

WICHITA MARKET TRENDS

AUGUST 2018



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MARKET OVERVIEW >>

South Central Kansas Home Sales Fell in September

Total home sales in South Central Kansas fell last month to 809 units, compared to 896 units in September 2017. Total sales volume was \$135.9 million, down from a year earlier.

The median sale price in September was \$147,500, up from \$142,000 a year earlier. Homes that sold in September were typically on the market for 21 days and sold for 99.3% of their list prices.

South Central Kansas Active Listings Down at End of September

The total number of active listings in South Central Kansas at the end of September was 2,395 units, down from 2,774 at the same point in 2017. This represents a 2.7 months' supply of homes available for sale. The median list price of homes on the market at the end of September was \$179,500.

During September, a total of 783 contracts were written down from 840 in September 2017. At the end of the month, there were 1,148 contracts pending, compared to 1,197 at the end of September 2017.

Your Association Working for You!

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

Entire MLS System		September		
Current Month		2018	2017	Change
Summary Statistics				
Home Sales		809	896	-9.7%
Active Listings		2,395	2,774	-13.7%
Months' Supply		2.7	3.2	-14.6%
New Listings		1,001	1,243	-19.5%
Contracts Written		783	840	-6.8%
Pending Contracts		1,148	1,197	-4.1%
Sales Volume (1,000s)		135,908	145,138	-6.4%
Average	Sale Price	167,995	161,984	3.7%
	List Price of Actives	238,982	216,820	10.2%
	Days on Market	47	48	-2.1%
	Percent of List	97.6%	97.4%	0.2%
	Percent of Original	95.3%	95.2%	0.1%
Median	Sale Price	147,500	142,000	3.9%
	List Price of Actives	179,500	165,000	8.8%
	Days on Market	21	22	-4.5%
	Percent of List	99.3%	98.8%	0.5%
	Percent of Original	97.9%	97.0%	0.9%

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



SEPTEMBER 2018 >>

OUTH CENTRAL KANSAS MLS STATISTICS



South Central Kansas MLS

THREE-YEAR COMPARISONS

SUMMARY >>

BREAKDOWNS BY HOME TYPE
ENTIRE MLS SYSTEM
AS OF 10/8/2018

September MLS Statistics		2018			2017			2016			
By Property Type		Total	Existing	New	Total	Existing	New	Total	Existing	New	
Home Sales		809	761	48	896	836	60	908	850	58	
	Change from prior year	-9.7%	-9.0%	-20.0%	-1.3%	-1.6%	3.4%	-3.8%	-4.3%	3.6%	
Active Listings		2,395	2,151	244	2,774	2,470	304	2,709	2,439	270	
	Change from prior year	-13.7%	-12.9%	-19.7%	2.4%	1.3%	12.6%	-9.4%	-9.6%	-7.8%	
Months' Supply		2.7	2.6	4.1	3.2	3.1	5.2	3.2	3.1	4.8	
	Change from prior year	-14.6%	-13.8%	-20.8%	0.5%	-0.4%	7.6%	-13.1%	-13.4%	-15.6%	
New Listings		1,001	955	46	1,243	1,103	140	1,249	1,182	67	
	Change from prior year	-19.5%	-13.4%	-67.1%	-0.5%	-6.7%	109.0%	8.1%	8.3%	4.7%	
Contracts Written		783	749	34	840	778	62	735	695	40	
	Change from prior year	-6.8%	-3.7%	-45.2%	14.3%	11.9%	55.0%	-6.1%	-6.3%	-2.4%	
Pending Contracts		1,148	992	156	1,197	1,020	177	1,290	1,149	141	
	Change from prior year	-4.1%	-2.7%	-11.9%	-7.2%	-11.2%	25.5%	6.0%	3.6%	30.6%	
Sales Volume (1,000s)		135,908	119,905	16,003	145,138	127,407	17,731	142,713	123,902	18,812	
	Change from prior year	-6.4%	-5.9%	-9.7%	1.7%	2.8%	-5.7%	3.6%	3.3%	5.2%	
Average	Sale Price	167,995	157,563	333,391	161,985	152,401	295,519	157,173	145,767	324,341	
		Change from prior year	3.7%	3.4%	12.8%	3.1%	4.6%	-8.9%	7.7%	8.0%	1.5%
	List Price of Actives	238,982	228,685	328,570	216,820	204,226	316,247	214,568	203,211	314,215	
		Change from prior year	10.2%	12.0%	3.9%	1.0%	0.5%	0.6%	7.2%	9.4%	-4.6%
	Days on Market	47	44	91	48	44	108	43	41	78	
		Change from prior year	-2.1%	1.2%	-15.8%	11.7%	7.6%	38.5%	-18.0%	-20.4%	4.2%
Percent of List		97.6%	97.3%	102.5%	97.4%	97.2%	100.1%	97.5%	97.2%	101.5%	
		Change from prior year	0.2%	0.1%	2.4%	-0.1%	0.0%	-1.3%	0.5%	0.6%	-0.5%
	Percent of Original	95.3%	94.7%	104.0%	95.2%	94.8%	100.6%	95.7%	95.2%	102.5%	
	Change from prior year	0.1%	-0.1%	3.4%	-0.5%	-0.4%	-1.9%	1.1%	1.1%	0.6%	
Median	Sale Price	147,500	142,000	283,521	142,000	135,000	274,825	141,500	135,000	269,460	
		Change from prior year	3.9%	5.2%	3.2%	0.4%	0.0%	2.0%	11.2%	10.0%	3.1%
	List Price of Actives	179,500	164,000	289,900	165,000	149,900	277,663	155,000	139,900	264,370	
		Change from prior year	8.8%	9.4%	4.4%	6.5%	7.1%	5.0%	9.5%	8.0%	-4.5%
	Days on Market	21	21	11	22	22	18	20	20	1	
		Change from prior year	-4.5%	-4.5%	-37.1%	12.8%	10.0%	1650.0%	-30.4%	-28.6%	-86.7%
Percent of List		99.3%	99.0%	100.0%	98.8%	98.6%	100.0%	98.9%	98.6%	100.5%	
		Change from prior year	0.5%	0.4%	0.0%	-0.1%	0.1%	-0.5%	0.5%	0.5%	0.5%
Percent of Original		97.9%	97.4%	101.9%	97.0%	96.7%	100.0%	97.6%	97.1%	100.5%	
		Change from prior year	0.9%	0.8%	1.9%	-0.6%	-0.5%	-0.5%	0.8%	0.8%	0.4%



SEPTEMBER 2018 >>

SOUTH CENTRAL KANSAS MLS STATISTICS



South Central Kansas MLS

YEAR-TO-DATE STATISTICS

SUMMARY >>

YTD BREAKDOWNS BY HOME TYPE
ENTIRE MLS SYSTEM
AS OF 10/8/2018

Year-to-Date Activity		2018			2017			2016		
By Property Type		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		7,942	7,408	534	7,950	7,445	505	7,964	7,435	529
Change from prior year		-0.1%	-0.5%	5.7%	-0.2%	0.1%	-4.5%	5.9%	5.8%	17.0%
New Listings		10,614	10,038	576	11,252	10,424	828	11,052	10,364	687
Change from prior year		-5.7%	-3.7%	-30.4%	1.8%	0.6%	20.5%	0.7%	0.9%	6.7%
Contracts Written		8,178	7,689	489	8,350	7,770	580	8,293	7,726	567
Change from prior year		-2.1%	-1.0%	-15.7%	0.7%	0.6%	2.3%	4.8%	4.8%	12.3%
Sales Volume (1,000s)		1,304,994	1,140,291	164,703	1,265,020	1,113,335	151,684	1,251,715	1,093,471	158,244
Change from prior year		3.2%	2.4%	8.6%	1.1%	1.8%	-4.1%	10.6%	9.4%	21.6%
Average	Sale Price	164,315	153,927	308,432	159,122	149,541	300,365	157,172	147,071	299,138
	Change from prior year	3.3%	2.9%	2.7%	1.2%	1.7%	0.4%	4.4%	3.5%	3.9%
	Days on Market	47	43	102	47	45	89	54	49	114
	Change from prior year	-1.8%	-4.6%	15.0%	-11.5%	-9.6%	-21.8%	-11.0%	-14.2%	7.5%
	Percent of List	97.8%	97.5%	101.8%	97.5%	97.2%	101.6%	97.4%	97.1%	101.2%
Median	Change from prior year	0.3%	0.3%	0.2%	0.1%	0.1%	0.3%	0.2%	0.2%	-0.9%
	Percent of Original	95.8%	95.3%	102.4%	95.3%	94.8%	102.1%	95.2%	94.8%	101.5%
	Change from prior year	0.5%	0.5%	0.4%	0.1%	0.1%	0.6%	0.4%	0.4%	-1.2%
	Sale Price	145,000	137,500	276,270	139,000	132,500	264,895	135,900	130,000	258,000
	Change from prior year	4.3%	3.8%	4.3%	2.3%	1.9%	2.7%	4.5%	2.8%	5.0%
Median	Days on Market	19	19	35	21	20	22	24	24	47
	Change from prior year	-7.3%	-5.0%	59.1%	-14.6%	-16.7%	-53.2%	-22.6%	-22.6%	9.3%
	Percent of List	99.1%	98.8%	100.0%	99.1%	98.8%	100.0%	98.8%	98.5%	100.0%
	Change from prior year	0.0%	0.0%	0.0%	0.3%	0.3%	0.0%	0.4%	0.4%	0.0%
	Percent of Original	97.8%	97.5%	101.1%	97.7%	97.3%	100.1%	97.6%	97.2%	100.0%
Change from prior year	0.2%	0.2%	1.0%	0.1%	0.1%	0.1%	0.6%	0.6%	-0.6%	



