



MARKET OVERVIEW >>

South Central Kansas Home Sales Rose in September

Total home sales in South Central Kansas rose by 2.0% last month to 851 units, compared to 834 units in September 2018. Total sales volume was \$150.7 million, up 6.8% from a year earlier.

The median sale price in September was \$155,000, up from \$149,700 a year earlier. Homes that sold in September 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 September

The total number of active listings in South Central Kansas at the end of September was 2,049 units, down from 2,395 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 September was \$199,500.

During September, a total of 863 contracts were written up from 792 in September 2018. At the end of the month, there were 1,211 contracts pending, compared to 1,148 at the end of September 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		September		
Current Month		2019	2018	Change
Summary Statistics				
Home Sales		851	834	2.0%
Active Listings		2,049	2,395	-14.4%
Months' Supply		2.3	2.7	-13.9%
New Listings		979	1,070	-8.5%
Contracts Written		863	792	9.0%
Pending Contracts		1,211	1,148	5.5%
Sales Volume (1,000s)		150,746	141,102	6.8%
Average	Sale Price	177,140	169,187	4.7%
	List Price of Actives	258,524	238,982	8.2%
	Days on Market	34	46	-27.3%
	Percent of List	98.2%	97.7%	0.6%
	Percent of Original	96.4%	95.4%	1.1%
Median	Sale Price	155,000	149,700	3.5%
	List Price of Actives	199,500	179,500	11.1%
	Days on Market	14	20	-30.0%
	Percent of List	99.5%	99.3%	0.2%
	Percent of Original	97.9%	97.9%	0.0%

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SEPTEMBER 2019 >>

OUTH CENTRAL KANSAS MLS STATISTICS



South Central Kansas MLS

THREE-YEAR COMPARISONS

SUMMARY >>

BREAKDOWNS BY HOME TYPE
ENTIRE MLS SYSTEM
AS OF 10/8/2019

September MLS Statistics		2019			2018			2017			
By Property Type		Total	Existing	New	Total	Existing	New	Total	Existing	New	
Home Sales		851	808	43	834	780	54	896	836	60	
	Change from prior year	2.0%	3.6%	-20.4%	-6.9%	-6.7%	-10.0%	-1.3%	-1.6%	3.4%	
Active Listings		2,049	1,763	286	2,395	2,151	244	2,774	2,470	304	
	Change from prior year	-14.4%	-18.0%	17.2%	-13.7%	-12.9%	-19.7%	2.4%	1.3%	12.6%	
Months' Supply		2.3	2.2	5.0	2.7	2.6	4.0	3.2	3.1	5.2	
	Change from prior year	-13.9%	-17.9%	26.3%	-15.1%	-14.2%	-23.6%	0.5%	-0.4%	7.6%	
New Listings		979	929	50	1,070	1,004	66	1,244	1,103	141	
	Change from prior year	-8.5%	-7.5%	-24.2%	-14.0%	-9.0%	-53.2%	-0.4%	-6.7%	110.4%	
Contracts Written		863	818	45	792	741	51	841	778	63	
	Change from prior year	9.0%	10.4%	-11.8%	-5.8%	-4.8%	-19.0%	14.6%	12.1%	57.5%	
Pending Contracts		1,211	1,051	160	1,148	992	156	1,197	1,020	177	
	Change from prior year	5.5%	5.9%	2.6%	-4.1%	-2.7%	-11.9%	-7.2%	-11.2%	25.5%	
Sales Volume (1,000s)		150,746	137,628	13,118	141,102	123,128	17,973	145,138	127,407	17,731	
	Change from prior year	6.8%	11.8%	-27.0%	-2.8%	-3.4%	1.4%	1.7%	2.8%	-5.7%	
Average	Sale Price	177,140	170,332	305,069	169,187	157,857	332,841	161,985	152,401	295,519	
		Change from prior year	4.7%	7.9%	-8.3%	4.4%	3.6%	12.6%	3.1%	4.6%	-8.9%
	List Price of Actives	258,524	247,347	325,585	238,982	228,685	328,570	216,820	204,226	316,247	
		Change from prior year	8.2%	8.2%	-0.9%	10.2%	12.0%	3.9%	1.0%	0.5%	0.6%
	Days on Market	34	33	45	46	44	76	48	44	108	
		Change from prior year	-27.3%	-25.2%	-41.1%	-3.3%	1.4%	-29.2%	11.6%	7.6%	38.5%
Percent of List		98.2%	97.9%	103.3%	97.7%	97.3%	102.3%	97.4%	97.2%	100.1%	
		Change from prior year	0.6%	0.6%	1.0%	0.3%	0.1%	2.2%	-0.1%	0.0%	-1.3%
	Percent of Original	96.4%	96.0%	103.4%	95.4%	94.7%	103.6%	95.2%	94.8%	100.6%	
	Change from prior year	1.1%	1.3%	-0.2%	0.1%	-0.1%	3.0%	-0.5%	-0.4%	-1.9%	
Median	Sale Price	155,000	151,000	282,740	149,700	142,250	285,829	142,000	135,000	274,825	
		Change from prior year	3.5%	6.2%	-1.1%	5.4%	5.4%	4.0%	0.4%	0.0%	2.0%
	List Price of Actives	199,500	175,000	290,668	179,500	164,000	289,900	165,000	149,900	277,663	
		Change from prior year	11.1%	6.7%	0.3%	8.8%	9.4%	4.4%	6.5%	7.1%	5.0%
	Days on Market	14	14	11	20	21	1	22	22	18	
		Change from prior year	-30.0%	-33.3%	1000.0%	-9.1%	-4.5%	-94.3%	12.8%	10.0%	1650.0%
Percent of List	99.5%	99.3%	101.8%	99.3%	99.0%	100.0%	98.8%	98.6%	100.0%		
	Change from prior year	0.2%	0.3%	1.8%	0.5%	0.4%	0.0%	-0.1%	0.1%	-0.5%	
Percent of Original	97.9%	97.6%	101.9%	97.9%	97.5%	101.1%	97.0%	96.7%	100.0%		
	Change from prior year	0.0%	0.0%	0.8%	1.0%	0.9%	1.1%	-0.6%	-0.5%	-0.5%	



SEPTEMBER 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 10/8/2019

Year-to-Date Activity By Property Type		2019			2018			2017		
		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		8,086	7,587	499	8,007	7,447	560	7,950	7,445	505
Change from prior year		1.0%	1.9%	-10.9%	0.7%	0.0%	10.9%	-0.2%	0.1%	-4.5%
New Listings		10,343	9,710	633	10,798	10,123	675	11,258	10,422	836
Change from prior year		-4.2%	-4.1%	-6.2%	-4.1%	-2.9%	-19.3%	1.8%	0.6%	21.2%
Contracts Written		8,472	7,981	491	8,254	7,689	565	8,356	7,770	586
Change from prior year		2.6%	3.8%	-13.1%	-1.2%	-1.0%	-3.6%	0.8%	0.6%	3.5%
Sales Volume (1,000s)		1,392,748	1,233,755	158,992	1,322,917	1,147,218	175,699	1,265,021	1,113,336	151,684
Change from prior year		5.3%	7.5%	-9.5%	4.6%	3.0%	15.8%	1.1%	1.8%	-4.1%
Average	Sale Price	172,263	162,636	318,622	165,220	154,051	313,748	159,122	149,541	300,365
	Change from prior year	4.3%	5.6%	1.6%	3.8%	3.0%	4.5%	1.2%	1.7%	0.4%
	Days on Market	41	39	70	46	42	99	47	45	89
	Change from prior year	-11.6%	-7.9%	-29.5%	-2.1%	-4.8%	10.9%	-11.5%	-9.6%	-21.8%
	Percent of List	97.9%	97.6%	102.5%	97.8%	97.5%	101.7%	97.5%	97.2%	101.6%
Median	Change from prior year	0.1%	0.1%	0.8%	0.3%	0.3%	0.1%	0.1%	0.1%	0.3%
	Percent of Original	96.1%	95.6%	103.3%	95.8%	95.3%	102.3%	95.3%	94.8%	102.1%
	Change from prior year	0.3%	0.4%	0.9%	0.5%	0.5%	0.2%	0.1%	0.1%	0.6%
	Sale Price	153,000	145,660	284,946	145,000	138,000	277,908	139,000	132,500	264,895
	Change from prior year	5.5%	5.6%	2.5%	4.3%	4.2%	4.9%	2.3%	1.9%	2.7%
Median	Days on Market	15	15	5	19	19	27	21	20	22
	Change from prior year	-21.1%	-21.1%	-81.5%	-7.3%	-5.0%	22.7%	-14.6%	-16.7%	-53.2%
	Percent of List	99.5%	99.2%	100.0%	99.2%	98.8%	100.0%	99.1%	98.8%	100.0%
	Change from prior year	0.3%	0.3%	0.0%	0.1%	0.1%	0.0%	0.3%	0.3%	0.0%
	Percent of Original	98.2%	97.8%	101.1%	97.9%	97.5%	100.8%	97.7%	97.3%	100.1%
Change from prior year	0.3%	0.3%	0.3%	0.2%	0.3%	0.7%	0.1%	0.1%	0.1%	



