

Monthly Indicators

August 2024

U.S. existing-home sales increased for the first time in 5 months, as lower mortgage rates and rising supply helped boost market activity. According to the National Association of REALTORS® (NAR), sales of previously owned homes rose 1.3% month-over-month to a seasonally adjusted annual rate of 3.95 million units, exceeding economists' expectations and ending the downward trend of recent months.

Closed Sales decreased 1.9 percent for existing homes and 3.7 percent for new homes. Pending Sales increased 6.1 percent for existing homes and 4.2 percent for new homes. Inventory increased 18.3 percent for existing homes but decreased 13.6 percent for new homes.

The Median Sales Price was up 2.8 percent to \$293,000 for existing homes but decreased 1.1 percent to \$507,900 for new homes. Days on Market increased 13.0 percent for existing homes but decreased 13.8 percent for new homes. Supply increased 23.5 percent for existing homes but increased 8.5 percent for new homes.

Nationally, total housing inventory edged up 0.8% from the previous month to 1.33 million units heading into August, for a 4.0-month supply at the current sales pace, NAR data shows. Although inventory is up nearly 20% compared to the same time last year, demand continues to outpace supply, putting upward pressure on sales prices. According to NAR, the nationwide median existing-home price rose 4.2% year-over-year to \$422,600 at last measure, marking the 13th consecutive month of annual price increases.

Quick Facts

- 2.0%	+ 2.8%	+ 14.3%
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	8-2023	8-2024	Percent Change	YTD 2023	YTD 2024	Percent Change
Closed Sales		3,238	3,177	- 1.9%	22,205	22,335	+ 0.6%
Average Sales Price		\$330,832	\$340,690	+ 3.0%	\$317,727	\$333,421	+ 4.9%
Median Sales Price		\$285,000	\$293,000	+ 2.8%	\$272,500	\$287,500	+ 5.5%
Days on Market		23	26	+ 13.0%	27	30	+ 11.1%
Pct. of Orig. Price Received		99.2%	97.6%	- 1.6%	99.0%	98.1%	- 0.9%
Pending Sales		2,841	3,014	+ 6.1%	23,293	23,560	+ 1.1%
Inventory		4,760	5,630	+ 18.3%	--	--	--
Supply		1.7	2.1	+ 23.5%	--	--	--

New Homes Market Overview

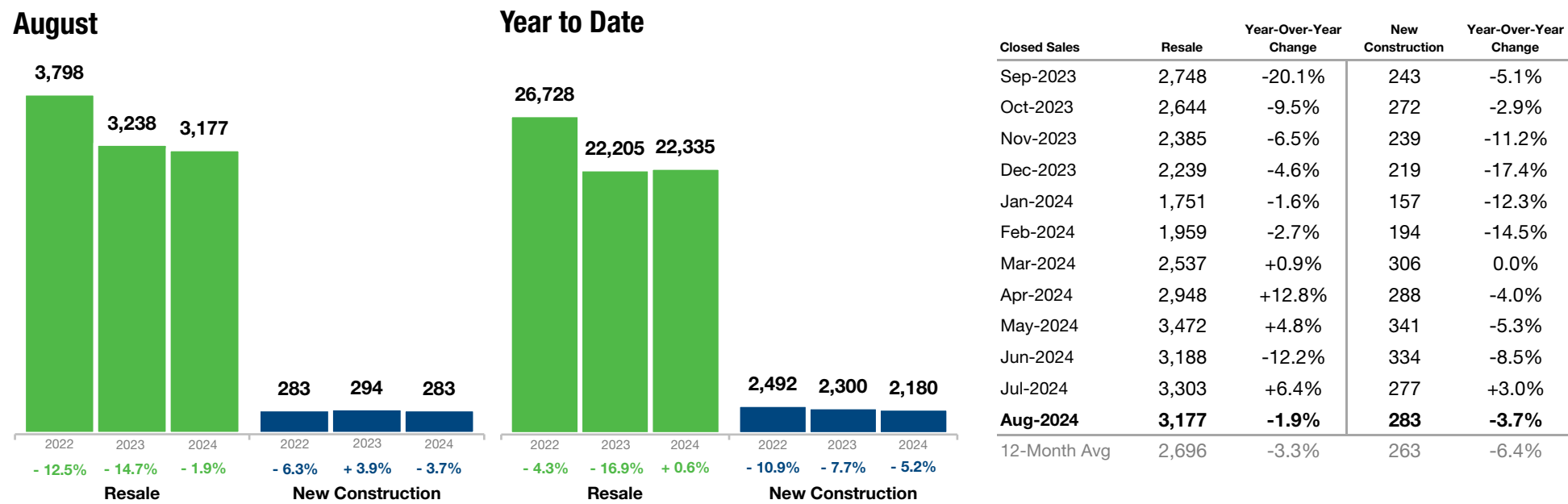
Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



