

MARKET OVERVIEW >>

South Central Kansas Home Sales Fell in October

Total home sales in South Central Kansas fell last month to 850 units, compared to 867 units in October 2018. Total sales volume was \$147.0 million, up from a year earlier.

The median sale price in October was \$151,500, up from \$145,000 a year earlier. Homes that sold in October were typically on the market for 17 days and sold for 99.5% of their list prices.

South Central Kansas Active Listings Down at End of October

The total number of active listings in South Central Kansas at the end of October was 2,063 units, down from 2,508 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 October was \$195,370.

During October, a total of 878 contracts were written up from 800 in October 2018. At the end of the month, there were 1,165 contracts pending, compared to 1,077 at the end of October 2018.

Your Association Working for You!

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

Entire MLS System				
Current Month		October		
Summary Statistics		2019	2018	Change
Home Sales		850	867	-2.0%
Active Listings		2,063	2,508	-17.7%
Months' Supply		2.4	2.9	-17.5%
New Listings		1,005	1,195	-15.9%
Contracts Written		878	800	9.7%
Pending Contracts		1,165	1,077	8.2%
Sales Volume (1,000s)		147,035	146,767	0.2%
Average	Sale Price	172,982	169,281	2.2%
	List Price of Actives	250,301	234,663	6.7%
	Days on Market	41	39	6.1%
	Percent of List	97.9%	97.6%	0.4%
	Percent of Original	96.0%	95.8%	0.2%
Median	Sale Price	151,500	145,000	4.5%
	List Price of Actives	195,370	177,900	9.8%
	Days on Market	17	19	-10.5%
	Percent of List	99.5%	99.1%	0.3%
	Percent of Original	98.1%	97.7%	0.4%

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THREE-YEAR COMPARISONS

SUMMARY >>

BREAKDOWNS BY HOME TYPE ENTIRE MLS SYSTEM AS OF 11/8/2019

October MLS Statistics By Property Type		2019			2018			2017		
		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		850	789	61	867	800	67	887	827	60
Change from prior year		-2.0%	-1.4%	-9.0%	-2.3%	-3.3%	11.7%	5.0%	6.2%	-9.1%
Active Listings		2,063	1,779	284	2,508	2,244	264	2,661	2,354	307
Change from prior year		-17.7%	-20.7%	7.6%	-5.7%	-4.7%	-14.0%	-0.4%	-0.8%	2.0%
Months' Supply		2.4	2.2	5.0	2.9	2.8	4.3	3.1	2.9	5.3
Change from prior year		-17.5%	-20.9%	17.0%	-6.8%	-5.3%	-19.6%	-2.5%	-2.9%	0.4%
New Listings		1,005	944	61	1,195	1,101	94	1,107	1,038	69
Change from prior year		-15.9%	-14.3%	-35.1%	7.9%	6.1%	36.2%	7.4%	10.2%	-22.5%
Contracts Written		878	826	52	800	739	61	860	805	55
Change from prior year		9.7%	11.8%	-14.8%	-7.0%	-8.2%	10.9%	13.2%	13.2%	12.2%
Pending Contracts		1,165	979	186	1,077	911	166	1,188	1,016	172
Change from prior year		8.2%	7.5%	12.0%	-9.3%	-10.3%	-3.5%	0.9%	-3.9%	43.3%
Sales Volume (1,000s)		147,035	129,100	17,935	146,767	126,526	20,241	136,611	120,075	16,536
Change from prior year		0.2%	2.0%	-11.4%	7.4%	5.4%	22.4%	0.9%	3.9%	-16.5%
Average	Sale Price	172,982	163,624	294,022	169,281	158,158	302,100	154,015	145,194	275,605
	Change from prior year	2.2%	3.5%	-2.7%	9.9%	8.9%	9.6%	-3.8%	-2.1%	-8.2%
	List Price of Actives	250,301	235,847	336,569	234,663	223,721	324,521	215,409	202,021	316,014
	Change from prior year	6.7%	5.4%	3.7%	8.9%	10.7%	2.7%	2.7%	2.4%	2.7%
	Days on Market	41	38	76	39	36	70	49	47	78
	Change from prior year	6.0%	6.2%	8.8%	-20.5%	-22.4%	-11.1%	-3.9%	2.4%	-29.9%
Percent of List		97.9%	97.6%	101.6%	97.6%	97.2%	101.6%	97.3%	96.9%	101.4%
	Change from prior year	0.4%	0.4%	0.0%	0.3%	0.3%	0.2%	-0.1%	-0.1%	-0.2%
	Percent of Original	96.0%	95.5%	101.7%	95.8%	95.2%	102.1%	94.8%	94.3%	102.2%
Change from prior year	0.2%	0.3%	-0.3%	1.0%	1.0%	-0.1%	-0.4%	-0.3%	-0.8%	
Median	Sale Price	151,500	142,000	265,000	145,000	140,000	276,635	138,000	132,000	251,775
	Change from prior year	4.5%	1.4%	-4.2%	5.1%	6.1%	9.9%	0.0%	1.1%	-9.0%
	List Price of Actives	195,370	165,000	295,167	177,900	159,650	289,950	160,000	144,800	270,000
	Change from prior year	9.8%	3.4%	1.8%	11.2%	10.3%	7.4%	6.7%	7.3%	1.5%
	Days on Market	17	18	5	19	19	6	23	24	9
	Change from prior year	-10.5%	-5.3%	-16.7%	-17.4%	-20.8%	-33.3%	0.0%	0.0%	350.0%
Percent of List	99.5%	99.0%	100.3%	99.1%	98.7%	100.0%	98.9%	98.5%	100.0%	
Change from prior year	0.3%	0.4%	0.3%	0.3%	0.1%	0.0%	0.0%	0.1%	-0.1%	
Percent of Original	98.1%	97.7%	101.2%	97.7%	97.2%	100.0%	97.0%	96.6%	100.0%	
Change from prior year	0.4%	0.6%	1.2%	0.8%	0.6%	0.0%	-0.2%	-0.1%	-1.8%	

YEAR-TO-DATE STATISTICS

SUMMARY >>

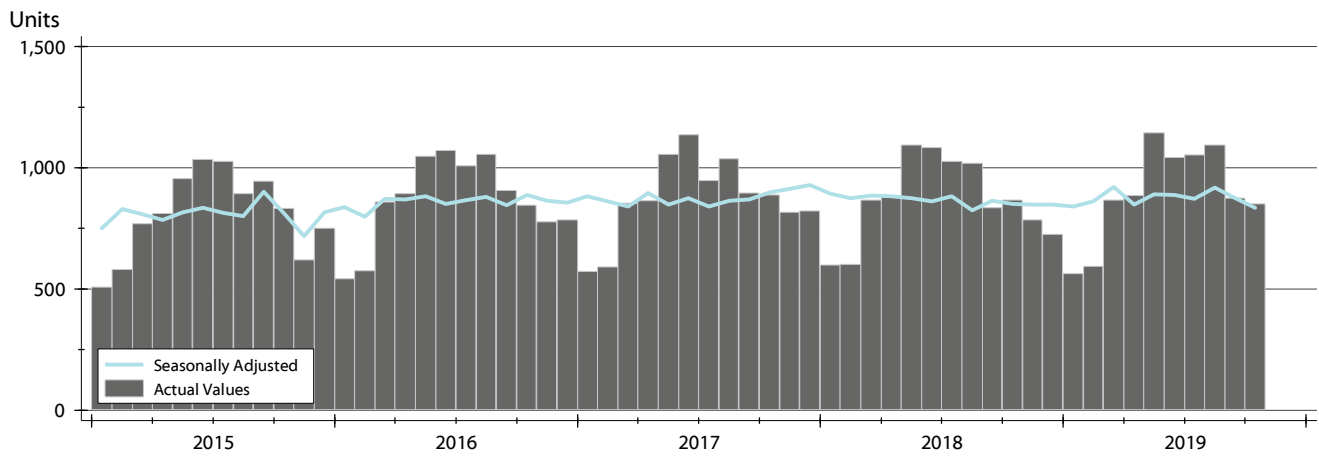
YTD BREAKDOWNS BY HOME TYPE ENTIRE MLS SYSTEM AS OF 11/8/2019

