

MARKET OVERVIEW >>

South Central Kansas Home Sales Fell in June

Total home sales in South Central Kansas fell last month to 1,006 units, compared to 1,083 units in June 2018. Total sales volume was \$191.7 million, up from a year earlier.

The median sale price in June was \$164,950, up from \$152,000 a year earlier. Homes that sold in June were typically on the market for 12 days and sold for 99.7% of their list prices.

South Central Kansas Active Listings Down at End of June

The total number of active listings in South Central Kansas at the end of June was 2,047 units, down from 2,369 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 June was \$199,500.

During June, a total of 1,052 contracts were written up from 983 in June 2018. At the end of the month, there were 1,399 contracts pending, compared to 1,340 at the end of June 2018.

Entire MLS System		June		
Current Month		2019	2018	Change
Summary Statistics		2019	2018	Change
Home Sales		1,006	1,083	-7.1%
Active Listings		2,047	2,369	-13.6%
Months' Supply		2.4	2.7	-11.7%
New Listings		1,211	1,349	-10.2%
Contracts Written		1,052	983	7.0%
Pending Contracts		1,399	1,340	4.4%
Sales Volume (1,000s)		191,740	190,277	0.8%
Average	Sale Price	190,596	175,695	8.5%
	List Price of Actives	262,572	242,311	8.4%
	Days on Market	37	38	-3.0%
	Percent of List	97.9%	98.2%	-0.4%
	Percent of Original	96.4%	96.8%	-0.4%
Median	Sale Price	164,950	152,000	8.5%
	List Price of Actives	199,500	190,000	5.0%
	Days on Market	12	14	-14.3%
	Percent of List	99.7%	100.0%	-0.3%
	Percent of Original	98.6%	98.7%	0.0%

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THREE-YEAR COMPARISONS

SUMMARY >>

BREAKDOWNS BY HOME TYPE
ENTIRE MLS SYSTEM
AS OF 7/8/2019

June MLS Statistics By Property Type		2019			2018			2017		
		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		1,006	946	60	1,083	1,018	65	1,136	1,079	57
Change from prior year		-7.1%	-7.1%	-7.7%	-4.7%	-5.7%	14.0%	6.1%	7.6%	-16.2%
Active Listings		2,047	1,789	258	2,369	2,136	233	2,512	2,231	281
Change from prior year		-13.6%	-16.2%	10.7%	-5.7%	-4.3%	-17.1%	-4.4%	-6.1%	11.5%
Months' Supply		2.4	2.2	4.4	2.7	2.6	3.9	2.9	2.7	4.8
Change from prior year		-11.7%	-14.4%	12.5%	-6.5%	-5.0%	-18.0%	-8.0%	-9.4%	4.2%
New Listings		1,211	1,159	52	1,349	1,261	88	1,450	1,357	93
Change from prior year		-10.2%	-8.1%	-40.9%	-7.0%	-7.1%	-5.4%	8.8%	8.2%	19.2%
Contracts Written		1,052	1,005	47	983	920	63	1,027	959	68
Change from prior year		7.0%	9.2%	-25.4%	-4.3%	-4.1%	-7.4%	-4.2%	-4.6%	1.5%
Pending Contracts		1,399	1,228	171	1,340	1,188	152	1,432	1,269	163
Change from prior year		4.4%	3.4%	12.5%	-6.4%	-6.4%	-6.7%	-11.2%	-12.8%	3.2%
Sales Volume (1,000s)		191,740	171,324	20,416	190,277	169,681	20,597	189,396	170,515	18,880
Change from prior year		0.8%	1.0%	-0.9%	0.5%	-0.5%	9.1%	7.9%	11.1%	-14.3%
Average	Sale Price	190,596	181,104	340,262	175,695	166,680	316,870	166,721	158,031	331,236
	Change from prior year	8.5%	8.7%	7.4%	5.4%	5.5%	-4.3%	1.8%	3.3%	2.2%
	List Price of Actives	262,572	253,743	321,810	242,311	233,219	324,257	229,403	216,585	329,533
	Change from prior year	8.4%	8.8%	-0.8%	5.6%	7.7%	-1.6%	4.1%	3.2%	3.9%
	Days on Market	37	35	72	38	36	74	40	38	77
	Change from prior year	-2.9%	-2.9%	-2.5%	-5.2%	-6.3%	-4.5%	-16.4%	-12.5%	-31.2%
Percent of List		97.9%	97.7%	101.2%	98.2%	98.0%	102.1%	97.9%	97.7%	102.0%
	Change from prior year	-0.4%	-0.3%	-0.9%	0.3%	0.3%	0.0%	0.0%	0.1%	0.1%
	Percent of Original	96.4%	96.1%	101.9%	96.8%	96.4%	103.2%	96.0%	95.7%	102.4%
Change from prior year	-0.4%	-0.3%	-1.3%	0.8%	0.8%	0.8%	-0.2%	0.0%	-0.4%	
Median	Sale Price	164,950	155,950	292,725	152,000	145,000	298,286	145,000	139,200	271,682
	Change from prior year	8.5%	7.6%	-1.9%	4.8%	4.2%	9.8%	2.5%	2.4%	-1.6%
	List Price of Actives	199,500	179,000	288,700	190,000	175,000	289,396	175,000	159,900	285,000
	Change from prior year	5.0%	2.3%	-0.2%	8.6%	9.4%	1.5%	9.4%	13.8%	9.8%
	Days on Market	12	12	19	14	15	1	15	15	18
	Change from prior year	-14.3%	-17.2%	1750.0%	-6.7%	-3.3%	-94.4%	-21.1%	-21.1%	-43.8%
Percent of List	99.7%	99.5%	100.0%	100.0%	99.5%	100.0%	99.3%	99.1%	100.0%	
Change from prior year	-0.3%	-0.1%	0.0%	0.7%	0.4%	0.0%	0.1%	0.3%	0.0%	
Percent of Original	98.6%	98.3%	101.0%	98.7%	98.3%	101.4%	98.3%	98.1%	100.2%	
Change from prior year	0.0%	0.0%	-0.4%	0.4%	0.3%	1.3%	0.2%	0.3%	0.2%	



YEAR-TO-DATE STATISTICS

SUMMARY >>

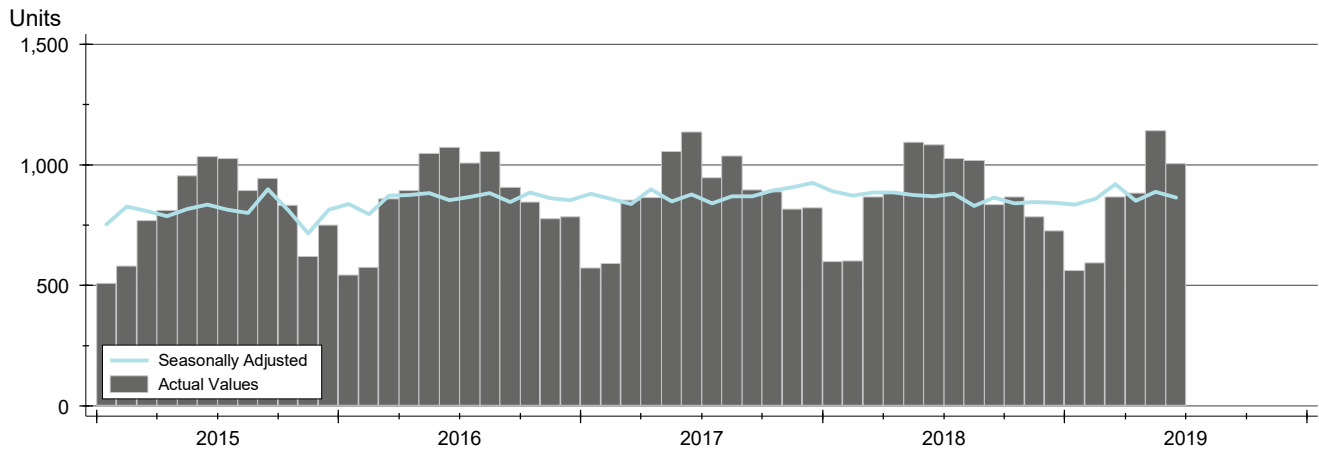
YTD BREAKDOWNS BY HOME TYPE
ENTIRE MLS SYSTEM
AS OF 7/8/2019