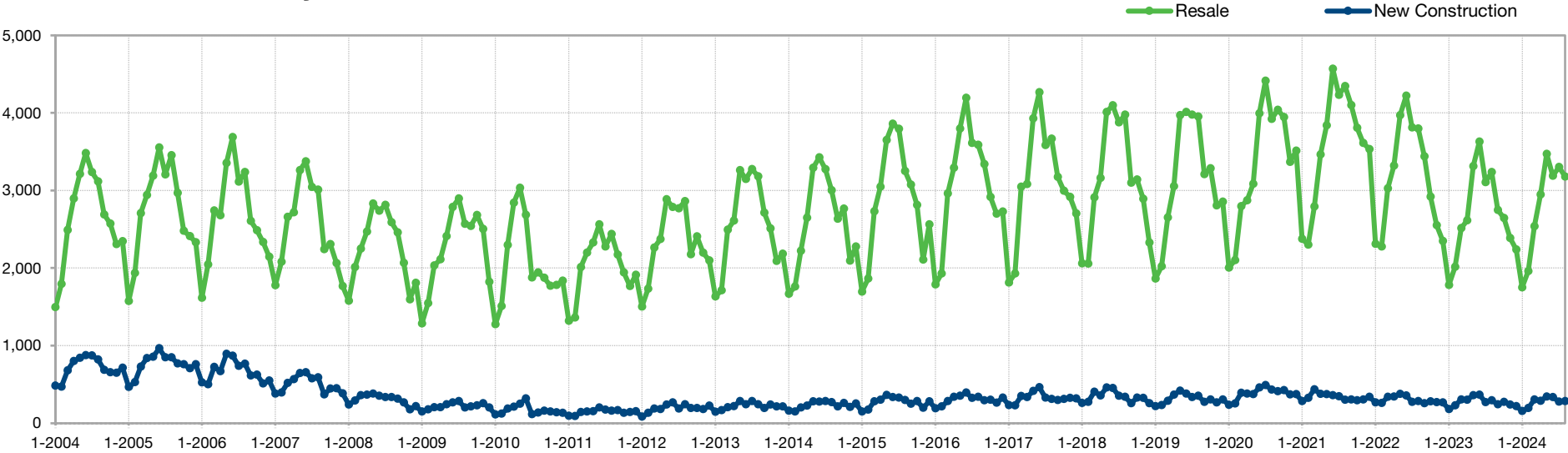
Key Metrics	Historical Sparkbars	8-2023	8-2024	Percent Change	YTD 2023	YTD 2024	Percent Change
Closed Sales		294	283	- 3.7%	2,300	2,180	- 5.2%
Average Sales Price		\$588,386	\$603,178	+ 2.5%	\$593,310	\$586,622	- 1.1%
Median Sales Price		\$513,500	\$507,900	- 1.1%	\$530,000	\$529,925	- 0.0%
Days on Market		152	131	- 13.8%	131	149	+ 13.7%
Pct. of Orig. Price Received		101.6%	101.3%	- 0.3%	102.2%	100.4%	- 1.8%
Pending Sales		262	273	+ 4.2%	2,352	2,549	+ 8.4%
Inventory		1,643	1,420	- 13.6%	--	--	--
Supply		5.9	5.4	- 8.5%	--	--	--

