

# Monthly Indicators

Great Plains Regional MLS



## September 2025

U.S. existing-home sales were virtually unchanged from the previous month, dipping just 0.2% to a seasonally adjusted annual rate of 4.0 million units, according to the National Association of REALTORS® (NAR). Most of these transactions went under contract in June and July, when mortgage rates were 40 to 50 basis points higher than current levels. Year-over-year, sales increased 1.8%, with the strongest activity occurring in the Midwest, where the typical home price is 22% below the national median.

New Listings increased 11.2 percent for New Construction and 21.3 percent for Existing Homes. Pending Sales decreased 1.6 percent for New Construction but increased 3.8 percent for Existing Homes. Inventory decreased 0.4 percent for New Construction but increased 29.8 percent for Existing Homes.

Median Closed Price increased 4.8 percent for New Construction and 3.5 percent for Existing Homes. Days on Market increased 7.0 percent for New Construction and 17.6 percent for Existing Homes. Months Supply of Inventory remained flat for New Construction but increased 22.2 percent for Existing Homes properties.

Nationally, housing inventory declined for the first time this year, slipping 1.3% month-over-month to 1.53 million units, representing a 4.6-month supply at the current sales pace, according to NAR. Despite the monthly drop, total inventory remained 11.7% higher than the same time last year. Meanwhile, the median existing-home price rose 2% year-over-year to \$422,600, though it was essentially flat compared to the prior month.

## Quick Facts

<b>+ 15.1%</b>	<b>+ 3.3%</b>	<b>+ 18.3%</b>
Change in <b>Closed Sales</b> All Properties	Change in <b>Median Closed Price</b> All Properties	Change in <b>Homes for Sale</b> All Properties

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

New Construction Overview	2
Existing Homes Overview	3
New Listings	4
Pending Sales	5
Closed Sales	6
Days on Market Until Sale	7
Median Closed Price	8
Average Closed Price	9
Percent of List Price Received	10
Housing Affordability Index	11
Inventory of Homes for Sale	12
Months Supply of Inventory	13
New and Existing Homes Combined	14

# New Construction Overview

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



Key Metrics	Historical Sparkbars	9-2024	9-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		412	458	+ 11.2%	3,794	3,753	- 1.1%
Pending Sales		188	185	- 1.6%	2,032	1,960	- 3.5%
Closed Sales		161	195	+ 21.1%	1,905	1,931	+ 1.4%
Days on Market Until Sale		57	61	+ 7.0%	64	75	+ 17.2%
Median Closed Price		\$414,547	\$434,497	+ 4.8%	\$424,945	\$429,990	+ 1.2%
Average Closed Price		\$471,738	\$489,450	+ 3.8%	\$471,163	\$478,084	+ 1.5%
Percent of List Price Received		100.7%	100.5%	- 0.2%	100.4%	100.6%	+ 0.2%
Housing Affordability Index		89	84	- 5.6%	87	85	- 2.3%
Inventory of Homes for Sale		1,373	1,368	- 0.4%	—	—	—
Months Supply of Inventory		6.7	6.7	0.0%	—	—	—

# 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.



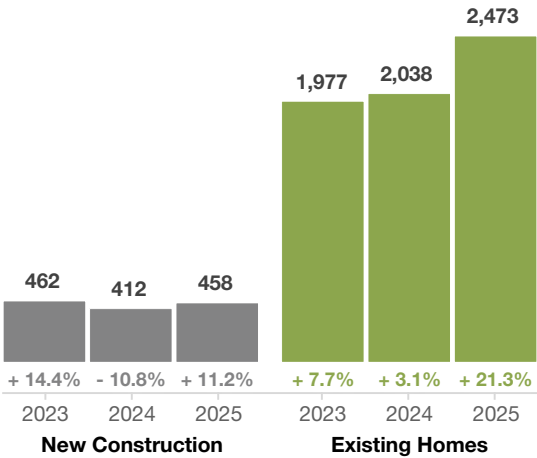
Key Metrics	Historical Sparkbars	9-2024	9-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		2,038	<b>2,473</b>	+ 21.3%	17,746	<b>20,368</b>	+ 14.8%
Pending Sales		1,225	<b>1,272</b>	+ 3.8%	11,875	<b>12,550</b>	+ 5.7%
Closed Sales		1,193	<b>1,364</b>	+ 14.3%	11,389	<b>11,782</b>	+ 3.5%
Days on Market Until Sale		17	<b>20</b>	+ 17.6%	16	<b>19</b>	+ 18.8%
Median Closed Price		\$285,000	<b>\$295,000</b>	+ 3.5%	\$285,000	<b>\$292,000</b>	+ 2.5%
Average Closed Price		\$331,824	<b>\$346,694</b>	+ 4.5%	\$326,973	<b>\$339,088</b>	+ 3.7%
Percent of List Price Received		98.5%	<b>98.3%</b>	- 0.2%	99.0%	<b>98.7%</b>	- 0.3%
Housing Affordability Index		130	<b>123</b>	- 5.4%	130	<b>124</b>	- 4.6%
Inventory of Homes for Sale		2,227	<b>2,891</b>	+ 29.8%	—	—	—
Months Supply of Inventory		1.8	<b>2.2</b>	+ 22.2%	—	—	—

# New Listings

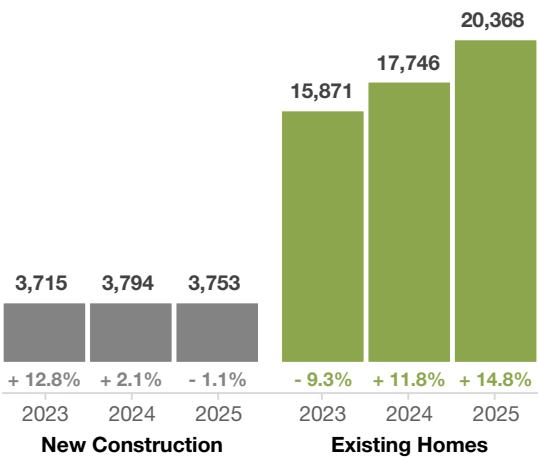
A count of the properties that have been newly listed on the market in a given month.