Year-to-Date Activity By Property Type		2019			2018			2017		
		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		5,051	4,725	326	5,128	4,762	366	5,070	4,738	332
Change from prior year		-1.5%	-0.8%	-10.9%	1.1%	0.5%	10.2%	1.6%	2.1%	-5.1%
New Listings		6,796	6,390	406	7,240	6,776	464	7,330	6,807	523
Change from prior year		-6.1%	-5.7%	-12.5%	-1.2%	-0.5%	-11.3%	-0.2%	-0.7%	6.3%
Contracts Written		5,674	5,347	327	5,637	5,225	412	5,625	5,208	417
Change from prior year		0.7%	2.3%	-20.6%	0.2%	0.3%	-1.2%	-0.7%	-0.5%	-2.8%
Sales Volume (1,000s)		853,180	750,450	102,730	832,043	720,702	111,341	792,421	693,497	98,923
Change from prior year		2.5%	4.1%	-7.7%	5.0%	3.9%	12.6%	2.7%	3.5%	-2.4%
Average	Sale Price	168,947	158,859	315,123	162,255	151,344	304,211	156,296	146,369	297,962
	Change from prior year	4.1%	5.0%	3.6%	3.8%	3.4%	2.1%	1.1%	1.3%	2.9%
	Days on Market	46	44	74	49	45	106	51	48	86
	Change from prior year	-6.1%	-1.2%	-30.4%	-3.7%	-7.8%	23.3%	-11.8%	-8.7%	-27.9%
	Percent of List	97.8%	97.4%	102.4%	97.8%	97.5%	101.8%	97.4%	97.1%	101.7%
Median	Change from prior year	0.0%	0.0%	0.5%	0.4%	0.4%	0.1%	0.2%	0.1%	0.7%
	Percent of Original	95.9%	95.4%	103.2%	95.9%	95.3%	102.3%	95.2%	94.7%	102.3%
	Change from prior year	0.1%	0.0%	0.9%	0.7%	0.7%	0.0%	0.1%	0.1%	0.9%
	Sale Price	150,000	142,500	278,593	142,000	135,000	272,250	135,570	130,000	260,259
	Change from prior year	5.6%	5.6%	2.3%	4.7%	3.8%	4.6%	1.2%	1.6%	2.5%
Median	Days on Market	17	18	5	21	20	40	22	22	23
	Change from prior year	-19.0%	-10.0%	-87.3%	-4.5%	-9.1%	75.6%	-15.4%	-15.4%	-57.9%
	Percent of List	99.4%	99.0%	100.0%	99.2%	98.8%	100.0%	99.1%	98.8%	100.0%
	Change from prior year	0.2%	0.2%	0.0%	0.1%	0.0%	0.0%	0.4%	0.4%	0.0%
	Percent of Original	98.0%	97.6%	101.1%	97.9%	97.5%	101.1%	97.7%	97.3%	100.3%
Change from prior year	0.1%	0.1%	0.0%	0.2%	0.2%	0.8%	0.2%	0.2%	0.3%	

CLOSED LISTINGS ANALYSIS

**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 7/8/2019**

HISTORY >>



SUMMARY >>

Summary Statistics for Closed Listings		June			Year-to-Date		
		2019	2018	Change	2019	2018	Change
Closed Listings		1,006	1,083	-7.1%	5,051	5,128	-1.5%
Volume (1,000s)		191,740	190,277	0.8%	853,180	832,043	2.5%
Average	Sale Price	190,596	175,695	8.5%	168,947	162,255	4.1%
	Days on Market	37	38	-2.9%	46	49	-6.1%
	Percent of List	97.9%	98.2%	-0.4%	97.8%	97.8%	0.0%
	Percent of Original	96.4%	96.8%	-0.4%	95.9%	95.9%	0.1%
Median	Sale Price	164,950	152,000	8.5%	150,000	142,000	5.6%
	Days on Market	12	14	-14.3%	17	21	-19.0%
	Percent of List	99.7%	100.0%	-0.3%	99.4%	99.2%	0.2%
	Percent of Original	98.6%	98.7%	0.0%	98.0%	97.9%	0.1%

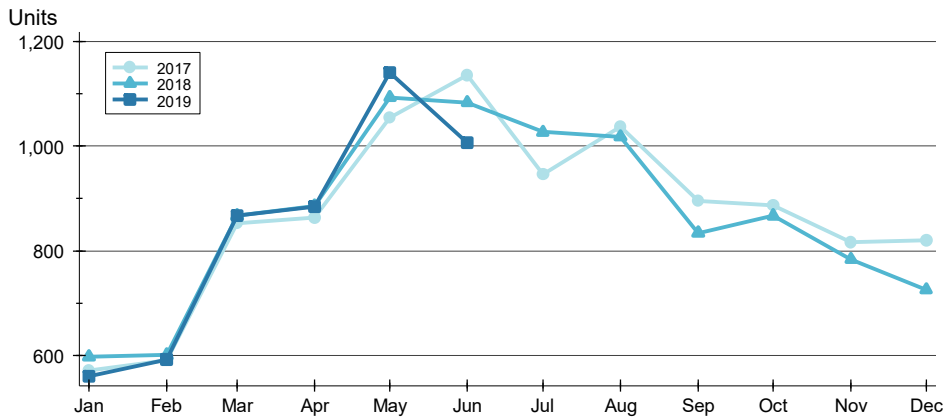
A total of 1,006 homes sold in South Central Kansas in June, down from 1,083 units in June 2018. Total sales volume rose to \$191.7 million compared to \$190.3 million in the previous year.

The median sales price in June was \$164,950, up 8.5% compared to the prior year. Median days on market was 12 days, up from 11 days in May, but down from 14 in June 2018.

CLOSED LISTINGS ANALYSIS

BY MONTH >>

**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 7/8/2019**



Month	2017	2018	2019
January	571	598	561
February	591	601	592
March	853	867	867
April	864	886	884
May	1,055	1,093	1,141
June	1,136	1,083	1,006
July	946	1,027	
August	1,038	1,018	
September	896	834	
October	887	867	
November	817	784	
December	821	726	

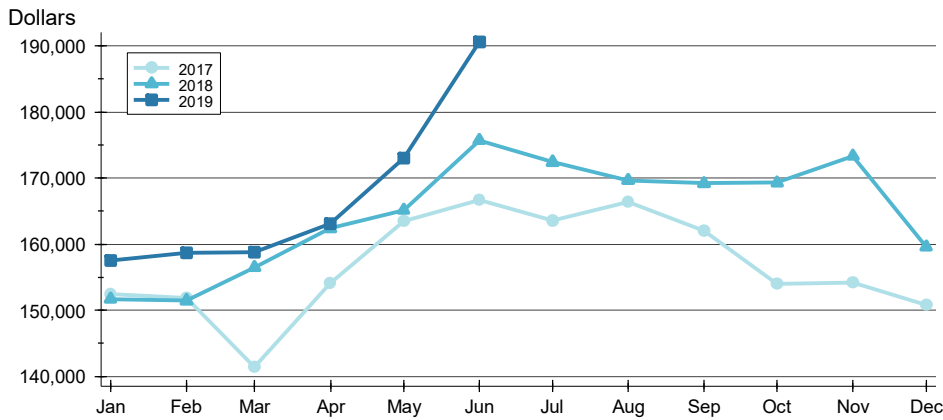
BY PRICE RANGE >>

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	29	2.9%	466	16,060	19,000	57	52	83.1%	90.5%	78.0%	80.1%
\$25,000-\$49,999	70	7.0%	2,684	38,337	39,000	52	28	91.3%	92.1%	87.3%	89.5%
\$50,000-\$99,999	163	16.2%	12,203	74,864	76,400	36	16	97.4%	99.3%	95.4%	97.0%
\$100,000-\$124,999	69	6.9%	7,726	111,971	111,500	23	7	98.9%	100.0%	97.8%	99.6%
\$125,000-\$149,999	108	10.7%	14,866	137,647	138,000	22	8	99.1%	100.0%	97.8%	98.8%
\$150,000-\$174,999	119	11.8%	19,252	161,785	163,500	21	6	99.0%	100.0%	97.9%	100.0%
\$175,000-\$199,999	99	9.8%	18,490	186,770	185,000	27	4	99.4%	100.0%	98.6%	100.0%
\$200,000-\$249,999	134	13.3%	29,969	223,651	223,225	29	10	99.3%	100.0%	98.6%	99.2%
\$250,000-\$299,999	72	7.2%	19,817	275,237	275,000	44	23	99.2%	99.1%	97.4%	98.3%
\$300,000-\$399,999	76	7.6%	26,056	342,839	335,918	72	15	98.5%	99.7%	97.8%	99.2%
\$400,000-\$499,999	32	3.2%	14,605	456,422	461,500	65	30	97.9%	98.4%	97.1%	98.1%
\$500,000-\$749,999	22	2.2%	13,084	594,730	567,023	69	23	97.0%	97.1%	94.5%	96.4%
\$750,000-\$999,999	8	0.8%	6,668	833,526	836,875	65	22	94.3%	94.7%	92.5%	94.7%
\$1,000,000 and up	5	0.5%	5,854	1,170,700	1,111,000	80	59	91.4%	91.3%	91.8%	91.3%
All price ranges	1,006	100.0%	191,740	190,596	164,950	37	12	97.9%	99.7%	96.4%	98.6%