Year-to-Date Activity By Property Type		2019			2018			2017		
		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		8,968	8,402	566	8,874	8,247	627	8,837	8,272	565
Change from prior year		1.1%	1.9%	-9.7%	0.4%	-0.3%	11.0%	0.3%	0.7%	-5.0%
New Listings		11,465	10,730	735	11,993	11,223	770	12,365	11,460	905
Change from prior year		-4.4%	-4.4%	-4.5%	-3.0%	-2.1%	-14.9%	2.3%	1.4%	16.2%
Contracts Written		9,377	8,805	572	9,052	8,426	626	9,216	8,575	641
Change from prior year		3.6%	4.5%	-8.6%	-1.8%	-1.7%	-2.3%	1.8%	1.6%	4.2%
Sales Volume (1,000s)		1,547,773	1,366,571	181,202	1,469,683	1,273,744	195,940	1,401,632	1,233,411	168,221
Change from prior year		5.3%	7.3%	-7.5%	4.9%	3.3%	16.5%	1.1%	2.0%	-5.5%
Average	Sale Price	172,608	162,668	320,145	165,617	154,449	312,504	158,610	149,107	297,736
	Change from prior year	4.2%	5.3%	2.4%	4.4%	3.6%	5.0%	0.7%	1.3%	-0.5%
	Days on Market	41	39	70	46	42	96	48	45	88
	Change from prior year	-10.3%	-6.7%	-27.2%	-4.0%	-6.6%	8.8%	-10.8%	-8.5%	-22.6%
	Percent of List	97.9%	97.6%	102.4%	97.8%	97.4%	101.7%	97.5%	97.2%	101.6%
Change from prior year	0.1%	0.1%	0.7%	0.3%	0.3%	0.1%	0.1%	0.1%	0.3%	
Median	Percent of Original	96.1%	95.6%	103.1%	95.8%	95.3%	102.3%	95.3%	94.8%	102.1%
	Change from prior year	0.3%	0.4%	0.8%	0.6%	0.5%	0.2%	0.0%	0.0%	0.4%
	Sale Price	153,000	145,000	282,677	145,000	138,000	277,816	139,000	132,500	263,974
	Change from prior year	5.5%	5.1%	1.7%	4.3%	4.2%	5.2%	2.2%	1.9%	1.3%
	Days on Market	15	15	4	19	19	22	21	21	20
Change from prior year	-21.1%	-21.1%	-81.8%	-9.5%	-9.5%	10.0%	-12.5%	-12.5%	-42.9%	
Percent of List	99.5%	99.1%	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%	100.7%	97.6%	97.2%	100.0%	
Change from prior year	0.3%	0.3%	0.4%	0.3%	0.3%	0.7%	0.1%	0.1%	-0.1%	

CLOSED LISTINGS ANALYSIS

HISTORY >>

**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 11/8/2019**



SUMMARY >>

Summary Statistics for Closed Listings		October			Year-to-Date		
		2019	2018	Change	2019	2018	Change
Closed Listings		850	867	-2.0%	8,968	8,874	1.1%
Volume (1,000s)		147,035	146,767	0.2%	1,547,773	1,469,683	5.3%
Average	Sale Price	172,982	169,281	2.2%	172,608	165,617	4.2%
	Days on Market	41	39	6.0%	41	46	-10.3%
	Percent of List	97.9%	97.6%	0.4%	97.9%	97.8%	0.1%
	Percent of Original	96.0%	95.8%	0.2%	96.1%	95.8%	0.3%
Median	Sale Price	151,500	145,000	4.5%	153,000	145,000	5.5%
	Days on Market	17	19	-10.5%	15	19	-21.1%
	Percent of List	99.5%	99.1%	0.3%	99.5%	99.2%	0.3%
	Percent of Original	98.1%	97.7%	0.4%	98.2%	97.9%	0.3%

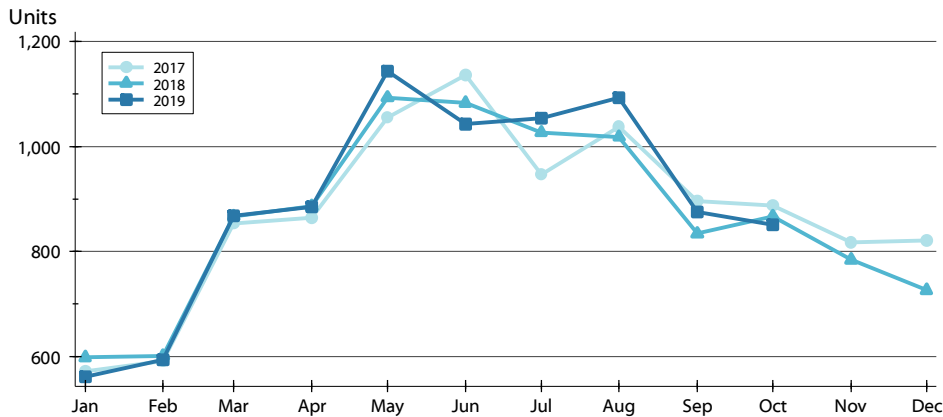
A total of 850 homes sold in South Central Kansas in October, down from 867 units in October 2018. Total sales volume rose to \$147.0 million compared to \$146.8 million in the previous year.

The median sales price in October was \$151,500, up 4.5% compared to the prior year. Median days on market was 17 days, up from 14 days in September, but down from 19 in October 2018.

CLOSED LISTINGS ANALYSIS

BY MONTH >>

**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 11/8/2019**



Month	2017	2018	2019
January	571	598	562
February	591	601	594
March	853	867	868
April	864	886	885
May	1,055	1,093	1,144
June	1,136	1,083	1,043
July	946	1,027	1,054
August	1,038	1,018	1,093
September	896	834	875
October	887	867	850
November	817	784	
December	821	726	

BY PRICE RANGE >>

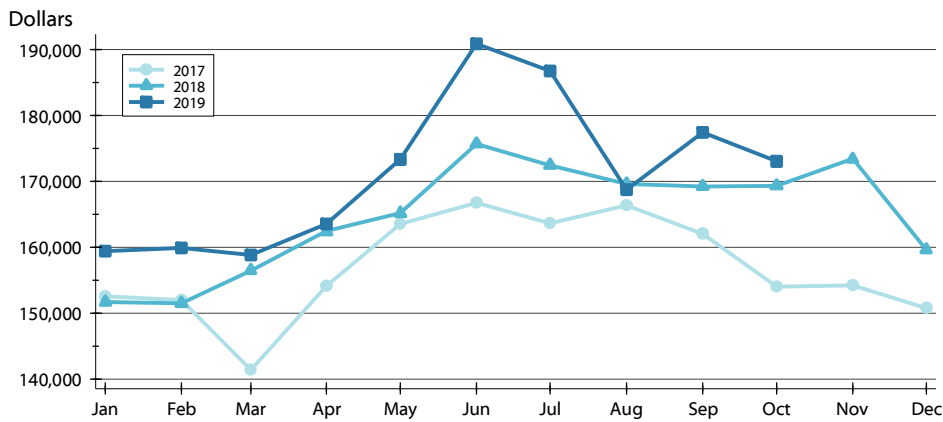
Price Range	Sales			Sale Price		Days on Market		Price as % of List		Price as % of Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median	Average	Median
Below \$25,000	26	3.1%	426	16,385	17,550	62	34	84.0%	85.8%	75.0%	72.0%
\$25,000-\$49,999	51	6.0%	1,920	37,652	40,000	61	30	95.1%	95.4%	89.8%	93.0%
\$50,000-\$99,999	159	18.7%	12,265	77,138	77,500	40	21	97.1%	99.1%	94.5%	95.7%
\$100,000-\$124,999	70	8.2%	7,966	113,806	113,700	17	11	99.2%	100.0%	97.9%	98.7%
\$125,000-\$149,999	111	13.1%	14,965	134,815	134,750	22	10	98.4%	99.1%	97.0%	98.1%
\$150,000-\$174,999	92	10.8%	14,929	162,269	161,375	36	13	98.5%	100.0%	97.2%	98.8%
\$175,000-\$199,999	75	8.8%	13,884	185,126	184,000	25	10	99.7%	100.0%	98.4%	99.5%
\$200,000-\$249,999	104	12.2%	23,503	225,994	229,000	45	17	99.1%	100.0%	97.6%	98.2%
\$250,000-\$299,999	73	8.6%	19,632	268,935	267,500	62	27	98.6%	98.9%	97.2%	98.4%
\$300,000-\$399,999	60	7.1%	20,628	343,806	337,124	53	31	98.3%	98.4%	96.0%	97.2%
\$400,000-\$499,999	17	2.0%	7,354	432,581	430,000	60	39	98.0%	98.2%	96.0%	96.8%
\$500,000-\$749,999	6	0.7%	3,830	638,395	626,284	54	19	96.4%	96.8%	95.8%	96.2%
\$750,000-\$999,999	4	0.5%	3,331	832,812	843,124	315	105	96.1%	96.9%	90.2%	95.2%
\$1,000,000 and up	2	0.2%	2,400	1,200,000	1,200,000	9	9	95.6%	95.6%	115.3%	115.3%
All price ranges	850	100.0%	147,035	172,982	151,500	41	17	97.9%	99.5%	96.0%	98.1%



CLOSED LISTINGS ANALYSIS

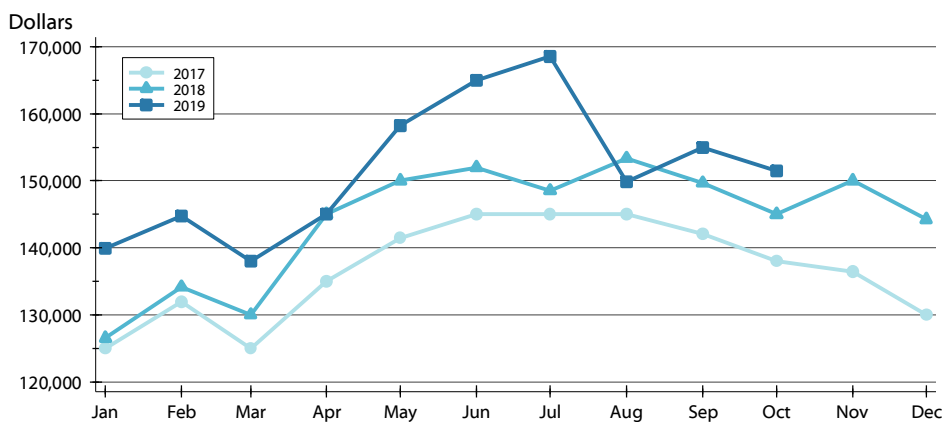
**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 11/8/2019**

