

KANSAS CITY MARKET REPORT

KCI

MARKET INSIGHTS • 2Q23



3.1%

Kansas City Unemployment Rate



4,364

New Home Permits YTD



1,727

New Home Closings YTD

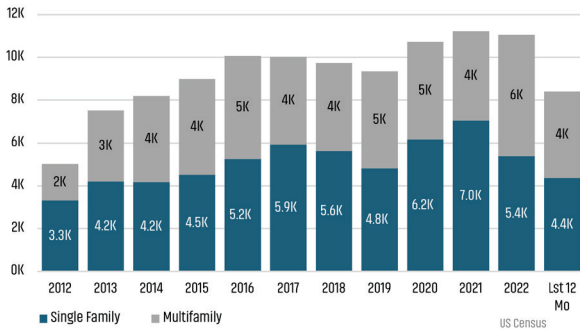


\$537,230

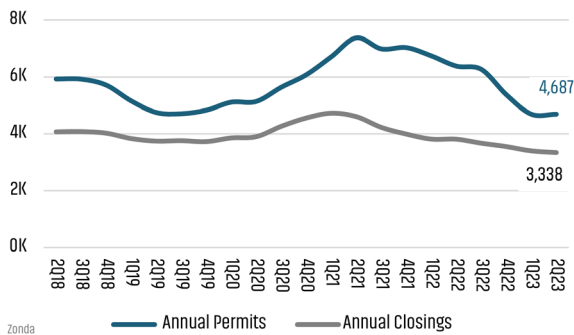
Average New Home Price

NEW HOUSING TRENDS¹

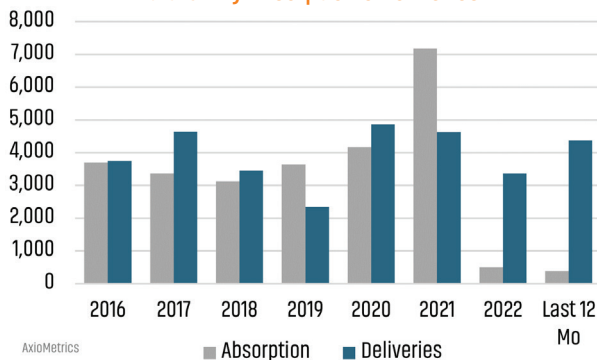
Single & Multi-Family Permits



Annual Single Family Permits vs Closings



Multifamily Absorption & Deliveries




NEW HOME PERMITS ANNUAL



Jun 2022: 6,386
Jun 2023: 4,364
Change: -31.7%

NEW HOME CLOSINGS YTD

Jun 2022: 1,932
Jun 2023: 1,727
Change: -10.6%

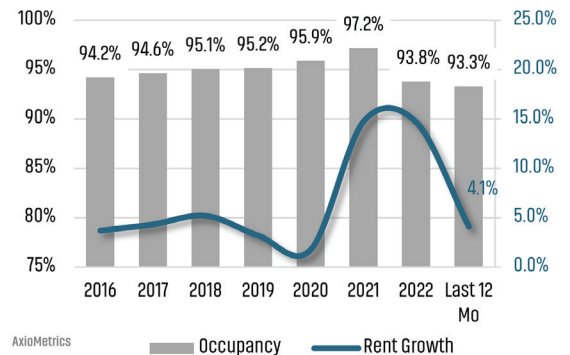


MEDIAN NEW HOME PRICE



Jun 2022: \$515,000
Jun 2023: \$537,230
Change: 4.3%

Multifamily Occupancy & Rent Growth



MLS RESALE STATISTICS - KANSAS CITY MSA SINGLE FAMILY HOMES²

CLOSED SALES YTD

Jun 2022: 18,550
Jun 2023: 15,215
Change: -18.0%

MONTHS OF INVENTORY

Jun 2022: 1.3 Mo
Jun 2023: 1.2 Mo
Change: -0.1 Mo

MEDIAN SALE PRICE

Jun 2022: \$300,000
Jun 2023: \$300,000
Change: 0.0%

DAYS ON MARKET

Jun 2022: 12 Days
Jun 2023: 18 Days
Change: 6 Days

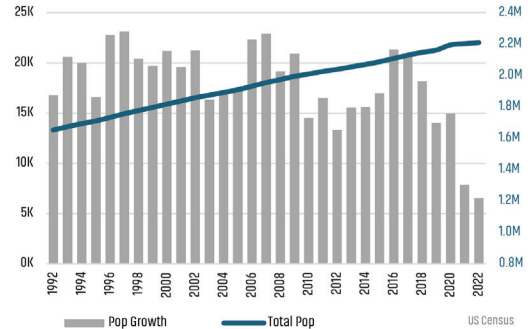
ECONOMIC TRENDS³

UNEMPLOYMENT RATE (unadjusted)

