

## MARKET OVERVIEW >>

### South Central Kansas Home Sales Fell in April

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

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

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

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

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

### Your Association Working for You!

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

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

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## THREE-YEAR COMPARISONS

### SUMMARY >>

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

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



## YEAR-TO-DATE STATISTICS

### SUMMARY >>

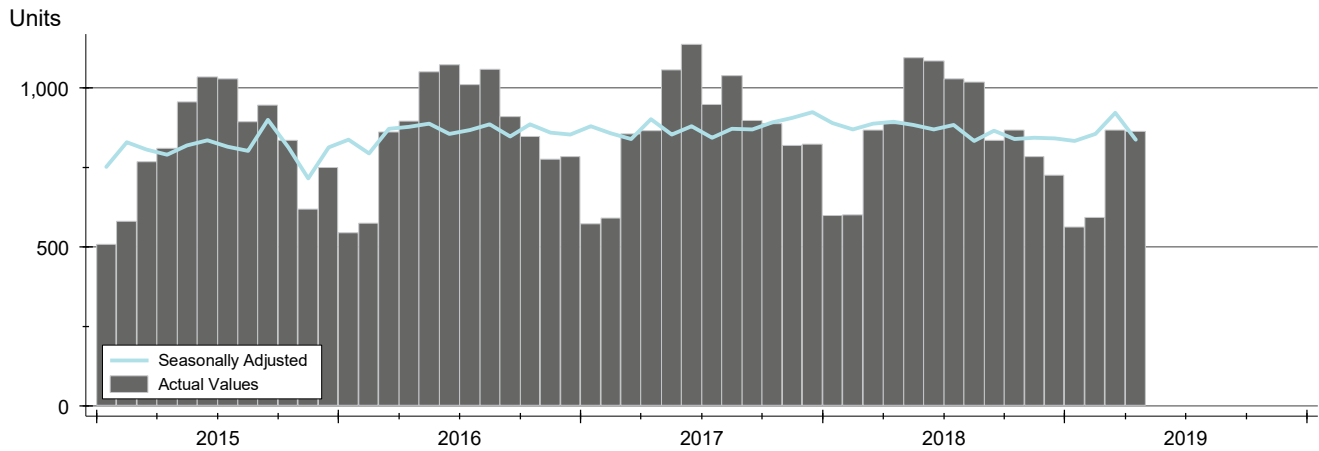
YTD BREAKDOWNS BY HOME TYPE  
ENTIRE MLS SYSTEM  
AS OF 5/8/2019

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

# CLOSED LISTINGS ANALYSIS

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

**HISTORY** >>



**SUMMARY** >>

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

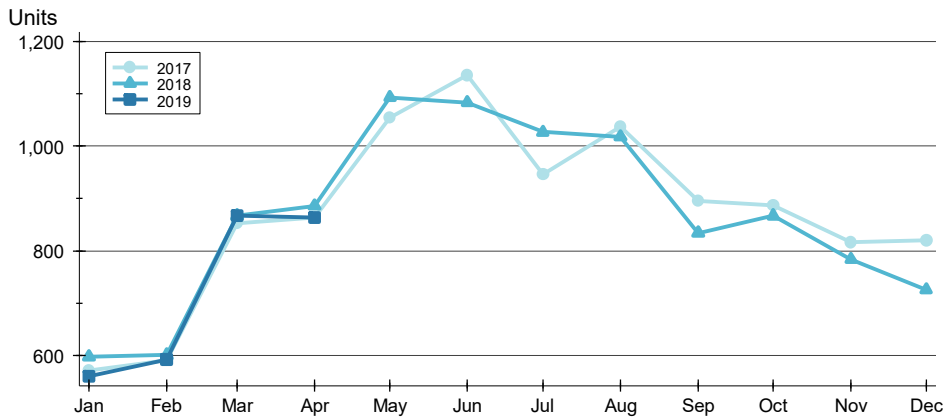
A total of 863 homes sold in South Central Kansas in April, down from 886 units in April 2018. Total sales volume fell to \$140.6 million compared to \$143.9 million in the previous year.

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

# CLOSED LISTINGS ANALYSIS

## BY MONTH >>

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



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

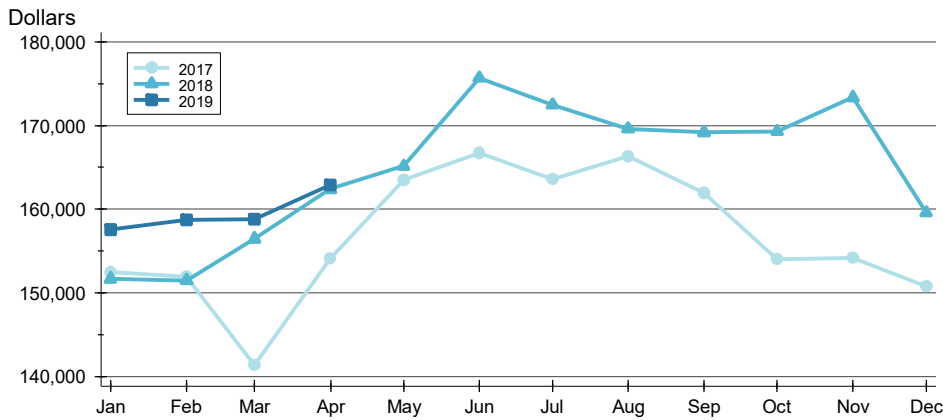
## BY PRICE RANGE >>

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

# CLOSED LISTINGS ANALYSIS

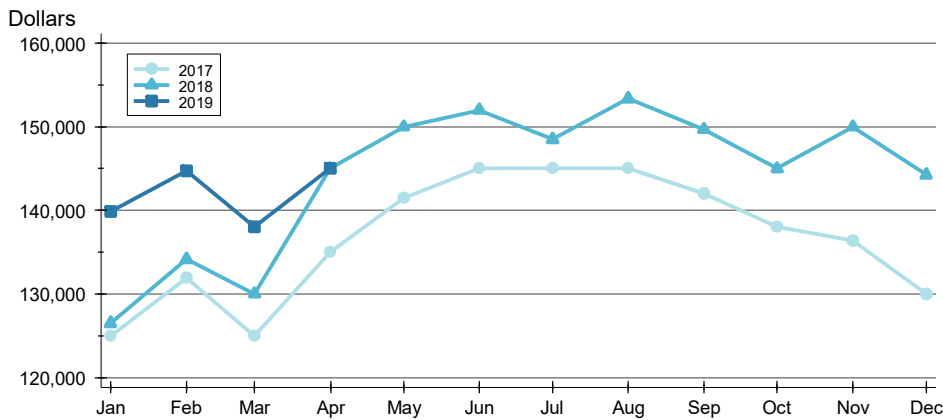
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 5/8/2019**

