

# Monthly Indicators

## January 2016

The natural ending point that is each December gives way every year to the optimism of January. This is particularly pronounced when the economy is strong and economists across the land are predicting increases in both prices and home sales. Granted, there has been some measured language surrounding the positive thinking. Although we are looking forward to a mostly decent year in real estate, it should be the kind of activity akin to a sure and steady life being lived rather than the jolt of a lottery win, which is just the way we want it.

Closed Sales increased 4.2 percent for existing homes and 24.7 percent for new homes. Pending Sales increased 6.8 percent for existing homes but remained flat for new homes. Inventory decreased 31.8 percent for existing homes and 7.3 percent for new homes.

The Median Sales Price was up 4.3 percent to \$145,000 for existing homes and 4.3 percent to \$342,070 for new homes. Days on Market decreased 12.6 percent for existing homes and 8.7 percent for new homes. Supply decreased 39.5 percent for existing homes and 21.1 percent for new homes.

Other than the change of another month and year, little else is changed in residential real estate both nationally and locally. Unemployment is solidly about the same, housing metric trends are running about the same for now and the sunny outlook is still at about high noon. Same is the sound of 2016, so get curled up and comfy with the song, because we are likely to sing it a lot this year.

## Quick Facts

**+ 5.9%**

Change in Combined  
**Closed Sales**

**+ 2.1%**

Change in Combined  
**Avg. Sales Price**

**- 35.0%**

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	1-2015	1-2016	Percent Change	YTD 2015	YTD 2016	Percent Change
<b>Closed Sales</b>		1,605	<b>1,673</b>	+ 4.2%	1,605	<b>1,673</b>	+ 4.2%
<b>Average Sales Price</b>		\$169,054	<b>\$170,301</b>	+ 0.7%	\$169,054	<b>\$170,301</b>	+ 0.7%
<b>Median Sales Price</b>		\$139,000	<b>\$145,000</b>	+ 4.3%	\$139,000	<b>\$145,000</b>	+ 4.3%
<b>Days on Market</b>		87	<b>76</b>	- 12.6%	87	<b>76</b>	- 12.6%
<b>Pct. of Orig. Price Received</b>		92.1%	<b>93.7%</b>	+ 1.7%	92.1%	<b>93.7%</b>	+ 1.7%
<b>Pending Sales</b>		2,216	<b>2,367</b>	+ 6.8%	2,216	<b>2,367</b>	+ 6.8%
<b>Inventory</b>		9,236	<b>6,297</b>	- 31.8%	--	--	--
<b>Supply</b>		3.8	<b>2.3</b>	- 39.5%	--	--	--

# 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	1-2015	1-2016	Percent Change	YTD 2015	YTD 2016	Percent Change
<b>Closed Sales</b>		146	<b>182</b>	+ 24.7%	146	<b>182</b>	+ 24.7%
<b>Average Sales Price</b>		\$371,246	<b>\$369,768</b>	- 0.4%	\$371,246	<b>\$369,768</b>	- 0.4%
<b>Median Sales Price</b>		\$327,911	<b>\$342,070</b>	+ 4.3%	\$327,911	<b>\$342,070</b>	+ 4.3%
<b>Days on Market</b>		126	<b>115</b>	- 8.7%	126	<b>115</b>	- 8.7%
<b>Pct. of Orig. Price Received</b>		100.5%	<b>101.5%</b>	+ 1.0%	100.5%	<b>101.5%</b>	+ 1.0%
<b>Pending Sales</b>		268	<b>268</b>	0.0%	268	<b>268</b>	0.0%
<b>Inventory</b>		1,624	<b>1,506</b>	- 7.3%	--	--	--
<b>Supply</b>		7.1	<b>5.6</b>	- 21.1%	--	--	--

# 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.

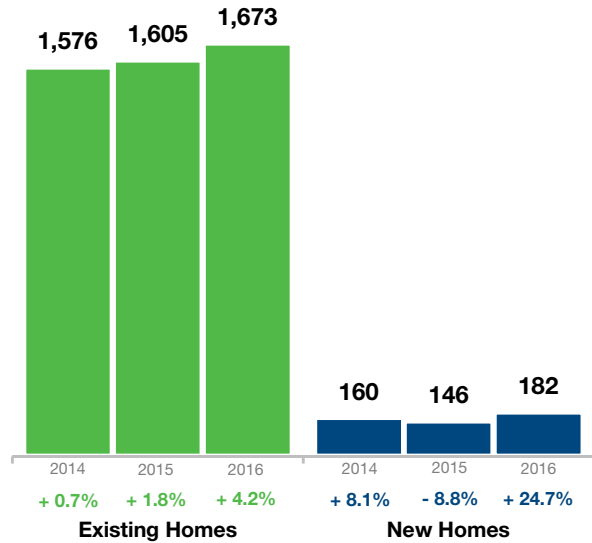
Key Metrics	Historical Sparkbars	1-2015	1-2016	Percent Change	YTD 2015	YTD 2016	Percent Change
<b>Closed Sales</b>		1,751	<b>1,855</b>	+ 5.9%	1,751	<b>1,855</b>	+ 5.9%
<b>Average Sales Price</b>		\$185,971	<b>\$189,935</b>	+ 2.1%	\$185,971	<b>\$189,935</b>	+ 2.1%
<b>Median Sales Price</b>		\$150,000	<b>\$159,900</b>	+ 6.6%	\$150,000	<b>\$159,900</b>	+ 6.6%
<b>Days on Market</b>		91	<b>80</b>	- 12.1%	91	<b>80</b>	- 12.1%
<b>Pct. of Orig. Price Received</b>		92.8%	<b>94.5%</b>	+ 1.8%	92.8%	<b>94.5%</b>	+ 1.8%
<b>Pending Sales</b>		2,485	<b>2,635</b>	+ 6.0%	2,485	<b>2,635</b>	+ 6.0%
<b>Inventory</b>		10,863	<b>7,804</b>	- 28.2%	--	--	--
<b>Supply</b>		4.0	<b>2.6</b>	- 35.0%	--	--	--