Closed Sales

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

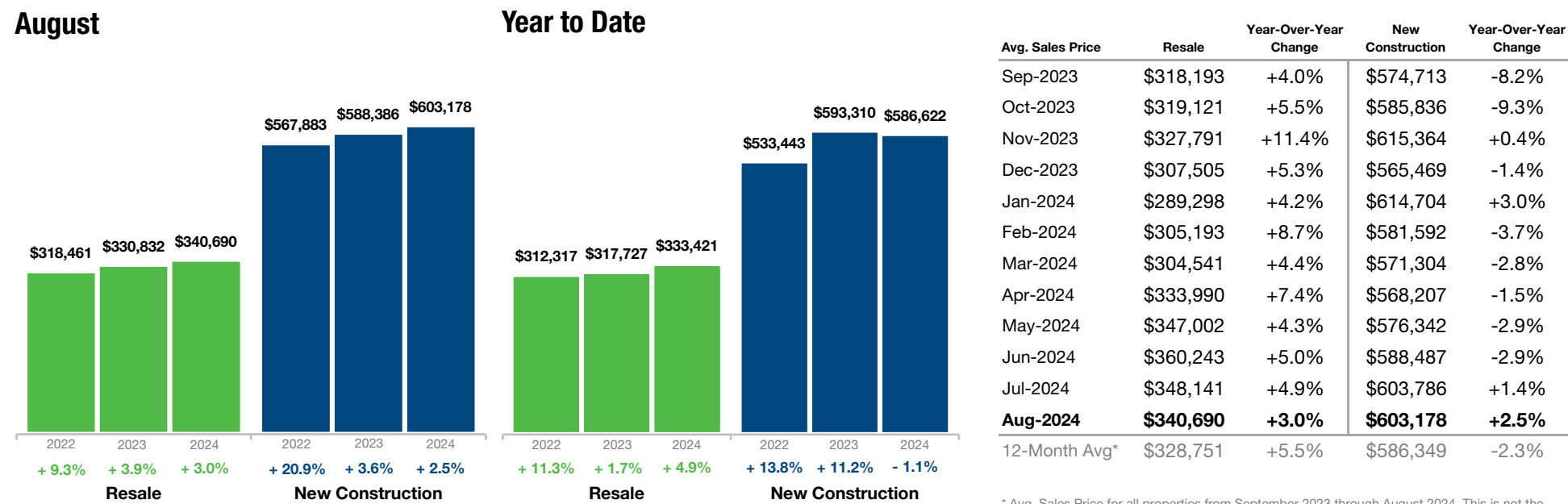


Historical Closed Sales by Month



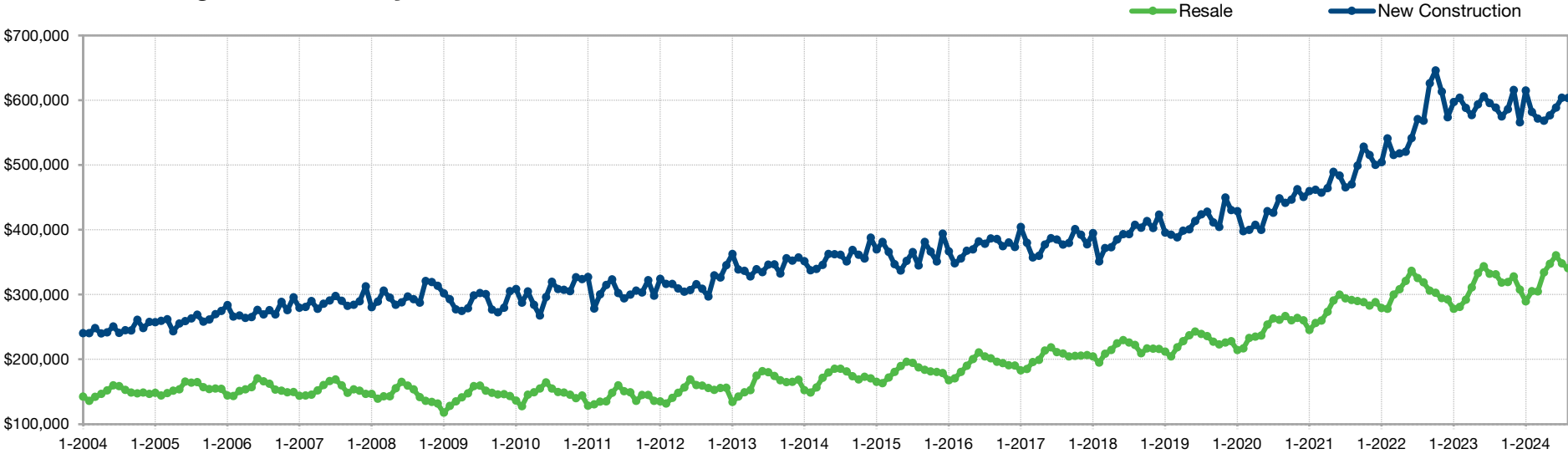
Average Sales Price

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



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

Historical Average Sales Price by Month



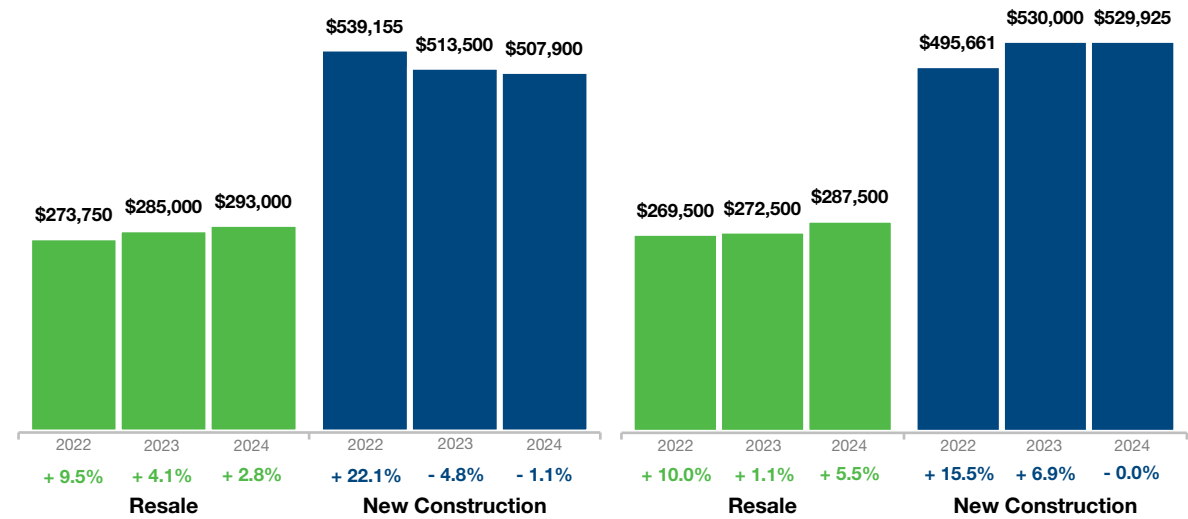
Median Sales Price

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



August

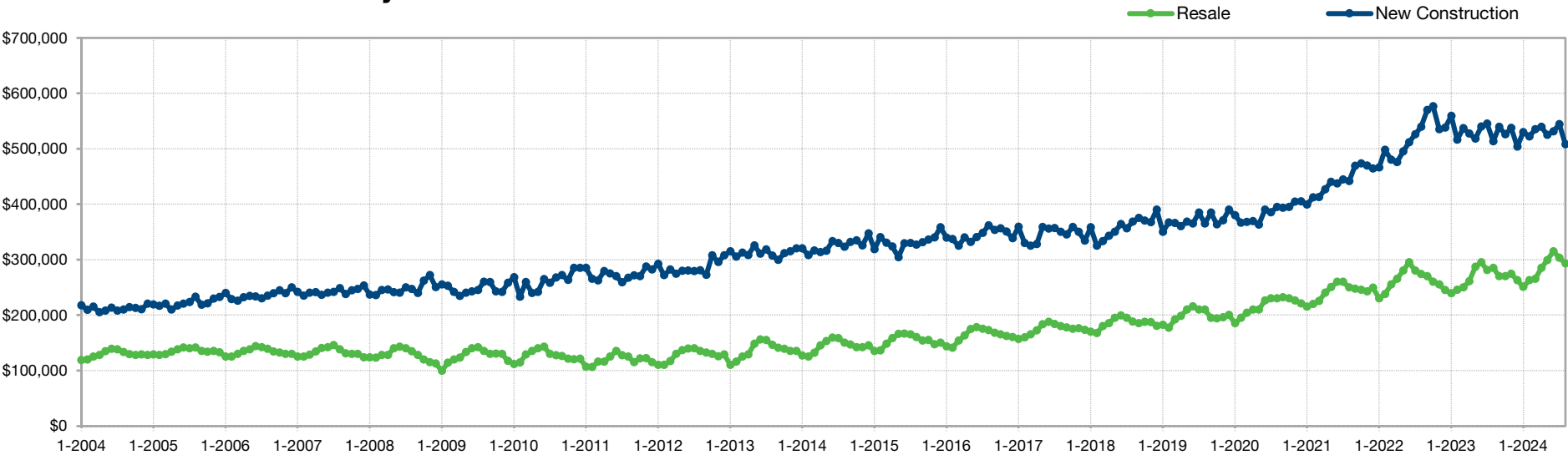
Year to Date



Median Sales Price	Resale	Year-Over-Year Change	New Construction	Year-Over-Year Change
Sep-2023	\$270,000	0.0%	\$539,450	-5.3%
Oct-2023	\$270,000	+3.8%	\$525,845	-8.8%
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	\$262,750	+7.1%	\$521,975	+1.1%
