

# Monthly Indicators



## June 2018

Housing markets across the nation are most assuredly active this summer, and buyer competition is manifesting itself into several quick sales above asking price. While the strength of the U.S. economy has helped purchase offers pile up, the Fed recently increased the federal funds rate by 0.25 percent, marking the second rate hike this year and seventh since late 2015. Although the 30-year mortgage rate did not increase, buyers often react by locking in at the current rate ahead of assumed higher rates later. When this happens, accelerated price increases are possible, causing further strain on affordability.

Closed Sales decreased 5.9 percent for existing homes and 6.1 percent for new homes. Pending Sales increased 8.0 percent for existing homes but decreased 5.8 percent for new homes. Inventory decreased 9.4 percent for existing homes but increased 4.7 percent for new homes.

The Median Sales Price was up 5.7 percent to \$200,895 for existing homes and 2.4 percent to \$364,975 for new homes. Days on Market decreased 15.0 percent for existing homes and 11.4 percent for new homes. Supply decreased 8.7 percent for existing homes but remained flat for new homes.

Inventory may be persistently lower in year-over-year comparisons, and home prices are still more likely to rise than not, but sales and new listings may finish the summer on the upswing. The housing supply outlook in several markets is beginning to show an increase in new construction and a move by builders away from overstocked rental units to new developments for sale. These are encouraging signs in an already healthy marketplace.

## Quick Facts

**- 5.6%**

**+ 4.8%**

**- 7.7%**

Change in Combined  
Closed Sales

Change in Combined  
Avg. Sales Price

Change in Combined  
Supply

Residential real estate activity in Atchison KS, Bates MO, Buchanan MO, Cass MO, Clay MO, Clinton MO, Douglas KS, Franklin KS, Jackson MO, Jefferson KS, Johnson KS, Johnson MO, Lafayette MO, Leavenworth KS, Linn KS, Miami KS, Platte MO, Ray MO and Wyandotte KS counties. 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	6-2017	6-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
<b>Closed Sales</b>		4,117	<b>3,875</b>	- 5.9%	17,474	<b>17,576</b>	+ 0.6%
<b>Average Sales Price</b>		\$221,651	<b>\$233,417</b>	+ 5.3%	\$205,708	<b>\$219,025</b>	+ 6.5%
<b>Median Sales Price</b>		\$190,000	<b>\$200,895</b>	+ 5.7%	\$175,000	<b>\$189,025</b>	+ 8.0%
<b>Days on Market</b>		40	<b>34</b>	- 15.0%	50	<b>43</b>	- 14.0%
<b>Pct. of Orig. Price Received</b>		97.7%	<b>98.1%</b>	+ 0.4%	96.5%	<b>97.3%</b>	+ 0.8%
<b>Pending Sales</b>		3,647	<b>3,940</b>	+ 8.0%	19,656	<b>20,159</b>	+ 2.6%
<b>Inventory</b>		6,893	<b>6,242</b>	- 9.4%	--	--	--
<b>Supply</b>		2.3	<b>2.1</b>	- 8.7%	--	--	--

# 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	6-2017	6-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
<b>Closed Sales</b>		462	<b>434</b>	- 6.1%	2,016	<b>2,170</b>	+ 7.6%
<b>Average Sales Price</b>		\$387,530	<b>\$395,997</b>	+ 2.2%	\$377,134	<b>\$379,655</b>	+ 0.7%
<b>Median Sales Price</b>		\$356,366	<b>\$364,975</b>	+ 2.4%	\$344,950	<b>\$345,316</b>	+ 0.1%
<b>Days on Market</b>		140	<b>124</b>	- 11.4%	129	<b>129</b>	0.0%
<b>Pct. of Orig. Price Received</b>		101.8%	<b>102.2%</b>	+ 0.4%	101.7%	<b>101.6%</b>	- 0.1%
<b>Pending Sales</b>		342	<b>322</b>	- 5.8%	2,309	<b>2,357</b>	+ 2.1%
<b>Inventory</b>		1,683	<b>1,762</b>	+ 4.7%	--	<b>--</b>	--
<b>Supply</b>		5.2	<b>5.2</b>	0.0%	--	<b>--</b>	--

# 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.

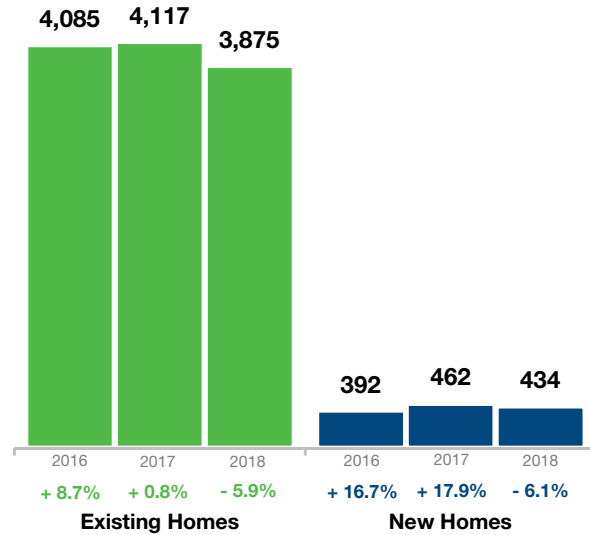
Key Metrics	Historical Sparkbars	6-2017	6-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
<b>Closed Sales</b>		4,590	<b>4,332</b>	- 5.6%	19,535	<b>19,800</b>	+ 1.4%
<b>Average Sales Price</b>		\$238,388	<b>\$249,867</b>	+ 4.8%	\$223,465	<b>\$236,717</b>	+ 5.9%
<b>Median Sales Price</b>		\$205,750	<b>\$216,000</b>	+ 5.0%	\$189,900	<b>\$205,000</b>	+ 8.0%
<b>Days on Market</b>		50	<b>43</b>	- 14.0%	59	<b>53</b>	- 10.2%
<b>Pct. of Orig. Price Received</b>		98.1%	<b>98.5%</b>	+ 0.4%	97.0%	<b>97.8%</b>	+ 0.8%
<b>Pending Sales</b>		4,002	<b>4,275</b>	+ 6.8%	22,012	<b>22,583</b>	+ 2.6%
<b>Inventory</b>		8,616	<b>8,040</b>	- 6.7%	--	--	--
<b>Supply</b>		2.6	<b>2.4</b>	- 7.7%	--	--	--