AVERAGE PRICE >>



Month	2017	2018	2019
January	152,481	151,661	159,418
February	151,891	151,459	159,855
March	141,375	156,465	158,778
April	154,073	162,387	163,545
May	163,487	165,156	173,281
June	166,721	175,695	190,860
July	163,608	172,443	186,749
August	166,367	169,620	168,725
September	161,984	169,187	177,437
October	154,015	169,281	172,982
November	154,162	173,356	
December	150,792	159,588	

MEDIAN PRICE >>

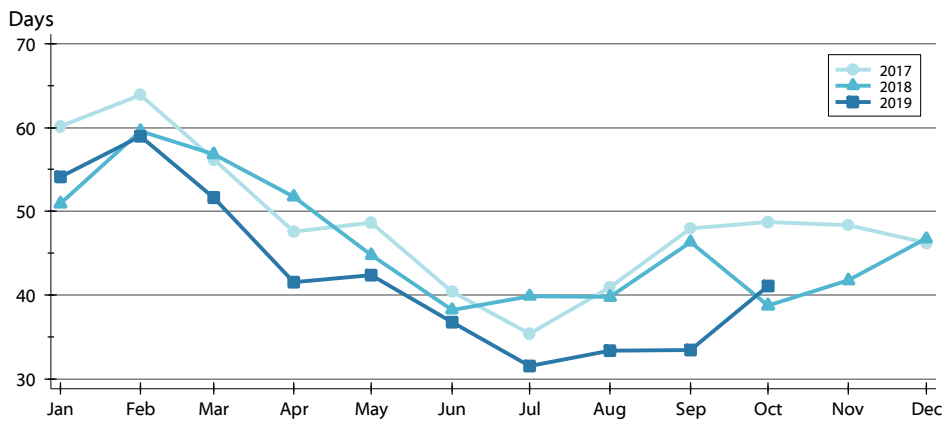


Month	2017	2018	2019
January	125,000	126,500	139,900
February	131,900	134,150	144,750
March	125,000	130,000	138,000
April	135,000	145,000	145,000
May	141,500	150,000	158,250
June	145,000	152,000	165,000
July	145,000	148,500	168,550
August	145,000	153,350	149,825
September	142,000	149,700	155,000
October	138,000	145,000	151,500
November	136,400	150,000	
December	130,000	144,250	

CLOSED LISTINGS ANALYSIS

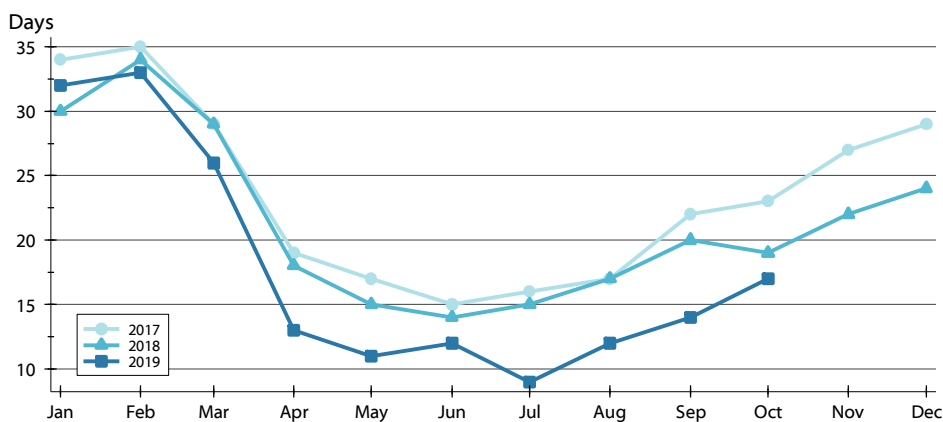
**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 11/8/2019**

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	33
October	49	39	41
November	48	42	41
December	46	47	41

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	17
November	27	22	17
December	29	24	17



OCTOBER 2019 >>

SOUTH CENTRAL KANSAS MLS STATISTICS

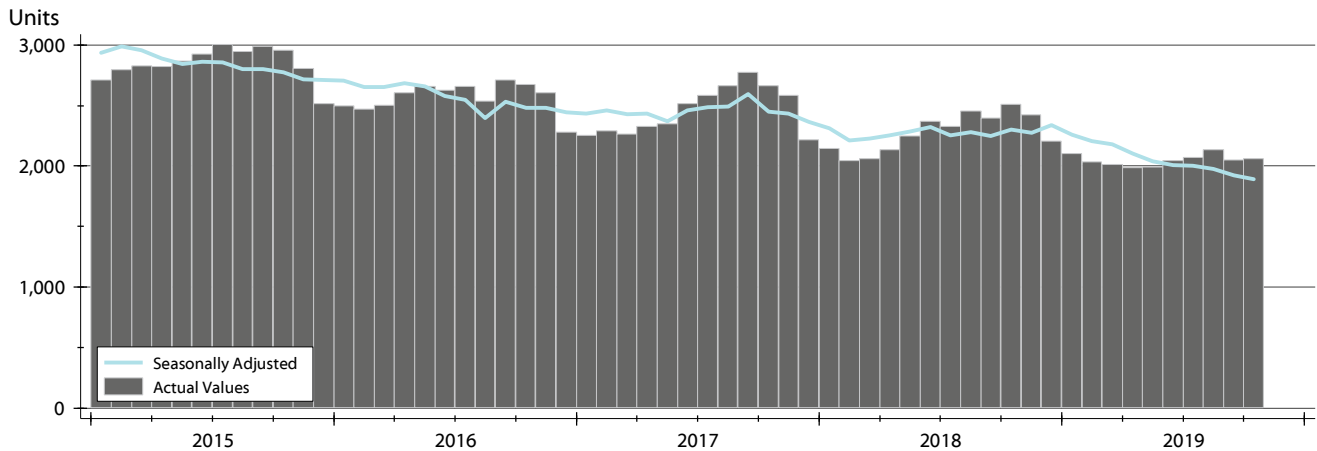


South Central Kansas MLS

ACTIVE LISTINGS ANALYSIS

HISTORY >>

ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 11/8/2019



SUMMARY >>

Summary Statistics for Active Listings		End of October		
		2019	2018	Change
Active Listings		2,063	2,508	-17.7%
Months' Supply		2.4	2.9	-17.5%
Volume (1,000s)		516,372	588,536	-12.3%
Average	List Price	250,301	234,663	6.7%
	Days on Market	88	91	-2.7%
	Percent of Original	97.1%	97.1%	-0.1%
Median	List Price	195,370	177,900	9.8%
	Days on Market	50	57	-12.3%
	Percent of Original	100.0%	100.0%	0.0%

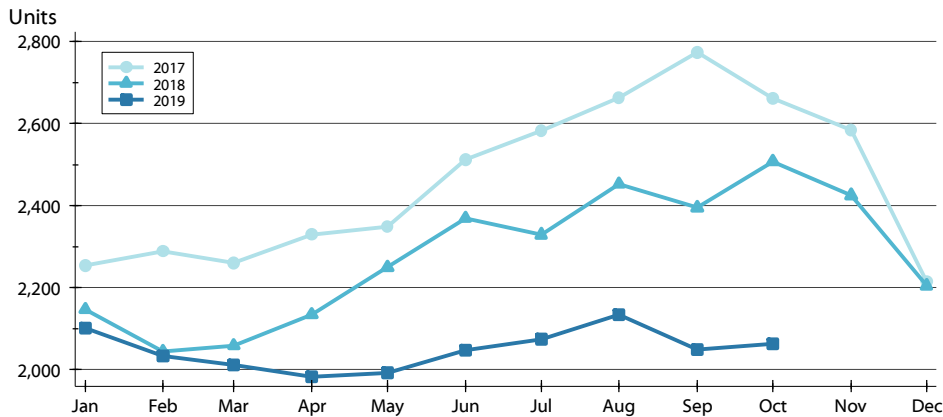
A total of 2,063 homes were available for sale in South Central Kansas at the end of October. This represents a 2.4 months' supply of active listings.

The median list price of homes on the market at the end of October was \$195,370, up 9.8% from 2018. The typical time on market for active listings was 50 days, down from 57 days a year earlier.

