

WICHITA MARKET TRENDS | JANUARY 2015



The Standard for Excellence.™

Zone Locations

Zone 100: North West to West Wichita

Zone 200: South West Wichita (west of Broadway, East of Ridge Road)

Zone 300: Midtown area to North Wichita (Bordered by Kellogg on the south, Broadway on the east, I-235 on the west)

Zone 400: Northeast Wichita (Bordered by Kellogg on the south, Broadway on the west, 159th on the east)

Zone 500: Southeast Wichita (Bordered by Kellogg on the north, Broadway on the west)

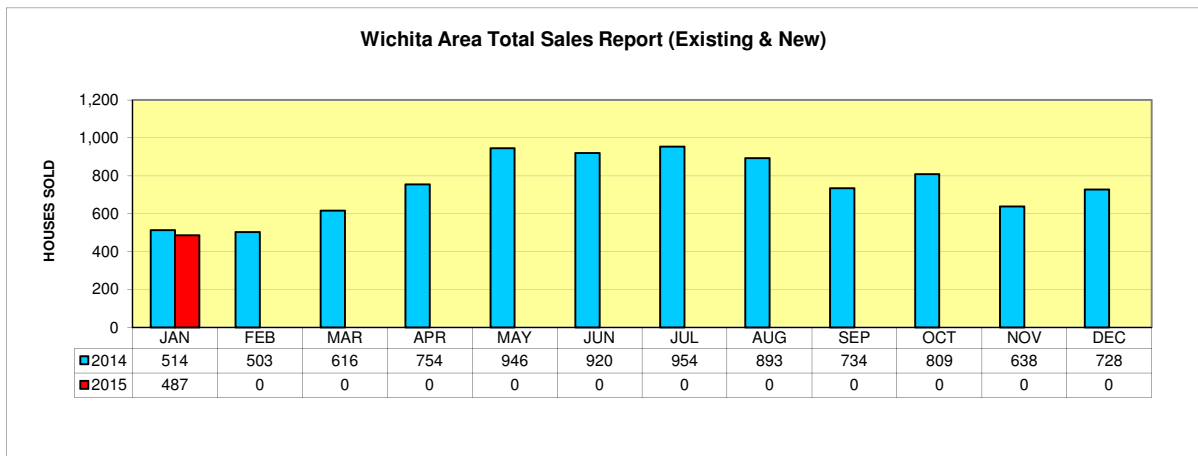
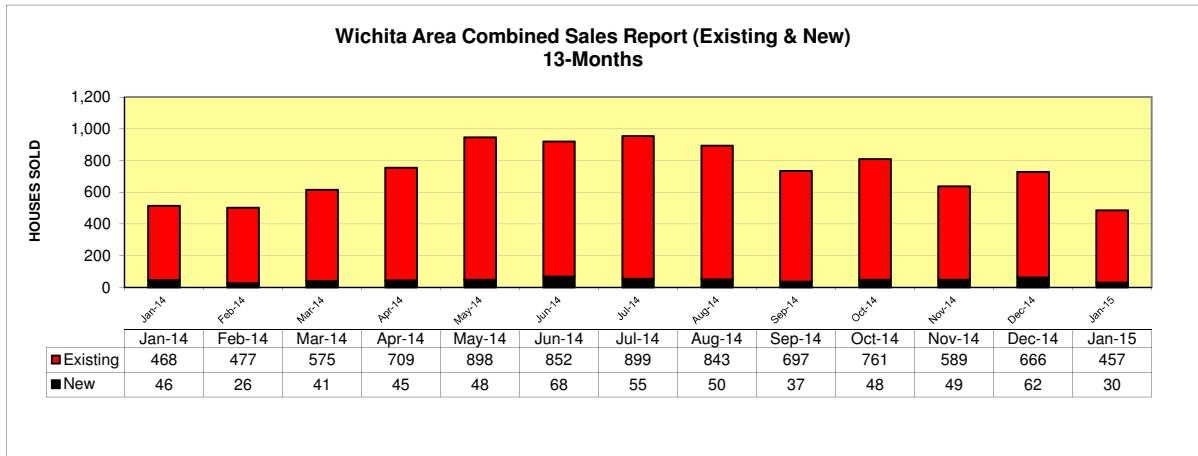
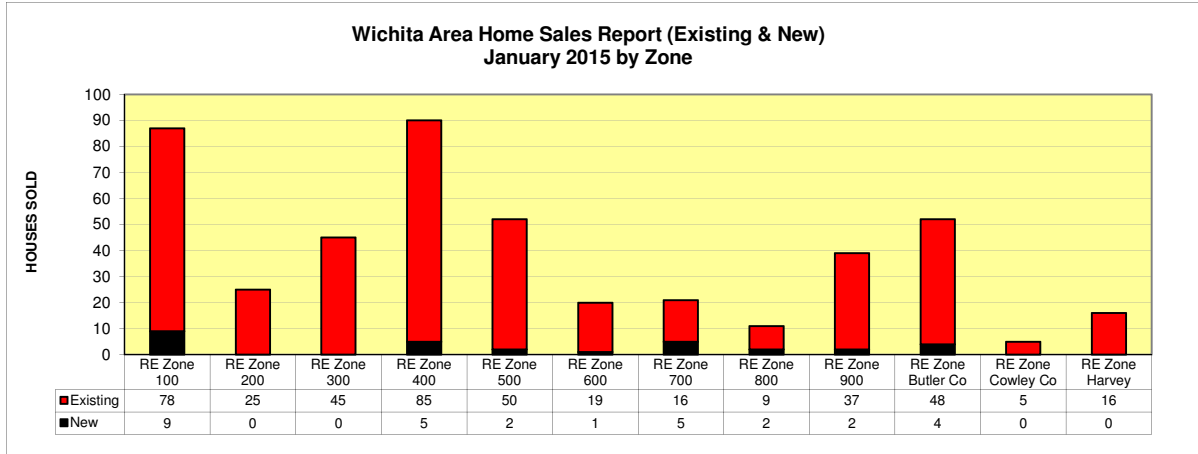
Zone 600: Southwest Sedgwick County (South of Kellogg, West of Broadway)

Zone 700: Northwest Sedgwick County (North of Kellogg, West of Broadway)

