

# Local Market Update for October 2015

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

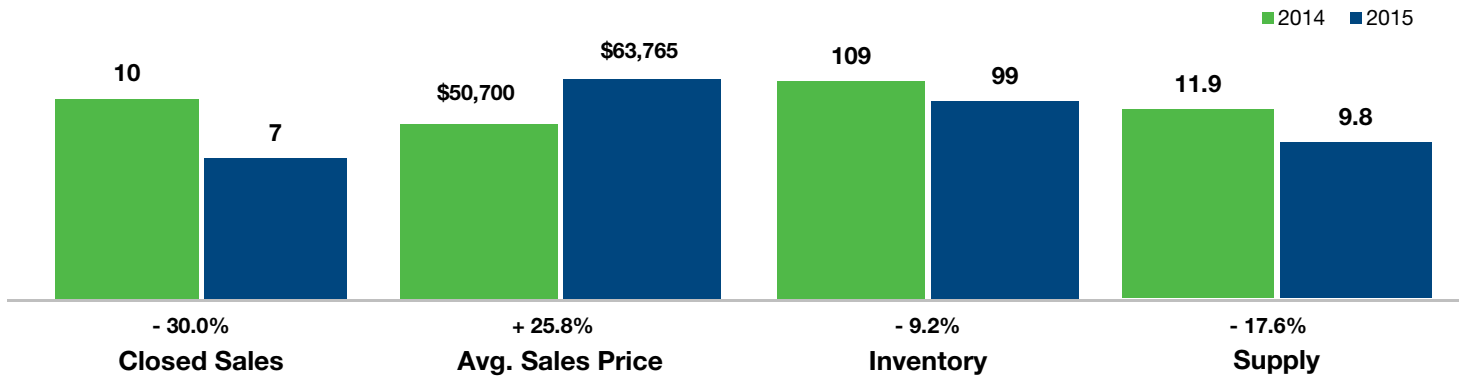


## Atchison, KS

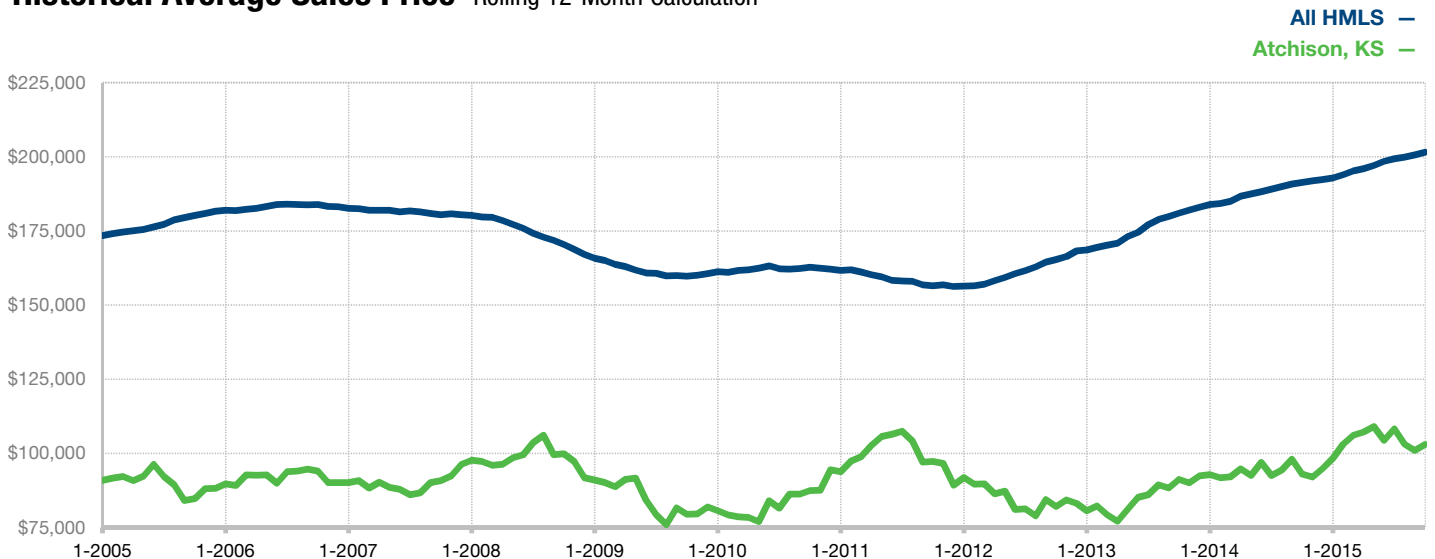
Key Metrics	October			Year to Date		
	2014	2015	Percent Change	Thru 10-2014	Thru 10-2015	Percent Change
Closed Sales	10	7	- 30.0%	93	108	+ 16.1%
Average Sales Price*	\$50,700	<b>\$63,765</b>	+ 25.8%	\$94,149	<b>\$103,225</b>	+ 9.6%
Median Sales Price*	\$38,750	<b>\$62,500</b>	+ 61.3%	\$75,200	<b>\$85,000</b>	+ 13.0%
Days on Market Until Sale	182	50	- 72.5%	126	116	- 7.9%
Percentage of Original List Price Received*	85.8%	<b>89.8%</b>	+ 4.7%	89.2%	<b>88.2%</b>	- 1.1%
Pending Sales	8	14	+ 75.0%	92	116	+ 26.1%
Inventory	109	99	- 9.2%	--	--	--
Supply	11.9	9.8	- 17.6%	--	--	--

\* 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.

### October



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



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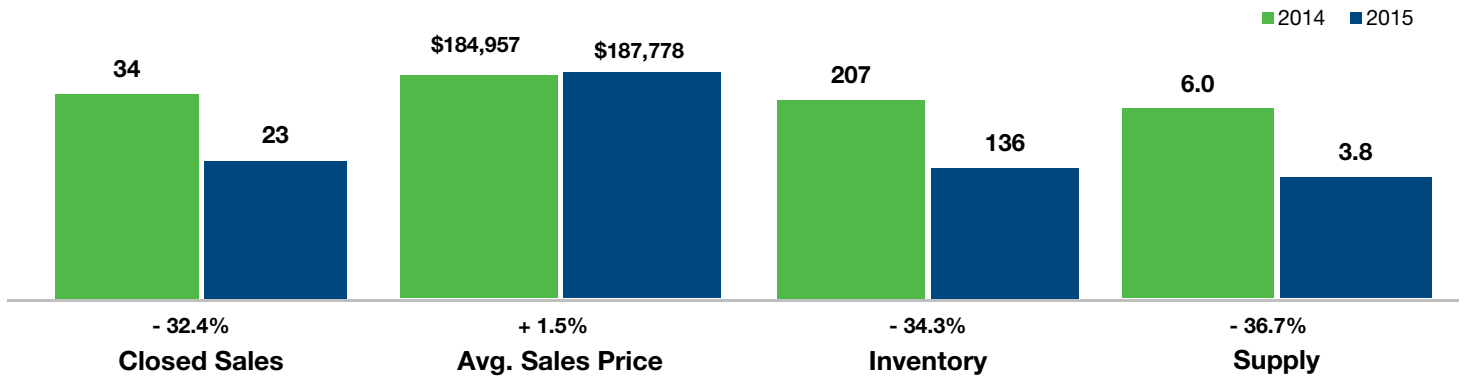


## Douglas, KS

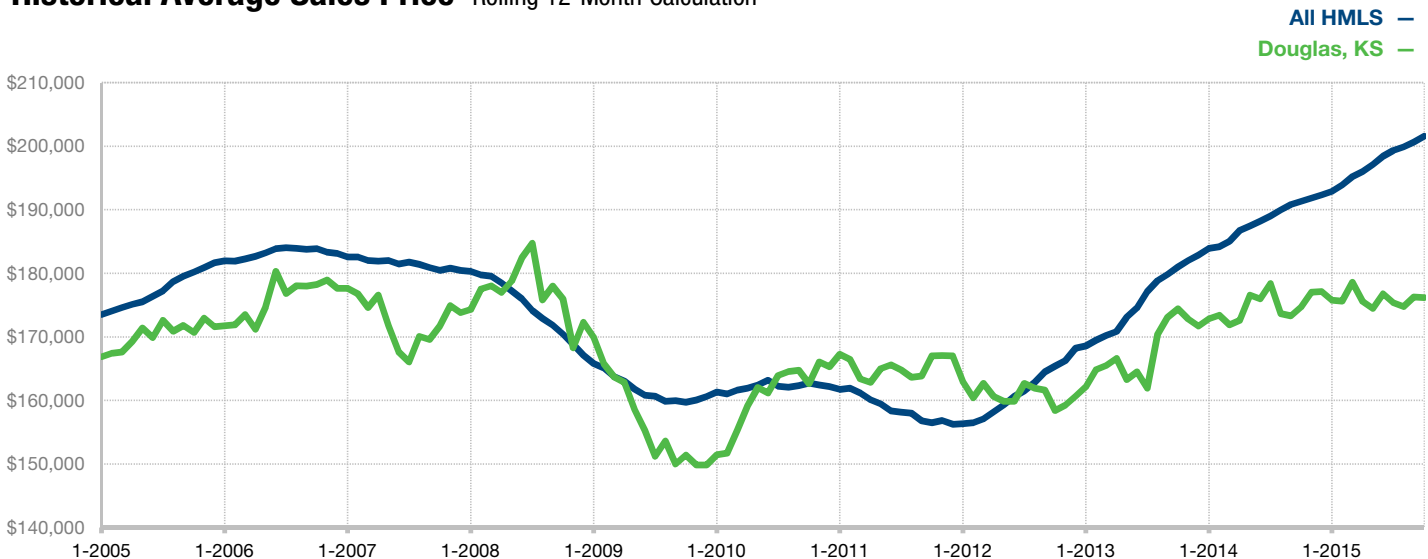
Key Metrics	October			Year to Date		
	2014	2015	Percent Change	Thru 10-2014	Thru 10-2015	Percent Change
Closed Sales	34	23	- 32.4%	365	374	+ 2.5%
Average Sales Price*	\$184,957	\$187,778	+ 1.5%	\$176,733	\$175,668	- 0.6%
Median Sales Price*	\$149,450	\$165,000	+ 10.4%	\$151,750	\$155,000	+ 2.1%
Days on Market Until Sale	79	69	- 12.7%	80	71	- 11.3%
Percentage of Original List Price Received*	96.8%	91.6%	- 5.4%	94.2%	95.1%	+ 1.0%
Pending Sales	29	34	+ 17.2%	373	388	+ 4.0%
Inventory	207	136	- 34.3%	--	--	--
Supply	6.0	3.8	- 36.7%	--	--	--

