



South Central Kansas MLS

## South Central Kansas MLS

170 W. Dewey, Wichita, KS 67202

[www.sckrealtors.com](http://www.sckrealtors.com)

February 14, 2019

### South Central Kansas MLS Releases Home Sales Figures for January 2019

Homes sales in South Central Kansas fell by 7.9% in January compared to the prior year. Sales in January 2019 totaled 551 units, down from 598 in 2018.

Among existing homes, 507 units sold in January, a decrease of 8.0% from 551 units that sold in 2018. The average sale price of existing homes was \$145,612. This represents an increase of 5.8% from the January 2018 average price of \$137,691.

For new construction, 44 sales occurred in January, down from 47 units the prior year, a decrease of 6.4%. The average sale price of new homes in January was \$272,529, down 13.6% from the same period last year.

A total of 728 contracts for sale were written in January 2019, down from 741 in January 2018. This is a decrease of 1.8%. Contracts written during the month reflect, in part, sales that are set to close in the near future.

The inventory of active listings in South Central Kansas stood at 2,102 units at the end of January, which is down from 2,147 homes that were on the market at the end of January last year. At the current rate of sales, this figure represents 2.4 months' supply of homes on the market.

For questions and/or comments, please contact South Central Kansas MLS President Dwyn Thudium at [dwynt@crownthree.com](mailto:dwynt@crownthree.com).



## MARKET OVERVIEW >>

### South Central Kansas Home Sales Fell in January

Total home sales in South Central Kansas fell last month to 551 units, compared to 598 units in January 2018. Total sales volume was \$85.8 million, down from a year earlier.

The median sale price in January was \$140,000, up from \$126,500 a year earlier. Homes that sold in January were typically on the market for 33 days and sold for 98.3% of their list prices.

### South Central Kansas Active Listings Down at End of January

The total number of active listings in South Central Kansas at the end of January was 2,102 units, down from 2,147 at the same point in 2018. This represents a 2.4 months' supply of homes available for sale. The median list price of homes on the market at the end of January was \$184,900.

During January, a total of 728 contracts were written down from 741 in January 2018. At the end of the month, there were 980 contracts pending, compared to 970 at the end of January 2018.

### Your Association Working for You!

The South Central Kansas MLS statistical reports are one of the many benefits you receive from being a member of the REALTORS® of South Central Kansas. Through a partnership with the Kansas Association of REALTORS®, we will send you these reports each month to help you better serve your clients and promote your business.

Entire MLS System				
Current Month		January		
Summary Statistics		2019	2018	Change
Home Sales		551	598	-7.9%
Active Listings		2,102	2,147	-2.1%
Months' Supply		2.4	2.5	-0.5%
New Listings		886	919	-3.6%
Contracts Written		728	741	-1.8%
Pending Contracts		980	970	1.0%
Sales Volume (1,000s)		85,816	90,693	-5.4%
Average	Sale Price	155,747	151,661	2.7%
	List Price of Actives	244,933	219,491	11.6%
	Days on Market	57	51	11.3%
	Percent of List	97.2%	97.2%	0.0%
	Percent of Original	94.4%	94.3%	0.1%
Median	Sale Price	140,000	126,500	10.7%
	List Price of Actives	184,900	168,248	9.9%
	Days on Market	33	30	10.0%
	Percent of List	98.3%	98.8%	-0.5%
	Percent of Original	96.3%	96.8%	-0.5%

## REPORT CONTENTS >>

- [Three-Year Comparisons](#) – Page 2
- [Year-to-Date Statistics](#) – Page 3
- [Closed Listings Analysis](#) – Page 4
- [Active Listings Analysis](#) – Page 8
- [Months' Supply Analysis](#) – Page 12
- [New Listings Analysis](#) – Page 13
- [Contracts Written Analysis](#) – Page 16
- [Pending Contracts Analysis](#) – Page 20



# JANUARY 2019 >>

## SOUTH CENTRAL KANSAS MLS STATISTICS



South Central Kansas MLS

### THREE-YEAR COMPARISONS

#### SUMMARY >>

BREAKDOWNS BY HOME TYPE  
ENTIRE MLS SYSTEM  
AS OF 2/8/2019

January MLS Statistics		2019			2018			2017			
By Property Type		Total	Existing	New	Total	Existing	New	Total	Existing	New	
Home Sales		551	507	44	598	551	47	571	528	43	
	Change from prior year	-7.9%	-8.0%	-6.4%	4.7%	4.4%	9.3%	5.2%	5.2%	4.9%	
Active Listings		2,102	1,798	304	2,147	1,851	296	2,254	1,997	257	
	Change from prior year	-2.1%	-2.9%	2.7%	-4.7%	-7.3%	15.2%	-9.8%	-11.4%	4.0%	
Months' Supply		2.4	2.2	4.9	2.5	2.3	5.2	2.6	2.5	4.2	
	Change from prior year	-0.5%	-0.6%	-4.8%	-5.7%	-8.7%	22.2%	-15.4%	-16.4%	-13.7%	
New Listings		886	812	74	919	842	77	926	827	99	
	Change from prior year	-3.6%	-3.6%	-3.9%	-0.8%	1.8%	-22.2%	4.3%	1.3%	37.5%	
Contracts Written		728	690	38	741	681	60	673	611	62	
	Change from prior year	-1.8%	1.3%	-36.7%	10.1%	11.5%	-3.2%	-4.3%	-5.6%	10.7%	
Pending Contracts		980	848	132	970	819	151	957	874	83	
	Change from prior year	1.0%	3.5%	-12.6%	1.4%	-6.3%	81.9%	-7.4%	-7.3%	-8.8%	
Sales Volume (1,000s)		85,816	73,825	11,991	90,693	75,868	14,826	87,066	74,637	12,429	
	Change from prior year	-5.4%	-2.7%	-19.1%	4.2%	1.6%	19.3%	4.6%	5.9%	-2.6%	
Average	Sale Price	155,747	145,612	272,529	151,661	137,691	315,440	152,481	141,358	289,054	
		Change from prior year	2.7%	5.8%	-13.6%	-0.5%	-2.6%	9.1%	-0.5%	0.7%	-7.2%
	List Price of Actives	244,933	230,395	329,437	219,491	205,167	306,069	211,527	197,758	317,235	
		Change from prior year	11.6%	12.3%	7.6%	3.8%	3.7%	-3.5%	4.8%	4.9%	-1.7%
	Days on Market	57	53	94	51	48	81	60	59	80	
		Change from prior year	11.4%	10.7%	15.9%	-15.3%	-17.5%	2.2%	-5.1%	-3.0%	-20.7%
	Percent of List	97.2%	96.7%	102.4%	97.2%	96.7%	102.0%	96.0%	95.5%	102.2%	
	Change from prior year	0.0%	0.0%	0.4%	1.2%	1.3%	-0.2%	-0.4%	-0.5%	0.3%	
	Percent of Original	94.4%	93.6%	103.7%	94.3%	93.6%	102.9%	93.3%	92.5%	102.5%	
	Change from prior year	0.1%	0.0%	0.7%	1.1%	1.2%	0.3%	-0.3%	-0.4%	0.1%	
Median	Sale Price	140,000	130,000	266,530	126,500	116,000	264,900	125,000	115,500	263,974	
		Change from prior year	10.7%	12.1%	0.6%	1.2%	0.4%	0.4%	0.0%	0.4%	18.4%
	List Price of Actives	184,900	158,000	291,500	168,248	144,900	277,892	154,900	134,900	269,082	
		Change from prior year	9.9%	9.0%	4.9%	8.6%	7.4%	3.3%	12.7%	8.5%	5.7%
	Days on Market	33	33	46	30	30	18	34	36	3	
		Change from prior year	10.0%	10.0%	152.8%	-11.8%	-16.7%	500.0%	-8.1%	-2.7%	-91.9%
	Percent of List	98.3%	97.8%	100.0%	98.8%	98.3%	100.0%	98.1%	97.7%	100.0%	
	Change from prior year	-0.5%	-0.5%	0.0%	0.7%	0.6%	0.0%	-0.1%	-0.2%	0.0%	
	Percent of Original	96.3%	95.7%	102.0%	96.8%	96.4%	100.3%	96.4%	95.9%	101.1%	
	Change from prior year	-0.5%	-0.7%	1.6%	0.4%	0.5%	-0.7%	0.2%	0.4%	1.1%	



**JANUARY 2019 >>**

# SOUTH CENTRAL KANSAS MLS STATISTICS



South Central Kansas MLS

## YEAR-TO-DATE STATISTICS

**SUMMARY >>**

**YTD BREAKDOWNS BY HOME TYPE  
ENTIRE MLS SYSTEM  
AS OF 2/8/2019**

Year-to-Date Activity		2019			2018			2017			
By Property Type		Total	Existing	New	Total	Existing	New	Total	Existing	New	
Home Sales		<b>551</b>	<b>507</b>	<b>44</b>	598	551	47	571	528	43	
	Change from prior year	-7.9%	-8.0%	-6.4%	4.7%	4.4%	9.3%	5.2%	5.2%	4.9%	
New Listings		<b>886</b>	<b>812</b>	<b>74</b>	919	842	77	926	827	99	
	Change from prior year	-3.6%	-3.6%	-3.9%	-0.8%	1.8%	-22.2%	4.3%	1.3%	37.5%	
Contracts Written		<b>728</b>	<b>690</b>	<b>38</b>	741	681	60	673	611	62	
	Change from prior year	-1.8%	1.3%	-36.7%	10.1%	11.5%	-3.2%	-4.3%	-5.6%	10.7%	
Sales Volume (1,000s)		<b>85,816</b>	<b>73,825</b>	<b>11,991</b>	90,693	75,868	14,826	87,066	74,637	12,429	
	Change from prior year	-5.4%	-2.7%	-19.1%	4.2%	1.6%	19.3%	4.6%	5.9%	-2.6%	
Average	Sale Price	<b>155,747</b>	<b>145,612</b>	<b>272,529</b>	151,661	137,691	315,440	152,481	141,358	289,054	
		Change from prior year	2.7%	5.8%	-13.6%	-0.5%	-2.6%	9.1%	-0.5%	0.7%	-7.2%
	Days on Market	<b>57</b>	<b>53</b>	<b>94</b>	51	48	81	60	59	80	
		Change from prior year	11.4%	10.7%	15.9%	-15.3%	-17.5%	2.2%	-5.1%	-3.0%	-20.7%
	Percent of List	<b>97.2%</b>	<b>96.7%</b>	<b>102.4%</b>	97.2%	96.7%	102.0%	96.0%	95.5%	102.2%	
	Change from prior year	0.0%	0.0%	0.4%	1.2%	1.3%	-0.2%	-0.4%	-0.5%	0.3%	
	Percent of Original	<b>94.4%</b>	<b>93.6%</b>	<b>103.7%</b>	94.3%	93.6%	102.9%	93.3%	92.5%	102.5%	
	Change from prior year	0.1%	0.0%	0.7%	1.1%	1.2%	0.3%	-0.3%	-0.4%	0.1%	
Median	Sale Price	<b>140,000</b>	<b>130,000</b>	<b>266,530</b>	126,500	116,000	264,900	125,000	115,500	263,974	
		Change from prior year	10.7%	12.1%	0.6%	1.2%	0.4%	0.4%	0.0%	0.4%	18.4%
	Days on Market	<b>33</b>	<b>33</b>	<b>46</b>	30	30	18	34	36	3	
		Change from prior year	10.0%	10.0%	152.8%	-11.8%	-16.7%	500.0%	-8.1%	-2.7%	-91.9%
	Percent of List	<b>98.3%</b>	<b>97.8%</b>	<b>100.0%</b>	98.8%	98.3%	100.0%	98.1%	97.7%	100.0%	
	Change from prior year	-0.5%	-0.5%	0.0%	0.7%	0.6%	0.0%	-0.1%	-0.2%	0.0%	
	Percent of Original	<b>96.3%</b>	<b>95.7%</b>	<b>102.0%</b>	96.8%	96.4%	100.3%	96.4%	95.9%	101.1%	
	Change from prior year	-0.5%	-0.7%	1.6%	0.4%	0.5%	-0.7%	0.2%	0.4%	1.1%	



# JANUARY 2019 >>

## SOUTH CENTRAL KANSAS MLS STATISTICS

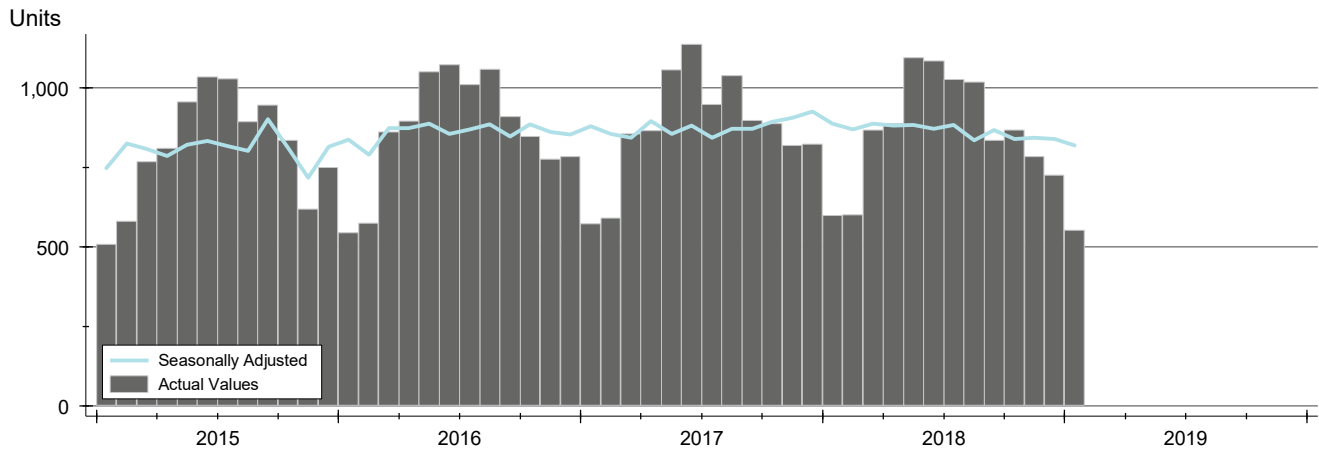


South Central Kansas MLS

### CLOSED LISTINGS ANALYSIS

#### HISTORY >>

ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 2/8/2019



#### SUMMARY >>

Summary Statistics for Closed Listings		January			Year-to-Date		
		2019	2018	Change	2019	2018	Change
Closed Listings		551	598	-7.9%	551	598	-7.9%
Volume (1,000s)		85,816	90,693	-5.4%	85,816	90,693	-5.4%
Average	Sale Price	155,747	151,661	2.7%	155,747	151,661	2.7%
	Days on Market	57	51	11.4%	57	51	11.4%
	Percent of List	97.2%	97.2%	0.0%	97.2%	97.2%	0.0%
	Percent of Original	94.4%	94.3%	0.1%	94.4%	94.3%	0.1%
Median	Sale Price	140,000	126,500	10.7%	140,000	126,500	10.7%
	Days on Market	33	30	10.0%	33	30	10.0%
	Percent of List	98.3%	98.8%	-0.5%	98.3%	98.8%	-0.5%
	Percent of Original	96.3%	96.8%	-0.5%	96.3%	96.8%	-0.5%

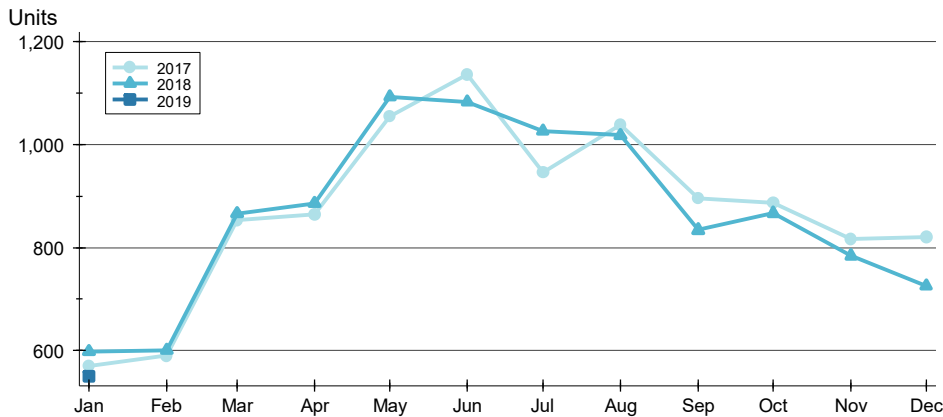
A total of 551 homes sold in South Central Kansas in January, down from 598 units in January 2018. Total sales volume fell to \$85.8 million compared to \$90.7 million in the previous year.

The median sales price in January was \$140,000, up 10.7% compared to the prior year. Median days on market was 33 days, up from 25 days in December, and up from 30 in January 2018.

# CLOSED LISTINGS ANALYSIS

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 2/8/2019**

## BY MONTH >>



Month	2017	2018	2019
January	571	598	551
February	591	601	
March	853	866	
April	864	886	
May	1,055	1,093	
June	1,136	1,083	
July	946	1,026	
August	1,038	1,018	
September	896	834	
October	887	867	
November	817	784	
December	821	726	

## BY PRICE RANGE >>

Price Range	Sales			Sale Price		Days on Market		Price as % of List		Price as % of Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median	Average	Median
Below \$25,000	19	3.4%	330	17,359	18,314	67	64	83.9%	87.7%	72.7%	77.0%
\$25,000-\$49,999	61	11.1%	2,343	38,415	40,000	68	39	92.7%	91.0%	86.5%	89.1%
\$50,000-\$99,999	122	22.1%	9,080	74,429	73,250	48	29	98.0%	98.0%	94.5%	95.8%
\$100,000-\$124,999	43	7.8%	4,757	110,627	111,450	39	31	98.4%	98.5%	95.7%	97.2%
\$125,000-\$149,999	48	8.7%	6,570	136,866	136,000	36	15	97.8%	100.0%	96.6%	97.0%
\$150,000-\$174,999	71	12.9%	11,418	160,816	160,000	50	32	98.3%	99.4%	96.3%	97.5%
\$175,000-\$199,999	36	6.5%	6,653	184,803	182,750	51	29	98.0%	98.9%	97.1%	98.2%
\$200,000-\$249,999	62	11.3%	13,812	222,780	218,950	73	42	98.0%	98.3%	96.4%	96.2%
\$250,000-\$299,999	49	8.9%	13,392	273,297	273,800	82	56	98.9%	99.2%	97.6%	98.7%
\$300,000-\$399,999	23	4.2%	7,778	338,190	330,000	60	12	97.7%	96.9%	96.8%	96.3%
\$400,000-\$499,999	10	1.8%	4,440	443,985	439,950	100	65	100.7%	98.3%	97.4%	96.0%
\$500,000-\$749,999	3	0.5%	1,780	593,333	545,000	68	58	96.6%	96.0%	94.5%	94.1%
\$750,000-\$999,999	4	0.7%	3,464	865,875	861,750	36	15	91.7%	91.7%	91.7%	91.7%
\$1,000,000 and up	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
All price ranges	551	100.0%	85,816	155,747	140,000	57	33	97.2%	98.3%	94.4%	96.3%



# JANUARY 2019 >>

## SOUTH CENTRAL KANSAS MLS STATISTICS

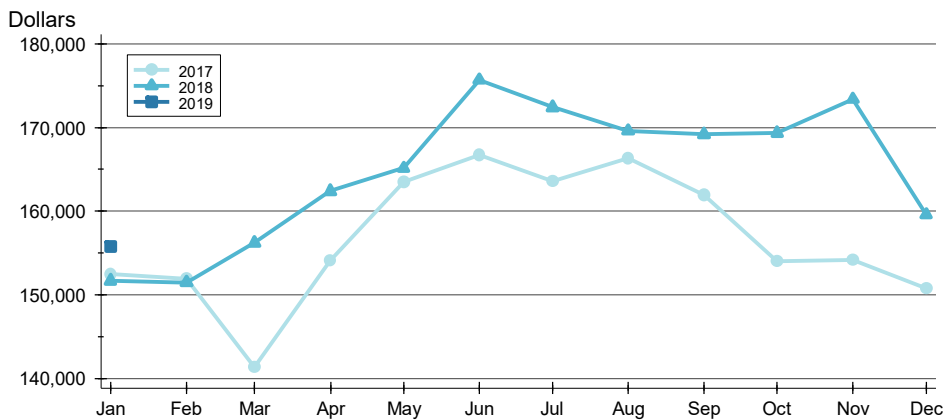


South Central Kansas MLS

### CLOSED LISTINGS ANALYSIS

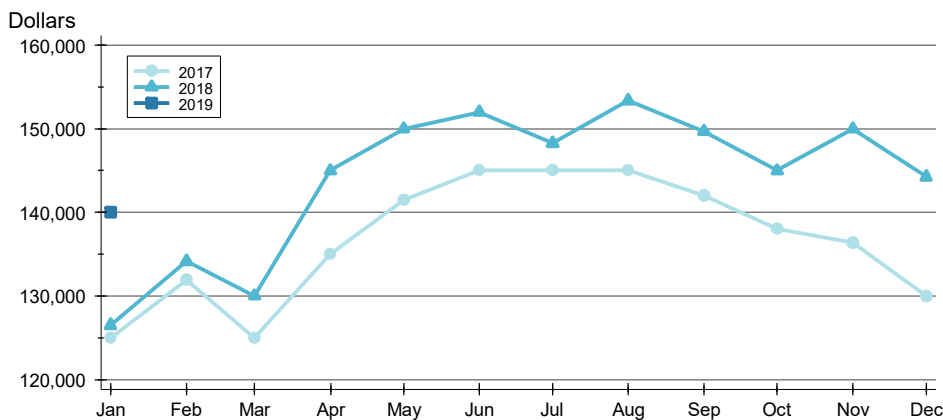
#### AVERAGE PRICE >>

ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 2/8/2019



Month	2017	2018	2019
January	152,481	151,661	155,747
February	151,891	151,459	151,459
March	141,375	156,210	141,375
April	154,073	162,387	162,387
May	163,487	165,156	165,156
June	166,721	175,695	175,695
July	163,608	172,428	172,428
August	166,367	169,620	169,620
September	161,984	169,187	169,187
October	154,015	169,336	169,336
November	154,162	173,367	173,367
December	150,792	159,588	159,588

#### MEDIAN PRICE >>

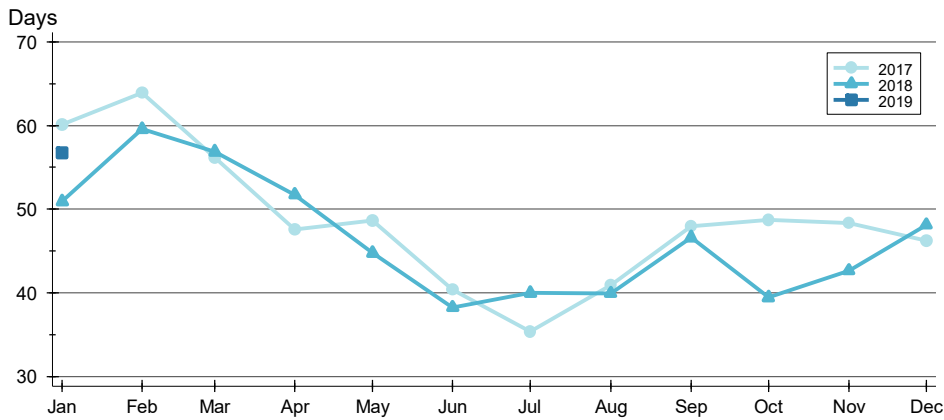


Month	2017	2018	2019
January	125,000	126,500	140,000
February	131,900	134,150	134,150
March	125,000	130,000	125,000
April	135,000	145,000	145,000
May	141,500	150,000	150,000
June	145,000	152,000	152,000
July	145,000	148,250	148,250
August	145,000	153,350	153,350
September	142,000	149,700	149,700
October	138,000	145,000	145,000
November	136,400	150,000	150,000
December	130,000	144,250	144,250

# CLOSED LISTINGS ANALYSIS

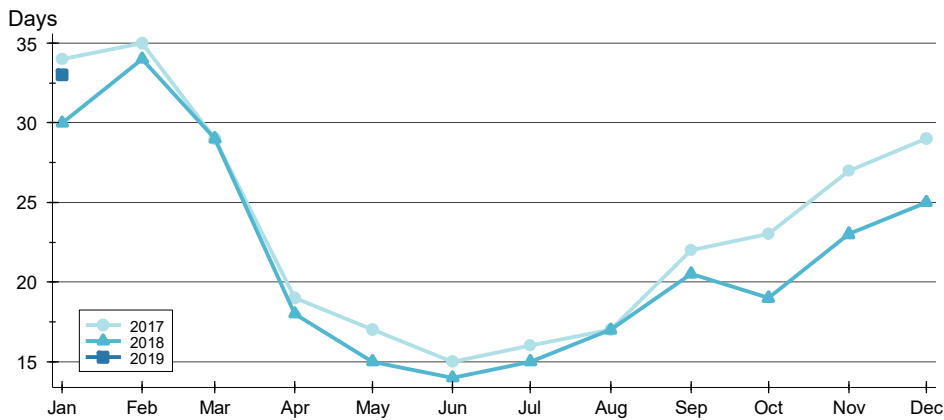
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 2/8/2019**

## AVERAGE DOM >>



Month	2017	2018	2019
January	60	51	57
February	64	60	60
March	56	57	57
April	48	52	52
May	49	45	45
June	40	38	38
July	35	40	40
August	41	40	40
September	48	47	47
October	49	39	39
November	48	43	43
December	46	48	48

## MEDIAN DOM >>

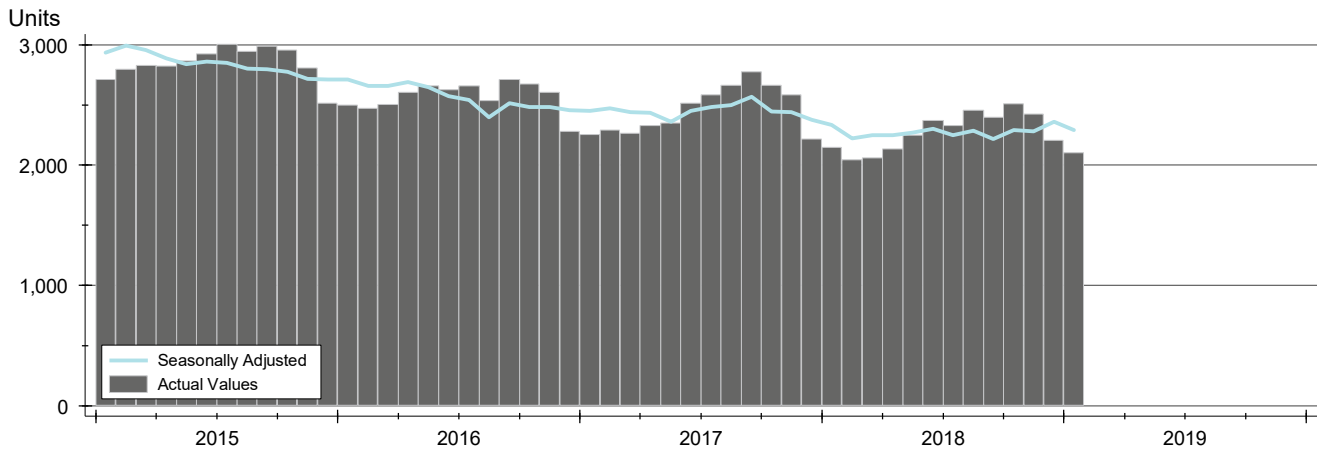


Month	2017	2018	2019
January	34	30	33
February	35	34	34
March	29	29	29
April	19	18	18
May	17	15	15
June	15	14	14
July	16	15	15
August	17	17	17
September	22	21	21
October	23	19	19
November	27	23	23
December	29	25	25

# ACTIVE LISTINGS ANALYSIS

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 2/8/2019**

**HISTORY >>**



**SUMMARY >>**

Summary Statistics for Active Listings		End of January		
		2019	2018	Change
Active Listings		<b>2,102</b>	2,147	-2.1%
Months' Supply		<b>2.4</b>	2.5	-0.5%
Volume (1,000s)		<b>514,849</b>	471,248	9.3%
Average	List Price	<b>244,933</b>	219,491	11.6%
	Days on Market	<b>110</b>	110	0.1%
	Percent of Original	<b>97.5%</b>	97.4%	0.1%
Median	List Price	<b>184,900</b>	168,248	9.9%
	Days on Market	<b>77</b>	78	-1.3%
	Percent of Original	<b>100.0%</b>	100.0%	0.0%

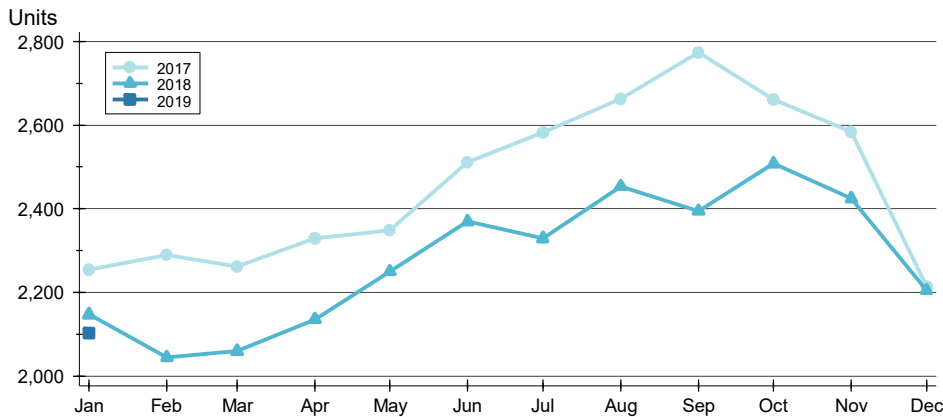
A total of 2,102 homes were available for sale in South Central Kansas at the end of January. This represents a 2.4 months' supply of active listings.

The median list price of homes on the market at the end of January was \$184,900, up 9.9% from 2018. The typical time on market for active listings was 77 days, down from 78 days a year earlier.

# ACTIVE LISTINGS ANALYSIS

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 2/8/2019**

**BY MONTH** >>



Month	2017	2018	2019
January	2,254	2,147	2,102
February	2,289	2,044	
March	2,261	2,059	
April	2,330	2,135	
May	2,348	2,250	
June	2,512	2,369	
July	2,583	2,329	
August	2,663	2,453	
September	2,774	2,395	
October	2,661	2,508	
November	2,584	2,425	
December	2,214	2,205	

**BY PRICE RANGE** >>

Price Range	Active Listings			Months' Supply	List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume		Average	Median	Average	Median	Average	Median
Below \$25,000	59	2.8%	648	3.1	10,976	11,900	130	84	91.3%	100.0%
\$25,000-\$49,999	151	7.2%	5,995	2.5	39,701	40,000	135	86	94.7%	100.0%
\$50,000-\$99,999	391	18.6%	29,075	3.2	74,362	74,900	93	69	96.5%	100.0%
\$100,000-\$124,999	117	5.6%	13,256	2.7	113,302	114,900	86	66	97.7%	100.0%
\$125,000-\$149,999	147	7.0%	20,256	3.1	137,798	137,500	69	53	98.1%	100.0%
\$150,000-\$174,999	120	5.7%	19,687	1.7	164,056	165,000	72	55	98.5%	100.0%
\$175,000-\$199,999	153	7.3%	28,901	4.3	188,898	189,900	95	67	98.4%	100.0%
\$200,000-\$249,999	202	9.6%	45,675	3.3	226,113	225,000	93	65	98.7%	100.0%
\$250,000-\$299,999	202	9.6%	55,650	4.1	275,495	275,000	118	82	99.1%	100.0%
\$300,000-\$399,999	247	11.8%	86,033	10.7	348,310	340,736	129	91	98.7%	100.0%
\$400,000-\$499,999	115	5.5%	52,046	11.5	452,574	449,900	157	110	98.4%	100.0%
\$500,000-\$749,999	88	4.2%	53,367	29.3	606,449	599,450	164	121	97.3%	100.0%
\$750,000-\$999,999	45	2.1%	39,379	11.3	875,094	850,000	158	154	94.8%	98.2%
\$1,000,000 and up	34	1.6%	57,287	N/A	1,684,926	1,480,000	231	202	96.6%	100.0%
All price ranges	2,102	100.0%	514,849	3.8	244,933	184,900	110	77	97.5%	100.0%



**JANUARY 2019 >>**

# SOUTH CENTRAL KANSAS MLS STATISTICS

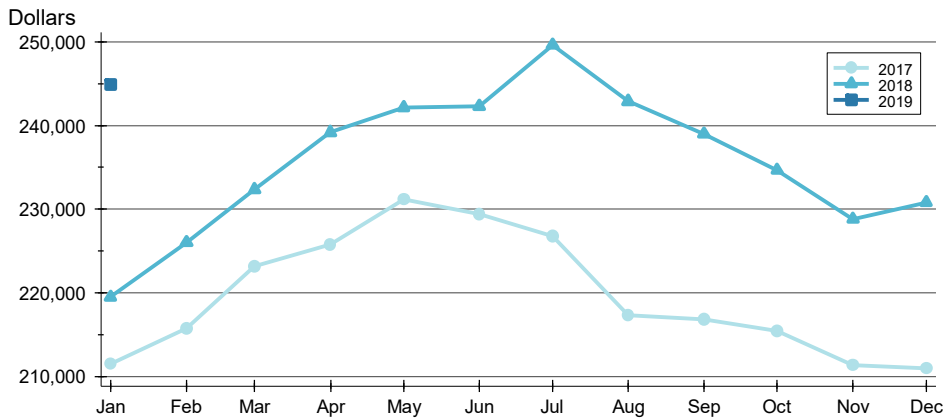


South Central Kansas MLS

## ACTIVE LISTINGS ANALYSIS

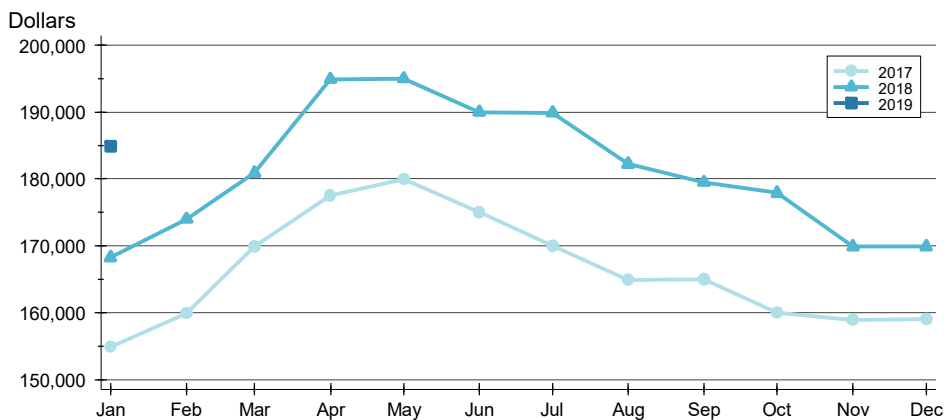
### AVERAGE PRICE >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 2/8/2019**



Month	2017	2018	2019
January	211,527	219,491	244,933
February	215,732	226,018	
March	223,171	232,365	
April	225,771	239,193	
May	231,189	242,156	
June	229,403	242,311	
July	226,760	249,623	
August	217,266	242,880	
September	216,820	238,982	
October	215,409	234,663	
November	211,349	228,794	
December	210,949	230,828	

### MEDIAN PRICE >>



Month	2017	2018	2019
January	154,900	168,248	184,900
February	159,900	174,000	
March	169,900	180,867	
April	177,500	194,900	
May	179,900	195,000	
June	175,000	190,000	
July	170,000	189,900	
August	164,900	182,250	
September	165,000	179,500	
October	160,000	177,900	
November	158,900	169,900	
December	159,000	169,900	



**JANUARY 2019 >>**

# SOUTH CENTRAL KANSAS MLS STATISTICS

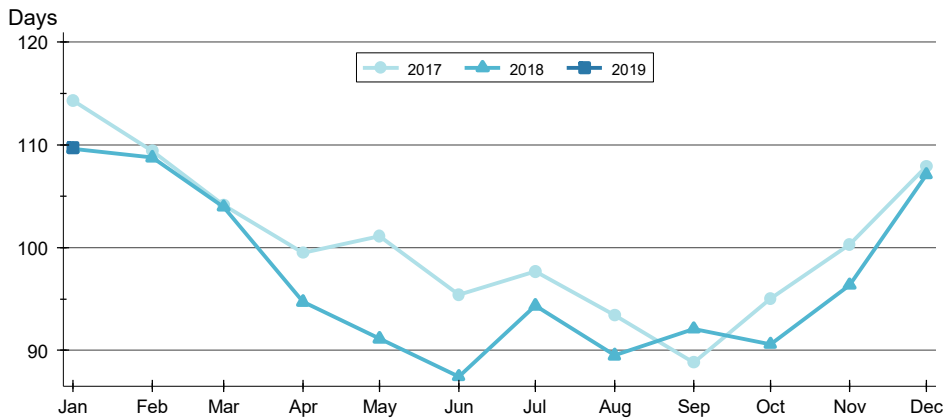


South Central Kansas MLS

## ACTIVE LISTINGS ANALYSIS

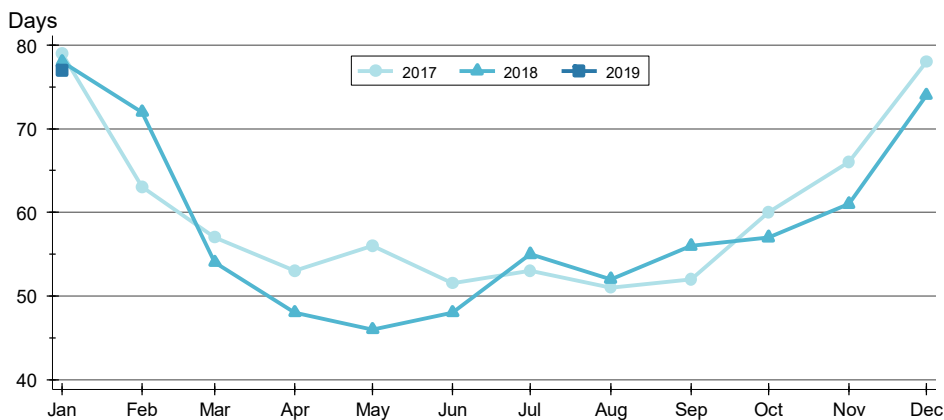
### AVERAGE DOM >>

ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 2/8/2019



Month	2017	2018	2019
January	114	110	110
February	109	109	109
March	104	104	104
April	99	95	95
May	101	91	91
June	95	87	87
July	98	94	94
August	93	90	90
September	89	92	92
October	95	91	91
November	100	96	96
December	108	107	107

### MEDIAN DOM >>

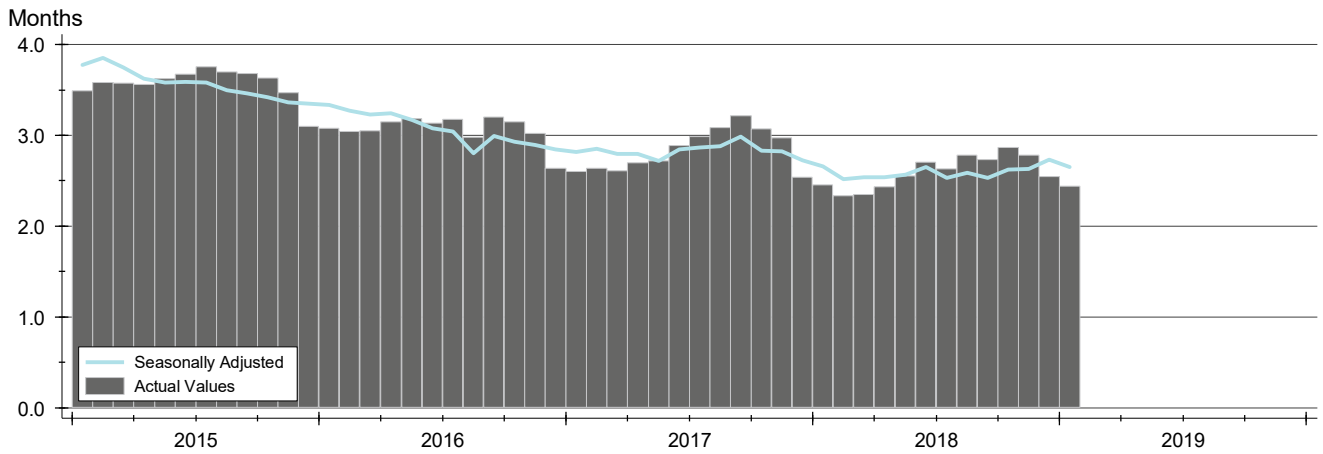


Month	2017	2018	2019
January	79	78	77
February	63	72	72
March	57	54	54
April	53	48	48
May	56	46	46
June	52	48	48
July	53	55	55
August	51	52	52
September	52	56	56
October	60	57	57
November	66	61	61
December	78	74	74

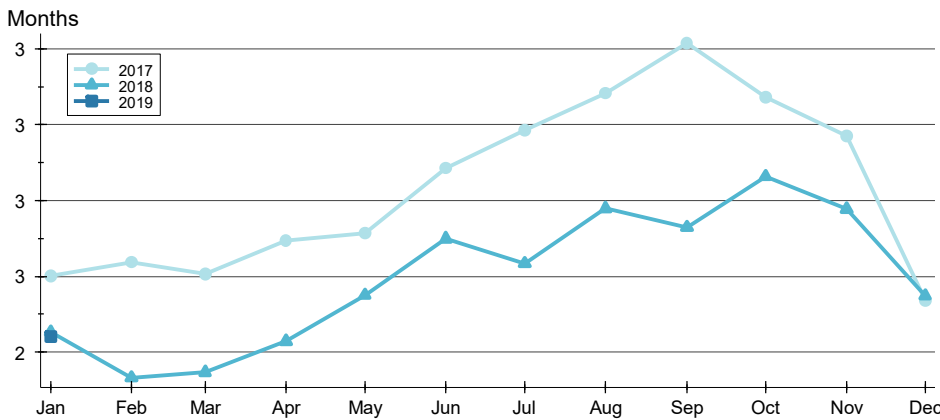
# MONTHS' SUPPLY ANALYSIS

**HISTORY** >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 2/8/2019**



**BY MONTH** >>

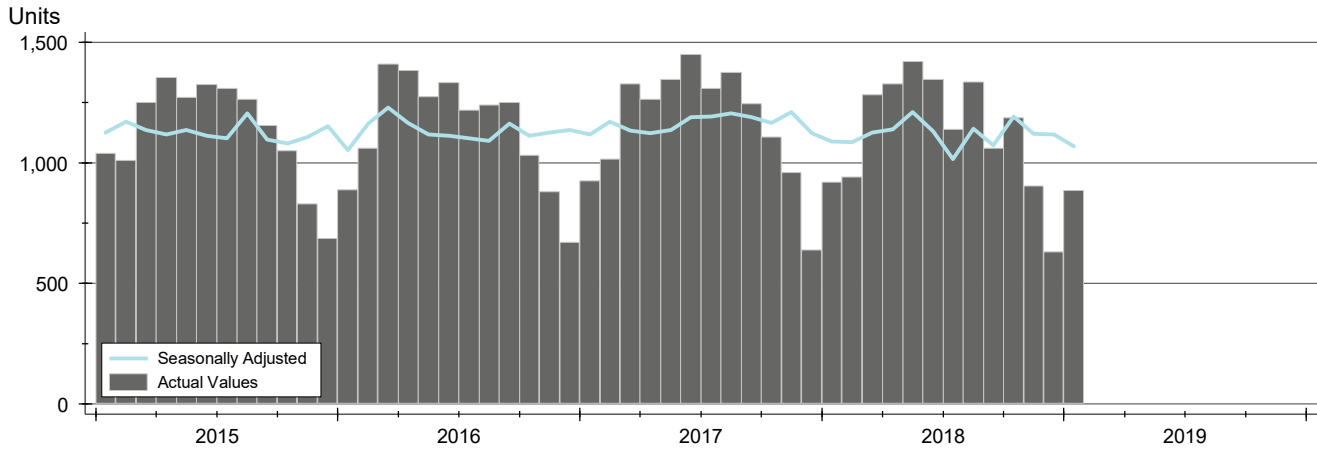


Month	2017	2018	2019
January	2.6	2.5	2.4
February	2.6	2.3	
March	2.6	2.3	
April	2.7	2.4	
May	2.7	2.6	
June	2.9	2.7	
July	3.0	2.6	
August	3.1	2.8	
September	3.2	2.7	
October	3.1	2.9	
November	3.0	2.8	
December	2.5	2.5	

# NEW LISTINGS ANALYSIS

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 2/8/2019**

**HISTORY >>**



**SUMMARY >>**

Summary Statistics for New Listings		January		
		2019	2018	Change
Current Month	New Listings	<b>886</b>	919	-3.6%
	Volume (1,000s)	<b>173,936</b>	167,422	3.9%
	Average List Price	<b>196,316</b>	182,179	7.8%
	Median List Price	<b>159,000</b>	150,000	6.0%
YTD	New Listings	<b>886</b>	919	-3.6%
	Volume (1,000s)	<b>173,936</b>	167,422	3.9%
	Average List Price	<b>196,316</b>	182,179	7.8%
	Median List Price	<b>159,000</b>	150,000	6.0%

A total of 886 new listings were added in South Central Kansas during January, down 3.6% from the same month in 2018.

The median list price of these homes was \$159,000 up from \$150,000 in 2018.



# JANUARY 2019 >>

## SOUTH CENTRAL KANSAS MLS STATISTICS

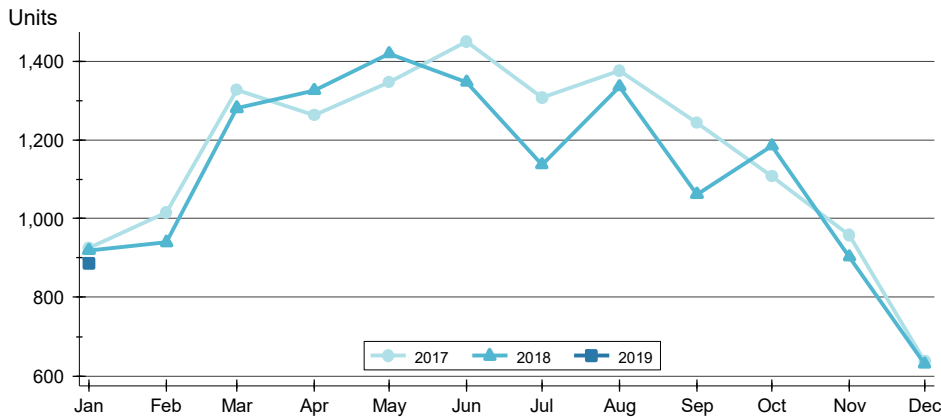


South Central Kansas MLS

### NEW LISTINGS ANALYSIS

#### BY MONTH >>

ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 2/8/2019



Month	2017	2018	2019
January	926	919	886
February	1,016	940	940
March	1,327	1,281	1,281
April	1,263	1,326	1,326
May	1,347	1,419	1,419
June	1,450	1,347	1,347
July	1,308	1,137	1,137
August	1,376	1,336	1,336
September	1,244	1,062	1,062
October	1,107	1,185	1,185
November	959	903	903
December	637	631	631

#### BY PRICE RANGE >>

Price Range	New Listings			List Price	
	Number	Percent	Volume	Average	Median
Below \$25,000	22	2.5%	171	7,787	1,648
\$25,000-\$49,999	49	5.5%	1,991	40,638	41,600
\$50,000-\$99,999	190	21.4%	14,507	76,350	77,450
\$100,000-\$124,999	64	7.2%	7,311	114,234	115,000
\$125,000-\$149,999	76	8.6%	10,546	138,759	139,000
\$150,000-\$174,999	94	10.6%	15,323	163,016	159,960
\$175,000-\$199,999	74	8.4%	13,984	188,978	189,900
\$200,000-\$249,999	92	10.4%	20,704	225,040	225,000
\$250,000-\$299,999	72	8.1%	19,831	275,426	274,950
\$300,000-\$399,999	64	7.2%	22,112	345,496	338,686
\$400,000-\$499,999	27	3.0%	12,050	446,308	449,900
\$500,000-\$749,999	18	2.0%	11,315	628,611	632,000
\$750,000-\$999,999	8	0.9%	7,048	881,038	867,450
\$1,000,000 and up	7	0.8%	11,349	1,621,350	1,480,000
All price ranges	886	100.0%	173,936	196,316	159,000



**JANUARY 2019 >>**

# SOUTH CENTRAL KANSAS MLS STATISTICS

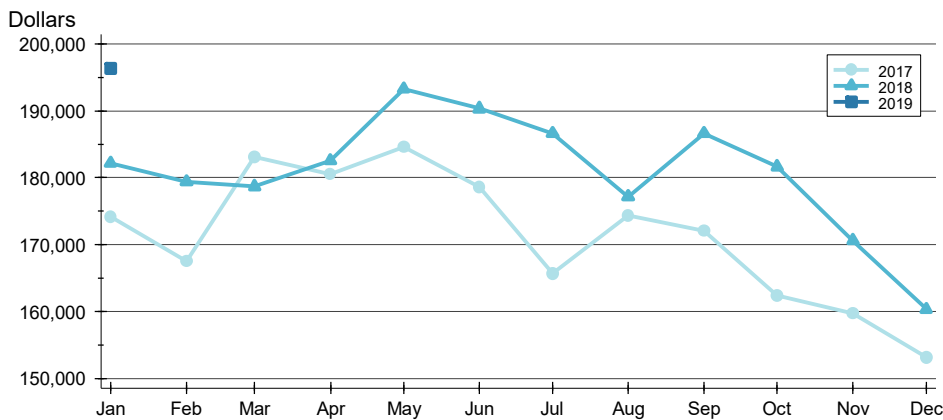


South Central Kansas MLS

## NEW LISTINGS ANALYSIS

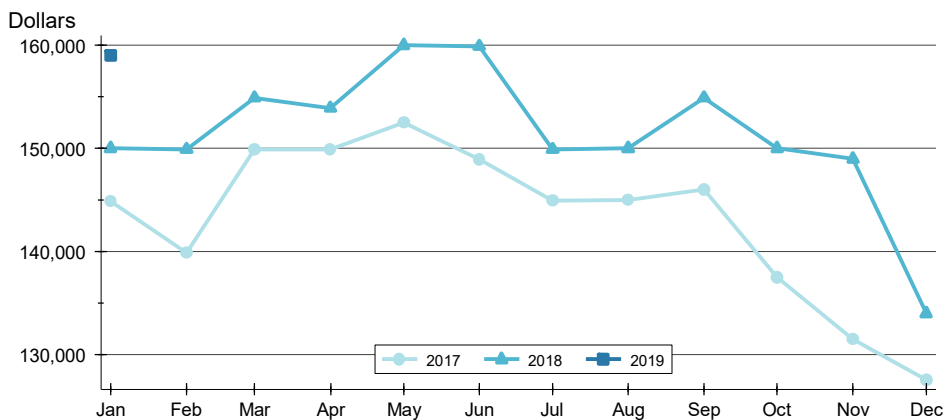
### AVERAGE PRICE >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 2/8/2019**



Month	2017	2018	2019
January	174,160	182,179	196,316
February	167,501	179,394	
March	183,112	178,665	
April	180,530	182,598	
May	184,549	193,258	
June	178,558	190,319	
July	165,716	186,609	
August	174,363	177,185	
September	172,004	186,629	
October	162,387	181,642	
November	159,679	170,637	
December	153,102	160,323	

### MEDIAN PRICE >>



Month	2017	2018	2019
January	144,900	150,000	159,000
February	139,900	149,900	
March	149,900	154,900	
April	149,900	153,900	
May	152,500	160,000	
June	148,950	159,900	
July	144,950	149,900	
August	145,000	150,000	
September	146,000	154,900	
October	137,500	150,000	
November	131,500	149,000	
December	127,600	134,000	



# JANUARY 2019 >>

## SOUTH CENTRAL KANSAS MLS STATISTICS

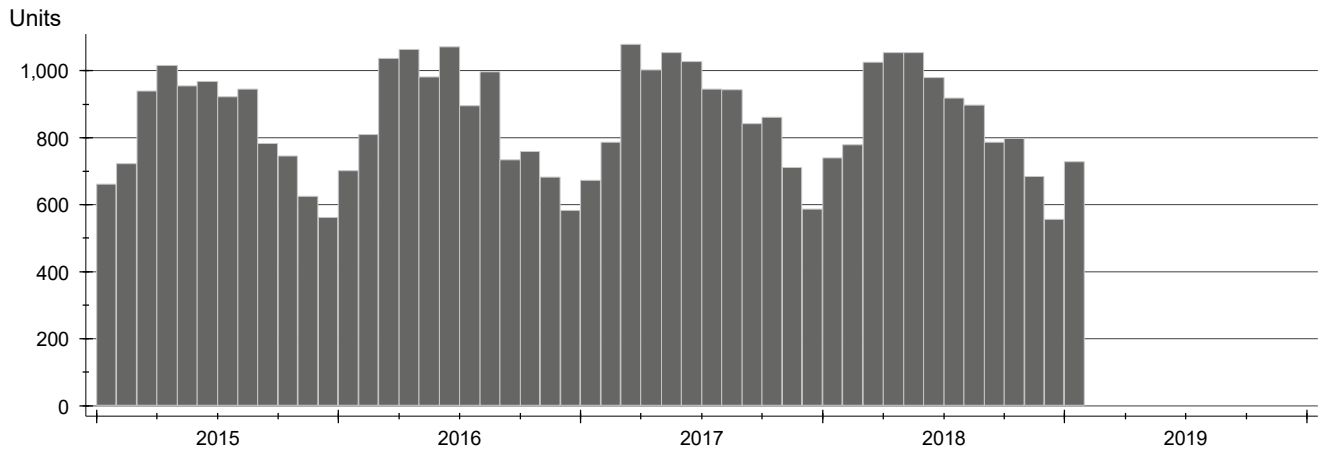


South Central Kansas MLS

### CONTRACTS WRITTEN ANALYSIS

ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 2/8/2019

#### HISTORY >>



#### SUMMARY >>

Summary Statistics for Contracts Written		January			Year-to-Date		
		2019	2018	Change	2019	2018	Change
Closed Listings		<b>728</b>	741	-1.8%	<b>728</b>	741	-1.8%
Volume (1,000s)		<b>116,448</b>	119,357	-2.4%	<b>116,448</b>	119,357	-2.4%
Average	Sale Price	<b>159,956</b>	161,075	-0.7%	<b>159,956</b>	161,075	-0.7%
	Days on Market	<b>60</b>	60	-0.7%	<b>60</b>	60	-0.7%
	Percent of Original	<b>96.4%</b>	95.0%	1.5%	<b>96.4%</b>	95.0%	1.5%
Median	Sale Price	<b>139,900</b>	138,500	1.0%	<b>139,900</b>	138,500	1.0%
	Days on Market	<b>42</b>	33	27.3%	<b>42</b>	33	27.3%
	Percent of Original	<b>100.0%</b>	97.1%	3.0%	<b>100.0%</b>	97.1%	3.0%

A total of 728 contracts for sale were written in South Central Kansas during the month of January, down from 741 in 2018. The median list price of these homes was \$139,900, up from \$138,500 the prior year.

Half of the homes that went under contract in January were on the market less than 42 days, compared to 33 days in January 2018.



# JANUARY 2019 >>

## SOUTH CENTRAL KANSAS MLS STATISTICS

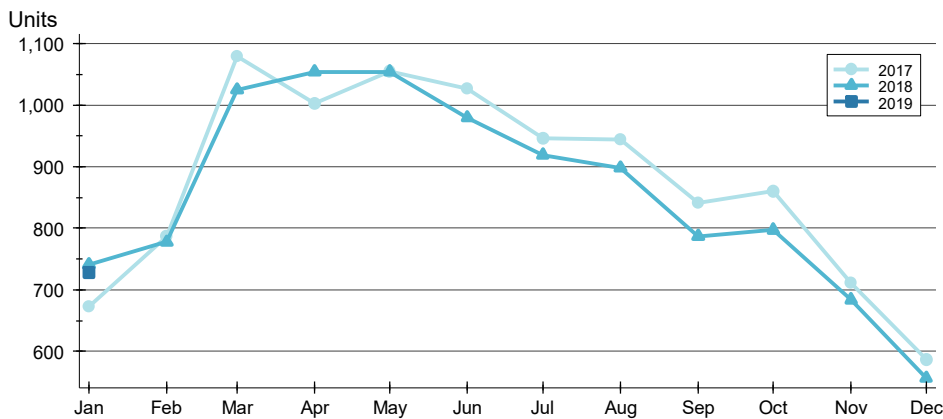


South Central Kansas MLS

### CONTRACTS WRITTEN ANALYSIS

ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 2/8/2019

#### BY MONTH >>



Month	2017	2018	2019
January	673	741	728
February	787	778	778
March	1,079	1,025	1,025
April	1,003	1,054	1,054
May	1,055	1,054	1,054
June	1,027	980	980
July	946	919	919
August	944	898	898
September	841	787	787
October	860	797	797
November	711	684	684
December	587	557	557

#### BY PRICE RANGE >>

Price Range	Contracts Written			List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median
Below \$25,000	12	1.6%	208	17,346	19,900	72	66	80.9%	82.3%
\$25,000-\$49,999	47	6.5%	1,815	38,620	39,500	83	52	89.5%	91.9%
\$50,000-\$99,999	183	25.1%	13,894	75,924	76,900	51	27	96.2%	100.0%
\$100,000-\$124,999	76	10.4%	8,691	114,349	115,450	43	34	97.9%	100.0%
\$125,000-\$149,999	80	11.0%	11,130	139,131	139,900	54	53	97.6%	100.0%
\$150,000-\$174,999	93	12.8%	15,169	163,105	162,000	43	29	98.0%	100.0%
\$175,000-\$199,999	72	9.9%	13,530	187,915	189,900	65	45	97.8%	100.0%
\$200,000-\$249,999	62	8.5%	13,818	222,868	219,950	73	55	97.2%	100.0%
\$250,000-\$299,999	39	5.4%	10,738	275,321	277,274	78	67	96.4%	100.0%
\$300,000-\$399,999	35	4.8%	11,932	340,920	326,895	88	48	96.1%	100.0%
\$400,000-\$499,999	10	1.4%	4,494	449,352	444,450	93	95	97.8%	100.0%
\$500,000-\$749,999	11	1.5%	7,026	638,701	620,000	93	82	99.4%	100.0%
\$750,000-\$999,999	4	0.5%	3,364	841,000	850,000	82	85	99.8%	100.0%
\$1,000,000 and up	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
All price ranges	728	100.0%	116,448	159,956	139,900	60	42	96.4%	100.0%



**JANUARY 2019 >>**

# SOUTH CENTRAL KANSAS MLS STATISTICS

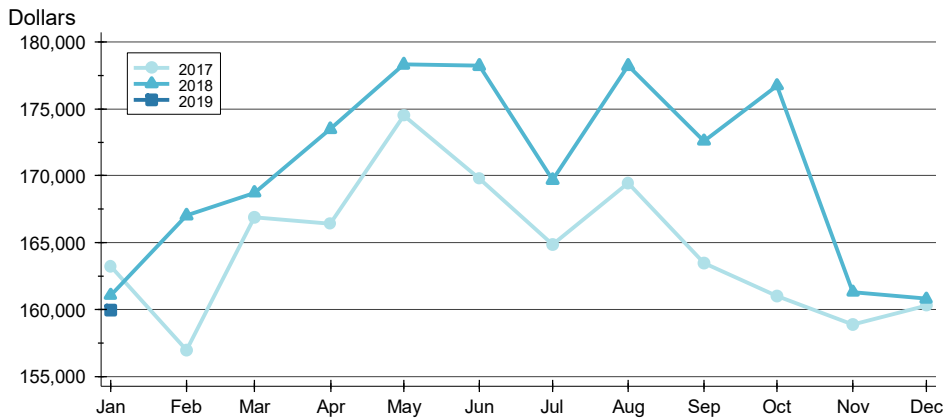


South Central Kansas MLS

## CONTRACTS WRITTEN ANALYSIS

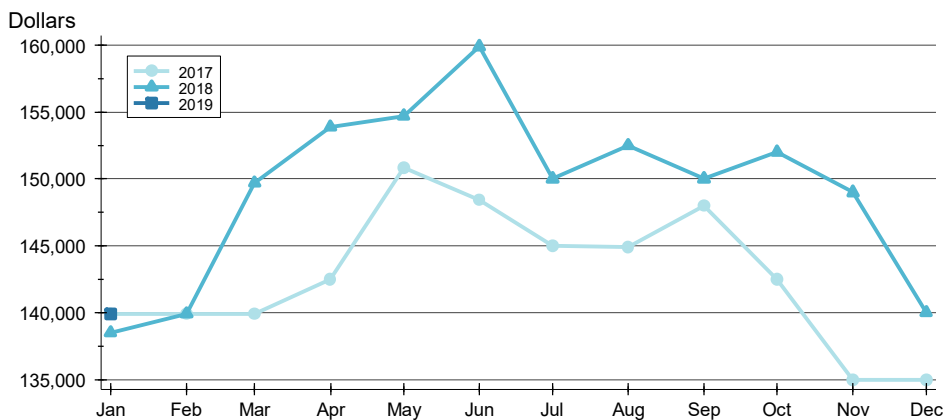
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 2/8/2019**

### AVERAGE PRICE >>



Month	2017	2018	2019
January	163,213	161,075	159,956
February	156,975	167,014	
March	166,903	168,727	
April	166,385	173,485	
May	174,525	178,296	
June	169,773	178,198	
July	164,863	169,673	
August	169,454	178,210	
September	163,452	172,577	
October	161,008	176,745	
November	158,872	161,311	
December	160,270	160,787	

### MEDIAN PRICE >>

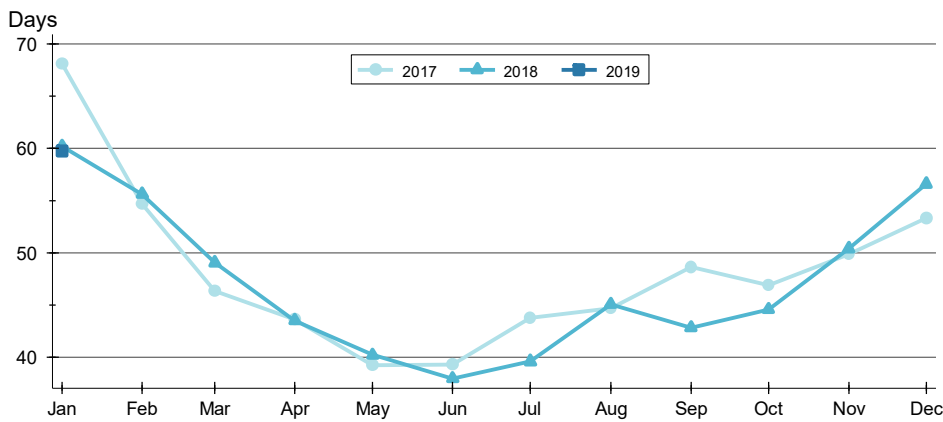


Month	2017	2018	2019
January	139,900	138,500	139,900
February	139,900	139,900	
March	139,900	149,700	
April	142,500	153,900	
May	150,863	154,700	
June	148,450	159,900	
July	145,000	150,000	
August	144,900	152,500	
September	148,000	150,000	
October	142,500	152,000	
November	135,000	149,000	
December	135,000	140,000	

# CONTRACTS WRITTEN ANALYSIS

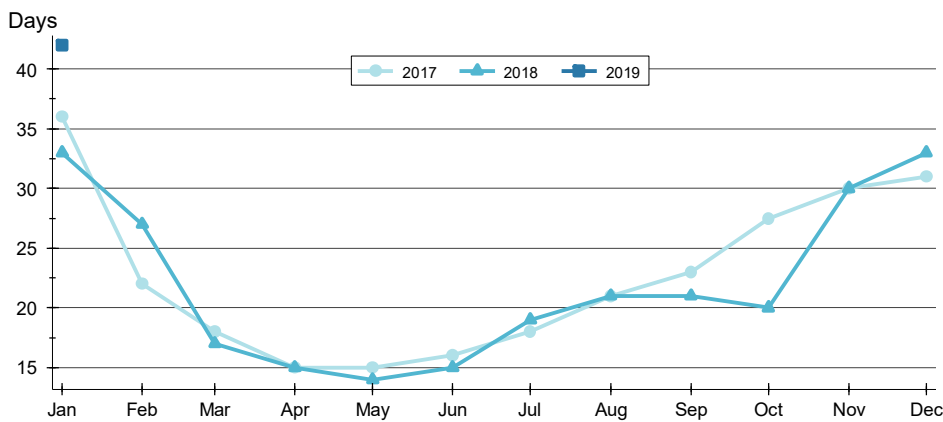
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 2/8/2019**

## AVERAGE DOM >>



Month	2017	2018	2019
January	68	60	60
February	55	56	
March	46	49	
April	44	44	
May	39	40	
June	39	38	
July	44	40	
August	45	45	
September	49	43	
October	47	45	
November	50	50	
December	53	57	

## MEDIAN DOM >>

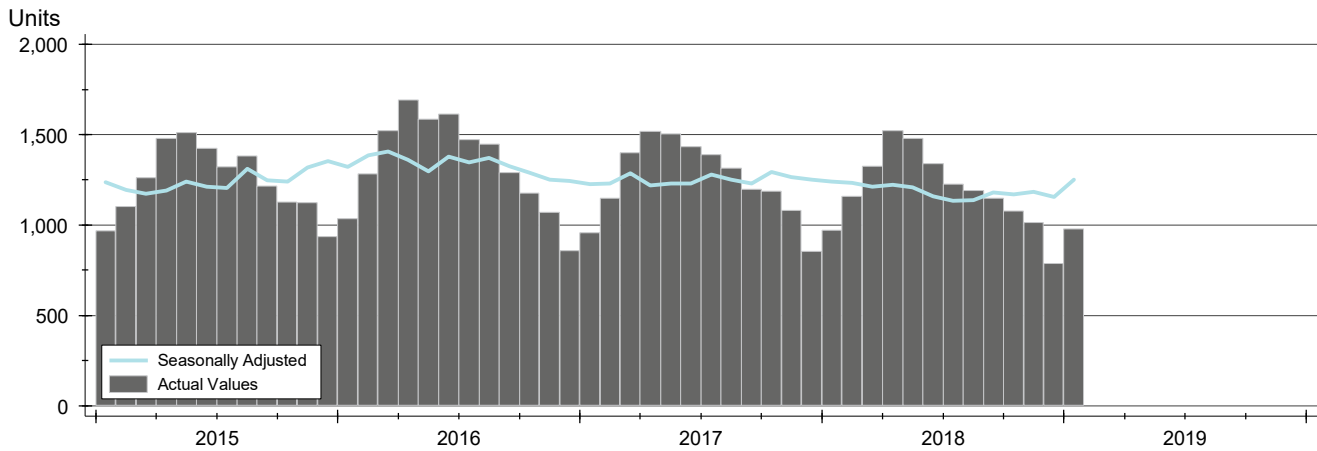


Month	2017	2018	2019
January	36	33	42
February	22	27	
March	18	17	
April	15	15	
May	15	14	
June	16	15	
July	18	19	
August	21	21	
September	23	21	
October	28	20	
November	30	30	
December	31	33	

# PENDING CONTRACTS ANALYSIS

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 2/8/2019**

**HISTORY >>**



**SUMMARY >>**

Summary Statistics for Active Listings		End of January		
		2019	2018	Change
Active Listings		<b>980</b>	970	1.0%
Volume (1,000s)		<b>174,407</b>	175,147	-0.4%
Average	List Price	<b>177,966</b>	180,564	-1.4%
	Days on Market	<b>56</b>	62	-9.3%
	Percent of Original	<b>97.5%</b>	97.5%	0.0%
Median	List Price	<b>155,000</b>	148,900	4.1%
	Days on Market	<b>31</b>	30	3.3%
	Percent of Original	<b>100.0%</b>	100.0%	0.0%

A total of 980 listings in South Central Kansas had contracts pending at the end of January, up from 970 contracts pending at the end of January 2018.

Pending contracts reflect listings with a contract in place at the end of the month. In contrast, contracts written measures the number of listings put under contract during the month.



# JANUARY 2019 >>

## SOUTH CENTRAL KANSAS MLS STATISTICS

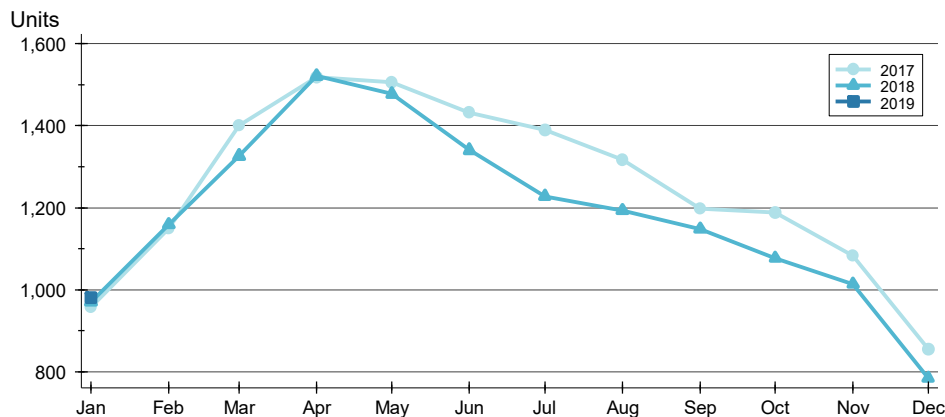


South Central Kansas MLS

### PENDING CONTRACTS ANALYSIS

ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 2/8/2019

#### BY MONTH >>



Month	2017	2018	2019
January	957	970	980
February	1,149	1,159	1,326
March	1,400	1,326	1,518
April	1,518	1,521	1,505
May	1,505	1,477	1,432
June	1,432	1,340	1,390
July	1,390	1,228	1,317
August	1,317	1,193	1,197
September	1,197	1,148	1,188
October	1,188	1,077	1,083
November	1,083	1,014	855
December	855	785	785

#### BY PRICE RANGE >>

Price Range	Contracts Written			List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median
Below \$25,000	10	1.0%	173	17,275	19,550	159	97	82.4%	90.2%
\$25,000-\$49,999	43	4.4%	1,630	37,900	38,900	91	52	91.6%	100.0%
\$50,000-\$99,999	222	22.7%	17,046	76,782	79,250	53	28	97.2%	100.0%
\$100,000-\$124,999	95	9.7%	10,851	114,223	115,000	47	35	98.2%	100.0%
\$125,000-\$149,999	100	10.2%	13,953	139,529	139,900	55	35	97.7%	100.0%
\$150,000-\$174,999	123	12.6%	19,938	162,099	159,900	39	19	98.6%	100.0%
\$175,000-\$199,999	96	9.8%	18,131	188,865	189,900	54	28	97.9%	100.0%
\$200,000-\$249,999	100	10.2%	22,421	224,213	221,450	60	33	98.3%	100.0%
\$250,000-\$299,999	61	6.2%	16,790	275,252	274,900	61	26	97.8%	100.0%
\$300,000-\$399,999	78	8.0%	26,708	342,410	335,968	66	12	98.5%	100.0%
\$400,000-\$499,999	20	2.0%	8,900	445,018	430,597	54	1	99.4%	100.0%
\$500,000-\$749,999	16	1.6%	9,895	618,413	614,450	84	74	99.2%	100.0%
\$750,000-\$999,999	5	0.5%	4,057	811,448	775,000	34	1	100.0%	100.0%
\$1,000,000 and up	2	0.2%	2,312	1,155,859	1,155,859	100	100	100.0%	100.0%
All price ranges	980	100.0%	174,407	177,966	155,000	56	31	97.5%	100.0%



**JANUARY 2019 >>**

# SOUTH CENTRAL KANSAS MLS STATISTICS

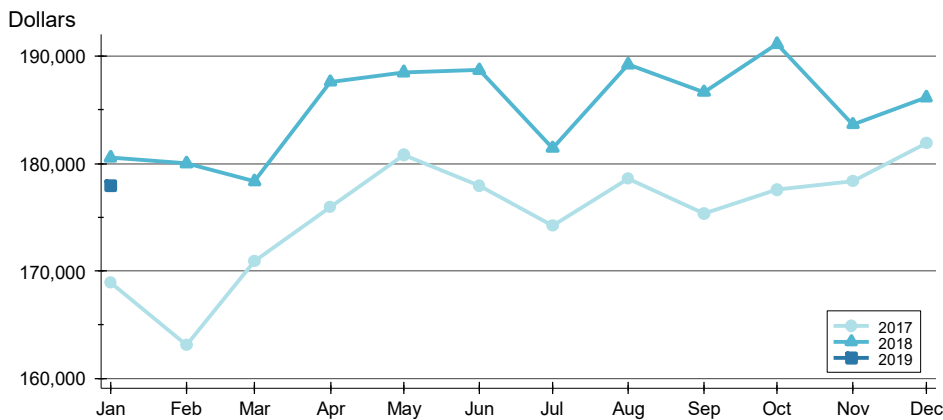


South Central Kansas MLS

## PENDING CONTRACTS ANALYSIS

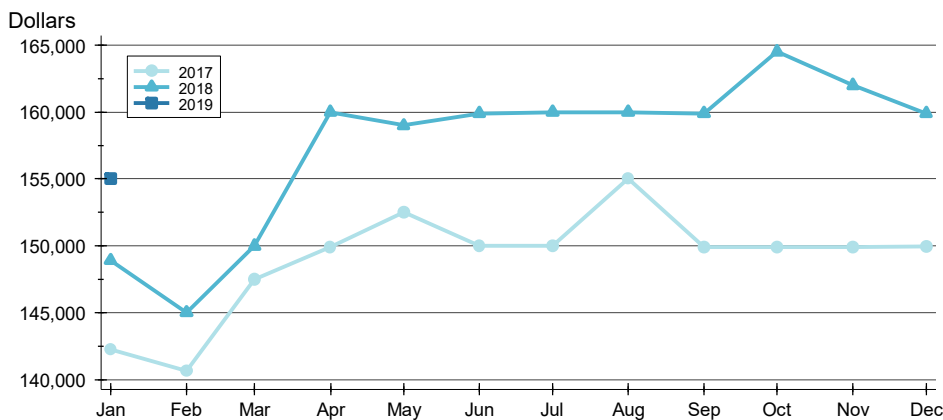
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 2/8/2019**

### AVERAGE PRICE >>



Month	2017	2018	2019
January	168,915	180,564	177,966
February	163,082	180,022	
March	170,903	178,347	
April	175,952	187,633	
May	180,836	188,503	
June	177,943	188,722	
July	174,214	181,440	
August	178,618	189,213	
September	175,363	186,663	
October	177,592	191,150	
November	178,336	183,647	
December	181,887	186,152	

### MEDIAN PRICE >>



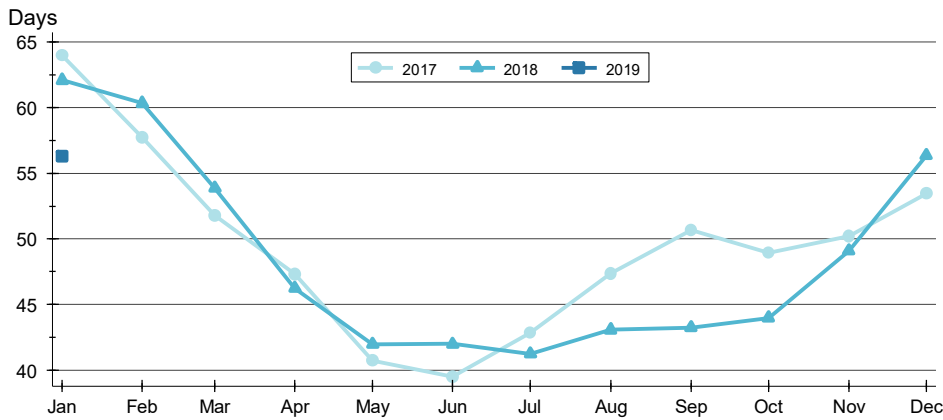
Month	2017	2018	2019
January	142,250	148,900	155,000
February	140,650	145,000	
March	147,500	150,000	
April	149,900	160,000	
May	152,500	159,000	
June	150,000	159,900	
July	150,000	160,000	
August	155,000	160,000	
September	149,900	159,900	
October	149,900	164,500	
November	149,900	162,000	
December	149,950	159,900	



## PENDING CONTRACTS ANALYSIS

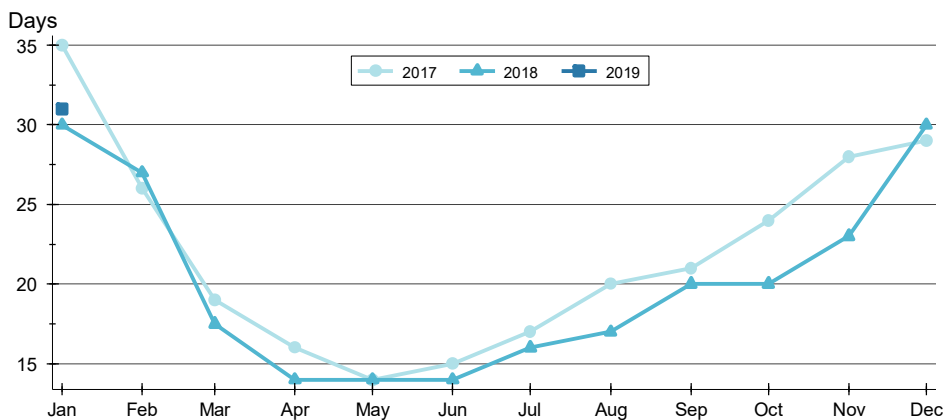
ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 2/8/2019

### AVERAGE DOM >>



Month	2017	2018	2019
January	64	62	56
February	58	60	
March	52	54	
April	47	46	
May	41	42	
June	40	42	
July	43	41	
August	47	43	
September	51	43	
October	49	44	
November	50	49	
December	53	56	

### MEDIAN DOM >>



Month	2017	2018	2019
January	35	30	31
February	26	27	
March	19	18	
April	16	14	
May	14	14	
June	15	14	
July	17	16	
August	20	17	
September	21	20	
October	24	20	
November	28	23	
December	29	30	



South Central Kansas MLS

## South Central Kansas MLS

170 W. Dewey, Wichita, KS 67202

[www.sckrealtors.com](http://www.sckrealtors.com)

March 13, 2019

### South Central Kansas MLS Releases Home Sales Figures for February 2019

Homes sales in South Central Kansas fell by 2.3% in February compared to the prior year. Sales in February 2019 totaled 587 units, down from 601 in 2018.

Among existing homes, 552 units sold in February, a decrease of 1.4% from 560 units that sold in 2018. The average sale price of existing homes was \$147,459. This represents an increase of 4.2% from the February 2018 average price of \$141,495.

For new construction, 35 sales occurred in February, down from 41 units the prior year, a decrease of 14.6%. The average sale price of new homes in February was \$314,674, up 9.4% from the same period last year.

A total of 798 contracts for sale were written in February 2019, up from 778 in February 2018. This is an increase of 2.6%. Contracts written during the month reflect, in part, sales that are set to close in the near future.

The inventory of active listings in South Central Kansas stood at 2,034 units at the end of February, which is down from 2,044 homes that were on the market at the end of February last year. At the current rate of sales, this figure represents 2.4 months' supply of homes on the market.

For questions and/or comments, please contact South Central Kansas MLS President Dwyn Thudium at [dwynt@crownthree.com](mailto:dwynt@crownthree.com).





## MARKET OVERVIEW >>

### South Central Kansas Home Sales Fell in February

Total home sales in South Central Kansas fell last month to 587 units, compared to 601 units in February 2018. Total sales volume was \$92.4 million, up from a year earlier.

The median sale price in February was \$142,000, up from \$134,150 a year earlier. Homes that sold in February were typically on the market for 34 days and sold for 98.7% of their list prices.

### South Central Kansas Active Listings Down at End of February

The total number of active listings in South Central Kansas at the end of February was 2,034 units, down from 2,044 at the same point in 2018. This represents a 2.4 months' supply of homes available for sale. The median list price of homes on the market at the end of February was \$185,000.

During February, a total of 798 contracts were written up from 778 in February 2018. At the end of the month, there were 1,143 contracts pending, compared to 1,159 at the end of February 2018.

### Your Association Working for You!

The South Central Kansas MLS statistical reports are one of the many benefits you receive from being a member of the REALTORS® of South Central Kansas. Through a partnership with the Kansas Association of REALTORS®, we will send you these reports each month to help you better serve your clients and promote your business.

Entire MLS System				
Current Month		February		
Summary Statistics		2019	2018	Change
Home Sales		587	601	-2.3%
Active Listings		2,034	2,044	-0.5%
Months' Supply		2.4	2.3	1.3%
New Listings		857	940	-8.8%
Contracts Written		798	778	2.6%
Pending Contracts		1,143	1,159	-1.4%
Sales Volume (1,000s)		92,411	91,027	1.5%
Average	Sale Price	157,430	151,459	3.9%
	List Price of Actives	246,278	226,018	9.0%
	Days on Market	60	60	0.0%
	Percent of List	97.3%	97.1%	0.2%
	Percent of Original	94.7%	94.5%	0.2%
Median	Sale Price	142,000	134,150	5.9%
	List Price of Actives	185,000	174,000	6.3%
	Days on Market	34	34	0.0%
	Percent of List	98.7%	98.5%	0.3%
	Percent of Original	96.8%	96.5%	0.3%

## REPORT CONTENTS >>

- [Three-Year Comparisons](#) – Page 2
- [Year-to-Date Statistics](#) – Page 3
- [Closed Listings Analysis](#) – Page 4
- [Active Listings Analysis](#) – Page 8
- [Months' Supply Analysis](#) – Page 12
- [New Listings Analysis](#) – Page 13
- [Contracts Written Analysis](#) – Page 16
- [Pending Contracts Analysis](#) – Page 20



# FEBRUARY 2019 >>

# SOUTH CENTRAL KANSAS MLS STATISTICS



South Central Kansas MLS

## THREE-YEAR COMPARISONS

### SUMMARY >>

BREAKDOWNS BY HOME TYPE  
ENTIRE MLS SYSTEM  
AS OF 3/8/2019

February MLS Statistics		2019			2018			2017		
By Property Type		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		<b>587</b>	<b>552</b>	<b>35</b>	601	560	41	591	547	44
Change from prior year		-2.3%	-1.4%	-14.6%	1.7%	2.4%	-6.8%	3.1%	3.0%	4.8%
Active Listings		<b>2,034</b>	<b>1,740</b>	<b>294</b>	2,044	1,776	268	2,289	2,027	262
Change from prior year		-0.5%	-2.0%	9.7%	-10.7%	-12.4%	2.3%	-7.4%	-9.6%	13.4%
Months' Supply		<b>2.4</b>	<b>2.2</b>	<b>4.8</b>	2.3	2.2	4.7	2.6	2.5	4.3
Change from prior year		1.3%	0.4%	1.8%	-11.5%	-13.7%	9.3%	-13.4%	-15.1%	-3.9%
New Listings		<b>857</b>	<b>802</b>	<b>55</b>	940	872	68	1,016	938	78
Change from prior year		-8.8%	-8.0%	-19.1%	-7.5%	-7.0%	-12.8%	-4.2%	-5.3%	13.0%
Contracts Written		<b>798</b>	<b>758</b>	<b>40</b>	778	712	66	787	724	63
Change from prior year		2.6%	6.5%	-39.4%	-1.1%	-1.7%	4.8%	-2.7%	-1.9%	-11.3%
Pending Contracts		<b>1,143</b>	<b>997</b>	<b>146</b>	1,159	999	160	1,149	1,059	90
Change from prior year		-1.4%	-0.2%	-8.7%	0.9%	-5.7%	77.8%	-10.5%	-9.5%	-21.1%
Sales Volume (1,000s)		<b>92,411</b>	<b>81,398</b>	<b>11,014</b>	91,027	79,237	11,790	89,768	76,170	13,597
Change from prior year		1.5%	2.7%	-6.6%	1.4%	4.0%	-13.3%	10.1%	8.3%	20.9%
Average	Sale Price	<b>157,430</b>	<b>147,459</b>	<b>314,674</b>	151,459	141,496	287,551	151,891	139,251	309,031
	Change from prior year	3.9%	4.2%	9.4%	-0.3%	1.6%	-7.0%	6.7%	5.2%	15.4%
	List Price of Actives	<b>246,278</b>	<b>230,619</b>	<b>335,381</b>	226,018	210,475	326,636	215,732	201,316	322,480
	Change from prior year	9.0%	9.6%	2.7%	4.8%	4.5%	1.3%	4.6%	4.2%	-2.0%
	Days on Market	<b>60</b>	<b>58</b>	<b>88</b>	60	55	123	64	63	78
	Change from prior year	0.0%	5.1%	-28.0%	-6.8%	-12.4%	57.1%	-6.3%	-0.9%	-40.0%
Percent of List		<b>97.3%</b>	<b>96.9%</b>	<b>103.5%</b>	97.1%	96.7%	102.6%	96.9%	96.6%	101.0%
	Change from prior year	0.2%	0.2%	0.9%	0.3%	0.2%	1.6%	0.4%	0.4%	0.5%
	Percent of Original	<b>94.7%</b>	<b>94.1%</b>	<b>104.4%</b>	94.5%	93.8%	103.2%	94.3%	93.6%	101.7%
Change from prior year	0.2%	0.3%	1.2%	0.2%	0.2%	1.5%	0.9%	0.9%	1.1%	
Median	Sale Price	<b>142,000</b>	<b>130,500</b>	<b>298,138</b>	134,150	128,625	270,000	131,900	127,500	272,648
	Change from prior year	5.9%	1.5%	10.4%	1.7%	0.9%	-1.0%	10.0%	13.8%	17.0%
	List Price of Actives	<b>185,000</b>	<b>159,000</b>	<b>295,432</b>	174,000	155,000	286,625	159,900	137,000	273,544
	Change from prior year	6.3%	2.6%	3.1%	8.8%	13.1%	4.8%	14.3%	9.7%	6.1%
	Days on Market	<b>34</b>	<b>35</b>	<b>0</b>	34	32	61	35	36	14
	Change from prior year	0.0%	9.4%	-100.0%	-2.9%	-11.1%	335.7%	-22.2%	-16.3%	-83.0%
Percent of List		<b>98.7%</b>	<b>98.4%</b>	<b>101.9%</b>	98.5%	98.2%	100.1%	98.5%	98.3%	100.0%
	Change from prior year	0.3%	0.2%	1.8%	0.0%	-0.1%	0.1%	0.5%	0.7%	0.0%
Percent of Original		<b>96.8%</b>	<b>96.3%</b>	<b>103.0%</b>	96.5%	96.1%	101.7%	96.6%	96.1%	100.0%
Change from prior year		0.3%	0.2%	1.3%	-0.1%	0.0%	1.7%	0.6%	0.6%	0.0%



# FEBRUARY 2019 >>

# SOUTH CENTRAL KANSAS MLS STATISTICS



South Central Kansas MLS

## YEAR-TO-DATE STATISTICS

### SUMMARY >>

YTD BREAKDOWNS BY HOME TYPE  
ENTIRE MLS SYSTEM  
AS OF 3/8/2019

Year-to-Date Activity		2019			2018			2017			
By Property Type		Total	Existing	New	Total	Existing	New	Total	Existing	New	
Home Sales		<b>1,146</b>	<b>1,066</b>	<b>80</b>	1,199	1,111	88	1,162	1,075	87	
	Change from prior year	-4.4%	-4.1%	-9.1%	3.2%	3.3%	1.1%	4.1%	4.1%	4.8%	
New Listings		<b>1,781</b>	<b>1,651</b>	<b>130</b>	1,860	1,715	145	1,942	1,765	177	
	Change from prior year	-4.2%	-3.7%	-10.3%	-4.2%	-2.8%	-18.1%	-0.3%	-2.3%	25.5%	
Contracts Written		<b>1,518</b>	<b>1,434</b>	<b>84</b>	1,519	1,393	126	1,460	1,335	125	
	Change from prior year	-0.1%	2.9%	-33.3%	4.0%	4.3%	0.8%	-3.4%	-3.6%	-1.6%	
Sales Volume (1,000s)		<b>179,834</b>	<b>156,158</b>	<b>23,676</b>	181,720	155,105	26,615	176,834	150,807	26,027	
	Change from prior year	-1.0%	0.7%	-11.0%	2.8%	2.8%	2.3%	7.3%	7.1%	8.4%	
Average	Sale Price	<b>156,923</b>	<b>146,490</b>	<b>295,948</b>	151,560	139,608	302,446	152,181	140,286	299,158	
		Change from prior year	3.5%	4.9%	-2.1%	-0.4%	-0.5%	1.1%	3.0%	2.9%	3.4%
	Days on Market	<b>57</b>	<b>56</b>	<b>75</b>	55	52	101	62	61	79	
		Change from prior year	3.3%	7.9%	-25.9%	-10.9%	-14.9%	27.6%	-5.8%	-1.9%	-31.7%
	Percent of List	<b>97.3%</b>	<b>96.8%</b>	<b>102.8%</b>	97.1%	96.7%	102.2%	96.5%	96.1%	101.6%	
	Change from prior year	0.1%	0.1%	0.6%	0.7%	0.7%	0.7%	0.0%	0.0%	0.4%	
	Percent of Original	<b>94.6%</b>	<b>93.8%</b>	<b>104.0%</b>	94.4%	93.7%	103.0%	93.8%	93.1%	102.1%	
	Change from prior year	0.2%	0.2%	0.9%	0.7%	0.7%	0.9%	0.3%	0.3%	0.6%	
Median	Sale Price	<b>140,000</b>	<b>130,000</b>	<b>270,295</b>	131,700	125,000	267,450	130,000	124,000	267,979	
		Change from prior year	6.3%	4.0%	1.1%	1.3%	0.8%	-0.2%	8.3%	8.8%	16.9%
	Days on Market	<b>33</b>	<b>34</b>	<b>3</b>	31	31	43	35	36	10	
		Change from prior year	6.5%	9.7%	-93.0%	-10.1%	-13.9%	330.0%	-13.8%	-7.7%	-82.1%
	Percent of List	<b>98.5%</b>	<b>98.1%</b>	<b>100.2%</b>	98.6%	98.3%	100.0%	98.3%	98.0%	100.0%	
	Change from prior year	-0.2%	-0.2%	0.2%	0.3%	0.2%	0.0%	0.2%	0.3%	0.0%	
	Percent of Original	<b>96.7%</b>	<b>96.2%</b>	<b>102.2%</b>	96.6%	96.2%	101.3%	96.5%	96.1%	100.3%	
	Change from prior year	0.1%	0.0%	0.8%	0.2%	0.1%	1.1%	0.4%	0.6%	0.3%	



# FEBRUARY 2019 >>

## SOUTH CENTRAL KANSAS MLS STATISTICS

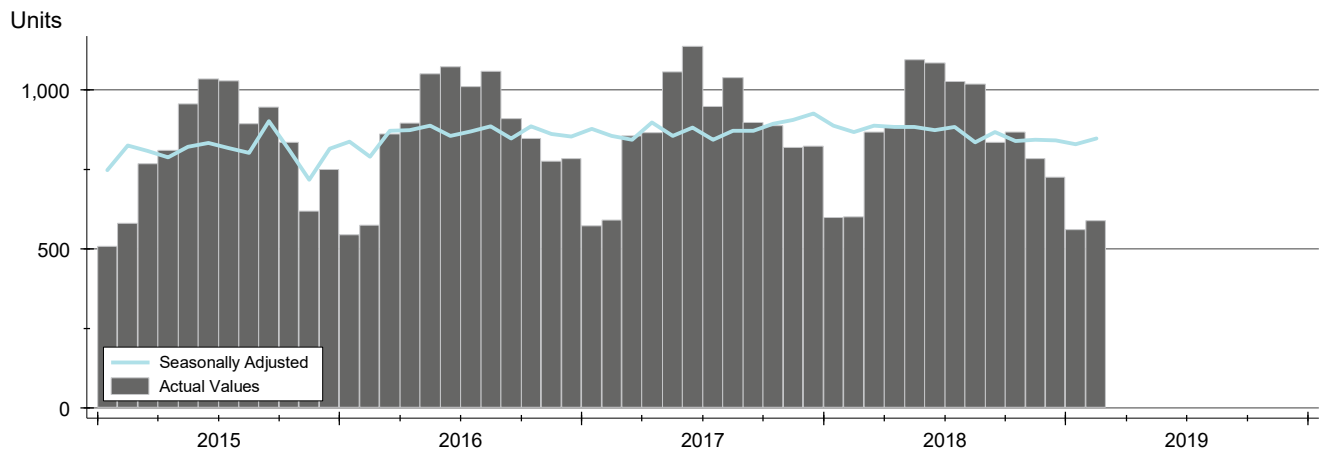


South Central Kansas MLS

### CLOSED LISTINGS ANALYSIS

#### HISTORY >>

ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 3/8/2019



#### SUMMARY >>

Summary Statistics for Closed Listings		February			Year-to-Date		
		2019	2018	Change	2019	2018	Change
Closed Listings		<b>587</b>	601	-2.3%	<b>1,146</b>	1,199	-4.4%
Volume (1,000s)		<b>92,411</b>	91,027	1.5%	<b>179,834</b>	181,720	-1.0%
Average	Sale Price	<b>157,430</b>	151,459	3.9%	<b>156,923</b>	151,560	3.5%
	Days on Market	<b>60</b>	60	0.0%	<b>57</b>	55	3.3%
	Percent of List	<b>97.3%</b>	97.1%	0.2%	<b>97.3%</b>	97.1%	0.1%
	Percent of Original	<b>94.7%</b>	94.5%	0.2%	<b>94.6%</b>	94.4%	0.2%
Median	Sale Price	<b>142,000</b>	134,150	5.9%	<b>140,000</b>	131,700	6.3%
	Days on Market	<b>34</b>	34	0.0%	<b>33</b>	31	6.5%
	Percent of List	<b>98.7%</b>	98.5%	0.3%	<b>98.5%</b>	98.6%	-0.2%
	Percent of Original	<b>96.8%</b>	96.5%	0.3%	<b>96.7%</b>	96.6%	0.1%

A total of 587 homes sold in South Central Kansas in February, down from 601 units in February 2018. Total sales volume rose to \$92.4 million compared to \$91.0 million in the previous year.

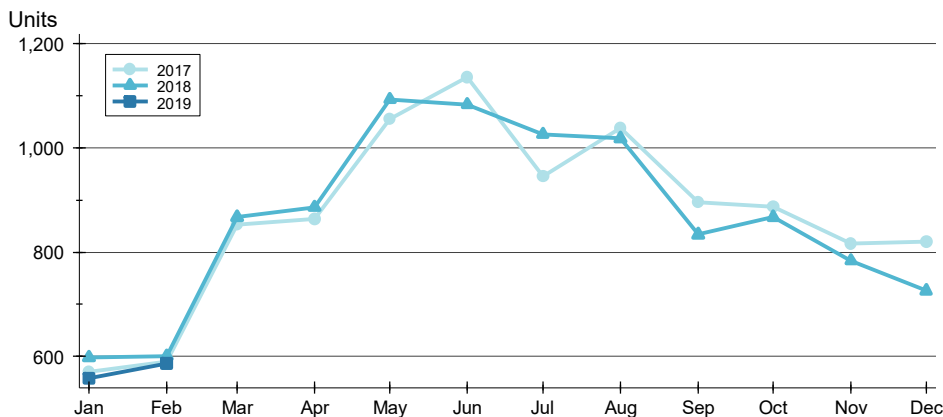
The median sales price in February was \$142,000, up 5.9% compared to the prior year. Median days on market was 34 days, up from 32 days in January, but similar to February 2018.



## CLOSED LISTINGS ANALYSIS

### BY MONTH >>

ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 3/8/2019



Month	2017	2018	2019
January	571	598	559
February	591	601	587
March	853	867	
April	864	886	
May	1,055	1,093	
June	1,136	1,083	
July	946	1,026	
August	1,038	1,018	
September	896	834	
October	887	867	
November	817	784	
December	821	726	

### BY PRICE RANGE >>

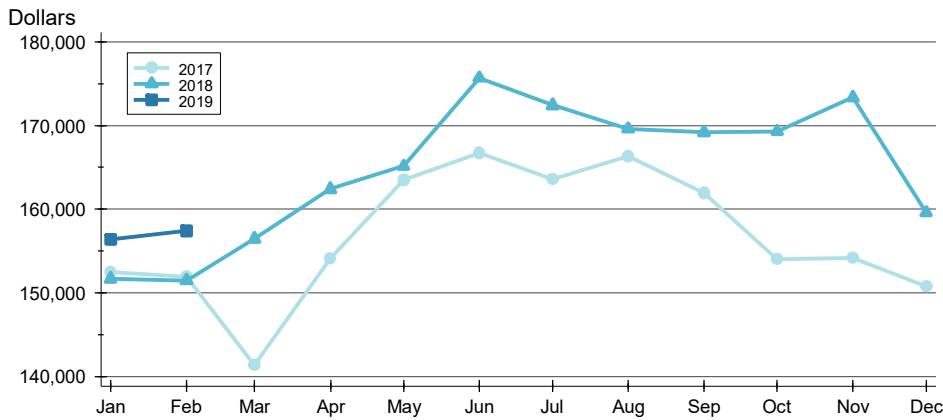
Price Range	Sales			Sale Price		Days on Market		Price as % of List		Price as % of Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median	Average	Median
Below \$25,000	12	2.0%	209	17,410	16,750	122	29	82.0%	76.9%	75.4%	68.8%
\$25,000-\$49,999	48	8.2%	1,791	37,320	36,803	71	40	91.1%	90.3%	85.8%	86.0%
\$50,000-\$99,999	131	22.3%	9,995	76,295	78,900	50	27	97.4%	98.9%	94.7%	96.8%
\$100,000-\$124,999	58	9.9%	6,556	113,037	114,950	55	34	98.6%	100.0%	95.1%	95.7%
\$125,000-\$149,999	66	11.2%	8,995	136,283	135,000	53	43	97.8%	98.7%	94.8%	96.2%
\$150,000-\$174,999	81	13.8%	12,993	160,405	159,900	41	17	98.8%	98.8%	97.8%	97.9%
\$175,000-\$199,999	66	11.2%	12,266	185,855	185,050	59	47	98.1%	98.9%	95.7%	96.8%
\$200,000-\$249,999	54	9.2%	12,128	224,599	226,750	64	37	98.4%	98.9%	96.4%	98.2%
\$250,000-\$299,999	26	4.4%	7,137	274,501	270,000	60	40	100.1%	100.0%	97.1%	97.8%
\$300,000-\$399,999	31	5.3%	10,658	343,798	331,000	94	42	97.8%	99.6%	96.2%	99.6%
\$400,000-\$499,999	4	0.7%	1,786	446,414	451,500	71	40	103.0%	100.0%	101.6%	100.0%
\$500,000-\$749,999	7	1.2%	4,574	653,470	675,000	119	88	98.6%	98.3%	98.1%	98.3%
\$750,000-\$999,999	1	0.2%	893	893,000	893,000	217	217	94.0%	94.0%	94.0%	94.0%
\$1,000,000 and up	2	0.3%	2,430	1,215,000	1,215,000	160	160	95.8%	95.8%	95.8%	95.8%
All price ranges	587	100.0%	92,411	157,430	142,000	60	34	97.3%	98.7%	94.7%	96.8%



## CLOSED LISTINGS ANALYSIS

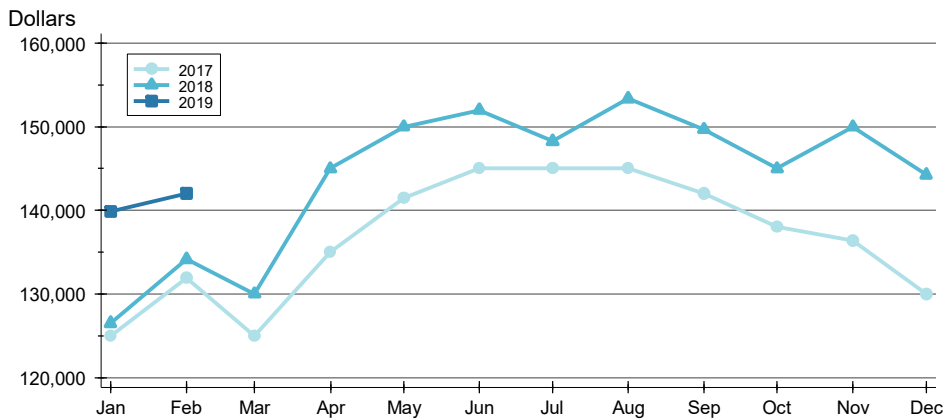
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 3/8/2019**

### AVERAGE PRICE >>



Month	2017	2018	2019
January	152,481	151,661	156,391
February	151,891	151,459	157,430
March	141,375	156,465	
April	154,073	162,387	
May	163,487	165,156	
June	166,721	175,695	
July	163,608	172,428	
August	166,367	169,620	
September	161,984	169,187	
October	154,015	169,281	
November	154,162	173,356	
December	150,792	159,588	

### MEDIAN PRICE >>



Month	2017	2018	2019
January	125,000	126,500	139,900
February	131,900	134,150	142,000
March	125,000	130,000	
April	135,000	145,000	
May	141,500	150,000	
June	145,000	152,000	
July	145,000	148,250	
August	145,000	153,350	
September	142,000	149,700	
October	138,000	145,000	
November	136,400	150,000	
December	130,000	144,250	



FEBRUARY 2019 >>

# SOUTH CENTRAL KANSAS MLS STATISTICS

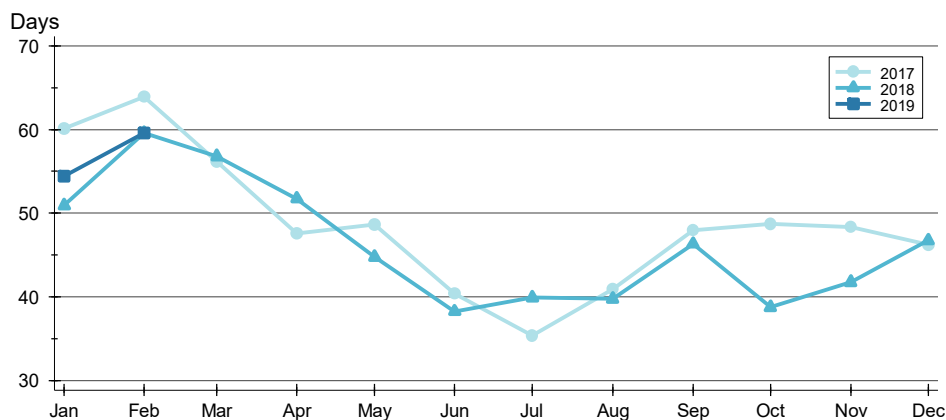


South Central Kansas MLS

## CLOSED LISTINGS ANALYSIS

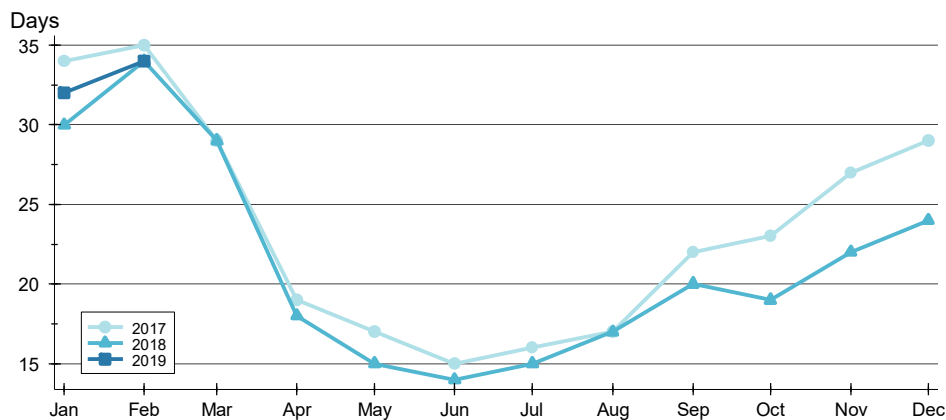
### AVERAGE DOM >>

ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 3/8/2019



Month	2017	2018	2019
January	60	51	54
February	64	60	60
March	56	57	57
April	48	52	52
May	49	45	45
June	40	38	38
July	35	40	40
August	41	40	40
September	48	46	46
October	49	39	39
November	48	42	42
December	46	47	47

### MEDIAN DOM >>



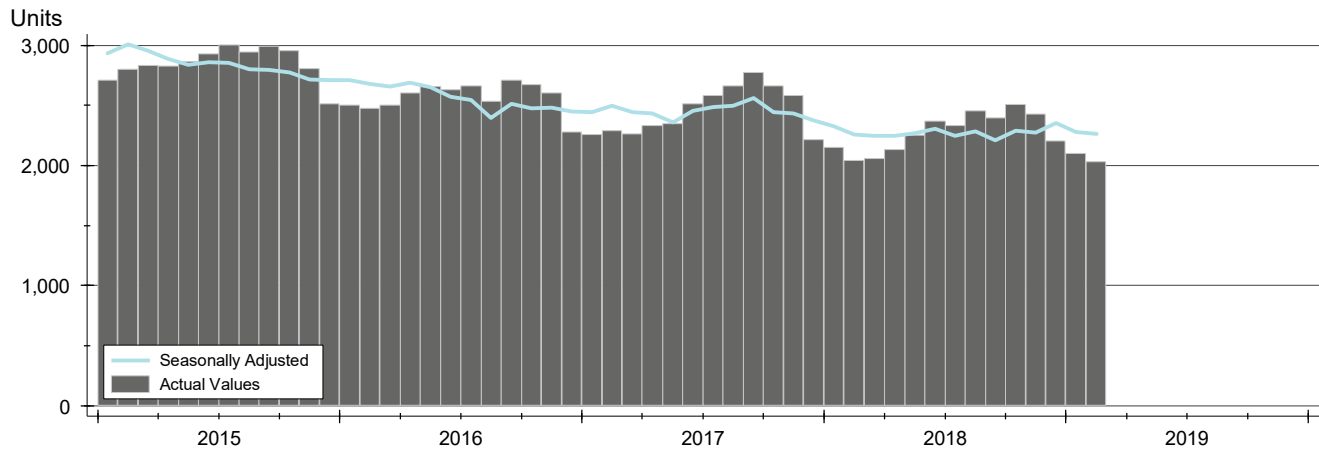
Month	2017	2018	2019
January	34	30	32
February	35	34	34
March	29	29	29
April	19	18	18
May	17	15	15
June	15	14	14
July	16	15	15
August	17	17	17
September	22	20	20
October	23	19	19
November	27	22	22
December	29	24	24



## ACTIVE LISTINGS ANALYSIS

### HISTORY >>

ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 3/8/2019



### SUMMARY >>

Summary Statistics for Active Listings		End of February		
		2019	2018	Change
Active Listings		2,034	2,044	-0.5%
Months' Supply		2.4	2.3	1.3%
Volume (1,000s)		500,929	461,980	8.4%
Average	List Price	246,278	226,018	9.0%
	Days on Market	110	109	1.5%
	Percent of Original	97.7%	97.5%	0.2%
Median	List Price	185,000	174,000	6.3%
	Days on Market	67	72	-6.9%
	Percent of Original	100.0%	100.0%	0.0%

A total of 2,034 homes were available for sale in South Central Kansas at the end of February. This represents a 2.4 months' supply of active listings.

The median list price of homes on the market at the end of February was \$185,000, up 6.3% from 2018. The typical time on market for active listings was 67 days, down from 72 days a year earlier.



# FEBRUARY 2019 >>

## SOUTH CENTRAL KANSAS MLS STATISTICS

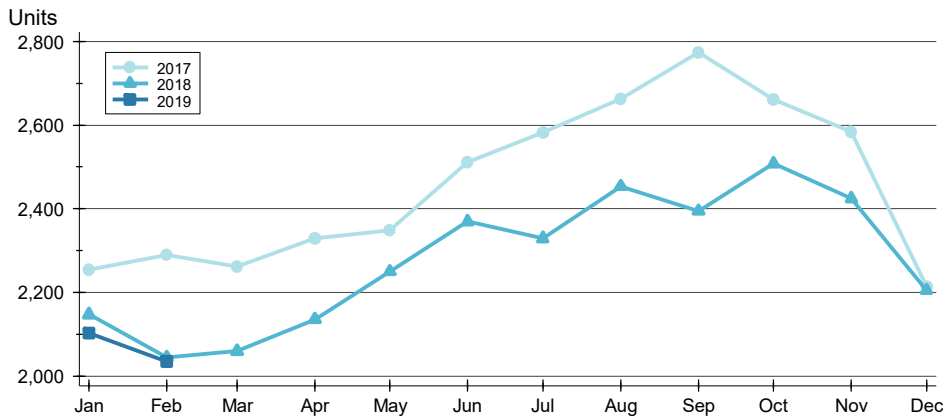


South Central Kansas MLS

### ACTIVE LISTINGS ANALYSIS

#### BY MONTH >>

ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 3/8/2019



Month	2017	2018	2019
January	2,254	2,147	2,102
February	2,289	2,044	2,034
March	2,261	2,059	
April	2,330	2,135	
May	2,348	2,250	
June	2,512	2,369	
July	2,583	2,329	
August	2,663	2,453	
September	2,774	2,395	
October	2,661	2,508	
November	2,584	2,425	
December	2,214	2,205	

#### BY PRICE RANGE >>

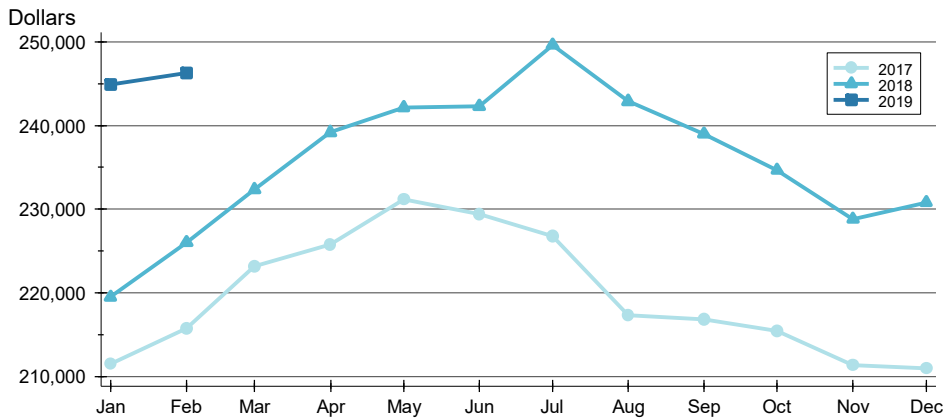
Price Range	Active Listings			Months' Supply	List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume		Average	Median	Average	Median	Average	Median
Below \$25,000	53	2.6%	572	4.4	10,783	10,000	143	60	95.1%	100.0%
\$25,000-\$49,999	145	7.1%	5,641	3.0	38,906	39,900	141	84	92.7%	100.0%
\$50,000-\$99,999	372	18.3%	27,843	2.8	74,848	74,900	93	58	97.2%	100.0%
\$100,000-\$124,999	116	5.7%	13,216	2.0	113,933	114,900	79	52	97.6%	100.0%
\$125,000-\$149,999	134	6.6%	18,408	2.0	137,376	135,900	74	50	98.1%	100.0%
\$150,000-\$174,999	104	5.1%	16,969	1.3	163,159	164,450	73	47	98.3%	100.0%
\$175,000-\$199,999	142	7.0%	26,713	2.2	188,118	187,900	103	73	98.6%	100.0%
\$200,000-\$249,999	199	9.8%	44,823	3.7	225,242	224,900	100	70	98.3%	100.0%
\$250,000-\$299,999	202	9.9%	55,779	7.8	276,132	275,845	118	70	99.3%	100.0%
\$300,000-\$399,999	229	11.3%	79,885	7.4	348,841	344,900	128	88	99.0%	100.0%
\$400,000-\$499,999	111	5.5%	50,041	27.8	450,818	449,500	143	115	98.4%	100.0%
\$500,000-\$749,999	82	4.0%	49,757	11.7	606,799	599,900	163	113	97.9%	100.0%
\$750,000-\$999,999	45	2.2%	39,418	45.0	875,953	859,000	164	175	95.1%	100.0%
\$1,000,000 and up	33	1.6%	55,363	16.5	1,677,682	1,399,000	187	106	98.8%	100.0%
All price ranges	2,034	100.0%	500,929	3.5	246,278	185,000	110	67	97.7%	100.0%



## ACTIVE LISTINGS ANALYSIS

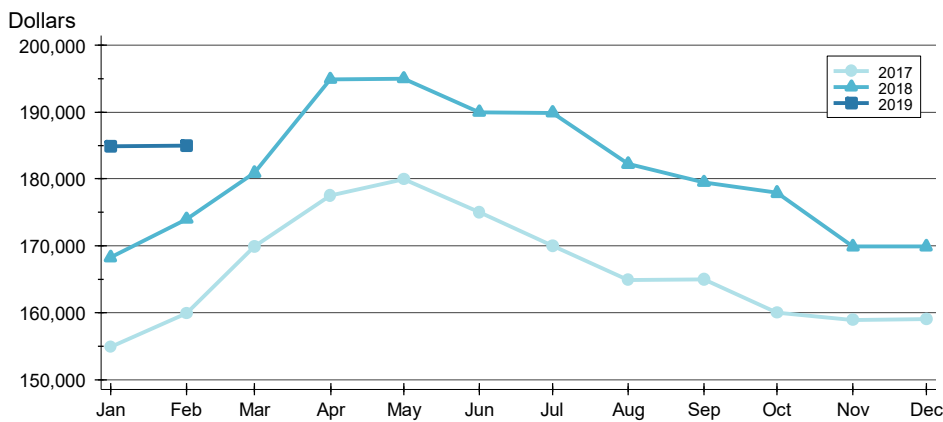
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 3/8/2019**

### AVERAGE PRICE >>



Month	2017	2018	2019
January	211,527	219,491	244,933
February	215,732	226,018	246,278
March	223,171	232,365	232,365
April	225,771	239,193	239,193
May	231,189	242,156	242,156
June	229,403	242,311	242,311
July	226,760	249,623	249,623
August	217,266	242,880	242,880
September	216,820	238,982	238,982
October	215,409	234,663	234,663
November	211,349	228,794	228,794
December	210,949	230,828	230,828

### MEDIAN PRICE >>



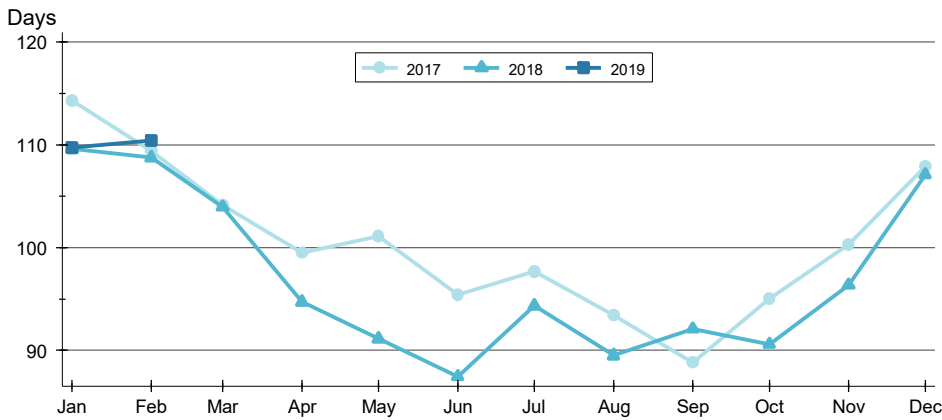
Month	2017	2018	2019
January	154,900	168,248	184,900
February	159,900	174,000	185,000
March	169,900	180,867	180,867
April	177,500	194,900	194,900
May	179,900	195,000	195,000
June	175,000	190,000	190,000
July	170,000	189,900	189,900
August	164,900	182,250	182,250
September	165,000	179,500	179,500
October	160,000	177,900	177,900
November	158,900	169,900	169,900
December	159,000	169,900	169,900



## ACTIVE LISTINGS ANALYSIS

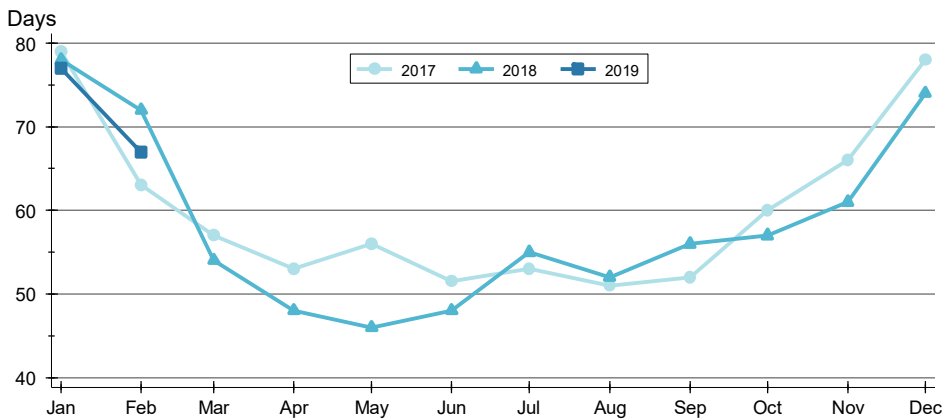
ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 3/8/2019

### AVERAGE DOM >>



Month	2017	2018	2019
January	114	110	110
February	109	109	110
March	104	104	104
April	99	95	95
May	101	91	91
June	95	87	87
July	98	94	94
August	93	90	90
September	89	92	92
October	95	91	91
November	100	96	96
December	108	107	107

### MEDIAN DOM >>



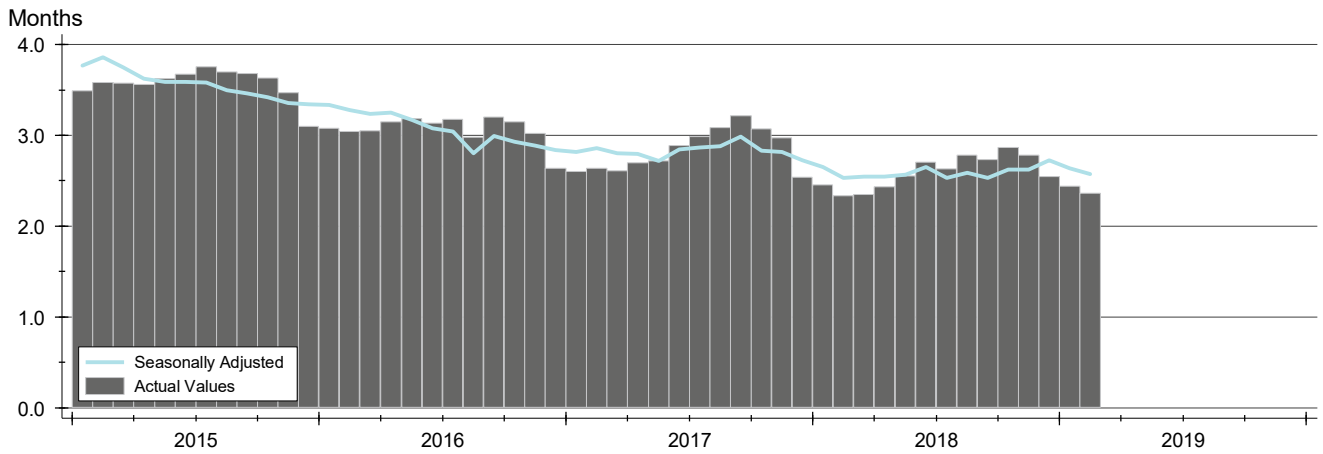
Month	2017	2018	2019
January	79	78	77
February	63	72	67
March	57	54	54
April	53	48	48
May	56	46	46
June	52	48	48
July	53	55	55
August	51	52	52
September	52	56	56
October	60	57	57
November	66	61	61
December	78	74	74



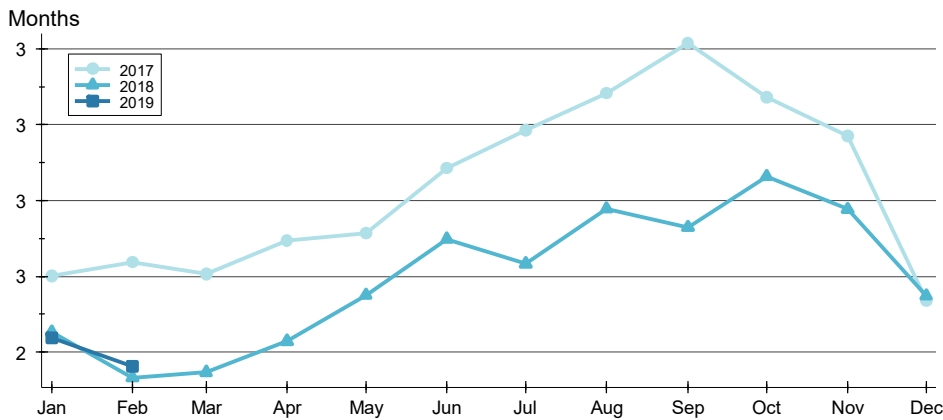
## MONTHS' SUPPLY ANALYSIS

ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 3/8/2019

### HISTORY >>



### BY MONTH >>



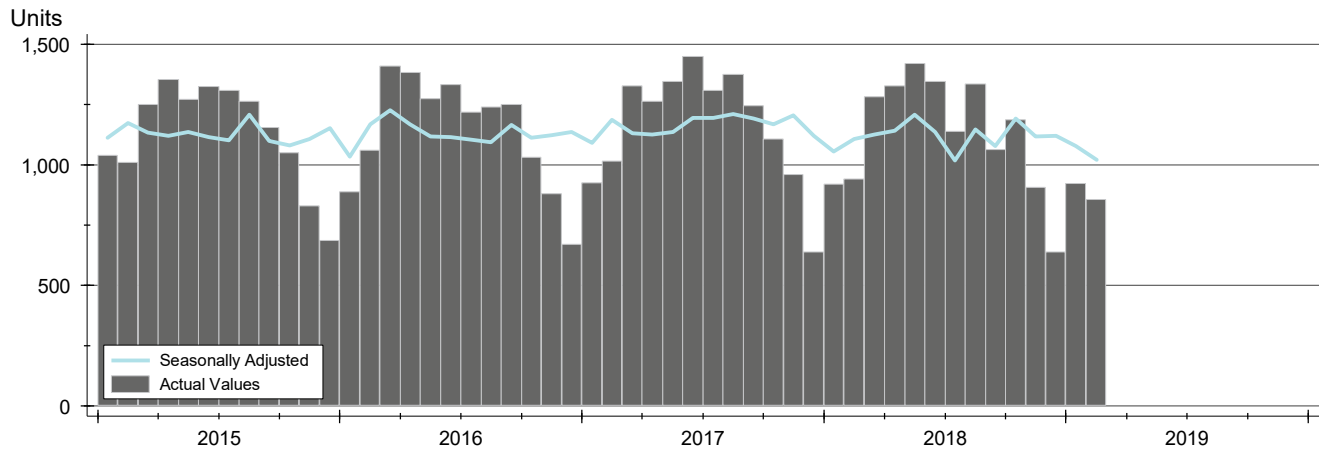
Month	2017	2018	2019
January	2.6	2.5	2.4
February	2.6	2.3	2.4
March	2.6	2.3	
April	2.7	2.4	
May	2.7	2.6	
June	2.9	2.7	
July	3.0	2.6	
August	3.1	2.8	
September	3.2	2.7	
October	3.1	2.9	
November	3.0	2.8	
December	2.5	2.5	



## NEW LISTINGS ANALYSIS

### HISTORY >>

ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 3/8/2019



### SUMMARY >>

Summary Statistics for New Listings		February		
		2019	2018	Change
Current Month	New Listings	<b>857</b>	940	-8.8%
	Volume (1,000s)	<b>167,180</b>	168,606	-0.8%
	Average List Price	<b>195,076</b>	179,368	8.8%
	Median List Price	<b>149,900</b>	149,900	0.0%
YTD	New Listings	<b>1,781</b>	1,860	-4.2%
	Volume (1,000s)	<b>347,655</b>	336,043	3.5%
	Average List Price	<b>195,202</b>	180,668	8.0%
	Median List Price	<b>154,900</b>	150,000	3.3%

A total of 857 new listings were added in South Central Kansas during February, down 8.8% from the same month in 2018. Year-to-date South Central Kansas has seen 1,781 new listings.