# Closed Sales

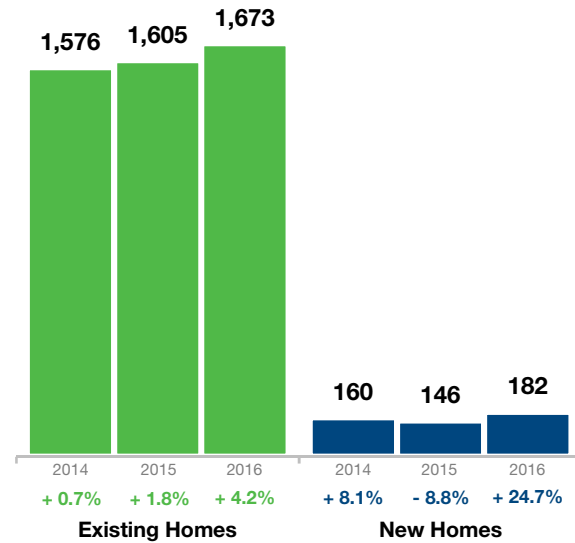
A count of the actual sales that closed in a given month.



## January

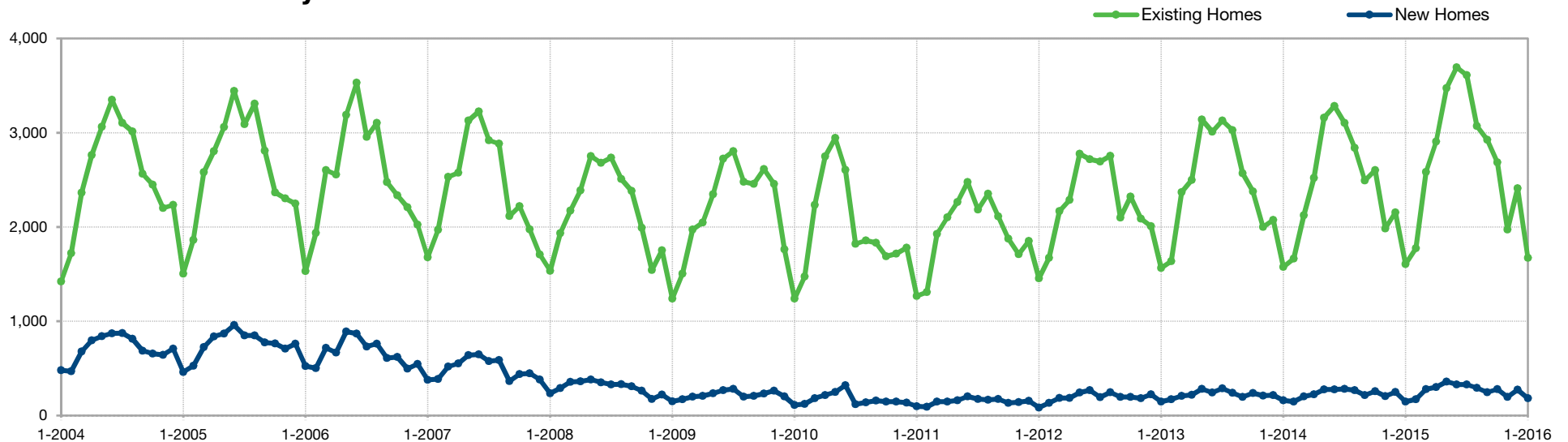


## Year to Date



	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
Feb-2015	1,774	+6.7%	173	+16.9%
Mar-2015	2,584	+21.7%	278	+37.6%
Apr-2015	2,905	+15.3%	301	+33.8%
May-2015	3,472	+9.9%	359	+29.6%
Jun-2015	3,694	+12.5%	329	+19.2%
Jul-2015	3,610	+16.3%	328	+16.7%
Aug-2015	3,070	+8.1%	294	+9.7%
Sep-2015	2,926	+17.3%	245	+14.0%
Oct-2015	2,686	+3.2%	280	+8.5%
Nov-2015	1,973	-0.5%	196	-4.4%
Dec-2015	2,411	+11.9%	274	+10.0%
<b>Jan-2016</b>	<b>1,673</b>	<b>+4.2%</b>	<b>182</b>	<b>+24.7%</b>
12-Month Avg	2,732	+11.0%	270	+17.8%