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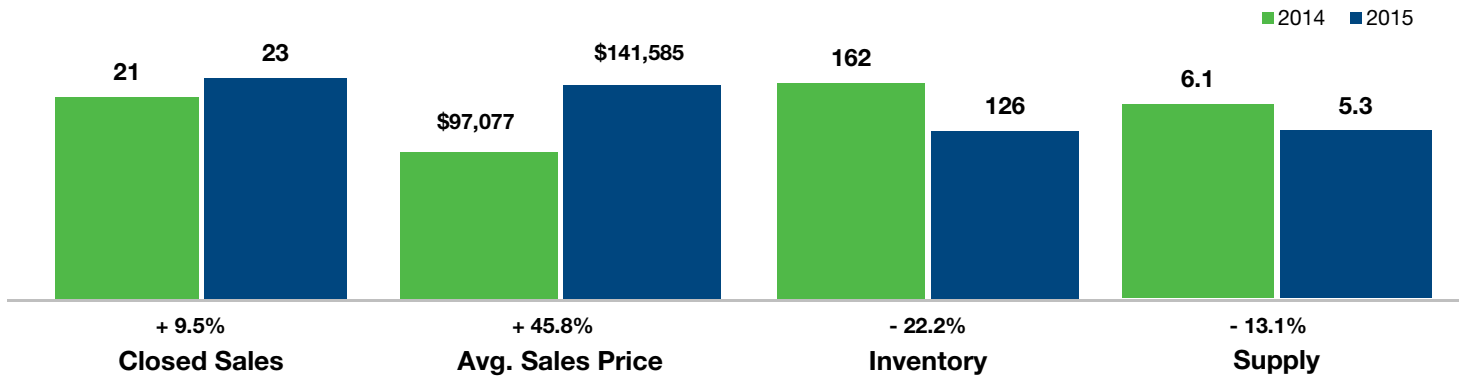


## Franklin, KS

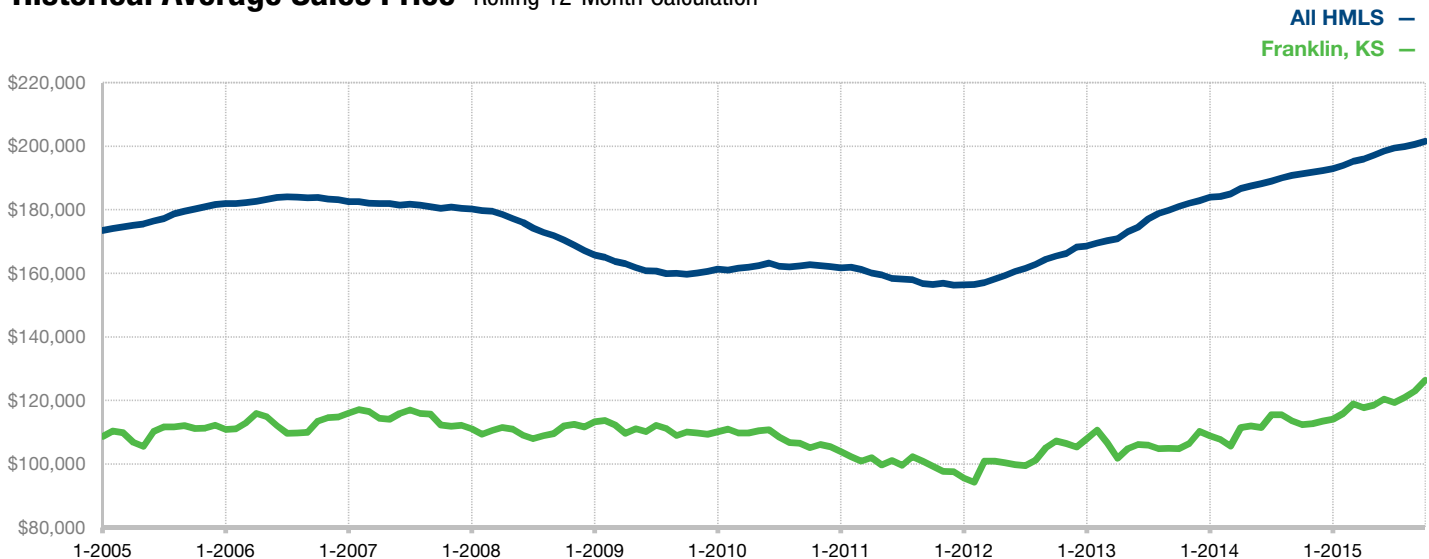
Key Metrics	October			Year to Date		
	2014	2015	Percent Change	Thru 10-2014	Thru 10-2015	Percent Change
Closed Sales	21	23	+ 9.5%	266	243	- 8.6%
Average Sales Price*	\$97,077	\$141,585	+ 45.8%	\$110,577	\$125,465	+ 13.5%
Median Sales Price*	\$80,000	\$95,000	+ 18.8%	\$88,750	\$106,950	+ 20.5%
Days on Market Until Sale	99	88	- 11.1%	103	98	- 4.9%
Percentage of Original List Price Received*	90.3%	91.6%	+ 1.4%	90.0%	92.7%	+ 3.0%
Pending Sales	21	30	+ 42.9%	282	248	- 12.1%
Inventory	162	126	- 22.2%	--	--	--
Supply	6.1	5.3	- 13.1%	--	--	--

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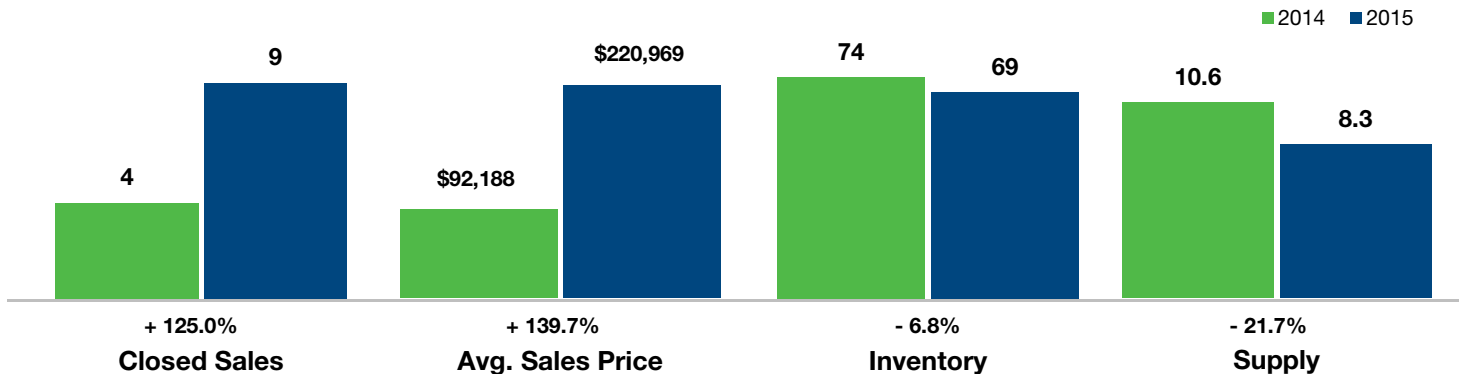


## Jefferson, KS

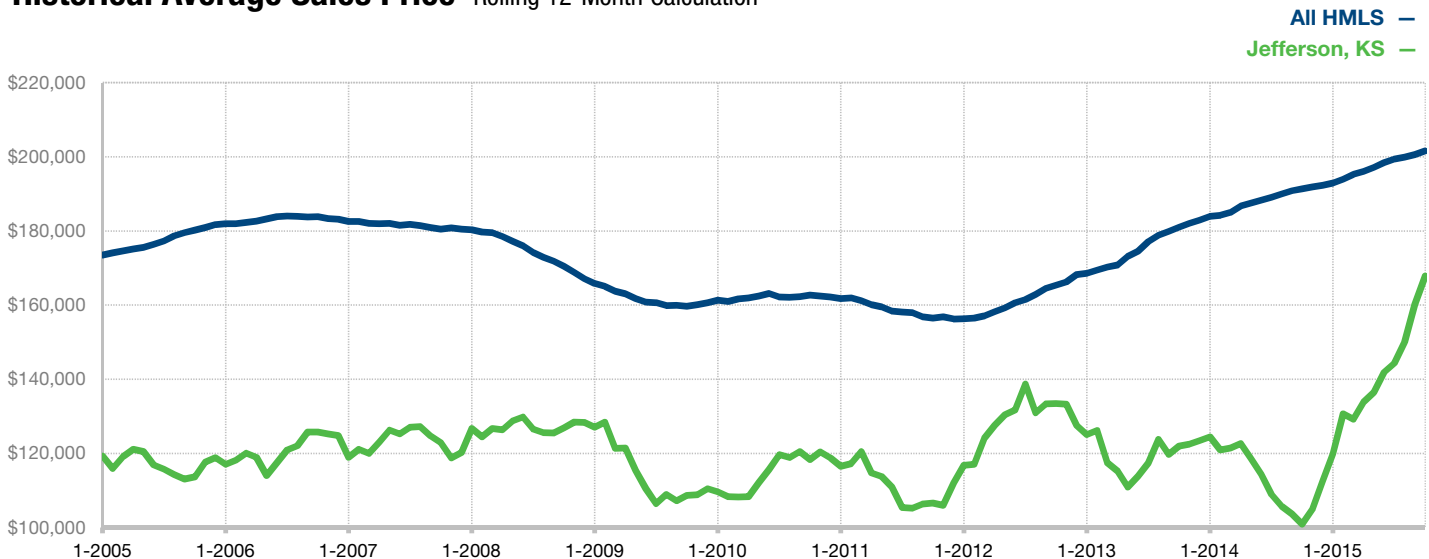
Key Metrics	October			Year to Date		
	2014	2015	Percent Change	Thru 10-2014	Thru 10-2015	Percent Change
Closed Sales	4	9	+ 125.0%	72	83	+ 15.3%
Average Sales Price*	\$92,188	\$220,969	+ 139.7%	\$95,997	\$164,988	+ 71.9%
Median Sales Price*	\$99,375	\$150,625	+ 51.6%	\$88,000	\$136,875	+ 55.5%
Days on Market Until Sale	121	105	- 13.2%	118	108	- 8.5%
Percentage of Original List Price Received*	93.4%	92.3%	- 1.2%	90.5%	90.8%	+ 0.3%
Pending Sales	7	6	- 14.3%	74	84	+ 13.5%
Inventory	74	69	- 6.8%	--	--	--
Supply	10.6	8.3	- 21.7%	--	--	--

