



South Central Kansas MLS

## South Central Kansas MLS

170 W. Dewey, Wichita, KS 67202

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

May 11, 2023

### South Central Kansas MLS Releases Home Sales Figures for April 2023

Home sales in South Central Kansas fell by 27.2% in April compared to the prior year. Sales in April 2023 totaled 716 units, down from 983 in 2022.

Among existing homes, 651 units sold in April, a decrease of 26.9% from 890 units that sold in 2022. The average sale price of existing homes was \$220,991. This represents an increase of 3.7% from the April 2022 average price of \$213,157.

For new construction, 65 sales occurred in April, down from 93 units the prior year, a decrease of 30.1%. The average sale price of new homes in April was \$435,187, up 7.7% from the same period last year.

A total of 918 contracts for sale were written in April 2023, down from 1,025 in April 2022. This is a decrease of 10.4%. 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 1,056 units at the end of April, which is up from 633 homes that were on the market at the end of April 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 Adam Crowder at [acrowder@plazare.com](mailto:acrowder@plazare.com).





**April  
2023**

# South Central Kansas MLS Statistics



South Central Kansas MLS

## Entire MLS System Housing Report



### Market Overview

#### South Central Kansas Home Sales Fell in April

Total home sales in South Central Kansas fell last month to 716 units, compared to 983 units in April 2022. Total sales volume was \$172.2 million, down from a year earlier.

The median sale price in April was \$198,050, up from \$195,000 a year earlier. Homes that sold in April were typically on the market for 6 days and sold for 100.0% of their list prices.

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

The total number of active listings in South Central Kansas at the end of April was 1,056 units, up from 633 at the same point in 2022. 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 April was \$319,900.

During April, a total of 918 contracts were written down from 1,025 in April 2022. At the end of the month, there were 1,245 contracts still pending.

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**April  
2023**

# South Central Kansas MLS Statistics



South Central Kansas MLS

## Entire MLS System Summary Statistics

| April MLS Statistics<br>Three-year History |                              | Current Month  |                |                | Year-to-Date   |                |                |
|--|------------------------------|----------------|----------------|----------------|----------------|----------------|----------------|
|  |                              | 2023           | 2022           | 2021           | 2023           | 2022           | 2021           |
| <b>Home Sales</b>                          |                              | <b>716</b>     | <b>983</b>     | <b>1,014</b>   | <b>2,625</b>   | <b>3,249</b>   | <b>3,405</b>   |
| Change from prior year                     |                              | -27.2%         | -3.1%          | 25.2%          | -19.2%         | -4.6%          | 16.8%          |
| <b>Active Listings</b>                     |                              | <b>1,056</b>   | <b>633</b>     | <b>710</b>     | <b>N/A</b>     | <b>N/A</b>     | <b>N/A</b>     |
| Change from prior year                     |                              | 66.8%          | -10.8%         | -55.0%         |                |                |                |
| <b>Months' Supply</b>                      |                              | <b>1.3</b>     | <b>0.6</b>     | <b>0.7</b>     | <b>N/A</b>     | <b>N/A</b>     | <b>N/A</b>     |
| Change from prior year                     |                              | 116.7%         | -14.3%         | -61.1%         |                |                |                |
| <b>New Listings</b>                        |                              | <b>945</b>     | <b>1,161</b>   | <b>1,325</b>   | <b>3,444</b>   | <b>3,925</b>   | <b>4,117</b>   |
| Change from prior year                     |                              | -18.6%         | -12.4%         | 28.9%          | -12.3%         | -4.7%          | 1.6%           |
| <b>Contracts Written</b>                   |                              | <b>918</b>     | <b>1,025</b>   | <b>1,183</b>   | <b>3,090</b>   | <b>3,637</b>   | <b>4,034</b>   |
| Change from prior year                     |                              | -10.4%         | -13.4%         | 29.4%          | -15.0%         | -9.8%          | 16.6%          |
| <b>Pending Contracts</b>                   |                              | <b>1,245</b>   | <b>1,515</b>   | <b>1,714</b>   | <b>N/A</b>     | <b>N/A</b>     | <b>N/A</b>     |
| Change from prior year                     |                              | -17.8%         | -11.6%         | 26.5%          |                |                |                |
| <b>Sales Volume (1,000s)</b>               |                              | <b>172,152</b> | <b>227,297</b> | <b>213,936</b> | <b>601,853</b> | <b>722,669</b> | <b>688,610</b> |
| Change from prior year                     |                              | -24.3%         | 6.2%           | 47.8%          | -16.7%         | 4.9%           | 36.0%          |
| Average                                    | <b>Sale Price</b>            | <b>240,436</b> | <b>231,227</b> | <b>210,982</b> | <b>229,277</b> | <b>222,428</b> | <b>202,235</b> |
|  | Change from prior year       | 4.0%           | 9.6%           | 18.1%          | 3.1%           | 10.0%          | 16.4%          |
|  | <b>List Price of Actives</b> | <b>375,086</b> | <b>327,736</b> | <b>298,692</b> | <b>N/A</b>     | <b>N/A</b>     | <b>N/A</b>     |
|  | Change from prior year       | 14.4%          | 9.7%           | 11.5%          |                |                |                |
|  | <b>Days on Market</b>        | <b>25</b>      | <b>23</b>      | <b>22</b>      | <b>27</b>      | <b>22</b>      | <b>28</b>      |
| Change from prior year                     | 8.7%                         | 4.5%           | -40.5%         | 22.7%          | -21.4%         | -33.3%         |                |
|  | <b>Percent of List</b>       | <b>100.0%</b>  | <b>102.2%</b>  | <b>100.5%</b>  | <b>99.3%</b>   | <b>100.9%</b>  | <b>99.4%</b>   |
| Change from prior year                     | -2.2%                        | 1.7%           | 2.0%           | -1.6%          | 1.5%           | 1.4%           |                |
|  | <b>Percent of Original</b>   | <b>98.9%</b>   | <b>101.9%</b>  | <b>100.1%</b>  | <b>97.9%</b>   | <b>100.3%</b>  | <b>98.4%</b>   |
| Change from prior year                     | -2.9%                        | 1.8%           | 3.3%           | -2.4%          | 1.9%           | 2.3%           |                |
| Median                                     | <b>Sale Price</b>            | <b>198,050</b> | <b>195,000</b> | <b>180,000</b> | <b>195,000</b> | <b>189,000</b> | <b>175,000</b> |
|  | Change from prior year       | 1.6%           | 8.3%           | 11.5%          | 3.2%           | 8.0%           | 12.5%          |
|  | <b>List Price of Actives</b> | <b>319,900</b> | <b>269,000</b> | <b>235,000</b> | <b>N/A</b>     | <b>N/A</b>     | <b>N/A</b>     |
|  | Change from prior year       | 18.9%          | 14.5%          | 15.2%          |                |                |                |
|  | <b>Days on Market</b>        | <b>6</b>       | <b>3</b>       | <b>3</b>       | <b>7</b>       | <b>4</b>       | <b>5</b>       |
| Change from prior year                     | 100.0%                       | 0.0%           | -66.7%         | 75.0%          | -20.0%         | -64.3%         |                |
|  | <b>Percent of List</b>       | <b>100.0%</b>  | <b>100.2%</b>  | <b>100.0%</b>  | <b>100.0%</b>  | <b>100.0%</b>  | <b>100.0%</b>  |
| Change from prior year                     | -0.2%                        | 0.2%           | 0.0%           | 0.0%           | 0.0%           | 0.0%           |                |
|  | <b>Percent of Original</b>   | <b>100.0%</b>  | <b>101.0%</b>  | <b>100.0%</b>  | <b>100.0%</b>  | <b>100.0%</b>  | <b>100.0%</b>  |
| Change from prior year                     | -1.0%                        | 1.0%           | 0.6%           | 0.0%           | 0.0%           | 1.5%           |                |

Note: Year-to-date statistics cannot be calculated for Active Listings, Months' Supply and Pending Contracts.



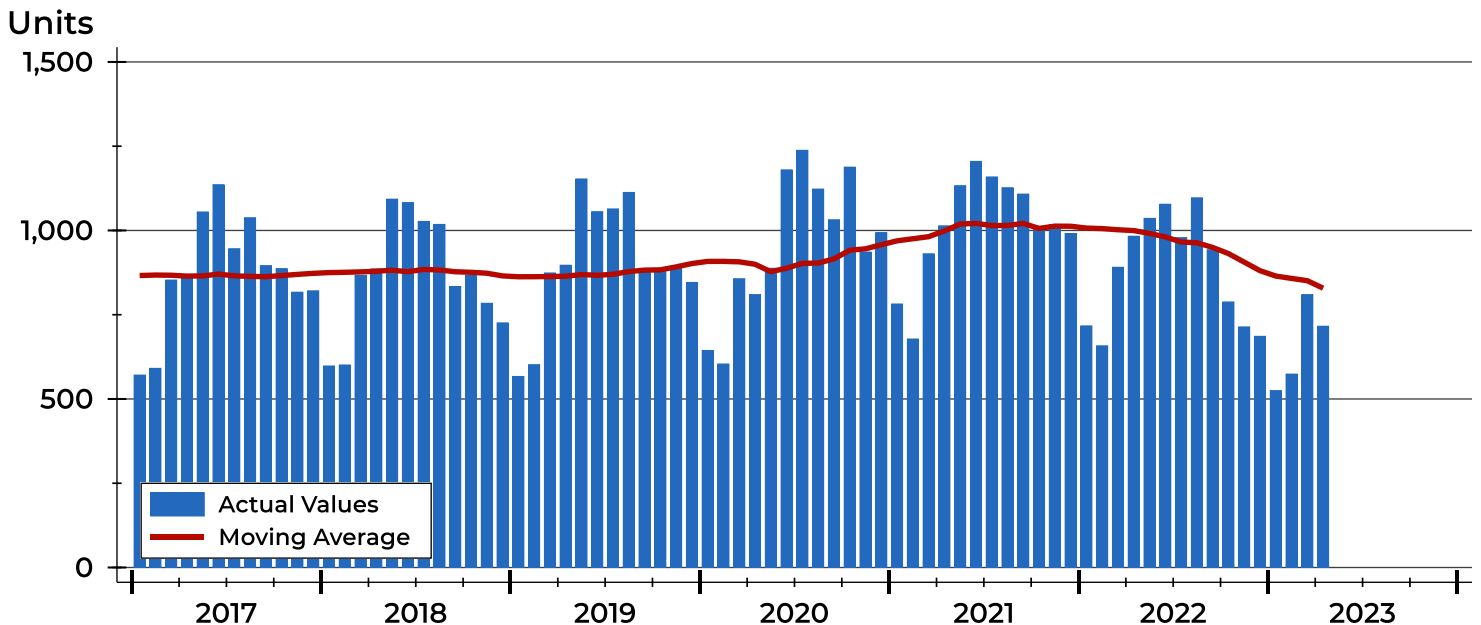
# Entire MLS System Closed Listings Analysis

| Summary Statistics for Closed Listings |                     | 2023    | April 2022 | Change | 2023    | Year-to-Date 2022 | Change |
|--|---------------------|---------|------------|--------|---------|-------------------|--------|
| Closed Listings                        |                     | 716     | 983        | -27.2% | 2,625   | 3,249             | -19.2% |
| Volume (1,000s)                        |                     | 172,152 | 227,297    | -24.3% | 601,853 | 722,669           | -16.7% |
| Months' Supply                         |                     | 1.3     | 0.6        | 116.7% | N/A     | N/A               | N/A    |
| Average                                | Sale Price          | 240,436 | 231,227    | 4.0%   | 229,277 | 222,428           | 3.1%   |
|  | Days on Market      | 25      | 23         | 8.7%   | 27      | 22                | 22.7%  |
|  | Percent of List     | 100.0%  | 102.2%     | -2.2%  | 99.3%   | 100.9%            | -1.6%  |
|  | Percent of Original | 98.9%   | 101.9%     | -2.9%  | 97.9%   | 100.3%            | -2.4%  |
| Median                                 | Sale Price          | 198,050 | 195,000    | 1.6%   | 195,000 | 189,000           | 3.2%   |
|  | Days on Market      | 6       | 3          | 100.0% | 7       | 4                 | 75.0%  |
|  | Percent of List     | 100.0%  | 100.2%     | -0.2%  | 100.0%  | 100.0%            | 0.0%   |
|  | Percent of Original | 100.0%  | 101.0%     | -1.0%  | 100.0%  | 100.0%            | 0.0%   |

A total of 716 homes sold in South Central Kansas in April, down from 983 units in April 2022. Total sales volume fell to \$172.2 million compared to \$227.3 million in the previous year.