## Historical Closed Sales by Month



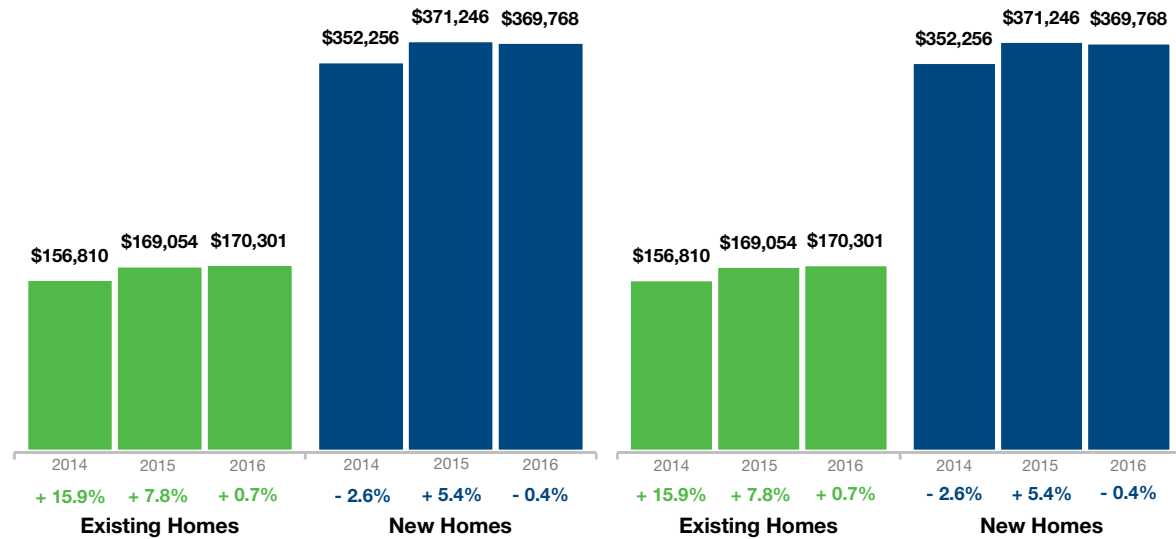
# Average Sales Price

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



## January

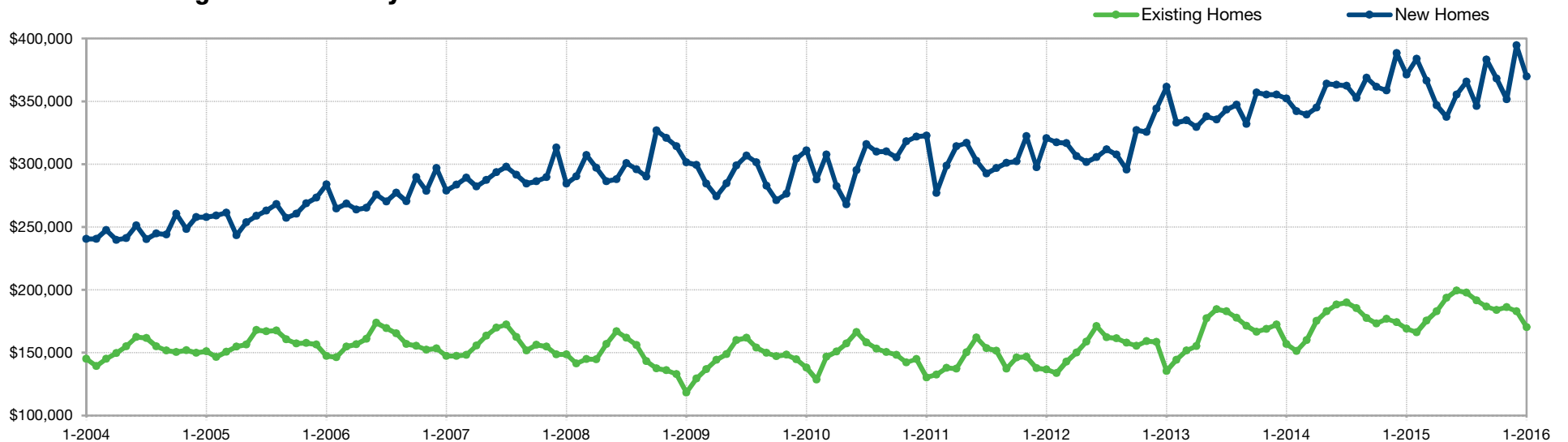
## Year to Date



Avg. Sales Price	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
Feb-2015	\$166,112	+9.7%	\$383,869	+12.2%
Mar-2015	\$175,411	+9.7%	\$366,426	+8.0%
Apr-2015	\$182,871	+4.3%	\$346,777	+0.5%
May-2015	\$193,676	+5.9%	\$337,638	-7.2%
Jun-2015	\$199,493	+6.0%	\$355,291	-2.2%
Jul-2015	\$197,722	+4.1%	\$365,532	+0.9%
Aug-2015	\$191,552	+3.3%	\$346,313	-1.8%
Sep-2015	\$186,596	+5.1%	\$383,126	+3.9%
Oct-2015	\$184,019	+6.3%	\$368,101	+1.8%
Nov-2015	\$186,106	+5.2%	\$351,491	-2.0%
Dec-2015	\$182,920	+5.1%	\$394,465	+1.6%
<b>Jan-2016</b>	<b>\$170,301</b>	<b>+0.7%</b>	<b>\$369,768</b>	<b>-0.4%</b>
12-Month Avg*	\$177,296	+5.4%	\$360,400	+0.5%

\* Avg. Sales Price for all properties from February 2015 through January 2016. This is not the average of the individual figures above.

