

KANSAS CITY MARKET REPORT

KCI

MARKET INSIGHTS • 1Q25



4.2%

Kansas City Unemployment Rate



4.1%

YoY New Home Starts Up



2.0%

YoY New Home Closings Up

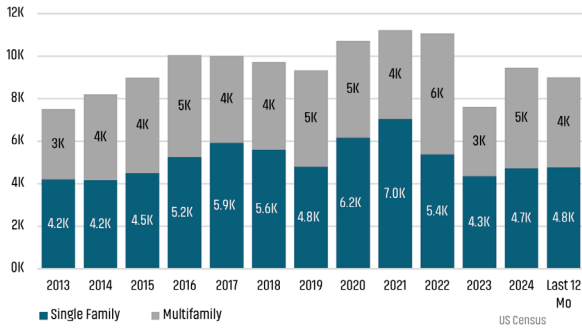


\$489,950

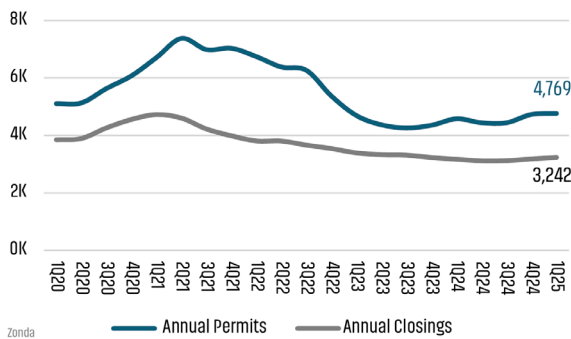
Average New Home Price

NEW HOUSING TRENDS¹

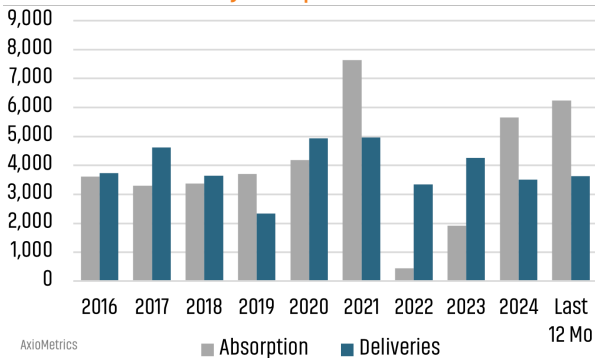
Single & Multi-Family Permits



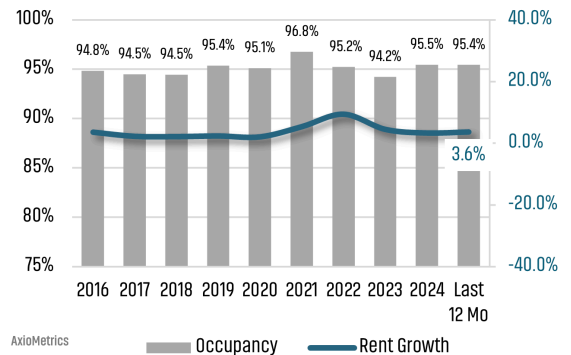
Annual Single Family Permits vs Closings



Multifamily Absorption & Deliveries



Multifamily Occupancy & Rent Growth



NEW HOME PERMITS ANNUAL



Mar 2024
4,583
Mar 2025
4,769
▲ 4.1%

NEW HOME CLOSINGS ANNUAL



Mar 2024
3,178
Mar 2025
3,242
▲ 2.0%

MEDIAN NEW HOME PRICE



Mar 2024
\$535,000
Mar 2025
\$489,950
▼ -8.4%

MLS RESALE STATISTICS - KANSAS CITY MSA SINGLE FAMILY HOMES²

CLOSED SALES YTD

Mar 2024
6,250
▼ -2.4%
Mar 2025
6,097

MONTHS OF INVENTORY

Mar 2024
1.7 Mo
▲ 0.2 Mo
Mar 2025
1.9 Mo

MEDIAN SALE PRICE

Mar 2024
\$260,000
▲ 7.7%
Mar 2025
\$280,000

DAYS ON MARKET

Mar 2024
39 Days
▲ 6 Days
Mar 2025
45 Days

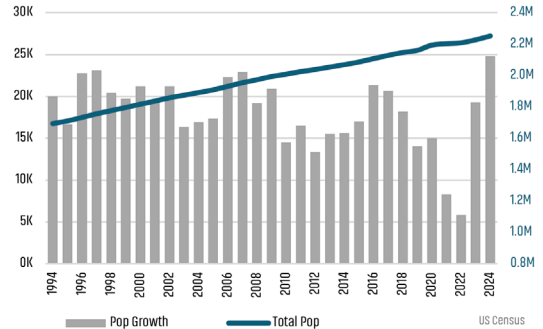
ECONOMIC TRENDS³

UNEMPLOYMENT RATE (unadjusted)

