

## MARKET OVERVIEW >>

### South Central Kansas Home Sales Fell in January

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

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

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

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

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

### Your Association Working for You!

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

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

## REPORT CONTENTS >>

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



# JANUARY 2019 >>

## SOUTH CENTRAL KANSAS MLS STATISTICS



South Central Kansas MLS

### THREE-YEAR COMPARISONS

#### SUMMARY >>

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

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



# JANUARY 2019 >>

## SOUTH CENTRAL KANSAS MLS STATISTICS



South Central Kansas MLS

### YEAR-TO-DATE STATISTICS

#### SUMMARY >>

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

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



# JANUARY 2019 >>

## SOUTH CENTRAL KANSAS MLS STATISTICS

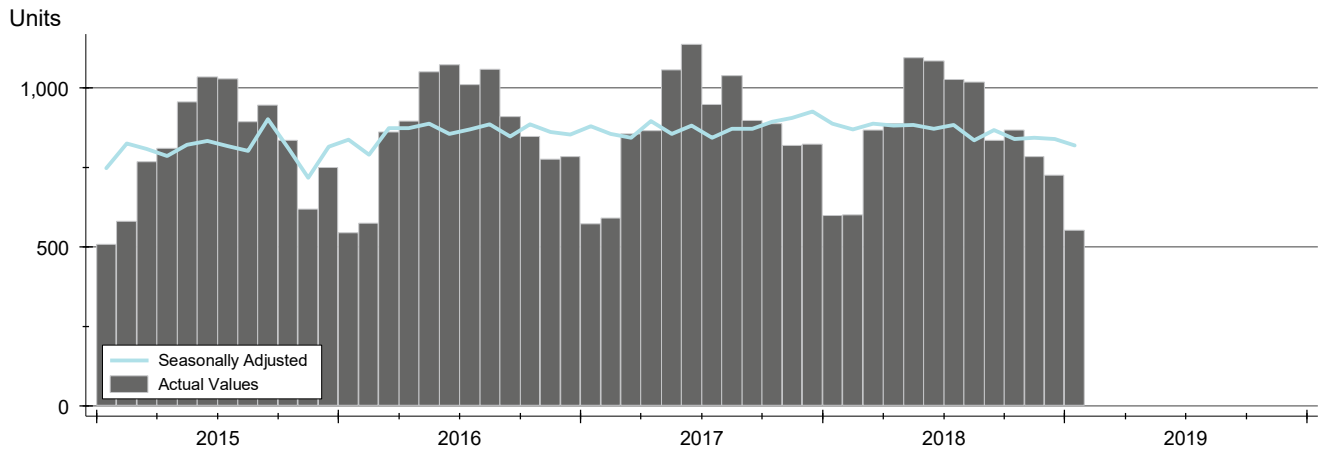


South Central Kansas MLS

### CLOSED LISTINGS ANALYSIS

#### HISTORY >>

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



#### SUMMARY >>

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

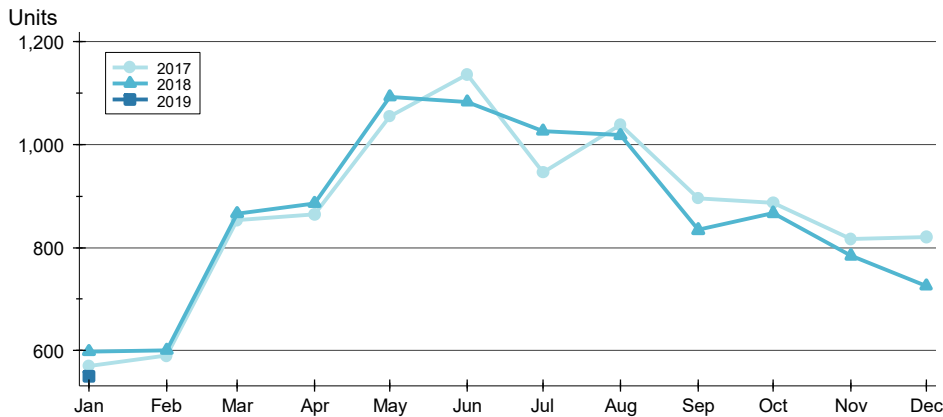
A total of 551 homes sold in South Central Kansas in January, down from 598 units in January 2018. Total sales volume fell to \$85.8 million compared to \$90.7 million in the previous year.

