



MARKET OVERVIEW >>

South Central Kansas Home Sales Rose in December

Total home sales in South Central Kansas rose by 15.3% last month to 837 units, compared to 726 units in December 2018. Total sales volume was \$146.2 million, up 26.2% from a year earlier.

The median sale price in December was \$150,000, up from \$144,250 a year earlier. Homes that sold in December were typically on the market for 19 days and sold for 99.5% of their list prices.

South Central Kansas Active Listings Down at End of December

The total number of active listings in South Central Kansas at the end of December was 1,677 units, down from 2,205 at the same point in 2018. This represents a 1.9 months' supply of homes available for sale. The median list price of homes on the market at the end of December was \$184,080.

During December, a total of 571 contracts were written up from 567 in December 2018. At the end of the month, there were 850 contracts pending, compared to 785 at the end of December 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		December		
Summary Statistics		2019	2018	Change
Home Sales		837	726	15.3%
Active Listings		1,677	2,205	-23.9%
Months' Supply		1.9	2.5	-26.9%
New Listings		566	654	-13.5%
Contracts Written		571	567	0.7%
Pending Contracts		850	785	8.3%
Sales Volume (1,000s)		146,233	115,861	26.2%
Average	Sale Price	174,711	159,588	9.5%
	List Price of Actives	244,028	230,828	5.7%
	Days on Market	40	47	-15.3%
	Percent of List	97.7%	97.8%	-0.1%
	Percent of Original	95.5%	95.3%	0.3%
Median	Sale Price	150,000	144,250	4.0%
	List Price of Actives	184,080	169,900	8.3%
	Days on Market	19	24	-20.8%
	Percent of List	99.5%	98.8%	0.7%
	Percent of Original	97.6%	97.0%	0.6%

REPORT CONTENTS >>

- [Three-Year Comparisons](#) – Page 2
- [Year-to-Date Statistics](#) – Page 3
- [Closed Listings Analysis](#) – Page 4
- [Active Listings Analysis](#) – Page 8
- [Months' Supply Analysis](#) – Page 12
- [New Listings Analysis](#) – Page 13
- [Contracts Written Analysis](#) – Page 16
- [Pending Contracts Analysis](#) – Page 20



THREE-YEAR COMPARISONS

SUMMARY >>

BREAKDOWNS BY HOME TYPE ENTIRE MLS SYSTEM AS OF 1/12/2020

December MLS Statistics		2019			2018			2017			
By Property Type		Total	Existing	New	Total	Existing	New	Total	Existing	New	
Home Sales		837	768	69	726	671	55	821	759	62	
	Change from prior year	15.3%	14.5%	25.5%	-11.6%	-11.6%	-11.3%	4.7%	5.3%	-1.6%	
Active Listings		1,677	1,420	257	2,205	1,918	287	2,214	1,924	290	
	Change from prior year	-23.9%	-26.0%	-10.5%	-0.4%	-0.3%	-1.0%	-2.8%	-5.9%	24.5%	
Months' Supply		1.9	1.7	4.2	2.5	2.4	4.6	2.5	2.4	5.1	
	Change from prior year	-26.9%	-29.1%	-10.3%	0.5%	1.3%	-9.4%	-3.8%	-7.4%	32.5%	
New Listings		566	537	29	654	582	72	638	584	54	
	Change from prior year	-13.5%	-7.7%	-59.7%	2.5%	-0.3%	33.3%	-4.9%	-4.4%	-10.0%	
Contracts Written		571	532	39	567	528	39	588	546	42	
	Change from prior year	0.7%	0.8%	0.0%	-3.6%	-3.3%	-7.1%	0.7%	2.2%	-16.0%	
Pending Contracts		850	676	174	785	650	135	855	708	147	
	Change from prior year	8.3%	4.0%	28.9%	-8.2%	-8.2%	-8.2%	-0.2%	-8.9%	83.7%	
Sales Volume (1,000s)		146,233	124,480	21,753	115,861	98,456	17,405	123,800	105,762	18,038	
	Change from prior year	26.2%	26.4%	25.0%	-6.4%	-6.9%	-3.5%	-1.2%	1.0%	-12.5%	
Average	Sale Price	174,711	162,083	315,266	159,588	146,730	316,448	150,792	139,344	290,934	
		Change from prior year	9.5%	10.5%	-0.4%	5.8%	5.3%	8.8%	-5.7%	-4.1%	-11.0%
	List Price of Actives	244,028	227,429	335,227	230,828	216,775	324,154	210,949	194,559	318,732	
		Change from prior year	5.7%	4.9%	3.4%	9.4%	11.4%	1.7%	2.8%	0.8%	2.2%
	Days on Market	40	37	63	47	46	55	46	47	35	
		Change from prior year	-15.4%	-18.6%	14.2%	1.2%	-2.2%	55.2%	-18.0%	-8.1%	-69.2%
Percent of List		97.7%	97.4%	101.4%	97.8%	97.3%	103.4%	96.9%	96.5%	101.5%	
		Change from prior year	-0.1%	0.0%	-2.0%	0.9%	0.8%	1.9%	0.0%	0.0%	-0.3%
Percent of Original		95.5%	95.0%	101.4%	95.3%	94.5%	104.2%	94.1%	93.5%	101.5%	
		Change from prior year	0.3%	0.5%	-2.7%	1.2%	1.1%	2.7%	-0.1%	0.1%	-1.3%
Median	Sale Price	150,000	143,000	299,465	144,250	132,000	288,900	130,000	122,500	271,816	
		Change from prior year	4.0%	8.3%	3.7%	11.0%	7.8%	6.3%	-5.3%	-3.2%	-1.2%
	List Price of Actives	184,080	159,900	293,999	169,900	149,900	289,900	159,000	137,000	282,407	
		Change from prior year	8.3%	6.7%	1.4%	6.9%	9.4%	2.7%	6.1%	1.6%	6.2%
	Days on Market	19	19	1	24	25	0	29	30	0	
		Change from prior year	-20.8%	-24.0%	N/A	-17.2%	-16.7%	N/A	0.0%	0.0%	-100.0%
Percent of List		99.5%	98.9%	100.0%	98.8%	98.4%	100.0%	99.0%	98.3%	100.0%	
		Change from prior year	0.7%	0.5%	0.0%	-0.2%	0.1%	0.0%	0.4%	0.1%	0.0%
Percent of Original		97.6%	97.1%	100.0%	97.0%	96.2%	100.7%	96.8%	96.1%	100.0%	
		Change from prior year	0.6%	0.9%	-0.7%	0.2%	0.1%	0.7%	0.2%	0.1%	-0.7%

