

# Local Market Update for February 2018

A Research Tool Provided by the Kansas City Regional Association of REALTORS®

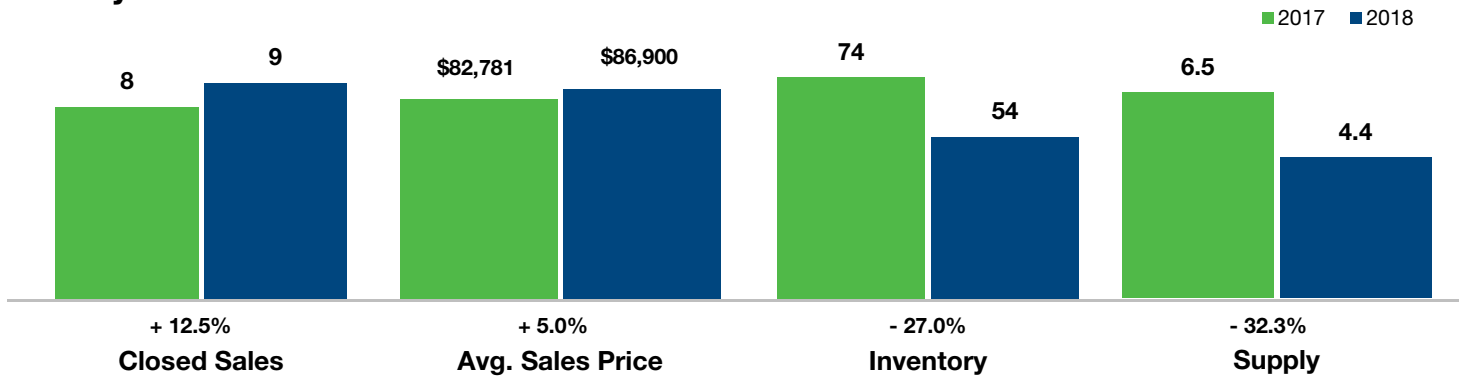


## Atchison, KS

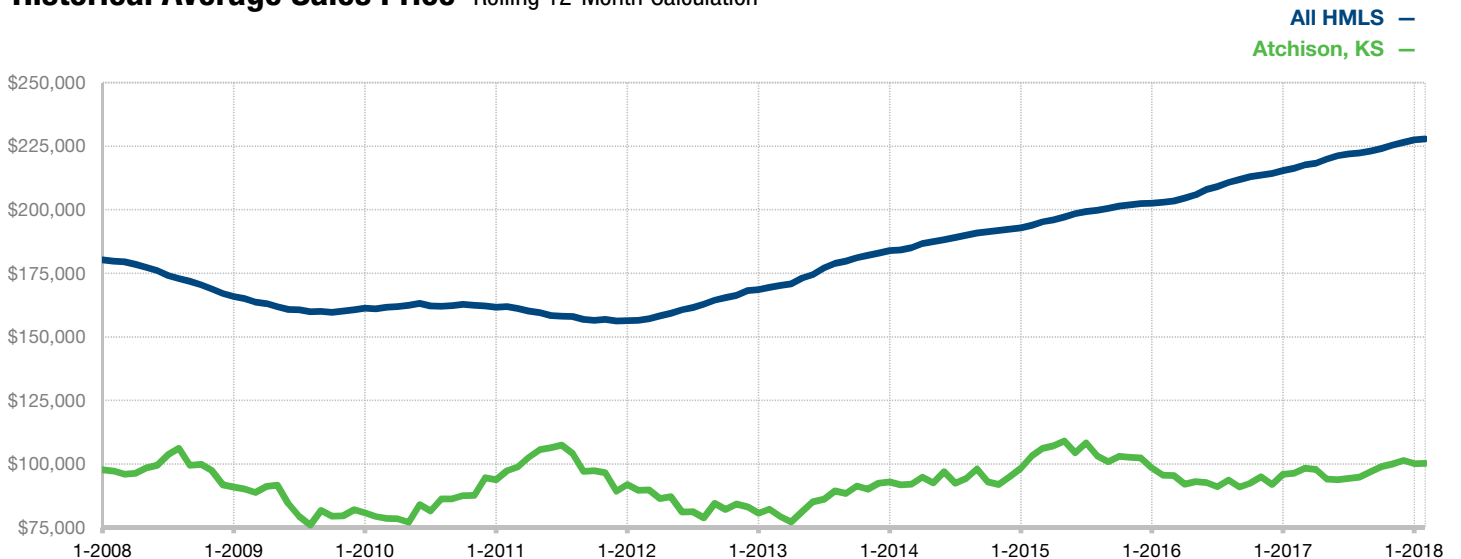
Key Metrics	February			Year to Date		
	2017	2018	Percent Change	Thru 2-2017	Thru 2-2018	Percent Change
Closed Sales	8	9	+ 12.5%	16	21	+ 31.3%
Average Sales Price*	\$82,781	<b>\$86,900</b>	+ 5.0%	\$109,382	<b>\$100,044</b>	- 8.5%
Median Sales Price*	\$49,500	<b>\$102,500</b>	+ 107.1%	\$73,750	<b>\$102,500</b>	+ 39.0%
Days on Market Until Sale	86	103	+ 19.8%	108	134	+ 24.1%
Percentage of Original List Price Received*	84.8%	<b>88.0%</b>	+ 3.8%	89.2%	<b>92.4%</b>	+ 3.6%
Pending Sales	7	7	0.0%	18	17	- 5.6%
Inventory	74	54	- 27.0%	--	--	--
Supply	6.5	4.4	- 32.3%	--	--	--

\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

### February



### Historical Average Sales Price Rolling 12-Month Calculation



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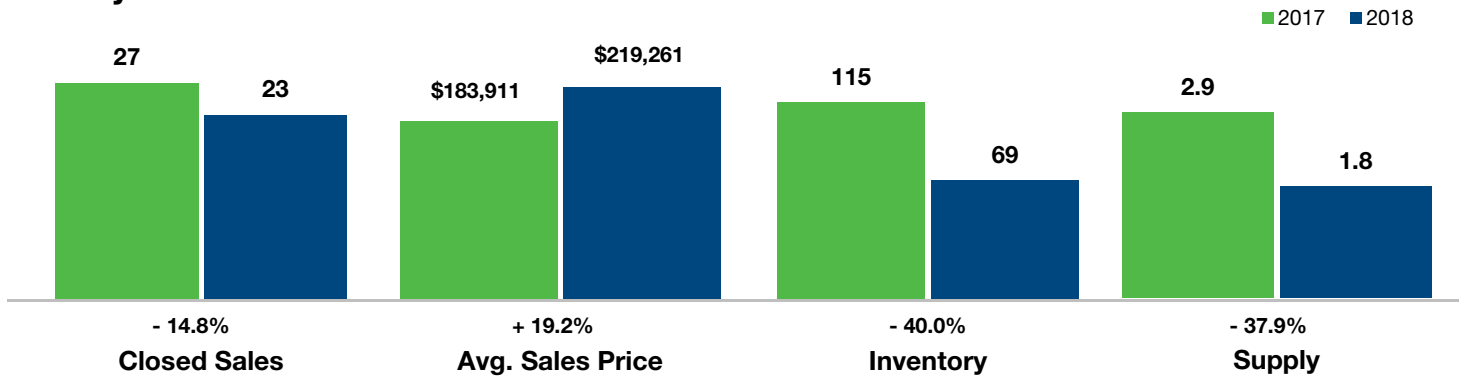


## Douglas, KS

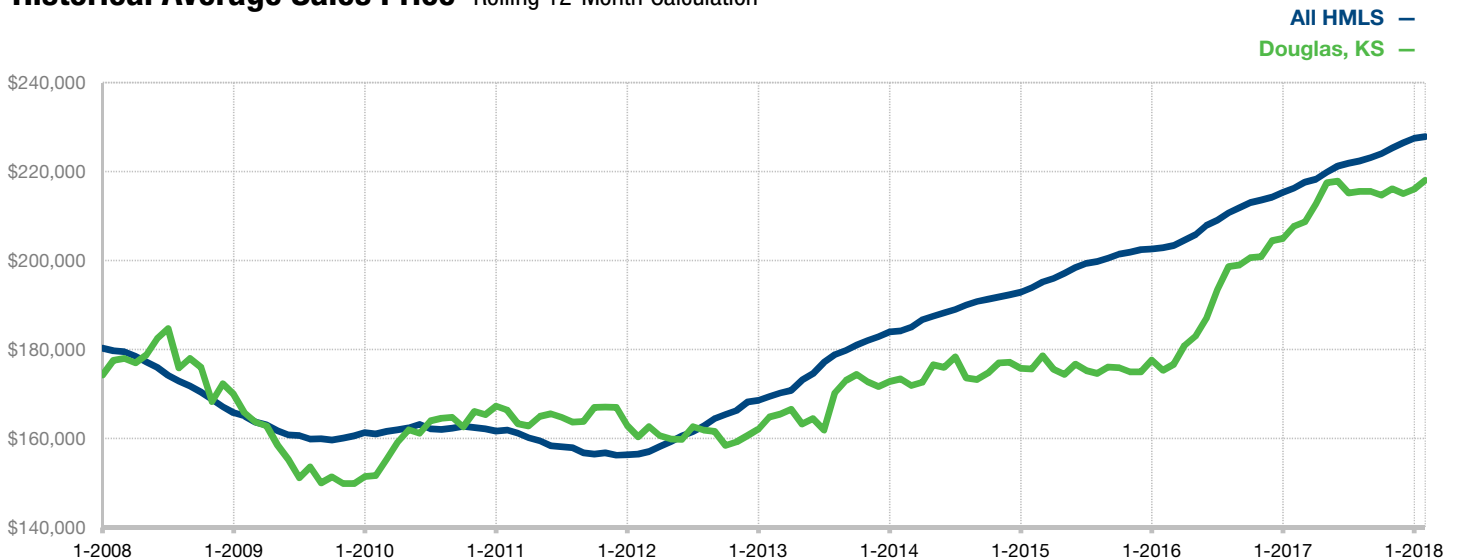
Key Metrics	February			Year to Date		
	2017	2018	Percent Change	Thru 2-2017	Thru 2-2018	Percent Change
Closed Sales	27	23	- 14.8%	55	43	- 21.8%
Average Sales Price*	\$183,911	<b>\$219,261</b>	+ 19.2%	\$199,657	<b>\$228,488</b>	+ 14.4%
Median Sales Price*	\$163,900	<b>\$185,800</b>	+ 13.4%	\$163,900	<b>\$185,800</b>	+ 13.4%
Days on Market Until Sale	60	96	+ 60.0%	61	76	+ 24.6%
Percentage of Original List Price Received*	96.1%	<b>95.2%</b>	- 0.9%	95.3%	<b>96.9%</b>	+ 1.7%
Pending Sales	42	34	- 19.0%	76	75	- 1.3%
Inventory	115	69	- 40.0%	--	--	--
Supply	2.9	1.8	- 37.9%	--	--	--

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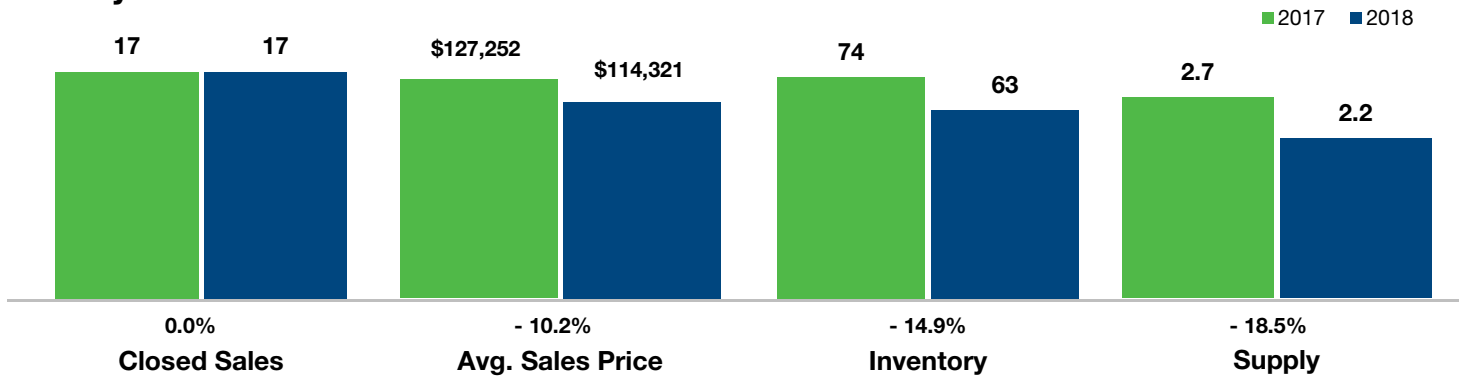