## Historical Average Sales Price by Month



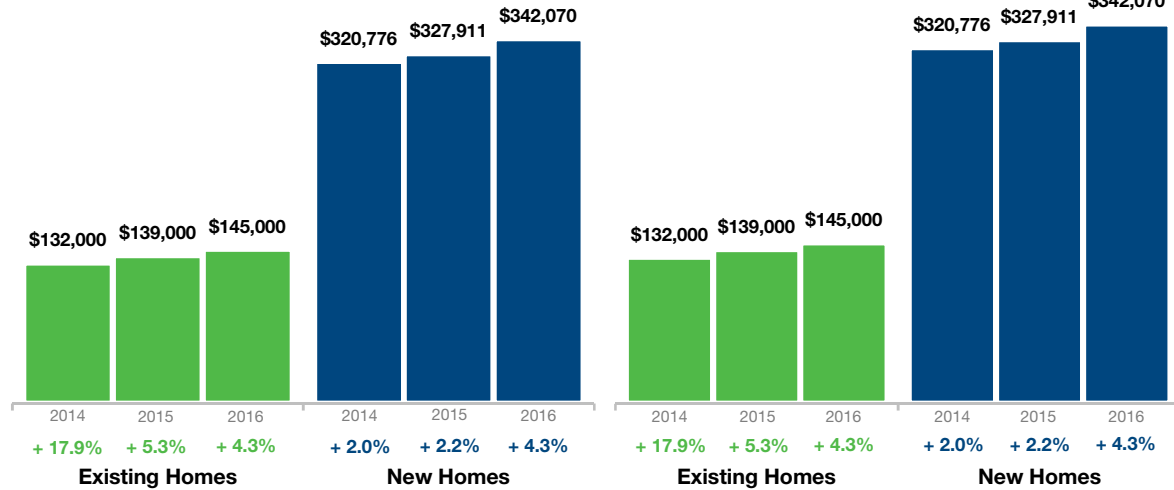
# Median Sales Price

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



## January

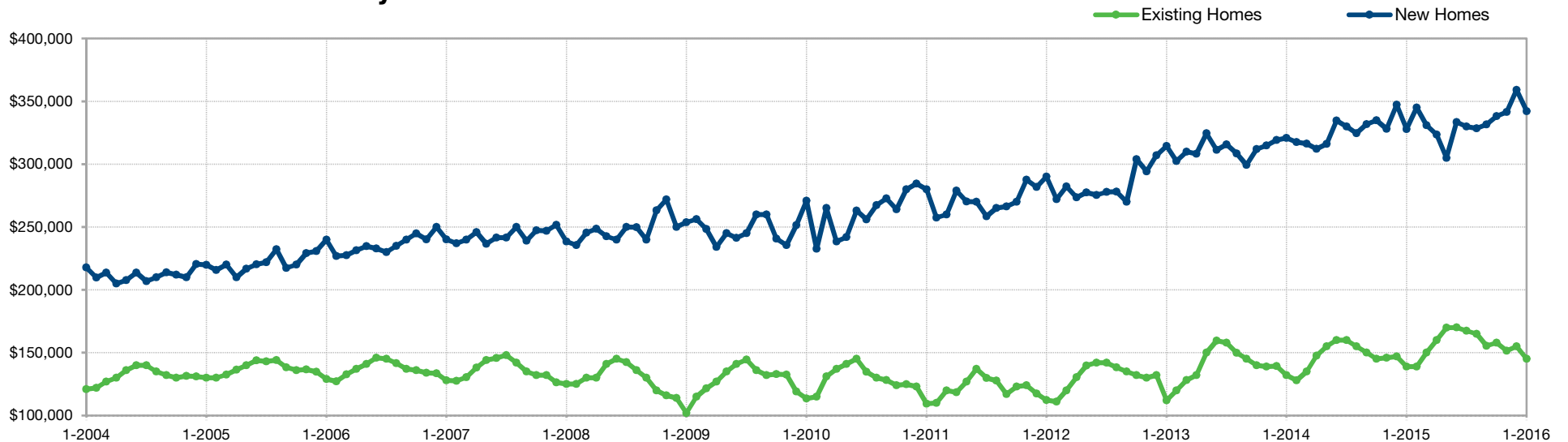
## Year to Date



Month	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
Feb-2015	\$139,000	+8.6%	\$344,950	+8.6%
Mar-2015	\$150,000	+11.1%	\$331,000	+4.7%
Apr-2015	\$159,900	+8.4%	\$323,450	+3.6%
May-2015	\$169,900	+9.6%	\$304,850	-3.5%
Jun-2015	\$170,000	+6.3%	\$333,326	-0.4%
Jul-2015	\$167,500	+4.7%	\$329,975	+0.0%
Aug-2015	\$165,000	+6.5%	\$328,398	+1.2%
Sep-2015	\$155,327	+3.6%	\$331,611	-0.1%
Oct-2015	\$158,000	+9.0%	\$338,250	+1.0%
Nov-2015	\$151,500	+3.8%	\$341,570	+4.1%
Dec-2015	\$155,000	+5.4%	\$359,100	+3.4%
<b>Jan-2016</b>	<b>\$145,000</b>	<b>+4.3%</b>	<b>\$342,070</b>	<b>+4.3%</b>
12-Month Avg*	\$149,925	+6.5%	\$326,051	+1.9%

\* Median Sales Price for all properties from February 2015 through January 2016. This is not the average of the individual figures above.

