

Monthly Indicators

Great Plains Regional MLS



July 2025

U.S. existing-home sales fell 2.7% from the previous month to a seasonally adjusted annual rate of 3.93 million, according to the National Association of REALTORS® (NAR). Sales were unchanged from one year earlier. Regionally, monthly sales declined in the Midwest, Northeast, and South but rose in the West. Year-over-year, sales decreased in the Northeast and West but increased in the South and Midwest.

New Listings decreased 4.4 percent for New Construction but increased 19.2 percent for Existing Homes. Pending Sales decreased 19.4 percent for New Construction but increased 9.8 percent for Existing Homes. Inventory decreased 2.9 percent for New Construction but increased 29.6 percent for Existing Homes.

Median Closed Price increased 2.3 percent for New Construction and 3.4 percent for Existing Homes. Days on Market increased 3.5 percent for New Construction and 23.1 percent for Existing Homes. Months Supply of Inventory decreased 3.0 percent for New Construction but increased 23.5 percent for Existing Homes.

Nationally, the median existing-home sales price rose 2.0% year-over-year to \$435,300, a new monthly high and the 24th consecutive month of annual price gains, according to NAR. Slower sales activity has contributed to rising inventory this year, with 1.53 million properties listed for sale heading into July, a 15.9% increase from the same time last year and equivalent to a 4.7-month supply at the current sales pace.

Quick Facts

+ 0.3%	+ 3.5%	+ 16.9%
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.

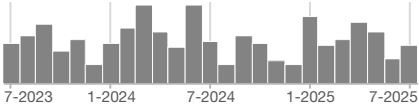
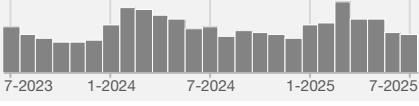
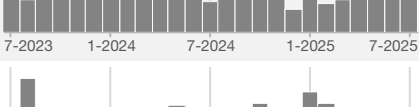
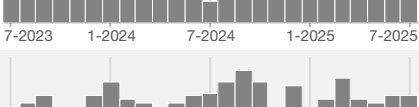
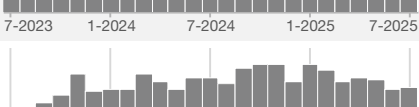
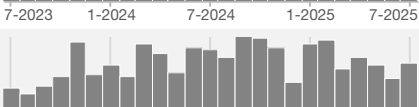
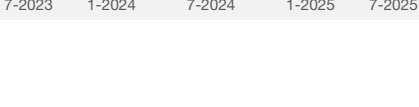
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New Construction Overview

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	7-2024	7-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		390	373	- 4.4%	3,096	2,859	- 7.7%
Pending Sales		206	166	- 19.4%	1,680	1,562	- 7.0%
Closed Sales		244	221	- 9.4%	1,525	1,523	- 0.1%
Days on Market Until Sale		57	59	+ 3.5%	65	79	+ 21.5%
Median Closed Price		\$419,308	\$428,990	+ 2.3%	\$425,000	\$428,990	+ 0.9%
Average Closed Price		\$460,419	\$472,016	+ 2.5%	\$469,307	\$476,484	+ 1.5%
Percent of List Price Received		100.1%	100.3%	+ 0.2%	100.4%	100.6%	+ 0.2%
Housing Affordability Index		83	82	- 1.2%	82	82	0.0%
Inventory of Homes for Sale		1,328	1,290	- 2.9%	—	—	—
Months Supply of Inventory		6.6	6.4	- 3.0%	—	—	—

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	7-2024	7-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		2,198	2,621	+ 19.2%	13,557	15,404	+ 13.6%
Pending Sales		1,346	1,478	+ 9.8%	9,339	9,796	+ 4.9%
Closed Sales		1,502	1,530	+ 1.9%	8,711	8,911	+ 2.3%
Days on Market Until Sale		13	16	+ 23.1%	16	19	+ 18.8%
Median Closed Price		\$290,000	\$300,000	+ 3.4%	\$284,000	\$290,000	+ 2.1%
Average Closed Price		\$336,667	\$356,848	+ 6.0%	\$325,292	\$336,076	+ 3.3%
Percent of List Price Received		99.4%	98.8%	- 0.6%	99.1%	98.8%	- 0.3%
Housing Affordability Index		120	117	- 2.5%	123	121	- 1.6%
Inventory of Homes for Sale		2,059	2,668	+ 29.6%	—	—	—
Months Supply of Inventory		1.7	2.1	+ 23.5%	—	—	—