SEPTEMBER 2019 >>

SOUTH CENTRAL KANSAS MLS STATISTICS

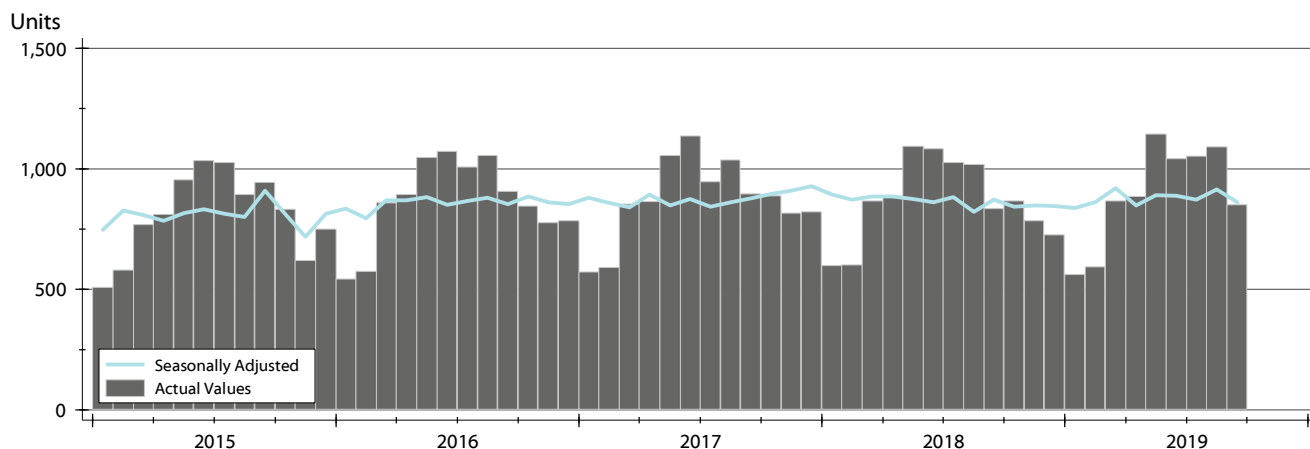


South Central Kansas MLS

CLOSED LISTINGS ANALYSIS

HISTORY >>

ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 10/8/2019



SUMMARY >>

Summary Statistics for Closed Listings		September			Year-to-Date		
		2019	2018	Change	2019	2018	Change
Closed Listings		851	834	2.0%	8,086	8,007	1.0%
Volume (1,000s)		150,746	141,102	6.8%	1,392,748	1,322,917	5.3%
Average	Sale Price	177,140	169,187	4.7%	172,263	165,220	4.3%
	Days on Market	34	46	-27.3%	41	46	-11.6%
	Percent of List	98.2%	97.7%	0.6%	97.9%	97.8%	0.1%
	Percent of Original	96.4%	95.4%	1.1%	96.1%	95.8%	0.3%
Median	Sale Price	155,000	149,700	3.5%	153,000	145,000	5.5%
	Days on Market	14	20	-30.0%	15	19	-21.1%
	Percent of List	99.5%	99.3%	0.2%	99.5%	99.2%	0.3%
	Percent of Original	97.9%	97.9%	0.0%	98.2%	97.9%	0.3%

A total of 851 homes sold in South Central Kansas in September, up from 834 units in September 2018. Total sales volume rose to \$150.7 million compared to \$141.1 million in the previous year.

The median sales price in September was \$155,000, up 3.5% compared to the prior year. Median days on market was 14 days, up from 12 days in August, but down from 20 in September 2018.



SEPTEMBER 2019 >>

SOUTH CENTRAL KANSAS MLS STATISTICS

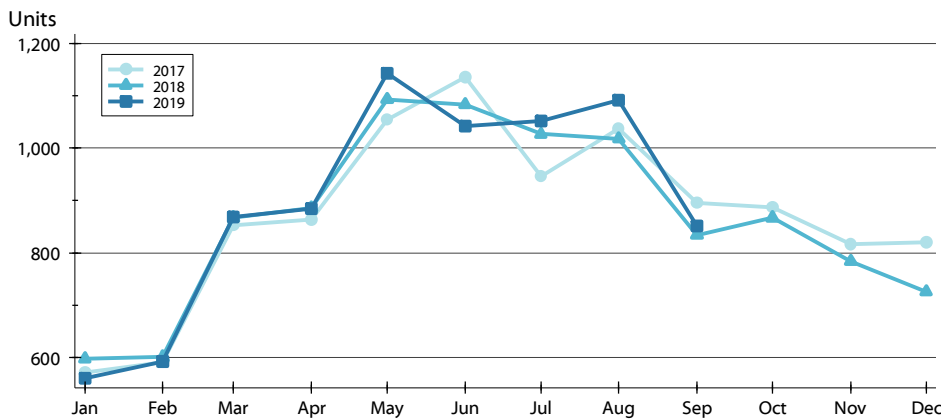


South Central Kansas MLS

CLOSED LISTINGS ANALYSIS

BY MONTH >>

ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 10/8/2019



Month	2017	2018	2019
January	571	598	561
February	591	601	593
March	853	867	868
April	864	886	885
May	1,055	1,093	1,143
June	1,136	1,083	1,042
July	946	1,027	1,052
August	1,038	1,018	1,091
September	896	834	851
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	2.2%	327	17,187	19,000	54	29	93.5%	89.5%	90.6%	85.7%
\$25,000-\$49,999	49	5.8%	1,831	37,361	37,000	39	26	95.7%	95.8%	92.1%	90.6%
\$50,000-\$99,999	150	17.6%	11,207	74,711	74,250	40	16	96.7%	98.7%	93.6%	95.7%
\$100,000-\$124,999	88	10.3%	9,845	111,873	112,250	22	9	98.3%	100.0%	96.9%	98.2%
\$125,000-\$149,999	95	11.2%	13,020	137,055	138,000	27	11	98.3%	100.0%	97.1%	97.8%
\$150,000-\$174,999	105	12.3%	16,937	161,305	160,000	27	9	98.8%	99.8%	97.8%	99.1%
\$175,000-\$199,999	81	9.5%	15,088	186,268	185,000	20	9	99.3%	100.0%	98.5%	100.0%
\$200,000-\$249,999	105	12.3%	23,309	221,993	220,000	25	16	99.5%	100.0%	97.7%	98.6%
\$250,000-\$299,999	66	7.8%	17,998	272,696	272,175	40	26	98.9%	100.0%	96.7%	98.2%
\$300,000-\$399,999	55	6.5%	18,838	342,516	339,900	48	12	99.5%	99.5%	99.0%	98.8%
\$400,000-\$499,999	18	2.1%	8,053	447,403	445,500	80	35	98.5%	98.5%	96.5%	97.7%
\$500,000-\$749,999	15	1.8%	9,157	610,436	575,000	73	50	96.8%	97.0%	91.9%	94.4%
\$750,000-\$999,999	3	0.4%	2,647	882,333	940,000	55	9	95.9%	97.4%	93.5%	97.4%
\$1,000,000 and up	2	0.2%	2,490	1,245,000	1,245,000	14	14	94.2%	94.2%	94.2%	94.2%
All price ranges	851	100.0%	150,746	177,140	155,000	34	14	98.2%	99.5%	96.4%	97.9%



SEPTEMBER 2019 >>

SOUTH CENTRAL KANSAS MLS STATISTICS

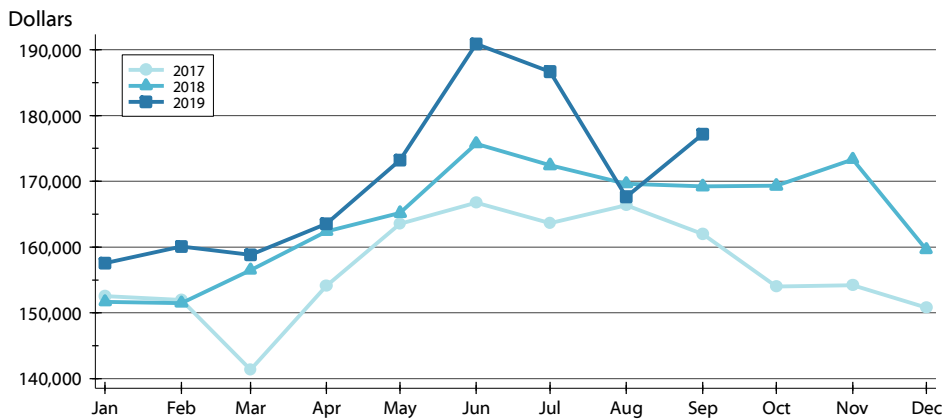


South Central Kansas MLS

CLOSED LISTINGS ANALYSIS

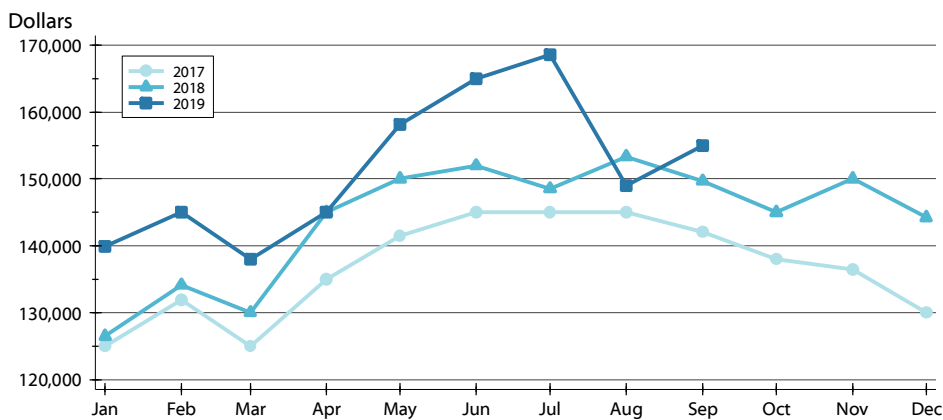
AVERAGE PRICE >>

ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 10/8/2019



Month	2017	2018	2019
January	152,481	151,661	157,563
February	151,891	151,459	160,108
March	141,375	156,465	158,778
April	154,073	162,387	163,545
May	163,487	165,156	173,250
June	166,721	175,695	190,909
July	163,608	172,443	186,716
August	166,367	169,620	167,649
September	161,984	169,187	177,140
October	154,015	169,281	
November	154,162	173,356	
December	150,792	159,588	