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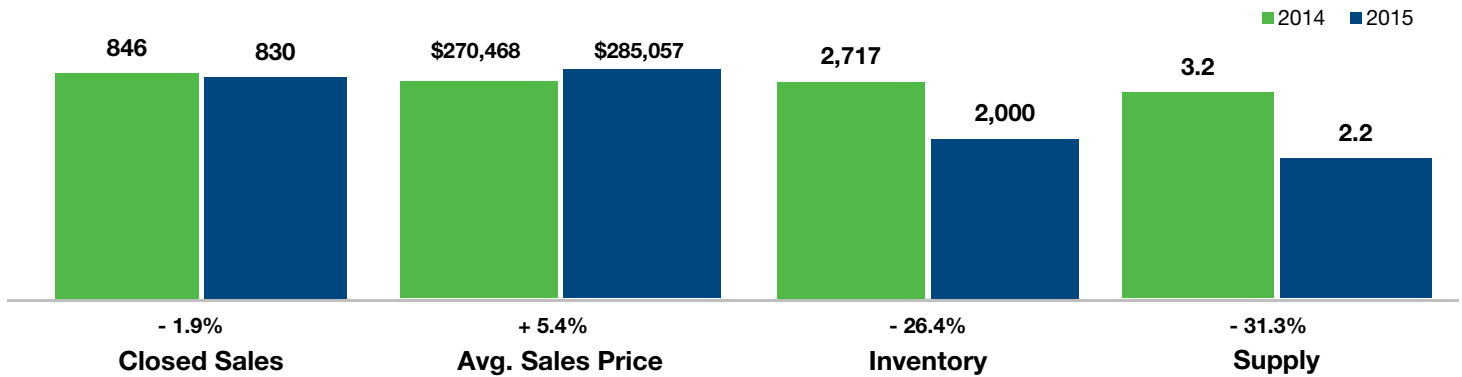


## Johnson, KS

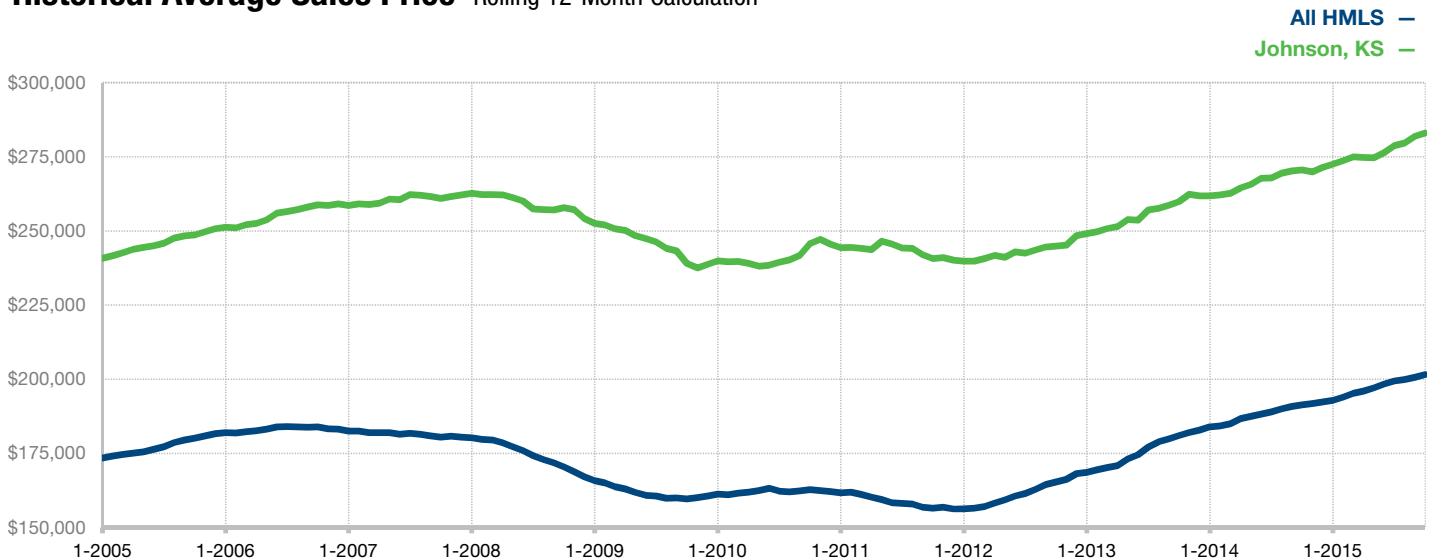
Key Metrics	October			Year to Date		
	2014	2015	Percent Change	Thru 10-2014	Thru 10-2015	Percent Change
Closed Sales	846	830	- 1.9%	8,627	9,527	+ 10.4%
Average Sales Price*	\$270,468	\$285,057	+ 5.4%	\$270,259	\$283,578	+ 4.9%
Median Sales Price*	\$215,000	\$240,000	+ 11.6%	\$220,000	\$235,000	+ 6.8%
Days on Market Until Sale	60	54	- 10.0%	59	58	- 1.7%
Percentage of Original List Price Received*	96.4%	97.3%	+ 0.9%	96.8%	97.4%	+ 0.6%
Pending Sales	658	787	+ 19.6%	8,861	10,094	+ 13.9%
Inventory	2,717	2,000	- 26.4%	--	--	--
Supply	3.2	2.2	- 31.3%	--	--	--

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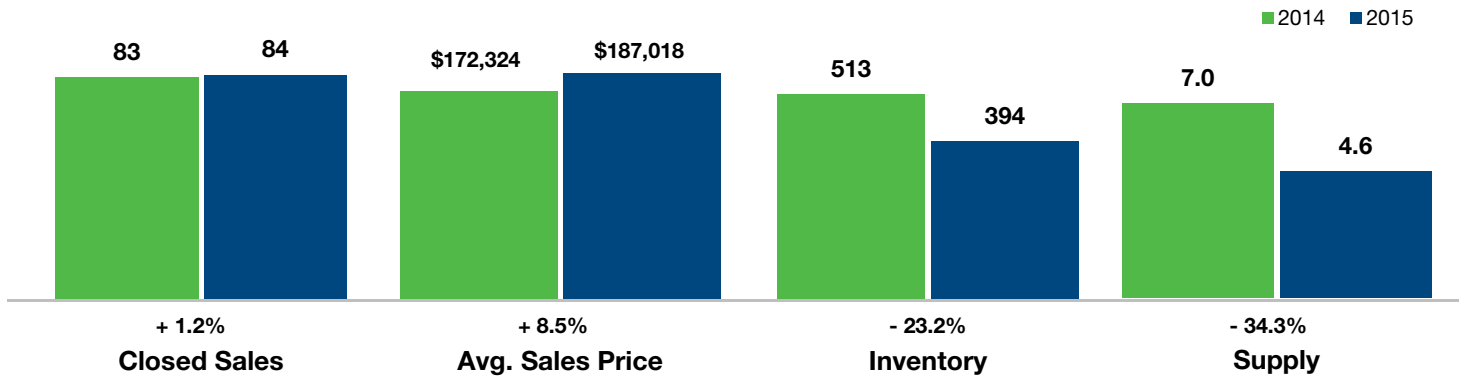


## Leavenworth, KS

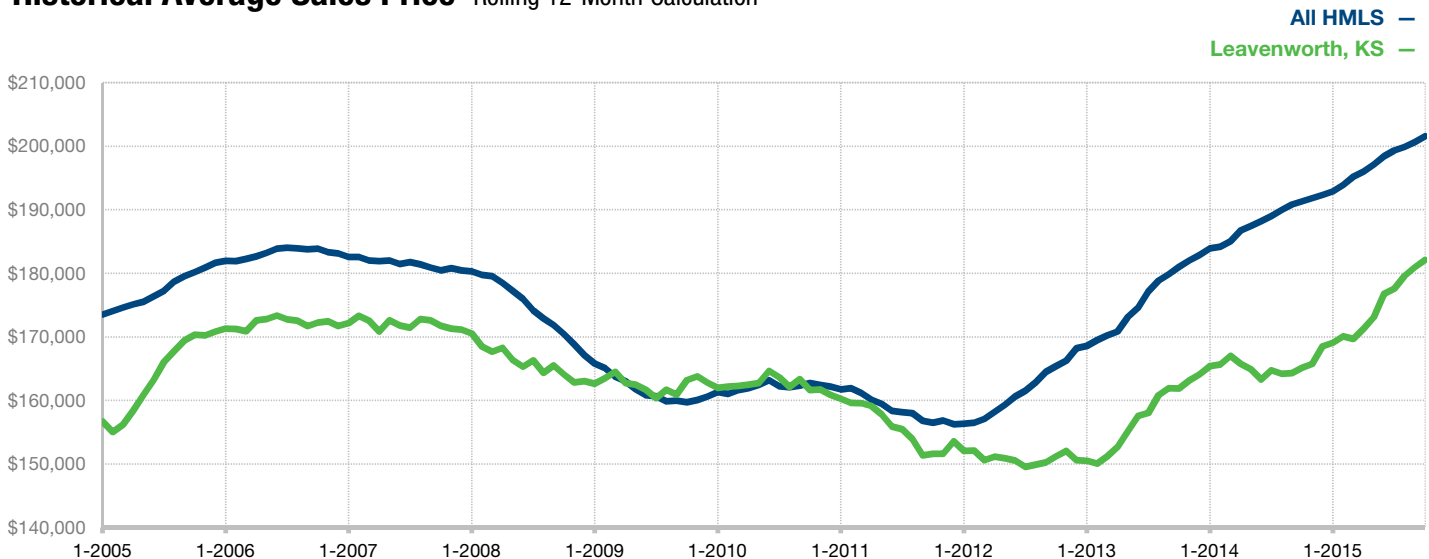
Key Metrics	October			Year to Date		
	2014	2015	Percent Change	Thru 10-2014	Thru 10-2015	Percent Change
Closed Sales	83	84	+ 1.2%	753	910	+ 20.8%
Average Sales Price*	\$172,324	\$187,018	+ 8.5%	\$164,331	\$180,592	+ 9.9%
Median Sales Price*	\$160,000	\$169,900	+ 6.2%	\$155,000	\$169,950	+ 9.6%
Days on Market Until Sale	91	82	- 9.9%	101	95	- 5.9%
Percentage of Original List Price Received*	94.8%	95.2%	+ 0.4%	93.9%	94.5%	+ 0.6%
Pending Sales	68	85	+ 25.0%	803	966	+ 20.3%
Inventory	513	394	- 23.2%	--	--	--
Supply	7.0	4.6	- 34.3%	--	--	--

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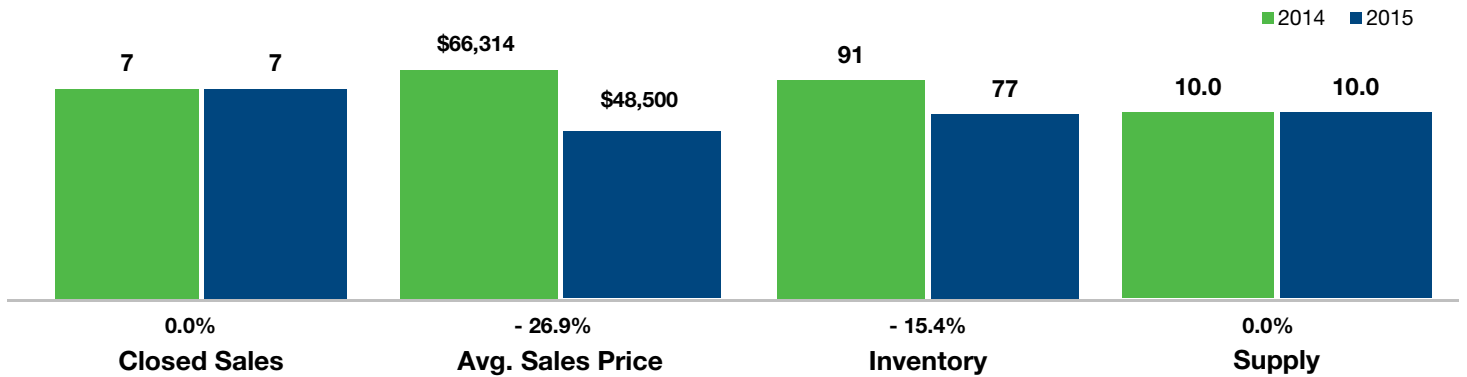


