

Local Market Update for June 2019

Please Note: Due to the recent merger of St. Joseph MLS data into the Heartland MLS system, some county reports may reflect statistical variances from previous years' data.

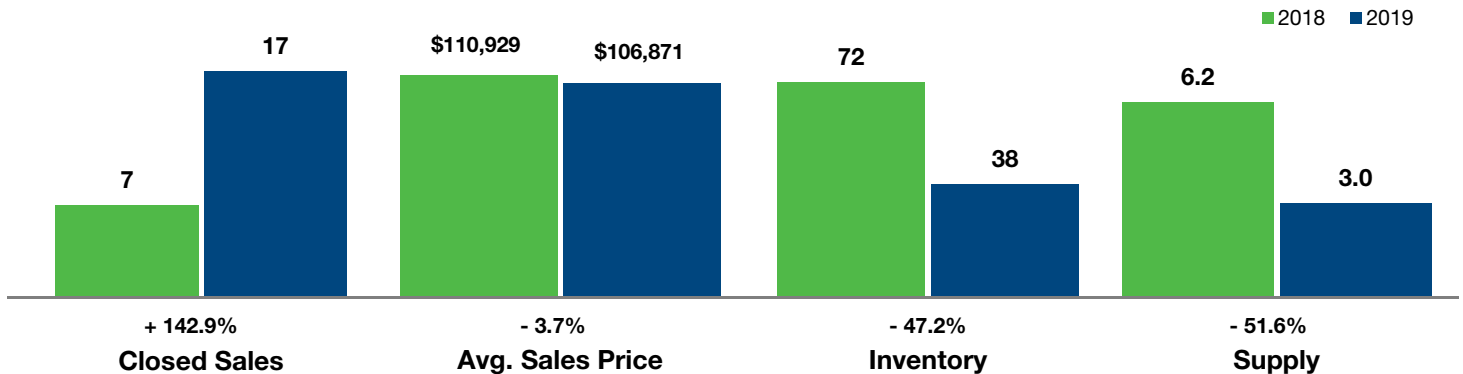


Atchison, KS

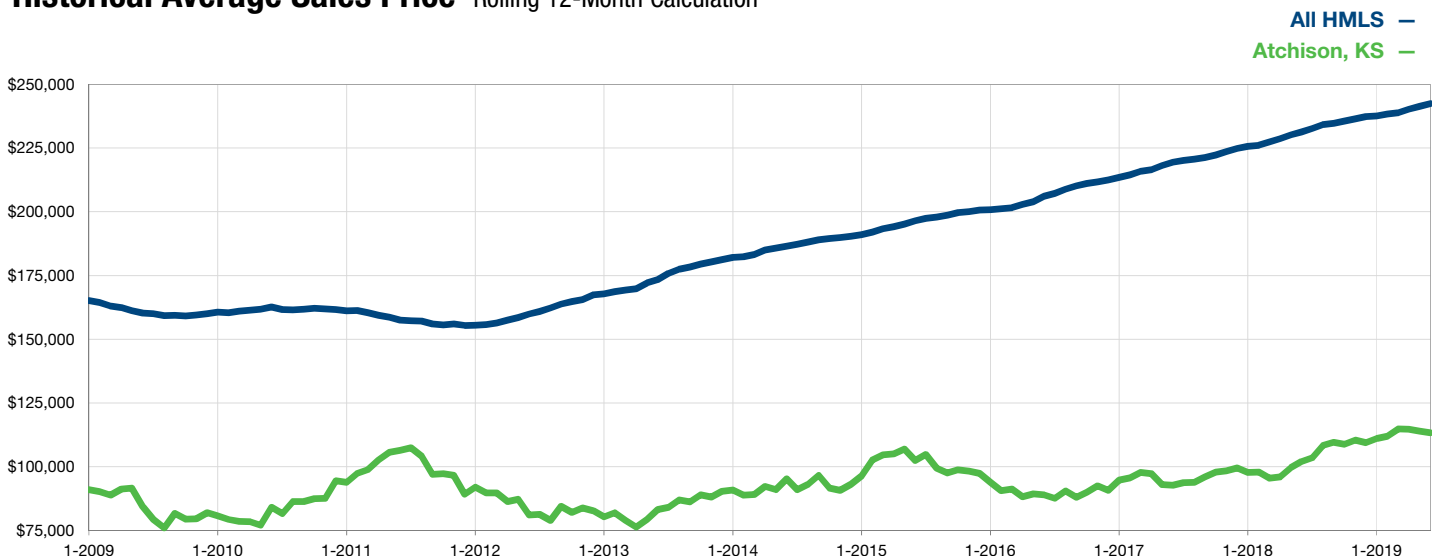
Key Metrics	June			Year to Date		
	2018	2019	Percent Change	Thru 6-2018	Thru 6-2019	Percent Change
Closed Sales	7	17	+ 142.9%	70	70	0.0%
Average Sales Price*	\$110,929	\$106,871	- 3.7%	\$100,056	\$108,779	+ 8.7%
Median Sales Price*	\$90,000	\$86,000	- 4.4%	\$90,650	\$90,150	- 0.6%
Days on Market Until Sale	88	47	- 46.6%	94	81	- 13.8%
Percentage of Original List Price Received*	90.3%	93.8%	+ 3.9%	91.3%	93.3%	+ 2.2%
Pending Sales	12	23	+ 91.7%	72	87	+ 20.8%
Inventory	72	38	- 47.2%	--	--	--
Supply	6.2	3.0	- 51.6%	--	--	--

* 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.

June



Historical Average Sales Price Rolling 12-Month Calculation



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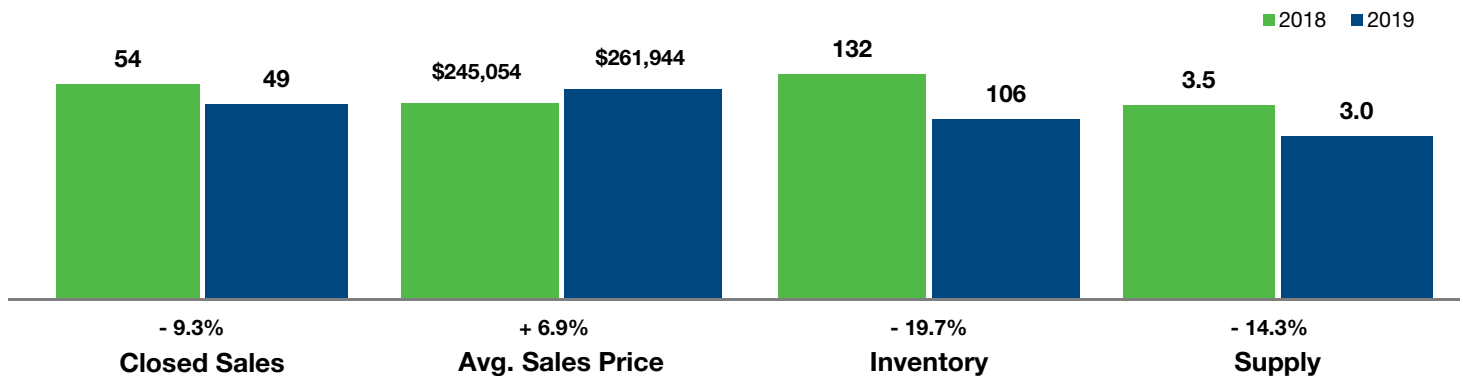


Douglas, KS

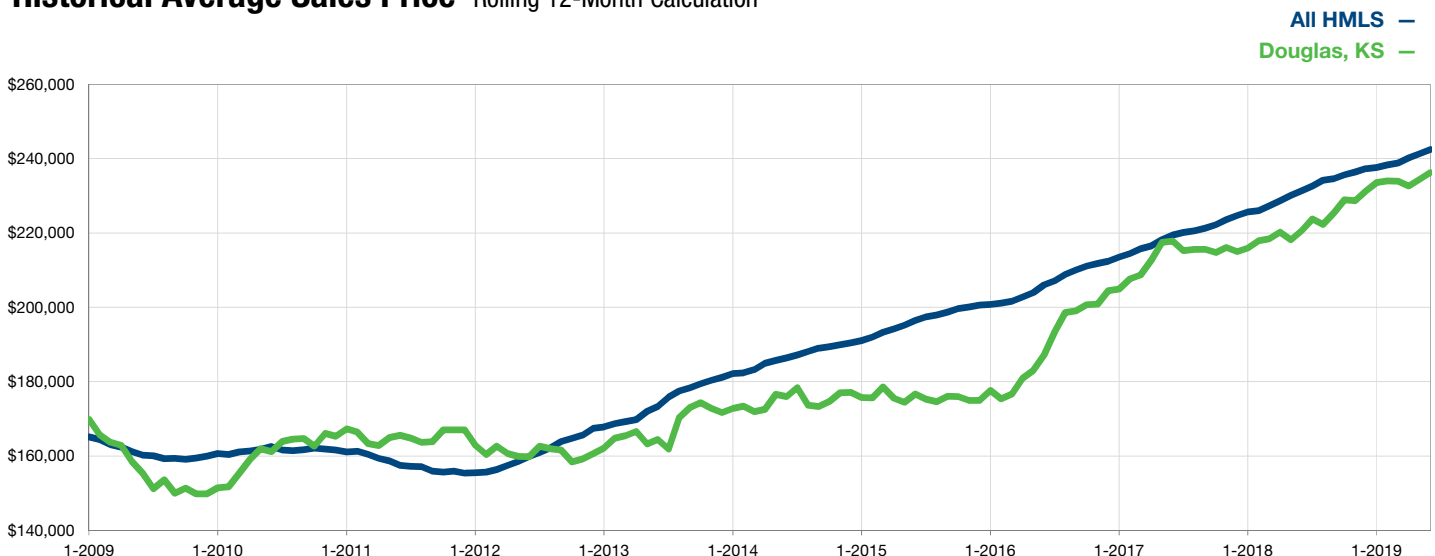
Key Metrics	June			Year to Date		
	2018	2019	Percent Change	Thru 6-2018	Thru 6-2019	Percent Change
Closed Sales	54	49	- 9.3%	244	208	- 14.8%
Average Sales Price*	\$245,054	\$261,944	+ 6.9%	\$230,331	\$240,530	+ 4.4%
Median Sales Price*	\$211,500	\$230,000	+ 8.7%	\$206,045	\$210,000	+ 1.9%
Days on Market Until Sale	42	37	- 11.9%	52	51	- 1.9%
Percentage of Original List Price Received*	98.2%	97.4%	- 0.8%	97.8%	97.4%	- 0.4%
Pending Sales	41	50	+ 22.0%	271	251	- 7.4%
Inventory	132	106	- 19.7%	--	--	--
Supply	3.5	3.0	- 14.3%	--	--	--

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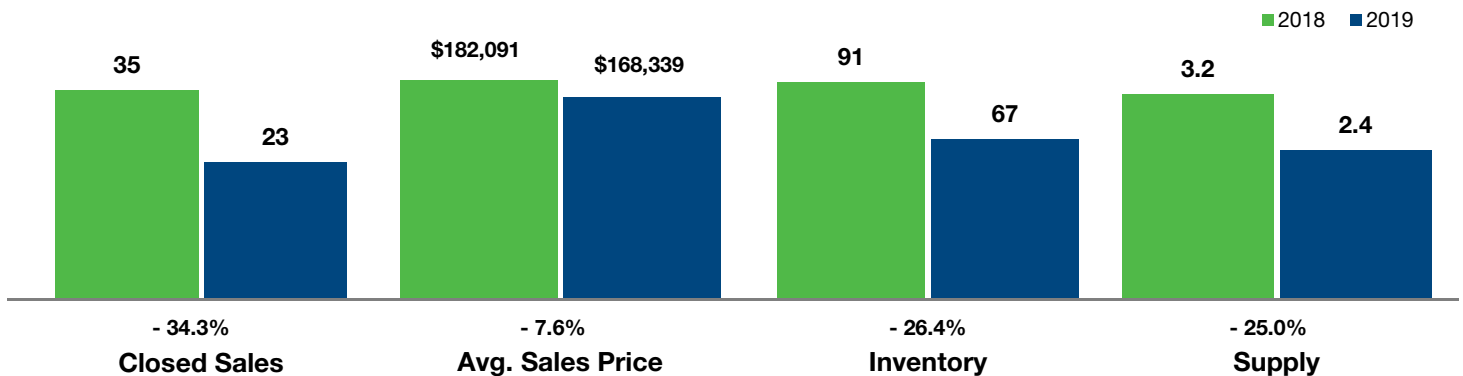