## Historical Median Sales Price by Month



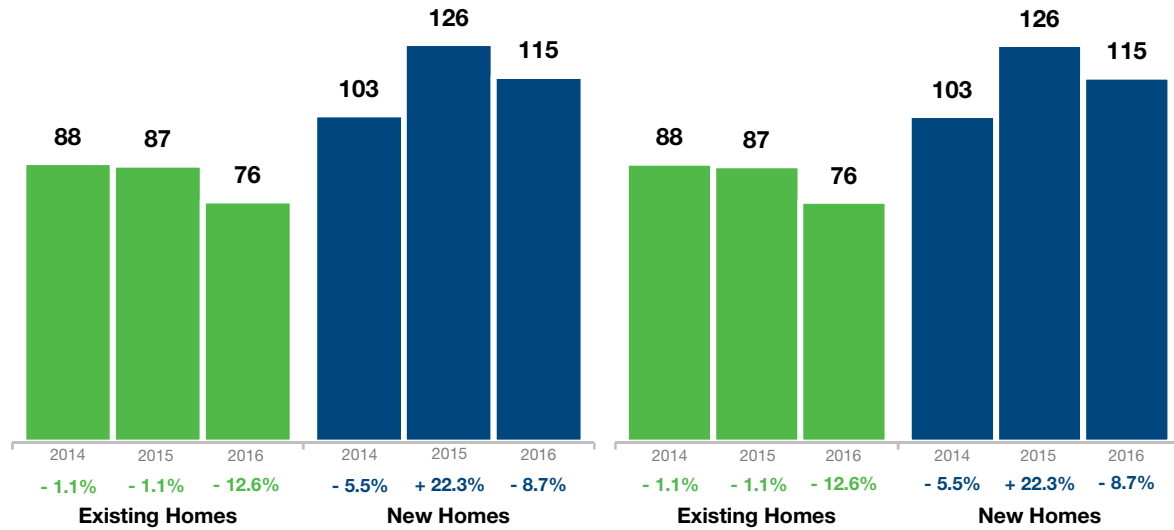
# Days on Market Until Sale

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



## January

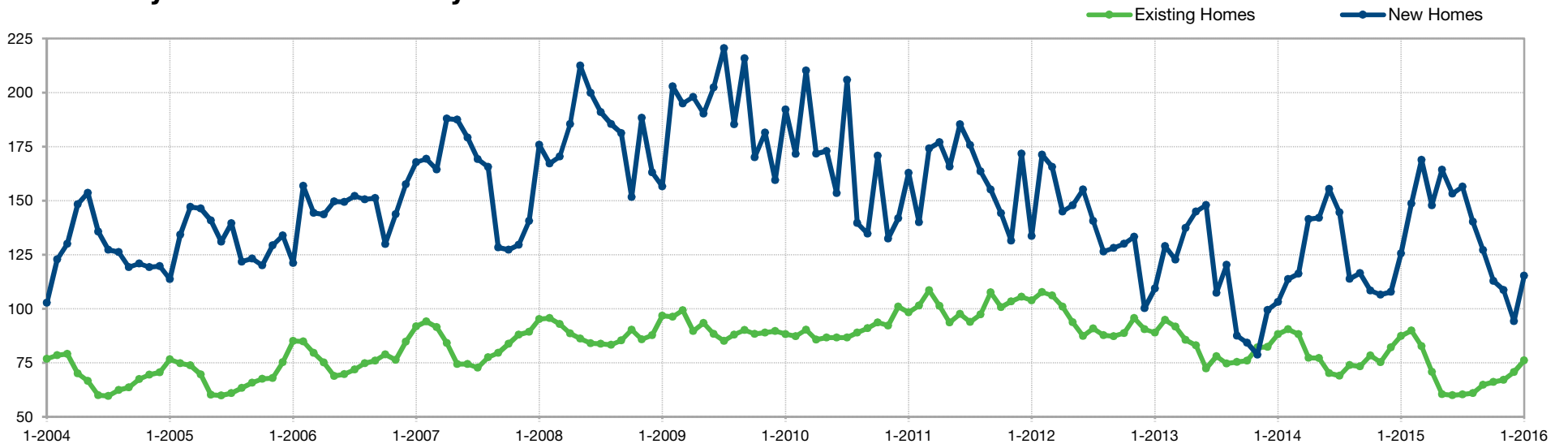
## Year to Date



Days on Market	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
Feb-2015	90	-1.1%	149	+30.7%
Mar-2015	83	-5.7%	169	+45.7%
Apr-2015	71	-7.8%	148	+5.0%
May-2015	60	-22.1%	164	+15.5%
Jun-2015	60	-14.3%	153	-1.3%
Jul-2015	60	-13.0%	157	+8.3%
Aug-2015	61	-17.6%	140	+22.8%
Sep-2015	65	-11.0%	127	+8.5%
Oct-2015	66	-15.4%	113	+4.6%
Nov-2015	67	-10.7%	109	+2.8%
Dec-2015	71	-13.4%	94	-13.0%
<b>Jan-2016</b>	<b>76</b>	<b>-12.6%</b>	<b>115</b>	<b>-8.7%</b>
12-Month Avg*	77	-12.8%	126	+10.6%

\* Days on Market for all properties from February 2015 through January 2016. This is not the average of the individual figures above.

## Historical Days on Market Until Sale by Month





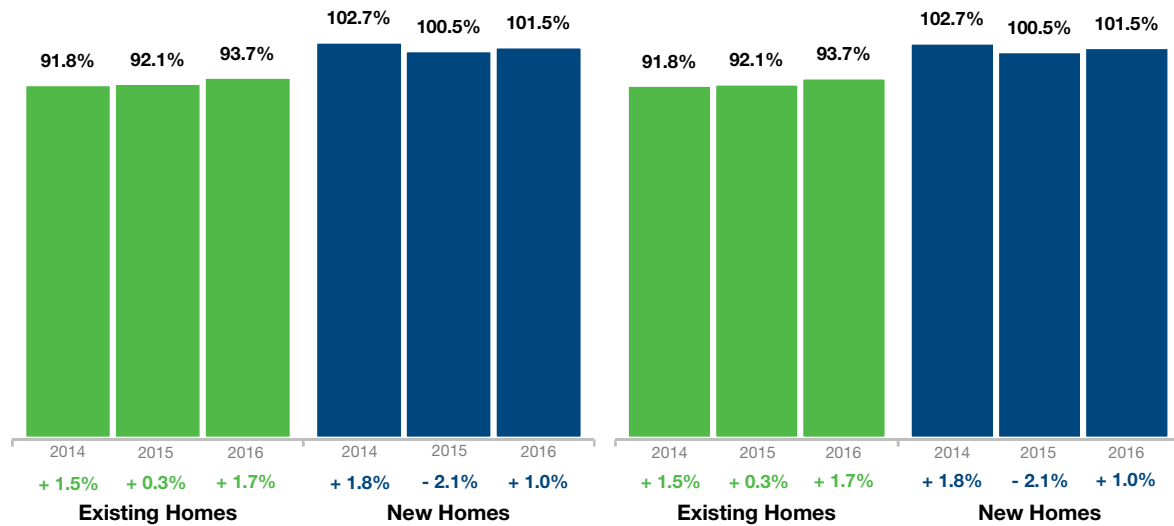
# Percentage of Original List Price Received

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.