SEPTEMBER 2018 >>

SOUTH CENTRAL KANSAS MLS STATISTICS

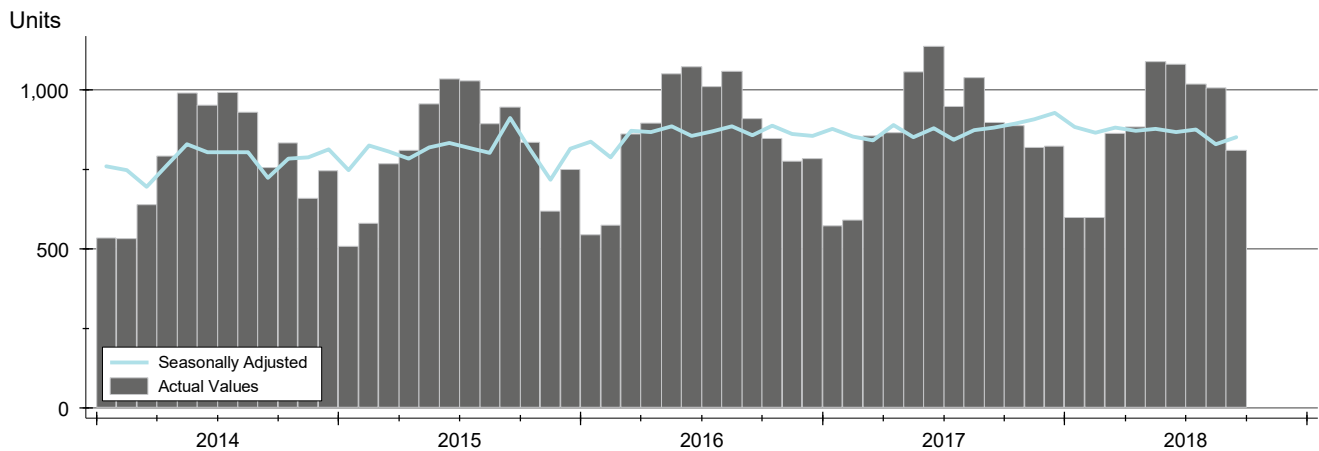


South Central Kansas MLS

CLOSED LISTINGS ANALYSIS

HISTORY >>

ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 10/8/2018



SUMMARY >>

Summary Statistics for Closed Listings		September			Year-to-Date		
		2018	2017	Change	2018	2017	Change
Closed Listings		809	896	-9.7%	7,942	7,950	-0.1%
Volume (1,000s)		135,908	145,138	-6.4%	1,304,994	1,265,020	3.2%
Average	Sale Price	167,995	161,984	3.7%	164,315	159,122	3.3%
	Days on Market	47	48	-2.1%	47	47	-1.8%
	Percent of List	97.6%	97.4%	0.2%	97.8%	97.5%	0.3%
	Percent of Original	95.3%	95.2%	0.1%	95.8%	95.3%	0.5%
Median	Sale Price	147,500	142,000	3.9%	145,000	139,000	4.3%
	Days on Market	21	22	-4.5%	19	21	-7.3%
	Percent of List	99.3%	98.8%	0.5%	99.1%	99.1%	0.0%
	Percent of Original	97.9%	97.0%	0.9%	97.8%	97.7%	0.2%

A total of 809 homes sold in South Central Kansas in September, down from 896 units in September 2017. Total sales volume fell to \$135.9 million compared to \$145.1 million in the previous year.

The median sales price in September was \$147,500, up 3.9% compared to the prior year. Median days on market was 21 days, up from 18 days in August, but down from 22 in September 2017.



SEPTEMBER 2018 >>

SOUTH CENTRAL KANSAS MLS STATISTICS

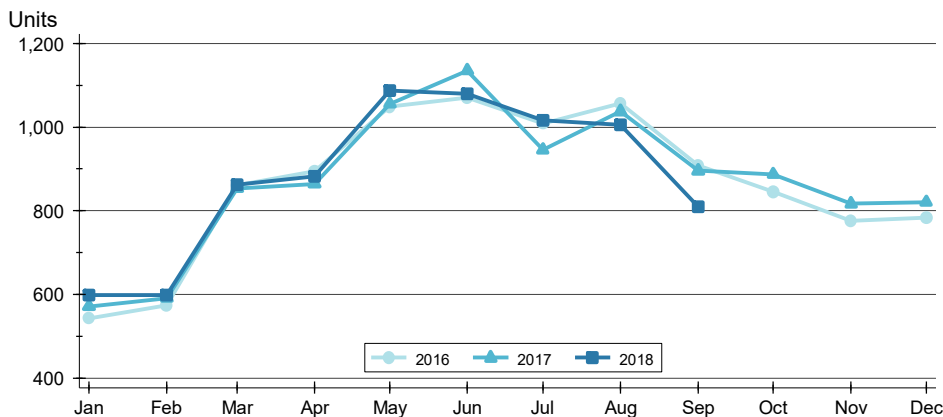


South Central Kansas MLS

CLOSED LISTINGS ANALYSIS

BY MONTH >>

ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 10/8/2018



Month	2016	2017	2018
January	543	571	598
February	573	591	599
March	860	853	862
April	894	864	883
May	1,049	1,055	1,088
June	1,071	1,136	1,080
July	1,009	946	1,017
August	1,057	1,038	1,006
September	908	896	809
October	845	887	
November	775	817	
December	784	821	

BY PRICE RANGE >>

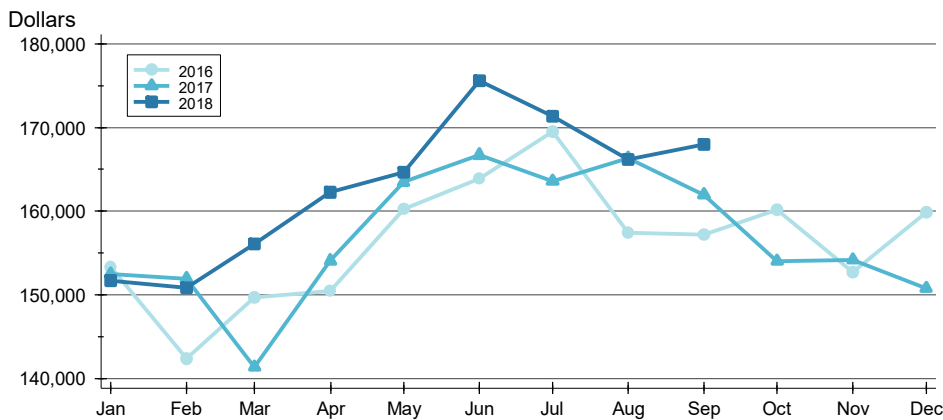
Price Range	Sales			Sale Price		Days on Market		Price as % of List		Price as % of Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median	Average	Median
Below \$25,000	23	2.8%	411	17,885	20,000	74	36	84.1%	84.7%	64.7%	59.9%
\$25,000-\$49,999	54	6.7%	1,972	36,524	36,425	55	35	90.3%	91.2%	84.3%	83.1%
\$50,000-\$99,999	171	21.1%	13,358	78,120	79,975	53	18	97.1%	100.0%	94.7%	97.6%
\$100,000-\$124,999	67	8.3%	7,524	112,291	112,500	27	9	98.6%	100.0%	97.6%	99.8%
\$125,000-\$149,999	97	12.0%	13,271	136,810	138,000	29	16	97.8%	99.4%	96.0%	96.5%
\$150,000-\$174,999	91	11.2%	14,716	161,716	161,500	28	14	98.8%	99.4%	97.4%	98.8%
\$175,000-\$199,999	73	9.0%	13,643	186,893	185,000	41	19	98.5%	99.5%	96.2%	98.2%
\$200,000-\$249,999	86	10.6%	19,163	222,823	220,000	51	25	99.3%	100.0%	98.1%	98.3%
\$250,000-\$299,999	62	7.7%	16,820	271,287	269,450	61	24	98.8%	100.0%	96.6%	99.3%
\$300,000-\$399,999	53	6.6%	18,326	345,774	348,000	68	39	99.1%	98.4%	96.8%	97.4%
\$400,000-\$499,999	20	2.5%	8,713	435,664	431,208	49	23	99.0%	99.0%	98.6%	99.9%
\$500,000-\$749,999	11	1.4%	6,782	616,557	614,264	122	36	95.6%	96.6%	93.1%	96.6%
\$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	1	0.1%	1,209	1,208,507	1,208,507	11	11	120.9%	120.9%	120.9%	120.9%
All price ranges	809	100.0%	135,908	167,995	147,500	47	21	97.6%	99.3%	95.3%	97.9%



CLOSED LISTINGS ANALYSIS

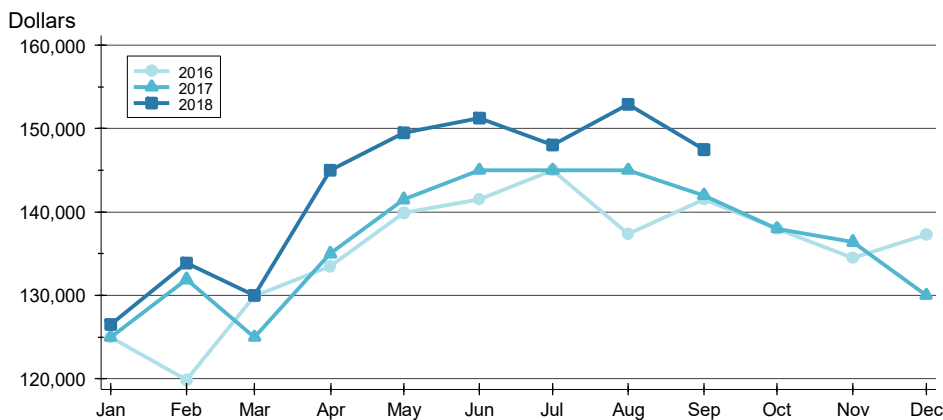
**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 10/8/2018**

