

# Monthly Indicators

## May 2025

U.S. existing-home sales dipped 0.5% month-over-month and 2.0% year-over-year to a seasonally adjusted annual rate of 4.00 million units, according to the National Association of REALTORS® (NAR). Sales increased in the Midwest, decreased in the West and Northeast, and were unchanged in the South. Year-over-year, sales were down in every region except the Northeast.

Closed Sales increased 0.4 percent for existing homes but decreased 5.9 percent for new homes. Pending Sales increased 6.4 percent for existing homes but decreased 6.7 percent for new homes. Inventory increased 15.3 percent for existing homes but decreased 0.7 percent for new homes.

The Median Sales Price was up 5.4 percent to \$315,000 for existing homes and 1.7 percent to \$534,098 for new homes. Days on Market increased 20.0 percent for existing homes but decreased 3.6 percent for new homes. Supply increased 15.0 percent for existing homes but increased 1.9 percent for new homes.

There were 1.45 million units actively for sale heading into May, a 9.0% increase from the previous month and a 20.8% improvement from the same time last year, for a 4.4-month supply at the current sales pace, according to NAR. The median existing-home price edged up 1.8% year-over-year to \$414,000 as of last measure, the 22nd consecutive month of annual price increases and a new record high for the month.

## Quick Facts

<b>- 0.2%</b>	<b>+ 13.9%</b>	<b>+ 8.7%</b>
Change in Combined Closed Sales	Change in Combined Avg. Sales Price	Change in Combined Supply

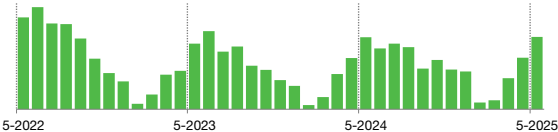
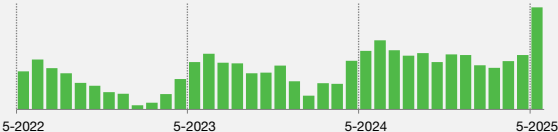
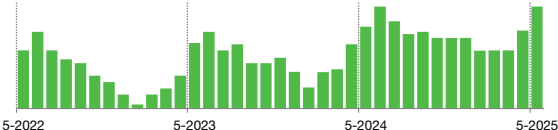
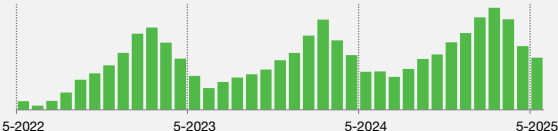
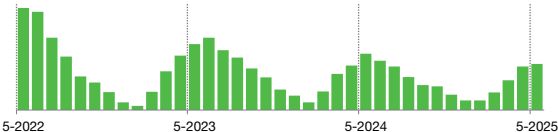

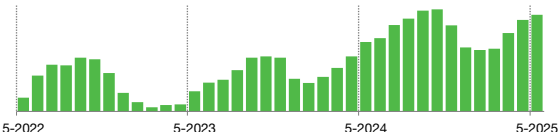
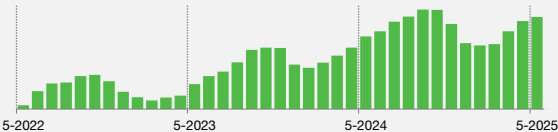
Residential real estate activity in the Kansas counties of Atchison, Douglas, Franklin, Jefferson, Johnson, Leavenworth, Linn, Miami and Wyandotte and the Missouri counties of Bates, Buchanan, Cass, Clay, Clinton, Jackson, Johnson, Lafayette, Platte and Ray. Percent changes are calculated using rounded 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	5-2024	5-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
Closed Sales		3,474	3,487	+ 0.4%	12,671	12,576	- 0.7%
Average Sales Price		\$346,983	\$402,735	+ 16.1%	\$321,015	\$352,544	+ 9.8%
Median Sales Price		\$299,000	\$315,000	+ 5.4%	\$275,000	\$293,400	+ 6.7%
Days on Market		25	30	+ 20.0%	33	38	+ 15.2%
Pct. of Orig. Price Received		99.5%	98.6%	- 0.9%	97.9%	97.6%	- 0.3%
Pending Sales		3,248	3,456	+ 6.4%	14,263	14,526	+ 1.8%
Inventory		5,439	6,269	+ 15.3%	--	--	--
Supply		2.0	2.3	+ 15.0%	--	--	--

# New Homes Market Overview

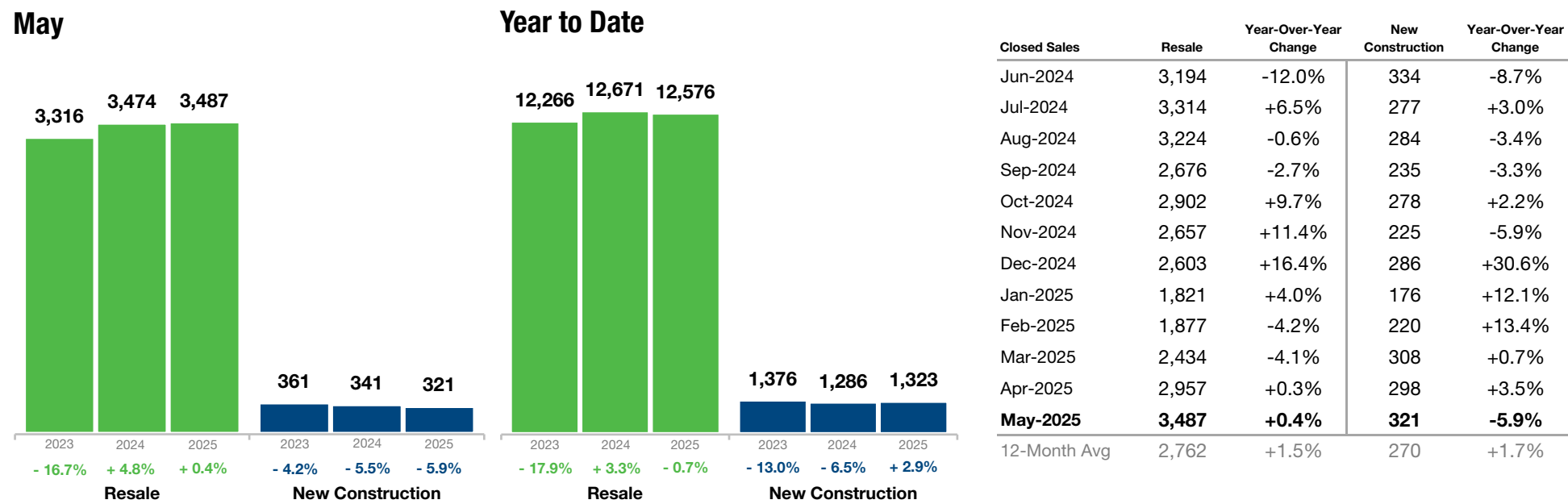
Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



