Monthly Indicators

Great Plains Regional MLS



March 2025

U.S. existing-home sales rebounded from the previous month, rising 4.2% to a seasonally adjusted annual rate of 4.26 million units, according to the National Association of REALTORS® (NAR). Economists polled by Reuters had forecast sales would fall to a rate of 3.95 million for the month. Purchase activity increased in the South and the West but decreased in the Northeast, while sales in the Midwest remained unchanged from one month earlier.

New Listings decreased 28.8 percent for New Construction and 1.4 percent for Existing Homes. Pending Sales increased 9.6 percent for New Construction but decreased 2.1 percent for Existing Homes. Inventory decreased 2.3 percent for New Construction but increased 14.1 percent for Existing Homes.

Median Closed Price decreased 1.8 percent for New Construction but increased 2.6 percent for Existing Homes. Days on Market increased 36.9 percent for New Construction and 14.3 percent for Existing Homes. Months Supply of Inventory decreased 1.5 percent for New Construction but increased 8.3 percent for Existing Homes.

Heading into March there were 1.24 million properties for sale, a 5.1% increase from the previous month and a 17% jump from one year ago, for a 3.5-month supply at the current sales pace, according to NAR. While mortgage rates have remained in the mid-to-high 6% range, the additional supply appears to have helped bring some buyers out of the woodwork, even as sales prices continue to rise nationwide.

Quick Facts

- 7.3 %	+ 0.1%	+ 6.2%	
Change in	Change in	Change in	
Closed Sales	Median Closed Price	Homes for Sale	
All Properties	All Properties	All Properties	
	Closed Sales	Change in Change in Closed Sales Median Closed Price	Change in Change in Change in Closed Sales Median Closed Price Homes for Sale

This report covers residential real estate activity in the Great Plains Regional MLS service area. Percent changes are calculated using rounded figures.

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New Construction Overview





Key Metrics	Historical Sparkbars	3-2024	3-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings	3-2023 9-2023 3-2024 9-2024 3-2025	546	389	- 28.8%	1,371	1,231	- 10.2%
Pending Sales	3-2023 9-2023 3-2024 9-2024 3-2025	282	309	+ 9.6%	790	719	- 9.0%
Closed Sales	3-2023 9-2023 3-2024 9-2024 3-2025	223	159	- 28.7%	533	497	- 6.8%
Days on Market Until Sale	3-2023 9-2023 3-2024 9-2024 3-2025	65	89	+ 36.9%	61	82	+ 34.4%
Median Closed Price	3-2023 9-2023 3-2024 9-2024 3-2025	\$437,990	\$429,950	- 1.8%	\$426,491	\$434,995	+ 2.0%
Average Closed Price	3-2023 9-2023 3-2024 9-2024 3-2025	\$468,003	\$478,127	+ 2.2%	\$469,841	\$471,843	+ 0.4%
Percent of List Price Received	3-2023 9-2023 3-2024 9-2024 3-2025	100.2%	100.5%	+ 0.3%	100.3%	100.8%	+ 0.5%
Housing Affordability Index	3-2023 9-2023 3-2024 9-2024 3-2025	80	82	+ 2.5%	82	81	- 1.2%
Inventory of Homes for Sale	3-2023 9-2023 3-2024 9-2024 3-2025	1,347	1,316	- 2.3%		_	_
Months Supply of Inventory	3-2023 9-2023 3-2024 9-2024 3-2025	6.6	6.5	- 1.5%	_	_	_

Existing Homes Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year. Existing Homes properties only.