AVERAGE PRICE >>



Month	2016	2017	2018
January	153,313	152,481	151,661
February	142,349	151,891	150,848
March	149,651	141,375	156,077
April	150,456	154,073	162,268
May	160,273	163,487	164,644
June	163,848	166,721	175,630
July	169,506	163,607	171,327
August	157,370	166,367	166,165
September	157,173	161,984	167,995
October	160,166	154,015	
November	152,696	154,162	
December	159,886	150,792	

MEDIAN PRICE >>



Month	2016	2017	2018
January	125,000	125,000	126,500
February	119,900	131,900	133,900
March	129,900	125,000	130,000
April	133,450	135,000	145,000
May	139,900	141,500	149,450
June	141,500	145,000	151,250
July	145,000	145,000	148,000
August	137,350	145,000	152,900
September	141,500	142,000	147,500
October	138,000	138,000	
November	134,500	136,400	
December	137,263	130,000	



SEPTEMBER 2018 >>

SOUTH CENTRAL KANSAS MLS STATISTICS

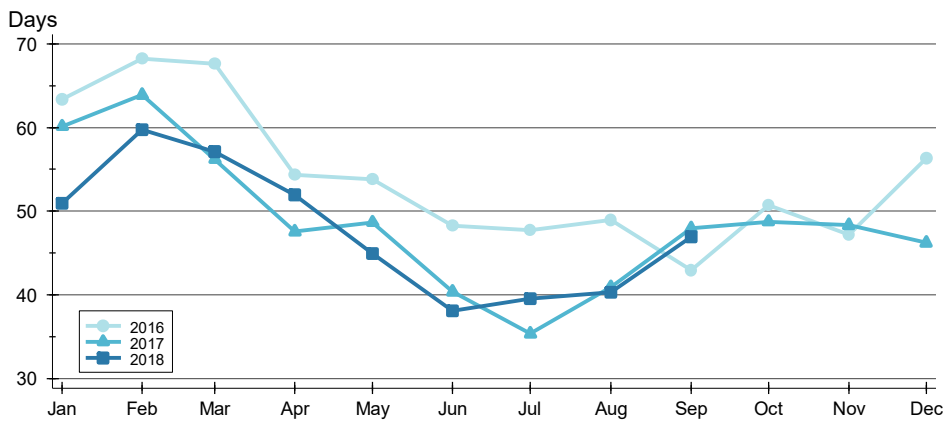


South Central Kansas MLS

CLOSED LISTINGS ANALYSIS

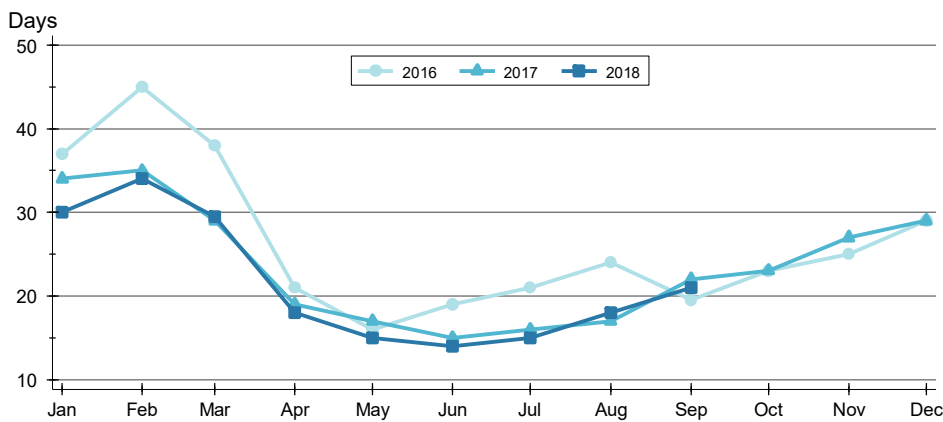
AVERAGE DOM >>

ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 10/8/2018



Month	2016	2017	2018
January	63	60	51
February	68	64	60
March	68	56	57
April	54	48	52
May	54	49	45
June	48	40	38
July	48	35	40
August	49	41	40
September	43	48	47
October	51	49	47
November	47	48	47
December	56	46	46

MEDIAN DOM >>



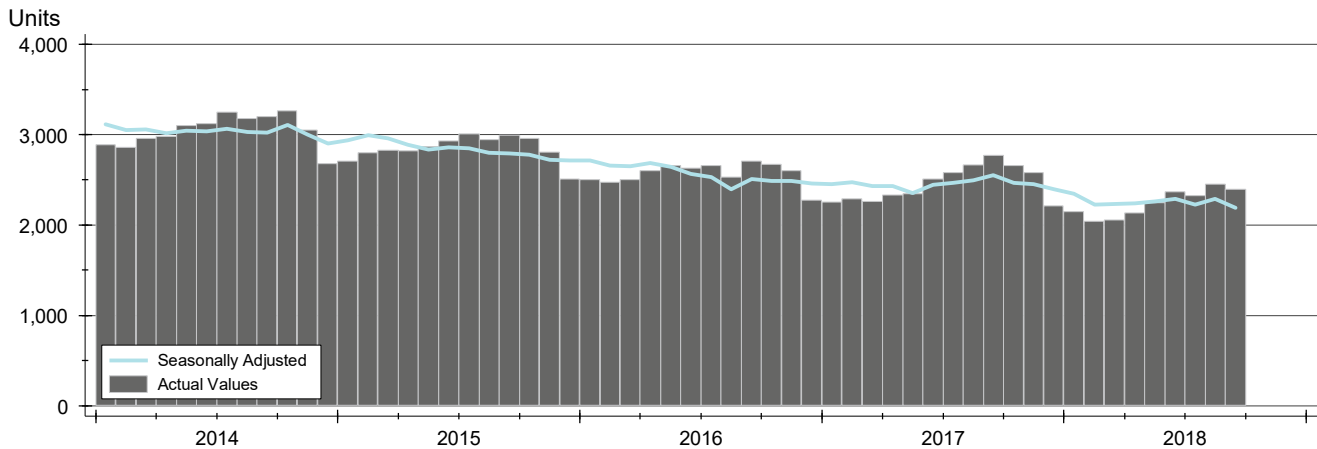
Month	2016	2017	2018
January	37	34	30
February	45	35	34
March	38	29	30
April	21	19	18
May	16	17	15
June	19	15	14
July	21	16	15
August	24	17	18
September	20	22	21
October	23	23	21
November	25	27	21
December	29	29	29



ACTIVE LISTINGS ANALYSIS

HISTORY >>

ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 10/8/2018



SUMMARY >>

Summary Statistics for Active Listings		End of September		
		2018	2017	Change
Active Listings		2,395	2,774	-13.7%
Months' Supply		2.7	3.2	-14.6%
Volume (1,000s)		572,361	601,458	-4.8%
Average	List Price	238,982	216,820	10.2%
	Days on Market	92	89	3.7%
	Percent of Original	97.2%	97.0%	0.2%
Median	List Price	179,500	165,000	8.8%
	Days on Market	56	52	7.7%
	Percent of Original	100.0%	100.0%	0.0%

A total of 2,395 homes were available for sale in South Central Kansas at the end of September. This represents a 2.7 months' supply of active listings.

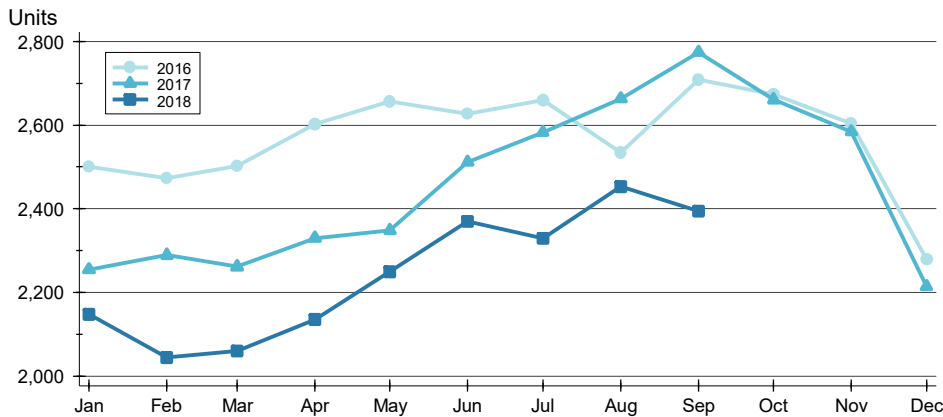
The median list price of homes on the market at the end of September was \$179,500, up 8.8% from 2017. The typical time on market for active listings was 56 days, up from 52 days a year earlier.