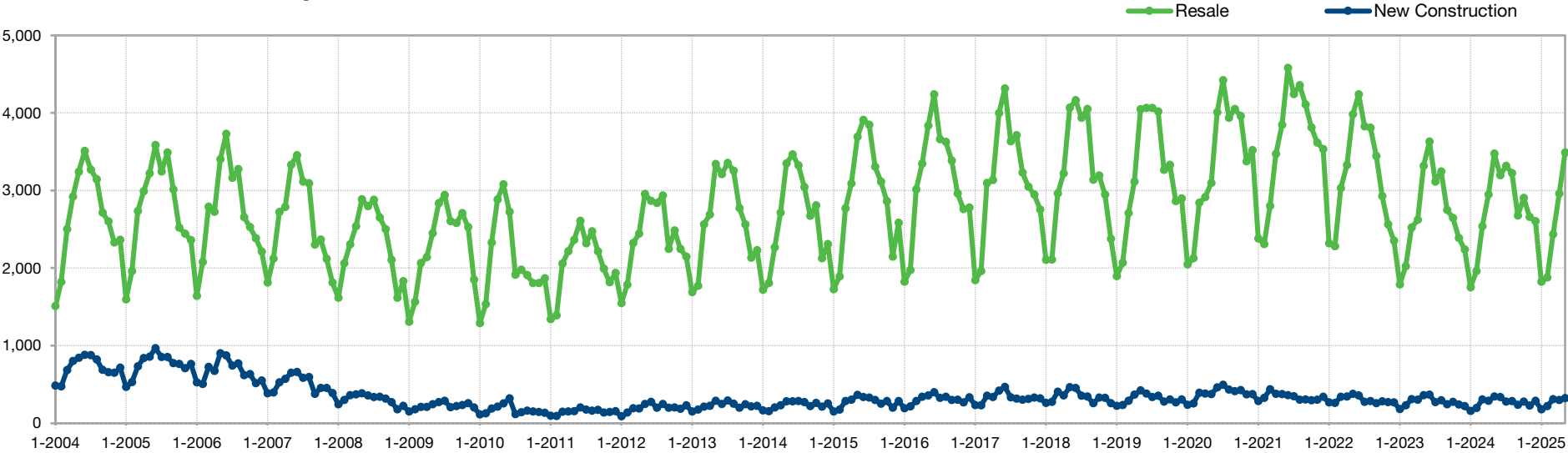
Key Metrics	Historical Sparkbars	5-2024	5-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
Closed Sales		341	321	- 5.9%	1,286	1,323	+ 2.9%
Average Sales Price		\$576,341	\$591,156	+ 2.6%	\$578,832	\$572,519	- 1.1%
Median Sales Price		\$525,000	\$534,098	+ 1.7%	\$529,925	\$499,900	- 5.7%
Days on Market		137	132	- 3.6%	153	124	- 19.0%
Pct. of Orig. Price Received		101.0%	101.1%	+ 0.1%	100.1%	100.5%	+ 0.4%
Pending Sales		329	307	- 6.7%	1,752	1,548	- 11.6%
Inventory		1,443	1,433	- 0.7%	--	--	--
Supply		5.4	5.3	- 1.9%	--	--	--