The median list price of these homes was \$149,900 showing no change from 2018.



# FEBRUARY 2019 >>

## SOUTH CENTRAL KANSAS MLS STATISTICS

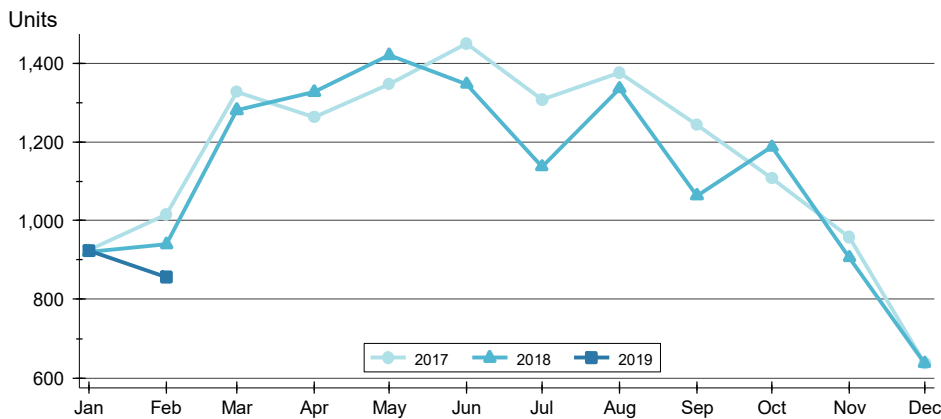


South Central Kansas MLS

### NEW LISTINGS ANALYSIS

#### BY MONTH >>

ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 3/8/2019



Month	2017	2018	2019
January	926	920	924
February	1,016	940	857
March	1,327	1,281	
April	1,264	1,327	
May	1,347	1,420	
June	1,450	1,347	
July	1,308	1,137	
August	1,376	1,336	
September	1,244	1,064	
October	1,107	1,187	
November	959	906	
December	637	637	

#### BY PRICE RANGE >>

Price Range	New Listings			List Price	
	Number	Percent	Volume	Average	Median
Below \$25,000	27	3.2%	204	7,556	1,600
\$25,000-\$49,999	45	5.3%	1,701	37,800	36,000
\$50,000-\$99,999	198	23.1%	15,241	76,974	76,900
\$100,000-\$124,999	70	8.2%	7,956	113,651	114,900
\$125,000-\$149,999	89	10.4%	12,247	137,612	135,000
\$150,000-\$174,999	73	8.5%	11,898	162,981	164,000
\$175,000-\$199,999	76	8.9%	14,121	185,797	184,950
\$200,000-\$249,999	77	9.0%	17,381	225,727	224,900
\$250,000-\$299,999	62	7.2%	17,037	274,792	275,000
\$300,000-\$399,999	63	7.4%	21,811	346,211	344,970
\$400,000-\$499,999	32	3.7%	14,024	438,257	431,250
\$500,000-\$749,999	20	2.3%	12,331	616,574	612,400
\$750,000-\$999,999	7	0.8%	5,753	821,829	799,000
\$1,000,000 and up	8	0.9%	13,524	1,690,500	1,385,000
All price ranges	857	100.0%	167,180	195,076	149,900



FEBRUARY 2019 >>

# SOUTH CENTRAL KANSAS MLS STATISTICS

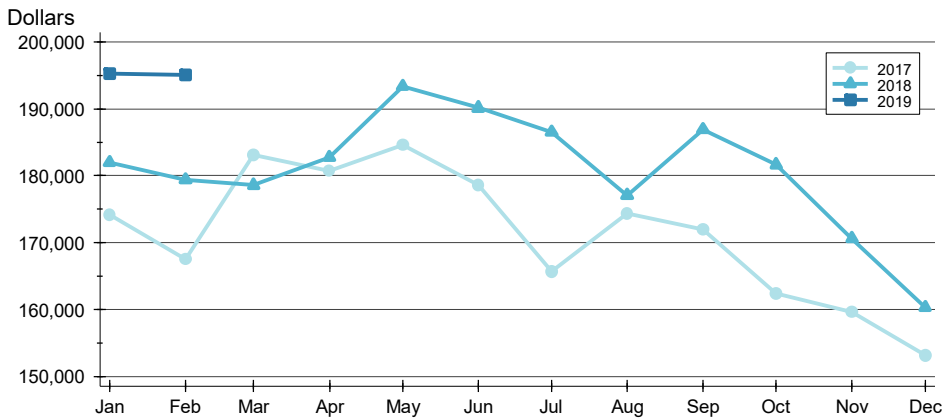


South Central Kansas MLS

## NEW LISTINGS ANALYSIS

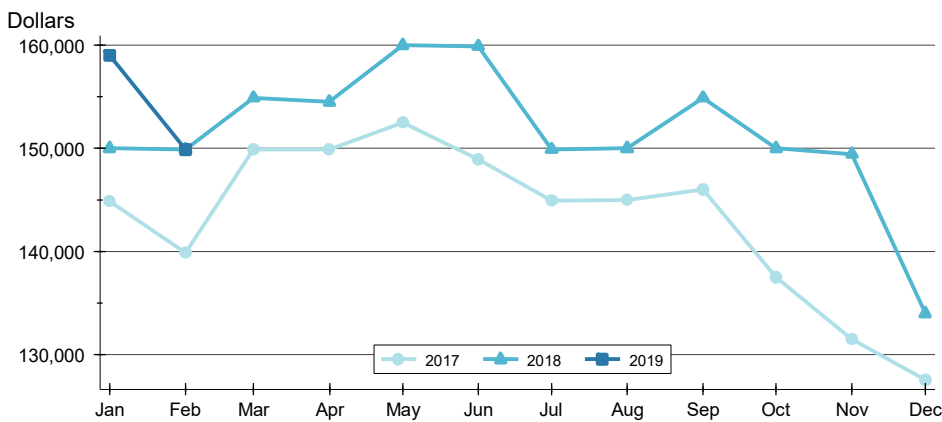
### AVERAGE PRICE >>

ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 3/8/2019



Month	2017	2018	2019
January	174,160	182,009	195,326
February	167,501	179,368	195,076
March	183,112	178,578	
April	180,689	182,768	
May	184,549	193,377	
June	178,594	190,145	
July	165,716	186,543	
August	174,389	177,099	
September	171,990	186,887	
October	162,387	181,651	
November	159,644	170,594	
December	153,110	160,308	

### MEDIAN PRICE >>



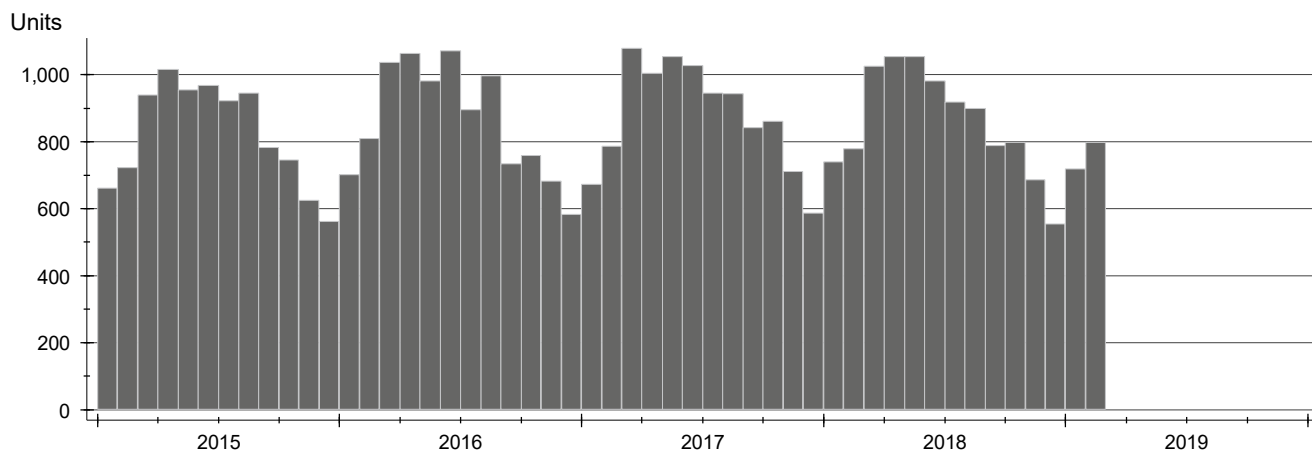
Month	2017	2018	2019
January	144,900	150,000	159,000
February	139,900	149,900	149,900
March	149,900	154,900	
April	149,900	154,500	
May	152,500	160,000	
June	148,950	159,900	
July	144,950	149,900	
August	145,000	150,000	
September	146,000	154,900	
October	137,500	150,000	
November	131,500	149,450	
December	127,600	134,000	



## CONTRACTS WRITTEN ANALYSIS

### HISTORY >>

ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 3/8/2019



### SUMMARY >>

Summary Statistics for Contracts Written		February			Year-to-Date		
		2019	2018	Change	2019	2018	Change
Closed Listings		<b>798</b>	778	2.6%	<b>1,518</b>	1,519	-0.1%
Volume (1,000s)		<b>131,000</b>	129,937	0.8%	<b>248,381</b>	249,134	-0.3%
Average	Sale Price	<b>164,160</b>	167,014	-1.7%	<b>163,624</b>	164,012	-0.2%
	Days on Market	<b>54</b>	56	-2.8%	<b>55</b>	58	-4.8%
	Percent of Original	<b>97.1%</b>	95.6%	1.6%	<b>96.2%</b>	95.3%	1.0%
Median	Sale Price	<b>148,250</b>	139,900	6.0%	<b>145,450</b>	139,700	4.1%
	Days on Market	<b>26</b>	27	-3.7%	<b>31</b>	30	3.3%
	Percent of Original	<b>100.0%</b>	97.6%	2.4%	<b>100.0%</b>	97.3%	2.8%

A total of 798 contracts for sale were written in South Central Kansas during the month of February, up from 778 in 2018. The median list price of these homes was \$148,250, up from \$139,900 the prior year.

Half of the homes that went under contract in February were on the market less than 26 days, compared to 27 days in February 2018.



# FEBRUARY 2019 >>

## SOUTH CENTRAL KANSAS MLS STATISTICS

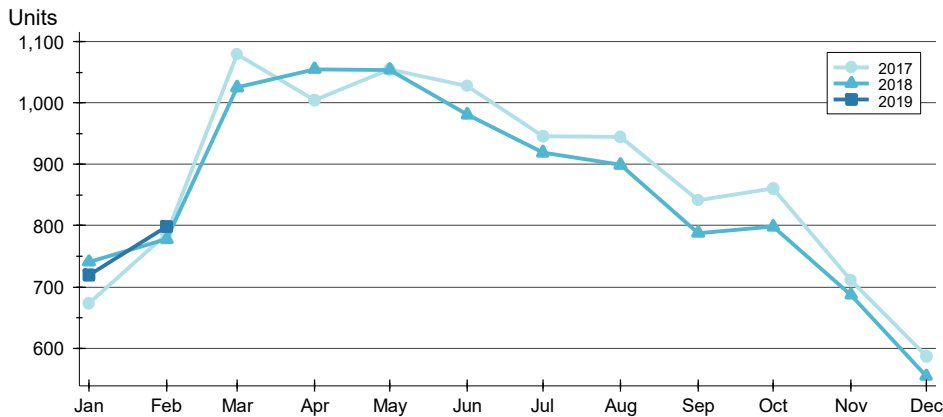


South Central Kansas MLS

### CONTRACTS WRITTEN ANALYSIS

ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 3/8/2019

#### BY MONTH >>



Month	2017	2018	2019
January	673	741	720
February	787	778	798
March	1,079	1,025	
April	1,004	1,055	
May	1,055	1,054	
June	1,027	981	
July	946	919	
August	944	899	
September	841	788	
October	860	798	
November	711	687	
December	587	555	

#### BY PRICE RANGE >>

Price Range	Contracts Written			List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median
Below \$25,000	8	1.0%	134	16,700	19,000	199	112	62.5%	55.0%
\$25,000-\$49,999	43	5.4%	1,655	38,492	39,900	76	35	88.1%	90.2%
\$50,000-\$99,999	189	23.7%	14,585	77,168	75,000	45	20	97.3%	100.0%
\$100,000-\$124,999	69	8.6%	7,763	112,512	112,500	48	25	98.4%	100.0%
\$125,000-\$149,999	88	11.0%	12,206	138,701	138,200	39	14	98.4%	100.0%
\$150,000-\$174,999	94	11.8%	15,328	163,059	163,000	37	15	98.4%	100.0%
\$175,000-\$199,999	84	10.5%	15,718	187,117	186,950	40	19	97.9%	100.0%
\$200,000-\$249,999	65	8.1%	14,855	228,537	228,475	52	19	98.2%	100.0%
\$250,000-\$299,999	43	5.4%	11,637	270,627	269,000	72	50	99.4%	100.0%
\$300,000-\$399,999	49	6.1%	16,618	339,146	334,000	83	44	97.8%	100.0%
\$400,000-\$499,999	21	2.6%	9,454	450,184	440,000	140	92	98.2%	100.0%
\$500,000-\$749,999	6	0.8%	3,815	635,814	639,450	169	102	97.5%	98.6%
\$750,000-\$999,999	1	0.1%	995	995,000	995,000	29	29	100.0%	100.0%
\$1,000,000 and up	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
All price ranges	798	100.0%	131,000	164,160	148,250	54	26	97.1%	100.0%



FEBRUARY 2019 >>

# SOUTH CENTRAL KANSAS MLS STATISTICS

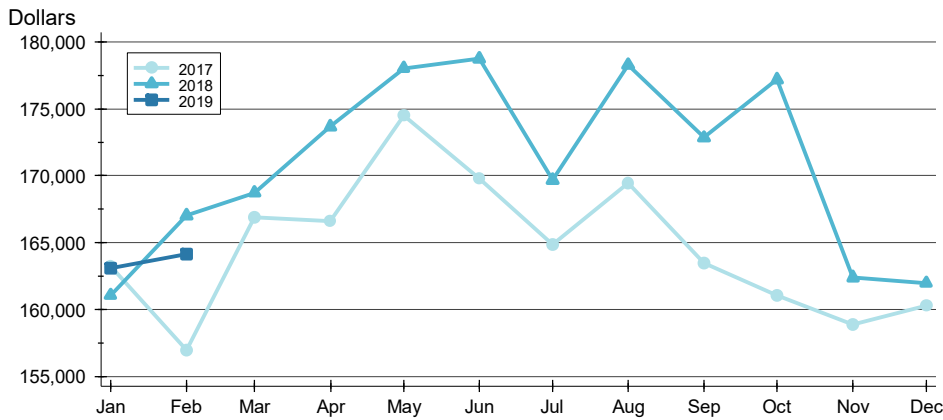


South Central Kansas MLS

## CONTRACTS WRITTEN ANALYSIS

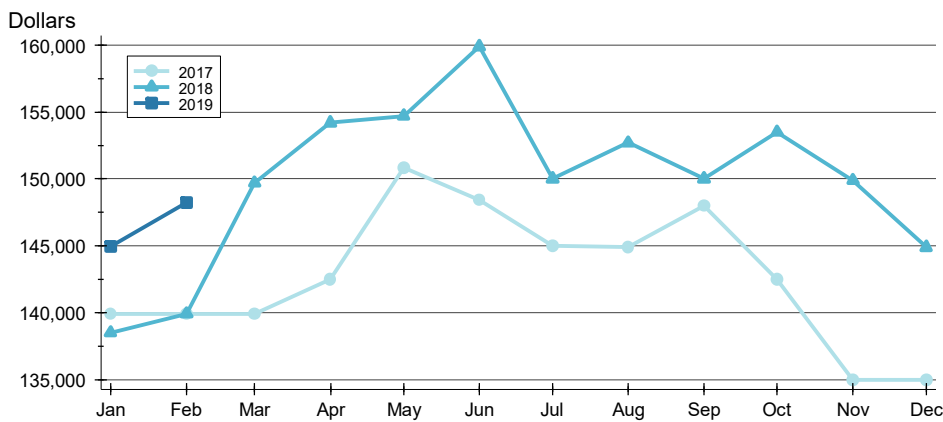
ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 3/8/2019

### AVERAGE PRICE >>



Month	2017	2018	2019
January	163,213	161,075	163,055
February	156,975	167,014	164,160
March	166,903	168,727	
April	166,599	173,676	
May	174,525	178,025	
June	169,773	178,729	
July	164,863	169,681	
August	169,454	178,290	
September	163,452	172,842	
October	161,050	177,190	
November	158,872	162,395	
December	160,270	161,974	

### MEDIAN PRICE >>



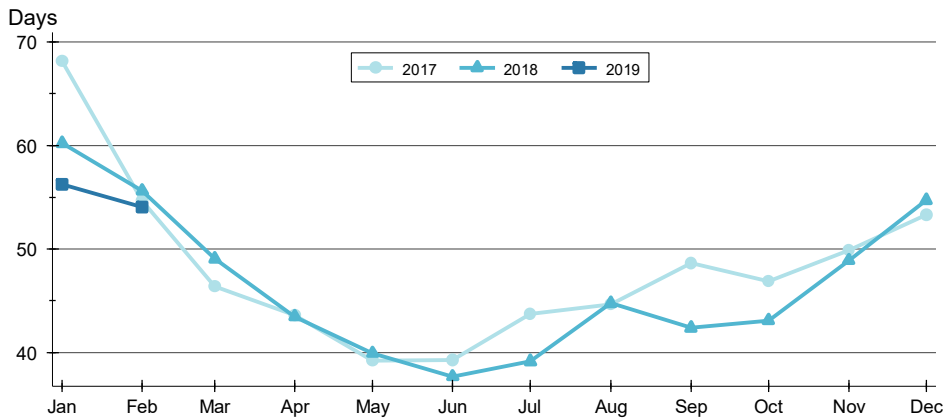
Month	2017	2018	2019
January	139,900	138,500	144,950
February	139,900	139,900	148,250
March	139,900	149,700	
April	142,500	154,200	
May	150,863	154,700	
June	148,450	159,900	
July	145,000	150,000	
August	144,900	152,700	
September	148,000	150,000	
October	142,500	153,500	
November	135,000	149,900	
December	135,000	144,900	



## CONTRACTS WRITTEN ANALYSIS

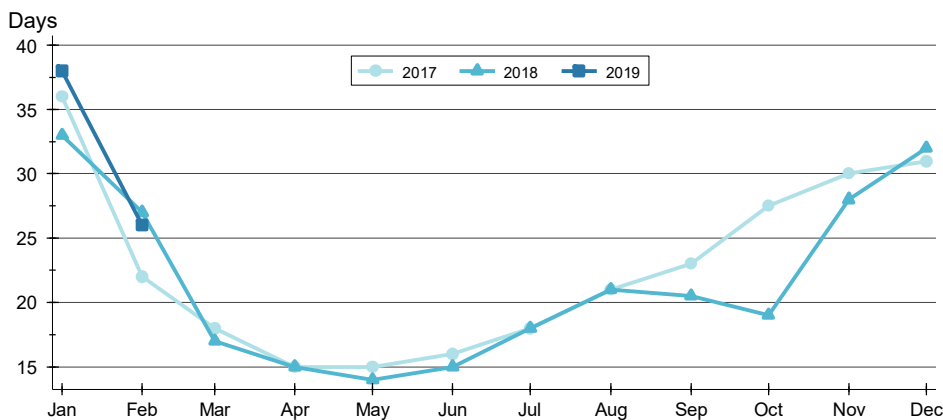
ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 3/8/2019

### AVERAGE DOM >>



Month	2017	2018	2019
January	68	60	56
February	55	56	54
March	46	49	
April	44	43	
May	39	40	
June	39	38	
July	44	39	
August	45	45	
September	49	42	
October	47	43	
November	50	49	
December	53	55	

### MEDIAN DOM >>



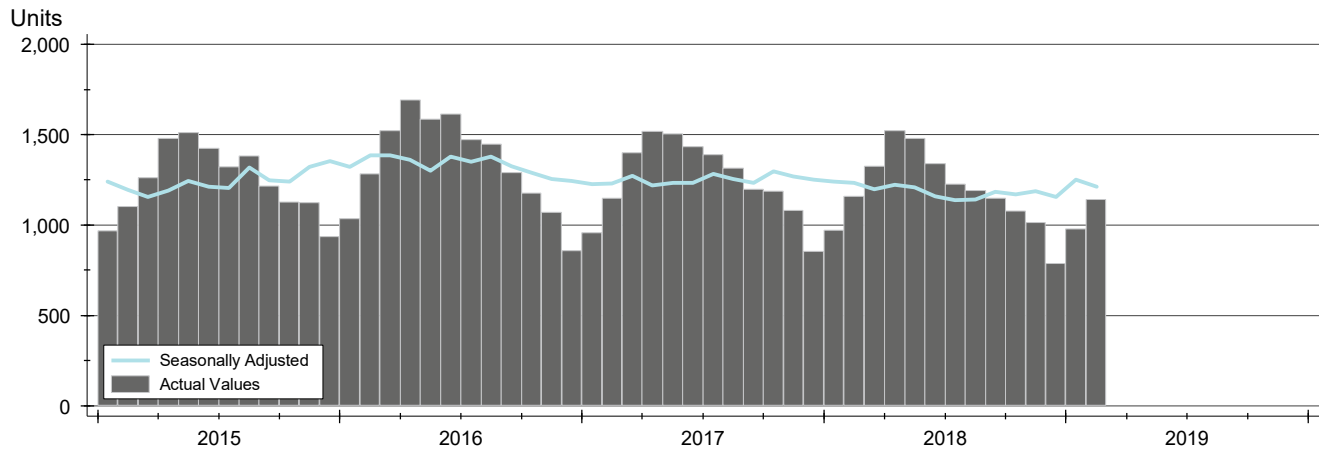
Month	2017	2018	2019
January	36	33	38
February	22	27	26
March	18	17	
April	15	15	
May	15	14	
June	16	15	
July	18	18	
August	21	21	
September	23	21	
October	28	19	
November	30	28	
December	31	32	



## PENDING CONTRACTS ANALYSIS

ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 3/8/2019

### HISTORY >>



### SUMMARY >>

Summary Statistics for Active Listings		End of February		
		2019	2018	Change
Active Listings		<b>1,143</b>	1,159	-1.4%
Volume (1,000s)		<b>203,989</b>	208,645	-2.2%
Average	List Price	<b>178,468</b>	180,022	-0.9%
	Days on Market	<b>58</b>	60	-4.4%
	Percent of Original	<b>97.8%</b>	98.0%	-0.2%
Median	List Price	<b>154,900</b>	145,000	6.8%
	Days on Market	<b>27</b>	27	0.0%
	Percent of Original	<b>100.0%</b>	100.0%	0.0%

A total of 1,143 listings in South Central Kansas had contracts pending at the end of February, down from 1,159 contracts pending at the end of February 2018.

Pending contracts reflect listings with a contract in place at the end of the month. In contrast, contracts written measures the number of listings put under contract during the month.



# FEBRUARY 2019 >>

## SOUTH CENTRAL KANSAS MLS STATISTICS

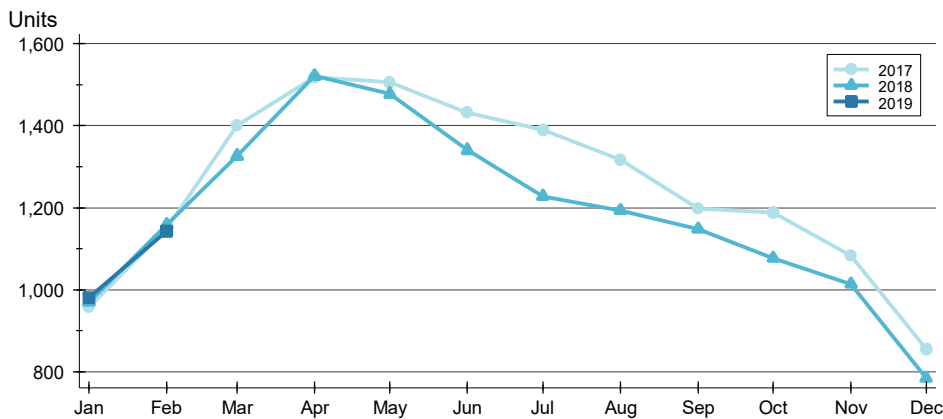


South Central Kansas MLS

### PENDING CONTRACTS ANALYSIS

ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 3/8/2019

#### BY MONTH >>



Month	2017	2018	2019
January	957	970	980
February	1,149	1,159	1,143
March	1,400	1,326	
April	1,518	1,521	
May	1,505	1,477	
June	1,432	1,340	
July	1,390	1,228	
August	1,317	1,193	
September	1,197	1,148	
October	1,188	1,077	
November	1,083	1,014	
December	855	785	

#### BY PRICE RANGE >>

Price Range	Contracts Written			List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median
Below \$25,000	12	1.0%	186	15,538	18,500	179	112	70.2%	69.6%
\$25,000-\$49,999	50	4.4%	1,957	39,136	39,950	93	49	91.4%	100.0%
\$50,000-\$99,999	261	22.8%	20,215	77,450	78,000	58	33	97.4%	100.0%
\$100,000-\$124,999	106	9.3%	11,970	112,920	113,900	52	34	98.8%	100.0%
\$125,000-\$149,999	124	10.8%	17,167	138,442	138,250	46	21	98.6%	100.0%
\$150,000-\$174,999	133	11.6%	21,732	163,398	163,000	41	19	98.7%	100.0%
\$175,000-\$199,999	114	10.0%	21,377	187,517	186,950	47	19	98.6%	100.0%
\$200,000-\$249,999	107	9.4%	24,037	224,643	224,900	52	17	98.9%	100.0%
\$250,000-\$299,999	78	6.8%	21,356	273,791	269,950	68	48	98.3%	100.0%
\$300,000-\$399,999	99	8.7%	33,965	343,080	339,180	65	12	98.6%	100.0%
\$400,000-\$499,999	36	3.1%	16,222	450,612	445,855	89	31	99.6%	100.0%
\$500,000-\$749,999	13	1.1%	7,799	599,929	599,900	71	65	99.4%	100.0%
\$750,000-\$999,999	5	0.4%	4,222	844,448	825,000	35	29	100.0%	100.0%
\$1,000,000 and up	1	0.1%	1,072	1,071,717	1,071,717	0	0	100.0%	100.0%
All price ranges	1,143	100.0%	203,989	178,468	154,900	58	27	97.8%	100.0%



FEBRUARY 2019 >>

# SOUTH CENTRAL KANSAS MLS STATISTICS

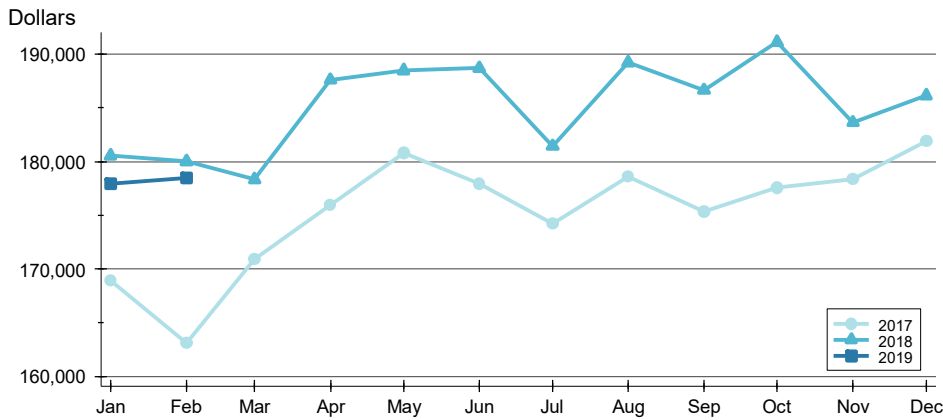


South Central Kansas MLS

## PENDING CONTRACTS ANALYSIS

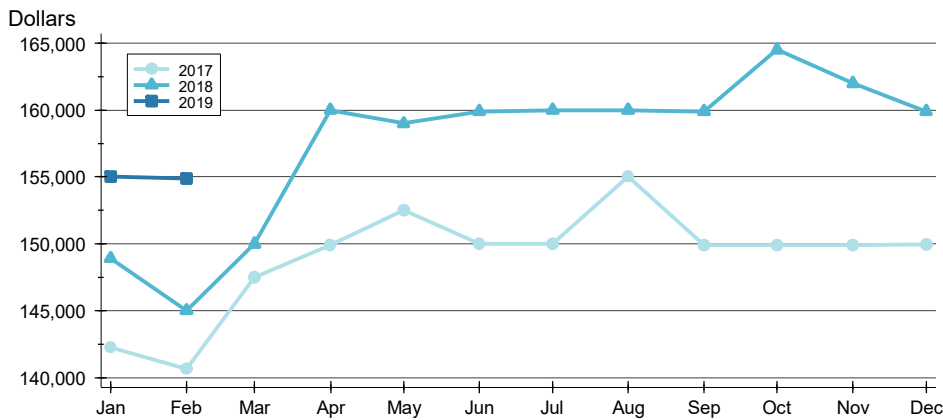
ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 3/8/2019

### AVERAGE PRICE >>



Month	2017	2018	2019
January	168,915	180,564	177,966
February	163,082	180,022	178,468
March	170,903	178,347	178,468
April	175,952	187,633	178,468
May	180,836	188,503	178,468
June	177,943	188,722	178,468
July	174,214	181,440	178,468
August	178,618	189,213	178,468
September	175,363	186,663	178,468
October	177,592	191,150	178,468
November	178,336	183,647	178,468
December	181,887	186,152	178,468

### MEDIAN PRICE >>



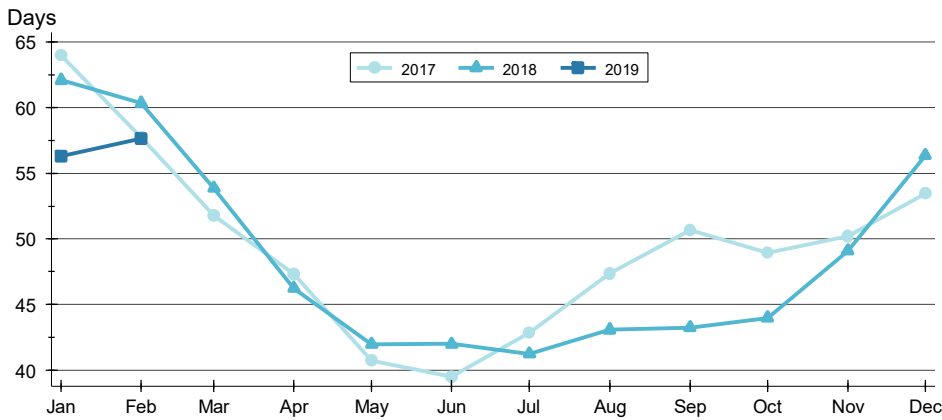
Month	2017	2018	2019
January	142,250	148,900	155,000
February	140,650	145,000	154,900
March	147,500	150,000	154,900
April	149,900	160,000	154,900
May	152,500	159,000	154,900
June	150,000	159,900	154,900
July	150,000	160,000	154,900
August	155,000	160,000	154,900
September	149,900	159,900	154,900
October	149,900	164,500	154,900
November	149,900	162,000	154,900
December	149,950	159,900	154,900



## PENDING CONTRACTS ANALYSIS

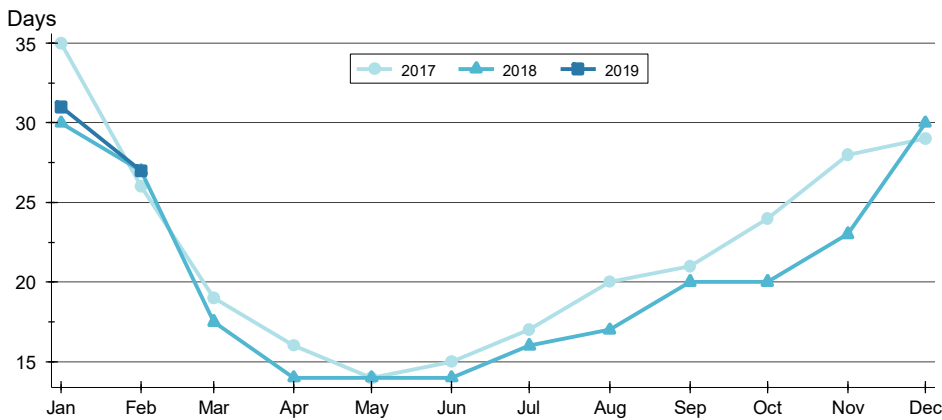
ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 3/8/2019

### AVERAGE DOM >>



Month	2017	2018	2019
January	64	62	56
February	58	60	58
March	52	54	54
April	47	46	46
May	41	42	42
June	40	42	42
July	43	41	43
August	47	43	43
September	51	43	43
October	49	44	44
November	50	49	49
December	53	56	56

### MEDIAN DOM >>



Month	2017	2018	2019
January	35	30	31
February	26	27	27
March	19	18	18
April	16	14	14
May	14	14	14
June	15	14	14
July	17	16	16
August	20	17	17
September	21	20	20
October	24	20	20
November	28	23	23
December	29	30	30



South Central Kansas MLS

## South Central Kansas MLS

170 W. Dewey, Wichita, KS 67202

[www.sckrealtors.com](http://www.sckrealtors.com)

April 15, 2019

### South Central Kansas MLS Releases Home Sales Figures for March 2019

Homes sales in South Central Kansas fell by 1.7% in March compared to the prior year. Sales in March 2019 totaled 852 units, down from 867 in 2018.

Among existing homes, 802 units sold in March, a decrease of 0.1% from 803 units that sold in 2018. The average sale price of existing homes was \$150,230. This represents an increase of 4.0% from the March 2018 average price of \$144,451.

For new construction, 50 sales occurred in March, down from 64 units the prior year, a decrease of 21.9%. The average sale price of new homes in March was \$297,336, down 3.2% from the same period last year.

A total of 986 contracts for sale were written in March 2019, down from 1,025 in March 2018. This is a decrease of 3.8%. Contracts written during the month reflect, in part, sales that are set to close in the near future.

The inventory of active listings in South Central Kansas stood at 2,012 units at the end of March, which is down from 2,059 homes that were on the market at the end of March last year. At the current rate of sales, this figure represents 2.3 months' supply of homes on the market.

For questions and/or comments, please contact South Central Kansas MLS President Dwynt Thudium at [dwynt@crownthree.com](mailto:dwynt@crownthree.com).





## MARKET OVERVIEW >>

### South Central Kansas Home Sales Fell in March

Total home sales in South Central Kansas fell last month to 852 units, compared to 867 units in March 2018. Total sales volume was \$135.4 million, down from a year earlier.

The median sale price in March was \$138,000, up from \$130,000 a year earlier. Homes that sold in March were typically on the market for 27 days and sold for 99.1% of their list prices.

### South Central Kansas Active Listings Down at End of March

The total number of active listings in South Central Kansas at the end of March was 2,012 units, down from 2,059 at the same point in 2018. This represents a 2.3 months' supply of homes available for sale. The median list price of homes on the market at the end of March was \$195,500.

During March, a total of 986 contracts were written down from 1,025 in March 2018. At the end of the month, there were 1,300 contracts pending, compared to 1,326 at the end of March 2018.

### Your Association Working for You!

The South Central Kansas MLS statistical reports are one of the many benefits you receive from being a member of the REALTORS® of South Central Kansas. Through a partnership with the Kansas Association of REALTORS®, we will send you these reports each month to help you better serve your clients and promote your business.

Entire MLS System		March		
Current Month		2019	2018	Change
Summary Statistics				
Home Sales		852	867	-1.7%
Active Listings		2,012	2,059	-2.3%
Months' Supply		2.3	2.3	-0.3%
New Listings		1,132	1,281	-11.6%
Contracts Written		986	1,025	-3.8%
Pending Contracts		1,300	1,326	-2.0%
Sales Volume (1,000s)		135,351	135,655	-0.2%
Average	Sale Price	158,863	156,465	1.5%
	List Price of Actives	254,379	232,365	9.5%
	Days on Market	52	57	-8.3%
	Percent of List	97.5%	97.6%	-0.2%
	Percent of Original	95.0%	95.6%	-0.6%
Median	Sale Price	138,000	130,000	6.2%
	List Price of Actives	195,500	180,867	8.1%
	Days on Market	27	29	-8.6%
	Percent of List	99.1%	98.7%	0.4%
	Percent of Original	97.7%	97.4%	0.3%

## REPORT CONTENTS >>

- [Three-Year Comparisons](#) – Page 2
- [Year-to-Date Statistics](#) – Page 3
- [Closed Listings Analysis](#) – Page 4
- [Active Listings Analysis](#) – Page 8
- [Months' Supply Analysis](#) – Page 12
- [New Listings Analysis](#) – Page 13
- [Contracts Written Analysis](#) – Page 16
- [Pending Contracts Analysis](#) – Page 20



# THREE-YEAR COMPARISONS

## SUMMARY >>

**BREAKDOWNS BY HOME TYPE  
ENTIRE MLS SYSTEM  
AS OF 4/8/2019**

March MLS Statistics		2019			2018			2017			
By Property Type		Total	Existing	New	Total	Existing	New	Total	Existing	New	
Home Sales		<b>852</b>	<b>802</b>	<b>50</b>	867	803	64	853	802	51	
	Change from prior year	-1.7%	-0.1%	-21.9%	1.6%	0.1%	25.5%	-0.8%	0.8%	-20.3%	
Active Listings		<b>2,012</b>	<b>1,707</b>	<b>305</b>	2,059	1,809	250	2,261	2,005	256	
	Change from prior year	-2.3%	-5.6%	22.0%	-8.9%	-9.8%	-2.3%	-9.7%	-11.5%	7.6%	
Months' Supply		<b>2.3</b>	<b>2.1</b>	<b>5.1</b>	2.3	2.2	4.3	2.6	2.5	4.3	
	Change from prior year	-0.3%	-3.3%	17.4%	-10.0%	-11.1%	0.6%	-14.6%	-16.1%	-4.6%	
New Listings		<b>1,132</b>	<b>1,066</b>	<b>66</b>	1,281	1,202	79	1,327	1,248	79	
	Change from prior year	-11.6%	-11.3%	-16.5%	-3.5%	-3.7%	0.0%	-5.8%	-3.4%	-32.5%	
Contracts Written		<b>986</b>	<b>939</b>	<b>47</b>	1,025	939	86	1,079	1,002	77	
	Change from prior year	-3.8%	0.0%	-45.3%	-5.0%	-6.3%	11.7%	4.1%	4.8%	-4.9%	
Pending Contracts		<b>1,300</b>	<b>1,143</b>	<b>157</b>	1,326	1,165	161	1,400	1,282	118	
	Change from prior year	-2.0%	-1.9%	-2.5%	-5.3%	-9.1%	36.4%	-8.0%	-8.2%	-5.6%	
Sales Volume (1,000s)		<b>135,351</b>	<b>120,484</b>	<b>14,867</b>	135,655	115,994	19,661	120,593	106,197	14,396	
	Change from prior year	-0.2%	3.9%	-24.4%	12.5%	9.2%	36.6%	-6.3%	-4.9%	-15.4%	
Average	Sale Price	<b>158,863</b>	<b>150,230</b>	<b>297,336</b>	156,465	144,451	307,200	141,375	132,415	282,281	
		Change from prior year	1.5%	4.0%	-3.2%	10.7%	9.1%	8.8%	-5.5%	-5.6%	6.1%
	List Price of Actives	<b>254,379</b>	<b>241,031</b>	<b>327,115</b>	232,365	219,340	322,659	223,171	208,273	337,469	
		Change from prior year	9.5%	9.9%	1.4%	4.1%	5.3%	-4.4%	5.3%	4.4%	2.6%
	Days on Market	<b>52</b>	<b>52</b>	<b>54</b>	57	51	127	56	54	85	
		Change from prior year	-8.2%	1.7%	-57.6%	1.1%	-5.8%	49.0%	-16.9%	-17.7%	-1.6%
Percent of List		<b>97.5%</b>	<b>97.1%</b>	<b>102.6%</b>	97.6%	97.3%	101.5%	97.3%	97.1%	100.9%	
		Change from prior year	-0.2%	-0.2%	1.1%	0.3%	0.3%	0.6%	0.5%	0.6%	0.1%
	Percent of Original	<b>95.0%</b>	<b>94.5%</b>	<b>102.9%</b>	95.6%	95.2%	101.0%	94.6%	94.1%	101.4%	
	Change from prior year	-0.6%	-0.7%	1.9%	1.1%	1.1%	-0.4%	0.4%	0.5%	0.5%	
Median	Sale Price	<b>138,000</b>	<b>131,500</b>	<b>281,199</b>	130,000	125,000	272,270	125,000	118,875	236,800	
		Change from prior year	6.2%	5.2%	3.3%	4.0%	5.2%	15.0%	-3.8%	-3.7%	-5.3%
	List Price of Actives	<b>195,500</b>	<b>159,950</b>	<b>289,900</b>	180,867	162,900	286,625	169,900	149,900	286,413	
		Change from prior year	8.1%	-1.8%	1.1%	6.5%	8.7%	0.1%	13.3%	11.1%	7.2%
	Days on Market	<b>27</b>	<b>29</b>	<b>0</b>	29	29	46	29	29	28	
		Change from prior year	-8.6%	0.0%	-100.0%	0.0%	0.0%	64.3%	-23.7%	-23.7%	55.6%
Percent of List	<b>99.1%</b>	<b>98.8%</b>	<b>100.0%</b>	98.7%	98.4%	100.0%	99.1%	98.9%	100.0%		
	Change from prior year	0.4%	0.4%	0.0%	-0.4%	-0.5%	0.0%	0.7%	0.9%	0.0%	
Percent of Original	<b>97.7%</b>	<b>97.3%</b>	<b>100.4%</b>	97.4%	97.1%	100.4%	97.4%	97.0%	100.0%		
	Change from prior year	0.3%	0.2%	0.0%	0.0%	0.1%	0.4%	0.5%	0.5%	0.0%	



# YEAR-TO-DATE STATISTICS

## SUMMARY >>

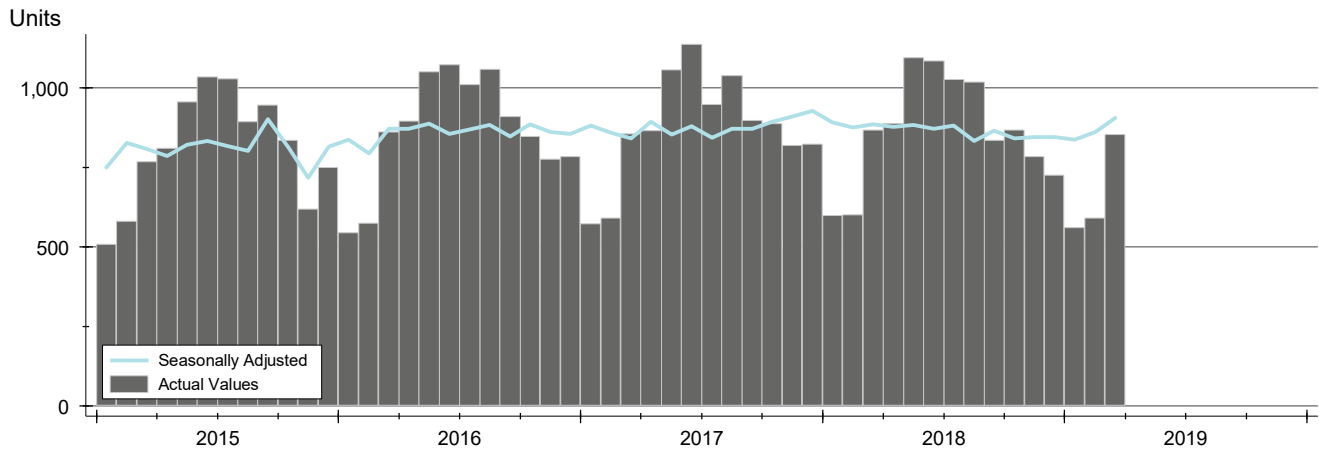
**YTD BREAKDOWNS BY HOME TYPE  
ENTIRE MLS SYSTEM  
AS OF 4/8/2019**

Year-to-Date Activity By Property Type		2019			2018			2017		
		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		<b>2,003</b>	<b>1,872</b>	<b>131</b>	2,066	1,914	152	2,015	1,877	138
Change from prior year		-3.0%	-2.2%	-13.8%	2.5%	2.0%	10.1%	2.0%	2.6%	-6.1%
New Listings		<b>2,947</b>	<b>2,748</b>	<b>199</b>	3,141	2,917	224	3,269	3,013	256
Change from prior year		-6.2%	-5.8%	-11.2%	-3.9%	-3.2%	-12.5%	-2.6%	-2.8%	-0.8%
Contracts Written		<b>2,495</b>	<b>2,362</b>	<b>133</b>	2,544	2,332	212	2,539	2,337	202
Change from prior year		-1.9%	1.3%	-37.3%	0.2%	-0.2%	5.0%	-0.4%	-0.2%	-2.9%
Sales Volume (1,000s)		<b>316,803</b>	<b>277,994</b>	<b>38,810</b>	317,375	271,099	46,276	297,427	257,004	40,423
Change from prior year		-0.2%	2.5%	-16.1%	6.7%	5.5%	14.5%	1.3%	1.8%	-1.5%
Average	Sale Price	<b>158,164</b>	<b>148,501</b>	<b>296,256</b>	153,618	141,640	304,448	147,607	136,923	292,920
	Change from prior year	3.0%	4.8%	-2.7%	4.1%	3.4%	3.9%	-0.6%	-0.8%	4.9%
	Days on Market	<b>55</b>	<b>54</b>	<b>66</b>	56	51	112	60	58	81
	Change from prior year	-1.9%	5.0%	-40.9%	-6.2%	-11.2%	37.6%	-10.6%	-9.0%	-21.1%
	Percent of List	<b>97.3%</b>	<b>97.0%</b>	<b>102.7%</b>	97.3%	97.0%	101.9%	96.8%	96.5%	101.3%
Median	Change from prior year	0.0%	0.0%	0.8%	0.5%	0.5%	0.6%	0.2%	0.2%	0.3%
	Percent of Original	<b>94.8%</b>	<b>94.1%</b>	<b>103.5%</b>	94.9%	94.3%	102.2%	94.1%	93.5%	101.9%
	Change from prior year	-0.2%	-0.2%	1.3%	0.8%	0.8%	0.3%	0.3%	0.4%	0.6%
Median	Sale Price	<b>139,900</b>	<b>130,000</b>	<b>274,100</b>	130,000	125,000	269,000	128,500	120,617	257,575
	Change from prior year	7.6%	4.0%	1.9%	1.2%	3.6%	4.4%	2.8%	2.7%	9.1%
	Days on Market	<b>31</b>	<b>32</b>	<b>1</b>	30	30	43	32	33	15
	Change from prior year	3.3%	6.7%	-97.7%	-6.3%	-9.1%	186.7%	-17.9%	-15.4%	-68.8%
	Percent of List	<b>98.7%</b>	<b>98.5%</b>	<b>100.0%</b>	98.7%	98.3%	100.0%	98.6%	98.3%	100.0%
Median	Change from prior year	0.1%	0.2%	0.0%	0.0%	0.0%	0.0%	0.5%	0.4%	0.0%
	Percent of Original	<b>97.1%</b>	<b>96.7%</b>	<b>101.1%</b>	97.0%	96.5%	100.6%	96.9%	96.4%	100.2%
	Change from prior year	0.1%	0.2%	0.5%	0.1%	0.1%	0.4%	0.4%	0.4%	0.2%

# CLOSED LISTINGS ANALYSIS

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 4/8/2019**

**HISTORY** >>



**SUMMARY** >>

Summary Statistics for Closed Listings		March			Year-to-Date		
		2019	2018	Change	2019	2018	Change
Closed Listings		<b>852</b>	867	-1.7%	<b>2,003</b>	2,066	-3.0%
Volume (1,000s)		<b>135,351</b>	135,655	-0.2%	<b>316,803</b>	317,375	-0.2%
Average	Sale Price	<b>158,863</b>	156,465	1.5%	<b>158,164</b>	153,618	3.0%
	Days on Market	<b>52</b>	57	-8.2%	<b>55</b>	56	-1.9%
	Percent of List	<b>97.5%</b>	97.6%	-0.2%	<b>97.3%</b>	97.3%	0.0%
	Percent of Original	<b>95.0%</b>	95.6%	-0.6%	<b>94.8%</b>	94.9%	-0.2%
Median	Sale Price	<b>138,000</b>	130,000	6.2%	<b>139,900</b>	130,000	7.6%
	Days on Market	<b>27</b>	29	-8.6%	<b>31</b>	30	3.3%
	Percent of List	<b>99.1%</b>	98.7%	0.4%	<b>98.7%</b>	98.7%	0.1%
	Percent of Original	<b>97.7%</b>	97.4%	0.3%	<b>97.1%</b>	97.0%	0.1%

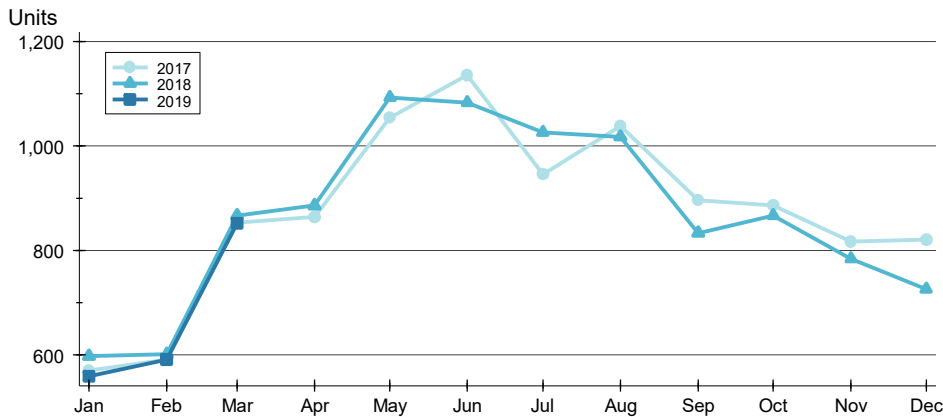
A total of 852 homes sold in South Central Kansas in March, down from 867 units in March 2018. Total sales volume fell to \$135.4 million compared to \$135.7 million in the previous year.

The median sales price in March was \$138,000, up 6.2% compared to the prior year. Median days on market was 27 days, down from 34 days in February, and down from 29 in March 2018.

# CLOSED LISTINGS ANALYSIS

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 4/8/2019**

**BY MONTH** >>



Month	2017	2018	2019
January	571	598	560
February	591	601	591
March	853	867	852
April	864	886	
May	1,055	1,093	
June	1,136	1,083	
July	946	1,026	
August	1,038	1,018	
September	896	834	
October	887	867	
November	817	784	
December	821	726	

**BY PRICE RANGE** >>

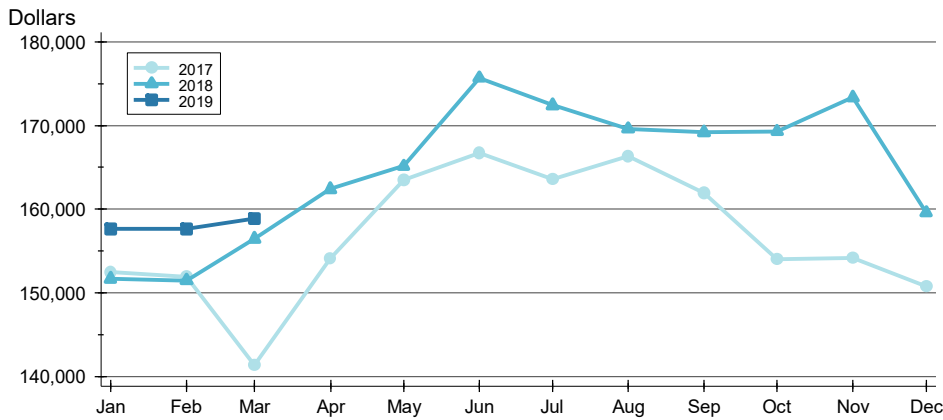
Price Range	Sales			Sale Price		Days on Market		Price as % of List		Price as % of Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median	Average	Median
Below \$25,000	25	2.9%	387	15,482	16,000	79	57	82.6%	83.3%	65.4%	68.1%
\$25,000-\$49,999	62	7.3%	2,241	36,146	36,250	68	48	89.5%	90.0%	82.9%	84.8%
\$50,000-\$99,999	211	24.8%	15,883	75,277	74,900	49	26	97.8%	98.7%	95.2%	97.3%
\$100,000-\$124,999	80	9.4%	8,961	112,018	110,750	48	21	98.2%	100.0%	97.1%	99.1%
\$125,000-\$149,999	84	9.9%	11,512	137,053	137,000	41	21	98.7%	100.0%	97.4%	98.2%
\$150,000-\$174,999	96	11.3%	15,574	162,230	162,125	38	16	99.2%	99.7%	97.6%	98.4%
\$175,000-\$199,999	82	9.6%	15,195	185,303	184,900	43	20	99.0%	100.0%	97.3%	98.3%
\$200,000-\$249,999	73	8.6%	16,447	225,297	225,000	45	17	98.8%	99.0%	97.4%	98.7%
\$250,000-\$299,999	55	6.5%	14,884	270,627	269,000	73	54	98.2%	98.9%	97.1%	98.1%
\$300,000-\$399,999	55	6.5%	18,857	342,851	338,000	70	42	98.9%	98.9%	96.5%	97.9%
\$400,000-\$499,999	18	2.1%	8,112	450,667	452,500	96	79	97.7%	96.9%	96.6%	95.7%
\$500,000-\$749,999	8	0.9%	4,879	609,900	592,500	49	22	97.1%	97.4%	96.5%	96.5%
\$750,000-\$999,999	3	0.4%	2,418	805,833	787,500	48	50	97.9%	98.3%	97.9%	98.3%
\$1,000,000 and up	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
All price ranges	852	100.0%	135,351	158,863	138,000	52	27	97.5%	99.1%	95.0%	97.7%



# CLOSED LISTINGS ANALYSIS

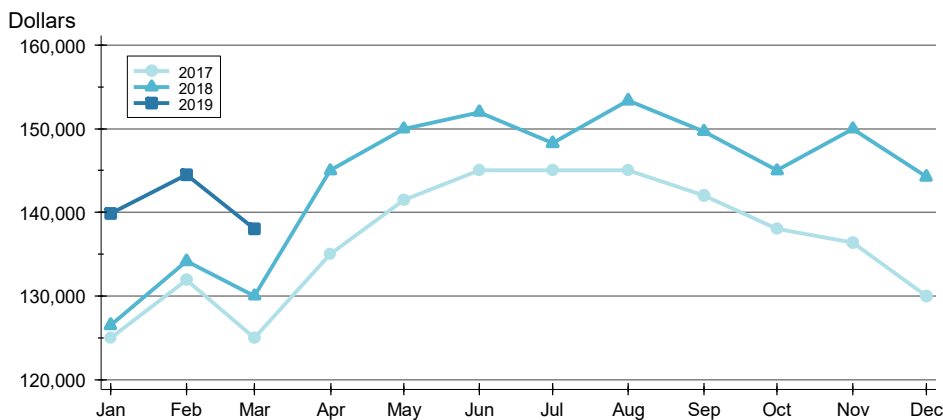
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 4/8/2019**

## AVERAGE PRICE



Month	2017	2018	2019
January	152,481	151,661	157,630
February	151,891	151,459	157,664
March	141,375	156,465	158,863
April	154,073	162,387	162,387
May	163,487	165,156	165,156
June	166,721	175,695	175,695
July	163,608	172,428	172,428
August	166,367	169,620	169,620
September	161,984	169,187	169,187
October	154,015	169,281	169,281
November	154,162	173,356	173,356
December	150,792	159,588	159,588

## MEDIAN PRICE

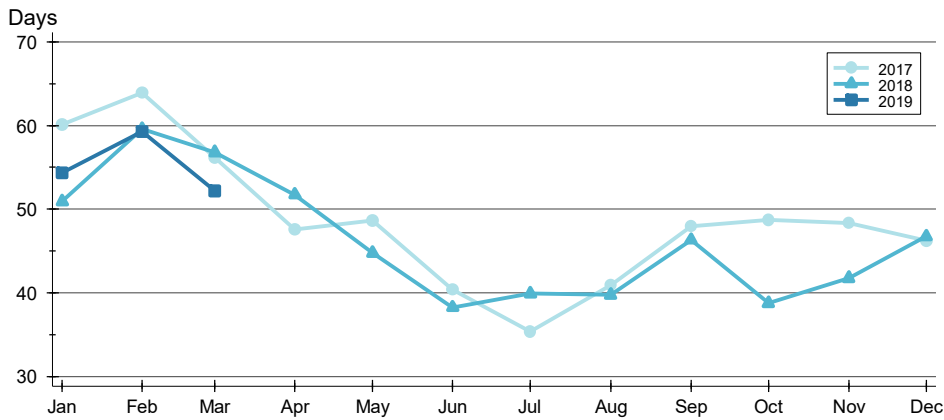


Month	2017	2018	2019
January	125,000	126,500	139,900
February	131,900	134,150	144,500
March	125,000	130,000	138,000
April	135,000	145,000	145,000
May	141,500	150,000	150,000
June	145,000	152,000	152,000
July	145,000	148,250	148,250
August	145,000	153,350	153,350
September	142,000	149,700	149,700
October	138,000	145,000	145,000
November	136,400	150,000	150,000
December	130,000	144,250	144,250

# CLOSED LISTINGS ANALYSIS

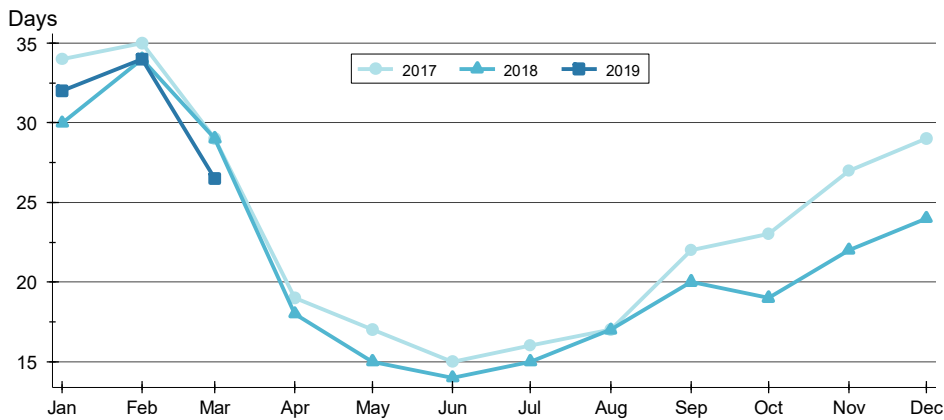
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 4/8/2019**

## AVERAGE DOM >>



Month	2017	2018	2019
January	60	51	54
February	64	60	59
March	56	57	52
April	48	52	52
May	49	45	45
June	40	38	38
July	35	40	40
August	41	40	40
September	48	46	46
October	49	39	39
November	48	42	42
December	46	47	47

## MEDIAN DOM >>

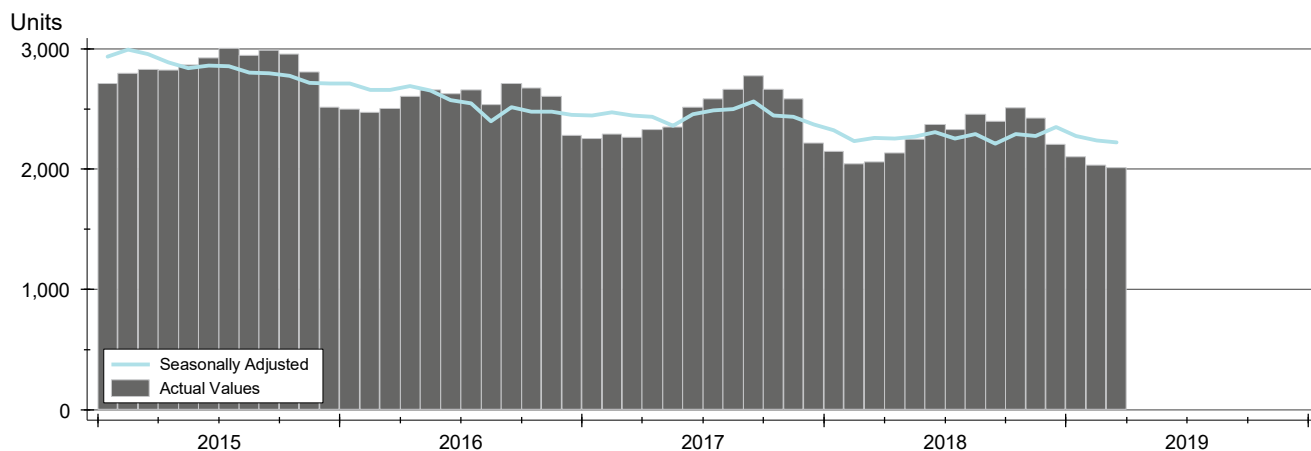


Month	2017	2018	2019
January	34	30	32
February	35	34	34
March	29	29	27
April	19	18	18
May	17	15	15
June	15	14	14
July	16	15	15
August	17	17	17
September	22	20	20
October	23	19	19
November	27	22	22
December	29	24	24

# ACTIVE LISTINGS ANALYSIS

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 4/8/2019**

**HISTORY** >>



**SUMMARY** >>

Summary Statistics for Active Listings		End of March		
		2019	2018	Change
Active Listings		<b>2,012</b>	2,059	-2.3%
Months' Supply		<b>2.3</b>	2.3	-0.3%
Volume (1,000s)		<b>511,811</b>	478,440	7.0%
Average	List Price	<b>254,379</b>	232,365	9.5%
	Days on Market	<b>93</b>	104	-10.5%
	Percent of Original	<b>97.9%</b>	97.6%	0.3%
Median	List Price	<b>195,500</b>	180,867	8.1%
	Days on Market	<b>47</b>	54	-13.9%
	Percent of Original	<b>100.0%</b>	100.0%	0.0%

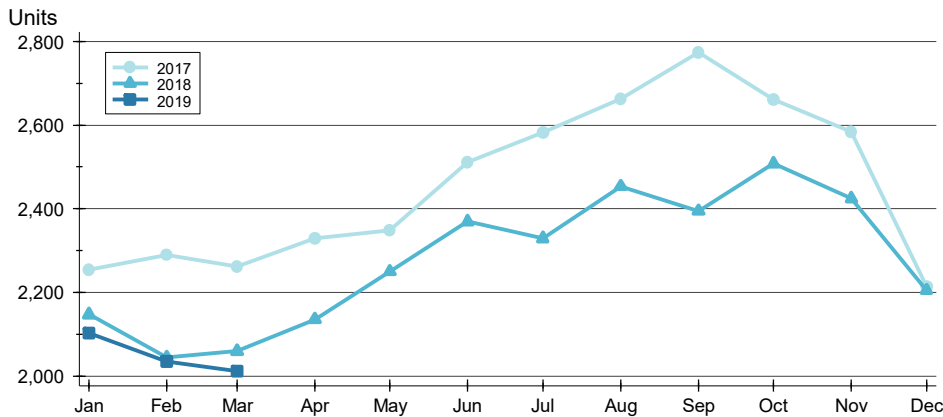
A total of 2,012 homes were available for sale in South Central Kansas at the end of March. This represents a 2.3 months' supply of active listings.

The median list price of homes on the market at the end of March was \$195,500, up 8.1% from 2018. The typical time on market for active listings was 47 days, down from 54 days a year earlier.

# ACTIVE LISTINGS ANALYSIS

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 4/8/2019**

**BY MONTH** >>



Month	2017	2018	2019
January	2,254	2,147	2,102
February	2,289	2,044	2,034
March	2,261	2,059	2,012
April	2,330	2,135	
May	2,348	2,250	
June	2,512	2,369	
July	2,583	2,329	
August	2,663	2,453	
September	2,774	2,395	
October	2,661	2,508	
November	2,584	2,425	
December	2,214	2,205	

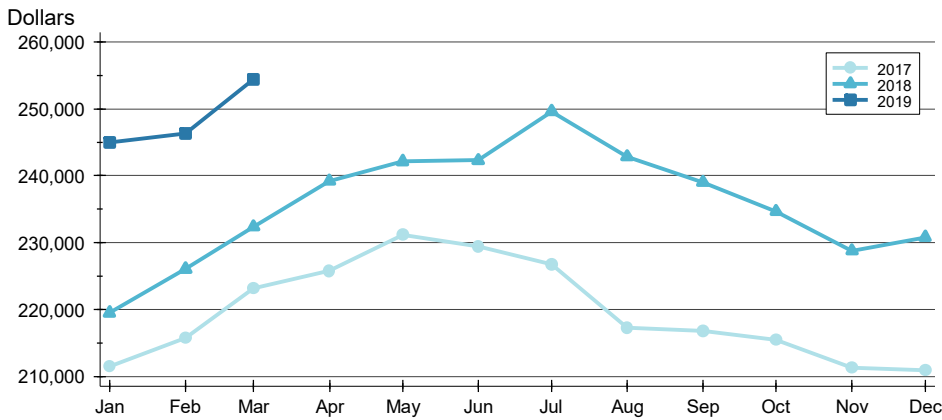
**BY PRICE RANGE** >>

Price Range	Active Listings			Months' Supply	List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume		Average	Median	Average	Median	Average	Median
Below \$25,000	64	3.2%	665	2.6	10,396	9,950	108	50	94.2%	100.0%
\$25,000-\$49,999	132	6.6%	5,138	2.1	38,923	39,500	157	88	94.0%	100.0%
\$50,000-\$99,999	382	19.0%	28,386	1.8	74,308	74,900	90	46	97.2%	100.0%
\$100,000-\$124,999	98	4.9%	11,205	1.2	114,335	115,000	71	45	97.7%	100.0%
\$125,000-\$149,999	119	5.9%	16,435	1.4	138,112	139,900	68	44	98.7%	100.0%
\$150,000-\$174,999	107	5.3%	17,450	1.1	163,083	164,000	62	32	98.5%	100.0%
\$175,000-\$199,999	116	5.8%	21,851	1.4	188,368	186,900	89	49	98.9%	100.0%
\$200,000-\$249,999	187	9.3%	42,287	2.6	226,135	224,900	74	40	98.6%	100.0%
\$250,000-\$299,999	215	10.7%	59,315	3.9	275,886	275,700	80	39	99.7%	100.0%
\$300,000-\$399,999	246	12.2%	85,726	4.5	348,482	342,140	94	47	99.1%	100.0%
\$400,000-\$499,999	132	6.6%	59,610	7.3	451,594	449,250	94	50	98.4%	100.0%
\$500,000-\$749,999	88	4.4%	53,434	11.0	607,210	599,950	132	74	97.5%	100.0%
\$750,000-\$999,999	45	2.2%	39,560	15.0	879,122	859,000	154	174	95.3%	100.0%
\$1,000,000 and up	36	1.8%	59,300	N/A	1,647,211	1,397,000	192	76	98.1%	100.0%
All price ranges	2,012	100.0%	511,811	2.4	254,379	195,500	93	47	97.9%	100.0%

# ACTIVE LISTINGS ANALYSIS

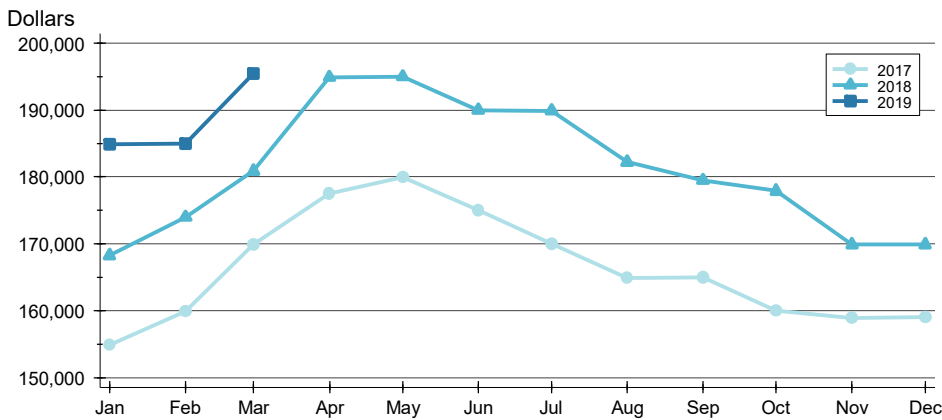
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 4/8/2019**

## AVERAGE PRICE



Month	2017	2018	2019
January	211,527	219,491	244,933
February	215,732	226,018	246,278
March	223,171	232,365	254,379
April	225,771	239,193	
May	231,189	242,156	
June	229,403	242,311	
July	226,760	249,623	
August	217,266	242,880	
September	216,820	238,982	
October	215,409	234,663	
November	211,349	228,794	
December	210,949	230,828	

## MEDIAN PRICE

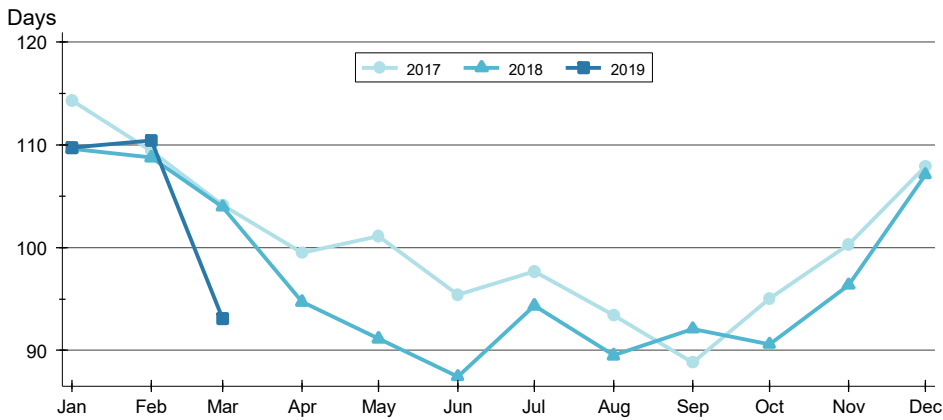


Month	2017	2018	2019
January	154,900	168,248	184,900
February	159,900	174,000	185,000
March	169,900	180,867	195,500
April	177,500	194,900	
May	179,900	195,000	
June	175,000	190,000	
July	170,000	189,900	
August	164,900	182,250	
September	165,000	179,500	
October	160,000	177,900	
November	158,900	169,900	
December	159,000	169,900	

# ACTIVE LISTINGS ANALYSIS

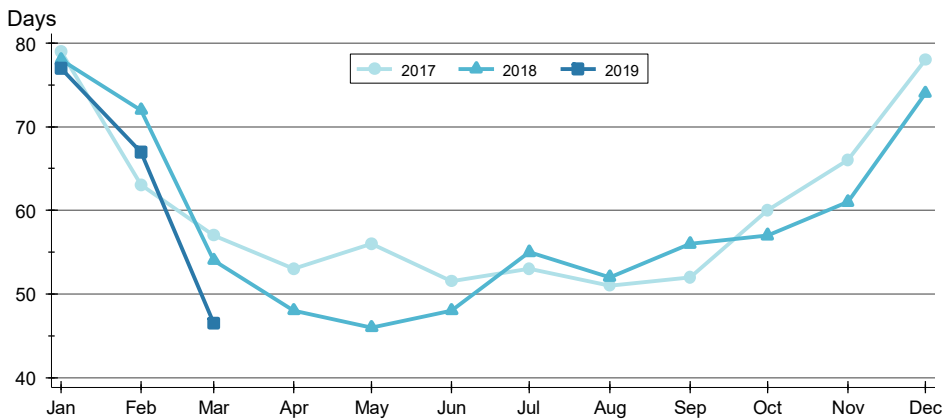
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 4/8/2019**

## AVERAGE DOM



Month	2017	2018	2019
January	114	110	110
February	109	109	110
March	104	104	93
April	99	95	
May	101	91	
June	95	87	
July	98	94	
August	93	90	
September	89	92	
October	95	91	
November	100	96	
December	108	107	

## MEDIAN DOM

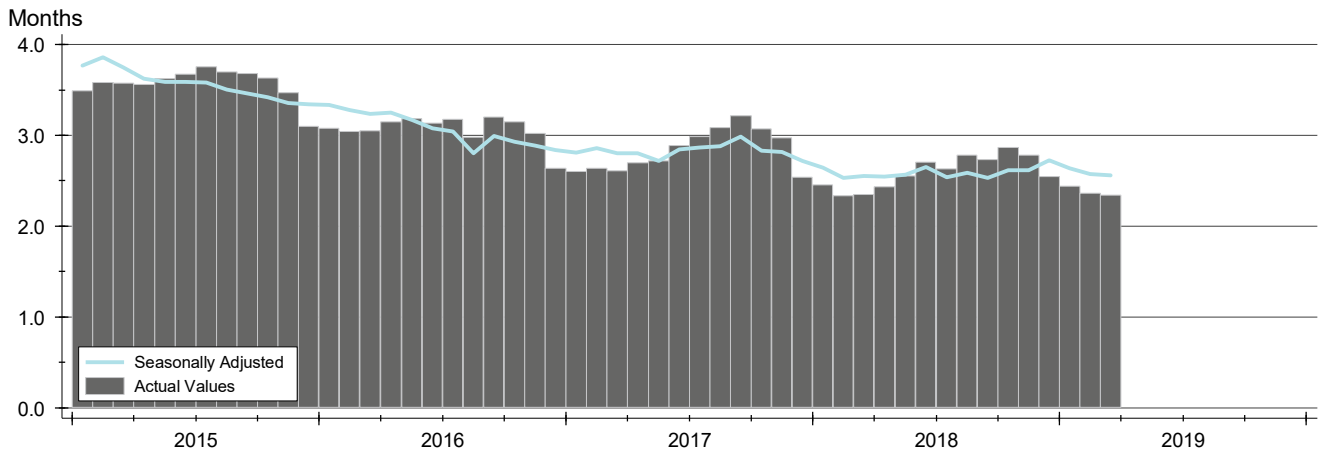


Month	2017	2018	2019
January	79	78	77
February	63	72	67
March	57	54	47
April	53	48	
May	56	46	
June	52	48	
July	53	55	
August	51	52	
September	52	56	
October	60	57	
November	66	61	
December	78	74	

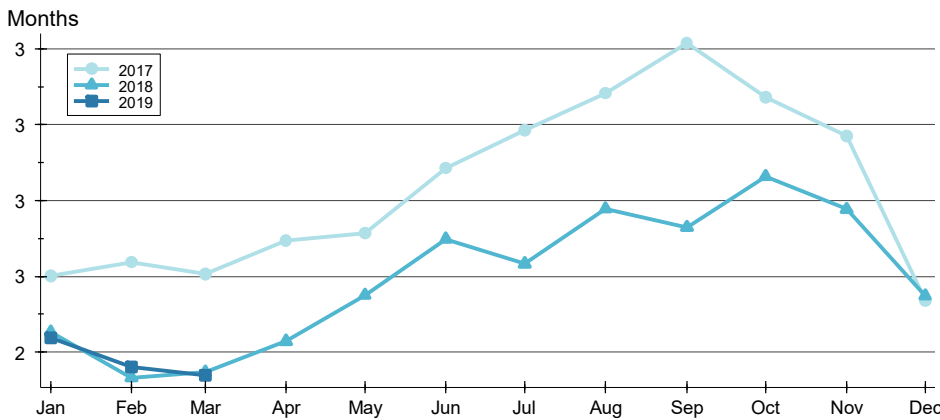
# MONTHS' SUPPLY ANALYSIS

**HISTORY** >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 4/8/2019**



**BY MONTH** >>

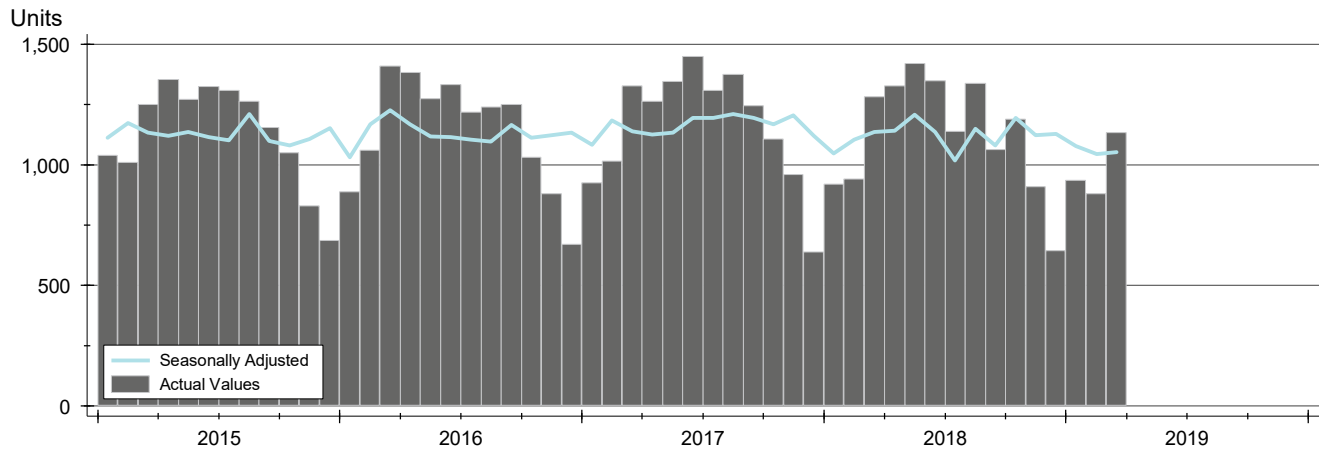


Month	2017	2018	2019
January	2.6	2.5	2.4
February	2.6	2.3	2.4
March	2.6	2.3	2.3
April	2.7	2.4	
May	2.7	2.6	
June	2.9	2.7	
July	3.0	2.6	
August	3.1	2.8	
September	3.2	2.7	
October	3.1	2.9	
November	3.0	2.8	
December	2.5	2.5	

# NEW LISTINGS ANALYSIS

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 4/8/2019**

**HISTORY** >>



**SUMMARY** >>

Summary Statistics for New Listings		March		
		2019	2018	Change
Current Month	New Listings	<b>1,132</b>	1,281	-11.6%
	Volume (1,000s)	<b>217,189</b>	228,753	-5.1%
	Average List Price	<b>191,863</b>	178,574	7.4%
	Median List Price	<b>160,000</b>	154,900	3.3%
YTD	New Listings	<b>2,947</b>	3,141	-6.2%
	Volume (1,000s)	<b>571,426</b>	564,608	1.2%
	Average List Price	<b>193,901</b>	179,754	7.9%
	Median List Price	<b>156,900</b>	150,000	4.6%

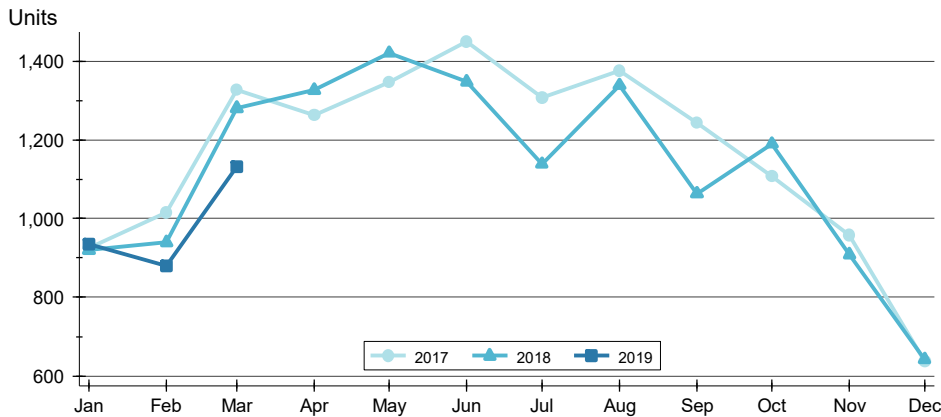
A total of 1,132 new listings were added in South Central Kansas during March, down 11.6% from the same month in 2018. Year-to-date South Central Kansas has seen 2,947 new listings.

The median list price of these homes was \$160,000 up from \$154,900 in 2018.

# NEW LISTINGS ANALYSIS

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 4/8/2019**

**BY MONTH** >>



Month	2017	2018	2019
January	926	920	935
February	1,016	940	880
March	1,327	1,281	1,132
April	1,264	1,327	
May	1,347	1,421	
June	1,450	1,348	
July	1,308	1,139	
August	1,376	1,339	
September	1,244	1,064	
October	1,107	1,190	
November	959	909	
December	637	642	

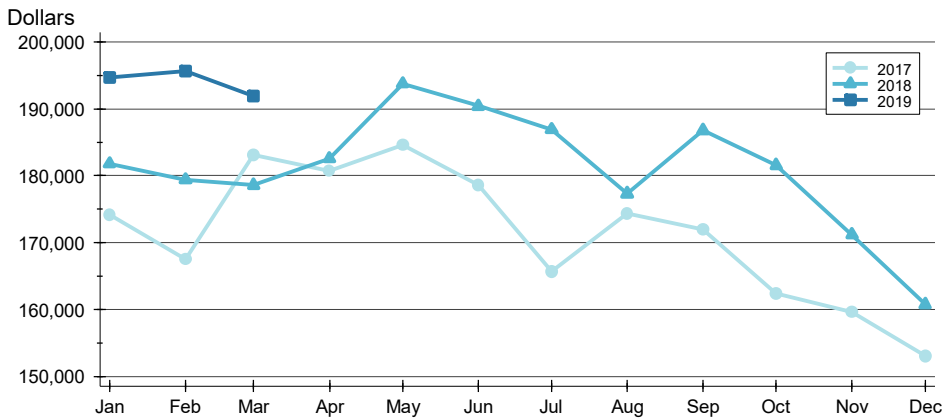
**BY PRICE RANGE** >>

Price Range	New Listings			List Price	
	Number	Percent	Volume	Average	Median
Below \$25,000	45	4.0%	348	7,738	3,000
\$25,000-\$49,999	50	4.4%	1,913	38,263	36,750
\$50,000-\$99,999	210	18.6%	16,008	76,227	77,700
\$100,000-\$124,999	85	7.5%	9,652	113,554	114,900
\$125,000-\$149,999	108	9.5%	14,913	138,080	139,900
\$150,000-\$174,999	99	8.7%	16,071	162,335	160,000
\$175,000-\$199,999	96	8.5%	17,974	187,231	185,000
\$200,000-\$249,999	134	11.8%	30,227	225,575	224,900
\$250,000-\$299,999	99	8.7%	26,912	271,836	269,900
\$300,000-\$399,999	86	7.6%	30,163	350,730	350,000
\$400,000-\$499,999	38	3.4%	17,230	453,430	449,950
\$500,000-\$749,999	24	2.1%	14,937	622,365	617,500
\$750,000-\$999,999	9	0.8%	7,543	838,136	820,000
\$1,000,000 and up	4	0.4%	4,664	1,166,000	1,184,500
All price ranges	1,132	100.0%	217,189	191,863	160,000

# NEW LISTINGS ANALYSIS

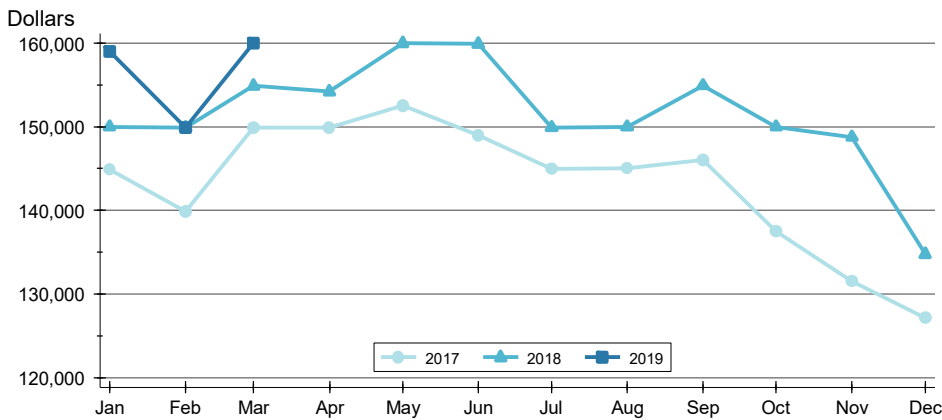
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 4/8/2019**

**AVERAGE PRICE** >>



Month	2017	2018	2019
January	174,160	181,808	194,661
February	167,501	179,366	195,686
March	183,112	178,574	191,863
April	180,689	182,578	
May	184,549	193,743	
June	178,594	190,412	
July	165,716	186,903	
August	174,383	177,300	
September	171,990	186,762	
October	162,387	181,576	
November	159,644	171,214	
December	153,084	160,742	

**MEDIAN PRICE** >>

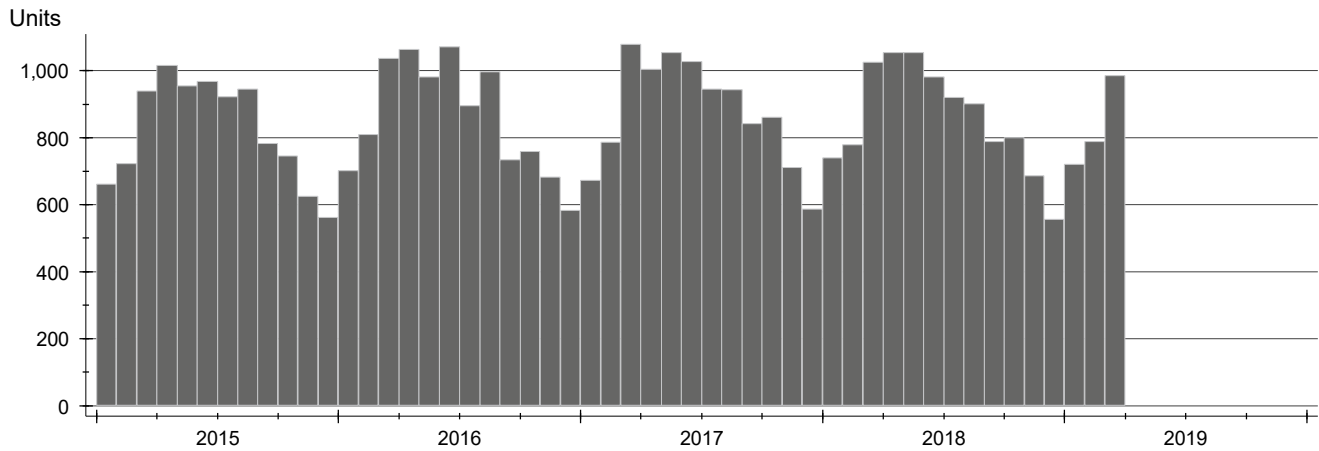


Month	2017	2018	2019
January	144,900	150,000	159,000
February	139,900	149,900	149,900
March	149,900	154,900	160,000
April	149,900	154,200	
May	152,500	160,000	
June	148,950	159,900	
July	144,950	149,900	
August	145,000	150,000	
September	146,000	154,950	
October	137,500	150,000	
November	131,500	148,750	
December	127,100	134,750	

# CONTRACTS WRITTEN ANALYSIS

**HISTORY** >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 4/8/2019**



**SUMMARY** >>

Summary Statistics for Contracts Written		March			Year-to-Date		
		2019	2018	Change	2019	2018	Change
Closed Listings		<b>986</b>	1,025	-3.8%	<b>2,495</b>	2,544	-1.9%
Volume (1,000s)		<b>167,596</b>	172,945	-3.1%	<b>416,412</b>	422,161	-1.4%
Average	Sale Price	<b>169,976</b>	168,727	0.7%	<b>166,898</b>	165,944	0.6%
	Days on Market	<b>45</b>	49	-7.5%	<b>51</b>	54	-6.3%
	Percent of Original	<b>97.5%</b>	96.8%	0.8%	<b>96.2%</b>	95.9%	0.3%
Median	Sale Price	<b>152,900</b>	149,700	2.1%	<b>149,900</b>	143,700	4.3%
	Days on Market	<b>15</b>	17	-11.8%	<b>23</b>	23	0.0%
	Percent of Original	<b>100.0%</b>	98.5%	1.6%	<b>100.0%</b>	97.9%	2.1%

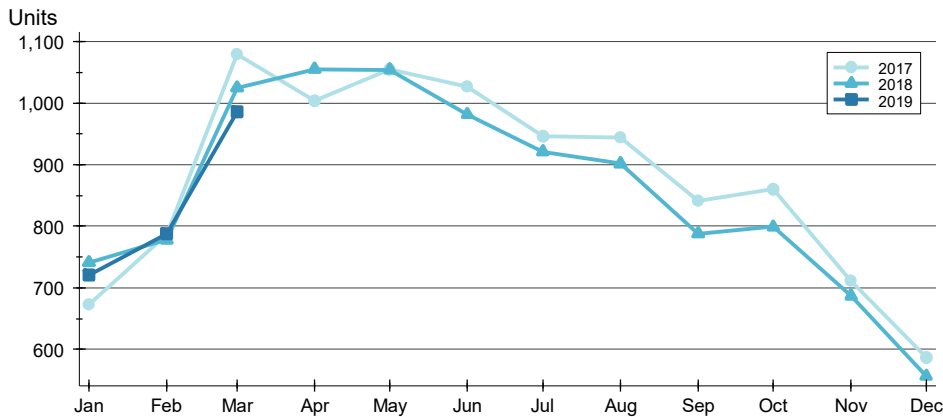
A total of 986 contracts for sale were written in South Central Kansas during the month of March, down from 1,025 in 2018. The median list price of these homes was \$152,900, up from \$149,700 the prior year.

Half of the homes that went under contract in March were on the market less than 15 days, compared to 17 days in March 2018.

# CONTRACTS WRITTEN ANALYSIS

## BY MONTH >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 4/8/2019**



Month	2017	2018	2019
January	673	741	721
February	787	778	788
March	1,079	1,025	986
April	1,004	1,055	
May	1,055	1,054	
June	1,027	982	
July	946	921	
August	944	902	
September	841	788	
October	860	799	
November	711	687	
December	587	557	

## BY PRICE RANGE >>

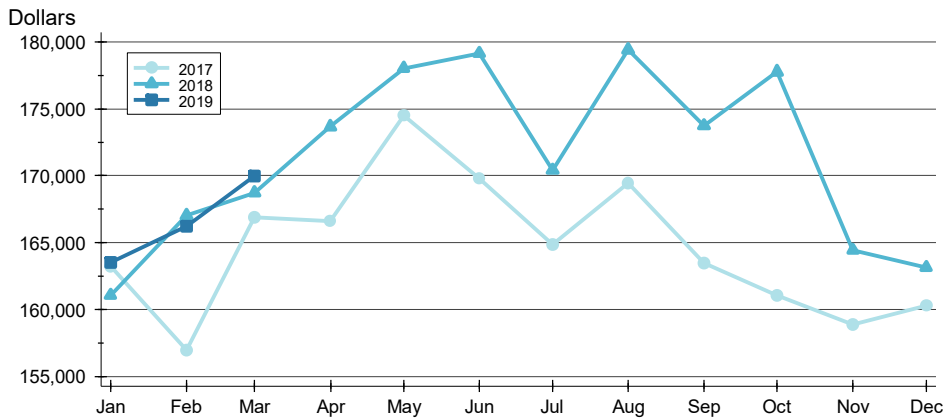
Price Range	Contracts Written			List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median
Below \$25,000	15	1.5%	212	14,113	13,000	59	25	76.0%	83.3%
\$25,000-\$49,999	54	5.5%	2,097	38,837	37,950	82	42	88.5%	91.6%
\$50,000-\$99,999	189	19.2%	14,704	77,798	79,000	48	15	97.2%	100.0%
\$100,000-\$124,999	104	10.5%	11,847	113,915	114,900	33	12	97.9%	100.0%
\$125,000-\$149,999	107	10.9%	14,774	138,071	138,000	32	9	98.7%	100.0%
\$150,000-\$174,999	105	10.6%	17,174	163,563	165,000	34	10	98.9%	100.0%
\$175,000-\$199,999	104	10.5%	19,464	187,153	187,200	33	9	98.7%	100.0%
\$200,000-\$249,999	126	12.8%	28,108	223,082	220,000	32	13	98.3%	100.0%
\$250,000-\$299,999	75	7.6%	20,309	270,785	269,000	76	21	100.1%	100.0%
\$300,000-\$399,999	46	4.7%	16,164	351,387	349,950	63	24	99.0%	100.0%
\$400,000-\$499,999	17	1.7%	7,462	438,967	426,167	88	52	98.3%	100.0%
\$500,000-\$749,999	12	1.2%	7,488	623,997	620,950	44	25	100.0%	100.0%
\$750,000-\$999,999	2	0.2%	1,664	832,000	832,000	170	170	97.7%	97.7%
\$1,000,000 and up	1	0.1%	1,200	1,200,000	1,200,000	9	9	100.0%	100.0%
All price ranges	986	100.0%	167,596	169,976	152,900	45	15	97.5%	100.0%



# CONTRACTS WRITTEN ANALYSIS

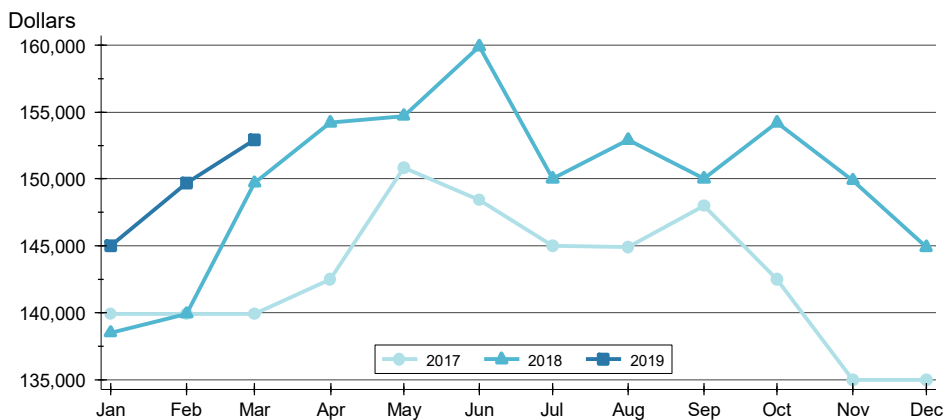
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 4/8/2019**

## AVERAGE PRICE >>



Month	2017	2018	2019
January	163,213	161,075	163,493
February	156,975	167,014	166,228
March	166,903	168,727	169,976
April	166,599	173,676	173,676
May	174,525	178,025	178,025
June	169,773	179,151	179,151
July	164,863	170,419	170,419
August	169,454	179,402	179,402
September	163,452	173,744	173,744
October	161,050	177,773	177,773
November	158,872	164,436	164,436
December	160,270	163,136	163,136

## MEDIAN PRICE >>

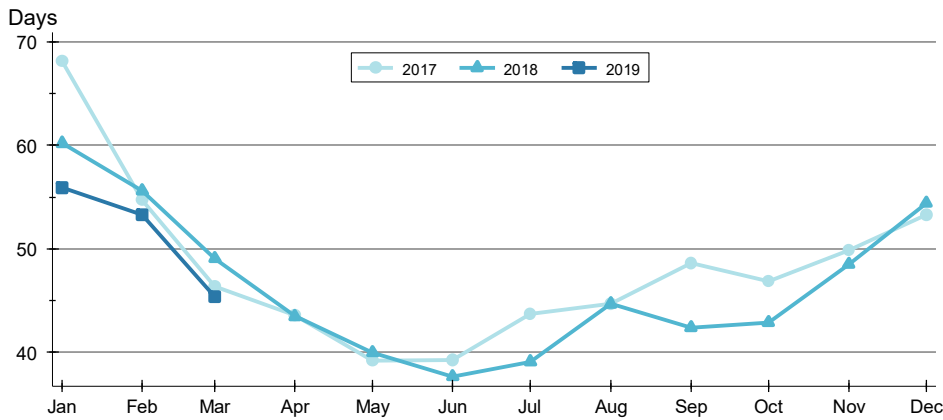


Month	2017	2018	2019
January	139,900	138,500	145,000
February	139,900	139,900	149,700
March	139,900	149,700	152,900
April	142,500	154,200	154,200
May	150,863	154,700	154,700
June	148,450	159,900	159,900
July	145,000	150,000	150,000
August	144,900	152,900	152,900
September	148,000	150,000	150,000
October	142,500	154,200	154,200
November	135,000	149,900	149,900
December	135,000	144,900	144,900

# CONTRACTS WRITTEN ANALYSIS

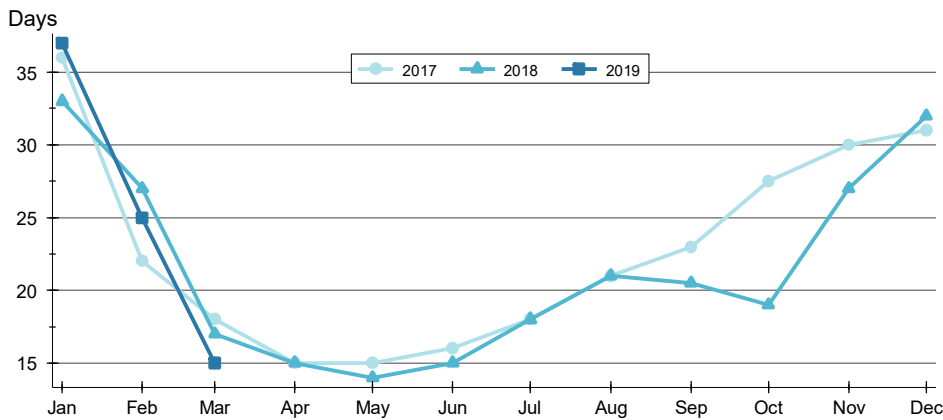
## AVERAGE DOM >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 4/8/2019**



Month	2017	2018	2019
January	68	60	56
February	55	56	53
March	46	49	45
April	44	43	45
May	39	40	39
June	39	38	39
July	44	39	44
August	45	45	45
September	49	42	49
October	47	43	47
November	50	49	50
December	53	54	53

## MEDIAN DOM >>

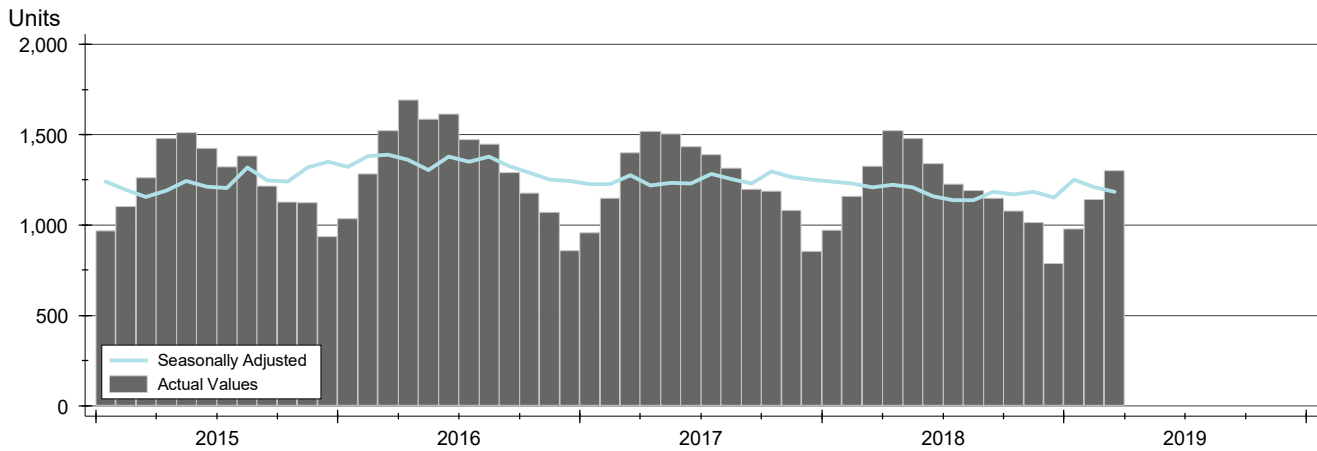


Month	2017	2018	2019
January	36	33	37
February	22	27	25
March	18	17	15
April	15	15	15
May	15	14	15
June	16	15	16
July	18	18	18
August	21	21	21
September	23	21	23
October	28	19	28
November	30	27	30
December	31	32	31

# PENDING CONTRACTS ANALYSIS

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 4/8/2019**

**HISTORY** >>



**SUMMARY** >>

Summary Statistics for Active Listings		End of March		
		2019	2018	Change
Active Listings		<b>1,300</b>	1,326	-2.0%
Volume (1,000s)		<b>240,528</b>	236,489	1.7%
Average	List Price	<b>185,022</b>	178,347	3.7%
	Days on Market	<b>45</b>	54	-15.6%
	Percent of Original	<b>98.6%</b>	98.3%	0.2%
Median	List Price	<b>164,900</b>	150,000	9.9%
	Days on Market	<b>14</b>	18	-20.0%
	Percent of Original	<b>100.0%</b>	100.0%	0.0%

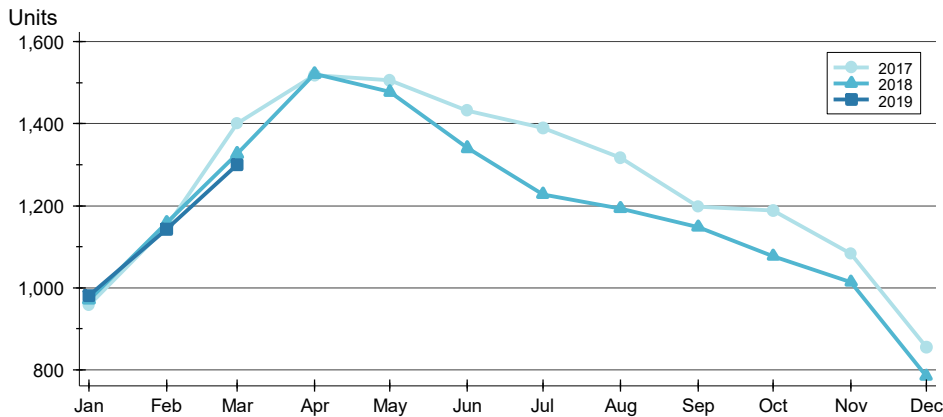
A total of 1,300 listings in South Central Kansas had contracts pending at the end of March, down from 1,326 contracts pending at the end of March 2018.

Pending contracts reflect listings with a contract in place at the end of the month. In contrast, contracts written measures the number of listings put under contract during the month.

# PENDING CONTRACTS ANALYSIS

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 4/8/2019**

## BY MONTH »



Month	2017	2018	2019
January	957	970	980
February	1,149	1,159	1,143
March	1,400	1,326	1,300
April	1,518	1,521	
May	1,505	1,477	
June	1,432	1,340	
July	1,390	1,228	
August	1,317	1,193	
September	1,197	1,148	
October	1,188	1,077	
November	1,083	1,014	
December	855	785	

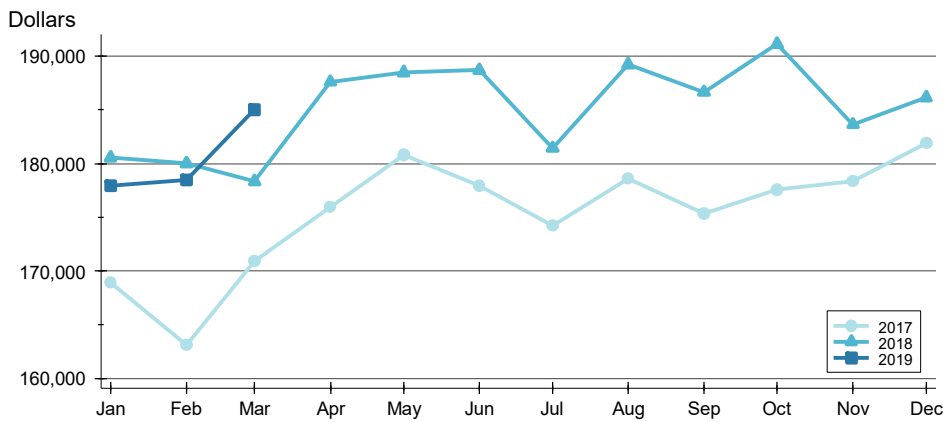
## BY PRICE RANGE »

Price Range	Contracts Written			List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median
Below \$25,000	12	0.9%	166	13,825	11,500	52	28	89.1%	100.0%
\$25,000-\$49,999	55	4.2%	2,100	38,185	36,000	79	36	95.1%	100.0%
\$50,000-\$99,999	232	17.8%	17,937	77,314	76,700	53	18	97.7%	100.0%
\$100,000-\$124,999	130	10.0%	14,688	112,982	114,200	39	14	98.7%	100.0%
\$125,000-\$149,999	130	10.0%	18,049	138,836	139,900	33	9	98.9%	100.0%
\$150,000-\$174,999	136	10.5%	22,141	162,804	162,896	35	10	98.8%	100.0%
\$175,000-\$199,999	138	10.6%	25,848	187,301	186,950	30	10	99.1%	100.0%
\$200,000-\$249,999	175	13.5%	39,062	223,212	220,000	33	12	98.9%	100.0%
\$250,000-\$299,999	99	7.6%	26,918	271,900	269,900	71	18	99.1%	100.0%
\$300,000-\$399,999	97	7.5%	33,942	349,913	350,000	49	7	99.6%	100.0%
\$400,000-\$499,999	34	2.6%	15,102	444,188	431,897	71	14	100.3%	100.0%
\$500,000-\$749,999	19	1.5%	11,532	606,964	600,000	68	15	100.0%	100.0%
\$750,000-\$999,999	5	0.4%	4,111	822,248	772,514	74	14	99.1%	100.0%
\$1,000,000 and up	2	0.2%	2,272	1,135,859	1,135,859	5	5	100.0%	100.0%
All price ranges	1,300	100.0%	240,528	185,022	164,900	45	14	98.6%	100.0%

# PENDING CONTRACTS ANALYSIS

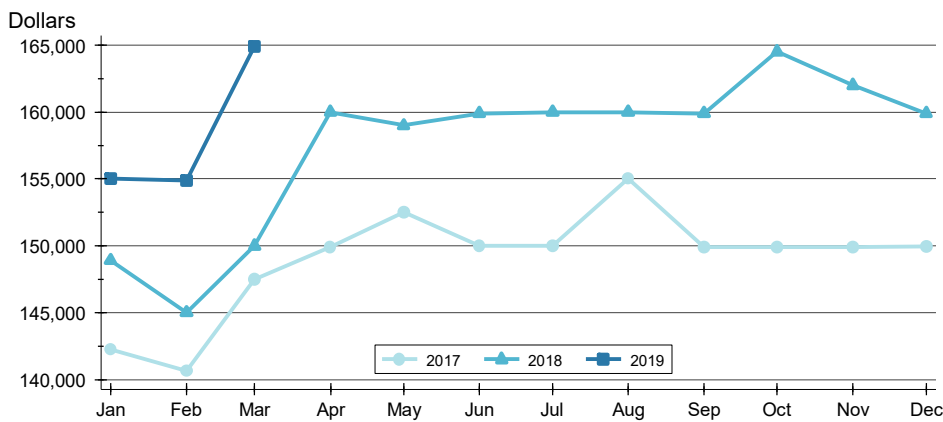
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 4/8/2019**

## AVERAGE PRICE



Month	2017	2018	2019
January	168,915	180,564	177,966
February	163,082	180,022	178,468
March	170,903	178,347	185,022
April	175,952	187,633	187,633
May	180,836	188,503	188,503
June	177,943	188,722	188,722
July	174,214	181,440	181,440
August	178,618	189,213	189,213
September	175,363	186,663	186,663
October	177,592	191,150	191,150
November	178,336	183,647	183,647
December	181,887	186,152	186,152

## MEDIAN PRICE

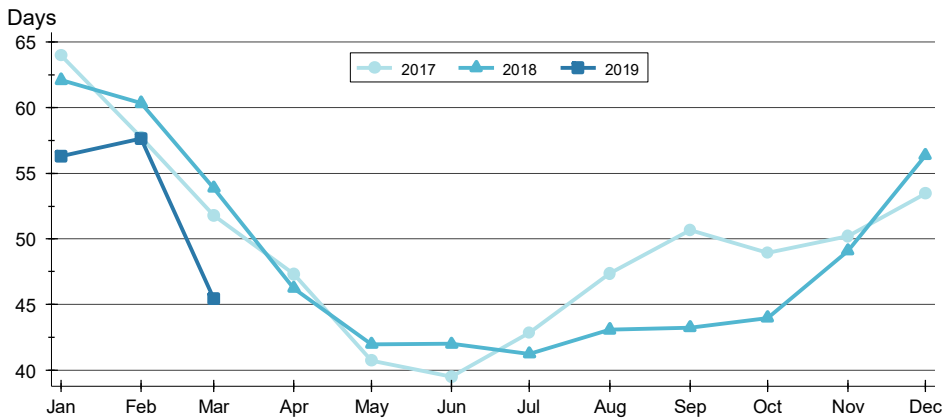


Month	2017	2018	2019
January	142,250	148,900	155,000
February	140,650	145,000	154,900
March	147,500	150,000	164,900
April	149,900	160,000	160,000
May	152,500	159,000	159,000
June	150,000	159,900	159,900
July	150,000	160,000	160,000
August	155,000	160,000	160,000
September	149,900	159,900	159,900
October	149,900	164,500	164,500
November	149,900	162,000	162,000
December	149,950	159,900	159,900

# PENDING CONTRACTS ANALYSIS

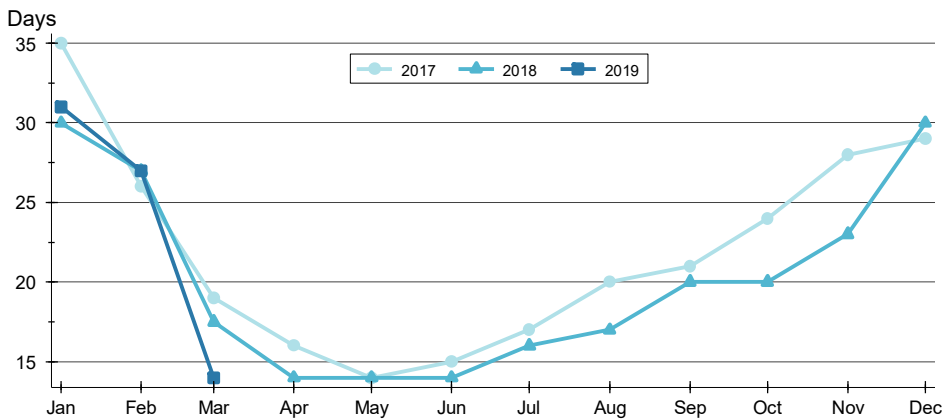
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 4/8/2019**

## AVERAGE DOM >>



Month	2017	2018	2019
January	64	62	56
February	58	60	58
March	52	54	45
April	47	46	46
May	41	42	41
June	40	42	41
July	43	41	41
August	47	43	43
September	51	43	43
October	49	44	44
November	50	49	49
December	53	56	56

## MEDIAN DOM >>



Month	2017	2018	2019
January	35	30	31
February	26	27	27
March	19	18	14
April	16	14	14
May	14	14	14
June	15	14	14
July	17	16	16
August	20	17	17
September	21	20	20
October	24	20	20
November	28	23	23
December	29	30	30



South Central Kansas MLS

## South Central Kansas MLS

170 W. Dewey, Wichita, KS 67202

[www.sckrealtors.com](http://www.sckrealtors.com)

May 14, 2019

### South Central Kansas MLS Releases Home Sales Figures for April 2019

Homes sales in South Central Kansas fell by 2.6% in April compared to the prior year. Sales in April 2019 totaled 863 units, down from 886 in 2018.

Among existing homes, 812 units sold in April, a decrease of 0.9% from 819 units that sold in 2018. The average sale price of existing homes was \$151,879. This represents an increase of 0.9% from the April 2018 average price of \$150,597.

For new construction, 51 sales occurred in April, down from 67 units the prior year, a decrease of 23.9%. The average sale price of new homes in April was \$337,909, up 10.2% from the same period last year.

A total of 1,086 contracts for sale were written in April 2019, up from 1,054 in April 2018. This is an increase of 3.0%. Contracts written during the month reflect, in part, sales that are set to close in the near future.

The inventory of active listings in South Central Kansas stood at 1,984 units at the end of April, which is down from 2,135 homes that were on the market at the end of April last year. At the current rate of sales, this figure represents 2.3 months' supply of homes on the market.

For questions and/or comments, please contact South Central Kansas MLS President Dwynt Thudium at [dwynt@crowntree.com](mailto:dwynt@crowntree.com).





## MARKET OVERVIEW >>

### South Central Kansas Home Sales Fell in April

Total home sales in South Central Kansas fell last month to 863 units, compared to 886 units in April 2018. Total sales volume was \$140.6 million, down from a year earlier.