ACTIVE LISTINGS ANALYSIS

BY MONTH >>

ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 10/8/2018



Month	2016	2017	2018
January	2,500	2,254	2,147
February	2,473	2,289	2,044
March	2,503	2,261	2,059
April	2,603	2,330	2,135
May	2,656	2,348	2,250
June	2,628	2,512	2,369
July	2,660	2,583	2,329
August	2,534	2,663	2,453
September	2,709	2,774	2,395
October	2,673	2,661	
November	2,604	2,584	
December	2,278	2,214	

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	68	2.8%	652	3.0	9,586	4,995	101	49	94.9%	100.0%
\$25,000-\$49,999	187	7.8%	7,384	3.5	39,489	39,900	104	54	95.4%	100.0%
\$50,000-\$99,999	464	19.4%	34,315	2.7	73,955	72,900	84	53	95.9%	100.0%
\$100,000-\$124,999	124	5.2%	14,251	1.9	114,930	115,000	66	46	97.4%	100.0%
\$125,000-\$149,999	146	6.1%	20,188	1.5	138,277	138,875	63	40	97.0%	100.0%
\$150,000-\$174,999	168	7.0%	27,299	1.8	162,494	162,500	48	37	98.0%	100.0%
\$175,000-\$199,999	171	7.1%	32,121	2.3	187,844	187,500	82	51	97.9%	100.0%
\$200,000-\$249,999	248	10.4%	56,064	2.9	226,066	225,000	78	50	98.0%	100.0%
\$250,000-\$299,999	228	9.5%	63,015	3.7	276,380	275,000	96	68	98.1%	100.0%
\$300,000-\$399,999	273	11.4%	94,333	5.2	345,542	340,000	118	80	98.2%	100.0%
\$400,000-\$499,999	107	4.5%	48,286	5.4	451,273	449,000	129	98	98.2%	100.0%
\$500,000-\$749,999	90	3.8%	54,631	8.2	607,011	599,950	138	114	97.7%	100.0%
\$750,000-\$999,999	52	2.2%	45,309	N/A	871,322	875,000	132	82	98.9%	100.0%
\$1,000,000 and up	41	1.7%	67,820	41.0	1,654,143	1,240,000	203	111	97.2%	100.0%
All price ranges	2,395	100.0%	572,361	3.0	238,982	179,500	92	56	97.2%	100.0%



SEPTEMBER 2018 >>

SOUTH CENTRAL KANSAS MLS STATISTICS

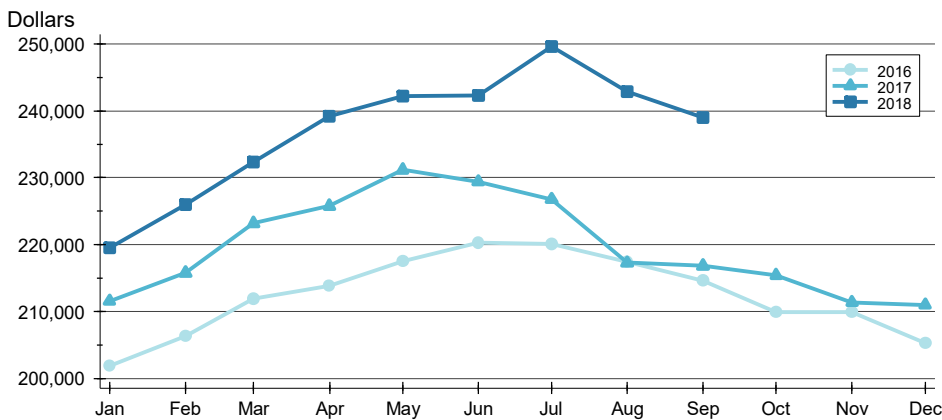


South Central Kansas MLS

ACTIVE LISTINGS ANALYSIS

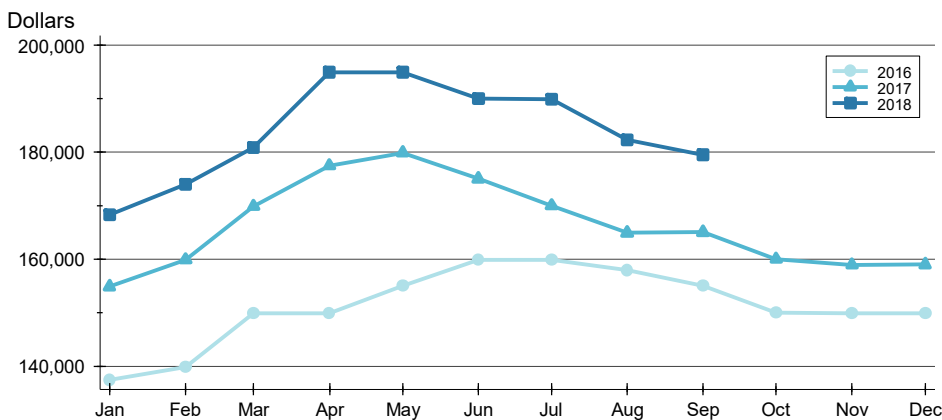
AVERAGE PRICE >>

ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 10/8/2018



Month	2016	2017	2018
January	201,896	211,527	219,491
February	206,300	215,732	226,018
March	211,960	223,171	232,365
April	213,848	225,771	239,193
May	217,509	231,189	242,156
June	220,272	229,403	242,311
July	220,064	226,760	249,623
August	217,371	217,266	242,880
September	214,568	216,820	238,982
October	209,842	215,409	
November	209,842	211,349	
December	205,282	210,949	

MEDIAN PRICE >>

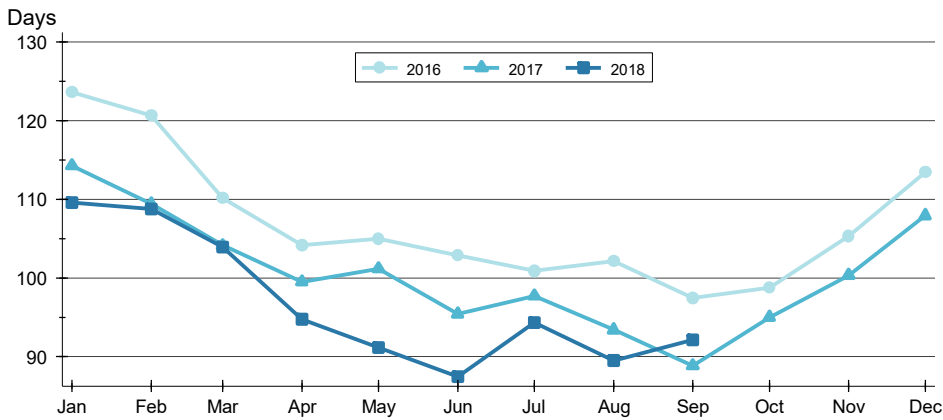


Month	2016	2017	2018
January	137,500	154,900	168,248
February	139,900	159,900	174,000
March	149,900	169,900	180,867
April	149,900	177,500	194,900
May	155,000	179,900	195,000
June	159,900	175,000	190,000
July	159,900	170,000	189,900
August	157,950	164,900	182,250
September	155,000	165,000	179,500
October	150,000	160,000	
November	149,900	158,900	
December	149,900	159,000	

ACTIVE LISTINGS ANALYSIS

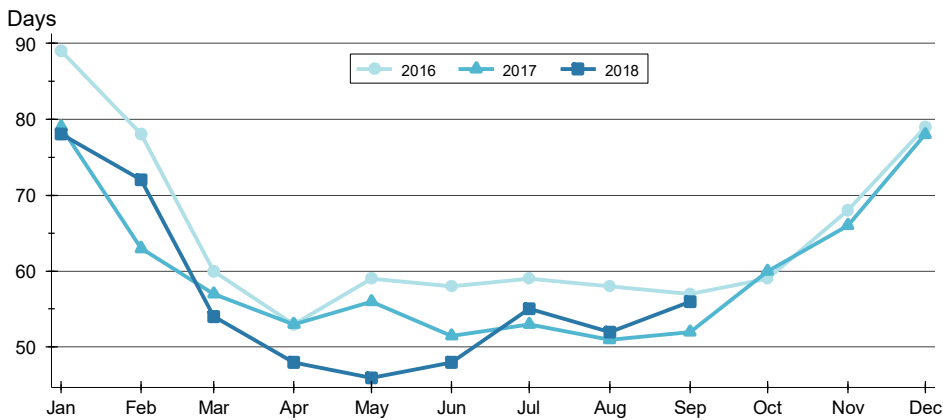
**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 10/8/2018**

AVERAGE DOM >>



Month	2016	2017	2018
January	124	114	110
February	121	109	109
March	110	104	104
April	104	99	95
May	105	101	91
June	103	95	87
July	101	98	94
August	102	93	90
September	97	89	92
October	99	95	95
November	105	100	100
December	113	108	108

MEDIAN DOM >>



Month	2016	2017	2018
January	89	79	78
February	78	63	72
March	60	57	54
April	53	53	48
May	59	56	46
June	58	52	48
July	59	53	55
August	58	51	52
September	57	52	56
October	59	60	60
November	68	66	66
December	79	78	78