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

# CLOSED LISTINGS ANALYSIS

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

## BY MONTH >>



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

## BY PRICE RANGE >>

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



# JANUARY 2019 >>

## SOUTH CENTRAL KANSAS MLS STATISTICS

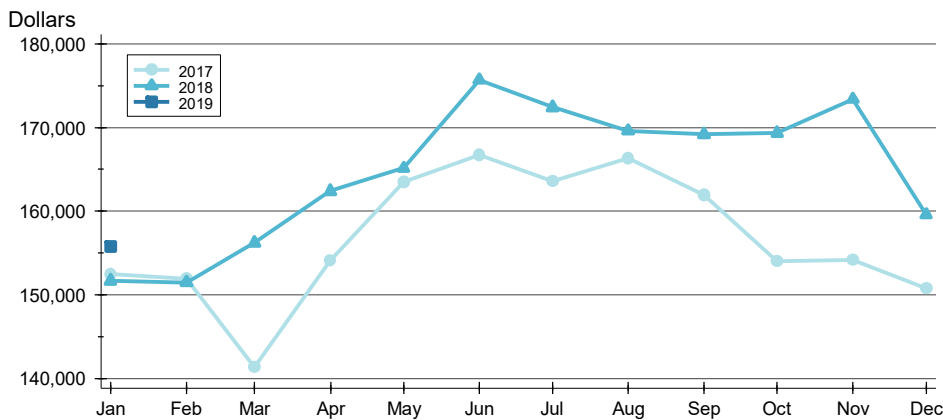


South Central Kansas MLS

### CLOSED LISTINGS ANALYSIS

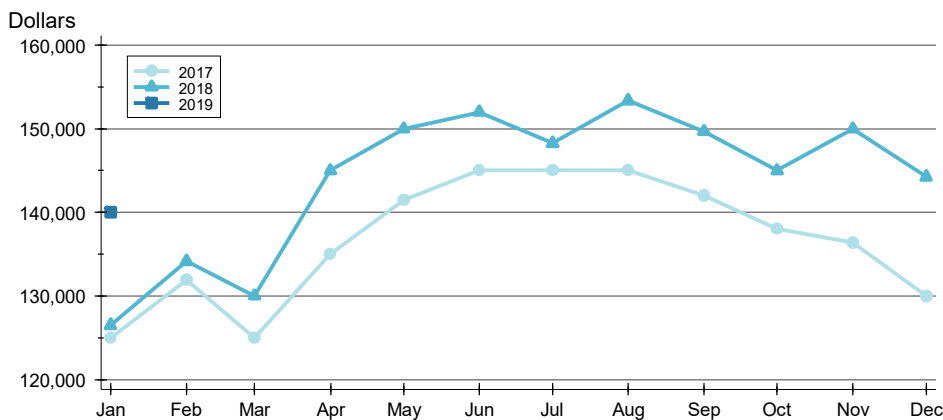
#### AVERAGE PRICE >>

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



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

#### MEDIAN PRICE >>

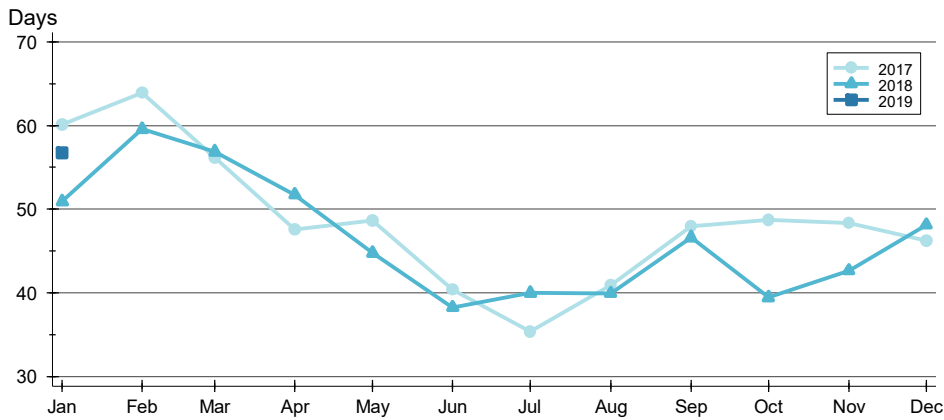


Month	2017	2018	2019
January	125,000	126,500	140,000
February	131,900	134,150	134,150
March	125,000	130,000	125,000
April	135,000	145,000	145,000
May	141,500	150,000	150,000
June	145,000	152,000	152,000
July	145,000	148,250	148,250
August	145,000	153,350	153,350
September	142,000	149,700	149,700
October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

# CLOSED LISTINGS ANALYSIS

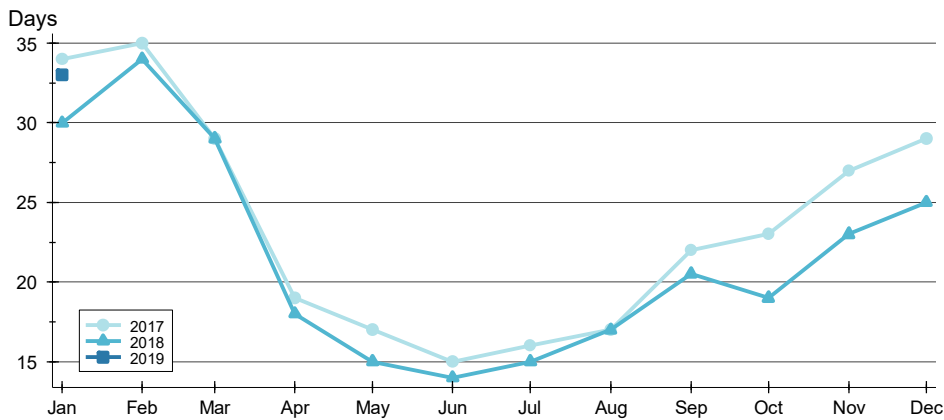
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 2/8/2019**

## AVERAGE DOM >>



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

## MEDIAN DOM >>

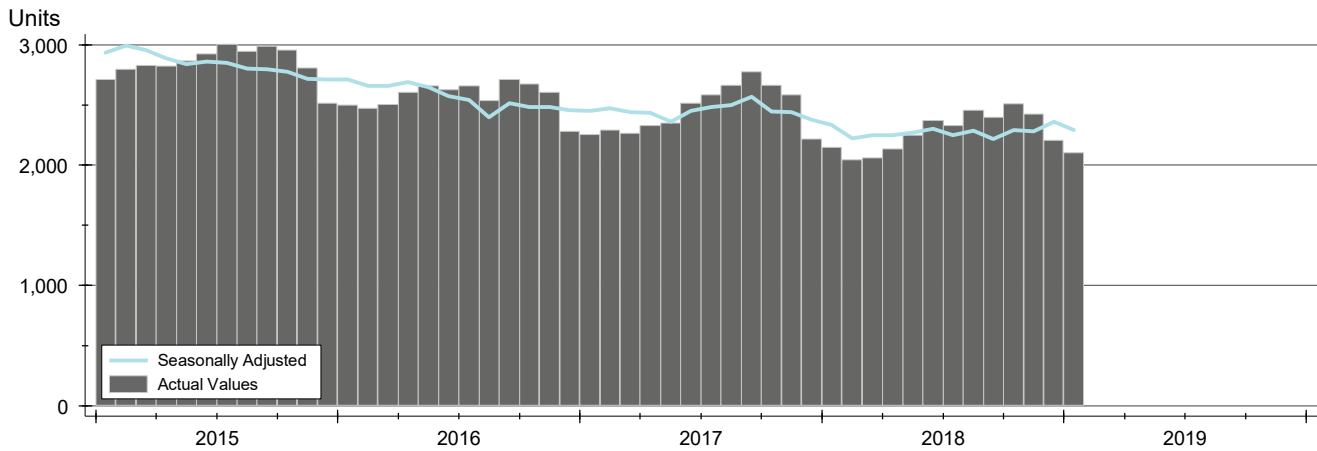


Month	2017	2018	2019
January	34	30	33
February	35	34	34
March	29	29	29
April	19	18	18
May	17	15	15
June	15	14	14
July	16	15	15
August	17	17	17
September	22	21	21
October	23	19	19
November	27	23	23
December	29	25	25

