

Monthly Indicators

Great Plains Regional MLS



January 2025

U.S. existing-home sales advanced for the third straight month, climbing 2.2% to a seasonally adjusted annual rate of 4.24 million units, a 10-month high, according to the National Association of REALTORS® (NAR). Sales were up 9.3% year-over-year, driven largely by purchases of homes priced \$500,000 and above. Month-over-month, sales rose in the South, Northeast, and the West but fell in the Midwest, with all four regions reporting year-over-year gains.

New Listings increased 29.6 percent for New Construction and 26.7 percent for Existing Homes. Pending Sales decreased 8.8 percent for New Construction but increased 12.4 percent for Existing Homes. Inventory increased 9.6 percent for New Construction and 29.9 percent for Existing Homes.

Median Closed Price increased 5.9 percent for New Construction and 3.8 percent for Existing Homes. Days on Market increased 29.8 percent for New Construction and 13.0 percent for Existing Homes. Months Supply of Inventory increased 6.3 percent for New Construction and 18.2 percent for Existing Homes.

According to NAR, total housing inventory was 1.15 million units heading into January, a 13.5% decrease from the previous month but a 16.2% increase from the same period one year earlier, for a 3.3-month supply at the current sales pace. Housing supply remains down compared to pre-pandemic levels, and the limited number of homes on the market continues to push sales prices higher nationwide, with the median existing-home price rising 6% year-over-year to \$404,400.

Quick Facts

+ 1.3%	+ 3.5%	+ 19.8%
Change in Closed Sales All Properties	Change in Median Closed Price All Properties	Change in Homes for Sale All Properties

This report covers residential real estate activity in the Great Plains Regional MLS service area. Percent changes are calculated using rounded figures.

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New Construction Overview

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



Key Metrics	Historical Sparkbars	1-2024	1-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		379	491	+ 29.6%	379	491	+ 29.6%
Pending Sales		217	198	- 8.8%	217	198	- 8.8%
Closed Sales		151	166	+ 9.9%	151	166	+ 9.9%
Days on Market Until Sale		57	74	+ 29.8%	57	74	+ 29.8%
Median Closed Price		\$410,790	\$435,213	+ 5.9%	\$410,790	\$435,213	+ 5.9%
Average Closed Price		\$466,702	\$472,811	+ 1.3%	\$466,702	\$472,811	+ 1.3%
Percent of List Price Received		100.5%	101.2%	+ 0.7%	100.5%	101.2%	+ 0.7%
Housing Affordability Index		86	79	- 8.1%	86	79	- 8.1%
Inventory of Homes for Sale		1,276	1,398	+ 9.6%	—	—	—
Months Supply of Inventory		6.4	6.8	+ 6.3%	—	—	—

Existing Homes Overview

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



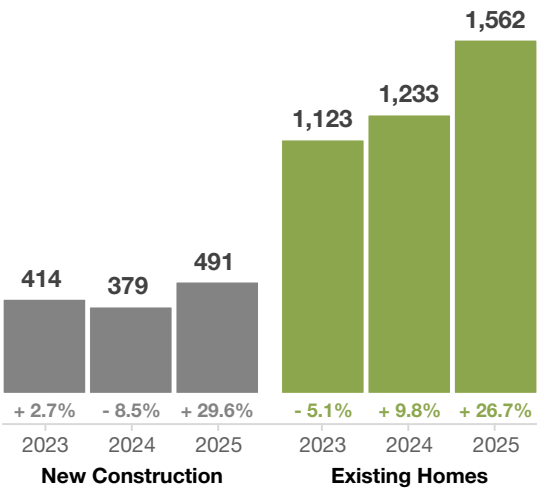
Key Metrics	Historical Sparkbars	1-2024	1-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		1,233	1,562	+ 26.7%	1,233	1,562	+ 26.7%
Pending Sales		932	1,048	+ 12.4%	932	1,048	+ 12.4%
Closed Sales		843	841	- 0.2%	843	841	- 0.2%
Days on Market Until Sale		23	26	+ 13.0%	23	26	+ 13.0%
Median Closed Price		\$265,000	\$275,000	+ 3.8%	\$265,000	\$275,000	+ 3.8%
Average Closed Price		\$302,582	\$303,177	+ 0.2%	\$302,582	\$303,177	+ 0.2%
Percent of List Price Received		97.6%	97.9%	+ 0.3%	97.6%	97.9%	+ 0.3%
Housing Affordability Index		133	125	- 6.0%	133	125	- 6.0%
Inventory of Homes for Sale		1,289	1,675	+ 29.9%	—	—	—
Months Supply of Inventory		1.1	1.3	+ 18.2%	—	—	—

New Listings

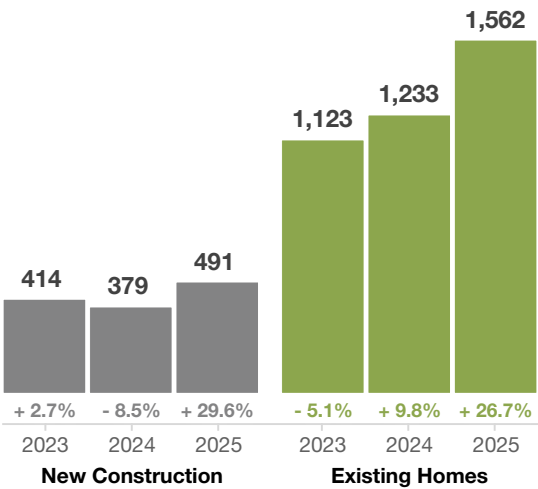
A count of the properties that have been newly listed on the market in a given month.