YEAR-TO-DATE STATISTICS

SUMMARY >>

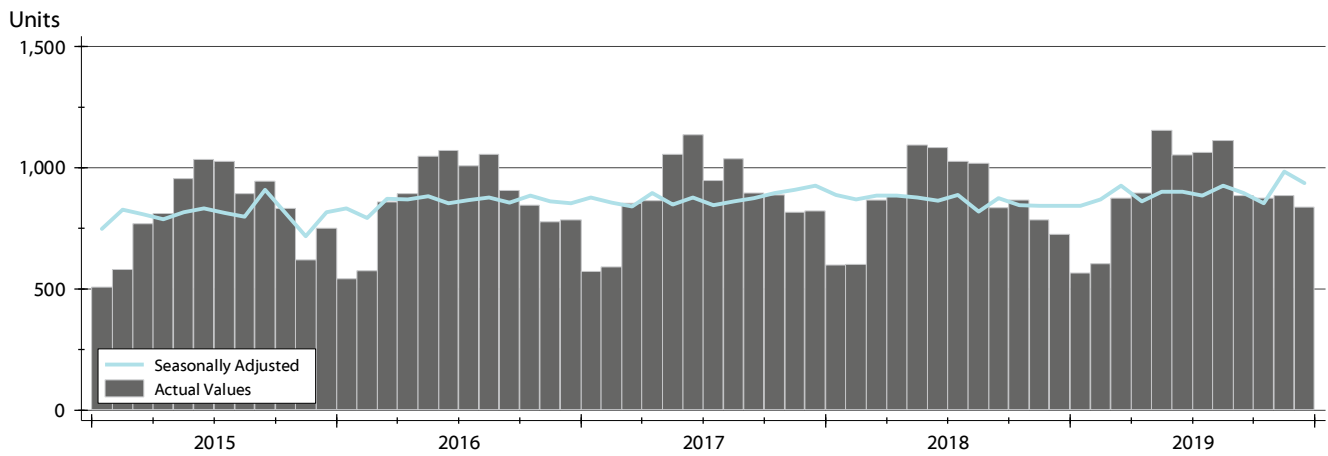
YTD BREAKDOWNS BY HOME TYPE ENTIRE MLS SYSTEM AS OF 1/12/2020

Year-to-Date Activity		2019			2018			2017		
By Property Type		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		10,803	10,061	742	10,384	9,641	743	10,475	9,795	680
Change from prior year		4.0%	4.4%	-0.1%	-0.9%	-1.6%	9.3%	1.0%	1.6%	-6.1%
New Listings		13,043	12,168	875	13,576	12,643	933	13,963	12,934	1,029
Change from prior year		-3.9%	-3.8%	-6.2%	-2.8%	-2.2%	-9.3%	2.4%	1.5%	14.6%
Contracts Written		10,800	10,091	709	10,326	9,600	726	10,516	9,780	736
Change from prior year		4.6%	5.1%	-2.3%	-1.8%	-1.8%	-1.4%	1.9%	1.8%	3.7%
Sales Volume (1,000s)		1,878,755	1,640,808	237,947	1,721,455	1,488,549	232,906	1,651,383	1,447,001	204,382
Change from prior year		9.1%	10.2%	2.2%	4.2%	2.9%	14.0%	1.3%	2.6%	-7.1%
Average	Sale Price	173,927	163,102	320,683	165,780	154,398	313,467	157,650	147,729	300,562
	Change from prior year	4.9%	5.6%	2.3%	5.2%	4.5%	4.3%	0.2%	1.0%	-1.1%
	Days on Market	40	38	68	45	42	90	48	45	82
	Change from prior year	-11.1%	-8.7%	-24.0%	-4.4%	-6.9%	9.8%	-10.5%	-7.7%	-24.9%
Median	Percent of List	97.9%	97.6%	102.2%	97.7%	97.4%	101.8%	97.4%	97.1%	101.5%
	Change from prior year	0.2%	0.2%	0.4%	0.4%	0.3%	0.3%	0.1%	0.1%	0.2%
	Percent of Original	96.1%	95.6%	102.8%	95.7%	95.2%	102.4%	95.1%	94.6%	102.0%
	Change from prior year	0.4%	0.4%	0.4%	0.7%	0.6%	0.4%	0.0%	0.0%	0.2%
Median	Sale Price	154,000	145,750	285,000	145,000	138,000	280,750	138,000	131,000	267,633
	Change from prior year	6.2%	5.6%	1.5%	5.1%	5.3%	4.9%	1.5%	0.8%	2.8%
	Days on Market	15	15	1	20	20	12	22	22	16
	Change from prior year	-25.0%	-25.0%	-91.7%	-9.1%	-9.1%	-22.6%	-8.3%	-8.3%	-41.5%
Median	Percent of List	99.6%	99.2%	100.0%	99.1%	98.8%	100.0%	99.1%	98.7%	100.0%
	Change from prior year	0.5%	0.4%	0.0%	0.0%	0.0%	0.0%	0.3%	0.3%	0.0%
	Percent of Original	98.2%	97.8%	100.6%	97.7%	97.3%	100.6%	97.5%	97.0%	100.0%
	Change from prior year	0.5%	0.4%	0.0%	0.3%	0.3%	0.6%	0.1%	0.1%	-0.1%

CLOSED LISTINGS ANALYSIS

HISTORY >>

ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 1/12/2020



SUMMARY >>

Summary Statistics for Closed Listings		December			Year-to-Date		
		2019	2018	Change	2019	2018	Change
Closed Listings		837	726	15.3%	10,803	10,384	4.0%
Volume (1,000s)		146,233	115,861	26.2%	1,878,754	1,721,455	9.1%
Average	Sale Price	174,711	159,588	9.5%	173,927	165,780	4.9%
	Days on Market	40	47	-15.4%	40	45	-11.1%
	Percent of List	97.7%	97.8%	-0.1%	97.9%	97.7%	0.2%
	Percent of Original	95.5%	95.3%	0.3%	96.1%	95.7%	0.4%
Median	Sale Price	150,000	144,250	4.0%	154,000	145,000	6.2%
	Days on Market	19	24	-20.8%	15	20	-25.0%
	Percent of List	99.5%	98.8%	0.7%	99.6%	99.1%	0.5%
	Percent of Original	97.6%	97.0%	0.6%	98.2%	97.7%	0.5%

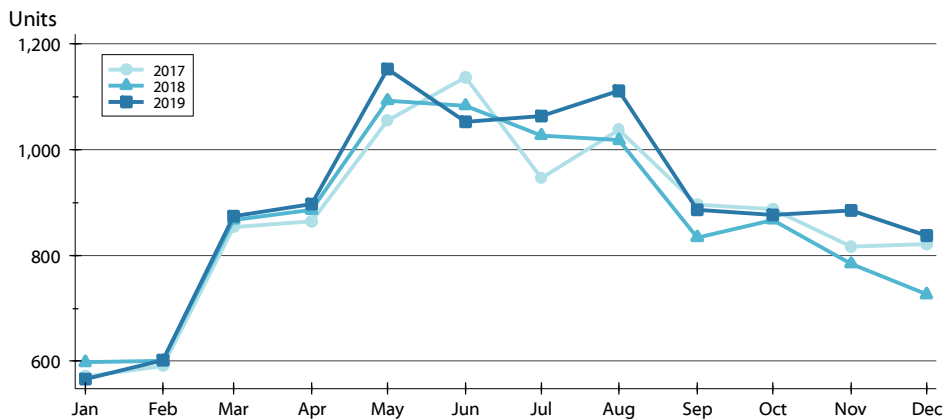
A total of 837 homes sold in South Central Kansas in December, up from 726 units in December 2018. Total sales volume rose to \$146.2 million compared to \$115.9 million in the previous year.

The median sales price in December was \$150,000, up 4.0% compared to the prior year. Median days on market was 19 days, up from 14 days in November, but down from 24 in December 2018.

CLOSED LISTINGS ANALYSIS

BY MONTH >>

ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 1/12/2020



Month	2017	2018	2019
January	571	598	567
February	591	601	602
March	853	867	874
April	864	886	897
May	1,055	1,093	1,153
June	1,136	1,083	1,052
July	946	1,027	1,063
August	1,038	1,018	1,111
September	896	834	886
October	887	867	876
November	817	784	885
December	821	726	837

BY PRICE RANGE >>

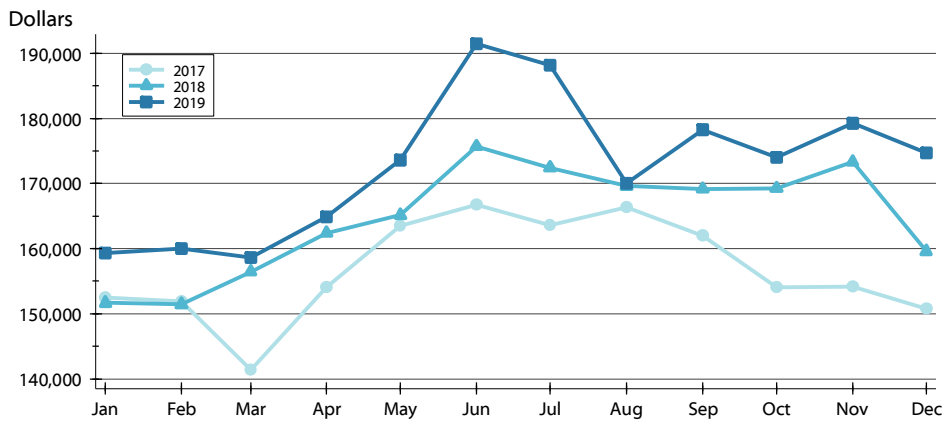
Price Range	Sales			Sale Price		Days on Market		Price as % of List		Price as % of Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median	Average	Median
Below \$25,000	33	3.9%	495	14,997	15,000	62	41	82.2%	83.9%	71.6%	73.5%
\$25,000-\$49,999	55	6.6%	2,107	38,301	40,000	44	35	95.0%	89.4%	92.7%	88.2%
\$50,000-\$99,999	162	19.4%	12,181	75,189	76,250	39	20	97.2%	100.0%	94.3%	96.4%
\$100,000-\$124,999	69	8.2%	7,680	111,304	112,500	34	16	98.2%	97.6%	95.9%	96.7%
\$125,000-\$149,999	97	11.6%	13,346	137,592	138,000	27	8	98.8%	100.0%	97.0%	100.0%
\$150,000-\$174,999	83	9.9%	13,417	161,647	160,500	23	12	98.6%	98.9%	97.0%	97.9%
\$175,000-\$199,999	79	9.4%	14,772	186,993	188,000	24	10	98.7%	99.7%	97.7%	98.4%
\$200,000-\$249,999	96	11.5%	21,556	224,542	225,000	38	17	99.3%	100.0%	97.7%	98.0%
\$250,000-\$299,999	56	6.7%	15,200	271,424	272,750	31	16	99.1%	99.7%	97.3%	98.9%
\$300,000-\$399,999	61	7.3%	21,141	346,571	345,000	81	35	98.1%	99.3%	96.7%	98.4%
\$400,000-\$499,999	26	3.1%	11,484	441,696	440,000	78	51	97.0%	98.8%	95.5%	96.2%
\$500,000-\$749,999	17	2.0%	10,199	599,928	595,000	69	43	95.4%	95.7%	92.3%	94.0%
\$750,000-\$999,999	3	0.4%	2,656	885,333	875,000	25	36	94.7%	100.0%	90.0%	90.0%
\$1,000,000 and up	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
All price ranges	837	100.0%	146,233	174,711	150,000	40	19	97.7%	99.5%	95.5%	97.6%



CLOSED LISTINGS ANALYSIS

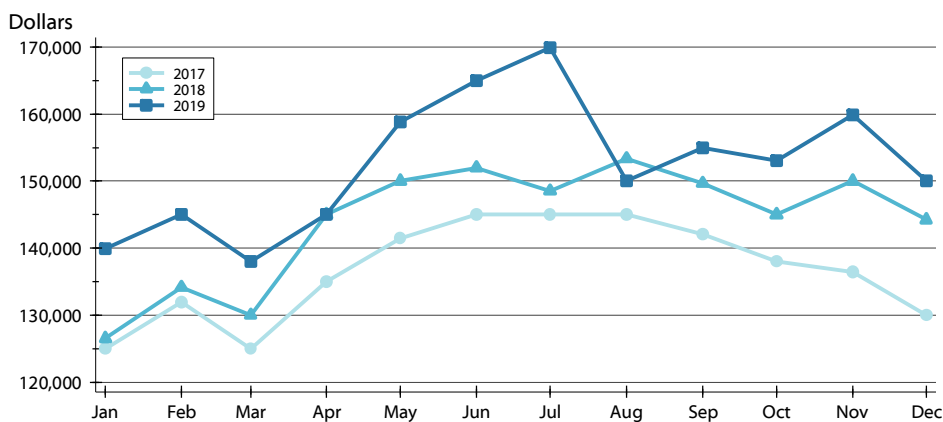
**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 1/12/2020**