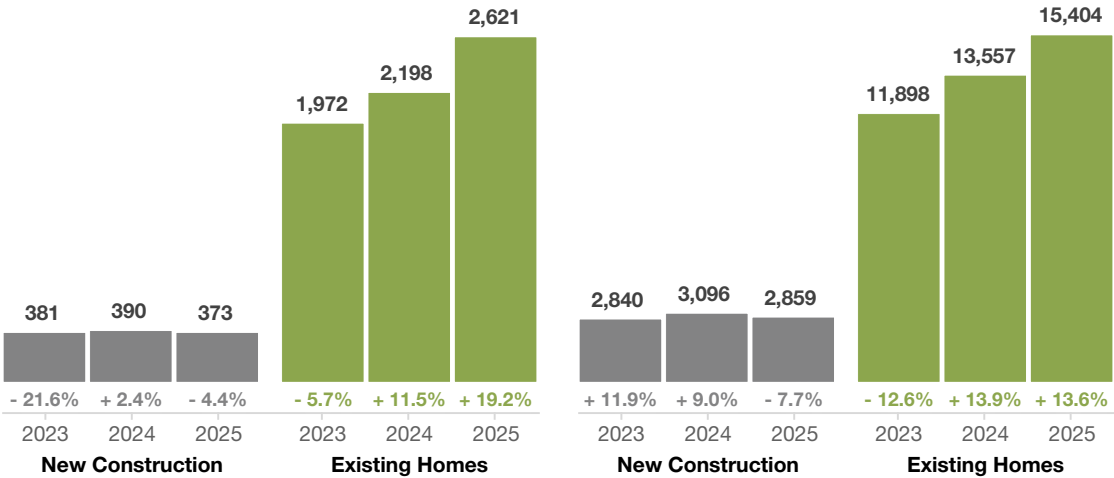
New Listings

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



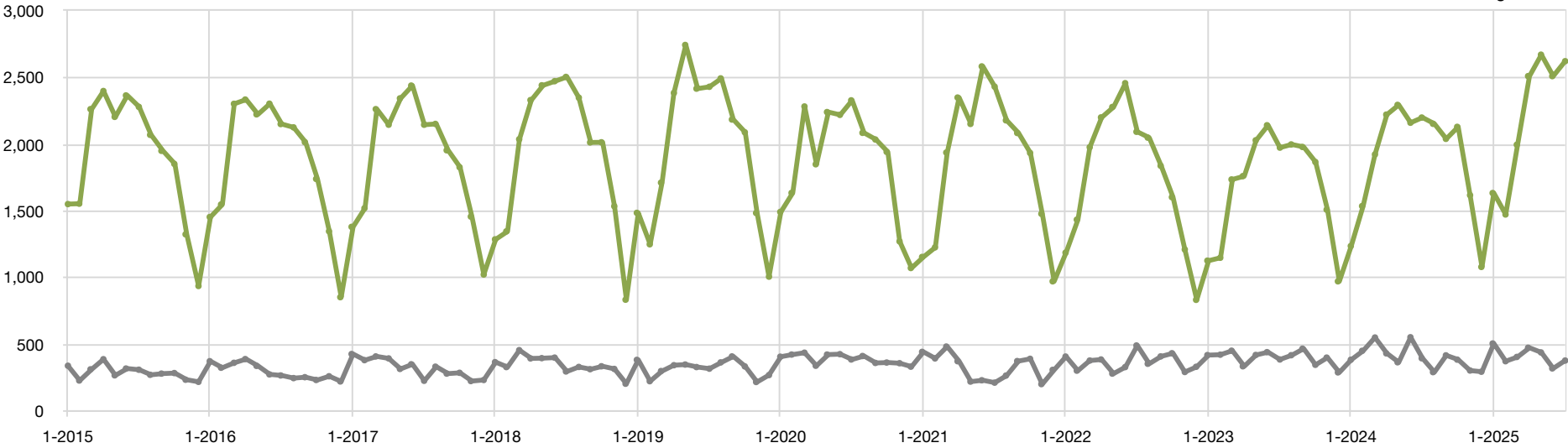
July

Year to Date



New Listings	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Aug-2024	286	- 30.8%	2,151	+ 7.8%
Sep-2024	412	- 10.8%	2,038	+ 3.1%
Oct-2024	380	+ 11.4%	2,128	+ 14.2%
Nov-2024	298	- 24.6%	1,615	+ 7.2%
Dec-2024	289	+ 1.8%	1,076	+ 11.2%
Jan-2025	501	+ 32.2%	1,631	+ 32.3%
Feb-2025	368	- 17.5%	1,470	- 4.1%
Mar-2025	400	- 26.7%	1,994	+ 3.8%
Apr-2025	469	+ 9.8%	2,509	+ 13.0%
May-2025	434	+ 20.6%	2,670	+ 16.4%
Jun-2025	314	- 42.7%	2,509	+ 16.2%
Jul-2025	373	- 4.4%	2,621	+ 19.2%
12-Month Avg	377	- 9.4%	2,034	+ 11.6%

Historical New Listings by Month



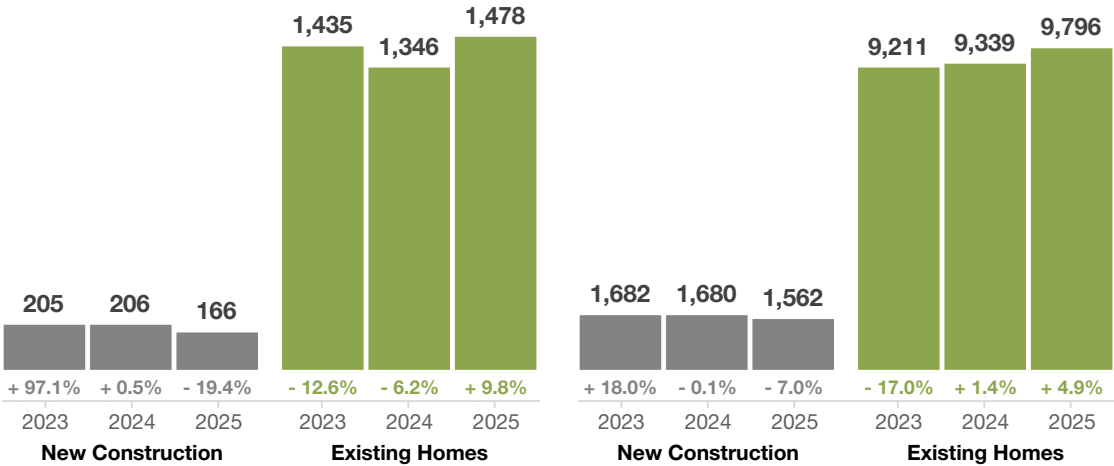
Pending Sales

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



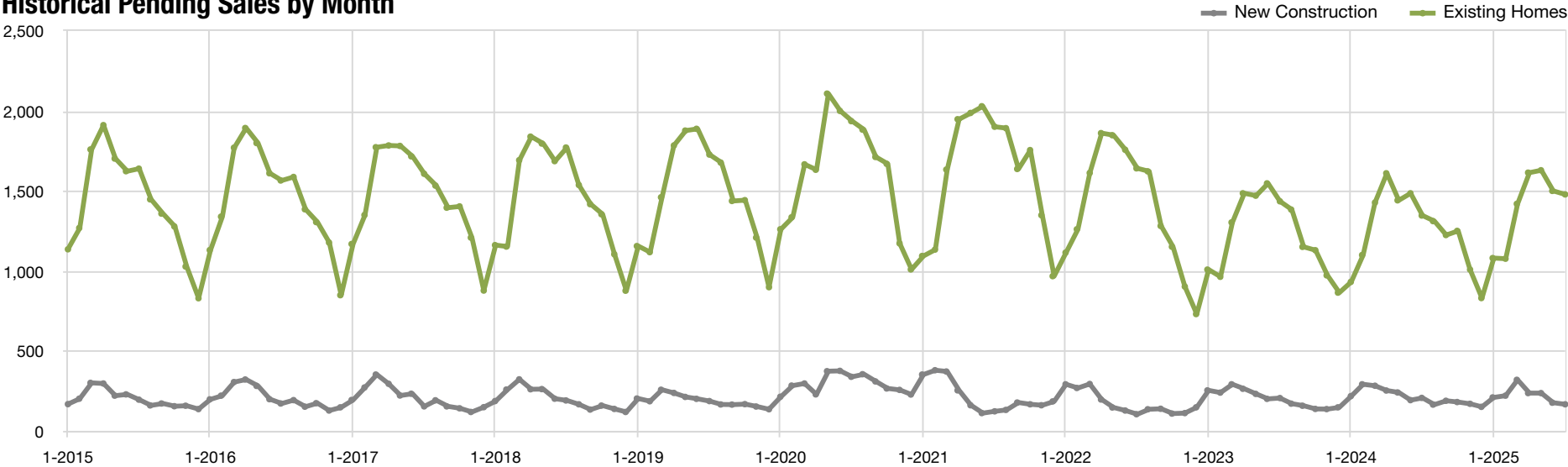
July

Year to Date



Pending Sales	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Aug-2024	164	- 3.5%	1,311	- 5.2%
Sep-2024	188	+ 19.7%	1,224	+ 6.4%
Oct-2024	180	+ 31.4%	1,250	+ 10.7%
Nov-2024	169	+ 24.3%	1,008	+ 3.7%
Dec-2024	150	+ 2.0%	830	- 3.9%
Jan-2025	209	- 3.7%	1,080	+ 16.0%
Feb-2025	220	- 24.4%	1,076	- 2.1%
Mar-2025	319	+ 13.1%	1,419	- 0.6%
Apr-2025	236	- 6.3%	1,614	+ 0.2%
May-2025	236	- 1.7%	1,629	+ 13.0%
Jun-2025	176	- 8.3%	1,500	+ 1.0%
Jul-2025	166	- 19.4%	1,478	+ 9.8%
12-Month Avg	201	- 0.5%	1,285	+ 4.0%

