


**MARKET OVERVIEW** >>

**South Central Kansas Home Sales Fell in February**

Total home sales in South Central Kansas fell last month to 579 units, compared to 602 units in February 2019. Total sales volume was \$101.0 million, up from a year earlier.

The median sale price in February was \$155,000, up from \$145,000 a year earlier. Homes that sold in February were typically on the market for 18 days and sold for 99.1% of their list prices.

**South Central Kansas Active Listings Down at End of February**

The total number of active listings in South Central Kansas at the end of February was 1,614 units, down from 2,034 at the same point in 2019. This represents a 1.8 months' supply of homes available for sale. The median list price of homes on the market at the end of February was \$194,200.

During February, a total of 853 contracts were written up from 804 in February 2019. At the end of the month, there were 1,189 contracts pending, compared to 1,143 at the end of February 2019.

**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		February		
Summary Statistics		2020	2019	Change
Home Sales		579	602	-3.8%
Active Listings		1,614	2,034	-20.6%
Months' Supply		1.8	2.4	-24.3%
New Listings		861	912	-5.6%
Contracts Written		853	804	6.1%
Pending Contracts		1,189	1,143	4.0%
Sales Volume (1,000s)		100,993	96,318	4.9%
Average	Sale Price	174,426	159,997	9.0%
	List Price of Actives	258,022	246,278	4.8%
	Days on Market	47	58	-18.9%
	Percent of List	97.6%	97.3%	0.3%
	Percent of Original	95.7%	94.8%	1.0%
Median	Sale Price	155,000	145,000	6.9%
	List Price of Actives	194,200	185,000	5.0%
	Days on Market	18	33	-44.6%
	Percent of List	99.1%	98.8%	0.3%
	Percent of Original	97.9%	96.9%	1.0%

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# FEBRUARY 2020 >>

# SOUTH CENTRAL KANSAS MLS STATISTICS



South Central Kansas MLS

## THREE-YEAR COMPARISONS

### SUMMARY >>

BREAKDOWNS BY HOME TYPE  
ENTIRE MLS SYSTEM  
AS OF 3/8/2020

February MLS Statistics		2020			2019			2018			
By Property Type		Total	Existing	New	Total	Existing	New	Total	Existing	New	
Home Sales		<b>579</b>	<b>543</b>	<b>36</b>	602	562	40	601	560	41	
	Change from prior year	-3.8%	-3.4%	-10.0%	0.2%	0.4%	-2.4%	1.7%	2.4%	-6.8%	
Active Listings		<b>1,614</b>	<b>1,353</b>	<b>261</b>	2,034	1,740	294	2,044	1,776	268	
	Change from prior year	-20.6%	-22.2%	-11.2%	-0.5%	-2.0%	9.7%	-10.7%	-12.4%	2.3%	
Months' Supply		<b>1.8</b>	<b>1.6</b>	<b>4.2</b>	2.4	2.2	4.8	2.3	2.2	4.7	
	Change from prior year	-24.3%	-26.0%	-11.3%	1.0%	0.2%	0.7%	-11.5%	-13.7%	9.3%	
New Listings		<b>861</b>	<b>805</b>	<b>56</b>	912	846	66	941	873	68	
	Change from prior year	-5.6%	-4.8%	-15.2%	-3.1%	-3.1%	-2.9%	-7.4%	-6.9%	-12.8%	
Contracts Written		<b>853</b>	<b>802</b>	<b>51</b>	804	753	51	778	712	66	
	Change from prior year	6.1%	6.5%	0.0%	3.3%	5.8%	-22.7%	-1.1%	-1.7%	4.8%	
Pending Contracts		<b>1,189</b>	<b>1,000</b>	<b>189</b>	1,143	997	146	1,159	999	160	
	Change from prior year	4.0%	0.3%	29.5%	-1.4%	-0.2%	-8.7%	0.9%	-5.7%	77.8%	
Sales Volume (1,000s)		<b>100,993</b>	<b>90,088</b>	<b>10,904</b>	96,318	82,773	13,545	91,027	79,237	11,790	
	Change from prior year	4.9%	8.8%	-19.5%	5.8%	4.5%	14.9%	1.4%	4.0%	-13.3%	
Average	Sale Price	<b>174,426</b>	<b>165,909</b>	<b>302,895</b>	159,997	147,283	338,628	151,459	141,496	287,551	
		Change from prior year	9.0%	12.6%	-10.6%	5.6%	4.1%	17.8%	-0.3%	1.6%	-7.0%
	List Price of Actives	<b>258,022</b>	<b>239,855</b>	<b>349,138</b>	246,278	230,619	335,381	226,018	210,475	326,636	
		Change from prior year	4.8%	4.0%	4.1%	9.0%	9.6%	2.7%	4.8%	4.5%	1.3%
	Days on Market	<b>47</b>	<b>46</b>	<b>72</b>	58	57	77	60	55	123	
		Change from prior year	-19.0%	-20.0%	-6.5%	-2.3%	3.4%	-36.9%	-6.8%	-12.4%	57.1%
Percent of List		<b>97.6%</b>	<b>97.2%</b>	<b>102.9%</b>	97.3%	96.9%	103.1%	97.1%	96.7%	102.6%	
		Change from prior year	0.3%	0.3%	-0.2%	0.2%	0.2%	0.5%	0.3%	0.2%	1.6%
	Percent of Original	<b>95.7%</b>	<b>95.2%</b>	<b>103.9%</b>	94.8%	94.1%	103.9%	94.5%	93.8%	103.2%	
	Change from prior year	1.0%	1.1%	0.0%	0.3%	0.3%	0.7%	0.2%	0.2%	1.5%	
Median	Sale Price	<b>155,000</b>	<b>149,900</b>	<b>289,030</b>	145,000	130,500	296,439	134,150	128,625	270,000	
		Change from prior year	6.9%	14.9%	-2.5%	8.1%	1.5%	9.8%	1.7%	0.9%	-1.0%
	List Price of Actives	<b>194,200</b>	<b>164,900</b>	<b>299,500</b>	185,000	159,000	295,432	174,000	155,000	286,625	
		Change from prior year	5.0%	3.7%	1.4%	6.3%	2.6%	3.1%	8.8%	13.1%	4.8%
	Days on Market	<b>18</b>	<b>19</b>	<b>1</b>	33	34	0	34	32	61	
		Change from prior year	-44.6%	-44.1%	N/A	-4.4%	6.3%	-100.0%	-2.9%	-11.1%	335.7%
Percent of List	<b>99.1%</b>	<b>98.8%</b>	<b>100.9%</b>	98.8%	98.4%	100.8%	98.5%	98.2%	100.1%		
	Change from prior year	0.3%	0.4%	0.2%	0.3%	0.2%	0.7%	0.0%	-0.1%	0.1%	
Percent of Original	<b>97.9%</b>	<b>97.2%</b>	<b>101.5%</b>	96.9%	96.3%	102.0%	96.5%	96.1%	101.7%		
	Change from prior year	1.0%	0.9%	-0.5%	0.4%	0.2%	0.3%	-0.1%	0.0%	1.7%	



# YEAR-TO-DATE STATISTICS

## SUMMARY >>

### YTD BREAKDOWNS BY HOME TYPE ENTIRE MLS SYSTEM AS OF 3/8/2020

Year-to-Date Activity By Property Type		2020			2019			2018		
		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		<b>1,202</b>	<b>1,119</b>	<b>83</b>	1,169	1,082	87	1,199	1,111	88
Change from prior year		2.8%	3.4%	-4.6%	-2.5%	-2.6%	-1.1%	3.2%	3.3%	1.1%
New Listings		<b>1,765</b>	<b>1,651</b>	<b>114</b>	1,872	1,712	160	1,863	1,716	147
Change from prior year		-5.7%	-3.6%	-28.7%	0.5%	-0.2%	8.8%	-4.1%	-2.8%	-16.9%
Contracts Written		<b>1,571</b>	<b>1,475</b>	<b>96</b>	1,547	1,438	109	1,521	1,393	128
Change from prior year		1.6%	2.6%	-11.9%	1.7%	3.2%	-14.8%	4.2%	4.3%	2.4%
Sales Volume (1,000s)		<b>204,401</b>	<b>179,083</b>	<b>25,319</b>	186,652	159,075	27,577	181,720	155,105	26,615
Change from prior year		9.5%	12.6%	-8.2%	2.7%	2.6%	3.6%	2.8%	2.8%	2.3%
Average	Sale Price	<b>170,051</b>	<b>160,038</b>	<b>305,044</b>	159,668	147,020	316,975	151,560	139,608	302,446
	Change from prior year	6.5%	8.9%	-3.8%	5.3%	5.3%	4.8%	-0.4%	-0.5%	1.1%
	Days on Market	<b>45</b>	<b>43</b>	<b>76</b>	56	55	69	55	52	101
	Change from prior year	-19.0%	-21.5%	10.1%	1.4%	6.5%	-31.9%	-10.9%	-14.9%	27.6%
	Percent of List	<b>97.5%</b>	<b>97.2%</b>	<b>102.0%</b>	97.3%	96.8%	102.6%	97.1%	96.7%	102.2%
Change from prior year	0.2%	0.3%	-0.6%	0.1%	0.1%	0.4%	0.7%	0.7%	0.7%	
Median	Percent of Original	<b>95.6%</b>	<b>95.0%</b>	<b>103.0%</b>	94.6%	93.9%	103.7%	94.4%	93.7%	103.0%
	Change from prior year	1.0%	1.1%	-0.7%	0.3%	0.2%	0.6%	0.7%	0.7%	0.9%
	Sale Price	<b>149,900</b>	<b>140,000</b>	<b>298,900</b>	141,000	130,000	269,900	131,700	125,000	267,450
	Change from prior year	6.3%	7.7%	10.7%	7.1%	4.0%	0.9%	1.3%	0.8%	-0.2%
	Days on Market	<b>19</b>	<b>20</b>	<b>2</b>	32	33	0	31	31	43
Change from prior year	-40.6%	-39.4%	N/A	3.2%	6.5%	-100.0%	-10.1%	-13.9%	330.0%	
Percent of List	<b>99.1%</b>	<b>98.7%</b>	<b>100.3%</b>	98.5%	98.2%	100.0%	98.6%	98.3%	100.0%	
Change from prior year	0.5%	0.5%	0.3%	-0.1%	-0.1%	0.0%	0.3%	0.2%	0.0%	
Percent of Original	<b>97.7%</b>	<b>97.1%</b>	<b>101.2%</b>	96.8%	96.2%	101.9%	96.6%	96.2%	101.3%	
Change from prior year	0.9%	1.0%	-0.8%	0.2%	0.0%	0.6%	0.2%	0.1%	1.1%	