AVERAGE PRICE >>



Month	2017	2018	2019
January	152,481	151,661	159,319
February	151,891	151,459	159,997
March	141,375	156,465	158,616
April	154,073	162,387	164,845
May	163,487	165,156	173,608
June	166,721	175,695	191,479
July	163,608	172,443	188,179
August	166,367	169,620	170,000
September	161,984	169,187	178,263
October	154,015	169,281	173,972
November	154,162	173,356	179,318
December	150,792	159,588	174,711

MEDIAN PRICE >>



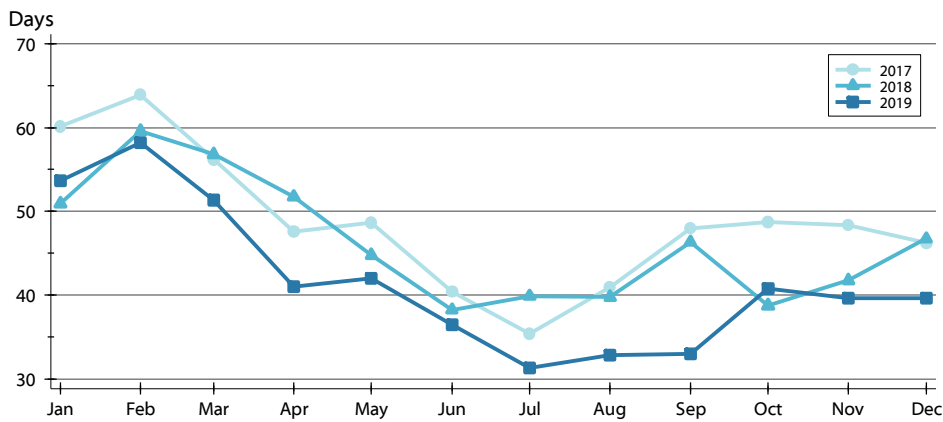
Month	2017	2018	2019
January	125,000	126,500	139,900
February	131,900	134,150	145,000
March	125,000	130,000	137,950
April	135,000	145,000	145,000
May	141,500	150,000	158,789
June	145,000	152,000	165,000
July	145,000	148,500	169,900
August	145,000	153,350	150,000
September	142,000	149,700	155,000
October	138,000	145,000	153,000
November	136,400	150,000	159,900
December	130,000	144,250	150,000



CLOSED LISTINGS ANALYSIS

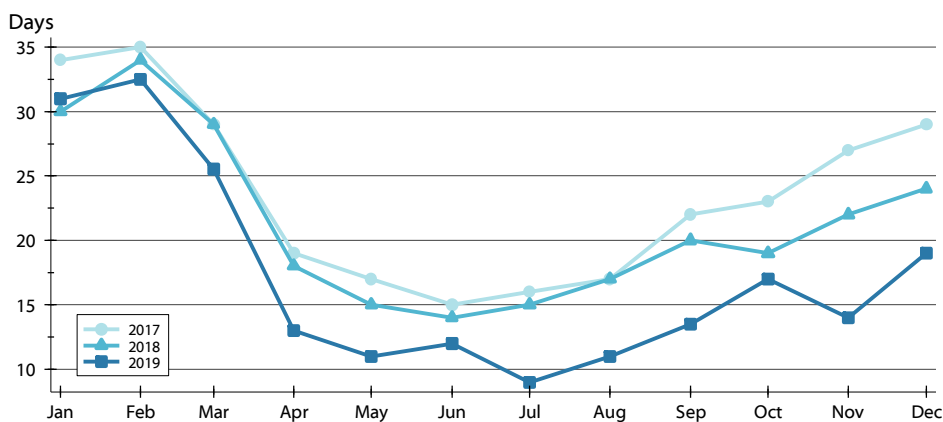
ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 1/12/2020

AVERAGE DOM >>



Month	2017	2018	2019
January	60	51	54
February	64	60	58
March	56	57	51
April	48	52	41
May	49	45	42
June	40	38	36
July	35	40	31
August	41	40	33
September	48	46	33
October	49	39	41
November	48	42	40
December	46	47	40

MEDIAN DOM >>



Month	2017	2018	2019
January	34	30	31
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	11
September	22	20	14
October	23	19	17
November	27	22	14
December	29	24	19



DECEMBER 2019 >>

SOUTH CENTRAL KANSAS MLS STATISTICS

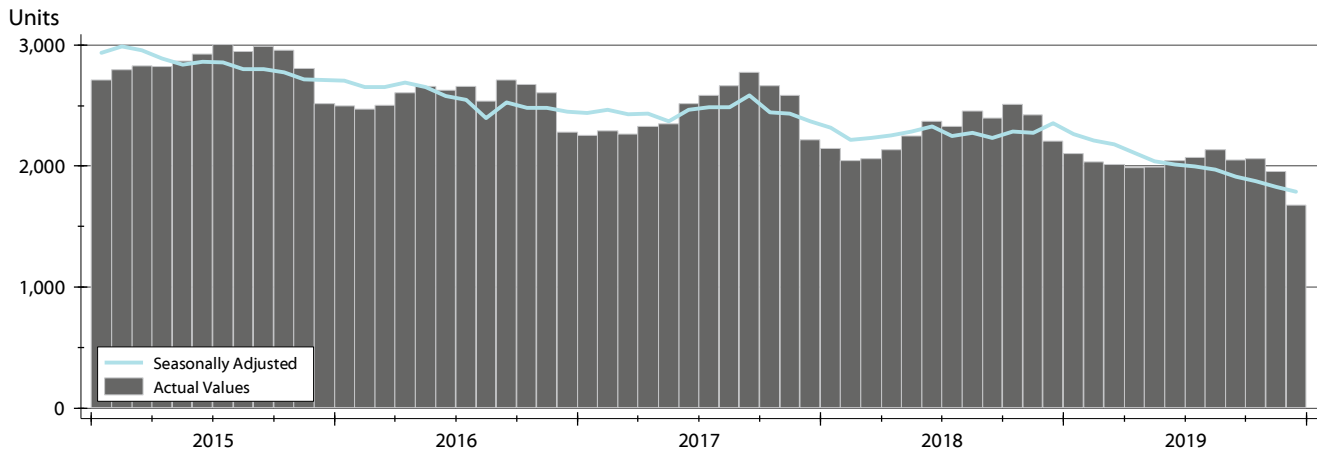


South Central Kansas MLS

ACTIVE LISTINGS ANALYSIS

HISTORY >>

ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 1/12/2020



SUMMARY >>

Summary Statistics		End of December		
for Active Listings		2019	2018	Change
Active Listings		1,677	2,205	-23.9%
Months' Supply		1.9	2.5	-26.9%
Volume (1,000s)		409,235	508,976	-19.6%
Average	List Price	244,028	230,828	5.7%
	Days on Market	99	107	-7.5%
	Percent of Original	97.3%	97.5%	-0.3%
Median	List Price	184,080	169,900	8.3%
	Days on Market	62	74	-16.2%
	Percent of Original	100.0%	100.0%	0.0%

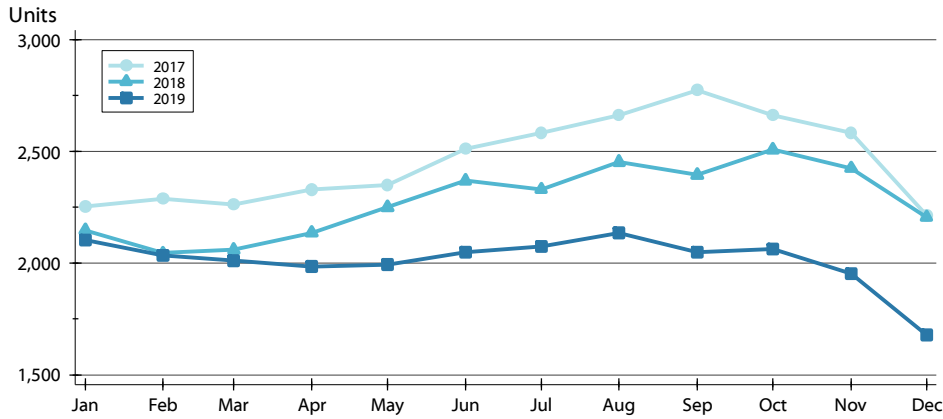
A total of 1,677 homes were available for sale in South Central Kansas at the end of December. This represents a 1.9 months' supply of active listings.

The median list price of homes on the market at the end of December was \$184,080, up 8.3% from 2018. The typical time on market for active listings was 62 days, down from 74 days a year earlier.