Historical Pending Sales by Month



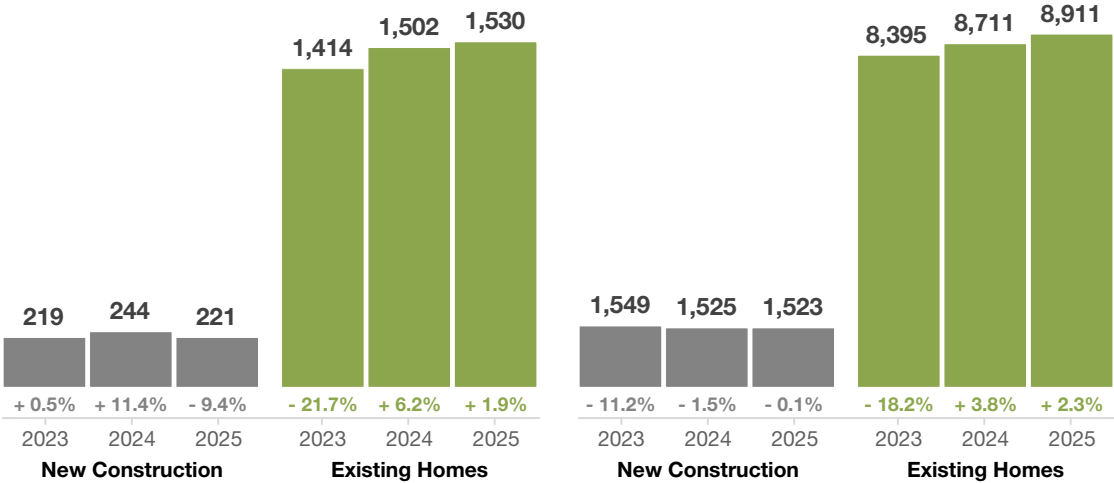
Closed Sales

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



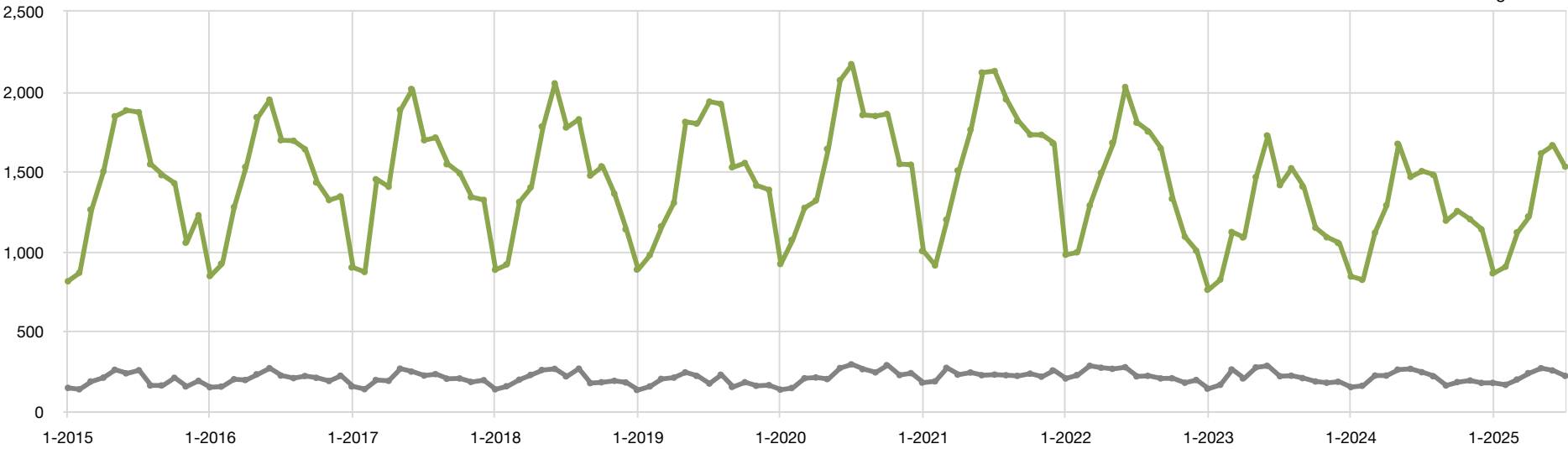
July

Year to Date



Closed Sales	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Aug-2024	219	- 1.4%	1,479	- 2.7%
Sep-2024	161	- 22.2%	1,192	- 15.2%
Oct-2024	182	- 2.2%	1,252	+ 9.1%
Nov-2024	192	+ 7.9%	1,201	+ 10.4%
Dec-2024	177	- 3.8%	1,138	+ 8.1%
Jan-2025	177	+ 17.2%	863	+ 2.4%
Feb-2025	165	+ 3.8%	904	+ 10.0%
Mar-2025	198	- 11.2%	1,119	+ 0.2%
Apr-2025	238	+ 6.7%	1,218	- 5.4%
May-2025	269	+ 3.5%	1,613	- 3.6%
Jun-2025	255	- 3.8%	1,664	+ 13.5%
Jul-2025	221	- 9.4%	1,530	+ 1.9%
12-Month Avg	205	- 1.9%	1,264	+ 1.6%

Historical Closed Sales by Month

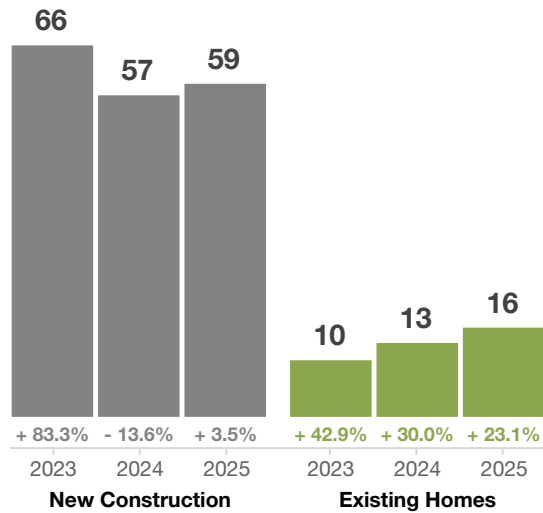


Days on Market Until Sale

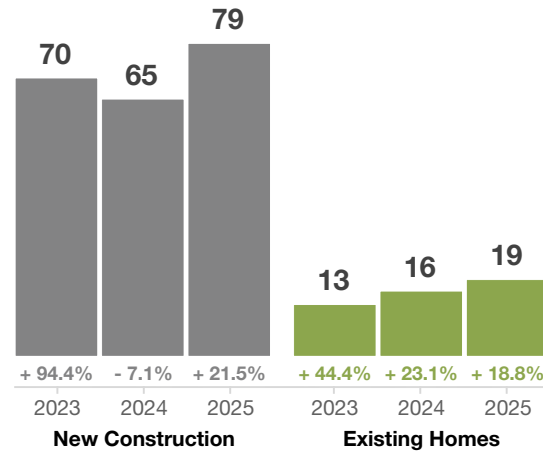
Average number of days between when a property is listed and when an offer is accepted in a given month.