## Franklin, KS

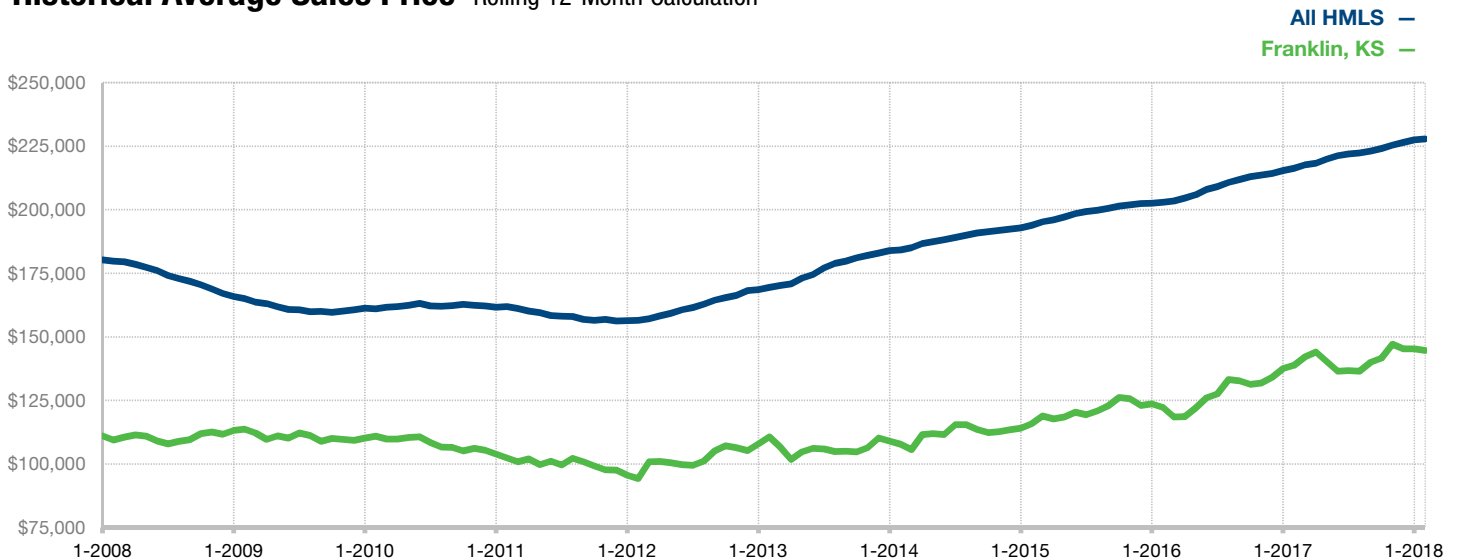
Key Metrics	February			Year to Date		
	2017	2018	Percent Change	Thru 2-2017	Thru 2-2018	Percent Change
Closed Sales	17	17	0.0%	33	33	0.0%
Average Sales Price*	\$127,252	\$114,321	- 10.2%	\$146,007	\$139,308	- 4.6%
Median Sales Price*	\$123,000	\$87,500	- 28.9%	\$129,000	\$130,000	+ 0.8%
Days on Market Until Sale	73	57	- 21.9%	78	54	- 30.8%
Percentage of Original List Price Received*	93.1%	89.0%	- 4.4%	92.7%	93.4%	+ 0.8%
Pending Sales	32	21	- 34.4%	56	48	- 14.3%
Inventory	74	63	- 14.9%	--	--	--
Supply	2.7	2.2	- 18.5%	--	--	--

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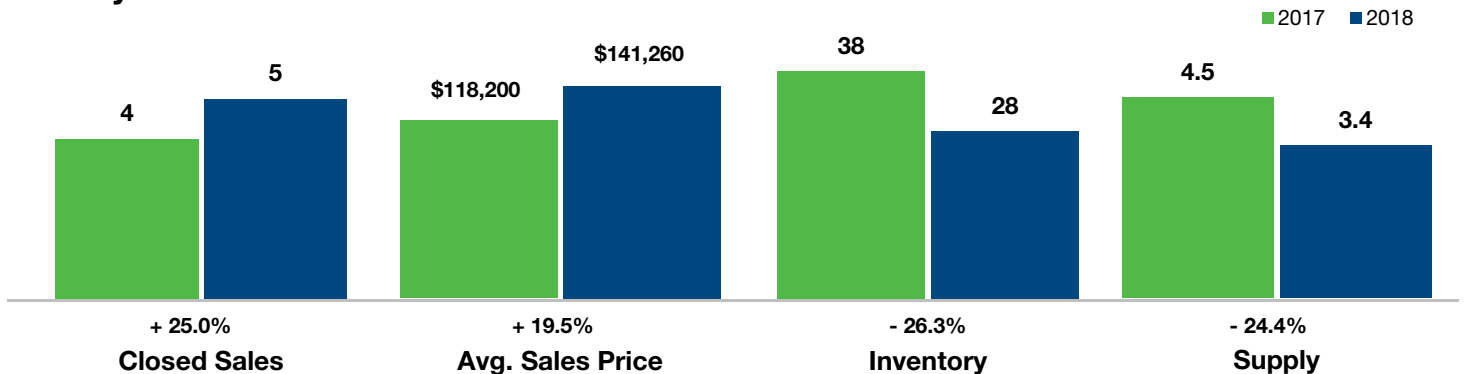


## Jefferson, KS

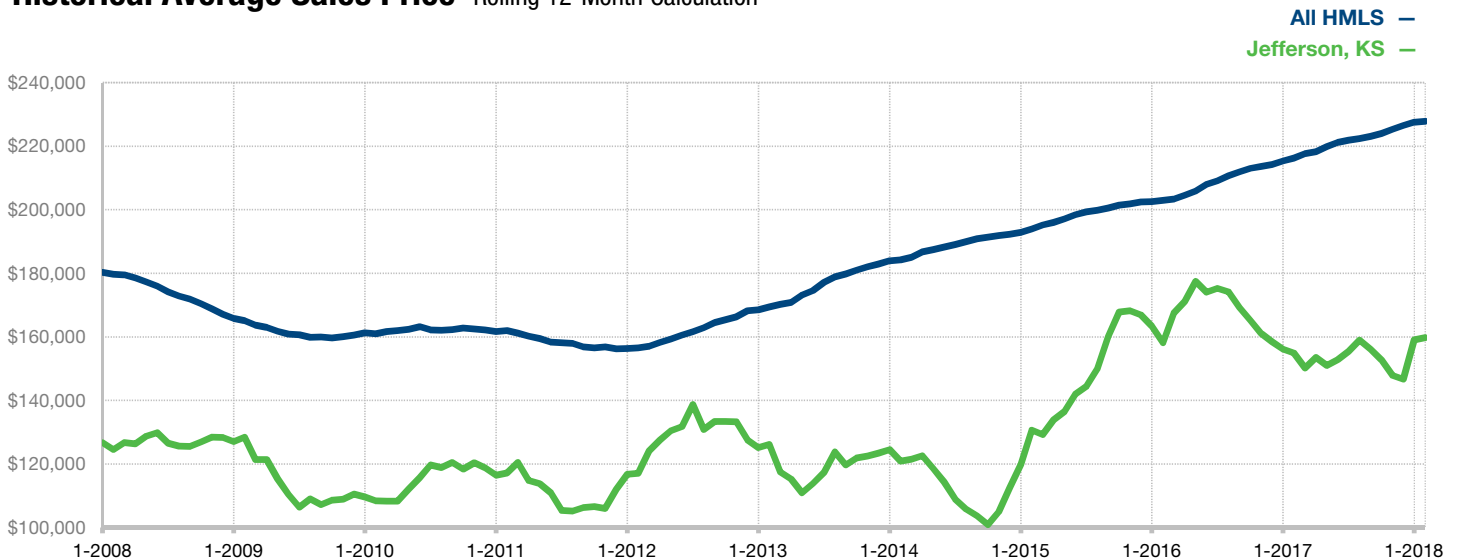
Key Metrics	February			Year to Date		
	2017	2018	Percent Change	Thru 2-2017	Thru 2-2018	Percent Change
Closed Sales	4	5	+ 25.0%	10	11	+ 10.0%
Average Sales Price*	\$118,200	<b>\$141,260</b>	+ 19.5%	\$119,670	<b>\$238,891</b>	+ 99.6%
Median Sales Price*	\$91,400	<b>\$95,000</b>	+ 3.9%	\$84,450	<b>\$202,500</b>	+ 139.8%
Days on Market Until Sale	77	83	+ 7.8%	61	101	+ 65.6%
Percentage of Original List Price Received*	99.9%	<b>94.6%</b>	- 5.3%	93.2%	<b>91.4%</b>	- 1.9%
Pending Sales	10	7	- 30.0%	13	14	+ 7.7%
Inventory	38	28	- 26.3%	--	--	--
Supply	4.5	3.4	- 24.4%	--	--	--

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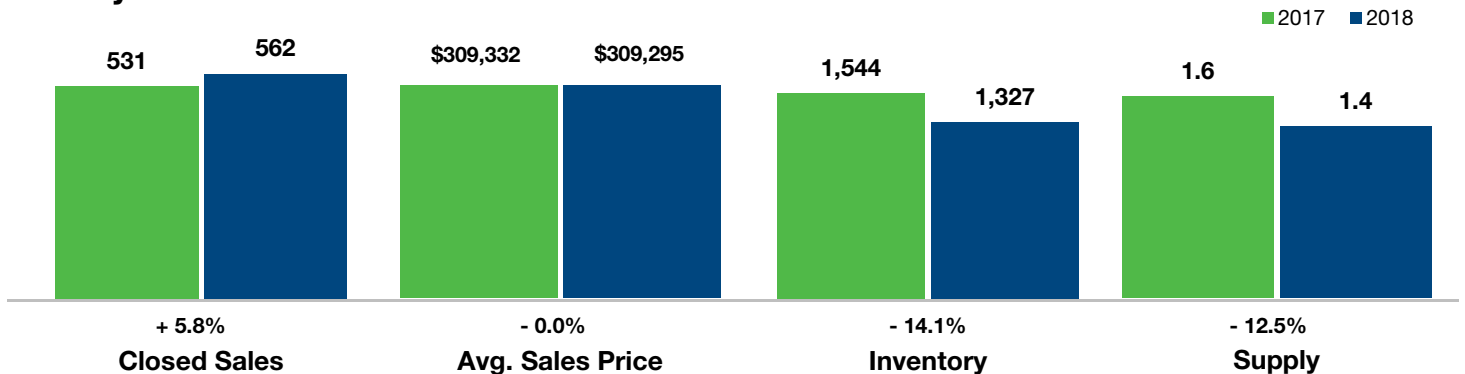


## Johnson, KS

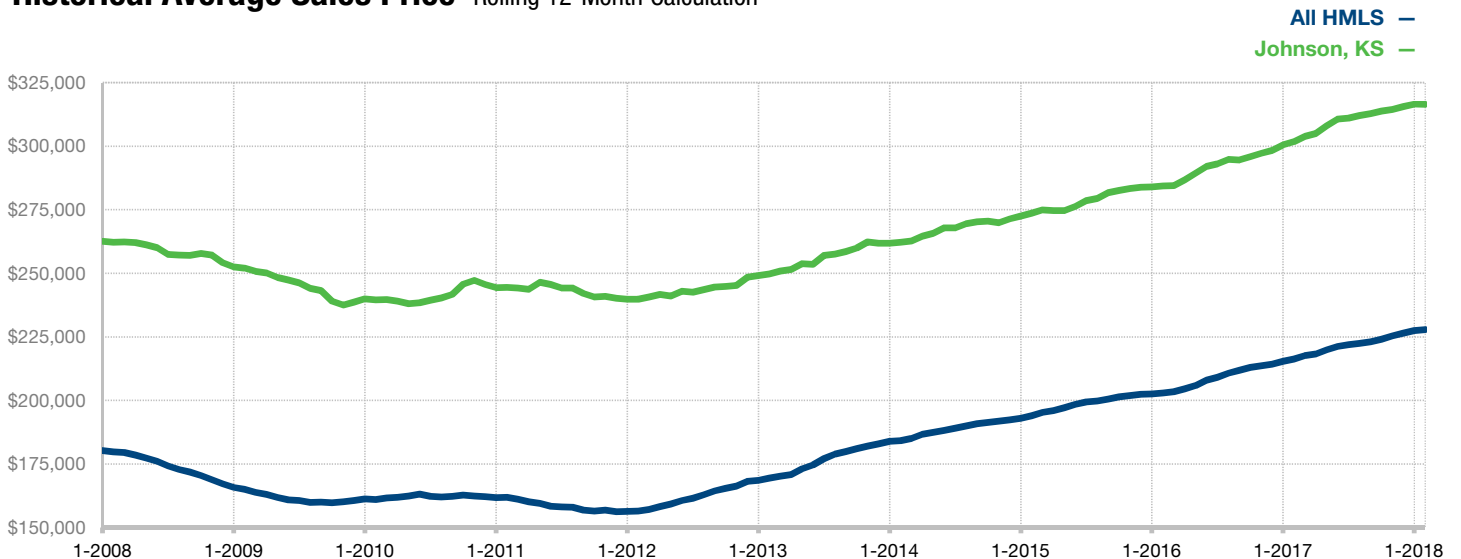
Key Metrics	February			Year to Date		
	2017	2018	Percent Change	Thru 2-2017	Thru 2-2018	Percent Change
Closed Sales	531	562	+ 5.8%	1,053	1,125	+ 6.8%
Average Sales Price*	\$309,332	\$309,295	- 0.0%	\$314,710	\$323,608	+ 2.8%
Median Sales Price*	\$250,000	\$265,500	+ 6.2%	\$255,000	\$266,000	+ 4.3%
Days on Market Until Sale	61	53	- 13.1%	55	50	- 9.1%
Percentage of Original List Price Received*	97.3%	98.0%	+ 0.7%	97.4%	97.6%	+ 0.2%
Pending Sales	913	795	- 12.9%	1,617	1,565	- 3.2%
Inventory	1,544	1,327	- 14.1%	--	--	--
Supply	1.6	1.4	- 12.5%	--	--	--

