

MARKET OVERVIEW >>

South Central Kansas Home Sales Fell in April

Total home sales in South Central Kansas fell last month to 782 units, compared to 897 units in April 2019. Total sales volume was \$138.4 million, down from a year earlier.

The median sale price in April was \$161,450, up from \$145,000 a year earlier. Homes that sold in April were typically on the market for 10 days and sold for 100.0% of their list prices.

South Central Kansas Active Listings Down at End of April

The total number of active listings in South Central Kansas at the end of April was 1,579 units, down from 1,984 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 April was \$204,000.

During April, a total of 877 contracts were written down from 1,091 in April 2019. At the end of the month, there were 1,355 contracts pending, compared to 1,514 at the end of April 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		April		
Summary Statistics		2020	2019	Change
Home Sales		782	897	-12.8%
Active Listings		1,579	1,984	-20.4%
Months' Supply		1.8	2.3	-23.1%
New Listings		966	1,330	-27.4%
Contracts Written		877	1,091	-19.6%
Pending Contracts		1,355	1,514	-10.5%
Sales Volume (1,000s)		138,416	147,866	-6.4%
Average	Sale Price	177,003	164,845	7.4%
	List Price of Actives	267,767	266,443	0.5%
	Days on Market	37	41	-8.8%
	Percent of List	98.5%	97.9%	0.6%
	Percent of Original	96.9%	96.6%	0.3%
Median	Sale Price	161,450	145,000	11.3%
	List Price of Actives	204,000	208,443	-2.1%
	Days on Market	10	13	-23.1%
	Percent of List	100.0%	100.0%	0.0%
	Percent of Original	99.2%	98.6%	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 5/11/2020

April MLS Statistics		2020			2019			2018			
By Property Type		Total	Existing	New	Total	Existing	New	Total	Existing	New	
Home Sales		782	719	63	897	839	58	886	819	67	
	Change from prior year	-12.8%	-14.3%	8.6%	1.2%	2.4%	-13.4%	2.5%	1.5%	17.5%	
Active Listings		1,579	1,326	253	1,984	1,688	296	2,135	1,895	240	
	Change from prior year	-20.4%	-21.4%	-14.5%	-7.1%	-10.9%	23.3%	-8.4%	-8.1%	-10.1%	
Months' Supply		1.8	1.6	3.9	2.3	2.1	4.9	2.4	2.3	4.1	
	Change from prior year	-23.1%	-23.8%	-20.5%	-5.5%	-9.2%	20.6%	-9.9%	-9.7%	-10.2%	
New Listings		966	899	67	1,330	1,242	88	1,327	1,249	78	
	Change from prior year	-27.4%	-27.6%	-23.9%	0.2%	-0.6%	12.8%	5.0%	5.9%	-8.2%	
Contracts Written		877	827	50	1,091	1,020	71	1,054	985	69	
	Change from prior year	-19.6%	-18.9%	-29.6%	3.5%	3.6%	2.9%	5.1%	5.6%	-1.4%	
Pending Contracts		1,355	1,165	190	1,514	1,332	182	1,521	1,335	186	
	Change from prior year	-10.5%	-12.5%	4.4%	-0.5%	-0.2%	-2.2%	0.2%	-0.7%	7.5%	
Sales Volume (1,000s)		138,416	119,266	19,151	147,866	127,345	20,521	143,875	123,339	20,536	
	Change from prior year	-6.4%	-6.3%	-6.7%	2.8%	3.2%	-0.1%	8.1%	5.2%	29.5%	
Average	Sale Price	177,003	165,877	303,979	164,845	151,782	353,811	162,387	150,597	306,505	
		Change from prior year	7.4%	9.3%	-14.1%	1.5%	0.8%	15.4%	5.4%	3.6%	10.2%
	List Price of Actives	267,767	251,004	352,839	266,443	255,703	326,350	239,193	227,884	326,035	
		Change from prior year	0.5%	-1.8%	8.1%	11.4%	12.2%	0.1%	5.9%	7.6%	-1.4%
	Days on Market	37	37	39	41	39	71	52	45	129	
		Change from prior year	-8.8%	-4.3%	-45.1%	-20.7%	-14.3%	-44.7%	8.9%	3.2%	33.2%
Percent of List		98.5%	98.2%	102.6%	97.9%	97.6%	102.0%	98.1%	97.9%	100.8%	
		Change from prior year	0.6%	0.5%	0.6%	-0.2%	-0.2%	1.2%	0.7%	0.8%	-0.9%
	Percent of Original	96.9%	96.3%	103.1%	96.6%	96.1%	103.1%	96.4%	95.9%	102.2%	
	Change from prior year	0.3%	0.2%	0.1%	0.2%	0.2%	0.8%	1.2%	1.3%	-0.3%	
Median	Sale Price	161,450	155,500	282,260	145,000	138,000	283,333	145,000	139,000	267,077	
		Change from prior year	11.3%	12.7%	-0.4%	0.0%	-0.7%	6.1%	7.4%	5.3%	10.6%
	List Price of Actives	204,000	179,000	299,960	208,443	178,500	290,500	194,900	171,900	286,200	
		Change from prior year	-2.1%	0.3%	3.3%	6.9%	3.8%	1.5%	9.8%	10.2%	2.8%
	Days on Market	10	10	0	13	13	4	18	18	95	
		Change from prior year	-23.1%	-23.1%	-100.0%	-27.8%	-27.8%	-96.3%	-5.3%	-5.3%	493.8%
Percent of List	100.0%	100.0%	100.0%	100.0%	99.2%	100.0%	99.3%	98.9%	100.0%		
	Change from prior year	0.0%	0.8%	0.0%	0.7%	0.3%	0.0%	0.1%	0.0%	0.0%	
Percent of Original	99.2%	98.6%	101.3%	98.6%	98.1%	100.7%	98.3%	97.9%	100.8%		
	Change from prior year	0.6%	0.5%	0.6%	0.3%	0.1%	-0.1%	0.6%	0.6%	0.8%	