The median sales price in April was \$198,050, up 1.6% compared to the prior year. Median days on market was 6 days, the same as March, and up from 3 in April 2022.

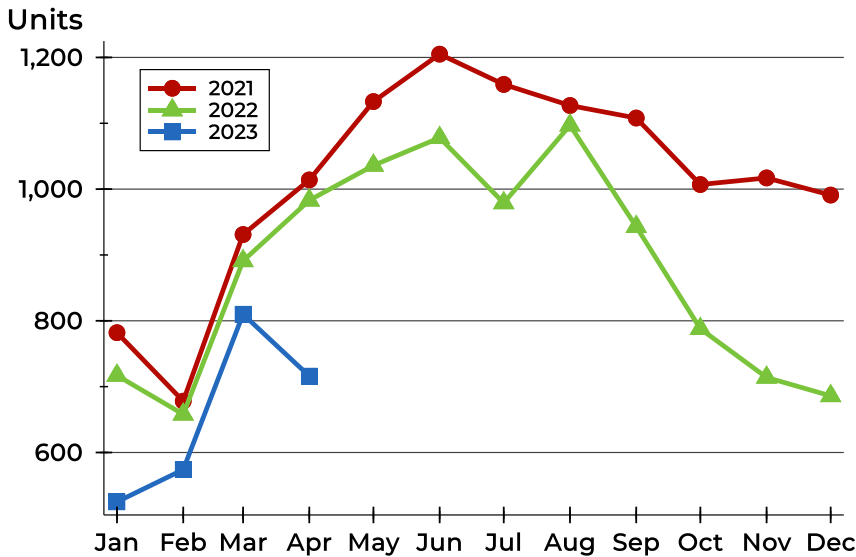
## History of Closed Listings





## Entire MLS System Closed Listings Analysis

### Closed Listings by Month



| Month     | 2021  | 2022  | 2023 |
|-----------|-------|-------|------|
| January   | 782   | 717   | 525  |
| February  | 678   | 658   | 574  |
| March     | 931   | 891   | 810  |
| April     | 1,014 | 983   | 716  |
| May       | 1,133 | 1,036 |      |
| June      | 1,205 | 1,078 |      |
| July      | 1,159 | 979   |      |
| August    | 1,127 | 1,097 |      |
| September | 1,108 | 943   |      |
| October   | 1,007 | 788   |      |
| November  | 1,017 | 714   |      |
| December  | 991   | 686   |      |

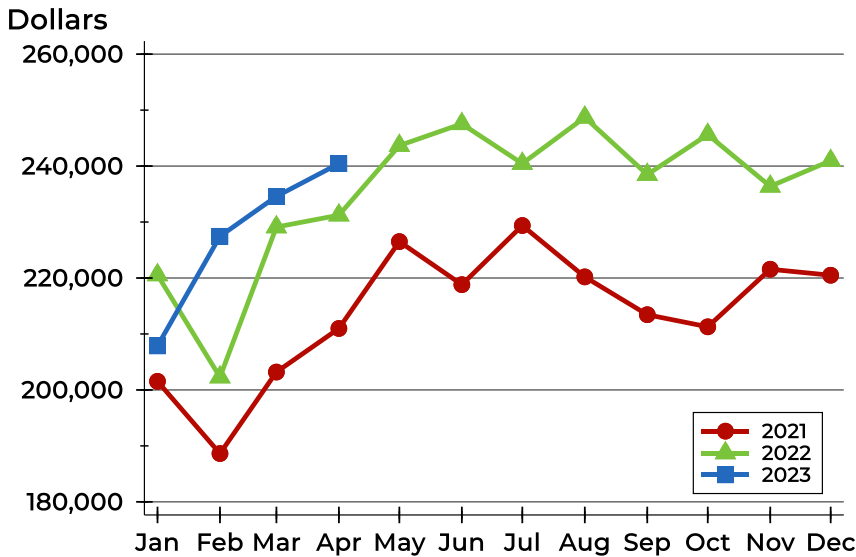
### Closed Listings by Price Range

| Price Range         | Sales  |         | Months' Supply | Sale Price |           | Days on Market |      | Price as % of List |        | Price as % of Orig. |        |
|---------------------|--------|---------|----------------|------------|-----------|----------------|------|--------------------|--------|---------------------|--------|
|                     | Number | Percent |                | Average    | Median    | Avg.           | Med. | Avg.               | Med.   | Avg.                | Med.   |
| Below \$25,000      | 9      | 1.3%    | 2.6            | 16,833     | 15,000    | 65             | 47   | 75.1%              | 80.0%  | 70.7%               | 80.0%  |
| \$25,000-\$49,999   | 23     | 3.2%    | 0.5            | 39,021     | 40,000    | 36             | 17   | 93.7%              | 91.8%  | 90.2%               | 89.6%  |
| \$50,000-\$99,999   | 66     | 9.2%    | 0.7            | 77,483     | 77,750    | 39             | 21   | 97.7%              | 98.8%  | 93.8%               | 95.2%  |
| \$100,000-\$124,999 | 45     | 6.3%    | 0.7            | 113,549    | 115,000   | 21             | 5    | 99.8%              | 100.0% | 98.1%               | 100.0% |
| \$125,000-\$149,999 | 67     | 9.4%    | 0.4            | 135,412    | 135,000   | 27             | 7    | 100.2%             | 100.0% | 98.2%               | 100.0% |
| \$150,000-\$174,999 | 69     | 9.6%    | 0.6            | 161,003    | 162,500   | 21             | 4    | 102.3%             | 102.2% | 101.5%              | 102.2% |
| \$175,000-\$199,999 | 83     | 11.6%   | 0.6            | 186,400    | 187,000   | 14             | 3    | 102.0%             | 100.8% | 101.5%              | 100.2% |
| \$200,000-\$249,999 | 84     | 11.7%   | 0.6            | 222,241    | 223,500   | 14             | 3    | 101.7%             | 100.4% | 101.5%              | 101.1% |
| \$250,000-\$299,999 | 87     | 12.2%   | 1.5            | 270,112    | 269,900   | 19             | 4    | 100.3%             | 100.0% | 99.4%               | 100.0% |
| \$300,000-\$399,999 | 104    | 14.5%   | 2.0            | 345,525    | 340,674   | 21             | 5    | 100.4%             | 100.0% | 99.7%               | 100.0% |
| \$400,000-\$499,999 | 35     | 4.9%    | 3.3            | 436,373    | 436,669   | 32             | 10   | 99.4%              | 100.0% | 101.4%              | 100.0% |
| \$500,000-\$749,999 | 30     | 4.2%    | 3.1            | 586,010    | 574,500   | 53             | 4    | 100.7%             | 100.0% | 99.5%               | 100.0% |
| \$750,000-\$999,999 | 10     | 1.4%    | 2.7            | 841,322    | 787,250   | 54             | 24   | 95.1%              | 94.5%  | 94.2%               | 96.4%  |
| \$1,000,000 and up  | 4      | 0.6%    | 5.7            | 1,464,345  | 1,460,000 | 100            | 82   | 96.9%              | 97.6%  | 96.9%               | 97.6%  |



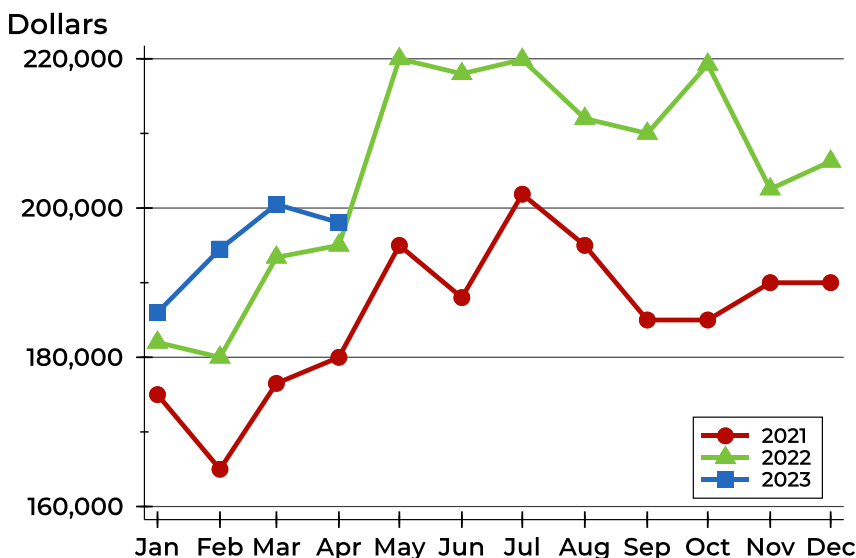
## Entire MLS System Closed Listings Analysis

### Average Price



| Month     | 2021    | 2022    | 2023    |
|-----------|---------|---------|---------|
| January   | 201,537 | 220,544 | 207,865 |
| February  | 188,638 | 202,291 | 227,454 |
| March     | 203,196 | 229,108 | 234,585 |
| April     | 210,982 | 231,227 | 240,436 |
| May       | 226,511 | 243,667 |         |
| June      | 218,812 | 247,548 |         |
| July      | 229,382 | 240,449 |         |
| August    | 220,203 | 248,706 |         |
| September | 213,442 | 238,484 |         |
| October   | 211,281 | 245,628 |         |
| November  | 221,567 | 236,378 |         |
| December  | 220,494 | 240,960 |         |

### Median Price

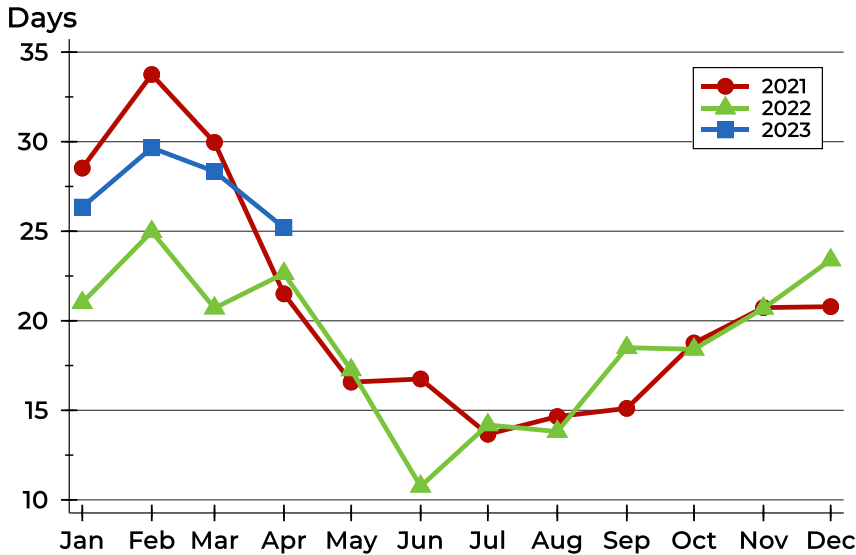


| Month     | 2021    | 2022    | 2023    |
|-----------|---------|---------|---------|
| January   | 175,000 | 182,000 | 186,000 |
| February  | 165,000 | 180,000 | 194,500 |
| March     | 176,500 | 193,400 | 200,500 |
| April     | 180,000 | 195,000 | 198,050 |
| May       | 195,000 | 220,000 |         |
| June      | 188,000 | 218,000 |         |
| July      | 201,862 | 219,900 |         |
| August    | 195,000 | 212,000 |         |
| September | 185,000 | 210,000 |         |
| October   | 185,000 | 219,248 |         |
| November  | 190,000 | 202,548 |         |
| December  | 190,000 | 206,250 |         |