CLOSED LISTINGS ANALYSIS

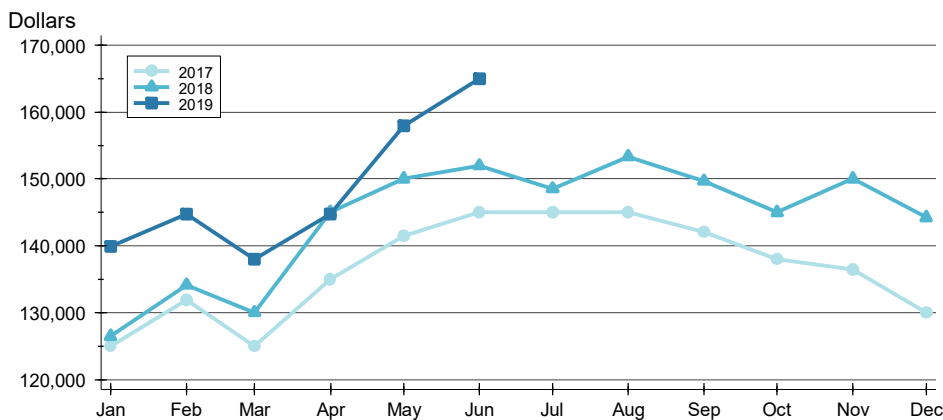
**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 7/8/2019**

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	163,094
May	163,487	165,156	173,003
June	166,721	175,695	190,596
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 >>

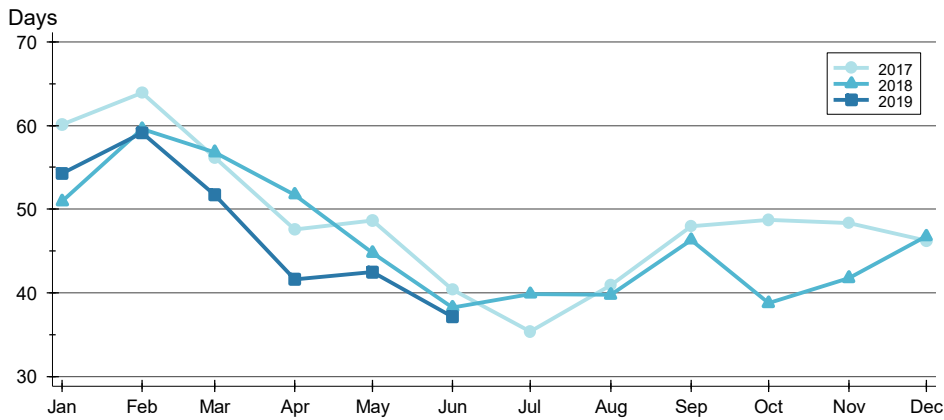


Month	2017	2018	2019
January	125,000	126,500	139,900
February	131,900	134,150	144,750
March	125,000	130,000	138,000
April	135,000	145,000	144,750
May	141,500	150,000	157,950
June	145,000	152,000	164,950
July	145,000	148,500	
August	145,000	153,350	
September	142,000	149,700	
October	138,000	145,000	
November	136,400	150,000	
December	130,000	144,250	

CLOSED LISTINGS ANALYSIS

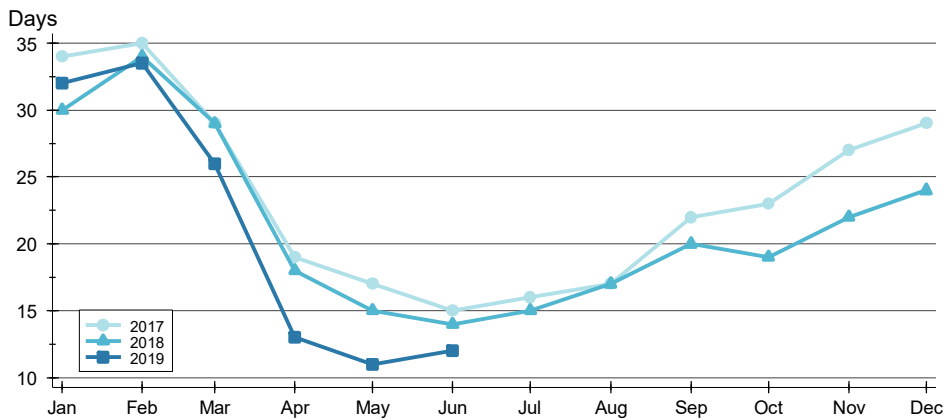
**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 7/8/2019**

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	42
June	40	38	37
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 >>

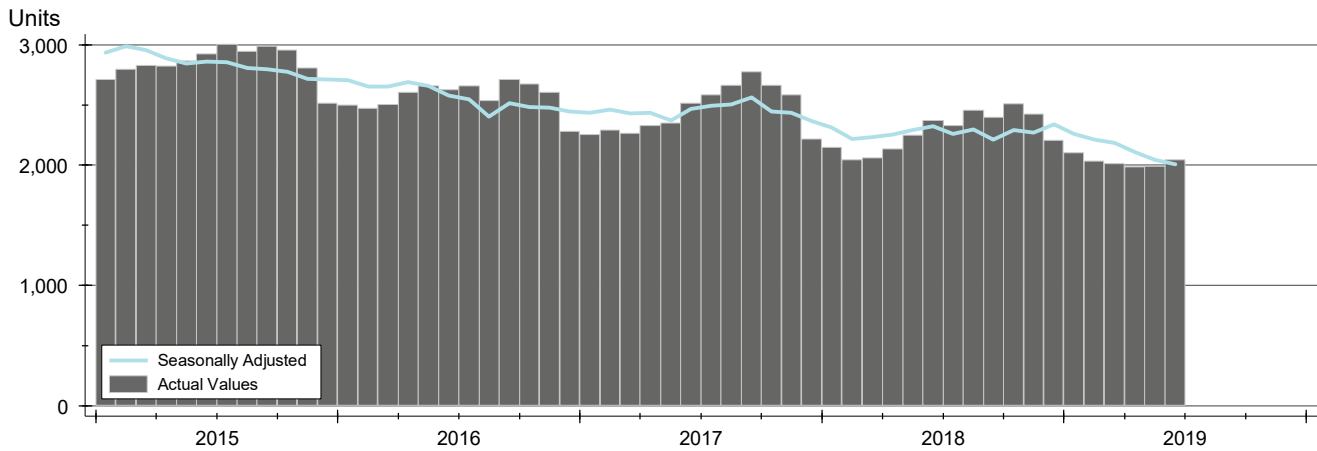


Month	2017	2018	2019
January	34	30	32
February	35	34	34
March	29	29	26
April	19	18	13
May	17	15	11
June	15	14	12
July	16	15	15
August	17	17	17
September	22	20	20
October	23	19	19
November	27	22	22
December	29	24	24

ACTIVE LISTINGS ANALYSIS

**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 7/8/2019**

HISTORY >>



SUMMARY >>

Summary Statistics for Active Listings		End of June		
		2019	2018	Change
Active Listings		2,047	2,369	-13.6%
Months' Supply		2.4	2.7	-11.7%
Volume (1,000s)		537,485	574,035	-6.4%
Average	List Price	262,572	242,311	8.4%
	Days on Market	83	87	-5.4%
	Percent of Original	97.6%	97.5%	0.2%
Median	List Price	199,500	190,000	5.0%
	Days on Market	45	48	-6.3%
	Percent of Original	100.0%	100.0%	0.0%

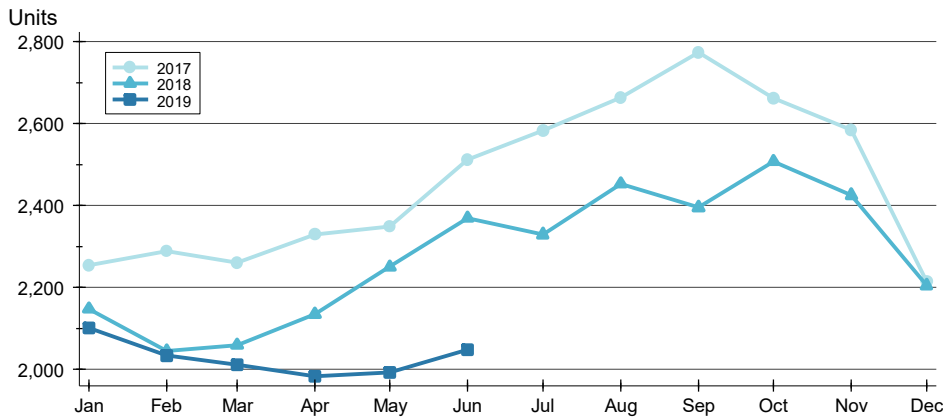
A total of 2,047 homes were available for sale in South Central Kansas at the end of June. This represents a 2.4 months' supply of active listings.

The median list price of homes on the market at the end of June was \$199,500, up 5.0% from 2018. The typical time on market for active listings was 45 days, down from 48 days a year earlier.