## AVERAGE PRICE



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

## MEDIAN PRICE

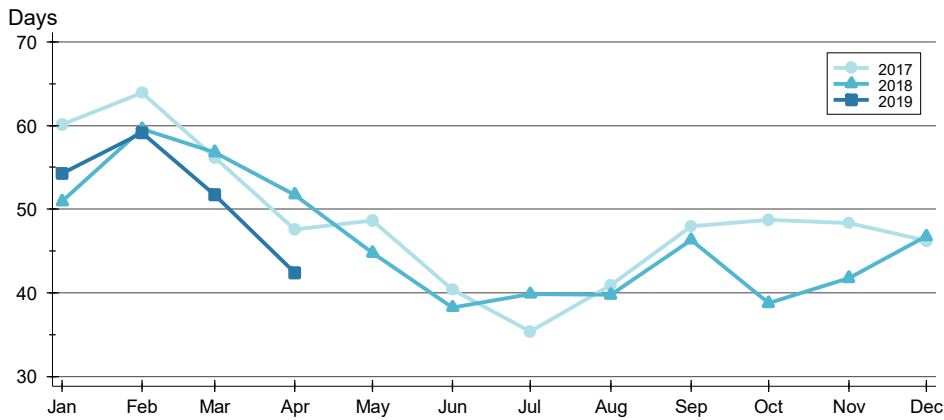


| Month     | 2017    | 2018    | 2019    |
|-----------|---------|---------|---------|
| January   | 125,000 | 126,500 | 139,900 |
| February  | 131,900 | 134,150 | 144,750 |
| March     | 125,000 | 130,000 | 138,000 |
| April     | 135,000 | 145,000 | 145,000 |
| May       | 141,500 | 150,000 |   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

# CLOSED LISTINGS ANALYSIS

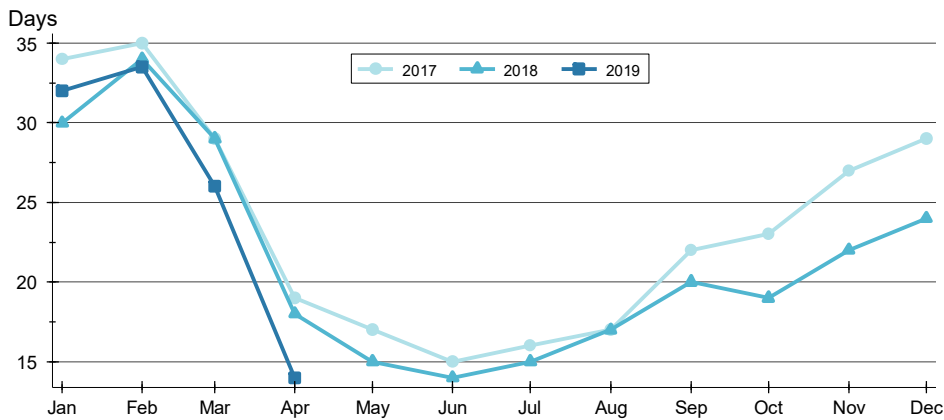
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 5/8/2019**

## AVERAGE DOM



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

## MEDIAN DOM

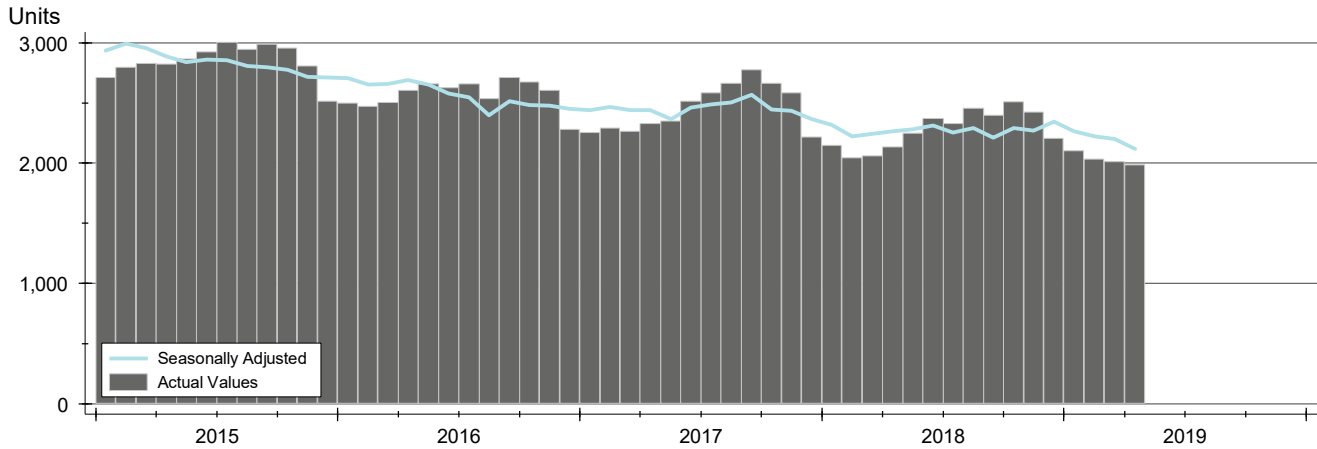


| Month     | 2017 | 2018 | 2019 |
|-----------|------|------|------|
| January   | 34   | 30   | 32   |
| February  | 35   | 34   | 34   |
| March     | 29   | 29   | 26   |
| April     | 19   | 18   | 14   |
| May       | 17   | 15   | 17   |
| June      | 15   | 14   | 15   |
| July      | 16   |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