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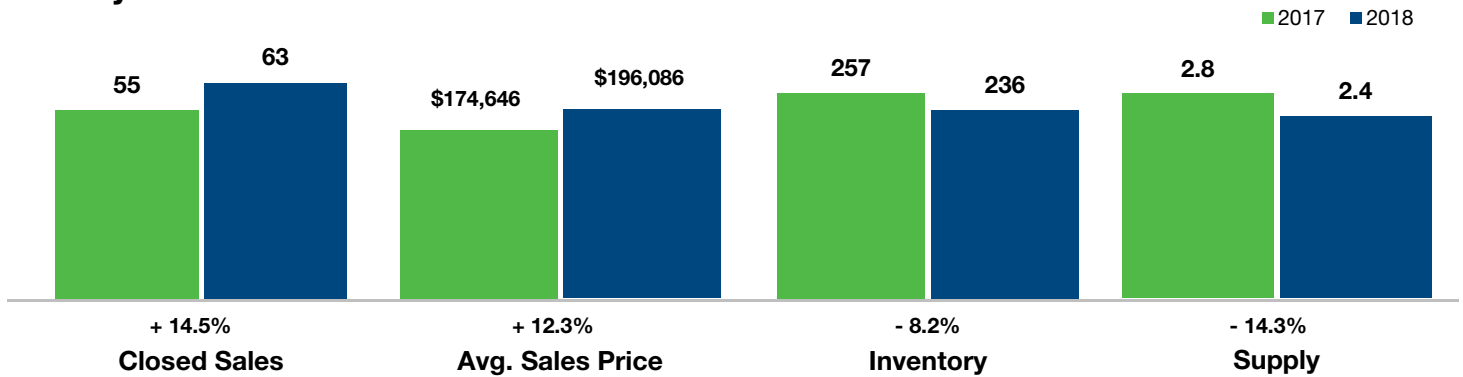


## Leavenworth, KS

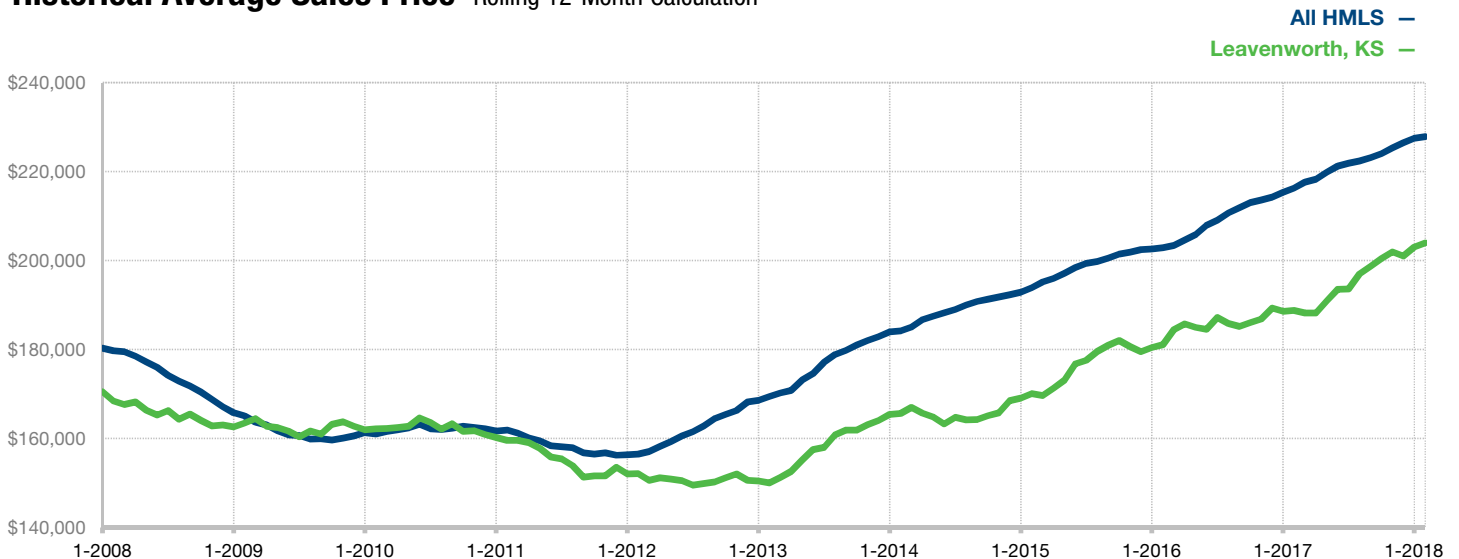
Key Metrics	February			Year to Date		
	2017	2018	Percent Change	Thru 2-2017	Thru 2-2018	Percent Change
Closed Sales	55	63	+ 14.5%	113	137	+ 21.2%
Average Sales Price*	\$174,646	\$196,086	+ 12.3%	\$172,680	\$202,776	+ 17.4%
Median Sales Price*	\$174,900	\$182,500	+ 4.3%	\$175,000	\$188,000	+ 7.4%
Days on Market Until Sale	83	74	- 10.8%	80	73	- 8.8%
Percentage of Original List Price Received*	95.6%	99.2%	+ 3.8%	95.0%	96.8%	+ 1.9%
Pending Sales	93	93	0.0%	164	181	+ 10.4%
Inventory	257	236	- 8.2%	--	--	--
Supply	2.8	2.4	- 14.3%	--	--	--

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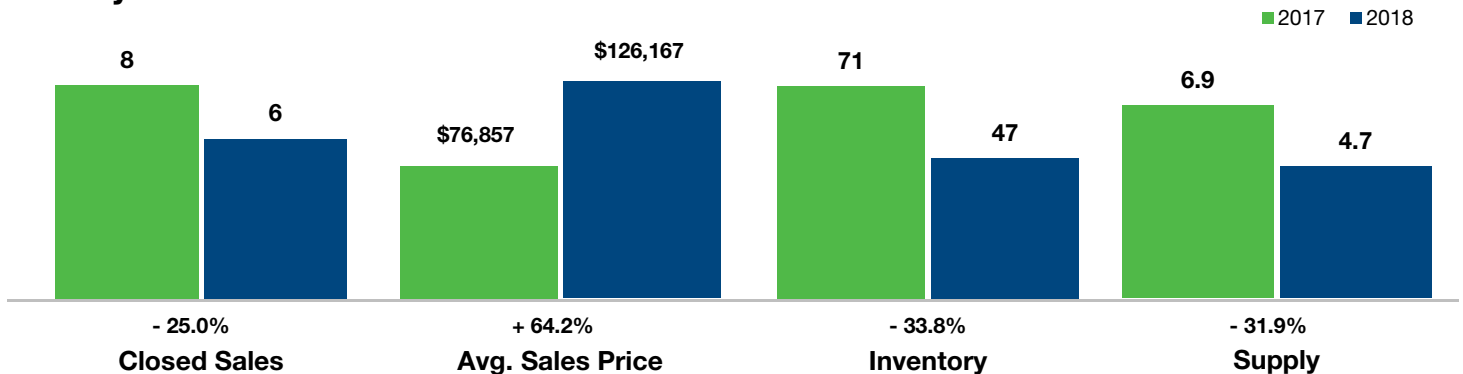


## Linn, KS

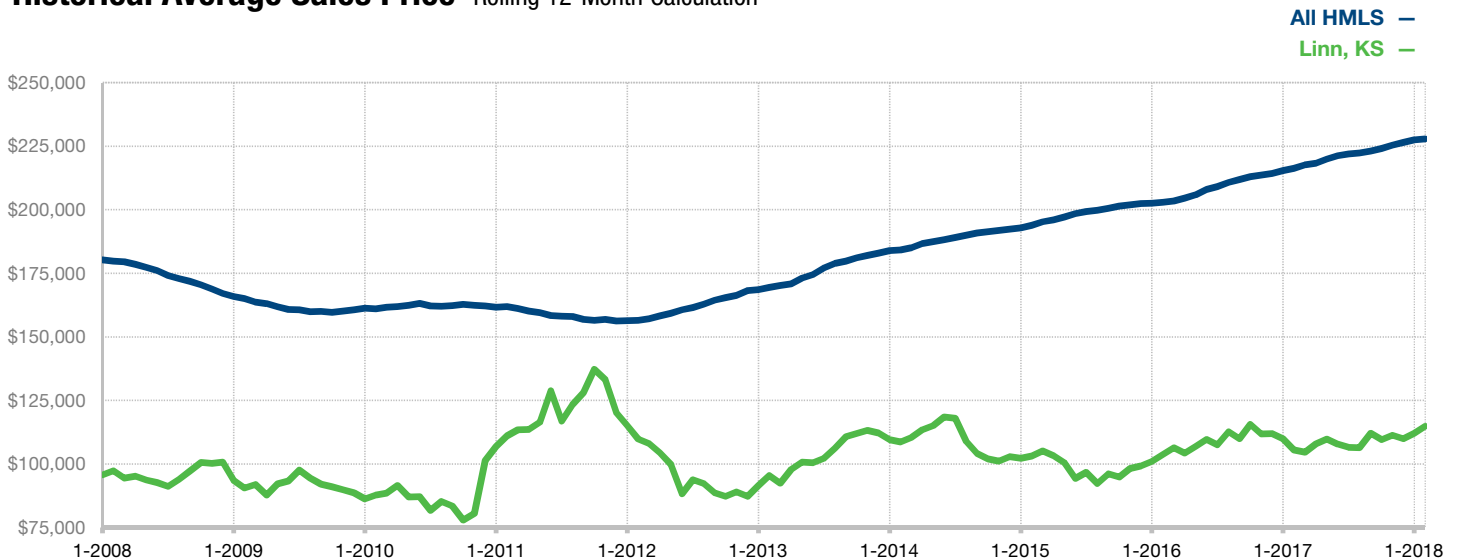
Key Metrics	February			Year to Date		
	2017	2018	Percent Change	Thru 2-2017	Thru 2-2018	Percent Change
Closed Sales	8	6	- 25.0%	14	10	- 28.6%
Average Sales Price*	\$76,857	<b>\$126,167</b>	+ 64.2%	\$78,769	<b>\$127,455</b>	+ 61.8%
Median Sales Price*	\$44,000	<b>\$126,500</b>	+ 187.5%	\$54,000	<b>\$125,000</b>	+ 131.5%
Days on Market Until Sale	44	66	+ 50.0%	81	65	- 19.8%
Percentage of Original List Price Received*	88.8%	<b>88.3%</b>	- 0.6%	86.1%	<b>89.3%</b>	+ 3.7%
Pending Sales	10	16	+ 60.0%	18	23	+ 27.8%
Inventory	71	47	- 33.8%	--	--	--
Supply	6.9	4.7	- 31.9%	--	--	--

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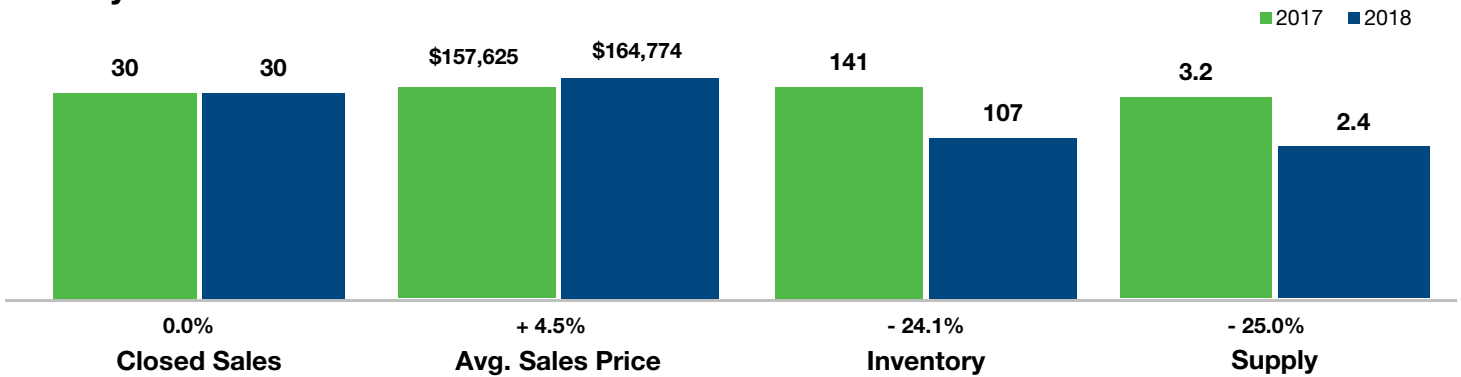