ACTIVE LISTINGS ANALYSIS

BY MONTH »

**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 7/8/2019**



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	1,992
June	2,512	2,369	2,047
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	

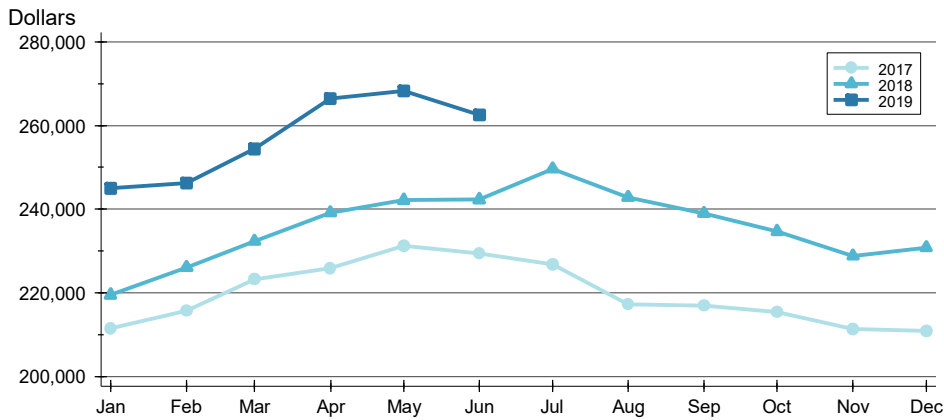
BY PRICE RANGE »

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	47	2.3%	705	1.6	14,996	18,500	120	63	90.4%	100.0%
\$25,000-\$49,999	133	6.5%	5,154	1.9	38,748	39,900	126	74	95.6%	100.0%
\$50,000-\$99,999	350	17.1%	26,565	2.1	75,901	75,000	79	48	96.6%	100.0%
\$100,000-\$124,999	115	5.6%	13,031	1.7	113,315	115,000	66	32	98.3%	100.0%
\$125,000-\$149,999	111	5.4%	15,277	1.0	137,635	139,000	63	27	98.2%	100.0%
\$150,000-\$174,999	112	5.5%	18,352	0.9	163,858	164,900	59	24	98.3%	100.0%
\$175,000-\$199,999	145	7.1%	27,370	1.5	188,758	189,500	60	25	98.5%	100.0%
\$200,000-\$249,999	202	9.9%	46,059	1.5	228,014	229,700	63	38	98.2%	100.0%
\$250,000-\$299,999	214	10.5%	59,025	3.0	275,816	275,000	87	47	98.6%	100.0%
\$300,000-\$399,999	235	11.5%	82,325	3.1	350,319	349,900	77	42	98.9%	100.0%
\$400,000-\$499,999	145	7.1%	65,551	4.5	452,077	449,900	93	59	98.1%	100.0%
\$500,000-\$749,999	90	4.4%	56,431	4.1	627,012	625,000	110	75	97.9%	100.0%
\$750,000-\$999,999	55	2.7%	47,484	6.9	863,352	850,000	165	87	94.6%	98.9%
\$1,000,000 and up	35	1.7%	58,926	7.0	1,683,614	1,450,000	174	87	98.6%	100.0%
All price ranges	2,047	100.0%	537,485	2.0	262,572	199,500	83	45	97.6%	100.0%

ACTIVE LISTINGS ANALYSIS

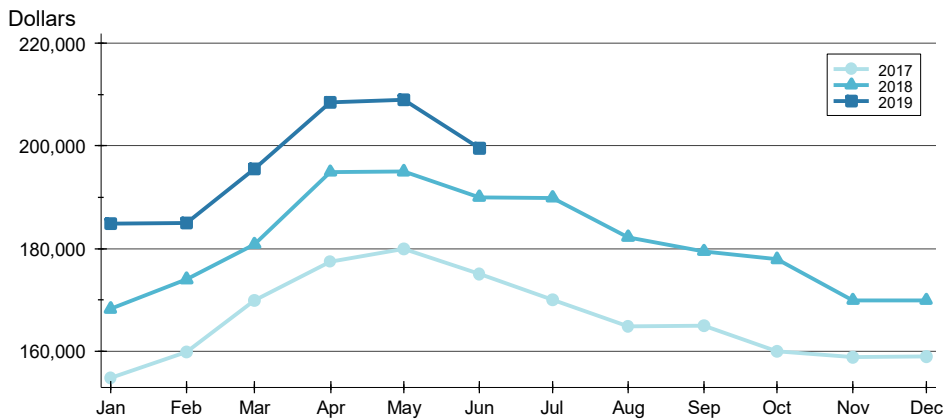
**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 7/8/2019**

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	268,251
June	229,403	242,311	262,572
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 >>

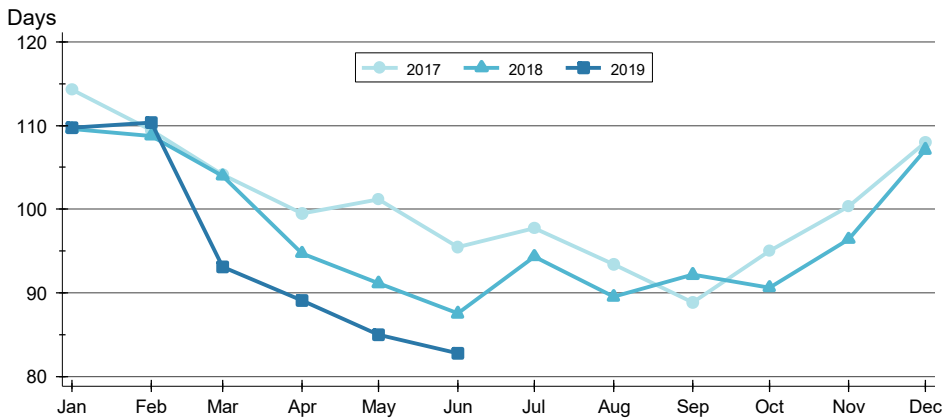


Month	2017	2018	2019
January	154,900	168,248	184,900
February	159,900	174,000	185,000
March	169,900	180,867	195,500
April	177,500	194,900	208,443
May	179,900	195,000	209,000
June	175,000	190,000	199,500
July	170,000	189,900	
August	164,900	182,250	
September	165,000	179,500	
October	160,000	177,900	
November	158,900	169,900	
December	159,000	169,900	

ACTIVE LISTINGS ANALYSIS

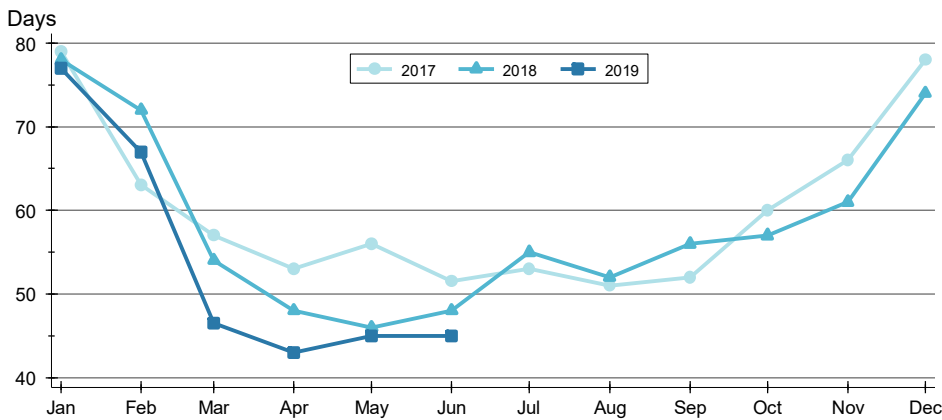
**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 7/8/2019**

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	85
June	95	87	83
July	98	94	
August	93	90	
September	89	92	
October	95	91	
November	100	96	
December	108	107	

MEDIAN DOM

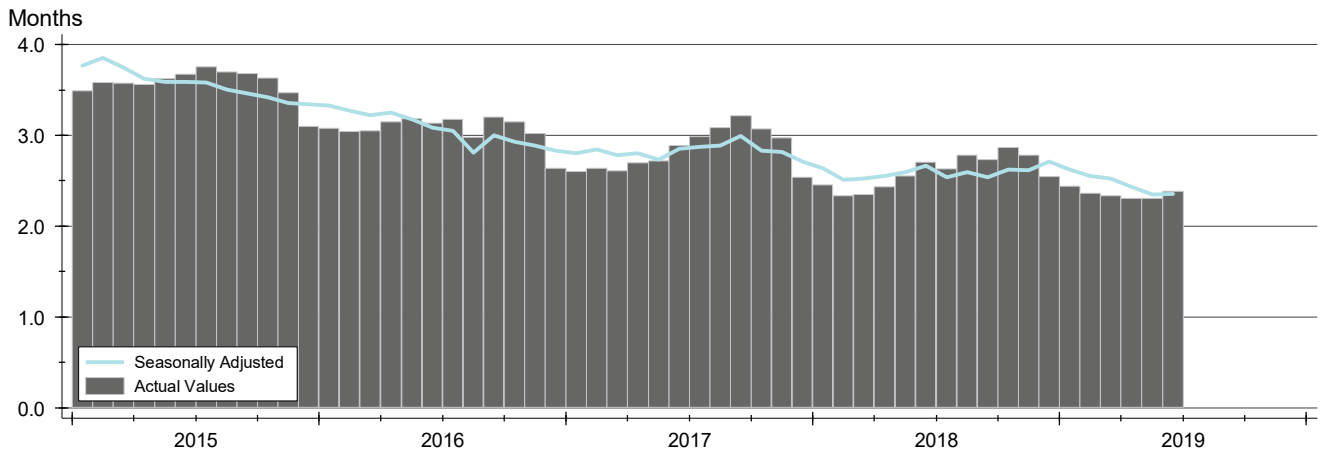


Month	2017	2018	2019
January	79	78	77
February	63	72	67
March	57	54	47
April	53	48	43
May	56	46	45
June	52	48	45
July	53	55	
August	51	52	
September	52	56	
October	60	57	
November	66	61	
December	78	74	