ACTIVE LISTINGS ANALYSIS

BY MONTH >>

ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 1/12/2020



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	1,953
December	2,214	2,205	1,677

BY PRICE RANGE >>

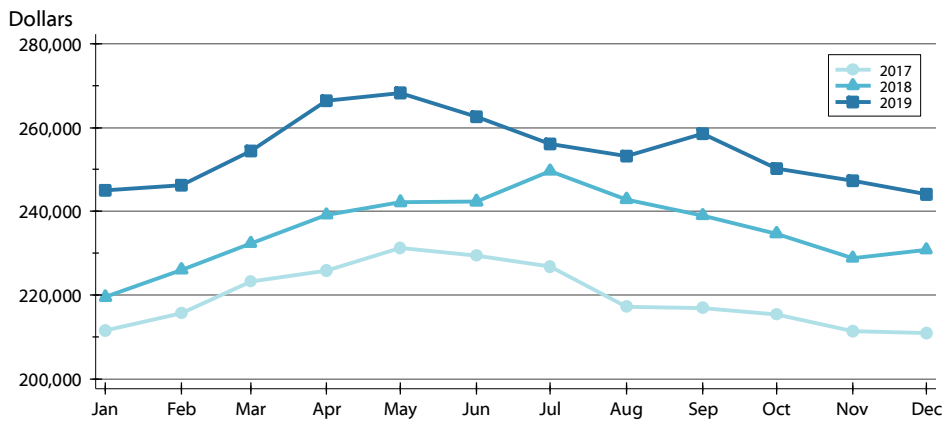
Price Range	Active Listings			Months' Supply	List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume		Average	Median	Average	Median	Average	Median
Below \$25,000	63	3.8%	731	1.9	11,597	12,500	112	72	90.5%	100.0%
\$25,000-\$49,999	113	6.7%	4,306	2.1	38,104	39,000	146	83	95.2%	100.0%
\$50,000-\$99,999	302	18.0%	22,756	1.9	75,351	75,000	94	62	95.6%	100.0%
\$100,000-\$124,999	99	5.9%	11,263	1.4	113,766	114,900	73	56	97.7%	100.0%
\$125,000-\$149,999	121	7.2%	16,505	1.2	136,403	135,900	60	42	98.8%	100.0%
\$150,000-\$174,999	96	5.7%	15,799	1.2	164,569	165,000	63	42	98.3%	100.0%
\$175,000-\$199,999	126	7.5%	23,640	1.6	187,621	187,700	82	43	97.6%	100.0%
\$200,000-\$249,999	165	9.8%	37,262	1.7	225,828	225,000	84	57	98.2%	100.0%
\$250,000-\$299,999	153	9.1%	41,991	2.7	274,453	275,000	75	51	98.7%	100.0%
\$300,000-\$399,999	201	12.0%	70,385	3.3	350,172	349,000	101	69	99.1%	100.0%
\$400,000-\$499,999	90	5.4%	40,268	3.5	447,424	444,094	116	91	98.4%	100.0%
\$500,000-\$749,999	74	4.4%	46,156	4.4	623,726	636,500	163	97	97.3%	100.0%
\$750,000-\$999,999	42	2.5%	35,945	14.0	855,843	852,500	198	110	96.4%	100.0%
\$1,000,000 and up	24	1.4%	40,277	N/A	1,678,206	1,388,500	261	203	96.3%	100.0%
All price ranges	1,677	100.0%	409,235	2.0	244,028	184,080	99	62	97.3%	100.0%



ACTIVE LISTINGS ANALYSIS

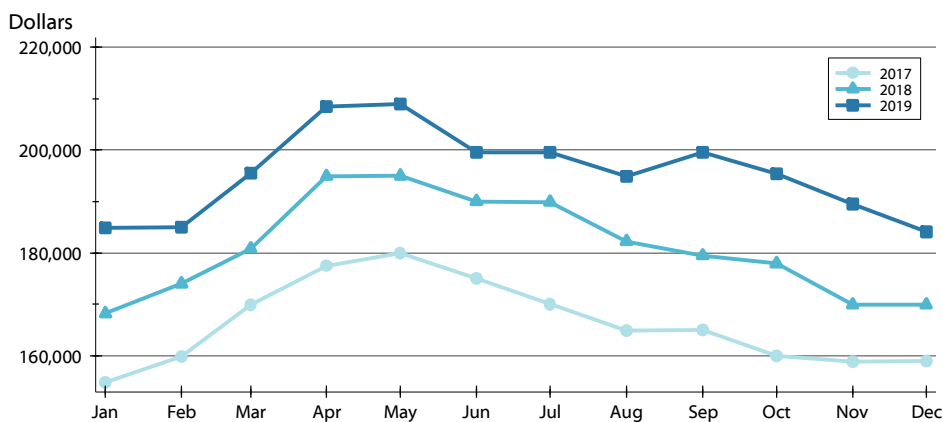
ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 1/12/2020

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	247,242
December	210,949	230,828	244,028

MEDIAN PRICE >>



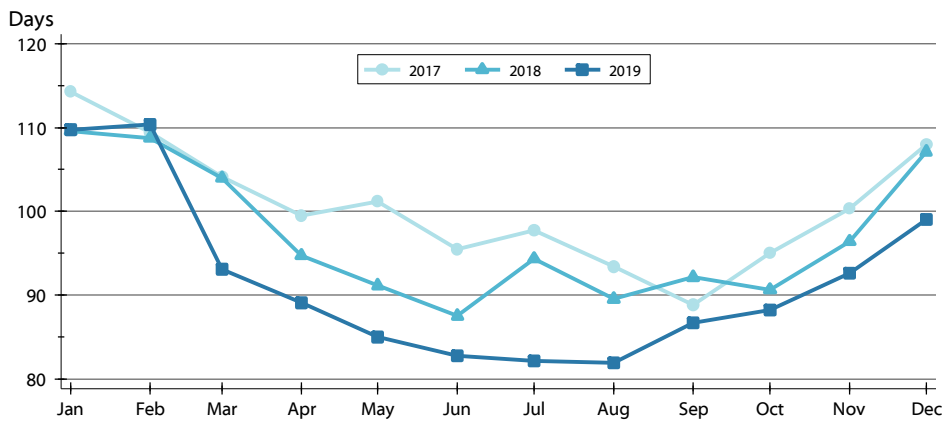
Month	2017	2018	2019
January	154,900	168,248	184,900
February	159,900	174,000	185,000
March	169,900	180,867	195,500
April	177,500	194,900	208,443
May	179,900	195,000	209,000
June	175,000	190,000	199,500
July	170,000	189,900	199,500
August	164,900	182,250	194,900
September	165,000	179,500	199,500
October	160,000	177,900	195,370
November	158,900	169,900	189,500
December	159,000	169,900	184,080



ACTIVE LISTINGS ANALYSIS

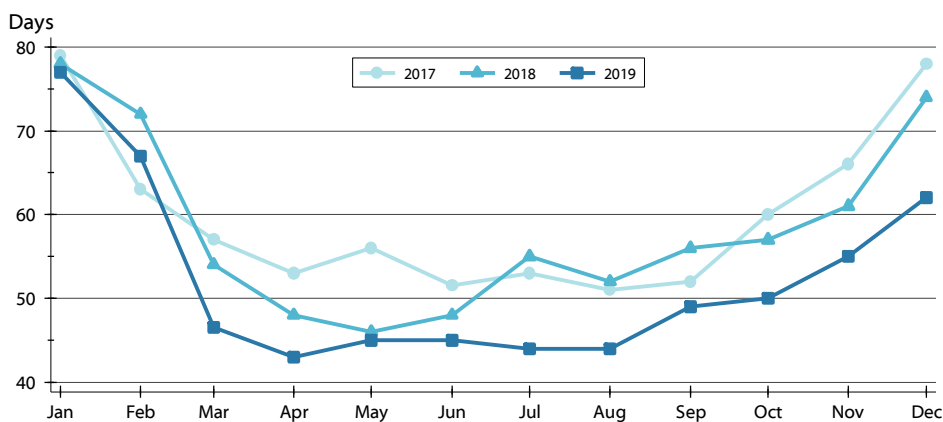
**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 1/12/2020**

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	93
December	108	107	99

MEDIAN DOM »

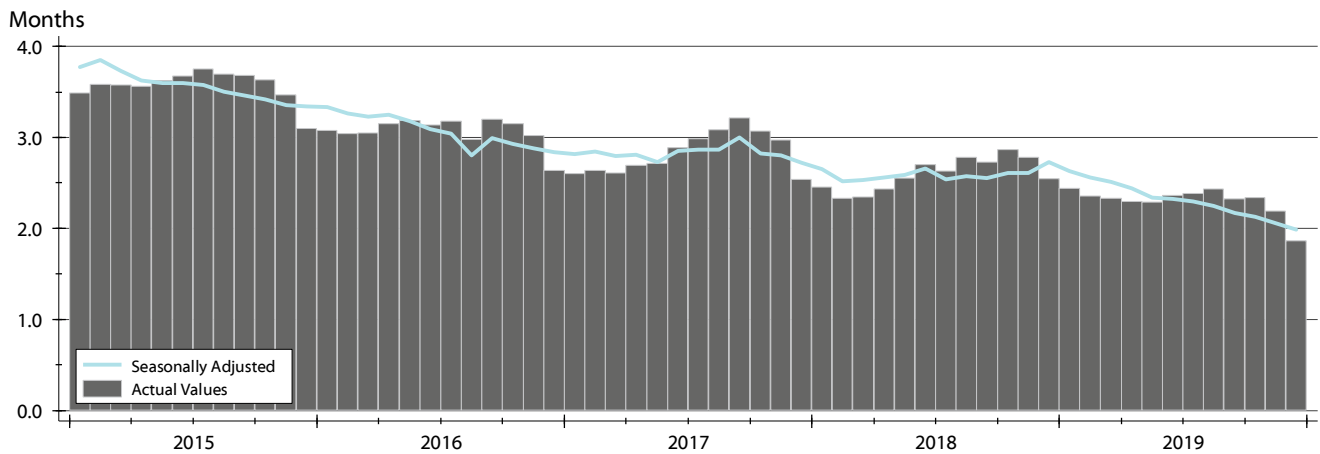


Month	2017	2018	2019
January	79	78	77
February	63	72	67
March	57	54	47
April	53	48	43
May	56	46	45
June	52	48	45
July	53	55	44
August	51	52	44
September	52	56	49
October	60	57	50
November	66	61	55
December	78	74	62