Franklin, KS

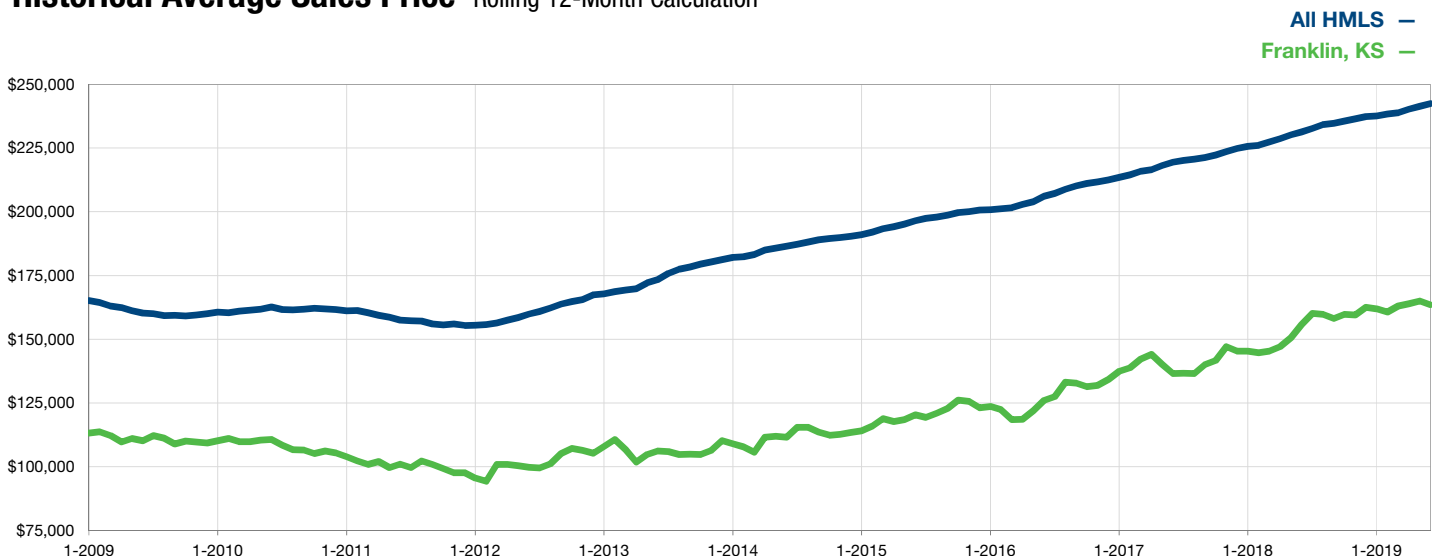
Key Metrics	June			Year to Date		
	2018	2019	Percent Change	Thru 6-2018	Thru 6-2019	Percent Change
Closed Sales	35	23	- 34.3%	155	158	+ 1.9%
Average Sales Price*	\$182,091	\$168,339	- 7.6%	\$155,897	\$158,085	+ 1.4%
Median Sales Price*	\$169,000	\$148,500	- 12.1%	\$141,000	\$141,000	0.0%
Days on Market Until Sale	50	41	- 18.0%	55	74	+ 34.5%
Percentage of Original List Price Received*	96.6%	97.2%	+ 0.6%	94.7%	92.8%	- 2.0%
Pending Sales	27	31	+ 14.8%	176	176	0.0%
Inventory	91	67	- 26.4%	--	--	--
Supply	3.2	2.4	- 25.0%	--	--	--

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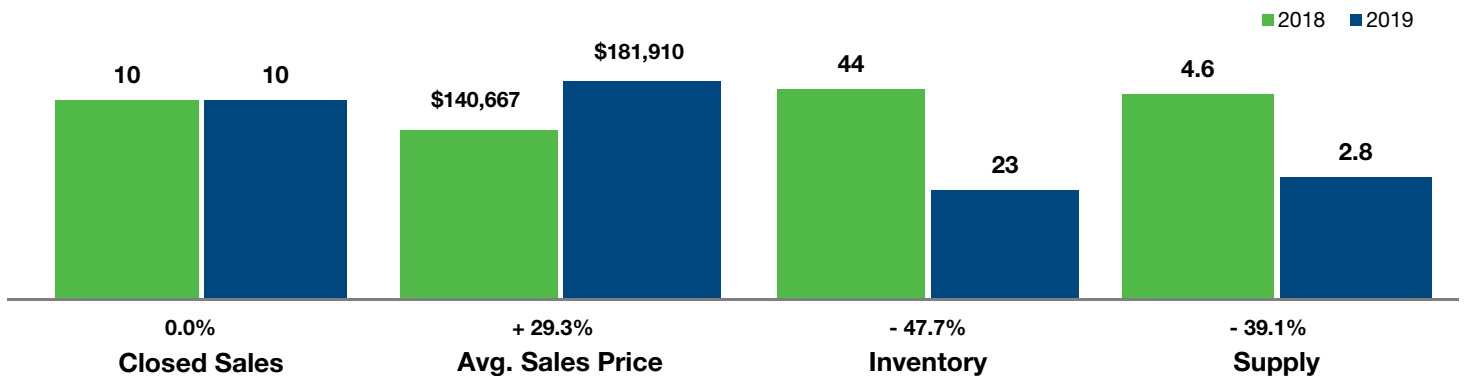


Jefferson, KS

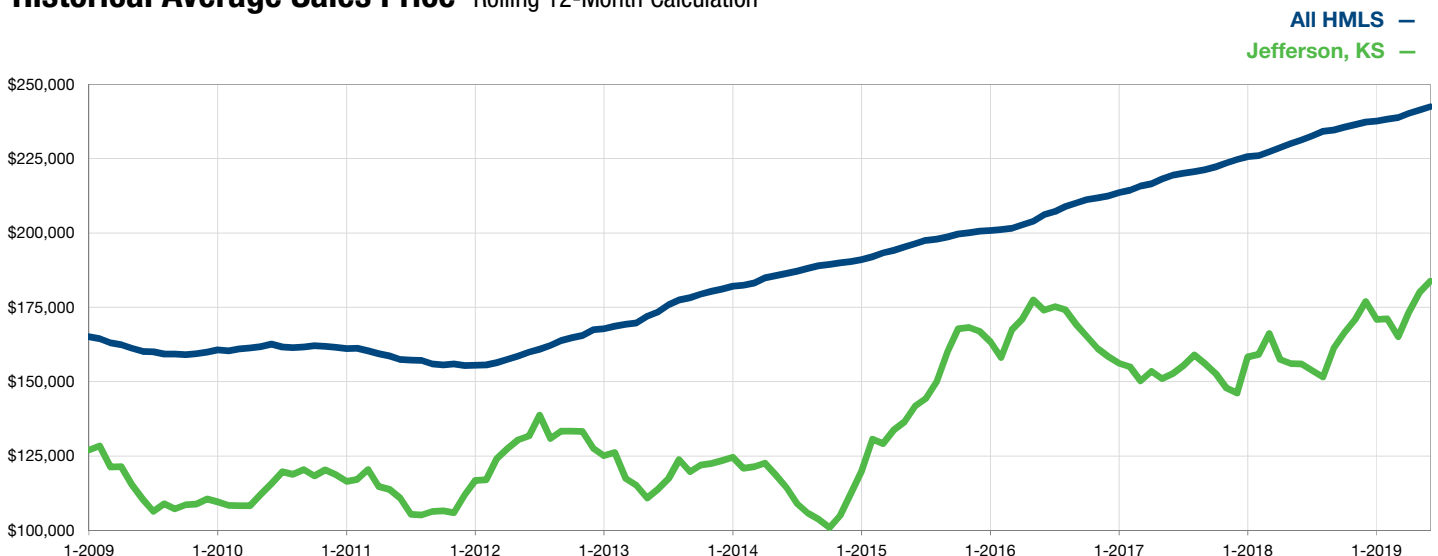
Key Metrics	June			Year to Date		
	2018	2019	Percent Change	Thru 6-2018	Thru 6-2019	Percent Change
Closed Sales	10	10	0.0%	63	35	- 44.4%
Average Sales Price*	\$140,667	\$181,910	+ 29.3%	\$171,968	\$187,552	+ 9.1%
Median Sales Price*	\$145,000	\$147,875	+ 2.0%	\$138,125	\$155,000	+ 12.2%
Days on Market Until Sale	69	23	- 66.7%	75	52	- 30.7%
Percentage of Original List Price Received*	98.2%	100.5%	+ 2.3%	93.9%	95.6%	+ 1.8%
Pending Sales	8	8	0.0%	62	41	- 33.9%
Inventory	44	23	- 47.7%	--	--	--
Supply	4.6	2.8	- 39.1%	--	--	--

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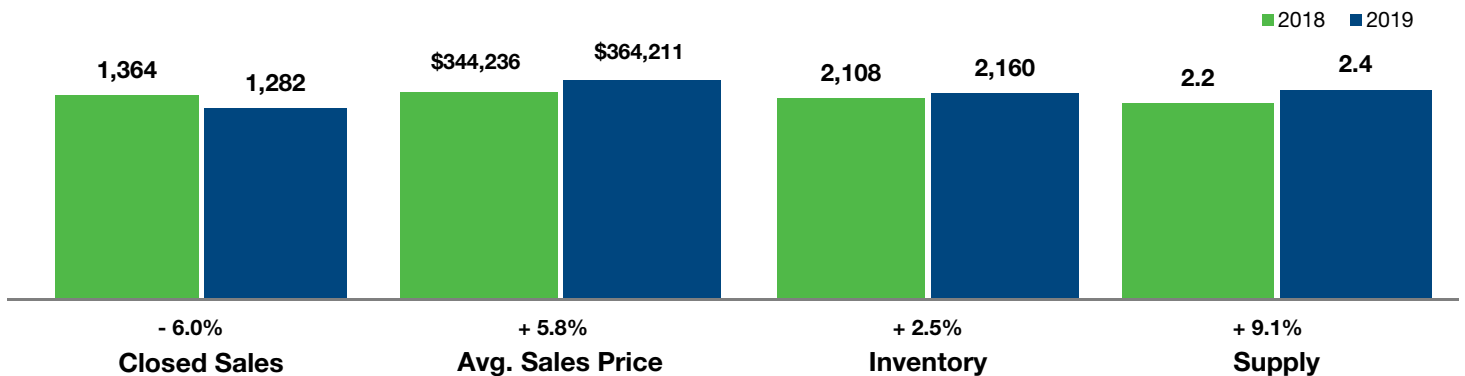


Johnson, KS

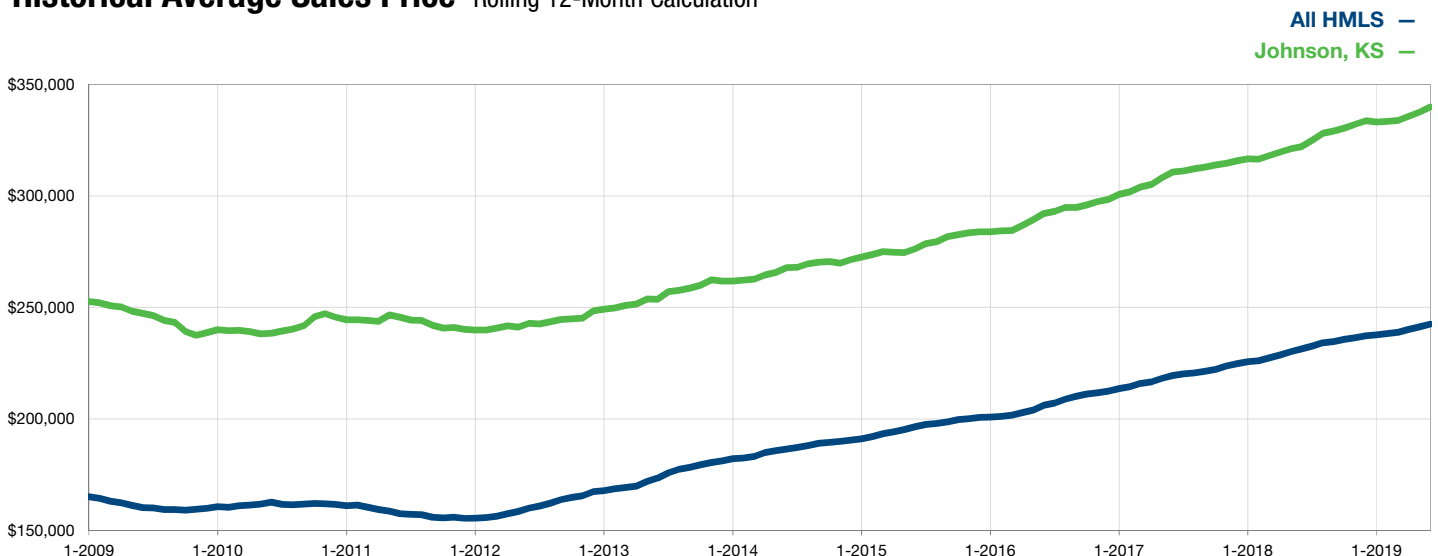
Key Metrics	June			Year to Date		
	2018	2019	Percent Change	Thru 6-2018	Thru 6-2019	Percent Change
Closed Sales	1,364	1,282	- 6.0%	5,530	5,319	- 3.8%
Average Sales Price*	\$344,236	\$364,211	+ 5.8%	\$332,242	\$344,974	+ 3.8%
Median Sales Price*	\$290,000	\$309,225	+ 6.6%	\$280,545	\$297,500	+ 6.0%
Days on Market Until Sale	36	41	+ 13.9%	44	45	+ 2.3%
Percentage of Original List Price Received*	100.0%	98.9%	- 1.1%	99.5%	98.7%	- 0.8%
Pending Sales	1,157	1,168	+ 1.0%	6,283	6,236	- 0.7%
Inventory	2,108	2,160	+ 2.5%	--	--	--
Supply	2.2	2.4	+ 9.1%	--	--	--

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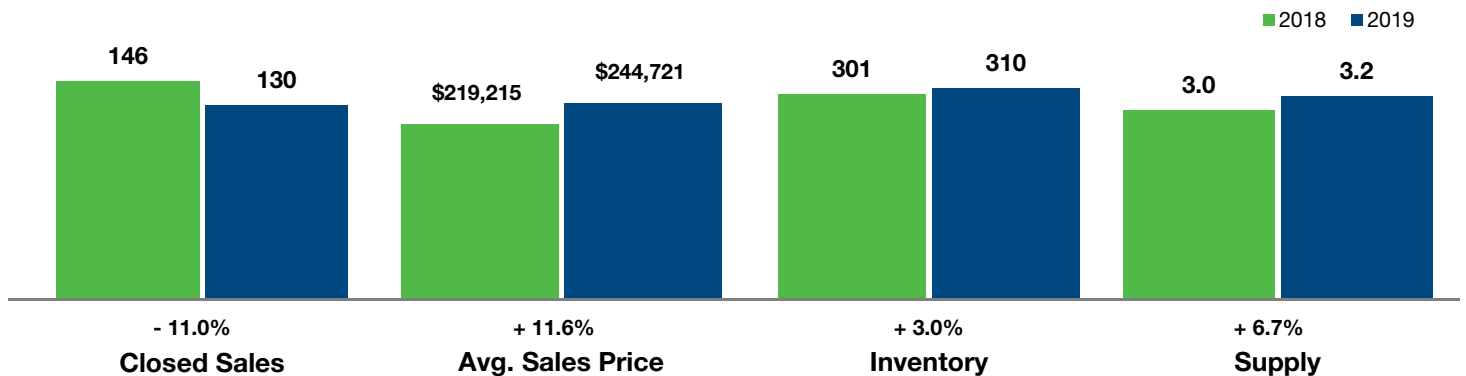