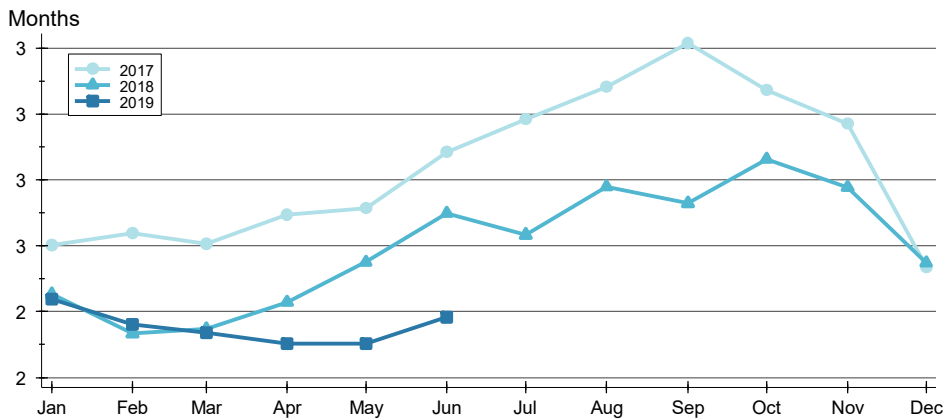
MONTHS' SUPPLY ANALYSIS

**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 7/8/2019**

HISTORY >>



BY MONTH >>

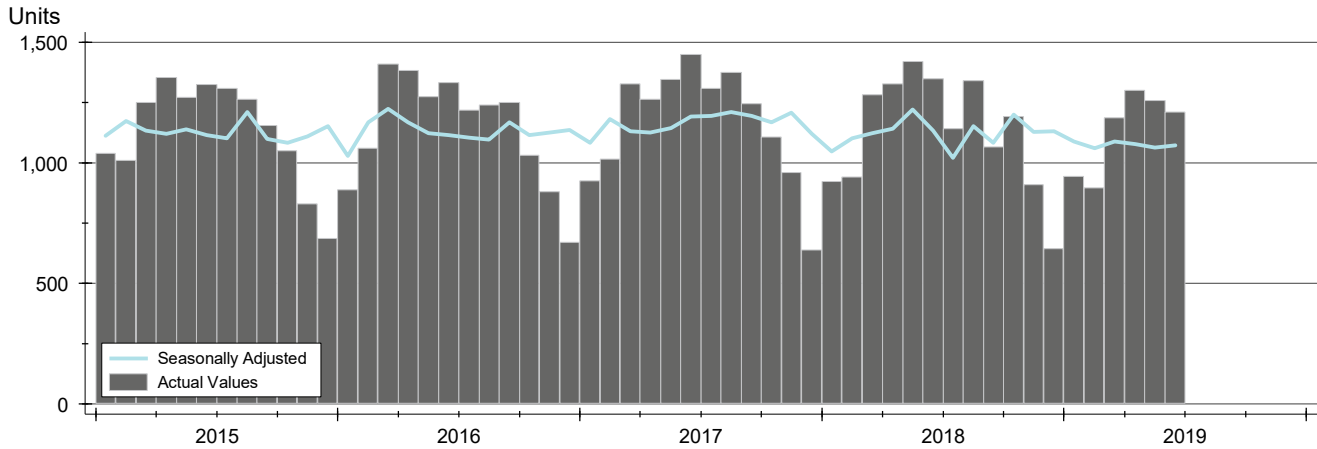


Month	2017	2018	2019
January	2.6	2.5	2.4
February	2.6	2.3	2.4
March	2.6	2.3	2.3
April	2.7	2.4	2.3
May	2.7	2.6	2.3
June	2.9	2.7	2.4
July	3.0	2.6	
August	3.1	2.8	
September	3.2	2.7	
October	3.1	2.9	
November	3.0	2.8	
December	2.5	2.5	

NEW LISTINGS ANALYSIS

**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 7/8/2019**

HISTORY >>



SUMMARY >>

Summary Statistics for New Listings		June		
		2019	2018	Change
Current Month	New Listings	1,211	1,349	-10.2%
	Volume (1,000s)	229,315	256,837	-10.7%
	Average List Price	189,360	190,391	-0.5%
	Median List Price	165,000	159,900	3.2%
YTD	New Listings	6,796	7,240	-6.1%
	Volume (1,000s)	1,332,781	1,340,205	-0.6%
	Average List Price	196,113	185,111	5.9%
	Median List Price	162,500	155,000	4.8%

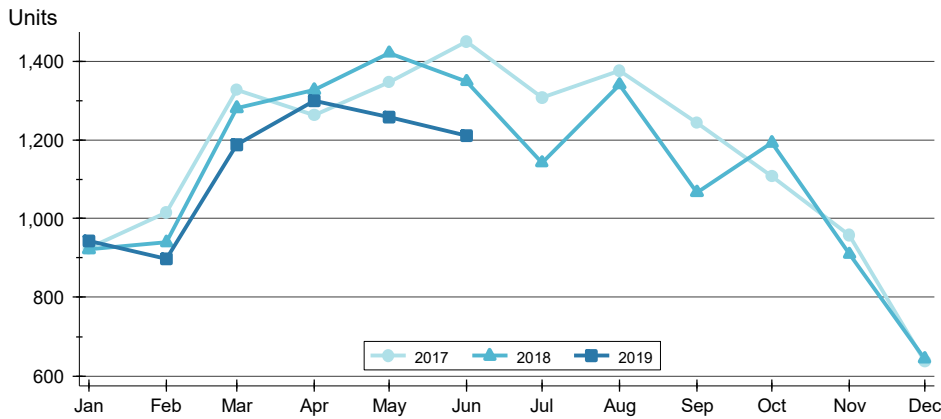
A total of 1,211 new listings were added in South Central Kansas during June, down 10.2% from the same month in 2018. Year-to-date South Central Kansas has seen 6,796 new listings.

The median list price of these homes was \$165,000 up from \$159,900 in 2018.

NEW LISTINGS ANALYSIS

BY MONTH >>

**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 7/8/2019**



Month	2017	2018	2019
January	926	922	943
February	1,016	940	897
March	1,327	1,281	1,187
April	1,264	1,327	1,300
May	1,347	1,421	1,258
June	1,450	1,349	1,211
July	1,308	1,142	
August	1,376	1,341	
September	1,244	1,067	
October	1,107	1,192	
November	959	910	
December	637	644	

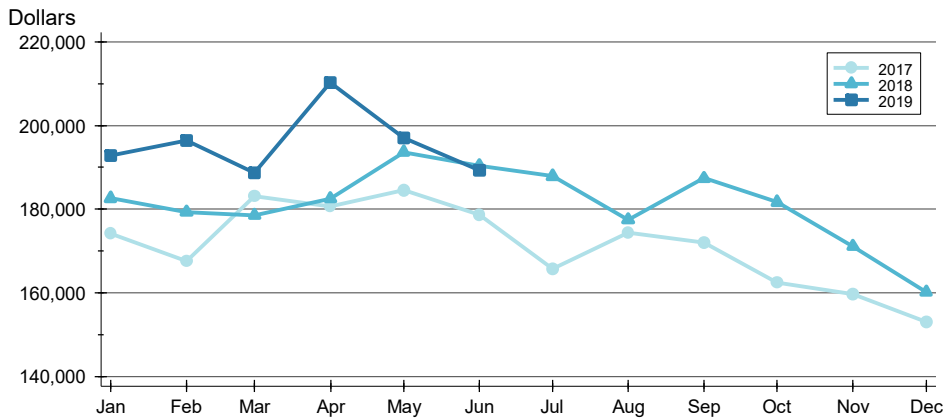
BY PRICE RANGE >>

Price Range	New Listings			List Price	
	Number	Percent	Volume	Average	Median
Below \$25,000	26	2.1%	250	9,619	2,348
\$25,000-\$49,999	51	4.2%	1,997	39,157	40,000
\$50,000-\$99,999	215	17.8%	16,644	77,416	79,000
\$100,000-\$124,999	99	8.2%	11,098	112,102	114,000
\$125,000-\$149,999	116	9.6%	16,092	138,720	139,900
\$150,000-\$174,999	132	10.9%	21,538	163,163	164,900
\$175,000-\$199,999	139	11.5%	26,061	187,491	185,000
\$200,000-\$249,999	139	11.5%	31,704	228,084	229,900
\$250,000-\$299,999	108	8.9%	29,646	274,497	274,900
\$300,000-\$399,999	77	6.4%	26,735	347,212	346,364
\$400,000-\$499,999	36	3.0%	16,134	448,158	449,950
\$500,000-\$749,999	19	1.6%	11,256	592,426	580,000
\$750,000-\$999,999	7	0.6%	5,779	825,500	825,000
\$1,000,000 and up	3	0.2%	6,050	2,016,667	1,450,000
All price ranges	1,211	100.0%	229,315	189,360	165,000