# ACTIVE LISTINGS ANALYSIS

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

**HISTORY** >>



**SUMMARY** >>

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

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

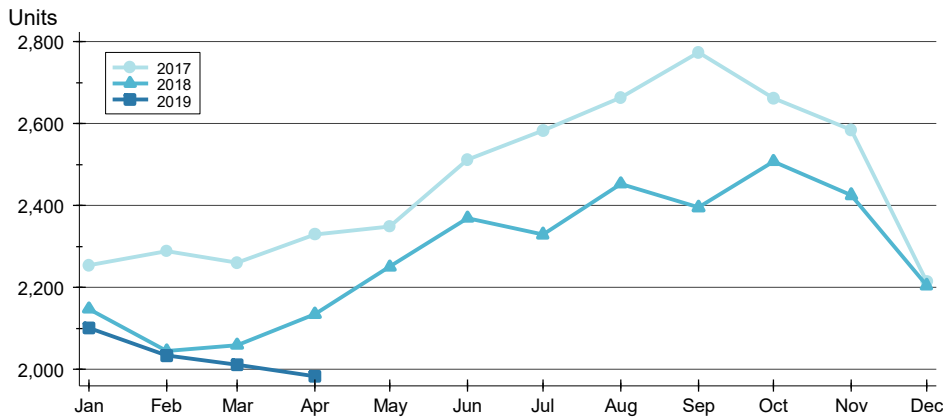
The median list price of homes on the market at the end of April was \$208,443, up 6.9% from 2018. The typical time on market for active listings was 43 days, down from 48 days a year earlier.



# ACTIVE LISTINGS ANALYSIS

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

**BY MONTH** >>



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

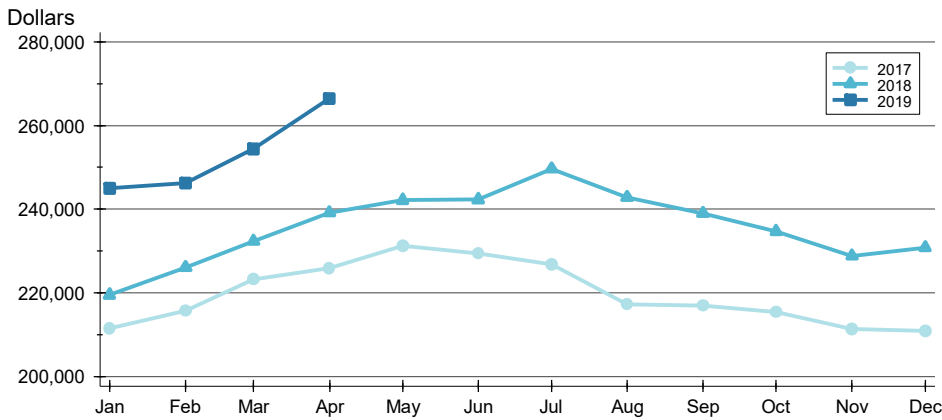
**BY PRICE RANGE** >>

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

# ACTIVE LISTINGS ANALYSIS

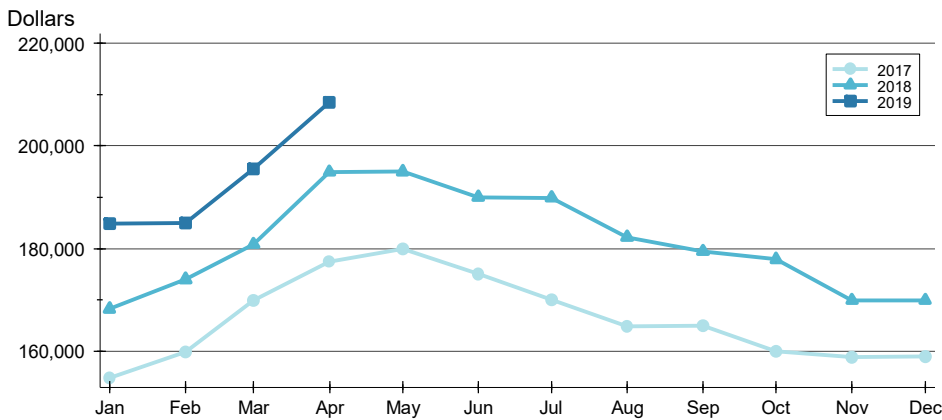
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 5/8/2019**

## AVERAGE PRICE >>



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

## MEDIAN PRICE >>

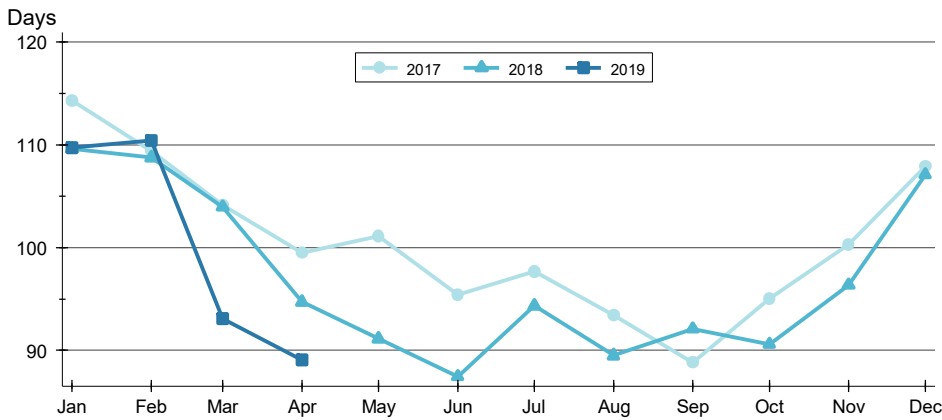


| Month     | 2017    | 2018    | 2019    |
|-----------|---------|---------|---------|
| January   | 154,900 | 168,248 | 184,900 |
| February  | 159,900 | 174,000 | 185,000 |
| March     | 169,900 | 180,867 | 195,500 |
| April     | 177,500 | 194,900 | 208,443 |
| May       | 179,900 | 195,000 | - 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