# Closed Sales

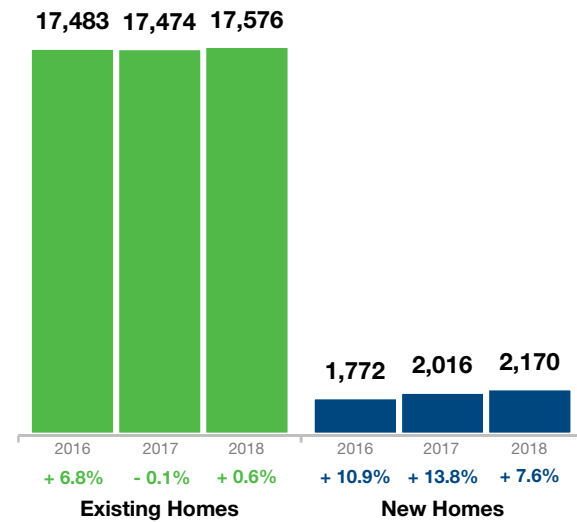
A count of the actual sales that closed in a given month.



## June

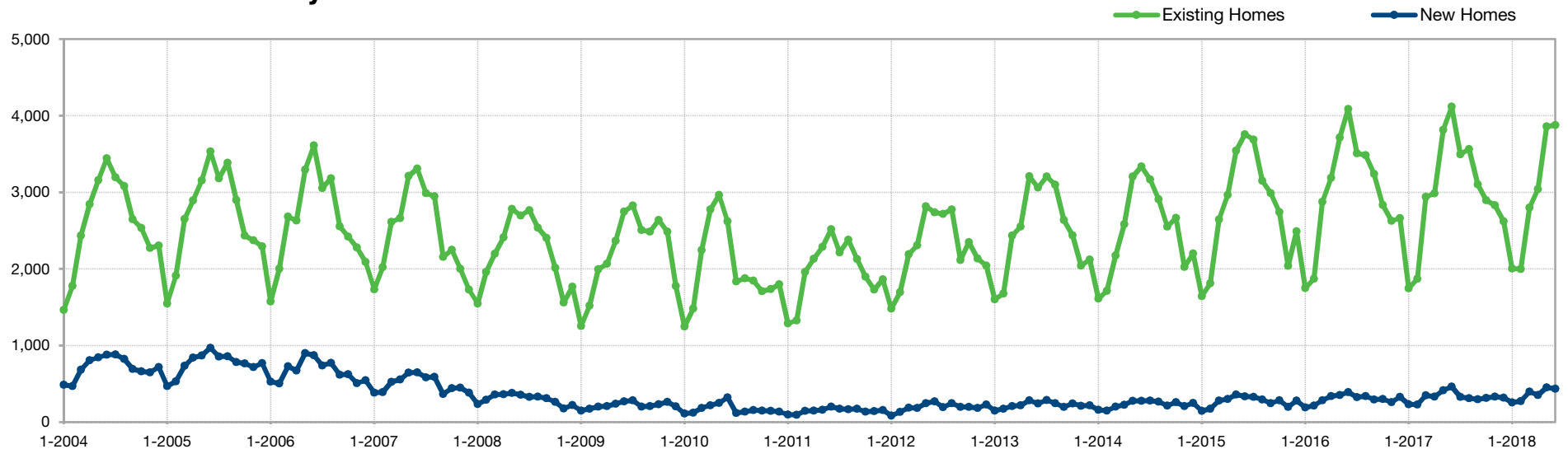


## Year to Date



	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
Jul-2017	3,493	-0.5%	328	+0.9%
Aug-2017	3,564	+2.3%	310	-8.3%
Sep-2017	3,102	-4.3%	299	+1.7%
Oct-2017	2,897	+2.2%	313	+4.3%
Nov-2017	2,832	+7.7%	333	+27.6%
Dec-2017	2,622	-1.5%	317	-3.4%
Jan-2018	2,003	+14.8%	257	+10.3%
Feb-2018	1,997	+6.7%	273	+20.3%
Mar-2018	2,800	-4.8%	398	+14.4%
Apr-2018	3,041	+1.8%	354	+6.6%
May-2018	3,860	+1.2%	454	+9.7%
<b>Jun-2018</b>	<b>3,875</b>	<b>-5.9%</b>	<b>434</b>	<b>-6.1%</b>
12-Month Avg	3,007	+0.7%	339	+5.4%

