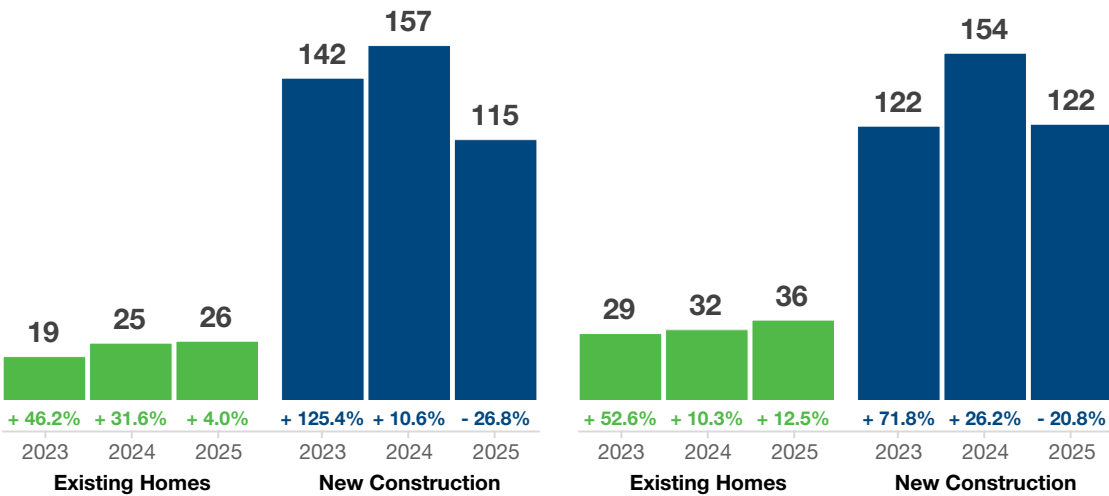
Days on Market Until Sale

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



June

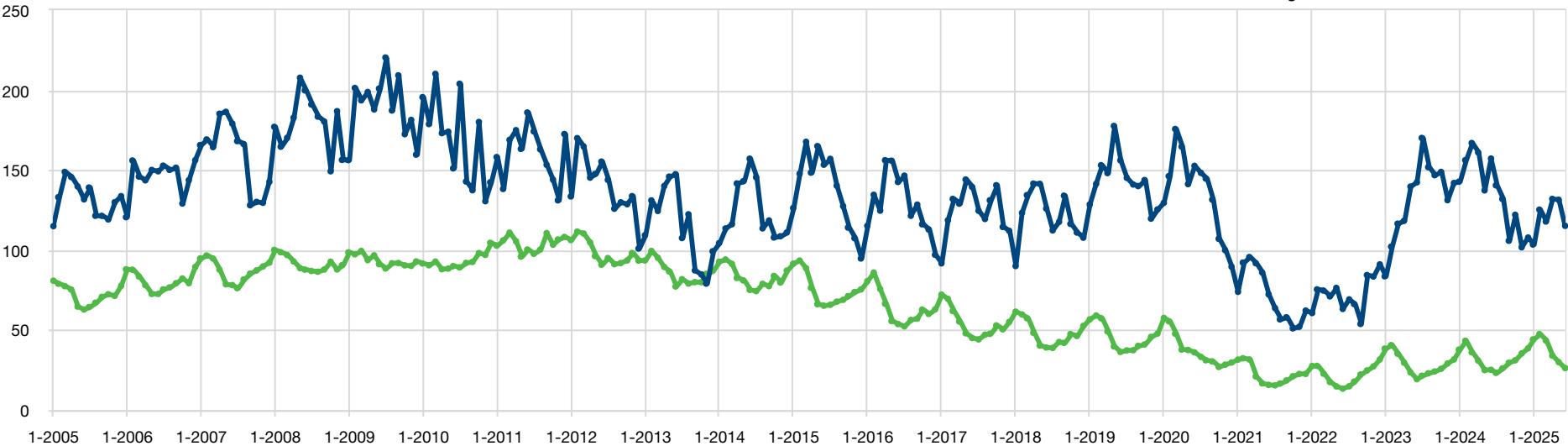
Year to Date



Days on Market	Existing Homes	Year-Over-Year Change	New Construction	Year-Over-Year Change
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%	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%	115	- 26.8%
12-Month Avg*	33	+ 15.2%	121	- 20.4%