## September

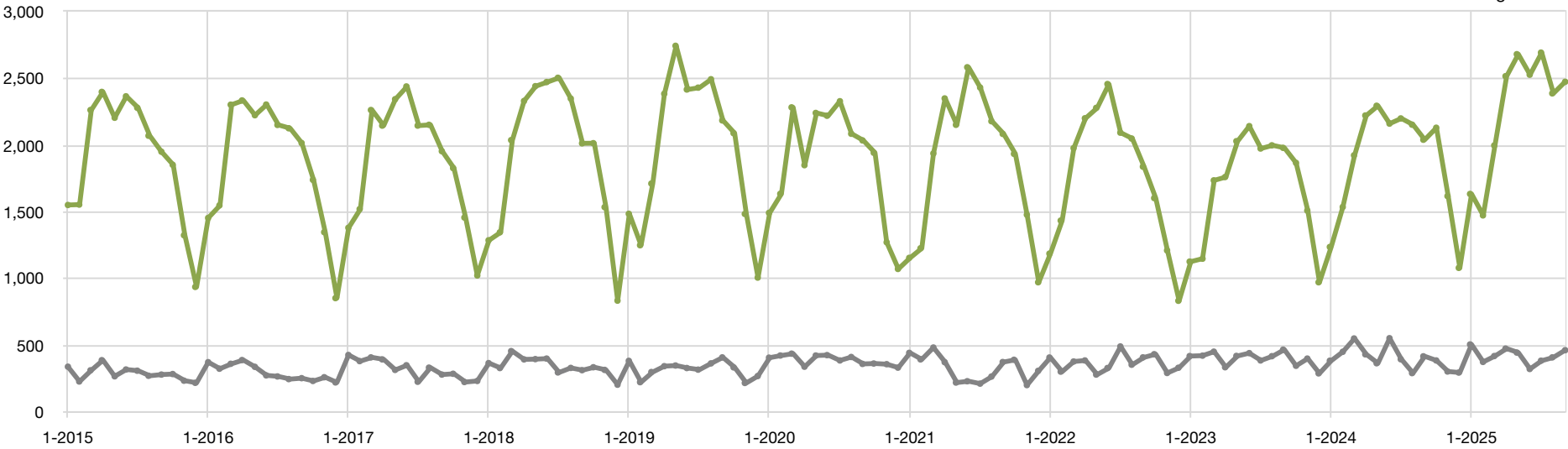


## Year to Date



New Listings	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Oct-2024	381	+ 11.7%	2,128	+ 14.2%
Nov-2024	298	- 24.6%	1,615	+ 7.2%
Dec-2024	290	+ 2.1%	1,076	+ 11.2%
Jan-2025	501	+ 32.2%	1,631	+ 32.3%
Feb-2025	370	- 17.0%	1,470	- 4.1%
Mar-2025	414	- 24.2%	1,995	+ 3.9%
Apr-2025	470	+ 10.1%	2,515	+ 13.3%
May-2025	440	+ 22.2%	2,680	+ 16.9%
Jun-2025	317	- 42.2%	2,526	+ 17.0%
Jul-2025	379	- 2.8%	2,692	+ 22.5%
Aug-2025	404	+ 41.3%	2,386	+ 10.9%
Sep-2025	458	+ 11.2%	2,473	+ 21.3%
12-Month Avg	394	- 1.7%	2,099	+ 14.1%

## Historical New Listings by Month



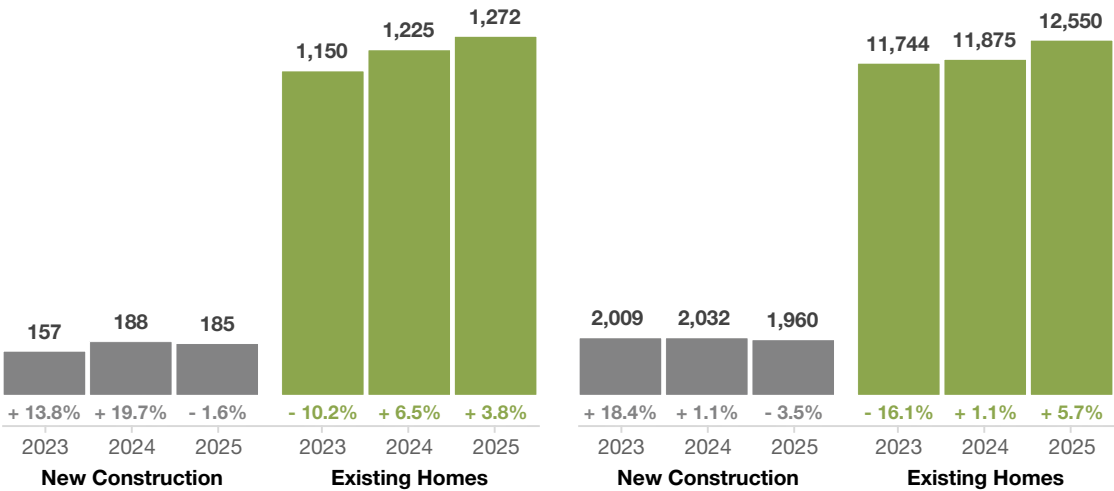
# Pending Sales

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



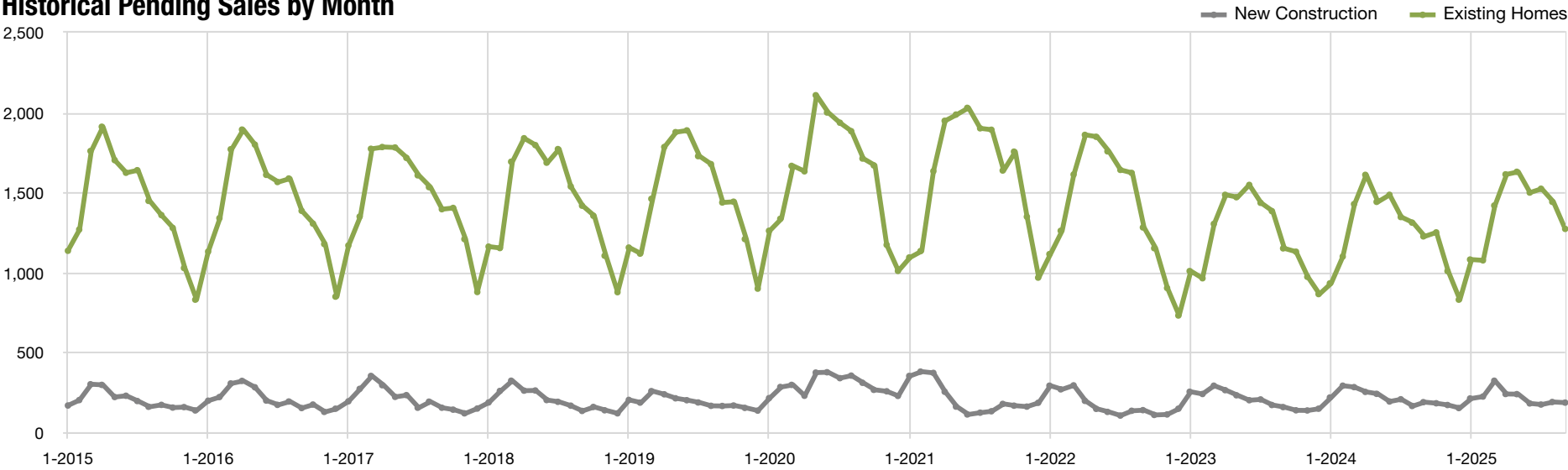
## September

## Year to Date



Pending Sales	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Oct-2024	181	+ 32.1%	1,250	+ 10.7%
Nov-2024	170	+ 25.0%	1,008	+ 3.7%
Dec-2024	151	+ 2.7%	829	- 4.1%
Jan-2025	211	- 2.8%	1,080	+ 16.0%
Feb-2025	223	- 23.4%	1,075	- 2.2%
Mar-2025	322	+ 14.2%	1,418	- 0.6%
Apr-2025	239	- 5.2%	1,613	+ 0.2%
May-2025	238	- 0.8%	1,629	+ 13.0%
Jun-2025	180	- 6.3%	1,499	+ 0.9%
Jul-2025	173	- 16.0%	1,523	+ 13.2%
Aug-2025	189	+ 15.2%	1,441	+ 9.9%
Sep-2025	185	- 1.6%	1,272	+ 3.8%
12-Month Avg	205	+ 0.5%	1,303	+ 5.3%