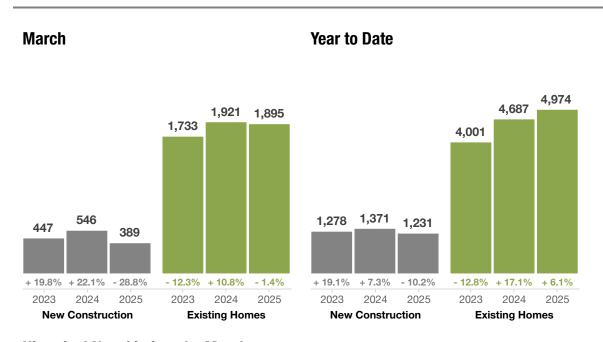


Key Metrics	Historical Sparkbars	3-2024	3-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings	3-2023 9-2023 3-2024 9-2024 3-2025	1,921	1,895	- 1.4%	4,687	4,974	+ 6.1%
Pending Sales	3-2023 9-2023 3-2024 9-2024 3-2025	1,427	1,397	- 2.1%	3,457	3,560	+ 3.0%
Closed Sales	3-2023 9-2023 3-2024 9-2024 3-2025	1,117	1,083	- 3.0%	2,782	2,832	+ 1.8%
Days on Market Until Sale	3-2023 9-2023 3-2024 9-2024 3-2025	21	24	+ 14.3%	23	25	+ 8.7%
Median Closed Price	3-2023 9-2023 3-2024 9-2024 3-2025	\$273,000	\$280,000	+ 2.6%	\$269,950	\$277,500	+ 2.8%
Average Closed Price	3-2023 9-2023 3-2024 9-2024 3-2025	\$311,557	\$324,910	+ 4.3%	\$303,708	\$313,715	+ 3.3%
Percent of List Price Received	3-2023 9-2023 3-2024 9-2024 3-2025	99.1%	98.5%	- 0.6%	98.3%	98.3%	0.0%
Housing Affordability Index	3-2023 9-2023 3-2024 9-2024 3-2025	128	126	- 1.6%	129	127	- 1.6%
Inventory of Homes for Sale	3-2023 9-2023 3-2024 9-2024 3-2025	1,455	1,660	+ 14.1%			_
Months Supply of Inventory	3-2023 9-2023 3-2024 9-2024 3-2025	1.2	1.3	+ 8.3%	_		_

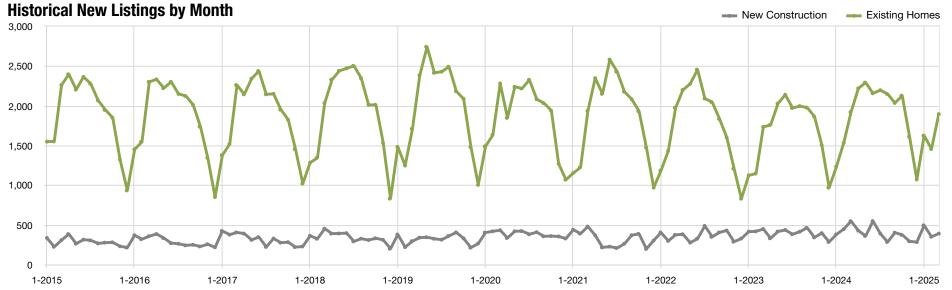
New Listings

A count of the properties that have been newly listed on the market in a given month.





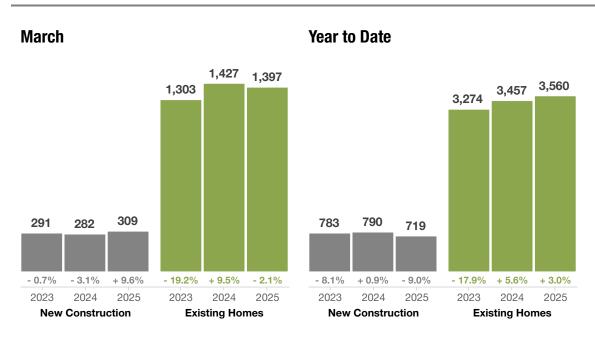
New Listings	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Apr-2024	427	+ 29.4%	2,219	+ 26.2%
May-2024	359	- 13.5%	2,292	+ 13.1%
Jun-2024	547	+ 25.7%	2,157	+ 0.8%
Jul-2024	390	+ 2.4%	2,196	+ 11.4%
Aug-2024	283	- 31.5%	2,149	+ 7.7%
Sep-2024	401	- 13.2%	2,035	+ 2.9%
Oct-2024	374	+ 9.7%	2,127	+ 14.1%
Nov-2024	292	- 26.1%	1,610	+ 7.0%
Dec-2024	282	- 0.7%	1,071	+ 10.6%
Jan-2025	493	+ 30.1%	1,624	+ 31.7%
Feb-2025	349	- 21.7%	1,455	- 5.1%
Mar-2025	389	- 28.8%	1,895	- 1.4%
12-Month Avg	382	- 5.0%	1,903	+ 9.3%