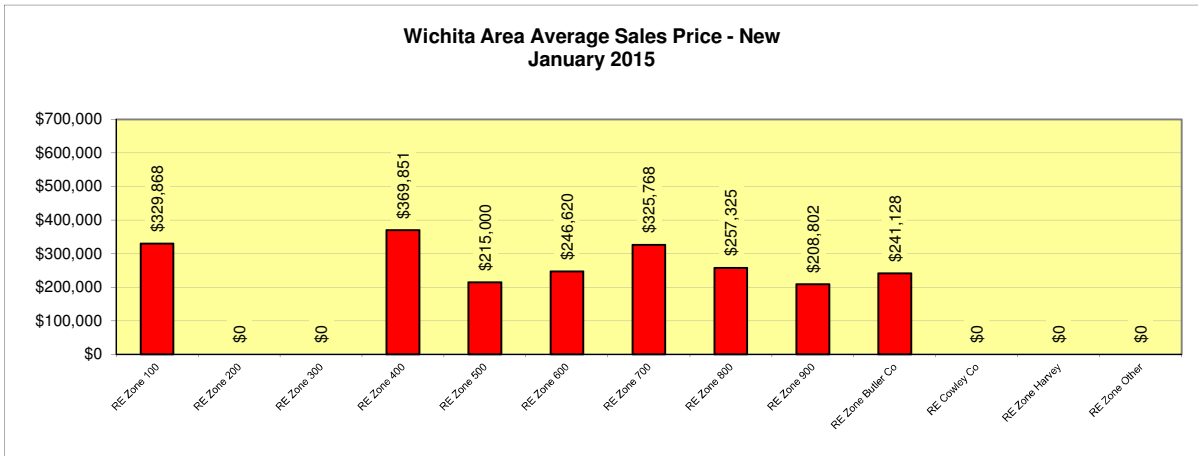
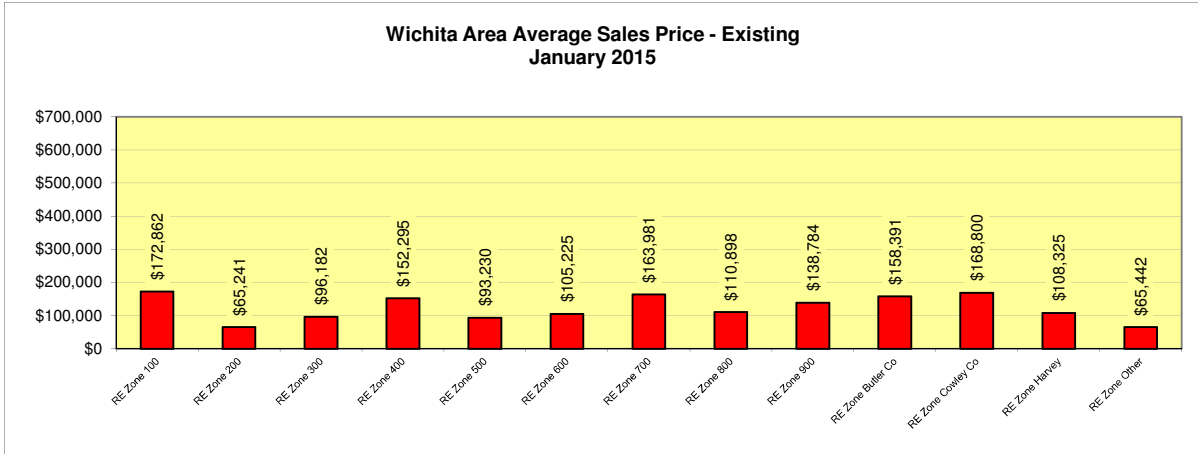
Zone 800: Northeast Sedgwick County (North of Kellogg, East of Broadway)

Zone 900: Southeast Sedgwick County (South of Kellogg, East of Broadway)

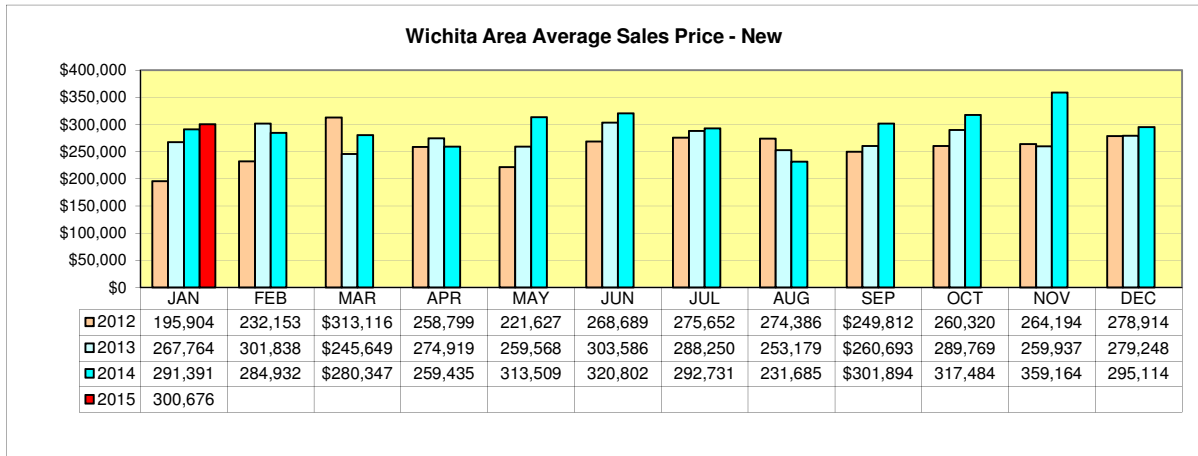
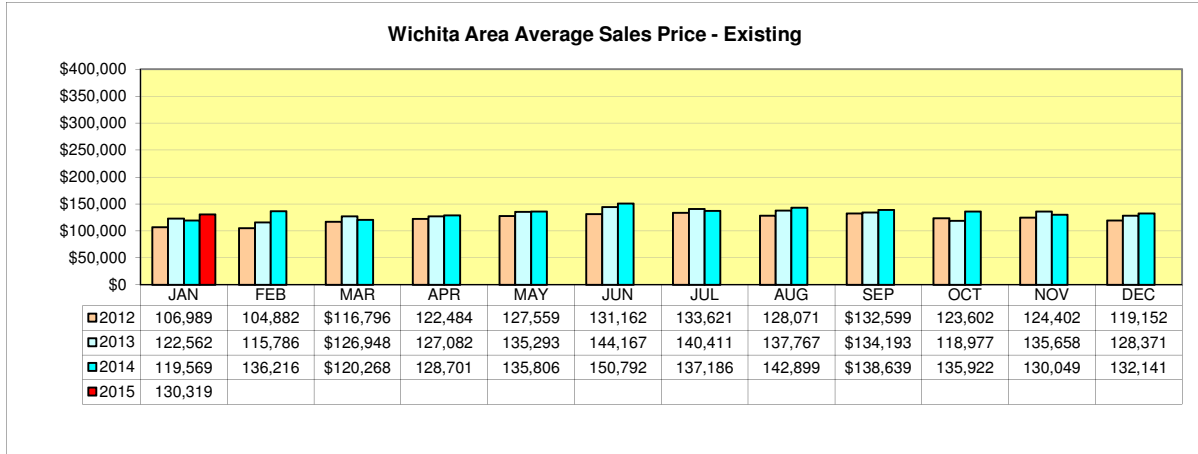
Wichita Area Home Sales Report - January 205



