

KANSAS CITY MARKET REPORT

KCI

MARKET INSIGHTS • 4Q24



3.2%

Kansas City Unemployment Rate



8.9%

YoY New Home Starts Up



-1.4%

YoY New Home Closings Down

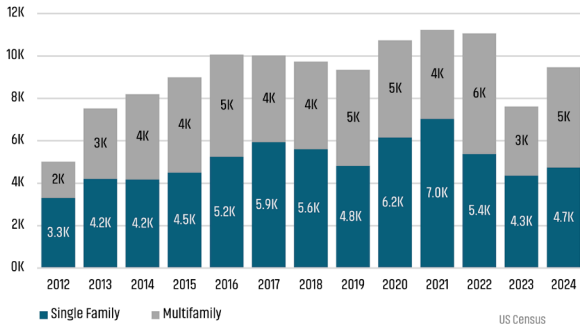


\$529,000

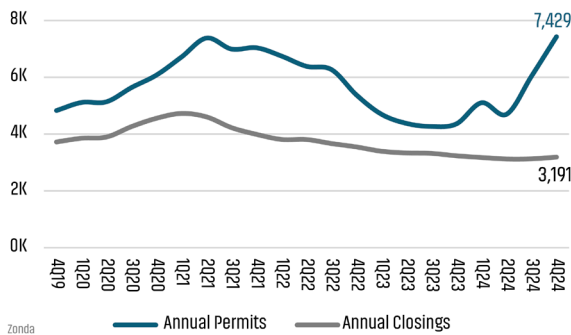
Average New Home Price

NEW HOUSING TRENDS¹

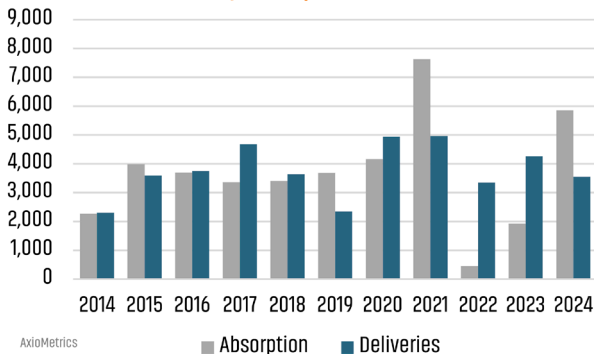
Single & Multi-Family Permits



Annual Single Family Permits vs Closings



Multifamily Absorption & Deliveries



NEW HOME PERMITS ANNUAL



2023: 4,349
2024: 4,735
▲ 8.9%

NEW HOME CLOSINGS ANNUAL

-1.4%

2023: 3,237
2024: 3,191

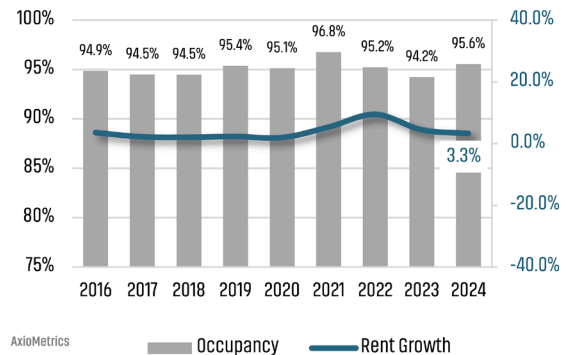


MEDIAN NEW HOME PRICE



2023: \$503,061
2024: \$529,000
▲ 5.2%

Multifamily Occupancy & Rent Growth



MLS RESALE STATISTICS - KANSAS CITY MSA SINGLE FAMILY HOMES²

CLOSED SALES YTD

2023: 32,285
2024: 33,165
▲ 2.7%

MONTHS OF INVENTORY

2023: 1.6 Mo
2024: 1.8 Mo
▲ 0.2 Mo

MEDIAN SALE PRICE

2023: \$270,000
2024: \$289,900
▲ 7.4%

DAYS ON MARKET

2023: 27 Days
2024: 31 Days
▲ 4 Days

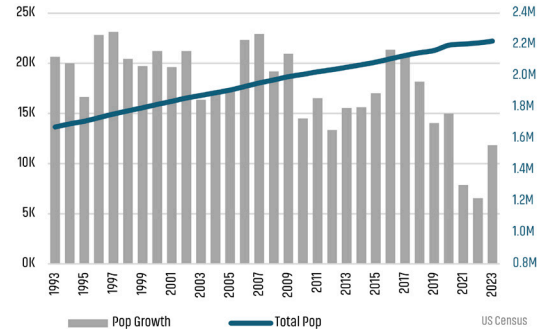
ECONOMIC TRENDS³

UNEMPLOYMENT RATE (unadjusted)

| KANSAS CITY | | KANSAS | | MISSOURI | |
|-------------|------|--------|------|----------|------|
| 2023 | 2024 | 2023 | 2024 | 2023 | 2024 |
| 2.5% | 3.2% | 2.6% | 3.6% | 3.3% | 3.7% |
| ▲ 0.7% | | ▲ 1.0% | | ▲ 0.4% | |