# ACTIVE LISTINGS ANALYSIS

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

**HISTORY >>**



**SUMMARY >>**

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

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

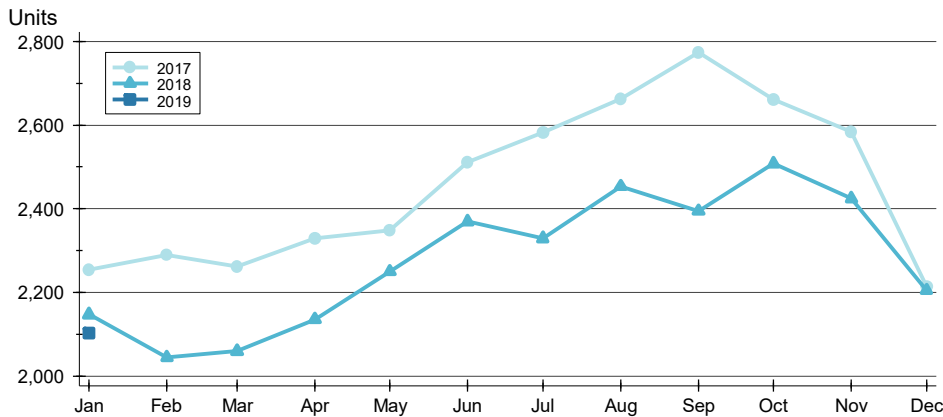
The median list price of homes on the market at the end of January was \$184,900, up 9.9% from 2018. The typical time on market for active listings was 77 days, down from 78 days a year earlier.



