To: Subscribers, Johnson County Indicators  
From: Doug Davidson, CERI Inc.  
Date: March 15, 2021  
Subject: Selected Data Analysis, March 2021 Edition of the Johnson County Indicators  

# LABOR FORCE AND EMPLOYMENT

**Johnson County Labor Force, December 2020 (January labor force data not yet available).... 343,194**
- Average Labor Force same month previous 5 years: 332,819
- Largest number same month previous 5 years: 340,790 (2019)
- Smallest number same month previous 5 years: 326,611 (2015)

**Johnson County Residents Employed, December 2020 (January data not yet available)........331,959**
- Average number of Residents Employed same month previous 5 years: 323,917
- Largest number same period previous 5 years: 332,435 (2019)
- Smallest number same period previous 5 years: 317,439 (2015)

**Unemployment rate, December 2020 (January data not yet available)..............................3.3%**
- Average unemployment rate same month previous 5 years: 2.7%
- Highest unemployment rate same month previous 5 years: 2.9% (2016)
- Lowest unemployment rate same month previous 5 years: 2.5% (2019)

# RESIDENTIAL REAL ESTATE

**Number of Johnson County homes sold by realtors, January 2021.................................671**
- Average number of homes sold same month previous 5 years: 540
- Largest number same month previous 5 years: 569 (2018)
- Smallest number same month previous 5 years: 522 (2016)

**Number of Johnson County homes sold by realtors, year-to-date, 2021..........................671**
- Average number of homes sold same period previous 5 years: 540
- Largest number same period previous 5 years: 569 (2018)
- Smallest number same period previous 5 years: 522 (2016)

**Real (inflation-adjusted) change in price of homes sold from Jan. 2020 to Jan. 2021 .............+7.7%**
- Average real annual change in price of homes sold same period previous 5 years: +4.9%

# SINGLE-FAMILY RESIDENTIAL BUILDING PERMITS

**Number of single-family building permits issued, January 2021.................................183**
- Average number of single-family building permits issued same month previous 5 years: 122
- Largest number same month previous 5 years: 161 (2018)
- Smallest number same month previous 5 years: 87 (2016)

**Number of single-family building permits issued year-to-date, 2021.............................183**
- Average number of single-family building permits issued same period previous 5 years: 122
- Largest number same period previous 5 years: 161 (2018)
- Smallest number same period previous 5 years: 87 (2016)
MULTI-FAMILY RESIDENTIAL BUILDING PERMITS

Number of multi-family building permits issued, January 2021 .................................................. 44
Average number of multi-family building permits issued same month previous 5 years ......................... 15
Largest number same month previous 5 years ......................................................................................... 67 (2020)
Smallest number same month previous 5 years ......................................................................................... 0 (2019)

Number of multi-family building permits issued year-to-date, 2021 .................................................... 44
Average number of multi-family building permits issued same period previous 5 years ......................... 15
Largest number same period previous 5 years ......................................................................................... 67 (2020)
Smallest number same period previous 5 years ......................................................................................... 0 (2019)

VALUE OF CONSTRUCTION

Total value of construction contracts let year-to-date through Jan. 2021 .......... $149,531,000
Average real (inflation-adjusted) value of construction contracts same period previous 5 years .......... $227,318,000
Largest real (inflation-adjusted) value same period previous 5 years ................................................. $416,045,000 (2020)
Lowest real (inflation-adjusted) value same period previous 5 years ......................................................... $150,919,000 (2017)

Value of Non-Residential construction contracts let year-to-date .................. $40,814,000
Average real (inflation-adjusted) value of construction contracts same period previous 5 years .......... $117,232,000
Largest real (inflation-adjusted) value same period previous 5 years ................................................. $250,888,000 (2020)
Lowest real (inflation-adjusted) value same period previous 5 years ......................................................... $49,843,000 (2017)

Value of Residential construction contracts let year-to-date ...................... $100,373,000
Average real (inflation-adjusted) value of construction contracts same period previous 5 years .......... $93,804,000
Largest real (inflation-adjusted) value same period previous 5 years ................................................. $144,942,000 (2020)
Lowest real (inflation-adjusted) value same period previous 5 years ......................................................... $46,389,000 (2016)

Value of Non-Building construction contracts let year-to-date .................. $8,344,000
Average real (inflation-adjusted) value of construction contracts same period previous 5 years .......... $16,282,000
Largest real (inflation-adjusted) value same period previous 5 years ................................................. $28,059,000 (2019)
Lowest real (inflation-adjusted) value same period previous 5 years ......................................................... $1,833,000 (2018)