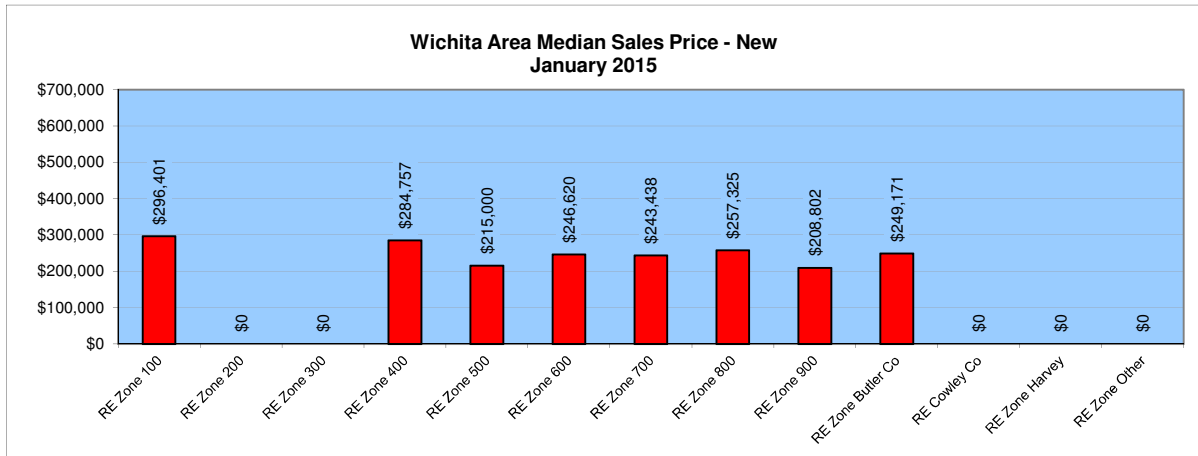
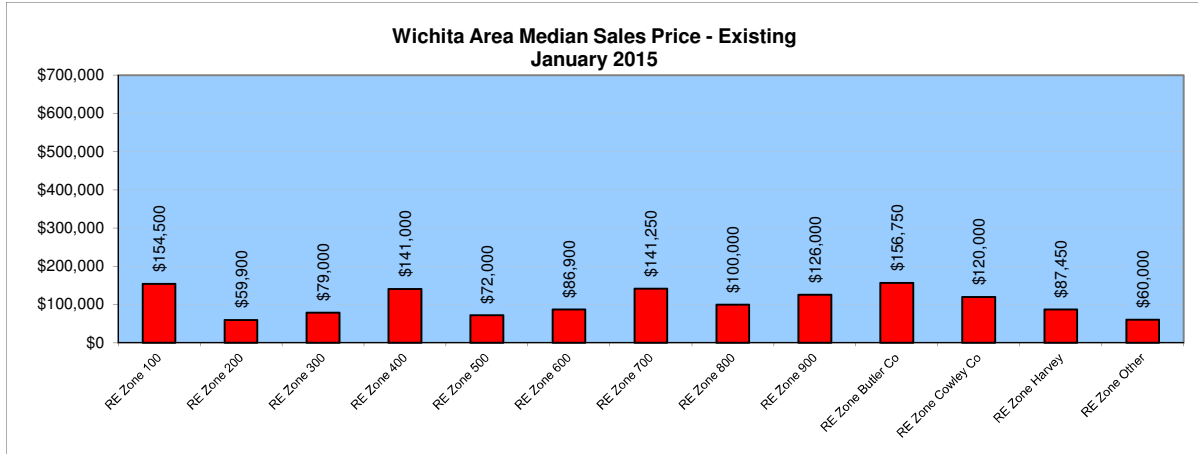
Wichita Area Home Sales Report - January 2015