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

Historical Days on Market Until Sale by Month



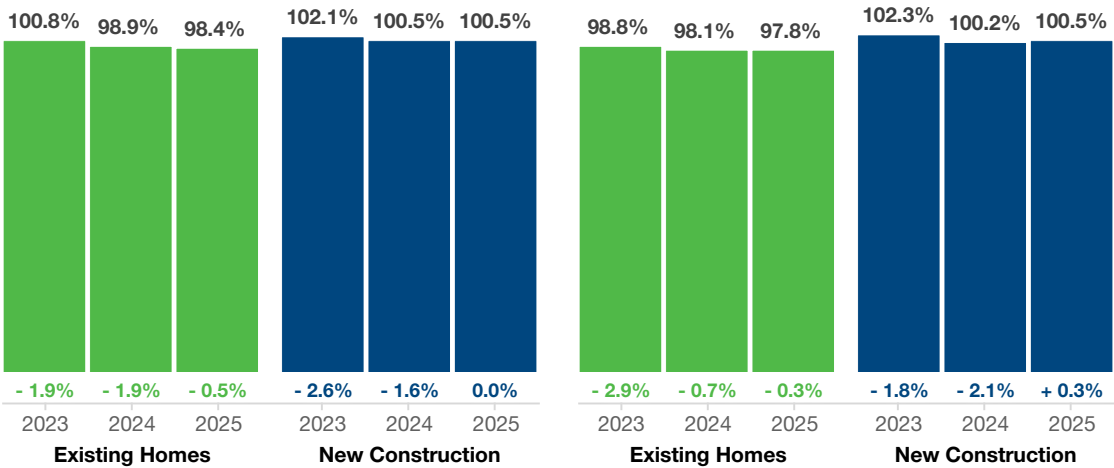
Percentage of Original List Price Received

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.



June

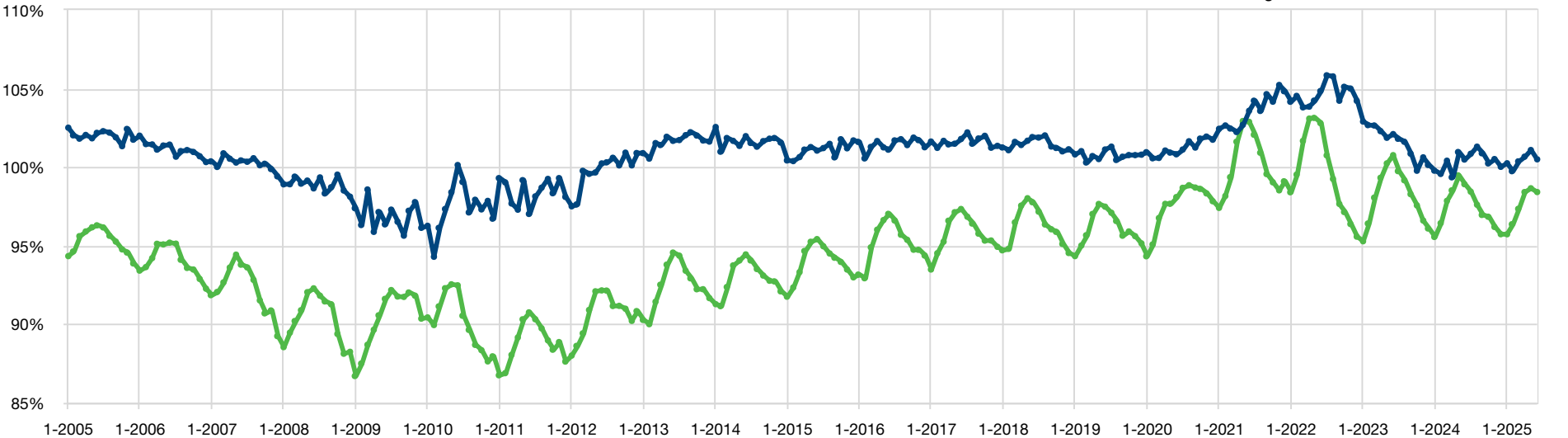
Year to Date



Pct. of Orig. Price Received	Existing Homes	Year-Over-Year Change	New Construction	Year-Over-Year Change
Jul-2024	98.4%	- 1.3%	100.9%	- 0.9%
Aug-2024	97.6%	- 1.6%	101.3%	- 0.3%
Sep-2024	97.0%	- 1.3%	100.9%	0.0%
Oct-2024	96.8%	- 0.8%	100.2%	+ 0.4%
Nov-2024	96.2%	- 0.4%	100.5%	- 0.1%
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	97.3%	- 0.6%	100.4%	0.0%
Apr-2025	98.4%	- 0.1%	100.7%	+ 1.3%
May-2025	98.7%	- 0.8%	101.1%	+ 0.1%
Jun-2025	98.4%	- 0.5%	100.5%	0.0%
12-Month Avg*	97.4%	- 0.7%	100.6%	+ 0.1%