## Linn, KS

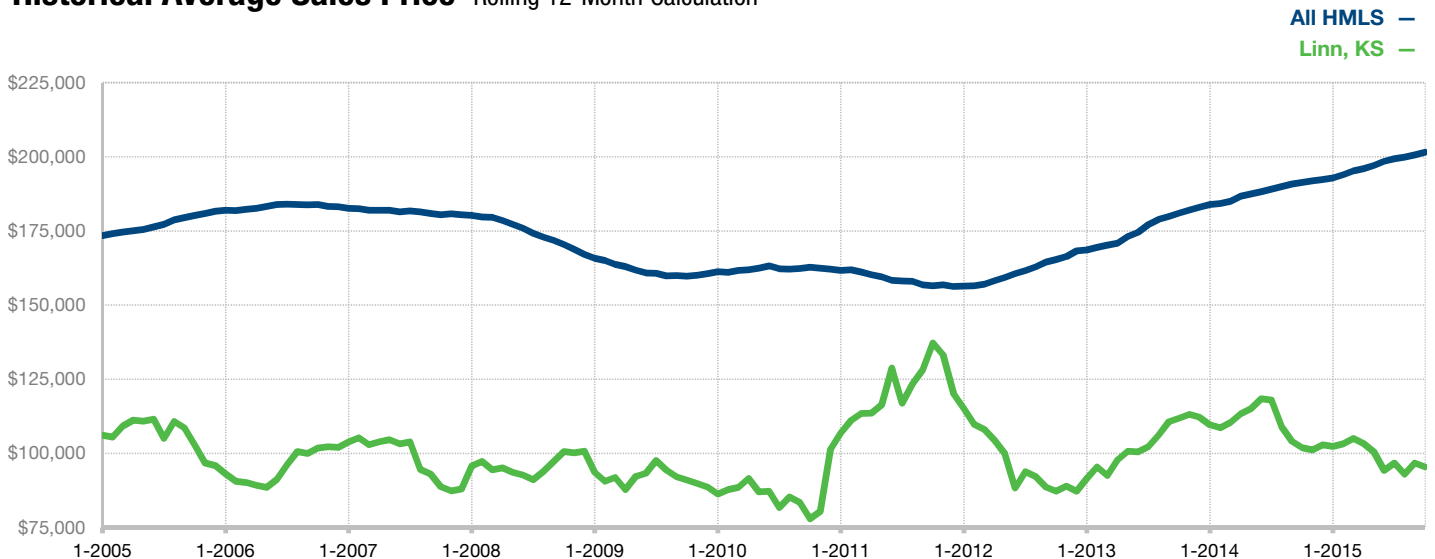
Key Metrics	October			Year to Date		
	2014	2015	Percent Change	Thru 10-2014	Thru 10-2015	Percent Change
Closed Sales	7	7	0.0%	100	79	- 21.0%
Average Sales Price*	\$66,314	<b>\$48,500</b>	- 26.9%	\$104,176	<b>\$95,784</b>	- 8.1%
Median Sales Price*	\$52,500	<b>\$33,000</b>	- 37.1%	\$77,000	<b>\$70,000</b>	- 9.1%
Days on Market Until Sale	114	175	+ 53.5%	128	124	- 3.1%
Percentage of Original List Price Received*	84.6%	<b>69.5%</b>	- 17.8%	87.9%	<b>87.7%</b>	- 0.2%
Pending Sales	8	17	+ 112.5%	100	98	- 2.0%
Inventory	91	77	- 15.4%	--	--	--
Supply	10.0	10.0	0.0%	--	--	--

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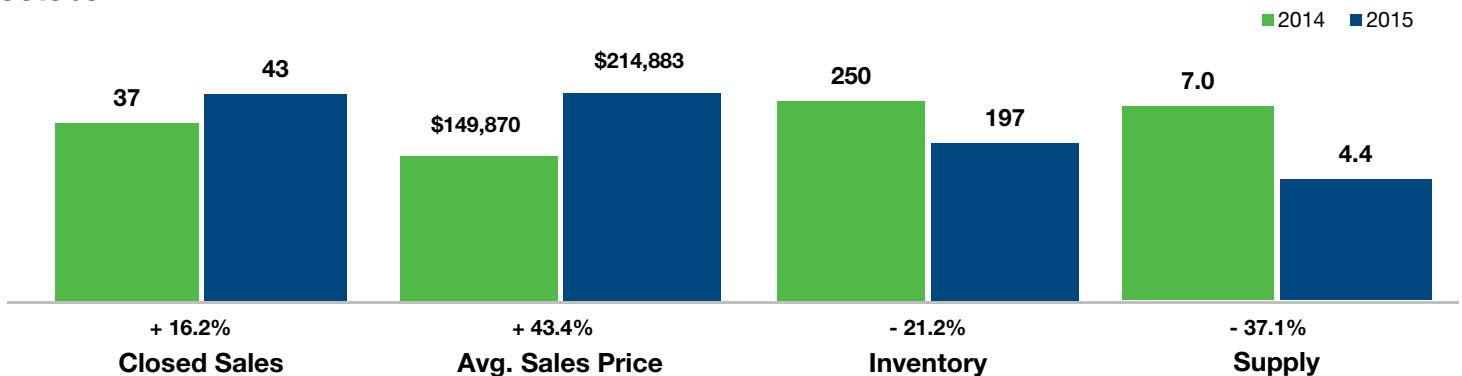


## Miami, KS

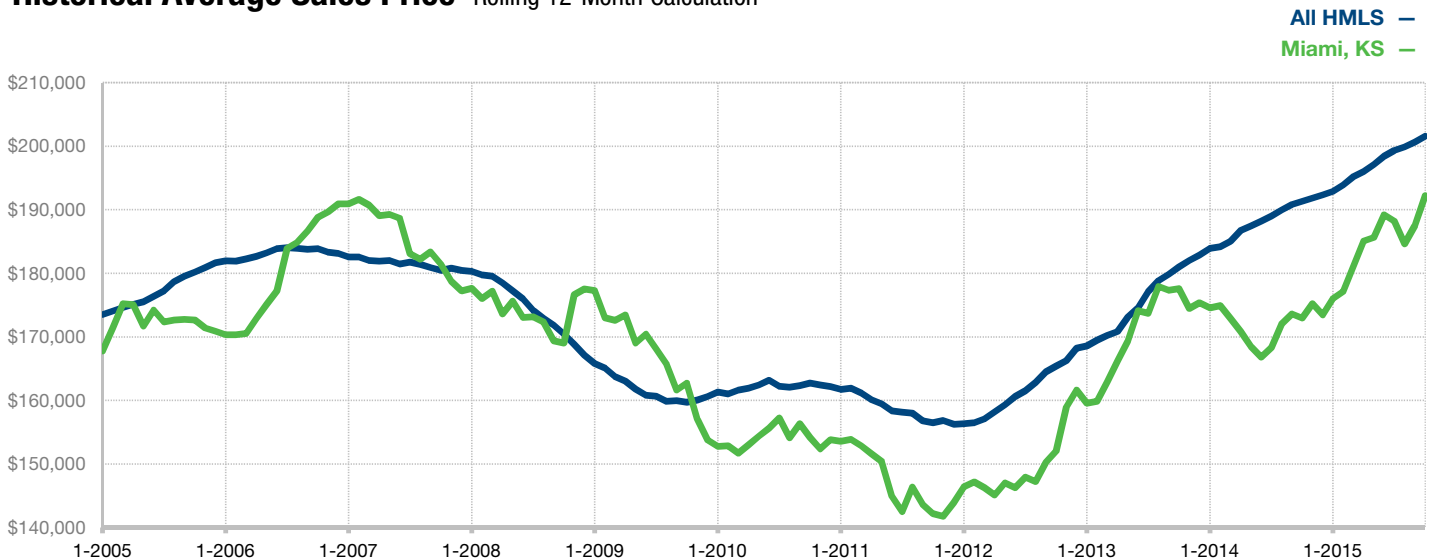
Key Metrics	October			Year to Date		
	2014	2015	Percent Change	Thru 10-2014	Thru 10-2015	Percent Change
Closed Sales	37	43	+ 16.2%	366	477	+ 30.3%
Average Sales Price*	\$149,870	\$214,883	+ 43.4%	\$170,525	\$192,576	+ 12.9%
Median Sales Price*	\$125,000	\$165,000	+ 32.0%	\$159,000	\$171,750	+ 8.0%
Days on Market Until Sale	103	87	- 15.5%	87	80	- 8.0%
Percentage of Original List Price Received*	88.4%	94.0%	+ 6.3%	92.4%	94.5%	+ 2.3%
Pending Sales	36	38	+ 5.6%	383	493	+ 28.7%
Inventory	250	197	- 21.2%	--	--	--
Supply	7.0	4.4	- 37.1%	--	--	--

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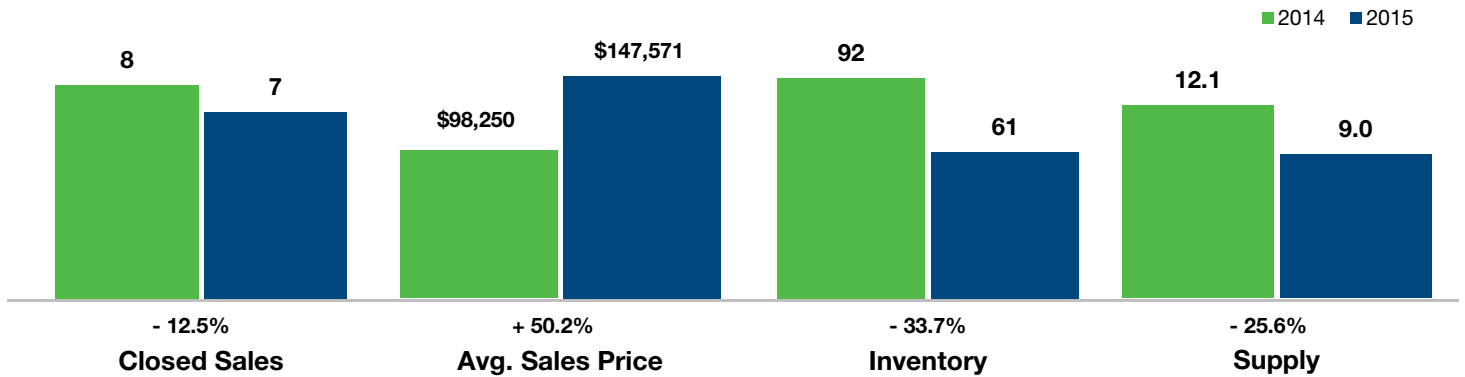