## Historical Closed Sales by Month



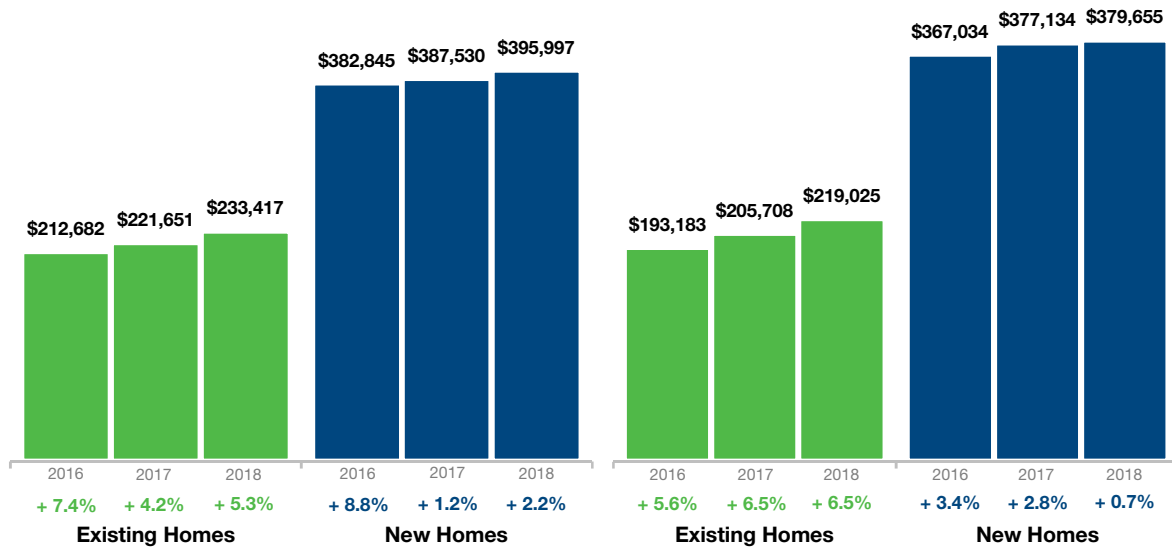
# Average Sales Price

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



## June

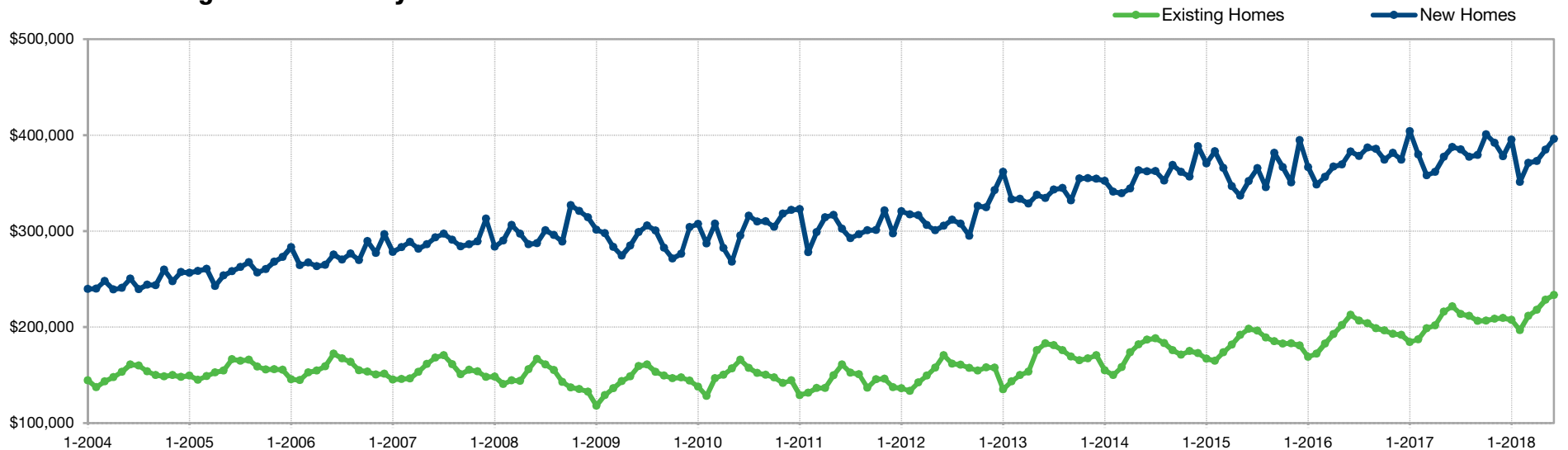
## Year to Date



Avg. Sales Price	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
Jul-2017	\$213,552	+3.4%	\$385,173	+1.9%
Aug-2017	\$211,538	+3.8%	\$377,376	-2.5%
Sep-2017	\$206,363	+3.9%	\$379,384	-1.6%
Oct-2017	\$206,672	+5.2%	\$400,857	+7.1%
Nov-2017	\$208,584	+8.1%	\$392,041	+2.8%
Dec-2017	\$209,354	+9.2%	\$378,043	+1.0%
Jan-2018	\$207,595	+12.6%	\$395,337	-2.2%
Feb-2018	\$196,821	+5.3%	\$351,251	-7.5%
Mar-2018	\$211,637	+6.5%	\$371,131	+3.7%
Apr-2018	\$217,875	+8.0%	\$373,068	+3.2%
May-2018	\$228,409	+5.8%	\$384,929	+2.0%
<b>Jun-2018</b>	<b>\$233,417</b>	<b>+5.3%</b>	<b>\$395,997</b>	<b>+2.2%</b>
12-Month Avg*	\$202,255	+5.9%	\$378,555	+1.0%

\* Avg. Sales Price for all properties from July 2017 through June 2018. This is not the average of the individual figures above.