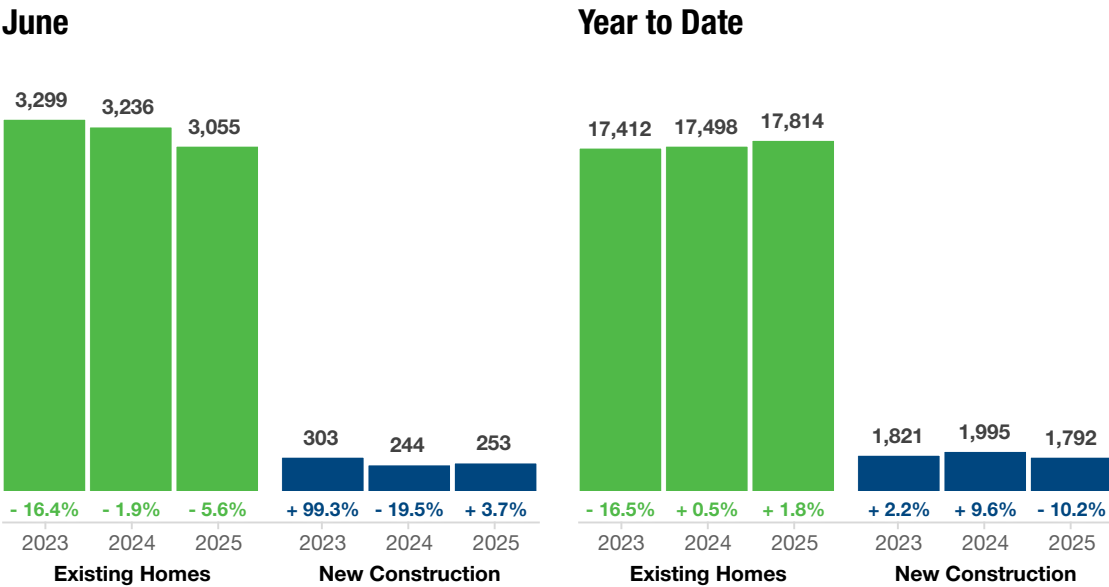
* Pct. of Orig. Price Received for all properties from July 2024 through June 2025. This is not the average of the individual figures above.