## Bates, MO

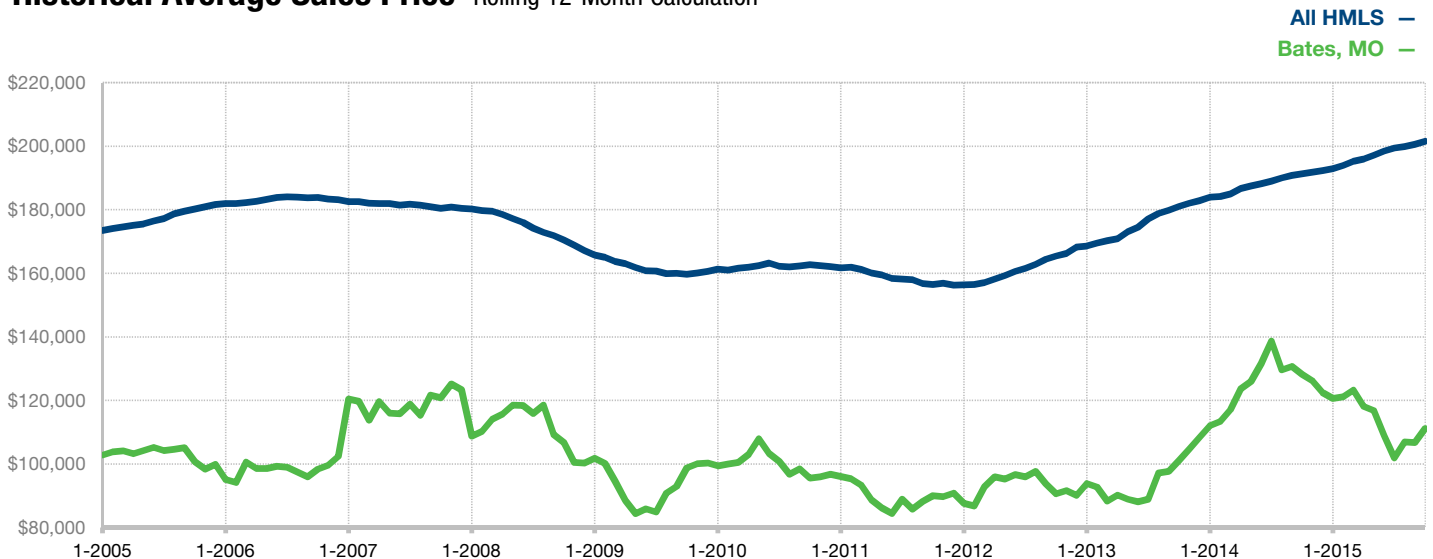
Key Metrics	October			Year to Date		
	2014	2015	Percent Change	Thru 10-2014	Thru 10-2015	Percent Change
Closed Sales	8	7	- 12.5%	75	72	- 4.0%
Average Sales Price*	\$98,250	<b>\$147,571</b>	+ 50.2%	\$129,091	<b>\$116,735</b>	- 9.6%
Median Sales Price*	\$103,500	<b>\$143,500</b>	+ 38.6%	\$105,000	<b>\$95,000</b>	- 9.5%
Days on Market Until Sale	144	<b>152</b>	+ 5.6%	149	<b>135</b>	- 9.4%
Percentage of Original List Price Received*	88.2%	<b>93.8%</b>	+ 6.3%	89.2%	<b>91.2%</b>	+ 2.2%
Pending Sales	9	<b>9</b>	0.0%	74	<b>81</b>	+ 9.5%
Inventory	92	<b>61</b>	- 33.7%	--	--	--
Supply	12.1	<b>9.0</b>	- 25.6%	--	--	--

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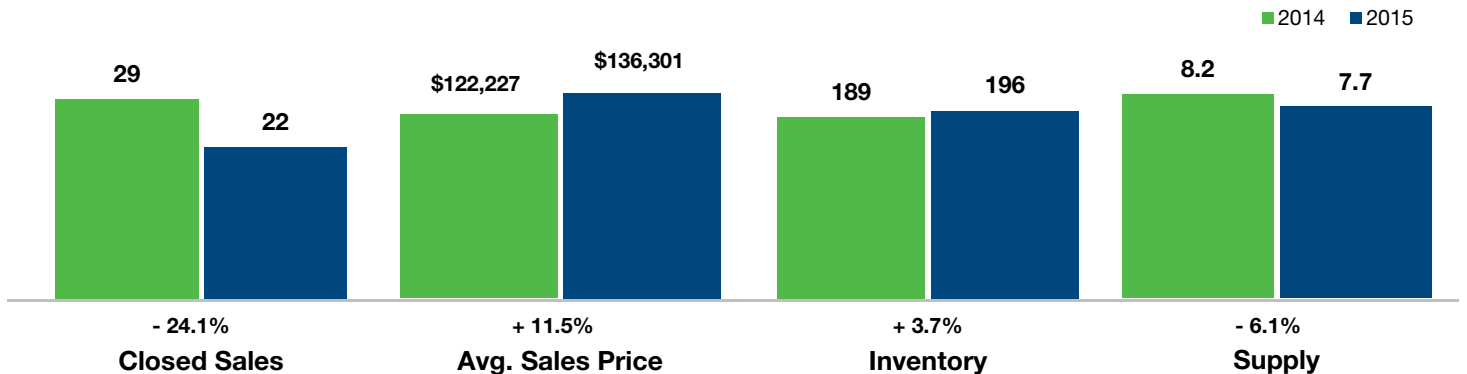


## Buchanan, MO

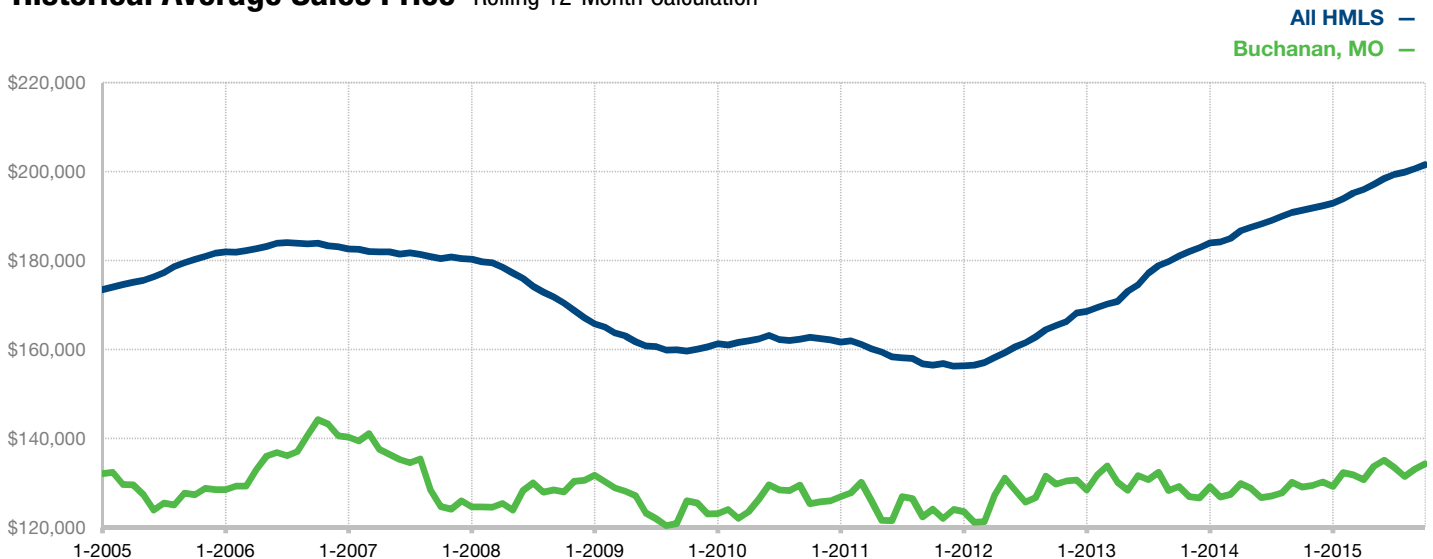
Key Metrics	October			Year to Date		
	2014	2015	Percent Change	Thru 10-2014	Thru 10-2015	Percent Change
Closed Sales	29	22	- 24.1%	247	261	+ 5.7%
Average Sales Price*	\$122,227	\$136,301	+ 11.5%	\$130,287	\$135,059	+ 3.7%
Median Sales Price*	\$107,500	\$138,250	+ 28.6%	\$115,950	\$119,950	+ 3.4%
Days on Market Until Sale	64	54	- 15.6%	78	96	+ 23.1%
Percentage of Original List Price Received*	90.9%	91.3%	+ 0.4%	92.4%	92.1%	- 0.3%
Pending Sales	21	27	+ 28.6%	256	279	+ 9.0%
Inventory	189	196	+ 3.7%	--	--	--
Supply	8.2	7.7	- 6.1%	--	--	--

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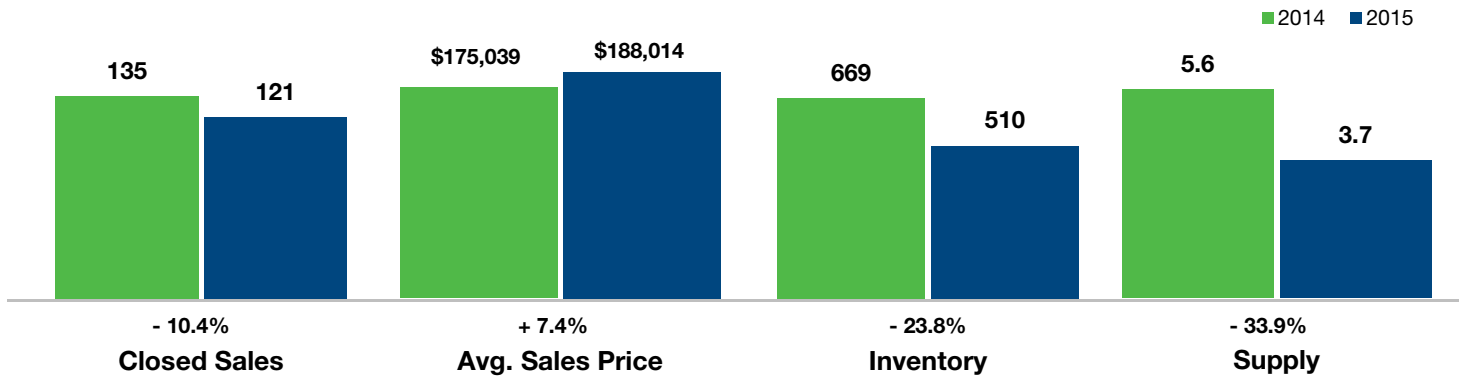