## Historical Average Sales Price by Month



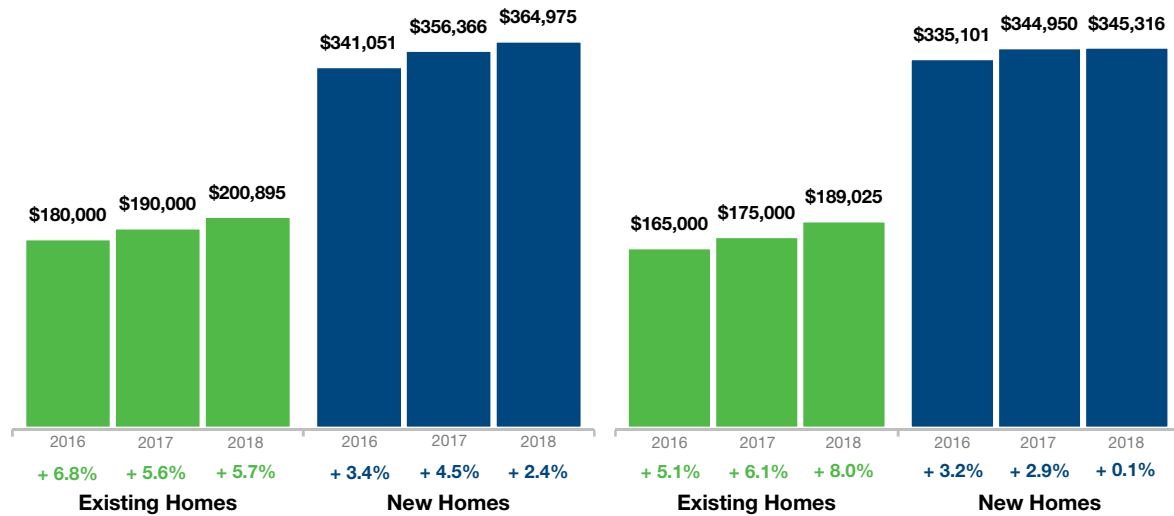
# Median Sales Price

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

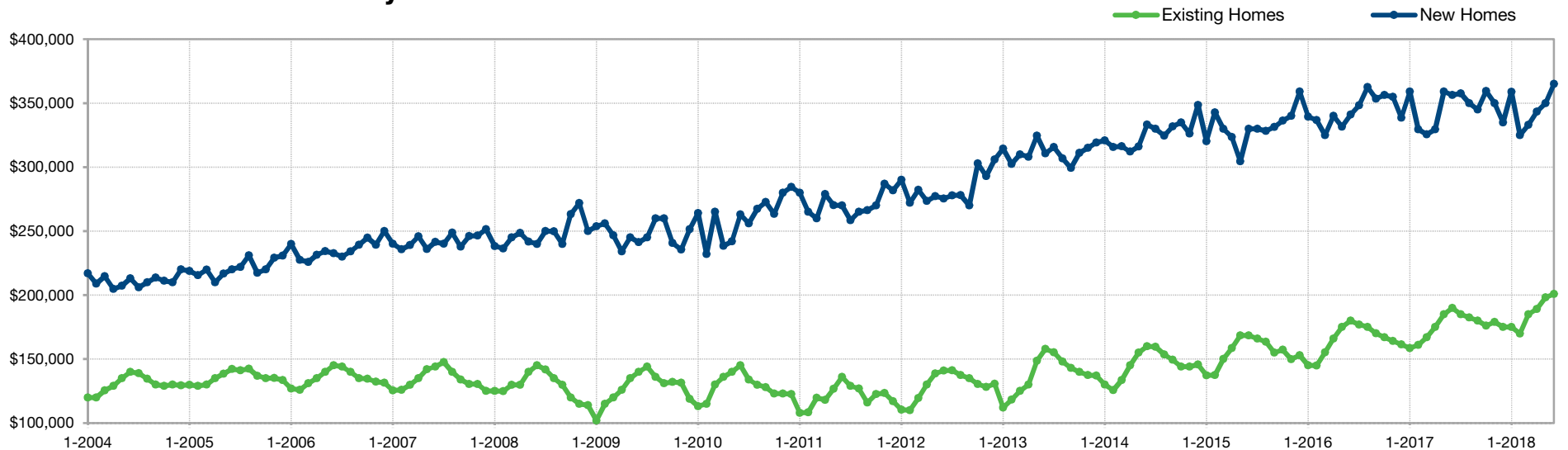
## Year to Date



Month	Median Sales Price	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
Jul-2017	\$185,000		+4.5%	\$357,595	+2.7%
Aug-2017	\$182,500		+4.3%	\$349,900	-3.5%
Sep-2017	\$180,000		+5.9%	\$345,000	-2.4%
Oct-2017	\$176,000		+5.4%	\$359,435	+0.9%
Nov-2017	\$179,000		+9.1%	\$349,888	-1.4%
Dec-2017	\$175,000		+8.5%	\$334,780	-1.1%
Jan-2018	\$174,950		+10.4%	\$358,903	-0.0%
Feb-2018	\$169,900		+5.5%	\$325,000	-1.4%
Mar-2018	\$184,900		+10.7%	\$332,975	+2.3%
Apr-2018	\$189,000		+8.0%	\$343,250	+4.2%
May-2018	\$198,100		+7.1%	\$349,900	-2.5%
<b>Jun-2018</b>	<b>\$200,895</b>		<b>+5.7%</b>	<b>\$364,975</b>	<b>+2.4%</b>
12-Month Avg*	\$172,500		+7.2%	\$349,700	-0.5%

\* Median Sales Price for all properties from July 2017 through June 2018. This is not the average of the individual figures above.

