

KANSAS CITY MARKET REPORT

KCI

MARKET INSIGHTS • 4Q22



2.4%

Kansas City Unemployment Rate



5,375

New Home Permits YTD



3,549

New Home Closings YTD

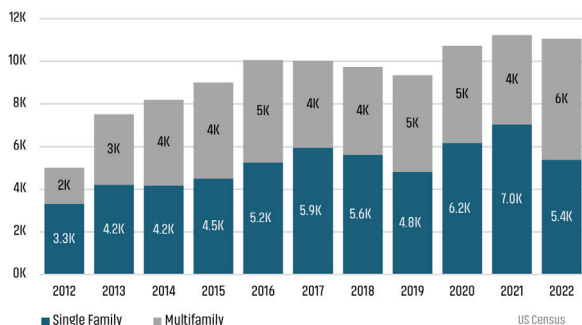


\$535,991

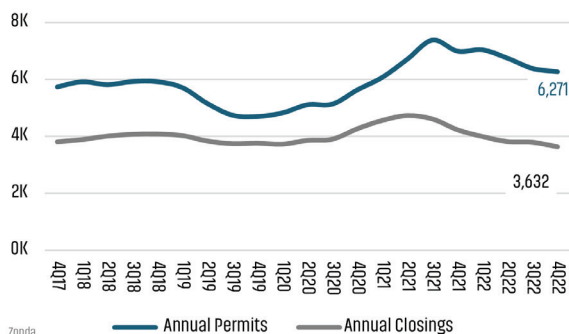
Average New Home Price

NEW HOUSING TRENDS¹

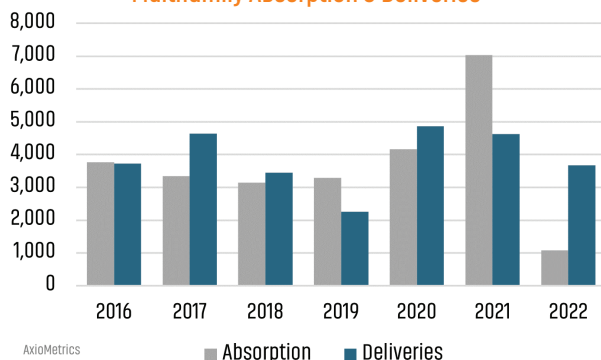
Single & Multi-Family Permits



Annual Single Family Permits vs Closings



Multifamily Absorption & Deliveries



NEW HOME PERMITS YTD



Dec 2021
6,970
Dec 2022
5,375
-22.9%

NEW HOME CLOSINGS YTD

-11.8%

Dec 2021
4,022
Dec 2022
3,549

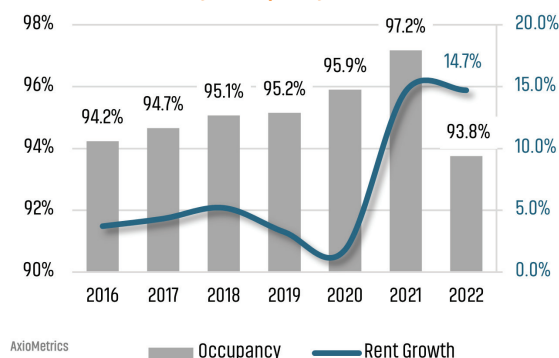


MEDIAN NEW HOME PRICE



Dec 2021
\$464,123
Dec 2022
\$535,991
15.5%

Multifamily Occupancy & Rent Growth



MLS RESALE STATISTICS - KANSAS CITY MSA SINGLE FAMILY HOMES²

CLOSED SALES YTD

Dec 2021
41,892
Dec 2022
36,769
-12.2%

MONTHS OF INVENTORY

Dec 2021
0.8 Mo
Dec 2022
1.1 Mo
0.3 Mo

MEDIAN SALE PRICE

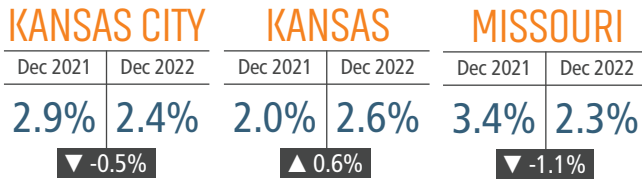
Dec 2021
\$250,000
Dec 2022
\$250,000
0.0%

DAYS ON MARKET

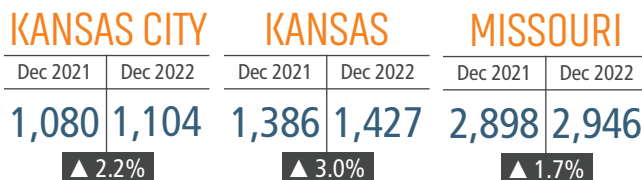
Dec 2021
21 Days
Dec 2022
30 Days
9 Days

ECONOMIC TRENDS³

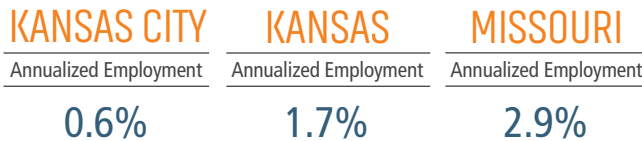
UNEMPLOYMENT RATE (unadjusted)