# FEBRUARY 2020 >>

# SOUTH CENTRAL KANSAS MLS STATISTICS

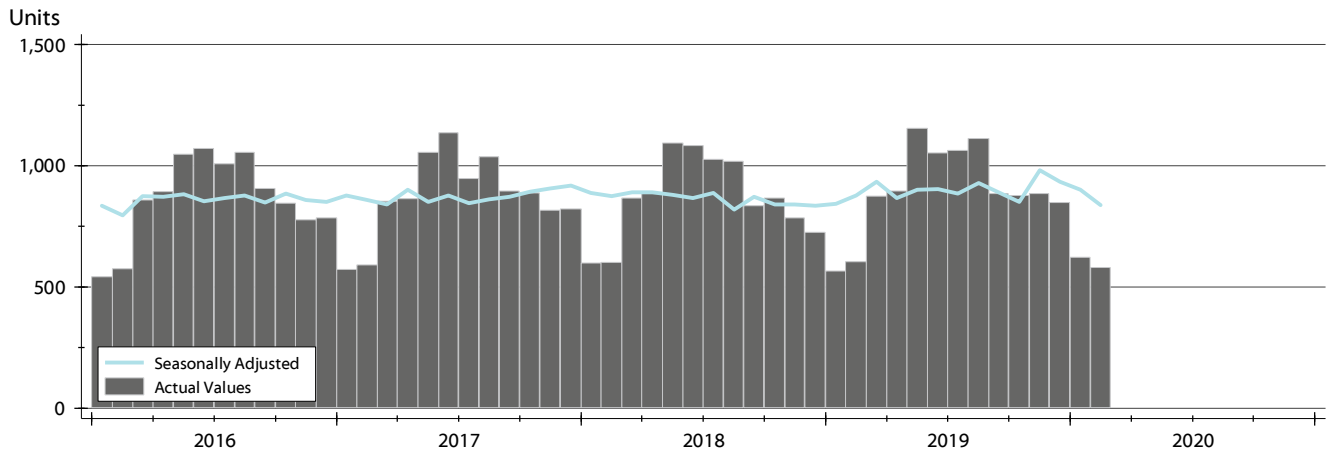


South Central Kansas MLS

## CLOSED LISTINGS ANALYSIS

### HISTORY >>

ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 3/8/2020



### SUMMARY >>

Summary Statistics for Closed Listings		February			Year-to-Date		
		2020	2019	Change	2020	2019	Change
Closed Listings		<b>579</b>	602	-3.8%	<b>1,202</b>	1,169	2.8%
Volume (1,000s)		<b>100,993</b>	96,318	4.9%	<b>204,401</b>	186,652	9.5%
Average	Sale Price	<b>174,426</b>	159,997	9.0%	<b>170,051</b>	159,668	6.5%
	Days on Market	<b>47</b>	58	-19.0%	<b>45</b>	56	-19.0%
	Percent of List	<b>97.6%</b>	97.3%	0.3%	<b>97.5%</b>	97.3%	0.2%
	Percent of Original	<b>95.7%</b>	94.8%	1.0%	<b>95.6%</b>	94.6%	1.0%
Median	Sale Price	<b>155,000</b>	145,000	6.9%	<b>149,900</b>	141,000	6.3%
	Days on Market	<b>18</b>	33	-44.6%	<b>19</b>	32	-40.6%
	Percent of List	<b>99.1%</b>	98.8%	0.3%	<b>99.1%</b>	98.5%	0.5%
	Percent of Original	<b>97.9%</b>	96.9%	1.0%	<b>97.7%</b>	96.8%	0.9%

A total of 579 homes sold in South Central Kansas in February, down from 602 units in February 2019. Total sales volume rose to \$101.0 million compared to \$96.3 million in the previous year.

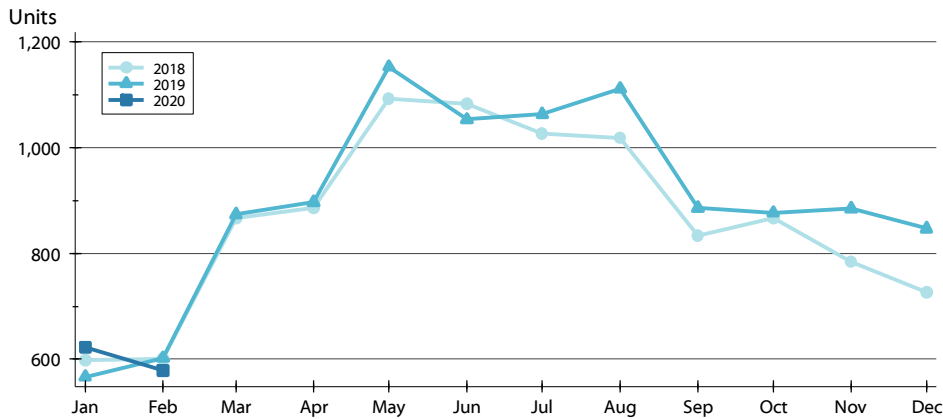
The median sales price in February was \$155,000, up 6.9% compared to the prior year. Median days on market was 18 days, down from 20 days in January, and down from 33 in February 2019.



# CLOSED LISTINGS ANALYSIS

## BY MONTH >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 3/8/2020**



Month	2018	2019	2020
January	598	567	623
February	601	602	579
March	867	874	
April	886	897	
May	1,093	1,153	
June	1,083	1,053	
July	1,027	1,063	
August	1,018	1,111	
September	834	886	
October	867	877	
November	784	885	
December	726	847	

## BY PRICE RANGE >>

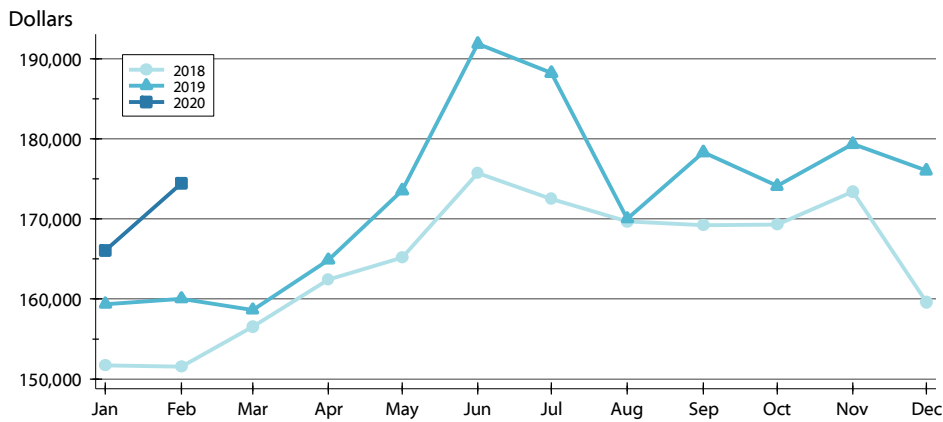
Price Range	Sales			Sale Price		Days on Market		Price as % of List		Price as % of Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median	Average	Median
Below \$25,000	27	4.7%	406	15,026	15,000	60	31	86.1%	87.0%	76.6%	79.4%
\$25,000-\$49,999	34	5.9%	1,309	38,510	40,125	41	19	98.3%	94.1%	95.9%	92.6%
\$50,000-\$99,999	113	19.5%	8,731	77,266	80,000	36	15	97.1%	98.4%	96.0%	97.1%
\$100,000-\$124,999	37	6.4%	4,232	114,377	115,000	37	7	97.8%	97.4%	96.4%	96.4%
\$125,000-\$149,999	62	10.7%	8,477	136,733	135,000	34	16	98.8%	100.0%	97.4%	98.6%
\$150,000-\$174,999	69	11.9%	11,091	160,740	162,000	34	14	98.6%	100.0%	97.5%	100.0%
\$175,000-\$199,999	63	10.9%	11,698	185,690	185,000	47	18	97.6%	99.5%	95.6%	98.1%
\$200,000-\$249,999	63	10.9%	14,204	225,465	227,000	40	11	99.2%	100.0%	98.0%	99.3%
\$250,000-\$299,999	37	6.4%	10,031	271,118	271,400	69	62	98.4%	99.5%	96.6%	98.1%
\$300,000-\$399,999	45	7.8%	15,131	336,244	328,700	74	30	98.7%	99.7%	97.4%	99.1%
\$400,000-\$499,999	18	3.1%	7,917	439,847	429,500	129	71	97.1%	97.3%	94.1%	95.3%
\$500,000-\$749,999	8	1.4%	4,618	577,274	579,750	48	38	95.7%	94.5%	96.6%	93.5%
\$750,000-\$999,999	2	0.3%	1,846	922,758	922,758	202	202	94.7%	94.7%	70.3%	70.3%
\$1,000,000 and up	1	0.2%	1,300	1,300,000	1,300,000	24	24	94.5%	94.5%	94.5%	94.5%
All price ranges	579	100.0%	100,993	174,426	155,000	47	18	97.6%	99.1%	95.7%	97.9%