## Historical Median Sales Price by Month



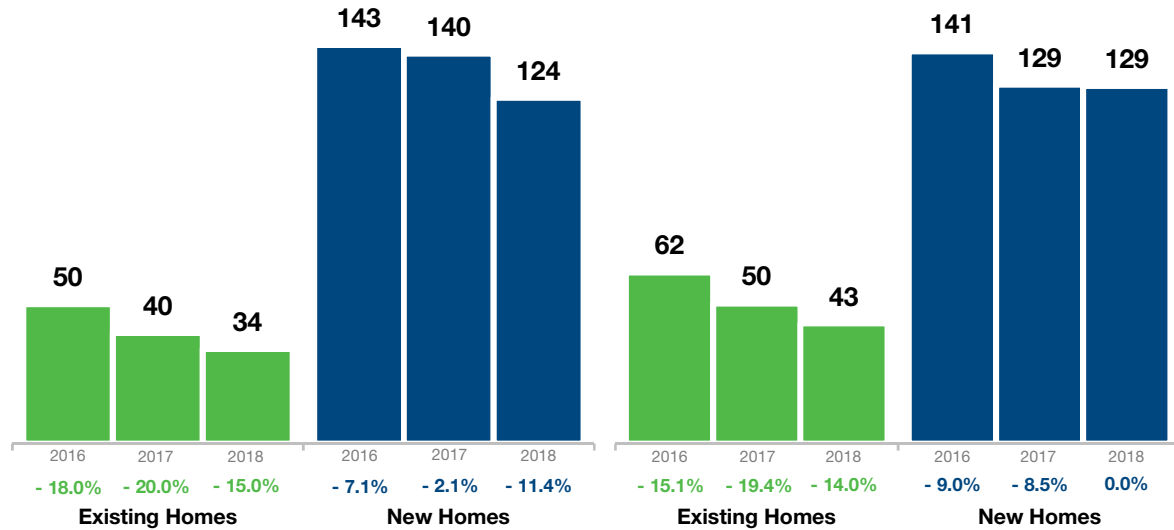
# Days on Market Until Sale

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



## June

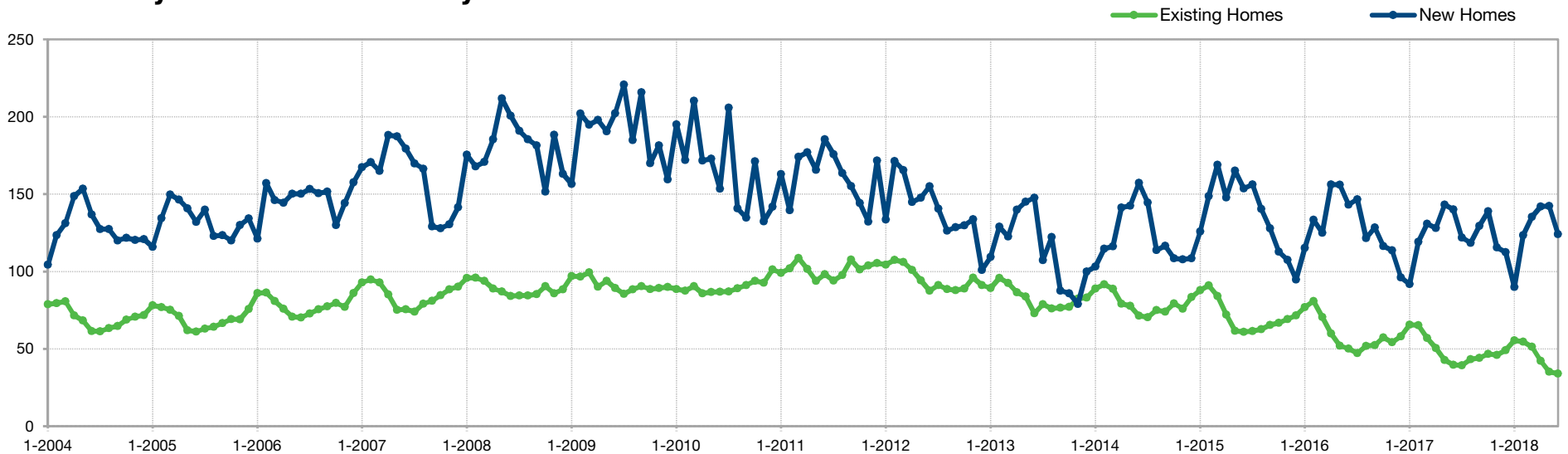
## Year to Date



Days on Market	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
Jul-2017	39	-17.0%	122	-17.0%
Aug-2017	43	-17.3%	118	-3.3%
Sep-2017	44	-15.4%	129	+0.8%
Oct-2017	47	-17.5%	139	+19.8%
Nov-2017	46	-14.8%	116	+1.8%
Dec-2017	49	-15.5%	112	+16.7%
Jan-2018	56	-15.2%	90	-2.2%
Feb-2018	55	-15.4%	123	+3.4%
Mar-2018	51	-10.5%	135	+3.1%
Apr-2018	42	-16.0%	142	+10.9%
May-2018	35	-18.6%	142	-0.7%
<b>Jun-2018</b>	<b>34</b>	<b>-15.0%</b>	<b>124</b>	<b>-11.4%</b>
12-Month Avg*	52	-15.4%	125	+0.7%

\* Days on Market for all properties from July 2017 through June 2018. This is not the average of the individual figures above.

## Historical Days on Market Until Sale by Month





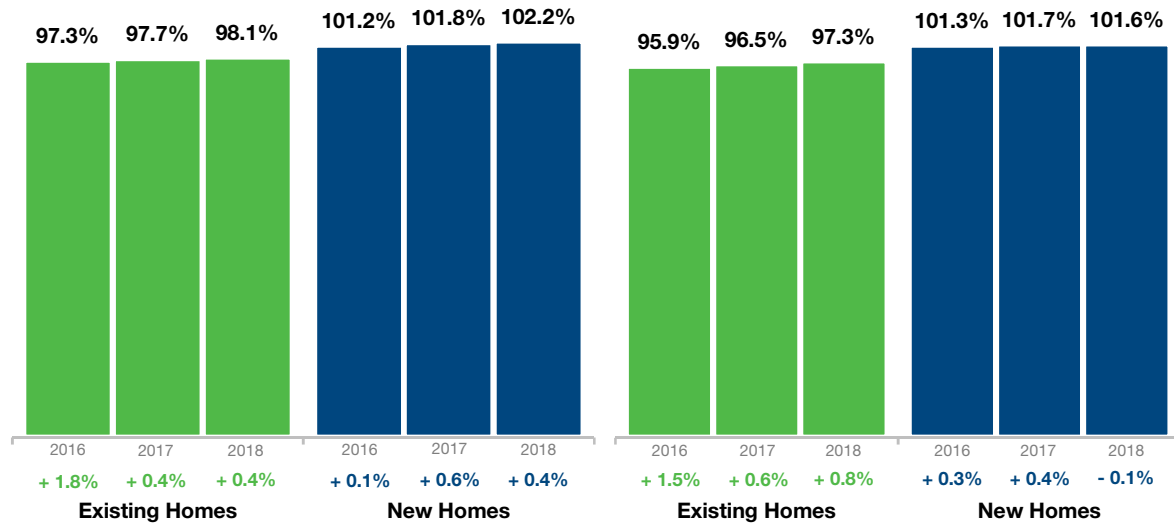
# Percentage of Original List Price Received