Mar-2024	\$265,000	+6.0%	\$535,000	-0.4%
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	\$303,210	+7.9%	\$543,948	-0.2%
Aug-2024	\$293,000	+2.8%	\$507,900	-1.1%
12-Month Avg*	\$281,500	+5.0%	\$529,925	-1.4%

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

Historical Median Sales Price by Month



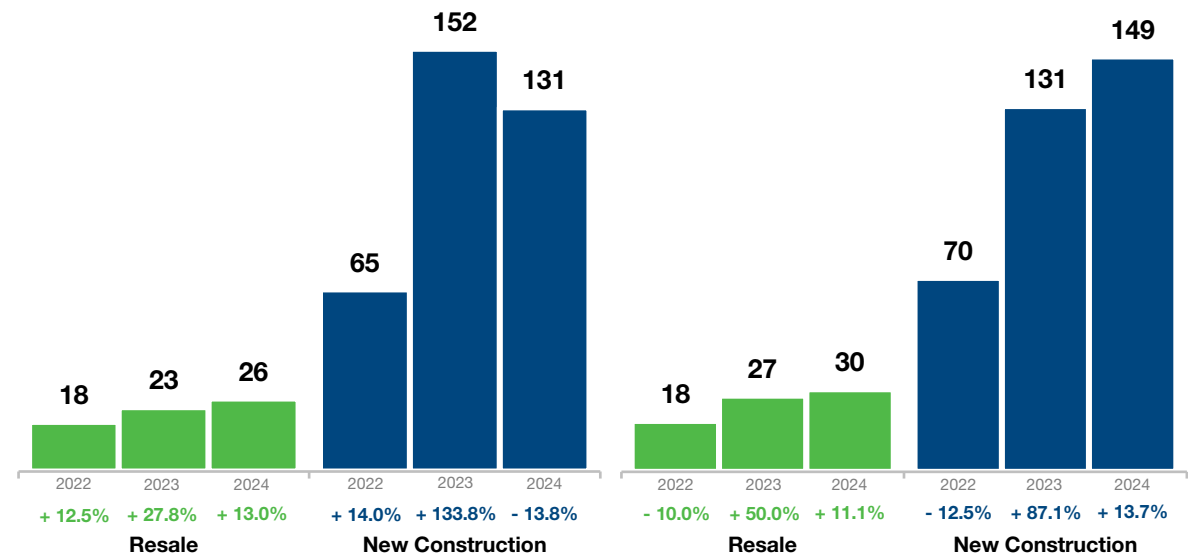
Days on Market Until Sale

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



August

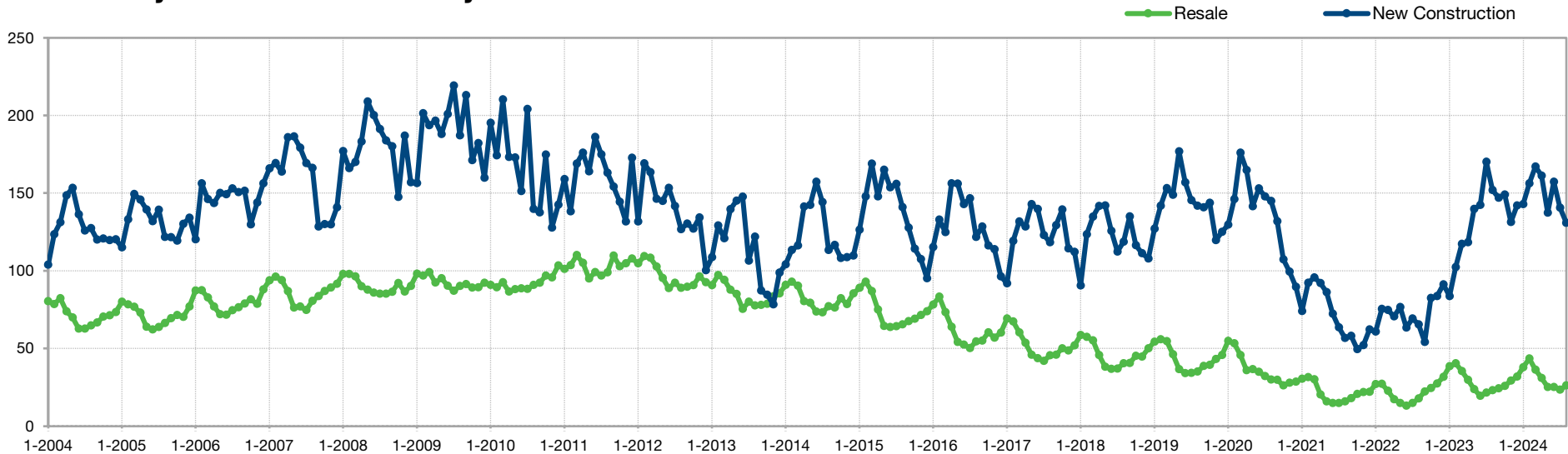
Year to Date



Days on Market	Resale	Year-Over-Year Change	New Construction	Year-Over-Year Change
Sep-2023	24	+9.1%	147	+172.2%
Oct-2023	26	+8.3%	149	+81.7%
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%	131	-13.8%
12-Month Avg*	29	+8.0%	147	+28.6%