July



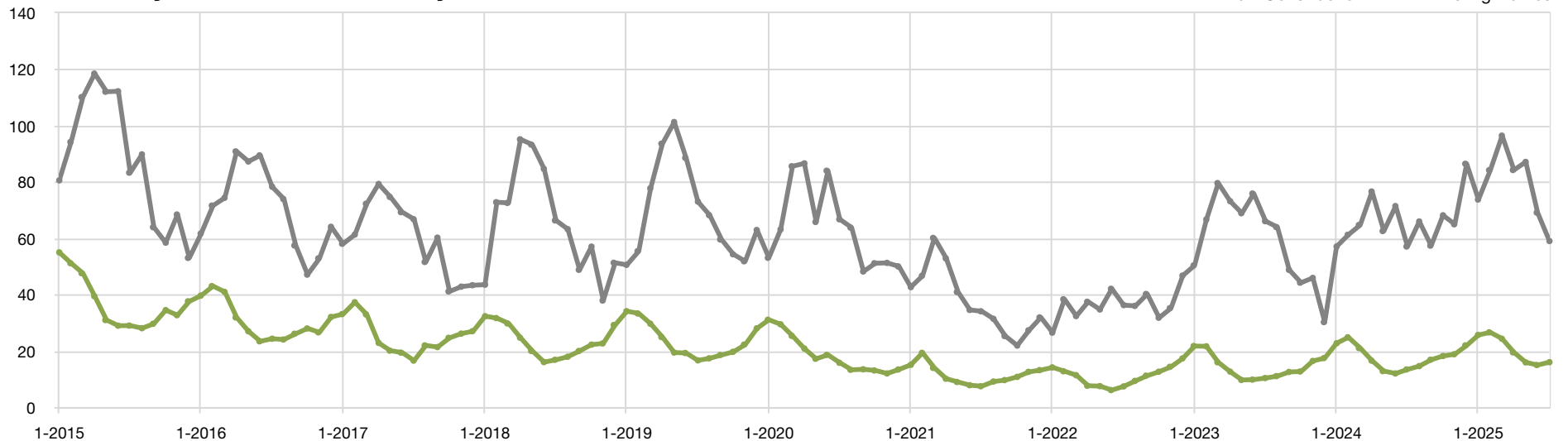
Year to Date



Days on Market	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Aug-2024	66	+ 3.1%	15	+ 36.4%
Sep-2024	57	+ 16.3%	17	+ 41.7%
Oct-2024	68	+ 54.5%	18	+ 38.5%
Nov-2024	65	+ 41.3%	19	+ 18.8%
Dec-2024	86	+ 186.7%	22	+ 29.4%
Jan-2025	74	+ 29.8%	26	+ 13.0%
Feb-2025	84	+ 37.7%	27	+ 8.0%
Mar-2025	96	+ 47.7%	24	+ 14.3%
Apr-2025	84	+ 9.1%	19	+ 18.8%
May-2025	87	+ 38.1%	16	+ 23.1%
Jun-2025	69	- 2.8%	15	+ 25.0%
Jul-2025	59	+ 3.5%	16	+ 23.1%
12-Month Avg*	75	+ 29.2%	19	+ 22.3%

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

Historical Days on Market Until Sale by Month

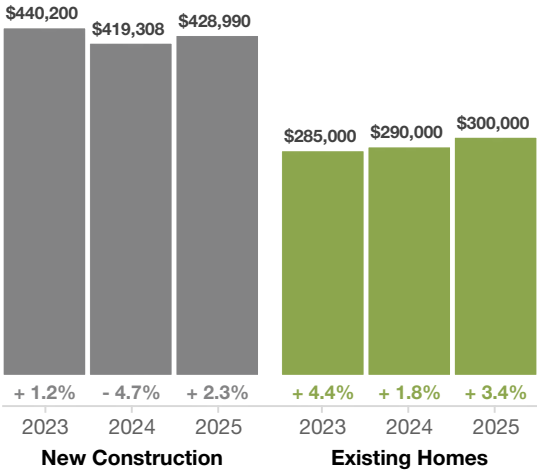


Median Closed Price

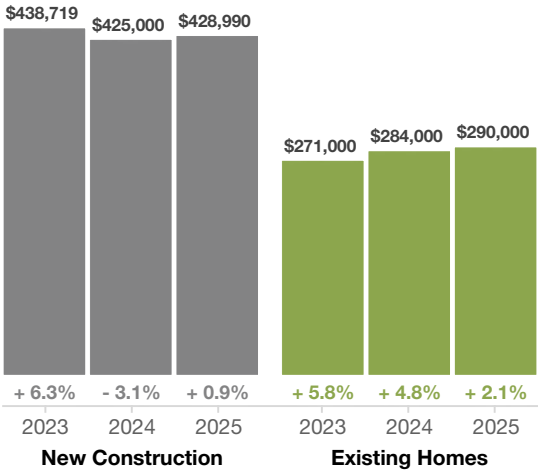
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



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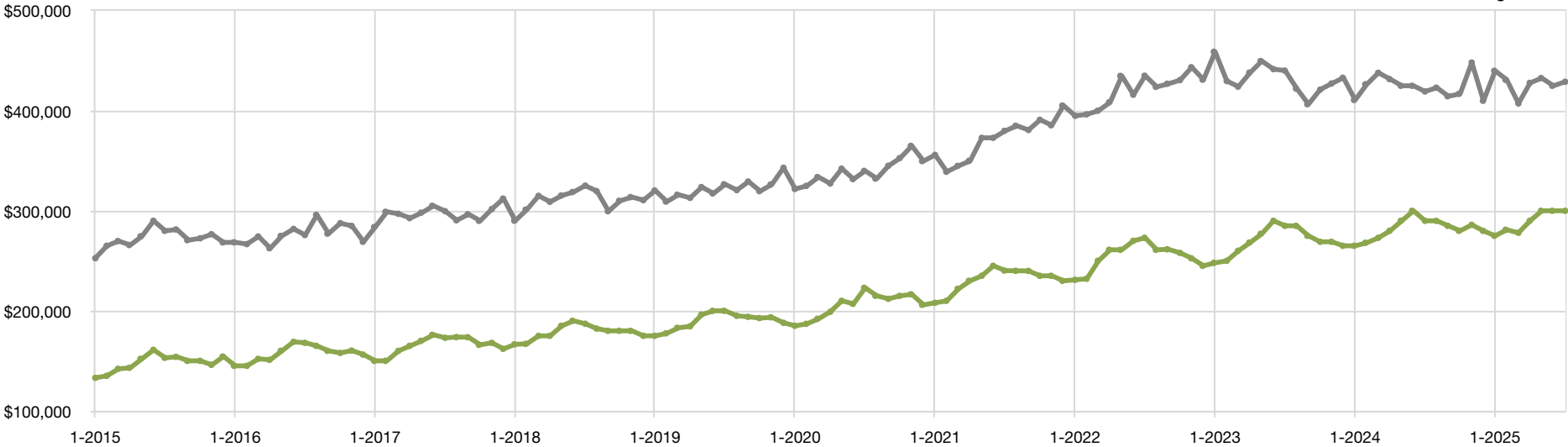
Year to Date