The median sale price in April was \$145,000, showing no change from the previous year. Homes that sold in April were typically on the market for 14 days and sold for 99.5% of their list prices.

### South Central Kansas Active Listings Down at End of April

The total number of active listings in South Central Kansas at the end of April was 1,984 units, down from 2,135 at the same point in 2018. This represents a 2.3 months' supply of homes available for sale. The median list price of homes on the market at the end of April was \$208,443.

During April, a total of 1,086 contracts were written up from 1,054 in April 2018. At the end of the month, there were 1,514 contracts pending, compared to 1,521 at the end of April 2018.

### Your Association Working for You!

The South Central Kansas MLS statistical reports are one of the many benefits you receive from being a member of the REALTORS® of South Central Kansas. Through a partnership with the Kansas Association of REALTORS®, we will send you these reports each month to help you better serve your clients and promote your business.

Entire MLS System		April		
Current Month		2019	2018	Change
Summary Statistics				
	Home Sales	<b>863</b>	886	-2.6%
	Active Listings	<b>1,984</b>	2,135	-7.1%
	Months' Supply	<b>2.3</b>	2.4	-5.0%
	New Listings	<b>1,247</b>	1,327	-6.0%
	Contracts Written	<b>1,086</b>	1,054	3.0%
	Pending Contracts	<b>1,514</b>	1,521	-0.5%
	Sales Volume (1,000s)	<b>140,559</b>	143,875	-2.3%
Average	Sale Price	<b>162,873</b>	162,387	0.3%
	List Price of Actives	<b>266,443</b>	239,193	11.4%
	Days on Market	<b>42</b>	52	-18.1%
	Percent of List	<b>97.8%</b>	98.1%	-0.3%
	Percent of Original	<b>96.4%</b>	96.4%	-0.1%
Median	Sale Price	<b>145,000</b>	145,000	0.0%
	List Price of Actives	<b>208,443</b>	194,900	6.9%
	Days on Market	<b>14</b>	18	-22.2%
	Percent of List	<b>99.5%</b>	99.3%	0.2%
	Percent of Original	<b>98.3%</b>	98.3%	0.0%

## REPORT CONTENTS >>

- **Three-Year Comparisons** – Page 2
- **Year-to-Date Statistics** – Page 3
- **Closed Listings Analysis** – Page 4
- **Active Listings Analysis** – Page 8
- **Months' Supply Analysis** – Page 12
- **New Listings Analysis** – Page 13
- **Contracts Written Analysis** – Page 16
- **Pending Contracts Analysis** – Page 20



## THREE-YEAR COMPARISONS

### SUMMARY >>

**BREAKDOWNS BY HOME TYPE**  
**ENTIRE MLS SYSTEM**  
**AS OF 5/8/2019**

April MLS Statistics		2019			2018			2017		
By Property Type		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		<b>863</b>	<b>812</b>	<b>51</b>	886	819	67	864	807	57
Change from prior year		-2.6%	-0.9%	-23.9%	2.5%	1.5%	17.5%	-3.4%	-2.2%	-17.4%
Active Listings		<b>1,984</b>	<b>1,688</b>	<b>296</b>	2,135	1,895	240	2,330	2,063	267
Change from prior year		-7.1%	-10.9%	23.3%	-8.4%	-8.1%	-10.1%	-10.5%	-12.3%	6.0%
Months' Supply		<b>2.3</b>	<b>2.1</b>	<b>5.0</b>	2.4	2.3	4.1	2.7	2.6	4.6
Change from prior year		-5.0%	-8.7%	22.8%	-9.9%	-9.7%	-10.2%	-14.4%	-16.0%	-2.2%
New Listings		<b>1,247</b>	<b>1,184</b>	<b>63</b>	1,327	1,251	76	1,264	1,179	85
Change from prior year		-6.0%	-5.4%	-17.1%	5.0%	6.1%	-10.6%	-8.7%	-9.7%	7.6%
Contracts Written		<b>1,086</b>	<b>1,031</b>	<b>55</b>	1,054	985	69	1,004	933	71
Change from prior year		3.0%	4.7%	-20.3%	5.0%	5.6%	-2.8%	-5.6%	-5.2%	-10.1%
Pending Contracts		<b>1,514</b>	<b>1,332</b>	<b>182</b>	1,521	1,335	186	1,518	1,345	173
Change from prior year		-0.5%	-0.2%	-2.2%	0.2%	-0.7%	7.5%	-10.3%	-13.4%	23.6%
Sales Volume (1,000s)		<b>140,559</b>	<b>123,326</b>	<b>17,233</b>	143,875	123,339	20,536	133,119	117,267	15,852
Change from prior year		-2.3%	0.0%	-16.1%	8.1%	5.2%	29.5%	-1.0%	0.7%	-12.3%
Average	Sale Price	<b>162,873</b>	<b>151,879</b>	<b>337,909</b>	162,387	150,597	306,505	154,073	145,312	278,111
	Change from prior year	0.3%	0.9%	10.2%	5.4%	3.6%	10.2%	2.4%	3.0%	6.1%
	List Price of Actives	<b>266,443</b>	<b>255,703</b>	<b>326,350</b>	239,193	227,884	326,035	225,771	211,842	330,732
	Change from prior year	11.4%	12.2%	0.1%	5.9%	7.6%	-1.4%	5.6%	5.4%	-0.5%
	Days on Market	<b>42</b>	<b>40</b>	<b>81</b>	52	45	129	48	44	97
	Change from prior year	-18.1%	-12.0%	-37.1%	8.9%	3.2%	33.2%	-12.5%	-8.8%	-23.6%
Percent of List		<b>97.8%</b>	<b>97.5%</b>	<b>101.9%</b>	98.1%	97.9%	100.8%	97.4%	97.1%	101.7%
	Change from prior year	-0.3%	-0.4%	1.1%	0.7%	0.8%	-0.9%	0.2%	0.2%	1.5%
	Percent of Original	<b>96.4%</b>	<b>95.9%</b>	<b>103.1%</b>	96.4%	95.9%	102.2%	95.2%	94.7%	102.5%
	Change from prior year	-0.1%	0.0%	0.9%	1.2%	1.3%	-0.3%	0.0%	-0.1%	2.3%
Median	Sale Price	<b>145,000</b>	<b>137,950</b>	<b>281,666</b>	145,000	139,000	267,077	135,000	132,000	241,580
	Change from prior year	0.0%	-0.8%	5.5%	7.4%	5.3%	10.6%	1.2%	3.4%	-0.8%
	List Price of Actives	<b>208,443</b>	<b>178,500</b>	<b>290,500</b>	194,900	171,900	286,200	177,500	156,000	278,483
	Change from prior year	6.9%	3.8%	1.5%	9.8%	10.2%	2.8%	18.4%	17.7%	3.6%
	Days on Market	<b>14</b>	<b>14</b>	<b>22</b>	18	18	95	19	19	16
	Change from prior year	-22.2%	-22.2%	-76.8%	-5.3%	-5.3%	493.8%	-9.5%	-9.5%	-78.1%
Percent of List		<b>99.5%</b>	<b>99.0%</b>	<b>100.0%</b>	99.3%	98.9%	100.0%	99.2%	98.9%	100.0%
	Change from prior year	0.2%	0.1%	0.0%	0.1%	0.0%	0.0%	0.4%	0.3%	0.0%
Percent of Original		<b>98.3%</b>	<b>97.9%</b>	<b>101.2%</b>	98.3%	97.9%	100.8%	97.7%	97.3%	100.0%
Change from prior year		0.0%	0.0%	0.4%	0.6%	0.6%	0.8%	-0.1%	0.0%	0.0%



## YEAR-TO-DATE STATISTICS

### SUMMARY >>

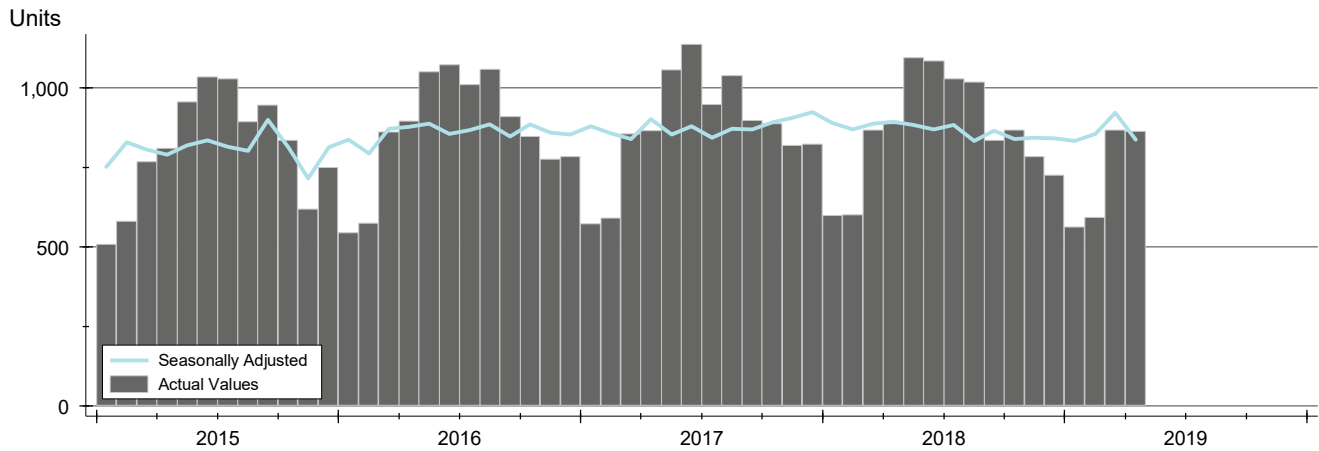
YTD BREAKDOWNS BY HOME TYPE  
ENTIRE MLS SYSTEM  
AS OF 5/8/2019

Year-to-Date Activity By Property Type		2019			2018			2017		
		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		<b>2,883</b>	<b>2,700</b>	<b>183</b>	2,952	2,733	219	2,879	2,684	195
Change from prior year		-2.3%	-1.2%	-16.4%	2.5%	1.8%	12.3%	0.3%	1.1%	-9.7%
New Listings		<b>4,242</b>	<b>3,978</b>	<b>264</b>	4,470	4,168	302	4,533	4,192	341
Change from prior year		-5.1%	-4.6%	-12.6%	-1.4%	-0.6%	-11.4%	-4.4%	-4.8%	1.2%
Contracts Written		<b>3,584</b>	<b>3,388</b>	<b>196</b>	3,600	3,317	283	3,543	3,270	273
Change from prior year		-0.4%	2.1%	-30.7%	1.6%	1.4%	3.7%	-1.9%	-1.7%	-4.9%
Sales Volume (1,000s)		<b>460,601</b>	<b>403,769</b>	<b>56,832</b>	461,250	394,438	66,812	430,546	374,271	56,275
Change from prior year		-0.1%	2.4%	-14.9%	7.1%	5.4%	18.7%	0.6%	1.5%	-4.8%
Average	Sale Price	<b>159,764</b>	<b>149,544</b>	<b>310,555</b>	156,250	144,324	305,077	149,547	139,445	288,592
	Change from prior year	2.2%	3.6%	1.8%	4.5%	3.5%	5.7%	0.3%	0.3%	5.4%
	Days on Market	<b>51</b>	<b>50</b>	<b>70</b>	55	50	117	56	54	86
	Change from prior year	-6.8%	0.0%	-40.3%	-2.3%	-7.7%	36.4%	-10.9%	-8.7%	-22.4%
	Percent of List	<b>97.5%</b>	<b>97.1%</b>	<b>102.5%</b>	97.6%	97.2%	101.6%	97.0%	96.7%	101.4%
Median	Change from prior year	-0.1%	-0.1%	0.9%	0.6%	0.6%	0.2%	0.2%	0.2%	0.7%
	Percent of Original	<b>95.3%</b>	<b>94.7%</b>	<b>103.4%</b>	95.4%	94.8%	102.2%	94.5%	93.9%	102.1%
	Change from prior year	-0.1%	-0.1%	1.2%	1.0%	1.0%	0.1%	0.2%	0.2%	1.1%
	Sale Price	<b>141,000</b>	<b>132,950</b>	<b>275,000</b>	135,000	128,750	268,000	130,000	125,000	252,000
	Change from prior year	4.4%	3.3%	2.6%	3.8%	3.0%	6.3%	1.2%	4.2%	4.2%
Median	Days on Market	<b>25</b>	<b>26</b>	<b>3</b>	27	26	55	28	29	16
	Change from prior year	-7.4%	0.0%	-94.5%	-3.6%	-10.3%	243.8%	-12.5%	-9.4%	-70.6%
	Percent of List	<b>98.9%</b>	<b>98.6%</b>	<b>100.0%</b>	98.9%	98.5%	100.0%	98.8%	98.4%	100.0%
	Change from prior year	0.0%	0.1%	0.0%	0.1%	0.1%	0.0%	0.4%	0.3%	0.0%
	Percent of Original	<b>97.5%</b>	<b>97.1%</b>	<b>101.1%</b>	97.4%	97.0%	100.8%	97.1%	96.7%	100.1%
Change from prior year	0.0%	0.0%	0.3%	0.3%	0.4%	0.7%	0.2%	0.3%	0.1%	

# CLOSED LISTINGS ANALYSIS

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 5/8/2019**

**HISTORY** >>



**SUMMARY** >>

Summary Statistics for Closed Listings		April			Year-to-Date		
		2019	2018	Change	2019	2018	Change
Closed Listings		<b>863</b>	886	-2.6%	<b>2,883</b>	2,952	-2.3%
Volume (1,000s)		<b>140,559</b>	143,875	-2.3%	<b>460,601</b>	461,250	-0.1%
Average	Sale Price	<b>162,873</b>	162,387	0.3%	<b>159,764</b>	156,250	2.2%
	Days on Market	<b>42</b>	52	-18.1%	<b>51</b>	55	-6.8%
	Percent of List	<b>97.8%</b>	98.1%	-0.3%	<b>97.5%</b>	97.6%	-0.1%
	Percent of Original	<b>96.4%</b>	96.4%	-0.1%	<b>95.3%</b>	95.4%	-0.1%
Median	Sale Price	<b>145,000</b>	145,000	0.0%	<b>141,000</b>	135,000	4.4%
	Days on Market	<b>14</b>	18	-22.2%	<b>25</b>	27	-7.4%
	Percent of List	<b>99.5%</b>	99.3%	0.2%	<b>98.9%</b>	98.9%	0.0%
	Percent of Original	<b>98.3%</b>	98.3%	0.0%	<b>97.5%</b>	97.4%	0.0%

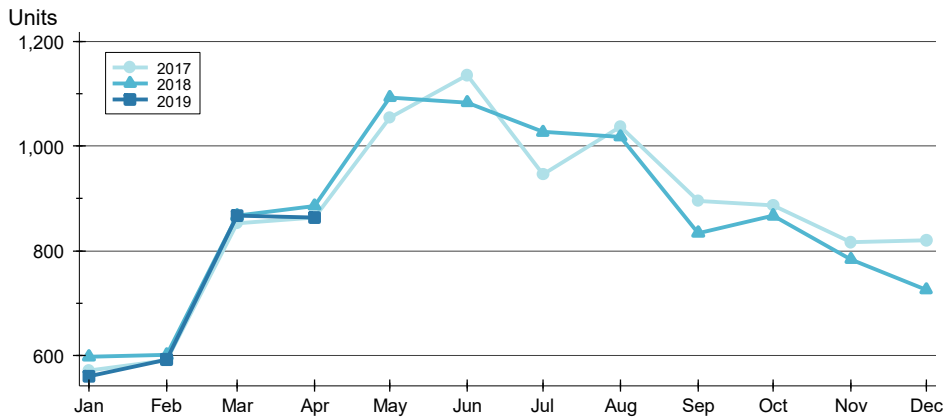
A total of 863 homes sold in South Central Kansas in April, down from 886 units in April 2018. Total sales volume fell to \$140.6 million compared to \$143.9 million in the previous year.

The median sales price in April was \$145,000, essentially the same as in the prior year. Median days on market was 14 days, down from 26 days in March, and down from 18 in April 2018.

# CLOSED LISTINGS ANALYSIS

## BY MONTH >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 5/8/2019**



Month	2017	2018	2019
January	571	598	561
February	591	601	592
March	853	867	867
April	864	886	863
May	1,055	1,093	
June	1,136	1,083	
July	946	1,027	
August	1,038	1,018	
September	896	834	
October	887	867	
November	817	784	
December	821	726	

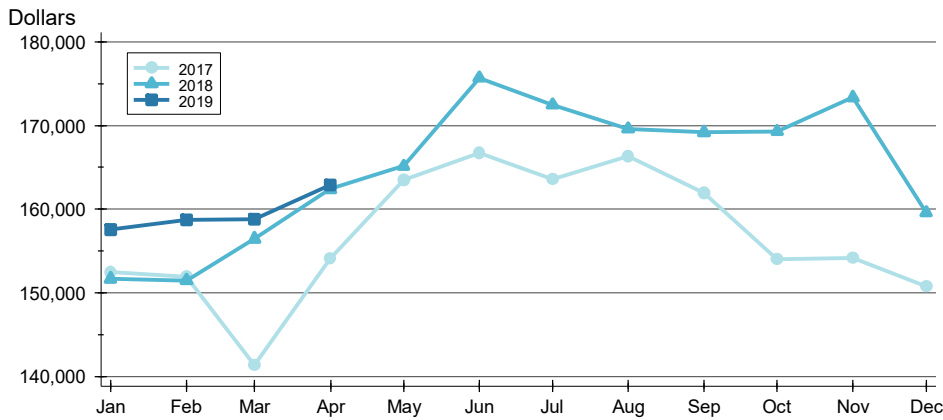
## BY PRICE RANGE >>

Price Range	Sales			Sale Price		Days on Market		Price as % of List		Price as % of Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median	Average	Median
Below \$25,000	28	3.2%	389	13,881	13,000	52	31	89.1%	94.8%	82.8%	76.7%
\$25,000-\$49,999	55	6.4%	1,992	36,224	35,000	68	27	90.0%	89.0%	86.5%	86.2%
\$50,000-\$99,999	185	21.4%	13,958	75,446	75,000	44	16	96.5%	97.5%	94.6%	96.0%
\$100,000-\$124,999	90	10.4%	10,166	112,951	114,450	35	8	98.7%	100.0%	97.3%	98.8%
\$125,000-\$149,999	90	10.4%	12,305	136,726	137,250	28	10	98.9%	99.3%	98.1%	98.3%
\$150,000-\$174,999	93	10.8%	15,121	162,593	163,470	31	7	99.7%	100.0%	98.9%	100.0%
\$175,000-\$199,999	80	9.3%	14,830	185,377	185,000	28	10	99.0%	100.0%	98.0%	100.0%
\$200,000-\$249,999	115	13.3%	25,553	222,198	220,000	33	8	98.9%	100.0%	97.9%	98.9%
\$250,000-\$299,999	55	6.4%	14,937	271,579	268,000	61	21	99.9%	100.0%	99.0%	98.9%
\$300,000-\$399,999	45	5.2%	15,473	343,837	340,000	54	25	98.7%	99.4%	97.4%	98.1%
\$400,000-\$499,999	13	1.5%	5,901	453,899	450,000	121	47	98.6%	98.5%	99.3%	98.5%
\$500,000-\$749,999	11	1.3%	6,624	602,163	575,000	114	89	97.4%	99.0%	97.8%	99.0%
\$750,000-\$999,999	2	0.2%	1,699	849,500	849,500	7	7	108.9%	108.9%	108.9%	108.9%
\$1,000,000 and up	1	0.1%	1,613	1,612,500	1,612,500	0	0	100.0%	100.0%	100.0%	100.0%
All price ranges	863	100.0%	140,559	162,873	145,000	42	14	97.8%	99.5%	96.4%	98.3%

# CLOSED LISTINGS ANALYSIS

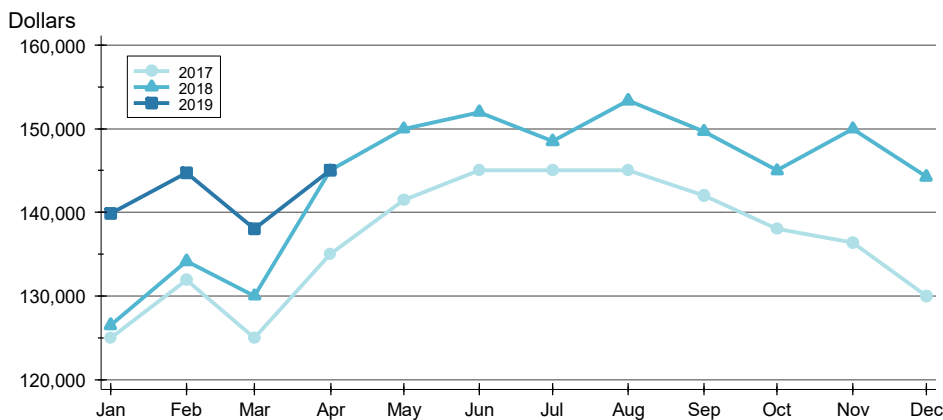
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 5/8/2019**

## AVERAGE PRICE



Month	2017	2018	2019
January	152,481	151,661	157,563
February	151,891	151,459	158,731
March	141,375	156,465	158,801
April	154,073	162,387	162,873
May	163,487	165,156	
June	166,721	175,695	
July	163,608	172,443	
August	166,367	169,620	
September	161,984	169,187	
October	154,015	169,281	
November	154,162	173,356	
December	150,792	159,588	

## MEDIAN PRICE

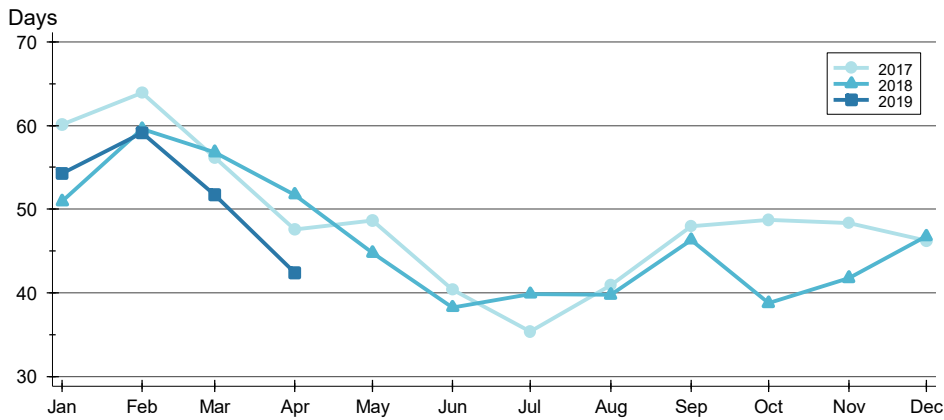


Month	2017	2018	2019
January	125,000	126,500	139,900
February	131,900	134,150	144,750
March	125,000	130,000	138,000
April	135,000	145,000	145,000
May	141,500	150,000	
June	145,000	152,000	
July	145,000	148,500	
August	145,000	153,350	
September	142,000	149,700	
October	138,000	145,000	
November	136,400	150,000	
December	130,000	144,250	

# CLOSED LISTINGS ANALYSIS

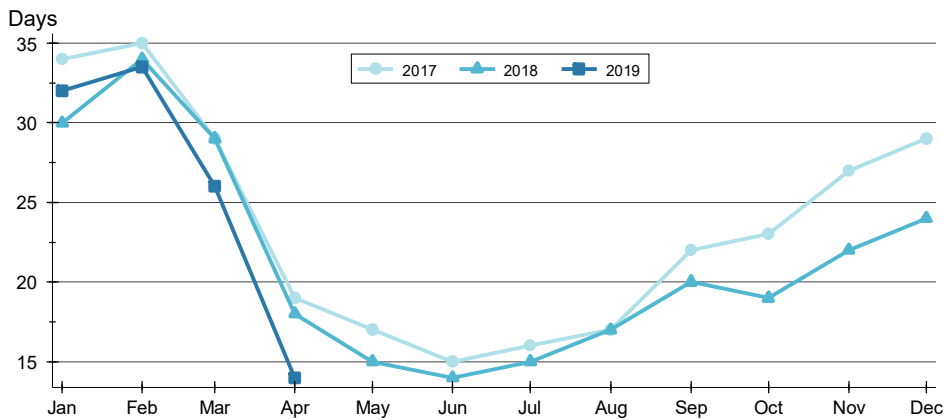
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 5/8/2019**

## AVERAGE DOM



Month	2017	2018	2019
January	60	51	54
February	64	60	59
March	56	57	52
April	48	52	42
May	49	45	49
June	40	38	40
July	35	40	40
August	41	40	40
September	48	46	46
October	49	39	42
November	48	42	42
December	46	47	47

## MEDIAN DOM

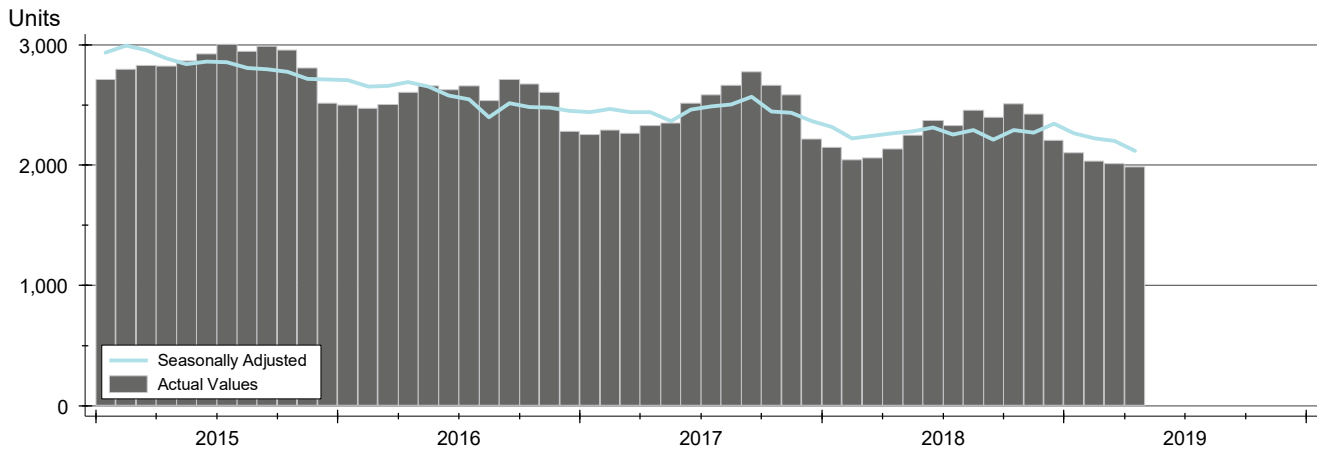


Month	2017	2018	2019
January	34	30	32
February	35	34	34
March	29	29	26
April	19	18	14
May	17	15	17
June	15	14	15
July	16	15	15
August	17	17	17
September	22	20	20
October	23	19	22
November	27	22	22
December	29	24	24

# ACTIVE LISTINGS ANALYSIS

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 5/8/2019**

**HISTORY** >>



**SUMMARY** >>

Summary Statistics for Active Listings		End of April		
		2019	2018	Change
Active Listings		<b>1,984</b>	2,135	-7.1%
Months' Supply		<b>2.3</b>	2.4	-5.0%
Volume (1,000s)		<b>528,624</b>	510,676	3.5%
Average	List Price	<b>266,443</b>	239,193	11.4%
	Days on Market	<b>89</b>	95	-6.0%
	Percent of Original	<b>97.9%</b>	97.7%	0.2%
Median	List Price	<b>208,443</b>	194,900	6.9%
	Days on Market	<b>43</b>	48	-10.4%
	Percent of Original	<b>100.0%</b>	100.0%	0.0%

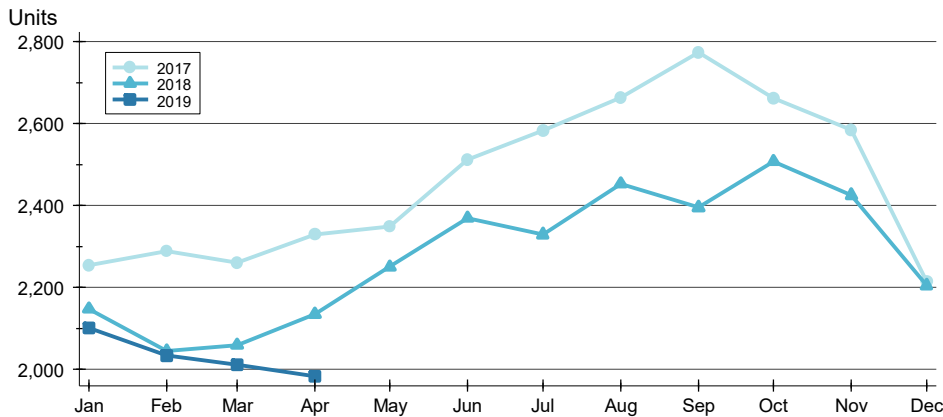
A total of 1,984 homes were available for sale in South Central Kansas at the end of April. This represents a 2.3 months' supply of active listings.

The median list price of homes on the market at the end of April was \$208,443, up 6.9% from 2018. The typical time on market for active listings was 43 days, down from 48 days a year earlier.

# ACTIVE LISTINGS ANALYSIS

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 5/8/2019**

**BY MONTH** >>



Month	2017	2018	2019
January	2,254	2,147	2,102
February	2,289	2,044	2,034
March	2,261	2,059	2,012
April	2,330	2,135	1,984
May	2,348	2,250	
June	2,512	2,369	
July	2,583	2,329	
August	2,663	2,453	
September	2,774	2,395	
October	2,661	2,508	
November	2,584	2,425	
December	2,214	2,205	

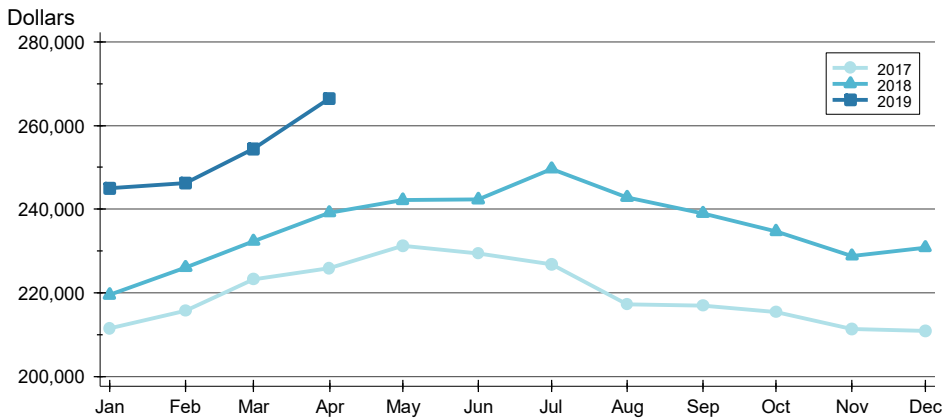
**BY PRICE RANGE** >>

Price Range	Active Listings			Months' Supply	List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume		Average	Median	Average	Median	Average	Median
Below \$25,000	53	2.7%	621	1.9	11,708	12,500	125	57	92.2%	100.0%
\$25,000-\$49,999	136	6.9%	5,252	2.5	38,618	39,500	142	76	95.2%	100.0%
\$50,000-\$99,999	337	17.0%	25,291	1.8	75,047	75,000	92	53	97.3%	100.0%
\$100,000-\$124,999	91	4.6%	10,302	1.0	113,207	114,500	68	41	97.8%	100.0%
\$125,000-\$149,999	112	5.6%	15,321	1.2	136,790	135,000	62	35	98.5%	100.0%
\$150,000-\$174,999	102	5.1%	16,648	1.1	163,213	165,000	54	27	98.7%	100.0%
\$175,000-\$199,999	117	5.9%	22,128	1.5	189,126	189,900	85	39	98.8%	100.0%
\$200,000-\$249,999	215	10.8%	48,713	1.9	226,571	225,000	59	29	98.6%	100.0%
\$250,000-\$299,999	205	10.3%	56,582	3.7	276,008	275,744	83	35	99.1%	100.0%
\$300,000-\$399,999	254	12.8%	89,316	5.6	351,638	349,900	92	48	99.0%	100.0%
\$400,000-\$499,999	142	7.2%	64,078	10.9	451,257	449,250	95	52	97.9%	100.0%
\$500,000-\$749,999	94	4.7%	57,450	8.5	611,166	600,000	103	53	98.7%	100.0%
\$750,000-\$999,999	51	2.6%	44,528	25.5	873,093	865,000	127	63	95.6%	99.5%
\$1,000,000 and up	38	1.9%	62,538	38.0	1,645,726	1,437,000	184	77	98.1%	100.0%
All price ranges	1,984	100.0%	528,624	2.3	266,443	208,443	89	43	97.9%	100.0%

# ACTIVE LISTINGS ANALYSIS

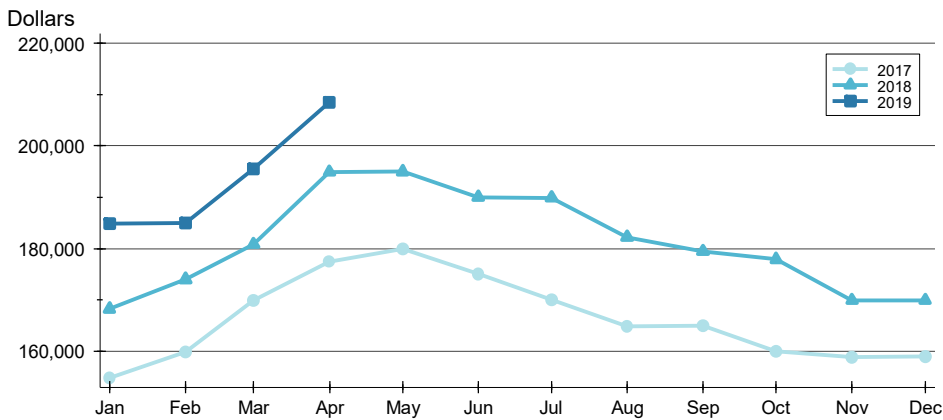
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 5/8/2019**

## AVERAGE PRICE >>



Month	2017	2018	2019
January	211,527	219,491	244,933
February	215,732	226,018	246,278
March	223,171	232,365	254,379
April	225,771	239,193	266,443
May	231,189	242,156	
June	229,403	242,311	
July	226,760	249,623	
August	217,266	242,880	
September	216,820	238,982	
October	215,409	234,663	
November	211,349	228,794	
December	210,949	230,828	

## MEDIAN PRICE >>

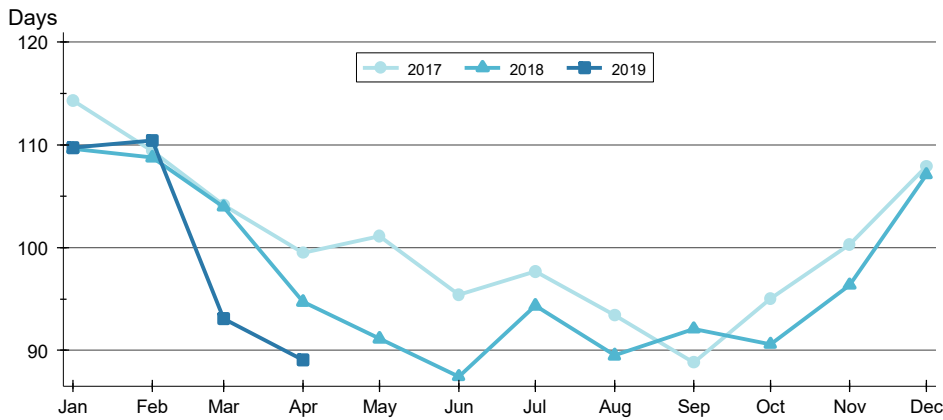


Month	2017	2018	2019
January	154,900	168,248	184,900
February	159,900	174,000	185,000
March	169,900	180,867	195,500
April	177,500	194,900	208,443
May	179,900	195,000	
June	175,000	190,000	
July	170,000	189,900	
August	164,900	182,250	
September	165,000	179,500	
October	160,000	177,900	
November	158,900	169,900	
December	159,000	169,900	

# ACTIVE LISTINGS ANALYSIS

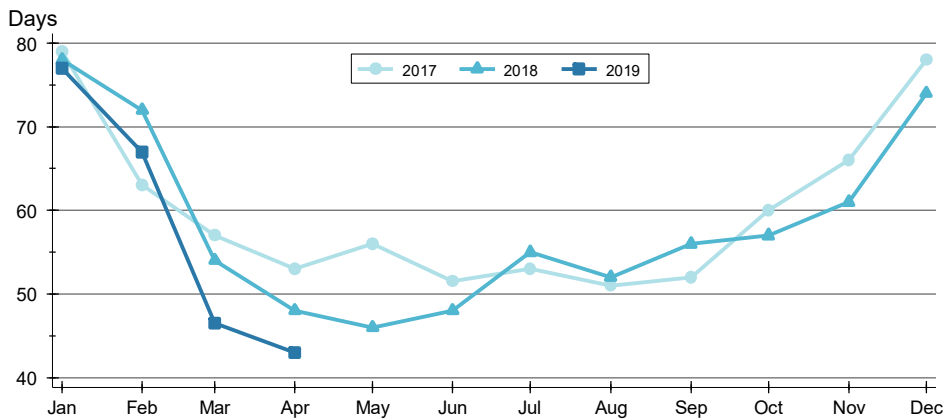
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 5/8/2019**

## AVERAGE DOM



Month	2017	2018	2019
January	114	110	110
February	109	109	110
March	104	104	93
April	99	95	89
May	101	91	
June	95	87	
July	98	94	
August	93	90	
September	89	92	
October	95	91	
November	100	96	
December	108	107	

## MEDIAN DOM

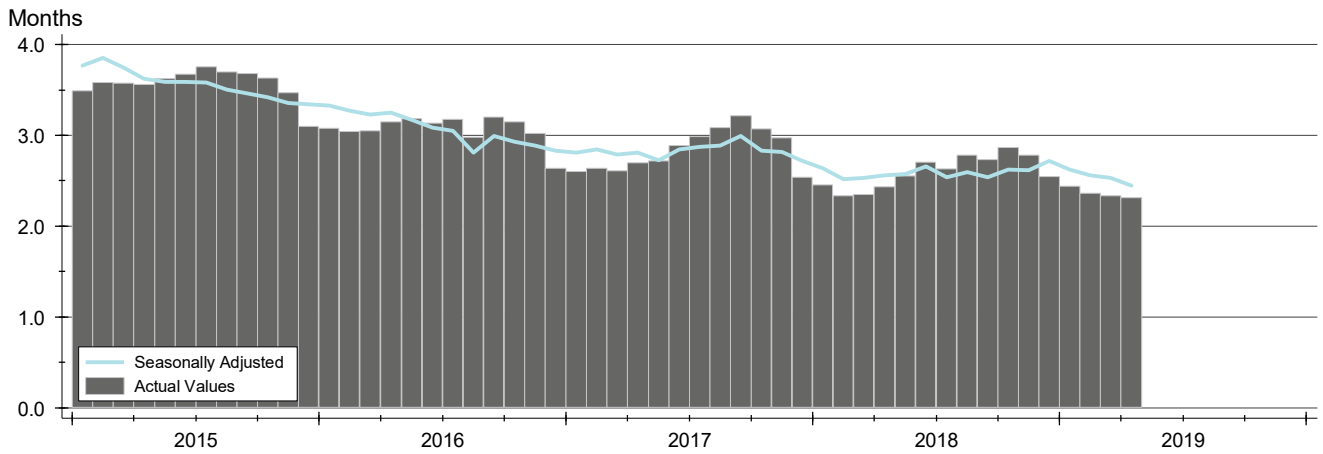


Month	2017	2018	2019
January	79	78	77
February	63	72	67
March	57	54	47
April	53	48	43
May	56	46	
June	52	48	
July	53	55	
August	51	52	
September	52	56	
October	60	57	
November	66	61	
December	78	74	

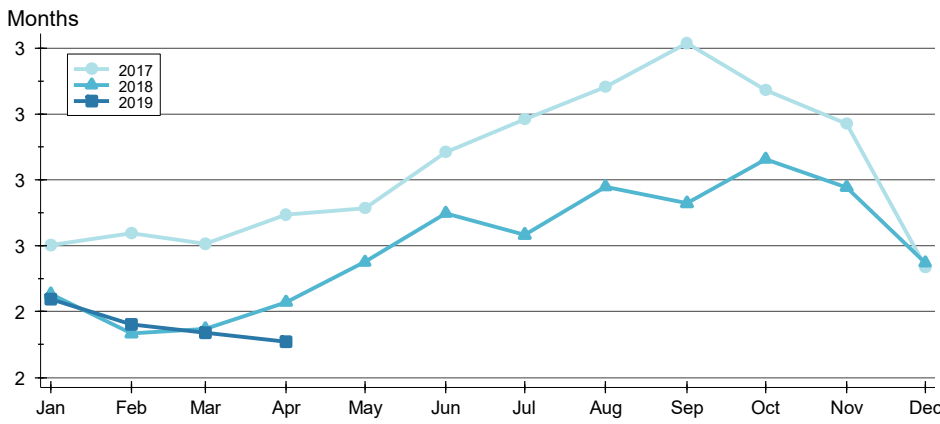
# MONTHS' SUPPLY ANALYSIS

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 5/8/2019**

**HISTORY** >>



**BY MONTH** >>

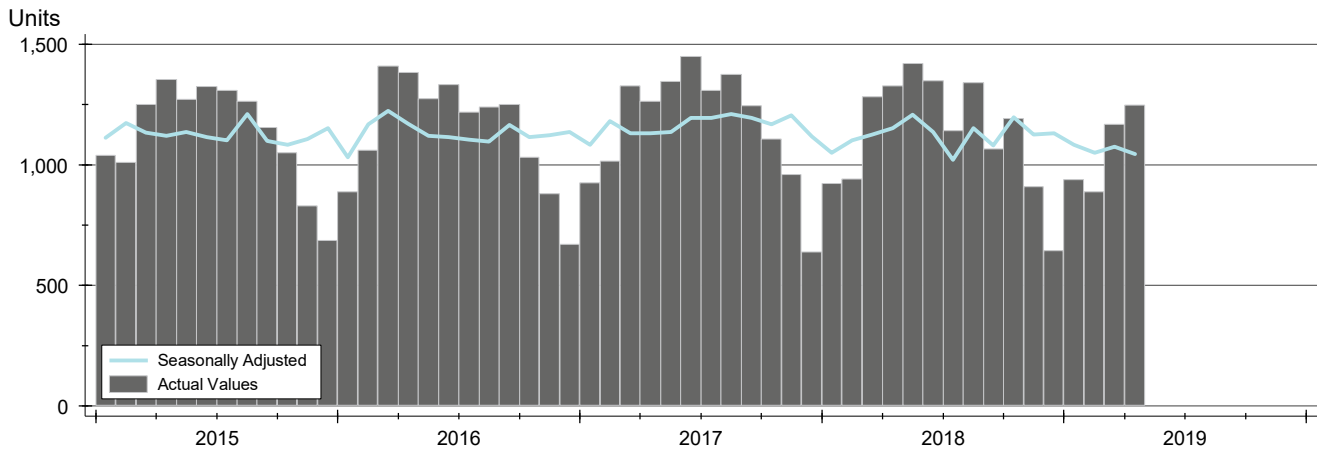


Month	2017	2018	2019
January	2.6	2.5	2.4
February	2.6	2.3	2.4
March	2.6	2.3	2.3
April	2.7	2.4	2.3
May	2.7	2.6	
June	2.9	2.7	
July	3.0	2.6	
August	3.1	2.8	
September	3.2	2.7	
October	3.1	2.9	
November	3.0	2.8	
December	2.5	2.5	

# NEW LISTINGS ANALYSIS

**HISTORY** >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 5/8/2019**



**SUMMARY** >>

Summary Statistics for New Listings		April		
		2019	2018	Change
Current Month	New Listings	<b>1,247</b>	1,327	-6.0%
	Volume (1,000s)	<b>264,264</b>	242,254	9.1%
	Average List Price	<b>211,920</b>	182,558	16.1%
	Median List Price	<b>169,900</b>	154,200	10.2%
YTD	New Listings	<b>4,242</b>	4,470	-5.1%
	Volume (1,000s)	<b>843,045</b>	808,035	4.3%
	Average List Price	<b>198,738</b>	180,768	9.9%
	Median List Price	<b>159,900</b>	152,250	5.0%

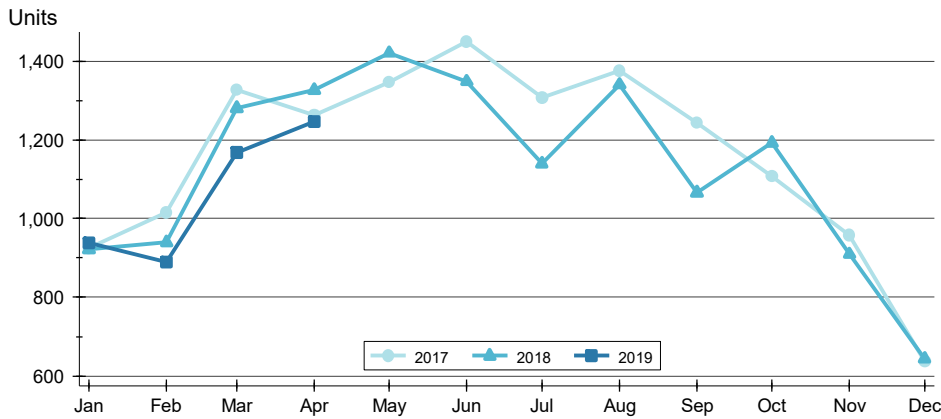
A total of 1,247 new listings were added in South Central Kansas during April, down 6.0% from the same month in 2018. Year-to-date South Central Kansas has seen 4,242 new listings.

The median list price of these homes was \$169,900 up from \$154,200 in 2018.

# NEW LISTINGS ANALYSIS

**BY MONTH** >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 5/8/2019**



Month	2017	2018	2019
January	926	922	938
February	1,016	940	889
March	1,327	1,281	1,168
April	1,264	1,327	1,247
May	1,347	1,421	1,347
June	1,450	1,349	1,450
July	1,308	1,140	1,308
August	1,376	1,341	1,376
September	1,244	1,066	1,244
October	1,107	1,192	1,107
November	959	910	959
December	637	644	637

**BY PRICE RANGE** >>

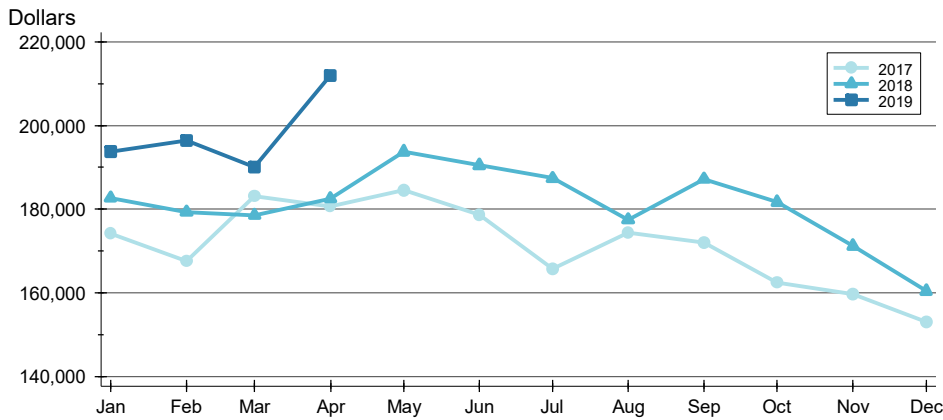
Price Range	New Listings			List Price	
	Number	Percent	Volume	Average	Median
Below \$25,000	28	2.2%	228	8,137	3,250
\$25,000-\$49,999	56	4.5%	2,223	39,698	40,000
\$50,000-\$99,999	219	17.6%	17,321	79,092	79,900
\$100,000-\$124,999	87	7.0%	9,921	114,034	115,000
\$125,000-\$149,999	119	9.5%	16,412	137,915	138,900
\$150,000-\$174,999	128	10.3%	20,816	162,628	162,950
\$175,000-\$199,999	113	9.1%	21,067	186,433	185,000
\$200,000-\$249,999	167	13.4%	38,181	228,629	229,900
\$250,000-\$299,999	94	7.5%	25,948	276,037	275,000
\$300,000-\$399,999	91	7.3%	32,133	353,109	350,000
\$400,000-\$499,999	42	3.4%	18,848	448,763	440,000
\$500,000-\$749,999	36	2.9%	21,621	600,581	582,500
\$750,000-\$999,999	18	1.4%	15,271	848,376	862,500
\$1,000,000 and up	12	1.0%	16,434	1,369,500	1,335,000
All price ranges	1,247	100.0%	264,264	211,920	169,900



# NEW LISTINGS ANALYSIS

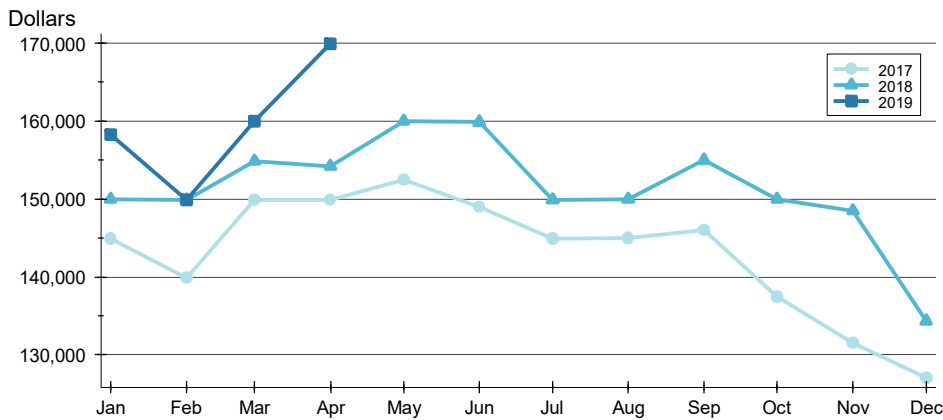
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 5/8/2019**

## AVERAGE PRICE



Month	2017	2018	2019
January	174,160	182,693	193,795
February	167,501	179,338	196,423
March	183,112	178,574	190,143
April	180,689	182,558	211,920
May	184,549	193,723	
June	178,594	190,515	
July	165,716	187,381	
August	174,383	177,470	
September	171,990	187,184	
October	162,387	181,691	
November	159,644	171,219	
December	153,084	160,404	

## MEDIAN PRICE

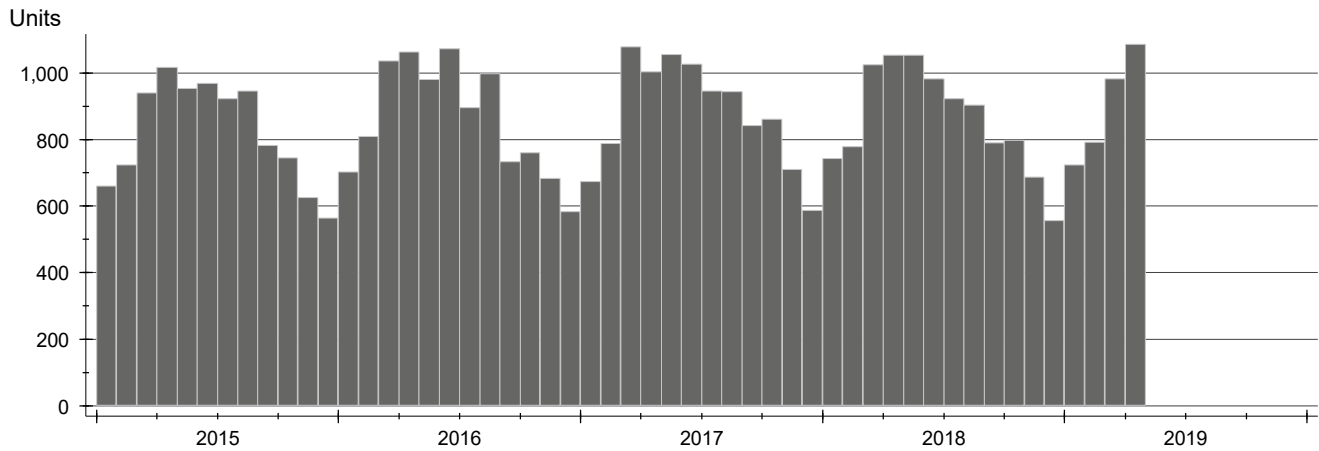


Month	2017	2018	2019
January	144,900	150,000	158,250
February	139,900	149,900	149,900
March	149,900	154,900	160,000
April	149,900	154,200	169,900
May	152,500	160,000	
June	148,950	159,900	
July	144,950	149,900	
August	145,000	150,000	
September	146,000	155,000	
October	137,500	150,000	
November	131,500	148,500	
December	127,100	134,375	

# CONTRACTS WRITTEN ANALYSIS

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 5/8/2019**

**HISTORY** >>



**SUMMARY** >>

Summary Statistics for Contracts Written		April			Year-to-Date		
		2019	2018	Change	2019	2018	Change
Closed Listings		<b>1,086</b>	1,054	3.0%	<b>3,584</b>	3,600	-0.4%
Volume (1,000s)		<b>190,225</b>	183,154	3.9%	<b>610,628</b>	606,144	0.7%
Average	Sale Price	<b>175,161</b>	173,771	0.8%	<b>170,376</b>	168,373	1.2%
	Days on Market	<b>40</b>	43	-7.8%	<b>47</b>	51	-7.4%
	Percent of Original	<b>97.7%</b>	96.6%	1.1%	<b>96.3%</b>	96.1%	0.2%
Median	Sale Price	<b>154,900</b>	154,500	0.3%	<b>150,000</b>	145,000	3.4%
	Days on Market	<b>11</b>	15	-26.7%	<b>17</b>	21	-19.0%
	Percent of Original	<b>100.0%</b>	98.5%	1.5%	<b>100.0%</b>	98.0%	2.0%

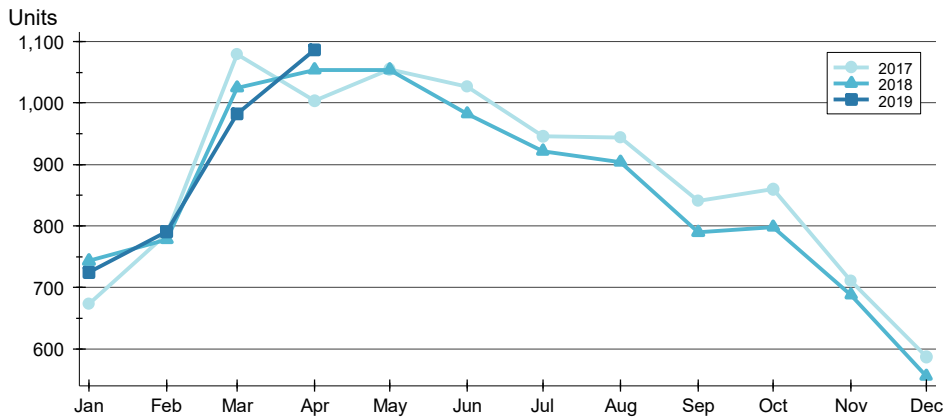
A total of 1,086 contracts for sale were written in South Central Kansas during the month of April, up from 1,054 in 2018. The median list price of these homes was \$154,900, up from \$154,500 the prior year.

Half of the homes that went under contract in April were on the market less than 11 days, compared to 15 days in April 2018.

# CONTRACTS WRITTEN ANALYSIS

## BY MONTH >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 5/8/2019**



Month	2017	2018	2019
January	673	743	724
February	787	778	791
March	1,079	1,025	983
April	1,004	1,054	1,086
May	1,055	1,054	
June	1,027	983	
July	946	922	
August	944	904	
September	841	790	
October	860	798	
November	711	688	
December	587	556	

## BY PRICE RANGE >>

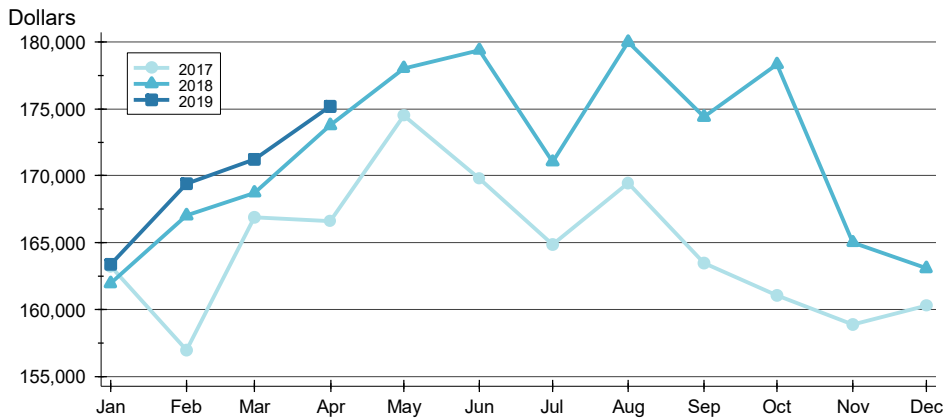
Price Range	Contracts Written			List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median
Below \$25,000	18	1.7%	211	11,727	13,250	36	25	91.8%	100.0%
\$25,000-\$49,999	56	5.2%	2,276	40,641	40,750	73	21	90.2%	96.6%
\$50,000-\$99,999	223	20.5%	17,368	77,884	79,000	45	13	96.6%	100.0%
\$100,000-\$124,999	85	7.8%	9,728	114,443	115,000	36	8	97.9%	100.0%
\$125,000-\$149,999	116	10.7%	16,106	138,843	139,900	21	6	98.9%	100.0%
\$150,000-\$174,999	124	11.4%	20,053	161,715	160,000	24	5	98.9%	100.0%
\$175,000-\$199,999	114	10.5%	21,098	185,071	184,900	31	5	99.0%	100.0%
\$200,000-\$249,999	119	11.0%	27,089	227,640	229,500	35	5	99.3%	100.0%
\$250,000-\$299,999	88	8.1%	24,167	274,627	274,900	46	22	98.6%	100.0%
\$300,000-\$399,999	66	6.1%	22,815	345,680	341,200	64	23	98.7%	100.0%
\$400,000-\$499,999	18	1.7%	8,117	450,936	447,450	45	8	99.4%	100.0%
\$500,000-\$749,999	11	1.0%	6,324	574,873	575,000	110	16	95.6%	100.0%
\$750,000-\$999,999	6	0.6%	5,273	878,800	874,900	83	37	97.2%	100.0%
\$1,000,000 and up	2	0.2%	2,595	1,297,500	1,297,500	46	46	100.7%	100.7%
All price ranges	1,086	100.0%	190,225	175,161	154,900	40	11	97.7%	100.0%



**CONTRACTS WRITTEN ANALYSIS**

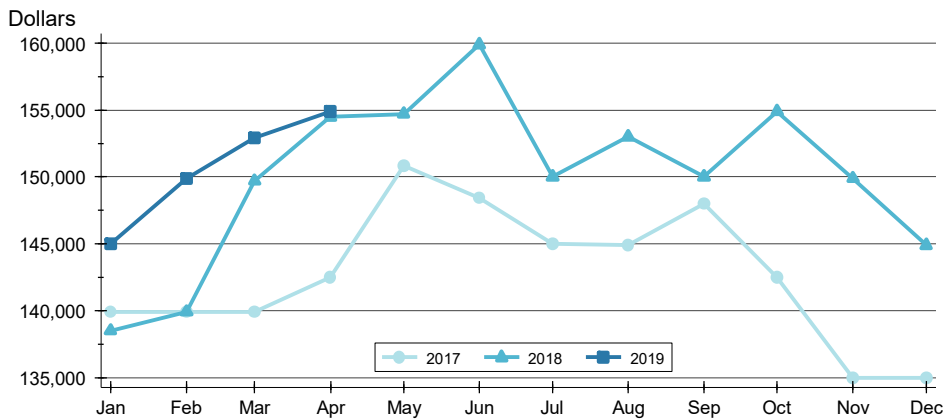
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 5/8/2019**

**AVERAGE PRICE** >>



Month	2017	2018	2019
January	163,213	161,962	163,348
February	156,975	167,014	169,393
March	166,903	168,727	171,210
April	166,599	173,771	175,161
May	174,525	178,025	
June	169,773	179,387	
July	164,863	171,058	
August	169,454	179,993	
September	163,452	174,407	
October	161,050	178,323	
November	158,872	165,024	
December	160,270	163,067	

**MEDIAN PRICE** >>

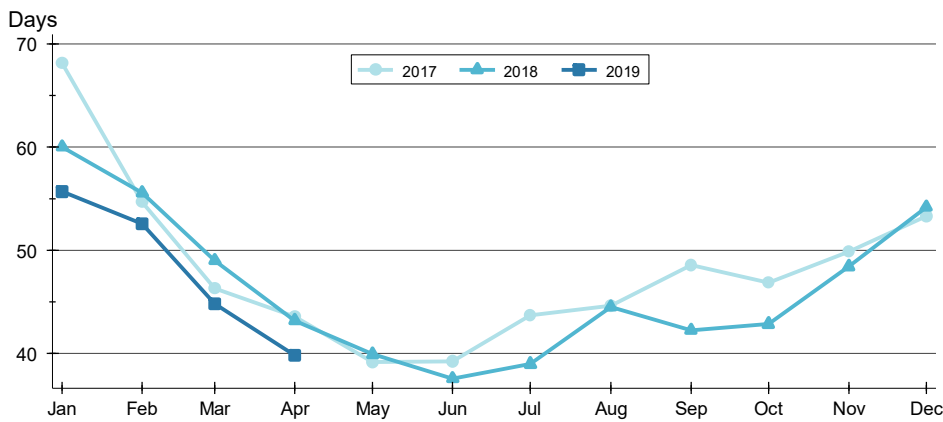


Month	2017	2018	2019
January	139,900	138,500	145,000
February	139,900	139,900	149,900
March	139,900	149,700	152,900
April	142,500	154,500	154,900
May	150,863	154,700	
June	148,450	159,900	
July	145,000	150,000	
August	144,900	153,000	
September	148,000	150,000	
October	142,500	154,900	
November	135,000	149,900	
December	135,000	144,900	

# CONTRACTS WRITTEN ANALYSIS

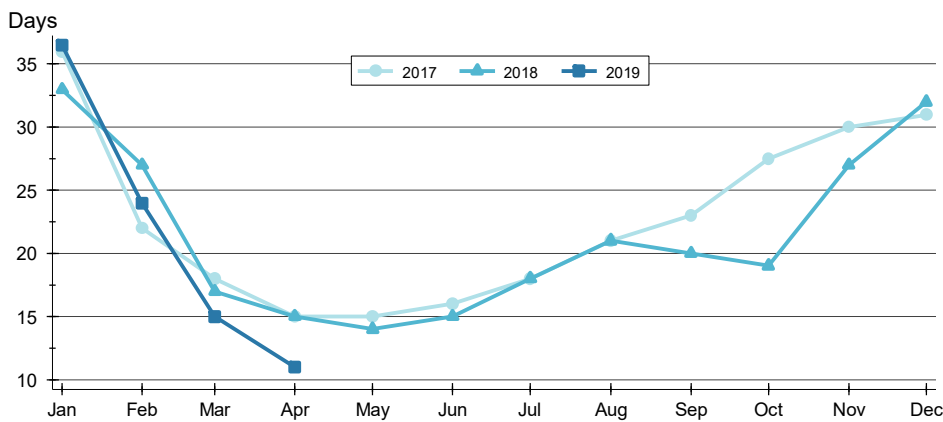
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 5/8/2019**

## AVERAGE DOM



Month	2017	2018	2019
January	68	60	56
February	55	56	53
March	46	49	45
April	44	43	40
May	39	40	39
June	39	38	39
July	44	39	44
August	45	45	45
September	49	42	49
October	47	43	47
November	50	48	50
December	53	54	53

## MEDIAN DOM

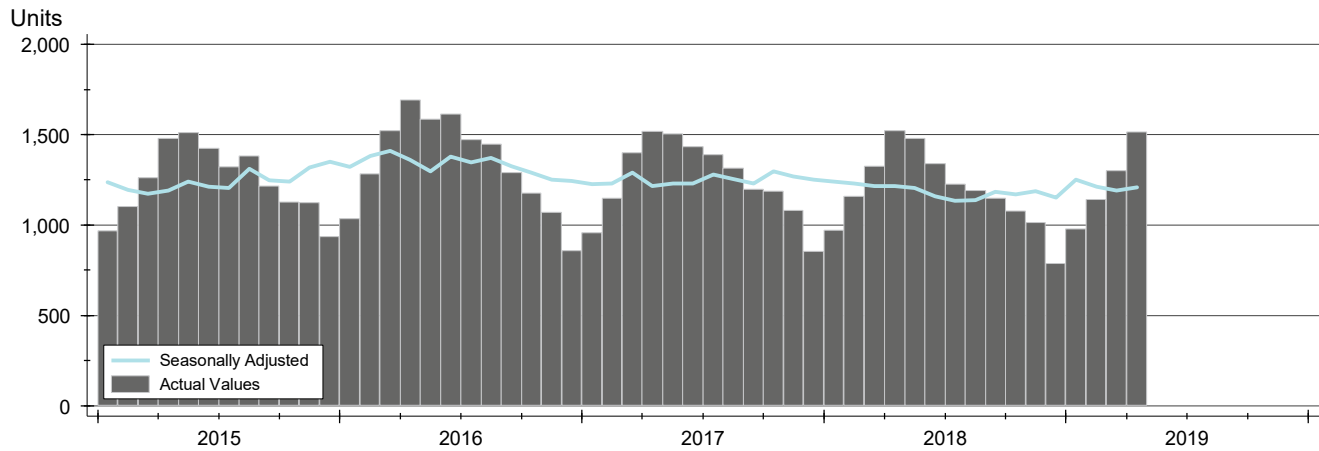


Month	2017	2018	2019
January	36	33	37
February	22	27	24
March	18	17	15
April	15	15	11
May	15	14	15
June	16	15	15
July	18	18	18
August	21	21	21
September	23	20	23
October	28	19	28
November	30	27	30
December	31	32	31

# PENDING CONTRACTS ANALYSIS

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 5/8/2019**

**HISTORY** >>



**SUMMARY** >>

Summary Statistics for Active Listings		End of April		
		2019	2018	Change
Active Listings		<b>1,514</b>	1,521	-0.5%
Volume (1,000s)		<b>296,113</b>	285,390	3.8%
Average	List Price	<b>195,583</b>	187,633	4.2%
	Days on Market	<b>41</b>	46	-11.4%
	Percent of Original	<b>98.6%</b>	98.6%	-0.1%
Median	List Price	<b>168,500</b>	160,000	5.3%
	Days on Market	<b>11</b>	14	-25.0%
	Percent of Original	<b>100.0%</b>	100.0%	0.0%

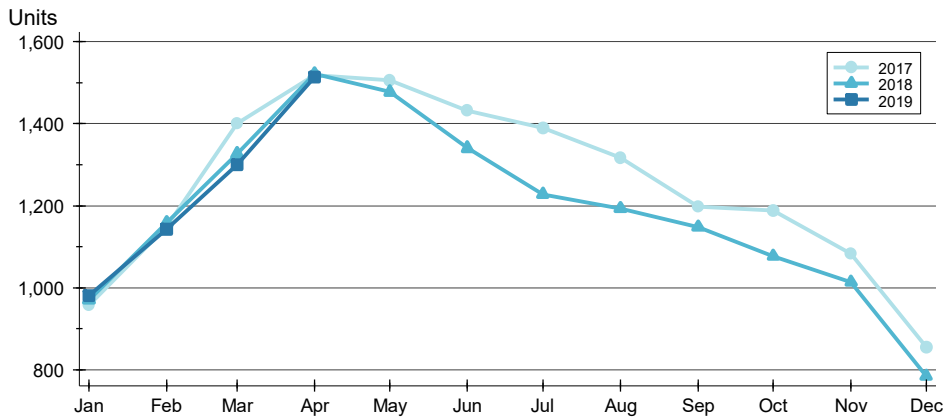
A total of 1,514 listings in South Central Kansas had contracts pending at the end of April, down from 1,521 contracts pending at the end of April 2018.

Pending contracts reflect listings with a contract in place at the end of the month. In contrast, contracts written measures the number of listings put under contract during the month.

# PENDING CONTRACTS ANALYSIS

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 5/8/2019**

## BY MONTH >>



Month	2017	2018	2019
January	957	970	980
February	1,149	1,159	1,143
March	1,400	1,326	1,300
April	1,518	1,521	1,514
May	1,505	1,477	
June	1,432	1,340	
July	1,390	1,228	
August	1,317	1,193	
September	1,197	1,148	
October	1,188	1,077	
November	1,083	1,014	
December	855	785	

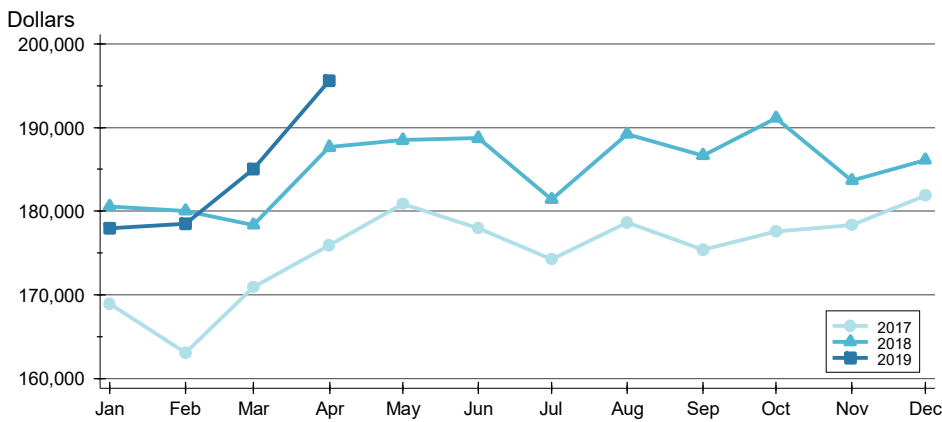
## BY PRICE RANGE >>

Price Range	Contracts Written			List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median
Below \$25,000	15	1.0%	190	12,639	14,000	55	25	90.0%	100.0%
\$25,000-\$49,999	50	3.3%	2,045	40,904	42,400	80	23	93.4%	100.0%
\$50,000-\$99,999	268	17.7%	20,998	78,351	79,750	48	16	97.7%	100.0%
\$100,000-\$124,999	123	8.1%	14,106	114,680	115,000	40	9	98.4%	100.0%
\$125,000-\$149,999	162	10.7%	22,518	138,998	139,900	23	6	99.0%	100.0%
\$150,000-\$174,999	168	11.1%	27,298	162,490	162,900	28	6	98.9%	100.0%
\$175,000-\$199,999	157	10.4%	29,202	185,998	185,000	25	5	99.3%	100.0%
\$200,000-\$249,999	181	12.0%	40,874	225,822	225,000	31	6	99.3%	100.0%
\$250,000-\$299,999	142	9.4%	38,917	274,062	274,900	62	20	99.5%	100.0%
\$300,000-\$399,999	125	8.3%	43,546	348,369	349,900	54	12	99.3%	100.0%
\$400,000-\$499,999	44	2.9%	19,608	445,644	436,897	43	6	99.8%	100.0%
\$500,000-\$749,999	27	1.8%	16,028	593,645	595,000	70	16	98.7%	100.0%
\$750,000-\$999,999	10	0.7%	8,484	848,414	819,000	85	25	97.9%	100.0%
\$1,000,000 and up	4	0.3%	4,867	1,216,679	1,147,500	25	21	100.3%	100.0%
All price ranges	1,514	100.0%	296,113	195,583	168,500	41	11	98.6%	100.0%

# PENDING CONTRACTS ANALYSIS

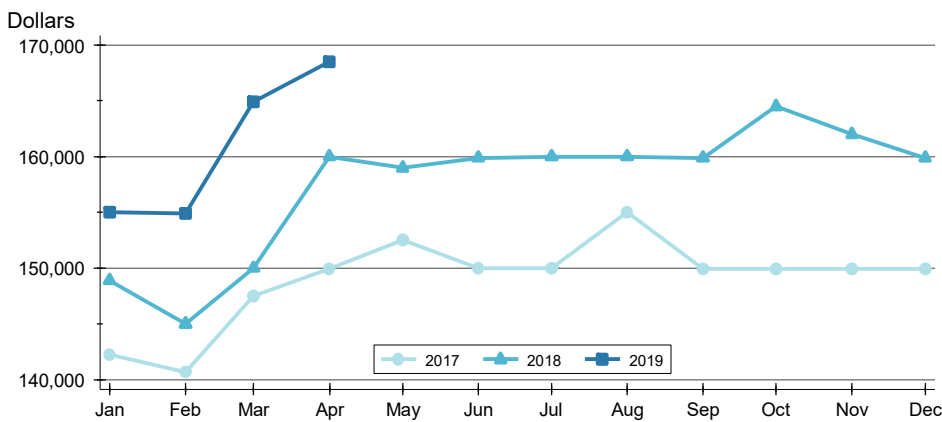
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 5/8/2019**

## AVERAGE PRICE >>



Month	2017	2018	2019
January	168,915	180,564	177,966
February	163,082	180,022	178,468
March	170,903	178,347	185,022
April	175,952	187,633	195,583
May	180,836	188,503	188,503
June	177,943	188,722	188,722
July	174,214	181,440	181,440
August	178,618	189,213	189,213
September	175,363	186,663	186,663
October	177,592	191,150	191,150
November	178,336	183,647	183,647
December	181,887	186,152	186,152

## MEDIAN PRICE >>

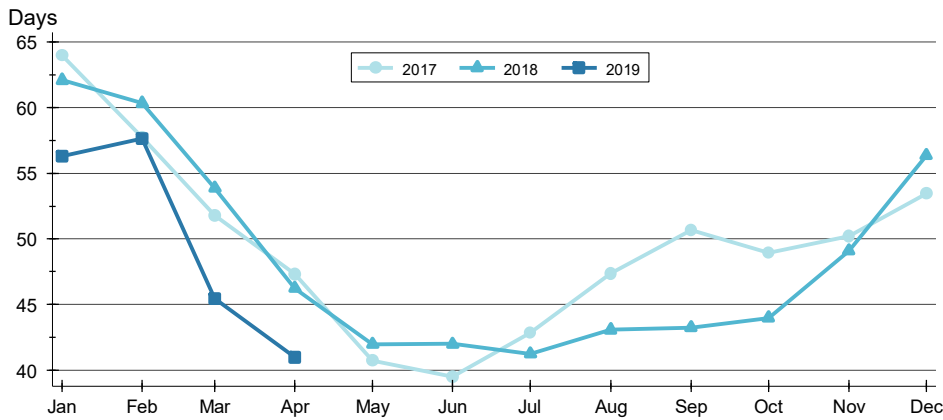


Month	2017	2018	2019
January	142,250	148,900	155,000
February	140,650	145,000	154,900
March	147,500	150,000	164,900
April	149,900	160,000	168,500
May	152,500	159,000	159,000
June	150,000	159,900	159,900
July	150,000	160,000	160,000
August	155,000	160,000	160,000
September	149,900	159,900	159,900
October	149,900	164,500	164,500
November	149,900	162,000	162,000
December	149,950	159,900	159,900

# PENDING CONTRACTS ANALYSIS

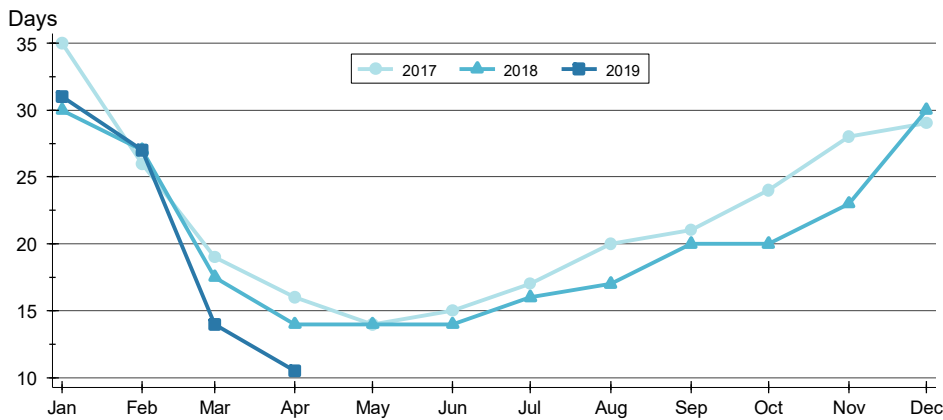
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 5/8/2019**

## AVERAGE DOM >>



Month	2017	2018	2019
January	64	62	56
February	58	60	58
March	52	54	45
April	47	46	41
May	41	42	41
June	40	42	41
July	43	41	41
August	47	43	41
September	51	43	41
October	49	44	41
November	50	49	41
December	53	56	41

## MEDIAN DOM >>



Month	2017	2018	2019
January	35	30	31
February	26	27	27
March	19	18	14
April	16	14	11
May	14	14	11
June	15	14	11
July	17	16	11
August	20	17	11
September	21	20	11
October	24	20	11
November	28	23	11
December	29	30	11



South Central Kansas MLS

## South Central Kansas MLS

170 W. Dewey, Wichita, KS 67202

[www.sckrealtors.com](http://www.sckrealtors.com)

June 14, 2019

### South Central Kansas MLS Releases Home Sales Figures for May 2019

Homes sales in South Central Kansas rose by 2.7% in May compared to the prior year. Sales in May 2019 totaled 1,122 units, up from 1,093 in 2018.

Among existing homes, 1,043 units sold in May, an increase of 3.2% from 1,011 units that sold in 2018. The average sale price of existing homes was \$162,891. This represents an increase of 5.2% from the May 2018 average price of \$154,879.

For new construction, 79 sales occurred in May, down from 82 units the prior year, a decrease of 3.7%. The average sale price of new homes in May was \$300,609, up 3.0% from the same period last year.

A total of 1,053 contracts for sale were written in May 2019, down from 1,054 in May 2018. This is a decrease of 0.1%. Contracts written during the month reflect, in part, sales that are set to close in the near future.

The inventory of active listings in South Central Kansas stood at 1,992 units at the end of May, which is down from 2,250 homes that were on the market at the end of May last year. At the current rate of sales, this figure represents 2.3 months' supply of homes on the market.

For questions and/or comments, please contact South Central Kansas MLS President Dwynt Thudium at [dwynt@crownthree.com](mailto:dwynt@crownthree.com).



**MARKET OVERVIEW** >>

**South Central Kansas Home Sales Rose in May**

Total home sales in South Central Kansas rose by 2.7% last month to 1,122 units, compared to 1,093 units in May 2018. Total sales volume was \$193.5 million, up 7.2% from a year earlier.

The median sale price in May was \$157,900, up from \$150,000 a year earlier. Homes that sold in May were typically on the market for 11 days and sold for 100.0% of their list prices.

**South Central Kansas Active Listings Down at End of May**

The total number of active listings in South Central Kansas at the end of May was 1,992 units, down from 2,250 at the same point in 2018. This represents a 2.3 months' supply of homes available for sale. The median list price of homes on the market at the end of May was \$209,000.

During May, a total of 1,053 contracts were written down from 1,054 in May 2018. At the end of the month, there were 1,447 contracts pending, compared to 1,477 at the end of May 2018.

Entire MLS System				
Current Month		May		
Summary Statistics		2019	2018	Change
Home Sales		<b>1,122</b>	1,093	2.7%
Active Listings		<b>1,992</b>	2,250	-11.5%
Months' Supply		<b>2.3</b>	2.6	-9.6%
New Listings		<b>1,213</b>	1,421	-14.6%
Contracts Written		<b>1,053</b>	1,054	-0.1%
Pending Contracts		<b>1,447</b>	1,477	-2.0%
Sales Volume (1,000s)		<b>193,481</b>	180,516	7.2%
Average	Sale Price	<b>172,597</b>	165,156	4.5%
	List Price of Actives	<b>268,251</b>	242,156	10.8%
	Days on Market	<b>42</b>	45	-6.4%
	Percent of List	<b>98.3%</b>	97.9%	0.4%
	Percent of Original	<b>97.0%</b>	96.2%	0.8%
Median	Sale Price	<b>157,900</b>	150,000	5.3%
	List Price of Actives	<b>209,000</b>	195,000	7.2%
	Days on Market	<b>11</b>	15	-26.7%
	Percent of List	<b>100.0%</b>	99.6%	0.4%
	Percent of Original	<b>98.9%</b>	98.3%	0.5%

**REPORT CONTENTS** >>

**Your Association Working for You!**

The South Central Kansas MLS statistical reports are one of the many benefits you receive from being a member of the REALTORS® of South Central Kansas. Through a partnership with the Kansas Association of REALTORS®, we will send you these reports each month to help you better serve your clients and promote your business.

- **Three-Year Comparisons** – Page 2
- **Year-to-Date Statistics** – Page 3
- **Closed Listings Analysis** – Page 4
- **Active Listings Analysis** – Page 8
- **Months' Supply Analysis** – Page 12
- **New Listings Analysis** – Page 13
- **Contracts Written Analysis** – Page 16
- **Pending Contracts Analysis** – Page 20

# THREE-YEAR COMPARISONS

## SUMMARY >>

## BREAKDOWNS BY HOME TYPE ENTIRE MLS SYSTEM AS OF 6/8/2019

May MLS Statistics By Property Type		2019			2018			2017		
		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		<b>1,122</b>	<b>1,043</b>	<b>79</b>	1,093	1,011	82	1,055	975	80
Change from prior year		2.7%	3.2%	-3.7%	3.6%	3.7%	2.5%	0.6%	-0.8%	21.2%
Active Listings		<b>1,992</b>	<b>1,726</b>	<b>266</b>	2,250	2,019	231	2,348	2,087	261
Change from prior year		-11.5%	-14.5%	15.2%	-4.2%	-3.3%	-11.5%	-11.6%	-13.7%	9.2%
Months' Supply		<b>2.3</b>	<b>2.1</b>	<b>4.5</b>	2.6	2.5	3.9	2.7	2.6	4.4
Change from prior year		-9.6%	-12.6%	15.3%	-6.0%	-5.4%	-10.1%	-14.7%	-16.5%	0.7%
New Listings		<b>1,213</b>	<b>1,152</b>	<b>61</b>	1,421	1,347	74	1,347	1,258	89
Change from prior year		-14.6%	-14.5%	-17.6%	5.5%	7.1%	-16.9%	5.7%	5.1%	15.6%
Contracts Written		<b>1,053</b>	<b>987</b>	<b>66</b>	1,054	988	66	1,055	979	76
Change from prior year		-0.1%	-0.1%	0.0%	-0.1%	0.9%	-13.2%	7.5%	8.1%	1.3%
Pending Contracts		<b>1,447</b>	<b>1,267</b>	<b>180</b>	1,477	1,308	169	1,505	1,353	152
Change from prior year		-2.0%	-3.1%	6.5%	-1.9%	-3.3%	11.2%	-5.1%	-6.0%	4.1%
Sales Volume (1,000s)		<b>193,481</b>	<b>169,733</b>	<b>23,748</b>	180,516	156,583	23,933	172,479	148,711	23,768
Change from prior year		7.3%	8.5%	-0.8%	4.7%	5.3%	0.7%	2.6%	0.6%	17.5%
Average	Sale Price	<b>172,597</b>	<b>162,891</b>	<b>300,609</b>	165,156	154,879	291,865	163,487	152,524	297,095
	Change from prior year	4.5%	5.2%	3.0%	1.0%	1.5%	-1.8%	2.0%	1.4%	-3.1%
	List Price of Actives	<b>268,251</b>	<b>259,142</b>	<b>326,228</b>	242,156	231,652	330,642	231,189	218,374	332,337
	Change from prior year	10.8%	11.9%	-1.3%	4.7%	6.1%	-0.5%	6.3%	5.7%	2.3%
	Days on Market	<b>42</b>	<b>39</b>	<b>83</b>	45	40	103	49	45	93
	Change from prior year	-6.3%	-2.9%	-19.8%	-8.0%	-11.0%	10.6%	-9.5%	-4.1%	-40.2%
Percent of List		<b>98.3%</b>	<b>97.9%</b>	<b>103.2%</b>	97.9%	97.5%	102.3%	98.0%	97.6%	102.3%
	Change from prior year	0.4%	0.4%	0.9%	-0.1%	-0.1%	0.0%	0.2%	0.0%	1.0%
	Percent of Original	<b>97.0%</b>	<b>96.5%</b>	<b>104.0%</b>	96.2%	95.8%	101.7%	96.2%	95.6%	102.9%
	Change from prior year	0.8%	0.7%	2.2%	0.0%	0.1%	-1.1%	0.0%	-0.2%	1.2%
Median	Sale Price	<b>157,900</b>	<b>150,000</b>	<b>275,000</b>	150,000	142,000	266,130	141,500	135,000	267,032
	Change from prior year	5.3%	5.6%	3.3%	6.0%	5.2%	-0.3%	1.1%	0.0%	-0.4%
	List Price of Actives	<b>209,000</b>	<b>184,900</b>	<b>291,750</b>	195,000	179,900	295,000	179,900	160,000	280,651
	Change from prior year	7.2%	2.8%	-1.1%	8.4%	12.4%	5.1%	16.1%	14.4%	8.8%
	Days on Market	<b>11</b>	<b>11</b>	<b>12</b>	15	14	43	17	16	56
	Change from prior year	-26.7%	-21.4%	-71.8%	-11.8%	-12.5%	-24.1%	6.3%	0.0%	-14.5%
Percent of List		<b>100.0%</b>	<b>99.5%</b>	<b>100.0%</b>	99.6%	99.0%	100.4%	99.6%	99.2%	100.0%
	Change from prior year	0.4%	0.6%	-0.4%	0.0%	-0.2%	0.4%	0.6%	0.5%	0.0%
Percent of Original		<b>98.9%</b>	<b>98.3%</b>	<b>102.0%</b>	98.3%	97.9%	101.3%	98.5%	97.9%	101.3%
	Change from prior year	0.5%	0.4%	0.6%	-0.2%	0.0%	0.1%	0.3%	0.0%	0.8%

## YEAR-TO-DATE STATISTICS

### SUMMARY >>

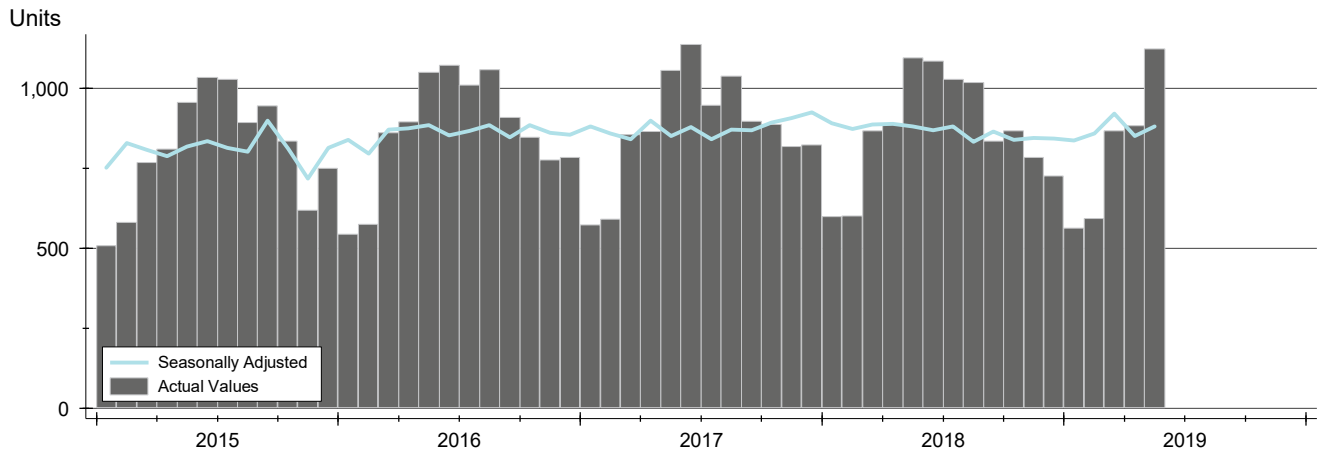
### YTD BREAKDOWNS BY HOME TYPE ENTIRE MLS SYSTEM AS OF 6/8/2019

Year-to-Date Activity By Property Type		2019			2018			2017		
		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		<b>4,025</b>	<b>3,762</b>	<b>263</b>	4,045	3,744	301	3,934	3,659	275
Change from prior year		-0.5%	0.5%	-12.6%	2.8%	2.3%	9.5%	0.4%	0.6%	-2.5%
New Listings		<b>5,521</b>	<b>5,180</b>	<b>341</b>	5,891	5,515	376	5,880	5,450	430
Change from prior year		-6.3%	-6.1%	-9.3%	0.2%	1.2%	-12.6%	-2.2%	-2.7%	3.9%
Contracts Written		<b>4,631</b>	<b>4,358</b>	<b>273</b>	4,654	4,305	349	4,598	4,249	349
Change from prior year		-0.5%	1.2%	-21.8%	1.2%	1.3%	0.0%	0.1%	0.4%	-3.6%
Sales Volume (1,000s)		<b>657,439</b>	<b>576,115</b>	<b>81,323</b>	641,766	551,021	90,745	603,025	522,982	80,043
Change from prior year		2.4%	4.6%	-10.4%	6.4%	5.4%	13.4%	1.2%	1.2%	0.9%
Average	Sale Price	<b>163,379</b>	<b>153,181</b>	<b>309,214</b>	158,657	147,174	301,478	153,286	142,930	291,065
	Change from prior year	3.0%	4.1%	2.6%	3.5%	3.0%	3.6%	0.8%	0.6%	3.4%
	Days on Market	<b>48</b>	<b>46</b>	<b>73</b>	52	47	113	54	51	88
	Change from prior year	-7.2%	-1.3%	-35.1%	-3.7%	-8.5%	28.7%	-10.6%	-7.6%	-27.4%
	Percent of List	<b>97.7%</b>	<b>97.4%</b>	<b>102.7%</b>	97.7%	97.3%	101.8%	97.3%	96.9%	101.7%
Change from prior year	0.1%	0.1%	0.9%	0.4%	0.4%	0.1%	0.2%	0.1%	0.8%	
Median	Percent of Original	<b>95.8%</b>	<b>95.2%</b>	<b>103.6%</b>	95.6%	95.1%	102.1%	94.9%	94.4%	102.3%
	Change from prior year	0.2%	0.2%	1.5%	0.7%	0.8%	-0.2%	0.2%	0.1%	1.2%
	Sale Price	<b>146,500</b>	<b>138,000</b>	<b>275,000</b>	139,900	132,500	267,764	134,625	127,500	256,649
	Change from prior year	4.7%	4.2%	2.7%	3.9%	3.9%	4.3%	3.5%	2.1%	2.6%
	Days on Market	<b>19</b>	<b>20</b>	<b>4</b>	23	22	54	26	26	24
Change from prior year	-17.4%	-9.1%	-92.6%	-11.5%	-15.4%	125.0%	-10.3%	-10.3%	-57.5%	
Percent of List	Change from prior year	0.3%	0.2%	0.0%	0.0%	0.0%	0.0%	0.4%	0.4%	0.0%
	Percent of Original	<b>97.9%</b>	<b>97.5%</b>	<b>101.3%</b>	97.7%	97.3%	101.1%	97.5%	97.0%	100.3%
	Change from prior year	0.2%	0.2%	0.2%	0.2%	0.3%	0.8%	0.2%	0.1%	0.3%

# CLOSED LISTINGS ANALYSIS

**HISTORY** >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 6/8/2019**



**SUMMARY** >>

Summary Statistics for Closed Listings		May			Year-to-Date		
		2019	2018	Change	2019	2018	Change
Closed Listings		<b>1,122</b>	1,093	2.7%	<b>4,025</b>	4,045	-0.5%
Volume (1,000s)		<b>193,481</b>	180,516	7.2%	<b>657,439</b>	641,766	2.4%
Average	Sale Price	<b>172,597</b>	165,156	4.5%	<b>163,379</b>	158,657	3.0%
	Days on Market	<b>42</b>	45	-6.3%	<b>48</b>	52	-7.2%
	Percent of List	<b>98.3%</b>	97.9%	0.4%	<b>97.7%</b>	97.7%	0.1%
	Percent of Original	<b>97.0%</b>	96.2%	0.8%	<b>95.8%</b>	95.6%	0.2%
Median	Sale Price	<b>157,900</b>	150,000	5.3%	<b>146,500</b>	139,900	4.7%
	Days on Market	<b>11</b>	15	-26.7%	<b>19</b>	23	-17.4%
	Percent of List	<b>100.0%</b>	99.6%	0.4%	<b>99.2%</b>	99.0%	0.3%
	Percent of Original	<b>98.9%</b>	98.3%	0.5%	<b>97.9%</b>	97.7%	0.2%

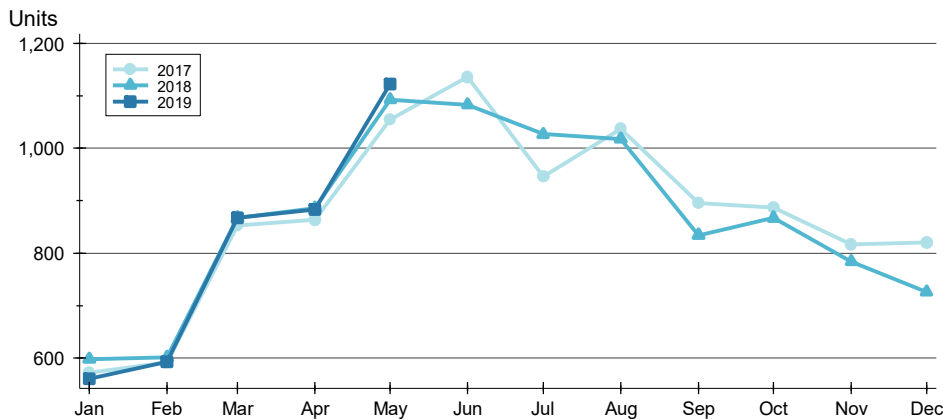
A total of 1,122 homes sold in South Central Kansas in May, up from 1,093 units in May 2018. Total sales volume rose to \$193.5 million compared to \$180.5 million in the previous year.

The median sales price in May was \$157,900, up 5.3% compared to the prior year. Median days on market was 11 days, down from 13 days in April, and down from 15 in May 2018.

# CLOSED LISTINGS ANALYSIS

## BY MONTH >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 6/8/2019**



Month	2017	2018	2019
January	571	598	561
February	591	601	592
March	853	867	867
April	864	886	883
May	1,055	1,093	1,122
June	1,136	1,083	
July	946	1,027	
August	1,038	1,018	
September	896	834	
October	887	867	
November	817	784	
December	821	726	

## BY PRICE RANGE >>

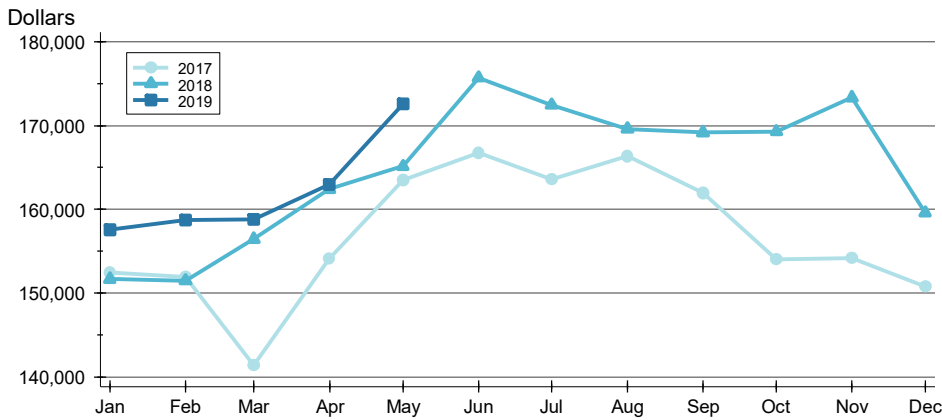
Price Range	Sales			Sale Price		Days on Market		Price as % of List		Price as % of Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median	Average	Median
Below \$25,000	32	2.9%	434	13,552	15,000	48	29	90.4%	100.0%	82.9%	100.0%
\$25,000-\$49,999	64	5.7%	2,464	38,504	40,000	79	28	90.2%	91.2%	85.0%	87.6%
\$50,000-\$99,999	207	18.4%	15,859	76,614	78,000	45	15	97.2%	98.8%	95.1%	96.9%
\$100,000-\$124,999	103	9.2%	11,637	112,977	113,500	43	11	98.8%	99.1%	97.0%	97.6%
\$125,000-\$149,999	110	9.8%	15,139	137,628	137,450	19	6	99.5%	100.0%	99.0%	100.0%
\$150,000-\$174,999	142	12.7%	22,970	161,760	162,250	19	5	99.4%	100.0%	98.6%	100.0%
\$175,000-\$199,999	106	9.4%	19,557	184,500	183,500	36	4	99.8%	100.0%	99.0%	100.0%
\$200,000-\$249,999	146	13.0%	33,014	226,126	226,219	37	11	100.2%	100.0%	99.1%	99.6%
\$250,000-\$299,999	100	8.9%	27,136	271,358	270,000	63	24	98.7%	99.3%	98.6%	98.2%
\$300,000-\$399,999	67	6.0%	23,022	343,617	344,000	65	28	98.7%	98.8%	98.2%	97.9%
\$400,000-\$499,999	30	2.7%	12,903	430,103	427,416	38	11	100.1%	99.2%	100.6%	99.2%
\$500,000-\$749,999	11	1.0%	6,671	606,432	595,000	41	14	95.4%	95.0%	95.3%	94.3%
\$750,000-\$999,999	2	0.2%	1,525	762,364	762,364	164	164	95.9%	95.9%	93.8%	93.8%
\$1,000,000 and up	1	0.1%	1,150	1,150,000	1,150,000	9	9	95.8%	95.8%	95.8%	95.8%
All price ranges	1,122	100.0%	193,481	172,597	157,900	42	11	98.3%	100.0%	97.0%	98.9%



**CLOSED LISTINGS ANALYSIS**

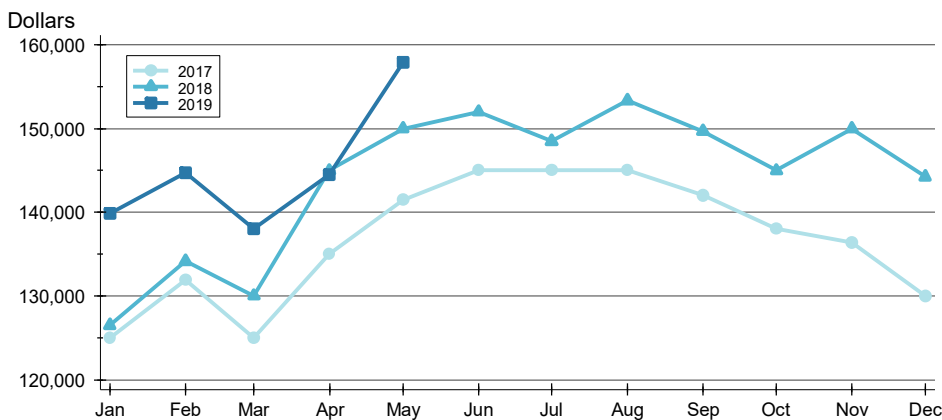
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 6/8/2019**

**AVERAGE PRICE** »



Month	2017	2018	2019
January	152,481	151,661	157,563
February	151,891	151,459	158,731
March	141,375	156,465	158,801
April	154,073	162,387	162,985
May	163,487	165,156	172,597
June	166,721	175,695	
July	163,608	172,443	
August	166,367	169,620	
September	161,984	169,187	
October	154,015	169,281	
November	154,162	173,356	
December	150,792	159,588	

**MEDIAN PRICE** »

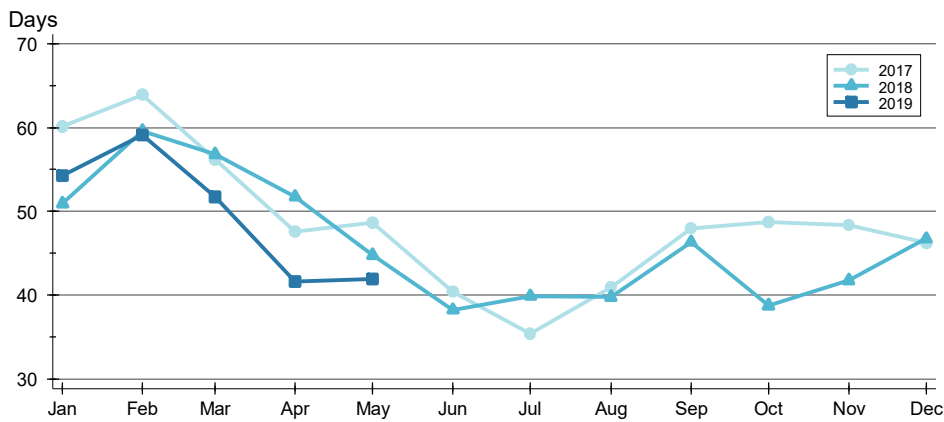


Month	2017	2018	2019
January	125,000	126,500	139,900
February	131,900	134,150	144,750
March	125,000	130,000	138,000
April	135,000	145,000	144,500
May	141,500	150,000	157,900
June	145,000	152,000	
July	145,000	148,500	
August	145,000	153,350	
September	142,000	149,700	
October	138,000	145,000	
November	136,400	150,000	
December	130,000	144,250	

# CLOSED LISTINGS ANALYSIS

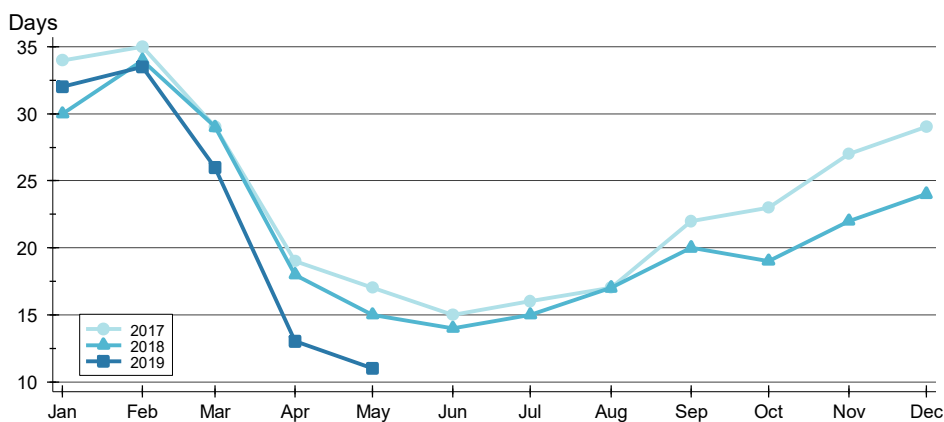
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 6/8/2019**

## AVERAGE DOM



Month	2017	2018	2019
January	60	51	54
February	64	60	59
March	56	57	52
April	48	52	42
May	49	45	42
June	40	38	
July	35	40	
August	41	40	
September	48	46	
October	49	39	
November	48	42	
December	46	47	

## MEDIAN DOM

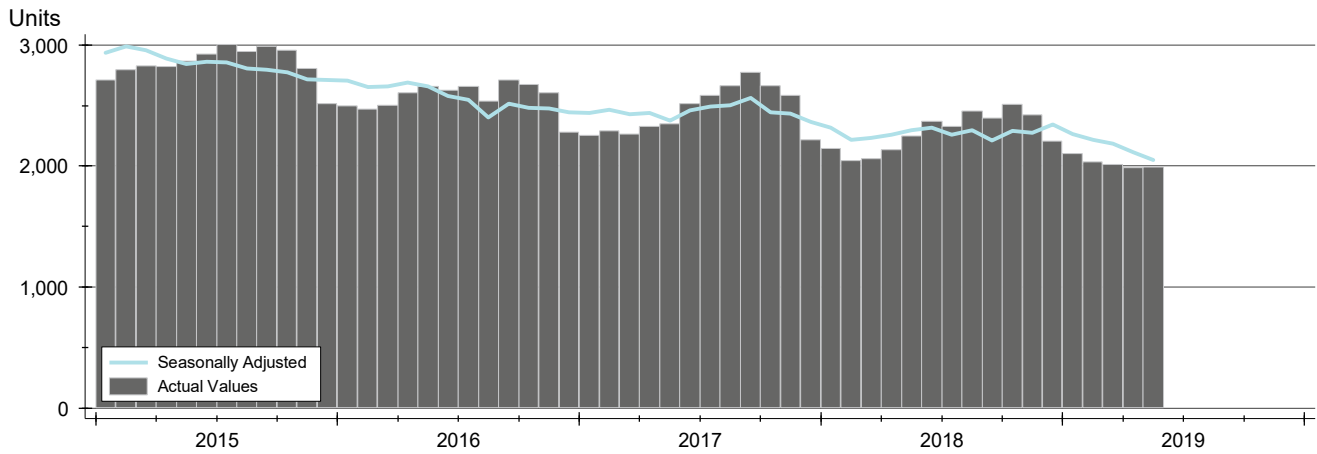


Month	2017	2018	2019
January	34	30	32
February	35	34	34
March	29	29	26
April	19	18	13
May	17	15	11
June	15	14	
July	16	15	
August	17	17	
September	22	20	
October	23	19	
November	27	22	
December	29	24	

# ACTIVE LISTINGS ANALYSIS

**HISTORY** >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 6/8/2019**



**SUMMARY** >>

Summary Statistics for Active Listings		End of May		
		2019	2018	Change
Active Listings		<b>1,992</b>	2,250	-11.5%
Months' Supply		<b>2.3</b>	2.6	-9.6%
Volume (1,000s)		<b>534,356</b>	544,851	-1.9%
Average	List Price	<b>268,251</b>	242,156	10.8%
	Days on Market	<b>85</b>	91	-6.8%
	Percent of Original	<b>97.6%</b>	97.7%	-0.2%
Median	List Price	<b>209,000</b>	195,000	7.2%
	Days on Market	<b>45</b>	46	-2.2%
	Percent of Original	<b>100.0%</b>	100.0%	0.0%

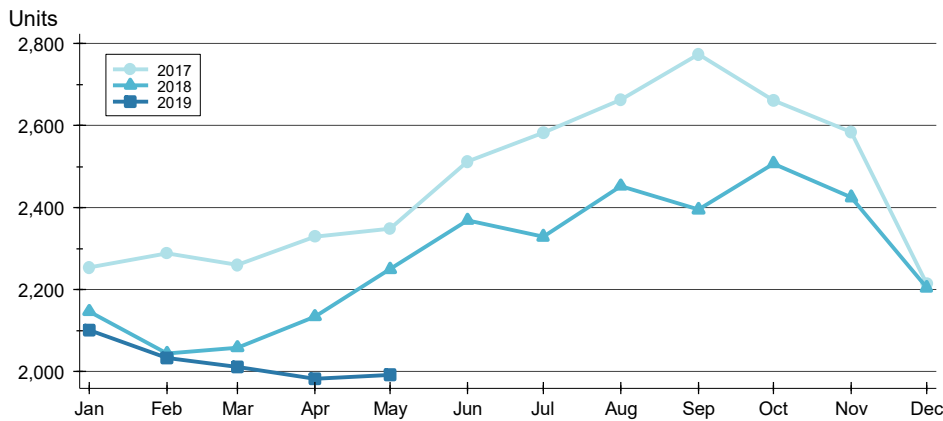
A total of 1,992 homes were available for sale in South Central Kansas at the end of May. This represents a 2.3 months' supply of active listings.

The median list price of homes on the market at the end of May was \$209,000, up 7.2% from 2018. The typical time on market for active listings was 45 days, down from 46 days a year earlier.

# ACTIVE LISTINGS ANALYSIS

## BY MONTH >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 6/8/2019**



Month	2017	2018	2019
January	2,254	2,147	2,102
February	2,289	2,044	2,034
March	2,261	2,059	2,012
April	2,330	2,135	1,984
May	2,348	2,250	1,992
June	2,512	2,369	
July	2,583	2,329	
August	2,663	2,453	
September	2,774	2,395	
October	2,661	2,508	
November	2,584	2,425	
December	2,214	2,205	

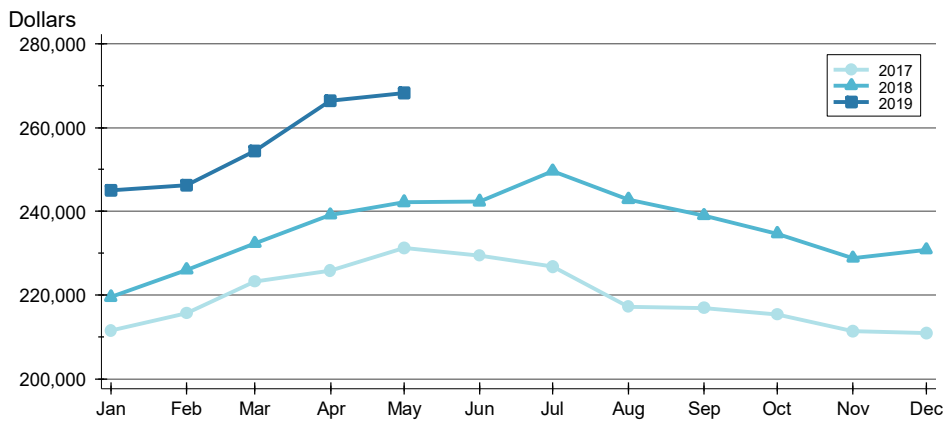
## BY PRICE RANGE >>

Price Range	Active Listings			Months' Supply	List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume		Average	Median	Average	Median	Average	Median
Below \$25,000	57	2.9%	817	1.8	14,330	16,000	118	57	91.7%	100.0%
\$25,000-\$49,999	140	7.0%	5,425	2.2	38,748	39,700	111	64	97.0%	100.0%
\$50,000-\$99,999	351	17.6%	26,595	1.7	75,770	75,000	83	47	95.3%	100.0%
\$100,000-\$124,999	96	4.8%	10,874	0.9	113,270	115,000	70	33	98.1%	100.0%
\$125,000-\$149,999	99	5.0%	13,631	0.9	137,690	139,500	64	38	98.5%	100.0%
\$150,000-\$174,999	88	4.4%	14,406	0.6	163,703	164,950	63	38	98.0%	100.0%
\$175,000-\$199,999	125	6.3%	23,670	1.2	189,357	189,900	71	31	98.9%	100.0%
\$200,000-\$249,999	200	10.0%	45,252	1.4	226,260	225,000	61	38	98.6%	100.0%
\$250,000-\$299,999	221	11.1%	60,962	2.2	275,844	275,414	81	42	98.7%	100.0%
\$300,000-\$399,999	242	12.1%	84,714	3.6	350,056	349,000	80	45	99.0%	100.0%
\$400,000-\$499,999	154	7.7%	69,874	5.1	453,728	449,900	91	54	98.3%	100.0%
\$500,000-\$749,999	92	4.6%	57,188	8.4	621,607	605,000	101	62	98.3%	100.0%
\$750,000-\$999,999	56	2.8%	48,904	28.0	873,290	875,000	152	73	94.7%	99.1%
\$1,000,000 and up	38	1.9%	63,193	38.0	1,662,963	1,487,500	184	94	98.3%	100.0%
All price ranges	1,992	100.0%	534,356	1.8	268,251	209,000	85	45	97.6%	100.0%

# ACTIVE LISTINGS ANALYSIS

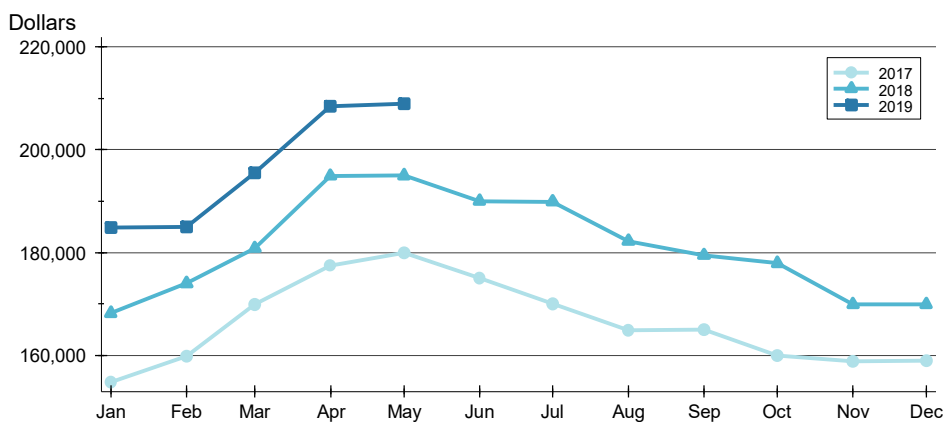
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 6/8/2019**

## AVERAGE PRICE >>



Month	2017	2018	2019
January	211,527	219,491	244,933
February	215,732	226,018	246,278
March	223,171	232,365	254,379
April	225,771	239,193	266,443
May	231,189	242,156	268,251
June	229,403	242,311	
July	226,760	249,623	
August	217,266	242,880	
September	216,820	238,982	
October	215,409	234,663	
November	211,349	228,794	
December	210,949	230,828	

## MEDIAN PRICE >>

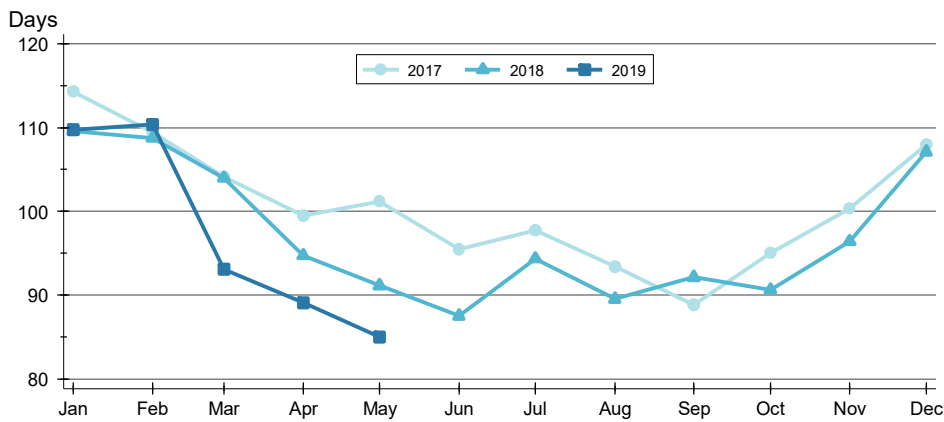


Month	2017	2018	2019
January	154,900	168,248	184,900
February	159,900	174,000	185,000
March	169,900	180,867	195,500
April	177,500	194,900	208,443
May	179,900	195,000	209,000
June	175,000	190,000	
July	170,000	189,900	
August	164,900	182,250	
September	165,000	179,500	
October	160,000	177,900	
November	158,900	169,900	
December	159,000	169,900	

# ACTIVE LISTINGS ANALYSIS

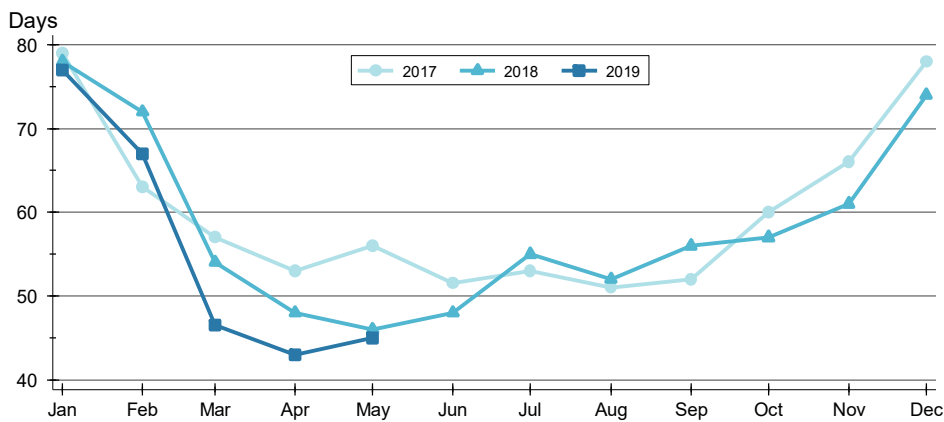
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 6/8/2019**

## AVERAGE DOM



Month	2017	2018	2019
January	114	110	110
February	109	109	110
March	104	104	93
April	99	95	89
May	101	91	85
June	95	87	
July	98	94	
August	93	90	
September	89	92	
October	95	91	
November	100	96	
December	108	107	

## MEDIAN DOM

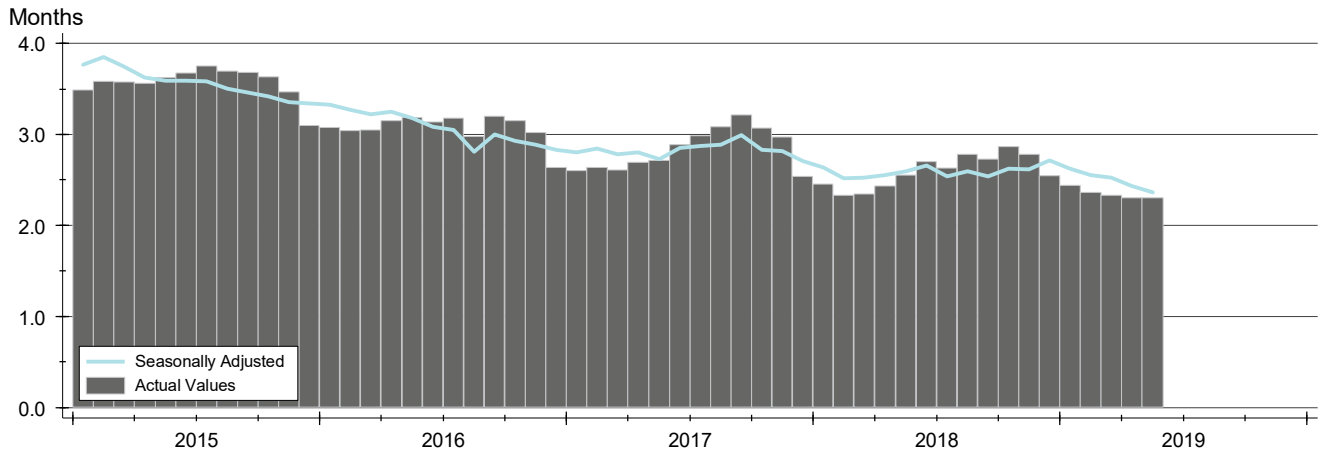


Month	2017	2018	2019
January	79	78	77
February	63	72	67
March	57	54	47
April	53	48	43
May	56	46	45
June	52	48	
July	53	55	
August	51	52	
September	52	56	
October	60	57	
November	66	61	
December	78	74	

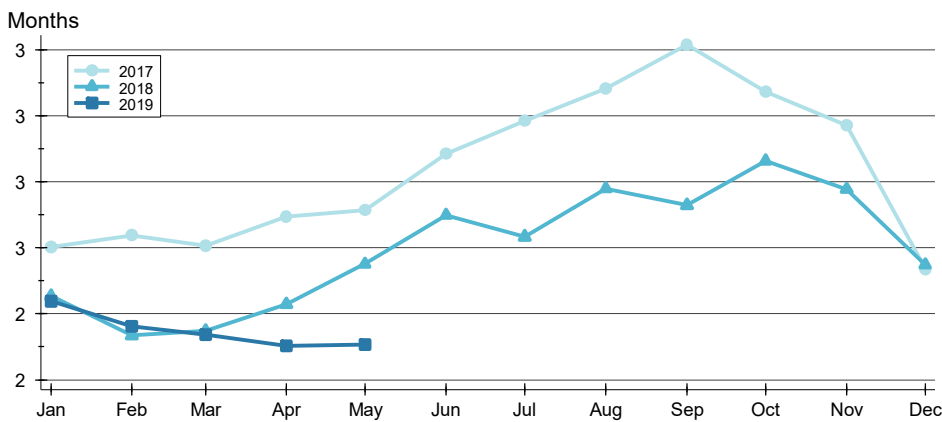
# MONTHS' SUPPLY ANALYSIS

**HISTORY** >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 6/8/2019**



**BY MONTH** >>

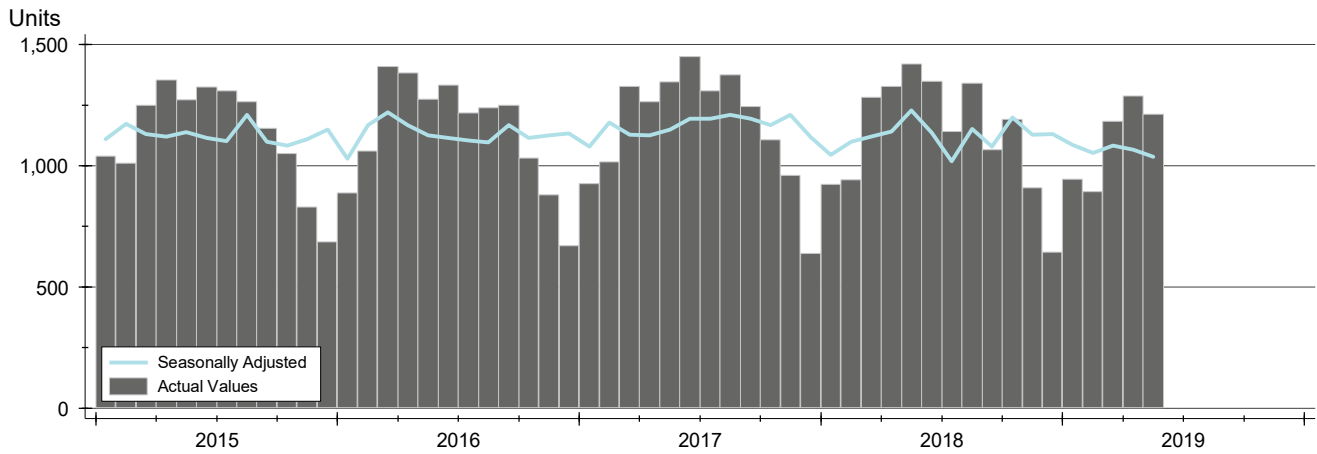


Month	2017	2018	2019
January	2.6	2.5	2.4
February	2.6	2.3	2.4
March	2.6	2.3	2.3
April	2.7	2.4	2.3
May	2.7	2.6	2.3
June	2.9	2.7	
July	3.0	2.6	
August	3.1	2.8	
September	3.2	2.7	
October	3.1	2.9	
November	3.0	2.8	
December	2.5	2.5	

# NEW LISTINGS ANALYSIS

**HISTORY** >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 6/8/2019**



**SUMMARY** >>

Summary Statistics for New Listings		May		
		2019	2018	Change
Current Month	New Listings	<b>1,213</b>	1,421	-14.6%
	Volume (1,000s)	<b>240,296</b>	275,228	-12.7%
	Average List Price	<b>198,101</b>	193,686	2.3%
	Median List Price	<b>165,450</b>	160,000	3.4%
YTD	New Listings	<b>5,521</b>	5,891	-6.3%
	Volume (1,000s)	<b>1,092,650</b>	1,083,337	0.9%
	Average List Price	<b>197,908</b>	183,897	7.6%
	Median List Price	<b>160,000</b>	154,900	3.3%

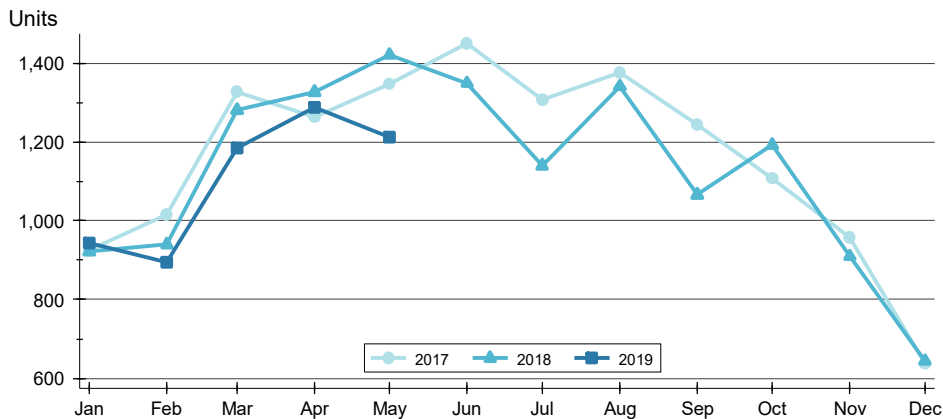
A total of 1,213 new listings were added in South Central Kansas during May, down 14.6% from the same month in 2018. Year-to-date South Central Kansas has seen 5,521 new listings.