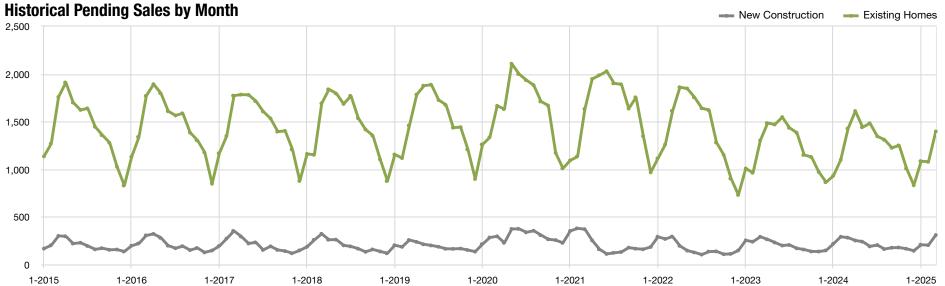
Pending Sales

A count of the properties on which offers have been accepted in a given month.





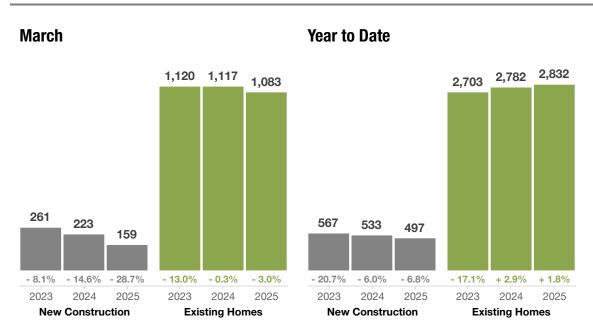
Pending Sales	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Apr-2024	252	- 4.5%	1,611	+ 8.5%
May-2024	240	+ 3.9%	1,441	- 2.0%
Jun-2024	190	- 4.5%	1,483	- 4.1%
Jul-2024	204	- 0.5%	1,346	- 6.2%
Aug-2024	162	- 4.7%	1,310	- 5.3%
Sep-2024	176	+ 12.1%	1,225	+ 6.5%
Oct-2024	178	+ 29.9%	1,250	+ 10.7%
Nov-2024	165	+ 21.3%	1,008	+ 3.7%
Dec-2024	144	- 2.0%	832	- 3.7%
Jan-2025	207	- 4.6%	1,085	+ 16.5%
Feb-2025	203	- 30.2%	1,078	- 1.9%
Mar-2025	309	+ 9.6%	1,397	- 2.1%
12-Month Avg	203	0.0%	1,256	+ 1.2%



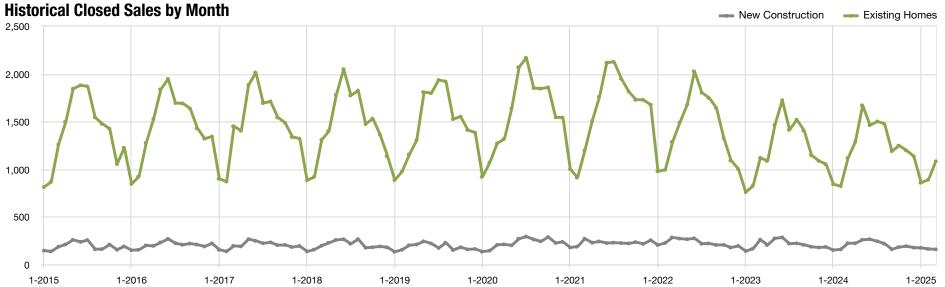
Closed Sales

A count of the actual sales that closed in a given month.