Leavenworth, KS

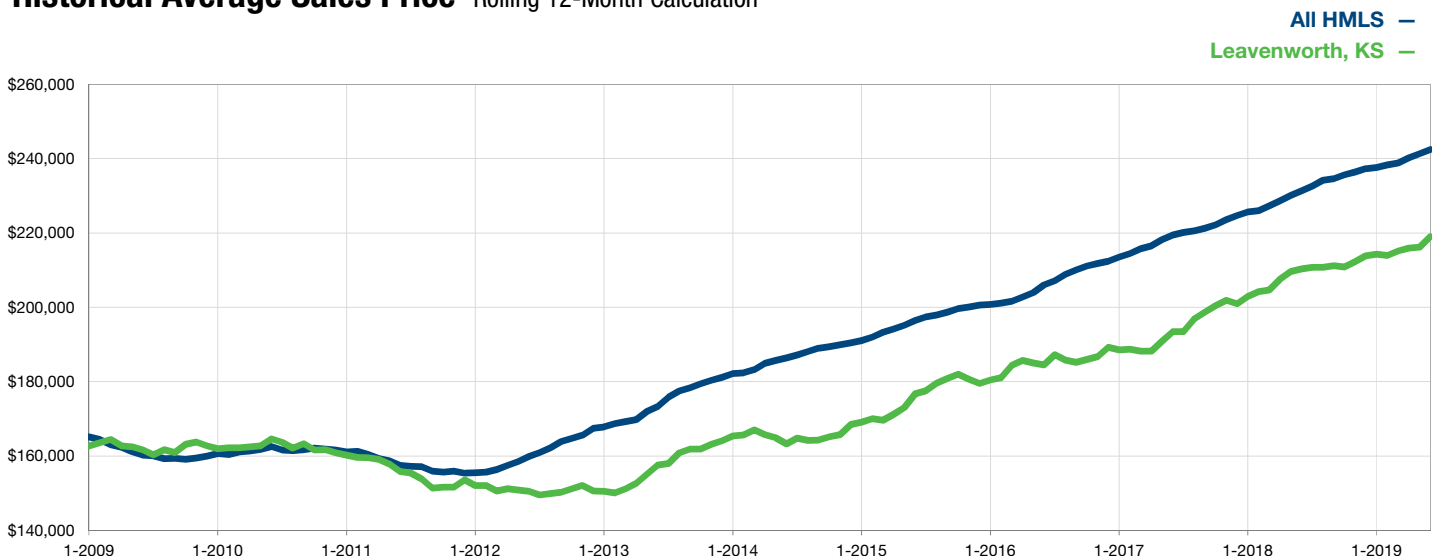
Key Metrics	June			Year to Date		
	2018	2019	Percent Change	Thru 6-2018	Thru 6-2019	Percent Change
Closed Sales	146	130	- 11.0%	622	577	- 7.2%
Average Sales Price*	\$219,215	\$244,721	+ 11.6%	\$214,797	\$225,240	+ 4.9%
Median Sales Price*	\$207,250	\$231,750	+ 11.8%	\$199,000	\$210,000	+ 5.5%
Days on Market Until Sale	55	51	- 7.3%	64	64	0.0%
Percentage of Original List Price Received*	98.1%	98.5%	+ 0.4%	97.4%	97.2%	- 0.2%
Pending Sales	129	131	+ 1.6%	713	672	- 5.8%
Inventory	301	310	+ 3.0%	--	--	--
Supply	3.0	3.2	+ 6.7%	--	--	--

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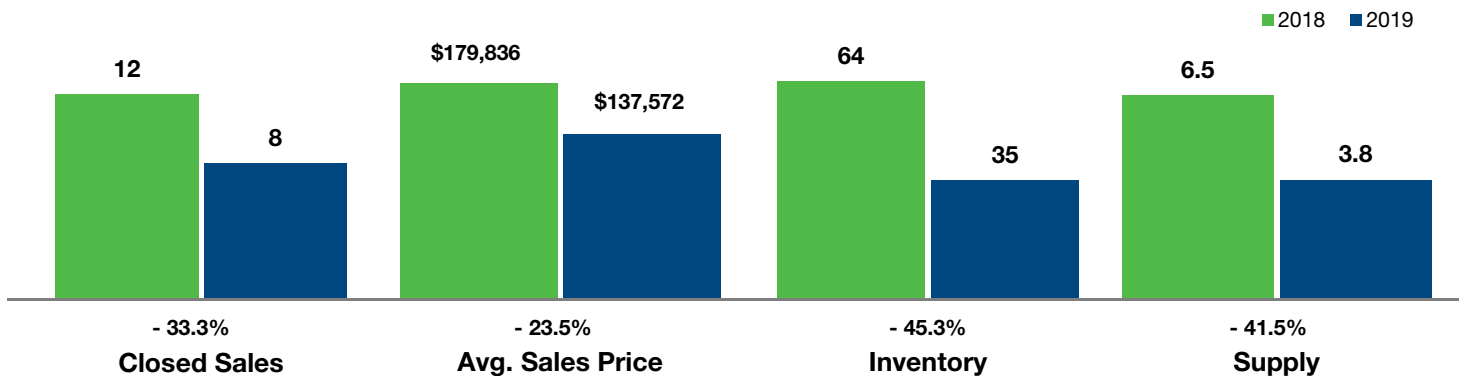


Linn, KS

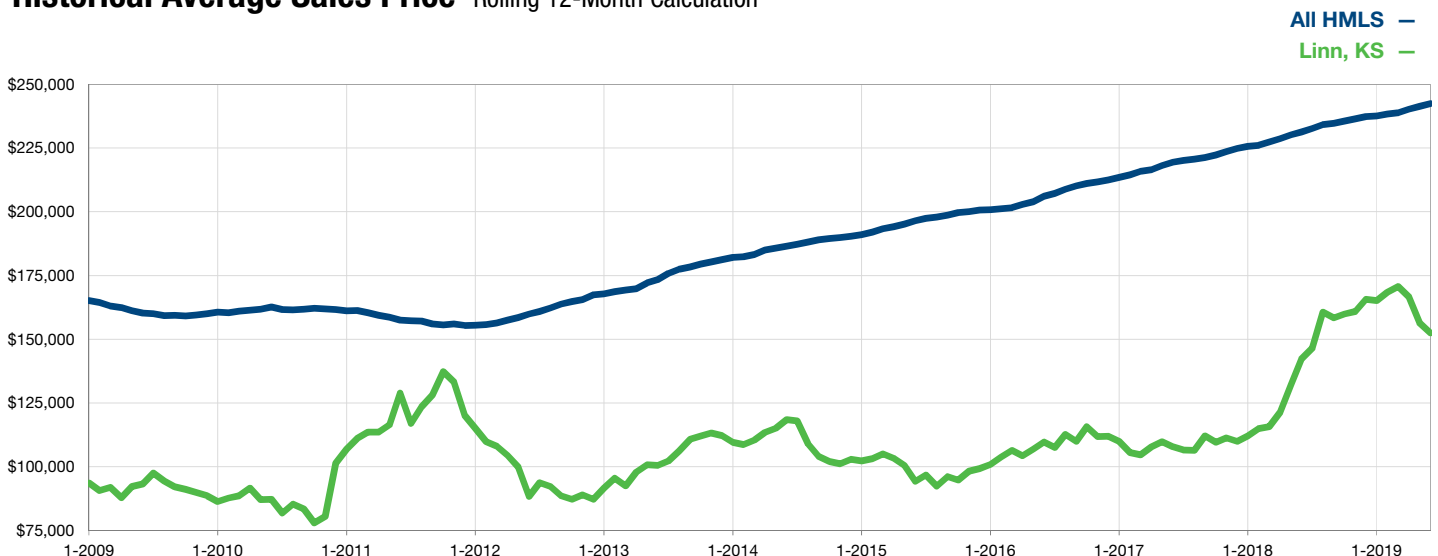
Key Metrics	June			Year to Date		
	2018	2019	Percent Change	Thru 6-2018	Thru 6-2019	Percent Change
Closed Sales	12	8	- 33.3%	62	49	- 21.0%
Average Sales Price*	\$179,836	\$137,572	- 23.5%	\$171,537	\$142,624	- 16.9%
Median Sales Price*	\$133,114	\$122,039	- 8.3%	\$125,000	\$125,000	0.0%
Days on Market Until Sale	118	78	- 33.9%	100	74	- 26.0%
Percentage of Original List Price Received*	92.1%	95.9%	+ 4.1%	91.5%	92.5%	+ 1.1%
Pending Sales	12	9	- 25.0%	69	61	- 11.6%
Inventory	64	35	- 45.3%	--	--	--
Supply	6.5	3.8	- 41.5%	--	--	--

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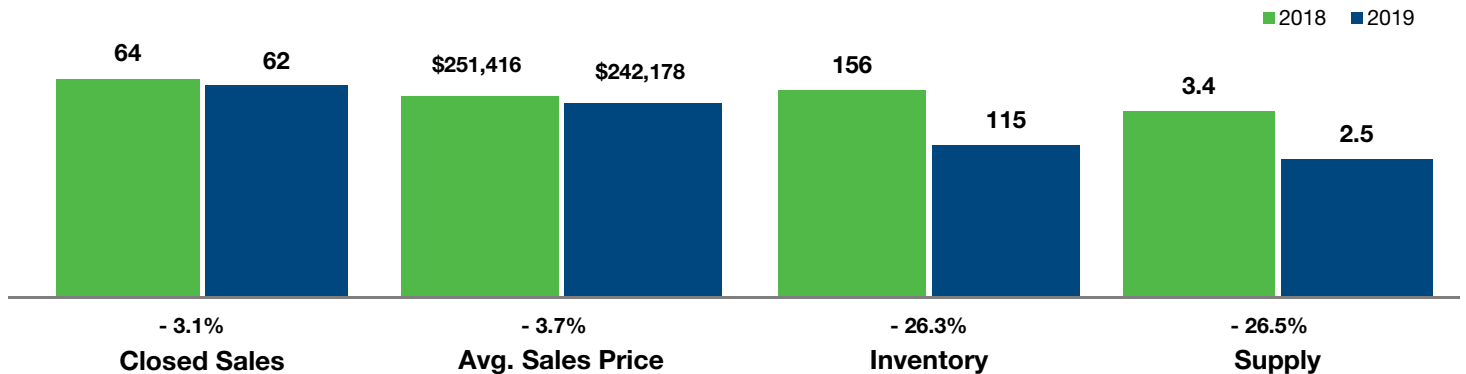


Miami, KS

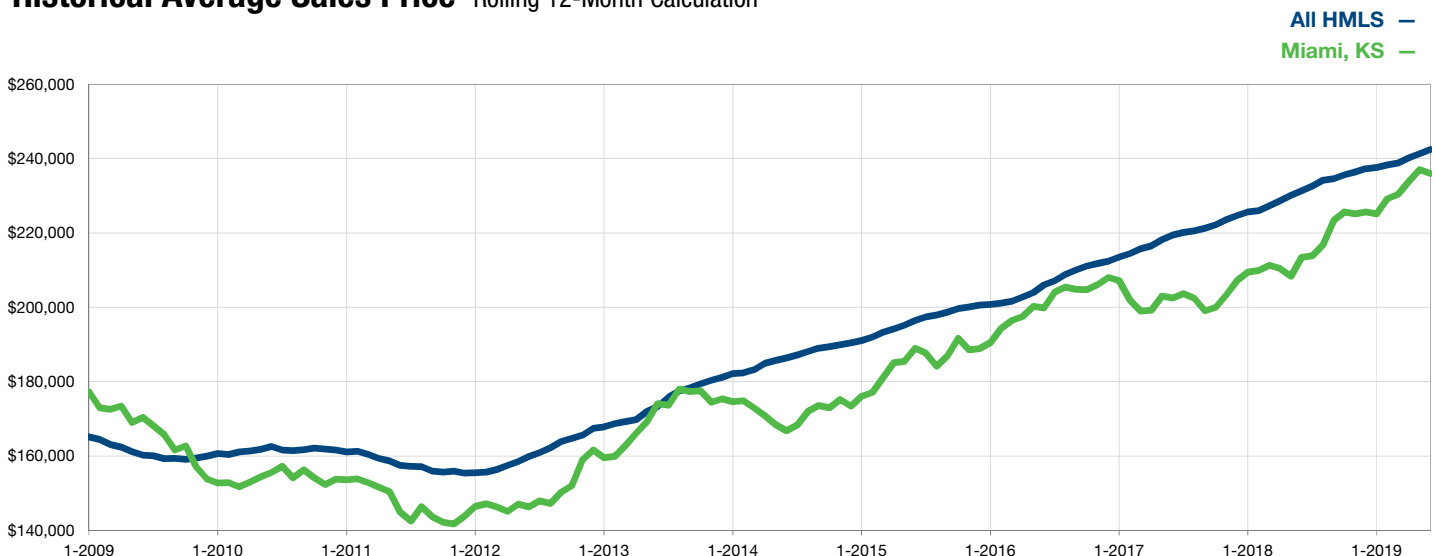
Key Metrics	June			Year to Date		
	2018	2019	Percent Change	Thru 6-2018	Thru 6-2019	Percent Change
Closed Sales	64	62	- 3.1%	266	252	- 5.3%
Average Sales Price*	\$251,416	\$242,178	- 3.7%	\$215,588	\$237,707	+ 10.3%
Median Sales Price*	\$227,000	\$226,000	- 0.4%	\$197,000	\$216,000	+ 9.6%
Days on Market Until Sale	41	39	- 4.9%	53	69	+ 30.2%
Percentage of Original List Price Received*	96.4%	96.9%	+ 0.5%	97.6%	95.6%	- 2.0%
Pending Sales	67	41	- 38.8%	310	272	- 12.3%
Inventory	156	115	- 26.3%	--	--	--
Supply	3.4	2.5	- 26.5%	--	--	--