# ACTIVE LISTINGS ANALYSIS

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

**BY MONTH** >>



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

**BY PRICE RANGE** >>

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



**JANUARY 2019 >>**

# SOUTH CENTRAL KANSAS MLS STATISTICS

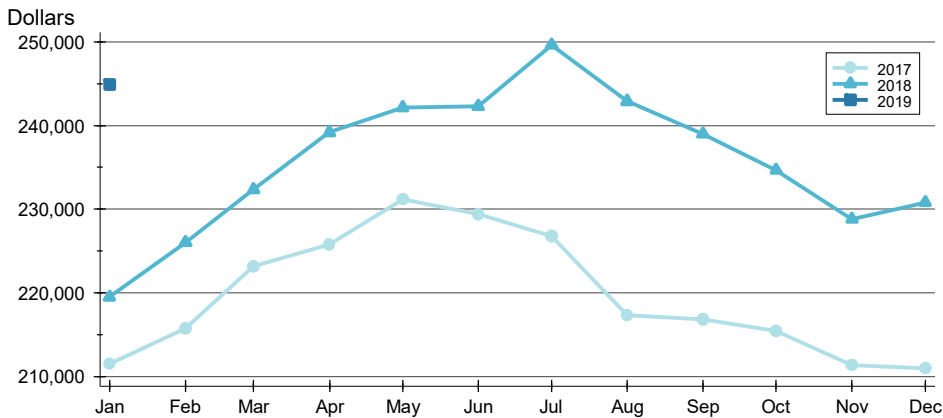


South Central Kansas MLS

## ACTIVE LISTINGS ANALYSIS

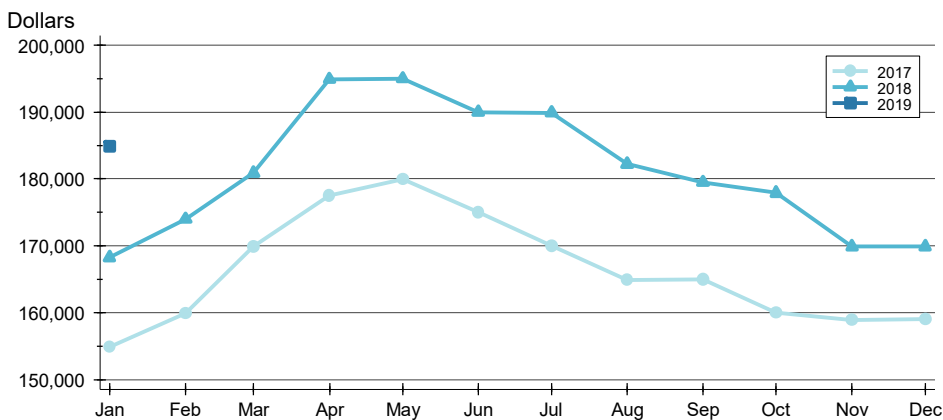
### AVERAGE PRICE >>

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



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

### MEDIAN PRICE >>



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



**JANUARY 2019 >>**

# SOUTH CENTRAL KANSAS MLS STATISTICS

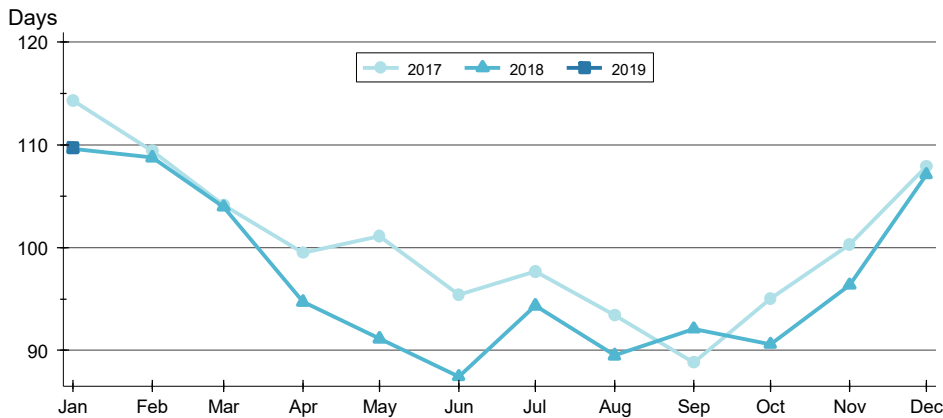


South Central Kansas MLS

## ACTIVE LISTINGS ANALYSIS

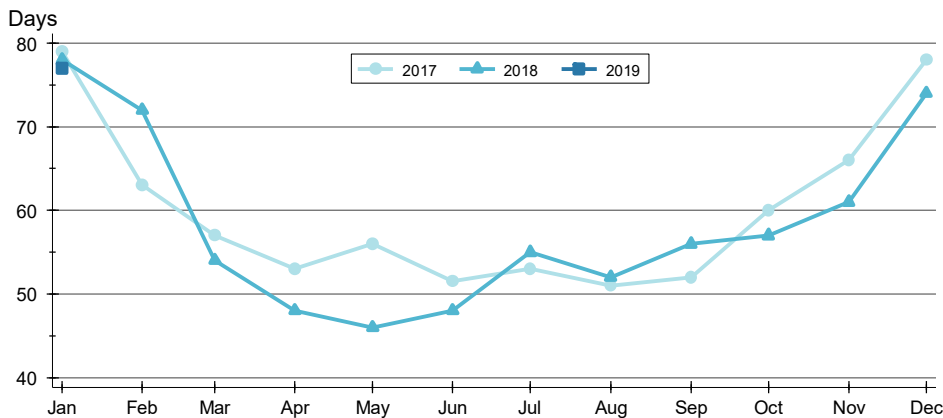
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 2/8/2019**

### AVERAGE DOM >>



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

### MEDIAN DOM >>



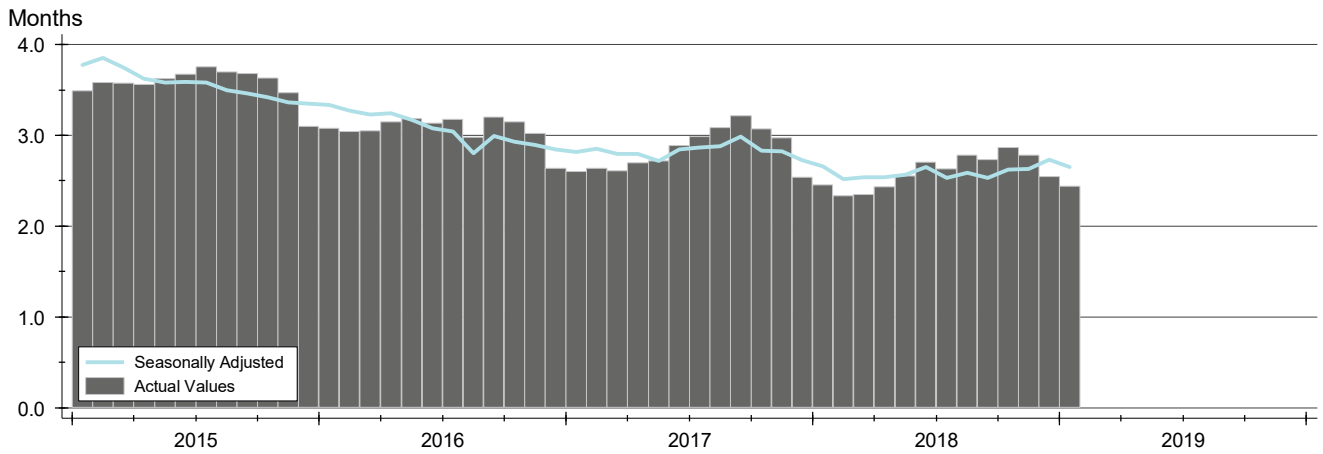
Month	2017	2018	2019
January	79	78	77
February	63	72	72
March	57	54	54
April	53	48	48
May	56	46	46
June	52	48	48
July	53	55	55
August	51	52	52
September	52	56	56
October	60	57	57
November	66	61	61
December	78	74	74