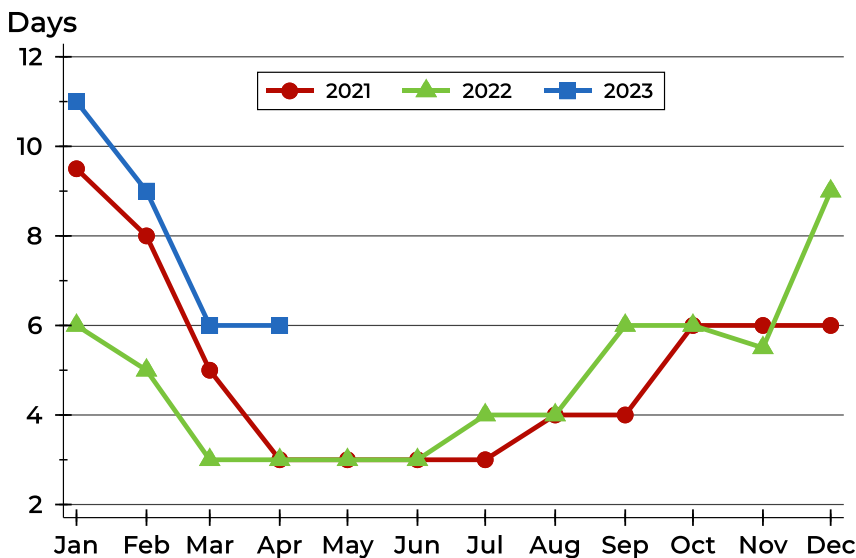
## Entire MLS System Closed Listings Analysis

### Average DOM



| Month     | 2021 | 2022 | 2023 |
|-----------|------|------|------|
| January   | 29   | 21   | 26   |
| February  | 34   | 25   | 30   |
| March     | 30   | 21   | 28   |
| April     | 22   | 23   | 25   |
| May       | 17   | 17   |      |
| June      | 17   | 11   |      |
| July      | 14   | 14   |      |
| August    | 15   | 14   |      |
| September | 15   | 18   |      |
| October   | 19   | 18   |      |
| November  | 21   | 21   |      |
| December  | 21   | 23   |      |

### Median DOM



| Month     | 2021 | 2022 | 2023 |
|-----------|------|------|------|
| January   | 10   | 6    | 11   |
| February  | 8    | 5    | 9    |
| March     | 5    | 3    | 6    |
| April     | 3    | 3    | 6    |
| May       | 3    | 3    |      |
| June      | 3    | 3    |      |
| July      | 3    | 4    |      |
| August    | 4    | 4    |      |
| September | 4    | 6    |      |
| October   | 6    | 6    |      |
| November  | 6    | 6    |      |
| December  | 6    | 9    |      |



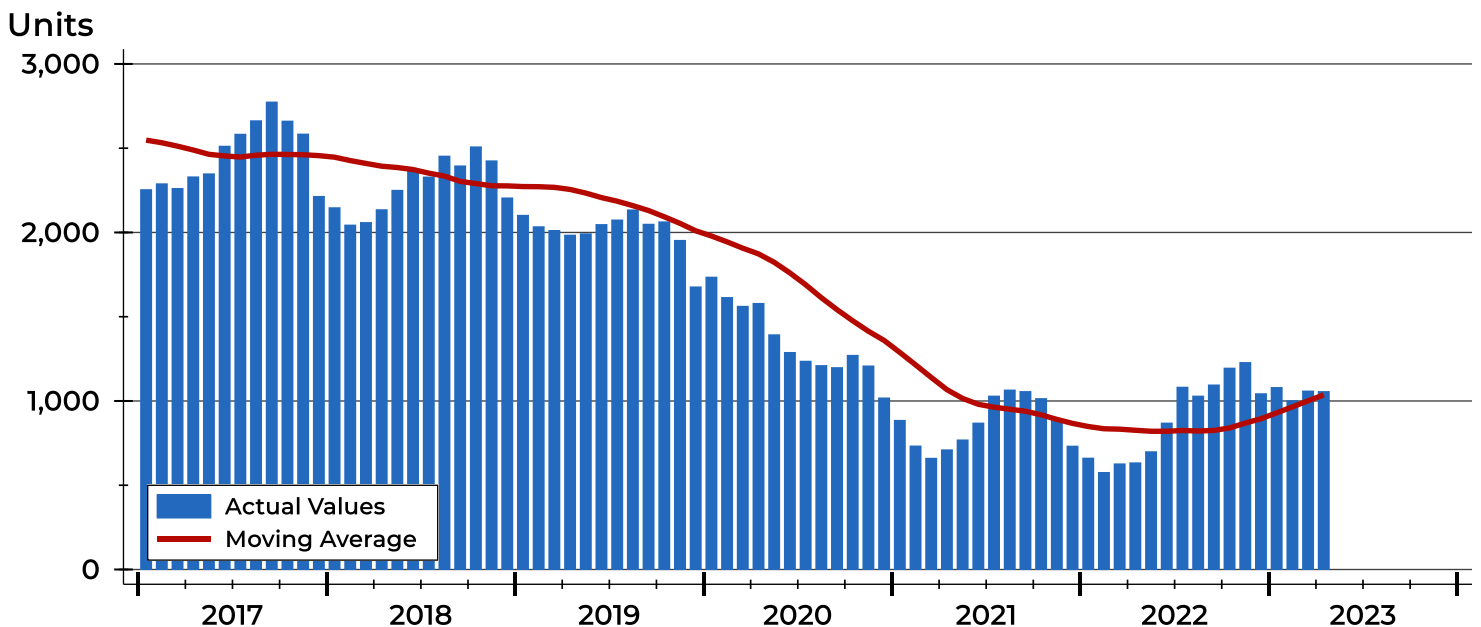
## Entire MLS System Active Listings Analysis

| Summary Statistics for Active Listings |                     | 2023           | End of April 2022 | Change |
|--|---------------------|----------------|-------------------|--------|
| Active Listings                        |                     | <b>1,056</b>   | 633               | 66.8%  |
| Volume (1,000s)                        |                     | <b>396,091</b> | 207,457           | 90.9%  |
| Months' Supply                         |                     | <b>1.3</b>     | 0.6               | 116.7% |
| Average                                | List Price          | <b>375,086</b> | 327,736           | 14.4%  |
|  | Days on Market      | <b>61</b>      | 47                | 29.8%  |
|  | Percent of Original | <b>99.1%</b>   | 99.7%             | -0.6%  |
| Median                                 | List Price          | <b>319,900</b> | 269,000           | 18.9%  |
|  | Days on Market      | <b>18</b>      | 14                | 28.6%  |
|  | Percent of Original | <b>100.0%</b>  | 100.0%            | 0.0%   |

A total of 1,056 homes were available for sale in South Central Kansas at the end of April. This represents a 1.3 months' supply of active listings.

The median list price of homes on the market at the end of April was \$319,900, up 18.9% from 2022. The typical time on market for active listings was 18 days, up from 14 days a year earlier.

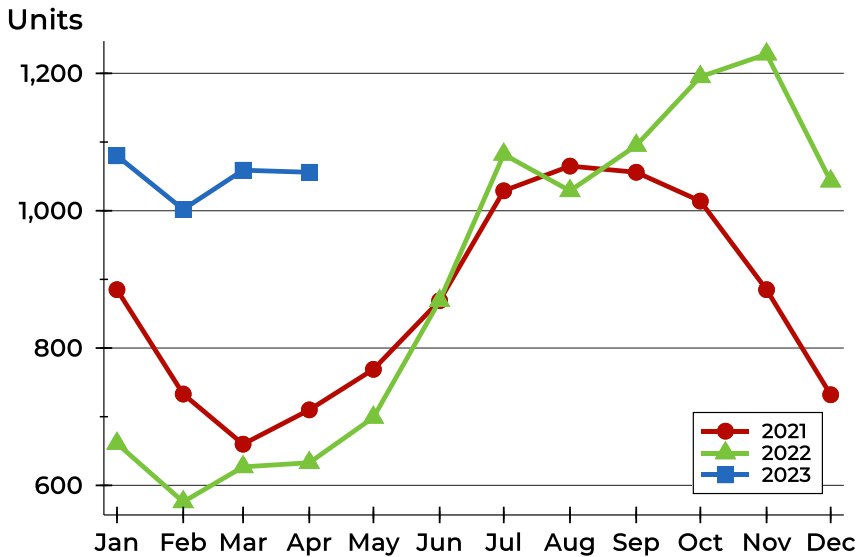
## History of Active Listings





## Entire MLS System Active Listings Analysis

### Active Listings by Month



| Month     | 2021  | 2022  | 2023  |
|-----------|-------|-------|-------|
| January   | 885   | 661   | 1,080 |
| February  | 733   | 576   | 1,002 |
| March     | 660   | 627   | 1,059 |
| April     | 710   | 633   | 1,056 |
| May       | 769   | 699   |       |
| June      | 869   | 869   |       |
| July      | 1,029 | 1,082 |       |
| August    | 1,065 | 1,029 |       |
| September | 1,056 | 1,095 |       |
| October   | 1,014 | 1,195 |       |
| November  | 885   | 1,228 |       |
| December  | 732   | 1,043 |       |

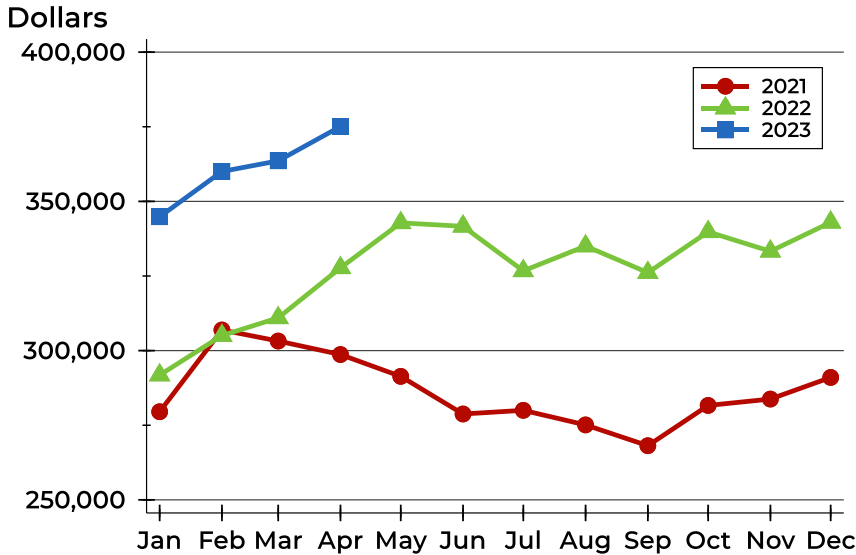
### Active Listings by Price Range

| Price Range         | Active Listings |         | Months' Supply | List Price |           | Days on Market |      | Price as % of Orig. |        |
|---------------------|-----------------|---------|----------------|------------|-----------|----------------|------|---------------------|--------|
|                     | Number          | Percent |                | Average    | Median    | Avg.           | Med. | Avg.                | Med.   |
| Below \$25,000      | 24              | 2.4%    | 2.6            | 7,444      | 1,923     | 67             | 25   | 96.8%               | 100.0% |
| \$25,000-\$49,999   | 12              | 1.2%    | 0.5            | 36,667     | 35,000    | 47             | 46   | 91.9%               | 100.0% |
| \$50,000-\$99,999   | 65              | 6.4%    | 0.7            | 73,324     | 72,000    | 76             | 34   | 95.7%               | 100.0% |
| \$100,000-\$124,999 | 39              | 3.9%    | 0.7            | 113,655    | 115,000   | 61             | 18   | 95.9%               | 100.0% |
| \$125,000-\$149,999 | 28              | 2.8%    | 0.4            | 137,664    | 136,950   | 42             | 22   | 96.9%               | 100.0% |
| \$150,000-\$174,999 | 41              | 4.1%    | 0.6            | 160,641    | 159,900   | 24             | 12   | 98.4%               | 100.0% |
| \$175,000-\$199,999 | 39              | 3.9%    | 0.6            | 188,408    | 189,900   | 32             | 13   | 99.2%               | 100.0% |
| \$200,000-\$249,999 | 71              | 7.0%    | 0.6            | 230,391    | 230,000   | 35             | 9    | 98.3%               | 100.0% |
| \$250,000-\$299,999 | 155             | 15.3%   | 1.5            | 274,533    | 275,000   | 103            | 8    | 102.5%              | 100.0% |
| \$300,000-\$399,999 | 224             | 22.2%   | 2.0            | 353,232    | 352,000   | 38             | 6    | 99.3%               | 100.0% |
| \$400,000-\$499,999 | 155             | 15.3%   | 3.3            | 450,695    | 449,000   | 65             | 24   | 99.1%               | 100.0% |
| \$500,000-\$749,999 | 109             | 10.8%   | 3.1            | 604,733    | 597,227   | 52             | 18   | 99.8%               | 100.0% |
| \$750,000-\$999,999 | 21              | 2.1%    | 2.7            | 864,532    | 875,000   | 64             | 30   | 97.7%               | 100.0% |
| \$1,000,000 and up  | 28              | 2.8%    | 5.7            | 2,130,095  | 1,542,472 | 213            | 82   | 98.6%               | 100.0% |