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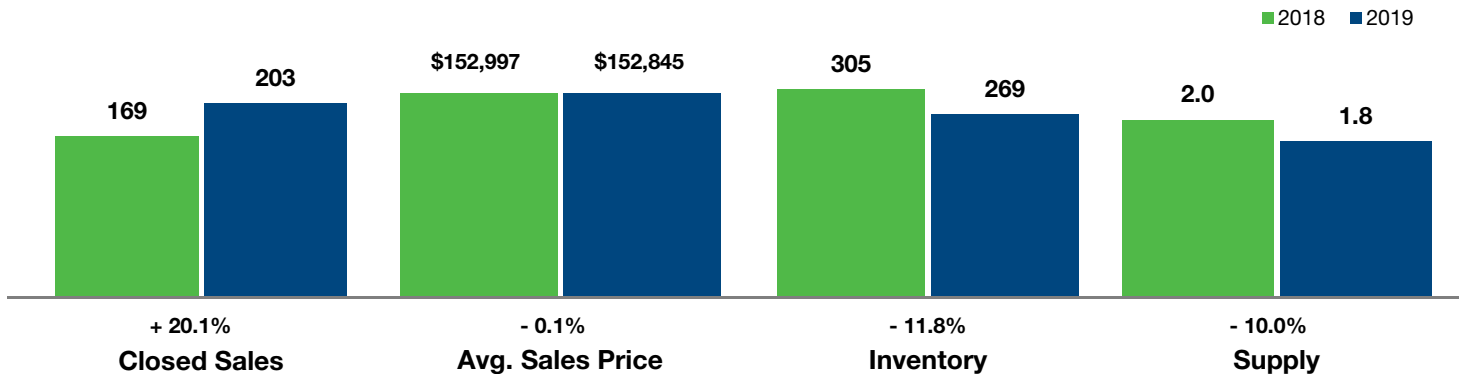


Wyandotte, KS

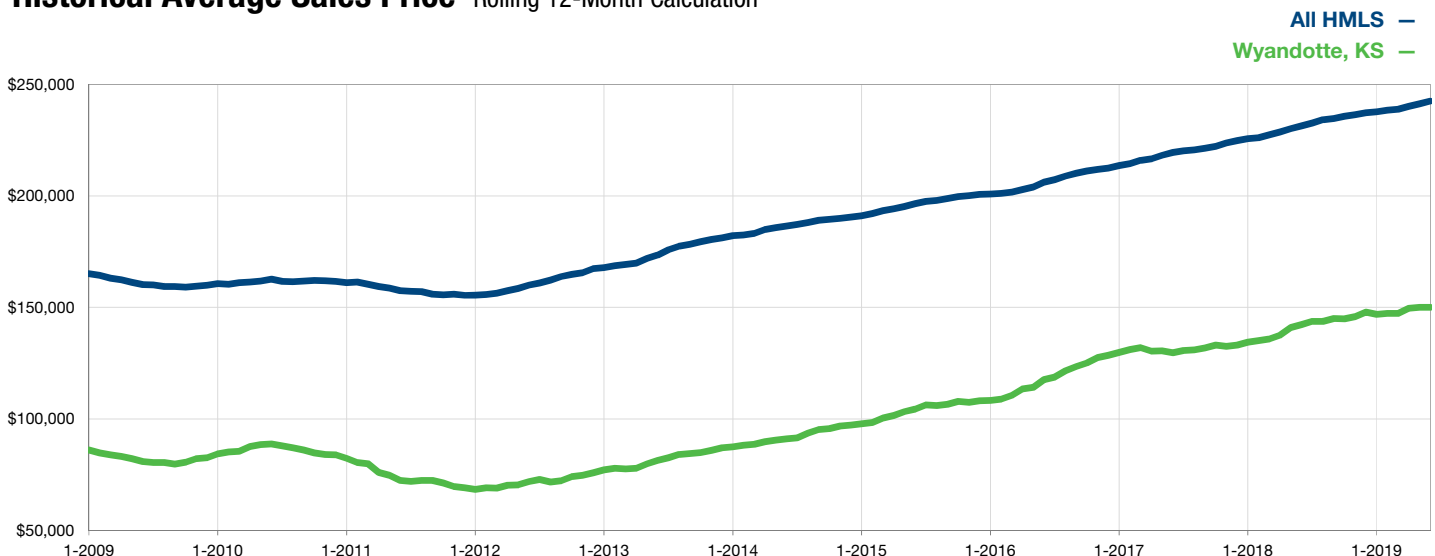
	June			Year to Date		
Key Metrics	2018	2019	Percent Change	Thru 6-2018	Thru 6-2019	Percent Change
Closed Sales	169	203	+ 20.1%	865	907	+ 4.9%
Average Sales Price*	\$152,997	\$152,845	- 0.1%	\$147,032	\$151,337	+ 2.9%
Median Sales Price*	\$136,500	\$135,000	- 1.1%	\$130,000	\$135,000	+ 3.8%
Days on Market Until Sale	34	31	- 8.8%	47	42	- 10.6%
Percentage of Original List Price Received*	98.0%	97.1%	- 0.9%	97.5%	96.6%	- 0.9%
Pending Sales	170	227	+ 33.5%	948	1,047	+ 10.4%
Inventory	305	269	- 11.8%	--	--	--
Supply	2.0	1.8	- 10.0%	--	--	--

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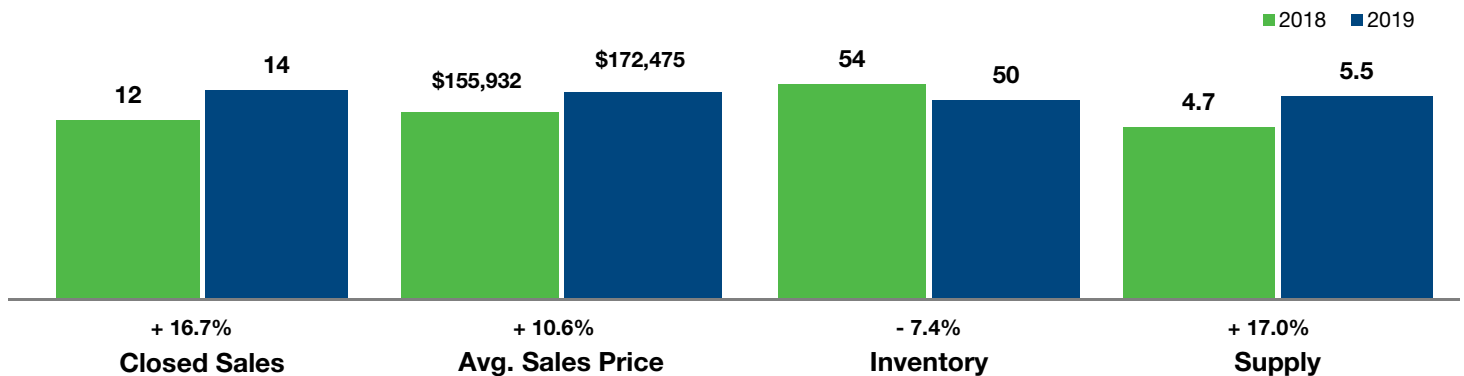


Bates, MO

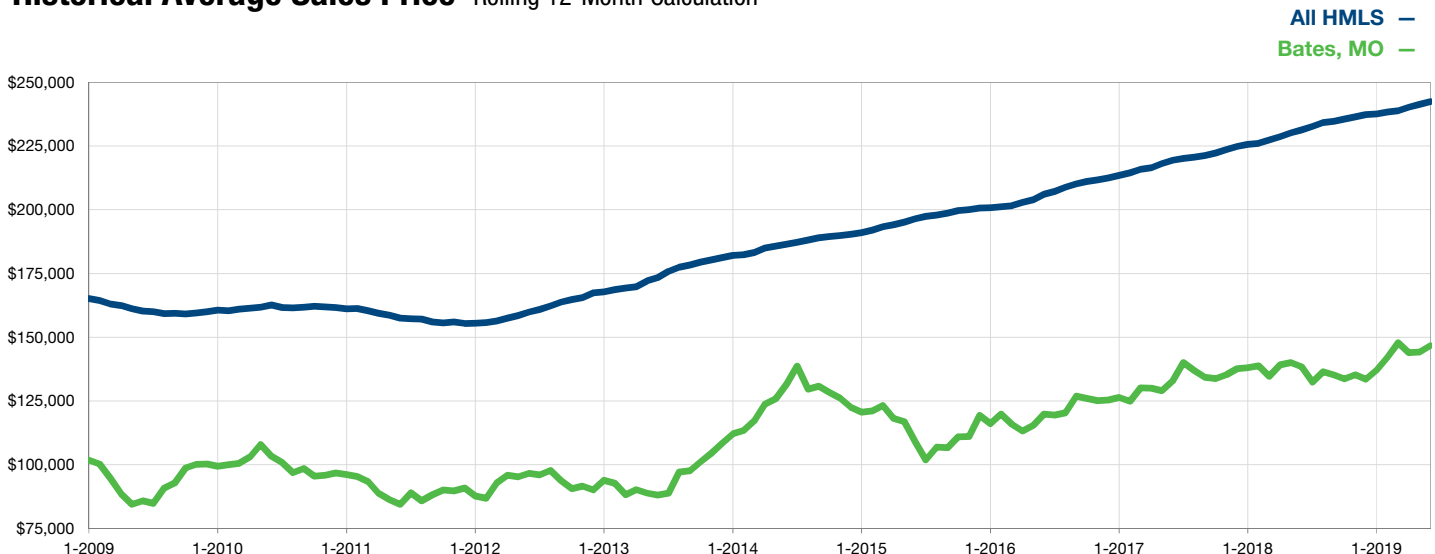
Key Metrics	June			Year to Date		
	2018	2019	Percent Change	Thru 6-2018	Thru 6-2019	Percent Change
Closed Sales	12	14	+ 16.7%	65	49	- 24.6%
Average Sales Price*	\$155,932	\$172,475	+ 10.6%	\$134,902	\$164,516	+ 22.0%
Median Sales Price*	\$126,000	\$138,900	+ 10.2%	\$121,350	\$133,500	+ 10.0%
Days on Market Until Sale	114	91	- 20.2%	133	115	- 13.5%
Percentage of Original List Price Received*	95.4%	98.2%	+ 2.9%	91.1%	94.8%	+ 4.1%
Pending Sales	8	18	+ 125.0%	69	63	- 8.7%
Inventory	54	50	- 7.4%	--	--	--
Supply	4.7	5.5	+ 17.0%	--	--	--

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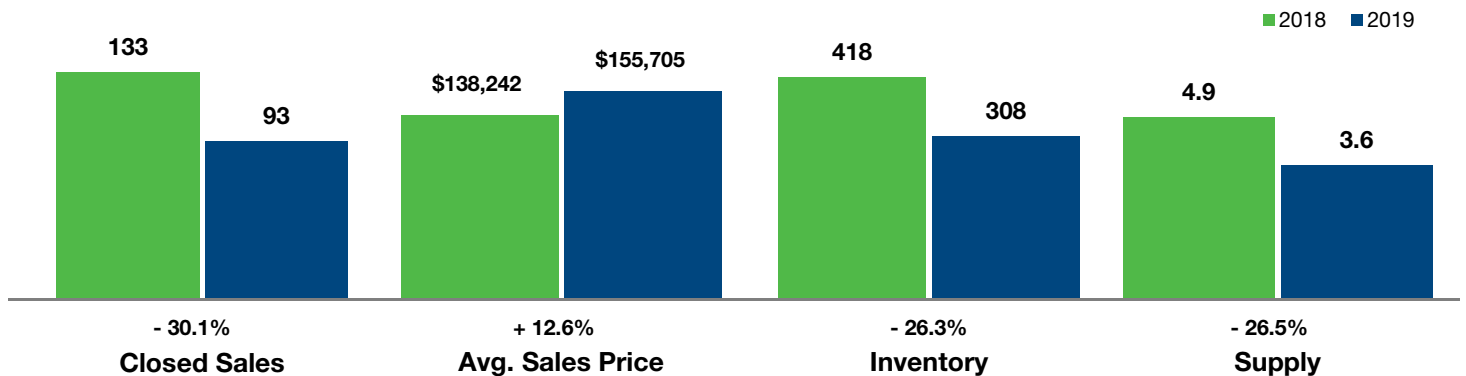


Buchanan, MO

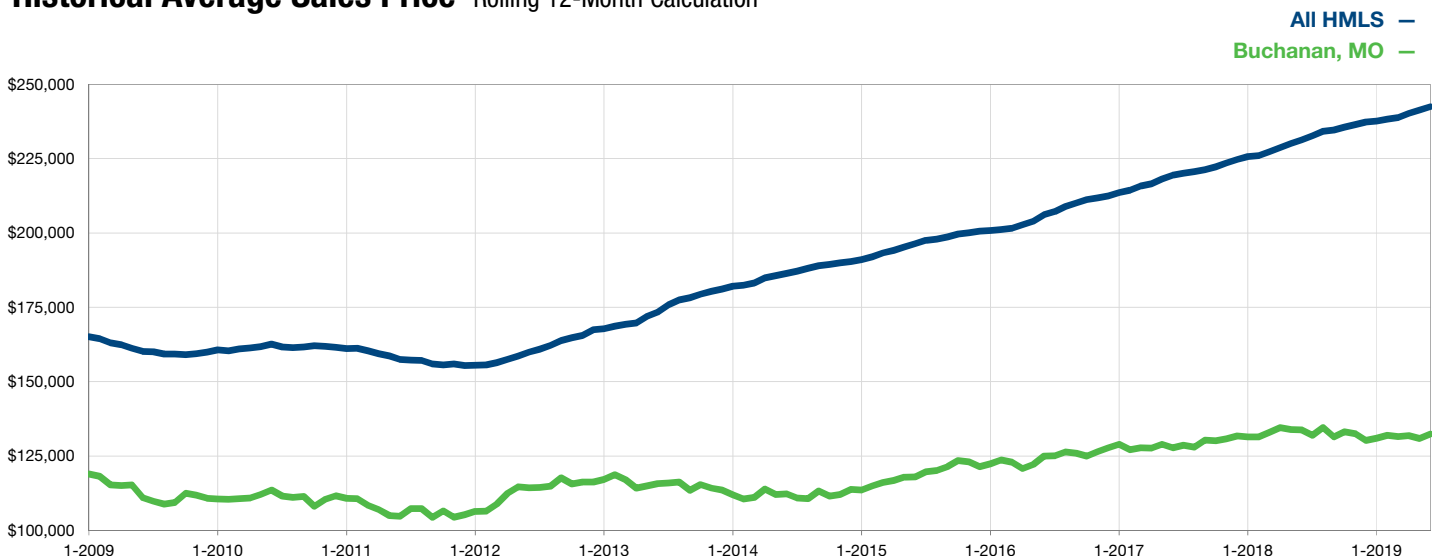
Key Metrics	June			Year to Date		
	2018	2019	Percent Change	Thru 6-2018	Thru 6-2019	Percent Change
Closed Sales	133	93	- 30.1%	525	493	- 6.1%
Average Sales Price*	\$138,242	\$155,705	+ 12.6%	\$133,311	\$137,525	+ 3.2%
Median Sales Price*	\$128,000	\$128,000	0.0%	\$117,000	\$127,000	+ 8.5%
Days on Market Until Sale	81	54	- 33.3%	87	72	- 17.2%
Percentage of Original List Price Received*	92.9%	94.0%	+ 1.2%	93.0%	93.6%	+ 0.6%
Pending Sales	122	109	- 10.7%	613	565	- 7.8%
Inventory	418	308	- 26.3%	--	--	--
Supply	4.9	3.6	- 26.5%	--	--	--