# ACTIVE LISTINGS ANALYSIS

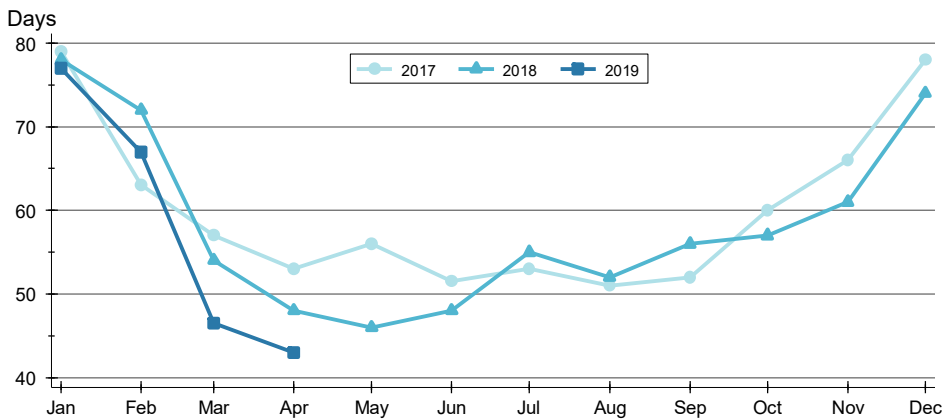
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 5/8/2019**

## AVERAGE DOM >>



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

## MEDIAN DOM >>

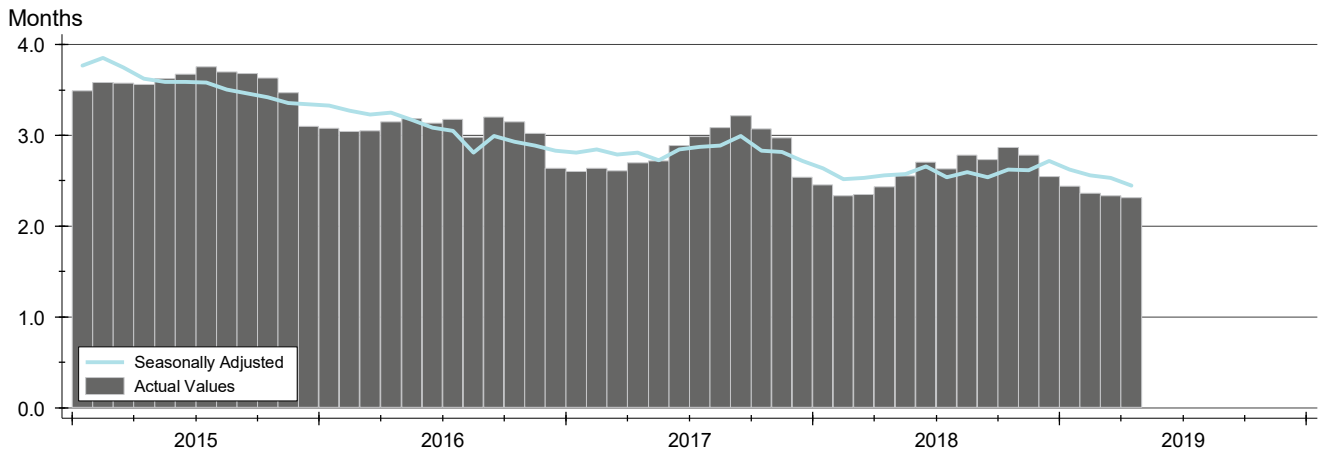


| Month     | 2017 | 2018 | 2019 |
|-----------|------|------|------|
| January   | 79   | 78   | 77   |
| February  | 63   | 72   | 67   |
| March     | 57   | 54   | 47   |
| April     | 53   | 48   | 43   |
| May       | 56   | 46   |      |
| June      | 52   | 48   |      |
| July      | 53   |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

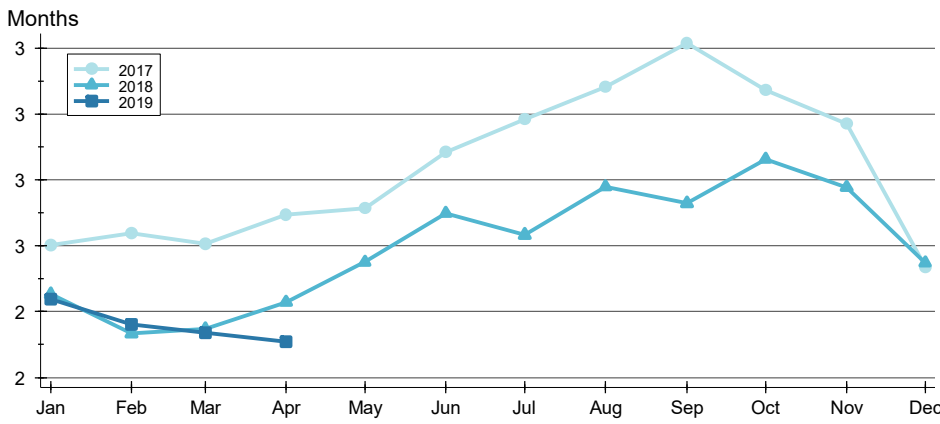
# MONTHS' SUPPLY ANALYSIS

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

**HISTORY** >>



**BY MONTH** >>

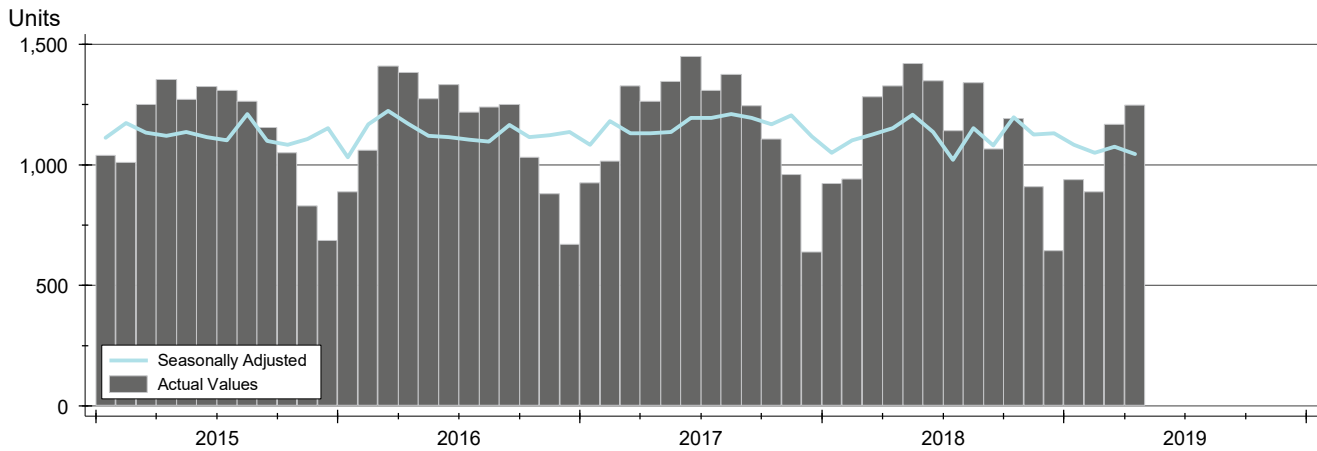


| Month     | 2017 | 2018 | 2019 |
|-----------|------|------|------|
| January   | 2.6  | 2.5  | 2.4  |
| February  | 2.6  | 2.3  | 2.4  |
| March     | 2.6  | 2.3  | 2.3  |
| April     | 2.7  | 2.4  | 2.3  |
| May       | 2.7  | 2.6  |      |
| June      | 2.9  | 2.7  |      |
| July      | 3.0  |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