## January

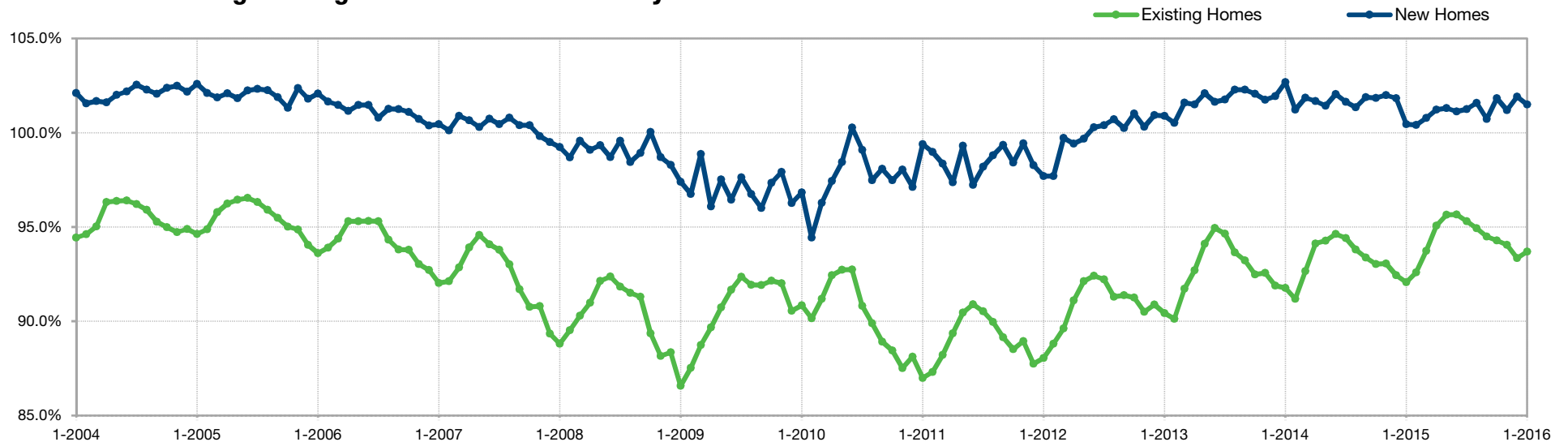
## Year to Date



Pct. of Orig. Price Received	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
Feb-2015	92.6%	+1.5%	100.4%	-0.8%
Mar-2015	93.7%	+1.1%	100.8%	-1.1%
Apr-2015	95.1%	+1.1%	101.2%	-0.5%
May-2015	95.7%	+1.5%	101.3%	-0.1%
Jun-2015	95.7%	+1.2%	101.1%	-1.0%
Jul-2015	95.3%	+1.0%	101.2%	-0.4%
Aug-2015	94.9%	+1.2%	101.6%	+0.3%
Sep-2015	94.5%	+1.2%	100.7%	-1.2%
Oct-2015	94.3%	+1.4%	101.8%	0.0%
Nov-2015	94.0%	+1.0%	101.2%	-0.8%
Dec-2015	93.4%	+1.1%	101.9%	+0.1%
<b>Jan-2016</b>	<b>93.7%</b>	<b>+1.7%</b>	<b>101.5%</b>	<b>+1.0%</b>
12-Month Avg*	93.5%	+1.2%	101.6%	-0.4%

\* Pct. of Orig. Price Received for all properties from February 2015 through January 2016. This is not the average of the individual figures above.

## Historical Percentage of Original List Price Received by Month

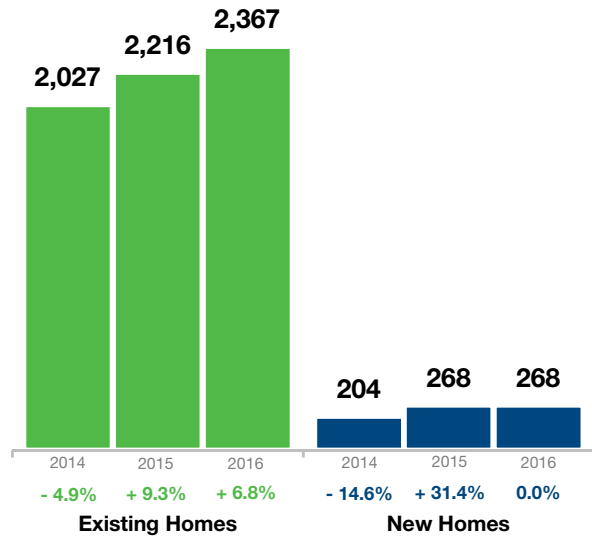


# Pending Sales

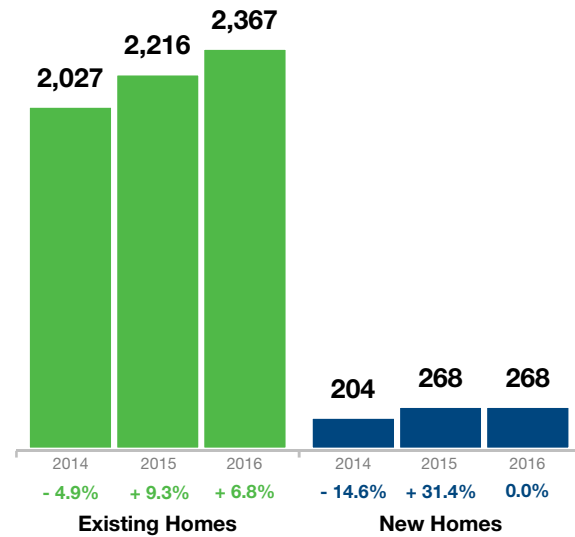
A count of the properties on which offers have been accepted in a given month.