# Closed Sales

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

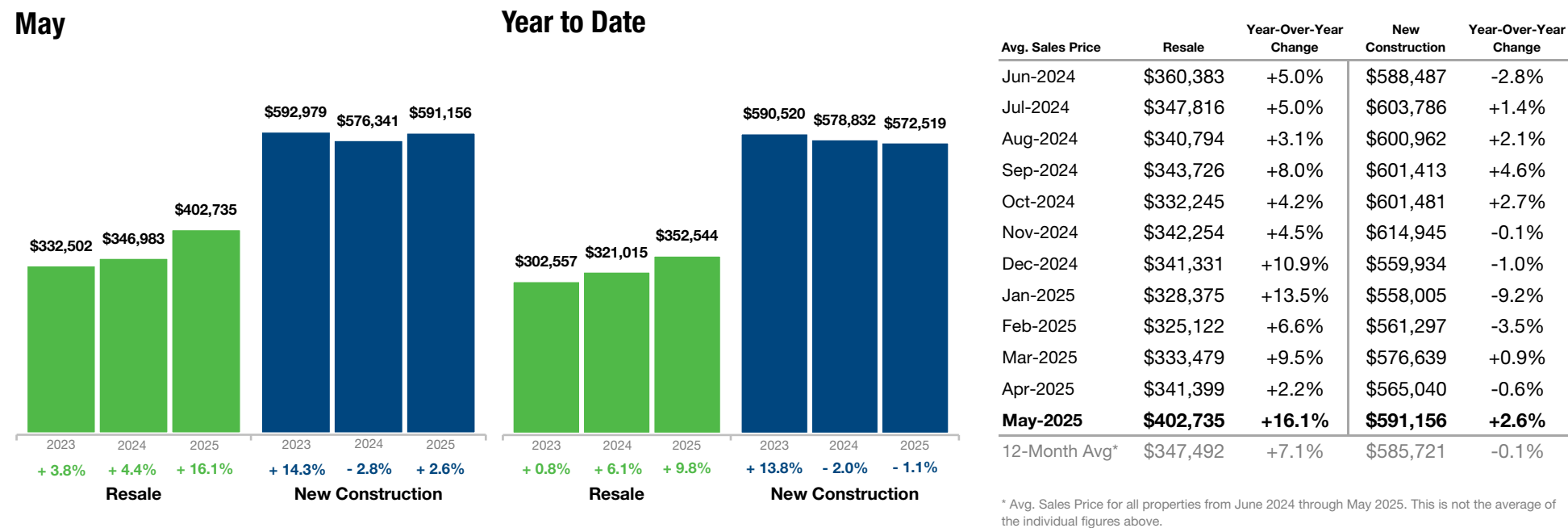


## Historical Closed Sales by Month

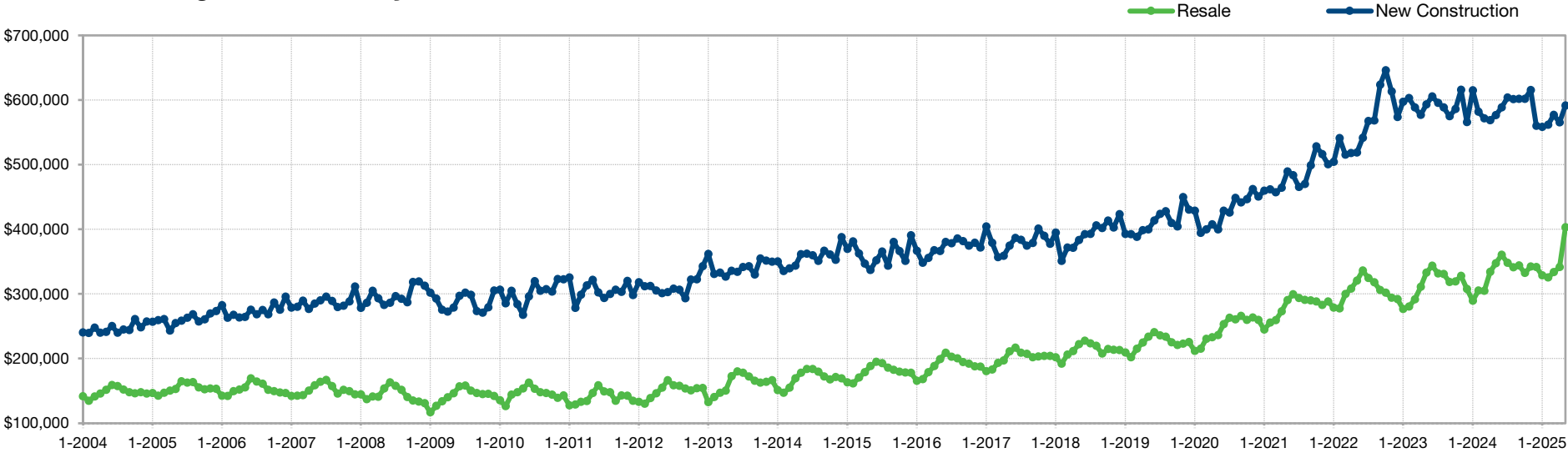


# Average Sales Price

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

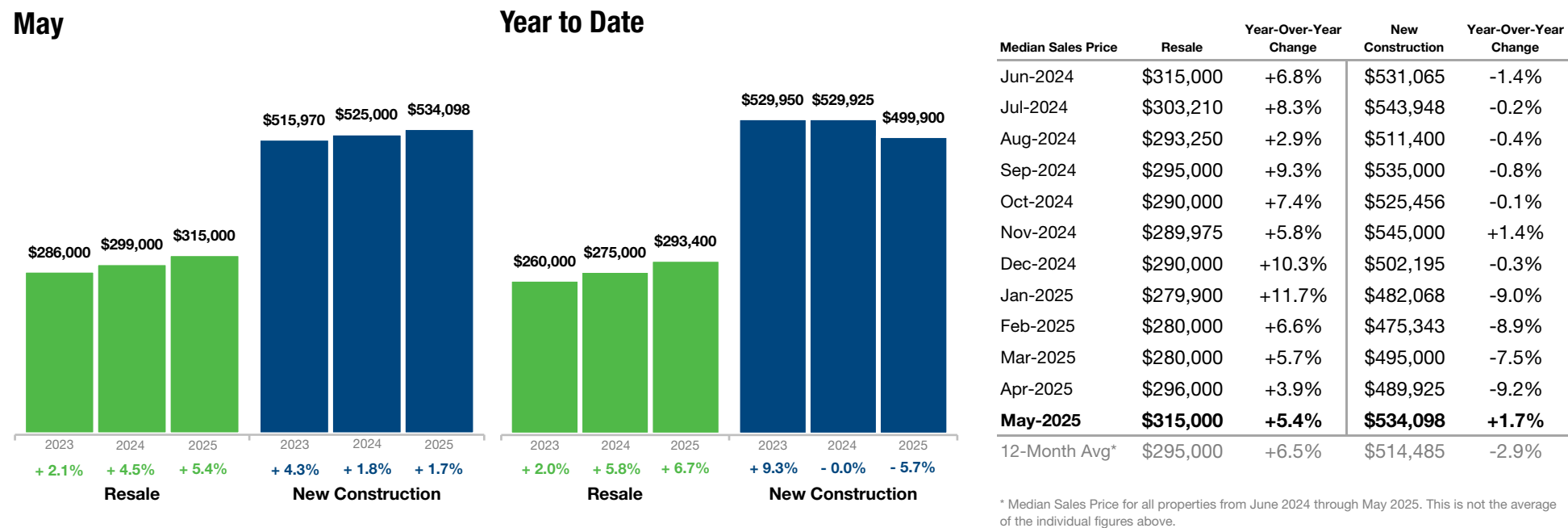