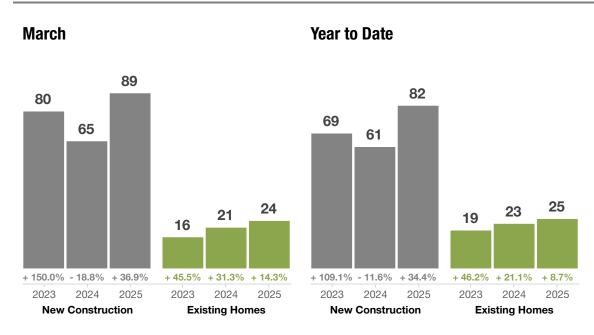
Closed Sales	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Apr-2024	223	+ 8.8%	1,288	+ 18.5%
May-2024	259	- 5.5%	1,671	+ 14.1%
Jun-2024	265	- 6.7%	1,463	- 15.2%
Jul-2024	244	+ 11.4%	1,502	+ 6.2%
Aug-2024	219	- 1.4%	1,478	- 2.8%
Sep-2024	160	- 22.7%	1,190	- 15.4%
Oct-2024	182	- 2.2%	1,248	+ 8.7%
Nov-2024	192	+ 7.9%	1,198	+ 10.1%
Dec-2024	177	- 3.8%	1,136	+ 7.9%
Jan-2025	175	+ 15.9%	859	+ 1.9%
Feb-2025	163	+ 2.5%	890	+ 8.3%
Mar-2025	159	- 28.7%	1,083	- 3.0%
12-Month Avg	202	- 2.9%	1,251	+ 2.2%



Days on Market Until Sale

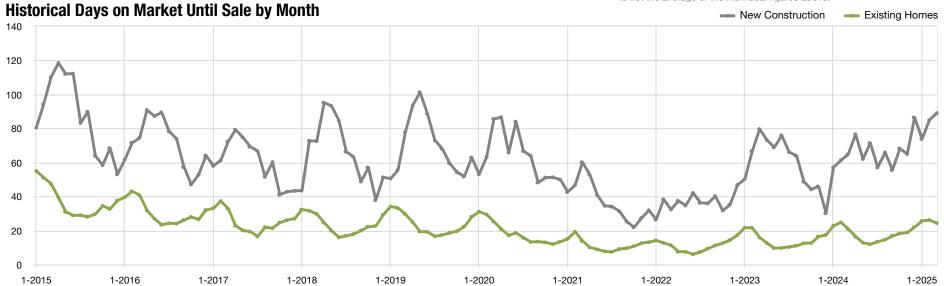
Average number of days between when a property is listed and when an offer is accepted in a given month.





Days on Market	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Apr-2024	77	+ 5.5%	16	+ 23.1%
May-2024	62	- 10.1%	13	+ 30.0%
Jun-2024	71	- 6.6%	12	+ 20.0%
Jul-2024	57	- 13.6%	13	+ 30.0%
Aug-2024	66	+ 3.1%	15	+ 36.4%
Sep-2024	56	+ 14.3%	17	+ 41.7%
Oct-2024	68	+ 54.5%	18	+ 38.5%
Nov-2024	65	+ 41.3%	19	+ 18.8%
Dec-2024	86	+ 186.7%	22	+ 29.4%
Jan-2025	74	+ 29.8%	26	+ 13.0%
Feb-2025	85	+ 39.3%	26	+ 4.0%
Mar-2025	89	+ 36.9%	24	+ 14.3%
12-Month Avg*	70	+ 18.0%	18	+ 24.5%

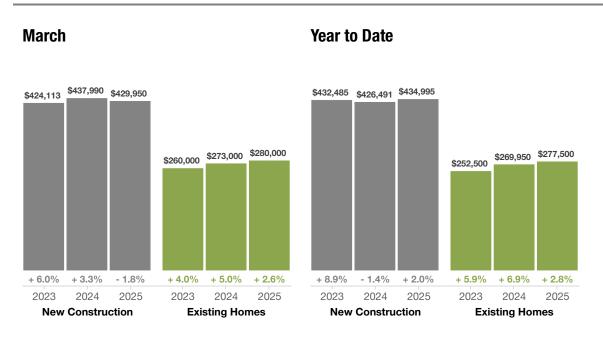
^{*} Days on Market for all properties from April 2024 through March 2025. This is not the average of the individual figures above.