Median Closed Price	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Aug-2024	\$423,100	+ 0.2%	\$289,925	+ 1.7%
Sep-2024	\$414,547	+ 2.0%	\$285,000	+ 3.6%
Oct-2024	\$416,894	- 1.0%	\$280,000	+ 4.1%
Nov-2024	\$448,243	+ 4.9%	\$286,000	+ 6.3%
Dec-2024	\$409,992	- 5.3%	\$279,950	+ 5.6%
Jan-2025	\$439,990	+ 7.1%	\$275,000	+ 3.8%
Feb-2025	\$430,990	+ 1.1%	\$281,000	+ 4.9%
Mar-2025	\$407,337	- 7.0%	\$278,000	+ 1.8%
Apr-2025	\$427,890	- 0.9%	\$290,000	+ 3.6%
May-2025	\$432,708	+ 1.8%	\$300,000	+ 3.4%
Jun-2025	\$424,990	- 0.0%	\$300,000	0.0%
Jul-2025	\$428,990	+ 2.3%	\$300,000	+ 3.4%
12-Month Avg*	\$424,990	+ 0.4%	\$289,000	+ 3.2%

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

Historical Median Closed Price by Month

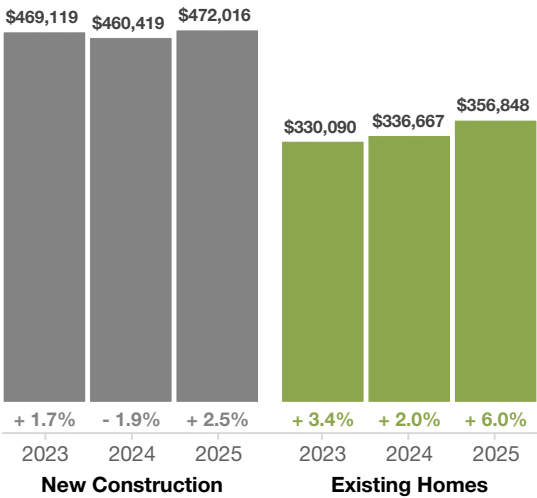


Average Closed Price

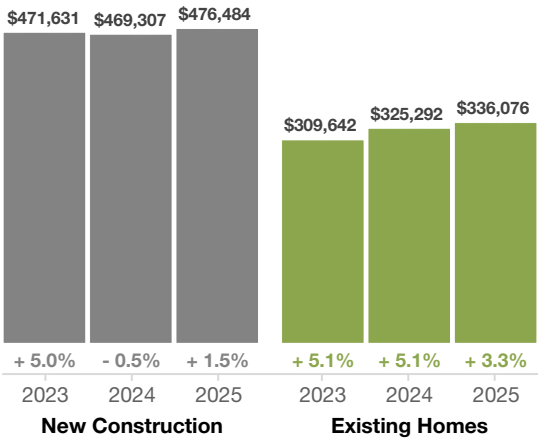
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



July



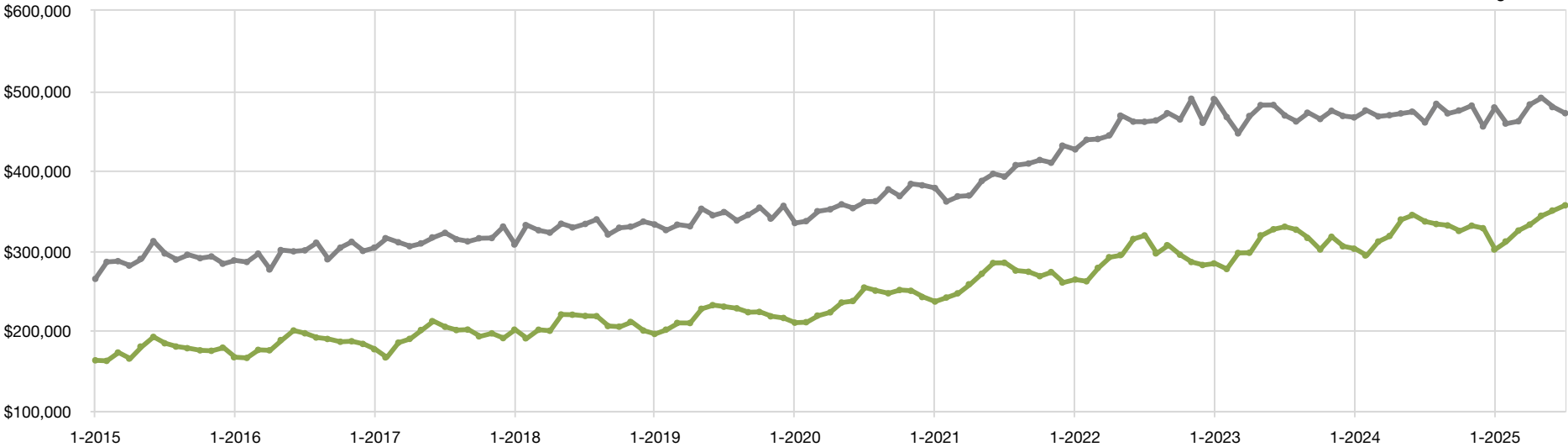
Year to Date



Average Closed Price	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Aug-2024	\$483,662	+ 4.8%	\$333,458	+ 2.2%
Sep-2024	\$471,738	- 0.2%	\$331,767	+ 5.0%
Oct-2024	\$475,326	+ 2.3%	\$324,850	+ 7.7%
Nov-2024	\$481,482	+ 1.4%	\$331,403	+ 4.4%
Dec-2024	\$455,417	- 2.8%	\$328,235	+ 7.4%
Jan-2025	\$479,161	+ 2.7%	\$301,635	- 0.3%
Feb-2025	\$459,008	- 3.4%	\$311,652	+ 5.9%
Mar-2025	\$461,916	- 1.3%	\$325,322	+ 4.4%
Apr-2025	\$482,896	+ 2.9%	\$332,768	+ 4.5%
May-2025	\$491,176	+ 4.1%	\$343,753	+ 1.4%
Jun-2025	\$479,636	+ 1.2%	\$350,319	+ 1.6%
Jul-2025	\$472,016	+ 2.5%	\$356,848	+ 6.0%
12-Month Avg*	\$475,599	+ 1.4%	\$333,599	+ 4.0%