NEW LISTINGS ANALYSIS

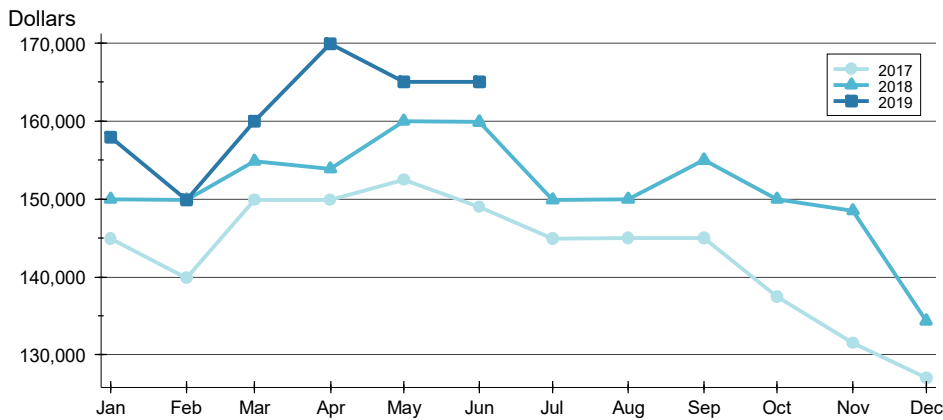
**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 7/8/2019**

AVERAGE PRICE >>



Month	2017	2018	2019
January	174,160	182,639	192,906
February	167,501	179,338	196,384
March	183,112	178,574	188,665
April	180,689	182,552	210,317
May	184,549	193,679	196,971
June	178,593	190,391	189,360
July	165,716	187,868	
August	174,383	177,432	
September	171,998	187,374	
October	162,387	181,679	
November	159,644	171,136	
December	153,082	160,172	

MEDIAN PRICE >>

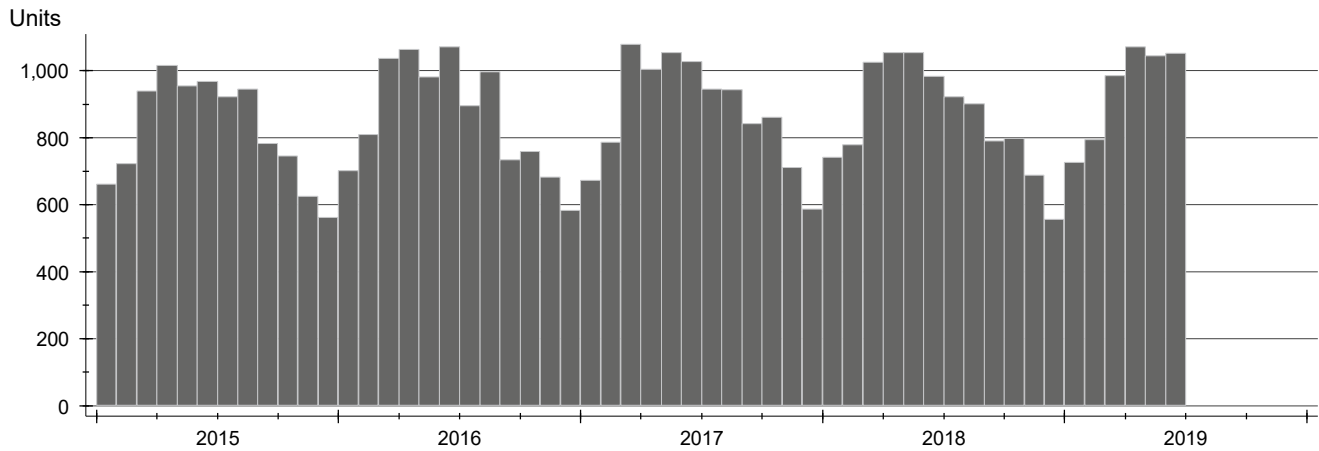


Month	2017	2018	2019
January	144,900	150,000	157,950
February	139,900	149,900	149,900
March	149,900	154,900	160,000
April	149,900	153,900	169,900
May	152,500	160,000	165,000
June	148,950	159,900	165,000
July	144,950	149,900	
August	145,000	150,000	
September	145,000	155,000	
October	137,500	150,000	
November	131,500	148,500	
December	127,100	134,375	

CONTRACTS WRITTEN ANALYSIS

HISTORY >>

**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 7/8/2019**



SUMMARY >>

Summary Statistics for Contracts Written		June			Year-to-Date		
		2019	2018	Change	2019	2018	Change
Closed Listings		1,052	983	7.0%	5,674	5,637	0.7%
Volume (1,000s)		187,466	176,374	6.3%	1,004,937	970,124	3.6%
Average	Sale Price	178,199	179,425	-0.7%	177,113	172,099	2.9%
	Days on Market	34	38	-10.5%	43	47	-8.0%
	Percent of Original	97.7%	96.2%	1.6%	96.5%	96.2%	0.3%
Median	Sale Price	162,500	159,900	1.6%	157,900	149,900	5.3%
	Days on Market	11	15	-26.7%	15	18	-16.7%
	Percent of Original	100.0%	98.0%	2.1%	99.3%	98.2%	1.1%

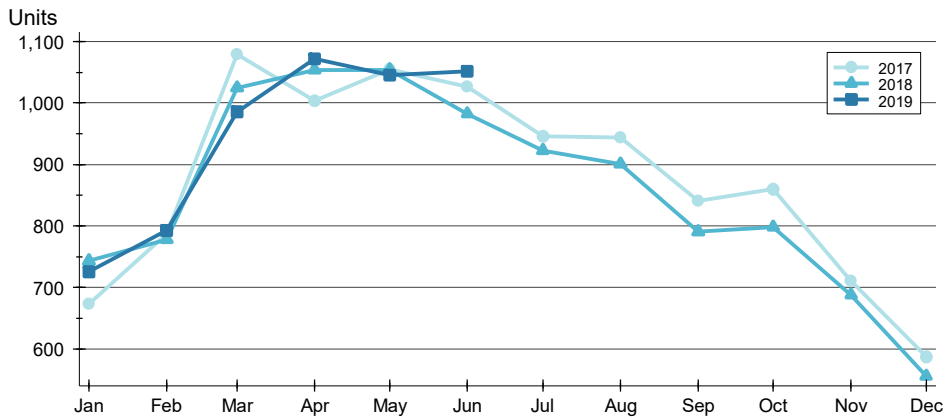
A total of 1,052 contracts for sale were written in South Central Kansas during the month of June, up from 983 in 2018. The median list price of these homes was \$162,500, up from \$159,900 the prior year.

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

CONTRACTS WRITTEN ANALYSIS

BY MONTH >>

**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 7/8/2019**



Month	2017	2018	2019
January	673	743	726
February	787	778	793
March	1,079	1,025	986
April	1,004	1,054	1,072
May	1,055	1,054	1,045
June	1,027	983	1,052
July	946	923	
August	944	901	
September	841	791	
October	860	798	
November	711	688	
December	587	556	

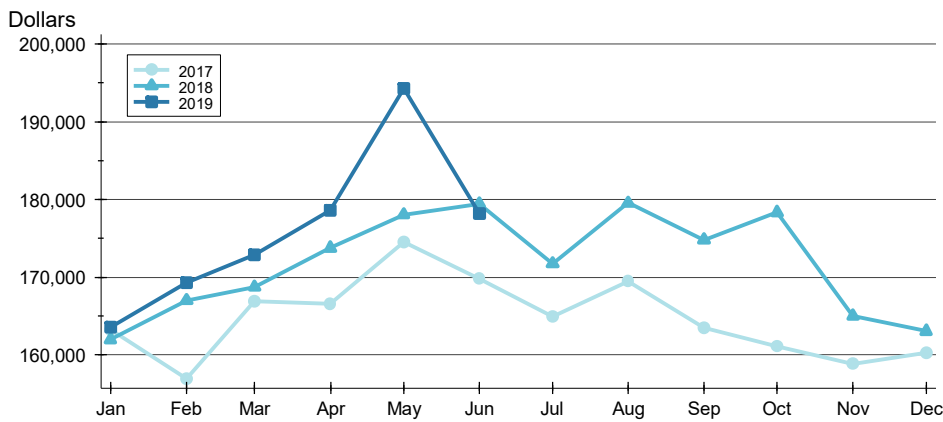
BY PRICE RANGE >>

Price Range	Contracts Written			List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median
Below \$25,000	19	1.8%	251	13,216	15,000	131	67	82.1%	92.0%
\$25,000-\$49,999	64	6.1%	2,495	38,980	39,900	38	19	93.7%	100.0%
\$50,000-\$99,999	190	18.1%	14,673	77,229	77,700	37	15	95.5%	100.0%
\$100,000-\$124,999	89	8.5%	10,028	112,674	114,900	19	6	98.3%	100.0%
\$125,000-\$149,999	102	9.7%	14,182	139,039	139,900	18	5	98.7%	100.0%
\$150,000-\$174,999	119	11.3%	19,379	162,853	164,900	19	5	99.1%	100.0%
\$175,000-\$199,999	124	11.8%	23,339	188,214	189,500	25	6	99.0%	100.0%
\$200,000-\$249,999	123	11.7%	27,756	225,659	225,000	24	10	98.9%	100.0%
\$250,000-\$299,999	93	8.8%	25,559	274,825	274,900	46	12	100.8%	100.0%
\$300,000-\$399,999	64	6.1%	21,700	339,064	337,000	55	23	98.3%	100.0%
\$400,000-\$499,999	27	2.6%	12,056	446,520	445,000	70	44	98.3%	100.0%
\$500,000-\$749,999	15	1.4%	9,021	601,376	580,000	54	56	98.7%	100.0%
\$750,000-\$999,999	2	0.2%	1,675	837,450	837,450	30	30	98.6%	98.6%
\$1,000,000 and up	1	0.1%	1,788	1,788,000	1,788,000	334	334	91.7%	91.7%
All price ranges	1,052	100.0%	187,466	178,199	162,500	34	11	97.7%	100.0%