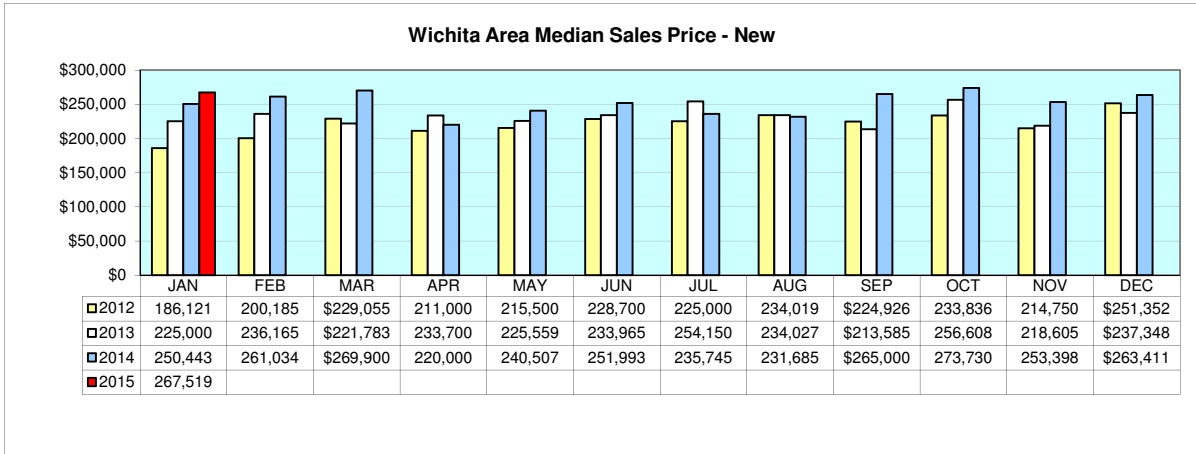
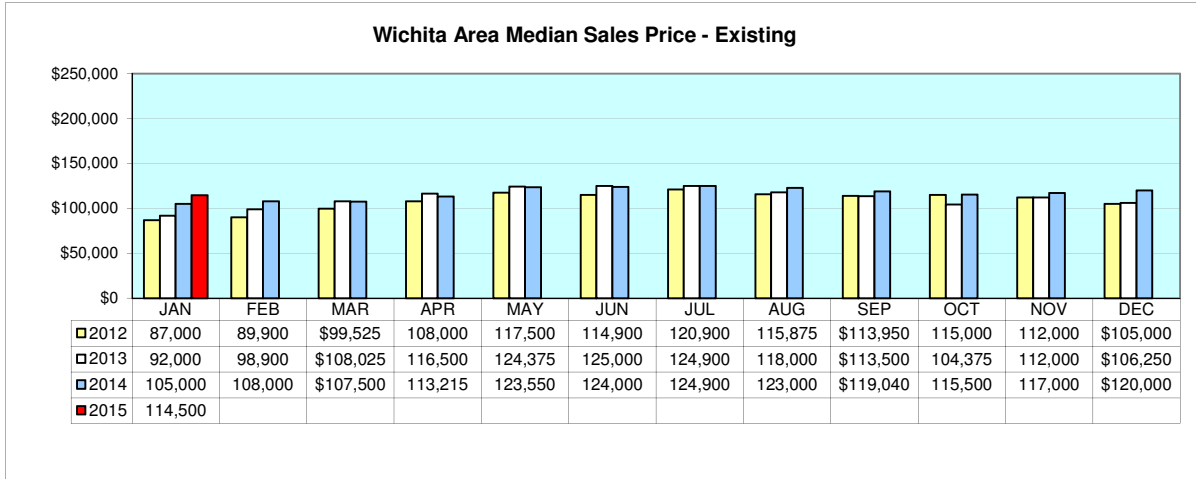
Wichita Area Home Sales Report - January 2015



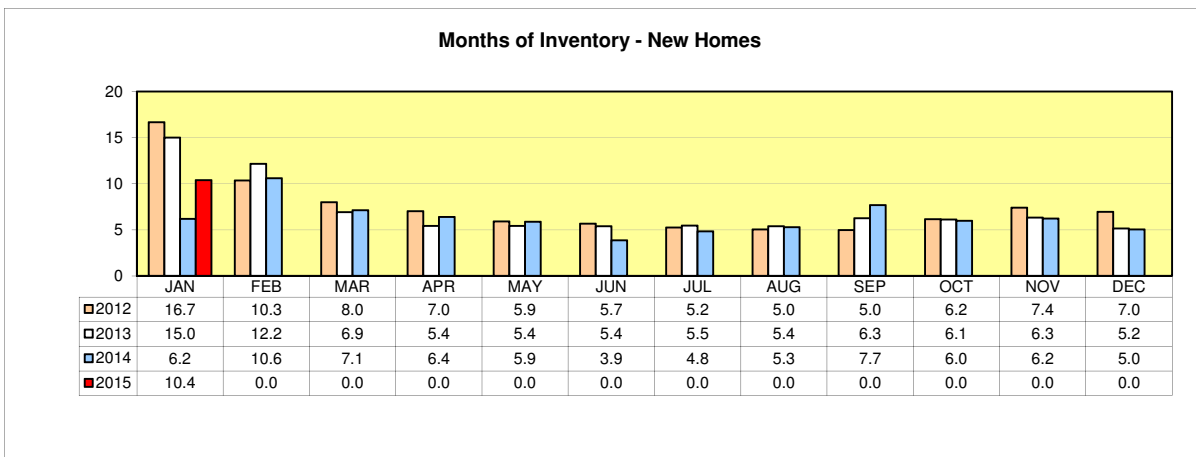
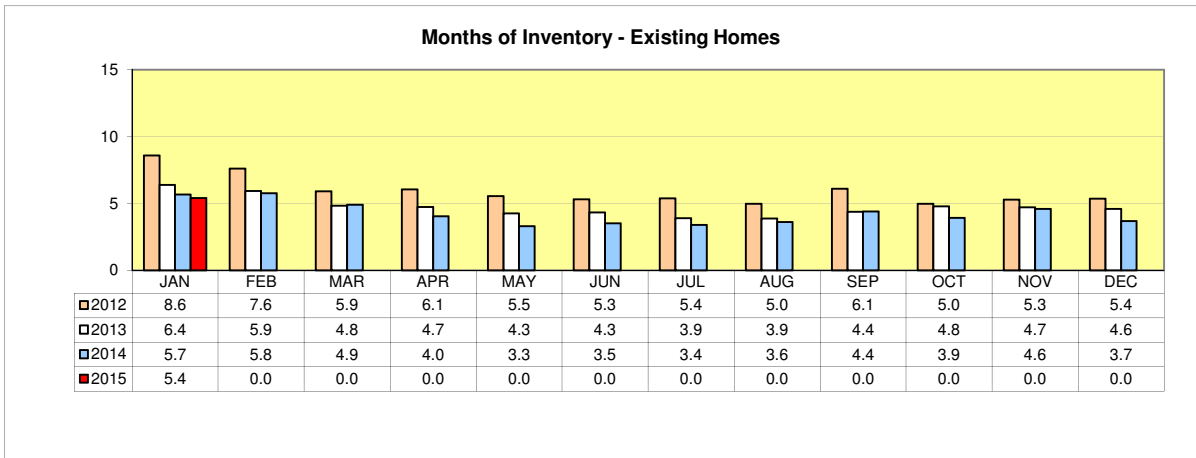
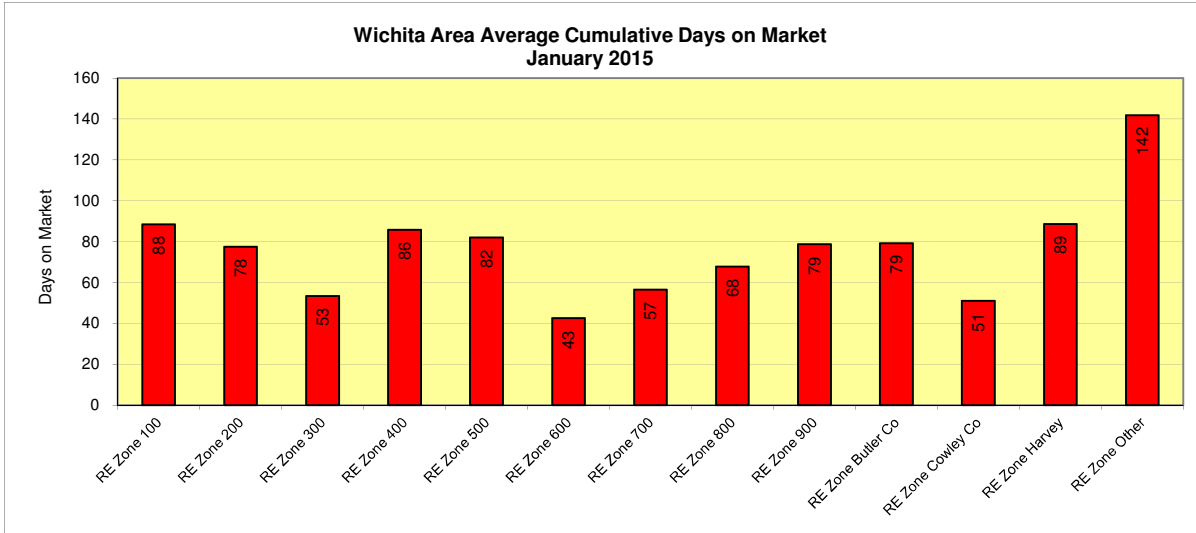
Wichita Area Home Sales Report - January 2015