## Historical Pending Sales by Month

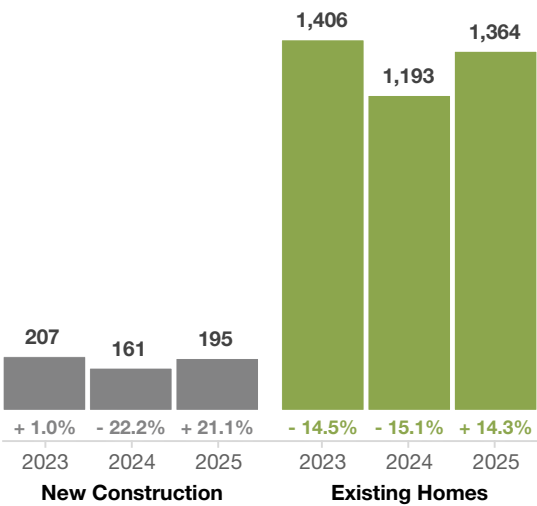


# Closed Sales

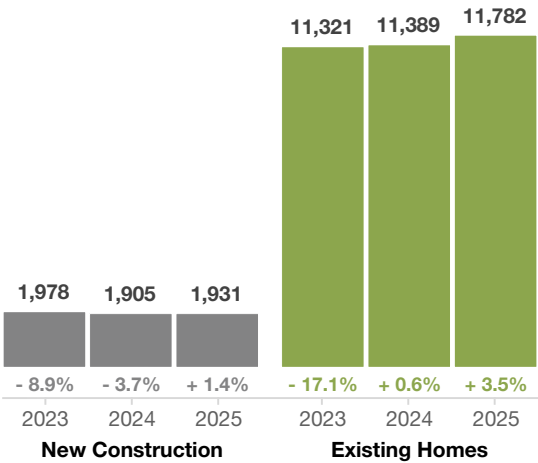
A count of the actual sales that closed in a given month.



## September

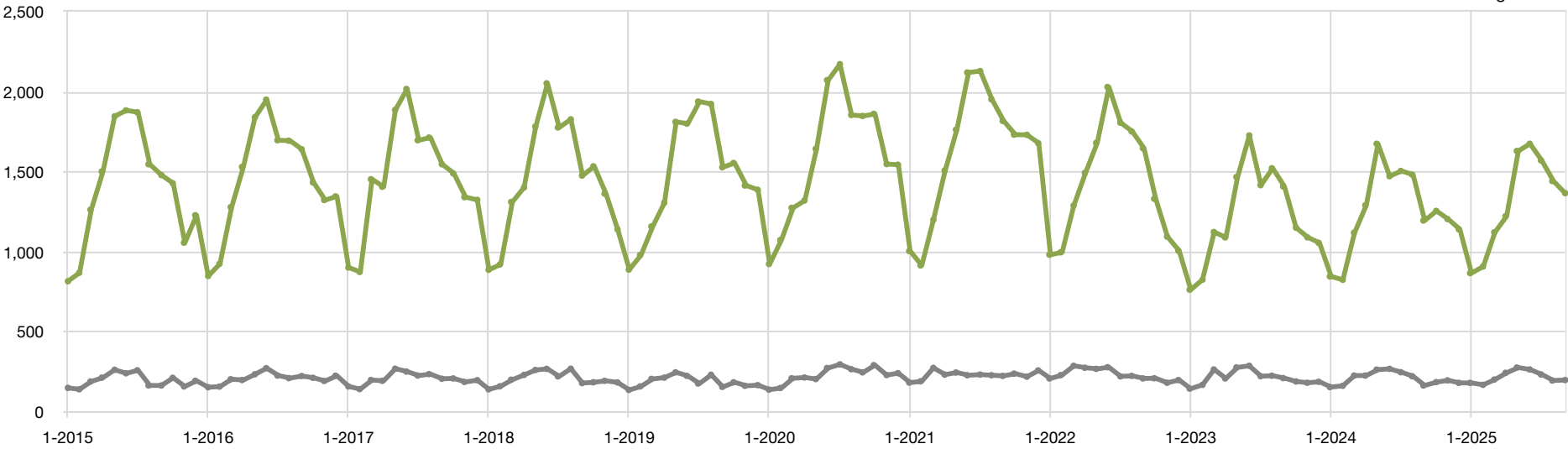


## Year to Date



Closed Sales	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Oct-2024	182	- 2.2%	1,253	+ 9.1%
Nov-2024	193	+ 8.4%	1,202	+ 10.5%
Dec-2024	177	- 3.8%	1,138	+ 8.1%
Jan-2025	177	+ 17.2%	864	+ 2.5%
Feb-2025	165	+ 3.8%	905	+ 10.1%
Mar-2025	198	- 11.2%	1,119	+ 0.2%
Apr-2025	240	+ 7.6%	1,220	- 5.3%
May-2025	273	+ 5.0%	1,628	- 2.7%
Jun-2025	261	- 1.5%	1,673	+ 13.8%
Jul-2025	230	- 5.7%	1,569	+ 4.4%
Aug-2025	192	- 12.3%	1,440	- 2.7%
Sep-2025	195	+ 21.1%	1,364	+ 14.3%
12-Month Avg	207	+ 1.5%	1,281	+ 4.7%

## Historical Closed Sales by Month

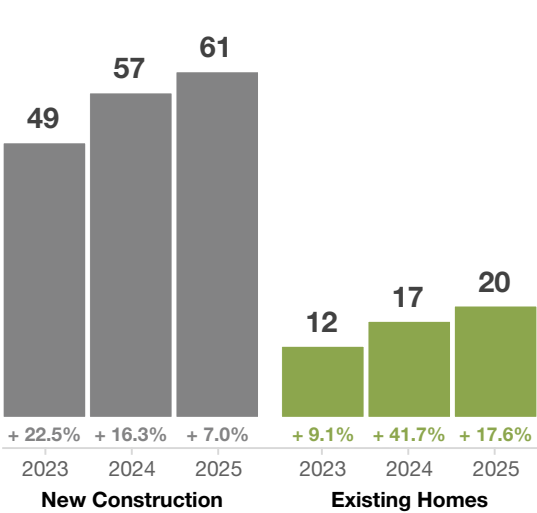


# Days on Market Until Sale

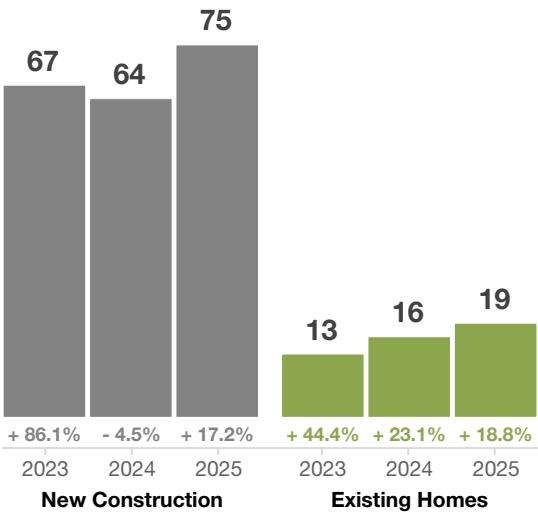
Average number of days between when a property is listed and when an offer is accepted in a given month.