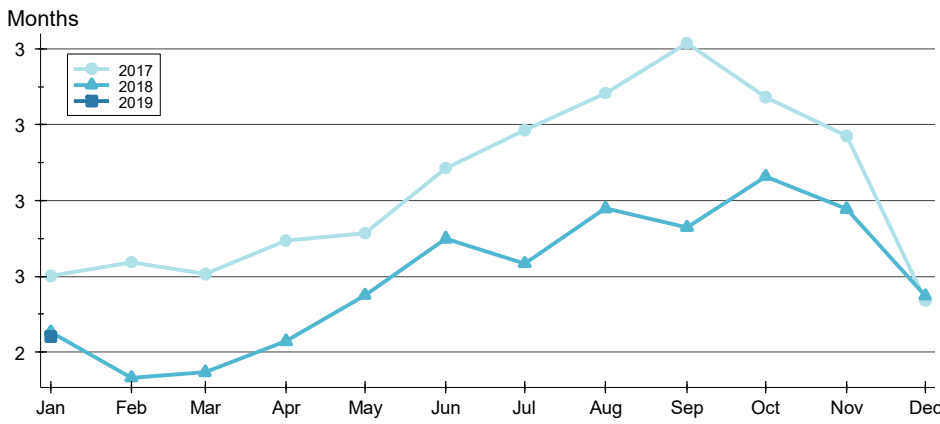
# MONTHS' SUPPLY ANALYSIS

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

**HISTORY** >>



**BY MONTH** >>

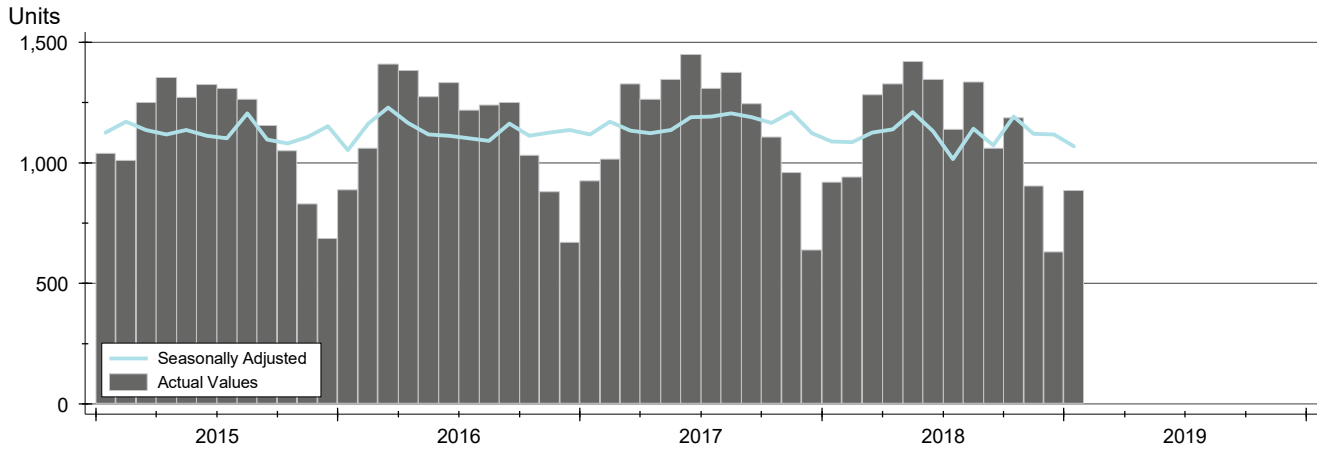


Month	2017	2018	2019
January	2.6	2.5	2.4
February	2.6	2.3	
March	2.6	2.3	
April	2.7	2.4	
May	2.7	2.6	
June	2.9	2.7	
July	3.0	2.6	
August	3.1	2.8	
September	3.2	2.7	
October	3.1	2.9	
November	3.0	2.8	
December	2.5	2.5	