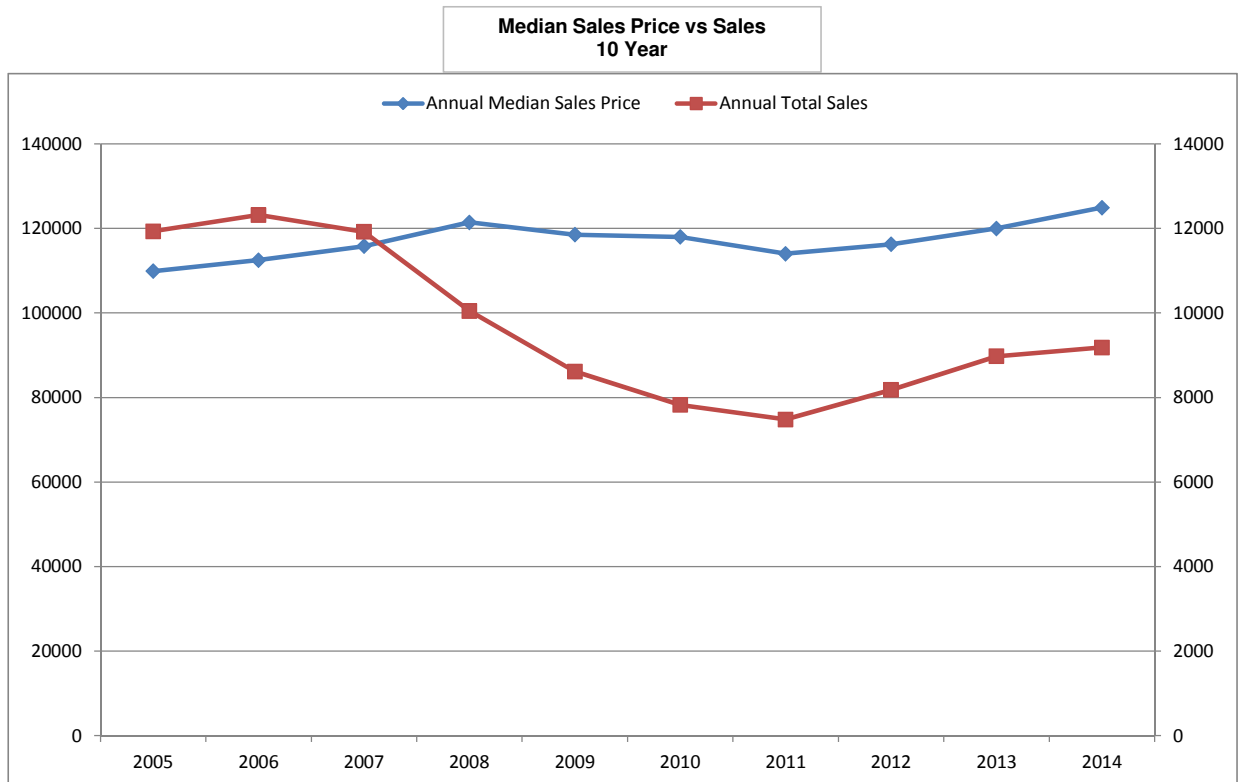
Wichita Area Home Sales Report - January 2015