YEAR-TO-DATE STATISTICS

SUMMARY >>

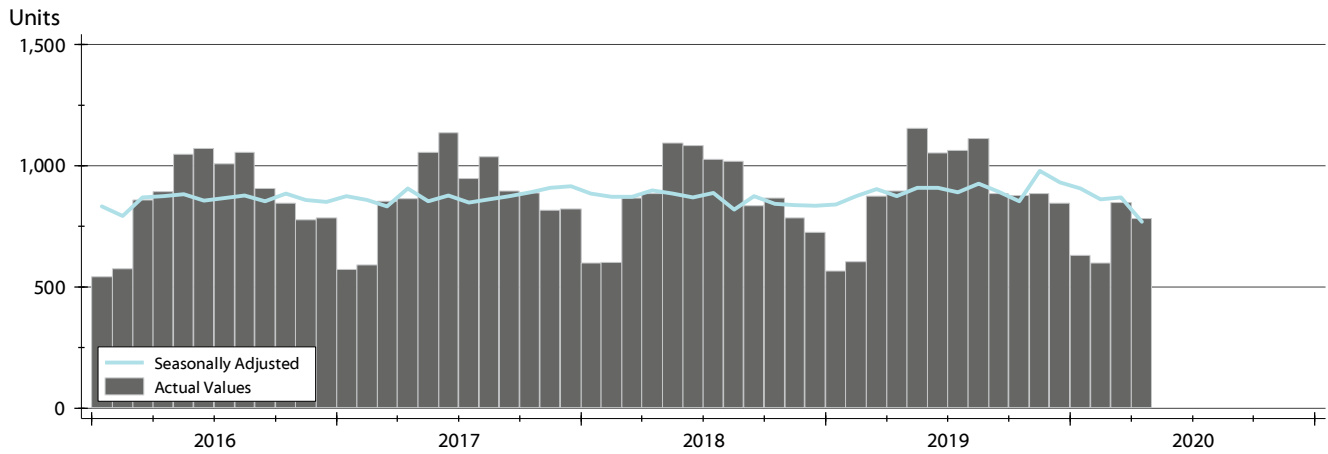
YTD BREAKDOWNS BY HOME TYPE ENTIRE MLS SYSTEM AS OF 5/11/2020