# NEW LISTINGS ANALYSIS

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

**HISTORY >>**



**SUMMARY >>**

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

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

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



# JANUARY 2019 >>

## SOUTH CENTRAL KANSAS MLS STATISTICS

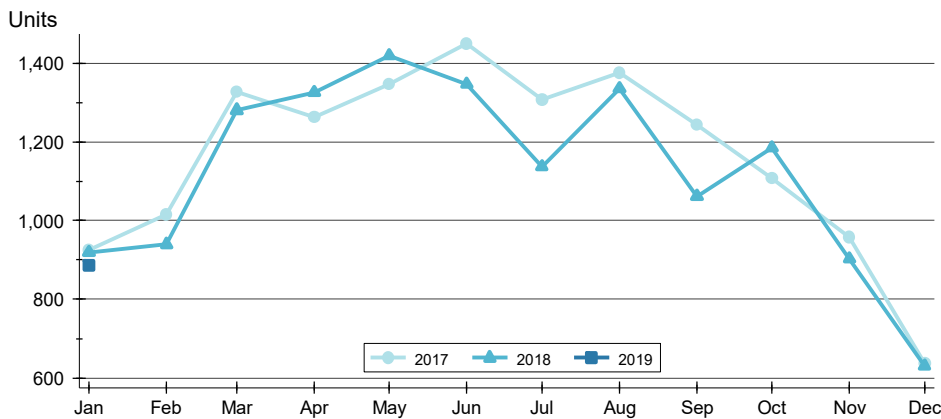


South Central Kansas MLS

### NEW LISTINGS ANALYSIS

#### BY MONTH >>

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



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

#### BY PRICE RANGE >>

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



# JANUARY 2019 >>

## SOUTH CENTRAL KANSAS MLS STATISTICS

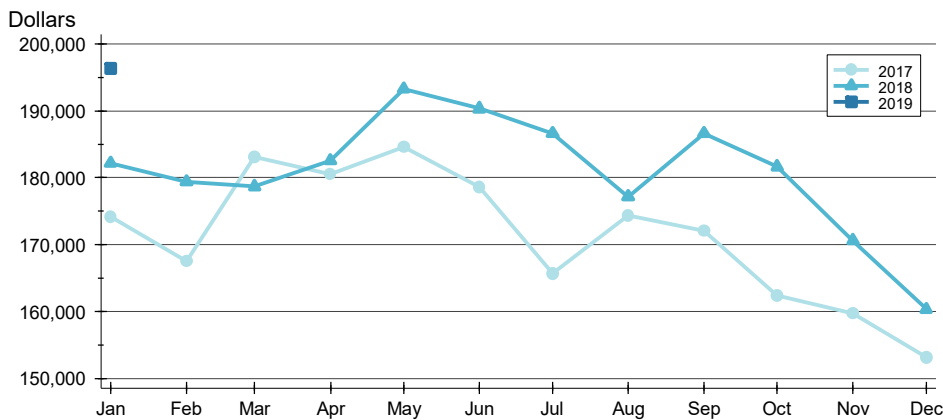


South Central Kansas MLS

### NEW LISTINGS ANALYSIS

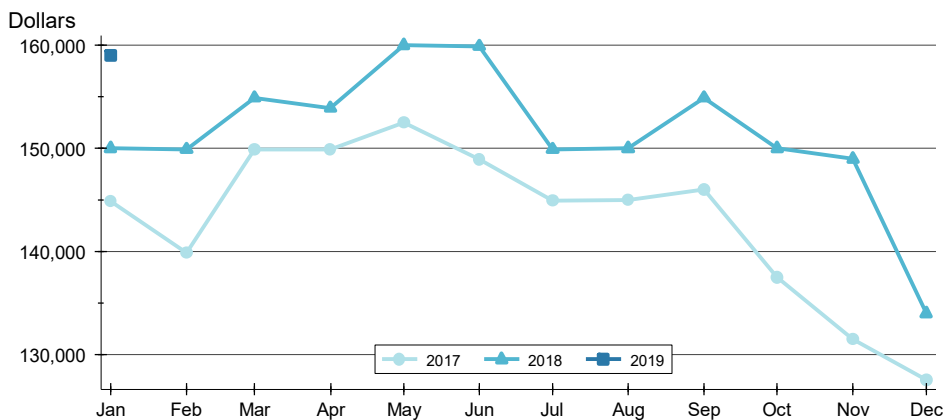
#### AVERAGE PRICE >>

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



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

#### MEDIAN PRICE >>



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



# JANUARY 2019 >>

## SOUTH CENTRAL KANSAS MLS STATISTICS

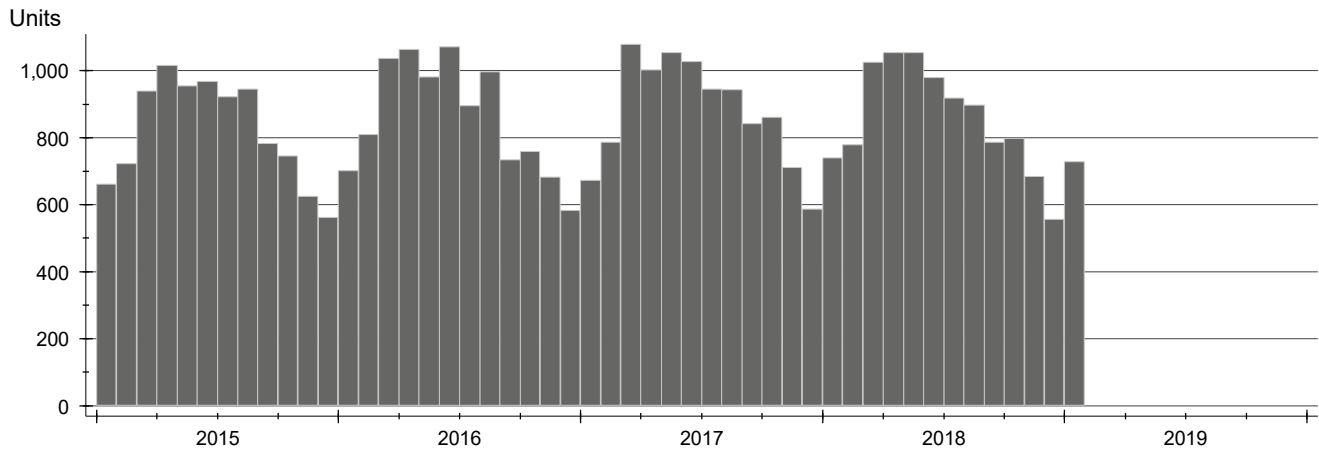


South Central Kansas MLS

### CONTRACTS WRITTEN ANALYSIS

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

#### HISTORY >>



#### SUMMARY >>

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

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

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





# JANUARY 2019 >>

## SOUTH CENTRAL KANSAS MLS STATISTICS

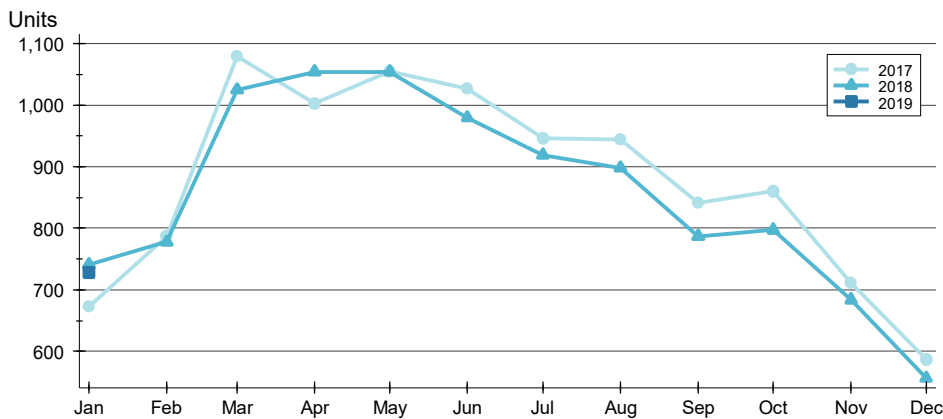


South Central Kansas MLS

### CONTRACTS WRITTEN ANALYSIS

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

#### BY MONTH >>



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

#### BY PRICE RANGE >>

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



**JANUARY 2019 >>**

# SOUTH CENTRAL KANSAS MLS STATISTICS

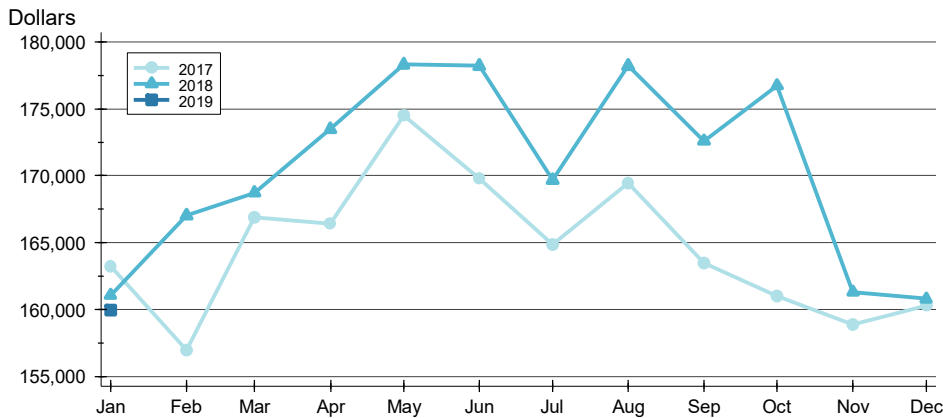


South Central Kansas MLS

## CONTRACTS WRITTEN ANALYSIS

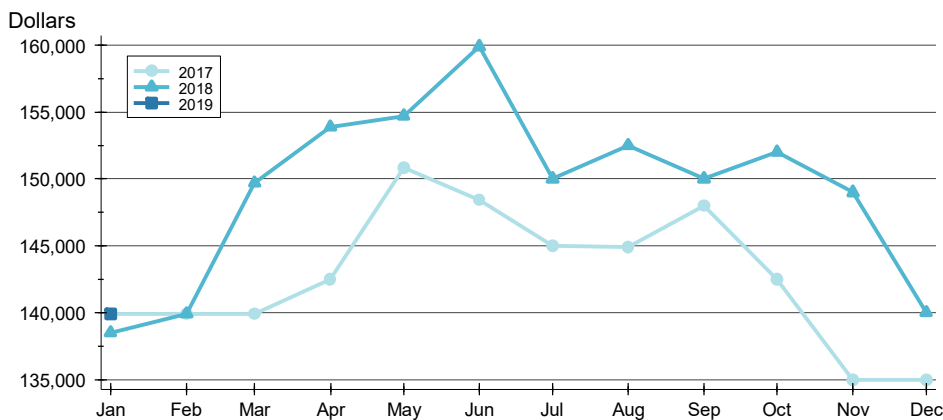
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 2/8/2019**