Historical Percentage of Original List Price Received by Month



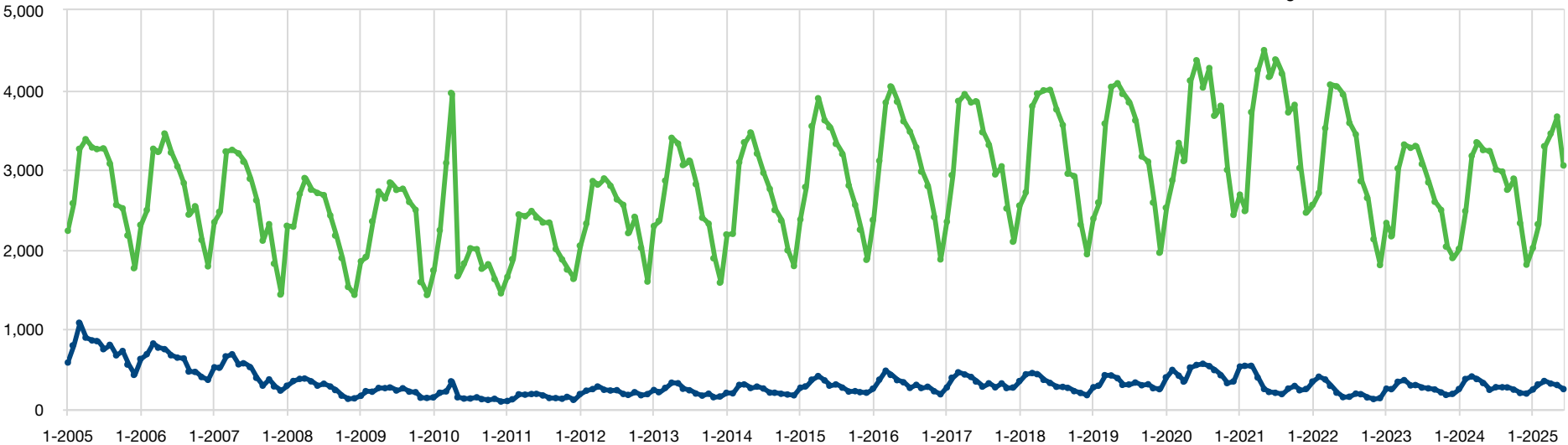
Pending Sales

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



Pending Sales	Existing Homes	Year-Over-Year Change	New Construction	Year-Over-Year Change
Jul-2024	3,005	- 2.2%	277	+ 1.8%
Aug-2024	2,978	+ 4.7%	276	+ 5.3%
Sep-2024	2,751	+ 5.8%	274	+ 10.5%
Oct-2024	2,890	+ 15.7%	246	+ 16.6%
Nov-2024	2,332	+ 14.4%	204	+ 13.3%
Dec-2024	1,812	- 4.4%	197	+ 2.1%
Jan-2025	2,022	+ 0.6%	248	- 2.0%
Feb-2025	2,319	- 6.6%	311	- 17.9%
Mar-2025	3,296	+ 3.8%	354	- 13.9%
Apr-2025	3,455	+ 3.3%	322	- 15.0%
May-2025	3,667	+ 12.9%	304	- 7.6%
Jun-2025	3,055	- 5.6%	253	+ 3.7%
12-Month Avg	2,799	+ 3.5%	272	- 2.9%