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

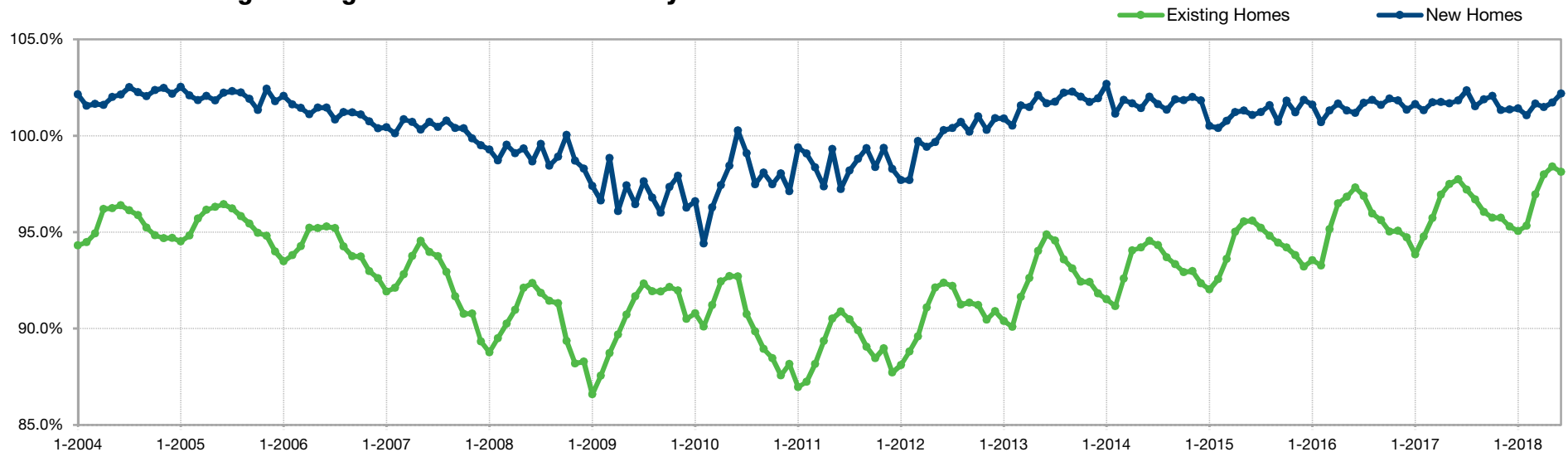
## Year to Date



Pct. of Orig. Price Received	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
Jul-2017	97.2%	+0.3%	102.4%	+0.7%
Aug-2017	96.7%	+0.7%	101.5%	-0.4%
Sep-2017	96.0%	+0.4%	101.9%	+0.3%
Oct-2017	95.7%	+0.7%	102.1%	+0.2%
Nov-2017	95.7%	+0.6%	101.3%	-0.5%
Dec-2017	95.3%	+0.6%	101.4%	+0.1%
Jan-2018	95.1%	+1.4%	101.4%	-0.2%
Feb-2018	95.3%	+0.5%	101.1%	-0.2%
Mar-2018	97.0%	+1.4%	101.7%	0.0%
Apr-2018	98.0%	+1.1%	101.5%	-0.2%
May-2018	98.4%	+0.9%	101.7%	0.0%
<b>Jun-2018</b>	<b>98.1%</b>	<b>+0.4%</b>	<b>102.2%</b>	<b>+0.4%</b>
12-Month Avg*	96.1%	+0.7%	101.7%	-0.0%

\* Pct. of Orig. Price Received for all properties from July 2017 through June 2018. This is not the average of the individual figures above.

## Historical Percentage of Original List Price Received by Month

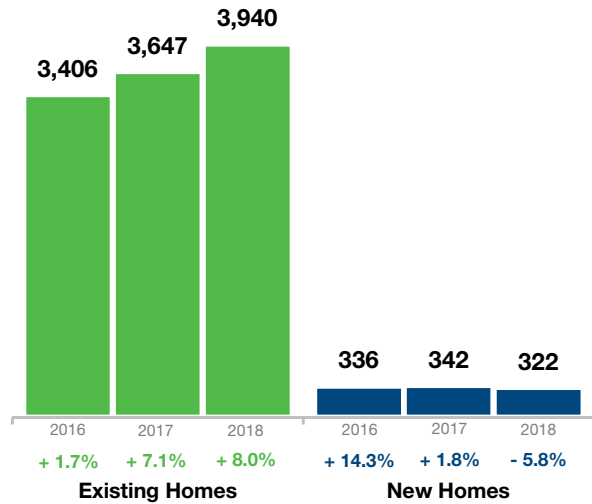


# Pending Sales

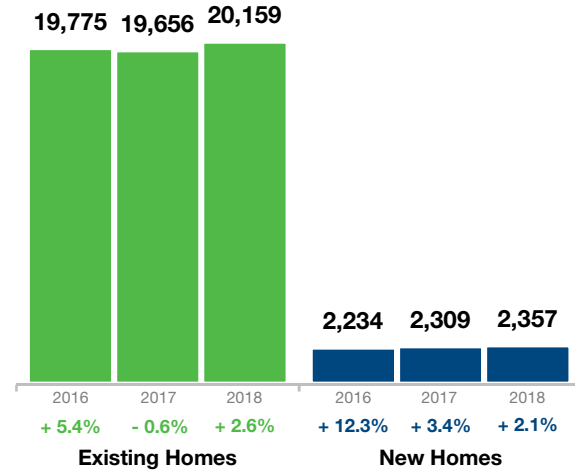
A count of the properties on which offers have been accepted in a given month.