## September



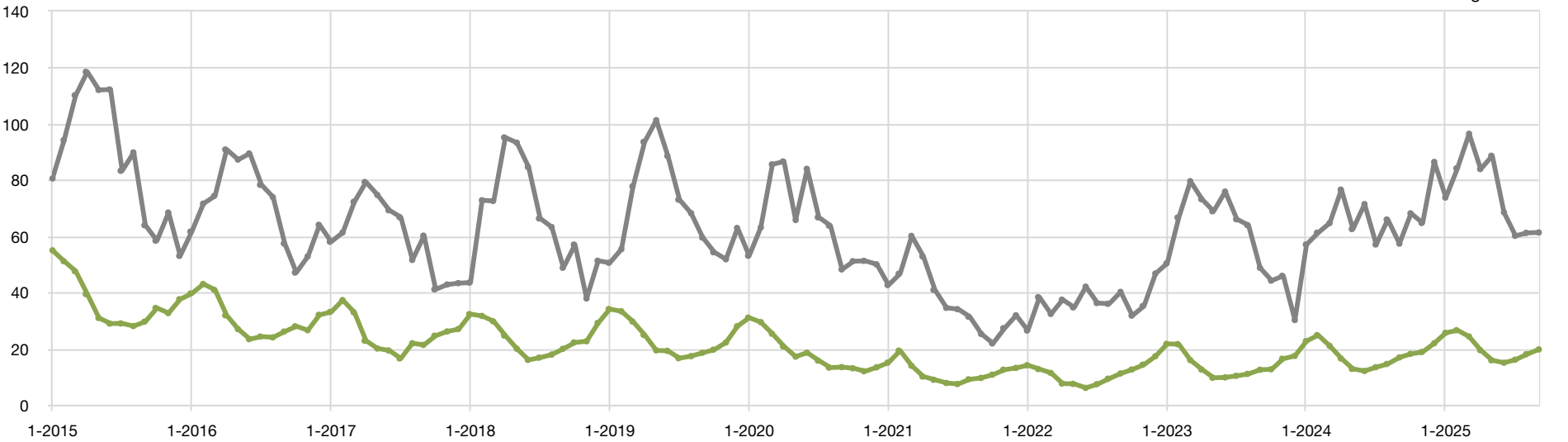
## Year to Date



Days on Market	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
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	84	+ 37.7%	27	+ 8.0%
Mar-2025	96	+ 47.7%	24	+ 14.3%
Apr-2025	84	+ 9.1%	19	+ 18.8%
May-2025	89	+ 41.3%	16	+ 23.1%
Jun-2025	69	- 2.8%	15	+ 25.0%
Jul-2025	60	+ 5.3%	16	+ 23.1%
Aug-2025	61	- 7.6%	18	+ 20.0%
Sep-2025	61	+ 7.0%	20	+ 17.6%
12-Month Avg*	75	+ 27.1%	19	+ 20.0%

\* Days on Market for all properties from October 2024 through September 2025. This is not the average of the individual figures above.

## Historical Days on Market Until Sale by Month

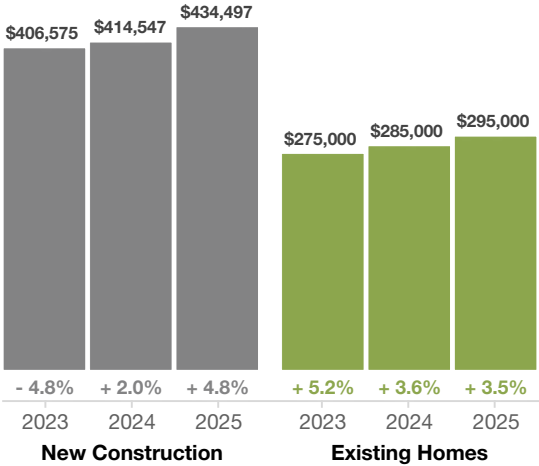


# Median Closed Price

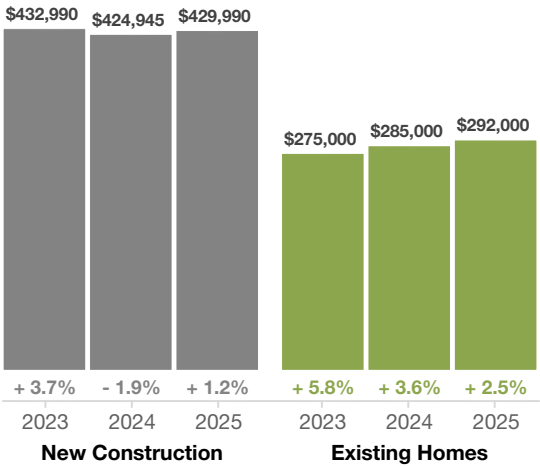
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## September