## Historical Average Sales Price by Month

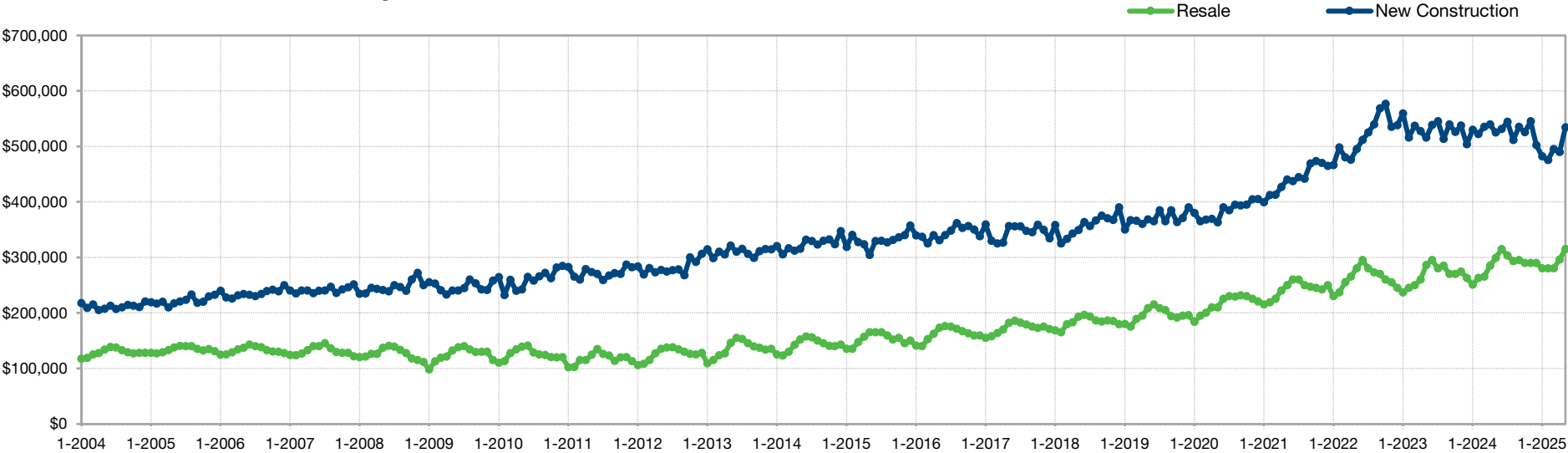


# Median Sales Price

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

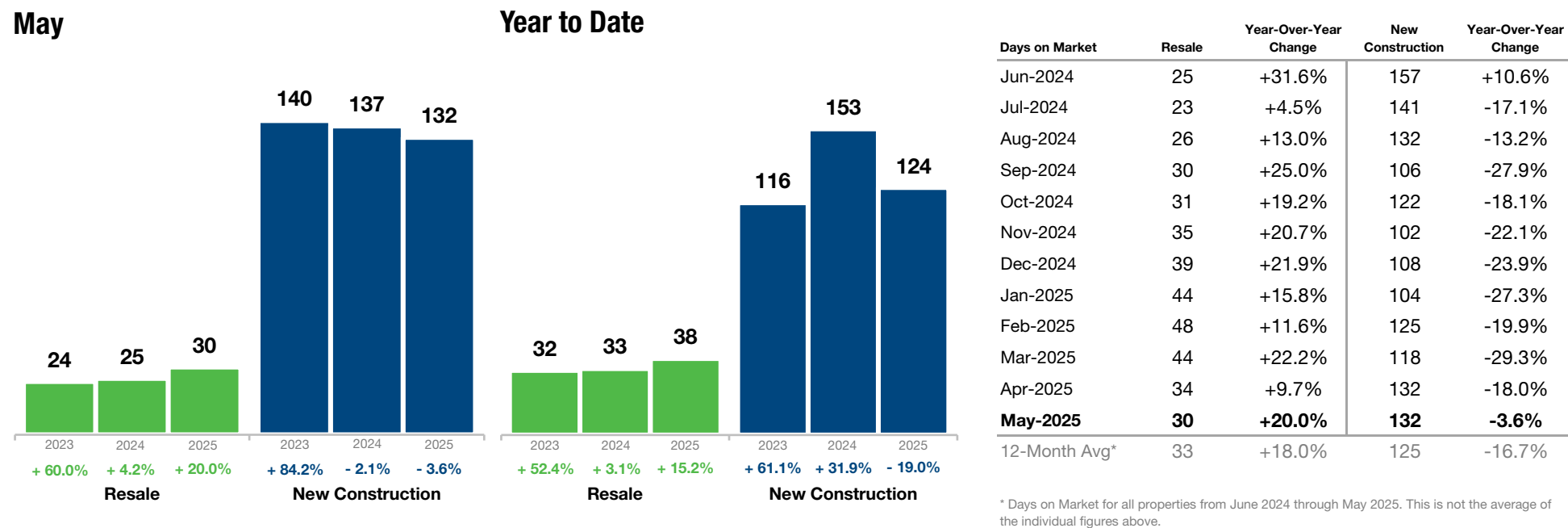


## Historical Median Sales Price by Month

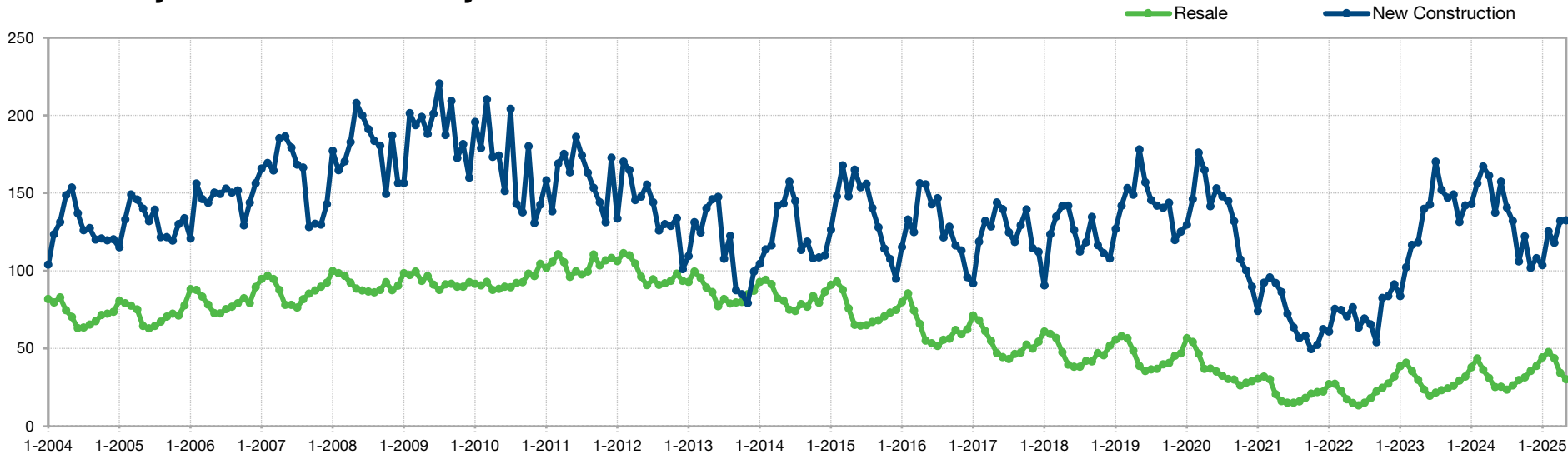