CONTRACTS WRITTEN ANALYSIS

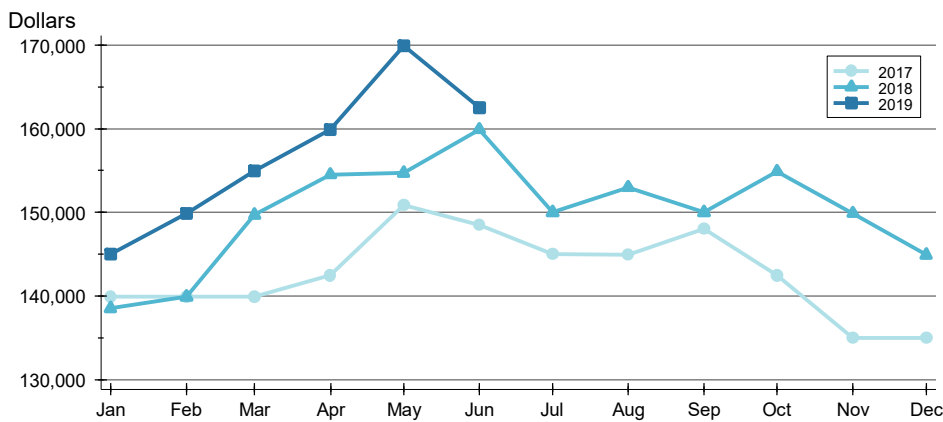
**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 7/8/2019**

AVERAGE PRICE >>



Month	2017	2018	2019
January	163,213	161,962	163,533
February	156,975	167,014	169,327
March	166,903	168,727	172,901
April	166,599	173,771	178,570
May	174,525	178,025	194,294
June	169,773	179,425	178,199
July	164,863	171,723	171,723
August	169,454	179,551	179,551
September	163,452	174,779	174,779
October	161,050	178,323	178,323
November	158,872	165,024	165,024
December	160,270	163,067	163,067

MEDIAN PRICE >>

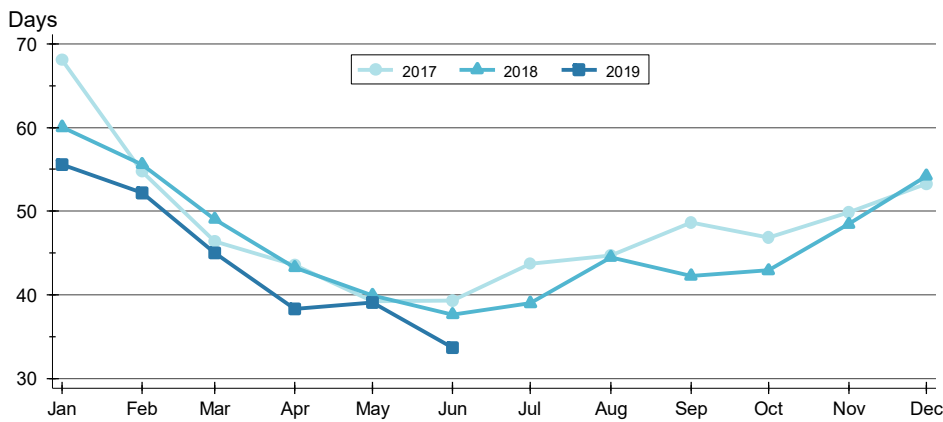


Month	2017	2018	2019
January	139,900	138,500	145,000
February	139,900	139,900	149,900
March	139,900	149,700	154,950
April	142,500	154,500	159,900
May	150,863	154,700	169,900
June	148,450	159,900	162,500
July	145,000	150,000	150,000
August	144,900	152,950	152,950
September	148,000	150,000	150,000
October	142,500	154,900	154,900
November	135,000	149,900	149,900
December	135,000	144,900	144,900

CONTRACTS WRITTEN ANALYSIS

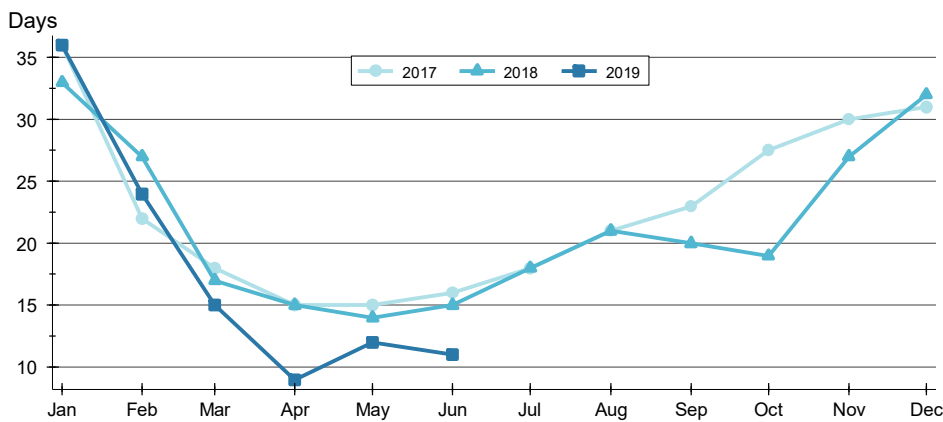
**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 7/8/2019**

AVERAGE DOM



Month	2017	2018	2019
January	68	60	56
February	55	56	52
March	46	49	45
April	44	43	38
May	39	40	39
June	39	38	34
July	44	39	39
August	45	45	45
September	49	42	42
October	47	43	43
November	50	48	48
December	53	54	54

MEDIAN DOM

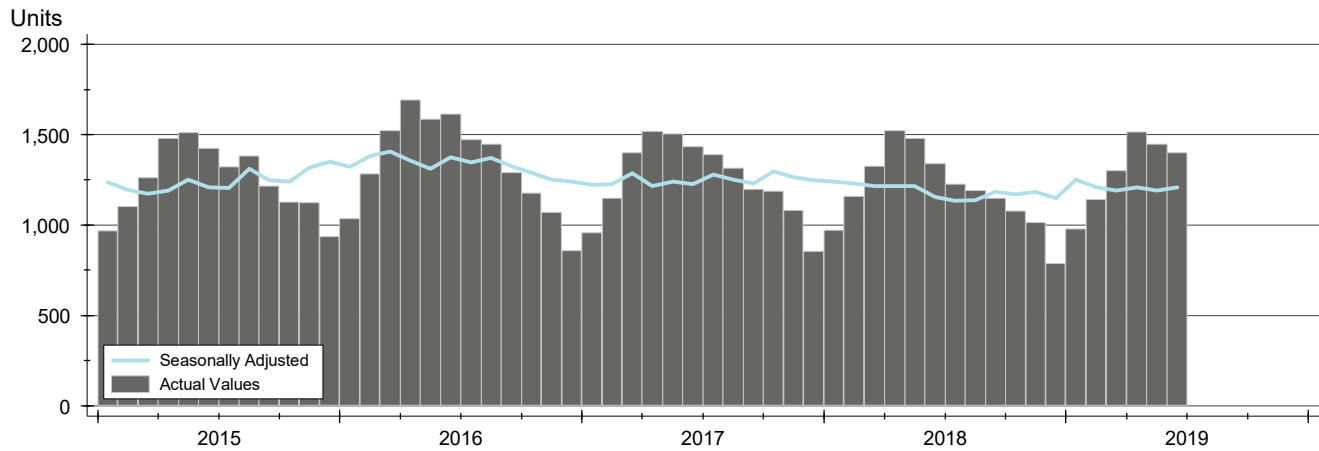


Month	2017	2018	2019
January	36	33	36
February	22	27	24
March	18	17	15
April	15	15	9
May	15	14	12
June	16	15	11
July	18	18	18
August	21	21	21
September	23	20	20
October	28	19	19
November	30	27	27
December	31	32	32

PENDING CONTRACTS ANALYSIS

**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 7/8/2019**

HISTORY >>



SUMMARY >>

Summary Statistics for Active Listings		End of June		
		2019	2018	Change
Active Listings		1,399	1,340	4.4%
Volume (1,000s)		278,644	252,888	10.2%
Average	List Price	199,174	188,722	5.5%
	Days on Market	34	42	-18.5%
	Percent of Original	98.5%	98.4%	0.1%
Median	List Price	175,000	159,900	9.4%
	Days on Market	10	14	-28.6%
	Percent of Original	100.0%	100.0%	0.0%

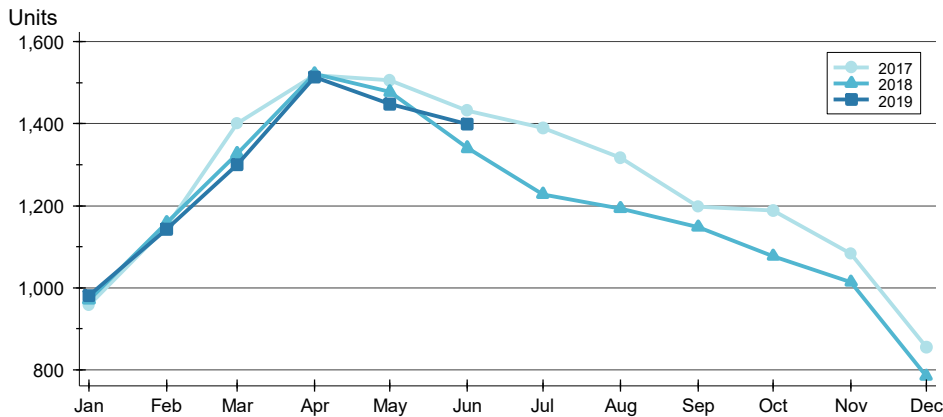
A total of 1,399 listings in South Central Kansas had contracts pending at the end of June, up from 1,340 contracts pending at the end of June 2018.