Wichita Area Home Sales Report - January 2015

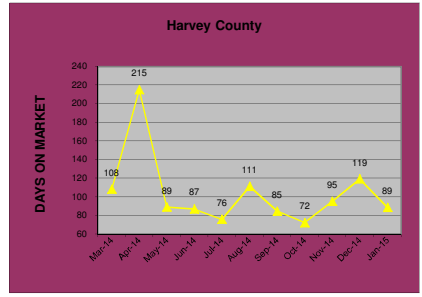
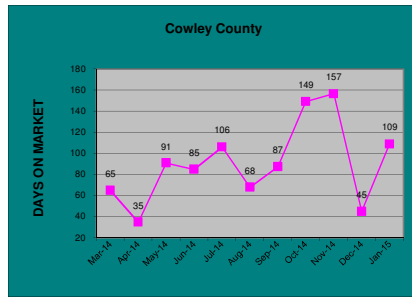
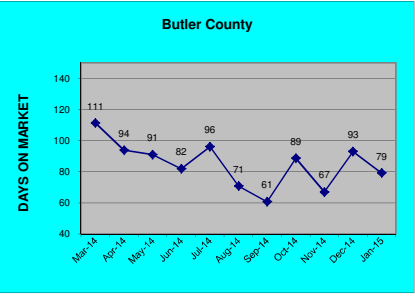
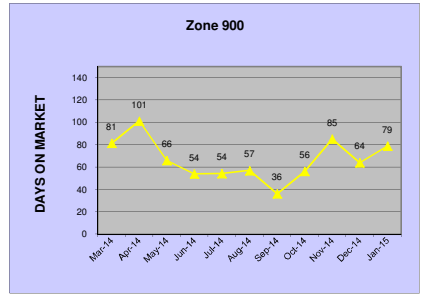
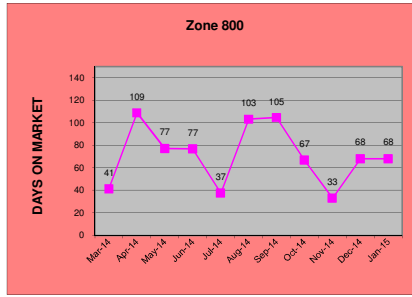
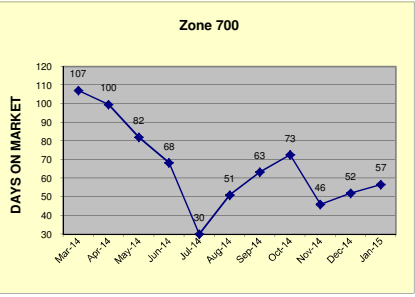
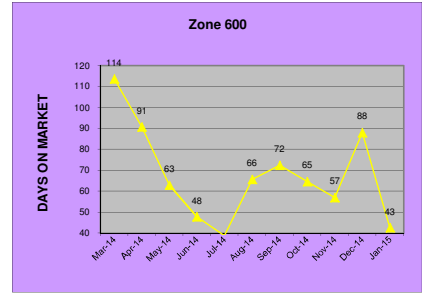
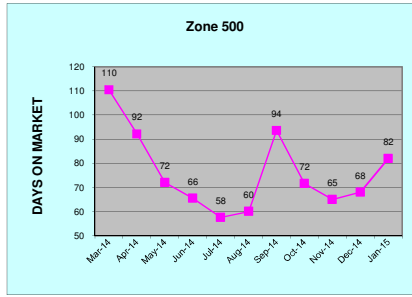
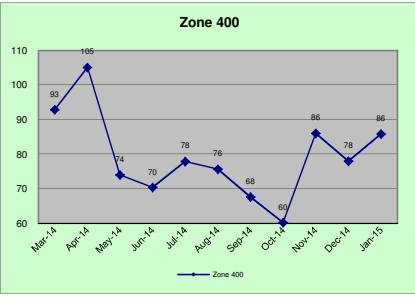
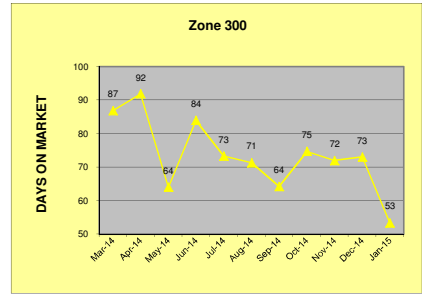
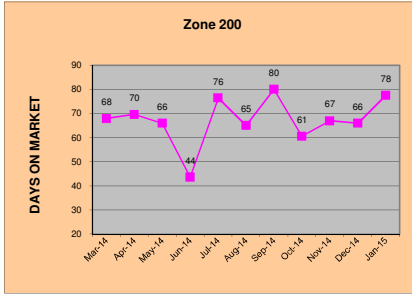
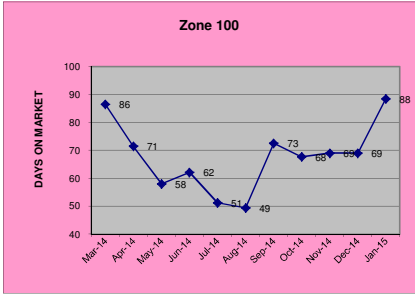


Wichita Area Home Sales Report - January 2015



Note: This information is based on information provided by the REALTORS® of South Central Kansas or South Central Kansas Multiple Listing Service, Inc. for the period indicated. Neither the REALTORS® of South Central Kansas nor the South Central Kansas Multiple Listing Service, Inc. guarantee or are in any way responsible for the accuracy of the data and the data that is provided may not reflect all real estate activity in the market.

AVERAGE CUMULATIVE DAYS ON MARKET BY ZONE
January 2015



SOUTH CENTRAL KANSAS MLS, Inc.
MLS STATISTICS
Report For January 2015
as of 2/7/15

Residential

	<u># of Residential Sales</u>				<u># of New Residential Listings</u>				
	<u>2012</u>	<u>2013</u>	<u>2014</u>	<u>2015</u>		<u>2012</u>	<u>2013</u>	<u>2014</u>	<u>2015</u>
January	428	521	526	487	January	1,128	1,108	904	960
YTD Totals:	428	521	526	487	YTD Totals:	1,128	1,108	904	960
February	502	550	517		February	991	867	846	
March	672	709	629		March	1,187	1,124	1,144	
April	676	764	775		April	1,258	1,259	1,329	
May	763	860	972		May	1,220	1,263	1,319	
June	779	839	939		June	1,238	1,269	1,261	
July	786	929	976		July	1,178	1,228	1,361	
August	820	929	912		August	1,202	1,080	1,047	
September	676	831	742		September	1,052	1,046	1,152	
October	767	727	822		October	1,062	1,063	1,103	
November	682	674	645		November	850	778	757	
December	630	647	728		December	605	648	602	
TOTAL:	8,181	8,980	9,183		TOTAL:	12,971	12,733	12,825	

* = Updated from last month

	<u># of Active Existing Homes for Sale</u>				<u># of Active New Homes for Sale</u>				
	<u>2012</u>	<u>2013</u>	<u>2014</u>	<u>2015</u>		<u>2012</u>	<u>2013</u>	<u>2014</u>	<u>2015</u>
January	3,450	3,176	2,658	2,475	January	317	285	285	312
February	3,567	3,102	2,748		February	300	280	276	
March	3,678	3,206	2,814		March	288	277	292	
April	3,803	3,314	2,870		April	274	272	288	
May	3,878	3,415	2,957		May	261	250	283	
June	3,865	3,380	3,000		June	239	248	262	
July	3,939	3,356	3,047		July	236	268	266	
August	3,827	3,332	3,049		August	227	265	264	
September	3,732	3,350	3,065		September	239	295	284	
October	3,572	3,166	2,979		October	246	306	288	
November	3,369	2,909	2,702		November	259	279	305	
December	3,162	2,710	2,453		December	272	268	313	