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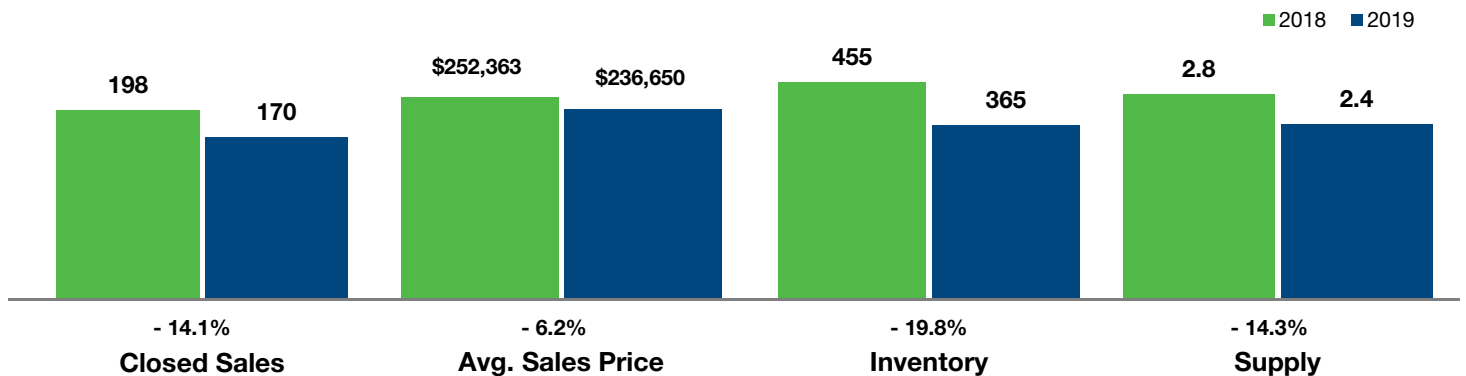


Cass, MO

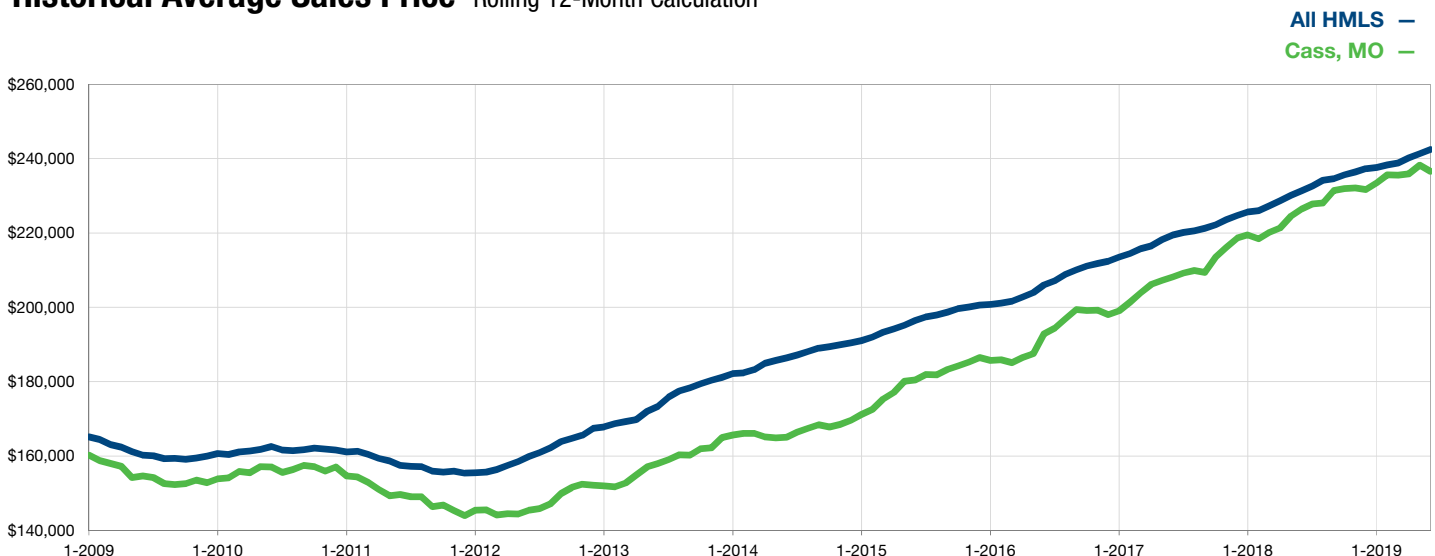
Key Metrics	June			Year to Date		
	2018	2019	Percent Change	Thru 6-2018	Thru 6-2019	Percent Change
Closed Sales	198	170	- 14.1%	979	856	- 12.6%
Average Sales Price*	\$252,363	\$236,650	- 6.2%	\$231,162	\$241,511	+ 4.5%
Median Sales Price*	\$239,450	\$212,250	- 11.4%	\$210,000	\$215,000	+ 2.4%
Days on Market Until Sale	49	44	- 10.2%	64	72	+ 12.5%
Percentage of Original List Price Received*	99.0%	97.7%	- 1.3%	98.1%	97.5%	- 0.6%
Pending Sales	200	187	- 6.5%	1,095	1,002	- 8.5%
Inventory	455	365	- 19.8%	--	--	--
Supply	2.8	2.4	- 14.3%	--	--	--

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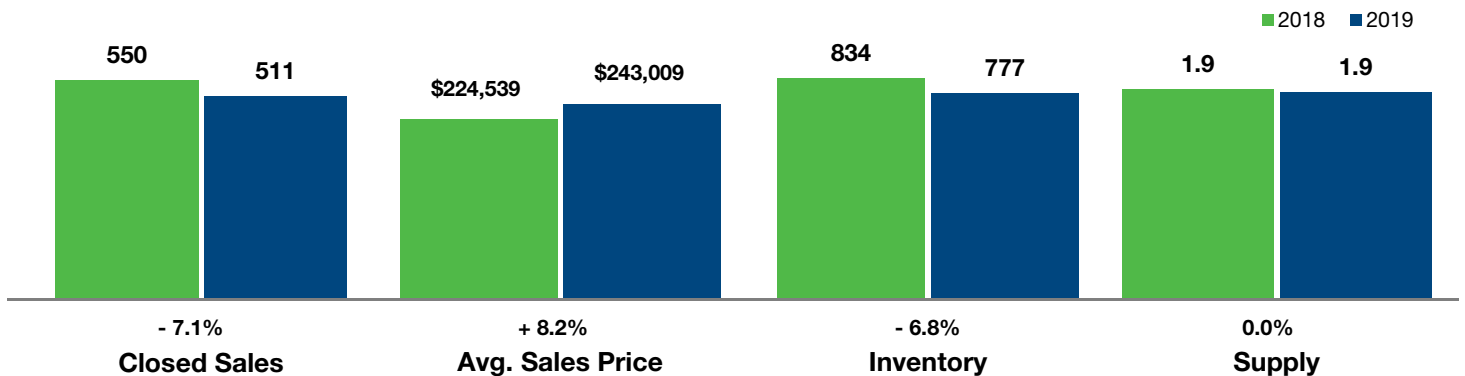


Clay, MO

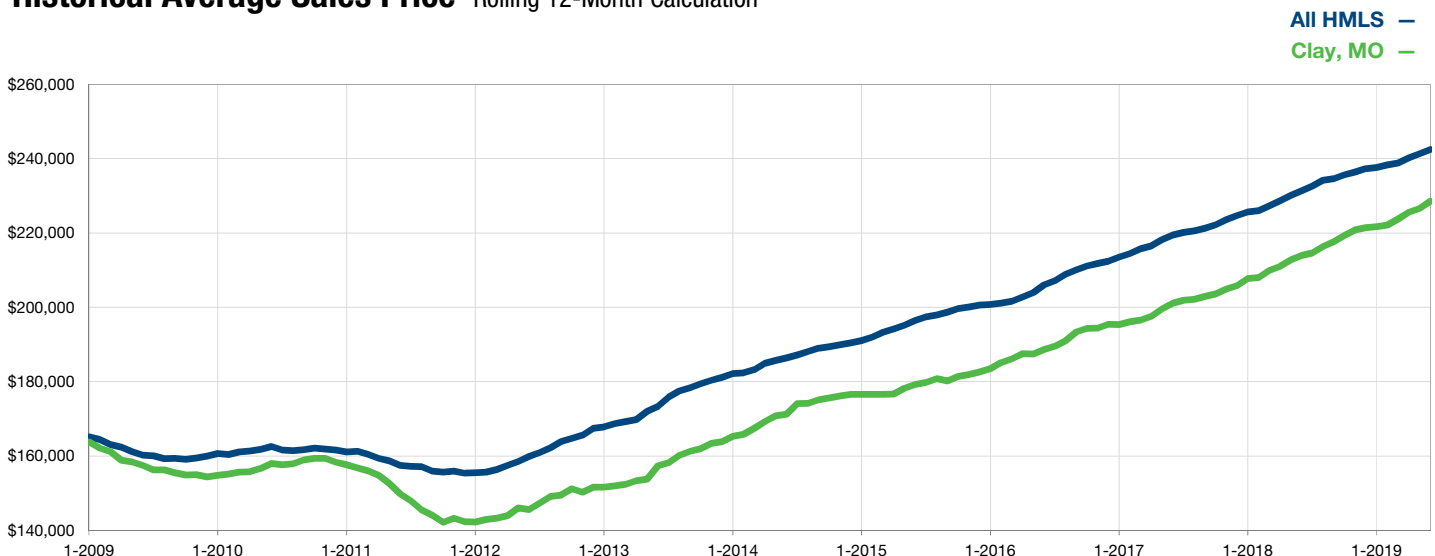
Key Metrics	June			Year to Date		
	2018	2019	Percent Change	Thru 6-2018	Thru 6-2019	Percent Change
Closed Sales	550	511	- 7.1%	2,661	2,311	- 13.2%
Average Sales Price*	\$224,539	\$243,009	+ 8.2%	\$219,755	\$234,869	+ 6.9%
Median Sales Price*	\$210,000	\$225,400	+ 7.3%	\$199,000	\$215,000	+ 8.0%
Days on Market Until Sale	39	32	- 17.9%	47	47	0.0%
Percentage of Original List Price Received*	99.6%	99.7%	+ 0.1%	98.8%	98.6%	- 0.2%
Pending Sales	530	509	- 4.0%	2,944	2,668	- 9.4%
Inventory	834	777	- 6.8%	--	--	--
Supply	1.9	1.9	0.0%	--	--	--

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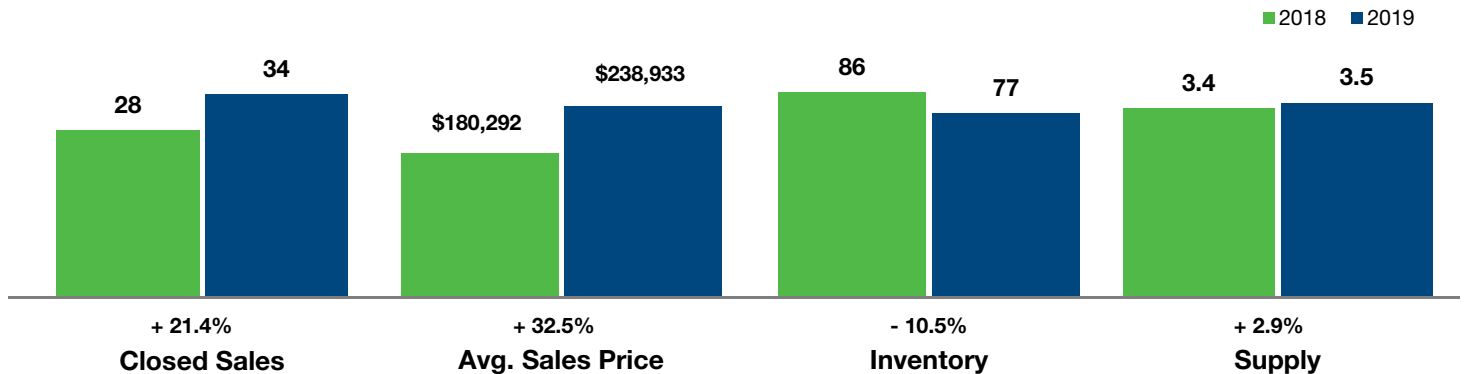