## Miami, KS

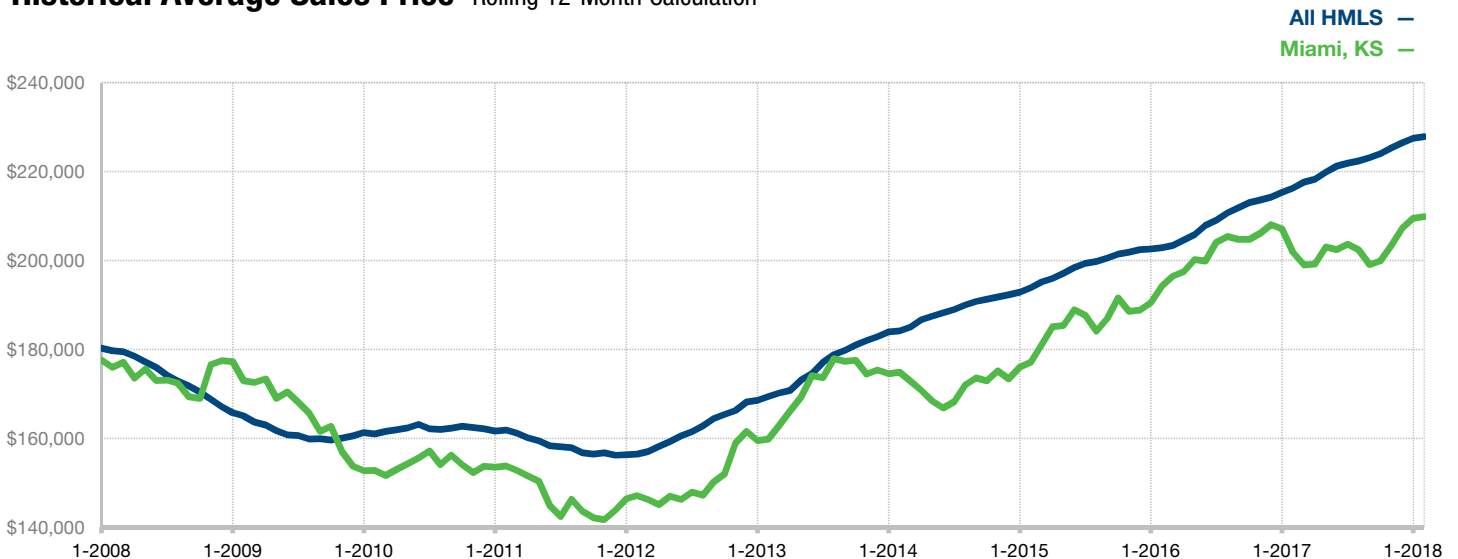
Key Metrics	February			Year to Date		
	2017	2018	Percent Change	Thru 2-2017	Thru 2-2018	Percent Change
Closed Sales	30	30	0.0%	53	61	+ 15.1%
Average Sales Price*	\$157,625	\$164,774	+ 4.5%	\$163,228	\$192,280	+ 17.8%
Median Sales Price*	\$164,000	\$151,364	- 7.7%	\$159,000	\$180,000	+ 13.2%
Days on Market Until Sale	90	51	- 43.3%	98	64	- 34.7%
Percentage of Original List Price Received*	98.6%	94.3%	- 4.4%	93.2%	95.8%	+ 2.8%
Pending Sales	30	36	+ 20.0%	61	70	+ 14.8%
Inventory	141	107	- 24.1%	--	--	--
Supply	3.2	2.4	- 25.0%	--	--	--

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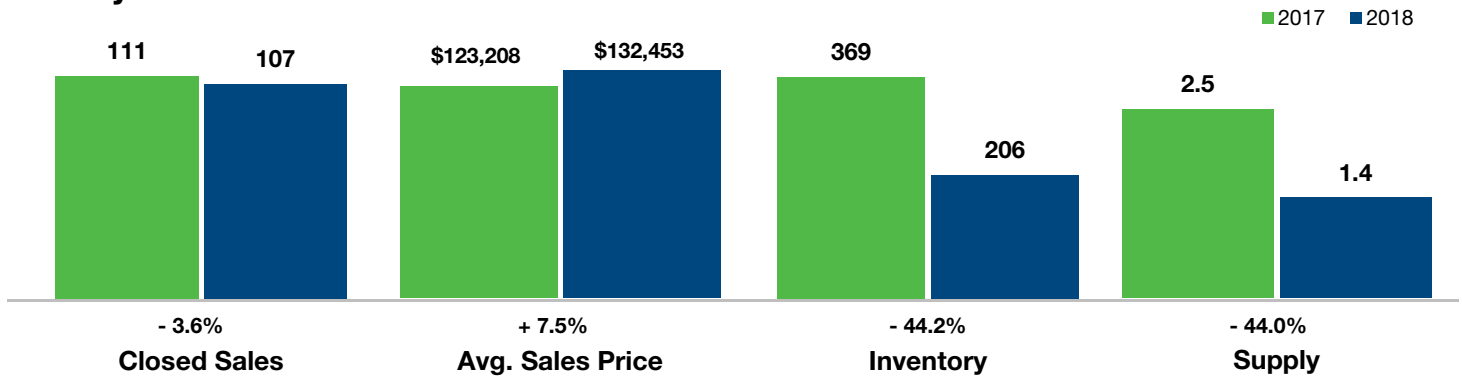


## Wyandotte, KS

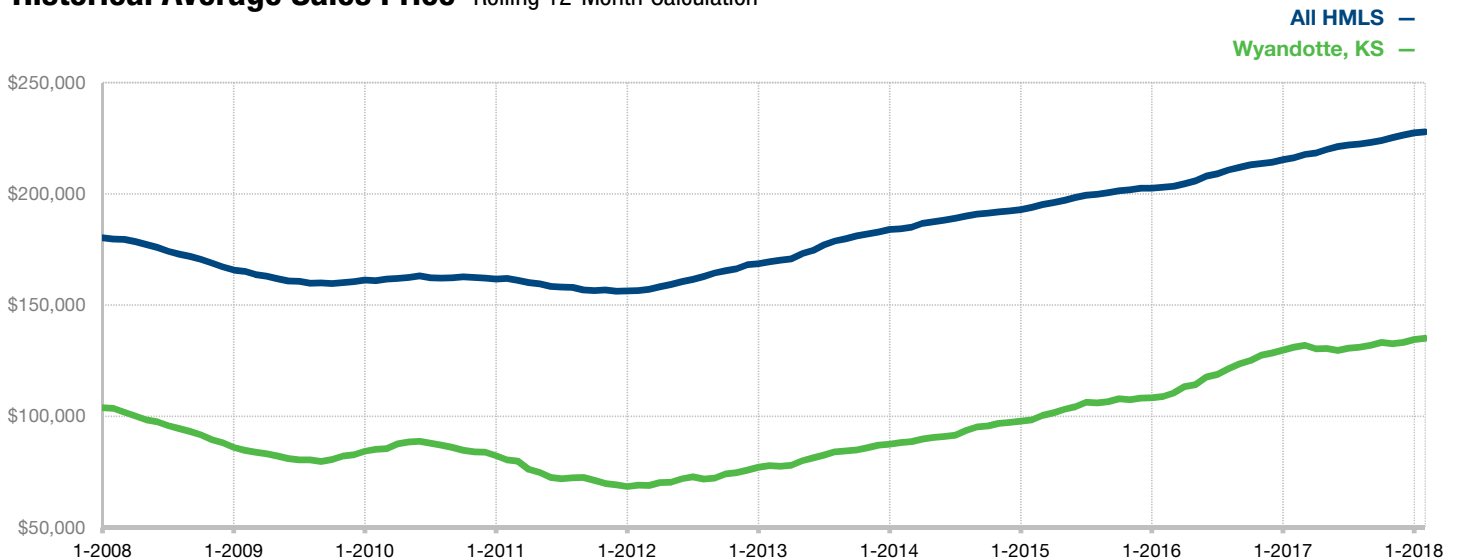
Key Metrics	February			Year to Date		
	2017	2018	Percent Change	Thru 2-2017	Thru 2-2018	Percent Change
Closed Sales	111	107	- 3.6%	200	200	0.0%
Average Sales Price*	\$123,208	\$132,453	+ 7.5%	\$120,817	\$137,762	+ 14.0%
Median Sales Price*	\$104,500	\$120,000	+ 14.8%	\$99,950	\$122,000	+ 22.1%
Days on Market Until Sale	68	55	- 19.1%	69	57	- 17.4%
Percentage of Original List Price Received*	94.2%	94.0%	- 0.2%	93.5%	94.6%	+ 1.2%
Pending Sales	142	142	0.0%	265	271	+ 2.3%
Inventory	369	206	- 44.2%	--	--	--
Supply	2.5	1.4	- 44.0%	--	--	--

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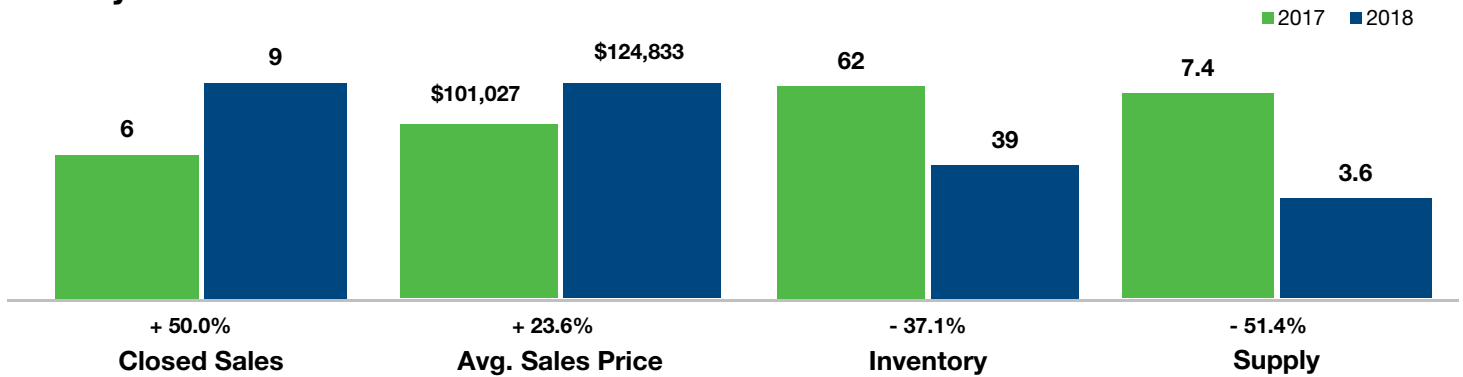


## Bates, MO

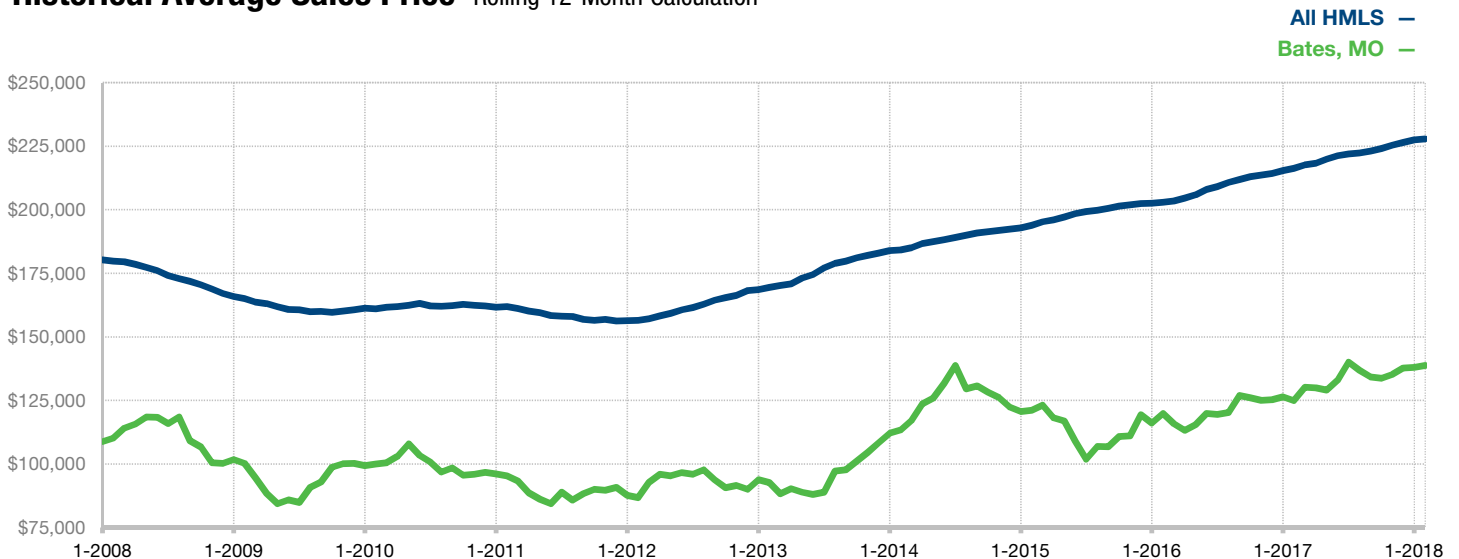
Key Metrics	February			Year to Date		
	2017	2018	Percent Change	Thru 2-2017	Thru 2-2018	Percent Change
Closed Sales	6	9	+ 50.0%	18	14	- 22.2%
Average Sales Price*	\$101,027	\$124,833	+ 23.6%	\$109,131	\$111,286	+ 2.0%
Median Sales Price*	\$75,900	\$111,000	+ 46.2%	\$102,500	\$102,550	+ 0.0%
Days on Market Until Sale	203	134	- 34.0%	126	132	+ 4.8%
Percentage of Original List Price Received*	86.0%	87.4%	+ 1.6%	90.2%	87.4%	- 3.1%
Pending Sales	10	15	+ 50.0%	23	23	0.0%
Inventory	62	39	- 37.1%	--	--	--
Supply	7.4	3.6	- 51.4%	--	--	--

