



South Central Kansas MLS

## South Central Kansas MLS

170 W. Dewey, Wichita, KS 67202

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

February 13, 2020

### South Central Kansas MLS Releases Home Sales Figures for January 2020

Homes sales in South Central Kansas rose by 9.0% in January compared to the prior year. Sales in January 2020 totaled 618 units, up from 567 in 2019.

Among existing homes, 573 units sold in January, an increase of 10.2% from 520 units that sold in 2019. The average sale price of existing homes was \$154,996. This represents an increase of 5.6% from the January 2019 average price of \$146,735.

For new construction, 45 sales occurred in January, down from 47 units the prior year, a decrease of 4.3%. The average sale price of new homes in January was \$305,109, up 2.2% from the same period last year.

A total of 706 contracts for sale were written in January 2020, down from 742 in January 2019. This is a decrease of 4.9%. 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 1,735 units at the end of January, which is down from 2,102 homes that were on the market at the end of January 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 January

Total home sales in South Central Kansas rose by 9.0% last month to 618 units, compared to 567 units in January 2019. Total sales volume was \$102.5 million, up 13.5% from a year earlier.

The median sale price in January was \$141,950, up from \$139,900 a year earlier. Homes that sold in January were typically on the market for 21 days and sold for 99.0% 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 1,735 units, down from 2,102 at the same point in 2019. 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 January was \$183,000.

During January, a total of 706 contracts were written down from 742 in January 2019. At the end of the month, there were 937 contracts pending, compared to 980 at the end of January 2019.

### 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		January		
Current Month		2020	2019	Change
Summary Statistics				
Home Sales		<b>618</b>	567	9.0%
Active Listings		<b>1,735</b>	2,102	-17.5%
Months' Supply		<b>1.9</b>	2.4	-21.3%
New Listings		<b>885</b>	959	-7.7%
Contracts Written		<b>706</b>	742	-4.9%
Pending Contracts		<b>937</b>	980	-4.4%
Sales Volume (1,000s)		<b>102,543</b>	90,334	13.5%
Average	Sale Price	<b>165,926</b>	159,319	4.1%
	List Price of Actives	<b>245,096</b>	244,933	0.1%
	Days on Market	<b>44</b>	54	-18.4%
	Percent of List	<b>97.4%</b>	97.2%	0.2%
	Percent of Original	<b>95.4%</b>	94.5%	0.9%
Median	Sale Price	<b>141,950</b>	139,900	1.5%
	List Price of Actives	<b>183,000</b>	184,900	-1.0%
	Days on Market	<b>21</b>	31	-32.3%
	Percent of List	<b>99.0%</b>	98.3%	0.7%
	Percent of Original	<b>97.6%</b>	96.7%	0.9%

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# THREE-YEAR COMPARISONS

## SUMMARY >>

## BREAKDOWNS BY HOME TYPE ENTIRE MLS SYSTEM AS OF 2/12/2020

January MLS Statistics		2020			2019			2018			
By Property Type		Total	Existing	New	Total	Existing	New	Total	Existing	New	
Home Sales		<b>618</b>	<b>573</b>	<b>45</b>	567	520	47	598	551	47	
	Change from prior year	9.0%	10.2%	-4.3%	-5.2%	-5.6%	0.0%	4.7%	4.4%	9.3%	
Active Listings		<b>1,735</b>	<b>1,464</b>	<b>271</b>	2,102	1,798	304	2,147	1,851	296	
	Change from prior year	-17.5%	-18.6%	-10.9%	-2.1%	-2.9%	2.7%	-4.7%	-7.3%	15.2%	
Months' Supply		<b>1.9</b>	<b>1.7</b>	<b>4.4</b>	2.4	2.2	4.9	2.5	2.3	5.2	
	Change from prior year	-21.3%	-22.7%	-11.0%	-0.7%	-0.8%	-5.5%	-5.7%	-8.7%	22.2%	
New Listings		<b>885</b>	<b>829</b>	<b>56</b>	959	866	93	922	843	79	
	Change from prior year	-7.7%	-4.3%	-39.8%	4.0%	2.7%	17.7%	-0.4%	1.9%	-20.2%	
Contracts Written		<b>706</b>	<b>668</b>	<b>38</b>	742	685	57	743	681	62	
	Change from prior year	-4.9%	-2.5%	-33.3%	-0.1%	0.6%	-8.1%	10.4%	11.5%	0.0%	
Pending Contracts		<b>937</b>	<b>774</b>	<b>163</b>	980	848	132	970	819	151	
	Change from prior year	-4.4%	-8.7%	23.5%	1.0%	3.5%	-12.6%	1.4%	-6.3%	81.9%	
Sales Volume (1,000s)		<b>102,543</b>	<b>88,813</b>	<b>13,730</b>	90,334	76,302	14,032	90,693	75,868	14,826	
	Change from prior year	13.5%	16.4%	-2.2%	-0.4%	0.6%	-5.4%	4.2%	1.6%	19.3%	
Average	Sale Price	<b>165,926</b>	<b>154,996</b>	<b>305,109</b>	159,319	146,735	298,547	151,661	137,691	315,440	
		Change from prior year	4.1%	5.6%	2.2%	5.0%	6.6%	-5.4%	-0.5%	-2.6%	9.1%
	List Price of Actives	<b>245,096</b>	<b>226,085</b>	<b>344,568</b>	244,933	230,395	329,437	219,491	205,167	306,069	
		Change from prior year	0.1%	-1.9%	4.6%	11.6%	12.3%	7.6%	3.8%	3.7%	-3.5%
	Days on Market	<b>44</b>	<b>41</b>	<b>81</b>	54	53	61	51	48	81	
		Change from prior year	-18.4%	-23.0%	33.4%	5.4%	9.7%	-25.0%	-15.3%	-17.5%	2.2%
Percent of List		<b>97.4%</b>	<b>97.1%</b>	<b>101.4%</b>	97.2%	96.7%	102.3%	97.2%	96.7%	102.0%	
		Change from prior year	0.2%	0.4%	-0.9%	0.1%	0.0%	0.3%	1.2%	1.3%	-0.2%
Percent of Original		<b>95.4%</b>	<b>94.8%</b>	<b>102.4%</b>	94.5%	93.7%	103.5%	94.3%	93.6%	102.9%	
		Change from prior year	0.9%	1.2%	-1.0%	0.2%	0.1%	0.6%	1.1%	1.2%	0.3%
Median	Sale Price	<b>141,950</b>	<b>135,000</b>	<b>298,900</b>	139,900	129,750	269,900	126,500	116,000	264,900	
		Change from prior year	1.5%	4.0%	10.7%	10.6%	11.9%	1.9%	1.2%	0.4%	0.4%
	List Price of Actives	<b>183,000</b>	<b>154,900</b>	<b>298,392</b>	184,900	158,000	291,500	168,248	144,900	277,892	
		Change from prior year	-1.0%	-2.0%	2.4%	9.9%	9.0%	4.9%	8.6%	7.4%	3.3%
	Days on Market	<b>21</b>	<b>21</b>	<b>12</b>	31	32	3	30	30	18	
		Change from prior year	-32.3%	-34.4%	300.0%	3.3%	6.7%	-83.3%	-11.8%	-16.7%	500.0%
Percent of List		<b>99.0%</b>	<b>98.6%</b>	<b>100.0%</b>	98.3%	98.0%	100.0%	98.8%	98.3%	100.0%	
		Change from prior year	0.7%	0.6%	0.0%	-0.4%	-0.4%	0.0%	0.7%	0.6%	0.0%
Percent of Original		<b>97.6%</b>	<b>97.1%</b>	<b>101.2%</b>	96.7%	95.8%	101.7%	96.8%	96.4%	100.3%	
		Change from prior year	0.9%	1.4%	-0.5%	-0.1%	-0.6%	1.3%	0.4%	0.5%	-0.7%

# YEAR-TO-DATE STATISTICS

## SUMMARY >>

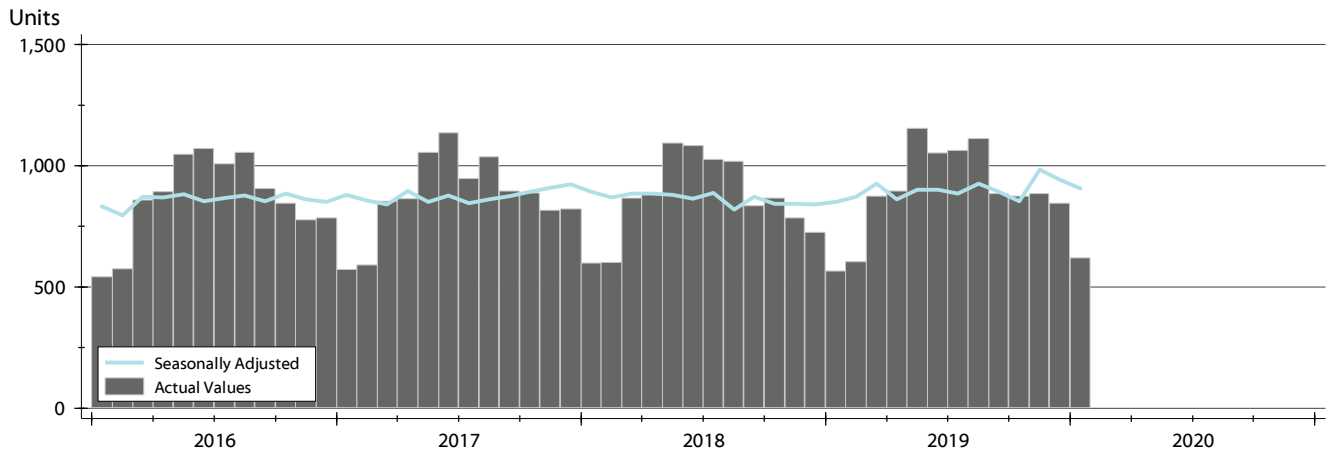
**YTD BREAKDOWNS BY HOME TYPE  
ENTIRE MLS SYSTEM  
AS OF 2/12/2020**

Year-to-Date Activity		2020			2019			2018		
By Property Type		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		<b>618</b>	<b>573</b>	<b>45</b>	567	520	47	598	551	47
Change from prior year		9.0%	10.2%	-4.3%	-5.2%	-5.6%	0.0%	4.7%	4.4%	9.3%
New Listings		<b>885</b>	<b>829</b>	<b>56</b>	959	866	93	922	843	79
Change from prior year		-7.7%	-4.3%	-39.8%	4.0%	2.7%	17.7%	-0.4%	1.9%	-20.2%
Contracts Written		<b>706</b>	<b>668</b>	<b>38</b>	742	685	57	743	681	62
Change from prior year		-4.9%	-2.5%	-33.3%	-0.1%	0.6%	-8.1%	10.4%	11.5%	0.0%
Sales Volume (1,000s)		<b>102,543</b>	<b>88,813</b>	<b>13,730</b>	90,334	76,302	14,032	90,693	75,868	14,826
Change from prior year		13.5%	16.4%	-2.2%	-0.4%	0.6%	-5.4%	4.2%	1.6%	19.3%
Average	Sale Price	<b>165,926</b>	<b>154,996</b>	<b>305,109</b>	159,319	146,735	298,547	151,661	137,691	315,440
	Change from prior year	4.1%	5.6%	2.2%	5.0%	6.6%	-5.4%	-0.5%	-2.6%	9.1%
	Days on Market	<b>44</b>	<b>41</b>	<b>81</b>	54	53	61	51	48	81
	Change from prior year	-18.4%	-23.0%	33.4%	5.4%	9.7%	-25.0%	-15.3%	-17.5%	2.2%
Percent of List	Percent of List	<b>97.4%</b>	<b>97.1%</b>	<b>101.4%</b>	97.2%	96.7%	102.3%	97.2%	96.7%	102.0%
	Change from prior year	0.2%	0.4%	-0.9%	0.1%	0.0%	0.3%	1.2%	1.3%	-0.2%
	Percent of Original	<b>95.4%</b>	<b>94.8%</b>	<b>102.4%</b>	94.5%	93.7%	103.5%	94.3%	93.6%	102.9%
	Change from prior year	0.9%	1.2%	-1.0%	0.2%	0.1%	0.6%	1.1%	1.2%	0.3%
Median	Sale Price	<b>141,950</b>	<b>135,000</b>	<b>298,900</b>	139,900	129,750	269,900	126,500	116,000	264,900
	Change from prior year	1.5%	4.0%	10.7%	10.6%	11.9%	1.9%	1.2%	0.4%	0.4%
	Days on Market	<b>21</b>	<b>21</b>	<b>12</b>	31	32	3	30	30	18
	Change from prior year	-32.3%	-34.4%	300.0%	3.3%	6.7%	-83.3%	-11.8%	-16.7%	500.0%
Percent of List	Percent of List	<b>99.0%</b>	<b>98.6%</b>	<b>100.0%</b>	98.3%	98.0%	100.0%	98.8%	98.3%	100.0%
	Change from prior year	0.7%	0.6%	0.0%	-0.4%	-0.4%	0.0%	0.7%	0.6%	0.0%
	Percent of Original	<b>97.6%</b>	<b>97.1%</b>	<b>101.2%</b>	96.7%	95.8%	101.7%	96.8%	96.4%	100.3%
	Change from prior year	0.9%	1.4%	-0.5%	-0.1%	-0.6%	1.3%	0.4%	0.5%	-0.7%

# CLOSED LISTINGS ANALYSIS

**HISTORY** >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 2/12/2020**



**SUMMARY** >>

Summary Statistics for Closed Listings		January			Year-to-Date		
		2020	2019	Change	2020	2019	Change
Closed Listings		<b>618</b>	567	9.0%	<b>618</b>	567	9.0%
Volume (1,000s)		<b>102,543</b>	90,334	13.5%	<b>102,543</b>	90,334	13.5%
Average	Sale Price	<b>165,926</b>	159,319	4.1%	<b>165,926</b>	159,319	4.1%
	Days on Market	<b>44</b>	54	-18.4%	<b>44</b>	54	-18.4%
	Percent of List	<b>97.4%</b>	97.2%	0.2%	<b>97.4%</b>	97.2%	0.2%
	Percent of Original	<b>95.4%</b>	94.5%	0.9%	<b>95.4%</b>	94.5%	0.9%
Median	Sale Price	<b>141,950</b>	139,900	1.5%	<b>141,950</b>	139,900	1.5%
	Days on Market	<b>21</b>	31	-32.3%	<b>21</b>	31	-32.3%
	Percent of List	<b>99.0%</b>	98.3%	0.7%	<b>99.0%</b>	98.3%	0.7%
	Percent of Original	<b>97.6%</b>	96.7%	0.9%	<b>97.6%</b>	96.7%	0.9%

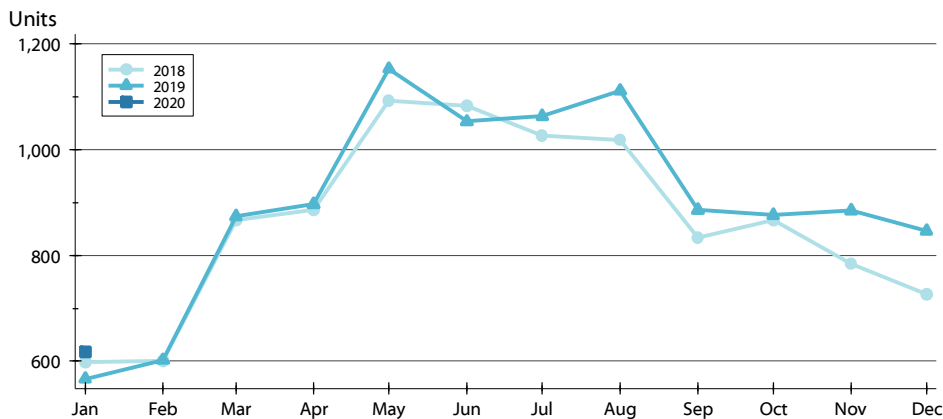
A total of 618 homes sold in South Central Kansas in January, up from 567 units in January 2019. Total sales volume rose to \$102.5 million compared to \$90.3 million in the previous year.

The median sales price in January was \$141,950, up 1.5% compared to the prior year. Median days on market was 21 days, up from 18 days in December, but down from 31 in January 2019.

# CLOSED LISTINGS ANALYSIS

## BY MONTH >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 2/12/2020**



Month	2018	2019	2020
January	598	567	618
February	601	602	
March	867	874	
April	886	897	
May	1,093	1,153	
June	1,083	1,053	
July	1,027	1,063	
August	1,018	1,111	
September	834	886	
October	867	876	
November	784	885	
December	726	846	

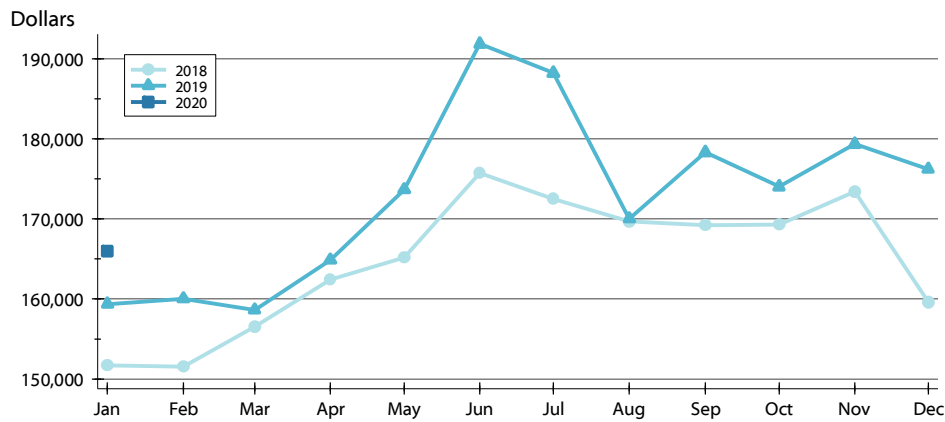
## BY PRICE RANGE >>

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	18	2.9%	251	13,964	15,500	53	25	87.8%	100.0%	74.4%	78.3%
\$25,000-\$49,999	56	9.1%	2,180	38,926	40,000	38	28	93.8%	95.2%	88.6%	94.3%
\$50,000-\$99,999	136	22.0%	10,231	75,229	75,500	43	23	96.1%	97.4%	93.5%	95.0%
\$100,000-\$124,999	52	8.4%	5,729	110,168	110,000	21	8	98.2%	99.6%	97.3%	98.9%
\$125,000-\$149,999	65	10.5%	8,897	136,882	137,007	23	12	99.8%	100.0%	98.4%	100.0%
\$150,000-\$174,999	62	10.0%	10,079	162,566	164,150	30	13	98.5%	99.4%	97.0%	98.3%
\$175,000-\$199,999	53	8.6%	9,817	185,224	185,600	41	26	98.3%	98.5%	96.5%	97.2%
\$200,000-\$249,999	64	10.4%	14,210	222,031	221,000	61	22	98.3%	99.1%	96.7%	97.6%
\$250,000-\$299,999	44	7.1%	12,014	273,036	273,750	44	19	98.8%	99.6%	98.6%	99.0%
\$300,000-\$399,999	42	6.8%	14,093	335,544	329,721	85	41	98.9%	99.2%	97.8%	98.5%
\$400,000-\$499,999	14	2.3%	6,081	434,338	432,250	89	38	96.1%	97.7%	96.4%	96.8%
\$500,000-\$749,999	10	1.6%	6,231	623,141	628,700	68	53	98.9%	99.0%	97.2%	100.0%
\$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	2	0.3%	2,730	1,364,800	1,364,800	118	118	87.8%	87.8%	90.2%	90.2%
All price ranges	618	100.0%	102,543	165,926	141,950	44	21	97.4%	99.0%	95.4%	97.6%

# CLOSED LISTINGS ANALYSIS

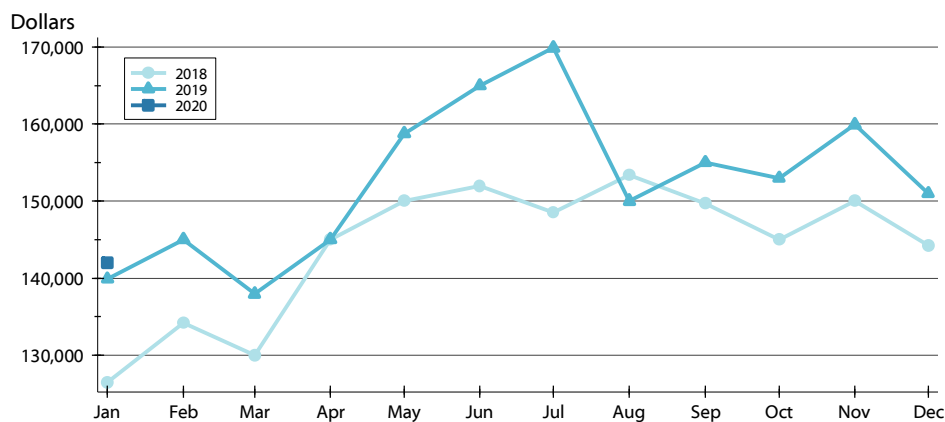
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 2/12/2020**

## AVERAGE PRICE >>



Month	2018	2019	2020
January	151,661	159,319	165,926
February	151,459	159,997	
March	156,465	158,616	
April	162,387	164,845	
May	165,156	173,608	
June	175,695	191,834	
July	172,443	188,175	
August	169,620	170,000	
September	169,187	178,263	
October	169,281	173,972	
November	173,356	179,318	
December	159,588	176,184	

## MEDIAN PRICE >>

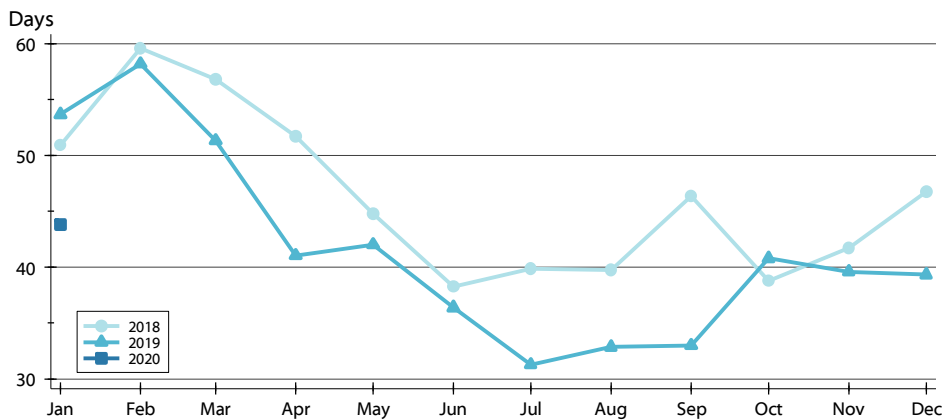


Month	2018	2019	2020
January	126,500	139,900	141,950
February	134,150	145,000	
March	130,000	137,950	
April	145,000	145,000	
May	150,000	158,789	
June	152,000	165,000	
July	148,500	169,900	
August	153,350	150,000	
September	149,700	155,000	
October	145,000	153,000	
November	150,000	159,900	
December	144,250	151,000	

# CLOSED LISTINGS ANALYSIS

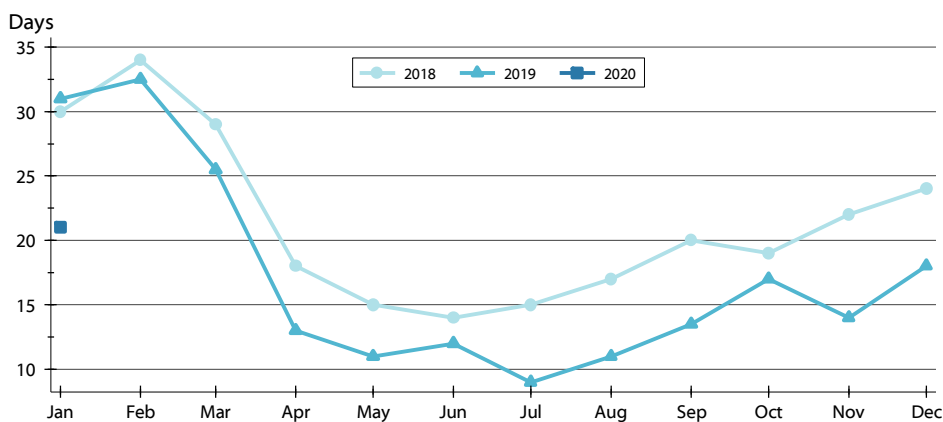
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 2/12/2020**

## AVERAGE DOM >>



Month	2018	2019	2020
January	51	54	44
February	60	58	58
March	57	51	51
April	52	41	41
May	45	42	42
June	38	36	36
July	40	33	33
August	40	33	33
September	46	31	31
October	39	41	41
November	42	40	40
December	47	39	39

## MEDIAN DOM >>

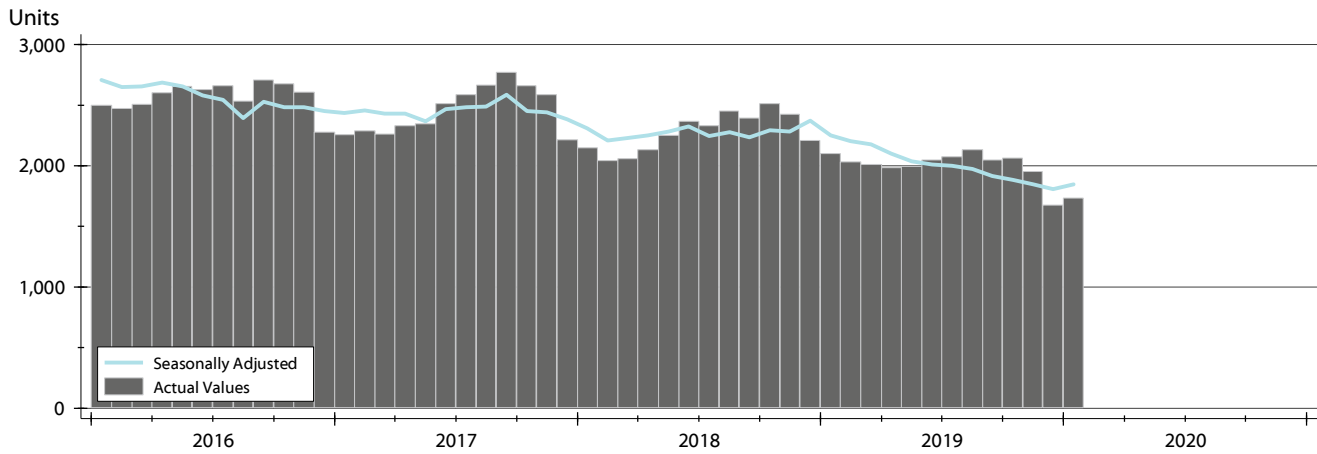


Month	2018	2019	2020
January	30	31	21
February	34	33	33
March	29	26	26
April	18	13	13
May	15	11	11
June	14	12	12
July	15	9	9
August	17	11	11
September	20	14	14
October	19	17	17
November	22	14	14
December	24	18	18

# ACTIVE LISTINGS ANALYSIS

## HISTORY >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 2/12/2020**



## SUMMARY >>

Summary Statistics		End of January		
for Active Listings		2020	2019	Change
Active Listings		<b>1,735</b>	2,102	-17.5%
Months' Supply		<b>1.9</b>	2.4	-21.3%
Volume (1,000s)		<b>425,241</b>	514,849	-17.4%
Average	List Price	<b>245,096</b>	244,933	0.1%
	Days on Market	<b>97</b>	110	-11.6%
	Percent of Original	<b>97.5%</b>	97.5%	0.0%
Median	List Price	<b>183,000</b>	184,900	-1.0%
	Days on Market	<b>58</b>	77	-24.7%
	Percent of Original	<b>100.0%</b>	100.0%	0.0%

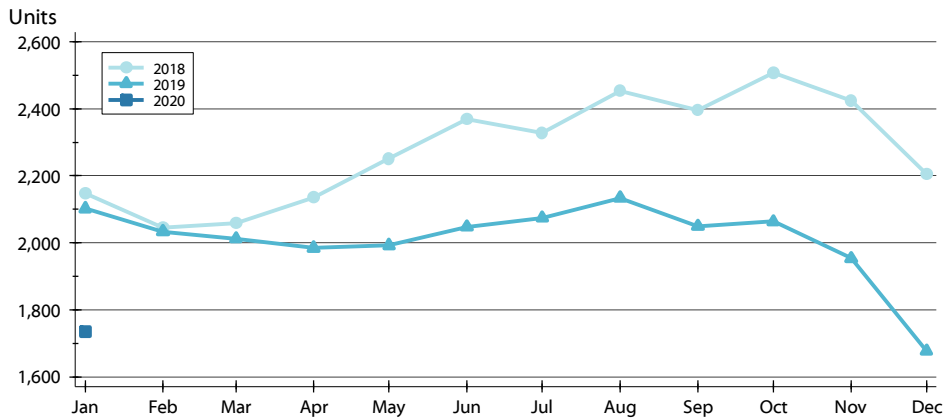
A total of 1,735 homes were available for sale in South Central Kansas at the end of January. This represents a 1.9 months' supply of active listings.

The median list price of homes on the market at the end of January was \$183,000, down 1.0% from 2019. The typical time on market for active listings was 58 days, down from 77 days a year earlier.

# ACTIVE LISTINGS ANALYSIS

## BY MONTH >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 2/12/2020**



Month	2018	2019	2020
January	2,147	2,102	1,735
February	2,044	2,034	
March	2,059	2,012	
April	2,135	1,984	
May	2,250	1,992	
June	2,369	2,047	
July	2,329	2,074	
August	2,453	2,134	
September	2,395	2,049	
October	2,508	2,063	
November	2,425	1,953	
December	2,205	1,677	

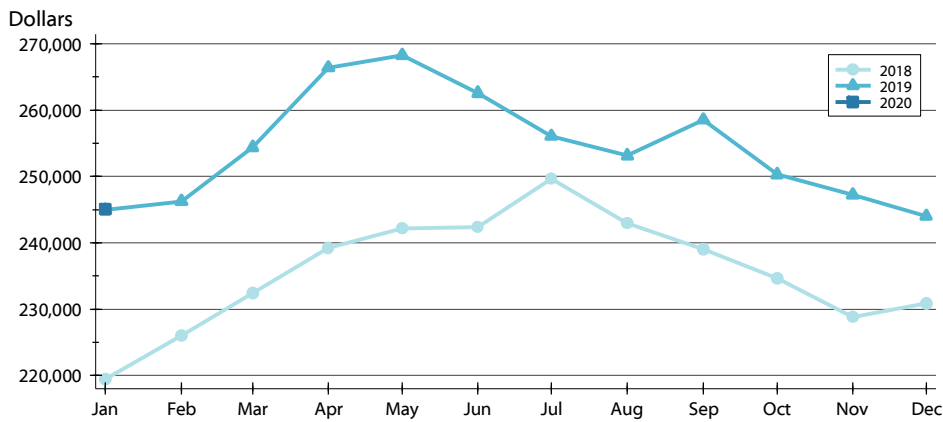
## BY PRICE RANGE >>

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	55	3.2%	620	3.1	11,268	12,500	118	69	93.1%	100.0%
\$25,000-\$49,999	134	7.7%	5,042	2.4	37,624	38,625	134	71	94.6%	100.0%
\$50,000-\$99,999	310	17.9%	23,375	2.3	75,402	75,000	94	61	96.1%	100.0%
\$100,000-\$124,999	107	6.2%	12,081	2.1	112,906	114,000	76	48	97.3%	100.0%
\$125,000-\$149,999	107	6.2%	14,617	1.6	136,607	135,000	65	54	98.6%	100.0%
\$150,000-\$174,999	96	5.5%	15,717	1.5	163,722	165,000	62	32	98.2%	100.0%
\$175,000-\$199,999	116	6.7%	21,761	2.2	187,599	187,299	83	51	97.8%	100.0%
\$200,000-\$249,999	171	9.9%	38,674	2.7	226,165	225,000	74	37	98.5%	100.0%
\$250,000-\$299,999	143	8.2%	39,273	3.3	274,638	275,000	68	27	99.0%	100.0%
\$300,000-\$399,999	212	12.2%	74,419	5.0	351,032	349,355	100	64	99.3%	100.0%
\$400,000-\$499,999	94	5.4%	42,359	6.7	450,630	449,450	109	73	98.9%	100.0%
\$500,000-\$749,999	77	4.4%	48,442	7.7	629,117	640,000	166	102	97.5%	100.0%
\$750,000-\$999,999	40	2.3%	34,295	N/A	857,363	850,000	226	136	96.3%	100.0%
\$1,000,000 and up	27	1.6%	43,292	13.5	1,603,401	1,375,000	239	145	96.9%	100.0%
All price ranges	1,735	100.0%	425,241	2.8	245,096	183,000	97	58	97.5%	100.0%

# ACTIVE LISTINGS ANALYSIS

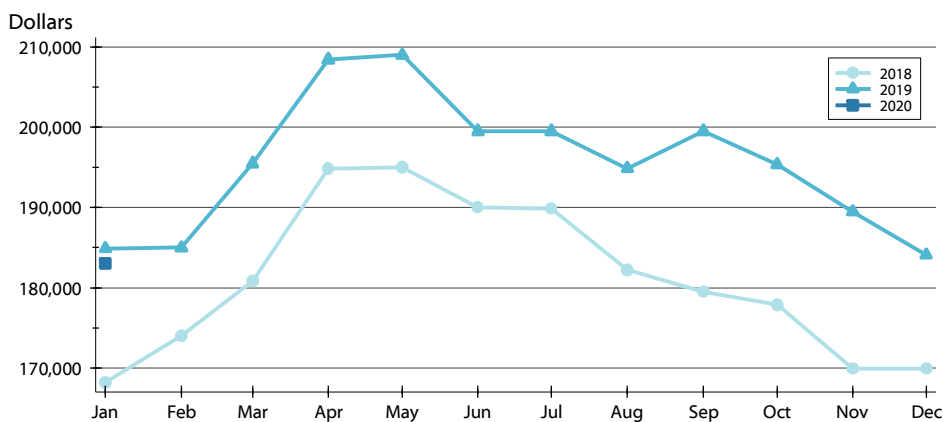
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 2/12/2020**

## AVERAGE PRICE >>



Month	2018	2019	2020
January	219,491	244,933	245,096
February	226,018	246,278	246,278
March	232,365	254,379	254,379
April	239,193	266,443	266,443
May	242,156	268,251	268,251
June	242,311	262,572	262,572
July	249,623	256,102	256,102
August	242,880	253,144	253,144
September	238,982	258,524	258,524
October	234,663	250,301	250,301
November	228,794	247,242	247,242
December	230,828	244,028	244,028

## MEDIAN PRICE >>

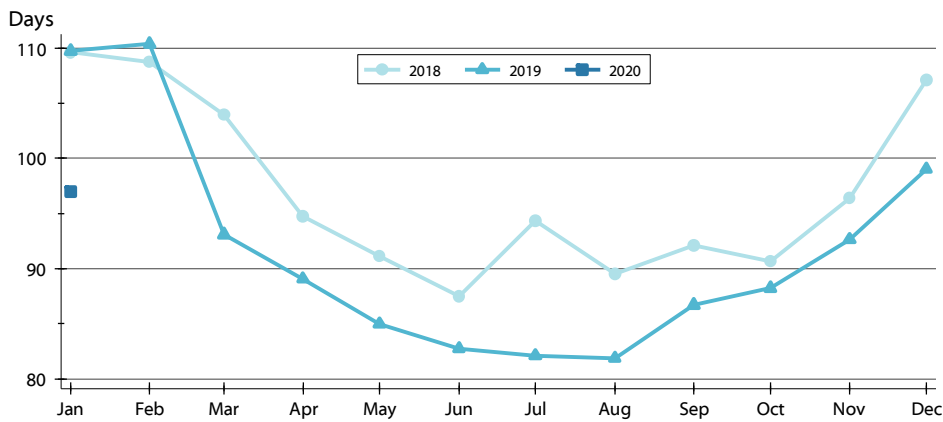


Month	2018	2019	2020
January	168,248	184,900	183,000
February	174,000	185,000	185,000
March	180,867	195,500	195,500
April	194,900	208,443	208,443
May	195,000	209,000	209,000
June	190,000	199,500	199,500
July	189,900	199,500	199,500
August	182,250	194,900	194,900
September	179,500	199,500	199,500
October	177,900	195,370	195,370
November	169,900	189,500	189,500
December	169,900	184,080	184,080

# ACTIVE LISTINGS ANALYSIS

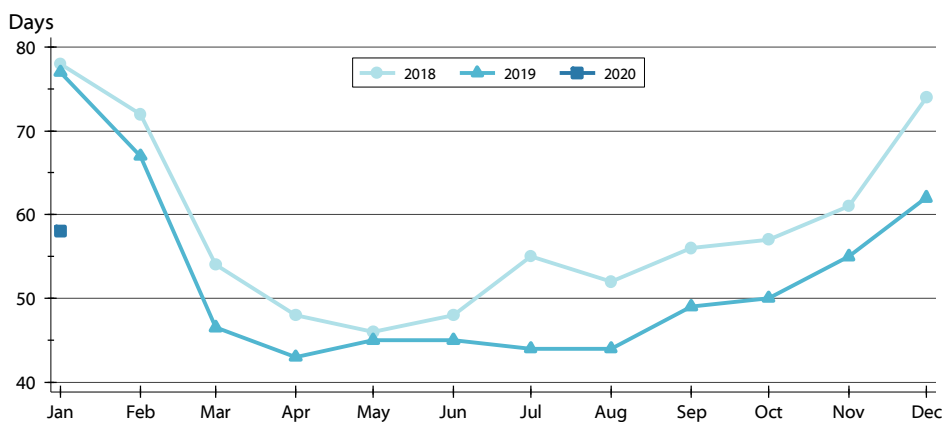
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 2/12/2020**

## AVERAGE DOM >>



Month	2018	2019	2020
January	110	110	97
February	109	110	
March	104	93	
April	95	89	
May	91	85	
June	87	83	
July	94	82	
August	90	82	
September	92	87	
October	91	88	
November	96	93	
December	107	99	

## MEDIAN DOM >>

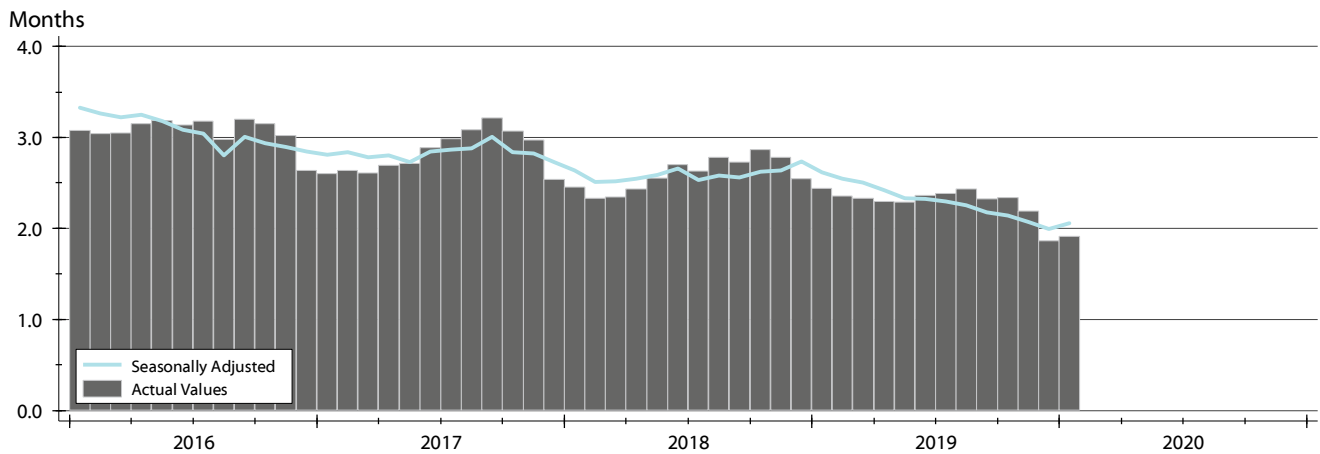


Month	2018	2019	2020
January	78	77	58
February	72	67	
March	54	47	
April	48	43	
May	46	45	
June	48	45	
July	55	44	
August	52	44	
September	56	49	
October	57	50	
November	61	55	
December	74	62	

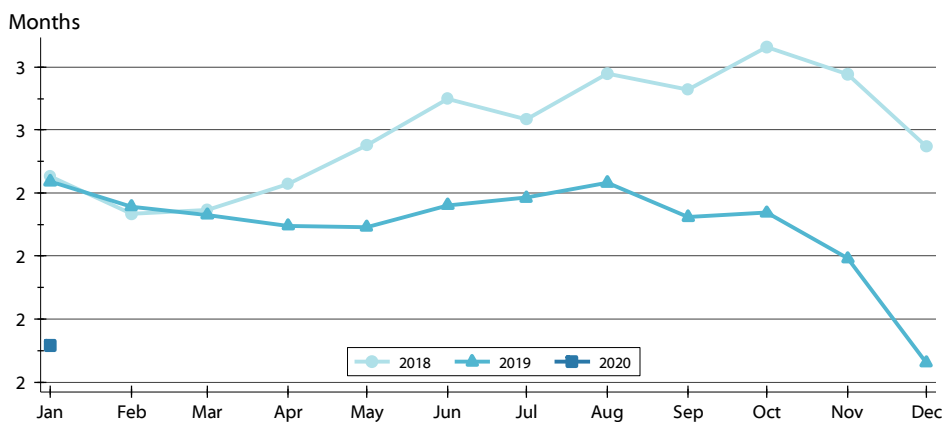
# MONTHS' SUPPLY ANALYSIS

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 2/12/2020**

**HISTORY >>**



**BY MONTH >>**

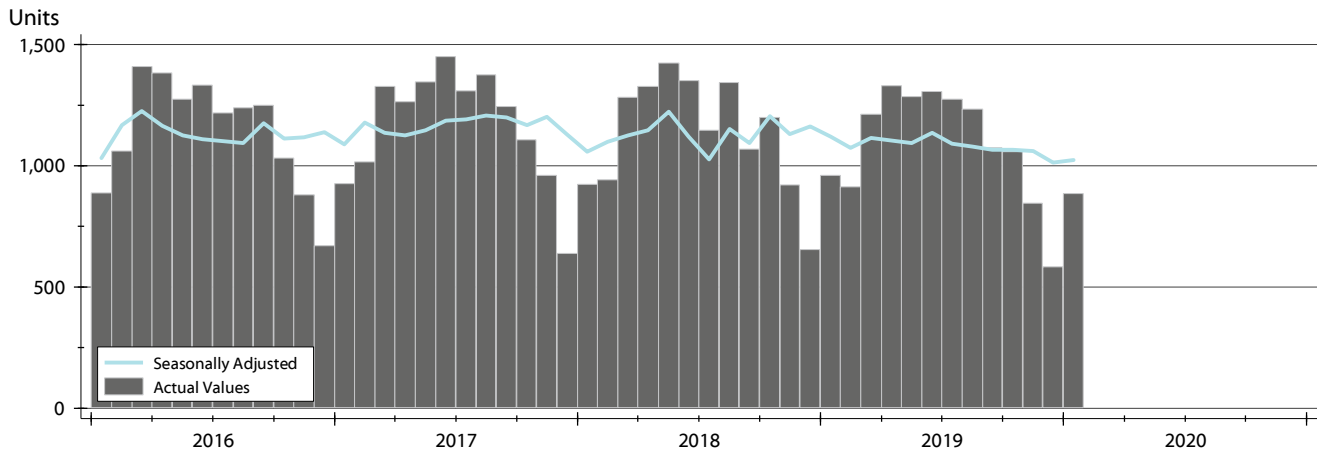


Month	2018	2019	2020
January	2.5	2.4	1.9
February	2.3	2.4	
March	2.3	2.3	
April	2.4	2.3	
May	2.6	2.3	
June	2.7	2.4	
July	2.6	2.4	
August	2.8	2.4	
September	2.7	2.3	
October	2.9	2.3	
November	2.8	2.2	
December	2.5	1.9	

# NEW LISTINGS ANALYSIS

**HISTORY** >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 2/12/2020**



**SUMMARY** >>

Summary Statistics for New Listings		January		
		2020	2019	Change
Current Month	New Listings	<b>885</b>	959	-7.7%
	Volume (1,000s)	<b>163,479</b>	185,901	-12.1%
	Average List Price	<b>184,722</b>	193,849	-4.7%
	Median List Price	<b>153,000</b>	158,750	-3.6%
YTD	New Listings	<b>885</b>	959	-7.7%
	Volume (1,000s)	<b>163,479</b>	185,901	-12.1%
	Average List Price	<b>184,722</b>	193,849	-4.7%
	Median List Price	<b>153,000</b>	158,750	-3.6%

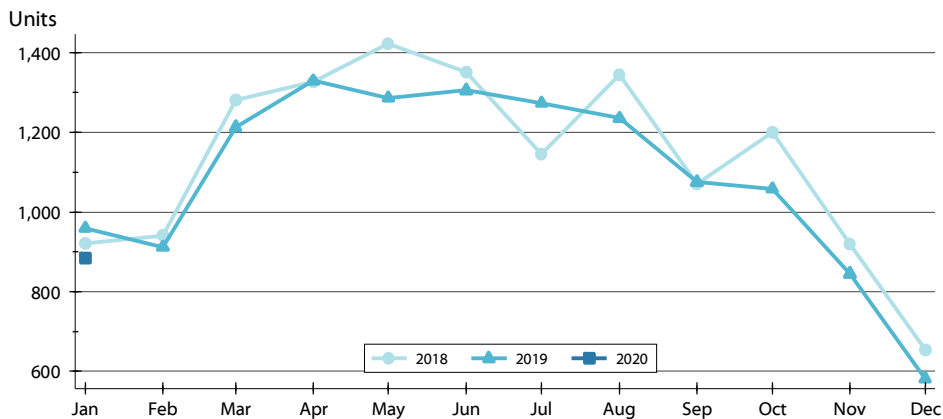
A total of 885 new listings were added in South Central Kansas during January, down 7.7% from the same month in 2019.

The median list price of these homes was \$153,000 down from \$158,750 in 2019.

## NEW LISTINGS ANALYSIS

### BY MONTH >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 2/12/2020**



Month	2018	2019	2020
January	922	959	885
February	941	912	
March	1,281	1,213	
April	1,327	1,329	
May	1,422	1,286	
June	1,351	1,305	
July	1,145	1,273	
August	1,344	1,235	
September	1,070	1,075	
October	1,200	1,058	
November	919	845	
December	654	582	

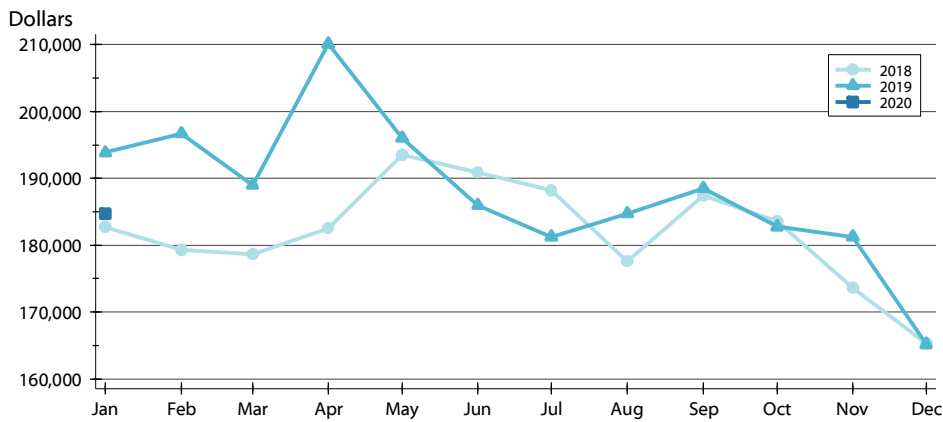
### BY PRICE RANGE >>

Price Range	New Listings			List Price	
	Number	Percent	Volume	Average	Median
Below \$25,000	28	3.2%	229	8,172	6,250
\$25,000-\$49,999	59	6.7%	2,194	37,187	35,800
\$50,000-\$99,999	170	19.2%	12,944	76,138	78,000
\$100,000-\$124,999	79	8.9%	8,944	113,217	114,000
\$125,000-\$149,999	82	9.3%	11,212	136,727	135,000
\$150,000-\$174,999	83	9.4%	13,467	162,249	162,000
\$175,000-\$199,999	72	8.1%	13,452	186,827	185,000
\$200,000-\$249,999	96	10.8%	21,700	226,046	224,950
\$250,000-\$299,999	65	7.3%	17,816	274,098	274,500
\$300,000-\$399,999	58	6.6%	19,807	341,495	335,250
\$400,000-\$499,999	30	3.4%	13,792	459,745	461,000
\$500,000-\$749,999	17	1.9%	10,695	629,129	639,900
\$750,000-\$999,999	2	0.2%	1,549	774,500	774,500
\$1,000,000 and up	6	0.7%	8,659	1,443,167	1,437,500
All price ranges	885	100.0%	163,479	184,722	153,000

# NEW LISTINGS ANALYSIS

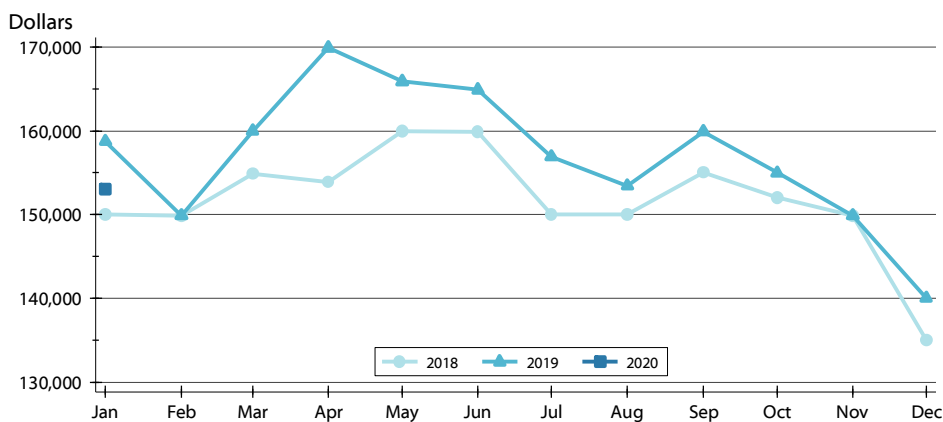
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 2/12/2020**

## AVERAGE PRICE >>



Month	2018	2019	2020
January	182,667	193,849	184,722
February	179,256	196,708	179,256
March	178,570	188,998	178,570
April	182,466	210,134	182,466
May	193,521	196,042	193,521
June	190,938	185,994	190,938
July	188,165	181,271	188,165
August	177,598	184,727	177,598
September	187,428	188,499	187,428
October	183,516	182,758	183,516
November	173,634	181,273	173,634
December	165,313	165,159	165,313

## MEDIAN PRICE >>



Month	2018	2019	2020
January	150,000	158,750	153,000
February	149,900	149,900	149,900
March	154,900	160,000	154,900
April	153,900	169,900	153,900
May	160,000	165,900	160,000
June	159,900	164,900	159,900
July	150,000	156,900	150,000
August	150,000	153,431	150,000
September	155,000	159,900	155,000
October	152,000	155,000	152,000
November	149,900	149,900	149,900
December	135,000	140,000	135,000



# JANUARY 2020 >>

## SOUTH CENTRAL KANSAS MLS STATISTICS

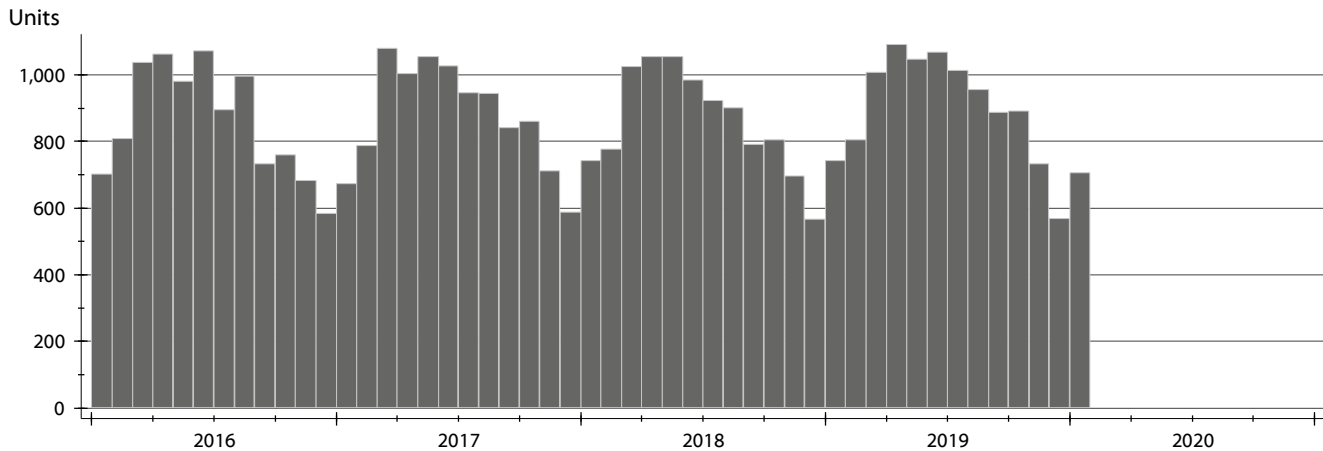


South Central Kansas MLS

### CONTRACTS WRITTEN ANALYSIS

#### HISTORY >>

ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 2/12/2020



#### SUMMARY >>

Summary Statistics		January			Year-to-Date		
for Contracts Written		2020	2019	Change	2020	2019	Change
Closed Listings		<b>706</b>	742	-4.9%	<b>706</b>	742	-4.9%
Volume (1,000s)		<b>125,623</b>	123,094	2.1%	<b>125,623</b>	123,094	2.1%
Average	Sale Price	<b>177,936</b>	165,895	7.3%	<b>177,936</b>	165,895	7.3%
	Days on Market	<b>45</b>	54	-17.2%	<b>45</b>	54	-17.2%
	Percent of Original	<b>97.1%</b>	95.2%	2.0%	<b>97.1%</b>	95.2%	2.0%
Median	Sale Price	<b>159,000</b>	147,950	7.5%	<b>159,000</b>	147,950	7.5%
	Days on Market	<b>19</b>	35	-45.7%	<b>19</b>	35	-45.7%
	Percent of Original	<b>100.0%</b>	97.0%	3.1%	<b>100.0%</b>	97.0%	3.1%

A total of 706 contracts for sale were written in South Central Kansas during the month of January, down from 742 in 2019. The median list price of these homes was \$159,000, up from \$147,950 the prior year.

Half of the homes that went under contract in January were on the market less than 19 days, compared to 35 days in January 2019.



# JANUARY 2020 >>

## SOUTH CENTRAL KANSAS MLS STATISTICS

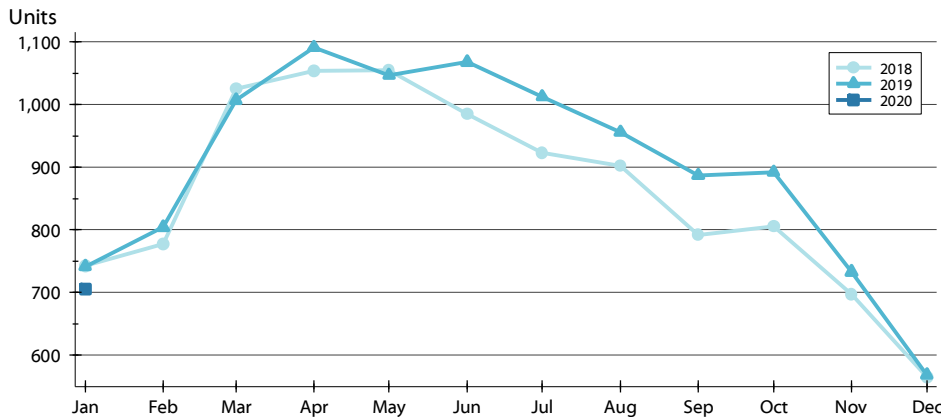


South Central Kansas MLS

### CONTRACTS WRITTEN ANALYSIS

#### BY MONTH >>

ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 2/12/2020



Month	2018	2019	2020
January	743	742	706
February	778	804	
March	1,025	1,007	
April	1,054	1,091	
May	1,055	1,047	
June	985	1,068	
July	923	1,013	
August	902	956	
September	792	887	
October	805	892	
November	697	733	
December	566	569	

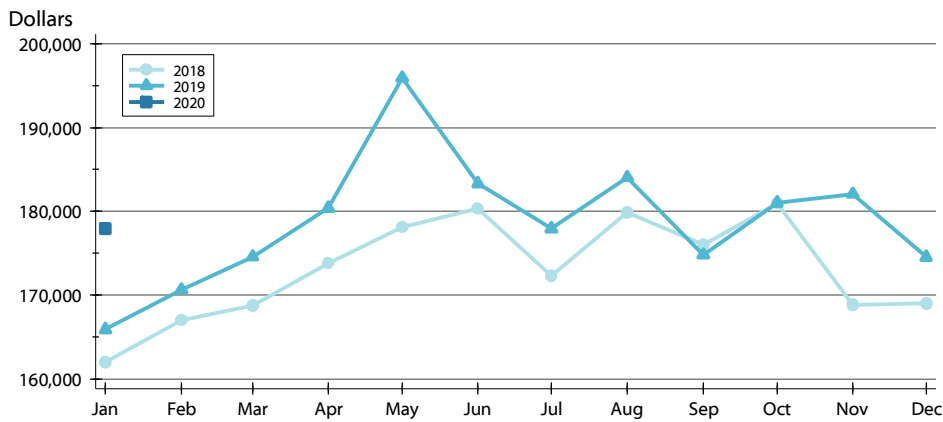
#### BY PRICE RANGE >>

Price Range	Contracts Written			List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median
Below \$25,000	20	2.8%	303	15,133	15,000	55	34	85.8%	100.0%
\$25,000-\$49,999	34	4.8%	1,289	37,914	35,000	34	16	92.7%	100.0%
\$50,000-\$99,999	142	20.1%	10,980	77,327	79,850	42	20	97.0%	100.0%
\$100,000-\$124,999	52	7.4%	5,889	113,243	113,950	29	8	97.3%	100.0%
\$125,000-\$149,999	80	11.3%	10,941	136,767	136,900	38	16	97.7%	100.0%
\$150,000-\$174,999	83	11.8%	13,461	162,177	160,000	28	13	98.5%	100.0%
\$175,000-\$199,999	76	10.8%	14,194	186,760	186,250	41	18	98.1%	100.0%
\$200,000-\$249,999	84	11.9%	18,973	225,866	226,250	57	24	97.6%	100.0%
\$250,000-\$299,999	56	7.9%	15,312	273,437	274,580	54	12	97.5%	100.0%
\$300,000-\$399,999	46	6.5%	15,657	340,360	332,450	70	50	98.6%	100.0%
\$400,000-\$499,999	18	2.5%	8,199	455,526	449,950	63	22	98.3%	100.0%
\$500,000-\$749,999	8	1.1%	4,841	605,113	574,950	115	53	95.8%	100.0%
\$750,000-\$999,999	3	0.4%	2,300	766,633	750,000	89	71	92.8%	90.9%
\$1,000,000 and up	1	0.1%	2,750	2,750,000	2,750,000	94	94	100.0%	100.0%
All price ranges	706	100.0%	125,623	177,936	159,000	45	19	97.1%	100.0%

**CONTRACTS WRITTEN ANALYSIS**

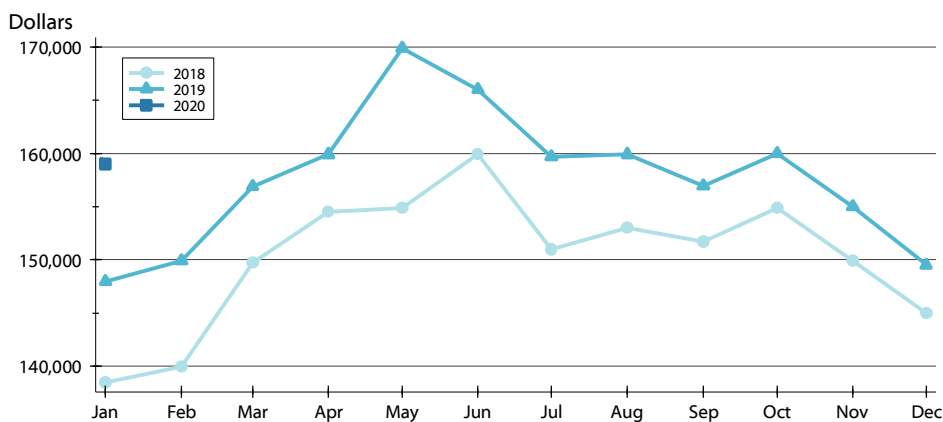
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 2/12/2020**

**AVERAGE PRICE** >>



Month	2018	2019	2020
January	161,962	165,895	177,936
February	167,014	170,621	170,621
March	168,727	174,561	174,561
April	173,771	180,374	180,374
May	178,081	195,942	195,942
June	180,310	183,319	183,319
July	172,342	177,914	177,914
August	179,829	184,044	184,044
September	175,985	174,790	174,790
October	180,967	180,994	180,994
November	168,869	182,047	182,047
December	168,982	174,533	174,533

**MEDIAN PRICE** >>

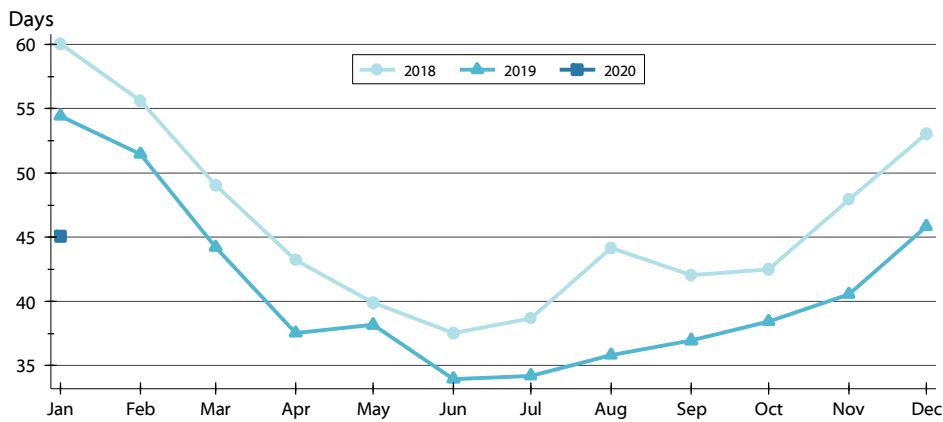


Month	2018	2019	2020
January	138,500	147,950	159,000
February	139,900	149,900	149,900
March	149,700	156,900	156,900
April	154,500	159,900	159,900
May	154,900	169,900	169,900
June	159,900	166,000	166,000
July	150,975	159,700	159,700
August	153,000	159,900	159,900
September	151,700	156,950	156,950
October	154,900	160,000	160,000
November	149,900	155,000	155,000
December	145,000	149,500	149,500

# CONTRACTS WRITTEN ANALYSIS

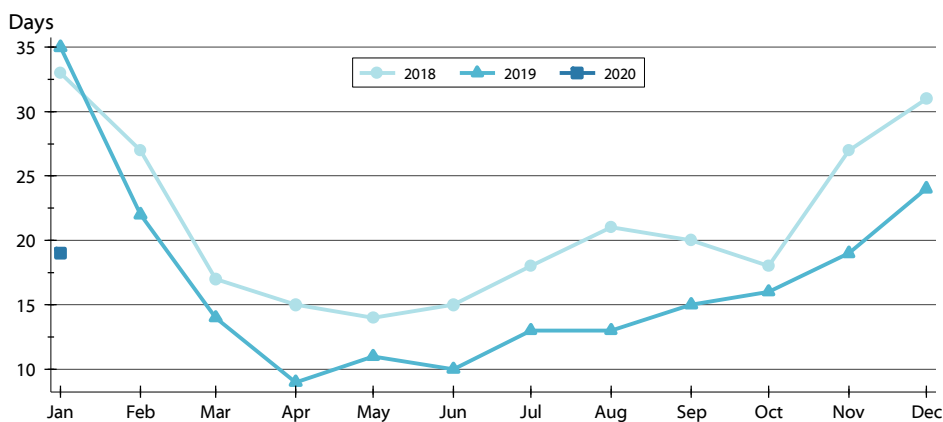
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 2/12/2020**

## AVERAGE DOM >>



Month	2018	2019	2020
January	60	54	45
February	56	51	
March	49	44	
April	43	38	
May	40	38	
June	38	34	
July	39	34	
August	44	36	
September	42	37	
October	43	38	
November	48	41	
December	53	46	

## MEDIAN DOM >>

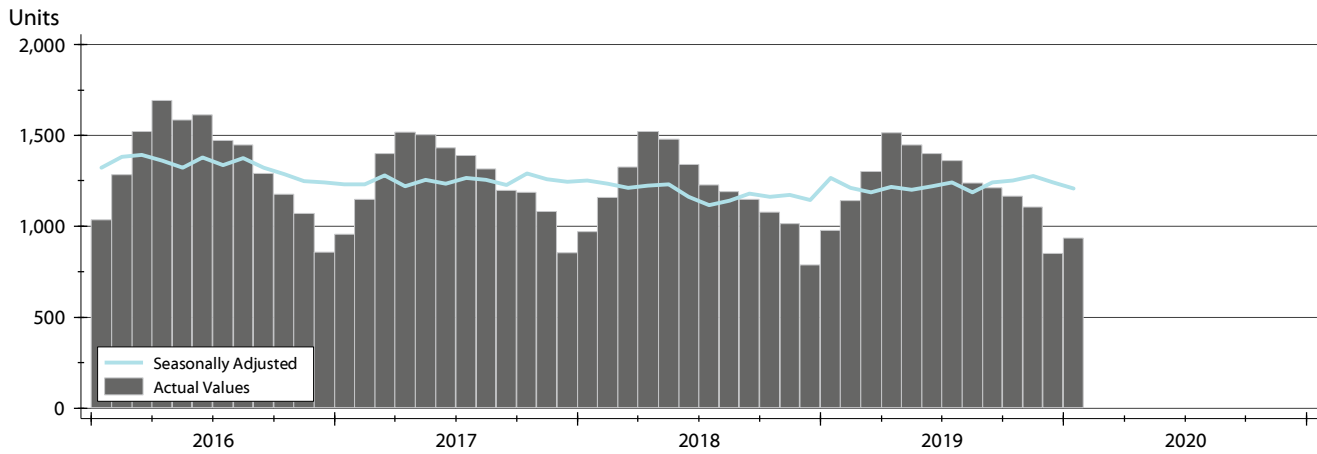


Month	2018	2019	2020
January	33	35	19
February	27	22	
March	17	14	
April	15	9	
May	14	11	
June	15	10	
July	18	13	
August	21	13	
September	20	15	
October	18	16	
November	27	19	
December	31	24	

# PENDING CONTRACTS ANALYSIS

**HISTORY** >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 2/12/2020**



**SUMMARY** >>

Summary Statistics		End of January		
for Active Listings		2020	2019	Change
Active Listings		<b>937</b>	980	-4.4%
Volume (1,000s)		<b>188,443</b>	174,407	8.0%
Average	List Price	<b>201,113</b>	177,966	13.0%
	Days on Market	<b>45</b>	56	-19.7%
	Percent of Original	<b>98.4%</b>	97.5%	0.9%
Median	List Price	<b>175,000</b>	155,000	12.9%
	Days on Market	<b>15</b>	31	-51.6%
	Percent of Original	<b>100.0%</b>	100.0%	0.0%

A total of 937 listings in South Central Kansas had contracts pending at the end of January, down from 980 contracts pending at the end of January 2019.

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 2020 >>

## SOUTH CENTRAL KANSAS MLS STATISTICS

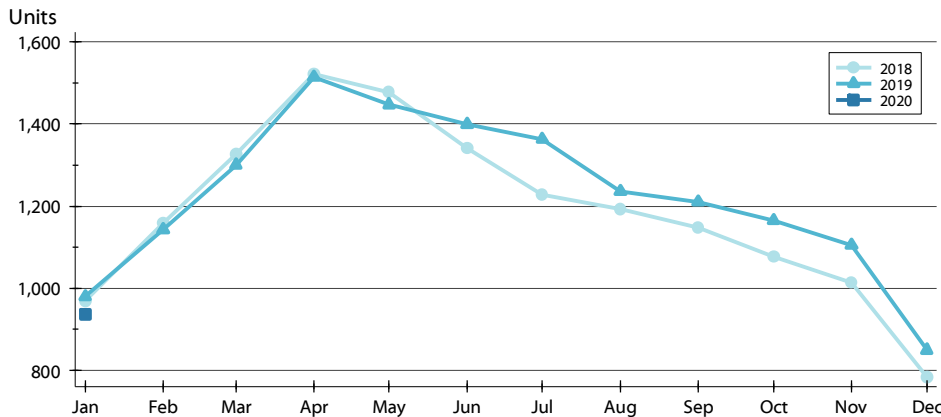


South Central Kansas MLS

### PENDING CONTRACTS ANALYSIS

ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 2/12/2020

#### BY MONTH >>



Month	2018	2019	2020
January	970	980	937
February	1,159	1,143	
March	1,326	1,300	
April	1,521	1,514	
May	1,477	1,447	
June	1,340	1,399	
July	1,228	1,363	
August	1,193	1,236	
September	1,148	1,211	
October	1,077	1,165	
November	1,014	1,105	
December	785	850	

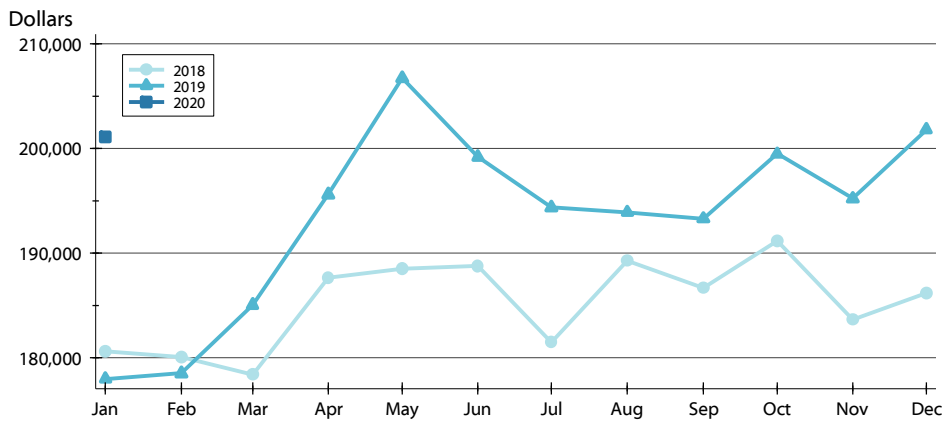
#### BY PRICE RANGE >>

Price Range	Contracts Written			List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median
Below \$25,000	13	1.4%	191	14,712	15,000	77	57	85.6%	100.0%
\$25,000-\$49,999	29	3.1%	1,088	37,528	35,800	46	29	96.9%	100.0%
\$50,000-\$99,999	168	17.9%	13,170	78,393	80,000	57	25	97.9%	100.0%
\$100,000-\$124,999	54	5.8%	6,148	113,853	114,900	29	8	98.0%	100.0%
\$125,000-\$149,999	99	10.6%	13,599	137,366	136,900	39	18	98.6%	100.0%
\$150,000-\$174,999	99	10.6%	16,040	162,024	160,000	28	13	98.8%	100.0%
\$175,000-\$199,999	102	10.9%	19,066	186,924	187,900	38	17	98.9%	100.0%
\$200,000-\$249,999	121	12.9%	27,222	224,976	224,540	47	11	98.4%	100.0%
\$250,000-\$299,999	86	9.2%	23,747	276,126	276,250	44	6	99.1%	100.0%
\$300,000-\$399,999	104	11.1%	35,459	340,954	333,157	50	7	99.9%	100.0%
\$400,000-\$499,999	36	3.8%	16,131	448,094	449,302	47	12	98.7%	100.0%
\$500,000-\$749,999	13	1.4%	7,615	585,757	553,000	73	23	100.1%	100.0%
\$750,000-\$999,999	6	0.6%	5,009	834,775	779,350	112	103	87.9%	89.2%
\$1,000,000 and up	1	0.1%	2,750	2,750,000	2,750,000	94	94	100.0%	100.0%
All price ranges	937	100.0%	188,443	201,113	175,000	45	15	98.4%	100.0%

# PENDING CONTRACTS ANALYSIS

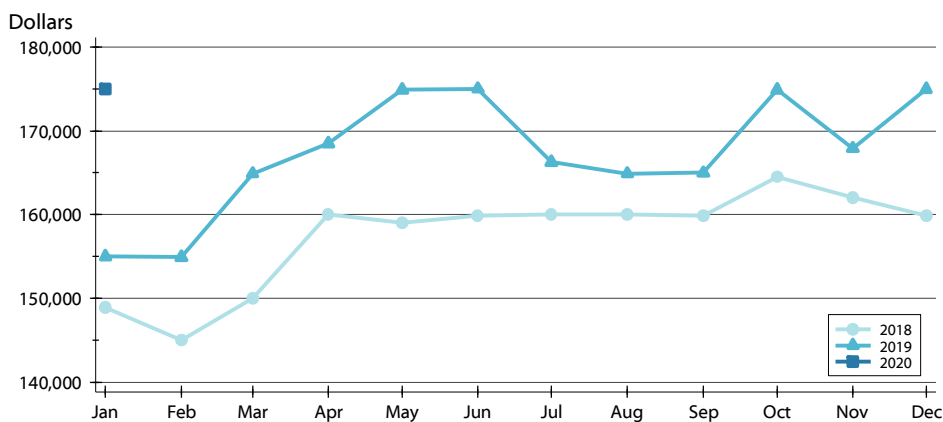
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 2/12/2020**

## AVERAGE PRICE >>



Month	2018	2019	2020
January	180,564	177,966	201,113
February	180,022	178,468	
March	178,347	185,022	
April	187,633	195,583	
May	188,503	206,721	
June	188,722	199,174	
July	181,440	194,369	
August	189,213	193,882	
September	186,663	193,256	
October	191,150	199,471	
November	183,647	195,210	
December	186,152	201,795	

## MEDIAN PRICE >>

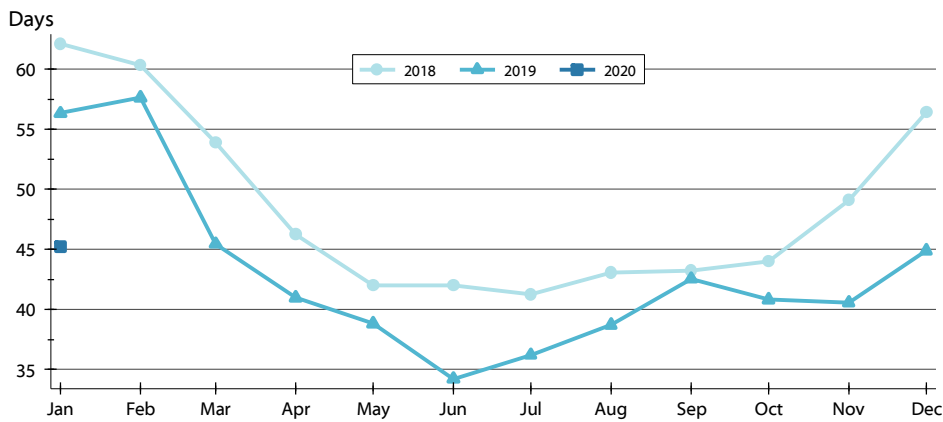


Month	2018	2019	2020
January	148,900	155,000	175,000
February	145,000	154,900	
March	150,000	164,900	
April	160,000	168,500	
May	159,000	174,900	
June	159,900	175,000	
July	160,000	166,250	
August	160,000	164,900	
September	159,900	165,000	
October	164,500	174,900	
November	162,000	167,900	
December	159,900	174,975	

# PENDING CONTRACTS ANALYSIS

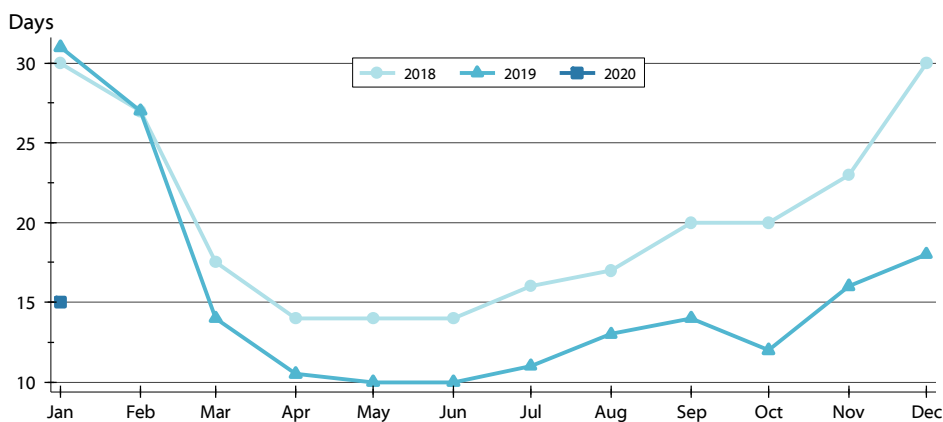
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 2/12/2020**

## AVERAGE DOM >>



Month	2018	2019	2020
January	62	56	45
February	60	58	45
March	54	45	45
April	46	41	45
May	42	39	45
June	42	34	45
July	41	36	45
August	43	39	45
September	43	43	45
October	44	41	45
November	49	41	45
December	56	45	45

## MEDIAN DOM >>



Month	2018	2019	2020
January	30	31	15
February	27	27	15
March	18	14	15
April	14	11	15
May	14	10	15
June	14	10	15
July	16	11	15
August	17	13	15
September	20	14	15
October	20	12	15
November	23	16	15
December	30	18	15



South Central Kansas MLS

## South Central Kansas MLS

170 W. Dewey, Wichita, KS 67202

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

March 17, 2020

### South Central Kansas MLS Releases Home Sales Figures for February 2020

Homes sales in South Central Kansas fell by 3.8% in February compared to the prior year. Sales in February 2020 totaled 579 units, down from 602 in 2019.

Among existing homes, 543 units sold in February, a decrease of 3.4% from 562 units that sold in 2019. The average sale price of existing homes was \$165,909. This represents an increase of 12.6% from the February 2019 average price of \$147,283.

For new construction, 36 sales occurred in February, down from 40 units the prior year, a decrease of 10.0%. The average sale price of new homes in February was \$302,895, down 10.6% from the same period last year.

A total of 853 contracts for sale were written in February 2020, up from 804 in February 2019. This is an increase of 6.1%. 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 1,614 units at the end of February, which is down from 2,034 homes that were on the market at the end of February last year. At the current rate of sales, this figure represents 1.8 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 Fell in February**

Total home sales in South Central Kansas fell last month to 579 units, compared to 602 units in February 2019. Total sales volume was \$101.0 million, up from a year earlier.

The median sale price in February was \$155,000, up from \$145,000 a year earlier. Homes that sold in February were typically on the market for 18 days and sold for 99.1% 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 1,614 units, down from 2,034 at the same point in 2019. This represents a 1.8 months' supply of homes available for sale. The median list price of homes on the market at the end of February was \$194,200.

During February, a total of 853 contracts were written up from 804 in February 2019. At the end of the month, there were 1,189 contracts pending, compared to 1,143 at the end of February 2019.

**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		2020	2019	Change
Home Sales		579	602	-3.8%
Active Listings		1,614	2,034	-20.6%
Months' Supply		1.8	2.4	-24.3%
New Listings		861	912	-5.6%
Contracts Written		853	804	6.1%
Pending Contracts		1,189	1,143	4.0%
Sales Volume (1,000s)		100,993	96,318	4.9%
Average	Sale Price	174,426	159,997	9.0%
	List Price of Actives	258,022	246,278	4.8%
	Days on Market	47	58	-18.9%
	Percent of List	97.6%	97.3%	0.3%
	Percent of Original	95.7%	94.8%	1.0%
Median	Sale Price	155,000	145,000	6.9%
	List Price of Actives	194,200	185,000	5.0%
	Days on Market	18	33	-44.6%
	Percent of List	99.1%	98.8%	0.3%
	Percent of Original	97.9%	96.9%	1.0%

**REPORT CONTENTS** >>

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- **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 2020 >>

# SOUTH CENTRAL KANSAS MLS STATISTICS



South Central Kansas MLS

## THREE-YEAR COMPARISONS

### SUMMARY >>

BREAKDOWNS BY HOME TYPE  
ENTIRE MLS SYSTEM  
AS OF 3/8/2020

February MLS Statistics By Property Type		2020			2019			2018		
		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		<b>579</b>	<b>543</b>	<b>36</b>	602	562	40	601	560	41
Change from prior year		-3.8%	-3.4%	-10.0%	0.2%	0.4%	-2.4%	1.7%	2.4%	-6.8%
Active Listings		<b>1,614</b>	<b>1,353</b>	<b>261</b>	2,034	1,740	294	2,044	1,776	268
Change from prior year		-20.6%	-22.2%	-11.2%	-0.5%	-2.0%	9.7%	-10.7%	-12.4%	2.3%
Months' Supply		<b>1.8</b>	<b>1.6</b>	<b>4.2</b>	2.4	2.2	4.8	2.3	2.2	4.7
Change from prior year		-24.3%	-26.0%	-11.3%	1.0%	0.2%	0.7%	-11.5%	-13.7%	9.3%
New Listings		<b>861</b>	<b>805</b>	<b>56</b>	912	846	66	941	873	68
Change from prior year		-5.6%	-4.8%	-15.2%	-3.1%	-3.1%	-2.9%	-7.4%	-6.9%	-12.8%
Contracts Written		<b>853</b>	<b>802</b>	<b>51</b>	804	753	51	778	712	66
Change from prior year		6.1%	6.5%	0.0%	3.3%	5.8%	-22.7%	-1.1%	-1.7%	4.8%
Pending Contracts		<b>1,189</b>	<b>1,000</b>	<b>189</b>	1,143	997	146	1,159	999	160
Change from prior year		4.0%	0.3%	29.5%	-1.4%	-0.2%	-8.7%	0.9%	-5.7%	77.8%
Sales Volume (1,000s)		<b>100,993</b>	<b>90,088</b>	<b>10,904</b>	96,318	82,773	13,545	91,027	79,237	11,790
Change from prior year		4.9%	8.8%	-19.5%	5.8%	4.5%	14.9%	1.4%	4.0%	-13.3%
Average	Sale Price	<b>174,426</b>	<b>165,909</b>	<b>302,895</b>	159,997	147,283	338,628	151,459	141,496	287,551
	Change from prior year	9.0%	12.6%	-10.6%	5.6%	4.1%	17.8%	-0.3%	1.6%	-7.0%
	List Price of Actives	<b>258,022</b>	<b>239,855</b>	<b>349,138</b>	246,278	230,619	335,381	226,018	210,475	326,636
	Change from prior year	4.8%	4.0%	4.1%	9.0%	9.6%	2.7%	4.8%	4.5%	1.3%
	Days on Market	<b>47</b>	<b>46</b>	<b>72</b>	58	57	77	60	55	123
	Change from prior year	-19.0%	-20.0%	-6.5%	-2.3%	3.4%	-36.9%	-6.8%	-12.4%	57.1%
Percent of List	<b>97.6%</b>	<b>97.2%</b>	<b>102.9%</b>	97.3%	96.9%	103.1%	97.1%	96.7%	102.6%	
	Change from prior year	0.3%	0.3%	-0.2%	0.2%	0.2%	0.5%	0.3%	0.2%	1.6%
	Percent of Original	<b>95.7%</b>	<b>95.2%</b>	<b>103.9%</b>	94.8%	94.1%	103.9%	94.5%	93.8%	103.2%
Change from prior year	1.0%	1.1%	0.0%	0.3%	0.3%	0.7%	0.2%	0.2%	1.5%	
Median	Sale Price	<b>155,000</b>	<b>149,900</b>	<b>289,030</b>	145,000	130,500	296,439	134,150	128,625	270,000
	Change from prior year	6.9%	14.9%	-2.5%	8.1%	1.5%	9.8%	1.7%	0.9%	-1.0%
	List Price of Actives	<b>194,200</b>	<b>164,900</b>	<b>299,500</b>	185,000	159,000	295,432	174,000	155,000	286,625
	Change from prior year	5.0%	3.7%	1.4%	6.3%	2.6%	3.1%	8.8%	13.1%	4.8%
	Days on Market	<b>18</b>	<b>19</b>	<b>1</b>	33	34	0	34	32	61
	Change from prior year	-44.6%	-44.1%	N/A	-4.4%	6.3%	-100.0%	-2.9%	-11.1%	335.7%
Percent of List	<b>99.1%</b>	<b>98.8%</b>	<b>100.9%</b>	98.8%	98.4%	100.8%	98.5%	98.2%	100.1%	
Change from prior year	0.3%	0.4%	0.2%	0.3%	0.2%	0.7%	0.0%	-0.1%	0.1%	
Percent of Original	<b>97.9%</b>	<b>97.2%</b>	<b>101.5%</b>	96.9%	96.3%	102.0%	96.5%	96.1%	101.7%	
Change from prior year	1.0%	0.9%	-0.5%	0.4%	0.2%	0.3%	-0.1%	0.0%	1.7%	



# YEAR-TO-DATE STATISTICS

## SUMMARY >>

### YTD BREAKDOWNS BY HOME TYPE ENTIRE MLS SYSTEM AS OF 3/8/2020

Year-to-Date Activity		2020			2019			2018		
By Property Type		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		<b>1,202</b>	<b>1,119</b>	<b>83</b>	1,169	1,082	87	1,199	1,111	88
Change from prior year		2.8%	3.4%	-4.6%	-2.5%	-2.6%	-1.1%	3.2%	3.3%	1.1%
New Listings		<b>1,765</b>	<b>1,651</b>	<b>114</b>	1,872	1,712	160	1,863	1,716	147
Change from prior year		-5.7%	-3.6%	-28.7%	0.5%	-0.2%	8.8%	-4.1%	-2.8%	-16.9%
Contracts Written		<b>1,571</b>	<b>1,475</b>	<b>96</b>	1,547	1,438	109	1,521	1,393	128
Change from prior year		1.6%	2.6%	-11.9%	1.7%	3.2%	-14.8%	4.2%	4.3%	2.4%
Sales Volume (1,000s)		<b>204,401</b>	<b>179,083</b>	<b>25,319</b>	186,652	159,075	27,577	181,720	155,105	26,615
Change from prior year		9.5%	12.6%	-8.2%	2.7%	2.6%	3.6%	2.8%	2.8%	2.3%
Average	Sale Price	<b>170,051</b>	<b>160,038</b>	<b>305,044</b>	159,668	147,020	316,975	151,560	139,608	302,446
	Change from prior year	6.5%	8.9%	-3.8%	5.3%	5.3%	4.8%	-0.4%	-0.5%	1.1%
	Days on Market	<b>45</b>	<b>43</b>	<b>76</b>	56	55	69	55	52	101
	Change from prior year	-19.0%	-21.5%	10.1%	1.4%	6.5%	-31.9%	-10.9%	-14.9%	27.6%
	Percent of List	<b>97.5%</b>	<b>97.2%</b>	<b>102.0%</b>	97.3%	96.8%	102.6%	97.1%	96.7%	102.2%
Change from prior year	0.2%	0.3%	-0.6%	0.1%	0.1%	0.4%	0.7%	0.7%	0.7%	
Median	Percent of Original	<b>95.6%</b>	<b>95.0%</b>	<b>103.0%</b>	94.6%	93.9%	103.7%	94.4%	93.7%	103.0%
	Change from prior year	1.0%	1.1%	-0.7%	0.3%	0.2%	0.6%	0.7%	0.7%	0.9%
	Sale Price	<b>149,900</b>	<b>140,000</b>	<b>298,900</b>	141,000	130,000	269,900	131,700	125,000	267,450
	Change from prior year	6.3%	7.7%	10.7%	7.1%	4.0%	0.9%	1.3%	0.8%	-0.2%
	Days on Market	<b>19</b>	<b>20</b>	<b>2</b>	32	33	0	31	31	43
Change from prior year	-40.6%	-39.4%	N/A	3.2%	6.5%	-100.0%	-10.1%	-13.9%	330.0%	
Percent of List	<b>99.1%</b>	<b>98.7%</b>	<b>100.3%</b>	98.5%	98.2%	100.0%	98.6%	98.3%	100.0%	
Change from prior year	0.5%	0.5%	0.3%	-0.1%	-0.1%	0.0%	0.3%	0.2%	0.0%	
Percent of Original	<b>97.7%</b>	<b>97.1%</b>	<b>101.2%</b>	96.8%	96.2%	101.9%	96.6%	96.2%	101.3%	
Change from prior year	0.9%	1.0%	-0.8%	0.2%	0.0%	0.6%	0.2%	0.1%	1.1%	



# FEBRUARY 2020 >>

# SOUTH CENTRAL KANSAS MLS STATISTICS

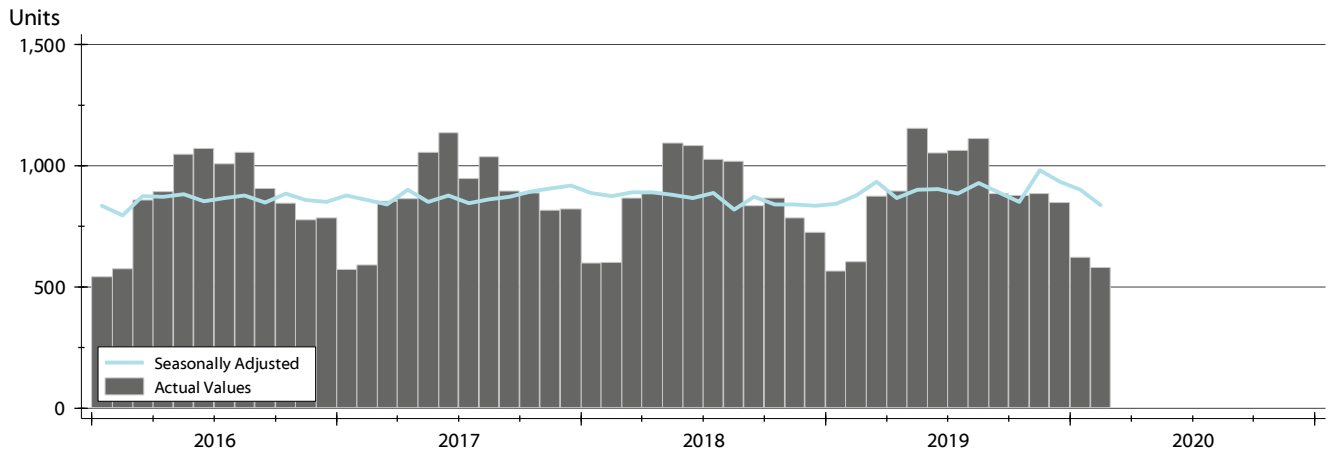


South Central Kansas MLS

## CLOSED LISTINGS ANALYSIS

### HISTORY >>

ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 3/8/2020



### SUMMARY >>

Summary Statistics for Closed Listings		February			Year-to-Date		
		2020	2019	Change	2020	2019	Change
Closed Listings		<b>579</b>	602	-3.8%	<b>1,202</b>	1,169	2.8%
Volume (1,000s)		<b>100,993</b>	96,318	4.9%	<b>204,401</b>	186,652	9.5%
Average	Sale Price	<b>174,426</b>	159,997	9.0%	<b>170,051</b>	159,668	6.5%
	Days on Market	<b>47</b>	58	-19.0%	<b>45</b>	56	-19.0%
	Percent of List	<b>97.6%</b>	97.3%	0.3%	<b>97.5%</b>	97.3%	0.2%
	Percent of Original	<b>95.7%</b>	94.8%	1.0%	<b>95.6%</b>	94.6%	1.0%
Median	Sale Price	<b>155,000</b>	145,000	6.9%	<b>149,900</b>	141,000	6.3%
	Days on Market	<b>18</b>	33	-44.6%	<b>19</b>	32	-40.6%
	Percent of List	<b>99.1%</b>	98.8%	0.3%	<b>99.1%</b>	98.5%	0.5%
	Percent of Original	<b>97.9%</b>	96.9%	1.0%	<b>97.7%</b>	96.8%	0.9%

A total of 579 homes sold in South Central Kansas in February, down from 602 units in February 2019. Total sales volume rose to \$101.0 million compared to \$96.3 million in the previous year.

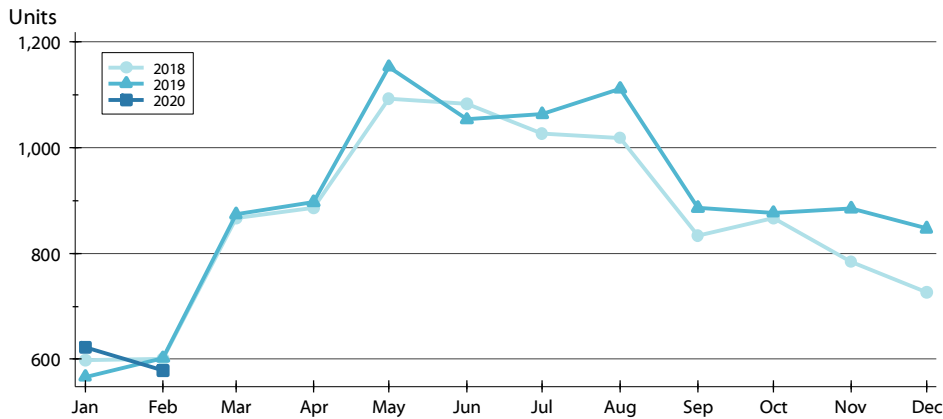
The median sales price in February was \$155,000, up 6.9% compared to the prior year. Median days on market was 18 days, down from 20 days in January, and down from 33 in February 2019.



# CLOSED LISTINGS ANALYSIS

## BY MONTH >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 3/8/2020**



Month	2018	2019	2020
January	598	567	623
February	601	602	579
March	867	874	
April	886	897	
May	1,093	1,153	
June	1,083	1,053	
July	1,027	1,063	
August	1,018	1,111	
September	834	886	
October	867	877	
November	784	885	
December	726	847	

## BY PRICE RANGE >>

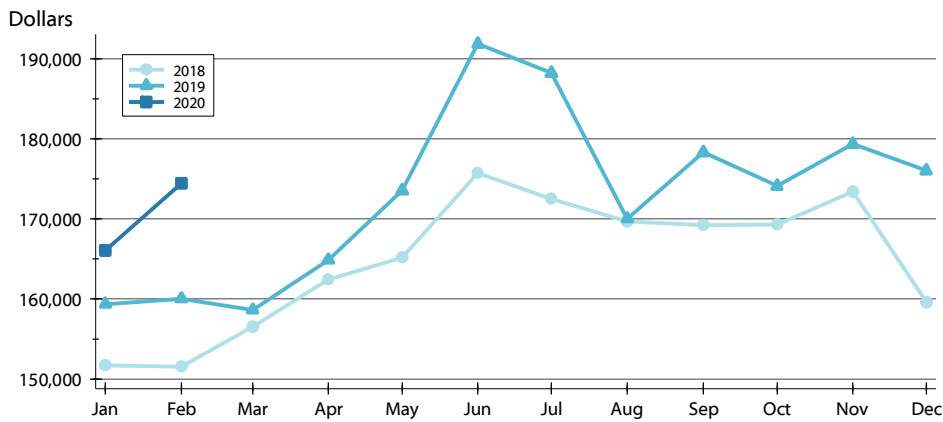
Price Range	Sales			Sale Price		Days on Market		Price as % of List		Price as % of Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median	Average	Median
Below \$25,000	27	4.7%	406	15,026	15,000	60	31	86.1%	87.0%	76.6%	79.4%
\$25,000-\$49,999	34	5.9%	1,309	38,510	40,125	41	19	98.3%	94.1%	95.9%	92.6%
\$50,000-\$99,999	113	19.5%	8,731	77,266	80,000	36	15	97.1%	98.4%	96.0%	97.1%
\$100,000-\$124,999	37	6.4%	4,232	114,377	115,000	37	7	97.8%	97.4%	96.4%	96.4%
\$125,000-\$149,999	62	10.7%	8,477	136,733	135,000	34	16	98.8%	100.0%	97.4%	98.6%
\$150,000-\$174,999	69	11.9%	11,091	160,740	162,000	34	14	98.6%	100.0%	97.5%	100.0%
\$175,000-\$199,999	63	10.9%	11,698	185,690	185,000	47	18	97.6%	99.5%	95.6%	98.1%
\$200,000-\$249,999	63	10.9%	14,204	225,465	227,000	40	11	99.2%	100.0%	98.0%	99.3%
\$250,000-\$299,999	37	6.4%	10,031	271,118	271,400	69	62	98.4%	99.5%	96.6%	98.1%
\$300,000-\$399,999	45	7.8%	15,131	336,244	328,700	74	30	98.7%	99.7%	97.4%	99.1%
\$400,000-\$499,999	18	3.1%	7,917	439,847	429,500	129	71	97.1%	97.3%	94.1%	95.3%
\$500,000-\$749,999	8	1.4%	4,618	577,274	579,750	48	38	95.7%	94.5%	96.6%	93.5%
\$750,000-\$999,999	2	0.3%	1,846	922,758	922,758	202	202	94.7%	94.7%	70.3%	70.3%
\$1,000,000 and up	1	0.2%	1,300	1,300,000	1,300,000	24	24	94.5%	94.5%	94.5%	94.5%
All price ranges	579	100.0%	100,993	174,426	155,000	47	18	97.6%	99.1%	95.7%	97.9%



# CLOSED LISTINGS ANALYSIS

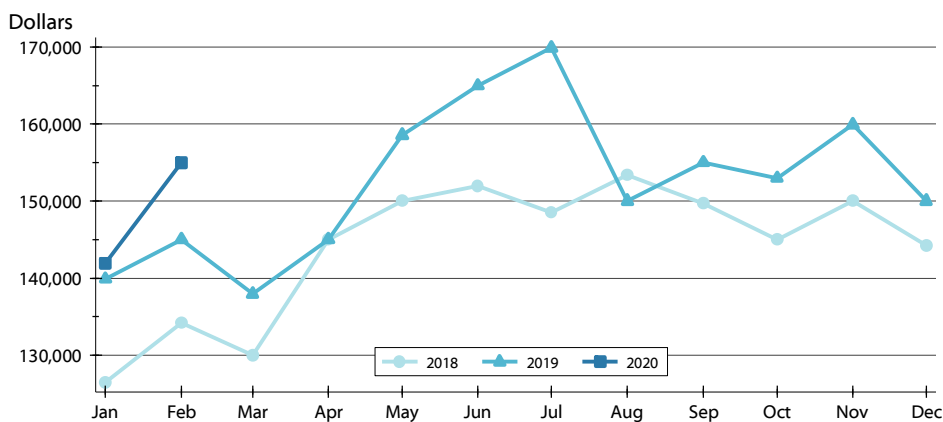
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 3/8/2020**

## AVERAGE PRICE >>



Month	2018	2019	2020
January	151,661	159,319	165,985
February	151,459	159,997	174,426
March	156,465	158,616	
April	162,387	164,845	
May	165,156	173,511	
June	175,695	191,834	
July	172,443	188,175	
August	169,620	170,000	
September	169,187	178,263	
October	169,281	174,082	
November	173,356	179,318	
December	159,588	176,005	

## MEDIAN PRICE >>



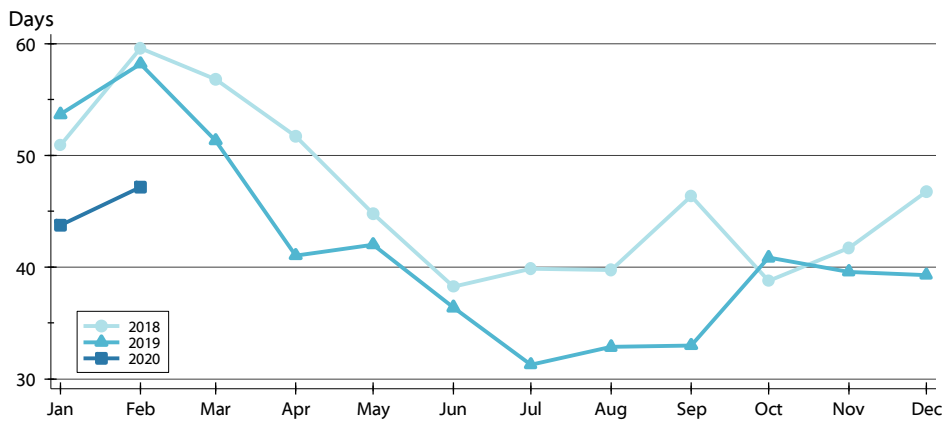
Month	2018	2019	2020
January	126,500	139,900	141,900
February	134,150	145,000	155,000
March	130,000	137,950	
April	145,000	145,000	
May	150,000	158,577	
June	152,000	165,000	
July	148,500	169,900	
August	153,350	150,000	
September	149,700	155,000	
October	145,000	153,000	
November	150,000	159,900	
December	144,250	150,000	



# CLOSED LISTINGS ANALYSIS

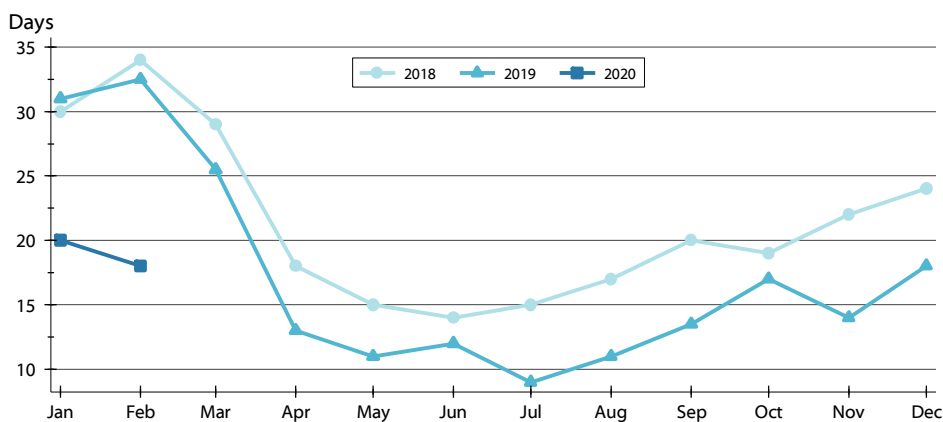
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 3/8/2020**

## AVERAGE DOM »



Month	2018	2019	2020
January	51	54	44
February	60	58	47
March	57	51	41
April	52	41	41
May	45	42	42
June	38	36	36
July	40	33	33
August	40	33	33
September	46	33	33
October	39	41	41
November	42	40	40
December	47	39	39

## MEDIAN DOM »



Month	2018	2019	2020
January	30	31	20
February	34	33	18
March	29	26	13
April	18	13	13
May	15	11	11
June	14	12	12
July	15	9	9
August	17	11	11
September	20	14	14
October	19	17	17
November	22	14	14
December	24	18	18



# FEBRUARY 2020 >>

## SOUTH CENTRAL KANSAS MLS STATISTICS

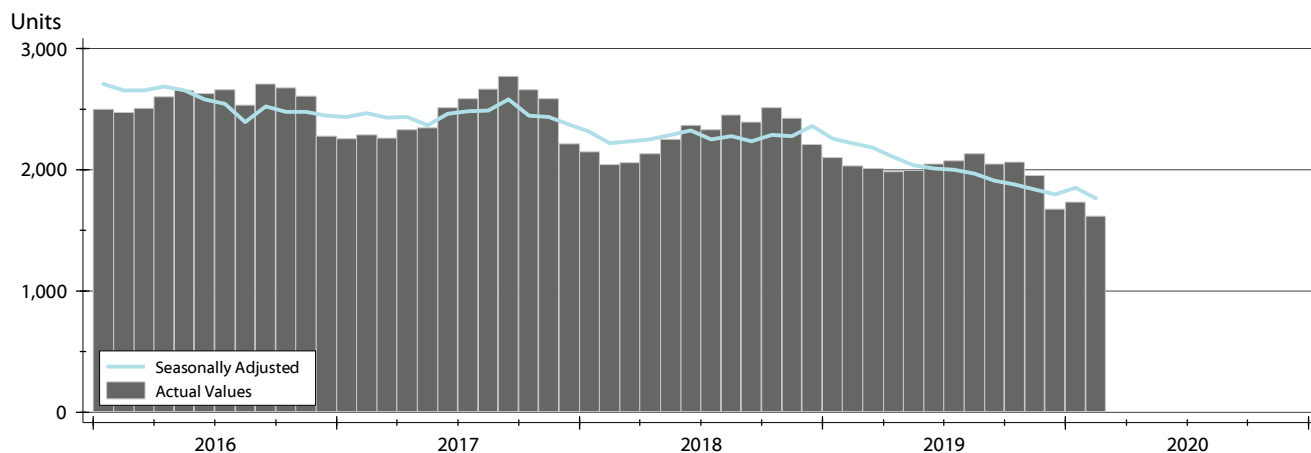


South Central Kansas MLS

### ACTIVE LISTINGS ANALYSIS

#### HISTORY >>

ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 3/8/2020



#### SUMMARY >>

Summary Statistics		End of February		
for Active Listings		2020	2019	Change
Active Listings		<b>1,614</b>	2,034	-20.6%
Months' Supply		<b>1.8</b>	2.4	-24.3%
Volume (1,000s)		<b>416,448</b>	500,929	-16.9%
Average	List Price	<b>258,022</b>	246,278	4.8%
	Days on Market	<b>98</b>	110	-11.5%
	Percent of Original	<b>97.6%</b>	97.7%	-0.1%
Median	List Price	<b>194,200</b>	185,000	5.0%
	Days on Market	<b>49</b>	67	-26.9%
	Percent of Original	<b>100.0%</b>	100.0%	0.0%

A total of 1,614 homes were available for sale in South Central Kansas at the end of February. This represents a 1.8 months' supply of active listings.

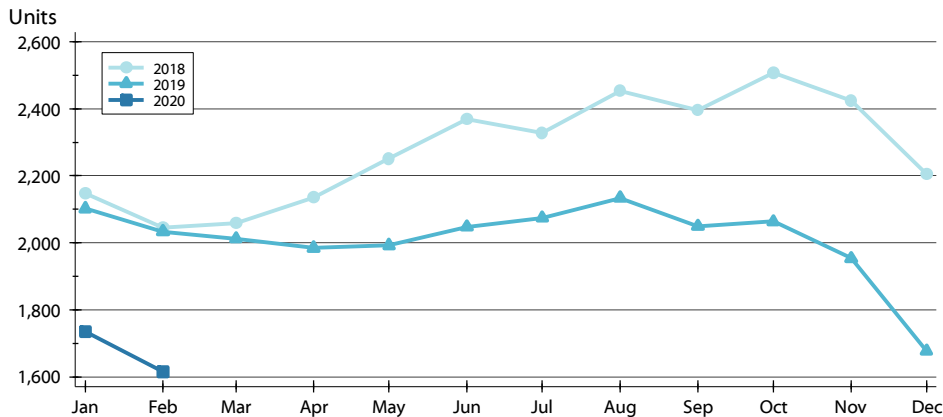
The median list price of homes on the market at the end of February was \$194,200, up 5.0% from 2019. The typical time on market for active listings was 49 days, down from 67 days a year earlier.



## ACTIVE LISTINGS ANALYSIS

### BY MONTH >>

ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 3/8/2020



Month	2018	2019	2020
January	2,147	2,102	1,735
February	2,044	2,034	1,614
March	2,059	2,012	
April	2,135	1,984	
May	2,250	1,992	
June	2,369	2,047	
July	2,329	2,074	
August	2,453	2,134	
September	2,395	2,049	
October	2,508	2,063	
November	2,425	1,953	
December	2,205	1,677	

### BY PRICE RANGE >>

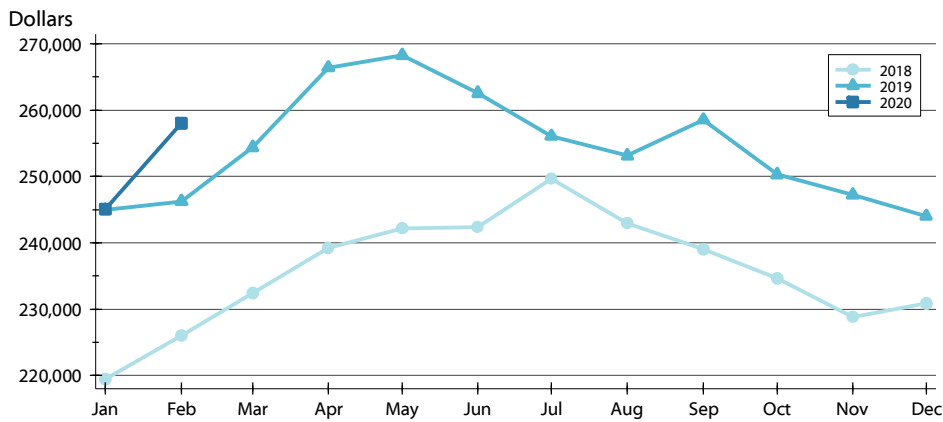
Price Range	Active Listings			Months' Supply	List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume		Average	Median	Average	Median	Average	Median
Below \$25,000	47	2.9%	548	1.7	11,663	12,980	132	65	93.9%	100.0%
\$25,000-\$49,999	126	7.8%	4,830	3.7	38,330	38,700	135	75	94.6%	100.0%
\$50,000-\$99,999	287	17.8%	21,705	2.5	75,628	75,000	100	60	96.0%	100.0%
\$100,000-\$124,999	87	5.4%	9,778	2.4	112,391	113,000	91	55	96.7%	100.0%
\$125,000-\$149,999	86	5.3%	11,643	1.4	135,385	134,900	75	46	97.9%	100.0%
\$150,000-\$174,999	75	4.6%	12,250	1.1	163,335	164,900	53	32	98.5%	100.0%
\$175,000-\$199,999	109	6.8%	20,488	1.7	187,962	188,725	74	38	98.1%	100.0%
\$200,000-\$249,999	156	9.7%	35,177	2.5	225,491	224,900	75	30	98.6%	100.0%
\$250,000-\$299,999	144	8.9%	39,627	3.9	275,187	275,000	67	25	99.2%	100.0%
\$300,000-\$399,999	204	12.6%	71,715	4.5	351,544	347,682	96	53	99.4%	100.0%
\$400,000-\$499,999	94	5.8%	42,141	5.2	448,310	448,734	101	46	99.4%	100.0%
\$500,000-\$749,999	87	5.4%	54,246	10.9	623,515	633,000	142	91	97.9%	100.0%
\$750,000-\$999,999	38	2.4%	32,921	19.0	866,353	850,000	192	150	96.8%	100.0%
\$1,000,000 and up	30	1.9%	48,026	30.0	1,600,878	1,376,000	216	151	96.6%	100.0%
All price ranges	1,614	100.0%	416,448	2.8	258,022	194,200	98	49	97.6%	100.0%



# ACTIVE LISTINGS ANALYSIS

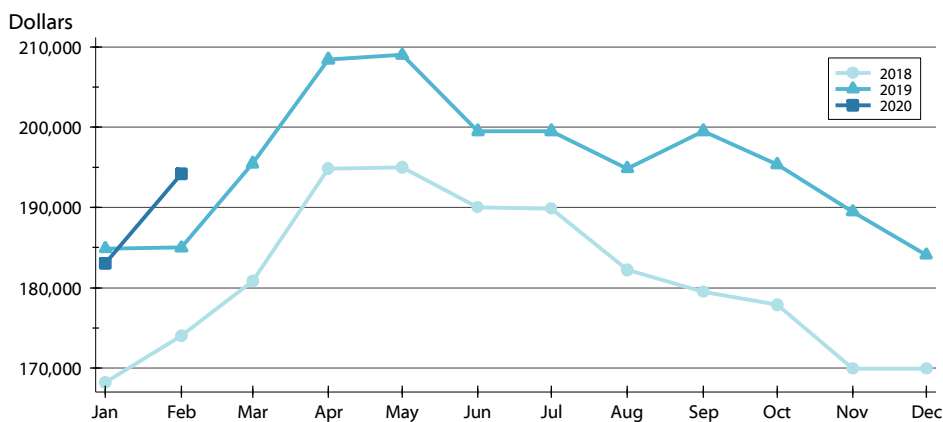
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 3/8/2020**

## AVERAGE PRICE >>



Month	2018	2019	2020
January	219,491	244,933	245,096
February	226,018	246,278	258,022
March	232,365	254,379	254,379
April	239,193	266,443	266,443
May	242,156	268,251	268,251
June	242,311	262,572	262,572
July	249,623	256,102	256,102
August	242,880	253,144	253,144
September	238,982	258,524	258,524
October	234,663	250,301	250,301
November	228,794	247,242	247,242
December	230,828	244,028	244,028

## MEDIAN PRICE >>



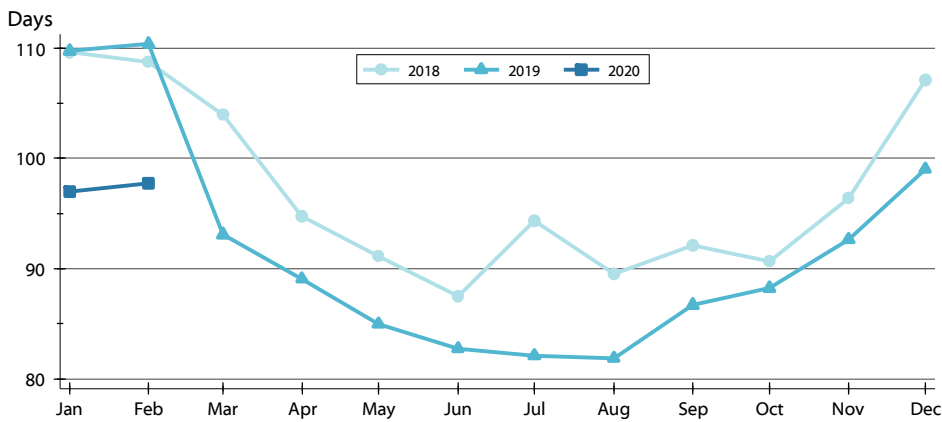
Month	2018	2019	2020
January	168,248	184,900	183,000
February	174,000	185,000	194,200
March	180,867	195,500	195,500
April	194,900	208,443	208,443
May	195,000	209,000	209,000
June	190,000	199,500	199,500
July	189,900	199,500	199,500
August	182,250	194,900	194,900
September	179,500	199,500	199,500
October	177,900	195,370	195,370
November	169,900	189,500	189,500
December	169,900	184,080	184,080



# ACTIVE LISTINGS ANALYSIS

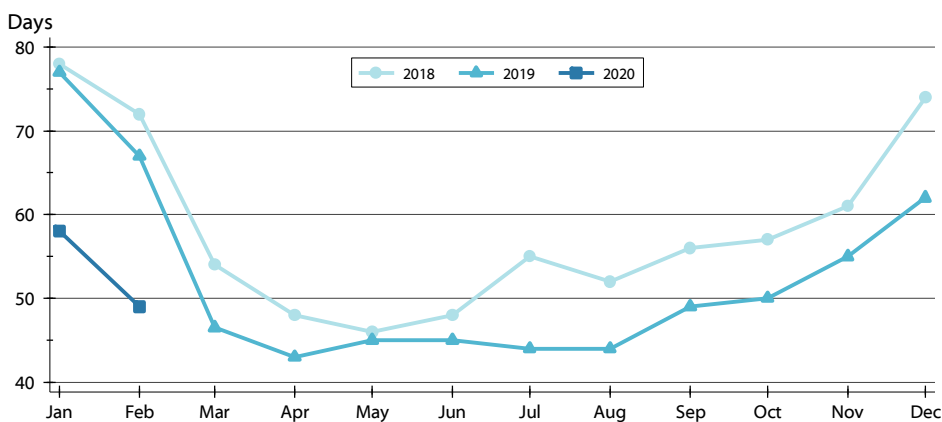
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 3/8/2020**

## AVERAGE DOM >>



Month	2018	2019	2020
January	110	110	97
February	109	110	98
March	104	93	
April	95	89	
May	91	85	
June	87	83	
July	94	82	
August	90	82	
September	92	87	
October	91	88	
November	96	93	
December	107	99	

## MEDIAN DOM >>



Month	2018	2019	2020
January	78	77	58
February	72	67	49
March	54	47	
April	48	43	
May	46	45	
June	48	45	
July	55	44	
August	52	44	
September	56	49	
October	57	50	
November	61	55	
December	74	62	



FEBRUARY 2020 >>

# SOUTH CENTRAL KANSAS MLS STATISTICS

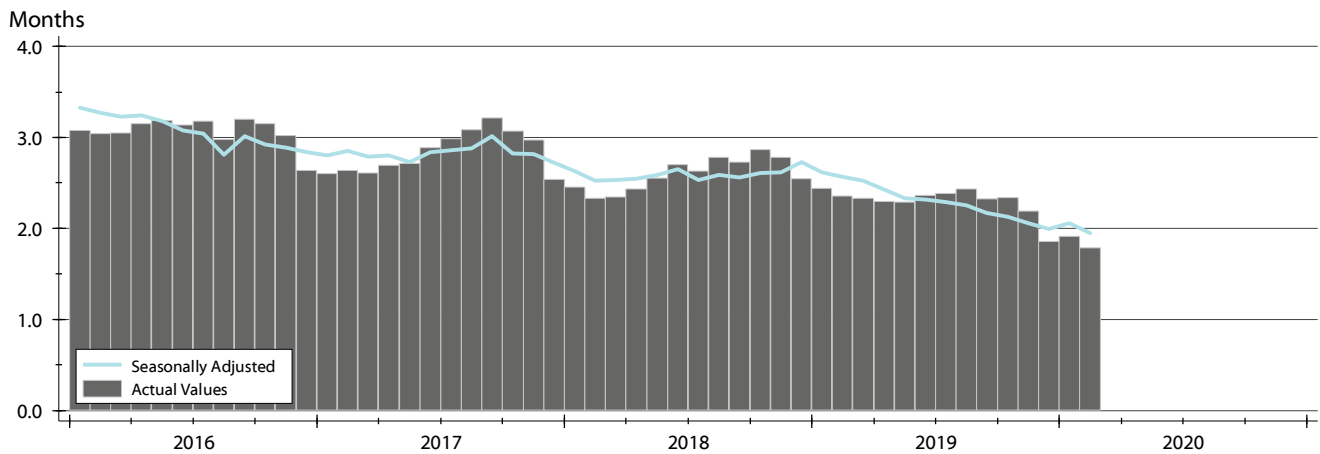


South Central Kansas MLS

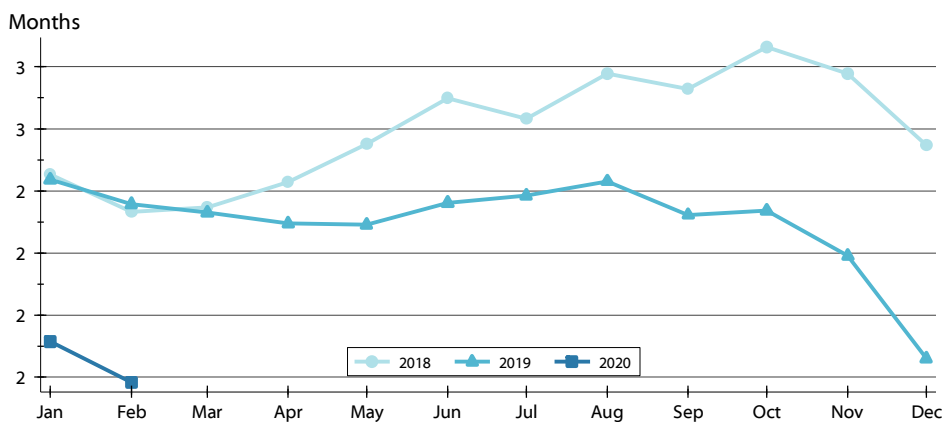
## MONTHS' SUPPLY ANALYSIS

ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 3/8/2020

HISTORY >>



BY MONTH >>



Month	2018	2019	2020
January	2.5	2.4	1.9
February	2.3	2.4	1.8
March	2.3	2.3	
April	2.4	2.3	
May	2.6	2.3	
June	2.7	2.4	
July	2.6	2.4	
August	2.8	2.4	
September	2.7	2.3	
October	2.9	2.3	
November	2.8	2.2	
December	2.5	1.9	



# FEBRUARY 2020 >>

## SOUTH CENTRAL KANSAS MLS STATISTICS

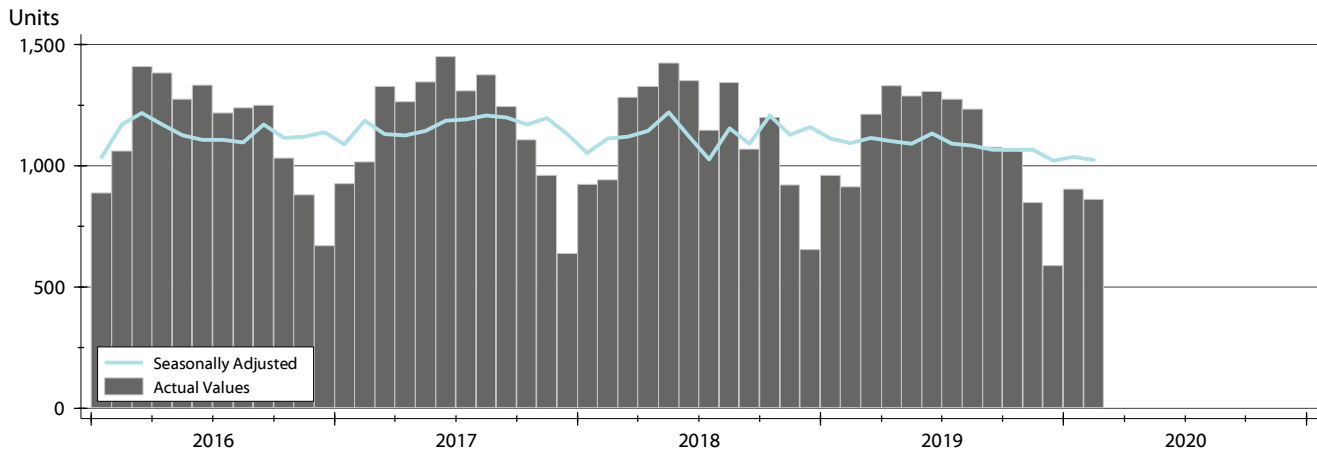


South Central Kansas MLS

### NEW LISTINGS ANALYSIS

#### HISTORY >>

ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 3/8/2020



#### SUMMARY >>

Summary Statistics for New Listings		February		
		2020	2019	Change
Current Month	New Listings	<b>861</b>	912	-5.6%
	Volume (1,000s)	<b>175,377</b>	179,525	-2.3%
	Average List Price	<b>203,690</b>	196,847	3.5%
	Median List Price	<b>165,000</b>	149,900	10.1%
YTD	New Listings	<b>1,765</b>	1,872	-5.7%
	Volume (1,000s)	<b>341,810</b>	365,780	-6.6%
	Average List Price	<b>193,660</b>	195,395	-0.9%
	Median List Price	<b>159,900</b>	154,900	3.2%

A total of 861 new listings were added in South Central Kansas during February, down 5.6% from the same month in 2019. Year-to-date South Central Kansas has seen 1,765 new listings.