# CLOSED LISTINGS ANALYSIS

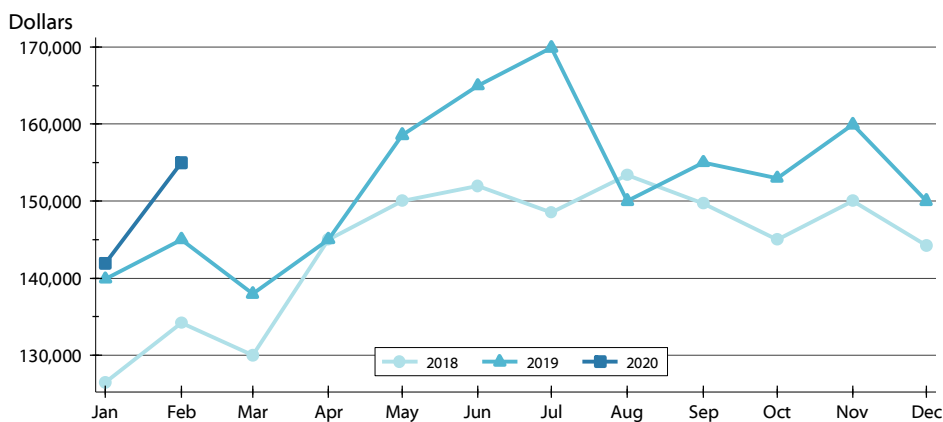
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 3/8/2020**

## AVERAGE PRICE »



Month	2018	2019	2020
January	151,661	159,319	165,985
February	151,459	159,997	174,426
March	156,465	158,616	
April	162,387	164,845	
May	165,156	173,511	
June	175,695	191,834	
July	172,443	188,175	
August	169,620	170,000	
September	169,187	178,263	
October	169,281	174,082	
November	173,356	179,318	
December	159,588	176,005	

## MEDIAN PRICE »



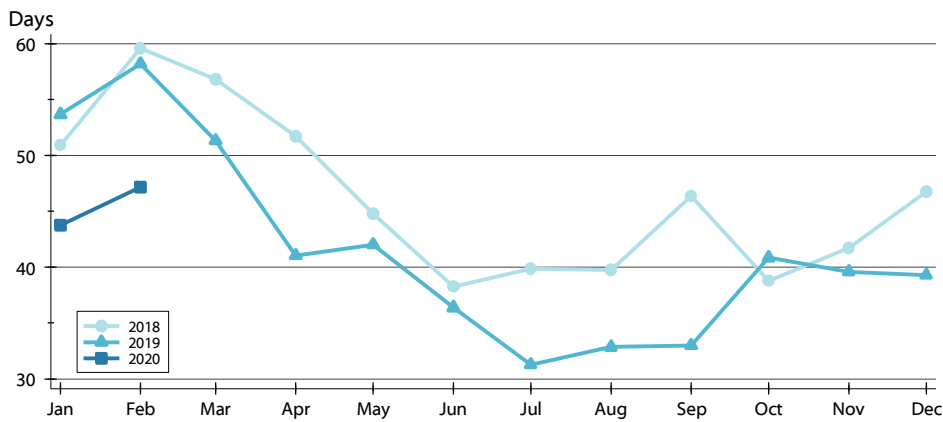
Month	2018	2019	2020
January	126,500	139,900	141,900
February	134,150	145,000	155,000
March	130,000	137,950	
April	145,000	145,000	
May	150,000	158,577	
June	152,000	165,000	
July	148,500	169,900	
August	153,350	150,000	
September	149,700	155,000	
October	145,000	153,000	
November	150,000	159,900	
December	144,250	150,000	



# CLOSED LISTINGS ANALYSIS

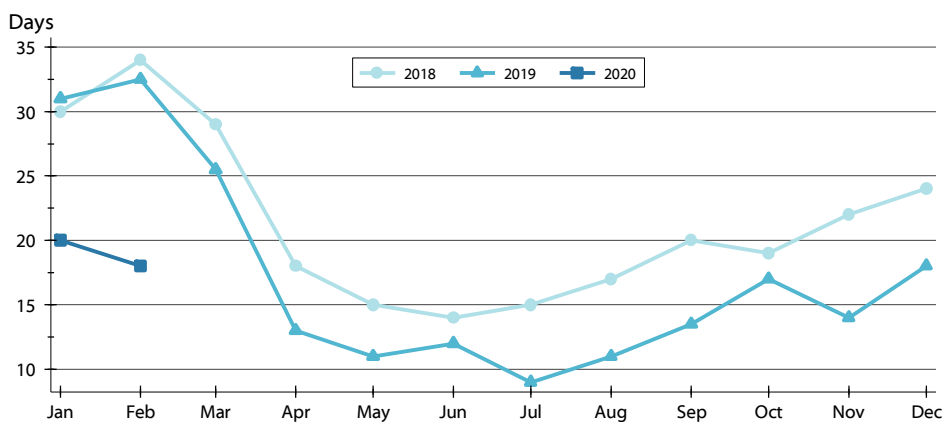
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 3/8/2020**

## AVERAGE DOM »



Month	2018	2019	2020
January	51	54	44
February	60	58	47
March	57	51	
April	52	41	
May	45	42	
June	38	36	
July	40	31	
August	40	33	
September	46	33	
October	39	41	
November	42	40	
December	47	39	

## MEDIAN DOM »



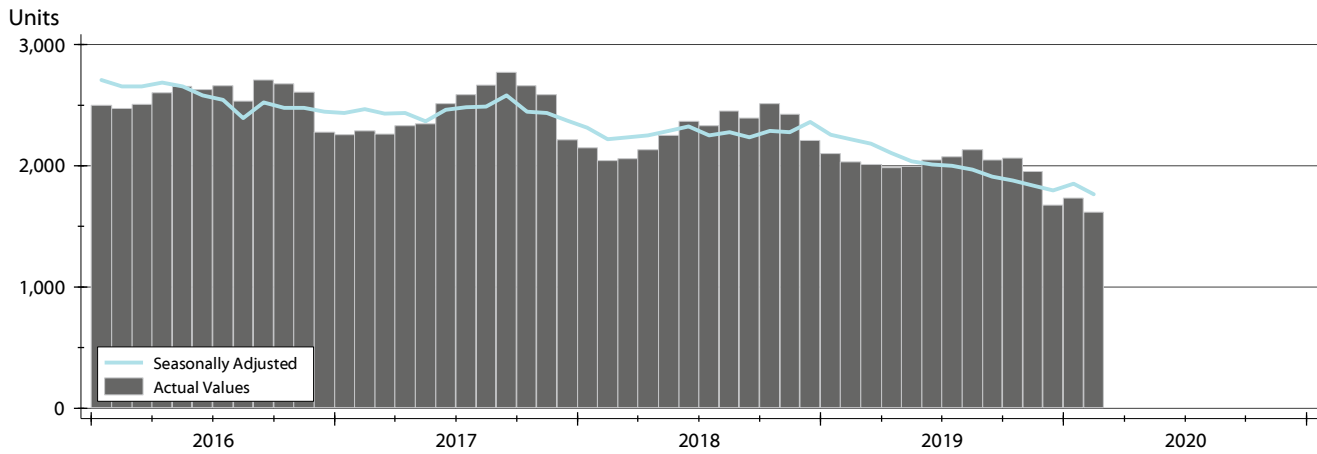
Month	2018	2019	2020
January	30	31	20
February	34	33	18
March	29	26	
April	18	13	
May	15	11	
June	14	12	
July	15	9	
August	17	11	
September	20	14	
October	19	17	
November	22	14	
December	24	18	



# ACTIVE LISTINGS ANALYSIS

## HISTORY >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 3/8/2020**



## SUMMARY >>

Summary Statistics for Active Listings		End of February		
		2020	2019	Change
Active Listings		<b>1,614</b>	2,034	-20.6%
Months' Supply		<b>1.8</b>	2.4	-24.3%
Volume (1,000s)		<b>416,448</b>	500,929	-16.9%
Average	List Price	<b>258,022</b>	246,278	4.8%
	Days on Market	<b>98</b>	110	-11.5%
	Percent of Original	<b>97.6%</b>	97.7%	-0.1%
Median	List Price	<b>194,200</b>	185,000	5.0%
	Days on Market	<b>49</b>	67	-26.9%
	Percent of Original	<b>100.0%</b>	100.0%	0.0%

A total of 1,614 homes were available for sale in South Central Kansas at the end of February. This represents a 1.8 months' supply of active listings.

The median list price of homes on the market at the end of February was \$194,200, up 5.0% from 2019. The typical time on market for active listings was 49 days, down from 67 days a year earlier.





# FEBRUARY 2020 >>

## SOUTH CENTRAL KANSAS MLS STATISTICS

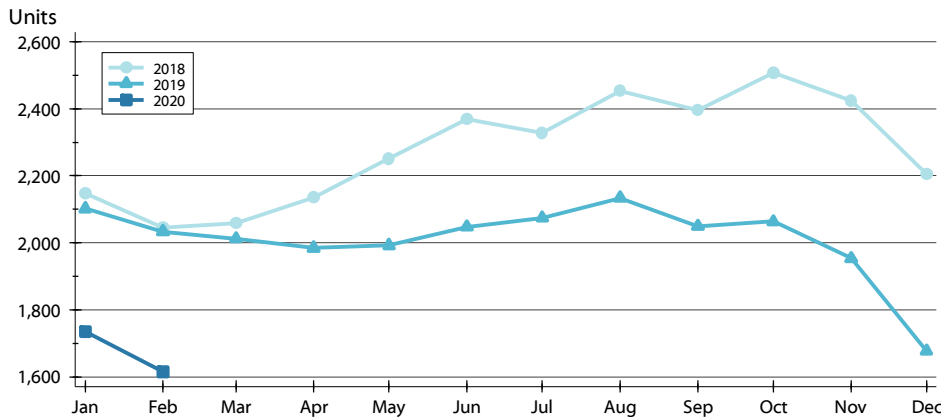


South Central Kansas MLS

### ACTIVE LISTINGS ANALYSIS

#### BY MONTH >>

ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 3/8/2020



Month	2018	2019	2020
January	2,147	2,102	1,735
February	2,044	2,034	1,614
March	2,059	2,012	
April	2,135	1,984	
May	2,250	1,992	
June	2,369	2,047	
July	2,329	2,074	
August	2,453	2,134	
September	2,395	2,049	
October	2,508	2,063	
November	2,425	1,953	
December	2,205	1,677	