## Cass, MO

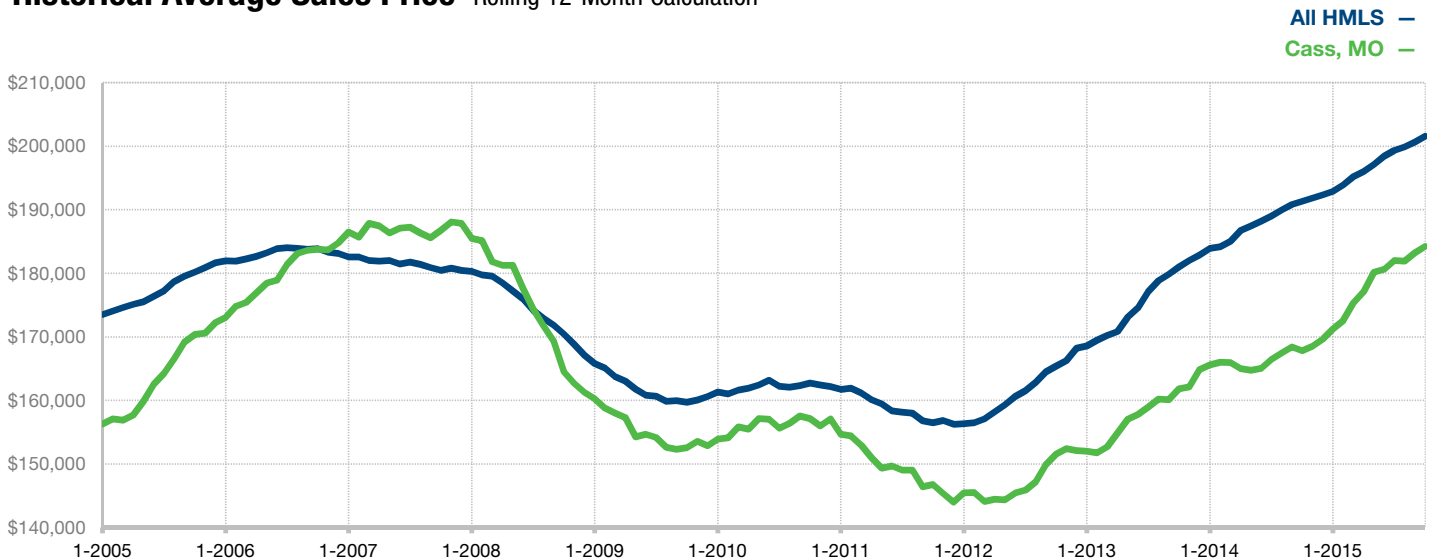
Key Metrics	October			Year to Date		
	2014	2015	Percent Change	Thru 10-2014	Thru 10-2015	Percent Change
Closed Sales	135	121	- 10.4%	1,234	1,434	+ 16.2%
Average Sales Price*	\$175,039	\$188,014	+ 7.4%	\$167,848	\$184,811	+ 10.1%
Median Sales Price*	\$155,000	\$165,000	+ 6.5%	\$142,000	\$159,375	+ 12.2%
Days on Market Until Sale	95	73	- 23.2%	95	89	- 6.3%
Percentage of Original List Price Received*	94.2%	95.4%	+ 1.3%	94.2%	95.4%	+ 1.3%
Pending Sales	119	120	+ 0.8%	1,264	1,506	+ 19.1%
Inventory	669	510	- 23.8%	--	--	--
Supply	5.6	3.7	- 33.9%	--	--	--

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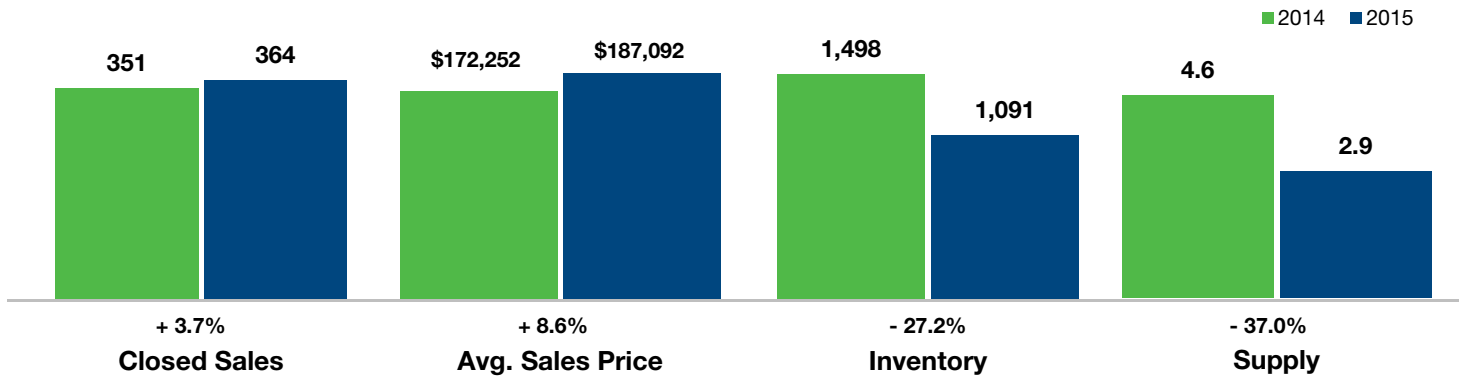


## Clay, MO

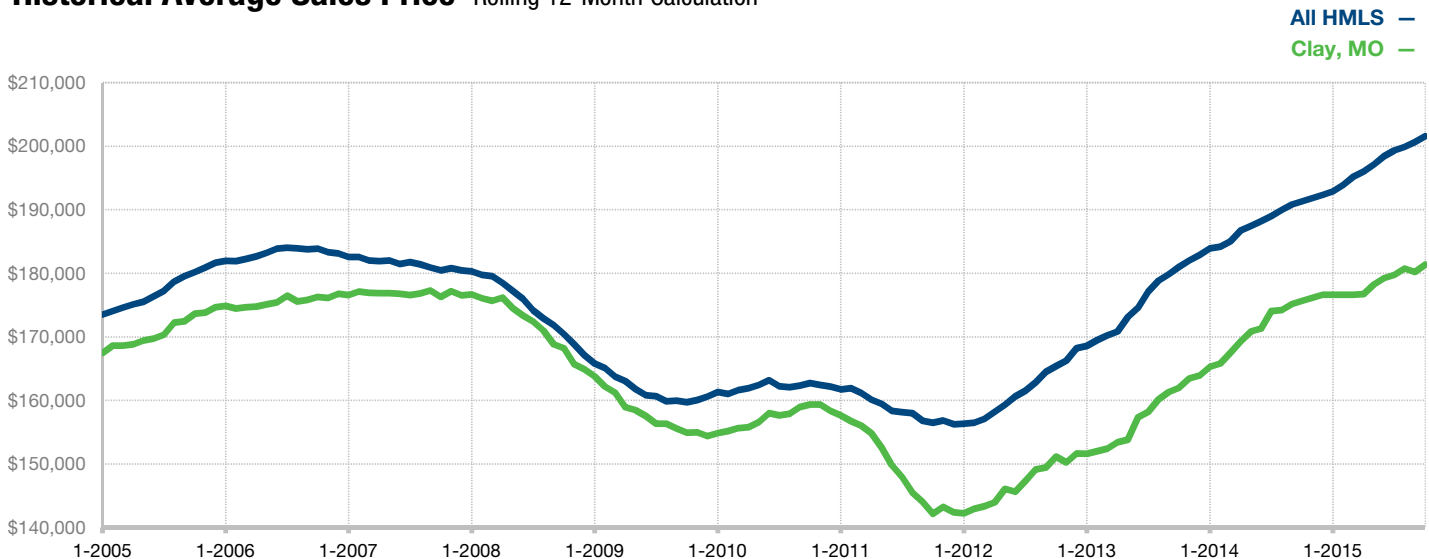
Key Metrics	October			Year to Date		
	2014	2015	Percent Change	Thru 10-2014	Thru 10-2015	Percent Change
Closed Sales	351	364	+ 3.7%	3,432	4,015	+ 17.0%
Average Sales Price*	\$172,252	\$187,092	+ 8.6%	\$177,194	\$182,523	+ 3.0%
Median Sales Price*	\$148,000	\$160,000	+ 8.1%	\$158,000	\$162,400	+ 2.8%
Days on Market Until Sale	89	60	- 32.6%	92	72	- 21.7%
Percentage of Original List Price Received*	94.9%	96.1%	+ 1.3%	94.9%	96.3%	+ 1.5%
Pending Sales	282	326	+ 15.6%	3,537	4,228	+ 19.5%
Inventory	1,498	1,091	- 27.2%	--	--	--
Supply	4.6	2.9	- 37.0%	--	--	--

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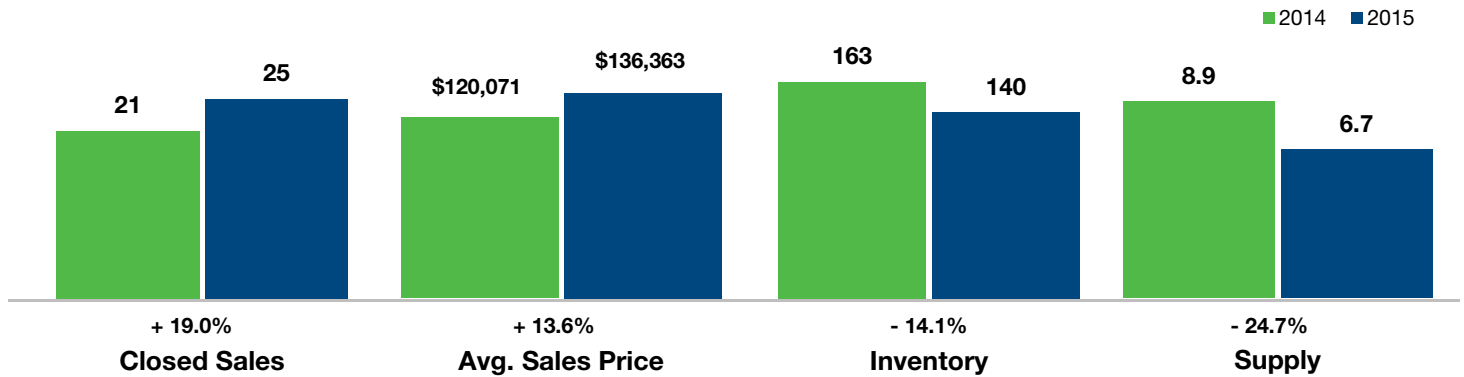


