
The Mission Ranch Market Insider Report

What's Really Happening to Home Values in Mission Ranch Right Now

Prepared by Tara Williams | Chic Luxury Homes

Updated: 2026



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Last 90-Day Sold Data — Mission Ranch and 66224

The most useful real estate data isn't the median price from six months ago. It's what homes in your specific neighborhood actually closed for in the last 90 days — on the streets you'd consider living on, for homes that are actually comparable to what you're buying or selling.

Here's the current picture for Mission Ranch and the broader 66224 zip code.

What's Selling

Mission Ranch sits in Overland Park's 66224 zip code — one of the most consistently in-demand zip codes in the Kansas City metro. The 66224 corridor has been absorbing significant buyer interest from multiple directions simultaneously:

Organic local demand: Families moving up within Johnson County who want Blue Valley USD 229 school assignments and the amenity profile that comes with a community like Mission Ranch.

Relocation buyers: The 66224 zip code has appeared on metro-area "best neighborhoods" lists that reach relocation buyers from Chicago, Dallas, Houston, and the coasts. Search volume for 66224 is up 22–40% year-over-year — one of the strongest search growth indicators in Johnson County.

Mission Ranch specifically: The community is approaching the end of its new construction cycle. As new inventory tightens, buyer attention is shifting to resale — which historically produces appreciation as buyers compete for a finite pool.

90-Day Snapshot

Metric	Mission Ranch / 66224	Johnson County
Median sold price	Market-rate luxury tier	Varies significantly by area
Active listings	Tightening — new construction winding down	1.7 months supply county-wide
Days on market	Competitive for correctly priced homes	53 days average
List-to-sale ratio	At or near county 97.4% for well-priced homes	97.4%
Search volume trend	+22–40% YoY	Varies

Note: Specific 90-day sold data is available on request — I run comparables for individual addresses and provide a personalized report at no cost.

Days on Market, List-to-Sale Ratio, and Price Per Square Foot

These three numbers tell you more about a market's real health than any single price figure.

Days on Market

Johnson County's current average is **53 days on market**, up 26% year-over-year. For Mission Ranch specifically, correctly priced homes — particularly those in the sweet spot of the community's price range — are performing at or below the county average.

What this means for buyers: You have more time to be deliberate than the market of 2021–2022 allowed. Use it. Tour the community thoroughly, understand the HOA, verify school assignments, and model the commute before you commit.

What this means for sellers: The 26% increase in DOM is a signal about overpriced listings, not the market overall. Homes priced accurately based on comparable sales are still moving. The market is penalizing overpricing more quickly than it did 18 months ago.

List-to-Sale Ratio

Johnson County's **97.4% list-to-sale ratio** means buyers aren't finding dramatic negotiating room — homes are closing near asking price. In Mission Ranch, where correctly priced inventory is limited and demand is building from the end of new construction, this ratio may run even tighter for desirable homes.

Buyer implication: Don't expect to lowball your way into Mission Ranch. The data doesn't support it for well-positioned homes.

Seller implication: A 97.4% ratio means if you price right, you close right. If you overprice by 5%, you're not just losing 5% — you're accumulating DOM that signals weakness and eventually leads to a larger price reduction.

Price Per Square Foot

Price per square foot in Mission Ranch varies significantly based on:

- **Lot position:** Backing to greenspace, ponds, or the community's natural features commands \$15–\$30/sqft premium over standard lots
- **Builder and finishes:** Homes with premium finishes and architectural distinction outperform base-level production builds
- **Age and condition:** Newer construction with current finishes trades at a higher \$/sqft than 10-year-old builds without updates
- **Street position:** Cul-de-sac and low-traffic positions consistently outperform through-street locations

Blue Valley USD 229 School Guide

Every home in Mission Ranch is assigned to **Blue Valley Unified School District — USD 229**, the highest-performing public school district in Kansas and one of the top-ranked public districts in the country.

The Feeder Pattern

Level	School
Elementary	Heartland Elementary / Aubry Bend Middle (varies by address)
Middle School	Aubry Bend Middle School
High School	Blue Valley High School (BVHS)

School assignments in Johnson County are address-specific. Verify your exact feeder for any specific Mission Ranch address directly with Blue Valley USD 229 before closing.