### AVERAGE PRICE >>



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

### MEDIAN PRICE >>



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



**JANUARY 2019 >>**

# SOUTH CENTRAL KANSAS MLS STATISTICS

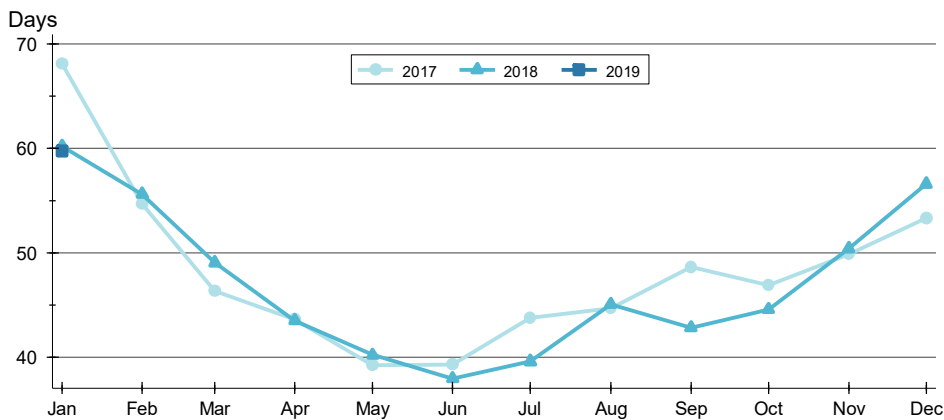


South Central Kansas MLS

## CONTRACTS WRITTEN ANALYSIS

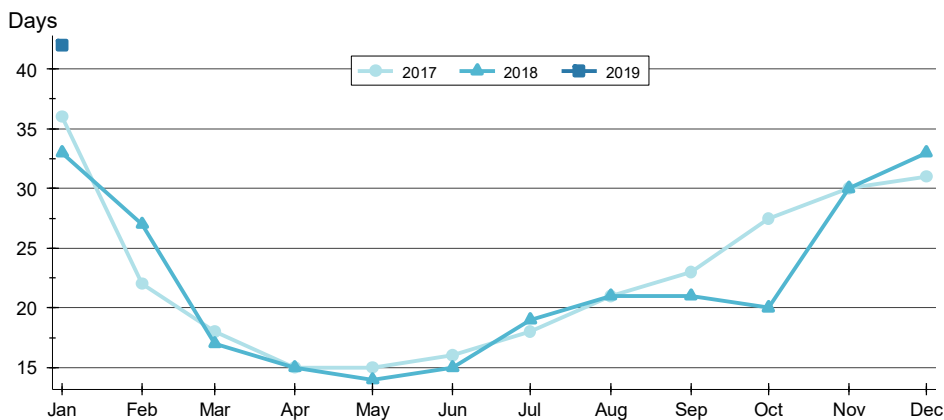
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 2/8/2019**

### AVERAGE DOM >>



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

### MEDIAN DOM >>



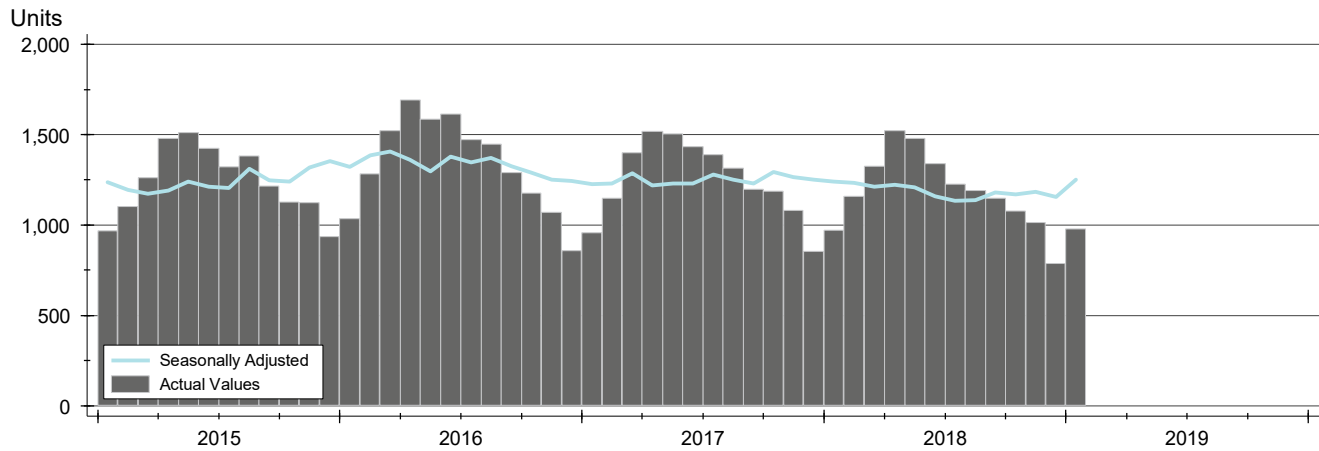
Month	2017	2018	2019
January	36	33	42
February	22	27	
March	18	17	
April	15	15	
May	15	14	
June	16	15	
July	18	19	
August	21	21	
September	23	21	
October	28	20	
November	30	30	
December	31	33	