MEDIAN PRICE >>



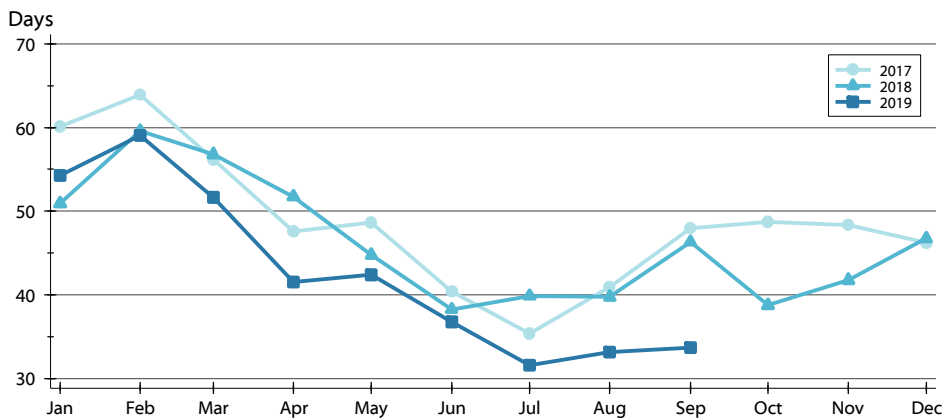
Month	2017	2018	2019
January	125,000	126,500	139,900
February	131,900	134,150	145,000
March	125,000	130,000	138,000
April	135,000	145,000	145,000
May	141,500	150,000	158,125
June	145,000	152,000	165,000
July	145,000	148,500	168,550
August	145,000	153,350	149,000
September	142,000	149,700	155,000
October	138,000	145,000	
November	136,400	150,000	
December	130,000	144,250	



CLOSED LISTINGS ANALYSIS

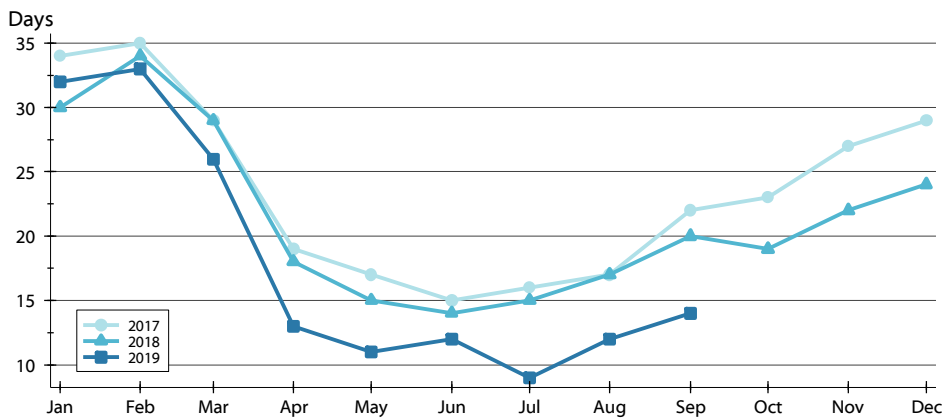
ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 10/8/2019

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	32
August	41	40	33
September	48	46	34
October	49	39	
November	48	42	
December	46	47	

MEDIAN DOM >>



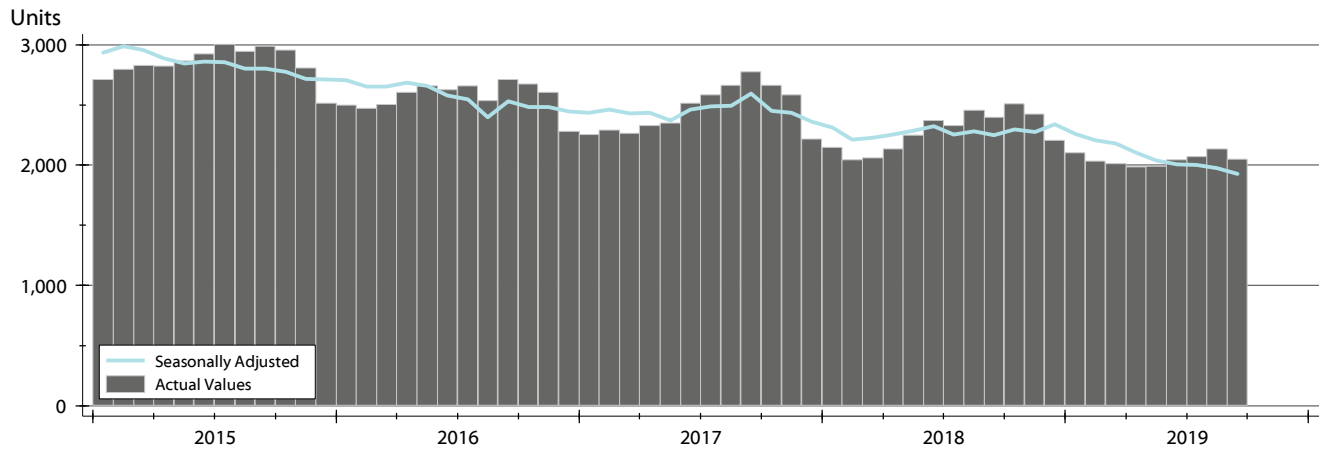
Month	2017	2018	2019
January	34	30	32
February	35	34	33
March	29	29	26
April	19	18	13
May	17	15	11
June	15	14	12
July	16	15	9
August	17	17	12
September	22	20	14
October	23	19	
November	27	22	
December	29	24	



ACTIVE LISTINGS ANALYSIS

HISTORY >>

ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 10/8/2019



SUMMARY >>

Summary Statistics for Active Listings		End of September		
		2019	2018	Change
Active Listings		2,049	2,395	-14.4%
Months' Supply		2.3	2.7	-13.9%
Volume (1,000s)		529,716	572,361	-7.5%
Average	List Price	258,524	238,982	8.2%
	Days on Market	87	92	-5.9%
	Percent of Original	97.1%	97.2%	-0.1%
Median	List Price	199,500	179,500	11.1%
	Days on Market	49	56	-12.5%
	Percent of Original	100.0%	100.0%	0.0%

A total of 2,049 homes were available for sale in South Central Kansas at the end of September. This represents a 2.3 months' supply of active listings.

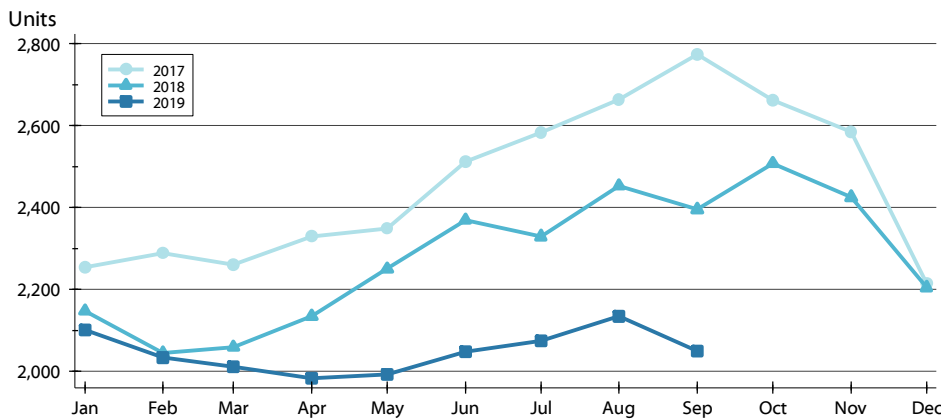
The median list price of homes on the market at the end of September was \$199,500, up 11.1% from 2018. The typical time on market for active listings was 49 days, down from 56 days a year earlier.