Historical Pending Sales by Month

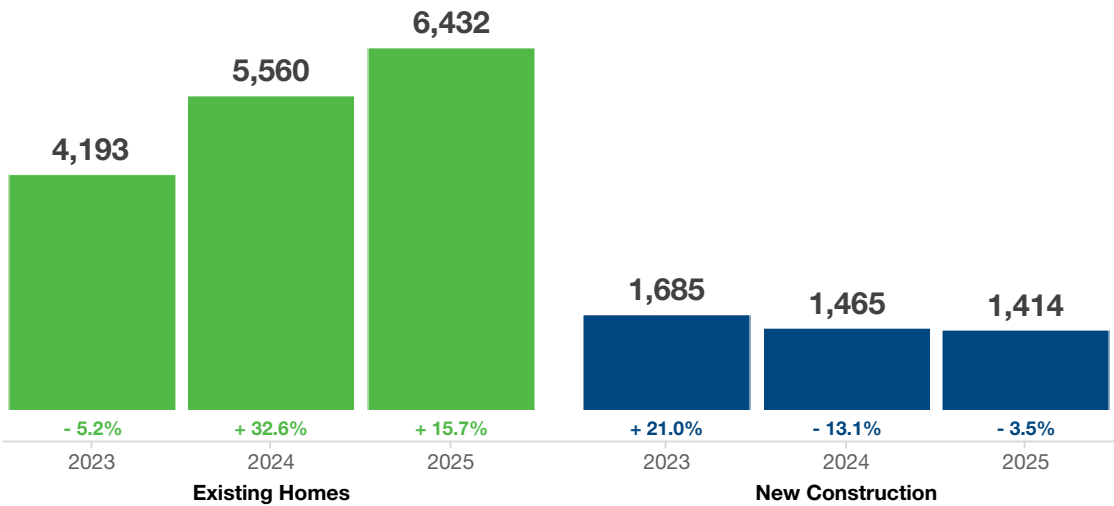


Inventory

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

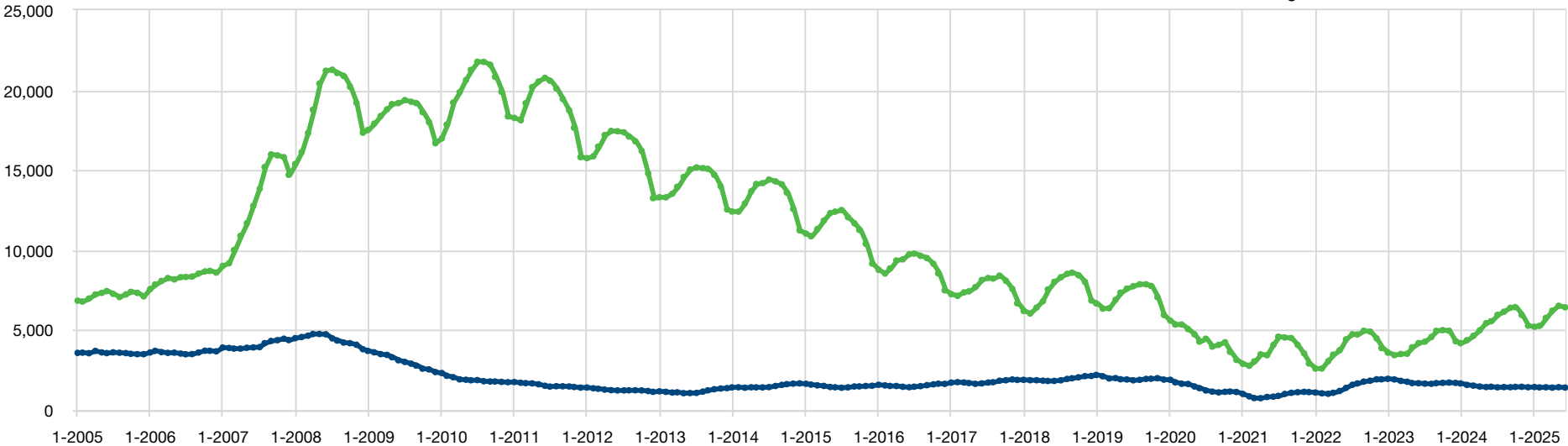


June



Inventory	Existing Homes	Year-Over-Year Change	New Construction	Year-Over-Year Change
Jul-2024	5,958	+ 39.0%	1,430	- 13.8%
Aug-2024	6,155	+ 34.4%	1,444	- 12.5%
Sep-2024	6,402	+ 29.0%	1,436	- 15.1%
Oct-2024	6,439	+ 28.7%	1,457	- 14.7%
Nov-2024	5,957	+ 20.0%	1,462	- 15.3%
Dec-2024	5,281	+ 22.4%	1,436	- 15.7%
Jan-2025	5,215	+ 24.6%	1,448	- 13.3%
Feb-2025	5,271	+ 20.5%	1,425	- 9.9%
Mar-2025	5,770	+ 24.2%	1,432	- 6.8%
Apr-2025	6,223	+ 24.6%	1,409	- 4.7%
May-2025	6,529	+ 20.1%	1,438	- 0.6%
Jun-2025	6,432	+ 15.7%	1,414	- 3.5%
12-Month Avg	5,969	+ 25.0%	1,436	- 10.8%

Historical Inventory by Month

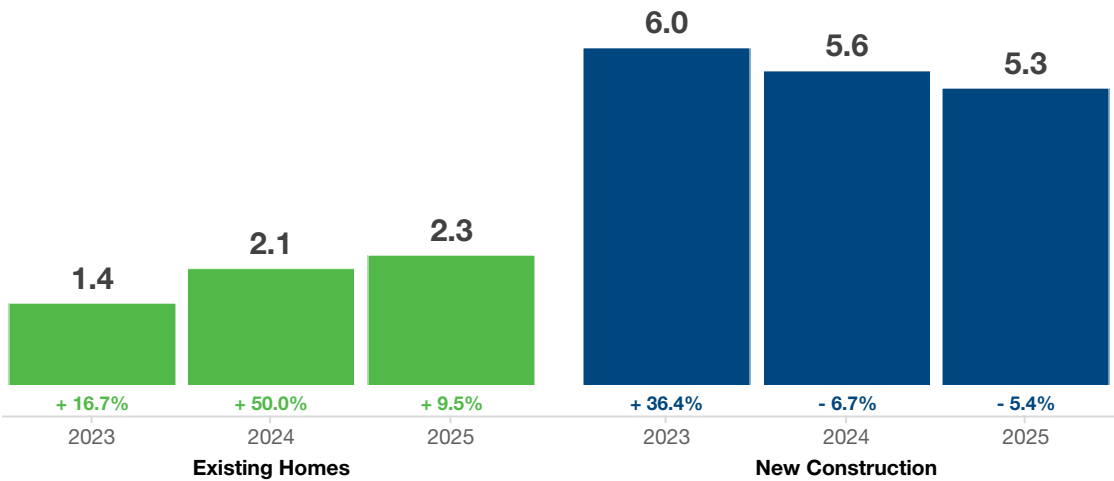


Supply

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.