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

Historical Average Closed Price by Month



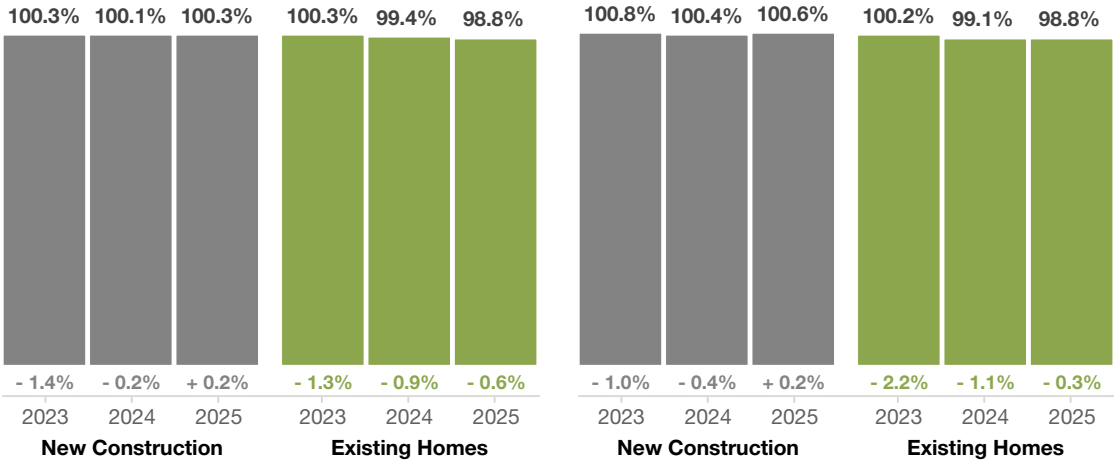
Percent of List Price Received

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.



July

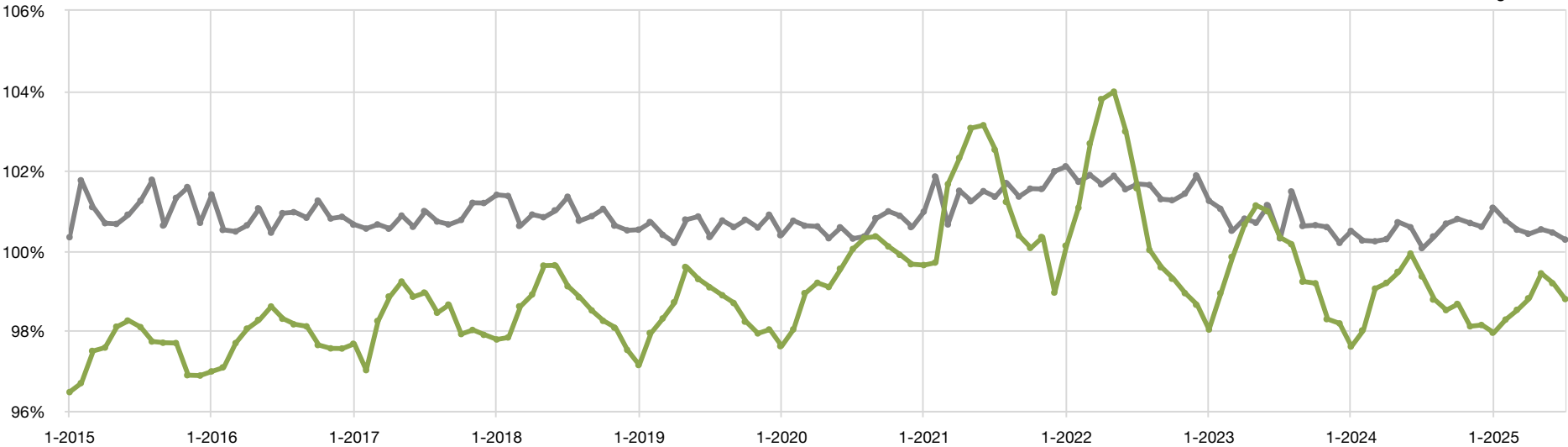
Year to Date



Pct. of List Price Received	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Aug-2024	100.4%	- 1.1%	98.8%	- 1.4%
Sep-2024	100.7%	+ 0.1%	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	101.1%	+ 0.6%	98.0%	+ 0.4%
Feb-2025	100.8%	+ 0.5%	98.3%	+ 0.3%
Mar-2025	100.5%	+ 0.3%	98.5%	- 0.6%
Apr-2025	100.4%	+ 0.1%	98.8%	- 0.4%
May-2025	100.5%	- 0.2%	99.4%	- 0.1%
Jun-2025	100.5%	- 0.1%	99.2%	- 0.7%
Jul-2025	100.3%	+ 0.2%	98.8%	- 0.6%
12-Month Avg*	100.6%	+ 0.1%	98.7%	- 0.4%

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

Historical Percent of List Price Received by Month



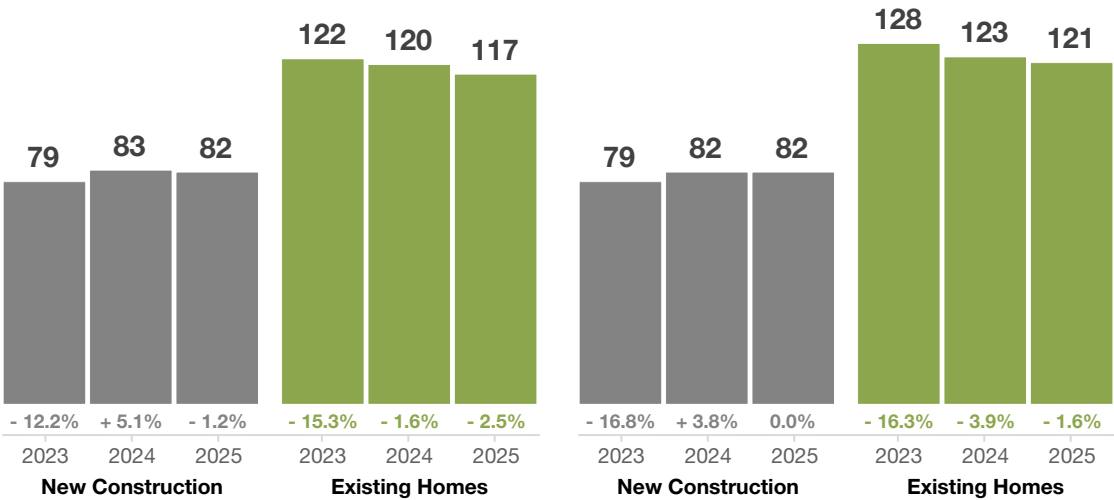
Housing Affordability Index

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.