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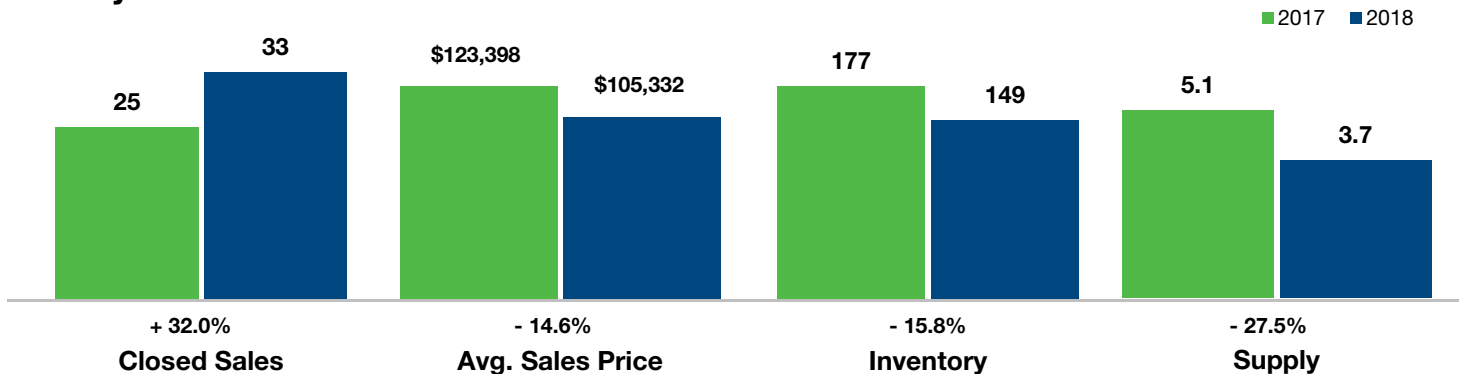


## Buchanan, MO

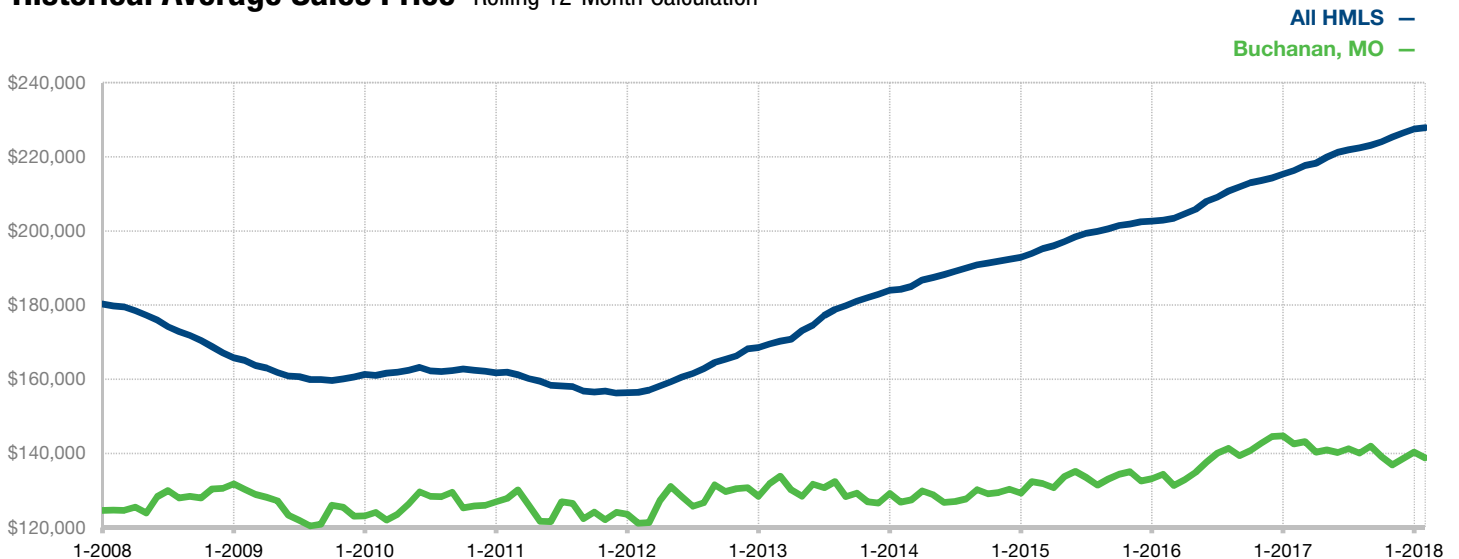
Key Metrics	February			Year to Date		
	2017	2018	Percent Change	Thru 2-2017	Thru 2-2018	Percent Change
Closed Sales	25	33	+ 32.0%	47	57	+ 21.3%
Average Sales Price*	\$123,398	\$105,332	- 14.6%	\$126,165	\$130,156	+ 3.2%
Median Sales Price*	\$119,000	\$88,000	- 26.1%	\$119,000	\$98,500	- 17.2%
Days on Market Until Sale	111	74	- 33.3%	90	75	- 16.7%
Percentage of Original List Price Received*	90.2%	93.4%	+ 3.5%	90.9%	93.5%	+ 2.9%
Pending Sales	44	55	+ 25.0%	68	91	+ 33.8%
Inventory	177	149	- 15.8%	--	--	--
Supply	5.1	3.7	- 27.5%	--	--	--

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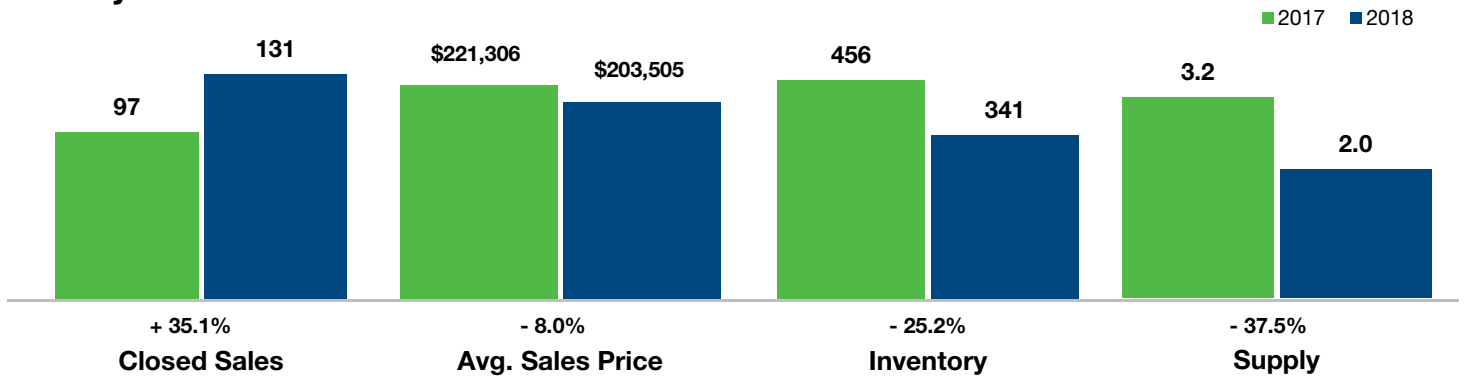


## Cass, MO

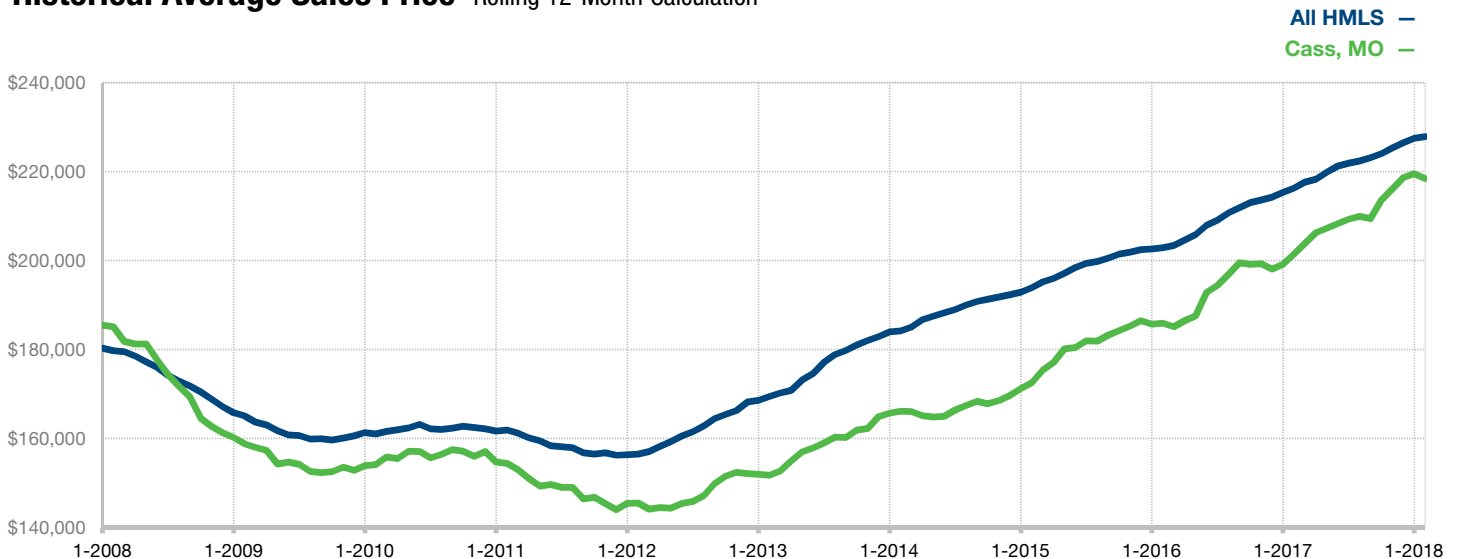
Key Metrics	February			Year to Date		
	2017	2018	Percent Change	Thru 2-2017	Thru 2-2018	Percent Change
Closed Sales	97	131	+ 35.1%	186	240	+ 29.0%
Average Sales Price*	\$221,306	\$203,505	- 8.0%	\$205,083	\$205,999	+ 0.4%
Median Sales Price*	\$189,950	\$195,000	+ 2.7%	\$173,700	\$186,100	+ 7.1%
Days on Market Until Sale	89	83	- 6.7%	79	75	- 5.1%
Percentage of Original List Price Received*	97.4%	97.8%	+ 0.4%	96.7%	97.2%	+ 0.5%
Pending Sales	165	156	- 5.5%	277	299	+ 7.9%
Inventory	456	341	- 25.2%	--	--	--
Supply	3.2	2.0	- 37.5%	--	--	--

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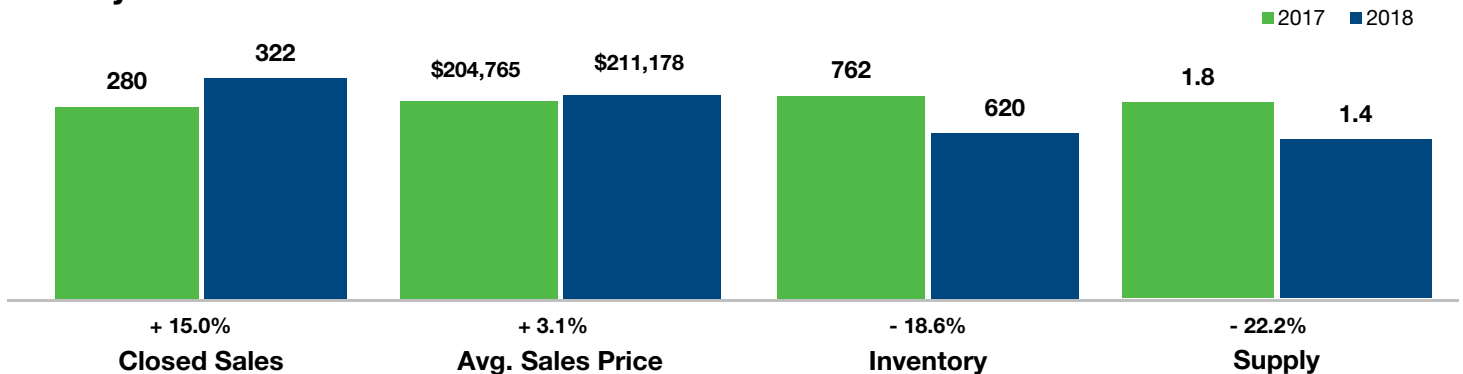


