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# The 2026 Mills Farm Insider Report

## What Homes Are Actually Selling For, Who's Building, and What You Need to Know Before You Buy

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*Prepared by Tara Williams | Chic Luxury Homes*  
*Updated: 2026*



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## Q1 2026 Sold Data — What Homes Actually Traded For

The most important number in real estate isn't what a home is listed for. It's what it actually closes for — and in Mills Farm, those two numbers are telling a complex story in 2026.

### Current Market Conditions

Metric	Mills Farm	Johnson County
Median sold price	\$809,000	Varies by area
Average days on market	60 days	53 days
Price/sqft change YoY	-14%	Varies
Johnson County appreciation	~6%	Third year running
List-to-sale ratio	97.4%	County-wide

### What the -14% Price/Sqft Means

This is the number that requires context. A 14% decline in price per square foot year-over-year sounds alarming until you understand what's driving it.

**The short version:** The mix of homes selling in Mills Farm in 2024 skewed toward smaller, lower-priced listings — pulling the per-square-foot average up. In 2025, more larger-footprint homes traded, which naturally brings the per-square-foot figure down even if prices haven't declined in absolute terms.

**What it doesn't mean:** A structural decline in Mills Farm values. Johnson County continues to appreciate at approximately 6% annually. Mills Farm's core demand drivers — Blue Valley schools, the HOA amenity package, and the community's location at the western edge of Overland Park's premium corridor — remain intact.

**What sellers should do with it:** Price based on actual comparable sales, not on what the market did 18 months ago. The 60-day DOM tells you buyers are deliberate. They have data. Overpricing is punished faster now than it was in 2021–2022.

**What buyers should know:** If you've been watching Mills Farm from the sidelines waiting for values to drop, this isn't that moment. The per-square-foot decline is statistical noise from mix shift, not a signal of fundamental weakness.

## The Spring Opportunity

Buyer search volume for Blue Valley communities peaks in April and May. Sellers who list correctly in March and April capture peak buyer attention. Buyers who act before peak search season face less competition for the best homes.

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## Mills Farm vs. The Competition

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Mills Farm doesn't exist in a vacuum. Buyers in this price range and school district are cross-shopping. Here's how it compares to the communities it's most frequently compared against.

### Mills Farm vs. Hallbrook

**Hallbrook** is Leawood's premier luxury community — gated, with a private country club, and price points that run considerably higher than Mills Farm.

Factor	Mills Farm	Hallbrook
Median price	~\$809K	\$1.5M+
HOA	~\$1,375/year	\$3,000–\$6,000+/year
Gated	No	Yes
Golf course	No	Yes (private)
School district	Blue Valley USD 229	Blue Valley USD 229
Lifestyle	Family neighborhood	Country club lifestyle

**Bottom line:** Hallbrook buyers who want a private club experience and are comfortable with the price tier will stay in Hallbrook. Mills Farm buyers who want the best possible home for their dollar in Blue Valley — without the club dues — are in the right place.

## Mills Farm vs. Colton Lakes

**Colton Lakes** is a well-regarded Overland Park community that competes directly with Mills Farm on price and school district.

Factor	Mills Farm	Colton Lakes
Price range	\$700K–\$1.1M	\$650K–\$950K
School district	Blue Valley	Blue Valley
HOA amenities	Pool, trails, parks	Pool, lake
Lot sizes	Varied	Generally smaller
Community age	Established	Established

**Bottom line:** Colton Lakes is a legitimate alternative for budget-conscious Blue Valley buyers. Mills Farm tends to attract buyers who want more home and are willing to pay a modest premium for it.

## Mills Farm vs. Polo Fields

**Polo Fields** competes at the upper edge of Mills Farm's price range and offers a slightly different lifestyle profile.

Factor	Mills Farm	Polo Fields
Price range	\$700K–\$1.1M	\$800K–\$1.5M+
Character	Established suburban	Established, equestrian heritage
School district	Blue Valley	Blue Valley (varies)
HOA	~\$1,375/year	Varies

**Bottom line:** Different buyer profiles. Mills Farm is the clear value winner in the comparison at equivalent price points.