# NEW LISTINGS ANALYSIS

**HISTORY >>**

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



**SUMMARY >>**

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

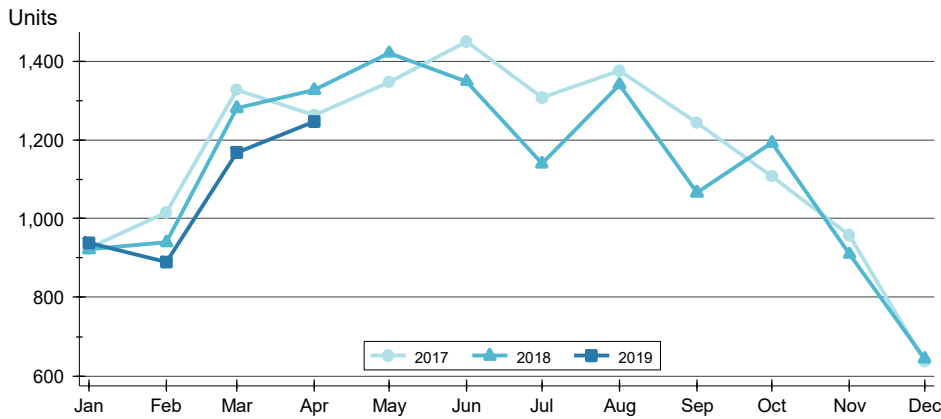
A total of 1,247 new listings were added in South Central Kansas during April, down 6.0% from the same month in 2018. Year-to-date South Central Kansas has seen 4,242 new listings.

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

# NEW LISTINGS ANALYSIS

**BY MONTH >>**

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



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

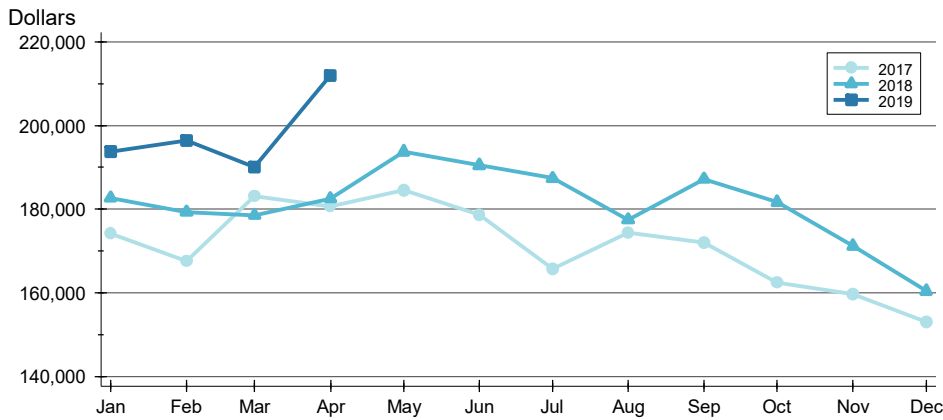
**BY PRICE RANGE >>**

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

# NEW LISTINGS ANALYSIS

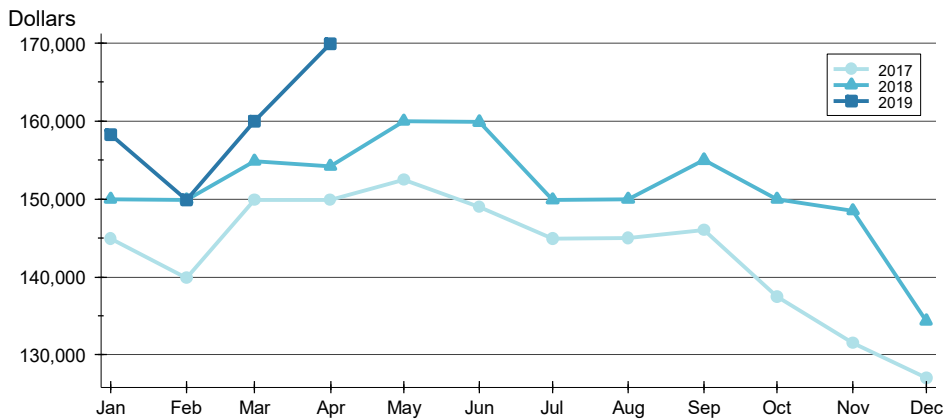
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 5/8/2019**