## PENDING CONTRACTS ANALYSIS

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

### HISTORY >>



### SUMMARY >>

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

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

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



# JANUARY 2019 >>

## SOUTH CENTRAL KANSAS MLS STATISTICS

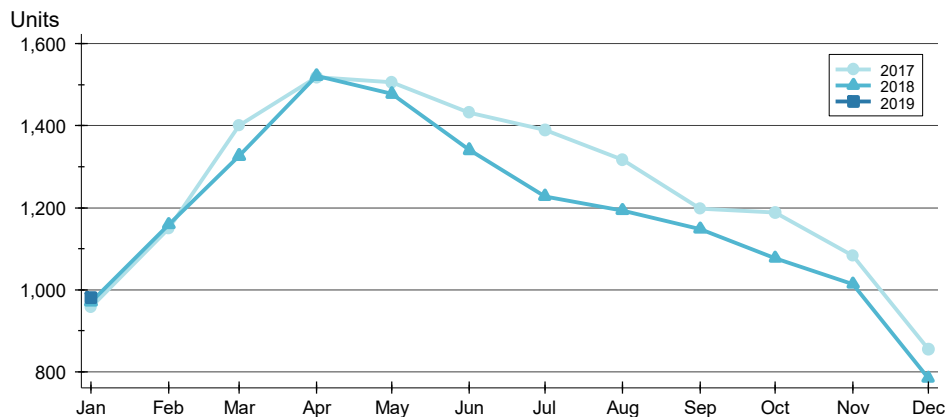


South Central Kansas MLS

### PENDING CONTRACTS ANALYSIS

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

#### BY MONTH >>



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

#### BY PRICE RANGE >>

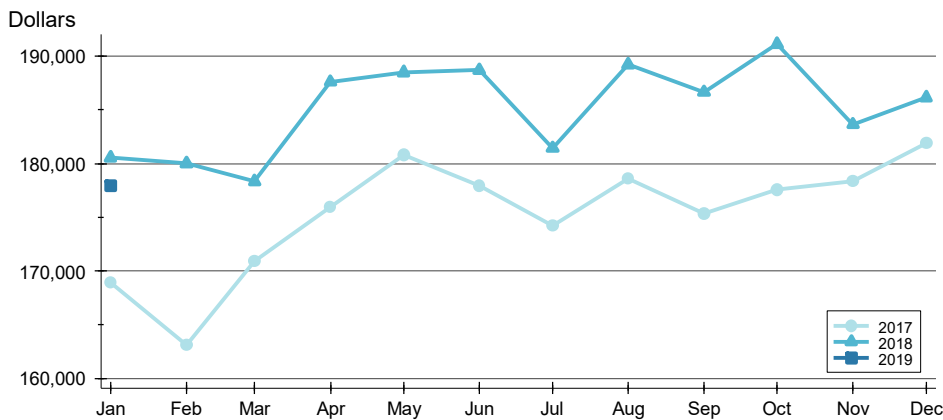
Price Range	Contracts Written			List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median
Below \$25,000	10	1.0%	173	17,275	19,550	159	97	82.4%	90.2%
\$25,000-\$49,999	43	4.4%	1,630	37,900	38,900	91	52	91.6%	100.0%
\$50,000-\$99,999	222	22.7%	17,046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



## PENDING CONTRACTS ANALYSIS

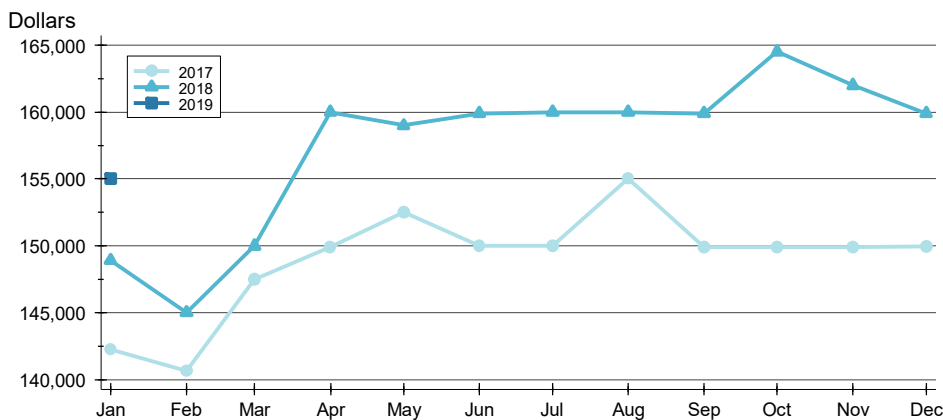
ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 2/8/2019

### AVERAGE PRICE >>



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

### MEDIAN PRICE >>

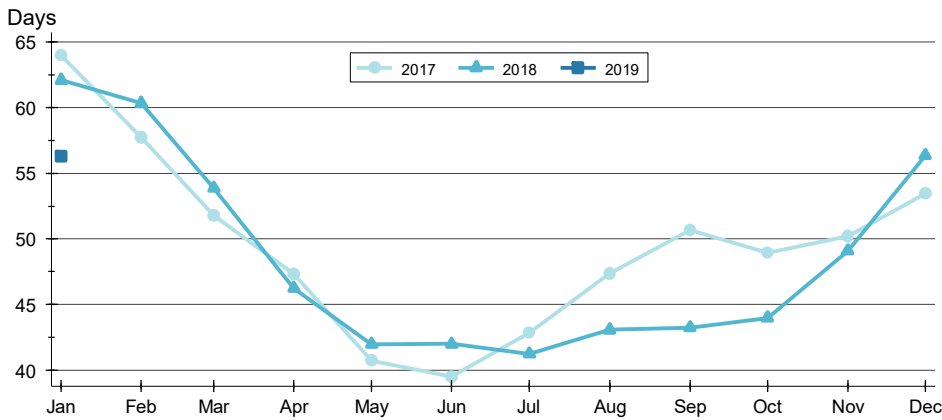


Month	2017	2018	2019
January	142,250	148,900	155,000
February	140,650	145,000	
March	147,500	150,000	
April	149,900	160,000	
May	152,500	159,000	
June	150,000	159,900	
July	150,000	160,000	
August	155,000	160,000	
September	149,900	159,900	
October	149,900	164,500	
November	149,900	162,000	
December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

# PENDING CONTRACTS ANALYSIS

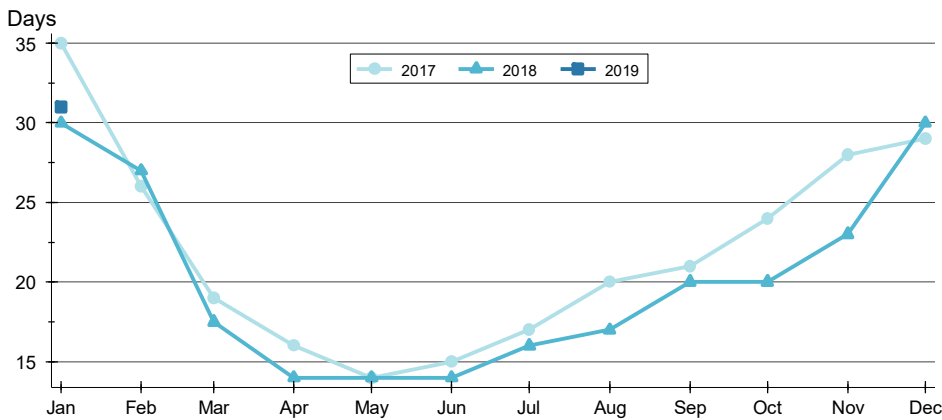
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 2/8/2019**

## AVERAGE DOM



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

## MEDIAN DOM



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