January

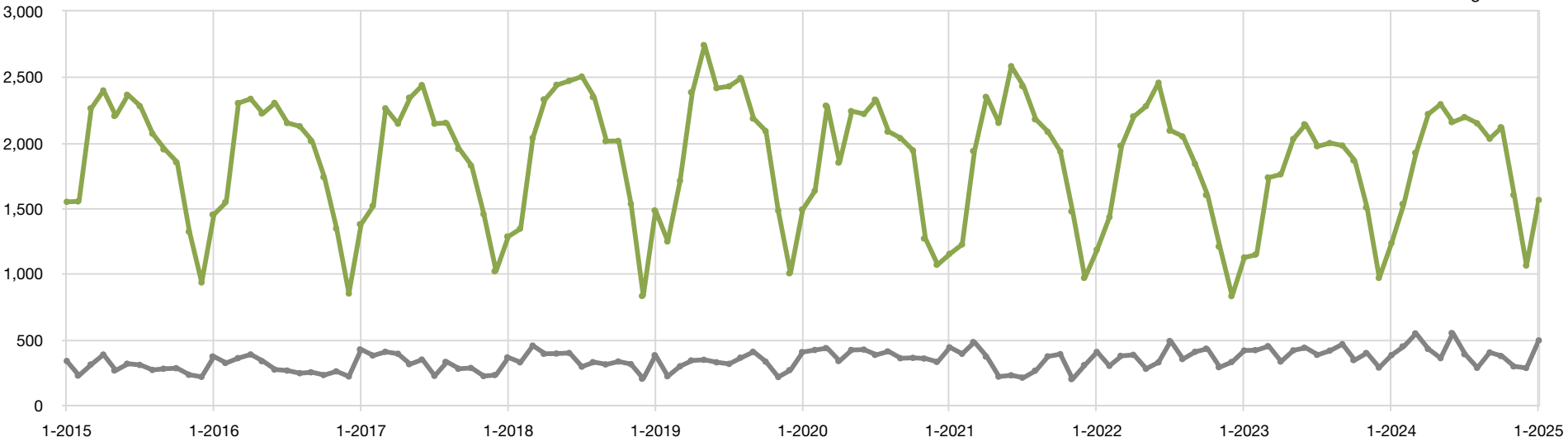


Year to Date



New Listings	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Feb-2024	445	+ 6.7%	1,531	+ 33.7%
Mar-2024	544	+ 21.7%	1,921	+ 10.8%
Apr-2024	426	+ 29.1%	2,217	+ 26.1%
May-2024	356	- 14.2%	2,292	+ 13.1%
Jun-2024	547	+ 25.7%	2,156	+ 0.8%
Jul-2024	386	+ 1.3%	2,194	+ 11.3%
Aug-2024	282	- 31.7%	2,147	+ 7.6%
Sep-2024	399	- 13.6%	2,029	+ 2.6%
Oct-2024	372	+ 9.1%	2,117	+ 13.6%
Nov-2024	293	- 25.8%	1,600	+ 6.3%
Dec-2024	281	- 1.1%	1,062	+ 9.7%
Jan-2025	491	+ 29.6%	1,562	+ 26.7%
12-Month Avg	402	+ 2.6%	1,902	+ 12.3%

Historical New Listings by Month

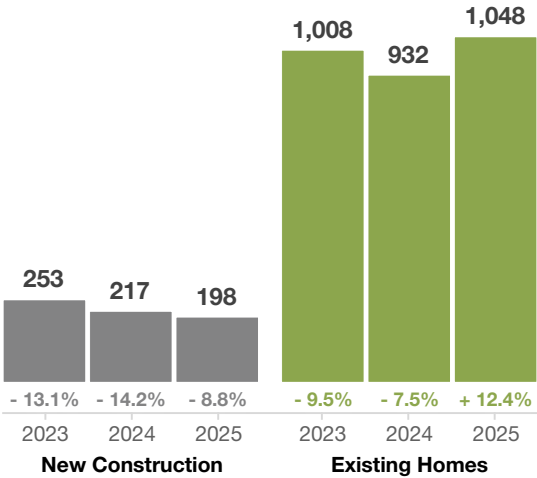


Pending Sales

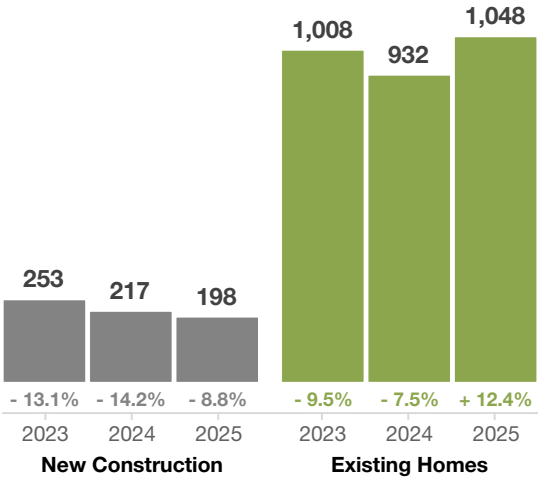
A count of the properties on which offers have been accepted in a given month.



January

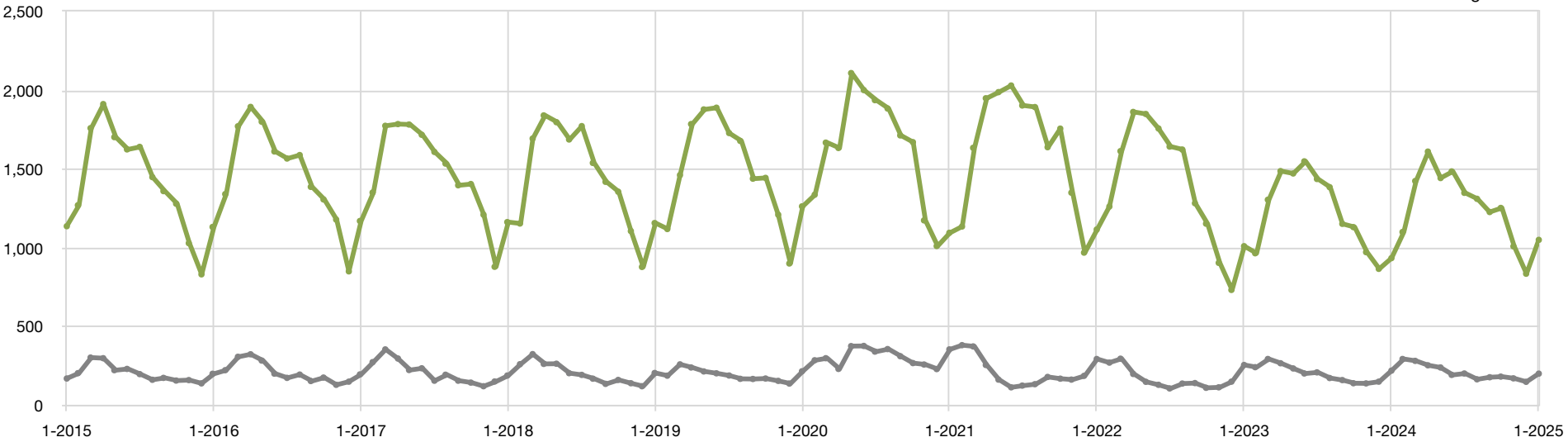


Year to Date



Pending Sales	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Feb-2024	291	+ 21.8%	1,098	+ 14.0%
Mar-2024	279	- 4.1%	1,422	+ 9.1%
Apr-2024	251	- 4.9%	1,609	+ 8.4%
May-2024	237	+ 2.6%	1,441	- 2.0%
Jun-2024	190	- 4.5%	1,483	- 4.1%
Jul-2024	199	- 3.4%	1,347	- 6.1%
Aug-2024	162	- 4.7%	1,309	- 5.4%
Sep-2024	175	+ 11.5%	1,225	+ 6.5%
Oct-2024	179	+ 30.7%	1,251	+ 10.8%
Nov-2024	168	+ 23.5%	1,007	+ 3.8%
Dec-2024	146	- 0.7%	833	- 3.6%
Jan-2025	198	- 8.8%	1,048	+ 12.4%
12-Month Avg	206	+ 3.0%	1,256	+ 3.0%

