

KANSAS CITY MARKET REPORT

KCI

MARKET INSIGHTS • 3Q24



3.1%

Kansas City Unemployment Rate



4.5%

YoY New Home Starts Up



-5.8%

YoY New Home Closings Down

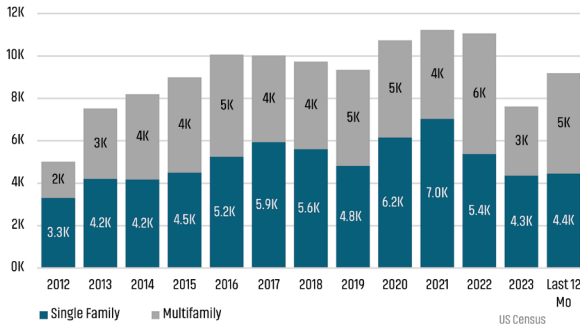


\$532,500

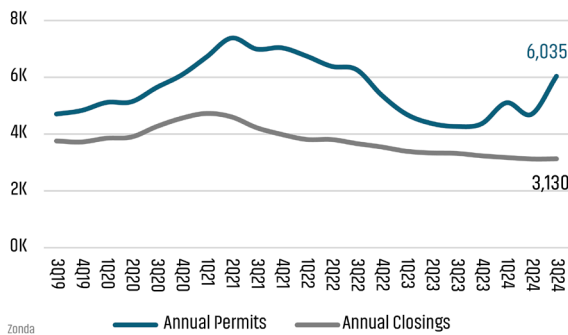
Average New Home Price

NEW HOUSING TRENDS¹

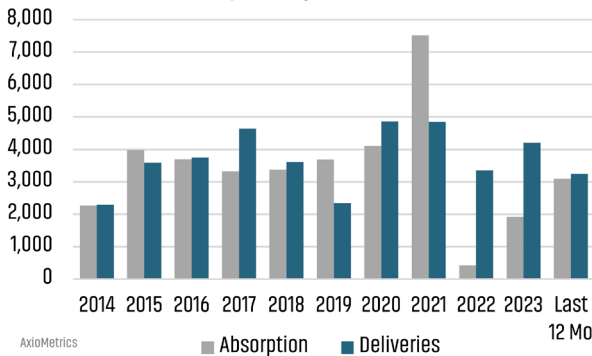
Single & Multi-Family Permits



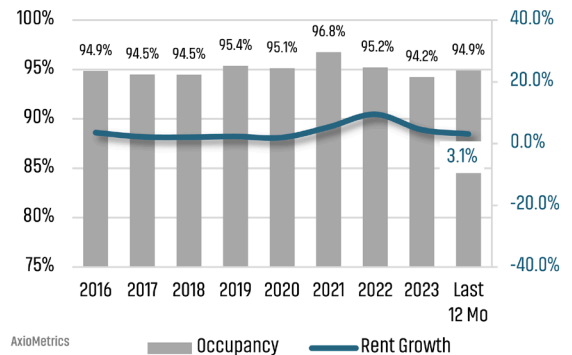
Annual Single Family Permits vs Closings



Multifamily Absorption & Deliveries



Multifamily Occupancy & Rent Growth



NEW HOME PERMITS ANNUAL



Sep 2023
4,255
Sep 2024
4,445
▲ 4.5%

NEW HOME CLOSINGS ANNUAL



Sep 2023
3,322
Sep 2024
3,130
▼ -5.8%

MEDIAN NEW HOME PRICE



Sep 2023
\$527,531
Sep 2024
\$532,500
▲ 0.9%

MLS RESALE STATISTICS - KANSAS CITY MSA SINGLE FAMILY HOMES²

CLOSED SALES YTD

Sep 2023
24,953
▲ 0.2%
Sep 2024
24,994

MONTHS OF INVENTORY

Sep 2023
1.9 Mo
▲ 0.3 Mo
Sep 2024
2.2 Mo

MEDIAN SALE PRICE

Sep 2023
\$272,500
▲ 6.1%
Sep 2024
\$289,000

DAYS ON MARKET

Sep 2023
27 Days
▲ 3 Days
Sep 2024
30 Days

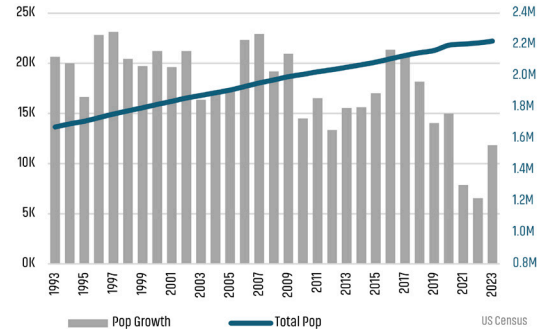
ECONOMIC TRENDS³

UNEMPLOYMENT RATE (unadjusted)