ACTIVE LISTINGS ANALYSIS

BY MONTH >>

**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 11/8/2019**



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	2,063
November	2,584	2,425	
December	2,214	2,205	

BY PRICE RANGE >>

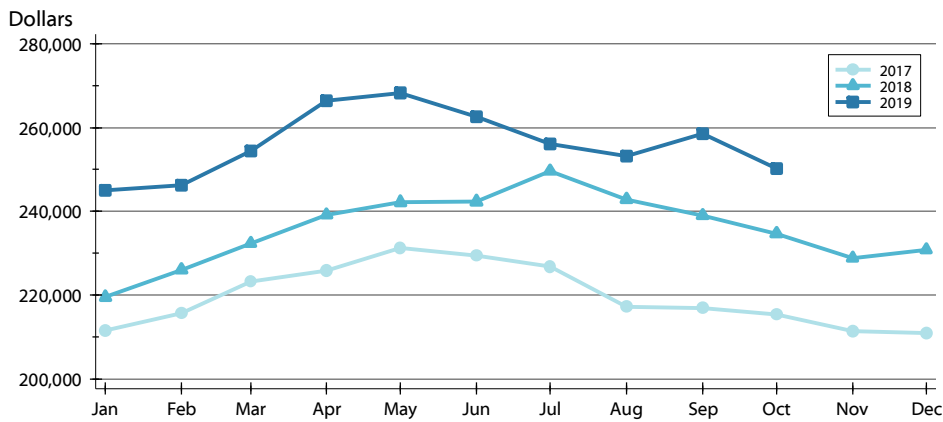
Price Range	Active Listings			Months' Supply	List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume		Average	Median	Average	Median	Average	Median
Below \$25,000	72	3.5%	878	2.8	12,192	12,950	87	52	92.9%	100.0%
\$25,000-\$49,999	128	6.2%	4,950	2.5	38,675	39,900	154	77	94.0%	100.0%
\$50,000-\$99,999	357	17.3%	27,260	2.2	76,357	77,900	86	58	95.5%	98.8%
\$100,000-\$124,999	98	4.8%	11,119	1.4	113,461	114,900	67	45	97.2%	98.9%
\$125,000-\$149,999	132	6.4%	18,033	1.2	136,617	138,950	53	31	97.7%	100.0%
\$150,000-\$174,999	110	5.3%	17,872	1.2	162,476	162,250	51	30	97.7%	100.0%
\$175,000-\$199,999	137	6.6%	25,918	1.8	189,185	189,900	67	33	98.2%	100.0%
\$200,000-\$249,999	218	10.6%	49,299	2.1	226,144	225,000	66	38	98.2%	100.0%
\$250,000-\$299,999	197	9.5%	54,368	2.7	275,980	275,000	74	43	98.3%	100.0%
\$300,000-\$399,999	247	12.0%	87,155	4.1	352,855	350,000	90	59	98.6%	100.0%
\$400,000-\$499,999	120	5.8%	53,737	7.1	447,808	443,754	136	85	97.9%	100.0%
\$500,000-\$749,999	79	3.8%	49,282	13.2	623,818	625,000	148	113	97.0%	100.0%
\$750,000-\$999,999	54	2.6%	46,221	13.5	855,953	849,450	167	123	95.3%	100.0%
\$1,000,000 and up	30	1.5%	49,253	15.0	1,641,757	1,389,500	192	142	97.1%	100.0%
All price ranges	2,063	100.0%	516,372	2.4	250,301	195,370	88	50	97.1%	100.0%



ACTIVE LISTINGS ANALYSIS

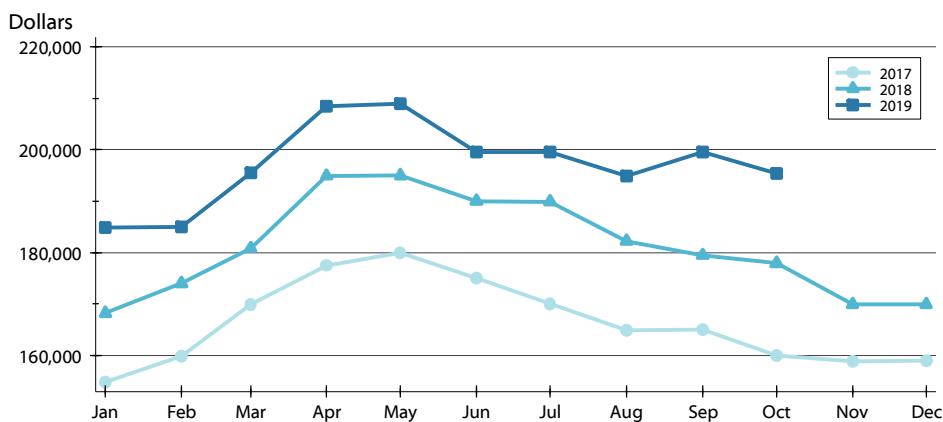
**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 11/8/2019**

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	256,102
August	217,266	242,880	253,144
September	216,820	238,982	258,524
October	215,409	234,663	250,301
November	211,349	228,794	249,301
December	210,949	230,828	249,301

MEDIAN PRICE >>



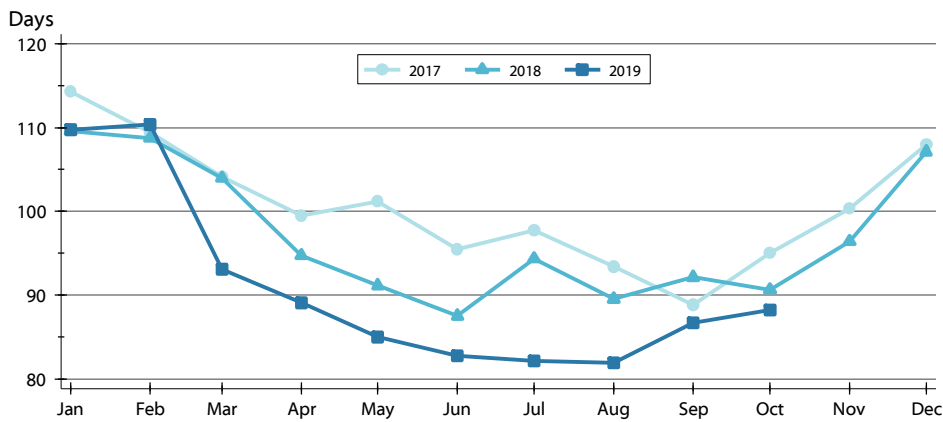
Month	2017	2018	2019
January	154,900	168,248	184,900
February	159,900	174,000	185,000
March	169,900	180,867	195,500
April	177,500	194,900	208,443
May	179,900	195,000	209,000
June	175,000	190,000	199,500
July	170,000	189,900	199,500
August	164,900	182,250	194,900
September	165,000	179,500	199,500
October	160,000	177,900	195,370
November	158,900	169,900	199,500
December	159,000	169,900	199,500



ACTIVE LISTINGS ANALYSIS

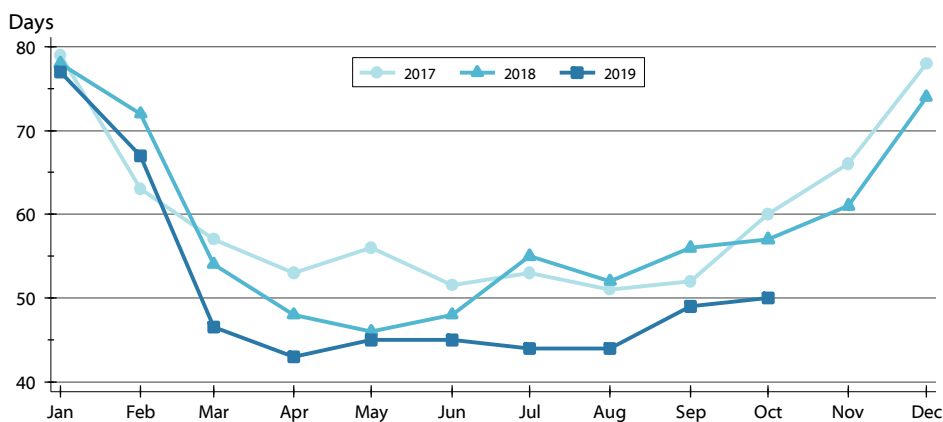
**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 11/8/2019**

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	88
November	100	96	
December	108	107	

MEDIAN DOM

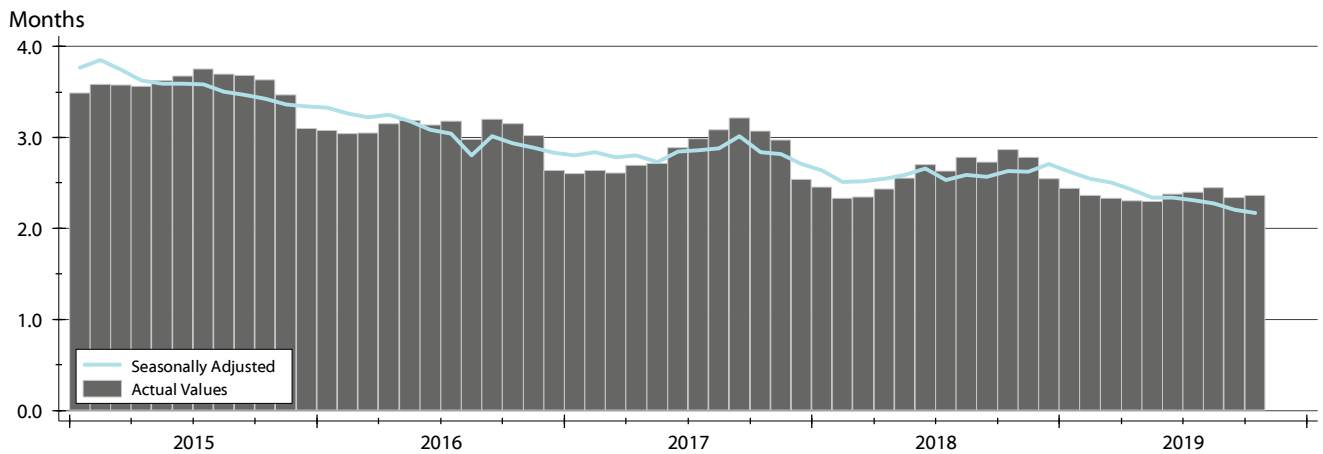


Month	2017	2018	2019
January	79	78	77
February	63	72	67
March	57	54	47
April	53	48	43
May	56	46	45
June	52	48	45
July	53	55	44
August	51	52	44
September	52	56	49
October	60	57	50
November	66	61	
December	78	74	