Median Closed Price

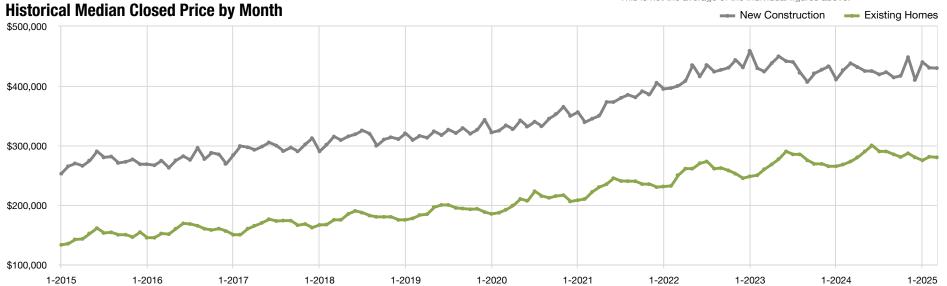
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.





Median Closed Price	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Apr-2024	\$431,652	- 1.5%	\$280,000	+ 4.4%
May-2024	\$425,000	- 5.5%	\$290,000	+ 4.7%
Jun-2024	\$424,995	- 3.8%	\$300,000	+ 3.4%
Jul-2024	\$419,308	- 4.7%	\$290,000	+ 1.8%
Aug-2024	\$423,100	+ 0.2%	\$289,950	+ 1.7%
Sep-2024	\$414,269	+ 1.9%	\$285,000	+ 3.6%
Oct-2024	\$416,894	- 1.0%	\$280,550	+ 4.3%
Nov-2024	\$448,243	+ 4.9%	\$286,750	+ 6.6%
Dec-2024	\$409,992	- 5.3%	\$280,000	+ 5.7%
Jan-2025	\$439,990	+ 7.1%	\$275,000	+ 3.8%
Feb-2025	\$430,445	+ 0.9%	\$281,000	+ 4.9%
Mar-2025	\$429,950	- 1.8%	\$280,000	+ 2.6%
12-Month Avg*	\$424,990	- 1.2%	\$285,000	+ 3.6%

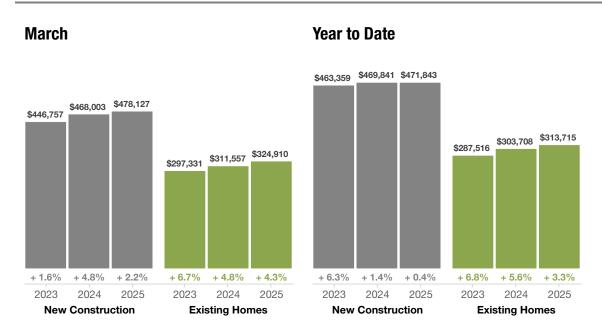
^{*} Median Closed Price for all properties from April 2024 through March 2025. This is not the average of the individual figures above.



Average Closed Price

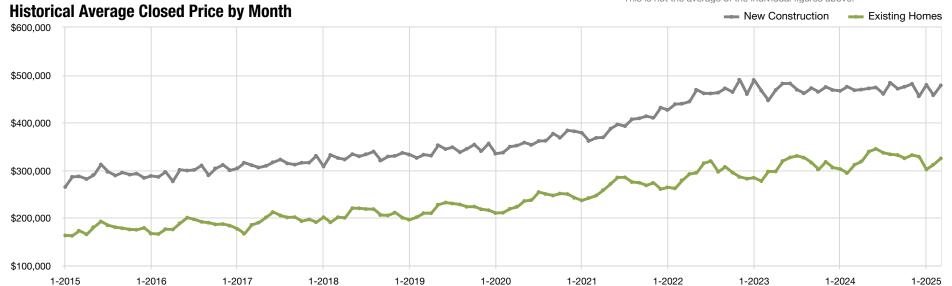
Average sales price for all closed sales, not accounting for seller concessions, in a given month.