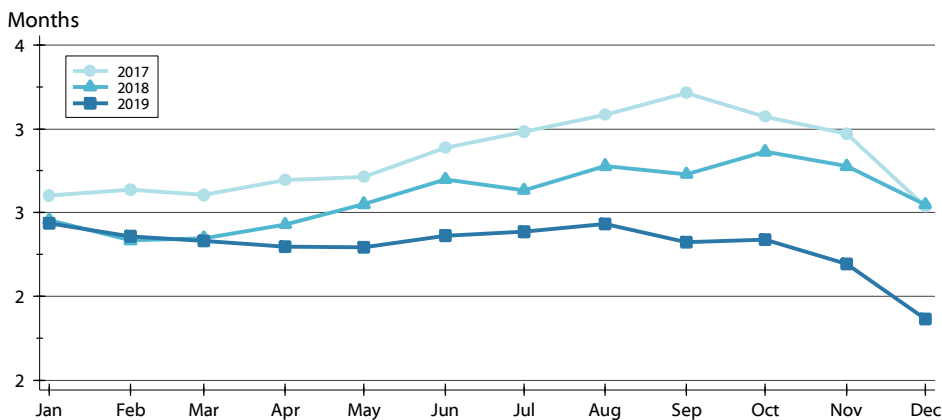
MONTHS' SUPPLY ANALYSIS

HISTORY >>

ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 1/12/2020



BY MONTH >>



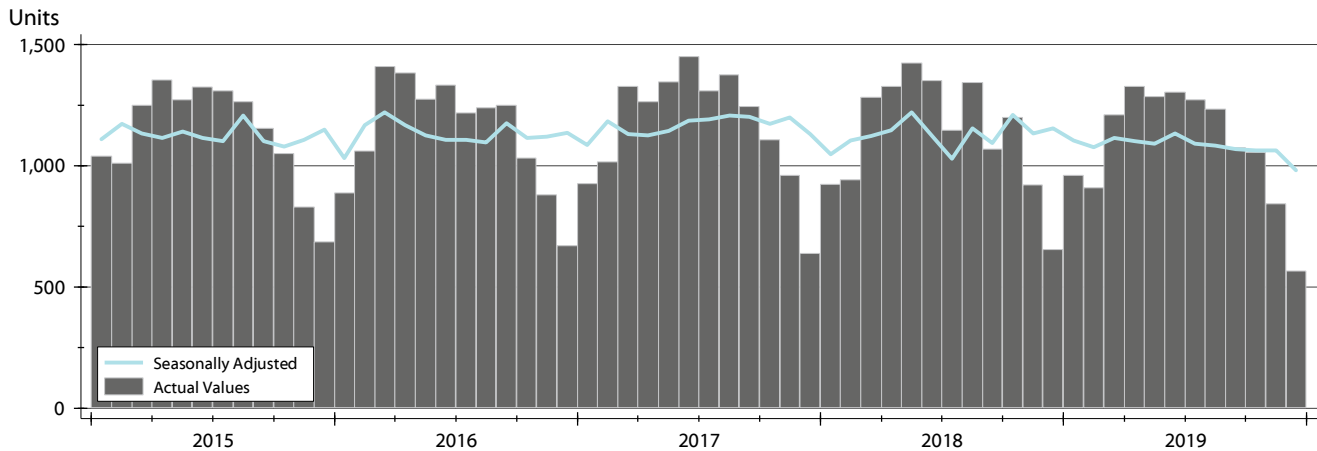
Month	2017	2018	2019
January	2.6	2.5	2.4
February	2.6	2.3	2.4
March	2.6	2.3	2.3
April	2.7	2.4	2.3
May	2.7	2.6	2.3
June	2.9	2.7	2.4
July	3.0	2.6	2.4
August	3.1	2.8	2.4
September	3.2	2.7	2.3
October	3.1	2.9	2.3
November	3.0	2.8	2.2
December	2.5	2.5	1.9



NEW LISTINGS ANALYSIS

HISTORY >>

ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 1/12/2020



SUMMARY >>

Summary Statistics for New Listings		December		
		2019	2018	Change
Current Month	New Listings	566	654	-13.5%
	Volume (1,000s)	93,906	107,905	-13.0%
	Average List Price	165,911	164,992	0.6%
	Median List Price	139,950	134,950	3.7%
YTD	New Listings	13,043	13,576	-3.9%
	Volume (1,000s)	2,468,129	2,483,665	-0.6%
	Average List Price	189,230	182,945	3.4%
	Median List Price	159,900	152,900	4.6%

A total of 566 new listings were added in South Central Kansas during December, down 13.5% from the same month in 2018. Year-to-date South Central Kansas has seen 13,043 new listings.

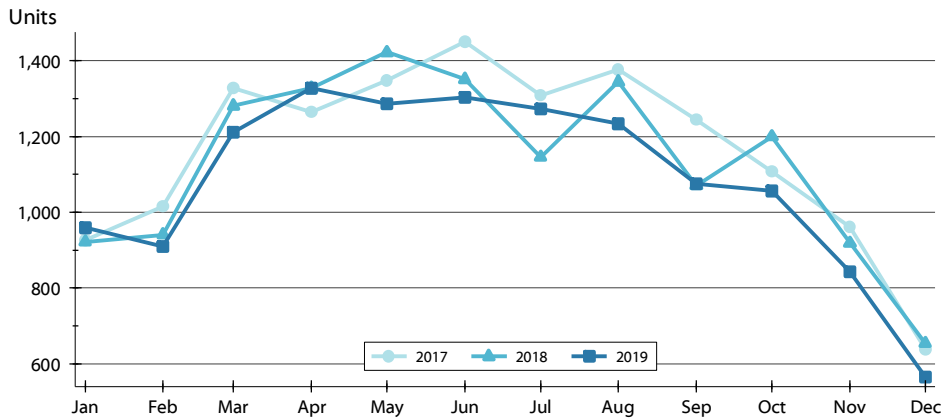
The median list price of these homes was \$139,950 up from \$134,950 in 2018.



NEW LISTINGS ANALYSIS

BY MONTH >>

**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 1/12/2020**



Month	2017	2018	2019
January	926	922	959
February	1,016	941	910
March	1,327	1,281	1,211
April	1,264	1,327	1,327
May	1,347	1,422	1,286
June	1,450	1,351	1,304
July	1,308	1,145	1,272
August	1,376	1,344	1,234
September	1,244	1,070	1,075
October	1,107	1,200	1,056
November	960	919	843
December	638	654	566

BY PRICE RANGE >>

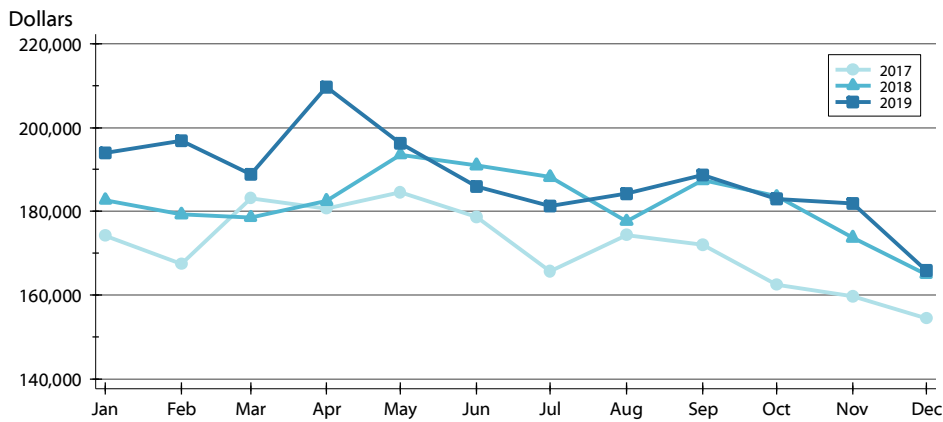
Price Range	New Listings			List Price	
	Number	Percent	Volume	Average	Median
Below \$25,000	23	4.1%	208	9,033	1,900
\$25,000-\$49,999	40	7.1%	1,575	39,374	39,900
\$50,000-\$99,999	127	22.4%	9,715	76,500	79,000
\$100,000-\$124,999	43	7.6%	4,856	112,933	112,900
\$125,000-\$149,999	70	12.4%	9,569	136,706	136,250
\$150,000-\$174,999	48	8.5%	7,814	162,798	164,000
\$175,000-\$199,999	53	9.4%	9,920	187,175	187,900
\$200,000-\$249,999	55	9.7%	12,349	224,533	225,000
\$250,000-\$299,999	33	5.8%	8,964	271,631	269,900
\$300,000-\$399,999	43	7.6%	14,656	340,844	330,000
\$400,000-\$499,999	10	1.8%	4,502	450,230	449,950
\$500,000-\$749,999	11	1.9%	6,454	586,731	571,040
\$750,000-\$999,999	1	0.2%	750	750,000	750,000
\$1,000,000 and up	1	0.2%	1,244	1,244,254	1,244,254
All price ranges	566	100.0%	93,906	165,911	139,950