The median list price of these homes was \$165,450 up from \$160,000 in 2018.

# NEW LISTINGS ANALYSIS

## BY MONTH >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 6/8/2019**



Month	2017	2018	2019
January	926	922	943
February	1,016	940	894
March	1,327	1,281	1,184
April	1,264	1,327	1,287
May	1,347	1,421	1,213
June	1,450	1,349	
July	1,308	1,140	
August	1,376	1,341	
September	1,244	1,066	
October	1,107	1,192	
November	959	910	
December	637	644	

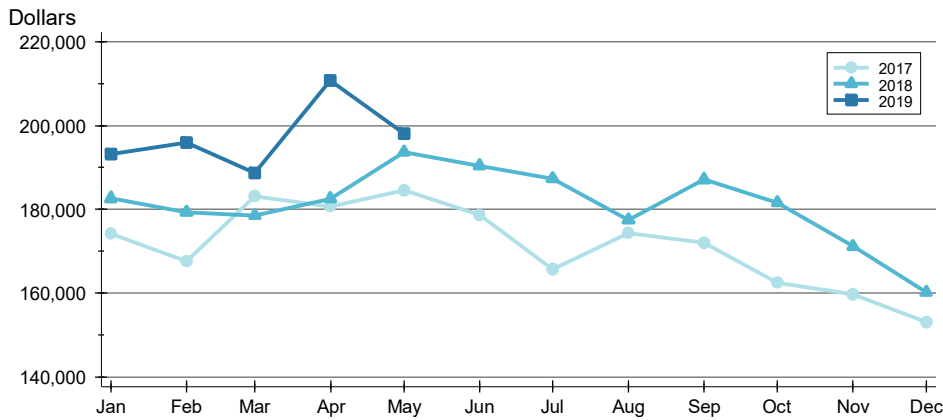
## BY PRICE RANGE >>

Price Range	New Listings			List Price	
	Number	Percent	Volume	Average	Median
Below \$25,000	28	2.3%	348	12,428	15,750
\$25,000-\$49,999	74	6.1%	2,948	39,842	40,000
\$50,000-\$99,999	222	18.3%	16,995	76,555	77,500
\$100,000-\$124,999	103	8.5%	11,658	113,185	114,900
\$125,000-\$149,999	109	9.0%	15,078	138,333	139,500
\$150,000-\$174,999	103	8.5%	16,912	164,198	165,000
\$175,000-\$199,999	129	10.6%	24,168	187,348	187,500
\$200,000-\$249,999	133	11.0%	30,152	226,708	229,000
\$250,000-\$299,999	95	7.8%	26,190	275,682	275,000
\$300,000-\$399,999	103	8.5%	36,009	349,597	349,900
\$400,000-\$499,999	50	4.1%	22,379	447,582	445,000
\$500,000-\$749,999	26	2.1%	15,927	612,565	597,000
\$750,000-\$999,999	12	1.0%	10,088	840,629	840,000
\$1,000,000 and up	5	0.4%	7,284	1,456,800	1,500,000
All price ranges	1,213	100.0%	240,296	198,101	165,450

# NEW LISTINGS ANALYSIS

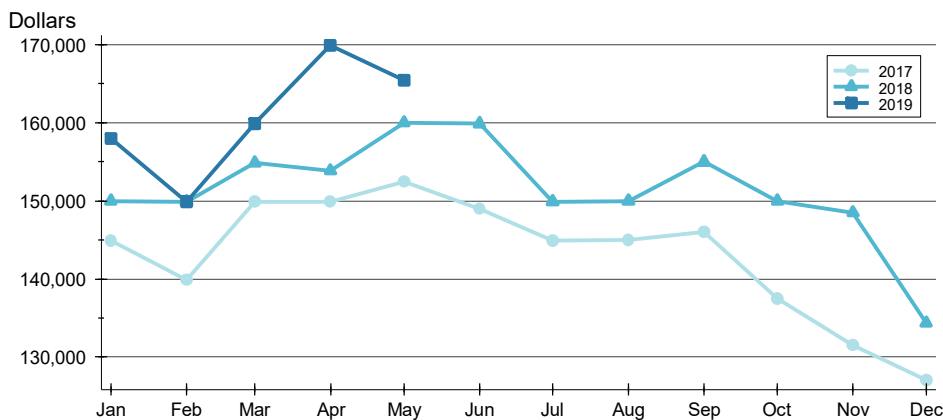
## AVERAGE PRICE >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 6/8/2019**



Month	2017	2018	2019
January	174,160	182,624	193,197
February	167,501	179,338	195,975
March	183,112	178,574	188,714
April	180,689	182,552	210,816
May	184,549	193,686	198,101
June	178,593	190,417	190,417
July	165,716	187,364	187,364
August	174,383	177,465	177,465
September	171,990	187,125	187,125
October	162,387	181,656	181,656
November	159,644	171,174	171,174
December	153,084	160,152	160,152

## MEDIAN PRICE >>

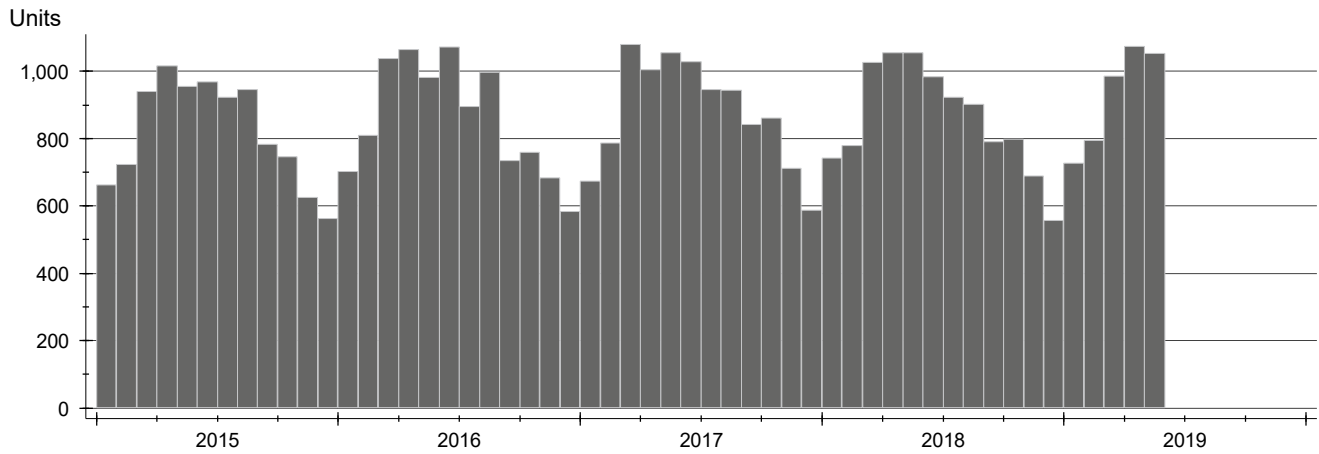


Month	2017	2018	2019
January	144,900	150,000	158,000
February	139,900	149,900	149,900
March	149,900	154,900	159,950
April	149,900	153,900	169,900
May	152,500	160,000	165,450
June	148,950	159,900	159,900
July	144,950	149,900	149,900
August	145,000	150,000	150,000
September	146,000	155,000	155,000
October	137,500	150,000	150,000
November	131,500	148,500	148,500
December	127,100	134,375	134,375

# CONTRACTS WRITTEN ANALYSIS

**HISTORY** >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 6/8/2019**



**SUMMARY** >>

Summary Statistics for Contracts Written		May			Year-to-Date		
		2019	2018	Change	2019	2018	Change
Closed Listings		<b>1,053</b>	1,054	-0.1%	<b>4,631</b>	4,654	-0.5%
Volume (1,000s)		<b>200,732</b>	187,638	7.0%	<b>812,711</b>	793,886	2.4%
Average	Sale Price	<b>190,629</b>	178,025	7.1%	<b>175,494</b>	170,582	2.9%
	Days on Market	<b>40</b>	40	-0.9%	<b>45</b>	49	-6.7%
	Percent of Original	<b>97.8%</b>	96.5%	1.3%	<b>96.4%</b>	96.2%	0.2%
Median	Sale Price	<b>167,705</b>	154,700	8.4%	<b>155,000</b>	149,000	4.0%
	Days on Market	<b>13</b>	14	-7.1%	<b>16</b>	19	-15.8%
	Percent of Original	<b>100.0%</b>	98.7%	1.4%	<b>99.4%</b>	98.2%	1.2%

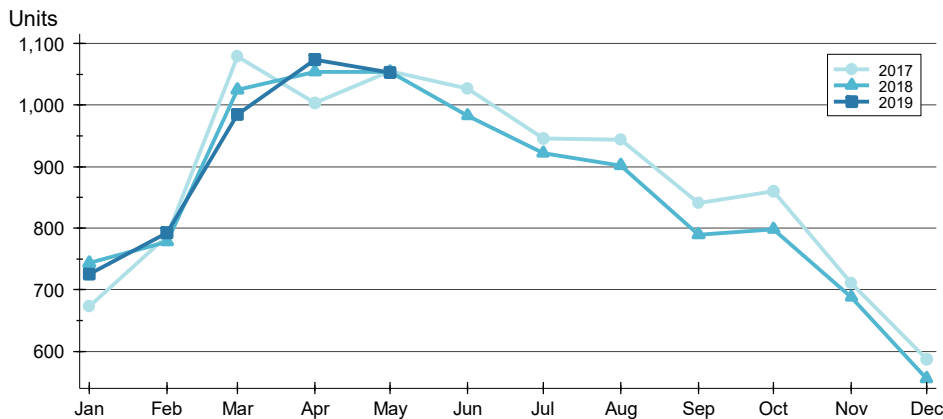
A total of 1,053 contracts for sale were written in South Central Kansas during the month of May, down from 1,054 in 2018. The median list price of these homes was \$167,705, up from \$154,700 the prior year.

Half of the homes that went under contract in May were on the market less than 13 days, compared to 14 days in May 2018.

# CONTRACTS WRITTEN ANALYSIS

## BY MONTH >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 6/8/2019**



Month	2017	2018	2019
January	673	743	726
February	787	778	793
March	1,079	1,025	985
April	1,004	1,054	1,074
May	1,055	1,054	1,053
June	1,027	983	
July	946	922	
August	944	902	
September	841	790	
October	860	798	
November	711	688	
December	587	556	

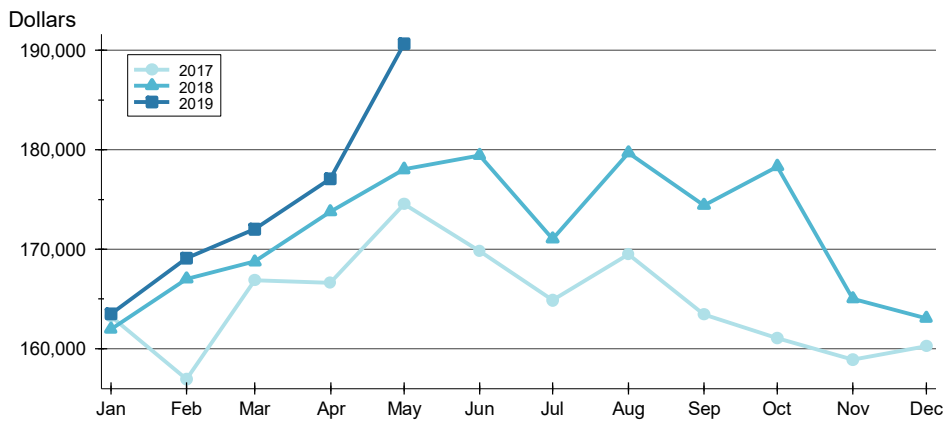
## BY PRICE RANGE >>

Price Range	Contracts Written			List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median
Below \$25,000	19	1.8%	315	16,558	19,900	48	18	92.5%	100.0%
\$25,000-\$49,999	51	4.8%	2,068	40,542	40,000	72	12	90.4%	100.0%
\$50,000-\$99,999	169	16.0%	12,981	76,811	79,000	36	8	97.0%	100.0%
\$100,000-\$124,999	80	7.6%	9,061	113,268	112,700	27	8	98.9%	100.0%
\$125,000-\$149,999	119	11.3%	16,419	137,976	138,500	20	7	98.4%	100.0%
\$150,000-\$174,999	106	10.1%	17,376	163,924	165,000	18	5	99.0%	100.0%
\$175,000-\$199,999	118	11.2%	22,105	187,330	187,500	22	6	99.2%	100.0%
\$200,000-\$249,999	133	12.6%	30,102	226,328	228,000	41	18	98.4%	100.0%
\$250,000-\$299,999	78	7.4%	21,512	275,790	276,060	45	20	98.5%	100.0%
\$300,000-\$399,999	68	6.5%	24,096	354,347	354,599	76	26	98.2%	100.0%
\$400,000-\$499,999	30	2.8%	13,325	444,155	439,950	57	33	97.9%	100.0%
\$500,000-\$749,999	22	2.1%	12,961	589,128	577,500	130	48	96.1%	100.0%
\$750,000-\$999,999	7	0.7%	5,767	823,900	812,500	93	23	97.7%	100.0%
\$1,000,000 and up	2	0.2%	2,924	1,462,000	1,462,000	42	42	94.7%	94.7%
All price ranges	1,053	100.0%	200,732	190,629	167,705	40	13	97.8%	100.0%

**CONTRACTS WRITTEN ANALYSIS**

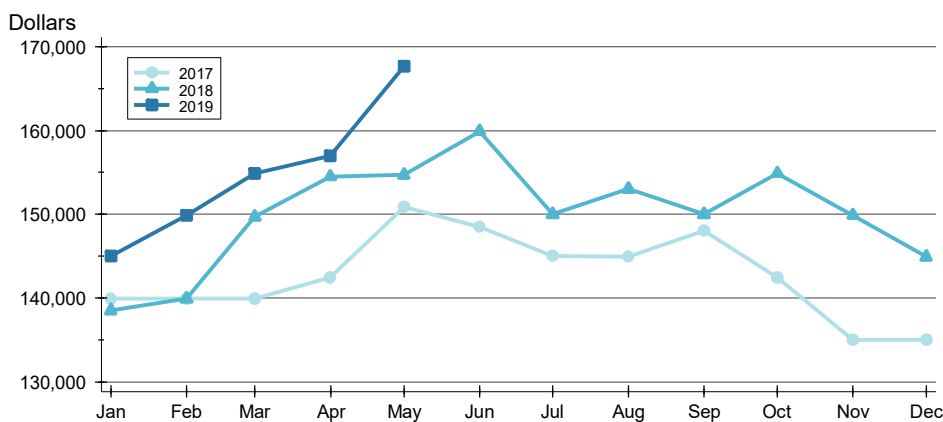
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 6/8/2019**

**AVERAGE PRICE** »



Month	2017	2018	2019
January	163,213	161,962	163,496
February	156,975	167,014	169,107
March	166,903	168,727	172,004
April	166,599	173,771	177,098
May	174,525	178,025	190,629
June	169,773	179,425	
July	164,863	171,058	
August	169,454	179,686	
September	163,452	174,407	
October	161,050	178,323	
November	158,872	165,024	
December	160,270	163,067	

**MEDIAN PRICE** »

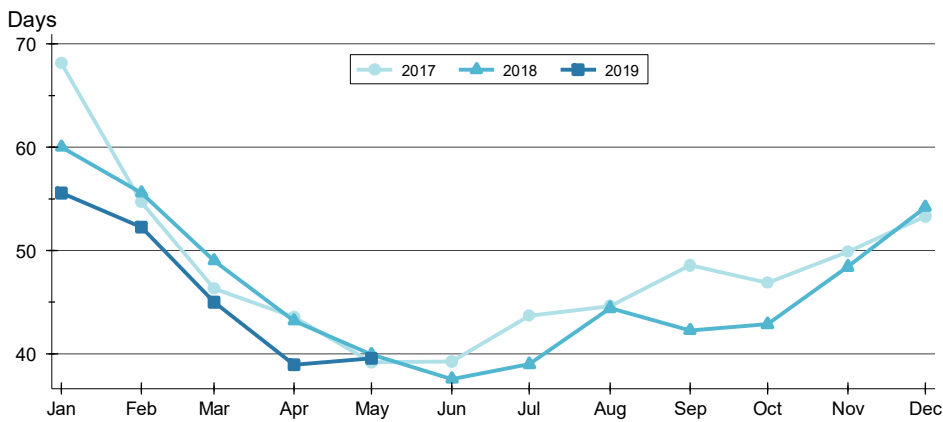


Month	2017	2018	2019
January	139,900	138,500	145,000
February	139,900	139,900	149,900
March	139,900	149,700	154,900
April	142,500	154,500	157,000
May	150,863	154,700	167,705
June	148,450	159,900	
July	145,000	150,000	
August	144,900	153,000	
September	148,000	150,000	
October	142,500	154,900	
November	135,000	149,900	
December	135,000	144,900	

# CONTRACTS WRITTEN ANALYSIS

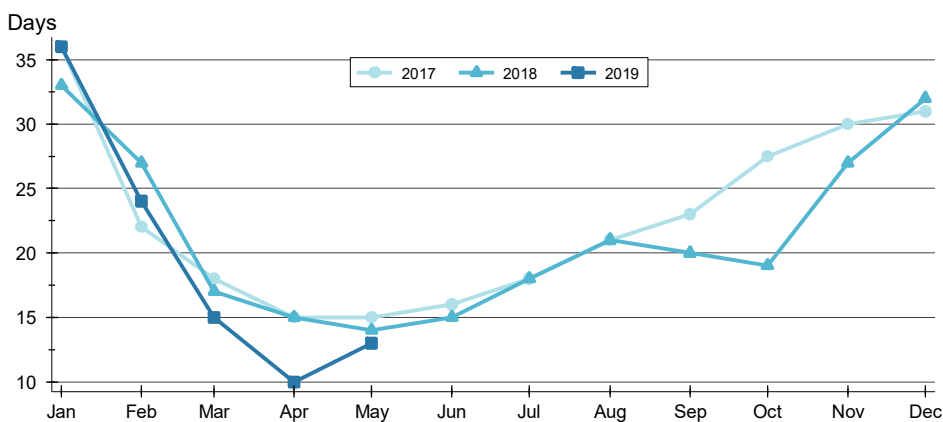
## AVERAGE DOM

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 6/8/2019**



Month	2017	2018	2019
January	68	60	56
February	55	56	52
March	46	49	45
April	44	43	39
May	39	40	40
June	39	38	39
July	44	39	44
August	45	44	45
September	49	42	43
October	47	43	43
November	50	48	50
December	53	54	54

## MEDIAN DOM

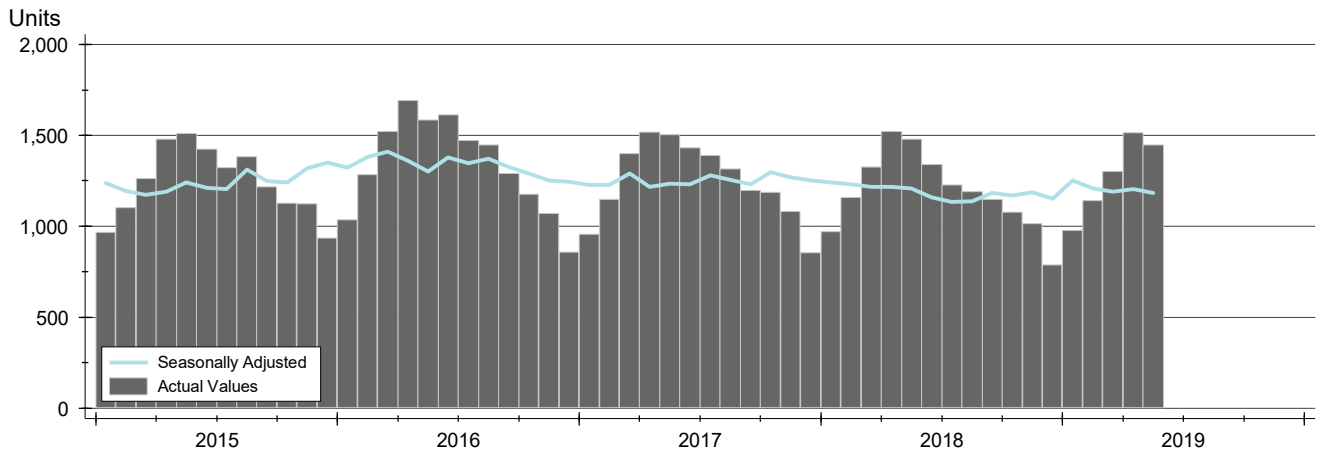


Month	2017	2018	2019
January	36	33	36
February	22	27	24
March	18	17	15
April	15	15	10
May	15	14	13
June	16	15	15
July	18	18	18
August	21	21	21
September	23	20	20
October	28	19	19
November	30	27	27
December	31	32	32

# PENDING CONTRACTS ANALYSIS

**HISTORY** >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 6/8/2019**



**SUMMARY** >>

Summary Statistics for Active Listings		End of May		
		2019	2018	Change
Active Listings		<b>1,447</b>	1,477	-2.0%
Volume (1,000s)		<b>299,126</b>	278,419	7.4%
Average	List Price	<b>206,721</b>	188,503	9.7%
	Days on Market	<b>39</b>	42	-7.5%
	Percent of Original	<b>98.6%</b>	98.6%	0.0%
Median	List Price	<b>174,900</b>	159,000	10.0%
	Days on Market	<b>10</b>	14	-28.6%
	Percent of Original	<b>100.0%</b>	100.0%	0.0%

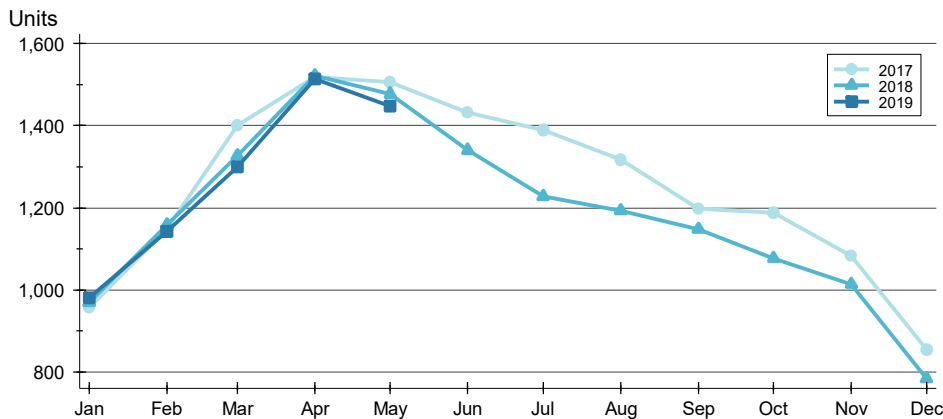
A total of 1,447 listings in South Central Kansas had contracts pending at the end of May, down from 1,477 contracts pending at the end of May 2018.

Pending contracts reflect listings with a contract in place at the end of the month. In contrast, contracts written measures the number of listings put under contract during the month.

# PENDING CONTRACTS ANALYSIS

## BY MONTH >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 6/8/2019**



Month	2017	2018	2019
January	957	970	980
February	1,149	1,159	1,143
March	1,400	1,326	1,300
April	1,518	1,521	1,514
May	1,505	1,477	1,447
June	1,432	1,340	
July	1,390	1,228	
August	1,317	1,193	
September	1,197	1,148	
October	1,188	1,077	
November	1,083	1,014	
December	855	785	

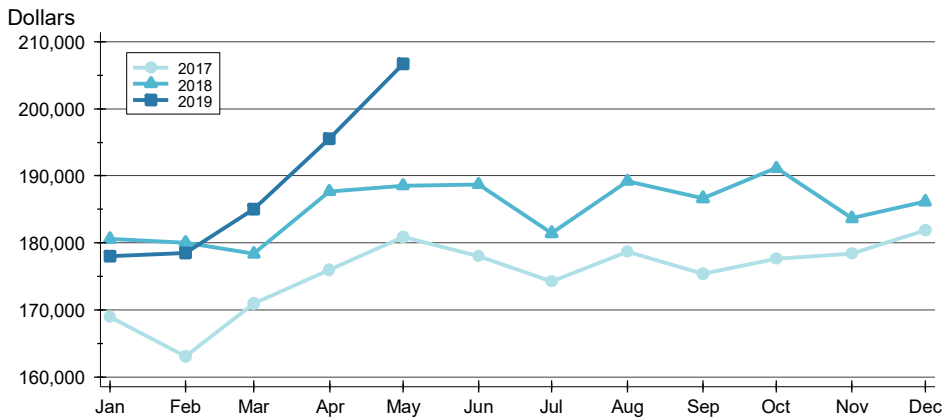
## BY PRICE RANGE >>

Price Range	Contracts Written			List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median
Below \$25,000	13	0.9%	198	15,212	19,900	37	21	96.1%	100.0%
\$25,000-\$49,999	53	3.7%	2,149	40,541	40,000	66	17	95.4%	100.0%
\$50,000-\$99,999	236	16.3%	18,302	77,551	79,650	45	13	97.3%	100.0%
\$100,000-\$124,999	101	7.0%	11,530	114,160	114,900	24	8	99.5%	100.0%
\$125,000-\$149,999	147	10.2%	20,357	138,484	139,000	25	7	98.5%	100.0%
\$150,000-\$174,999	151	10.4%	24,627	163,091	164,900	25	7	99.1%	100.0%
\$175,000-\$199,999	154	10.6%	28,855	187,373	187,500	22	5	99.4%	100.0%
\$200,000-\$249,999	190	13.1%	42,966	226,135	228,238	32	10	99.3%	100.0%
\$250,000-\$299,999	116	8.0%	32,058	276,360	276,060	47	18	98.7%	100.0%
\$300,000-\$399,999	133	9.2%	46,629	350,591	350,000	57	7	99.3%	100.0%
\$400,000-\$499,999	52	3.6%	23,081	443,870	437,450	54	7	98.9%	100.0%
\$500,000-\$749,999	36	2.5%	20,885	580,147	572,500	93	25	98.0%	100.0%
\$750,000-\$999,999	13	0.9%	11,183	860,209	835,000	56	23	98.3%	100.0%
\$1,000,000 and up	5	0.3%	6,591	1,318,143	1,174,000	35	40	100.3%	100.0%
All price ranges	1,447	100.0%	299,126	206,721	174,900	39	10	98.6%	100.0%

**PENDING CONTRACTS ANALYSIS**

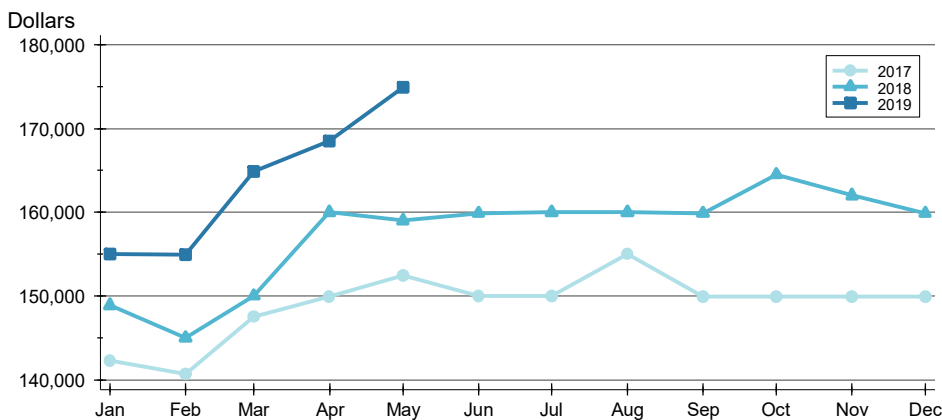
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 6/8/2019**

**AVERAGE PRICE** >>



Month	2017	2018	2019
January	168,915	180,564	177,966
February	163,082	180,022	178,468
March	170,903	178,347	185,022
April	175,952	187,633	195,583
May	180,836	188,503	206,721
June	177,943	188,722	
July	174,214	181,440	
August	178,618	189,213	
September	175,363	186,663	
October	177,592	191,150	
November	178,336	183,647	
December	181,887	186,152	

**MEDIAN PRICE** >>

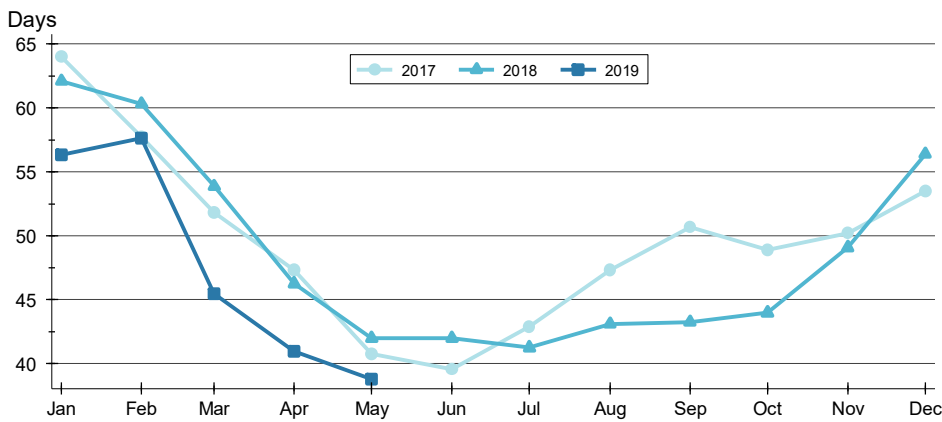


Month	2017	2018	2019
January	142,250	148,900	155,000
February	140,650	145,000	154,900
March	147,500	150,000	164,900
April	149,900	160,000	168,500
May	152,500	159,000	174,900
June	150,000	159,900	
July	150,000	160,000	
August	155,000	160,000	
September	149,900	159,900	
October	149,900	164,500	
November	149,900	162,000	
December	149,950	159,900	

# PENDING CONTRACTS ANALYSIS

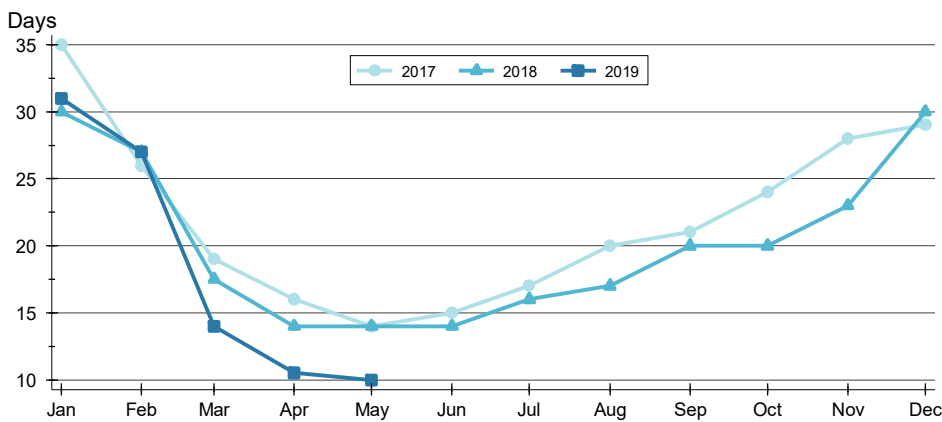
## AVERAGE DOM

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 6/8/2019**



Month	2017	2018	2019
January	64	62	56
February	58	60	58
March	52	54	45
April	47	46	41
May	41	42	39
June	40	42	
July	43	41	
August	47	43	
September	51	43	
October	49	44	
November	50	49	
December	53	56	

## MEDIAN DOM



Month	2017	2018	2019
January	35	30	31
February	26	27	27
March	19	18	14
April	16	14	11
May	14	14	10
June	15	14	
July	17	16	
August	20	17	
September	21	20	
October	24	20	
November	28	23	
December	29	30	



South Central Kansas MLS

## South Central Kansas MLS

170 W. Dewey, Wichita, KS 67202

[www.sckrealtors.com](http://www.sckrealtors.com)

July 15, 2019

### South Central Kansas MLS Releases Home Sales Figures for June 2019

Homes sales in South Central Kansas fell by 7.1% in June compared to the prior year. Sales in June 2019 totaled 1,006 units, down from 1,083 in 2018.

Among existing homes, 946 units sold in June, a decrease of 7.1% from 1,018 units that sold in 2018. The average sale price of existing homes was \$181,104. This represents an increase of 8.7% from the June 2018 average price of \$166,680.

For new construction, 60 sales occurred in June, down from 65 units the prior year, a decrease of 7.7%. The average sale price of new homes in June was \$340,262, up 7.4% from the same period last year.

A total of 1,052 contracts for sale were written in June 2019, up from 983 in June 2018. This is an increase of 7.0%. Contracts written during the month reflect, in part, sales that are set to close in the near future.

The inventory of active listings in South Central Kansas stood at 2,047 units at the end of June, which is down from 2,369 homes that were on the market at the end of June last year. At the current rate of sales, this figure represents 2.4 months' supply of homes on the market.

For questions and/or comments, please contact South Central Kansas MLS President Dwynt Thudium at [dwynt@crownthree.com](mailto:dwynt@crownthree.com).



## MARKET OVERVIEW >>

### South Central Kansas Home Sales Fell in June

Total home sales in South Central Kansas fell last month to 1,006 units, compared to 1,083 units in June 2018. Total sales volume was \$191.7 million, up from a year earlier.

The median sale price in June was \$164,950, up from \$152,000 a year earlier. Homes that sold in June were typically on the market for 12 days and sold for 99.7% of their list prices.

### South Central Kansas Active Listings Down at End of June

The total number of active listings in South Central Kansas at the end of June was 2,047 units, down from 2,369 at the same point in 2018. This represents a 2.4 months' supply of homes available for sale. The median list price of homes on the market at the end of June was \$199,500.

During June, a total of 1,052 contracts were written up from 983 in June 2018. At the end of the month, there were 1,399 contracts pending, compared to 1,340 at the end of June 2018.

Entire MLS System		June		
Current Month		2019	2018	Change
Summary Statistics		2019	2018	Change
Home Sales		1,006	1,083	-7.1%
Active Listings		2,047	2,369	-13.6%
Months' Supply		2.4	2.7	-11.7%
New Listings		1,211	1,349	-10.2%
Contracts Written		1,052	983	7.0%
Pending Contracts		1,399	1,340	4.4%
Sales Volume (1,000s)		191,740	190,277	0.8%
Average	Sale Price	190,596	175,695	8.5%
	List Price of Actives	262,572	242,311	8.4%
	Days on Market	37	38	-3.0%
	Percent of List	97.9%	98.2%	-0.4%
	Percent of Original	96.4%	96.8%	-0.4%
Median	Sale Price	164,950	152,000	8.5%
	List Price of Actives	199,500	190,000	5.0%
	Days on Market	12	14	-14.3%
	Percent of List	99.7%	100.0%	-0.3%
	Percent of Original	98.6%	98.7%	0.0%

## REPORT CONTENTS >>

### Your Association Working for You!

The South Central Kansas MLS statistical reports are one of the many benefits you receive from being a member of the REALTORS® of South Central Kansas. Through a partnership with the Kansas Association of REALTORS®, we will send you these reports each month to help you better serve your clients and promote your business.

- [Three-Year Comparisons](#) – Page 2
- [Year-to-Date Statistics](#) – Page 3
- [Closed Listings Analysis](#) – Page 4
- [Active Listings Analysis](#) – Page 8
- [Months' Supply Analysis](#) – Page 12
- [New Listings Analysis](#) – Page 13
- [Contracts Written Analysis](#) – Page 16
- [Pending Contracts Analysis](#) – Page 20



## THREE-YEAR COMPARISONS

### SUMMARY >>

**BREAKDOWNS BY HOME TYPE**  
**ENTIRE MLS SYSTEM**  
**AS OF 7/8/2019**

June MLS Statistics		2019			2018			2017			
By Property Type		Total	Existing	New	Total	Existing	New	Total	Existing	New	
Home Sales		<b>1,006</b>	<b>946</b>	<b>60</b>	1,083	1,018	65	1,136	1,079	57	
	Change from prior year	-7.1%	-7.1%	-7.7%	-4.7%	-5.7%	14.0%	6.1%	7.6%	-16.2%	
Active Listings		<b>2,047</b>	<b>1,789</b>	<b>258</b>	2,369	2,136	233	2,512	2,231	281	
	Change from prior year	-13.6%	-16.2%	10.7%	-5.7%	-4.3%	-17.1%	-4.4%	-6.1%	11.5%	
Months' Supply		<b>2.4</b>	<b>2.2</b>	<b>4.4</b>	2.7	2.6	3.9	2.9	2.7	4.8	
	Change from prior year	-11.7%	-14.4%	12.5%	-6.5%	-5.0%	-18.0%	-8.0%	-9.4%	4.2%	
New Listings		<b>1,211</b>	<b>1,159</b>	<b>52</b>	1,349	1,261	88	1,450	1,357	93	
	Change from prior year	-10.2%	-8.1%	-40.9%	-7.0%	-7.1%	-5.4%	8.8%	8.2%	19.2%	
Contracts Written		<b>1,052</b>	<b>1,005</b>	<b>47</b>	983	920	63	1,027	959	68	
	Change from prior year	7.0%	9.2%	-25.4%	-4.3%	-4.1%	-7.4%	-4.2%	-4.6%	1.5%	
Pending Contracts		<b>1,399</b>	<b>1,228</b>	<b>171</b>	1,340	1,188	152	1,432	1,269	163	
	Change from prior year	4.4%	3.4%	12.5%	-6.4%	-6.4%	-6.7%	-11.2%	-12.8%	3.2%	
Sales Volume (1,000s)		<b>191,740</b>	<b>171,324</b>	<b>20,416</b>	190,277	169,681	20,597	189,396	170,515	18,880	
	Change from prior year	0.8%	1.0%	-0.9%	0.5%	-0.5%	9.1%	7.9%	11.1%	-14.3%	
Average	Sale Price	<b>190,596</b>	<b>181,104</b>	<b>340,262</b>	175,695	166,680	316,870	166,721	158,031	331,236	
		Change from prior year	8.5%	8.7%	7.4%	5.4%	5.5%	-4.3%	1.8%	3.3%	2.2%
	List Price of Actives	<b>262,572</b>	<b>253,743</b>	<b>321,810</b>	242,311	233,219	324,257	229,403	216,585	329,533	
		Change from prior year	8.4%	8.8%	-0.8%	5.6%	7.7%	-1.6%	4.1%	3.2%	3.9%
	Days on Market	<b>37</b>	<b>35</b>	<b>72</b>	38	36	74	40	38	77	
		Change from prior year	-2.9%	-2.9%	-2.5%	-5.2%	-6.3%	-4.5%	-16.4%	-12.5%	-31.2%
Percent of List		<b>97.9%</b>	<b>97.7%</b>	<b>101.2%</b>	98.2%	98.0%	102.1%	97.9%	97.7%	102.0%	
		Change from prior year	-0.4%	-0.3%	-0.9%	0.3%	0.3%	0.0%	0.0%	0.1%	0.1%
	Percent of Original	<b>96.4%</b>	<b>96.1%</b>	<b>101.9%</b>	96.8%	96.4%	103.2%	96.0%	95.7%	102.4%	
	Change from prior year	-0.4%	-0.3%	-1.3%	0.8%	0.8%	0.8%	-0.2%	0.0%	-0.4%	
Median	Sale Price	<b>164,950</b>	<b>155,950</b>	<b>292,725</b>	152,000	145,000	298,286	145,000	139,200	271,682	
		Change from prior year	8.5%	7.6%	-1.9%	4.8%	4.2%	9.8%	2.5%	2.4%	-1.6%
	List Price of Actives	<b>199,500</b>	<b>179,000</b>	<b>288,700</b>	190,000	175,000	289,396	175,000	159,900	285,000	
		Change from prior year	5.0%	2.3%	-0.2%	8.6%	9.4%	1.5%	9.4%	13.8%	9.8%
	Days on Market	<b>12</b>	<b>12</b>	<b>19</b>	14	15	1	15	15	18	
		Change from prior year	-14.3%	-17.2%	1750.0%	-6.7%	-3.3%	-94.4%	-21.1%	-21.1%	-43.8%
Percent of List	<b>99.7%</b>	<b>99.5%</b>	<b>100.0%</b>	100.0%	99.5%	100.0%	99.3%	99.1%	100.0%		
	Change from prior year	-0.3%	-0.1%	0.0%	0.7%	0.4%	0.0%	0.1%	0.3%	0.0%	
Percent of Original	<b>98.6%</b>	<b>98.3%</b>	<b>101.0%</b>	98.7%	98.3%	101.4%	98.3%	98.1%	100.2%		
	Change from prior year	0.0%	0.0%	-0.4%	0.4%	0.3%	1.3%	0.2%	0.3%	0.2%	



## YEAR-TO-DATE STATISTICS

### SUMMARY >>

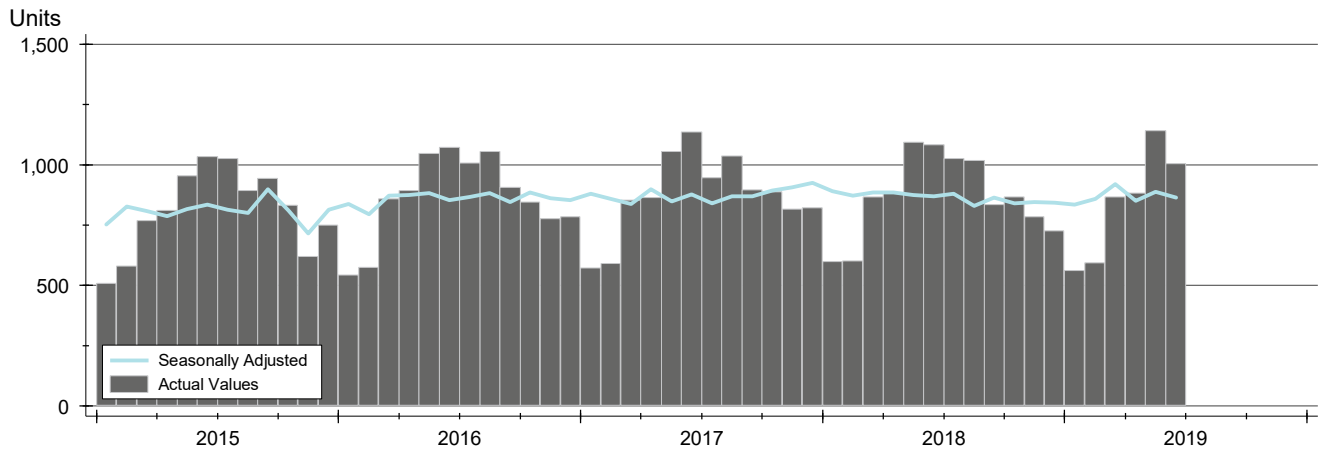
YTD BREAKDOWNS BY HOME TYPE  
ENTIRE MLS SYSTEM  
AS OF 7/8/2019

Year-to-Date Activity By Property Type		2019			2018			2017		
		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		<b>5,051</b>	<b>4,725</b>	<b>326</b>	5,128	4,762	366	5,070	4,738	332
Change from prior year		-1.5%	-0.8%	-10.9%	1.1%	0.5%	10.2%	1.6%	2.1%	-5.1%
New Listings		<b>6,796</b>	<b>6,390</b>	<b>406</b>	7,240	6,776	464	7,330	6,807	523
Change from prior year		-6.1%	-5.7%	-12.5%	-1.2%	-0.5%	-11.3%	-0.2%	-0.7%	6.3%
Contracts Written		<b>5,674</b>	<b>5,347</b>	<b>327</b>	5,637	5,225	412	5,625	5,208	417
Change from prior year		0.7%	2.3%	-20.6%	0.2%	0.3%	-1.2%	-0.7%	-0.5%	-2.8%
Sales Volume (1,000s)		<b>853,180</b>	<b>750,450</b>	<b>102,730</b>	832,043	720,702	111,341	792,421	693,497	98,923
Change from prior year		2.5%	4.1%	-7.7%	5.0%	3.9%	12.6%	2.7%	3.5%	-2.4%
Average	Sale Price	<b>168,947</b>	<b>158,859</b>	<b>315,123</b>	162,255	151,344	304,211	156,296	146,369	297,962
	Change from prior year	4.1%	5.0%	3.6%	3.8%	3.4%	2.1%	1.1%	1.3%	2.9%
	Days on Market	<b>46</b>	<b>44</b>	<b>74</b>	49	45	106	51	48	86
	Change from prior year	-6.1%	-1.2%	-30.4%	-3.7%	-7.8%	23.3%	-11.8%	-8.7%	-27.9%
	Percent of List	<b>97.8%</b>	<b>97.4%</b>	<b>102.4%</b>	97.8%	97.5%	101.8%	97.4%	97.1%	101.7%
Median	Change from prior year	0.0%	0.0%	0.5%	0.4%	0.4%	0.1%	0.2%	0.1%	0.7%
	Percent of Original	<b>95.9%</b>	<b>95.4%</b>	<b>103.2%</b>	95.9%	95.3%	102.3%	95.2%	94.7%	102.3%
	Change from prior year	0.1%	0.0%	0.9%	0.7%	0.7%	0.0%	0.1%	0.1%	0.9%
	Sale Price	<b>150,000</b>	<b>142,500</b>	<b>278,593</b>	142,000	135,000	272,250	135,570	130,000	260,259
	Change from prior year	5.6%	5.6%	2.3%	4.7%	3.8%	4.6%	1.2%	1.6%	2.5%
Median	Days on Market	<b>17</b>	<b>18</b>	<b>5</b>	21	20	40	22	22	23
	Change from prior year	-19.0%	-10.0%	-87.3%	-4.5%	-9.1%	75.6%	-15.4%	-15.4%	-57.9%
	Percent of List	<b>99.4%</b>	<b>99.0%</b>	<b>100.0%</b>	99.2%	98.8%	100.0%	99.1%	98.8%	100.0%
	Change from prior year	0.2%	0.2%	0.0%	0.1%	0.0%	0.0%	0.4%	0.4%	0.0%
	Percent of Original	<b>98.0%</b>	<b>97.6%</b>	<b>101.1%</b>	97.9%	97.5%	101.1%	97.7%	97.3%	100.3%
Change from prior year	0.1%	0.1%	0.0%	0.2%	0.2%	0.8%	0.2%	0.2%	0.3%	

# CLOSED LISTINGS ANALYSIS

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 7/8/2019**

**HISTORY** >>



**SUMMARY** >>

Summary Statistics for Closed Listings		June			Year-to-Date		
		2019	2018	Change	2019	2018	Change
Closed Listings		<b>1,006</b>	1,083	-7.1%	<b>5,051</b>	5,128	-1.5%
Volume (1,000s)		<b>191,740</b>	190,277	0.8%	<b>853,180</b>	832,043	2.5%
Average	Sale Price	<b>190,596</b>	175,695	8.5%	<b>168,947</b>	162,255	4.1%
	Days on Market	<b>37</b>	38	-2.9%	<b>46</b>	49	-6.1%
	Percent of List	<b>97.9%</b>	98.2%	-0.4%	<b>97.8%</b>	97.8%	0.0%
	Percent of Original	<b>96.4%</b>	96.8%	-0.4%	<b>95.9%</b>	95.9%	0.1%
Median	Sale Price	<b>164,950</b>	152,000	8.5%	<b>150,000</b>	142,000	5.6%
	Days on Market	<b>12</b>	14	-14.3%	<b>17</b>	21	-19.0%
	Percent of List	<b>99.7%</b>	100.0%	-0.3%	<b>99.4%</b>	99.2%	0.2%
	Percent of Original	<b>98.6%</b>	98.7%	0.0%	<b>98.0%</b>	97.9%	0.1%

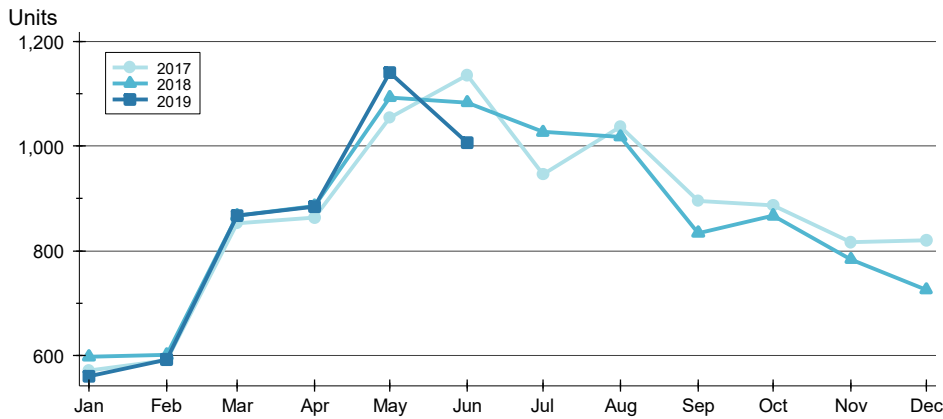
A total of 1,006 homes sold in South Central Kansas in June, down from 1,083 units in June 2018. Total sales volume rose to \$191.7 million compared to \$190.3 million in the previous year.

The median sales price in June was \$164,950, up 8.5% compared to the prior year. Median days on market was 12 days, up from 11 days in May, but down from 14 in June 2018.

# CLOSED LISTINGS ANALYSIS

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 7/8/2019**

**BY MONTH >>**



Month	2017	2018	2019
January	571	598	561
February	591	601	592
March	853	867	867
April	864	886	884
May	1,055	1,093	1,141
June	1,136	1,083	1,006
July	946	1,027	
August	1,038	1,018	
September	896	834	
October	887	867	
November	817	784	
December	821	726	

**BY PRICE RANGE >>**

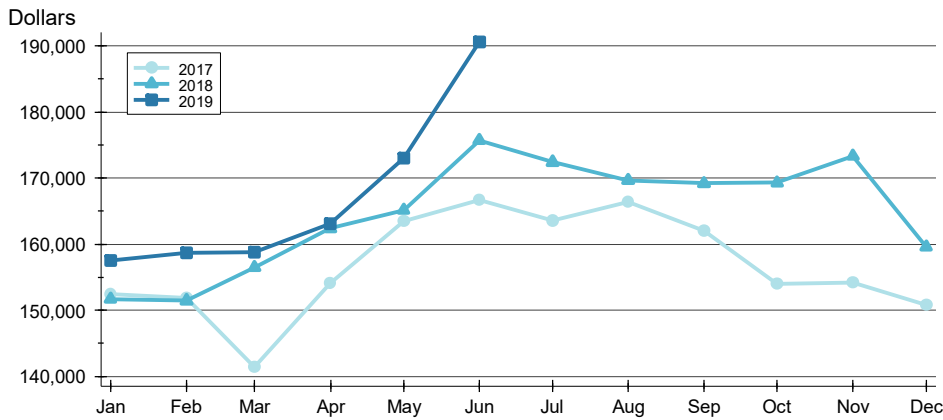
Price Range	Sales			Sale Price		Days on Market		Price as % of List		Price as % of Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median	Average	Median
Below \$25,000	29	2.9%	466	16,060	19,000	57	52	83.1%	90.5%	78.0%	80.1%
\$25,000-\$49,999	70	7.0%	2,684	38,337	39,000	52	28	91.3%	92.1%	87.3%	89.5%
\$50,000-\$99,999	163	16.2%	12,203	74,864	76,400	36	16	97.4%	99.3%	95.4%	97.0%
\$100,000-\$124,999	69	6.9%	7,726	111,971	111,500	23	7	98.9%	100.0%	97.8%	99.6%
\$125,000-\$149,999	108	10.7%	14,866	137,647	138,000	22	8	99.1%	100.0%	97.8%	98.8%
\$150,000-\$174,999	119	11.8%	19,252	161,785	163,500	21	6	99.0%	100.0%	97.9%	100.0%
\$175,000-\$199,999	99	9.8%	18,490	186,770	185,000	27	4	99.4%	100.0%	98.6%	100.0%
\$200,000-\$249,999	134	13.3%	29,969	223,651	223,225	29	10	99.3%	100.0%	98.6%	99.2%
\$250,000-\$299,999	72	7.2%	19,817	275,237	275,000	44	23	99.2%	99.1%	97.4%	98.3%
\$300,000-\$399,999	76	7.6%	26,056	342,839	335,918	72	15	98.5%	99.7%	97.8%	99.2%
\$400,000-\$499,999	32	3.2%	14,605	456,422	461,500	65	30	97.9%	98.4%	97.1%	98.1%
\$500,000-\$749,999	22	2.2%	13,084	594,730	567,023	69	23	97.0%	97.1%	94.5%	96.4%
\$750,000-\$999,999	8	0.8%	6,668	833,526	836,875	65	22	94.3%	94.7%	92.5%	94.7%
\$1,000,000 and up	5	0.5%	5,854	1,170,700	1,111,000	80	59	91.4%	91.3%	91.8%	91.3%
All price ranges	1,006	100.0%	191,740	190,596	164,950	37	12	97.9%	99.7%	96.4%	98.6%



**CLOSED LISTINGS ANALYSIS**

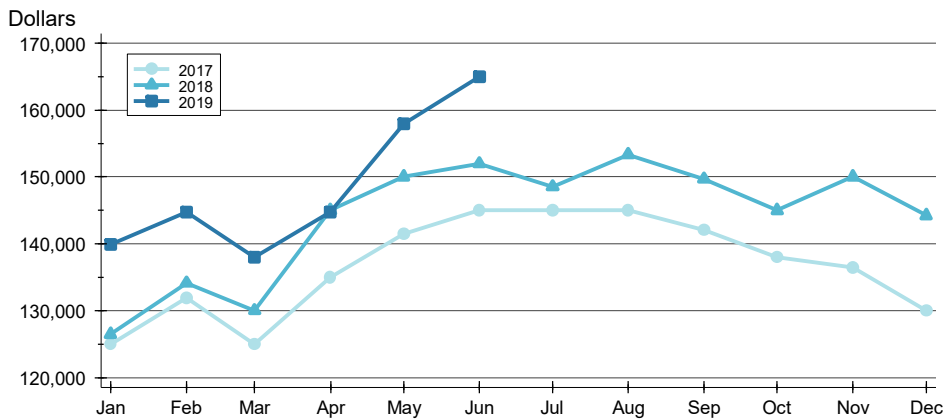
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 7/8/2019**

**AVERAGE PRICE** »



Month	2017	2018	2019
January	152,481	151,661	157,563
February	151,891	151,459	158,731
March	141,375	156,465	158,801
April	154,073	162,387	163,094
May	163,487	165,156	173,003
June	166,721	175,695	190,596
July	163,608	172,443	-
August	166,367	169,620	-
September	161,984	169,187	-
October	154,015	169,281	-
November	154,162	173,356	-
December	150,792	159,588	-

**MEDIAN PRICE** »

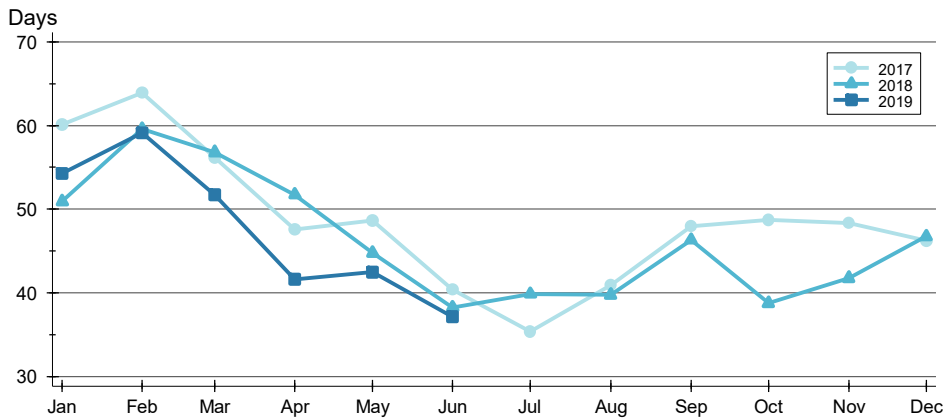


Month	2017	2018	2019
January	125,000	126,500	139,900
February	131,900	134,150	144,750
March	125,000	130,000	138,000
April	135,000	145,000	144,750
May	141,500	150,000	157,950
June	145,000	152,000	164,950
July	145,000	148,500	-
August	145,000	153,350	-
September	142,000	149,700	-
October	138,000	145,000	-
November	136,400	150,000	-
December	130,000	144,250	-

# CLOSED LISTINGS ANALYSIS

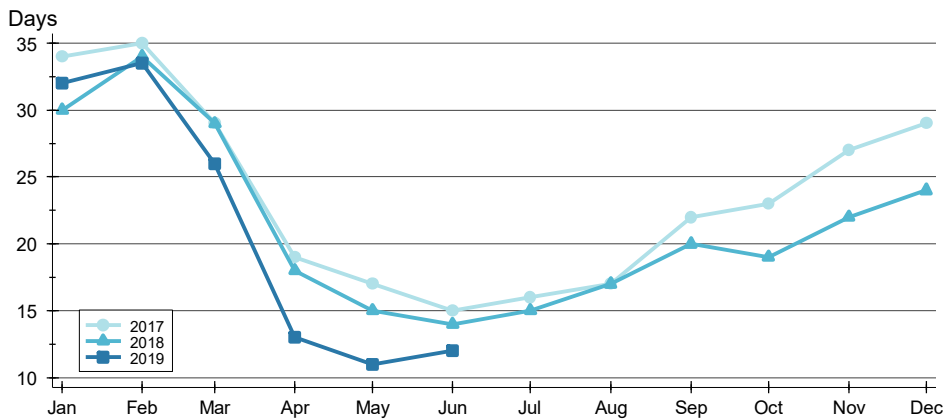
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 7/8/2019**

## AVERAGE DOM



Month	2017	2018	2019
January	60	51	54
February	64	60	59
March	56	57	52
April	48	52	42
May	49	45	42
June	40	38	37
July	35	40	40
August	41	40	40
September	48	46	46
October	49	39	42
November	48	42	42
December	46	47	47

## MEDIAN DOM

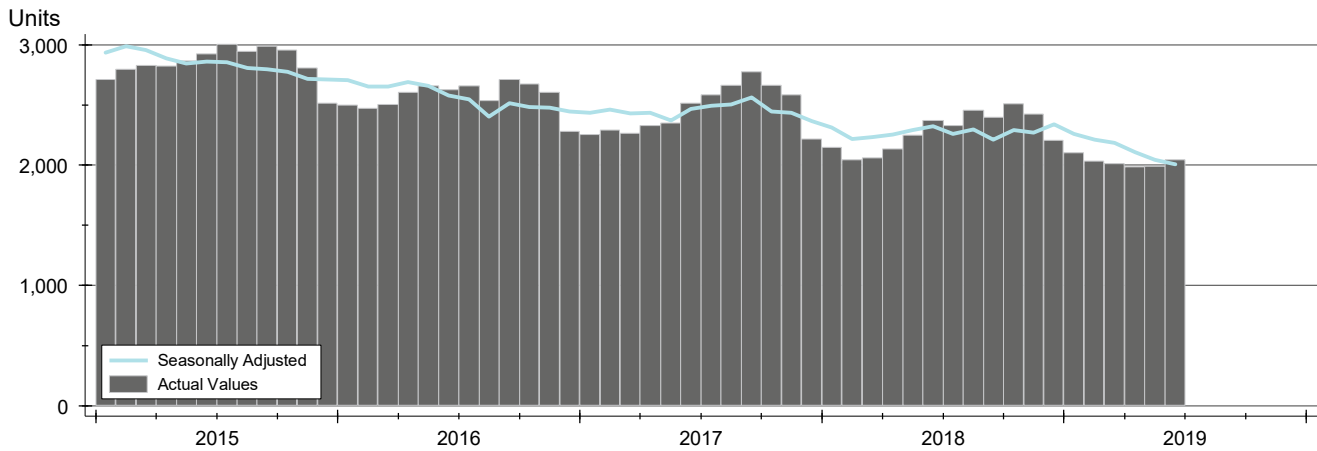


Month	2017	2018	2019
January	34	30	32
February	35	34	34
March	29	29	26
April	19	18	13
May	17	15	11
June	15	14	12
July	16	15	15
August	17	17	17
September	22	20	20
October	23	19	19
November	27	22	22
December	29	24	24

# ACTIVE LISTINGS ANALYSIS

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 7/8/2019**

**HISTORY** >>



**SUMMARY** >>

Summary Statistics for Active Listings		End of June		
		2019	2018	Change
Active Listings		<b>2,047</b>	2,369	-13.6%
Months' Supply		<b>2.4</b>	2.7	-11.7%
Volume (1,000s)		<b>537,485</b>	574,035	-6.4%
Average	List Price	<b>262,572</b>	242,311	8.4%
	Days on Market	<b>83</b>	87	-5.4%
	Percent of Original	<b>97.6%</b>	97.5%	0.2%
Median	List Price	<b>199,500</b>	190,000	5.0%
	Days on Market	<b>45</b>	48	-6.3%
	Percent of Original	<b>100.0%</b>	100.0%	0.0%

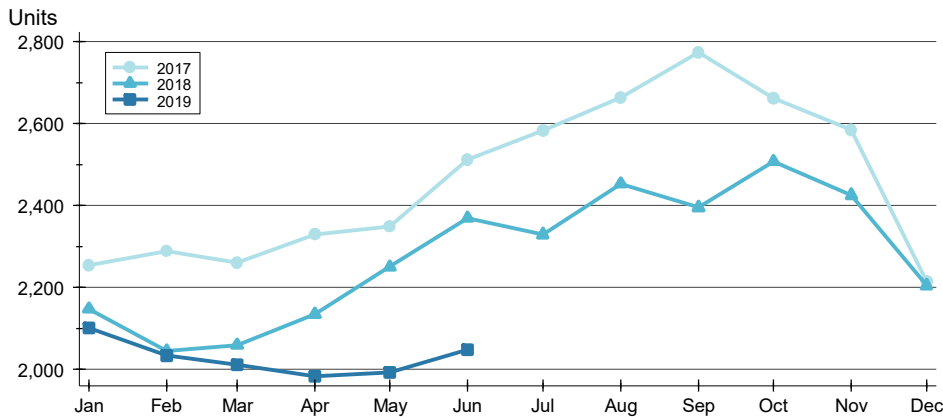
A total of 2,047 homes were available for sale in South Central Kansas at the end of June. This represents a 2.4 months' supply of active listings.

The median list price of homes on the market at the end of June was \$199,500, up 5.0% from 2018. The typical time on market for active listings was 45 days, down from 48 days a year earlier.

# ACTIVE LISTINGS ANALYSIS

## BY MONTH »

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 7/8/2019**



Month	2017	2018	2019
January	2,254	2,147	2,102
February	2,289	2,044	2,034
March	2,261	2,059	2,012
April	2,330	2,135	1,984
May	2,348	2,250	1,992
June	2,512	2,369	2,047
July	2,583	2,329	
August	2,663	2,453	
September	2,774	2,395	
October	2,661	2,508	
November	2,584	2,425	
December	2,214	2,205	

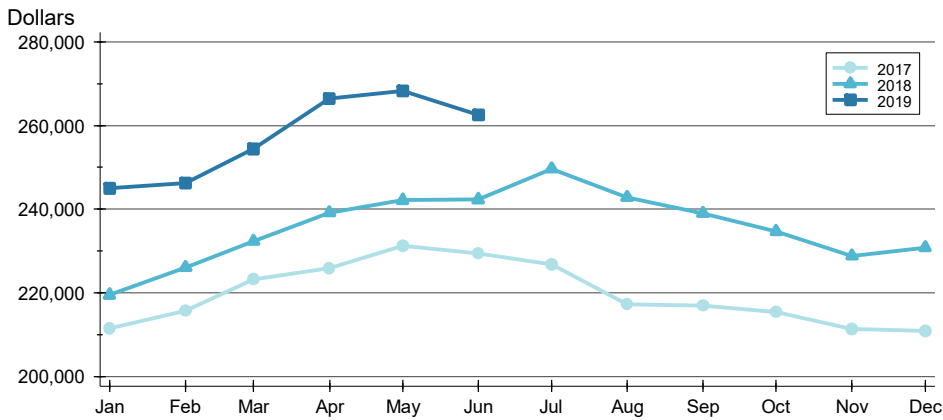
## BY PRICE RANGE »

Price Range	Active Listings			Months' Supply	List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume		Average	Median	Average	Median	Average	Median
Below \$25,000	47	2.3%	705	1.6	14,996	18,500	120	63	90.4%	100.0%
\$25,000-\$49,999	133	6.5%	5,154	1.9	38,748	39,900	126	74	95.6%	100.0%
\$50,000-\$99,999	350	17.1%	26,565	2.1	75,901	75,000	79	48	96.6%	100.0%
\$100,000-\$124,999	115	5.6%	13,031	1.7	113,315	115,000	66	32	98.3%	100.0%
\$125,000-\$149,999	111	5.4%	15,277	1.0	137,635	139,000	63	27	98.2%	100.0%
\$150,000-\$174,999	112	5.5%	18,352	0.9	163,858	164,900	59	24	98.3%	100.0%
\$175,000-\$199,999	145	7.1%	27,370	1.5	188,758	189,500	60	25	98.5%	100.0%
\$200,000-\$249,999	202	9.9%	46,059	1.5	228,014	229,700	63	38	98.2%	100.0%
\$250,000-\$299,999	214	10.5%	59,025	3.0	275,816	275,000	87	47	98.6%	100.0%
\$300,000-\$399,999	235	11.5%	82,325	3.1	350,319	349,900	77	42	98.9%	100.0%
\$400,000-\$499,999	145	7.1%	65,551	4.5	452,077	449,900	93	59	98.1%	100.0%
\$500,000-\$749,999	90	4.4%	56,431	4.1	627,012	625,000	110	75	97.9%	100.0%
\$750,000-\$999,999	55	2.7%	47,484	6.9	863,352	850,000	165	87	94.6%	98.9%
\$1,000,000 and up	35	1.7%	58,926	7.0	1,683,614	1,450,000	174	87	98.6%	100.0%
All price ranges	2,047	100.0%	537,485	2.0	262,572	199,500	83	45	97.6%	100.0%

# ACTIVE LISTINGS ANALYSIS

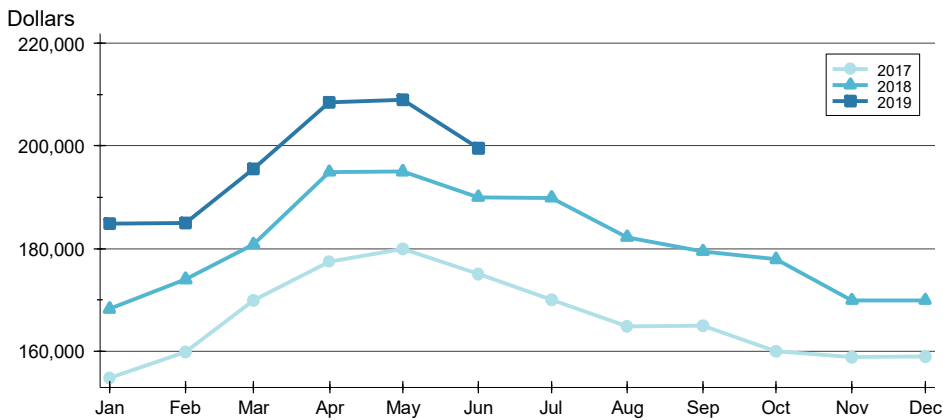
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 7/8/2019**

## AVERAGE PRICE >>



Month	2017	2018	2019
January	211,527	219,491	244,933
February	215,732	226,018	246,278
March	223,171	232,365	254,379
April	225,771	239,193	266,443
May	231,189	242,156	268,251
June	229,403	242,311	262,572
July	226,760	249,623	
August	217,266	242,880	
September	216,820	238,982	
October	215,409	234,663	
November	211,349	228,794	
December	210,949	230,828	

## MEDIAN PRICE >>

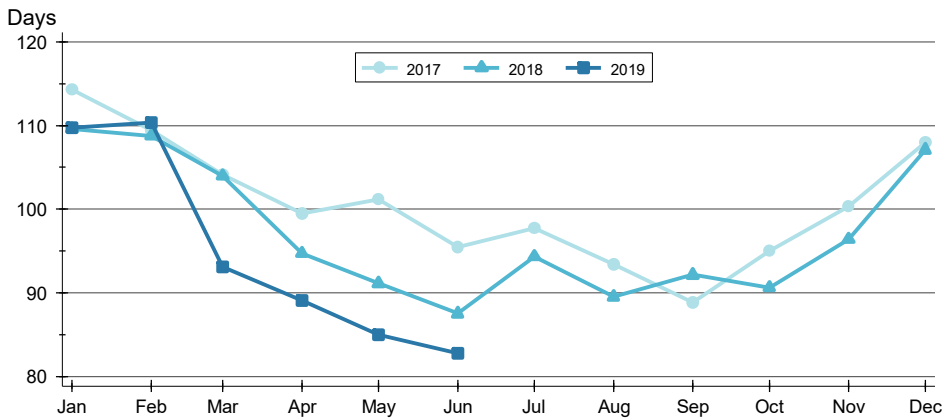


Month	2017	2018	2019
January	154,900	168,248	184,900
February	159,900	174,000	185,000
March	169,900	180,867	195,500
April	177,500	194,900	208,443
May	179,900	195,000	209,000
June	175,000	190,000	199,500
July	170,000	189,900	
August	164,900	182,250	
September	165,000	179,500	
October	160,000	177,900	
November	158,900	169,900	
December	159,000	169,900	

# ACTIVE LISTINGS ANALYSIS

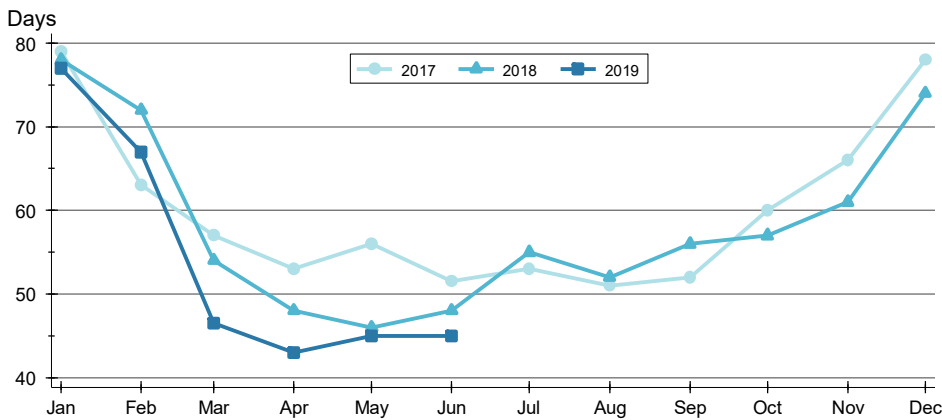
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 7/8/2019**

## AVERAGE DOM >>



Month	2017	2018	2019
January	114	110	110
February	109	109	110
March	104	104	93
April	99	95	89
May	101	91	85
June	95	87	83
July	98	94	94
August	93	90	90
September	89	92	92
October	95	91	91
November	100	96	96
December	108	107	107

## MEDIAN DOM >>

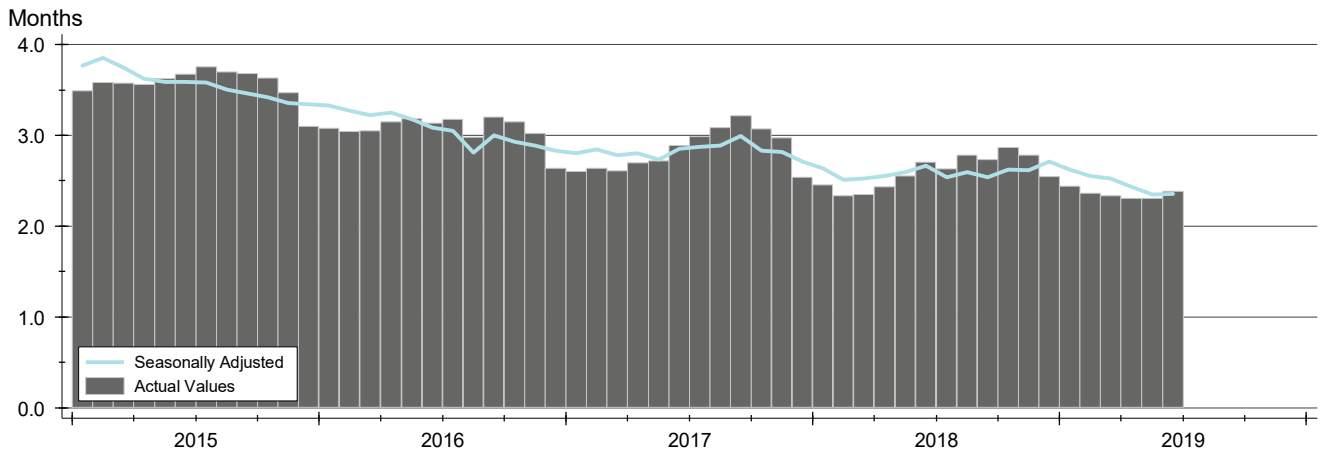


Month	2017	2018	2019
January	79	78	77
February	63	72	67
March	57	54	47
April	53	48	43
May	56	46	45
June	52	48	45
July	53	55	55
August	51	52	52
September	52	56	56
October	60	57	57
November	66	61	61
December	78	74	74

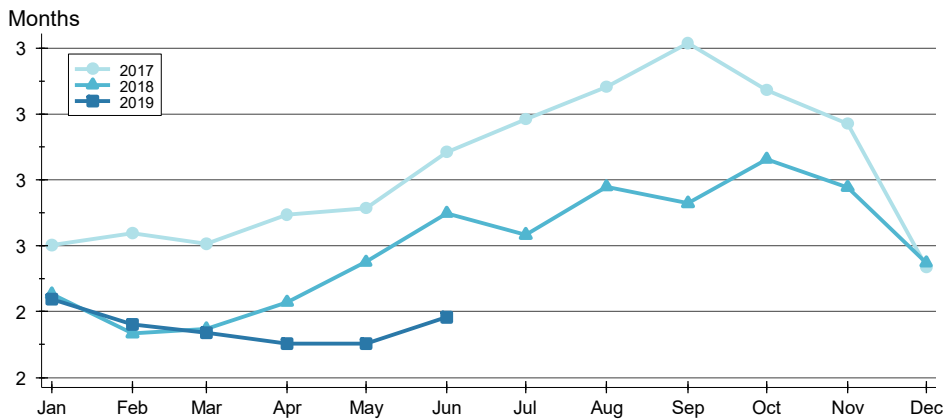
# MONTHS' SUPPLY ANALYSIS

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 7/8/2019**

**HISTORY** >>



**BY MONTH** >>

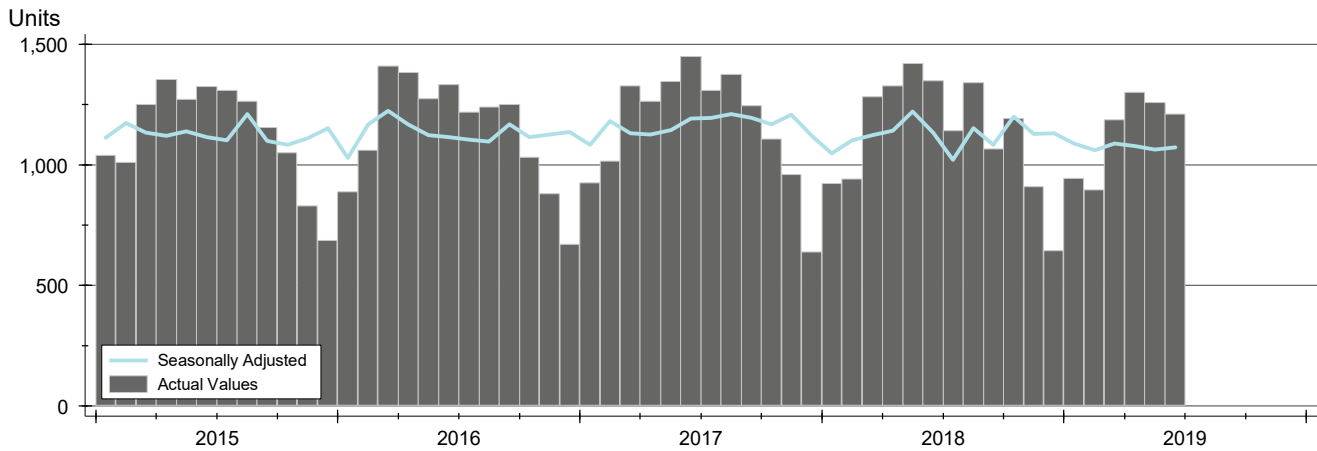


Month	2017	2018	2019
January	2.6	2.5	2.4
February	2.6	2.3	2.4
March	2.6	2.3	2.3
April	2.7	2.4	2.3
May	2.7	2.6	2.3
June	2.9	2.7	2.4
July	3.0	2.6	
August	3.1	2.8	
September	3.2	2.7	
October	3.1	2.9	
November	3.0	2.8	
December	2.5	2.5	

# NEW LISTINGS ANALYSIS

**HISTORY** >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 7/8/2019**



**SUMMARY** >>

Summary Statistics for New Listings		2019	June 2018	Change
Current Month	New Listings	<b>1,211</b>	1,349	-10.2%
	Volume (1,000s)	<b>229,315</b>	256,837	-10.7%
	Average List Price	<b>189,360</b>	190,391	-0.5%
	Median List Price	<b>165,000</b>	159,900	3.2%
YTD	New Listings	<b>6,796</b>	7,240	-6.1%
	Volume (1,000s)	<b>1,332,781</b>	1,340,205	-0.6%
	Average List Price	<b>196,113</b>	185,111	5.9%
	Median List Price	<b>162,500</b>	155,000	4.8%

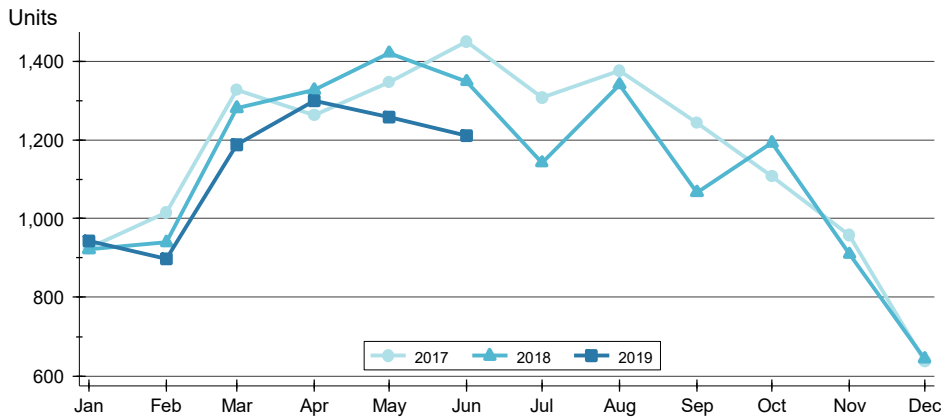
A total of 1,211 new listings were added in South Central Kansas during June, down 10.2% from the same month in 2018. Year-to-date South Central Kansas has seen 6,796 new listings.

The median list price of these homes was \$165,000 up from \$159,900 in 2018.

# NEW LISTINGS ANALYSIS

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 7/8/2019**

**BY MONTH** »



Month	2017	2018	2019
January	926	922	943
February	1,016	940	897
March	1,327	1,281	1,187
April	1,264	1,327	1,300
May	1,347	1,421	1,258
June	1,450	1,349	1,211
July	1,308	1,142	
August	1,376	1,341	
September	1,244	1,067	
October	1,107	1,192	
November	959	910	
December	637	644	

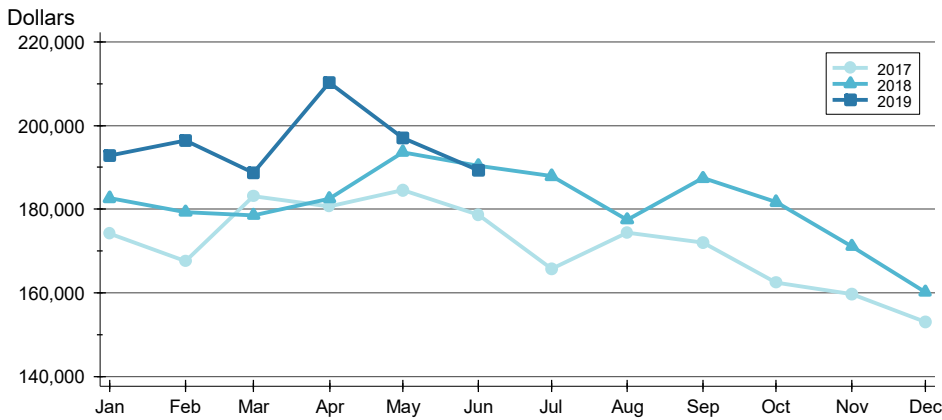
**BY PRICE RANGE** »

Price Range	New Listings			List Price	
	Number	Percent	Volume	Average	Median
Below \$25,000	26	2.1%	250	9,619	2,348
\$25,000-\$49,999	51	4.2%	1,997	39,157	40,000
\$50,000-\$99,999	215	17.8%	16,644	77,416	79,000
\$100,000-\$124,999	99	8.2%	11,098	112,102	114,000
\$125,000-\$149,999	116	9.6%	16,092	138,720	139,900
\$150,000-\$174,999	132	10.9%	21,538	163,163	164,900
\$175,000-\$199,999	139	11.5%	26,061	187,491	185,000
\$200,000-\$249,999	139	11.5%	31,704	228,084	229,900
\$250,000-\$299,999	108	8.9%	29,646	274,497	274,900
\$300,000-\$399,999	77	6.4%	26,735	347,212	346,364
\$400,000-\$499,999	36	3.0%	16,134	448,158	449,950
\$500,000-\$749,999	19	1.6%	11,256	592,426	580,000
\$750,000-\$999,999	7	0.6%	5,779	825,500	825,000
\$1,000,000 and up	3	0.2%	6,050	2,016,667	1,450,000
All price ranges	1,211	100.0%	229,315	189,360	165,000

**NEW LISTINGS ANALYSIS**

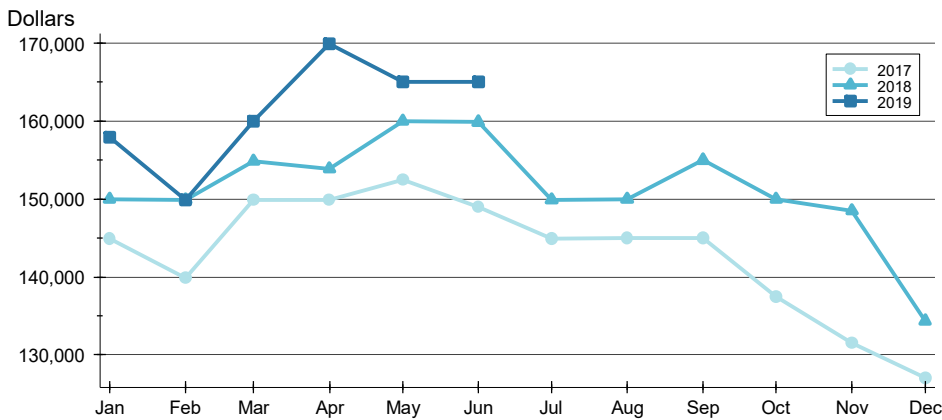
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 7/8/2019**

**AVERAGE PRICE** >>



Month	2017	2018	2019
January	174,160	182,639	192,906
February	167,501	179,338	196,384
March	183,112	178,574	188,665
April	180,689	182,552	210,317
May	184,549	193,679	196,971
June	178,593	190,391	189,360
July	165,716	187,868	187,868
August	174,383	177,432	177,432
September	171,998	187,374	187,374
October	162,387	181,679	181,679
November	159,644	171,136	171,136
December	153,082	160,172	160,172

**MEDIAN PRICE** >>

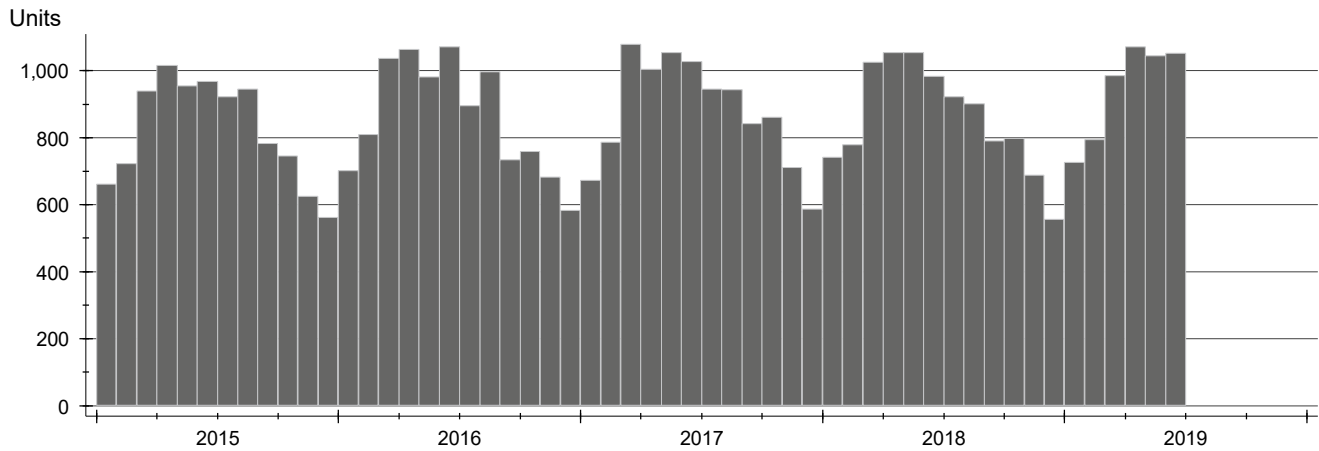


Month	2017	2018	2019
January	144,900	150,000	157,950
February	139,900	149,900	149,900
March	149,900	154,900	160,000
April	149,900	153,900	169,900
May	152,500	160,000	165,000
June	148,950	159,900	165,000
July	144,950	149,900	149,900
August	145,000	150,000	150,000
September	145,000	155,000	155,000
October	137,500	150,000	150,000
November	131,500	148,500	148,500
December	127,100	134,375	134,375

# CONTRACTS WRITTEN ANALYSIS

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 7/8/2019**

**HISTORY** >>



**SUMMARY** >>

Summary Statistics for Contracts Written		June			Year-to-Date		
		2019	2018	Change	2019	2018	Change
Closed Listings		<b>1,052</b>	983	7.0%	<b>5,674</b>	5,637	0.7%
Volume (1,000s)		<b>187,466</b>	176,374	6.3%	<b>1,004,937</b>	970,124	3.6%
Average	Sale Price	<b>178,199</b>	179,425	-0.7%	<b>177,113</b>	172,099	2.9%
	Days on Market	<b>34</b>	38	-10.5%	<b>43</b>	47	-8.0%
	Percent of Original	<b>97.7%</b>	96.2%	1.6%	<b>96.5%</b>	96.2%	0.3%
Median	Sale Price	<b>162,500</b>	159,900	1.6%	<b>157,900</b>	149,900	5.3%
	Days on Market	<b>11</b>	15	-26.7%	<b>15</b>	18	-16.7%
	Percent of Original	<b>100.0%</b>	98.0%	2.1%	<b>99.3%</b>	98.2%	1.1%

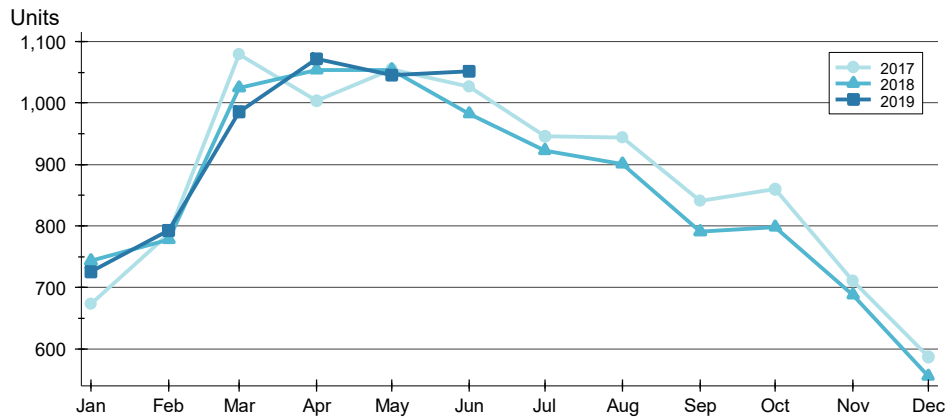
A total of 1,052 contracts for sale were written in South Central Kansas during the month of June, up from 983 in 2018. The median list price of these homes was \$162,500, up from \$159,900 the prior year.

Half of the homes that went under contract in June were on the market less than 11 days, compared to 15 days in June 2018.

# CONTRACTS WRITTEN ANALYSIS

## BY MONTH >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 7/8/2019**



Month	2017	2018	2019
January	673	743	726
February	787	778	793
March	1,079	1,025	986
April	1,004	1,054	1,072
May	1,055	1,054	1,045
June	1,027	983	1,052
July	946	923	
August	944	901	
September	841	791	
October	860	798	
November	711	688	
December	587	556	

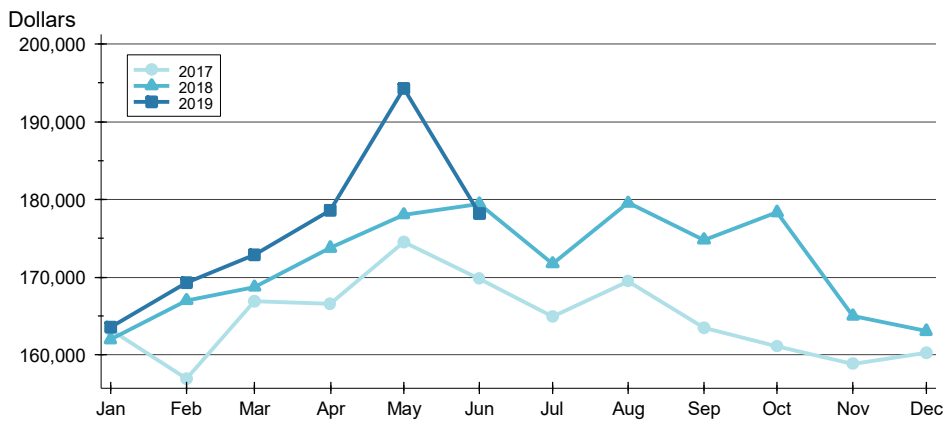
## BY PRICE RANGE >>

Price Range	Contracts Written			List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median
Below \$25,000	19	1.8%	251	13,216	15,000	131	67	82.1%	92.0%
\$25,000-\$49,999	64	6.1%	2,495	38,980	39,900	38	19	93.7%	100.0%
\$50,000-\$99,999	190	18.1%	14,673	77,229	77,700	37	15	95.5%	100.0%
\$100,000-\$124,999	89	8.5%	10,028	112,674	114,900	19	6	98.3%	100.0%
\$125,000-\$149,999	102	9.7%	14,182	139,039	139,900	18	5	98.7%	100.0%
\$150,000-\$174,999	119	11.3%	19,379	162,853	164,900	19	5	99.1%	100.0%
\$175,000-\$199,999	124	11.8%	23,339	188,214	189,500	25	6	99.0%	100.0%
\$200,000-\$249,999	123	11.7%	27,756	225,659	225,000	24	10	98.9%	100.0%
\$250,000-\$299,999	93	8.8%	25,559	274,825	274,900	46	12	100.8%	100.0%
\$300,000-\$399,999	64	6.1%	21,700	339,064	337,000	55	23	98.3%	100.0%
\$400,000-\$499,999	27	2.6%	12,056	446,520	445,000	70	44	98.3%	100.0%
\$500,000-\$749,999	15	1.4%	9,021	601,376	580,000	54	56	98.7%	100.0%
\$750,000-\$999,999	2	0.2%	1,675	837,450	837,450	30	30	98.6%	98.6%
\$1,000,000 and up	1	0.1%	1,788	1,788,000	1,788,000	334	334	91.7%	91.7%
All price ranges	1,052	100.0%	187,466	178,199	162,500	34	11	97.7%	100.0%

# CONTRACTS WRITTEN ANALYSIS

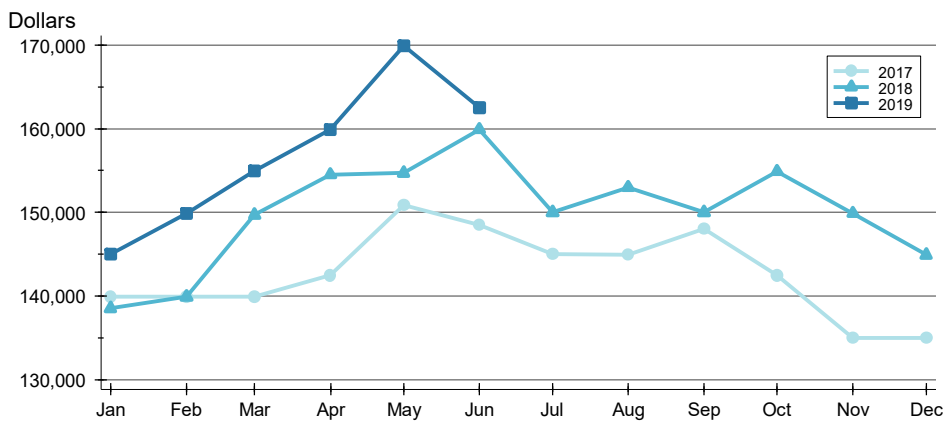
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 7/8/2019**

## AVERAGE PRICE >>



Month	2017	2018	2019
January	163,213	161,962	163,533
February	156,975	167,014	169,327
March	166,903	168,727	172,901
April	166,599	173,771	178,570
May	174,525	178,025	194,294
June	169,773	179,425	178,199
July	164,863	171,723	171,723
August	169,454	179,551	179,551
September	163,452	174,779	174,779
October	161,050	178,323	178,323
November	158,872	165,024	165,024
December	160,270	163,067	163,067

## MEDIAN PRICE >>

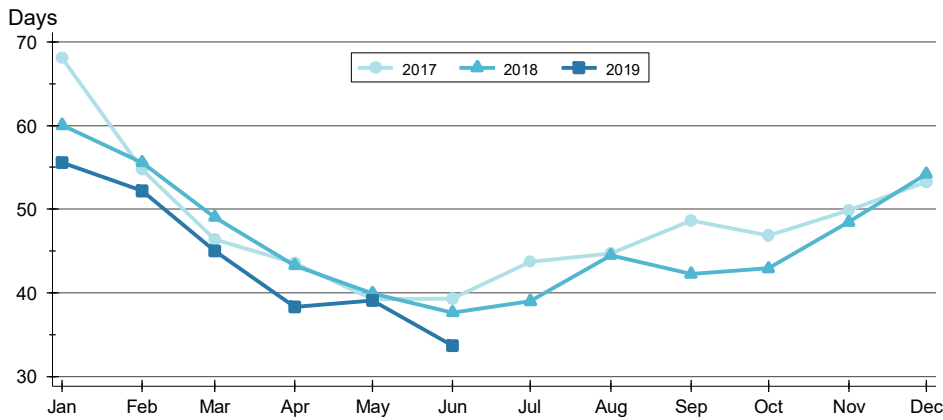


Month	2017	2018	2019
January	139,900	138,500	145,000
February	139,900	139,900	149,900
March	139,900	149,700	154,950
April	142,500	154,500	159,900
May	150,863	154,700	169,900
June	148,450	159,900	162,500
July	145,000	150,000	150,000
August	144,900	152,950	152,950
September	148,000	150,000	150,000
October	142,500	154,900	154,900
November	135,000	149,900	149,900
December	135,000	144,900	144,900

# CONTRACTS WRITTEN ANALYSIS

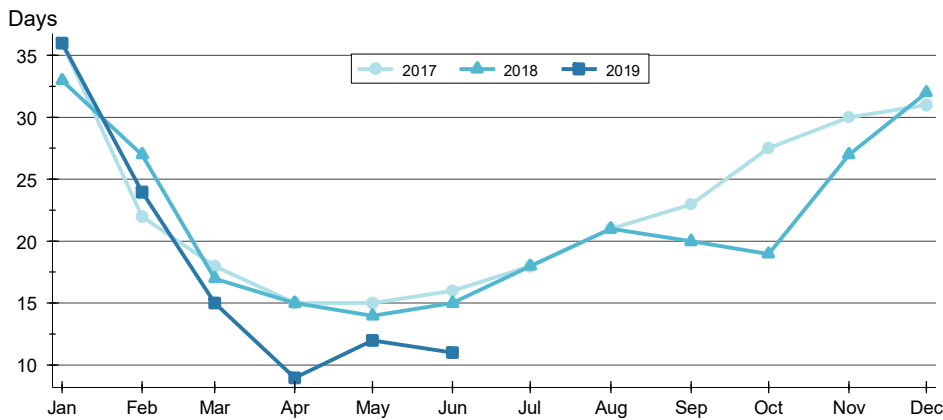
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 7/8/2019**

## AVERAGE DOM >>



Month	2017	2018	2019
January	68	60	56
February	55	56	52
March	46	49	45
April	44	43	38
May	39	40	39
June	39	38	34
July	44	39	39
August	45	45	45
September	49	42	42
October	47	43	43
November	50	48	48
December	53	54	54

## MEDIAN DOM >>

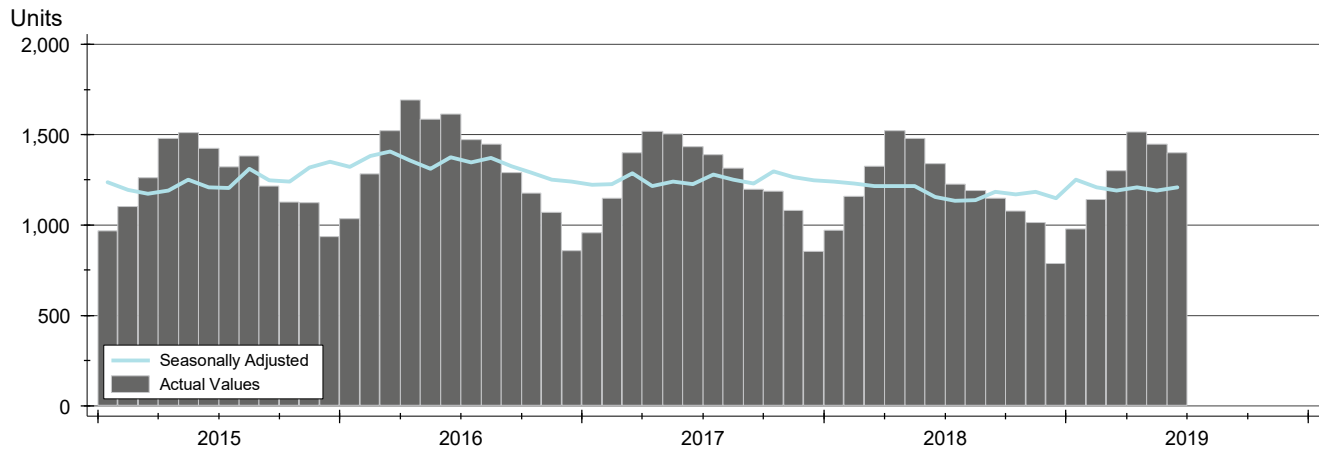


Month	2017	2018	2019
January	36	33	36
February	22	27	24
March	18	17	15
April	15	15	9
May	15	14	12
June	16	15	11
July	18	18	18
August	21	21	21
September	23	20	20
October	28	19	19
November	30	27	27
December	31	32	32

# PENDING CONTRACTS ANALYSIS

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 7/8/2019**

**HISTORY >>**



**SUMMARY >>**

Summary Statistics for Active Listings		End of June		
		2019	2018	Change
Active Listings		<b>1,399</b>	1,340	4.4%
Volume (1,000s)		<b>278,644</b>	252,888	10.2%
Average	List Price	<b>199,174</b>	188,722	5.5%
	Days on Market	<b>34</b>	42	-18.5%
	Percent of Original	<b>98.5%</b>	98.4%	0.1%
Median	List Price	<b>175,000</b>	159,900	9.4%
	Days on Market	<b>10</b>	14	-28.6%
	Percent of Original	<b>100.0%</b>	100.0%	0.0%

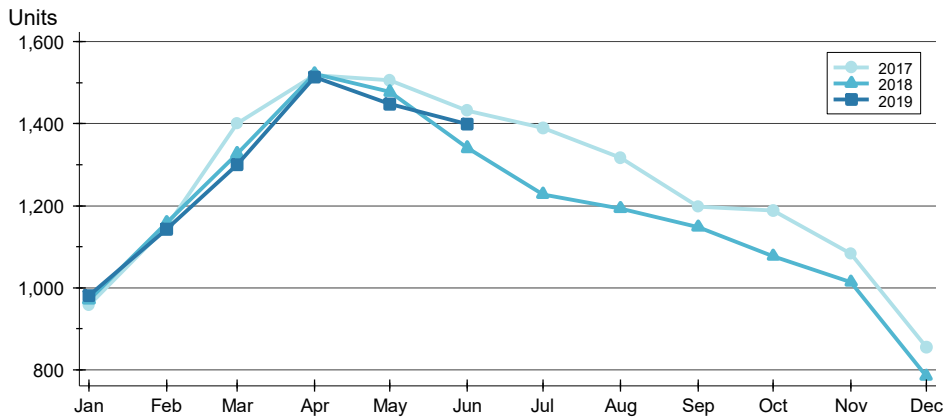
A total of 1,399 listings in South Central Kansas had contracts pending at the end of June, up from 1,340 contracts pending at the end of June 2018.

Pending contracts reflect listings with a contract in place at the end of the month. In contrast, contracts written measures the number of listings put under contract during the month.

# PENDING CONTRACTS ANALYSIS

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 7/8/2019**

**BY MONTH** »



Month	2017	2018	2019
January	957	970	980
February	1,149	1,159	1,143
March	1,400	1,326	1,300
April	1,518	1,521	1,514
May	1,505	1,477	1,447
June	1,432	1,340	1,399
July	1,390	1,228	
August	1,317	1,193	
September	1,197	1,148	
October	1,188	1,077	
November	1,083	1,014	
December	855	785	

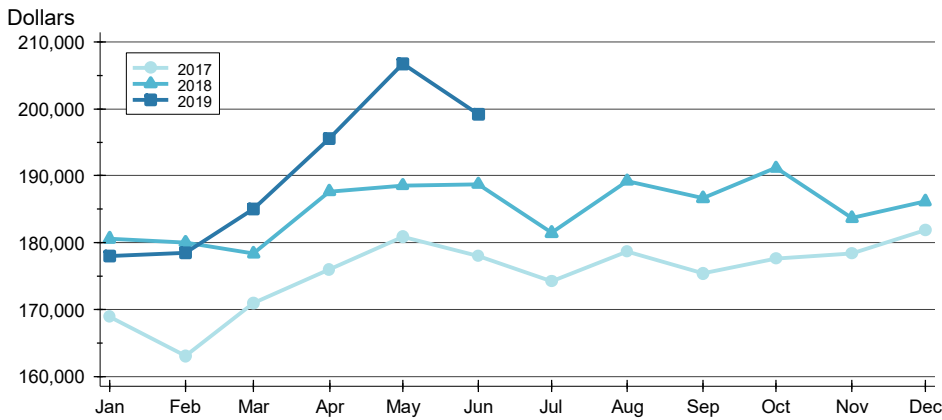
**BY PRICE RANGE** »

Price Range	Contracts Written			List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median
Below \$25,000	17	1.2%	261	15,368	19,900	124	58	92.2%	100.0%
\$25,000-\$49,999	58	4.1%	2,293	39,535	40,950	45	19	95.6%	100.0%
\$50,000-\$99,999	233	16.7%	18,179	78,021	79,900	41	16	96.6%	100.0%
\$100,000-\$124,999	109	7.8%	12,326	113,081	114,900	20	6	99.1%	100.0%
\$125,000-\$149,999	136	9.7%	18,842	138,542	139,000	16	6	99.2%	100.0%
\$150,000-\$174,999	135	9.6%	22,000	162,966	164,900	24	6	98.9%	100.0%
\$175,000-\$199,999	164	11.7%	30,859	188,164	189,650	23	7	99.3%	100.0%
\$200,000-\$249,999	182	13.0%	41,208	226,420	226,750	23	9	99.4%	100.0%
\$250,000-\$299,999	129	9.2%	35,479	275,035	274,950	44	10	99.1%	100.0%
\$300,000-\$399,999	121	8.6%	41,905	346,319	346,245	48	13	99.6%	100.0%
\$400,000-\$499,999	57	4.1%	25,226	442,558	439,000	44	12	98.6%	100.0%
\$500,000-\$749,999	26	1.9%	15,344	590,151	582,500	92	34	99.7%	100.0%
\$750,000-\$999,999	7	0.5%	5,730	818,559	812,500	68	14	98.6%	100.0%
\$1,000,000 and up	3	0.2%	4,610	1,536,572	1,750,000	126	43	97.2%	100.0%
All price ranges	1,399	100.0%	278,644	199,174	175,000	34	10	98.5%	100.0%

**PENDING CONTRACTS ANALYSIS**

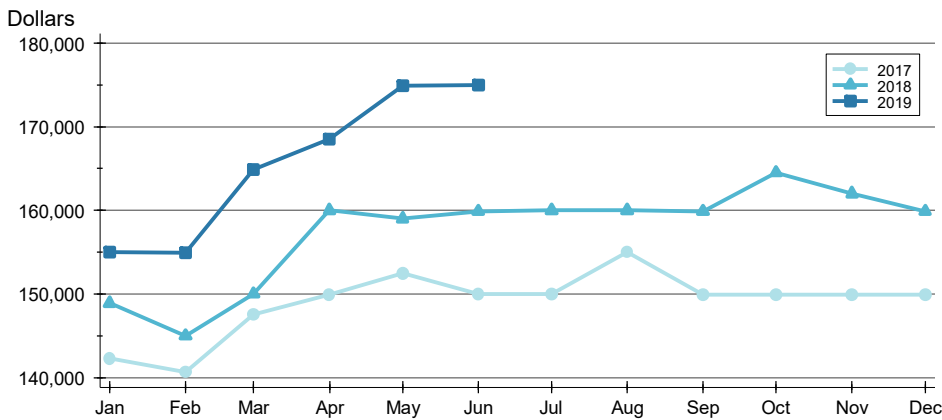
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 7/8/2019**

**AVERAGE PRICE** >>



Month	2017	2018	2019
January	168,915	180,564	177,966
February	163,082	180,022	178,468
March	170,903	178,347	185,022
April	175,952	187,633	195,583
May	180,836	188,503	206,721
June	177,943	188,722	199,174
July	174,214	181,440	
August	178,618	189,213	
September	175,363	186,663	
October	177,592	191,150	
November	178,336	183,647	
December	181,887	186,152	

**MEDIAN PRICE** >>

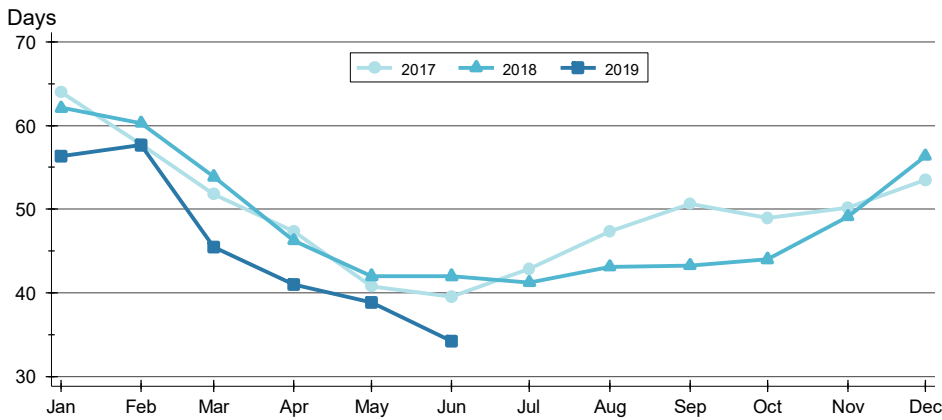


Month	2017	2018	2019
January	142,250	148,900	155,000
February	140,650	145,000	154,900
March	147,500	150,000	164,900
April	149,900	160,000	168,500
May	152,500	159,000	174,900
June	150,000	159,900	175,000
July	150,000	160,000	
August	155,000	160,000	
September	149,900	159,900	
October	149,900	164,500	
November	149,900	162,000	
December	149,950	159,900	

# PENDING CONTRACTS ANALYSIS

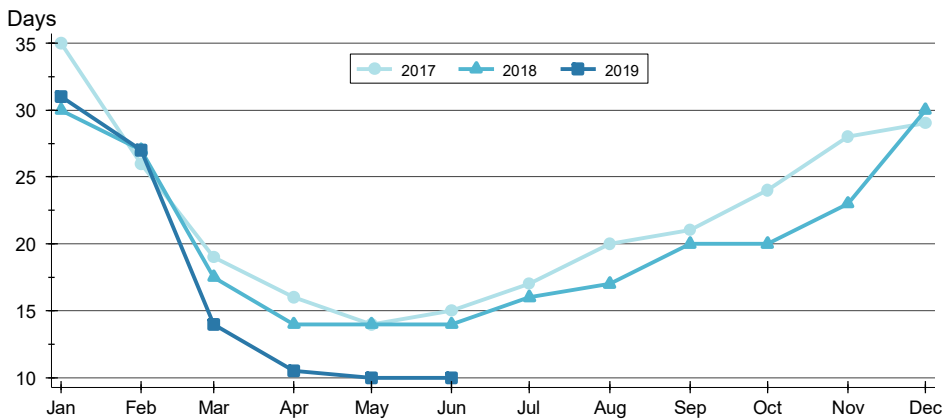
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 7/8/2019**

## AVERAGE DOM >>



Month	2017	2018	2019
January	64	62	56
February	58	60	58
March	52	54	45
April	47	46	41
May	41	42	39
June	40	42	34
July	43	41	41
August	47	43	43
September	51	43	43
October	49	44	49
November	50	49	50
December	53	56	56

## MEDIAN DOM >>



Month	2017	2018	2019
January	35	30	31
February	26	27	27
March	19	18	14
April	16	14	11
May	14	14	10
June	15	14	10
July	17	17	16
August	20	17	17
September	21	20	20
October	24	20	23
November	28	23	28
December	29	30	30



South Central Kansas MLS

## South Central Kansas MLS

170 W. Dewey, Wichita, KS 67202

[www.sckrealtors.com](http://www.sckrealtors.com)

August 13, 2019

### South Central Kansas MLS Releases Home Sales Figures for July 2019

Homes sales in South Central Kansas rose by 1.1% in July compared to the prior year. Sales in July 2019 totaled 1,038 units, up from 1,027 in 2018.

Among existing homes, 978 units sold in July, an increase of 0.7% from 971 units that sold in 2018. The average sale price of existing homes was \$179,924. This represents an increase of 10.5% from the July 2018 average price of \$162,865.

For new construction, 60 sales occurred in July, up from 56 units the prior year, an increase of 7.1%. The average sale price of new homes in July was \$318,438, down 5.9% from the same period last year.

A total of 1,016 contracts for sale were written in July 2019, up from 923 in July 2018. This is an increase of 10.1%. Contracts written during the month reflect, in part, sales that are set to close in the near future.

The inventory of active listings in South Central Kansas stood at 2,074 units at the end of July, which is down from 2,329 homes that were on the market at the end of July last year. At the current rate of sales, this figure represents 2.4 months' supply of homes on the market.

For questions and/or comments, please contact South Central Kansas MLS President Dwynt Thudium at [dwynt@crownthree.com](mailto:dwynt@crownthree.com).





## MARKET OVERVIEW >>

### South Central Kansas Home Sales Rose in July

Total home sales in South Central Kansas rose by 1.1% last month to 1,038 units, compared to 1,027 units in July 2018. Total sales volume was \$195.1 million, up 10.1% from a year earlier.

The median sale price in July was \$170,000, up from \$148,500 a year earlier. Homes that sold in July were typically on the market for 9 days and sold for 100.0% of their list prices.

### South Central Kansas Active Listings Down at End of July

The total number of active listings in South Central Kansas at the end of July was 2,074 units, down from 2,329 at the same point in 2018. This represents a 2.4 months' supply of homes available for sale. The median list price of homes on the market at the end of July was \$199,500.

During July, a total of 1,016 contracts were written up from 923 in July 2018. At the end of the month, there were 1,363 contracts pending, compared to 1,228 at the end of July 2018.