Average Closed Price	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Apr-2024	\$469,492	+ 0.2%	\$318,513	+ 7.0%
May-2024	\$471,921	- 2.1%	\$339,262	+ 6.2%
Jun-2024	\$473,889	- 1.7%	\$344,822	+ 5.5%
Jul-2024	\$460,419	- 1.9%	\$336,667	+ 2.0%
Aug-2024	\$483,662	+ 4.8%	\$333,526	+ 2.2%
Sep-2024	\$471,249	- 0.3%	\$331,900	+ 5.0%
Oct-2024	\$475,326	+ 2.3%	\$325,114	+ 7.8%
Nov-2024	\$481,482	+ 1.4%	\$331,885	+ 4.5%
Dec-2024	\$455,417	- 2.8%	\$328,491	+ 7.5%
Jan-2025	\$479,338	+ 2.7%	\$301,759	- 0.3%
Feb-2025	\$457,578	- 3.7%	\$311,628	+ 5.9%
Mar-2025	\$478,127	+ 2.2%	\$324,910	+ 4.3%
12-Month Avg*	\$471,561	- 0.1%	\$329,214	+ 4.6%

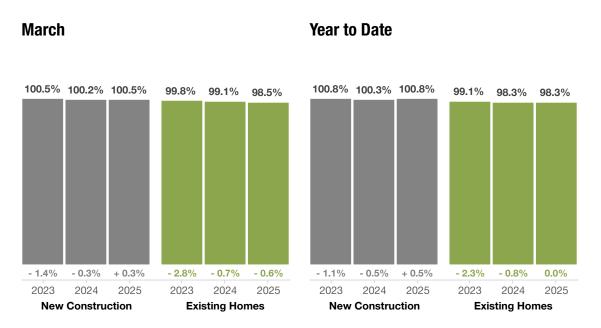
^{*} Average Closed Price for all properties from April 2024 through March 2025. This is not the average of the individual figures above.



Percent of List Price Received



Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



Pct. of List Price Received	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Apr-2024	100.3%	- 0.5%	99.2%	- 1.5%
May-2024	100.7%	0.0%	99.5%	- 1.6%
Jun-2024	100.6%	- 0.5%	99.9%	- 1.1%
Jul-2024	100.1%	- 0.2%	99.4%	- 0.9%
Aug-2024	100.4%	- 1.1%	98.8%	- 1.4%
Sep-2024	100.7%	+ 0.1%	98.5%	- 0.7%
Oct-2024	100.8%	+ 0.2%	98.7%	- 0.5%
Nov-2024	100.7%	+ 0.1%	98.1%	- 0.2%
Dec-2024	100.6%	+ 0.4%	98.2%	0.0%
Jan-2025	101.1%	+ 0.6%	98.0%	+ 0.4%
Feb-2025	100.7%	+ 0.4%	98.3%	+ 0.3%
Mar-2025	100.5%	+ 0.3%	98.5%	- 0.6%
12-Month Avg*	100.6%	- 0.1%	98.8%	- 0.8%

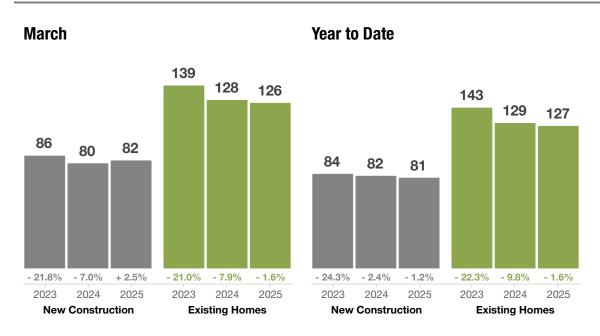
^{*} Pct. of List Price Received for all properties from April 2024 through March 2025. This is not the average of the individual figures above.