Historical Pending Sales by Month

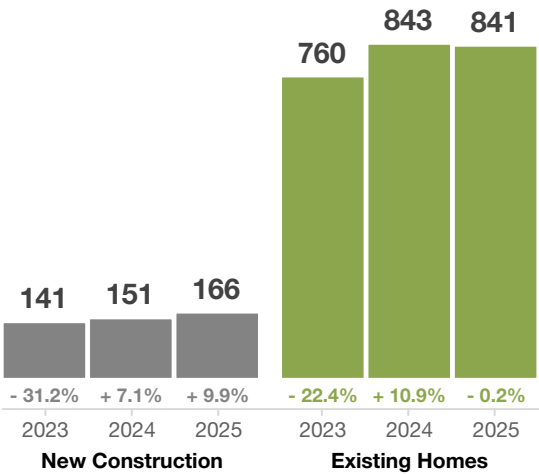


Closed Sales

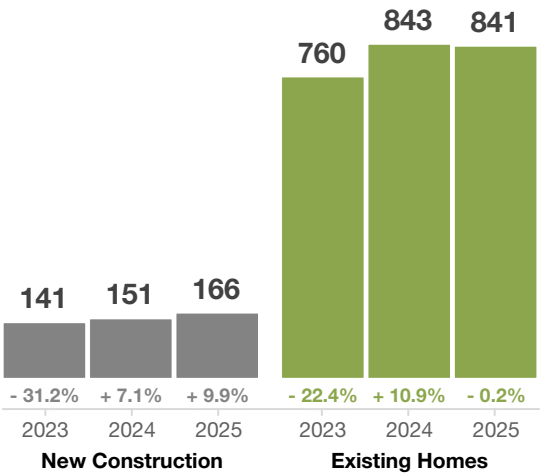
A count of the actual sales that closed in a given month.



January

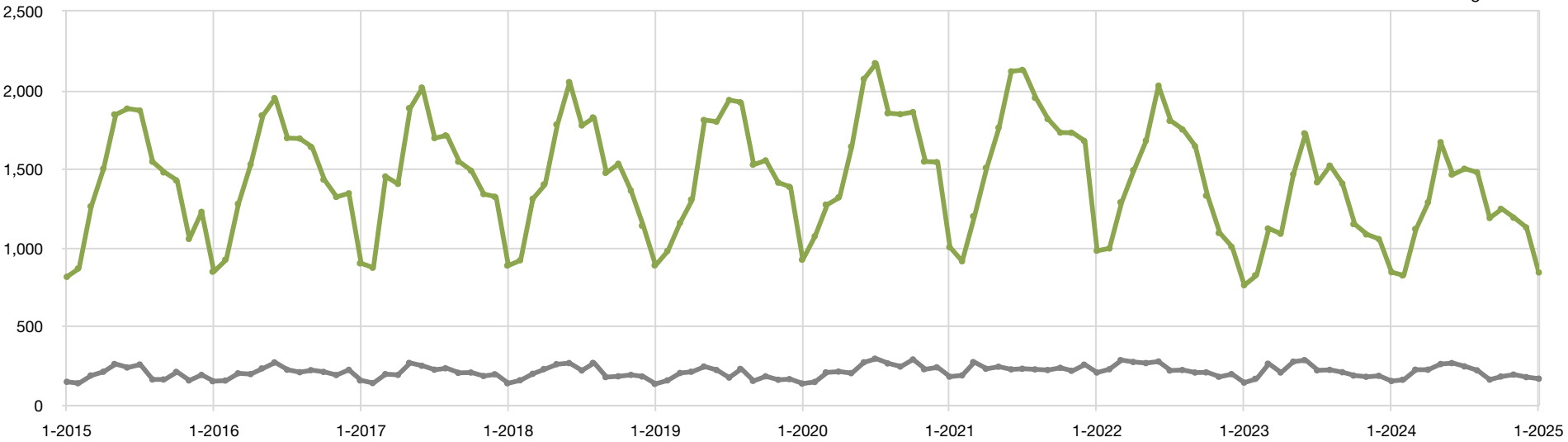


Year to Date



Closed Sales	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Feb-2024	159	- 3.6%	822	- 0.1%
Mar-2024	223	- 14.6%	1,117	- 0.3%
Apr-2024	223	+ 8.8%	1,287	+ 18.4%
May-2024	259	- 5.5%	1,669	+ 13.9%
Jun-2024	265	- 6.7%	1,463	- 15.2%
Jul-2024	244	+ 11.4%	1,500	+ 6.1%
Aug-2024	219	- 1.4%	1,477	- 2.8%
Sep-2024	160	- 22.7%	1,187	- 15.6%
Oct-2024	180	- 3.2%	1,245	+ 8.4%
Nov-2024	192	+ 7.9%	1,189	+ 9.8%
Dec-2024	176	- 4.3%	1,127	+ 7.0%
Jan-2025	166	+ 9.9%	841	- 0.2%
12-Month Avg	206	- 2.4%	1,244	+ 1.6%

Historical Closed Sales by Month

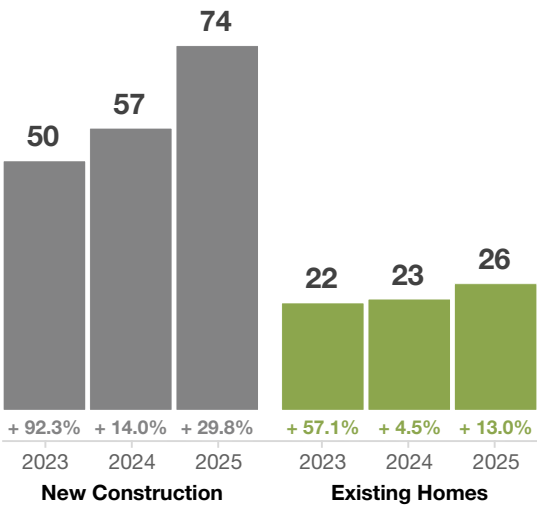


Days on Market Until Sale

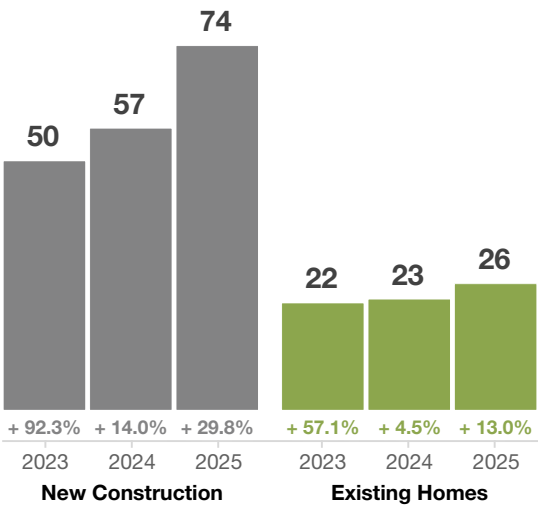
Average number of days between when a property is listed and when an offer is accepted in a given month.