Entire MLS System		July		
Current Month		2019	2018	Change
Summary Statistics		2019	2018	Change
Home Sales		<b>1,038</b>	1,027	1.1%
Active Listings		<b>2,074</b>	2,329	-10.9%
Months' Supply		<b>2.4</b>	2.6	-8.7%
New Listings		<b>1,222</b>	1,144	6.8%
Contracts Written		<b>1,016</b>	923	10.1%
Pending Contracts		<b>1,363</b>	1,228	11.0%
Sales Volume (1,000s)		<b>195,072</b>	177,099	10.1%
Average	Sale Price	<b>187,930</b>	172,443	9.0%
	List Price of Actives	<b>256,102</b>	249,623	2.6%
	Days on Market	<b>31</b>	40	-22.2%
	Percent of List	<b>98.1%</b>	97.9%	0.2%
	Percent of Original	<b>96.6%</b>	96.3%	0.3%
Median	Sale Price	<b>170,000</b>	148,500	14.5%
	List Price of Actives	<b>199,500</b>	189,900	5.1%
	Days on Market	<b>9</b>	15	-40.0%
	Percent of List	<b>100.0%</b>	99.2%	0.8%
	Percent of Original	<b>98.7%</b>	98.2%	0.6%

## REPORT CONTENTS >>

### Your Association Working for You!

The South Central Kansas MLS statistical reports are one of the many benefits you receive from being a member of the REALTORS® of South Central Kansas. Through a partnership with the Kansas Association of REALTORS®, we will send you these reports each month to help you better serve your clients and promote your business.

- [Three-Year Comparisons](#) – Page 2
- [Year-to-Date Statistics](#) – Page 3
- [Closed Listings Analysis](#) – Page 4
- [Active Listings Analysis](#) – Page 8
- [Months' Supply Analysis](#) – Page 12
- [New Listings Analysis](#) – Page 13
- [Contracts Written Analysis](#) – Page 16
- [Pending Contracts Analysis](#) – Page 20



## THREE-YEAR COMPARISONS

### SUMMARY >>

**BREAKDOWNS BY HOME TYPE**  
**ENTIRE MLS SYSTEM**  
**AS OF 8/8/2019**

July MLS Statistics By Property Type		2019			2018			2017		
		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		<b>1,038</b>	<b>978</b>	<b>60</b>	1,027	971	56	946	901	45
Change from prior year		1.1%	0.7%	7.1%	8.6%	7.8%	24.4%	-6.2%	-5.6%	-18.2%
Active Listings		<b>2,074</b>	<b>1,809</b>	<b>265</b>	2,329	2,092	237	2,583	2,287	296
Change from prior year		-10.9%	-13.5%	11.8%	-9.8%	-8.5%	-19.9%	-2.9%	-5.3%	20.8%
Months' Supply		<b>2.4</b>	<b>2.3</b>	<b>4.4</b>	2.6	2.5	3.9	3.0	2.8	5.1
Change from prior year		-8.7%	-11.3%	13.1%	-11.8%	-10.4%	-23.1%	-6.1%	-8.2%	12.3%
New Listings		<b>1,222</b>	<b>1,151</b>	<b>71</b>	1,144	1,079	65	1,308	1,222	86
Change from prior year		6.8%	6.7%	9.2%	-12.5%	-11.7%	-24.4%	7.4%	4.4%	79.2%
Contracts Written		<b>1,016</b>	<b>969</b>	<b>47</b>	923	877	46	946	898	48
Change from prior year		10.1%	10.5%	2.2%	-2.4%	-2.3%	-4.2%	5.6%	6.0%	-2.0%
Pending Contracts		<b>1,363</b>	<b>1,197</b>	<b>166</b>	1,228	1,079	149	1,390	1,222	168
Change from prior year		11.0%	10.9%	11.4%	-11.7%	-11.7%	-11.3%	-5.6%	-7.5%	11.3%
Sales Volume (1,000s)		<b>195,072</b>	<b>175,966</b>	<b>19,106</b>	177,099	158,142	18,956	154,773	140,578	14,195
Change from prior year		10.1%	11.3%	0.8%	14.4%	12.5%	33.5%	-9.5%	-8.2%	-20.4%
Average	Sale Price	<b>187,931</b>	<b>179,924</b>	<b>318,438</b>	172,443	162,865	338,504	163,608	156,025	315,435
	Change from prior year	9.0%	10.5%	-5.9%	5.4%	4.4%	7.3%	-3.5%	-2.8%	-2.7%
	List Price of Actives	<b>256,102</b>	<b>245,677</b>	<b>326,047</b>	249,623	240,362	328,757	226,760	216,281	305,913
	Change from prior year	2.6%	2.2%	-0.8%	10.1%	11.1%	7.5%	3.0%	3.1%	-3.9%
	Days on Market	<b>31</b>	<b>30</b>	<b>49</b>	40	36	106	35	34	70
	Change from prior year	-22.3%	-17.2%	-53.5%	12.8%	7.3%	51.7%	-25.9%	-21.7%	-46.6%
Median	Percent of List	<b>98.1%</b>	<b>97.9%</b>	<b>102.5%</b>	97.9%	97.7%	101.7%	97.5%	97.2%	101.4%
	Change from prior year	0.2%	0.2%	0.7%	0.5%	0.4%	0.3%	-0.5%	-0.6%	0.5%
	Percent of Original	<b>96.6%</b>	<b>96.3%</b>	<b>102.8%</b>	96.3%	95.9%	102.8%	95.7%	95.4%	101.1%
	Change from prior year	0.3%	0.3%	0.0%	0.7%	0.6%	1.7%	-0.4%	-0.3%	0.0%
	Sale Price	<b>170,000</b>	<b>164,950</b>	<b>293,030</b>	148,500	143,750	289,139	145,000	142,000	291,531
	Change from prior year	14.5%	14.7%	1.3%	2.4%	1.2%	-0.8%	0.0%	2.2%	3.2%
Median	List Price of Actives	<b>199,500</b>	<b>174,900</b>	<b>291,275</b>	189,900	174,900	287,500	170,000	159,500	274,900
	Change from prior year	5.1%	0.0%	1.3%	11.7%	9.7%	4.6%	6.3%	12.3%	5.0%
	Days on Market	<b>9</b>	<b>9</b>	<b>0</b>	15	15	29	16	15	21
	Change from prior year	-40.0%	-40.0%	-100.0%	-6.3%	0.0%	38.1%	-23.8%	-25.0%	-68.7%
	Percent of List	<b>100.0%</b>	<b>99.4%</b>	<b>100.0%</b>	99.2%	98.9%	100.0%	99.2%	98.9%	100.0%
	Change from prior year	0.8%	0.5%	0.0%	0.1%	0.0%	0.0%	-0.3%	-0.3%	0.0%
Median	Percent of Original	<b>98.7%</b>	<b>98.4%</b>	<b>100.9%</b>	98.2%	97.8%	100.6%	98.0%	97.8%	100.0%
	Change from prior year	0.6%	0.6%	0.2%	0.2%	0.0%	0.6%	-0.1%	0.1%	-0.3%



## YEAR-TO-DATE STATISTICS

### SUMMARY >>

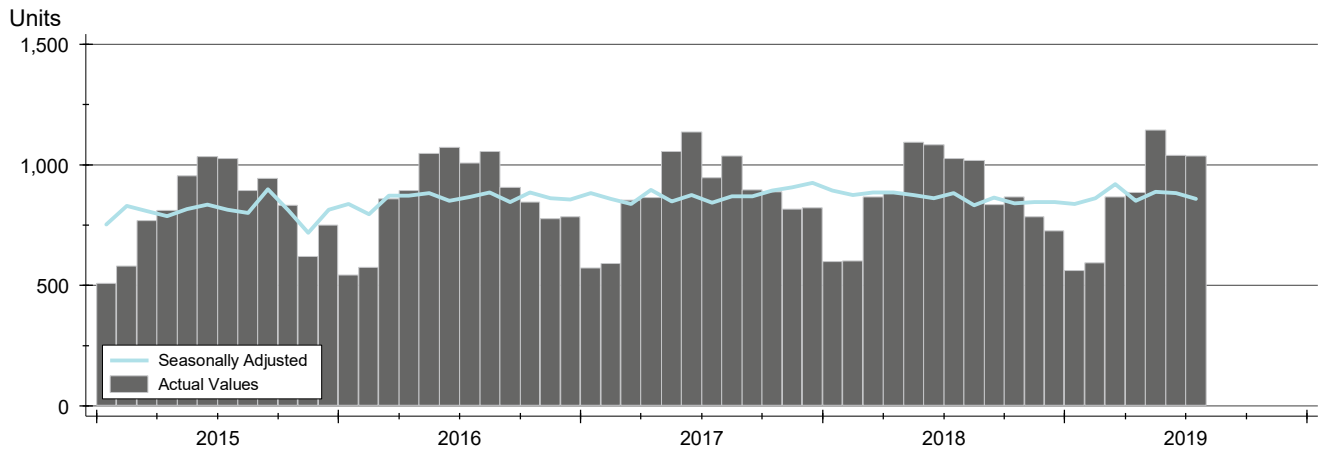
**YTD BREAKDOWNS BY HOME TYPE  
ENTIRE MLS SYSTEM  
AS OF 8/8/2019**

Year-to-Date Activity		2019			2018			2017			
By Property Type		Total	Existing	New	Total	Existing	New	Total	Existing	New	
Home Sales		<b>6,126</b>	<b>5,730</b>	<b>396</b>	6,155	5,733	422	6,016	5,639	377	
	Change from prior year	-0.5%	-0.1%	-6.2%	2.3%	1.7%	11.9%	0.3%	0.8%	-6.9%	
New Listings		<b>8,079</b>	<b>7,588</b>	<b>491</b>	8,385	7,855	530	8,638	8,029	609	
	Change from prior year	-3.6%	-3.4%	-7.4%	-2.9%	-2.2%	-13.0%	0.8%	0.0%	12.8%	
Contracts Written		<b>6,673</b>	<b>6,288</b>	<b>385</b>	6,561	6,102	459	6,571	6,106	465	
	Change from prior year	1.7%	3.0%	-16.1%	-0.2%	-0.1%	-1.3%	0.2%	0.4%	-2.7%	
Sales Volume (1,000s)		<b>1,056,199</b>	<b>930,278</b>	<b>125,921</b>	1,009,141	878,844	130,298	947,194	834,076	113,118	
	Change from prior year	4.7%	5.9%	-3.4%	6.5%	5.4%	15.2%	0.5%	1.3%	-5.1%	
Average	Sale Price	<b>172,441</b>	<b>162,381</b>	<b>317,983</b>	163,955	153,296	308,762	157,446	147,912	300,048	
		Change from prior year	5.2%	5.9%	3.0%	4.1%	3.6%	2.9%	0.2%	0.5%	1.9%
	Days on Market	<b>43</b>	<b>42</b>	<b>69</b>	48	43	106	48	46	84	
		Change from prior year	-8.7%	-3.6%	-35.2%	-1.9%	-6.2%	26.1%	-13.5%	-10.3%	-30.4%
	Percent of List	<b>97.8%</b>	<b>97.5%</b>	<b>102.3%</b>	97.8%	97.5%	101.8%	97.4%	97.1%	101.7%	
	Change from prior year	0.0%	0.0%	0.5%	0.4%	0.4%	0.1%	0.0%	0.0%	0.6%	
	Percent of Original	<b>96.1%</b>	<b>95.5%</b>	<b>103.1%</b>	95.9%	95.4%	102.4%	95.3%	94.8%	102.2%	
	Change from prior year	0.1%	0.1%	0.7%	0.7%	0.7%	0.2%	0.0%	0.0%	0.8%	
Median	Sale Price	<b>153,900</b>	<b>146,000</b>	<b>283,348</b>	143,452	135,900	277,423	137,500	131,500	262,026	
		Change from prior year	7.3%	7.4%	2.1%	4.3%	3.3%	5.9%	1.9%	1.7%	2.8%
	Days on Market	<b>15</b>	<b>16</b>	<b>4</b>	19	19	36	21	21	22	
		Change from prior year	-21.1%	-15.8%	-88.9%	-9.5%	-9.5%	63.6%	-16.0%	-16.0%	-60.0%
	Percent of List	<b>99.4%</b>	<b>99.1%</b>	<b>100.0%</b>	99.2%	98.8%	100.0%	99.1%	98.8%	100.0%	
	Change from prior year	0.2%	0.2%	0.0%	0.1%	0.0%	0.0%	0.3%	0.3%	0.0%	
	Percent of Original	<b>98.2%</b>	<b>97.8%</b>	<b>101.0%</b>	97.9%	97.6%	101.1%	97.7%	97.3%	100.0%	
	Change from prior year	0.3%	0.2%	-0.1%	0.2%	0.2%	1.1%	0.1%	0.1%	0.0%	

# CLOSED LISTINGS ANALYSIS

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 8/8/2019**

**HISTORY** >>



**SUMMARY** >>

Summary Statistics for Closed Listings		July			Year-to-Date		
		2019	2018	Change	2019	2018	Change
Closed Listings		<b>1,038</b>	1,027	1.1%	<b>6,126</b>	6,155	-0.5%
Volume (1,000s)		<b>195,072</b>	177,099	10.1%	<b>1,056,199</b>	1,009,141	4.7%
Average	Sale Price	<b>187,930</b>	172,443	9.0%	<b>172,441</b>	163,955	5.2%
	Days on Market	<b>31</b>	40	-22.3%	<b>43</b>	48	-8.7%
	Percent of List	<b>98.1%</b>	97.9%	0.2%	<b>97.8%</b>	97.8%	0.0%
	Percent of Original	<b>96.6%</b>	96.3%	0.3%	<b>96.1%</b>	95.9%	0.1%
Median	Sale Price	<b>170,000</b>	148,500	14.5%	<b>153,900</b>	143,452	7.3%
	Days on Market	<b>9</b>	15	-40.0%	<b>15</b>	19	-21.1%
	Percent of List	<b>100.0%</b>	99.2%	0.8%	<b>99.4%</b>	99.2%	0.2%
	Percent of Original	<b>98.7%</b>	98.2%	0.6%	<b>98.2%</b>	97.9%	0.3%

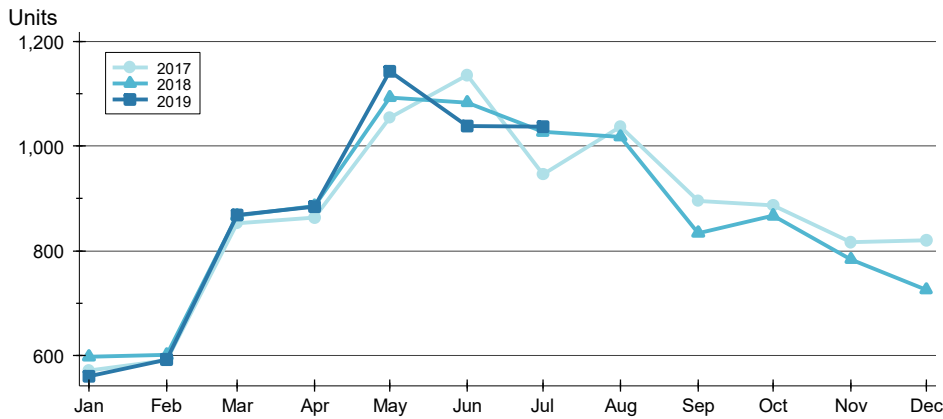
A total of 1,038 homes sold in South Central Kansas in July, up from 1,027 units in July 2018. Total sales volume rose to \$195.1 million compared to \$177.1 million in the previous year.

The median sales price in July was \$170,000, up 14.5% compared to the prior year. Median days on market was 9 days, down from 12 days in June, and down from 15 in July 2018.

# CLOSED LISTINGS ANALYSIS

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 8/8/2019**

## BY MONTH >>



Month	2017	2018	2019
January	571	598	561
February	591	601	592
March	853	867	868
April	864	886	885
May	1,055	1,093	1,143
June	1,136	1,083	1,039
July	946	1,027	1,038
August	1,038	1,018	896
September	896	834	887
October	887	867	817
November	817	784	821
December	821	726	

## BY PRICE RANGE >>

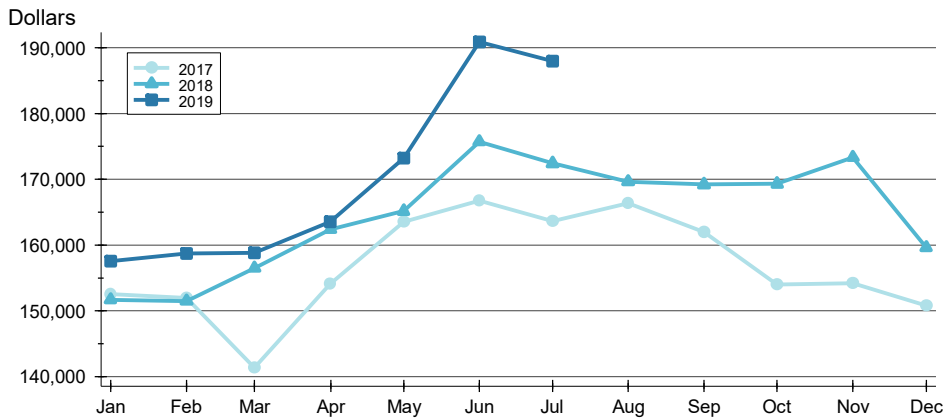
Price Range	Sales			Sale Price		Days on Market		Price as % of List		Price as % of Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median	Average	Median
Below \$25,000	23	2.2%	323	14,056	15,500	133	58	86.1%	85.0%	74.6%	75.4%
\$25,000-\$49,999	50	4.8%	1,933	38,650	40,000	30	14	90.8%	90.0%	88.7%	89.6%
\$50,000-\$99,999	169	16.3%	13,112	77,583	79,200	32	17	97.6%	99.4%	95.2%	97.3%
\$100,000-\$124,999	84	8.1%	9,471	112,751	114,400	22	7	98.7%	100.0%	97.4%	98.5%
\$125,000-\$149,999	97	9.3%	13,271	136,810	137,000	19	6	99.8%	100.0%	98.7%	100.0%
\$150,000-\$174,999	116	11.2%	18,799	162,058	162,810	17	4	99.3%	100.0%	98.5%	100.0%
\$175,000-\$199,999	115	11.1%	21,383	185,937	186,000	16	5	99.2%	100.0%	98.6%	100.0%
\$200,000-\$249,999	156	15.0%	35,012	224,433	225,000	24	10	98.8%	100.0%	97.8%	99.3%
\$250,000-\$299,999	96	9.2%	26,217	273,096	272,000	36	12	99.0%	99.6%	98.0%	98.2%
\$300,000-\$399,999	76	7.3%	25,639	337,354	336,286	59	21	99.3%	98.8%	98.1%	98.4%
\$400,000-\$499,999	31	3.0%	13,554	437,222	431,664	46	30	99.3%	99.3%	97.8%	98.9%
\$500,000-\$749,999	20	1.9%	11,668	583,400	566,750	68	20	95.1%	97.4%	93.9%	96.0%
\$750,000-\$999,999	4	0.4%	3,167	791,700	772,000	9	10	97.2%	98.9%	97.2%	98.9%
\$1,000,000 and up	1	0.1%	1,525	1,525,000	1,525,000	43	43	87.1%	87.1%	87.1%	87.1%
All price ranges	1,038	100.0%	195,072	187,930	170,000	31	9	98.1%	100.0%	96.6%	98.7%



# CLOSED LISTINGS ANALYSIS

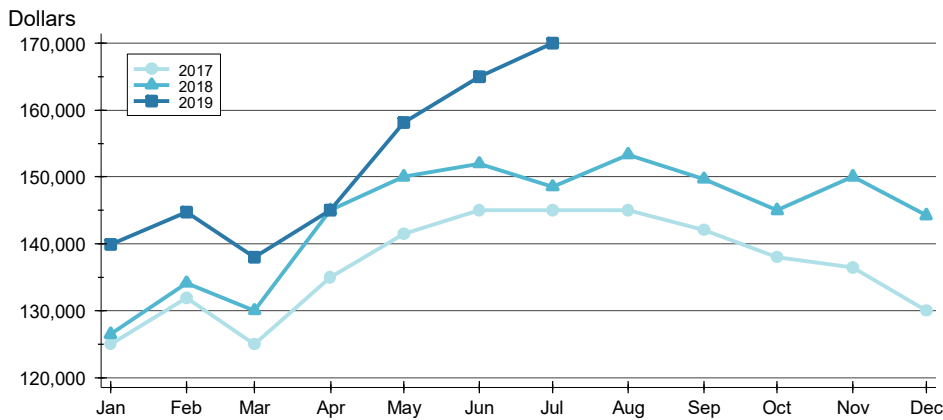
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 8/8/2019**

## AVERAGE PRICE >>



Month	2017	2018	2019
January	152,481	151,661	157,563
February	151,891	151,459	158,731
March	141,375	156,465	158,790
April	154,073	162,387	163,545
May	163,487	165,156	173,250
June	166,721	175,695	190,902
July	163,608	172,443	187,930
August	166,367	169,620	
September	161,984	169,187	
October	154,015	169,281	
November	154,162	173,356	
December	150,792	159,588	

## MEDIAN PRICE >>

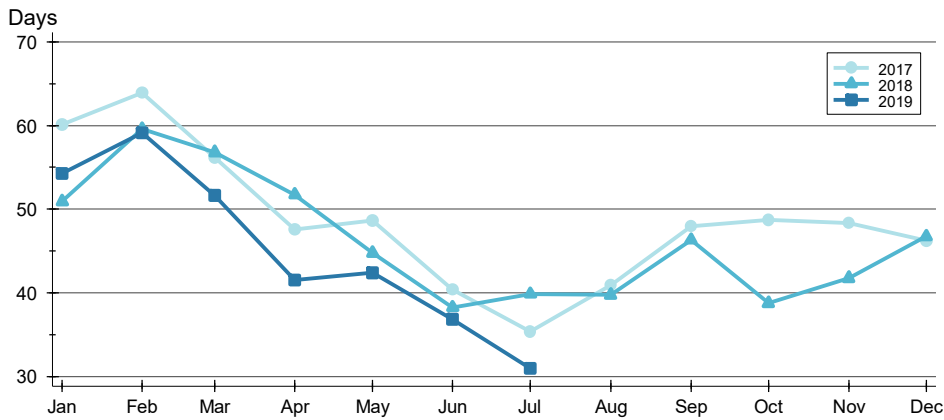


Month	2017	2018	2019
January	125,000	126,500	139,900
February	131,900	134,150	144,750
March	125,000	130,000	138,000
April	135,000	145,000	145,000
May	141,500	150,000	158,125
June	145,000	152,000	165,000
July	145,000	148,500	170,000
August	145,000	153,350	
September	142,000	149,700	
October	138,000	145,000	
November	136,400	150,000	
December	130,000	144,250	

# CLOSED LISTINGS ANALYSIS

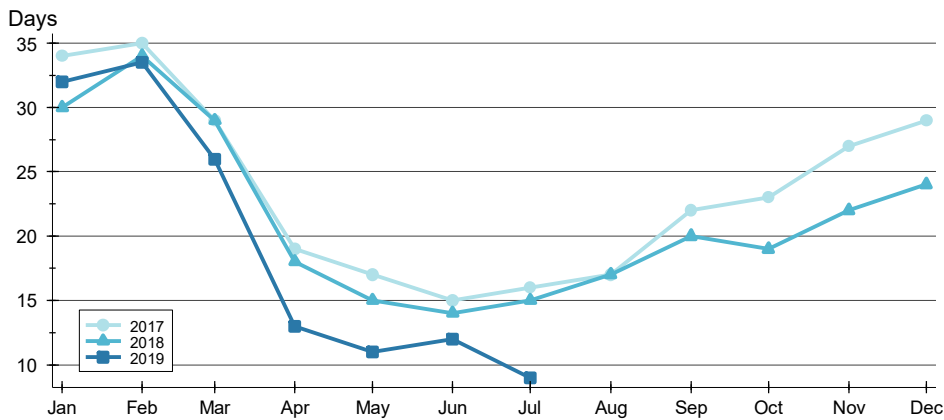
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 8/8/2019**

## AVERAGE DOM >>



Month	2017	2018	2019
January	60	51	54
February	64	60	59
March	56	57	52
April	48	52	42
May	49	45	42
June	40	38	37
July	35	40	31
August	41	40	40
September	48	46	46
October	49	39	42
November	48	42	42
December	46	47	47

## MEDIAN DOM >>

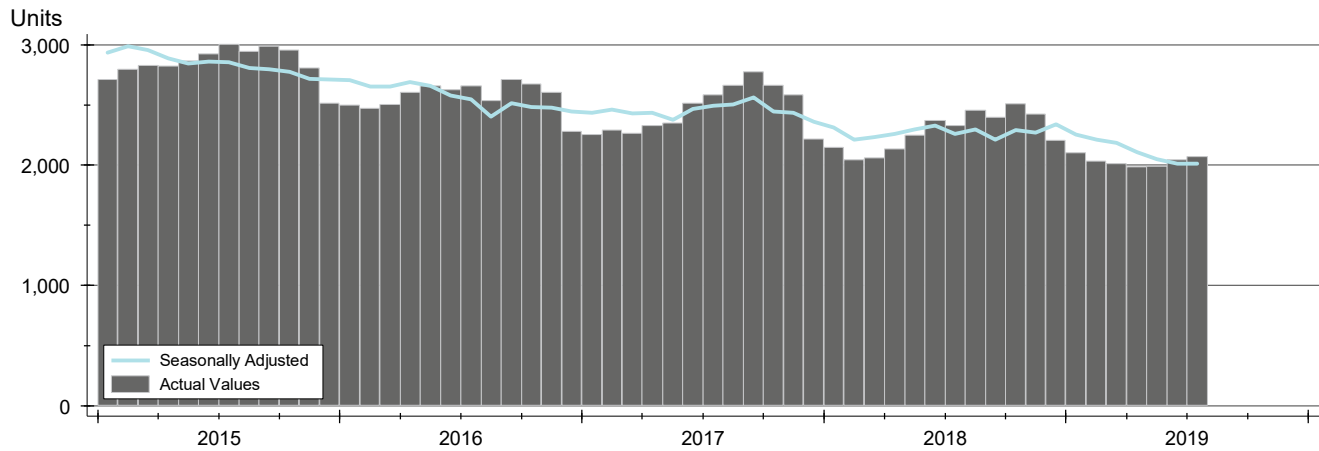


Month	2017	2018	2019
January	34	30	32
February	35	34	34
March	29	29	26
April	19	18	13
May	17	15	11
June	15	14	12
July	16	15	9
August	17	17	17
September	22	20	20
October	23	19	22
November	27	22	22
December	29	24	24

# ACTIVE LISTINGS ANALYSIS

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 8/8/2019**

**HISTORY** >>



**SUMMARY** >>

Summary Statistics for Active Listings		End of July		
		2019	2018	Change
Active Listings		<b>2,074</b>	2,329	-10.9%
Months' Supply		<b>2.4</b>	2.6	-8.7%
Volume (1,000s)		<b>531,155</b>	581,373	-8.6%
Average	List Price	<b>256,102</b>	249,623	2.6%
	Days on Market	<b>82</b>	94	-13.0%
	Percent of Original	<b>97.4%</b>	97.1%	0.3%
Median	List Price	<b>199,500</b>	189,900	5.1%
	Days on Market	<b>44</b>	55	-20.0%
	Percent of Original	<b>100.0%</b>	100.0%	0.0%

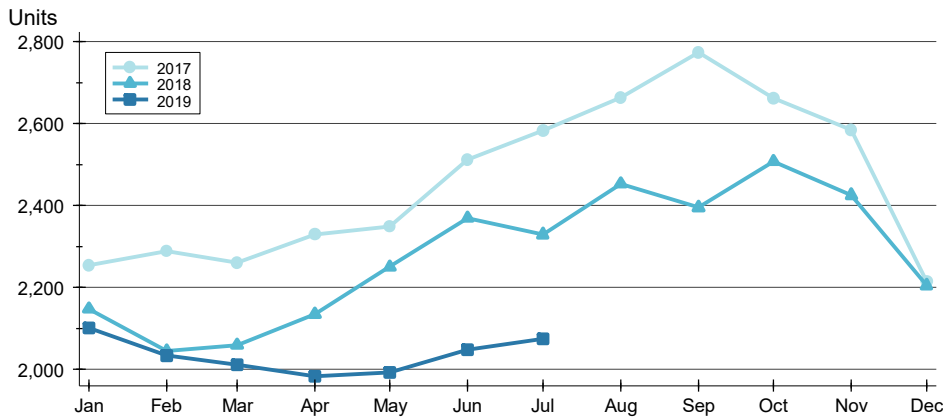
A total of 2,074 homes were available for sale in South Central Kansas at the end of July. This represents a 2.4 months' supply of active listings.

The median list price of homes on the market at the end of July was \$199,500, up 5.1% from 2018. The typical time on market for active listings was 44 days, down from 55 days a year earlier.

# ACTIVE LISTINGS ANALYSIS

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 8/8/2019**

## BY MONTH >>



Month	2017	2018	2019
January	2,254	2,147	2,102
February	2,289	2,044	2,034
March	2,261	2,059	2,012
April	2,330	2,135	1,984
May	2,348	2,250	1,992
June	2,512	2,369	2,047
July	2,583	2,329	2,074
August	2,663	2,453	
September	2,774	2,395	
October	2,661	2,508	
November	2,584	2,425	
December	2,214	2,205	

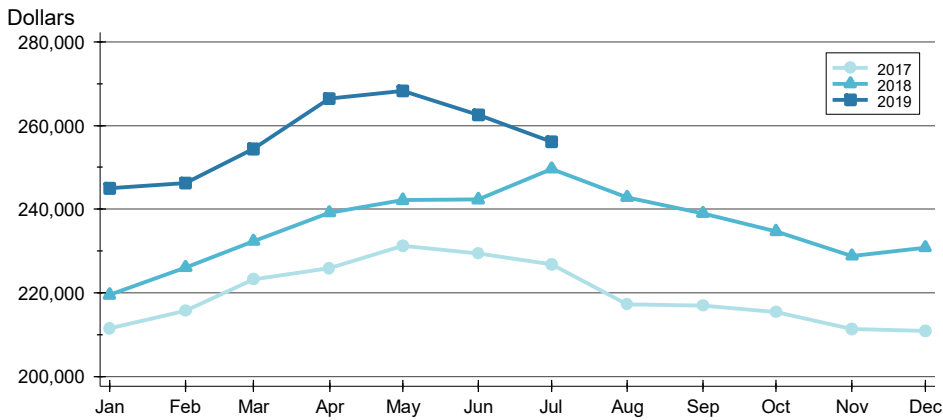
## BY PRICE RANGE >>

Price Range	Active Listings			Months' Supply	List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume		Average	Median	Average	Median	Average	Median
Below \$25,000	47	2.3%	700	2.0	14,886	18,000	91	46	94.0%	100.0%
\$25,000-\$49,999	136	6.6%	5,406	2.7	39,748	40,000	123	72	95.0%	100.0%
\$50,000-\$99,999	368	17.7%	27,897	2.2	75,807	75,050	81	50	96.1%	100.0%
\$100,000-\$124,999	123	5.9%	14,006	1.5	113,870	115,000	62	34	98.2%	100.0%
\$125,000-\$149,999	112	5.4%	15,225	1.2	135,941	135,000	56	31	98.0%	100.0%
\$150,000-\$174,999	119	5.7%	19,358	1.0	162,676	162,500	56	33	98.0%	100.0%
\$175,000-\$199,999	142	6.8%	26,798	1.2	188,720	189,250	71	41	98.3%	100.0%
\$200,000-\$249,999	213	10.3%	48,426	1.4	227,353	229,000	59	24	98.1%	100.0%
\$250,000-\$299,999	210	10.1%	57,566	2.2	274,123	274,450	81	35	98.3%	100.0%
\$300,000-\$399,999	262	12.6%	91,985	3.4	351,089	349,000	75	47	99.0%	100.0%
\$400,000-\$499,999	136	6.6%	61,387	4.4	451,376	449,900	95	68	97.6%	99.2%
\$500,000-\$749,999	89	4.3%	55,504	4.5	623,637	625,000	112	76	97.4%	100.0%
\$750,000-\$999,999	52	2.5%	44,207	13.0	850,137	832,500	188	117	93.6%	97.4%
\$1,000,000 and up	34	1.6%	54,749	34.0	1,610,279	1,450,000	173	112	98.0%	100.0%
All price ranges	2,074	100.0%	531,155	2.0	256,102	199,500	82	44	97.4%	100.0%

# ACTIVE LISTINGS ANALYSIS

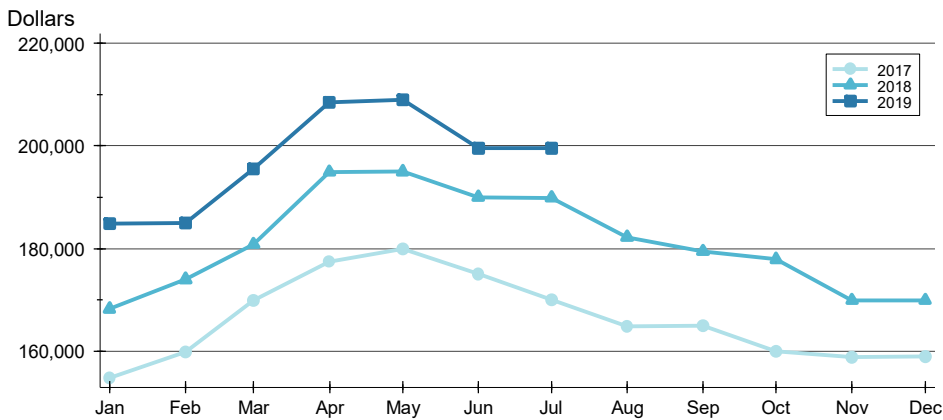
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 8/8/2019**

## AVERAGE PRICE >>



Month	2017	2018	2019
January	211,527	219,491	244,933
February	215,732	226,018	246,278
March	223,171	232,365	254,379
April	225,771	239,193	266,443
May	231,189	242,156	268,251
June	229,403	242,311	262,572
July	226,760	249,623	256,102
August	217,266	242,880	243,000
September	216,820	238,982	240,000
October	215,409	234,663	235,000
November	211,349	228,794	230,000
December	210,949	230,828	231,000

## MEDIAN PRICE >>

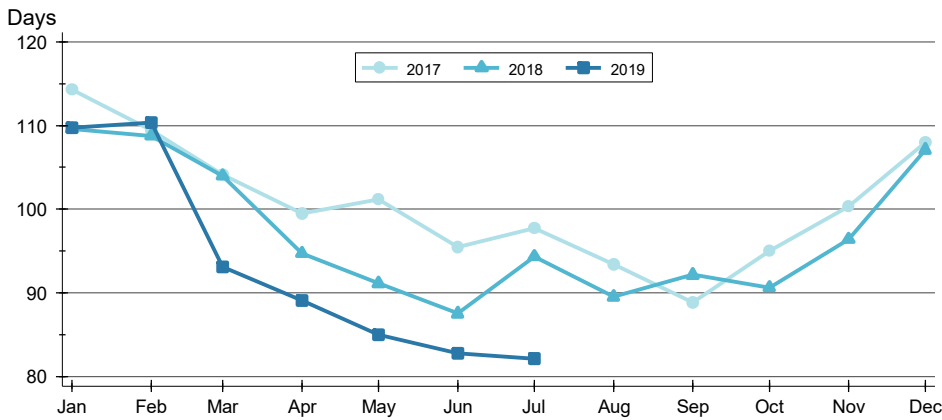


Month	2017	2018	2019
January	154,900	168,248	184,900
February	159,900	174,000	185,000
March	169,900	180,867	195,500
April	177,500	194,900	208,443
May	179,900	195,000	209,000
June	175,000	190,000	199,500
July	170,000	189,900	199,500
August	164,900	182,250	182,000
September	165,000	179,500	180,000
October	160,000	177,900	178,000
November	158,900	169,900	170,000
December	159,000	169,900	170,000

# ACTIVE LISTINGS ANALYSIS

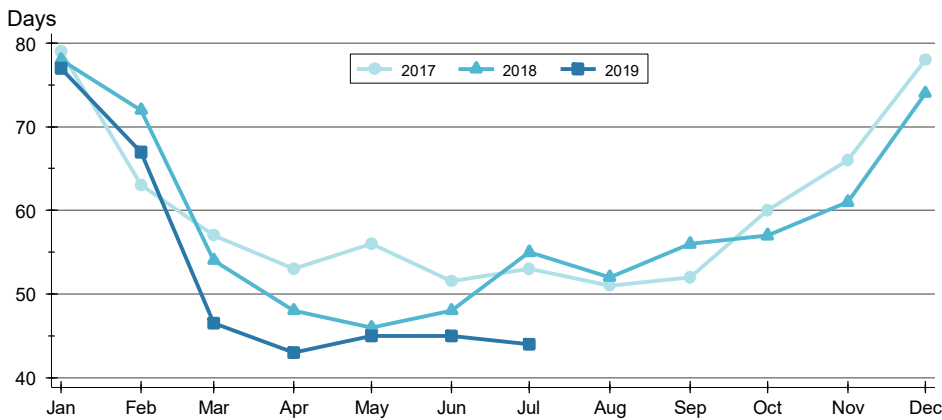
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 8/8/2019**

## AVERAGE DOM



Month	2017	2018	2019
January	114	110	110
February	109	109	110
March	104	104	93
April	99	95	89
May	101	91	85
June	95	87	83
July	98	94	82
August	93	90	
September	89	92	
October	95	91	
November	100	96	
December	108	107	

## MEDIAN DOM

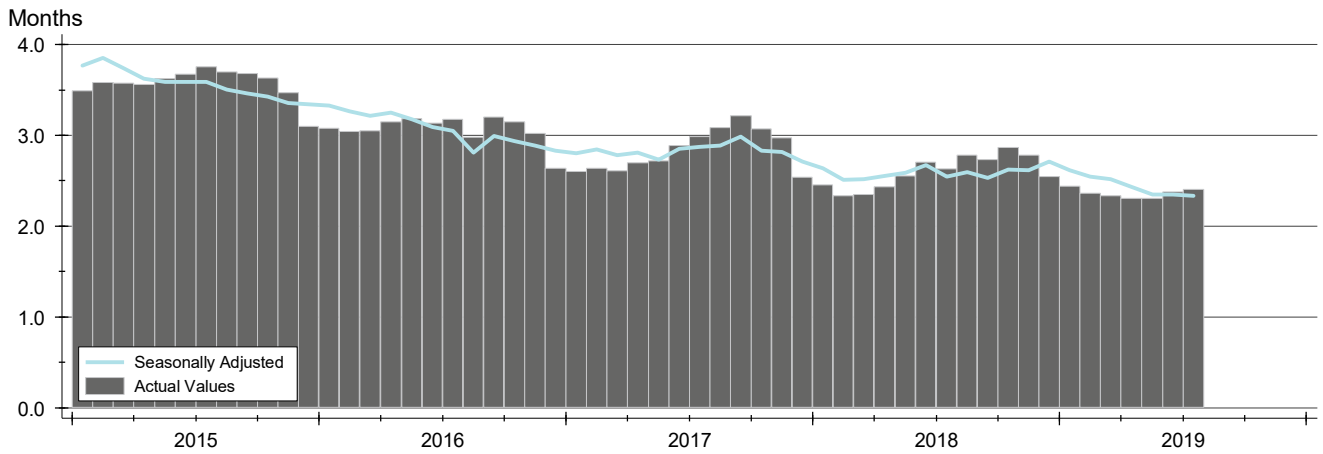


Month	2017	2018	2019
January	79	78	77
February	63	72	67
March	57	54	47
April	53	48	43
May	56	46	45
June	52	48	45
July	53	55	44
August	51	52	
September	52	56	
October	60	57	
November	66	61	
December	78	74	

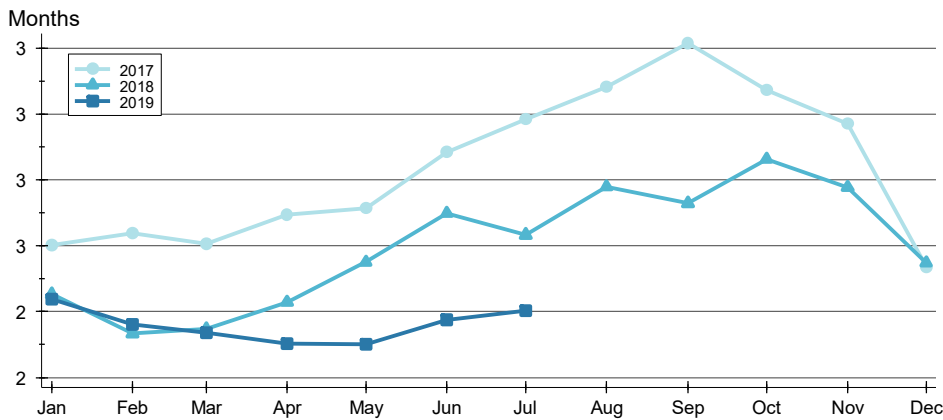
# MONTHS' SUPPLY ANALYSIS

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 8/8/2019**

**HISTORY >>**



**BY MONTH >>**

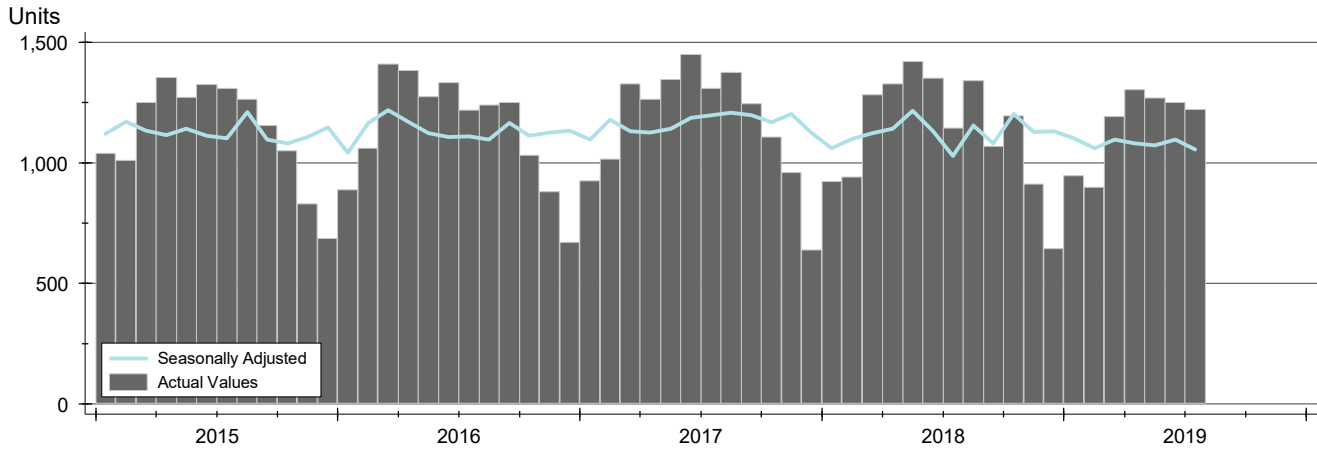


Month	2017	2018	2019
January	2.6	2.5	2.4
February	2.6	2.3	2.4
March	2.6	2.3	2.3
April	2.7	2.4	2.3
May	2.7	2.6	2.3
June	2.9	2.7	2.4
July	3.0	2.6	2.4
August	3.1	2.8	
September	3.2	2.7	
October	3.1	2.9	
November	3.0	2.8	
December	2.5	2.5	

# NEW LISTINGS ANALYSIS

**HISTORY** >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 8/8/2019**



**SUMMARY** >>

Summary Statistics for New Listings		July		
		2019	2018	Change
Current Month	New Listings	<b>1,222</b>	1,144	6.8%
	Volume (1,000s)	<b>225,722</b>	215,284	4.8%
	Average List Price	<b>184,715</b>	188,185	-1.8%
	Median List Price	<b>159,700</b>	149,950	6.5%
YTD	New Listings	<b>8,079</b>	8,385	-3.6%
	Volume (1,000s)	<b>1,565,466</b>	1,555,943	0.6%
	Average List Price	<b>193,770</b>	185,563	4.4%
	Median List Price	<b>160,000</b>	155,000	3.2%

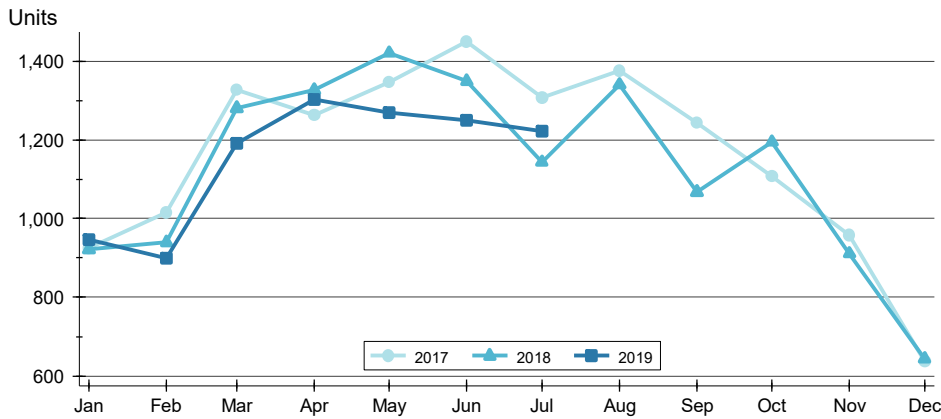
A total of 1,222 new listings were added in South Central Kansas during July, up 6.8% from the same month in 2018. Year-to-date South Central Kansas has seen 8,079 new listings.

The median list price of these homes was \$159,700 up from \$149,950 in 2018.

# NEW LISTINGS ANALYSIS

**BY MONTH** >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 8/8/2019**



Month	2017	2018	2019
January	926	922	946
February	1,016	940	899
March	1,327	1,281	1,191
April	1,264	1,327	1,302
May	1,347	1,421	1,269
June	1,450	1,350	1,250
July	1,308	1,144	1,222
August	1,376	1,341	
September	1,244	1,068	
October	1,107	1,195	
November	959	911	
December	637	644	

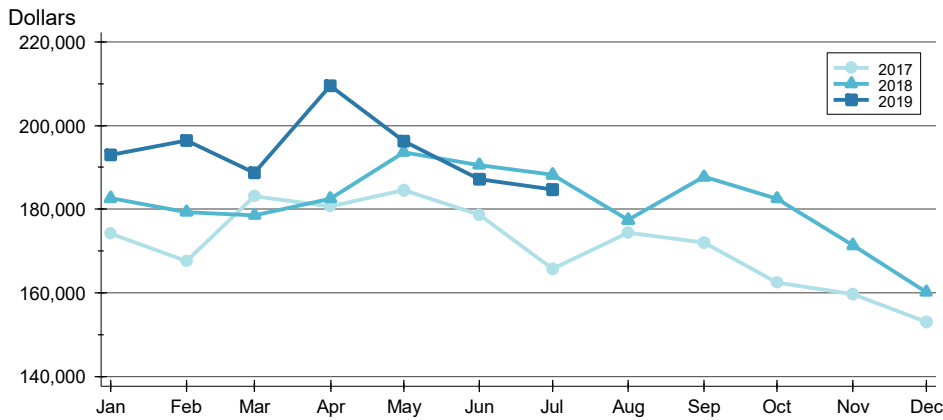
**BY PRICE RANGE** >>

Price Range	New Listings			List Price	
	Number	Percent	Volume	Average	Median
Below \$25,000	36	2.9%	350	9,735	3,948
\$25,000-\$49,999	64	5.2%	2,581	40,328	40,500
\$50,000-\$99,999	219	17.9%	17,194	78,512	79,900
\$100,000-\$124,999	109	8.9%	12,362	113,414	115,000
\$125,000-\$149,999	140	11.5%	19,140	136,716	135,000
\$150,000-\$174,999	116	9.5%	18,984	163,658	164,900
\$175,000-\$199,999	114	9.3%	21,335	187,153	185,000
\$200,000-\$249,999	134	11.0%	30,230	225,600	225,000
\$250,000-\$299,999	108	8.8%	29,152	269,929	269,900
\$300,000-\$399,999	92	7.5%	31,718	344,757	339,750
\$400,000-\$499,999	34	2.8%	15,352	451,527	450,000
\$500,000-\$749,999	17	1.4%	10,313	606,647	595,000
\$750,000-\$999,999	6	0.5%	4,754	792,329	783,750
\$1,000,000 and up	5	0.4%	7,083	1,416,649	1,425,000
All price ranges	1,222	100.0%	225,722	184,715	159,700

# NEW LISTINGS ANALYSIS

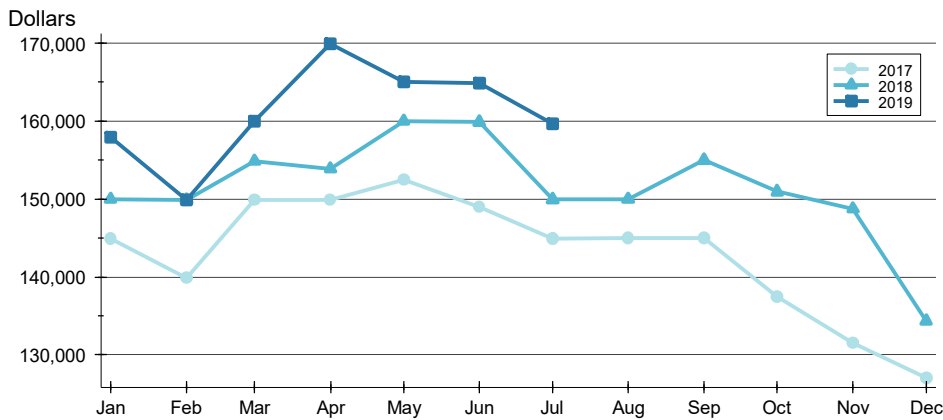
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 8/8/2019**

**AVERAGE PRICE** >>



Month	2017	2018	2019
January	174,160	182,639	192,960
February	167,466	179,338	196,459
March	183,112	178,574	188,675
April	180,689	182,541	209,547
May	184,549	193,657	196,237
June	178,593	190,611	187,096
July	165,716	188,185	184,715
August	174,383	177,397	177,397
September	172,006	187,687	187,687
October	162,387	182,565	182,565
November	159,649	171,340	171,340
December	153,082	160,167	160,167

**MEDIAN PRICE** >>

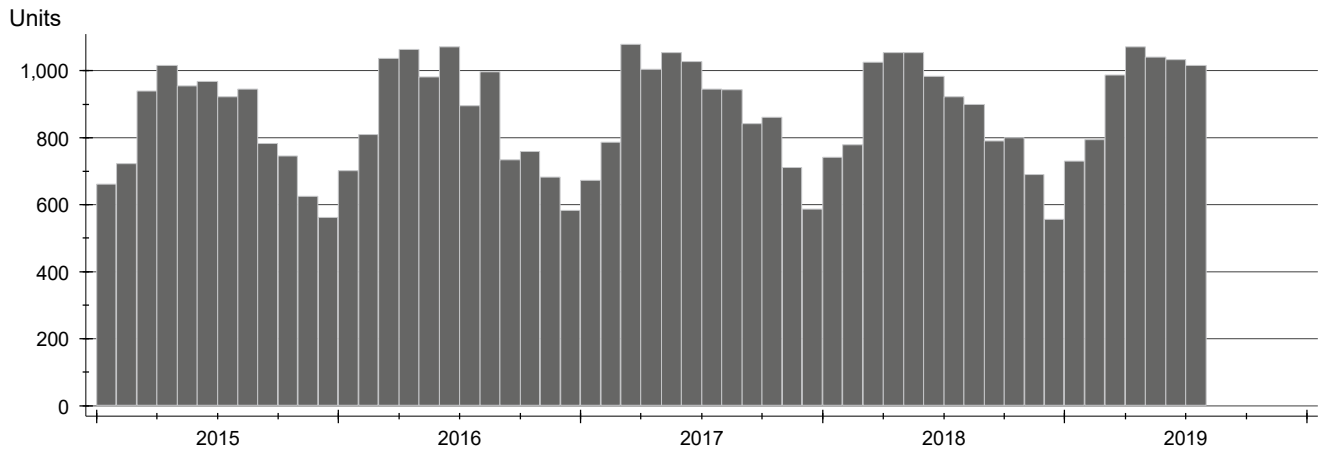


Month	2017	2018	2019
January	144,900	150,000	157,900
February	139,900	149,900	149,900
March	149,900	154,900	160,000
April	149,900	153,900	169,900
May	152,500	160,000	165,000
June	148,950	159,900	164,900
July	144,950	149,950	159,700
August	145,000	150,000	150,000
September	145,000	155,000	155,000
October	137,500	150,950	150,950
November	131,500	148,750	148,750
December	127,100	134,375	134,375

# CONTRACTS WRITTEN ANALYSIS

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 8/8/2019**

**HISTORY** >>



**SUMMARY** >>

Summary Statistics for Contracts Written		July			Year-to-Date		
		2019	2018	Change	2019	2018	Change
Closed Listings		<b>1,016</b>	923	10.1%	<b>6,673</b>	6,561	1.7%
Volume (1,000s)		<b>179,671</b>	158,973	13.0%	<b>1,185,171</b>	1,129,582	4.9%
Average	Sale Price	<b>176,841</b>	172,235	2.7%	<b>177,607</b>	172,166	3.2%
	Days on Market	<b>35</b>	39	-11.1%	<b>42</b>	46	-8.1%
	Percent of Original	<b>97.5%</b>	95.1%	2.6%	<b>96.4%</b>	96.0%	0.4%
Median	Sale Price	<b>154,900</b>	150,975	2.6%	<b>158,500</b>	149,900	5.7%
	Days on Market	<b>13</b>	18	-27.8%	<b>14</b>	18	-22.2%
	Percent of Original	<b>100.0%</b>	97.4%	2.7%	<b>98.9%</b>	98.0%	0.9%

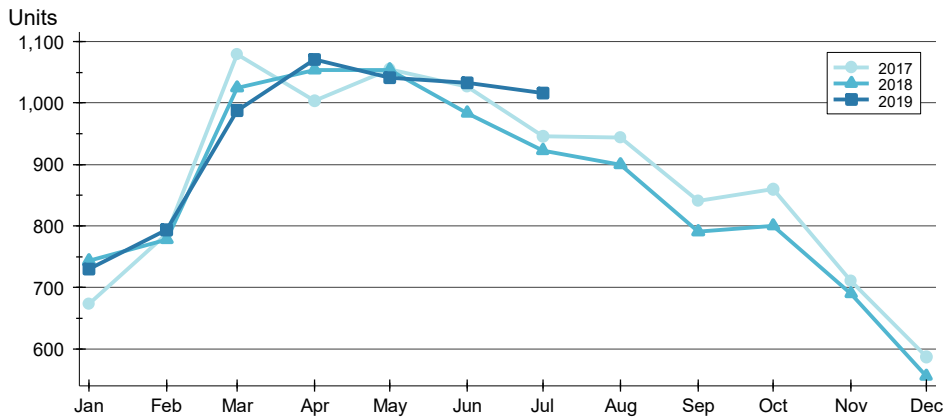
A total of 1,016 contracts for sale were written in South Central Kansas during the month of July, up from 923 in 2018. The median list price of these homes was \$154,900, up from \$150,975 the prior year.

Half of the homes that went under contract in July were on the market less than 13 days, compared to 18 days in July 2018.

# CONTRACTS WRITTEN ANALYSIS

## BY MONTH >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 8/8/2019**



Month	2017	2018	2019
January	673	743	730
February	787	778	794
March	1,079	1,025	988
April	1,004	1,054	1,071
May	1,055	1,054	1,041
June	1,027	984	1,033
July	946	923	1,016
August	944	900	
September	841	791	
October	860	800	
November	711	690	
December	587	556	

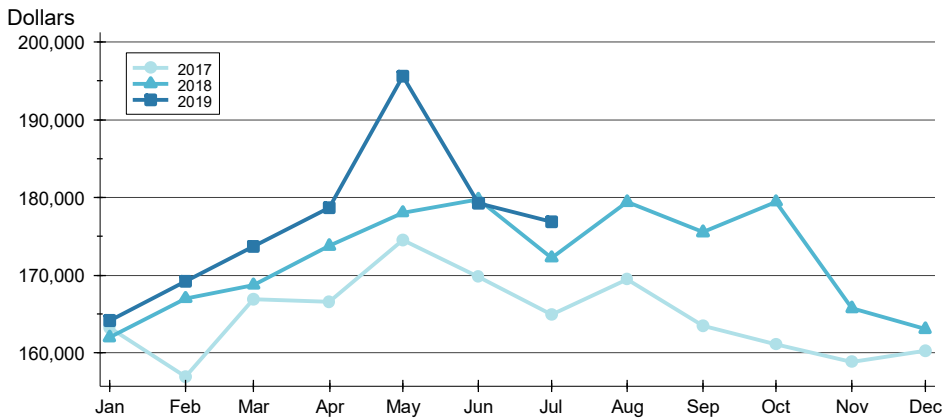
## BY PRICE RANGE >>

Price Range	Contracts Written			List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median
Below \$25,000	22	2.2%	377	17,158	18,750	106	42	77.0%	75.7%
\$25,000-\$49,999	44	4.3%	1,757	39,936	42,500	54	18	88.0%	90.4%
\$50,000-\$99,999	190	18.7%	14,901	78,424	79,000	37	17	97.2%	100.0%
\$100,000-\$124,999	85	8.4%	9,638	113,384	115,000	19	5	98.9%	100.0%
\$125,000-\$149,999	124	12.2%	17,210	138,787	139,900	14	5	99.3%	100.0%
\$150,000-\$174,999	109	10.7%	17,895	164,172	165,000	27	8	98.6%	100.0%
\$175,000-\$199,999	116	11.4%	21,672	186,828	185,000	24	10	98.9%	100.0%
\$200,000-\$249,999	104	10.2%	23,559	226,529	226,033	32	23	98.1%	100.0%
\$250,000-\$299,999	74	7.3%	20,219	273,233	272,000	31	12	99.1%	100.0%
\$300,000-\$399,999	46	4.5%	15,628	339,750	339,700	46	25	98.5%	100.0%
\$400,000-\$499,999	20	2.0%	8,936	446,784	449,900	85	44	97.6%	99.6%
\$500,000-\$749,999	11	1.1%	6,772	615,626	579,900	135	104	97.6%	99.2%
\$750,000-\$999,999	2	0.2%	1,568	783,750	783,750	5	5	100.0%	100.0%
\$1,000,000 and up	4	0.4%	8,045	2,011,250	1,410,000	57	47	110.8%	100.0%
All price ranges	1,016	100.0%	179,671	176,841	154,900	35	13	97.5%	100.0%

# CONTRACTS WRITTEN ANALYSIS

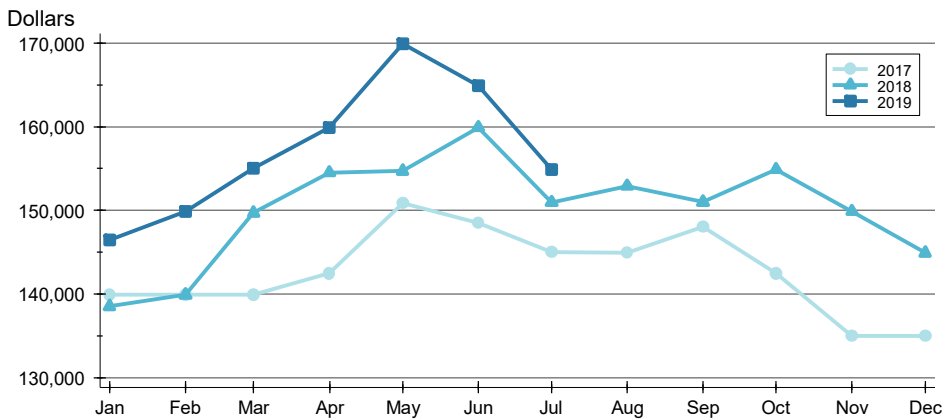
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 8/8/2019**

## AVERAGE PRICE >>



Month	2017	2018	2019
January	163,213	161,962	164,152
February	156,975	167,014	169,238
March	166,903	168,727	173,660
April	166,599	173,771	178,665
May	174,525	178,025	195,593
June	169,773	179,738	179,270
July	164,863	172,235	176,841
August	169,454	179,416	179,416
September	163,452	175,509	176,841
October	161,050	179,462	179,416
November	158,872	165,698	166,841
December	160,270	163,067	166,841

## MEDIAN PRICE >>

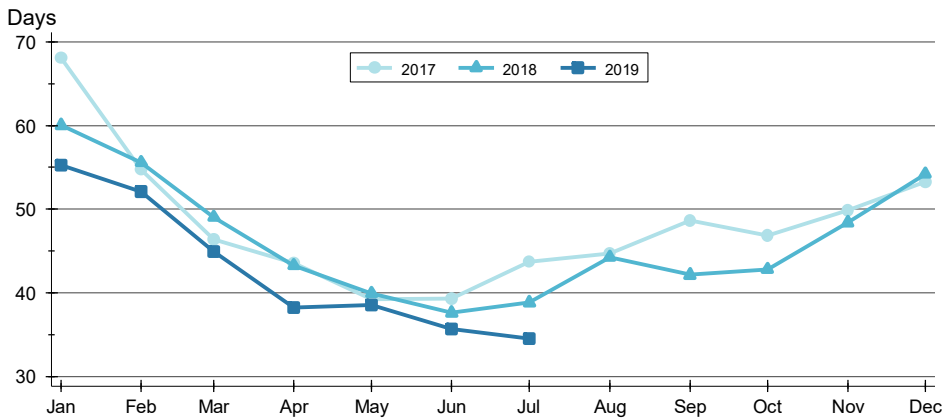


Month	2017	2018	2019
January	139,900	138,500	146,450
February	139,900	139,900	149,900
March	139,900	149,700	155,000
April	142,500	154,500	159,900
May	150,863	154,700	169,900
June	148,450	159,900	164,900
July	145,000	150,975	154,900
August	144,900	152,900	154,900
September	148,000	151,000	154,900
October	142,500	154,900	154,900
November	135,000	149,900	150,000
December	135,000	144,900	144,900

**CONTRACTS WRITTEN ANALYSIS**

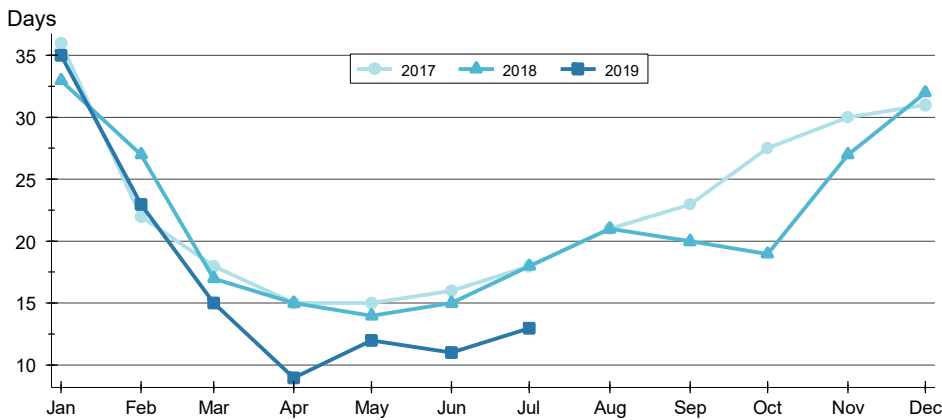
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 8/8/2019**

**AVERAGE DOM** >>



Month	2017	2018	2019
January	68	60	55
February	55	56	52
March	46	49	45
April	44	43	38
May	39	40	39
June	39	38	36
July	44	39	35
August	45	44	
September	49	42	
October	47	43	
November	50	48	
December	53	54	

**MEDIAN DOM** >>

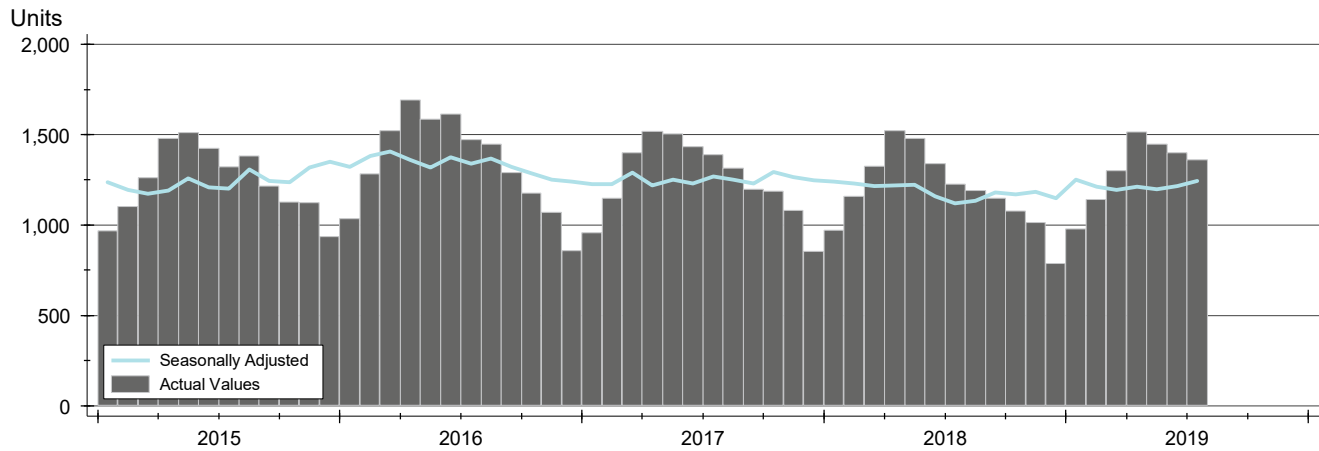


Month	2017	2018	2019
January	36	33	35
February	22	27	23
March	18	17	15
April	15	15	9
May	15	14	12
June	16	15	11
July	18	18	13
August	21	21	
September	23	20	
October	28	19	
November	30	27	
December	31	32	

# PENDING CONTRACTS ANALYSIS

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 8/8/2019**

**HISTORY** >>



**SUMMARY** >>

Summary Statistics for Active Listings		End of July		
		2019	2018	Change
Active Listings		<b>1,363</b>	1,228	11.0%
Volume (1,000s)		<b>264,925</b>	222,808	18.9%
Average	List Price	<b>194,369</b>	181,440	7.1%
	Days on Market	<b>36</b>	41	-12.3%
	Percent of Original	<b>98.4%</b>	98.0%	0.4%
Median	List Price	<b>166,250</b>	160,000	3.9%
	Days on Market	<b>11</b>	16	-31.3%
	Percent of Original	<b>100.0%</b>	100.0%	0.0%

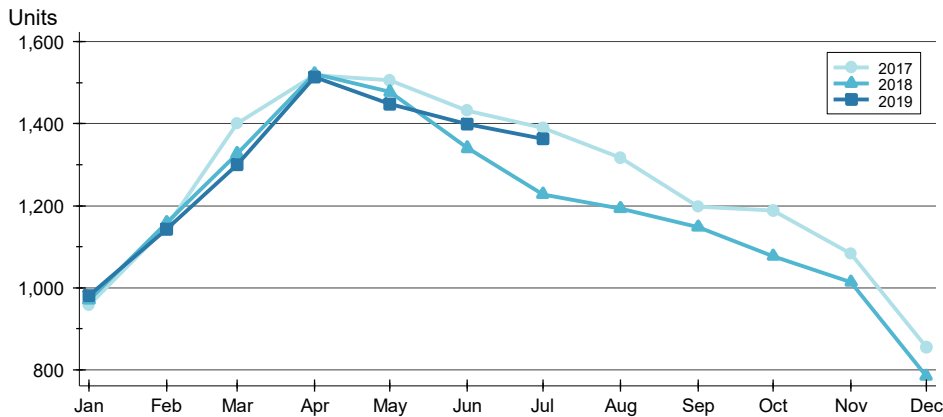
A total of 1,363 listings in South Central Kansas had contracts pending at the end of July, up from 1,228 contracts pending at the end of July 2018.

Pending contracts reflect listings with a contract in place at the end of the month. In contrast, contracts written measures the number of listings put under contract during the month.

**PENDING CONTRACTS ANALYSIS**

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 8/8/2019**

**BY MONTH** >>



Month	2017	2018	2019
January	957	970	980
February	1,149	1,159	1,143
March	1,400	1,326	1,300
April	1,518	1,521	1,514
May	1,505	1,477	1,447
June	1,432	1,340	1,399
July	1,390	1,228	1,363
August	1,317	1,193	
September	1,197	1,148	
October	1,188	1,077	
November	1,083	1,014	
December	855	785	

**BY PRICE RANGE** >>

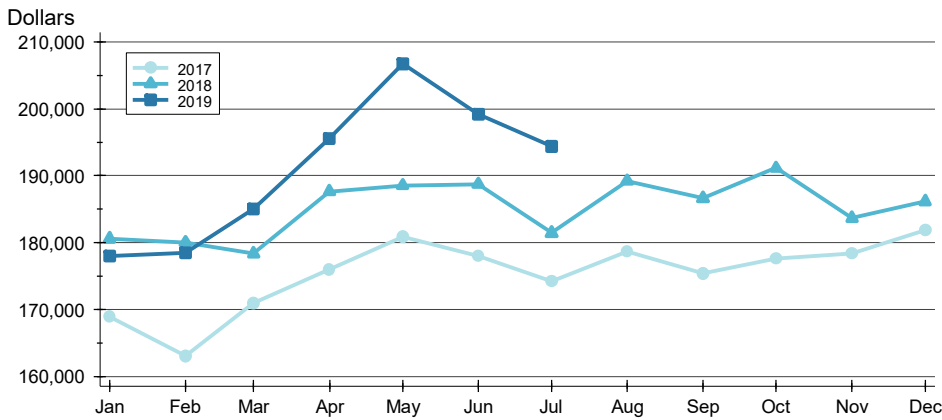
Price Range	Contracts Written			List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median
Below \$25,000	17	1.2%	292	17,176	19,000	94	46	81.6%	100.0%
\$25,000-\$49,999	44	3.2%	1,726	39,234	40,950	54	17	93.1%	100.0%
\$50,000-\$99,999	235	17.2%	18,292	77,837	79,000	41	15	97.2%	100.0%
\$100,000-\$124,999	112	8.2%	12,651	112,959	114,900	19	6	99.2%	100.0%
\$125,000-\$149,999	153	11.2%	21,276	139,059	139,900	16	5	99.4%	100.0%
\$150,000-\$174,999	140	10.3%	22,933	163,804	164,900	27	9	98.9%	100.0%
\$175,000-\$199,999	158	11.6%	29,634	187,560	186,250	25	7	99.2%	100.0%
\$200,000-\$249,999	148	10.9%	33,383	225,562	225,000	29	13	98.8%	100.0%
\$250,000-\$299,999	109	8.0%	29,861	273,951	272,900	44	11	99.5%	100.0%
\$300,000-\$399,999	100	7.3%	34,616	346,160	346,806	41	10	99.5%	100.0%
\$400,000-\$499,999	50	3.7%	22,386	447,728	446,750	71	19	98.9%	100.0%
\$500,000-\$749,999	21	1.5%	12,545	597,367	569,900	145	104	99.6%	100.0%
\$750,000-\$999,999	4	0.3%	3,190	797,479	783,750	14	5	99.3%	100.0%
\$1,000,000 and up	5	0.4%	9,117	1,823,343	1,395,000	46	27	108.6%	100.0%
All price ranges	1,363	100.0%	264,925	194,369	166,250	36	11	98.4%	100.0%



**PENDING CONTRACTS ANALYSIS**

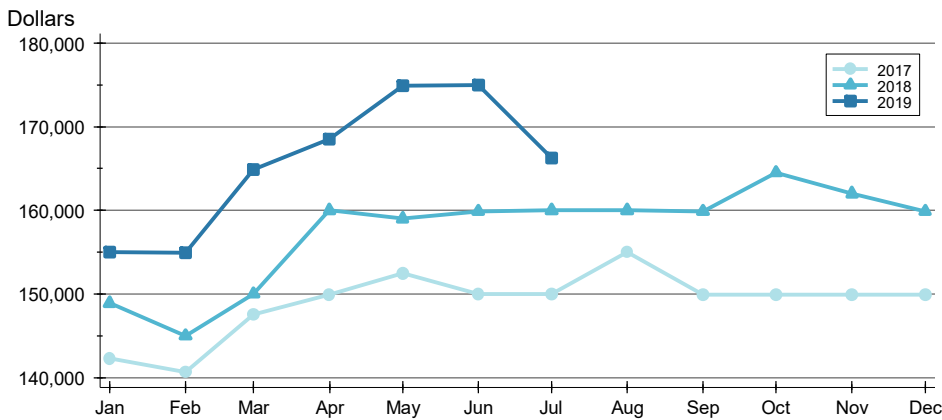
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 8/8/2019**

**AVERAGE PRICE** »



Month	2017	2018	2019
January	168,915	180,564	177,966
February	163,082	180,022	178,468
March	170,903	178,347	185,022
April	175,952	187,633	195,583
May	180,836	188,503	206,721
June	177,943	188,722	199,174
July	174,214	181,440	194,369
August	178,618	189,213	
September	175,363	186,663	
October	177,592	191,150	
November	178,336	183,647	
December	181,887	186,152	

**MEDIAN PRICE** »

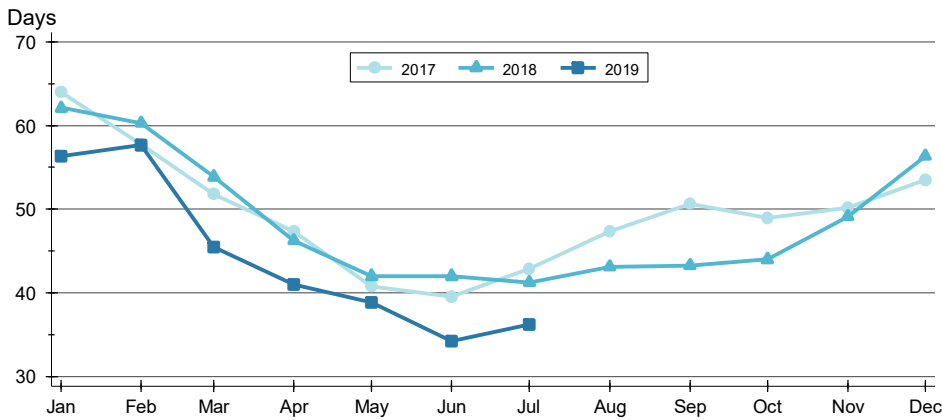


Month	2017	2018	2019
January	142,250	148,900	155,000
February	140,650	145,000	154,900
March	147,500	150,000	164,900
April	149,900	160,000	168,500
May	152,500	159,000	174,900
June	150,000	159,900	175,000
July	150,000	160,000	166,250
August	155,000	160,000	
September	149,900	159,900	
October	149,900	164,500	
November	149,900	162,000	
December	149,950	159,900	

**PENDING CONTRACTS ANALYSIS**

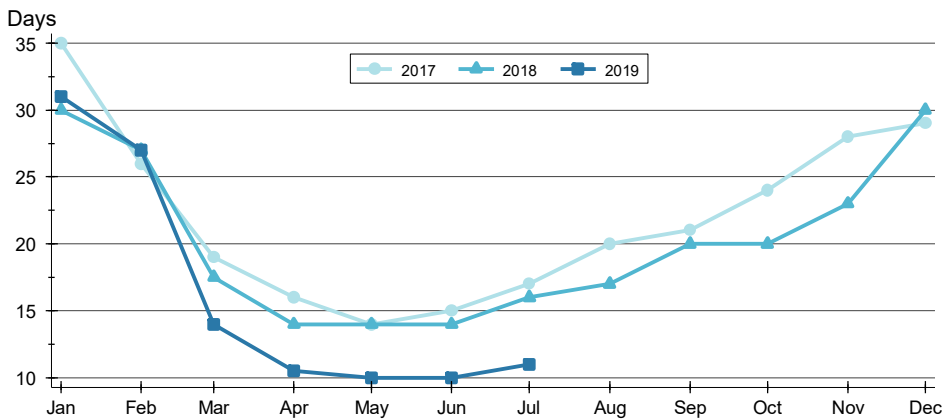
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 8/8/2019**

**AVERAGE DOM** »



Month	2017	2018	2019
January	64	62	56
February	58	60	58
March	52	54	45
April	47	46	41
May	41	42	39
June	40	42	34
July	43	41	36
August	47	43	
September	51	43	
October	49	44	
November	50	49	
December	53	56	

**MEDIAN DOM** »



Month	2017	2018	2019
January	35	30	31
February	26	27	27
March	19	18	14
April	16	14	11
May	14	14	10
June	15	14	10
July	17	16	11
August	20	17	
September	21	20	
October	24	20	
November	28	23	
December	29	30	



South Central Kansas MLS

## South Central Kansas MLS

170 W. Dewey, Wichita, KS 67202

[www.sckrealtors.com](http://www.sckrealtors.com)

September 10, 2019

### South Central Kansas MLS Releases Home Sales Figures for August 2019

Homes sales in South Central Kansas rose by 3.5% in August compared to the prior year. Sales in August 2019 totaled 1,054 units, up from 1,018 in 2018.

Among existing homes, 998 units sold in August, an increase of 6.9% from 934 units that sold in 2018. The average sale price of existing homes was \$160,974. This represents an increase of 3.5% from the August 2018 average price of \$155,509.

For new construction, 56 sales occurred in August, down from 84 units the prior year, a decrease of 33.3%. The average sale price of new homes in August was \$319,600, down 2.1% from the same period last year.

A total of 935 contracts for sale were written in August 2019, up from 901 in August 2018. This is an increase of 3.8%. Contracts written during the month reflect, in part, sales that are set to close in the near future.

The inventory of active listings in South Central Kansas stood at 2,134 units at the end of August, which is down from 2,453 homes that were on the market at the end of August last year. At the current rate of sales, this figure represents 2.5 months' supply of homes on the market.

For questions and/or comments, please contact South Central Kansas MLS President Dwynt Thudium at [dwynt@crownthree.com](mailto:dwynt@crownthree.com).



## MARKET OVERVIEW >>

### South Central Kansas Home Sales Rose in August

Total home sales in South Central Kansas rose by 3.5% last month to 1,054 units, compared to 1,018 units in August 2018. Total sales volume was \$178.6 million, up 3.4% from a year earlier.

The median sale price in August was \$150,000, down from \$153,350 a year earlier. Homes that sold in August were typically on the market for 12 days and sold for 100.0% of their list prices.

### South Central Kansas Active Listings Down at End of August

The total number of active listings in South Central Kansas at the end of August was 2,134 units, down from 2,453 at the same point in 2018. This represents a 2.5 months' supply of homes available for sale. The median list price of homes on the market at the end of August was \$194,900.

During August, a total of 935 contracts were written up from 901 in August 2018. At the end of the month, there were 1,236 contracts pending, compared to 1,193 at the end of August 2018.

### Your Association Working for You!

The South Central Kansas MLS statistical reports are one of the many benefits you receive from being a member of the REALTORS® of South Central Kansas. Through a partnership with the Kansas Association of REALTORS®, we will send you these reports each month to help you better serve your clients and promote your business.

Entire MLS System				
Current Month		August		
Summary Statistics		2019	2018	Change
Home Sales		<b>1,054</b>	1,018	3.5%
Active Listings		<b>2,134</b>	2,453	-13.0%
Months' Supply		<b>2.5</b>	2.8	-11.4%
New Listings		<b>1,174</b>	1,342	-12.5%
Contracts Written		<b>935</b>	901	3.8%
Pending Contracts		<b>1,236</b>	1,193	3.6%
Sales Volume (1,000s)		<b>178,550</b>	172,673	3.4%
Average	Sale Price	<b>169,402</b>	169,620	-0.1%
	List Price of Actives	<b>253,144</b>	242,880	4.2%
	Days on Market	<b>34</b>	40	-15.4%
	Percent of List	<b>98.2%</b>	97.7%	0.5%
	Percent of Original	<b>96.6%</b>	95.4%	1.3%
Median	Sale Price	<b>150,000</b>	153,350	-2.2%
	List Price of Actives	<b>194,900</b>	182,250	6.9%
	Days on Market	<b>12</b>	17	-29.4%
	Percent of List	<b>100.0%</b>	99.2%	0.8%
	Percent of Original	<b>98.8%</b>	97.6%	1.2%

## REPORT CONTENTS >>

- [Three-Year Comparisons](#) – Page 2
- [Year-to-Date Statistics](#) – Page 3
- [Closed Listings Analysis](#) – Page 4
- [Active Listings Analysis](#) – Page 8
- [Months' Supply Analysis](#) – Page 12
- [New Listings Analysis](#) – Page 13
- [Contracts Written Analysis](#) – Page 16
- [Pending Contracts Analysis](#) – Page 20



# THREE-YEAR COMPARISONS

## SUMMARY >>

**BREAKDOWNS BY HOME TYPE**  
**ENTIRE MLS SYSTEM**  
**AS OF 9/8/2019**

August MLS Statistics By Property Type		2019			2018			2017		
		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		<b>1,054</b>	<b>998</b>	<b>56</b>	1,018	934	84	1,038	970	68
Change from prior year		3.5%	6.9%	-33.3%	-1.9%	-3.7%	23.5%	-1.8%	-2.1%	3.0%
Active Listings		<b>2,134</b>	<b>1,856</b>	<b>278</b>	2,453	2,208	245	2,663	2,379	284
Change from prior year		-13.0%	-15.9%	13.5%	-7.9%	-7.2%	-13.7%	5.1%	4.2%	13.6%
Months' Supply		<b>2.5</b>	<b>2.3</b>	<b>4.8</b>	2.8	2.7	4.0	3.1	3.0	4.9
Change from prior year		-11.4%	-14.8%	21.5%	-9.9%	-8.9%	-18.7%	3.4%	2.7%	8.6%
New Listings		<b>1,174</b>	<b>1,113</b>	<b>61</b>	1,342	1,263	79	1,376	1,291	85
Change from prior year		-12.5%	-11.9%	-22.8%	-2.5%	-2.2%	-7.1%	11.1%	11.7%	2.4%
Contracts Written		<b>935</b>	<b>893</b>	<b>42</b>	901	846	55	944	886	58
Change from prior year		3.8%	5.6%	-23.6%	-4.6%	-4.5%	-5.2%	-5.2%	-6.5%	20.8%
Pending Contracts		<b>1,236</b>	<b>1,081</b>	<b>155</b>	1,193	1,036	157	1,317	1,141	176
Change from prior year		3.6%	4.3%	-1.3%	-9.4%	-9.2%	-10.8%	-8.9%	-12.3%	21.4%
Sales Volume (1,000s)		<b>178,550</b>	<b>160,653</b>	<b>17,898</b>	172,673	145,245	27,428	172,689	151,854	20,835
Change from prior year		3.4%	10.6%	-34.7%	0.0%	-4.4%	31.6%	3.8%	3.9%	3.1%
Average	Sale Price	<b>169,402</b>	<b>160,974</b>	<b>319,600</b>	169,620	155,509	326,525	166,367	156,550	306,401
	Change from prior year	-0.1%	3.5%	-2.1%	2.0%	-0.7%	6.6%	5.7%	6.2%	0.0%
	List Price of Actives	<b>253,144</b>	<b>242,592</b>	<b>321,506</b>	242,880	233,042	328,293	217,266	206,212	308,346
	Change from prior year	4.2%	4.1%	-2.1%	11.8%	13.0%	6.5%	0.0%	-0.2%	-1.7%
	Days on Market	<b>34</b>	<b>30</b>	<b>96</b>	40	36	76	41	37	100
	Change from prior year	-15.5%	-17.4%	25.5%	-3.0%	-1.0%	-23.7%	-16.3%	-18.9%	-2.3%
Percent of List		<b>98.2%</b>	<b>97.8%</b>	<b>103.6%</b>	97.7%	97.4%	100.7%	97.8%	97.5%	102.1%
	Change from prior year	0.5%	0.4%	2.8%	-0.1%	0.0%	-1.4%	0.5%	0.6%	0.0%
	Percent of Original	<b>96.6%</b>	<b>96.1%</b>	<b>104.5%</b>	95.4%	94.8%	101.4%	95.7%	95.2%	102.8%
	Change from prior year	1.3%	1.4%	3.1%	-0.3%	-0.4%	-1.4%	0.9%	0.8%	1.7%
Median	Sale Price	<b>150,000</b>	<b>145,000</b>	<b>288,422</b>	153,350	145,000	275,853	145,000	136,200	275,176
	Change from prior year	-2.2%	0.0%	4.6%	5.8%	6.5%	0.2%	5.6%	3.2%	8.3%
	List Price of Actives	<b>194,900</b>	<b>169,900</b>	<b>290,118</b>	182,250	168,000	289,900	164,900	150,000	272,450
	Change from prior year	6.9%	1.1%	0.1%	10.5%	12.0%	6.4%	4.4%	7.2%	5.6%
	Days on Market	<b>12</b>	<b>12</b>	<b>6</b>	17	17	15	17	17	25
	Change from prior year	-29.4%	-29.4%	-58.6%	0.0%	0.0%	-40.8%	-29.2%	-29.2%	-23.4%
Percent of List		<b>100.0%</b>	<b>100.0%</b>	<b>101.0%</b>	99.2%	98.9%	100.0%	99.5%	99.0%	100.3%
	Change from prior year	0.8%	1.1%	1.0%	-0.3%	-0.2%	-0.3%	0.7%	0.6%	0.3%
Percent of Original		<b>98.8%</b>	<b>98.5%</b>	<b>101.1%</b>	97.6%	97.2%	100.0%	97.8%	97.4%	101.3%
	Change from prior year	1.2%	1.3%	1.1%	-0.1%	-0.2%	-1.3%	0.5%	0.5%	0.4%

# YEAR-TO-DATE STATISTICS

## SUMMARY >>

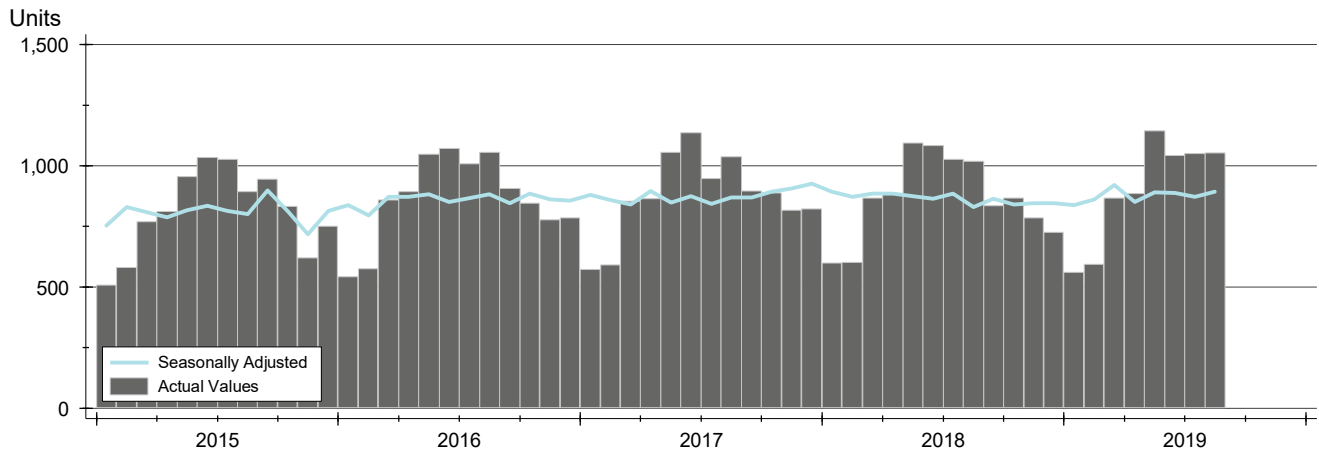
**YTD BREAKDOWNS BY HOME TYPE  
ENTIRE MLS SYSTEM  
AS OF 9/8/2019**

Year-to-Date Activity By Property Type		2019			2018			2017		
		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		<b>7,197</b>	<b>6,742</b>	<b>455</b>	7,173	6,667	506	7,054	6,609	445
Change from prior year		0.3%	1.1%	-10.1%	1.7%	0.9%	13.7%	0.0%	0.4%	-5.5%
New Listings		<b>9,303</b>	<b>8,739</b>	<b>564</b>	9,727	9,118	609	10,014	9,320	694
Change from prior year		-4.4%	-4.2%	-7.4%	-2.9%	-2.2%	-12.2%	2.1%	1.5%	11.4%
Contracts Written		<b>7,591</b>	<b>7,157</b>	<b>434</b>	7,462	6,948	514	7,515	6,992	523
Change from prior year		1.7%	3.0%	-15.6%	-0.7%	-0.6%	-1.7%	-0.6%	-0.6%	-0.6%
Sales Volume (1,000s)		<b>1,237,589</b>	<b>1,091,980</b>	<b>145,609</b>	1,181,815	1,024,089	157,726	1,119,882	985,929	133,953
Change from prior year		4.7%	6.6%	-7.7%	5.5%	3.9%	17.7%	1.0%	1.7%	-3.9%
Average	Sale Price	<b>171,983</b>	<b>161,991</b>	<b>320,020</b>	164,759	153,606	311,711	158,759	149,180	301,018
	Change from prior year	4.4%	5.5%	2.7%	3.8%	3.0%	3.6%	1.0%	1.3%	1.7%
	Days on Market	<b>42</b>	<b>40</b>	<b>72</b>	46	42	101	47	45	87
	Change from prior year	-9.5%	-5.4%	-28.7%	-2.0%	-5.5%	16.9%	-13.9%	-11.4%	-26.8%
	Percent of List	<b>97.9%</b>	<b>97.6%</b>	<b>102.5%</b>	97.8%	97.5%	101.6%	97.5%	97.2%	101.8%
Change from prior year	0.1%	0.1%	0.8%	0.3%	0.3%	-0.1%	0.1%	0.1%	0.6%	
Median	Percent of Original	<b>96.1%</b>	<b>95.6%</b>	<b>103.3%</b>	95.9%	95.4%	102.2%	95.3%	94.8%	102.3%
	Change from prior year	0.3%	0.3%	1.1%	0.6%	0.6%	-0.1%	0.2%	0.1%	0.9%
	Sale Price	<b>152,750</b>	<b>145,000</b>	<b>285,000</b>	145,000	137,000	277,015	139,000	132,000	263,900
	Change from prior year	5.3%	5.8%	2.9%	4.3%	3.8%	5.0%	3.0%	1.6%	3.5%
	Days on Market	<b>15</b>	<b>15</b>	<b>4</b>	19	19	32	20	20	23
Change from prior year	-21.1%	-21.1%	-87.5%	-5.0%	-5.0%	39.1%	-20.0%	-16.7%	-54.9%	
Percent of List	Change from prior year	0.3%	0.3%	0.0%	0.0%	0.0%	0.0%	0.4%	0.3%	0.0%
	Percent of Original	<b>98.2%</b>	<b>97.8%</b>	<b>101.1%</b>	97.9%	97.5%	100.7%	97.7%	97.4%	100.2%
	Change from prior year	0.4%	0.3%	0.3%	0.2%	0.2%	0.5%	0.2%	0.2%	0.2%

# CLOSED LISTINGS ANALYSIS

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 9/8/2019**

**HISTORY** >>



**SUMMARY** >>

Summary Statistics for Closed Listings		August			Year-to-Date		
		2019	2018	Change	2019	2018	Change
Closed Listings		<b>1,054</b>	1,018	3.5%	<b>7,197</b>	7,173	0.3%
Volume (1,000s)		<b>178,550</b>	172,673	3.4%	<b>1,237,589</b>	1,181,815	4.7%
Average	Sale Price	<b>169,402</b>	169,620	-0.1%	<b>171,983</b>	164,759	4.4%
	Days on Market	<b>34</b>	40	-15.5%	<b>42</b>	46	-9.5%
	Percent of List	<b>98.2%</b>	97.7%	0.5%	<b>97.9%</b>	97.8%	0.1%
	Percent of Original	<b>96.6%</b>	95.4%	1.3%	<b>96.1%</b>	95.9%	0.3%
Median	Sale Price	<b>150,000</b>	153,350	-2.2%	<b>152,750</b>	145,000	5.3%
	Days on Market	<b>12</b>	17	-29.4%	<b>15</b>	19	-21.1%
	Percent of List	<b>100.0%</b>	99.2%	0.8%	<b>99.5%</b>	99.2%	0.3%
	Percent of Original	<b>98.8%</b>	97.6%	1.2%	<b>98.2%</b>	97.9%	0.4%

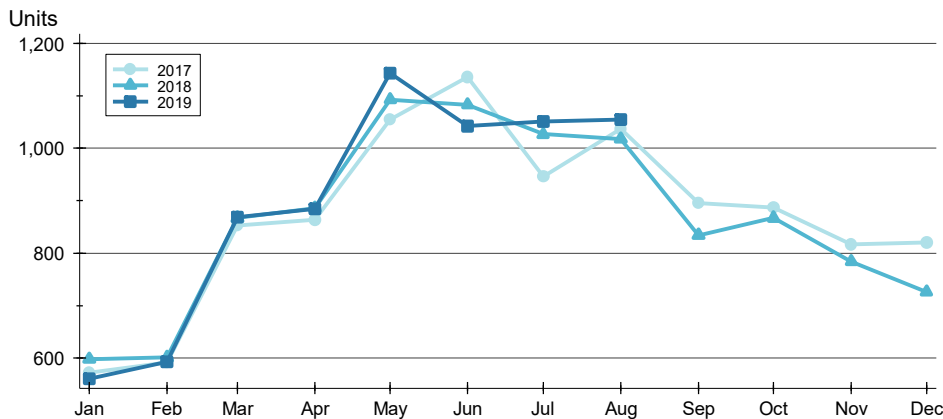
A total of 1,054 homes sold in South Central Kansas in August, up from 1,018 units in August 2018. Total sales volume rose to \$178.6 million compared to \$172.7 million in the previous year.

The median sales price in August was \$150,000, down 2.2% compared to the prior year. Median days on market was 12 days, up from 9 days in July, but down from 17 in August 2018.

# CLOSED LISTINGS ANALYSIS

## BY MONTH >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 9/8/2019**



Month	2017	2018	2019
January	571	598	561
February	591	601	593
March	853	867	868
April	864	886	885
May	1,055	1,093	1,143
June	1,136	1,083	1,042
July	946	1,027	1,051
August	1,038	1,018	1,054
September	896	834	
October	887	867	
November	817	784	
December	821	726	

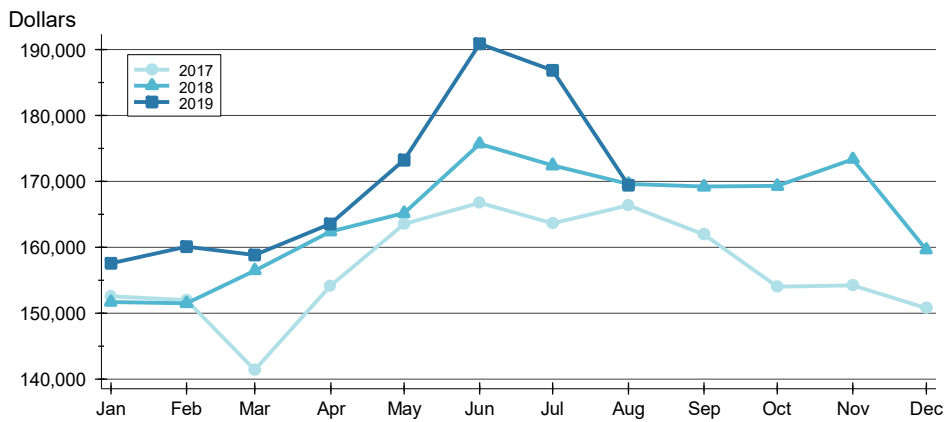
## BY PRICE RANGE >>

Price Range	Sales			Sale Price		Days on Market		Price as % of List		Price as % of Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median	Average	Median
Below \$25,000	38	3.6%	602	15,842	16,750	61	49	89.0%	86.7%	75.8%	76.0%
\$25,000-\$49,999	73	6.9%	2,742	37,561	37,500	38	28	89.4%	88.9%	86.2%	87.8%
\$50,000-\$99,999	205	19.4%	15,261	74,445	75,000	34	17	97.3%	99.1%	94.8%	96.7%
\$100,000-\$124,999	84	8.0%	9,522	113,362	114,900	14	5	99.1%	100.0%	98.6%	100.0%
\$125,000-\$149,999	125	11.9%	17,187	137,493	137,000	20	5	99.4%	100.0%	98.7%	100.0%
\$150,000-\$174,999	123	11.7%	19,950	162,199	162,500	22	7	99.6%	100.0%	98.7%	100.0%
\$175,000-\$199,999	117	11.1%	21,690	185,381	185,000	16	7	99.1%	100.0%	98.4%	100.0%
\$200,000-\$249,999	108	10.2%	24,146	223,570	225,000	35	14	99.2%	100.0%	98.0%	98.2%
\$250,000-\$299,999	76	7.2%	20,654	271,764	272,950	53	17	99.7%	100.0%	98.6%	99.6%
\$300,000-\$399,999	55	5.2%	18,505	336,450	335,000	58	30	99.8%	98.7%	98.9%	98.6%
\$400,000-\$499,999	33	3.1%	14,631	443,364	437,000	74	34	97.9%	97.6%	96.9%	97.3%
\$500,000-\$749,999	13	1.2%	7,666	589,656	560,000	103	38	98.4%	98.0%	96.4%	97.7%
\$750,000-\$999,999	2	0.2%	1,595	797,500	797,500	24	24	97.3%	97.3%	95.9%	95.9%
\$1,000,000 and up	2	0.2%	4,400	2,200,000	2,200,000	97	97	83.2%	83.2%	83.2%	83.2%
All price ranges	1,054	100.0%	178,550	169,402	150,000	34	12	98.2%	100.0%	96.6%	98.8%

# CLOSED LISTINGS ANALYSIS

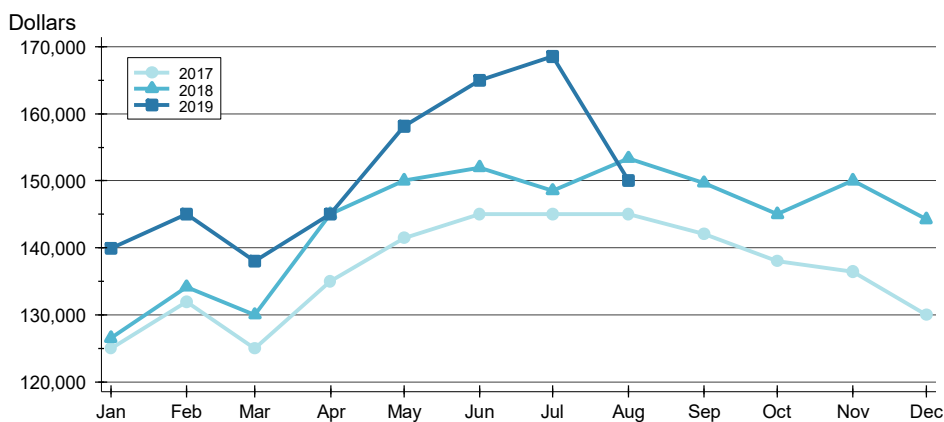
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 9/8/2019**

## AVERAGE PRICE



Month	2017	2018	2019
January	152,481	151,661	157,563
February	151,891	151,459	160,108
March	141,375	156,465	158,778
April	154,073	162,387	163,545
May	163,487	165,156	173,250
June	166,721	175,695	190,909
July	163,608	172,443	186,838
August	166,367	169,620	169,402
September	161,984	169,187	
October	154,015	169,281	
November	154,162	173,356	
December	150,792	159,588	

## MEDIAN PRICE

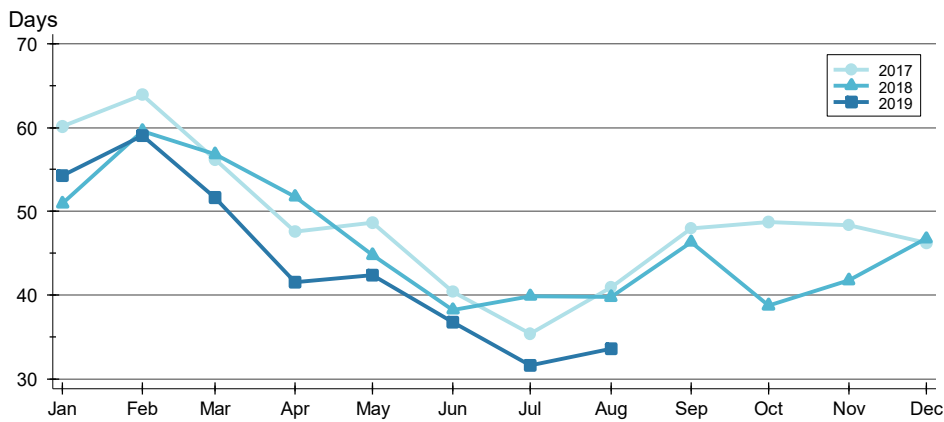


Month	2017	2018	2019
January	125,000	126,500	139,900
February	131,900	134,150	145,000
March	125,000	130,000	138,000
April	135,000	145,000	145,000
May	141,500	150,000	158,125
June	145,000	152,000	165,000
July	145,000	148,500	168,600
August	145,000	153,350	150,000
September	142,000	149,700	
October	138,000	145,000	
November	136,400	150,000	
December	130,000	144,250	

# CLOSED LISTINGS ANALYSIS

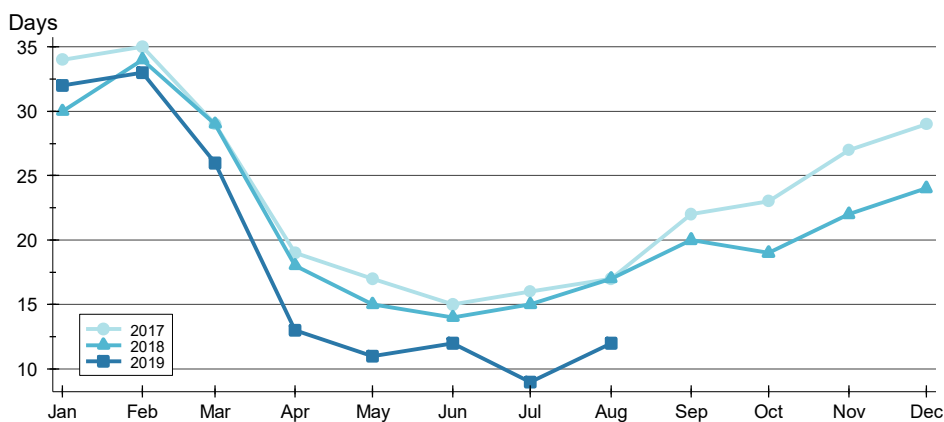
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 9/8/2019**

## AVERAGE DOM >>



Month	2017	2018	2019
January	60	51	54
February	64	60	59
March	56	57	52
April	48	52	42
May	49	45	42
June	40	38	37
July	35	40	32
August	41	40	34
September	48	46	
October	49	39	
November	48	42	
December	46	47	

## MEDIAN DOM >>

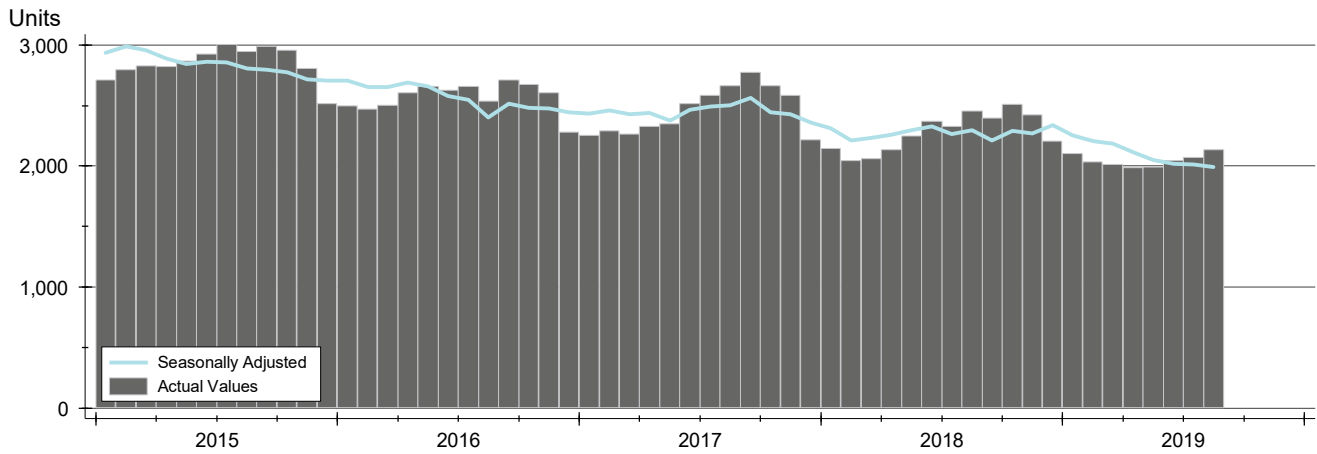


Month	2017	2018	2019
January	34	30	32
February	35	34	33
March	29	29	26
April	19	18	13
May	17	15	11
June	15	14	12
July	16	15	9
August	17	17	12
September	22	20	
October	23	19	
November	27	22	
December	29	24	

# ACTIVE LISTINGS ANALYSIS

**HISTORY** >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 9/8/2019**



**SUMMARY** >>

Summary Statistics for Active Listings		End of August		
		2019	2018	Change
Active Listings		<b>2,134</b>	2,453	-13.0%
Months' Supply		<b>2.5</b>	2.8	-11.4%
Volume (1,000s)		<b>540,209</b>	595,785	-9.3%
Average	List Price	<b>253,144</b>	242,880	4.2%
	Days on Market	<b>82</b>	90	-8.5%
	Percent of Original	<b>97.4%</b>	97.3%	0.1%
Median	List Price	<b>194,900</b>	182,250	6.9%
	Days on Market	<b>44</b>	52	-15.4%
	Percent of Original	<b>100.0%</b>	100.0%	0.0%

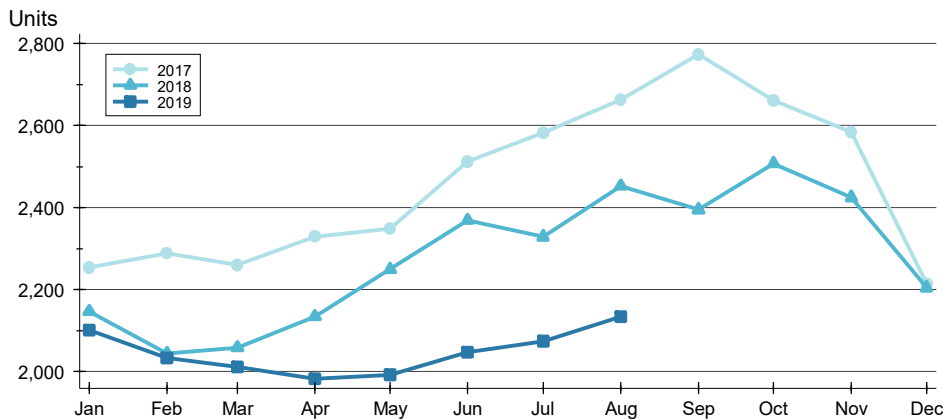
A total of 2,134 homes were available for sale in South Central Kansas at the end of August. This represents a 2.5 months' supply of active listings.

The median list price of homes on the market at the end of August was \$194,900, up 6.9% from 2018. The typical time on market for active listings was 44 days, down from 52 days a year earlier.

# ACTIVE LISTINGS ANALYSIS

## BY MONTH »

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 9/8/2019**



Month	2017	2018	2019
January	2,254	2,147	2,102
February	2,289	2,044	2,034
March	2,261	2,059	2,012
April	2,330	2,135	1,984
May	2,348	2,250	1,992
June	2,512	2,369	2,047
July	2,583	2,329	2,074
August	2,663	2,453	2,134
September	2,774	2,395	
October	2,661	2,508	
November	2,584	2,425	
December	2,214	2,205	

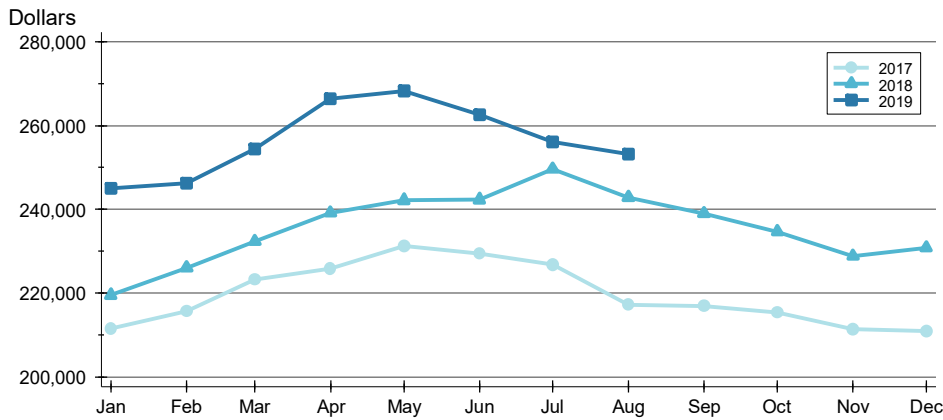
## BY PRICE RANGE »

Price Range	Active Listings			Months' Supply	List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume		Average	Median	Average	Median	Average	Median
Below \$25,000	65	3.0%	804	1.7	12,369	14,500	73	32	94.7%	100.0%
\$25,000-\$49,999	141	6.6%	5,519	1.9	39,140	40,000	118	62	95.1%	100.0%
\$50,000-\$99,999	363	17.0%	27,829	1.8	76,665	75,000	81	47	96.4%	100.0%
\$100,000-\$124,999	139	6.5%	15,819	1.7	113,803	115,000	66	34	97.5%	100.0%
\$125,000-\$149,999	113	5.3%	15,394	0.9	136,229	135,000	51	24	98.0%	100.0%
\$150,000-\$174,999	123	5.8%	19,985	1.0	162,480	162,500	62	37	98.1%	100.0%
\$175,000-\$199,999	137	6.4%	25,876	1.2	188,876	189,900	75	44	97.4%	100.0%
\$200,000-\$249,999	215	10.1%	48,940	2.0	227,628	229,000	60	31	98.3%	100.0%
\$250,000-\$299,999	194	9.1%	53,454	2.6	275,537	274,950	79	38	98.5%	100.0%
\$300,000-\$399,999	273	12.8%	96,266	5.0	352,624	349,925	78	51	99.3%	100.0%
\$400,000-\$499,999	141	6.6%	63,387	4.3	449,552	448,500	100	73	97.1%	98.2%
\$500,000-\$749,999	86	4.0%	53,471	6.6	621,752	625,000	127	92	96.8%	98.5%
\$750,000-\$999,999	56	2.6%	47,760	28.0	852,850	850,000	158	125	94.3%	99.3%
\$1,000,000 and up	33	1.5%	51,783	16.5	1,569,197	1,380,000	192	139	97.0%	100.0%
All price ranges	2,134	100.0%	540,209	2.0	253,144	194,900	82	44	97.4%	100.0%

# ACTIVE LISTINGS ANALYSIS

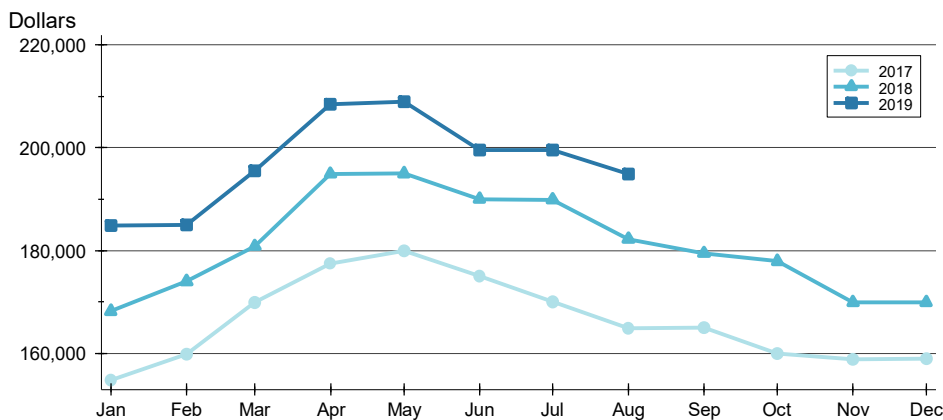
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 9/8/2019**

## AVERAGE PRICE >>



Month	2017	2018	2019
January	211,527	219,491	244,933
February	215,732	226,018	246,278
March	223,171	232,365	254,379
April	225,771	239,193	266,443
May	231,189	242,156	268,251
June	229,403	242,311	262,572
July	226,760	249,623	256,102
August	217,266	242,880	253,144
September	216,820	238,982	
October	215,409	234,663	
November	211,349	228,794	
December	210,949	230,828	

## MEDIAN PRICE >>

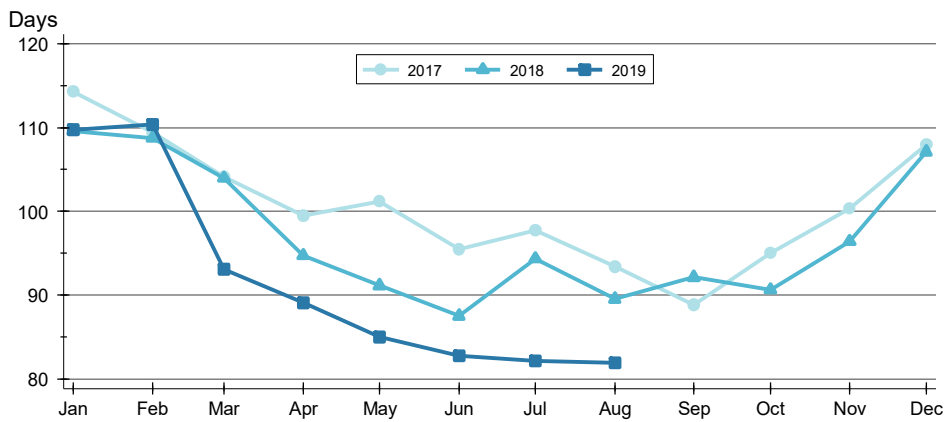


Month	2017	2018	2019
January	154,900	168,248	184,900
February	159,900	174,000	185,000
March	169,900	180,867	195,500
April	177,500	194,900	208,443
May	179,900	195,000	209,000
June	175,000	190,000	199,500
July	170,000	189,900	199,500
August	164,900	182,250	194,900
September	165,000	179,500	
October	160,000	177,900	
November	158,900	169,900	
December	159,000	169,900	

# ACTIVE LISTINGS ANALYSIS

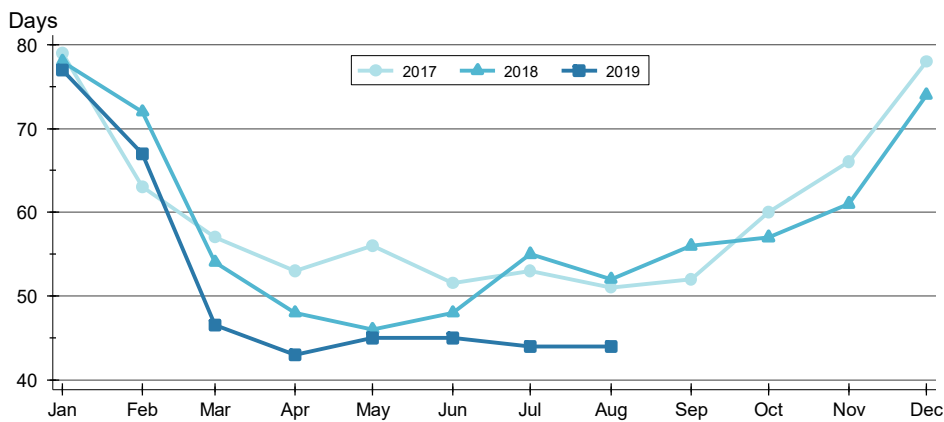
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 9/8/2019**

## AVERAGE DOM



Month	2017	2018	2019
January	114	110	110
February	109	109	110
March	104	104	93
April	99	95	89
May	101	91	85
June	95	87	83
July	98	94	82
August	93	90	82
September	89	92	
October	95	91	
November	100	96	
December	108	107	

## MEDIAN DOM

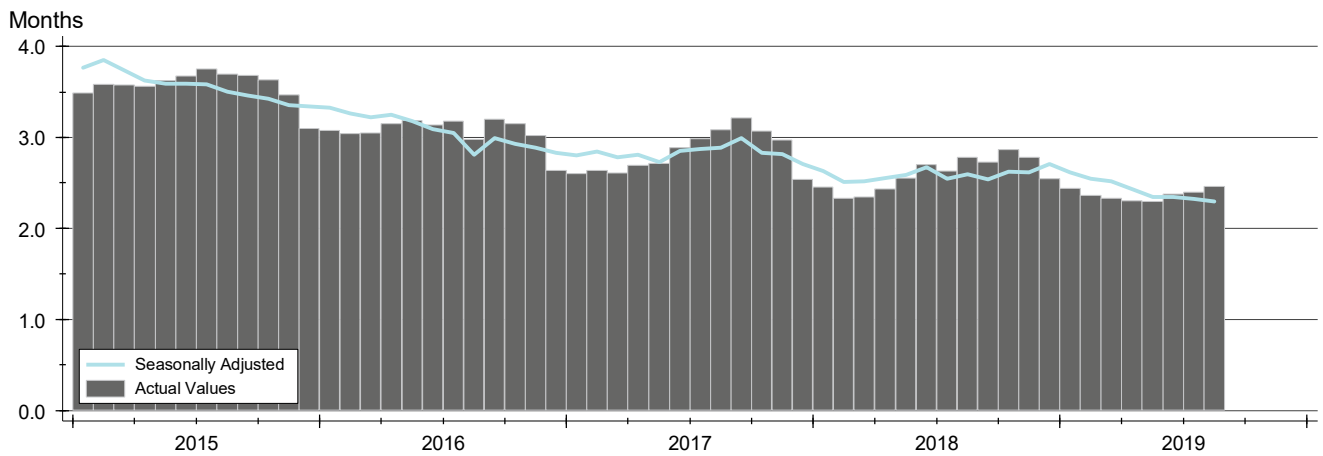


Month	2017	2018	2019
January	79	78	77
February	63	72	67
March	57	54	47
April	53	48	43
May	56	46	45
June	52	48	45
July	53	55	44
August	51	52	44
September	52	56	
October	60	57	
November	66	61	
December	78	74	

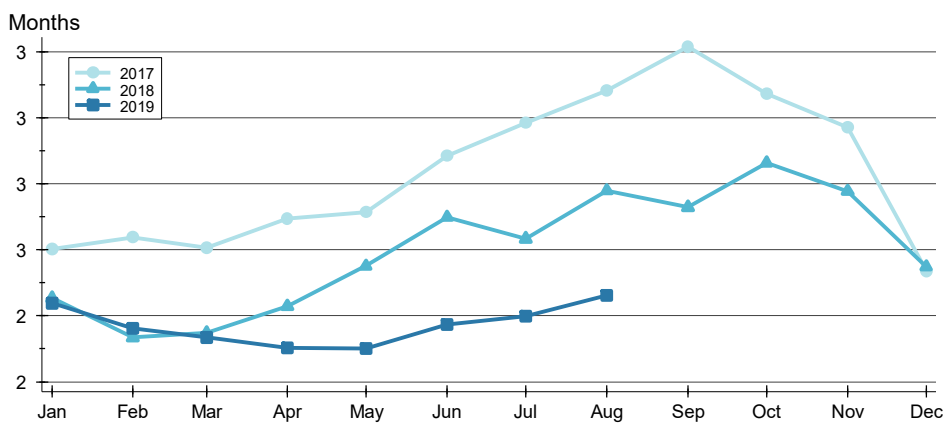
# MONTHS' SUPPLY ANALYSIS

**HISTORY** >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 9/8/2019**



**BY MONTH** >>

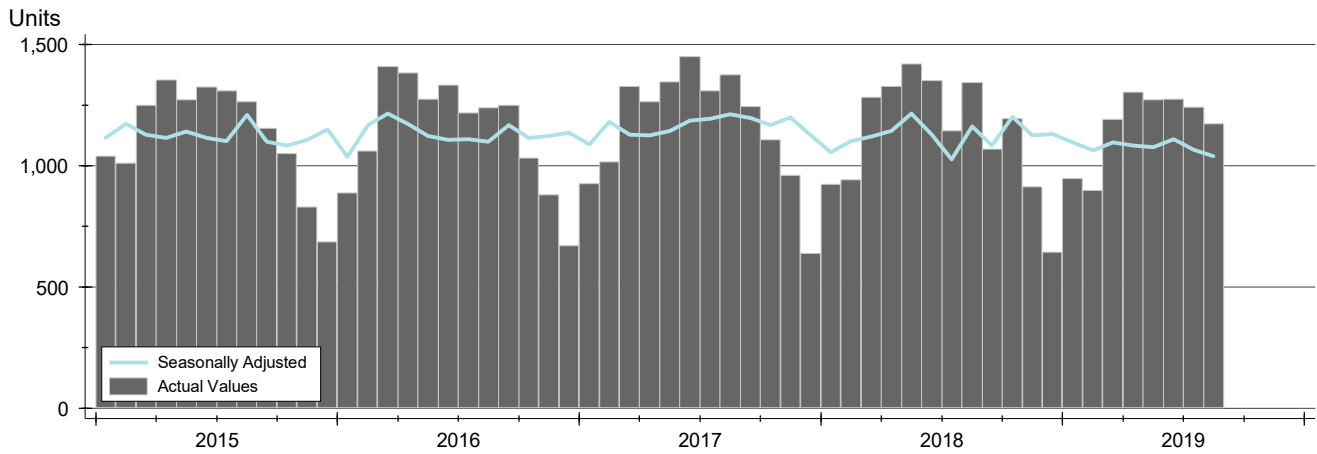


Month	2017	2018	2019
January	2.6	2.5	2.4
February	2.6	2.3	2.4
March	2.6	2.3	2.3
April	2.7	2.4	2.3
May	2.7	2.6	2.3
June	2.9	2.7	2.4
July	3.0	2.6	2.4
August	3.1	2.8	2.5
September	3.2	2.7	
October	3.1	2.9	
November	3.0	2.8	
December	2.5	2.5	

# NEW LISTINGS ANALYSIS

**HISTORY** >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 9/8/2019**



**SUMMARY** >>

Summary Statistics for New Listings		August		
		2019	2018	Change
Current Month	New Listings	<b>1,174</b>	1,342	-12.5%
	Volume (1,000s)	<b>219,622</b>	238,018	-7.7%
	Average List Price	<b>187,072</b>	177,361	5.5%
	Median List Price	<b>153,431</b>	150,000	2.3%
YTD	New Listings	<b>9,303</b>	9,727	-4.4%
	Volume (1,000s)	<b>1,789,599</b>	1,793,941	-0.2%
	Average List Price	<b>192,368</b>	184,429	4.3%
	Median List Price	<b>159,900</b>	154,900	3.2%

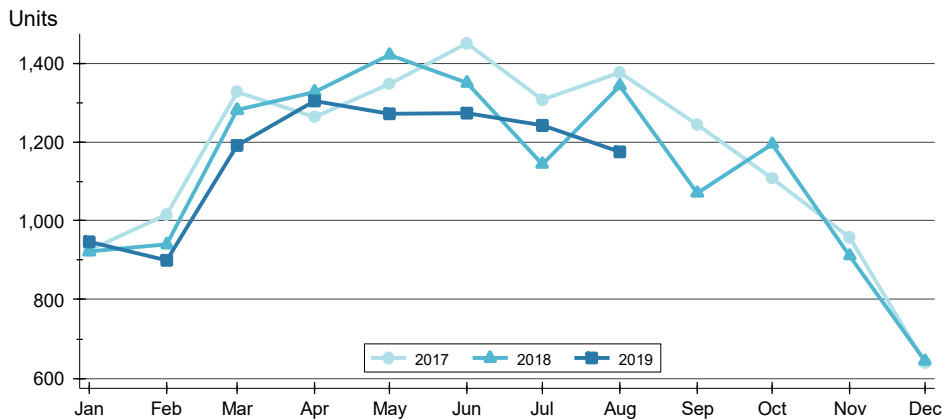
A total of 1,174 new listings were added in South Central Kansas during August, down 12.5% from the same month in 2018. Year-to-date South Central Kansas has seen 9,303 new listings.