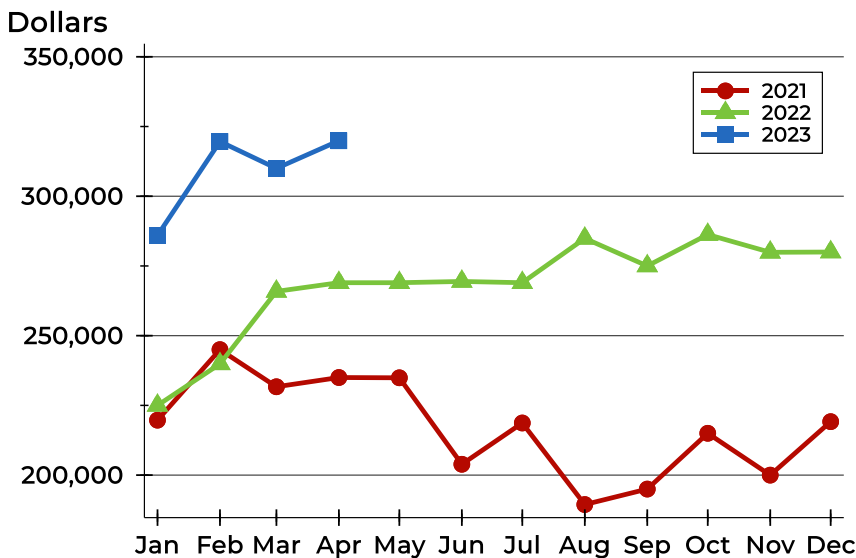
## Entire MLS System Active Listings Analysis

### Average Price



| Month     | 2021    | 2022    | 2023    |
|-----------|---------|---------|---------|
| January   | 279,536 | 291,805 | 344,850 |
| February  | 306,921 | 305,043 | 360,016 |
| March     | 303,214 | 310,982 | 363,583 |
| April     | 298,692 | 327,736 | 375,086 |
| May       | 291,370 | 342,811 |         |
| June      | 278,773 | 341,650 |         |
| July      | 280,007 | 326,725 |         |
| August    | 275,117 | 335,034 |         |
| September | 268,151 | 326,144 |         |
| October   | 281,636 | 339,808 |         |
| November  | 283,779 | 333,281 |         |
| December  | 291,024 | 342,983 |         |

### Median Price

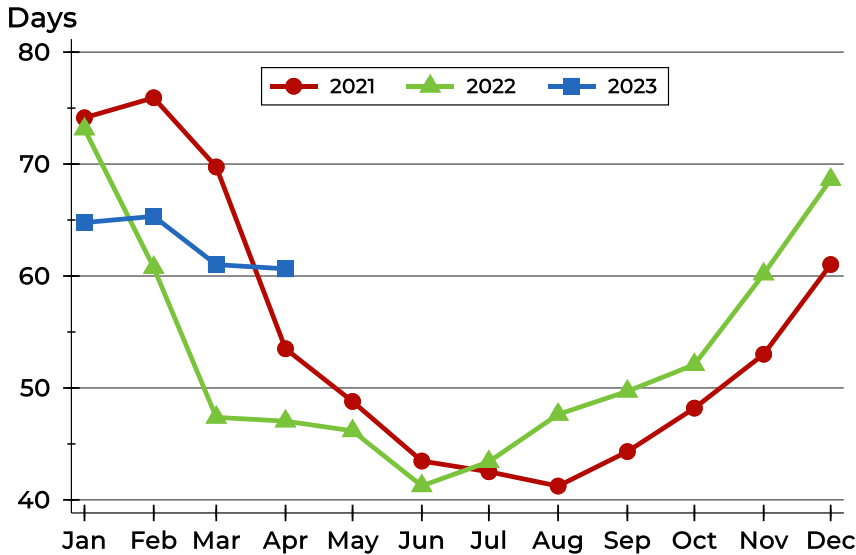


| Month     | 2021    | 2022    | 2023    |
|-----------|---------|---------|---------|
| January   | 219,700 | 225,000 | 285,942 |
| February  | 245,000 | 239,900 | 319,621 |
| March     | 231,687 | 265,875 | 310,000 |
| April     | 235,000 | 269,000 | 319,900 |
| May       | 234,900 | 269,000 |         |
| June      | 203,897 | 269,450 |         |
| July      | 218,700 | 269,000 |         |
| August    | 189,450 | 284,900 |         |
| September | 195,000 | 275,000 |         |
| October   | 215,000 | 286,260 |         |
| November  | 200,000 | 279,900 |         |
| December  | 219,175 | 280,000 |         |



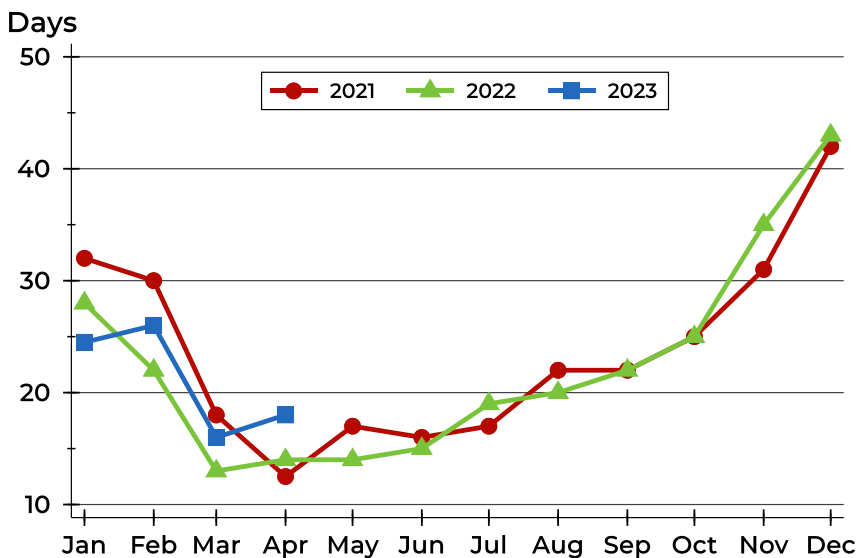
## Entire MLS System Active Listings Analysis

### Average DOM



| Month     | 2021 | 2022 | 2023 |
|-----------|------|------|------|
| January   | 74   | 73   | 65   |
| February  | 76   | 61   | 65   |
| March     | 70   | 47   | 61   |
| April     | 54   | 47   | 61   |
| May       | 49   | 46   |      |
| June      | 43   | 41   |      |
| July      | 43   | 43   |      |
| August    | 41   | 48   |      |
| September | 44   | 50   |      |
| October   | 48   | 52   |      |
| November  | 53   | 60   |      |
| December  | 61   | 69   |      |

### Median DOM

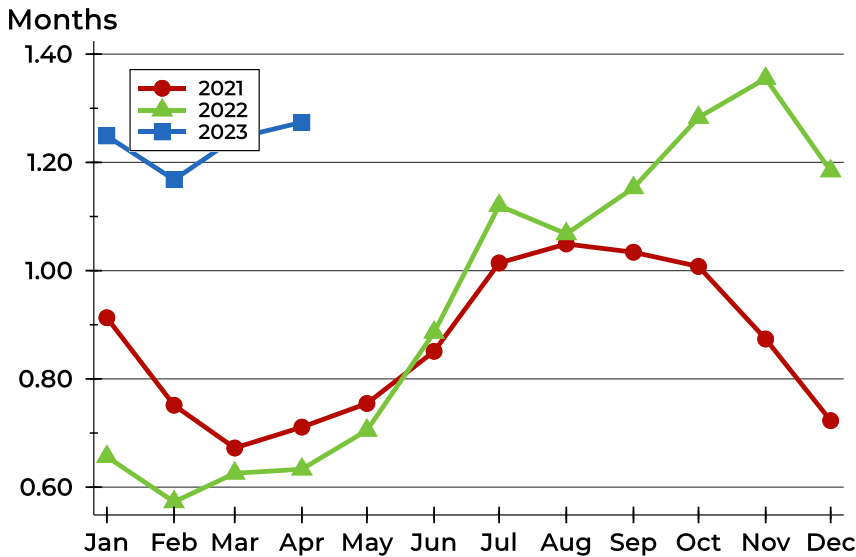


| Month     | 2021 | 2022 | 2023 |
|-----------|------|------|------|
| January   | 32   | 28   | 25   |
| February  | 30   | 22   | 26   |
| March     | 18   | 13   | 16   |
| April     | 13   | 14   | 18   |
| May       | 17   | 14   |      |
| June      | 16   | 15   |      |
| July      | 17   | 19   |      |
| August    | 22   | 20   |      |
| September | 22   | 22   |      |
| October   | 25   | 25   |      |
| November  | 31   | 35   |      |
| December  | 42   | 43   |      |



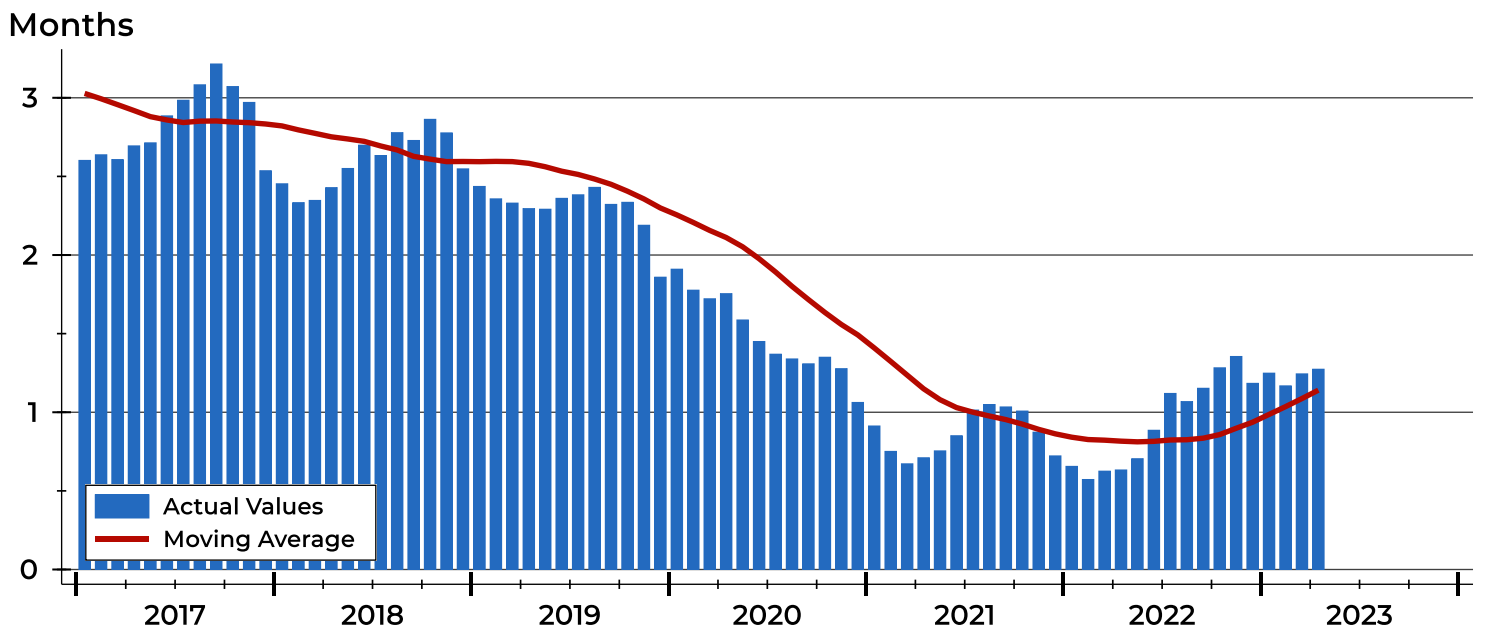
# Entire MLS System Months' Supply Analysis