January



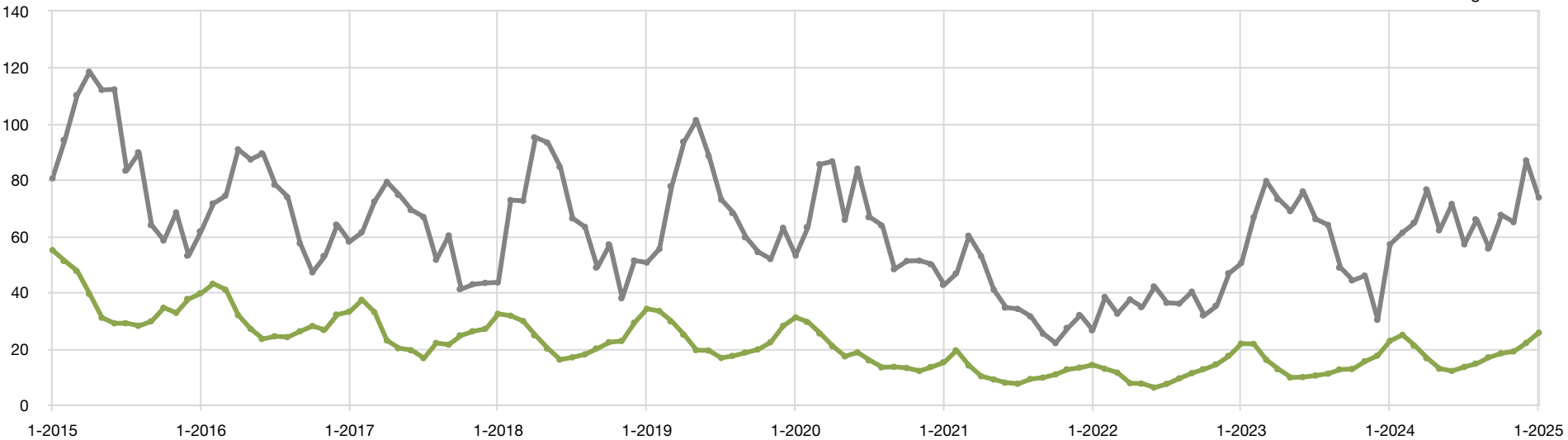
Year to Date



Days on Market	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Feb-2024	61	- 9.0%	25	+ 13.6%
Mar-2024	65	- 18.8%	21	+ 31.3%
Apr-2024	77	+ 5.5%	16	+ 23.1%
May-2024	62	- 10.1%	13	+ 30.0%
Jun-2024	71	- 6.6%	12	+ 20.0%
Jul-2024	57	- 13.6%	13	+ 30.0%
Aug-2024	66	+ 3.1%	15	+ 36.4%
Sep-2024	56	+ 14.3%	17	+ 41.7%
Oct-2024	68	+ 54.5%	18	+ 38.5%
Nov-2024	65	+ 41.3%	19	+ 26.7%
Dec-2024	87	+ 190.0%	22	+ 29.4%
Jan-2025	74	+ 29.8%	26	+ 13.0%
12-Month Avg*	67	+ 8.9%	17	+ 27.8%

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

Historical Days on Market Until Sale by Month

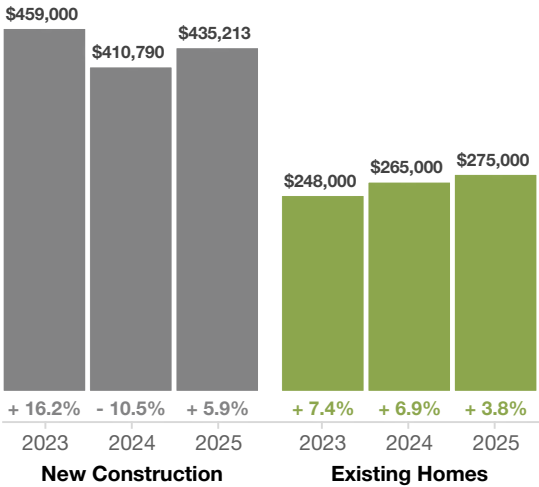


Median Closed Price

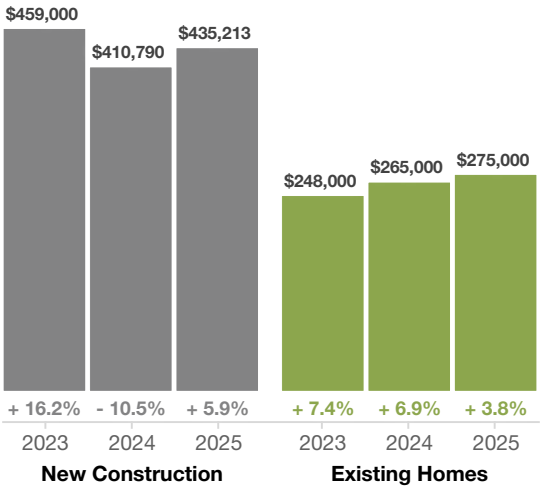
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