TAXABLE RETAIL SALES

Total taxable retail sales year-to-date through December 2020 ......................... $14,867,413,000
Average nominal annual change in retail sales same period previous 5 years ................................. +0.3%
Nominal (not adjusted for inflation) change in retail sales same period previous year ........................................ +0.9%
JOHNSON COUNTY INDICATORS

March 2021 Issue

JOHNSON COUNTY: CIVILIAN LABOR FORCE

TEN YEAR TREND (ANNUAL AVERAGE)

Current Month
This Year: 343,194
Last Year: 340,796
Change: +0.7%

TWO YEAR TREND

Data for January not yet available from BLS

pending annual modeling revisions

Current Month
This Year: 338,844
Last Year: 336,285
Change: +0.8%

JOHNSON COUNTY: RESIDENTS EMPLOYED

TEN YEAR TREND (ANNUAL AVERAGE)

Current Month
This Year: 329,857
Last Year: 328,236
Change: +0.5%

TWO YEAR TREND

Data for January not yet available from BLS

pending annual modeling revisions

Current Month
This Year: 323,775
Last Year: 322,278
Change: +0.5%

JOHNSON COUNTY: UNEMPLOYMENT RATE

TEN YEAR TREND (ANNUAL AVERAGE)

Current Month
This Year: 2.8%
Last Year: 3.0%
Change: +0.2%

TWO YEAR TREND

Current Month
This Year: 3.3%
Last Year: 2.5%
Change: +0.8%

SELECTED STATES AND METRO AREAS: UNEMPLOYMENT RATES - December 2020

<table>
<thead>
<tr>
<th>State</th>
<th>Rate (This Year)</th>
<th>Rate (Last Year)</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>United States</td>
<td>6.5%</td>
<td>6.7%</td>
<td>-0.2%</td>
</tr>
<tr>
<td>Kansas</td>
<td>3.5%</td>
<td>4.0%</td>
<td>-0.5%</td>
</tr>
<tr>
<td>Arizona</td>
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<td>7.0%</td>
<td>+0.3%</td>
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<tr>
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<td>7.2%</td>
<td>+2.2%</td>
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<tr>
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<td>8.6%</td>
<td>7.0%</td>
<td>+1.6%</td>
</tr>
<tr>
<td>Colorado</td>
<td>8.2%</td>
<td>7.0%</td>
<td>+1.2%</td>
</tr>
<tr>
<td>Florida</td>
<td>8.4%</td>
<td>7.0%</td>
<td>+1.4%</td>
</tr>
<tr>
<td>Georgia</td>
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<td>-0.4%</td>
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<tr>
<td>Illinois</td>
<td>7.5%</td>
<td>7.5%</td>
<td>0.0%</td>
</tr>
<tr>
<td>Iowa</td>
<td>3.3%</td>
<td>4.0%</td>
<td>-0.7%</td>
</tr>
<tr>
<td>Louisiana</td>
<td>6.9%</td>
<td>7.6%</td>
<td>-0.7%</td>
</tr>
<tr>
<td>Massachusetts</td>
<td>7.1%</td>
<td>7.7%</td>
<td>-0.6%</td>
</tr>
<tr>
<td>Kansas City</td>
<td>4.9%</td>
<td>4.5%</td>
<td>+0.4%</td>
</tr>
<tr>
<td>Atlanta</td>
<td>5.4%</td>
<td>4.5%</td>
<td>+0.9%</td>
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<tr>
<td>Boston</td>
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<td>5.8%</td>
<td>+0.7%</td>
</tr>
<tr>
<td>Charlotte</td>
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<td>-0.4%</td>
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<td>Little Rock</td>
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<td>-0.2%</td>
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<tr>
<td>Los Angeles</td>
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<td>9.7%</td>
<td>+0.2%</td>
</tr>
<tr>
<td>Miami</td>
<td>6.7%</td>
<td>5.7%</td>
<td>+1.0%</td>
</tr>
<tr>
<td>Minneapolis/St. Paul</td>
<td>4.5%</td>
<td>5.0%</td>
<td>-0.5%</td>
</tr>
<tr>
<td>New Orleans</td>
<td>8.2%</td>
<td>8.6%</td>
<td>-0.4%</td>
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<tr>
<td>New York</td>
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<td>8.8%</td>
<td>-0.4%</td>
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<tr>
<td>Omaha</td>
<td>3.0%</td>
<td>3.4%</td>
<td>-0.4%</td>
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<tr>
<td>Phoenix</td>
<td>6.9%</td>
<td>7.1%</td>
<td>-0.2%</td>
</tr>
<tr>
<td>Pittsburgh</td>
<td>6.6%</td>
<td>7.0%</td>
<td>-0.4%</td>
</tr>
<tr>
<td>St. Louis</td>
<td>5.9%</td>
<td>6.7%</td>
<td>-0.8%</td>
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<tr>
<td>San Francisco</td>
<td>7.0%</td>
<td>7.2%</td>
<td>-0.2%</td>
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<tr>
<td>Seattle</td>
<td>7.2%</td>
<td>7.2%</td>
<td>0.0%</td>
</tr>
<tr>
<td>Tulsa</td>
<td>5.6%</td>
<td>5.8%</td>
<td>-0.2%</td>
</tr>
<tr>
<td>Wichita</td>
<td>4.3%</td>
<td>5.0%</td>
<td>-0.7%</td>
</tr>
</tbody>
</table>