KANSAS CITY		KANSAS		MISSOURI	
Jun 2022	Jun 2023	Jun 2022	Jun 2023	Jun 2022	Jun 2023
2.5%	3.1%	2.8%	3.0%	2.3%	3.3%
▲ 0.6%		▲ 0.2%		▲ 1.0%	



Population Growth & Total Population

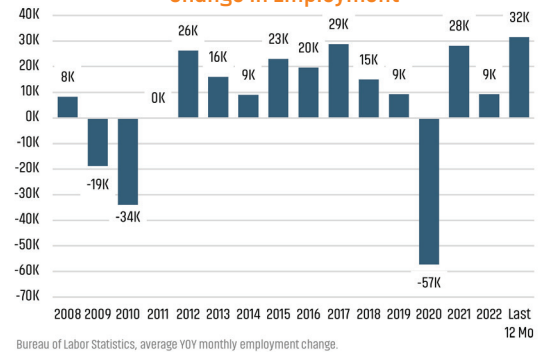


TOTAL NONFARM EMPLOYMENT (in thousands)

KANSAS CITY		KANSAS		MISSOURI	
Jun 2022	Jun 2023	Jun 2022	Jun 2023	Jun 2022	Jun 2023
1,092	1,153	1,405	1,449	2,924	3,012
▲ 5.6%		▲ 3.1%		▲ 3.0%	



Change in Employment

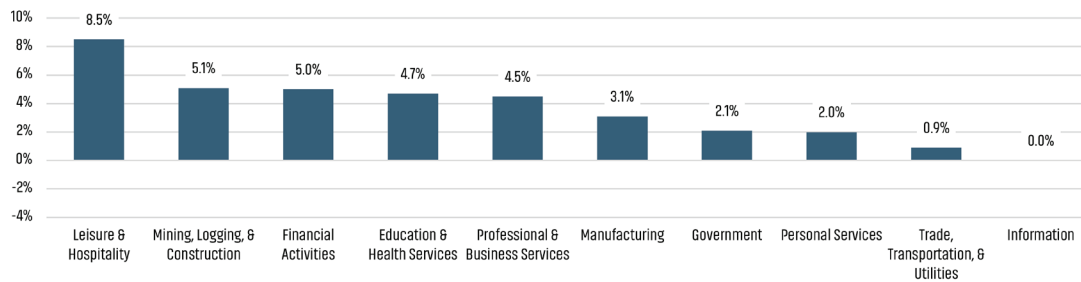


EMPLOYMENT CHANGE

KANSAS CITY	KANSAS	MISSOURI
Annualized Employment	Annualized Employment	Annualized Employment
2.9%	2.8%	2.6%



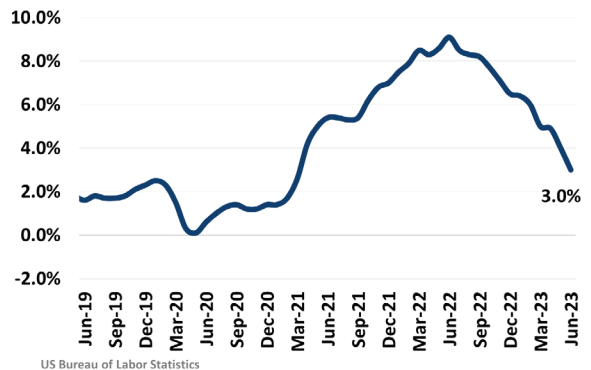
Change in Employment by Sector



30 Year Fixed Mortgage Rate



US Inflation Rate



Sources: (3) Bureau of Labor Statistics
*Seasonally Adjusted

THE NATION'S LEADING LAND BROKERAGE & ADVISORY FIRM



30 Offices Across the Nation



85+ Specialized Advisors



45+ Staff Professionals



\$15+ Billion in Sales Since 2017

SCOTTSDALE, AZ
CASA GRANDE, AZ
PRESCOTT, AZ
TUCSON, AZ
IRVINE, CA
BAY AREA, 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
LAS VEGAS, NV
RENO, NV
GREENVILLE, SC
NASHVILLE, TN
AUSTIN, TX
DALLAS-FORT WORTH, TX
HOUSTON, TX
SALT LAKE CITY, UT
BELLEVUE, WA

FUTURE OFFICES
ALBUQUERQUE, NM
CHARLESTON, SC
DENVER, CO
COLORADO SPRINGS, CO
RALEIGH-DURHAM, NC
SAN ANTONIO, TX

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