January



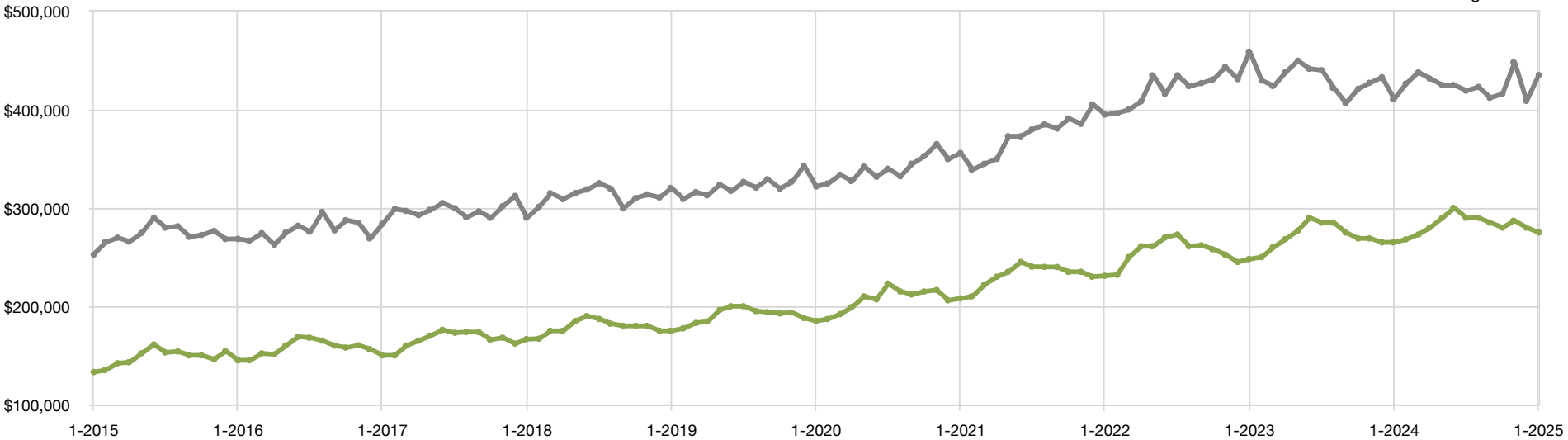
Year to Date



Median Closed Price	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Feb-2024	\$426,491	- 0.8%	\$268,000	+ 7.2%
Mar-2024	\$437,990	+ 3.3%	\$273,000	+ 5.0%
Apr-2024	\$431,652	- 1.5%	\$280,000	+ 4.4%
May-2024	\$425,000	- 5.5%	\$290,000	+ 4.7%
Jun-2024	\$424,995	- 3.8%	\$300,000	+ 3.4%
Jul-2024	\$419,308	- 4.7%	\$290,000	+ 1.8%
Aug-2024	\$423,100	+ 0.2%	\$289,975	+ 1.7%
Sep-2024	\$412,115	+ 1.4%	\$285,000	+ 3.6%
Oct-2024	\$416,170	- 1.2%	\$280,000	+ 4.1%
Nov-2024	\$448,243	+ 4.9%	\$287,000	+ 6.7%
Dec-2024	\$408,991	- 5.5%	\$280,000	+ 5.7%
Jan-2025	\$435,213	+ 5.9%	\$275,000	+ 3.8%
12-Month Avg*	\$424,990	- 1.0%	\$285,000	+ 3.6%

* Median Closed Price for all properties from February 2024 through January 2025. This is not the average of the individual figures above.

Historical Median Closed Price by Month

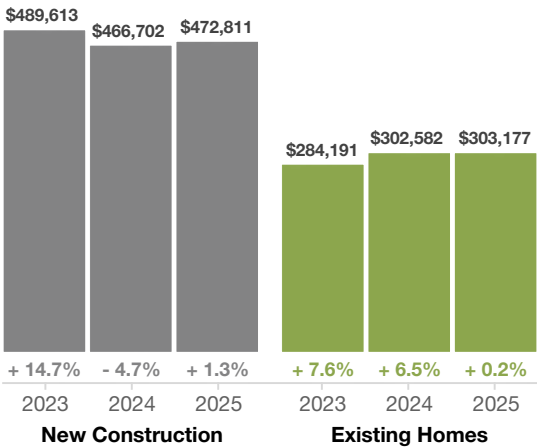


Average Closed Price

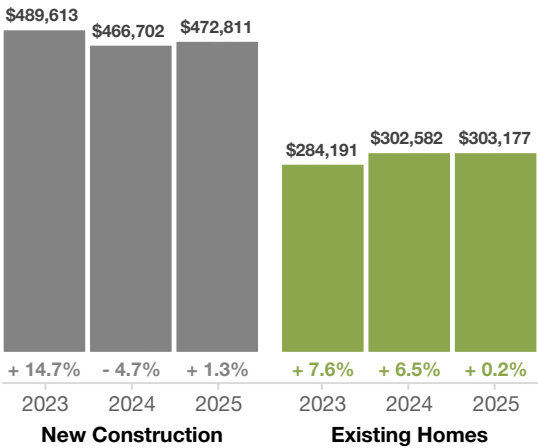
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



January



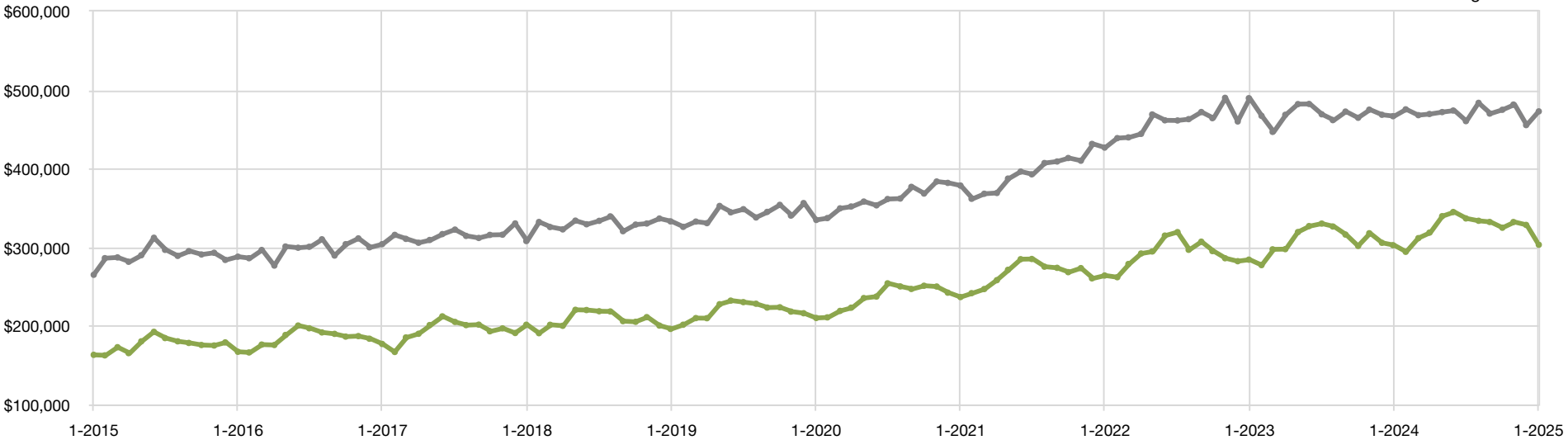
Year to Date



Average Closed Price	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Feb-2024	\$475,399	+ 1.8%	\$294,183	+ 6.1%
Mar-2024	\$468,003	+ 4.8%	\$311,557	+ 4.8%
Apr-2024	\$469,492	+ 0.2%	\$318,609	+ 7.1%
May-2024	\$471,921	- 2.1%	\$339,507	+ 6.3%
Jun-2024	\$473,889	- 1.7%	\$344,822	+ 5.5%
Jul-2024	\$460,419	- 1.9%	\$336,650	+ 2.0%
Aug-2024	\$483,662	+ 4.8%	\$333,671	+ 2.2%
Sep-2024	\$470,025	- 0.5%	\$332,143	+ 5.1%
Oct-2024	\$474,864	+ 2.2%	\$324,821	+ 7.7%
Nov-2024	\$481,482	+ 1.4%	\$332,077	+ 4.5%
Dec-2024	\$455,363	- 2.8%	\$328,383	+ 7.4%
Jan-2025	\$472,811	+ 1.3%	\$303,177	+ 0.2%
12-Month Avg*	\$471,401	+ 0.5%	\$327,485	+ 4.8%

* Average Closed Price for all properties from February 2024 through January 2025. This is not the average of the individual figures above.