#### BY PRICE RANGE >>

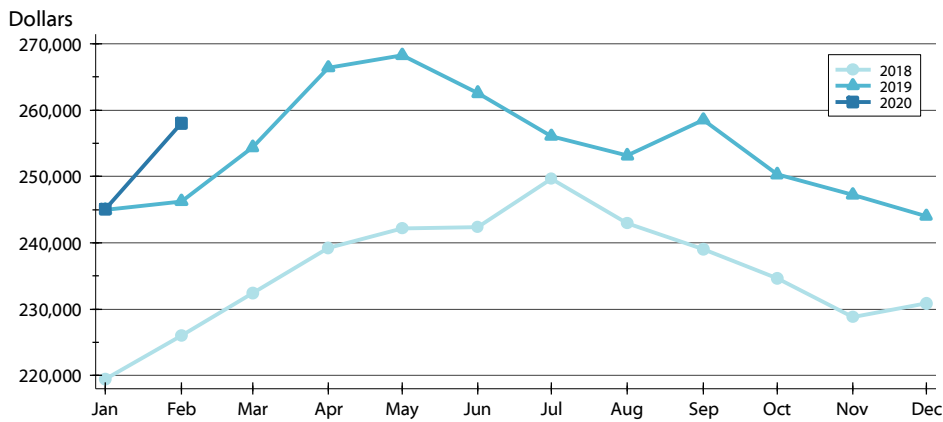
Price Range	Active Listings			Months' Supply	List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume		Average	Median	Average	Median	Average	Median
Below \$25,000	47	2.9%	548	1.7	11,663	12,980	132	65	93.9%	100.0%
\$25,000-\$49,999	126	7.8%	4,830	3.7	38,330	38,700	135	75	94.6%	100.0%
\$50,000-\$99,999	287	17.8%	21,705	2.5	75,628	75,000	100	60	96.0%	100.0%
\$100,000-\$124,999	87	5.4%	9,778	2.4	112,391	113,000	91	55	96.7%	100.0%
\$125,000-\$149,999	86	5.3%	11,643	1.4	135,385	134,900	75	46	97.9%	100.0%
\$150,000-\$174,999	75	4.6%	12,250	1.1	163,335	164,900	53	32	98.5%	100.0%
\$175,000-\$199,999	109	6.8%	20,488	1.7	187,962	188,725	74	38	98.1%	100.0%
\$200,000-\$249,999	156	9.7%	35,177	2.5	225,491	224,900	75	30	98.6%	100.0%
\$250,000-\$299,999	144	8.9%	39,627	3.9	275,187	275,000	67	25	99.2%	100.0%
\$300,000-\$399,999	204	12.6%	71,715	4.5	351,544	347,682	96	53	99.4%	100.0%
\$400,000-\$499,999	94	5.8%	42,141	5.2	448,310	448,734	101	46	99.4%	100.0%
\$500,000-\$749,999	87	5.4%	54,246	10.9	623,515	633,000	142	91	97.9%	100.0%
\$750,000-\$999,999	38	2.4%	32,921	19.0	866,353	850,000	192	150	96.8%	100.0%
\$1,000,000 and up	30	1.9%	48,026	30.0	1,600,878	1,376,000	216	151	96.6%	100.0%
All price ranges	1,614	100.0%	416,448	2.8	258,022	194,200	98	49	97.6%	100.0%



# ACTIVE LISTINGS ANALYSIS

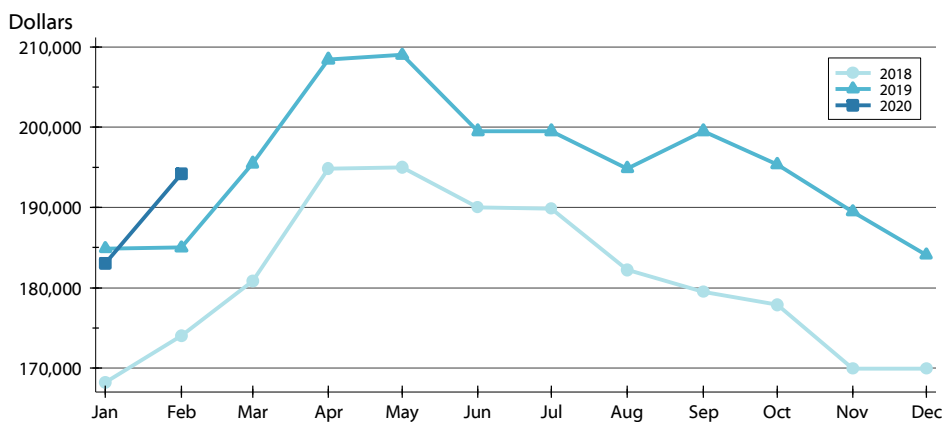
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 3/8/2020**

## AVERAGE PRICE »



Month	2018	2019	2020
January	219,491	244,933	245,096
February	226,018	246,278	258,022
March	232,365	254,379	254,000
April	239,193	266,443	266,000
May	242,156	268,251	268,000
June	242,311	262,572	262,000
July	249,623	256,102	256,000
August	242,880	253,144	253,000
September	238,982	258,524	259,000
October	234,663	250,301	250,000
November	228,794	247,242	247,000
December	230,828	244,028	244,000

## MEDIAN PRICE »



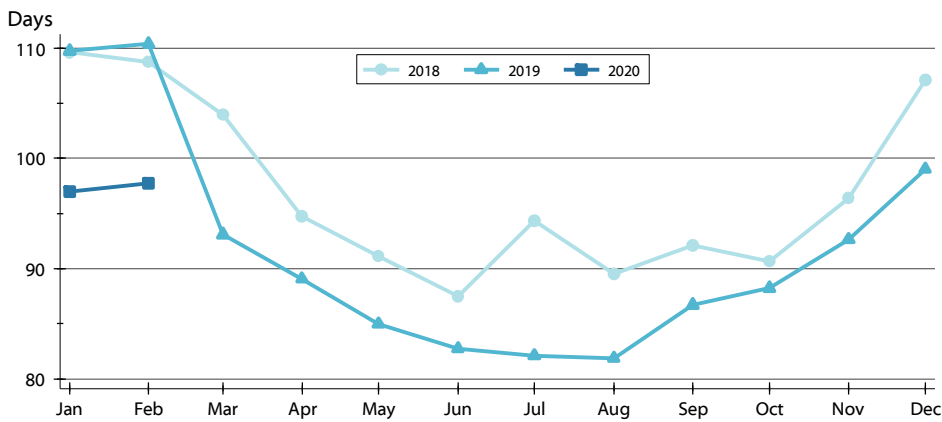
Month	2018	2019	2020
January	168,248	184,900	183,000
February	174,000	185,000	194,200
March	180,867	195,500	195,000
April	194,900	208,443	209,000
May	195,000	209,000	209,000
June	190,000	199,500	200,000
July	189,900	199,500	200,000
August	182,250	194,900	195,000
September	179,500	199,500	199,500
October	177,900	195,370	195,000
November	169,900	189,500	189,500
December	169,900	184,080	184,080



# ACTIVE LISTINGS ANALYSIS

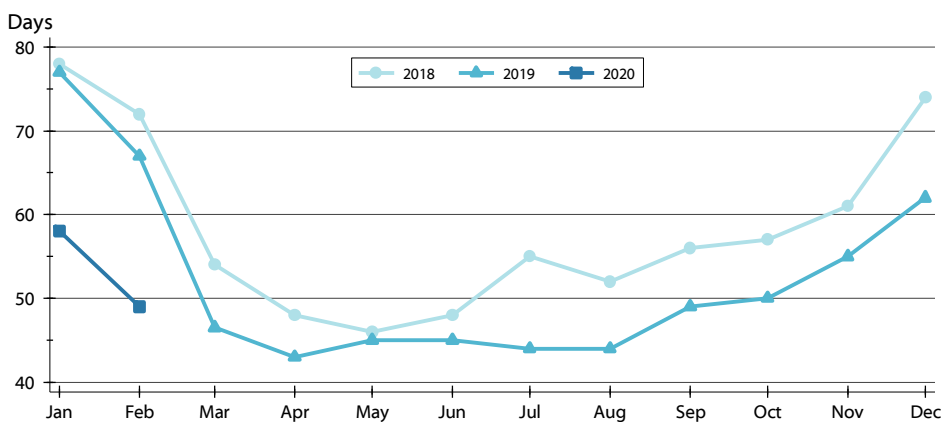
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 3/8/2020**

## AVERAGE DOM >>



Month	2018	2019	2020
January	110	110	97
February	109	110	98
March	104	93	
April	95	89	
May	91	85	
June	87	83	
July	94	82	
August	90	82	
September	92	87	
October	91	88	
November	96	93	
December	107	99	

## MEDIAN DOM >>



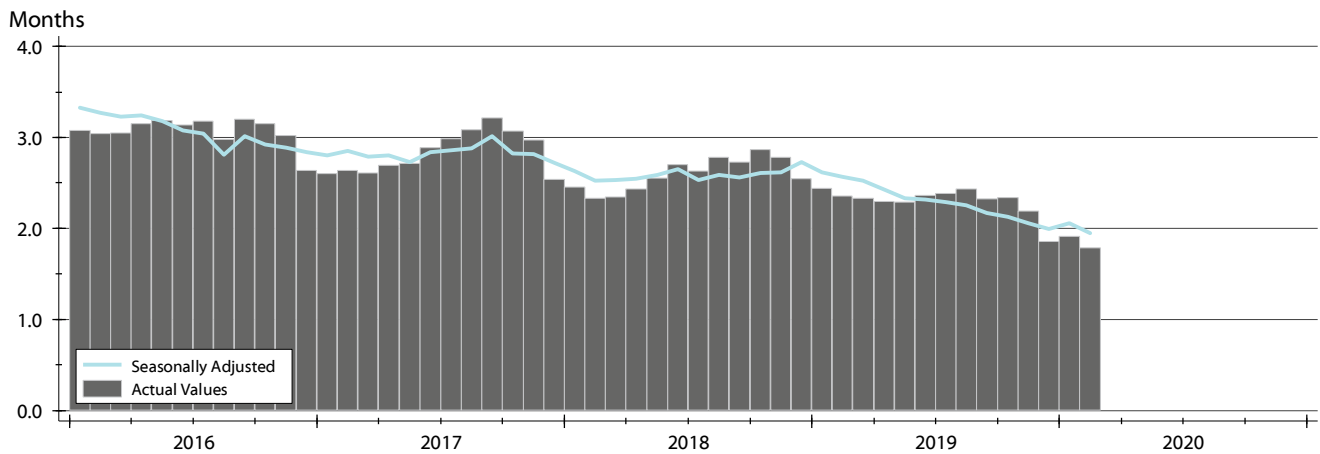
Month	2018	2019	2020
January	78	77	58
February	72	67	49
March	54	47	
April	48	43	
May	46	45	
June	48	45	
July	55	44	
August	52	44	
September	56	49	
October	57	50	
November	61	55	
December	74	62	