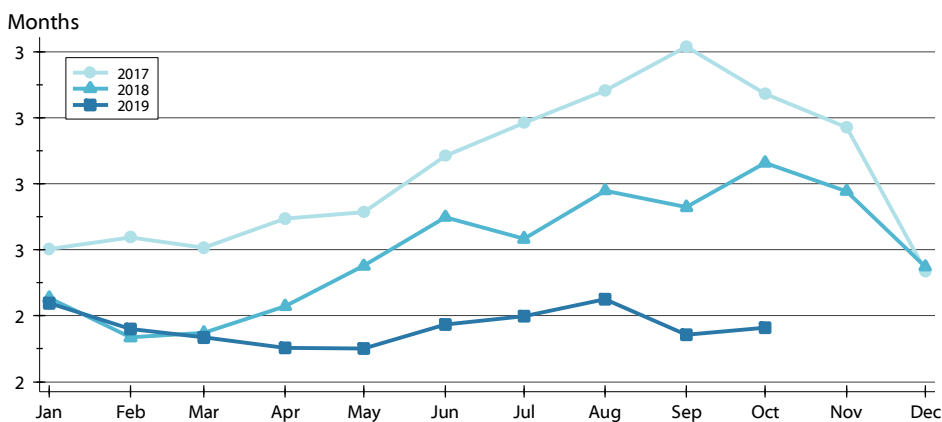
MONTHS' SUPPLY ANALYSIS

HISTORY >>

**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 11/8/2019**



BY MONTH >>

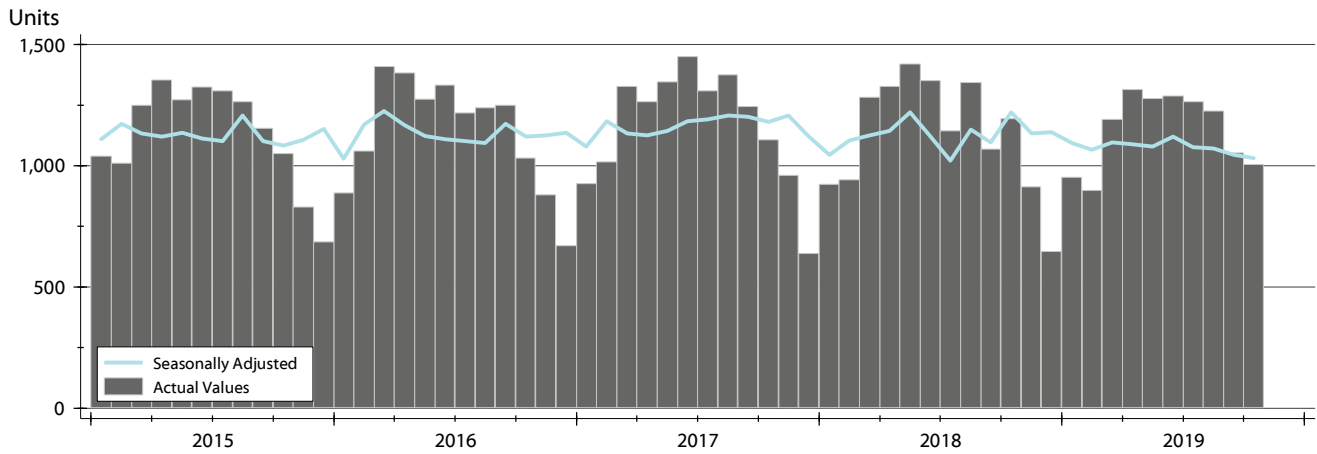


Month	2017	2018	2019
January	2.6	2.5	2.4
February	2.6	2.3	2.4
March	2.6	2.3	2.3
April	2.7	2.4	2.3
May	2.7	2.6	2.3
June	2.9	2.7	2.4
July	3.0	2.6	2.4
August	3.1	2.8	2.4
September	3.2	2.7	2.3
October	3.1	2.9	2.4
November	3.0	2.8	
December	2.5	2.5	

NEW LISTINGS ANALYSIS

HISTORY >>

**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 11/8/2019**



SUMMARY >>

Summary Statistics for New Listings		October		
		2019	2018	Change
Current Month	New Listings	1,005	1,195	-15.9%
	Volume (1,000s)	184,548	218,157	-15.4%
	Average List Price	183,630	182,558	0.6%
	Median List Price	155,000	150,950	2.7%
YTD	New Listings	11,465	11,993	-4.4%
	Volume (1,000s)	2,188,191	2,212,329	-1.1%
	Average List Price	190,858	184,468	3.5%
	Median List Price	159,900	154,900	3.2%

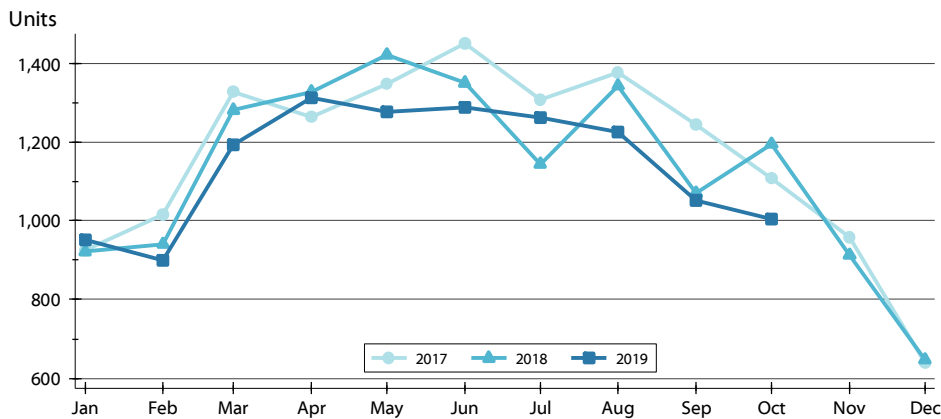
A total of 1,005 new listings were added in South Central Kansas during October, down 15.9% from the same month in 2018. Year-to-date South Central Kansas has seen 11,465 new listings.

The median list price of these homes was \$155,000 up from \$150,950 in 2018.

NEW LISTINGS ANALYSIS

BY MONTH >>

**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 11/8/2019**



Month	2017	2018	2019
January	926	922	951
February	1,016	941	900
March	1,327	1,281	1,192
April	1,264	1,327	1,313
May	1,347	1,421	1,277
June	1,450	1,350	1,288
July	1,308	1,144	1,262
August	1,376	1,342	1,225
September	1,244	1,070	1,052
October	1,107	1,195	1,005
November	959	913	
December	638	647	

BY PRICE RANGE >>

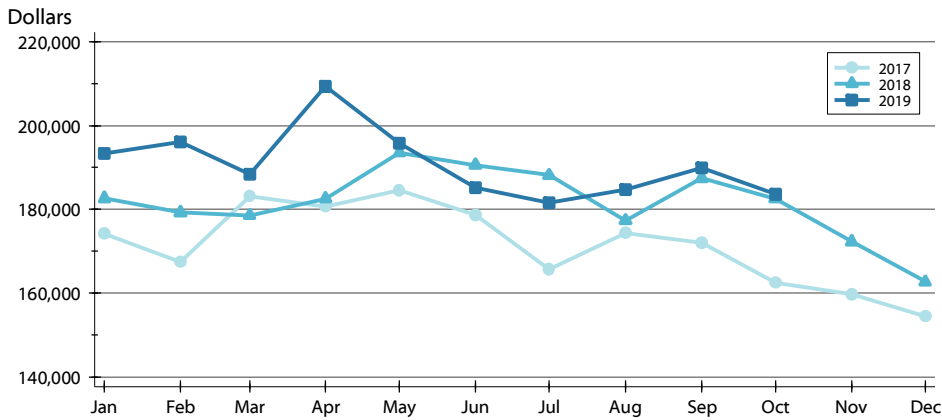
Price Range	New Listings			List Price	
	Number	Percent	Volume	Average	Median
Below \$25,000	39	3.9%	314	8,047	1,500
\$25,000-\$49,999	49	4.9%	1,948	39,749	39,900
\$50,000-\$99,999	187	18.6%	14,488	77,477	79,500
\$100,000-\$124,999	65	6.5%	7,491	115,240	115,000
\$125,000-\$149,999	115	11.4%	15,749	136,950	137,500
\$150,000-\$174,999	115	11.4%	18,679	162,422	164,650
\$175,000-\$199,999	93	9.3%	17,528	188,477	189,000
\$200,000-\$249,999	102	10.1%	23,044	225,922	225,000
\$250,000-\$299,999	80	8.0%	22,038	275,470	275,000
\$300,000-\$399,999	83	8.3%	28,759	346,488	345,000
\$400,000-\$499,999	24	2.4%	10,561	440,060	429,023
\$500,000-\$749,999	13	1.3%	8,031	617,738	599,900
\$750,000-\$999,999	5	0.5%	4,298	859,580	849,000
\$1,000,000 and up	3	0.3%	5,745	1,915,000	1,596,000
All price ranges	1,005	100.0%	184,548	183,630	155,000