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 7/8/2019**

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	1,447
June	1,432	1,340	1,399
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	

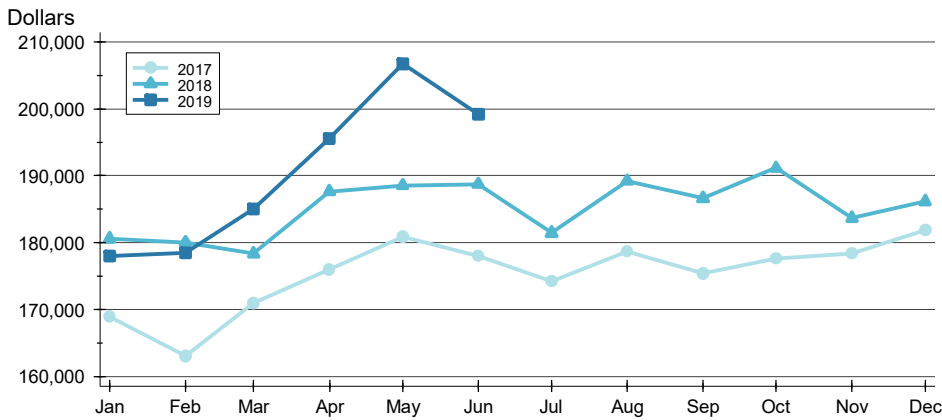
BY PRICE RANGE »

Price Range	Contracts Written			List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median
Below \$25,000	17	1.2%	261	15,368	19,900	124	58	92.2%	100.0%
\$25,000-\$49,999	58	4.1%	2,293	39,535	40,950	45	19	95.6%	100.0%
\$50,000-\$99,999	233	16.7%	18,179	78,021	79,900	41	16	96.6%	100.0%
\$100,000-\$124,999	109	7.8%	12,326	113,081	114,900	20	6	99.1%	100.0%
\$125,000-\$149,999	136	9.7%	18,842	138,542	139,000	16	6	99.2%	100.0%
\$150,000-\$174,999	135	9.6%	22,000	162,966	164,900	24	6	98.9%	100.0%
\$175,000-\$199,999	164	11.7%	30,859	188,164	189,650	23	7	99.3%	100.0%
\$200,000-\$249,999	182	13.0%	41,208	226,420	226,750	23	9	99.4%	100.0%
\$250,000-\$299,999	129	9.2%	35,479	275,035	274,950	44	10	99.1%	100.0%
\$300,000-\$399,999	121	8.6%	41,905	346,319	346,245	48	13	99.6%	100.0%
\$400,000-\$499,999	57	4.1%	25,226	442,558	439,000	44	12	98.6%	100.0%
\$500,000-\$749,999	26	1.9%	15,344	590,151	582,500	92	34	99.7%	100.0%
\$750,000-\$999,999	7	0.5%	5,730	818,559	812,500	68	14	98.6%	100.0%
\$1,000,000 and up	3	0.2%	4,610	1,536,572	1,750,000	126	43	97.2%	100.0%
All price ranges	1,399	100.0%	278,644	199,174	175,000	34	10	98.5%	100.0%

PENDING CONTRACTS ANALYSIS

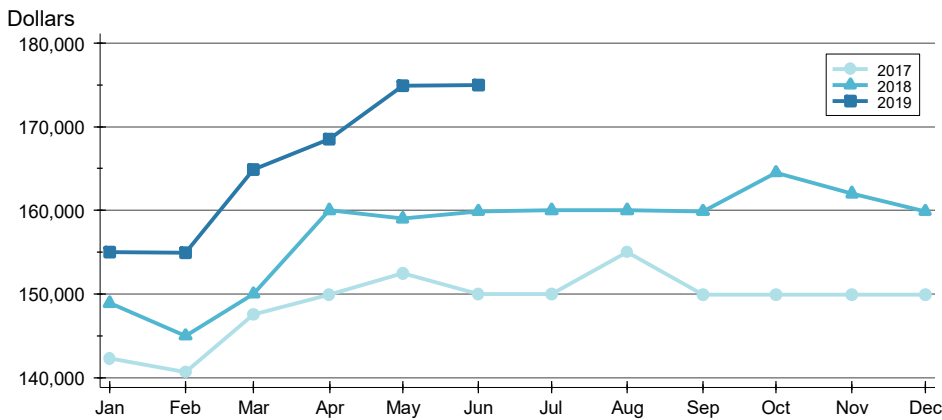
**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 7/8/2019**

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	206,721
June	177,943	188,722	199,174
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 >>

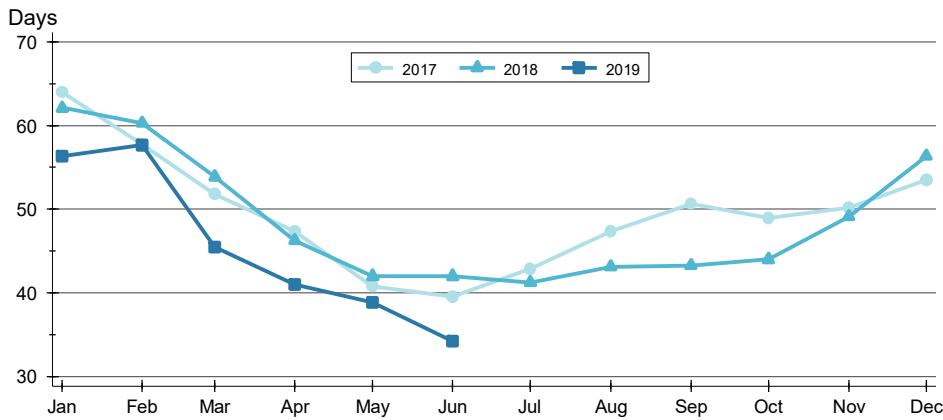


Month	2017	2018	2019
January	142,250	148,900	155,000
February	140,650	145,000	154,900
March	147,500	150,000	164,900
April	149,900	160,000	168,500
May	152,500	159,000	174,900
June	150,000	159,900	175,000
July	150,000	160,000	
August	155,000	160,000	
September	149,900	159,900	
October	149,900	164,500	
November	149,900	162,000	
December	149,950	159,900	

PENDING CONTRACTS ANALYSIS

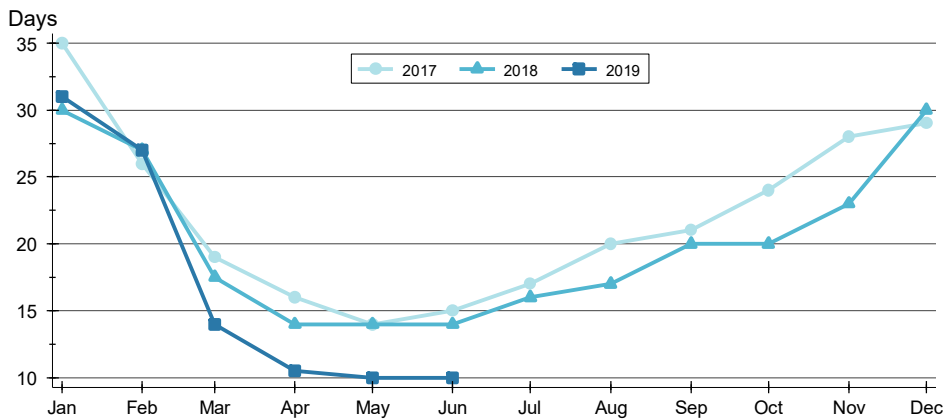
**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 7/8/2019**

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	39
June	40	42	34
July	43	41	41
August	47	43	43
September	51	43	43
October	49	44	49
November	50	49	50
December	53	56	56

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	10
June	15	14	10
July	17	16	16
August	20	17	17
September	21	20	20
October	24	20	23
November	28	23	28
December	29	30	30