SEPTEMBER 2018 >>

SOUTH CENTRAL KANSAS MLS STATISTICS

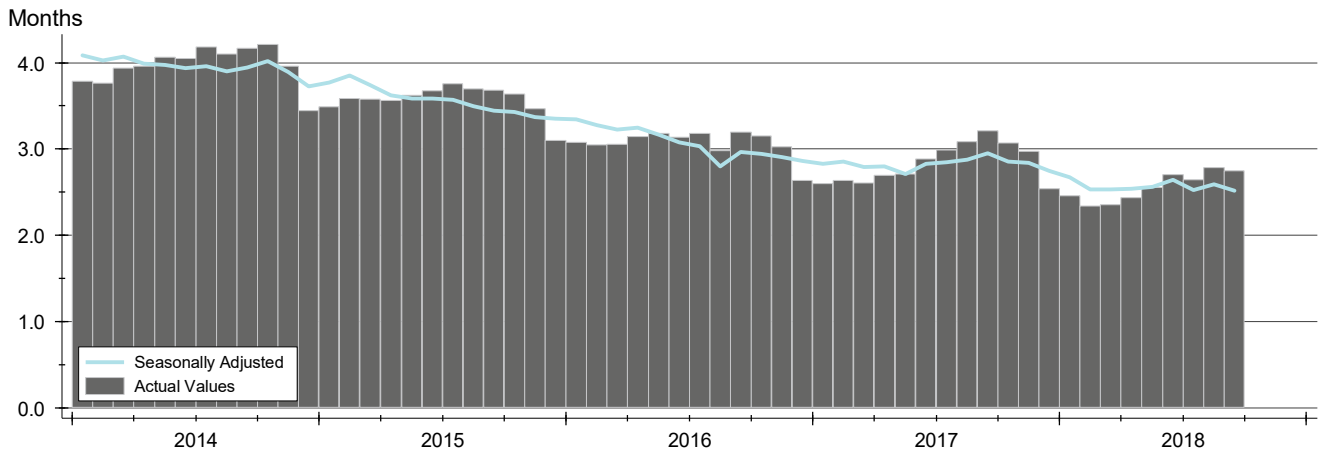


South Central Kansas MLS

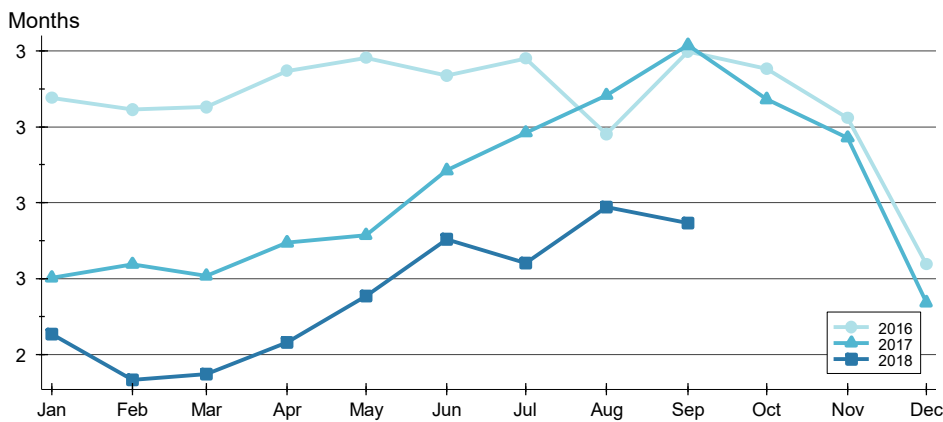
MONTHS' SUPPLY ANALYSIS

ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 10/8/2018

HISTORY >>



BY MONTH >>



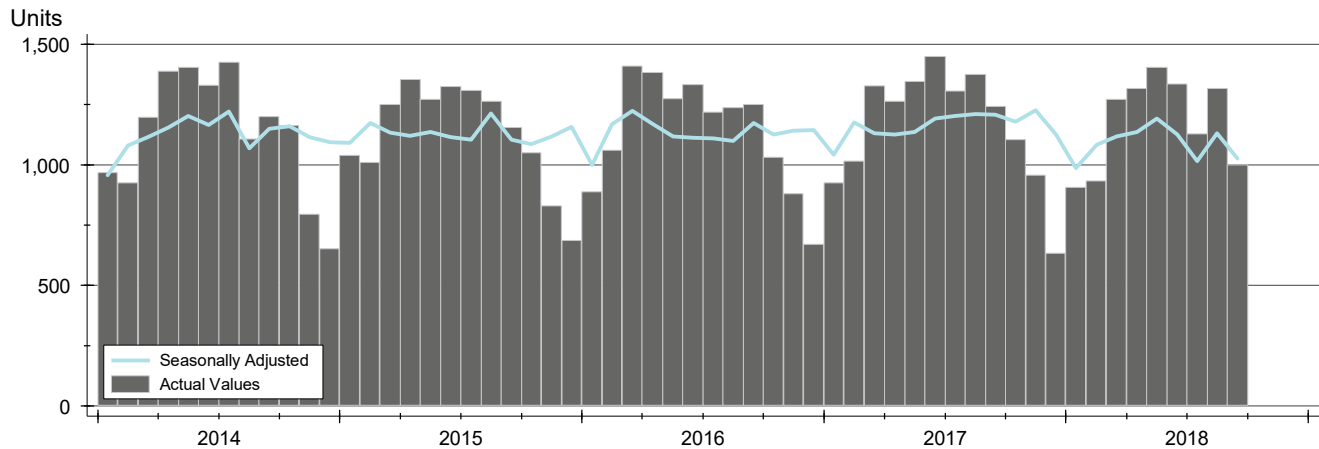
Month	2016	2017	2018
January	3.1	2.6	2.5
February	3.0	2.6	2.3
March	3.1	2.6	2.3
April	3.1	2.7	2.4
May	3.2	2.7	2.6
June	3.1	2.9	2.7
July	3.2	3.0	2.6
August	3.0	3.1	2.8
September	3.2	3.2	2.7
October	3.2	3.1	2.7
November	3.0	3.0	2.7
December	2.6	2.5	2.5



NEW LISTINGS ANALYSIS

HISTORY >>

ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 10/8/2018



SUMMARY >>

Summary Statistics for New Listings		September		
		2018	2017	Change
Current Month	New Listings	1,001	1,243	-19.5%
	Volume (1,000s)	187,460	213,583	-12.2%
	Average List Price	187,273	171,829	9.0%
	Median List Price	155,000	145,000	6.9%
YTD	New Listings	10,614	11,252	-5.7%
	Volume (1,000s)	1,955,446	1,978,436	-1.2%
	Average List Price	184,233	175,830	4.8%
	Median List Price	154,900	147,500	5.0%

A total of 1,001 new listings were added in South Central Kansas during September, down 19.5% from the same month in 2017. Year-to-date South Central Kansas has seen 10,614 new listings.

The median list price of these homes was \$155,000 up from \$145,000 in 2017.



SEPTEMBER 2018 >>

SOUTH CENTRAL KANSAS MLS STATISTICS

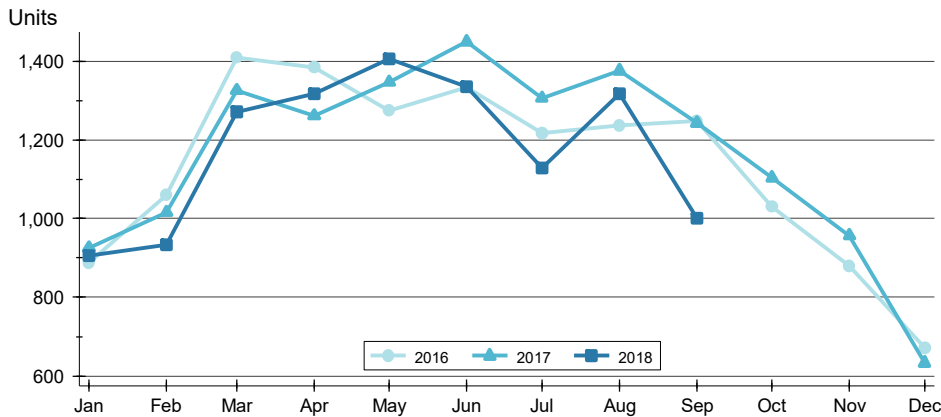


South Central Kansas MLS

NEW LISTINGS ANALYSIS

BY MONTH >>

ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 10/8/2018



Month	2016	2017	2018
January	888	926	906
February	1,060	1,016	933
March	1,409	1,326	1,271
April	1,384	1,262	1,317
May	1,274	1,347	1,405
June	1,333	1,450	1,336
July	1,218	1,306	1,128
August	1,237	1,376	1,317
September	1,249	1,243	1,001
October	1,031	1,104	
November	879	957	
December	671	633	

BY PRICE RANGE >>

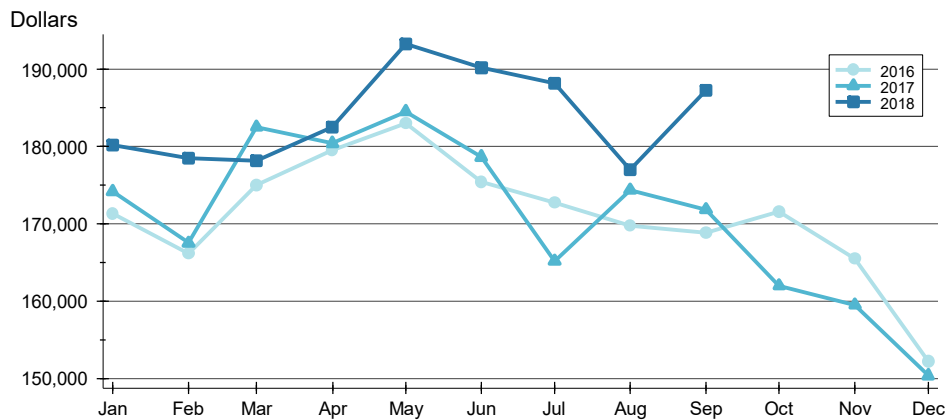
Price Range	New Listings			List Price	
	Number	Percent	Volume	Average	Median
Below \$25,000	35	3.5%	203	5,802	1,395
\$25,000-\$49,999	55	5.5%	2,002	36,405	35,000
\$50,000-\$99,999	211	21.1%	15,981	75,738	75,000
\$100,000-\$124,999	69	6.9%	7,909	114,623	115,000
\$125,000-\$149,999	94	9.4%	13,008	138,387	139,825
\$150,000-\$174,999	123	12.3%	19,944	162,146	160,000
\$175,000-\$199,999	87	8.7%	16,221	186,443	185,000
\$200,000-\$249,999	94	9.4%	21,005	223,461	221,700
\$250,000-\$299,999	60	6.0%	16,612	276,861	275,000
\$300,000-\$399,999	69	6.9%	23,603	342,066	337,500
\$400,000-\$499,999	29	2.9%	13,002	448,332	439,900
\$500,000-\$749,999	23	2.3%	13,629	592,574	574,900
\$750,000-\$999,999	12	1.2%	10,497	874,789	882,000
\$1,000,000 and up	5	0.5%	7,290	1,457,980	1,300,000
All price ranges	1,001	100.0%	187,460	187,273	155,000