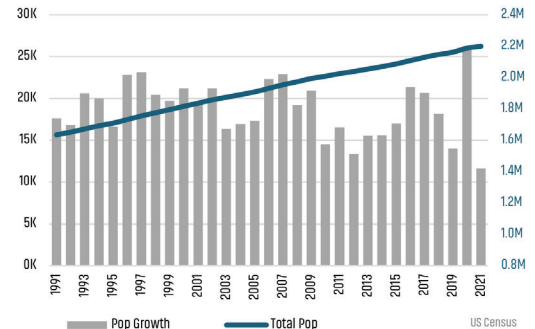
TOTAL NONFARM EMPLOYMENT (in thousands)



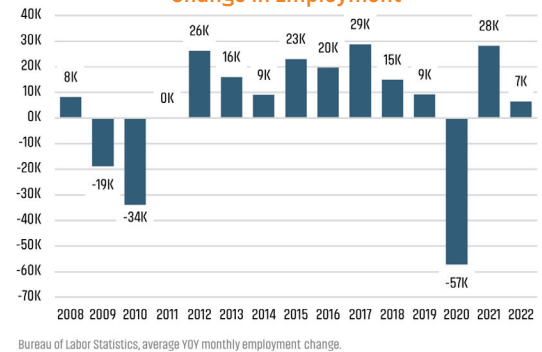
EMPLOYMENT CHANGE



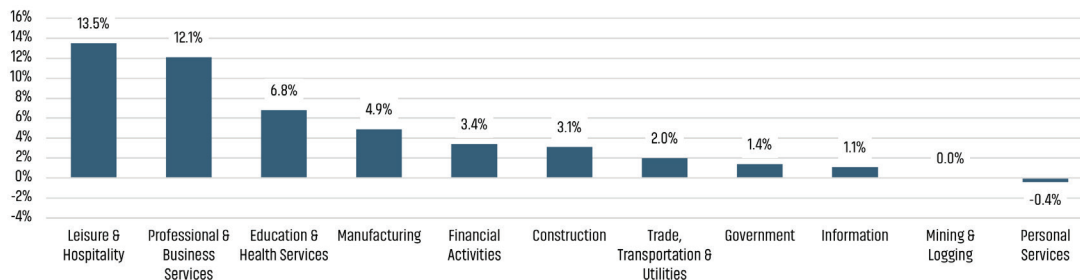
Population Growth & Total Population



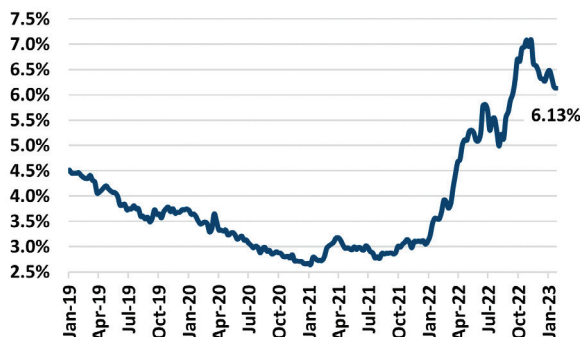
Change in Employment



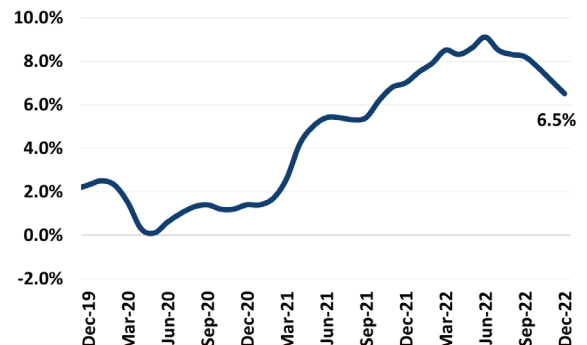
Change in Employment by Sector



30 Year Fixed Mortgage Rate



US Inflation Rate



THE NATION'S LEADING LAND BROKERAGE & ADVISORY FIRM



29 Offices Across the Nation



75+ Specialized Advisors



55+ Staff Professionals



\$32+ Billion in Sales Since 1987

SCOTTSDALE, AZ

CASA GRANDE, AZ

PRESCOTT, AZ

TUCSON, AZ

IRVINE, CA

BAY AREA, CA

COACHELLA VALLEY, CA

PASADENA, CA

ROSEVILLE, CA

SAN DIEGO, CA

SANTA BARBARA, CA

VALENCIA, CA

LODI, CA

JACKSONVILLE, FL

ORLANDO, FL

TAMPA, FL

ATLANTA, GA

BOISE, ID

KANSAS CITY, KS/MO

CHARLOTTE, NC

ALBUQUERQUE, NM

LAS VEGAS, NV

RENO, NV

NASHVILLE, TN

AUSTIN, TX

DALLAS-FORT WORTH, TX

HOUSTON, TX

SALT LAKE CITY, UT

BELLEVUE, WA

FUTURE OFFICES

CHARLESTON, SC

DENVER, CO

RALEIGH-DURHAM, NC

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