Historical Average Closed Price by Month

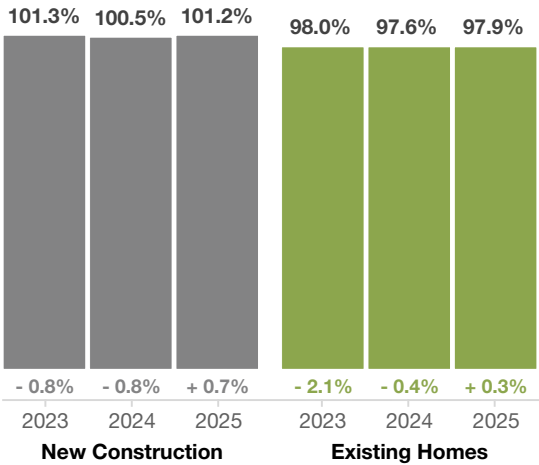


Percent of List Price Received

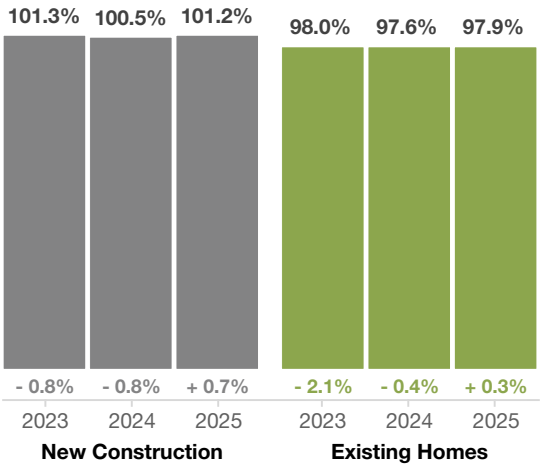
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



January



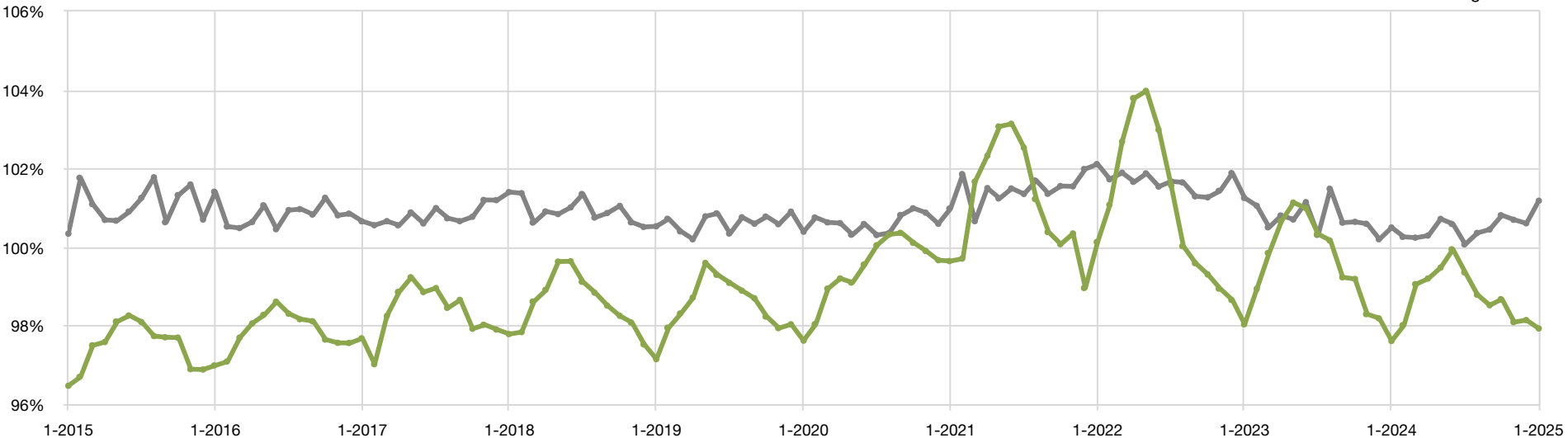
Year to Date



Pct. of List Price Received	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Feb-2024	100.3%	- 0.8%	98.0%	- 0.9%
Mar-2024	100.2%	- 0.3%	99.1%	- 0.7%
Apr-2024	100.3%	- 0.5%	99.2%	- 1.5%
May-2024	100.7%	0.0%	99.5%	- 1.6%
Jun-2024	100.6%	- 0.5%	99.9%	- 1.1%
Jul-2024	100.1%	- 0.2%	99.4%	- 0.9%
Aug-2024	100.4%	- 1.1%	98.8%	- 1.4%
Sep-2024	100.4%	- 0.2%	98.5%	- 0.7%
Oct-2024	100.8%	+ 0.2%	98.7%	- 0.5%
Nov-2024	100.7%	+ 0.1%	98.1%	- 0.2%
Dec-2024	100.6%	+ 0.4%	98.1%	- 0.1%
Jan-2025	101.2%	+ 0.7%	97.9%	+ 0.3%
12-Month Avg*	100.5%	- 0.2%	98.9%	- 0.9%

* Pct. of List Price Received for all properties from February 2024 through January 2025. This is not the average of the individual figures above.

Historical Percent of List Price Received by Month

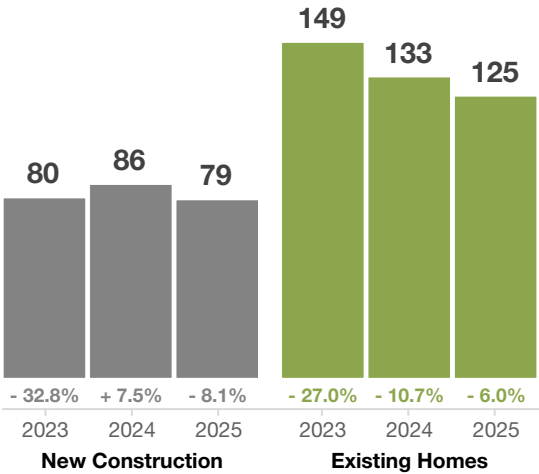


Housing Affordability Index

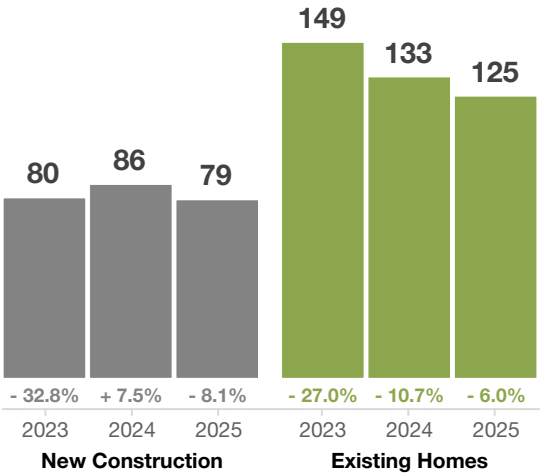
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