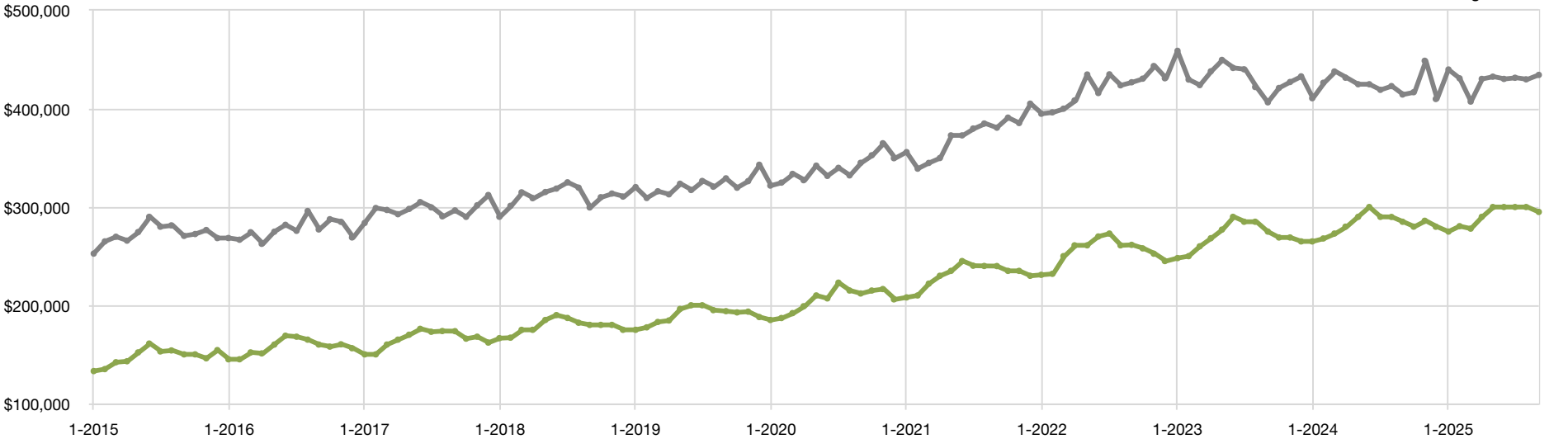
## Year to Date



Median Closed Price	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Oct-2024	\$416,894	- 1.0%	\$280,000	+ 4.1%
Nov-2024	\$448,882	+ 5.1%	\$286,000	+ 6.3%
Dec-2024	\$409,992	- 5.3%	\$279,950	+ 5.6%
Jan-2025	\$439,990	+ 7.1%	\$275,000	+ 3.8%
Feb-2025	\$430,990	+ 1.1%	\$280,500	+ 4.7%
Mar-2025	\$407,337	- 7.0%	\$278,000	+ 1.8%
Apr-2025	\$430,411	- 0.3%	\$290,000	+ 3.6%
May-2025	\$432,708	+ 1.8%	\$300,000	+ 3.4%
Jun-2025	\$430,413	+ 1.3%	\$300,000	0.0%
Jul-2025	\$431,604	+ 2.9%	\$300,000	+ 3.4%
Aug-2025	\$429,990	+ 1.6%	\$300,000	+ 3.5%
Sep-2025	\$434,497	+ 4.8%	\$295,000	+ 3.5%
12-Month Avg*	\$429,000	+ 0.9%	\$290,000	+ 3.6%

\* Median Closed Price for all properties from October 2024 through September 2025. This is not the average of the individual figures above.

## Historical Median Closed Price by Month



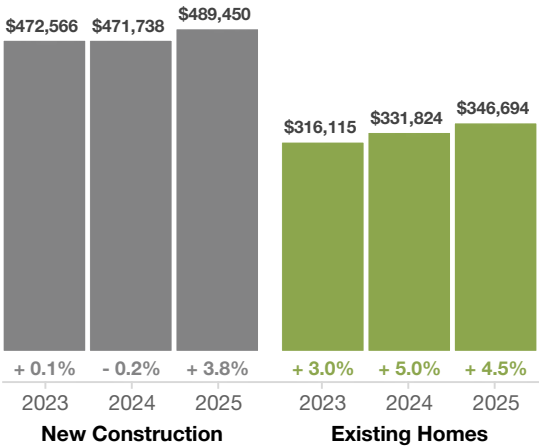


# Average Closed Price

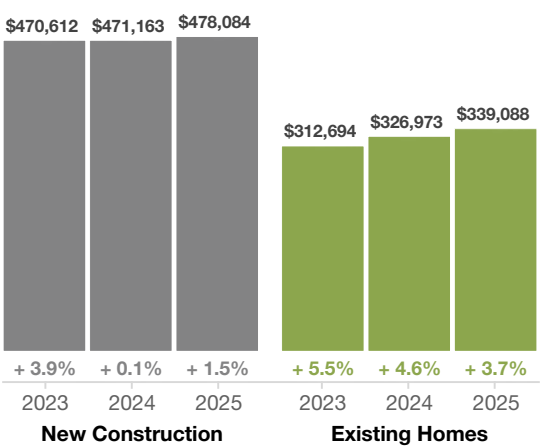
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## September



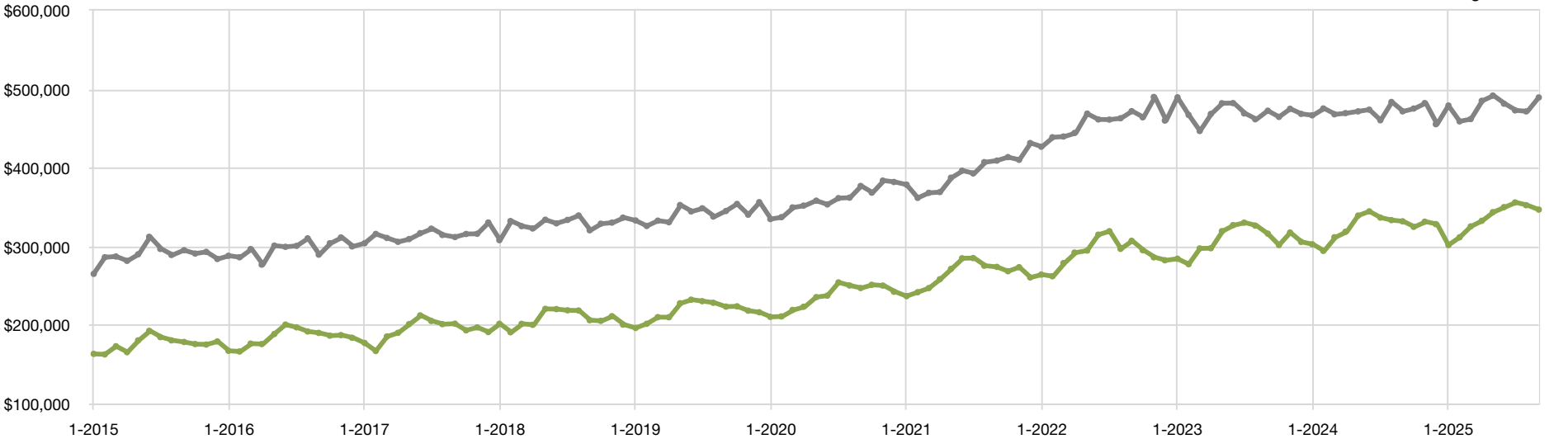
## Year to Date



Average Closed Price	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Oct-2024	\$475,326	+ 2.3%	\$324,781	+ 7.7%
Nov-2024	\$482,288	+ 1.5%	\$331,344	+ 4.3%
Dec-2024	\$455,417	- 2.8%	\$328,235	+ 7.4%
Jan-2025	\$479,161	+ 2.7%	\$301,604	- 0.3%
Feb-2025	\$459,008	- 3.4%	\$311,479	+ 5.9%
Mar-2025	\$461,916	- 1.3%	\$325,322	+ 4.4%
Apr-2025	\$485,133	+ 3.3%	\$332,488	+ 4.4%
May-2025	\$491,852	+ 4.3%	\$343,472	+ 1.3%
Jun-2025	\$481,487	+ 1.6%	\$349,858	+ 1.6%
Jul-2025	\$473,015	+ 2.7%	\$355,819	+ 5.7%
Aug-2025	\$471,671	- 2.5%	\$352,315	+ 5.7%
Sep-2025	\$489,450	+ 3.8%	\$346,694	+ 4.5%
12-Month Avg*	\$476,593	+ 1.2%	\$336,514	+ 4.3%

\* Average Closed Price for all properties from October 2024 through September 2025. This is not the average of the individual figures above.