NEW LISTINGS ANALYSIS

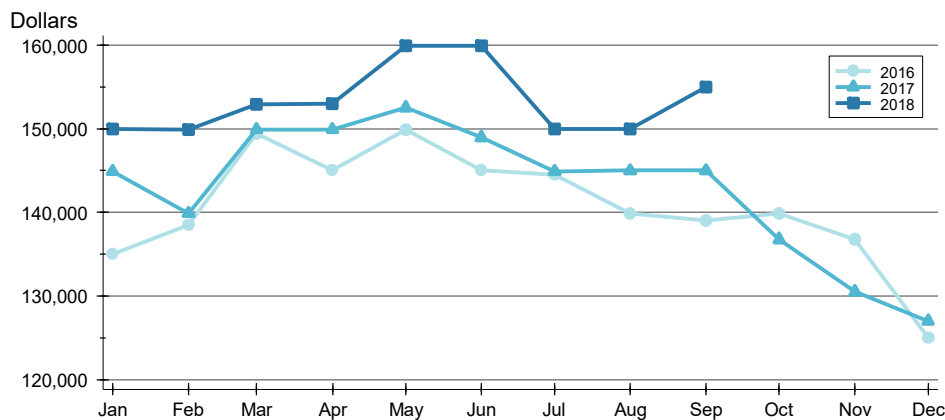
AVERAGE PRICE >>

ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 10/8/2018



Month	2016	2017	2018
January	171,318	174,166	180,170
February	166,115	167,532	178,523
March	175,044	182,540	178,207
April	179,529	180,393	182,494
May	183,026	184,549	193,281
June	175,460	178,651	190,161
July	172,777	165,193	188,186
August	169,728	174,363	177,050
September	168,852	171,829	187,273
October	171,593	161,997	
November	165,447	159,478	
December	152,234	150,362	

MEDIAN PRICE >>



Month	2016	2017	2018
January	135,000	144,900	150,000
February	138,500	139,900	149,900
March	149,400	149,900	152,900
April	145,000	149,900	153,000
May	149,900	152,500	159,900
June	145,000	148,950	159,900
July	144,500	144,900	149,950
August	139,900	145,000	150,000
September	139,000	145,000	155,000
October	139,900	136,750	
November	136,750	130,500	
December	125,000	127,000	



SEPTEMBER 2018 >>

SOUTH CENTRAL KANSAS MLS STATISTICS

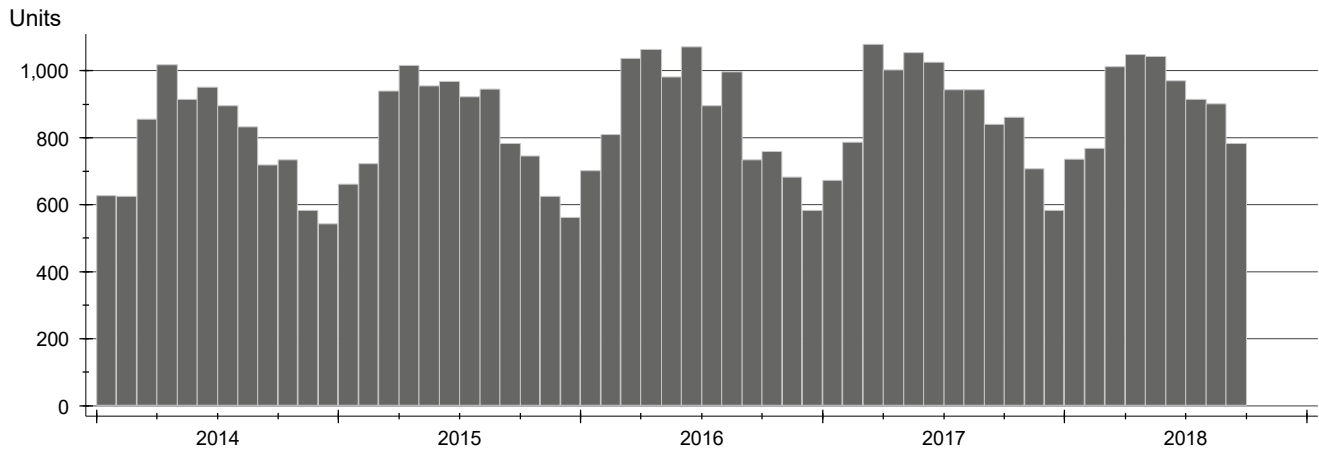


South Central Kansas MLS

CONTRACTS WRITTEN ANALYSIS

ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 10/8/2018

HISTORY >>



SUMMARY >>

Summary Statistics for Contracts Written		September			Year-to-Date		
		2018	2017	Change	2018	2017	Change
Closed Listings		783	840	-6.8%	8,178	8,350	-2.1%
Volume (1,000s)		131,505	137,111	-4.1%	1,393,617	1,389,861	0.3%
Average	Sale Price	167,950	163,227	2.9%	170,411	166,450	2.4%
	Days on Market	44	49	-10.4%	46	47	-1.8%
	Percent of Original	97.0%	95.0%	2.1%	96.0%	95.4%	0.6%
Median	Sale Price	149,900	147,950	1.3%	149,900	145,000	3.4%
	Days on Market	23	23	0.0%	19	20	-2.6%
	Percent of Original	100.0%	96.9%	3.2%	98.2%	97.7%	0.5%

A total of 783 contracts for sale were written in South Central Kansas during the month of September, down from 840 in 2017. The median list price of these homes was \$149,900, up from \$147,950 the prior year.

Half of the homes that went under contract in September were on the market less than 23 days, compared to 23 days in September 2017.



SEPTEMBER 2018 >>

OUTH CENTRAL KANSAS MLS STATISTICS

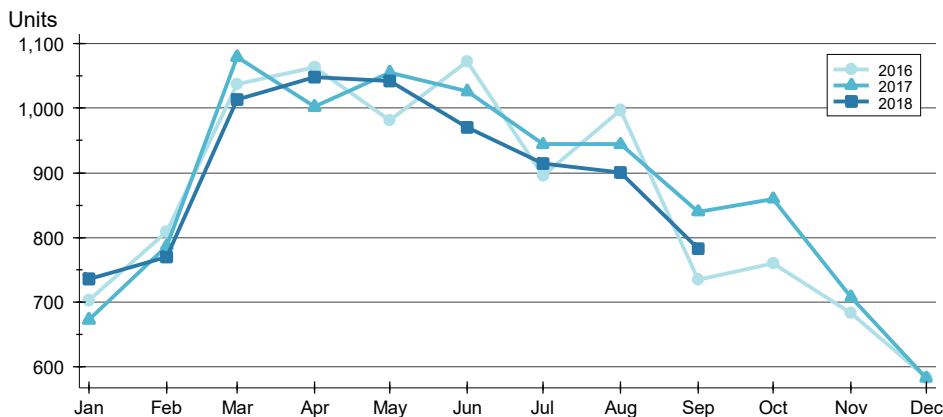


South Central Kansas MLS

CONTRACTS WRITTEN ANALYSIS

ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 10/8/2018

BY MONTH >>



Month	2016	2017	2018
January	703	673	736
February	809	787	770
March	1,037	1,079	1,013
April	1,063	1,002	1,048
May	981	1,055	1,042
June	1,072	1,026	970
July	896	944	915
August	997	944	901
September	735	840	783
October	760	860	
November	683	708	
December	584	583	

BY PRICE RANGE >>

Price Range	Contracts Written			List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median
Below \$25,000	10	1.3%	129	12,895	12,500	62	17	82.0%	100.0%
\$25,000-\$49,999	40	5.1%	1,606	40,155	41,000	55	23	91.6%	100.0%
\$50,000-\$99,999	162	20.7%	12,316	76,026	75,000	46	18	96.8%	100.0%
\$100,000-\$124,999	56	7.2%	6,218	111,033	109,950	33	20	97.2%	100.0%
\$125,000-\$149,999	102	13.0%	14,149	138,716	139,900	28	16	97.9%	100.0%
\$150,000-\$174,999	99	12.6%	16,024	161,855	160,000	25	13	98.2%	100.0%
\$175,000-\$199,999	84	10.7%	15,720	187,144	185,000	39	19	98.0%	100.0%
\$200,000-\$249,999	76	9.7%	16,979	223,409	220,000	57	30	97.5%	100.0%
\$250,000-\$299,999	33	4.2%	9,048	274,192	274,900	71	36	98.3%	100.0%
\$300,000-\$399,999	37	4.7%	13,101	354,080	350,000	73	43	97.7%	100.0%
\$400,000-\$499,999	13	1.7%	5,779	444,557	440,000	84	53	96.0%	98.0%
\$500,000-\$749,999	8	1.0%	4,856	607,021	606,632	79	47	96.2%	98.3%
\$750,000-\$999,999	2	0.3%	1,699	849,500	849,500	14	14	100.0%	100.0%
\$1,000,000 and up	3	0.4%	4,139	1,379,629	1,348,888	24	3	98.7%	100.0%
All price ranges	783	100.0%	131,505	167,950	149,900	44	23	97.0%	100.0%



SEPTEMBER 2018 >>

SOUTH CENTRAL KANSAS MLS STATISTICS

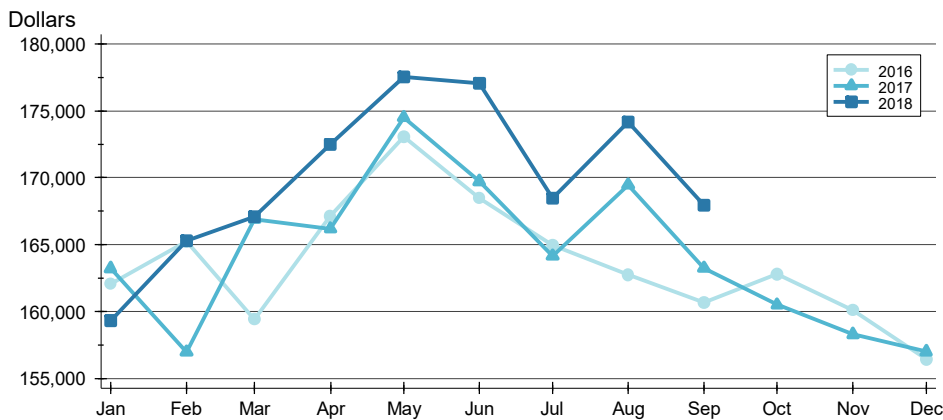


South Central Kansas MLS

CONTRACTS WRITTEN ANALYSIS

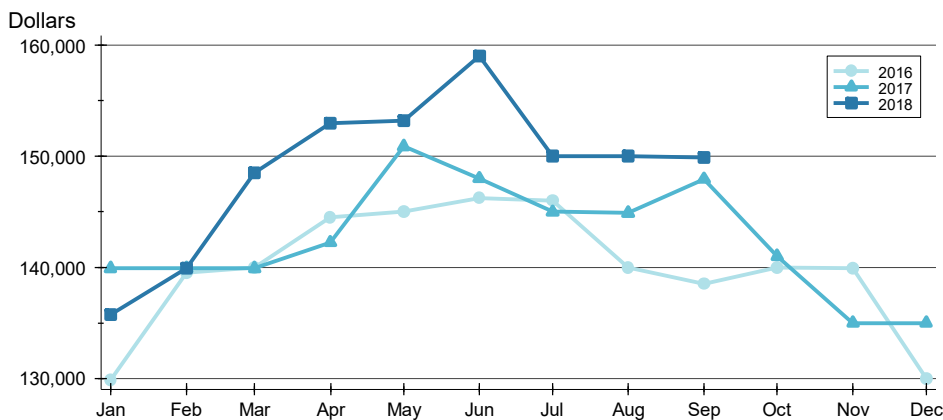
ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 10/8/2018