January

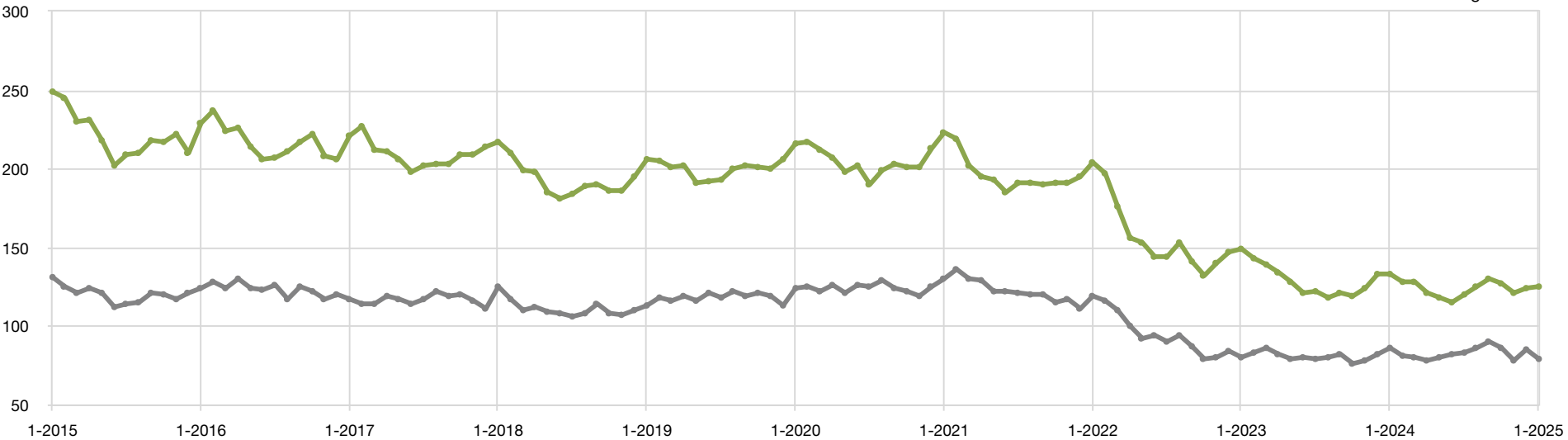


Year to Date



Affordability Index	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Feb-2024	81	- 2.4%	128	- 10.5%
Mar-2024	80	- 7.0%	128	- 7.9%
Apr-2024	78	- 4.9%	121	- 9.7%
May-2024	80	+ 1.3%	118	- 7.8%
Jun-2024	82	+ 2.5%	115	- 5.0%
Jul-2024	83	+ 5.1%	120	- 1.6%
Aug-2024	86	+ 7.5%	125	+ 5.9%
Sep-2024	90	+ 9.8%	130	+ 7.4%
Oct-2024	86	+ 13.2%	127	+ 6.7%
Nov-2024	78	0.0%	121	- 2.4%
Dec-2024	85	+ 3.7%	124	- 6.8%
Jan-2025	79	- 8.1%	125	- 6.0%
12-Month Avg	82	+ 1.2%	124	- 3.1%

Historical Housing Affordability Index by Month

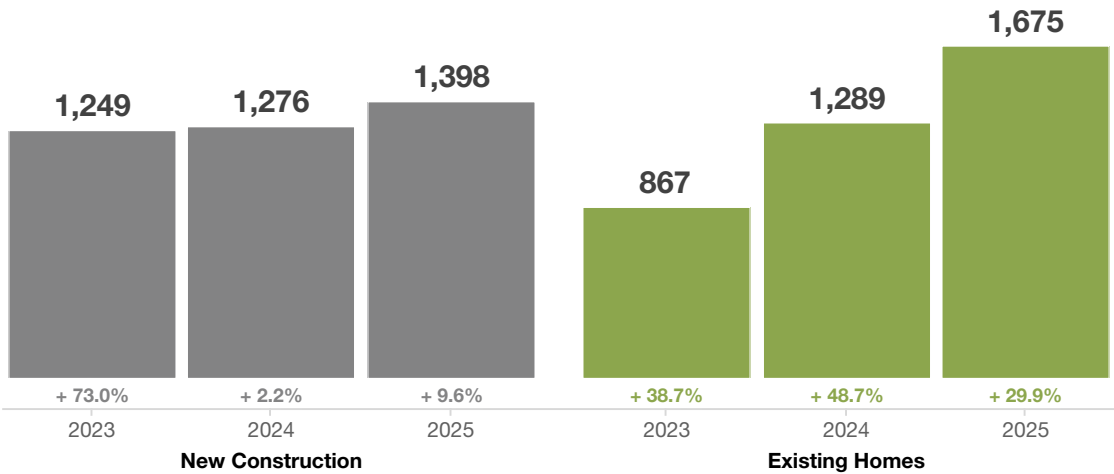


Inventory of Homes for Sale

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

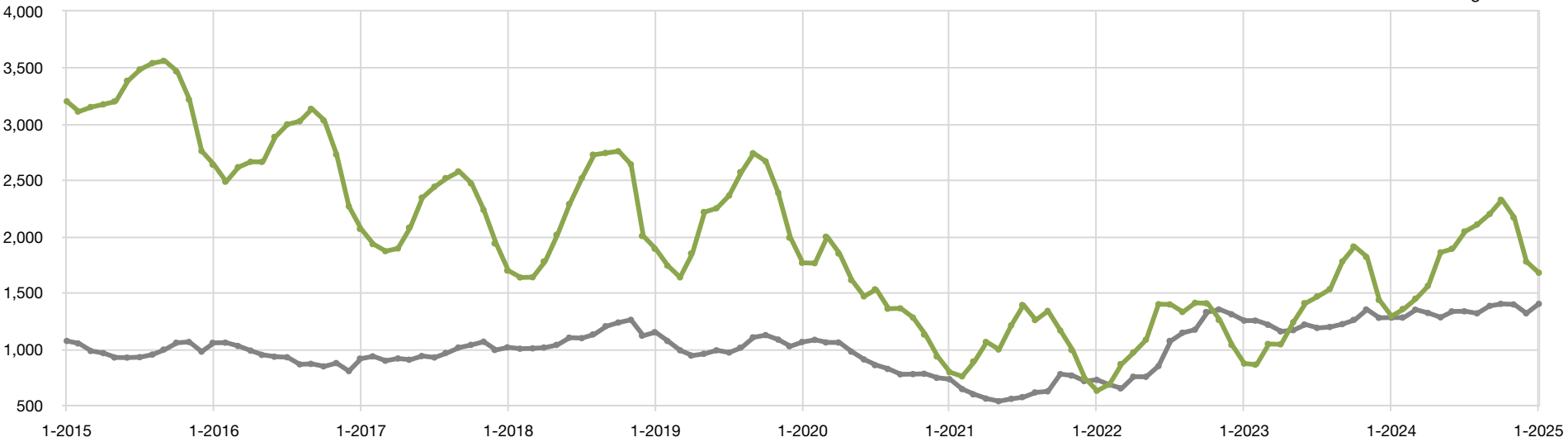


January



Homes for Sale	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Feb-2024	1,276	+ 2.2%	1,352	+ 57.8%
Mar-2024	1,346	+ 11.1%	1,444	+ 38.7%
Apr-2024	1,317	+ 14.2%	1,559	+ 50.2%
May-2024	1,278	+ 9.8%	1,856	+ 50.3%
Jun-2024	1,331	+ 9.6%	1,888	+ 34.5%
Jul-2024	1,332	+ 12.5%	2,042	+ 39.5%
Aug-2024	1,314	+ 10.2%	2,104	+ 37.6%
Sep-2024	1,380	+ 13.3%	2,198	+ 23.8%
Oct-2024	1,398	+ 11.4%	2,324	+ 21.8%
Nov-2024	1,393	+ 3.3%	2,167	+ 19.3%
Dec-2024	1,314	+ 3.1%	1,774	+ 23.8%
Jan-2025	1,398	+ 9.6%	1,675	+ 29.9%
12-Month Avg	1,340	+ 9.1%	1,865	+ 33.3%