Blue Valley High School

Mission Ranch's high school assignment — Blue Valley High School — is the district's flagship campus. BVHS carries decades of academic achievement and a national reputation that consistently impresses families relocating from other states.

2026 highlights:

- 51 National Merit Finalists — most of any district in Kansas
- Strong AP and IB programs with documented high pass rates
- Competitive athletics, fine arts, debate, and robotics at the state level
- College placement results that compete with any public school in the metro

Why School Quality Drives Mission Ranch Values

The consistent demand for Blue Valley school assignments is the most durable value driver in Johnson County real estate. Homes in Blue Valley communities trade at a sustained 5–10% premium over comparable homes outside the district. That premium doesn't evaporate in soft markets — it compresses slightly, then recovers, because the underlying demand (families who want this school district) doesn't go away.

For Mission Ranch buyers, the Blue Valley assignment is both a quality-of-life guarantee and a long-term investment hedge. For sellers, it's the single strongest talking point in any listing — because buyers who are specifically searching for Blue Valley USD 229 will find your home and will pay for the assignment.

What's Changing in Blue Valley

Blue Valley USD 229 continues to invest in its physical infrastructure — new school construction, technology upgrades, and program expansion. The district's long-term planning positions it to maintain its ranking and resource level even as the student population grows. For buyers evaluating Mission Ranch over a 5–10 year horizon, the school district's trajectory is upward.

HOA Breakdown — What Mission Ranch Residents Pay and Get

Mission Ranch's homeowners association delivers a community amenity package that punches above its fee tier.

Current HOA Structure

Mission Ranch HOA fees run approximately **\$800–\$1,200/year** depending on section and specific address within the community. This places it in the mid-range of Johnson County luxury community HOA costs.

What's Included

Swimming Pool Complex: A well-maintained community pool that serves as Mission Ranch's social anchor during warm months. The pool complex is maintained to the standard you'd expect from a community at this price point.

Trails and Greenspace: The trail network throughout Mission Ranch is one of its most-used amenities. Connected walking and running trails with access to the community's natural areas — genuinely usable, not just cosmetic.

Parks and Recreational Spaces: Multiple parks and green areas distributed through the community. Kids play spaces, open lawns, and recreational areas that make the community feel spacious rather than dense.

Tennis and Sport Courts: Court facilities for residents — part of the active-lifestyle amenity profile that defines Mission Ranch's community character.

Community Events: An active HOA that organizes neighborhood events, seasonal programming, and the kind of community-building activities that create the social fabric buyers are looking for when

they choose a planned community.

Common Area Maintenance: The maintenance infrastructure that keeps the community looking the way it did on move-in day — landscaping, entrance features, signage, and shared spaces.

HOA Governance

Mission Ranch's HOA is professionally managed. For buyers who've had negative experiences with poorly run HOAs, Mission Ranch's management structure is worth verifying — ask for the most recent meeting minutes and annual budget as part of your due diligence.

Neighborhood Comparison — Mission Ranch vs. Leawood vs. Blue Valley/Harmony

Mission Ranch buyers are almost always cross-shopping. Here's the honest comparison.

Mission Ranch vs. Leawood (Broadly)

Leawood is one of the most prestigious addresses in the Kansas City metro — but it covers a wide range of communities, prices, and lifestyles. The relevant comparison depends on which part of Leawood you're considering.

Factor	Mission Ranch	Leawood (comparable tier)
Price range	Midrange luxury tier	Varies widely; can run higher
School district	Blue Valley USD 229	Blue Valley or Shawnee Mission (varies)
HOA amenities	Pool, trails, courts, parks	Varies by community
New construction availability	Limited — winding down	Varies
Community character	Planned, family-focused	Varies by section

Bottom line: Buyers who specifically need Blue Valley USD 229 and prefer Leawood's prestige address need to verify school assignments carefully — not all Leawood addresses are in Blue Valley. Mission Ranch delivers confirmed Blue Valley assignment with a more predictable HOA structure.

Mission Ranch vs. Blue Valley/Harmony

The Harmony area communities at the far south end of Overland Park represent a comparable demographic and price point.

Factor	Mission Ranch	Blue Valley/Harmony area
Location	Central Overland Park (66224)	South Overland Park / Stilwell corridor
School district	Blue Valley USD 229	Blue Valley USD 229
Commute	More central	Longer for most north-of-135th employers
Community maturity	More established	Mix of established and developing
Price range	Comparable	Can skew lower in newer phases

Bottom line: Mission Ranch's central 66224 location gives it a commute advantage for most Johnson County employers. Buyers who prioritize minimizing drive time to T-Mobile, Garmin, and the Overland Park corporate corridor will generally prefer Mission Ranch's positioning.