JANUARY 2015

From 1/01/15 to 1/31/15 as of 2/7/15

Existing Homes

Area/Type	New	Total Sold	Sold Volume	Avg Sale Amount	Median Sale Amount	Avg CDOM	% of List	Co-Op Sales	Under Contract ¹	Off Mkt	Exp
RE Zone 100	122	78	\$13,483,230	\$172,862	\$154,500	88	96.38	63	120	24	8
RE Zone 200	61	25	\$1,631,035	\$65,241	\$59,900	78	96.23	17	55	13	10
RE Zone 300	83	45	\$4,328,168	\$96,182	\$79,000	53	97.98	31	65	13	9
RE Zone 400	144	85	\$12,945,055	\$152,295	\$141,000	86	94.14	62	102	32	21
RE Zone 500	125	50	\$4,661,490	\$93,230	\$72,000	82	95.55	35	63	24	14
RE Zone 600	32	19	\$1,999,277	\$105,225	\$86,900	43	99.47	10	35	11	6
RE Zone 700	29	16	\$2,623,700	\$163,981	\$141,250	57	97.75	10	19	14	3
RE Zone 800	25	9	\$998,086	\$110,898	\$100,000	68	96.62	7	25	4	8
RE Zone 900	63	37	\$5,135,010	\$138,784	\$126,000	79	98.47	30	43	11	6
RE Zone Butler Co	98	48	\$7,602,750	\$158,391	\$156,750	79	95.56	40	60	25	12
RE Zone Cowley Co	18	5	\$844,000	\$168,800	\$120,000	51	94.44	2	14	6	5
RE Zone Harvey	27	16	\$1,733,200	\$108,325	\$87,450	89	95.54	16	23	10	4
RE Zone Other	68	24	\$1,570,607	\$65,442	\$60,000	142	92.83	9	31	9	19
Area Subtotals*	895	457	\$59,555,608	\$130,319	\$114,500	81	95.99	332	655	196	125

¹ Reflects number of listings which were placed under contract during the month.

JANUARY 2015

From 1/01/15 to 1/31/15 as of 2/7/15

New Homes

(Including Under Construction)

Area/Type	New	Total Sold	Sold Volume	Avg Sale Amount	Median Sale Amount	Co-Op Sales	Under Contract ¹	Off Mkt	Exp
RE Zone 100	24	9	\$2,968,814	\$329,868	\$296,401	6	11	2	9
RE Zone 200	0	0	\$0	\$0	\$0	0	0	0	0
RE Zone 300	1	0	\$0	\$0	\$0	0	0	0	0
RE Zone 400	17	5	\$1,849,256	\$369,851	\$284,757	4	8	1	0
RE Zone 500	5	2	\$430,000	\$215,000	\$215,000	2	0	1	0
RE Zone 600	5	1	\$246,620	\$246,620	\$246,620	1	0	1	0
RE Zone 700	2	5	\$1,628,838	\$325,768	\$243,438	4	2	0	0
RE Zone 800	0	2	\$514,649	\$257,325	\$257,325	0	0	0	0
RE Zone 900	1	2	\$417,604	\$208,802	\$208,802	2	4	3	1
RE Zone Butler Co	10	4	\$964,512	\$241,128	\$249,171	4	6	2	2
RE Cowley Co	0	0	\$0	\$0	\$0	0	0	0	0
RE Zone Harvey	0	0	\$0	\$0	\$0	0	1	0	0
RE Zone Other	0	0	\$0	\$0	\$0	0	0	0	0
Area Subtotals*	65	30	\$9,020,293	\$300,676	\$267,519	23	32	10	12

¹ Reflects number of listings which were placed under contract during the month.

Year To Date

From 1/01/15 to 1/31/15 as of 2/7/15

Existing Homes

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RE Zone 300	83	45	\$4,328,168	\$96,182	\$79,000	53	97.98	31	65	13	9
RE Zone 400	144	85	\$12,945,055	\$152,295	\$141,000	86	94.14	62	102	32	21
RE Zone 500	125	50	\$4,661,490	\$93,230	\$72,000	82	95.55	35	63	24	14
RE Zone 600	32	19	\$1,999,277	\$105,225	\$86,900	43	99.47	10	35	11	6
RE Zone 700	29	16	\$2,623,700	\$163,981	\$141,250	57	97.75	10	19	14	3
RE Zone 800	25	9	\$998,086	\$110,898	\$100,000	68	96.62	7	25	4	8
RE Zone 900	63	37	\$5,135,010	\$138,784	\$126,000	79	98.47	30	43	11	6
RE Zone Butler Co	98	48	\$7,602,750	\$158,391	\$156,750	79	95.56	40	60	25	12
RE Zone Cowley Co	18	5	\$844,000	\$168,800	\$120,000	51	94.44	2	14	6	5
RE Zone Harvey	27	16	\$1,733,200	\$108,325	\$87,450	89	95.54	16	23	10	4
RE Zone Other	68	24	\$1,570,607	\$65,442	\$60,000	142	92.83	9	31	9	19
Area Subtotals*	895	457	\$59,555,608	\$130,319	\$114,500	81	95.99	332	655	196	125

¹ Reflects listings which were placed under contract during the current year which still have a status of under contract.