Historical Inventory of Homes for Sale by Month

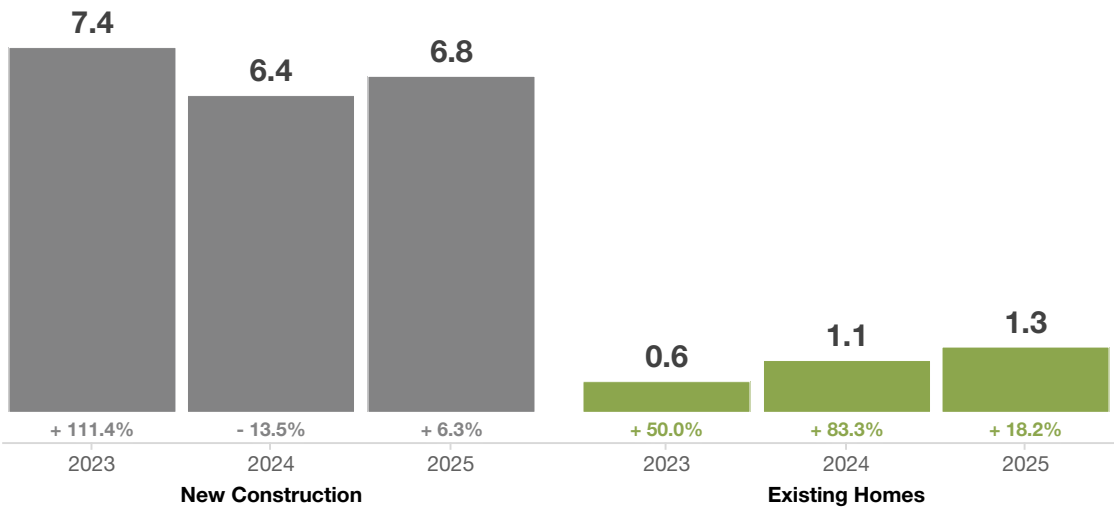


Months Supply of Inventory

The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.



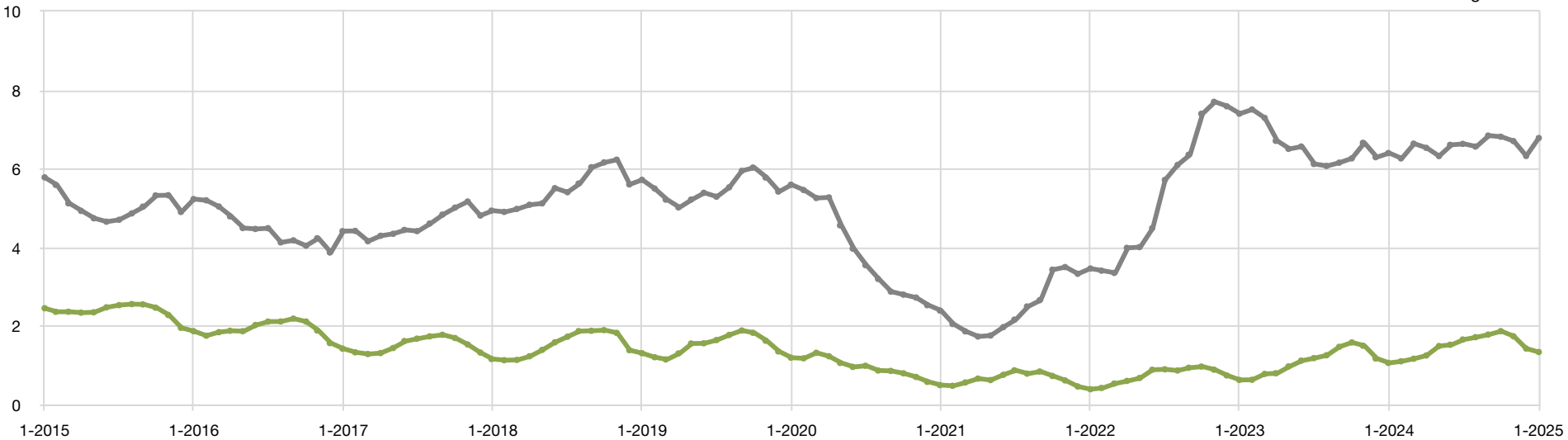
January



Months Supply	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Feb-2024	6.3	- 16.0%	1.1	+ 83.3%
Mar-2024	6.6	- 9.6%	1.2	+ 50.0%
Apr-2024	6.5	- 3.0%	1.2	+ 50.0%
May-2024	6.3	- 3.1%	1.5	+ 50.0%
Jun-2024	6.6	0.0%	1.5	+ 36.4%
Jul-2024	6.6	+ 8.2%	1.7	+ 41.7%
Aug-2024	6.6	+ 8.2%	1.7	+ 30.8%
Sep-2024	6.8	+ 9.7%	1.8	+ 20.0%
Oct-2024	6.8	+ 7.9%	1.9	+ 18.8%
Nov-2024	6.7	0.0%	1.7	+ 13.3%
Dec-2024	6.3	0.0%	1.4	+ 16.7%
Jan-2025	6.8	+ 6.3%	1.3	+ 18.2%
12-Month Avg*	6.6	+ 0.6%	1.5	+ 33.6%

* Months Supply for all properties from February 2024 through January 2025. This is not the average of the individual figures above.

Historical Months Supply of Inventory by Month



New and Existing Homes Combined

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



Key Metrics	Historical Sparkbars	1-2024	1-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		1,612	2,053	+ 27.4%	1,612	2,053	+ 27.4%
Pending Sales		1,149	1,246	+ 8.4%	1,149	1,246	+ 8.4%
Closed Sales		994	1,007	+ 1.3%	994	1,007	+ 1.3%
Days on Market Until Sale		28	34	+ 21.4%	28	34	+ 21.4%
Median Closed Price		\$285,000	\$295,000	+ 3.5%	\$285,000	\$295,000	+ 3.5%
Average Closed Price		\$327,539	\$331,196	+ 1.1%	\$327,539	\$331,196	+ 1.1%
Percent of List Price Received		98.0%	98.5%	+ 0.5%	98.0%	98.5%	+ 0.5%
Housing Affordability Index		123	117	- 4.9%	123	117	- 4.9%
Inventory of Homes for Sale		2,565	3,073	+ 19.8%	—	—	—
Months Supply of Inventory		1.8	2.1	+ 16.7%	—	—	—