The median list price of these homes was \$165,000 up from \$149,900 in 2019.



# FEBRUARY 2020 >>

## SOUTH CENTRAL KANSAS MLS STATISTICS

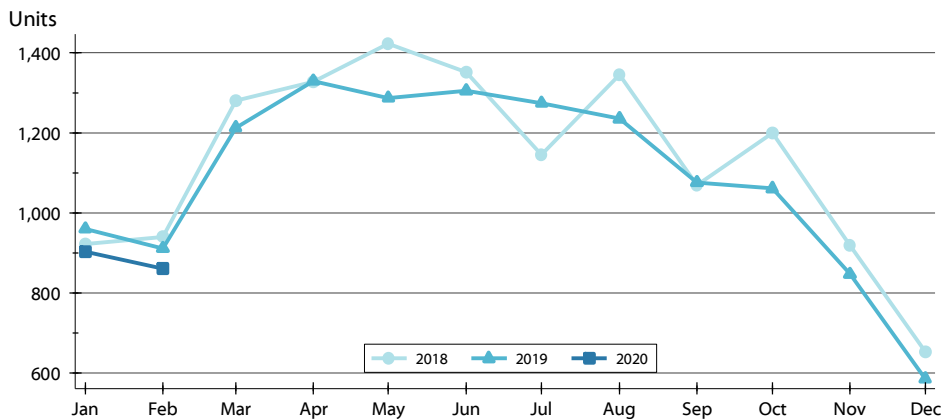


South Central Kansas MLS

### NEW LISTINGS ANALYSIS

#### BY MONTH >>

ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 3/8/2020



Month	2018	2019	2020
January	922	960	904
February	941	912	861
March	1,281	1,213	
April	1,327	1,329	
May	1,422	1,287	
June	1,351	1,305	
July	1,145	1,274	
August	1,344	1,235	
September	1,070	1,076	
October	1,200	1,061	
November	919	848	
December	654	587	

#### BY PRICE RANGE >>

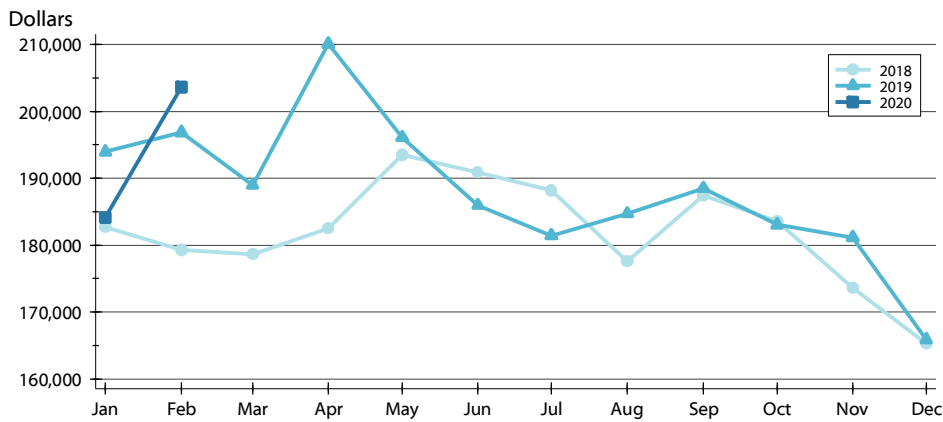
Price Range	New Listings			List Price	
	Number	Percent	Volume	Average	Median
Below \$25,000	19	2.2%	204	10,718	14,900
\$25,000-\$49,999	41	4.8%	1,562	38,096	37,000
\$50,000-\$99,999	162	18.8%	12,629	77,960	79,950
\$100,000-\$124,999	47	5.5%	5,342	113,662	114,500
\$125,000-\$149,999	88	10.2%	12,120	137,727	137,250
\$150,000-\$174,999	84	9.8%	13,645	162,441	161,250
\$175,000-\$199,999	80	9.3%	14,986	187,330	185,500
\$200,000-\$249,999	101	11.7%	22,795	225,692	224,500
\$250,000-\$299,999	68	7.9%	18,807	276,572	275,000
\$300,000-\$399,999	67	7.8%	23,486	350,542	349,388
\$400,000-\$499,999	29	3.4%	12,826	442,270	445,000
\$500,000-\$749,999	26	3.0%	15,601	600,023	572,450
\$750,000-\$999,999	4	0.5%	3,734	933,475	969,950
\$1,000,000 and up	7	0.8%	9,900	1,414,214	1,175,000
All price ranges	861	100.0%	175,377	203,690	165,000



# NEW LISTINGS ANALYSIS

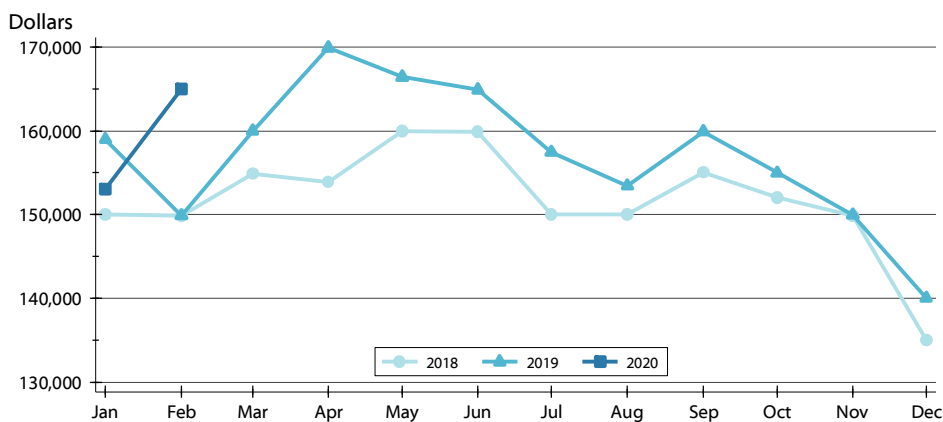
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 3/8/2020**

## AVERAGE PRICE >>



Month	2018	2019	2020
January	182,667	193,959	184,106
February	179,256	196,847	203,690
March	178,570	188,989	
April	182,466	210,128	
May	193,521	196,152	
June	190,938	185,976	
July	188,165	181,458	
August	177,593	184,711	
September	187,412	188,523	
October	183,516	183,021	
November	173,615	181,164	
December	165,310	165,868	

## MEDIAN PRICE >>



Month	2018	2019	2020
January	150,000	159,000	153,000
February	149,900	149,900	165,000
March	154,900	160,000	
April	153,900	169,900	
May	160,000	166,450	
June	159,900	164,900	
July	150,000	157,450	
August	150,000	153,431	
September	155,000	159,900	
October	152,000	155,000	
November	149,900	149,950	
December	135,000	140,000	



# FEBRUARY 2020 >>

# SOUTH CENTRAL KANSAS MLS STATISTICS

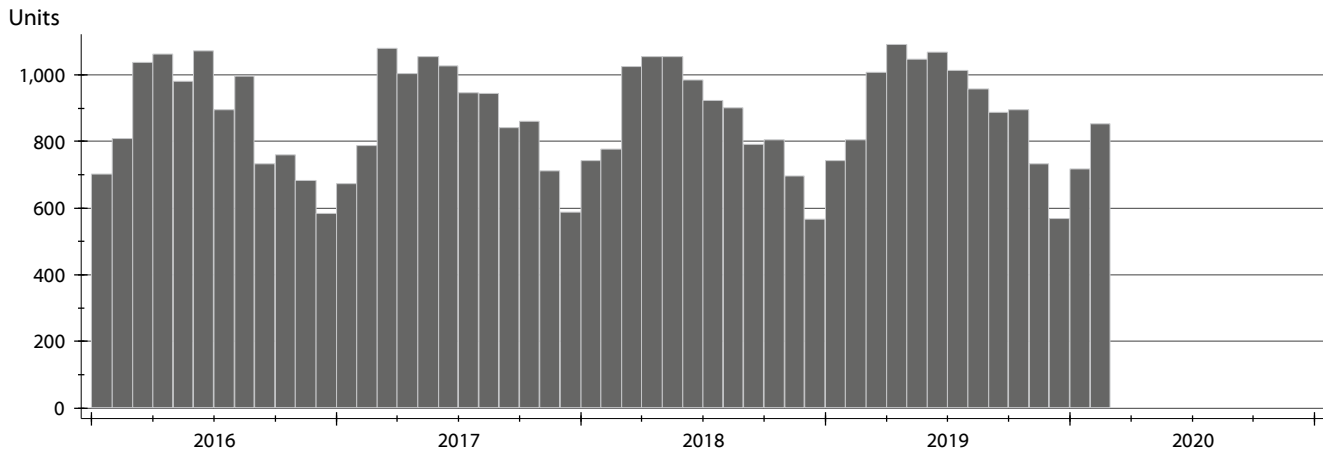


South Central Kansas MLS

## CONTRACTS WRITTEN ANALYSIS

ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 3/8/2020

### HISTORY >>



### SUMMARY >>

Summary Statistics		February			Year-to-Date		
for Contracts Written		2020	2019	Change	2020	2019	Change
Closed Listings		<b>853</b>	804	6.1%	<b>1,571</b>	1,547	1.6%
Volume (1,000s)		<b>149,302</b>	137,179	8.8%	<b>278,263</b>	260,500	6.8%
Average	Sale Price	<b>175,031</b>	170,621	2.6%	<b>177,125</b>	168,391	5.2%
	Days on Market	<b>46</b>	51	-10.8%	<b>46</b>	53	-13.5%
	Percent of Original	<b>97.4%</b>	95.5%	1.9%	<b>96.7%</b>	95.4%	1.4%
Median	Sale Price	<b>155,000</b>	149,900	3.4%	<b>158,450</b>	149,900	5.7%
	Days on Market	<b>17</b>	22	-22.7%	<b>17</b>	27	-37.0%
	Percent of Original	<b>100.0%</b>	98.1%	2.0%	<b>100.0%</b>	97.6%	2.5%

A total of 853 contracts for sale were written in South Central Kansas during the month of February, up from 804 in 2019. 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 February were on the market less than 17 days, compared to 22 days in February 2019.



# FEBRUARY 2020 >>

## SOUTH CENTRAL KANSAS MLS STATISTICS

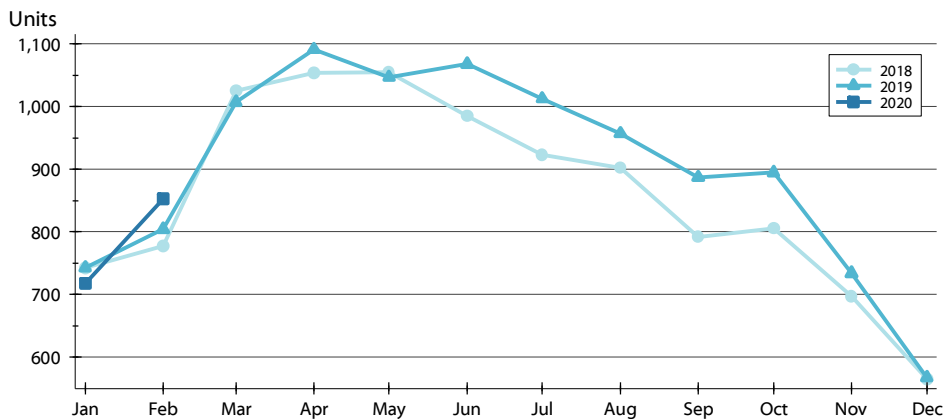


South Central Kansas MLS

### CONTRACTS WRITTEN ANALYSIS

#### BY MONTH >>

ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 3/8/2020



Month	2018	2019	2020
January	743	743	718
February	778	804	853
March	1,025	1,007	
April	1,054	1,091	
May	1,055	1,047	
June	985	1,068	
July	923	1,013	
August	902	957	
September	792	887	
October	805	895	
November	697	734	
December	566	568	

#### 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	1.5%	176	13,546	14,000	38	18	86.7%	100.0%
\$25,000-\$49,999	43	5.0%	1,655	38,484	39,500	77	25	92.2%	100.0%
\$50,000-\$99,999	164	19.2%	12,718	77,550	79,900	44	15	96.2%	100.0%
\$100,000-\$124,999	68	8.0%	7,753	114,009	114,450	43	18	97.7%	100.0%
\$125,000-\$149,999	108	12.7%	14,880	137,781	137,250	30	9	98.5%	100.0%
\$150,000-\$174,999	101	11.8%	16,479	163,159	164,500	36	10	98.4%	100.0%
\$175,000-\$199,999	89	10.4%	16,648	187,062	185,000	40	13	97.6%	100.0%
\$200,000-\$249,999	89	10.4%	20,067	225,468	224,900	38	18	98.9%	100.0%
\$250,000-\$299,999	60	7.0%	16,505	275,088	274,500	33	8	100.3%	100.0%
\$300,000-\$399,999	52	6.1%	18,276	351,462	349,900	74	35	98.3%	100.0%
\$400,000-\$499,999	21	2.5%	9,293	442,511	434,900	122	38	96.8%	100.0%
\$500,000-\$749,999	9	1.1%	5,401	600,068	579,900	40	35	97.7%	100.0%
\$750,000-\$999,999	3	0.4%	2,475	825,000	775,000	485	617	83.2%	79.2%
\$1,000,000 and up	1	0.1%	1,375	1,375,000	1,375,000	24	24	94.5%	94.5%
All price ranges	853	100.0%	149,302	175,031	155,000	46	17	97.4%	100.0%



FEBRUARY 2020 >>

# SOUTH CENTRAL KANSAS MLS STATISTICS



South Central Kansas MLS

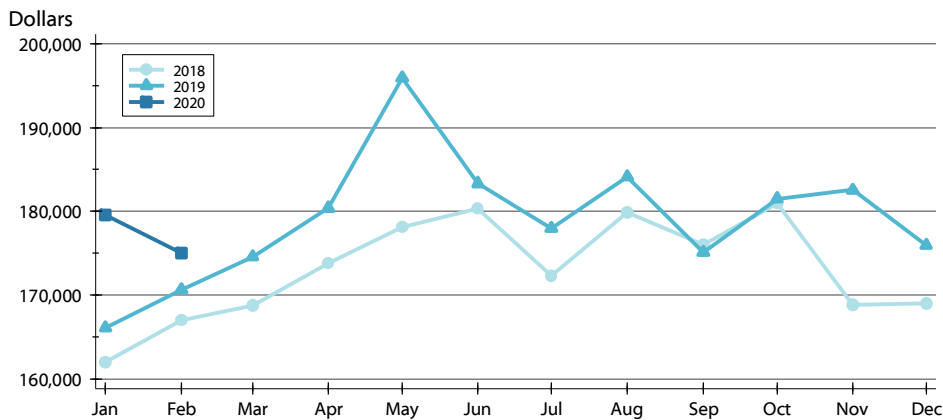
## CONTRACTS WRITTEN ANALYSIS

ENTIRE MLS SYSTEM

ALL HOMES (NEW & EXISTING)

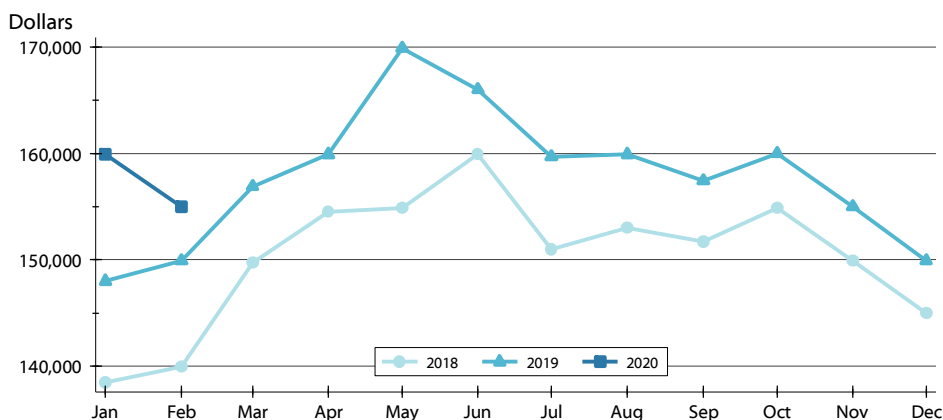
AS OF 3/8/2020

### AVERAGE PRICE >>



Month	2018	2019	2020
January	161,962	166,076	179,529
February	167,014	170,621	175,031
March	168,727	174,561	175,031
April	173,771	180,374	180,374
May	178,081	195,942	195,942
June	180,310	183,319	183,319
July	172,342	177,939	177,939
August	179,829	184,147	184,147
September	175,985	175,081	175,081
October	180,967	181,507	181,507
November	168,869	182,532	182,532
December	168,982	175,954	175,954

### MEDIAN PRICE >>



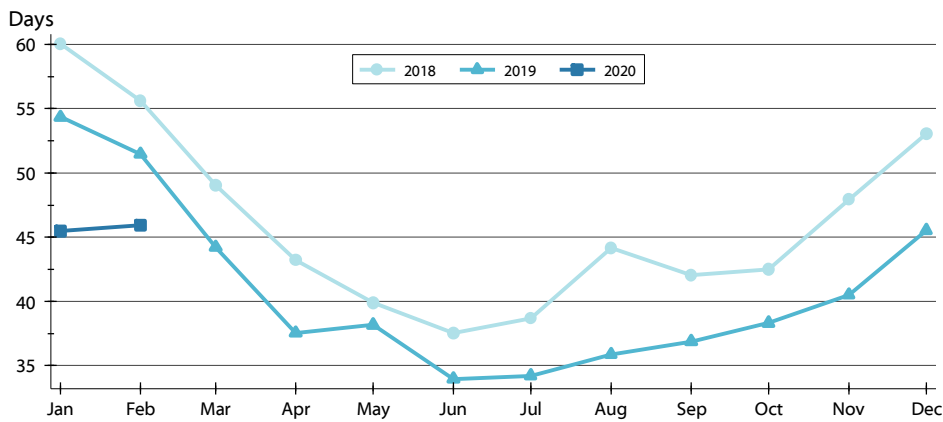
Month	2018	2019	2020
January	138,500	148,000	159,900
February	139,900	149,900	155,000
March	149,700	156,900	156,900
April	154,500	159,900	159,900
May	154,900	169,900	169,900
June	159,900	166,000	166,000
July	150,975	159,700	159,700
August	153,000	159,900	159,900
September	151,700	157,450	157,450
October	154,900	160,000	160,000
November	149,900	155,000	155,000
December	145,000	149,900	149,900



# CONTRACTS WRITTEN ANALYSIS

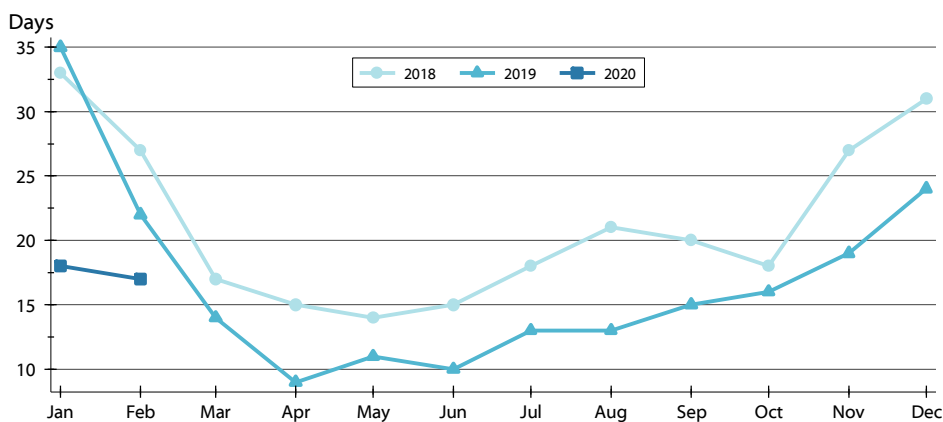
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 3/8/2020**

## AVERAGE DOM >>



Month	2018	2019	2020
January	60	54	45
February	56	51	46
March	49	44	44
April	43	38	38
May	40	38	38
June	38	34	34
July	39	34	34
August	44	36	36
September	42	37	37
October	43	38	38
November	48	40	40
December	53	46	46

## MEDIAN DOM >>



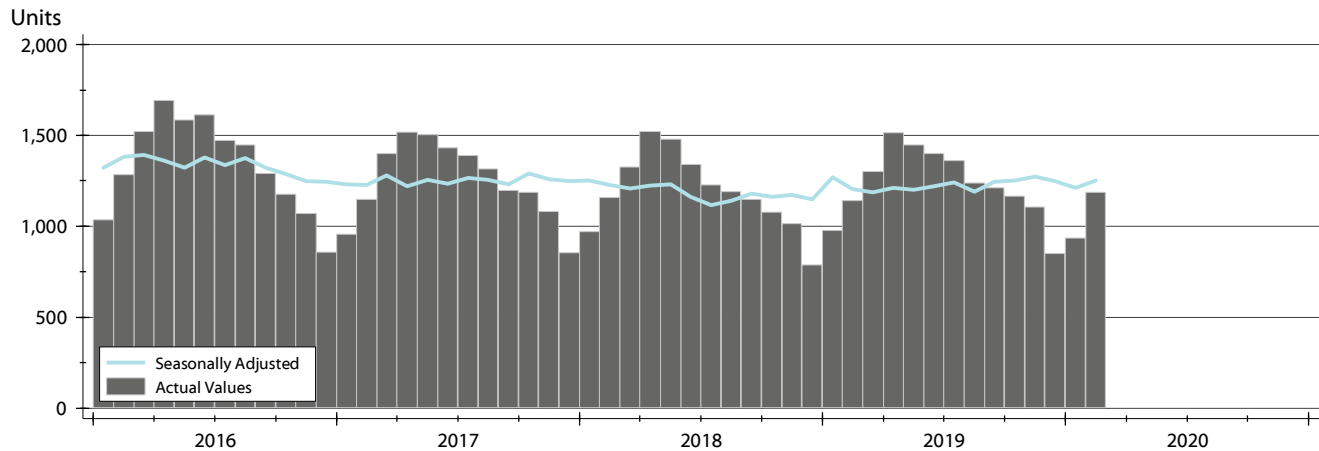
Month	2018	2019	2020
January	33	35	18
February	27	22	17
March	17	14	14
April	15	9	9
May	14	11	11
June	15	10	10
July	18	13	13
August	21	13	13
September	20	15	15
October	18	16	16
November	27	19	19
December	31	24	24



## PENDING CONTRACTS ANALYSIS

ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 3/8/2020

### HISTORY >>



### SUMMARY >>

Summary Statistics		End of February		
for Active Listings		2020	2019	Change
Active Listings		<b>1,189</b>	1,143	4.0%
Volume (1,000s)		<b>231,325</b>	203,989	13.4%
Average	List Price	<b>194,555</b>	178,468	9.0%
	Days on Market	<b>44</b>	58	-24.4%
	Percent of Original	<b>98.5%</b>	97.8%	0.7%
Median	List Price	<b>169,900</b>	154,900	9.7%
	Days on Market	<b>13</b>	27	-51.9%
	Percent of Original	<b>100.0%</b>	100.0%	0.0%

A total of 1,189 listings in South Central Kansas had contracts pending at the end of February, up from 1,143 contracts pending at the end of February 2019.

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 2020 >>

## SOUTH CENTRAL KANSAS MLS STATISTICS

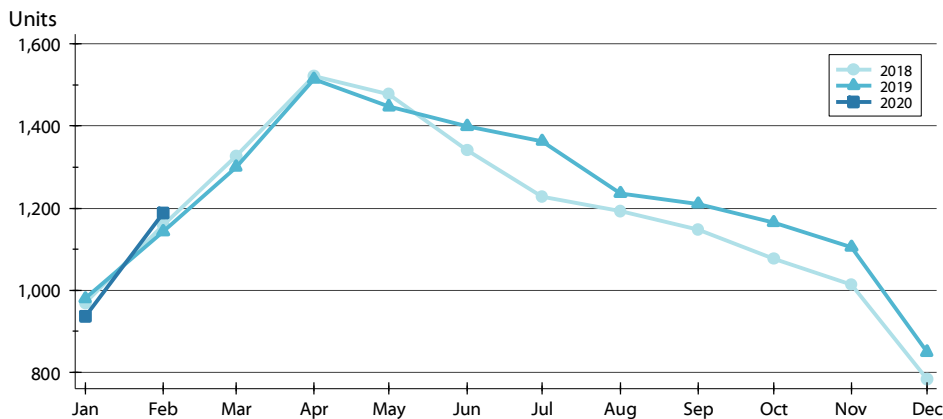


South Central Kansas MLS

### PENDING CONTRACTS ANALYSIS

#### BY MONTH >>

ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 3/8/2020



Month	2018	2019	2020
January	970	980	937
February	1,159	1,143	1,189
March	1,326	1,300	
April	1,521	1,514	
May	1,477	1,447	
June	1,340	1,399	
July	1,228	1,363	
August	1,193	1,236	
September	1,148	1,211	
October	1,077	1,165	
November	1,014	1,105	
December	785	850	

#### BY PRICE RANGE >>

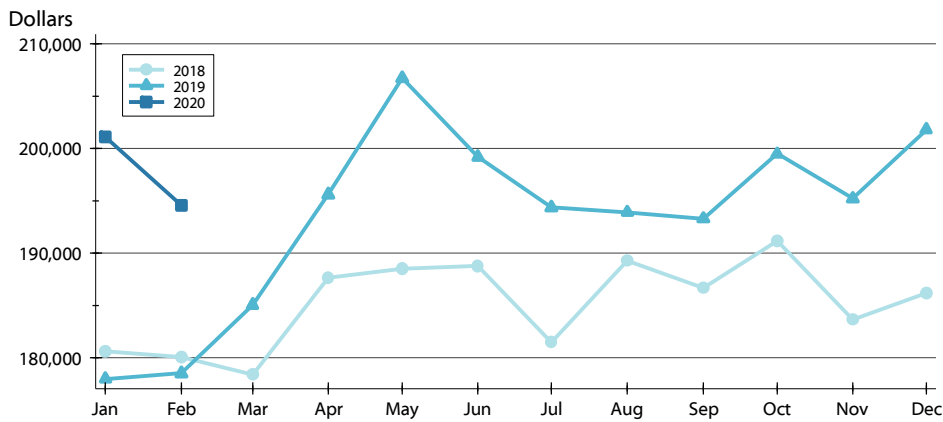
Price Range	Contracts Written			List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median
Below \$25,000	5	0.4%	68	13,580	14,000	36	18	93.1%	100.0%
\$25,000-\$49,999	39	3.3%	1,556	39,885	41,900	81	50	93.8%	100.0%
\$50,000-\$99,999	212	17.8%	16,558	78,104	79,900	56	20	97.5%	100.0%
\$100,000-\$124,999	83	7.0%	9,420	113,497	114,000	41	16	98.4%	100.0%
\$125,000-\$149,999	134	11.3%	18,448	137,675	137,250	31	10	98.7%	100.0%
\$150,000-\$174,999	132	11.1%	21,559	163,326	164,700	35	11	98.6%	100.0%
\$175,000-\$199,999	125	10.5%	23,376	187,006	185,000	38	12	98.4%	100.0%
\$200,000-\$249,999	146	12.3%	32,708	224,030	222,250	39	10	98.9%	100.0%
\$250,000-\$299,999	110	9.3%	30,235	274,868	274,715	32	5	100.0%	100.0%
\$300,000-\$399,999	117	9.8%	39,989	341,788	339,636	45	6	99.9%	100.0%
\$400,000-\$499,999	39	3.3%	17,409	446,386	447,571	58	7	98.2%	100.0%
\$500,000-\$749,999	14	1.2%	8,012	572,254	561,450	32	20	100.6%	100.0%
\$750,000-\$999,999	5	0.4%	3,984	796,760	758,800	295	91	91.4%	100.0%
\$1,000,000 and up	1	0.1%	2,750	2,750,000	2,750,000	94	94	100.0%	100.0%
All price ranges	1,189	100.0%	231,325	194,555	169,900	44	13	98.5%	100.0%



# PENDING CONTRACTS ANALYSIS

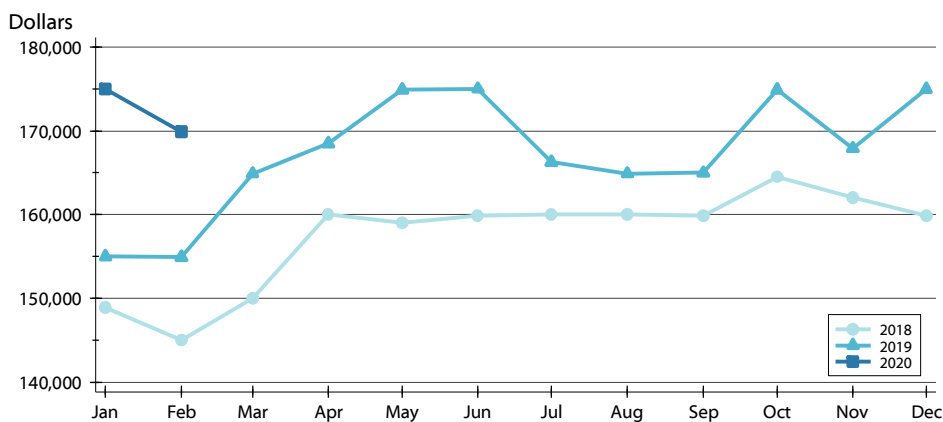
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 3/8/2020**

## AVERAGE PRICE >>



Month	2018	2019	2020
January	180,564	177,966	201,113
February	180,022	178,468	194,555
March	178,347	185,022	
April	187,633	195,583	
May	188,503	206,721	
June	188,722	199,174	
July	181,440	194,369	
August	189,213	193,882	
September	186,663	193,256	
October	191,150	199,471	
November	183,647	195,210	
December	186,152	201,795	

## MEDIAN PRICE >>



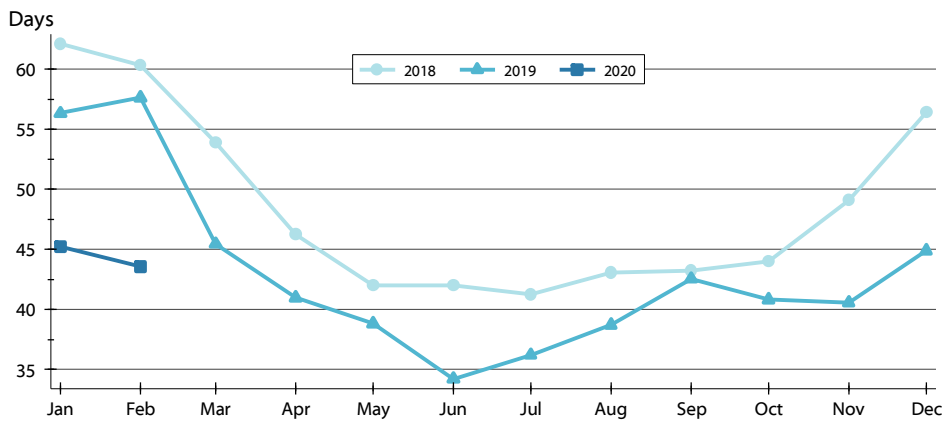
Month	2018	2019	2020
January	148,900	155,000	175,000
February	145,000	154,900	169,900
March	150,000	164,900	
April	160,000	168,500	
May	159,000	174,900	
June	159,900	175,000	
July	160,000	166,250	
August	160,000	164,900	
September	159,900	165,000	
October	164,500	174,900	
November	162,000	167,900	
December	159,900	174,975	



# PENDING CONTRACTS ANALYSIS

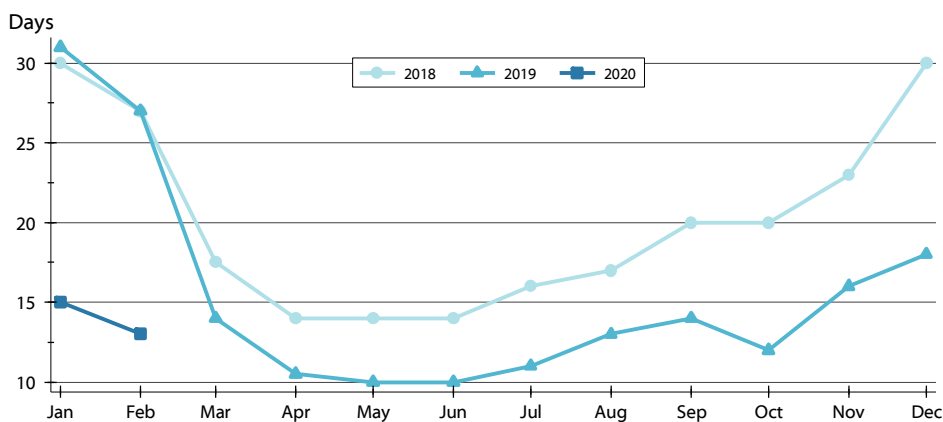
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 3/8/2020**

## AVERAGE DOM >>



Month	2018	2019	2020
January	62	56	45
February	60	58	44
March	54	45	45
April	46	41	41
May	42	39	39
June	42	34	34
July	41	36	36
August	43	39	39
September	43	43	43
October	44	41	41
November	49	41	41
December	56	45	45

## MEDIAN DOM >>



Month	2018	2019	2020
January	30	31	15
February	27	27	13
March	18	14	14
April	14	11	11
May	14	10	10
June	14	10	10
July	16	11	11
August	17	13	13
September	20	14	14
October	20	12	12
November	23	16	16
December	30	18	18



South Central Kansas MLS

## South Central Kansas MLS

170 W. Dewey, Wichita, KS 67202

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

April 10, 2020

### South Central Kansas MLS Releases Home Sales Figures for March 2020

Homes sales in South Central Kansas fell by 4.0% in March compared to the prior year. Sales in March 2020 totaled 839 units, down from 874 in 2019.

Among existing homes, 772 units sold in March, a decrease of 6.2% from 823 units that sold in 2019. The average sale price of existing homes was \$163,261. This represents an increase of 8.7% from the March 2019 average price of \$150,198.

For new construction, 67 sales occurred in March, up from 51 units the prior year, an increase of 31.4%. The average sale price of new homes in March was \$294,268, down 0.1% from the same period last year.

A total of 924 contracts for sale were written in March 2020, down from 1,007 in March 2019. This is a decrease of 8.2%. 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 1,562 units at the end of March, which is down from 2,012 homes that were on the market at the end of March last year. At the current rate of sales, this figure represents 1.7 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 Fell in March

Total home sales in South Central Kansas fell last month to 839 units, compared to 874 units in March 2019. Total sales volume was \$145.8 million, up from a year earlier.

The median sale price in March was \$157,000, up from \$137,950 a year earlier. Homes that sold in March were typically on the market for 14 days and sold for 99.8% 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 1,562 units, down from 2,012 at the same point in 2019. This represents a 1.7 months' supply of homes available for sale. The median list price of homes on the market at the end of March was \$200,000.

During March, a total of 924 contracts were written down from 1,007 in March 2019. At the end of the month, there were 1,263 contracts pending, compared to 1,300 at the end of March 2019.

### 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		March		
Summary Statistics		2020	2019	Change
Home Sales		<b>839</b>	874	-4.0%
Active Listings		<b>1,562</b>	2,012	-22.4%
Months' Supply		<b>1.7</b>	2.3	-25.7%
New Listings		<b>1,055</b>	1,213	-13.0%
Contracts Written		<b>924</b>	1,007	-8.2%
Pending Contracts		<b>1,263</b>	1,300	-2.8%
Sales Volume (1,000s)		<b>145,753</b>	138,631	5.1%
Average	Sale Price	<b>173,723</b>	158,616	9.5%
	List Price of Actives	<b>267,055</b>	254,379	5.0%
	Days on Market	<b>42</b>	51	-18.0%
	Percent of List	<b>97.9%</b>	97.5%	0.5%
	Percent of Original	<b>96.4%</b>	95.1%	1.4%
Median	Sale Price	<b>157,000</b>	137,950	13.8%
	List Price of Actives	<b>200,000</b>	195,500	2.3%
	Days on Market	<b>14</b>	26	-45.1%
	Percent of List	<b>99.8%</b>	99.2%	0.6%
	Percent of Original	<b>98.5%</b>	97.7%	0.9%

## REPORT CONTENTS >>

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- [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 4/8/2020

March MLS Statistics		2020			2019			2018			
By Property Type		Total	Existing	New	Total	Existing	New	Total	Existing	New	
Home Sales		<b>839</b>	<b>772</b>	<b>67</b>	874	823	51	867	803	64	
	Change from prior year	-4.0%	-6.2%	31.4%	0.8%	2.5%	-20.3%	1.6%	0.1%	25.5%	
Active Listings		<b>1,562</b>	<b>1,324</b>	<b>238</b>	2,012	1,707	305	2,059	1,809	250	
	Change from prior year	-22.4%	-22.4%	-22.0%	-2.3%	-5.6%	22.0%	-8.9%	-9.8%	-2.3%	
Months' Supply		<b>1.7</b>	<b>1.6</b>	<b>3.8</b>	2.3	2.1	5.0	2.3	2.2	4.3	
	Change from prior year	-25.7%	-25.8%	-25.2%	-0.7%	-3.7%	16.1%	-10.0%	-11.1%	0.6%	
New Listings		<b>1,055</b>	<b>996</b>	<b>59</b>	1,213	1,122	91	1,281	1,202	79	
	Change from prior year	-13.0%	-11.2%	-35.2%	-5.3%	-6.7%	15.2%	-3.5%	-3.6%	-1.3%	
Contracts Written		<b>924</b>	<b>868</b>	<b>56</b>	1,007	944	63	1,025	939	86	
	Change from prior year	-8.2%	-8.1%	-11.1%	-1.8%	0.5%	-26.7%	-5.0%	-6.3%	11.7%	
Pending Contracts		<b>1,263</b>	<b>1,076</b>	<b>187</b>	1,300	1,143	157	1,326	1,165	161	
	Change from prior year	-2.8%	-5.9%	19.1%	-2.0%	-1.9%	-2.5%	-5.3%	-9.1%	36.4%	
Sales Volume (1,000s)		<b>145,753</b>	<b>126,037</b>	<b>19,716</b>	138,631	123,613	15,018	135,655	115,994	19,661	
	Change from prior year	5.1%	2.0%	31.3%	2.2%	6.6%	-23.6%	12.5%	9.2%	36.6%	
Average	Sale Price	<b>173,723</b>	<b>163,261</b>	<b>294,268</b>	158,616	150,198	294,466	156,465	144,451	307,200	
		Change from prior year	9.5%	8.7%	-0.1%	1.4%	4.0%	-4.1%	10.7%	9.1%	8.8%
	List Price of Actives	<b>267,055</b>	<b>250,495</b>	<b>357,305</b>	254,379	241,031	327,115	232,365	219,340	322,659	
		Change from prior year	5.0%	3.9%	9.2%	9.5%	9.9%	1.4%	4.1%	5.3%	-4.4%
	Days on Market	<b>42</b>	<b>42</b>	<b>48</b>	51	51	53	57	51	127	
		Change from prior year	-17.9%	-18.7%	-10.1%	-9.6%	0.1%	-58.3%	1.1%	-5.8%	49.0%
Percent of List		<b>97.9%</b>	<b>97.5%</b>	<b>102.4%</b>	97.5%	97.1%	102.6%	97.6%	97.3%	101.5%	
		Change from prior year	0.5%	0.4%	-0.2%	-0.2%	-0.2%	1.0%	0.3%	0.3%	0.6%
	Percent of Original	<b>96.4%</b>	<b>95.8%</b>	<b>103.1%</b>	95.1%	94.6%	102.9%	95.6%	95.2%	101.0%	
	Change from prior year	1.4%	1.3%	0.2%	-0.6%	-0.6%	1.8%	1.1%	1.1%	-0.4%	
Median	Sale Price	<b>157,000</b>	<b>149,985</b>	<b>294,965</b>	137,950	132,000	280,000	130,000	125,000	272,270	
		Change from prior year	13.8%	13.6%	5.3%	6.1%	5.6%	2.8%	4.0%	5.2%	15.0%
	List Price of Actives	<b>200,000</b>	<b>174,900</b>	<b>306,558</b>	195,500	159,950	289,900	180,867	162,900	286,625	
		Change from prior year	2.3%	9.3%	5.7%	8.1%	-1.8%	1.1%	6.5%	8.7%	0.1%
	Days on Market	<b>14</b>	<b>14</b>	<b>0</b>	26	27	0	29	29	46	
		Change from prior year	-45.1%	-48.1%	N/A	-12.1%	-6.9%	-100.0%	0.0%	0.0%	64.3%
Percent of List		<b>99.8%</b>	<b>99.3%</b>	<b>100.3%</b>	99.2%	98.8%	100.0%	98.7%	98.4%	100.0%	
		Change from prior year	0.6%	0.5%	0.3%	0.5%	0.4%	0.0%	-0.4%	-0.5%	0.0%
Percent of Original		<b>98.5%</b>	<b>98.0%</b>	<b>101.5%</b>	97.7%	97.3%	100.4%	97.4%	97.1%	100.4%	
		Change from prior year	0.9%	0.7%	1.1%	0.3%	0.2%	0.0%	0.0%	0.1%	0.4%

# YEAR-TO-DATE STATISTICS

## SUMMARY >>

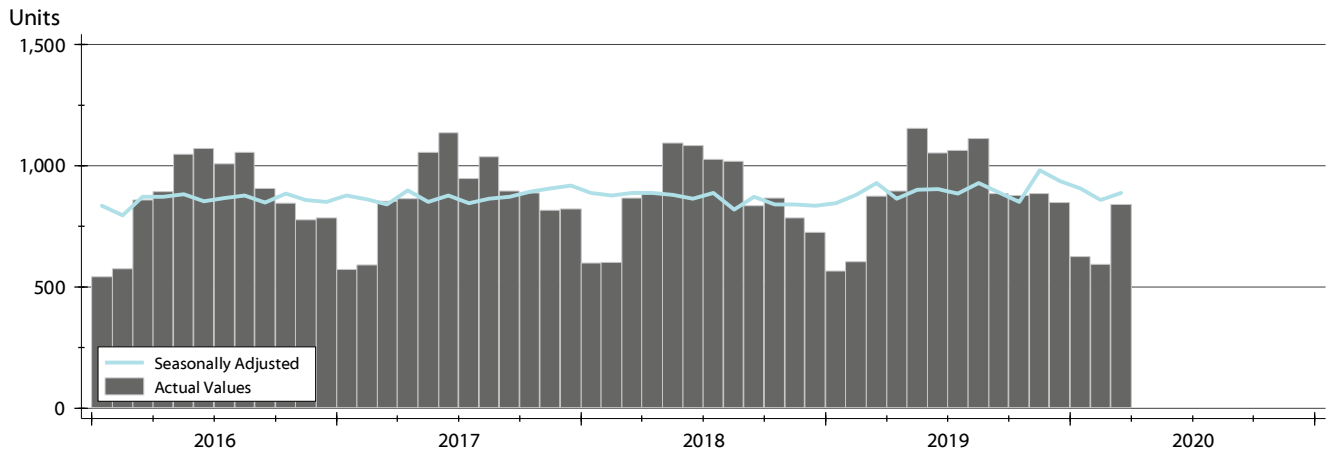
## YTD BREAKDOWNS BY HOME TYPE ENTIRE MLS SYSTEM AS OF 4/8/2020

Year-to-Date Activity		2020			2019			2018		
By Property Type		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		<b>2,057</b>	<b>1,906</b>	<b>151</b>	2,043	1,905	138	2,066	1,914	152
Change from prior year		0.7%	0.1%	9.4%	-1.1%	-0.5%	-9.2%	2.5%	2.0%	10.1%
New Listings		<b>2,858</b>	<b>2,680</b>	<b>178</b>	3,085	2,834	251	3,144	2,918	226
Change from prior year		-7.4%	-5.4%	-29.1%	-1.9%	-2.9%	11.1%	-3.8%	-3.1%	-12.1%
Contracts Written		<b>2,480</b>	<b>2,324</b>	<b>156</b>	2,554	2,382	172	2,546	2,332	214
Change from prior year		-2.9%	-2.4%	-9.3%	0.3%	2.1%	-19.6%	0.3%	-0.2%	5.9%
Sales Volume (1,000s)		<b>353,011</b>	<b>307,693</b>	<b>45,318</b>	325,283	282,688	42,595	317,375	271,099	46,276
Change from prior year		8.5%	8.8%	6.4%	2.5%	4.3%	-8.0%	6.7%	5.5%	14.5%
Average	Sale Price	<b>171,615</b>	<b>161,434</b>	<b>300,117</b>	159,218	148,393	308,656	153,618	141,640	304,448
	Change from prior year	7.8%	8.8%	-2.8%	3.6%	4.8%	1.4%	4.1%	3.4%	3.9%
	Days on Market	<b>44</b>	<b>42</b>	<b>63</b>	54	53	63	56	51	112
	Change from prior year	-18.7%	-20.5%	-0.3%	-3.4%	3.7%	-43.8%	-6.2%	-11.2%	37.6%
Median	Percent of List	<b>97.7%</b>	<b>97.3%</b>	<b>102.1%</b>	97.4%	97.0%	102.6%	97.3%	97.0%	101.9%
	Change from prior year	0.4%	0.4%	-0.5%	0.0%	0.0%	0.7%	0.5%	0.5%	0.6%
	Percent of Original	<b>95.9%</b>	<b>95.3%</b>	<b>103.0%</b>	94.8%	94.2%	103.4%	94.9%	94.3%	102.2%
	Change from prior year	1.1%	1.2%	-0.3%	-0.1%	-0.1%	1.2%	0.8%	0.8%	0.3%
Median	Sale Price	<b>152,900</b>	<b>145,000</b>	<b>295,000</b>	139,900	130,000	273,950	130,000	125,000	269,000
	Change from prior year	9.3%	11.5%	7.7%	7.6%	4.0%	1.8%	1.2%	3.6%	4.4%
	Days on Market	<b>17</b>	<b>18</b>	<b>0</b>	30	31	0	30	30	43
	Change from prior year	-43.3%	-41.9%	N/A	0.0%	3.3%	-100.0%	-6.3%	-9.1%	186.7%
Median	Percent of List	<b>99.4%</b>	<b>99.0%</b>	<b>100.3%</b>	98.8%	98.5%	100.0%	98.7%	98.3%	100.0%
	Change from prior year	0.7%	0.5%	0.3%	0.1%	0.2%	0.0%	0.0%	0.0%	0.0%
	Percent of Original	<b>98.1%</b>	<b>97.6%</b>	<b>101.2%</b>	97.1%	96.8%	100.9%	97.0%	96.5%	100.6%
	Change from prior year	1.0%	0.9%	0.2%	0.2%	0.3%	0.3%	0.1%	0.1%	0.4%

# CLOSED LISTINGS ANALYSIS

**HISTORY** >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 4/8/2020**



**SUMMARY** >>

Summary Statistics for Closed Listings		March			Year-to-Date		
		2020	2019	Change	2020	2019	Change
Closed Listings		<b>839</b>	874	-4.0%	<b>2,057</b>	2,043	0.7%
Volume (1,000s)		<b>145,753</b>	138,631	5.1%	<b>353,011</b>	325,283	8.5%
Average	Sale Price	<b>173,723</b>	158,616	9.5%	<b>171,615</b>	159,218	7.8%
	Days on Market	<b>42</b>	51	-17.9%	<b>44</b>	54	-18.7%
	Percent of List	<b>97.9%</b>	97.5%	0.5%	<b>97.7%</b>	97.4%	0.4%
	Percent of Original	<b>96.4%</b>	95.1%	1.4%	<b>95.9%</b>	94.8%	1.1%
Median	Sale Price	<b>157,000</b>	137,950	13.8%	<b>152,900</b>	139,900	9.3%
	Days on Market	<b>14</b>	26	-45.1%	<b>17</b>	30	-43.3%
	Percent of List	<b>99.8%</b>	99.2%	0.6%	<b>99.4%</b>	98.8%	0.7%
	Percent of Original	<b>98.5%</b>	97.7%	0.9%	<b>98.1%</b>	97.1%	1.0%

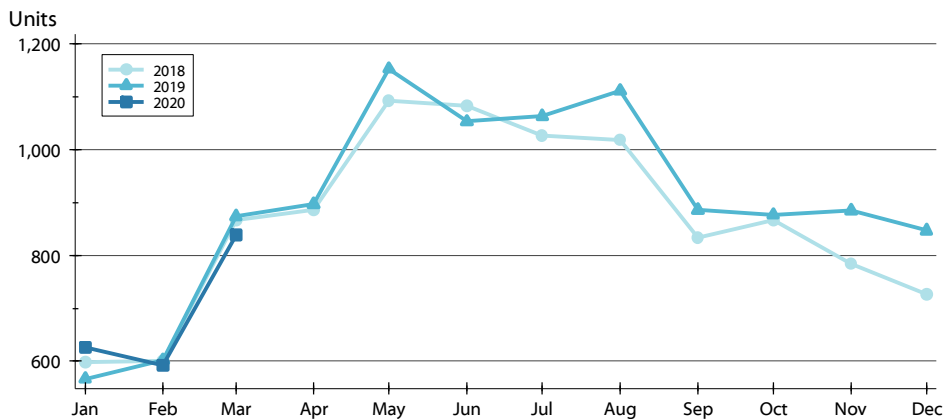
A total of 839 homes sold in South Central Kansas in March, down from 874 units in March 2019. Total sales volume rose to \$145.8 million compared to \$138.6 million in the previous year.

The median sales price in March was \$157,000, up 13.8% compared to the prior year. Median days on market was 14 days, down from 18 days in February, and down from 26 in March 2019.

# CLOSED LISTINGS ANALYSIS

## BY MONTH >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 4/8/2020**



Month	2018	2019	2020
January	598	567	626
February	601	602	592
March	867	874	839
April	886	897	
May	1,093	1,153	
June	1,083	1,053	
July	1,027	1,063	
August	1,018	1,111	
September	834	886	
October	867	877	
November	784	885	
December	726	847	

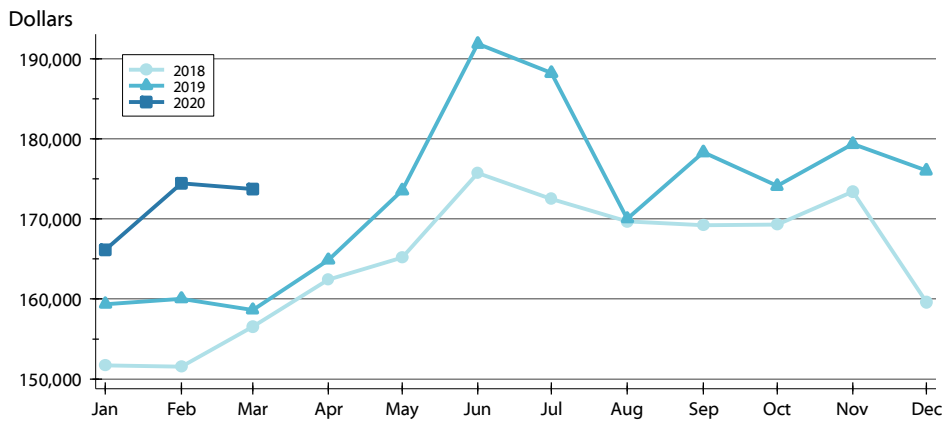
## BY PRICE RANGE >>

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	2.7%	358	15,553	15,900	63	40	77.5%	78.6%	64.9%	60.0%
\$25,000-\$49,999	47	5.6%	1,764	37,540	39,250	54	35	90.9%	91.7%	87.2%	88.9%
\$50,000-\$99,999	145	17.3%	11,035	76,106	78,000	39	15	97.3%	97.9%	94.9%	96.9%
\$100,000-\$124,999	74	8.8%	8,360	112,977	113,950	29	9	99.3%	100.0%	97.9%	99.2%
\$125,000-\$149,999	98	11.7%	13,438	137,118	135,000	25	6	99.1%	100.0%	97.8%	100.0%
\$150,000-\$174,999	98	11.7%	15,801	161,234	160,000	27	13	99.0%	100.0%	99.5%	100.0%
\$175,000-\$199,999	92	11.0%	17,041	185,230	185,000	41	11	99.2%	100.0%	97.6%	99.0%
\$200,000-\$249,999	100	11.9%	22,317	223,174	219,950	41	15	98.9%	99.8%	98.0%	99.0%
\$250,000-\$299,999	64	7.6%	17,526	273,839	272,018	35	7	99.8%	100.0%	99.5%	100.0%
\$300,000-\$399,999	67	8.0%	22,795	340,230	335,000	69	30	99.4%	100.0%	98.7%	98.8%
\$400,000-\$499,999	22	2.6%	9,692	440,548	437,500	98	31	99.4%	97.9%	96.9%	97.6%
\$500,000-\$749,999	8	1.0%	4,875	609,400	592,100	137	48	95.4%	95.5%	92.4%	94.2%
\$750,000-\$999,999	1	0.1%	750	750,000	750,000	617	617	78.9%	78.9%	62.5%	62.5%
\$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	839	100.0%	145,753	173,723	157,000	42	14	97.9%	99.8%	96.4%	98.5%

# CLOSED LISTINGS ANALYSIS

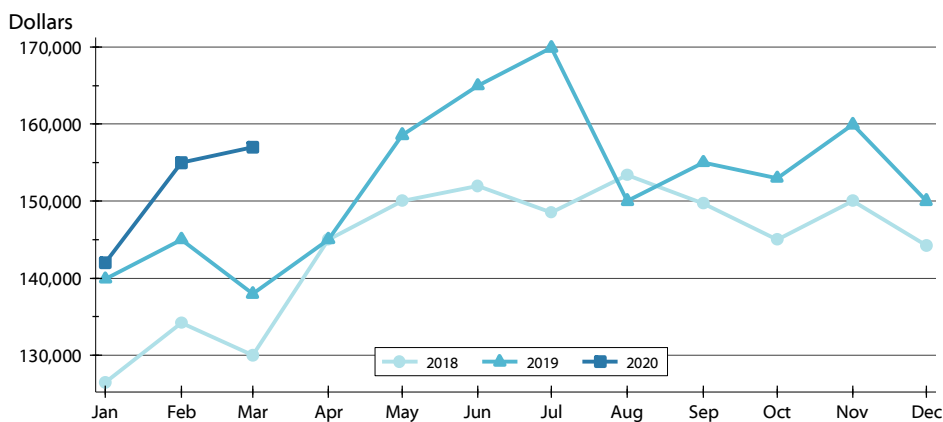
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 4/8/2020**

## AVERAGE PRICE >>



Month	2018	2019	2020
January	151,661	159,319	166,130
February	151,459	159,997	174,427
March	156,465	158,616	173,723
April	162,387	164,845	
May	165,156	173,511	
June	175,695	191,834	
July	172,443	188,175	
August	169,620	170,000	
September	169,187	178,263	
October	169,281	174,082	
November	173,356	179,318	
December	159,588	176,005	

## MEDIAN PRICE >>

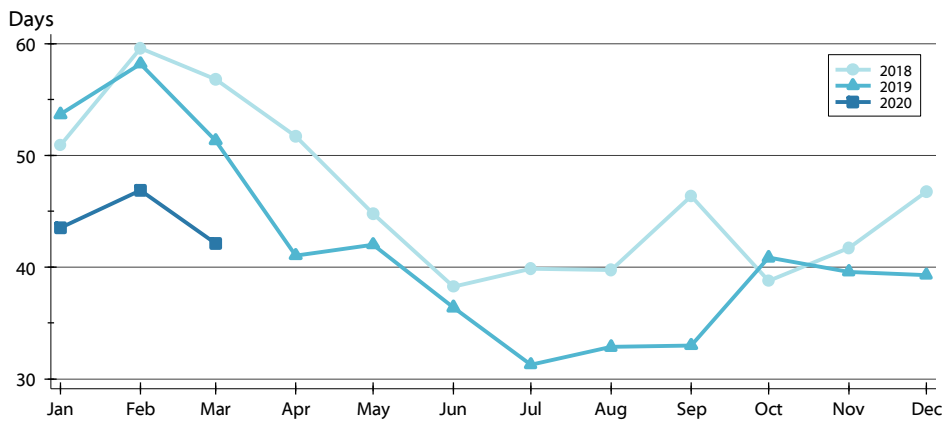


Month	2018	2019	2020
January	126,500	139,900	141,950
February	134,150	145,000	155,000
March	130,000	137,950	157,000
April	145,000	145,000	
May	150,000	158,577	
June	152,000	165,000	
July	148,500	169,900	
August	153,350	150,000	
September	149,700	155,000	
October	145,000	153,000	
November	150,000	159,900	
December	144,250	150,000	

**CLOSED LISTINGS ANALYSIS**

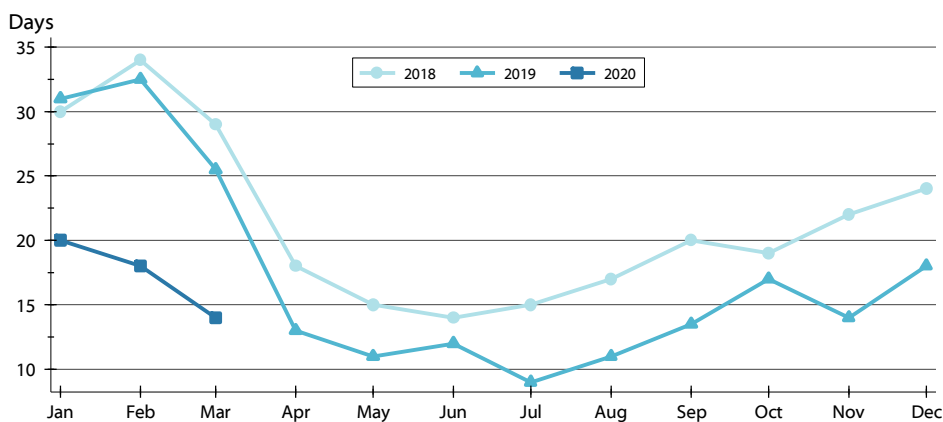
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 4/8/2020**

**AVERAGE DOM** >>



Month	2018	2019	2020
January	51	54	44
February	60	58	47
March	57	51	42
April	52	41	
May	45	42	
June	38	36	
July	40	31	
August	40	33	
September	46	33	
October	39	41	
November	42	40	
December	47	39	

**MEDIAN DOM** >>

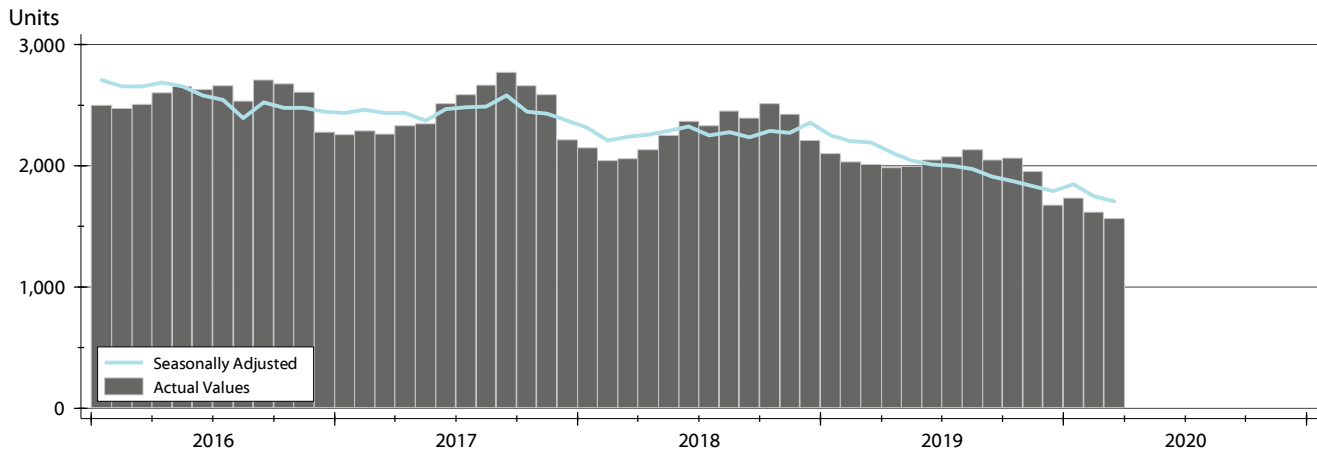


Month	2018	2019	2020
January	30	31	20
February	34	33	18
March	29	26	14
April	18	13	
May	15	11	
June	14	12	
July	15	9	
August	17	11	
September	20	14	
October	19	17	
November	22	14	
December	24	18	

# ACTIVE LISTINGS ANALYSIS

**HISTORY** >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 4/8/2020**



**SUMMARY** >>

Summary Statistics for Active Listings		End of March		
		2020	2019	Change
Active Listings		<b>1,562</b>	2,012	-22.4%
Months' Supply		<b>1.7</b>	2.3	-25.7%
Volume (1,000s)		<b>417,141</b>	511,811	-18.5%
Average	List Price	<b>267,055</b>	254,379	5.0%
	Days on Market	<b>94</b>	93	1.5%
	Percent of Original	<b>97.6%</b>	97.9%	-0.3%
Median	List Price	<b>200,000</b>	195,500	2.3%
	Days on Market	<b>43</b>	47	-7.5%
	Percent of Original	<b>100.0%</b>	100.0%	0.0%

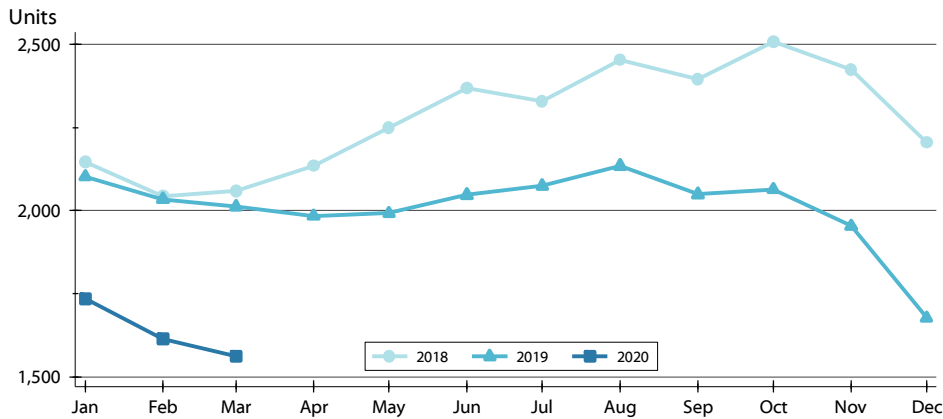
A total of 1,562 homes were available for sale in South Central Kansas at the end of March. This represents a 1.7 months' supply of active listings.

The median list price of homes on the market at the end of March was \$200,000, up 2.3% from 2019. The typical time on market for active listings was 43 days, down from 47 days a year earlier.

# ACTIVE LISTINGS ANALYSIS

**BY MONTH** >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 4/8/2020**



Month	2018	2019	2020
January	2,147	2,102	1,735
February	2,044	2,034	1,614
March	2,059	2,012	1,562
April	2,135	1,984	
May	2,250	1,992	
June	2,369	2,047	
July	2,329	2,074	
August	2,453	2,134	
September	2,395	2,049	
October	2,508	2,063	
November	2,425	1,953	
December	2,205	1,677	

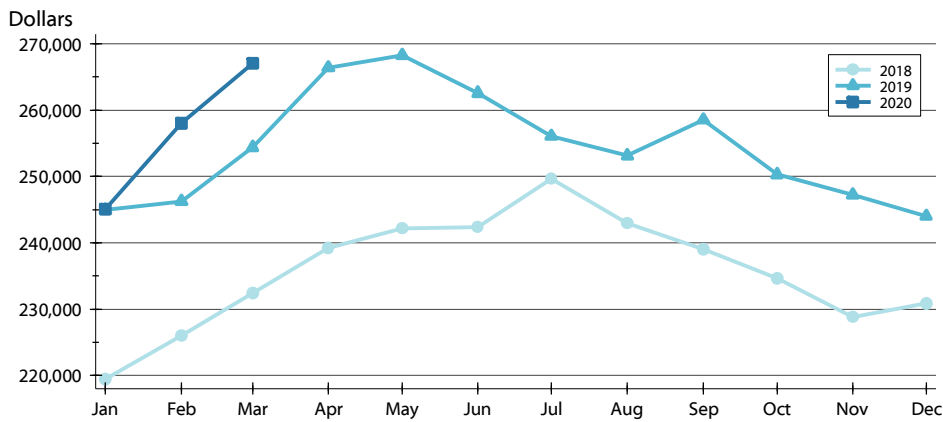
**BY PRICE RANGE** >>

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	48	3.1%	590	2.1	12,286	14,500	119	50	92.6%	100.0%
\$25,000-\$49,999	113	7.2%	4,304	2.4	38,088	37,000	153	78	93.4%	100.0%
\$50,000-\$99,999	277	17.7%	20,794	1.9	75,069	75,000	94	56	96.6%	100.0%
\$100,000-\$124,999	70	4.5%	7,928	0.9	113,256	115,000	84	60	97.0%	100.0%
\$125,000-\$149,999	72	4.6%	9,909	0.7	137,626	138,825	63	31	97.0%	100.0%
\$150,000-\$174,999	80	5.1%	13,012	0.8	162,644	163,000	52	23	98.1%	100.0%
\$175,000-\$199,999	106	6.8%	19,930	1.2	188,023	188,313	71	31	98.1%	100.0%
\$200,000-\$249,999	162	10.4%	36,887	1.6	227,697	229,850	67	22	98.8%	100.0%
\$250,000-\$299,999	131	8.4%	35,946	2.0	274,394	274,200	69	27	99.7%	100.0%
\$300,000-\$399,999	209	13.4%	73,400	3.1	351,195	346,364	93	43	99.1%	100.0%
\$400,000-\$499,999	107	6.9%	48,208	4.9	450,538	449,000	90	34	99.4%	100.0%
\$500,000-\$749,999	95	6.1%	59,368	11.9	624,931	629,900	137	78	97.8%	100.0%
\$750,000-\$999,999	35	2.2%	30,084	35.0	859,553	850,000	185	114	96.8%	100.0%
\$1,000,000 and up	30	1.9%	49,571	N/A	1,652,358	1,437,500	234	163	96.6%	100.0%
All price ranges	1,562	100.0%	417,141	1.9	267,055	200,000	94	43	97.6%	100.0%

# ACTIVE LISTINGS ANALYSIS

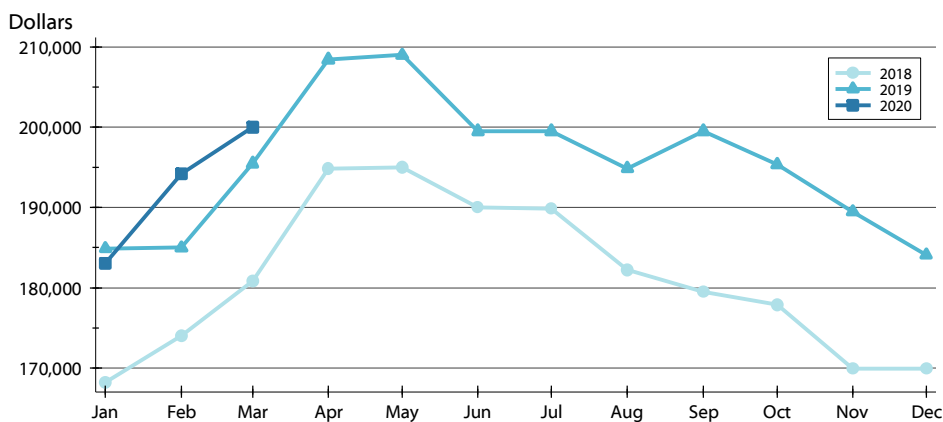
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 4/8/2020**

## AVERAGE PRICE



Month	2018	2019	2020
January	219,491	244,933	245,096
February	226,018	246,278	258,022
March	232,365	254,379	267,055
April	239,193	266,443	
May	242,156	268,251	
June	242,311	262,572	
July	249,623	256,102	
August	242,880	253,144	
September	238,982	258,524	
October	234,663	250,301	
November	228,794	247,242	
December	230,828	244,028	

## MEDIAN PRICE

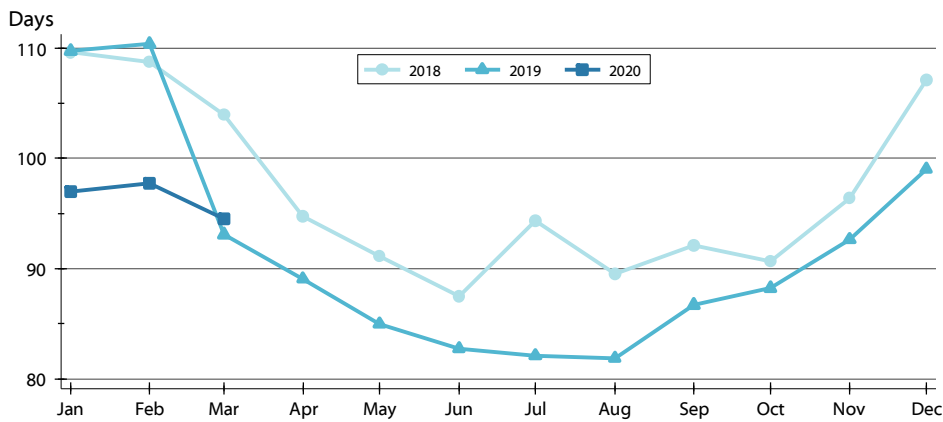


Month	2018	2019	2020
January	168,248	184,900	183,000
February	174,000	185,000	194,200
March	180,867	195,500	200,000
April	194,900	208,443	
May	195,000	209,000	
June	190,000	199,500	
July	189,900	199,500	
August	182,250	194,900	
September	179,500	199,500	
October	177,900	195,370	
November	169,900	189,500	
December	169,900	184,080	

# ACTIVE LISTINGS ANALYSIS

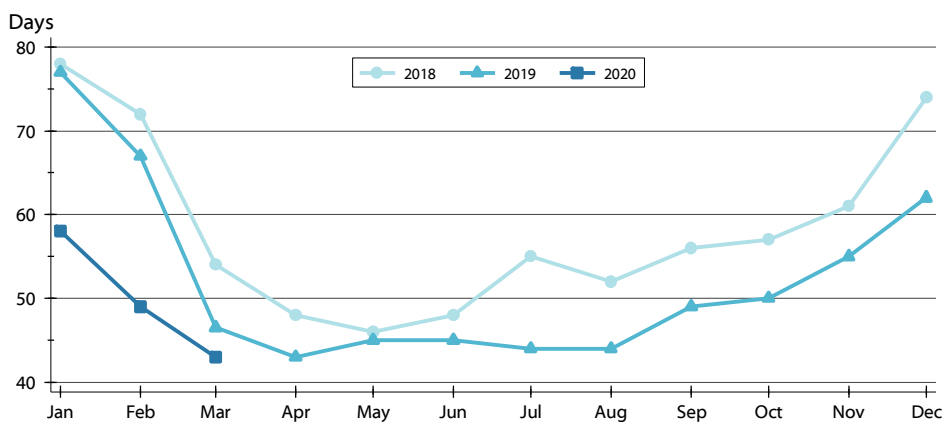
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 4/8/2020**

## AVERAGE DOM



Month	2018	2019	2020
January	110	110	97
February	109	110	98
March	104	93	94
April	95	89	
May	91	85	
June	87	83	
July	94	82	
August	90	82	
September	92	87	
October	91	88	
November	96	93	
December	107	99	

## MEDIAN DOM

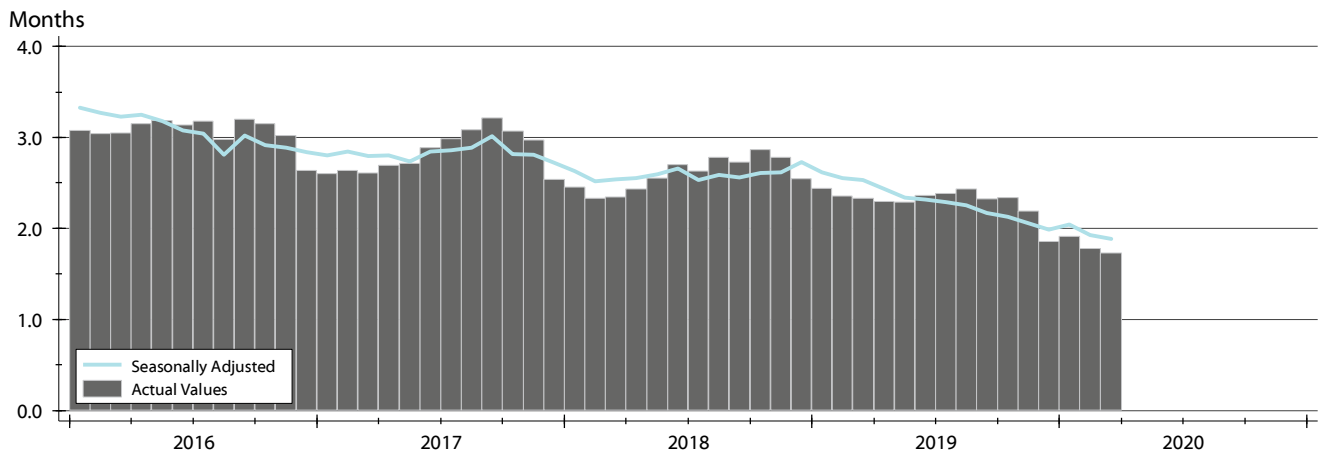


Month	2018	2019	2020
January	78	77	58
February	72	67	49
March	54	47	43
April	48	43	
May	46	45	
June	48	45	
July	55	44	
August	52	44	
September	56	49	
October	57	50	
November	61	55	
December	74	62	

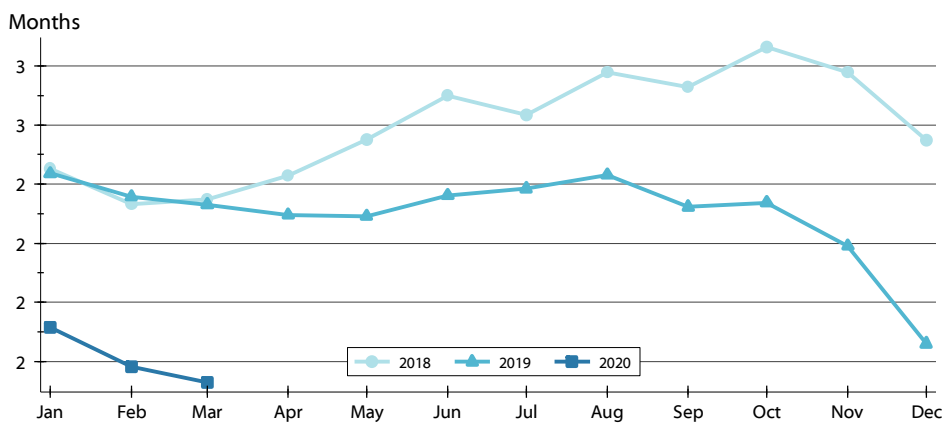
# MONTHS' SUPPLY ANALYSIS

**HISTORY** >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 4/8/2020**



**BY MONTH** >>

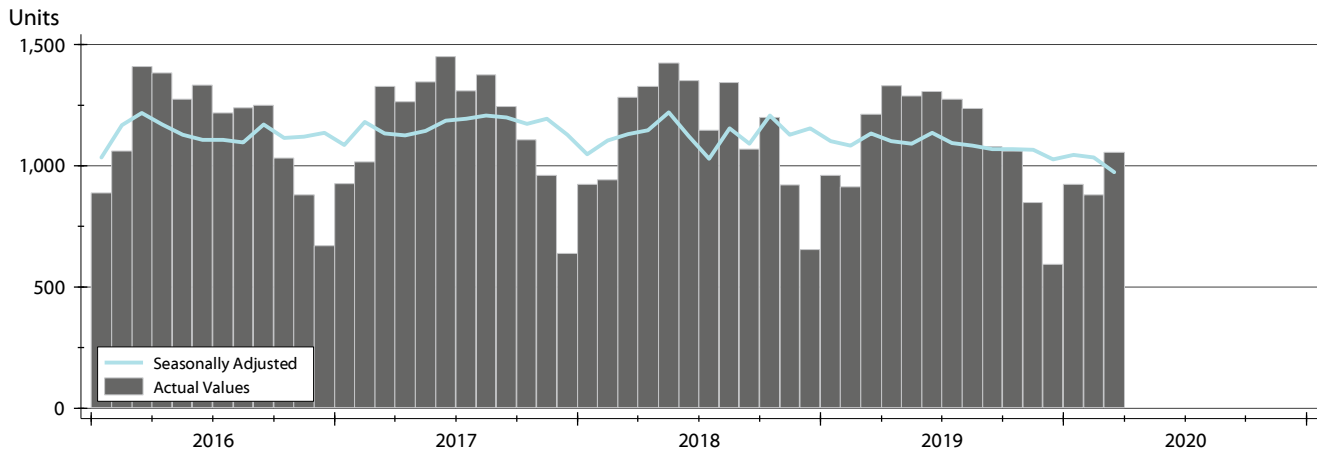


Month	2018	2019	2020
January	2.5	2.4	1.9
February	2.3	2.4	1.8
March	2.3	2.3	1.7
April	2.4	2.3	
May	2.6	2.3	
June	2.7	2.4	
July	2.6	2.4	
August	2.8	2.4	
September	2.7	2.3	
October	2.9	2.3	
November	2.8	2.2	
December	2.5	1.9	

# NEW LISTINGS ANALYSIS

**HISTORY** >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 4/8/2020**



**SUMMARY** >>

Summary Statistics for New Listings		March		
		2020	2019	Change
Current Month	New Listings	<b>1,055</b>	1,213	-13.0%
	Volume (1,000s)	<b>211,146</b>	229,223	-7.9%
	Average List Price	<b>200,138</b>	188,972	5.9%
	Median List Price	<b>170,000</b>	160,000	6.3%
YTD	New Listings	<b>2,858</b>	3,085	-7.4%
	Volume (1,000s)	<b>557,496</b>	595,047	-6.3%
	Average List Price	<b>195,065</b>	192,884	1.1%
	Median List Price	<b>162,500</b>	157,500	3.2%

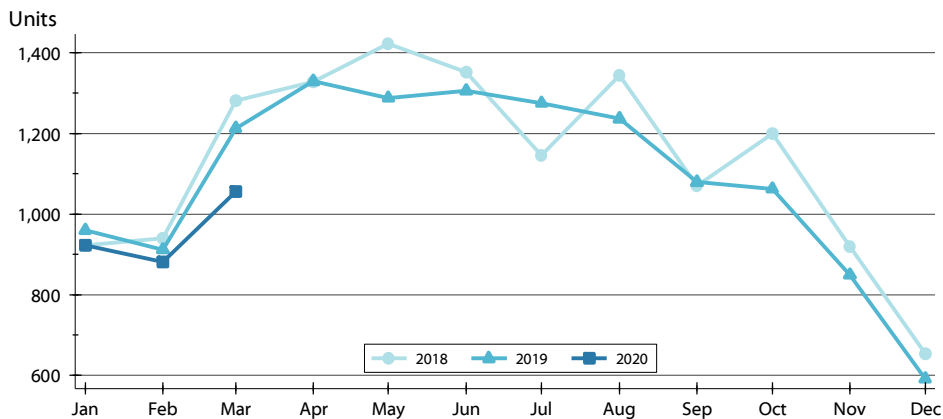
A total of 1,055 new listings were added in South Central Kansas during March, down 13.0% from the same month in 2019. Year-to-date South Central Kansas has seen 2,858 new listings.

The median list price of these homes was \$170,000 up from \$160,000 in 2019.

## NEW LISTINGS ANALYSIS

### BY MONTH >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 4/8/2020**



Month	2018	2019	2020
January	922	960	922
February	941	912	881
March	1,281	1,213	1,055
April	1,327	1,329	
May	1,422	1,288	
June	1,351	1,306	
July	1,145	1,275	
August	1,344	1,236	
September	1,070	1,079	
October	1,200	1,062	
November	919	849	
December	654	592	

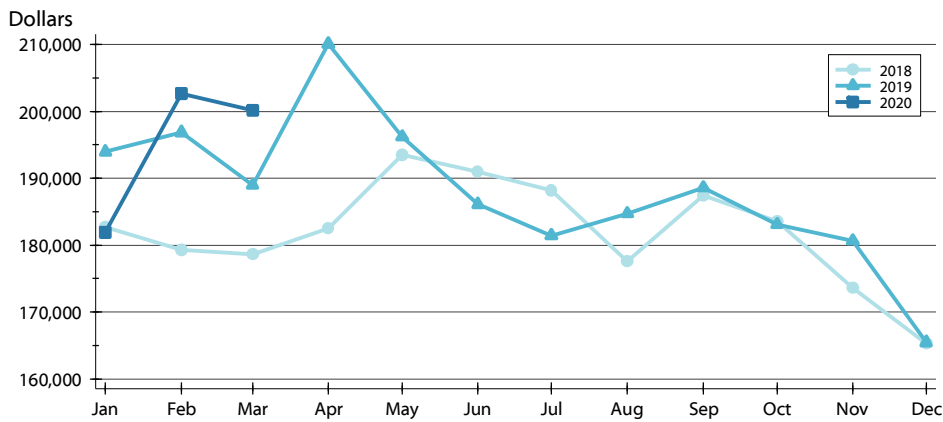
### BY PRICE RANGE >>

Price Range	New Listings			List Price	
	Number	Percent	Volume	Average	Median
Below \$25,000	32	3.0%	245	7,642	1,450
\$25,000-\$49,999	35	3.3%	1,393	39,803	39,900
\$50,000-\$99,999	187	17.7%	14,440	77,220	79,500
\$100,000-\$124,999	74	7.0%	8,424	113,834	115,000
\$125,000-\$149,999	96	9.1%	13,148	136,956	135,500
\$150,000-\$174,999	107	10.1%	17,339	162,048	160,000
\$175,000-\$199,999	123	11.7%	23,063	187,503	189,000
\$200,000-\$249,999	133	12.6%	30,010	225,640	225,000
\$250,000-\$299,999	77	7.3%	20,978	272,447	269,900
\$300,000-\$399,999	101	9.6%	34,569	342,264	334,990
\$400,000-\$499,999	39	3.7%	17,521	449,260	449,000
\$500,000-\$749,999	23	2.2%	14,145	615,009	579,900
\$750,000-\$999,999	7	0.7%	6,020	859,986	860,000
\$1,000,000 and up	4	0.4%	6,449	1,612,250	1,750,000
All price ranges	1,055	100.0%	211,146	200,138	170,000

# NEW LISTINGS ANALYSIS

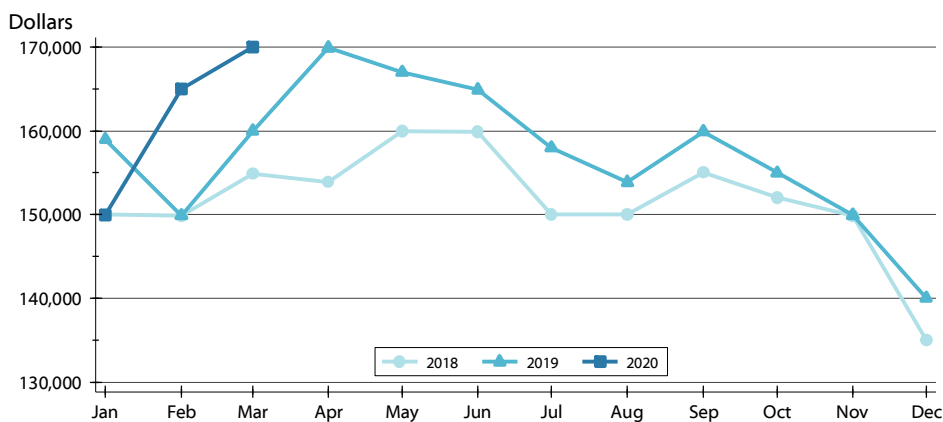
## AVERAGE PRICE >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 4/8/2020**



Month	2018	2019	2020
January	182,667	193,959	181,882
February	179,256	196,847	202,660
March	178,570	188,972	200,138
April	182,458	210,123	
May	193,521	196,241	
June	190,939	186,121	
July	188,154	181,417	
August	177,594	184,706	
September	187,412	188,600	
October	183,512	183,108	
November	173,602	180,689	
December	165,296	165,442	

## MEDIAN PRICE >>

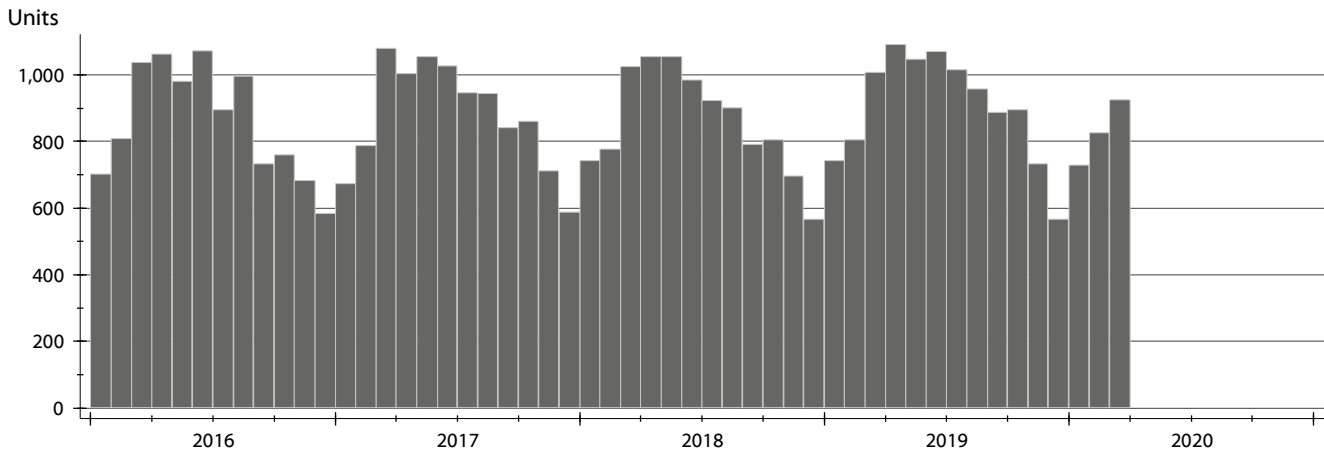


Month	2018	2019	2020
January	150,000	159,000	149,950
February	149,900	149,900	165,000
March	154,900	160,000	170,000
April	153,900	169,900	
May	160,000	167,000	
June	159,900	164,900	
July	150,000	158,000	
August	150,000	153,862	
September	155,000	159,900	
October	152,000	155,000	
November	149,900	149,925	
December	135,000	140,000	

# CONTRACTS WRITTEN ANALYSIS

**HISTORY** >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 4/8/2020**



**SUMMARY** >>

Summary Statistics for Contracts Written		March			Year-to-Date		
		2020	2019	Change	2020	2019	Change
Closed Listings		<b>924</b>	1,007	-8.2%	<b>2,480</b>	2,554	-2.9%
Volume (1,000s)		<b>164,911</b>	175,782	-6.2%	<b>442,514</b>	436,278	1.4%
Average	Sale Price	<b>178,476</b>	174,561	2.2%	<b>178,433</b>	170,821	4.5%
	Days on Market	<b>35</b>	44	-20.6%	<b>41</b>	49	-16.7%
	Percent of Original	<b>98.7%</b>	96.3%	2.4%	<b>97.0%</b>	95.8%	1.3%
Median	Sale Price	<b>160,000</b>	156,900	2.0%	<b>159,900</b>	149,900	6.7%
	Days on Market	<b>9</b>	14	-35.7%	<b>13</b>	21	-38.1%
	Percent of Original	<b>100.0%</b>	98.3%	1.7%	<b>100.0%</b>	97.9%	2.1%

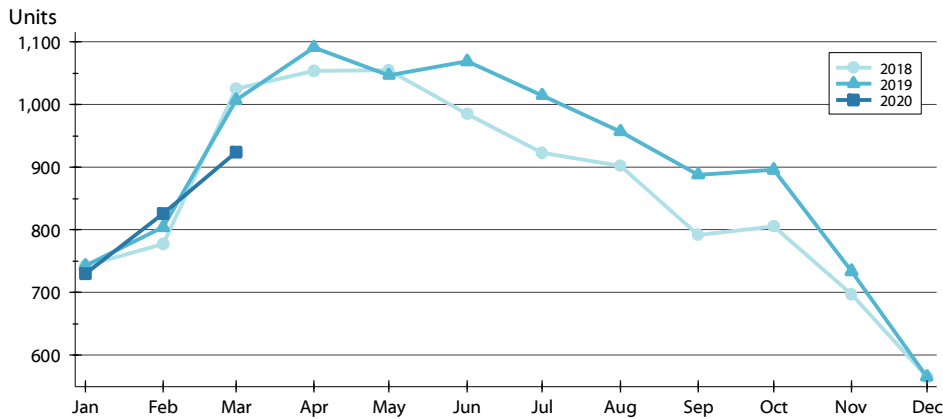
A total of 924 contracts for sale were written in South Central Kansas during the month of March, down from 1,007 in 2019. The median list price of these homes was \$160,000, up from \$156,900 the prior year.

Half of the homes that went under contract in March were on the market less than 9 days, compared to 14 days in March 2019.

# CONTRACTS WRITTEN ANALYSIS

## BY MONTH >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 4/8/2020**



Month	2018	2019	2020
January	743	743	730
February	778	804	826
March	1,025	1,007	924
April	1,054	1,091	
May	1,055	1,047	
June	985	1,069	
July	923	1,015	
August	902	957	
September	792	888	
October	805	896	
November	697	734	
December	566	566	

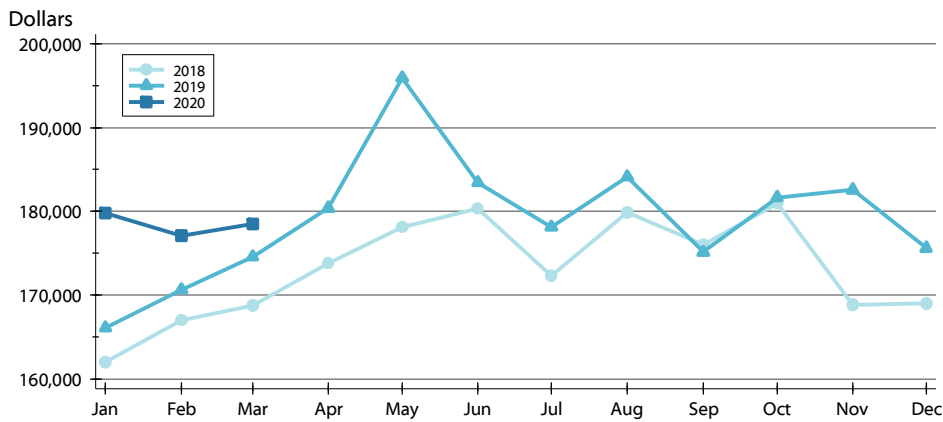
## BY PRICE RANGE >>

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	1.6%	246	16,433	17,500	63	47	92.1%	100.0%
\$25,000-\$49,999	39	4.2%	1,544	39,595	39,900	46	13	98.3%	100.0%
\$50,000-\$99,999	177	19.2%	14,054	79,402	82,500	48	13	97.5%	100.0%
\$100,000-\$124,999	76	8.2%	8,570	112,764	112,500	34	5	98.2%	100.0%
\$125,000-\$149,999	100	10.8%	13,682	136,824	135,000	24	6	98.8%	100.0%
\$150,000-\$174,999	87	9.4%	14,123	162,331	160,000	19	4	100.6%	100.0%
\$175,000-\$199,999	116	12.6%	21,777	187,733	189,000	20	5	99.1%	100.0%
\$200,000-\$249,999	124	13.4%	27,730	223,630	223,950	28	8	99.1%	100.0%
\$250,000-\$299,999	58	6.3%	15,891	273,982	274,291	30	7	98.6%	100.0%
\$300,000-\$399,999	74	8.0%	25,304	341,947	334,450	51	11	99.5%	100.0%
\$400,000-\$499,999	14	1.5%	6,334	452,410	447,500	25	10	99.4%	100.0%
\$500,000-\$749,999	11	1.2%	6,635	603,223	575,000	110	43	97.8%	100.0%
\$750,000-\$999,999	2	0.2%	1,644	822,000	822,000	150	150	96.8%	96.8%
\$1,000,000 and up	2	0.2%	2,200	1,099,995	1,099,995	81	81	100.0%	100.0%
All price ranges	924	100.0%	164,911	178,476	160,000	35	9	98.7%	100.0%

# CONTRACTS WRITTEN ANALYSIS

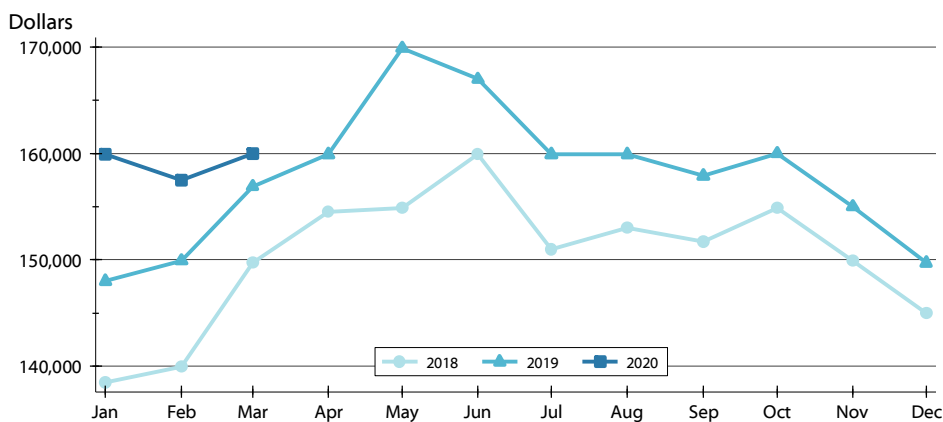
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 4/8/2020**

## AVERAGE PRICE >>



Month	2018	2019	2020
January	161,962	166,076	179,823
February	167,014	170,621	177,112
March	168,727	174,561	178,476
April	173,771	180,374	
May	178,081	195,942	
June	180,310	183,444	
July	172,342	178,127	
August	179,829	184,147	
September	175,985	175,124	
October	180,967	181,679	
November	168,869	182,535	
December	168,982	175,595	

## MEDIAN PRICE >>

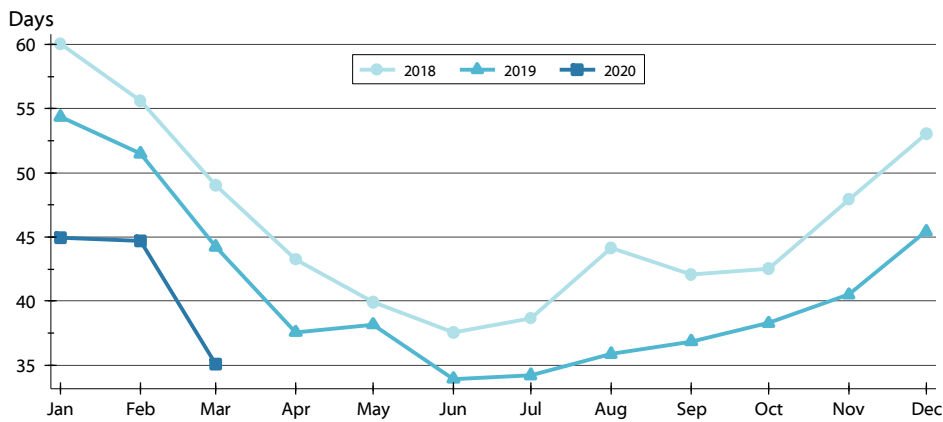


Month	2018	2019	2020
January	138,500	148,000	159,900
February	139,900	149,900	157,500
March	149,700	156,900	160,000
April	154,500	159,900	
May	154,900	169,900	
June	159,900	167,000	
July	150,975	159,900	
August	153,000	159,900	
September	151,700	157,900	
October	154,900	160,000	
November	149,900	155,000	
December	145,000	149,700	

# CONTRACTS WRITTEN ANALYSIS

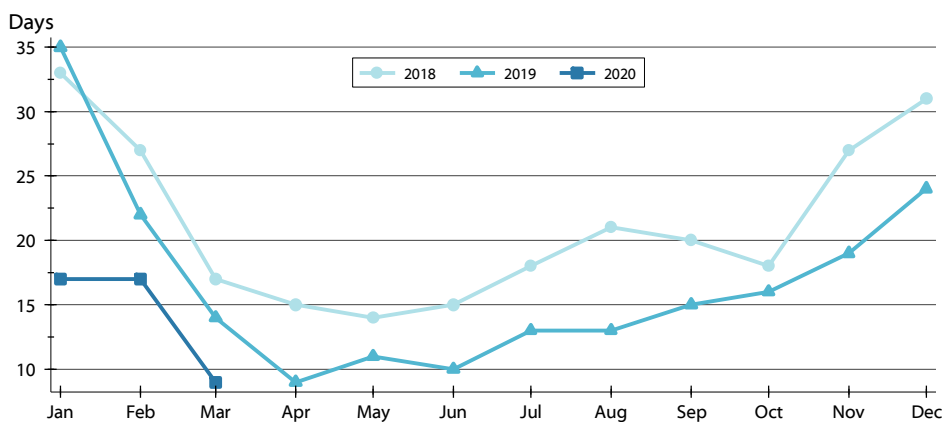
## AVERAGE DOM >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 4/8/2020**



Month	2018	2019	2020
January	60	54	45
February	56	51	45
March	49	44	35
April	43	38	
May	40	38	
June	38	34	
July	39	34	
August	44	36	
September	42	37	
October	43	38	
November	48	40	
December	53	45	

## MEDIAN DOM >>

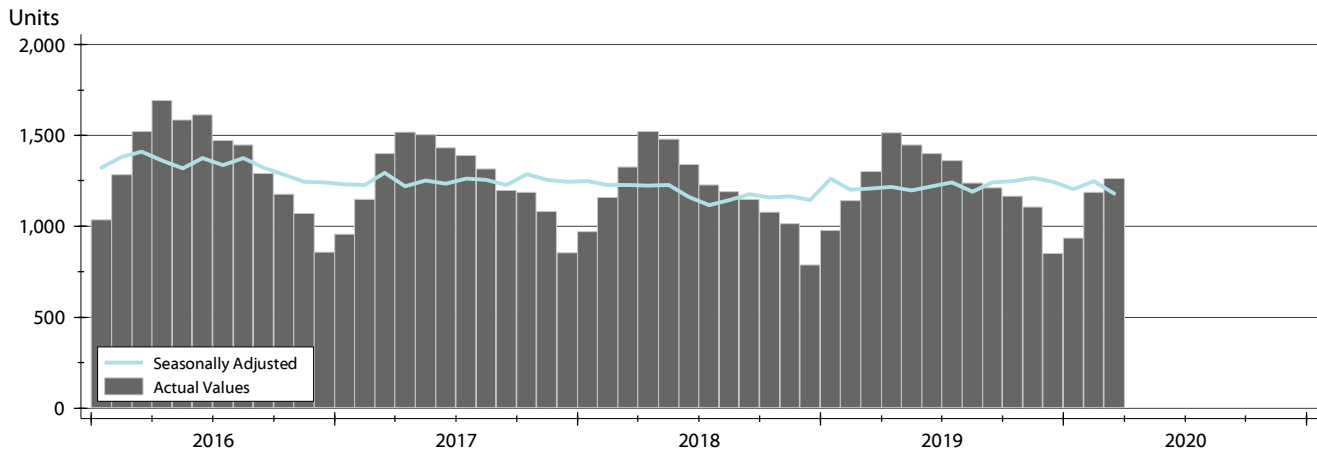


Month	2018	2019	2020
January	33	35	17
February	27	22	17
March	17	14	9
April	15	9	
May	14	11	
June	15	10	
July	18	13	
August	21	13	
September	20	15	
October	18	16	
November	27	19	
December	31	24	

# PENDING CONTRACTS ANALYSIS

**HISTORY** >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 4/8/2020**



**SUMMARY** >>

Summary Statistics		End of March		
for Active Listings		2020	2019	Change
Active Listings		<b>1,263</b>	1,300	-2.8%
Volume (1,000s)		<b>245,164</b>	240,528	1.9%
Average	List Price	<b>194,112</b>	185,022	4.9%
	Days on Market	<b>37</b>	45	-18.3%
	Percent of Original	<b>99.1%</b>	98.6%	0.5%
Median	List Price	<b>172,000</b>	164,900	4.3%
	Days on Market	<b>8</b>	14	-42.9%
	Percent of Original	<b>100.0%</b>	100.0%	0.0%

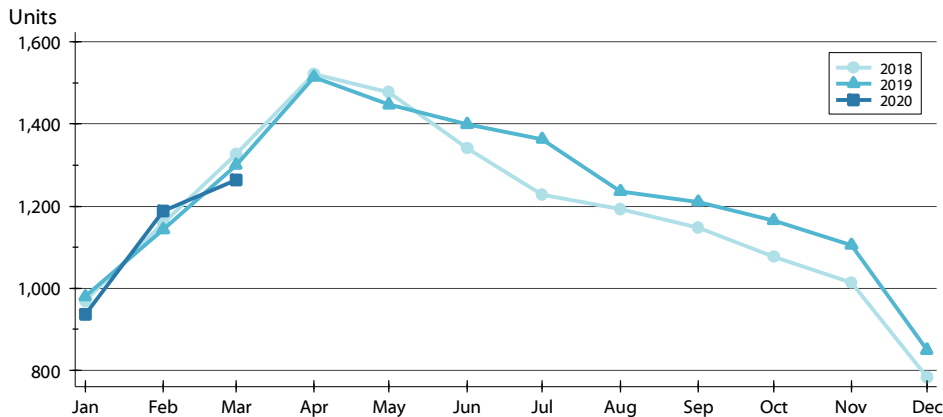
A total of 1,263 listings in South Central Kansas had contracts pending at the end of March, down from 1,300 contracts pending at the end of March 2019.

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 4/8/2020**



Month	2018	2019	2020
January	970	980	937
February	1,159	1,143	1,189
March	1,326	1,300	1,263
April	1,521	1,514	
May	1,477	1,447	
June	1,340	1,399	
July	1,228	1,363	
August	1,193	1,236	
September	1,148	1,211	
October	1,077	1,165	
November	1,014	1,105	
December	785	850	

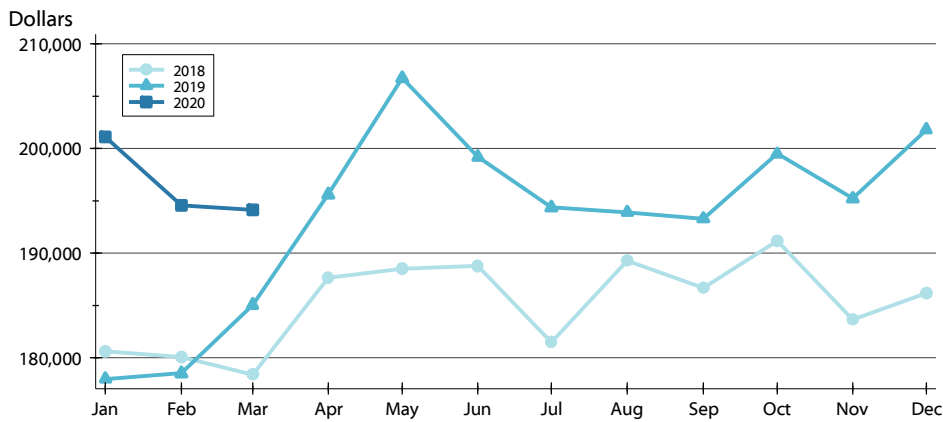
**BY PRICE RANGE** >>

Price Range	Contracts Written			List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median
Below \$25,000	10	0.8%	181	18,130	20,000	55	27	107.7%	100.0%
\$25,000-\$49,999	33	2.6%	1,362	41,270	41,900	68	30	102.1%	100.0%
\$50,000-\$99,999	235	18.6%	18,673	79,460	81,500	60	16	97.6%	100.0%
\$100,000-\$124,999	92	7.3%	10,348	112,476	112,700	41	7	98.2%	100.0%
\$125,000-\$149,999	132	10.5%	18,045	136,703	135,000	28	9	99.1%	100.0%
\$150,000-\$174,999	125	9.9%	20,340	162,722	162,000	25	5	99.1%	100.0%
\$175,000-\$199,999	149	11.8%	27,944	187,546	188,000	21	5	99.1%	100.0%
\$200,000-\$249,999	169	13.4%	37,767	223,475	220,000	28	7	99.6%	100.0%
\$250,000-\$299,999	106	8.4%	29,254	275,984	274,950	33	6	99.0%	100.0%
\$300,000-\$399,999	123	9.7%	42,055	341,914	335,000	34	2	100.4%	100.0%
\$400,000-\$499,999	36	2.9%	16,032	445,328	448,137	27	5	99.5%	100.0%
\$500,000-\$749,999	16	1.3%	9,235	577,213	565,520	69	23	98.7%	100.0%
\$750,000-\$999,999	4	0.3%	3,153	788,200	776,900	80	75	98.4%	100.0%
\$1,000,000 and up	3	0.2%	4,950	1,649,997	1,175,000	85	94	100.0%	100.0%
All price ranges	1,263	100.0%	245,164	194,112	172,000	37	8	99.1%	100.0%

# PENDING CONTRACTS ANALYSIS

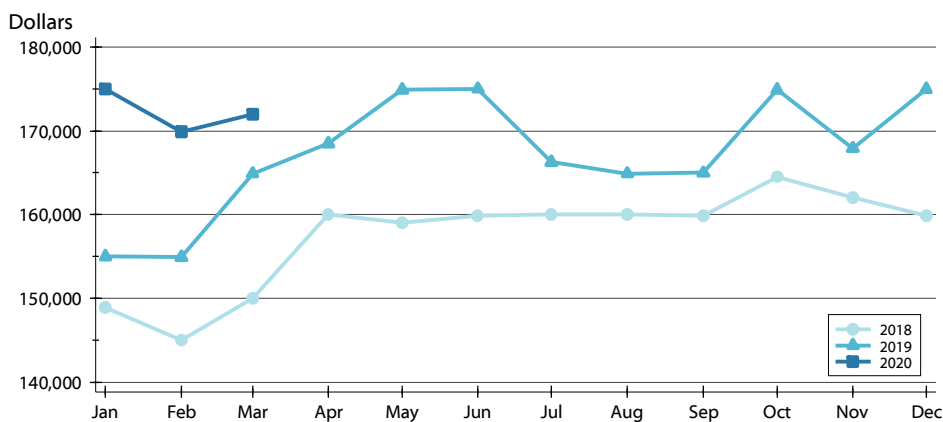
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 4/8/2020**

## AVERAGE PRICE >>



Month	2018	2019	2020
January	180,564	177,966	201,113
February	180,022	178,468	194,555
March	178,347	185,022	194,112
April	187,633	195,583	
May	188,503	206,721	
June	188,722	199,174	
July	181,440	194,369	
August	189,213	193,882	
September	186,663	193,256	
October	191,150	199,471	
November	183,647	195,210	
December	186,152	201,795	

## MEDIAN PRICE >>

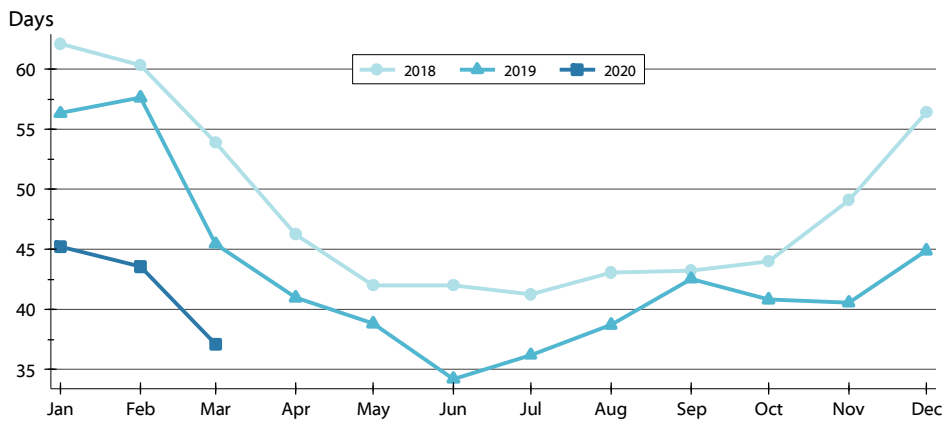


Month	2018	2019	2020
January	148,900	155,000	175,000
February	145,000	154,900	169,900
March	150,000	164,900	172,000
April	160,000	168,500	
May	159,000	174,900	
June	159,900	175,000	
July	160,000	166,250	
August	160,000	164,900	
September	159,900	165,000	
October	164,500	174,900	
November	162,000	167,900	
December	159,900	174,975	

# PENDING CONTRACTS ANALYSIS

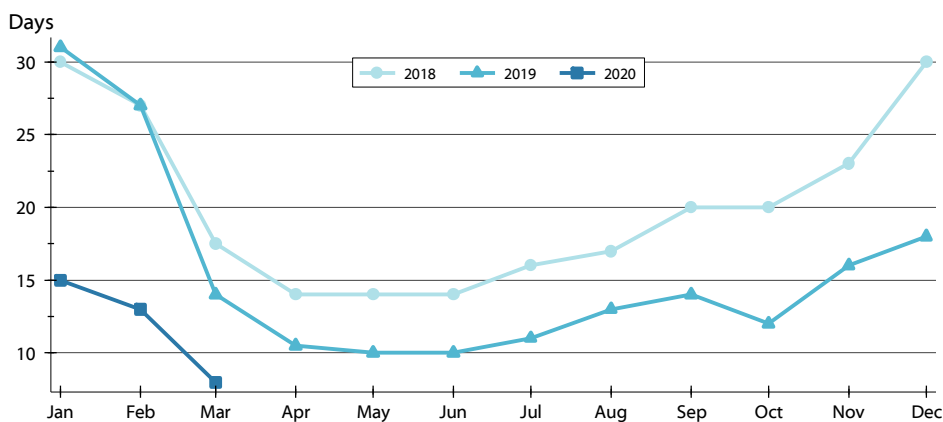
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 4/8/2020**

## AVERAGE DOM >>



Month	2018	2019	2020
January	62	56	45
February	60	58	44
March	54	45	37
April	46	41	
May	42	39	
June	42	34	
July	41	36	
August	43	39	
September	43	43	
October	44	41	
November	49	41	
December	56	45	

## MEDIAN DOM >>



Month	2018	2019	2020
January	30	31	15
February	27	27	13
March	18	14	8
April	14	11	
May	14	10	
June	14	10	
July	16	11	
August	17	13	
September	20	14	
October	20	12	
November	23	16	
December	30	18	



South Central Kansas MLS

## South Central Kansas MLS

170 W. Dewey, Wichita, KS 67202

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

May 13, 2020

### South Central Kansas MLS Releases Home Sales Figures for April 2020

Homes sales in South Central Kansas fell by 12.8% in April compared to the prior year. Sales in April 2020 totaled 782 units, down from 897 in 2019.