ACTIVE LISTINGS ANALYSIS

BY MONTH >>

ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 10/8/2019



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	2,074
August	2,663	2,453	2,134
September	2,774	2,395	2,049
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	58	2.8%	829	3.1	14,293	15,100	89	41	93.5%	100.0%
\$25,000-\$49,999	116	5.7%	4,518	2.4	38,945	39,700	158	81	94.4%	100.0%
\$50,000-\$99,999	367	17.9%	27,952	2.4	76,162	76,500	76	43	96.0%	100.0%
\$100,000-\$124,999	124	6.1%	14,027	1.4	113,121	112,000	68	49	96.7%	100.0%
\$125,000-\$149,999	102	5.0%	13,996	1.1	137,217	139,700	59	34	98.0%	100.0%
\$150,000-\$174,999	104	5.1%	16,966	1.0	163,131	164,250	64	47	98.0%	100.0%
\$175,000-\$199,999	154	7.5%	29,150	1.9	189,285	189,900	72	35	97.8%	100.0%
\$200,000-\$249,999	224	10.9%	51,023	2.1	227,781	229,000	61	29	98.4%	100.0%
\$250,000-\$299,999	199	9.7%	54,702	3.0	274,882	274,900	71	39	98.2%	100.0%
\$300,000-\$399,999	236	11.5%	83,344	4.3	353,152	350,000	92	62	98.4%	100.0%
\$400,000-\$499,999	137	6.7%	61,360	7.6	447,880	445,500	107	75	97.0%	99.0%
\$500,000-\$749,999	90	4.4%	55,833	6.0	620,362	622,000	136	106	96.6%	98.1%
\$750,000-\$999,999	56	2.7%	47,601	18.7	850,011	840,000	163	114	95.0%	97.9%
\$1,000,000 and up	35	1.7%	56,267	17.5	1,607,640	1,380,000	201	158	97.2%	100.0%
All price ranges	2,049	100.0%	529,716	2.4	258,524	199,500	87	49	97.1%	100.0%



SEPTEMBER 2019 >>

SOUTH CENTRAL KANSAS MLS STATISTICS

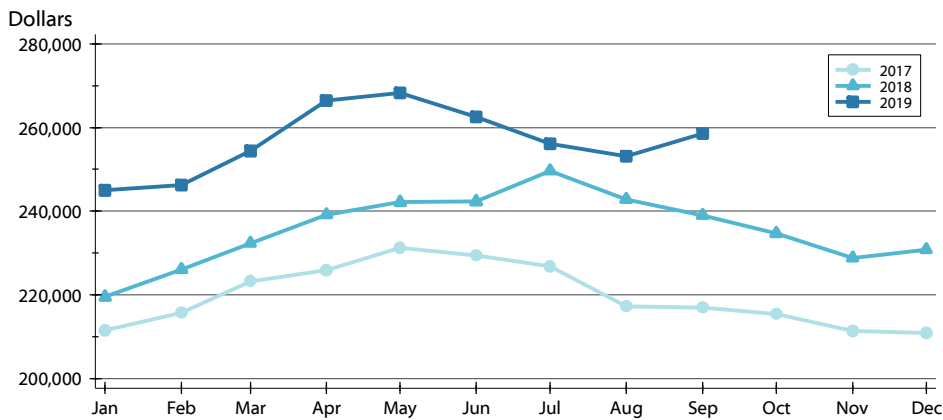


South Central Kansas MLS

ACTIVE LISTINGS ANALYSIS

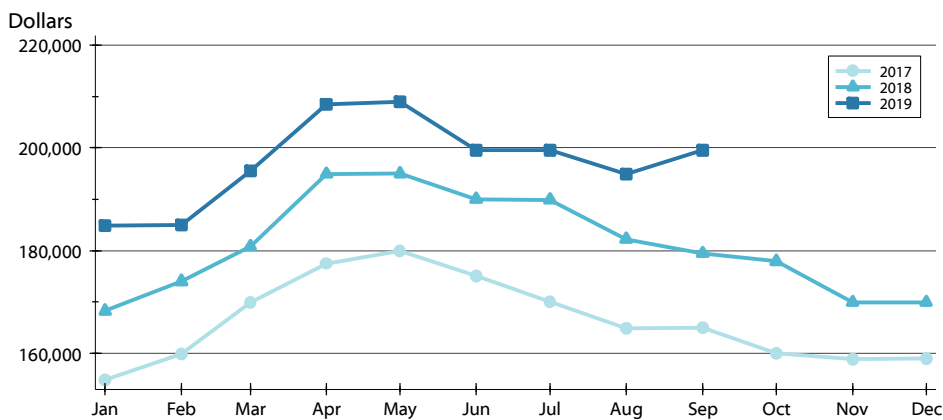
AVERAGE PRICE >>

ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 10/8/2019



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	256,102
August	217,266	242,880	253,144
September	216,820	238,982	258,524
October	215,409	234,663	
November	211,349	228,794	
December	210,949	230,828	

MEDIAN PRICE >>



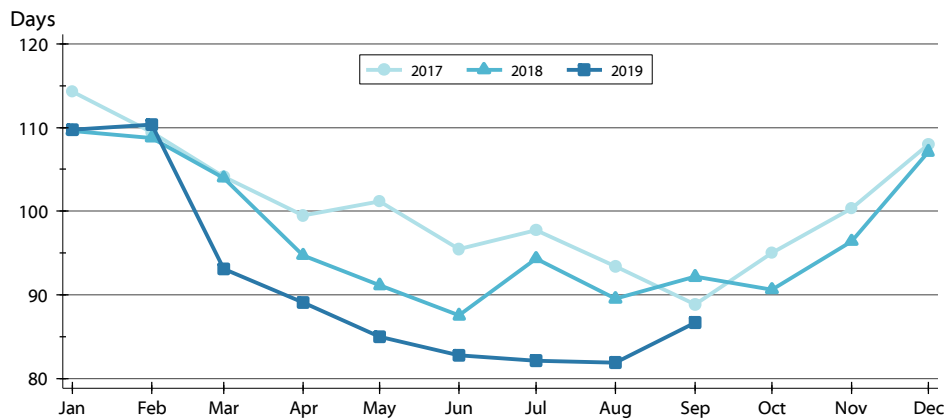
Month	2017	2018	2019
January	154,900	168,248	184,900
February	159,900	174,000	185,000
March	169,900	180,867	195,500
April	177,500	194,900	208,443
May	179,900	195,000	209,000
June	175,000	190,000	199,500
July	170,000	189,900	199,500
August	164,900	182,250	194,900
September	165,000	179,500	199,500
October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



ACTIVE LISTINGS ANALYSIS

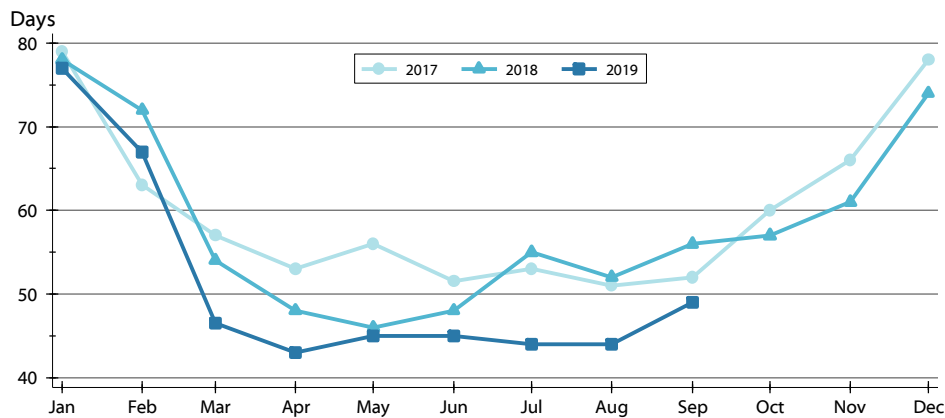
**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 10/8/2019**

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	82
August	93	90	82
September	89	92	87
October	95	91	
November	100	96	
December	108	107	

MEDIAN DOM >>



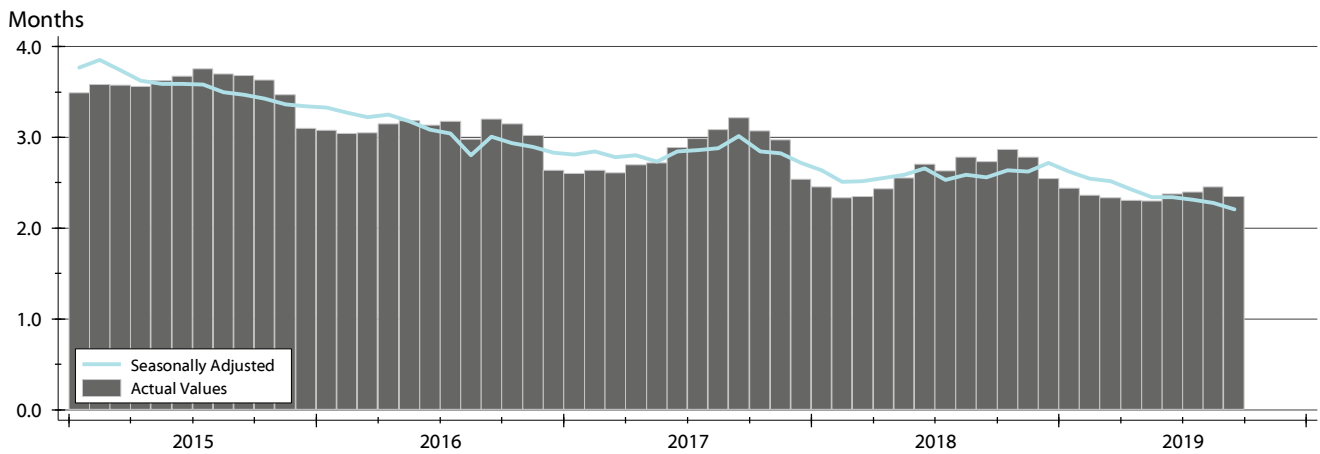
Month	2017	2018	2019
January	79	78	77
February	63	72	67
March	57	54	47
April	53	48	43
May	56	46	45
June	52	48	45
July	53	55	44
August	51	52	44
September	52	56	49
October	60	57	
November	66	61	
December	78	74	