NEW LISTINGS ANALYSIS

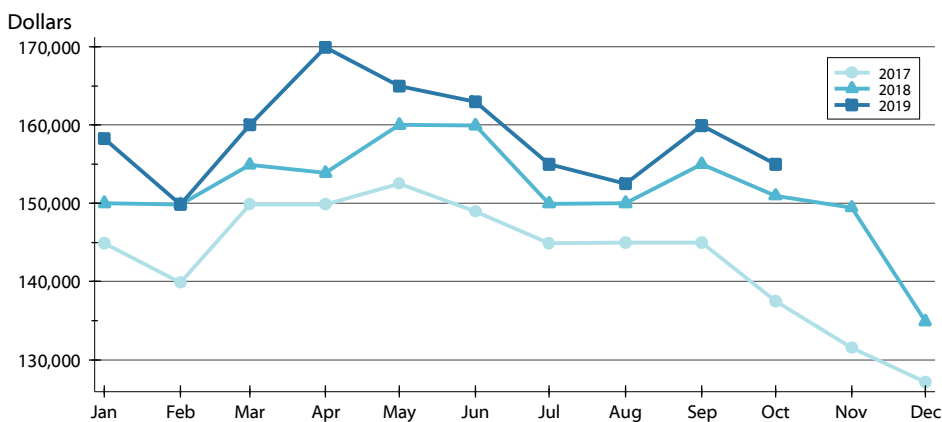
**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 11/8/2019**

AVERAGE PRICE >>



Month	2017	2018	2019
January	174,160	182,633	193,246
February	167,440	179,261	196,067
March	183,129	178,570	188,357
April	180,681	182,527	209,364
May	184,549	193,498	195,770
June	178,592	190,530	185,084
July	165,716	188,145	181,643
August	174,383	177,345	184,722
September	172,006	187,432	189,979
October	162,387	182,558	183,630
November	159,649	172,288	
December	154,423	162,686	

MEDIAN PRICE >>

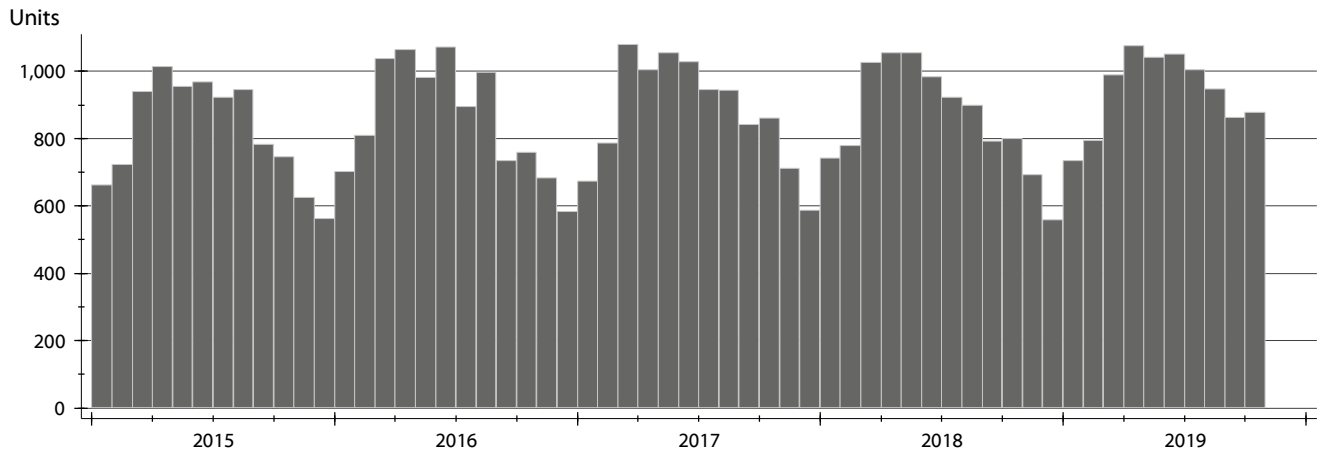


Month	2017	2018	2019
January	144,900	150,000	158,250
February	139,900	149,900	149,900
March	149,900	154,900	160,000
April	149,900	153,900	169,900
May	152,500	160,000	165,000
June	148,950	159,900	163,000
July	144,950	149,950	155,000
August	145,000	150,000	152,500
September	145,000	155,000	159,900
October	137,500	150,950	155,000
November	131,500	149,450	
December	127,200	134,900	

CONTRACTS WRITTEN ANALYSIS

HISTORY >>

**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 11/8/2019**



SUMMARY >>

Summary Statistics for Contracts Written		October			Year-to-Date		
		2019	2018	Change	2019	2018	Change
Closed Listings		878	800	9.7%	9,377	9,052	3.6%
Volume (1,000s)		158,030	143,569	10.1%	1,675,286	1,573,772	6.5%
Average	Sale Price	179,988	179,462	0.3%	178,659	173,859	2.8%
	Days on Market	40	43	-7.6%	40	45	-9.8%
	Percent of Original	97.1%	95.3%	1.9%	96.3%	95.9%	0.4%
Median	Sale Price	159,900	154,900	3.2%	159,500	150,000	6.3%
	Days on Market	18	19	-5.3%	14	19	-26.3%
	Percent of Original	100.0%	97.2%	2.9%	98.6%	97.9%	0.7%

A total of 878 contracts for sale were written in South Central Kansas during the month of October, up from 800 in 2018. The median list price of these homes was \$159,900, up from \$154,900 the prior year.

Half of the homes that went under contract in October were on the market less than 18 days, compared to 19 days in October 2018.



OCTOBER 2019 >>

SOUTH CENTRAL KANSAS MLS STATISTICS



South Central Kansas MLS

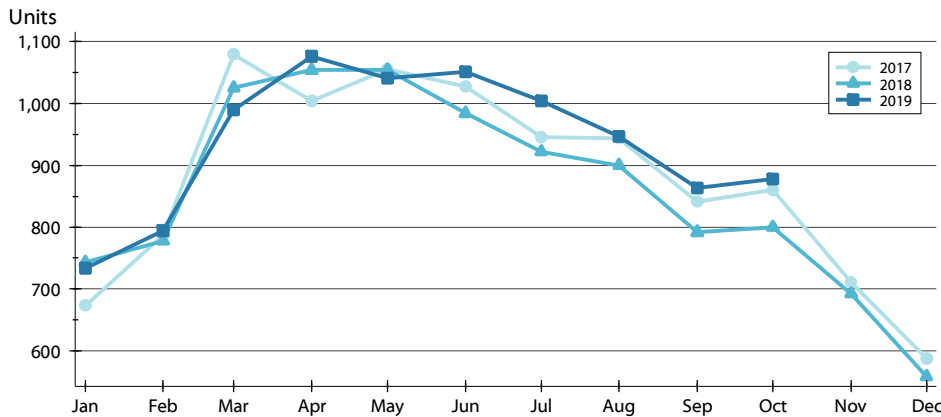
CONTRACTS WRITTEN ANALYSIS

ENTIRE MLS SYSTEM

ALL HOMES (NEW & EXISTING)

AS OF 11/8/2019

BY MONTH >>



Month	2017	2018	2019
January	673	743	734
February	787	778	794
March	1,079	1,025	989
April	1,004	1,054	1,076
May	1,055	1,054	1,041
June	1,027	984	1,051
July	946	922	1,004
August	944	900	947
September	841	792	863
October	860	800	878
November	711	692	863
December	588	559	863

BY PRICE RANGE >>

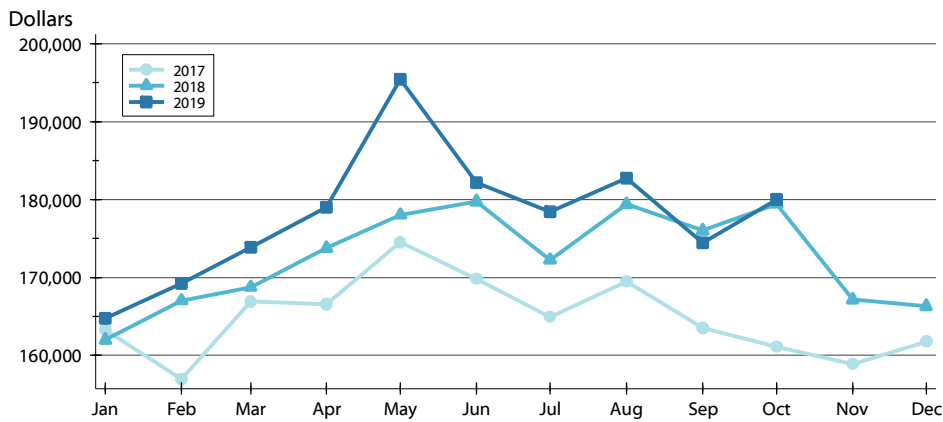
Price Range	Contracts Written			List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median
Below \$25,000	14	1.6%	250	17,843	19,950	78	42	91.3%	83.6%
\$25,000-\$49,999	29	3.3%	1,179	40,653	45,000	51	31	92.0%	100.0%
\$50,000-\$99,999	186	21.2%	14,347	77,137	77,750	38	19	95.8%	100.0%
\$100,000-\$124,999	71	8.1%	8,171	115,081	115,000	36	19	97.6%	100.0%
\$125,000-\$149,999	87	9.9%	11,885	136,605	135,000	17	6	98.2%	100.0%
\$150,000-\$174,999	104	11.8%	16,887	162,375	162,500	28	10	98.0%	100.0%
\$175,000-\$199,999	94	10.7%	17,593	187,165	185,950	31	11	98.1%	100.0%
\$200,000-\$249,999	108	12.3%	24,392	225,854	225,000	36	20	97.9%	100.0%
\$250,000-\$299,999	57	6.5%	15,677	275,030	277,650	41	24	97.9%	100.0%
\$300,000-\$399,999	55	6.3%	19,078	346,868	349,900	67	34	98.7%	100.0%
\$400,000-\$499,999	30	3.4%	13,384	446,125	437,450	91	69	96.1%	98.6%
\$500,000-\$749,999	11	1.3%	6,374	579,427	569,000	104	89	95.6%	98.2%
\$750,000-\$999,999	3	0.3%	2,725	908,300	950,000	101	127	84.0%	91.2%
\$1,000,000 and up	1	0.1%	1,049	1,049,000	1,049,000	144	144	93.2%	93.2%
All price ranges	878	100.0%	158,030	179,988	159,900	40	18	97.1%	100.0%