## AVERAGE PRICE



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

## MEDIAN PRICE

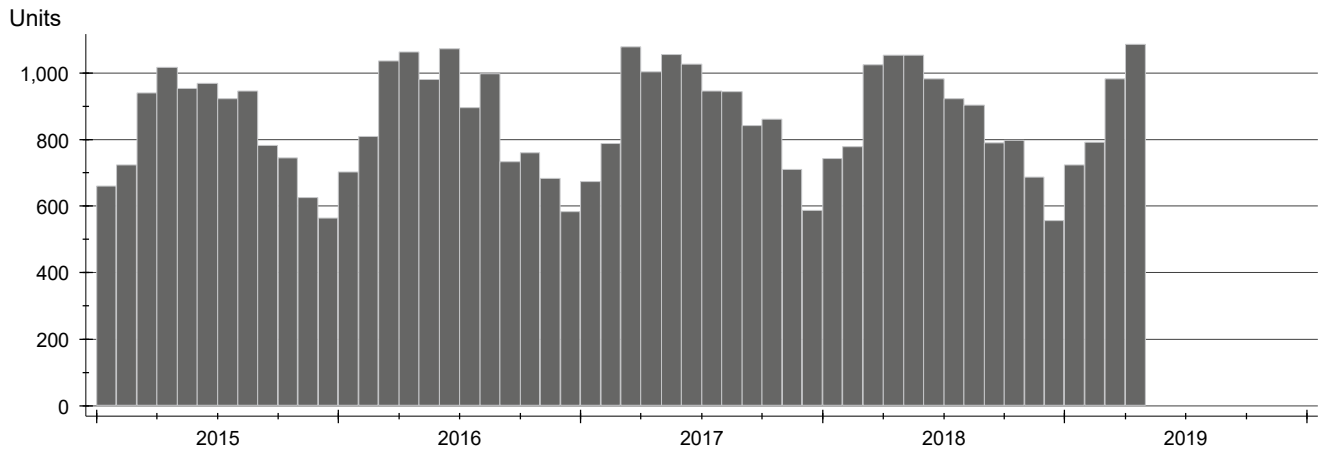


| Month     | 2017    | 2018    | 2019    |
|-----------|---------|---------|---------|
| January   | 144,900 | 150,000 | 158,250 |
| February  | 139,900 | 149,900 | 149,900 |
| March     | 149,900 | 154,900 | 160,000 |
| April     | 149,900 | 154,200 | 169,900 |
| May       | 152,500 | 160,000 |   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

# CONTRACTS WRITTEN ANALYSIS

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

**HISTORY** >>



**SUMMARY** >>

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

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

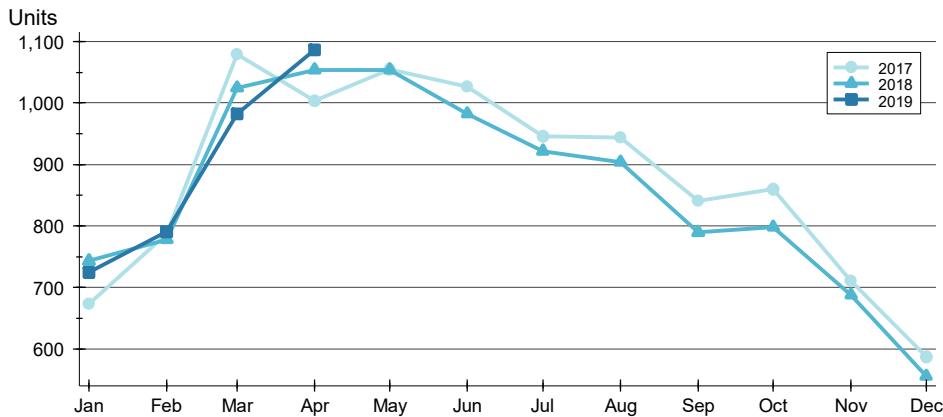
Half of the homes that went under contract in April were on the market less than 11 days, compared to 15 days in April 2018.



# CONTRACTS WRITTEN ANALYSIS

## BY MONTH >>

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



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

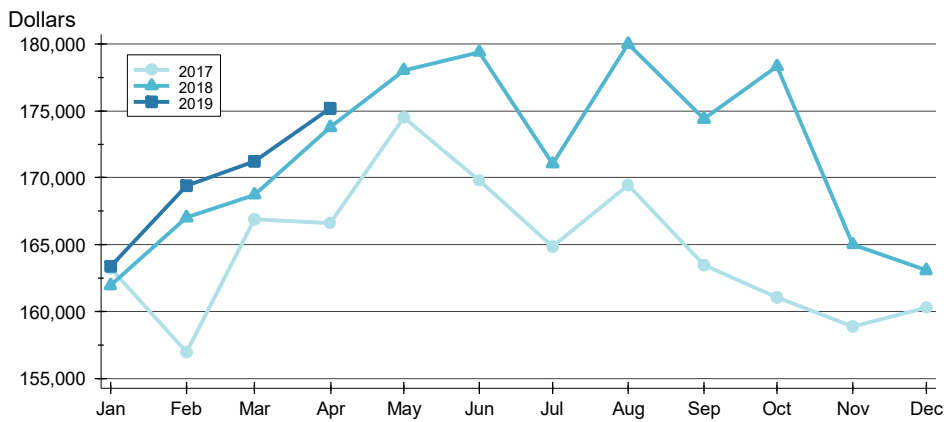
## BY PRICE RANGE >>

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

# CONTRACTS WRITTEN ANALYSIS

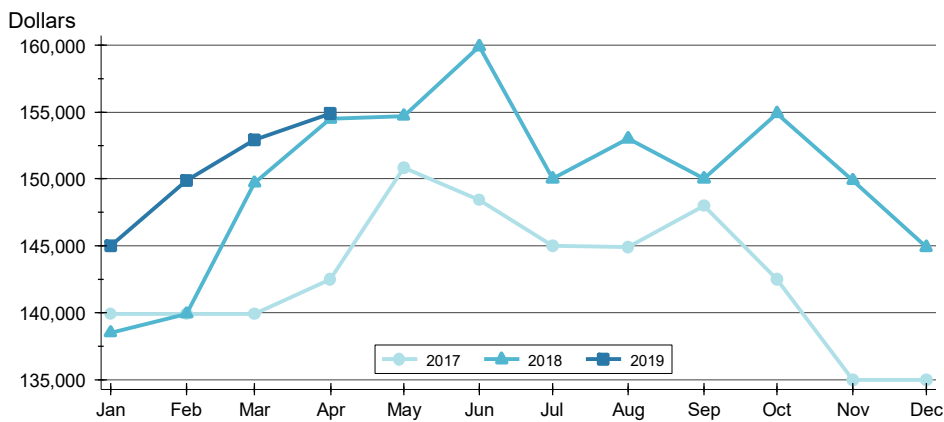
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 5/8/2019**