# Days on Market Until Sale

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

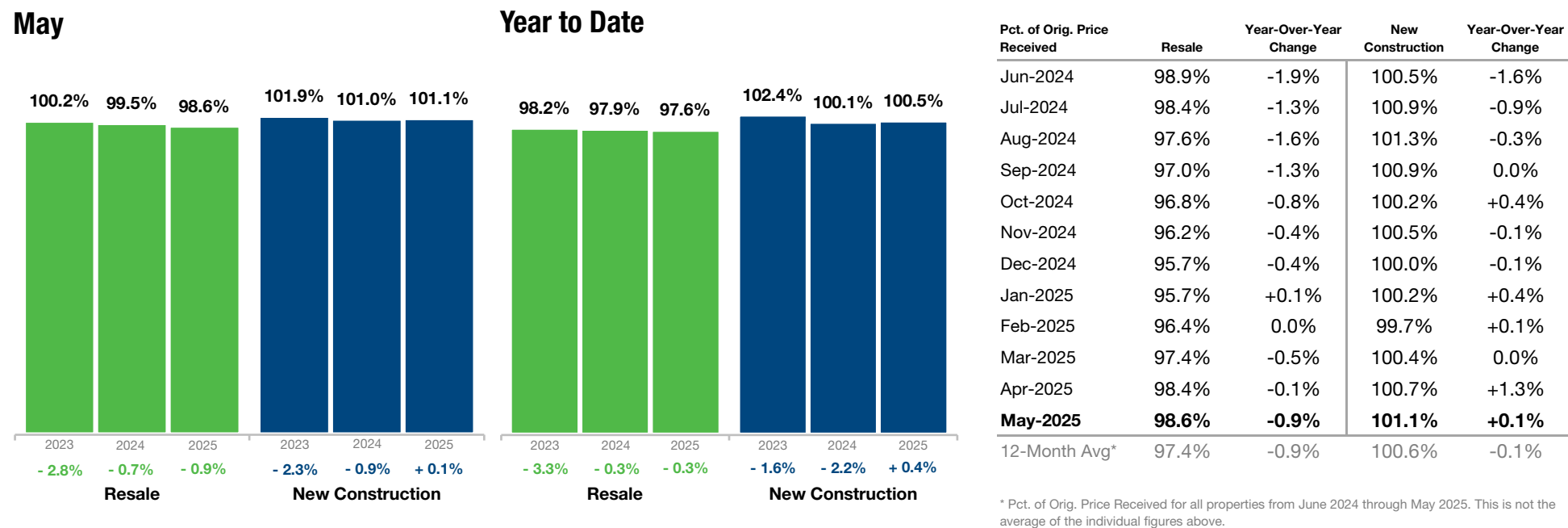


## Historical Days on Market Until Sale by Month

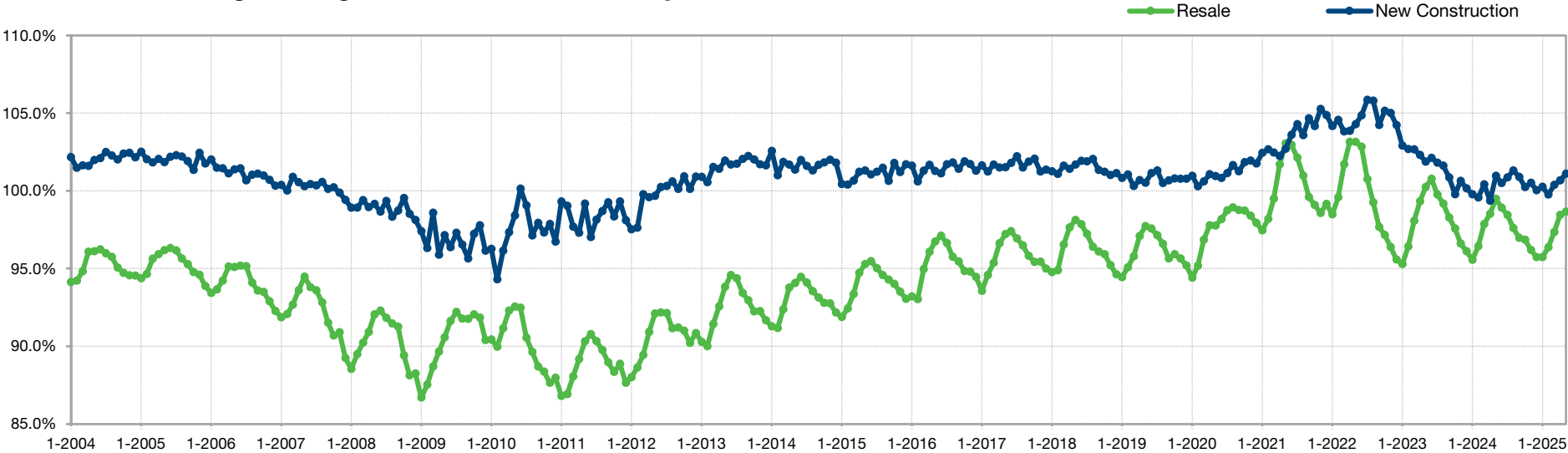


# Percentage of Original List Price Received

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.