Among existing homes, 719 units sold in April, a decrease of 14.3% from 839 units that sold in 2019. The average sale price of existing homes was \$165,877. This represents an increase of 9.3% from the April 2019 average price of \$151,782.

For new construction, 63 sales occurred in April, up from 58 units the prior year, an increase of 8.6%. The average sale price of new homes in April was \$303,978, down 14.1% from the same period last year.

A total of 877 contracts for sale were written in April 2020, down from 1,091 in April 2019. This is a decrease of 19.6%. 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 1,579 units at the end of April, which is down from 1,984 homes that were on the market at the end of April last year. At the current rate of sales, this figure represents 1.8 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 Fell in April

Total home sales in South Central Kansas fell last month to 782 units, compared to 897 units in April 2019. Total sales volume was \$138.4 million, down from a year earlier.

The median sale price in April was \$161,450, up from \$145,000 a year earlier. Homes that sold in April were typically on the market for 10 days and sold for 100.0% 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 1,579 units, down from 1,984 at the same point in 2019. This represents a 1.8 months' supply of homes available for sale. The median list price of homes on the market at the end of April was \$204,000.

During April, a total of 877 contracts were written down from 1,091 in April 2019. At the end of the month, there were 1,355 contracts pending, compared to 1,514 at the end of April 2019.

### 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		April		
Summary Statistics		2020	2019	Change
Home Sales		782	897	-12.8%
Active Listings		1,579	1,984	-20.4%
Months' Supply		1.8	2.3	-23.1%
New Listings		966	1,330	-27.4%
Contracts Written		877	1,091	-19.6%
Pending Contracts		1,355	1,514	-10.5%
Sales Volume (1,000s)		138,416	147,866	-6.4%
Average	Sale Price	177,003	164,845	7.4%
	List Price of Actives	267,767	266,443	0.5%
	Days on Market	37	41	-8.8%
	Percent of List	98.5%	97.9%	0.6%
	Percent of Original	96.9%	96.6%	0.3%
Median	Sale Price	161,450	145,000	11.3%
	List Price of Actives	204,000	208,443	-2.1%
	Days on Market	10	13	-23.1%
	Percent of List	100.0%	100.0%	0.0%
	Percent of Original	99.2%	98.6%	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



# THREE-YEAR COMPARISONS

## SUMMARY >>

### BREAKDOWNS BY HOME TYPE ENTIRE MLS SYSTEM AS OF 5/11/2020

April MLS Statistics		2020			2019			2018			
By Property Type		Total	Existing	New	Total	Existing	New	Total	Existing	New	
Home Sales		<b>782</b>	<b>719</b>	<b>63</b>	897	839	58	886	819	67	
	Change from prior year	-12.8%	-14.3%	8.6%	1.2%	2.4%	-13.4%	2.5%	1.5%	17.5%	
Active Listings		<b>1,579</b>	<b>1,326</b>	<b>253</b>	1,984	1,688	296	2,135	1,895	240	
	Change from prior year	-20.4%	-21.4%	-14.5%	-7.1%	-10.9%	23.3%	-8.4%	-8.1%	-10.1%	
Months' Supply		<b>1.8</b>	<b>1.6</b>	<b>3.9</b>	2.3	2.1	4.9	2.4	2.3	4.1	
	Change from prior year	-23.1%	-23.8%	-20.5%	-5.5%	-9.2%	20.6%	-9.9%	-9.7%	-10.2%	
New Listings		<b>966</b>	<b>899</b>	<b>67</b>	1,330	1,242	88	1,327	1,249	78	
	Change from prior year	-27.4%	-27.6%	-23.9%	0.2%	-0.6%	12.8%	5.0%	5.9%	-8.2%	
Contracts Written		<b>877</b>	<b>827</b>	<b>50</b>	1,091	1,020	71	1,054	985	69	
	Change from prior year	-19.6%	-18.9%	-29.6%	3.5%	3.6%	2.9%	5.1%	5.6%	-1.4%	
Pending Contracts		<b>1,355</b>	<b>1,165</b>	<b>190</b>	1,514	1,332	182	1,521	1,335	186	
	Change from prior year	-10.5%	-12.5%	4.4%	-0.5%	-0.2%	-2.2%	0.2%	-0.7%	7.5%	
Sales Volume (1,000s)		<b>138,416</b>	<b>119,266</b>	<b>19,151</b>	147,866	127,345	20,521	143,875	123,339	20,536	
	Change from prior year	-6.4%	-6.3%	-6.7%	2.8%	3.2%	-0.1%	8.1%	5.2%	29.5%	
Average	Sale Price	<b>177,003</b>	<b>165,877</b>	<b>303,979</b>	164,845	151,782	353,811	162,387	150,597	306,505	
		Change from prior year	7.4%	9.3%	-14.1%	1.5%	0.8%	15.4%	5.4%	3.6%	10.2%
	List Price of Actives	<b>267,767</b>	<b>251,004</b>	<b>352,839</b>	266,443	255,703	326,350	239,193	227,884	326,035	
		Change from prior year	0.5%	-1.8%	8.1%	11.4%	12.2%	0.1%	5.9%	7.6%	-1.4%
	Days on Market	<b>37</b>	<b>37</b>	<b>39</b>	41	39	71	52	45	129	
		Change from prior year	-8.8%	-4.3%	-45.1%	-20.7%	-14.3%	-44.7%	8.9%	3.2%	33.2%
Percent of List		<b>98.5%</b>	<b>98.2%</b>	<b>102.6%</b>	97.9%	97.6%	102.0%	98.1%	97.9%	100.8%	
		Change from prior year	0.6%	0.5%	0.6%	-0.2%	-0.2%	1.2%	0.7%	0.8%	-0.9%
	Percent of Original	<b>96.9%</b>	<b>96.3%</b>	<b>103.1%</b>	96.6%	96.1%	103.1%	96.4%	95.9%	102.2%	
	Change from prior year	0.3%	0.2%	0.1%	0.2%	0.2%	0.8%	1.2%	1.3%	-0.3%	
Median	Sale Price	<b>161,450</b>	<b>155,500</b>	<b>282,260</b>	145,000	138,000	283,333	145,000	139,000	267,077	
		Change from prior year	11.3%	12.7%	-0.4%	0.0%	-0.7%	6.1%	7.4%	5.3%	10.6%
	List Price of Actives	<b>204,000</b>	<b>179,000</b>	<b>299,960</b>	208,443	178,500	290,500	194,900	171,900	286,200	
		Change from prior year	-2.1%	0.3%	3.3%	6.9%	3.8%	1.5%	9.8%	10.2%	2.8%
	Days on Market	<b>10</b>	<b>10</b>	<b>0</b>	13	13	4	18	18	95	
		Change from prior year	-23.1%	-23.1%	-100.0%	-27.8%	-27.8%	-96.3%	-5.3%	-5.3%	493.8%
Percent of List	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	100.0%	99.2%	100.0%	99.3%	98.9%	100.0%		
	Change from prior year	0.0%	0.8%	0.0%	0.7%	0.3%	0.0%	0.1%	0.0%	0.0%	
Percent of Original	<b>99.2%</b>	<b>98.6%</b>	<b>101.3%</b>	98.6%	98.1%	100.7%	98.3%	97.9%	100.8%		
	Change from prior year	0.6%	0.5%	0.6%	0.3%	0.1%	-0.1%	0.6%	0.6%	0.8%	

## YEAR-TO-DATE STATISTICS

### SUMMARY >>

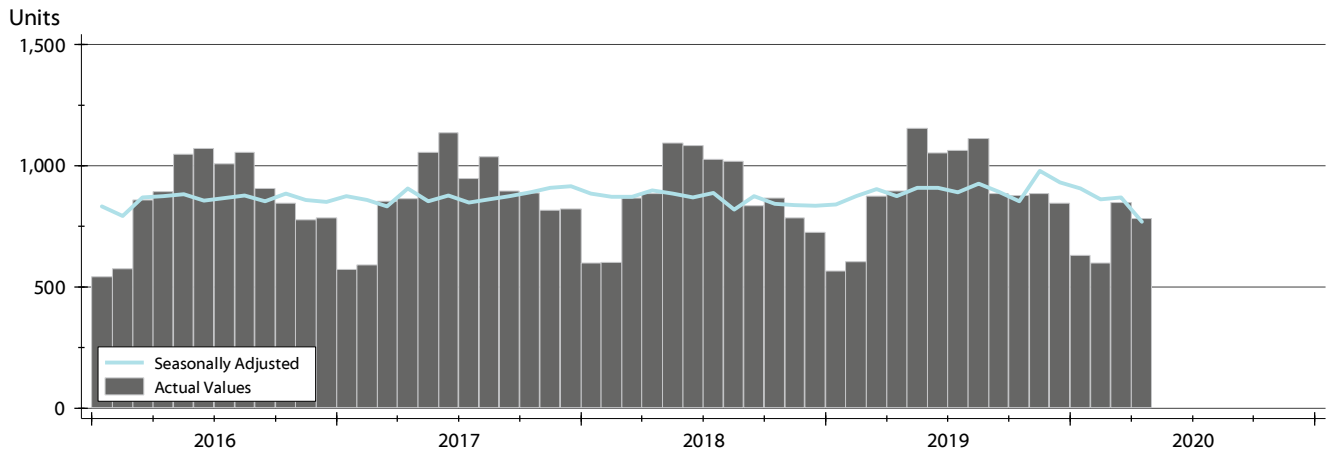
### YTD BREAKDOWNS BY HOME TYPE ENTIRE MLS SYSTEM AS OF 5/11/2020

Year-to-Date Activity		2020			2019			2018		
By Property Type		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		<b>2,856</b>	<b>2,633</b>	<b>223</b>	2,940	2,744	196	2,952	2,733	219
Change from prior year		-2.9%	-4.0%	13.8%	-0.4%	0.4%	-10.5%	2.5%	1.8%	12.3%
New Listings		<b>3,876</b>	<b>3,611</b>	<b>265</b>	4,416	4,076	340	4,471	4,167	304
Change from prior year		-12.2%	-11.4%	-22.1%	-1.2%	-2.2%	11.8%	-1.4%	-0.6%	-11.1%
Contracts Written		<b>3,339</b>	<b>3,126</b>	<b>213</b>	3,646	3,402	244	3,600	3,317	283
Change from prior year		-8.4%	-8.1%	-12.7%	1.3%	2.6%	-13.8%	1.6%	1.4%	4.0%
Sales Volume (1,000s)		<b>495,301</b>	<b>428,231</b>	<b>67,071</b>	473,149	410,033	63,116	461,250	394,438	66,812
Change from prior year		4.7%	4.4%	6.3%	2.6%	4.0%	-5.5%	7.1%	5.4%	18.7%
Average	Sale Price	<b>173,425</b>	<b>162,640</b>	<b>300,765</b>	160,935	149,429	322,018	156,250	144,324	305,077
	Change from prior year	7.8%	8.8%	-6.6%	3.0%	3.5%	5.6%	4.5%	3.5%	5.7%
	Days on Market	<b>42</b>	<b>41</b>	<b>55</b>	50	49	65	55	50	117
	Change from prior year	-16.0%	-16.3%	-16.4%	-8.4%	-1.4%	-44.2%	-2.3%	-7.7%	36.4%
Percent of List	Percent of List	<b>97.9%</b>	<b>97.6%</b>	<b>102.2%</b>	97.5%	97.2%	102.4%	97.6%	97.2%	101.6%
	Change from prior year	0.4%	0.4%	-0.2%	0.0%	-0.1%	0.8%	0.6%	0.6%	0.2%
	Percent of Original	<b>96.2%</b>	<b>95.6%</b>	<b>103.0%</b>	95.4%	94.8%	103.3%	95.4%	94.8%	102.2%
	Change from prior year	0.9%	0.9%	-0.3%	0.0%	0.0%	1.1%	1.0%	1.0%	0.1%
Median	Sale Price	<b>156,000</b>	<b>147,500</b>	<b>290,066</b>	141,417	133,000	275,000	135,000	128,750	268,000
	Change from prior year	10.3%	10.9%	5.5%	4.8%	3.3%	2.6%	3.8%	3.0%	6.3%
	Days on Market	<b>15</b>	<b>16</b>	<b>0</b>	23	25	1	27	26	55
	Change from prior year	-34.8%	-36.0%	-100.0%	-14.8%	-3.8%	-99.1%	-3.6%	-10.3%	243.8%
Percent of List	Percent of List	<b>99.8%</b>	<b>99.3%</b>	<b>100.0%</b>	99.0%	98.7%	100.0%	98.9%	98.5%	100.0%
	Change from prior year	0.8%	0.6%	0.0%	0.1%	0.2%	0.0%	0.1%	0.1%	0.0%
	Percent of Original	<b>98.4%</b>	<b>97.9%</b>	<b>101.1%</b>	97.6%	97.1%	100.9%	97.4%	97.0%	100.8%
	Change from prior year	0.9%	0.8%	0.2%	0.1%	0.1%	0.1%	0.3%	0.4%	0.7%

# CLOSED LISTINGS ANALYSIS

**HISTORY** >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 5/11/2020**



**SUMMARY** >>

Summary Statistics for Closed Listings		April			Year-to-Date		
		2020	2019	Change	2020	2019	Change
Closed Listings		<b>782</b>	897	-12.8%	<b>2,856</b>	2,940	-2.9%
Volume (1,000s)		<b>138,416</b>	147,866	-6.4%	<b>495,301</b>	473,149	4.7%
Average	Sale Price	<b>177,003</b>	164,845	7.4%	<b>173,425</b>	160,935	7.8%
	Days on Market	<b>37</b>	41	-8.8%	<b>42</b>	50	-16.0%
	Percent of List	<b>98.5%</b>	97.9%	0.6%	<b>97.9%</b>	97.5%	0.4%
	Percent of Original	<b>96.9%</b>	96.6%	0.3%	<b>96.2%</b>	95.4%	0.9%
Median	Sale Price	<b>161,450</b>	145,000	11.3%	<b>156,000</b>	141,417	10.3%
	Days on Market	<b>10</b>	13	-23.1%	<b>15</b>	23	-34.8%
	Percent of List	<b>100.0%</b>	100.0%	0.0%	<b>99.8%</b>	99.0%	0.8%
	Percent of Original	<b>99.2%</b>	98.6%	0.6%	<b>98.4%</b>	97.6%	0.9%

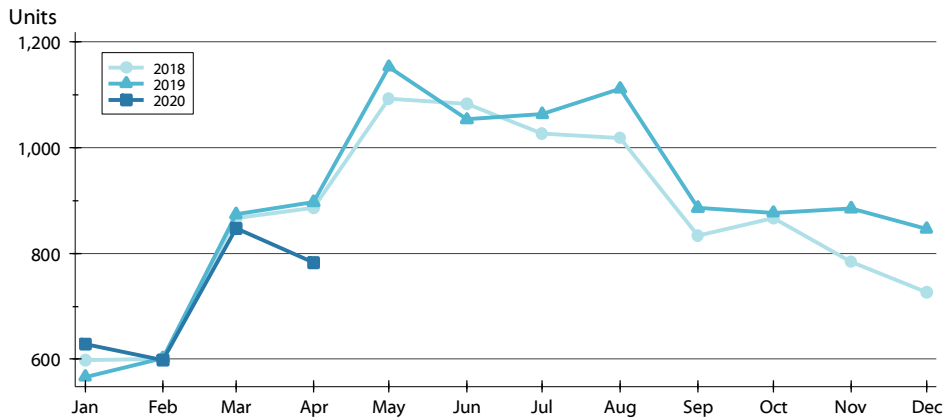
A total of 782 homes sold in South Central Kansas in April, down from 897 units in April 2019. Total sales volume fell to \$138.4 million compared to \$147.9 million in the previous year.

The median sales price in April was \$161,450, up 11.3% compared to the prior year. Median days on market was 10 days, down from 14 days in March, and down from 13 in April 2019.

# CLOSED LISTINGS ANALYSIS

**BY MONTH** >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 5/11/2020**



Month	2018	2019	2020
January	598	567	629
February	601	602	598
March	867	874	847
April	886	897	782
May	1,093	1,153	
June	1,083	1,053	
July	1,027	1,063	
August	1,018	1,111	
September	834	886	
October	867	877	
November	784	885	
December	726	846	

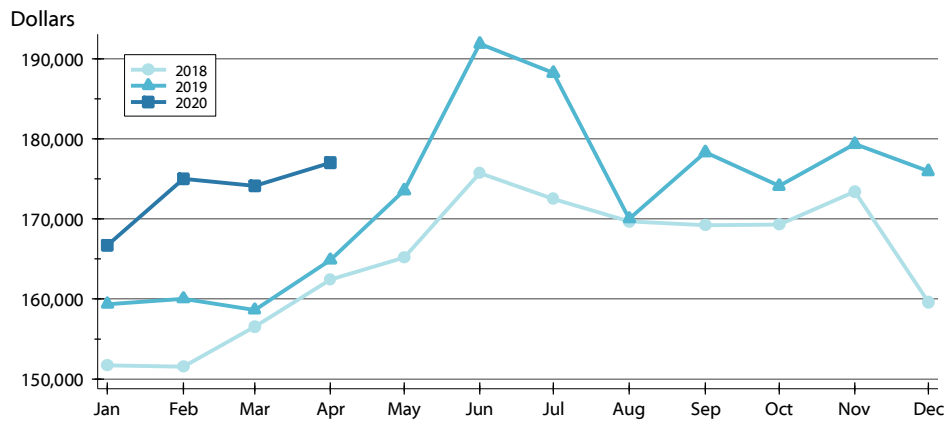
**BY PRICE RANGE** >>

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	18	2.3%	302	16,778	18,500	64	37	92.0%	100.0%	76.9%	80.0%
\$25,000-\$49,999	39	5.0%	1,491	38,226	40,000	55	31	94.8%	93.9%	91.3%	90.8%
\$50,000-\$99,999	148	18.9%	11,226	75,848	76,750	53	26	96.8%	98.2%	94.5%	96.8%
\$100,000-\$124,999	64	8.2%	7,170	112,034	112,250	29	8	98.3%	100.0%	96.4%	98.2%
\$125,000-\$149,999	75	9.6%	10,237	136,487	136,000	30	9	99.6%	100.0%	99.1%	100.0%
\$150,000-\$174,999	84	10.7%	13,537	161,151	160,000	28	5	99.8%	100.0%	98.7%	100.0%
\$175,000-\$199,999	97	12.4%	18,078	186,371	185,000	33	7	99.0%	100.0%	97.6%	100.0%
\$200,000-\$249,999	107	13.7%	23,961	223,938	222,000	26	10	99.6%	100.0%	99.0%	100.0%
\$250,000-\$299,999	62	7.9%	16,879	272,234	270,000	25	6	99.3%	100.0%	98.4%	100.0%
\$300,000-\$399,999	61	7.8%	20,792	340,858	335,000	46	12	100.1%	100.0%	99.2%	100.0%
\$400,000-\$499,999	19	2.4%	8,160	429,490	425,000	41	20	98.9%	98.3%	98.4%	97.9%
\$500,000-\$749,999	6	0.8%	3,634	605,700	605,853	59	20	98.8%	99.9%	98.2%	98.4%
\$750,000-\$999,999	1	0.1%	750	750,000	750,000	130	130	88.3%	88.3%	88.3%	88.3%
\$1,000,000 and up	1	0.1%	2,200	2,200,000	2,200,000	94	94	80.0%	80.0%	80.0%	80.0%
All price ranges	782	100.0%	138,416	177,003	161,450	37	10	98.5%	100.0%	96.9%	99.2%

# CLOSED LISTINGS ANALYSIS

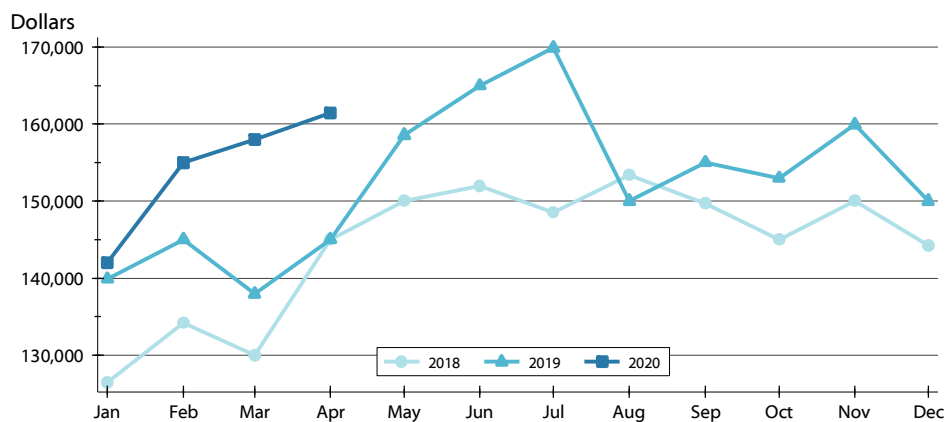
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 5/11/2020**

## AVERAGE PRICE >>



Month	2018	2019	2020
January	151,661	159,319	166,676
February	151,459	159,997	174,955
March	156,465	158,616	174,053
April	162,387	164,845	177,003
May	165,156	173,511	174,000
June	175,695	191,834	192,000
July	172,443	188,175	188,000
August	169,620	170,000	170,000
September	169,187	178,263	170,000
October	169,281	174,082	170,000
November	173,356	179,318	170,000
December	159,588	175,924	170,000

## MEDIAN PRICE >>

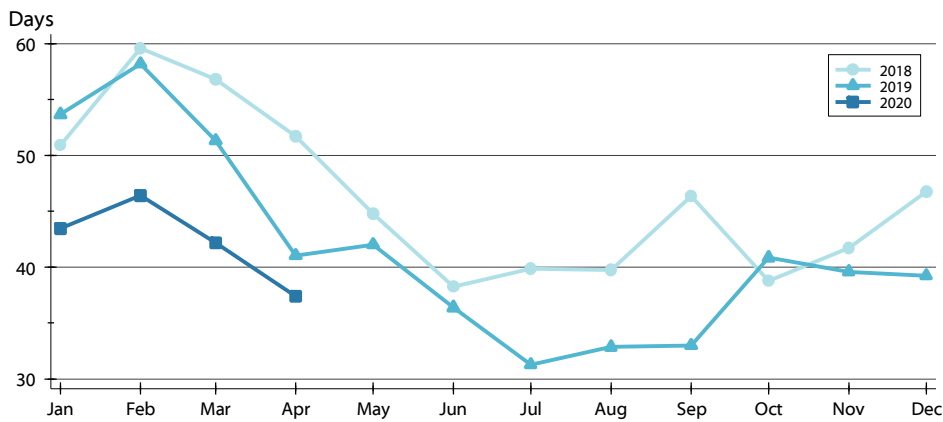


Month	2018	2019	2020
January	126,500	139,900	142,000
February	134,150	145,000	155,000
March	130,000	137,950	158,000
April	145,000	145,000	161,450
May	150,000	158,577	150,000
June	152,000	165,000	150,000
July	148,500	169,900	170,000
August	153,350	150,000	150,000
September	149,700	155,000	150,000
October	145,000	153,000	150,000
November	150,000	159,900	150,000
December	144,250	150,000	150,000

# CLOSED LISTINGS ANALYSIS

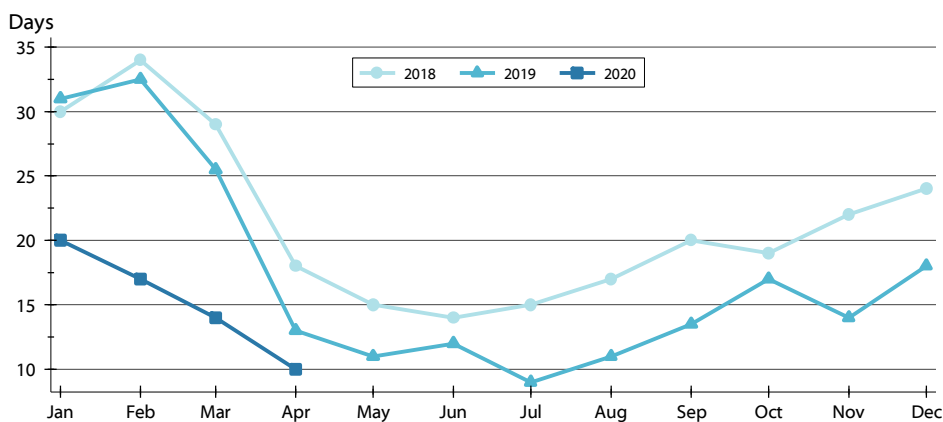
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 5/11/2020**

## AVERAGE DOM >>



Month	2018	2019	2020
January	51	54	43
February	60	58	46
March	57	51	42
April	52	41	37
May	45	42	
June	38	36	
July	40	31	
August	40	33	
September	46	33	
October	39	41	
November	42	40	
December	47	39	

## MEDIAN DOM >>

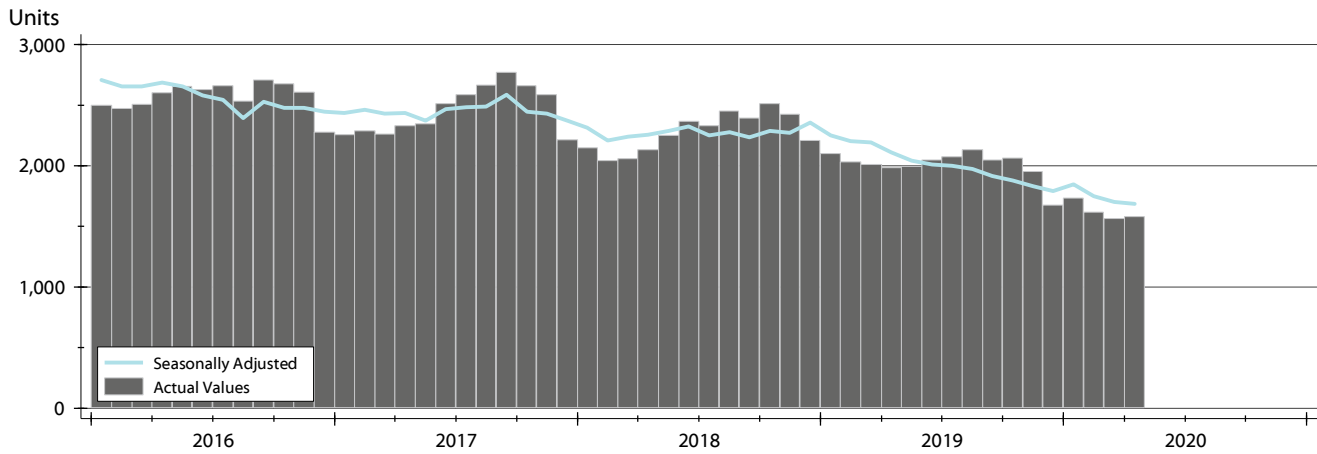


Month	2018	2019	2020
January	30	31	20
February	34	33	17
March	29	26	14
April	18	13	10
May	15	11	
June	14	12	
July	15	9	
August	17	11	
September	20	14	
October	19	17	
November	22	14	
December	24	18	

# ACTIVE LISTINGS ANALYSIS

**HISTORY** >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 5/11/2020**



**SUMMARY** >>

Summary Statistics for Active Listings		End of April		
		2020	2019	Change
Active Listings		<b>1,579</b>	1,984	-20.4%
Months' Supply		<b>1.8</b>	2.3	-23.1%
Volume (1,000s)		<b>422,804</b>	528,624	-20.0%
Average	List Price	<b>267,767</b>	266,443	0.5%
	Days on Market	<b>92</b>	89	3.1%
	Percent of Original	<b>97.9%</b>	97.9%	0.0%
Median	List Price	<b>204,000</b>	208,443	-2.1%
	Days on Market	<b>49</b>	43	14.0%
	Percent of Original	<b>100.0%</b>	100.0%	0.0%

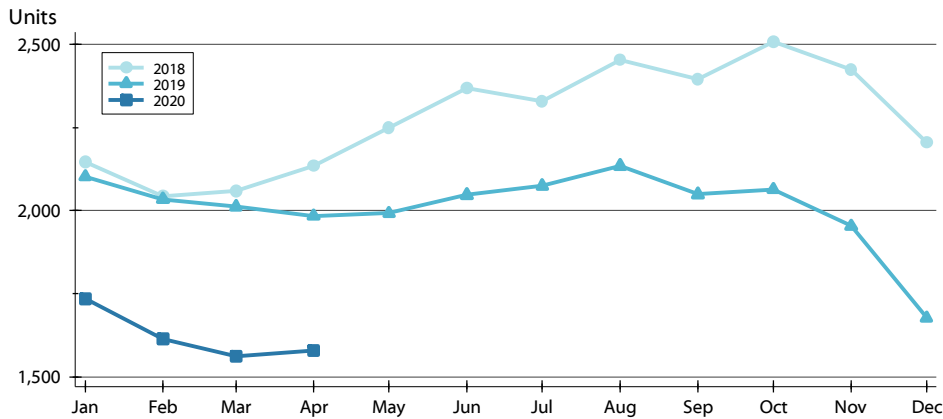
A total of 1,579 homes were available for sale in South Central Kansas at the end of April. This represents a 1.8 months' supply of active listings.

The median list price of homes on the market at the end of April was \$204,000, down 2.1% from 2019. The typical time on market for active listings was 49 days, up from 43 days a year earlier.

# ACTIVE LISTINGS ANALYSIS

**BY MONTH** >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 5/11/2020**



Month	2018	2019	2020
January	2,147	2,102	1,735
February	2,044	2,034	1,614
March	2,059	2,012	1,562
April	2,135	1,984	1,579
May	2,250	1,992	-
June	2,369	2,047	-
July	2,329	2,074	-
August	2,453	2,134	-
September	2,395	2,049	-
October	2,508	2,063	-
November	2,425	1,953	-
December	2,205	1,677	-

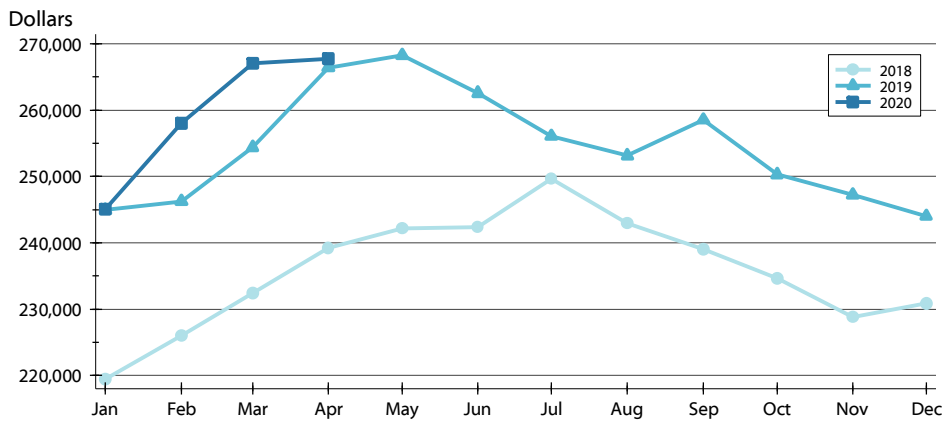
**BY PRICE RANGE** >>

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	39	2.5%	521	2.2	13,346	15,000	142	46	93.6%	100.0%
\$25,000-\$49,999	118	7.5%	4,546	3.0	38,527	39,000	144	87	93.9%	100.0%
\$50,000-\$99,999	257	16.3%	19,619	1.7	76,338	77,000	101	62	96.3%	100.0%
\$100,000-\$124,999	58	3.7%	6,652	0.9	114,681	115,000	92	53	98.1%	100.0%
\$125,000-\$149,999	75	4.7%	10,320	1.0	137,606	138,900	68	44	98.1%	100.0%
\$150,000-\$174,999	97	6.1%	15,857	1.2	163,471	164,900	46	31	98.9%	100.0%
\$175,000-\$199,999	113	7.2%	21,127	1.2	186,964	185,000	57	23	98.6%	100.0%
\$200,000-\$249,999	161	10.2%	36,451	1.5	226,403	226,099	61	30	99.0%	100.0%
\$250,000-\$299,999	145	9.2%	39,904	2.3	275,200	274,800	58	29	100.0%	100.0%
\$300,000-\$399,999	208	13.2%	73,086	3.4	351,373	349,568	85	39	99.5%	100.0%
\$400,000-\$499,999	116	7.3%	52,048	6.1	448,691	445,051	91	43	99.3%	100.0%
\$500,000-\$749,999	91	5.8%	56,551	15.2	621,445	619,000	145	81	97.6%	100.0%
\$750,000-\$999,999	29	1.8%	25,221	29.0	869,702	865,000	217	130	95.8%	100.0%
\$1,000,000 and up	30	1.9%	49,655	30.0	1,655,167	1,487,500	251	144	96.9%	100.0%
All price ranges	1,579	100.0%	422,804	2.0	267,767	204,000	92	49	97.9%	100.0%

# ACTIVE LISTINGS ANALYSIS

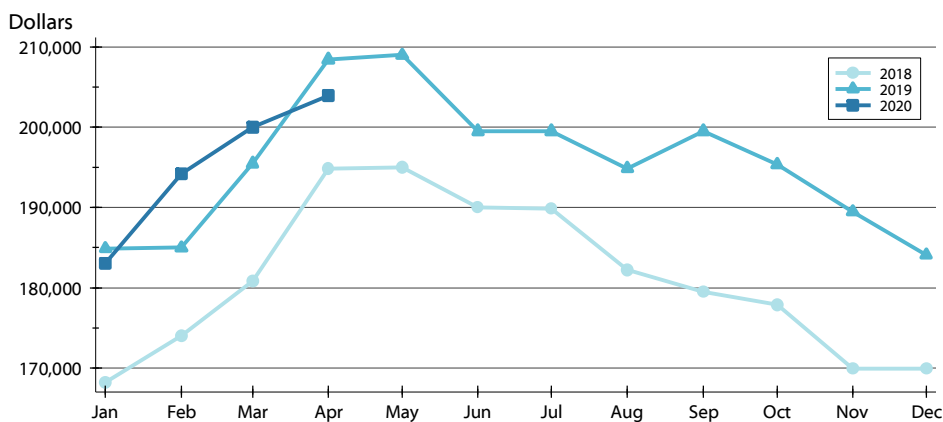
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 5/11/2020**

## AVERAGE PRICE >>



Month	2018	2019	2020
January	219,491	244,933	245,096
February	226,018	246,278	258,022
March	232,365	254,379	267,055
April	239,193	266,443	267,767
May	242,156	268,251	267,767
June	242,311	262,572	267,767
July	249,623	256,102	267,767
August	242,880	253,144	267,767
September	238,982	258,524	267,767
October	234,663	250,301	267,767
November	228,794	247,242	267,767
December	230,828	244,028	267,767

## MEDIAN PRICE >>

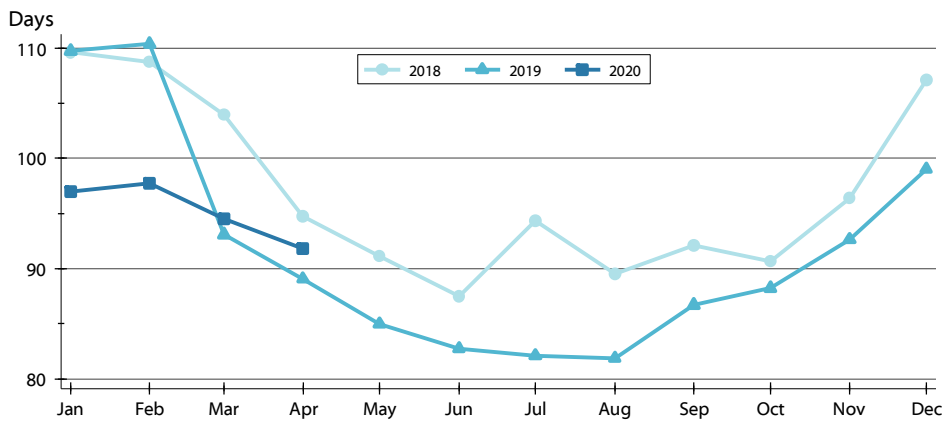


Month	2018	2019	2020
January	168,248	184,900	183,000
February	174,000	185,000	194,200
March	180,867	195,500	200,000
April	194,900	208,443	204,000
May	195,000	209,000	204,000
June	190,000	199,500	204,000
July	189,900	199,500	204,000
August	182,250	194,900	204,000
September	179,500	199,500	204,000
October	177,900	195,370	204,000
November	169,900	189,500	204,000
December	169,900	184,080	204,000

# ACTIVE LISTINGS ANALYSIS

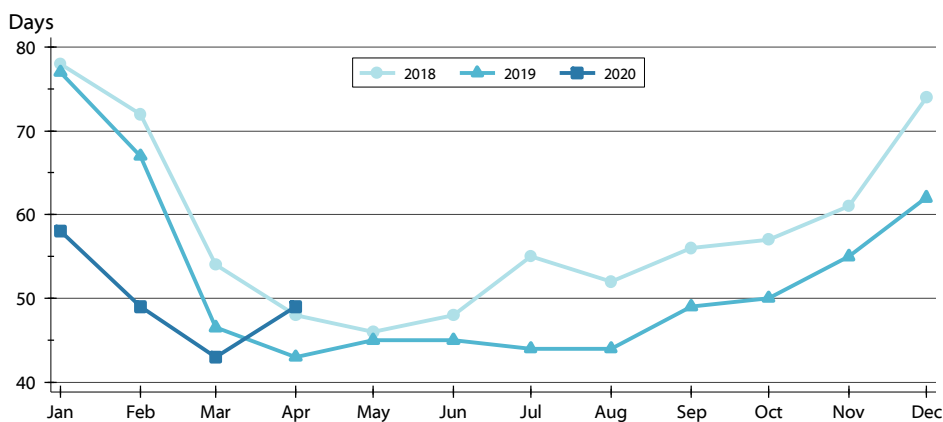
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 5/11/2020**

## AVERAGE DOM >>



Month	2018	2019	2020
January	110	110	97
February	109	110	98
March	104	93	94
April	95	89	92
May	91	85	
June	87	83	
July	94	82	
August	90	82	
September	92	87	
October	91	88	
November	96	93	
December	107	99	

## MEDIAN DOM >>

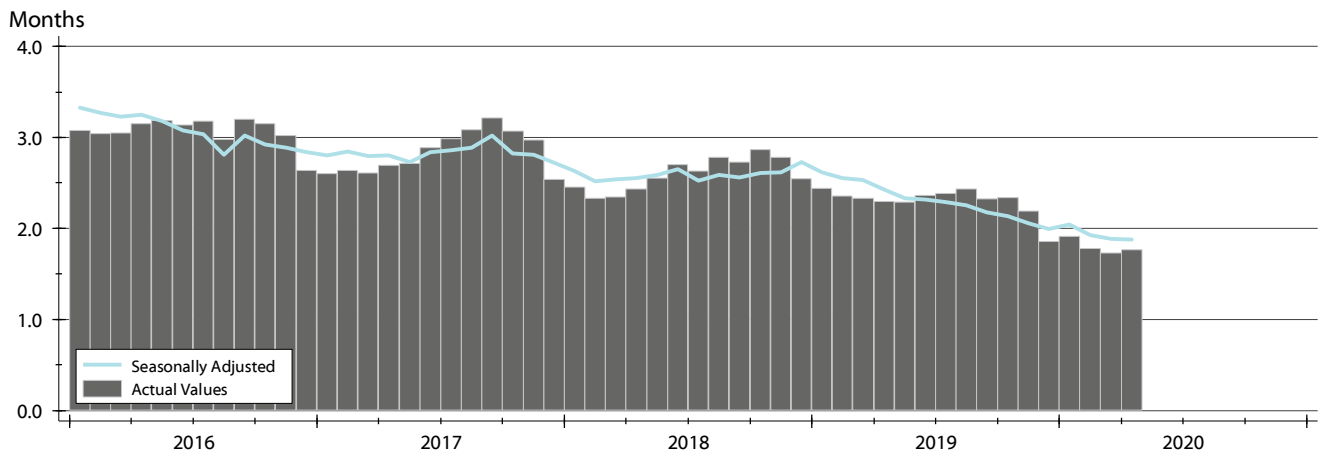


Month	2018	2019	2020
January	78	77	58
February	72	67	49
March	54	47	43
April	48	43	49
May	46	45	
June	48	45	
July	55	44	
August	52	44	
September	56	49	
October	57	50	
November	61	55	
December	74	62	

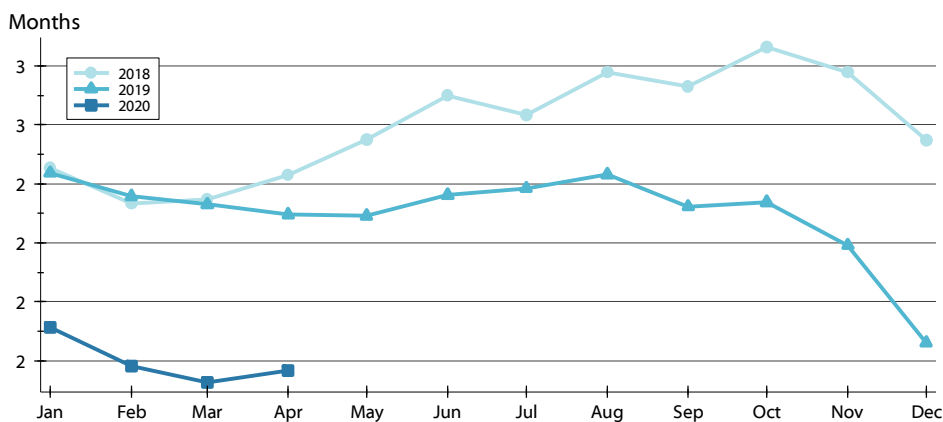
# MONTHS' SUPPLY ANALYSIS

**HISTORY** >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 5/11/2020**



**BY MONTH** >>

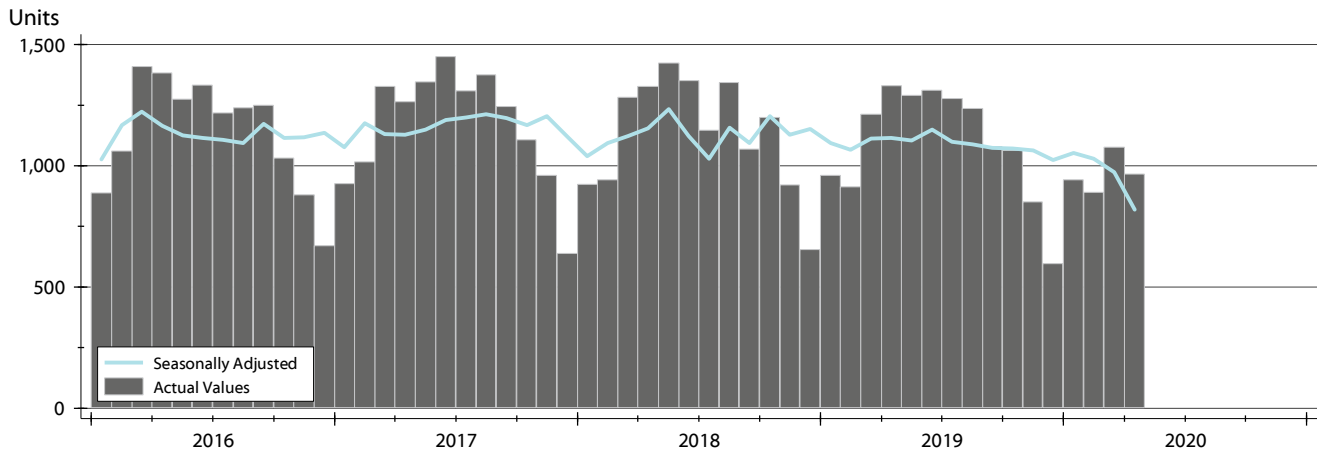


Month	2018	2019	2020
January	2.5	2.4	1.9
February	2.3	2.4	1.8
March	2.3	2.3	1.7
April	2.4	2.3	1.8
May	2.6	2.3	
June	2.7	2.4	
July	2.6	2.4	
August	2.8	2.4	
September	2.7	2.3	
October	2.9	2.3	
November	2.8	2.2	
December	2.5	1.9	

# NEW LISTINGS ANALYSIS

**HISTORY** >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 5/11/2020**



**SUMMARY** >>

Summary Statistics for New Listings		April		
		2020	2019	Change
Current Month	New Listings	<b>966</b>	1,330	-27.4%
	Volume (1,000s)	<b>193,242</b>	279,343	-30.8%
	Average List Price	<b>200,043</b>	210,032	-4.8%
	Median List Price	<b>172,000</b>	169,900	1.2%
YTD	New Listings	<b>3,876</b>	4,416	-12.2%
	Volume (1,000s)	<b>760,843</b>	874,852	-13.0%
	Average List Price	<b>196,296</b>	198,110	-0.9%
	Median List Price	<b>165,000</b>	160,000	3.1%

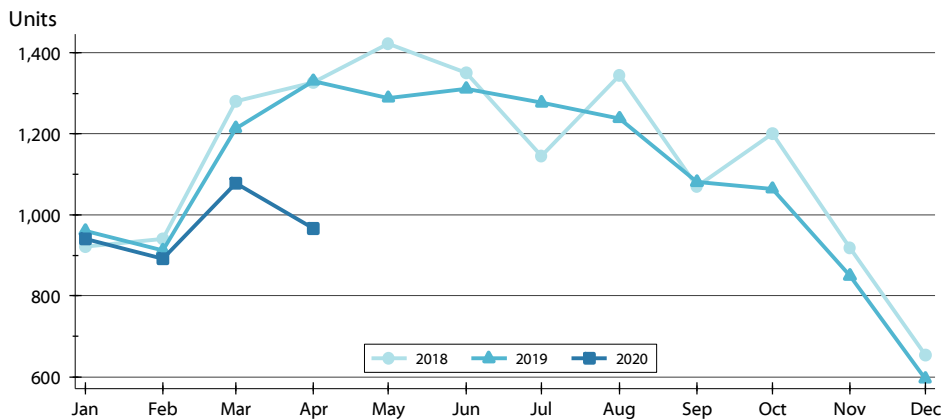
A total of 966 new listings were added in South Central Kansas during April, down 27.4% from the same month in 2019. Year-to-date South Central Kansas has seen 3,876 new listings.

The median list price of these homes was \$172,000 up from \$169,900 in 2019.

## NEW LISTINGS ANALYSIS

### BY MONTH >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 5/11/2020**



Month	2018	2019	2020
January	922	960	941
February	941	912	891
March	1,281	1,214	1,078
April	1,327	1,330	966
May	1,422	1,289	
June	1,351	1,311	
July	1,145	1,277	
August	1,344	1,238	
September	1,070	1,081	
October	1,200	1,064	
November	919	850	
December	654	596	

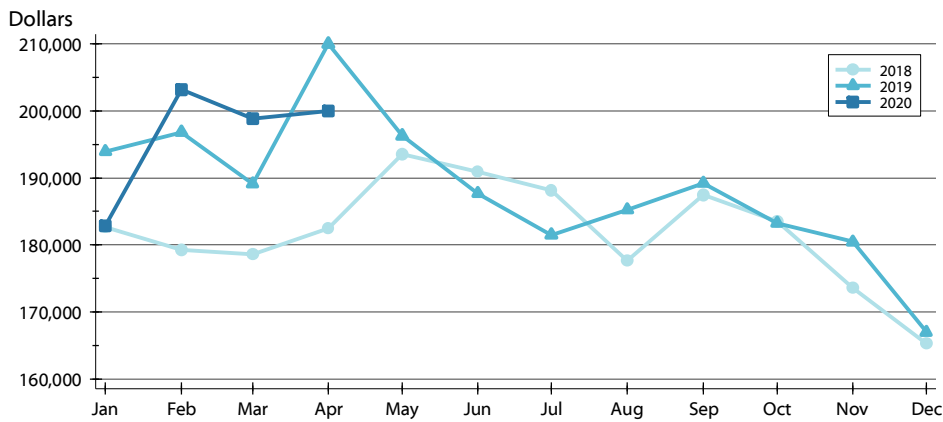
### BY PRICE RANGE >>

Price Range	New Listings			List Price	
	Number	Percent	Volume	Average	Median
Below \$25,000	15	1.6%	184	12,276	15,000
\$25,000-\$49,999	36	3.7%	1,403	38,983	39,900
\$50,000-\$99,999	147	15.2%	11,616	79,022	79,900
\$100,000-\$124,999	67	6.9%	7,685	114,707	117,000
\$125,000-\$149,999	99	10.2%	13,644	137,821	139,000
\$150,000-\$174,999	117	12.1%	19,072	163,012	164,900
\$175,000-\$199,999	107	11.1%	19,994	186,856	185,500
\$200,000-\$249,999	114	11.8%	25,663	225,114	225,000
\$250,000-\$299,999	92	9.5%	25,275	274,733	274,839
\$300,000-\$399,999	82	8.5%	28,476	347,271	342,450
\$400,000-\$499,999	40	4.1%	17,879	446,977	447,450
\$500,000-\$749,999	18	1.9%	10,837	602,076	589,500
\$750,000-\$999,999	2	0.2%	1,760	879,900	879,900
\$1,000,000 and up	3	0.3%	4,350	1,450,000	1,500,000
All price ranges	966	100.0%	193,242	200,043	172,000

# NEW LISTINGS ANALYSIS

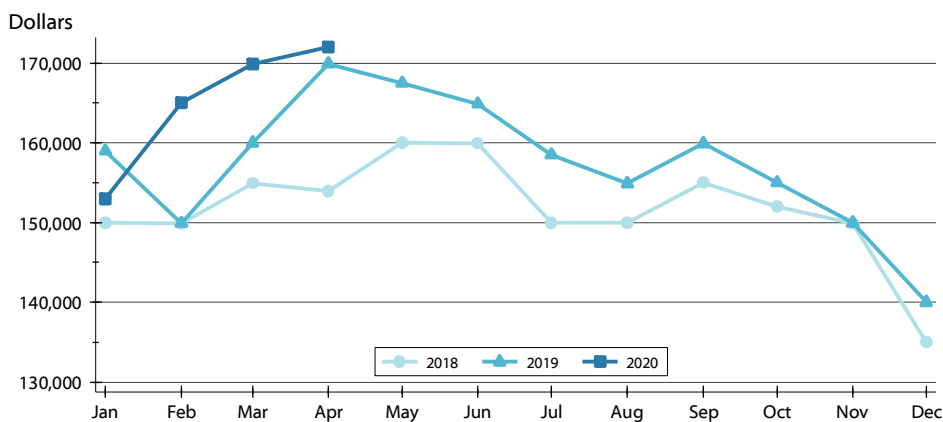
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 5/11/2020**

## AVERAGE PRICE >>



Month	2018	2019	2020
January	182,667	193,941	182,862
February	179,256	196,818	203,176
March	178,570	189,111	198,876
April	182,446	210,032	200,043
May	193,521	196,301	-
June	190,949	187,644	-
July	188,154	181,500	-
August	177,598	185,234	-
September	187,412	189,206	-
October	183,511	183,220	-
November	173,602	180,465	-
December	165,296	166,954	-

## MEDIAN PRICE >>

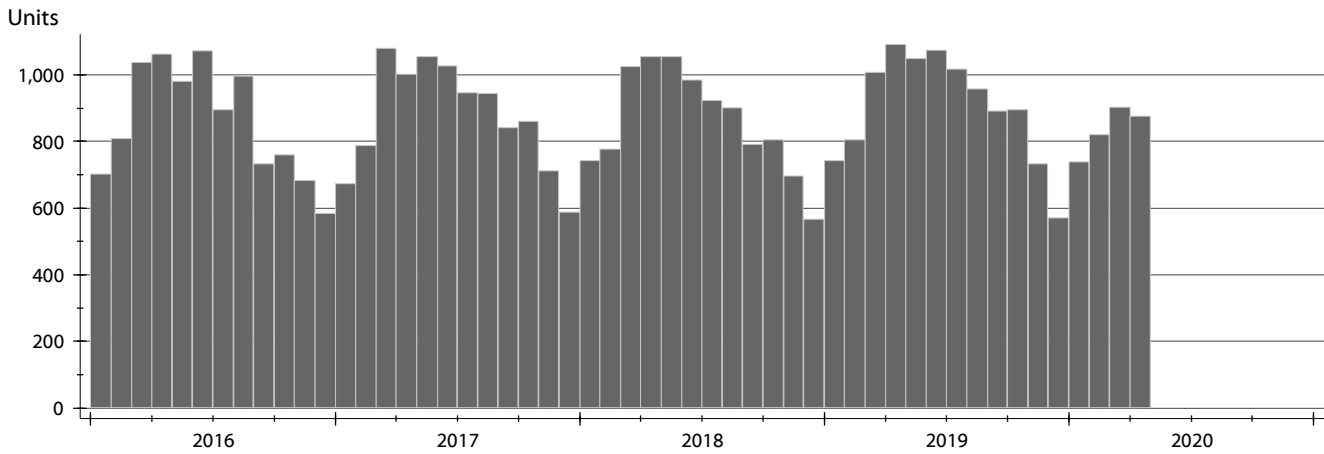


Month	2018	2019	2020
January	150,000	159,000	153,000
February	149,900	149,900	165,000
March	154,900	160,000	169,900
April	153,900	169,900	172,000
May	160,000	167,500	-
June	159,900	164,900	-
July	150,000	158,500	-
August	150,000	154,900	-
September	155,000	159,900	-
October	152,000	155,000	-
November	149,900	149,950	-
December	135,000	140,000	-

# CONTRACTS WRITTEN ANALYSIS

## HISTORY >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 5/11/2020**



## SUMMARY >>

Summary Statistics for Contracts Written		April			Year-to-Date		
		2020	2019	Change	2020	2019	Change
Closed Listings		<b>877</b>	1,091	-19.6%	<b>3,339</b>	3,646	-8.4%
Volume (1,000s)		<b>164,508</b>	196,788	-16.4%	<b>607,971</b>	633,380	-4.0%
Average	Sale Price	<b>187,581</b>	180,374	4.0%	<b>182,082</b>	173,719	4.8%
	Days on Market	<b>38</b>	38	0.0%	<b>40</b>	46	-13.7%
	Percent of Original	<b>97.7%</b>	96.8%	0.9%	<b>96.8%</b>	96.1%	0.8%
Median	Sale Price	<b>165,000</b>	159,900	3.2%	<b>161,565</b>	154,900	4.3%
	Days on Market	<b>9</b>	9	0.0%	<b>11</b>	16	-31.3%
	Percent of Original	<b>100.0%</b>	99.1%	0.9%	<b>100.0%</b>	98.3%	1.8%

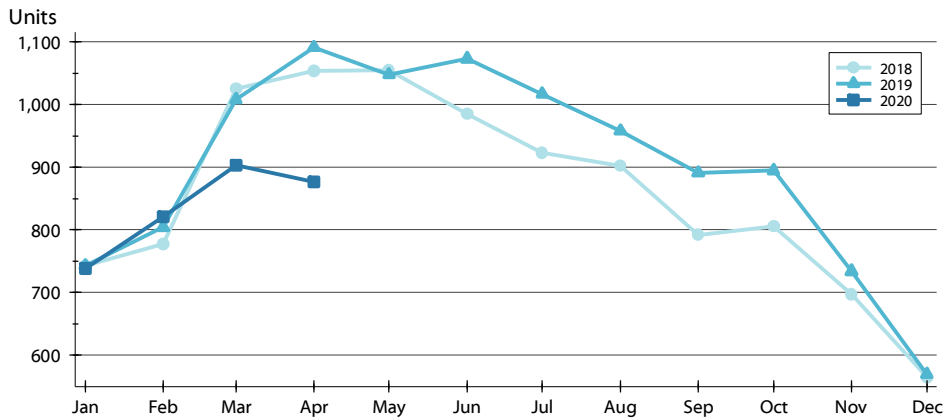
A total of 877 contracts for sale were written in South Central Kansas during the month of April, down from 1,091 in 2019. The median list price of these homes was \$165,000, up from \$159,900 the prior year.

Half of the homes that went under contract in April were on the market less than 9 days, compared to 9 days in April 2019.

# CONTRACTS WRITTEN ANALYSIS

## BY MONTH >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 5/11/2020**



Month	2018	2019	2020
January	743	743	738
February	778	804	821
March	1,025	1,008	903
April	1,054	1,091	877
May	1,055	1,048	
June	985	1,073	
July	923	1,017	
August	902	958	
September	792	891	
October	805	895	
November	697	734	
December	566	570	

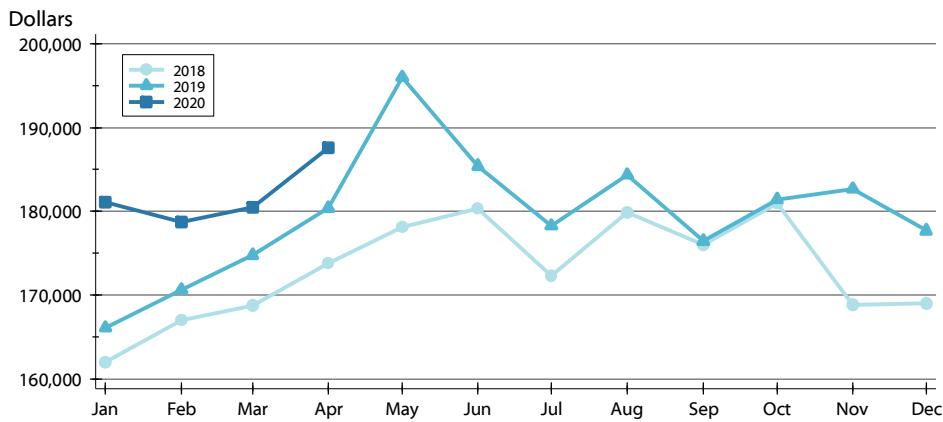
## BY PRICE RANGE >>

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	1.9%	303	17,809	18,000	84	79	76.8%	79.8%
\$25,000-\$49,999	27	3.1%	1,061	39,300	40,000	66	31	89.8%	100.0%
\$50,000-\$99,999	156	17.8%	12,072	77,387	79,900	34	14	96.9%	100.0%
\$100,000-\$124,999	81	9.2%	9,165	113,152	115,000	35	7	97.6%	100.0%
\$125,000-\$149,999	94	10.7%	12,974	138,016	139,500	14	4	98.8%	100.0%
\$150,000-\$174,999	98	11.2%	15,962	162,880	164,900	21	4	99.2%	100.0%
\$175,000-\$199,999	97	11.1%	18,147	187,079	185,082	32	8	98.9%	100.0%
\$200,000-\$249,999	113	12.9%	25,411	224,874	224,900	37	7	98.9%	100.0%
\$250,000-\$299,999	78	8.9%	21,417	274,582	275,000	44	13	99.0%	100.0%
\$300,000-\$399,999	65	7.4%	22,382	344,341	339,779	60	21	98.3%	100.0%
\$400,000-\$499,999	24	2.7%	10,822	450,933	449,900	52	22	99.0%	100.0%
\$500,000-\$749,999	15	1.7%	9,119	607,900	629,900	106	58	97.3%	100.0%
\$750,000-\$999,999	4	0.5%	3,260	814,975	824,950	113	69	94.9%	100.0%
\$1,000,000 and up	1	0.1%	1,100	1,100,000	1,100,000	21	21	100.0%	100.0%
All price ranges	877	100.0%	164,508	187,581	165,000	38	9	97.7%	100.0%

# CONTRACTS WRITTEN ANALYSIS

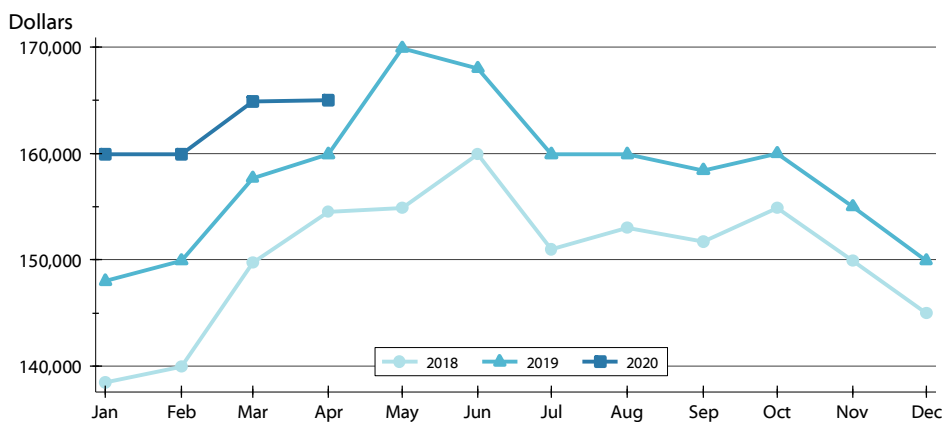
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 5/11/2020**

## AVERAGE PRICE >>



Month	2018	2019	2020
January	161,962	166,076	181,102
February	167,014	170,621	178,679
March	168,727	174,743	180,509
April	173,771	180,374	187,581
May	178,081	196,021	
June	180,310	185,407	
July	172,342	178,259	
August	179,829	184,342	
September	175,985	176,453	
October	180,967	181,433	
November	168,869	182,684	
December	168,982	177,703	

## MEDIAN PRICE >>

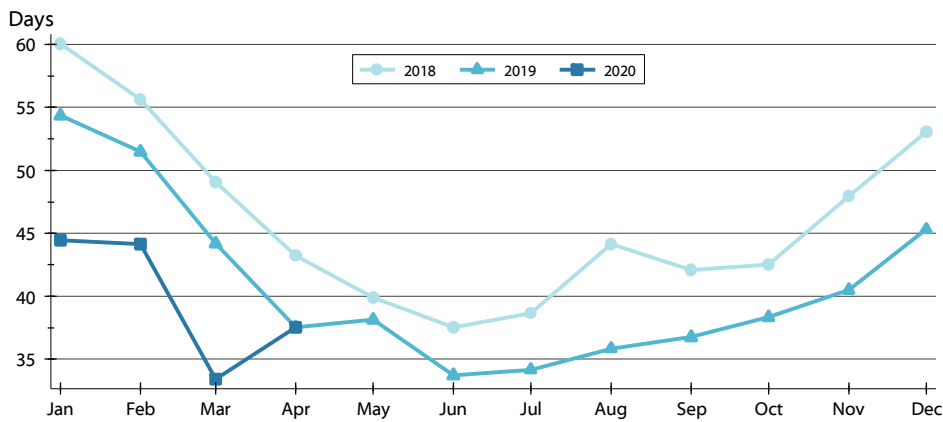


Month	2018	2019	2020
January	138,500	148,000	159,900
February	139,900	149,900	159,900
March	149,700	157,700	164,900
April	154,500	159,900	165,000
May	154,900	169,900	
June	159,900	168,000	
July	150,975	159,900	
August	153,000	159,900	
September	151,700	158,400	
October	154,900	160,000	
November	149,900	155,000	
December	145,000	149,900	

# CONTRACTS WRITTEN ANALYSIS

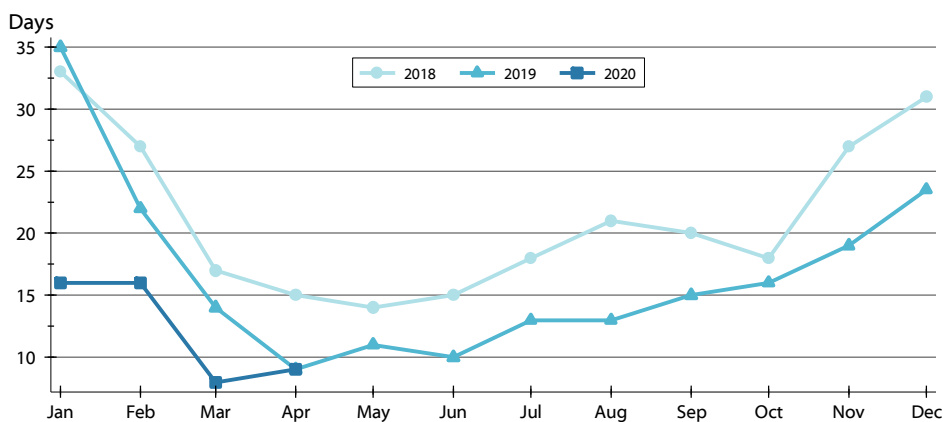
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 5/11/2020**

## AVERAGE DOM >>



Month	2018	2019	2020
January	60	54	44
February	56	51	44
March	49	44	33
April	43	38	38
May	40	38	38
June	38	34	34
July	39	34	34
August	44	36	36
September	42	37	37
October	43	38	38
November	48	40	40
December	53	45	45

## MEDIAN DOM >>

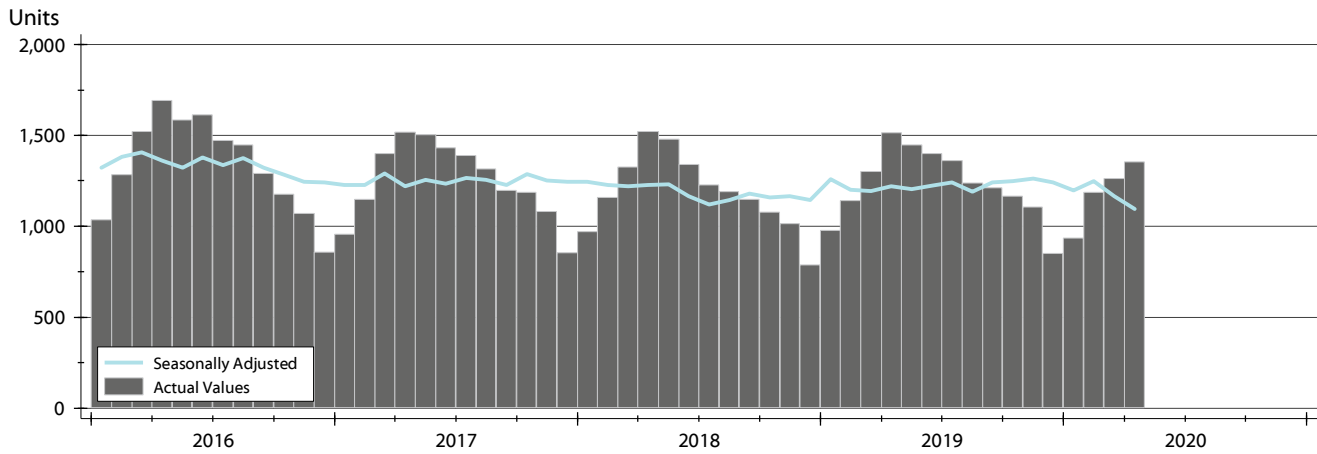


Month	2018	2019	2020
January	33	35	16
February	27	22	16
March	17	14	8
April	15	9	9
May	14	11	11
June	15	10	10
July	18	13	13
August	21	13	13
September	20	15	15
October	18	16	16
November	27	19	19
December	31	24	24

# PENDING CONTRACTS ANALYSIS

**HISTORY** >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 5/11/2020**



**SUMMARY** >>

Summary Statistics		End of April		
for Active Listings		2020	2019	Change
Active Listings		<b>1,355</b>	1,514	-10.5%
Volume (1,000s)		<b>271,979</b>	296,113	-8.2%
Average	List Price	<b>200,722</b>	195,583	2.6%
	Days on Market	<b>35</b>	41	-14.5%
	Percent of Original	<b>98.8%</b>	98.6%	0.2%
Median	List Price	<b>175,000</b>	168,500	3.9%
	Days on Market	<b>7</b>	11	-33.3%
	Percent of Original	<b>100.0%</b>	100.0%	0.0%

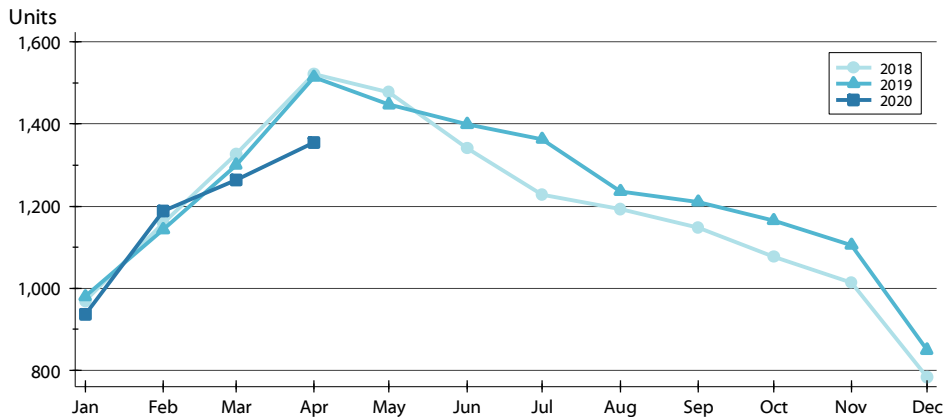
A total of 1,355 listings in South Central Kansas had contracts pending at the end of April, down from 1,514 contracts pending at the end of April 2019.

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 5/11/2020**



Month	2018	2019	2020
January	970	980	937
February	1,159	1,143	1,189
March	1,326	1,300	1,263
April	1,521	1,514	1,355
May	1,477	1,447	
June	1,340	1,399	
July	1,228	1,363	
August	1,193	1,236	
September	1,148	1,211	
October	1,077	1,165	
November	1,014	1,105	
December	785	850	

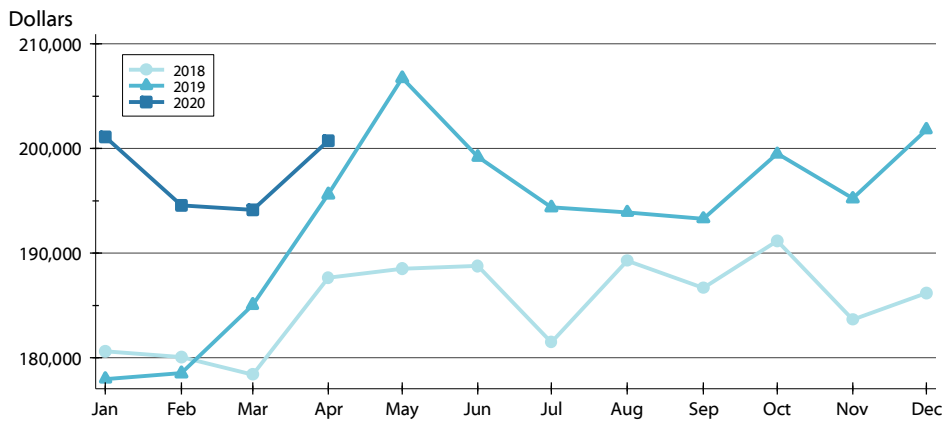
## BY PRICE RANGE >>

Price Range	Contracts Written			List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median
Below \$25,000	12	0.9%	188	15,675	16,000	59	45	86.5%	91.9%
\$25,000-\$49,999	25	1.8%	997	39,884	40,000	83	32	94.5%	100.0%
\$50,000-\$99,999	249	18.4%	19,345	77,691	79,900	47	14	97.9%	100.0%
\$100,000-\$124,999	108	8.0%	12,130	112,315	112,500	37	7	98.1%	100.0%
\$125,000-\$149,999	143	10.6%	19,677	137,603	138,750	16	5	98.9%	100.0%
\$150,000-\$174,999	130	9.6%	21,206	163,127	164,900	18	5	99.3%	100.0%
\$175,000-\$199,999	149	11.0%	27,892	187,197	186,000	26	6	99.2%	100.0%
\$200,000-\$249,999	178	13.1%	39,852	223,886	220,000	31	5	99.4%	100.0%
\$250,000-\$299,999	127	9.4%	35,032	275,846	275,000	39	8	99.4%	100.0%
\$300,000-\$399,999	144	10.6%	49,288	342,275	337,128	36	2	100.1%	100.0%
\$400,000-\$499,999	44	3.2%	19,753	448,930	449,900	26	3	99.5%	100.0%
\$500,000-\$749,999	28	2.1%	16,697	596,338	582,000	98	43	97.7%	100.0%
\$750,000-\$999,999	6	0.4%	4,814	802,283	797,450	87	20	98.9%	100.0%
\$1,000,000 and up	3	0.2%	3,300	1,099,997	1,100,000	61	30	100.0%	100.0%
All price ranges	1,355	100.0%	271,979	200,722	175,000	35	7	98.8%	100.0%

# PENDING CONTRACTS ANALYSIS

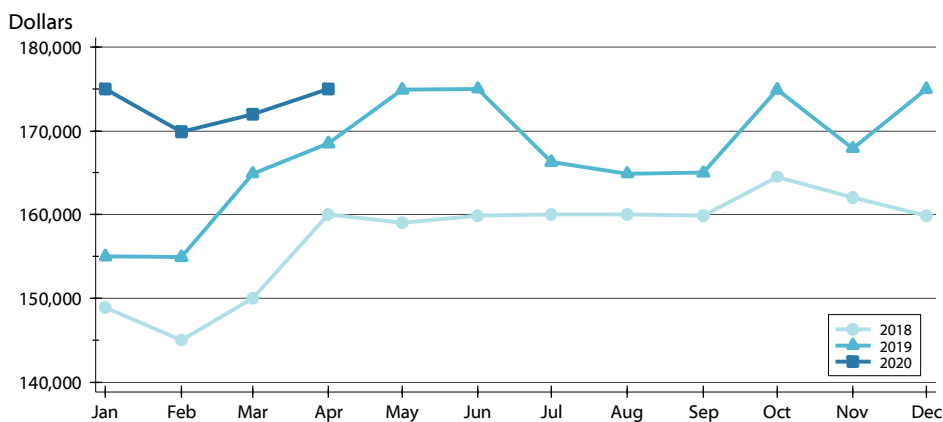
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 5/11/2020**

## AVERAGE PRICE >>



Month	2018	2019	2020
January	180,564	177,966	201,113
February	180,022	178,468	194,555
March	178,347	185,022	194,112
April	187,633	195,583	200,722
May	188,503	206,721	
June	188,722	199,174	
July	181,440	194,369	
August	189,213	193,882	
September	186,663	193,256	
October	191,150	199,471	
November	183,647	195,210	
December	186,152	201,795	

## MEDIAN PRICE >>

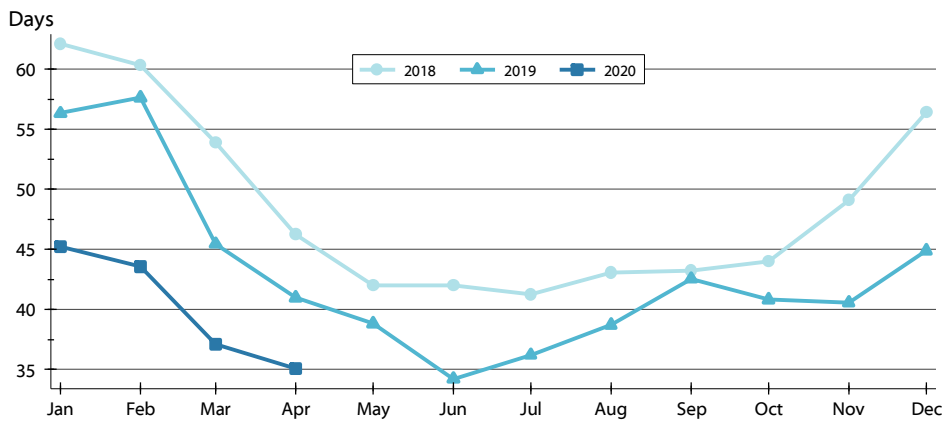


Month	2018	2019	2020
January	148,900	155,000	175,000
February	145,000	154,900	169,900
March	150,000	164,900	172,000
April	160,000	168,500	175,000
May	159,000	174,900	
June	159,900	175,000	
July	160,000	166,250	
August	160,000	164,900	
September	159,900	165,000	
October	164,500	174,900	
November	162,000	167,900	
December	159,900	174,975	

**PENDING CONTRACTS ANALYSIS**

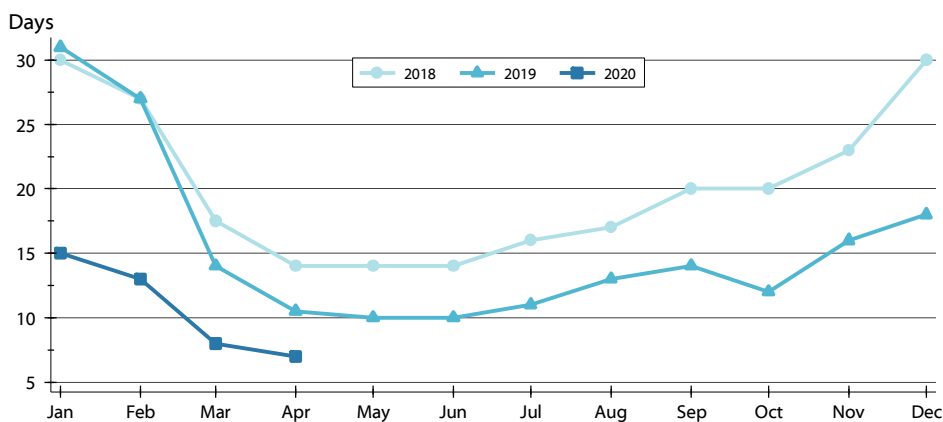
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 5/11/2020**

**AVERAGE DOM** >>



Month	2018	2019	2020
January	62	56	45
February	60	58	44
March	54	45	37
April	46	41	35
May	42	39	39
June	42	34	34
July	41	36	36
August	43	39	39
September	43	43	43
October	44	41	41
November	49	41	41
December	56	45	45

**MEDIAN DOM** >>



Month	2018	2019	2020
January	30	31	15
February	27	27	13
March	18	14	8
April	14	11	7
May	14	10	10
June	14	10	10
July	16	11	11
August	17	13	13
September	20	14	14
October	20	12	12
November	23	16	16
December	30	18	18



South Central Kansas MLS

## South Central Kansas MLS

170 W. Dewey, Wichita, KS 67202

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

June 10, 2020

### South Central Kansas MLS Releases Home Sales Figures for May 2020

Homes sales in South Central Kansas fell by 25.9% in May compared to the prior year. Sales in May 2020 totaled 854 units, down from 1,153 in 2019.

Among existing homes, 797 units sold in May, a decrease of 25.4% from 1,069 units that sold in 2019. The average sale price of existing homes was \$173,521. This represents an increase of 6.2% from the May 2019 average price of \$163,382.

For new construction, 57 sales occurred in May, down from 84 units the prior year, a decrease of 32.1%. The average sale price of new homes in May was \$301,880, down 0.2% from the same period last year.

A total of 1,188 contracts for sale were written in May 2020, up from 1,049 in May 2019. This is an increase of 13.3%. 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 1,393 units at the end of May, which is down from 1,992 homes that were on the market at the end of May last year. At the current rate of sales, this figure represents 1.6 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 Fell in May

Total home sales in South Central Kansas fell last month to 854 units, compared to 1,153 units in May 2019. Total sales volume was \$155.5 million, down from a year earlier.

The median sale price in May was \$163,500, up from \$158,577 a year earlier. Homes that sold in May 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 May

The total number of active listings in South Central Kansas at the end of May was 1,393 units, down from 1,992 at the same point in 2019. This represents a 1.6 months' supply of homes available for sale. The median list price of homes on the market at the end of May was \$240,000.

During May, a total of 1,188 contracts were written up from 1,049 in May 2019. At the end of the month, there were 1,665 contracts pending, compared to 1,447 at the end of May 2019.

Entire MLS System				
Current Month		May		
Summary Statistics		2020	2019	Change
Home Sales		<b>854</b>	1,153	-25.9%
Active Listings		<b>1,393</b>	1,992	-30.1%
Months' Supply		<b>1.6</b>	2.3	-30.2%
New Listings		<b>1,113</b>	1,290	-13.7%
Contracts Written		<b>1,188</b>	1,049	13.3%
Pending Contracts		<b>1,665</b>	1,447	15.1%
Sales Volume (1,000s)		<b>155,504</b>	200,058	-22.3%
Average	Sale Price	<b>182,088</b>	173,511	4.9%
	List Price of Actives	<b>290,053</b>	268,251	8.1%
	Days on Market	<b>35</b>	42	-16.7%
	Percent of List	<b>98.5%</b>	98.3%	0.1%
	Percent of Original	<b>96.8%</b>	97.1%	-0.3%
Median	Sale Price	<b>163,500</b>	158,577	3.1%
	List Price of Actives	<b>240,000</b>	209,000	14.8%
	Days on Market	<b>9</b>	11	-18.2%
	Percent of List	<b>100.0%</b>	100.0%	0.0%
	Percent of Original	<b>100.0%</b>	98.9%	1.1%

## 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 6/8/2020

May MLS Statistics		2020			2019			2018			
By Property Type		Total	Existing	New	Total	Existing	New	Total	Existing	New	
Home Sales		<b>854</b>	<b>797</b>	<b>57</b>	1,153	1,069	84	1,093	1,011	82	
	Change from prior year	-25.9%	-25.4%	-32.1%	5.5%	5.7%	2.4%	3.6%	3.7%	2.5%	
Active Listings		<b>1,393</b>	<b>1,134</b>	<b>259</b>	1,992	1,726	266	2,250	2,019	231	
	Change from prior year	-30.1%	-34.3%	-2.6%	-11.5%	-14.5%	15.2%	-4.2%	-3.3%	-11.5%	
Months' Supply		<b>1.6</b>	<b>1.4</b>	<b>4.1</b>	2.3	2.1	4.4	2.6	2.5	3.9	
	Change from prior year	-30.2%	-34.2%	-6.3%	-10.2%	-13.0%	12.6%	-6.0%	-5.4%	-10.1%	
New Listings		<b>1,113</b>	<b>1,038</b>	<b>75</b>	1,290	1,203	87	1,422	1,346	76	
	Change from prior year	-13.7%	-13.7%	-13.8%	-9.3%	-10.6%	14.5%	5.6%	7.0%	-14.6%	
Contracts Written		<b>1,188</b>	<b>1,121</b>	<b>67</b>	1,049	967	82	1,055	988	67	
	Change from prior year	13.3%	15.9%	-18.3%	-0.6%	-2.1%	22.4%	0.0%	0.9%	-11.8%	
Pending Contracts		<b>1,665</b>	<b>1,457</b>	<b>208</b>	1,447	1,267	180	1,477	1,308	169	
	Change from prior year	15.1%	15.0%	15.6%	-2.0%	-3.1%	6.5%	-1.9%	-3.3%	11.2%	
Sales Volume (1,000s)		<b>155,504</b>	<b>138,296</b>	<b>17,207</b>	200,058	174,656	25,402	180,516	156,583	23,933	
	Change from prior year	-22.3%	-20.8%	-32.3%	10.8%	11.5%	6.1%	4.7%	5.3%	0.7%	
Average	Sale Price	<b>182,088</b>	<b>173,521</b>	<b>301,880</b>	173,511	163,382	302,411	165,156	154,879	291,865	
		Change from prior year	4.9%	6.2%	-0.2%	5.1%	5.5%	3.6%	1.0%	1.5%	-1.8%
	List Price of Actives	<b>290,053</b>	<b>277,139</b>	<b>344,305</b>	268,251	259,142	326,228	242,156	231,652	330,642	
		Change from prior year	8.1%	6.9%	5.5%	10.8%	11.9%	-1.3%	4.7%	6.1%	-0.5%
	Days on Market	<b>35</b>	<b>34</b>	<b>51</b>	42	39	83	45	40	103	
		Change from prior year	-16.8%	-12.7%	-39.2%	-6.1%	-3.1%	-19.1%	-8.0%	-11.0%	10.6%
Percent of List		<b>98.5%</b>	<b>98.2%</b>	<b>102.5%</b>	98.3%	98.0%	103.0%	97.9%	97.5%	102.3%	
		Change from prior year	0.1%	0.2%	-0.4%	0.5%	0.4%	0.7%	-0.1%	-0.1%	0.0%
	Percent of Original	<b>96.8%</b>	<b>96.3%</b>	<b>103.6%</b>	97.1%	96.5%	103.8%	96.2%	95.8%	101.7%	
	Change from prior year	-0.3%	-0.3%	-0.2%	0.9%	0.8%	2.0%	0.0%	0.1%	-1.1%	
Median	Sale Price	<b>163,500</b>	<b>157,325</b>	<b>292,899</b>	158,577	150,000	277,097	150,000	142,000	266,130	
		Change from prior year	3.1%	4.9%	5.7%	5.7%	5.6%	4.1%	6.0%	5.2%	-0.3%
	List Price of Actives	<b>240,000</b>	<b>199,450</b>	<b>308,115</b>	209,000	184,900	291,750	195,000	179,900	295,000	
		Change from prior year	14.8%	7.9%	5.6%	7.2%	2.8%	-1.1%	8.4%	12.4%	5.1%
	Days on Market	<b>9</b>	<b>9</b>	<b>0</b>	11	11	8	15	14	43	
		Change from prior year	-18.2%	-18.2%	-100.0%	-26.7%	-21.4%	-81.2%	-11.8%	-12.5%	-24.1%
Percent of List		<b>100.0%</b>	<b>100.0%</b>	<b>100.9%</b>	100.0%	99.6%	100.0%	99.6%	99.0%	100.4%	
		Change from prior year	0.0%	0.4%	0.9%	0.4%	0.6%	-0.4%	0.0%	-0.2%	0.4%
Percent of Original		<b>100.0%</b>	<b>99.2%</b>	<b>102.6%</b>	98.9%	98.5%	101.3%	98.3%	97.9%	101.3%	
		Change from prior year	1.1%	0.8%	1.3%	0.6%	0.6%	0.0%	-0.2%	0.0%	0.1%

# YEAR-TO-DATE STATISTICS

## SUMMARY >>

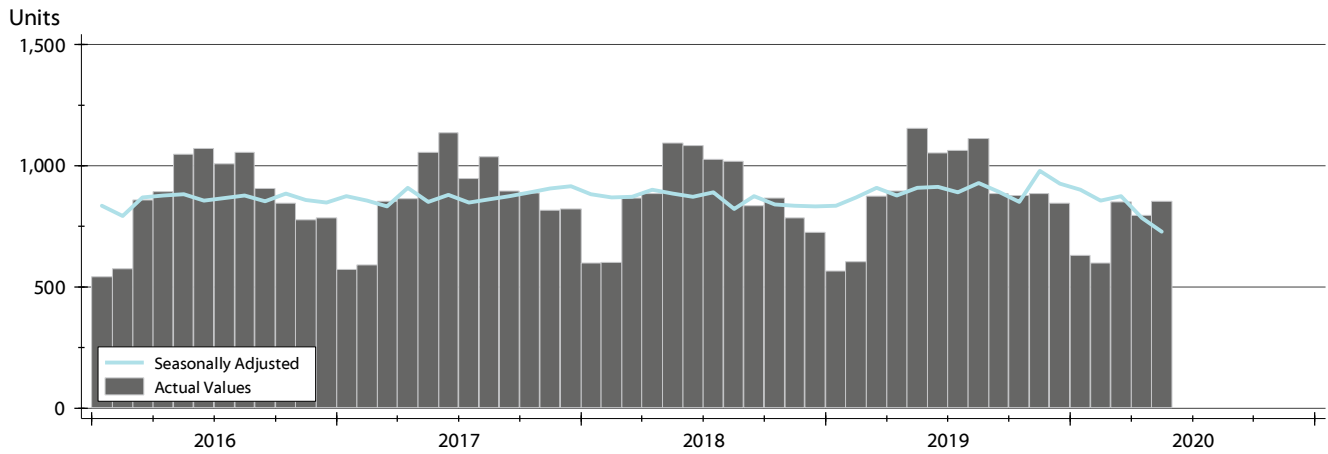
**YTD BREAKDOWNS BY HOME TYPE  
ENTIRE MLS SYSTEM  
AS OF 6/8/2020**

Year-to-Date Activity		2020			2019			2018		
By Property Type		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		<b>3,728</b>	<b>3,446</b>	<b>282</b>	4,093	3,813	280	4,045	3,744	301
Change from prior year		-8.9%	-9.6%	0.7%	1.2%	1.8%	-7.0%	2.8%	2.3%	9.5%
New Listings		<b>5,026</b>	<b>4,687</b>	<b>339</b>	5,707	5,279	428	5,893	5,513	380
Change from prior year		-11.9%	-11.2%	-20.8%	-3.2%	-4.2%	12.6%	0.2%	1.2%	-11.8%
Contracts Written		<b>4,535</b>	<b>4,247</b>	<b>288</b>	4,696	4,369	327	4,655	4,305	350
Change from prior year		-3.4%	-2.8%	-11.9%	0.9%	1.5%	-6.6%	1.3%	1.3%	0.6%
Sales Volume (1,000s)		<b>654,658</b>	<b>568,822</b>	<b>85,836</b>	673,207	584,689	88,518	641,766	551,021	90,745
Change from prior year		-2.8%	-2.7%	-3.0%	4.9%	6.1%	-2.5%	6.4%	5.4%	13.4%
Average	Sale Price	<b>175,606</b>	<b>165,067</b>	<b>304,381</b>	164,478	153,341	316,136	158,657	147,174	301,478
	Change from prior year	6.8%	7.6%	-3.7%	3.7%	4.2%	4.9%	3.5%	3.0%	3.6%
	Days on Market	<b>40</b>	<b>39</b>	<b>53</b>	48	46	71	52	47	113
	Change from prior year	-15.5%	-14.7%	-24.4%	-8.1%	-2.0%	-37.5%	-3.7%	-8.5%	28.7%
Percent of List		<b>98.1%</b>	<b>97.7%</b>	<b>102.3%</b>	97.8%	97.4%	102.6%	97.7%	97.3%	101.8%
	Change from prior year	0.3%	0.3%	-0.3%	0.1%	0.1%	0.8%	0.4%	0.4%	0.1%
Percent of Original		<b>96.3%</b>	<b>95.7%</b>	<b>103.1%</b>	95.8%	95.3%	103.4%	95.6%	95.1%	102.1%
	Change from prior year	0.5%	0.5%	-0.3%	0.2%	0.2%	1.3%	0.7%	0.8%	-0.2%
Median	Sale Price	<b>158,000</b>	<b>150,000</b>	<b>291,483</b>	147,500	138,000	275,309	139,900	132,500	267,764
	Change from prior year	7.1%	8.7%	5.9%	5.4%	4.2%	2.8%	3.9%	3.9%	4.3%
	Days on Market	<b>13</b>	<b>14</b>	<b>0</b>	19	20	2	23	22	54
	Change from prior year	-31.6%	-30.0%	-100.0%	-17.4%	-9.1%	-96.3%	-11.5%	-15.4%	125.0%
Percent of List		<b>100.0%</b>	<b>99.6%</b>	<b>100.1%</b>	99.4%	98.9%	100.0%	99.0%	98.7%	100.0%
	Change from prior year	0.6%	0.7%	0.1%	0.4%	0.3%	0.0%	0.0%	0.0%	0.0%
Percent of Original		<b>98.7%</b>	<b>98.2%</b>	<b>101.4%</b>	98.0%	97.5%	100.9%	97.7%	97.3%	101.1%
	Change from prior year	0.7%	0.7%	0.5%	0.3%	0.2%	-0.2%	0.2%	0.3%	0.8%

# CLOSED LISTINGS ANALYSIS

**HISTORY** >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 6/8/2020**



**SUMMARY** >>

Summary Statistics for Closed Listings		May			Year-to-Date		
		2020	2019	Change	2020	2019	Change
Closed Listings		<b>854</b>	1,153	-25.9%	<b>3,728</b>	4,093	-8.9%
Volume (1,000s)		<b>155,504</b>	200,058	-22.3%	<b>654,658</b>	673,207	-2.8%
Average	Sale Price	<b>182,088</b>	173,511	4.9%	<b>175,606</b>	164,478	6.8%
	Days on Market	<b>35</b>	42	-16.8%	<b>40</b>	48	-15.5%
	Percent of List	<b>98.5%</b>	98.3%	0.1%	<b>98.1%</b>	97.8%	0.3%
	Percent of Original	<b>96.8%</b>	97.1%	-0.3%	<b>96.3%</b>	95.8%	0.5%
Median	Sale Price	<b>163,500</b>	158,577	3.1%	<b>158,000</b>	147,500	7.1%
	Days on Market	<b>9</b>	11	-18.2%	<b>13</b>	19	-31.6%
	Percent of List	<b>100.0%</b>	100.0%	0.0%	<b>100.0%</b>	99.4%	0.6%
	Percent of Original	<b>100.0%</b>	98.9%	1.1%	<b>98.7%</b>	98.0%	0.7%

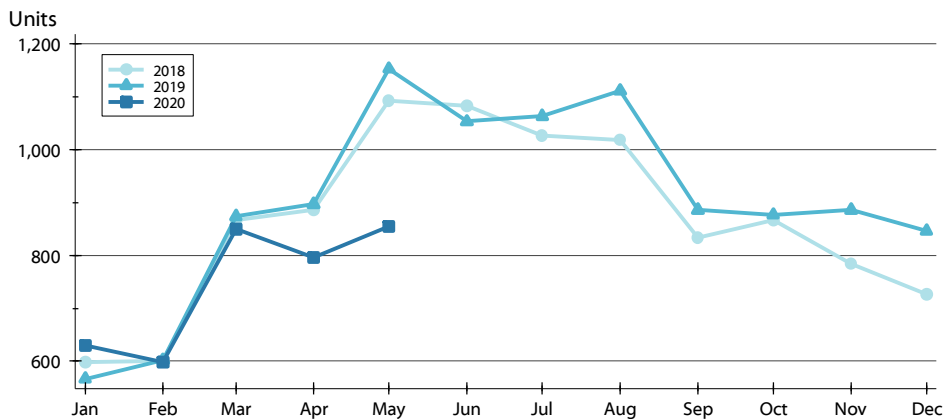
A total of 854 homes sold in South Central Kansas in May, down from 1,153 units in May 2019. Total sales volume fell to \$155.5 million compared to \$200.1 million in the previous year.

The median sales price in May was \$163,500, up 3.1% compared to the prior year. Median days on market was 9 days, down from 10 days in April, and down from 11 in May 2019.

# CLOSED LISTINGS ANALYSIS

## BY MONTH >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 6/8/2020**



Month	2018	2019	2020
January	598	567	630
February	601	602	598
March	867	874	850
April	886	897	796
May	1,093	1,153	854
June	1,083	1,053	
July	1,027	1,063	
August	1,018	1,111	
September	834	886	
October	867	877	
November	784	886	
December	726	846	

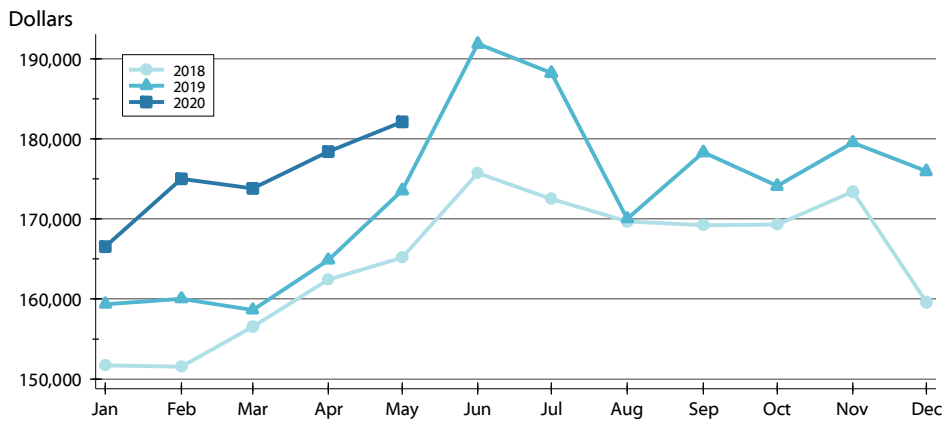
## BY PRICE RANGE >>

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	2.7%	351	15,247	15,000	77	41	83.6%	84.5%	68.3%	63.8%
\$25,000-\$49,999	41	4.8%	1,611	39,295	40,000	70	31	94.0%	93.1%	86.5%	86.4%
\$50,000-\$99,999	144	16.9%	11,236	78,030	79,950	44	12	98.3%	100.0%	96.3%	100.0%
\$100,000-\$124,999	80	9.4%	8,972	112,151	112,250	32	7	99.0%	100.0%	97.3%	99.8%
\$125,000-\$149,999	87	10.2%	11,912	136,920	137,000	16	4	99.5%	100.0%	98.7%	100.0%
\$150,000-\$174,999	93	10.9%	15,048	161,804	162,000	19	6	99.8%	100.0%	98.9%	100.0%
\$175,000-\$199,999	100	11.7%	18,623	186,231	186,000	20	6	99.7%	100.0%	98.9%	100.0%
\$200,000-\$249,999	120	14.1%	26,961	224,672	225,000	25	7	98.9%	100.0%	98.0%	100.0%
\$250,000-\$299,999	60	7.0%	16,343	272,391	270,500	35	10	99.1%	100.0%	98.6%	98.4%
\$300,000-\$399,999	68	8.0%	23,162	340,619	335,090	54	12	99.3%	100.0%	98.6%	99.7%
\$400,000-\$499,999	17	2.0%	7,707	453,368	455,955	44	11	99.1%	99.0%	95.9%	97.1%
\$500,000-\$749,999	18	2.1%	11,048	613,785	607,500	79	62	96.5%	96.9%	93.9%	94.8%
\$750,000-\$999,999	2	0.2%	1,529	764,528	764,528	151	151	95.3%	95.3%	95.3%	95.3%
\$1,000,000 and up	1	0.1%	1,000	1,000,000	1,000,000	21	21	90.9%	90.9%	90.9%	90.9%
All price ranges	854	100.0%	155,504	182,088	163,500	35	9	98.5%	100.0%	96.8%	100.0%

**CLOSED LISTINGS ANALYSIS**

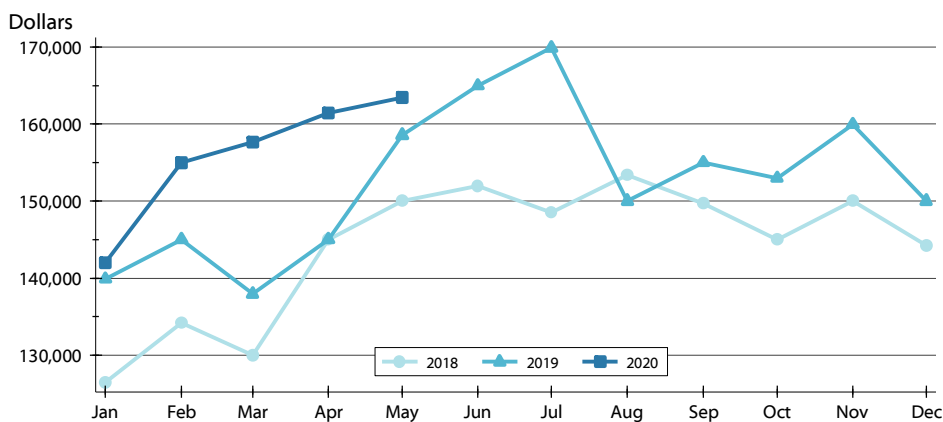
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 6/8/2020**

**AVERAGE PRICE** >>



Month	2018	2019	2020
January	151,661	159,319	166,506
February	151,459	159,997	174,955
March	156,465	158,616	173,744
April	162,387	164,845	178,330
May	165,156	173,511	182,088
June	175,695	191,834	191,834
July	172,443	188,175	188,175
August	169,620	170,000	170,000
September	169,187	178,263	178,263
October	169,281	174,082	174,082
November	173,356	179,507	179,507
December	159,588	175,924	175,924

**MEDIAN PRICE** >>

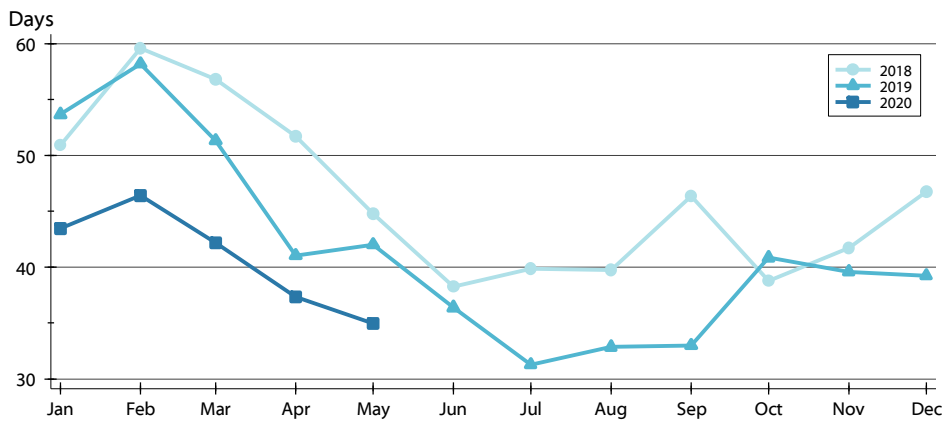


Month	2018	2019	2020
January	126,500	139,900	142,000
February	134,150	145,000	155,000
March	130,000	137,950	157,700
April	145,000	145,000	161,450
May	150,000	158,577	163,500
June	152,000	165,000	165,000
July	148,500	169,900	169,900
August	153,350	150,000	150,000
September	149,700	155,000	155,000
October	145,000	153,000	153,000
November	150,000	159,950	159,950
December	144,250	150,000	150,000

# CLOSED LISTINGS ANALYSIS

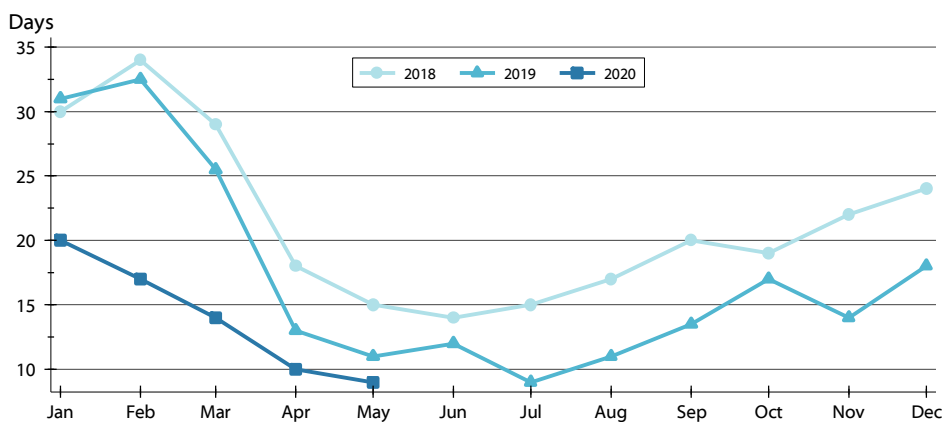
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 6/8/2020**

## AVERAGE DOM >>



Month	2018	2019	2020
January	51	54	43
February	60	58	46
March	57	51	42
April	52	41	37
May	45	42	35
June	38	36	36
July	40	31	31
August	40	33	33
September	46	33	33
October	39	41	41
November	42	40	40
December	47	39	39

## MEDIAN DOM >>

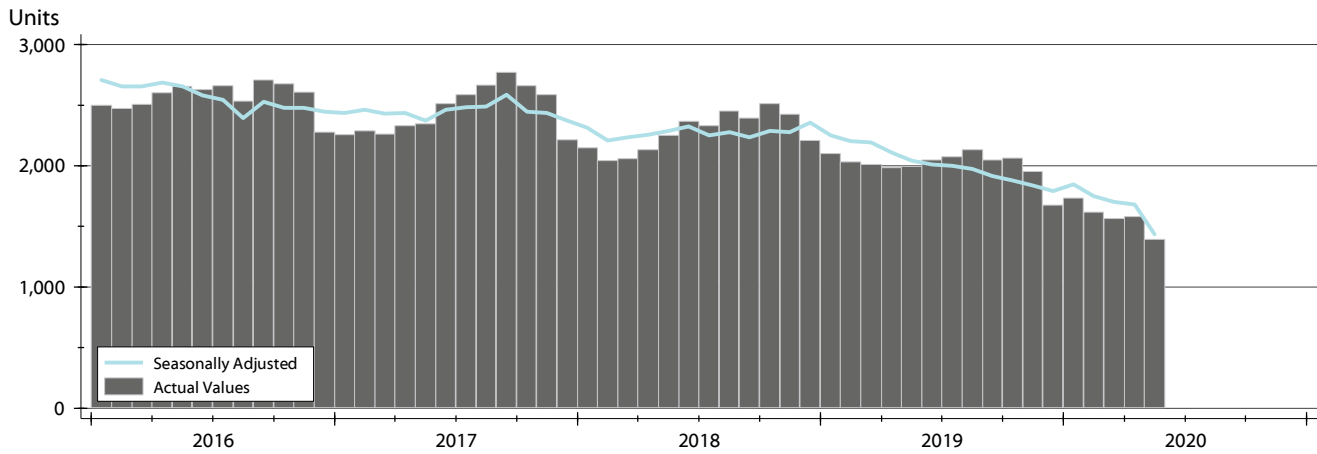


Month	2018	2019	2020
January	30	31	20
February	34	33	17
March	29	26	14
April	18	13	10
May	15	11	9
June	14	12	12
July	15	9	9
August	17	11	11
September	20	14	14
October	19	17	17
November	22	14	14
December	24	18	18

# ACTIVE LISTINGS ANALYSIS

**HISTORY** >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 6/8/2020**



**SUMMARY** >>

Summary Statistics for Active Listings		End of May		
		2020	2019	Change
Active Listings		<b>1,393</b>	1,992	-30.1%
Months' Supply		<b>1.6</b>	2.3	-30.2%
Volume (1,000s)		<b>404,044</b>	534,356	-24.4%
Average	List Price	<b>290,053</b>	268,251	8.1%
	Days on Market	<b>93</b>	85	8.9%
	Percent of Original	<b>97.9%</b>	97.6%	0.4%
Median	List Price	<b>240,000</b>	209,000	14.8%
	Days on Market	<b>43</b>	45	-4.4%
	Percent of Original	<b>100.0%</b>	100.0%	0.0%

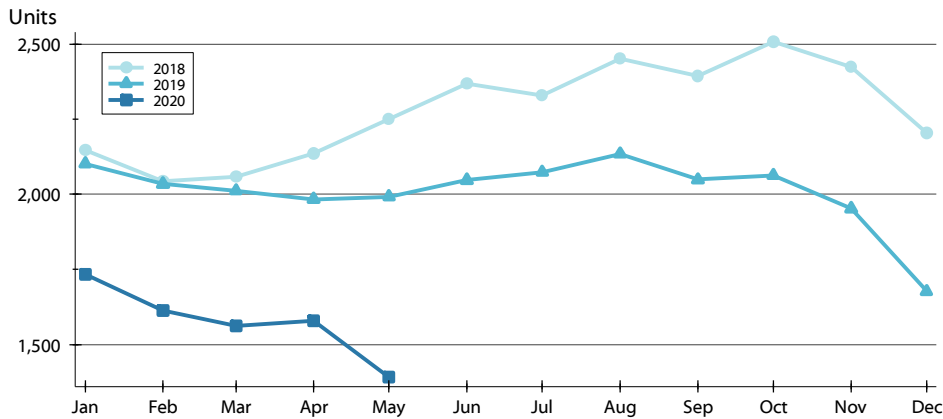
A total of 1,393 homes were available for sale in South Central Kansas at the end of May. This represents a 1.6 months' supply of active listings.

The median list price of homes on the market at the end of May was \$240,000, up 14.8% from 2019. The typical time on market for active listings was 43 days, down from 45 days a year earlier.

# ACTIVE LISTINGS ANALYSIS

## BY MONTH >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 6/8/2020**



Month	2018	2019	2020
January	2,147	2,102	1,735
February	2,044	2,034	1,614
March	2,059	2,012	1,562
April	2,135	1,984	1,579
May	2,250	1,992	1,393
June	2,369	2,047	
July	2,329	2,074	
August	2,453	2,134	
September	2,395	2,049	
October	2,508	2,063	
November	2,425	1,953	
December	2,205	1,677	

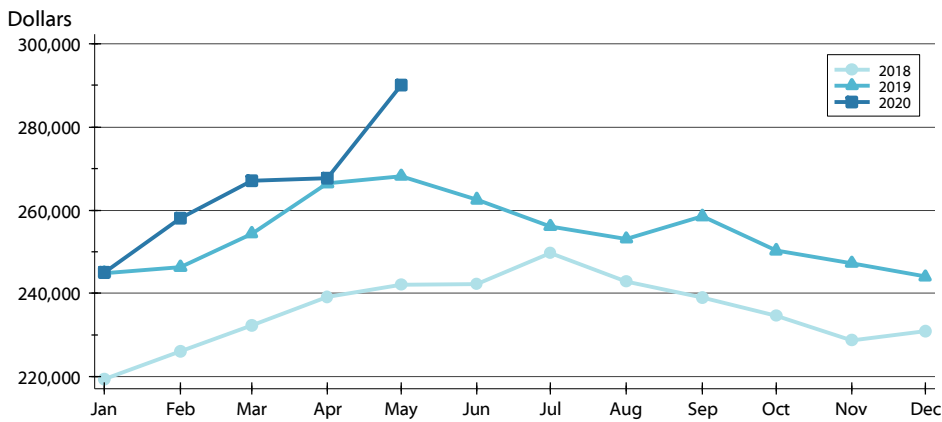
## BY PRICE RANGE >>

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	27	1.9%	319	1.2	11,819	14,000	172	75	91.5%	100.0%
\$25,000-\$49,999	93	6.7%	3,556	2.3	38,235	39,000	168	102	94.1%	100.0%
\$50,000-\$99,999	216	15.5%	16,287	1.5	75,405	77,450	106	73	96.3%	100.0%
\$100,000-\$124,999	43	3.1%	4,905	0.5	114,063	115,000	85	44	97.7%	100.0%
\$125,000-\$149,999	65	4.7%	8,951	0.7	137,708	138,900	72	53	98.5%	100.0%
\$150,000-\$174,999	53	3.8%	8,804	0.6	166,114	168,500	50	33	98.3%	100.0%
\$175,000-\$199,999	76	5.5%	14,158	0.8	186,292	185,000	77	39	98.0%	100.0%
\$200,000-\$249,999	129	9.3%	29,409	1.1	227,977	226,680	44	17	99.3%	100.0%
\$250,000-\$299,999	154	11.1%	42,245	2.6	274,319	274,550	55	20	100.1%	100.0%
\$300,000-\$399,999	226	16.2%	78,886	3.3	349,054	342,950	76	30	99.4%	100.0%
\$400,000-\$499,999	118	8.5%	52,902	6.9	448,320	445,801	92	47	99.1%	100.0%
\$500,000-\$749,999	89	6.4%	55,068	4.9	618,741	615,000	141	88	97.3%	100.0%
\$750,000-\$999,999	28	2.0%	24,847	14.0	887,406	897,000	210	115	95.4%	100.0%
\$1,000,000 and up	30	2.2%	50,364	30.0	1,678,800	1,426,000	235	117	97.3%	100.0%
All price ranges	1,393	100.0%	404,044	1.6	290,053	240,000	93	43	97.9%	100.0%

# ACTIVE LISTINGS ANALYSIS

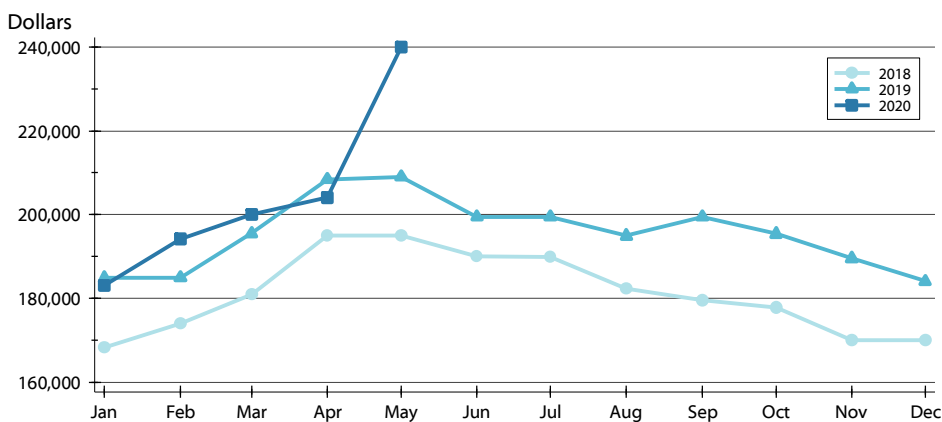
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 6/8/2020**

**AVERAGE PRICE** >>



Month	2018	2019	2020
January	219,491	244,933	245,096
February	226,018	246,278	258,022
March	232,365	254,379	267,055
April	239,193	266,443	267,767
May	242,156	268,251	290,053
June	242,311	262,572	262,572
July	249,623	256,102	256,102
August	242,880	253,144	253,144
September	238,982	258,524	258,524
October	234,663	250,301	250,301
November	228,794	247,242	247,242
December	230,828	244,028	244,028

**MEDIAN PRICE** >>

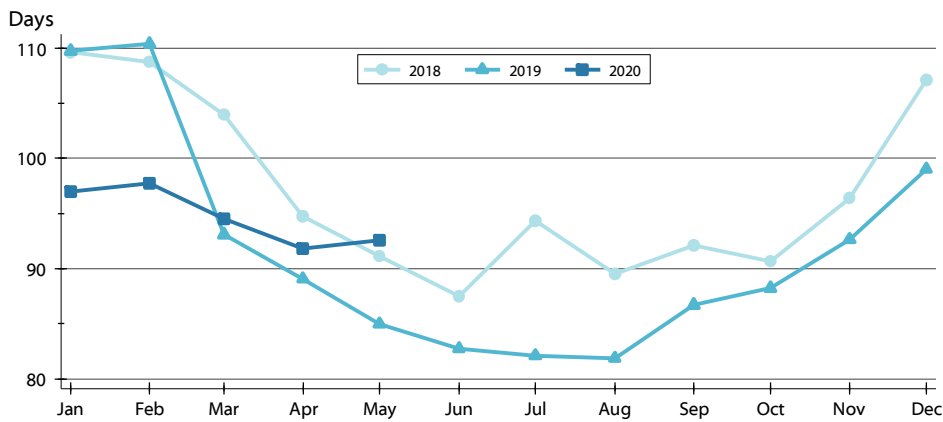


Month	2018	2019	2020
January	168,248	184,900	183,000
February	174,000	185,000	194,200
March	180,867	195,500	200,000
April	194,900	208,443	204,000
May	195,000	209,000	240,000
June	190,000	199,500	199,500
July	189,900	199,500	199,500
August	182,250	194,900	194,900
September	179,500	199,500	199,500
October	177,900	195,370	195,370
November	169,900	189,500	189,500
December	169,900	184,080	184,080

**ACTIVE LISTINGS ANALYSIS**

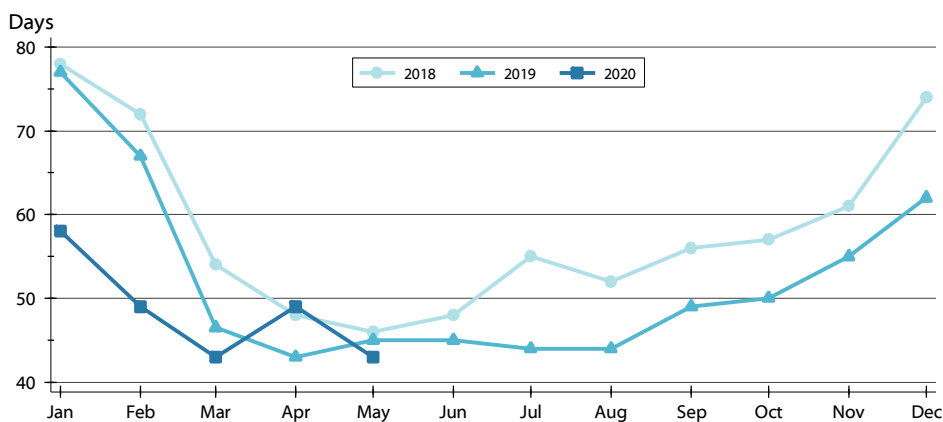
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 6/8/2020**

**AVERAGE DOM** >>



Month	2018	2019	2020
January	110	110	97
February	109	110	98
March	104	93	94
April	95	89	92
May	91	85	93
June	87	83	93
July	94	82	93
August	90	82	93
September	92	87	93
October	91	88	93
November	96	93	93
December	107	99	93

**MEDIAN DOM** >>

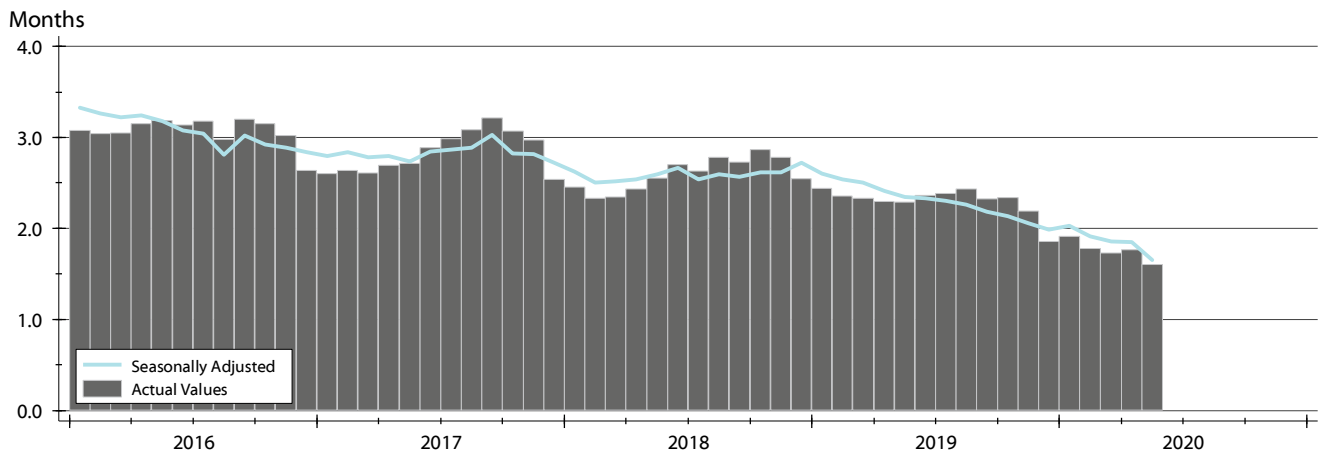


Month	2018	2019	2020
January	78	77	58
February	72	67	49
March	54	47	43
April	48	43	49
May	46	45	43
June	48	45	43
July	55	44	43
August	52	44	43
September	56	49	43
October	57	50	43
November	61	55	43
December	74	62	43

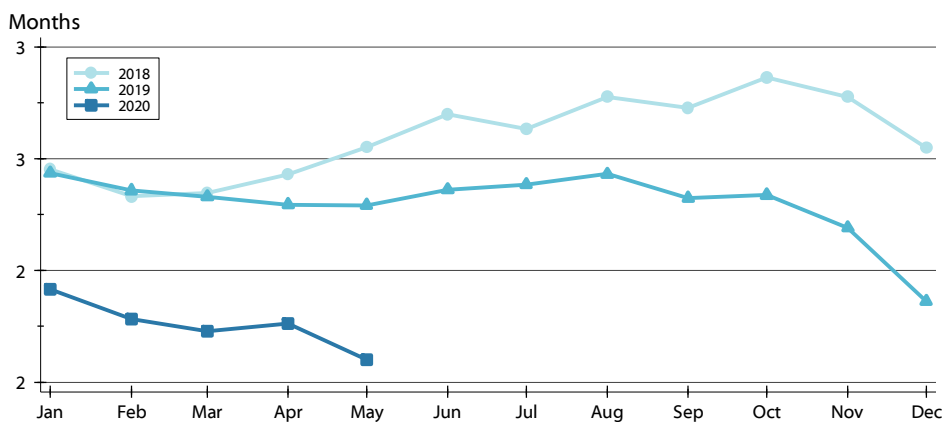
# MONTHS' SUPPLY ANALYSIS

**HISTORY** >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 6/8/2020**



**BY MONTH** >>

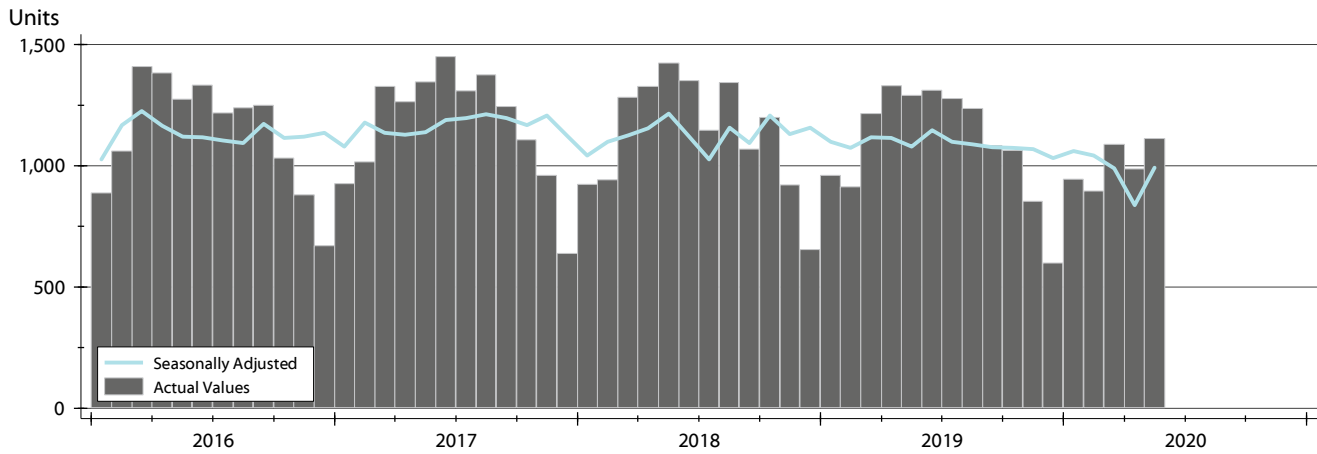


Month	2018	2019	2020
January	2.5	2.4	1.9
February	2.3	2.4	1.8
March	2.3	2.3	1.7
April	2.4	2.3	1.8
May	2.6	2.3	1.6
June	2.7	2.4	
July	2.6	2.4	
August	2.8	2.4	
September	2.7	2.3	
October	2.9	2.3	
November	2.8	2.2	
December	2.5	1.9	

# NEW LISTINGS ANALYSIS

**HISTORY** >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 6/8/2020**



**SUMMARY** >>

Summary Statistics for New Listings		May		
		2020	2019	Change
Current Month	New Listings	<b>1,113</b>	1,290	-13.7%
	Volume (1,000s)	<b>241,532</b>	254,397	-5.1%
	Average List Price	<b>217,010</b>	197,207	10.0%
	Median List Price	<b>185,000</b>	168,000	10.1%
YTD	New Listings	<b>5,026</b>	5,707	-11.9%
	Volume (1,000s)	<b>1,008,247</b>	1,129,206	-10.7%
	Average List Price	<b>200,606</b>	197,863	1.4%
	Median List Price	<b>169,900</b>	163,250	4.1%

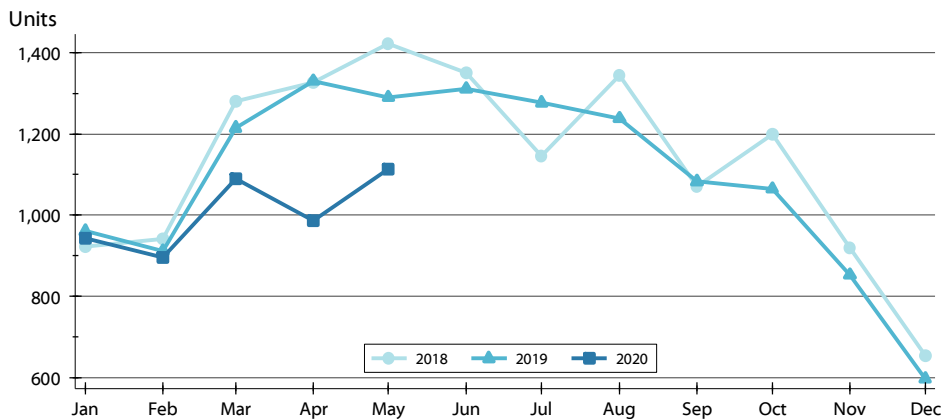
A total of 1,113 new listings were added in South Central Kansas during May, down 13.7% from the same month in 2019. Year-to-date South Central Kansas has seen 5,026 new listings.