The median list price of these homes was \$153,431 up from \$150,000 in 2018.

## NEW LISTINGS ANALYSIS

### BY MONTH >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 9/8/2019**



Month	2017	2018	2019
January	926	922	947
February	1,016	940	900
March	1,327	1,281	1,191
April	1,264	1,327	1,304
May	1,347	1,421	1,272
June	1,450	1,350	1,273
July	1,308	1,144	1,242
August	1,376	1,342	1,174
September	1,244	1,070	
October	1,107	1,195	
November	959	911	
December	638	644	

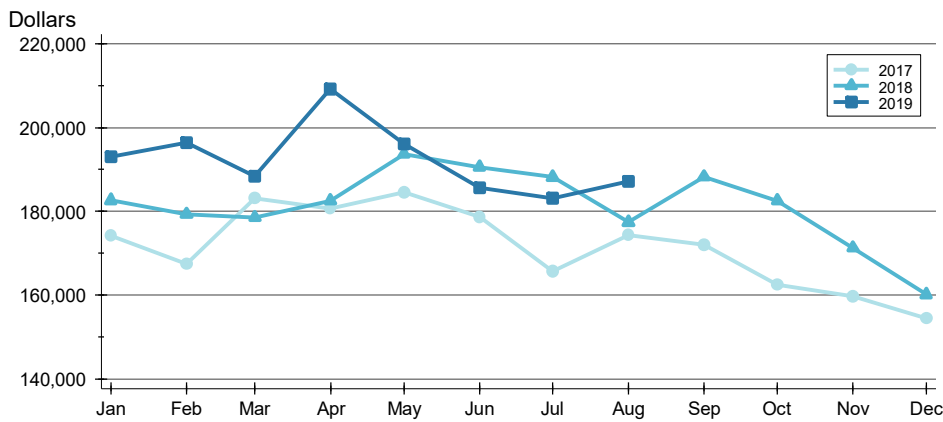
### BY PRICE RANGE >>

Price Range	New Listings			List Price	
	Number	Percent	Volume	Average	Median
Below \$25,000	40	3.4%	317	7,923	1,713
\$25,000-\$49,999	57	4.9%	2,234	39,201	39,900
\$50,000-\$99,999	223	19.0%	17,376	77,920	75,100
\$100,000-\$124,999	98	8.3%	11,094	113,200	115,000
\$125,000-\$149,999	127	10.8%	17,440	137,322	139,500
\$150,000-\$174,999	104	8.9%	16,852	162,037	160,000
\$175,000-\$199,999	101	8.6%	18,943	187,555	187,900
\$200,000-\$249,999	129	11.0%	28,943	224,368	225,000
\$250,000-\$299,999	80	6.8%	22,157	276,965	275,000
\$300,000-\$399,999	89	7.6%	30,834	346,449	349,900
\$400,000-\$499,999	37	3.2%	16,461	444,895	437,000
\$500,000-\$749,999	14	1.2%	8,513	608,104	587,500
\$750,000-\$999,999	14	1.2%	11,961	854,347	870,000
\$1,000,000 and up	5	0.4%	6,020	1,204,000	1,200,000
All price ranges	1,174	100.0%	219,622	187,072	153,431

# NEW LISTINGS ANALYSIS

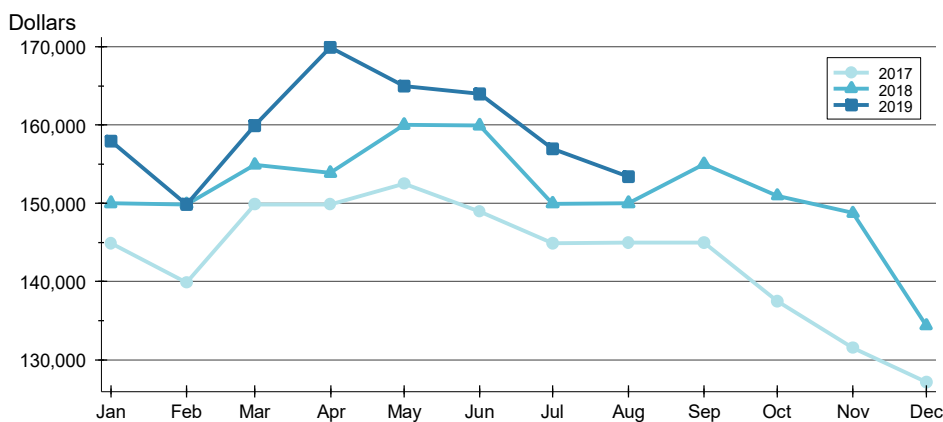
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 9/8/2019**

## AVERAGE PRICE



Month	2017	2018	2019
January	174,160	182,605	192,953
February	167,440	179,331	196,362
March	183,116	178,570	188,327
April	180,681	182,549	209,257
May	184,549	193,642	196,072
June	178,592	190,592	185,583
July	165,716	188,167	183,161
August	174,383	177,361	187,072
September	172,006	188,244	
October	162,387	182,565	
November	159,649	171,304	
December	154,423	160,113	

## MEDIAN PRICE

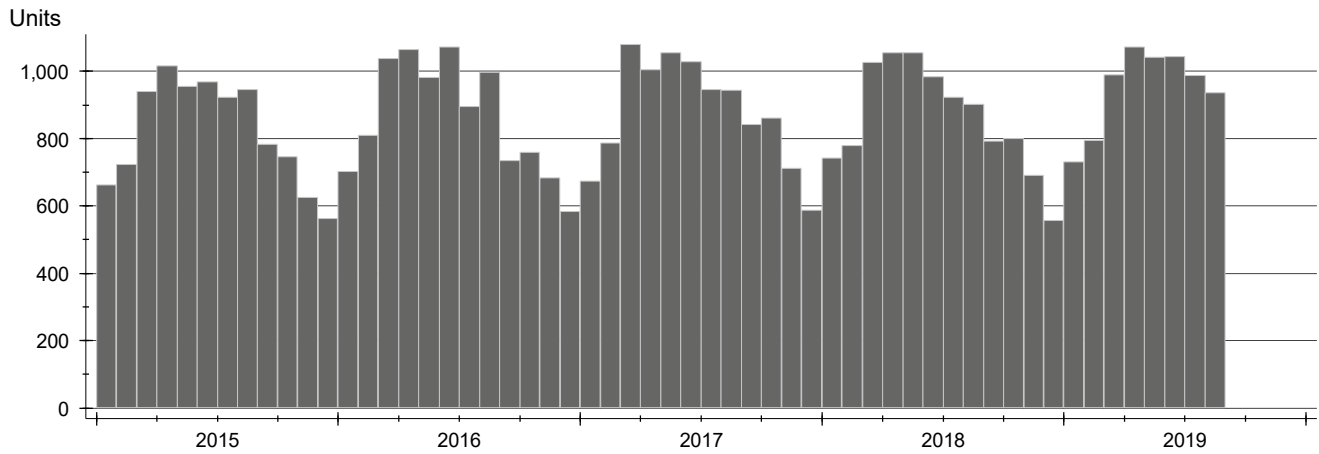


Month	2017	2018	2019
January	144,900	150,000	157,950
February	139,900	149,900	149,900
March	149,900	154,900	159,950
April	149,900	153,900	169,900
May	152,500	160,000	165,000
June	148,950	159,900	163,950
July	144,950	149,950	157,000
August	145,000	150,000	153,431
September	145,000	155,000	
October	137,500	150,950	
November	131,500	148,750	
December	127,200	134,375	

# CONTRACTS WRITTEN ANALYSIS

**HISTORY** >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 9/8/2019**



**SUMMARY** >>

Summary Statistics for Contracts Written		August			Year-to-Date		
		2019	2018	Change	2019	2018	Change
Closed Listings		<b>935</b>	901	3.8%	<b>7,591</b>	7,462	1.7%
Volume (1,000s)		<b>167,777</b>	161,625	3.8%	<b>1,352,217</b>	1,291,113	4.7%
Average	Sale Price	<b>179,440</b>	179,384	0.0%	<b>178,134</b>	173,025	3.0%
	Days on Market	<b>36</b>	44	-18.6%	<b>41</b>	45	-9.8%
	Percent of Original	<b>97.3%</b>	95.3%	2.2%	<b>96.4%</b>	95.9%	0.4%
Median	Sale Price	<b>155,000</b>	152,900	1.4%	<b>159,000</b>	149,900	6.1%
	Days on Market	<b>14</b>	21	-33.3%	<b>14</b>	18	-22.2%
	Percent of Original	<b>100.0%</b>	97.7%	2.4%	<b>98.8%</b>	98.0%	0.8%

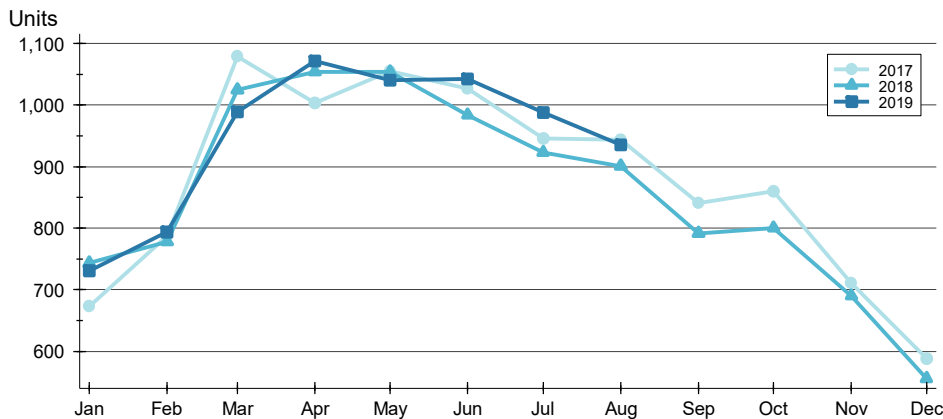
A total of 935 contracts for sale were written in South Central Kansas during the month of August, up from 901 in 2018. The median list price of these homes was \$155,000, up from \$152,900 the prior year.

Half of the homes that went under contract in August were on the market less than 14 days, compared to 21 days in August 2018.

# CONTRACTS WRITTEN ANALYSIS

## BY MONTH

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 9/8/2019**



Month	2017	2018	2019
January	673	743	731
February	787	778	794
March	1,079	1,025	989
April	1,004	1,054	1,072
May	1,055	1,054	1,040
June	1,027	984	1,042
July	946	923	988
August	944	901	935
September	841	792	
October	860	800	
November	711	690	
December	588	556	

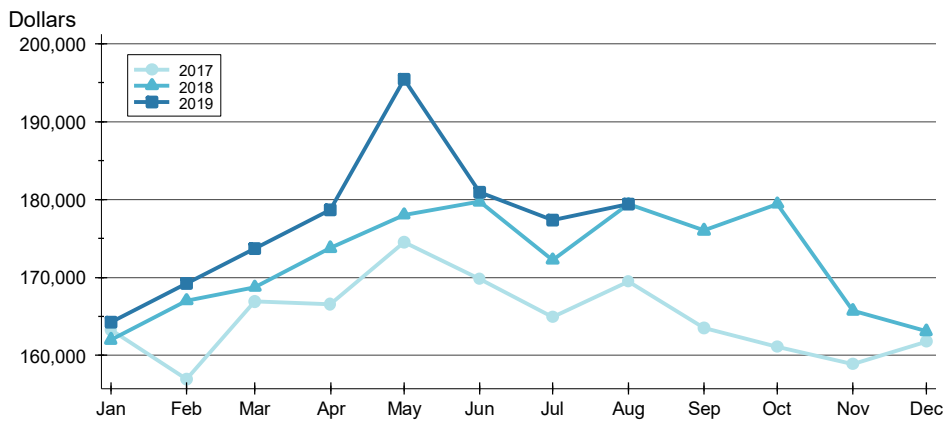
## BY PRICE RANGE

Price Range	Contracts Written			List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median
Below \$25,000	8	0.9%	144	17,950	20,450	58	46	74.2%	69.9%
\$25,000-\$49,999	51	5.5%	2,014	39,500	39,900	57	23	92.7%	100.0%
\$50,000-\$99,999	190	20.3%	15,030	79,108	79,900	36	14	95.9%	100.0%
\$100,000-\$124,999	82	8.8%	9,277	113,140	114,950	21	7	98.7%	100.0%
\$125,000-\$149,999	109	11.7%	14,865	136,372	135,000	22	8	98.7%	100.0%
\$150,000-\$174,999	102	10.9%	16,517	161,933	160,000	20	9	98.9%	100.0%
\$175,000-\$199,999	98	10.5%	18,312	186,857	185,000	25	13	98.7%	100.0%
\$200,000-\$249,999	104	11.1%	23,311	224,146	224,950	28	14	97.9%	100.0%
\$250,000-\$299,999	76	8.1%	20,642	271,602	269,900	54	30	97.1%	100.0%
\$300,000-\$399,999	58	6.2%	19,611	338,118	330,600	54	18	99.0%	100.0%
\$400,000-\$499,999	22	2.4%	9,959	452,683	450,000	63	26	98.5%	100.0%
\$500,000-\$749,999	10	1.1%	5,815	581,530	577,400	110	74	96.5%	97.6%
\$750,000-\$999,999	5	0.5%	4,093	818,540	789,900	258	105	94.6%	100.0%
\$1,000,000 and up	4	0.4%	5,315	1,328,750	1,345,000	86	65	97.1%	100.0%
All price ranges	935	100.0%	167,777	179,440	155,000	36	14	97.3%	100.0%

# CONTRACTS WRITTEN ANALYSIS

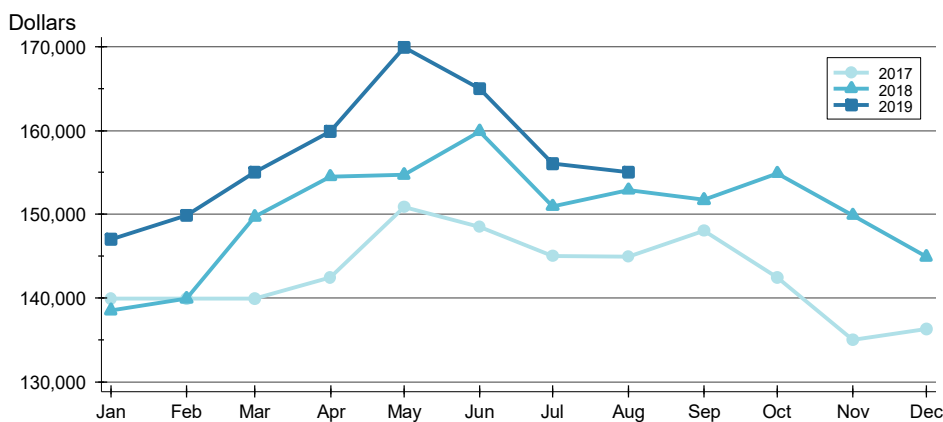
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 9/8/2019**

## AVERAGE PRICE >>



Month	2017	2018	2019
January	163,213	161,962	164,254
February	156,975	167,014	169,240
March	166,903	168,727	173,703
April	166,599	173,771	178,675
May	174,525	178,025	195,470
June	169,773	179,738	180,902
July	164,863	172,235	177,347
August	169,454	179,384	179,440
September	163,452	175,985	177,347
October	161,050	179,462	179,440
November	158,872	165,698	163,000
December	161,778	163,067	163,000

## MEDIAN PRICE >>

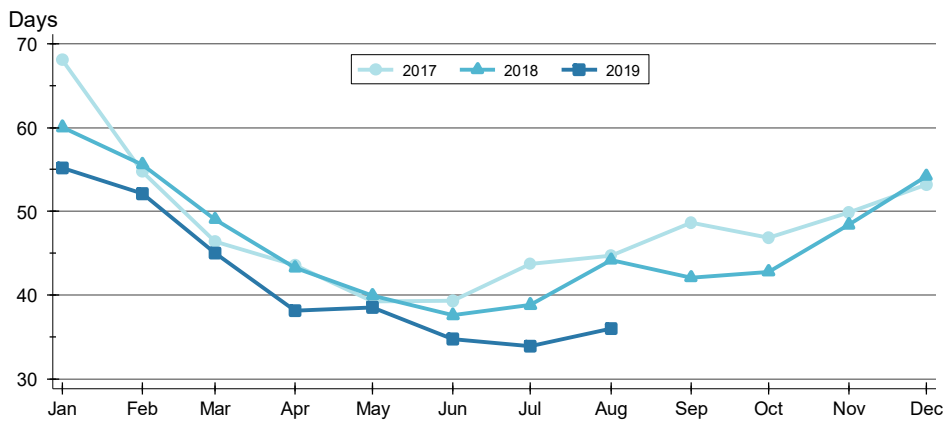


Month	2017	2018	2019
January	139,900	138,500	147,000
February	139,900	139,900	149,900
March	139,900	149,700	155,000
April	142,500	154,500	159,900
May	150,863	154,700	169,900
June	148,450	159,900	165,000
July	145,000	150,975	156,000
August	144,900	152,900	155,000
September	148,000	151,700	152,000
October	142,500	154,900	150,000
November	135,000	149,900	145,000
December	136,250	144,900	145,000

# CONTRACTS WRITTEN ANALYSIS

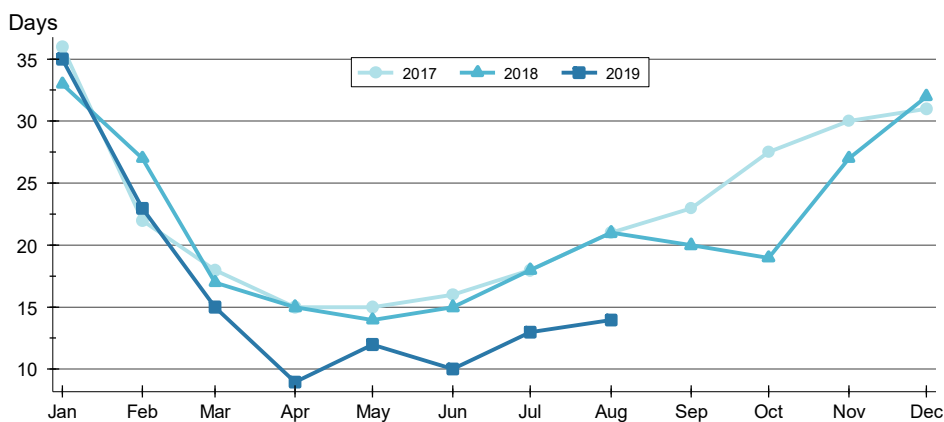
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 9/8/2019**

## AVERAGE DOM



Month	2017	2018	2019
January	68	60	55
February	55	56	52
March	46	49	45
April	44	43	38
May	39	40	38
June	39	38	35
July	44	39	34
August	45	44	36
September	49	42	
October	47	43	
November	50	48	
December	53	54	

## MEDIAN DOM

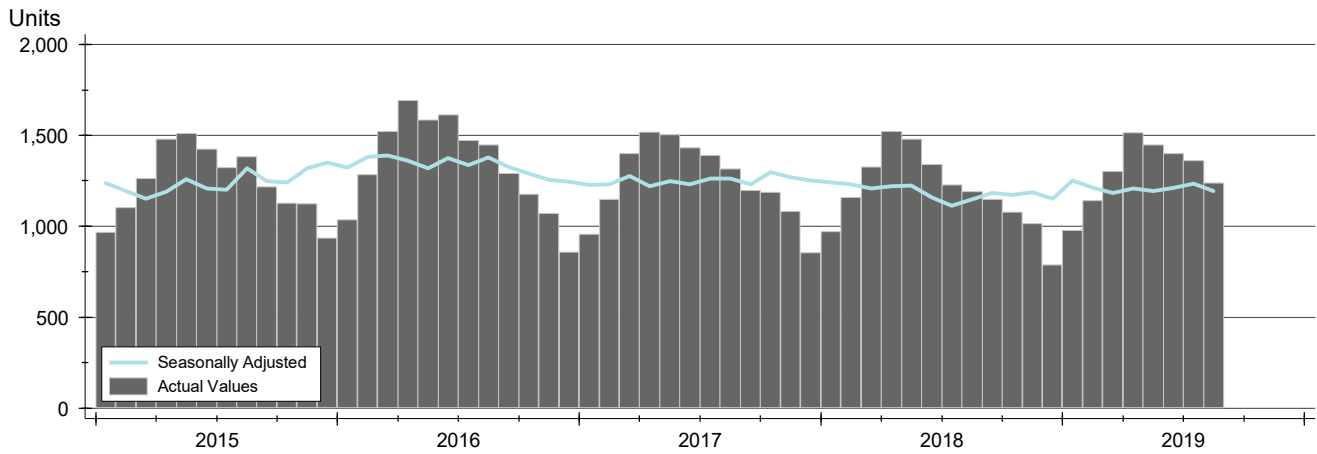


Month	2017	2018	2019
January	36	33	35
February	22	27	23
March	18	17	15
April	15	15	9
May	15	14	12
June	16	15	10
July	18	18	13
August	21	21	14
September	23	20	
October	28	19	
November	30	27	
December	31	32	

# PENDING CONTRACTS ANALYSIS

## HISTORY >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 9/8/2019**



## SUMMARY >>

Summary Statistics for Active Listings		End of August		
		2019	2018	Change
Active Listings		<b>1,236</b>	1,193	3.6%
Volume (1,000s)		<b>239,638</b>	225,731	6.2%
Average	List Price	<b>193,882</b>	189,213	2.5%
	Days on Market	<b>39</b>	43	-10.2%
	Percent of Original	<b>98.3%</b>	98.0%	0.3%
Median	List Price	<b>164,900</b>	160,000	3.1%
	Days on Market	<b>13</b>	17	-23.5%
	Percent of Original	<b>100.0%</b>	100.0%	0.0%

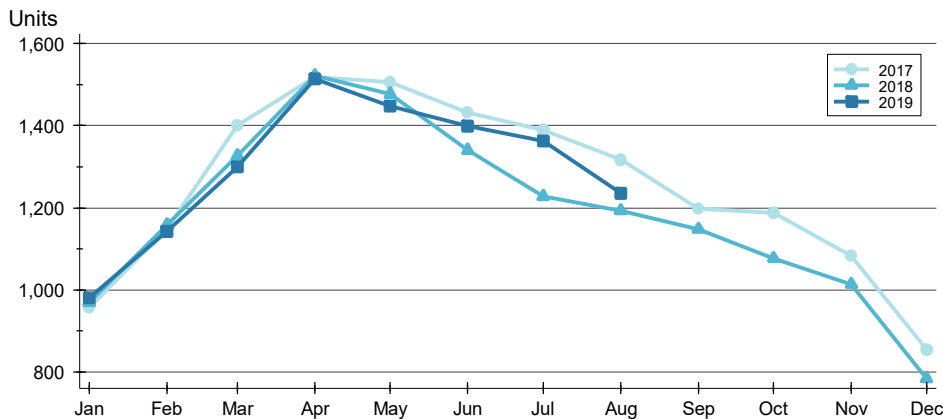
A total of 1,236 listings in South Central Kansas had contracts pending at the end of August, up from 1,193 contracts pending at the end of August 2018.

Pending contracts reflect listings with a contract in place at the end of the month. In contrast, contracts written measures the number of listings put under contract during the month.

# PENDING CONTRACTS ANALYSIS

## BY MONTH >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 9/8/2019**



Month	2017	2018	2019
January	957	970	980
February	1,149	1,159	1,143
March	1,400	1,326	1,300
April	1,518	1,521	1,514
May	1,505	1,477	1,447
June	1,432	1,340	1,399
July	1,390	1,228	1,363
August	1,317	1,193	1,236
September	1,197	1,148	1,188
October	1,188	1,077	1,083
November	1,083	1,014	1,014
December	855	785	785

## BY PRICE RANGE >>

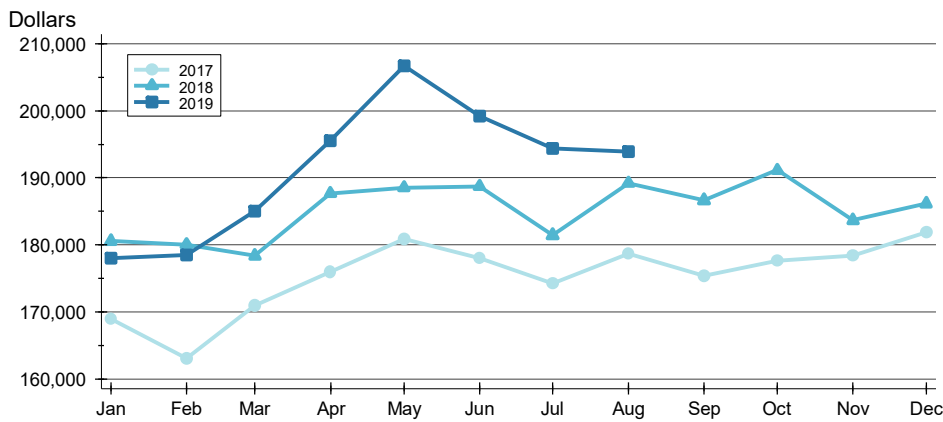
Price Range	Contracts Written			List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median
Below \$25,000	8	0.6%	131	16,375	18,450	78	46	85.2%	86.1%
\$25,000-\$49,999	36	2.9%	1,462	40,602	44,700	82	41	95.3%	100.0%
\$50,000-\$99,999	241	19.5%	18,957	78,658	79,900	49	15	96.8%	100.0%
\$100,000-\$124,999	112	9.1%	12,652	112,966	114,950	20	6	99.2%	100.0%
\$125,000-\$149,999	135	10.9%	18,591	137,709	138,415	20	11	98.9%	100.0%
\$150,000-\$174,999	130	10.5%	21,114	162,412	160,250	26	11	98.8%	100.0%
\$175,000-\$199,999	136	11.0%	25,501	187,506	185,550	31	11	99.0%	100.0%
\$200,000-\$249,999	137	11.1%	30,576	223,179	220,000	27	14	98.5%	100.0%
\$250,000-\$299,999	109	8.8%	29,859	273,937	272,733	41	19	98.4%	100.0%
\$300,000-\$399,999	104	8.4%	35,745	343,705	339,900	46	3	99.8%	100.0%
\$400,000-\$499,999	39	3.2%	17,266	442,723	440,000	57	20	98.8%	100.0%
\$500,000-\$749,999	17	1.4%	10,068	592,208	574,900	135	72	98.6%	100.0%
\$750,000-\$999,999	6	0.5%	4,873	812,117	784,950	216	67	95.5%	100.0%
\$1,000,000 and up	7	0.6%	9,162	1,308,817	1,350,000	54	10	104.5%	100.0%
All price ranges	1,236	100.0%	239,638	193,882	164,900	39	13	98.3%	100.0%



**PENDING CONTRACTS ANALYSIS**

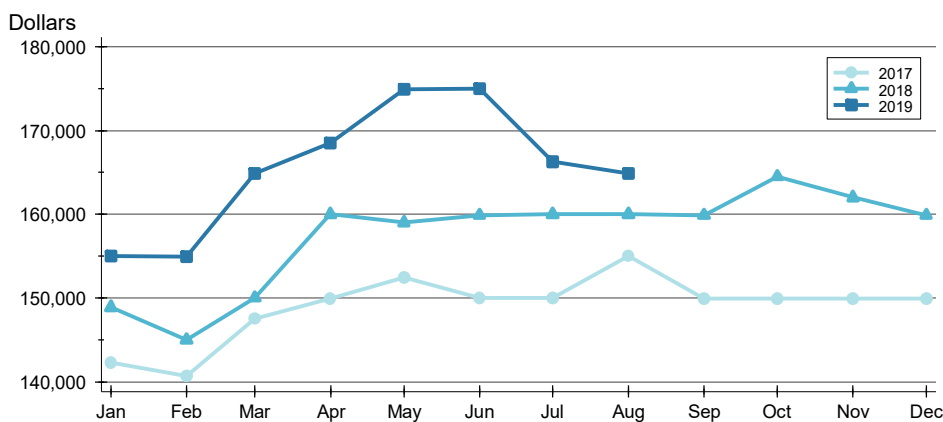
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 9/8/2019**

**AVERAGE PRICE** >>



Month	2017	2018	2019
January	168,915	180,564	177,966
February	163,082	180,022	178,468
March	170,903	178,347	185,022
April	175,952	187,633	195,583
May	180,836	188,503	206,721
June	177,943	188,722	199,174
July	174,214	181,440	194,369
August	178,618	189,213	193,882
September	175,363	186,663	193,882
October	177,592	191,150	193,882
November	178,336	183,647	193,882
December	181,887	186,152	193,882

**MEDIAN PRICE** >>

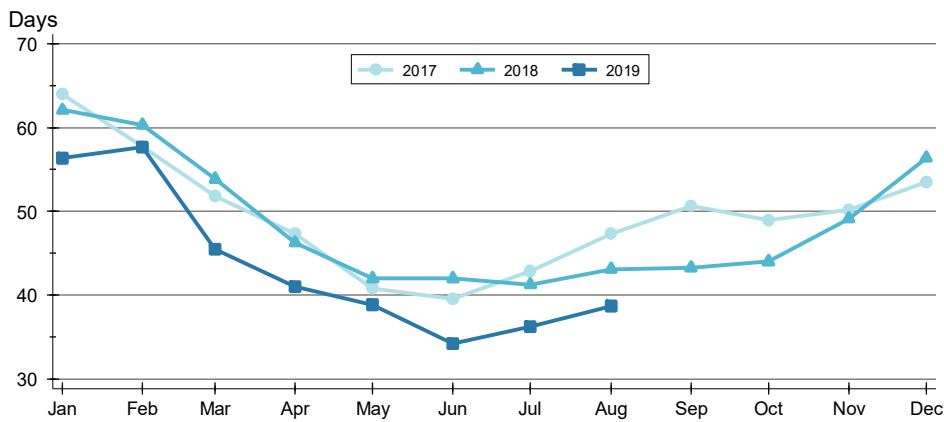


Month	2017	2018	2019
January	142,250	148,900	155,000
February	140,650	145,000	154,900
March	147,500	150,000	164,900
April	149,900	160,000	168,500
May	152,500	159,000	174,900
June	150,000	159,900	175,000
July	150,000	160,000	166,250
August	155,000	160,000	164,900
September	149,900	159,900	164,900
October	149,900	164,500	164,900
November	149,900	162,000	164,900
December	149,950	159,900	164,900

# PENDING CONTRACTS ANALYSIS

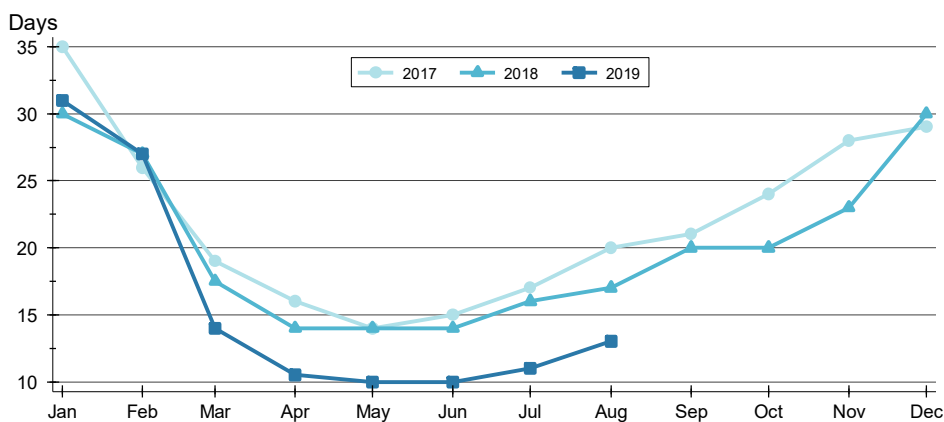
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 9/8/2019**

## AVERAGE DOM



Month	2017	2018	2019
January	64	62	56
February	58	60	58
March	52	54	45
April	47	46	41
May	41	42	39
June	40	42	34
July	43	41	36
August	47	43	39
September	51	43	51
October	49	44	50
November	50	49	50
December	53	56	56

## MEDIAN DOM



Month	2017	2018	2019
January	35	30	31
February	26	27	27
March	19	18	14
April	16	14	11
May	14	14	10
June	15	14	10
July	17	16	11
August	20	17	13
September	21	20	21
October	24	20	24
November	28	23	28
December	29	30	30



South Central Kansas MLS

## South Central Kansas MLS

170 W. Dewey, Wichita, KS 67202

[www.sckrealtors.com](http://www.sckrealtors.com)

October 10, 2019

### South Central Kansas MLS Releases Home Sales Figures for September 2019

Homes sales in South Central Kansas rose by 2.0% in September compared to the prior year. Sales in September 2019 totaled 851 units, up from 834 in 2018.

Among existing homes, 808 units sold in September, an increase of 3.6% from 780 units that sold in 2018. The average sale price of existing homes was \$170,332. This represents an increase of 7.9% from the September 2018 average price of \$157,857.

For new construction, 43 sales occurred in September, down from 54 units the prior year, a decrease of 20.4%. The average sale price of new homes in September was \$305,069, down 8.3% from the same period last year.

A total of 863 contracts for sale were written in September 2019, up from 792 in September 2018. This is an increase of 9.0%. Contracts written during the month reflect, in part, sales that are set to close in the near future.

The inventory of active listings in South Central Kansas stood at 2,049 units at the end of September, which is down from 2,395 homes that were on the market at the end of September last year. At the current rate of sales, this figure represents 2.3 months' supply of homes on the market.

For questions and/or comments, please contact South Central Kansas MLS President Dwyn Thudium at [dwynt@crownthree.com](mailto:dwynt@crownthree.com).





## MARKET OVERVIEW >>

### South Central Kansas Home Sales Rose in September

Total home sales in South Central Kansas rose by 2.0% last month to 851 units, compared to 834 units in September 2018. Total sales volume was \$150.7 million, up 6.8% from a year earlier.

The median sale price in September was \$155,000, up from \$149,700 a year earlier. Homes that sold in September were typically on the market for 14 days and sold for 99.5% of their list prices.

### South Central Kansas Active Listings Down at End of September

The total number of active listings in South Central Kansas at the end of September was 2,049 units, down from 2,395 at the same point in 2018. This represents a 2.3 months' supply of homes available for sale. The median list price of homes on the market at the end of September was \$199,500.

During September, a total of 863 contracts were written up from 792 in September 2018. At the end of the month, there were 1,211 contracts pending, compared to 1,148 at the end of September 2018.

### Your Association Working for You!

The South Central Kansas MLS statistical reports are one of the many benefits you receive from being a member of the REALTORS® of South Central Kansas. Through a partnership with the Kansas Association of REALTORS®, we will send you these reports each month to help you better serve your clients and promote your business.

Entire MLS System		September		
Current Month		2019	2018	Change
Summary Statistics				
Home Sales		851	834	2.0%
Active Listings		2,049	2,395	-14.4%
Months' Supply		2.3	2.7	-13.9%
New Listings		979	1,070	-8.5%
Contracts Written		863	792	9.0%
Pending Contracts		1,211	1,148	5.5%
Sales Volume (1,000s)		150,746	141,102	6.8%
Average	Sale Price	177,140	169,187	4.7%
	List Price of Actives	258,524	238,982	8.2%
	Days on Market	34	46	-27.3%
	Percent of List	98.2%	97.7%	0.6%
	Percent of Original	96.4%	95.4%	1.1%
Median	Sale Price	155,000	149,700	3.5%
	List Price of Actives	199,500	179,500	11.1%
	Days on Market	14	20	-30.0%
	Percent of List	99.5%	99.3%	0.2%
	Percent of Original	97.9%	97.9%	0.0%

## REPORT CONTENTS >>

- [Three-Year Comparisons](#) – Page 2
- [Year-to-Date Statistics](#) – Page 3
- [Closed Listings Analysis](#) – Page 4
- [Active Listings Analysis](#) – Page 8
- [Months' Supply Analysis](#) – Page 12
- [New Listings Analysis](#) – Page 13
- [Contracts Written Analysis](#) – Page 16
- [Pending Contracts Analysis](#) – Page 20



SEPTEMBER 2019 >>

# OUTH CENTRAL KANSAS MLS STATISTICS



South Central Kansas MLS

## THREE-YEAR COMPARISONS

### SUMMARY >>

BREAKDOWNS BY HOME TYPE  
ENTIRE MLS SYSTEM  
AS OF 10/8/2019

September MLS Statistics		2019			2018			2017			
By Property Type		Total	Existing	New	Total	Existing	New	Total	Existing	New	
Home Sales		<b>851</b>	<b>808</b>	<b>43</b>	834	780	54	896	836	60	
	Change from prior year	2.0%	3.6%	-20.4%	-6.9%	-6.7%	-10.0%	-1.3%	-1.6%	3.4%	
Active Listings		<b>2,049</b>	<b>1,763</b>	<b>286</b>	2,395	2,151	244	2,774	2,470	304	
	Change from prior year	-14.4%	-18.0%	17.2%	-13.7%	-12.9%	-19.7%	2.4%	1.3%	12.6%	
Months' Supply		<b>2.3</b>	<b>2.2</b>	<b>5.0</b>	2.7	2.6	4.0	3.2	3.1	5.2	
	Change from prior year	-13.9%	-17.9%	26.3%	-15.1%	-14.2%	-23.6%	0.5%	-0.4%	7.6%	
New Listings		<b>979</b>	<b>929</b>	<b>50</b>	1,070	1,004	66	1,244	1,103	141	
	Change from prior year	-8.5%	-7.5%	-24.2%	-14.0%	-9.0%	-53.2%	-0.4%	-6.7%	110.4%	
Contracts Written		<b>863</b>	<b>818</b>	<b>45</b>	792	741	51	841	778	63	
	Change from prior year	9.0%	10.4%	-11.8%	-5.8%	-4.8%	-19.0%	14.6%	12.1%	57.5%	
Pending Contracts		<b>1,211</b>	<b>1,051</b>	<b>160</b>	1,148	992	156	1,197	1,020	177	
	Change from prior year	5.5%	5.9%	2.6%	-4.1%	-2.7%	-11.9%	-7.2%	-11.2%	25.5%	
Sales Volume (1,000s)		<b>150,746</b>	<b>137,628</b>	<b>13,118</b>	141,102	123,128	17,973	145,138	127,407	17,731	
	Change from prior year	6.8%	11.8%	-27.0%	-2.8%	-3.4%	1.4%	1.7%	2.8%	-5.7%	
Average	Sale Price	<b>177,140</b>	<b>170,332</b>	<b>305,069</b>	169,187	157,857	332,841	161,985	152,401	295,519	
		Change from prior year	4.7%	7.9%	-8.3%	4.4%	3.6%	12.6%	3.1%	4.6%	-8.9%
	List Price of Actives	<b>258,524</b>	<b>247,347</b>	<b>325,585</b>	238,982	228,685	328,570	216,820	204,226	316,247	
		Change from prior year	8.2%	8.2%	-0.9%	10.2%	12.0%	3.9%	1.0%	0.5%	0.6%
	Days on Market	<b>34</b>	<b>33</b>	<b>45</b>	46	44	76	48	44	108	
		Change from prior year	-27.3%	-25.2%	-41.1%	-3.3%	1.4%	-29.2%	11.6%	7.6%	38.5%
Percent of List		<b>98.2%</b>	<b>97.9%</b>	<b>103.3%</b>	97.7%	97.3%	102.3%	97.4%	97.2%	100.1%	
		Change from prior year	0.6%	0.6%	1.0%	0.3%	0.1%	2.2%	-0.1%	0.0%	-1.3%
	Percent of Original	<b>96.4%</b>	<b>96.0%</b>	<b>103.4%</b>	95.4%	94.7%	103.6%	95.2%	94.8%	100.6%	
	Change from prior year	1.1%	1.3%	-0.2%	0.1%	-0.1%	3.0%	-0.5%	-0.4%	-1.9%	
Median	Sale Price	<b>155,000</b>	<b>151,000</b>	<b>282,740</b>	149,700	142,250	285,829	142,000	135,000	274,825	
		Change from prior year	3.5%	6.2%	-1.1%	5.4%	5.4%	4.0%	0.4%	0.0%	2.0%
	List Price of Actives	<b>199,500</b>	<b>175,000</b>	<b>290,668</b>	179,500	164,000	289,900	165,000	149,900	277,663	
		Change from prior year	11.1%	6.7%	0.3%	8.8%	9.4%	4.4%	6.5%	7.1%	5.0%
	Days on Market	<b>14</b>	<b>14</b>	<b>11</b>	20	21	1	22	22	18	
		Change from prior year	-30.0%	-33.3%	1000.0%	-9.1%	-4.5%	-94.3%	12.8%	10.0%	1650.0%
Percent of List	<b>99.5%</b>	<b>99.3%</b>	<b>101.8%</b>	99.3%	99.0%	100.0%	98.8%	98.6%	100.0%		
	Change from prior year	0.2%	0.3%	1.8%	0.5%	0.4%	0.0%	-0.1%	0.1%	-0.5%	
Percent of Original	<b>97.9%</b>	<b>97.6%</b>	<b>101.9%</b>	97.9%	97.5%	101.1%	97.0%	96.7%	100.0%		
	Change from prior year	0.0%	0.0%	0.8%	1.0%	0.9%	1.1%	-0.6%	-0.5%	-0.5%	



SEPTEMBER 2019 >>

# SOUTH CENTRAL KANSAS MLS STATISTICS



South Central Kansas MLS

## YEAR-TO-DATE STATISTICS

### SUMMARY >>

YTD BREAKDOWNS BY HOME TYPE  
ENTIRE MLS SYSTEM  
AS OF 10/8/2019

Year-to-Date Activity		2019			2018			2017			
By Property Type		Total	Existing	New	Total	Existing	New	Total	Existing	New	
Home Sales		<b>8,086</b>	<b>7,587</b>	<b>499</b>	8,007	7,447	560	7,950	7,445	505	
	Change from prior year	1.0%	1.9%	-10.9%	0.7%	0.0%	10.9%	-0.2%	0.1%	-4.5%	
New Listings		<b>10,343</b>	<b>9,710</b>	<b>633</b>	10,798	10,123	675	11,258	10,422	836	
	Change from prior year	-4.2%	-4.1%	-6.2%	-4.1%	-2.9%	-19.3%	1.8%	0.6%	21.2%	
Contracts Written		<b>8,472</b>	<b>7,981</b>	<b>491</b>	8,254	7,689	565	8,356	7,770	586	
	Change from prior year	2.6%	3.8%	-13.1%	-1.2%	-1.0%	-3.6%	0.8%	0.6%	3.5%	
Sales Volume (1,000s)		<b>1,392,748</b>	<b>1,233,755</b>	<b>158,992</b>	1,322,917	1,147,218	175,699	1,265,021	1,113,336	151,684	
	Change from prior year	5.3%	7.5%	-9.5%	4.6%	3.0%	15.8%	1.1%	1.8%	-4.1%	
Average	Sale Price	<b>172,263</b>	<b>162,636</b>	<b>318,622</b>	165,220	154,051	313,748	159,122	149,541	300,365	
		Change from prior year	4.3%	5.6%	1.6%	3.8%	3.0%	4.5%	1.2%	1.7%	0.4%
	Days on Market	<b>41</b>	<b>39</b>	<b>70</b>	46	42	99	47	45	89	
		Change from prior year	-11.6%	-7.9%	-29.5%	-2.1%	-4.8%	10.9%	-11.5%	-9.6%	-21.8%
	Percent of List	<b>97.9%</b>	<b>97.6%</b>	<b>102.5%</b>	97.8%	97.5%	101.7%	97.5%	97.2%	101.6%	
	Change from prior year	0.1%	0.1%	0.8%	0.3%	0.3%	0.1%	0.1%	0.1%	0.3%	
	Percent of Original	<b>96.1%</b>	<b>95.6%</b>	<b>103.3%</b>	95.8%	95.3%	102.3%	95.3%	94.8%	102.1%	
	Change from prior year	0.3%	0.4%	0.9%	0.5%	0.5%	0.2%	0.1%	0.1%	0.6%	
Median	Sale Price	<b>153,000</b>	<b>145,660</b>	<b>284,946</b>	145,000	138,000	277,908	139,000	132,500	264,895	
		Change from prior year	5.5%	5.6%	2.5%	4.3%	4.2%	4.9%	2.3%	1.9%	2.7%
	Days on Market	<b>15</b>	<b>15</b>	<b>5</b>	19	19	27	21	20	22	
		Change from prior year	-21.1%	-21.1%	-81.5%	-7.3%	-5.0%	22.7%	-14.6%	-16.7%	-53.2%
	Percent of List	<b>99.5%</b>	<b>99.2%</b>	<b>100.0%</b>	99.2%	98.8%	100.0%	99.1%	98.8%	100.0%	
	Change from prior year	0.3%	0.3%	0.0%	0.1%	0.1%	0.0%	0.3%	0.3%	0.0%	
	Percent of Original	<b>98.2%</b>	<b>97.8%</b>	<b>101.1%</b>	97.9%	97.5%	100.8%	97.7%	97.3%	100.1%	
	Change from prior year	0.3%	0.3%	0.3%	0.2%	0.3%	0.7%	0.1%	0.1%	0.1%	



# SEPTEMBER 2019 >>

## SOUTH CENTRAL KANSAS MLS STATISTICS

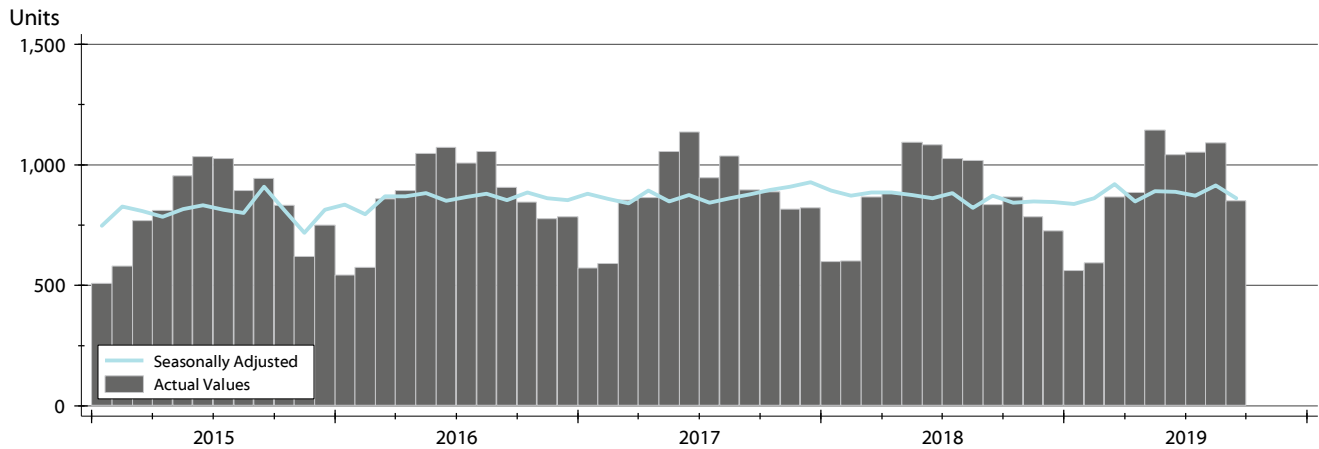


South Central Kansas MLS

### CLOSED LISTINGS ANALYSIS

#### HISTORY >>

ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 10/8/2019



#### SUMMARY >>

Summary Statistics for Closed Listings		September			Year-to-Date		
		2019	2018	Change	2019	2018	Change
Closed Listings		851	834	2.0%	8,086	8,007	1.0%
Volume (1,000s)		150,746	141,102	6.8%	1,392,748	1,322,917	5.3%
Average	Sale Price	177,140	169,187	4.7%	172,263	165,220	4.3%
	Days on Market	34	46	-27.3%	41	46	-11.6%
	Percent of List	98.2%	97.7%	0.6%	97.9%	97.8%	0.1%
	Percent of Original	96.4%	95.4%	1.1%	96.1%	95.8%	0.3%
Median	Sale Price	155,000	149,700	3.5%	153,000	145,000	5.5%
	Days on Market	14	20	-30.0%	15	19	-21.1%
	Percent of List	99.5%	99.3%	0.2%	99.5%	99.2%	0.3%
	Percent of Original	97.9%	97.9%	0.0%	98.2%	97.9%	0.3%

A total of 851 homes sold in South Central Kansas in September, up from 834 units in September 2018. Total sales volume rose to \$150.7 million compared to \$141.1 million in the previous year.

The median sales price in September was \$155,000, up 3.5% compared to the prior year. Median days on market was 14 days, up from 12 days in August, but down from 20 in September 2018.



# SEPTEMBER 2019 >>

## SOUTH CENTRAL KANSAS MLS STATISTICS

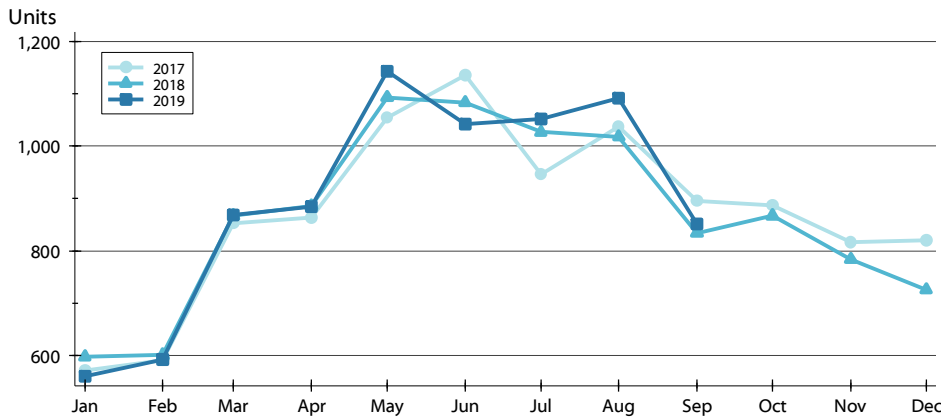


South Central Kansas MLS

### CLOSED LISTINGS ANALYSIS

#### BY MONTH >>

ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 10/8/2019



Month	2017	2018	2019
January	571	598	561
February	591	601	593
March	853	867	868
April	864	886	885
May	1,055	1,093	1,143
June	1,136	1,083	1,042
July	946	1,027	1,052
August	1,038	1,018	1,091
September	896	834	851
October	887	867	-
November	817	784	-
December	821	726	-

#### BY PRICE RANGE >>

Price Range	Sales			Sale Price		Days on Market		Price as % of List		Price as % of Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median	Average	Median
Below \$25,000	19	2.2%	327	17,187	19,000	54	29	93.5%	89.5%	90.6%	85.7%
\$25,000-\$49,999	49	5.8%	1,831	37,361	37,000	39	26	95.7%	95.8%	92.1%	90.6%
\$50,000-\$99,999	150	17.6%	11,207	74,711	74,250	40	16	96.7%	98.7%	93.6%	95.7%
\$100,000-\$124,999	88	10.3%	9,845	111,873	112,250	22	9	98.3%	100.0%	96.9%	98.2%
\$125,000-\$149,999	95	11.2%	13,020	137,055	138,000	27	11	98.3%	100.0%	97.1%	97.8%
\$150,000-\$174,999	105	12.3%	16,937	161,305	160,000	27	9	98.8%	99.8%	97.8%	99.1%
\$175,000-\$199,999	81	9.5%	15,088	186,268	185,000	20	9	99.3%	100.0%	98.5%	100.0%
\$200,000-\$249,999	105	12.3%	23,309	221,993	220,000	25	16	99.5%	100.0%	97.7%	98.6%
\$250,000-\$299,999	66	7.8%	17,998	272,696	272,175	40	26	98.9%	100.0%	96.7%	98.2%
\$300,000-\$399,999	55	6.5%	18,838	342,516	339,900	48	12	99.5%	99.5%	99.0%	98.8%
\$400,000-\$499,999	18	2.1%	8,053	447,403	445,500	80	35	98.5%	98.5%	96.5%	97.7%
\$500,000-\$749,999	15	1.8%	9,157	610,436	575,000	73	50	96.8%	97.0%	91.9%	94.4%
\$750,000-\$999,999	3	0.4%	2,647	882,333	940,000	55	9	95.9%	97.4%	93.5%	97.4%
\$1,000,000 and up	2	0.2%	2,490	1,245,000	1,245,000	14	14	94.2%	94.2%	94.2%	94.2%
All price ranges	851	100.0%	150,746	177,140	155,000	34	14	98.2%	99.5%	96.4%	97.9%



SEPTEMBER 2019 >>

# SOUTH CENTRAL KANSAS MLS STATISTICS

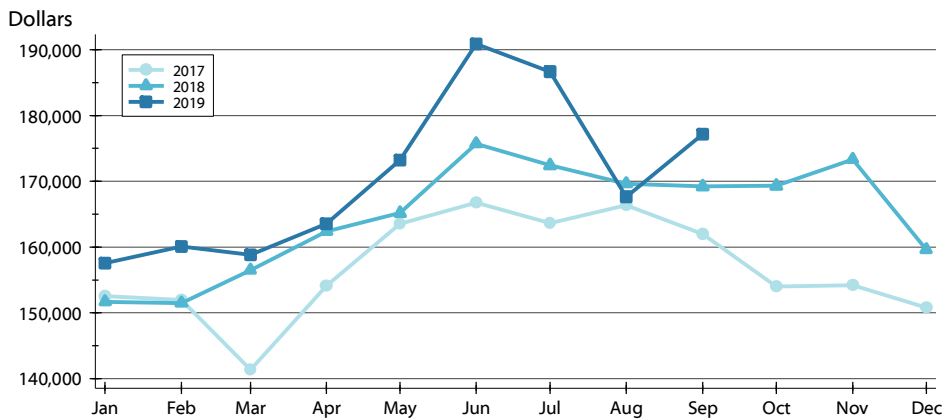


South Central Kansas MLS

## CLOSED LISTINGS ANALYSIS

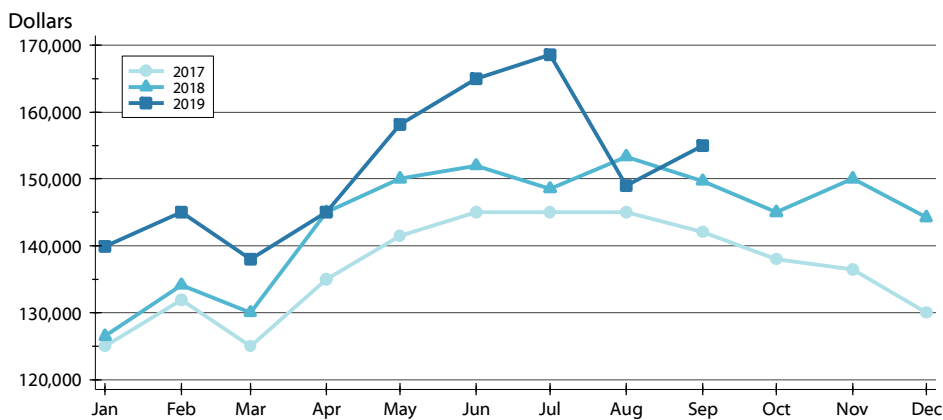
### AVERAGE PRICE >>

ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 10/8/2019



Month	2017	2018	2019
January	152,481	151,661	157,563
February	151,891	151,459	160,108
March	141,375	156,465	158,778
April	154,073	162,387	163,545
May	163,487	165,156	173,250
June	166,721	175,695	190,909
July	163,608	172,443	186,716
August	166,367	169,620	167,649
September	161,984	169,187	177,140
October	154,015	169,281	
November	154,162	173,356	
December	150,792	159,588	

### MEDIAN PRICE >>



Month	2017	2018	2019
January	125,000	126,500	139,900
February	131,900	134,150	145,000
March	125,000	130,000	138,000
April	135,000	145,000	145,000
May	141,500	150,000	158,125
June	145,000	152,000	165,000
July	145,000	148,500	168,550
August	145,000	153,350	149,000
September	142,000	149,700	155,000
October	138,000	145,000	
November	136,400	150,000	
December	130,000	144,250	



SEPTEMBER 2019 >>

# SOUTH CENTRAL KANSAS MLS STATISTICS

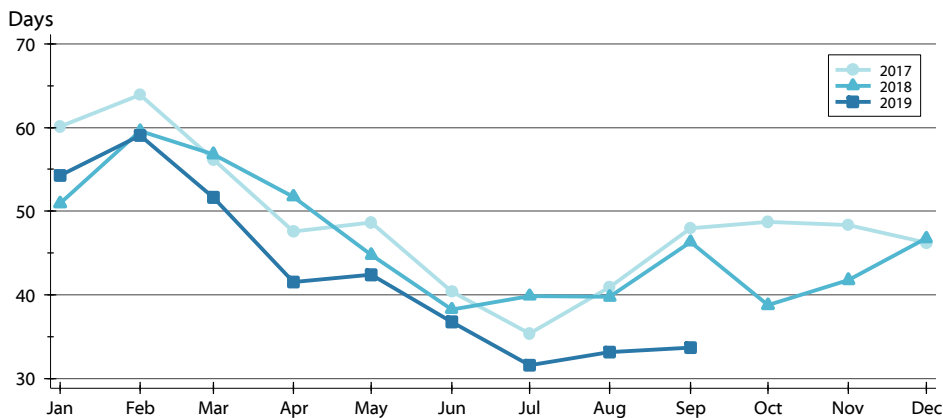


South Central Kansas MLS

## CLOSED LISTINGS ANALYSIS

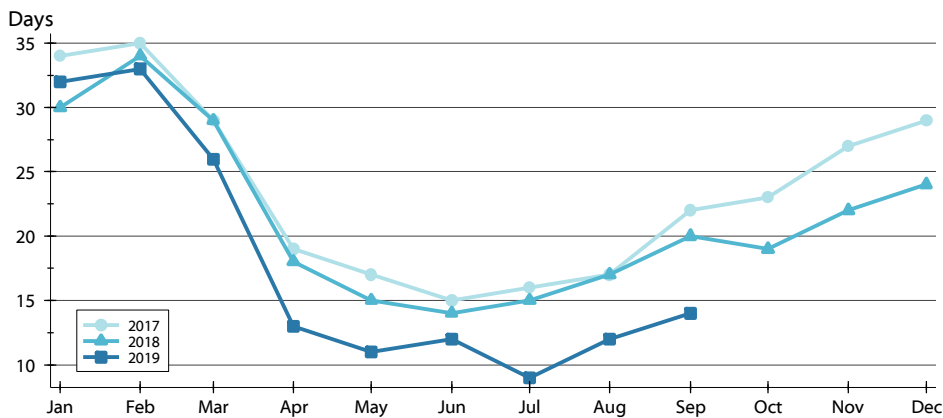
### AVERAGE DOM >>

ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 10/8/2019



Month	2017	2018	2019
January	60	51	54
February	64	60	59
March	56	57	52
April	48	52	42
May	49	45	42
June	40	38	37
July	35	40	32
August	41	40	33
September	48	46	34
October	49	39	
November	48	42	
December	46	47	

### MEDIAN DOM >>



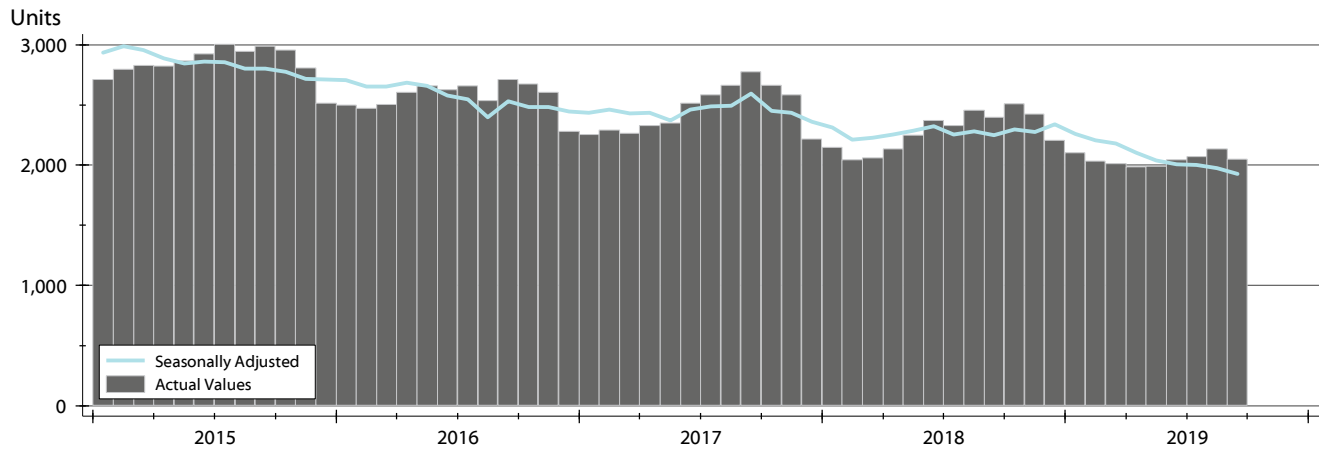
Month	2017	2018	2019
January	34	30	32
February	35	34	33
March	29	29	26
April	19	18	13
May	17	15	11
June	15	14	12
July	16	15	9
August	17	17	12
September	22	20	14
October	23	19	
November	27	22	
December	29	24	



## ACTIVE LISTINGS ANALYSIS

### HISTORY >>

ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 10/8/2019



### SUMMARY >>

Summary Statistics for Active Listings		End of September		
		2019	2018	Change
Active Listings		<b>2,049</b>	2,395	-14.4%
Months' Supply		<b>2.3</b>	2.7	-13.9%
Volume (1,000s)		<b>529,716</b>	572,361	-7.5%
Average	List Price	<b>258,524</b>	238,982	8.2%
	Days on Market	<b>87</b>	92	-5.9%
	Percent of Original	<b>97.1%</b>	97.2%	-0.1%
Median	List Price	<b>199,500</b>	179,500	11.1%
	Days on Market	<b>49</b>	56	-12.5%
	Percent of Original	<b>100.0%</b>	100.0%	0.0%

A total of 2,049 homes were available for sale in South Central Kansas at the end of September. This represents a 2.3 months' supply of active listings.

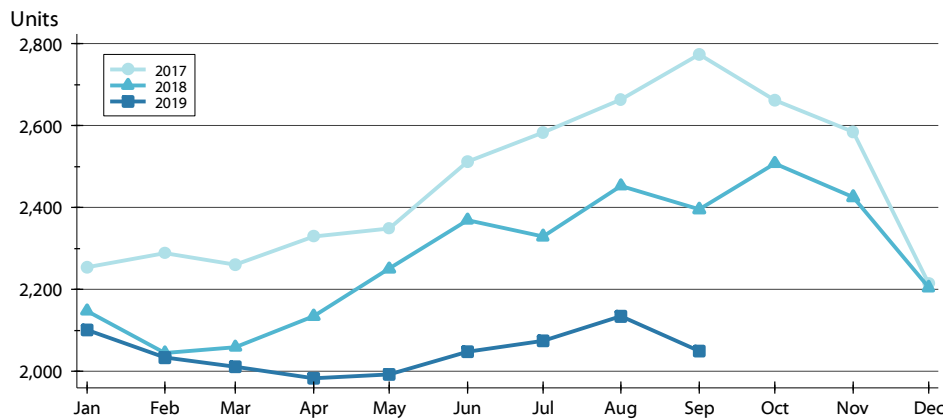
The median list price of homes on the market at the end of September was \$199,500, up 11.1% from 2018. The typical time on market for active listings was 49 days, down from 56 days a year earlier.



## ACTIVE LISTINGS ANALYSIS

### BY MONTH >>

ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 10/8/2019



Month	2017	2018	2019
January	2,254	2,147	2,102
February	2,289	2,044	2,034
March	2,261	2,059	2,012
April	2,330	2,135	1,984
May	2,348	2,250	1,992
June	2,512	2,369	2,047
July	2,583	2,329	2,074
August	2,663	2,453	2,134
September	2,774	2,395	2,049
October	2,661	2,508	
November	2,584	2,425	
December	2,214	2,205	

### BY PRICE RANGE >>

Price Range	Active Listings			Months' Supply	List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume		Average	Median	Average	Median	Average	Median
Below \$25,000	58	2.8%	829	3.1	14,293	15,100	89	41	93.5%	100.0%
\$25,000-\$49,999	116	5.7%	4,518	2.4	38,945	39,700	158	81	94.4%	100.0%
\$50,000-\$99,999	367	17.9%	27,952	2.4	76,162	76,500	76	43	96.0%	100.0%
\$100,000-\$124,999	124	6.1%	14,027	1.4	113,121	112,000	68	49	96.7%	100.0%
\$125,000-\$149,999	102	5.0%	13,996	1.1	137,217	139,700	59	34	98.0%	100.0%
\$150,000-\$174,999	104	5.1%	16,966	1.0	163,131	164,250	64	47	98.0%	100.0%
\$175,000-\$199,999	154	7.5%	29,150	1.9	189,285	189,900	72	35	97.8%	100.0%
\$200,000-\$249,999	224	10.9%	51,023	2.1	227,781	229,000	61	29	98.4%	100.0%
\$250,000-\$299,999	199	9.7%	54,702	3.0	274,882	274,900	71	39	98.2%	100.0%
\$300,000-\$399,999	236	11.5%	83,344	4.3	353,152	350,000	92	62	98.4%	100.0%
\$400,000-\$499,999	137	6.7%	61,360	7.6	447,880	445,500	107	75	97.0%	99.0%
\$500,000-\$749,999	90	4.4%	55,833	6.0	620,362	622,000	136	106	96.6%	98.1%
\$750,000-\$999,999	56	2.7%	47,601	18.7	850,011	840,000	163	114	95.0%	97.9%
\$1,000,000 and up	35	1.7%	56,267	17.5	1,607,640	1,380,000	201	158	97.2%	100.0%
All price ranges	2,049	100.0%	529,716	2.4	258,524	199,500	87	49	97.1%	100.0%



SEPTEMBER 2019 >>

# SOUTH CENTRAL KANSAS MLS STATISTICS

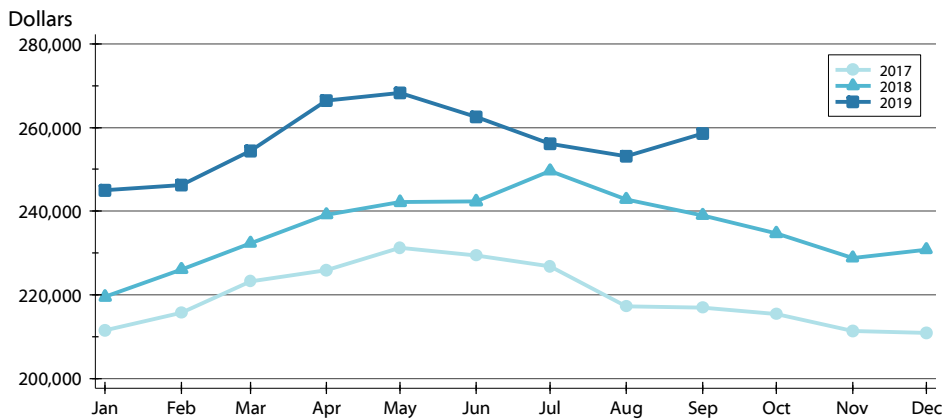


South Central Kansas MLS

## ACTIVE LISTINGS ANALYSIS

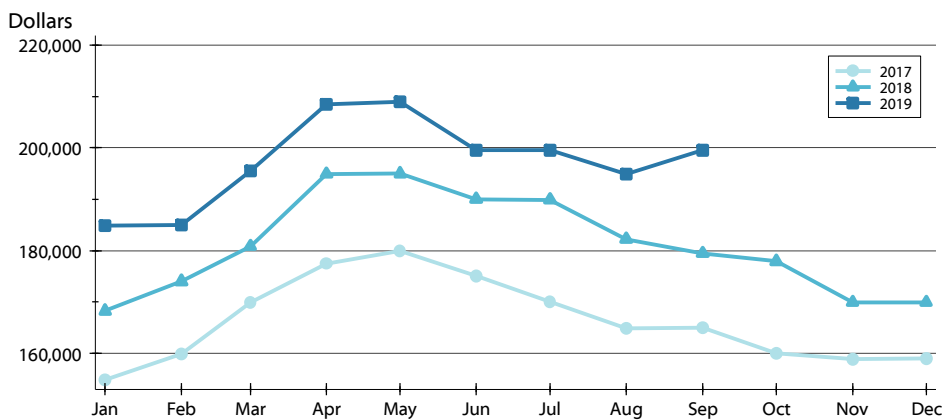
### AVERAGE PRICE >>

ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 10/8/2019



Month	2017	2018	2019
January	211,527	219,491	244,933
February	215,732	226,018	246,278
March	223,171	232,365	254,379
April	225,771	239,193	266,443
May	231,189	242,156	268,251
June	229,403	242,311	262,572
July	226,760	249,623	256,102
August	217,266	242,880	253,144
September	216,820	238,982	258,524
October	215,409	234,663	
November	211,349	228,794	
December	210,949	230,828	

### MEDIAN PRICE >>



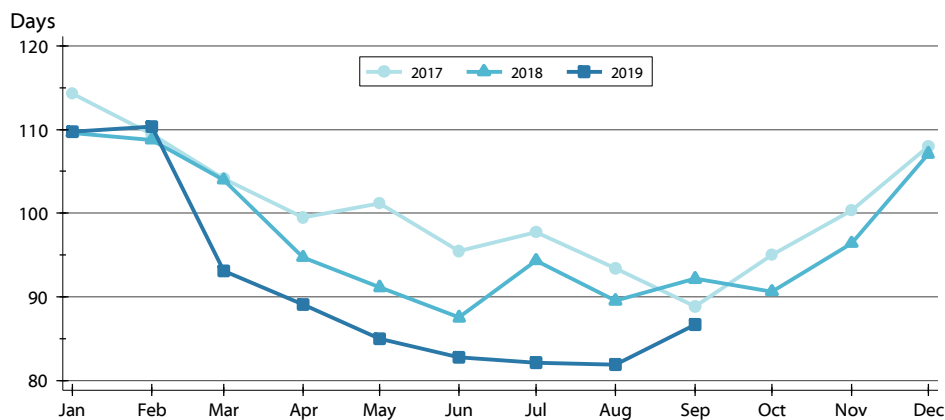
Month	2017	2018	2019
January	154,900	168,248	184,900
February	159,900	174,000	185,000
March	169,900	180,867	195,500
April	177,500	194,900	208,443
May	179,900	195,000	209,000
June	175,000	190,000	199,500
July	170,000	189,900	199,500
August	164,900	182,250	194,900
September	165,000	179,500	199,500
October	160,000	177,900	
November	158,900	169,900	
December	159,000	169,900	



## ACTIVE LISTINGS ANALYSIS

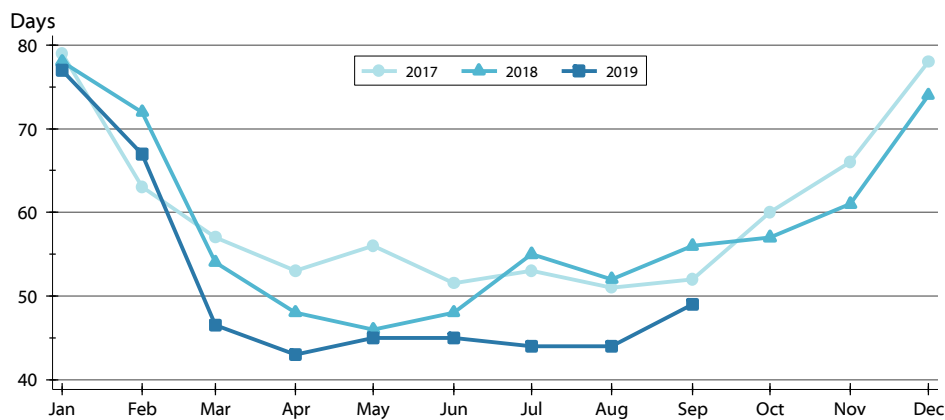
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 10/8/2019**

### AVERAGE DOM >>



Month	2017	2018	2019
January	114	110	110
February	109	109	110
March	104	104	93
April	99	95	89
May	101	91	85
June	95	87	83
July	98	94	82
August	93	90	82
September	89	92	87
October	95	91	
November	100	96	
December	108	107	

### MEDIAN DOM >>



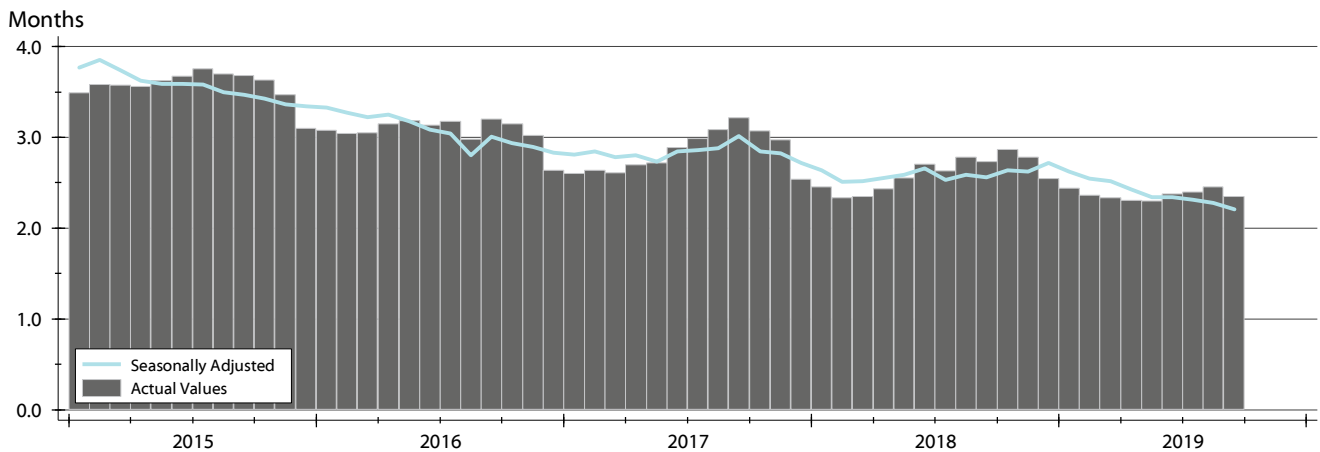
Month	2017	2018	2019
January	79	78	77
February	63	72	67
March	57	54	47
April	53	48	43
May	56	46	45
June	52	48	45
July	53	55	44
August	51	52	44
September	52	56	49
October	60	57	
November	66	61	
December	78	74	



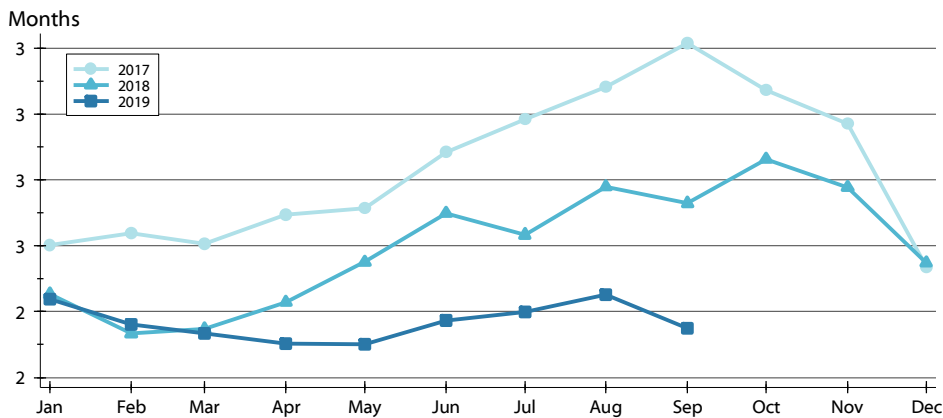
# MONTHS' SUPPLY ANALYSIS

HISTORY >>

ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 10/8/2019



BY MONTH >>



Month	2017	2018	2019
January	2.6	2.5	2.4
February	2.6	2.3	2.4
March	2.6	2.3	2.3
April	2.7	2.4	2.3
May	2.7	2.6	2.3
June	2.9	2.7	2.4
July	3.0	2.6	2.4
August	3.1	2.8	2.5
September	3.2	2.7	2.3
October	3.1	2.9	
November	3.0	2.8	
December	2.5	2.5	



SEPTEMBER 2019 >>

# SOUTH CENTRAL KANSAS MLS STATISTICS

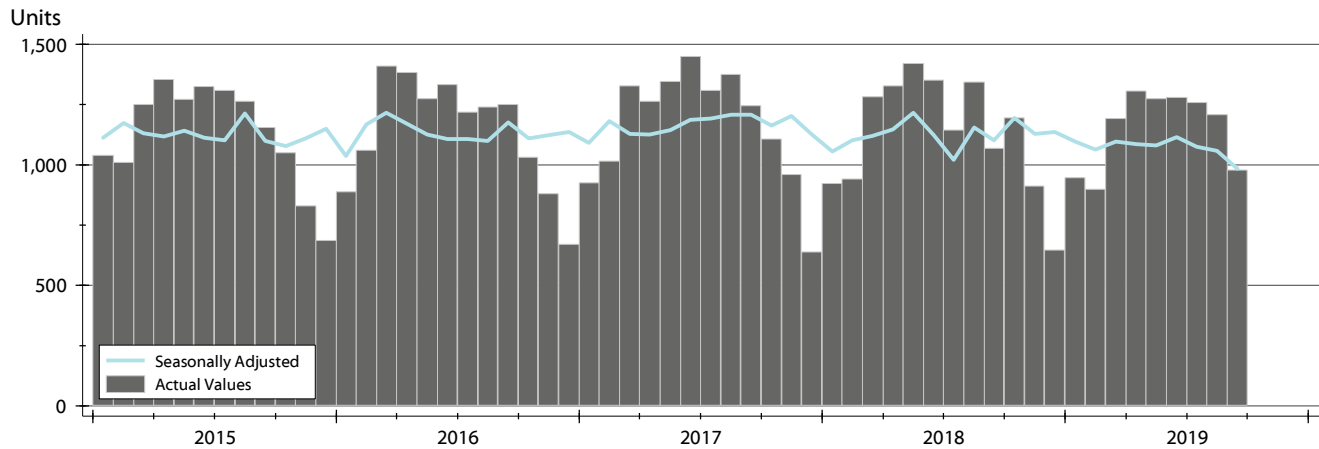


South Central Kansas MLS

## NEW LISTINGS ANALYSIS

HISTORY >>

ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 10/8/2019



SUMMARY >>

Summary Statistics for New Listings		September		
		2019	2018	Change
Current Month	New Listings	979	1,070	-8.5%
	Volume (1,000s)	186,864	201,421	-7.2%
	Average List Price	190,872	188,244	1.4%
	Median List Price	160,000	155,000	3.2%
YTD	New Listings	10,343	10,798	-4.2%
	Volume (1,000s)	1,982,190	1,995,066	-0.6%
	Average List Price	191,646	184,763	3.7%
	Median List Price	159,900	154,900	3.2%

A total of 979 new listings were added in South Central Kansas during September, down 8.5% from the same month in 2018. Year-to-date South Central Kansas has seen 10,343 new listings.

The median list price of these homes was \$160,000 up from \$155,000 in 2018.



# SEPTEMBER 2019 >>

## SOUTH CENTRAL KANSAS MLS STATISTICS

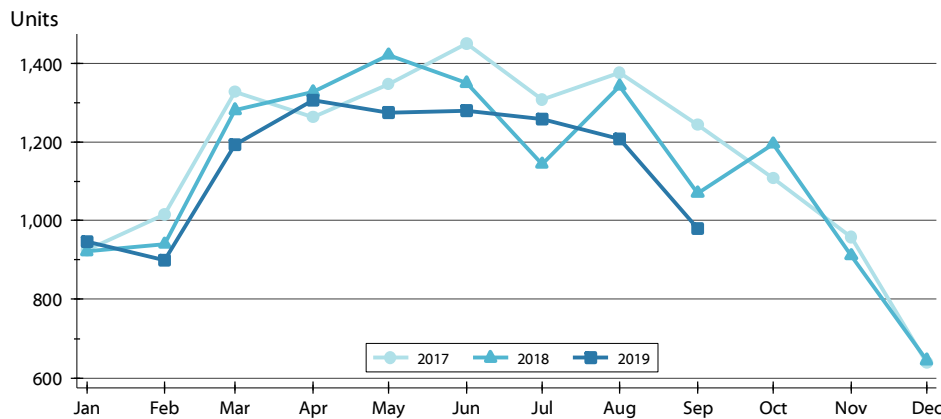


South Central Kansas MLS

### NEW LISTINGS ANALYSIS

#### BY MONTH >>

ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 10/8/2019



Month	2017	2018	2019
January	926	922	947
February	1,016	941	900
March	1,327	1,281	1,192
April	1,264	1,327	1,306
May	1,347	1,421	1,274
June	1,450	1,350	1,280
July	1,308	1,144	1,258
August	1,376	1,342	1,207
September	1,244	1,070	979
October	1,107	1,195	
November	959	911	
December	638	645	

#### BY PRICE RANGE >>

Price Range	New Listings			List Price	
	Number	Percent	Volume	Average	Median
Below \$25,000	30	3.1%	314	10,474	9,450
\$25,000-\$49,999	40	4.1%	1,598	39,941	41,000
\$50,000-\$99,999	193	19.7%	15,331	79,436	83,900
\$100,000-\$124,999	76	7.8%	8,669	114,072	115,000
\$125,000-\$149,999	103	10.5%	14,220	138,056	139,500
\$150,000-\$174,999	86	8.8%	14,089	163,825	164,900
\$175,000-\$199,999	102	10.4%	19,060	186,865	185,950
\$200,000-\$249,999	126	12.9%	28,669	227,531	229,000
\$250,000-\$299,999	78	8.0%	21,157	271,239	268,950
\$300,000-\$399,999	51	5.2%	17,574	344,584	335,000
\$400,000-\$499,999	32	3.3%	14,022	438,194	436,250
\$500,000-\$749,999	13	1.3%	7,935	610,408	599,000
\$750,000-\$999,999	11	1.1%	9,487	862,427	850,000
\$1,000,000 and up	5	0.5%	8,440	1,688,000	1,290,000
All price ranges	979	100.0%	186,864	190,872	160,000



SEPTEMBER 2019 >>

# SOUTH CENTRAL KANSAS MLS STATISTICS

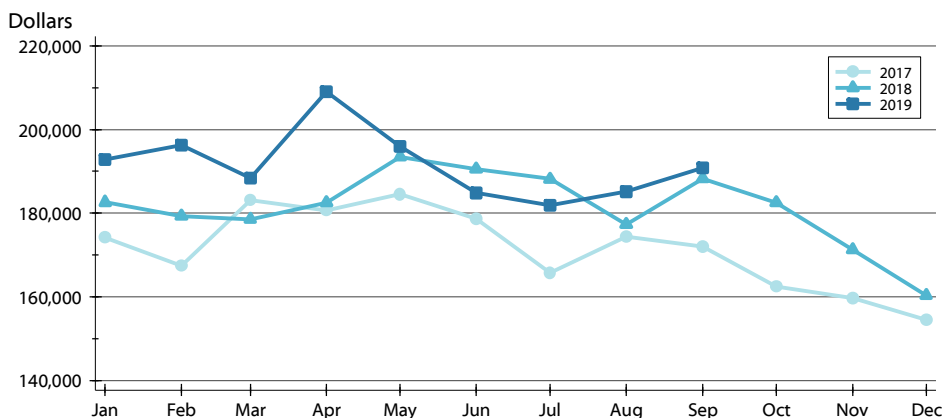


South Central Kansas MLS

## NEW LISTINGS ANALYSIS

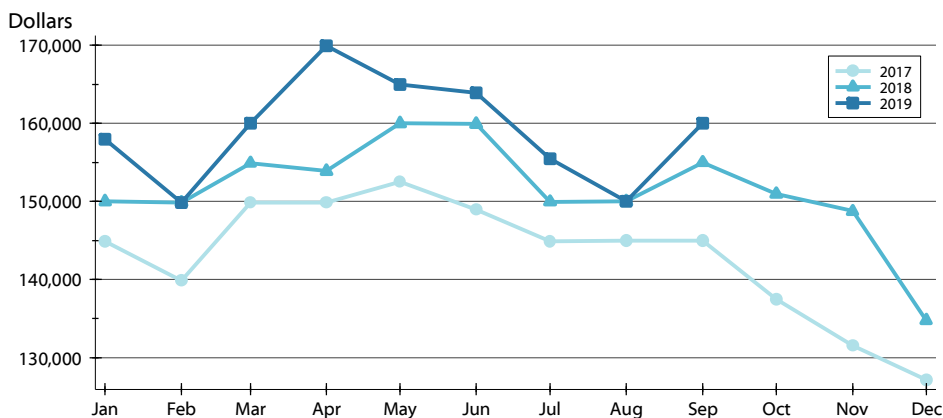
### AVERAGE PRICE >>

ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 10/8/2019



Month	2017	2018	2019
January	174,160	182,633	192,857
February	167,440	179,267	196,271
March	183,129	178,570	188,352
April	180,681	182,510	208,984
May	184,549	193,497	195,932
June	178,592	190,540	184,770
July	165,716	188,145	181,913
August	174,383	177,345	185,076
September	172,006	188,244	190,872
October	162,387	182,565	
November	159,649	171,294	
December	154,423	160,297	

### MEDIAN PRICE >>



Month	2017	2018	2019
January	144,900	150,000	157,950
February	139,900	149,900	149,900
March	149,900	154,900	160,000
April	149,900	153,900	169,900
May	152,500	160,000	165,000
June	148,950	159,900	163,900
July	144,950	149,950	155,500
August	145,000	150,000	150,000
September	145,000	155,000	160,000
October	137,500	150,950	
November	131,500	148,750	
December	127,200	134,750	



SEPTEMBER 2019 >>

# SOUTH CENTRAL KANSAS MLS STATISTICS

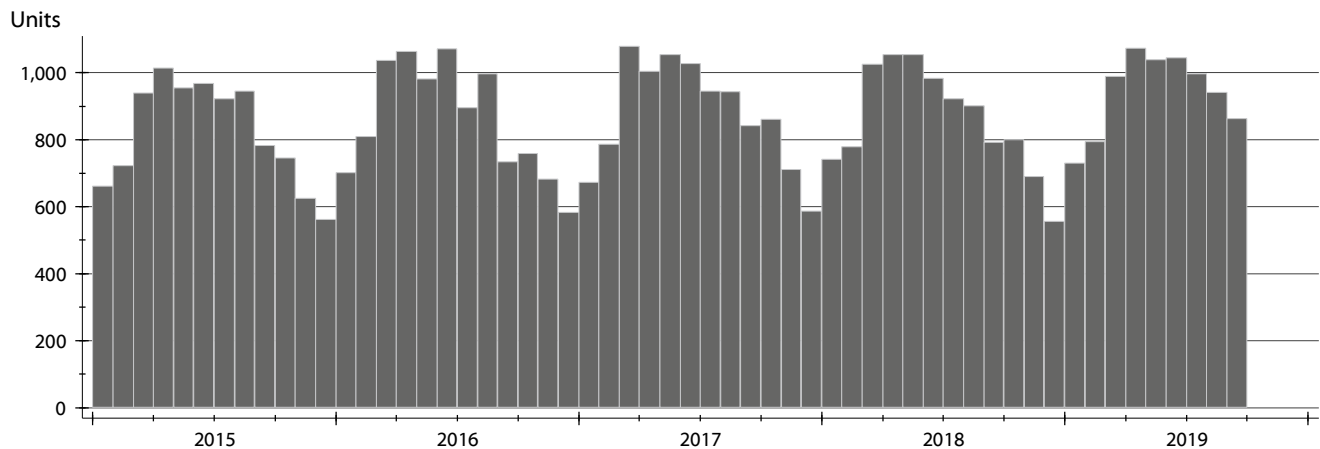


South Central Kansas MLS

## CONTRACTS WRITTEN ANALYSIS

HISTORY >>

ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 10/8/2019



SUMMARY >>

Summary Statistics for Contracts Written		September			Year-to-Date		
		2019	2018	Change	2019	2018	Change
Closed Listings		863	792	9.0%	8,472	8,254	2.6%
Volume (1,000s)		148,648	139,380	6.6%	1,506,522	1,430,428	5.3%
Average	Sale Price	172,245	175,985	-2.1%	177,824	173,301	2.6%
	Days on Market	40	42	-5.4%	41	45	-9.4%
	Percent of Original	97.1%	95.5%	1.6%	96.3%	95.9%	0.4%
Median	Sale Price	154,950	151,700	2.1%	158,900	149,970	6.0%
	Days on Market	18	20	-10.0%	14	19	-26.3%
	Percent of Original	100.0%	97.2%	2.9%	98.6%	97.9%	0.7%

A total of 863 contracts for sale were written in South Central Kansas during the month of September, up from 792 in 2018. The median list price of these homes was \$154,950, up from \$151,700 the prior year.

Half of the homes that went under contract in September were on the market less than 18 days, compared to 20 days in September 2018.



# SEPTEMBER 2019 >>

## OUTH CENTRAL KANSAS MLS STATISTICS

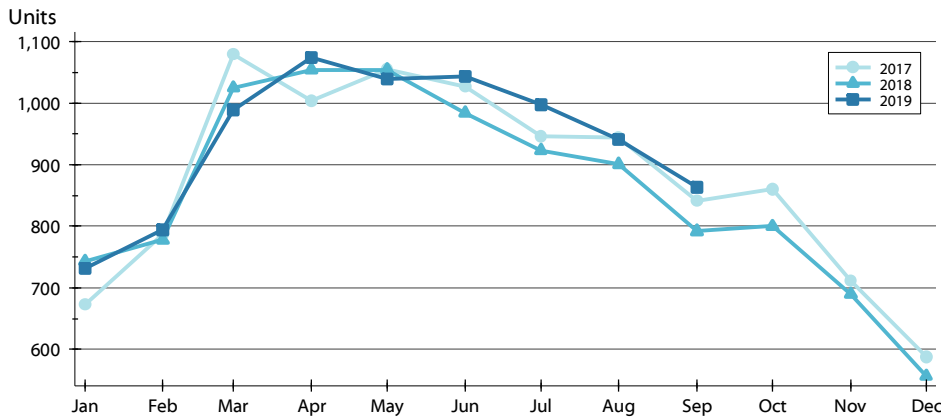


South Central Kansas MLS

### CONTRACTS WRITTEN ANALYSIS

#### BY MONTH >>

ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 10/8/2019



Month	2017	2018	2019
January	673	743	731
February	787	778	794
March	1,079	1,025	989
April	1,004	1,054	1,074
May	1,055	1,054	1,039
June	1,027	984	1,044
July	946	923	997
August	944	901	941
September	841	792	863
October	860	800	
November	711	690	
December	588	557	

#### BY PRICE RANGE >>

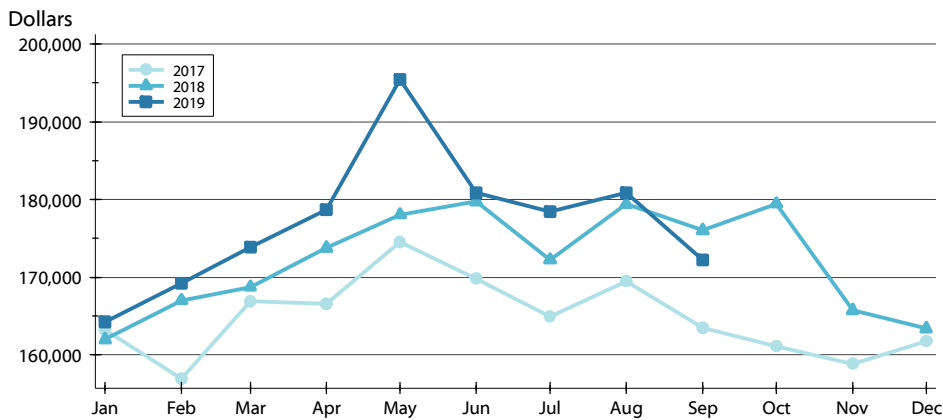
Price Range	Contracts Written			List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median
Below \$25,000	15	1.7%	232	15,482	17,500	47	21	87.7%	100.0%
\$25,000-\$49,999	46	5.3%	1,778	38,655	39,900	51	22	91.9%	100.0%
\$50,000-\$99,999	157	18.2%	12,357	78,707	84,900	49	19	95.7%	100.0%
\$100,000-\$124,999	71	8.2%	8,084	113,862	115,000	28	13	97.6%	100.0%
\$125,000-\$149,999	105	12.2%	14,486	137,958	139,500	23	9	98.1%	100.0%
\$150,000-\$174,999	94	10.9%	15,284	162,600	160,000	31	13	98.1%	100.0%
\$175,000-\$199,999	91	10.5%	17,036	187,208	187,000	32	9	98.3%	100.0%
\$200,000-\$249,999	92	10.7%	21,127	229,641	229,950	33	18	98.3%	100.0%
\$250,000-\$299,999	58	6.7%	15,853	273,323	270,000	54	25	98.3%	100.0%
\$300,000-\$399,999	61	7.1%	21,231	348,044	340,000	68	32	98.1%	100.0%
\$400,000-\$499,999	21	2.4%	9,131	434,819	439,900	61	39	96.8%	98.0%
\$500,000-\$749,999	2	0.2%	1,258	629,000	629,000	15	15	97.9%	97.9%
\$750,000-\$999,999	2	0.2%	1,645	822,500	822,500	5	5	98.0%	98.0%
\$1,000,000 and up	1	0.1%	1,050	1,050,000	1,050,000	155	155	83.1%	83.1%
All price ranges	863	100.0%	148,648	172,245	154,950	40	18	97.1%	100.0%



## CONTRACTS WRITTEN ANALYSIS

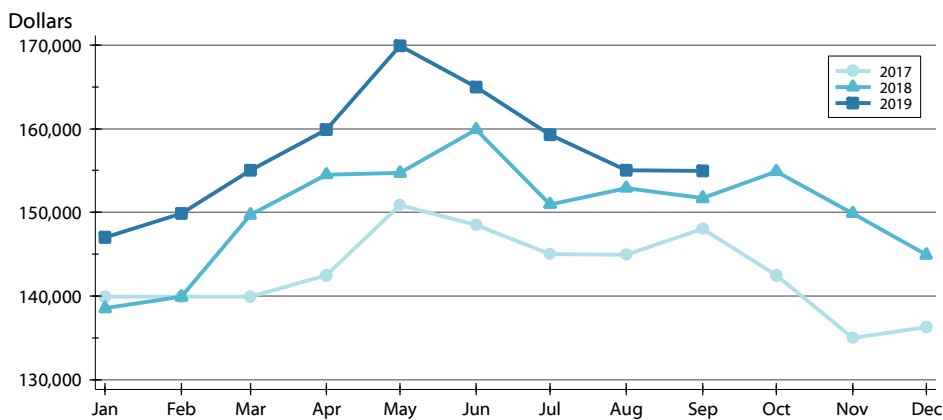
ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 10/8/2019

### AVERAGE PRICE >>



Month	2017	2018	2019
January	163,213	161,962	164,256
February	156,975	167,014	169,240
March	166,903	168,727	173,835
April	166,599	173,771	178,674
May	174,525	178,025	195,467
June	169,773	179,738	180,811
July	164,863	172,235	178,404
August	169,454	179,384	180,797
September	163,452	175,985	172,245
October	161,050	179,462	
November	158,872	165,698	
December	161,778	163,401	

### MEDIAN PRICE >>



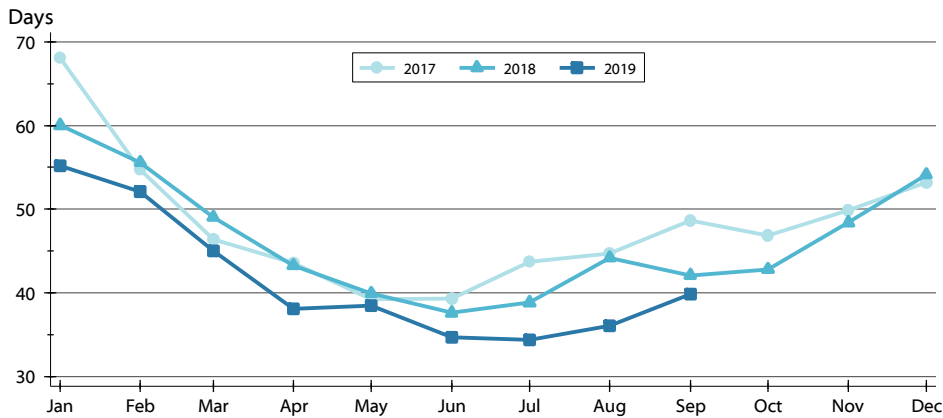
Month	2017	2018	2019
January	139,900	138,500	147,000
February	139,900	139,900	149,900
March	139,900	149,700	155,000
April	142,500	154,500	159,900
May	150,863	154,700	169,900
June	148,450	159,900	165,000
July	145,000	150,975	159,250
August	144,900	152,900	155,000
September	148,000	151,700	154,950
October	142,500	154,900	
November	135,000	149,900	
December	136,250	144,900	



## CONTRACTS WRITTEN ANALYSIS

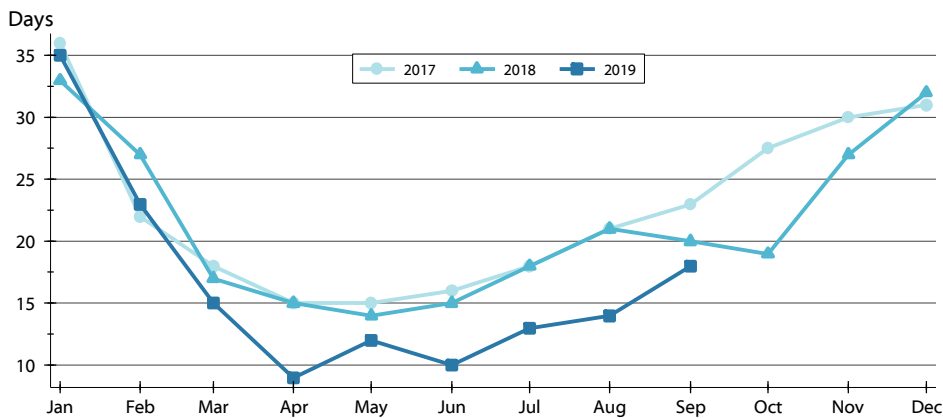
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 10/8/2019**

### AVERAGE DOM >>



Month	2017	2018	2019
January	68	60	55
February	55	56	52
March	46	49	45
April	44	43	38
May	39	40	38
June	39	38	35
July	44	39	34
August	45	44	36
September	49	42	40
October	47	43	
November	50	48	
December	53	54	

### MEDIAN DOM >>



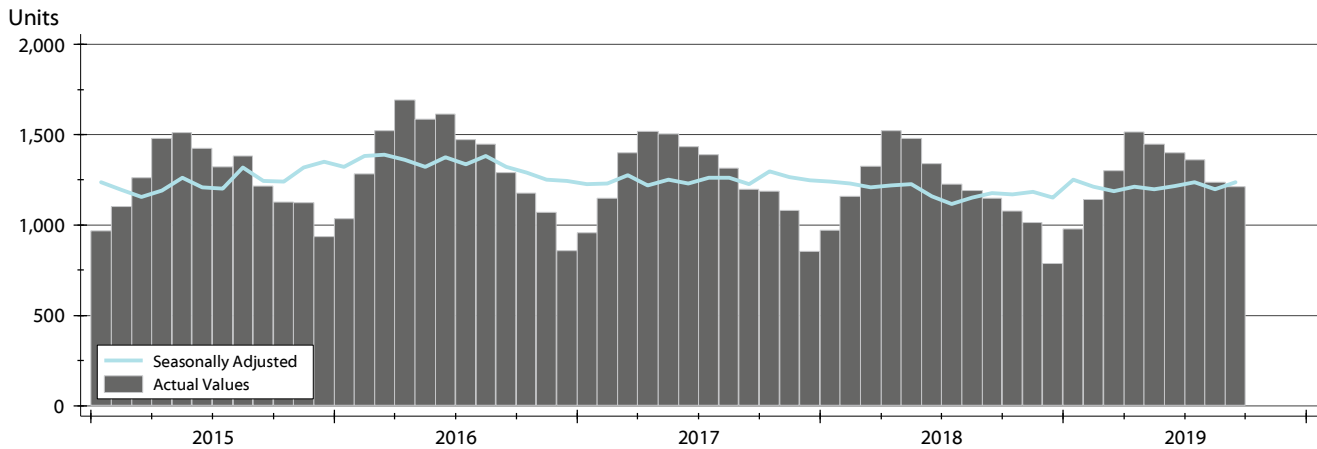
Month	2017	2018	2019
January	36	33	35
February	22	27	23
March	18	17	15
April	15	15	9
May	15	14	12
June	16	15	10
July	18	18	13
August	21	21	14
September	23	20	18
October	28	19	
November	30	27	
December	31	32	



## PENDING CONTRACTS ANALYSIS

### HISTORY >>

ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 10/8/2019



### SUMMARY >>

Summary Statistics for Active Listings		End of September		
		2019	2018	Change
Active Listings		1,211	1,148	5.5%
Volume (1,000s)		234,033	214,289	9.2%
Average	List Price	193,256	186,663	3.5%
	Days on Market	43	43	-1.7%
	Percent of Original	98.1%	98.0%	0.1%
Median	List Price	165,000	159,900	3.2%
	Days on Market	14	20	-30.0%
	Percent of Original	100.0%	100.0%	0.0%

A total of 1,211 listings in South Central Kansas had contracts pending at the end of September, up from 1,148 contracts pending at the end of September 2018.

Pending contracts reflect listings with a contract in place at the end of the month. In contrast, contracts written measures the number of listings put under contract during the month.



# SEPTEMBER 2019 >>

## OUTH CENTRAL KANSAS MLS STATISTICS

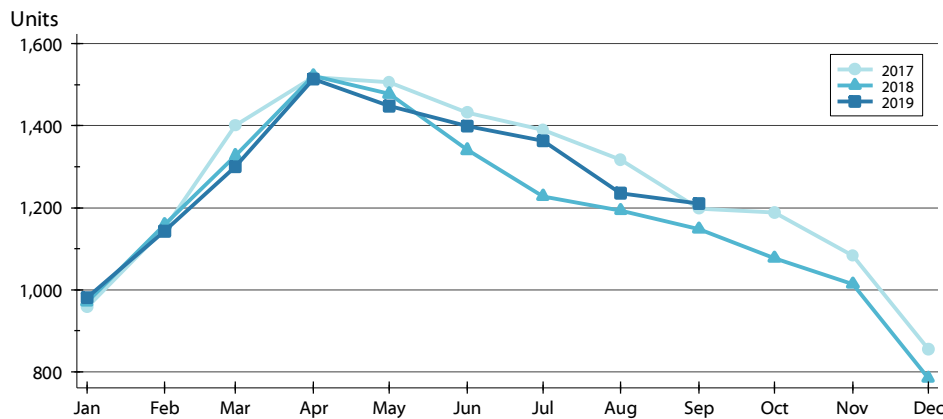


South Central Kansas MLS

### PENDING CONTRACTS ANALYSIS

ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 10/8/2019

#### BY MONTH >>



Month	2017	2018	2019
January	957	970	980
February	1,149	1,159	1,143
March	1,400	1,326	1,300
April	1,518	1,521	1,514
May	1,505	1,477	1,447
June	1,432	1,340	1,399
July	1,390	1,228	1,363
August	1,317	1,193	1,236
September	1,197	1,148	1,211
October	1,188	1,077	1,014
November	1,083	1,014	855
December	855	785	785

#### BY PRICE RANGE >>

Price Range	Contracts Written			List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median
Below \$25,000	14	1.2%	221	15,780	17,700	73	32	88.6%	100.0%
\$25,000-\$49,999	50	4.1%	1,989	39,780	41,000	72	23	95.4%	100.0%
\$50,000-\$99,999	220	18.2%	17,536	79,710	83,400	56	20	96.9%	100.0%
\$100,000-\$124,999	93	7.7%	10,496	112,862	115,000	27	11	98.3%	100.0%
\$125,000-\$149,999	137	11.3%	18,760	136,938	135,900	24	10	98.7%	100.0%
\$150,000-\$174,999	119	9.8%	19,358	162,672	161,900	32	11	98.5%	100.0%
\$175,000-\$199,999	125	10.3%	23,399	187,190	185,000	28	9	99.1%	100.0%
\$200,000-\$249,999	141	11.6%	32,070	227,447	229,900	33	14	98.6%	100.0%
\$250,000-\$299,999	101	8.3%	27,596	273,229	272,700	50	18	98.5%	100.0%
\$300,000-\$399,999	114	9.4%	39,510	346,581	340,000	50	6	99.1%	100.0%
\$400,000-\$499,999	43	3.6%	18,683	434,482	433,894	42	14	98.3%	100.0%
\$500,000-\$749,999	8	0.7%	4,733	591,579	580,250	188	51	102.0%	100.0%
\$750,000-\$999,999	7	0.6%	5,738	819,671	789,900	185	29	96.2%	100.0%
\$1,000,000 and up	6	0.5%	7,567	1,261,120	1,247,500	84	65	104.0%	100.0%
All price ranges	1,211	100.0%	234,033	193,256	165,000	43	14	98.1%	100.0%



SEPTEMBER 2019 >>

# SOUTH CENTRAL KANSAS MLS STATISTICS

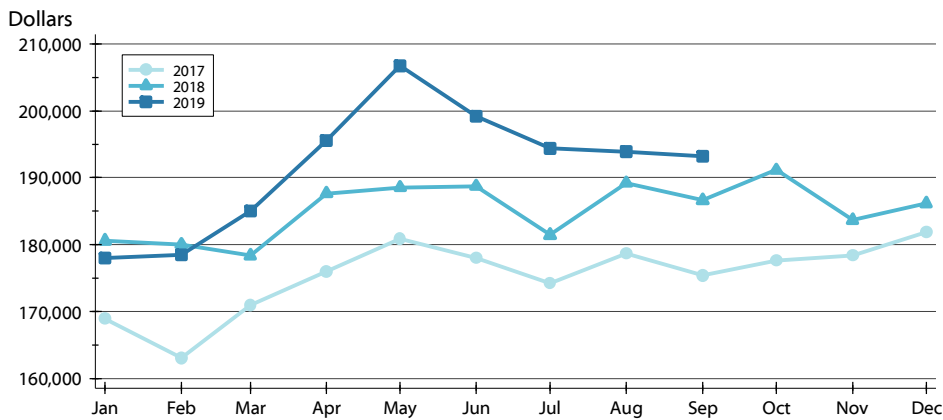


South Central Kansas MLS

## PENDING CONTRACTS ANALYSIS

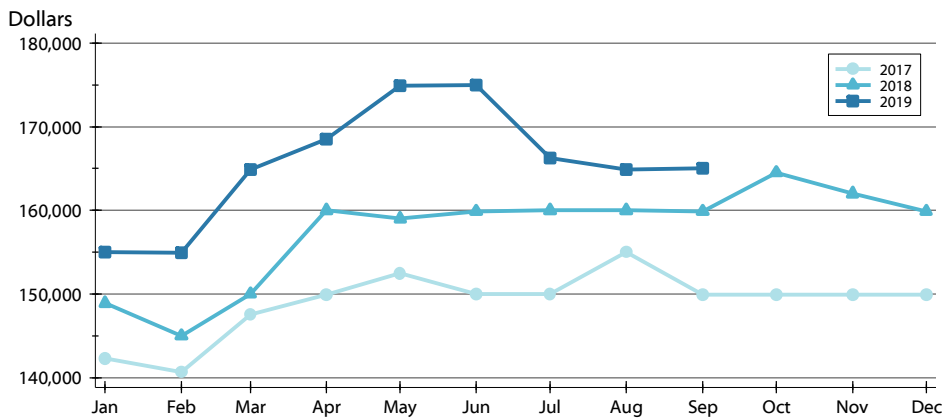
ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 10/8/2019

### AVERAGE PRICE >>



Month	2017	2018	2019
January	168,915	180,564	177,966
February	163,082	180,022	178,468
March	170,903	178,347	185,022
April	175,952	187,633	195,583
May	180,836	188,503	206,721
June	177,943	188,722	199,174
July	174,214	181,440	194,369
August	178,618	189,213	193,882
September	175,363	186,663	193,256
October	177,592	191,150	191,150
November	178,336	183,647	183,647
December	181,887	186,152	186,152

### MEDIAN PRICE >>



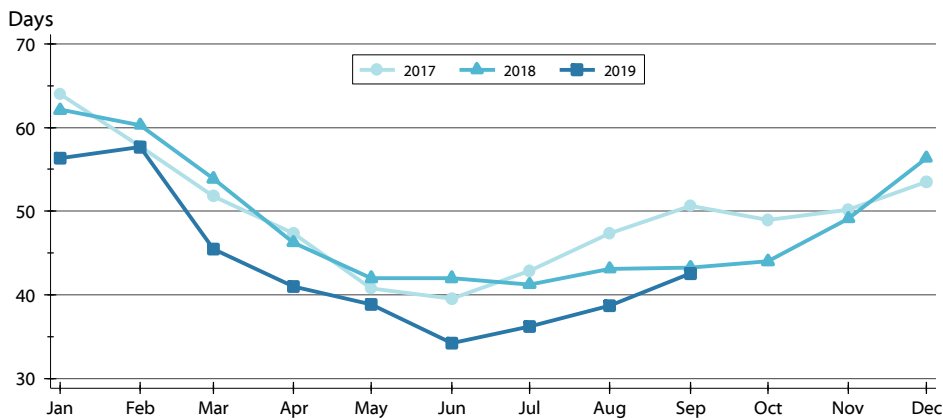
Month	2017	2018	2019
January	142,250	148,900	155,000
February	140,650	145,000	154,900
March	147,500	150,000	164,900
April	149,900	160,000	168,500
May	152,500	159,000	174,900
June	150,000	159,900	175,000
July	150,000	160,000	166,250
August	155,000	160,000	164,900
September	149,900	159,900	165,000
October	149,900	164,500	164,900
November	149,900	162,000	162,000
December	149,950	159,900	159,900



## PENDING CONTRACTS ANALYSIS

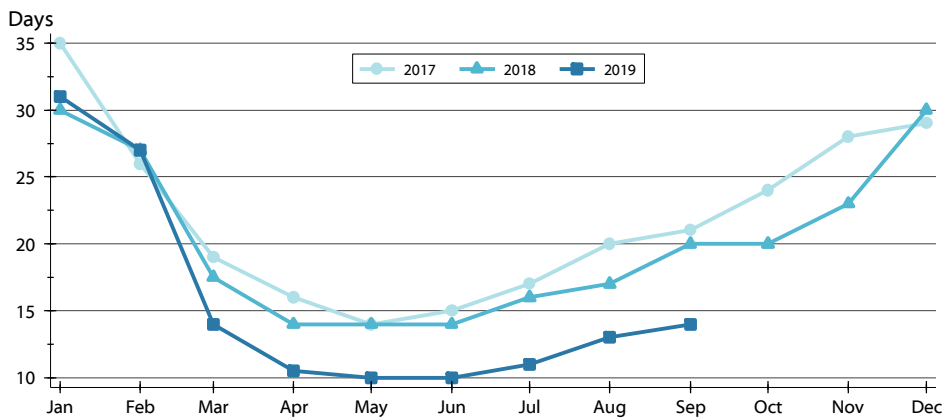
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 10/8/2019**

### AVERAGE DOM >>



Month	2017	2018	2019
January	64	62	56
February	58	60	58
March	52	54	45
April	47	46	41
May	41	42	39
June	40	42	34
July	43	41	36
August	47	43	39
September	51	43	43
October	49	44	
November	50	49	
December	53	56	

### MEDIAN DOM >>



Month	2017	2018	2019
January	35	30	31
February	26	27	27
March	19	18	14
April	16	14	11
May	14	14	10
June	15	14	10
July	17	16	11
August	20	17	13
September	21	20	14
October	24	20	
November	28	23	
December	29	30	



South Central Kansas MLS

## South Central Kansas MLS

170 W. Dewey, Wichita, KS 67202

[www.sckrealtors.com](http://www.sckrealtors.com)

November 14, 2019

### South Central Kansas MLS Releases Home Sales Figures for October 2019

Homes sales in South Central Kansas fell by 2.0% in October compared to the prior year. Sales in October 2019 totaled 850 units, down from 867 in 2018.

Among existing homes, 789 units sold in October, a decrease of 1.4% from 800 units that sold in 2018. The average sale price of existing homes was \$163,624. This represents an increase of 3.5% from the October 2018 average price of \$158,158.

For new construction, 61 sales occurred in October, down from 67 units the prior year, a decrease of 9.0%. The average sale price of new homes in October was \$294,022, down 2.7% from the same period last year.

A total of 878 contracts for sale were written in October 2019, up from 800 in October 2018. This is an increase of 9.7%. Contracts written during the month reflect, in part, sales that are set to close in the near future.