NEW LISTINGS ANALYSIS

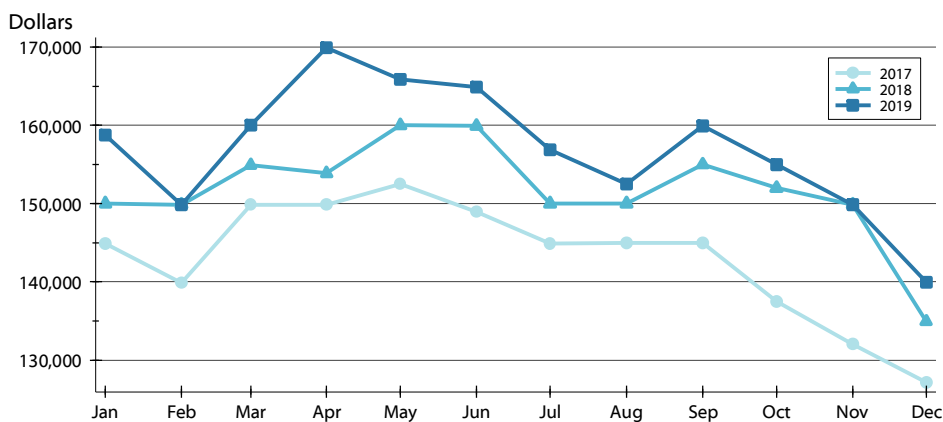
ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 1/12/2020

AVERAGE PRICE >>



Month	2017	2018	2019
January	174,160	182,667	193,879
February	167,440	179,261	196,936
March	183,121	178,570	188,781
April	180,681	182,457	209,715
May	184,549	193,525	196,261
June	178,592	190,938	185,852
July	165,716	188,168	181,319
August	174,383	177,610	184,277
September	172,006	187,432	188,633
October	162,387	183,520	183,050
November	159,654	173,659	181,851
December	154,423	164,992	165,911

MEDIAN PRICE >>

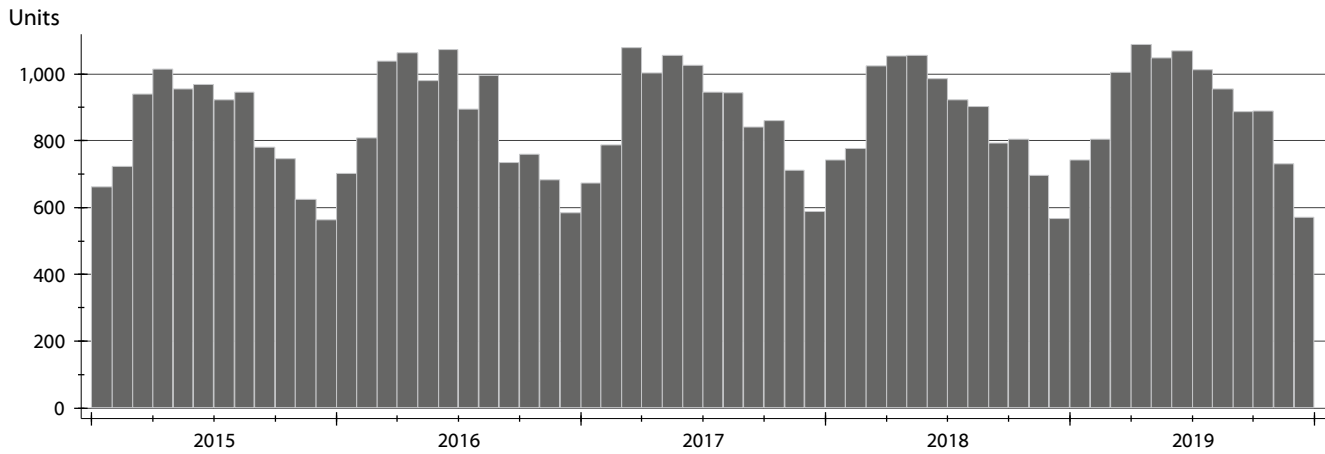


Month	2017	2018	2019
January	144,900	150,000	158,750
February	139,900	149,900	149,900
March	149,900	154,900	160,000
April	149,900	153,900	169,900
May	152,500	160,000	165,900
June	148,950	159,900	164,900
July	144,950	150,000	156,900
August	145,000	150,000	152,500
September	145,000	155,000	159,900
October	137,500	152,000	155,000
November	132,000	149,900	149,900
December	127,200	134,950	139,950

CONTRACTS WRITTEN ANALYSIS

HISTORY >>

ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 1/12/2020



SUMMARY >>

Summary Statistics		December			Year-to-Date		
for Contracts Written		2019	2018	Change	2019	2018	Change
Closed Listings		571	567	0.7%	10,800	10,326	4.6%
Volume (1,000s)		98,984	95,943	3.2%	1,935,447	1,791,773	8.0%
Average	Sale Price	173,352	169,211	2.4%	179,208	173,521	3.3%
	Days on Market	48	53	-10.0%	40	45	-11.1%
	Percent of Original	96.3%	94.4%	2.0%	96.2%	95.7%	0.5%
Median	Sale Price	149,900	145,000	3.4%	159,500	149,900	6.4%
	Days on Market	26	31	-16.1%	15	20	-25.0%
	Percent of Original	100.0%	96.9%	3.2%	98.4%	97.8%	0.6%

A total of 571 contracts for sale were written in South Central Kansas during the month of December, up from 567 in 2018. The median list price of these homes was \$149,900, up from \$145,000 the prior year.

Half of the homes that went under contract in December were on the market less than 26 days, compared to 31 days in December 2018.



DECEMBER 2019 >>

SOUTH CENTRAL KANSAS MLS STATISTICS

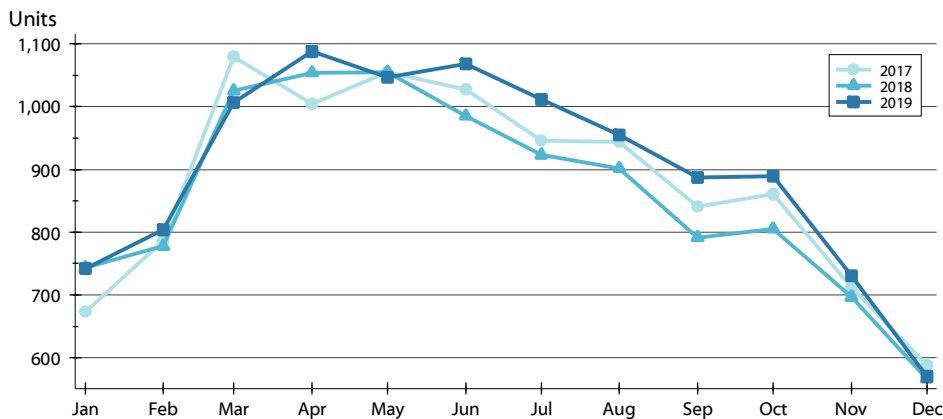


South Central Kansas MLS

CONTRACTS WRITTEN ANALYSIS

BY MONTH >>

ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 1/12/2020



Month	2017	2018	2019
January	673	743	742
February	787	778	804
March	1,079	1,025	1,006
April	1,004	1,054	1,088
May	1,055	1,055	1,047
June	1,027	985	1,068
July	946	923	1,012
August	944	902	955
September	841	792	887
October	860	805	889
November	712	697	731
December	588	567	571

BY PRICE RANGE >>

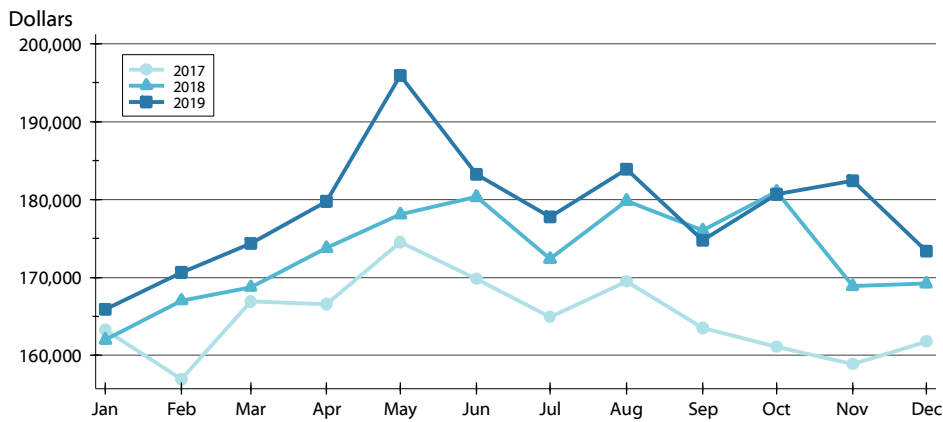
Price Range	Contracts Written			List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median
Below \$25,000	10	1.8%	148	14,765	15,450	42	23	75.3%	82.8%
\$25,000-\$49,999	38	6.7%	1,541	40,549	39,950	59	22	88.5%	90.8%
\$50,000-\$99,999	121	21.2%	9,628	79,573	79,900	43	21	95.9%	100.0%
\$100,000-\$124,999	36	6.3%	4,071	113,078	114,700	27	10	97.4%	100.0%
\$125,000-\$149,999	61	10.7%	8,365	137,128	137,500	28	13	97.1%	100.0%
\$150,000-\$174,999	38	6.7%	6,194	163,011	164,950	27	14	97.2%	100.0%
\$175,000-\$199,999	54	9.5%	10,142	187,815	189,000	47	29	98.4%	100.0%
\$200,000-\$249,999	64	11.2%	14,219	222,167	219,700	46	20	97.7%	100.0%
\$250,000-\$299,999	38	6.7%	10,447	274,925	274,950	60	27	98.8%	100.0%
\$300,000-\$399,999	40	7.0%	13,659	341,476	331,450	91	54	99.1%	100.0%
\$400,000-\$499,999	12	2.1%	5,299	441,600	449,450	126	123	96.1%	96.5%
\$500,000-\$749,999	6	1.1%	3,425	570,839	553,020	69	34	99.9%	100.0%
\$750,000-\$999,999	2	0.4%	1,779	889,586	889,586	183	183	91.7%	91.7%
\$1,000,000 and up	1	0.2%	1,399	1,399,000	1,399,000	67	67	100.0%	100.0%
All price ranges	571	100.0%	98,984	173,352	149,900	48	26	96.3%	100.0%