## Months' Supply by Month



| Month     | 2021 | 2022 | 2023 |
|-----------|------|------|------|
| January   | 0.9  | 0.7  | 1.2  |
| February  | 0.8  | 0.6  | 1.2  |
| March     | 0.7  | 0.6  | 1.2  |
| April     | 0.7  | 0.6  | 1.3  |
| May       | 0.8  | 0.7  | 1.2  |
| June      | 0.9  | 0.9  | 1.2  |
| July      | 1.0  | 1.1  | 1.2  |
| August    | 1.0  | 1.1  | 1.2  |
| September | 1.0  | 1.2  | 1.2  |
| October   | 1.0  | 1.3  | 1.2  |
| November  | 0.9  | 1.4  | 1.2  |
| December  | 0.7  | 1.2  | 1.2  |

## History of Month's Supply





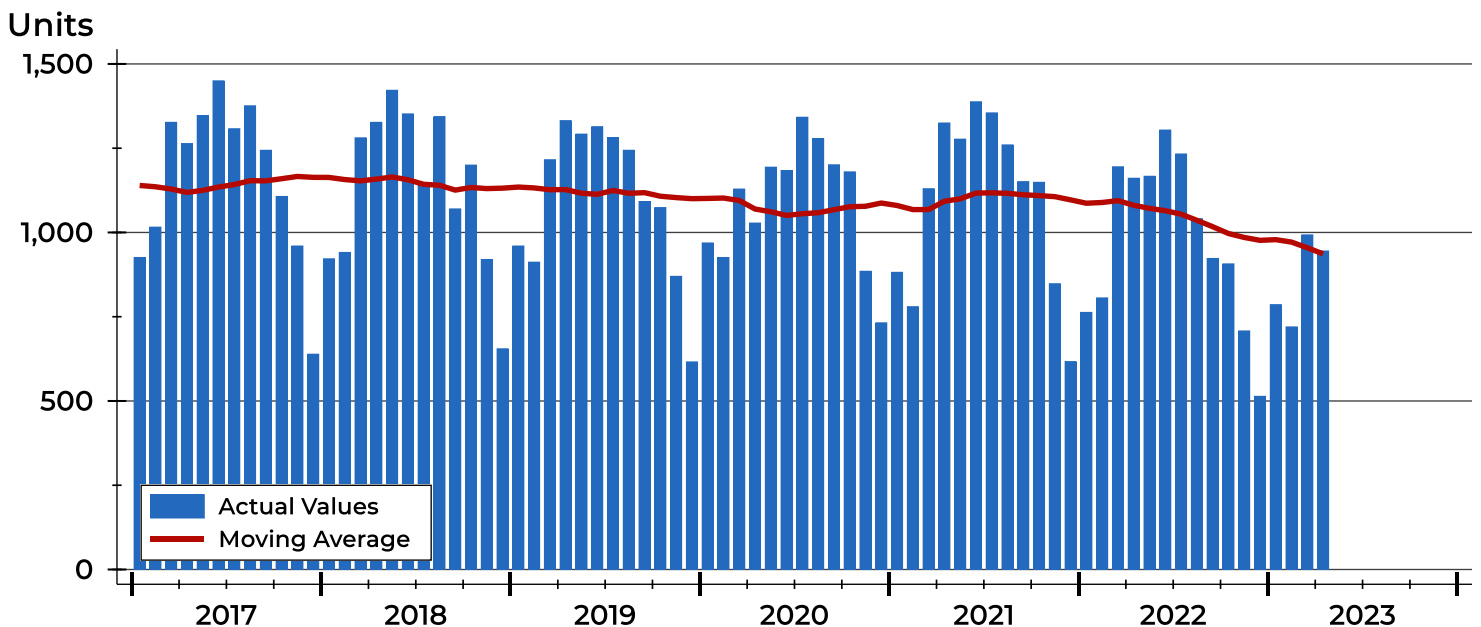
## Entire MLS System New Listings Analysis

| Summary Statistics for New Listings |                    | 2023           | April 2022 | Change |
|-------------------------------------|--------------------|----------------|------------|--------|
| Current Month                       | New Listings       | <b>945</b>     | 1,161      | -18.6% |
|                                     | Volume (1,000s)    | <b>249,630</b> | 282,193    | -11.5% |
|                                     | Average List Price | <b>264,159</b> | 243,060    | 8.7%   |
|                                     | Median List Price  | <b>225,000</b> | 220,000    | 2.3%   |
| Year-to-Date                        | New Listings       | <b>3,444</b>   | 3,925      | -12.3% |
|                                     | Volume (1,000s)    | <b>862,312</b> | 926,962    | -7.0%  |
|                                     | Average List Price | <b>250,381</b> | 236,169    | 6.0%   |
|                                     | Median List Price  | <b>215,000</b> | 200,000    | 7.5%   |

A total of 945 new listings were added in South Central Kansas during April, down 18.6% from the same month in 2022. Year-to-date South Central Kansas has seen 3,444 new listings.

The median list price of these homes was \$225,000 up from \$220,000 in 2022.

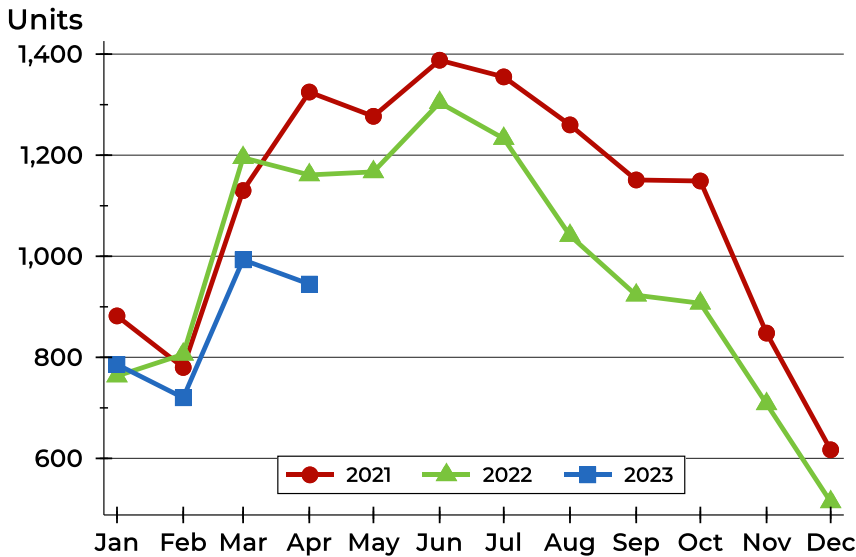
## History of New Listings





## Entire MLS System New Listings Analysis

### New Listings by Month



| Month     | 2021  | 2022  | 2023       |
|-----------|-------|-------|------------|
| January   | 882   | 763   | <b>786</b> |
| February  | 780   | 806   | <b>720</b> |
| March     | 1,130 | 1,195 | <b>993</b> |
| April     | 1,325 | 1,161 | <b>945</b> |
| May       | 1,277 | 1,167 |            |
| June      | 1,388 | 1,304 |            |
| July      | 1,355 | 1,233 |            |
| August    | 1,260 | 1,041 |            |
| September | 1,151 | 923   |            |
| October   | 1,149 | 907   |            |
| November  | 848   | 708   |            |
| December  | 617   | 514   |            |

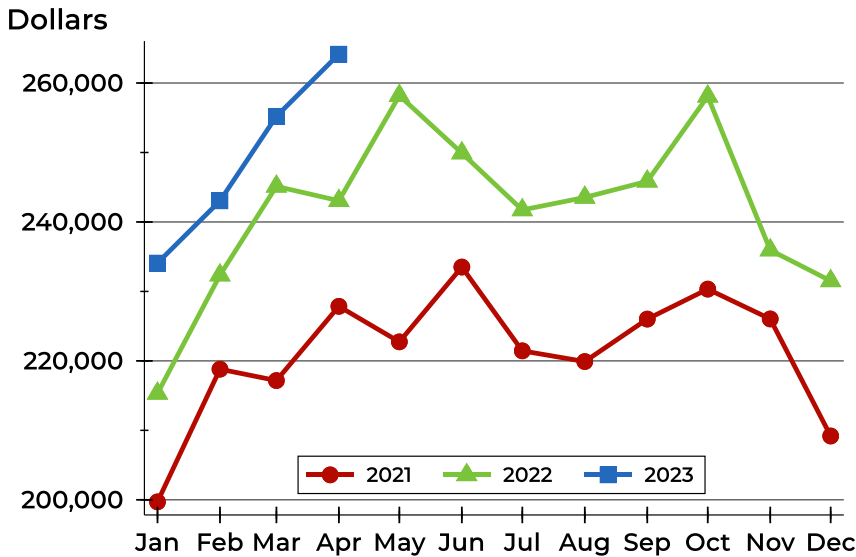
### New Listings by Price Range

| Price Range         | New Listings |         | List Price |           | Days on Market |      | Price as % of Orig. |        |
|---------------------|--------------|---------|------------|-----------|----------------|------|---------------------|--------|
|                     | Number       | Percent | Average    | Median    | Avg.           | Med. | Avg.                | Med.   |
| Below \$25,000      | 17           | 1.9%    | 7,422      | 1,950     | 14             | 14   | 100.4%              | 100.0% |
| \$25,000-\$49,999   | 8            | 0.9%    | 40,913     | 41,200    | 9              | 8    | 97.5%               | 100.0% |
| \$50,000-\$99,999   | 78           | 8.5%    | 75,274     | 75,000    | 11             | 8    | 97.9%               | 100.0% |
| \$100,000-\$124,999 | 55           | 6.0%    | 113,097    | 115,000   | 7              | 4    | 99.3%               | 100.0% |
| \$125,000-\$149,999 | 89           | 9.7%    | 136,671    | 135,000   | 6              | 3    | 99.7%               | 100.0% |
| \$150,000-\$174,999 | 81           | 8.9%    | 161,173    | 160,000   | 8              | 4    | 99.5%               | 100.0% |
| \$175,000-\$199,999 | 75           | 8.2%    | 187,835    | 189,000   | 5              | 3    | 99.8%               | 100.0% |
| \$200,000-\$249,999 | 118          | 12.9%   | 227,954    | 228,900   | 7              | 4    | 99.3%               | 100.0% |
| \$250,000-\$299,999 | 120          | 13.1%   | 273,077    | 270,000   | 7              | 3    | 100.0%              | 100.0% |
| \$300,000-\$399,999 | 130          | 14.2%   | 346,724    | 340,000   | 10             | 6    | 99.3%               | 100.0% |
| \$400,000-\$499,999 | 68           | 7.4%    | 447,888    | 447,460   | 12             | 9    | 99.7%               | 100.0% |
| \$500,000-\$749,999 | 55           | 6.0%    | 598,384    | 575,000   | 11             | 9    | 99.7%               | 100.0% |
| \$750,000-\$999,999 | 15           | 1.6%    | 871,919    | 875,000   | 13             | 14   | 99.5%               | 100.0% |
| \$1,000,000 and up  | 4            | 0.4%    | 2,034,345  | 2,100,000 | 19             | 22   | 100.0%              | 100.0% |



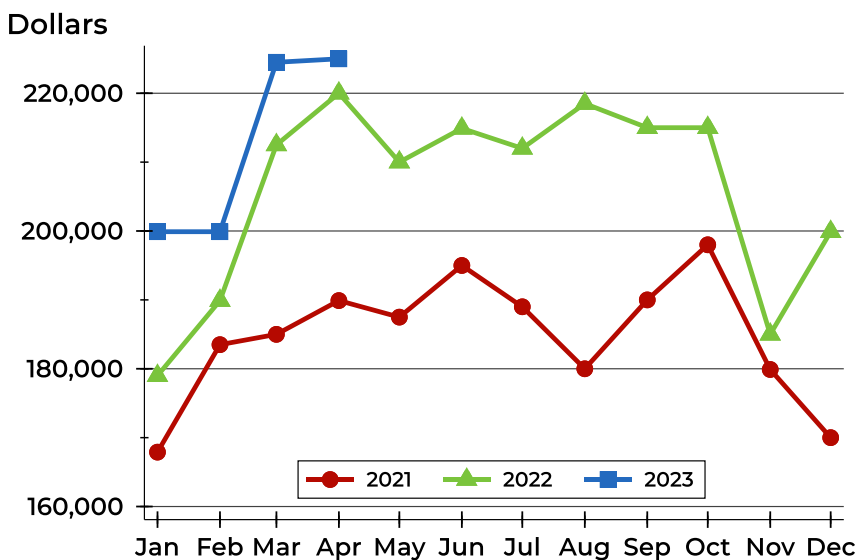
## Entire MLS System New Listings Analysis