## Clay, MO

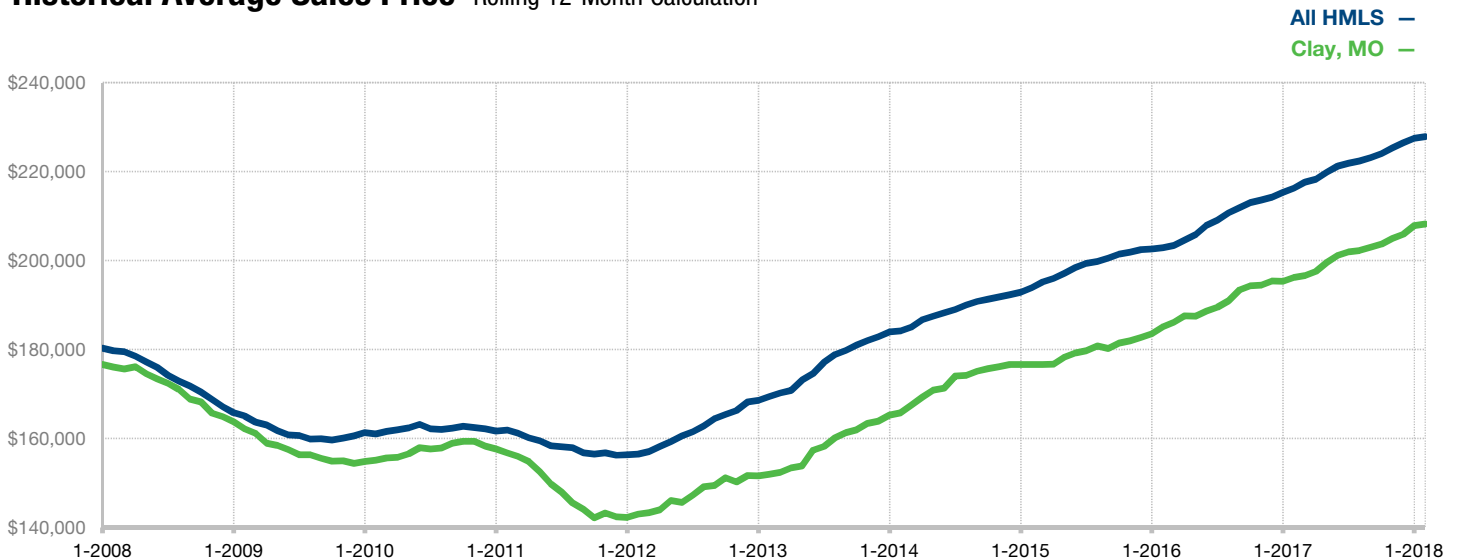
Key Metrics	February			Year to Date		
	2017	2018	Percent Change	Thru 2-2017	Thru 2-2018	Percent Change
Closed Sales	280	<b>322</b>	+ 15.0%	533	<b>635</b>	+ 19.1%
Average Sales Price*	\$204,765	<b>\$211,178</b>	+ 3.1%	\$195,459	<b>\$216,062</b>	+ 10.5%
Median Sales Price*	\$188,000	<b>\$192,300</b>	+ 2.3%	\$174,000	<b>\$195,000</b>	+ 12.1%
Days on Market Until Sale	63	<b>56</b>	- 11.1%	63	<b>56</b>	- 11.1%
Percentage of Original List Price Received*	96.9%	<b>97.1%</b>	+ 0.2%	96.7%	<b>97.2%</b>	+ 0.5%
Pending Sales	421	<b>441</b>	+ 4.8%	718	<b>853</b>	+ 18.8%
Inventory	762	<b>620</b>	- 18.6%	--	--	--
Supply	1.8	<b>1.4</b>	- 22.2%	--	--	--

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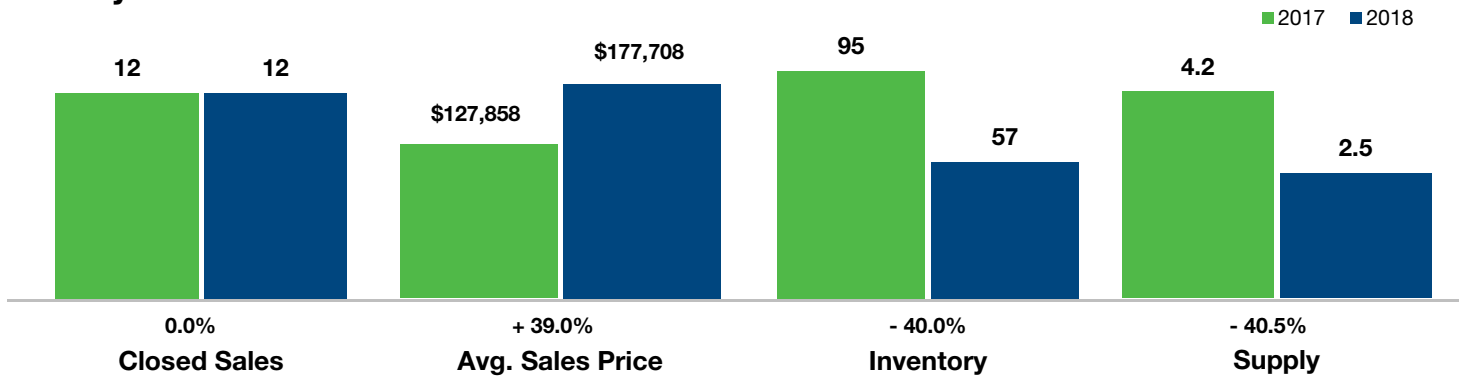


## Clinton, MO

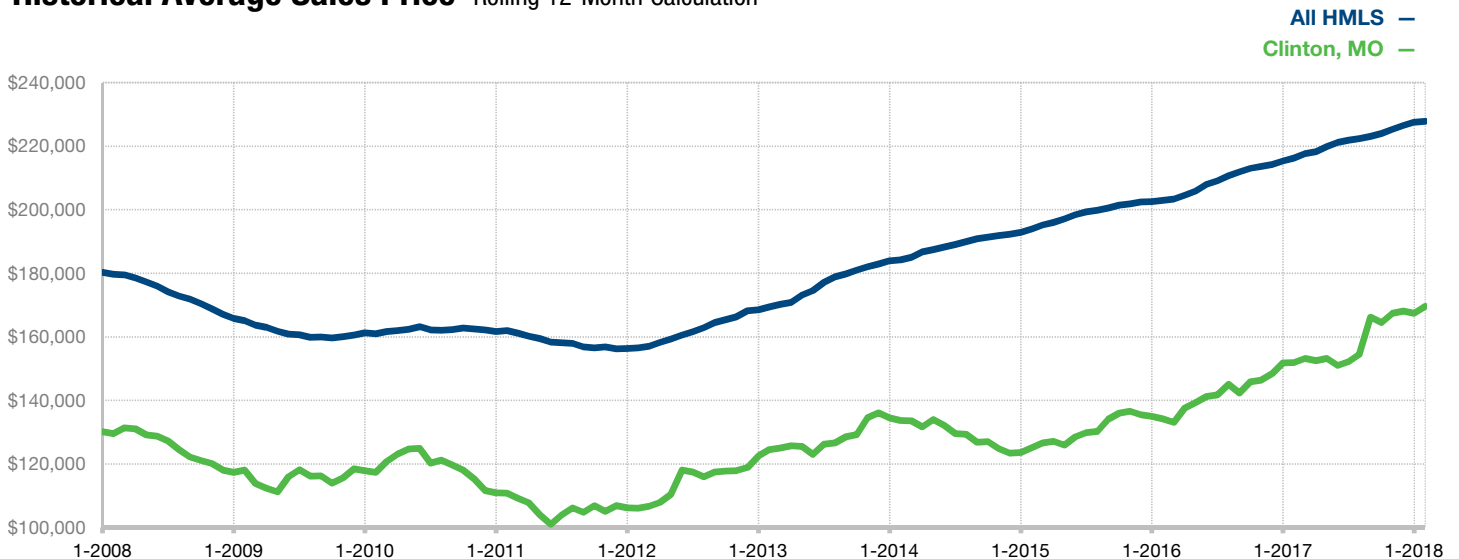
Key Metrics	February			Year to Date		
	2017	2018	Percent Change	Thru 2-2017	Thru 2-2018	Percent Change
Closed Sales	12	12	0.0%	31	31	0.0%
Average Sales Price*	\$127,858	<b>\$177,708</b>	+ 39.0%	\$152,272	<b>\$165,486</b>	+ 8.7%
Median Sales Price*	\$126,250	<b>\$171,500</b>	+ 35.8%	\$124,000	<b>\$129,000</b>	+ 4.0%
Days on Market Until Sale	105	<b>68</b>	- 35.2%	125	<b>81</b>	- 35.2%
Percentage of Original List Price Received*	89.6%	<b>94.4%</b>	+ 5.4%	93.9%	<b>95.3%</b>	+ 1.5%
Pending Sales	19	<b>22</b>	+ 15.8%	32	<b>40</b>	+ 25.0%
Inventory	95	<b>57</b>	- 40.0%	--	--	--
Supply	4.2	<b>2.5</b>	- 40.5%	--	--	--

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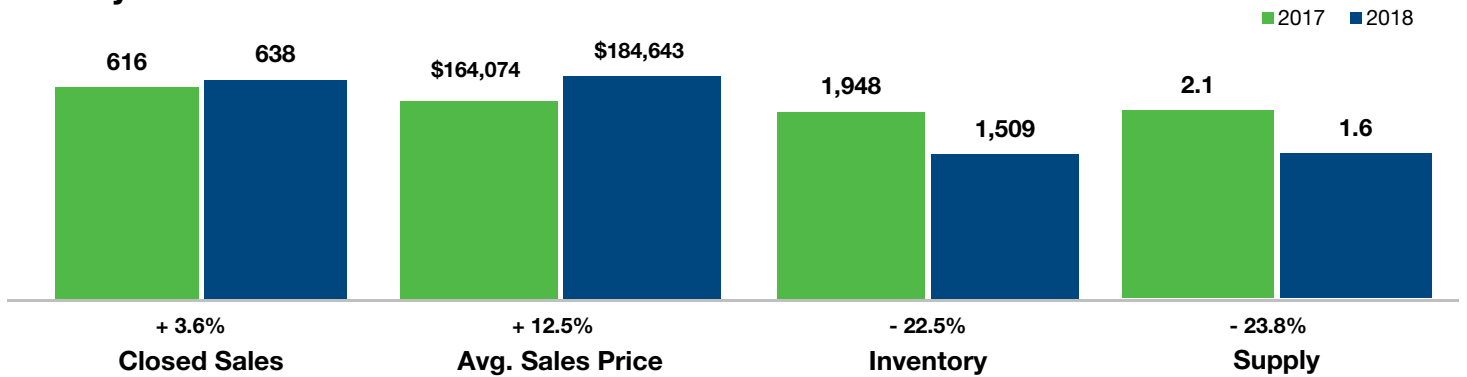


## Jackson, MO

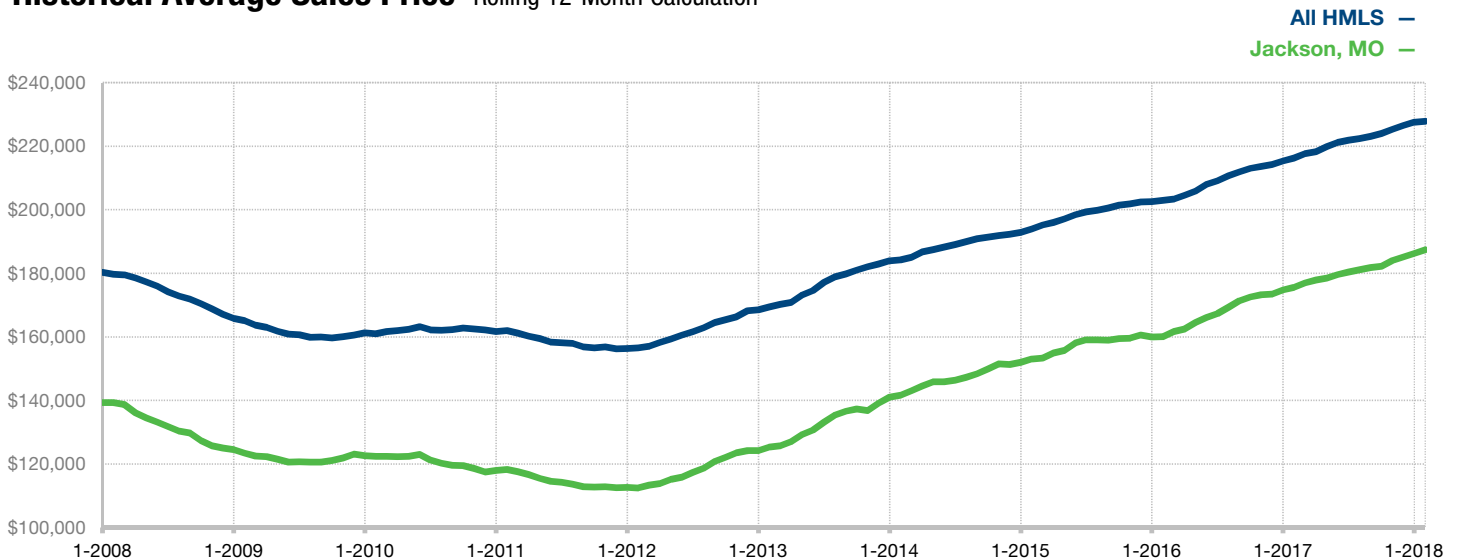
Key Metrics	February			Year to Date		
	2017	2018	Percent Change	Thru 2-2017	Thru 2-2018	Percent Change
Closed Sales	616	<b>638</b>	+ 3.6%	1,200	<b>1,286</b>	+ 7.2%
Average Sales Price*	\$164,074	<b>\$184,643</b>	+ 12.5%	\$165,199	<b>\$185,559</b>	+ 12.3%
Median Sales Price*	\$140,850	<b>\$143,500</b>	+ 1.9%	\$140,800	<b>\$146,250</b>	+ 3.9%
Days on Market Until Sale	64	<b>61</b>	- 4.7%	67	<b>59</b>	- 11.9%
Percentage of Original List Price Received*	94.8%	<b>95.1%</b>	+ 0.3%	94.2%	<b>94.7%</b>	+ 0.5%
Pending Sales	852	<b>888</b>	+ 4.2%	1,572	<b>1,680</b>	+ 6.9%
Inventory	1,948	<b>1,509</b>	- 22.5%	--	--	--
Supply	2.1	<b>1.6</b>	- 23.8%	--	--	--