## The Complete HOA Breakdown — What \$1,375/Year Covers

Mills Farm's homeowners association fee runs approximately **\$1,375 per year** (\$114.58/month). For that fee, residents get a genuinely comprehensive amenity package.

### What's Included

**Swimming Pool and Aquatic Center:** A well-maintained community pool that serves as the social center of the neighborhood during summer months. The pool complex typically includes lap lanes, recreational swimming, and an area for younger children.

**Trail System:** Connected walking and running trails throughout Mills Farm. The trail network is extensive enough to be a daily-use amenity — not just a decorative ribbon of asphalt around the perimeter.

**Parks and Greenspace:** Multiple pocket parks and maintained greenspace throughout the community. This is what gives Mills Farm its "room to breathe" feel compared to communities where the HOA money went into a gate rather than usable space.

**Community Events and Programming:** The HOA actively organizes community events — seasonal activities, neighborhood gatherings, and programming that builds the social fabric most buyers are looking for when they choose a community rather than a subdivision.

**Common Area Maintenance:** Landscaping, entrance maintenance, signage, and the upkeep that keeps Mills Farm looking the way it does on the day you move in for years after.

## What's Not Included

Individual lot maintenance is the homeowner's responsibility. No gated entry, no private club. If you want either, Hallbrook is your move. If you want the best amenity-to-cost ratio in Blue Valley's midrange luxury tier, Mills Farm is hard to beat.

# School Guide — Timber Creek to Blue Valley Southwest

Every home in Mills Farm feeds into **Blue Valley Unified School District — USD 229.**

## The Feeder Pattern

Level	School
Elementary	Timber Creek Elementary
Middle School	Harmony Middle School
High School	Blue Valley Southwest High School

## Timber Creek Elementary

Timber Creek is a strong Blue Valley elementary with an engaged parent community and the academic programming that defines the district. Families who've come through Timber Creek describe it as a genuine neighborhood school — teachers who know students individually, active parent involvement, and smooth transitions into Harmony Middle School.

## Harmony Middle School

Harmony serves grades 6–8 and feeds directly into Blue Valley Southwest. The consistent cohort through elementary, middle, and high school is one of Blue Valley's notable advantages — students

arrive at high school with established peer networks rather than starting over.

## Blue Valley Southwest High School

BVSW is one of Blue Valley USD 229's premier high schools — rigorous, competitive, and consistently producing strong college placement results. Like all Blue Valley high schools, BVSW benefits from the district's extraordinary resource allocation and its position as one of the top-funded public school districts in Kansas.

**District highlights:** 51 National Merit Finalists in 2026, the most of any Kansas district. Strong AP catalog. Competitive athletics and arts programs.

## The School Value Premium

Homes in Blue Valley consistently sell at a 5–10% premium over comparable homes outside the district. For Mills Farm buyers, this premium is baked into the purchase price — and it's also a long-term value hedge. Demand from Blue Valley-seeking families isn't going away.

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## Builder Profiles — Braklow, Covenant, James Engle

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Mills Farm was built by three primary builders. Here's what each brought to the community — relevant both for buyers purchasing resale homes and for understanding the quality tier.

### Braklow Custom Homes

Braklow is a true custom builder — designed for buyers who want specific architecture and aren't interested in a catalog.

**Specialty:** High-end custom builds with architectural distinction. Braklow homes in Mills Farm tend toward the upper price tier — \$900K to \$1.2M+ — and are recognizable for their exterior character and interior craftsmanship.

**What to look for on resale:** Braklow homes hold their value well and often attract buyers who specifically want something that doesn't look like its neighbors. Finishes and structural details are typically above the production builder standard.

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## Covenant Homes

Covenant sits in the semi-custom tier — more flexibility than a production builder, more accessible than full custom.

**Specialty:** Quality-focused builds with meaningful buyer input on design selections. Covenant homes in Mills Farm span a broad price range: \$700K to \$1M+, depending on lot, plan, and selections.

**What to look for on resale:** Covenant homes are generally well-built with a consistent quality tier. Upgrades and lot positions matter significantly for resale positioning.