### Average Price



| Month     | 2021    | 2022    | 2023    |
|-----------|---------|---------|---------|
| January   | 199,705 | 215,323 | 234,084 |
| February  | 218,811 | 232,345 | 243,038 |
| March     | 217,171 | 245,126 | 255,210 |
| April     | 227,859 | 243,060 | 264,159 |
| May       | 222,742 | 258,191 |         |
| June      | 233,509 | 249,917 |         |
| July      | 221,448 | 241,732 |         |
| August    | 219,905 | 243,532 |         |
| September | 226,019 | 245,854 |         |
| October   | 230,337 | 258,093 |         |
| November  | 226,039 | 235,954 |         |
| December  | 209,189 | 231,515 |         |

### Median Price



| Month     | 2021    | 2022    | 2023    |
|-----------|---------|---------|---------|
| January   | 167,900 | 179,000 | 199,900 |
| February  | 183,500 | 189,900 | 199,900 |
| March     | 185,000 | 212,500 | 224,500 |
| April     | 189,900 | 220,000 | 225,000 |
| May       | 187,500 | 210,000 |         |
| June      | 195,000 | 214,900 |         |
| July      | 189,000 | 212,000 |         |
| August    | 180,000 | 218,500 |         |
| September | 190,000 | 215,000 |         |
| October   | 198,000 | 215,000 |         |
| November  | 179,900 | 185,000 |         |
| December  | 170,000 | 199,900 |         |



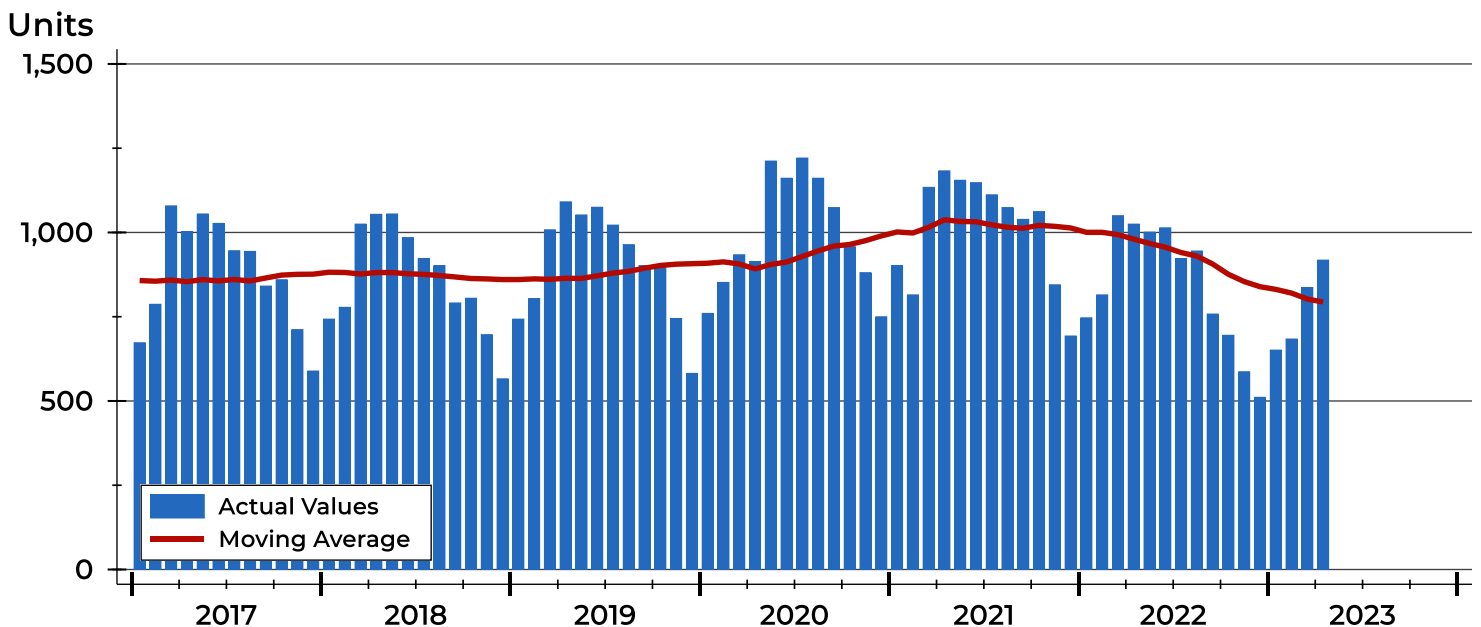
# Entire MLS System Contracts Written Analysis

| Summary Statistics for Contracts Written |                     | 2023    | April 2022 | Change | 2023    | Year-to-Date 2022 | Change |
|--|---------------------|---------|------------|--------|---------|-------------------|--------|
| Contracts Written                        |                     | 918     | 1,025      | -10.4% | 3,090   | 3,637             | -15.0% |
| Volume (1,000s)                          |                     | 221,105 | 244,548    | -9.6%  | 728,244 | 846,185           | -13.9% |
| Average                                  | Sale Price          | 240,855 | 238,583    | 1.0%   | 235,678 | 232,660           | 1.3%   |
|  | Days on Market      | 21      | 13         | 61.5%  | 25      | 20                | 25.0%  |
|  | Percent of Original | 98.8%   | 101.7%     | -2.9%  | 98.3%   | 101.1%            | -2.8%  |
| Median                                   | Sale Price          | 205,000 | 216,525    | -5.3%  | 200,000 | 199,900           | 0.1%   |
|  | Days on Market      | 4       | 3          | 33.3%  | 5       | 3                 | 66.7%  |
|  | Percent of Original | 100.0%  | 101.1%     | -1.1%  | 100.0%  | 100.1%            | -0.1%  |

A total of 918 contracts for sale were written in South Central Kansas during the month of April, down from 1,025 in 2022. The median list price of these homes was \$205,000, down from \$216,525 the prior year.

Half of the homes that went under contract in April were on the market less than 4 days, compared to 3 days in April 2022.

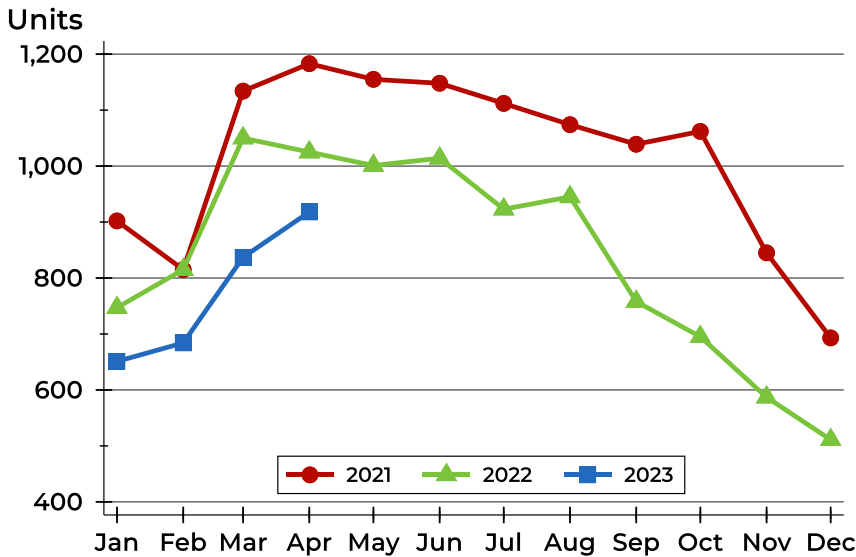
## History of Contracts Written





## Entire MLS System Contracts Written Analysis

### Contracts Written by Month



| Month     | 2021  | 2022  | 2023 |
|-----------|-------|-------|------|
| January   | 902   | 747   | 651  |
| February  | 815   | 815   | 684  |
| March     | 1,134 | 1,050 | 837  |
| April     | 1,183 | 1,025 | 918  |
| May       | 1,155 | 1,001 |      |
| June      | 1,148 | 1,014 |      |
| July      | 1,112 | 923   |      |
| August    | 1,074 | 945   |      |
| September | 1,039 | 758   |      |
| October   | 1,062 | 695   |      |
| November  | 845   | 587   |      |
| December  | 693   | 511   |      |

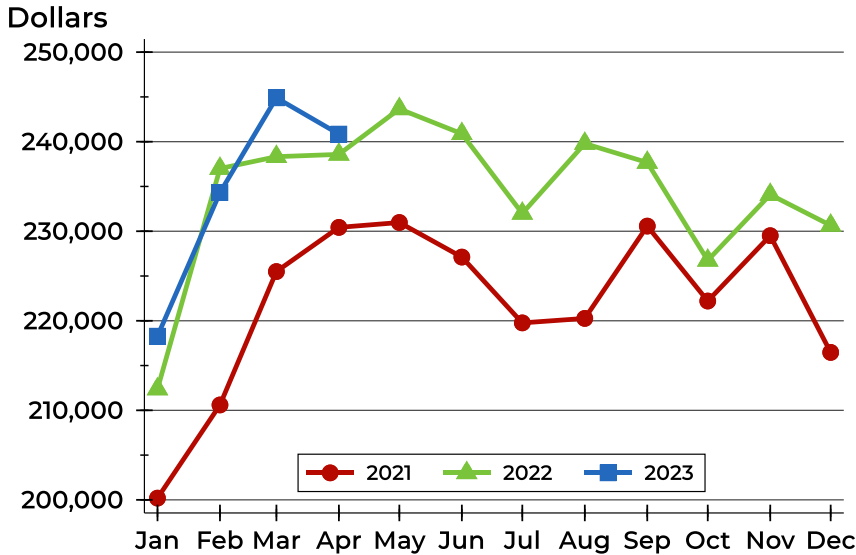
### Contracts Written by Price Range

| Price Range         | Contracts Written |         | List Price |           | Days on Market |      | Price as % of Orig. |        |
|---------------------|-------------------|---------|------------|-----------|----------------|------|---------------------|--------|
|                     | Number            | Percent | Average    | Median    | Avg.           | Med. | Avg.                | Med.   |
| Below \$25,000      | 8                 | 0.9%    | 17,575     | 19,400    | 31             | 31   | 85.9%               | 91.3%  |
| \$25,000-\$49,999   | 16                | 1.8%    | 37,488     | 38,250    | 66             | 33   | 82.9%               | 85.3%  |
| \$50,000-\$99,999   | 83                | 9.2%    | 75,835     | 75,000    | 23             | 7    | 99.1%               | 100.0% |
| \$100,000-\$124,999 | 56                | 6.2%    | 112,134    | 114,900   | 15             | 4    | 97.8%               | 100.0% |
| \$125,000-\$149,999 | 111               | 12.3%   | 136,256    | 135,000   | 18             | 3    | 99.0%               | 100.0% |
| \$150,000-\$174,999 | 77                | 8.5%    | 160,799    | 160,000   | 11             | 4    | 99.5%               | 100.0% |
| \$175,000-\$199,999 | 88                | 9.8%    | 187,918    | 188,500   | 12             | 3    | 99.7%               | 100.0% |
| \$200,000-\$249,999 | 123               | 13.6%   | 225,610    | 225,000   | 10             | 4    | 99.6%               | 100.0% |
| \$250,000-\$299,999 | 114               | 12.6%   | 273,932    | 274,950   | 19             | 3    | 99.6%               | 100.0% |
| \$300,000-\$399,999 | 120               | 13.3%   | 341,123    | 334,950   | 22             | 4    | 99.1%               | 100.0% |
| \$400,000-\$499,999 | 54                | 6.0%    | 442,745    | 435,000   | 39             | 6    | 100.0%              | 100.0% |
| \$500,000-\$749,999 | 38                | 4.2%    | 588,100    | 575,000   | 42             | 5    | 97.4%               | 100.0% |
| \$750,000-\$999,999 | 10                | 1.1%    | 858,096    | 825,000   | 33             | 3    | 98.0%               | 100.0% |
| \$1,000,000 and up  | 4                 | 0.4%    | 1,286,079  | 1,178,467 | 13             | 10   | 100.5%              | 100.3% |