Source: U.S. Bureau of Labor Statistics
The data presented below represent estimates of the taxable retail sales occurring in the month indicated.

The retail sales estimates shown below were calculated by CERI from the local sales and use tax reported by the Kansas Department of Revenue for Johnson County and the eighteen cities in the county that levy a sales/use tax. The figures shown are the latest available from the Department of Revenue. They are considered preliminary and subject to revision.

Retail sales/use tax data provided by the Department of Revenue have been found to exhibit occasional random anomalies due to reporting and/or recording delays or errors. No attempt has been made by CERI to adjust the data for these anomalies or for seasonality. Monthly figures should be interpreted as the taxable retail sales necessary to generate the local sales and use tax revenue distributed to the respective city by the Kansas Department of Revenue.
TEN YEAR TREND
CITY OF SPRING HILL: RETAIL SALES
Jan Feb Mar Apr May Jun Jul Aug Sep Oct Nov Dec

TWO YEAR TREND
Current Month
This Yr: $10,503,000
Last Yr: $8,583,000
Change: +22.4%
Cumulative to Date
This Yr: $110,405,000
Last Yr: $90,922,000
Change: +21.4%

Note: Figures are based on sales tax collections  Source: Kansas Department of Revenue & Cities

TEN YEAR TREND
CITY OF GARDNER: RETAIL SALES
Jan Feb Mar Apr May Jun Jul Aug Sep Oct Nov Dec

TWO YEAR TREND
Current Month
This Yr: $27,722,000
Last Yr: $25,658,000
Change: +7.2%
Cumulative to Date
This Yr: $327,283,000
Last Yr: $288,911,000
Change: +13.3%

Note: Figures are based on sales tax collections  Source: Kansas Department of Revenue & Cities

TEN YEAR TREND
CITY OF MISSION HILLS: RETAIL SALES
Jan Feb Mar Apr May Jun Jul Aug Sep Oct Nov Dec

TWO YEAR TREND
Current Month
This Yr: $15,987,000
Last Yr: $14,728,000
Change: +8.6%
Cumulative to Date
This Yr: $176,900,000
Last Yr: $152,795,000
Change: +15.8%

Note: Figures are based on sales tax collections  Source: Kansas Department of Revenue & Cities

TEN YEAR TREND
CITY OF DE SOTO: RETAIL SALES
Jan Feb Mar Apr May Jun Jul Aug Sep Oct Nov Dec

TWO YEAR TREND
Current Month
This Yr: $10,699,000
Last Yr: $7,739,000
Change: +38.2%
Cumulative to Date
This Yr: $102,982,000
Last Yr: $96,153,000
Change: +7.1%

Note: Figures are based on sales tax collections  Source: Kansas Department of Revenue & Cities

TEN YEAR TREND
CITY OF ROELAND PARK: RETAIL SALES
Jan Feb Mar Apr May Jun Jul Aug Sep Oct Nov Dec

TWO YEAR TREND
Current Month
This Yr: $10,584,000
Last Yr: $7,711,000
Change: +2.2%
Cumulative to Date
This Yr: $93,602,000
Last Yr: $86,825,000
Change: +8.8%

Note: Figures are based on sales tax collections  Source: Kansas Department of Revenue & Cities

2019 2020 YTD JC Market Share 2.2%

2019 2020 YTD JC Market Share 1.2%

2019 2020 YTD JC Market Share 0.7%

2019 2020 YTD JC Market Share 0.7%

2019 2020 YTD JC Market Share 0.6%

2019 2020 YTD JC Market Share 0.6%