CONTRACTS WRITTEN ANALYSIS

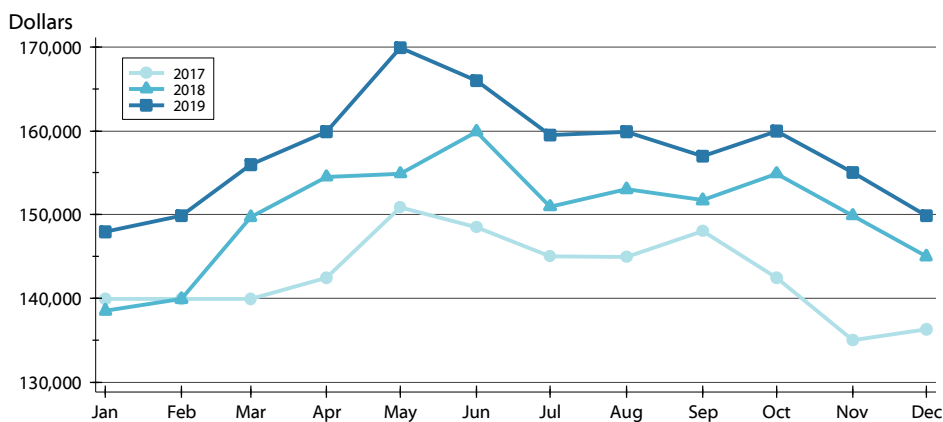
ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 1/12/2020

AVERAGE PRICE >>



Month	2017	2018	2019
January	163,213	161,962	165,895
February	156,975	167,014	170,621
March	166,903	168,727	174,372
April	166,599	173,771	179,715
May	174,525	178,081	195,941
June	169,773	180,310	183,262
July	164,863	172,342	177,753
August	169,454	179,829	183,879
September	163,452	175,985	174,790
October	161,050	180,967	180,684
November	158,881	168,869	182,410
December	161,778	169,211	173,352

MEDIAN PRICE >>



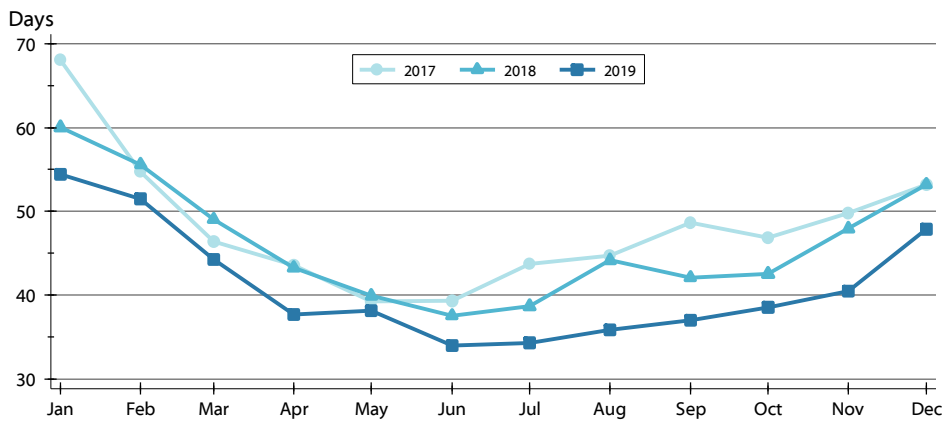
Month	2017	2018	2019
January	139,900	138,500	147,950
February	139,900	139,900	149,900
March	139,900	149,700	155,950
April	142,500	154,500	159,900
May	150,863	154,900	169,900
June	148,450	159,900	166,000
July	145,000	150,975	159,500
August	144,900	153,000	159,900
September	148,000	151,700	156,950
October	142,500	154,900	160,000
November	135,000	149,900	155,000
December	136,250	145,000	149,900



CONTRACTS WRITTEN ANALYSIS

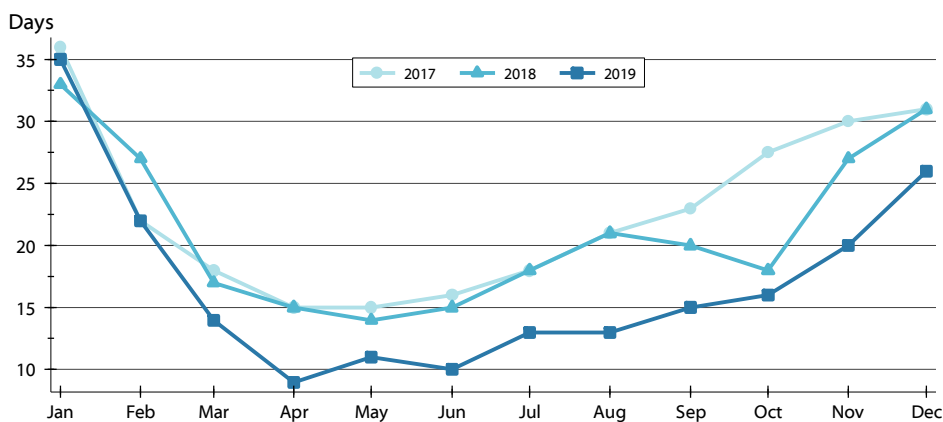
ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 1/12/2020

AVERAGE DOM >>



Month	2017	2018	2019
January	68	60	54
February	55	56	51
March	46	49	44
April	44	43	38
May	39	40	38
June	39	38	34
July	44	39	34
August	45	44	36
September	49	42	37
October	47	43	39
November	50	48	40
December	53	53	48

MEDIAN DOM >>



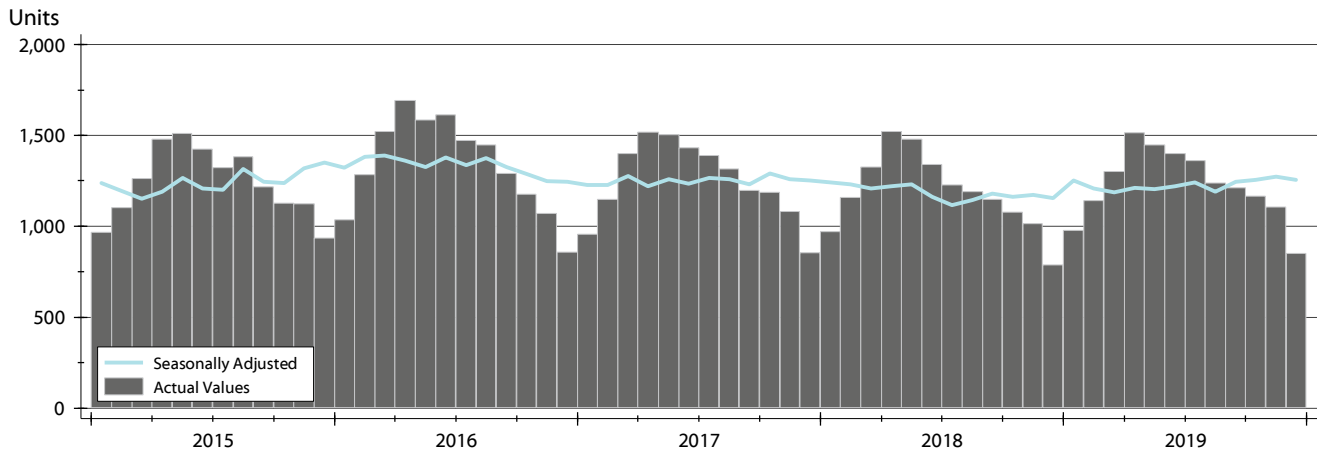
Month	2017	2018	2019
January	36	33	35
February	22	27	22
March	18	17	14
April	15	15	9
May	15	14	11
June	16	15	10
July	18	18	13
August	21	21	13
September	23	20	15
October	28	18	16
November	30	27	20
December	31	31	26



PENDING CONTRACTS ANALYSIS

ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 1/12/2020

HISTORY >>



SUMMARY >>

Summary Statistics		End of December		
for Active Listings		2019	2018	Change
Active Listings		850	785	8.3%
Volume (1,000s)		171,526	146,129	17.4%
Average	List Price	201,795	186,152	8.4%
	Days on Market	45	56	-20.4%
	Percent of Original	98.3%	97.3%	1.1%
Median	List Price	174,975	159,900	9.4%
	Days on Market	18	30	-40.0%
	Percent of Original	100.0%	100.0%	0.0%

A total of 850 listings in South Central Kansas had contracts pending at the end of December, up from 785 contracts pending at the end of December 2018.

