## **New and Existing Homes Combined Activity Overview**

KANSAS CITY REGIONAL ASSOCIATION OF REALTORS\*

**HEARTLAND MLS** 

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

|                              |                                 |           |           |                |           | IIEA      | NTLAND IVILS   |
|------------------------------|---------------------------------|-----------|-----------|----------------|-----------|-----------|----------------|
| Key Metrics                  | Historical Sparkbars            | 11-2021   | 11-2022   | Percent Change | YTD 2021  | YTD 2022  | Percent Change |
| Closed Sales                 | 11-2019 11-2020 11-2021 11-2022 | 3,807     | 2,697     | - 29.2%        | 42,118    | 37,789    | - 10.3%        |
| Average Sales Price          | 11-2019 11-2020 11-2021 11-2022 | \$306,100 | \$331,005 | + 8.1%         | \$303,991 | \$336,602 | + 10.7%        |
| Median Sales Price           | 11-2019 11-2020 11-2021 11-2022 | \$259,000 | \$275,000 | + 6.2%         | \$260,000 | \$287,900 | + 10.7%        |
| Days on Market               | 11-2019 11-2020 11-2021 11-2022 | 23        | 32        | + 39.1%        | 23        | 23        | 0.0%           |
| Pct. of Orig. Price Received | 11-2019 11-2020 11-2021 11-2022 | 99.3%     | 97.3%     | - 2.0%         | 101.0%    | 100.9%    | - 0.1%         |
| Pending Sales                | 11-2019 11-2020 11-2021 11-2022 | 3,138     | 2,228     | - 29.0%        | 43,003    | 37,001    | - 14.0%        |
| Inventory                    | 11-2019 11-2020 11-2021 11-2022 | 4,641     | 5,733     | + 23.5%        |           |           |                |
| Supply                       | 11-2019 11-2020 11-2021 11-2022 | 1.2       | 1.7       | + 41.7%        |           |           |                |