## Historical Percentage of Original List Price Received by Month



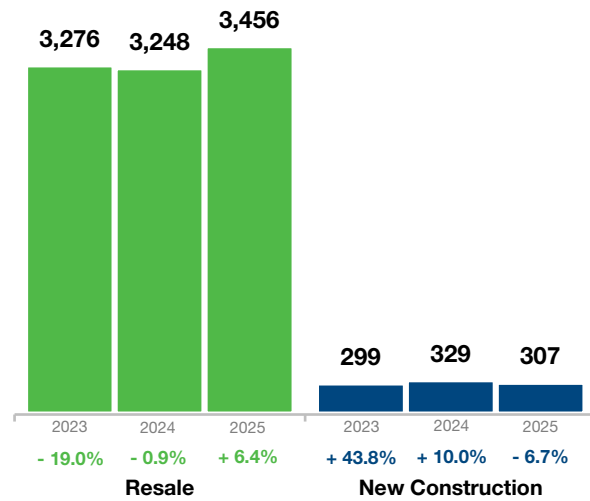


# Pending Sales

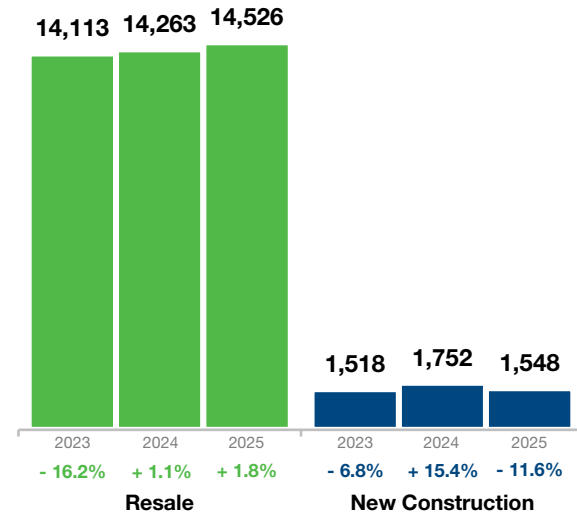
A count of the properties on which offers have been accepted in a given month.



## May

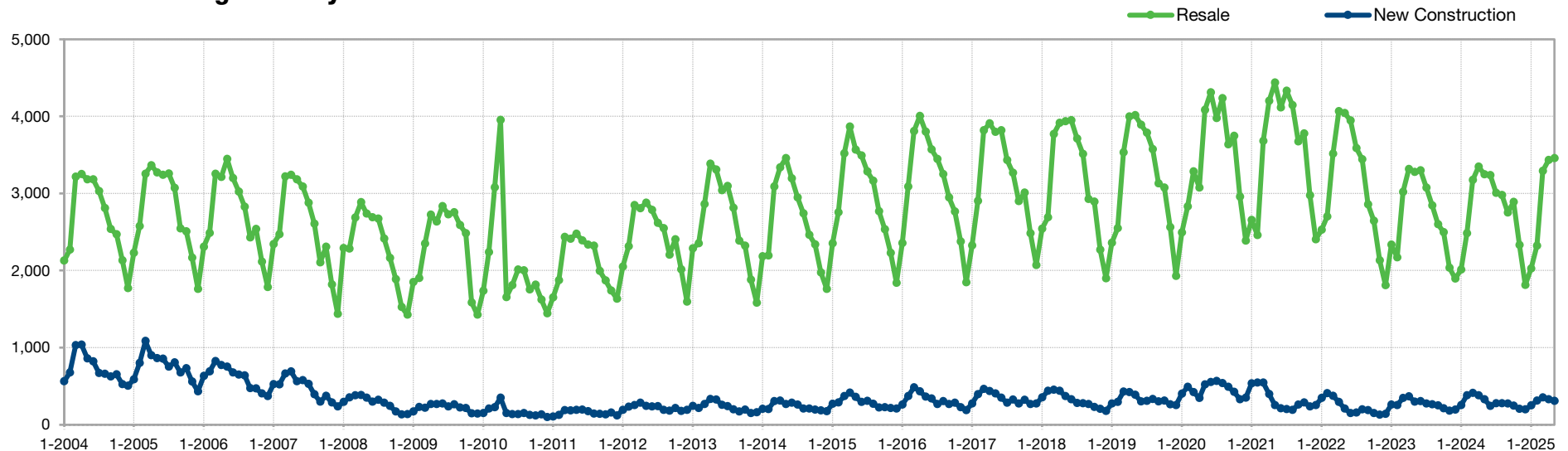


## Year to Date



Pending Sales	Resale	Year-Over-Year Change	New Construction	Year-Over-Year Change
Jun-2024	3,238	-1.8%	244	-19.5%
Jul-2024	3,005	-2.2%	277	+1.8%
Aug-2024	2,979	+4.8%	276	+5.3%
Sep-2024	2,752	+5.8%	274	+10.5%
Oct-2024	2,890	+15.7%	247	+17.1%
Nov-2024	2,332	+14.5%	204	+13.3%
Dec-2024	1,813	-4.3%	197	+2.1%
Jan-2025	2,024	+0.7%	248	-2.0%
Feb-2025	2,321	-6.6%	311	-17.9%
Mar-2025	3,292	+3.7%	354	-14.1%
Apr-2025	3,433	+2.6%	328	-13.5%
<b>May-2025</b>	<b>3,456</b>	<b>+6.4%</b>	<b>307</b>	<b>-6.7%</b>
12-Month Avg	2,795	+3.2%	272	-4.5%