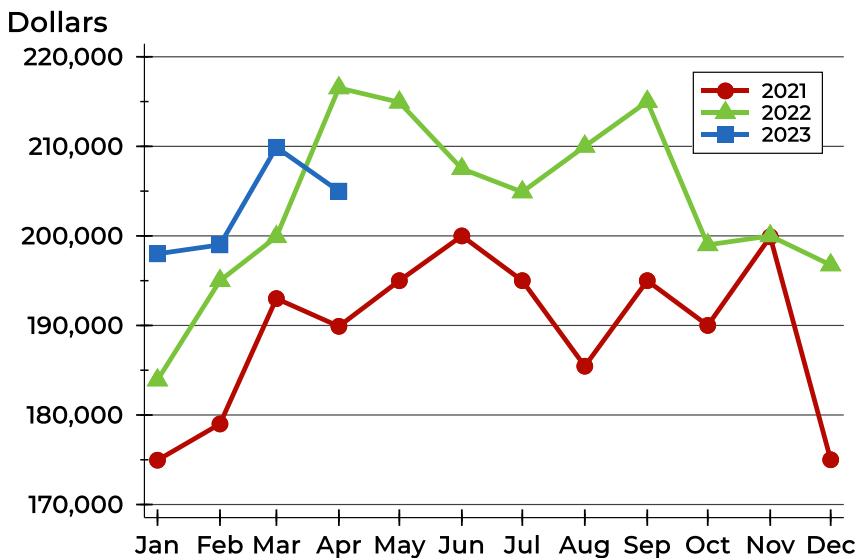
## Entire MLS System Contracts Written Analysis

### Average Price



| Month     | 2021    | 2022    | 2023           |
|-----------|---------|---------|----------------|
| January   | 200,196 | 212,378 | <b>218,285</b> |
| February  | 210,603 | 237,005 | <b>234,322</b> |
| March     | 225,497 | 238,328 | <b>244,896</b> |
| April     | 230,430 | 238,583 | <b>240,855</b> |
| May       | 230,974 | 243,660 |                |
| June      | 227,116 | 240,885 |                |
| July      | 219,767 | 231,993 |                |
| August    | 220,264 | 239,791 |                |
| September | 230,574 | 237,678 |                |
| October   | 222,207 | 226,744 |                |
| November  | 229,504 | 234,091 |                |
| December  | 216,468 | 230,652 |                |

### Median Price

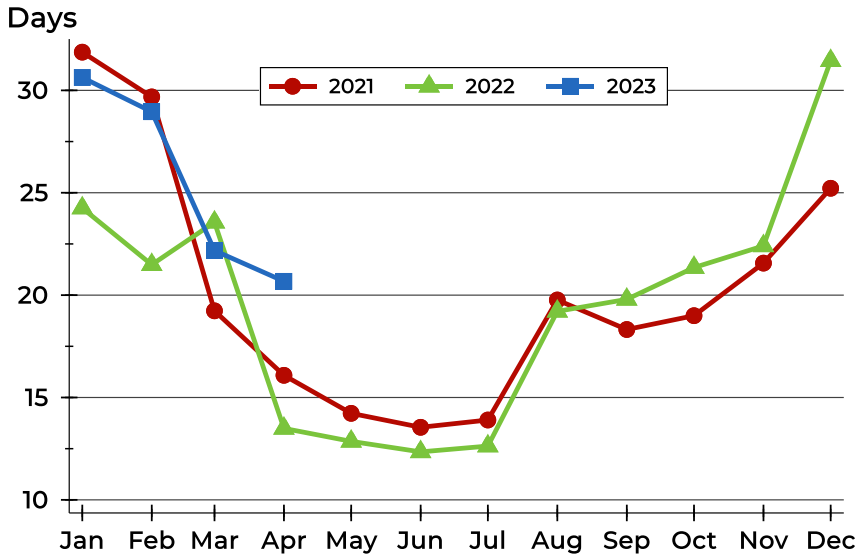


| Month     | 2021    | 2022    | 2023           |
|-----------|---------|---------|----------------|
| January   | 174,950 | 183,900 | <b>198,000</b> |
| February  | 179,000 | 195,000 | <b>199,000</b> |
| March     | 193,000 | 199,900 | <b>209,900</b> |
| April     | 189,900 | 216,525 | <b>205,000</b> |
| May       | 195,000 | 214,925 |                |
| June      | 200,000 | 207,500 |                |
| July      | 195,000 | 204,900 |                |
| August    | 185,450 | 210,000 |                |
| September | 195,000 | 215,000 |                |
| October   | 190,000 | 199,000 |                |
| November  | 199,900 | 200,000 |                |
| December  | 175,000 | 196,750 |                |



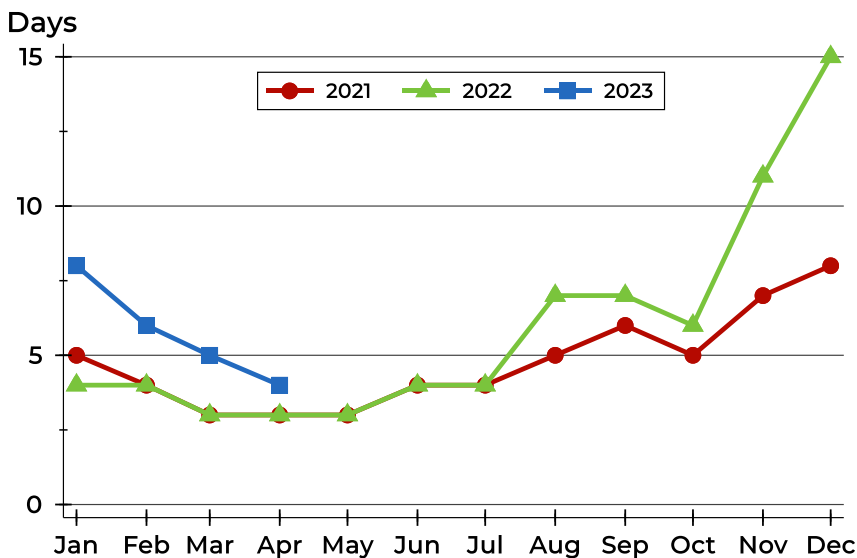
# Entire MLS System Contracts Written Analysis

## Average DOM



| Month     | 2021 | 2022 | 2023 |
|-----------|------|------|------|
| January   | 32   | 24   | 31   |
| February  | 30   | 21   | 29   |
| March     | 19   | 24   | 22   |
| April     | 16   | 13   | 21   |
| May       | 14   | 13   |      |
| June      | 14   | 12   |      |
| July      | 14   | 13   |      |
| August    | 20   | 19   |      |
| September | 18   | 20   |      |
| October   | 19   | 21   |      |
| November  | 22   | 22   |      |
| December  | 25   | 31   |      |

## Median DOM



| Month     | 2021 | 2022 | 2023 |
|-----------|------|------|------|
| January   | 5    | 4    | 8    |
| February  | 4    | 4    | 6    |
| March     | 3    | 3    | 5    |
| April     | 3    | 3    | 4    |
| May       | 3    | 3    |      |
| June      | 4    | 4    |      |
| July      | 4    | 4    |      |
| August    | 5    | 7    |      |
| September | 6    | 7    |      |
| October   | 5    | 6    |      |
| November  | 7    | 11   |      |
| December  | 8    | 15   |      |



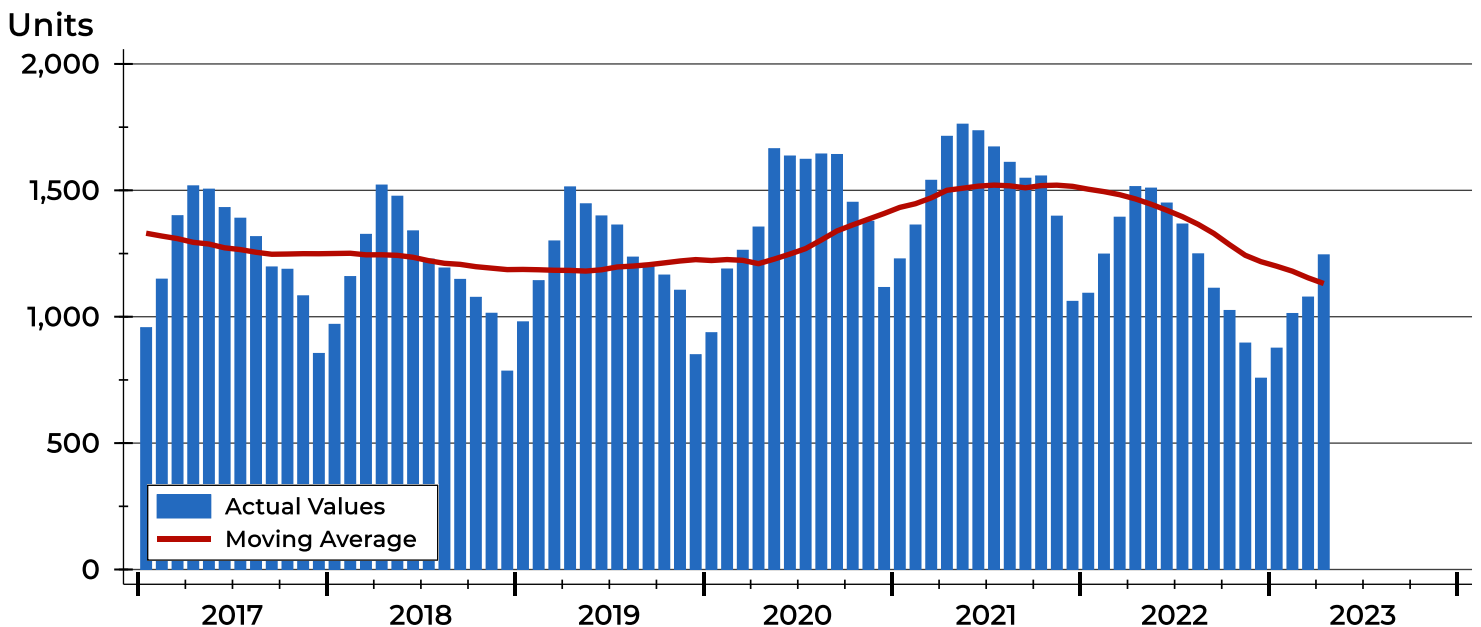
# Entire MLS System Pending Contracts Analysis

| Summary Statistics for Pending Contracts |                     | 2023    | End of April 2022 | Change |
|--|---------------------|---------|-------------------|--------|
| Pending Contracts                        |                     | 1,245   | 1,515             | -17.8% |
| Volume (1,000s)                          |                     | 336,046 | 406,781           | -17.4% |
| Average                                  | List Price          | 269,916 | 268,502           | 0.5%   |
|  | Days on Market      | 21      | 18                | 16.7%  |
|  | Percent of Original | 99.2%   | 99.8%             | -0.6%  |
| Median                                   | List Price          | 235,000 | 239,500           | -1.9%  |
|  | Days on Market      | 4       | 3                 | 33.3%  |
|  | Percent of Original | 100.0%  | 100.0%            | 0.0%   |

A total of 1,245 listings in South Central Kansas had contracts pending at the end of April, down from 1,515 contracts pending at the end of April 2022.

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.