## June

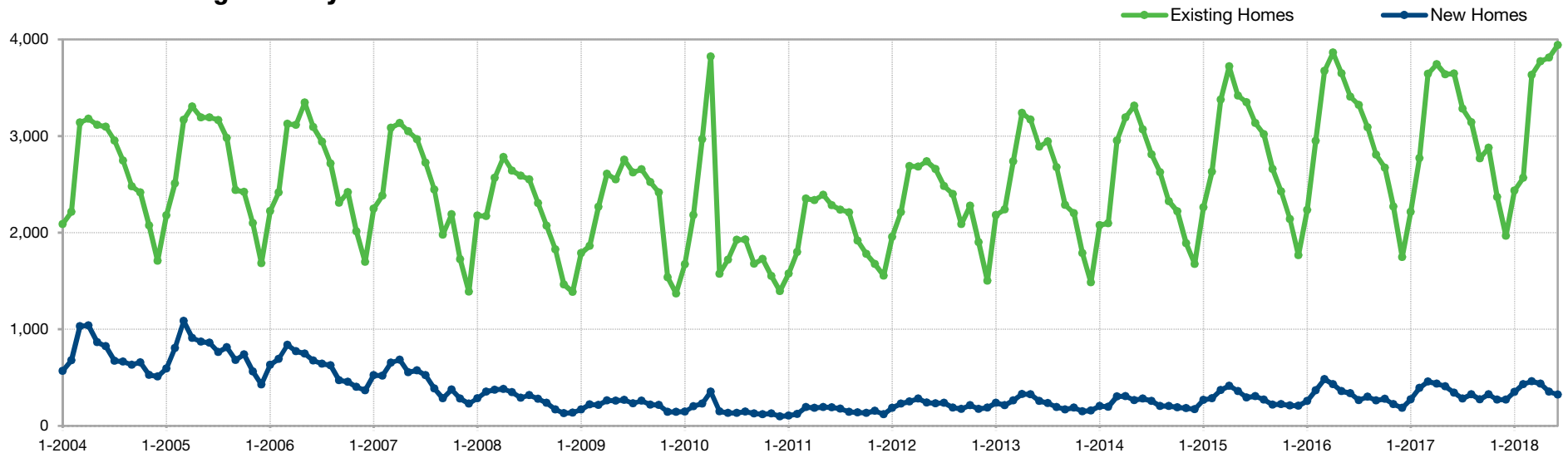


## Year to Date



	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
Jul-2017	3,282	-1.2%	282	+6.0%
Aug-2017	3,142	+1.7%	327	+8.3%
Sep-2017	2,769	-1.4%	275	+4.6%
Oct-2017	2,878	+7.7%	327	+17.6%
Nov-2017	2,369	+4.4%	270	+20.5%
Dec-2017	1,966	+12.5%	272	+47.0%
Jan-2018	2,436	+10.0%	351	+28.1%
Feb-2018	2,567	-7.4%	432	+10.2%
Mar-2018	3,632	-0.3%	462	+0.9%
Apr-2018	3,772	+0.8%	437	+0.5%
May-2018	3,812	+4.8%	353	-13.5%
<b>Jun-2018</b>	<b>3,940</b>	<b>+8.0%</b>	<b>322</b>	<b>-5.8%</b>
12-Month Avg	3,047	+2.8%	343	+7.4%