Population Growth & Total Population

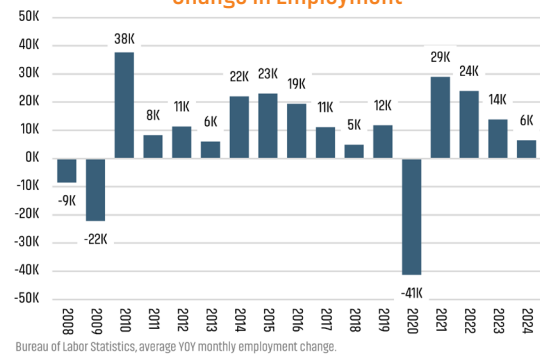


TOTAL NONFARM EMPLOYMENT (in thousands)

| KANSAS CITY | | KANSAS | | MISSOURI | |
|-------------|-------|--------|-------|----------|-------|
| 2023 | 2024 | 2023 | 2024 | 2023 | 2024 |
| 1,120 | 1,142 | 1,468 | 1,470 | 2,998 | 3,041 |
| ▲ 1.9% | | ▲ 0.1% | | ▲ 1.5% | |



Change in Employment

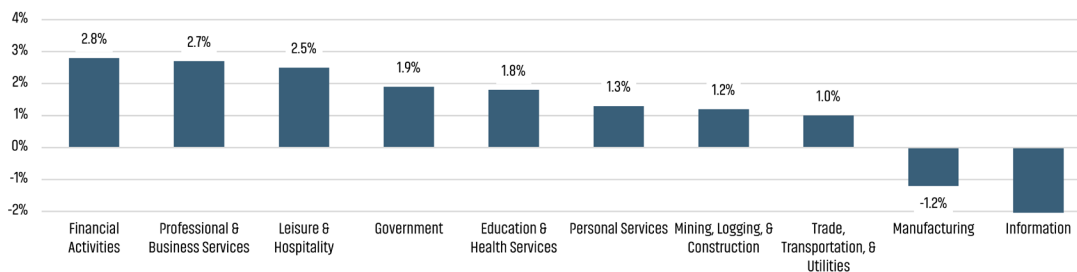


EMPLOYMENT CHANGE

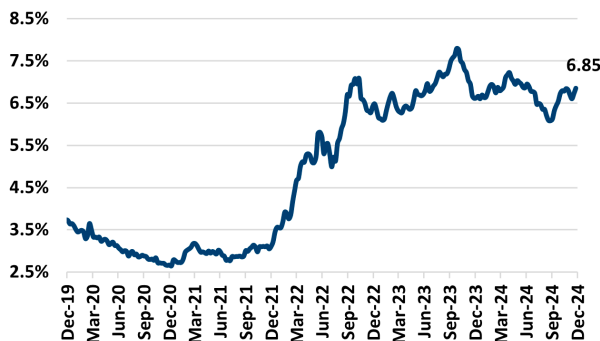
| KANSAS CITY | KANSAS | MISSOURI |
|-----------------------|-----------------------|-----------------------|
| Annualized Emp Change | Annualized Emp Change | Annualized Emp Change |
| 0.6% | -0.5% | 0.8% |



Change in Employment by Sector

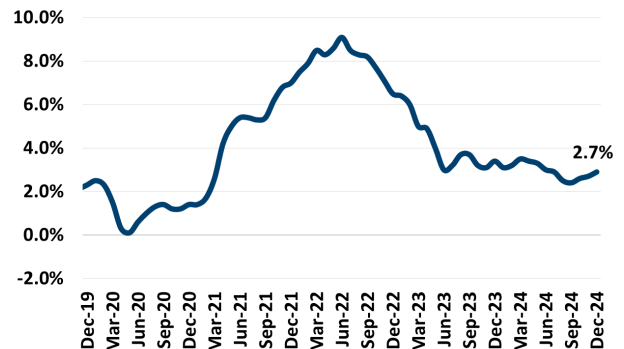


30 Year Fixed Mortgage Rate



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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