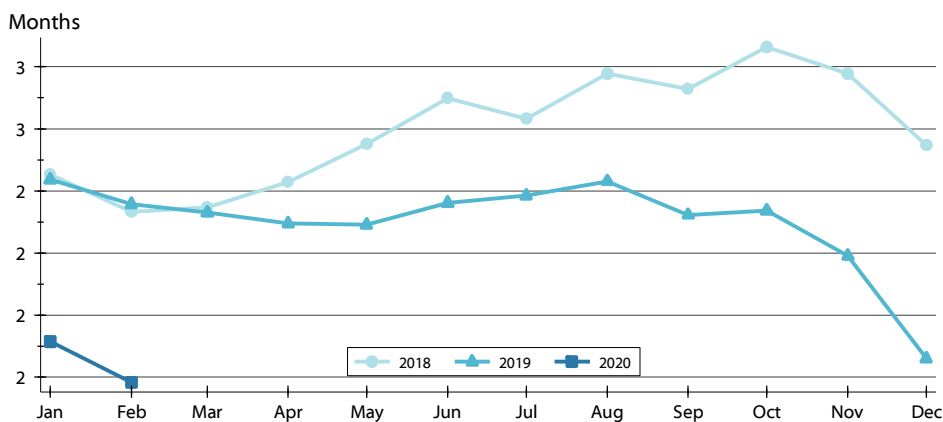
## MONTHS' SUPPLY ANALYSIS

### HISTORY >>

ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 3/8/2020



### BY MONTH >>



Month	2018	2019	2020
January	2.5	2.4	1.9
February	2.3	2.4	1.8
March	2.3	2.3	
April	2.4	2.3	
May	2.6	2.3	
June	2.7	2.4	
July	2.6	2.4	
August	2.8	2.4	
September	2.7	2.3	
October	2.9	2.3	
November	2.8	2.2	
December	2.5	1.9	



# FEBRUARY 2020 >>

## SOUTH CENTRAL KANSAS MLS STATISTICS

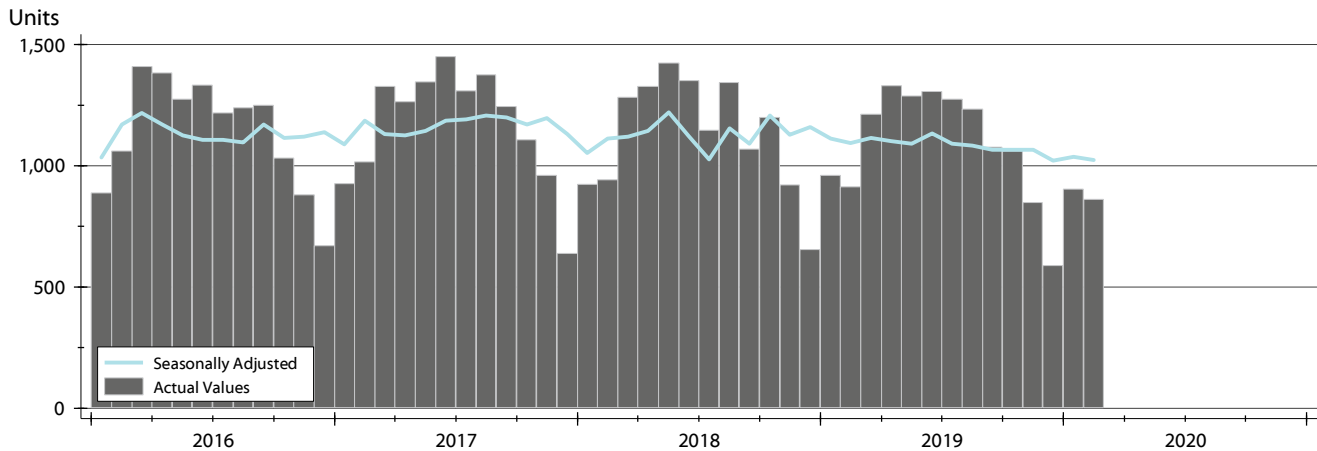


South Central Kansas MLS

### NEW LISTINGS ANALYSIS

#### HISTORY >>

ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 3/8/2020



#### SUMMARY >>

Summary Statistics for New Listings		February		
		2020	2019	Change
Current Month	New Listings	<b>861</b>	912	-5.6%
	Volume (1,000s)	<b>175,377</b>	179,525	-2.3%
	Average List Price	<b>203,690</b>	196,847	3.5%
	Median List Price	<b>165,000</b>	149,900	10.1%
YTD	New Listings	<b>1,765</b>	1,872	-5.7%
	Volume (1,000s)	<b>341,810</b>	365,780	-6.6%
	Average List Price	<b>193,660</b>	195,395	-0.9%
	Median List Price	<b>159,900</b>	154,900	3.2%

A total of 861 new listings were added in South Central Kansas during February, down 5.6% from the same month in 2019. Year-to-date South Central Kansas has seen 1,765 new listings.

The median list price of these homes was \$165,000 up from \$149,900 in 2019.



# FEBRUARY 2020 >>

## SOUTH CENTRAL KANSAS MLS STATISTICS

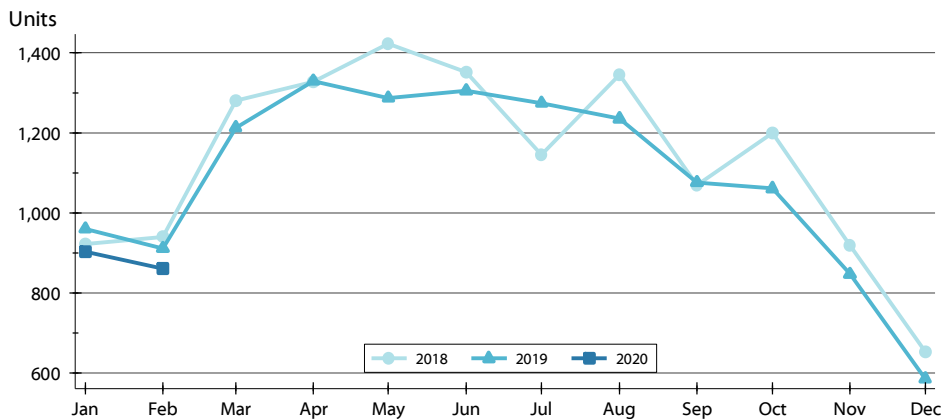


South Central Kansas MLS

### NEW LISTINGS ANALYSIS

#### BY MONTH >>

ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 3/8/2020



Month	2018	2019	2020
January	922	960	904
February	941	912	861
March	1,281	1,213	
April	1,327	1,329	
May	1,422	1,287	
June	1,351	1,305	
July	1,145	1,274	
August	1,344	1,235	
September	1,070	1,076	
October	1,200	1,061	
November	919	848	
December	654	587	

#### BY PRICE RANGE >>

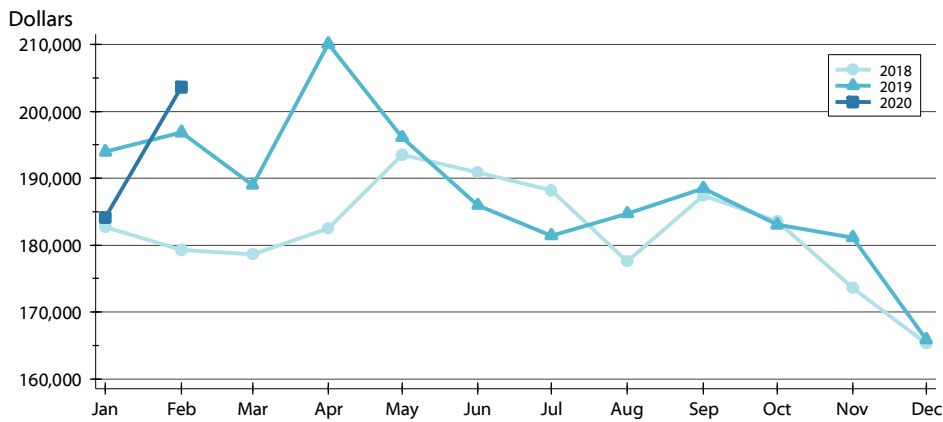
Price Range	New Listings			List Price	
	Number	Percent	Volume	Average	Median
Below \$25,000	19	2.2%	204	10,718	14,900
\$25,000-\$49,999	41	4.8%	1,562	38,096	37,000
\$50,000-\$99,999	162	18.8%	12,629	77,960	79,950
\$100,000-\$124,999	47	5.5%	5,342	113,662	114,500
\$125,000-\$149,999	88	10.2%	12,120	137,727	137,250
\$150,000-\$174,999	84	9.8%	13,645	162,441	161,250
\$175,000-\$199,999	80	9.3%	14,986	187,330	185,500
\$200,000-\$249,999	101	11.7%	22,795	225,692	224,500
\$250,000-\$299,999	68	7.9%	18,807	276,572	275,000
\$300,000-\$399,999	67	7.8%	23,486	350,542	349,388
\$400,000-\$499,999	29	3.4%	12,826	442,270	445,000
\$500,000-\$749,999	26	3.0%	15,601	600,023	572,450
\$750,000-\$999,999	4	0.5%	3,734	933,475	969,950
\$1,000,000 and up	7	0.8%	9,900	1,414,214	1,175,000
All price ranges	861	100.0%	175,377	203,690	165,000



