

HEARTLAND MLS

Monthly Indicators

May 2025

U.S. existing-home sales dipped 0.5% month-over-month and 2.0% yearover-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

- 0.2%	+ 13.9%	+ 8.7%
Change in Combined Closed Sales	Change in Combined Avg. Sales Price	Change in Combined Supply

Residental real estate activity in the Kansas counties of Atchison, Douglas, Franklin, Jefferson, Johnson, Levenworth, 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 YTD 2024 YTD 2025 Percent Change Percent Change **Closed Sales** 3,474 3.487 +0.4%12,671 12,576 - 0.7% 5-2022 5-2025 **Average Sales Price** \$346,983 **\$402,735** \$321,015 \$352,544 + 16.1%+ 9.8% 5-202 E 202 **Median Sales Price** \$315,000 \$299,000 \$275,000 +5.4%\$293,400 + 6.7% 5-2022 5-202 **Days on Market** 25 30 33 38 +20.0%+15.2%5-2022 Pct. of Orig. Price Received 99.5% 98.6% - 0.9% 97.9% 97.6% - 0.3% 5-2022 5-2023 5-2024 5-2025 **Pending Sales** 3,248 3,456 +6.4%14,263 14,526 +1.8%5-2022 Inventory 5,439 6.269 +15.3%5-2022 5-2023 5-2024 5-2025 2.0 Supply 2.3 + 15.0%5-2022 5-2023 5-2024 5-2025

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	5-2022 5-2023 5-2024 5-2025	341	321	- 5.9%	1,286	1,323	+ 2.9%
Average Sales Price	5-2022 5-2023 5-2024 5-2025	\$576,341	\$591,156	+ 2.6%	\$578,832	\$572,519	- 1.1%
Median Sales Price	5-2022 5-2023 5-2024 5-2025	\$525,000	\$534,098	+ 1.7%	\$529,925	\$499,900	- 5.7%
Days on Market	5-2022 5-2023 5-2024 5-2025	137	132	- 3.6%	153	124	- 19.0%
Pct. of Orig. Price Received	5-2022 5-2023 5-2024 5-2025	101.0%	101.1%	+ 0.1%	100.1%	100.5%	+ 0.4%
Pending Sales	5-2022 5-2023 5-2024 5-2025	329	307	- 6.7%	1,752	1,548	- 11.6%
Inventory	5-2022 5-2023 5-2024 5-2025	1,443	1,433	- 0.7%			
Supply	5-2022 5-2023 5-2024 5-2025	5.4	5.3	- 1.9%			

Closed Sales

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



Year to Date May 12,266 12,671 12,576 3,474 3,487 3,316 1,376 1,286 361 341 321 2023 2024 2025 2024 2025 2023 2024 2025 2023 2023 2024 - 13.0% - 6.5% - 16.7% + 4.8% + 0.4% - 4.2% - 5.5% - 5.9% - 17.9% + 3.3% - 0.7% Resale **New Construction** Resale **New Construction**

Closed Sales	Resale	Year-Over-Year Change	New Construction	Year-Over-Year Change
Jun-2024	3,194	-12.0%	334	-8.7%
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	2,603	+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	2,957	+0.3%	298	+3.5%
May-2025	3,487	+0.4%	321	-5.9%
12-Month Avg	2,762	+1.5%	270	+1.7%

Historical Closed Sales by Month



Current as of June 7, 2025. Report provided by the Kansas City Regional Association of REALTORS®. All data from Heartland Multiple Listing Service. Report © 2025 ShowingTime Plus, LLC. | 4

1,323

2025 + 2.9%

Average Sales Price

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



May



Year to Date

Avg. Sales Price	Resale	Year-Over-Year Change	New Construction	Year-Over-Year Change
Jun-2024	\$360,383	+5.0%	\$588,487	-2.8%
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	\$341,331	+10.9%	\$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	\$333,479	+9.5%	\$576,639	+0.9%
Apr-2025	\$341,399	+2.2%	\$565,040	-0.6%
May-2025	\$402,735	+16.1%	\$591,156	+2.6%
12-Month Avg*	\$347,492	+7.1%	\$585,721	-0.1%

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



Historical Average Sales Price by Month

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Median Sales Price

May

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







* Median Sales Price for all properties from June 2024 through May 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.



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Days on Market	Resale	Year-Over-Year Change	New Construction	Year-Over-Year Change
Jun-2024	25	+31.6%	157	+10.6%
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%
12-Month Avg*	33	+18.0%	125	-16.7%

Historical Days on Market Until Sale by Month

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



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.



Year to Date May 102.4% 100.1% 100.5% 101.9% 101.0% 101.1% 100.2% 99.5% 98.6% 98.2% 97.9% 97.6% 2023 2024 2024 2025 2023 2025 2023 2024 2025 2023 2024 2025 + 0.4% - 2.8% - 0.7% - 0.9% - 2.3% - 0.9% + 0.1% - 3.3% - 0.3% - 0.3% - 1.6% - 2.2% Resale **New Construction** Resale **New Construction**

Pct. of Orig. Price Received	Resale	Year-Over-Year Change	New Construction	Year-Over-Year Change
Jun-2024	98.9%	-1.9%	100.5%	-1.6%
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	97.4%	-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%
12-Month Avg*	97.4%	-0.9%	100.6%	-0.1%

Historical Percentage of Original List Price Received by Month

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



Pending Sales

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



Year to Date May 14,113 14,263 14,526 3,456 3,276 3,248 1,752 1,548 1,518 329 299 307 2023 2024 2024 2025 2023 2024 2025 2025 2023 2023 + 15.4% - 11.6% + 43.8% + 10.0% - 6.8% - 19.0% - 0.9% + 6.4% - **6.7**% - 16.2% + 1.1% + 1.8% Resale **New Construction** Resale **New Construction**

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%
May-2025	3,456	+6.4%	307	-6.7%
12-Month Avg	2,795	+3.2%	272	-4.5%



2024

2025

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Inventory

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



May 6,269 5,439 3,932 1,693 1,443 1,433 2023 2024 2025 2023 - 14.8% + 5.2% + 38.3% + 15.3% + 41.2% - 0.7% **New Construction** Resale

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.





Historical Supply by Month

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



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	5-2022 5-2023 5-2024 5-2025	3,815	3,808	- 0.2%	13,957	13,899	- 0.4%
Average Sales Price	5-2022 5-2023 5-2024 5-2025	\$367,522	\$418,652	+ 13.9%	\$344,813	\$373,512	+ 8.3%
Median Sales Price	5-2022 5-2023 5-2024 5-2025	\$313,000	\$330,000	+ 5.4%	\$295,000	\$310,000	+ 5.1%
Days on Market	5-2022 5-2023 5-2024 5-2025	35	39	+ 11.4%	44	46	+ 4.5%
Pct. of Orig. Price Received	5-2022 5-2023 5-2024 5-2025	99.6%	98.9%	- 0.7%	98.1%	97.9%	- 0.2%
Pending Sales	5 -2022 5 -2023 5 -2024 5 -2025	3,577	3,763	+ 5.2%	16,015	16,074	+ 0.4%
Inventory	5-2022 5-2023 5-2024 5-2025	6,882	7,702	+ 11.9%			
Supply	5-2022 5-2023 5-2024 5-2025	2.3	2.5	+ 8.7%			