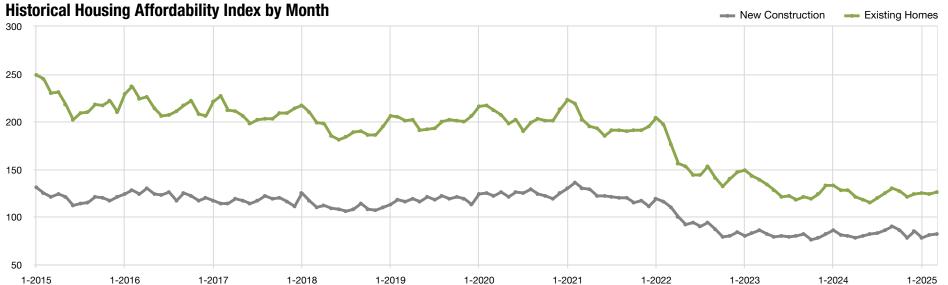
Housing Affordability Index



This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



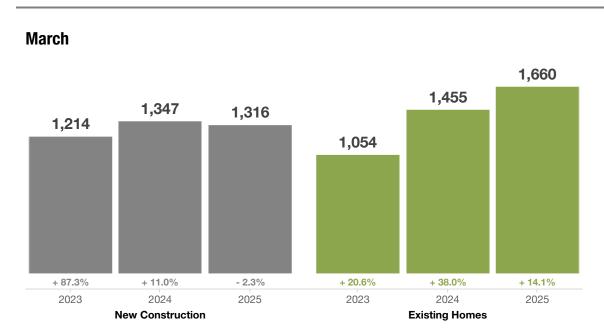
Affordability Index	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Apr-2024	78	- 4.9%	121	- 9.7%
May-2024	80	+ 1.3%	118	- 7.8%
Jun-2024	82	+ 2.5%	115	- 5.0%
Jul-2024	83	+ 5.1%	120	- 1.6%
Aug-2024	86	+ 7.5%	125	+ 5.9%
Sep-2024	90	+ 9.8%	130	+ 7.4%
Oct-2024	86	+ 13.2%	127	+ 6.7%
Nov-2024	78	0.0%	121	- 2.4%
Dec-2024	85	+ 3.7%	124	- 6.8%
Jan-2025	78	- 9.3%	125	- 6.0%
Feb-2025	81	0.0%	124	- 3.1%
Mar-2025	82	+ 2.5%	126	- 1.6%
12-Month Avg	82	+ 2.5%	123	- 2.4%



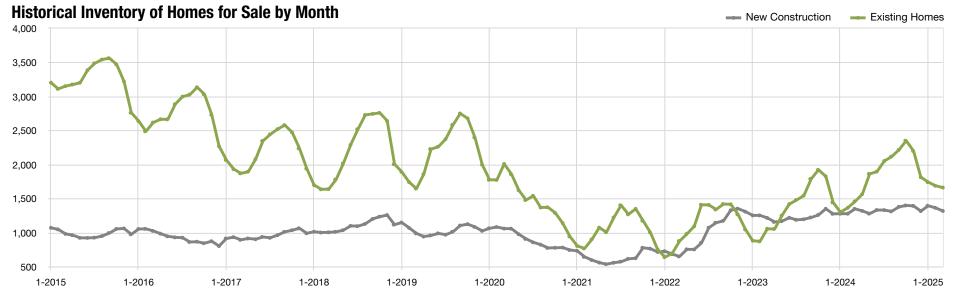
Inventory of Homes for Sale

The number of properties available for sale in active status at the end of a given month.





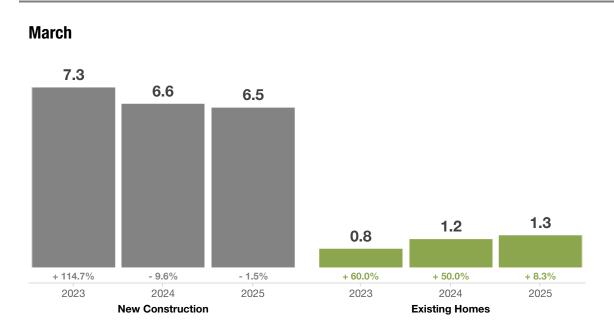
Homes for Sale	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Apr-2024	1,317	+ 14.0%	1,564	+ 48.8%
May-2024	1,277	+ 9.5%	1,861	+ 49.1%
Jun-2024	1,330	+ 9.4%	1,894	+ 33.7%
Jul-2024	1,329	+ 12.1%	2,051	+ 38.9%
Aug-2024	1,310	+ 9.7%	2,114	+ 37.1%
Sep-2024	1,376	+ 12.8%	2,214	+ 23.8%
Oct-2024	1,397	+ 11.1%	2,349	+ 22.3%
Nov-2024	1,391	+ 3.2%	2,198	+ 20.4%
Dec-2024	1,314	+ 3.1%	1,813	+ 25.7%
Jan-2025	1,392	+ 9.1%	1,741	+ 34.1%
Feb-2025	1,363	+ 6.8%	1,687	+ 23.8%
Mar-2025	1,316	- 2.3%	1,660	+ 14.1%
12-Month Avg	1,343	+ 8.0%	1,929	+ 29.8%