## January

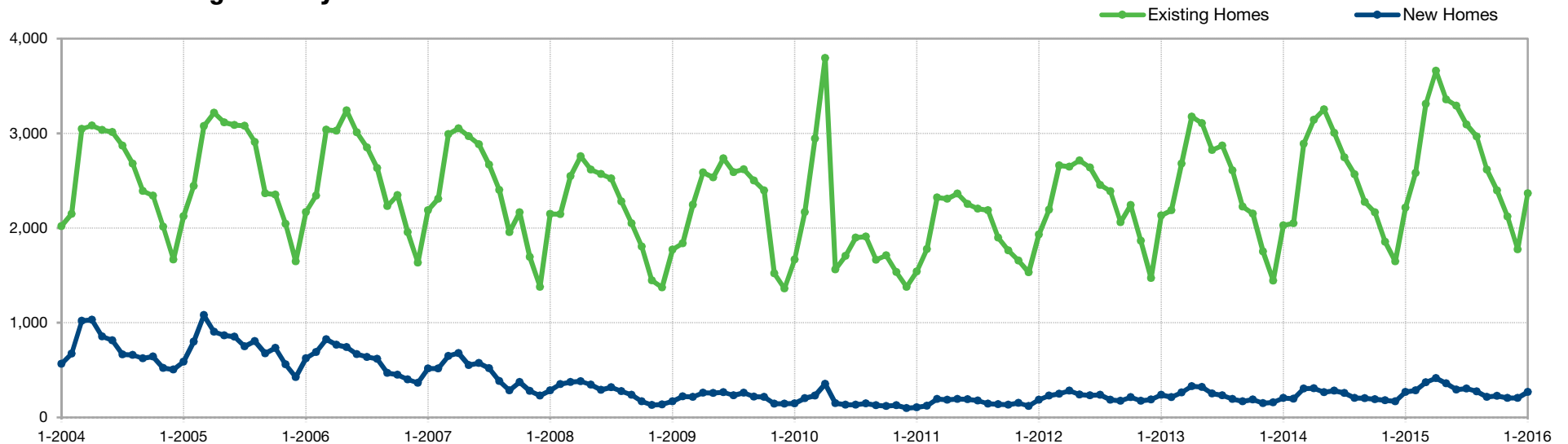


## Year to Date



	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
Feb-2015	2,580	+25.9%	284	+44.2%
Mar-2015	3,311	+14.6%	371	+22.4%
Apr-2015	3,660	+16.4%	414	+34.9%
May-2015	3,358	+3.2%	359	+35.5%
Jun-2015	3,291	+9.5%	292	+3.9%
Jul-2015	3,092	+12.6%	304	+18.3%
Aug-2015	2,967	+15.6%	273	+33.2%
Sep-2015	2,617	+15.0%	217	+6.9%
Oct-2015	2,397	+10.8%	226	+17.7%
Nov-2015	2,121	+14.4%	205	+13.3%
Dec-2015	1,774	+7.7%	206	+21.2%
<b>Jan-2016</b>	<b>2,367</b>	<b>+6.8%</b>	<b>268</b>	<b>0.0%</b>
12-Month Avg	2,795	+12.5%	285	+20.9%