## Historical Pending Sales by Month

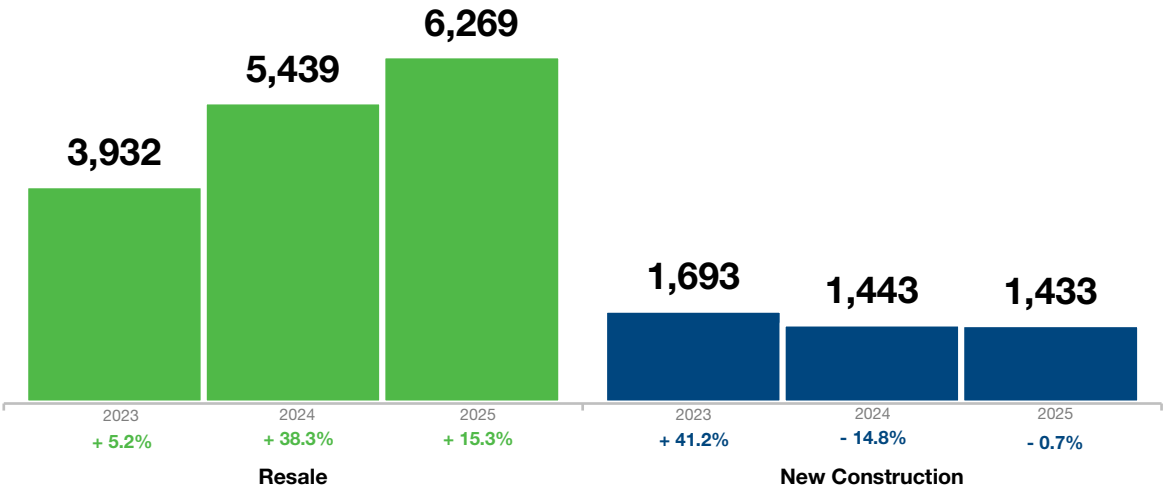


# Inventory

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

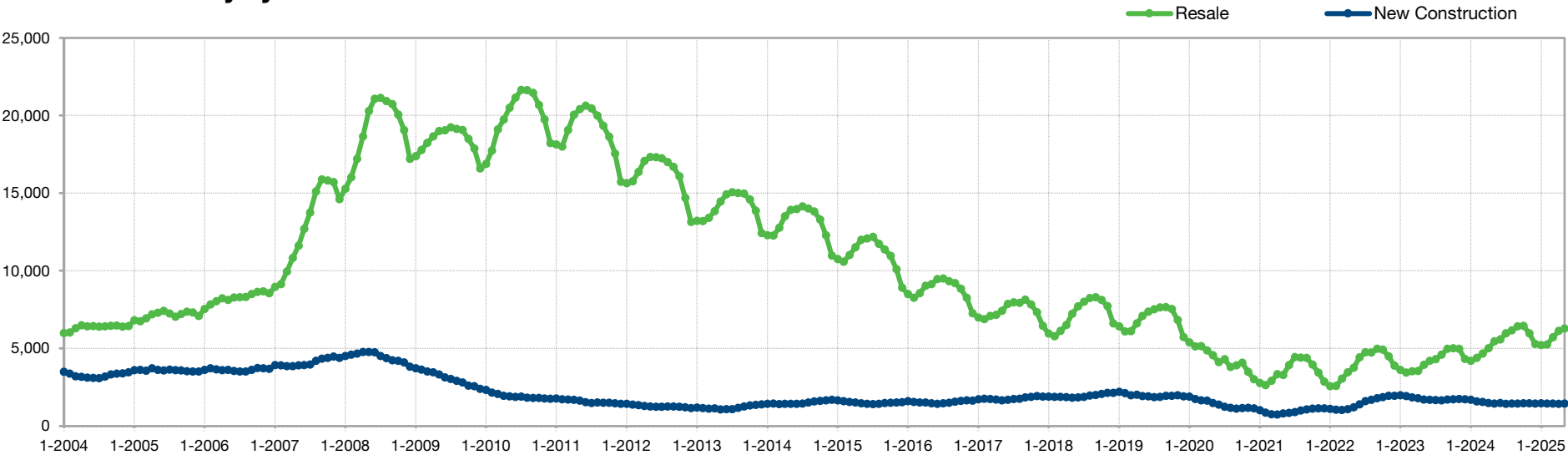


May



Inventory	Resale	Year-Over-Year Change	New Construction	Year-Over-Year Change
Jun-2024	5,561	+32.6%	1,462	-13.2%
Jul-2024	5,958	+39.0%	1,427	-13.9%
Aug-2024	6,155	+34.4%	1,441	-12.7%
Sep-2024	6,401	+29.0%	1,433	-15.3%
Oct-2024	6,438	+28.7%	1,454	-14.9%
Nov-2024	5,955	+19.9%	1,459	-15.4%
Dec-2024	5,274	+22.3%	1,434	-15.8%
Jan-2025	5,197	+24.1%	1,448	-13.3%
Feb-2025	5,237	+19.7%	1,431	-9.4%
Mar-2025	5,711	+22.9%	1,441	-6.1%
Apr-2025	6,116	+22.4%	1,410	-4.5%
May-2025	6,269	+15.3%	1,433	-0.7%
12-Month Avg*	5,856	+25.6%	1,439	-11.5%

## Historical Inventory by Month

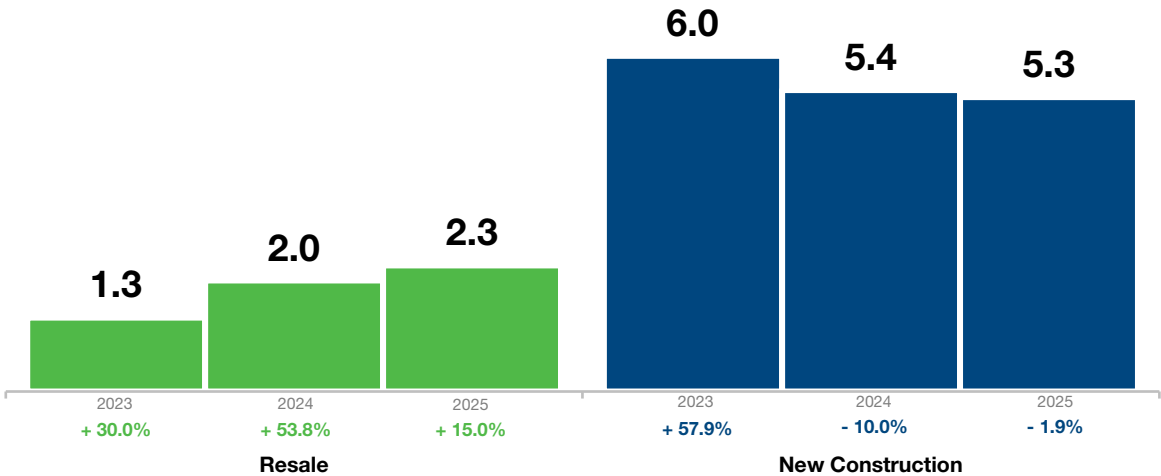


# Supply

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.