The median list price of these homes was \$185,000 up from \$168,000 in 2019.

# NEW LISTINGS ANALYSIS

**BY MONTH** >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 6/8/2020**



Month	2018	2019	2020
January	922	960	943
February	941	912	895
March	1,281	1,215	1,089
April	1,327	1,330	986
May	1,422	1,290	1,113
June	1,351	1,311	
July	1,145	1,277	
August	1,344	1,238	
September	1,070	1,083	
October	1,200	1,064	
November	919	853	
December	654	597	

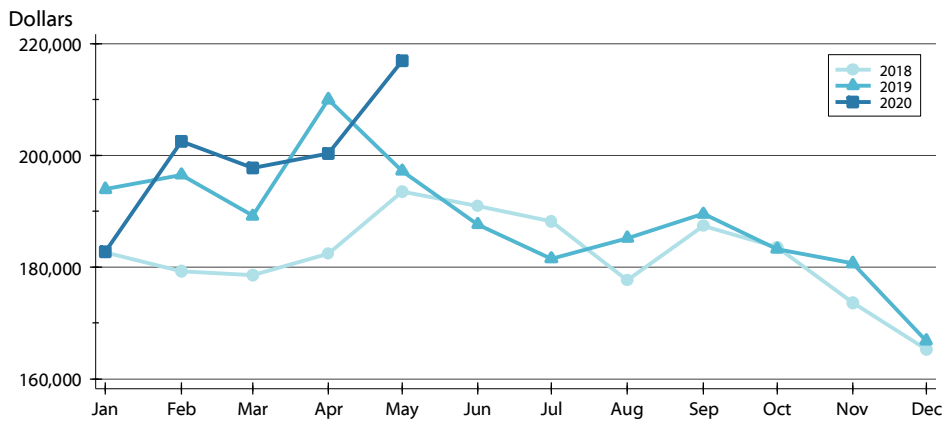
**BY PRICE RANGE** >>

Price Range	New Listings			List Price	
	Number	Percent	Volume	Average	Median
Below \$25,000	13	1.2%	79	6,042	1,400
\$25,000-\$49,999	33	3.0%	1,221	36,985	35,000
\$50,000-\$99,999	169	15.2%	13,510	79,944	80,000
\$100,000-\$124,999	79	7.1%	8,920	112,916	114,900
\$125,000-\$149,999	98	8.8%	13,398	136,714	135,000
\$150,000-\$174,999	94	8.4%	15,356	163,362	164,950
\$175,000-\$199,999	118	10.6%	22,070	187,033	189,250
\$200,000-\$249,999	145	13.0%	32,903	226,920	226,600
\$250,000-\$299,999	136	12.2%	36,994	272,015	269,900
\$300,000-\$399,999	119	10.7%	41,155	345,842	344,944
\$400,000-\$499,999	41	3.7%	18,175	443,301	439,500
\$500,000-\$749,999	19	1.7%	11,691	615,289	599,900
\$750,000-\$999,999	8	0.7%	6,548	818,500	812,000
\$1,000,000 and up	8	0.7%	12,350	1,543,750	1,320,000
All price ranges	1,113	100.0%	241,532	217,010	185,000

# NEW LISTINGS ANALYSIS

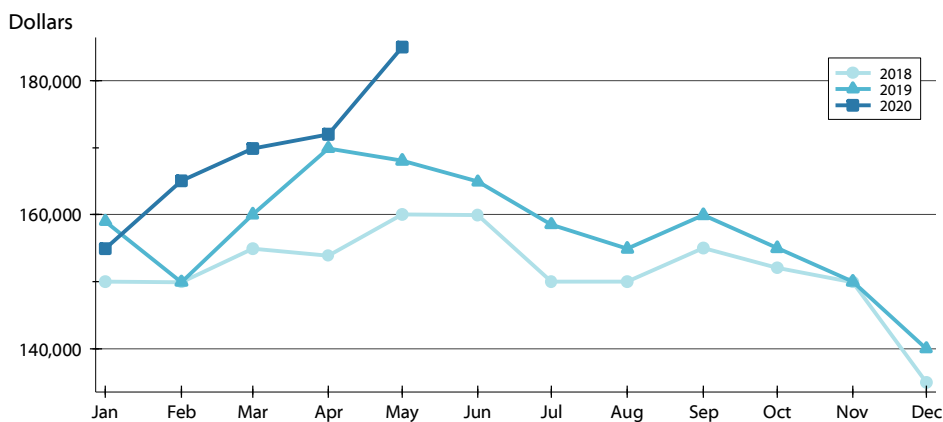
## AVERAGE PRICE >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 6/8/2020**



Month	2018	2019	2020
January	182,667	193,936	182,734
February	179,256	196,541	202,568
March	178,570	189,165	197,840
April	182,446	210,013	200,335
May	193,514	197,207	217,010
June	190,954	187,599	
July	188,154	181,474	
August	177,597	185,220	
September	187,412	189,511	
October	183,511	183,203	
November	173,602	180,642	
December	165,287	166,785	

## MEDIAN PRICE >>

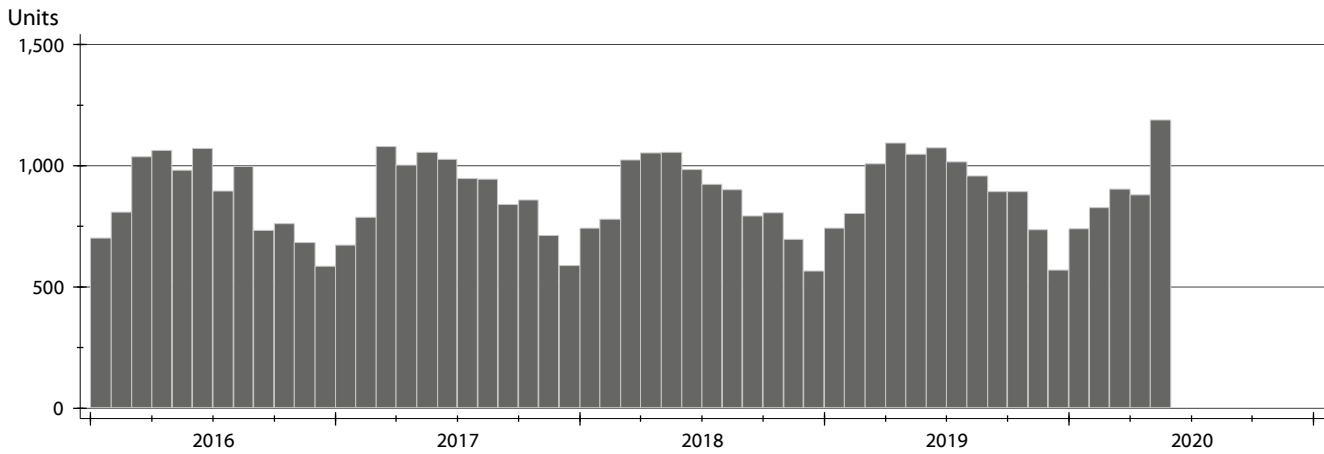


Month	2018	2019	2020
January	150,000	159,000	154,900
February	149,900	149,900	165,000
March	154,900	160,000	169,900
April	153,900	169,900	172,000
May	160,000	168,000	185,000
June	159,900	164,900	
July	150,000	158,500	
August	150,000	154,900	
September	155,000	159,900	
October	152,000	155,000	
November	149,900	149,975	
December	135,000	140,000	

# CONTRACTS WRITTEN ANALYSIS

**HISTORY** >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 6/8/2020**



**SUMMARY** >>

Summary Statistics		May			Year-to-Date		
for Contracts Written		2020	2019	Change	2020	2019	Change
Closed Listings		<b>1,188</b>	1,049	13.3%	<b>4,535</b>	4,696	-3.4%
Volume (1,000s)		<b>229,037</b>	206,835	10.7%	<b>840,894</b>	840,155	0.1%
Average	Sale Price	<b>192,792</b>	197,173	-2.2%	<b>185,423</b>	178,909	3.6%
	Days on Market	<b>32</b>	38	-17.1%	<b>37</b>	44	-15.7%
	Percent of Original	<b>98.4%</b>	96.9%	1.6%	<b>97.1%</b>	96.3%	0.9%
Median	Sale Price	<b>174,200</b>	169,900	2.5%	<b>165,000</b>	159,000	3.8%
	Days on Market	<b>6</b>	11	-45.5%	<b>9</b>	15	-40.0%
	Percent of Original	<b>100.0%</b>	98.8%	1.2%	<b>100.0%</b>	98.4%	1.7%

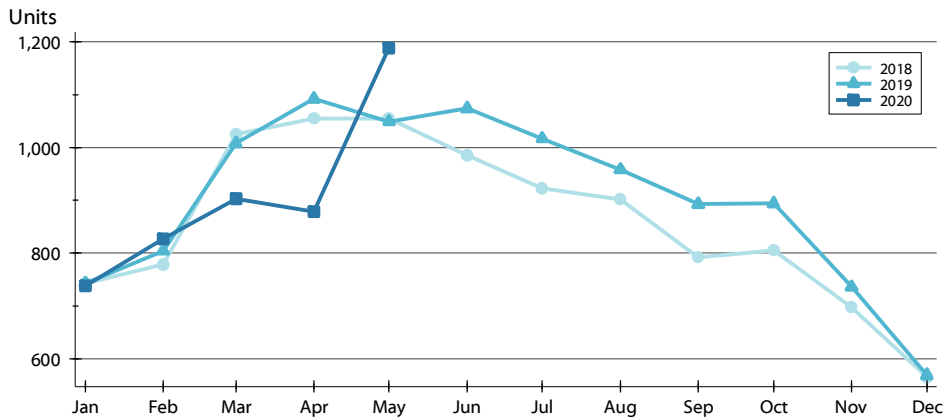
A total of 1,188 contracts for sale were written in South Central Kansas during the month of May, up from 1,049 in 2019. The median list price of these homes was \$174,200, up from \$169,900 the prior year.

Half of the homes that went under contract in May were on the market less than 6 days, compared to 11 days in May 2019.

# CONTRACTS WRITTEN ANALYSIS

## BY MONTH >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 6/8/2020**



Month	2018	2019	2020
January	743	743	738
February	778	804	827
March	1,025	1,008	903
April	1,054	1,092	879
May	1,055	1,049	1,188
June	985	1,074	
July	923	1,017	
August	902	958	
September	792	893	
October	805	894	
November	697	736	
December	566	569	

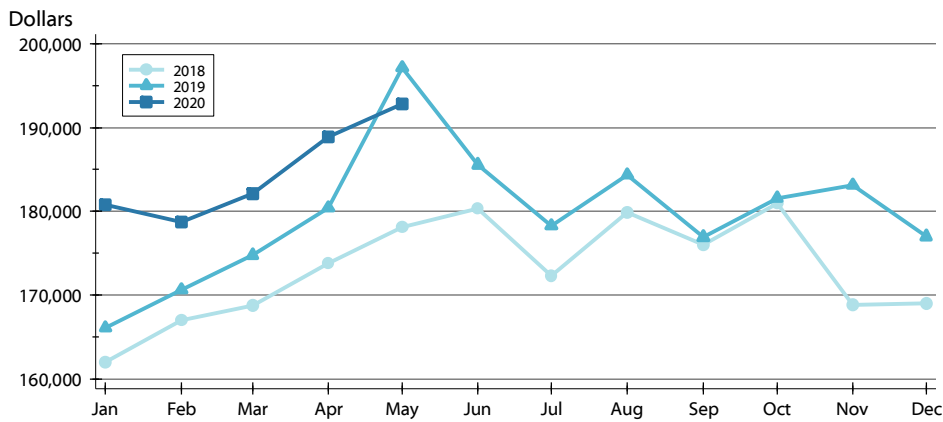
## BY PRICE RANGE >>

Price Range	Contracts Written			List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median
Below \$25,000	16	1.3%	254	15,881	15,000	94	36	87.4%	82.7%
\$25,000-\$49,999	49	4.1%	1,830	37,350	38,000	62	28	88.8%	94.0%
\$50,000-\$99,999	197	16.6%	15,523	78,795	79,900	39	8	97.5%	100.0%
\$100,000-\$124,999	86	7.2%	9,785	113,778	114,900	20	4	99.3%	100.0%
\$125,000-\$149,999	105	8.8%	14,455	137,671	135,500	18	3	99.7%	100.0%
\$150,000-\$174,999	132	11.1%	21,406	162,164	162,750	18	4	99.4%	100.0%
\$175,000-\$199,999	143	12.0%	26,751	187,067	187,900	16	4	99.8%	100.0%
\$200,000-\$249,999	165	13.9%	37,142	225,104	225,000	30	5	99.0%	100.0%
\$250,000-\$299,999	120	10.1%	32,624	271,869	269,850	21	6	99.3%	100.0%
\$300,000-\$399,999	93	7.8%	32,323	347,558	349,000	50	11	99.5%	100.0%
\$400,000-\$499,999	32	2.7%	14,399	449,968	449,500	53	20	98.7%	100.0%
\$500,000-\$749,999	14	1.2%	8,587	613,371	594,950	116	72	97.3%	99.6%
\$750,000-\$999,999	5	0.4%	3,994	798,780	784,900	64	15	99.6%	100.0%
\$1,000,000 and up	3	0.3%	4,566	1,522,000	1,596,000	114	112	98.2%	100.0%
All price ranges	1,188	100.0%	229,037	192,792	174,200	32	6	98.4%	100.0%

# CONTRACTS WRITTEN ANALYSIS

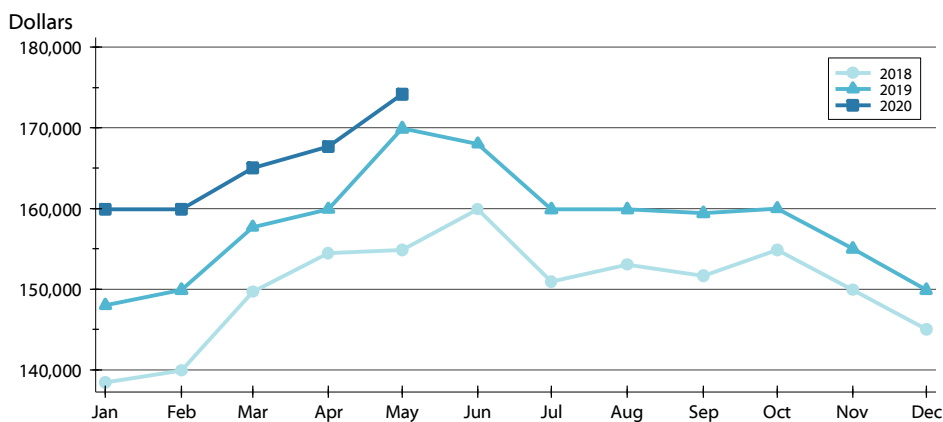
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 6/8/2020**

## AVERAGE PRICE >>



Month	2018	2019	2020
January	161,962	166,076	180,813
February	167,014	170,621	178,747
March	168,727	174,748	182,104
April	173,771	180,439	188,923
May	178,081	197,173	192,792
June	180,310	185,554	-
July	172,342	178,259	-
August	179,829	184,342	-
September	175,985	176,909	-
October	180,967	181,601	-
November	168,869	183,146	-
December	168,982	176,988	-

## MEDIAN PRICE >>

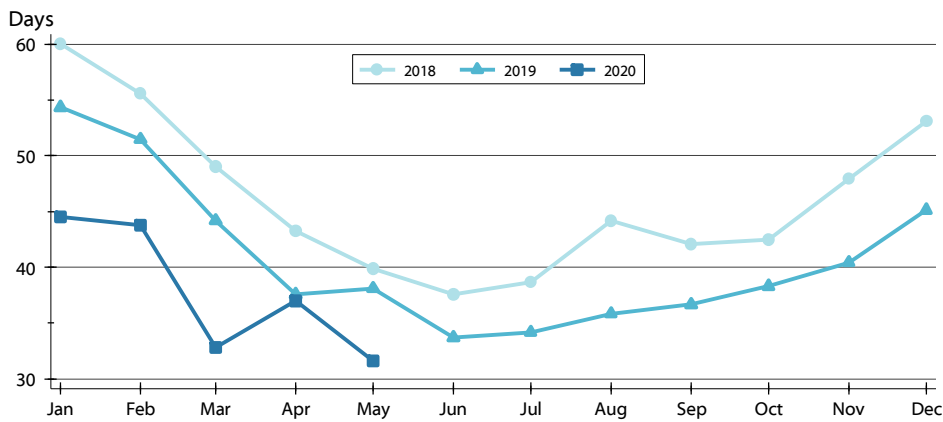


Month	2018	2019	2020
January	138,500	148,000	159,900
February	139,900	149,900	159,900
March	149,700	157,700	165,000
April	154,500	159,925	167,700
May	154,900	169,900	174,200
June	159,900	168,000	-
July	150,975	159,900	-
August	153,000	159,900	-
September	151,700	159,400	-
October	154,900	160,000	-
November	149,900	155,000	-
December	145,000	149,900	-

# CONTRACTS WRITTEN ANALYSIS

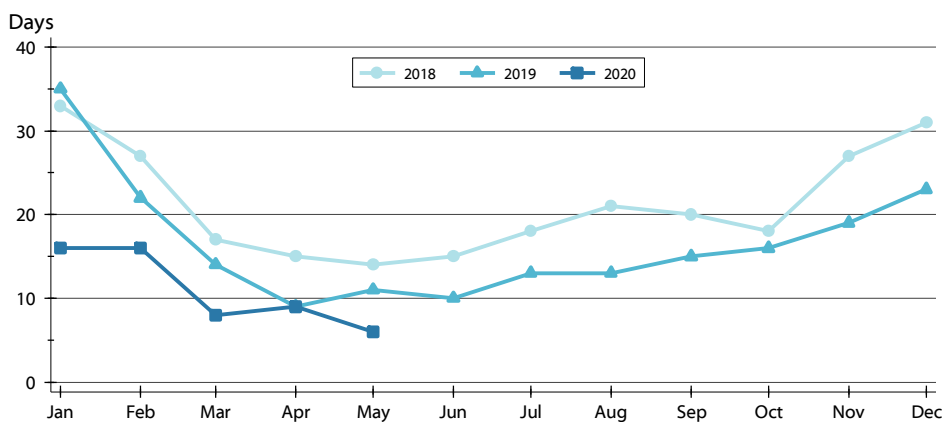
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 6/8/2020**

## AVERAGE DOM >>



Month	2018	2019	2020
January	60	54	44
February	56	51	44
March	49	44	33
April	43	38	37
May	40	38	32
June	38	34	34
July	39	34	34
August	44	36	36
September	42	37	37
October	43	38	38
November	48	40	40
December	53	45	45

## MEDIAN DOM >>

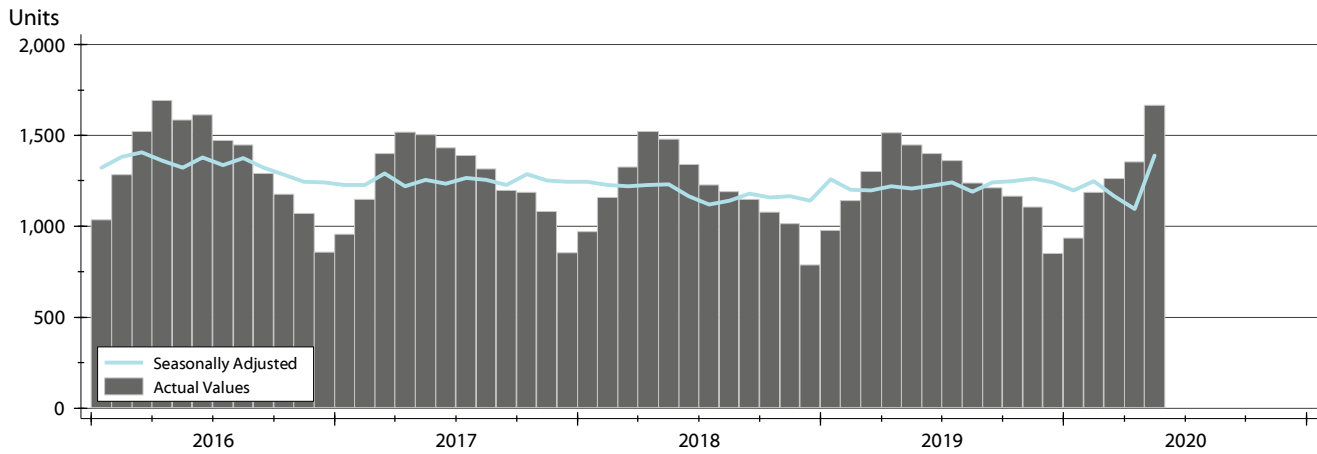


Month	2018	2019	2020
January	33	35	16
February	27	22	16
March	17	14	8
April	15	9	9
May	14	11	6
June	15	10	10
July	18	13	13
August	21	13	13
September	20	15	15
October	18	16	16
November	27	19	19
December	31	23	23

# PENDING CONTRACTS ANALYSIS

**HISTORY** >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 6/8/2020**



**SUMMARY** >>

Summary Statistics		End of May		
for Active Listings		2020	2019	Change
Active Listings		<b>1,665</b>	1,447	15.1%
Volume (1,000s)		<b>343,758</b>	299,126	14.9%
Average	List Price	<b>206,461</b>	206,721	-0.1%
	Days on Market	<b>33</b>	39	-15.1%
	Percent of Original	<b>99.0%</b>	98.6%	0.4%
Median	List Price	<b>179,900</b>	174,900	2.9%
	Days on Market	<b>6</b>	10	-40.0%
	Percent of Original	<b>100.0%</b>	100.0%	0.0%

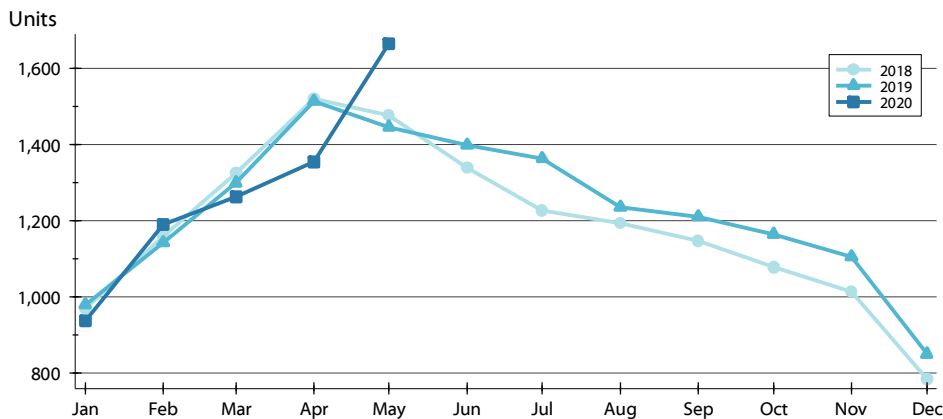
A total of 1,665 listings in South Central Kansas had contracts pending at the end of May, up from 1,447 contracts pending at the end of May 2019.

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 6/8/2020**



Month	2018	2019	2020
January	970	980	937
February	1,159	1,143	1,189
March	1,326	1,300	1,263
April	1,521	1,514	1,355
May	1,477	1,447	1,665
June	1,340	1,399	
July	1,228	1,363	
August	1,193	1,236	
September	1,148	1,211	
October	1,077	1,165	
November	1,014	1,105	
December	785	850	

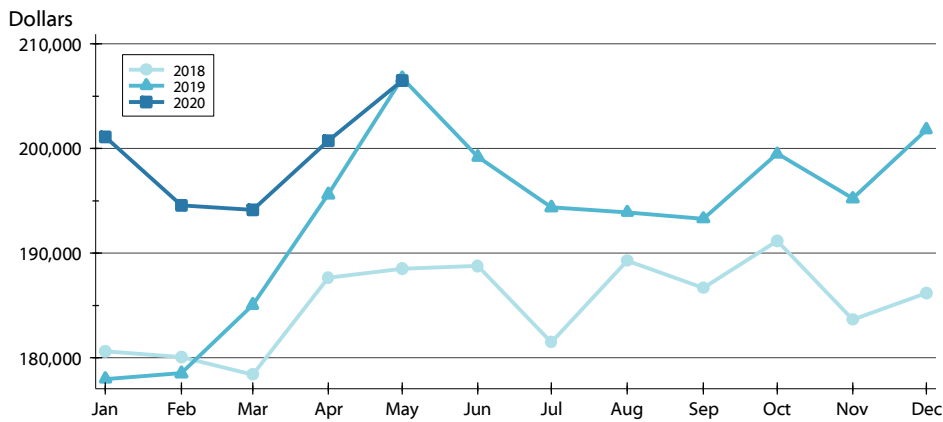
## BY PRICE RANGE >>

Price Range	Contracts Written			List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median
Below \$25,000	10	0.6%	144	14,390	14,450	110	63	85.0%	100.0%
\$25,000-\$49,999	45	2.7%	1,723	38,289	39,900	63	29	93.8%	100.0%
\$50,000-\$99,999	269	16.2%	21,231	78,927	80,000	42	11	98.2%	100.0%
\$100,000-\$124,999	122	7.3%	13,826	113,327	114,900	25	4	99.0%	100.0%
\$125,000-\$149,999	146	8.8%	20,029	137,185	135,000	20	4	99.1%	100.0%
\$150,000-\$174,999	184	11.1%	29,967	162,863	164,900	17	4	99.5%	100.0%
\$175,000-\$199,999	190	11.4%	35,499	186,835	185,850	19	5	99.8%	100.0%
\$200,000-\$249,999	235	14.1%	52,666	224,111	224,900	36	5	99.2%	100.0%
\$250,000-\$299,999	172	10.3%	47,178	274,292	272,488	26	6	99.6%	100.0%
\$300,000-\$399,999	161	9.7%	55,700	345,962	340,000	40	4	100.0%	100.0%
\$400,000-\$499,999	63	3.8%	28,258	448,539	445,000	38	3	99.6%	100.0%
\$500,000-\$749,999	32	1.9%	19,146	598,299	577,450	101	41	97.9%	100.0%
\$750,000-\$999,999	8	0.5%	6,447	805,872	796,537	44	14	99.8%	100.0%
\$1,000,000 and up	5	0.3%	7,196	1,439,279	1,455,397	74	30	98.9%	100.0%
All price ranges	1,665	100.0%	343,758	206,461	179,900	33	6	99.0%	100.0%

**PENDING CONTRACTS ANALYSIS**

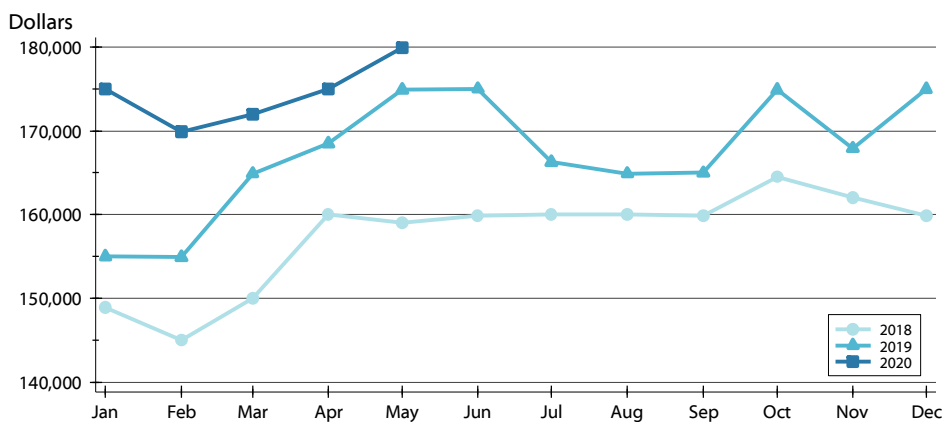
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 6/8/2020**

**AVERAGE PRICE** >>



Month	2018	2019	2020
January	180,564	177,966	201,113
February	180,022	178,468	194,555
March	178,347	185,022	194,112
April	187,633	195,583	200,722
May	188,503	206,721	206,461
June	188,722	199,174	
July	181,440	194,369	
August	189,213	193,882	
September	186,663	193,256	
October	191,150	199,471	
November	183,647	195,210	
December	186,152	201,795	

**MEDIAN PRICE** >>

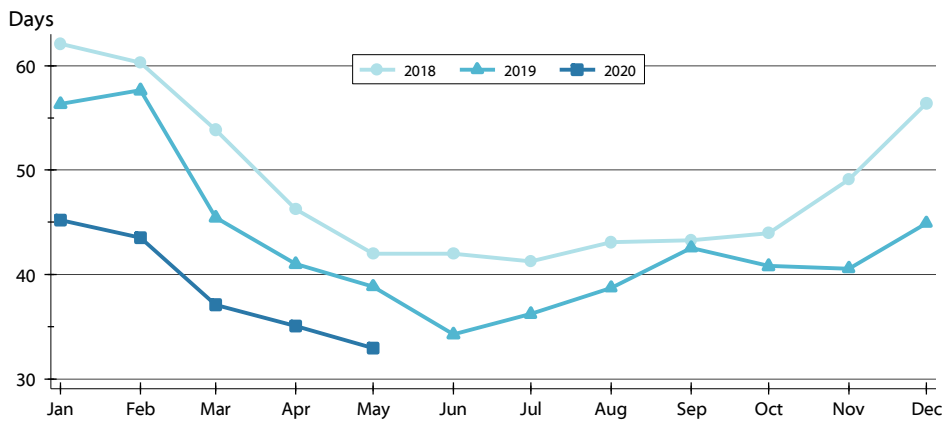


Month	2018	2019	2020
January	148,900	155,000	175,000
February	145,000	154,900	169,900
March	150,000	164,900	172,000
April	160,000	168,500	175,000
May	159,000	174,900	179,900
June	159,900	175,000	
July	160,000	166,250	
August	160,000	164,900	
September	159,900	165,000	
October	164,500	174,900	
November	162,000	167,900	
December	159,900	174,975	

**PENDING CONTRACTS ANALYSIS**

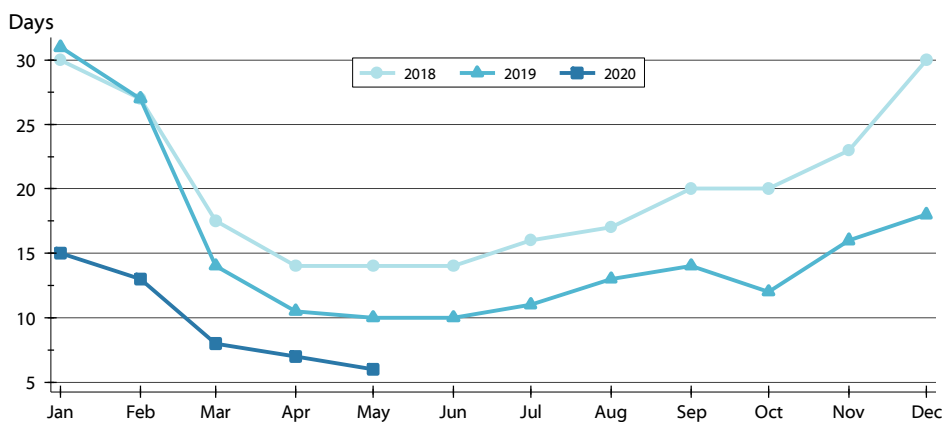
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 6/8/2020**

**AVERAGE DOM** >>



Month	2018	2019	2020
January	62	56	45
February	60	58	44
March	54	45	37
April	46	41	35
May	42	39	33
June	42	34	
July	41	36	
August	43	39	
September	43	43	
October	44	41	
November	49	41	
December	56	45	

**MEDIAN DOM** >>



Month	2018	2019	2020
January	30	31	15
February	27	27	13
March	18	14	8
April	14	11	7
May	14	10	6
June	14	10	
July	16	11	
August	17	13	
September	20	14	
October	20	12	
November	23	16	
December	30	18	



South Central Kansas MLS

## South Central Kansas MLS

170 W. Dewey, Wichita, KS 67202

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

July 9, 2020

### South Central Kansas MLS Releases Home Sales Figures for June 2020

Homes sales in South Central Kansas rose by 7.9% in June compared to the prior year. Sales in June 2020 totaled 1,136 units, up from 1,053 in 2019.

Among existing homes, 1,063 units sold in June, an increase of 8.1% from 983 units that sold in 2019. The average sale price of existing homes was \$183,399. This represents an increase of 1.8% from the June 2019 average price of \$180,198.

For new construction, 73 sales occurred in June, up from 70 units the prior year, an increase of 4.3%. The average sale price of new homes in June was \$310,733, down 12.5% from the same period last year.

A total of 1,112 contracts for sale were written in June 2020, up from 1,074 in June 2019. This is an increase of 3.5%. 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 1,288 units at the end of June, which is down from 2,047 homes that were on the market at the end of June last year. At the current rate of sales, this figure represents 1.5 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 June

Total home sales in South Central Kansas rose by 7.9% last month to 1,136 units, compared to 1,053 units in June 2019. Total sales volume was \$217.6 million, up 7.7% from a year earlier.

The median sale price in June was \$172,700, up from \$165,000 a year earlier. Homes that sold in June were typically on the market for 6 days and sold for 100.0% 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 1,288 units, down from 2,047 at the same point in 2019. This represents a 1.5 months' supply of homes available for sale. The median list price of homes on the market at the end of June was \$246,900.

During June, a total of 1,112 contracts were written up from 1,074 in June 2019. At the end of the month, there were 1,636 contracts pending, compared to 1,399 at the end of June 2019.

Entire MLS System				
Current Month		June		
Summary Statistics		2020	2019	Change
Home Sales		1,136	1,053	7.9%
Active Listings		1,288	2,047	-37.1%
Months' Supply		1.5	2.4	-38.0%
New Listings		1,094	1,311	-16.6%
Contracts Written		1,112	1,074	3.5%
Pending Contracts		1,636	1,399	16.9%
Sales Volume (1,000s)		217,637	202,001	7.7%
Average	Sale Price	191,582	191,834	-0.1%
	List Price of Actives	297,758	262,572	13.4%
	Days on Market	31	36	-14.8%
	Percent of List	99.0%	97.9%	1.0%
	Percent of Original	97.8%	96.5%	1.4%
Median	Sale Price	172,700	165,000	4.7%
	List Price of Actives	246,900	199,500	23.8%
	Days on Market	6	12	-50.0%
	Percent of List	100.0%	100.0%	0.0%
	Percent of Original	100.0%	98.8%	1.2%

## 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.

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# THREE-YEAR COMPARISONS

## SUMMARY >>

## BREAKDOWNS BY HOME TYPE ENTIRE MLS SYSTEM AS OF 7/8/2020

June MLS Statistics By Property Type		2020			2019			2018		
		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		<b>1,136</b>	<b>1,063</b>	<b>73</b>	1,053	983	70	1,083	1,018	65
Change from prior year		7.9%	8.1%	4.3%	-2.8%	-3.4%	7.7%	-4.7%	-5.7%	14.0%
Active Listings		<b>1,288</b>	<b>1,056</b>	<b>232</b>	2,047	1,789	258	2,369	2,136	233
Change from prior year		-37.1%	-41.0%	-10.1%	-13.6%	-16.2%	10.7%	-5.7%	-4.3%	-17.1%
Months' Supply		<b>1.5</b>	<b>1.3</b>	<b>3.7</b>	2.4	2.2	4.3	2.7	2.6	3.9
Change from prior year		-38.0%	-41.7%	-13.8%	-12.5%	-15.0%	8.7%	-6.5%	-5.0%	-18.0%
New Listings		<b>1,094</b>	<b>1,039</b>	<b>55</b>	1,311	1,222	89	1,351	1,259	92
Change from prior year		-16.6%	-15.0%	-38.2%	-3.0%	-2.9%	-3.3%	-6.8%	-7.2%	-1.1%
Contracts Written		<b>1,112</b>	<b>1,045</b>	<b>67</b>	1,074	998	76	985	920	65
Change from prior year		3.5%	4.7%	-11.8%	9.0%	8.5%	16.9%	-4.1%	-4.1%	-4.4%
Pending Contracts		<b>1,636</b>	<b>1,421</b>	<b>215</b>	1,399	1,228	171	1,340	1,188	152
Change from prior year		16.9%	15.7%	25.7%	4.4%	3.4%	12.5%	-6.4%	-6.4%	-6.7%
Sales Volume (1,000s)		<b>217,637</b>	<b>194,953</b>	<b>22,684</b>	202,001	177,134	24,866	190,277	169,681	20,597
Change from prior year		7.7%	10.1%	-8.8%	6.2%	4.4%	20.7%	0.5%	-0.5%	9.1%
Average	Sale Price	<b>191,582</b>	<b>183,399</b>	<b>310,733</b>	191,834	180,198	355,235	175,695	166,680	316,870
	Change from prior year	-0.1%	1.8%	-12.5%	9.2%	8.1%	12.1%	5.4%	5.5%	-4.3%
	List Price of Actives	<b>297,758</b>	<b>288,120</b>	<b>340,675</b>	262,572	253,743	321,810	242,311	233,219	324,257
	Change from prior year	13.4%	13.5%	5.9%	8.4%	8.8%	-0.8%	5.6%	7.7%	-1.6%
	Days on Market	<b>31</b>	<b>28</b>	<b>70</b>	36	34	64	38	36	74
	Change from prior year	-14.8%	-17.7%	9.3%	-4.9%	-4.4%	-12.7%	-5.2%	-6.3%	-4.5%
Percent of List	<b>99.0%</b>	<b>98.8%</b>	<b>101.0%</b>	97.9%	97.7%	101.1%	98.2%	98.0%	102.1%	
	Change from prior year	1.0%	1.1%	-0.1%	-0.3%	-0.3%	-0.9%	0.3%	0.3%	0.0%
	Percent of Original	<b>97.8%</b>	<b>97.6%</b>	<b>101.5%</b>	96.5%	96.1%	101.8%	96.8%	96.4%	103.2%
Change from prior year	1.4%	1.5%	-0.3%	-0.3%	-0.3%	-1.4%	0.8%	0.8%	0.8%	
Median	Sale Price	<b>172,700</b>	<b>166,000</b>	<b>306,115</b>	165,000	155,000	305,976	152,000	145,000	298,286
	Change from prior year	4.7%	7.1%	0.0%	8.6%	6.9%	2.6%	4.8%	4.2%	9.8%
	List Price of Actives	<b>246,900</b>	<b>207,500</b>	<b>313,958</b>	199,500	179,000	288,700	190,000	175,000	289,396
	Change from prior year	23.8%	15.9%	8.7%	5.0%	2.3%	-0.2%	8.6%	9.4%	1.5%
	Days on Market	<b>6</b>	<b>6</b>	<b>0</b>	12	12	16	14	15	1
	Change from prior year	-50.0%	-50.0%	-100.0%	-14.3%	-17.2%	1450.0%	-6.7%	-3.3%	-94.4%
Percent of List	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	100.0%	99.6%	100.0%	100.0%	99.5%	100.0%	
Change from prior year	0.0%	0.4%	0.0%	0.0%	0.1%	0.0%	0.7%	0.4%	0.0%	
Percent of Original	<b>100.0%</b>	<b>100.0%</b>	<b>101.5%</b>	98.8%	98.4%	100.8%	98.7%	98.3%	101.4%	
Change from prior year	1.2%	1.7%	0.7%	0.1%	0.0%	-0.6%	0.4%	0.3%	1.3%	

# YEAR-TO-DATE STATISTICS

## SUMMARY >>

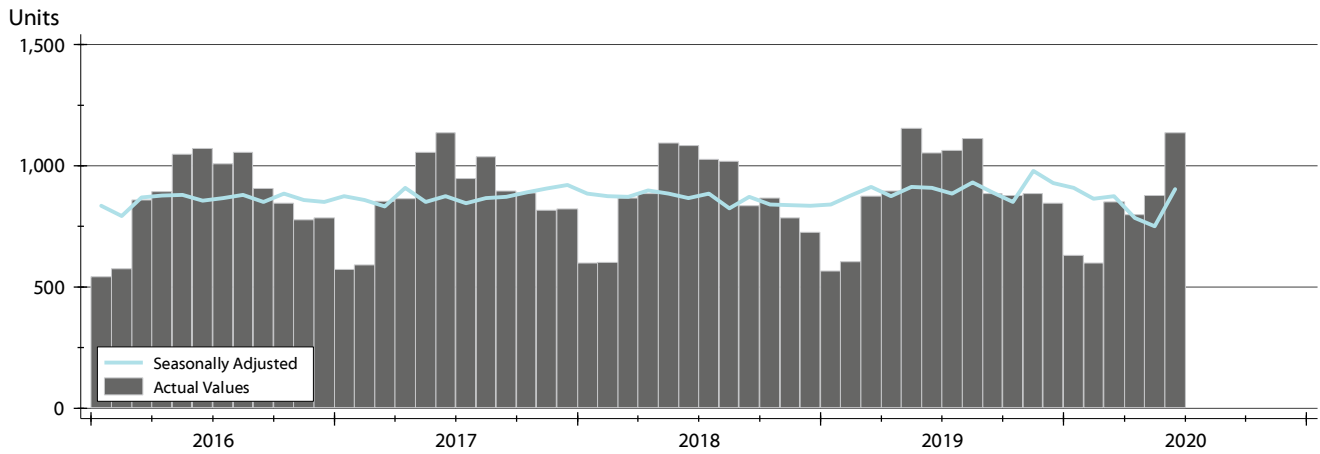
### YTD BREAKDOWNS BY HOME TYPE ENTIRE MLS SYSTEM AS OF 7/8/2020

Year-to-Date Activity		2020			2019			2018		
By Property Type		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		<b>4,888</b>	<b>4,528</b>	<b>360</b>	5,146	4,796	350	5,128	4,762	366
Change from prior year		-5.0%	-5.6%	2.9%	0.4%	0.7%	-4.4%	1.1%	0.5%	10.2%
New Listings		<b>6,165</b>	<b>5,759</b>	<b>406</b>	7,018	6,501	517	7,244	6,772	472
Change from prior year		-12.2%	-11.4%	-21.5%	-3.1%	-4.0%	9.5%	-1.2%	-0.5%	-9.9%
Contracts Written		<b>5,636</b>	<b>5,274</b>	<b>362</b>	5,770	5,367	403	5,640	5,225	415
Change from prior year		-2.3%	-1.7%	-10.2%	2.3%	2.7%	-2.9%	0.3%	0.3%	-0.2%
Sales Volume (1,000s)		<b>876,782</b>	<b>766,857</b>	<b>109,924</b>	875,208	761,823	113,385	832,043	720,702	111,341
Change from prior year		0.2%	0.7%	-3.1%	5.2%	5.7%	1.8%	5.0%	3.9%	12.6%
Average	Sale Price	<b>179,374</b>	<b>169,359</b>	<b>305,345</b>	170,075	158,846	323,956	162,255	151,344	304,211
	Change from prior year	5.5%	6.6%	-5.7%	4.8%	5.0%	6.5%	3.8%	3.4%	2.1%
	Days on Market	<b>38</b>	<b>37</b>	<b>57</b>	45	44	69	49	45	106
	Change from prior year	-16.1%	-16.2%	-17.9%	-7.4%	-2.2%	-34.6%	-3.7%	-7.8%	23.3%
Median	Percent of List	<b>98.3%</b>	<b>98.0%</b>	<b>102.0%</b>	97.8%	97.5%	102.3%	97.8%	97.5%	101.8%
	Change from prior year	0.5%	0.5%	-0.3%	0.0%	0.0%	0.5%	0.4%	0.4%	0.1%
	Percent of Original	<b>96.7%</b>	<b>96.2%</b>	<b>102.7%</b>	96.0%	95.4%	103.1%	95.9%	95.3%	102.3%
	Change from prior year	0.7%	0.8%	-0.4%	0.1%	0.1%	0.8%	0.7%	0.7%	0.0%
Median	Sale Price	<b>160,650</b>	<b>154,900</b>	<b>294,733</b>	150,000	142,500	279,756	142,000	135,000	272,250
	Change from prior year	7.1%	8.7%	5.4%	5.6%	5.6%	2.8%	4.7%	3.8%	4.6%
	Days on Market	<b>11</b>	<b>11</b>	<b>0</b>	17	18	3	21	20	40
	Change from prior year	-35.3%	-37.1%	-100.0%	-19.0%	-12.5%	-92.4%	-4.5%	-9.1%	75.6%
Median	Percent of List	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	99.4%	99.0%	100.0%	99.2%	98.8%	100.0%
	Change from prior year	0.6%	1.0%	0.0%	0.3%	0.2%	0.0%	0.1%	0.0%	0.0%
	Percent of Original	<b>99.1%</b>	<b>98.6%</b>	<b>101.4%</b>	98.1%	97.7%	100.9%	97.9%	97.5%	101.1%
	Change from prior year	1.0%	0.9%	0.5%	0.2%	0.2%	-0.2%	0.2%	0.2%	0.8%

# CLOSED LISTINGS ANALYSIS

**HISTORY** >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 7/8/2020**



**SUMMARY** >>

Summary Statistics for Closed Listings		June			Year-to-Date		
		2020	2019	Change	2020	2019	Change
Closed Listings		<b>1,136</b>	1,053	7.9%	<b>4,888</b>	5,146	-5.0%
Volume (1,000s)		<b>217,637</b>	202,001	7.7%	<b>876,782</b>	875,208	0.2%
Average	Sale Price	<b>191,582</b>	191,834	-0.1%	<b>179,374</b>	170,075	5.5%
	Days on Market	<b>31</b>	36	-14.8%	<b>38</b>	45	-16.1%
	Percent of List	<b>99.0%</b>	97.9%	1.0%	<b>98.3%</b>	97.8%	0.5%
	Percent of Original	<b>97.8%</b>	96.5%	1.4%	<b>96.7%</b>	96.0%	0.7%
Median	Sale Price	<b>172,700</b>	165,000	4.7%	<b>160,650</b>	150,000	7.1%
	Days on Market	<b>6</b>	12	-50.0%	<b>11</b>	17	-35.3%
	Percent of List	<b>100.0%</b>	100.0%	0.0%	<b>100.0%</b>	99.4%	0.6%
	Percent of Original	<b>100.0%</b>	98.8%	1.2%	<b>99.1%</b>	98.1%	1.0%

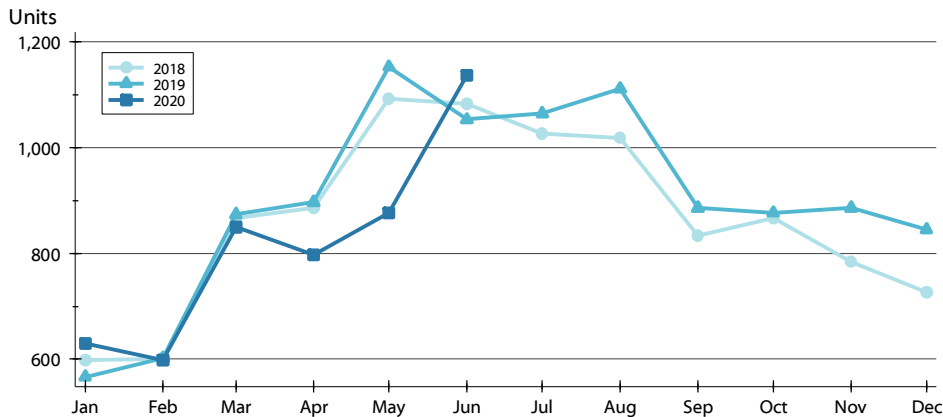
A total of 1,136 homes sold in South Central Kansas in June, up from 1,053 units in June 2019. Total sales volume rose to \$217.6 million compared to \$202.0 million in the previous year.

The median sales price in June was \$172,700, up 4.7% compared to the prior year. Median days on market was 6 days, down from 9 days in May, and down from 12 in June 2019.

# CLOSED LISTINGS ANALYSIS

## BY MONTH >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 7/8/2020**



Month	2018	2019	2020
January	598	567	630
February	601	602	598
March	867	874	850
April	886	897	797
May	1,093	1,153	877
June	1,083	1,053	1,136
July	1,027	1,064	-
August	1,018	1,111	-
September	834	886	-
October	867	877	-
November	784	886	-
December	726	845	-

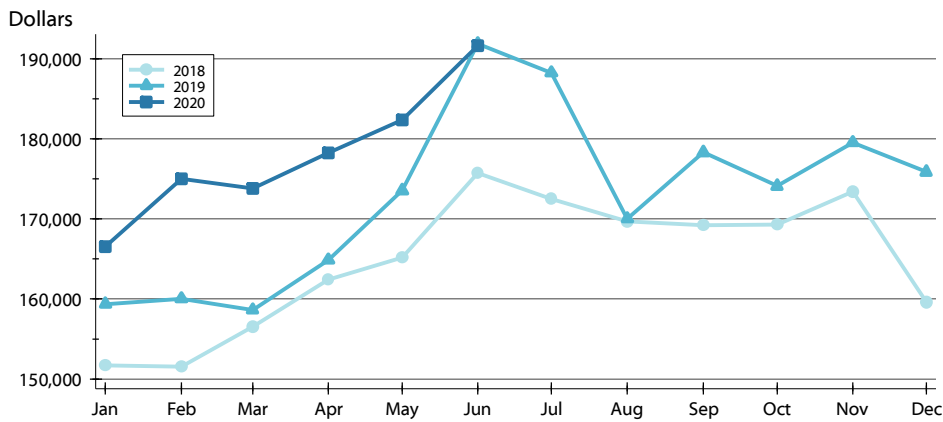
## BY PRICE RANGE >>

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	2.0%	367	15,974	17,750	75	28	89.4%	88.0%	75.3%	74.6%
\$25,000-\$49,999	55	4.8%	2,114	38,427	39,600	72	49	91.9%	94.7%	85.5%	86.0%
\$50,000-\$99,999	178	15.7%	13,733	77,149	80,000	23	12	98.2%	100.0%	97.1%	99.4%
\$100,000-\$124,999	94	8.3%	10,550	112,239	114,750	17	3	100.4%	100.0%	99.5%	100.0%
\$125,000-\$149,999	99	8.7%	13,568	137,050	137,500	31	4	99.4%	100.0%	98.4%	100.0%
\$150,000-\$174,999	131	11.5%	21,380	163,206	164,500	17	4	100.2%	100.0%	99.7%	100.0%
\$175,000-\$199,999	118	10.4%	21,953	186,041	185,540	22	5	99.7%	100.0%	99.0%	100.0%
\$200,000-\$249,999	159	14.0%	35,261	221,766	222,000	25	4	99.9%	100.0%	99.5%	100.0%
\$250,000-\$299,999	118	10.4%	32,133	272,310	271,000	30	7	99.7%	100.0%	99.0%	100.0%
\$300,000-\$399,999	99	8.7%	34,021	343,645	339,843	39	6	99.4%	100.0%	99.0%	100.0%
\$400,000-\$499,999	41	3.6%	18,142	442,494	435,000	66	26	98.2%	97.9%	97.8%	98.4%
\$500,000-\$749,999	17	1.5%	10,631	625,358	624,000	96	66	96.5%	96.9%	94.5%	95.4%
\$750,000-\$999,999	3	0.3%	2,585	861,500	839,000	21	21	92.3%	96.3%	92.3%	96.3%
\$1,000,000 and up	1	0.1%	1,200	1,200,000	1,200,000	112	112	92.3%	92.3%	87.3%	87.3%
All price ranges	1,136	100.0%	217,637	191,582	172,700	31	6	99.0%	100.0%	97.8%	100.0%

# CLOSED LISTINGS ANALYSIS

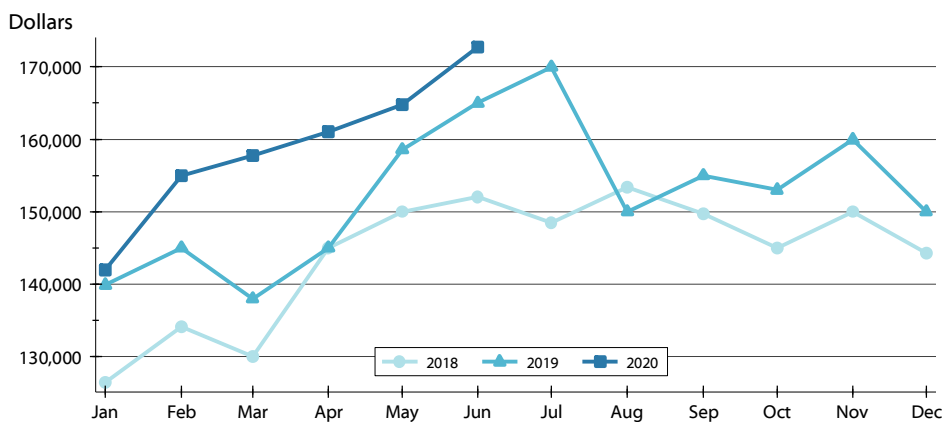
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 7/8/2020**

## AVERAGE PRICE >>



Month	2018	2019	2020
January	151,661	159,319	166,506
February	151,459	159,997	174,955
March	156,465	158,616	173,744
April	162,387	164,845	178,233
May	165,156	173,511	182,314
June	175,695	191,834	191,582
July	172,443	188,219	188,219
August	169,620	170,000	170,000
September	169,187	178,263	178,263
October	169,281	174,082	174,082
November	173,356	179,507	179,507
December	159,588	175,854	175,854

## MEDIAN PRICE >>

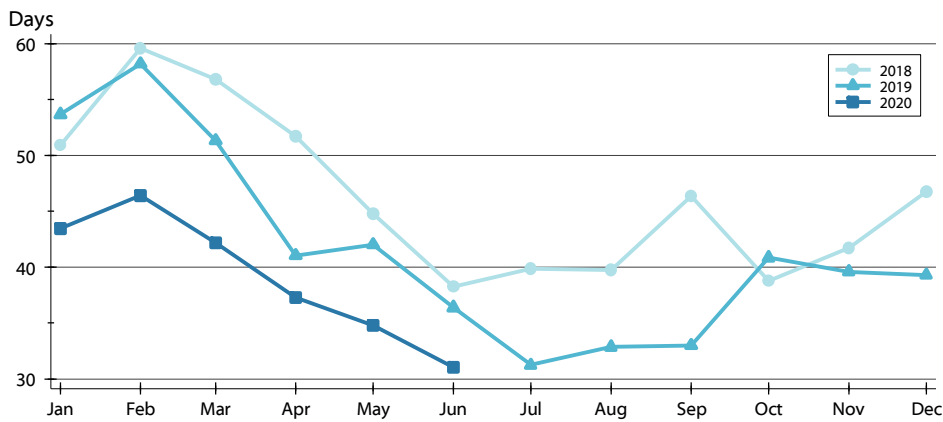


Month	2018	2019	2020
January	126,500	139,900	142,000
February	134,150	145,000	155,000
March	130,000	137,950	157,700
April	145,000	145,000	161,000
May	150,000	158,577	164,750
June	152,000	165,000	172,700
July	148,500	169,950	169,950
August	153,350	150,000	150,000
September	149,700	155,000	155,000
October	145,000	153,000	153,000
November	150,000	159,950	159,950
December	144,250	150,000	150,000

# CLOSED LISTINGS ANALYSIS

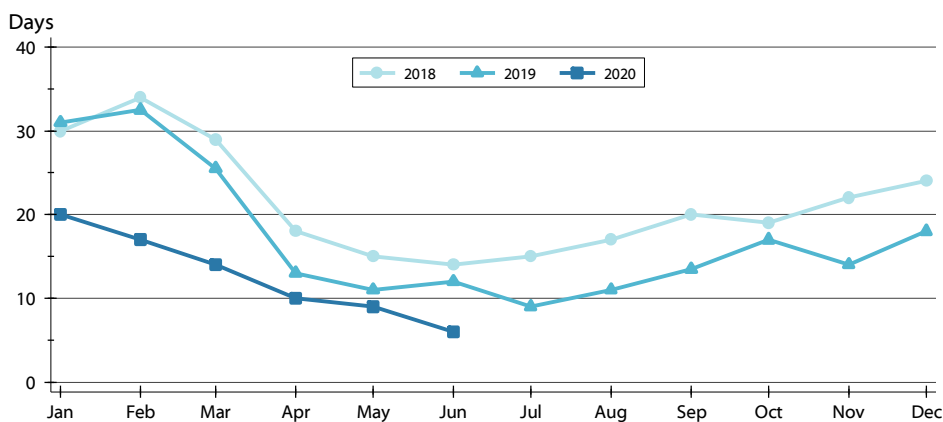
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 7/8/2020**

## AVERAGE DOM >>



Month	2018	2019	2020
January	51	54	43
February	60	58	46
March	57	51	42
April	52	41	37
May	45	42	35
June	38	36	31
July	40	31	31
August	40	33	33
September	46	33	33
October	39	41	41
November	42	40	40
December	47	39	39

## MEDIAN DOM >>

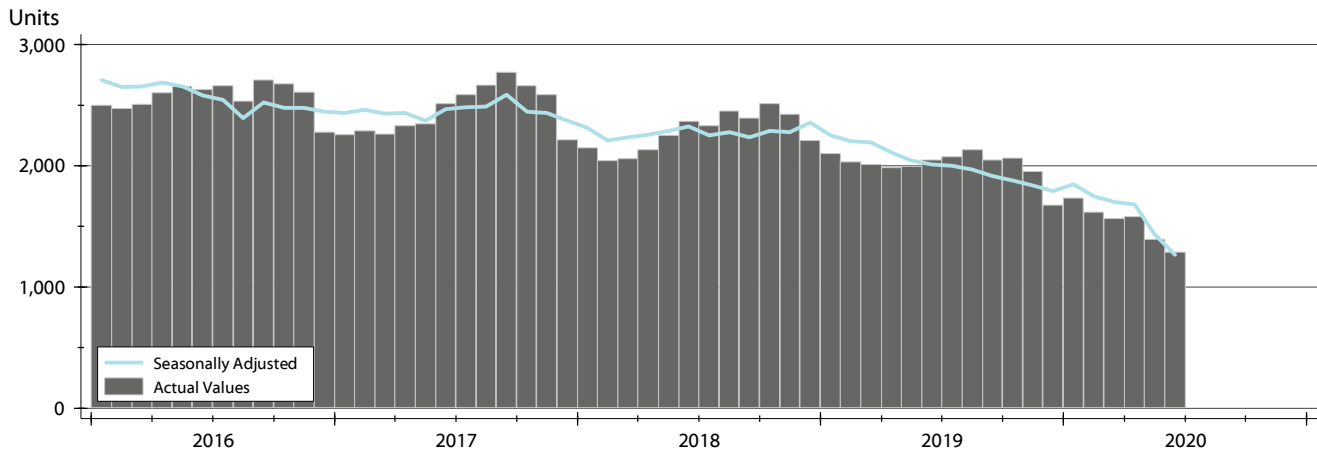


Month	2018	2019	2020
January	30	31	20
February	34	33	17
March	29	26	14
April	18	13	10
May	15	11	9
June	14	12	6
July	15	9	6
August	17	11	6
September	20	14	6
October	19	17	6
November	22	14	6
December	24	18	6

# ACTIVE LISTINGS ANALYSIS

**HISTORY** >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 7/8/2020**



**SUMMARY** >>

Summary Statistics for Active Listings		End of June		
		2020	2019	Change
Active Listings		<b>1,288</b>	2,047	-37.1%
Months' Supply		<b>1.5</b>	2.4	-38.0%
Volume (1,000s)		<b>383,512</b>	537,485	-28.6%
Average	List Price	<b>297,758</b>	262,572	13.4%
	Days on Market	<b>88</b>	83	6.8%
	Percent of Original	<b>98.1%</b>	97.6%	0.5%
Median	List Price	<b>246,900</b>	199,500	23.8%
	Days on Market	<b>36</b>	45	-20.0%
	Percent of Original	<b>100.0%</b>	100.0%	0.0%

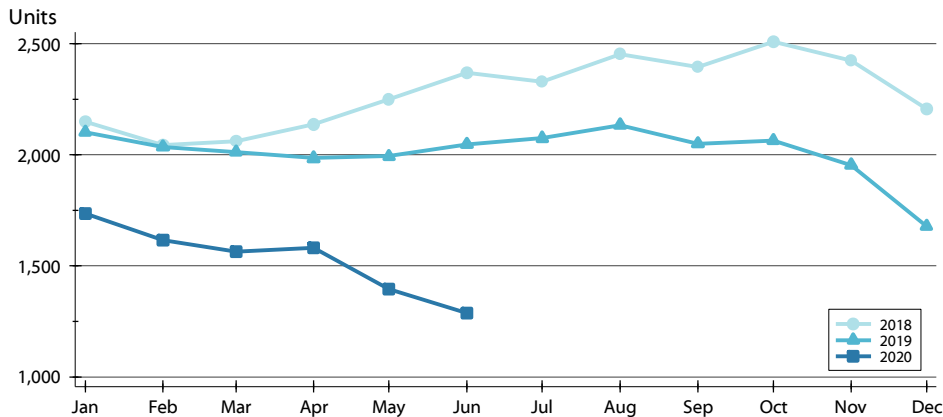
A total of 1,288 homes were available for sale in South Central Kansas at the end of June. This represents a 1.5 months' supply of active listings.

The median list price of homes on the market at the end of June was \$246,900, up 23.8% from 2019. The typical time on market for active listings was 36 days, down from 45 days a year earlier.

# ACTIVE LISTINGS ANALYSIS

## BY MONTH >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 7/8/2020**



Month	2018	2019	2020
January	2,147	2,102	1,735
February	2,044	2,034	1,614
March	2,059	2,012	1,562
April	2,135	1,984	1,579
May	2,250	1,992	1,393
June	2,369	2,047	1,288
July	2,329	2,074	
August	2,453	2,134	
September	2,395	2,049	
October	2,508	2,063	
November	2,425	1,953	
December	2,205	1,677	

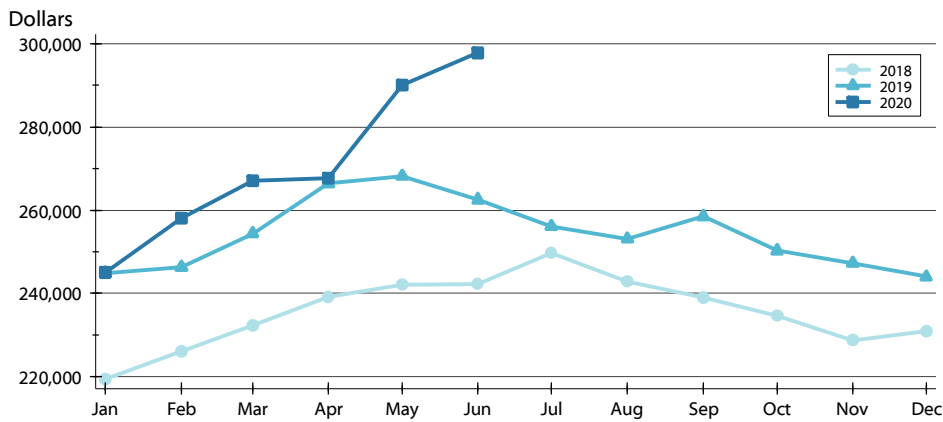
## BY PRICE RANGE >>

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	36	2.8%	492	1.6	13,664	17,750	121	48	94.0%	100.0%
\$25,000-\$49,999	74	5.7%	2,837	1.3	38,341	39,450	178	99	93.5%	100.0%
\$50,000-\$99,999	178	13.8%	13,416	1.0	75,373	75,000	92	47	97.0%	100.0%
\$100,000-\$124,999	48	3.7%	5,436	0.5	113,256	115,000	59	24	98.3%	100.0%
\$125,000-\$149,999	67	5.2%	9,290	0.7	138,661	138,500	66	33	98.3%	100.0%
\$150,000-\$174,999	55	4.3%	8,990	0.4	163,447	164,900	60	28	97.8%	100.0%
\$175,000-\$199,999	68	5.3%	12,763	0.6	187,691	187,700	69	26	98.5%	100.0%
\$200,000-\$249,999	126	9.8%	28,789	0.8	228,485	228,450	45	16	99.9%	100.0%
\$250,000-\$299,999	128	9.9%	35,484	1.1	277,217	278,145	52	28	99.6%	100.0%
\$300,000-\$399,999	246	19.1%	85,575	2.5	347,866	344,900	72	30	99.3%	100.0%
\$400,000-\$499,999	107	8.3%	47,994	2.6	448,544	448,967	97	51	98.8%	100.0%
\$500,000-\$749,999	75	5.8%	46,164	4.4	615,526	600,000	154	79	97.2%	100.0%
\$750,000-\$999,999	24	1.9%	21,726	8.0	905,240	912,450	219	139	95.8%	99.4%
\$1,000,000 and up	33	2.6%	57,707	33.0	1,748,695	1,589,000	205	116	97.4%	100.0%
All price ranges	1,288	100.0%	383,512	1.1	297,758	246,900	88	36	98.1%	100.0%

# ACTIVE LISTINGS ANALYSIS

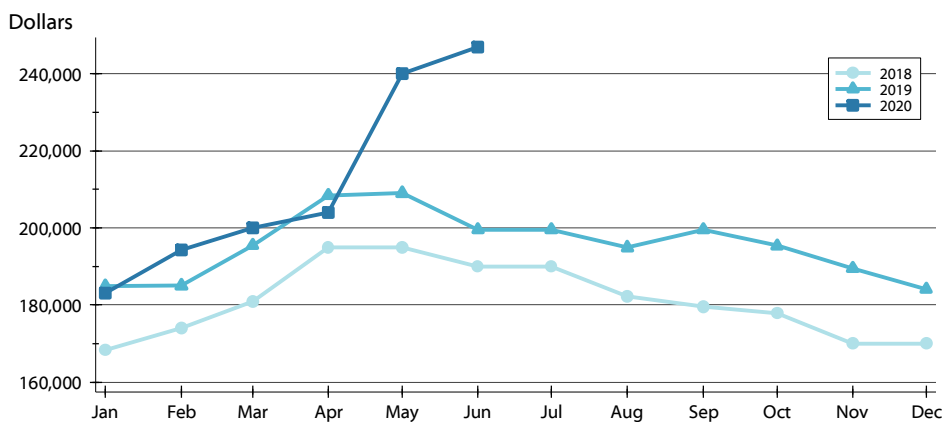
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 7/8/2020**

## AVERAGE PRICE >>



Month	2018	2019	2020
January	219,491	244,933	245,096
February	226,018	246,278	258,022
March	232,365	254,379	267,055
April	239,193	266,443	267,767
May	242,156	268,251	290,053
June	242,311	262,572	297,758
July	249,623	256,102	256,102
August	242,880	253,144	253,144
September	238,982	258,524	258,524
October	234,663	250,301	250,301
November	228,794	247,242	247,242
December	230,828	244,028	244,028

## MEDIAN PRICE >>

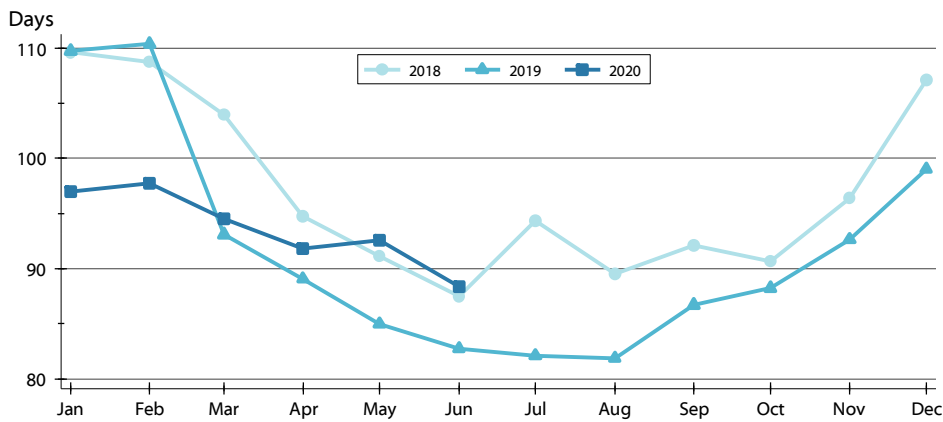


Month	2018	2019	2020
January	168,248	184,900	183,000
February	174,000	185,000	194,200
March	180,867	195,500	200,000
April	194,900	208,443	204,000
May	195,000	209,000	240,000
June	190,000	199,500	246,900
July	189,900	199,500	199,500
August	182,250	194,900	194,900
September	179,500	199,500	199,500
October	177,900	195,370	195,370
November	169,900	189,500	189,500
December	169,900	184,080	184,080

# ACTIVE LISTINGS ANALYSIS

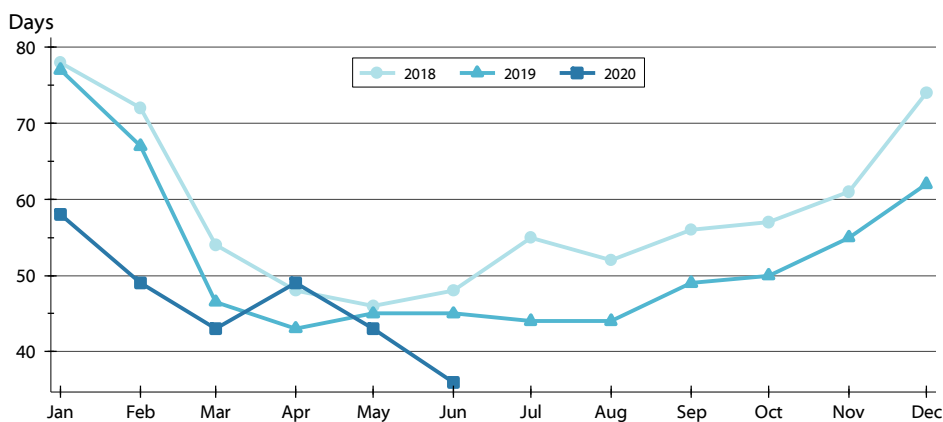
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 7/8/2020**

## AVERAGE DOM >>



Month	2018	2019	2020
January	110	110	97
February	109	110	98
March	104	93	94
April	95	89	92
May	91	85	93
June	87	83	88
July	94	82	
August	90	82	
September	92	87	
October	91	88	
November	96	93	
December	107	99	

## MEDIAN DOM >>

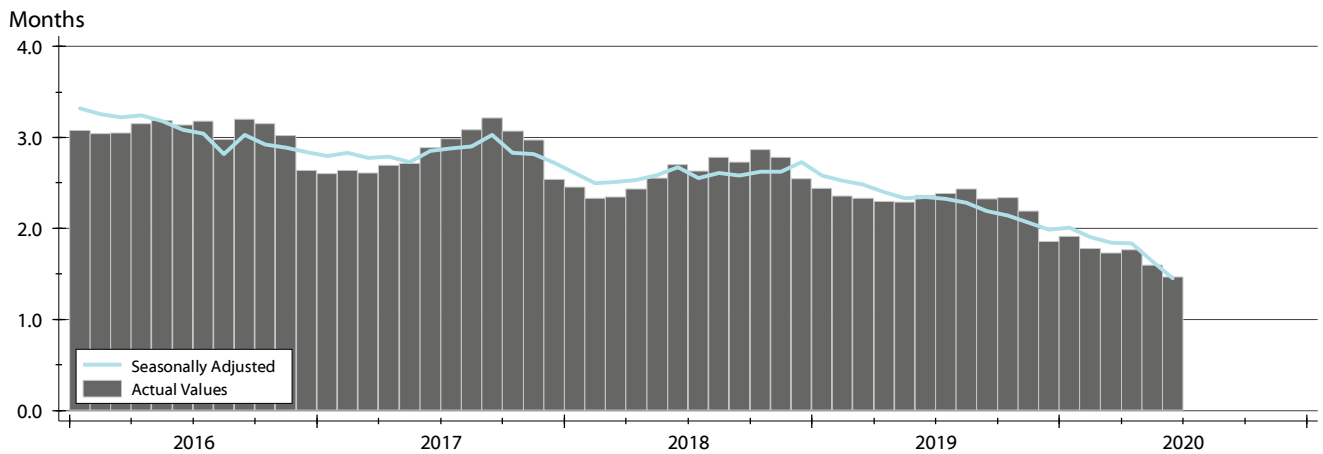


Month	2018	2019	2020
January	78	77	58
February	72	67	49
March	54	47	43
April	48	43	49
May	46	45	43
June	48	45	36
July	55	44	
August	52	44	
September	56	49	
October	57	50	
November	61	55	
December	74	62	

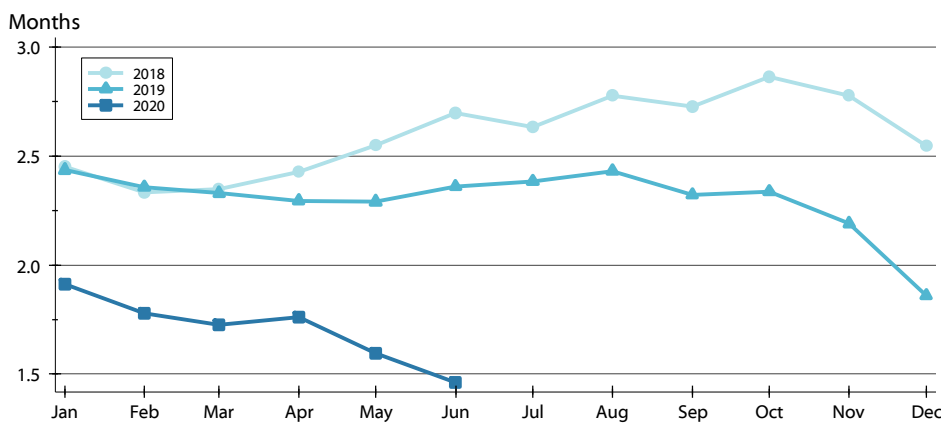
# MONTHS' SUPPLY ANALYSIS

**HISTORY** >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 7/8/2020**



**BY MONTH** >>

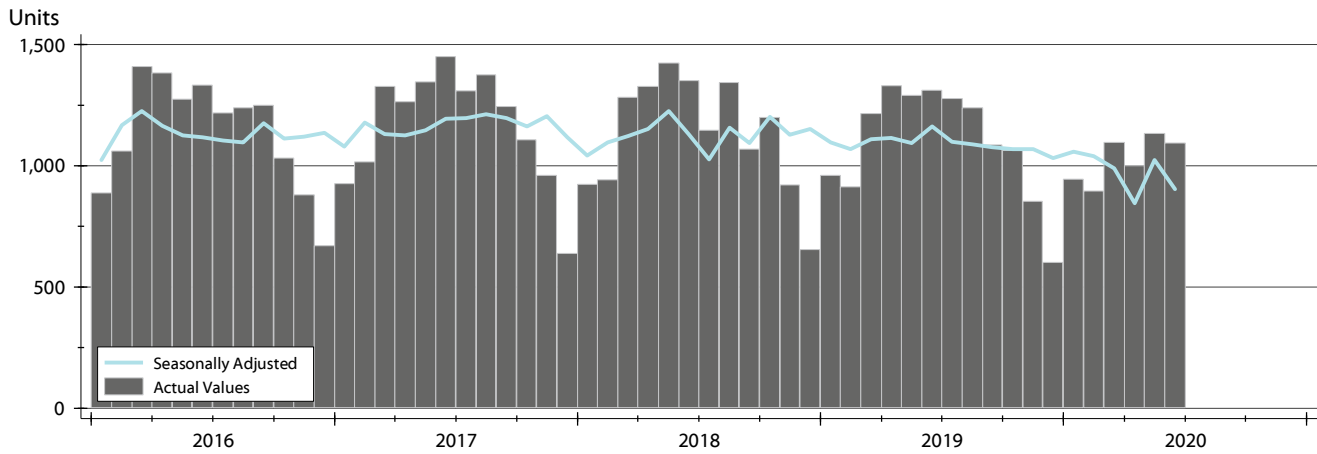


Month	2018	2019	2020
January	2.5	2.4	1.9
February	2.3	2.4	1.8
March	2.3	2.3	1.7
April	2.4	2.3	1.8
May	2.6	2.3	1.6
June	2.7	2.4	1.5
July	2.6	2.4	
August	2.8	2.4	
September	2.7	2.3	
October	2.9	2.3	
November	2.8	2.2	
December	2.5	1.9	

# NEW LISTINGS ANALYSIS

**HISTORY** >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 7/8/2020**



**SUMMARY** >>

Summary Statistics for New Listings		June		
		2020	2019	Change
Current Month	New Listings	<b>1,094</b>	1,311	-16.6%
	Volume (1,000s)	<b>232,379</b>	245,919	-5.5%
	Average List Price	<b>212,412</b>	187,581	13.2%
	Median List Price	<b>178,500</b>	164,900	8.2%
YTD	New Listings	<b>6,165</b>	7,018	-12.2%
	Volume (1,000s)	<b>1,248,101</b>	1,375,156	-9.2%
	Average List Price	<b>202,449</b>	195,947	3.3%
	Median List Price	<b>170,000</b>	164,700	3.2%

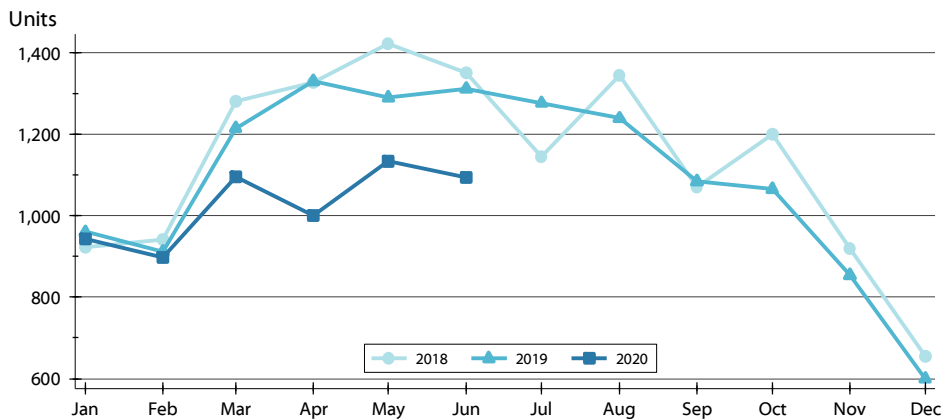
A total of 1,094 new listings were added in South Central Kansas during June, down 16.6% from the same month in 2019. Year-to-date South Central Kansas has seen 6,165 new listings.

The median list price of these homes was \$178,500 up from \$164,900 in 2019.

# NEW LISTINGS ANALYSIS

**BY MONTH** >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 7/8/2020**



Month	2018	2019	2020
January	922	960	944
February	941	912	897
March	1,281	1,215	1,096
April	1,327	1,330	1,000
May	1,422	1,290	1,134
June	1,351	1,311	1,094
July	1,145	1,277	1,070
August	1,344	1,239	1,084
September	1,070	1,084	1,200
October	1,200	1,065	919
November	919	854	600
December	654	600	600

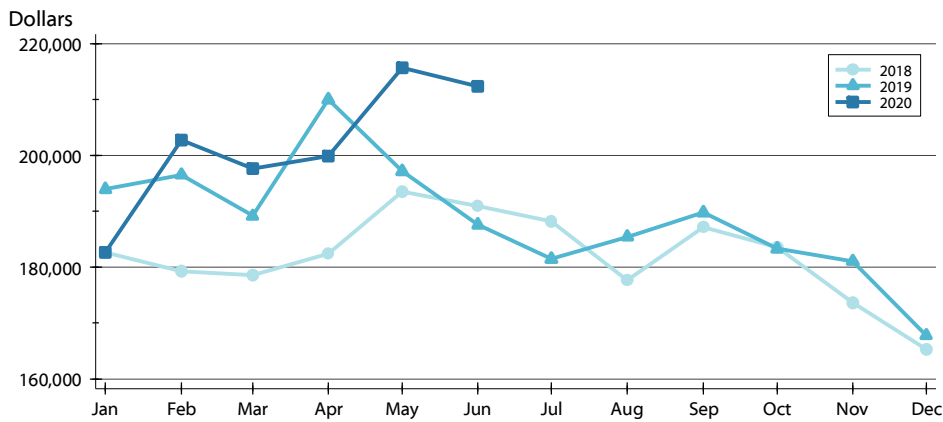
**BY PRICE RANGE** >>

Price Range	New Listings			List Price	
	Number	Percent	Volume	Average	Median
Below \$25,000	20	1.8%	272	13,592	18,500
\$25,000-\$49,999	26	2.4%	1,030	39,604	43,200
\$50,000-\$99,999	187	17.1%	14,638	78,279	79,900
\$100,000-\$124,999	79	7.2%	8,885	112,469	115,000
\$125,000-\$149,999	89	8.1%	12,240	137,524	137,500
\$150,000-\$174,999	112	10.2%	18,257	163,009	164,900
\$175,000-\$199,999	131	12.0%	24,379	186,101	185,000
\$200,000-\$249,999	144	13.2%	32,525	225,871	225,000
\$250,000-\$299,999	91	8.3%	25,087	275,680	275,000
\$300,000-\$399,999	125	11.4%	42,925	343,404	340,000
\$400,000-\$499,999	34	3.1%	15,532	456,838	450,000
\$500,000-\$749,999	24	2.2%	14,388	599,512	599,950
\$750,000-\$999,999	3	0.3%	2,660	886,800	862,500
\$1,000,000 and up	8	0.7%	15,099	1,887,375	1,775,000
All price ranges	1,094	100.0%	232,379	212,412	178,500

# NEW LISTINGS ANALYSIS

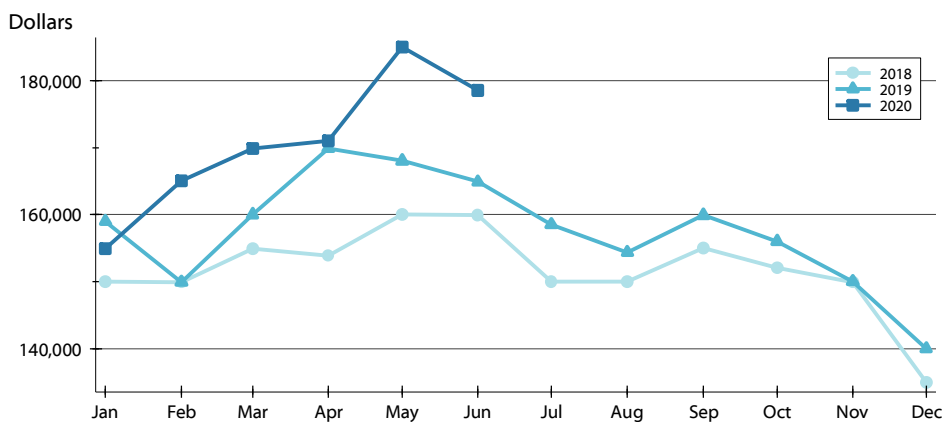
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 7/8/2020**

## AVERAGE PRICE >>



Month	2018	2019	2020
January	182,667	193,934	182,658
February	179,250	196,541	202,717
March	178,570	189,163	197,637
April	182,442	210,013	199,909
May	193,514	197,175	215,781
June	190,954	187,581	212,412
July	188,154	181,455	
August	177,597	185,435	
September	187,139	189,761	
October	183,511	183,311	
November	173,602	181,014	
December	165,287	167,746	

## MEDIAN PRICE >>

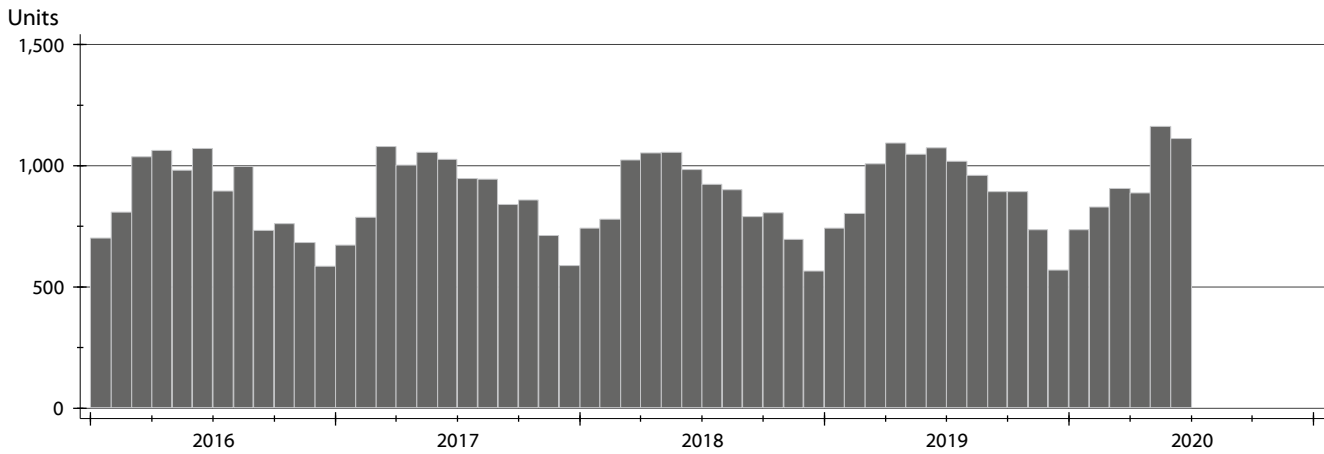


Month	2018	2019	2020
January	150,000	159,000	154,900
February	149,900	149,900	165,000
March	154,900	160,000	169,900
April	153,900	169,900	171,000
May	160,000	168,000	185,000
June	159,900	164,900	178,500
July	150,000	158,500	
August	150,000	154,381	
September	155,000	159,900	
October	152,000	156,000	
November	149,900	149,999	
December	135,000	140,000	

# CONTRACTS WRITTEN ANALYSIS

**HISTORY** >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 7/8/2020**



**SUMMARY** >>

Summary Statistics		June			Year-to-Date		
for Contracts Written		2020	2019	Change	2020	2019	Change
Closed Listings		<b>1,112</b>	1,074	3.5%	<b>5,636</b>	5,770	-2.3%
Volume (1,000s)		<b>224,076</b>	199,284	12.4%	<b>1,066,862</b>	1,039,533	2.6%
Average	Sale Price	<b>201,507</b>	185,554	8.6%	<b>189,294</b>	180,162	5.1%
	Days on Market	<b>33</b>	34	-3.4%	<b>36</b>	42	-14.5%
	Percent of Original	<b>98.6%</b>	96.5%	2.2%	<b>97.2%</b>	96.3%	0.9%
Median	Sale Price	<b>175,000</b>	168,000	4.2%	<b>169,000</b>	159,900	5.7%
	Days on Market	<b>6</b>	10	-40.0%	<b>9</b>	14	-35.7%
	Percent of Original	<b>100.0%</b>	98.8%	1.2%	<b>100.0%</b>	98.4%	1.6%

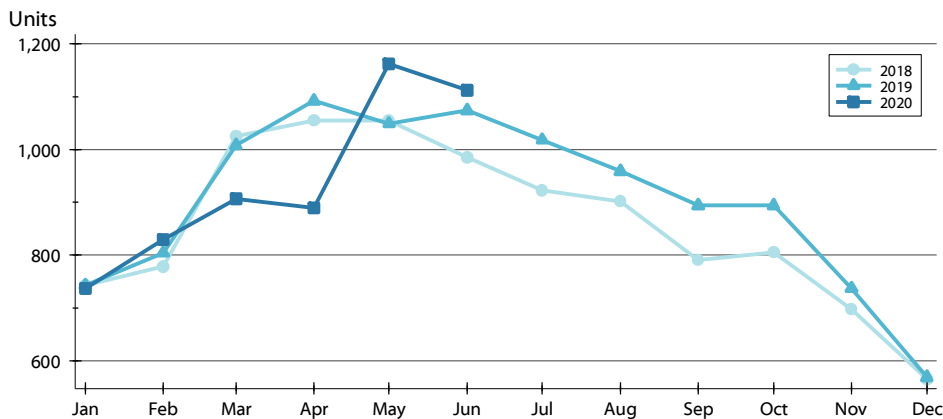
A total of 1,112 contracts for sale were written in South Central Kansas during the month of June, up from 1,074 in 2019. The median list price of these homes was \$175,000, up from \$168,000 the prior year.

Half of the homes that went under contract in June were on the market less than 6 days, compared to 10 days in June 2019.

# CONTRACTS WRITTEN ANALYSIS

## BY MONTH >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 7/8/2020**



Month	2018	2019	2020
January	743	743	737
February	778	804	830
March	1,025	1,008	906
April	1,054	1,092	889
May	1,055	1,049	1,162
June	985	1,074	1,112
July	923	1,018	
August	902	959	
September	791	894	
October	805	894	
November	697	737	
December	566	569	

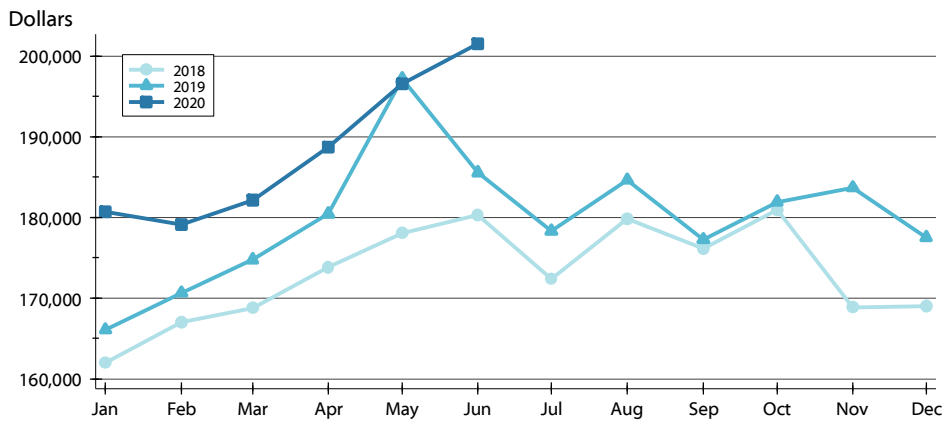
## BY PRICE RANGE >>

Price Range	Contracts Written			List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median
Below \$25,000	6	0.5%	108	18,067	18,500	133	27	80.3%	93.2%
\$25,000-\$49,999	35	3.1%	1,379	39,409	43,000	96	60	89.3%	96.3%
\$50,000-\$99,999	211	19.0%	16,385	77,655	79,900	38	6	97.9%	100.0%
\$100,000-\$124,999	72	6.5%	8,103	112,542	114,900	25	3	99.5%	100.0%
\$125,000-\$149,999	88	7.9%	12,116	137,682	138,400	15	4	99.9%	100.0%
\$150,000-\$174,999	117	10.5%	19,151	163,686	165,000	13	3	99.0%	100.0%
\$175,000-\$199,999	130	11.7%	24,169	185,913	185,000	17	4	99.7%	100.0%
\$200,000-\$249,999	138	12.4%	30,952	224,288	224,900	20	4	99.2%	100.0%
\$250,000-\$299,999	107	9.6%	29,380	274,577	274,772	31	10	99.8%	100.0%
\$300,000-\$399,999	89	8.0%	30,672	344,634	339,900	33	13	99.0%	100.0%
\$400,000-\$499,999	37	3.3%	16,734	452,264	449,900	62	21	99.4%	100.0%
\$500,000-\$749,999	30	2.7%	17,984	599,470	599,450	93	48	96.5%	99.3%
\$750,000-\$999,999	6	0.5%	4,829	804,833	799,500	170	46	93.0%	98.7%
\$1,000,000 and up	3	0.3%	3,449	1,149,683	1,100,000	113	4	99.0%	100.0%
All price ranges	1,112	100.0%	224,076	201,507	175,000	33	6	98.6%	100.0%

# CONTRACTS WRITTEN ANALYSIS

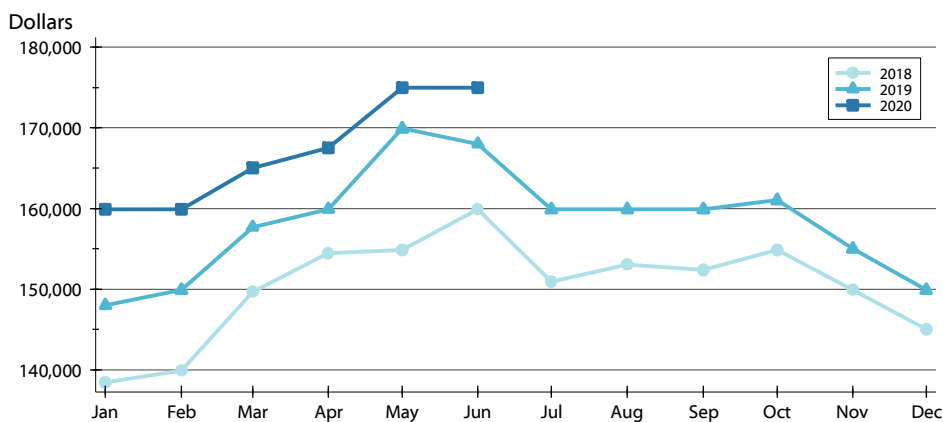
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 7/8/2020**

## AVERAGE PRICE >>



Month	2018	2019	2020
January	161,962	166,076	180,686
February	167,014	170,621	179,100
March	168,727	174,748	182,159
April	173,771	180,439	188,711
May	178,081	197,173	196,519
June	180,310	185,554	201,507
July	172,342	178,318	178,318
August	179,829	184,643	184,643
September	176,152	177,265	177,265
October	180,967	181,917	181,917
November	168,869	183,690	183,690
December	168,982	177,508	177,508

## MEDIAN PRICE >>

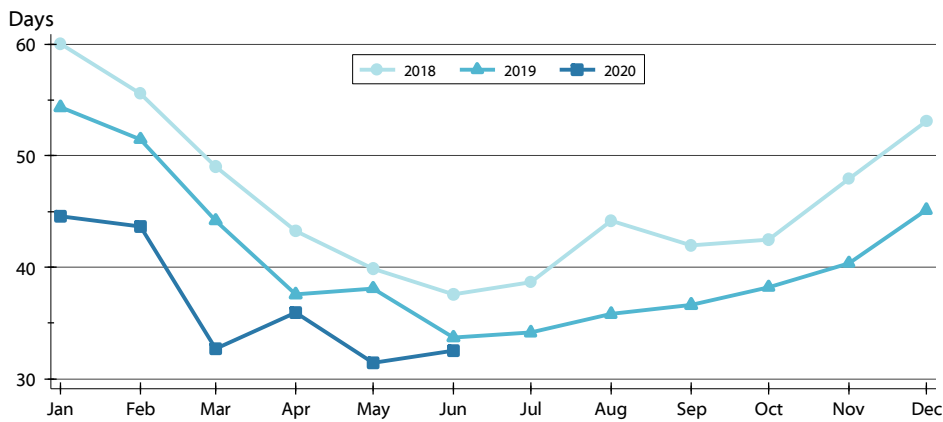


Month	2018	2019	2020
January	138,500	148,000	159,900
February	139,900	149,900	159,900
March	149,700	157,700	165,000
April	154,500	159,925	167,500
May	154,900	169,900	175,000
June	159,900	168,000	175,000
July	150,975	159,900	159,900
August	153,000	159,900	159,900
September	152,400	159,900	159,900
October	154,900	161,000	161,000
November	149,900	155,000	155,000
December	145,000	149,900	149,900

# CONTRACTS WRITTEN ANALYSIS

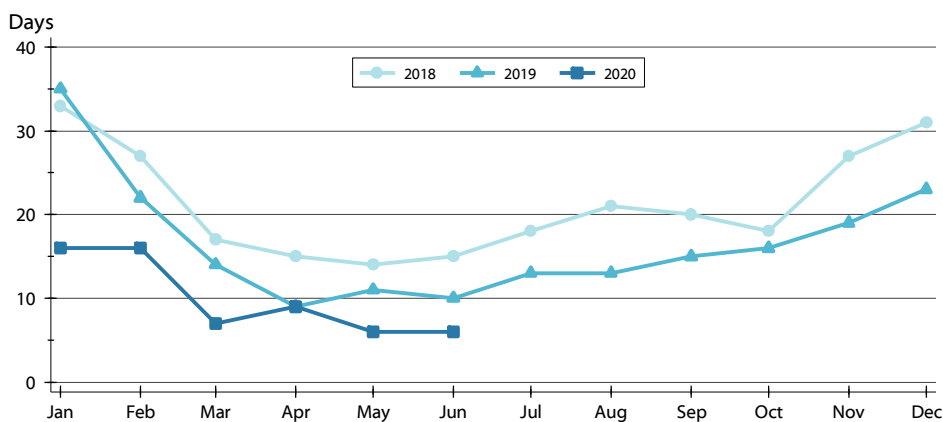
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 7/8/2020**

## AVERAGE DOM >>



Month	2018	2019	2020
January	60	54	45
February	56	51	44
March	49	44	33
April	43	38	36
May	40	38	31
June	38	34	33
July	39	34	34
August	44	36	35
September	42	37	38
October	43	38	40
November	48	40	41
December	53	45	45

## MEDIAN DOM >>

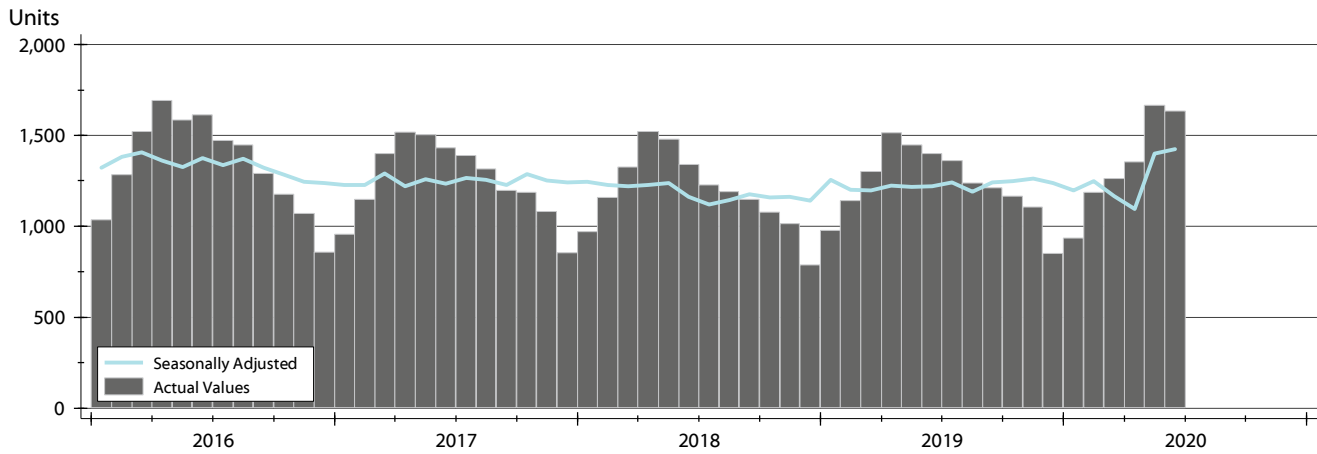


Month	2018	2019	2020
January	33	35	16
February	27	22	16
March	17	14	7
April	15	9	9
May	14	11	6
June	15	10	6
July	18	13	13
August	21	13	13
September	20	15	15
October	18	16	16
November	27	19	19
December	31	23	23

# PENDING CONTRACTS ANALYSIS

**HISTORY** >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 7/8/2020**



**SUMMARY** >>

Summary Statistics		End of June		
for Active Listings		2020	2019	Change
Active Listings		<b>1,636</b>	1,399	16.9%
Volume (1,000s)		<b>350,355</b>	278,644	25.7%
Average	List Price	<b>214,154</b>	199,174	7.5%
	Days on Market	<b>32</b>	34	-5.5%
	Percent of Original	<b>99.1%</b>	98.5%	0.6%
Median	List Price	<b>184,500</b>	175,000	5.4%
	Days on Market	<b>5</b>	10	-50.0%
	Percent of Original	<b>100.0%</b>	100.0%	0.0%

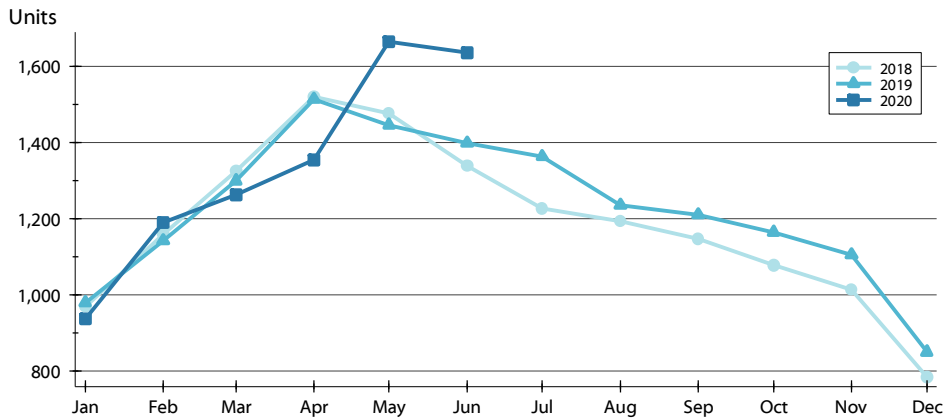
A total of 1,636 listings in South Central Kansas had contracts pending at the end of June, up from 1,399 contracts pending at the end of June 2019.

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 7/8/2020**



Month	2018	2019	2020
January	970	980	937
February	1,159	1,143	1,189
March	1,326	1,300	1,263
April	1,521	1,514	1,355
May	1,477	1,447	1,665
June	1,340	1,399	1,636
July	1,228	1,363	
August	1,193	1,236	
September	1,148	1,211	
October	1,077	1,165	
November	1,014	1,105	
December	785	850	

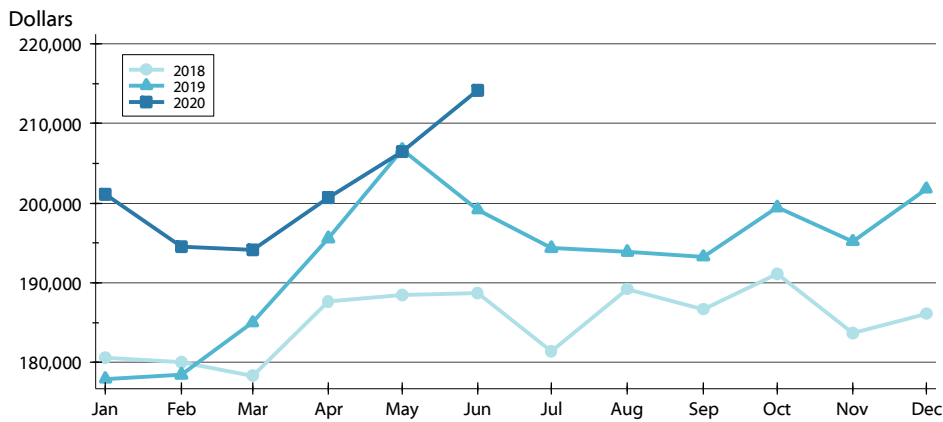
## BY PRICE RANGE >>

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	0.2%	70	17,475	17,000	109	27	89.3%	100.0%
\$25,000-\$49,999	37	2.3%	1,505	40,685	43,500	82	60	93.7%	100.0%
\$50,000-\$99,999	286	17.5%	22,528	78,769	80,000	50	7	98.3%	100.0%
\$100,000-\$124,999	114	7.0%	12,819	112,448	110,000	26	5	99.3%	100.0%
\$125,000-\$149,999	129	7.9%	17,775	137,789	137,900	16	3	99.7%	100.0%
\$150,000-\$174,999	157	9.6%	25,684	163,594	165,000	14	3	99.3%	100.0%
\$175,000-\$199,999	190	11.6%	35,416	186,402	185,000	17	4	99.8%	100.0%
\$200,000-\$249,999	228	13.9%	51,294	224,974	224,950	23	4	99.3%	100.0%
\$250,000-\$299,999	169	10.3%	46,301	273,969	272,000	27	6	100.2%	100.0%
\$300,000-\$399,999	159	9.7%	54,857	345,010	340,000	33	6	99.8%	100.0%
\$400,000-\$499,999	66	4.0%	29,802	451,548	452,567	37	4	99.6%	100.0%
\$500,000-\$749,999	45	2.8%	26,863	596,957	579,900	77	31	97.8%	100.0%
\$750,000-\$999,999	11	0.7%	8,864	805,834	799,000	148	46	96.0%	100.0%
\$1,000,000 and up	7	0.4%	9,295	1,327,921	1,249,148	102	7	99.0%	100.0%
All price ranges	1,636	100.0%	350,355	214,154	184,500	32	5	99.1%	100.0%

# PENDING CONTRACTS ANALYSIS

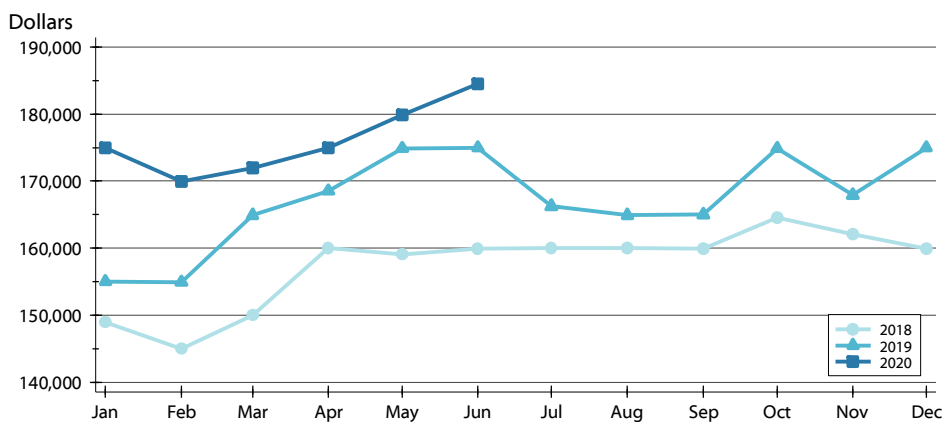
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 7/8/2020**

## AVERAGE PRICE >>



Month	2018	2019	2020
January	180,564	177,966	201,113
February	180,022	178,468	194,555
March	178,347	185,022	194,112
April	187,633	195,583	200,722
May	188,503	206,721	206,461
June	188,722	199,174	214,154
July	181,440	194,369	194,369
August	189,213	193,882	193,882
September	186,663	193,256	193,256
October	191,150	199,471	199,471
November	183,647	195,210	195,210
December	186,152	201,795	201,795

## MEDIAN PRICE >>

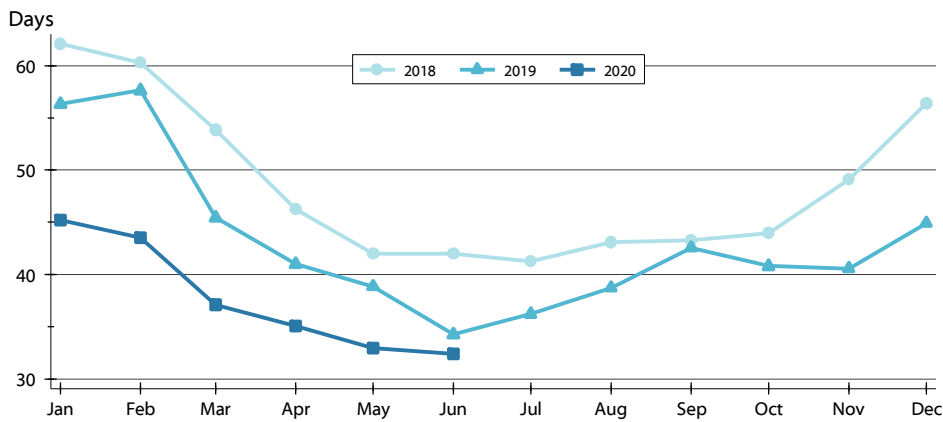


Month	2018	2019	2020
January	148,900	155,000	175,000
February	145,000	154,900	169,900
March	150,000	164,900	172,000
April	160,000	168,500	175,000
May	159,000	174,900	179,900
June	159,900	175,000	184,500
July	160,000	166,250	166,250
August	160,000	164,900	164,900
September	159,900	165,000	165,000
October	164,500	174,900	174,900
November	162,000	167,900	167,900
December	159,900	174,975	174,975

# PENDING CONTRACTS ANALYSIS

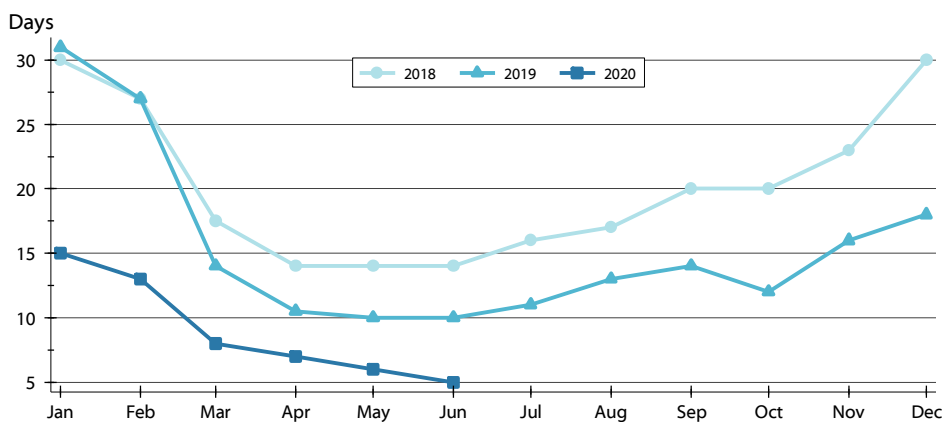
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 7/8/2020**

## AVERAGE DOM >>



Month	2018	2019	2020
January	62	56	45
February	60	58	44
March	54	45	37
April	46	41	35
May	42	39	33
June	42	34	32
July	41	36	
August	43	39	
September	43	43	
October	44	41	
November	49	41	
December	56	45	

## MEDIAN DOM >>



Month	2018	2019	2020
January	30	31	15
February	27	27	13
March	18	14	8
April	14	11	7
May	14	10	6
June	14	10	5
July	16	11	
August	17	13	
September	20	14	
October	20	12	
November	23	16	
December	30	18	



South Central Kansas MLS

## South Central Kansas MLS

170 W. Dewey, Wichita, KS 67202

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

August 13, 2020

### South Central Kansas MLS Releases Home Sales Figures for July 2020

Homes sales in South Central Kansas rose by 11.8% in July compared to the prior year. Sales in July 2020 totaled 1,190 units, up from 1,064 in 2019.