Clinton, MO

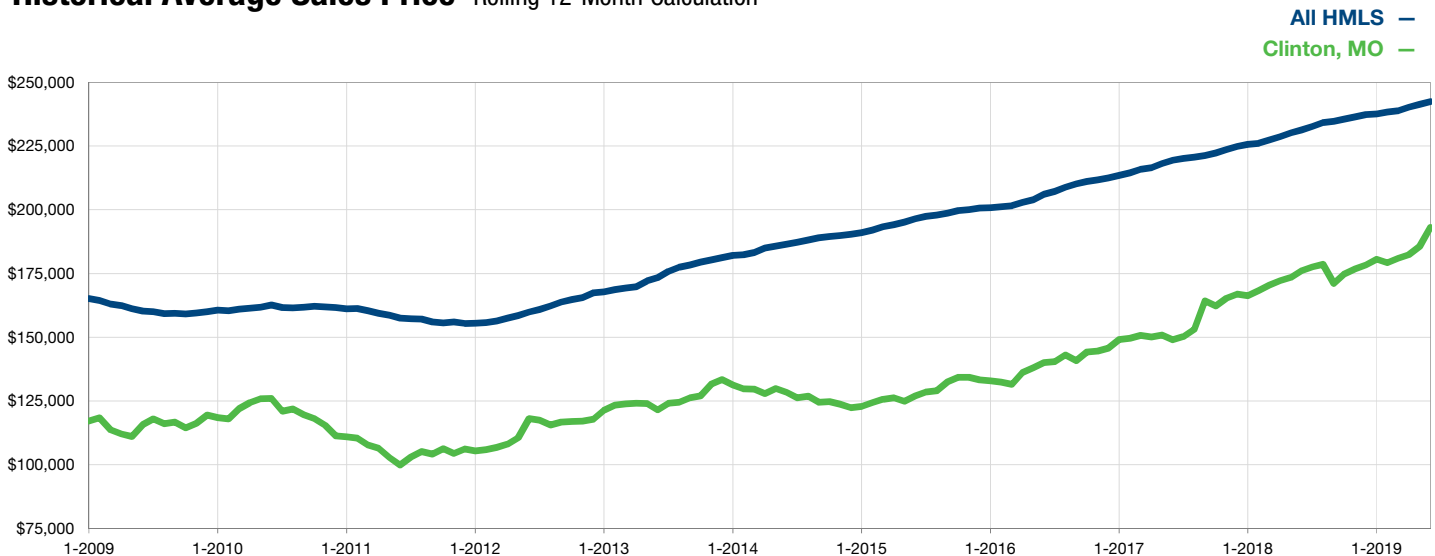
Key Metrics	June			Year to Date		
	2018	2019	Percent Change	Thru 6-2018	Thru 6-2019	Percent Change
Closed Sales	28	34	+ 21.4%	150	129	- 14.0%
Average Sales Price*	\$180,292	\$238,933	+ 32.5%	\$172,956	\$202,455	+ 17.1%
Median Sales Price*	\$174,900	\$160,000	- 8.5%	\$150,000	\$174,000	+ 16.0%
Days on Market Until Sale	39	40	+ 2.6%	66	58	- 12.1%
Percentage of Original List Price Received*	96.2%	100.1%	+ 4.1%	95.7%	97.1%	+ 1.5%
Pending Sales	15	28	+ 86.7%	157	156	- 0.6%
Inventory	86	77	- 10.5%	--	--	--
Supply	3.4	3.5	+ 2.9%	--	--	--

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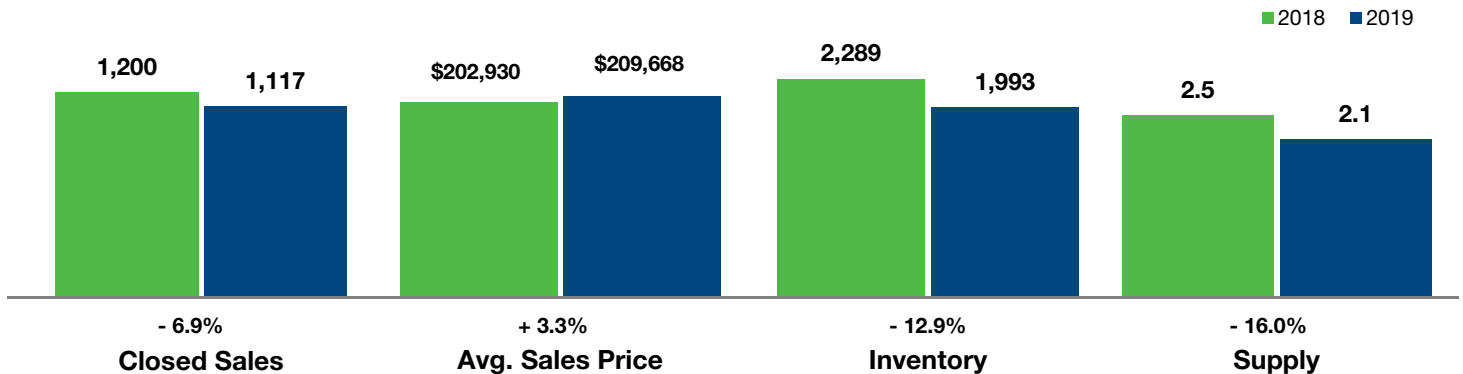


Jackson, MO

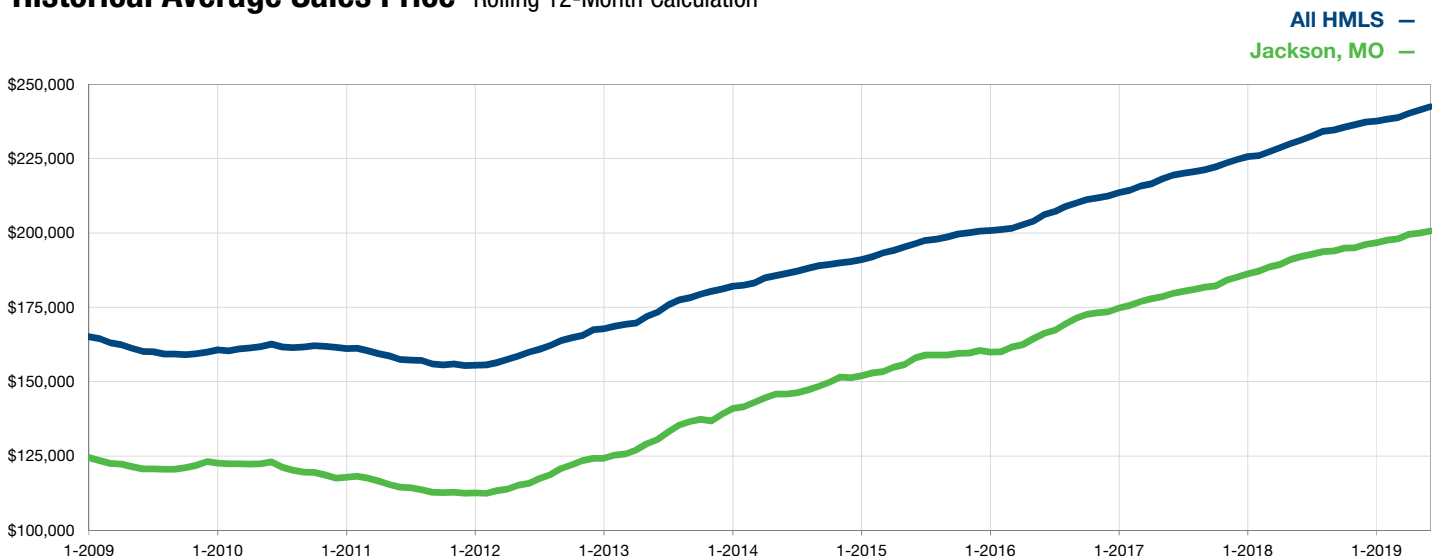
Key Metrics	June			Year to Date		
	2018	2019	Percent Change	Thru 6-2018	Thru 6-2019	Percent Change
Closed Sales	1,200	1,117	- 6.9%	5,530	5,308	- 4.0%
Average Sales Price*	\$202,930	\$209,668	+ 3.3%	\$196,763	\$206,302	+ 4.8%
Median Sales Price*	\$175,000	\$187,250	+ 7.0%	\$165,000	\$180,000	+ 9.1%
Days on Market Until Sale	43	42	- 2.3%	49	51	+ 4.1%
Percentage of Original List Price Received*	97.9%	97.6%	- 0.3%	97.1%	96.7%	- 0.4%
Pending Sales	1,188	1,149	- 3.3%	6,148	6,090	- 0.9%
Inventory	2,289	1,993	- 12.9%	--	--	--
Supply	2.5	2.1	- 16.0%	--	--	--

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June



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Local Market Update for June 2019

Please Note: Due to the recent merger of St. Joseph MLS data into the Heartland MLS system, some county reports may reflect statistical variances from previous years' data.

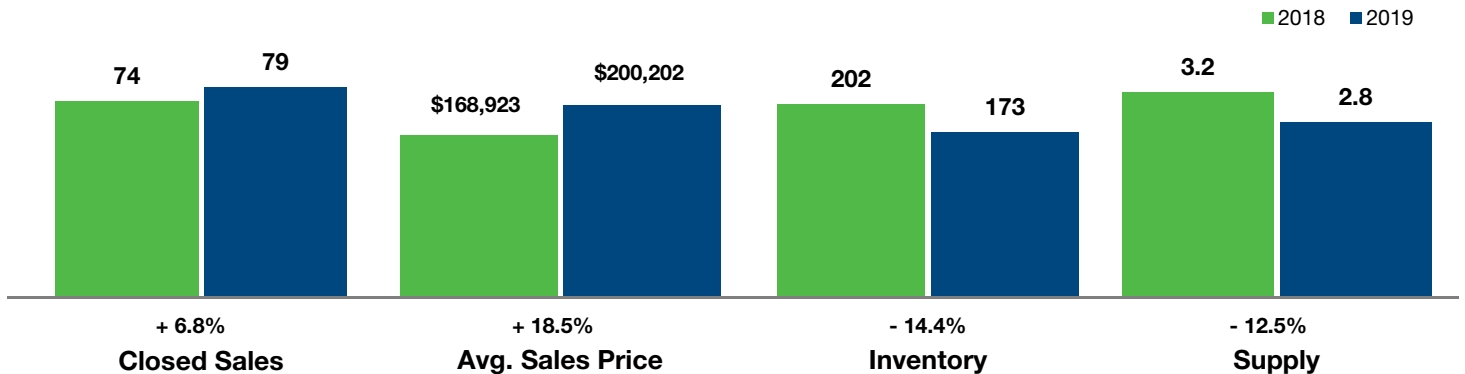


Johnson, MO

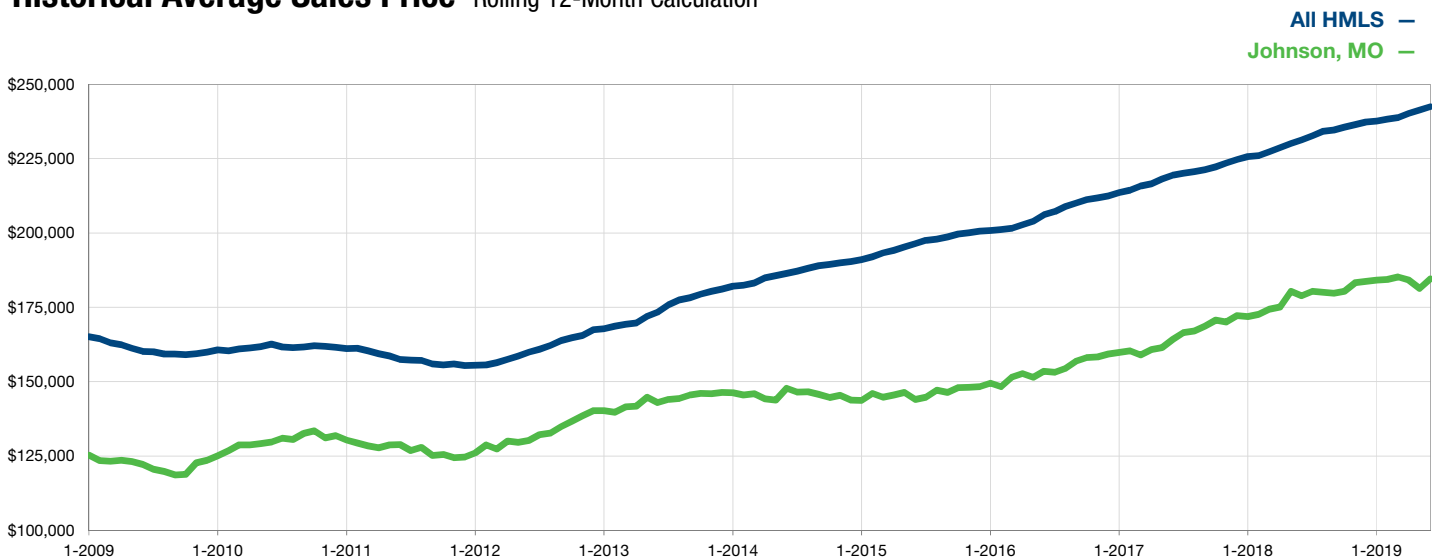
Key Metrics	June			Year to Date		
	2018	2019	Percent Change	Thru 6-2018	Thru 6-2019	Percent Change
Closed Sales	74	79	+ 6.8%	367	366	- 0.3%
Average Sales Price*	\$168,923	\$200,202	+ 18.5%	\$178,414	\$180,000	+ 0.9%
Median Sales Price*	\$153,500	\$186,000	+ 21.2%	\$158,500	\$167,000	+ 5.4%
Days on Market Until Sale	43	48	+ 11.6%	61	53	- 13.1%
Percentage of Original List Price Received*	97.3%	97.1%	- 0.2%	96.2%	96.3%	+ 0.1%
Pending Sales	77	81	+ 5.2%	391	407	+ 4.1%
Inventory	202	173	- 14.4%	--	--	--
Supply	3.2	2.8	- 12.5%	--	--	--

* 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.