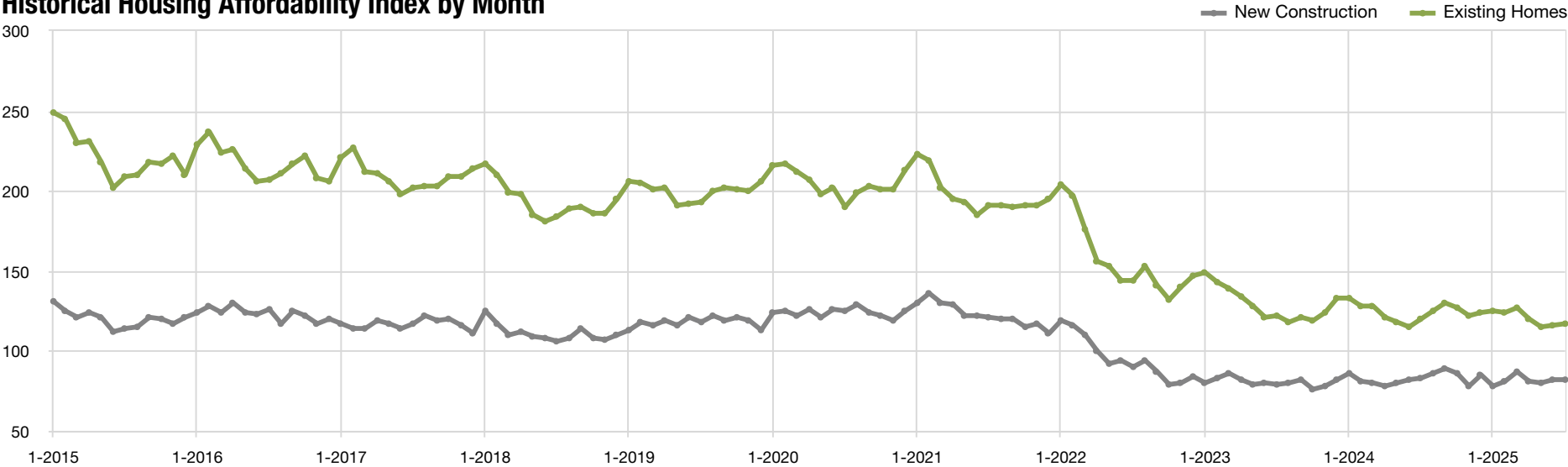
July

Year to Date



Affordability Index	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Aug-2024	86	+ 7.5%	125	+ 5.9%
Sep-2024	89	+ 8.5%	130	+ 7.4%
Oct-2024	86	+ 13.2%	127	+ 6.7%
Nov-2024	78	0.0%	122	- 1.6%
Dec-2024	85	+ 3.7%	124	- 6.8%
Jan-2025	78	- 9.3%	125	- 6.0%
Feb-2025	81	0.0%	124	- 3.1%
Mar-2025	87	+ 8.8%	127	- 0.8%
Apr-2025	81	+ 3.8%	120	- 0.8%
May-2025	80	0.0%	115	- 2.5%
Jun-2025	82	0.0%	116	+ 0.9%
Jul-2025	82	- 1.2%	117	- 2.5%
12-Month Avg	83	+ 2.5%	123	0.0%

Historical Housing Affordability Index by Month

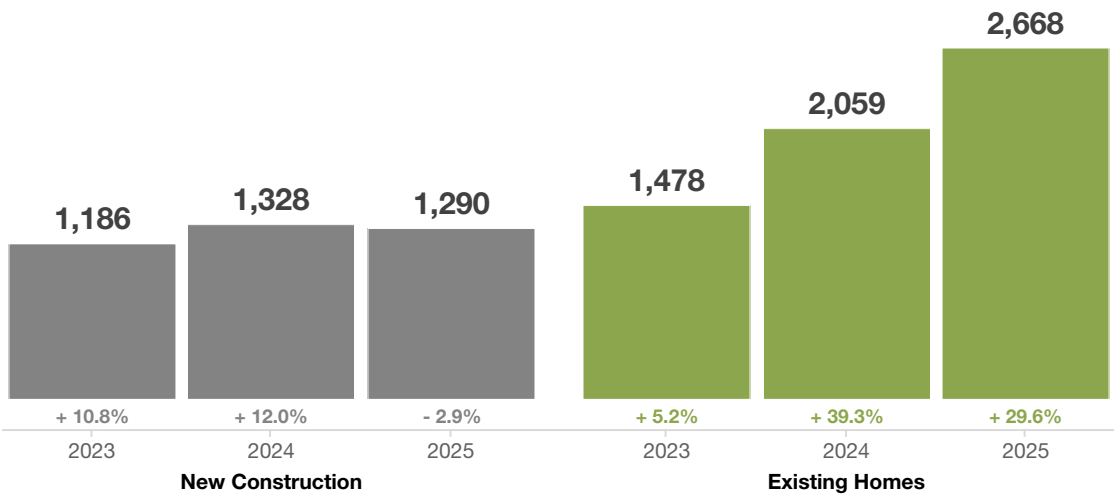


Inventory of Homes for Sale

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

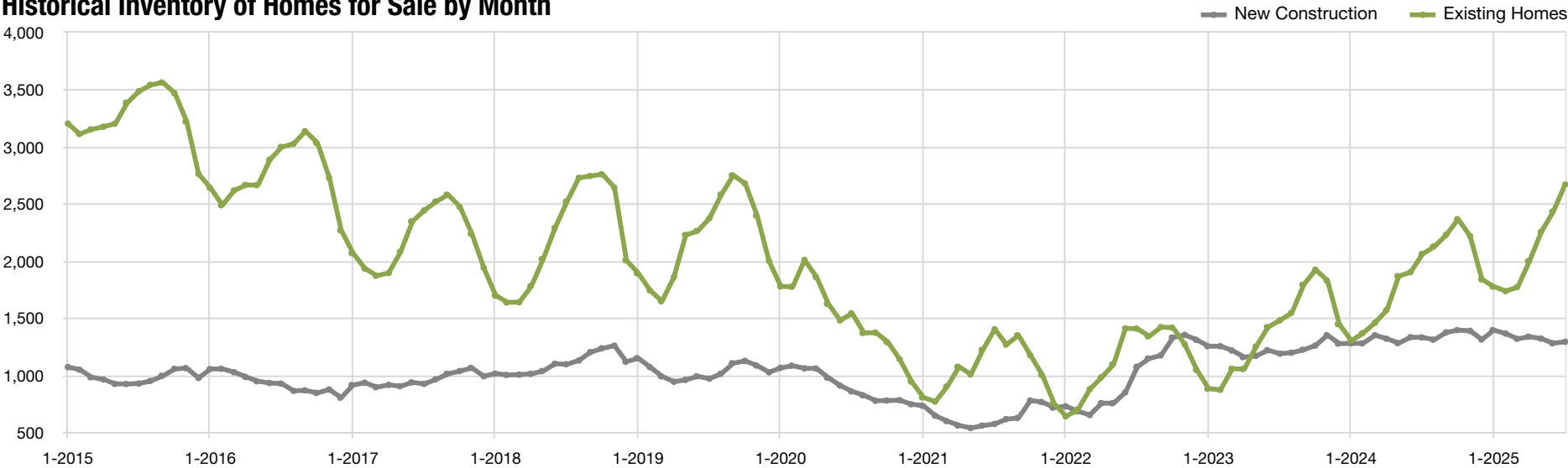


July



Homes for Sale	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Aug-2024	1,308	+ 9.5%	2,124	+ 37.7%
Sep-2024	1,372	+ 12.5%	2,227	+ 24.5%
Oct-2024	1,392	+ 10.7%	2,364	+ 23.0%
Nov-2024	1,386	+ 2.8%	2,217	+ 21.3%
Dec-2024	1,310	+ 2.8%	1,837	+ 27.2%
Jan-2025	1,392	+ 9.1%	1,774	+ 36.5%
Feb-2025	1,362	+ 6.7%	1,734	+ 27.0%
Mar-2025	1,316	- 2.3%	1,768	+ 21.3%
Apr-2025	1,334	+ 1.3%	1,996	+ 27.4%
May-2025	1,318	+ 3.1%	2,254	+ 20.9%
Jun-2025	1,277	- 4.0%	2,430	+ 27.9%
Jul-2025	1,290	- 2.9%	2,668	+ 29.6%
12-Month Avg	1,338	+ 4.0%	2,116	+ 26.7%