AVERAGE PRICE >>



Month	2016	2017	2018
January	162,049	163,213	159,302
February	165,258	156,975	165,280
March	159,413	166,903	167,080
April	167,142	166,175	172,504
May	173,071	174,525	177,554
June	168,484	169,721	177,059
July	164,954	164,150	168,471
August	162,750	169,454	174,184
September	160,643	163,227	167,950
October	162,811	160,497	
November	160,086	158,294	
December	156,404	156,988	

MEDIAN PRICE >>



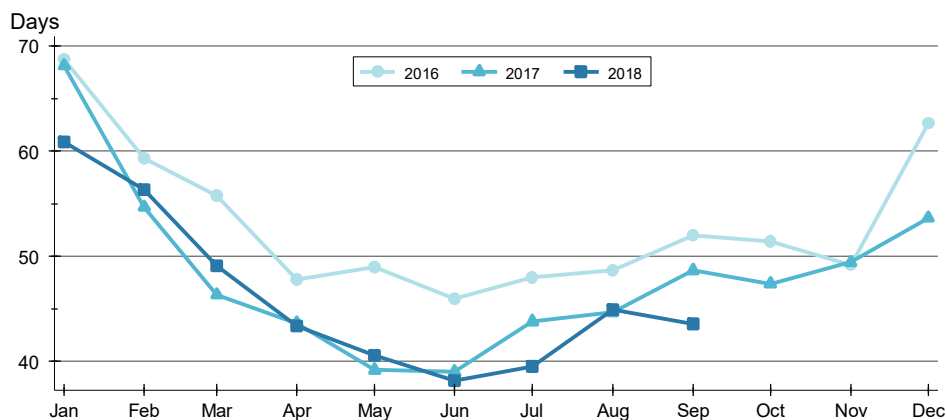
Month	2016	2017	2018
January	129,900	139,900	135,750
February	139,500	139,900	139,900
March	140,000	139,900	148,500
April	144,500	142,250	153,000
May	145,000	150,863	153,200
June	146,250	148,000	159,000
July	146,000	145,000	150,000
August	139,950	144,900	150,000
September	138,500	147,950	149,900
October	140,000	141,000	
November	139,900	135,000	
December	130,000	135,000	



CONTRACTS WRITTEN ANALYSIS

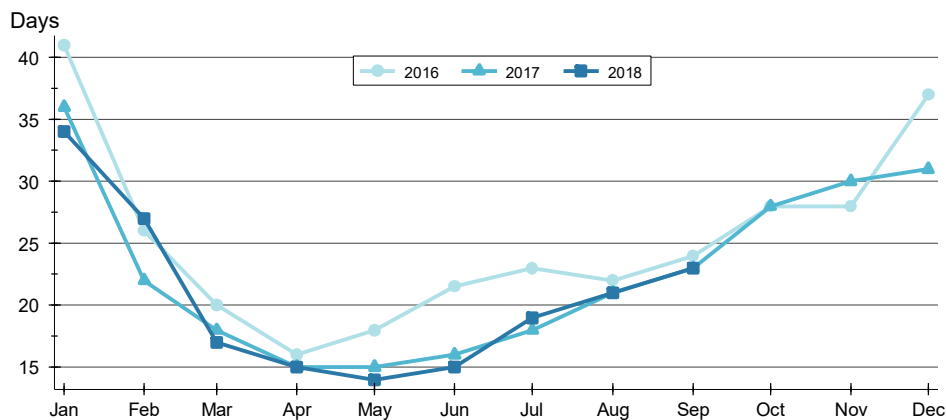
**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 10/8/2018**

AVERAGE DOM >>



Month	2016	2017	2018
January	69	68	61
February	59	55	56
March	56	46	49
April	48	44	43
May	49	39	41
June	46	39	38
July	48	44	40
August	49	45	45
September	52	49	44
October	51	47	49
November	49	49	49
December	63	54	54

MEDIAN DOM >>



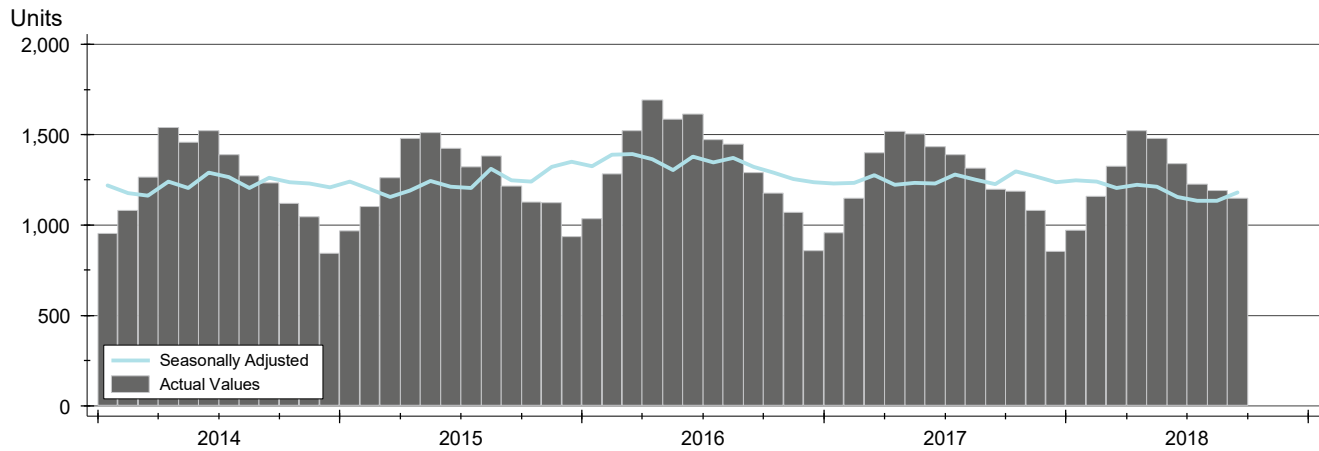
Month	2016	2017	2018
January	41	36	34
February	26	22	27
March	20	18	17
April	16	15	15
May	18	15	14
June	22	16	15
July	23	18	19
August	22	21	21
September	24	23	23
October	28	28	28
November	28	30	30
December	37	31	31



PENDING CONTRACTS ANALYSIS

ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 10/8/2018

HISTORY >>



SUMMARY >>

Summary Statistics for Active Listings		End of September		
		2018	2017	Change
Active Listings		1,148	1,197	-4.1%
Volume (1,000s)		214,289	209,909	2.1%
Average	List Price	186,663	175,363	6.4%
	Days on Market	43	51	-14.6%
	Percent of Original	98.0%	97.7%	0.4%
Median	List Price	159,900	149,900	6.7%
	Days on Market	20	21	-4.8%
	Percent of Original	100.0%	100.0%	0.0%

A total of 1,148 listings in South Central Kansas had contracts pending at the end of September, down from 1,197 contracts pending at the end of September 2017.

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



SEPTEMBER 2018 >>

OUTH CENTRAL KANSAS MLS STATISTICS

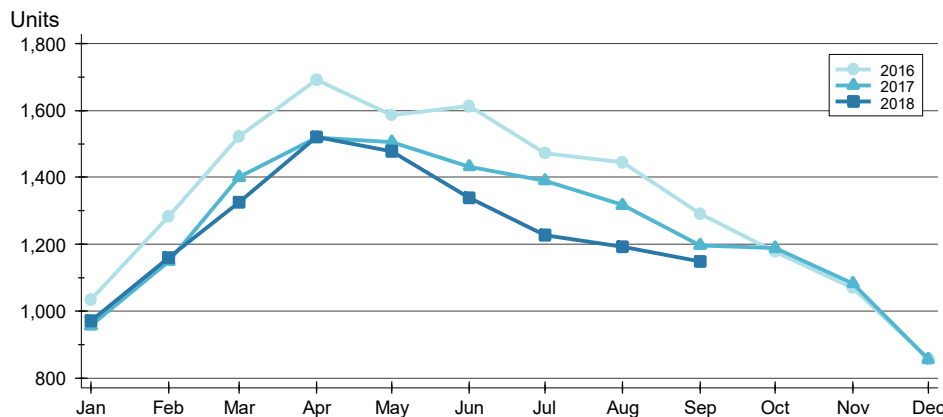


South Central Kansas MLS

PENDING CONTRACTS ANALYSIS

ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 10/8/2018

BY MONTH >>



Month	2016	2017	2018
January	1,034	957	970
February	1,284	1,149	1,159
March	1,522	1,400	1,326
April	1,693	1,518	1,521
May	1,586	1,505	1,477
June	1,613	1,432	1,340
July	1,472	1,390	1,228
August	1,446	1,317	1,193
September	1,290	1,197	1,148
October	1,177	1,188	
November	1,069	1,083	
December	857	855	