The inventory of active listings in South Central Kansas stood at 2,063 units at the end of October, which is down from 2,508 homes that were on the market at the end of October last year. At the current rate of sales, this figure represents 2.4 months' supply of homes on the market.

For questions and/or comments, please contact South Central Kansas MLS President Dwyn Thudium at [dwynt@crownthree.com](mailto:dwynt@crownthree.com).



## MARKET OVERVIEW >>

### South Central Kansas Home Sales Fell in October

Total home sales in South Central Kansas fell last month to 850 units, compared to 867 units in October 2018. Total sales volume was \$147.0 million, up from a year earlier.

The median sale price in October was \$151,500, up from \$145,000 a year earlier. Homes that sold in October were typically on the market for 17 days and sold for 99.5% of their list prices.

### South Central Kansas Active Listings Down at End of October

The total number of active listings in South Central Kansas at the end of October was 2,063 units, down from 2,508 at the same point in 2018. This represents a 2.4 months' supply of homes available for sale. The median list price of homes on the market at the end of October was \$195,370.

During October, a total of 878 contracts were written up from 800 in October 2018. At the end of the month, there were 1,165 contracts pending, compared to 1,077 at the end of October 2018.

### Your Association Working for You!

The South Central Kansas MLS statistical reports are one of the many benefits you receive from being a member of the REALTORS® of South Central Kansas. Through a partnership with the Kansas Association of REALTORS®, we will send you these reports each month to help you better serve your clients and promote your business.

Entire MLS System				
Current Month		October		
Summary Statistics		2019	2018	Change
Home Sales		850	867	-2.0%
Active Listings		2,063	2,508	-17.7%
Months' Supply		2.4	2.9	-17.5%
New Listings		1,005	1,195	-15.9%
Contracts Written		878	800	9.7%
Pending Contracts		1,165	1,077	8.2%
Sales Volume (1,000s)		147,035	146,767	0.2%
Average	Sale Price	172,982	169,281	2.2%
	List Price of Actives	250,301	234,663	6.7%
	Days on Market	41	39	6.1%
	Percent of List	97.9%	97.6%	0.4%
	Percent of Original	96.0%	95.8%	0.2%
Median	Sale Price	151,500	145,000	4.5%
	List Price of Actives	195,370	177,900	9.8%
	Days on Market	17	19	-10.5%
	Percent of List	99.5%	99.1%	0.3%
	Percent of Original	98.1%	97.7%	0.4%

## REPORT CONTENTS >>

- [Three-Year Comparisons](#) – Page 2
- [Year-to-Date Statistics](#) – Page 3
- [Closed Listings Analysis](#) – Page 4
- [Active Listings Analysis](#) – Page 8
- [Months' Supply Analysis](#) – Page 12
- [New Listings Analysis](#) – Page 13
- [Contracts Written Analysis](#) – Page 16
- [Pending Contracts Analysis](#) – Page 20



# THREE-YEAR COMPARISONS

## SUMMARY >>

## BREAKDOWNS BY HOME TYPE ENTIRE MLS SYSTEM AS OF 11/8/2019

October MLS Statistics By Property Type		2019			2018			2017		
		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		<b>850</b>	<b>789</b>	<b>61</b>	867	800	67	887	827	60
Change from prior year		-2.0%	-1.4%	-9.0%	-2.3%	-3.3%	11.7%	5.0%	6.2%	-9.1%
Active Listings		<b>2,063</b>	<b>1,779</b>	<b>284</b>	2,508	2,244	264	2,661	2,354	307
Change from prior year		-17.7%	-20.7%	7.6%	-5.7%	-4.7%	-14.0%	-0.4%	-0.8%	2.0%
Months' Supply		<b>2.4</b>	<b>2.2</b>	<b>5.0</b>	2.9	2.8	4.3	3.1	2.9	5.3
Change from prior year		-17.5%	-20.9%	17.0%	-6.8%	-5.3%	-19.6%	-2.5%	-2.9%	0.4%
New Listings		<b>1,005</b>	<b>944</b>	<b>61</b>	1,195	1,101	94	1,107	1,038	69
Change from prior year		-15.9%	-14.3%	-35.1%	7.9%	6.1%	36.2%	7.4%	10.2%	-22.5%
Contracts Written		<b>878</b>	<b>826</b>	<b>52</b>	800	739	61	860	805	55
Change from prior year		9.7%	11.8%	-14.8%	-7.0%	-8.2%	10.9%	13.2%	13.2%	12.2%
Pending Contracts		<b>1,165</b>	<b>979</b>	<b>186</b>	1,077	911	166	1,188	1,016	172
Change from prior year		8.2%	7.5%	12.0%	-9.3%	-10.3%	-3.5%	0.9%	-3.9%	43.3%
Sales Volume (1,000s)		<b>147,035</b>	<b>129,100</b>	<b>17,935</b>	146,767	126,526	20,241	136,611	120,075	16,536
Change from prior year		0.2%	2.0%	-11.4%	7.4%	5.4%	22.4%	0.9%	3.9%	-16.5%
Average	Sale Price	<b>172,982</b>	<b>163,624</b>	<b>294,022</b>	169,281	158,158	302,100	154,015	145,194	275,605
	Change from prior year	2.2%	3.5%	-2.7%	9.9%	8.9%	9.6%	-3.8%	-2.1%	-8.2%
	List Price of Actives	<b>250,301</b>	<b>235,847</b>	<b>336,569</b>	234,663	223,721	324,521	215,409	202,021	316,014
	Change from prior year	6.7%	5.4%	3.7%	8.9%	10.7%	2.7%	2.7%	2.4%	2.7%
	Days on Market	<b>41</b>	<b>38</b>	<b>76</b>	39	36	70	49	47	78
	Change from prior year	6.0%	6.2%	8.8%	-20.5%	-22.4%	-11.1%	-3.9%	2.4%	-29.9%
Percent of List		<b>97.9%</b>	<b>97.6%</b>	<b>101.6%</b>	97.6%	97.2%	101.6%	97.3%	96.9%	101.4%
	Change from prior year	0.4%	0.4%	0.0%	0.3%	0.3%	0.2%	-0.1%	-0.1%	-0.2%
	Percent of Original	<b>96.0%</b>	<b>95.5%</b>	<b>101.7%</b>	95.8%	95.2%	102.1%	94.8%	94.3%	102.2%
Change from prior year	0.2%	0.3%	-0.3%	1.0%	1.0%	-0.1%	-0.4%	-0.3%	-0.8%	
Median	Sale Price	<b>151,500</b>	<b>142,000</b>	<b>265,000</b>	145,000	140,000	276,635	138,000	132,000	251,775
	Change from prior year	4.5%	1.4%	-4.2%	5.1%	6.1%	9.9%	0.0%	1.1%	-9.0%
	List Price of Actives	<b>195,370</b>	<b>165,000</b>	<b>295,167</b>	177,900	159,650	289,950	160,000	144,800	270,000
	Change from prior year	9.8%	3.4%	1.8%	11.2%	10.3%	7.4%	6.7%	7.3%	1.5%
	Days on Market	<b>17</b>	<b>18</b>	<b>5</b>	19	19	6	23	24	9
	Change from prior year	-10.5%	-5.3%	-16.7%	-17.4%	-20.8%	-33.3%	0.0%	0.0%	350.0%
Percent of List	<b>99.5%</b>	<b>99.0%</b>	<b>100.3%</b>	99.1%	98.7%	100.0%	98.9%	98.5%	100.0%	
Change from prior year	0.3%	0.4%	0.3%	0.3%	0.1%	0.0%	0.0%	0.1%	-0.1%	
Percent of Original	<b>98.1%</b>	<b>97.7%</b>	<b>101.2%</b>	97.7%	97.2%	100.0%	97.0%	96.6%	100.0%	
Change from prior year	0.4%	0.6%	1.2%	0.8%	0.6%	0.0%	-0.2%	-0.1%	-1.8%	

# YEAR-TO-DATE STATISTICS

## SUMMARY >>

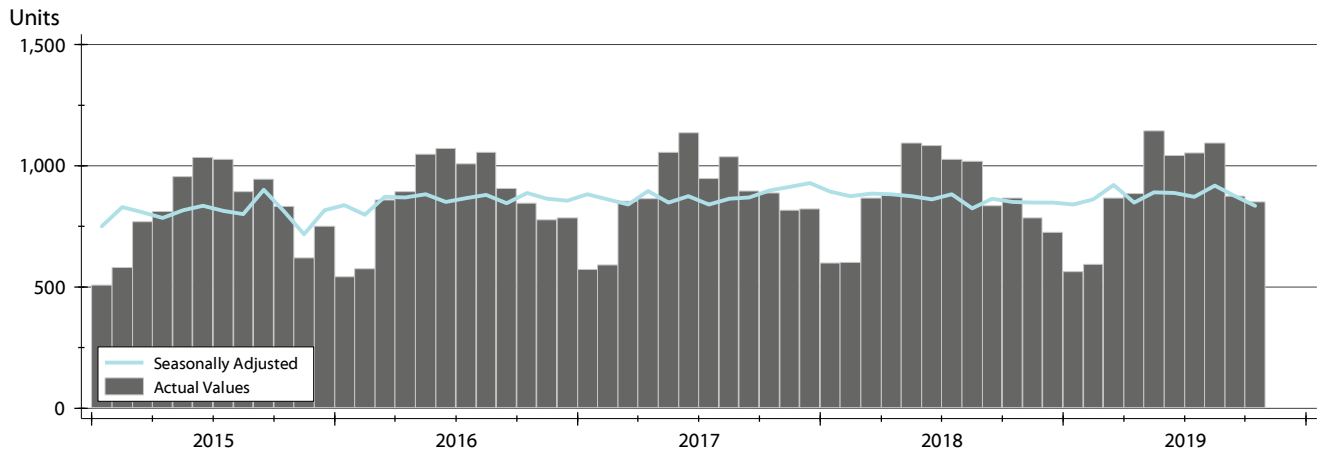
**YTD BREAKDOWNS BY HOME TYPE  
ENTIRE MLS SYSTEM  
AS OF 11/8/2019**

Year-to-Date Activity By Property Type		2019			2018			2017		
		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		<b>8,968</b>	<b>8,402</b>	<b>566</b>	8,874	8,247	627	8,837	8,272	565
Change from prior year		1.1%	1.9%	-9.7%	0.4%	-0.3%	11.0%	0.3%	0.7%	-5.0%
New Listings		<b>11,465</b>	<b>10,730</b>	<b>735</b>	11,993	11,223	770	12,365	11,460	905
Change from prior year		-4.4%	-4.4%	-4.5%	-3.0%	-2.1%	-14.9%	2.3%	1.4%	16.2%
Contracts Written		<b>9,377</b>	<b>8,805</b>	<b>572</b>	9,052	8,426	626	9,216	8,575	641
Change from prior year		3.6%	4.5%	-8.6%	-1.8%	-1.7%	-2.3%	1.8%	1.6%	4.2%
Sales Volume (1,000s)		<b>1,547,773</b>	<b>1,366,571</b>	<b>181,202</b>	1,469,683	1,273,744	195,940	1,401,632	1,233,411	168,221
Change from prior year		5.3%	7.3%	-7.5%	4.9%	3.3%	16.5%	1.1%	2.0%	-5.5%
Average	Sale Price	<b>172,608</b>	<b>162,668</b>	<b>320,145</b>	165,617	154,449	312,504	158,610	149,107	297,736
	Change from prior year	4.2%	5.3%	2.4%	4.4%	3.6%	5.0%	0.7%	1.3%	-0.5%
	Days on Market	<b>41</b>	<b>39</b>	<b>70</b>	46	42	96	48	45	88
	Change from prior year	-10.3%	-6.7%	-27.2%	-4.0%	-6.6%	8.8%	-10.8%	-8.5%	-22.6%
	Percent of List	<b>97.9%</b>	<b>97.6%</b>	<b>102.4%</b>	97.8%	97.4%	101.7%	97.5%	97.2%	101.6%
Change from prior year	0.1%	0.1%	0.7%	0.3%	0.3%	0.1%	0.1%	0.1%	0.3%	
Median	Percent of Original	<b>96.1%</b>	<b>95.6%</b>	<b>103.1%</b>	95.8%	95.3%	102.3%	95.3%	94.8%	102.1%
	Change from prior year	0.3%	0.4%	0.8%	0.6%	0.5%	0.2%	0.0%	0.0%	0.4%
	Sale Price	<b>153,000</b>	<b>145,000</b>	<b>282,677</b>	145,000	138,000	277,816	139,000	132,500	263,974
	Change from prior year	5.5%	5.1%	1.7%	4.3%	4.2%	5.2%	2.2%	1.9%	1.3%
	Days on Market	<b>15</b>	<b>15</b>	<b>4</b>	19	19	22	21	21	20
Change from prior year	-21.1%	-21.1%	-81.8%	-9.5%	-9.5%	10.0%	-12.5%	-12.5%	-42.9%	
Percent of List	Change from prior year	0.3%	0.3%	0.0%	0.1%	0.1%	0.0%	0.3%	0.3%	0.0%
	Percent of Original	<b>98.2%</b>	<b>97.8%</b>	<b>101.1%</b>	97.9%	97.5%	100.7%	97.6%	97.2%	100.0%
	Change from prior year	0.3%	0.3%	0.4%	0.3%	0.3%	0.7%	0.1%	0.1%	-0.1%

# CLOSED LISTINGS ANALYSIS

**HISTORY >>**

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 11/8/2019**



**SUMMARY >>**

Summary Statistics for Closed Listings		October			Year-to-Date		
		2019	2018	Change	2019	2018	Change
Closed Listings		<b>850</b>	867	-2.0%	<b>8,968</b>	8,874	1.1%
Volume (1,000s)		<b>147,035</b>	146,767	0.2%	<b>1,547,773</b>	1,469,683	5.3%
Average	Sale Price	<b>172,982</b>	169,281	2.2%	<b>172,608</b>	165,617	4.2%
	Days on Market	<b>41</b>	39	6.0%	<b>41</b>	46	-10.3%
	Percent of List	<b>97.9%</b>	97.6%	0.4%	<b>97.9%</b>	97.8%	0.1%
	Percent of Original	<b>96.0%</b>	95.8%	0.2%	<b>96.1%</b>	95.8%	0.3%
Median	Sale Price	<b>151,500</b>	145,000	4.5%	<b>153,000</b>	145,000	5.5%
	Days on Market	<b>17</b>	19	-10.5%	<b>15</b>	19	-21.1%
	Percent of List	<b>99.5%</b>	99.1%	0.3%	<b>99.5%</b>	99.2%	0.3%
	Percent of Original	<b>98.1%</b>	97.7%	0.4%	<b>98.2%</b>	97.9%	0.3%

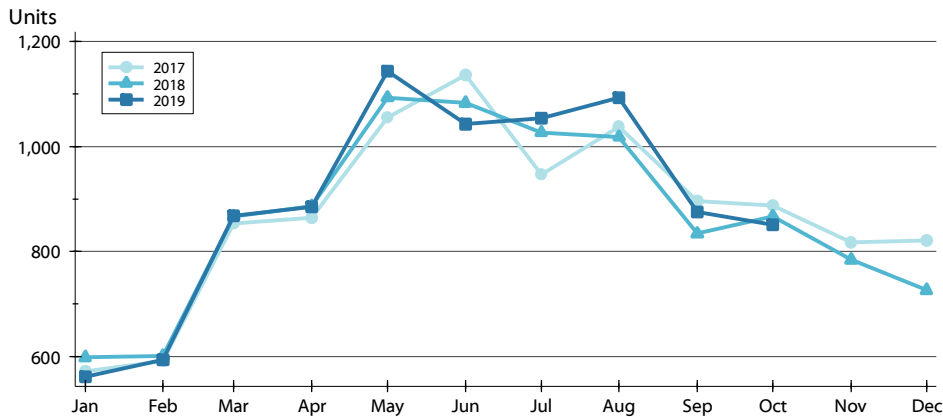
A total of 850 homes sold in South Central Kansas in October, down from 867 units in October 2018. Total sales volume rose to \$147.0 million compared to \$146.8 million in the previous year.

The median sales price in October was \$151,500, up 4.5% compared to the prior year. Median days on market was 17 days, up from 14 days in September, but down from 19 in October 2018.

# CLOSED LISTINGS ANALYSIS

## BY MONTH >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 11/8/2019**



Month	2017	2018	2019
January	571	598	562
February	591	601	594
March	853	867	868
April	864	886	885
May	1,055	1,093	1,144
June	1,136	1,083	1,043
July	946	1,027	1,054
August	1,038	1,018	1,093
September	896	834	875
October	887	867	850
November	817	784	
December	821	726	

## BY PRICE RANGE >>

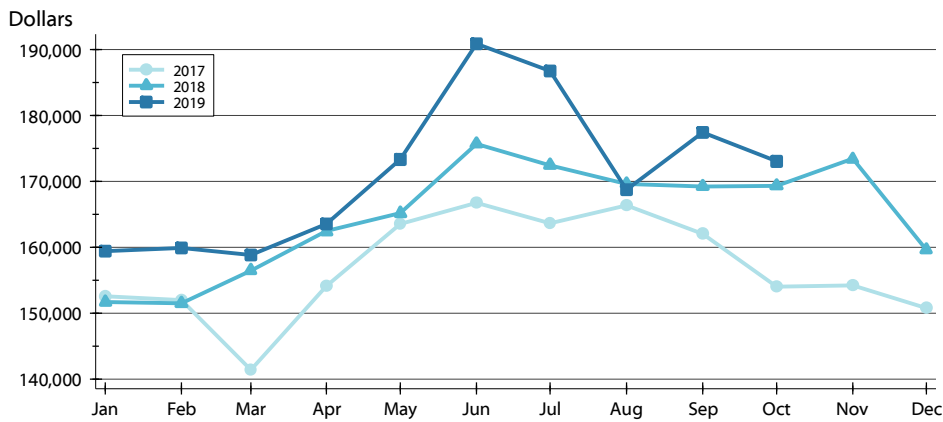
Price Range	Sales			Sale Price		Days on Market		Price as % of List		Price as % of Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median	Average	Median
Below \$25,000	26	3.1%	426	16,385	17,550	62	34	84.0%	85.8%	75.0%	72.0%
\$25,000-\$49,999	51	6.0%	1,920	37,652	40,000	61	30	95.1%	95.4%	89.8%	93.0%
\$50,000-\$99,999	159	18.7%	12,265	77,138	77,500	40	21	97.1%	99.1%	94.5%	95.7%
\$100,000-\$124,999	70	8.2%	7,966	113,806	113,700	17	11	99.2%	100.0%	97.9%	98.7%
\$125,000-\$149,999	111	13.1%	14,965	134,815	134,750	22	10	98.4%	99.1%	97.0%	98.1%
\$150,000-\$174,999	92	10.8%	14,929	162,269	161,375	36	13	98.5%	100.0%	97.2%	98.8%
\$175,000-\$199,999	75	8.8%	13,884	185,126	184,000	25	10	99.7%	100.0%	98.4%	99.5%
\$200,000-\$249,999	104	12.2%	23,503	225,994	229,000	45	17	99.1%	100.0%	97.6%	98.2%
\$250,000-\$299,999	73	8.6%	19,632	268,935	267,500	62	27	98.6%	98.9%	97.2%	98.4%
\$300,000-\$399,999	60	7.1%	20,628	343,806	337,124	53	31	98.3%	98.4%	96.0%	97.2%
\$400,000-\$499,999	17	2.0%	7,354	432,581	430,000	60	39	98.0%	98.2%	96.0%	96.8%
\$500,000-\$749,999	6	0.7%	3,830	638,395	626,284	54	19	96.4%	96.8%	95.8%	96.2%
\$750,000-\$999,999	4	0.5%	3,331	832,812	843,124	315	105	96.1%	96.9%	90.2%	95.2%
\$1,000,000 and up	2	0.2%	2,400	1,200,000	1,200,000	9	9	95.6%	95.6%	115.3%	115.3%
All price ranges	850	100.0%	147,035	172,982	151,500	41	17	97.9%	99.5%	96.0%	98.1%



# CLOSED LISTINGS ANALYSIS

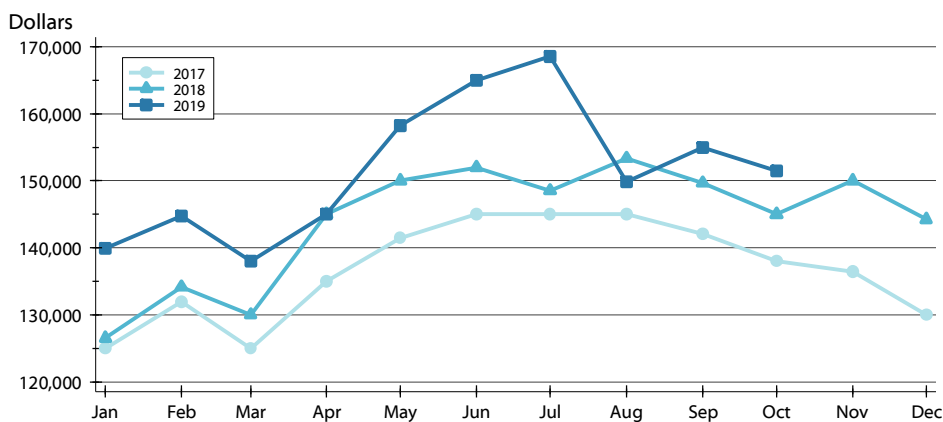
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 11/8/2019**

## AVERAGE PRICE >>



Month	2017	2018	2019
January	152,481	151,661	159,418
February	151,891	151,459	159,855
March	141,375	156,465	158,778
April	154,073	162,387	163,545
May	163,487	165,156	173,281
June	166,721	175,695	190,860
July	163,608	172,443	186,749
August	166,367	169,620	168,725
September	161,984	169,187	177,437
October	154,015	169,281	172,982
November	154,162	173,356	
December	150,792	159,588	

## MEDIAN PRICE >>

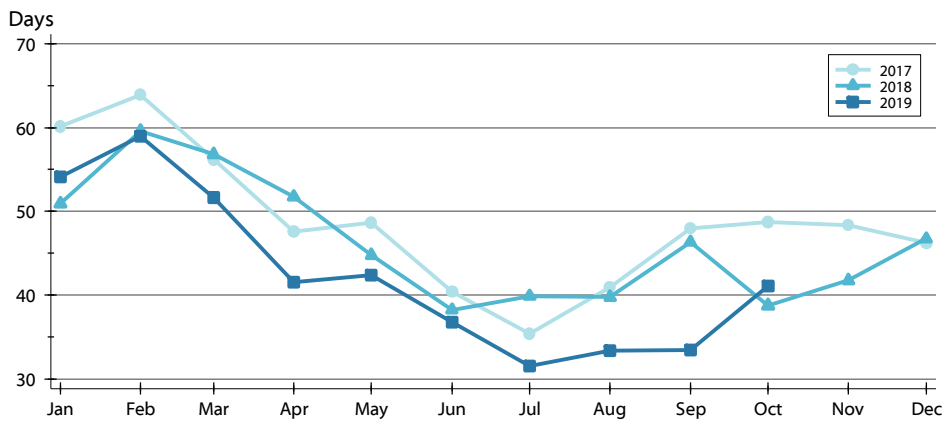


Month	2017	2018	2019
January	125,000	126,500	139,900
February	131,900	134,150	144,750
March	125,000	130,000	138,000
April	135,000	145,000	145,000
May	141,500	150,000	158,250
June	145,000	152,000	165,000
July	145,000	148,500	168,550
August	145,000	153,350	149,825
September	142,000	149,700	155,000
October	138,000	145,000	151,500
November	136,400	150,000	
December	130,000	144,250	

# CLOSED LISTINGS ANALYSIS

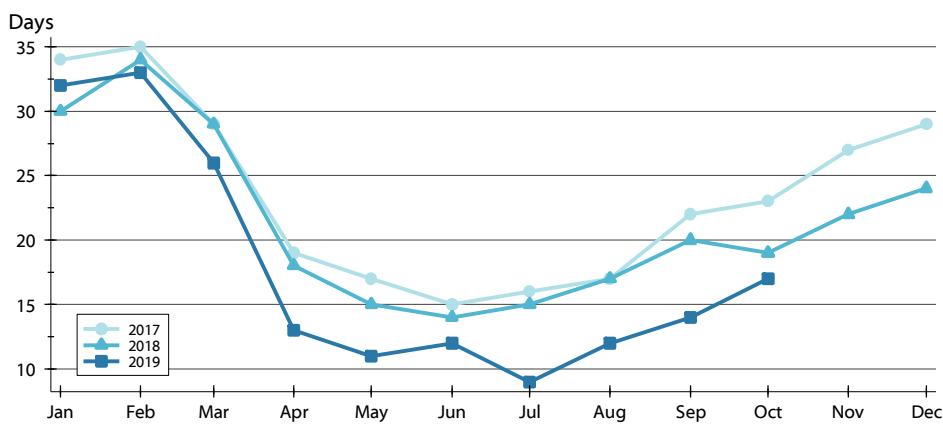
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 11/8/2019**

## AVERAGE DOM >>



Month	2017	2018	2019
January	60	51	54
February	64	60	59
March	56	57	52
April	48	52	42
May	49	45	42
June	40	38	37
July	35	40	32
August	41	40	33
September	48	46	33
October	49	39	41
November	48	42	41
December	46	47	47

## MEDIAN DOM >>



Month	2017	2018	2019
January	34	30	32
February	35	34	33
March	29	29	26
April	19	18	13
May	17	15	11
June	15	14	12
July	16	15	9
August	17	17	12
September	22	20	14
October	23	19	17
November	27	22	22
December	29	24	24



OCTOBER 2019 >>

# SOUTH CENTRAL KANSAS MLS STATISTICS

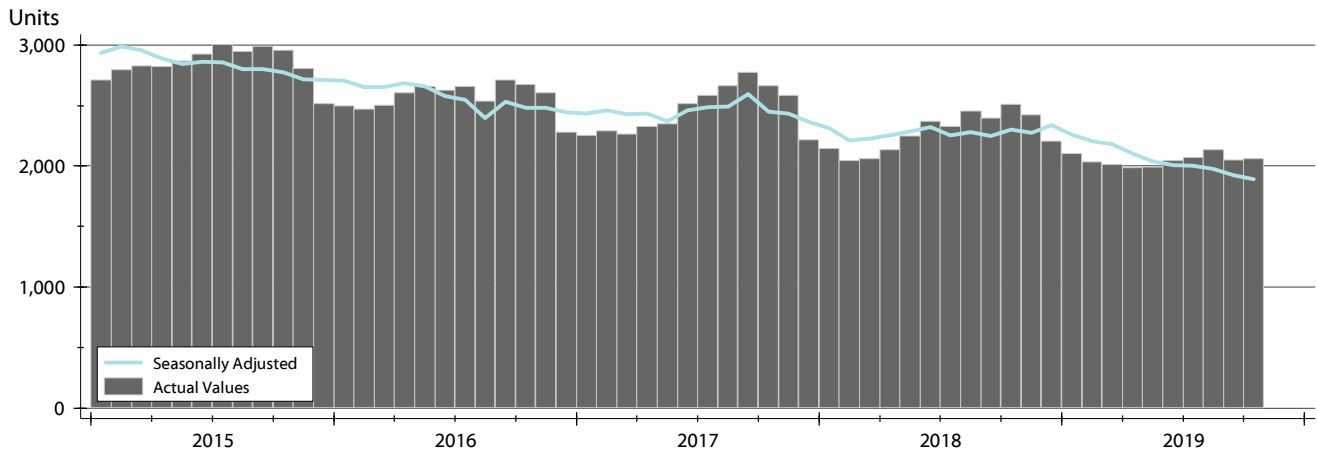


South Central Kansas MLS

## ACTIVE LISTINGS ANALYSIS

HISTORY >>

ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 11/8/2019



SUMMARY >>

Summary Statistics for Active Listings		End of October		
		2019	2018	Change
Active Listings		<b>2,063</b>	2,508	-17.7%
Months' Supply		<b>2.4</b>	2.9	-17.5%
Volume (1,000s)		<b>516,372</b>	588,536	-12.3%
Average	List Price	<b>250,301</b>	234,663	6.7%
	Days on Market	<b>88</b>	91	-2.7%
	Percent of Original	<b>97.1%</b>	97.1%	-0.1%
Median	List Price	<b>195,370</b>	177,900	9.8%
	Days on Market	<b>50</b>	57	-12.3%
	Percent of Original	<b>100.0%</b>	100.0%	0.0%

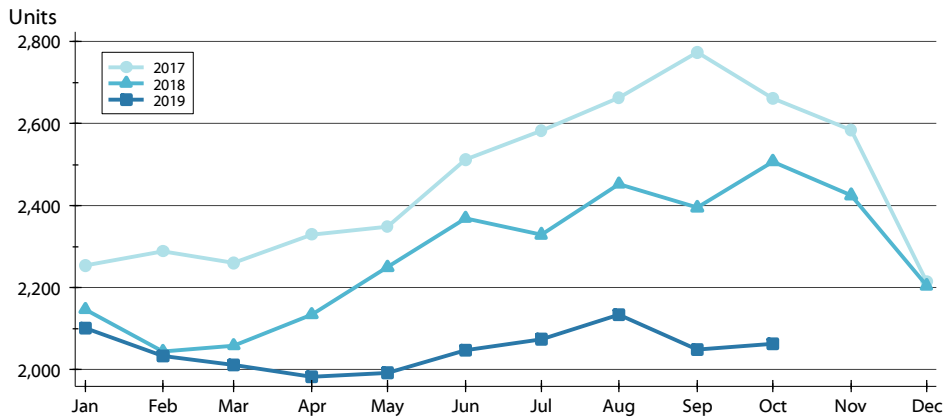
A total of 2,063 homes were available for sale in South Central Kansas at the end of October. This represents a 2.4 months' supply of active listings.

The median list price of homes on the market at the end of October was \$195,370, up 9.8% from 2018. The typical time on market for active listings was 50 days, down from 57 days a year earlier.

# ACTIVE LISTINGS ANALYSIS

## BY MONTH >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 11/8/2019**



Month	2017	2018	2019
January	2,254	2,147	2,102
February	2,289	2,044	2,034
March	2,261	2,059	2,012
April	2,330	2,135	1,984
May	2,348	2,250	1,992
June	2,512	2,369	2,047
July	2,583	2,329	2,074
August	2,663	2,453	2,134
September	2,774	2,395	2,049
October	2,661	2,508	2,063
November	2,584	2,425	
December	2,214	2,205	

## BY PRICE RANGE >>

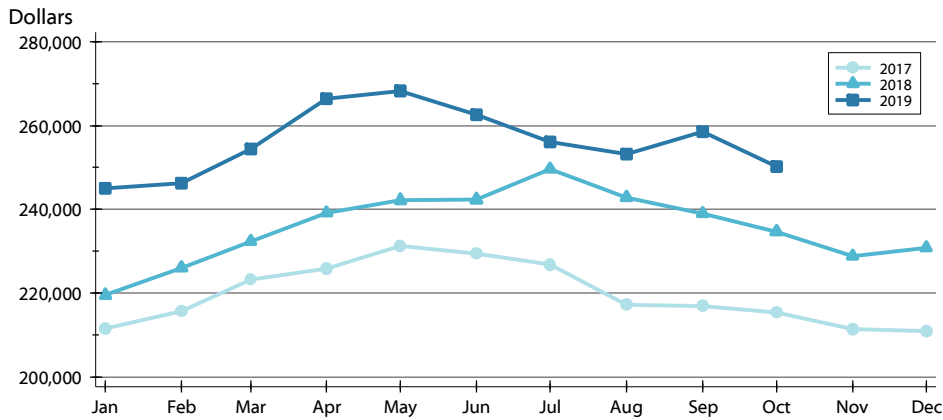
Price Range	Active Listings			Months' Supply	List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume		Average	Median	Average	Median	Average	Median
Below \$25,000	72	3.5%	878	2.8	12,192	12,950	87	52	92.9%	100.0%
\$25,000-\$49,999	128	6.2%	4,950	2.5	38,675	39,900	154	77	94.0%	100.0%
\$50,000-\$99,999	357	17.3%	27,260	2.2	76,357	77,900	86	58	95.5%	98.8%
\$100,000-\$124,999	98	4.8%	11,119	1.4	113,461	114,900	67	45	97.2%	98.9%
\$125,000-\$149,999	132	6.4%	18,033	1.2	136,617	138,950	53	31	97.7%	100.0%
\$150,000-\$174,999	110	5.3%	17,872	1.2	162,476	162,250	51	30	97.7%	100.0%
\$175,000-\$199,999	137	6.6%	25,918	1.8	189,185	189,900	67	33	98.2%	100.0%
\$200,000-\$249,999	218	10.6%	49,299	2.1	226,144	225,000	66	38	98.2%	100.0%
\$250,000-\$299,999	197	9.5%	54,368	2.7	275,980	275,000	74	43	98.3%	100.0%
\$300,000-\$399,999	247	12.0%	87,155	4.1	352,855	350,000	90	59	98.6%	100.0%
\$400,000-\$499,999	120	5.8%	53,737	7.1	447,808	443,754	136	85	97.9%	100.0%
\$500,000-\$749,999	79	3.8%	49,282	13.2	623,818	625,000	148	113	97.0%	100.0%
\$750,000-\$999,999	54	2.6%	46,221	13.5	855,953	849,450	167	123	95.3%	100.0%
\$1,000,000 and up	30	1.5%	49,253	15.0	1,641,757	1,389,500	192	142	97.1%	100.0%
All price ranges	2,063	100.0%	516,372	2.4	250,301	195,370	88	50	97.1%	100.0%



# ACTIVE LISTINGS ANALYSIS

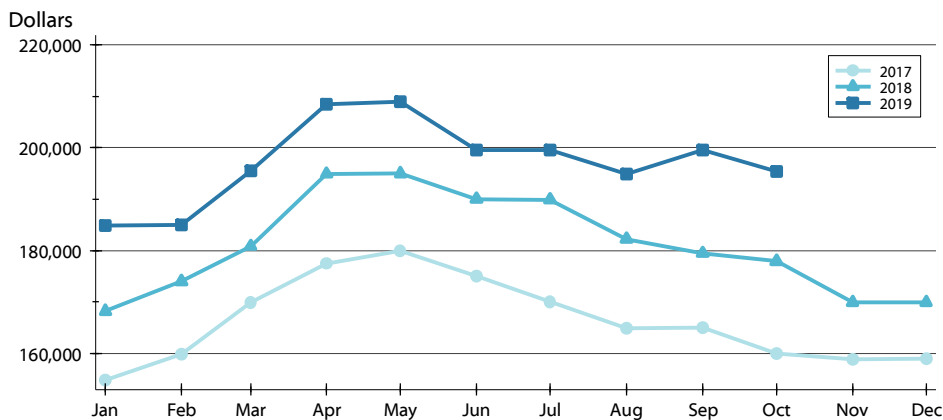
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 11/8/2019**

## AVERAGE PRICE >>



Month	2017	2018	2019
January	211,527	219,491	244,933
February	215,732	226,018	246,278
March	223,171	232,365	254,379
April	225,771	239,193	266,443
May	231,189	242,156	268,251
June	229,403	242,311	262,572
July	226,760	249,623	256,102
August	217,266	242,880	253,144
September	216,820	238,982	258,524
October	215,409	234,663	250,301
November	211,349	228,794	249,301
December	210,949	230,828	249,301

## MEDIAN PRICE >>

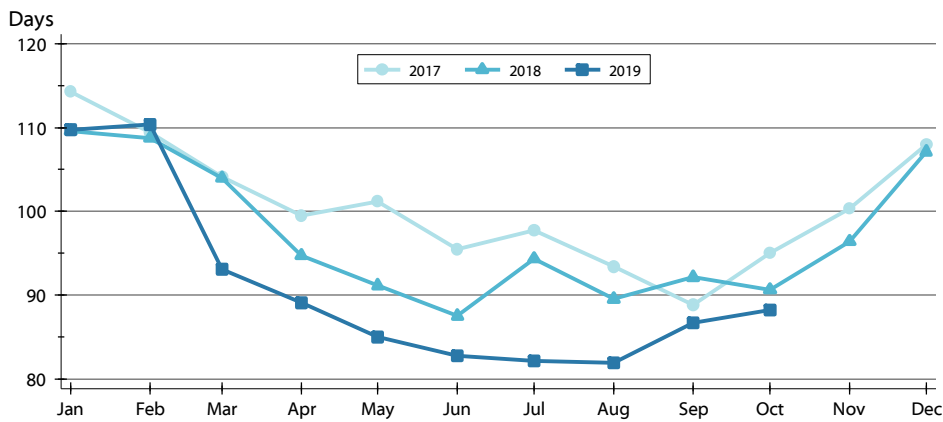


Month	2017	2018	2019
January	154,900	168,248	184,900
February	159,900	174,000	185,000
March	169,900	180,867	195,500
April	177,500	194,900	208,443
May	179,900	195,000	209,000
June	175,000	190,000	199,500
July	170,000	189,900	199,500
August	164,900	182,250	194,900
September	165,000	179,500	199,500
October	160,000	177,900	195,370
November	158,900	169,900	199,500
December	159,000	169,900	199,500

# ACTIVE LISTINGS ANALYSIS

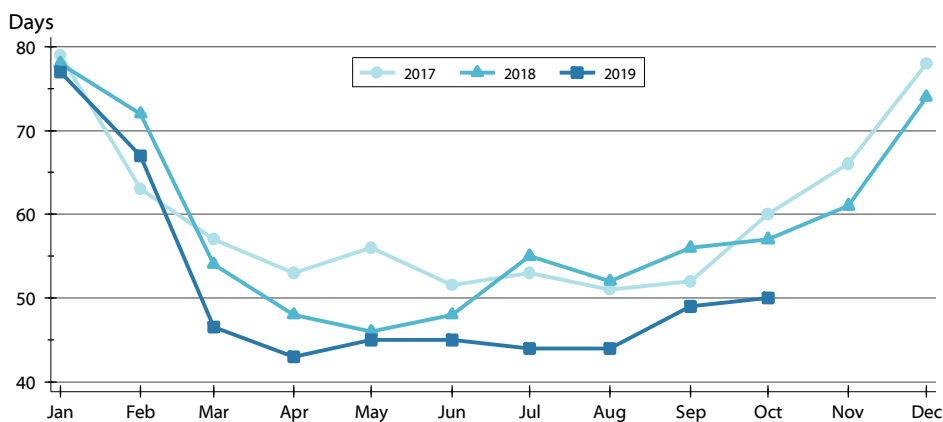
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 11/8/2019**

## AVERAGE DOM >>



Month	2017	2018	2019
January	114	110	110
February	109	109	110
March	104	104	93
April	99	95	89
May	101	91	85
June	95	87	83
July	98	94	82
August	93	90	82
September	89	92	87
October	95	91	88
November	100	96	
December	108	107	

## MEDIAN DOM >>



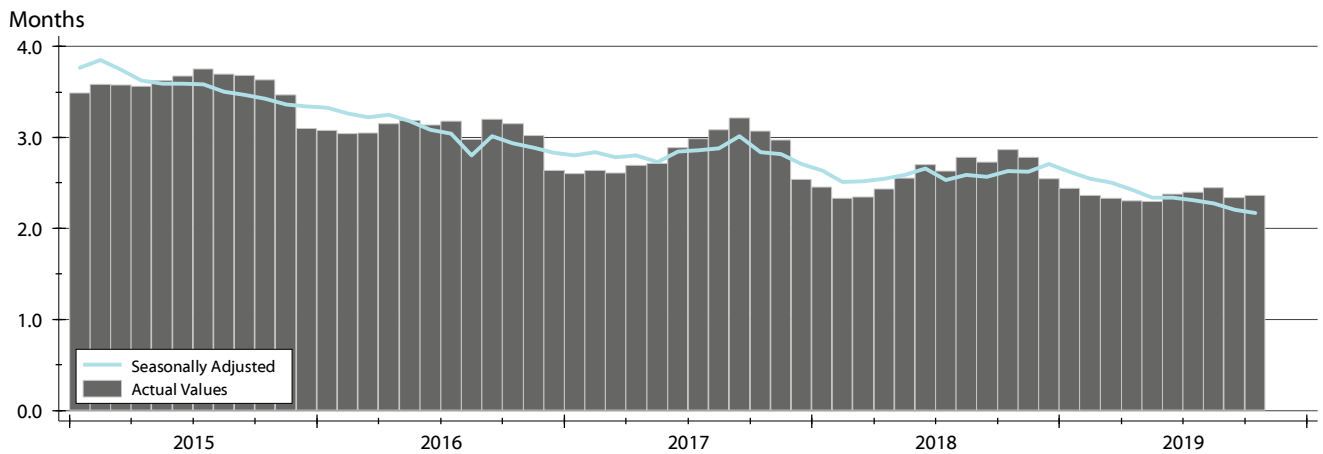
Month	2017	2018	2019
January	79	78	77
February	63	72	67
March	57	54	47
April	53	48	43
May	56	46	45
June	52	48	45
July	53	55	44
August	51	52	44
September	52	56	49
October	60	57	50
November	66	61	
December	78	74	



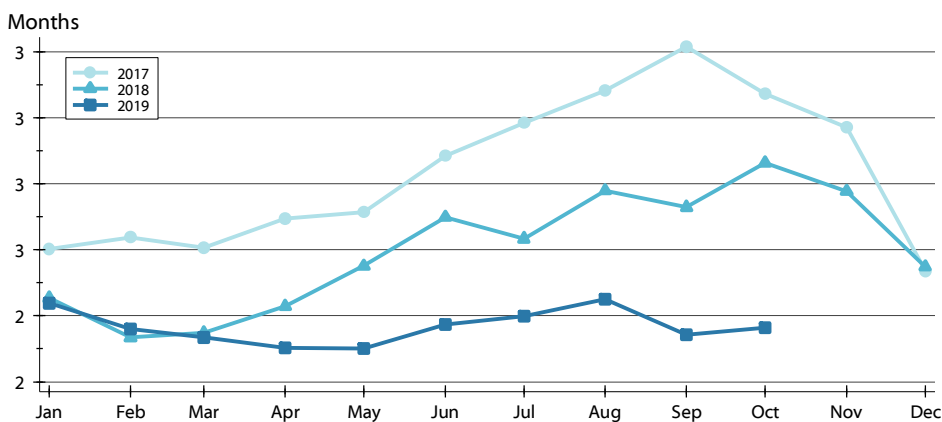
# MONTHS' SUPPLY ANALYSIS

**HISTORY** >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 11/8/2019**



**BY MONTH** >>



Month	2017	2018	2019
January	2.6	2.5	2.4
February	2.6	2.3	2.4
March	2.6	2.3	2.3
April	2.7	2.4	2.3
May	2.7	2.6	2.3
June	2.9	2.7	2.4
July	3.0	2.6	2.4
August	3.1	2.8	2.4
September	3.2	2.7	2.3
October	3.1	2.9	2.4
November	3.0	2.8	
December	2.5	2.5	



OCTOBER 2019 >>

# SOUTH CENTRAL KANSAS MLS STATISTICS

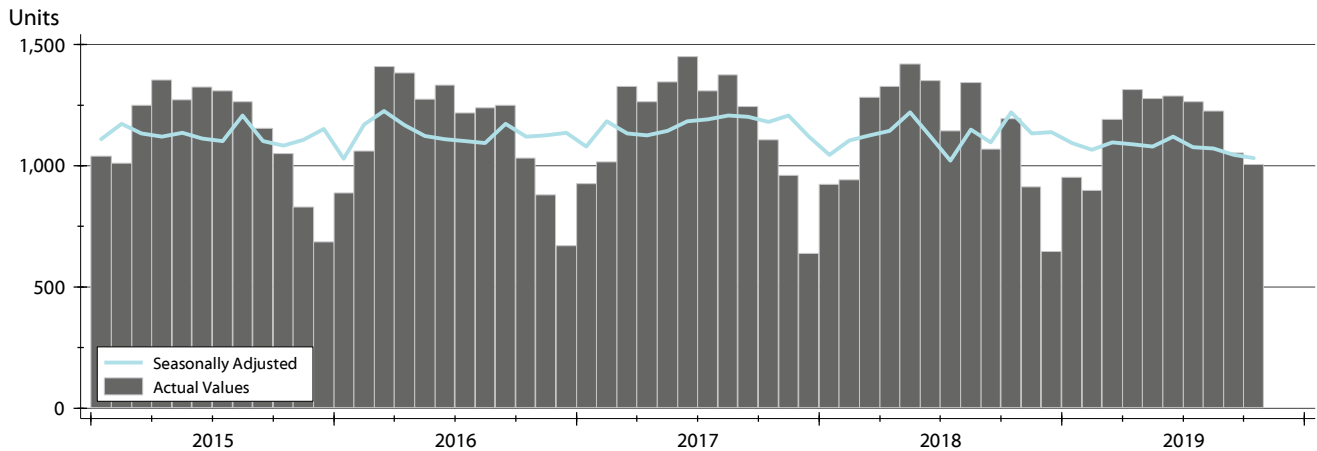


South Central Kansas MLS

## NEW LISTINGS ANALYSIS

HISTORY >>

ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 11/8/2019



SUMMARY >>

Summary Statistics for New Listings		October		
		2019	2018	Change
Current Month	New Listings	<b>1,005</b>	1,195	-15.9%
	Volume (1,000s)	<b>184,548</b>	218,157	-15.4%
	Average List Price	<b>183,630</b>	182,558	0.6%
	Median List Price	<b>155,000</b>	150,950	2.7%
YTD	New Listings	<b>11,465</b>	11,993	-4.4%
	Volume (1,000s)	<b>2,188,191</b>	2,212,329	-1.1%
	Average List Price	<b>190,858</b>	184,468	3.5%
	Median List Price	<b>159,900</b>	154,900	3.2%

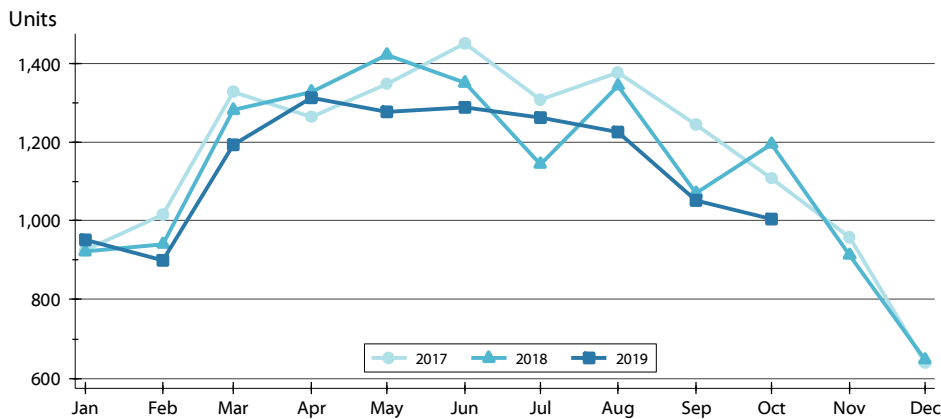
A total of 1,005 new listings were added in South Central Kansas during October, down 15.9% from the same month in 2018. Year-to-date South Central Kansas has seen 11,465 new listings.

The median list price of these homes was \$155,000 up from \$150,950 in 2018.

## NEW LISTINGS ANALYSIS

### BY MONTH >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 11/8/2019**



Month	2017	2018	2019
January	926	922	951
February	1,016	941	900
March	1,327	1,281	1,192
April	1,264	1,327	1,313
May	1,347	1,421	1,277
June	1,450	1,350	1,288
July	1,308	1,144	1,262
August	1,376	1,342	1,225
September	1,244	1,070	1,052
October	1,107	1,195	1,005
November	959	913	
December	638	647	

### BY PRICE RANGE >>

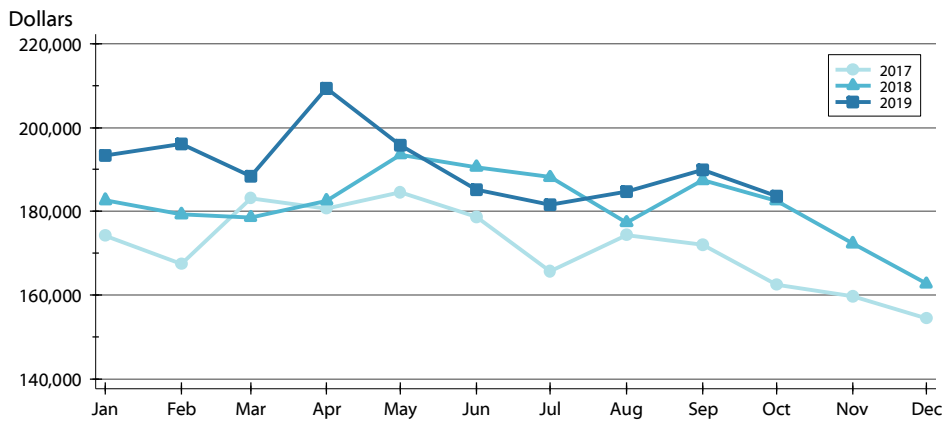
Price Range	New Listings			List Price	
	Number	Percent	Volume	Average	Median
Below \$25,000	39	3.9%	314	8,047	1,500
\$25,000-\$49,999	49	4.9%	1,948	39,749	39,900
\$50,000-\$99,999	187	18.6%	14,488	77,477	79,500
\$100,000-\$124,999	65	6.5%	7,491	115,240	115,000
\$125,000-\$149,999	115	11.4%	15,749	136,950	137,500
\$150,000-\$174,999	115	11.4%	18,679	162,422	164,650
\$175,000-\$199,999	93	9.3%	17,528	188,477	189,000
\$200,000-\$249,999	102	10.1%	23,044	225,922	225,000
\$250,000-\$299,999	80	8.0%	22,038	275,470	275,000
\$300,000-\$399,999	83	8.3%	28,759	346,488	345,000
\$400,000-\$499,999	24	2.4%	10,561	440,060	429,023
\$500,000-\$749,999	13	1.3%	8,031	617,738	599,900
\$750,000-\$999,999	5	0.5%	4,298	859,580	849,000
\$1,000,000 and up	3	0.3%	5,745	1,915,000	1,596,000
All price ranges	1,005	100.0%	184,548	183,630	155,000



# NEW LISTINGS ANALYSIS

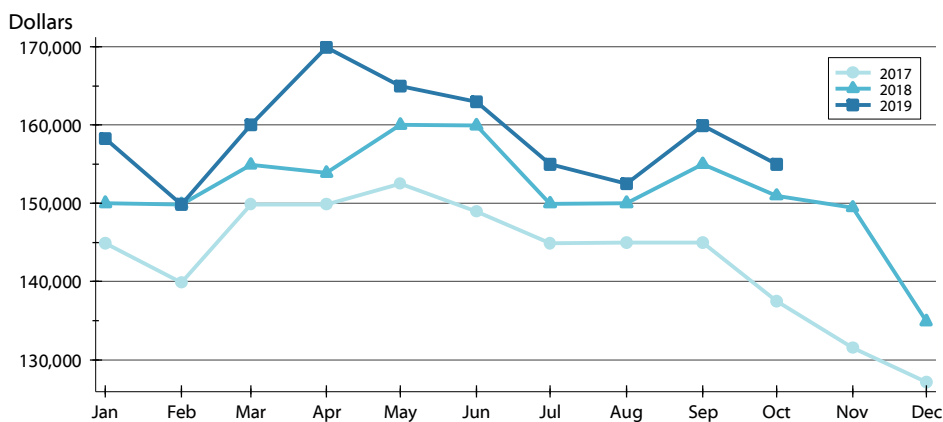
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 11/8/2019**

## AVERAGE PRICE >>



Month	2017	2018	2019
January	174,160	182,633	193,246
February	167,440	179,261	196,067
March	183,129	178,570	188,357
April	180,681	182,527	209,364
May	184,549	193,498	195,770
June	178,592	190,530	185,084
July	165,716	188,145	181,643
August	174,383	177,345	184,722
September	172,006	187,432	189,979
October	162,387	182,558	183,630
November	159,649	172,288	
December	154,423	162,686	

## MEDIAN PRICE >>

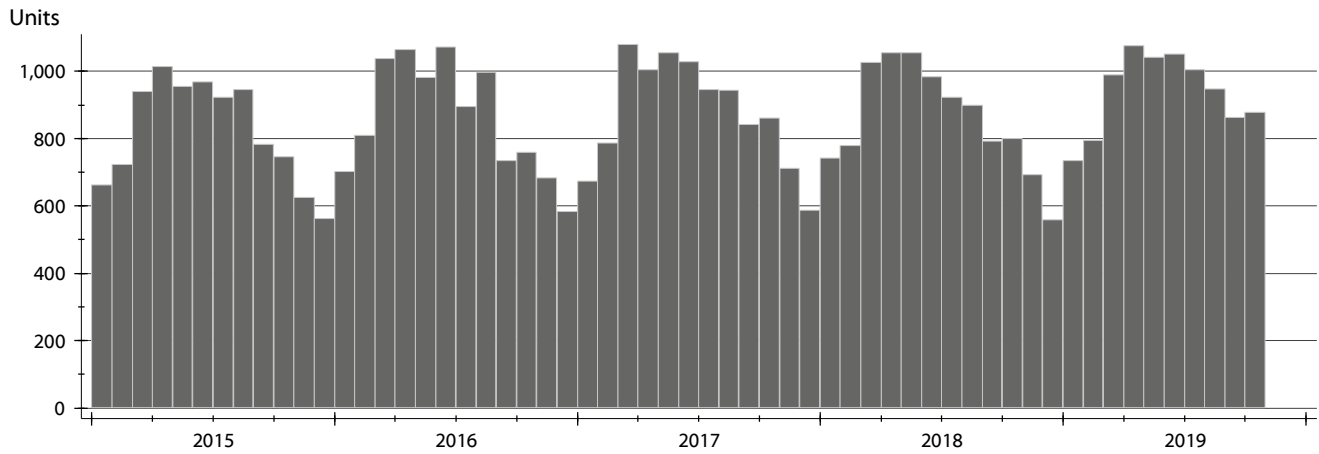


Month	2017	2018	2019
January	144,900	150,000	158,250
February	139,900	149,900	149,900
March	149,900	154,900	160,000
April	149,900	153,900	169,900
May	152,500	160,000	165,000
June	148,950	159,900	163,000
July	144,950	149,950	155,000
August	145,000	150,000	152,500
September	145,000	155,000	159,900
October	137,500	150,950	155,000
November	131,500	149,450	
December	127,200	134,900	

# CONTRACTS WRITTEN ANALYSIS

**HISTORY >>**

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 11/8/2019**



**SUMMARY >>**

Summary Statistics for Contracts Written		October			Year-to-Date		
		2019	2018	Change	2019	2018	Change
Closed Listings		<b>878</b>	800	9.7%	<b>9,377</b>	9,052	3.6%
Volume (1,000s)		<b>158,030</b>	143,569	10.1%	<b>1,675,286</b>	1,573,772	6.5%
Average	Sale Price	<b>179,988</b>	179,462	0.3%	<b>178,659</b>	173,859	2.8%
	Days on Market	<b>40</b>	43	-7.6%	<b>40</b>	45	-9.8%
	Percent of Original	<b>97.1%</b>	95.3%	1.9%	<b>96.3%</b>	95.9%	0.4%
Median	Sale Price	<b>159,900</b>	154,900	3.2%	<b>159,500</b>	150,000	6.3%
	Days on Market	<b>18</b>	19	-5.3%	<b>14</b>	19	-26.3%
	Percent of Original	<b>100.0%</b>	97.2%	2.9%	<b>98.6%</b>	97.9%	0.7%

A total of 878 contracts for sale were written in South Central Kansas during the month of October, up from 800 in 2018. The median list price of these homes was \$159,900, up from \$154,900 the prior year.

Half of the homes that went under contract in October were on the market less than 18 days, compared to 19 days in October 2018.



OCTOBER 2019 >>

# SOUTH CENTRAL KANSAS MLS STATISTICS

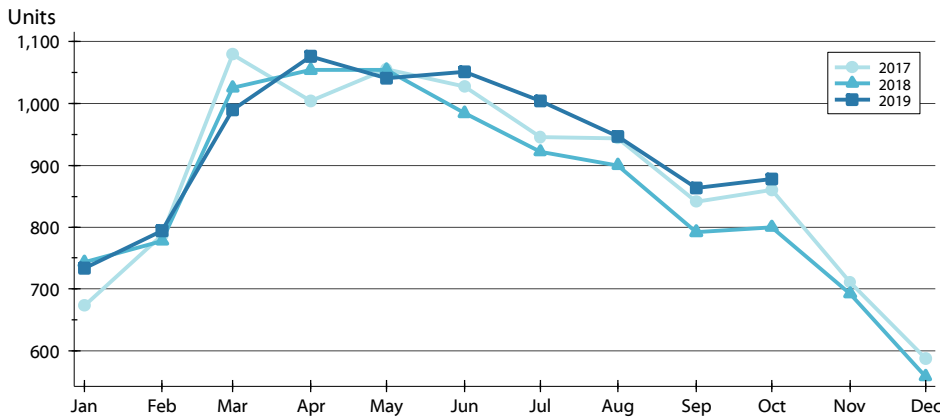


South Central Kansas MLS

## CONTRACTS WRITTEN ANALYSIS

BY MONTH >>

ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 11/8/2019



Month	2017	2018	2019
January	673	743	734
February	787	778	794
March	1,079	1,025	989
April	1,004	1,054	1,076
May	1,055	1,054	1,041
June	1,027	984	1,051
July	946	922	1,004
August	944	900	947
September	841	792	863
October	860	800	878
November	711	692	863
December	588	559	863

BY PRICE RANGE >>

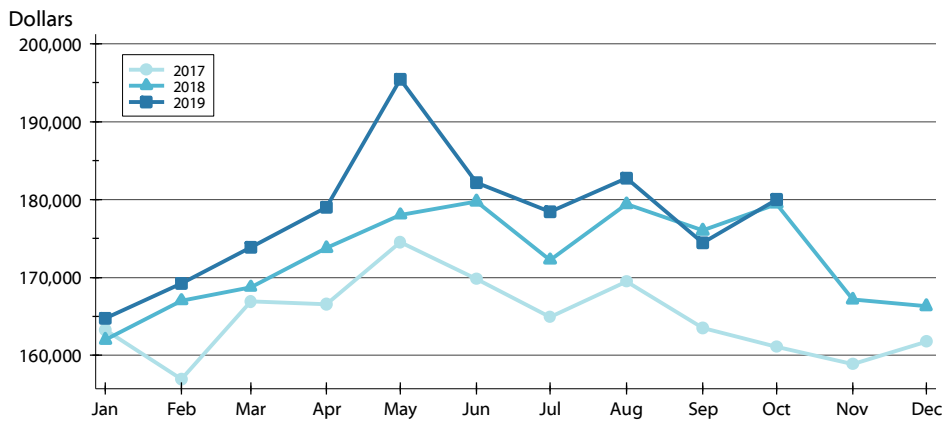
Price Range	Contracts Written			List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median
Below \$25,000	14	1.6%	250	17,843	19,950	78	42	91.3%	83.6%
\$25,000-\$49,999	29	3.3%	1,179	40,653	45,000	51	31	92.0%	100.0%
\$50,000-\$99,999	186	21.2%	14,347	77,137	77,750	38	19	95.8%	100.0%
\$100,000-\$124,999	71	8.1%	8,171	115,081	115,000	36	19	97.6%	100.0%
\$125,000-\$149,999	87	9.9%	11,885	136,605	135,000	17	6	98.2%	100.0%
\$150,000-\$174,999	104	11.8%	16,887	162,375	162,500	28	10	98.0%	100.0%
\$175,000-\$199,999	94	10.7%	17,593	187,165	185,950	31	11	98.1%	100.0%
\$200,000-\$249,999	108	12.3%	24,392	225,854	225,000	36	20	97.9%	100.0%
\$250,000-\$299,999	57	6.5%	15,677	275,030	277,650	41	24	97.9%	100.0%
\$300,000-\$399,999	55	6.3%	19,078	346,868	349,900	67	34	98.7%	100.0%
\$400,000-\$499,999	30	3.4%	13,384	446,125	437,450	91	69	96.1%	98.6%
\$500,000-\$749,999	11	1.3%	6,374	579,427	569,000	104	89	95.6%	98.2%
\$750,000-\$999,999	3	0.3%	2,725	908,300	950,000	101	127	84.0%	91.2%
\$1,000,000 and up	1	0.1%	1,049	1,049,000	1,049,000	144	144	93.2%	93.2%
All price ranges	878	100.0%	158,030	179,988	159,900	40	18	97.1%	100.0%



**CONTRACTS WRITTEN ANALYSIS**

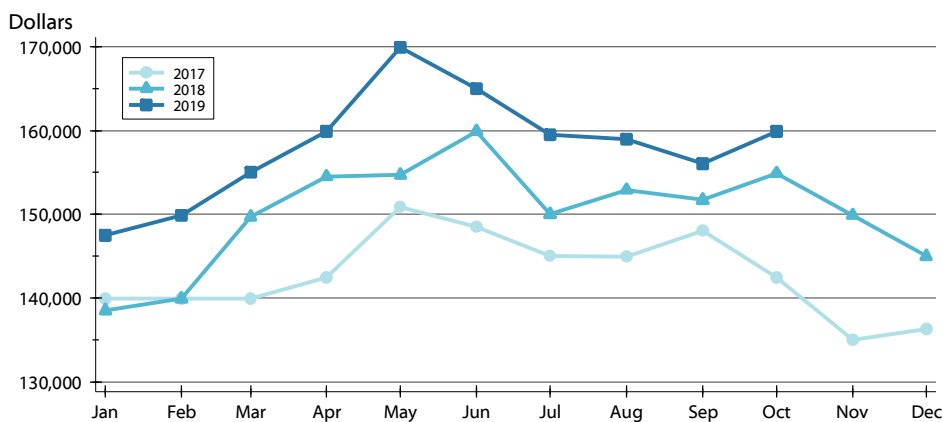
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 11/8/2019**

**AVERAGE PRICE** >>



Month	2017	2018	2019
January	163,213	161,962	164,726
February	156,975	167,014	169,240
March	166,903	168,727	173,835
April	166,599	173,771	178,979
May	174,525	178,025	195,460
June	169,773	179,738	182,165
July	164,863	172,239	178,459
August	169,454	179,416	182,731
September	163,452	175,985	174,436
October	161,050	179,462	179,988
November	158,872	167,116	167,116
December	161,778	166,303	166,303

**MEDIAN PRICE** >>

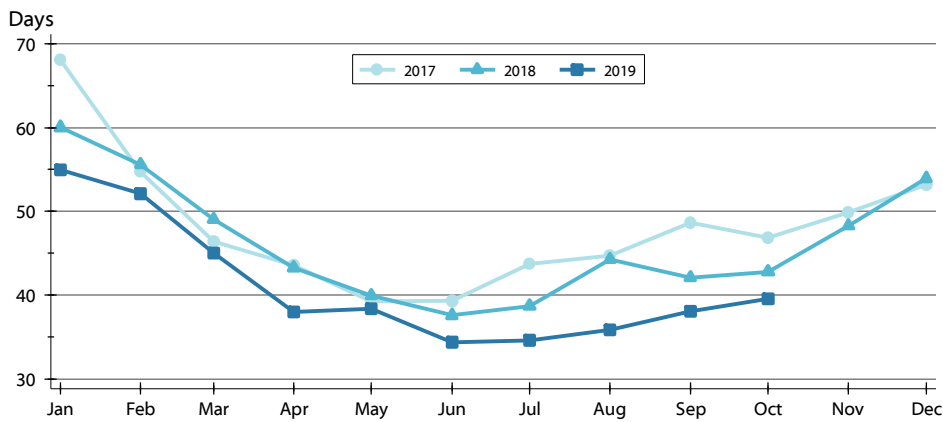


Month	2017	2018	2019
January	139,900	138,500	147,450
February	139,900	139,900	149,900
March	139,900	149,700	155,000
April	142,500	154,500	159,900
May	150,863	154,700	169,900
June	148,450	159,900	165,000
July	145,000	150,000	159,500
August	144,900	152,900	159,000
September	148,000	151,700	156,000
October	142,500	154,900	159,900
November	135,000	149,900	149,900
December	136,250	145,000	145,000

# CONTRACTS WRITTEN ANALYSIS

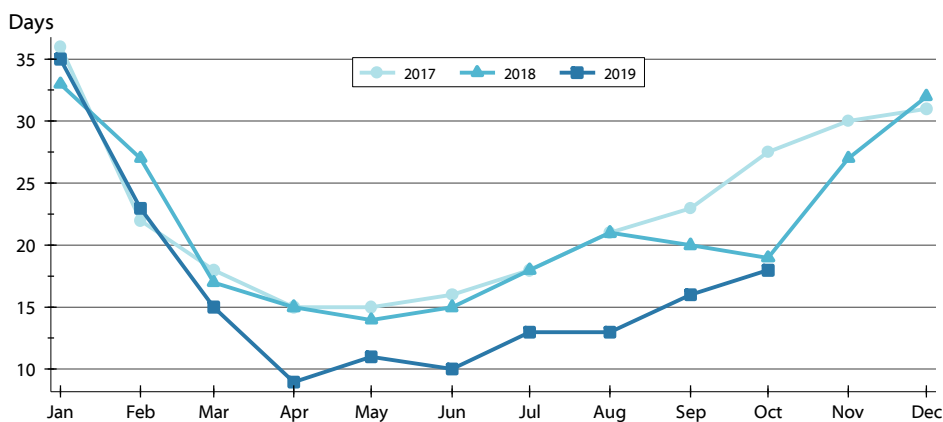
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 11/8/2019**

## AVERAGE DOM >>



Month	2017	2018	2019
January	68	60	55
February	55	56	52
March	46	49	45
April	44	43	38
May	39	40	38
June	39	38	34
July	44	39	35
August	45	44	36
September	49	42	38
October	47	43	40
November	50	48	
December	53	54	

## MEDIAN DOM >>



Month	2017	2018	2019
January	36	33	35
February	22	27	23
March	18	17	15
April	15	15	9
May	15	14	11
June	16	15	10
July	18	18	13
August	21	21	13
September	23	20	16
October	28	19	18
November	30	27	
December	31	32	



OCTOBER 2019 >>

# SOUTH CENTRAL KANSAS MLS STATISTICS

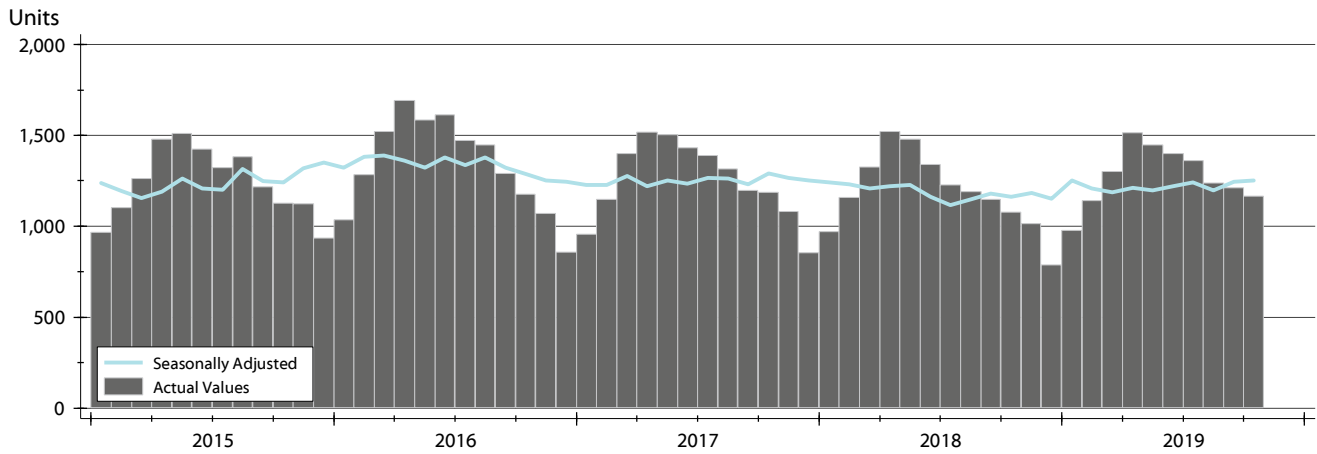


South Central Kansas MLS

## PENDING CONTRACTS ANALYSIS

ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 11/8/2019

### HISTORY >>



### SUMMARY >>

Summary Statistics for Active Listings		End of October		
		2019	2018	Change
Active Listings		<b>1,165</b>	1,077	8.2%
Volume (1,000s)		<b>232,384</b>	205,869	12.9%
Average	List Price	<b>199,471</b>	191,150	4.4%
	Days on Market	<b>41</b>	44	-7.3%
	Percent of Original	<b>98.0%</b>	97.8%	0.3%
Median	List Price	<b>174,900</b>	164,500	6.3%
	Days on Market	<b>12</b>	20	-40.0%
	Percent of Original	<b>100.0%</b>	100.0%	0.0%

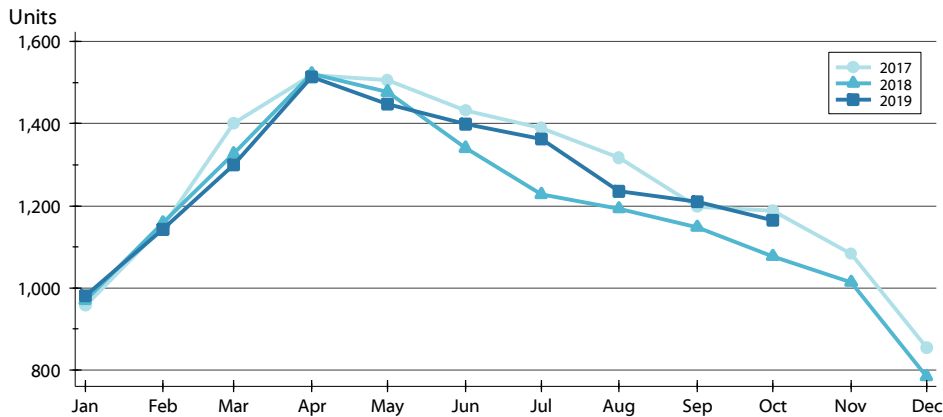
A total of 1,165 listings in South Central Kansas had contracts pending at the end of October, up from 1,077 contracts pending at the end of October 2018.

Pending contracts reflect listings with a contract in place at the end of the month. In contrast, contracts written measures the number of listings put under contract during the month.

# PENDING CONTRACTS ANALYSIS

## BY MONTH >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 11/8/2019**



Month	2017	2018	2019
January	957	970	980
February	1,149	1,159	1,143
March	1,400	1,326	1,300
April	1,518	1,521	1,514
May	1,505	1,477	1,447
June	1,432	1,340	1,399
July	1,390	1,228	1,363
August	1,317	1,193	1,236
September	1,197	1,148	1,211
October	1,188	1,077	1,165
November	1,083	1,014	1,014
December	855	785	785

## BY PRICE RANGE >>

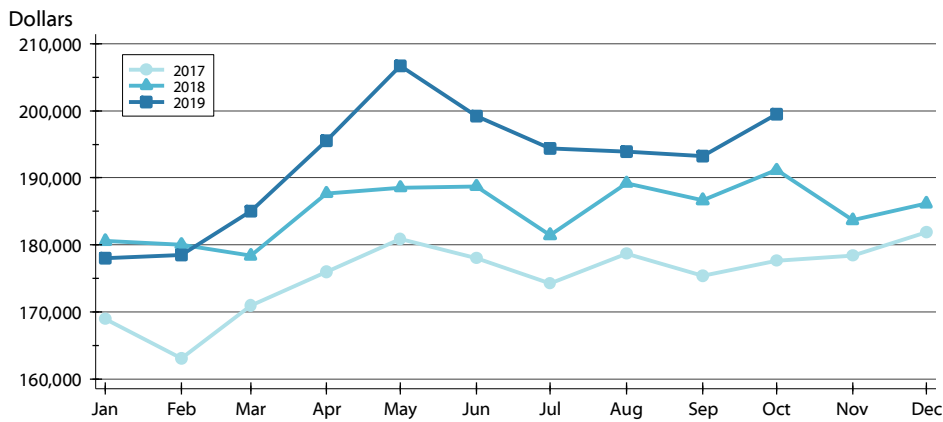
Price Range	Contracts Written			List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median
Below \$25,000	10	0.9%	201	20,080	19,950	83	41	86.1%	95.0%
\$25,000-\$49,999	33	2.8%	1,369	41,480	44,900	76	31	95.4%	100.0%
\$50,000-\$99,999	214	18.4%	16,690	77,991	79,850	53	19	97.1%	100.0%
\$100,000-\$124,999	86	7.4%	9,758	113,461	115,000	35	14	98.0%	100.0%
\$125,000-\$149,999	106	9.1%	14,555	137,316	137,890	20	6	98.7%	100.0%
\$150,000-\$174,999	127	10.9%	20,608	162,265	162,000	25	9	98.6%	100.0%
\$175,000-\$199,999	134	11.5%	25,223	188,233	188,950	37	11	98.4%	100.0%
\$200,000-\$249,999	148	12.7%	33,585	226,927	229,000	29	12	98.5%	100.0%
\$250,000-\$299,999	84	7.2%	23,137	275,439	276,500	33	10	98.4%	100.0%
\$300,000-\$399,999	124	10.6%	42,761	344,843	344,176	51	5	99.5%	100.0%
\$400,000-\$499,999	50	4.3%	22,181	443,629	439,950	60	30	97.6%	100.0%
\$500,000-\$749,999	16	1.4%	9,109	569,335	551,450	77	70	98.4%	100.0%
\$750,000-\$999,999	5	0.4%	4,251	850,234	775,000	69	43	90.4%	95.2%
\$1,000,000 and up	3	0.3%	3,969	1,323,000	1,395,000	159	144	93.9%	93.2%
All price ranges	1,165	100.0%	232,384	199,471	174,900	41	12	98.0%	100.0%



# PENDING CONTRACTS ANALYSIS

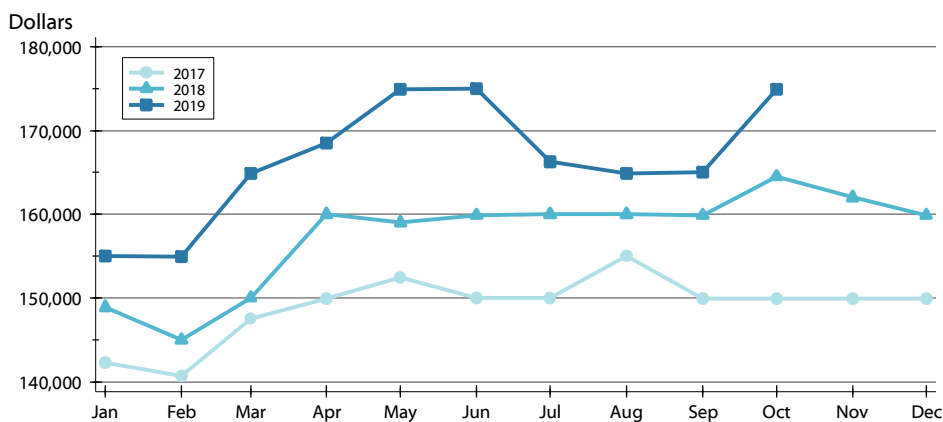
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 11/8/2019**

## AVERAGE PRICE >>



Month	2017	2018	2019
January	168,915	180,564	177,966
February	163,082	180,022	178,468
March	170,903	178,347	185,022
April	175,952	187,633	195,583
May	180,836	188,503	206,721
June	177,943	188,722	199,174
July	174,214	181,440	194,369
August	178,618	189,213	193,882
September	175,363	186,663	193,256
October	177,592	191,150	199,471
November	178,336	183,647	
December	181,887	186,152	

## MEDIAN PRICE >>

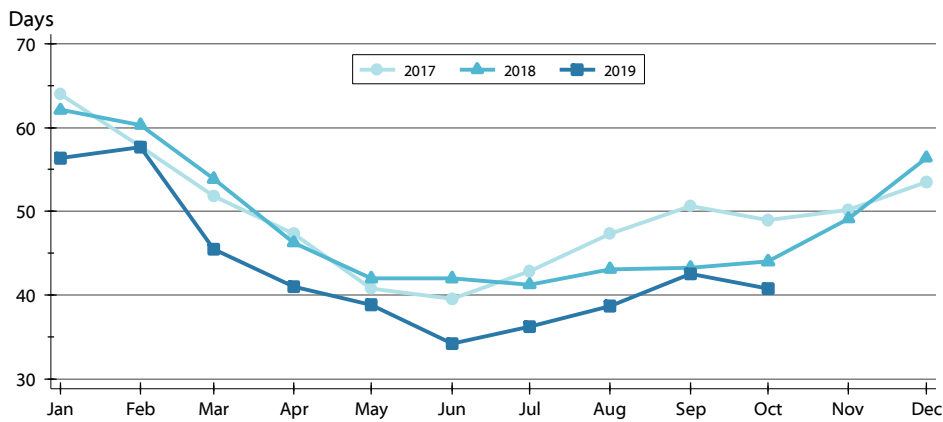


Month	2017	2018	2019
January	142,250	148,900	155,000
February	140,650	145,000	154,900
March	147,500	150,000	164,900
April	149,900	160,000	168,500
May	152,500	159,000	174,900
June	150,000	159,900	175,000
July	150,000	160,000	166,250
August	155,000	160,000	164,900
September	149,900	159,900	165,000
October	149,900	164,500	174,900
November	149,900	162,000	
December	149,950	159,900	

# PENDING CONTRACTS ANALYSIS

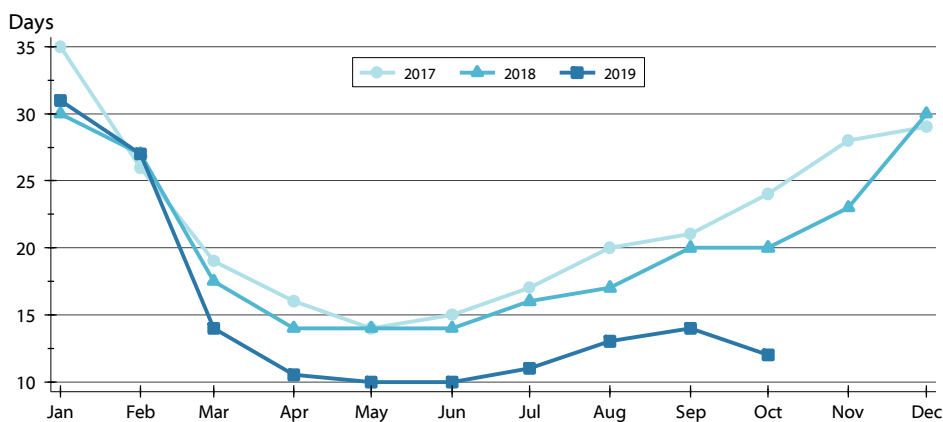
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 11/8/2019**

## AVERAGE DOM >>



Month	2017	2018	2019
January	64	62	56
February	58	60	58
March	52	54	45
April	47	46	41
May	41	42	39
June	40	42	34
July	43	41	36
August	47	43	39
September	51	43	43
October	49	44	41
November	50	49	49
December	53	56	56

## MEDIAN DOM >>



Month	2017	2018	2019
January	35	30	31
February	26	27	27
March	19	18	14
April	16	14	11
May	14	14	10
June	15	14	10
July	17	16	11
August	20	17	13
September	21	20	14
October	24	20	12
November	28	23	23
December	29	30	30



South Central Kansas MLS

## South Central Kansas MLS

170 W. Dewey, Wichita, KS 67202

[www.sckrealtors.com](http://www.sckrealtors.com)

December 13, 2019

### South Central Kansas MLS Releases Home Sales Figures for November 2019

Homes sales in South Central Kansas rose by 9.6% in November compared to the prior year. Sales in November 2019 totaled 859 units, up from 784 in 2018.

Among existing homes, 792 units sold in November, an increase of 9.5% from 723 units that sold in 2018. The average sale price of existing homes was \$168,944. This represents an increase of 5.0% from the November 2018 average price of \$160,926.

For new construction, 67 sales occurred in November, up from 61 units the prior year, an increase of 9.8%. The average sale price of new homes in November was \$300,942, down 6.2% from the same period last year.

A total of 735 contracts for sale were written in November 2019, up from 692 in November 2018. This is an increase of 6.2%. Contracts written during the month reflect, in part, sales that are set to close in the near future.

The inventory of active listings in South Central Kansas stood at 1,953 units at the end of November, which is down from 2,425 homes that were on the market at the end of November last year. At the current rate of sales, this figure represents 2.2 months' supply of homes on the market.

For questions and/or comments, please contact South Central Kansas MLS President Dwyn Thudium at [dwynt@crownthree.com](mailto:dwynt@crownthree.com).





**MARKET OVERVIEW** >>

**South Central Kansas Home Sales Rose in November**

Total home sales in South Central Kansas rose by 9.6% last month to 859 units, compared to 784 units in November 2018. Total sales volume was \$154.0 million, up 13.3% from a year earlier.

The median sale price in November was \$160,000, up from \$150,000 a year earlier. Homes that sold in November were typically on the market for 15 days and sold for 100.0% of their list prices.

**South Central Kansas Active Listings Down at End of November**

The total number of active listings in South Central Kansas at the end of November was 1,953 units, down from 2,425 at the same point in 2018. This represents a 2.2 months' supply of homes available for sale. The median list price of homes on the market at the end of November was \$189,500.

During November, a total of 735 contracts were written up from 692 in November 2018. At the end of the month, there were 1,105 contracts pending, compared to 1,014 at the end of November 2018.

**Your Association Working for You!**

The South Central Kansas MLS statistical reports are one of the many benefits you receive from being a member of the REALTORS® of South Central Kansas. Through a partnership with the Kansas Association of REALTORS®, we will send you these reports each month to help you better serve your clients and promote your business.

Entire MLS System		November		
Current Month		2019	2018	Change
<b>Summary Statistics</b>				
Home Sales		<b>859</b>	784	9.6%
Active Listings		<b>1,953</b>	2,425	-19.5%
Months' Supply		<b>2.2</b>	2.8	-20.2%
New Listings		<b>825</b>	913	-9.6%
Contracts Written		<b>735</b>	692	6.2%
Pending Contracts		<b>1,105</b>	1,014	9.0%
Sales Volume (1,000s)		<b>153,967</b>	135,911	13.3%
Average	Sale Price	<b>179,240</b>	173,356	3.4%
	List Price of Actives	<b>247,242</b>	228,794	8.1%
	Days on Market	<b>40</b>	42	-3.9%
	Percent of List	<b>98.4%</b>	97.4%	1.0%
	Percent of Original	<b>96.4%</b>	95.2%	1.2%
Median	Sale Price	<b>160,000</b>	150,000	6.7%
	List Price of Actives	<b>189,500</b>	169,900	11.5%
	Days on Market	<b>15</b>	22	-31.8%
	Percent of List	<b>100.0%</b>	98.8%	1.2%
	Percent of Original	<b>98.1%</b>	96.8%	1.3%

**REPORT CONTENTS** >>

- **Three-Year Comparisons** – Page 2
- **Year-to-Date Statistics** – Page 3
- **Closed Listings Analysis** – Page 4
- **Active Listings Analysis** – Page 8
- **Months' Supply Analysis** – Page 12
- **New Listings Analysis** – Page 13
- **Contracts Written Analysis** – Page 16
- **Pending Contracts Analysis** – Page 20



# NOVEMBER 2019 >>

# SOUTH CENTRAL KANSAS MLS STATISTICS



South Central Kansas MLS

## THREE-YEAR COMPARISONS

### SUMMARY >>

BREAKDOWNS BY HOME TYPE  
ENTIRE MLS SYSTEM  
AS OF 12/9/2019

November MLS Statistics		2019			2018			2017			
By Property Type		Total	Existing	New	Total	Existing	New	Total	Existing	New	
Home Sales		<b>859</b>	<b>792</b>	<b>67</b>	784	723	61	817	764	53	
	Change from prior year	9.6%	9.5%	9.8%	-4.0%	-5.4%	15.1%	5.4%	7.8%	-19.7%	
Active Listings		<b>1,953</b>	<b>1,674</b>	<b>279</b>	2,425	2,149	276	2,584	2,277	307	
	Change from prior year	-19.5%	-22.1%	1.1%	-6.2%	-5.6%	-10.1%	-0.8%	-1.2%	2.3%	
Months' Supply		<b>2.2</b>	<b>2.0</b>	<b>4.8</b>	2.8	2.7	4.4	3.0	2.8	5.4	
	Change from prior year	-20.2%	-23.3%	9.6%	-6.5%	-5.3%	-18.4%	-1.8%	-2.6%	7.3%	
New Listings		<b>825</b>	<b>767</b>	<b>58</b>	913	838	75	959	890	69	
	Change from prior year	-9.6%	-8.5%	-22.7%	-4.8%	-5.8%	8.7%	9.1%	8.5%	16.9%	
Contracts Written		<b>735</b>	<b>682</b>	<b>53</b>	692	644	48	711	659	52	
	Change from prior year	6.2%	5.9%	10.4%	-2.7%	-2.3%	-7.7%	4.1%	3.3%	15.6%	
Pending Contracts		<b>1,105</b>	<b>925</b>	<b>180</b>	1,014	850	164	1,083	909	174	
	Change from prior year	9.0%	8.8%	9.8%	-6.4%	-6.5%	-5.7%	1.3%	-6.3%	75.8%	
Sales Volume (1,000s)		<b>153,967</b>	<b>133,804</b>	<b>20,163</b>	135,911	116,350	19,562	125,951	107,827	18,123	
	Change from prior year	13.3%	15.0%	3.1%	7.9%	7.9%	7.9%	6.4%	11.1%	-14.9%	
Average	Sale Price	<b>179,240</b>	<b>168,944</b>	<b>300,942</b>	173,356	160,926	320,681	154,162	141,135	341,951	
		Change from prior year	3.4%	5.0%	-6.2%	12.5%	14.0%	-6.2%	1.0%	3.1%	5.9%
	List Price of Actives	<b>247,242</b>	<b>231,808</b>	<b>336,414</b>	228,794	216,531	322,188	211,350	196,967	315,069	
		Change from prior year	8.1%	7.1%	4.4%	8.3%	9.9%	2.3%	0.7%	0.4%	1.0%
	Days on Market	<b>40</b>	<b>35</b>	<b>98</b>	42	40	58	48	47	68	
		Change from prior year	-3.9%	-12.8%	69.5%	-13.6%	-13.9%	-15.0%	2.3%	1.7%	16.1%
Percent of List		<b>98.4%</b>	<b>98.1%</b>	<b>102.0%</b>	97.4%	97.1%	101.5%	97.1%	96.8%	101.2%	
		Change from prior year	1.0%	1.1%	0.4%	0.3%	0.2%	0.3%	0.4%	0.5%	0.0%
	Percent of Original	<b>96.4%</b>	<b>95.8%</b>	<b>102.6%</b>	95.2%	94.6%	101.8%	94.2%	93.7%	101.1%	
	Change from prior year	1.2%	1.2%	0.8%	1.1%	1.0%	0.6%	-0.3%	-0.1%	-0.7%	
Median	Sale Price	<b>160,000</b>	<b>154,450</b>	<b>290,665</b>	150,000	140,500	303,825	136,400	128,750	301,142	
		Change from prior year	6.7%	9.9%	-4.3%	10.0%	9.1%	0.9%	1.4%	3.0%	17.2%
	List Price of Actives	<b>189,500</b>	<b>165,000</b>	<b>296,072</b>	169,900	152,000	288,047	158,900	139,900	269,965	
		Change from prior year	11.5%	8.6%	2.8%	6.9%	8.6%	6.7%	6.0%	3.7%	1.3%
	Days on Market	<b>15</b>	<b>16</b>	<b>1</b>	22	23	0	27	28	1	
		Change from prior year	-31.8%	-30.4%	N/A	-18.5%	-17.9%	-100.0%	8.0%	12.0%	-80.0%
Percent of List	<b>100.0%</b>	<b>99.4%</b>	<b>100.0%</b>	98.8%	98.3%	100.0%	99.1%	98.7%	100.0%		
	Change from prior year	1.2%	1.1%	0.0%	-0.3%	-0.4%	0.0%	0.4%	0.5%	0.0%	
Percent of Original	<b>98.1%</b>	<b>97.6%</b>	<b>100.3%</b>	96.8%	96.6%	100.0%	96.7%	96.3%	100.0%		
	Change from prior year	1.3%	1.1%	0.3%	0.1%	0.2%	0.0%	-0.3%	-0.1%	-0.3%	



# NOVEMBER 2019 >>

# SOUTH CENTRAL KANSAS MLS STATISTICS



South Central Kansas MLS

## YEAR-TO-DATE STATISTICS

### SUMMARY >>

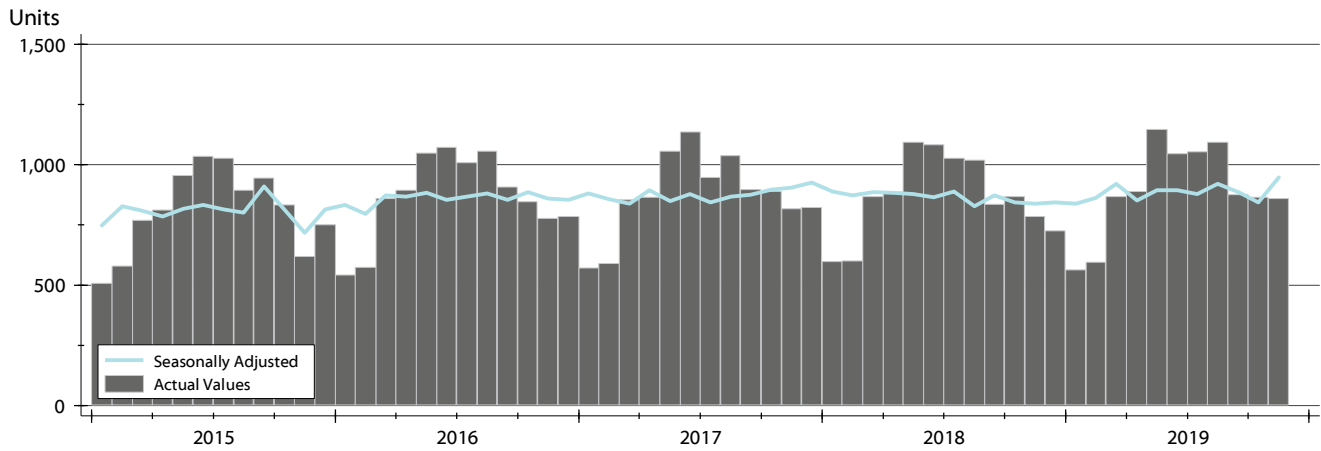
YTD BREAKDOWNS BY HOME TYPE  
ENTIRE MLS SYSTEM  
AS OF 12/9/2019

Year-to-Date Activity		2019			2018			2017		
By Property Type		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		<b>9,848</b>	<b>9,211</b>	<b>637</b>	9,658	8,970	688	9,654	9,036	618
Change from prior year		2.0%	2.7%	-7.4%	0.0%	-0.7%	11.3%	0.7%	1.3%	-6.5%
New Listings		<b>12,352</b>	<b>11,539</b>	<b>813</b>	12,906	12,058	848	13,324	12,350	974
Change from prior year		-4.3%	-4.3%	-4.1%	-3.1%	-2.4%	-12.9%	2.8%	1.8%	16.2%
Contracts Written		<b>10,129</b>	<b>9,492</b>	<b>637</b>	9,744	9,070	674	9,927	9,234	693
Change from prior year		4.0%	4.7%	-5.5%	-1.8%	-1.8%	-2.7%	2.0%	1.8%	5.0%
Sales Volume (1,000s)		<b>1,706,187</b>	<b>1,502,410</b>	<b>203,777</b>	1,605,594	1,390,093	215,501	1,527,583	1,341,239	186,344
Change from prior year		6.3%	8.1%	-5.4%	5.1%	3.6%	15.6%	1.5%	2.7%	-6.5%
Average	Sale Price	<b>173,270</b>	<b>163,128</b>	<b>319,901</b>	166,245	154,971	313,229	158,233	148,433	301,528
	Change from prior year	4.2%	5.3%	2.1%	5.1%	4.4%	3.9%	0.7%	1.4%	0.0%
	Days on Market	<b>41</b>	<b>39</b>	<b>72</b>	45	42	92	48	45	86
	Change from prior year	-9.8%	-7.2%	-21.8%	-4.8%	-7.2%	7.1%	-9.9%	-7.7%	-20.2%
	Percent of List	<b>97.9%</b>	<b>97.6%</b>	<b>102.4%</b>	97.7%	97.4%	101.7%	97.4%	97.1%	101.5%
Change from prior year	0.2%	0.2%	0.7%	0.3%	0.3%	0.2%	0.1%	0.1%	0.3%	
Median	Percent of Original	<b>96.1%</b>	<b>95.6%</b>	<b>103.0%</b>	95.8%	95.2%	102.3%	95.2%	94.7%	102.0%
	Change from prior year	0.4%	0.4%	0.7%	0.6%	0.6%	0.2%	0.0%	0.0%	0.3%
	Sale Price	<b>154,000</b>	<b>146,500</b>	<b>285,000</b>	145,000	138,500	280,300	139,000	132,000	267,252
	Change from prior year	6.2%	5.8%	1.7%	4.3%	4.9%	4.9%	2.6%	1.6%	2.8%
	Days on Market	<b>15</b>	<b>15</b>	<b>3</b>	19	19	18	21	21	18
Change from prior year	-21.1%	-21.1%	-83.3%	-9.5%	-9.5%	0.0%	-12.5%	-12.5%	-35.7%	
Percent of List	<b>99.5%</b>	<b>99.2%</b>	<b>100.0%</b>	99.1%	98.8%	100.0%	99.1%	98.8%	100.0%	
Change from prior year	0.4%	0.4%	0.0%	0.1%	0.0%	0.0%	0.3%	0.3%	0.0%	
Percent of Original	<b>98.2%</b>	<b>97.8%</b>	<b>100.9%</b>	97.8%	97.4%	100.6%	97.5%	97.1%	100.0%	
Change from prior year	0.4%	0.4%	0.3%	0.3%	0.3%	0.6%	0.1%	0.1%	-0.1%	

# CLOSED LISTINGS ANALYSIS

HISTORY >>

ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 12/9/2019



SUMMARY >>

Summary Statistics for Closed Listings		November			Year-to-Date		
		2019	2018	Change	2019	2018	Change
Closed Listings		859	784	9.6%	9,848	9,658	2.0%
Volume (1,000s)		153,967	135,911	13.3%	1,706,187	1,605,595	6.3%
Average	Sale Price	179,240	173,356	3.4%	173,270	166,245	4.2%
	Days on Market	40	42	-3.9%	41	45	-9.8%
	Percent of List	98.4%	97.4%	1.0%	97.9%	97.7%	0.2%
	Percent of Original	96.4%	95.2%	1.2%	96.1%	95.8%	0.4%
Median	Sale Price	160,000	150,000	6.7%	154,000	145,000	6.2%
	Days on Market	15	22	-31.8%	15	19	-21.1%
	Percent of List	100.0%	98.8%	1.2%	99.5%	99.1%	0.4%
	Percent of Original	98.1%	96.8%	1.3%	98.2%	97.8%	0.4%

A total of 859 homes sold in South Central Kansas in November, up from 784 units in November 2018. Total sales volume rose to \$154.0 million compared to \$135.9 million in the previous year.

The median sales price in November was \$160,000, up 6.7% compared to the prior year. Median days on market was 15 days, down from 17 days in October, and down from 22 in November 2018.

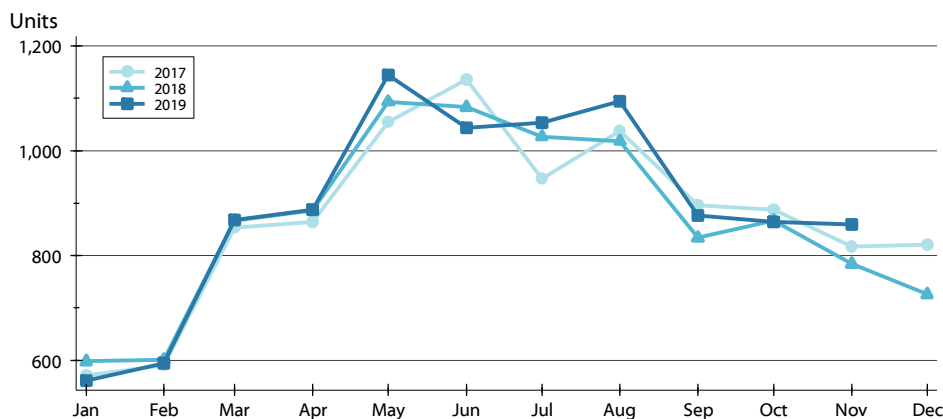




# CLOSED LISTINGS ANALYSIS

## BY MONTH >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 12/9/2019**



Month	2017	2018	2019
January	571	598	562
February	591	601	595
March	853	867	868
April	864	886	887
May	1,055	1,093	1,145
June	1,136	1,083	1,044
July	946	1,027	1,054
August	1,038	1,018	1,094
September	896	834	876
October	887	867	864
November	817	784	859
December	821	726	

## BY PRICE RANGE >>

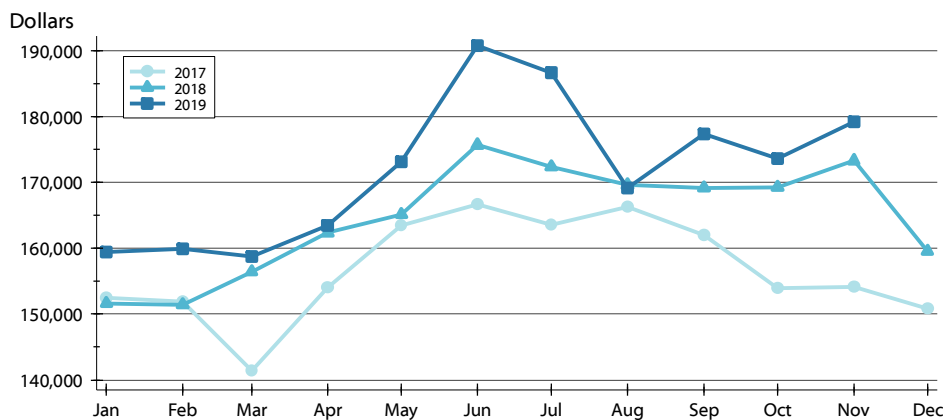
Price Range	Sales			Sale Price		Days on Market		Price as % of List		Price as % of Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median	Average	Median
Below \$25,000	30	3.5%	465	15,512	16,025	62	41	91.7%	89.4%	78.0%	79.1%
\$25,000-\$49,999	40	4.7%	1,500	37,499	36,650	52	36	95.8%	93.4%	89.8%	87.1%
\$50,000-\$99,999	167	19.4%	12,855	76,975	79,500	39	19	97.2%	98.8%	94.6%	95.7%
\$100,000-\$124,999	66	7.7%	7,501	113,655	115,000	26	11	98.9%	100.0%	97.4%	99.1%
\$125,000-\$149,999	74	8.6%	10,083	136,262	136,250	17	9	98.9%	100.0%	97.4%	98.7%
\$150,000-\$174,999	119	13.9%	19,244	161,718	160,000	25	7	99.2%	100.0%	97.7%	99.9%
\$175,000-\$199,999	87	10.1%	16,203	186,236	186,000	30	11	99.1%	100.0%	97.1%	98.7%
\$200,000-\$249,999	109	12.7%	24,520	224,951	227,000	38	17	98.9%	100.0%	97.6%	98.7%
\$250,000-\$299,999	55	6.4%	14,790	268,906	270,000	49	19	98.4%	99.0%	96.7%	98.3%
\$300,000-\$399,999	69	8.0%	23,779	344,619	337,500	66	19	99.9%	99.8%	99.2%	99.9%
\$400,000-\$499,999	33	3.8%	14,593	442,216	435,000	57	47	99.4%	99.9%	97.6%	97.8%
\$500,000-\$749,999	6	0.7%	3,449	574,833	559,500	263	119	98.0%	96.4%	95.4%	95.8%
\$750,000-\$999,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	4	0.5%	4,985	1,246,250	1,267,500	132	131	92.5%	95.1%	86.7%	87.1%
All price ranges	859	100.0%	153,967	179,240	160,000	40	15	98.4%	100.0%	96.4%	98.1%



# CLOSED LISTINGS ANALYSIS

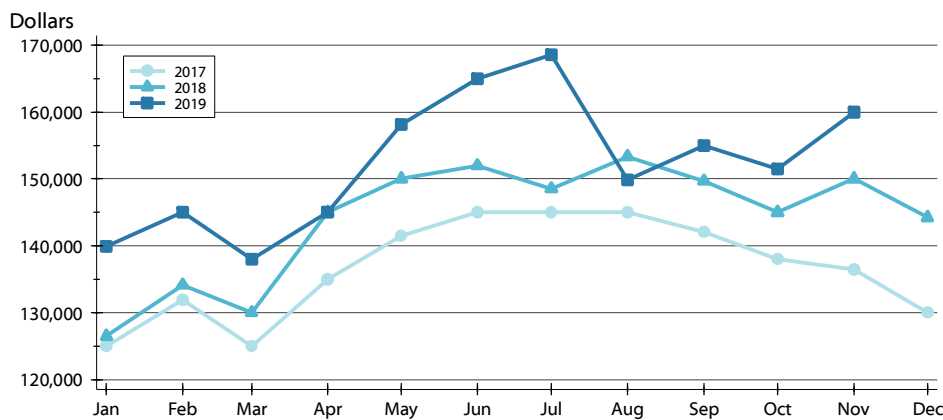
ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 12/9/2019

## AVERAGE PRICE >>



Month	2017	2018	2019
January	152,481	151,661	159,418
February	151,891	151,459	159,948
March	141,375	156,465	158,778
April	154,073	162,387	163,520
May	163,487	165,156	173,151
June	166,721	175,695	190,817
July	163,608	172,443	186,749
August	166,367	169,620	169,132
September	161,984	169,187	177,417
October	154,015	169,281	173,632
November	154,162	173,356	179,240
December	150,792	159,588	

## MEDIAN PRICE >>



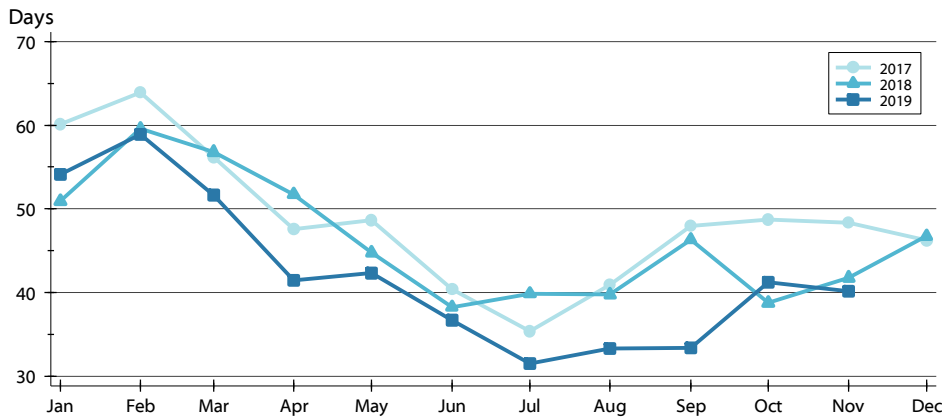
Month	2017	2018	2019
January	125,000	126,500	139,900
February	131,900	134,150	145,000
March	125,000	130,000	138,000
April	135,000	145,000	145,000
May	141,500	150,000	158,125
June	145,000	152,000	164,950
July	145,000	148,500	168,550
August	145,000	153,350	149,863
September	142,000	149,700	155,000
October	138,000	145,000	151,500
November	136,400	150,000	160,000
December	130,000	144,250	



# CLOSED LISTINGS ANALYSIS

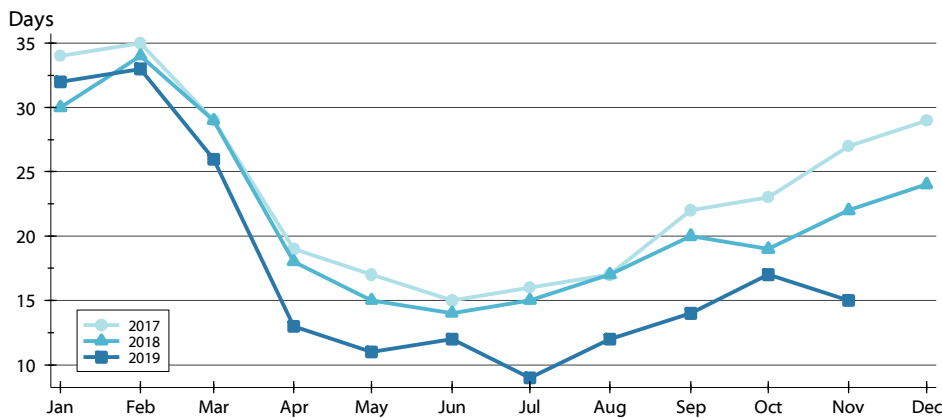
ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 12/9/2019

## AVERAGE DOM >>



Month	2017	2018	2019
January	60	51	54
February	64	60	59
March	56	57	52
April	48	52	41
May	49	45	42
June	40	38	37
July	35	40	32
August	41	40	33
September	48	46	33
October	49	39	41
November	48	42	40
December	46	47	

## MEDIAN DOM >>

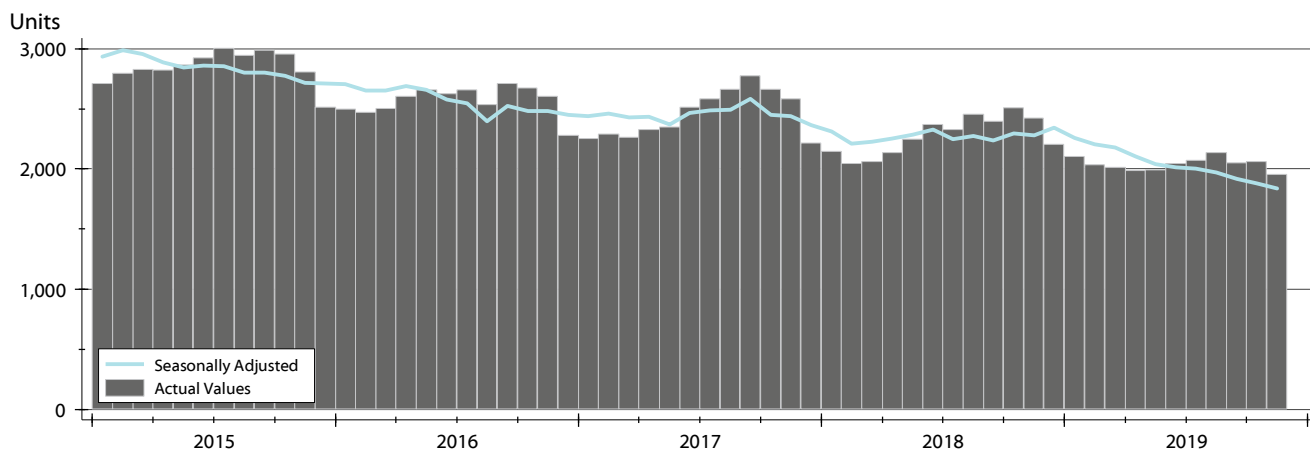


Month	2017	2018	2019
January	34	30	32
February	35	34	33
March	29	29	26
April	19	18	13
May	17	15	11
June	15	14	12
July	16	15	9
August	17	17	12
September	22	20	14
October	23	19	17
November	27	22	15
December	29	24	

# ACTIVE LISTINGS ANALYSIS

HISTORY >>

ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 12/9/2019



SUMMARY >>

Summary Statistics for Active Listings		End of November		
		2019	2018	Change
Active Listings		1,953	2,425	-19.5%
Months' Supply		2.2	2.8	-20.2%
Volume (1,000s)		482,864	554,826	-13.0%
Average	List Price	247,242	228,794	8.1%
	Days on Market	93	96	-3.9%
	Percent of Original	97.3%	97.2%	0.1%
Median	List Price	189,500	169,900	11.5%
	Days on Market	55	61	-9.8%
	Percent of Original	100.0%	100.0%	0.0%

A total of 1,953 homes were available for sale in South Central Kansas at the end of November. This represents a 2.2 months' supply of active listings.

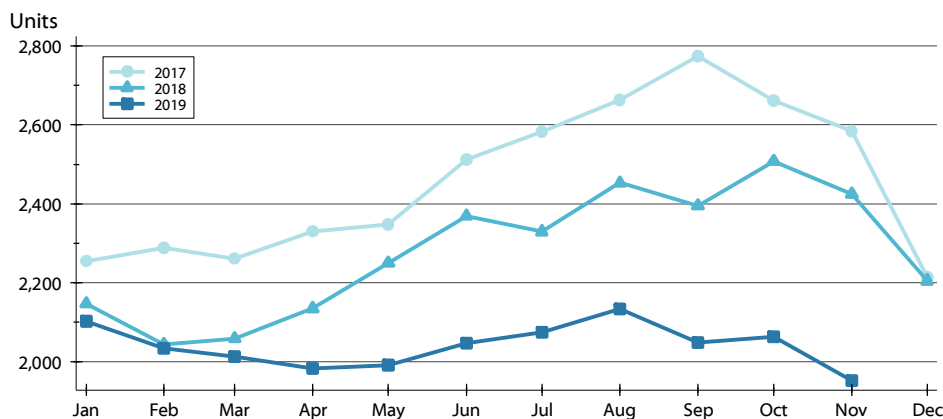
The median list price of homes on the market at the end of November was \$189,500, up 11.5% from 2018. The typical time on market for active listings was 55 days, down from 61 days a year earlier.



# ACTIVE LISTINGS ANALYSIS

## BY MONTH >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 12/9/2019**



Month	2017	2018	2019
January	2,254	2,147	2,102
February	2,289	2,044	2,034
March	2,261	2,059	2,012
April	2,330	2,135	1,984
May	2,348	2,250	1,992
June	2,512	2,369	2,047
July	2,583	2,329	2,074
August	2,663	2,453	2,134
September	2,774	2,395	2,049
October	2,661	2,508	2,063
November	2,584	2,425	1,953
December	2,214	2,205	

## BY PRICE RANGE >>

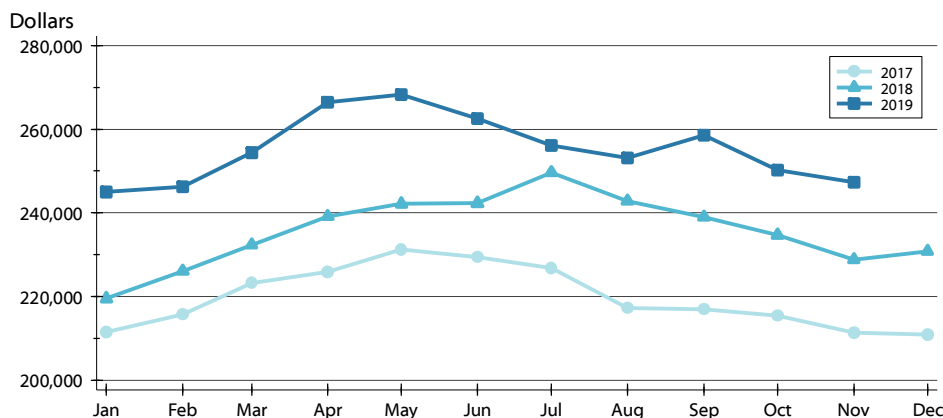
Price Range	Active Listings			Months' Supply	List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume		Average	Median	Average	Median	Average	Median
Below \$25,000	69	3.5%	797	2.3	11,549	12,500	98	52	91.7%	100.0%
\$25,000-\$49,999	123	6.3%	4,777	3.1	38,838	39,900	170	94	94.9%	100.0%
\$50,000-\$99,999	352	18.0%	26,895	2.1	76,406	75,000	89	61	96.0%	100.0%
\$100,000-\$124,999	102	5.2%	11,518	1.5	112,925	114,400	68	44	97.9%	100.0%
\$125,000-\$149,999	126	6.5%	17,281	1.7	137,149	138,700	57	40	98.1%	100.0%
\$150,000-\$174,999	96	4.9%	15,760	0.8	164,167	165,000	57	33	98.2%	100.0%
\$175,000-\$199,999	152	7.8%	28,627	1.7	188,334	189,000	70	38	98.0%	100.0%
\$200,000-\$249,999	193	9.9%	43,641	1.8	226,118	225,000	71	51	98.3%	100.0%
\$250,000-\$299,999	181	9.3%	49,816	3.3	275,228	275,000	76	51	98.4%	100.0%
\$300,000-\$399,999	234	12.0%	82,295	3.4	351,689	349,549	95	60	99.1%	100.0%
\$400,000-\$499,999	107	5.5%	47,902	3.2	447,680	445,000	121	88	98.3%	100.0%
\$500,000-\$749,999	76	3.9%	47,856	12.7	629,688	640,000	150	87	97.5%	100.0%
\$750,000-\$999,999	52	2.7%	44,329	N/A	852,476	849,450	180	110	95.6%	100.0%
\$1,000,000 and up	28	1.4%	46,041	7.0	1,644,310	1,389,500	214	156	96.7%	100.0%
All price ranges	1,953	100.0%	482,864	2.3	247,242	189,500	93	55	97.3%	100.0%



# ACTIVE LISTINGS ANALYSIS

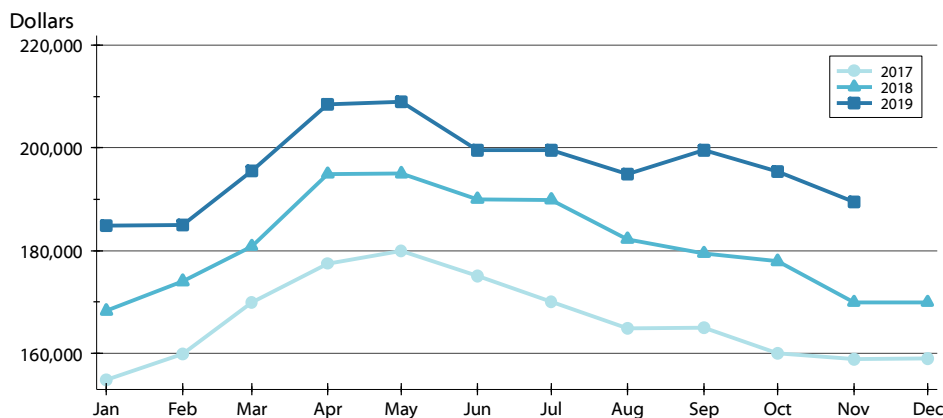
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 12/9/2019**

## AVERAGE PRICE >>



Month	2017	2018	2019
January	211,527	219,491	244,933
February	215,732	226,018	246,278
March	223,171	232,365	254,379
April	225,771	239,193	266,443
May	231,189	242,156	268,251
June	229,403	242,311	262,572
July	226,760	249,623	256,102
August	217,266	242,880	253,144
September	216,820	238,982	258,524
October	215,409	234,663	250,301
November	211,349	228,794	247,242
December	210,949	230,828	

## MEDIAN PRICE >>



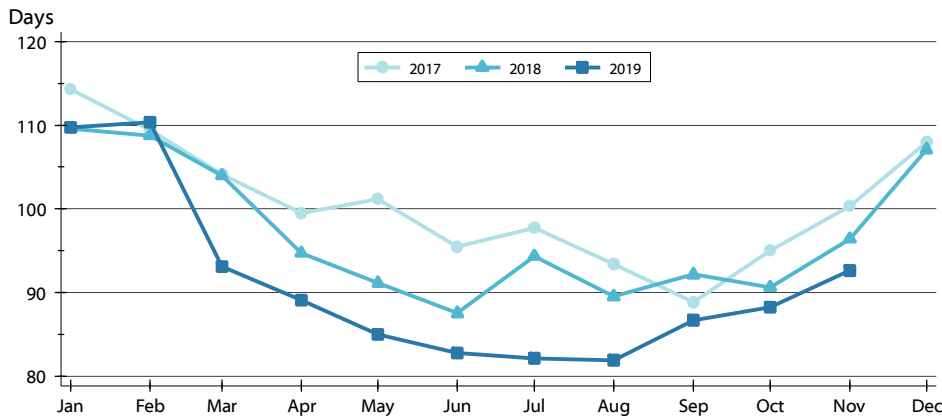
Month	2017	2018	2019
January	154,900	168,248	184,900
February	159,900	174,000	185,000
March	169,900	180,867	195,500
April	177,500	194,900	208,443
May	179,900	195,000	209,000
June	175,000	190,000	199,500
July	170,000	189,900	199,500
August	164,900	182,250	194,900
September	165,000	179,500	199,500
October	160,000	177,900	195,370
November	158,900	169,900	189,500
December	159,000	169,900	



# ACTIVE LISTINGS ANALYSIS

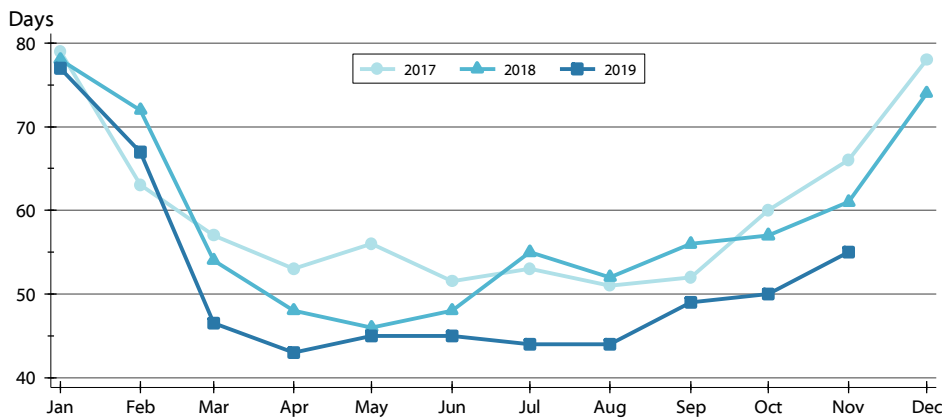
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 12/9/2019**

## AVERAGE DOM >>



Month	2017	2018	2019
January	114	110	110
February	109	109	110
March	104	104	93
April	99	95	89
May	101	91	85
June	95	87	83
July	98	94	82
August	93	90	82
September	89	92	87
October	95	91	88
November	100	96	93
December	108	107	

## MEDIAN DOM >>



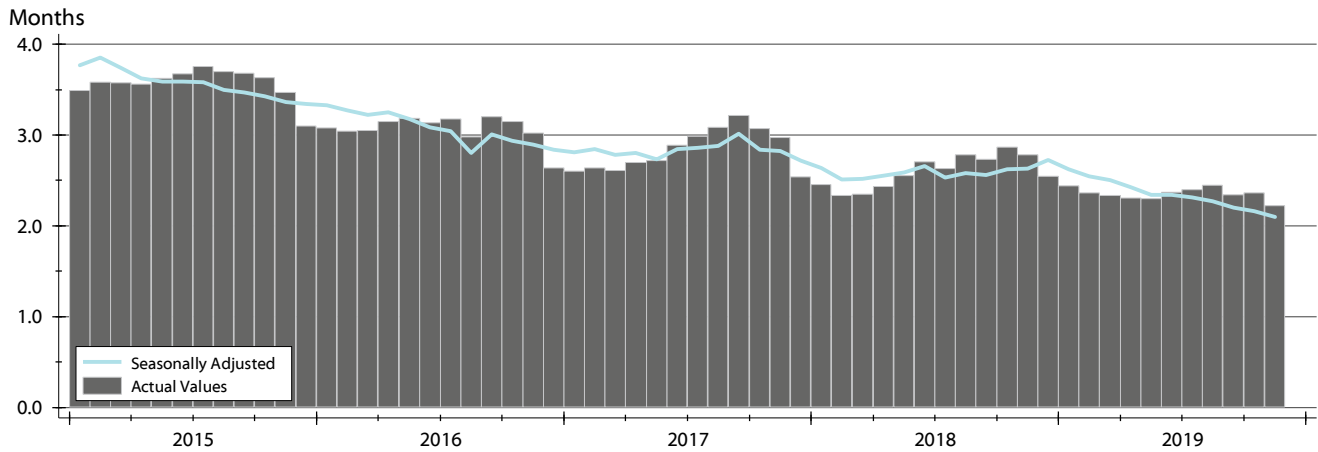
Month	2017	2018	2019
January	79	78	77
February	63	72	67
March	57	54	47
April	53	48	43
May	56	46	45
June	52	48	45
July	53	55	44
August	51	52	44
September	52	56	49
October	60	57	50
November	66	61	55
December	78	74	



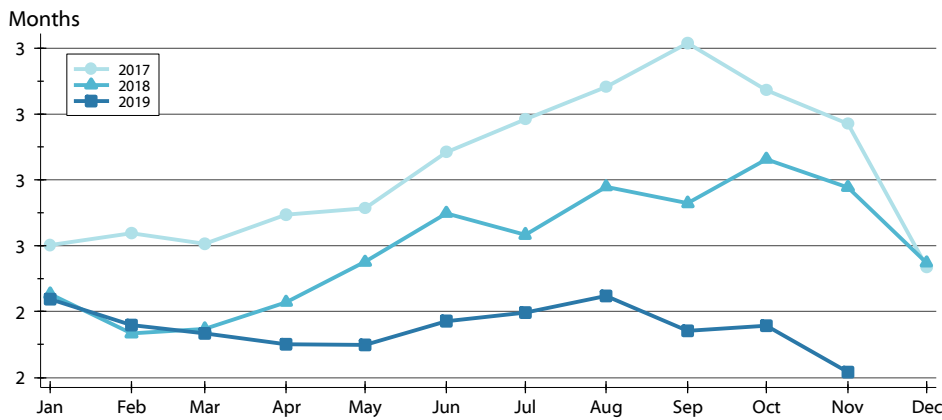
# MONTHS' SUPPLY ANALYSIS

HISTORY >>

ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 12/9/2019



BY MONTH >>

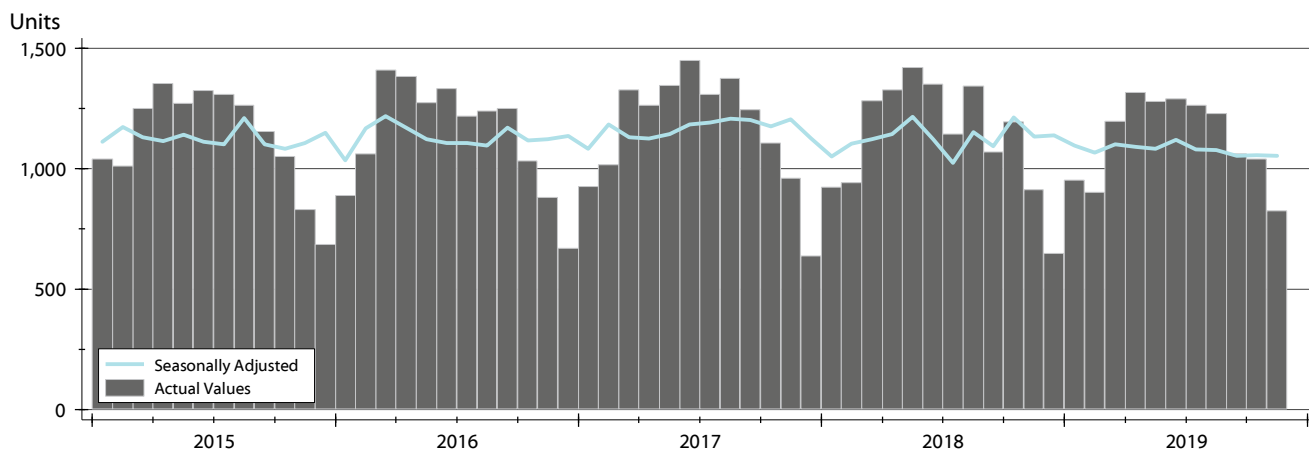


Month	2017	2018	2019
January	2.6	2.5	2.4
February	2.6	2.3	2.4
March	2.6	2.3	2.3
April	2.7	2.4	2.3
May	2.7	2.6	2.3
June	2.9	2.7	2.4
July	3.0	2.6	2.4
August	3.1	2.8	2.4
September	3.2	2.7	2.3
October	3.1	2.9	2.4
November	3.0	2.8	2.2
December	2.5	2.5	

# NEW LISTINGS ANALYSIS

HISTORY >>

ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 12/9/2019



SUMMARY >>

Summary Statistics for New Listings		November		
		2019	2018	Change
Current Month	New Listings	825	913	-9.6%
	Volume (1,000s)	150,822	157,352	-4.1%
	Average List Price	182,815	172,347	6.1%
	Median List Price	150,000	149,900	0.1%
YTD	New Listings	12,352	12,906	-4.3%
	Volume (1,000s)	2,348,685	2,369,651	-0.9%
	Average List Price	190,146	183,608	3.6%
	Median List Price	159,900	154,900	3.2%

A total of 825 new listings were added in South Central Kansas during November, down 9.6% from the same month in 2018. Year-to-date South Central Kansas has seen 12,352 new listings.