KANSAS CITY		KANSAS		MISSOURI	
Sep 2023	Sep 2024	Sep 2023	Sep 2024	Sep 2023	Sep 2024
2.7%	3.1%	2.6%	3.3%	3.3%	3.9%
▲ 0.4%		▲ 0.7%		▲ 0.6%	



Population Growth & Total Population

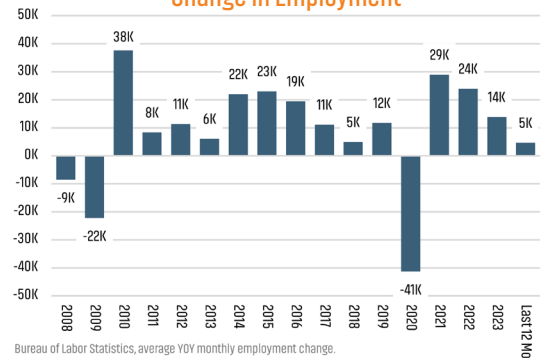


TOTAL NONFARM EMPLOYMENT (in thousands)

KANSAS CITY		KANSAS		MISSOURI	
Sep 2023	Sep 2024	Sep 2023	Sep 2024	Sep 2023	Sep 2024
1,133	1,140	1,470	1,462	2,998	3,030
▲ 0.6%		▼ -0.5%		▲ 1.0%	



Change in Employment

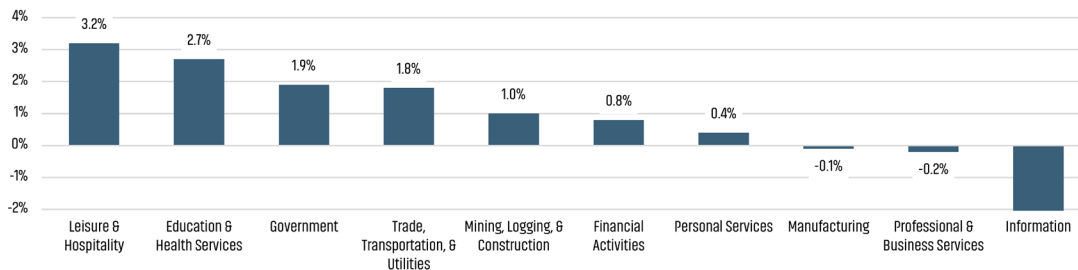


EMPLOYMENT CHANGE

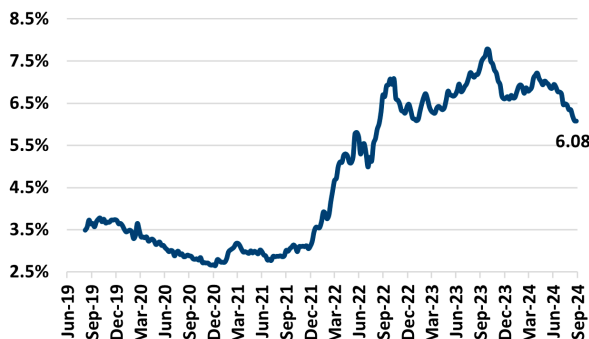
KANSAS CITY		KANSAS		MISSOURI	
Annualized Emp Change	Annualized Emp Change	Annualized Emp Change	Annualized Emp Change	Annualized Emp Change	Annualized Emp Change
0.4%	-0.3%	0.8%			



Change in Employment by Sector

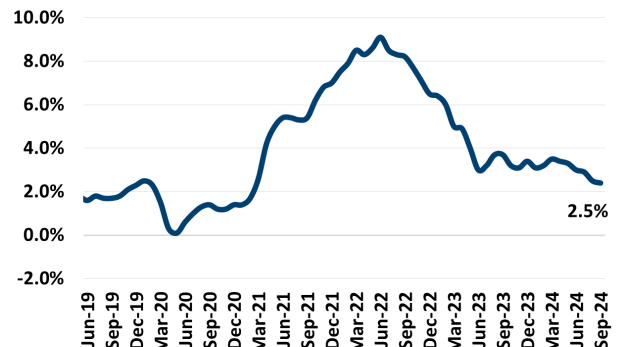


30 Year Fixed Mortgage Rate



St. Louis Fed

US Inflation Rate



US Bureau of Labor Statistics

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

PHOENIX, AZ (HQ)

CASA GRANDE, AZ

PRESCOTT, AZ

TUCSON, AZ

BAY AREA, CA

IRVINE, CA

LODI, CA

PASADENA, CA

ROSEVILLE, CA

SACRAMENTO VALLEY, CA

SAN DIEGO, CA

SANTA BARBARA, CA

VALENCIA, CA

DENVER, CO

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

COLORADO SPRINGS, CO

RALEIGH-DURHAM, NC

SAN ANTONIO, TX

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