## Clinton, MO

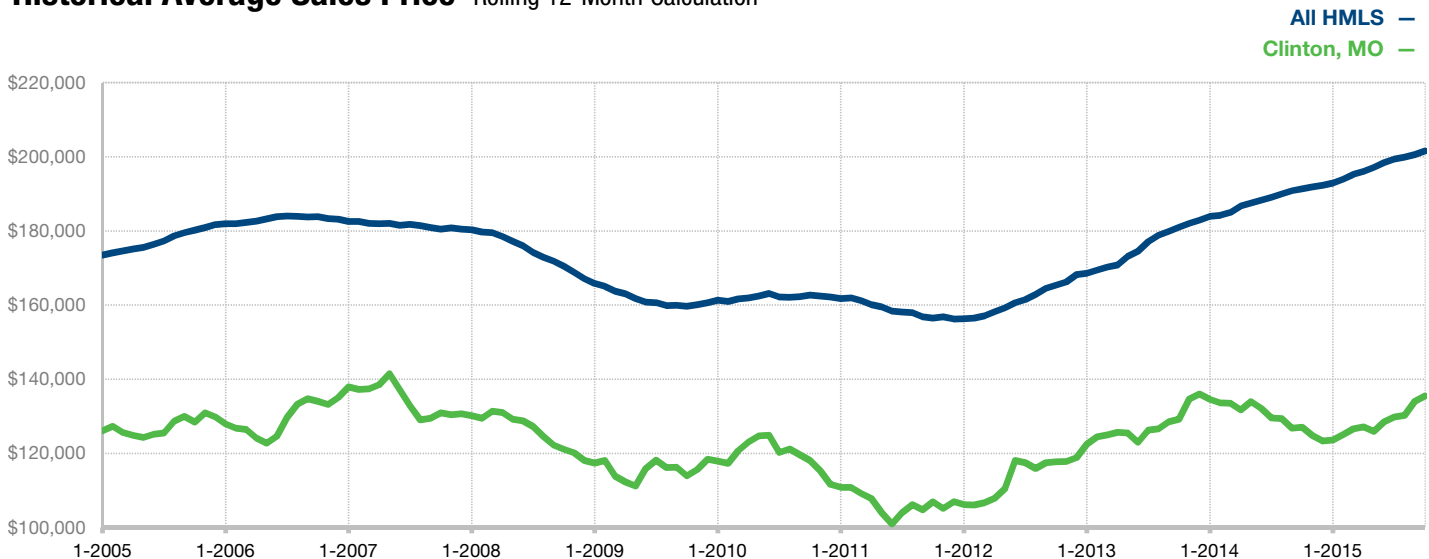
Key Metrics	October			Year to Date		
	2014	2015	Percent Change	Thru 10-2014	Thru 10-2015	Percent Change
Closed Sales	21	25	+ 19.0%	189	216	+ 14.3%
Average Sales Price*	\$120,071	\$136,363	+ 13.6%	\$122,751	\$136,896	+ 11.5%
Median Sales Price*	\$112,000	\$123,700	+ 10.4%	\$113,500	\$123,000	+ 8.4%
Days on Market Until Sale	102	172	+ 68.6%	116	119	+ 2.6%
Percentage of Original List Price Received*	88.2%	89.1%	+ 1.0%	89.4%	91.3%	+ 2.1%
Pending Sales	21	25	+ 19.0%	201	231	+ 14.9%
Inventory	163	140	- 14.1%	--	--	--
Supply	8.9	6.7	- 24.7%	--	--	--

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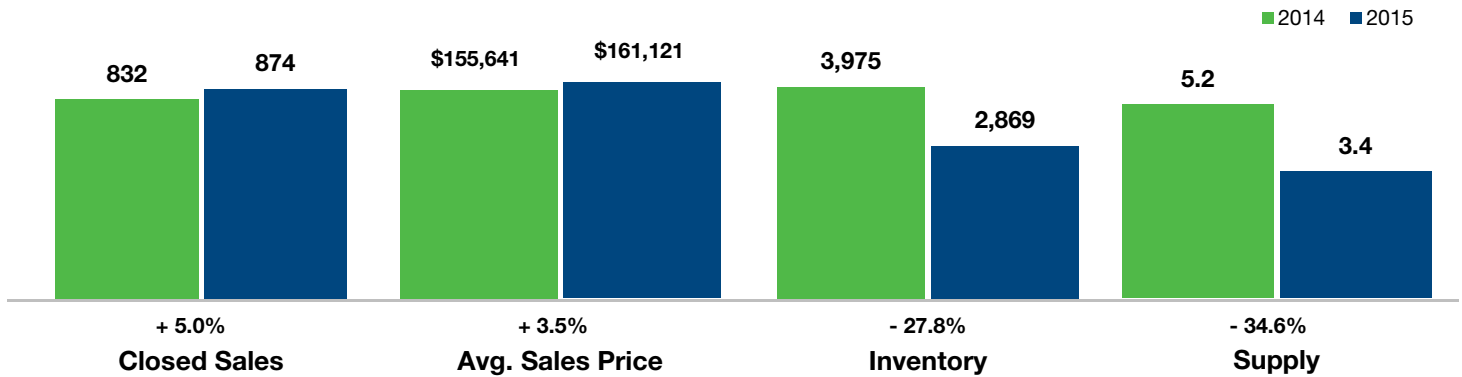


## Jackson, MO

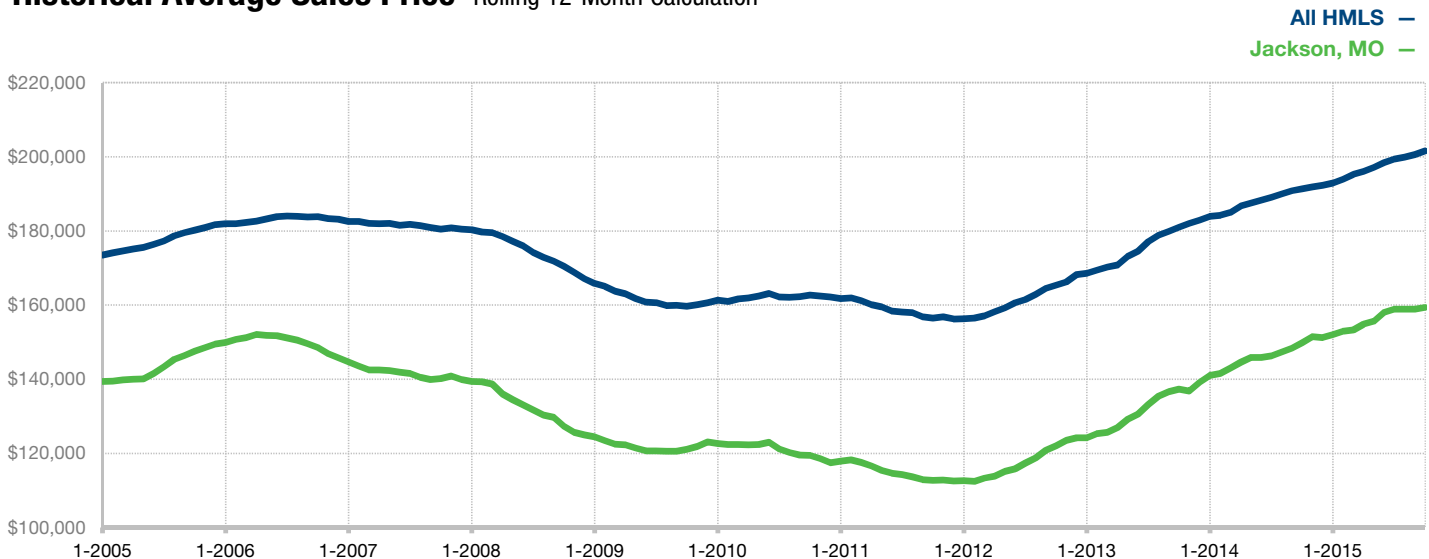
Key Metrics	October			Year to Date		
	2014	2015	Percent Change	Thru 10-2014	Thru 10-2015	Percent Change
Closed Sales	832	874	+ 5.0%	7,831	8,749	+ 11.7%
Average Sales Price*	\$155,641	\$161,121	+ 3.5%	\$150,900	\$160,315	+ 6.2%
Median Sales Price*	\$127,500	\$137,500	+ 7.8%	\$124,000	\$134,950	+ 8.8%
Days on Market Until Sale	84	76	- 9.5%	86	78	- 9.3%
Percentage of Original List Price Received*	92.0%	93.9%	+ 2.1%	92.6%	93.7%	+ 1.2%
Pending Sales	684	843	+ 23.2%	8,091	9,346	+ 15.5%
Inventory	3,975	2,869	- 27.8%	--	--	--
Supply	5.2	3.4	- 34.6%	--	--	--

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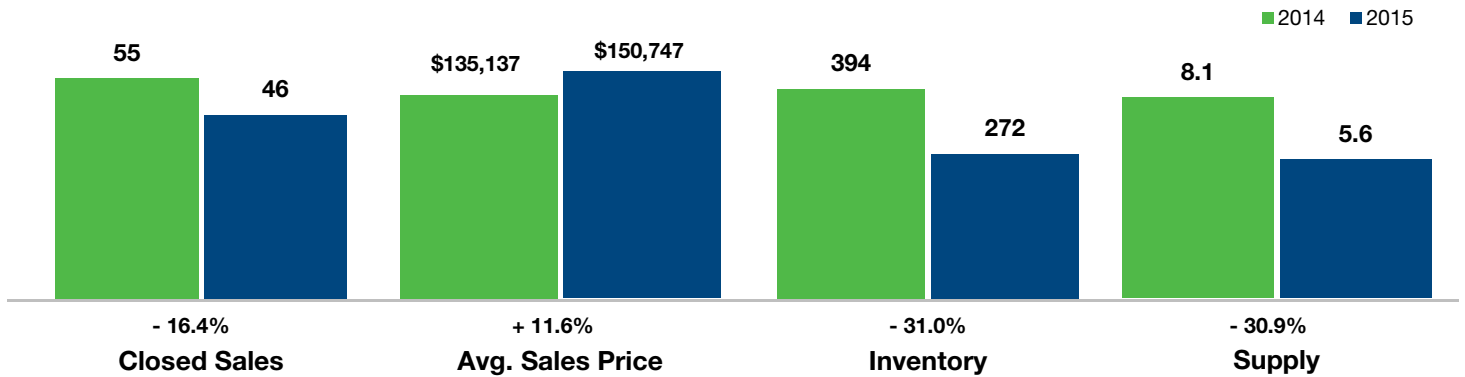