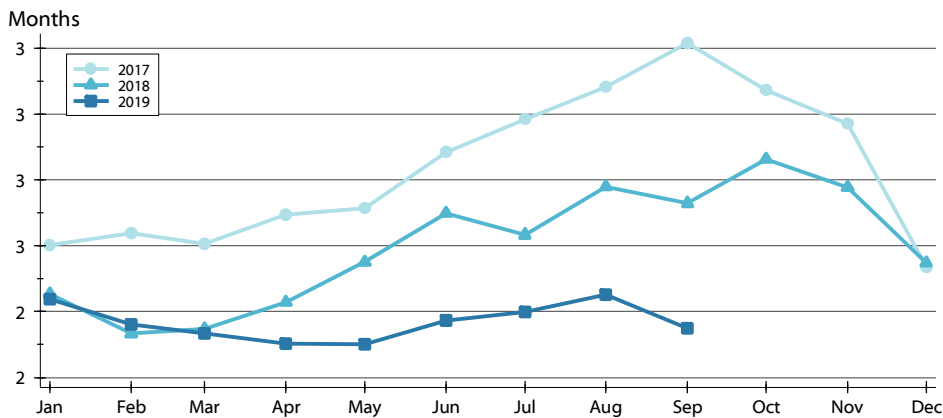
MONTHS' SUPPLY ANALYSIS

HISTORY >>

ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 10/8/2019



BY MONTH >>



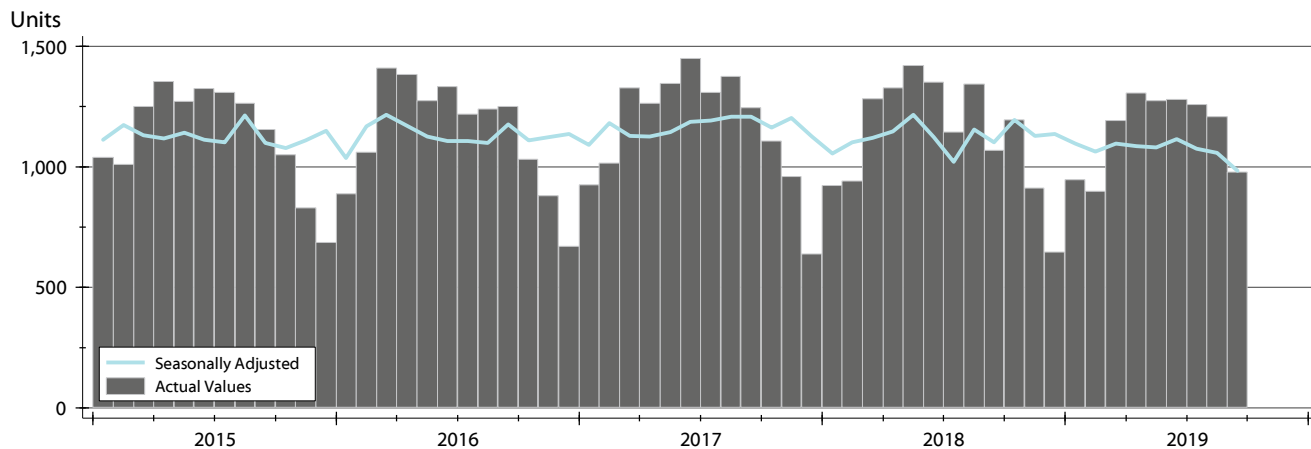
Month	2017	2018	2019
January	2.6	2.5	2.4
February	2.6	2.3	2.4
March	2.6	2.3	2.3
April	2.7	2.4	2.3
May	2.7	2.6	2.3
June	2.9	2.7	2.4
July	3.0	2.6	2.4
August	3.1	2.8	2.5
September	3.2	2.7	2.3
October	3.1	2.9	
November	3.0	2.8	
December	2.5	2.5	



NEW LISTINGS ANALYSIS

HISTORY >>

ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 10/8/2019



SUMMARY >>

Summary Statistics for New Listings		September		
		2019	2018	Change
Current Month	New Listings	979	1,070	-8.5%
	Volume (1,000s)	186,864	201,421	-7.2%
	Average List Price	190,872	188,244	1.4%
	Median List Price	160,000	155,000	3.2%
YTD	New Listings	10,343	10,798	-4.2%
	Volume (1,000s)	1,982,190	1,995,066	-0.6%
	Average List Price	191,646	184,763	3.7%
	Median List Price	159,900	154,900	3.2%

A total of 979 new listings were added in South Central Kansas during September, down 8.5% from the same month in 2018. Year-to-date South Central Kansas has seen 10,343 new listings.

The median list price of these homes was \$160,000 up from \$155,000 in 2018.



SEPTEMBER 2019 >>

SOUTH CENTRAL KANSAS MLS STATISTICS

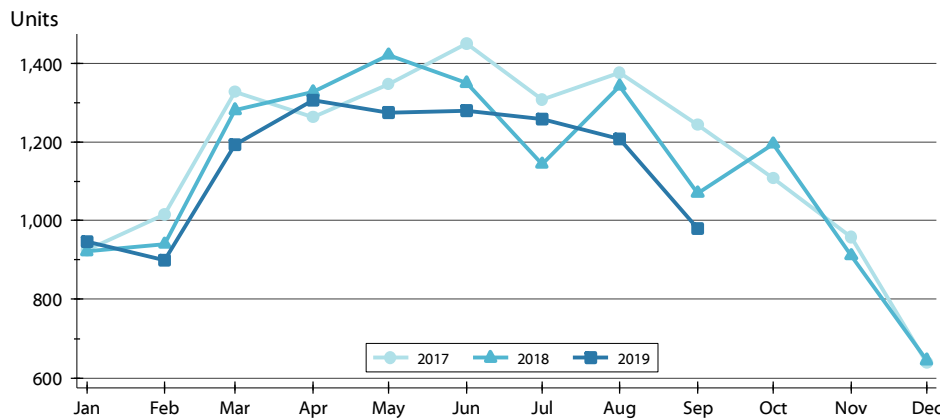


South Central Kansas MLS

NEW LISTINGS ANALYSIS

BY MONTH >>

ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 10/8/2019



Month	2017	2018	2019
January	926	922	947
February	1,016	941	900
March	1,327	1,281	1,192
April	1,264	1,327	1,306
May	1,347	1,421	1,274
June	1,450	1,350	1,280
July	1,308	1,144	1,258
August	1,376	1,342	1,207
September	1,244	1,070	979
October	1,107	1,195	
November	959	911	
December	638	645	

BY PRICE RANGE >>

Price Range	New Listings			List Price	
	Number	Percent	Volume	Average	Median
Below \$25,000	30	3.1%	314	10,474	9,450
\$25,000-\$49,999	40	4.1%	1,598	39,941	41,000
\$50,000-\$99,999	193	19.7%	15,331	79,436	83,900
\$100,000-\$124,999	76	7.8%	8,669	114,072	115,000
\$125,000-\$149,999	103	10.5%	14,220	138,056	139,500
\$150,000-\$174,999	86	8.8%	14,089	163,825	164,900
\$175,000-\$199,999	102	10.4%	19,060	186,865	185,950
\$200,000-\$249,999	126	12.9%	28,669	227,531	229,000
\$250,000-\$299,999	78	8.0%	21,157	271,239	268,950
\$300,000-\$399,999	51	5.2%	17,574	344,584	335,000
\$400,000-\$499,999	32	3.3%	14,022	438,194	436,250
\$500,000-\$749,999	13	1.3%	7,935	610,408	599,000
\$750,000-\$999,999	11	1.1%	9,487	862,427	850,000
\$1,000,000 and up	5	0.5%	8,440	1,688,000	1,290,000
All price ranges	979	100.0%	186,864	190,872	160,000