Months Supply of Inventory

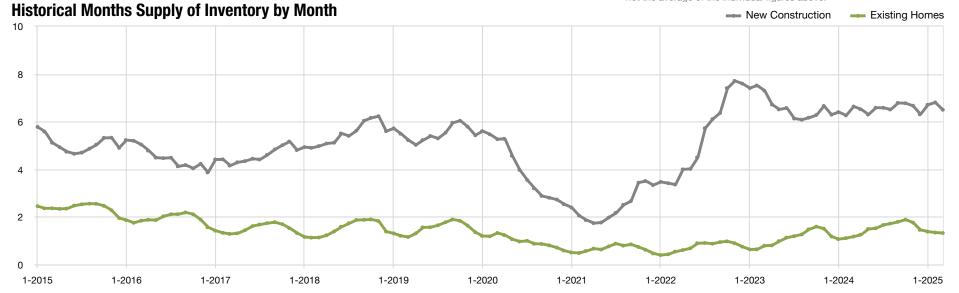






Months Supply	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change	
Apr-2024	6.5	- 3.0%	1.2	+ 50.0%	
May-2024	6.3	- 3.1%	1.5	+ 50.0%	
Jun-2024	6.6	0.0%	1.5	+ 36.4%	
Jul-2024	6.6	+ 8.2%	1.7	+ 41.7%	
Aug-2024	6.5	+ 6.6%	1.7	+ 30.8%	
Sep-2024	6.8	+ 9.7%	1.8	+ 20.0%	
Oct-2024	6.8	+ 7.9%	1.9	+ 18.8%	
Nov-2024	6.7	0.0%	1.8	+ 20.0%	
Dec-2024	6.3	0.0%	1.5	+ 25.0%	
Jan-2025	6.7	+ 4.7%	1.4	+ 27.3%	
Feb-2025	6.8	+ 7.9%	1.3	+ 18.2%	
Mar-2025	6.5	- 1.5%	1.3	+ 8.3%	
12-Month Avg*	6.6	+ 3.0%	1.5	+ 28.5%	

^{*} Months Supply for all properties from April 2024 through March 2025. This is not the average of the individual figures above.



New and Existing Homes Combined

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



Key Metrics	Historical Sparkbars	3-2024	3-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings	3-2023 9-2023 3-2024 9-2024 3-2025	2,467	2,284	- 7.4%	6,058	6,205	+ 2.4%
Pending Sales	3-2023 9-2023 3-2024 9-2024 3-2025	1,709	1,706	- 0.2%	4,247	4,279	+ 0.8%
Closed Sales	3-2023 9-2023 3-2024 9-2024 3-2025	1,340	1,242	- 7.3%	3,315	3,329	+ 0.4%
Days on Market Until Sale	3-2023 9-2023 3-2024 9-2024 3-2025	28	33	+ 17.9%	29	34	+ 17.2%
Median Closed Price	3-2023 9-2023 3-2024 9-2024 3-2025	\$299,750	\$299,900	+ 0.1%	\$290,000	\$299,000	+ 3.1%
Average Closed Price	3-2023 9-2023 3-2024 9-2024 3-2025	\$337,592	\$344,541	+ 2.1%	\$330,435	\$337,303	+ 2.1%
Percent of List Price Received	3-2023 9-2023 3-2024 9-2024 3-2025	99.3%	98.8%	- 0.5%	98.6%	98.7%	+ 0.1%
Housing Affordability Index	3-2023 9-2023 3-2024 9-2024 3-2025	116	117	+ 0.9%	120	118	- 1.7%
Inventory of Homes for Sale	3-2023 9-2023 3-2024 9-2024 3-2025	2,802	2,976	+ 6.2%	_		_
Months Supply of Inventory	3-2023 9-2023 3-2024 9-2024 3-2025	1.9	2.0	+ 5.3%	_		_