## AVERAGE PRICE >>



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

## MEDIAN PRICE >>

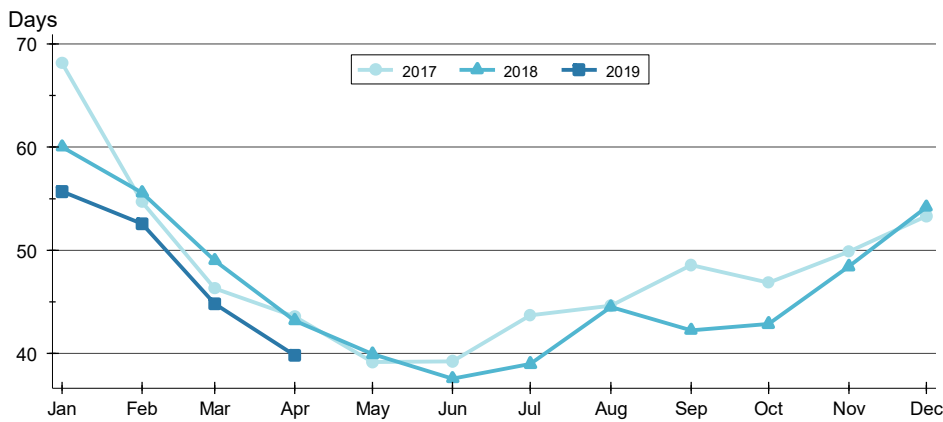


| Month     | 2017    | 2018    | 2019    |
|-----------|---------|---------|---------|
| January   | 139,900 | 138,500 | 145,000 |
| February  | 139,900 | 139,900 | 149,900 |
| March     | 139,900 | 149,700 | 152,900 |
| April     | 142,500 | 154,500 | 154,900 |
| May       | 150,863 | 154,700 | 154,700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

# CONTRACTS WRITTEN ANALYSIS

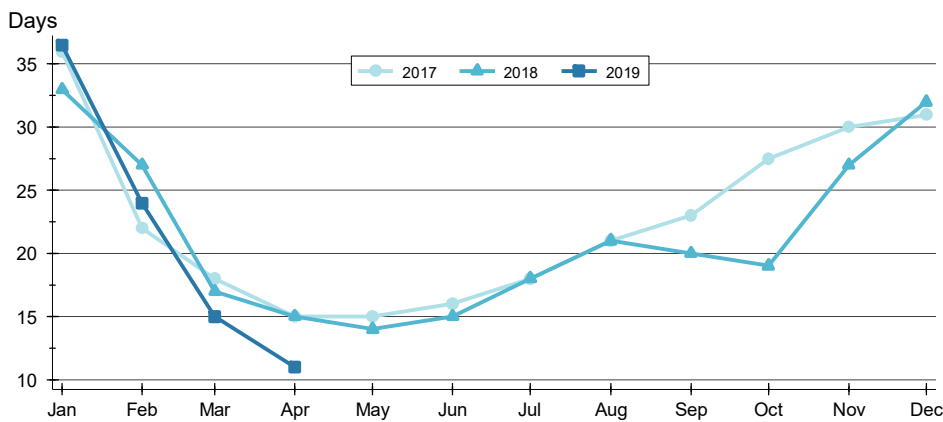
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 5/8/2019**

## AVERAGE DOM >>



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

## MEDIAN DOM >>

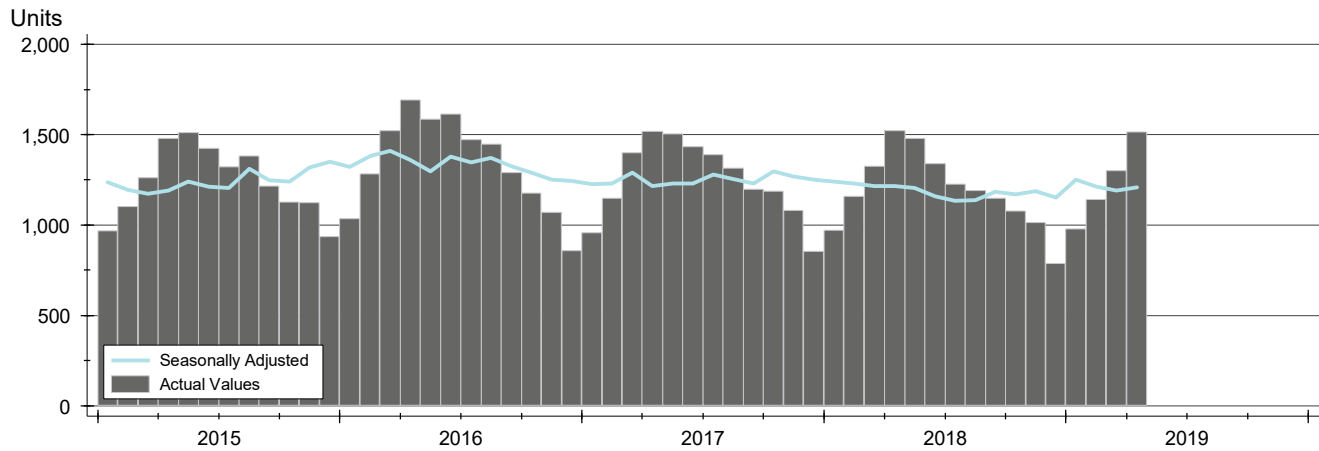


| Month     | 2017 | 2018 | 2019 |
|-----------|------|------|------|
| January   | 36   | 33   | 37   |
| February  | 22   | 27   | 24   |
| March     | 18   | 17   | 15   |
| April     | 15   | 15   | 11   |
| May       | 15   | 14   | 15   |
| June      | 16   | 15   | 15   |
| July      | 18   |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

# PENDING CONTRACTS ANALYSIS

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

**HISTORY** >>



**SUMMARY** >>

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

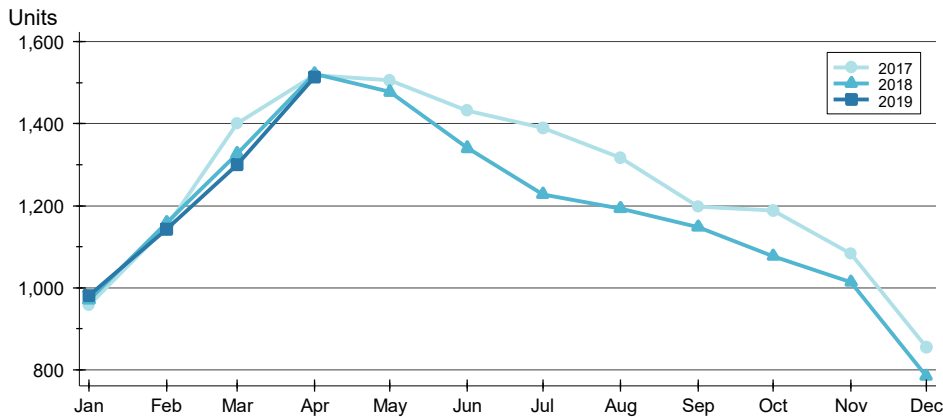
A total of 1,514 listings in South Central Kansas had contracts pending at the end of April, down from 1,521 contracts pending at the end of April 2018.