# NEW LISTINGS ANALYSIS

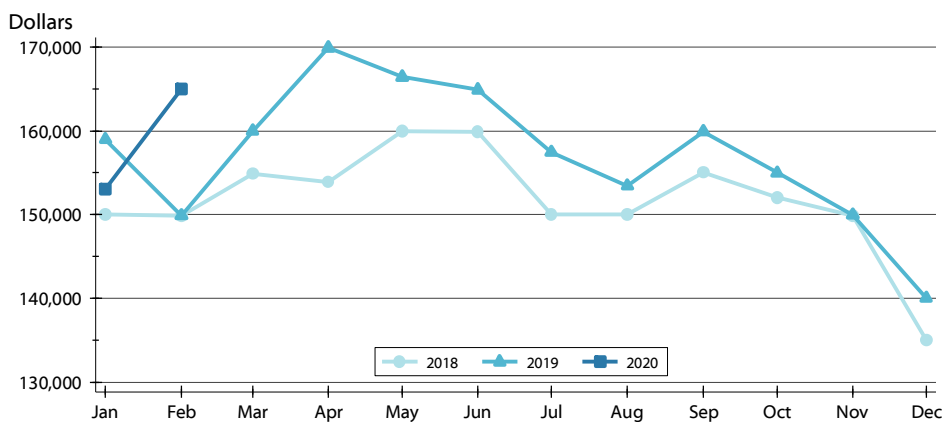
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 3/8/2020**

## AVERAGE PRICE >>



Month	2018	2019	2020
January	182,667	193,959	184,106
February	179,256	196,847	203,690
March	178,570	188,989	
April	182,466	210,128	
May	193,521	196,152	
June	190,938	185,976	
July	188,165	181,458	
August	177,593	184,711	
September	187,412	188,523	
October	183,516	183,021	
November	173,615	181,164	
December	165,310	165,868	

## MEDIAN PRICE >>



Month	2018	2019	2020
January	150,000	159,000	153,000
February	149,900	149,900	165,000
March	154,900	160,000	
April	153,900	169,900	
May	160,000	166,450	
June	159,900	164,900	
July	150,000	157,450	
August	150,000	153,431	
September	155,000	159,900	
October	152,000	155,000	
November	149,900	149,950	
December	135,000	140,000	



FEBRUARY 2020 >>

# SOUTH CENTRAL KANSAS MLS STATISTICS

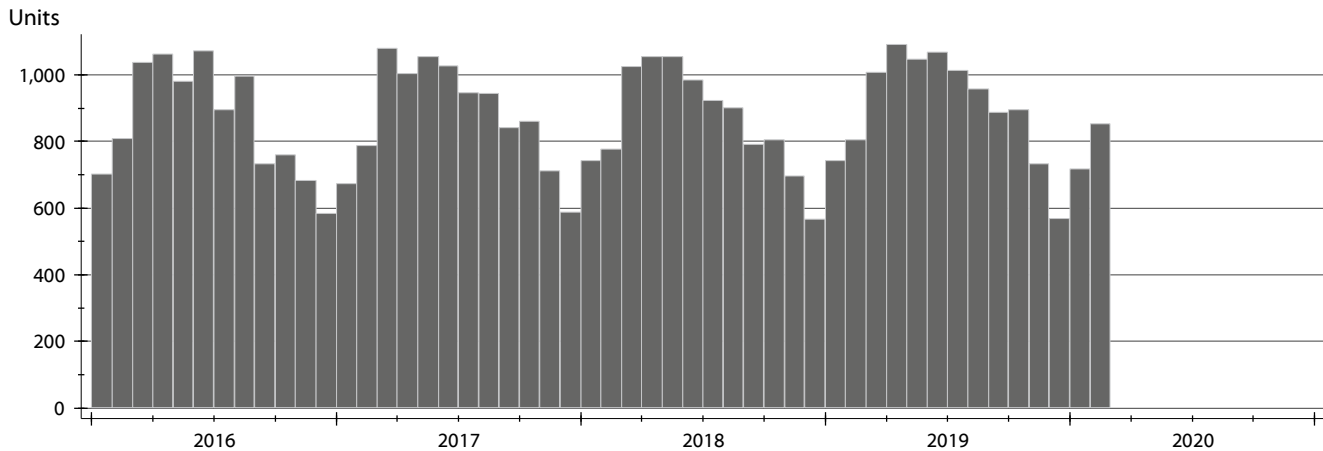


South Central Kansas MLS

## CONTRACTS WRITTEN ANALYSIS

ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 3/8/2020

### HISTORY >>



### SUMMARY >>

Summary Statistics		February			Year-to-Date		
for Contracts Written		2020	2019	Change	2020	2019	Change
Closed Listings		<b>853</b>	804	6.1%	<b>1,571</b>	1,547	1.6%
Volume (1,000s)		<b>149,302</b>	137,179	8.8%	<b>278,263</b>	260,500	6.8%
Average	Sale Price	<b>175,031</b>	170,621	2.6%	<b>177,125</b>	168,391	5.2%
	Days on Market	<b>46</b>	51	-10.8%	<b>46</b>	53	-13.5%
	Percent of Original	<b>97.4%</b>	95.5%	1.9%	<b>96.7%</b>	95.4%	1.4%
Median	Sale Price	<b>155,000</b>	149,900	3.4%	<b>158,450</b>	149,900	5.7%
	Days on Market	<b>17</b>	22	-22.7%	<b>17</b>	27	-37.0%
	Percent of Original	<b>100.0%</b>	98.1%	2.0%	<b>100.0%</b>	97.6%	2.5%

A total of 853 contracts for sale were written in South Central Kansas during the month of February, up from 804 in 2019. The median list price of these homes was \$155,000, up from \$149,900 the prior year.

Half of the homes that went under contract in February were on the market less than 17 days, compared to 22 days in February 2019.





# FEBRUARY 2020 >>

## SOUTH CENTRAL KANSAS MLS STATISTICS

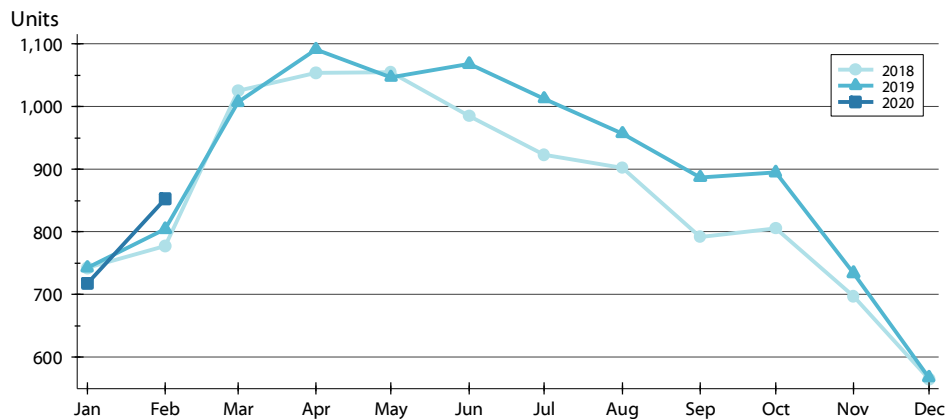


South Central Kansas MLS

### CONTRACTS WRITTEN ANALYSIS

ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 3/8/2020

BY MONTH >>



Month	2018	2019	2020
January	743	743	718
February	778	804	853
March	1,025	1,007	
April	1,054	1,091	
May	1,055	1,047	
June	985	1,068	
July	923	1,013	
August	902	957	
September	792	887	
October	805	895	
November	697	734	
December	566	568	

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	13	1.5%	176	13,546	14,000	38	18	86.7%	100.0%
\$25,000-\$49,999	43	5.0%	1,655	38,484	39,500	77	25	92.2%	100.0%
\$50,000-\$99,999	164	19.2%	12,718	77,550	79,900	44	15	96.2%	100.0%
\$100,000-\$124,999	68	8.0%	7,753	114,009	114,450	43	18	97.7%	100.0%
\$125,000-\$149,999	108	12.7%	14,880	137,781	137,250	30	9	98.5%	100.0%
\$150,000-\$174,999	101	11.8%	16,479	163,159	164,500	36	10	98.4%	100.0%
\$175,000-\$199,999	89	10.4%	16,648	187,062	185,000	40	13	97.6%	100.0%
\$200,000-\$249,999	89	10.4%	20,067	225,468	224,900	38	18	98.9%	100.0%
\$250,000-\$299,999	60	7.0%	16,505	275,088	274,500	33	8	100.3%	100.0%
\$300,000-\$399,999	52	6.1%	18,276	351,462	349,900	74	35	98.3%	100.0%
\$400,000-\$499,999	21	2.5%	9,293	442,511	434,900	122	38	96.8%	100.0%
\$500,000-\$749,999	9	1.1%	5,401	600,068	579,900	40	35	97.7%	100.0%
\$750,000-\$999,999	3	0.4%	2,475	825,000	775,000	485	617	83.2%	79.2%
\$1,000,000 and up	1	0.1%	1,375	1,375,000	1,375,000	24	24	94.5%	94.5%
All price ranges	853	100.0%	149,302	175,031	155,000	46	17	97.4%	100.0%