June



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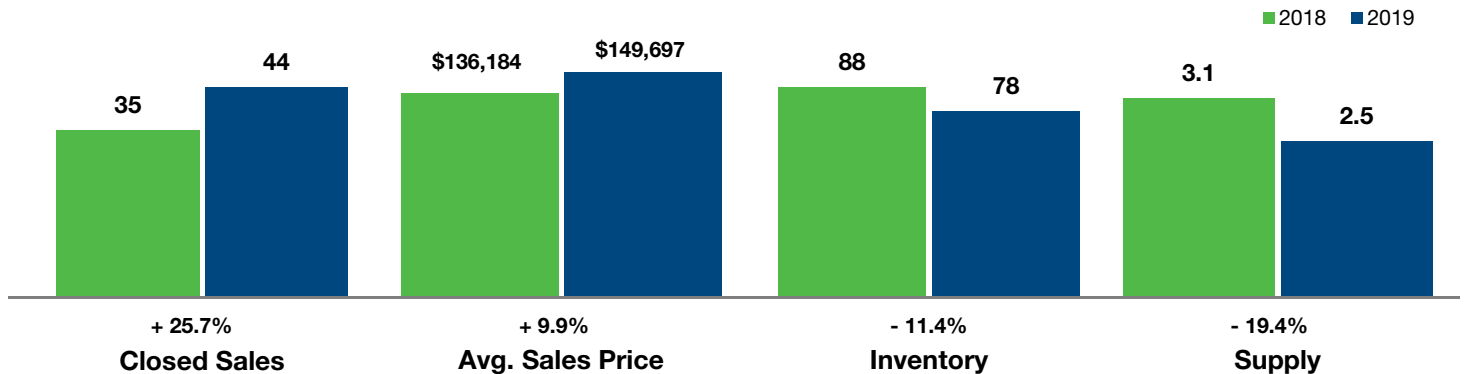


Lafayette, MO

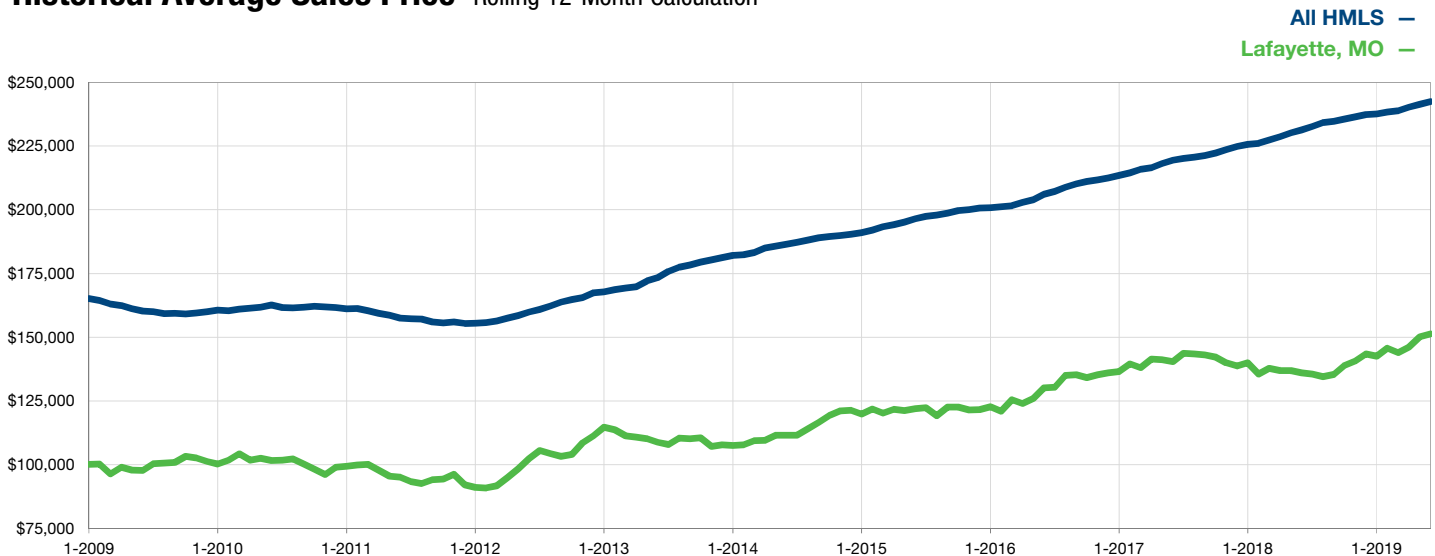
Key Metrics	June			Year to Date		
	2018	2019	Percent Change	Thru 6-2018	Thru 6-2019	Percent Change
Closed Sales	35	44	+ 25.7%	163	165	+ 1.2%
Average Sales Price*	\$136,184	\$149,697	+ 9.9%	\$135,602	\$153,923	+ 13.5%
Median Sales Price*	\$132,500	\$131,950	- 0.4%	\$130,500	\$133,150	+ 2.0%
Days on Market Until Sale	42	46	+ 9.5%	80	55	- 31.3%
Percentage of Original List Price Received*	94.2%	96.3%	+ 2.2%	94.2%	95.5%	+ 1.4%
Pending Sales	50	40	- 20.0%	197	202	+ 2.5%
Inventory	88	78	- 11.4%	--	--	--
Supply	3.1	2.5	- 19.4%	--	--	--

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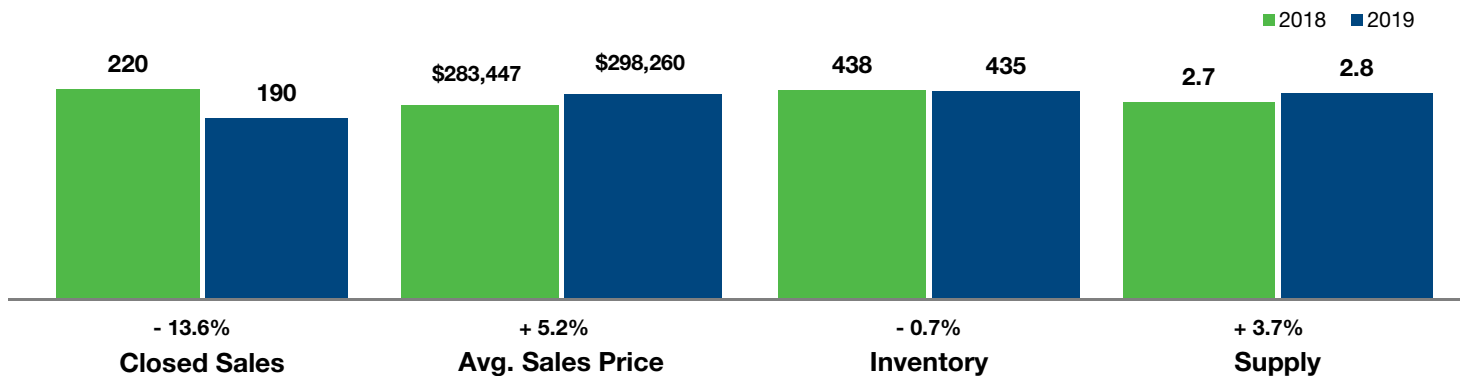


Platte, MO

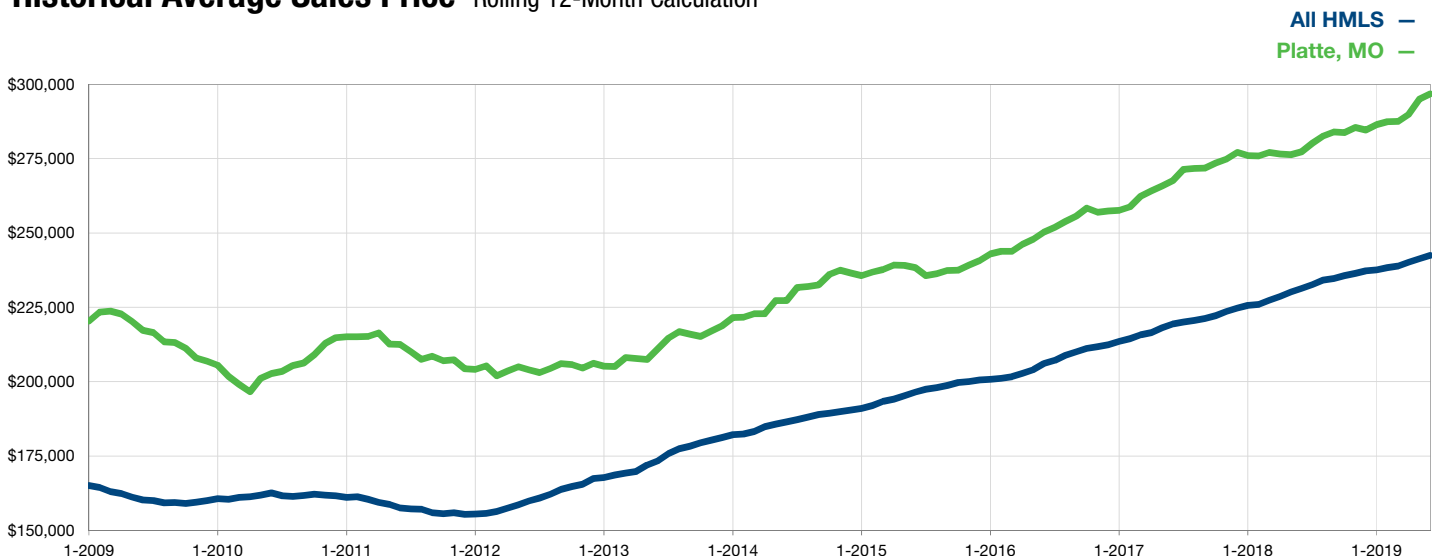
Key Metrics	June			Year to Date		
	2018	2019	Percent Change	Thru 6-2018	Thru 6-2019	Percent Change
Closed Sales	220	190	- 13.6%	1,003	881	- 12.2%
Average Sales Price*	\$283,447	\$298,260	+ 5.2%	\$277,223	\$302,033	+ 8.9%
Median Sales Price*	\$265,000	\$280,300	+ 5.8%	\$253,000	\$275,033	+ 8.7%
Days on Market Until Sale	47	54	+ 14.9%	53	72	+ 35.8%
Percentage of Original List Price Received*	98.7%	98.9%	+ 0.2%	98.4%	97.8%	- 0.6%
Pending Sales	194	217	+ 11.9%	1,083	1,062	- 1.9%
Inventory	438	435	- 0.7%	--	--	--
Supply	2.7	2.8	+ 3.7%	--	--	--

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Local Market Update for June 2019

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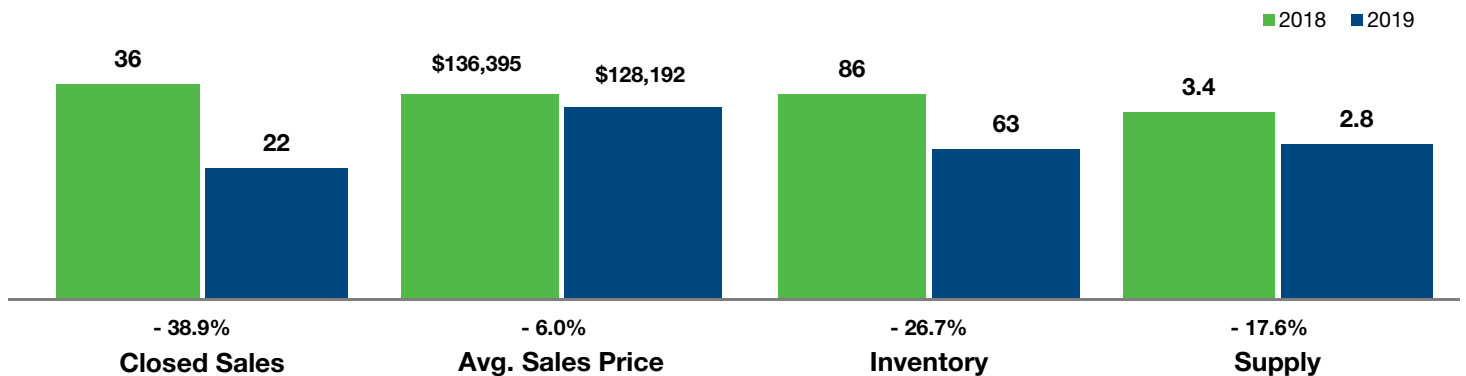


Ray, MO

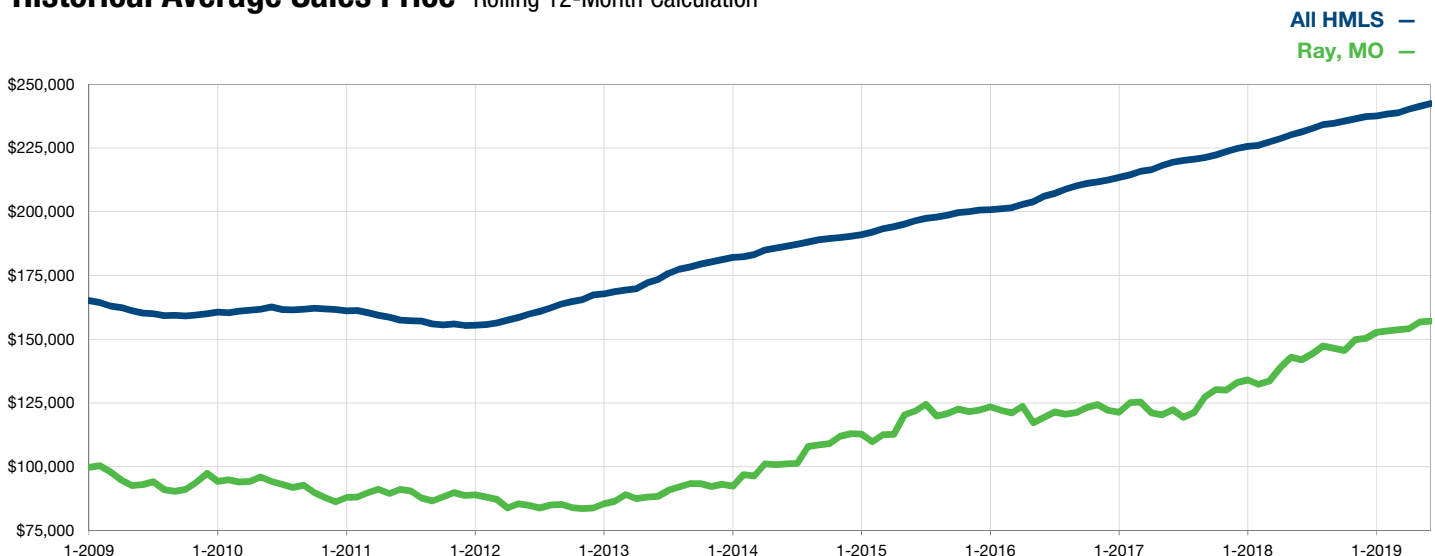
	June			Year to Date		
Key Metrics	2018	2019	Percent Change	Thru 6-2018	Thru 6-2019	Percent Change
Closed Sales	36	22	- 38.9%	139	107	- 23.0%
Average Sales Price*	\$136,395	\$128,192	- 6.0%	\$143,983	\$159,139	+ 10.5%
Median Sales Price*	\$120,500	\$142,750	+ 18.5%	\$132,000	\$145,500	+ 10.2%
Days on Market Until Sale	56	37	- 33.9%	47	67	+ 42.6%
Percentage of Original List Price Received*	97.3%	93.6%	- 3.8%	95.5%	94.1%	- 1.5%
Pending Sales	26	29	+ 11.5%	153	130	- 15.0%
Inventory	86	63	- 26.7%	--	--	--
Supply	3.4	2.8	- 17.6%	--	--	--