## Historical Pending Sales by Month

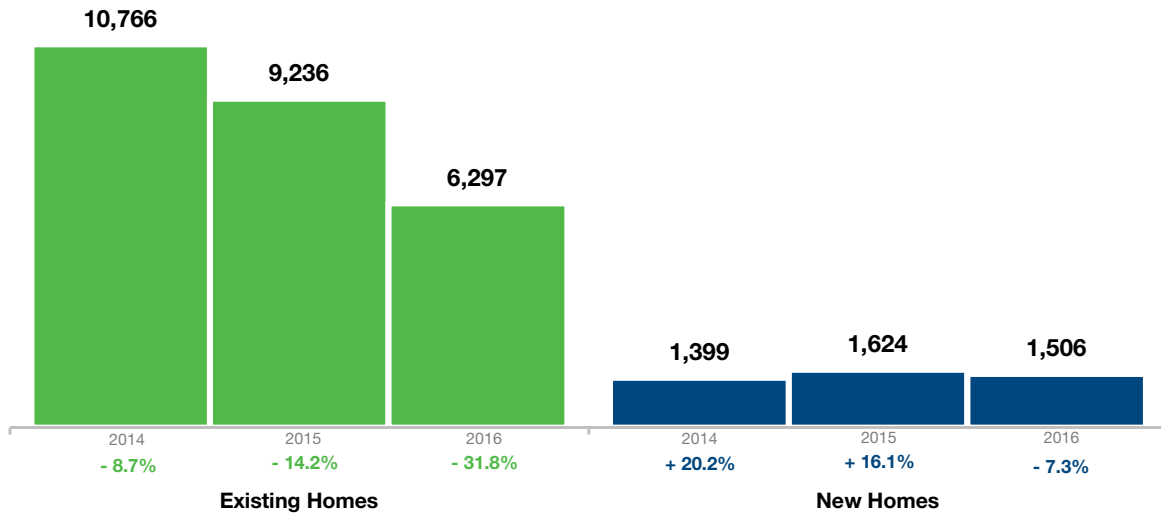


# Inventory

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

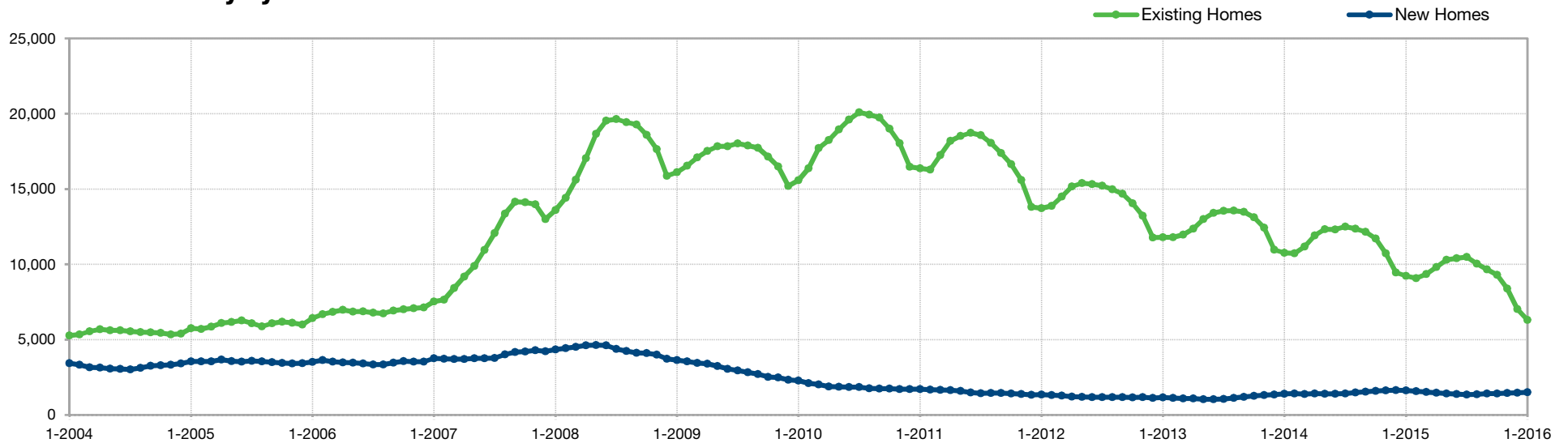


## January



Inventory	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
Feb-2015	9,070	-15.5%	1,569	+11.0%
Mar-2015	9,358	-16.3%	1,517	+9.9%
Apr-2015	9,819	-17.5%	1,478	+4.2%
May-2015	10,297	-16.4%	1,412	+0.5%
Jun-2015	10,397	-15.6%	1,390	-1.0%
Jul-2015	10,480	-16.2%	1,353	-4.9%
Aug-2015	10,035	-18.8%	1,369	-7.6%
Sep-2015	9,665	-20.5%	1,416	-8.3%
Oct-2015	9,299	-20.5%	1,423	-10.7%
Nov-2015	8,380	-21.9%	1,446	-10.9%
Dec-2015	7,023	-25.7%	1,469	-10.8%
<b>Jan-2016</b>	<b>6,297</b>	<b>-31.8%</b>	<b>1,506</b>	<b>-7.3%</b>
12-Month Avg	9,177	-19.4%	1,446	-3.4%

## Historical Inventory by Month

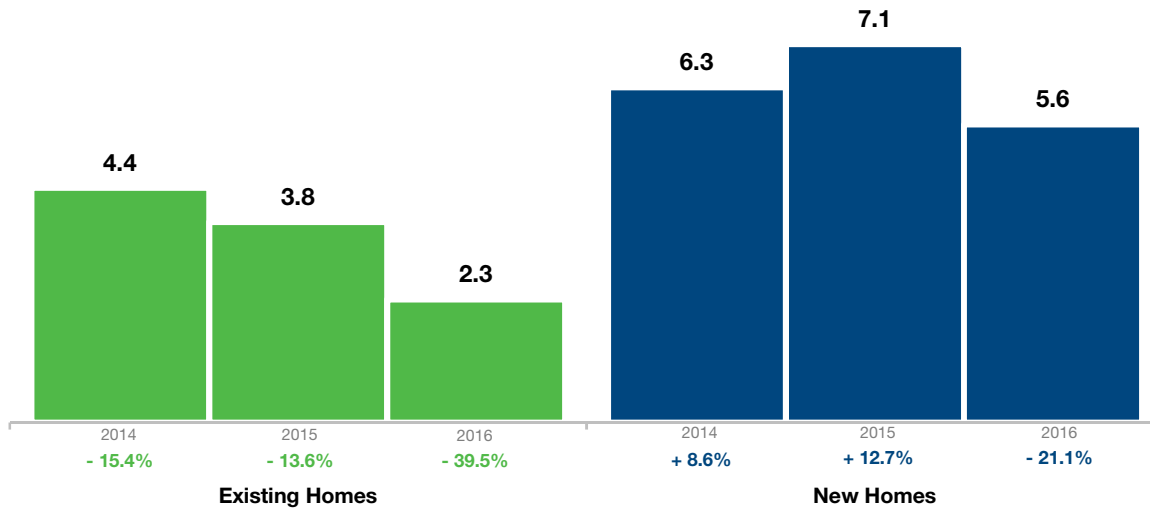


# Supply

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.



## January



Supply	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
Feb-2015	3.7	-15.9%	6.8	+6.3%
Mar-2015	3.7	-19.6%	6.4	+1.6%
Apr-2015	3.9	-20.4%	6.1	-4.7%
May-2015	4.0	-21.6%	5.6	-12.5%
Jun-2015	4.0	-20.0%	5.4	-14.3%
Jul-2015	4.0	-21.6%	5.2	-18.8%
Aug-2015	3.8	-25.5%	5.2	-21.2%
Sep-2015	3.6	-28.0%	5.4	-20.6%
Oct-2015	3.4	-29.2%	5.4	-22.9%
Nov-2015	3.1	-29.5%	5.5	-22.5%
Dec-2015	2.6	-31.6%	5.5	-22.5%
<b>Jan-2016</b>	<b>2.3</b>	<b>-39.5%</b>	<b>5.6</b>	<b>-21.1%</b>
12-Month Avg*	4.7	-24.8%	6.7	-14.8%

\* Supply for all properties from February 2015 through January 2016. This is not the average of the individual figures above.

## Historical Supply by Month