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

Historical Days on Market Until Sale by Month

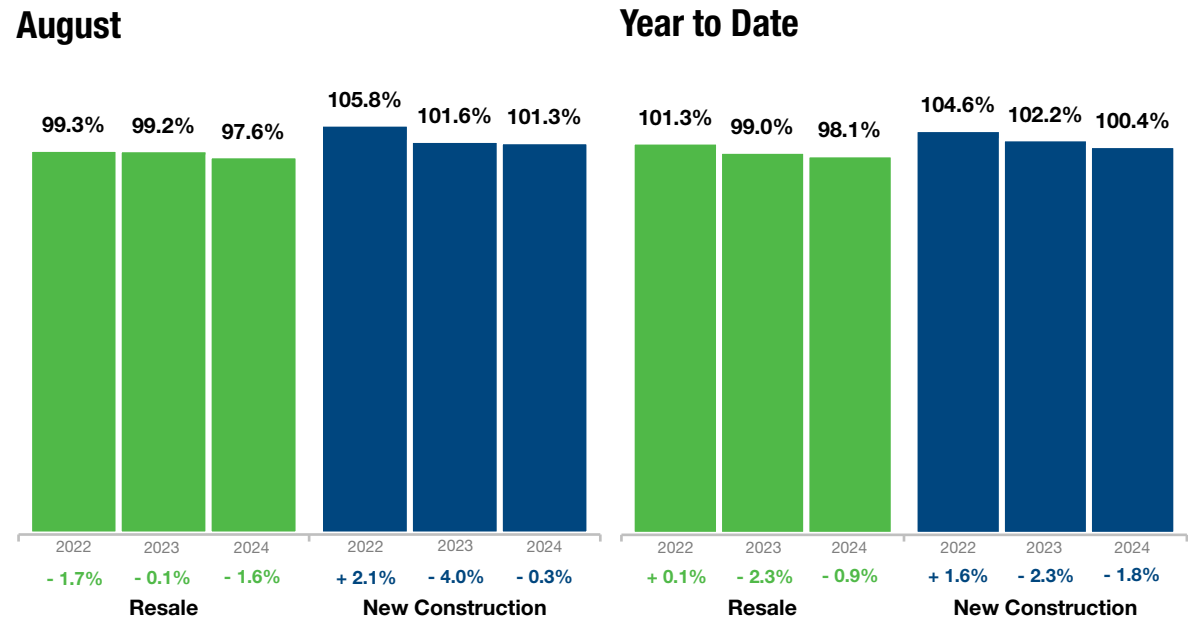


Percentage of Original List Price Received

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.



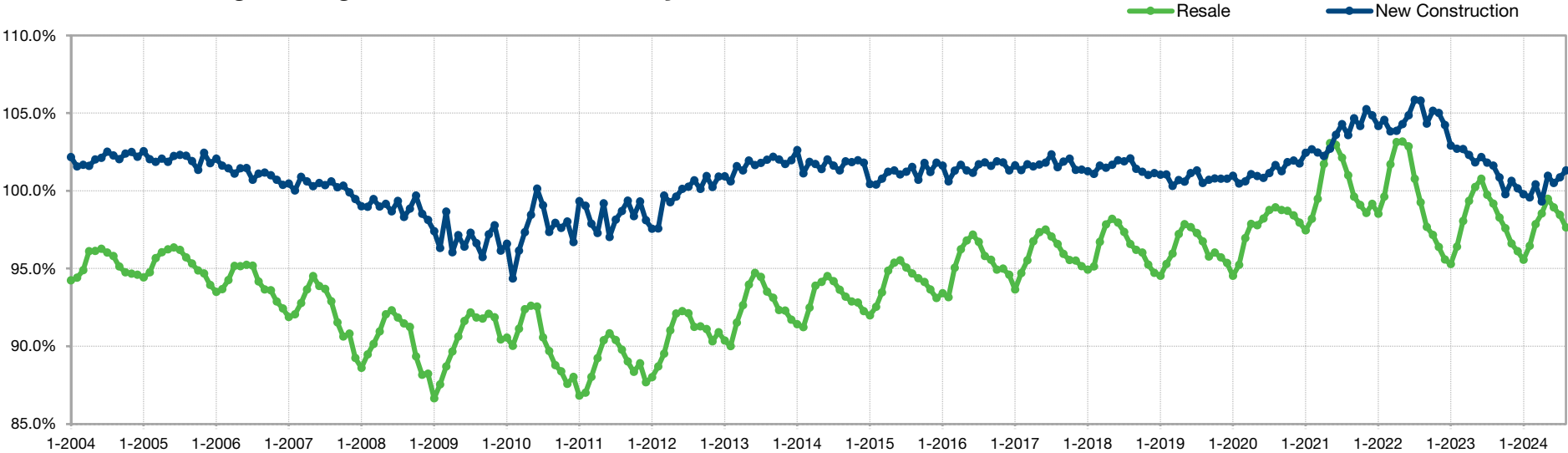
August



Pct. of Orig. Price Received	Resale	Year-Over-Year Change	New Construction	Year-Over-Year Change
Sep-2023	98.3%	+0.6%	100.9%	-3.3%
Oct-2023	97.6%	+0.4%	99.8%	-5.0%
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%
12-Month Avg*	97.8%	-0.4%	100.4%	-2.5%