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June



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Local Market Update for June 2019

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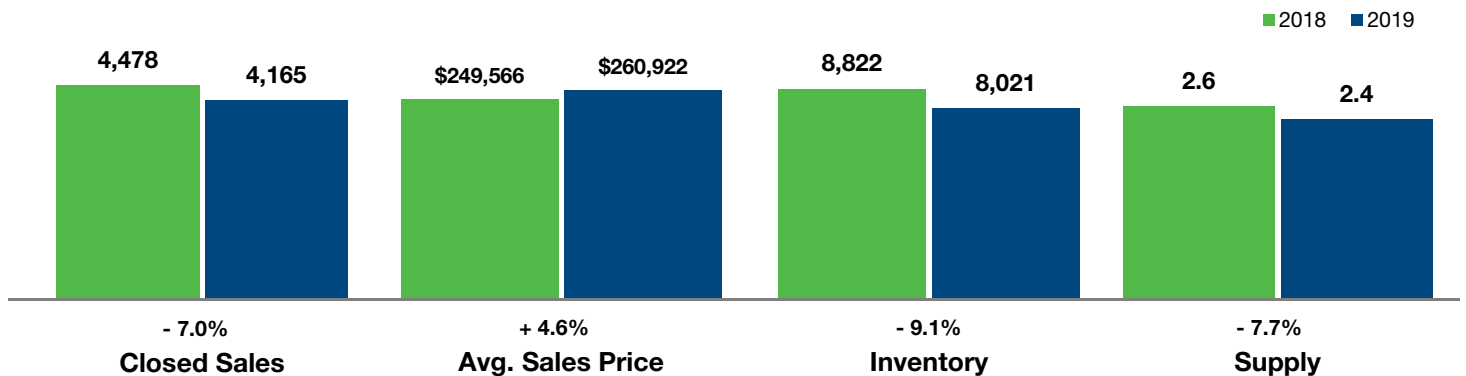


Heartland MLS

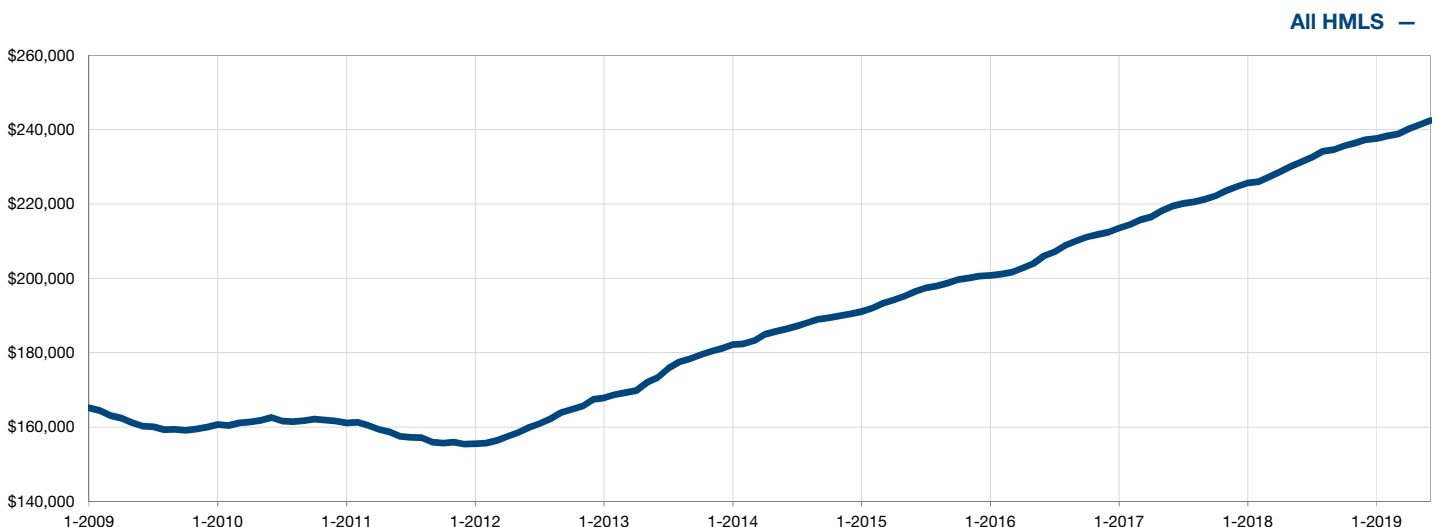
Key Metrics	June			Year to Date		
	2018	2019	Percent Change	Thru 6-2018	Thru 6-2019	Percent Change
Closed Sales	4,478	4,165	- 7.0%	20,005	18,754	- 6.3%
Average Sales Price*	\$249,566	\$260,922	+ 4.6%	\$236,847	\$247,652	+ 4.6%
Median Sales Price*	\$216,000	\$230,000	+ 6.5%	\$205,000	\$218,000	+ 6.3%
Days on Market Until Sale	44	42	- 4.5%	53	53	0.0%
Percentage of Original List Price Received*	98.5%	98.1%	- 0.4%	97.8%	97.3%	- 0.5%
Pending Sales	4,142	4,157	+ 0.4%	22,343	21,778	- 2.5%
Inventory	8,822	8,021	- 9.1%	--	--	--
Supply	2.6	2.4	- 7.7%	--	--	--

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June



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Local Market Update for June 2019

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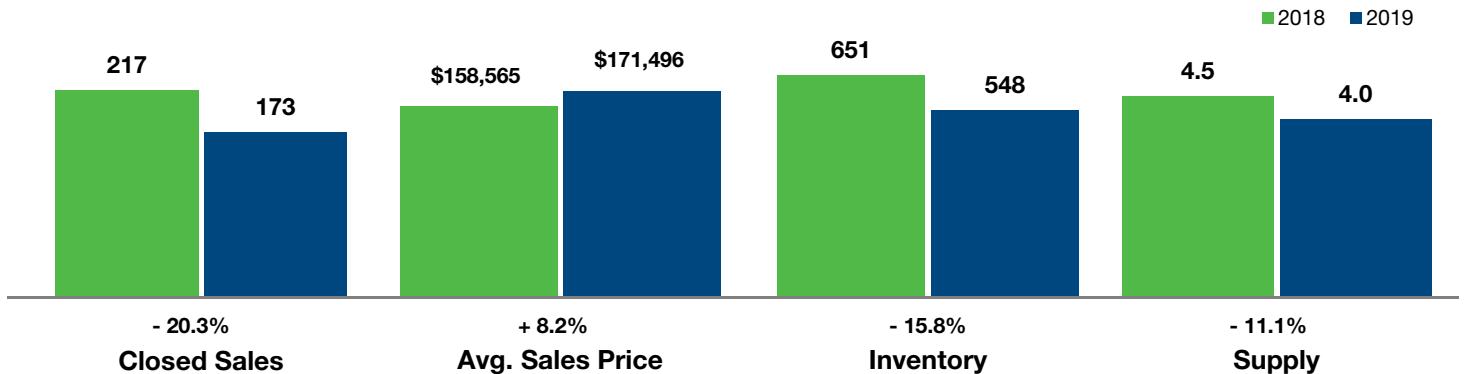
St. Joseph Chapter

Includes Andrew, Buchanan, Caldwell, Clinton, Daviess, DeKalb, Gentry, Harrison and Worth Counties

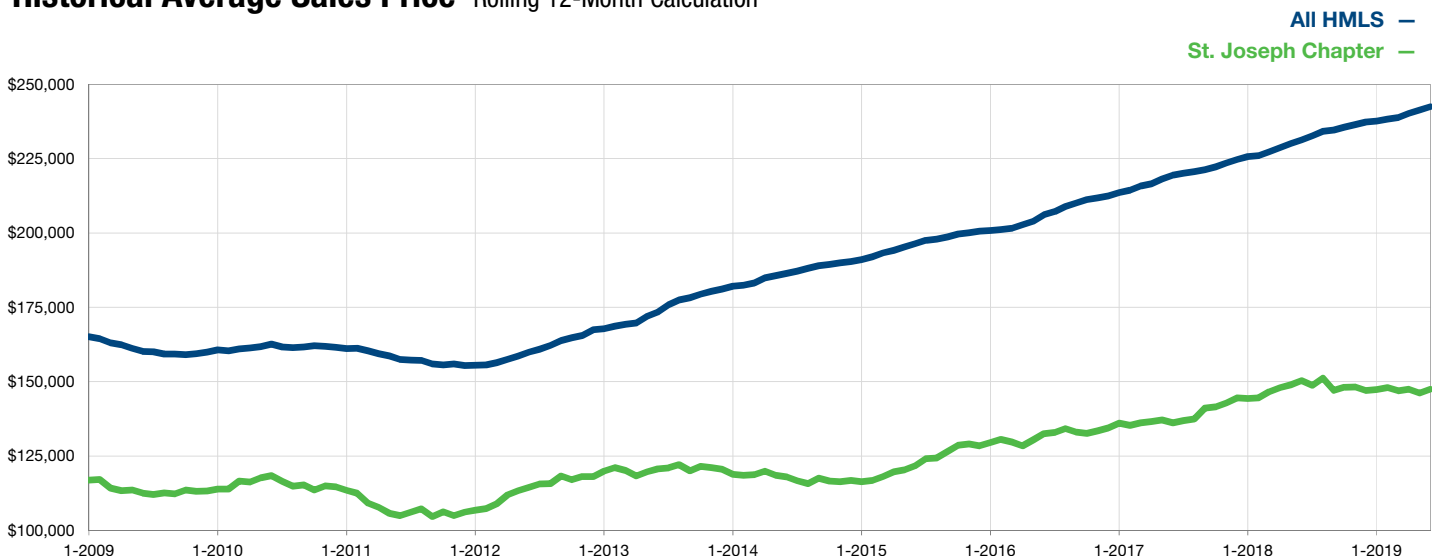
	June			Year to Date		
Key Metrics	2018	2019	Percent Change	Thru 6-2018	Thru 6-2019	Percent Change
Closed Sales	217	173	- 20.3%	878	784	- 10.7%
Average Sales Price*	\$158,565	\$171,496	+ 8.2%	\$150,074	\$151,078	+ 0.7%
Median Sales Price*	\$140,000	\$145,750	+ 4.1%	\$128,000	\$135,000	+ 5.5%
Days on Market Until Sale	76	57	- 25.0%	87	71	- 18.4%
Percentage of Original List Price Received*	93.5%	95.1%	+ 1.7%	93.6%	94.1%	+ 0.5%
Pending Sales	176	172	- 2.3%	993	916	- 7.8%
Inventory	651	548	- 15.8%	--	--	--
Supply	4.5	4.0	- 11.1%	--	--	--

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June



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Local Market Update for June 2019

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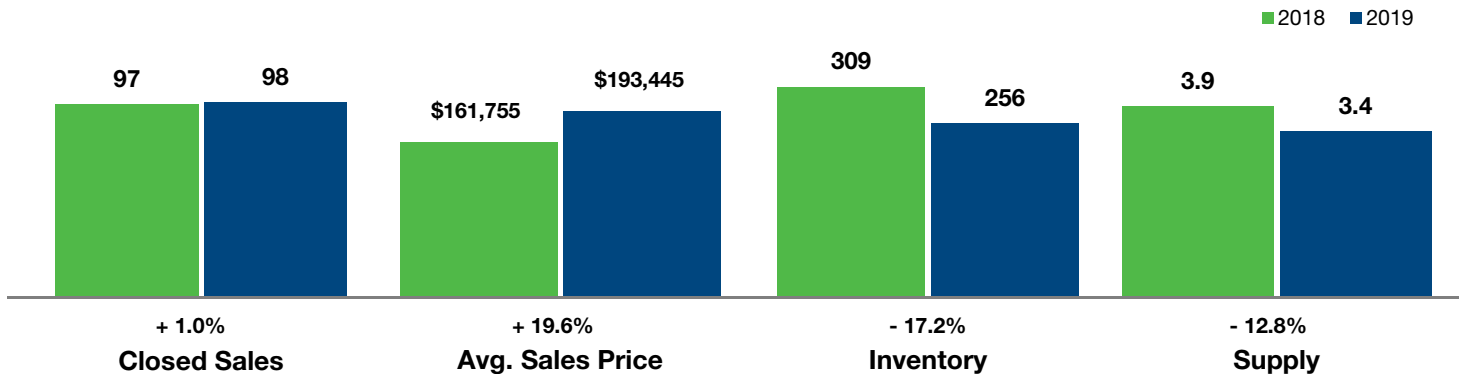
Midwest Missouri Chapter

Includes Bates, Henry and Johnson Counties in the State of Missouri

Key Metrics	June			Year to Date		
	2018	2019	Percent Change	Thru 6-2018	Thru 6-2019	Percent Change
Closed Sales	97	98	+ 1.0%	470	440	- 6.4%
Average Sales Price*	\$161,755	\$193,445	+ 19.6%	\$169,361	\$175,494	+ 3.6%
Median Sales Price*	\$147,450	\$179,450	+ 21.7%	\$153,000	\$164,000	+ 7.2%
Days on Market Until Sale	59	57	- 3.4%	75	62	- 17.3%
Percentage of Original List Price Received*	96.6%	97.1%	+ 0.5%	95.2%	95.6%	+ 0.4%
Pending Sales	91	103	+ 13.2%	500	500	0.0%
Inventory	309	256	- 17.2%	--	--	--
Supply	3.9	3.4	- 12.8%	--	--	--

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June



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