SEPTEMBER 2019 >>

SOUTH CENTRAL KANSAS MLS STATISTICS

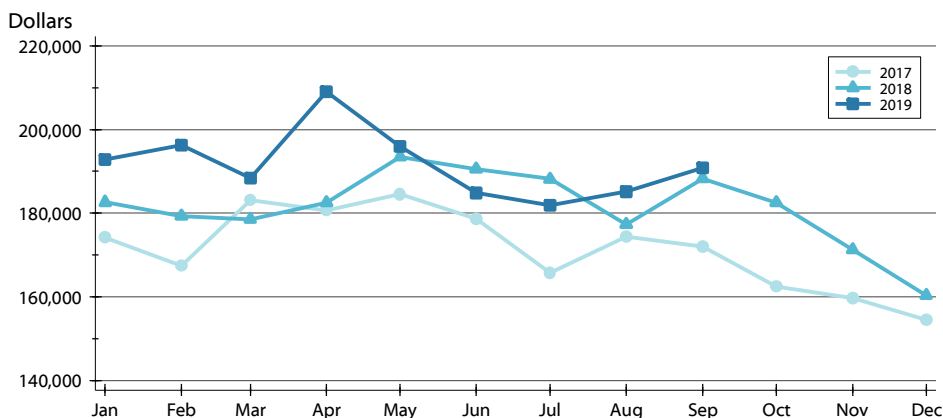


South Central Kansas MLS

NEW LISTINGS ANALYSIS

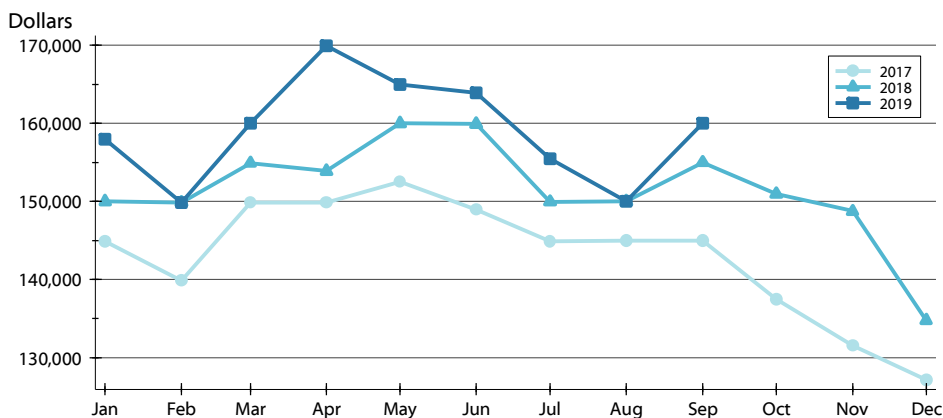
AVERAGE PRICE >>

ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 10/8/2019



Month	2017	2018	2019
January	174,160	182,633	192,857
February	167,440	179,267	196,271
March	183,129	178,570	188,352
April	180,681	182,510	208,984
May	184,549	193,497	195,932
June	178,592	190,540	184,770
July	165,716	188,145	181,913
August	174,383	177,345	185,076
September	172,006	188,244	190,872
October	162,387	182,565	
November	159,649	171,294	
December	154,423	160,297	

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	163,900
July	144,950	149,950	155,500
August	145,000	150,000	150,000
September	145,000	155,000	160,000
October	137,500	150,950	
November	131,500	148,750	
December	127,200	134,750	



SEPTEMBER 2019 >>

SOUTH CENTRAL KANSAS MLS STATISTICS

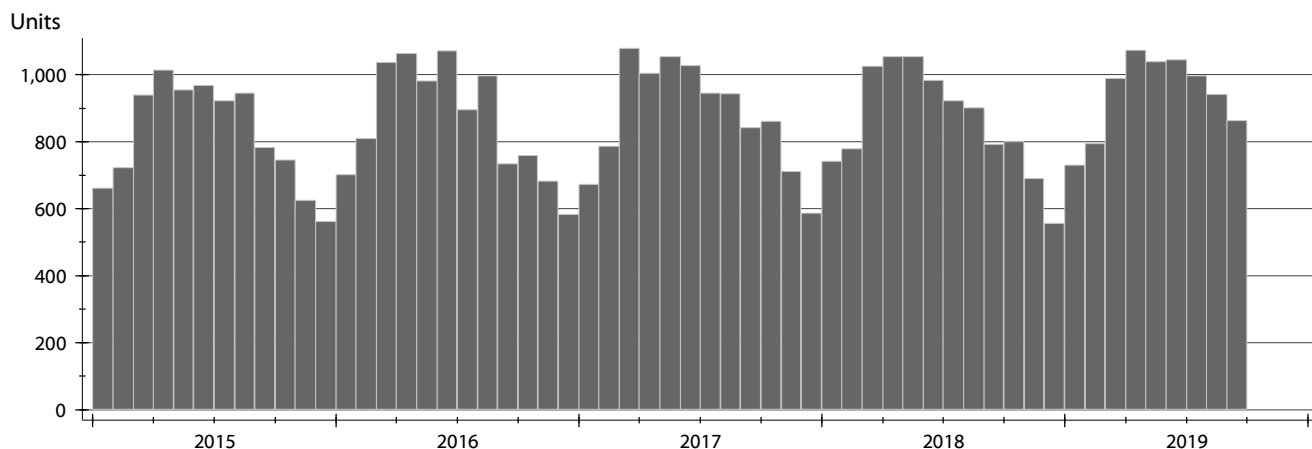


South Central Kansas MLS

CONTRACTS WRITTEN ANALYSIS

HISTORY >>

ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 10/8/2019



SUMMARY >>

Summary Statistics for Contracts Written		September			Year-to-Date		
		2019	2018	Change	2019	2018	Change
Closed Listings		863	792	9.0%	8,472	8,254	2.6%
Volume (1,000s)		148,648	139,380	6.6%	1,506,522	1,430,428	5.3%
Average	Sale Price	172,245	175,985	-2.1%	177,824	173,301	2.6%
	Days on Market	40	42	-5.4%	41	45	-9.4%
	Percent of Original	97.1%	95.5%	1.6%	96.3%	95.9%	0.4%
Median	Sale Price	154,950	151,700	2.1%	158,900	149,970	6.0%
	Days on Market	18	20	-10.0%	14	19	-26.3%
	Percent of Original	100.0%	97.2%	2.9%	98.6%	97.9%	0.7%

A total of 863 contracts for sale were written in South Central Kansas during the month of September, up from 792 in 2018. The median list price of these homes was \$154,950, up from \$151,700 the prior year.

Half of the homes that went under contract in September were on the market less than 18 days, compared to 20 days in September 2018.



SEPTEMBER 2019 >>

OUTH CENTRAL KANSAS MLS STATISTICS

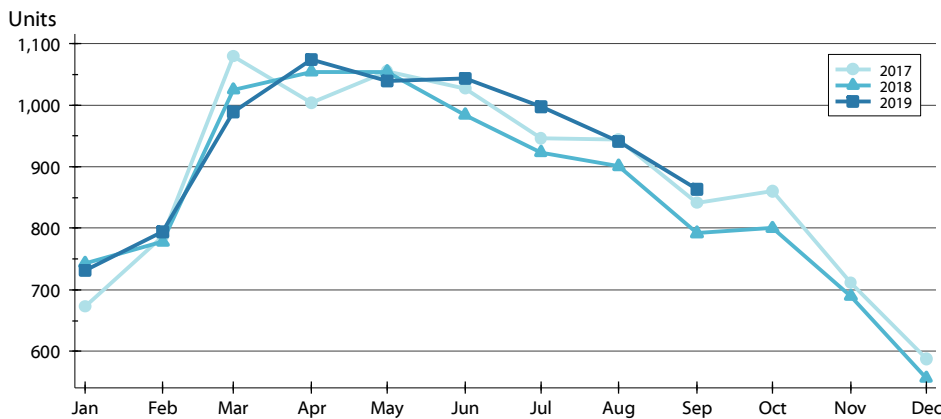


South Central Kansas MLS

CONTRACTS WRITTEN ANALYSIS

BY MONTH >>

ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 10/8/2019



Month	2017	2018	2019
January	673	743	731
February	787	778	794
March	1,079	1,025	989
April	1,004	1,054	1,074
May	1,055	1,054	1,039
June	1,027	984	1,044
July	946	923	997
August	944	901	941
September	841	792	863
October	860	800	
November	711	690	
December	588	557	

BY PRICE RANGE >>

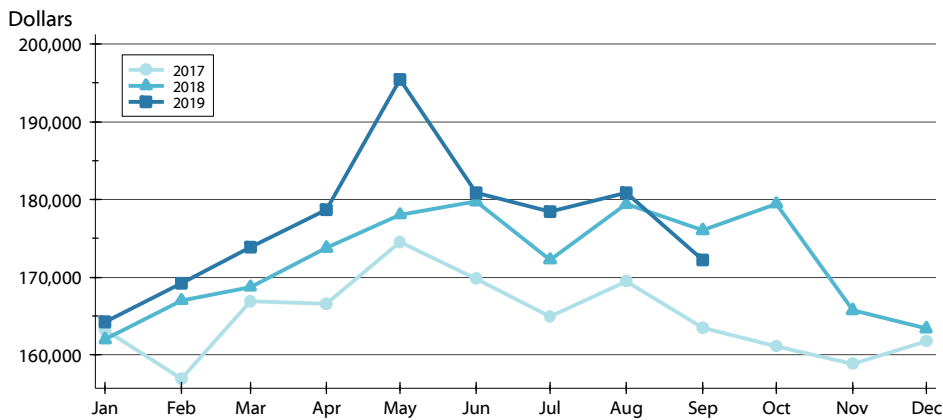
Price Range	Contracts Written			List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median
Below \$25,000	15	1.7%	232	15,482	17,500	47	21	87.7%	100.0%
\$25,000-\$49,999	46	5.3%	1,778	38,655	39,900	51	22	91.9%	100.0%
\$50,000-\$99,999	157	18.2%	12,357	78,707	84,900	49	19	95.7%	100.0%
\$100,000-\$124,999	71	8.2%	8,084	113,862	115,000	28	13	97.6%	100.0%
\$125,000-\$149,999	105	12.2%	14,486	137,958	139,500	23	9	98.1%	100.0%
\$150,000-\$174,999	94	10.9%	15,284	162,600	160,000	31	13	98.1%	100.0%
\$175,000-\$199,999	91	10.5%	17,036	187,208	187,000	32	9	98.3%	100.0%
\$200,000-\$249,999	92	10.7%	21,127	229,641	229,950	33	18	98.3%	100.0%
\$250,000-\$299,999	58	6.7%	15,853	273,323	270,000	54	25	98.3%	100.0%
\$300,000-\$399,999	61	7.1%	21,231	348,044	340,000	68	32	98.1%	100.0%
\$400,000-\$499,999	21	2.4%	9,131	434,819	439,900	61	39	96.8%	98.0%
\$500,000-\$749,999	2	0.2%	1,258	629,000	629,000	15	15	97.9%	97.9%
\$750,000-\$999,999	2	0.2%	1,645	822,500	822,500	5	5	98.0%	98.0%
\$1,000,000 and up	1	0.1%	1,050	1,050,000	1,050,000	155	155	83.1%	83.1%
All price ranges	863	100.0%	148,648	172,245	154,950	40	18	97.1%	100.0%