Among existing homes, 1,093 units sold in July, an increase of 9.4% from 999 units that sold in 2019. The average sale price of existing homes was \$190,462. This represents an increase of 6.4% from the July 2019 average price of \$179,055.

For new construction, 97 sales occurred in July, up from 65 units the prior year, an increase of 49.2%. The average sale price of new homes in July was \$347,637, up 5.6% from the same period last year.

A total of 1,171 contracts for sale were written in July 2020, up from 1,019 in July 2019. This is an increase of 14.9%. 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 1,236 units at the end of July, which is down from 2,074 homes that were on the market at the end of July last year. At the current rate of sales, this figure represents 1.4 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 July

Total home sales in South Central Kansas rose by 11.8% last month to 1,190 units, compared to 1,064 units in July 2019. Total sales volume was \$241.9 million, up 20.8% from a year earlier.

The median sale price in July was \$177,000, up from \$169,950 a year earlier. Homes that sold in July were typically on the market for 6 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 1,236 units, down from 2,074 at the same point in 2019. This represents a 1.4 months' supply of homes available for sale. The median list price of homes on the market at the end of July was \$244,700.

During July, a total of 1,171 contracts were written up from 1,019 in July 2019. At the end of the month, there were 1,623 contracts pending, compared to 1,363 at the end of July 2019.

Entire MLS System				
Current Month		July		
Summary Statistics		2020	2019	Change
Home Sales		<b>1,190</b>	1,064	11.8%
Active Listings		<b>1,236</b>	2,074	-40.4%
Months' Supply		<b>1.4</b>	2.4	-41.9%
New Listings		<b>1,224</b>	1,280	-4.4%
Contracts Written		<b>1,171</b>	1,019	14.9%
Pending Contracts		<b>1,623</b>	1,363	19.1%
Sales Volume (1,000s)		<b>241,896</b>	200,265	20.8%
Average	Sale Price	<b>203,274</b>	188,219	8.0%
	List Price of Actives	<b>294,752</b>	256,102	15.1%
	Days on Market	<b>30</b>	31	-4.2%
	Percent of List	<b>99.1%</b>	98.1%	1.0%
	Percent of Original	<b>98.3%</b>	96.5%	1.8%
Median	Sale Price	<b>177,000</b>	169,950	4.1%
	List Price of Actives	<b>244,700</b>	199,500	22.7%
	Days on Market	<b>6</b>	9	-33.3%
	Percent of List	<b>100.0%</b>	100.0%	0.0%
	Percent of Original	<b>100.0%</b>	98.7%	1.3%

## 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 8/8/2020

July MLS Statistics		2020			2019			2018			
By Property Type		Total	Existing	New	Total	Existing	New	Total	Existing	New	
Home Sales		<b>1,190</b>	<b>1,093</b>	<b>97</b>	1,064	999	65	1,027	971	56	
	Change from prior year	11.8%	9.4%	49.2%	3.6%	2.9%	16.1%	8.6%	7.8%	24.4%	
Active Listings		<b>1,236</b>	<b>1,039</b>	<b>197</b>	2,074	1,809	265	2,329	2,092	237	
	Change from prior year	-40.4%	-42.6%	-25.7%	-10.9%	-13.5%	11.8%	-9.8%	-8.5%	-19.9%	
Months' Supply		<b>1.4</b>	<b>1.3</b>	<b>3.0</b>	2.4	2.2	4.3	2.6	2.5	3.9	
	Change from prior year	-41.9%	-43.8%	-31.3%	-9.5%	-11.9%	10.1%	-11.8%	-10.4%	-23.1%	
New Listings		<b>1,224</b>	<b>1,161</b>	<b>63</b>	1,280	1,192	88	1,145	1,078	67	
	Change from prior year	-4.4%	-2.6%	-28.4%	11.8%	10.6%	31.3%	-12.5%	-11.8%	-22.1%	
Contracts Written		<b>1,171</b>	<b>1,085</b>	<b>86</b>	1,019	958	61	923	876	47	
	Change from prior year	14.9%	13.3%	41.0%	10.4%	9.4%	29.8%	-2.4%	-2.4%	-2.1%	
Pending Contracts		<b>1,623</b>	<b>1,400</b>	<b>223</b>	1,363	1,197	166	1,228	1,079	149	
	Change from prior year	19.1%	17.0%	34.3%	11.0%	10.9%	11.4%	-11.7%	-11.7%	-11.3%	
Sales Volume (1,000s)		<b>241,896</b>	<b>208,176</b>	<b>33,721</b>	200,265	178,876	21,389	177,099	158,142	18,956	
	Change from prior year	20.8%	16.4%	57.7%	13.1%	13.1%	12.8%	14.4%	12.5%	33.5%	
Average	Sale Price	<b>203,274</b>	<b>190,463</b>	<b>347,638</b>	188,219	179,055	329,061	172,443	162,865	338,504	
		Change from prior year	8.0%	6.4%	5.6%	9.1%	9.9%	-2.8%	5.4%	4.4%	7.3%
	List Price of Actives	<b>294,752</b>	<b>285,061</b>	<b>344,587</b>	256,102	245,677	326,047	249,623	240,362	328,757	
		Change from prior year	15.1%	16.0%	5.7%	2.6%	2.2%	-0.8%	10.1%	11.1%	7.5%
	Days on Market	<b>30</b>	<b>28</b>	<b>48</b>	31	30	49	40	36	106	
		Change from prior year	-4.1%	-5.7%	-2.3%	-21.7%	-16.6%	-54.0%	12.8%	7.3%	51.7%
Percent of List		<b>99.1%</b>	<b>99.0%</b>	<b>100.9%</b>	98.1%	97.8%	102.1%	97.9%	97.7%	101.7%	
		Change from prior year	1.0%	1.1%	-1.2%	0.2%	0.2%	0.3%	0.5%	0.4%	0.3%
Percent of Original		<b>98.3%</b>	<b>97.9%</b>	<b>102.6%</b>	96.5%	96.1%	102.8%	96.3%	95.9%	102.8%	
		Change from prior year	1.8%	1.9%	-0.2%	0.2%	0.1%	-0.1%	0.7%	0.6%	1.7%
Median	Sale Price	<b>177,000</b>	<b>170,000</b>	<b>299,525</b>	169,950	164,900	298,792	148,500	143,750	289,139	
		Change from prior year	4.1%	3.1%	0.2%	14.4%	14.7%	3.3%	2.4%	1.2%	-0.8%
	List Price of Actives	<b>244,700</b>	<b>215,000</b>	<b>324,728</b>	199,500	174,900	291,275	189,900	174,900	287,500	
		Change from prior year	22.7%	22.9%	11.5%	5.1%	0.0%	1.3%	11.7%	9.7%	4.6%
	Days on Market	<b>6</b>	<b>6</b>	<b>0</b>	9	9	0	15	15	29	
		Change from prior year	-33.3%	-33.3%	N/A	-40.0%	-40.0%	-100.0%	-6.3%	0.0%	38.1%
Percent of List		<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	100.0%	99.4%	100.0%	99.2%	98.9%	100.0%	
		Change from prior year	0.0%	0.6%	0.0%	0.8%	0.6%	0.0%	0.1%	0.0%	0.0%
Percent of Original		<b>100.0%</b>	<b>100.0%</b>	<b>100.3%</b>	98.7%	98.4%	100.6%	98.2%	97.8%	100.6%	
		Change from prior year	1.3%	1.6%	-0.2%	0.6%	0.6%	-0.1%	0.2%	0.0%	0.6%

# YEAR-TO-DATE STATISTICS

## SUMMARY >>

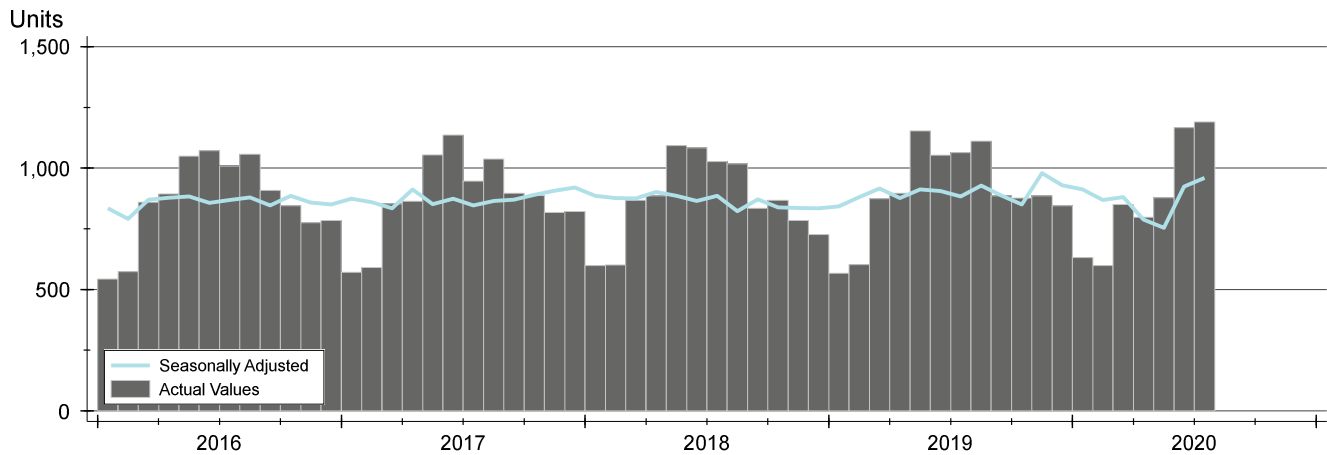
## YTD BREAKDOWNS BY HOME TYPE ENTIRE MLS SYSTEM AS OF 8/8/2020

Year-to-Date Activity		2020			2019			2018		
By Property Type		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		<b>6,111</b>	<b>5,648</b>	<b>463</b>	6,210	5,795	415	6,155	5,733	422
Change from prior year		-1.6%	-2.5%	11.6%	0.9%	1.1%	-1.7%	2.3%	1.7%	11.9%
New Listings		<b>7,436</b>	<b>6,957</b>	<b>479</b>	8,299	7,693	606	8,389	7,847	542
Change from prior year		-10.4%	-9.6%	-21.0%	-1.1%	-2.0%	11.8%	-2.9%	-2.3%	-11.1%
Contracts Written		<b>6,820</b>	<b>6,357</b>	<b>463</b>	6,789	6,325	464	6,563	6,101	462
Change from prior year		0.5%	0.5%	-0.2%	3.4%	3.7%	0.4%	-0.1%	-0.1%	-0.4%
Sales Volume (1,000s)		<b>1,125,292</b>	<b>978,867</b>	<b>146,425</b>	1,075,473	940,699	134,774	1,009,141	878,844	130,298
Change from prior year		4.6%	4.1%	8.6%	6.6%	7.0%	3.4%	6.5%	5.4%	15.2%
Average	Sale Price	<b>184,142</b>	<b>173,312</b>	<b>316,253</b>	173,184	162,330	324,755	163,955	153,296	308,762
	Change from prior year	6.3%	6.8%	-2.6%	5.6%	5.9%	5.2%	4.1%	3.6%	2.9%
	Days on Market	<b>36</b>	<b>35</b>	<b>54</b>	43	41	66	48	43	106
	Change from prior year	-15.3%	-15.5%	-17.7%	-9.5%	-4.3%	-37.6%	-1.9%	-6.2%	26.1%
Median	Percent of List	<b>98.4%</b>	<b>98.2%</b>	<b>101.7%</b>	97.9%	97.5%	102.3%	97.8%	97.5%	101.8%
	Change from prior year	0.6%	0.7%	-0.5%	0.0%	0.0%	0.4%	0.4%	0.4%	0.1%
	Percent of Original	<b>97.0%</b>	<b>96.5%</b>	<b>102.7%</b>	96.1%	95.5%	103.0%	95.9%	95.4%	102.4%
	Change from prior year	1.0%	1.0%	-0.4%	0.1%	0.1%	0.7%	0.7%	0.7%	0.2%
Median	Sale Price	<b>164,900</b>	<b>157,000</b>	<b>296,286</b>	154,000	145,900	284,125	143,452	135,900	277,423
	Change from prior year	7.1%	7.6%	4.3%	7.4%	7.4%	2.4%	4.3%	3.3%	5.9%
	Days on Market	<b>9</b>	<b>10</b>	<b>0</b>	15	15	2	19	19	36
	Change from prior year	-40.0%	-33.3%	-100.0%	-21.1%	-21.1%	-94.4%	-9.5%	-9.5%	63.6%
Median	Percent of List	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	99.5%	99.1%	100.0%	99.2%	98.8%	100.0%
	Change from prior year	0.5%	0.9%	0.0%	0.3%	0.3%	0.0%	0.1%	0.0%	0.0%
	Percent of Original	<b>99.5%</b>	<b>98.9%</b>	<b>101.1%</b>	98.2%	97.8%	100.9%	97.9%	97.6%	101.1%
	Change from prior year	1.3%	1.1%	0.2%	0.3%	0.3%	-0.2%	0.2%	0.2%	1.1%

# CLOSED LISTINGS ANALYSIS

**HISTORY** >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 8/8/2020**



**SUMMARY** >>

Summary Statistics for Closed Listings		July			Year-to-Date		
		2020	2019	Change	2020	2019	Change
Closed Listings		<b>1,190</b>	1,064	11.8%	<b>6,111</b>	6,210	-1.6%
Volume (1,000s)		<b>241,896</b>	200,265	20.8%	<b>1,125,292</b>	1,075,473	4.6%
Average	Sale Price	<b>203,274</b>	188,219	8.0%	<b>184,142</b>	173,184	6.3%
	Days on Market	<b>30</b>	31	-4.1%	<b>36</b>	43	-15.3%
	Percent of List	<b>99.1%</b>	98.1%	1.0%	<b>98.4%</b>	97.9%	0.6%
	Percent of Original	<b>98.3%</b>	96.5%	1.8%	<b>97.0%</b>	96.1%	1.0%
Median	Sale Price	<b>177,000</b>	169,950	4.1%	<b>164,900</b>	154,000	7.1%
	Days on Market	<b>6</b>	9	-33.3%	<b>9</b>	15	-40.0%
	Percent of List	<b>100.0%</b>	100.0%	0.0%	<b>100.0%</b>	99.5%	0.5%
	Percent of Original	<b>100.0%</b>	98.7%	1.3%	<b>99.5%</b>	98.2%	1.3%

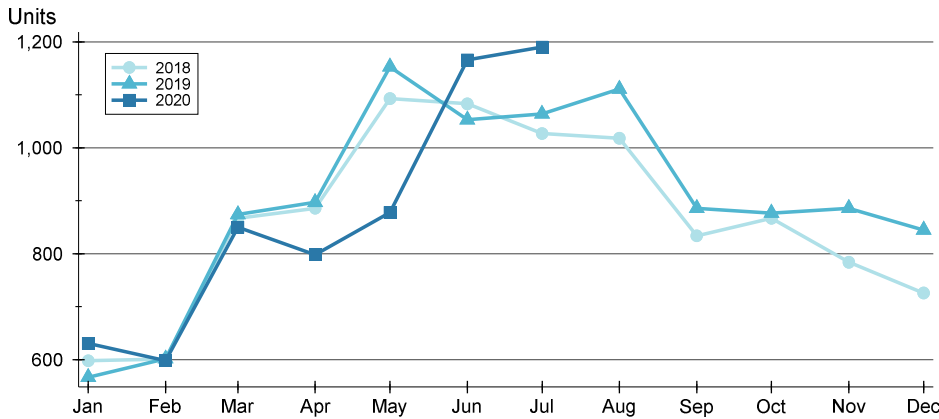
A total of 1,190 homes sold in South Central Kansas in July, up from 1,064 units in July 2019. Total sales volume rose to \$241.9 million compared to \$200.3 million in the previous year.

The median sales price in July was \$177,000, up 4.1% compared to the prior year. Median days on market was 6 days, the same as June, and down from 9 in July 2019.

# CLOSED LISTINGS ANALYSIS

**BY MONTH** >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 8/8/2020**



Month	2018	2019	2020
January	598	567	631
February	601	602	598
March	867	874	850
April	886	897	798
May	1,093	1,153	878
June	1,083	1,053	1,166
July	1,027	1,064	1,190
August	1,018	1,111	886
September	834	886	834
October	867	877	867
November	784	886	784
December	726	845	726

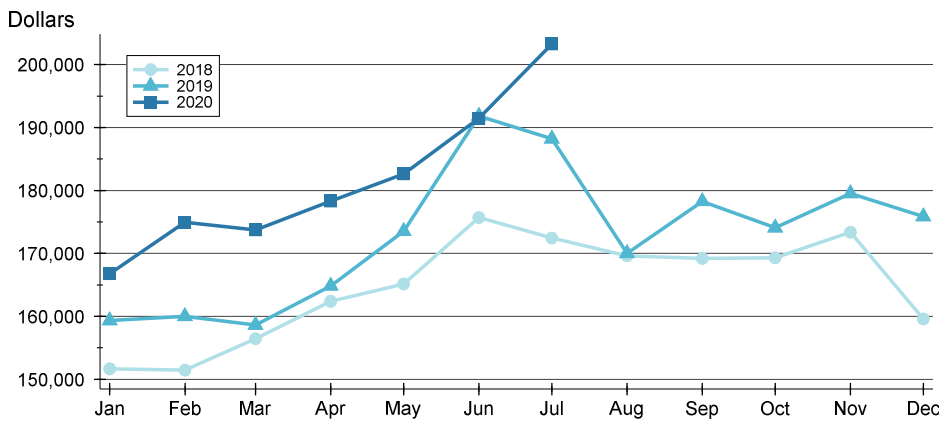
**BY PRICE RANGE** >>

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	1.6%	302	15,871	15,950	57	47	74.0%	80.2%	63.5%	66.3%
\$25,000-\$49,999	42	3.5%	1,660	39,530	43,250	58	29	92.3%	90.7%	87.7%	89.3%
\$50,000-\$99,999	205	17.2%	16,019	78,143	79,900	40	6	98.0%	100.0%	96.2%	98.6%
\$100,000-\$124,999	94	7.9%	10,474	111,427	110,745	25	6	101.1%	100.0%	100.5%	100.0%
\$125,000-\$149,999	95	8.0%	12,928	136,084	135,000	15	2	101.7%	100.1%	101.8%	100.8%
\$150,000-\$174,999	123	10.3%	20,056	163,060	164,000	13	3	100.7%	100.0%	100.2%	100.0%
\$175,000-\$199,999	141	11.8%	26,143	185,408	185,000	12	4	100.2%	100.0%	99.9%	100.0%
\$200,000-\$249,999	159	13.4%	35,595	223,871	224,600	25	4	100.0%	100.0%	99.3%	100.0%
\$250,000-\$299,999	117	9.8%	31,727	271,172	268,535	17	6	99.6%	100.0%	100.0%	100.0%
\$300,000-\$399,999	114	9.6%	39,274	344,508	340,000	37	9	99.2%	100.0%	99.5%	99.7%
\$400,000-\$499,999	41	3.4%	18,401	448,808	449,000	69	5	99.2%	100.0%	97.4%	98.9%
\$500,000-\$749,999	31	2.6%	18,414	594,002	600,000	101	46	97.8%	98.5%	95.4%	96.0%
\$750,000-\$999,999	4	0.3%	3,323	830,656	802,500	139	78	97.8%	97.5%	97.3%	97.2%
\$1,000,000 and up	5	0.4%	7,580	1,515,960	1,500,000	50	7	94.7%	94.7%	94.8%	94.7%
All price ranges	1,190	100.0%	241,896	203,274	177,000	30	6	99.1%	100.0%	98.3%	100.0%

**CLOSED LISTINGS ANALYSIS**

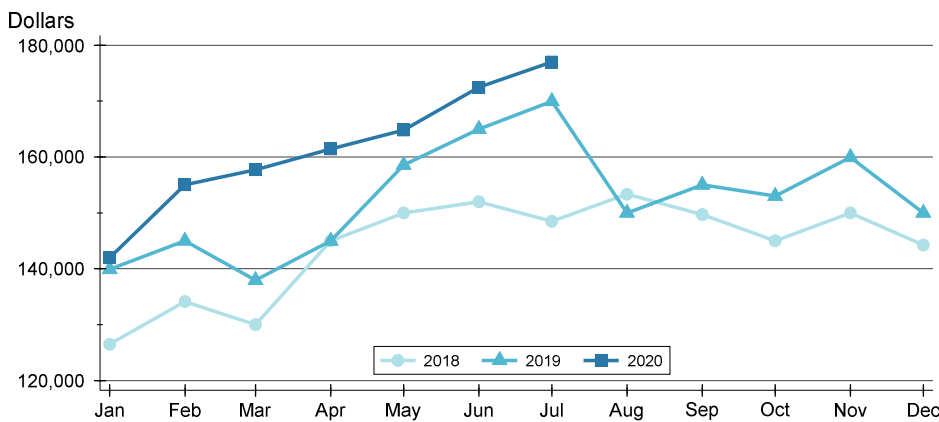
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 8/8/2020**

**AVERAGE PRICE** >>



Month	2018	2019	2020
January	151,661	159,319	166,748
February	151,459	159,997	174,955
March	156,465	158,616	173,744
April	162,387	164,845	178,314
May	165,156	173,511	182,623
June	175,695	191,834	191,454
July	172,443	188,219	203,274
August	169,620	170,000	-
September	169,187	178,263	-
October	169,281	174,082	-
November	173,356	179,507	-
December	159,588	175,854	-

**MEDIAN PRICE** >>

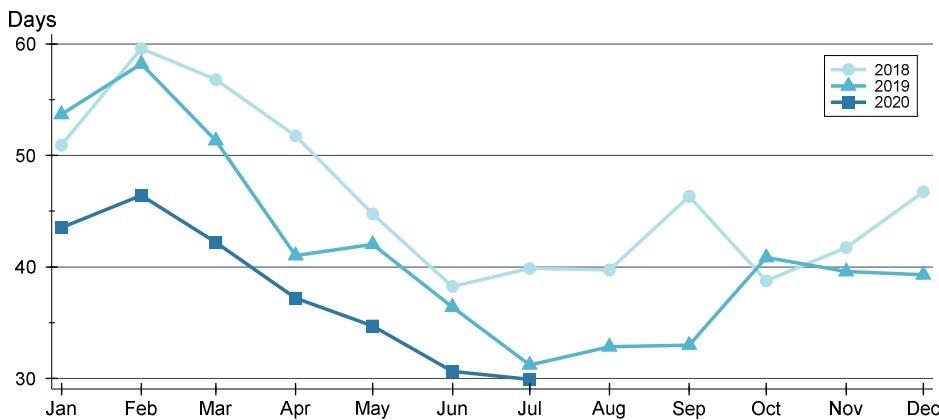


Month	2018	2019	2020
January	126,500	139,900	142,000
February	134,150	145,000	155,000
March	130,000	137,950	157,700
April	145,000	145,000	161,450
May	150,000	158,577	164,825
June	152,000	165,000	172,500
July	148,500	169,950	177,000
August	153,350	150,000	-
September	149,700	155,000	-
October	145,000	153,000	-
November	150,000	159,950	-
December	144,250	150,000	-

# CLOSED LISTINGS ANALYSIS

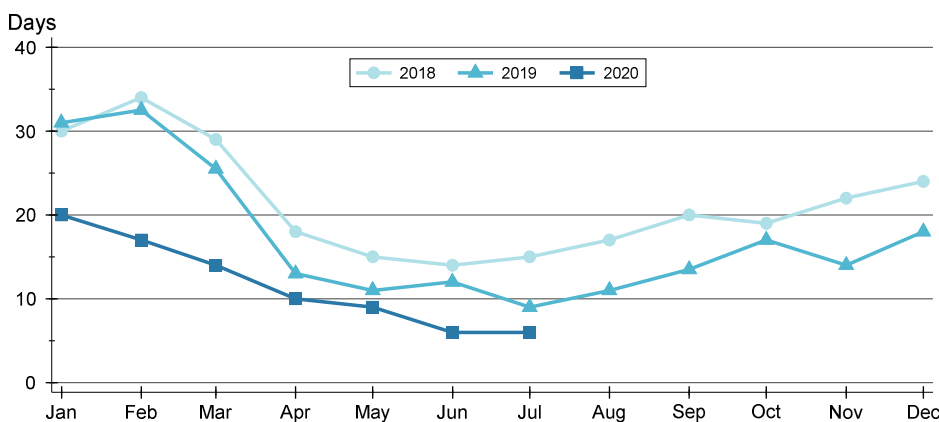
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 8/8/2020**

## AVERAGE DOM >>



Month	2018	2019	2020
January	51	54	44
February	60	58	46
March	57	51	42
April	52	41	37
May	45	42	35
June	38	36	31
July	40	31	30
August	40	33	33
September	46	33	33
October	39	41	40
November	42	40	40
December	47	39	39

## MEDIAN DOM >>

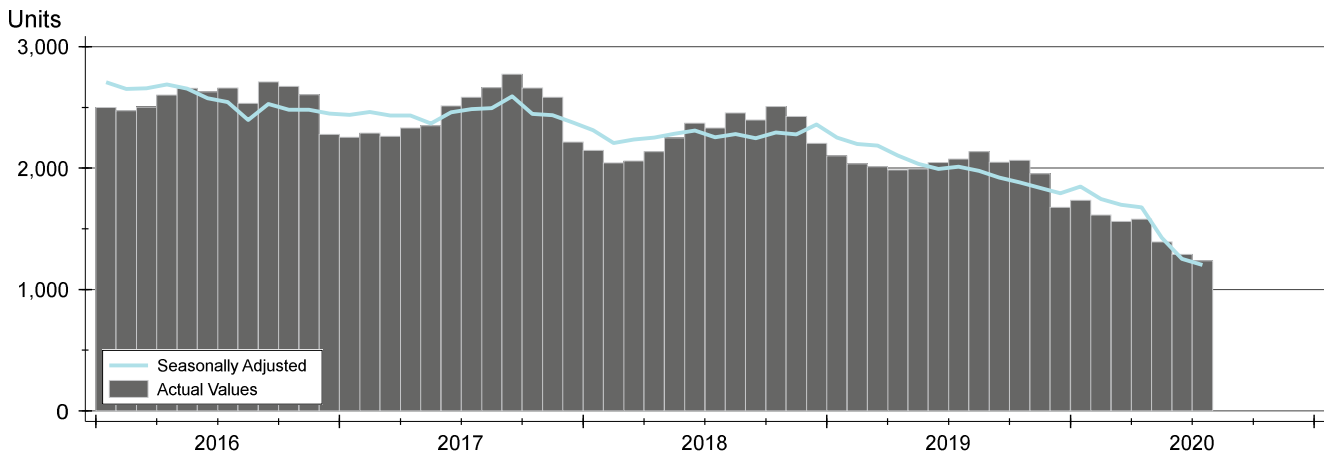


Month	2018	2019	2020
January	30	31	20
February	34	33	17
March	29	26	14
April	18	13	10
May	15	11	9
June	14	12	6
July	15	9	6
August	17	11	11
September	20	14	14
October	19	17	17
November	22	14	14
December	24	18	18

# ACTIVE LISTINGS ANALYSIS

**HISTORY** >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 8/8/2020**



**SUMMARY** >>

Summary Statistics for Active Listings		End of July		
		2020	2019	Change
Active Listings		<b>1,236</b>	2,074	-40.4%
Months' Supply		<b>1.4</b>	2.4	-41.9%
Volume (1,000s)		<b>364,314</b>	531,155	-31.4%
Average	List Price	<b>294,752</b>	256,102	15.1%
	Days on Market	<b>83</b>	82	0.6%
	Percent of Original	<b>98.2%</b>	97.4%	0.8%
Median	List Price	<b>244,700</b>	199,500	22.7%
	Days on Market	<b>31</b>	44	-29.5%
	Percent of Original	<b>100.0%</b>	100.0%	0.0%

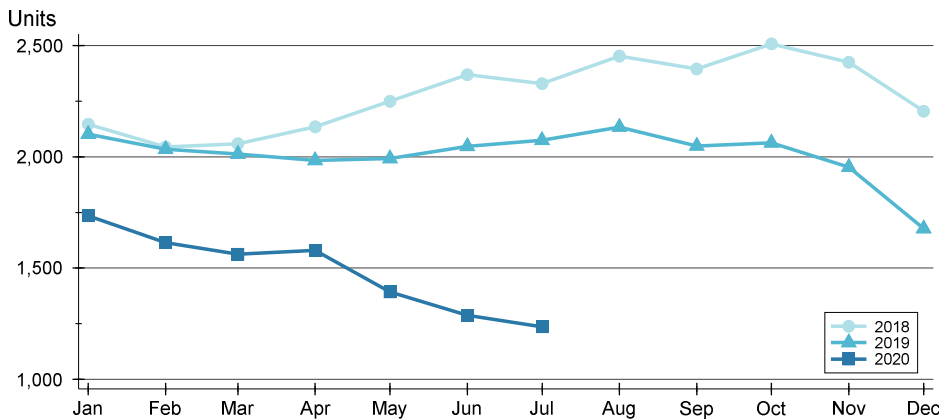
A total of 1,236 homes were available for sale in South Central Kansas at the end of July. This represents a 1.4 months' supply of active listings.

The median list price of homes on the market at the end of July was \$244,700, up 22.7% from 2019. The typical time on market for active listings was 31 days, down from 44 days a year earlier.

# ACTIVE LISTINGS ANALYSIS

## BY MONTH >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 8/8/2020**



Month	2018	2019	2020
January	2,147	2,102	1,735
February	2,044	2,034	1,614
March	2,059	2,012	1,562
April	2,135	1,984	1,579
May	2,250	1,992	1,393
June	2,369	2,047	1,288
July	2,329	2,074	1,236
August	2,453	2,134	
September	2,395	2,049	
October	2,508	2,063	
November	2,425	1,953	
December	2,205	1,677	

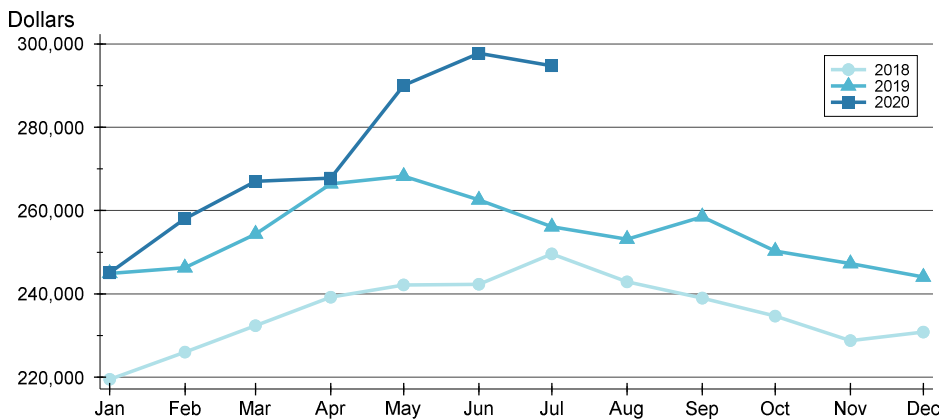
## BY PRICE RANGE >>

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	32	2.6%	415	1.7	12,964	14,625	142	46	92.6%	100.0%
\$25,000-\$49,999	63	5.1%	2,411	1.5	38,270	39,800	184	75	94.6%	100.0%
\$50,000-\$99,999	156	12.6%	11,603	0.8	74,380	74,950	95	44	97.6%	100.0%
\$100,000-\$124,999	50	4.0%	5,673	0.5	113,458	114,900	68	38	97.4%	100.0%
\$125,000-\$149,999	59	4.8%	7,981	0.6	135,268	135,000	61	15	98.9%	100.0%
\$150,000-\$174,999	55	4.4%	8,994	0.4	163,522	161,875	50	17	98.8%	100.0%
\$175,000-\$199,999	78	6.3%	14,576	0.6	186,875	186,000	55	23	98.4%	100.0%
\$200,000-\$249,999	127	10.3%	28,815	0.8	226,890	227,500	35	10	99.7%	100.0%
\$250,000-\$299,999	133	10.8%	36,906	1.1	277,490	279,000	44	18	99.6%	100.0%
\$300,000-\$399,999	240	19.4%	83,593	2.1	348,306	345,383	62	29	99.0%	100.0%
\$400,000-\$499,999	100	8.1%	44,958	2.4	449,580	449,434	91	37	98.8%	100.0%
\$500,000-\$749,999	64	5.2%	38,703	2.1	604,727	599,450	149	75	97.4%	100.0%
\$750,000-\$999,999	23	1.9%	20,617	5.8	896,402	899,900	213	152	95.1%	97.5%
\$1,000,000 and up	30	2.4%	51,405	6.0	1,713,498	1,512,500	246	155	96.7%	100.0%
All price ranges	1,236	100.0%	364,314	1.0	294,752	244,700	83	31	98.2%	100.0%

# ACTIVE LISTINGS ANALYSIS

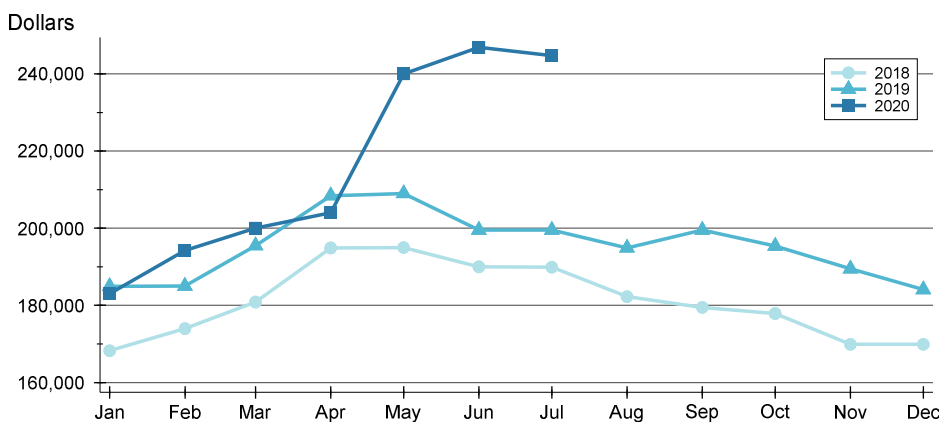
## AVERAGE PRICE >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 8/8/2020**



Month	2018	2019	2020
January	219,491	244,933	245,096
February	226,018	246,278	258,022
March	232,365	254,379	267,055
April	239,193	266,443	267,767
May	242,156	268,251	290,053
June	242,311	262,572	297,758
July	249,623	256,102	294,752
August	242,880	253,144	
September	238,982	258,524	
October	234,663	250,301	
November	228,794	247,242	
December	230,828	244,028	

## MEDIAN PRICE >>

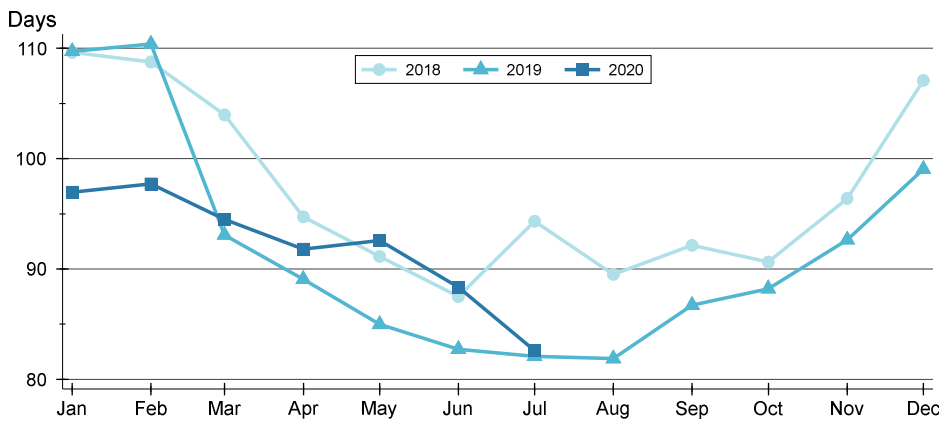


Month	2018	2019	2020
January	168,248	184,900	183,000
February	174,000	185,000	194,200
March	180,867	195,500	200,000
April	194,900	208,443	204,000
May	195,000	209,000	240,000
June	190,000	199,500	246,900
July	189,900	199,500	244,700
August	182,250	194,900	
September	179,500	199,500	
October	177,900	195,370	
November	169,900	189,500	
December	169,900	184,080	

# ACTIVE LISTINGS ANALYSIS

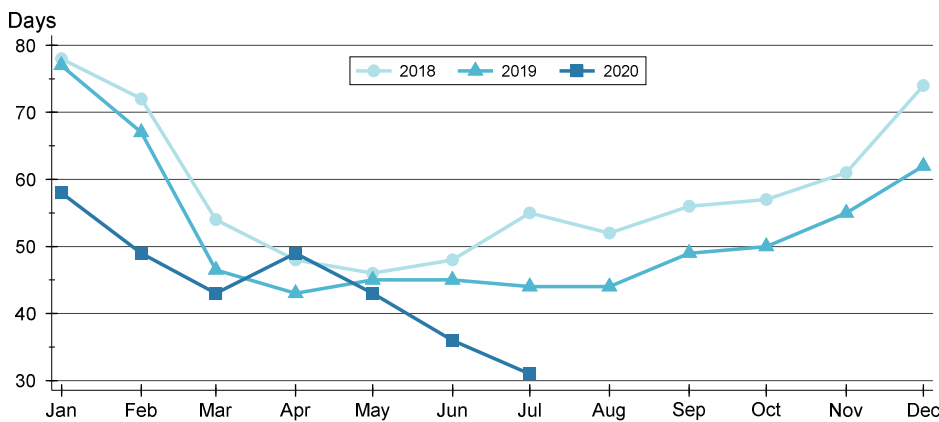
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 8/8/2020**

## AVERAGE DOM >>



Month	2018	2019	2020
January	110	110	97
February	109	110	98
March	104	93	94
April	95	89	92
May	91	85	93
June	87	83	88
July	94	82	83
August	90	82	88
September	92	87	93
October	91	88	96
November	96	93	99
December	107	99	99

## MEDIAN DOM >>

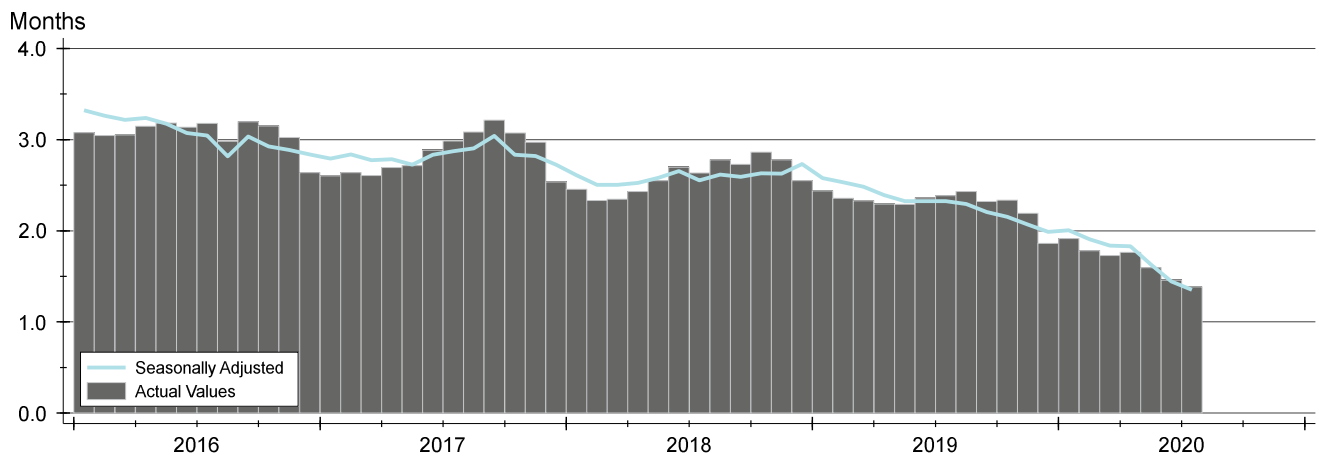


Month	2018	2019	2020
January	78	77	58
February	72	67	49
March	54	47	43
April	48	43	49
May	46	45	43
June	48	45	36
July	55	44	31
August	52	44	49
September	56	49	56
October	57	50	61
November	61	55	62
December	74	62	62

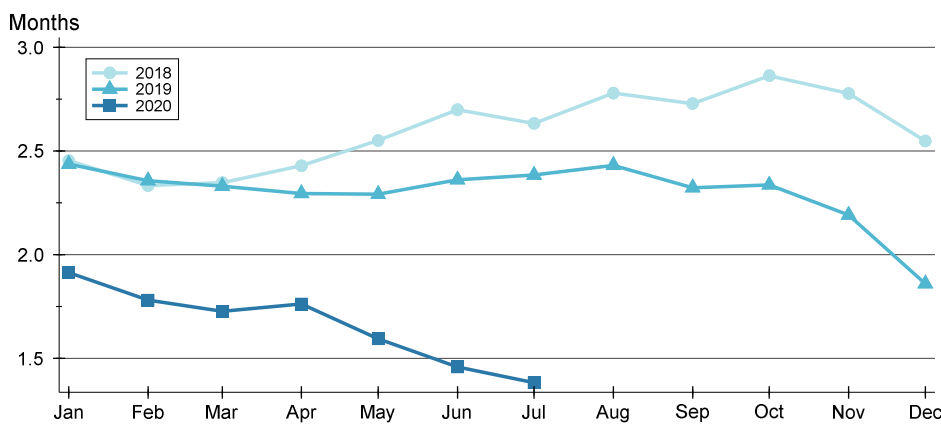
# MONTHS' SUPPLY ANALYSIS

**HISTORY** >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 8/8/2020**



**BY MONTH** >>

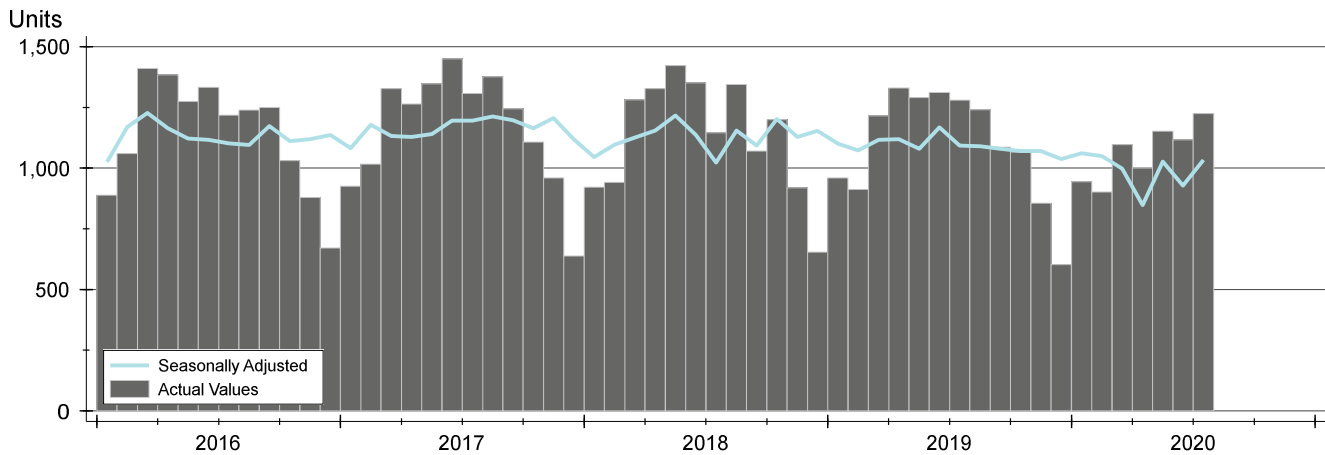


Month	2018	2019	2020
January	2.5	2.4	1.9
February	2.3	2.4	1.8
March	2.3	2.3	1.7
April	2.4	2.3	1.8
May	2.6	2.3	1.6
June	2.7	2.4	1.5
July	2.6	2.4	1.4
August	2.8	2.4	
September	2.7	2.3	
October	2.9	2.3	
November	2.8	2.2	
December	2.5	1.9	

# NEW LISTINGS ANALYSIS

**HISTORY** >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 8/8/2020**



**SUMMARY** >>

Summary Statistics for New Listings		July		
		2020	2019	Change
Current Month	New Listings	<b>1,224</b>	1,280	-4.4%
	Volume (1,000s)	<b>250,346</b>	233,770	7.1%
	Average List Price	<b>204,531</b>	182,632	12.0%
	Median List Price	<b>180,000</b>	158,900	13.3%
YTD	New Listings	<b>7,436</b>	8,299	-10.4%
	Volume (1,000s)	<b>1,505,496</b>	1,608,981	-6.4%
	Average List Price	<b>202,460</b>	193,877	4.4%
	Median List Price	<b>174,900</b>	160,000	9.3%

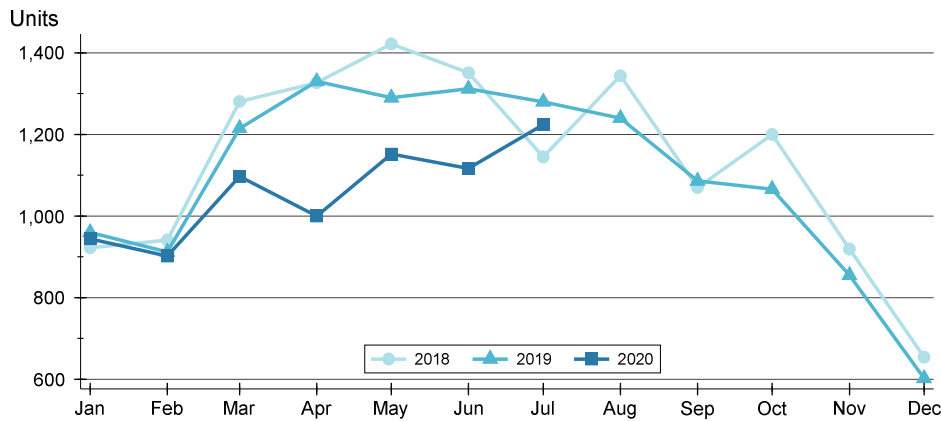
A total of 1,224 new listings were added in South Central Kansas during July, down 4.4% from the same month in 2019. Year-to-date South Central Kansas has seen 7,436 new listings.

The median list price of these homes was \$180,000 up from \$158,900 in 2019.

# NEW LISTINGS ANALYSIS

## BY MONTH >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 8/8/2020**



Month	2018	2019	2020
January	922	960	944
February	941	912	902
March	1,281	1,215	1,097
April	1,327	1,330	1,000
May	1,422	1,290	1,152
June	1,351	1,312	1,117
July	1,145	1,280	1,224
August	1,344	1,240	
September	1,070	1,086	
October	1,200	1,066	
November	919	855	
December	654	602	

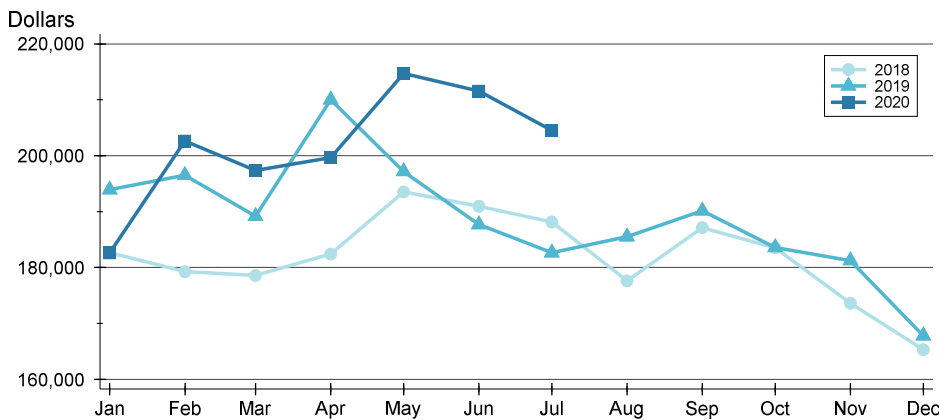
## BY PRICE RANGE >>

Price Range	New Listings			List Price	
	Number	Percent	Volume	Average	Median
Below \$25,000	23	1.9%	163	7,098	1,650
\$25,000-\$49,999	39	3.2%	1,433	36,740	35,000
\$50,000-\$99,999	185	15.1%	14,562	78,713	79,900
\$100,000-\$124,999	97	7.9%	10,946	112,847	114,900
\$125,000-\$149,999	109	8.9%	14,820	135,962	135,000
\$150,000-\$174,999	101	8.3%	16,464	163,007	162,000
\$175,000-\$199,999	136	11.1%	25,379	186,611	187,250
\$200,000-\$249,999	175	14.3%	39,244	224,253	224,900
\$250,000-\$299,999	118	9.6%	32,296	273,695	272,538
\$300,000-\$399,999	124	10.1%	42,230	340,568	335,000
\$400,000-\$499,999	43	3.5%	19,077	443,642	440,000
\$500,000-\$749,999	27	2.2%	16,090	595,932	575,000
\$750,000-\$999,999	6	0.5%	5,305	884,167	885,000
\$1,000,000 and up	3	0.2%	4,565	1,521,667	1,550,000
All price ranges	1,224	100.0%	250,346	204,531	180,000

**NEW LISTINGS ANALYSIS**

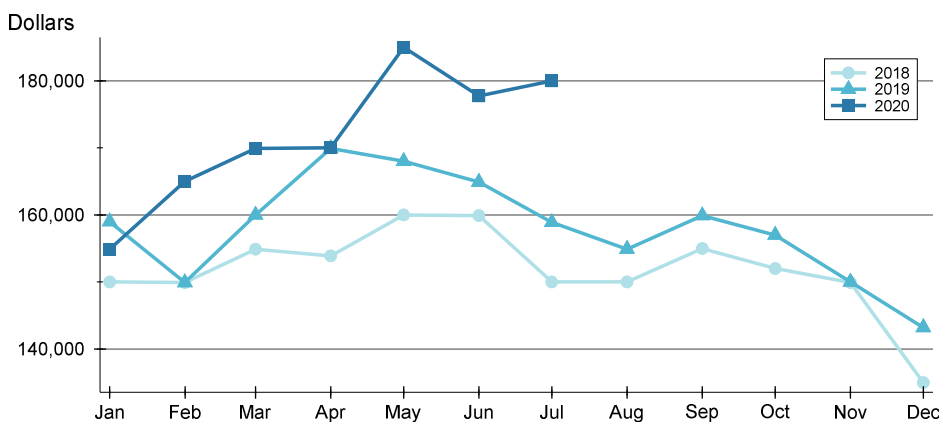
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 8/8/2020**

**AVERAGE PRICE** >>



Month	2018	2019	2020
January	182,667	193,934	182,619
February	179,250	196,508	202,630
March	178,570	189,164	197,351
April	182,407	210,013	199,643
May	193,514	197,172	214,718
June	190,963	187,691	211,554
July	188,154	182,632	204,531
August	177,597	185,492	
September	187,139	190,157	
October	183,511	183,599	
November	173,602	181,244	
December	165,287	167,797	

**MEDIAN PRICE** >>

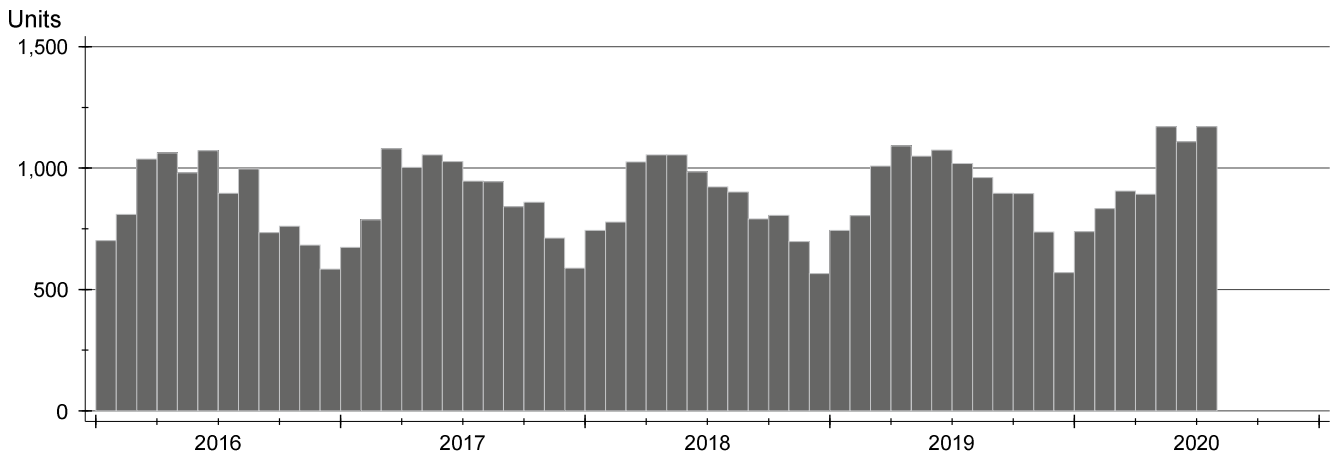


Month	2018	2019	2020
January	150,000	159,000	154,900
February	149,900	149,900	165,000
March	154,900	160,000	169,900
April	153,900	169,900	170,000
May	160,000	168,000	185,000
June	159,900	164,900	177,750
July	150,000	158,900	180,000
August	150,000	154,900	
September	155,000	159,900	
October	152,000	157,000	
November	149,900	150,000	
December	135,000	143,217	

# CONTRACTS WRITTEN ANALYSIS

**HISTORY** >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 8/8/2020**



**SUMMARY** >>

Summary Statistics for Contracts Written		July			Year-to-Date		
		2020	2019	Change	2020	2019	Change
Closed Listings		<b>1,171</b>	1,019	14.9%	<b>6,820</b>	6,789	0.5%
Volume (1,000s)		<b>234,257</b>	182,703	28.2%	<b>1,313,566</b>	1,222,262	7.5%
Average	Sale Price	<b>200,049</b>	179,296	11.6%	<b>192,605</b>	180,036	7.0%
	Days on Market	<b>27</b>	34	-21.3%	<b>35</b>	41	-15.8%
	Percent of Original	<b>98.2%</b>	96.4%	1.8%	<b>97.3%</b>	96.3%	1.0%
Median	Sale Price	<b>173,500</b>	159,900	8.5%	<b>169,900</b>	159,900	6.3%
	Days on Market	<b>6</b>	13	-53.8%	<b>8</b>	14	-42.9%
	Percent of Original	<b>100.0%</b>	98.6%	1.4%	<b>100.0%</b>	98.5%	1.6%

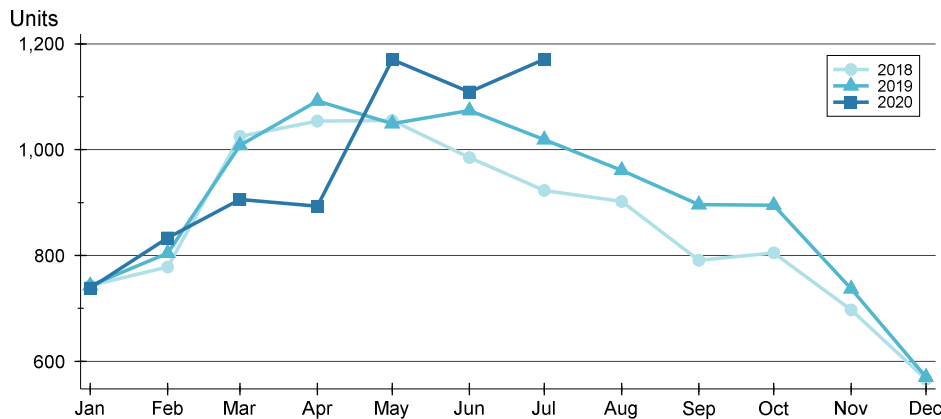
A total of 1,171 contracts for sale were written in South Central Kansas during the month of July, up from 1,019 in 2019. The median list price of these homes was \$173,500, up from \$159,900 the prior year.

Half of the homes that went under contract in July were on the market less than 6 days, compared to 13 days in July 2019.

# CONTRACTS WRITTEN ANALYSIS

## BY MONTH >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 8/8/2020**



Month	2018	2019	2020
January	743	743	738
February	778	804	833
March	1,025	1,008	906
April	1,054	1,092	893
May	1,055	1,049	1,170
June	985	1,074	1,109
July	923	1,019	1,171
August	902	961	
September	791	896	
October	805	895	
November	697	737	
December	566	570	

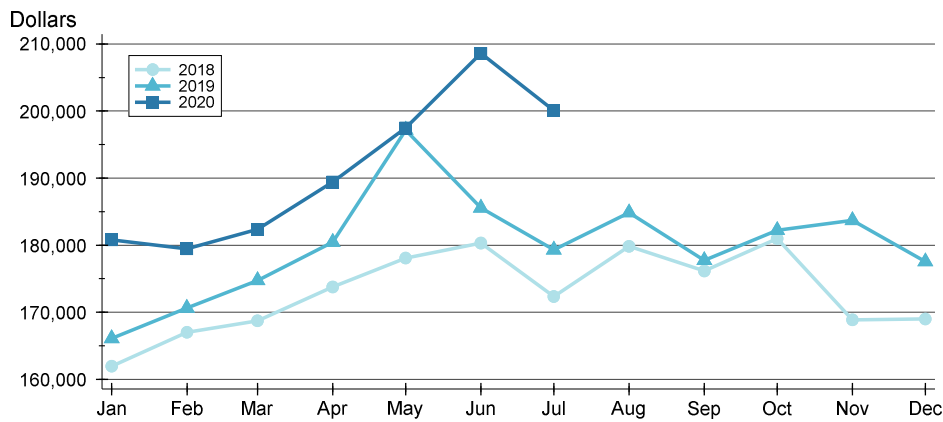
## BY PRICE RANGE >>

Price Range	Contracts Written			List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median
Below \$25,000	16	1.4%	281	17,560	19,950	79	69	79.0%	70.2%
\$25,000-\$49,999	49	4.2%	1,860	37,960	37,000	67	33	89.6%	97.0%
\$50,000-\$99,999	199	17.0%	15,637	78,576	79,900	26	6	97.2%	100.0%
\$100,000-\$124,999	92	7.9%	10,358	112,583	114,900	13	3	99.8%	100.0%
\$125,000-\$149,999	112	9.6%	15,401	137,505	138,000	17	3	99.2%	100.0%
\$150,000-\$174,999	102	8.7%	16,579	162,544	160,000	10	4	99.1%	100.0%
\$175,000-\$199,999	119	10.2%	22,220	186,719	187,900	16	3	99.8%	100.0%
\$200,000-\$249,999	158	13.5%	35,635	225,535	225,000	18	4	99.1%	100.0%
\$250,000-\$299,999	103	8.8%	27,995	271,797	273,375	33	7	99.0%	100.0%
\$300,000-\$399,999	108	9.2%	36,464	337,634	330,000	40	12	99.3%	100.0%
\$400,000-\$499,999	37	3.2%	16,331	441,375	449,000	50	13	98.2%	100.0%
\$500,000-\$749,999	24	2.0%	14,381	599,219	582,450	56	26	98.1%	100.0%
\$750,000-\$999,999	5	0.4%	4,470	893,980	895,000	95	118	98.1%	100.0%
\$1,000,000 and up	5	0.4%	8,244	1,648,800	1,500,000	68	47	98.0%	100.0%
All price ranges	1,171	100.0%	234,257	200,049	173,500	27	6	98.2%	100.0%

**CONTRACTS WRITTEN ANALYSIS**

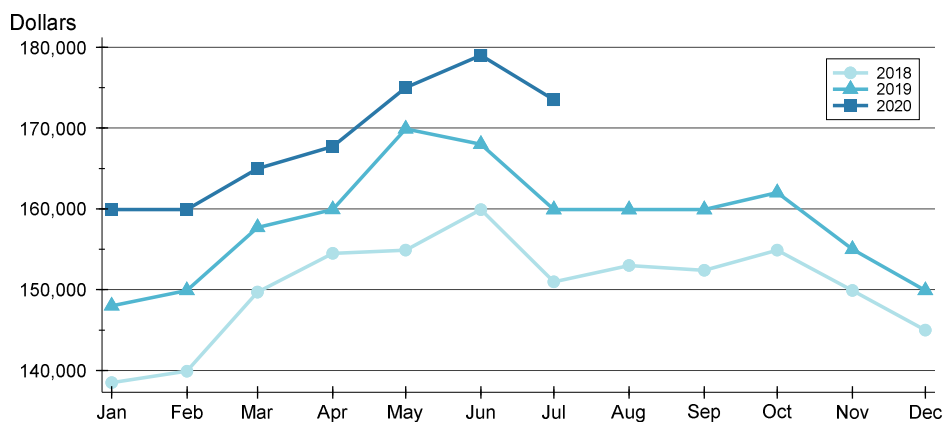
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 8/8/2020**

**AVERAGE PRICE** >>



Month	2018	2019	2020
January	161,962	166,076	180,794
February	167,014	170,621	179,470
March	168,727	174,748	182,384
April	173,771	180,439	189,409
May	178,081	197,173	197,476
June	180,310	185,554	208,601
July	172,342	179,296	200,049
August	179,829	184,857	
September	176,152	177,746	
October	180,967	182,230	
November	168,869	183,683	
December	168,982	177,551	

**MEDIAN PRICE** >>

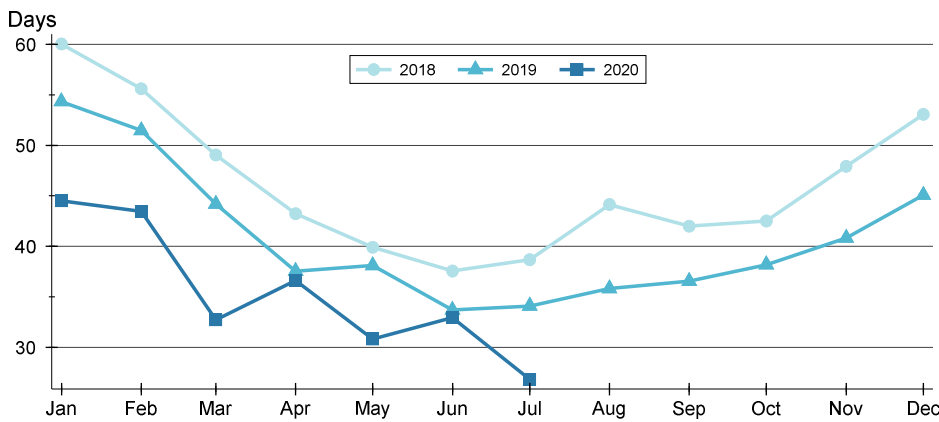


Month	2018	2019	2020
January	138,500	148,000	159,900
February	139,900	149,900	159,900
March	149,700	157,700	165,000
April	154,500	159,925	167,700
May	154,900	169,900	175,000
June	159,900	168,000	179,000
July	150,975	159,900	173,500
August	153,000	159,900	
September	152,400	159,900	
October	154,900	162,000	
November	149,900	155,000	
December	145,000	149,900	

**CONTRACTS WRITTEN ANALYSIS**

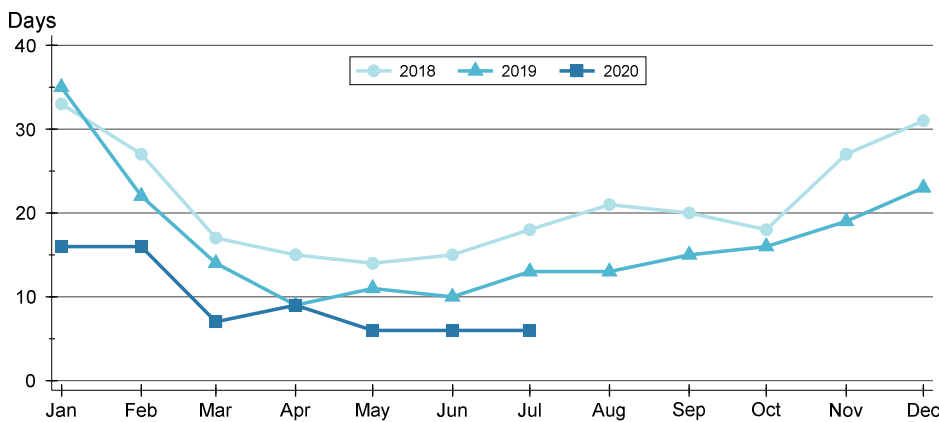
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 8/8/2020**

**AVERAGE DOM** >>



Month	2018	2019	2020
January	60	54	45
February	56	51	43
March	49	44	33
April	43	38	37
May	40	38	31
June	38	34	33
July	39	34	27
August	44	36	
September	42	37	
October	43	38	
November	48	41	
December	53	45	

**MEDIAN DOM** >>

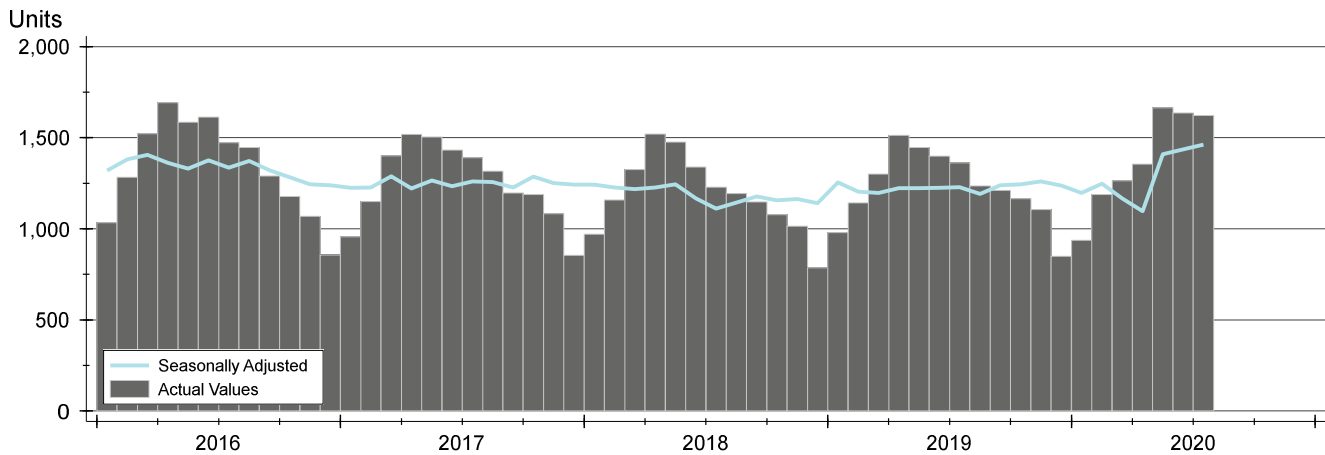


Month	2018	2019	2020
January	33	35	16
February	27	22	16
March	17	14	7
April	15	9	9
May	14	11	6
June	15	10	6
July	18	13	6
August	21	13	
September	20	15	
October	18	16	
November	27	19	
December	31	23	

# PENDING CONTRACTS ANALYSIS

**HISTORY** >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 8/8/2020**



**SUMMARY** >>

Summary Statistics for Active Listings		End of July		
		2020	2019	Change
Active Listings		<b>1,623</b>	1,363	19.1%
Volume (1,000s)		<b>347,638</b>	264,925	31.2%
Average	List Price	<b>214,195</b>	194,369	10.2%
	Days on Market	<b>30</b>	36	-16.3%
	Percent of Original	<b>98.9%</b>	98.4%	0.4%
Median	List Price	<b>184,900</b>	166,250	11.2%
	Days on Market	<b>5</b>	11	-54.5%
	Percent of Original	<b>100.0%</b>	100.0%	0.0%

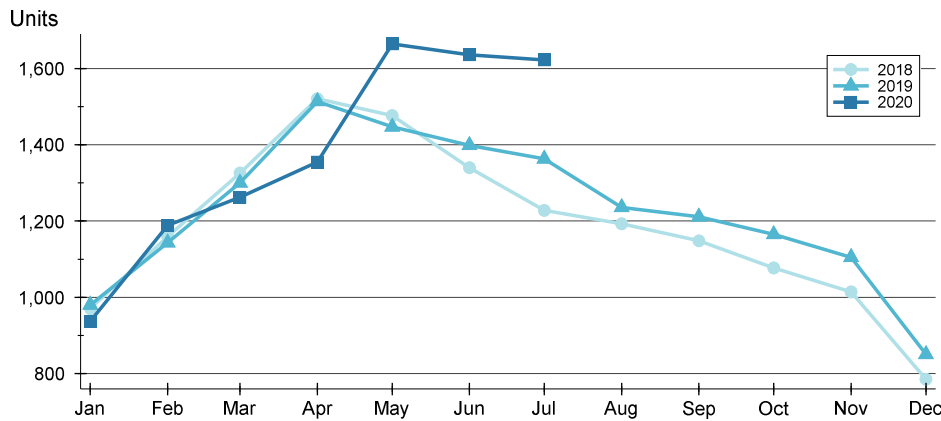
A total of 1,623 listings in South Central Kansas had contracts pending at the end of July, up from 1,363 contracts pending at the end of July 2019.

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 8/8/2020**



Month	2018	2019	2020
January	970	980	937
February	1,159	1,143	1,189
March	1,326	1,300	1,263
April	1,521	1,514	1,355
May	1,477	1,447	1,665
June	1,340	1,399	1,636
July	1,228	1,363	1,623
August	1,193	1,236	
September	1,148	1,211	
October	1,077	1,165	
November	1,014	1,105	
December	785	850	

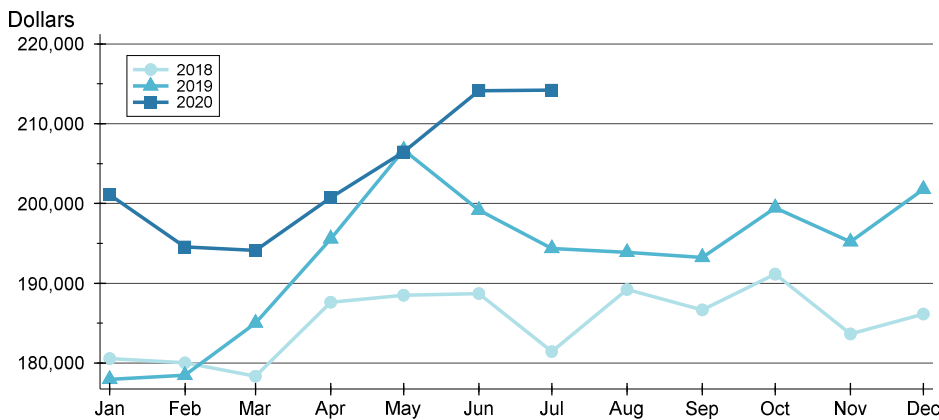
## BY PRICE RANGE >>

Price Range	Contracts Written			List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median
Below \$25,000	11	0.7%	179	16,287	20,000	120	80	81.3%	76.8%
\$25,000-\$49,999	45	2.8%	1,721	38,246	39,900	61	23	96.0%	100.0%
\$50,000-\$99,999	274	16.9%	21,529	78,573	79,900	42	7	98.0%	100.0%
\$100,000-\$124,999	112	6.9%	12,604	112,534	114,900	17	3	99.6%	100.0%
\$125,000-\$149,999	141	8.7%	19,382	137,461	137,000	17	4	98.9%	100.0%
\$150,000-\$174,999	143	8.8%	23,338	163,205	164,900	13	4	99.0%	100.0%
\$175,000-\$199,999	166	10.2%	30,974	186,588	185,000	18	3	99.9%	100.0%
\$200,000-\$249,999	232	14.3%	52,232	225,137	224,900	17	3	99.4%	100.0%
\$250,000-\$299,999	159	9.8%	43,512	273,661	274,772	33	4	99.5%	100.0%
\$300,000-\$399,999	169	10.4%	57,204	338,485	334,900	37	6	99.3%	100.0%
\$400,000-\$499,999	65	4.0%	28,891	444,477	446,574	38	7	99.7%	100.0%
\$500,000-\$749,999	44	2.7%	26,425	600,578	582,450	64	10	97.9%	100.0%
\$750,000-\$999,999	12	0.7%	10,132	844,339	839,500	135	82	95.9%	100.0%
\$1,000,000 and up	7	0.4%	10,304	1,472,042	1,149,000	95	47	98.9%	100.0%
All price ranges	1,623	100.0%	347,638	214,195	184,900	30	5	98.9%	100.0%

**PENDING CONTRACTS ANALYSIS**

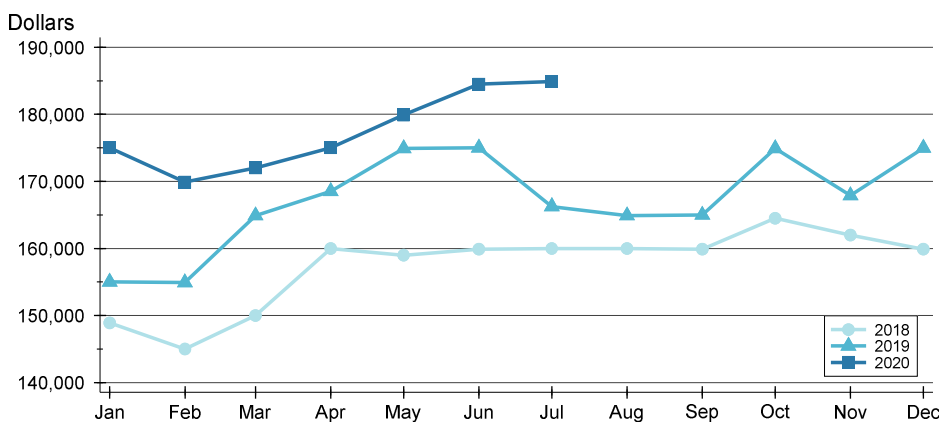
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 8/8/2020**

**AVERAGE PRICE** >>



Month	2018	2019	2020
January	180,564	177,966	201,113
February	180,022	178,468	194,555
March	178,347	185,022	194,112
April	187,633	195,583	200,722
May	188,503	206,721	206,461
June	188,722	199,174	214,154
July	181,440	194,369	214,195
August	189,213	193,882	
September	186,663	193,256	
October	191,150	199,471	
November	183,647	195,210	
December	186,152	201,795	

**MEDIAN PRICE** >>

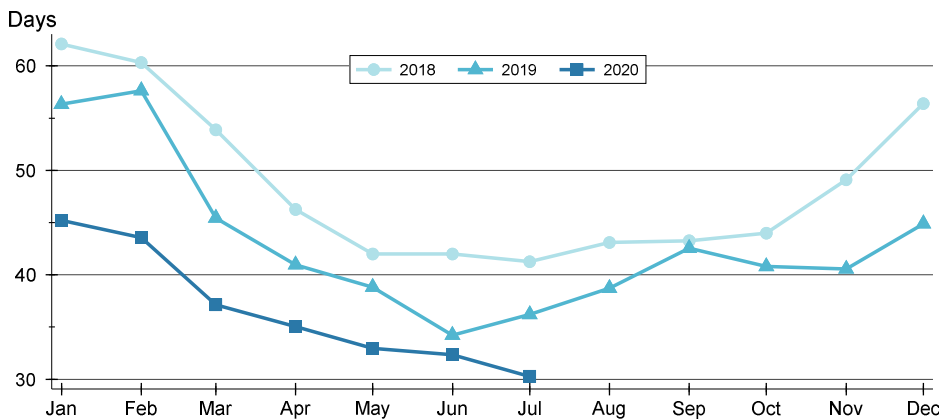


Month	2018	2019	2020
January	148,900	155,000	175,000
February	145,000	154,900	169,900
March	150,000	164,900	172,000
April	160,000	168,500	175,000
May	159,000	174,900	179,900
June	159,900	175,000	184,500
July	160,000	166,250	184,900
August	160,000	164,900	
September	159,900	165,000	
October	164,500	174,900	
November	162,000	167,900	
December	159,900	174,975	

**PENDING CONTRACTS ANALYSIS**

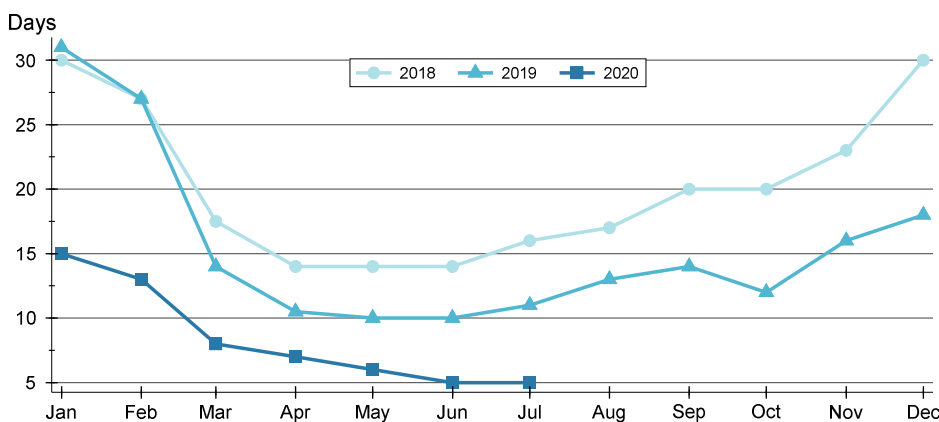
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 8/8/2020**

**AVERAGE DOM** >>



Month	2018	2019	2020
January	62	56	45
February	60	58	44
March	54	45	37
April	46	41	35
May	42	39	33
June	42	34	32
July	41	36	30
August	43	39	
September	43	43	
October	44	41	
November	49	41	
December	56	45	

**MEDIAN DOM** >>



Month	2018	2019	2020
January	30	31	15
February	27	27	13
March	18	14	8
April	14	11	7
May	14	10	6
June	14	10	5
July	16	11	5
August	17	13	
September	20	14	
October	20	12	
November	23	16	
December	30	18	



South Central Kansas MLS

## South Central Kansas MLS

170 W. Dewey, Wichita, KS 67202

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

September 10, 2020

### South Central Kansas MLS Releases Home Sales Figures for August 2020

Homes sales in South Central Kansas fell by 5.0% in August compared to the prior year. Sales in August 2020 totaled 1,055 units, down from 1,111 in 2019.

Among existing homes, 970 units sold in August, a decrease of 7.1% from 1,044 units that sold in 2019. The average sale price of existing homes was \$194,303. This represents an increase of 21.9% from the August 2019 average price of \$159,355.

For new construction, 85 sales occurred in August, up from 67 units the prior year, an increase of 26.9%. The average sale price of new homes in August was \$363,643, up 8.3% from the same period last year.

A total of 1,106 contracts for sale were written in August 2020, up from 961 in August 2019. This is an increase of 15.1%. 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 1,210 units at the end of August, which is down from 2,134 homes that were on the market at the end of August last year. At the current rate of sales, this figure represents 1.4 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 Fell in August

Total home sales in South Central Kansas fell last month to 1,055 units, compared to 1,111 units in August 2019. Total sales volume was \$219.4 million, up from a year earlier.

The median sale price in August was \$176,000, up from \$150,000 a year earlier. Homes that sold in August were typically on the market for 6 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 1,210 units, down from 2,134 at the same point in 2019. This represents a 1.4 months' supply of homes available for sale. The median list price of homes on the market at the end of August was \$236,900.

During August, a total of 1,106 contracts were written up from 961 in August 2019. At the end of the month, there were 1,644 contracts pending, compared to 1,236 at the end of August 2019.

### 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		2020	2019	Change
Home Sales		1,055	1,111	-5.0%
Active Listings		1,210	2,134	-43.3%
Months' Supply		1.4	2.4	-44.1%
New Listings		1,159	1,240	-6.5%
Contracts Written		1,106	961	15.1%
Pending Contracts		1,644	1,236	33.0%
Sales Volume (1,000s)		219,384	188,871	16.2%
Average	Sale Price	207,946	170,000	22.3%
	List Price of Actives	293,894	253,144	16.1%
	Days on Market	32	33	-3.8%
	Percent of List	99.2%	98.1%	1.1%
	Percent of Original	97.9%	96.6%	1.4%
Median	Sale Price	176,000	150,000	17.3%
	List Price of Actives	236,900	194,900	21.5%
	Days on Market	6	11	-45.5%
	Percent of List	100.0%	100.0%	0.0%
	Percent of Original	100.0%	98.8%	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 9/7/2020

August MLS Statistics		2020			2019			2018			
By Property Type		Total	Existing	New	Total	Existing	New	Total	Existing	New	
Home Sales		<b>1,055</b>	<b>970</b>	<b>85</b>	1,111	1,044	67	1,018	934	84	
	Change from prior year	-5.0%	-7.1%	26.9%	9.1%	11.8%	-20.2%	-1.9%	-3.7%	23.5%	
Active Listings		<b>1,210</b>	<b>1,014</b>	<b>196</b>	2,134	1,856	278	2,453	2,208	245	
	Change from prior year	-43.3%	-45.4%	-29.5%	-13.0%	-15.9%	13.5%	-7.9%	-7.2%	-13.7%	
Months' Supply		<b>1.4</b>	<b>1.2</b>	<b>2.9</b>	2.4	2.3	4.6	2.8	2.7	4.0	
	Change from prior year	-44.1%	-45.7%	-37.9%	-12.5%	-15.6%	16.9%	-9.9%	-8.9%	-18.7%	
New Listings		<b>1,159</b>	<b>1,094</b>	<b>65</b>	1,240	1,155	85	1,344	1,263	81	
	Change from prior year	-6.5%	-5.3%	-23.5%	-7.7%	-8.6%	4.9%	-2.3%	-2.2%	-4.7%	
Contracts Written		<b>1,106</b>	<b>1,046</b>	<b>60</b>	961	896	65	902	845	57	
	Change from prior year	15.1%	16.7%	-7.7%	6.5%	6.0%	14.0%	-4.4%	-4.6%	-1.7%	
Pending Contracts		<b>1,644</b>	<b>1,425</b>	<b>219</b>	1,236	1,081	155	1,193	1,036	157	
	Change from prior year	33.0%	31.8%	41.3%	3.6%	4.3%	-1.3%	-9.4%	-9.2%	-10.8%	
Sales Volume (1,000s)		<b>219,384</b>	<b>188,474</b>	<b>30,910</b>	188,871	166,366	22,504	172,673	145,245	27,428	
	Change from prior year	16.2%	13.3%	37.4%	9.4%	14.5%	-18.0%	0.0%	-4.4%	31.6%	
Average	Sale Price	<b>207,946</b>	<b>194,303</b>	<b>363,643</b>	170,000	159,355	335,881	169,620	155,509	326,525	
		Change from prior year	22.3%	21.9%	8.3%	0.2%	2.5%	2.9%	2.0%	-0.7%	6.6%
	List Price of Actives	<b>293,894</b>	<b>283,671</b>	<b>343,913</b>	253,144	242,592	321,506	242,880	233,042	328,293	
		Change from prior year	16.1%	16.9%	7.0%	4.2%	4.1%	-2.1%	11.8%	13.0%	6.5%
	Days on Market	<b>32</b>	<b>30</b>	<b>53</b>	33	30	81	40	36	76	
		Change from prior year	-3.8%	-0.2%	-34.6%	-17.3%	-18.3%	5.6%	-3.0%	-1.0%	-23.7%
Percent of List		<b>99.2%</b>	<b>98.9%</b>	<b>101.6%</b>	98.1%	97.8%	103.0%	97.7%	97.4%	100.7%	
		Change from prior year	1.1%	1.2%	-1.4%	0.4%	0.4%	2.2%	-0.1%	0.0%	-1.4%
	Percent of Original	<b>97.9%</b>	<b>97.4%</b>	<b>103.3%</b>	96.6%	96.1%	103.7%	95.4%	94.8%	101.4%	
	Change from prior year	1.4%	1.4%	-0.4%	1.3%	1.4%	2.3%	-0.3%	-0.4%	-1.4%	
Median	Sale Price	<b>176,000</b>	<b>166,750</b>	<b>298,879</b>	150,000	145,000	294,715	153,350	145,000	275,853	
		Change from prior year	17.3%	15.0%	1.4%	-2.2%	0.0%	6.8%	5.8%	6.5%	0.2%
	List Price of Actives	<b>236,900</b>	<b>204,005</b>	<b>324,864</b>	194,900	169,900	290,118	182,250	168,000	289,900	
		Change from prior year	21.5%	20.1%	12.0%	6.9%	1.1%	0.1%	10.5%	12.0%	6.4%
	Days on Market	<b>6</b>	<b>6</b>	<b>2</b>	11	12	2	17	17	15	
		Change from prior year	-45.5%	-50.0%	0.0%	-35.3%	-29.4%	-86.2%	0.0%	0.0%	-40.8%
Percent of List	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	100.0%	100.0%	100.0%	99.2%	98.9%	100.0%		
	Change from prior year	0.0%	0.0%	0.0%	0.8%	1.1%	0.0%	-0.3%	-0.2%	-0.3%	
Percent of Original	<b>100.0%</b>	<b>100.0%</b>	<b>101.4%</b>	98.8%	98.5%	100.0%	97.6%	97.2%	100.0%		
	Change from prior year	1.2%	1.5%	1.4%	1.2%	1.3%	0.0%	-0.1%	-0.2%	-1.3%	

# YEAR-TO-DATE STATISTICS

## SUMMARY >>

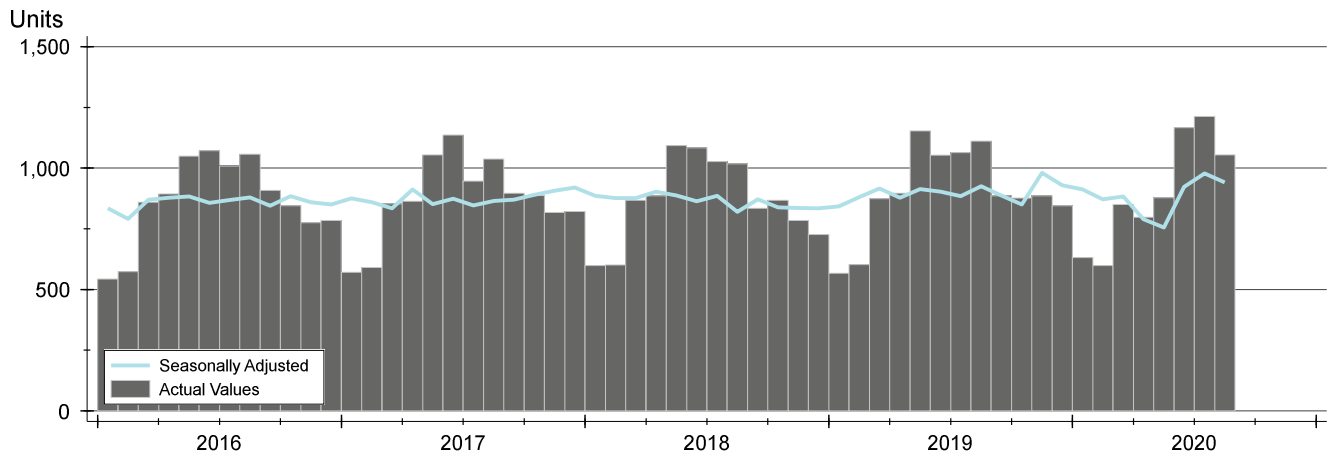
### YTD BREAKDOWNS BY HOME TYPE ENTIRE MLS SYSTEM AS OF 9/7/2020

Year-to-Date Activity		2020			2019			2018		
By Property Type		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		<b>7,190</b>	<b>6,640</b>	<b>550</b>	7,321	6,839	482	7,173	6,667	506
Change from prior year		-1.8%	-2.9%	14.1%	2.1%	2.6%	-4.7%	1.7%	0.9%	13.7%
New Listings		<b>8,672</b>	<b>8,095</b>	<b>577</b>	9,539	8,847	692	9,733	9,110	623
Change from prior year		-9.1%	-8.5%	-16.6%	-2.0%	-2.9%	11.1%	-2.8%	-2.2%	-10.4%
Contracts Written		<b>7,959</b>	<b>7,405</b>	<b>554</b>	7,750	7,221	529	7,465	6,946	519
Change from prior year		2.7%	2.5%	4.7%	3.8%	4.0%	1.9%	-0.7%	-0.7%	-0.6%
Sales Volume (1,000s)		<b>1,349,732</b>	<b>1,171,276</b>	<b>178,457</b>	1,264,343	1,107,066	157,278	1,181,815	1,024,089	157,726
Change from prior year		6.8%	5.8%	13.5%	7.0%	8.1%	-0.3%	5.5%	3.9%	17.7%
Average	Sale Price	<b>187,724</b>	<b>176,397</b>	<b>324,467</b>	172,701	161,875	326,302	164,759	153,606	311,711
	Change from prior year	8.7%	9.0%	-0.6%	4.8%	5.4%	4.7%	3.8%	3.0%	3.6%
	Days on Market	<b>36</b>	<b>34</b>	<b>54</b>	41	40	68	46	42	101
	Change from prior year	-14.1%	-13.9%	-20.7%	-10.7%	-6.4%	-32.6%	-2.0%	-5.5%	16.9%
Median	Percent of List	<b>98.6%</b>	<b>98.3%</b>	<b>101.7%</b>	97.9%	97.6%	102.4%	97.8%	97.5%	101.6%
	Change from prior year	0.7%	0.7%	-0.7%	0.1%	0.1%	0.7%	0.3%	0.3%	-0.1%
	Percent of Original	<b>97.2%</b>	<b>96.7%</b>	<b>102.7%</b>	96.1%	95.6%	103.1%	95.9%	95.4%	102.2%
	Change from prior year	1.0%	1.1%	-0.4%	0.3%	0.3%	0.9%	0.6%	0.6%	-0.1%
Median	Sale Price	<b>165,000</b>	<b>158,850</b>	<b>297,877</b>	153,000	145,000	285,000	145,000	137,000	277,015
	Change from prior year	7.8%	9.6%	4.5%	5.5%	5.8%	2.9%	4.3%	3.8%	5.0%
	Days on Market	<b>9</b>	<b>9</b>	<b>0</b>	14	15	2	19	19	32
	Change from prior year	-35.7%	-40.0%	-100.0%	-26.3%	-21.1%	-93.8%	-5.0%	-5.0%	39.1%
Median	Percent of List	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	99.6%	99.2%	100.0%	99.2%	98.8%	100.0%
	Change from prior year	0.4%	0.8%	0.0%	0.4%	0.4%	0.0%	0.0%	0.0%	0.0%
	Percent of Original	<b>99.7%</b>	<b>99.0%</b>	<b>101.1%</b>	98.3%	97.9%	100.9%	97.9%	97.5%	100.7%
	Change from prior year	1.4%	1.2%	0.3%	0.5%	0.4%	0.1%	0.2%	0.2%	0.5%

# CLOSED LISTINGS ANALYSIS

**HISTORY** >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 9/7/2020**



**SUMMARY** >>

Summary Statistics for Closed Listings		August			Year-to-Date		
		2020	2019	Change	2020	2019	Change
Closed Listings		<b>1,055</b>	1,111	-5.0%	<b>7,190</b>	7,321	-1.8%
Volume (1,000s)		<b>219,384</b>	188,871	16.2%	<b>1,349,732</b>	1,264,343	6.8%
Average	Sale Price	<b>207,946</b>	170,000	22.3%	<b>187,724</b>	172,701	8.7%
	Days on Market	<b>32</b>	33	-3.8%	<b>36</b>	41	-14.1%
	Percent of List	<b>99.2%</b>	98.1%	1.1%	<b>98.6%</b>	97.9%	0.7%
	Percent of Original	<b>97.9%</b>	96.6%	1.4%	<b>97.2%</b>	96.1%	1.0%
Median	Sale Price	<b>176,000</b>	150,000	17.3%	<b>165,000</b>	153,000	7.8%
	Days on Market	<b>6</b>	11	-45.5%	<b>9</b>	14	-35.7%
	Percent of List	<b>100.0%</b>	100.0%	0.0%	<b>100.0%</b>	99.6%	0.4%
	Percent of Original	<b>100.0%</b>	98.8%	1.2%	<b>99.7%</b>	98.3%	1.4%

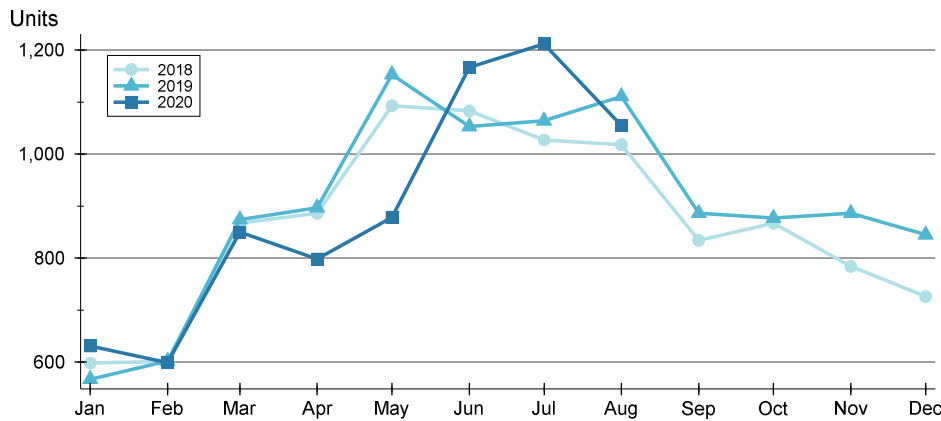
A total of 1,055 homes sold in South Central Kansas in August, down from 1,111 units in August 2019. Total sales volume rose to \$219.4 million compared to \$188.9 million in the previous year.

The median sales price in August was \$176,000, up 17.3% compared to the prior year. Median days on market was 6 days, up from 5 days in July, but down from 11 in August 2019.

# CLOSED LISTINGS ANALYSIS

## BY MONTH >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 9/7/2020**



Month	2018	2019	2020
January	598	567	631
February	601	602	599
March	867	874	850
April	886	897	798
May	1,093	1,153	878
June	1,083	1,053	1,167
July	1,027	1,064	1,212
August	1,018	1,111	1,055
September	834	886	
October	867	877	
November	784	886	
December	726	845	

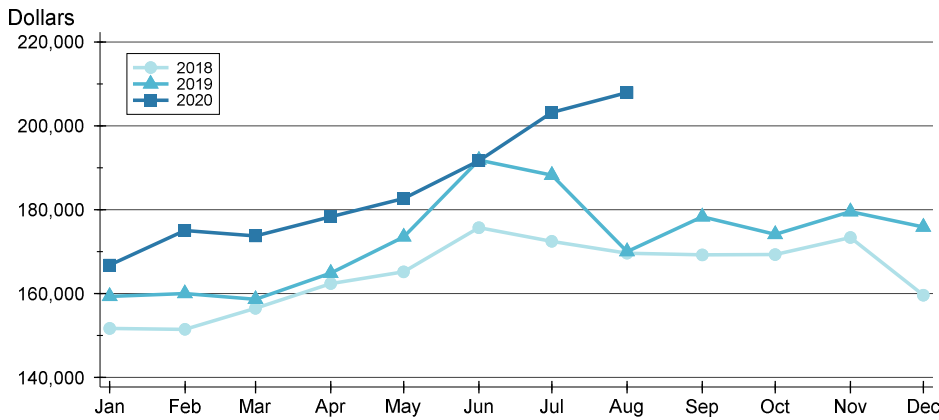
## BY PRICE RANGE >>

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	2.8%	494	16,482	18,325	102	42	89.5%	90.9%	75.5%	71.4%
\$25,000-\$49,999	51	4.8%	2,004	39,301	40,000	48	22	92.9%	92.8%	91.2%	93.3%
\$50,000-\$99,999	174	16.5%	13,269	76,259	75,000	31	8	98.6%	99.9%	96.7%	97.7%
\$100,000-\$124,999	65	6.2%	7,298	112,282	113,000	11	2	99.9%	100.0%	99.2%	100.0%
\$125,000-\$149,999	101	9.6%	13,877	137,400	138,000	19	4	99.9%	100.0%	99.1%	100.0%
\$150,000-\$174,999	97	9.2%	15,756	162,434	162,500	15	3	100.1%	100.0%	98.9%	100.0%
\$175,000-\$199,999	100	9.5%	18,601	186,007	185,000	12	3	100.1%	100.0%	100.2%	100.0%
\$200,000-\$249,999	143	13.6%	31,795	222,346	222,000	22	4	100.1%	100.0%	99.3%	100.0%
\$250,000-\$299,999	106	10.0%	28,774	271,451	270,500	35	3	100.0%	100.0%	99.8%	100.0%
\$300,000-\$399,999	104	9.9%	35,230	338,747	337,100	38	12	99.7%	100.0%	99.2%	99.9%
\$400,000-\$499,999	34	3.2%	14,824	436,004	437,500	64	33	98.3%	98.6%	96.1%	97.2%
\$500,000-\$749,999	35	3.3%	20,926	597,875	595,000	61	13	99.5%	98.5%	98.0%	97.6%
\$750,000-\$999,999	9	0.9%	7,544	838,250	805,496	179	177	97.3%	100.0%	92.5%	98.5%
\$1,000,000 and up	6	0.6%	8,990	1,498,328	1,311,000	62	34	95.1%	94.8%	95.1%	94.8%
All price ranges	1,055	100.0%	219,384	207,946	176,000	32	6	99.2%	100.0%	97.9%	100.0%

# CLOSED LISTINGS ANALYSIS

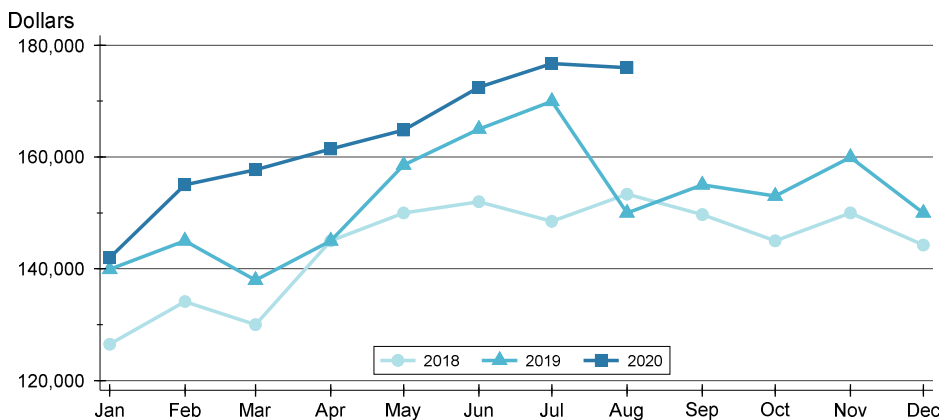
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 9/7/2020**

## AVERAGE PRICE >>



Month	2018	2019	2020
January	151,661	159,319	166,748
February	151,459	159,997	175,005
March	156,465	158,616	173,744
April	162,387	164,845	178,314
May	165,156	173,511	182,623
June	175,695	191,834	191,694
July	172,443	188,219	203,198
August	169,620	170,000	207,946
September	169,187	178,263	
October	169,281	174,082	
November	173,356	179,507	
December	159,588	175,854	

## MEDIAN PRICE >>

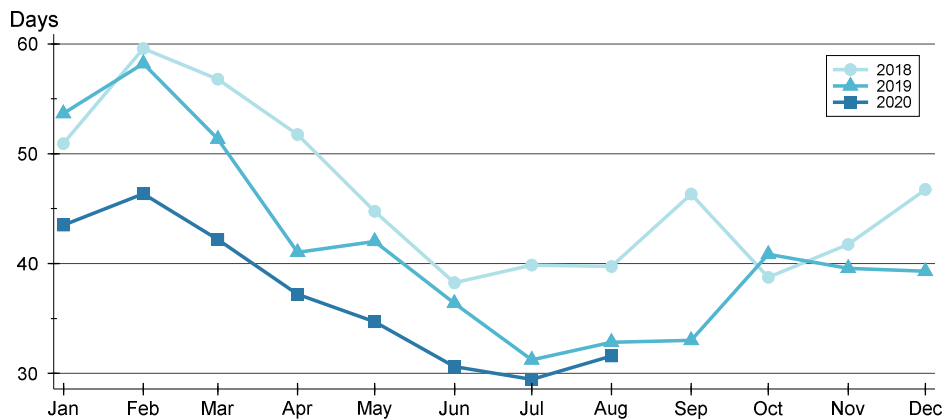


Month	2018	2019	2020
January	126,500	139,900	142,000
February	134,150	145,000	155,000
March	130,000	137,950	157,700
April	145,000	145,000	161,450
May	150,000	158,577	164,825
June	152,000	165,000	172,500
July	148,500	169,950	176,750
August	153,350	150,000	176,000
September	149,700	155,000	
October	145,000	153,000	
November	150,000	159,950	
December	144,250	150,000	

# CLOSED LISTINGS ANALYSIS

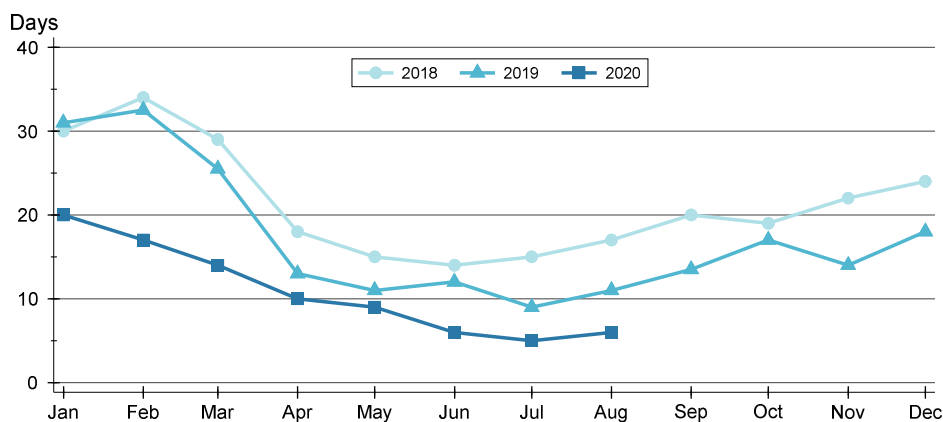
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 9/7/2020**

## AVERAGE DOM >>



Month	2018	2019	2020
January	51	54	44
February	60	58	46
March	57	51	42
April	52	41	37
May	45	42	35
June	38	36	31
July	40	31	29
August	40	33	32
September	46	33	33
October	39	41	40
November	42	40	40
December	47	39	39

## MEDIAN DOM >>

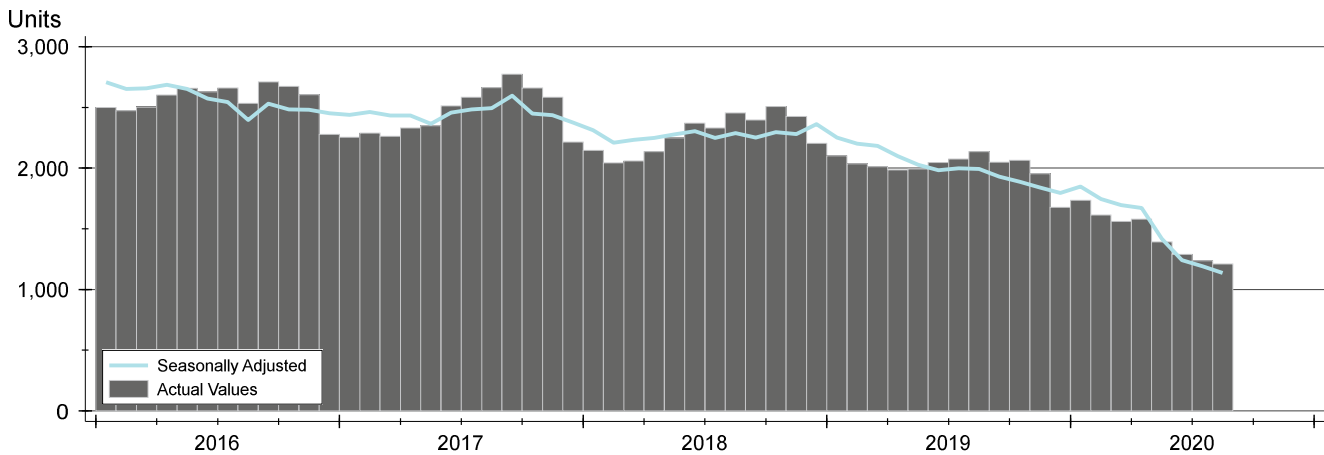


Month	2018	2019	2020
January	30	31	20
February	34	33	17
March	29	26	14
April	18	13	10
May	15	11	9
June	14	12	6
July	15	9	5
August	17	11	6
September	20	14	20
October	19	17	19
November	22	14	14
December	24	18	18

# ACTIVE LISTINGS ANALYSIS

**HISTORY** >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 9/7/2020**



**SUMMARY** >>

Summary Statistics for Active Listings		End of August		
		2020	2019	Change
Active Listings		<b>1,210</b>	2,134	-43.3%
Months' Supply		<b>1.4</b>	2.4	-44.1%
Volume (1,000s)		<b>355,612</b>	540,209	-34.2%
Average	List Price	<b>293,894</b>	253,144	16.1%
	Days on Market	<b>76</b>	82	-6.8%
	Percent of Original	<b>98.1%</b>	97.4%	0.7%
Median	List Price	<b>236,900</b>	194,900	21.5%
	Days on Market	<b>28</b>	44	-36.4%
	Percent of Original	<b>100.0%</b>	100.0%	0.0%

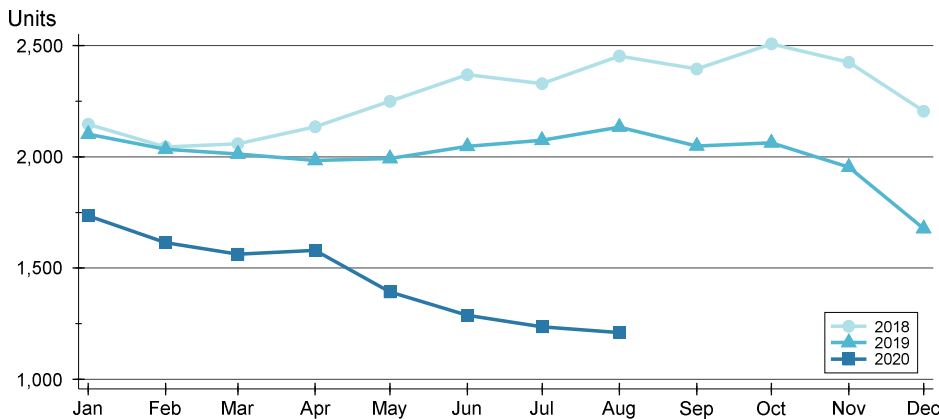
A total of 1,210 homes were available for sale in South Central Kansas at the end of August. This represents a 1.4 months' supply of active listings.

The median list price of homes on the market at the end of August was \$236,900, up 21.5% from 2019. The typical time on market for active listings was 28 days, down from 44 days a year earlier.

# ACTIVE LISTINGS ANALYSIS

## BY MONTH >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 9/7/2020**



Month	2018	2019	2020
January	2,147	2,102	1,735
February	2,044	2,034	1,614
March	2,059	2,012	1,562
April	2,135	1,984	1,579
May	2,250	1,992	1,393
June	2,369	2,047	1,288
July	2,329	2,074	1,236
August	2,453	2,134	1,210
September	2,395	2,049	
October	2,508	2,063	
November	2,425	1,953	
December	2,205	1,677	

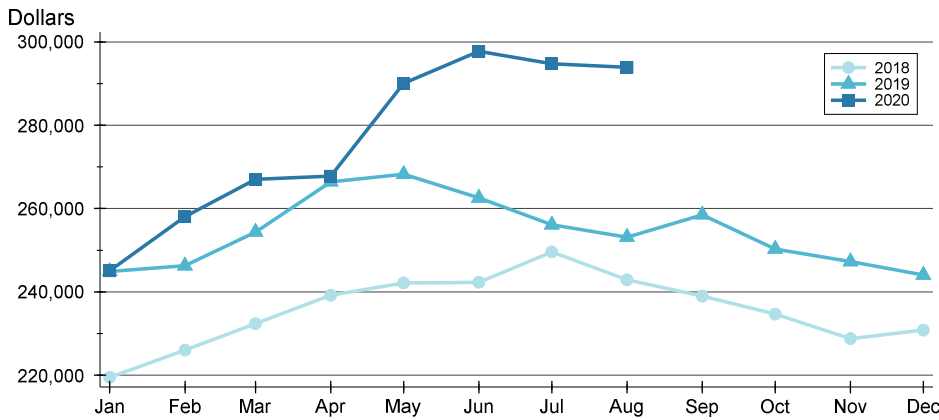
## BY PRICE RANGE >>

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	23	1.9%	292	0.8	12,680	15,000	140	68	95.1%	100.0%
\$25,000-\$49,999	68	5.6%	2,581	1.3	37,958	39,000	149	45	95.6%	100.0%
\$50,000-\$99,999	154	12.7%	11,596	0.9	75,298	75,000	63	32	96.9%	100.0%
\$100,000-\$124,999	52	4.3%	5,850	0.8	112,509	112,000	56	24	97.3%	100.0%
\$125,000-\$149,999	43	3.6%	5,913	0.4	137,521	137,500	63	21	99.2%	100.0%
\$150,000-\$174,999	75	6.2%	12,267	0.8	163,560	164,900	42	18	98.5%	100.0%
\$175,000-\$199,999	70	5.8%	13,084	0.7	186,915	186,613	53	20	97.4%	100.0%
\$200,000-\$249,999	125	10.3%	28,293	0.9	226,343	226,099	32	15	99.3%	100.0%
\$250,000-\$299,999	121	10.0%	33,343	1.1	275,562	274,900	46	25	99.2%	100.0%
\$300,000-\$399,999	212	17.5%	73,528	2.0	346,832	345,000	74	41	99.2%	100.0%
\$400,000-\$499,999	92	7.6%	41,312	2.7	449,043	441,789	85	38	99.2%	100.0%
\$500,000-\$749,999	63	5.2%	37,049	1.8	588,071	575,000	149	69	97.0%	100.0%
\$750,000-\$999,999	28	2.3%	24,720	3.1	882,848	895,000	194	131	95.0%	97.1%
\$1,000,000 and up	29	2.4%	49,620	4.8	1,711,017	1,420,000	261	115	96.7%	100.0%
All price ranges	1,210	100.0%	355,612	1.1	293,894	236,900	76	28	98.1%	100.0%

# ACTIVE LISTINGS ANALYSIS

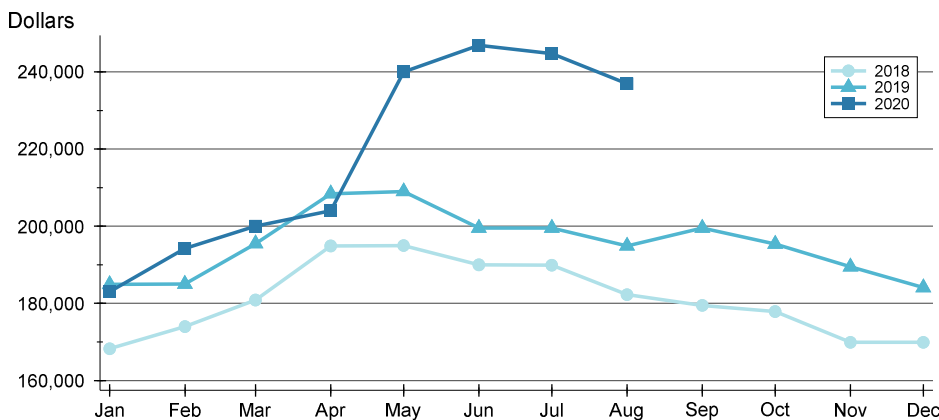
## AVERAGE PRICE >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 9/7/2020**



Month	2018	2019	2020
January	219,491	244,933	245,096
February	226,018	246,278	258,022
March	232,365	254,379	267,055
April	239,193	266,443	267,767
May	242,156	268,251	290,053
June	242,311	262,572	297,758
July	249,623	256,102	294,752
August	242,880	253,144	293,894
September	238,982	258,524	
October	234,663	250,301	
November	228,794	247,242	
December	230,828	244,028	

## MEDIAN PRICE >>

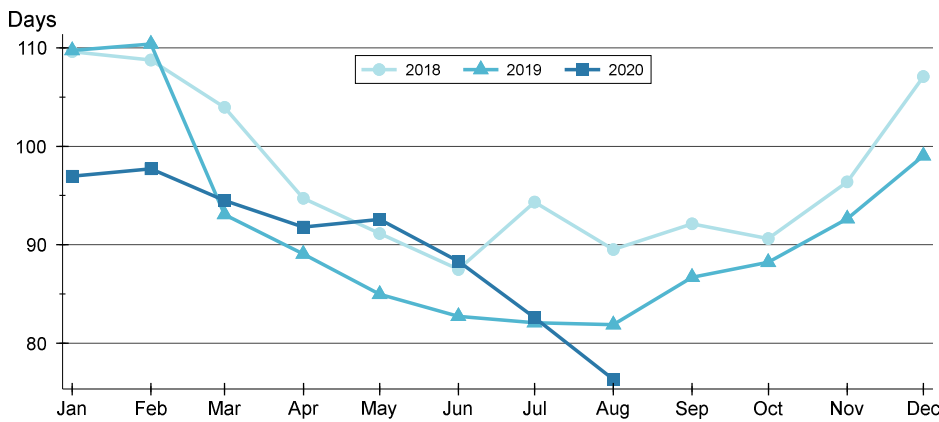


Month	2018	2019	2020
January	168,248	184,900	183,000
February	174,000	185,000	194,200
March	180,867	195,500	200,000
April	194,900	208,443	204,000
May	195,000	209,000	240,000
June	190,000	199,500	246,900
July	189,900	199,500	244,700
August	182,250	194,900	236,900
September	179,500	199,500	
October	177,900	195,370	
November	169,900	189,500	
December	169,900	184,080	

# ACTIVE LISTINGS ANALYSIS

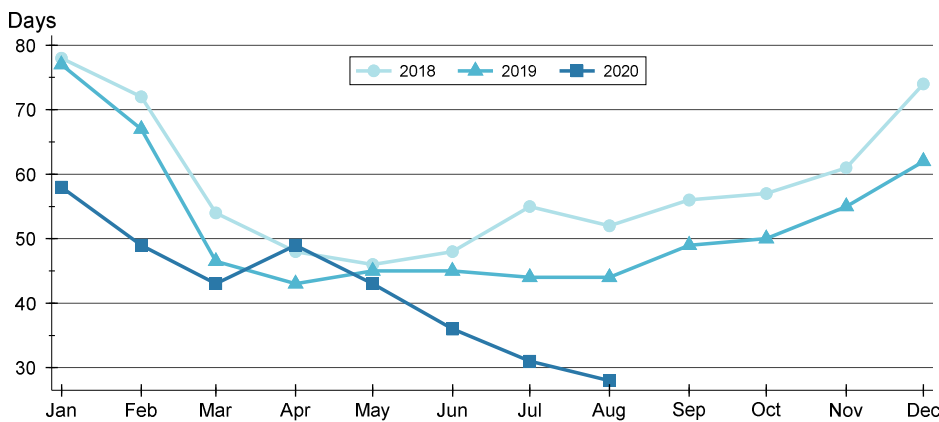
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 9/7/2020**

## AVERAGE DOM



Month	2018	2019	2020
January	110	110	97
February	109	110	98
March	104	93	94
April	95	89	92
May	91	85	93
June	87	83	88
July	94	82	83
August	90	82	76
September	92	87	
October	91	88	
November	96	93	
December	107	99	

## MEDIAN DOM

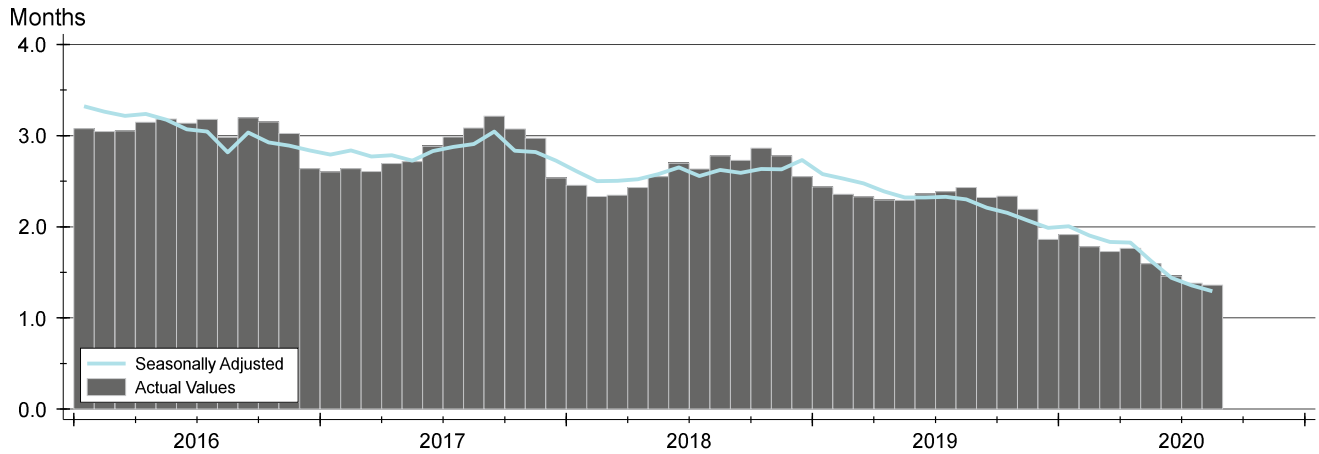


Month	2018	2019	2020
January	78	77	58
February	72	67	49
March	54	47	43
April	48	43	49
May	46	45	43
June	48	45	36
July	55	44	31
August	52	44	28
September	56	49	
October	57	50	
November	61	55	
December	74	62	

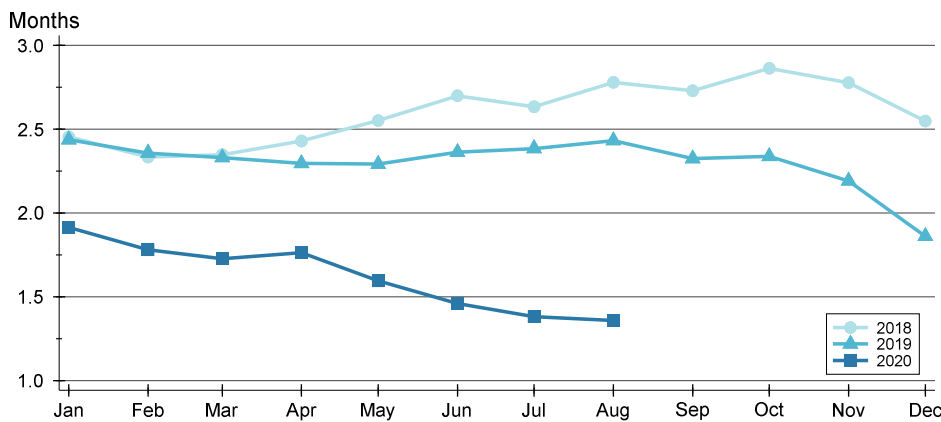
# MONTHS' SUPPLY ANALYSIS

**HISTORY** >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 9/7/2020**



**BY MONTH** >>

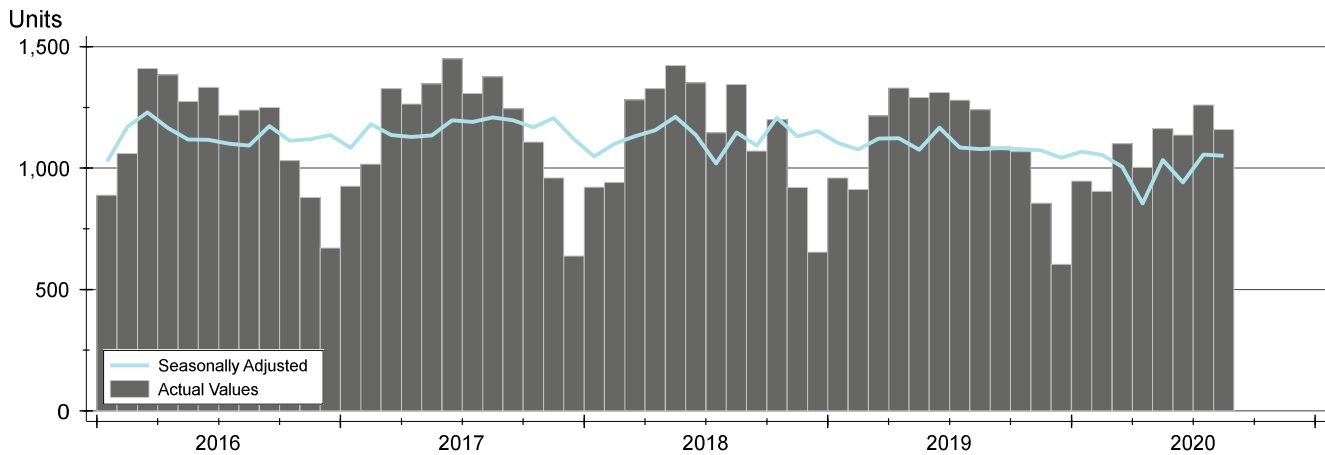


Month	2018	2019	2020
January	2.5	2.4	1.9
February	2.3	2.4	1.8
March	2.3	2.3	1.7
April	2.4	2.3	1.8
May	2.6	2.3	1.6
June	2.7	2.4	1.5
July	2.6	2.4	1.4
August	2.8	2.4	1.4
September	2.7	2.3	
October	2.9	2.3	
November	2.8	2.2	
December	2.5	1.9	

# NEW LISTINGS ANALYSIS

**HISTORY** >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 9/7/2020**



**SUMMARY** >>

Summary Statistics for New Listings		August		
		2020	2019	Change
Current Month	New Listings	<b>1,159</b>	1,240	-6.5%
	Volume (1,000s)	<b>230,131</b>	230,000	0.1%
	Average List Price	<b>198,560</b>	185,483	7.0%
	Median List Price	<b>174,900</b>	154,900	12.9%
YTD	New Listings	<b>8,672</b>	9,539	-9.1%
	Volume (1,000s)	<b>1,752,173</b>	1,838,944	-4.7%
	Average List Price	<b>202,049</b>	192,782	4.8%
	Median List Price	<b>174,900</b>	160,000	9.3%

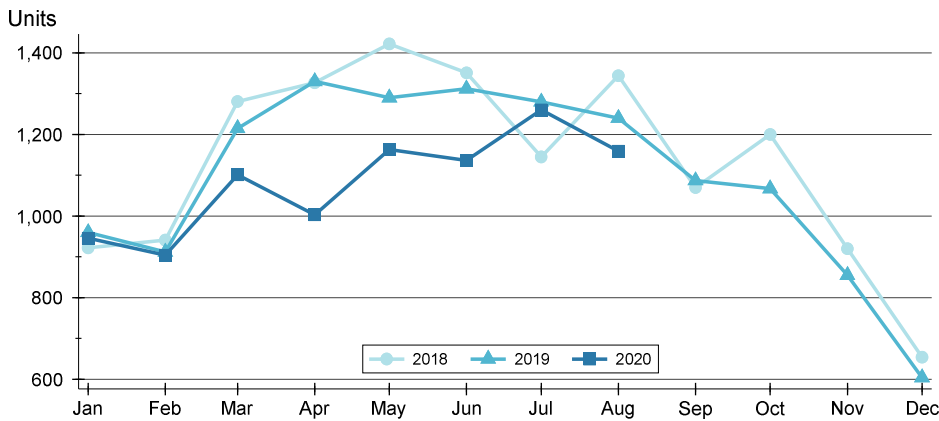
A total of 1,159 new listings were added in South Central Kansas during August, down 6.5% from the same month in 2019. Year-to-date South Central Kansas has seen 8,672 new listings.