Historical Inventory of Homes for Sale by Month

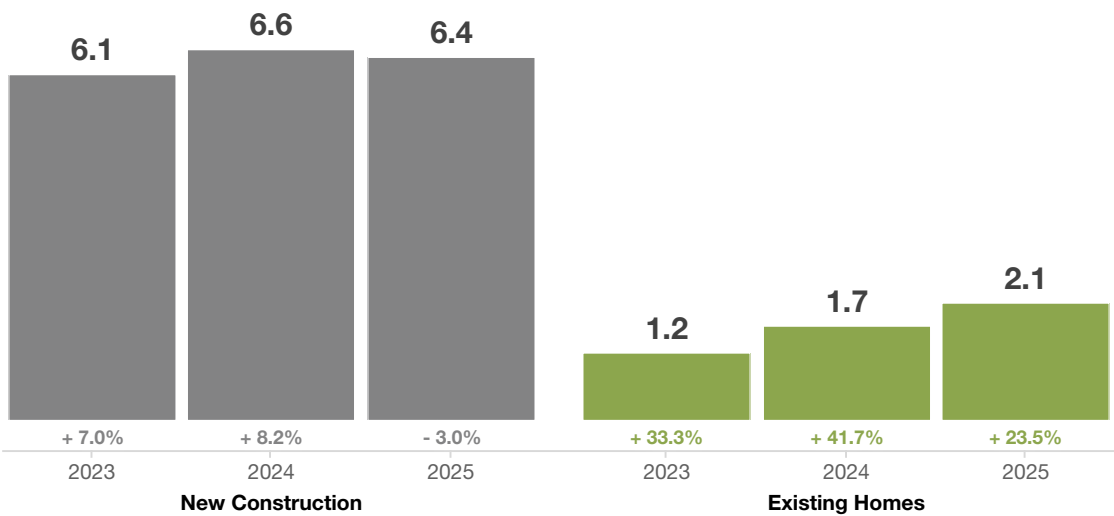


Months Supply of Inventory

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.



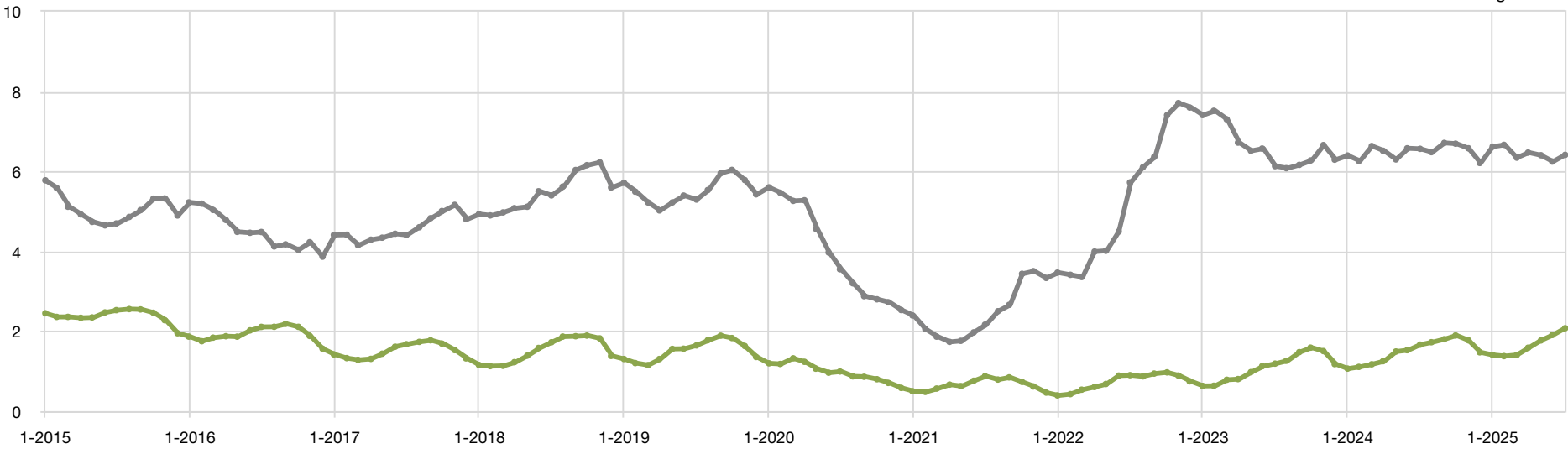
July



Months Supply	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Aug-2024	6.5	+ 6.6%	1.7	+ 30.8%
Sep-2024	6.7	+ 8.1%	1.8	+ 20.0%
Oct-2024	6.7	+ 6.3%	1.9	+ 18.8%
Nov-2024	6.6	- 1.5%	1.8	+ 20.0%
Dec-2024	6.2	- 1.6%	1.5	+ 25.0%
Jan-2025	6.6	+ 3.1%	1.4	+ 27.3%
Feb-2025	6.7	+ 6.3%	1.4	+ 27.3%
Mar-2025	6.3	- 4.5%	1.4	+ 16.7%
Apr-2025	6.5	0.0%	1.6	+ 23.1%
May-2025	6.4	+ 1.6%	1.8	+ 20.0%
Jun-2025	6.2	- 6.1%	1.9	+ 26.7%
Jul-2025	6.4	- 3.0%	2.1	+ 23.5%
12-Month Avg*	6.5	+ 1.5%	1.7	+ 24.0%

* Months Supply for all properties from August 2024 through July 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	7-2024	7-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		2,588	2,994	+ 15.7%	16,653	18,263	+ 9.7%
Pending Sales		1,552	1,644	+ 5.9%	11,019	11,358	+ 3.1%
Closed Sales		1,746	1,751	+ 0.3%	10,236	10,434	+ 1.9%
Days on Market Until Sale		19	21	+ 10.5%	24	28	+ 16.7%
Median Closed Price		\$311,129	\$322,000	+ 3.5%	\$305,000	\$315,000	+ 3.3%
Average Closed Price		\$353,981	\$371,392	+ 4.9%	\$346,746	\$356,588	+ 2.8%
Percent of List Price Received		99.5%	99.0%	- 0.5%	99.3%	99.1%	- 0.2%
Housing Affordability Index		112	109	- 2.7%	114	111	- 2.6%
Inventory of Homes for Sale		3,387	3,958	+ 16.9%	—	—	—
Months Supply of Inventory		2.4	2.7	+ 12.5%	—	—	—