CONTRACTS WRITTEN ANALYSIS

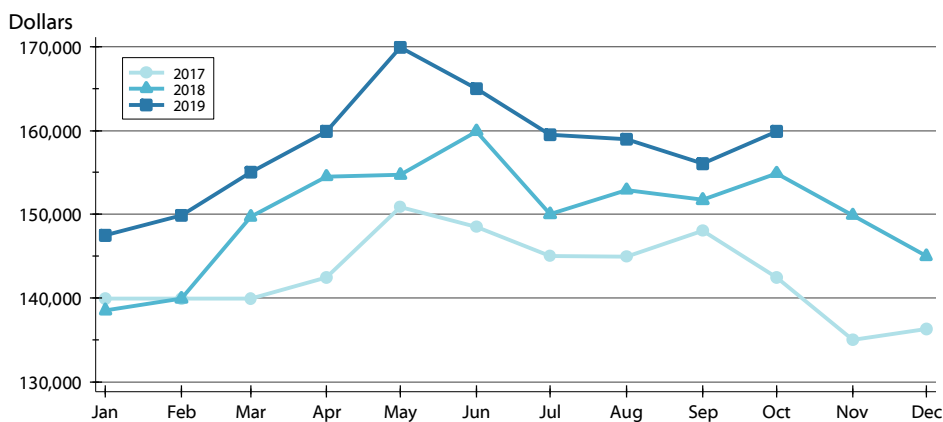
**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 11/8/2019**

AVERAGE PRICE >>



Month	2017	2018	2019
January	163,213	161,962	164,726
February	156,975	167,014	169,240
March	166,903	168,727	173,835
April	166,599	173,771	178,979
May	174,525	178,025	195,460
June	169,773	179,738	182,165
July	164,863	172,239	178,459
August	169,454	179,416	182,731
September	163,452	175,985	174,436
October	161,050	179,462	179,988
November	158,872	167,116	
December	161,778	166,303	

MEDIAN PRICE >>

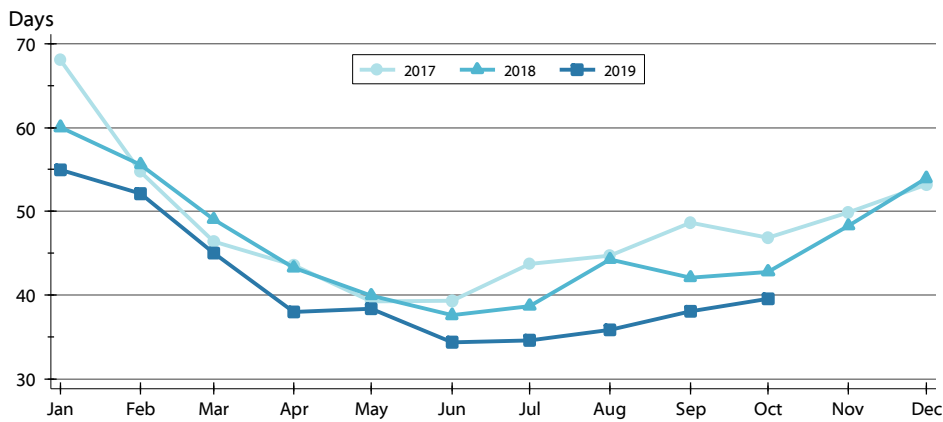


Month	2017	2018	2019
January	139,900	138,500	147,450
February	139,900	139,900	149,900
March	139,900	149,700	155,000
April	142,500	154,500	159,900
May	150,863	154,700	169,900
June	148,450	159,900	165,000
July	145,000	150,000	159,500
August	144,900	152,900	159,000
September	148,000	151,700	156,000
October	142,500	154,900	159,900
November	135,000	149,900	
December	136,250	145,000	

CONTRACTS WRITTEN ANALYSIS

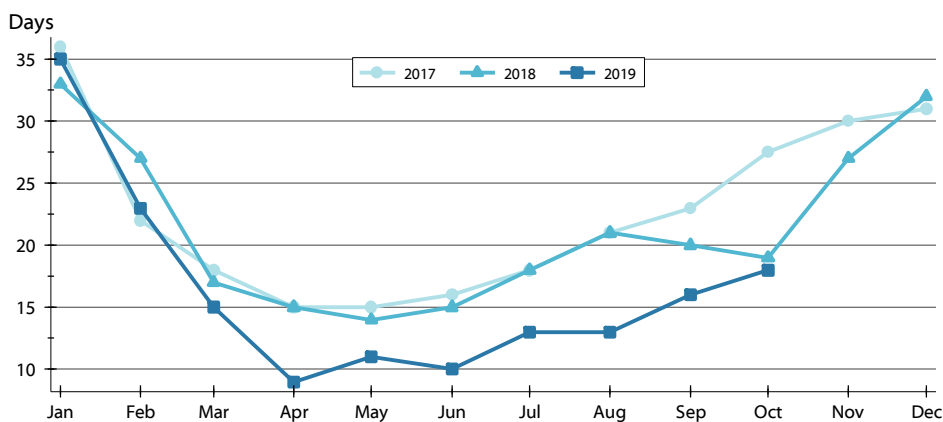
**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 11/8/2019**

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	34
July	44	39	35
August	45	44	36
September	49	42	38
October	47	43	40
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	11
June	16	15	10
July	18	18	13
August	21	21	13
September	23	20	16
October	28	19	18
November	30	27	
December	31	32	



OCTOBER 2019 >>

SOUTH CENTRAL KANSAS MLS STATISTICS

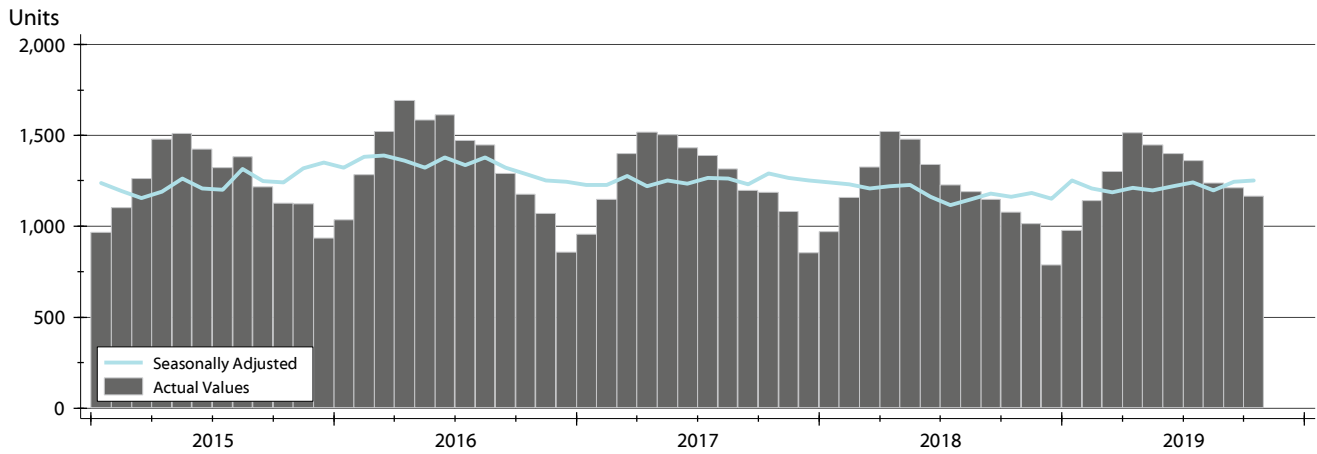


South Central Kansas MLS

PENDING CONTRACTS ANALYSIS

HISTORY >>

ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 11/8/2019



SUMMARY >>

Summary Statistics for Active Listings		End of October		
		2019	2018	Change
Active Listings		1,165	1,077	8.2%
Volume (1,000s)		232,384	205,869	12.9%
Average	List Price	199,471	191,150	4.4%
	Days on Market	41	44	-7.3%
	Percent of Original	98.0%	97.8%	0.3%
Median	List Price	174,900	164,500	6.3%
	Days on Market	12	20	-40.0%
	Percent of Original	100.0%	100.0%	0.0%

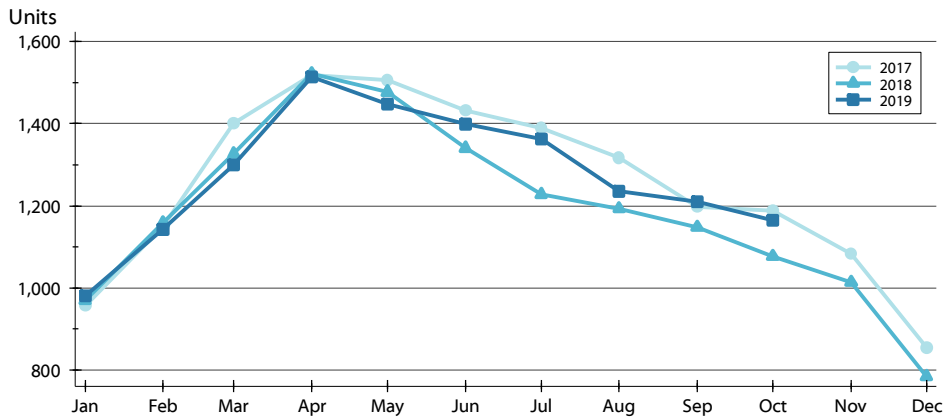
A total of 1,165 listings in South Central Kansas had contracts pending at the end of October, up from 1,077 contracts pending at the end of October 2018.