\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

### February



### Historical Average Sales Price Rolling 12-Month Calculation



# Local Market Update for February 2018

A Research Tool Provided by the Kansas City Regional Association of REALTORS®

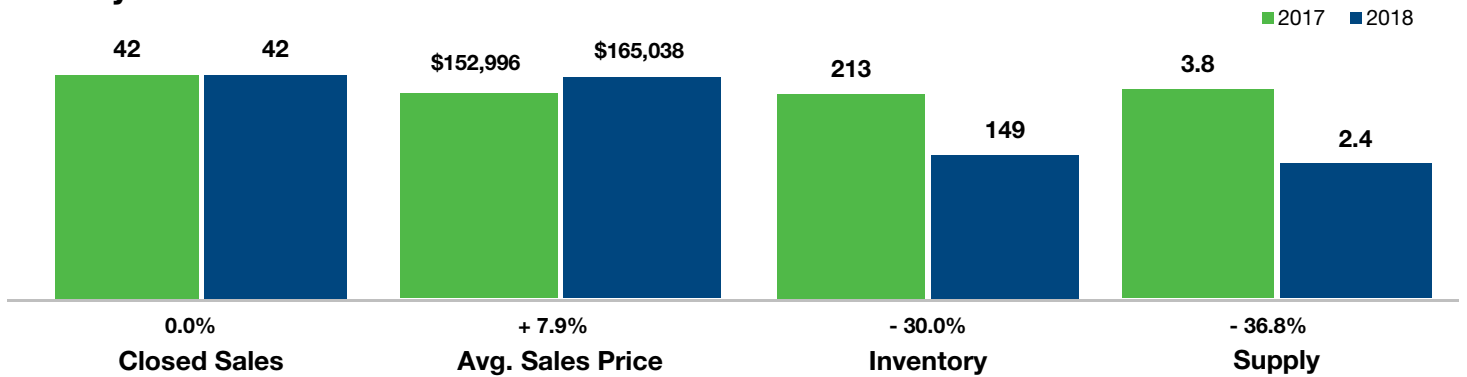


## Johnson, MO

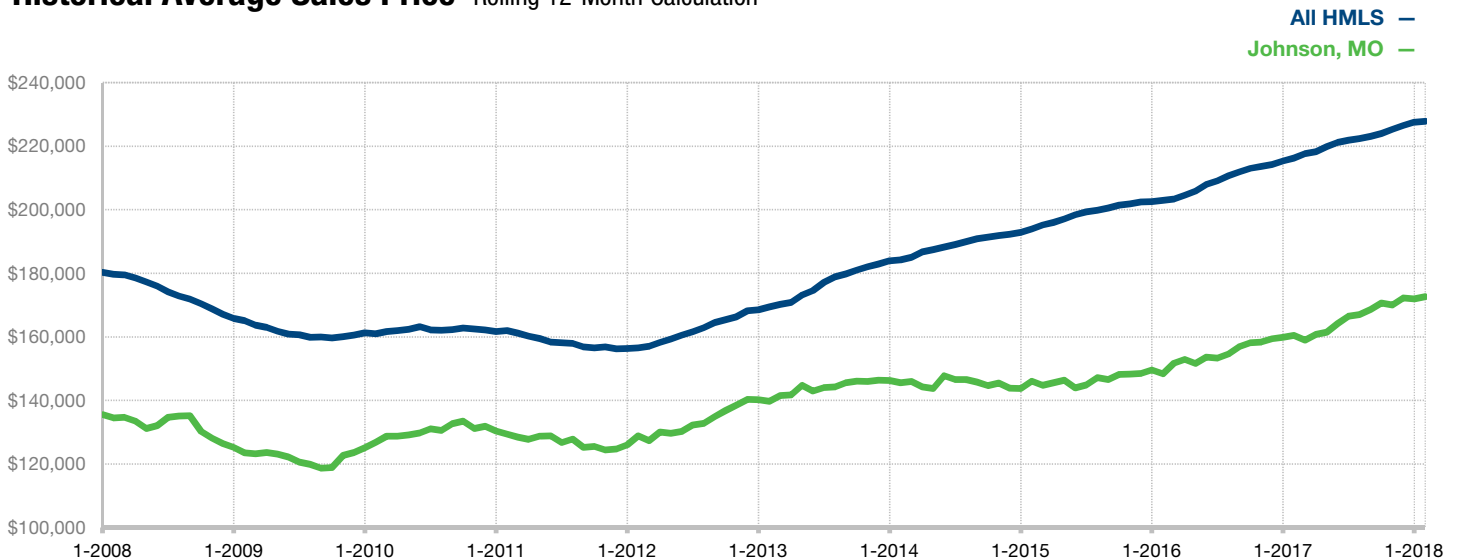
Key Metrics	February			Year to Date		
	2017	2018	Percent Change	Thru 2-2017	Thru 2-2018	Percent Change
Closed Sales	42	42	0.0%	66	95	+ 43.9%
Average Sales Price*	\$152,996	\$165,038	+ 7.9%	\$158,130	\$165,488	+ 4.7%
Median Sales Price*	\$156,000	\$142,500	- 8.7%	\$155,000	\$140,000	- 9.7%
Days on Market Until Sale	87	74	- 14.9%	88	70	- 20.5%
Percentage of Original List Price Received*	92.8%	93.5%	+ 0.8%	92.4%	94.7%	+ 2.5%
Pending Sales	63	48	- 23.8%	119	94	- 21.0%
Inventory	213	149	- 30.0%	--	--	--
Supply	3.8	2.4	- 36.8%	--	--	--

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### February



### Historical Average Sales Price Rolling 12-Month Calculation





# Local Market Update for February 2018

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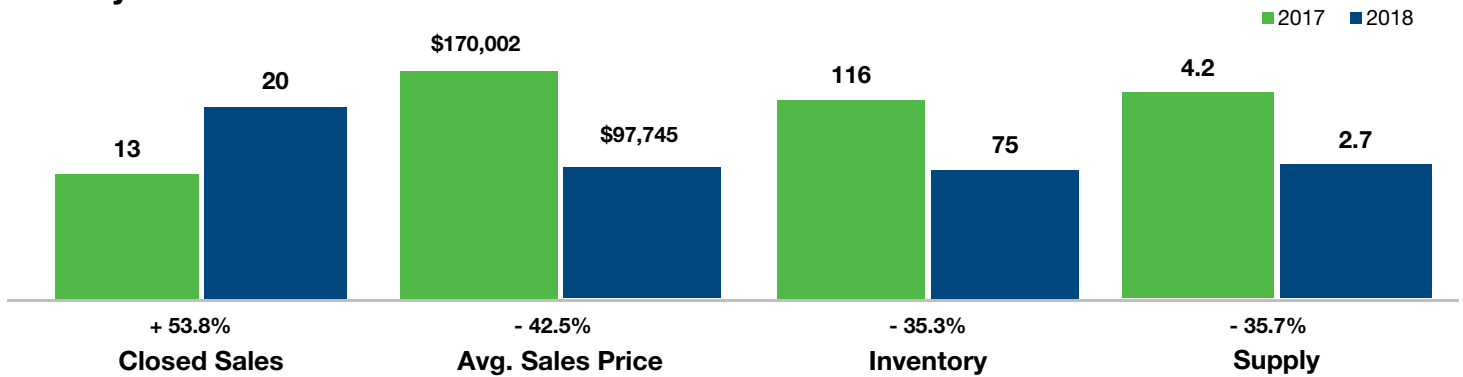


## Lafayette, MO

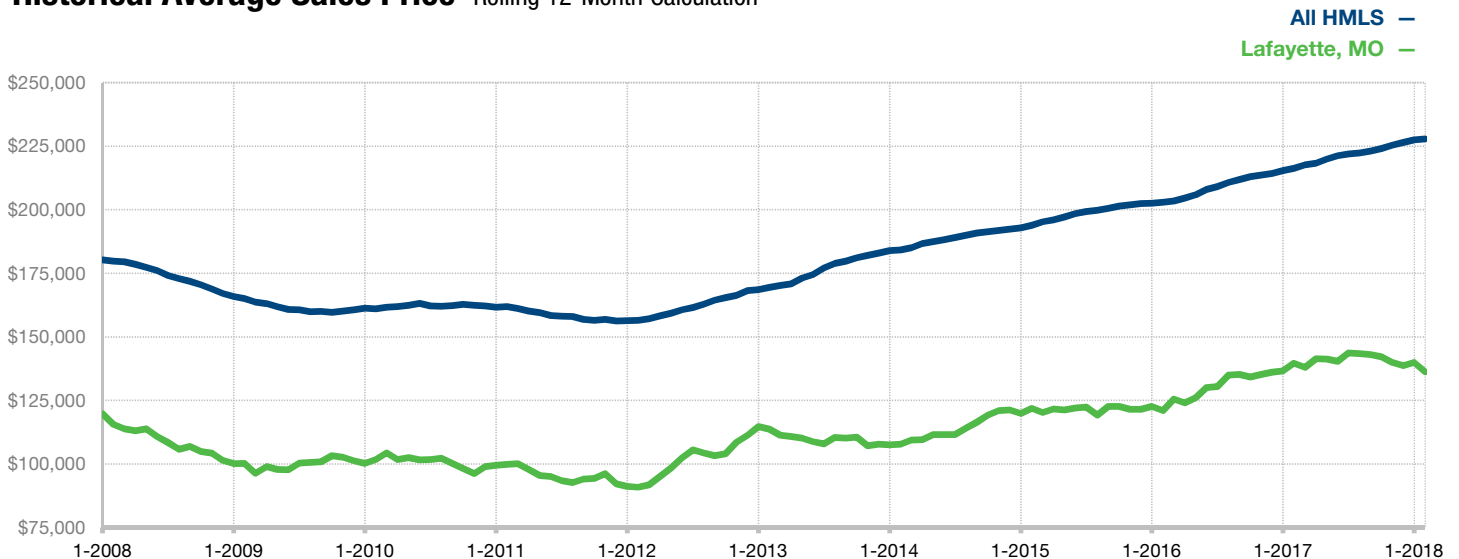
Key Metrics	February			Year to Date		
	2017	2018	Percent Change	Thru 2-2017	Thru 2-2018	Percent Change
Closed Sales	13	20	+ 53.8%	31	36	+ 16.1%
Average Sales Price*	\$170,002	<b>\$97,745</b>	- 42.5%	\$139,330	<b>\$115,933</b>	- 16.8%
Median Sales Price*	\$144,000	<b>\$94,450</b>	- 34.4%	\$125,000	<b>\$105,000</b>	- 16.0%
Days on Market Until Sale	101	126	+ 24.8%	122	107	- 12.3%
Percentage of Original List Price Received*	90.4%	<b>88.7%</b>	- 1.9%	89.3%	<b>92.0%</b>	+ 3.0%
Pending Sales	28	22	- 21.4%	48	48	0.0%
Inventory	116	75	- 35.3%	--	--	--
Supply	4.2	2.7	- 35.7%	--	--	--