## Historical Pending Sales by Month

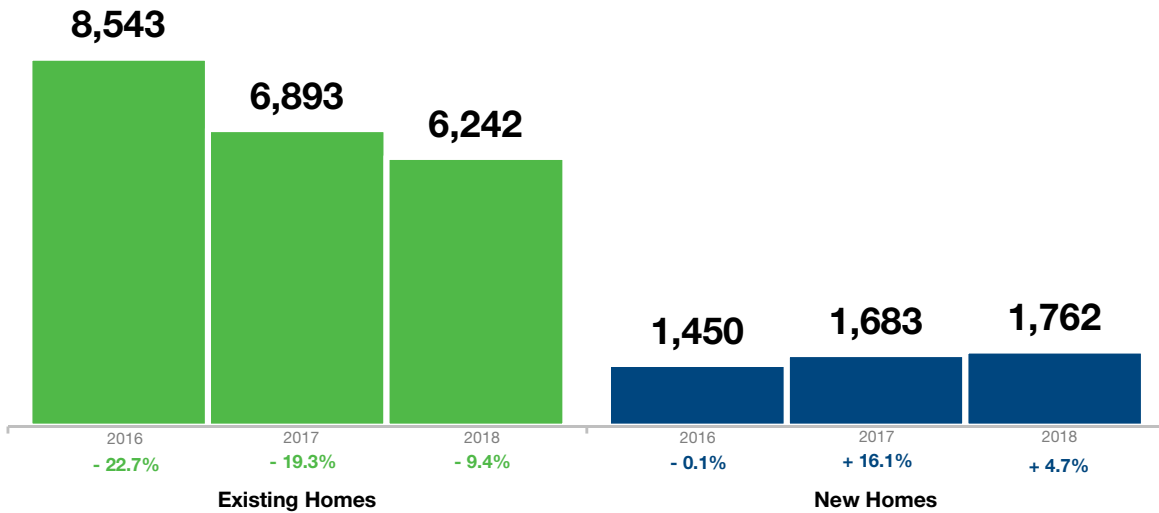


# Inventory

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

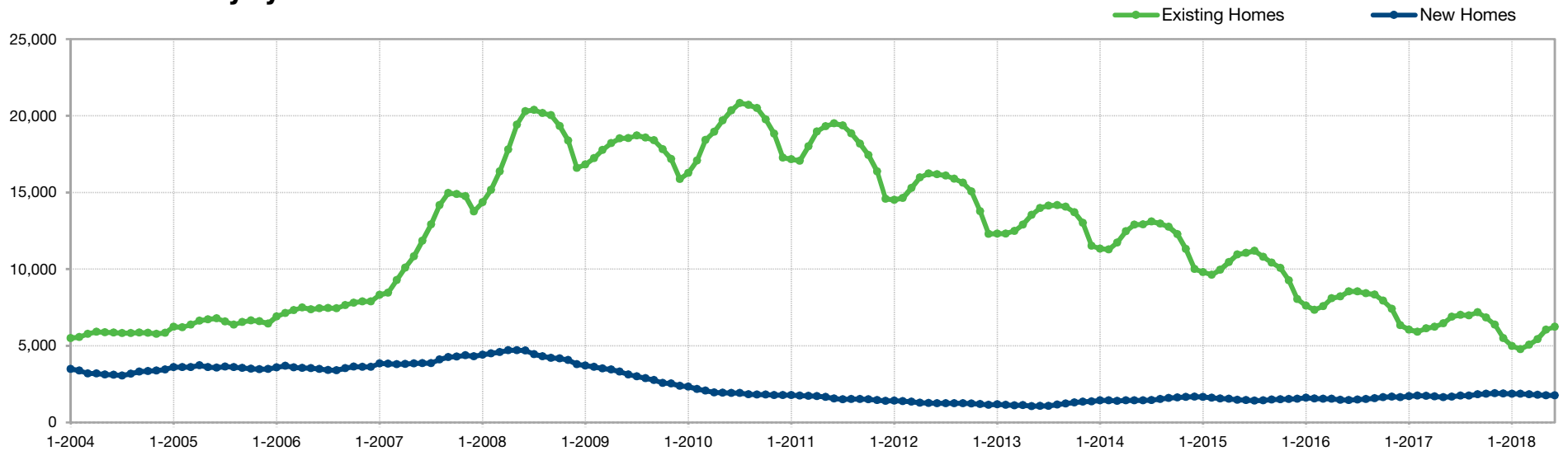


## June



Inventory	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
Jul-2017	7,006	-18.0%	1,737	+17.0%
Aug-2017	6,971	-17.2%	1,749	+14.9%
Sep-2017	7,180	-13.8%	1,839	+16.3%
Oct-2017	6,831	-14.0%	1,867	+14.3%
Nov-2017	6,370	-13.9%	1,901	+13.6%
Dec-2017	5,502	-13.3%	1,880	+14.3%
Jan-2018	4,973	-17.7%	1,874	+9.2%
Feb-2018	4,782	-19.2%	1,859	+6.4%
Mar-2018	5,074	-17.3%	1,834	+6.1%
Apr-2018	5,425	-12.9%	1,796	+5.6%
May-2018	6,054	-6.4%	1,769	+7.2%
<b>Jun-2018</b>	<b>6,242</b>	<b>-9.4%</b>	<b>1,762</b>	<b>+4.7%</b>
12-Month Avg*	6,034	-14.5%	1,822	+10.6%

## Historical Inventory by Month

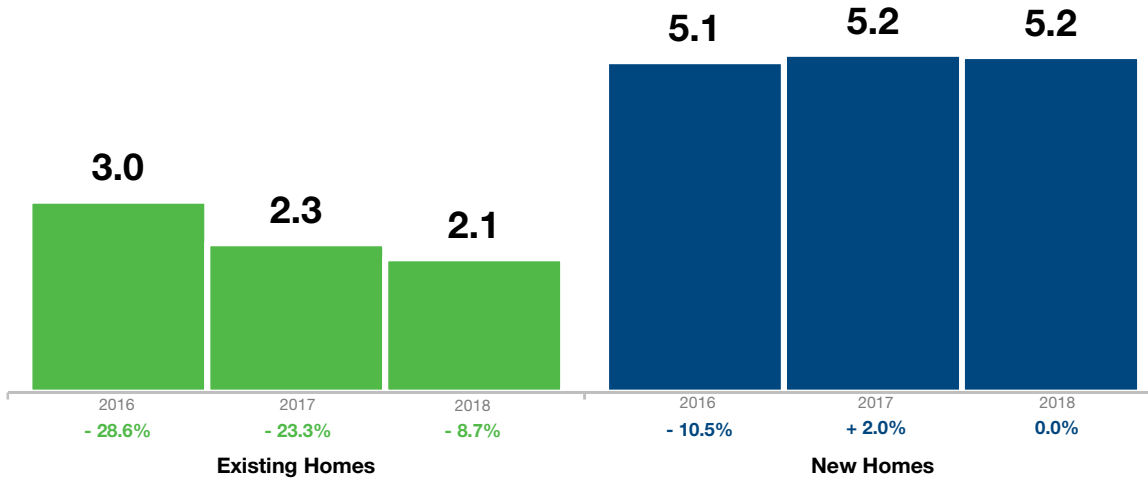


# Supply

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.



## June



Supply	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
Jul-2017	2.3	-23.3%	5.4	+3.8%
Aug-2017	2.3	-20.7%	5.5	+3.8%
Sep-2017	2.4	-17.2%	5.7	+5.6%
Oct-2017	2.3	-14.8%	5.8	+3.6%
Nov-2017	2.1	-16.0%	5.8	+3.6%
Dec-2017	1.8	-14.3%	5.8	+5.5%
Jan-2018	1.6	-20.0%	5.7	+1.8%
Feb-2018	1.6	-20.0%	5.6	-1.8%
Mar-2018	1.7	-19.0%	5.5	-1.8%
Apr-2018	1.8	-14.3%	5.3	-3.6%
May-2018	2.0	-9.1%	5.2	0.0%
<b>Jun-2018</b>	<b>2.1</b>	<b>-8.7%</b>	<b>5.2</b>	<b>0.0%</b>
12-Month Avg*	2.4	-16.0%	5.5	+1.5%

\* Supply for all properties from July 2017 through June 2018. This is not the average of the individual figures above.

## Historical Supply by Month