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

BY MONTH >>

**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 11/8/2019**



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	1,165
November	1,083	1,014	
December	855	785	

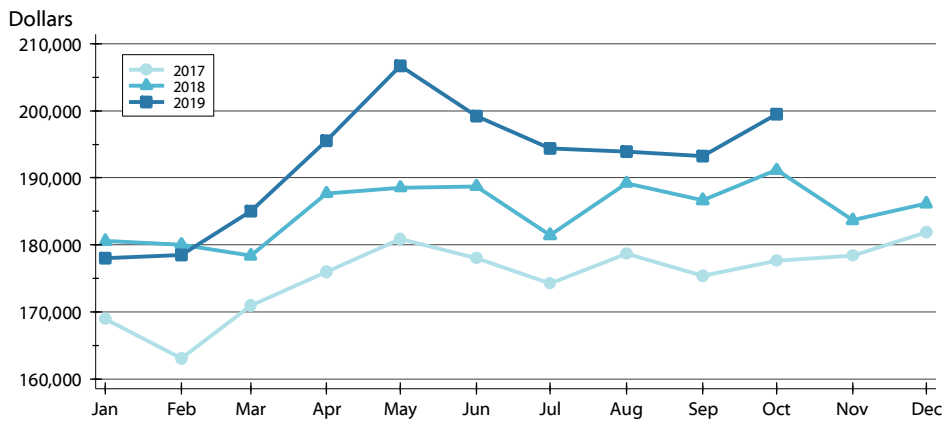
BY PRICE RANGE >>

Price Range	Contracts Written			List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median
Below \$25,000	10	0.9%	201	20,080	19,950	83	41	86.1%	95.0%
\$25,000-\$49,999	33	2.8%	1,369	41,480	44,900	76	31	95.4%	100.0%
\$50,000-\$99,999	214	18.4%	16,690	77,991	79,850	53	19	97.1%	100.0%
\$100,000-\$124,999	86	7.4%	9,758	113,461	115,000	35	14	98.0%	100.0%
\$125,000-\$149,999	106	9.1%	14,555	137,316	137,890	20	6	98.7%	100.0%
\$150,000-\$174,999	127	10.9%	20,608	162,265	162,000	25	9	98.6%	100.0%
\$175,000-\$199,999	134	11.5%	25,223	188,233	188,950	37	11	98.4%	100.0%
\$200,000-\$249,999	148	12.7%	33,585	226,927	229,000	29	12	98.5%	100.0%
\$250,000-\$299,999	84	7.2%	23,137	275,439	276,500	33	10	98.4%	100.0%
\$300,000-\$399,999	124	10.6%	42,761	344,843	344,176	51	5	99.5%	100.0%
\$400,000-\$499,999	50	4.3%	22,181	443,629	439,950	60	30	97.6%	100.0%
\$500,000-\$749,999	16	1.4%	9,109	569,335	551,450	77	70	98.4%	100.0%
\$750,000-\$999,999	5	0.4%	4,251	850,234	775,000	69	43	90.4%	95.2%
\$1,000,000 and up	3	0.3%	3,969	1,323,000	1,395,000	159	144	93.9%	93.2%
All price ranges	1,165	100.0%	232,384	199,471	174,900	41	12	98.0%	100.0%

PENDING CONTRACTS ANALYSIS

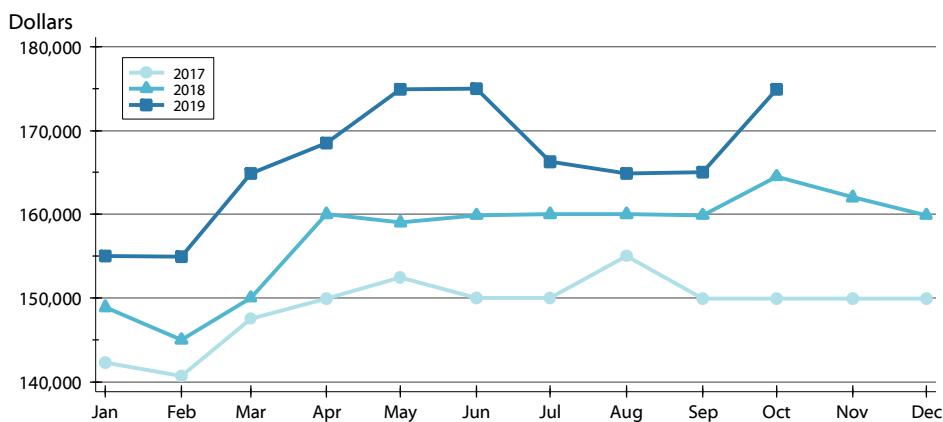
**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 11/8/2019**

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	199,471
November	178,336	183,647	
December	181,887	186,152	

MEDIAN PRICE >>



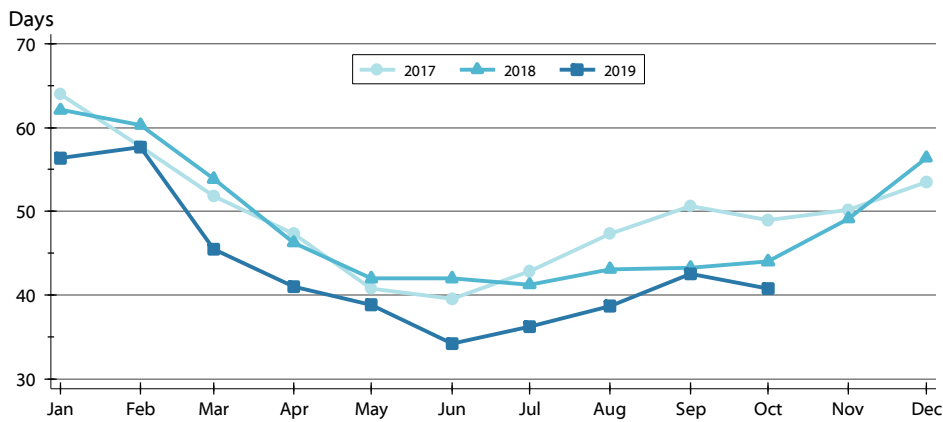
Month	2017	2018	2019
January	142,250	148,900	155,000
February	140,650	145,000	154,900
March	147,500	150,000	164,900
April	149,900	160,000	168,500
May	152,500	159,000	174,900
June	150,000	159,900	175,000
July	150,000	160,000	166,250
August	155,000	160,000	164,900
September	149,900	159,900	165,000
October	149,900	164,500	174,900
November	149,900	162,000	
December	149,950	159,900	



PENDING CONTRACTS ANALYSIS

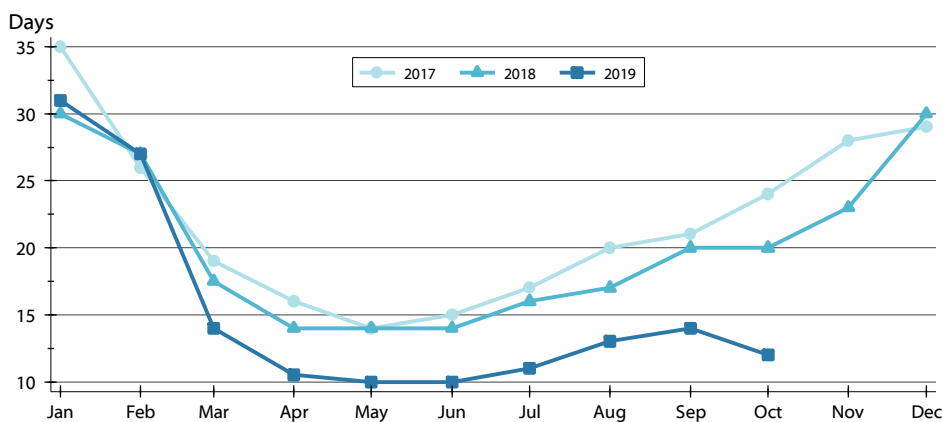
**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 11/8/2019**

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	41
November	50	49	49
December	53	56	56

MEDIAN DOM >>



Month	2017	2018	2019
January	35	30	31
February	26	27	27
March	19	18	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	12
November	28	23	23
December	29	30	30