The median list price of these homes was \$174,900 up from \$154,900 in 2019.

## NEW LISTINGS ANALYSIS

### BY MONTH >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 9/7/2020**



Month	2018	2019	2020
January	922	960	946
February	941	912	904
March	1,281	1,215	1,101
April	1,327	1,330	1,003
May	1,422	1,290	1,163
June	1,351	1,312	1,136
July	1,145	1,280	1,260
August	1,344	1,240	1,159
September	1,070	1,087	
October	1,200	1,067	
November	920	855	
December	654	604	

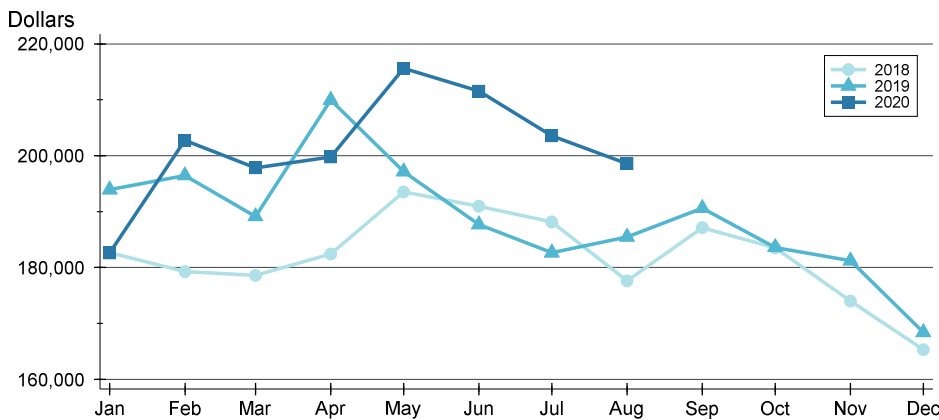
### BY PRICE RANGE >>

Price Range	New Listings			List Price	
	Number	Percent	Volume	Average	Median
Below \$25,000	19	1.6%	152	7,987	1,825
\$25,000-\$49,999	37	3.2%	1,466	39,634	40,000
\$50,000-\$99,999	194	16.7%	15,305	78,893	79,900
\$100,000-\$124,999	89	7.7%	9,973	112,055	110,000
\$125,000-\$149,999	87	7.5%	11,805	135,694	135,000
\$150,000-\$174,999	138	11.9%	22,411	162,402	161,000
\$175,000-\$199,999	113	9.7%	21,081	186,560	185,000
\$200,000-\$249,999	177	15.3%	39,363	222,390	224,900
\$250,000-\$299,999	103	8.9%	28,081	272,628	274,000
\$300,000-\$399,999	90	7.8%	30,770	341,890	341,228
\$400,000-\$499,999	32	2.8%	14,162	442,565	431,333
\$500,000-\$749,999	22	1.9%	12,734	578,836	567,450
\$750,000-\$999,999	8	0.7%	6,995	874,350	887,450
\$1,000,000 and up	4	0.3%	6,698	1,674,375	1,373,750
All price ranges	1,159	100.0%	230,131	198,560	174,900

**NEW LISTINGS ANALYSIS**

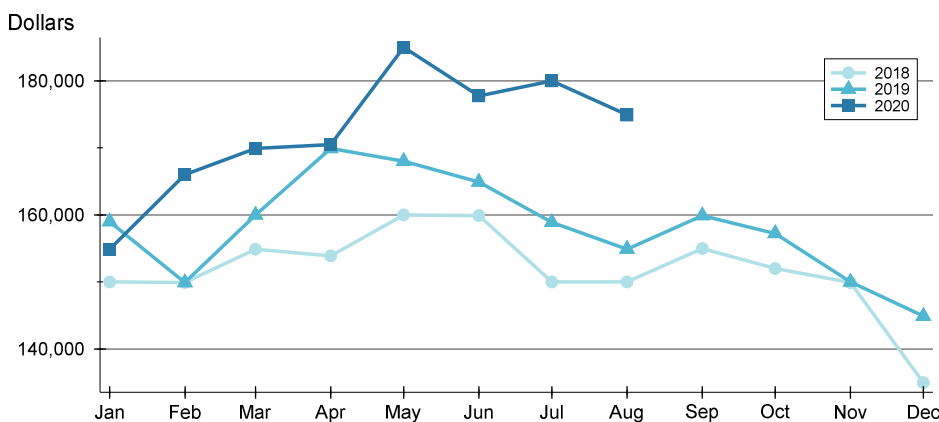
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 9/7/2020**

**AVERAGE PRICE** >>



Month	2018	2019	2020
January	182,667	193,909	182,615
February	179,250	196,463	202,737
March	178,570	189,130	197,839
April	182,407	209,954	199,788
May	193,514	197,167	215,617
June	190,981	187,672	211,563
July	188,154	182,637	203,557
August	177,600	185,483	198,560
September	187,139	190,591	
October	183,514	183,602	
November	173,993	181,213	
December	165,287	168,403	

**MEDIAN PRICE** >>

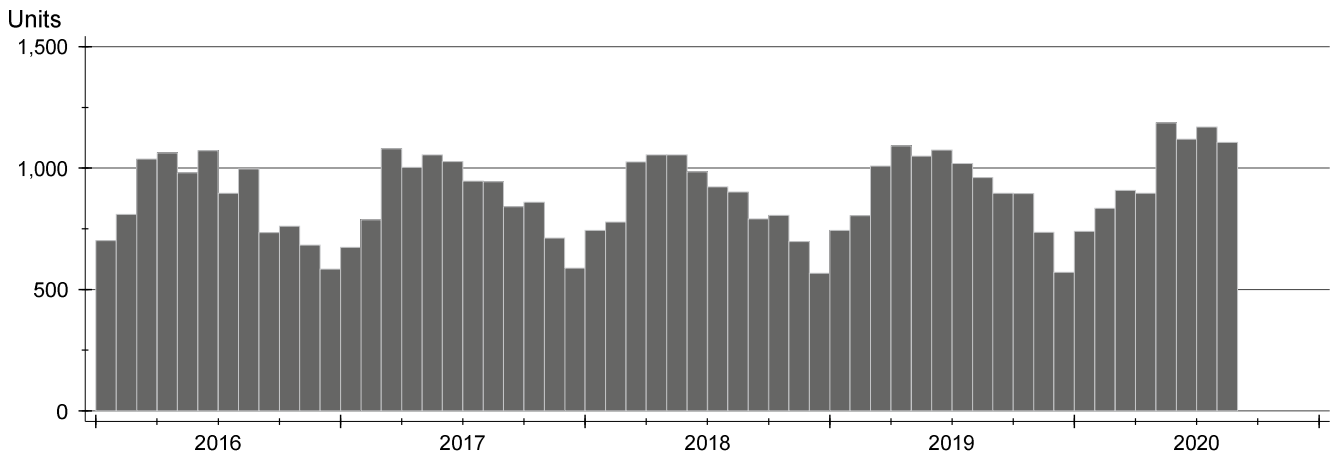


Month	2018	2019	2020
January	150,000	159,000	154,900
February	149,900	149,900	166,000
March	154,900	160,000	169,900
April	153,900	169,900	170,500
May	160,000	168,000	185,000
June	159,900	164,900	177,750
July	150,000	158,900	180,000
August	150,000	154,900	174,900
September	155,000	159,900	
October	152,000	157,235	
November	149,900	150,000	
December	135,000	144,900	

# CONTRACTS WRITTEN ANALYSIS

## HISTORY >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 9/7/2020**



## SUMMARY >>

Summary Statistics		August			Year-to-Date		
for Contracts Written		2020	2019	Change	2020	2019	Change
Closed Listings		<b>1,106</b>	961	15.1%	<b>7,959</b>	7,750	2.7%
Volume (1,000s)		<b>221,088</b>	177,648	24.5%	<b>1,546,313</b>	1,399,994	10.5%
Average	Sale Price	<b>199,899</b>	184,857	8.1%	<b>194,285</b>	180,644	7.6%
	Days on Market	<b>26</b>	36	-27.9%	<b>33</b>	40	-17.8%
	Percent of Original	<b>98.5%</b>	96.4%	2.2%	<b>97.5%</b>	96.3%	1.2%
Median	Sale Price	<b>178,000</b>	159,900	11.3%	<b>170,000</b>	159,900	6.3%
	Days on Market	<b>6</b>	13	-53.8%	<b>7</b>	13	-46.2%
	Percent of Original	<b>100.0%</b>	98.2%	1.8%	<b>100.0%</b>	98.4%	1.6%

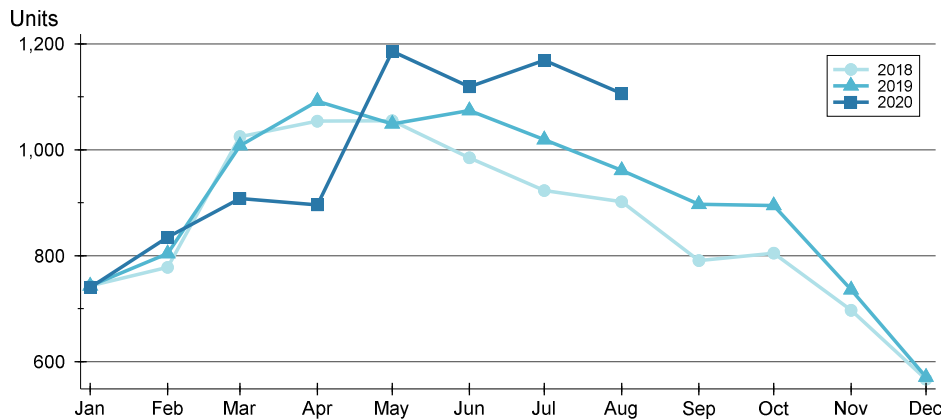
A total of 1,106 contracts for sale were written in South Central Kansas during the month of August, up from 961 in 2019. The median list price of these homes was \$178,000, up from \$159,900 the prior year.

Half of the homes that went under contract in August were on the market less than 6 days, compared to 13 days in August 2019.

# CONTRACTS WRITTEN ANALYSIS

## BY MONTH >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 9/7/2020**



Month	2018	2019	2020
January	743	743	740
February	778	804	835
March	1,025	1,008	908
April	1,054	1,092	896
May	1,055	1,049	1,186
June	985	1,074	1,119
July	923	1,019	1,169
August	902	961	1,106
September	791	897	
October	805	895	
November	697	736	
December	567	571	

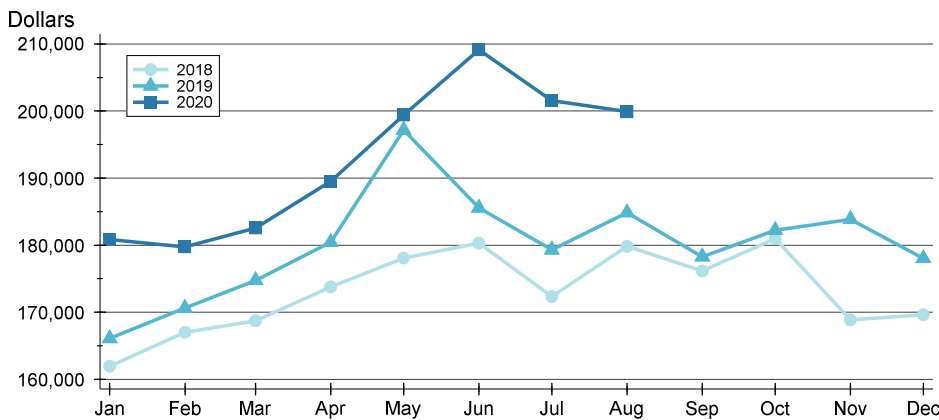
## BY PRICE RANGE >>

Price Range	Contracts Written			List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median
Below \$25,000	17	1.5%	289	16,997	17,500	96	50	81.9%	87.3%
\$25,000-\$49,999	27	2.4%	1,092	40,454	40,000	73	14	92.8%	100.0%
\$50,000-\$99,999	176	15.9%	13,707	77,879	79,900	34	7	98.1%	100.0%
\$100,000-\$124,999	99	9.0%	11,150	112,627	114,000	17	3	99.5%	100.0%
\$125,000-\$149,999	95	8.6%	12,862	135,392	135,000	13	4	99.3%	100.0%
\$150,000-\$174,999	117	10.6%	18,985	162,262	160,000	10	3	99.5%	100.0%
\$175,000-\$199,999	115	10.4%	21,421	186,266	185,000	16	4	99.2%	100.0%
\$200,000-\$249,999	170	15.4%	37,832	222,542	221,900	11	4	99.4%	100.0%
\$250,000-\$299,999	110	9.9%	30,202	274,566	275,000	31	10	98.9%	100.0%
\$300,000-\$399,999	101	9.1%	34,369	340,290	334,900	31	14	98.5%	100.0%
\$400,000-\$499,999	31	2.8%	13,518	436,070	430,000	61	39	97.4%	99.1%
\$500,000-\$749,999	20	1.8%	12,249	612,455	599,950	61	30	98.3%	100.0%
\$750,000-\$999,999	3	0.3%	2,839	946,333	950,000	52	7	98.9%	100.0%
\$1,000,000 and up	4	0.4%	6,375	1,593,750	1,500,000	143	148	91.6%	90.8%
All price ranges	1,106	100.0%	221,088	199,899	178,000	26	6	98.5%	100.0%

# CONTRACTS WRITTEN ANALYSIS

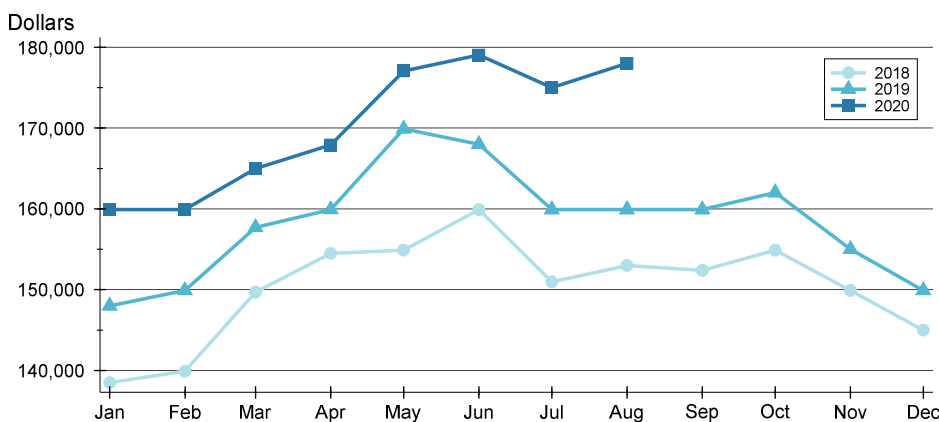
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 9/7/2020**

## AVERAGE PRICE >>



Month	2018	2019	2020
January	161,962	166,076	180,833
February	167,014	170,621	179,736
March	168,727	174,748	182,567
April	173,771	180,439	189,511
May	178,081	197,173	199,407
June	180,310	185,554	209,128
July	172,342	179,296	201,541
August	179,829	184,857	199,899
September	176,152	178,285	
October	180,967	182,230	
November	168,869	183,857	
December	169,644	178,036	

## MEDIAN PRICE >>

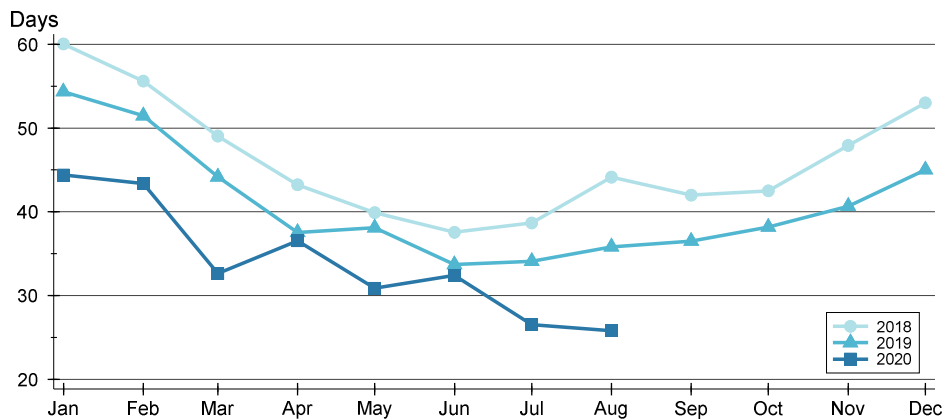


Month	2018	2019	2020
January	138,500	148,000	159,900
February	139,900	149,900	159,900
March	149,700	157,700	165,000
April	154,500	159,925	167,900
May	154,900	169,900	177,070
June	159,900	168,000	179,027
July	150,975	159,900	175,000
August	153,000	159,900	178,000
September	152,400	159,900	
October	154,900	162,000	
November	149,900	155,000	
December	145,000	149,900	

# CONTRACTS WRITTEN ANALYSIS

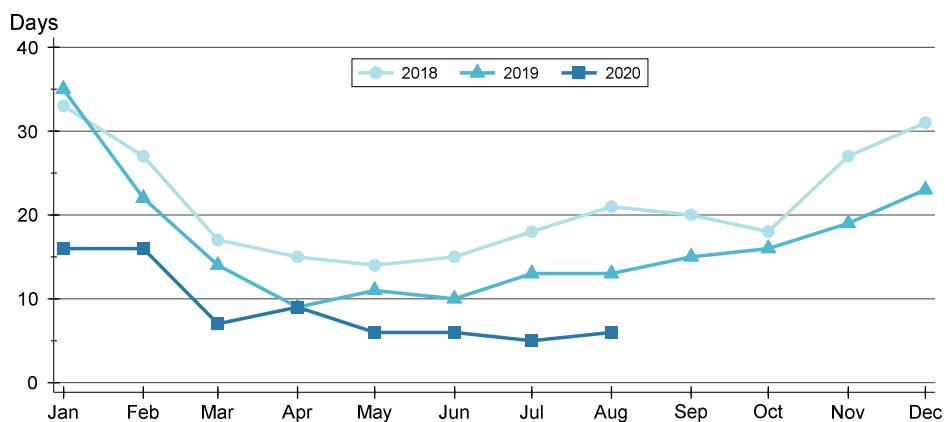
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 9/7/2020**

## AVERAGE DOM >>



Month	2018	2019	2020
January	60	54	44
February	56	51	43
March	49	44	33
April	43	38	37
May	40	38	31
June	38	34	32
July	39	34	27
August	44	36	26
September	42	37	
October	43	38	
November	48	41	
December	53	45	

## MEDIAN DOM >>

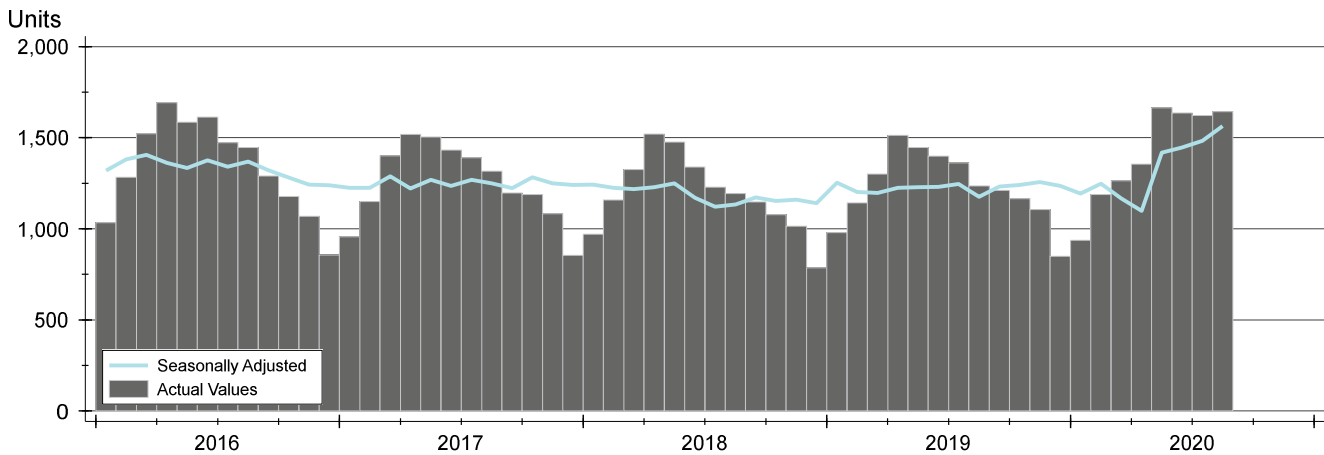


Month	2018	2019	2020
January	33	35	16
February	27	22	16
March	17	14	7
April	15	9	9
May	14	11	6
June	15	10	6
July	18	13	5
August	21	13	6
September	20	15	
October	18	16	
November	27	19	
December	31	23	

# PENDING CONTRACTS ANALYSIS

**HISTORY** >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 9/7/2020**



**SUMMARY** >>

Summary Statistics		End of August		
for Active Listings		2020	2019	Change
Active Listings		<b>1,644</b>	1,236	33.0%
Volume (1,000s)		<b>345,447</b>	239,638	44.2%
Average	List Price	<b>210,126</b>	193,882	8.4%
	Days on Market	<b>26</b>	39	-31.8%
	Percent of Original	<b>99.0%</b>	98.3%	0.7%
Median	List Price	<b>185,000</b>	164,900	12.2%
	Days on Market	<b>5</b>	13	-61.5%
	Percent of Original	<b>100.0%</b>	100.0%	0.0%

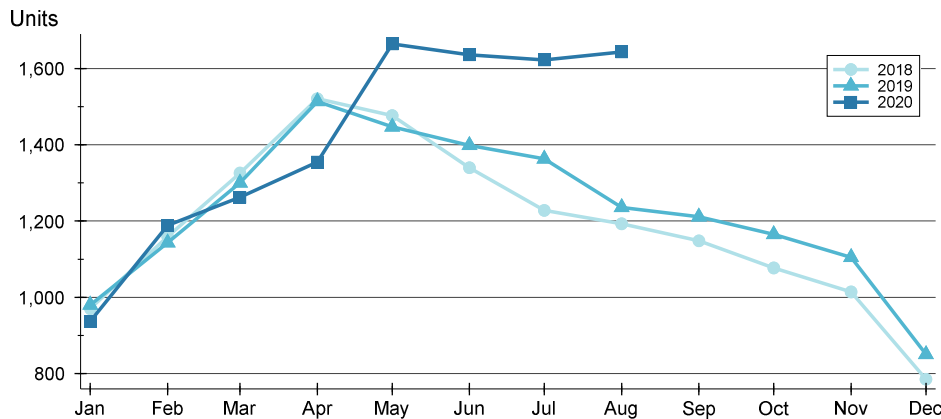
A total of 1,644 listings in South Central Kansas had contracts pending at the end of August, up from 1,236 contracts pending at the end of August 2019.

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 9/7/2020**



Month	2018	2019	2020
January	970	980	937
February	1,159	1,143	1,189
March	1,326	1,300	1,263
April	1,521	1,514	1,355
May	1,477	1,447	1,665
June	1,340	1,399	1,636
July	1,228	1,363	1,623
August	1,193	1,236	1,644
September	1,148	1,211	
October	1,077	1,165	
November	1,014	1,105	
December	785	850	

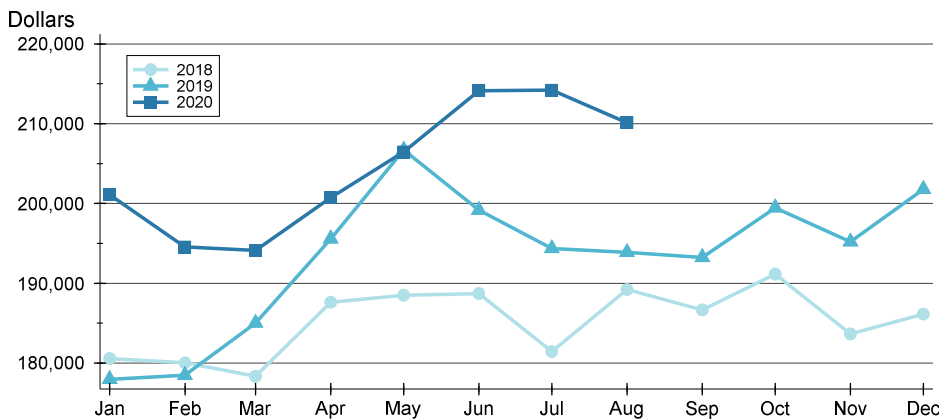
## BY PRICE RANGE >>

Price Range	Contracts Written			List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median
Below \$25,000	9	0.5%	127	14,161	19,900	73	36	93.7%	100.0%
\$25,000-\$49,999	29	1.8%	1,178	40,626	40,000	87	33	93.6%	100.0%
\$50,000-\$99,999	257	15.6%	20,142	78,375	79,900	42	7	98.5%	100.0%
\$100,000-\$124,999	141	8.6%	15,900	112,769	114,900	21	4	99.5%	100.0%
\$125,000-\$149,999	135	8.2%	18,279	135,397	135,000	15	4	99.1%	100.0%
\$150,000-\$174,999	162	9.9%	26,317	162,449	160,000	11	3	99.5%	100.0%
\$175,000-\$199,999	168	10.2%	31,369	186,721	185,000	17	4	99.6%	100.0%
\$200,000-\$249,999	267	16.2%	59,721	223,675	225,000	15	4	99.4%	100.0%
\$250,000-\$299,999	161	9.8%	44,273	274,985	275,000	32	8	98.8%	100.0%
\$300,000-\$399,999	186	11.3%	63,162	339,582	330,000	27	4	99.0%	100.0%
\$400,000-\$499,999	65	4.0%	28,602	440,032	443,279	38	9	99.5%	100.0%
\$500,000-\$749,999	34	2.1%	20,561	604,723	589,900	48	7	99.1%	100.0%
\$750,000-\$999,999	6	0.4%	5,488	914,650	919,450	74	63	97.9%	99.0%
\$1,000,000 and up	4	0.2%	6,125	1,531,250	1,387,500	132	128	93.3%	93.7%
All price ranges	1,644	100.0%	345,447	210,126	185,000	26	5	99.0%	100.0%

**PENDING CONTRACTS ANALYSIS**

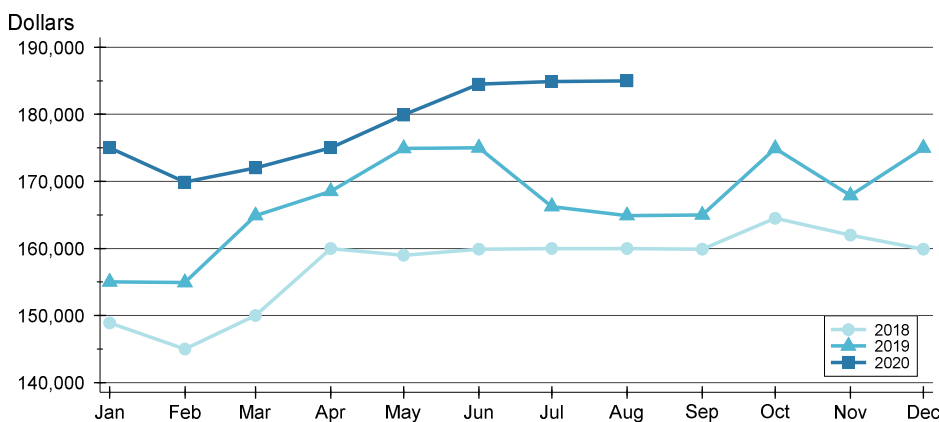
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 9/7/2020**

**AVERAGE PRICE** >>



Month	2018	2019	2020
January	180,564	177,966	201,113
February	180,022	178,468	194,555
March	178,347	185,022	194,112
April	187,633	195,583	200,722
May	188,503	206,721	206,461
June	188,722	199,174	214,154
July	181,440	194,369	214,195
August	189,213	193,882	210,126
September	186,663	193,256	
October	191,150	199,471	
November	183,647	195,210	
December	186,152	201,795	

**MEDIAN PRICE** >>

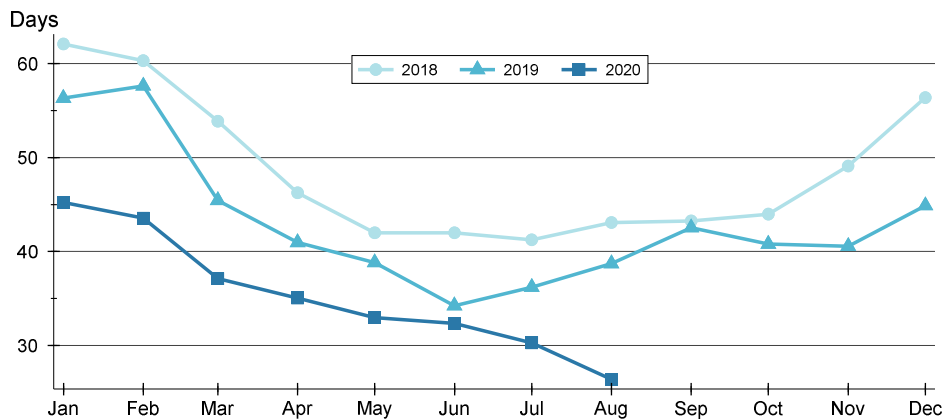


Month	2018	2019	2020
January	148,900	155,000	175,000
February	145,000	154,900	169,900
March	150,000	164,900	172,000
April	160,000	168,500	175,000
May	159,000	174,900	179,900
June	159,900	175,000	184,500
July	160,000	166,250	184,900
August	160,000	164,900	185,000
September	159,900	165,000	
October	164,500	174,900	
November	162,000	167,900	
December	159,900	174,975	

# PENDING CONTRACTS ANALYSIS

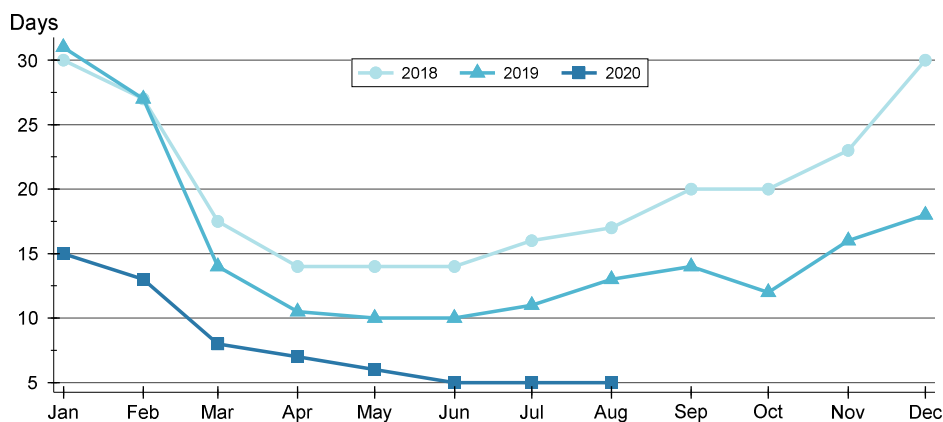
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 9/7/2020**

## AVERAGE DOM >>



Month	2018	2019	2020
January	62	56	45
February	60	58	44
March	54	45	37
April	46	41	35
May	42	39	33
June	42	34	32
July	41	36	30
August	43	39	26
September	43	43	44
October	44	41	41
November	49	41	41
December	56	45	45

## MEDIAN DOM >>



Month	2018	2019	2020
January	30	31	15
February	27	27	13
March	18	14	8
April	14	11	7
May	14	10	6
June	14	10	5
July	16	11	5
August	17	13	5
September	20	14	20
October	20	12	20
November	23	16	16
December	30	18	18



South Central Kansas MLS

## South Central Kansas MLS

170 W. Dewey, Wichita, KS 67202

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

October 13, 2020

### South Central Kansas MLS Releases Home Sales Figures for September 2020

Homes sales in South Central Kansas rose by 14.0% in September compared to the prior year. Sales in September 2020 totaled 1,010 units, up from 886 in 2019.

Among existing homes, 945 units sold in September, an increase of 13.2% from 835 units that sold in 2019. The average sale price of existing homes was \$193,194. This represents an increase of 14.0% from the September 2019 average price of \$169,470.

For new construction, 65 sales occurred in September, up from 51 units the prior year, an increase of 27.5%. The average sale price of new homes in September was \$311,208, down 3.4% from the same period last year.

A total of 1,043 contracts for sale were written in September 2020, up from 898 in September 2019. This is an increase of 16.1%. 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 1,198 units at the end of September, which is down from 2,049 homes that were on the market at the end of September last year. At the current rate of sales, this figure represents 1.3 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 September

Total home sales in South Central Kansas rose by 14.0% last month to 1,010 units, compared to 886 units in September 2019. Total sales volume was \$202.8 million, up 28.4% from a year earlier.

The median sale price in September was \$175,000, up from \$155,000 a year earlier. Homes that sold in September were typically on the market for 5 days and sold for 100.0% 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 1,198 units, down from 2,049 at the same point in 2019. This represents a 1.3 months' supply of homes available for sale. The median list price of homes on the market at the end of September was \$225,000.

During September, a total of 1,043 contracts were written up from 898 in September 2019. At the end of the month, there were 1,642 contracts pending, compared to 1,211 at the end of September 2019.

### 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		September		
Summary Statistics		2020	2019	Change
Home Sales		<b>1,010</b>	886	14.0%
Active Listings		<b>1,198</b>	2,049	-41.5%
Months' Supply		<b>1.3</b>	2.3	-43.0%
New Listings		<b>1,100</b>	1,088	1.1%
Contracts Written		<b>1,043</b>	898	16.1%
Pending Contracts		<b>1,642</b>	1,211	35.6%
Sales Volume (1,000s)		<b>202,797</b>	157,941	28.4%
Average	Sale Price	<b>200,789</b>	178,263	12.6%
	List Price of Actives	<b>283,984</b>	258,524	9.8%
	Days on Market	<b>24</b>	33	-27.3%
	Percent of List	<b>99.4%</b>	98.2%	1.2%
	Percent of Original	<b>98.4%</b>	96.4%	2.1%
Median	Sale Price	<b>175,000</b>	155,000	12.9%
	List Price of Actives	<b>225,000</b>	199,500	12.8%
	Days on Market	<b>5</b>	14	-63.0%
	Percent of List	<b>100.0%</b>	99.5%	0.5%
	Percent of Original	<b>100.0%</b>	98.0%	2.0%

## REPORT CONTENTS >>

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- [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 10/9/2020**

September MLS Statistics		2020			2019			2018			
By Property Type		Total	Existing	New	Total	Existing	New	Total	Existing	New	
Home Sales		<b>1,010</b>	<b>945</b>	<b>65</b>	886	835	51	834	780	54	
	Change from prior year	14.0%	13.2%	27.5%	6.2%	7.1%	-5.6%	-6.9%	-6.7%	-10.0%	
Active Listings		<b>1,198</b>	<b>1,016</b>	<b>182</b>	2,049	1,763	286	2,395	2,151	244	
	Change from prior year	-41.5%	-42.4%	-36.4%	-14.4%	-18.0%	17.2%	-13.7%	-12.9%	-19.7%	
Months' Supply		<b>1.3</b>	<b>1.2</b>	<b>2.6</b>	2.3	2.1	4.8	2.7	2.6	4.0	
	Change from prior year	-43.0%	-43.2%	-46.0%	-14.9%	-18.6%	20.3%	-15.1%	-14.2%	-23.6%	
New Listings		<b>1,100</b>	<b>1,047</b>	<b>53</b>	1,088	1,011	77	1,070	1,004	66	
	Change from prior year	1.1%	3.6%	-31.2%	1.7%	0.7%	16.7%	-14.0%	-9.0%	-53.2%	
Contracts Written		<b>1,043</b>	<b>987</b>	<b>56</b>	898	827	71	791	740	51	
	Change from prior year	16.1%	19.3%	-21.1%	13.5%	11.8%	39.2%	-5.9%	-4.9%	-19.0%	
Pending Contracts		<b>1,642</b>	<b>1,407</b>	<b>235</b>	1,211	1,051	160	1,148	992	156	
	Change from prior year	35.6%	33.9%	46.9%	5.5%	5.9%	2.6%	-4.1%	-2.7%	-11.9%	
Sales Volume (1,000s)		<b>202,797</b>	<b>182,568</b>	<b>20,229</b>	157,941	141,507	16,433	141,102	123,128	17,973	
	Change from prior year	28.4%	29.0%	23.1%	11.9%	14.9%	-8.6%	-2.8%	-3.4%	1.4%	
Average	Sale Price	<b>200,789</b>	<b>193,194</b>	<b>311,208</b>	178,263	169,470	322,220	169,187	157,857	332,841	
		Change from prior year	12.6%	14.0%	-3.4%	5.4%	7.4%	-3.2%	4.4%	3.6%	12.6%
	List Price of Actives	<b>283,984</b>	<b>274,146</b>	<b>337,119</b>	258,524	247,347	325,585	238,982	228,685	328,570	
		Change from prior year	9.8%	10.8%	3.5%	8.2%	8.2%	-0.9%	10.2%	12.0%	3.9%
	Days on Market	<b>24</b>	<b>22</b>	<b>48</b>	33	33	38	46	44	76	
		Change from prior year	-27.2%	-31.7%	27.9%	-28.8%	-26.1%	-50.4%	-3.3%	1.4%	-29.2%
Percent of List		<b>99.4%</b>	<b>99.2%</b>	<b>101.8%</b>	98.2%	97.9%	102.9%	97.7%	97.3%	102.3%	
		Change from prior year	1.2%	1.4%	-1.1%	0.5%	0.5%	0.7%	0.3%	0.1%	2.2%
	Percent of Original	<b>98.4%</b>	<b>98.1%</b>	<b>103.0%</b>	96.4%	95.9%	103.1%	95.4%	94.7%	103.6%	
	Change from prior year	2.1%	2.2%	-0.1%	1.0%	1.2%	-0.5%	0.1%	-0.1%	3.0%	
Median	Sale Price	<b>175,000</b>	<b>167,000</b>	<b>275,000</b>	155,000	150,000	289,900	149,700	142,250	285,829	
		Change from prior year	12.9%	11.3%	-5.1%	3.5%	5.4%	1.4%	5.4%	5.4%	4.0%
	List Price of Actives	<b>225,000</b>	<b>195,000</b>	<b>319,824</b>	199,500	175,000	290,668	179,500	164,000	289,900	
		Change from prior year	12.8%	11.4%	10.0%	11.1%	6.7%	0.3%	8.8%	9.4%	4.4%
	Days on Market	<b>5</b>	<b>5</b>	<b>0</b>	14	14	0	20	21	1	
		Change from prior year	-63.0%	-64.3%	N/A	-32.5%	-33.3%	-100.0%	-9.1%	-4.5%	-94.3%
Percent of List		<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	99.5%	99.2%	101.0%	99.3%	99.0%	100.0%	
	Change from prior year	0.5%	0.8%	-1.0%	0.2%	0.2%	1.0%	0.5%	0.4%	0.0%	
Percent of Original		<b>100.0%</b>	<b>100.0%</b>	<b>100.9%</b>	98.0%	97.5%	101.3%	97.9%	97.5%	101.1%	
	Change from prior year	2.0%	2.5%	-0.4%	0.1%	0.0%	0.2%	1.0%	0.9%	1.1%	

# YEAR-TO-DATE STATISTICS

## SUMMARY >>

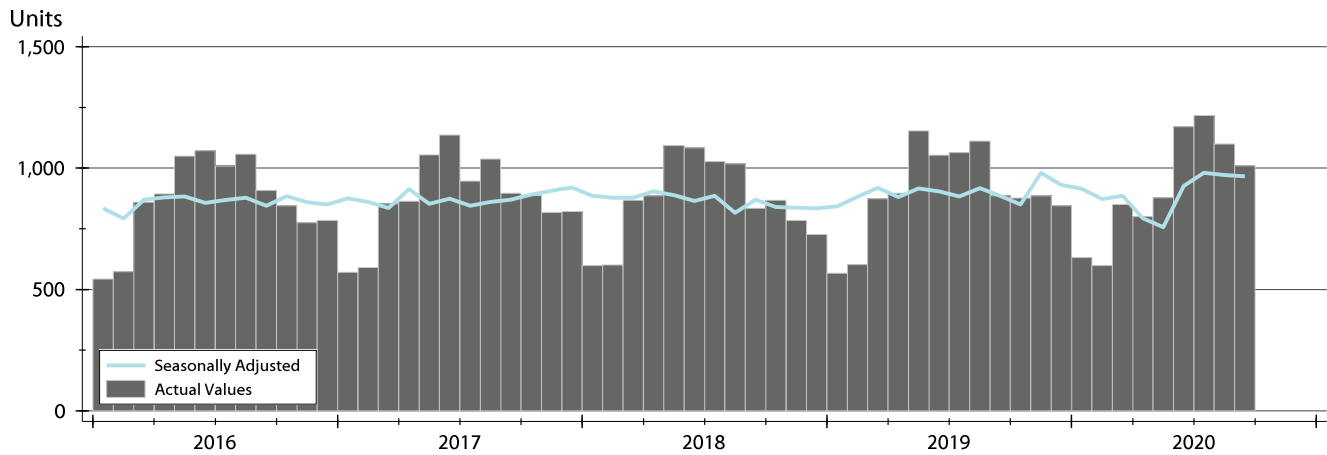
## YTD BREAKDOWNS BY HOME TYPE ENTIRE MLS SYSTEM AS OF 10/9/2020

Year-to-Date Activity		2020			2019			2018		
By Property Type		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		<b>8,255</b>	<b>7,626</b>	<b>629</b>	8,207	7,674	533	8,007	7,447	560
Change from prior year		0.6%	-0.6%	18.0%	2.5%	3.0%	-4.8%	0.7%	0.0%	10.9%
New Listings		<b>9,850</b>	<b>9,195</b>	<b>655</b>	10,631	9,860	771	10,803	10,114	689
Change from prior year		-7.3%	-6.7%	-15.0%	-1.6%	-2.5%	11.9%	-4.0%	-3.0%	-17.6%
Contracts Written		<b>9,017</b>	<b>8,384</b>	<b>633</b>	8,649	8,047	602	8,256	7,686	570
Change from prior year		4.3%	4.2%	5.1%	4.8%	4.7%	5.6%	-1.2%	-1.1%	-2.6%
Sales Volume (1,000s)		<b>1,567,591</b>	<b>1,361,013</b>	<b>206,578</b>	1,422,284	1,248,573	173,711	1,322,917	1,147,218	175,699
Change from prior year		10.2%	9.0%	18.9%	7.5%	8.8%	-1.1%	4.6%	3.0%	15.8%
Average	Sale Price	<b>189,896</b>	<b>178,470</b>	<b>328,423</b>	173,301	162,702	325,911	165,220	154,051	313,748
	Change from prior year	9.6%	9.7%	0.8%	4.9%	5.6%	3.9%	3.8%	3.0%	4.5%
	Days on Market	<b>34</b>	<b>33</b>	<b>53</b>	41	39	65	46	42	99
	Change from prior year	-15.6%	-15.9%	-18.6%	-12.6%	-8.6%	-33.9%	-2.1%	-4.8%	10.9%
Median	Percent of List	<b>98.7%</b>	<b>98.4%</b>	<b>101.7%</b>	97.9%	97.6%	102.4%	97.8%	97.5%	101.7%
	Change from prior year	0.8%	0.8%	-0.7%	0.1%	0.1%	0.7%	0.3%	0.3%	0.1%
	Percent of Original	<b>97.3%</b>	<b>96.9%</b>	<b>102.7%</b>	96.2%	95.7%	103.1%	95.8%	95.3%	102.3%
	Change from prior year	1.2%	1.2%	-0.4%	0.4%	0.4%	0.8%	0.5%	0.5%	0.2%
Median	Sale Price	<b>167,000</b>	<b>160,000</b>	<b>294,965</b>	153,500	145,825	285,704	145,000	138,000	277,908
	Change from prior year	8.8%	9.7%	3.2%	5.9%	5.7%	2.8%	4.3%	4.2%	4.9%
	Days on Market	<b>8</b>	<b>9</b>	<b>0</b>	14	15	1	19	19	27
	Change from prior year	-42.9%	-40.0%	-100.0%	-26.3%	-21.1%	-96.3%	-7.3%	-5.0%	22.7%
Median	Percent of List	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	99.6%	99.2%	100.0%	99.2%	98.8%	100.0%
	Change from prior year	0.4%	0.8%	0.0%	0.4%	0.4%	0.0%	0.1%	0.1%	0.0%
	Percent of Original	<b>100.0%</b>	<b>99.2%</b>	<b>100.9%</b>	98.3%	97.9%	100.9%	97.9%	97.5%	100.8%
	Change from prior year	1.8%	1.4%	0.1%	0.4%	0.4%	0.0%	0.2%	0.3%	0.7%

# CLOSED LISTINGS ANALYSIS

HISTORY >>

ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 10/9/2020



SUMMARY >>

Summary Statistics for Closed Listings		September			Year-to-Date		
		2020	2019	Change	2020	2019	Change
Closed Listings		<b>1,010</b>	886	14.0%	<b>8,255</b>	8,207	0.6%
Volume (1,000s)		<b>202,797</b>	157,941	28.4%	<b>1,567,591</b>	1,422,284	10.2%
Average	Sale Price	<b>200,789</b>	178,263	12.6%	<b>189,896</b>	173,301	9.6%
	Days on Market	<b>24</b>	33	-27.2%	<b>34</b>	41	-15.6%
	Percent of List	<b>99.4%</b>	98.2%	1.2%	<b>98.7%</b>	97.9%	0.8%
	Percent of Original	<b>98.4%</b>	96.4%	2.1%	<b>97.3%</b>	96.2%	1.2%
Median	Sale Price	<b>175,000</b>	155,000	12.9%	<b>167,000</b>	153,500	8.8%
	Days on Market	<b>5</b>	14	-63.0%	<b>8</b>	14	-42.9%
	Percent of List	<b>100.0%</b>	99.5%	0.5%	<b>100.0%</b>	99.6%	0.4%
	Percent of Original	<b>100.0%</b>	98.0%	2.0%	<b>100.0%</b>	98.3%	1.8%

A total of 1,010 homes sold in South Central Kansas in September, up from 886 units in September 2019. Total sales volume rose to \$202.8 million compared to \$157.9 million in the previous year.

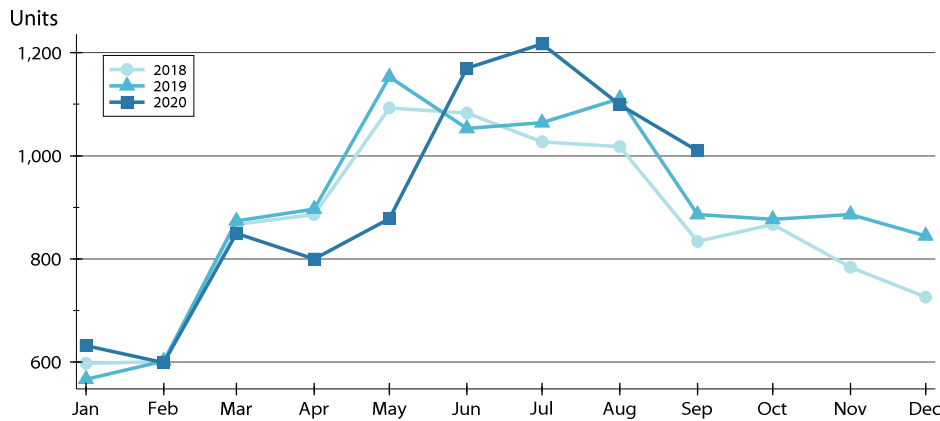
The median sales price in September was \$175,000, up 12.9% compared to the prior year. Median days on market was 5 days, down from 6 days in August, and down from 14 in September 2019.



# CLOSED LISTINGS ANALYSIS

## BY MONTH >>

ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 10/9/2020



Month	2018	2019	2020
January	598	567	632
February	601	602	599
March	867	874	850
April	886	897	800
May	1,093	1,153	878
June	1,083	1,053	1,170
July	1,027	1,064	1,217
August	1,018	1,111	1,099
September	834	886	1,010
October	867	877	
November	784	886	
December	726	845	

## BY PRICE RANGE >>

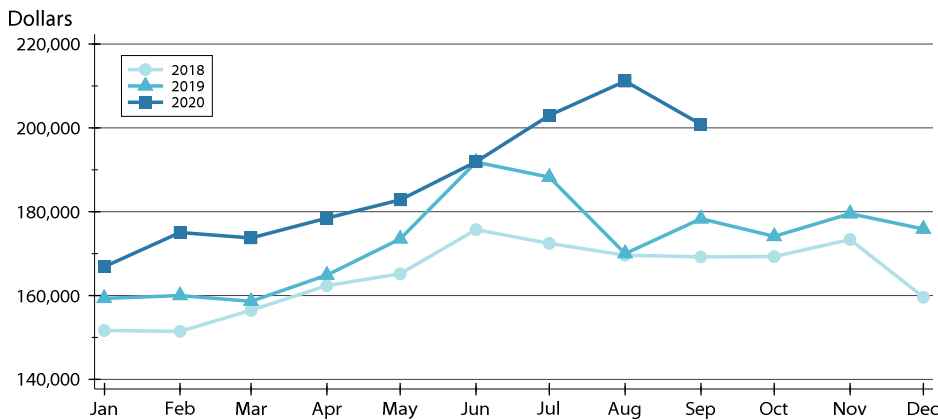
Price Range	Sales			Sale Price		Days on Market		Price as % of List		Price as % of Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median	Average	Median
Below \$25,000	14	1.4%	233	16,657	16,500	71	27	88.5%	100.0%	83.6%	88.9%
\$25,000-\$49,999	36	3.6%	1,325	36,796	37,250	62	27	93.4%	93.3%	88.5%	87.8%
\$50,000-\$99,999	146	14.5%	10,938	74,920	75,000	20	5	98.1%	100.0%	97.0%	100.0%
\$100,000-\$124,999	113	11.2%	12,634	111,802	112,000	20	3	100.2%	100.0%	99.9%	100.0%
\$125,000-\$149,999	83	8.2%	11,249	135,526	135,000	15	3	101.1%	101.0%	100.3%	100.8%
\$150,000-\$174,999	103	10.2%	16,596	161,130	161,000	9	3	99.9%	100.0%	99.4%	100.0%
\$175,000-\$199,999	96	9.5%	17,836	185,793	185,250	13	4	100.6%	100.0%	100.3%	100.0%
\$200,000-\$249,999	159	15.7%	35,380	222,516	223,000	16	4	100.5%	100.0%	99.6%	100.0%
\$250,000-\$299,999	98	9.7%	26,632	271,758	270,000	34	9	99.3%	100.0%	98.5%	99.3%
\$300,000-\$399,999	104	10.3%	35,206	338,518	334,950	38	15	98.9%	99.7%	97.3%	98.6%
\$400,000-\$499,999	30	3.0%	13,210	440,344	438,750	46	22	99.0%	98.9%	97.8%	97.6%
\$500,000-\$749,999	17	1.7%	10,174	598,461	575,000	35	3	99.2%	99.1%	100.7%	99.1%
\$750,000-\$999,999	9	0.9%	7,633	848,152	850,000	73	22	95.9%	96.9%	95.9%	96.5%
\$1,000,000 and up	2	0.2%	3,750	1,875,000	1,875,000	96	96	96.1%	96.1%	87.3%	87.3%
All price ranges	1,010	100.0%	202,797	200,789	175,000	24	5	99.4%	100.0%	98.4%	100.0%



# CLOSED LISTINGS ANALYSIS

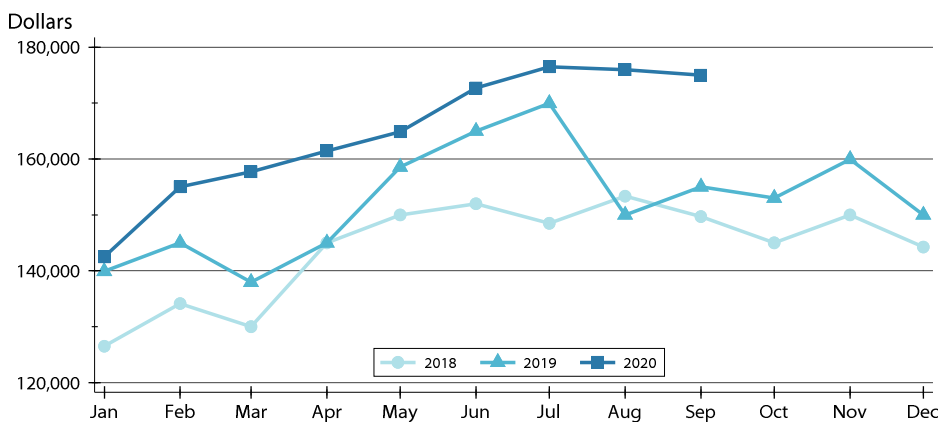
ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 10/9/2020

## AVERAGE PRICE >>



Month	2018	2019	2020
January	151,661	159,319	166,840
February	151,459	159,997	175,005
March	156,465	158,616	173,744
April	162,387	164,845	178,460
May	165,156	173,511	182,809
June	175,695	191,834	191,892
July	172,443	188,219	202,942
August	169,620	170,000	211,167
September	169,187	178,263	200,789
October	169,281	174,082	200,789
November	173,356	179,507	200,789
December	159,588	175,854	200,789

## MEDIAN PRICE >>



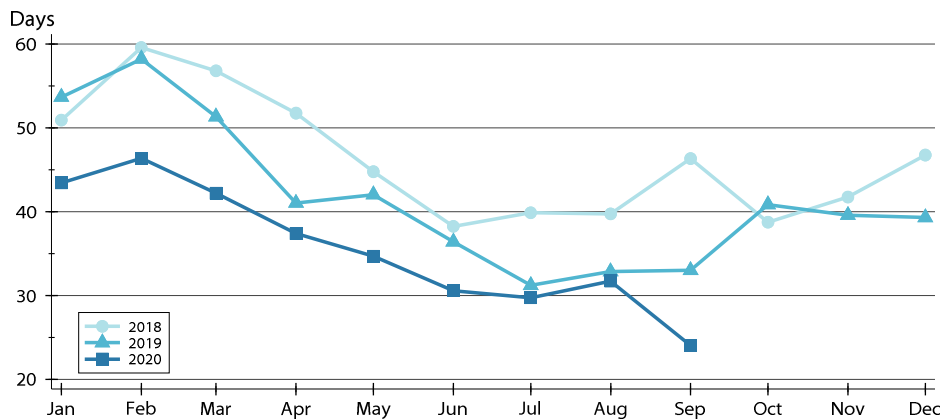
Month	2018	2019	2020
January	126,500	139,900	142,500
February	134,150	145,000	155,000
March	130,000	137,950	157,700
April	145,000	145,000	161,450
May	150,000	158,577	164,900
June	152,000	165,000	172,700
July	148,500	169,950	176,500
August	153,350	150,000	176,000
September	149,700	155,000	175,000
October	145,000	153,000	175,000
November	150,000	159,950	175,000
December	144,250	150,000	175,000



# CLOSED LISTINGS ANALYSIS

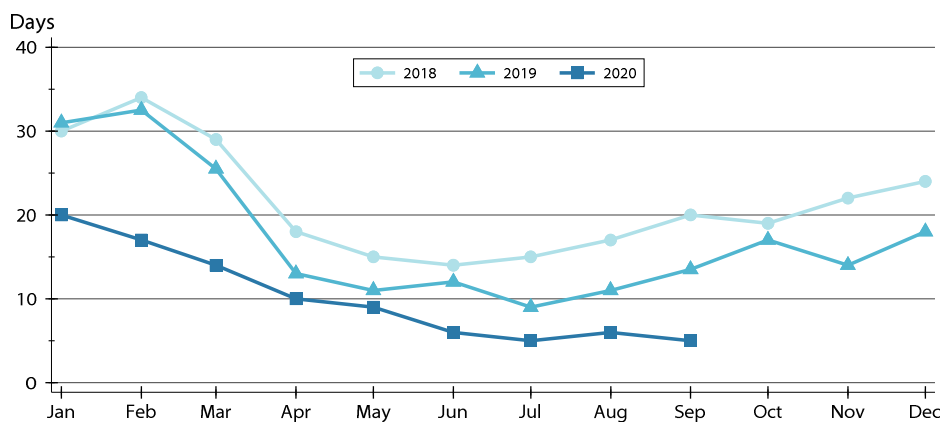
ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 10/9/2020

## AVERAGE DOM >>



Month	2018	2019	2020
January	51	54	43
February	60	58	46
March	57	51	42
April	52	41	37
May	45	42	35
June	38	36	31
July	40	31	30
August	40	33	32
September	46	33	24
October	39	41	40
November	42	40	40
December	47	39	39

## MEDIAN DOM >>

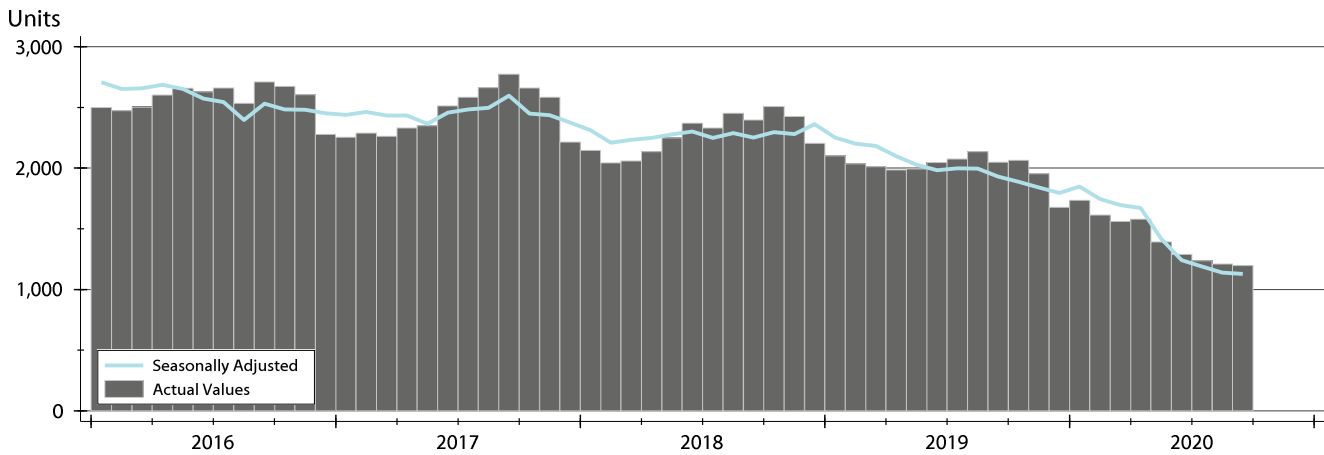


Month	2018	2019	2020
January	30	31	20
February	34	33	17
March	29	26	14
April	18	13	10
May	15	11	9
June	14	12	6
July	15	9	5
August	17	11	6
September	20	14	5
October	19	17	22
November	22	14	14
December	24	18	18

# ACTIVE LISTINGS ANALYSIS

HISTORY >>

ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 10/9/2020



SUMMARY >>

Summary Statistics for Active Listings		End of September		
		2020	2019	Change
Active Listings		<b>1,198</b>	2,049	-41.5%
Months' Supply		<b>1.3</b>	2.3	-43.0%
Volume (1,000s)		<b>340,212</b>	529,716	-35.8%
Average	List Price	<b>283,984</b>	258,524	9.8%
	Days on Market	<b>69</b>	87	-20.5%
	Percent of Original	<b>98.4%</b>	97.1%	1.3%
Median	List Price	<b>225,000</b>	199,500	12.8%
	Days on Market	<b>29</b>	49	-40.8%
	Percent of Original	<b>100.0%</b>	100.0%	0.0%

A total of 1,198 homes were available for sale in South Central Kansas at the end of September. This represents a 1.3 months' supply of active listings.

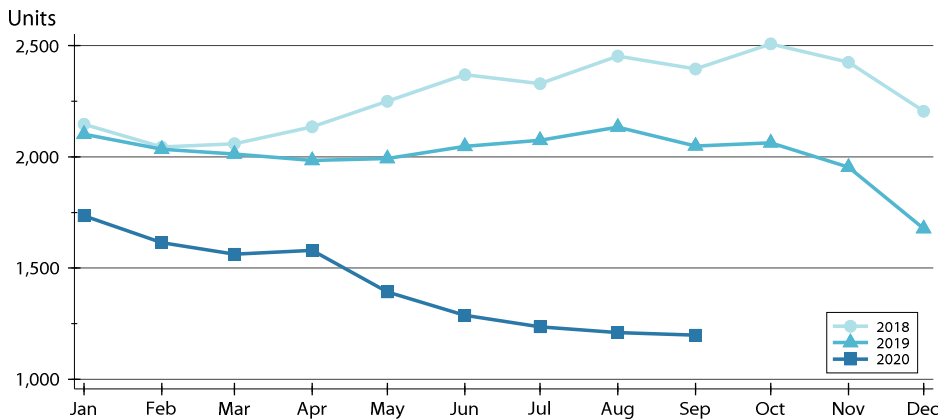
The median list price of homes on the market at the end of September was \$225,000, up 12.8% from 2019. The typical time on market for active listings was 29 days, down from 49 days a year earlier.



# ACTIVE LISTINGS ANALYSIS

## BY MONTH >>

ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 10/9/2020



Month	2018	2019	2020
January	2,147	2,102	1,735
February	2,044	2,034	1,614
March	2,059	2,012	1,562
April	2,135	1,984	1,579
May	2,250	1,992	1,393
June	2,369	2,047	1,288
July	2,329	2,074	1,236
August	2,453	2,134	1,210
September	2,395	2,049	1,198
October	2,508	2,063	
November	2,425	1,953	
December	2,205	1,677	

## BY PRICE RANGE >>

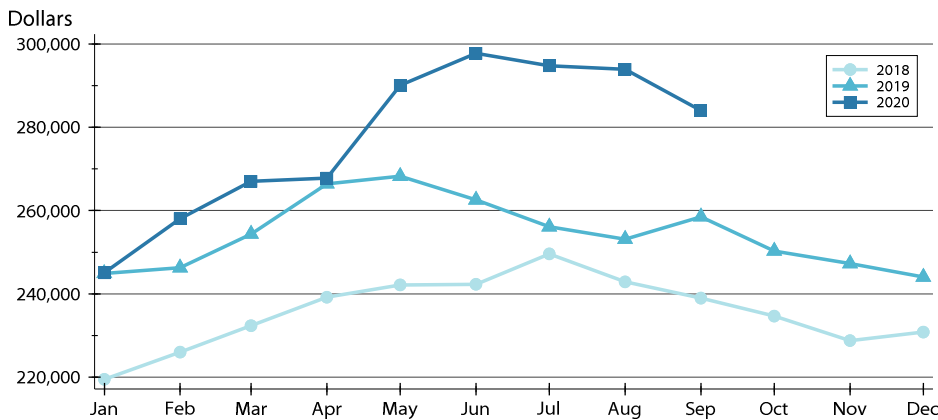
Price Range	Active Listings			Months' Supply	List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume		Average	Median	Average	Median	Average	Median
Below \$25,000	20	1.7%	185	1.4	9,269	1,575	48	32	96.9%	100.0%
\$25,000-\$49,999	49	4.1%	1,834	1.4	37,429	38,000	194	63	95.5%	100.0%
\$50,000-\$99,999	174	14.5%	13,174	1.2	75,713	74,950	58	34	97.0%	100.0%
\$100,000-\$124,999	69	5.8%	7,771	0.6	112,621	113,900	47	21	97.4%	100.0%
\$125,000-\$149,999	51	4.3%	6,907	0.6	135,436	134,999	49	23	98.2%	100.0%
\$150,000-\$174,999	69	5.8%	11,265	0.7	163,260	165,000	45	28	98.5%	100.0%
\$175,000-\$199,999	86	7.2%	16,056	0.9	186,696	187,113	46	19	98.2%	100.0%
\$200,000-\$249,999	143	11.9%	32,337	0.9	226,132	226,099	31	14	99.4%	100.0%
\$250,000-\$299,999	110	9.2%	30,328	1.1	275,707	274,900	45	16	99.2%	100.0%
\$300,000-\$399,999	191	15.9%	65,991	1.8	345,503	345,000	64	24	99.8%	100.0%
\$400,000-\$499,999	88	7.3%	39,473	2.9	448,554	443,689	67	35	99.6%	100.0%
\$500,000-\$749,999	61	5.1%	35,705	3.6	585,330	575,000	126	70	97.9%	100.0%
\$750,000-\$999,999	26	2.2%	22,872	2.9	879,702	890,000	197	85	95.8%	99.6%
\$1,000,000 and up	28	2.3%	46,943	14.0	1,676,532	1,407,500	274	136	96.9%	100.0%
All price ranges	1,198	100.0%	340,212	1.2	283,984	225,000	69	29	98.4%	100.0%



# ACTIVE LISTINGS ANALYSIS

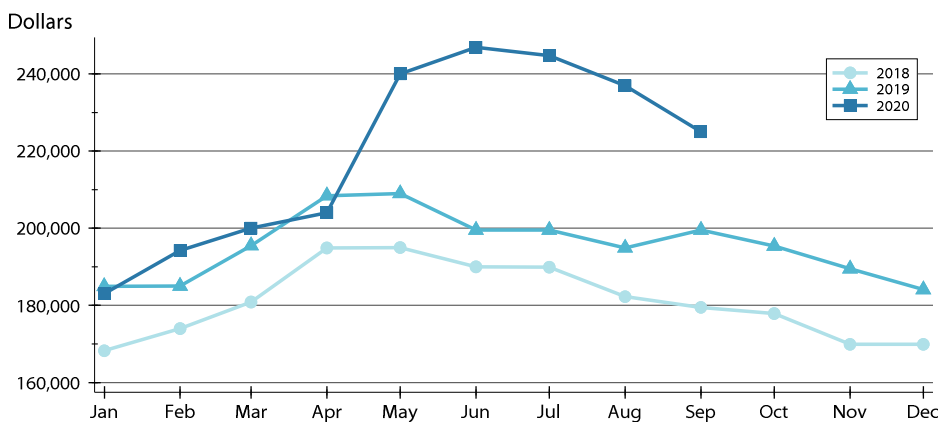
ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 10/9/2020

## AVERAGE PRICE >>



Month	2018	2019	2020
January	219,491	244,933	245,096
February	226,018	246,278	258,022
March	232,365	254,379	267,055
April	239,193	266,443	267,767
May	242,156	268,251	290,053
June	242,311	262,572	297,758
July	249,623	256,102	294,752
August	242,880	253,144	293,894
September	238,982	258,524	283,984
October	234,663	250,301	
November	228,794	247,242	
December	230,828	244,028	

## MEDIAN PRICE >>



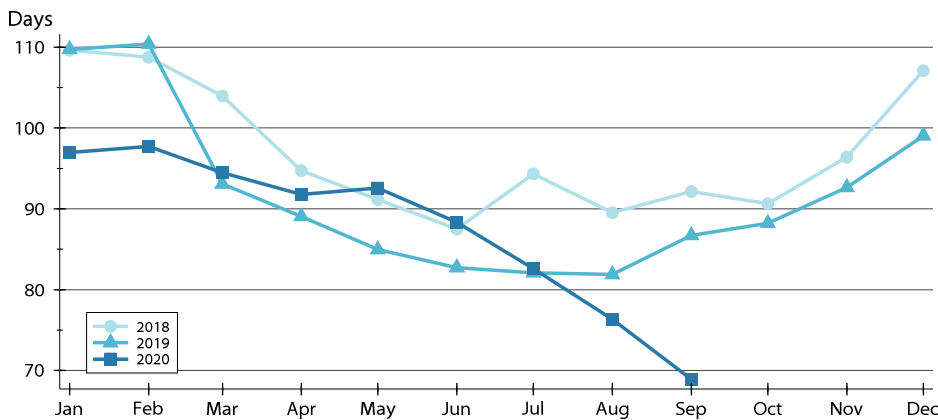
Month	2018	2019	2020
January	168,248	184,900	183,000
February	174,000	185,000	194,200
March	180,867	195,500	200,000
April	194,900	208,443	204,000
May	195,000	209,000	240,000
June	190,000	199,500	246,900
July	189,900	199,500	244,700
August	182,250	194,900	236,900
September	179,500	199,500	225,000
October	177,900	195,370	
November	169,900	189,500	
December	169,900	184,080	



# ACTIVE LISTINGS ANALYSIS

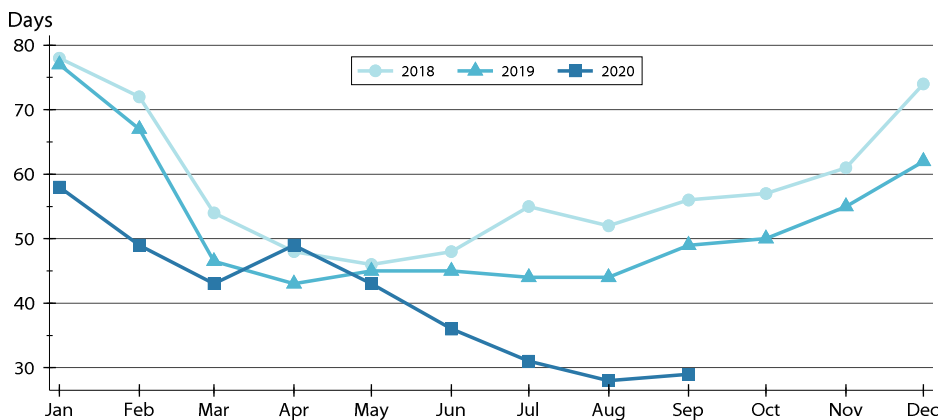
ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 10/9/2020

## AVERAGE DOM >>



Month	2018	2019	2020
January	110	110	97
February	109	110	98
March	104	93	94
April	95	89	92
May	91	85	93
June	87	83	88
July	94	82	83
August	90	82	76
September	92	87	69
October	91	88	
November	96	93	
December	107	99	

## MEDIAN DOM >>



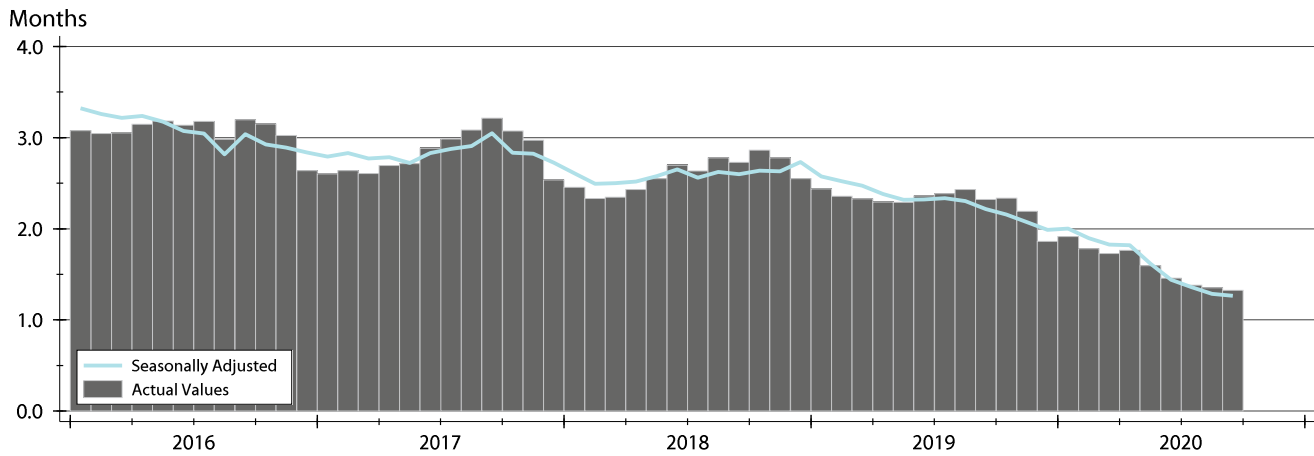
Month	2018	2019	2020
January	78	77	58
February	72	67	49
March	54	47	43
April	48	43	49
May	46	45	43
June	48	45	36
July	55	44	31
August	52	44	28
September	56	49	29
October	57	50	
November	61	55	
December	74	62	



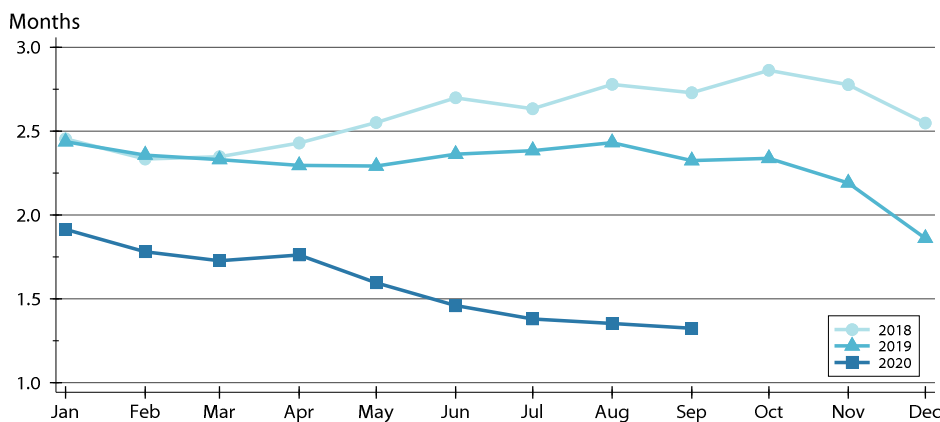
# MONTHS' SUPPLY ANALYSIS

HISTORY >>

ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 10/9/2020



BY MONTH >>

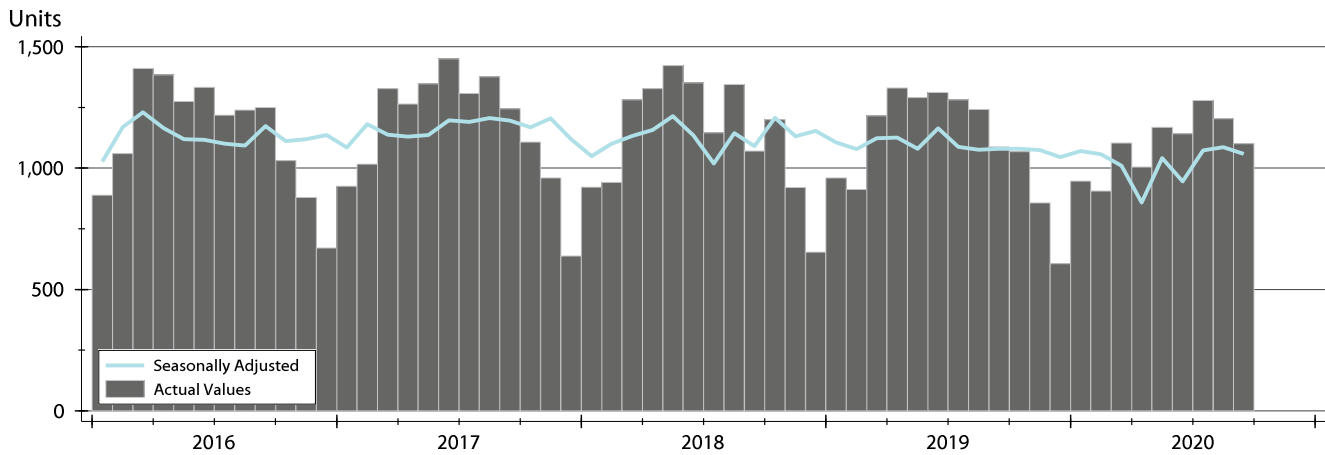


Month	2018	2019	2020
January	2.5	2.4	1.9
February	2.3	2.4	1.8
March	2.3	2.3	1.7
April	2.4	2.3	1.8
May	2.6	2.3	1.6
June	2.7	2.4	1.5
July	2.6	2.4	1.4
August	2.8	2.4	1.4
September	2.7	2.3	1.3
October	2.9	2.3	
November	2.8	2.2	
December	2.5	1.9	

# NEW LISTINGS ANALYSIS

HISTORY >>

ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 10/9/2020



SUMMARY >>

Summary Statistics for New Listings		September		
		2020	2019	Change
Current Month	New Listings	<b>1,100</b>	1,088	1.1%
	Volume (1,000s)	<b>218,645</b>	207,469	5.4%
	Average List Price	<b>198,768</b>	190,689	4.2%
	Median List Price	<b>179,650</b>	159,900	12.4%
YTD	New Listings	<b>9,850</b>	10,631	-7.3%
	Volume (1,000s)	<b>1,986,123</b>	2,047,484	-3.0%
	Average List Price	<b>201,637</b>	192,596	4.7%
	Median List Price	<b>174,900</b>	160,000	9.3%

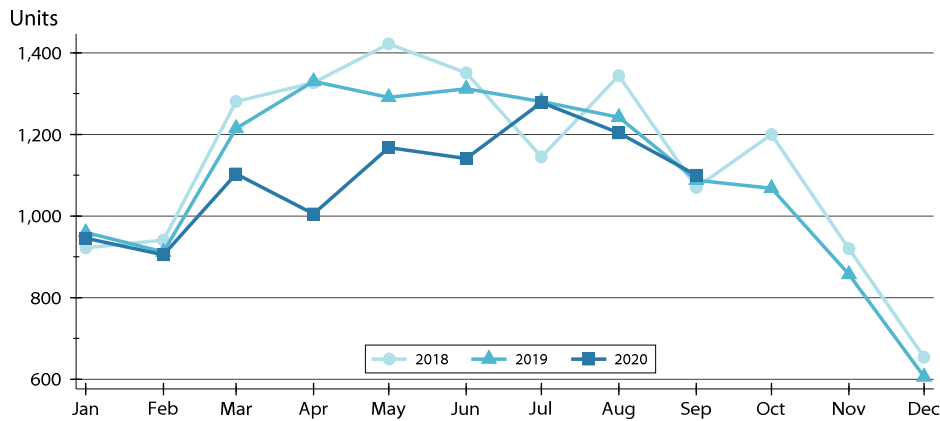
A total of 1,100 new listings were added in South Central Kansas during September, up 1.1% from the same month in 2019. Year-to-date South Central Kansas has seen 9,850 new listings.

The median list price of these homes was \$179,650 up from \$159,900 in 2019.

# NEW LISTINGS ANALYSIS

## BY MONTH >>

ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 10/9/2020



Month	2018	2019	2020
January	922	960	946
February	941	912	905
March	1,281	1,215	1,103
April	1,327	1,330	1,005
May	1,422	1,291	1,168
June	1,351	1,312	1,141
July	1,145	1,281	1,278
August	1,344	1,242	1,204
September	1,070	1,088	1,100
October	1,200	1,068	-
November	920	857	-
December	654	606	-

## BY PRICE RANGE >>

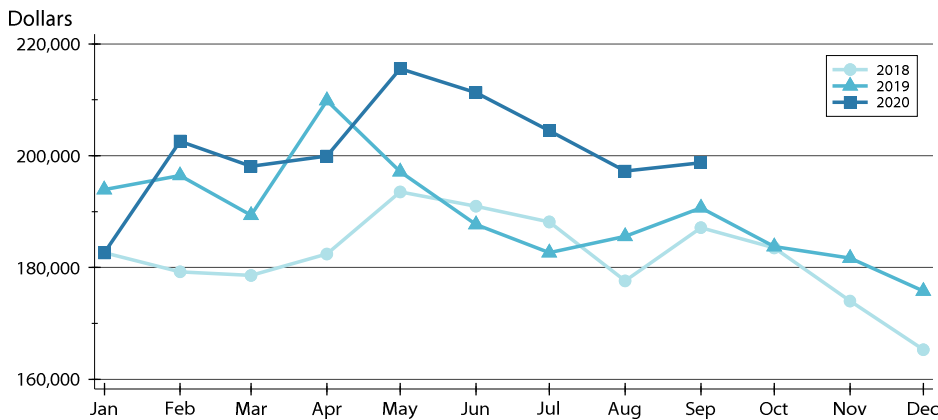
Price Range	New Listings			List Price	
	Number	Percent	Volume	Average	Median
Below \$25,000	22	2.0%	162	7,358	1,575
\$25,000-\$49,999	31	2.8%	1,255	40,497	39,900
\$50,000-\$99,999	176	16.0%	13,653	77,576	78,450
\$100,000-\$124,999	92	8.4%	10,388	112,915	112,950
\$125,000-\$149,999	101	9.2%	13,831	136,941	135,000
\$150,000-\$174,999	99	9.0%	16,041	162,027	162,000
\$175,000-\$199,999	129	11.7%	24,106	186,872	185,000
\$200,000-\$249,999	162	14.7%	36,601	225,934	228,200
\$250,000-\$299,999	107	9.7%	29,469	275,414	275,000
\$300,000-\$399,999	106	9.6%	36,316	342,599	349,700
\$400,000-\$499,999	29	2.6%	12,896	444,707	440,000
\$500,000-\$749,999	14	1.3%	8,506	607,557	612,450
\$750,000-\$999,999	8	0.7%	6,779	847,413	849,700
\$1,000,000 and up	4	0.4%	4,665	1,166,250	1,077,500
All price ranges	1,100	100.0%	218,645	198,768	179,650



# NEW LISTINGS ANALYSIS

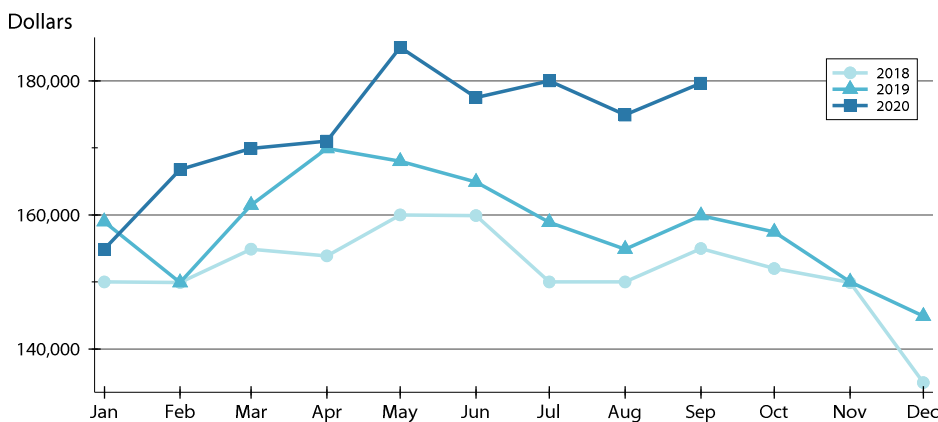
ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 10/9/2020

## AVERAGE PRICE >>



Month	2018	2019	2020
January	182,667	193,909	182,612
February	179,244	196,463	202,609
March	178,570	189,353	198,092
April	182,407	209,873	199,946
May	193,514	197,137	215,583
June	190,981	187,679	211,297
July	188,154	182,659	204,464
August	177,600	185,575	197,257
September	187,139	190,689	198,768
October	183,514	183,721	
November	173,993	181,655	
December	165,287	175,762	

## MEDIAN PRICE >>

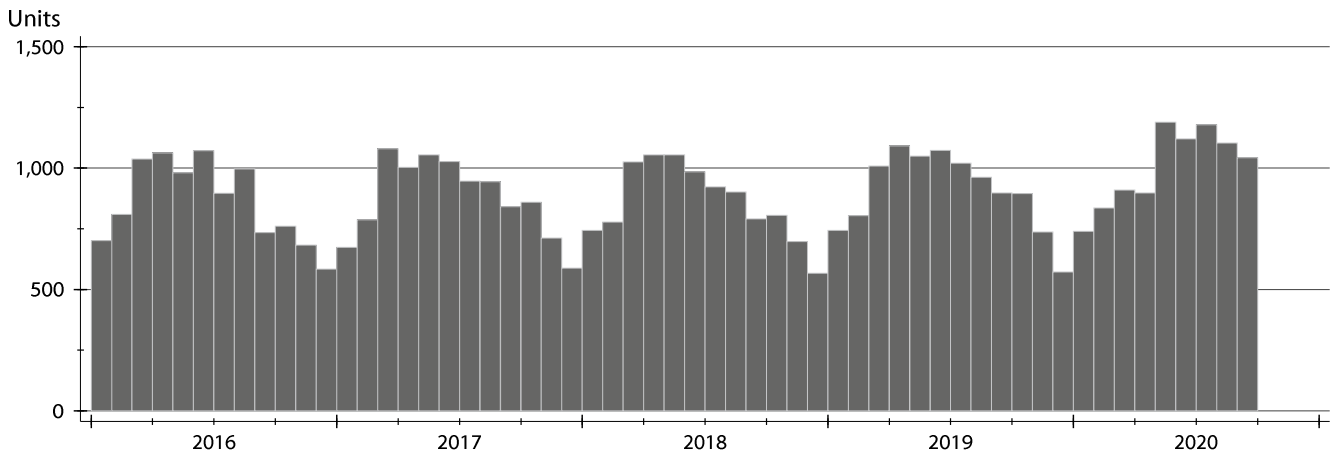


Month	2018	2019	2020
January	150,000	159,000	154,900
February	149,900	149,900	166,750
March	154,900	161,450	169,900
April	153,900	169,900	171,000
May	160,000	168,000	185,000
June	159,900	164,900	177,500
July	150,000	158,900	180,000
August	150,000	154,900	174,900
September	155,000	159,900	179,650
October	152,000	157,470	
November	149,900	150,000	
December	135,000	144,900	

# CONTRACTS WRITTEN ANALYSIS

HISTORY >>

ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 10/9/2020



SUMMARY >>

Summary Statistics		September			Year-to-Date		
for Contracts Written		2020	2019	Change	2020	2019	Change
Closed Listings		<b>1,043</b>	898	16.1%	<b>9,017</b>	8,649	4.3%
Volume (1,000s)		<b>206,681</b>	160,217	29.0%	<b>1,767,398</b>	1,560,347	13.3%
Average	Sale Price	<b>198,160</b>	178,416	11.1%	<b>196,007</b>	180,408	8.6%
	Days on Market	<b>27</b>	36	-25.8%	<b>32</b>	40	-19.0%
	Percent of Original	<b>98.3%</b>	96.0%	2.4%	<b>97.5%</b>	96.3%	1.3%
Median	Sale Price	<b>175,000</b>	159,900	9.4%	<b>172,000</b>	159,900	7.6%
	Days on Market	<b>7</b>	15	-51.7%	<b>7</b>	14	-50.0%
	Percent of Original	<b>100.0%</b>	98.0%	2.0%	<b>100.0%</b>	98.4%	1.7%

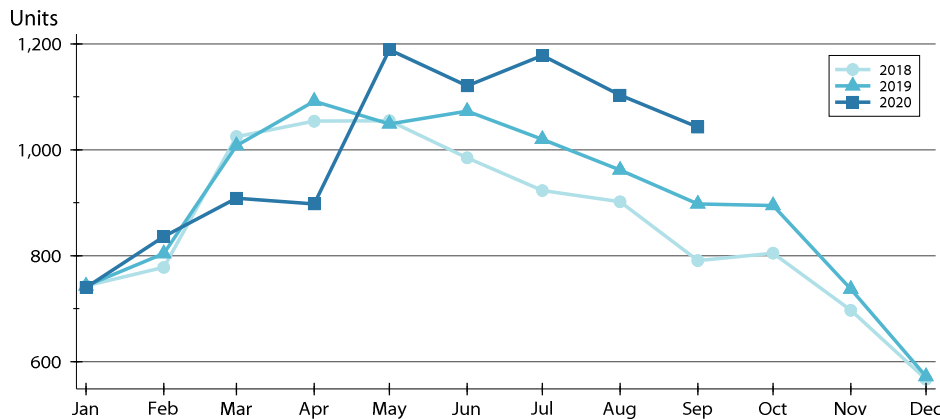
A total of 1,043 contracts for sale were written in South Central Kansas during the month of September, up from 898 in 2019. The median list price of these homes was \$175,000, up from \$159,900 the prior year.

Half of the homes that went under contract in September were on the market less than 7 days, compared to 15 days in September 2019.

# CONTRACTS WRITTEN ANALYSIS

## BY MONTH >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 10/9/2020**



Month	2018	2019	2020
January	743	743	740
February	778	804	836
March	1,025	1,008	909
April	1,054	1,092	898
May	1,055	1,049	1,189
June	985	1,073	1,121
July	923	1,020	1,178
August	902	962	1,103
September	791	898	1,043
October	805	895	
November	697	737	
December	567	572	

## BY PRICE RANGE >>

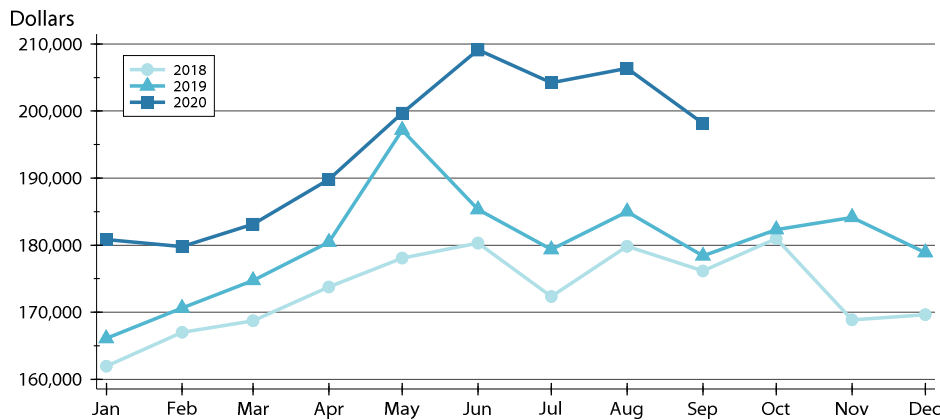
Price Range	Contracts Written			List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median
Below \$25,000	11	1.1%	190	17,291	17,700	50	11	109.1%	100.0%
\$25,000-\$49,999	54	5.2%	2,124	39,330	39,900	57	23	90.5%	93.9%
\$50,000-\$99,999	158	15.1%	12,178	77,078	78,950	26	8	97.4%	100.0%
\$100,000-\$124,999	76	7.3%	8,576	112,840	110,450	19	3	98.8%	100.0%
\$125,000-\$149,999	93	8.9%	12,769	137,306	135,900	8	3	99.9%	100.0%
\$150,000-\$174,999	96	9.2%	15,584	162,334	162,250	12	4	99.0%	100.0%
\$175,000-\$199,999	109	10.5%	20,347	186,674	185,000	16	5	98.8%	100.0%
\$200,000-\$249,999	141	13.5%	31,777	225,368	225,000	17	7	98.6%	100.0%
\$250,000-\$299,999	105	10.1%	28,955	275,761	275,000	21	6	98.8%	100.0%
\$300,000-\$399,999	103	9.9%	35,461	344,285	349,500	44	5	99.0%	100.0%
\$400,000-\$499,999	25	2.4%	10,996	439,839	434,900	51	15	99.7%	100.0%
\$500,000-\$749,999	14	1.3%	8,590	613,603	612,500	167	50	94.4%	96.6%
\$750,000-\$999,999	6	0.6%	5,125	854,133	852,450	111	135	91.4%	92.5%
\$1,000,000 and up	3	0.3%	4,298	1,432,500	1,497,500	76	77	95.4%	93.6%
All price ranges	1,043	100.0%	206,681	198,160	175,000	27	7	98.3%	100.0%



# CONTRACTS WRITTEN ANALYSIS

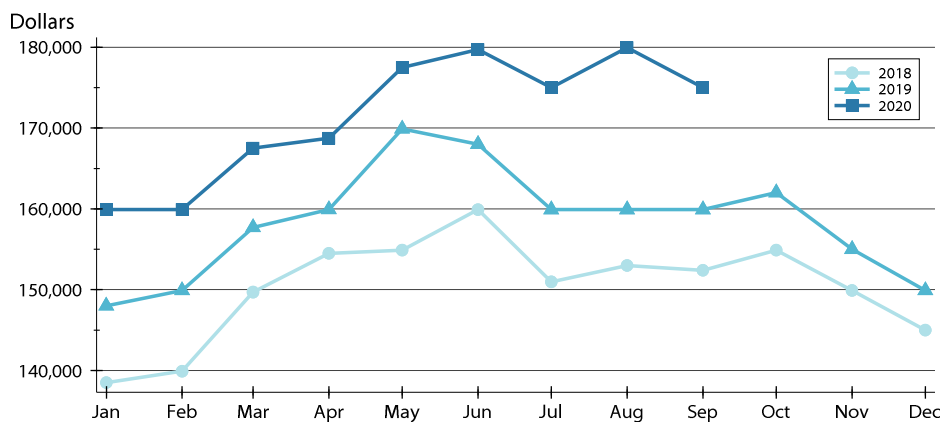
ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 10/9/2020

## AVERAGE PRICE >>



Month	2018	2019	2020
January	161,962	166,076	180,833
February	167,014	170,621	179,773
March	168,727	174,748	183,144
April	173,771	180,439	189,825
May	178,081	197,173	199,680
June	180,310	185,308	209,111
July	172,342	179,344	204,238
August	179,829	185,009	206,367
September	176,152	178,416	198,160
October	180,967	182,338	199,680
November	168,869	184,152	199,680
December	169,644	178,903	199,680

## MEDIAN PRICE >>

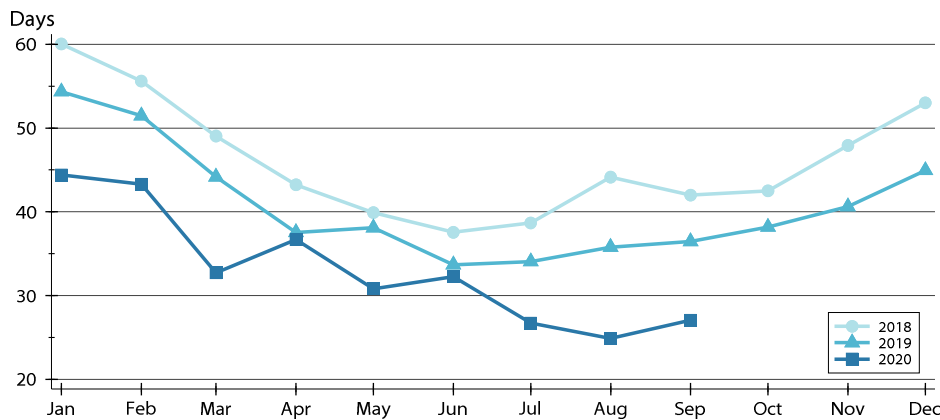


Month	2018	2019	2020
January	138,500	148,000	159,900
February	139,900	149,900	159,900
March	149,700	157,700	167,500
April	154,500	159,925	168,746
May	154,900	169,900	177,500
June	159,900	168,000	179,700
July	150,975	159,900	175,000
August	153,000	159,900	179,950
September	152,400	159,900	175,000
October	154,900	162,000	175,000
November	149,900	155,000	175,000
December	145,000	149,900	175,000

# CONTRACTS WRITTEN ANALYSIS

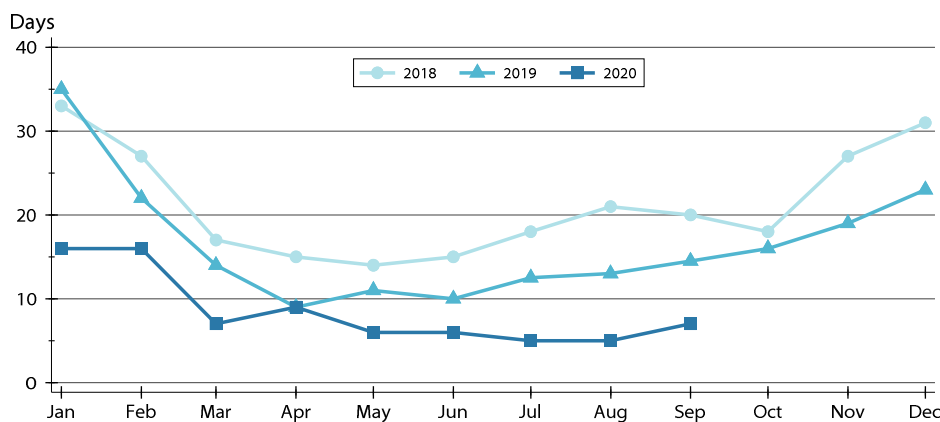
ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 10/9/2020

## AVERAGE DOM >>



Month	2018	2019	2020
January	60	54	44
February	56	51	43
March	49	44	33
April	43	38	37
May	40	38	31
June	38	34	32
July	39	34	27
August	44	36	25
September	42	36	27
October	43	38	
November	48	41	
December	53	45	

## MEDIAN DOM >>



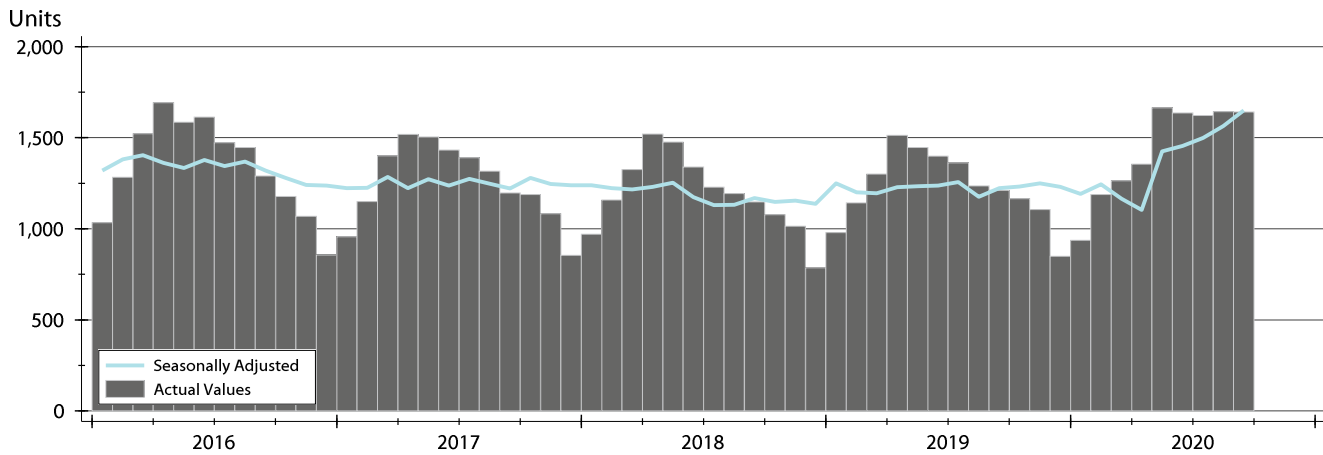
Month	2018	2019	2020
January	33	35	16
February	27	22	16
March	17	14	7
April	15	9	9
May	14	11	6
June	15	10	6
July	18	13	5
August	21	13	5
September	20	15	7
October	18	16	
November	27	19	
December	31	23	



# PENDING CONTRACTS ANALYSIS

ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 10/9/2020

## HISTORY >>



## SUMMARY >>

Summary Statistics		End of September		
for Active Listings		2020	2019	Change
Active Listings		<b>1,642</b>	1,211	35.6%
Volume (1,000s)		<b>348,892</b>	234,033	49.1%
Average	List Price	<b>212,480</b>	193,256	9.9%
	Days on Market	<b>27</b>	43	-36.4%
	Percent of Original	<b>98.8%</b>	98.1%	0.7%
Median	List Price	<b>189,900</b>	165,000	15.1%
	Days on Market	<b>6</b>	14	-57.1%
	Percent of Original	<b>100.0%</b>	100.0%	0.0%

A total of 1,642 listings in South Central Kansas had contracts pending at the end of September, up from 1,211 contracts pending at the end of September 2019.

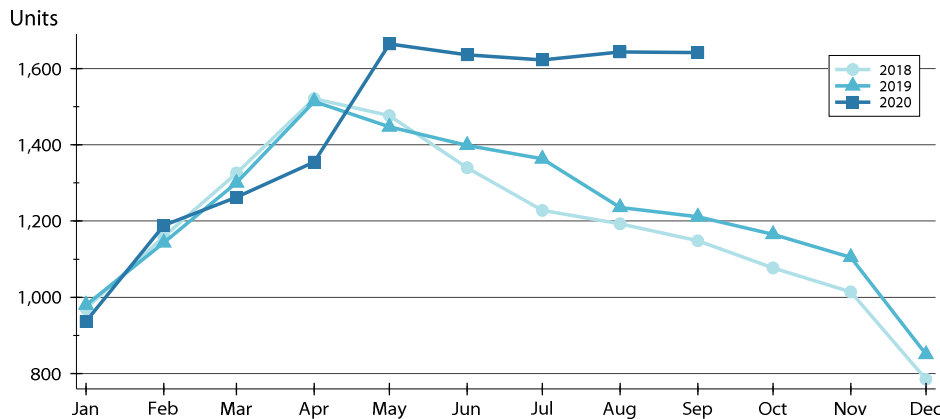
Pending contracts reflect listings with a contract in place at the end of the month. In contrast, contracts written measures the number of listings put under contract during the month.



**PENDING CONTRACTS ANALYSIS**

**BY MONTH** >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 10/9/2020**



Month	2018	2019	2020
January	970	980	937
February	1,159	1,143	1,189
March	1,326	1,300	1,263
April	1,521	1,514	1,355
May	1,477	1,447	1,665
June	1,340	1,399	1,636
July	1,228	1,363	1,623
August	1,193	1,236	1,644
September	1,148	1,211	1,642
October	1,077	1,165	-
November	1,014	1,105	-
December	785	850	-

**BY PRICE RANGE** >>

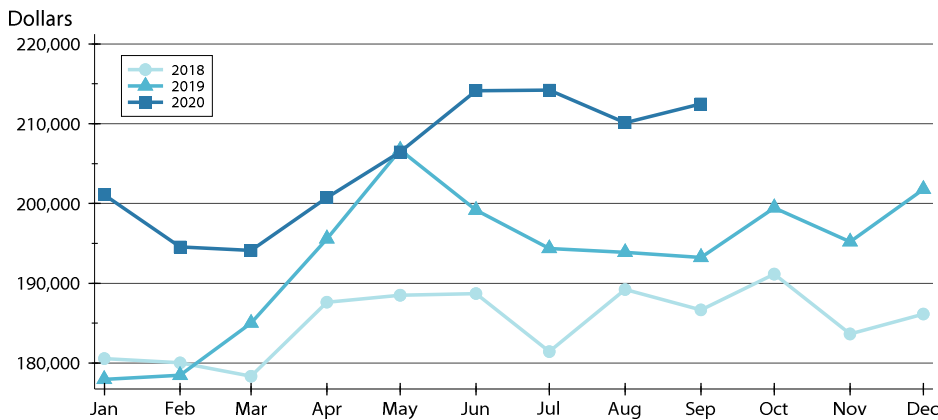
Price Range	Contracts Written			List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median
Below \$25,000	13	0.8%	217	16,685	20,000	65	11	93.5%	100.0%
\$25,000-\$49,999	48	2.9%	1,948	40,579	40,000	58	30	95.4%	100.0%
\$50,000-\$99,999	233	14.2%	18,324	78,645	79,900	43	8	98.0%	100.0%
\$100,000-\$124,999	116	7.1%	13,126	113,157	113,000	15	4	99.3%	100.0%
\$125,000-\$149,999	133	8.1%	18,285	137,485	137,000	12	3	99.6%	100.0%
\$150,000-\$174,999	147	9.0%	23,904	162,611	162,900	13	4	99.3%	100.0%
\$175,000-\$199,999	178	10.8%	33,193	186,480	185,000	17	5	99.1%	100.0%
\$200,000-\$249,999	244	14.9%	54,711	224,226	225,000	16	4	99.2%	100.0%
\$250,000-\$299,999	176	10.7%	48,499	275,562	275,000	24	6	98.9%	100.0%
\$300,000-\$399,999	201	12.2%	68,518	340,884	335,000	31	3	99.4%	100.0%
\$400,000-\$499,999	62	3.8%	27,174	438,289	435,000	35	7	99.5%	100.0%
\$500,000-\$749,999	29	1.8%	17,672	609,370	589,900	103	32	97.2%	100.0%
\$750,000-\$999,999	7	0.4%	6,175	882,100	899,900	85	111	94.0%	93.3%
\$1,000,000 and up	5	0.3%	6,523	1,304,500	1,250,000	113	124	95.5%	95.7%
All price ranges	1,642	100.0%	348,892	212,480	189,900	27	6	98.8%	100.0%



# PENDING CONTRACTS ANALYSIS

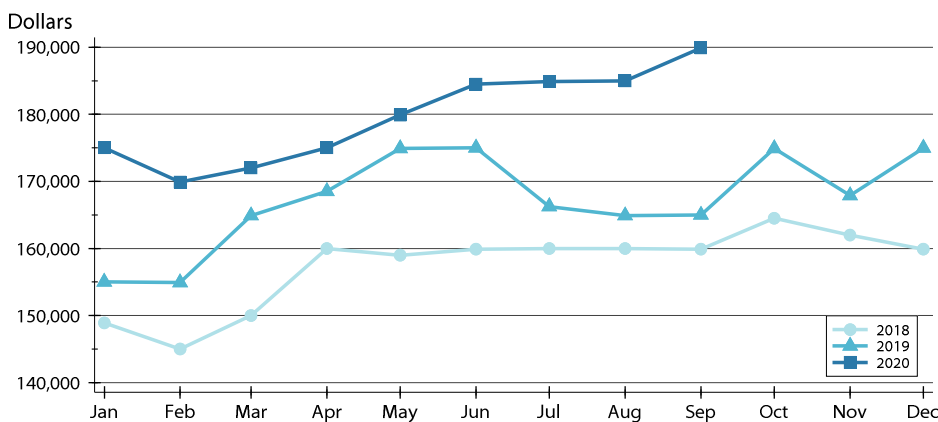
ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 10/9/2020

## AVERAGE PRICE >>



Month	2018	2019	2020
January	180,564	177,966	201,113
February	180,022	178,468	194,555
March	178,347	185,022	194,112
April	187,633	195,583	200,722
May	188,503	206,721	206,461
June	188,722	199,174	214,154
July	181,440	194,369	214,195
August	189,213	193,882	210,126
September	186,663	193,256	212,480
October	191,150	199,471	-
November	183,647	195,210	-
December	186,152	201,795	-

## MEDIAN PRICE >>

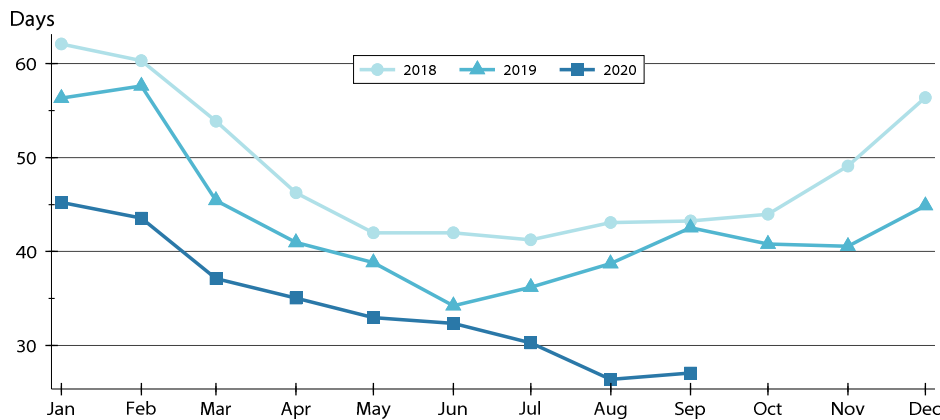


Month	2018	2019	2020
January	148,900	155,000	175,000
February	145,000	154,900	169,900
March	150,000	164,900	172,000
April	160,000	168,500	175,000
May	159,000	174,900	179,900
June	159,900	175,000	184,500
July	160,000	166,250	184,900
August	160,000	164,900	185,000
September	159,900	165,000	189,900
October	164,500	174,900	-
November	162,000	167,900	-
December	159,900	174,975	-

# PENDING CONTRACTS ANALYSIS

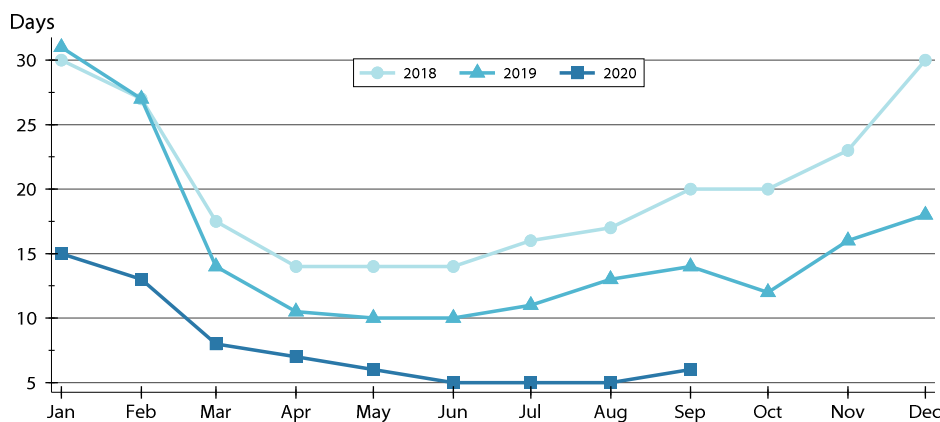
ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 10/9/2020

## AVERAGE DOM >>



Month	2018	2019	2020
January	62	56	45
February	60	58	44
March	54	45	37
April	46	41	35
May	42	39	33
June	42	34	32
July	41	36	30
August	43	39	26
September	43	43	27
October	44	41	
November	49	41	
December	56	45	

## MEDIAN DOM >>



Month	2018	2019	2020
January	30	31	15
February	27	27	13
March	18	14	8
April	14	11	7
May	14	10	6
June	14	10	5
July	16	11	5
August	17	13	5
September	20	14	6
October	20	12	
November	23	16	
December	30	18	



South Central Kansas MLS

## South Central Kansas MLS

170 W. Dewey, Wichita, KS 67202

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

November 10, 2020

### South Central Kansas MLS Releases Home Sales Figures for October 2020

Homes sales in South Central Kansas rose by 31.9% in October compared to the prior year. Sales in October 2020 totaled 1,157 units, up from 877 in 2019.