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

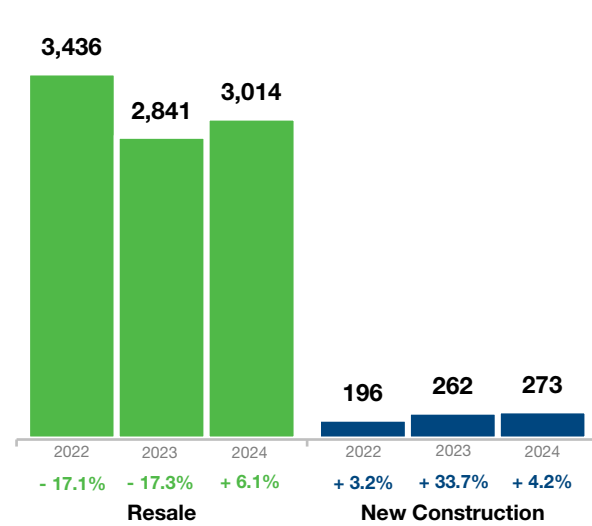
Historical Percentage of Original List Price Received by Month



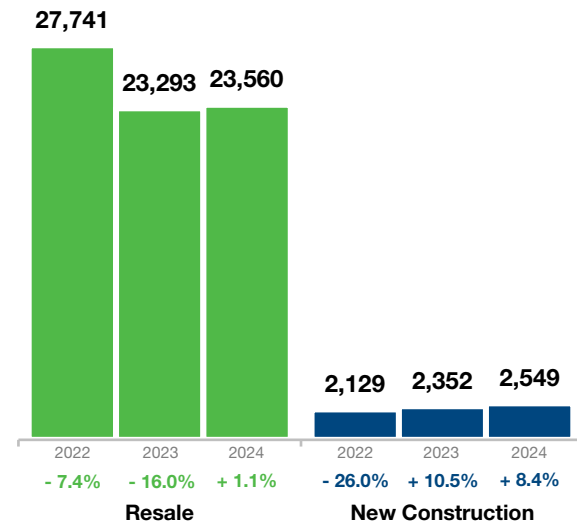
Pending Sales

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

August

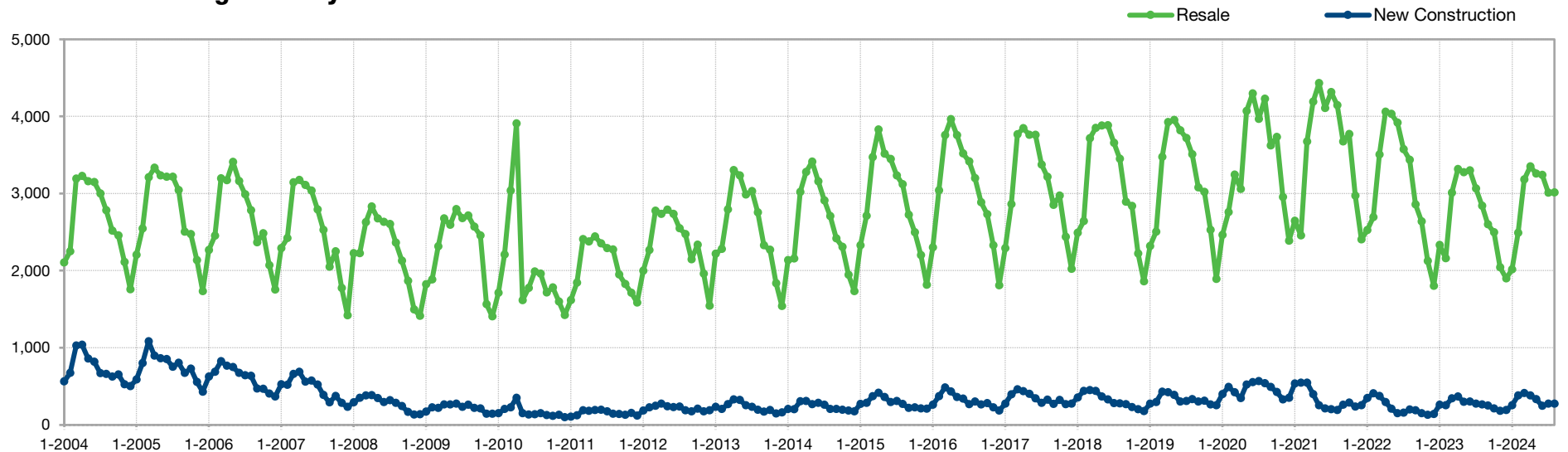


Year to Date



Pending Sales	Resale	Year-Over-Year Change	New Construction	Year-Over-Year Change
Sep-2023	2,600	-9.0%	248	+31.9%
Oct-2023	2,495	-5.4%	211	+41.6%
Nov-2023	2,041	-4.0%	180	+40.6%
Dec-2023	1,897	+5.3%	191	+36.4%
Jan-2024	2,015	-13.5%	253	-1.9%
Feb-2024	2,491	+15.3%	379	+50.4%
Mar-2024	3,182	+5.7%	412	+20.5%
Apr-2024	3,350	+1.1%	379	+3.8%
May-2024	3,258	-0.5%	333	+11.7%
Jun-2024	3,241	-1.8%	246	-18.5%
Jul-2024	3,009	-1.8%	274	+0.4%
Aug-2024	3,014	+6.1%	273	+4.2%
12-Month Avg	2,716	-0.4%	282	+14.3%