## Historical Average Closed Price by Month



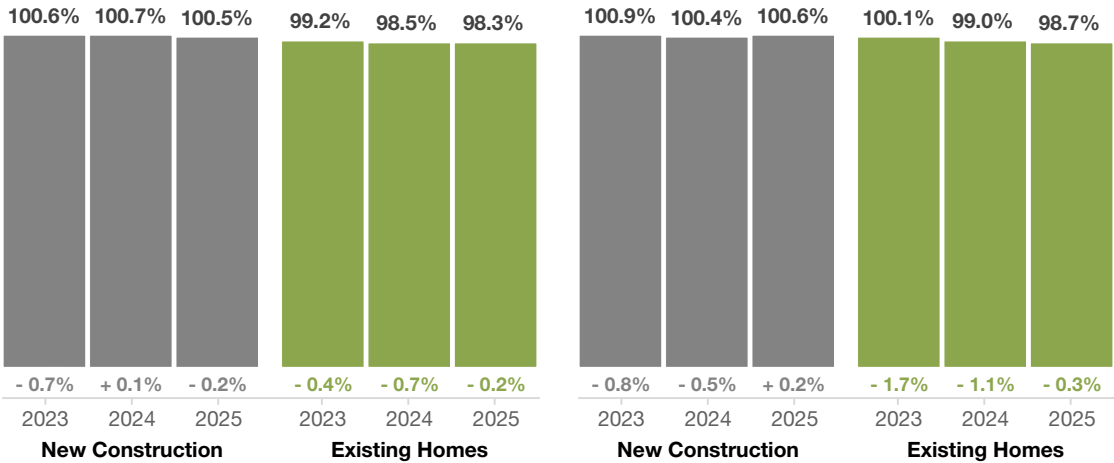
# Percent of List Price Received

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.



## September

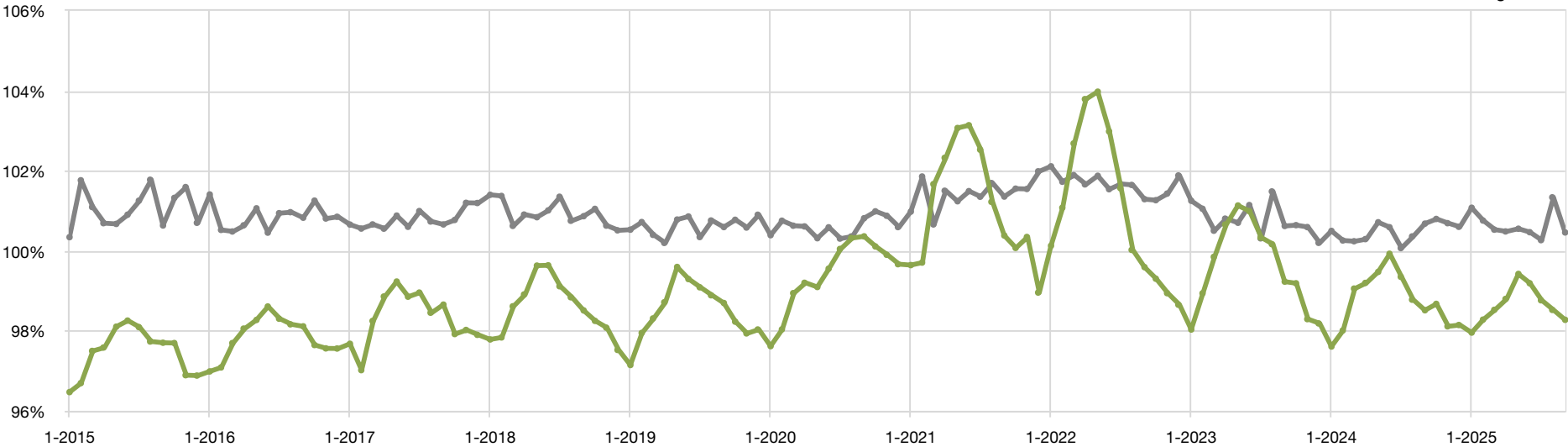
## Year to Date



Pct. of List Price Received	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
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%	98.1%	- 0.1%
Jan-2025	101.1%	+ 0.6%	98.0%	+ 0.4%
Feb-2025	100.8%	+ 0.5%	98.3%	+ 0.3%
Mar-2025	100.5%	+ 0.3%	98.5%	- 0.6%
Apr-2025	100.5%	+ 0.2%	98.8%	- 0.4%
May-2025	100.6%	- 0.1%	99.4%	- 0.1%
Jun-2025	100.5%	- 0.1%	99.2%	- 0.7%
Jul-2025	100.3%	+ 0.2%	98.8%	- 0.6%
Aug-2025	101.3%	+ 0.9%	98.5%	- 0.3%
Sep-2025	100.5%	- 0.2%	98.3%	- 0.2%
12-Month Avg*	100.6%	+ 0.2%	98.6%	- 0.3%

\* Pct. of List Price Received for all properties from October 2024 through September 2025. This is not the average of the individual figures above.

## Historical Percent of List Price Received by Month

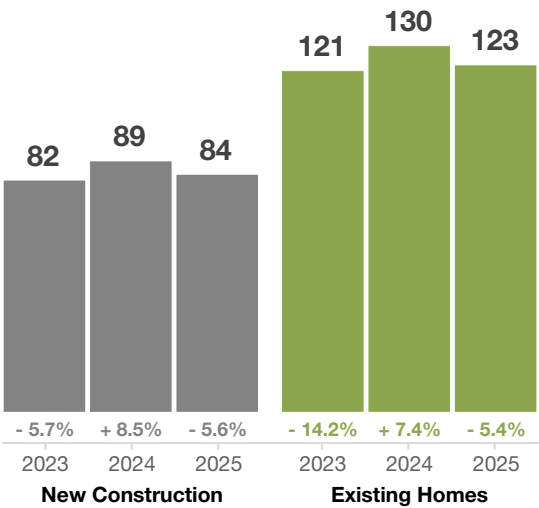


# Housing Affordability Index

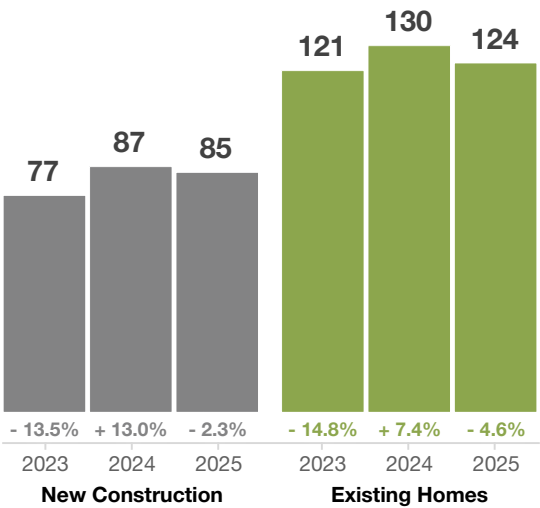
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