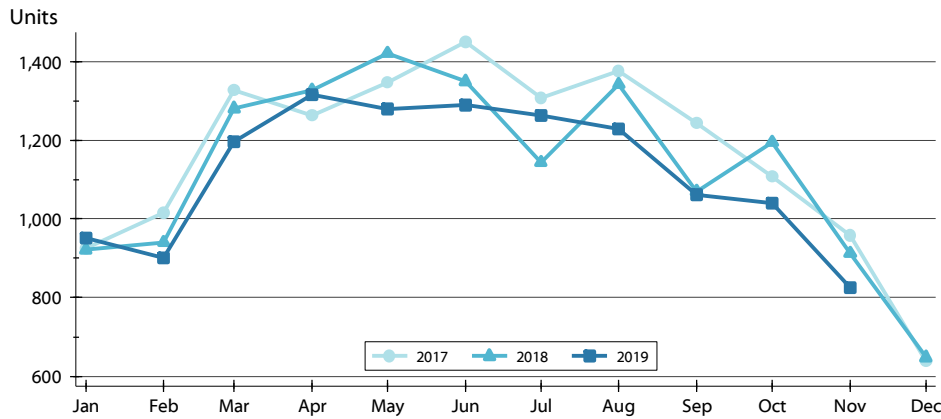
The median list price of these homes was \$150,000 up from \$149,900 in 2018.



# NEW LISTINGS ANALYSIS

**BY MONTH** >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 12/9/2019**



Month	2017	2018	2019
January	926	922	952
February	1,016	941	901
March	1,327	1,281	1,196
April	1,264	1,327	1,316
May	1,347	1,421	1,279
June	1,450	1,350	1,289
July	1,308	1,144	1,264
August	1,376	1,342	1,229
September	1,244	1,070	1,061
October	1,107	1,195	1,040
November	959	913	825
December	638	648	

**BY PRICE RANGE** >>

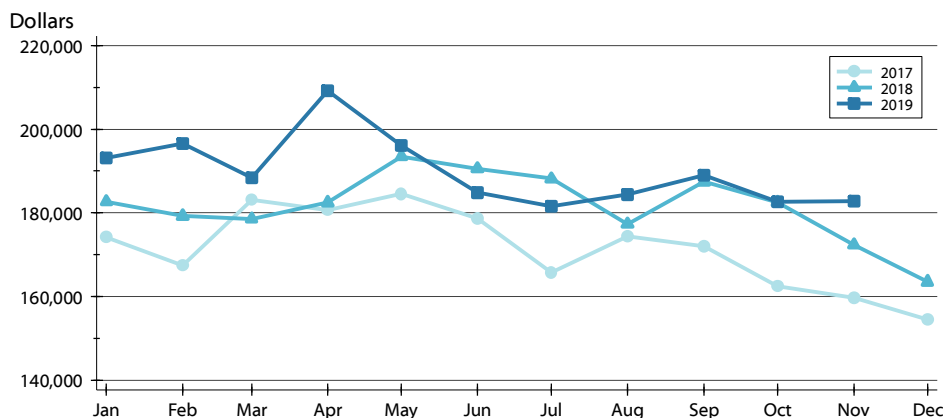
Price Range	New Listings			List Price	
	Number	Percent	Volume	Average	Median
Below \$25,000	27	3.3%	186	6,886	1,395
\$25,000-\$49,999	35	4.2%	1,391	39,756	39,900
\$50,000-\$99,999	159	19.3%	12,321	77,487	75,000
\$100,000-\$124,999	70	8.5%	7,931	113,306	115,000
\$125,000-\$149,999	100	12.1%	13,735	137,352	136,200
\$150,000-\$174,999	80	9.7%	13,082	163,528	165,000
\$175,000-\$199,999	89	10.8%	16,666	187,253	186,000
\$200,000-\$249,999	72	8.7%	16,200	224,994	225,000
\$250,000-\$299,999	52	6.3%	14,267	274,363	275,000
\$300,000-\$399,999	55	6.7%	18,863	342,965	335,000
\$400,000-\$499,999	21	2.5%	9,310	443,322	438,000
\$500,000-\$749,999	17	2.1%	10,577	622,185	625,000
\$750,000-\$999,999	6	0.7%	5,000	833,317	792,500
\$1,000,000 and up	3	0.4%	4,164	1,387,997	1,200,000
All price ranges	825	100.0%	150,822	182,815	150,000



# NEW LISTINGS ANALYSIS

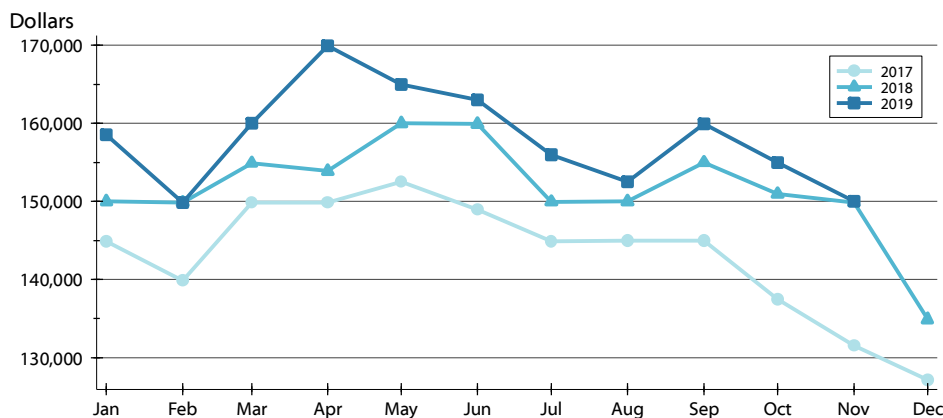
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 12/9/2019**

## AVERAGE PRICE >>



Month	2017	2018	2019
January	174,160	182,667	193,203
February	167,440	179,261	196,530
March	183,129	178,570	188,409
April	180,681	182,477	209,281
May	184,549	193,498	196,097
June	178,592	190,537	184,887
July	165,716	188,146	181,557
August	174,383	177,332	184,413
September	172,006	187,432	188,935
October	162,387	182,531	182,703
November	159,649	172,347	182,815
December	154,423	163,482	

## MEDIAN PRICE >>

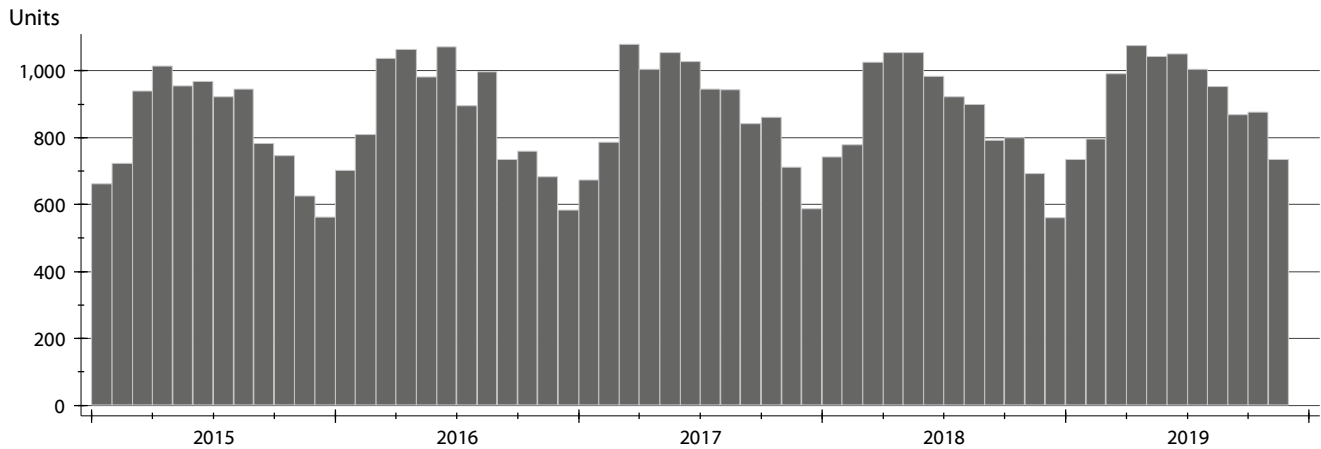


Month	2017	2018	2019
January	144,900	150,000	158,500
February	139,900	149,900	149,900
March	149,900	154,900	160,000
April	149,900	153,900	169,900
May	152,500	160,000	165,000
June	148,950	159,900	162,950
July	144,950	149,950	156,000
August	145,000	150,000	152,500
September	145,000	155,000	159,900
October	137,500	150,950	155,000
November	131,500	149,900	150,000
December	127,200	134,900	

# CONTRACTS WRITTEN ANALYSIS

## HISTORY >>

ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 12/9/2019



## SUMMARY >>

Summary Statistics for Contracts Written		November			Year-to-Date		
		2019	2018	Change	2019	2018	Change
Closed Listings		735	692	6.2%	10,129	9,744	4.0%
Volume (1,000s)		131,709	115,644	13.9%	1,812,194	1,689,646	7.3%
Average	Sale Price	179,196	167,116	7.2%	178,911	173,404	3.2%
	Days on Market	41	48	-15.7%	40	45	-10.5%
	Percent of Original	97.2%	94.9%	2.4%	96.2%	95.8%	0.5%
Median	Sale Price	155,000	149,900	3.4%	159,000	150,000	6.0%
	Days on Market	20	27	-25.9%	15	19	-21.1%
	Percent of Original	100.0%	96.9%	3.2%	98.5%	97.8%	0.7%

A total of 735 contracts for sale were written in South Central Kansas during the month of November, up from 692 in 2018. The median list price of these homes was \$155,000, up from \$149,900 the prior year.

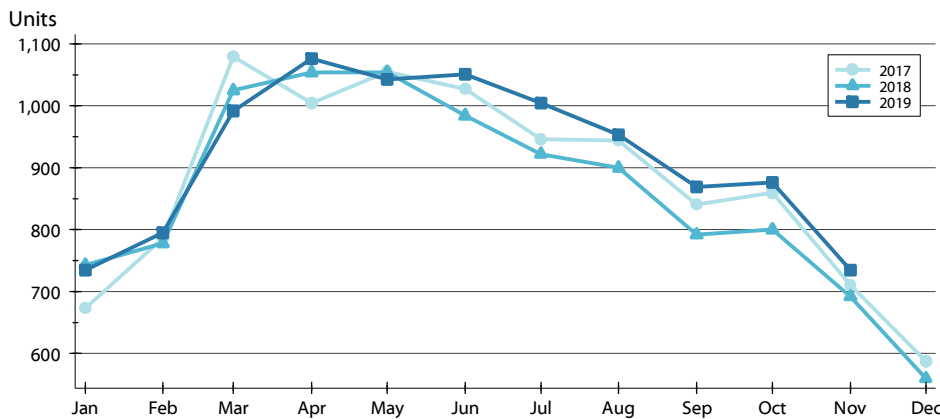
Half of the homes that went under contract in November were on the market less than 20 days, compared to 27 days in November 2018.



# CONTRACTS WRITTEN ANALYSIS

ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 12/9/2019

## BY MONTH >>



Month	2017	2018	2019
January	673	743	735
February	787	778	795
March	1,079	1,025	992
April	1,004	1,054	1,076
May	1,055	1,054	1,043
June	1,027	984	1,051
July	946	922	1,004
August	944	900	953
September	841	792	869
October	860	800	876
November	711	692	735
December	588	560	

## BY PRICE RANGE >>

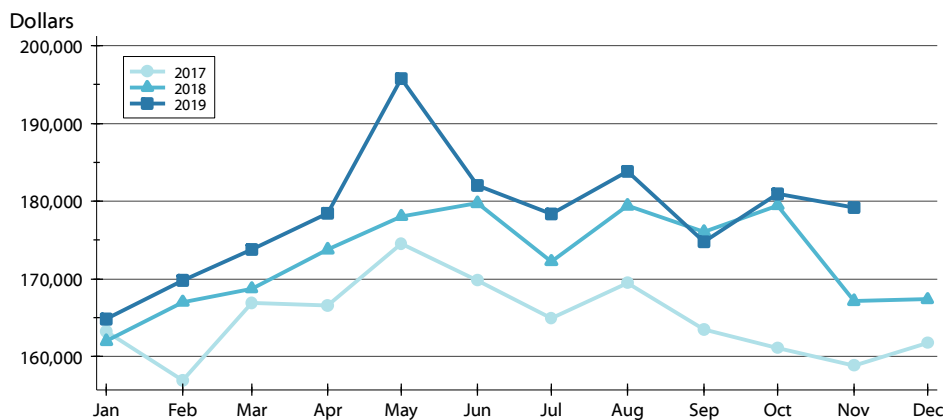
Price Range	Contracts Written			List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median
Below \$25,000	14	1.9%	221	15,814	14,000	64	23	91.7%	91.6%
\$25,000-\$49,999	30	4.1%	1,144	38,135	39,900	48	20	93.0%	100.0%
\$50,000-\$99,999	130	17.7%	10,138	77,984	79,900	38	20	95.4%	100.0%
\$100,000-\$124,999	57	7.8%	6,465	113,423	115,000	27	14	96.8%	100.0%
\$125,000-\$149,999	84	11.4%	11,568	137,713	138,250	21	11	98.6%	100.0%
\$150,000-\$174,999	84	11.4%	13,553	161,346	159,950	25	12	97.6%	100.0%
\$175,000-\$199,999	67	9.1%	12,639	188,645	189,000	27	9	98.9%	100.0%
\$200,000-\$249,999	65	8.8%	14,739	226,759	229,000	50	22	98.1%	100.0%
\$250,000-\$299,999	49	6.7%	13,502	275,547	275,000	62	24	98.4%	100.0%
\$300,000-\$399,999	48	6.5%	16,765	349,275	347,223	71	40	98.0%	100.0%
\$400,000-\$499,999	21	2.9%	9,226	439,315	425,000	66	35	97.8%	100.0%
\$500,000-\$749,999	10	1.4%	6,058	605,798	595,000	87	67	98.5%	100.0%
\$750,000-\$999,999	1	0.1%	750	750,000	750,000	92	92	88.2%	88.2%
\$1,000,000 and up	1	0.1%	1,680	1,680,000	1,680,000	169	169	105.0%	105.0%
All price ranges	735	100.0%	131,709	179,196	155,000	41	20	97.2%	100.0%



# CONTRACTS WRITTEN ANALYSIS

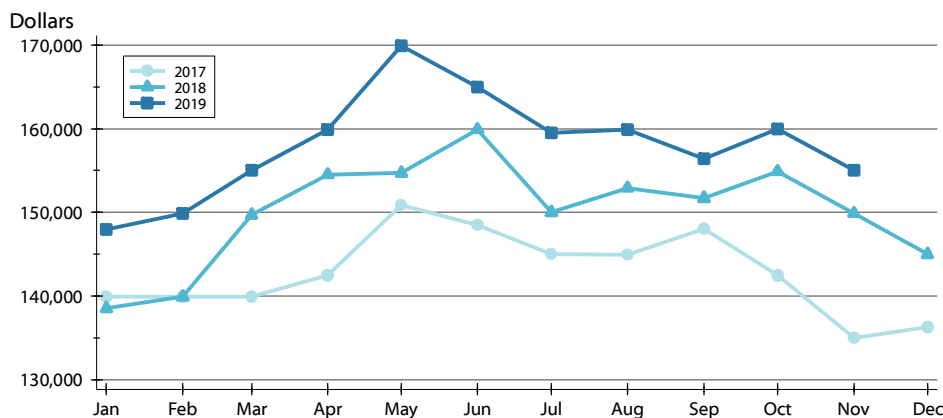
ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 12/9/2019

## AVERAGE PRICE >>



Month	2017	2018	2019
January	163,213	161,962	164,794
February	156,975	167,014	169,833
March	166,903	168,727	173,792
April	166,599	173,771	178,466
May	174,525	178,025	195,779
June	169,773	179,738	182,010
July	164,863	172,239	178,329
August	169,454	179,416	183,838
September	163,452	175,985	174,810
October	161,050	179,462	180,940
November	158,872	167,116	179,196
December	161,778	167,350	

## MEDIAN PRICE >>



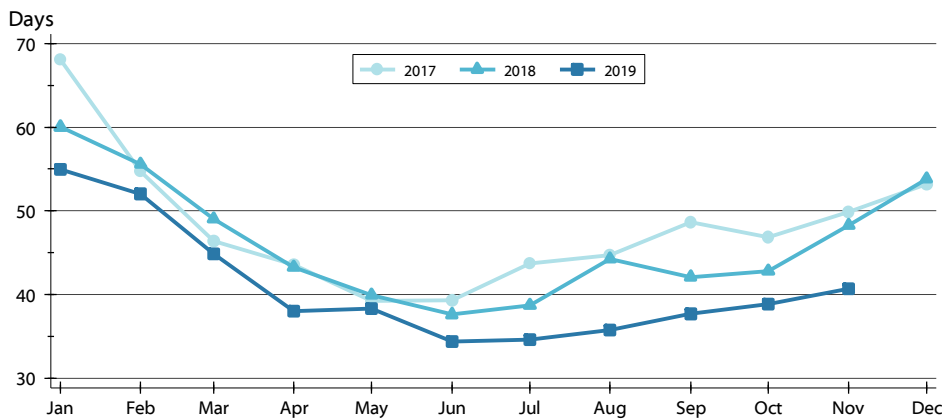
Month	2017	2018	2019
January	139,900	138,500	147,900
February	139,900	139,900	149,900
March	139,900	149,700	155,000
April	142,500	154,500	159,900
May	150,863	154,700	169,900
June	148,450	159,900	165,000
July	145,000	150,000	159,500
August	144,900	152,900	159,900
September	148,000	151,700	156,450
October	142,500	154,900	160,000
November	135,000	149,900	155,000
December	136,250	145,000	



# CONTRACTS WRITTEN ANALYSIS

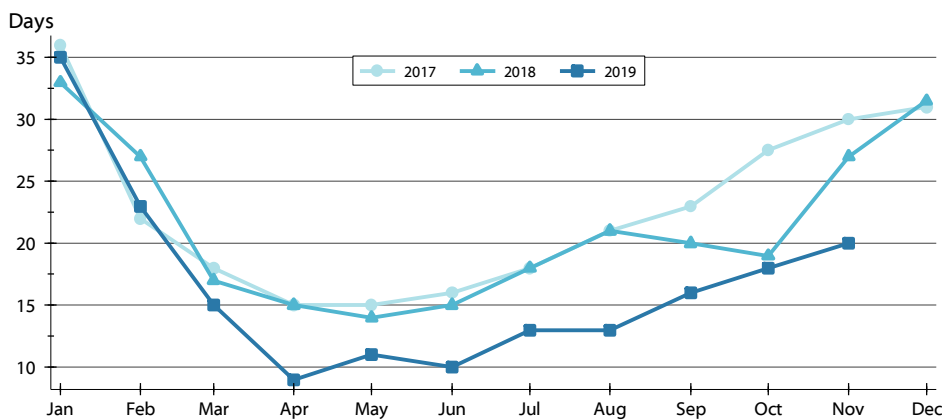
ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 12/9/2019

## AVERAGE DOM >>



Month	2017	2018	2019
January	68	60	55
February	55	56	52
March	46	49	45
April	44	43	38
May	39	40	38
June	39	38	34
July	44	39	35
August	45	44	36
September	49	42	38
October	47	43	39
November	50	48	41
December	53	54	

## MEDIAN DOM >>

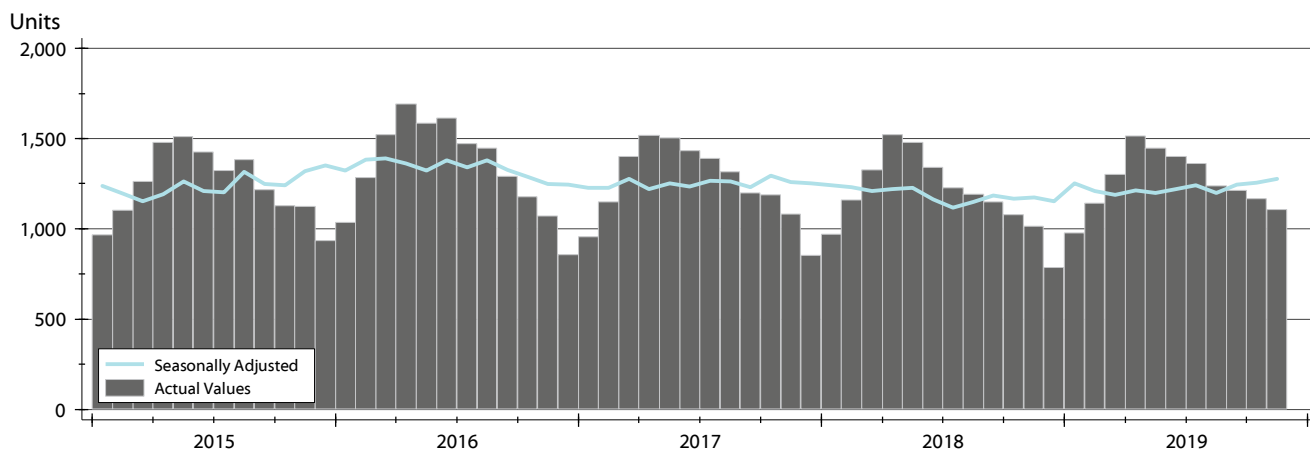


Month	2017	2018	2019
January	36	33	35
February	22	27	23
March	18	17	15
April	15	15	9
May	15	14	11
June	16	15	10
July	18	18	13
August	21	21	13
September	23	20	16
October	28	19	18
November	30	27	20
December	31	32	

# PENDING CONTRACTS ANALYSIS

HISTORY >>

ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 12/9/2019



SUMMARY >>

Summary Statistics for Active Listings		End of November		
		2019	2018	Change
Active Listings		<b>1,105</b>	1,014	9.0%
Volume (1,000s)		<b>215,707</b>	186,218	15.8%
Average	List Price	<b>195,210</b>	183,647	6.3%
	Days on Market	<b>41</b>	49	-17.4%
	Percent of Original	<b>97.8%</b>	97.6%	0.2%
Median	List Price	<b>167,900</b>	162,000	3.6%
	Days on Market	<b>16</b>	23	-30.4%
	Percent of Original	<b>100.0%</b>	100.0%	0.0%

A total of 1,105 listings in South Central Kansas had contracts pending at the end of November, up from 1,014 contracts pending at the end of November 2018.

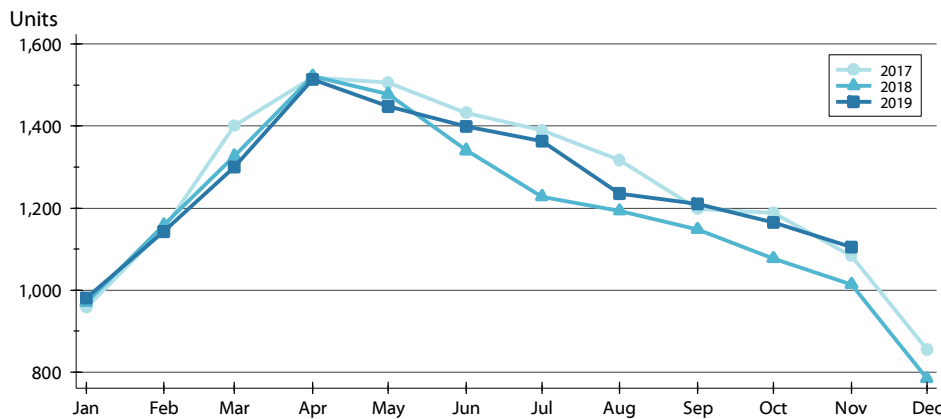
Pending contracts reflect listings with a contract in place at the end of the month. In contrast, contracts written measures the number of listings put under contract during the month.



# PENDING CONTRACTS ANALYSIS

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 12/9/2019**

## BY MONTH >>



Month	2017	2018	2019
January	957	970	980
February	1,149	1,159	1,143
March	1,400	1,326	1,300
April	1,518	1,521	1,514
May	1,505	1,477	1,447
June	1,432	1,340	1,399
July	1,390	1,228	1,363
August	1,317	1,193	1,236
September	1,197	1,148	1,211
October	1,188	1,077	1,165
November	1,083	1,014	1,105
December	855	785	

## BY PRICE RANGE >>

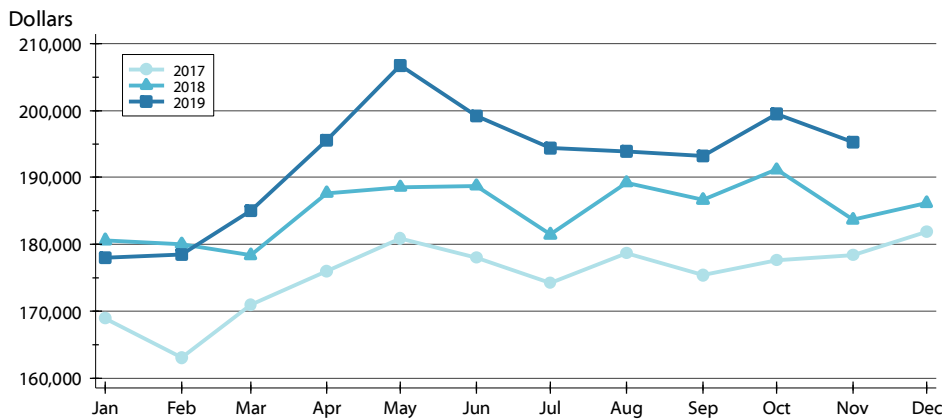
Price Range	Contracts Written			List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median
Below \$25,000	11	1.0%	180	16,382	14,500	70	19	86.9%	100.0%
\$25,000-\$49,999	40	3.6%	1,600	39,993	39,900	46	28	93.6%	100.0%
\$50,000-\$99,999	201	18.2%	15,531	77,270	79,000	54	23	96.5%	100.0%
\$100,000-\$124,999	75	6.8%	8,506	113,419	115,000	32	14	97.5%	100.0%
\$125,000-\$149,999	115	10.4%	15,767	137,103	136,500	21	9	98.8%	100.0%
\$150,000-\$174,999	116	10.5%	18,762	161,741	160,000	27	11	98.2%	100.0%
\$175,000-\$199,999	107	9.7%	20,207	188,852	189,900	32	9	98.9%	100.0%
\$200,000-\$249,999	126	11.4%	28,378	225,222	225,000	38	15	98.5%	100.0%
\$250,000-\$299,999	89	8.1%	24,608	276,490	278,000	35	9	98.8%	100.0%
\$300,000-\$399,999	101	9.1%	34,875	345,294	345,843	54	2	99.1%	100.0%
\$400,000-\$499,999	41	3.7%	18,167	443,099	439,900	51	16	98.6%	100.0%
\$500,000-\$749,999	21	1.9%	12,280	584,779	575,000	84	49	97.8%	100.0%
\$750,000-\$999,999	5	0.5%	4,234	846,740	775,000	79	92	88.0%	91.2%
\$1,000,000 and up	1	0.1%	1,680	1,680,000	1,680,000	169	169	105.0%	105.0%
All price ranges	1,105	100.0%	215,707	195,210	167,900	41	16	97.8%	100.0%



# PENDING CONTRACTS ANALYSIS

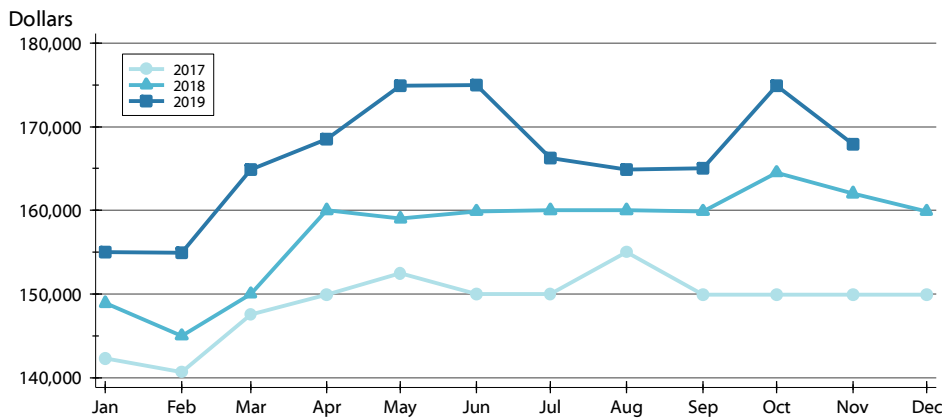
ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 12/9/2019

## AVERAGE PRICE >>



Month	2017	2018	2019
January	168,915	180,564	177,966
February	163,082	180,022	178,468
March	170,903	178,347	185,022
April	175,952	187,633	195,583
May	180,836	188,503	206,721
June	177,943	188,722	199,174
July	174,214	181,440	194,369
August	178,618	189,213	193,882
September	175,363	186,663	193,256
October	177,592	191,150	199,471
November	178,336	183,647	195,210
December	181,887	186,152	

## MEDIAN PRICE >>



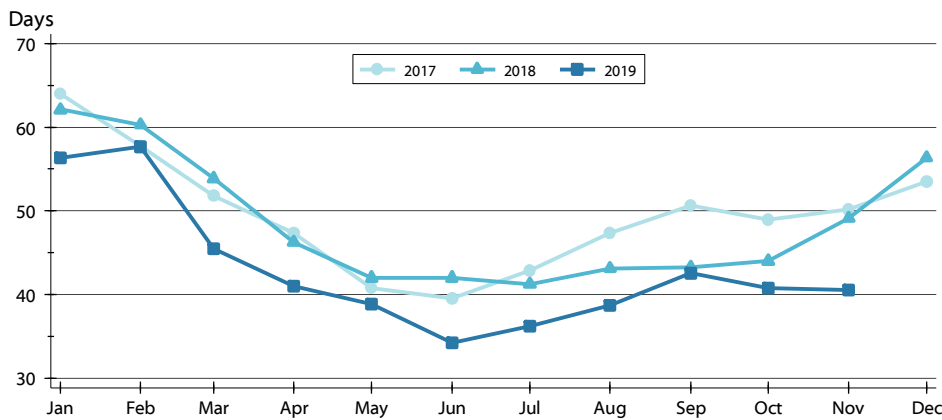
Month	2017	2018	2019
January	142,250	148,900	155,000
February	140,650	145,000	154,900
March	147,500	150,000	164,900
April	149,900	160,000	168,500
May	152,500	159,000	174,900
June	150,000	159,900	175,000
July	150,000	160,000	166,250
August	155,000	160,000	164,900
September	149,900	159,900	165,000
October	149,900	164,500	174,900
November	149,900	162,000	167,900
December	149,950	159,900	



# PENDING CONTRACTS ANALYSIS

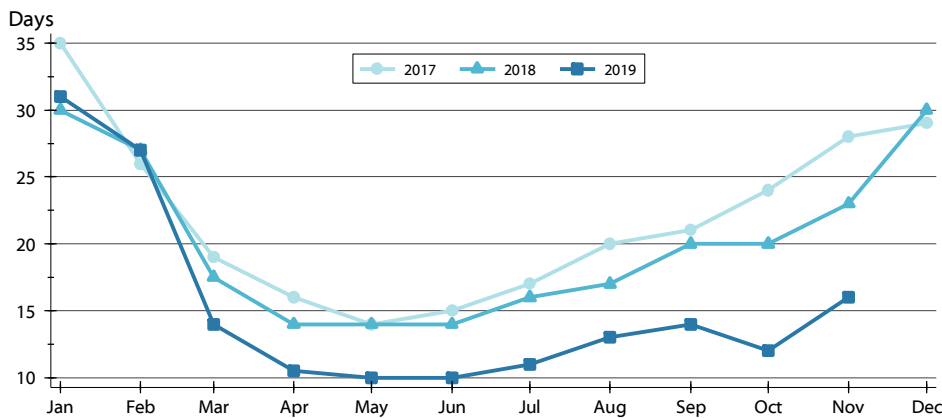
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 12/9/2019**

## AVERAGE DOM



Month	2017	2018	2019
January	64	62	56
February	58	60	58
March	52	54	45
April	47	46	41
May	41	42	39
June	40	42	34
July	43	41	36
August	47	43	39
September	51	43	43
October	49	44	41
November	50	49	41
December	53	56	41

## MEDIAN DOM



Month	2017	2018	2019
January	35	30	31
February	26	27	27
March	19	18	14
April	16	14	11
May	14	14	10
June	15	14	10
July	17	16	11
August	20	17	13
September	21	20	14
October	24	20	12
November	28	23	16
December	29	30	16



South Central Kansas MLS

## South Central Kansas MLS

170 W. Dewey, Wichita, KS 67202

[www.sckrealtors.com](http://www.sckrealtors.com)

January 14, 2020

### South Central Kansas MLS Releases Home Sales Figures for December 2019

Homes sales in South Central Kansas rose by 15.3% in December compared to the prior year. Sales in December 2019 totaled 837 units, up from 726 in 2018.

Among existing homes, 768 units sold in December, an increase of 14.5% from 671 units that sold in 2018. The average sale price of existing homes was \$162,083. This represents an increase of 10.5% from the December 2018 average price of \$146,730.

For new construction, 69 sales occurred in December, up from 55 units the prior year, an increase of 25.5%. The average sale price of new homes in December was \$315,266, down 0.4% from the same period last year.

A total of 571 contracts for sale were written in December 2019, up from 567 in December 2018. This is an increase of 0.7%. Contracts written during the month reflect, in part, sales that are set to close in the near future.

The inventory of active listings in South Central Kansas stood at 1,677 units at the end of December, which is down from 2,205 homes that were on the market at the end of December last year. At the current rate of sales, this figure represents 1.9 months' supply of homes on the market.

For questions and/or comments, please contact South Central Kansas MLS President Richelle Knotts at [richelle@reecenichols.com](mailto:richelle@reecenichols.com).



## MARKET OVERVIEW >>

### South Central Kansas Home Sales Rose in December

Total home sales in South Central Kansas rose by 15.3% last month to 837 units, compared to 726 units in December 2018. Total sales volume was \$146.2 million, up 26.2% from a year earlier.

The median sale price in December was \$150,000, up from \$144,250 a year earlier. Homes that sold in December were typically on the market for 19 days and sold for 99.5% of their list prices.

### South Central Kansas Active Listings Down at End of December

The total number of active listings in South Central Kansas at the end of December was 1,677 units, down from 2,205 at the same point in 2018. This represents a 1.9 months' supply of homes available for sale. The median list price of homes on the market at the end of December was \$184,080.

During December, a total of 571 contracts were written up from 567 in December 2018. At the end of the month, there were 850 contracts pending, compared to 785 at the end of December 2018.

### Your Association Working for You!

The South Central Kansas MLS statistical reports are one of the many benefits you receive from being a member of the REALTORS® of South Central Kansas. Through a partnership with the Kansas Association of REALTORS®, we will send you these reports each month to help you better serve your clients and promote your business.

Entire MLS System				
Current Month		December		
Summary Statistics		2019	2018	Change
Home Sales		837	726	15.3%
Active Listings		1,677	2,205	-23.9%
Months' Supply		1.9	2.5	-26.9%
New Listings		566	654	-13.5%
Contracts Written		571	567	0.7%
Pending Contracts		850	785	8.3%
Sales Volume (1,000s)		146,233	115,861	26.2%
Average	Sale Price	174,711	159,588	9.5%
	List Price of Actives	244,028	230,828	5.7%
	Days on Market	40	47	-15.3%
	Percent of List	97.7%	97.8%	-0.1%
	Percent of Original	95.5%	95.3%	0.3%
Median	Sale Price	150,000	144,250	4.0%
	List Price of Actives	184,080	169,900	8.3%
	Days on Market	19	24	-20.8%
	Percent of List	99.5%	98.8%	0.7%
	Percent of Original	97.6%	97.0%	0.6%

## REPORT CONTENTS >>

- [Three-Year Comparisons](#) – Page 2
- [Year-to-Date Statistics](#) – Page 3
- [Closed Listings Analysis](#) – Page 4
- [Active Listings Analysis](#) – Page 8
- [Months' Supply Analysis](#) – Page 12
- [New Listings Analysis](#) – Page 13
- [Contracts Written Analysis](#) – Page 16
- [Pending Contracts Analysis](#) – Page 20



# DECEMBER 2019 >>

# SOUTH CENTRAL KANSAS MLS STATISTICS



South Central Kansas MLS

## THREE-YEAR COMPARISONS

### SUMMARY >>

BREAKDOWNS BY HOME TYPE  
ENTIRE MLS SYSTEM  
AS OF 1/12/2020

December MLS Statistics		2019			2018			2017			
By Property Type		Total	Existing	New	Total	Existing	New	Total	Existing	New	
Home Sales		<b>837</b>	<b>768</b>	<b>69</b>	726	671	55	821	759	62	
	Change from prior year	15.3%	14.5%	25.5%	-11.6%	-11.6%	-11.3%	4.7%	5.3%	-1.6%	
Active Listings		<b>1,677</b>	<b>1,420</b>	<b>257</b>	2,205	1,918	287	2,214	1,924	290	
	Change from prior year	-23.9%	-26.0%	-10.5%	-0.4%	-0.3%	-1.0%	-2.8%	-5.9%	24.5%	
Months' Supply		<b>1.9</b>	<b>1.7</b>	<b>4.2</b>	2.5	2.4	4.6	2.5	2.4	5.1	
	Change from prior year	-26.9%	-29.1%	-10.3%	0.5%	1.3%	-9.4%	-3.8%	-7.4%	32.5%	
New Listings		<b>566</b>	<b>537</b>	<b>29</b>	654	582	72	638	584	54	
	Change from prior year	-13.5%	-7.7%	-59.7%	2.5%	-0.3%	33.3%	-4.9%	-4.4%	-10.0%	
Contracts Written		<b>571</b>	<b>532</b>	<b>39</b>	567	528	39	588	546	42	
	Change from prior year	0.7%	0.8%	0.0%	-3.6%	-3.3%	-7.1%	0.7%	2.2%	-16.0%	
Pending Contracts		<b>850</b>	<b>676</b>	<b>174</b>	785	650	135	855	708	147	
	Change from prior year	8.3%	4.0%	28.9%	-8.2%	-8.2%	-8.2%	-0.2%	-8.9%	83.7%	
Sales Volume (1,000s)		<b>146,233</b>	<b>124,480</b>	<b>21,753</b>	115,861	98,456	17,405	123,800	105,762	18,038	
	Change from prior year	26.2%	26.4%	25.0%	-6.4%	-6.9%	-3.5%	-1.2%	1.0%	-12.5%	
Average	Sale Price	<b>174,711</b>	<b>162,083</b>	<b>315,266</b>	159,588	146,730	316,448	150,792	139,344	290,934	
		Change from prior year	9.5%	10.5%	-0.4%	5.8%	5.3%	8.8%	-5.7%	-4.1%	-11.0%
	List Price of Actives	<b>244,028</b>	<b>227,429</b>	<b>335,227</b>	230,828	216,775	324,154	210,949	194,559	318,732	
		Change from prior year	5.7%	4.9%	3.4%	9.4%	11.4%	1.7%	2.8%	0.8%	2.2%
	Days on Market	<b>40</b>	<b>37</b>	<b>63</b>	47	46	55	46	47	35	
		Change from prior year	-15.4%	-18.6%	14.2%	1.2%	-2.2%	55.2%	-18.0%	-8.1%	-69.2%
Percent of List		<b>97.7%</b>	<b>97.4%</b>	<b>101.4%</b>	97.8%	97.3%	103.4%	96.9%	96.5%	101.5%	
		Change from prior year	-0.1%	0.0%	-2.0%	0.9%	0.8%	1.9%	0.0%	0.0%	-0.3%
Percent of Original		<b>95.5%</b>	<b>95.0%</b>	<b>101.4%</b>	95.3%	94.5%	104.2%	94.1%	93.5%	101.5%	
		Change from prior year	0.3%	0.5%	-2.7%	1.2%	1.1%	2.7%	-0.1%	0.1%	-1.3%
Median	Sale Price	<b>150,000</b>	<b>143,000</b>	<b>299,465</b>	144,250	132,000	288,900	130,000	122,500	271,816	
		Change from prior year	4.0%	8.3%	3.7%	11.0%	7.8%	6.3%	-5.3%	-3.2%	-1.2%
	List Price of Actives	<b>184,080</b>	<b>159,900</b>	<b>293,999</b>	169,900	149,900	289,900	159,000	137,000	282,407	
		Change from prior year	8.3%	6.7%	1.4%	6.9%	9.4%	2.7%	6.1%	1.6%	6.2%
	Days on Market	<b>19</b>	<b>19</b>	<b>1</b>	24	25	0	29	30	0	
		Change from prior year	-20.8%	-24.0%	N/A	-17.2%	-16.7%	N/A	0.0%	0.0%	-100.0%
Percent of List		<b>99.5%</b>	<b>98.9%</b>	<b>100.0%</b>	98.8%	98.4%	100.0%	99.0%	98.3%	100.0%	
		Change from prior year	0.7%	0.5%	0.0%	-0.2%	0.1%	0.0%	0.4%	0.1%	0.0%
Percent of Original		<b>97.6%</b>	<b>97.1%</b>	<b>100.0%</b>	97.0%	96.2%	100.7%	96.8%	96.1%	100.0%	
		Change from prior year	0.6%	0.9%	-0.7%	0.2%	0.1%	0.7%	0.2%	0.1%	-0.7%

# YEAR-TO-DATE STATISTICS

## SUMMARY >>

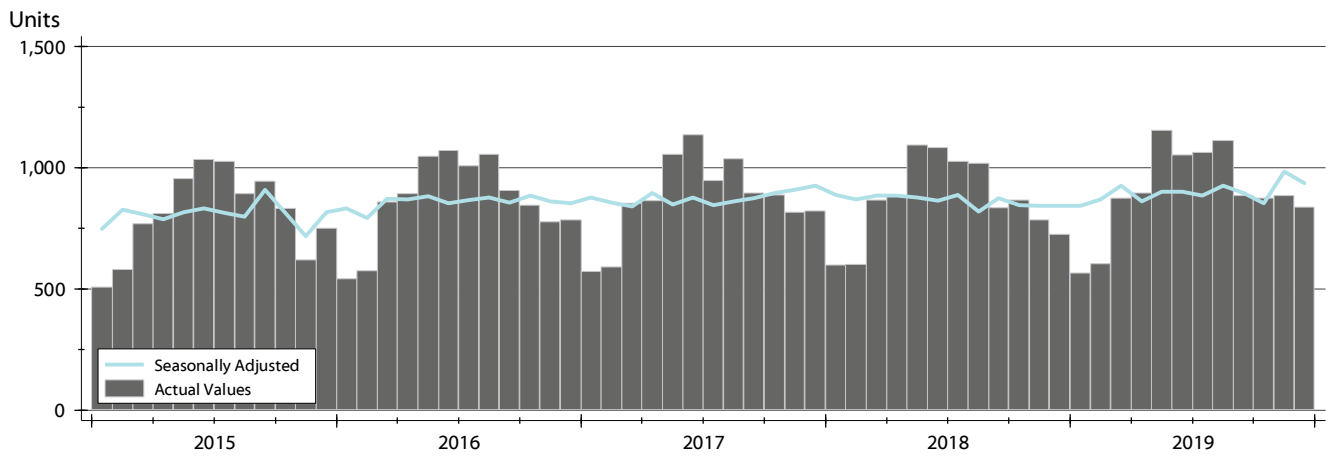
### YTD BREAKDOWNS BY HOME TYPE ENTIRE MLS SYSTEM AS OF 1/12/2020

Year-to-Date Activity		2019			2018			2017		
By Property Type		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		<b>10,803</b>	<b>10,061</b>	<b>742</b>	10,384	9,641	743	10,475	9,795	680
Change from prior year		4.0%	4.4%	-0.1%	-0.9%	-1.6%	9.3%	1.0%	1.6%	-6.1%
New Listings		<b>13,043</b>	<b>12,168</b>	<b>875</b>	13,576	12,643	933	13,963	12,934	1,029
Change from prior year		-3.9%	-3.8%	-6.2%	-2.8%	-2.2%	-9.3%	2.4%	1.5%	14.6%
Contracts Written		<b>10,800</b>	<b>10,091</b>	<b>709</b>	10,326	9,600	726	10,516	9,780	736
Change from prior year		4.6%	5.1%	-2.3%	-1.8%	-1.8%	-1.4%	1.9%	1.8%	3.7%
Sales Volume (1,000s)		<b>1,878,755</b>	<b>1,640,808</b>	<b>237,947</b>	1,721,455	1,488,549	232,906	1,651,383	1,447,001	204,382
Change from prior year		9.1%	10.2%	2.2%	4.2%	2.9%	14.0%	1.3%	2.6%	-7.1%
Average	Sale Price	<b>173,927</b>	<b>163,102</b>	<b>320,683</b>	165,780	154,398	313,467	157,650	147,729	300,562
	Change from prior year	4.9%	5.6%	2.3%	5.2%	4.5%	4.3%	0.2%	1.0%	-1.1%
	Days on Market	<b>40</b>	<b>38</b>	<b>68</b>	45	42	90	48	45	82
	Change from prior year	-11.1%	-8.7%	-24.0%	-4.4%	-6.9%	9.8%	-10.5%	-7.7%	-24.9%
Median	Percent of List	<b>97.9%</b>	<b>97.6%</b>	<b>102.2%</b>	97.7%	97.4%	101.8%	97.4%	97.1%	101.5%
	Change from prior year	0.2%	0.2%	0.4%	0.4%	0.3%	0.3%	0.1%	0.1%	0.2%
	Percent of Original	<b>96.1%</b>	<b>95.6%</b>	<b>102.8%</b>	95.7%	95.2%	102.4%	95.1%	94.6%	102.0%
	Change from prior year	0.4%	0.4%	0.4%	0.7%	0.6%	0.4%	0.0%	0.0%	0.2%
Median	Sale Price	<b>154,000</b>	<b>145,750</b>	<b>285,000</b>	145,000	138,000	280,750	138,000	131,000	267,633
	Change from prior year	6.2%	5.6%	1.5%	5.1%	5.3%	4.9%	1.5%	0.8%	2.8%
	Days on Market	<b>15</b>	<b>15</b>	<b>1</b>	20	20	12	22	22	16
	Change from prior year	-25.0%	-25.0%	-91.7%	-9.1%	-9.1%	-22.6%	-8.3%	-8.3%	-41.5%
Median	Percent of List	<b>99.6%</b>	<b>99.2%</b>	<b>100.0%</b>	99.1%	98.8%	100.0%	99.1%	98.7%	100.0%
	Change from prior year	0.5%	0.4%	0.0%	0.0%	0.0%	0.0%	0.3%	0.3%	0.0%
	Percent of Original	<b>98.2%</b>	<b>97.8%</b>	<b>100.6%</b>	97.7%	97.3%	100.6%	97.5%	97.0%	100.0%
	Change from prior year	0.5%	0.4%	0.0%	0.3%	0.3%	0.6%	0.1%	0.1%	-0.1%

# CLOSED LISTINGS ANALYSIS

**HISTORY** >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 1/12/2020**



**SUMMARY** >>

Summary Statistics for Closed Listings		December			Year-to-Date		
		2019	2018	Change	2019	2018	Change
Closed Listings		<b>837</b>	726	15.3%	<b>10,803</b>	10,384	4.0%
Volume (1,000s)		<b>146,233</b>	115,861	26.2%	<b>1,878,754</b>	1,721,455	9.1%
Average	Sale Price	<b>174,711</b>	159,588	9.5%	<b>173,927</b>	165,780	4.9%
	Days on Market	<b>40</b>	47	-15.4%	<b>40</b>	45	-11.1%
	Percent of List	<b>97.7%</b>	97.8%	-0.1%	<b>97.9%</b>	97.7%	0.2%
	Percent of Original	<b>95.5%</b>	95.3%	0.3%	<b>96.1%</b>	95.7%	0.4%
Median	Sale Price	<b>150,000</b>	144,250	4.0%	<b>154,000</b>	145,000	6.2%
	Days on Market	<b>19</b>	24	-20.8%	<b>15</b>	20	-25.0%
	Percent of List	<b>99.5%</b>	98.8%	0.7%	<b>99.6%</b>	99.1%	0.5%
	Percent of Original	<b>97.6%</b>	97.0%	0.6%	<b>98.2%</b>	97.7%	0.5%

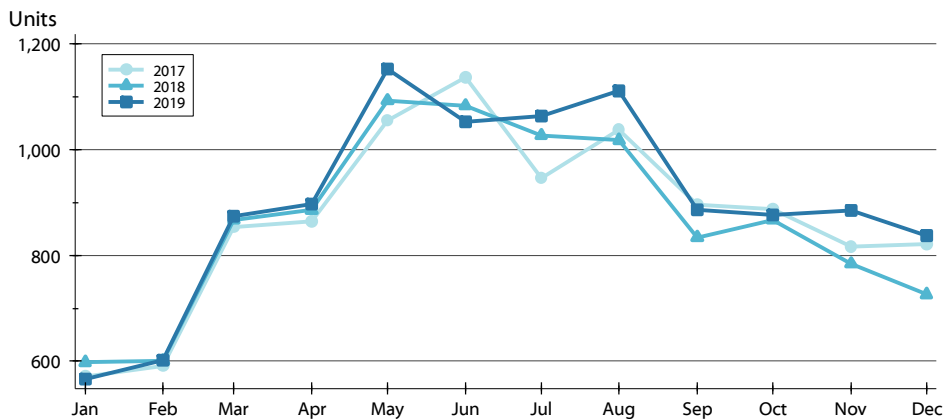
A total of 837 homes sold in South Central Kansas in December, up from 726 units in December 2018. Total sales volume rose to \$146.2 million compared to \$115.9 million in the previous year.

The median sales price in December was \$150,000, up 4.0% compared to the prior year. Median days on market was 19 days, up from 14 days in November, but down from 24 in December 2018.

# CLOSED LISTINGS ANALYSIS

## BY MONTH >>

ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 1/12/2020



Month	2017	2018	2019
January	571	598	567
February	591	601	602
March	853	867	874
April	864	886	897
May	1,055	1,093	1,153
June	1,136	1,083	1,052
July	946	1,027	1,063
August	1,038	1,018	1,111
September	896	834	886
October	887	867	876
November	817	784	885
December	821	726	837

## BY PRICE RANGE >>

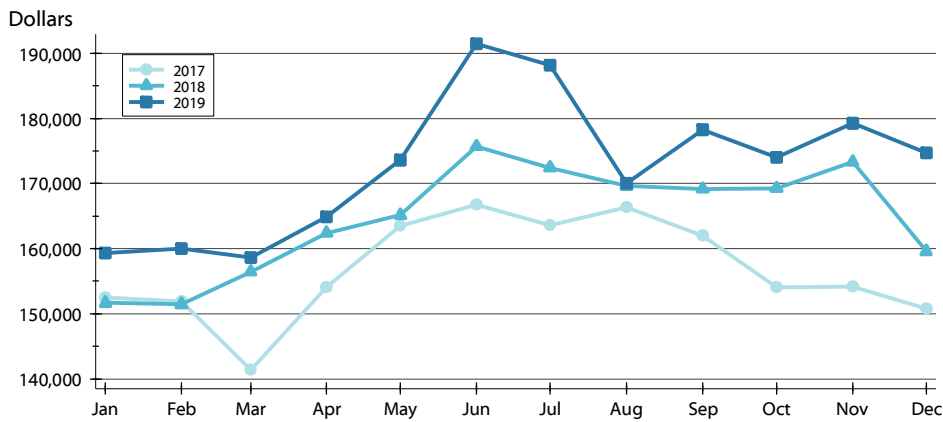
Price Range	Sales			Sale Price		Days on Market		Price as % of List		Price as % of Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median	Average	Median
Below \$25,000	33	3.9%	495	14,997	15,000	62	41	82.2%	83.9%	71.6%	73.5%
\$25,000-\$49,999	55	6.6%	2,107	38,301	40,000	44	35	95.0%	89.4%	92.7%	88.2%
\$50,000-\$99,999	162	19.4%	12,181	75,189	76,250	39	20	97.2%	100.0%	94.3%	96.4%
\$100,000-\$124,999	69	8.2%	7,680	111,304	112,500	34	16	98.2%	97.6%	95.9%	96.7%
\$125,000-\$149,999	97	11.6%	13,346	137,592	138,000	27	8	98.8%	100.0%	97.0%	100.0%
\$150,000-\$174,999	83	9.9%	13,417	161,647	160,500	23	12	98.6%	98.9%	97.0%	97.9%
\$175,000-\$199,999	79	9.4%	14,772	186,993	188,000	24	10	98.7%	99.7%	97.7%	98.4%
\$200,000-\$249,999	96	11.5%	21,556	224,542	225,000	38	17	99.3%	100.0%	97.7%	98.0%
\$250,000-\$299,999	56	6.7%	15,200	271,424	272,750	31	16	99.1%	99.7%	97.3%	98.9%
\$300,000-\$399,999	61	7.3%	21,141	346,571	345,000	81	35	98.1%	99.3%	96.7%	98.4%
\$400,000-\$499,999	26	3.1%	11,484	441,696	440,000	78	51	97.0%	98.8%	95.5%	96.2%
\$500,000-\$749,999	17	2.0%	10,199	599,928	595,000	69	43	95.4%	95.7%	92.3%	94.0%
\$750,000-\$999,999	3	0.4%	2,656	885,333	875,000	25	36	94.7%	100.0%	90.0%	90.0%
\$1,000,000 and up	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
All price ranges	837	100.0%	146,233	174,711	150,000	40	19	97.7%	99.5%	95.5%	97.6%



# CLOSED LISTINGS ANALYSIS

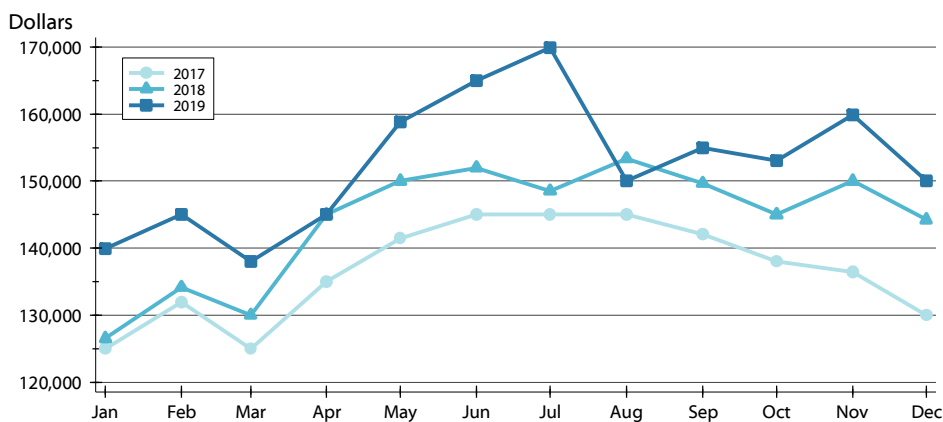
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 1/12/2020**

## AVERAGE PRICE »



Month	2017	2018	2019
January	152,481	151,661	159,319
February	151,891	151,459	159,997
March	141,375	156,465	158,616
April	154,073	162,387	164,845
May	163,487	165,156	173,608
June	166,721	175,695	191,479
July	163,608	172,443	188,179
August	166,367	169,620	170,000
September	161,984	169,187	178,263
October	154,015	169,281	173,972
November	154,162	173,356	179,318
December	150,792	159,588	174,711

## MEDIAN PRICE »



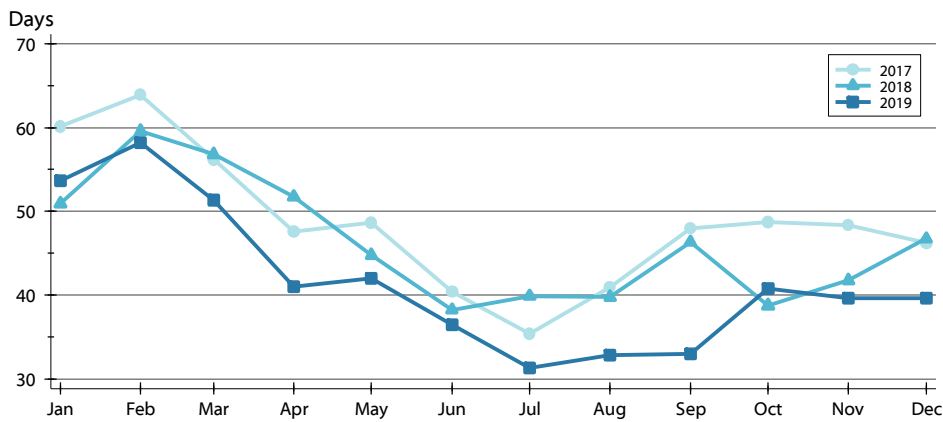
Month	2017	2018	2019
January	125,000	126,500	139,900
February	131,900	134,150	145,000
March	125,000	130,000	137,950
April	135,000	145,000	145,000
May	141,500	150,000	158,789
June	145,000	152,000	165,000
July	145,000	148,500	169,900
August	145,000	153,350	150,000
September	142,000	149,700	155,000
October	138,000	145,000	153,000
November	136,400	150,000	159,900
December	130,000	144,250	150,000



# CLOSED LISTINGS ANALYSIS

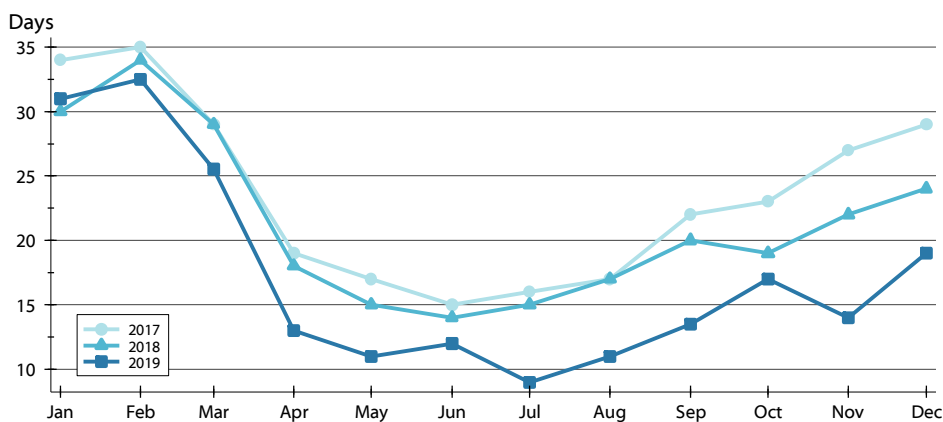
ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 1/12/2020

## AVERAGE DOM >>



Month	2017	2018	2019
January	60	51	54
February	64	60	58
March	56	57	51
April	48	52	41
May	49	45	42
June	40	38	36
July	35	40	31
August	41	40	33
September	48	46	33
October	49	39	41
November	48	42	40
December	46	47	40

## MEDIAN DOM >>



Month	2017	2018	2019
January	34	30	31
February	35	34	33
March	29	29	26
April	19	18	13
May	17	15	11
June	15	14	12
July	16	15	9
August	17	17	11
September	22	20	14
October	23	19	17
November	27	22	14
December	29	24	19



DECEMBER 2019 >>

# SOUTH CENTRAL KANSAS MLS STATISTICS

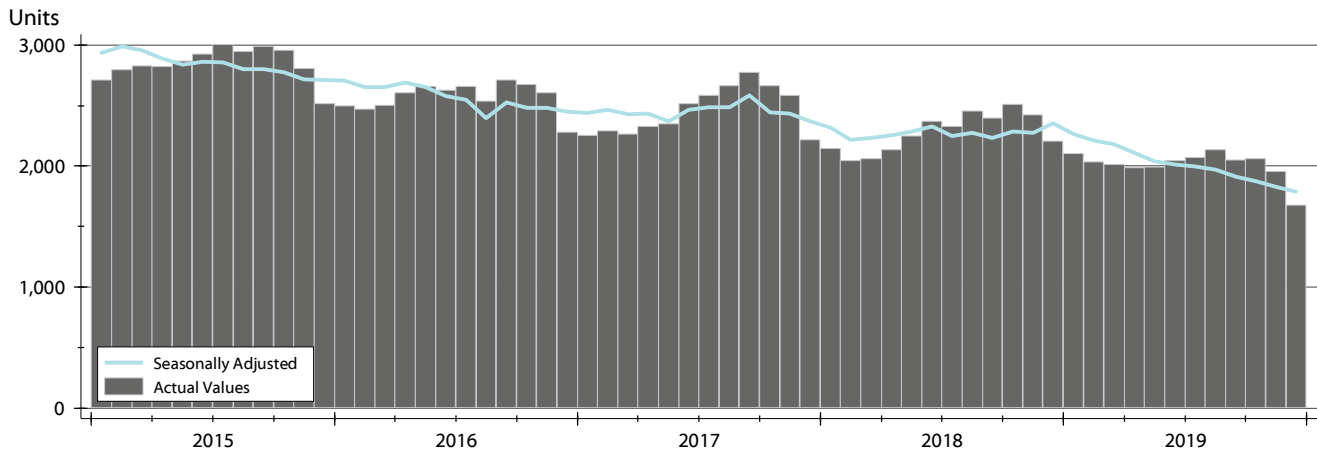


South Central Kansas MLS

## ACTIVE LISTINGS ANALYSIS

HISTORY >>

ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 1/12/2020



SUMMARY >>

Summary Statistics		End of December		
for Active Listings		2019	2018	Change
Active Listings		<b>1,677</b>	2,205	-23.9%
Months' Supply		<b>1.9</b>	2.5	-26.9%
Volume (1,000s)		<b>409,235</b>	508,976	-19.6%
Average	List Price	<b>244,028</b>	230,828	5.7%
	Days on Market	<b>99</b>	107	-7.5%
	Percent of Original	<b>97.3%</b>	97.5%	-0.3%
Median	List Price	<b>184,080</b>	169,900	8.3%
	Days on Market	<b>62</b>	74	-16.2%
	Percent of Original	<b>100.0%</b>	100.0%	0.0%

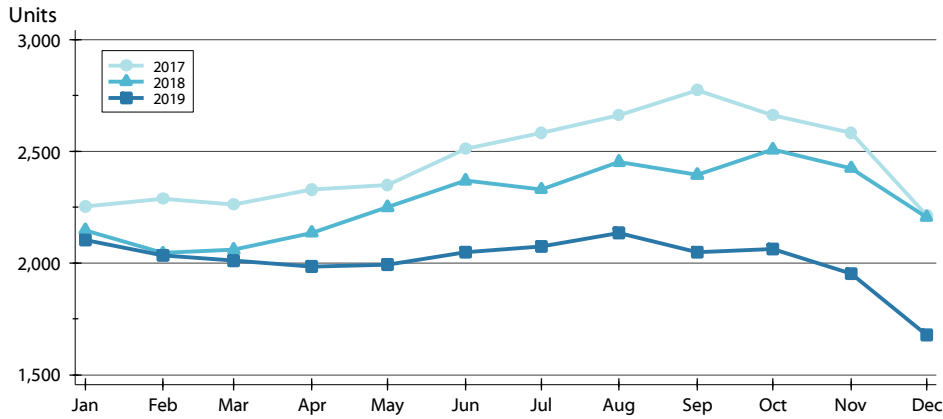
A total of 1,677 homes were available for sale in South Central Kansas at the end of December. This represents a 1.9 months' supply of active listings.

The median list price of homes on the market at the end of December was \$184,080, up 8.3% from 2018. The typical time on market for active listings was 62 days, down from 74 days a year earlier.

# ACTIVE LISTINGS ANALYSIS

## BY MONTH >>

ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 1/12/2020



Month	2017	2018	2019
January	2,254	2,147	2,102
February	2,289	2,044	2,034
March	2,261	2,059	2,012
April	2,330	2,135	1,984
May	2,348	2,250	1,992
June	2,512	2,369	2,047
July	2,583	2,329	2,074
August	2,663	2,453	2,134
September	2,774	2,395	2,049
October	2,661	2,508	2,063
November	2,584	2,425	1,953
December	2,214	2,205	1,677

## BY PRICE RANGE >>

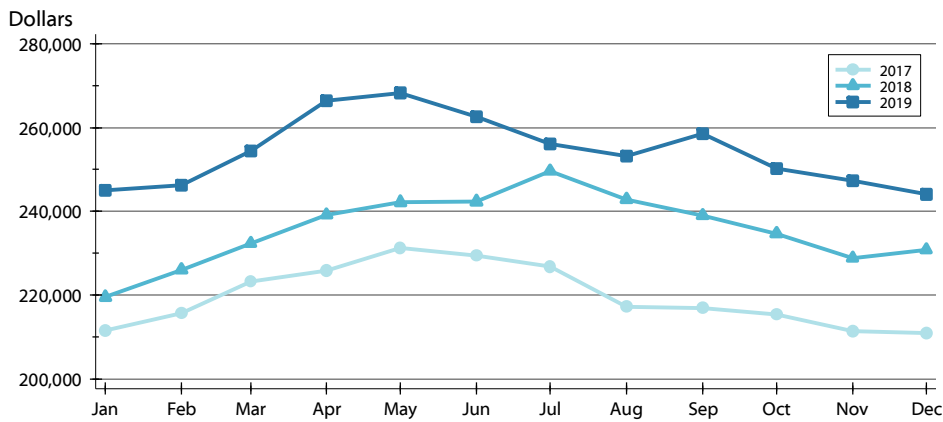
Price Range	Active Listings			Months' Supply	List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume		Average	Median	Average	Median	Average	Median
Below \$25,000	63	3.8%	731	1.9	11,597	12,500	112	72	90.5%	100.0%
\$25,000-\$49,999	113	6.7%	4,306	2.1	38,104	39,000	146	83	95.2%	100.0%
\$50,000-\$99,999	302	18.0%	22,756	1.9	75,351	75,000	94	62	95.6%	100.0%
\$100,000-\$124,999	99	5.9%	11,263	1.4	113,766	114,900	73	56	97.7%	100.0%
\$125,000-\$149,999	121	7.2%	16,505	1.2	136,403	135,900	60	42	98.8%	100.0%
\$150,000-\$174,999	96	5.7%	15,799	1.2	164,569	165,000	63	42	98.3%	100.0%
\$175,000-\$199,999	126	7.5%	23,640	1.6	187,621	187,700	82	43	97.6%	100.0%
\$200,000-\$249,999	165	9.8%	37,262	1.7	225,828	225,000	84	57	98.2%	100.0%
\$250,000-\$299,999	153	9.1%	41,991	2.7	274,453	275,000	75	51	98.7%	100.0%
\$300,000-\$399,999	201	12.0%	70,385	3.3	350,172	349,000	101	69	99.1%	100.0%
\$400,000-\$499,999	90	5.4%	40,268	3.5	447,424	444,094	116	91	98.4%	100.0%
\$500,000-\$749,999	74	4.4%	46,156	4.4	623,726	636,500	163	97	97.3%	100.0%
\$750,000-\$999,999	42	2.5%	35,945	14.0	855,843	852,500	198	110	96.4%	100.0%
\$1,000,000 and up	24	1.4%	40,277	N/A	1,678,206	1,388,500	261	203	96.3%	100.0%
All price ranges	1,677	100.0%	409,235	2.0	244,028	184,080	99	62	97.3%	100.0%



# ACTIVE LISTINGS ANALYSIS

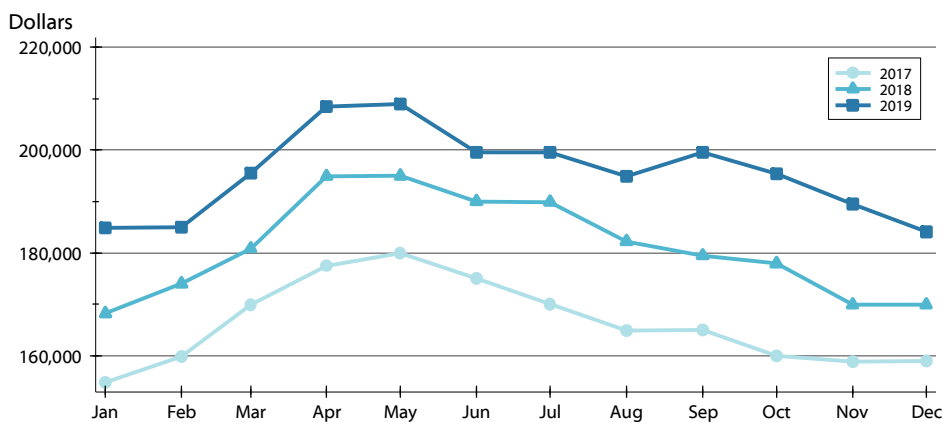
ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 1/12/2020

## AVERAGE PRICE >>



Month	2017	2018	2019
January	211,527	219,491	244,933
February	215,732	226,018	246,278
March	223,171	232,365	254,379
April	225,771	239,193	266,443
May	231,189	242,156	268,251
June	229,403	242,311	262,572
July	226,760	249,623	256,102
August	217,266	242,880	253,144
September	216,820	238,982	258,524
October	215,409	234,663	250,301
November	211,349	228,794	247,242
December	210,949	230,828	244,028

## MEDIAN PRICE >>

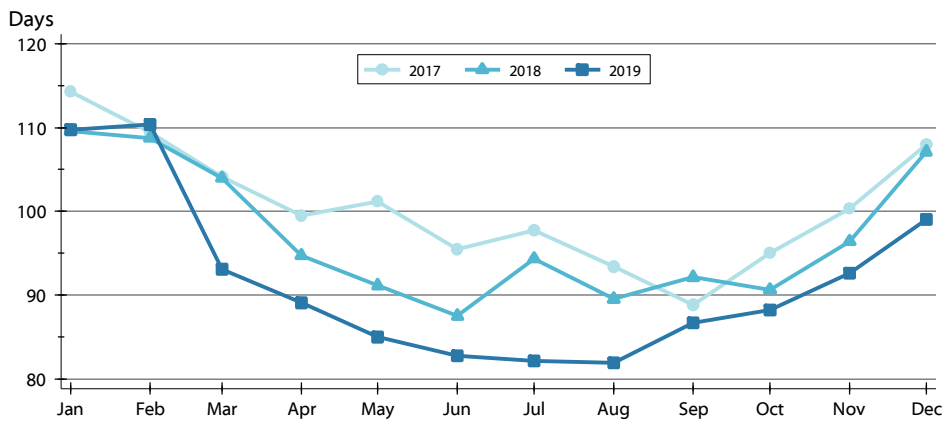


Month	2017	2018	2019
January	154,900	168,248	184,900
February	159,900	174,000	185,000
March	169,900	180,867	195,500
April	177,500	194,900	208,443
May	179,900	195,000	209,000
June	175,000	190,000	199,500
July	170,000	189,900	199,500
August	164,900	182,250	194,900
September	165,000	179,500	199,500
October	160,000	177,900	195,370
November	158,900	169,900	189,500
December	159,000	169,900	184,080

# ACTIVE LISTINGS ANALYSIS

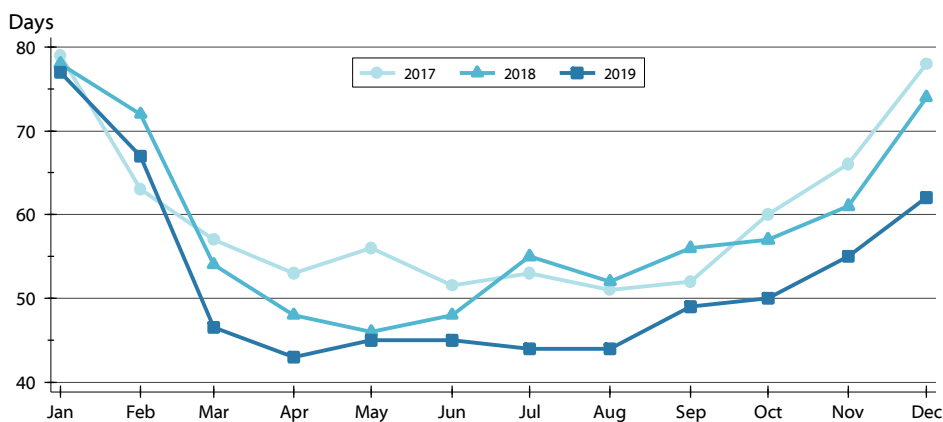
ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 1/12/2020

## AVERAGE DOM >>



Month	2017	2018	2019
January	114	110	110
February	109	109	110
March	104	104	93
April	99	95	89
May	101	91	85
June	95	87	83
July	98	94	82
August	93	90	82
September	89	92	87
October	95	91	88
November	100	96	93
December	108	107	99

## MEDIAN DOM >>

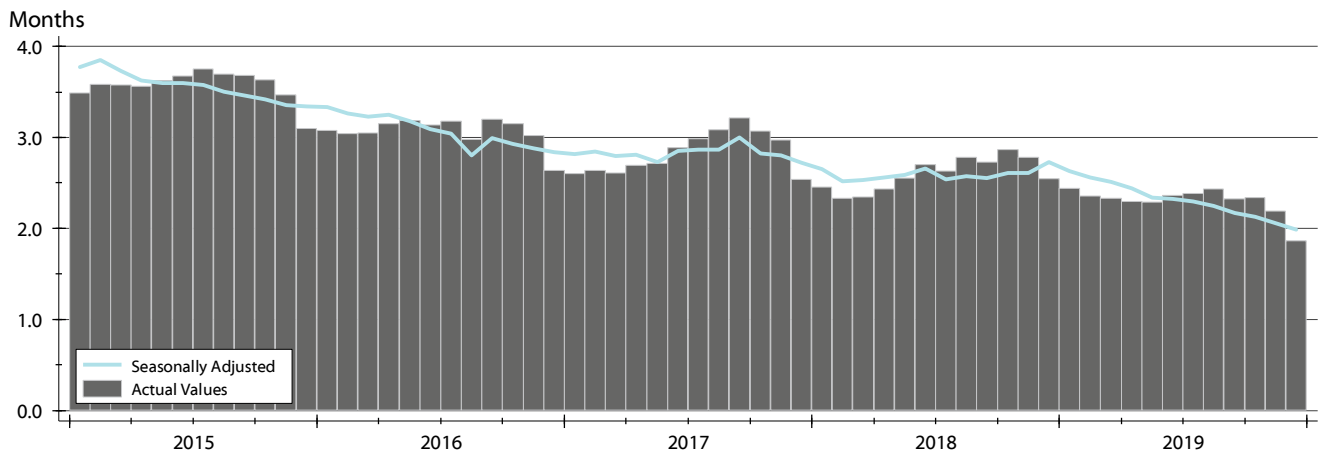


Month	2017	2018	2019
January	79	78	77
February	63	72	67
March	57	54	47
April	53	48	43
May	56	46	45
June	52	48	45
July	53	55	44
August	51	52	44
September	52	56	49
October	60	57	50
November	66	61	55
December	78	74	62

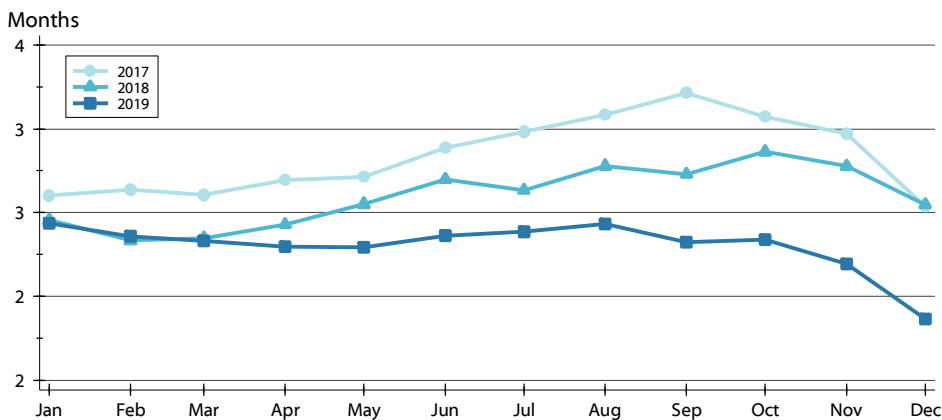
# MONTHS' SUPPLY ANALYSIS

HISTORY >>

ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 1/12/2020



BY MONTH >>



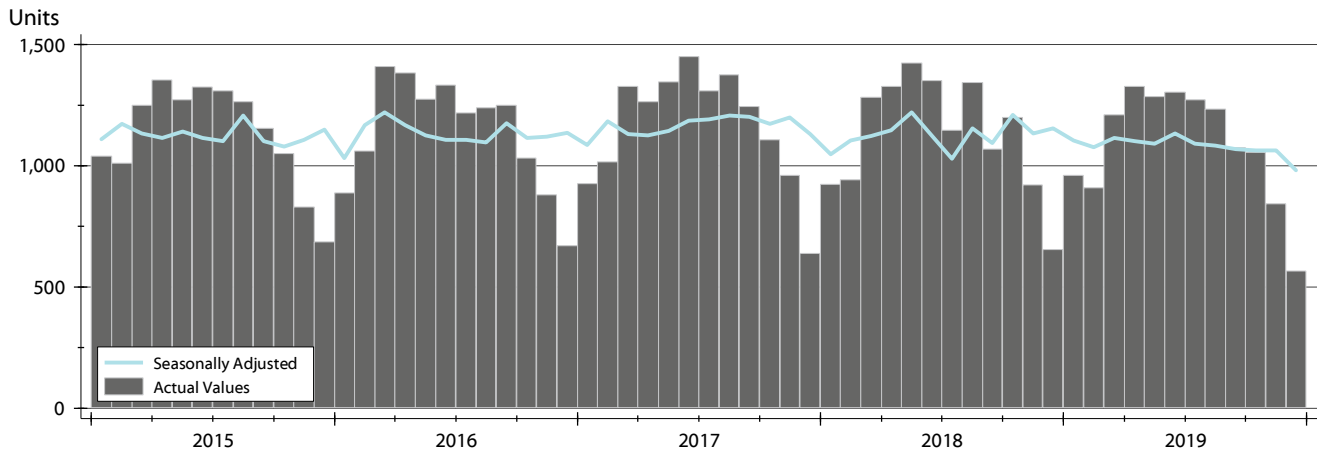
Month	2017	2018	2019
January	2.6	2.5	2.4
February	2.6	2.3	2.4
March	2.6	2.3	2.3
April	2.7	2.4	2.3
May	2.7	2.6	2.3
June	2.9	2.7	2.4
July	3.0	2.6	2.4
August	3.1	2.8	2.4
September	3.2	2.7	2.3
October	3.1	2.9	2.3
November	3.0	2.8	2.2
December	2.5	2.5	1.9



## NEW LISTINGS ANALYSIS

### HISTORY >>

ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 1/12/2020



### SUMMARY >>

Summary Statistics for New Listings		December		
		2019	2018	Change
Current Month	New Listings	566	654	-13.5%
	Volume (1,000s)	93,906	107,905	-13.0%
	Average List Price	165,911	164,992	0.6%
	Median List Price	139,950	134,950	3.7%
YTD	New Listings	13,043	13,576	-3.9%
	Volume (1,000s)	2,468,129	2,483,665	-0.6%
	Average List Price	189,230	182,945	3.4%
	Median List Price	159,900	152,900	4.6%

A total of 566 new listings were added in South Central Kansas during December, down 13.5% from the same month in 2018. Year-to-date South Central Kansas has seen 13,043 new listings.

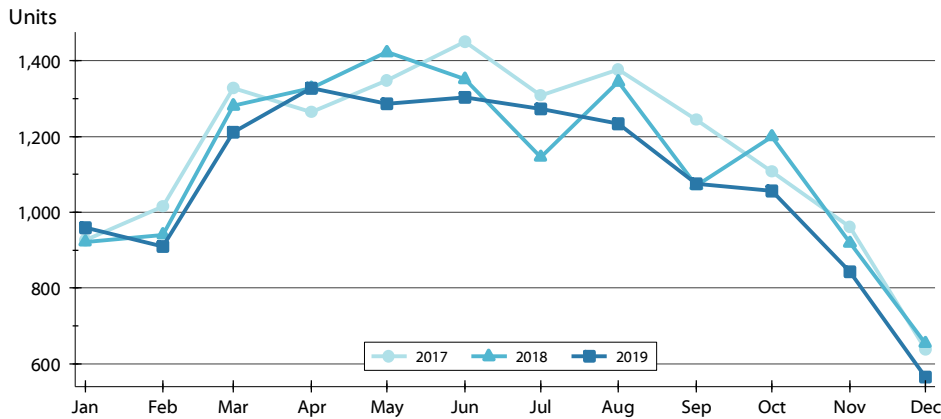
The median list price of these homes was \$139,950 up from \$134,950 in 2018.



# NEW LISTINGS ANALYSIS

## BY MONTH >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 1/12/2020**



Month	2017	2018	2019
January	926	922	959
February	1,016	941	910
March	1,327	1,281	1,211
April	1,264	1,327	1,327
May	1,347	1,422	1,286
June	1,450	1,351	1,304
July	1,308	1,145	1,272
August	1,376	1,344	1,234
September	1,244	1,070	1,075
October	1,107	1,200	1,056
November	960	919	843
December	638	654	566

## BY PRICE RANGE >>

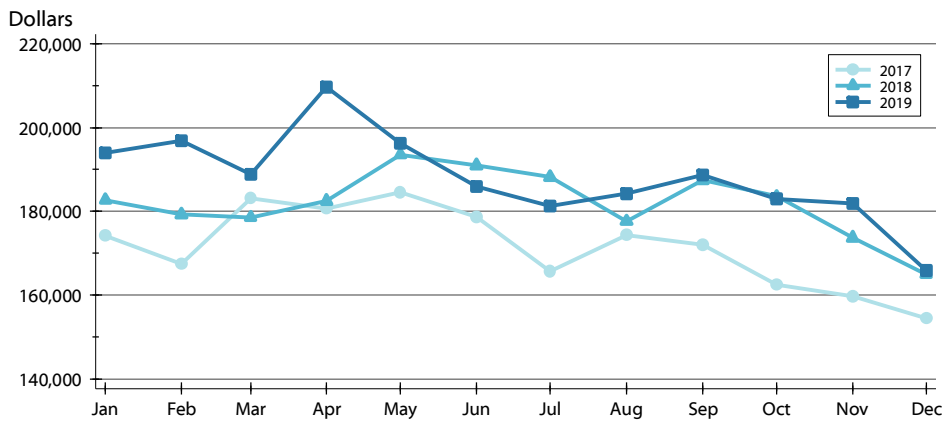
Price Range	New Listings			List Price	
	Number	Percent	Volume	Average	Median
Below \$25,000	23	4.1%	208	9,033	1,900
\$25,000-\$49,999	40	7.1%	1,575	39,374	39,900
\$50,000-\$99,999	127	22.4%	9,715	76,500	79,000
\$100,000-\$124,999	43	7.6%	4,856	112,933	112,900
\$125,000-\$149,999	70	12.4%	9,569	136,706	136,250
\$150,000-\$174,999	48	8.5%	7,814	162,798	164,000
\$175,000-\$199,999	53	9.4%	9,920	187,175	187,900
\$200,000-\$249,999	55	9.7%	12,349	224,533	225,000
\$250,000-\$299,999	33	5.8%	8,964	271,631	269,900
\$300,000-\$399,999	43	7.6%	14,656	340,844	330,000
\$400,000-\$499,999	10	1.8%	4,502	450,230	449,950
\$500,000-\$749,999	11	1.9%	6,454	586,731	571,040
\$750,000-\$999,999	1	0.2%	750	750,000	750,000
\$1,000,000 and up	1	0.2%	1,244	1,244,254	1,244,254
All price ranges	566	100.0%	93,906	165,911	139,950



# NEW LISTINGS ANALYSIS

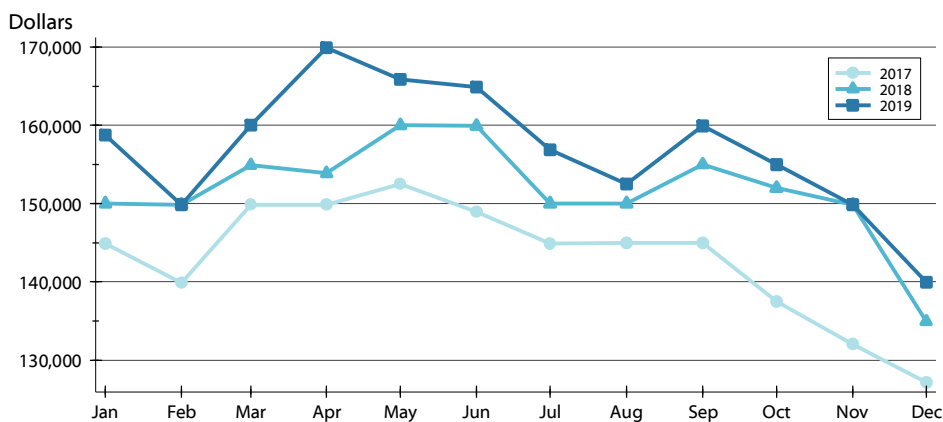
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 1/12/2020**

## AVERAGE PRICE >>



Month	2017	2018	2019
January	174,160	182,667	193,879
February	167,440	179,261	196,936
March	183,121	178,570	188,781
April	180,681	182,457	209,715
May	184,549	193,525	196,261
June	178,592	190,938	185,852
July	165,716	188,168	181,319
August	174,383	177,610	184,277
September	172,006	187,432	188,633
October	162,387	183,520	183,050
November	159,654	173,659	181,851
December	154,423	164,992	165,911

## MEDIAN PRICE >>

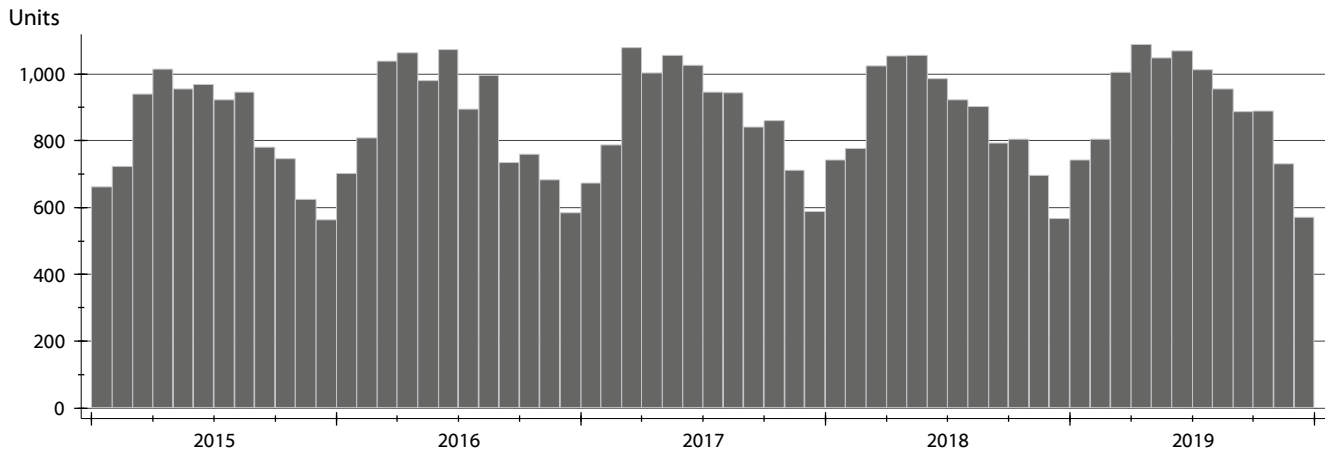


Month	2017	2018	2019
January	144,900	150,000	158,750
February	139,900	149,900	149,900
March	149,900	154,900	160,000
April	149,900	153,900	169,900
May	152,500	160,000	165,900
June	148,950	159,900	164,900
July	144,950	150,000	156,900
August	145,000	150,000	152,500
September	145,000	155,000	159,900
October	137,500	152,000	155,000
November	132,000	149,900	149,900
December	127,200	134,950	139,950

# CONTRACTS WRITTEN ANALYSIS

## HISTORY >>

ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 1/12/2020



## SUMMARY >>

Summary Statistics		December			Year-to-Date		
for Contracts Written		2019	2018	Change	2019	2018	Change
Closed Listings		571	567	0.7%	10,800	10,326	4.6%
Volume (1,000s)		98,984	95,943	3.2%	1,935,447	1,791,773	8.0%
Average	Sale Price	173,352	169,211	2.4%	179,208	173,521	3.3%
	Days on Market	48	53	-10.0%	40	45	-11.1%
	Percent of Original	96.3%	94.4%	2.0%	96.2%	95.7%	0.5%
Median	Sale Price	149,900	145,000	3.4%	159,500	149,900	6.4%
	Days on Market	26	31	-16.1%	15	20	-25.0%
	Percent of Original	100.0%	96.9%	3.2%	98.4%	97.8%	0.6%

A total of 571 contracts for sale were written in South Central Kansas during the month of December, up from 567 in 2018. The median list price of these homes was \$149,900, up from \$145,000 the prior year.

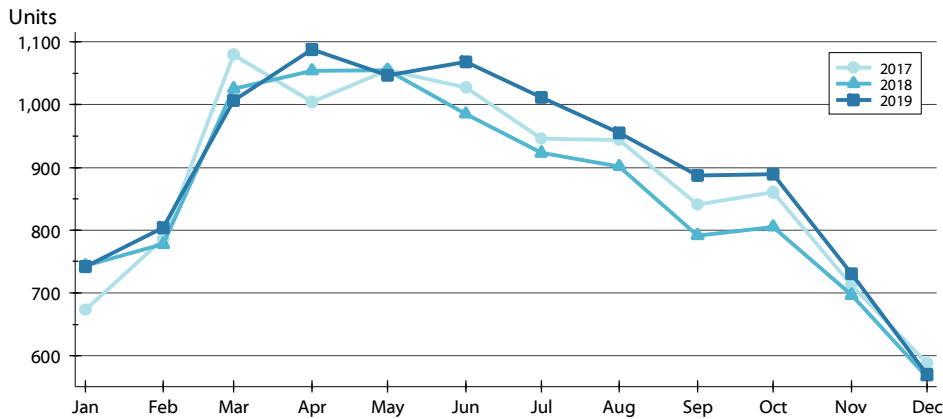
Half of the homes that went under contract in December were on the market less than 26 days, compared to 31 days in December 2018.



# CONTRACTS WRITTEN ANALYSIS

## BY MONTH >>

ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 1/12/2020



Month	2017	2018	2019
January	673	743	742
February	787	778	804
March	1,079	1,025	1,006
April	1,004	1,054	1,088
May	1,055	1,055	1,047
June	1,027	985	1,068
July	946	923	1,012
August	944	902	955
September	841	792	887
October	860	805	889
November	712	697	731
December	588	567	571

## BY PRICE RANGE >>

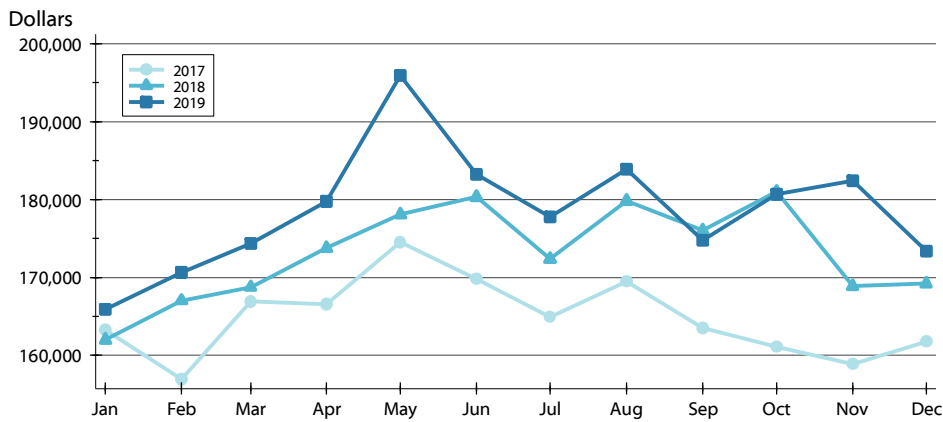
Price Range	Contracts Written			List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median
Below \$25,000	10	1.8%	148	14,765	15,450	42	23	75.3%	82.8%
\$25,000-\$49,999	38	6.7%	1,541	40,549	39,950	59	22	88.5%	90.8%
\$50,000-\$99,999	121	21.2%	9,628	79,573	79,900	43	21	95.9%	100.0%
\$100,000-\$124,999	36	6.3%	4,071	113,078	114,700	27	10	97.4%	100.0%
\$125,000-\$149,999	61	10.7%	8,365	137,128	137,500	28	13	97.1%	100.0%
\$150,000-\$174,999	38	6.7%	6,194	163,011	164,950	27	14	97.2%	100.0%
\$175,000-\$199,999	54	9.5%	10,142	187,815	189,000	47	29	98.4%	100.0%
\$200,000-\$249,999	64	11.2%	14,219	222,167	219,700	46	20	97.7%	100.0%
\$250,000-\$299,999	38	6.7%	10,447	274,925	274,950	60	27	98.8%	100.0%
\$300,000-\$399,999	40	7.0%	13,659	341,476	331,450	91	54	99.1%	100.0%
\$400,000-\$499,999	12	2.1%	5,299	441,600	449,450	126	123	96.1%	96.5%
\$500,000-\$749,999	6	1.1%	3,425	570,839	553,020	69	34	99.9%	100.0%
\$750,000-\$999,999	2	0.4%	1,779	889,586	889,586	183	183	91.7%	91.7%
\$1,000,000 and up	1	0.2%	1,399	1,399,000	1,399,000	67	67	100.0%	100.0%
All price ranges	571	100.0%	98,984	173,352	149,900	48	26	96.3%	100.0%



# CONTRACTS WRITTEN ANALYSIS

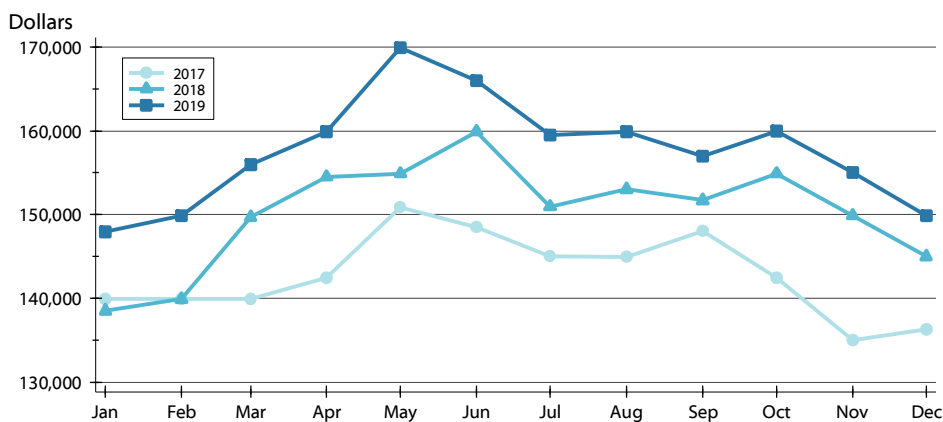
ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 1/12/2020

## AVERAGE PRICE >>



Month	2017	2018	2019
January	163,213	161,962	165,895
February	156,975	167,014	170,621
March	166,903	168,727	174,372
April	166,599	173,771	179,715
May	174,525	178,081	195,941
June	169,773	180,310	183,262
July	164,863	172,342	177,753
August	169,454	179,829	183,879
September	163,452	175,985	174,790
October	161,050	180,967	180,684
November	158,881	168,869	182,410
December	161,778	169,211	173,352

## MEDIAN PRICE >>

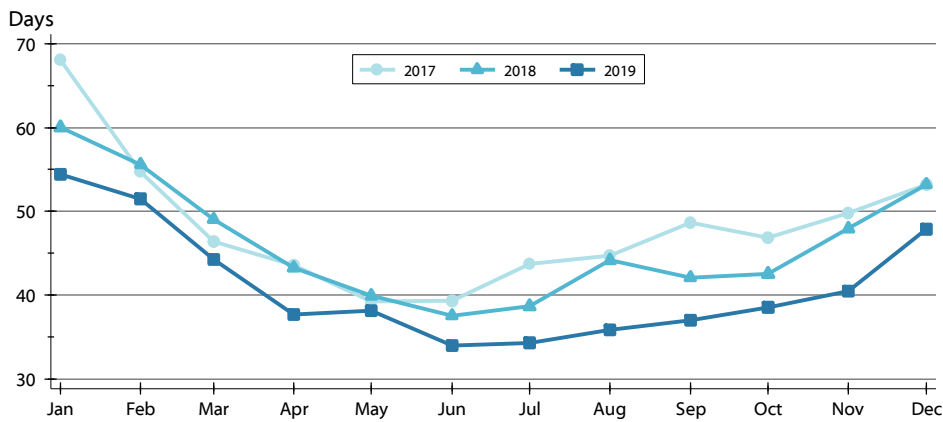


Month	2017	2018	2019
January	139,900	138,500	147,950
February	139,900	139,900	149,900
March	139,900	149,700	155,950
April	142,500	154,500	159,900
May	150,863	154,900	169,900
June	148,450	159,900	166,000
July	145,000	150,975	159,500
August	144,900	153,000	159,900
September	148,000	151,700	156,950
October	142,500	154,900	160,000
November	135,000	149,900	155,000
December	136,250	145,000	149,900

# CONTRACTS WRITTEN ANALYSIS

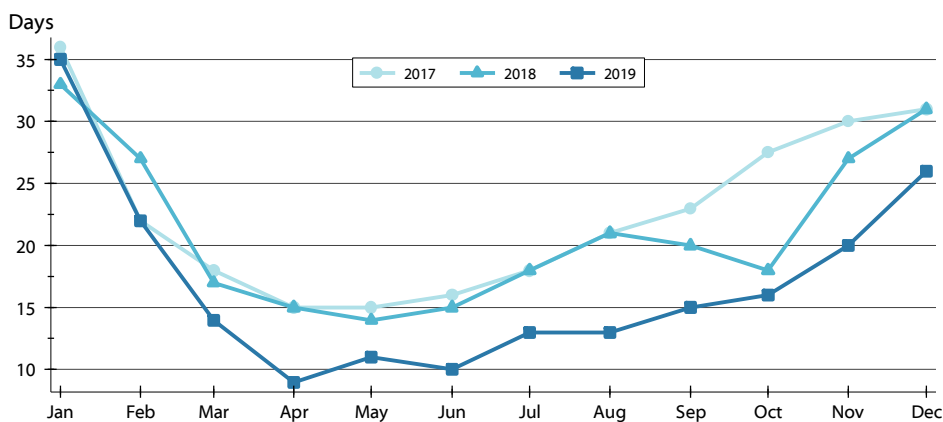
ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 1/12/2020

## AVERAGE DOM >>



Month	2017	2018	2019
January	68	60	54
February	55	56	51
March	46	49	44
April	44	43	38
May	39	40	38
June	39	38	34
July	44	39	34
August	45	44	36
September	49	42	37
October	47	43	39
November	50	48	40
December	53	53	48

## MEDIAN DOM >>

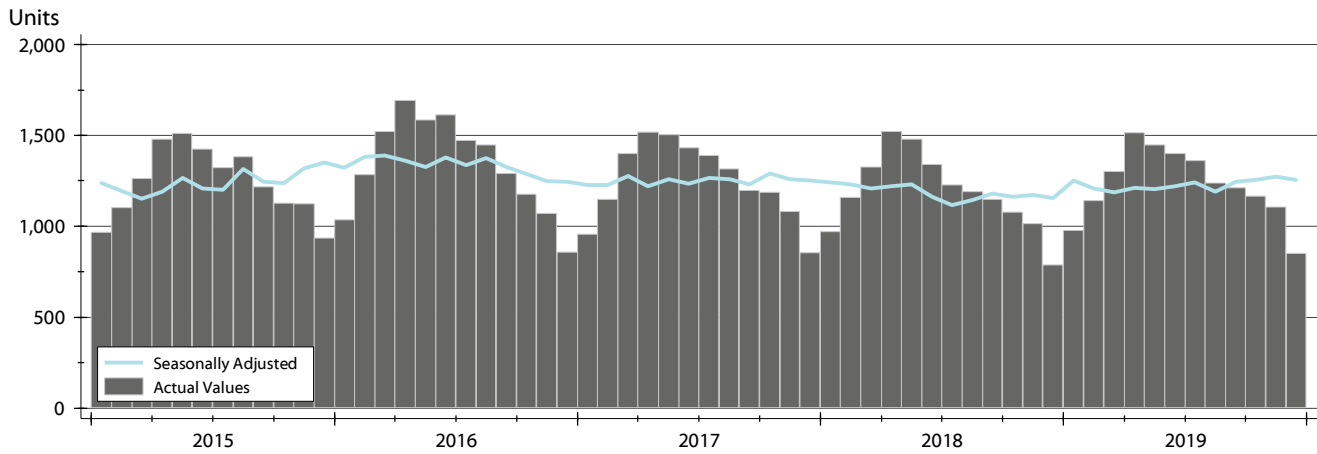


Month	2017	2018	2019
January	36	33	35
February	22	27	22
March	18	17	14
April	15	15	9
May	15	14	11
June	16	15	10
July	18	18	13
August	21	21	13
September	23	20	15
October	28	18	16
November	30	27	20
December	31	31	26

# PENDING CONTRACTS ANALYSIS

HISTORY >>

ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 1/12/2020



SUMMARY >>

Summary Statistics		End of December		
for Active Listings		2019	2018	Change
Active Listings		850	785	8.3%
Volume (1,000s)		171,526	146,129	17.4%
Average	List Price	201,795	186,152	8.4%
	Days on Market	45	56	-20.4%
	Percent of Original	98.3%	97.3%	1.1%
Median	List Price	174,975	159,900	9.4%
	Days on Market	18	30	-40.0%
	Percent of Original	100.0%	100.0%	0.0%

A total of 850 listings in South Central Kansas had contracts pending at the end of December, up from 785 contracts pending at the end of December 2018.

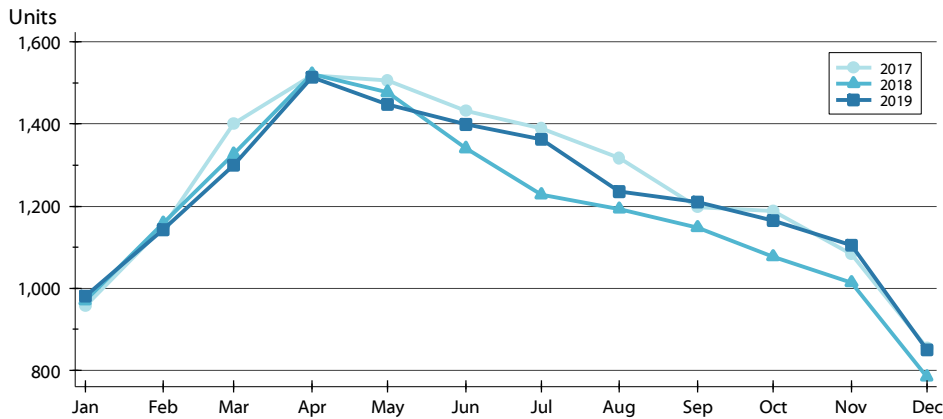
Pending contracts reflect listings with a contract in place at the end of the month. In contrast, contracts written measures the number of listings put under contract during the month.



# PENDING CONTRACTS ANALYSIS

## BY MONTH >>

ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 1/12/2020



Month	2017	2018	2019
January	957	970	980
February	1,149	1,159	1,143
March	1,400	1,326	1,300
April	1,518	1,521	1,514
May	1,505	1,477	1,447
June	1,432	1,340	1,399
July	1,390	1,228	1,363
August	1,317	1,193	1,236
September	1,197	1,148	1,211
October	1,188	1,077	1,165
November	1,083	1,014	1,105
December	855	785	850

## BY PRICE RANGE >>

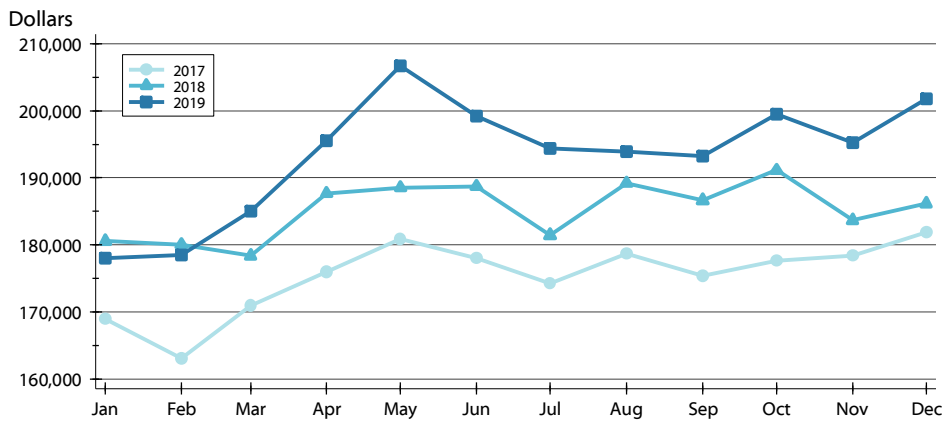
Price Range	Contracts Written			List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median
Below \$25,000	4	0.5%	68	17,075	19,900	64	38	79.9%	81.2%
\$25,000-\$49,999	34	4.0%	1,387	40,801	39,900	45	12	94.6%	100.0%
\$50,000-\$99,999	165	19.4%	13,025	78,936	80,000	62	22	97.0%	100.0%
\$100,000-\$124,999	49	5.8%	5,544	113,133	114,900	25	8	99.2%	100.0%
\$125,000-\$149,999	83	9.8%	11,442	137,851	138,700	27	14	98.4%	100.0%
\$150,000-\$174,999	69	8.1%	11,128	161,269	159,900	25	12	98.2%	100.0%
\$175,000-\$199,999	78	9.2%	14,683	188,238	189,700	40	19	99.0%	100.0%
\$200,000-\$249,999	103	12.1%	22,918	222,505	219,900	43	16	98.9%	100.0%
\$250,000-\$299,999	68	8.0%	18,936	278,467	279,450	50	10	99.9%	100.0%
\$300,000-\$399,999	100	11.8%	34,090	340,897	333,626	48	7	99.9%	100.0%
\$400,000-\$499,999	35	4.1%	15,510	443,150	448,703	52	7	98.7%	100.0%
\$500,000-\$749,999	12	1.4%	6,803	566,910	544,000	68	34	100.6%	100.0%
\$750,000-\$999,999	5	0.6%	4,238	847,594	779,222	119	98	87.4%	88.2%
\$1,000,000 and up	2	0.2%	3,079	1,539,500	1,539,500	118	118	102.5%	102.5%
All price ranges	850	100.0%	171,526	201,795	174,975	45	18	98.3%	100.0%



# PENDING CONTRACTS ANALYSIS

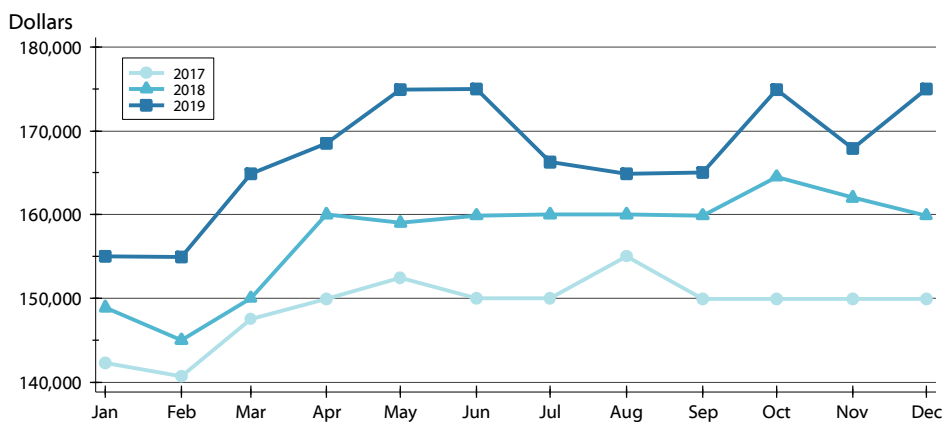
ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 1/12/2020

## AVERAGE PRICE >>



Month	2017	2018	2019
January	168,915	180,564	177,966
February	163,082	180,022	178,468
March	170,903	178,347	185,022
April	175,952	187,633	195,583
May	180,836	188,503	206,721
June	177,943	188,722	199,174
July	174,214	181,440	194,369
August	178,618	189,213	193,882
September	175,363	186,663	193,256
October	177,592	191,150	199,471
November	178,336	183,647	195,210
December	181,887	186,152	201,795

## MEDIAN PRICE >>

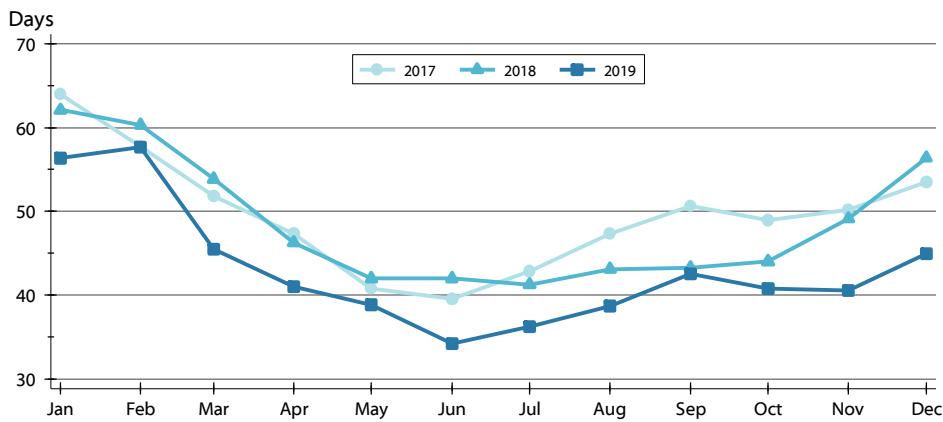


Month	2017	2018	2019
January	142,250	148,900	155,000
February	140,650	145,000	154,900
March	147,500	150,000	164,900
April	149,900	160,000	168,500
May	152,500	159,000	174,900
June	150,000	159,900	175,000
July	150,000	160,000	166,250
August	155,000	160,000	164,900
September	149,900	159,900	165,000
October	149,900	164,500	174,900
November	149,900	162,000	167,900
December	149,950	159,900	174,975

# PENDING CONTRACTS ANALYSIS

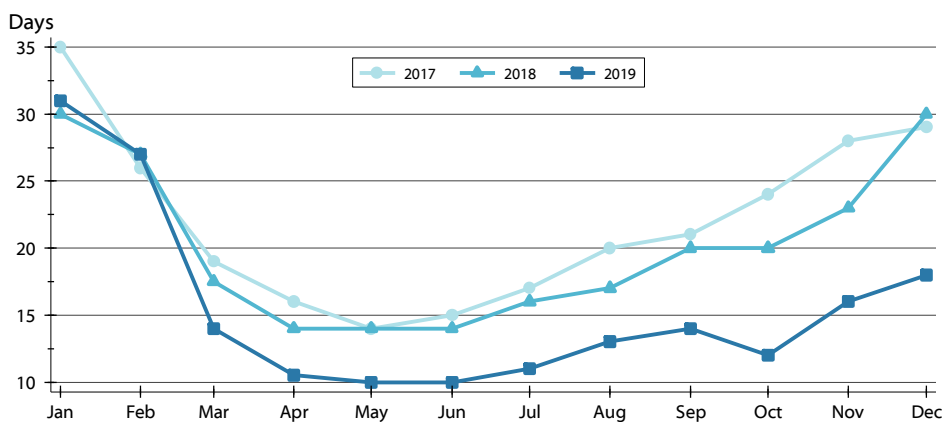
ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 1/12/2020

## AVERAGE DOM >>



Month	2017	2018	2019
January	64	62	56
February	58	60	58
March	52	54	45
April	47	46	41
May	41	42	39
June	40	42	34
July	43	41	36
August	47	43	39
September	51	43	43
October	49	44	41
November	50	49	41
December	53	56	45

## MEDIAN DOM >>



Month	2017	2018	2019
January	35	30	31
February	26	27	27
March	19	18	14
April	16	14	11
May	14	14	10
June	15	14	10
July	17	16	11
August	20	17	13
September	21	20	14
October	24	20	12
November	28	23	16
December	29	30	18