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### February



### Historical Average Sales Price Rolling 12-Month Calculation



# Local Market Update for February 2018

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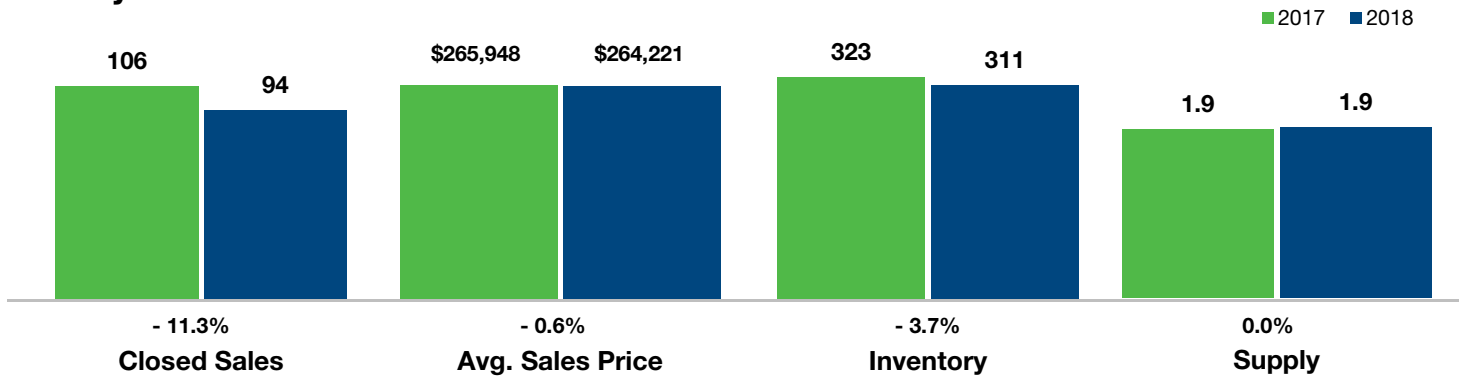


## Platte, MO

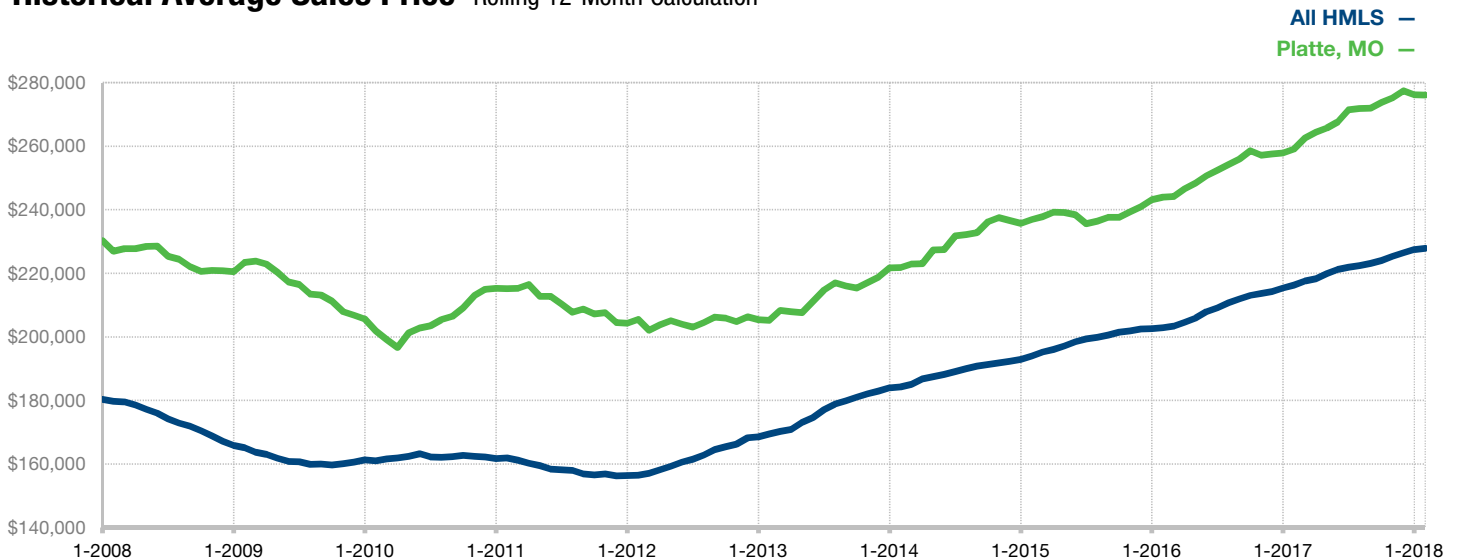
Key Metrics	February			Year to Date		
	2017	2018	Percent Change	Thru 2-2017	Thru 2-2018	Percent Change
Closed Sales	106	94	- 11.3%	205	220	+ 7.3%
Average Sales Price*	\$265,948	\$264,221	- 0.6%	\$270,829	\$259,978	- 4.0%
Median Sales Price*	\$234,550	\$247,500	+ 5.5%	\$239,700	\$235,000	- 2.0%
Days on Market Until Sale	74	59	- 20.3%	68	56	- 17.6%
Percentage of Original List Price Received*	96.6%	97.8%	+ 1.2%	96.5%	97.6%	+ 1.1%
Pending Sales	143	144	+ 0.7%	254	279	+ 9.8%
Inventory	323	311	- 3.7%	--	--	--
Supply	1.9	1.9	0.0%	--	--	--

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### February



### Historical Average Sales Price Rolling 12-Month Calculation



# Local Market Update for February 2018

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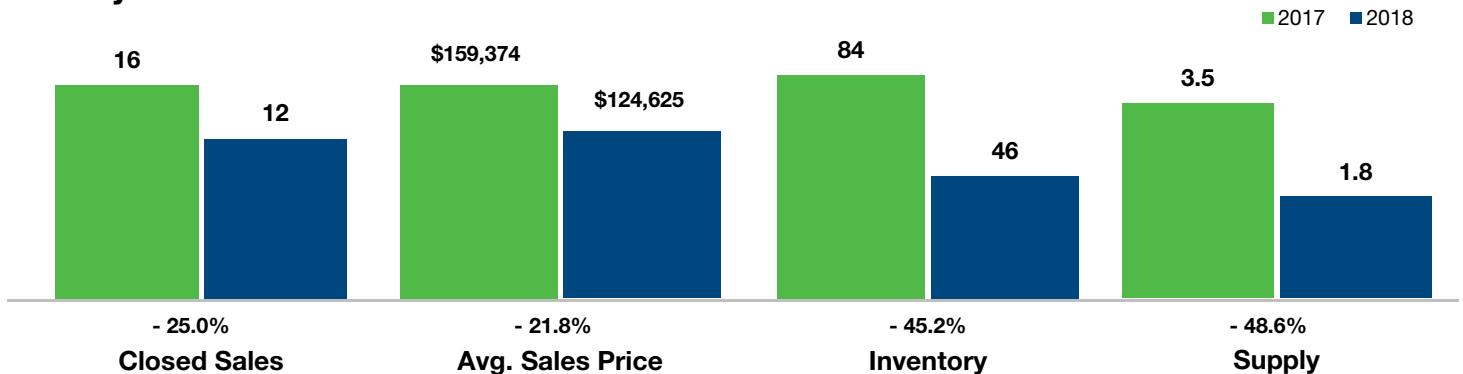


## Ray, MO

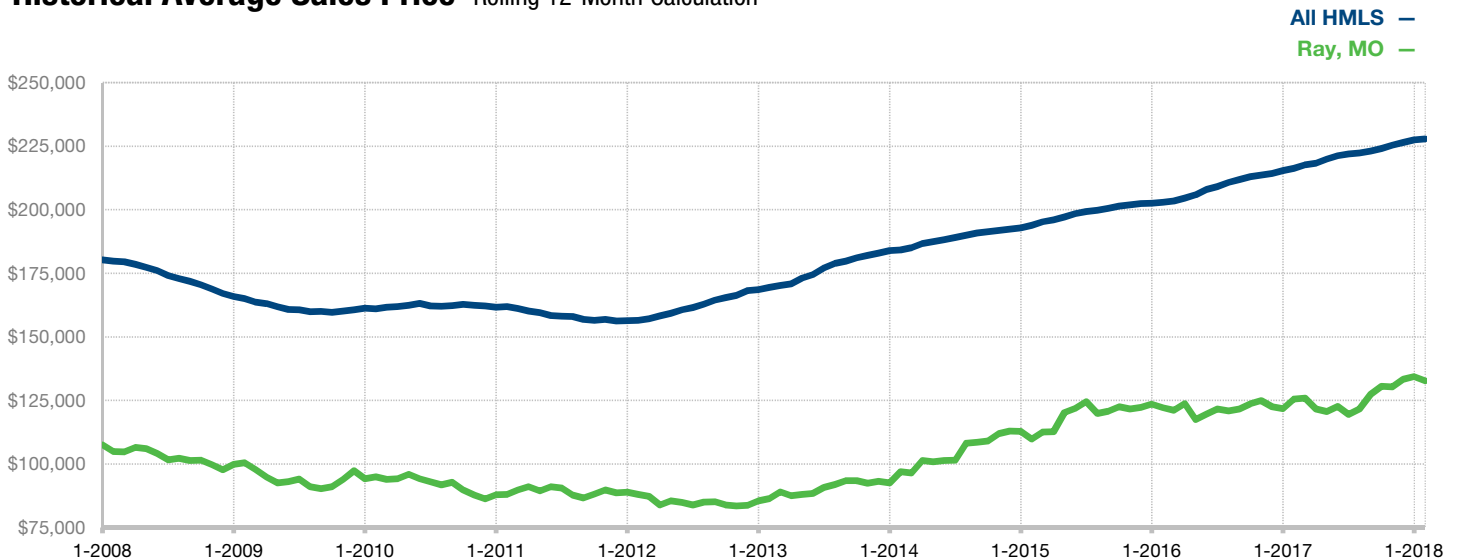
Key Metrics	February			Year to Date		
	2017	2018	Percent Change	Thru 2-2017	Thru 2-2018	Percent Change
Closed Sales	16	12	- 25.0%	35	27	- 22.9%
Average Sales Price*	\$159,374	\$124,625	- 21.8%	\$135,380	\$128,544	- 5.0%
Median Sales Price*	\$89,000	\$128,700	+ 44.6%	\$93,500	\$123,000	+ 31.6%
Days on Market Until Sale	60	69	+ 15.0%	90	54	- 40.0%
Percentage of Original List Price Received*	95.4%	90.6%	- 5.0%	88.6%	90.9%	+ 2.6%
Pending Sales	22	19	- 13.6%	39	36	- 7.7%
Inventory	84	46	- 45.2%	--	--	--
Supply	3.5	1.8	- 48.6%	--	--	--

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### February



### Historical Average Sales Price Rolling 12-Month Calculation



# Local Market Update for February 2018

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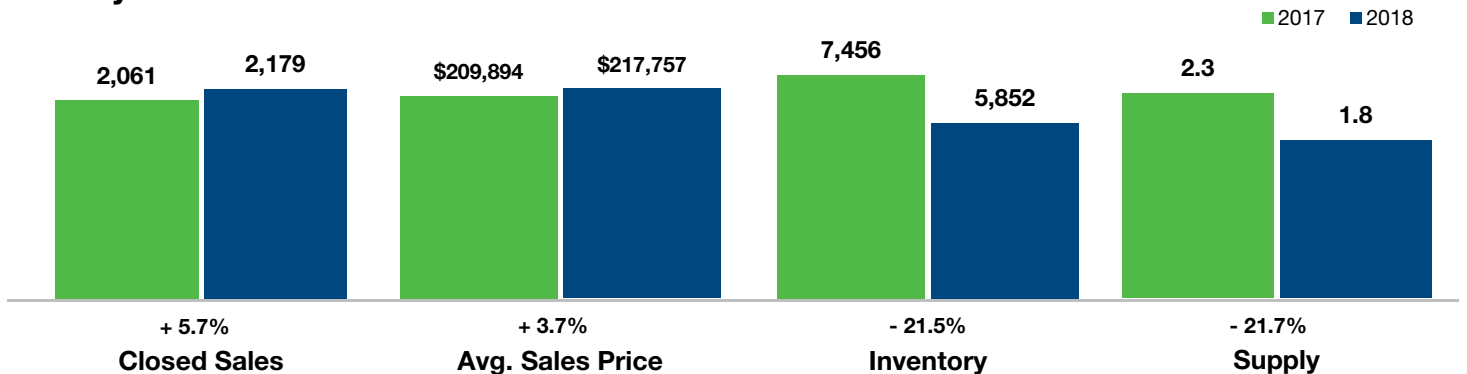


## Heartland MLS

Key Metrics	February			Year to Date		
	2017	2018	Percent Change	Thru 2-2017	Thru 2-2018	Percent Change
Closed Sales	2,061	<b>2,179</b>	+ 5.7%	4,011	<b>4,387</b>	+ 9.4%
Average Sales Price*	\$209,894	<b>\$217,757</b>	+ 3.7%	\$210,820	<b>\$224,578</b>	+ 6.5%
Median Sales Price*	\$176,500	<b>\$187,500</b>	+ 6.2%	\$175,000	<b>\$190,000</b>	+ 8.6%
Days on Market Until Sale	70	<b>63</b>	- 10.0%	69	<b>61</b>	- 11.6%
Percentage of Original List Price Received*	95.5%	<b>96.0%</b>	+ 0.5%	95.2%	<b>96.0%</b>	+ 0.8%
Pending Sales	3,130	<b>3,046</b>	- 2.7%	5,587	<b>5,852</b>	+ 4.7%
Inventory	7,456	<b>5,852</b>	- 21.5%	--	--	--
Supply	2.3	<b>1.8</b>	- 21.7%	--	--	--

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### February



### Historical Average Sales Price Rolling 12-Month Calculation