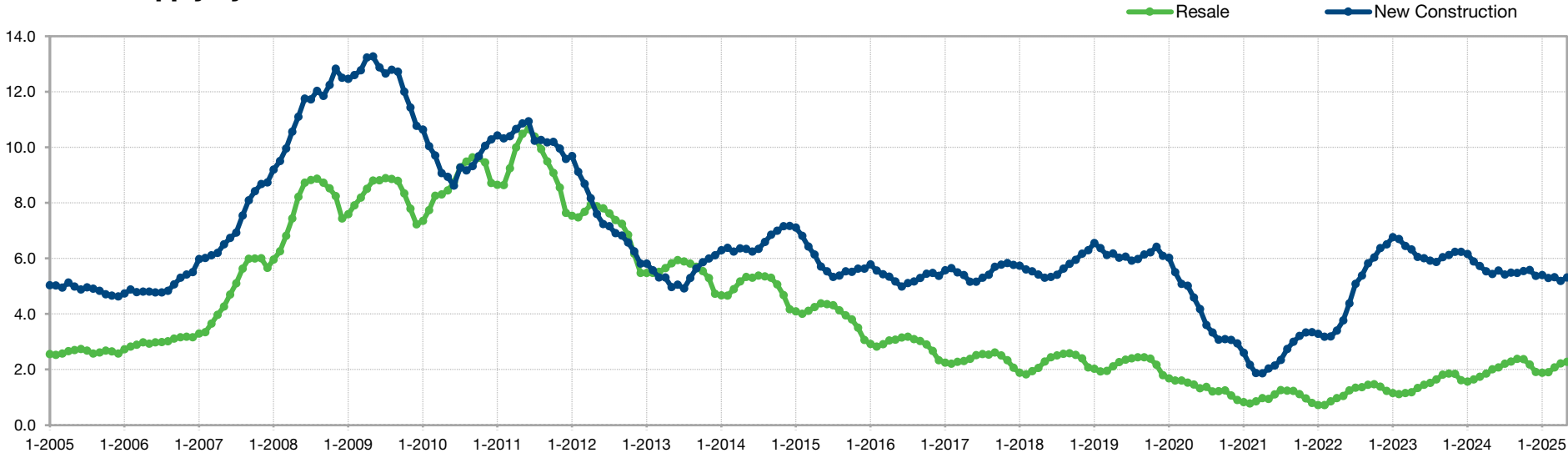
## May



Supply	Resale	Year-Over-Year Change	New Construction	Year-Over-Year Change
Jun-2024	2.1	+50.0%	5.6	-6.7%
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	2.2	+22.2%	5.2	-5.5%
May-2025	2.3	+15.0%	5.3	-1.9%
12-Month Avg*	2.1	+25.6%	5.4	-8.7%

\* Supply for all properties from June 2024 through May 2025. This is not the average of the individual figures above.

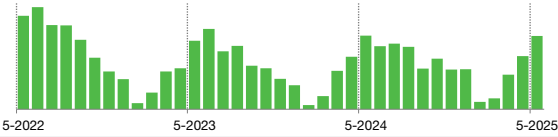
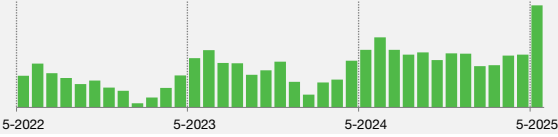
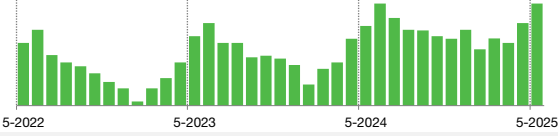
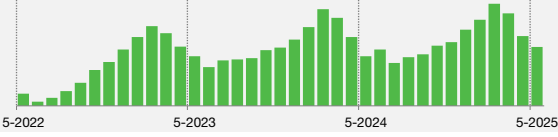
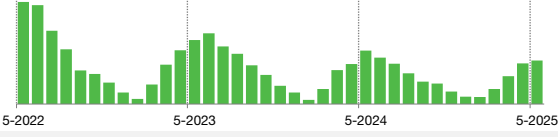
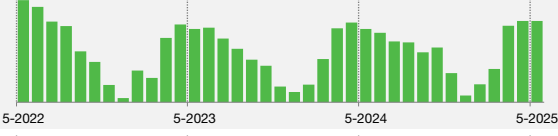
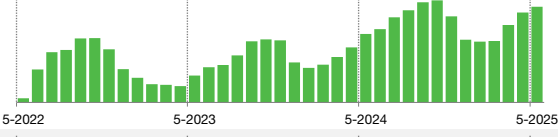
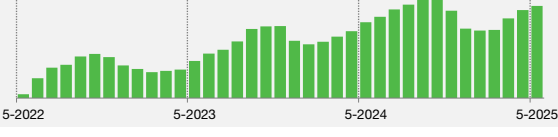
## Historical Supply by Month



# 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	5-2024	5-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
Closed Sales		3,815	3,808	- 0.2%	13,957	13,899	- 0.4%
Average Sales Price		\$367,522	\$418,652	+ 13.9%	\$344,813	\$373,512	+ 8.3%
Median Sales Price		\$313,000	\$330,000	+ 5.4%	\$295,000	\$310,000	+ 5.1%
Days on Market		35	39	+ 11.4%	44	46	+ 4.5%
Pct. of Orig. Price Received		99.6%	98.9%	- 0.7%	98.1%	97.9%	- 0.2%
Pending Sales		3,577	3,763	+ 5.2%	16,015	16,074	+ 0.4%
Inventory		6,882	7,702	+ 11.9%	--	--	--
Supply		2.3	2.5	+ 8.7%	--	--	--