## September

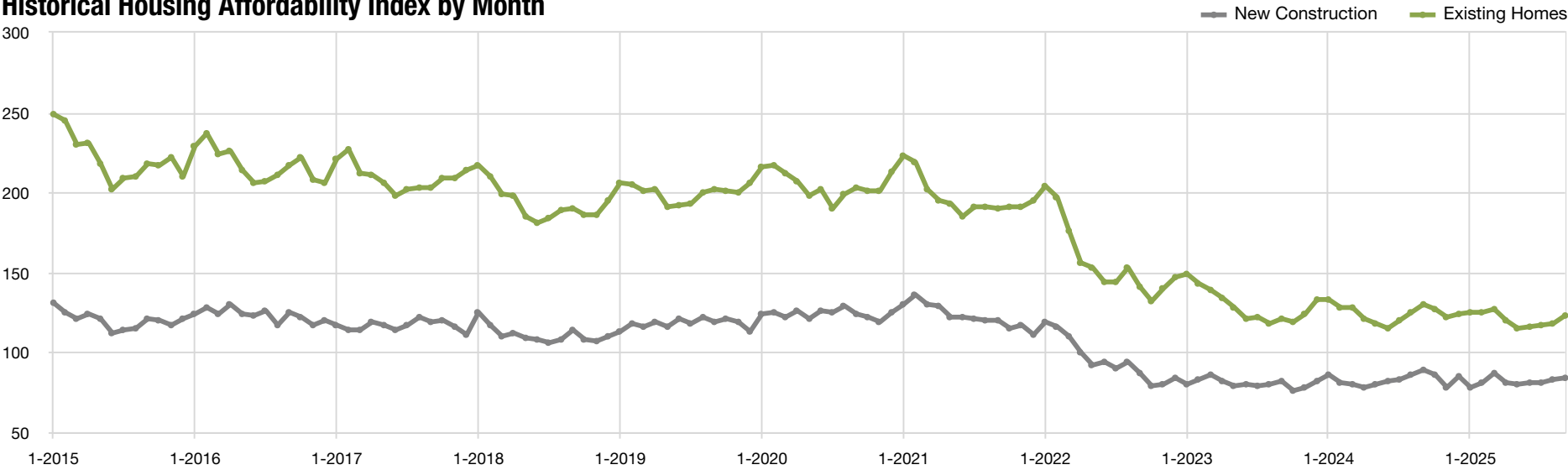


## Year to Date



Affordability Index	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Oct-2024	86	+ 13.2%	127	+ 6.7%
Nov-2024	78	0.0%	122	- 1.6%
Dec-2024	85	+ 3.7%	124	- 6.8%
Jan-2025	78	- 9.3%	125	- 6.0%
Feb-2025	81	0.0%	125	- 2.3%
Mar-2025	87	+ 8.8%	127	- 0.8%
Apr-2025	81	+ 3.8%	120	- 0.8%
May-2025	80	0.0%	115	- 2.5%
Jun-2025	81	- 1.2%	116	+ 0.9%
Jul-2025	81	- 2.4%	117	- 2.5%
Aug-2025	83	- 3.5%	118	- 5.6%
Sep-2025	84	- 5.6%	123	- 5.4%
12-Month Avg	82	0.0%	122	- 2.4%

## Historical Housing Affordability Index by Month

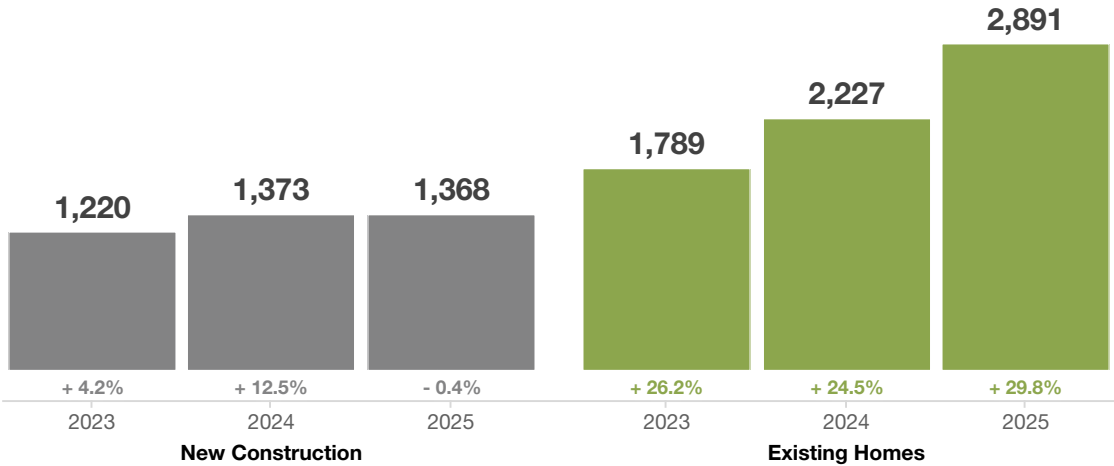


# Inventory of Homes for Sale

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

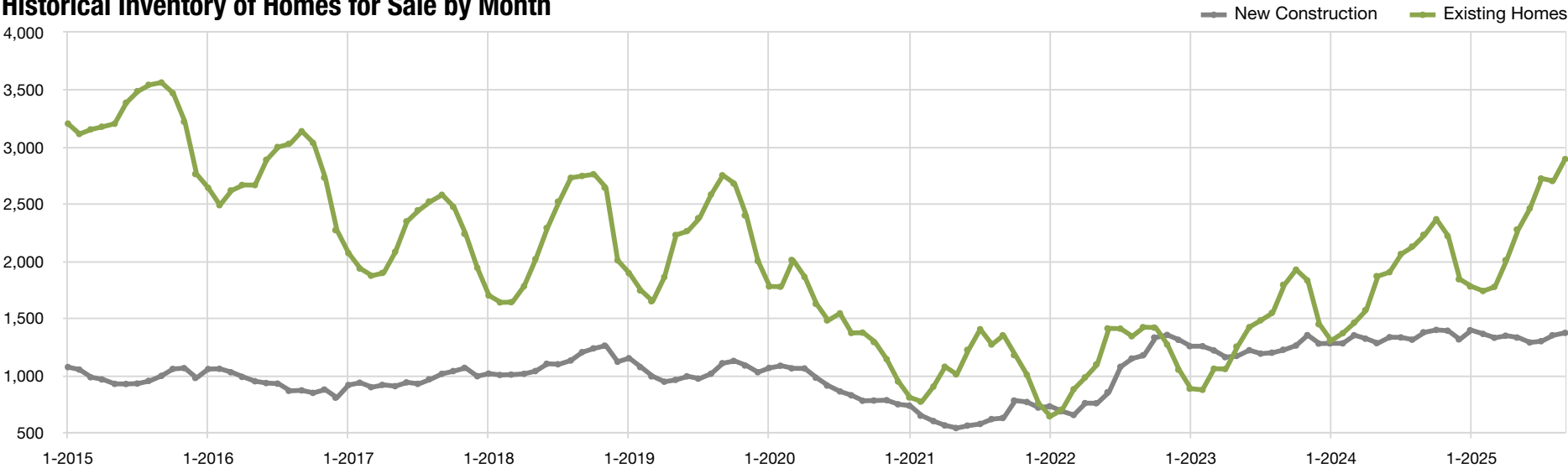


## September



Homes for Sale	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Oct-2024	1,394	+ 10.9%	2,364	+ 23.0%
Nov-2024	1,387	+ 2.9%	2,217	+ 21.3%
Dec-2024	1,311	+ 2.9%	1,838	+ 27.3%
Jan-2025	1,391	+ 9.0%	1,775	+ 36.5%
Feb-2025	1,359	+ 6.5%	1,735	+ 27.1%
Mar-2025	1,325	- 1.6%	1,771	+ 21.6%
Apr-2025	1,343	+ 2.0%	2,005	+ 28.0%
May-2025	1,327	+ 3.8%	2,274	+ 21.9%
Jun-2025	1,284	- 3.5%	2,459	+ 29.4%
Jul-2025	1,295	- 2.5%	2,721	+ 32.2%
Aug-2025	1,347	+ 3.0%	2,699	+ 27.1%
Sep-2025	1,368	- 0.4%	2,891	+ 29.8%
12-Month Avg	1,344	+ 2.7%	2,229	+ 27.0%