FEBRUARY 2020 >>

# SOUTH CENTRAL KANSAS MLS STATISTICS

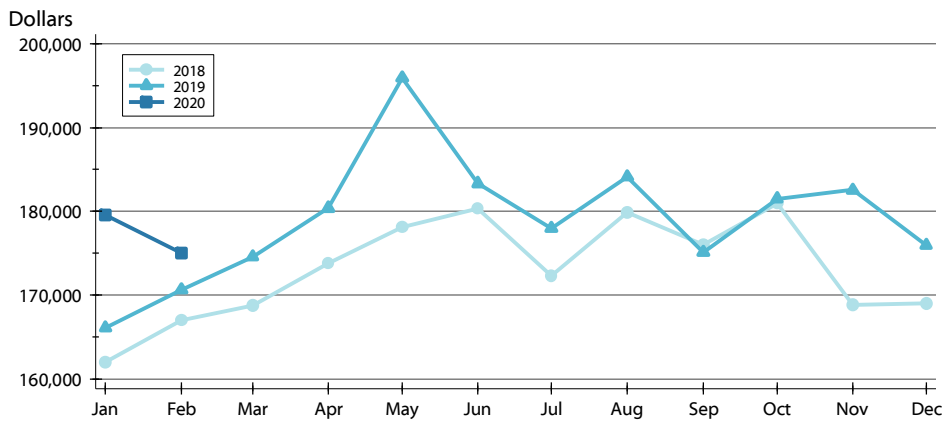


South Central Kansas MLS

## CONTRACTS WRITTEN ANALYSIS

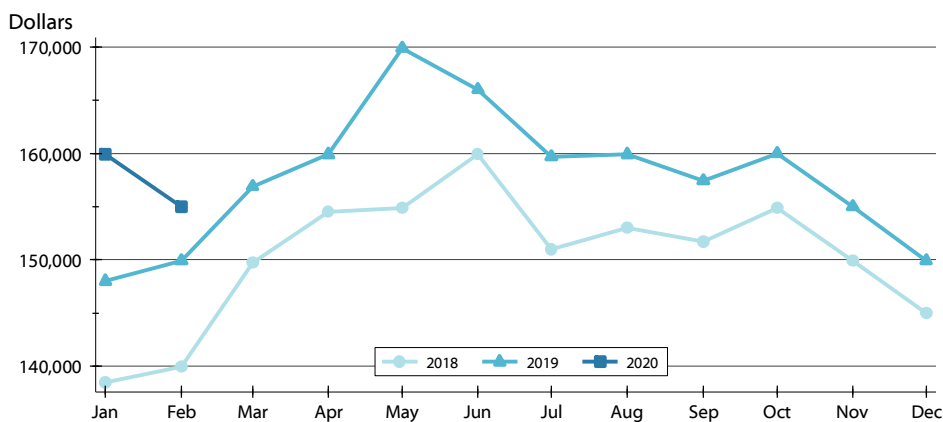
ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 3/8/2020

### AVERAGE PRICE >>



Month	2018	2019	2020
January	161,962	166,076	179,529
February	167,014	170,621	175,031
March	168,727	174,561	
April	173,771	180,374	
May	178,081	195,942	
June	180,310	183,319	
July	172,342	177,939	
August	179,829	184,147	
September	175,985	175,081	
October	180,967	181,507	
November	168,869	182,532	
December	168,982	175,954	

### MEDIAN PRICE >>



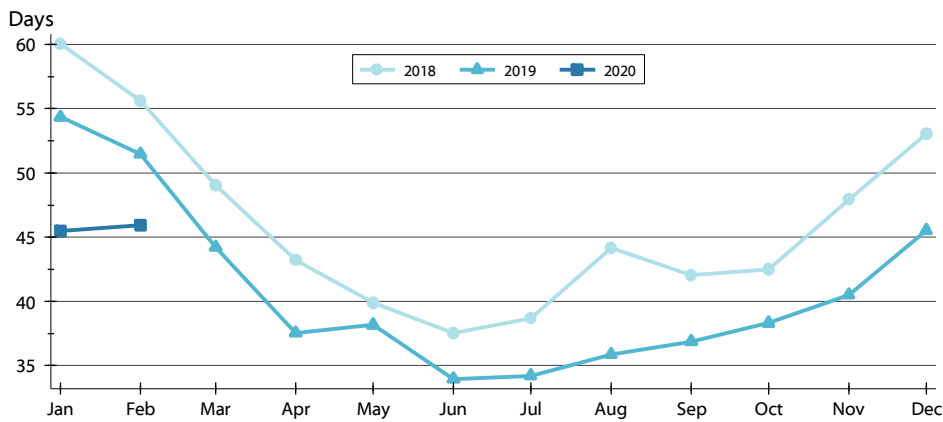
Month	2018	2019	2020
January	138,500	148,000	159,900
February	139,900	149,900	155,000
March	149,700	156,900	
April	154,500	159,900	
May	154,900	169,900	
June	159,900	166,000	
July	150,975	159,700	
August	153,000	159,900	
September	151,700	157,450	
October	154,900	160,000	
November	149,900	155,000	
December	145,000	149,900	



# CONTRACTS WRITTEN ANALYSIS

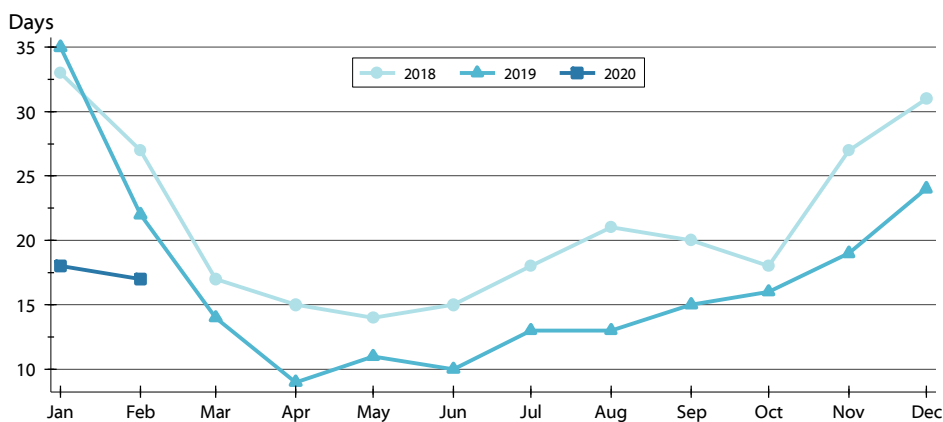
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 3/8/2020**

## AVERAGE DOM »



Month	2018	2019	2020
January	60	54	45
February	56	51	46
March	49	44	44
April	43	38	38
May	40	38	38
June	38	34	34
July	39	34	34
August	44	36	36
September	42	37	37
October	43	38	38
November	48	40	40
December	53	46	46

## MEDIAN DOM »



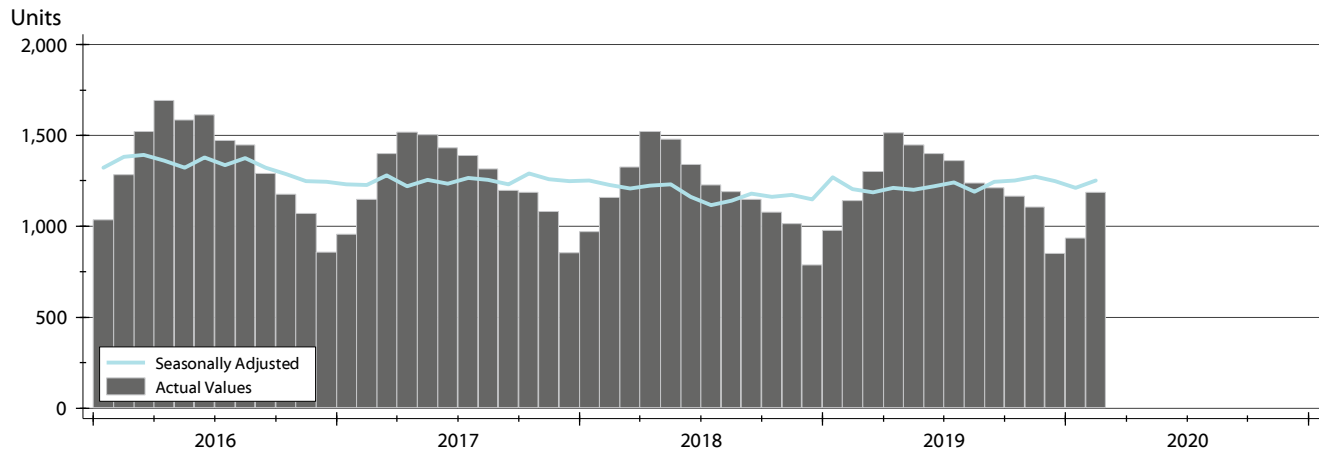
Month	2018	2019	2020
January	33	35	18
February	27	22	17
March	17	14	14
April	15	9	14
May	14	11	11
June	15	10	10
July	18	13	13
August	21	13	13
September	20	15	15
October	18	16	16
November	27	19	19
December	31	24	24



## PENDING CONTRACTS ANALYSIS

ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 3/8/2020

### HISTORY >>



### SUMMARY >>

Summary Statistics		End of February		
for Active Listings		2020	2019	Change
Active Listings		<b>1,189</b>	1,143	4.0%
Volume (1,000s)		<b>231,325</b>	203,989	13.4%
Average	List Price	<b>194,555</b>	178,468	9.0%
	Days on Market	<b>44</b>	58	-24.4%
	Percent of Original	<b>98.5%</b>	97.8%	0.7%
Median	List Price	<b>169,900</b>	154,900	9.7%
	Days on Market	<b>13</b>	27	-51.9%
	Percent of Original	<b>100.0%</b>	100.0%	0.0%

A total of 1,189 listings in South Central Kansas had contracts pending at the end of February, up from 1,143 contracts pending at the end of February 2019.

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.