KANSAS CITY		KANSAS		MISSOURI	
Mar 2024	Mar 2025	Mar 2024	Mar 2025	Mar 2024	Mar 2025
3.8%	4.2%	3.3%	3.8%	3.6%	3.8%
▲ 0.4%		▲ 0.5%		▲ 0.2%	



Population Growth & Total Population

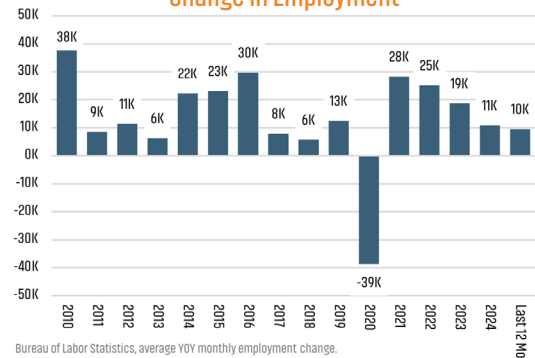


TOTAL NONFARM EMPLOYMENT (in thousands)

KANSAS CITY		KANSAS		MISSOURI	
Mar 2024	Mar 2025	Mar 2024	Mar 2025	Mar 2024	Mar 2025
1,146	1,149	1,484	1,495	3,007	3,029
▲ 0.3%		▲ 0.7%		▲ 0.7%	



Change in Employment

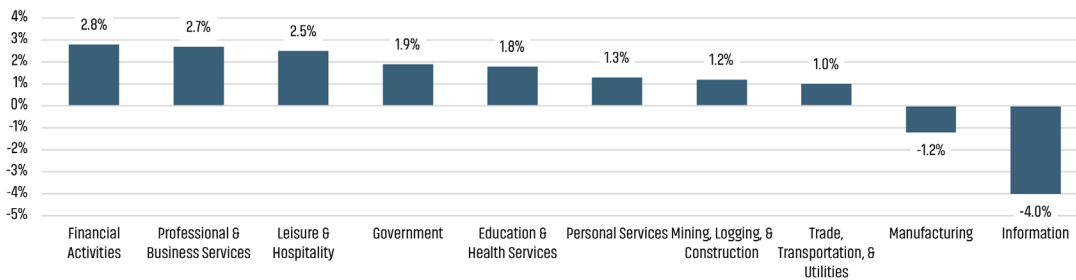


EMPLOYMENT CHANGE

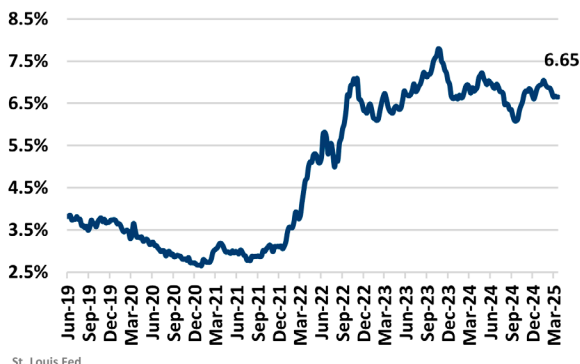
KANSAS CITY	KANSAS	MISSOURI
Annualized Emp Change	Annualized Emp Change	Annualized Emp Change
0.8%	0.8%	0.6%



Change in Employment by Sector

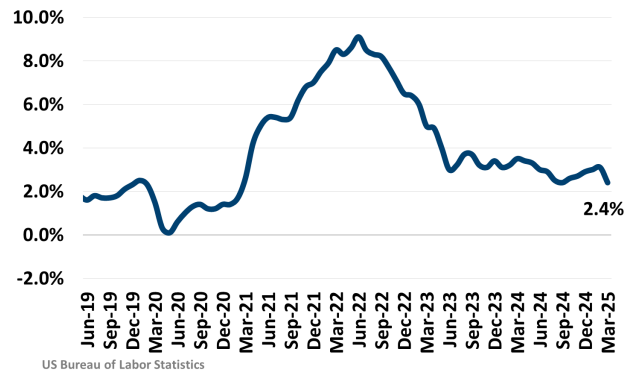


30 Year Fixed Mortgage Rate



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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