## Historical Inventory of Homes for Sale by Month

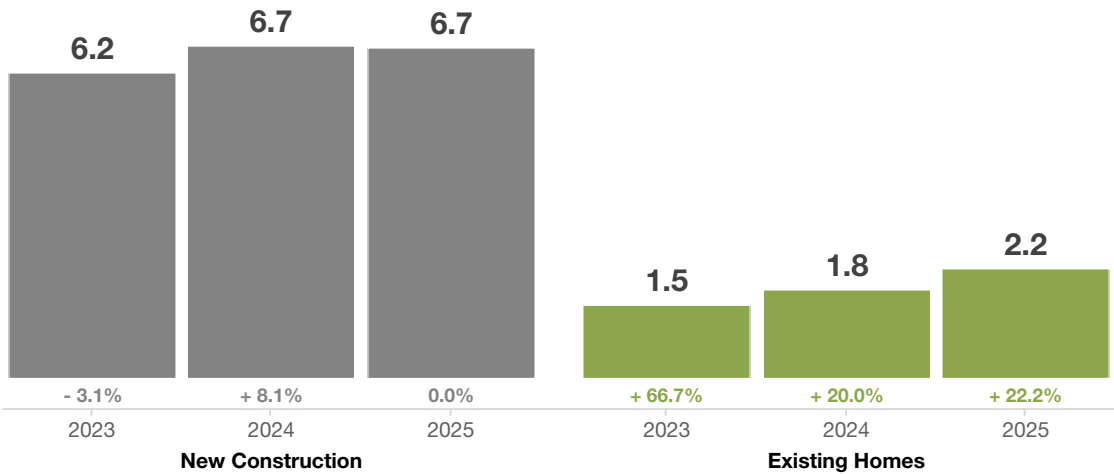


# Months Supply of Inventory

The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.



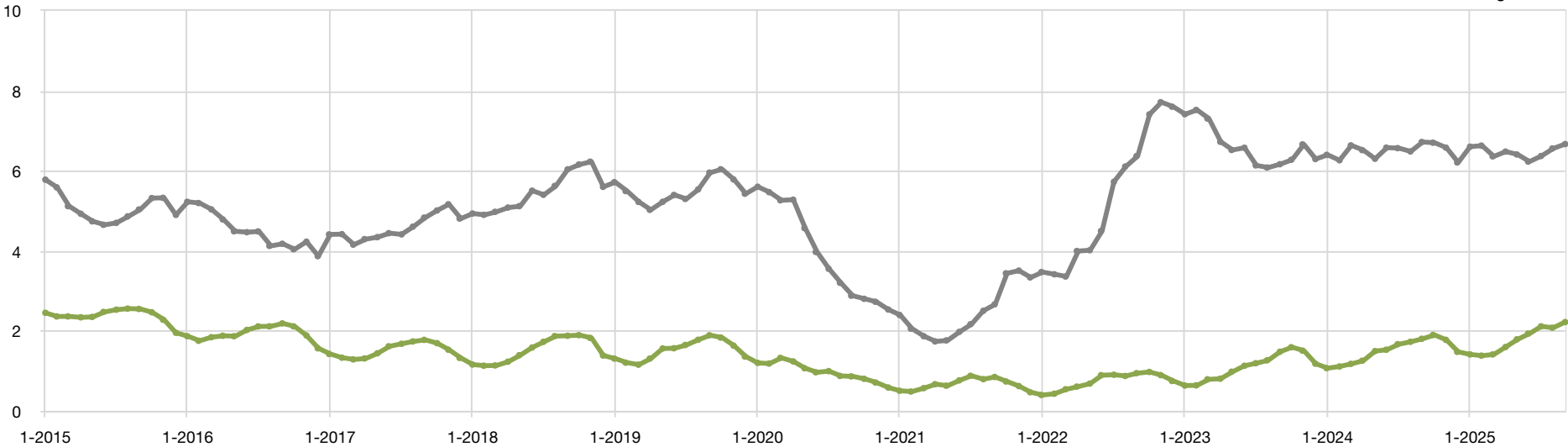
## September



Months Supply	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Oct-2024	6.7	+ 6.3%	1.9	+ 18.8%
Nov-2024	6.6	- 1.5%	1.8	+ 20.0%
Dec-2024	6.2	- 1.6%	1.5	+ 25.0%
Jan-2025	6.6	+ 3.1%	1.4	+ 27.3%
Feb-2025	6.6	+ 4.8%	1.4	+ 27.3%
Mar-2025	6.4	- 3.0%	1.4	+ 16.7%
Apr-2025	6.5	0.0%	1.6	+ 23.1%
May-2025	6.4	+ 1.6%	1.8	+ 20.0%
Jun-2025	6.2	- 6.1%	1.9	+ 26.7%
Jul-2025	6.4	- 3.0%	2.1	+ 23.5%
Aug-2025	6.6	+ 1.5%	2.1	+ 23.5%
Sep-2025	6.7	0.0%	2.2	+ 22.2%
12-Month Avg*	6.5	+ 0.1%	1.8	+ 23.3%

\* Months Supply for all properties from October 2024 through September 2025. This is not the average of the individual figures above.

## Historical Months Supply of Inventory by Month



# 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	9-2024	9-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		2,450	<b>2,931</b>	+ 19.6%	21,540	<b>24,121</b>	+ 12.0%
Pending Sales		1,413	<b>1,457</b>	+ 3.1%	13,907	<b>14,510</b>	+ 4.3%
Closed Sales		1,354	<b>1,559</b>	+ 15.1%	13,294	<b>13,713</b>	+ 3.2%
Days on Market Until Sale		22	<b>25</b>	+ 13.6%	23	<b>27</b>	+ 17.4%
Median Closed Price		\$300,000	<b>\$310,000</b>	+ 3.3%	\$305,000	<b>\$315,000</b>	+ 3.3%
Average Closed Price		\$348,473	<b>\$364,561</b>	+ 4.6%	\$347,636	<b>\$358,678</b>	+ 3.2%
Percent of List Price Received		98.8%	<b>98.5%</b>	- 0.3%	99.2%	<b>99.0%</b>	- 0.2%
Housing Affordability Index		123	<b>117</b>	- 4.9%	121	<b>115</b>	- 5.0%
Inventory of Homes for Sale		3,600	<b>4,259</b>	+ 18.3%	—	—	—
Months Supply of Inventory		2.5	<b>2.8</b>	+ 12.0%	—	—	—