Among existing homes, 1,079 units sold in October, an increase of 33.9% from 806 units that sold in 2019. The average sale price of existing homes was \$191,706. This represents an increase of 17.6% from the October 2019 average price of \$162,968.

For new construction, 78 sales occurred in October, up from 71 units the prior year, an increase of 9.9%. The average sale price of new homes in October was \$311,917, up 3.9% from the same period last year.

A total of 931 contracts for sale were written in October 2020, up from 898 in October 2019. This is an increase of 3.7%. 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 1,271 units at the end of October, which is down from 2,063 homes that were on the market at the end of October last year. At the current rate of sales, this figure represents 1.4 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 October

Total home sales in South Central Kansas rose by 31.9% last month to 1,157 units, compared to 877 units in October 2019. Total sales volume was \$231.2 million, up 51.4% from a year earlier.

The median sale price in October was \$180,900, up from \$153,000 a year earlier. Homes that sold in October were typically on the market for 6 days and sold for 100.0% 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 1,271 units, down from 2,063 at the same point in 2019. This represents a 1.4 months' supply of homes available for sale. The median list price of homes on the market at the end of October was \$221,750.

During October, a total of 931 contracts were written up from 898 in October 2019. At the end of the month, there were 1,453 contracts pending, compared to 1,165 at the end of October 2019.

### 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		2020	2019	Change
Home Sales		1,157	877	31.9%
Active Listings		1,271	2,063	-38.4%
Months' Supply		1.4	2.3	-41.5%
New Listings		1,081	1,071	0.9%
Contracts Written		931	898	3.7%
Pending Contracts		1,453	1,165	24.7%
Sales Volume (1,000s)		231,181	152,670	51.4%
Average	Sale Price	199,810	174,082	14.8%
	List Price of Actives	277,908	250,301	11.0%
	Days on Market	25	41	-39.3%
	Percent of List	98.9%	97.9%	1.0%
	Percent of Original	97.6%	95.9%	1.8%
Median	Sale Price	180,900	153,000	18.2%
	List Price of Actives	221,750	195,370	13.5%
	Days on Market	6	17	-64.7%
	Percent of List	100.0%	99.6%	0.4%
	Percent of Original	100.0%	98.1%	1.9%

## 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 11/8/2020

October MLS Statistics		2020			2019			2018			
By Property Type		Total	Existing	New	Total	Existing	New	Total	Existing	New	
Home Sales		<b>1,157</b>	<b>1,079</b>	<b>78</b>	877	806	71	867	800	67	
	Change from prior year	31.9%	33.9%	9.9%	1.2%	0.7%	6.0%	-2.3%	-3.3%	11.7%	
Active Listings		<b>1,271</b>	<b>1,085</b>	<b>186</b>	2,063	1,779	284	2,508	2,244	264	
	Change from prior year	-38.4%	-39.0%	-34.5%	-17.7%	-20.7%	7.6%	-5.7%	-4.7%	-14.0%	
Months' Supply		<b>1.4</b>	<b>1.3</b>	<b>2.6</b>	2.3	2.2	4.7	2.9	2.8	4.3	
	Change from prior year	-41.5%	-41.6%	-45.1%	-18.4%	-21.6%	10.9%	-6.8%	-5.3%	-19.6%	
New Listings		<b>1,081</b>	<b>1,005</b>	<b>76</b>	1,071	986	85	1,200	1,100	100	
	Change from prior year	0.9%	1.9%	-10.6%	-10.8%	-10.4%	-15.0%	8.4%	6.0%	44.9%	
Contracts Written		<b>931</b>	<b>853</b>	<b>78</b>	898	833	65	805	739	66	
	Change from prior year	3.7%	2.4%	20.0%	11.6%	12.7%	-1.5%	-6.4%	-8.2%	20.0%	
Pending Contracts		<b>1,453</b>	<b>1,205</b>	<b>248</b>	1,165	979	186	1,077	911	166	
	Change from prior year	24.7%	23.1%	33.3%	8.2%	7.5%	12.0%	-9.3%	-10.3%	-3.5%	
Sales Volume (1,000s)		<b>231,181</b>	<b>206,851</b>	<b>24,330</b>	152,670	131,352	21,318	146,767	126,526	20,241	
	Change from prior year	51.4%	57.5%	14.1%	4.0%	3.8%	5.3%	7.4%	5.4%	22.4%	
Average	Sale Price	<b>199,810</b>	<b>191,706</b>	<b>311,917</b>	174,082	162,968	300,253	169,281	158,158	302,100	
		Change from prior year	14.8%	17.6%	3.9%	2.8%	3.0%	-0.6%	9.9%	8.9%	9.6%
	List Price of Actives	<b>277,908</b>	<b>268,699</b>	<b>328,606</b>	250,301	235,847	336,569	234,663	223,721	324,521	
		Change from prior year	11.0%	13.9%	-2.4%	6.7%	5.4%	3.7%	8.9%	10.7%	2.7%
	Days on Market	<b>25</b>	<b>24</b>	<b>33</b>	41	38	69	39	36	70	
		Change from prior year	-39.2%	-36.9%	-51.6%	5.4%	6.2%	-1.5%	-20.5%	-22.4%	-11.1%
Percent of List		<b>98.9%</b>	<b>98.8%</b>	<b>101.0%</b>	97.9%	97.6%	101.5%	97.6%	97.2%	101.6%	
		Change from prior year	1.0%	1.2%	-0.4%	0.3%	0.3%	-0.2%	0.3%	0.3%	0.2%
Percent of Original		<b>97.6%</b>	<b>97.3%</b>	<b>101.8%</b>	95.9%	95.4%	101.5%	95.8%	95.2%	102.1%	
		Change from prior year	1.8%	2.0%	0.3%	0.2%	0.2%	-0.5%	1.0%	1.0%	-0.1%
Median	Sale Price	<b>180,900</b>	<b>175,000</b>	<b>313,195</b>	153,000	142,500	265,000	145,000	140,000	276,635	
		Change from prior year	18.2%	22.8%	18.2%	5.5%	1.8%	-4.2%	5.1%	6.1%	9.9%
	List Price of Actives	<b>221,750</b>	<b>189,950</b>	<b>303,502</b>	195,370	165,000	295,167	177,900	159,650	289,950	
		Change from prior year	13.5%	15.1%	2.8%	9.8%	3.4%	1.8%	11.2%	10.3%	7.4%
	Days on Market	<b>6</b>	<b>7</b>	<b>0</b>	17	17	3	19	19	6	
		Change from prior year	-64.7%	-58.8%	-100.0%	-10.5%	-10.5%	-50.0%	-17.4%	-20.8%	-33.3%
Percent of List		<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	99.6%	99.1%	100.0%	99.1%	98.7%	100.0%	
		Change from prior year	0.4%	1.0%	0.0%	0.5%	0.4%	0.0%	0.3%	0.1%	0.0%
Percent of Original		<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	98.1%	97.7%	100.7%	97.7%	97.2%	100.0%	
		Change from prior year	1.9%	2.3%	-0.6%	0.4%	0.6%	0.7%	0.8%	0.6%	0.0%

# YEAR-TO-DATE STATISTICS

## SUMMARY >>

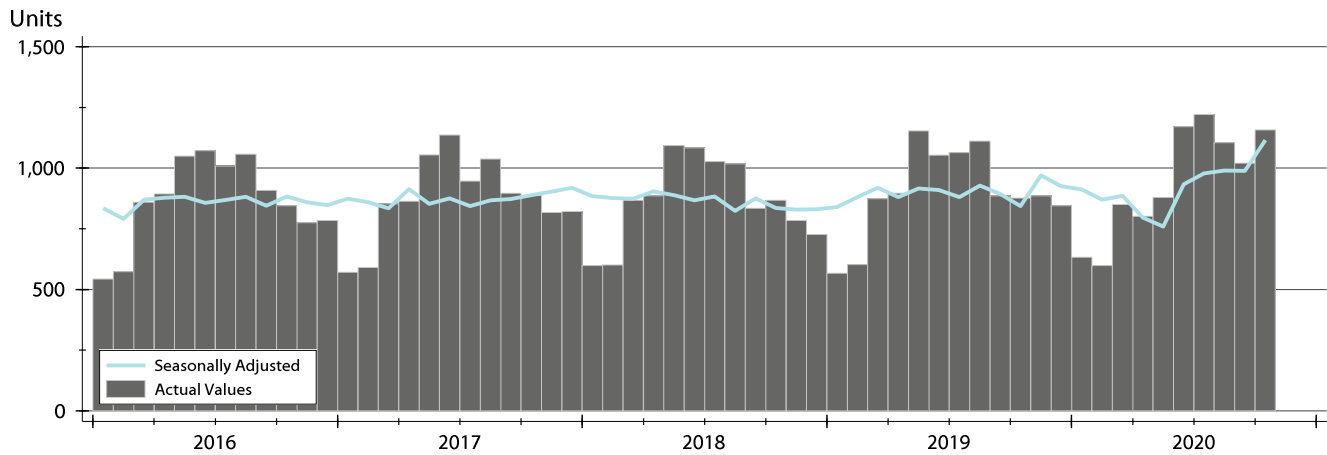
### YTD BREAKDOWNS BY HOME TYPE ENTIRE MLS SYSTEM AS OF 11/8/2020

Year-to-Date Activity		2020			2019			2018		
By Property Type		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		<b>9,435</b>	<b>8,720</b>	<b>715</b>	9,084	8,480	604	8,874	8,247	627
Change from prior year		3.9%	2.8%	18.4%	2.4%	2.8%	-3.7%	0.4%	-0.3%	11.0%
New Listings		<b>11,017</b>	<b>10,251</b>	<b>766</b>	11,702	10,845	857	12,003	11,213	790
Change from prior year		-5.9%	-5.5%	-10.6%	-2.5%	-3.3%	8.5%	-2.9%	-2.2%	-12.7%
Contracts Written		<b>9,967</b>	<b>9,226</b>	<b>741</b>	9,546	8,879	667	9,061	8,425	636
Change from prior year		4.4%	3.9%	11.1%	5.4%	5.4%	4.9%	-1.7%	-1.7%	-0.6%
Sales Volume (1,000s)		<b>1,803,101</b>	<b>1,569,852</b>	<b>233,249</b>	1,574,954	1,379,926	195,029	1,469,683	1,273,744	195,940
Change from prior year		14.5%	13.8%	19.6%	7.2%	8.3%	-0.5%	4.9%	3.3%	16.5%
Average	Sale Price	<b>191,108</b>	<b>180,029</b>	<b>326,223</b>	173,377	162,727	322,895	165,617	154,449	312,504
	Change from prior year	10.2%	10.6%	1.0%	4.7%	5.4%	3.3%	4.4%	3.6%	5.0%
	Days on Market	<b>33</b>	<b>32</b>	<b>50</b>	41	39	66	46	42	96
	Change from prior year	-18.6%	-18.5%	-23.3%	-11.1%	-7.4%	-31.4%	-4.0%	-6.6%	8.8%
Percent of List	Percent of List	<b>98.7%</b>	<b>98.4%</b>	<b>101.6%</b>	97.9%	97.6%	102.3%	97.8%	97.4%	101.7%
	Change from prior year	0.8%	0.9%	-0.7%	0.2%	0.1%	0.6%	0.3%	0.3%	0.1%
	Percent of Original	<b>97.4%</b>	<b>96.9%</b>	<b>102.6%</b>	96.1%	95.6%	102.9%	95.8%	95.3%	102.3%
	Change from prior year	1.3%	1.3%	-0.3%	0.4%	0.4%	0.6%	0.6%	0.5%	0.2%
Median	Sale Price	<b>169,500</b>	<b>160,000</b>	<b>295,706</b>	153,500	145,050	283,411	145,000	138,000	277,816
	Change from prior year	10.4%	10.3%	4.3%	5.9%	5.1%	2.0%	4.3%	4.2%	5.2%
	Days on Market	<b>8</b>	<b>8</b>	<b>0</b>	15	15	2	19	19	22
	Change from prior year	-46.7%	-46.7%	-100.0%	-21.1%	-21.1%	-90.9%	-9.5%	-9.5%	10.0%
Percent of List	Percent of List	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	99.6%	99.2%	100.0%	99.2%	98.8%	100.0%
	Change from prior year	0.4%	0.8%	0.0%	0.4%	0.3%	0.0%	0.1%	0.1%	0.0%
	Percent of Original	<b>100.0%</b>	<b>99.3%</b>	<b>100.8%</b>	98.3%	97.8%	100.9%	97.9%	97.5%	100.7%
	Change from prior year	1.8%	1.5%	0.0%	0.4%	0.4%	0.1%	0.3%	0.3%	0.7%

# CLOSED LISTINGS ANALYSIS

## HISTORY >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 11/8/2020**



## SUMMARY >>

Summary Statistics for Closed Listings		October			Year-to-Date		
		2020	2019	Change	2020	2019	Change
Closed Listings		<b>1,157</b>	877	31.9%	<b>9,435</b>	9,084	3.9%
Volume (1,000s)		<b>231,181</b>	152,670	51.4%	<b>1,803,101</b>	1,574,954	14.5%
Average	Sale Price	<b>199,810</b>	174,082	14.8%	<b>191,108</b>	173,377	10.2%
	Days on Market	<b>25</b>	41	-39.2%	<b>33</b>	41	-18.6%
	Percent of List	<b>98.9%</b>	97.9%	1.0%	<b>98.7%</b>	97.9%	0.8%
	Percent of Original	<b>97.6%</b>	95.9%	1.8%	<b>97.4%</b>	96.1%	1.3%
Median	Sale Price	<b>180,900</b>	153,000	18.2%	<b>169,500</b>	153,500	10.4%
	Days on Market	<b>6</b>	17	-64.7%	<b>8</b>	15	-46.7%
	Percent of List	<b>100.0%</b>	99.6%	0.4%	<b>100.0%</b>	99.6%	0.4%
	Percent of Original	<b>100.0%</b>	98.1%	1.9%	<b>100.0%</b>	98.3%	1.8%

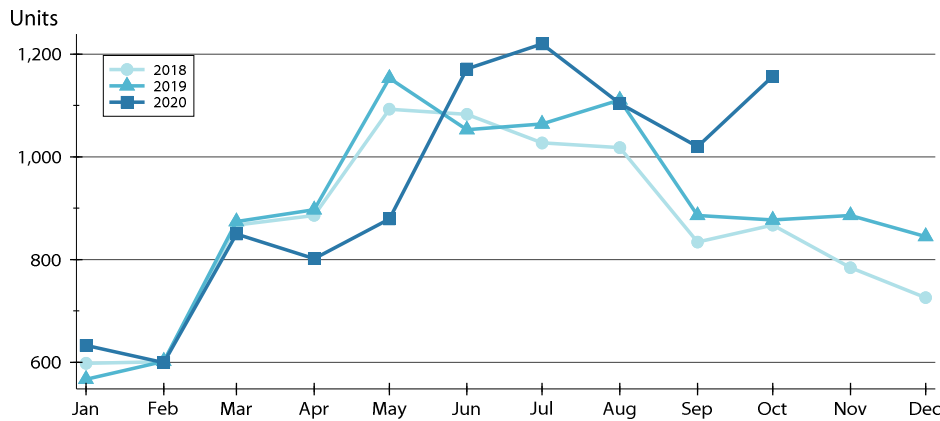
A total of 1,157 homes sold in South Central Kansas in October, up from 877 units in October 2019. Total sales volume rose to \$231.2 million compared to \$152.7 million in the previous year.

The median sales price in October was \$180,900, up 18.2% compared to the prior year. Median days on market was 6 days, up from 5 days in September, but down from 17 in October 2019.

# CLOSED LISTINGS ANALYSIS

## BY MONTH >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 11/8/2020**



Month	2018	2019	2020
January	598	567	633
February	601	602	599
March	867	874	850
April	886	897	802
May	1,093	1,153	879
June	1,083	1,053	1,171
July	1,027	1,064	1,220
August	1,018	1,111	1,104
September	834	886	1,020
October	867	877	1,157
November	784	886	
December	726	845	

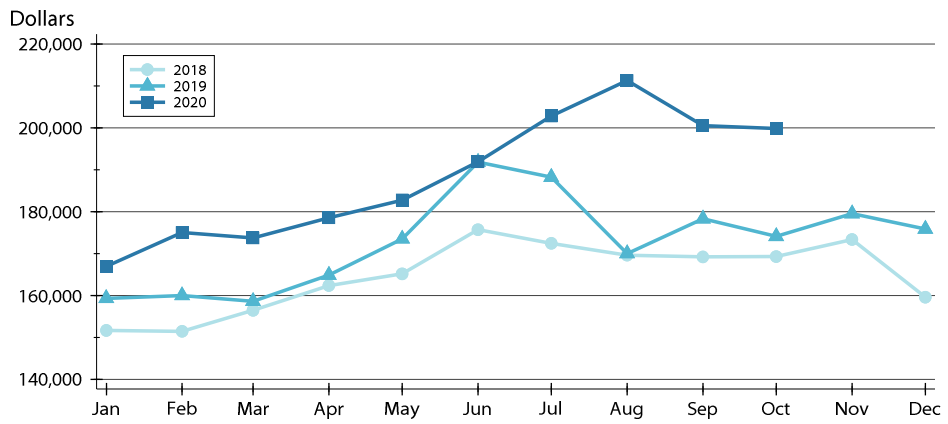
## BY PRICE RANGE >>

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	14	1.2%	208	14,839	14,000	39	23	82.5%	85.0%	79.8%	78.3%
\$25,000-\$49,999	59	5.1%	2,198	37,257	38,500	44	31	91.7%	90.3%	86.8%	86.2%
\$50,000-\$99,999	169	14.6%	12,974	76,771	79,000	25	11	97.1%	98.8%	95.1%	98.2%
\$100,000-\$124,999	74	6.4%	8,240	111,358	110,000	22	3	100.7%	100.0%	100.0%	100.0%
\$125,000-\$149,999	99	8.6%	13,498	136,346	137,000	12	3	100.3%	100.0%	99.9%	100.0%
\$150,000-\$174,999	123	10.6%	19,878	161,614	162,000	15	4	100.1%	100.0%	99.0%	100.0%
\$175,000-\$199,999	127	11.0%	23,657	186,278	187,000	14	4	100.4%	100.0%	99.8%	100.0%
\$200,000-\$249,999	174	15.0%	38,716	222,505	221,750	17	4	99.7%	100.0%	98.8%	100.0%
\$250,000-\$299,999	131	11.3%	35,995	274,771	275,000	22	9	99.2%	100.0%	97.9%	99.3%
\$300,000-\$399,999	121	10.5%	40,903	338,044	335,000	39	6	99.3%	100.0%	98.1%	99.9%
\$400,000-\$499,999	44	3.8%	19,014	432,127	428,102	42	12	99.6%	99.2%	98.9%	98.7%
\$500,000-\$749,999	15	1.3%	8,883	592,200	565,000	105	47	98.8%	99.1%	95.2%	96.5%
\$750,000-\$999,999	3	0.3%	2,535	845,000	815,000	153	159	96.1%	95.0%	92.7%	92.6%
\$1,000,000 and up	4	0.3%	4,480	1,120,000	1,075,000	120	136	90.8%	91.0%	87.2%	88.2%
All price ranges	1,157	100.0%	231,181	199,810	180,900	25	6	98.9%	100.0%	97.6%	100.0%

# CLOSED LISTINGS ANALYSIS

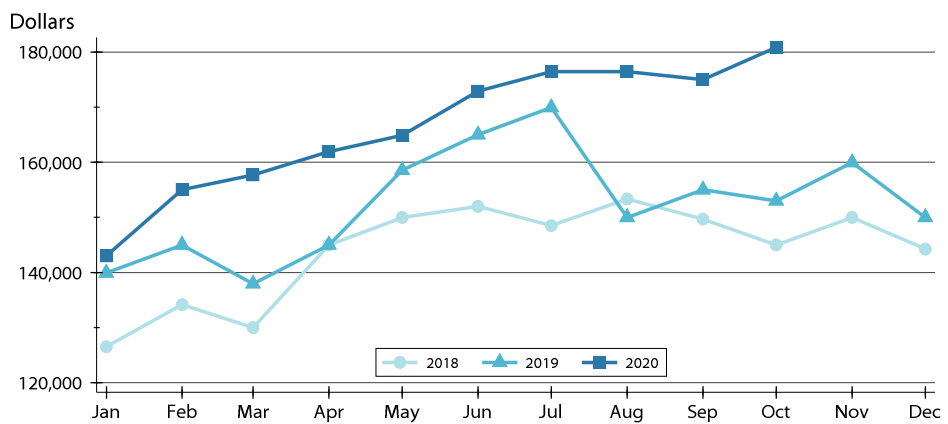
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 11/8/2020**

## AVERAGE PRICE >>



Month	2018	2019	2020
January	151,661	159,319	166,924
February	151,459	159,997	175,005
March	156,465	158,616	173,744
April	162,387	164,845	178,514
May	165,156	173,511	182,765
June	175,695	191,834	191,924
July	172,443	188,219	202,830
August	169,620	170,000	211,263
September	169,187	178,263	200,491
October	169,281	174,082	199,810
November	173,356	180,491	179,507
December	159,588	175,854	160,000

## MEDIAN PRICE >>

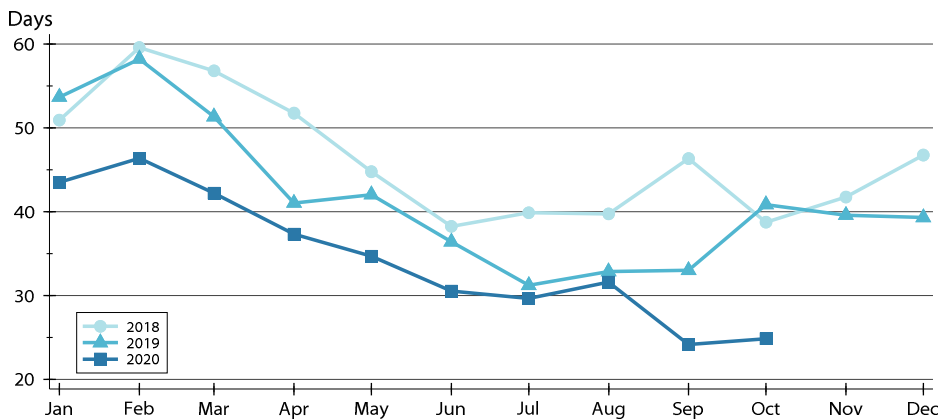


Month	2018	2019	2020
January	126,500	139,900	143,000
February	134,150	145,000	155,000
March	130,000	137,950	157,700
April	145,000	145,000	161,950
May	150,000	158,577	164,900
June	152,000	165,000	172,900
July	148,500	169,950	176,500
August	153,350	150,000	176,500
September	149,700	155,000	175,000
October	145,000	153,000	180,900
November	150,000	160,491	159,950
December	144,250	150,000	144,250

# CLOSED LISTINGS ANALYSIS

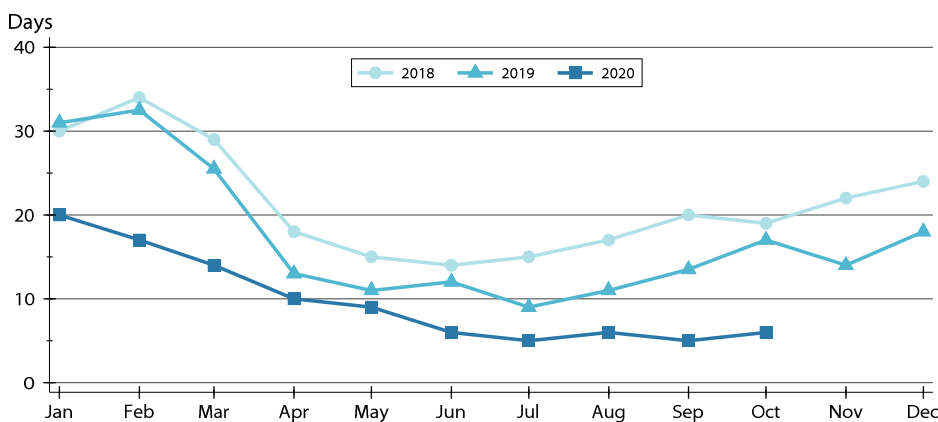
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 11/8/2020**

## AVERAGE DOM >>



Month	2018	2019	2020
January	51	54	43
February	60	58	46
March	57	51	42
April	52	41	37
May	45	42	35
June	38	36	31
July	40	31	30
August	40	33	32
September	46	33	24
October	39	41	25
November	42	40	
December	47	39	

## MEDIAN DOM >>

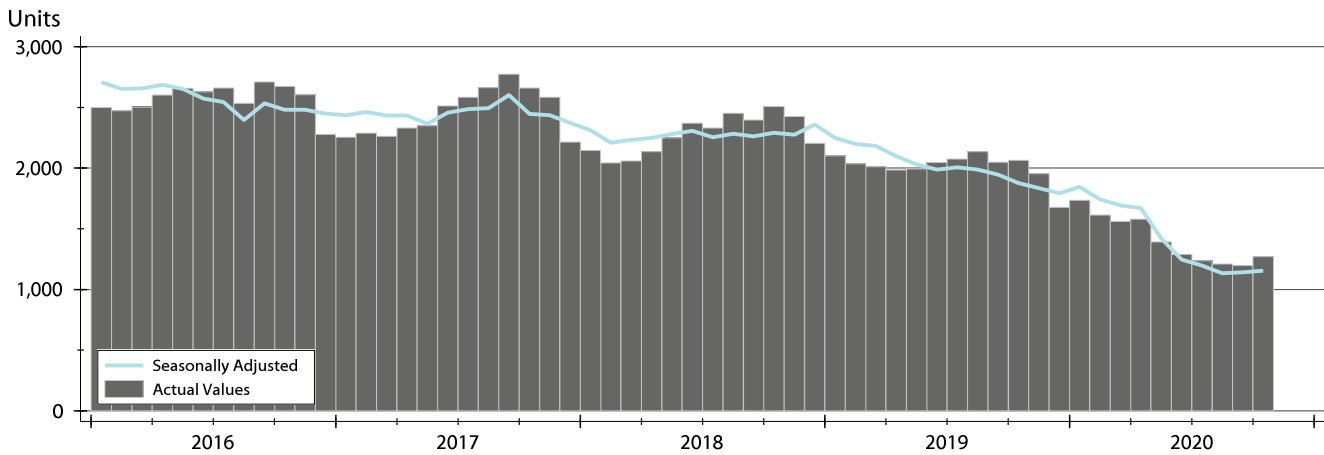


Month	2018	2019	2020
January	30	31	20
February	34	33	17
March	29	26	14
April	18	13	10
May	15	11	9
June	14	12	6
July	15	9	5
August	17	11	6
September	20	14	5
October	19	17	6
November	22	14	
December	24	18	

# ACTIVE LISTINGS ANALYSIS

**HISTORY** >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 11/8/2020**



**SUMMARY** >>

Summary Statistics		End of October		
for Active Listings		2020	2019	Change
Active Listings		<b>1,271</b>	2,063	-38.4%
Months' Supply		<b>1.4</b>	2.3	-41.5%
Volume (1,000s)		<b>353,221</b>	516,372	-31.6%
Average	List Price	<b>277,908</b>	250,301	11.0%
	Days on Market	<b>66</b>	88	-25.0%
	Percent of Original	<b>98.0%</b>	97.1%	1.0%
Median	List Price	<b>221,750</b>	195,370	13.5%
	Days on Market	<b>28</b>	50	-44.0%
	Percent of Original	<b>100.0%</b>	100.0%	0.0%

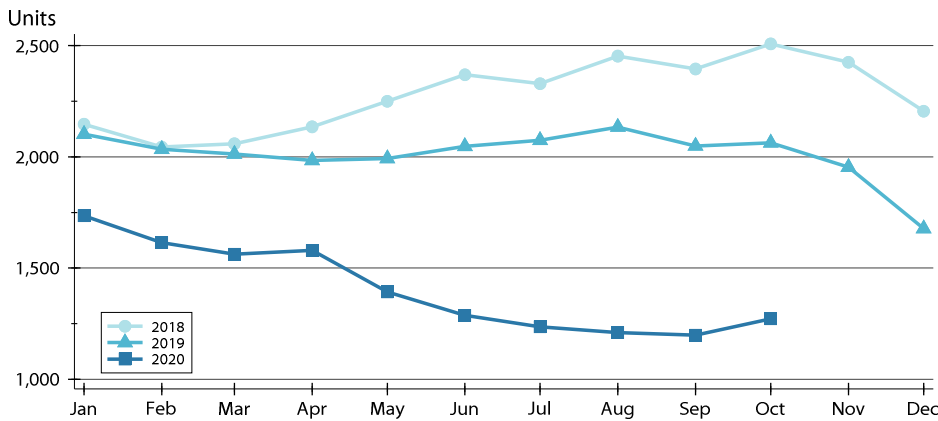
A total of 1,271 homes were available for sale in South Central Kansas at the end of October. This represents a 1.4 months' supply of active listings.

The median list price of homes on the market at the end of October was \$221,750, up 13.5% from 2019. The typical time on market for active listings was 28 days, down from 50 days a year earlier.

# ACTIVE LISTINGS ANALYSIS

## BY MONTH >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 11/8/2020**



Month	2018	2019	2020
January	2,147	2,102	1,735
February	2,044	2,034	1,614
March	2,059	2,012	1,562
April	2,135	1,984	1,579
May	2,250	1,992	1,393
June	2,369	2,047	1,288
July	2,329	2,074	1,236
August	2,453	2,134	1,210
September	2,395	2,049	1,198
October	2,508	2,063	1,271
November	2,425	1,953	
December	2,205	1,677	

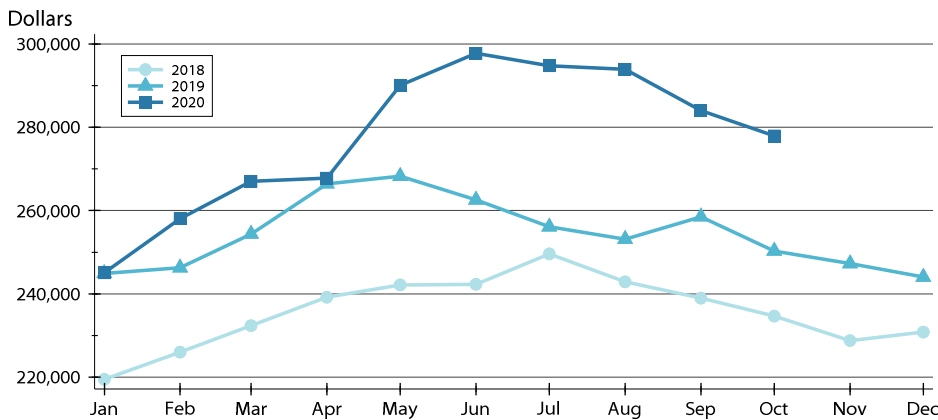
## BY PRICE RANGE >>

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	22	1.7%	187	1.6	8,483	1,725	64	36	95.7%	100.0%
\$25,000-\$49,999	53	4.2%	1,981	0.9	37,381	36,000	159	68	93.1%	100.0%
\$50,000-\$99,999	178	14.0%	13,797	1.1	77,510	78,950	60	37	96.4%	100.0%
\$100,000-\$124,999	72	5.7%	8,138	1.0	113,022	114,950	43	24	97.8%	100.0%
\$125,000-\$149,999	68	5.4%	9,240	0.7	135,879	135,000	49	23	97.9%	100.0%
\$150,000-\$174,999	73	5.7%	11,892	0.6	162,910	164,000	55	35	98.0%	100.0%
\$175,000-\$199,999	87	6.8%	16,221	0.7	186,444	185,000	49	24	97.5%	100.0%
\$200,000-\$249,999	158	12.4%	36,232	0.9	229,314	230,000	38	18	99.0%	100.0%
\$250,000-\$299,999	125	9.8%	34,764	1.0	278,115	279,900	43	19	99.0%	100.0%
\$300,000-\$399,999	184	14.5%	63,497	1.5	345,090	344,450	60	27	99.8%	100.0%
\$400,000-\$499,999	75	5.9%	33,454	1.7	446,047	439,500	63	33	99.5%	100.0%
\$500,000-\$749,999	62	4.9%	36,351	4.1	586,305	567,450	111	42	98.3%	100.0%
\$750,000-\$999,999	26	2.0%	22,453	8.7	863,581	857,450	192	83	95.8%	100.0%
\$1,000,000 and up	27	2.1%	48,064	6.8	1,780,144	1,650,000	291	164	96.5%	100.0%
All price ranges	1,271	100.0%	353,221	1.1	277,908	221,750	66	28	98.0%	100.0%

# ACTIVE LISTINGS ANALYSIS

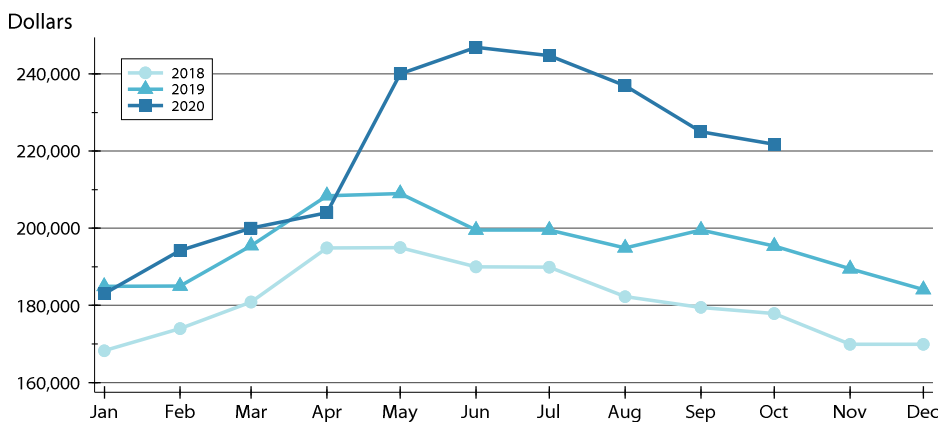
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 11/8/2020**

## AVERAGE PRICE >>



Month	2018	2019	2020
January	219,491	244,933	245,096
February	226,018	246,278	258,022
March	232,365	254,379	267,055
April	239,193	266,443	267,767
May	242,156	268,251	290,053
June	242,311	262,572	297,758
July	249,623	256,102	294,752
August	242,880	253,144	293,894
September	238,982	258,524	283,984
October	234,663	250,301	277,908
November	228,794	247,242	
December	230,828	244,028	

## MEDIAN PRICE >>

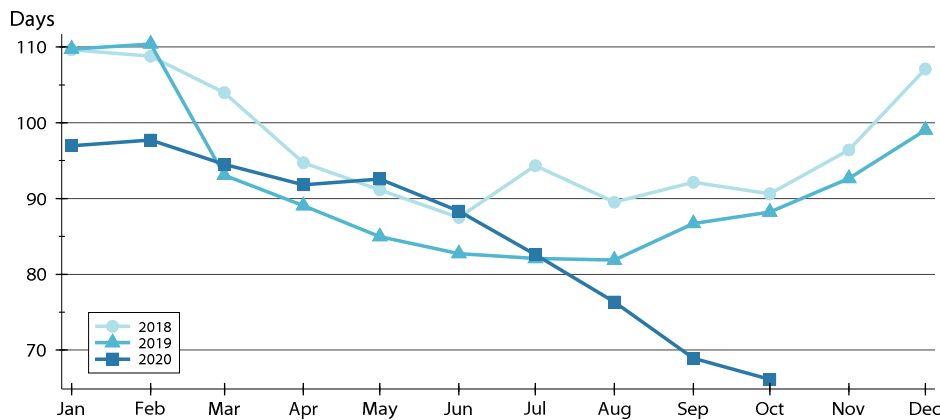


Month	2018	2019	2020
January	168,248	184,900	183,000
February	174,000	185,000	194,200
March	180,867	195,500	200,000
April	194,900	208,443	204,000
May	195,000	209,000	240,000
June	190,000	199,500	246,900
July	189,900	199,500	244,700
August	182,250	194,900	236,900
September	179,500	199,500	225,000
October	177,900	195,370	221,750
November	169,900	189,500	
December	169,900	184,080	

# ACTIVE LISTINGS ANALYSIS

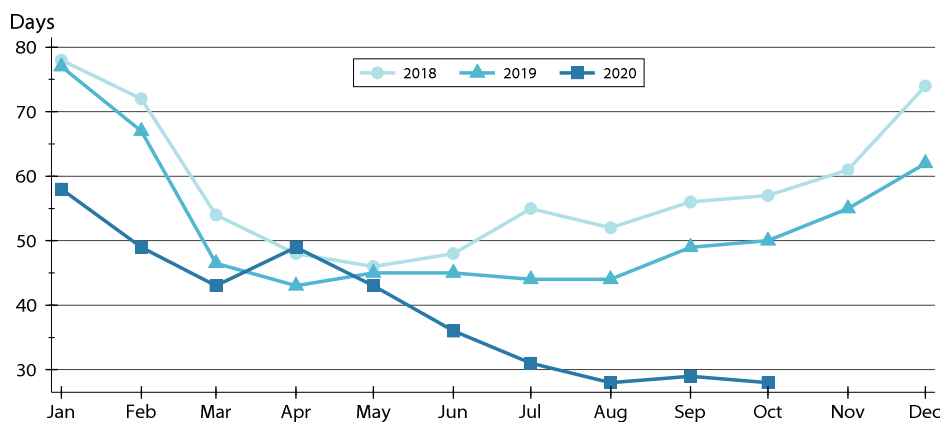
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 11/8/2020**

## AVERAGE DOM >>



Month	2018	2019	2020
January	110	110	97
February	109	110	98
March	104	93	94
April	95	89	92
May	91	85	93
June	87	83	88
July	94	82	83
August	90	82	76
September	92	87	69
October	91	88	66
November	96	93	
December	107	99	

## MEDIAN DOM >>

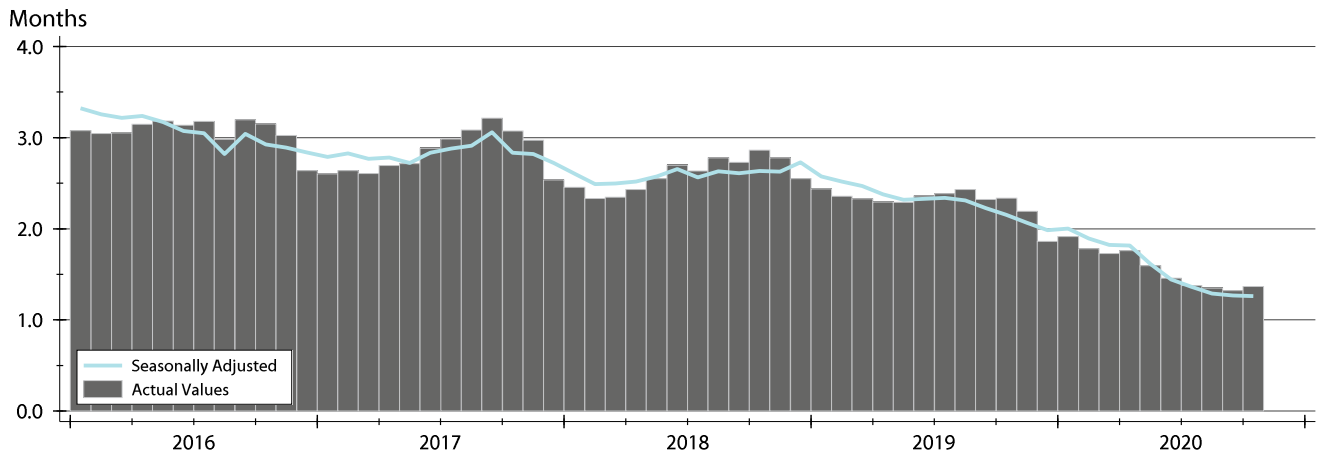


Month	2018	2019	2020
January	78	77	58
February	72	67	49
March	54	47	43
April	48	43	49
May	46	45	43
June	48	45	36
July	55	44	31
August	52	44	28
September	56	49	29
October	57	50	28
November	61	55	
December	74	62	

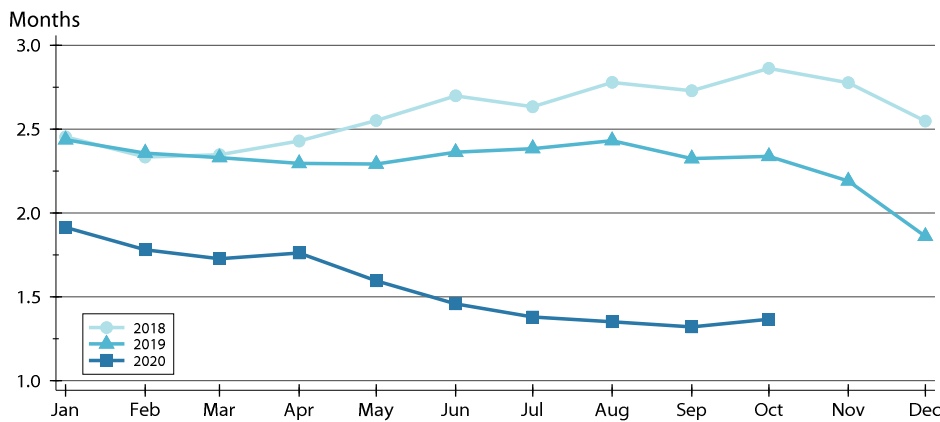
**MONTHS' SUPPLY ANALYSIS**

**HISTORY** >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 11/8/2020**



**BY MONTH** >>

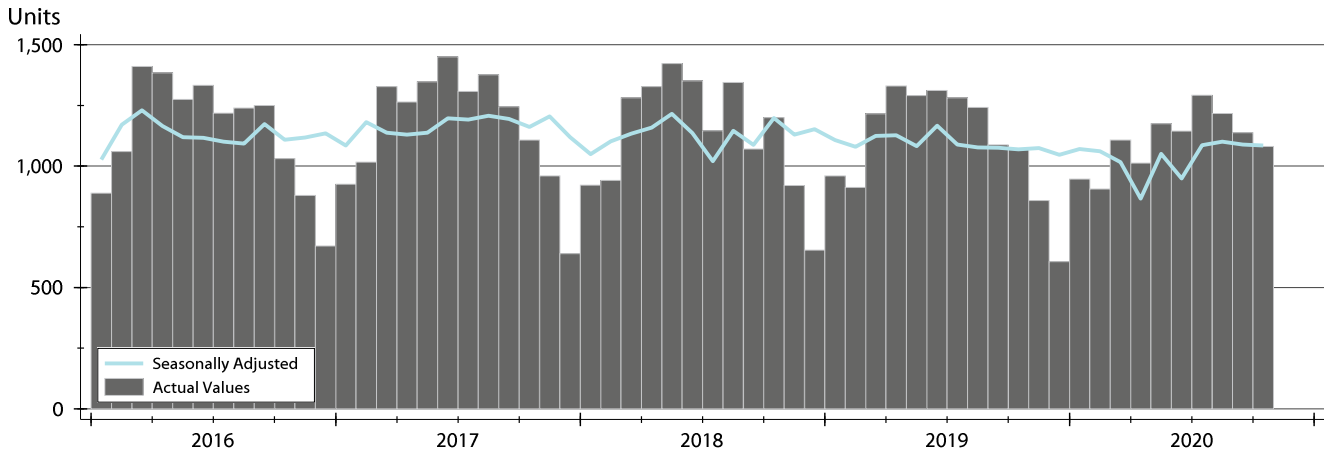


Month	2018	2019	2020
January	2.5	2.4	1.9
February	2.3	2.4	1.8
March	2.3	2.3	1.7
April	2.4	2.3	1.8
May	2.6	2.3	1.6
June	2.7	2.4	1.5
July	2.6	2.4	1.4
August	2.8	2.4	1.4
September	2.7	2.3	1.3
October	2.9	2.3	1.4
November	2.8	2.2	
December	2.5	1.9	

# NEW LISTINGS ANALYSIS

**HISTORY** >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 11/8/2020**



**SUMMARY** >>

Summary Statistics for New Listings		October		
		2020	2019	Change
Current Month	New Listings	<b>1,081</b>	1,071	0.9%
	Volume (1,000s)	<b>226,437</b>	485,635	-53.4%
	Average List Price	<b>209,470</b>	453,441	-53.8%
	Median List Price	<b>179,900</b>	158,000	13.9%
YTD	New Listings	<b>11,017</b>	11,702	-5.9%
	Volume (1,000s)	<b>2,232,940</b>	2,533,621	-11.9%
	Average List Price	<b>202,681</b>	216,512	-6.4%
	Median List Price	<b>175,000</b>	159,995	9.4%

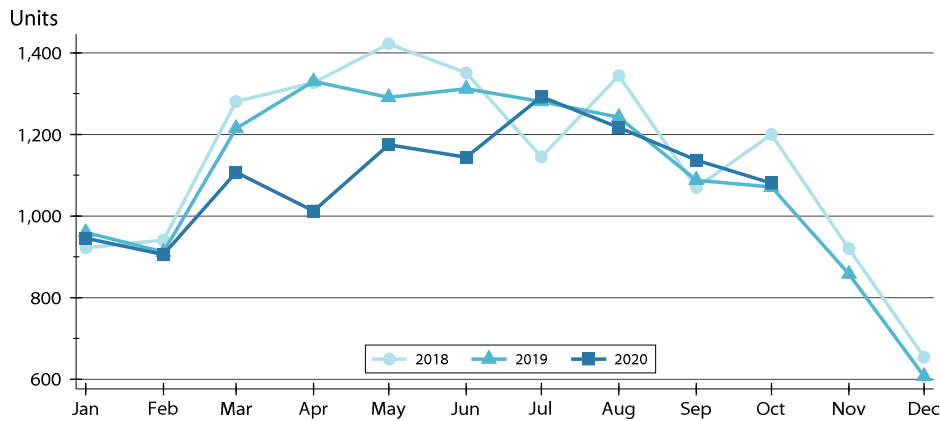
A total of 1,081 new listings were added in South Central Kansas during October, up 0.9% from the same month in 2019. Year-to-date South Central Kansas has seen 11,017 new listings.

The median list price of these homes was \$179,900 up from \$158,000 in 2019.

# NEW LISTINGS ANALYSIS

## BY MONTH >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 11/8/2020**



Month	2018	2019	2020
January	922	960	946
February	941	912	906
March	1,281	1,215	1,107
April	1,327	1,330	1,012
May	1,422	1,291	1,175
June	1,351	1,312	1,144
July	1,145	1,281	1,292
August	1,344	1,242	1,217
September	1,070	1,088	1,137
October	1,200	1,071	1,081
November	920	858	
December	654	607	

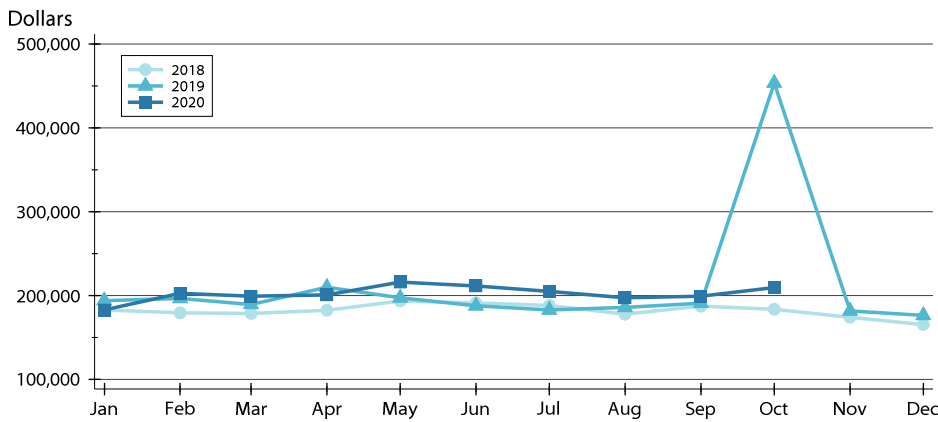
## BY PRICE RANGE >>

Price Range	New Listings			List Price	
	Number	Percent	Volume	Average	Median
Below \$25,000	23	2.1%	129	5,608	1,300
\$25,000-\$49,999	27	2.5%	1,085	40,167	40,000
\$50,000-\$99,999	180	16.7%	14,286	79,367	80,000
\$100,000-\$124,999	77	7.1%	8,774	113,953	115,000
\$125,000-\$149,999	110	10.2%	15,065	136,957	137,450
\$150,000-\$174,999	84	7.8%	13,700	163,093	164,900
\$175,000-\$199,999	109	10.1%	20,367	186,857	185,000
\$200,000-\$249,999	148	13.7%	33,733	227,923	229,900
\$250,000-\$299,999	112	10.4%	30,762	274,658	274,950
\$300,000-\$399,999	90	8.3%	30,790	342,111	332,450
\$400,000-\$499,999	31	2.9%	13,702	442,009	436,875
\$500,000-\$749,999	32	3.0%	18,957	592,404	577,000
\$750,000-\$999,999	7	0.6%	5,830	832,829	799,900
\$1,000,000 and up	5	0.5%	9,622	1,924,400	1,798,000
All price ranges	1,081	100.0%	226,437	209,470	179,900

# NEW LISTINGS ANALYSIS

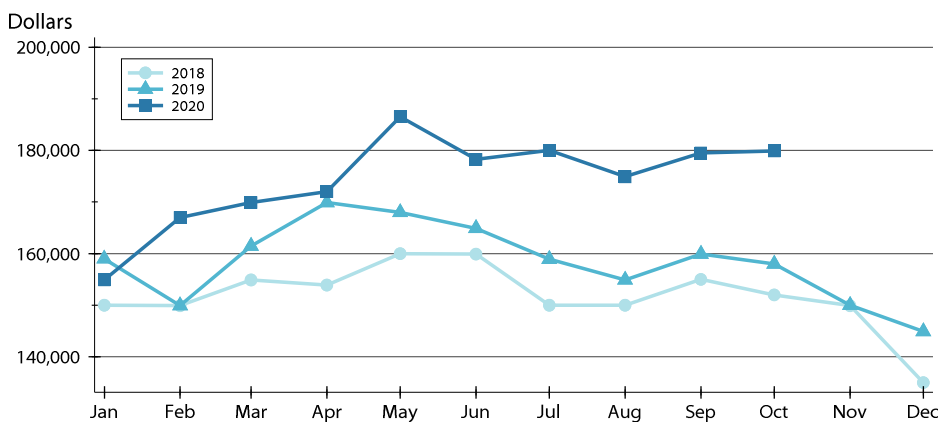
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 11/8/2020**

## AVERAGE PRICE >>



Month	2018	2019	2020
January	182,667	193,909	182,601
February	179,244	196,463	202,610
March	178,570	189,353	198,965
April	182,407	209,800	200,681
May	193,510	197,137	216,034
June	190,985	187,679	211,413
July	188,154	182,659	204,865
August	177,600	185,575	197,173
September	187,139	190,673	199,064
October	183,517	453,441	209,470
November	173,993	181,561	
December	165,287	176,200	

## MEDIAN PRICE >>

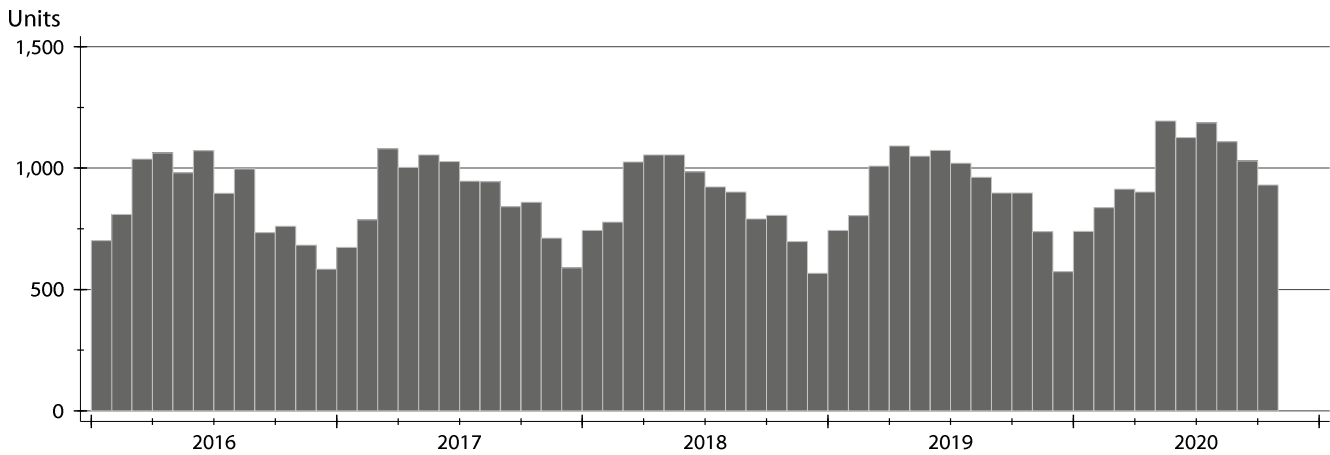


Month	2018	2019	2020
January	150,000	159,000	154,900
February	149,900	149,900	167,000
March	154,900	161,450	169,900
April	153,900	169,900	172,000
May	160,000	168,000	186,500
June	159,900	164,900	178,250
July	150,000	158,900	180,000
August	150,000	154,900	174,900
September	155,000	159,900	179,500
October	152,000	158,000	179,900
November	149,900	150,000	
December	135,000	144,900	

# CONTRACTS WRITTEN ANALYSIS

**HISTORY** >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 11/8/2020**



**SUMMARY** >>

Summary Statistics		October			Year-to-Date		
for Contracts Written		2020	2019	Change	2020	2019	Change
Closed Listings		<b>931</b>	898	3.7%	<b>9,967</b>	9,546	4.4%
Volume (1,000s)		<b>189,578</b>	451,053	-58.0%	<b>1,969,140</b>	2,012,044	-2.1%
Average	Sale Price	<b>203,628</b>	502,286	-59.5%	<b>197,566</b>	210,774	-6.3%
	Days on Market	<b>23</b>	38	-38.8%	<b>31</b>	40	-21.2%
	Percent of Original	<b>98.3%</b>	96.1%	2.2%	<b>97.5%</b>	96.3%	1.3%
Median	Sale Price	<b>175,000</b>	162,500	7.7%	<b>174,900</b>	159,900	9.4%
	Days on Market	<b>7</b>	16	-56.3%	<b>7</b>	14	-50.0%
	Percent of Original	<b>100.0%</b>	98.1%	2.0%	<b>100.0%</b>	98.4%	1.7%

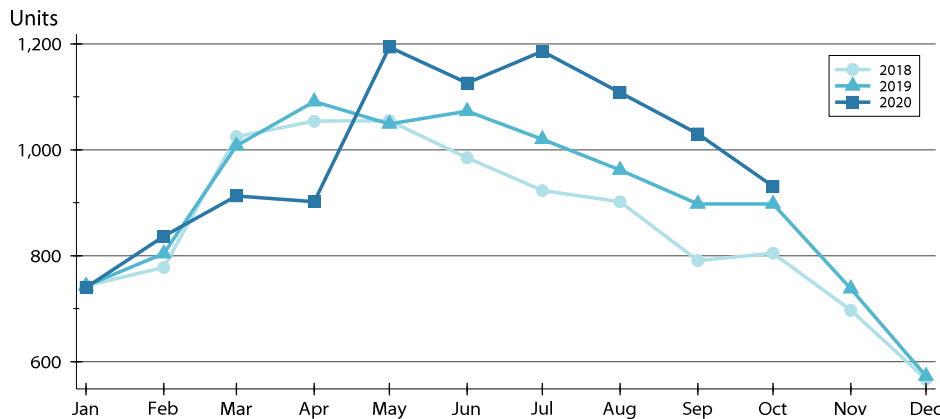
A total of 931 contracts for sale were written in South Central Kansas during the month of October, up from 898 in 2019. The median list price of these homes was \$175,000, up from \$162,500 the prior year.

Half of the homes that went under contract in October were on the market less than 7 days, compared to 16 days in October 2019.

# CONTRACTS WRITTEN ANALYSIS

## BY MONTH >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 11/8/2020**



Month	2018	2019	2020
January	743	743	740
February	778	804	837
March	1,025	1,008	913
April	1,054	1,091	902
May	1,055	1,049	1,194
June	985	1,073	1,126
July	923	1,020	1,186
August	902	962	1,108
September	791	898	1,030
October	805	898	931
November	697	738	
December	567	573	

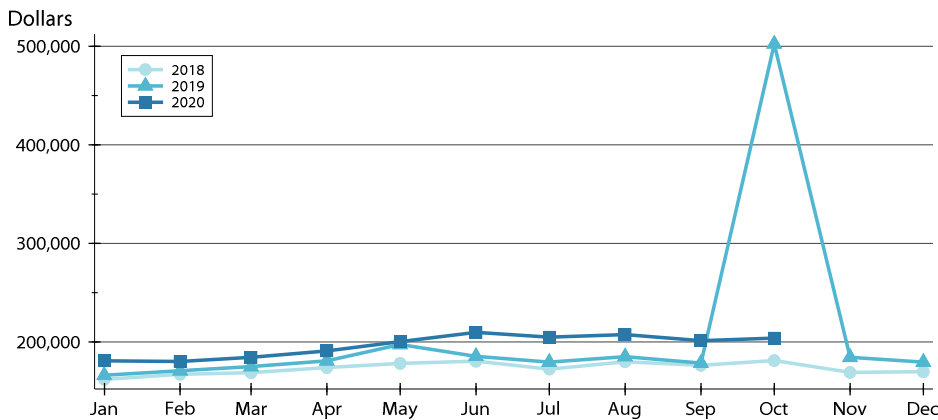
## BY PRICE RANGE >>

Price Range	Contracts Written			List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median
Below \$25,000	7	0.8%	107	15,286	20,000	14	9	88.8%	100.0%
\$25,000-\$49,999	28	3.0%	1,152	41,157	42,000	50	26	92.0%	95.2%
\$50,000-\$99,999	161	17.3%	12,640	78,507	80,000	20	8	96.9%	100.0%
\$100,000-\$124,999	71	7.6%	8,046	113,328	115,000	15	6	98.4%	100.0%
\$125,000-\$149,999	102	11.0%	13,999	137,245	136,750	13	3	99.2%	100.0%
\$150,000-\$174,999	82	8.8%	13,329	162,548	162,750	14	5	98.7%	100.0%
\$175,000-\$199,999	106	11.4%	19,854	187,301	185,000	15	3	99.2%	100.0%
\$200,000-\$249,999	136	14.6%	30,779	226,315	225,620	18	8	98.7%	100.0%
\$250,000-\$299,999	79	8.5%	21,609	273,537	270,000	21	9	98.6%	100.0%
\$300,000-\$399,999	75	8.1%	25,747	343,294	337,586	39	10	99.4%	100.0%
\$400,000-\$499,999	34	3.7%	15,268	449,057	449,000	48	12	99.7%	100.0%
\$500,000-\$749,999	21	2.3%	12,066	574,555	575,000	55	10	98.3%	100.0%
\$750,000-\$999,999	8	0.9%	7,056	882,050	873,750	89	68	94.8%	93.7%
\$1,000,000 and up	3	0.3%	4,260	1,420,000	1,460,000	60	18	95.5%	95.5%
All price ranges	931	100.0%	189,578	203,628	175,000	23	7	98.3%	100.0%

# CONTRACTS WRITTEN ANALYSIS

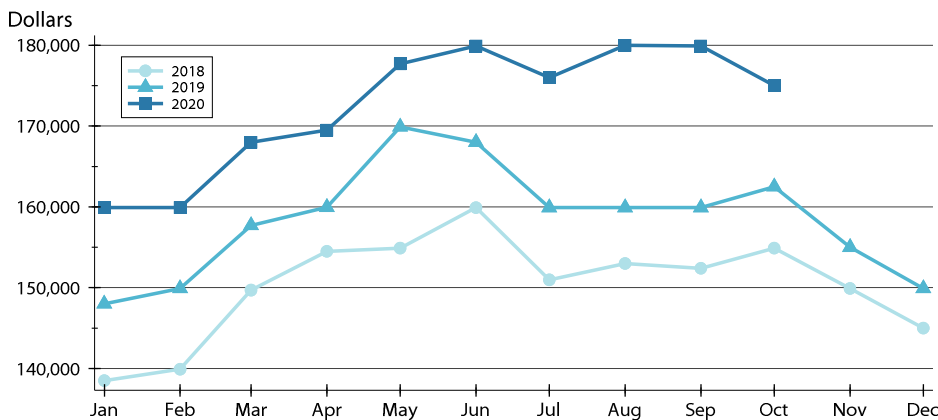
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 11/8/2020**

## AVERAGE PRICE >>



Month	2018	2019	2020
January	161,962	166,076	180,833
February	167,014	170,621	180,015
March	168,727	174,748	184,316
April	173,771	180,553	190,805
May	178,081	197,173	200,317
June	180,310	185,308	209,521
July	172,342	179,344	204,688
August	179,829	185,009	207,475
September	176,152	178,416	201,274
October	180,967	502,286	203,628
November	168,869	184,219	
December	169,644	179,397	

## MEDIAN PRICE >>

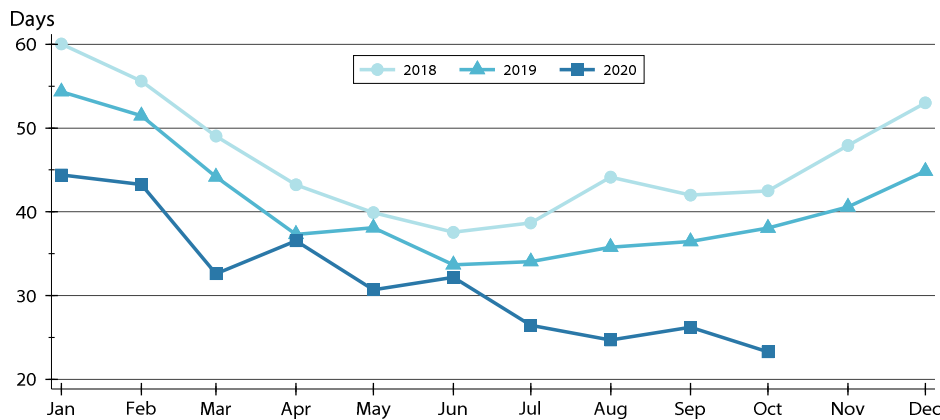


Month	2018	2019	2020
January	138,500	148,000	159,900
February	139,900	149,900	159,900
March	149,700	157,700	168,000
April	154,500	159,950	169,500
May	154,900	169,900	177,700
June	159,900	168,000	179,900
July	150,975	159,900	176,000
August	153,000	159,900	180,000
September	152,400	159,900	179,900
October	154,900	162,500	175,000
November	149,900	155,000	
December	145,000	149,900	

# CONTRACTS WRITTEN ANALYSIS

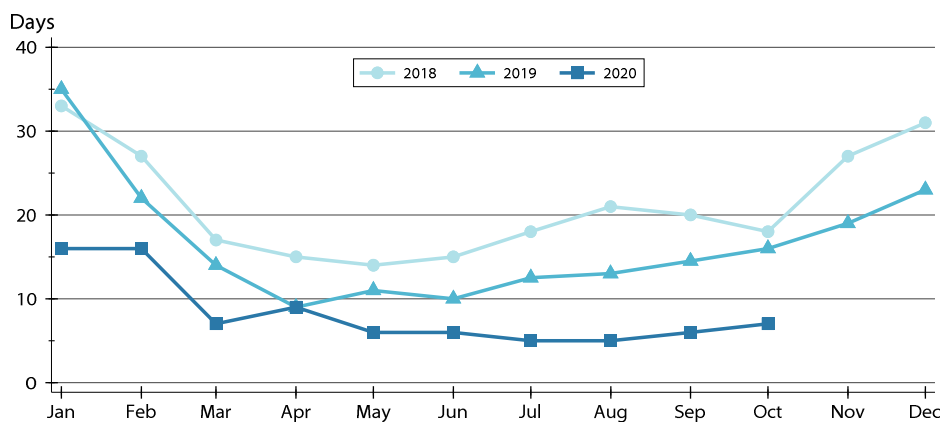
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 11/8/2020**

## AVERAGE DOM >>



Month	2018	2019	2020
January	60	54	44
February	56	51	43
March	49	44	33
April	43	37	37
May	40	38	31
June	38	34	32
July	39	34	26
August	44	36	25
September	42	36	26
October	43	38	23
November	48	41	
December	53	45	

## MEDIAN DOM >>

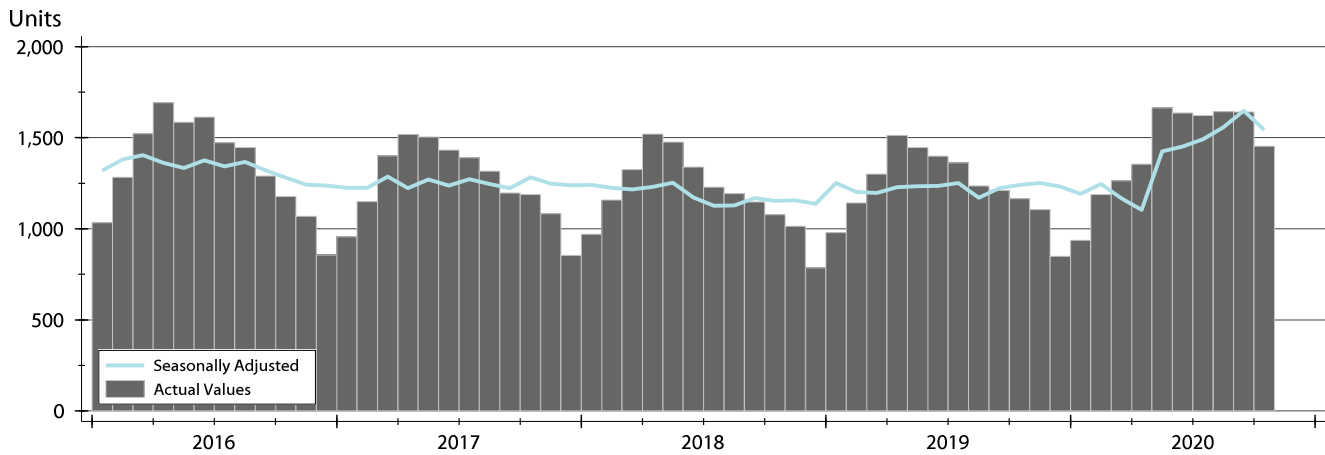


Month	2018	2019	2020
January	33	35	16
February	27	22	16
March	17	14	7
April	15	9	9
May	14	11	6
June	15	10	6
July	18	13	5
August	21	13	5
September	20	15	6
October	18	16	7
November	27	19	
December	31	23	

# PENDING CONTRACTS ANALYSIS

**HISTORY** >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 11/8/2020**



**SUMMARY** >>

Summary Statistics		End of October		
for Active Listings		2020	2019	Change
Active Listings		<b>1,453</b>	1,165	24.7%
Volume (1,000s)		<b>310,881</b>	232,384	33.8%
Average	List Price	<b>213,958</b>	199,471	7.3%
	Days on Market	<b>26</b>	41	-36.7%
	Percent of Original	<b>99.0%</b>	98.0%	0.9%
Median	List Price	<b>185,000</b>	174,900	5.8%
	Days on Market	<b>6</b>	12	-50.0%
	Percent of Original	<b>100.0%</b>	100.0%	0.0%

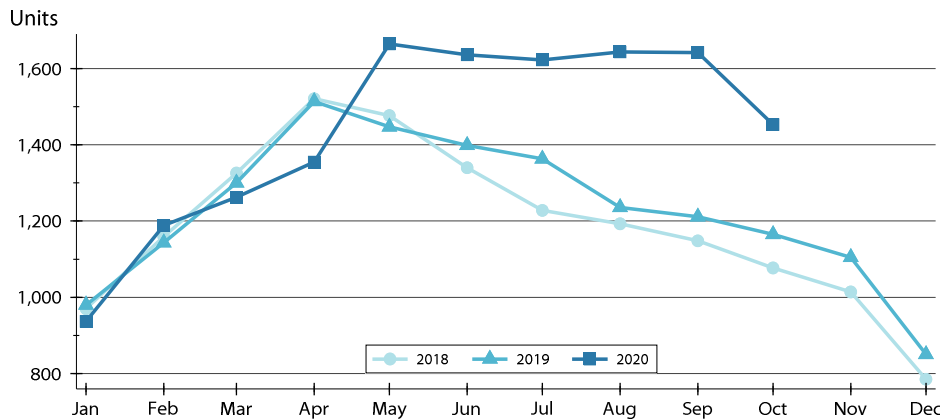
A total of 1,453 listings in South Central Kansas had contracts pending at the end of October, up from 1,165 contracts pending at the end of October 2019.

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 11/8/2020**



Month	2018	2019	2020
January	970	980	937
February	1,159	1,143	1,189
March	1,326	1,300	1,263
April	1,521	1,514	1,355
May	1,477	1,447	1,665
June	1,340	1,399	1,636
July	1,228	1,363	1,623
August	1,193	1,236	1,644
September	1,148	1,211	1,642
October	1,077	1,165	1,453
November	1,014	1,105	-
December	785	850	-

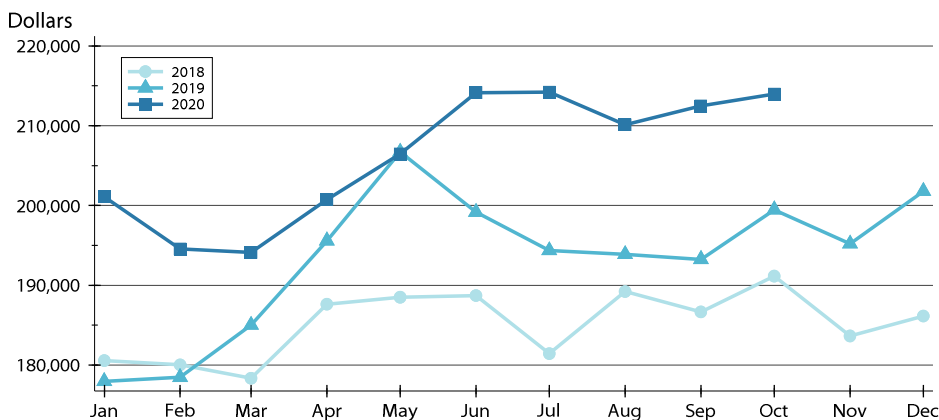
## BY PRICE RANGE >>

Price Range	Contracts Written			List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median
Below \$25,000	8	0.6%	109	13,563	16,500	43	10	97.7%	100.0%
\$25,000-\$49,999	37	2.5%	1,506	40,697	41,500	59	30	97.0%	100.0%
\$50,000-\$99,999	233	16.0%	18,070	77,556	79,000	40	10	97.9%	100.0%
\$100,000-\$124,999	103	7.1%	11,681	113,404	115,000	13	5	99.4%	100.0%
\$125,000-\$149,999	141	9.7%	19,364	137,331	136,500	13	3	99.5%	100.0%
\$150,000-\$174,999	114	7.8%	18,589	163,057	163,950	16	4	99.0%	100.0%
\$175,000-\$199,999	160	11.0%	29,896	186,850	185,000	18	4	98.9%	100.0%
\$200,000-\$249,999	224	15.4%	50,504	225,463	225,000	17	6	99.1%	100.0%
\$250,000-\$299,999	140	9.6%	38,520	275,142	274,450	19	5	99.1%	100.0%
\$300,000-\$399,999	169	11.6%	58,048	343,481	340,000	26	2	100.0%	100.0%
\$400,000-\$499,999	61	4.2%	27,254	446,781	446,574	41	5	99.8%	100.0%
\$500,000-\$749,999	30	2.1%	17,607	586,888	577,000	85	15	98.3%	100.0%
\$750,000-\$999,999	11	0.8%	9,626	875,118	885,000	65	44	94.9%	94.2%
\$1,000,000 and up	4	0.3%	6,258	1,564,375	1,523,750	32	23	98.4%	100.0%
All price ranges	1,453	100.0%	310,881	213,958	185,000	26	6	99.0%	100.0%

# PENDING CONTRACTS ANALYSIS

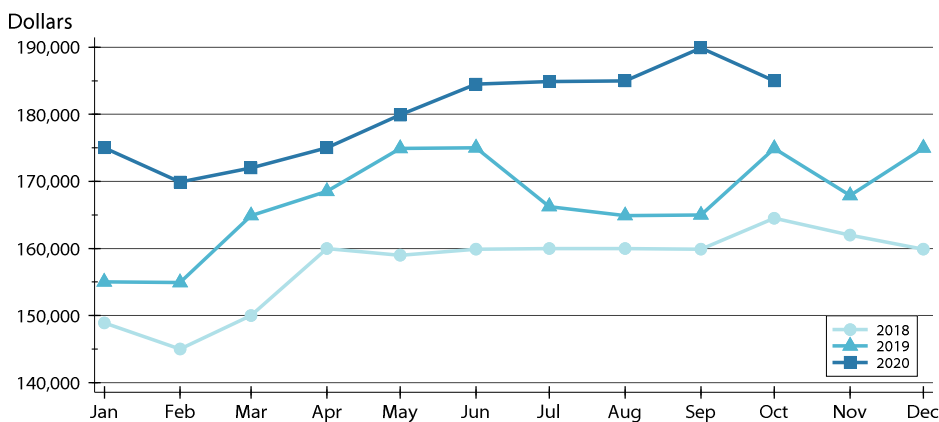
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 11/8/2020**

## AVERAGE PRICE >>



Month	2018	2019	2020
January	180,564	177,966	201,113
February	180,022	178,468	194,555
March	178,347	185,022	194,112
April	187,633	195,583	200,722
May	188,503	206,721	206,461
June	188,722	199,174	214,154
July	181,440	194,369	214,195
August	189,213	193,882	210,126
September	186,663	193,256	212,480
October	191,150	199,471	213,958
November	183,647	195,210	213,958
December	186,152	201,795	213,958

## MEDIAN PRICE >>

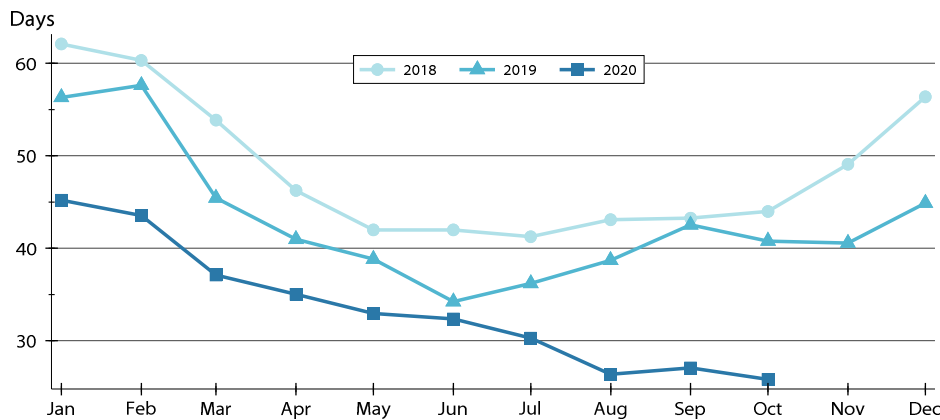


Month	2018	2019	2020
January	148,900	155,000	175,000
February	145,000	154,900	169,900
March	150,000	164,900	172,000
April	160,000	168,500	175,000
May	159,000	174,900	179,900
June	159,900	175,000	184,500
July	160,000	166,250	184,900
August	160,000	164,900	185,000
September	159,900	165,000	189,900
October	164,500	174,900	185,000
November	162,000	167,900	185,000
December	159,900	174,975	185,000

# PENDING CONTRACTS ANALYSIS

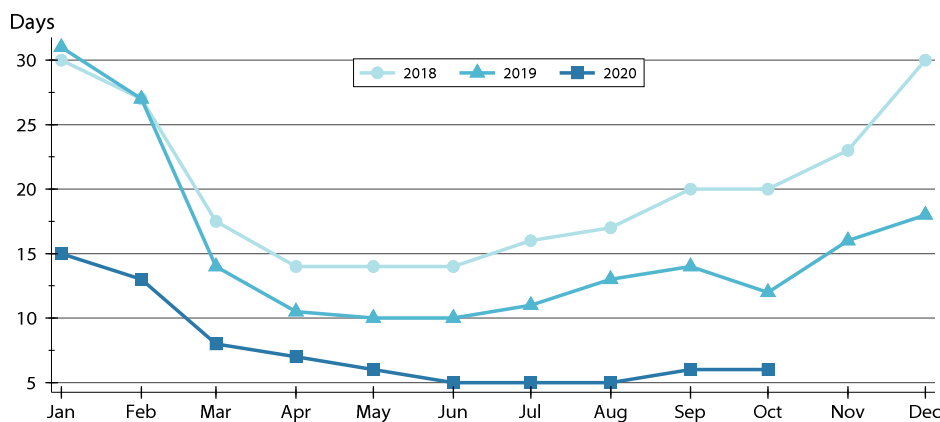
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 11/8/2020**

## AVERAGE DOM >>



Month	2018	2019	2020
January	62	56	45
February	60	58	44
March	54	45	37
April	46	41	35
May	42	39	33
June	42	34	32
July	41	36	30
August	43	39	26
September	43	43	27
October	44	41	26
November	49	41	
December	56	45	

## MEDIAN DOM >>



Month	2018	2019	2020
January	30	31	15
February	27	27	13
March	18	14	8
April	14	11	7
May	14	10	6
June	14	10	5
July	16	11	5
August	17	13	5
September	20	14	6
October	20	12	6
November	23	16	
December	30	18	



South Central Kansas MLS

## South Central Kansas MLS

170 W. Dewey, Wichita, KS 67202

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

December 11, 2020

### South Central Kansas MLS Releases Home Sales Figures for November 2020

Homes sales in South Central Kansas rose by 2.8% in November compared to the prior year. Sales in November 2020 totaled 911 units, up from 886 in 2019.

Among existing homes, 835 units sold in November, an increase of 2.5% from 815 units that sold in 2019. The average sale price of existing homes was \$184,969. This represents an increase of 9.8% from the November 2019 average price of \$168,418.

For new construction, 76 sales occurred in November, up from 71 units the prior year, an increase of 7.0%. The average sale price of new homes in November was \$328,137, up 7.0% from the same period last year.

A total of 852 contracts for sale were written in November 2020, up from 740 in November 2019. This is an increase of 15.1%. 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 1,208 units at the end of November, which is down from 1,953 homes that were on the market at the end of November last year. At the current rate of sales, this figure represents 1.3 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 November**

Total home sales in South Central Kansas rose by 2.8% last month to 911 units, compared to 886 units in November 2019. Total sales volume was \$179.4 million, up 12.8% from a year earlier.

The median sale price in November was \$172,000, up from \$159,950 a year earlier. Homes that sold in November were typically on the market for 6 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 1,208 units, down from 1,953 at the same point in 2019. This represents a 1.3 months' supply of homes available for sale. The median list price of homes on the market at the end of November was \$220,675.

During November, a total of 852 contracts were written up from 740 in November 2019. At the end of the month, there were 1,378 contracts pending, compared to 1,105 at the end of November 2019.

**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		November		
Summary Statistics		2020	2019	Change
Home Sales		<b>911</b>	886	2.8%
Active Listings		<b>1,208</b>	1,953	-38.1%
Months' Supply		<b>1.3</b>	2.2	-41.0%
New Listings		<b>824</b>	861	-4.3%
Contracts Written		<b>852</b>	740	15.1%
Pending Contracts		<b>1,378</b>	1,105	24.7%
Sales Volume (1,000s)		<b>179,387</b>	159,043	12.8%
Average	Sale Price	<b>196,913</b>	179,507	9.7%
	List Price of Actives	<b>276,630</b>	247,242	11.9%
	Days on Market	<b>25</b>	40	-37.8%
	Percent of List	<b>99.0%</b>	98.4%	0.6%
	Percent of Original	<b>98.0%</b>	96.4%	1.7%
Median	Sale Price	<b>172,000</b>	159,950	7.5%
	List Price of Actives	<b>220,675</b>	189,500	16.5%
	Days on Market	<b>6</b>	14	-57.1%
	Percent of List	<b>100.0%</b>	100.0%	0.0%
	Percent of Original	<b>100.0%</b>	98.2%	1.8%

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# THREE-YEAR COMPARISONS

## SUMMARY >>

## BREAKDOWNS BY HOME TYPE ENTIRE MLS SYSTEM AS OF 12/9/2020

November MLS Statistics By Property Type		2020			2019			2018		
		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		<b>911</b>	<b>835</b>	<b>76</b>	886	815	71	784	723	61
Change from prior year		2.8%	2.5%	7.0%	13.0%	12.7%	16.4%	-4.0%	-5.4%	15.1%
Active Listings		<b>1,208</b>	<b>1,017</b>	<b>191</b>	1,953	1,674	279	2,425	2,149	276
Change from prior year		-38.1%	-39.2%	-31.5%	-19.5%	-22.1%	1.1%	-6.2%	-5.6%	-10.1%
Months' Supply		<b>1.3</b>	<b>1.2</b>	<b>2.6</b>	2.2	2.0	4.6	2.8	2.7	4.4
Change from prior year		-41.0%	-41.4%	-42.8%	-21.1%	-24.0%	3.9%	-6.5%	-5.3%	-18.4%
New Listings		<b>824</b>	<b>781</b>	<b>43</b>	861	791	70	920	841	79
Change from prior year		-4.3%	-1.3%	-38.6%	-6.4%	-5.9%	-11.4%	-4.2%	-5.5%	12.9%
Contracts Written		<b>852</b>	<b>806</b>	<b>46</b>	740	677	63	697	646	51
Change from prior year		15.1%	19.1%	-27.0%	6.2%	4.8%	23.5%	-2.1%	-2.0%	-3.8%
Pending Contracts		<b>1,378</b>	<b>1,139</b>	<b>239</b>	1,105	925	180	1,014	850	164
Change from prior year		24.7%	23.1%	32.8%	9.0%	8.8%	9.8%	-6.4%	-6.5%	-5.7%
Sales Volume (1,000s)		<b>179,387</b>	<b>154,449</b>	<b>24,938</b>	159,043	137,260	21,783	135,911	116,350	19,562
Change from prior year		12.8%	12.5%	14.5%	17.0%	18.0%	11.4%	7.9%	7.9%	7.9%
Average	Sale Price	<b>196,913</b>	<b>184,969</b>	<b>328,137</b>	179,507	168,418	306,798	173,356	160,926	320,681
	Change from prior year	9.7%	9.8%	7.0%	3.5%	4.7%	-4.3%	12.5%	14.0%	-6.2%
	List Price of Actives	<b>276,630</b>	<b>265,633</b>	<b>332,188</b>	247,242	231,808	336,414	228,794	216,531	322,188
	Change from prior year	11.9%	14.6%	-1.3%	8.1%	7.1%	4.4%	8.3%	9.9%	2.3%
	Days on Market	<b>25</b>	<b>22</b>	<b>57</b>	40	35	93	42	40	58
	Change from prior year	-37.9%	-38.1%	-38.6%	-5.2%	-13.5%	60.4%	-13.6%	-13.9%	-15.0%
Percent of List	<b>99.0%</b>	<b>98.7%</b>	<b>102.3%</b>	98.4%	98.1%	101.9%	97.4%	97.1%	101.5%	
	Change from prior year	0.6%	0.6%	0.5%	1.0%	1.1%	0.3%	0.3%	0.2%	0.3%
	Percent of Original	<b>98.0%</b>	<b>97.5%</b>	<b>102.7%</b>	96.4%	95.8%	102.4%	95.2%	94.6%	101.8%
Change from prior year	1.7%	1.8%	0.3%	1.2%	1.3%	0.6%	1.1%	1.0%	0.6%	
Median	Sale Price	<b>172,000</b>	<b>161,000</b>	<b>326,373</b>	159,950	153,000	299,225	150,000	140,500	303,825
	Change from prior year	7.5%	5.2%	9.1%	6.6%	8.9%	-1.5%	10.0%	9.1%	0.9%
	List Price of Actives	<b>220,675</b>	<b>184,900</b>	<b>309,295</b>	189,500	165,000	296,072	169,900	152,000	288,047
	Change from prior year	16.5%	12.1%	4.5%	11.5%	8.6%	2.8%	6.9%	8.6%	6.7%
	Days on Market	<b>6</b>	<b>6</b>	<b>1</b>	14	15	1	22	23	0
	Change from prior year	-57.1%	-60.0%	-50.0%	-36.4%	-34.8%	N/A	-18.5%	-17.9%	-100.0%
Percent of List	<b>100.0%</b>	<b>100.0%</b>	<b>100.2%</b>	100.0%	99.5%	100.0%	98.8%	98.3%	100.0%	
Change from prior year	0.0%	0.5%	0.2%	1.2%	1.2%	0.0%	-0.3%	-0.4%	0.0%	
Percent of Original	<b>100.0%</b>	<b>100.0%</b>	<b>101.0%</b>	98.2%	97.8%	100.0%	96.8%	96.6%	100.0%	
Change from prior year	1.8%	2.3%	1.0%	1.4%	1.2%	0.0%	0.1%	0.2%	0.0%	

# YEAR-TO-DATE STATISTICS

## SUMMARY >>

## YTD BREAKDOWNS BY HOME TYPE ENTIRE MLS SYSTEM AS OF 12/9/2020

Year-to-Date Activity		2020			2019			2018		
By Property Type		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		<b>10,360</b>	<b>9,560</b>	<b>800</b>	9,970	9,295	675	9,658	8,970	688
Change from prior year		3.9%	2.9%	18.5%	3.2%	3.6%	-1.9%	0.0%	-0.7%	11.3%
New Listings		<b>11,907</b>	<b>11,075</b>	<b>832</b>	12,563	11,636	927	12,923	12,054	869
Change from prior year		-5.2%	-4.8%	-10.2%	-2.8%	-3.5%	6.7%	-3.0%	-2.4%	-10.9%
Contracts Written		<b>10,828</b>	<b>10,023</b>	<b>805</b>	10,285	9,555	730	9,758	9,071	687
Change from prior year		5.3%	4.9%	10.3%	5.4%	5.3%	6.3%	-1.7%	-1.8%	-0.9%
Sales Volume (1,000s)		<b>1,986,177</b>	<b>1,725,326</b>	<b>260,851</b>	1,733,997	1,517,186	216,811	1,605,594	1,390,093	215,501
Change from prior year		14.5%	13.7%	20.3%	8.0%	9.1%	0.6%	5.1%	3.6%	15.6%
Average	Sale Price	<b>191,716</b>	<b>180,473</b>	<b>326,064</b>	173,922	163,226	321,202	166,245	154,971	313,229
	Change from prior year	10.2%	10.6%	1.5%	4.6%	5.3%	2.5%	5.1%	4.4%	3.9%
	Days on Market	<b>32</b>	<b>31</b>	<b>51</b>	40	38	69	45	42	92
	Change from prior year	-20.3%	-20.1%	-26.0%	-10.7%	-7.9%	-25.8%	-4.8%	-7.2%	7.1%
Median	Percent of List	<b>98.7%</b>	<b>98.5%</b>	<b>101.6%</b>	98.0%	97.6%	102.3%	97.7%	97.4%	101.7%
	Change from prior year	0.8%	0.9%	-0.6%	0.2%	0.2%	0.6%	0.3%	0.3%	0.2%
	Percent of Original	<b>97.4%</b>	<b>97.0%</b>	<b>102.6%</b>	96.2%	95.7%	102.9%	95.8%	95.2%	102.3%
	Change from prior year	1.3%	1.4%	-0.3%	0.4%	0.4%	0.6%	0.6%	0.6%	0.2%
Median	Sale Price	<b>169,900</b>	<b>160,000</b>	<b>297,880</b>	154,500	146,500	285,000	145,000	138,500	280,300
	Change from prior year	10.0%	9.2%	4.5%	6.6%	5.8%	1.7%	4.3%	4.9%	4.9%
	Days on Market	<b>8</b>	<b>8</b>	<b>0</b>	15	15	2	19	19	18
	Change from prior year	-46.7%	-46.7%	-100.0%	-21.1%	-21.1%	-88.9%	-9.5%	-9.5%	0.0%
Median	Percent of List	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	99.7%	99.2%	100.0%	99.1%	98.8%	100.0%
	Change from prior year	0.3%	0.8%	0.0%	0.5%	0.4%	0.0%	0.1%	0.0%	0.0%
	Percent of Original	<b>100.0%</b>	<b>99.5%</b>	<b>100.8%</b>	98.2%	97.8%	100.7%	97.8%	97.4%	100.6%
	Change from prior year	1.8%	1.7%	0.1%	0.5%	0.4%	0.1%	0.3%	0.3%	0.6%



NOVEMBER 2020 >>

# SOUTH CENTRAL KANSAS MLS STATISTICS

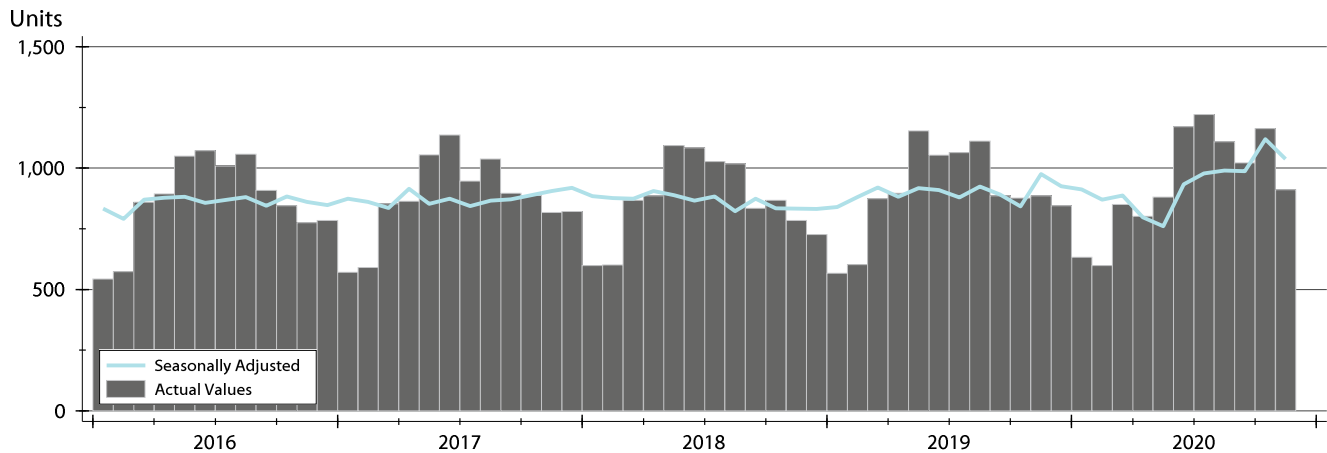


South Central Kansas MLS

## CLOSED LISTINGS ANALYSIS

HISTORY >>

ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 12/9/2020



SUMMARY >>

Summary Statistics for Closed Listings		November			Year-to-Date		
		2020	2019	Change	2020	2019	Change
Closed Listings		911	886	2.8%	10,360	9,970	3.9%
Volume (1,000s)		179,387	159,043	12.8%	1,986,177	1,733,997	14.5%
Average	Sale Price	196,913	179,507	9.7%	191,716	173,922	10.2%
	Days on Market	25	40	-37.9%	32	40	-20.3%
	Percent of List	99.0%	98.4%	0.6%	98.7%	98.0%	0.8%
	Percent of Original	98.0%	96.4%	1.7%	97.4%	96.2%	1.3%
Median	Sale Price	172,000	159,950	7.5%	169,900	154,500	10.0%
	Days on Market	6	14	-57.1%	8	15	-46.7%
	Percent of List	100.0%	100.0%	0.0%	100.0%	99.7%	0.3%
	Percent of Original	100.0%	98.2%	1.8%	100.0%	98.2%	1.8%

A total of 911 homes sold in South Central Kansas in November, up from 886 units in November 2019. Total sales volume rose to \$179.4 million compared to \$159.0 million in the previous year.

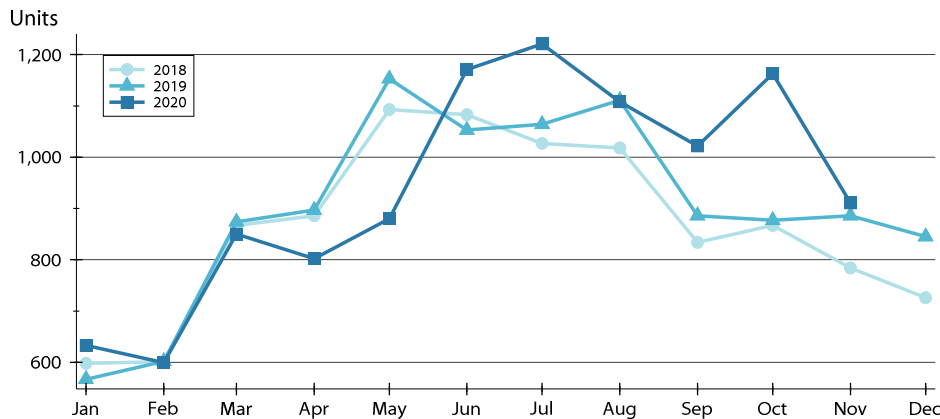
The median sales price in November was \$172,000, up 7.5% compared to the prior year. Median days on market was 6 days, the same as October, and down from 14 in November 2019.



# CLOSED LISTINGS ANALYSIS

## BY MONTH >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 12/9/2020**



Month	2018	2019	2020
January	598	567	633
February	601	602	599
March	867	874	850
April	886	897	802
May	1,093	1,153	880
June	1,083	1,053	1,171
July	1,027	1,064	1,221
August	1,018	1,111	1,108
September	834	886	1,022
October	867	877	1,163
November	784	886	911
December	726	845	

## BY PRICE RANGE >>

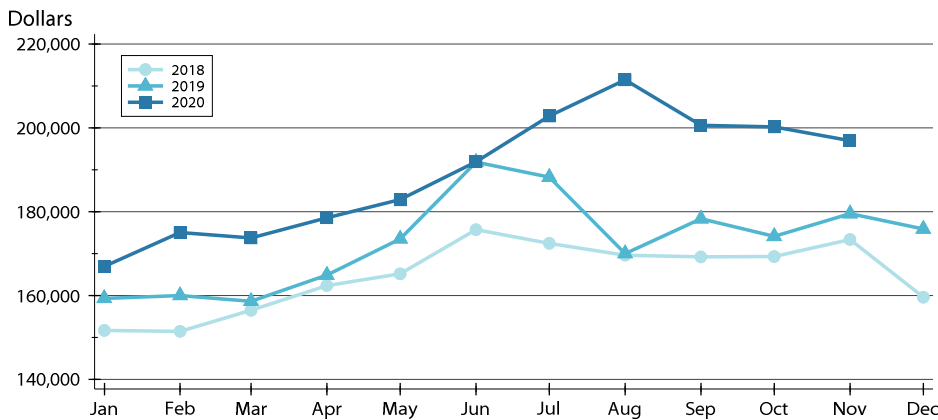
Price Range	Sales			Sale Price		Days on Market		Price as % of List		Price as % of Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median	Average	Median
Below \$25,000	9	1.0%	132	14,666	14,410	17	9	96.2%	100.0%	95.2%	100.0%
\$25,000-\$49,999	51	5.6%	1,873	36,732	37,000	58	30	87.2%	87.5%	83.0%	83.6%
\$50,000-\$99,999	148	16.2%	11,520	77,840	78,600	31	12	97.5%	100.0%	95.4%	97.6%
\$100,000-\$124,999	78	8.6%	8,784	112,619	112,750	12	6	100.2%	100.0%	100.1%	100.0%
\$125,000-\$149,999	90	9.9%	12,342	137,134	137,050	11	3	100.8%	100.0%	100.2%	100.0%
\$150,000-\$174,999	87	9.5%	14,152	162,672	162,500	13	4	100.6%	100.0%	99.7%	100.0%
\$175,000-\$199,999	95	10.4%	17,830	187,687	187,000	14	3	100.2%	100.0%	99.6%	100.0%
\$200,000-\$249,999	130	14.3%	29,021	223,237	224,505	17	7	99.8%	100.0%	98.8%	100.0%
\$250,000-\$299,999	79	8.7%	21,320	269,871	265,000	25	5	99.7%	100.0%	98.7%	100.0%
\$300,000-\$399,999	84	9.2%	28,702	341,689	338,850	39	4	100.4%	100.0%	100.6%	100.0%
\$400,000-\$499,999	35	3.8%	15,602	445,773	448,200	42	10	99.6%	99.4%	99.1%	100.0%
\$500,000-\$749,999	17	1.9%	9,888	581,638	579,000	58	27	99.1%	98.3%	96.9%	98.7%
\$750,000-\$999,999	6	0.7%	5,295	882,552	898,906	59	53	97.1%	97.3%	92.4%	92.9%
\$1,000,000 and up	2	0.2%	2,925	1,462,500	1,462,500	53	53	95.9%	95.9%	93.0%	93.0%
All price ranges	911	100.0%	179,387	196,913	172,000	25	6	99.0%	100.0%	98.0%	100.0%



# CLOSED LISTINGS ANALYSIS

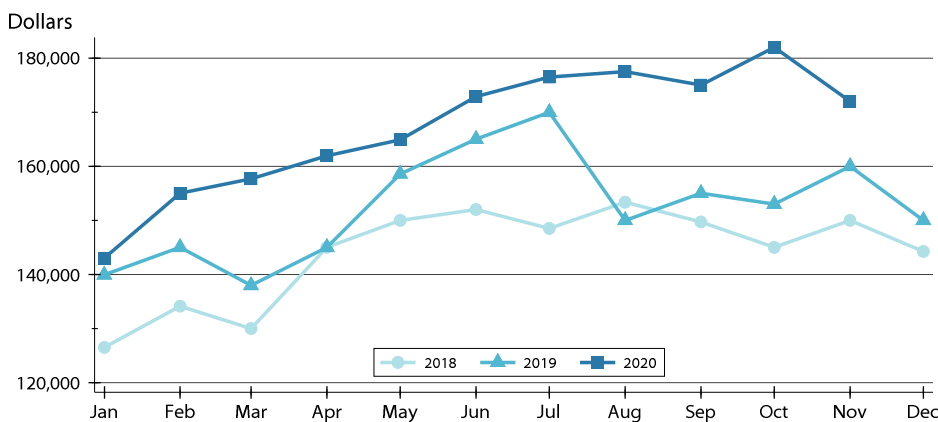
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 12/9/2020**

## AVERAGE PRICE >>



Month	2018	2019	2020
January	151,661	159,319	166,924
February	151,459	159,997	175,005
March	156,465	158,616	173,744
April	162,387	164,845	178,514
May	165,156	173,511	182,842
June	175,695	191,834	191,924
July	172,443	188,219	202,844
August	169,620	170,000	211,453
September	169,187	178,263	200,571
October	169,281	174,082	200,224
November	173,356	179,507	196,913
December	159,588	175,854	

## MEDIAN PRICE >>



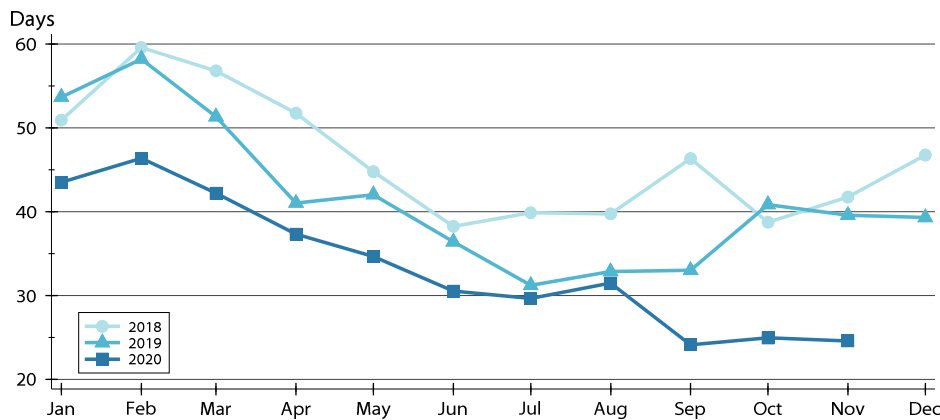
Month	2018	2019	2020
January	126,500	139,900	143,000
February	134,150	145,000	155,000
March	130,000	137,950	157,700
April	145,000	145,000	161,950
May	150,000	158,577	164,900
June	152,000	165,000	172,900
July	148,500	169,950	176,500
August	153,350	150,000	177,500
September	149,700	155,000	175,000
October	145,000	153,000	182,000
November	150,000	159,950	172,000
December	144,250	150,000	



# CLOSED LISTINGS ANALYSIS

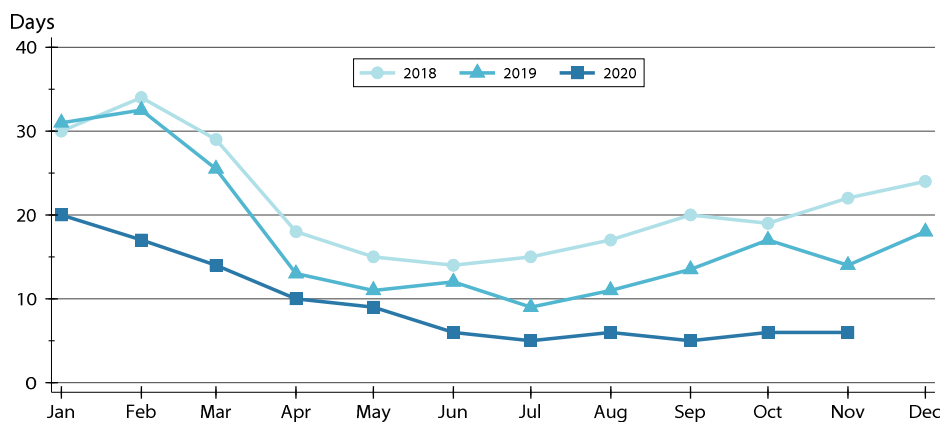
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 12/9/2020**

## AVERAGE DOM >>



Month	2018	2019	2020
January	51	54	43
February	60	58	46
March	57	51	42
April	52	41	37
May	45	42	35
June	38	36	31
July	40	31	30
August	40	33	31
September	46	33	24
October	39	41	25
November	42	40	25
December	47	39	

## MEDIAN DOM >>

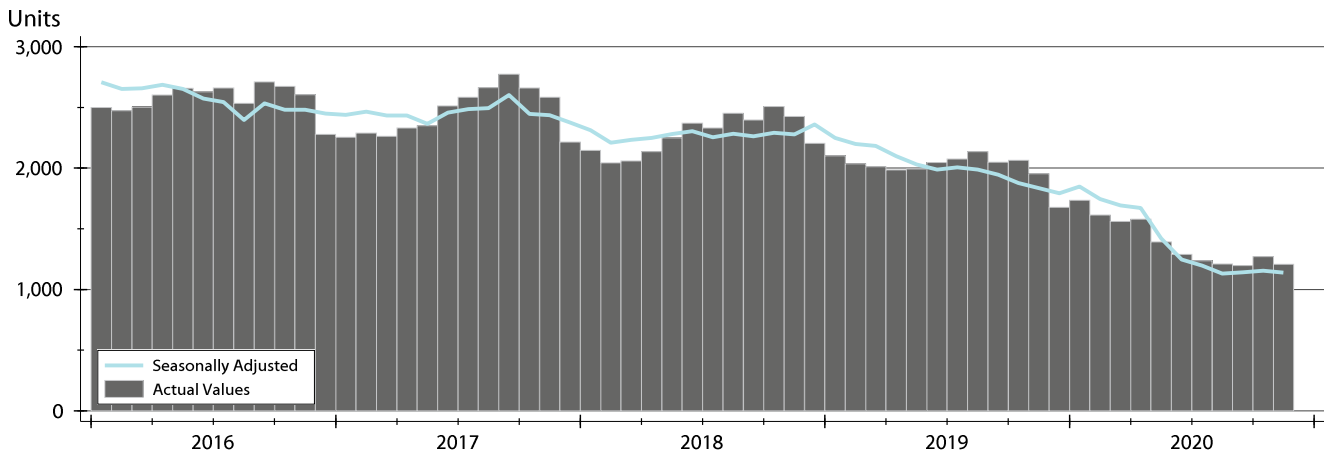


Month	2018	2019	2020
January	30	31	20
February	34	33	17
March	29	26	14
April	18	13	10
May	15	11	9
June	14	12	6
July	15	9	5
August	17	11	6
September	20	14	5
October	19	17	6
November	22	14	6
December	24	18	

# ACTIVE LISTINGS ANALYSIS

HISTORY >>

ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 12/9/2020



SUMMARY >>

Summary Statistics for Active Listings		End of November		
		2020	2019	Change
Active Listings		<b>1,208</b>	1,953	-38.1%
Months' Supply		<b>1.3</b>	2.2	-41.0%
Volume (1,000s)		<b>334,168</b>	482,864	-30.8%
Average	List Price	<b>276,630</b>	247,242	11.9%
	Days on Market	<b>72</b>	93	-22.6%
	Percent of Original	<b>97.8%</b>	97.3%	0.5%
Median	List Price	<b>220,675</b>	189,500	16.5%
	Days on Market	<b>36</b>	55	-34.5%
	Percent of Original	<b>100.0%</b>	100.0%	0.0%

A total of 1,208 homes were available for sale in South Central Kansas at the end of November. This represents a 1.3 months' supply of active listings.

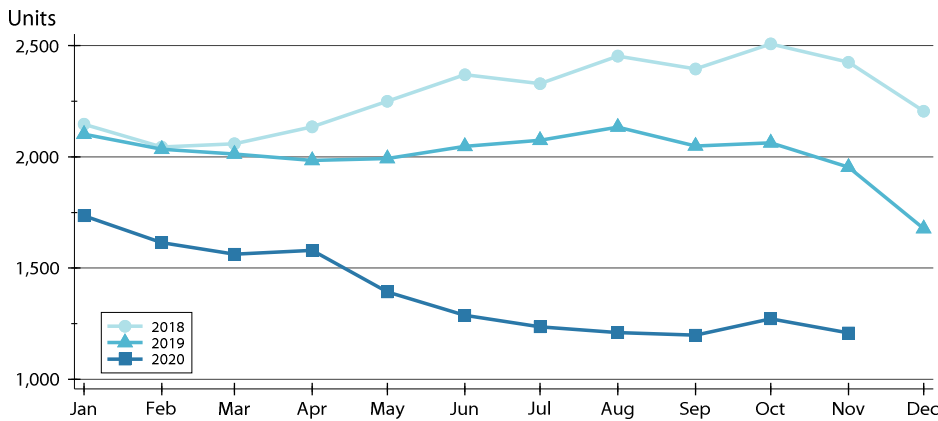
The median list price of homes on the market at the end of November was \$220,675, up 16.5% from 2019. The typical time on market for active listings was 36 days, down from 55 days a year earlier.



# ACTIVE LISTINGS ANALYSIS

## BY MONTH >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 12/9/2020**



Month	2018	2019	2020
January	2,147	2,102	1,735
February	2,044	2,034	1,614
March	2,059	2,012	1,562
April	2,135	1,984	1,579
May	2,250	1,992	1,393
June	2,369	2,047	1,288
July	2,329	2,074	1,236
August	2,453	2,134	1,210
September	2,395	2,049	1,198
October	2,508	2,063	1,271
November	2,425	1,953	1,208
December	2,205	1,677	

## BY PRICE RANGE >>

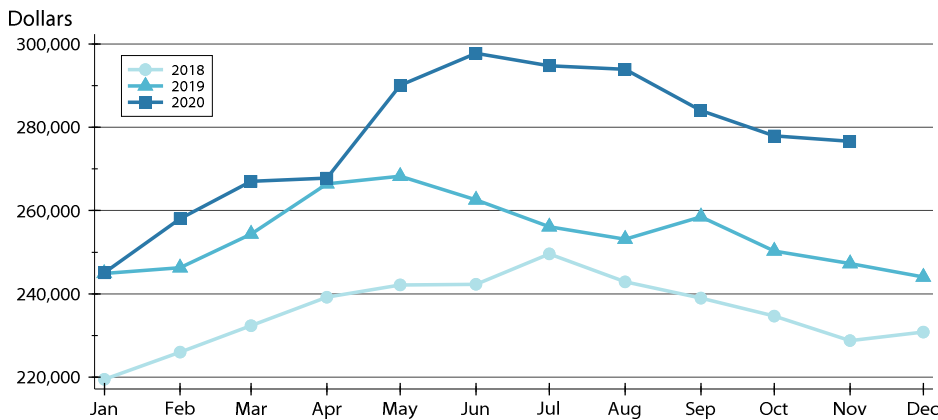
Price Range	Active Listings			Months' Supply	List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume		Average	Median	Average	Median	Average	Median
Below \$25,000	26	2.2%	182	2.9	6,994	1,600	68	33	96.7%	100.0%
\$25,000-\$49,999	59	4.9%	2,155	1.2	36,519	35,000	159	54	93.4%	100.0%
\$50,000-\$99,999	176	14.6%	13,702	1.2	77,854	79,450	66	42	96.4%	100.0%
\$100,000-\$124,999	59	4.9%	6,752	0.8	114,439	115,000	57	41	97.8%	100.0%
\$125,000-\$149,999	57	4.7%	7,671	0.6	134,580	135,000	52	26	97.0%	100.0%
\$150,000-\$174,999	83	6.9%	13,520	1.0	162,892	164,400	56	31	98.2%	100.0%
\$175,000-\$199,999	73	6.0%	13,559	0.8	185,743	184,900	58	24	96.7%	100.0%
\$200,000-\$249,999	139	11.5%	31,661	1.1	227,779	227,500	45	22	98.9%	100.0%
\$250,000-\$299,999	125	10.3%	34,624	1.6	276,991	278,000	51	32	98.6%	100.0%
\$300,000-\$399,999	179	14.8%	62,121	2.1	347,045	347,000	63	39	99.7%	100.0%
\$400,000-\$499,999	83	6.9%	37,022	2.4	446,044	439,500	69	36	99.1%	100.0%
\$500,000-\$749,999	45	3.7%	25,925	2.6	576,114	550,000	89	47	98.6%	100.0%
\$750,000-\$999,999	26	2.2%	22,464	4.3	863,998	877,500	212	112	94.9%	100.0%
\$1,000,000 and up	26	2.2%	48,426	13.0	1,862,535	1,624,500	301	161	95.3%	100.0%
All price ranges	1,208	100.0%	334,168	1.3	276,630	220,675	72	36	97.8%	100.0%



# ACTIVE LISTINGS ANALYSIS

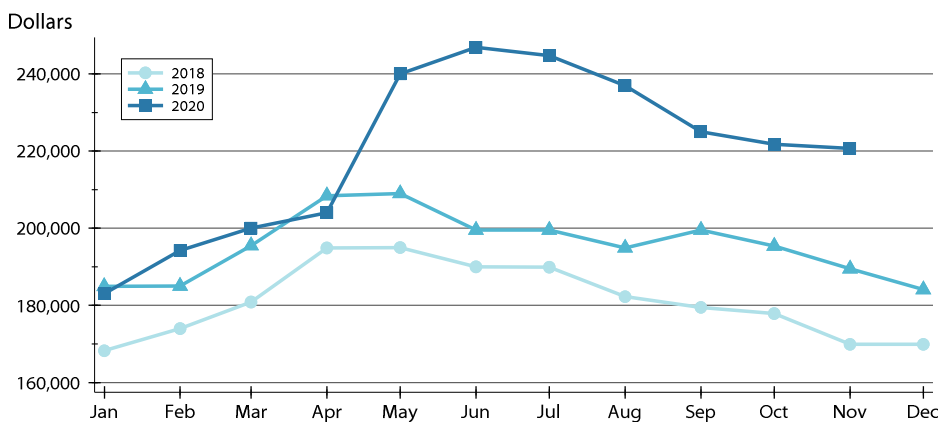
ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 12/9/2020

## AVERAGE PRICE >>



Month	2018	2019	2020
January	219,491	244,933	245,096
February	226,018	246,278	258,022
March	232,365	254,379	267,055
April	239,193	266,443	267,767
May	242,156	268,251	290,053
June	242,311	262,572	297,758
July	249,623	256,102	294,752
August	242,880	253,144	293,894
September	238,982	258,524	283,984
October	234,663	250,301	277,908
November	228,794	247,242	276,630
December	230,828	244,028	

## MEDIAN PRICE >>



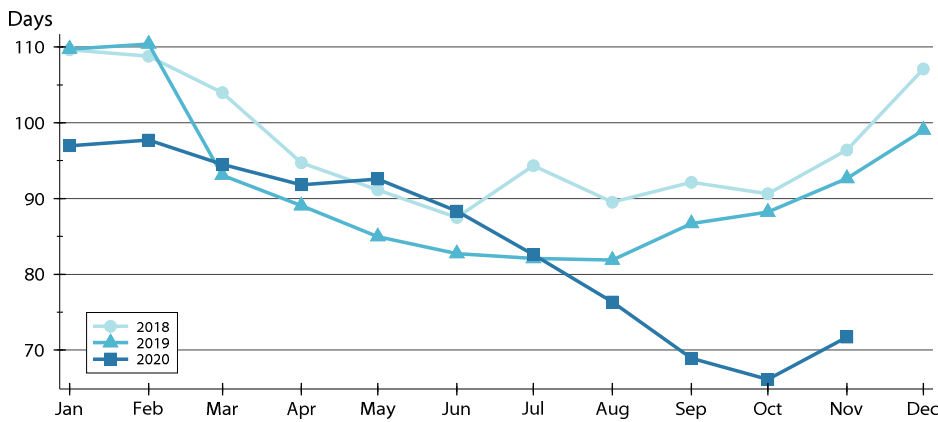
Month	2018	2019	2020
January	168,248	184,900	183,000
February	174,000	185,000	194,200
March	180,867	195,500	200,000
April	194,900	208,443	204,000
May	195,000	209,000	240,000
June	190,000	199,500	246,900
July	189,900	199,500	244,700
August	182,250	194,900	236,900
September	179,500	199,500	225,000
October	177,900	195,370	221,750
November	169,900	189,500	220,675
December	169,900	184,080	



# ACTIVE LISTINGS ANALYSIS

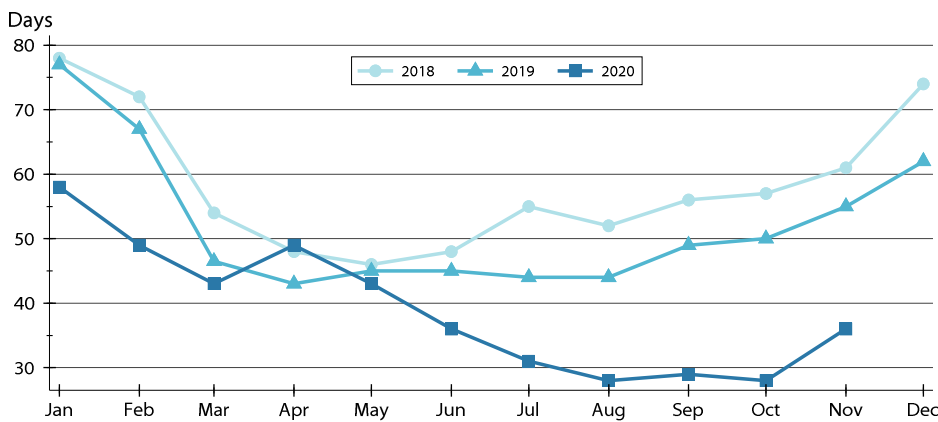
ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 12/9/2020

## AVERAGE DOM >>



Month	2018	2019	2020
January	110	110	97
February	109	110	98
March	104	93	94
April	95	89	92
May	91	85	93
June	87	83	88
July	94	82	83
August	90	82	76
September	92	87	69
October	91	88	66
November	96	93	72
December	107	99	99

## MEDIAN DOM >>

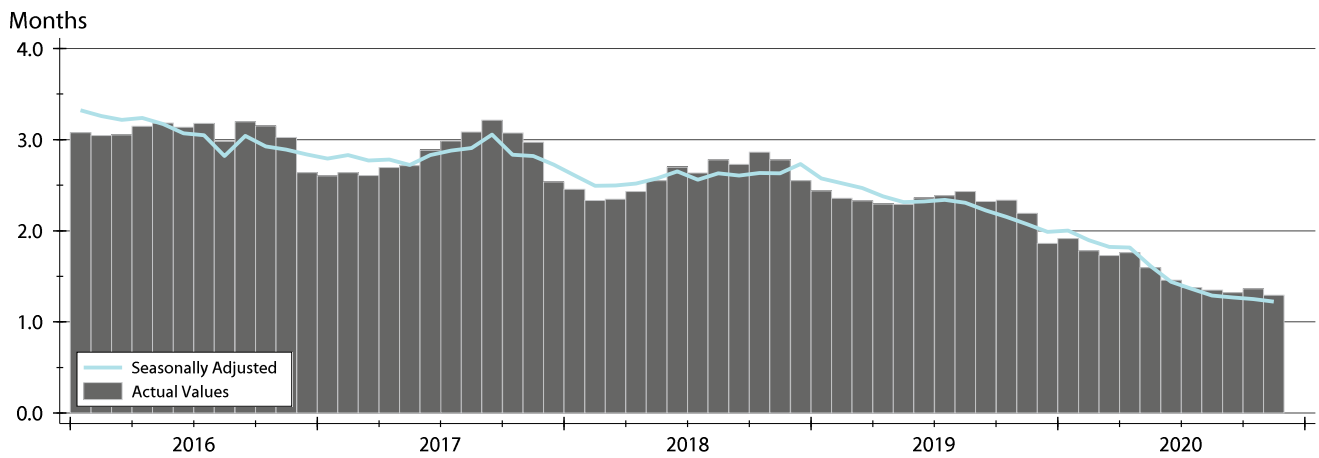


Month	2018	2019	2020
January	78	77	58
February	72	67	49
March	54	47	43
April	48	43	49
May	46	45	43
June	48	45	36
July	55	44	31
August	52	44	28
September	56	49	29
October	57	50	28
November	61	55	36
December	74	62	62

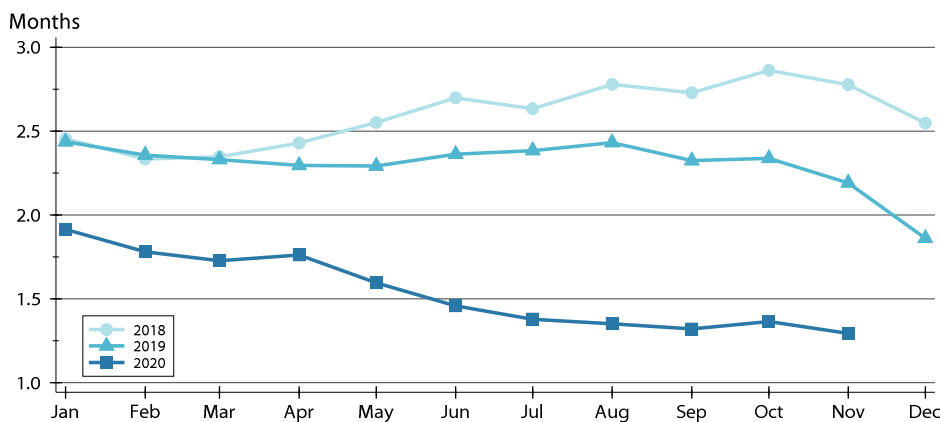
# MONTHS' SUPPLY ANALYSIS

HISTORY >>

ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 12/9/2020



BY MONTH >>

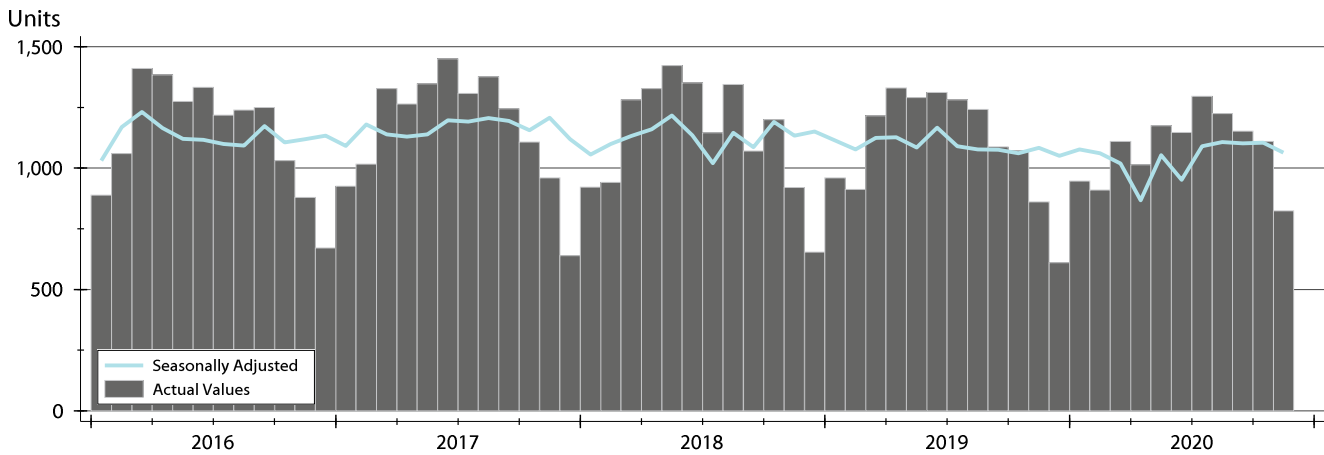


Month	2018	2019	2020
January	2.5	2.4	1.9
February	2.3	2.4	1.8
March	2.3	2.3	1.7
April	2.4	2.3	1.8
May	2.6	2.3	1.6
June	2.7	2.4	1.5
July	2.6	2.4	1.4
August	2.8	2.4	1.3
September	2.7	2.3	1.3
October	2.9	2.3	1.4
November	2.8	2.2	1.3
December	2.5	1.9	1.3

# NEW LISTINGS ANALYSIS

HISTORY >>

ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 12/9/2020



SUMMARY >>

Summary Statistics for New Listings		November		
		2020	2019	Change
Current Month	New Listings	<b>824</b>	861	-4.3%
	Volume (1,000s)	<b>162,772</b>	156,703	3.9%
	Average List Price	<b>197,539</b>	182,001	8.5%
	Median List Price	<b>166,900</b>	150,000	11.3%
YTD	New Listings	<b>11,907</b>	12,563	-5.2%
	Volume (1,000s)	<b>2,411,551</b>	2,690,485	-10.4%
	Average List Price	<b>202,532</b>	214,159	-5.4%
	Median List Price	<b>175,000</b>	159,900	9.4%

A total of 824 new listings were added in South Central Kansas during November, down 4.3% from the same month in 2019. Year-to-date South Central Kansas has seen 11,907 new listings.