Historical Pending Sales by Month

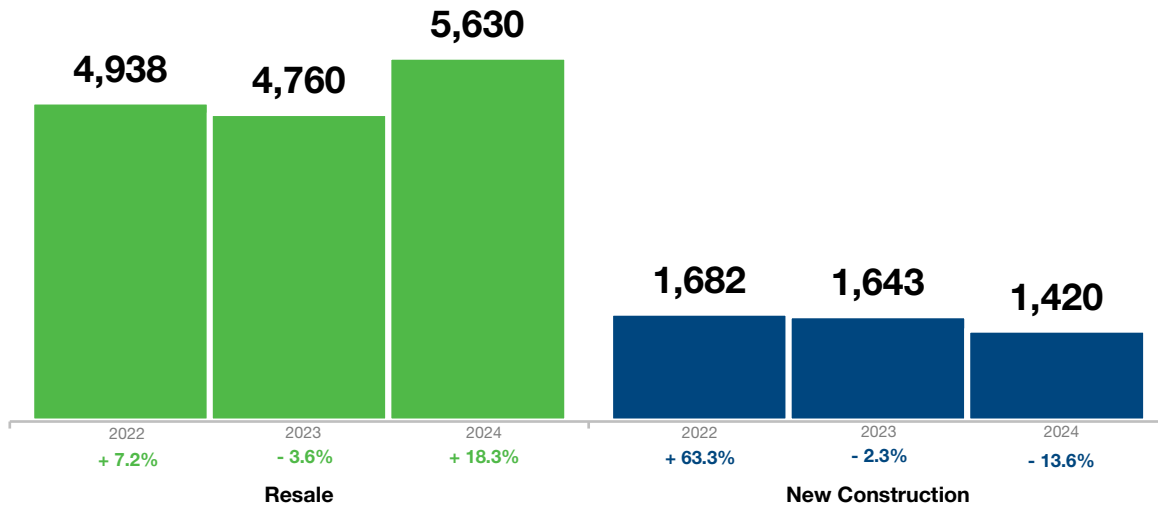


Inventory

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

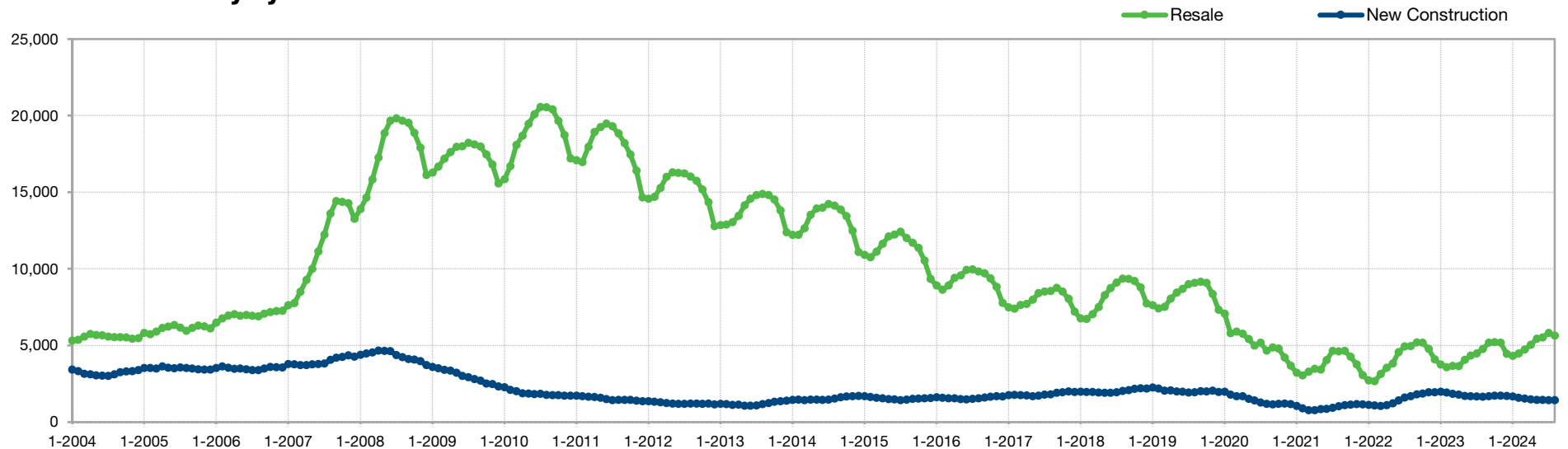


August



Inventory	Resale	Year-Over-Year Change	New Construction	Year-Over-Year Change
Sep-2023	5,164	-0.4%	1,684	-6.3%
Oct-2023	5,211	+0.7%	1,704	-8.1%
Nov-2023	5,171	+8.2%	1,718	-11.2%
Dec-2023	4,454	+9.0%	1,692	-12.7%
Jan-2024	4,314	+15.2%	1,666	-15.1%
Feb-2024	4,469	+25.1%	1,574	-18.1%
Mar-2024	4,727	+29.5%	1,527	-16.6%
Apr-2024	5,036	+38.2%	1,469	-17.1%
May-2024	5,425	+33.8%	1,430	-15.4%
Jun-2024	5,509	+27.4%	1,444	-14.0%
Jul-2024	5,801	+30.1%	1,410	-14.9%
Aug-2024	5,630	+18.3%	1,420	-13.6%
12-Month Avg*	5,076	+18.4%	1,562	-13.6%