Year To Date

From 1/01/15 to 1/31/15 as of 2/7/15

New Homes

(Including Under Construction)

Area/Type	New	Total Sold	Sold Volume	Avg Sale Amount	Median Sale Amount	Co-Op Sales	Under Contract ¹	Off Mkt	Exp
RE Zone 100	24	9	\$2,968,814	\$329,868	\$296,401	6	11	2	0
RE Zone 200	0	0	\$0	\$0	\$0	0	0	0	0
RE Zone 300	1	0	\$0	\$0	\$0	0	0	0	0
RE Zone 400	17	5	\$1,849,256	\$369,851	\$284,757	4	8	1	0
RE Zone 500	5	2	\$430,000	\$215,000	\$215,000	2	0	1	0
RE Zone 600	5	1	\$246,620	\$246,620	\$246,620	1	0	1	0
RE Zone 700	2	5	\$1,628,838	\$325,768	\$243,438	4	2	0	0
RE Zone 800	0	2	\$514,649	\$257,325	\$257,325	0	0	0	0
RE Zone 900	1	2	\$417,604	\$208,802	\$208,802	2	4	3	1
RE Zone Butler Co	10	4	\$964,512	\$241,128	\$249,171	4	6	2	2
RE Zone Cowley Co	0	0	\$0	\$0	\$0	0	0	0	0
RE Zone Harvey	0	0	\$0	\$0	\$0	0	1	0	0
RE Zone Other	0	0	\$0	\$0	\$0	0	0	0	0
Area Subtotals*	65	30	\$9,020,293	\$300,676	\$2,675,199	23	32	10	3

¹ Reflects listings which were placed under contract during the current year which still have a status of under contract.

South Central Kansas MLS, Inc.
(Compiled by South Central Kansas MLS, Inc.)

TOTALS REPORTS
SOLD/ACTIVE RESIDENTIAL LISTINGS
01-Jan-2015 - 31-Jan-2015

PRICE CLASS/TYPE	Residential Unit Sales			Total Resid Sales	Unit Sales	
	0-2 Bedrm	3 Bedrm	4+ Bedrm		Condo/ Co-Op	Total Units
\$29,999 OR UNDER	13	13	2	28	0	28
\$30,000 - \$39,999	10	10	2	22	1	23
\$40,000 - \$49,999	5	13	3	21	2	23
\$50,000 - \$59,999	8	12	1	21	5	26
\$60,000 - \$69,999	7	12	4	23	0	23
\$70,000 - \$79,999	10	16	2	28	1	29
\$80,000 - \$89,999	3	20	4	27	0	27
\$90,000 - \$99,999	4	10	2	16	3	19
\$100,000 - \$119,999	5	30	7	42	2	44
\$120,000 - \$139,999	3	25	9	37	1	38
\$140,000 - \$159,999	3	21	24	48	0	48
\$160,000 - \$179,999	1	12	30	43	0	43
\$180,000 - \$199,999	1	3	13	17	0	17
\$200,000 - \$249,999	1	9	28	38	0	38
\$250,000 - \$299,999	1	9	17	27	1	28
\$300,000 - \$399,999	1	3	18	22	0	22
\$400,000 - \$499,999	0	0	5	5	0	5
\$500,000 OR OVER	0	0	6	6	0	6
Total Types:	76	218	177	471	16	487
Average Price:	\$75,490	\$110,169	\$140,604	\$142,689	\$85,575	\$140,813
Median Price:	\$101,250	\$101,250	\$178,000	\$121,500	\$68,750	\$120,000
Average DOM:	76	72	70	72	84	72

SF DAYS ON MARKET (SALES) :	CO DAYS ON MARKET (SALES) :
0 - 30: 156	0 - 30: 3
31 - 60: 107	31 - 60: 4
61 - 90: 67	61 - 90: 6
91 - 120: 59	91 - 120: 0
121+ : 82	121+ : 3

SF TERMS OF SALE (SALES) :	CO TERMS OF SALE (SALES) :
ASSUMPTION : 1	ASSUMPTION : 0
Bond : 1	Bond : 0
Cash : 132	Cash : 14
Contract for De: 3	Contract for De: 0
Conventional : 202	Conventional : 2
FHA : 81	FHA : 0
Lease/Purchase : 0	Lease/Purchase : 0
Owner Carry : 1	Owner Carry : 0
TRADE (see Pvt : 0	TRADE (see Pvt : 0
USDA Rural Deve: 9	USDA Rural Deve: 0
VA : 40	VA : 0

PRICE CLASS/TYPE -----	Single Family -----	Condo/ Co-Op -----
\$19,999 OR UNDER	55	5
\$20,000 - \$29,999	39	0
\$30,000 - \$39,999	58	1
\$40,000 - \$49,999	121	12
\$50,000 - \$59,999	148	9
\$60,000 - \$69,999	174	12
\$70,000 - \$79,999	190	7
\$80,000 - \$89,999	137	12
\$90,000 - \$99,999	104	4
\$100,000 - \$119,999	144	8
\$120,000 - \$139,999	204	8
\$140,000 - \$159,999	172	3
\$160,000 - \$179,999	139	5
\$180,000 - \$199,999	152	4
\$200,000 - \$249,999	253	2
\$250,000 - \$299,999	173	0
\$300,000 - \$399,999	172	2
\$400,000 - \$499,999	78	0
\$500,000 - \$749,999	85	1
\$750,000 - \$999,999	31	0
\$1,000,000 OR OVER	23	0
Total Types:	2652	95
Average Price:	191,019	100,974
Median Price:	\$134,900	\$85,450
Pending Total:	999	



February 8, 2015

The South Central Kansas MLS releases the January Wichita-area home sales figures.

Existing home sales decreased 31.4% between December and January according to the latest figures released by the South Central Kansas MLS, and decreased by 2.4% on a year over year basis. Existing homes sales in January totaled 457, down from 589 units in December. The median sales price of existing homes in January decreased 4.6% compared to December, but is up 9% from one year ago.

New home sales decreased in January with 30 homes sold compared to 62 last month and are down 34.8% from one year ago. The January median sale price of new homes increased to \$267,519 from \$263,411 in December and is up from \$250,443 one year ago.

Existing home inventory this month increased to 2,475 homes in inventory compared to 2,453 last month. The existing home inventory this month is 6.9% lower than it was a year ago when the existing home inventory was 2,658.

New home inventory decreased this month with 312 homes in inventory compared to 313 new homes on the market last month. The new home inventory is 9.5% higher than it was a year ago at this time when there were 285 new homes on the market.

New and existing home inventory combined was 2,787 homes which is up 0.8% from last month. One year ago, the combined inventory was 2,943 which represent a 5.3% decrease in total inventory over the past year.

Months of Inventory is determined by taking the inventory and dividing it by the number of sales. A “balanced market” is considered to be a 5-6 month supply. If the supply exceeds 6 months, the market begins to favor buyers. When the supply is less than 5 months, the market tends to favor sellers. Months of inventory for existing homes increased to 5.4 in January, which indicates a balanced market. Months of inventory for new homes increased this month to 10.4 months of inventory.

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