## Johnson, MO

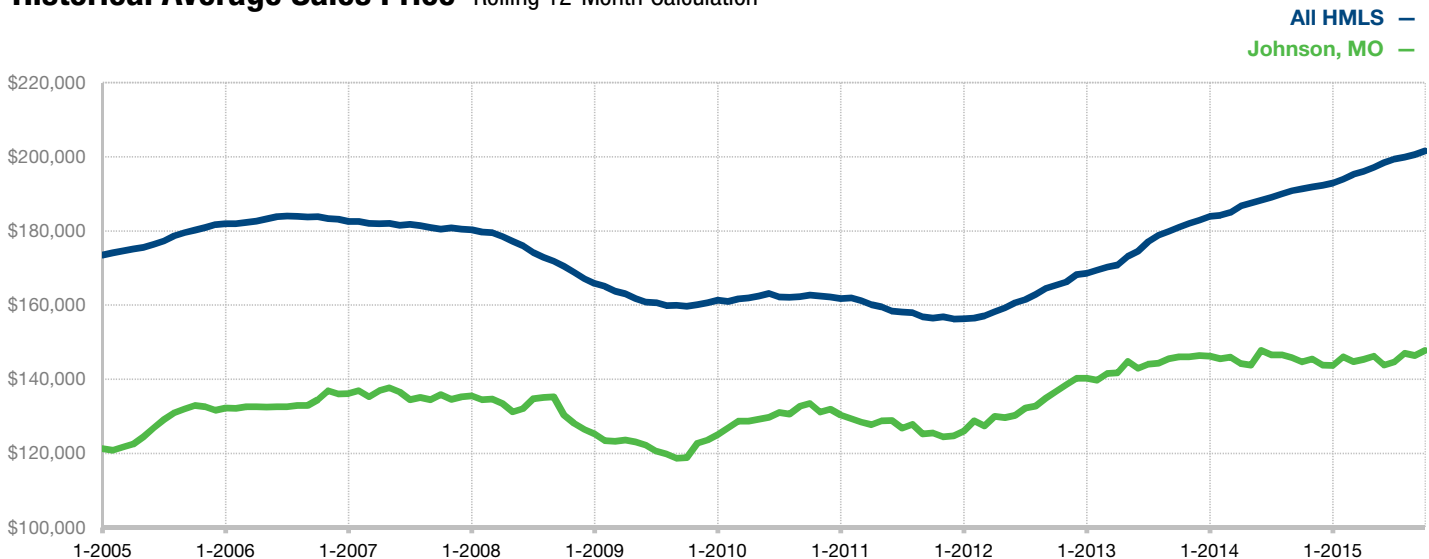
Key Metrics	October			Year to Date		
	2014	2015	Percent Change	Thru 10-2014	Thru 10-2015	Percent Change
Closed Sales	55	46	- 16.4%	511	497	- 2.7%
Average Sales Price*	\$135,137	<b>\$150,747</b>	+ 11.6%	\$143,138	<b>\$147,737</b>	+ 3.2%
Median Sales Price*	\$135,000	<b>\$139,500</b>	+ 3.3%	\$137,000	<b>\$140,000</b>	+ 2.2%
Days on Market Until Sale	96	96	0.0%	116	107	- 7.8%
Percentage of Original List Price Received*	93.1%	92.7%	- 0.4%	92.9%	93.9%	+ 1.1%
Pending Sales	42	46	+ 9.5%	513	529	+ 3.1%
Inventory	394	272	- 31.0%	--	--	--
Supply	8.1	5.6	- 30.9%	--	--	--

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



# Local Market Update for October 2015

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

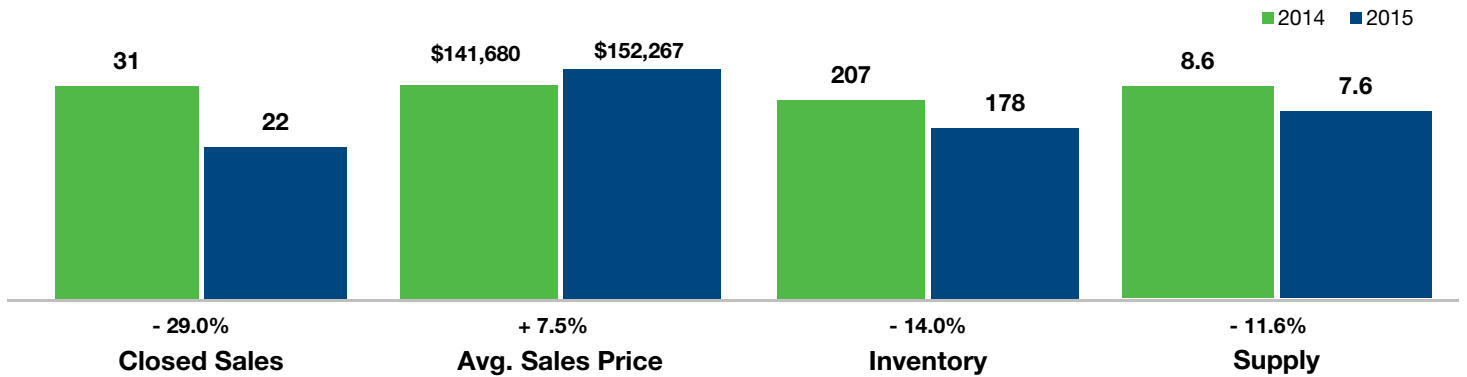


## Lafayette, MO

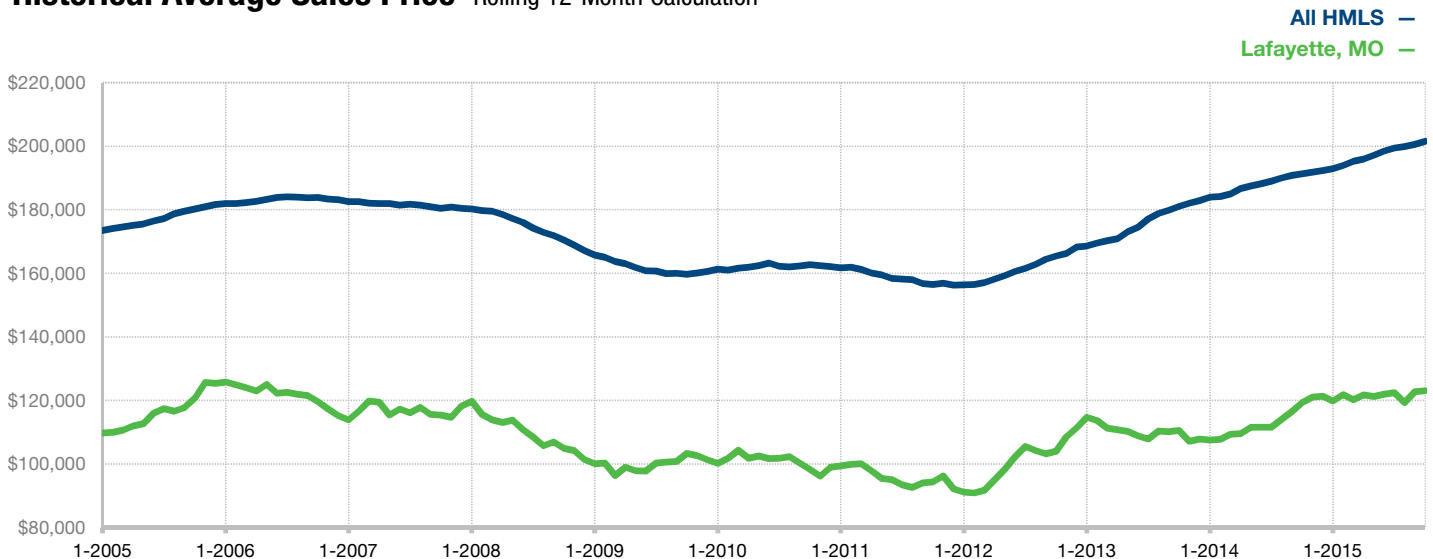
Key Metrics	October			Year to Date		
	2014	2015	Percent Change	Thru 10-2014	Thru 10-2015	Percent Change
Closed Sales	31	22	- 29.0%	248	246	- 0.8%
Average Sales Price*	\$141,680	\$152,267	+ 7.5%	\$121,262	\$123,228	+ 1.6%
Median Sales Price*	\$84,000	\$103,500	+ 23.2%	\$113,000	\$108,000	- 4.4%
Days on Market Until Sale	122	86	- 29.5%	133	120	- 9.8%
Percentage of Original List Price Received*	89.3%	93.9%	+ 5.2%	90.0%	92.0%	+ 2.2%
Pending Sales	20	20	0.0%	261	257	- 1.5%
Inventory	207	178	- 14.0%	--	--	--
Supply	8.6	7.6	- 11.6%	--	--	--

\* 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.

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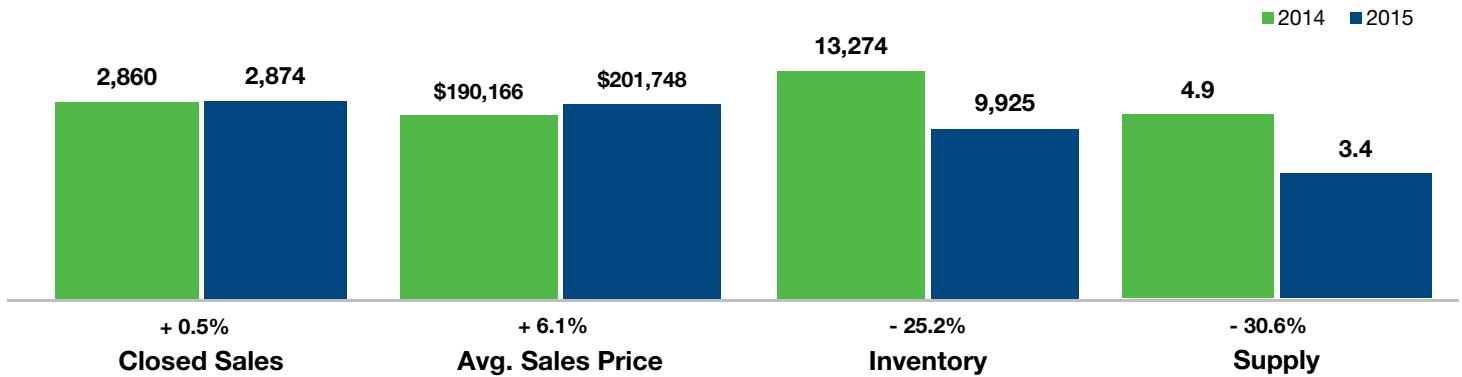


## Heartland MLS

Key Metrics	October			Year to Date		
	2014	2015	Percent Change	Thru 10-2014	Thru 10-2015	Percent Change
Closed Sales	2,860	<b>2,874</b>	+ 0.5%	27,683	<b>30,902</b>	+ 11.6%
Average Sales Price*	\$190,166	<b>\$201,748</b>	+ 6.1%	\$191,856	<b>\$202,524</b>	+ 5.6%
Median Sales Price*	\$155,000	<b>\$170,000</b>	+ 9.7%	\$159,900	<b>\$170,000</b>	+ 6.3%
Days on Market Until Sale	81	<b>70</b>	- 13.6%	81	<b>75</b>	- 7.4%
Percentage of Original List Price Received*	93.8%	<b>95.0%</b>	+ 1.3%	94.3%	<b>95.2%</b>	+ 1.0%
Pending Sales	2,356	<b>2,779</b>	+ 18.0%	28,547	<b>32,812</b>	+ 14.9%
Inventory	13,274	<b>9,925</b>	- 25.2%	--	--	--
Supply	4.9	<b>3.4</b>	- 30.6%	--	--	--

\* 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.

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