CONTRACTS WRITTEN ANALYSIS

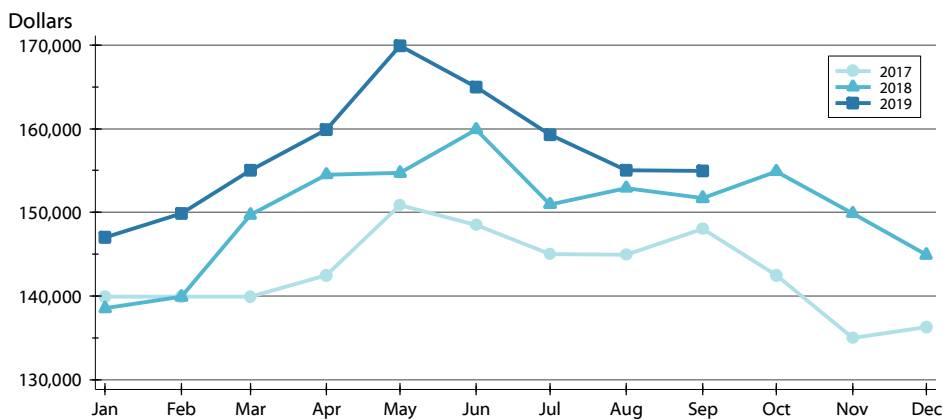
ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 10/8/2019

AVERAGE PRICE >>



Month	2017	2018	2019
January	163,213	161,962	164,256
February	156,975	167,014	169,240
March	166,903	168,727	173,835
April	166,599	173,771	178,674
May	174,525	178,025	195,467
June	169,773	179,738	180,811
July	164,863	172,235	178,404
August	169,454	179,384	180,797
September	163,452	175,985	172,245
October	161,050	179,462	
November	158,872	165,698	
December	161,778	163,401	

MEDIAN PRICE >>



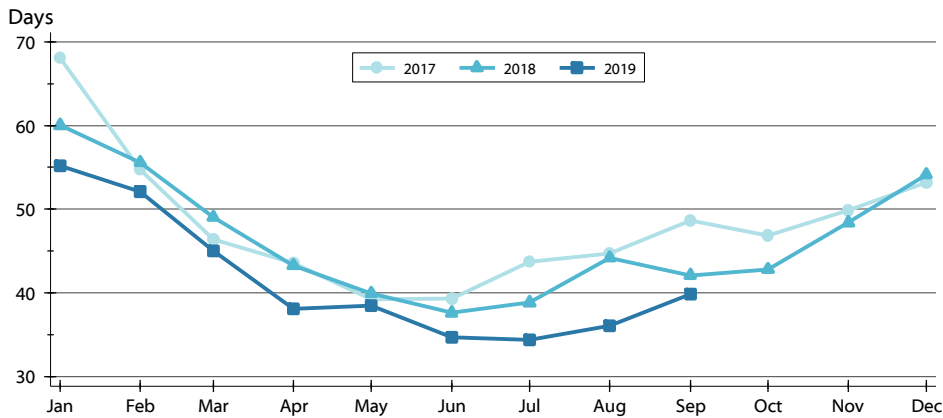
Month	2017	2018	2019
January	139,900	138,500	147,000
February	139,900	139,900	149,900
March	139,900	149,700	155,000
April	142,500	154,500	159,900
May	150,863	154,700	169,900
June	148,450	159,900	165,000
July	145,000	150,975	159,250
August	144,900	152,900	155,000
September	148,000	151,700	154,950
October	142,500	154,900	
November	135,000	149,900	
December	136,250	144,900	



CONTRACTS WRITTEN ANALYSIS

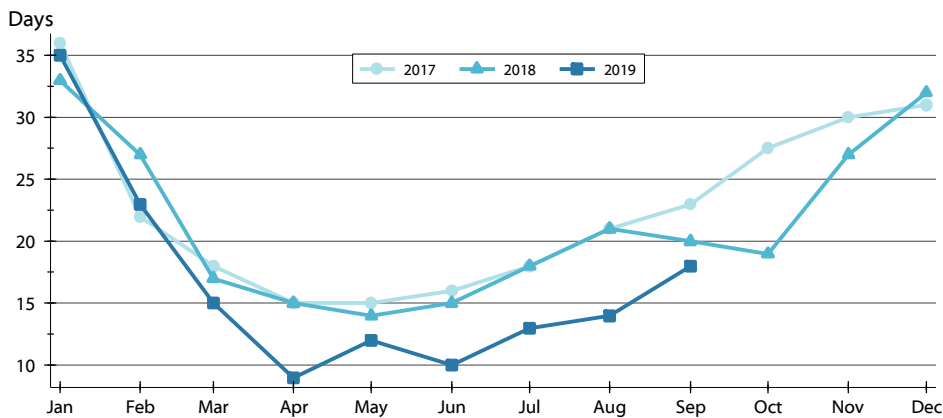
**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 10/8/2019**

AVERAGE DOM >>



Month	2017	2018	2019
January	68	60	55
February	55	56	52
March	46	49	45
April	44	43	38
May	39	40	38
June	39	38	35
July	44	39	34
August	45	44	36
September	49	42	40
October	47	43	
November	50	48	
December	53	54	

MEDIAN DOM >>



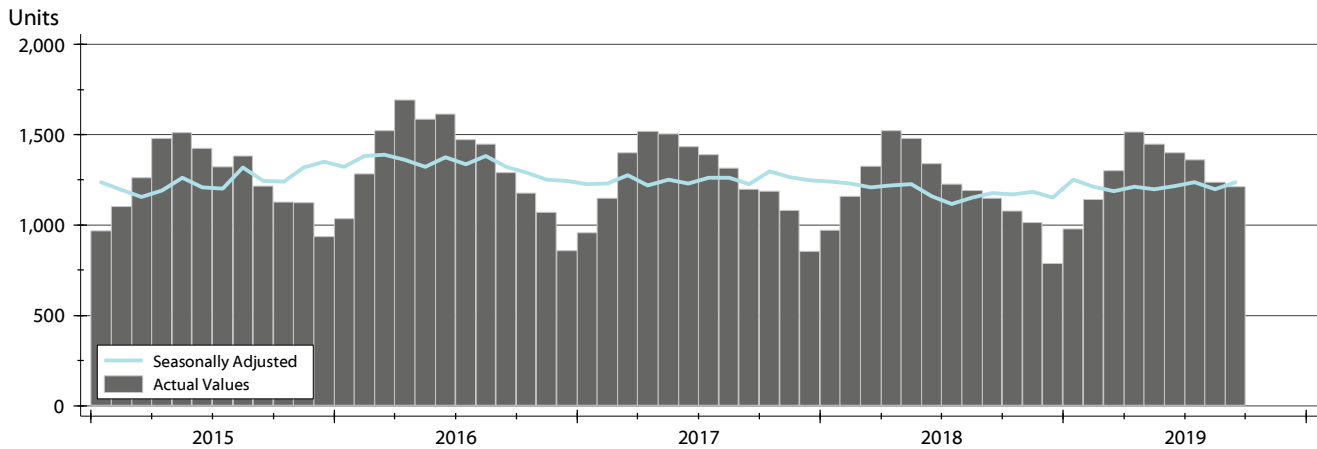
Month	2017	2018	2019
January	36	33	35
February	22	27	23
March	18	17	15
April	15	15	9
May	15	14	12
June	16	15	10
July	18	18	13
August	21	21	14
September	23	20	18
October	28	19	
November	30	27	
December	31	32	



PENDING CONTRACTS ANALYSIS

HISTORY >>

ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 10/8/2019



SUMMARY >>

Summary Statistics for Active Listings		End of September		
		2019	2018	Change
Active Listings		1,211	1,148	5.5%
Volume (1,000s)		234,033	214,289	9.2%
Average	List Price	193,256	186,663	3.5%
	Days on Market	43	43	-1.7%
	Percent of Original	98.1%	98.0%	0.1%
Median	List Price	165,000	159,900	3.2%
	Days on Market	14	20	-30.0%
	Percent of Original	100.0%	100.0%	0.0%

A total of 1,211 listings in South Central Kansas had contracts pending at the end of September, up from 1,148 contracts pending at the end of September 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.