BY PRICE RANGE >>

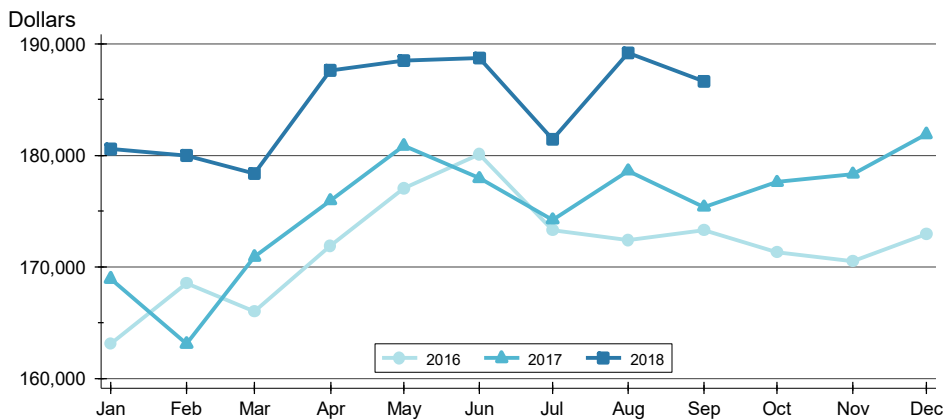
Price Range	Contracts Written			List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median
Below \$25,000	12	1.0%	165	13,713	14,250	32	30	90.1%	100.0%
\$25,000-\$49,999	50	4.4%	2,027	40,536	40,000	74	33	94.3%	100.0%
\$50,000-\$99,999	218	19.0%	16,826	77,184	78,000	48	17	97.9%	100.0%
\$100,000-\$124,999	92	8.0%	10,341	112,400	113,750	38	16	98.1%	100.0%
\$125,000-\$149,999	138	12.0%	19,120	138,550	139,900	29	20	98.1%	100.0%
\$150,000-\$174,999	114	9.9%	18,430	161,663	160,000	24	12	98.7%	100.0%
\$175,000-\$199,999	121	10.5%	22,607	186,838	185,000	37	19	98.8%	100.0%
\$200,000-\$249,999	131	11.4%	29,224	223,082	220,000	48	21	98.2%	100.0%
\$250,000-\$299,999	89	7.8%	24,593	276,327	277,913	49	8	99.1%	100.0%
\$300,000-\$399,999	77	6.7%	26,545	344,742	342,900	46	9	98.8%	100.0%
\$400,000-\$499,999	31	2.7%	13,780	444,508	440,000	72	49	97.5%	100.0%
\$500,000-\$749,999	23	2.0%	13,939	606,058	600,000	83	71	96.4%	100.0%
\$750,000-\$999,999	2	0.2%	1,654	826,864	826,864	4	4	100.0%	100.0%
\$1,000,000 and up	5	0.4%	6,639	1,327,778	1,300,000	85	69	96.3%	100.0%
All price ranges	1,148	100.0%	214,289	186,663	159,900	43	20	98.0%	100.0%



PENDING CONTRACTS ANALYSIS

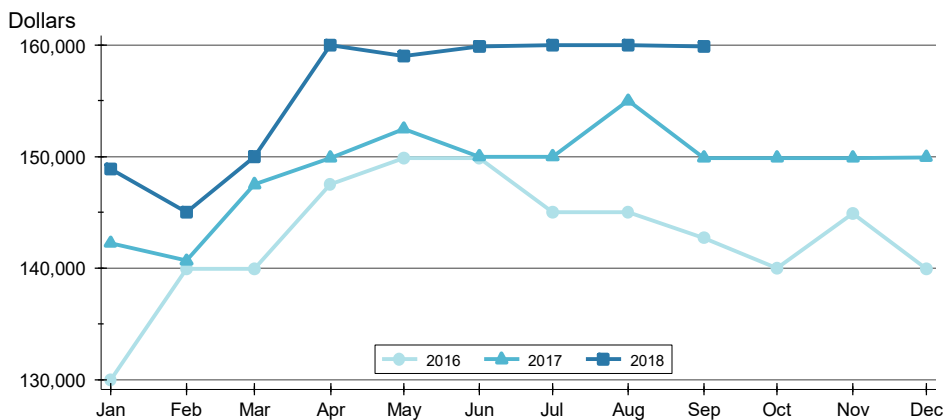
ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 10/8/2018

AVERAGE PRICE >>



Month	2016	2017	2018
January	163,080	168,915	180,564
February	168,555	163,082	180,022
March	166,010	170,903	178,347
April	171,919	175,952	187,633
May	177,027	180,836	188,503
June	180,113	177,943	188,722
July	173,256	174,214	181,440
August	172,412	178,618	189,213
September	173,270	175,363	186,663
October	171,296	177,592	
November	170,505	178,336	
December	172,906	181,887	

MEDIAN PRICE >>



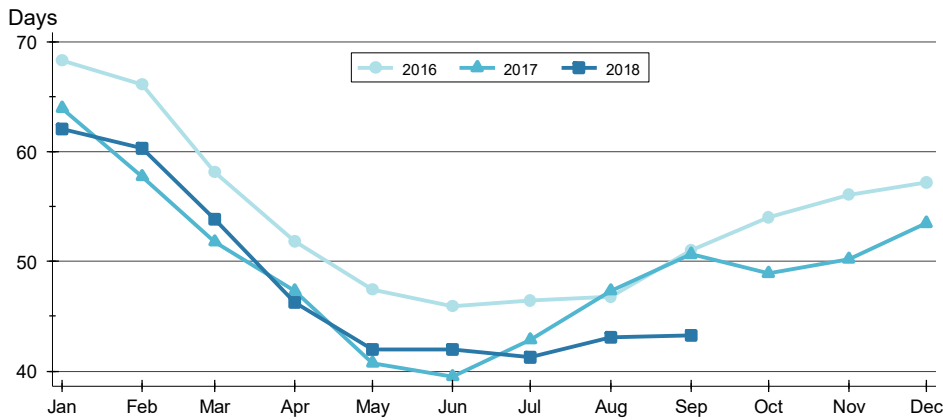
Month	2016	2017	2018
January	130,000	142,250	148,900
February	139,900	140,650	145,000
March	139,950	147,500	150,000
April	147,500	149,900	160,000
May	149,900	152,500	159,000
June	149,900	150,000	159,900
July	145,000	150,000	160,000
August	145,000	155,000	160,000
September	142,700	149,900	159,900
October	140,000	149,900	
November	144,900	149,900	
December	139,900	149,950	



PENDING CONTRACTS ANALYSIS

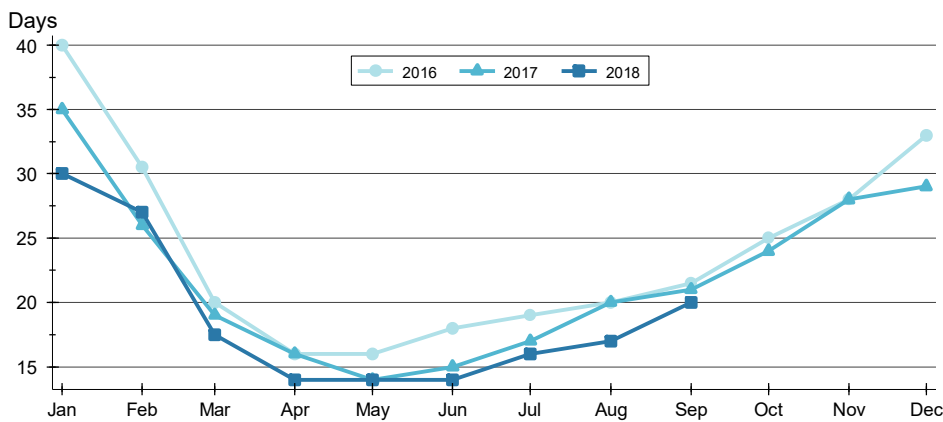
ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 10/8/2018

AVERAGE DOM >>



Month	2016	2017	2018
January	68	64	62
February	66	58	60
March	58	52	54
April	52	47	46
May	47	41	42
June	46	40	42
July	46	43	41
August	47	47	43
September	51	51	43
October	54	49	
November	56	50	
December	57	53	

MEDIAN DOM >>



Month	2016	2017	2018
January	40	35	30
February	31	26	27
March	20	19	18
April	16	16	14
May	16	14	14
June	18	15	14
July	19	17	16
August	20	20	17
September	22	21	20
October	25	24	
November	28	28	
December	33	29	



South Central Kansas MLS

South Central Kansas MLS

170 W. Dewey, Wichita, KS 67202

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October 15, 2018

South Central Kansas MLS Releases Home Sales Figures for September 2018

Homes sales in South Central Kansas fell by 9.7% in September compared to the prior year. Sales in September 2018 totaled 809 units, down from 896 in 2017.

Among existing homes, 761 units sold in September, a decrease of 9.0% from 836 units that sold in 2017. The average sale price of existing homes was \$157,563. This represents an increase of 3.4% from the September 2017 average price of \$152,401.

For new construction, 48 sales occurred in September, down from 60 units the prior year, a decrease of 20.0%. The average sale price of new homes in September was \$333,391, up 12.8% from the same period last year.

A total of 783 contracts for sale were written in September 2018, down from 840 in September 2017. This is a decrease of 6.8%. Contracts written during the month reflect, in part, sales that are set to close in the near future.

The inventory of active listings in South Central Kansas stood at 2,395 units at the end of September, which is down from 2,774 homes that were on the market at the end of September last year. At the current rate of sales, this figure represents 2.7 months' supply of homes on the market.

Note: This information is based on information provided by the REALTORS® of South Central Kansas or South Central Kansas Multiple Listing Service, Inc. for the period indicated. Neither the REALTORS® of South Central Kansas nor the South Central Kansas Multiple Listing Service, Inc. guarantee or are in any way responsible for the accuracy of the data and the data that is provided may not reflect all real estate activity in the market.