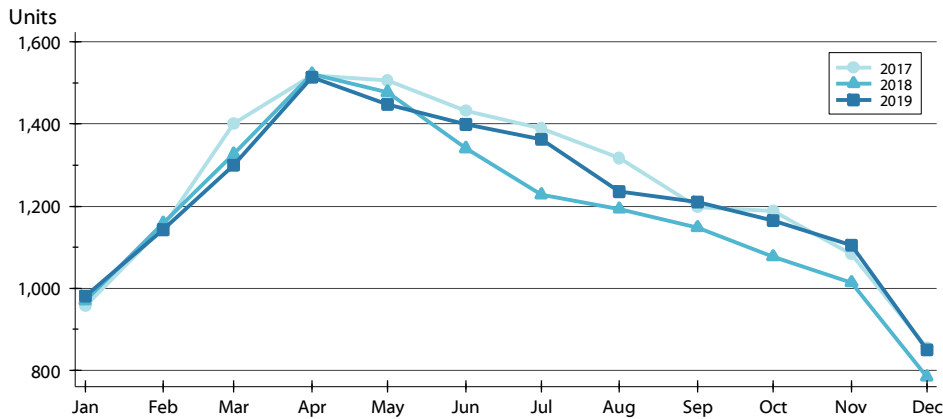
Pending contracts reflect listings with a contract in place at the end of the month. In contrast, contracts written measures the number of listings put under contract during the month.



PENDING CONTRACTS ANALYSIS

BY MONTH >>

ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 1/12/2020



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	1,105
December	855	785	850

BY PRICE RANGE >>

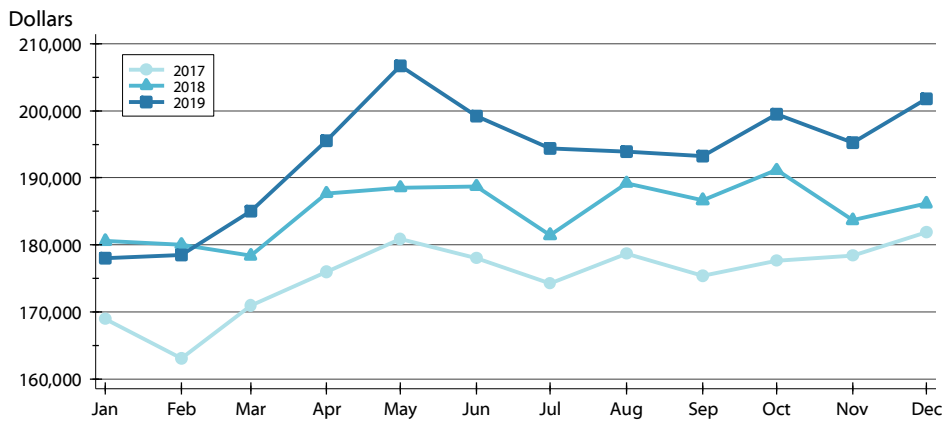
Price Range	Contracts Written			List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median
Below \$25,000	4	0.5%	68	17,075	19,900	64	38	79.9%	81.2%
\$25,000-\$49,999	34	4.0%	1,387	40,801	39,900	45	12	94.6%	100.0%
\$50,000-\$99,999	165	19.4%	13,025	78,936	80,000	62	22	97.0%	100.0%
\$100,000-\$124,999	49	5.8%	5,544	113,133	114,900	25	8	99.2%	100.0%
\$125,000-\$149,999	83	9.8%	11,442	137,851	138,700	27	14	98.4%	100.0%
\$150,000-\$174,999	69	8.1%	11,128	161,269	159,900	25	12	98.2%	100.0%
\$175,000-\$199,999	78	9.2%	14,683	188,238	189,700	40	19	99.0%	100.0%
\$200,000-\$249,999	103	12.1%	22,918	222,505	219,900	43	16	98.9%	100.0%
\$250,000-\$299,999	68	8.0%	18,936	278,467	279,450	50	10	99.9%	100.0%
\$300,000-\$399,999	100	11.8%	34,090	340,897	333,626	48	7	99.9%	100.0%
\$400,000-\$499,999	35	4.1%	15,510	443,150	448,703	52	7	98.7%	100.0%
\$500,000-\$749,999	12	1.4%	6,803	566,910	544,000	68	34	100.6%	100.0%
\$750,000-\$999,999	5	0.6%	4,238	847,594	779,222	119	98	87.4%	88.2%
\$1,000,000 and up	2	0.2%	3,079	1,539,500	1,539,500	118	118	102.5%	102.5%
All price ranges	850	100.0%	171,526	201,795	174,975	45	18	98.3%	100.0%



PENDING CONTRACTS ANALYSIS

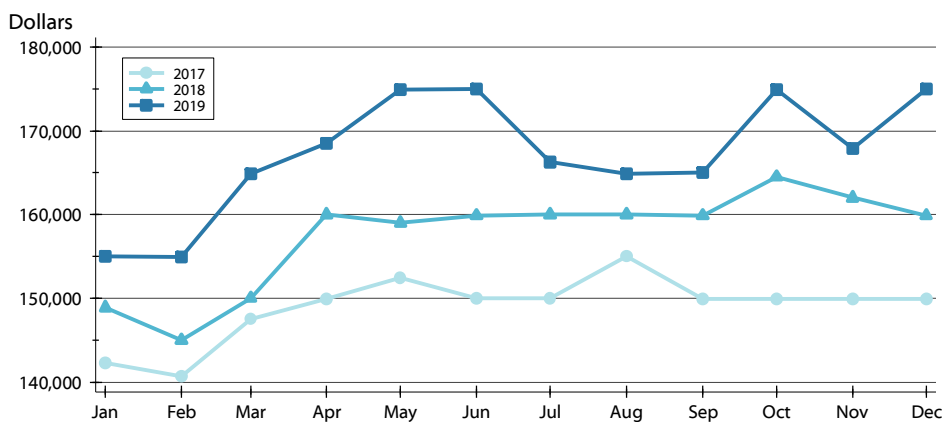
ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 1/12/2020

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	195,210
December	181,887	186,152	201,795

MEDIAN PRICE >>

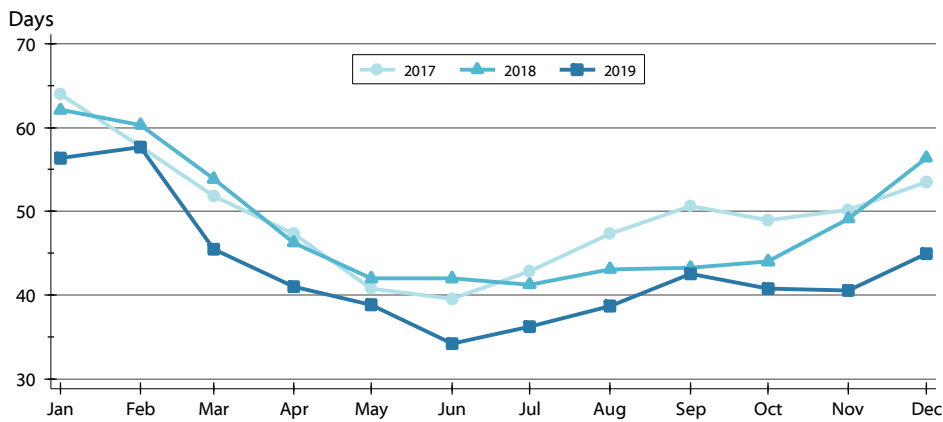


Month	2017	2018	2019
January	142,250	148,900	155,000
February	140,650	145,000	154,900
March	147,500	150,000	164,900
April	149,900	160,000	168,500
May	152,500	159,000	174,900
June	150,000	159,900	175,000
July	150,000	160,000	166,250
August	155,000	160,000	164,900
September	149,900	159,900	165,000
October	149,900	164,500	174,900
November	149,900	162,000	167,900
December	149,950	159,900	174,975

PENDING CONTRACTS ANALYSIS

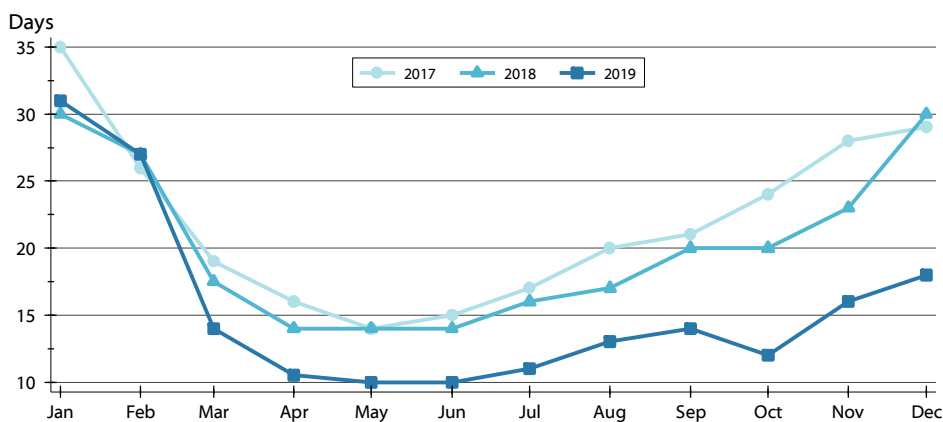
ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 1/12/2020

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	41
December	53	56	45

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	16
December	29	30	18