## James Engle Custom Homes

James Engle rounds out Mills Farm's builder mix with a reputation for craftsmanship and attention to detail at a competitive price point.

**Specialty:** Semi-custom homes with strong design-build capability. James Engle homes in Mills Farm typically run from the high \$600s into the \$900K range.

**What to look for on resale:** James Engle homes are well-regarded by buyers familiar with the builder. Less name recognition than Braklow among first-time luxury buyers, but comparable quality when purchased with the right options.

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## The Streets Where Prices Held Best

Within Mills Farm, not all streets are equal — and the difference between the right lot on the right street and a comparable home in a less desirable position can be \$50,000–\$100,000 in resale value.

*What drives price performance within Mills Farm:*

**Trail and greenspace backing:** Homes backing to the trail system or maintained greenspace consistently outperform comparable homes on standard lots. No rear neighbor is a premium that buyers persistently value.

**Cul-de-sac positions:** Reduced through-traffic and often larger effective lot space. Cul-de-sac homes in Mills Farm have historically sold faster and closer to ask than interior street positions.

**Pool and amenity proximity:** Close enough to walk, far enough not to hear the noise — the sweet spot. Homes within a 5-minute walk of the pool without being directly adjacent tend to show the best value retention.

**Specific streets:** I track sales data at the street level within Mills Farm and can give you a specific read on which streets are performing best in the current market. This is the kind of hyperlocal intelligence that general market reports don't provide — ask me about it directly.

## Commute Guide

Mills Farm's western Overland Park location provides practical access to the metro's major employment corridors.

Destination	Estimated Drive Time
T-Mobile US HQ (Overland Park)	20–28 minutes
Garmin HQ (Olathe)	15–22 minutes
Sprint/T-Mobile campus	20–28 minutes
Country Club Plaza (Kansas City, MO)	25–35 minutes
UMKC / KU Medical Center	28–38 minutes
Downtown Kansas City, MO	35–45 minutes
Johnson County Airport (OJC)	20–28 minutes

## Lifestyle Map — Within 10 Minutes of Mills Farm

**Dining:** The 135th Street corridor and the Overland Park Farmers Market area offer strong dining options within 10 minutes. The 159th Street Bluhawk development has been adding restaurant and retail options to the south.

**Trails and outdoor:** The Indian Creek Trail System — one of Johnson County's most-used trail networks — is accessible within a short drive. Heritage Park's athletic fields and lake access are

nearby.

**Retail and services:** Major retail at 135th and Metcalf. Whole Foods, major grocery options, medical, and professional services all within the immediate corridor.

**Schools:** In addition to the Mills Farm feeder, the BVSU campus itself is well-located for student commutes — short and predictable.

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## Work With Tara Williams — Your Next Step

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*Tara Williams | Chic Luxury Homes*

Johnson County Luxury Real Estate Specialist

Mills Farm is one of the most data-driven communities in Johnson County to buy or sell in — the per-square-foot fluctuation alone is enough to confuse buyers who rely on aggregated market stats. I specialize in street-level intelligence that general reports don't capture.

**For buyers:** Let's start with a consultation about what you actually need — lot position, builder preference, school priority — before we look at a single listing.

**For sellers:** The -14% price-per-square-foot YoY figure is the kind of number that scares sellers who don't understand what's driving it. I'll give you a specific, comparable-based analysis of what your home is actually worth in this market.

*Free 30-minute consultation:*

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■ [chicluxuryhomes.com/communities/mills-farm](http://chicluxuryhomes.com/communities/mills-farm)

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*Market data sourced from Johnson County Appraiser, Redfin, and local MLS. All data should be independently verified. School assignments should be confirmed with Blue Valley USD 229.*

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## Ready to Talk? Let's Connect.

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I specialize in Sundance Ridge, Lionsgate, Mills Farm, Mission Ranch, and luxury communities throughout south Overland Park. Whether you're buying new construction, selling your current home, or just starting your research — I'm happy to talk.

**Schedule a free 30-minute consultation** — no pressure, no pitch. Just a direct conversation about your goals.

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