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

# PENDING CONTRACTS ANALYSIS

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

## BY MONTH >>



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

## BY PRICE RANGE >>

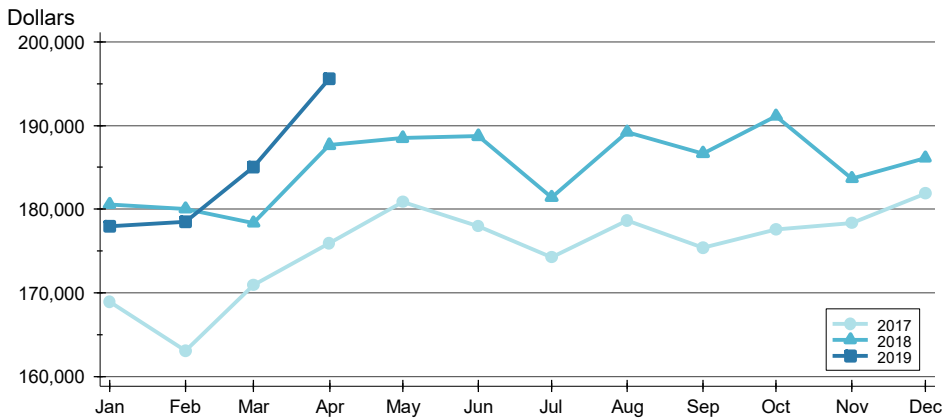
| Price Range         | Contracts Written |         |         | List Price |           | Days on Market |        | List as % Orig. |        |
|---------------------|-------------------|---------|---------|------------|-----------|----------------|--------|-----------------|--------|
|               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



# PENDING CONTRACTS ANALYSIS

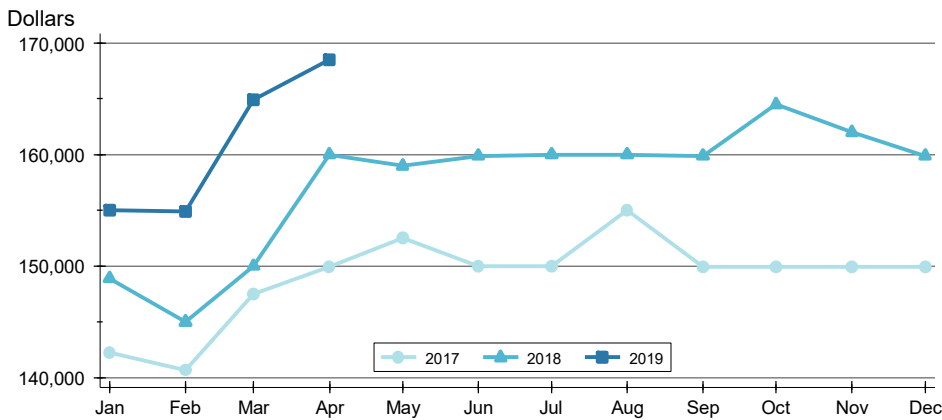
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 5/8/2019**

## AVERAGE PRICE >>



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

## MEDIAN PRICE >>

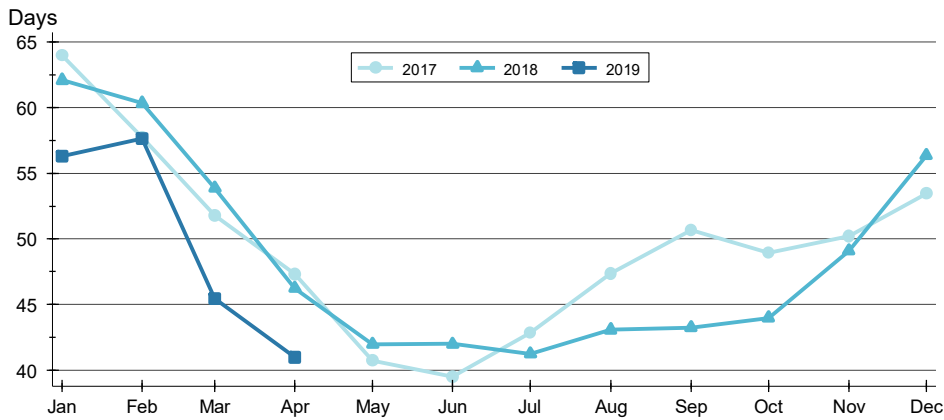


| Month     | 2017    | 2018    | 2019    |
|-----------|---------|---------|---------|
| January   | 142,250 | 148,900 | 155,000 |
| February  | 140,650 | 145,000 | 154,900 |
| March     | 147,500 | 150,000 | 164,900 |
| April     | 149,900 | 160,000 | 168,500 |
| May       | 152,500 | 159,000 | 159,000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

# PENDING CONTRACTS ANALYSIS

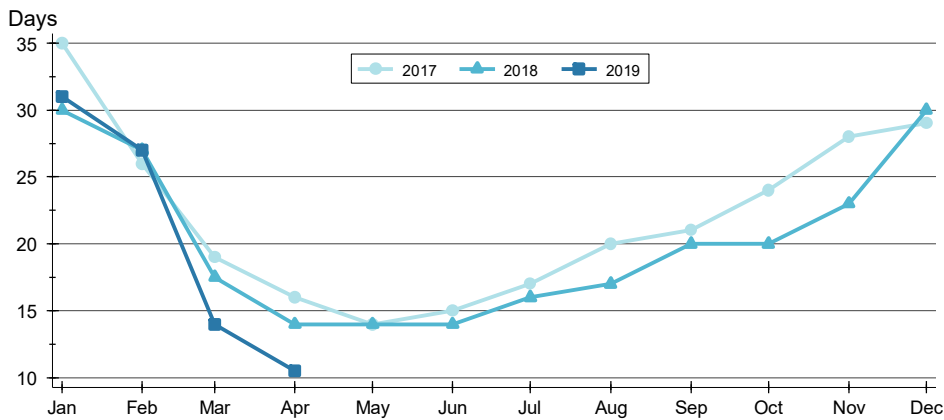
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 5/8/2019**

## AVERAGE DOM >>



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

## MEDIAN DOM >>



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