# FEBRUARY 2020 >>

## SOUTH CENTRAL KANSAS MLS STATISTICS

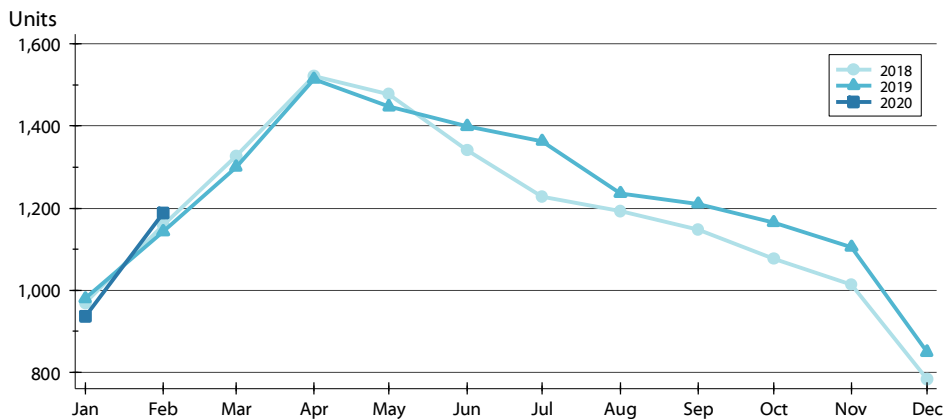


South Central Kansas MLS

### PENDING CONTRACTS ANALYSIS

#### BY MONTH >>

ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 3/8/2020



Month	2018	2019	2020
January	970	980	937
February	1,159	1,143	1,189
March	1,326	1,300	
April	1,521	1,514	
May	1,477	1,447	
June	1,340	1,399	
July	1,228	1,363	
August	1,193	1,236	
September	1,148	1,211	
October	1,077	1,165	
November	1,014	1,105	
December	785	850	

#### BY PRICE RANGE >>

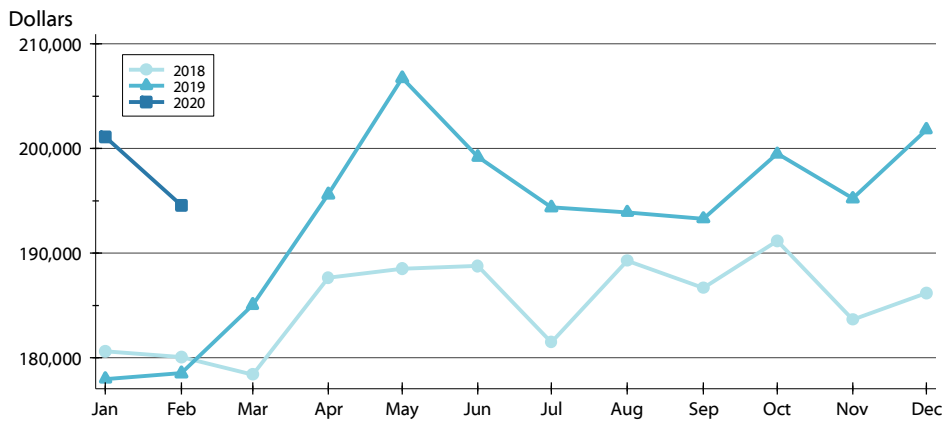
Price Range	Contracts Written			List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median
Below \$25,000	5	0.4%	68	13,580	14,000	36	18	93.1%	100.0%
\$25,000-\$49,999	39	3.3%	1,556	39,885	41,900	81	50	93.8%	100.0%
\$50,000-\$99,999	212	17.8%	16,558	78,104	79,900	56	20	97.5%	100.0%
\$100,000-\$124,999	83	7.0%	9,420	113,497	114,000	41	16	98.4%	100.0%
\$125,000-\$149,999	134	11.3%	18,448	137,675	137,250	31	10	98.7%	100.0%
\$150,000-\$174,999	132	11.1%	21,559	163,326	164,700	35	11	98.6%	100.0%
\$175,000-\$199,999	125	10.5%	23,376	187,006	185,000	38	12	98.4%	100.0%
\$200,000-\$249,999	146	12.3%	32,708	224,030	222,250	39	10	98.9%	100.0%
\$250,000-\$299,999	110	9.3%	30,235	274,868	274,715	32	5	100.0%	100.0%
\$300,000-\$399,999	117	9.8%	39,989	341,788	339,636	45	6	99.9%	100.0%
\$400,000-\$499,999	39	3.3%	17,409	446,386	447,571	58	7	98.2%	100.0%
\$500,000-\$749,999	14	1.2%	8,012	572,254	561,450	32	20	100.6%	100.0%
\$750,000-\$999,999	5	0.4%	3,984	796,760	758,800	295	91	91.4%	100.0%
\$1,000,000 and up	1	0.1%	2,750	2,750,000	2,750,000	94	94	100.0%	100.0%
All price ranges	1,189	100.0%	231,325	194,555	169,900	44	13	98.5%	100.0%



# PENDING CONTRACTS ANALYSIS

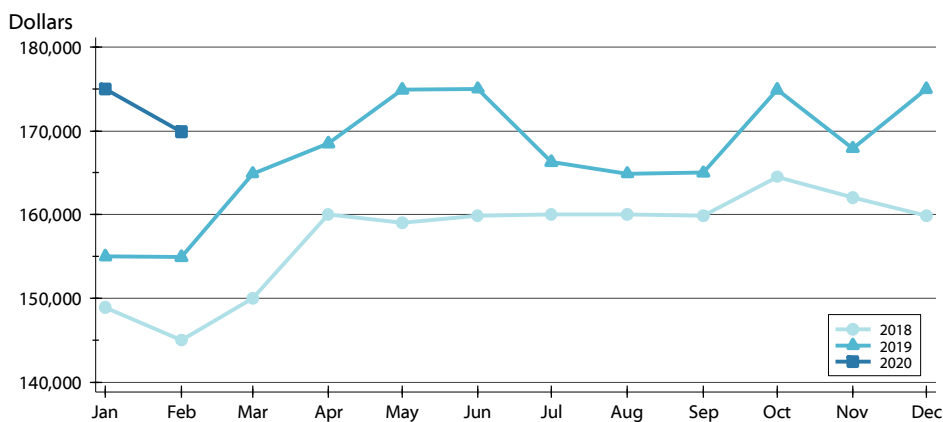
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 3/8/2020**

## AVERAGE PRICE >>



Month	2018	2019	2020
January	180,564	177,966	201,113
February	180,022	178,468	194,555
March	178,347	185,022	
April	187,633	195,583	
May	188,503	206,721	
June	188,722	199,174	
July	181,440	194,369	
August	189,213	193,882	
September	186,663	193,256	
October	191,150	199,471	
November	183,647	195,210	
December	186,152	201,795	

## MEDIAN PRICE >>



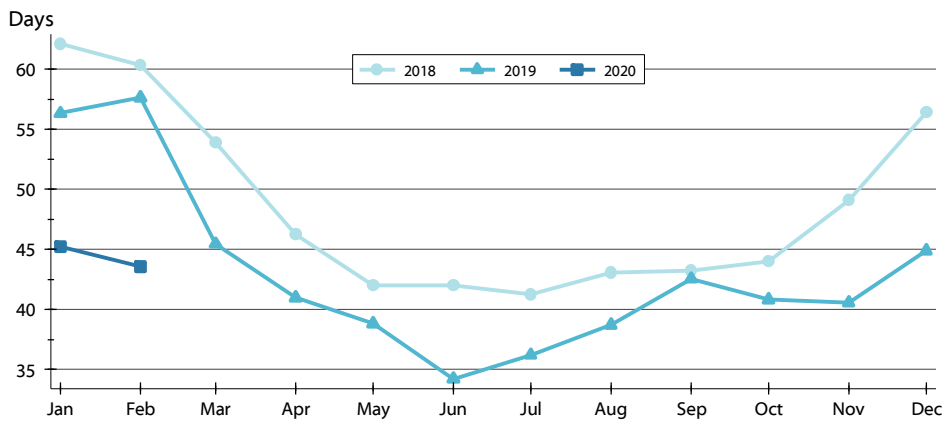
Month	2018	2019	2020
January	148,900	155,000	175,000
February	145,000	154,900	169,900
March	150,000	164,900	
April	160,000	168,500	
May	159,000	174,900	
June	159,900	175,000	
July	160,000	166,250	
August	160,000	164,900	
September	159,900	165,000	
October	164,500	174,900	
November	162,000	167,900	
December	159,900	174,975	



# PENDING CONTRACTS ANALYSIS

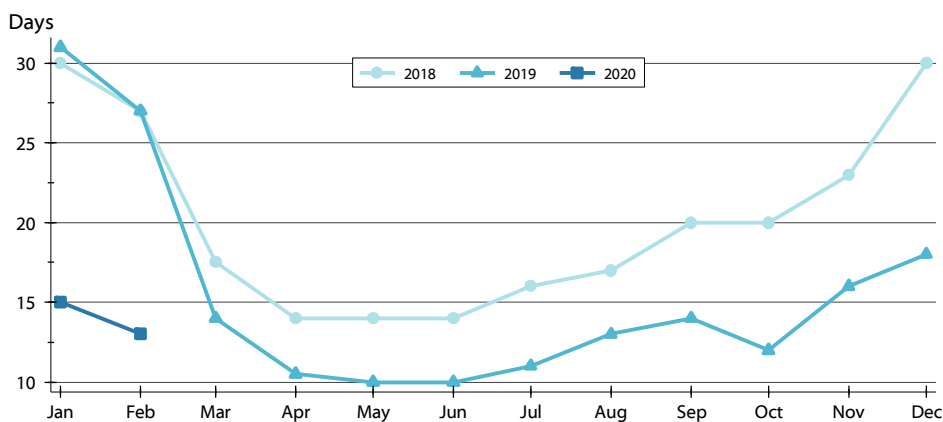
## AVERAGE DOM >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 3/8/2020**



Month	2018	2019	2020
January	62	56	45
February	60	58	44
March	54	45	45
April	46	41	41
May	42	39	39
June	42	34	34
July	41	36	36
August	43	39	39
September	43	43	43
October	44	41	41
November	49	41	41
December	56	45	45

## MEDIAN DOM >>



Month	2018	2019	2020
January	30	31	15
February	27	27	13
March	18	14	14
April	14	11	11
May	14	10	10
June	14	10	10
July	16	11	11
August	17	13	13
September	20	14	14
October	20	12	12
November	23	16	16
December	30	18	18