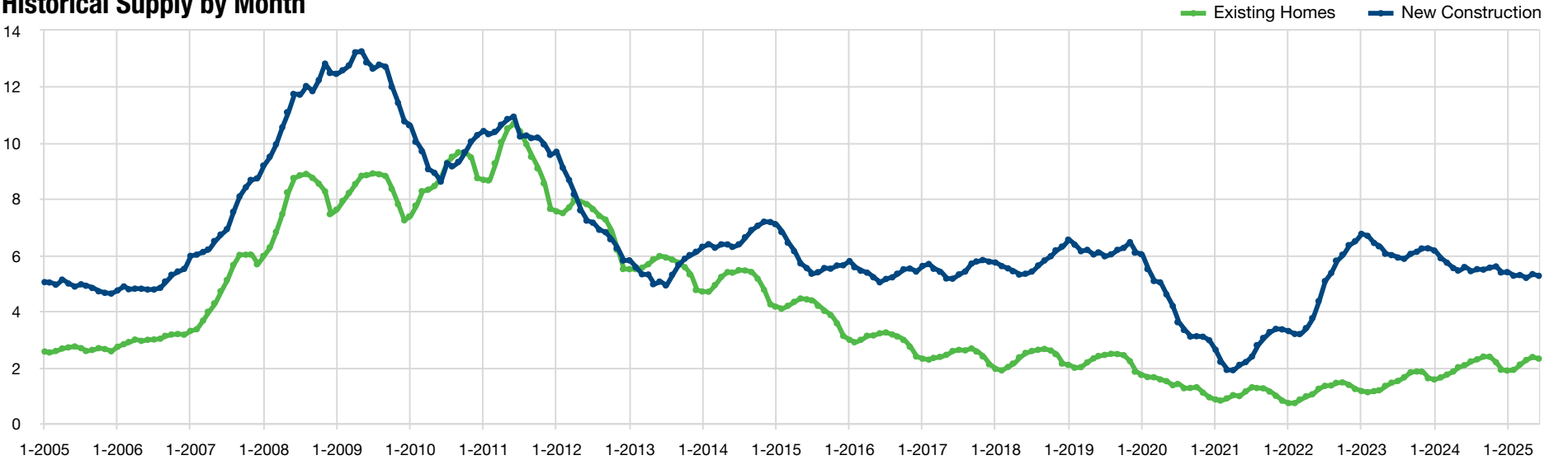
June



Supply	Existing Homes	Year-Over-Year Change	New Construction	Year-Over-Year Change
Jul-2024	2.2	+ 46.7%	5.4	- 8.5%
Aug-2024	2.3	+ 43.8%	5.5	- 6.8%
Sep-2024	2.4	+ 33.3%	5.5	- 8.3%
Oct-2024	2.4	+ 33.3%	5.5	- 9.8%
Nov-2024	2.2	+ 22.2%	5.6	- 9.7%
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%	5.2	- 5.5%
May-2025	2.4	+ 20.0%	5.3	- 1.9%
Jun-2025	2.3	+ 9.5%	5.3	- 5.4%
12-Month Avg*	2.2	+ 23.8%	5.4	- 8.6%

* Supply for all properties from July 2024 through June 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	6-2024	6-2025	% Change	YTD 2024	YTD 2025	% Change
Closed Sales		3,528	3,860	+ 9.4%	17,485	17,804	+ 1.8%
Average Sales Price		\$382,015	\$394,146	+ 3.2%	\$352,320	\$377,846	+ 7.2%
Median Sales Price		\$330,000	\$337,500	+ 2.3%	\$300,000	\$317,000	+ 5.7%
Days on Market Until Sale		38	34	- 10.5%	43	44	+ 2.3%
Pct. of Orig. Price Received		99.1%	98.6%	- 0.5%	98.3%	98.0%	- 0.3%
Pending Sales		3,480	3,308	- 4.9%	19,493	19,606	+ 0.6%
Inventory		7,025	7,846	+ 11.7%	—	—	—
Supply		2.4	2.6	+ 8.3%	—	—	—