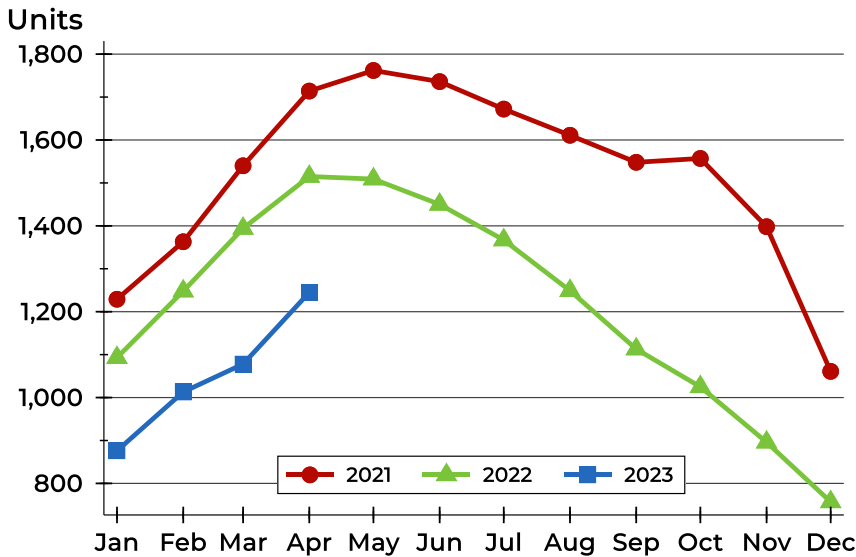
## History of Pending Contracts





## Entire MLS System Pending Contracts Analysis

### Pending Contracts by Month



| Month     | 2021  | 2022  | 2023         |
|-----------|-------|-------|--------------|
| January   | 1,229 | 1,093 | <b>876</b>   |
| February  | 1,363 | 1,248 | <b>1,013</b> |
| March     | 1,540 | 1,394 | <b>1,078</b> |
| April     | 1,714 | 1,515 | <b>1,245</b> |
| May       | 1,762 | 1,509 |              |
| June      | 1,736 | 1,450 |              |
| July      | 1,672 | 1,367 |              |
| August    | 1,611 | 1,249 |              |
| September | 1,548 | 1,113 |              |
| October   | 1,557 | 1,025 |              |
| November  | 1,398 | 896   |              |
| December  | 1,061 | 757   |              |

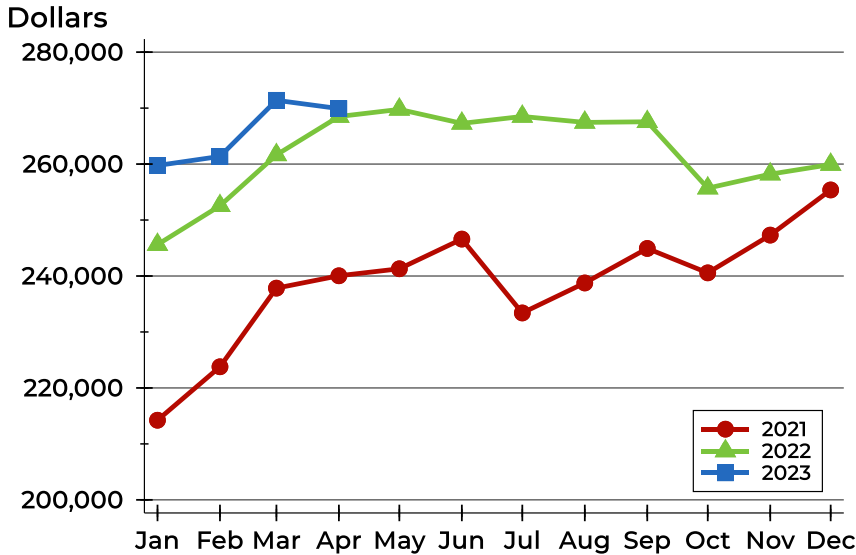
### Pending Contracts by Price Range

| Price Range         | Pending Contracts |         | List Price |           | Days on Market |      | Price as % of Orig. |        |
|---------------------|-------------------|---------|------------|-----------|----------------|------|---------------------|--------|
|                     | Number            | Percent | Average    | Median    | Avg.           | Med. | Avg.                | Med.   |
| Below \$25,000      | 5                 | 0.4%    | 16,840     | 18,900    | 15             | 13   | 96.5%               | 100.0% |
| \$25,000-\$49,999   | 13                | 1.1%    | 37,231     | 35,000    | 64             | 31   | 90.0%               | 100.0% |
| \$50,000-\$99,999   | 89                | 7.2%    | 78,293     | 79,500    | 49             | 8    | 98.3%               | 100.0% |
| \$100,000-\$124,999 | 60                | 4.9%    | 111,533    | 111,000   | 20             | 4    | 98.3%               | 100.0% |
| \$125,000-\$149,999 | 127               | 10.3%   | 136,556    | 135,000   | 19             | 4    | 99.1%               | 100.0% |
| \$150,000-\$174,999 | 85                | 6.9%    | 160,355    | 160,000   | 12             | 4    | 99.3%               | 100.0% |
| \$175,000-\$199,999 | 123               | 10.0%   | 187,440    | 185,000   | 15             | 4    | 99.3%               | 100.0% |
| \$200,000-\$249,999 | 164               | 13.3%   | 226,949    | 228,500   | 9              | 3    | 99.5%               | 100.0% |
| \$250,000-\$299,999 | 172               | 14.0%   | 273,773    | 273,245   | 20             | 3    | 99.7%               | 100.0% |
| \$300,000-\$399,999 | 198               | 16.1%   | 343,059    | 339,408   | 22             | 4    | 99.5%               | 100.0% |
| \$400,000-\$499,999 | 97                | 7.9%    | 445,918    | 439,900   | 29             | 4    | 99.6%               | 100.0% |
| \$500,000-\$749,999 | 73                | 5.9%    | 592,738    | 575,000   | 26             | 2    | 99.1%               | 100.0% |
| \$750,000-\$999,999 | 18                | 1.5%    | 853,056    | 829,250   | 12             | 1    | 100.5%              | 100.0% |
| \$1,000,000 and up  | 7                 | 0.6%    | 1,413,906  | 1,217,778 | 10             | 4    | 100.3%              | 100.0% |



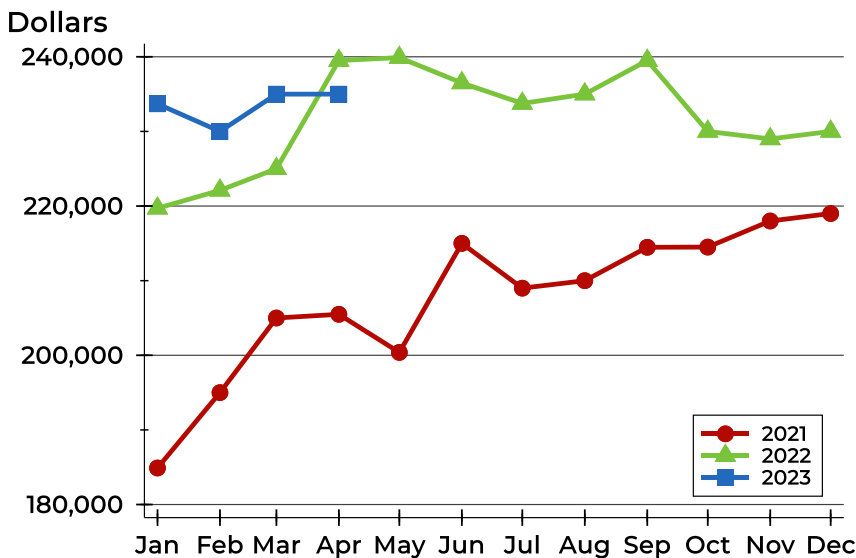
## Entire MLS System Pending Contracts Analysis

### Average Price



| Month     | 2021    | 2022    | 2023    |
|-----------|---------|---------|---------|
| January   | 214,232 | 245,614 | 259,749 |
| February  | 223,781 | 252,555 | 261,367 |
| March     | 237,831 | 261,644 | 271,395 |
| April     | 240,041 | 268,502 | 269,916 |
| May       | 241,294 | 269,776 |         |
| June      | 246,596 | 267,273 |         |
| July      | 233,402 | 268,510 |         |
| August    | 238,759 | 267,445 |         |
| September | 244,928 | 267,559 |         |
| October   | 240,565 | 255,699 |         |
| November  | 247,309 | 258,201 |         |
| December  | 255,378 | 259,925 |         |

### Median Price

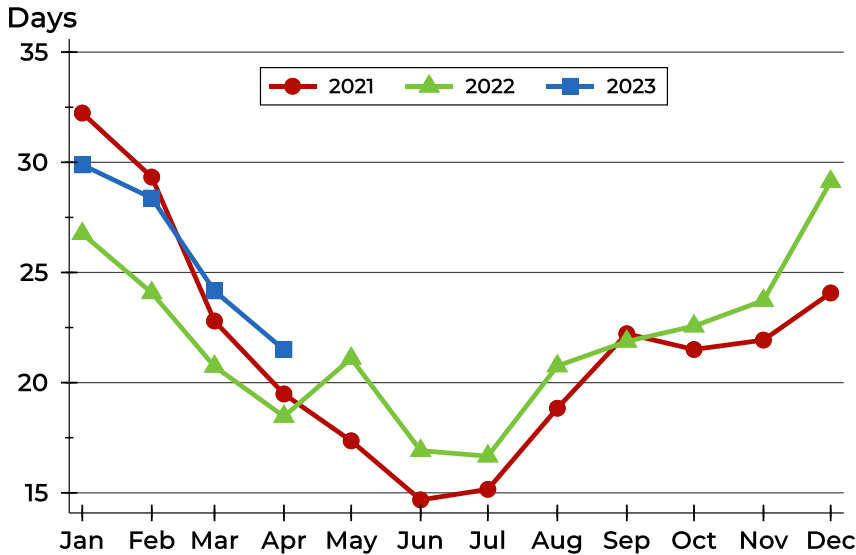


| Month     | 2021    | 2022    | 2023    |
|-----------|---------|---------|---------|
| January   | 184,900 | 219,700 | 233,700 |
| February  | 195,000 | 222,108 | 230,000 |
| March     | 205,000 | 225,000 | 235,000 |
| April     | 205,495 | 239,500 | 235,000 |
| May       | 200,387 | 239,900 |         |
| June      | 215,000 | 236,500 |         |
| July      | 209,000 | 233,750 |         |
| August    | 210,000 | 235,000 |         |
| September | 214,477 | 239,500 |         |
| October   | 214,500 | 230,000 |         |
| November  | 218,000 | 229,000 |         |
| December  | 219,000 | 230,000 |         |



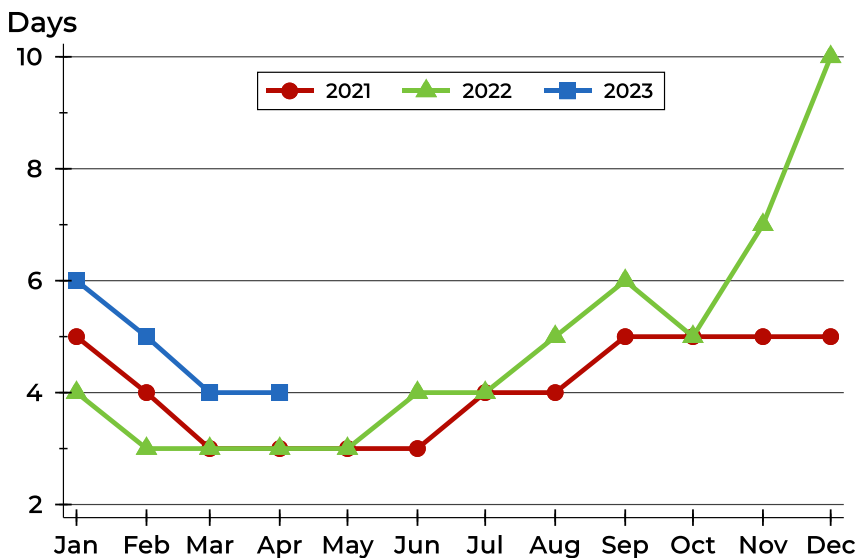
## Entire MLS System Pending Contracts Analysis

### Average DOM



| Month     | 2021 | 2022 | 2023 |
|-----------|------|------|------|
| January   | 32   | 27   | 30   |
| February  | 29   | 24   | 28   |
| March     | 23   | 21   | 24   |
| April     | 19   | 18   | 21   |
| May       | 17   | 21   |      |
| June      | 15   | 17   |      |
| July      | 15   | 17   |      |
| August    | 19   | 21   |      |
| September | 22   | 22   |      |
| October   | 22   | 23   |      |
| November  | 22   | 24   |      |
| December  | 24   | 29   |      |

### Median DOM



| Month     | 2021 | 2022 | 2023 |
|-----------|------|------|------|
| January   | 5    | 4    | 6    |
| February  | 4    | 3    | 5    |
| March     | 3    | 3    | 4    |
| April     | 3    | 3    | 4    |
| May       | 3    | 3    |      |
| June      | 3    | 4    |      |
| July      | 4    | 4    |      |
| August    | 4    | 5    |      |
| September | 5    | 6    |      |
| October   | 5    | 5    |      |
| November  | 5    | 7    |      |
| December  | 5    | 10   |      |