Historical Inventory by Month

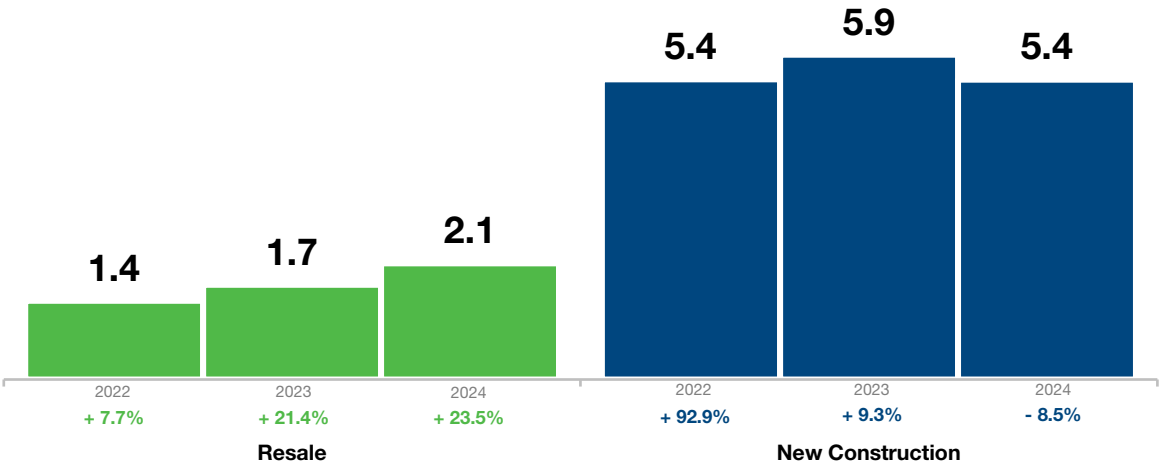


Supply

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.



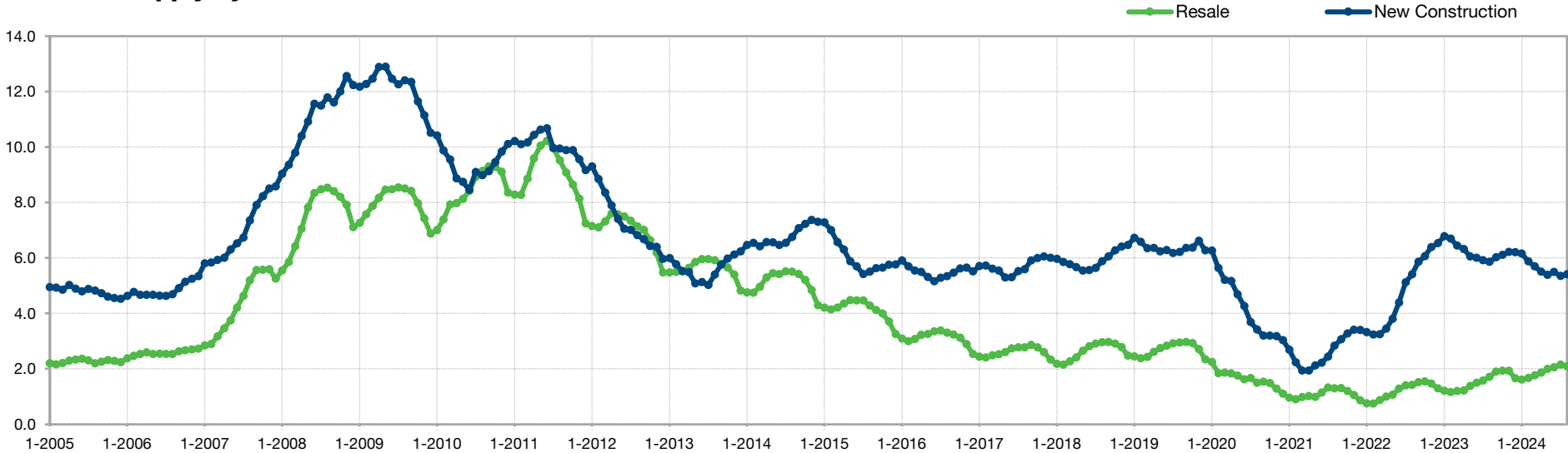
August



Supply	Resale	Year-Over-Year Change	New Construction	Year-Over-Year Change
Sep-2023	1.9	+26.7%	6.0	+1.7%
Oct-2023	1.9	+26.7%	6.1	0.0%
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%	6.1	-10.3%
Feb-2024	1.7	+41.7%	5.9	-11.9%
Mar-2024	1.8	+50.0%	5.7	-10.9%
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	2.1	+31.3%	5.3	-10.2%
Aug-2024	2.1	+23.5%	5.4	-8.5%
12-Month Avg*	1.9	+35.0%	5.8	-7.3%

* Supply for all properties from September 2023 through August 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	8-2023	8-2024	Percent Change	YTD 2023	YTD 2024	Percent Change
Closed Sales		3,532	3,460	- 2.0%	24,505	24,515	+ 0.0%
Average Sales Price		\$352,313	\$362,222	+ 2.8%	\$343,637	\$355,985	+ 3.6%
Median Sales Price		\$300,000	\$310,000	+ 3.3%	\$290,000	\$305,000	+ 5.2%
Days on Market		34	35	+ 2.9%	37	40	+ 8.1%
Pct. of Orig. Price Received		99.4%	97.9%	- 1.5%	99.3%	98.3%	- 1.0%
Pending Sales		3,103	3,287	+ 5.9%	25,645	26,109	+ 1.8%
Inventory		6,403	7,050	+ 10.1%	--	--	--
Supply		2.1	2.4	+ 14.3%	--	--	--