The Competitive Reality

Mission Ranch's competition score — based on buyer demand vs. available inventory — is among the lowest in Johnson County luxury. That means buyers have less competition for Mission Ranch homes than they would in more heated markets. But with new construction inventory tightening, that competitive advantage is narrowing. The window for low-competition purchasing may not last through the year.

What Would My Home Sell For Today?

This is the question I get most from Mission Ranch homeowners who've been watching the market.

The honest answer: Automated estimates (Zestimates, Redfin estimates) are significantly less accurate in Mission Ranch than in larger, more uniform markets. Here's why:

- **Lot position variability:** A home backing to greenspace and a home on a standard interior lot in the same phase aren't comparably priced — but automated systems often treat them identically.
- **Finish level differences:** Homes with upgraded kitchens, extended outdoor living, and premium finishes don't get adequately valued by algorithms that don't tour.
- **Limited comparable sales:** In a community that hasn't turned over a large volume of homes recently, comparables are thin — and thin comparable sets produce wide estimate ranges that aren't useful.

What I do instead: I pull the actual closed sales in Mission Ranch and the 66224 zip code from the last 90 days, adjust for lot position, finish level, and days on market, and give you a real number with a real basis. It takes about a week, it's free, and it's the number I'd price your home at if you hired me to sell it.

If you're a Mission Ranch homeowner who's been curious about what you'd actually net — not what Zillow says — reach out. No commitment required.

159th Corridor Development — What's Coming and Why It Matters

The 159th Street corridor is one of the most important development stories in southern Johnson County — and it directly affects Mission Ranch's lifestyle value and long-term appreciation trajectory.

Bluhawk at 159th

The Bluhawk mixed-use development is the anchor story. This major retail and dining destination at 159th and Quivira has been steadily adding tenants and expanding its footprint. For Mission Ranch residents, Bluhawk represents the kind of walkable (or short-drive) retail that used to require a significant commute.

Current and incoming: Restaurant options, fitness, specialty retail, and service businesses are filling out the development. Residents who bought in Mission Ranch five years ago have watched the nearby amenity base meaningfully expand — and that trend is continuing.

Why This Matters for Home Values

Retail and dining development adjacent to residential communities is one of the most reliable value drivers in suburban real estate. The mechanism is simple: buyers want to live near things. When "near things" improves, demand for nearby homes improves. The 159th corridor buildout is a multi-year tailwind for Mission Ranch property values that isn't fully reflected in current prices.

Other 159th Corridor Activity

Beyond Bluhawk, the 159th corridor is seeing:

- **Infrastructure investment:** Road improvements and capacity upgrades that make the corridor more accessible and reduce congestion
- **Mixed-use additions:** Smaller retail nodes filling in alongside the major developments
- **Healthcare and professional services:** The kind of everyday-use amenities that matter for residents' quality of life

For buyers evaluating Mission Ranch over a 5–7 year horizon, the 159th corridor is the single most important external variable to understand. What the corridor looks like in 2030 will be materially better than what it looks like today — and Mission Ranch buyers who buy now will capture that appreciation.

Work With Tara Williams — Your Next Step

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Johnson County Luxury Real Estate Specialist

Mission Ranch is one of the most data-nuanced communities in Johnson County to buy or sell in. The combination of tightening new construction inventory, strong search volume growth, Blue Valley school assignments, and the 159th corridor development story creates a specific window of opportunity that won't look the same in 18 months.

For buyers: I track Mission Ranch inventory at the street level. I know which lots back to the best greenspace, which sections have the strongest resale history, and when correctly priced inventory hits the market before it goes public. Let's talk before you start touring.

For sellers: I offer a free, personalized home value analysis — comparable-based, specific to your address, lot, and condition. Not an algorithm. A real number you can make decisions with.

Schedule a free 30-minute consultation:

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Market data sourced from Johnson County Appraiser, Redfin, and local MLS. All data should be independently verified. School assignments must be confirmed directly with Blue Valley USD 229 for specific addresses. HOA figures are estimates — verify before closing.

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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