SEPTEMBER 2019 >>

OUTH CENTRAL KANSAS MLS STATISTICS

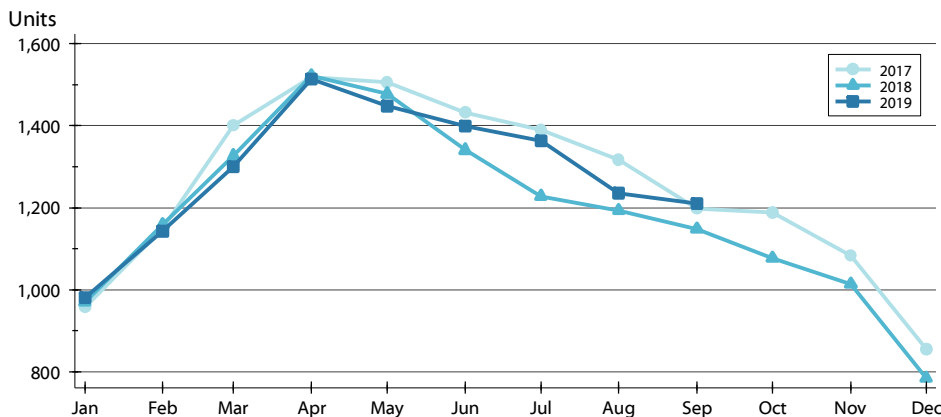


South Central Kansas MLS

PENDING CONTRACTS ANALYSIS

ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 10/8/2019

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	1,363
August	1,317	1,193	1,236
September	1,197	1,148	1,211
October	1,188	1,077	1,014
November	1,083	1,014	855
December	855	785	785

BY PRICE RANGE >>

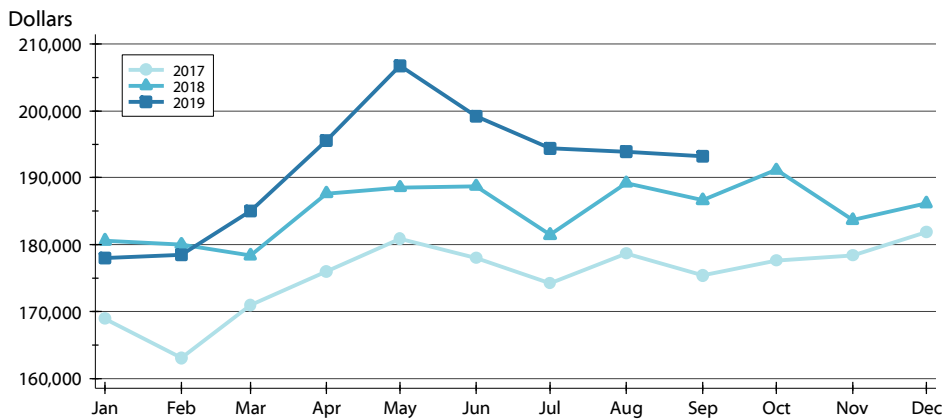
Price Range	Contracts Written			List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median
Below \$25,000	14	1.2%	221	15,780	17,700	73	32	88.6%	100.0%
\$25,000-\$49,999	50	4.1%	1,989	39,780	41,000	72	23	95.4%	100.0%
\$50,000-\$99,999	220	18.2%	17,536	79,710	83,400	56	20	96.9%	100.0%
\$100,000-\$124,999	93	7.7%	10,496	112,862	115,000	27	11	98.3%	100.0%
\$125,000-\$149,999	137	11.3%	18,760	136,938	135,900	24	10	98.7%	100.0%
\$150,000-\$174,999	119	9.8%	19,358	162,672	161,900	32	11	98.5%	100.0%
\$175,000-\$199,999	125	10.3%	23,399	187,190	185,000	28	9	99.1%	100.0%
\$200,000-\$249,999	141	11.6%	32,070	227,447	229,900	33	14	98.6%	100.0%
\$250,000-\$299,999	101	8.3%	27,596	273,229	272,700	50	18	98.5%	100.0%
\$300,000-\$399,999	114	9.4%	39,510	346,581	340,000	50	6	99.1%	100.0%
\$400,000-\$499,999	43	3.6%	18,683	434,482	433,894	42	14	98.3%	100.0%
\$500,000-\$749,999	8	0.7%	4,733	591,579	580,250	188	51	102.0%	100.0%
\$750,000-\$999,999	7	0.6%	5,738	819,671	789,900	185	29	96.2%	100.0%
\$1,000,000 and up	6	0.5%	7,567	1,261,120	1,247,500	84	65	104.0%	100.0%
All price ranges	1,211	100.0%	234,033	193,256	165,000	43	14	98.1%	100.0%



PENDING CONTRACTS ANALYSIS

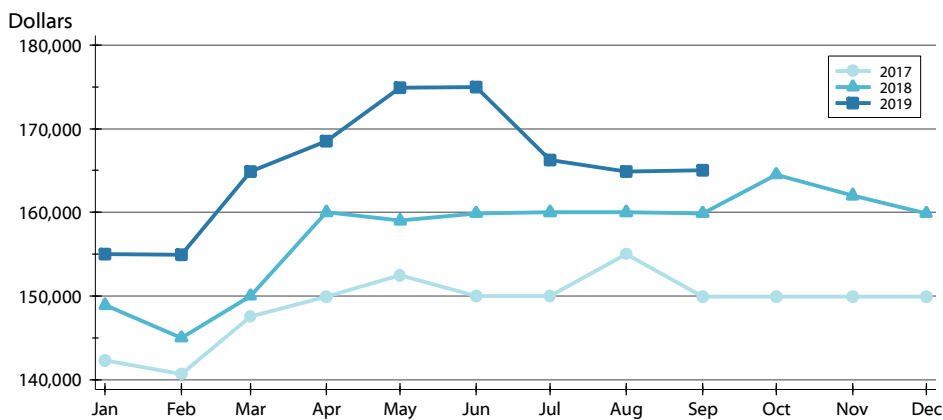
ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 10/8/2019

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	194,369
August	178,618	189,213	193,882
September	175,363	186,663	193,256
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	174,900
June	150,000	159,900	175,000
July	150,000	160,000	166,250
August	155,000	160,000	164,900
September	149,900	159,900	165,000
October	149,900	164,500	164,900
November	149,900	162,000	162,000
December	149,950	159,900	159,900



SEPTEMBER 2019 >>

SOUTH CENTRAL KANSAS MLS STATISTICS



South Central Kansas MLS

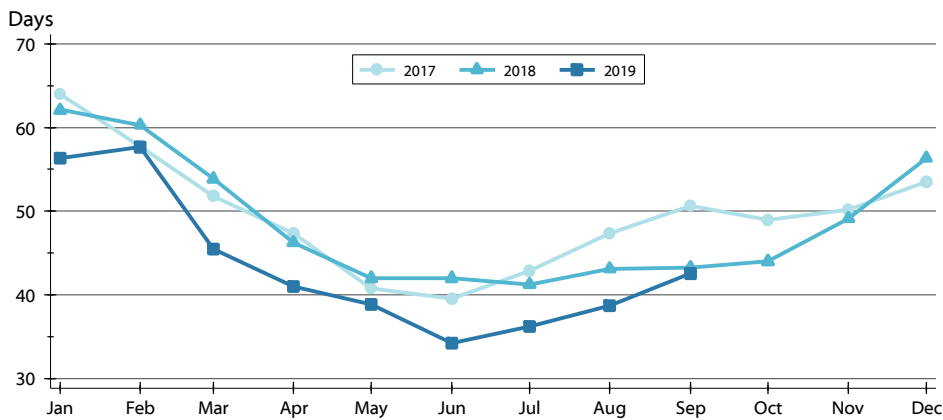
PENDING CONTRACTS ANALYSIS

ENTIRE MLS SYSTEM

ALL HOMES (NEW & EXISTING)

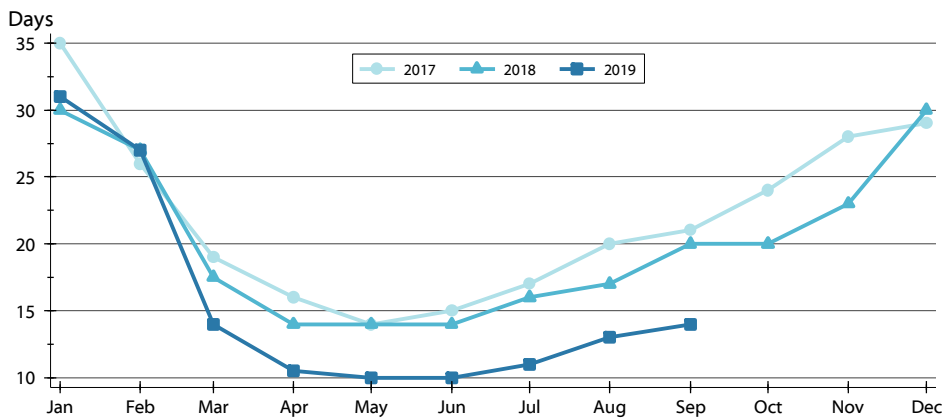
AS OF 10/8/2019

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	36
August	47	43	39
September	51	43	43
October	49	44	
November	50	49	
December	53	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	11
August	20	17	13
September	21	20	14
October	24	20	
November	28	23	
December	29	30	