The median list price of these homes was \$166,900 up from \$150,000 in 2019.



# NOVEMBER 2020 >>

## SOUTH CENTRAL KANSAS MLS STATISTICS

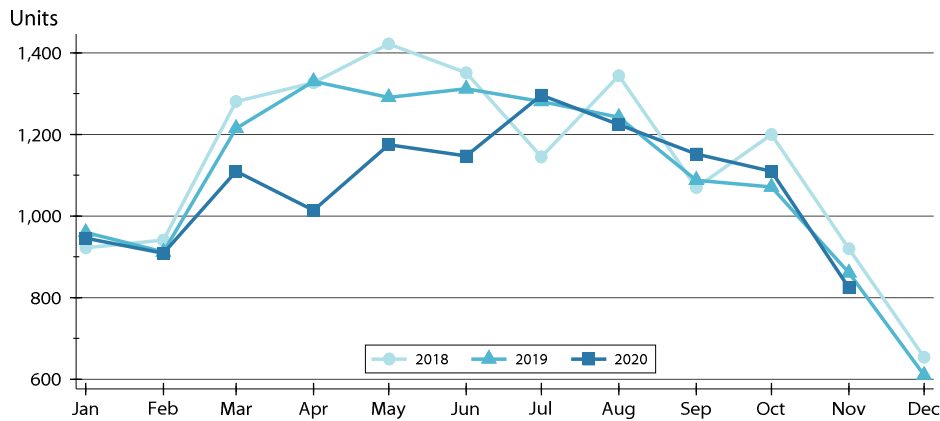


South Central Kansas MLS

### NEW LISTINGS ANALYSIS

#### BY MONTH >>

ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 12/9/2020



Month	2018	2019	2020
January	922	960	946
February	941	912	909
March	1,281	1,215	1,110
April	1,327	1,330	1,014
May	1,422	1,291	1,175
June	1,351	1,312	1,147
July	1,145	1,281	1,296
August	1,344	1,242	1,224
September	1,070	1,088	1,152
October	1,200	1,071	1,110
November	920	861	824
December	654	610	

#### BY PRICE RANGE >>

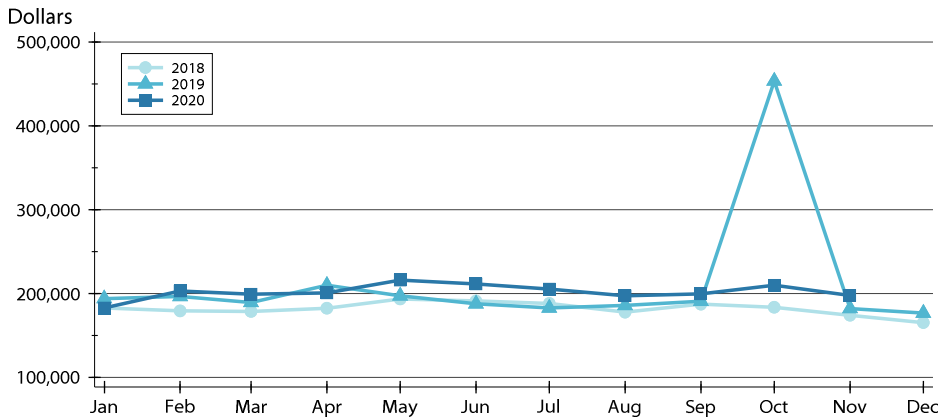
Price Range	New Listings			List Price	
	Number	Percent	Volume	Average	Median
Below \$25,000	23	2.8%	156	6,793	1,150
\$25,000-\$49,999	42	5.1%	1,635	38,918	39,450
\$50,000-\$99,999	119	14.4%	9,535	80,130	85,000
\$100,000-\$124,999	63	7.6%	7,152	113,517	114,900
\$125,000-\$149,999	88	10.7%	11,946	135,747	135,000
\$150,000-\$174,999	89	10.8%	14,521	163,163	164,900
\$175,000-\$199,999	84	10.2%	15,555	185,177	185,000
\$200,000-\$249,999	102	12.4%	22,847	223,994	224,900
\$250,000-\$299,999	61	7.4%	16,846	276,171	277,900
\$300,000-\$399,999	63	7.6%	21,682	344,166	347,000
\$400,000-\$499,999	29	3.5%	12,772	440,419	437,900
\$500,000-\$749,999	13	1.6%	7,473	574,884	565,000
\$750,000-\$999,999	6	0.7%	4,908	817,998	782,750
\$1,000,000 and up	5	0.6%	8,433	1,686,600	1,475,000
All price ranges	824	100.0%	162,772	197,539	166,900



# NEW LISTINGS ANALYSIS

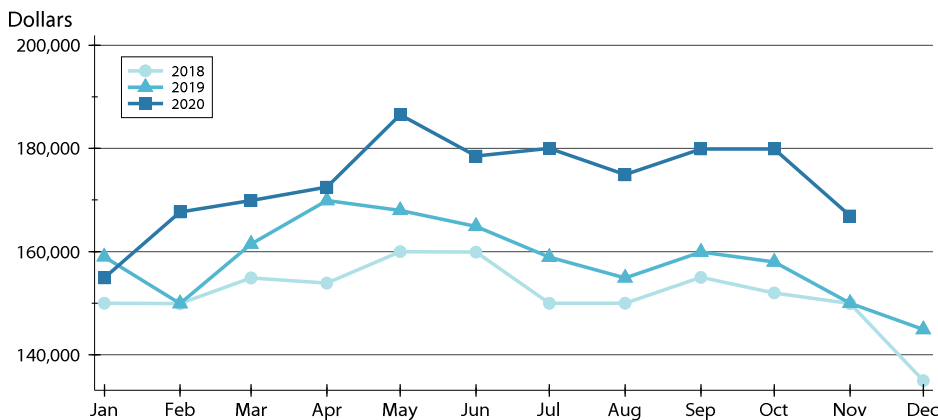
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 12/9/2020**

## AVERAGE PRICE >>



Month	2018	2019	2020
January	182,667	193,909	182,605
February	179,244	196,464	203,109
March	178,570	189,353	199,073
April	182,407	209,800	200,837
May	193,510	197,137	216,063
June	190,985	187,679	211,398
July	188,154	182,659	205,124
August	177,600	185,575	197,243
September	187,139	190,673	199,606
October	183,517	453,409	209,919
November	173,993	182,001	197,539
December	165,287	176,637	

## MEDIAN PRICE >>

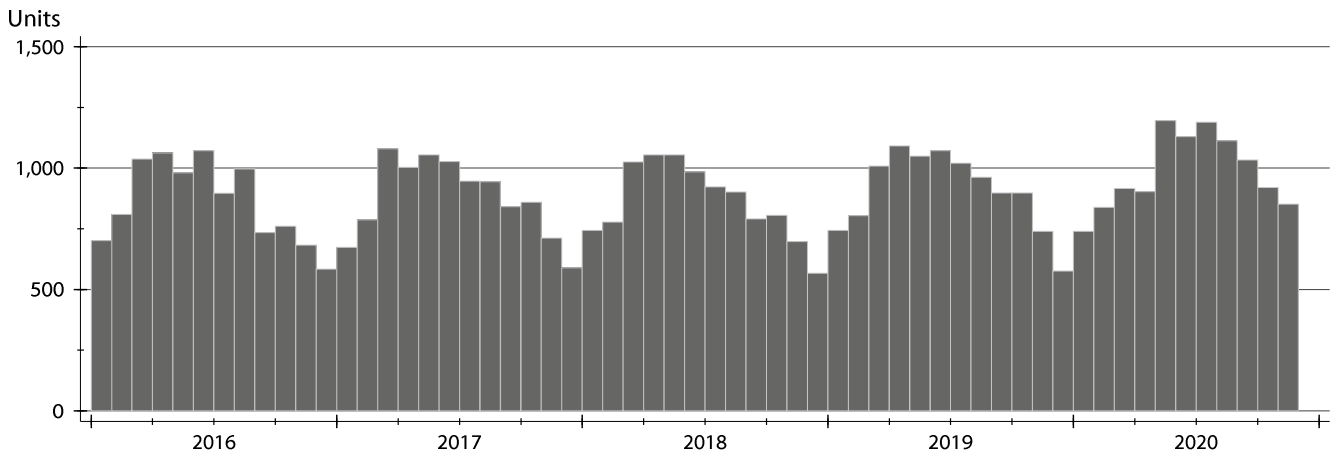


Month	2018	2019	2020
January	150,000	159,000	154,900
February	149,900	149,900	167,700
March	154,900	161,450	169,900
April	153,900	169,900	172,500
May	160,000	168,000	186,500
June	159,900	164,900	178,500
July	150,000	158,900	180,000
August	150,000	154,900	174,900
September	155,000	159,900	179,900
October	152,000	158,000	179,900
November	149,900	150,000	166,900
December	135,000	144,900	

# CONTRACTS WRITTEN ANALYSIS

HISTORY >>

ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 12/9/2020



SUMMARY >>

Summary Statistics		November			Year-to-Date		
for Contracts Written		2020	2019	Change	2020	2019	Change
Closed Listings		<b>852</b>	740	15.1%	<b>10,828</b>	10,285	5.3%
Volume (1,000s)		<b>168,639</b>	136,630	23.4%	<b>2,145,604</b>	2,149,745	-0.2%
Average	Sale Price	<b>197,933</b>	184,636	7.2%	<b>198,153</b>	209,017	-5.2%
	Days on Market	<b>29</b>	40	-28.8%	<b>31</b>	40	-22.0%
	Percent of Original	<b>97.7%</b>	96.0%	1.7%	<b>97.5%</b>	96.3%	1.3%
Median	Sale Price	<b>170,000</b>	155,000	9.7%	<b>174,900</b>	159,900	9.4%
	Days on Market	<b>12</b>	19	-36.8%	<b>7</b>	14	-50.0%
	Percent of Original	<b>100.0%</b>	97.9%	2.2%	<b>100.0%</b>	98.3%	1.7%

A total of 852 contracts for sale were written in South Central Kansas during the month of November, up from 740 in 2019. The median list price of these homes was \$170,000, up from \$155,000 the prior year.

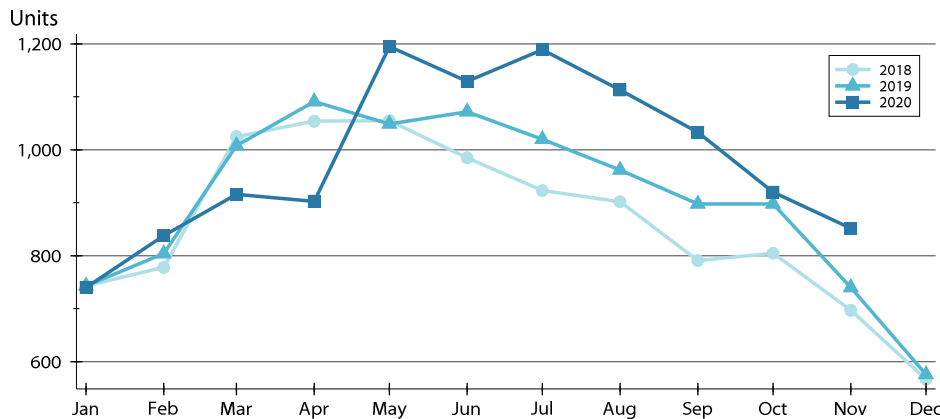
Half of the homes that went under contract in November were on the market less than 12 days, compared to 19 days in November 2019.



# CONTRACTS WRITTEN ANALYSIS

## BY MONTH >>

ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 12/9/2020



Month	2018	2019	2020
January	743	743	740
February	778	804	838
March	1,025	1,008	916
April	1,054	1,091	903
May	1,055	1,049	1,195
June	985	1,072	1,129
July	923	1,020	1,189
August	902	962	1,113
September	791	898	1,033
October	805	898	920
November	697	740	852
December	567	576	-

## BY PRICE RANGE >>

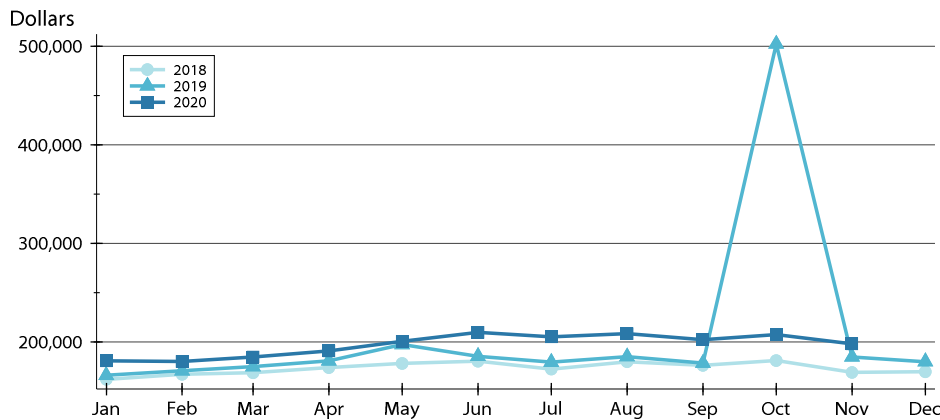
Price Range	Contracts Written			List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median
Below \$25,000	6	0.7%	101	16,750	20,500	13	6	83.7%	100.0%
\$25,000-\$49,999	38	4.5%	1,521	40,038	39,900	33	13	91.9%	100.0%
\$50,000-\$99,999	132	15.5%	10,627	80,509	84,950	32	16	95.4%	100.0%
\$100,000-\$124,999	74	8.7%	8,387	113,339	114,400	20	11	97.6%	100.0%
\$125,000-\$149,999	79	9.3%	10,840	137,212	135,000	19	5	98.8%	100.0%
\$150,000-\$174,999	81	9.5%	13,215	163,153	162,900	16	5	99.0%	100.0%
\$175,000-\$199,999	95	11.2%	17,653	185,820	185,000	21	6	98.7%	100.0%
\$200,000-\$249,999	109	12.8%	24,466	224,461	224,995	22	13	98.6%	100.0%
\$250,000-\$299,999	78	9.2%	21,506	275,722	275,000	32	14	98.3%	100.0%
\$300,000-\$399,999	59	6.9%	20,029	339,466	335,000	49	20	99.3%	100.0%
\$400,000-\$499,999	22	2.6%	9,689	440,407	438,739	55	28	98.0%	100.0%
\$500,000-\$749,999	23	2.7%	13,957	606,830	609,900	82	29	98.6%	100.0%
\$750,000-\$999,999	6	0.7%	4,974	828,983	832,450	28	21	98.1%	100.0%
\$1,000,000 and up	1	0.1%	1,975	1,975,000	1,975,000	31	31	100.0%	100.0%
All price ranges	852	100.0%	168,639	197,933	170,000	29	12	97.7%	100.0%



# CONTRACTS WRITTEN ANALYSIS

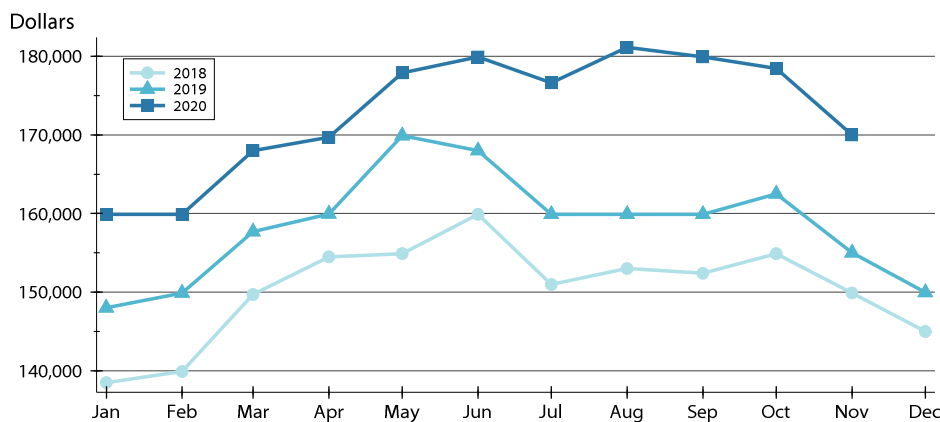
ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 12/9/2020

## AVERAGE PRICE >>



Month	2018	2019	2020
January	161,962	166,076	180,833
February	167,014	170,621	180,114
March	168,727	174,748	184,546
April	173,771	180,553	190,852
May	178,081	197,173	200,367
June	180,310	185,389	209,474
July	172,342	179,344	205,117
August	179,829	185,009	208,375
September	176,152	178,416	201,997
October	180,967	502,286	207,365
November	168,869	184,636	197,933
December	169,644	179,878	

## MEDIAN PRICE >>

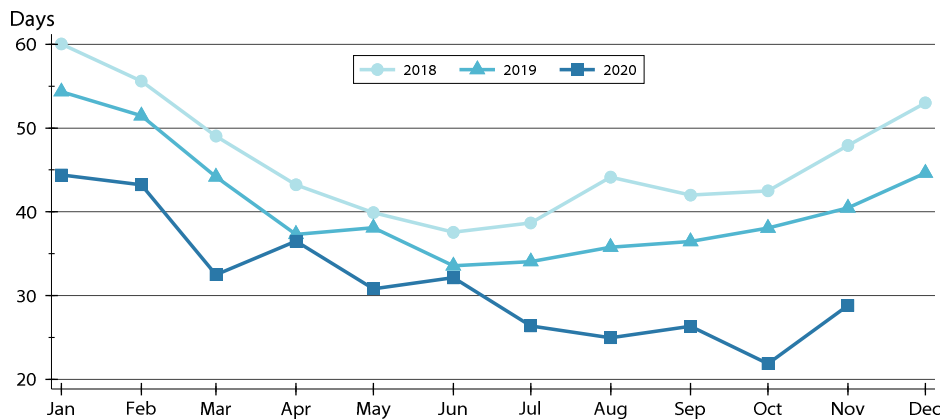


Month	2018	2019	2020
January	138,500	148,000	159,900
February	139,900	149,900	159,900
March	149,700	157,700	168,000
April	154,500	159,950	169,700
May	154,900	169,900	177,900
June	159,900	168,000	179,900
July	150,975	159,900	176,640
August	153,000	159,900	181,150
September	152,400	159,900	179,935
October	154,900	162,500	178,450
November	149,900	155,000	170,000
December	145,000	149,950	

# CONTRACTS WRITTEN ANALYSIS

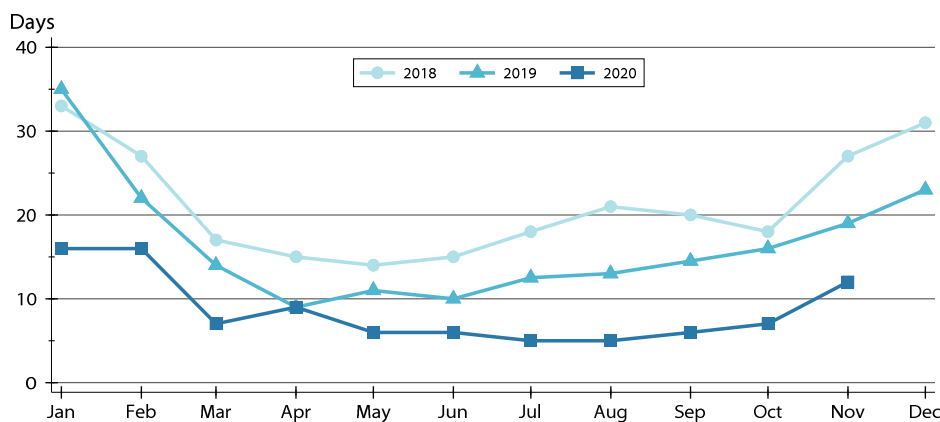
ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 12/9/2020

## AVERAGE DOM >>



Month	2018	2019	2020
January	60	54	44
February	56	51	43
March	49	44	32
April	43	37	36
May	40	38	31
June	38	34	32
July	39	34	26
August	44	36	25
September	42	36	26
October	43	38	22
November	48	40	29
December	53	45	

## MEDIAN DOM >>

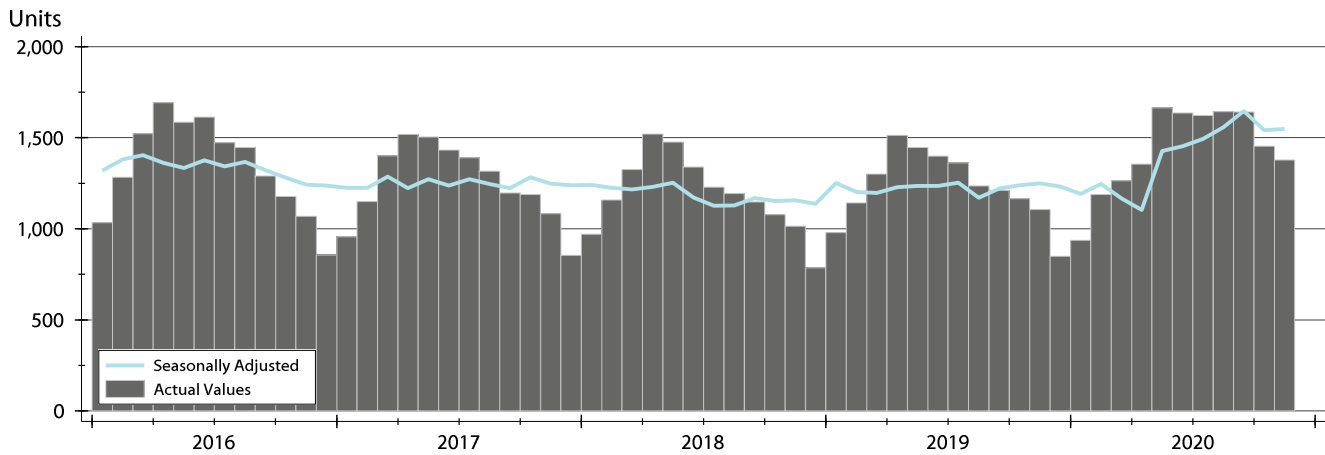


Month	2018	2019	2020
January	33	35	16
February	27	22	16
March	17	14	7
April	15	9	9
May	14	11	6
June	15	10	6
July	18	13	5
August	21	13	5
September	20	15	6
October	18	16	7
November	27	19	12
December	31	23	

# PENDING CONTRACTS ANALYSIS

HISTORY >>

ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 12/9/2020



SUMMARY >>

Summary Statistics		End of November		
for Active Listings		2020	2019	Change
Active Listings		1,378	1,105	24.7%
Volume (1,000s)		302,598	215,707	40.3%
Average	List Price	219,592	195,210	12.5%
	Days on Market	27	41	-34.0%
	Percent of Original	98.8%	97.8%	1.0%
Median	List Price	189,800	167,900	13.0%
	Days on Market	7	16	-56.3%
	Percent of Original	100.0%	100.0%	0.0%

A total of 1,378 listings in South Central Kansas had contracts pending at the end of November, up from 1,105 contracts pending at the end of November 2019.

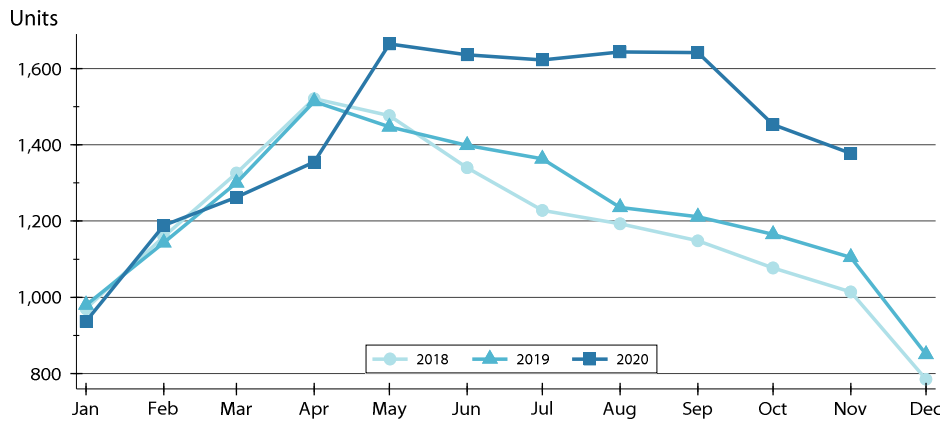
Pending contracts reflect listings with a contract in place at the end of the month. In contrast, contracts written measures the number of listings put under contract during the month.



# PENDING CONTRACTS ANALYSIS

## BY MONTH >>

ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 12/9/2020



Month	2018	2019	2020
January	970	980	937
February	1,159	1,143	1,189
March	1,326	1,300	1,263
April	1,521	1,514	1,355
May	1,477	1,447	1,665
June	1,340	1,399	1,636
July	1,228	1,363	1,623
August	1,193	1,236	1,644
September	1,148	1,211	1,642
October	1,077	1,165	1,453
November	1,014	1,105	1,378
December	785	850	

## BY PRICE RANGE >>

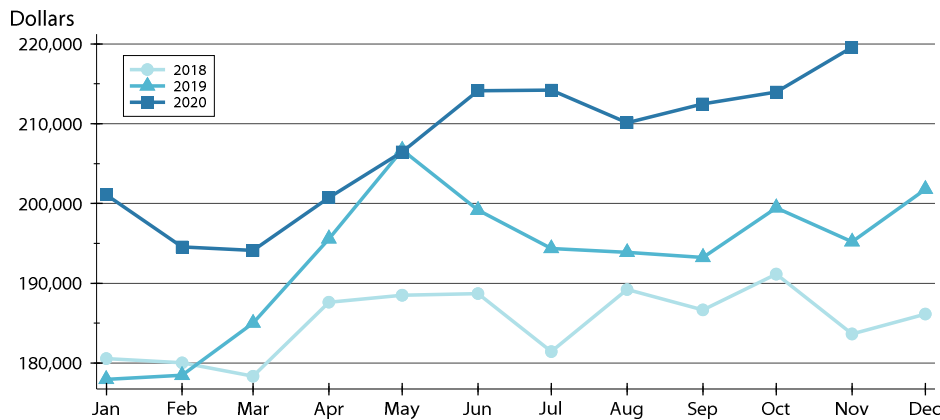
Price Range	Contracts Written			List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median
Below \$25,000	6	0.4%	108	18,000	20,500	19	6	93.8%	100.0%
\$25,000-\$49,999	38	2.8%	1,571	41,343	40,750	37	11	97.2%	100.0%
\$50,000-\$99,999	195	14.2%	15,590	79,951	84,000	40	12	97.6%	100.0%
\$100,000-\$124,999	92	6.7%	10,406	113,104	114,700	17	10	98.3%	100.0%
\$125,000-\$149,999	119	8.6%	16,253	136,580	135,000	18	5	99.4%	100.0%
\$150,000-\$174,999	121	8.8%	19,750	163,223	164,500	15	5	98.8%	100.0%
\$175,000-\$199,999	154	11.2%	28,702	186,376	185,000	22	6	98.9%	100.0%
\$200,000-\$249,999	212	15.4%	47,554	224,309	224,900	19	9	99.1%	100.0%
\$250,000-\$299,999	135	9.8%	37,291	276,229	278,000	25	7	98.9%	100.0%
\$300,000-\$399,999	160	11.6%	54,935	343,346	337,793	23	1	99.7%	100.0%
\$400,000-\$499,999	48	3.5%	21,133	440,261	435,000	33	4	99.5%	100.0%
\$500,000-\$749,999	42	3.0%	25,373	604,117	600,000	94	20	98.4%	100.0%
\$750,000-\$999,999	10	0.7%	8,435	843,519	843,647	33	28	98.1%	100.0%
\$1,000,000 and up	4	0.3%	6,275	1,568,750	1,625,000	49	19	98.9%	100.0%
All price ranges	1,378	100.0%	302,598	219,592	189,800	27	7	98.8%	100.0%



# PENDING CONTRACTS ANALYSIS

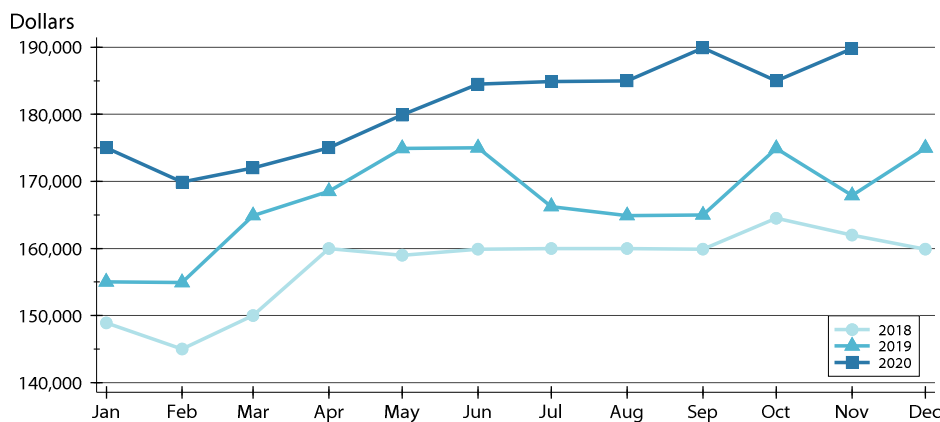
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 12/9/2020**

## AVERAGE PRICE >>



Month	2018	2019	2020
January	180,564	177,966	201,113
February	180,022	178,468	194,555
March	178,347	185,022	194,112
April	187,633	195,583	200,722
May	188,503	206,721	206,461
June	188,722	199,174	214,154
July	181,440	194,369	214,195
August	189,213	193,882	210,126
September	186,663	193,256	212,480
October	191,150	199,471	213,958
November	183,647	195,210	219,592
December	186,152	201,795	

## MEDIAN PRICE >>

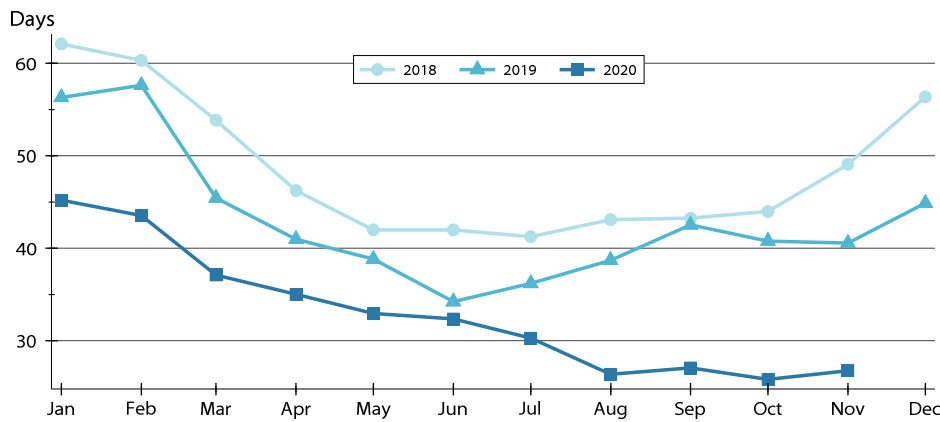


Month	2018	2019	2020
January	148,900	155,000	175,000
February	145,000	154,900	169,900
March	150,000	164,900	172,000
April	160,000	168,500	175,000
May	159,000	174,900	179,900
June	159,900	175,000	184,500
July	160,000	166,250	184,900
August	160,000	164,900	185,000
September	159,900	165,000	189,900
October	164,500	174,900	185,000
November	162,000	167,900	189,800
December	159,900	174,975	

# PENDING CONTRACTS ANALYSIS

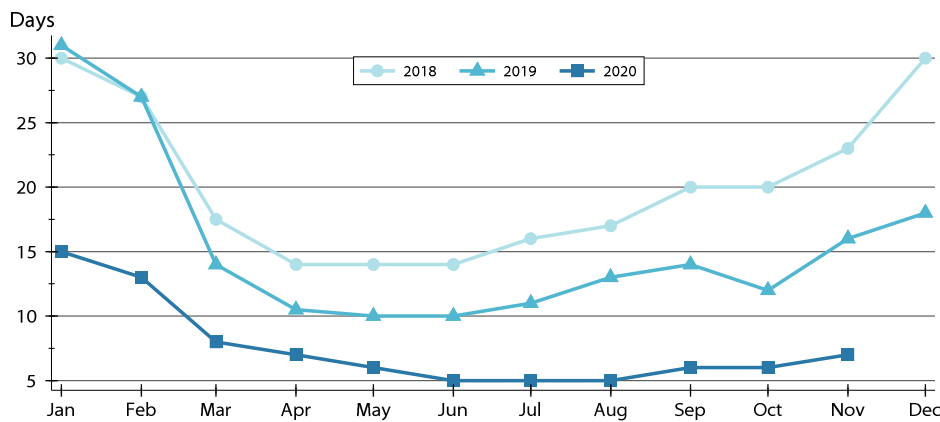
ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 12/9/2020

## AVERAGE DOM >>



Month	2018	2019	2020
January	62	56	45
February	60	58	44
March	54	45	37
April	46	41	35
May	42	39	33
June	42	34	32
July	41	36	30
August	43	39	26
September	43	43	27
October	44	41	26
November	49	41	27
December	56	45	

## MEDIAN DOM >>



Month	2018	2019	2020
January	30	31	15
February	27	27	13
March	18	14	8
April	14	11	7
May	14	10	6
June	14	10	5
July	16	11	5
August	17	13	5
September	20	14	6
October	20	12	6
November	23	16	7
December	30	18	



South Central Kansas MLS

## South Central Kansas MLS

170 W. Dewey, Wichita, KS 67202

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

January 12, 2021

### South Central Kansas MLS Releases Home Sales Figures for December 2020

Homes sales in South Central Kansas rose by 16.5% in December compared to the prior year. Sales in December 2020 totaled 986 units, up from 846 in 2019.

Among existing homes, 892 units sold in December, an increase of 15.4% from 773 units that sold in 2019. The average sale price of existing homes was \$187,936. This represents an increase of 16.3% from the December 2019 average price of \$161,569.

For new construction, 94 sales occurred in December, up from 73 units the prior year, an increase of 28.8%. The average sale price of new homes in December was \$336,657, up 3.3% from the same period last year.

A total of 711 contracts for sale were written in December 2020, up from 583 in December 2019. This is an increase of 22.0%. 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 1,018 units at the end of December, which is down from 1,677 homes that were on the market at the end of December last year. At the current rate of sales, this figure represents 1.1 months' supply of homes on the market.

For questions and/or comments, please contact South Central Kansas MLS President Matt Sikes at [matt@courtleyjacksonco.com](mailto:matt@courtleyjacksonco.com).



## MARKET OVERVIEW >>

### South Central Kansas Home Sales Rose in December

Total home sales in South Central Kansas rose by 16.5% last month to 986 units, compared to 846 units in December 2019. Total sales volume was \$199.3 million, up 34.0% from a year earlier.

The median sale price in December was \$176,750, up from \$150,000 a year earlier. Homes that sold in December 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 December

The total number of active listings in South Central Kansas at the end of December was 1,018 units, down from 1,677 at the same point in 2019. This represents a 1.1 months' supply of homes available for sale. The median list price of homes on the market at the end of December was \$214,950.

During December, a total of 711 contracts were written up from 583 in December 2019. At the end of the month, there were 1,116 contracts pending, compared to 850 at the end of December 2019.

### 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		2020	2019	Change
Home Sales		986	846	16.5%
Active Listings		1,018	1,677	-39.3%
Months' Supply		1.1	1.9	-42.8%
New Listings		674	616	9.4%
Contracts Written		711	583	22.0%
Pending Contracts		1,116	850	31.3%
Sales Volume (1,000s)		199,285	148,682	34.0%
Average	Sale Price	202,114	175,747	15.0%
	List Price of Actives	270,975	244,028	11.0%
	Days on Market	24	39	-38.4%
	Percent of List	98.1%	97.8%	0.4%
	Percent of Original	96.9%	95.6%	1.4%
Median	Sale Price	176,750	150,000	17.8%
	List Price of Actives	214,950	184,080	16.8%
	Days on Market	9	18	-52.8%
	Percent of List	100.0%	99.5%	0.5%
	Percent of Original	99.5%	97.6%	2.0%

## 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 1/9/2021**

December MLS Statistics		2020			2019			2018			
By Property Type		Total	Existing	New	Total	Existing	New	Total	Existing	New	
Home Sales		<b>986</b>	<b>892</b>	<b>94</b>	846	773	73	726	671	55	
	Change from prior year	16.5%	15.4%	28.8%	16.5%	15.2%	32.7%	-11.6%	-11.6%	-11.3%	
Active Listings		<b>1,018</b>	<b>828</b>	<b>190</b>	1,677	1,420	257	2,205	1,918	287	
	Change from prior year	-39.3%	-41.7%	-26.1%	-23.9%	-26.0%	-10.5%	-0.4%	-0.3%	-1.0%	
Months' Supply		<b>1.1</b>	<b>0.9</b>	<b>2.5</b>	1.9	1.7	4.1	2.5	2.4	4.6	
	Change from prior year	-42.8%	-44.3%	-40.1%	-27.0%	-29.1%	-11.1%	0.5%	1.3%	-9.4%	
New Listings		<b>674</b>	<b>615</b>	<b>59</b>	616	558	58	654	582	72	
	Change from prior year	9.4%	10.2%	1.7%	-5.8%	-4.1%	-19.4%	2.3%	-0.3%	30.9%	
Contracts Written		<b>711</b>	<b>663</b>	<b>48</b>	583	526	57	567	527	40	
	Change from prior year	22.0%	26.0%	-15.8%	2.8%	-0.2%	42.5%	-3.7%	-3.5%	-7.0%	
Pending Contracts		<b>1,116</b>	<b>873</b>	<b>243</b>	850	676	174	785	650	135	
	Change from prior year	31.3%	29.1%	39.7%	8.3%	4.0%	28.9%	-8.2%	-8.2%	-8.2%	
Sales Volume (1,000s)		<b>199,285</b>	<b>167,639</b>	<b>31,646</b>	148,682	124,892	23,789	115,861	98,456	17,405	
	Change from prior year	34.0%	34.2%	33.0%	28.3%	26.9%	36.7%	-6.4%	-6.9%	-3.5%	
Average	Sale Price	<b>202,114</b>	<b>187,936</b>	<b>336,657</b>	175,747	161,569	325,878	159,588	146,730	316,448	
		Change from prior year	15.0%	16.3%	3.3%	10.1%	10.1%	3.0%	5.8%	5.3%	8.8%
	List Price of Actives	<b>270,975</b>	<b>256,392</b>	<b>333,759</b>	244,028	227,429	335,227	230,828	216,775	324,154	
		Change from prior year	11.0%	12.7%	-0.4%	5.7%	4.9%	3.4%	9.4%	11.4%	1.7%
	Days on Market	<b>24</b>	<b>25</b>	<b>20</b>	39	37	61	47	46	55	
		Change from prior year	-38.3%	-33.8%	-66.5%	-16.0%	-19.2%	10.4%	1.2%	-2.2%	55.2%
Percent of List		<b>98.1%</b>	<b>97.7%</b>	<b>101.7%</b>	97.8%	97.4%	101.5%	97.8%	97.3%	103.4%	
		Change from prior year	0.4%	0.3%	0.2%	-0.1%	0.0%	-1.9%	0.9%	0.8%	1.9%
	Percent of Original	<b>96.9%</b>	<b>96.3%</b>	<b>102.3%</b>	95.6%	95.0%	101.5%	95.3%	94.5%	104.2%	
	Change from prior year	1.4%	1.4%	0.8%	0.3%	0.5%	-2.6%	1.2%	1.1%	2.7%	
Median	Sale Price	<b>176,750</b>	<b>165,000</b>	<b>319,840</b>	150,000	143,000	315,000	144,250	132,000	288,900	
		Change from prior year	17.8%	15.4%	1.5%	4.0%	8.3%	9.0%	11.0%	7.8%	6.3%
	List Price of Actives	<b>214,950</b>	<b>177,175</b>	<b>308,693</b>	184,080	159,900	293,999	169,900	149,900	289,900	
		Change from prior year	16.8%	10.8%	5.0%	8.3%	6.7%	1.4%	6.9%	9.4%	2.7%
	Days on Market	<b>9</b>	<b>10</b>	<b>0</b>	18	19	1	24	25	0	
		Change from prior year	-52.8%	-47.4%	-100.0%	-25.0%	-24.0%	N/A	-17.2%	-16.7%	N/A
Percent of List	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	99.5%	98.9%	100.0%	98.8%	98.4%	100.0%		
	Change from prior year	0.5%	1.1%	0.0%	0.7%	0.5%	0.0%	-0.2%	0.1%	0.0%	
Percent of Original	<b>99.5%</b>	<b>98.6%</b>	<b>100.3%</b>	97.6%	97.1%	100.0%	97.0%	96.2%	100.7%		
	Change from prior year	2.0%	1.6%	0.3%	0.6%	0.9%	-0.7%	0.2%	0.1%	0.7%	

# YEAR-TO-DATE STATISTICS

## SUMMARY >>

### YTD BREAKDOWNS BY HOME TYPE ENTIRE MLS SYSTEM AS OF 1/9/2021

Year-to-Date Activity		2020			2019			2018		
By Property Type		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		<b>11,477</b>	<b>10,554</b>	<b>923</b>	10,822	10,074	748	10,384	9,641	743
Change from prior year		6.1%	4.8%	23.4%	4.2%	4.5%	0.7%	-0.9%	-1.6%	9.3%
New Listings		<b>12,779</b>	<b>11,813</b>	<b>966</b>	13,195	12,200	995	13,578	12,637	941
Change from prior year		-3.2%	-3.2%	-2.9%	-2.8%	-3.5%	5.7%	-2.8%	-2.3%	-8.6%
Contracts Written		<b>11,701</b>	<b>10,790</b>	<b>911</b>	10,884	10,088	796	10,325	9,598	727
Change from prior year		7.5%	7.0%	14.4%	5.4%	5.1%	9.5%	-1.8%	-1.9%	-1.2%
Sales Volume (1,000s)		<b>2,213,827</b>	<b>1,909,246</b>	<b>304,581</b>	1,883,159	1,642,558	240,600	1,721,455	1,488,549	232,906
Change from prior year		17.6%	16.2%	26.6%	9.4%	10.3%	3.3%	4.2%	2.9%	14.0%
Average	Sale Price	<b>192,892</b>	<b>180,903</b>	<b>329,990</b>	174,012	163,049	321,658	165,780	154,398	313,467
	Change from prior year	10.9%	10.9%	2.6%	5.0%	5.6%	2.6%	5.2%	4.5%	4.3%
	Days on Market	<b>31</b>	<b>30</b>	<b>46</b>	40	38	68	45	42	90
	Change from prior year	-22.6%	-21.9%	-32.0%	-11.1%	-8.7%	-24.3%	-4.4%	-6.9%	9.8%
Median	Percent of List	<b>98.7%</b>	<b>98.4%</b>	<b>101.6%</b>	97.9%	97.6%	102.2%	97.7%	97.4%	101.8%
	Change from prior year	0.8%	0.8%	-0.6%	0.2%	0.2%	0.4%	0.4%	0.3%	0.3%
	Percent of Original	<b>97.4%</b>	<b>96.9%</b>	<b>102.5%</b>	96.1%	95.6%	102.8%	95.7%	95.2%	102.4%
	Change from prior year	1.3%	1.4%	-0.3%	0.4%	0.5%	0.3%	0.7%	0.6%	0.4%
Median	Sale Price	<b>170,000</b>	<b>160,000</b>	<b>299,925</b>	154,000	145,500	285,352	145,000	138,000	280,750
	Change from prior year	10.4%	10.0%	5.1%	6.2%	5.4%	1.6%	5.1%	5.3%	4.9%
	Days on Market	<b>7</b>	<b>8</b>	<b>0</b>	15	15	1	20	20	12
	Change from prior year	-53.3%	-46.7%	-100.0%	-25.0%	-25.0%	-91.7%	-9.1%	-9.1%	-22.6%
Median	Percent of List	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	99.6%	99.2%	100.0%	99.1%	98.8%	100.0%
	Change from prior year	0.4%	0.8%	0.0%	0.5%	0.4%	0.0%	0.0%	0.0%	0.0%
	Percent of Original	<b>100.0%</b>	<b>99.5%</b>	<b>100.6%</b>	98.2%	97.8%	100.6%	97.7%	97.3%	100.6%
	Change from prior year	1.8%	1.7%	0.0%	0.5%	0.4%	0.0%	0.3%	0.3%	0.6%



DECEMBER 2020 >>

# SOUTH CENTRAL KANSAS MLS STATISTICS

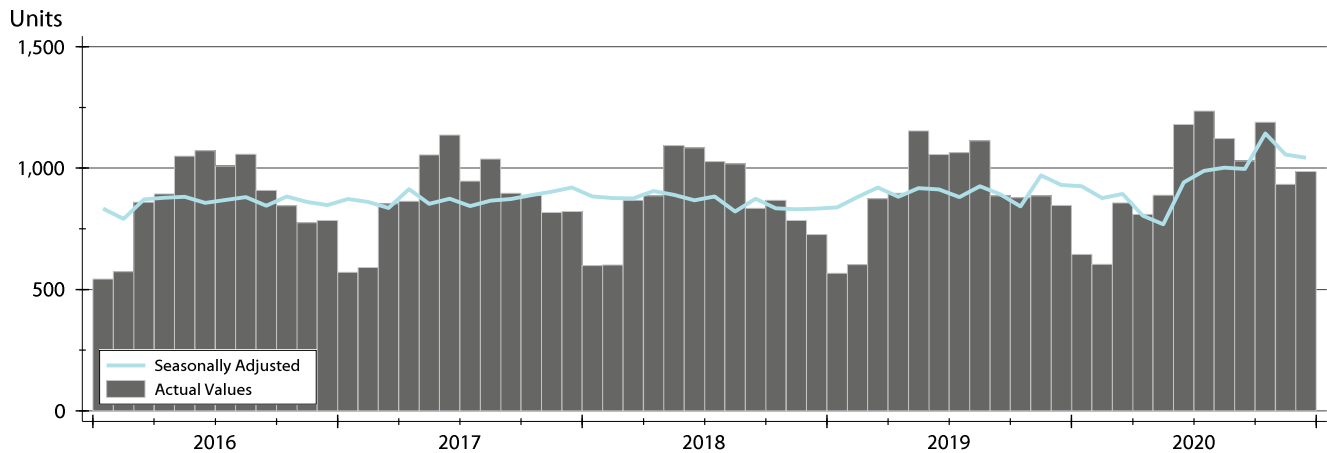


South Central Kansas MLS

## CLOSED LISTINGS ANALYSIS

HISTORY >>

ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 1/9/2021



SUMMARY >>

Summary Statistics for Closed Listings		December			Year-to-Date		
		2020	2019	Change	2020	2019	Change
Closed Listings		<b>986</b>	846	16.5%	<b>11,477</b>	10,822	6.1%
Volume (1,000s)		<b>199,285</b>	148,682	34.0%	<b>2,213,827</b>	1,883,159	17.6%
Average	Sale Price	<b>202,114</b>	175,747	15.0%	<b>192,892</b>	174,012	10.9%
	Days on Market	<b>24</b>	39	-38.3%	<b>31</b>	40	-22.6%
	Percent of List	<b>98.1%</b>	97.8%	0.4%	<b>98.7%</b>	97.9%	0.8%
	Percent of Original	<b>96.9%</b>	95.6%	1.4%	<b>97.4%</b>	96.1%	1.3%
Median	Sale Price	<b>176,750</b>	150,000	17.8%	<b>170,000</b>	154,000	10.4%
	Days on Market	<b>9</b>	18	-52.8%	<b>7</b>	15	-53.3%
	Percent of List	<b>100.0%</b>	99.5%	0.5%	<b>100.0%</b>	99.6%	0.4%
	Percent of Original	<b>99.5%</b>	97.6%	2.0%	<b>100.0%</b>	98.2%	1.8%

A total of 986 homes sold in South Central Kansas in December, up from 846 units in December 2019. Total sales volume rose to \$199.3 million compared to \$148.7 million in the previous year.

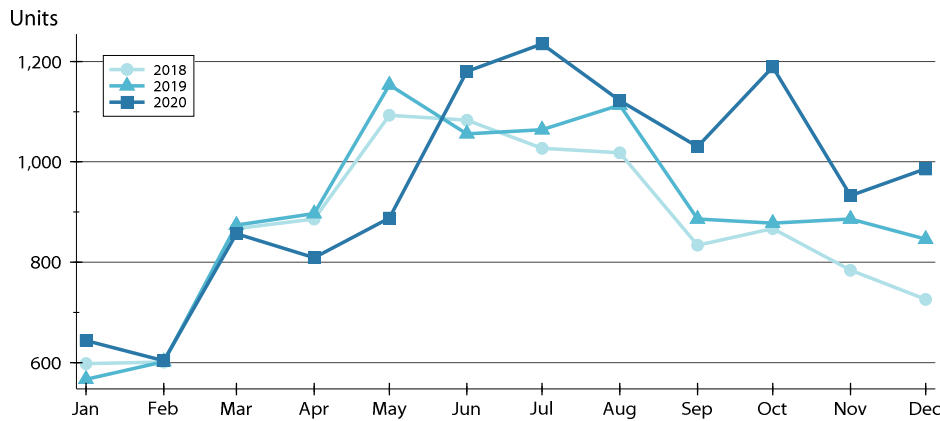
The median sales price in December was \$176,750, up 17.8% compared to the prior year. Median days on market was 9 days, up from 6 days in November, but down from 18 in December 2019.



# CLOSED LISTINGS ANALYSIS

## BY MONTH >>

ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 1/9/2021



Month	2018	2019	2020
January	598	567	644
February	601	602	604
March	867	874	857
April	886	897	809
May	1,093	1,153	888
June	1,083	1,056	1,180
July	1,027	1,064	1,235
August	1,018	1,113	1,122
September	834	886	1,030
October	867	878	1,189
November	784	886	933
December	726	846	986

## BY PRICE RANGE >>

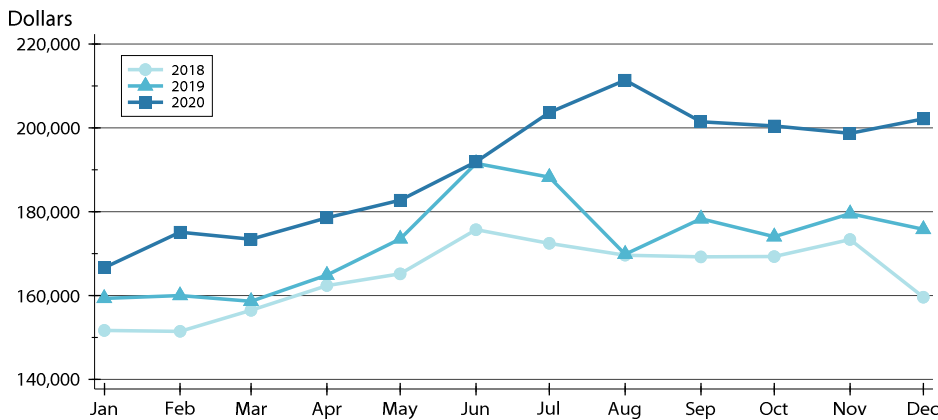
Price Range	Sales			Sale Price		Days on Market		Price as % of List		Price as % of Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median	Average	Median
Below \$25,000	17	1.7%	309	18,162	18,700	22	6	79.6%	80.0%	75.5%	76.0%
\$25,000-\$49,999	58	5.9%	2,163	37,295	36,250	30	20	88.0%	86.8%	85.7%	84.8%
\$50,000-\$99,999	150	15.2%	11,884	79,225	82,927	27	15	95.1%	97.3%	93.5%	96.4%
\$100,000-\$124,999	78	7.9%	8,642	110,795	110,000	17	10	100.1%	100.0%	98.6%	99.6%
\$125,000-\$149,999	81	8.2%	11,036	136,241	136,000	12	3	99.6%	100.0%	98.8%	100.0%
\$150,000-\$174,999	98	9.9%	15,896	162,205	161,800	21	6	99.8%	100.0%	98.5%	100.0%
\$175,000-\$199,999	99	10.0%	18,356	185,419	185,000	25	4	99.6%	100.0%	98.6%	100.0%
\$200,000-\$249,999	143	14.5%	32,088	224,394	225,000	17	8	99.6%	100.0%	98.2%	99.6%
\$250,000-\$299,999	103	10.4%	28,085	272,671	273,232	23	9	99.8%	100.0%	98.9%	99.7%
\$300,000-\$399,999	90	9.1%	30,604	340,046	338,200	24	7	99.2%	100.0%	98.8%	99.9%
\$400,000-\$499,999	32	3.2%	14,098	440,576	438,560	36	5	99.4%	100.0%	99.3%	100.0%
\$500,000-\$749,999	27	2.7%	16,188	599,543	595,000	86	7	98.2%	97.7%	97.6%	97.4%
\$750,000-\$999,999	6	0.6%	4,888	814,583	814,500	43	37	95.9%	97.5%	93.9%	95.9%
\$1,000,000 and up	4	0.4%	5,048	1,261,960	1,147,920	41	3	98.8%	100.0%	97.8%	100.0%
All price ranges	986	100.0%	199,285	202,114	176,750	24	9	98.1%	100.0%	96.9%	99.5%



# CLOSED LISTINGS ANALYSIS

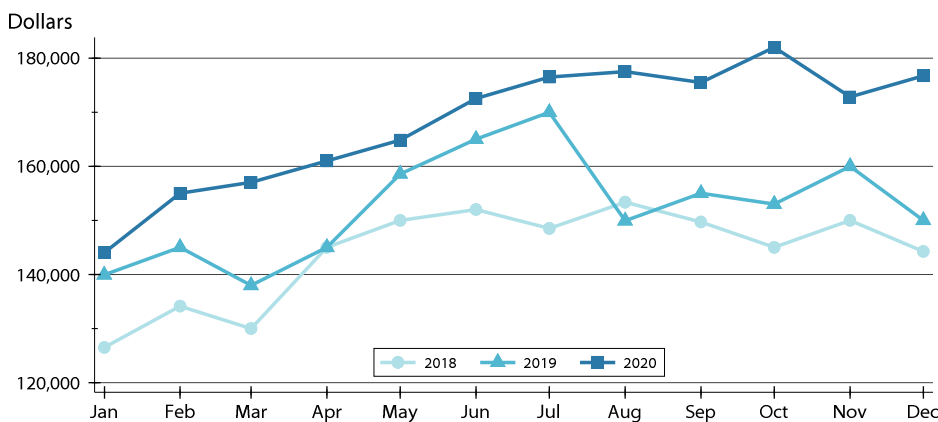
ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 1/9/2021

## AVERAGE PRICE >>



Month	2018	2019	2020
January	151,661	159,319	166,612
February	151,459	159,997	175,110
March	156,465	158,616	173,394
April	162,387	164,845	178,500
May	165,156	173,511	182,721
June	175,695	191,481	191,882
July	172,443	188,219	203,669
August	169,620	169,849	211,325
September	169,187	178,263	201,463
October	169,281	174,004	200,422
November	173,356	179,507	198,657
December	159,588	175,747	202,114

## MEDIAN PRICE >>



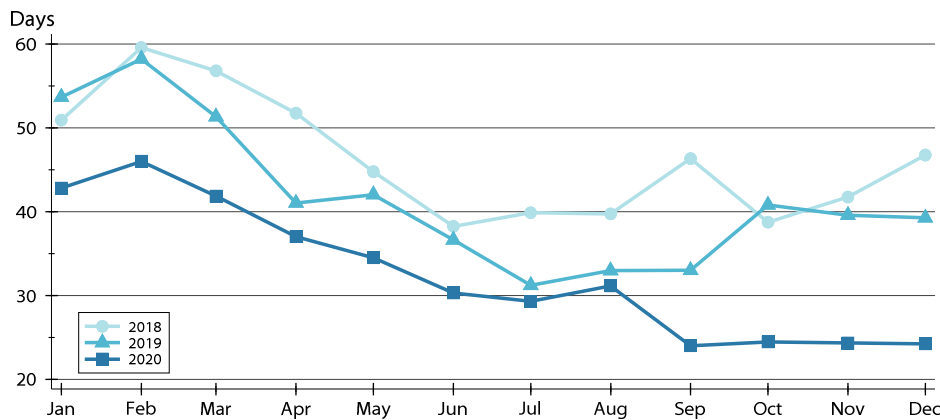
Month	2018	2019	2020
January	126,500	139,900	143,983
February	134,150	145,000	155,000
March	130,000	137,950	157,000
April	145,000	145,000	161,000
May	150,000	158,577	164,825
June	152,000	165,000	172,500
July	148,500	169,950	176,500
August	153,350	149,900	177,500
September	149,700	155,000	175,500
October	145,000	153,000	182,000
November	150,000	159,950	172,800
December	144,250	150,000	176,750



# CLOSED LISTINGS ANALYSIS

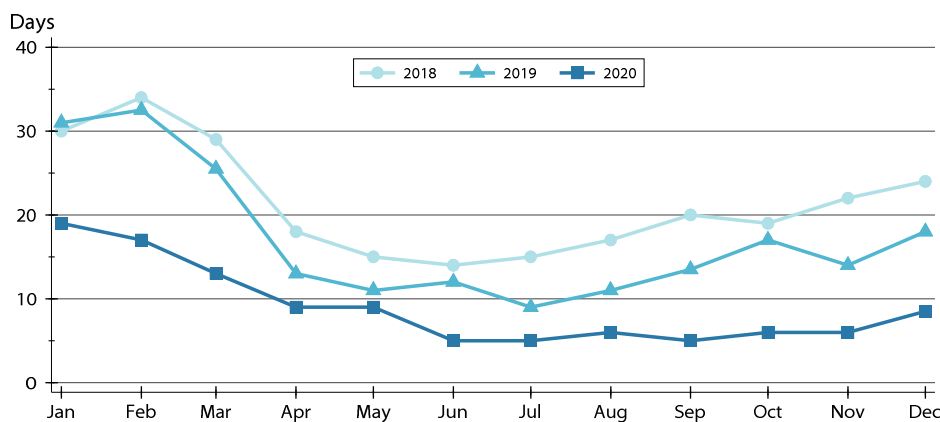
ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 1/9/2021

## AVERAGE DOM >>



Month	2018	2019	2020
January	51	54	43
February	60	58	46
March	57	51	42
April	52	41	37
May	45	42	34
June	38	37	30
July	40	31	29
August	40	33	31
September	46	33	24
October	39	41	24
November	42	40	24
December	47	39	24

## MEDIAN DOM >>

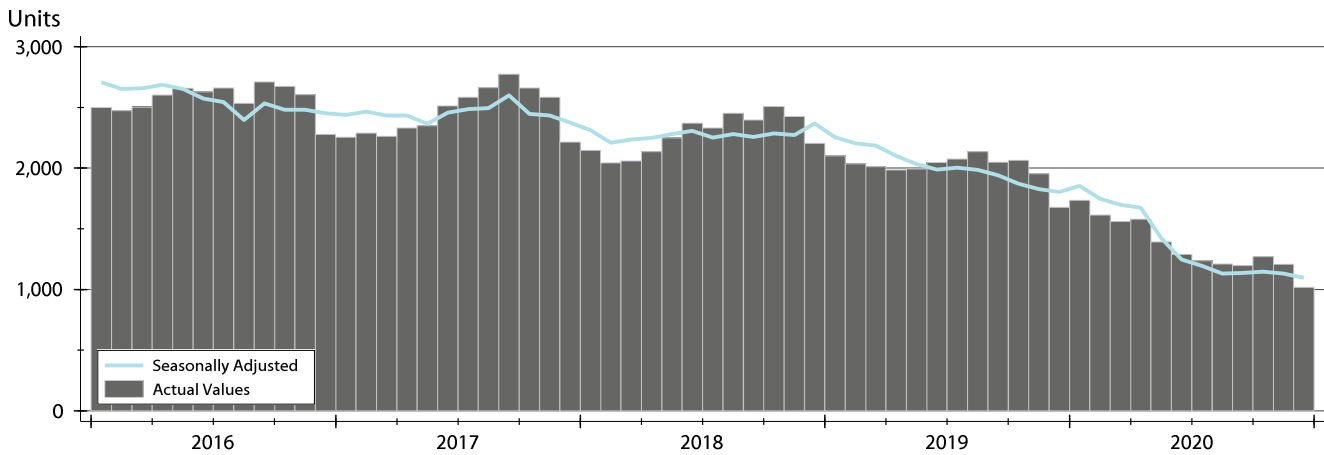


Month	2018	2019	2020
January	30	31	19
February	34	33	17
March	29	26	13
April	18	13	9
May	15	11	9
June	14	12	5
July	15	9	5
August	17	11	6
September	20	14	5
October	19	17	6
November	22	14	6
December	24	18	9

# ACTIVE LISTINGS ANALYSIS

HISTORY >>

ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 1/9/2021



SUMMARY >>

Summary Statistics		End of December		
for Active Listings		2020	2019	Change
Active Listings		<b>1,018</b>	1,677	-39.3%
Months' Supply		<b>1.1</b>	1.9	-42.8%
Volume (1,000s)		<b>275,852</b>	409,235	-32.6%
Average	List Price	<b>270,975</b>	244,028	11.0%
	Days on Market	<b>77</b>	99	-22.3%
	Percent of Original	<b>98.0%</b>	97.3%	0.8%
Median	List Price	<b>214,950</b>	184,080	16.8%
	Days on Market	<b>42</b>	62	-33.1%
	Percent of Original	<b>100.0%</b>	100.0%	0.0%

A total of 1,018 homes were available for sale in South Central Kansas at the end of December. This represents a 1.1 months' supply of active listings.

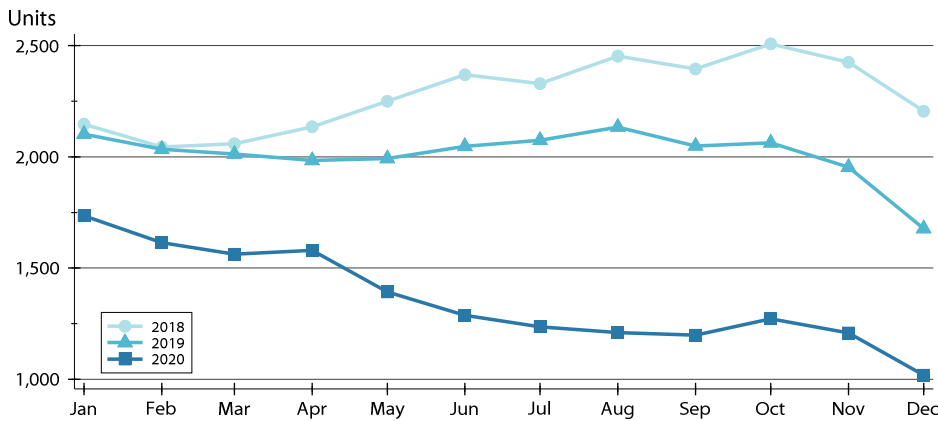
The median list price of homes on the market at the end of December was \$214,950, up 16.8% from 2019. The typical time on market for active listings was 42 days, down from 62 days a year earlier.



# ACTIVE LISTINGS ANALYSIS

## BY MONTH >>

ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 1/9/2021



Month	2018	2019	2020
January	2,147	2,102	1,735
February	2,044	2,034	1,614
March	2,059	2,012	1,562
April	2,135	1,984	1,579
May	2,250	1,992	1,393
June	2,369	2,047	1,288
July	2,329	2,074	1,236
August	2,453	2,134	1,210
September	2,395	2,049	1,198
October	2,508	2,063	1,271
November	2,425	1,953	1,208
December	2,205	1,677	1,018

## BY PRICE RANGE >>

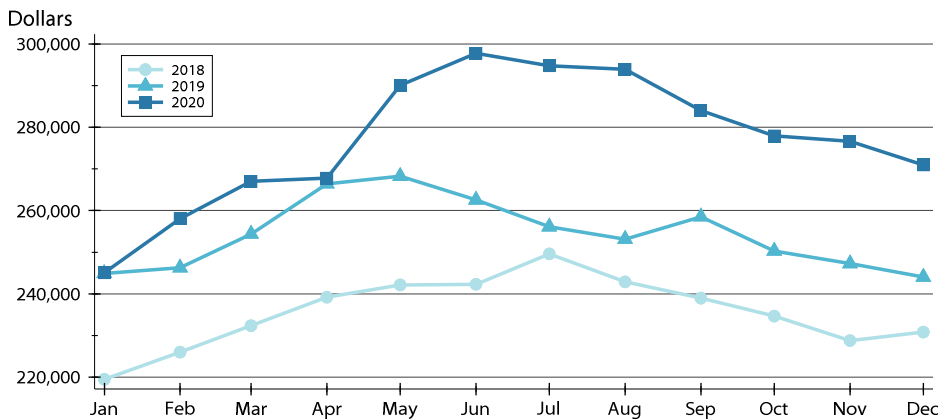
Price Range	Active Listings			Months' Supply	List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume		Average	Median	Average	Median	Average	Median
Below \$25,000	29	2.8%	179	1.7	6,157	1,500	58	38	98.9%	100.0%
\$25,000-\$49,999	53	5.2%	1,885	0.9	35,570	35,000	179	60	93.1%	100.0%
\$50,000-\$99,999	156	15.3%	12,183	1.0	78,096	77,700	67	44	96.5%	100.0%
\$100,000-\$124,999	75	7.4%	8,475	1.0	112,999	114,900	58	32	97.8%	100.0%
\$125,000-\$149,999	52	5.1%	7,062	0.6	135,813	134,950	49	34	97.1%	98.6%
\$150,000-\$174,999	48	4.7%	7,862	0.5	163,794	165,000	73	43	98.6%	100.0%
\$175,000-\$199,999	61	6.0%	11,365	0.6	186,311	185,000	51	31	97.9%	100.0%
\$200,000-\$249,999	131	12.9%	29,684	0.9	226,592	225,000	44	26	98.7%	100.0%
\$250,000-\$299,999	110	10.8%	30,427	1.1	276,608	277,486	51	27	99.3%	100.0%
\$300,000-\$399,999	144	14.1%	49,664	1.6	344,886	343,627	68	35	100.1%	100.0%
\$400,000-\$499,999	63	6.2%	28,004	2.0	444,516	432,926	73	43	99.4%	100.0%
\$500,000-\$749,999	39	3.8%	22,930	1.4	587,949	580,000	95	68	99.0%	100.0%
\$750,000-\$999,999	23	2.3%	19,884	3.8	864,525	850,000	225	109	95.6%	100.0%
\$1,000,000 and up	24	2.4%	43,539	6.0	1,814,142	1,447,500	339	174	94.8%	100.0%
All price ranges	1,018	100.0%	275,852	1.0	270,975	214,950	77	42	98.0%	100.0%



# ACTIVE LISTINGS ANALYSIS

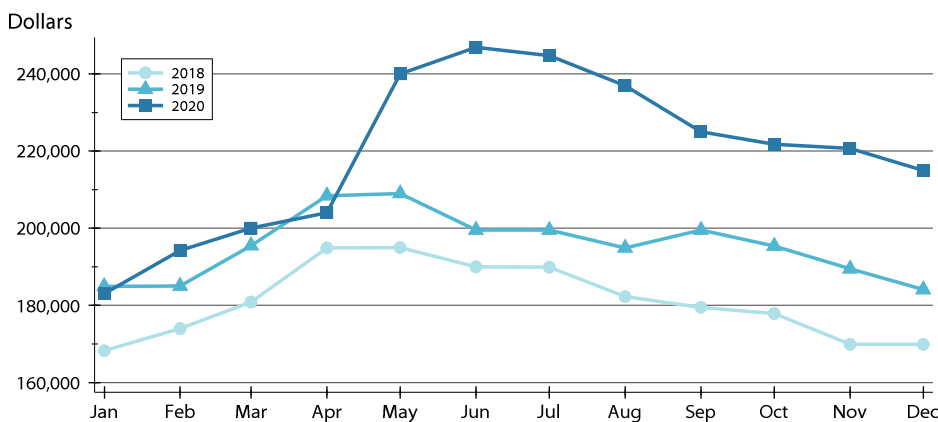
ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 1/9/2021

## AVERAGE PRICE >>



Month	2018	2019	2020
January	219,491	244,933	245,096
February	226,018	246,278	258,022
March	232,365	254,379	267,055
April	239,193	266,443	267,767
May	242,156	268,251	290,053
June	242,311	262,572	297,758
July	249,623	256,102	294,752
August	242,880	253,144	293,894
September	238,982	258,524	283,984
October	234,663	250,301	277,908
November	228,794	247,242	276,630
December	230,828	244,028	270,975

## MEDIAN PRICE >>



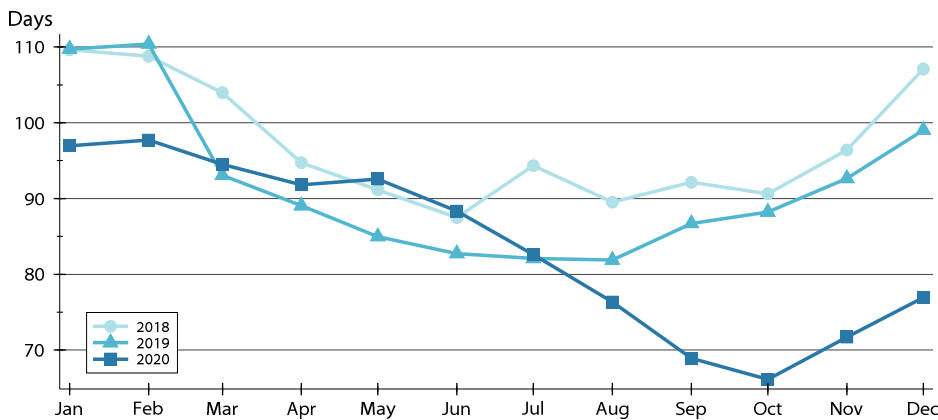
Month	2018	2019	2020
January	168,248	184,900	183,000
February	174,000	185,000	194,200
March	180,867	195,500	200,000
April	194,900	208,443	204,000
May	195,000	209,000	240,000
June	190,000	199,500	246,900
July	189,900	199,500	244,700
August	182,250	194,900	236,900
September	179,500	199,500	225,000
October	177,900	195,370	221,750
November	169,900	189,500	220,675
December	169,900	184,080	214,950



# ACTIVE LISTINGS ANALYSIS

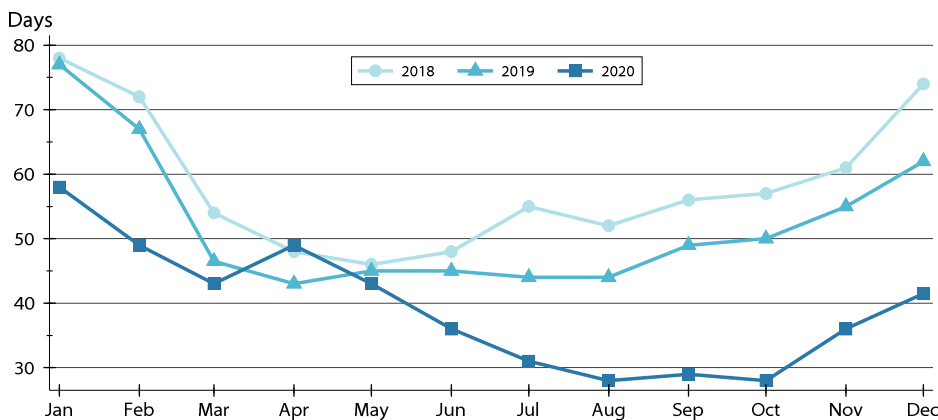
ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 1/9/2021

## AVERAGE DOM >>



Month	2018	2019	2020
January	110	110	97
February	109	110	98
March	104	93	94
April	95	89	92
May	91	85	93
June	87	83	88
July	94	82	83
August	90	82	76
September	92	87	69
October	91	88	66
November	96	93	72
December	107	99	77

## MEDIAN DOM >>



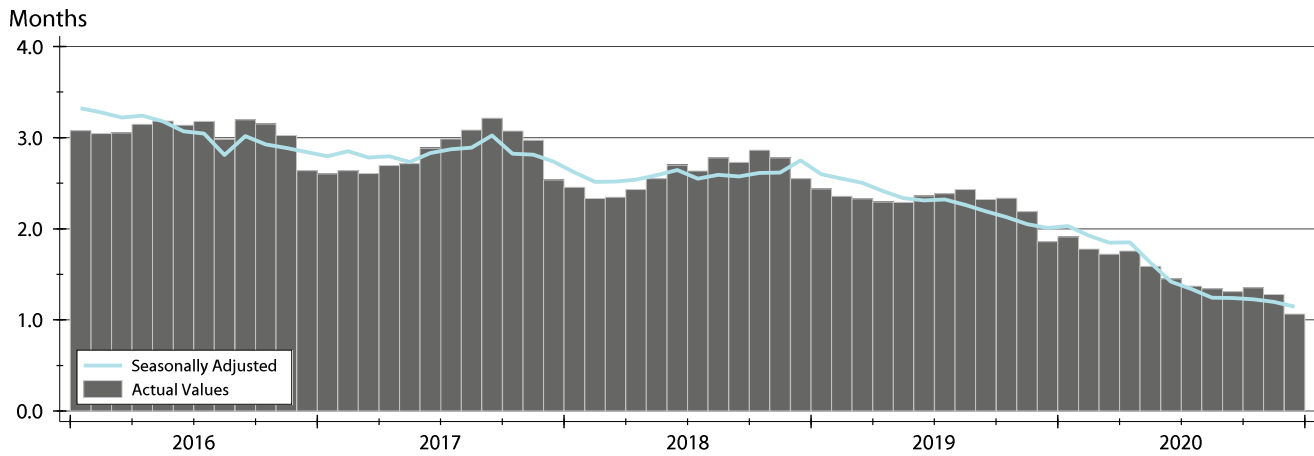
Month	2018	2019	2020
January	78	77	58
February	72	67	49
March	54	47	43
April	48	43	49
May	46	45	43
June	48	45	36
July	55	44	31
August	52	44	28
September	56	49	29
October	57	50	28
November	61	55	36
December	74	62	42



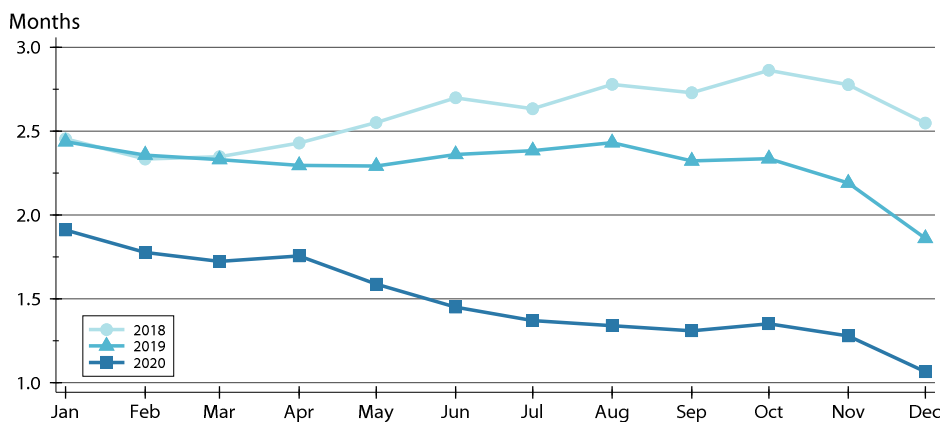
# MONTHS' SUPPLY ANALYSIS

ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 1/9/2021

HISTORY >>



BY MONTH >>

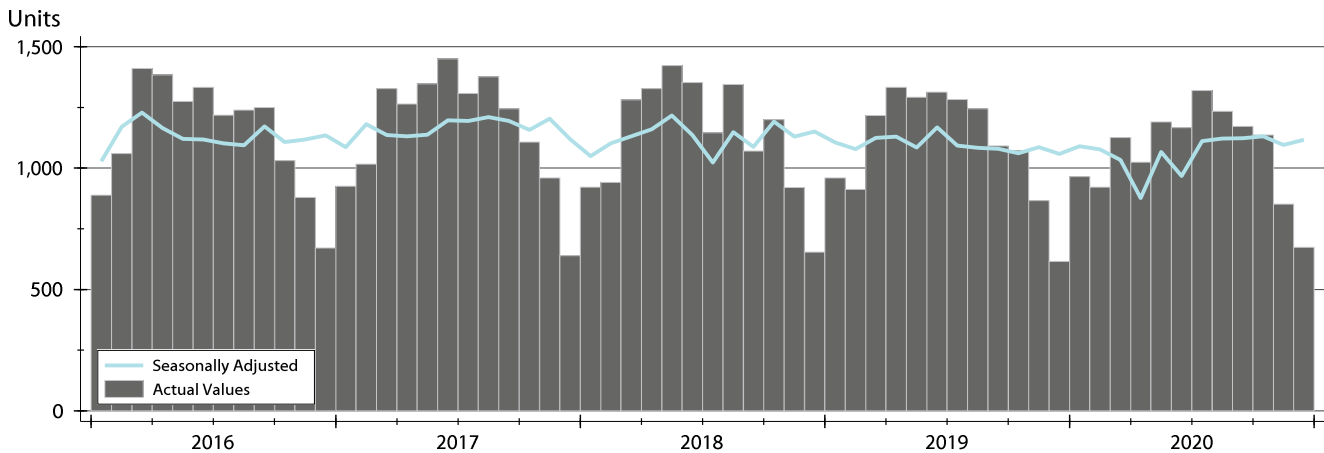


Month	2018	2019	2020
January	2.5	2.4	1.9
February	2.3	2.4	1.8
March	2.3	2.3	1.7
April	2.4	2.3	1.8
May	2.6	2.3	1.6
June	2.7	2.4	1.5
July	2.6	2.4	1.4
August	2.8	2.4	1.3
September	2.7	2.3	1.3
October	2.9	2.3	1.4
November	2.8	2.2	1.3
December	2.5	1.9	1.1

# NEW LISTINGS ANALYSIS

## HISTORY >>

ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 1/9/2021



## SUMMARY >>

Summary Statistics for New Listings		December		
		2020	2019	Change
Current Month	New Listings	<b>674</b>	616	9.4%
	Volume (1,000s)	<b>127,037</b>	110,803	14.7%
	Average List Price	<b>188,482</b>	179,876	4.8%
	Median List Price	<b>164,500</b>	145,000	13.4%
YTD	New Listings	<b>12,779</b>	13,195	-3.2%
	Volume (1,000s)	<b>2,585,834</b>	2,516,245	2.8%
	Average List Price	<b>202,350</b>	190,697	6.1%
	Median List Price	<b>174,900</b>	159,900	9.4%

A total of 674 new listings were added in South Central Kansas during December, up 9.4% from the same month in 2019. Year-to-date South Central Kansas has seen 12,779 new listings.

The median list price of these homes was \$164,500 up from \$145,000 in 2019.



DECEMBER 2020 >>

# SOUTH CENTRAL KANSAS MLS STATISTICS

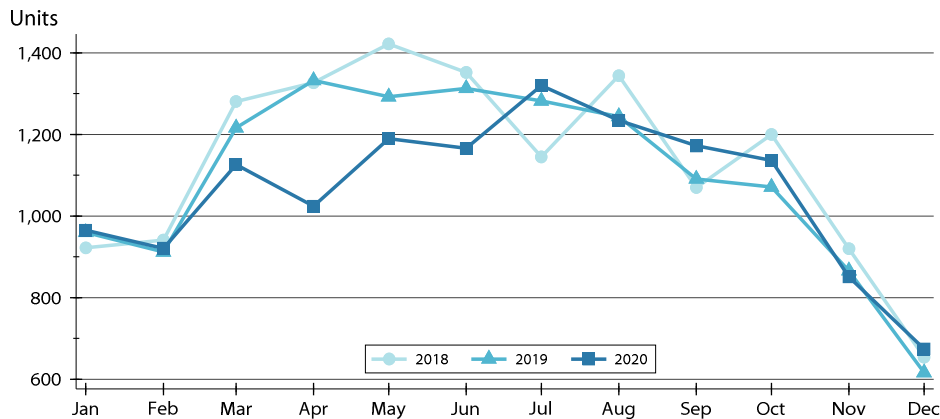


South Central Kansas MLS

## NEW LISTINGS ANALYSIS

BY MONTH >>

ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 1/9/2021



Month	2018	2019	2020
January	922	960	965
February	941	912	921
March	1,281	1,216	1,126
April	1,327	1,332	1,024
May	1,422	1,292	1,190
June	1,352	1,313	1,166
July	1,145	1,282	1,320
August	1,344	1,244	1,234
September	1,070	1,091	1,172
October	1,200	1,071	1,136
November	920	866	851
December	654	616	674

BY PRICE RANGE >>

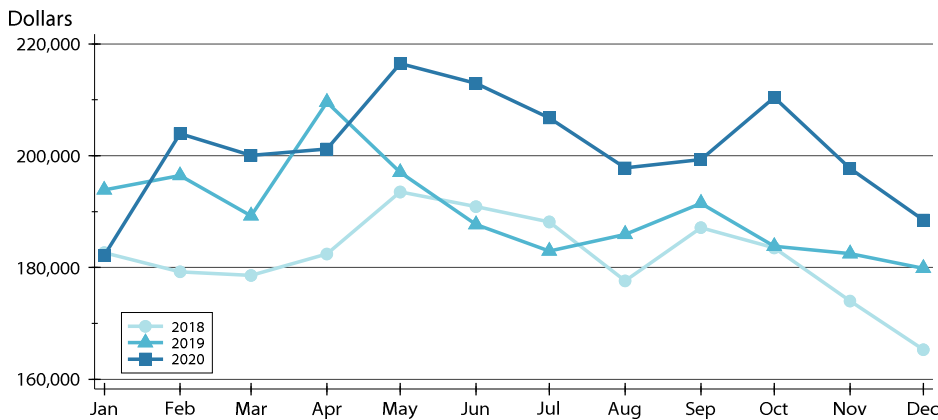
Price Range	New Listings			List Price	
	Number	Percent	Volume	Average	Median
Below \$25,000	18	2.7%	147	8,166	1,563
\$25,000-\$49,999	26	3.9%	918	35,304	35,000
\$50,000-\$99,999	122	18.1%	9,555	78,316	79,900
\$100,000-\$124,999	76	11.3%	8,481	111,591	110,000
\$125,000-\$149,999	58	8.6%	8,008	138,068	139,000
\$150,000-\$174,999	66	9.8%	10,768	163,144	164,700
\$175,000-\$199,999	68	10.1%	12,664	186,232	185,000
\$200,000-\$249,999	89	13.2%	20,136	226,248	225,000
\$250,000-\$299,999	68	10.1%	18,504	272,124	271,950
\$300,000-\$399,999	38	5.6%	13,164	346,415	344,167
\$400,000-\$499,999	15	2.2%	6,682	445,452	441,100
\$500,000-\$749,999	14	2.1%	8,332	595,168	596,733
\$750,000-\$999,999	4	0.6%	3,525	881,175	849,950
\$1,000,000 and up	3	0.4%	4,458	1,486,000	1,375,000
All price ranges	674	100.0%	127,037	188,482	164,500



# NEW LISTINGS ANALYSIS

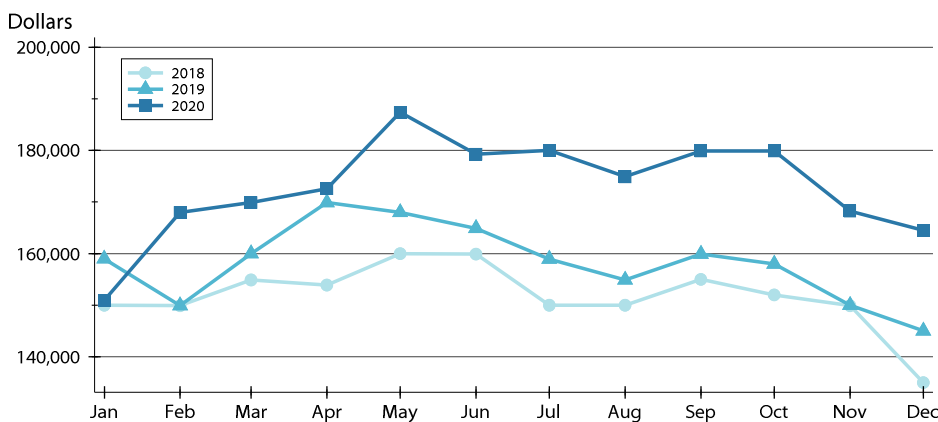
ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 1/9/2021

## AVERAGE PRICE >>



Month	2018	2019	2020
January	182,667	193,894	182,116
February	179,244	196,464	203,956
March	178,570	189,261	200,042
April	182,407	209,589	201,194
May	193,510	197,040	216,517
June	190,893	187,671	212,946
July	188,154	182,966	206,767
August	177,600	185,946	197,807
September	187,139	191,502	199,317
October	183,517	183,819	210,434
November	173,993	182,478	197,711
December	165,287	179,876	188,482

## MEDIAN PRICE >>



Month	2018	2019	2020
January	150,000	159,000	150,900
February	149,900	149,900	167,950
March	154,900	160,000	169,900
April	153,900	169,900	172,600
May	160,000	168,000	187,388
June	159,900	164,900	179,250
July	150,000	158,950	180,000
August	150,000	154,900	174,900
September	155,000	159,900	179,900
October	152,000	158,000	179,900
November	149,900	150,000	168,250
December	135,000	145,000	164,500



DECEMBER 2020 >>

# SOUTH CENTRAL KANSAS MLS STATISTICS

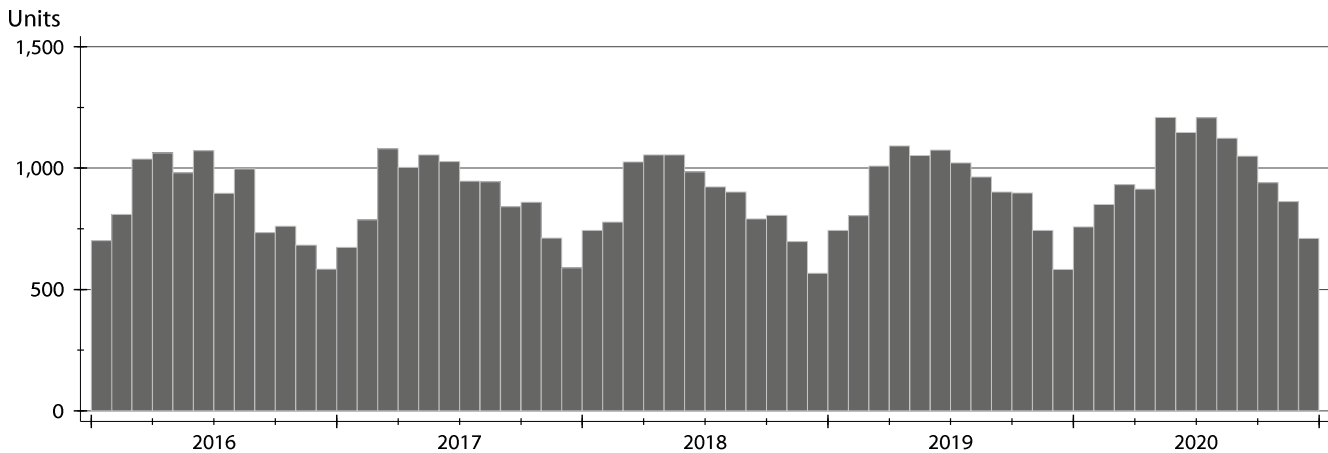


South Central Kansas MLS

## CONTRACTS WRITTEN ANALYSIS

ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 1/9/2021

### HISTORY >>



### SUMMARY >>

Summary Statistics		December			Year-to-Date		
for Contracts Written		2020	2019	Change	2020	2019	Change
Closed Listings		711	583	22.0%	11,701	10,884	7.5%
Volume (1,000s)		138,867	107,110	29.6%	2,327,041	1,971,998	18.0%
Average	Sale Price	195,312	183,723	6.3%	198,875	181,183	9.8%
	Days on Market	30	44	-32.4%	31	40	-23.3%
	Percent of Original	97.4%	95.0%	2.6%	97.5%	96.2%	1.3%
Median	Sale Price	169,250	155,000	9.2%	174,900	159,900	9.4%
	Days on Market	12	22	-45.5%	7	15	-53.3%
	Percent of Original	100.0%	97.3%	2.8%	100.0%	98.3%	1.7%

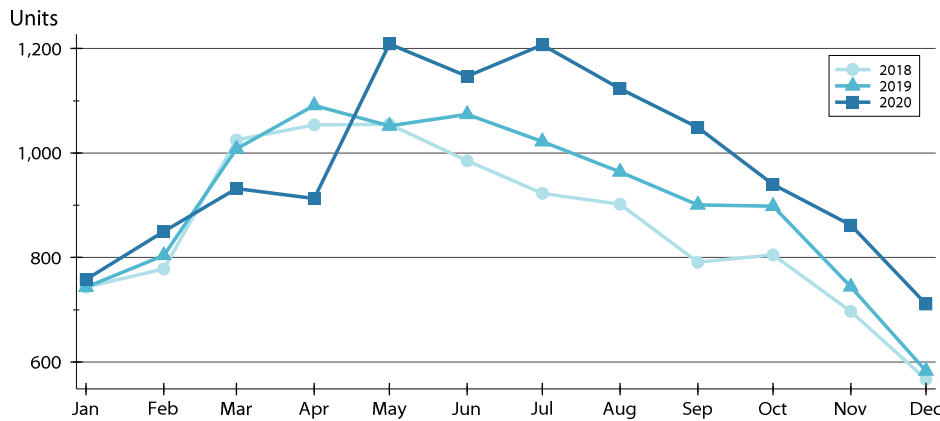
A total of 711 contracts for sale were written in South Central Kansas during the month of December, up from 583 in 2019. The median list price of these homes was \$169,250, up from \$155,000 the prior year.

Half of the homes that went under contract in December were on the market less than 12 days, compared to 22 days in December 2019.

# CONTRACTS WRITTEN ANALYSIS

## BY MONTH >>

ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 1/9/2021



Month	2018	2019	2020
January	743	743	758
February	778	804	850
March	1,025	1,008	932
April	1,054	1,091	913
May	1,055	1,052	1,209
June	985	1,074	1,147
July	923	1,022	1,207
August	902	964	1,123
September	791	901	1,049
October	805	898	940
November	697	744	862
December	567	583	711

## BY PRICE RANGE >>

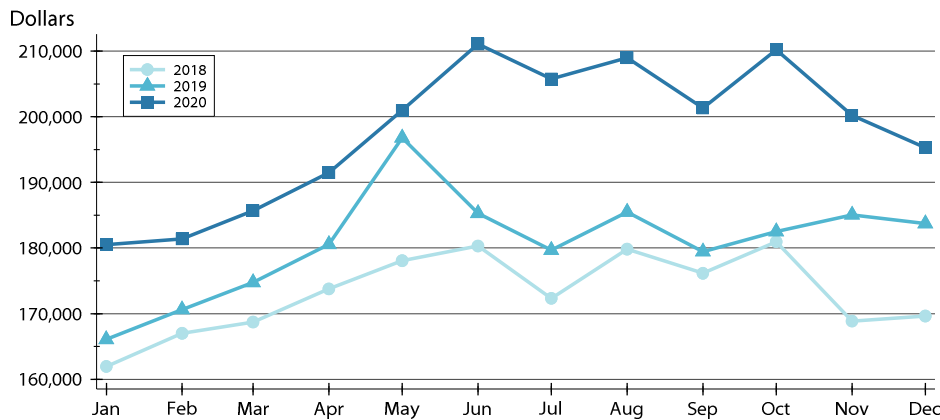
Price Range	Contracts Written			List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median
Below \$25,000	7	1.0%	134	19,114	20,000	58	16	83.6%	84.4%
\$25,000-\$49,999	33	4.6%	1,201	36,391	35,000	38	17	88.6%	95.2%
\$50,000-\$99,999	112	15.8%	8,738	78,017	79,900	26	14	95.9%	100.0%
\$100,000-\$124,999	60	8.4%	6,740	112,332	112,750	15	6	99.0%	100.0%
\$125,000-\$149,999	66	9.3%	9,067	137,375	138,250	20	9	97.6%	100.0%
\$150,000-\$174,999	78	11.0%	12,769	163,700	165,000	19	5	98.7%	100.0%
\$175,000-\$199,999	69	9.7%	12,822	185,824	185,000	14	6	99.3%	100.0%
\$200,000-\$249,999	82	11.5%	18,494	225,537	225,000	37	16	98.7%	100.0%
\$250,000-\$299,999	66	9.3%	17,970	272,265	274,400	32	14	98.0%	100.0%
\$300,000-\$399,999	58	8.2%	20,150	347,406	344,950	51	20	98.5%	100.0%
\$400,000-\$499,999	20	2.8%	8,951	447,545	449,204	61	25	99.1%	100.0%
\$500,000-\$749,999	11	1.5%	6,381	580,120	575,000	60	4	95.8%	100.0%
\$750,000-\$999,999	3	0.4%	2,321	773,500	775,000	81	98	91.7%	91.2%
\$1,000,000 and up	3	0.4%	4,733	1,577,667	1,650,000	56	1	100.0%	100.0%
All price ranges	711	100.0%	138,867	195,312	169,250	30	12	97.4%	100.0%



# CONTRACTS WRITTEN ANALYSIS

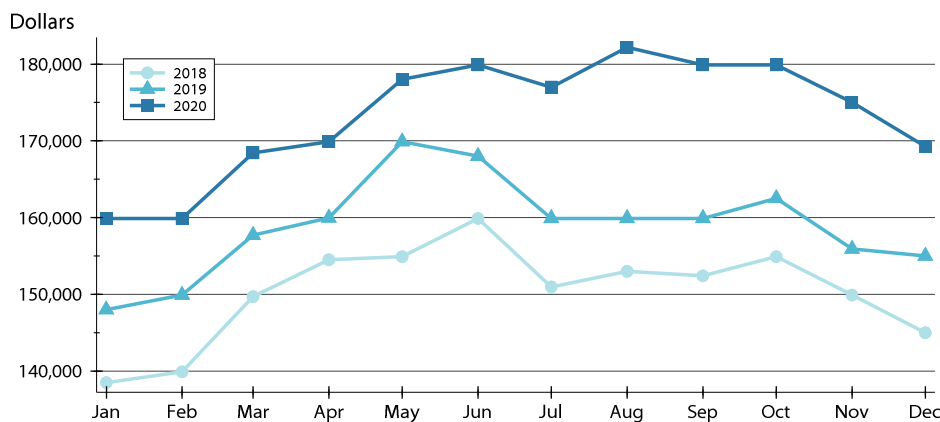
ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 1/9/2021

## AVERAGE PRICE >>



Month	2018	2019	2020
January	161,962	166,076	180,499
February	167,014	170,621	181,403
March	168,727	174,748	185,708
April	173,771	180,553	191,479
May	178,081	196,781	200,980
June	180,310	185,284	211,100
July	172,342	179,663	205,753
August	179,829	185,471	208,978
September	176,152	179,449	201,356
October	180,967	182,492	210,231
November	168,869	185,058	200,207
December	169,644	183,723	195,312

## MEDIAN PRICE >>



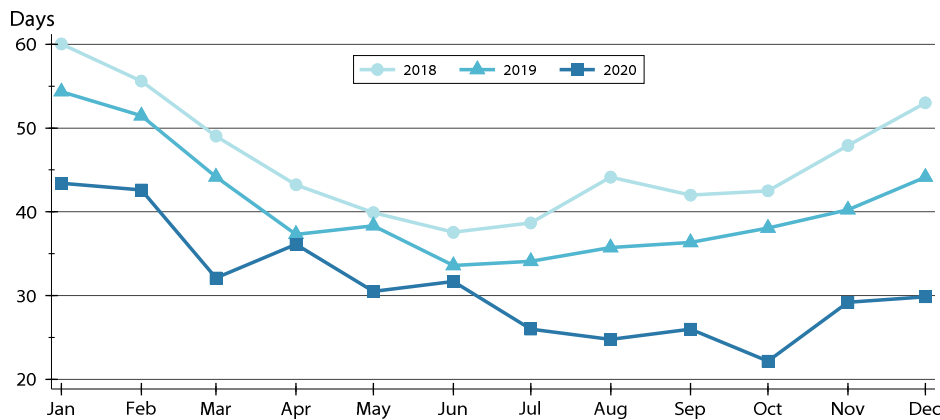
Month	2018	2019	2020
January	138,500	148,000	159,900
February	139,900	149,900	159,900
March	149,700	157,700	168,450
April	154,500	159,950	169,900
May	154,900	169,900	178,000
June	159,900	168,000	179,900
July	150,975	159,900	177,000
August	153,000	159,900	182,200
September	152,400	159,900	179,900
October	154,900	162,500	179,900
November	149,900	155,900	175,000
December	145,000	155,000	169,250



# CONTRACTS WRITTEN ANALYSIS

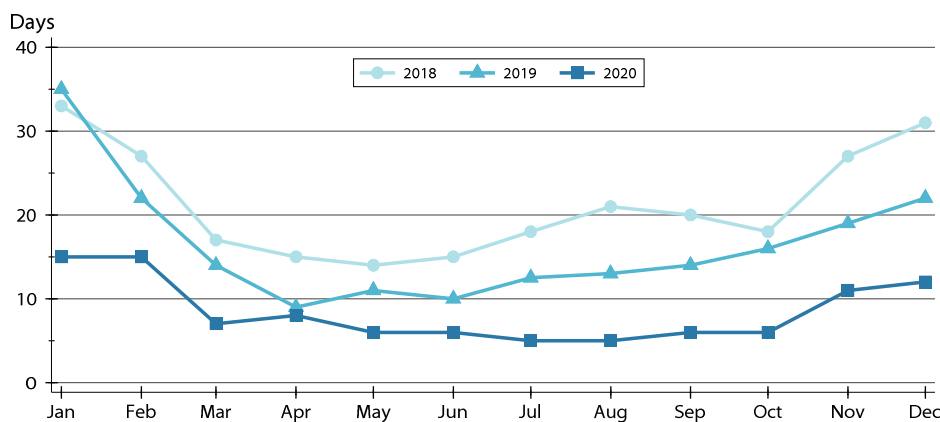
ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 1/9/2021

## AVERAGE DOM >>



Month	2018	2019	2020
January	60	54	43
February	56	51	43
March	49	44	32
April	43	37	36
May	40	38	30
June	38	34	32
July	39	34	26
August	44	36	25
September	42	36	26
October	43	38	22
November	48	40	29
December	53	44	30

## MEDIAN DOM >>

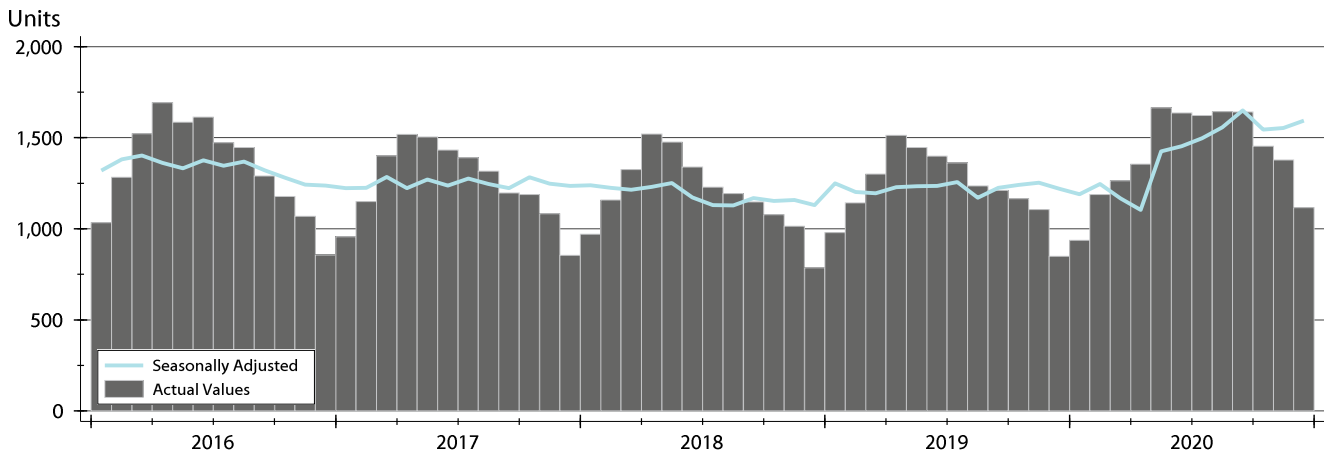


Month	2018	2019	2020
January	33	35	15
February	27	22	15
March	17	14	7
April	15	9	8
May	14	11	6
June	15	10	6
July	18	13	5
August	21	13	5
September	20	14	6
October	18	16	6
November	27	19	11
December	31	22	12

# PENDING CONTRACTS ANALYSIS

HISTORY >>

ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 1/9/2021



SUMMARY >>

Summary Statistics		End of December		
for Active Listings		2020	2019	Change
Active Listings		1,116	850	31.3%
Volume (1,000s)		249,708	171,526	45.6%
Average	List Price	223,753	201,795	10.9%
	Days on Market	31	45	-31.2%
	Percent of Original	98.7%	98.3%	0.4%
Median	List Price	189,800	174,975	8.5%
	Days on Market	8	18	-55.6%
	Percent of Original	100.0%	100.0%	0.0%

A total of 1,116 listings in South Central Kansas had contracts pending at the end of December, up from 850 contracts pending at the end of December 2019.

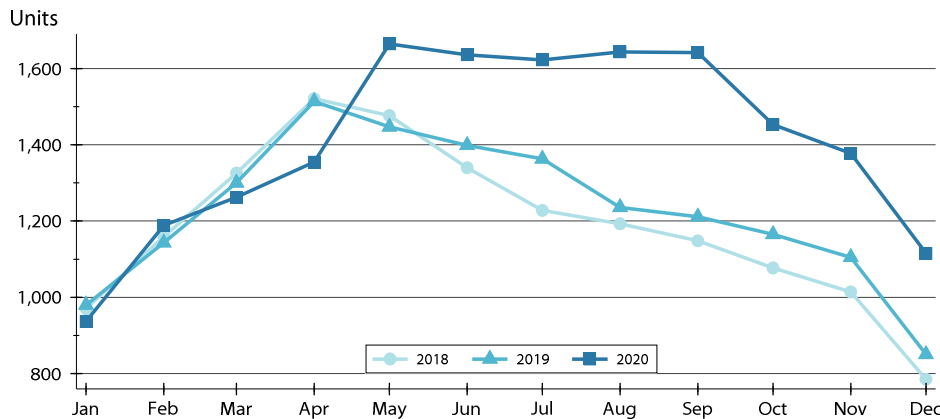
Pending contracts reflect listings with a contract in place at the end of the month. In contrast, contracts written measures the number of listings put under contract during the month.



# PENDING CONTRACTS ANALYSIS

## BY MONTH >>

ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 1/9/2021



Month	2018	2019	2020
January	970	980	937
February	1,159	1,143	1,189
March	1,326	1,300	1,263
April	1,521	1,514	1,355
May	1,477	1,447	1,665
June	1,340	1,399	1,636
July	1,228	1,363	1,623
August	1,193	1,236	1,644
September	1,148	1,211	1,642
October	1,077	1,165	1,453
November	1,014	1,105	1,378
December	785	850	1,116

## BY PRICE RANGE >>

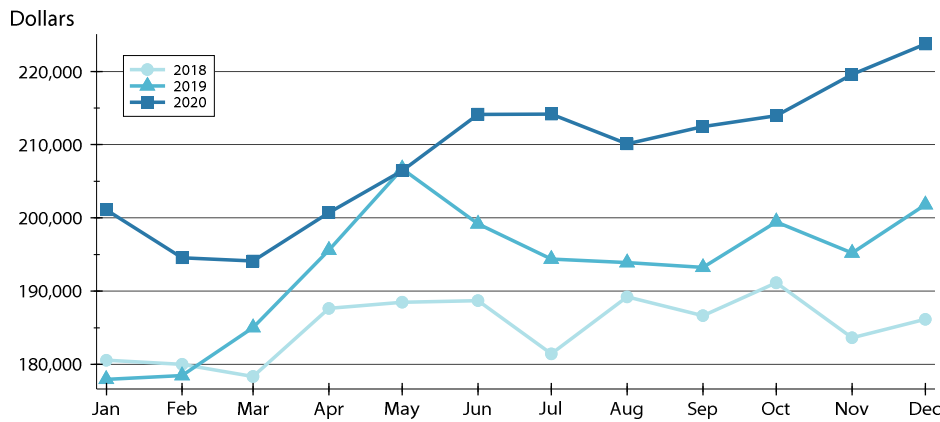
Price Range	Contracts Written			List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median
Below \$25,000	6	0.5%	97	16,133	18,950	49	35	94.6%	100.0%
\$25,000-\$49,999	32	2.9%	1,273	39,792	40,500	44	24	95.1%	100.0%
\$50,000-\$99,999	153	13.7%	12,002	78,447	79,900	44	13	97.6%	100.0%
\$100,000-\$124,999	87	7.8%	9,841	113,109	114,900	20	6	98.9%	100.0%
\$125,000-\$149,999	83	7.4%	11,451	137,966	139,000	29	11	98.8%	100.0%
\$150,000-\$174,999	105	9.4%	17,202	163,830	165,000	19	5	98.9%	100.0%
\$175,000-\$199,999	121	10.8%	22,523	186,140	185,000	17	6	99.0%	100.0%
\$200,000-\$249,999	151	13.5%	33,706	223,216	222,500	29	7	99.4%	100.0%
\$250,000-\$299,999	117	10.5%	32,111	274,457	274,900	29	7	98.7%	100.0%
\$300,000-\$399,999	140	12.5%	48,302	345,013	340,500	32	1	99.6%	100.0%
\$400,000-\$499,999	47	4.2%	20,799	442,524	445,000	36	4	99.1%	100.0%
\$500,000-\$749,999	34	3.0%	19,528	574,359	570,569	64	7	98.3%	100.0%
\$750,000-\$999,999	10	0.9%	8,133	813,264	790,088	63	20	96.9%	100.0%
\$1,000,000 and up	4	0.4%	6,923	1,730,750	1,724,000	50	16	100.0%	100.0%
All price ranges	1,116	100.0%	249,708	223,753	189,800	31	8	98.7%	100.0%



# PENDING CONTRACTS ANALYSIS

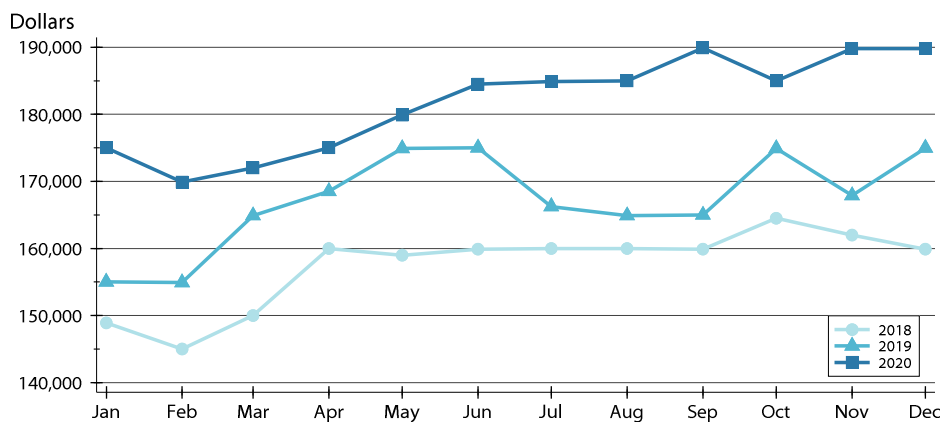
ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 1/9/2021

## AVERAGE PRICE >>



Month	2018	2019	2020
January	180,564	177,966	201,113
February	180,022	178,468	194,555
March	178,347	185,022	194,112
April	187,633	195,583	200,722
May	188,503	206,721	206,461
June	188,722	199,174	214,154
July	181,440	194,369	214,195
August	189,213	193,882	210,126
September	186,663	193,256	212,480
October	191,150	199,471	213,958
November	183,647	195,210	219,592
December	186,152	201,795	223,753

## MEDIAN PRICE >>



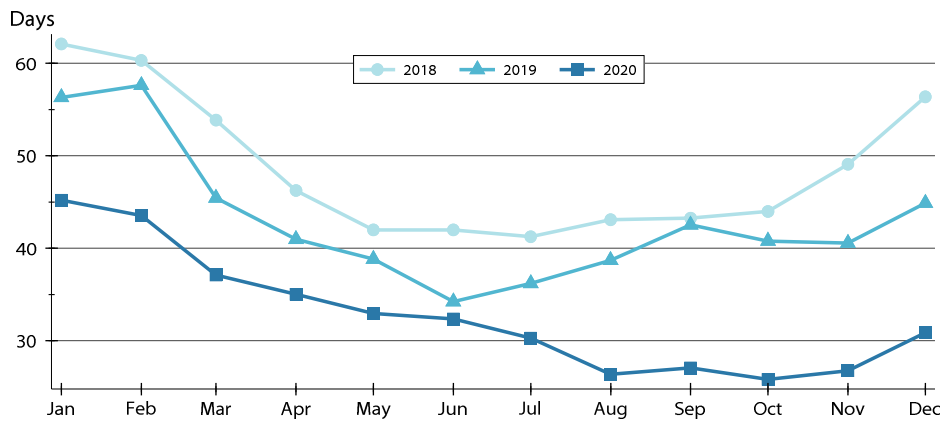
Month	2018	2019	2020
January	148,900	155,000	175,000
February	145,000	154,900	169,900
March	150,000	164,900	172,000
April	160,000	168,500	175,000
May	159,000	174,900	179,900
June	159,900	175,000	184,500
July	160,000	166,250	184,900
August	160,000	164,900	185,000
September	159,900	165,000	189,900
October	164,500	174,900	185,000
November	162,000	167,900	189,800
December	159,900	174,975	189,800



# PENDING CONTRACTS ANALYSIS

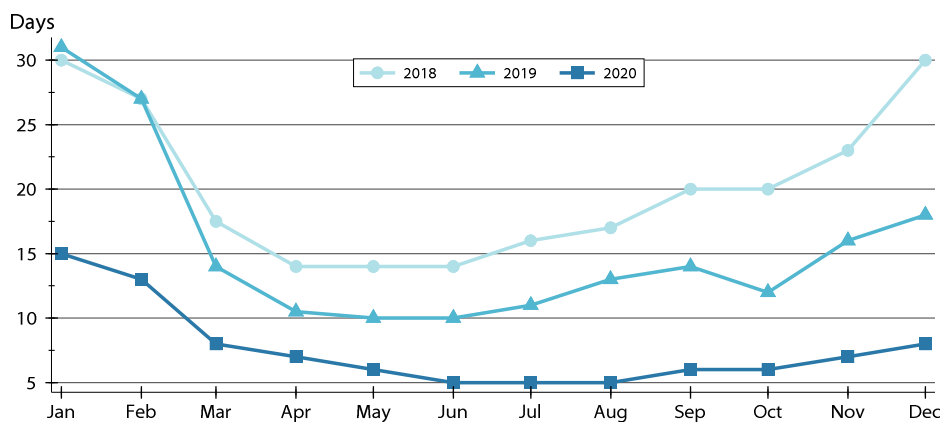
ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 1/9/2021

## AVERAGE DOM >>



Month	2018	2019	2020
January	62	56	45
February	60	58	44
March	54	45	37
April	46	41	35
May	42	39	33
June	42	34	32
July	41	36	30
August	43	39	26
September	43	43	27
October	44	41	26
November	49	41	27
December	56	45	31

## MEDIAN DOM >>



Month	2018	2019	2020
January	30	31	15
February	27	27	13
March	18	14	8
April	14	11	7
May	14	10	6
June	14	10	5
July	16	11	5
August	17	13	5
September	20	14	6
October	20	12	6
November	23	16	7
December	30	18	8