Year-to-Date Activity		2020			2019			2018		
By Property Type		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		2,856	2,633	223	2,940	2,744	196	2,952	2,733	219
Change from prior year		-2.9%	-4.0%	13.8%	-0.4%	0.4%	-10.5%	2.5%	1.8%	12.3%
New Listings		3,876	3,611	265	4,416	4,076	340	4,471	4,167	304
Change from prior year		-12.2%	-11.4%	-22.1%	-1.2%	-2.2%	11.8%	-1.4%	-0.6%	-11.1%
Contracts Written		3,339	3,126	213	3,646	3,402	244	3,600	3,317	283
Change from prior year		-8.4%	-8.1%	-12.7%	1.3%	2.6%	-13.8%	1.6%	1.4%	4.0%
Sales Volume (1,000s)		495,301	428,231	67,071	473,149	410,033	63,116	461,250	394,438	66,812
Change from prior year		4.7%	4.4%	6.3%	2.6%	4.0%	-5.5%	7.1%	5.4%	18.7%
Average	Sale Price	173,425	162,640	300,765	160,935	149,429	322,018	156,250	144,324	305,077
	Change from prior year	7.8%	8.8%	-6.6%	3.0%	3.5%	5.6%	4.5%	3.5%	5.7%
	Days on Market	42	41	55	50	49	65	55	50	117
	Change from prior year	-16.0%	-16.3%	-16.4%	-8.4%	-1.4%	-44.2%	-2.3%	-7.7%	36.4%
Percent of List	Percent of List	97.9%	97.6%	102.2%	97.5%	97.2%	102.4%	97.6%	97.2%	101.6%
	Change from prior year	0.4%	0.4%	-0.2%	0.0%	-0.1%	0.8%	0.6%	0.6%	0.2%
	Percent of Original	96.2%	95.6%	103.0%	95.4%	94.8%	103.3%	95.4%	94.8%	102.2%
	Change from prior year	0.9%	0.9%	-0.3%	0.0%	0.0%	1.1%	1.0%	1.0%	0.1%
Median	Sale Price	156,000	147,500	290,066	141,417	133,000	275,000	135,000	128,750	268,000
	Change from prior year	10.3%	10.9%	5.5%	4.8%	3.3%	2.6%	3.8%	3.0%	6.3%
	Days on Market	15	16	0	23	25	1	27	26	55
	Change from prior year	-34.8%	-36.0%	-100.0%	-14.8%	-3.8%	-99.1%	-3.6%	-10.3%	243.8%
Percent of List	Percent of List	99.8%	99.3%	100.0%	99.0%	98.7%	100.0%	98.9%	98.5%	100.0%
	Change from prior year	0.8%	0.6%	0.0%	0.1%	0.2%	0.0%	0.1%	0.1%	0.0%
	Percent of Original	98.4%	97.9%	101.1%	97.6%	97.1%	100.9%	97.4%	97.0%	100.8%
	Change from prior year	0.9%	0.8%	0.2%	0.1%	0.1%	0.1%	0.3%	0.4%	0.7%

CLOSED LISTINGS ANALYSIS

HISTORY >>

**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 5/11/2020**



SUMMARY >>

Summary Statistics for Closed Listings		April			Year-to-Date		
		2020	2019	Change	2020	2019	Change
Closed Listings		782	897	-12.8%	2,856	2,940	-2.9%
Volume (1,000s)		138,416	147,866	-6.4%	495,301	473,149	4.7%
Average	Sale Price	177,003	164,845	7.4%	173,425	160,935	7.8%
	Days on Market	37	41	-8.8%	42	50	-16.0%
	Percent of List	98.5%	97.9%	0.6%	97.9%	97.5%	0.4%
	Percent of Original	96.9%	96.6%	0.3%	96.2%	95.4%	0.9%
Median	Sale Price	161,450	145,000	11.3%	156,000	141,417	10.3%
	Days on Market	10	13	-23.1%	15	23	-34.8%
	Percent of List	100.0%	100.0%	0.0%	99.8%	99.0%	0.8%
	Percent of Original	99.2%	98.6%	0.6%	98.4%	97.6%	0.9%

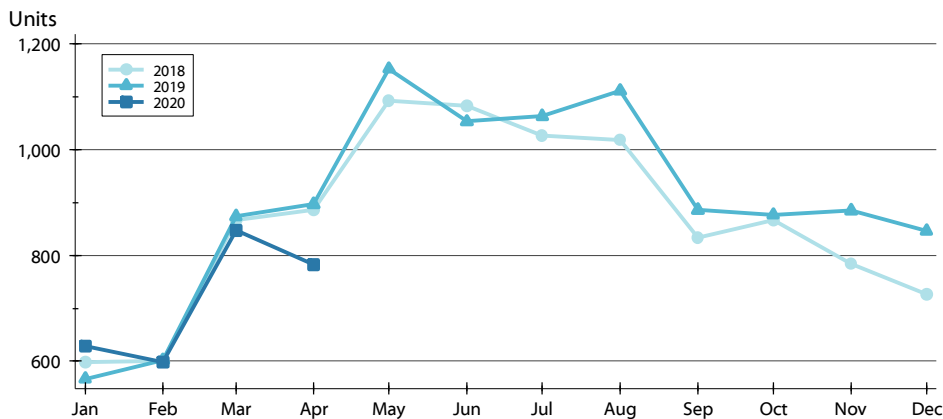
A total of 782 homes sold in South Central Kansas in April, down from 897 units in April 2019. Total sales volume fell to \$138.4 million compared to \$147.9 million in the previous year.

The median sales price in April was \$161,450, up 11.3% compared to the prior year. Median days on market was 10 days, down from 14 days in March, and down from 13 in April 2019.

CLOSED LISTINGS ANALYSIS

BY MONTH >>

**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 5/11/2020**



Month	2018	2019	2020
January	598	567	629
February	601	602	598
March	867	874	847
April	886	897	782
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	846	

BY PRICE RANGE >>

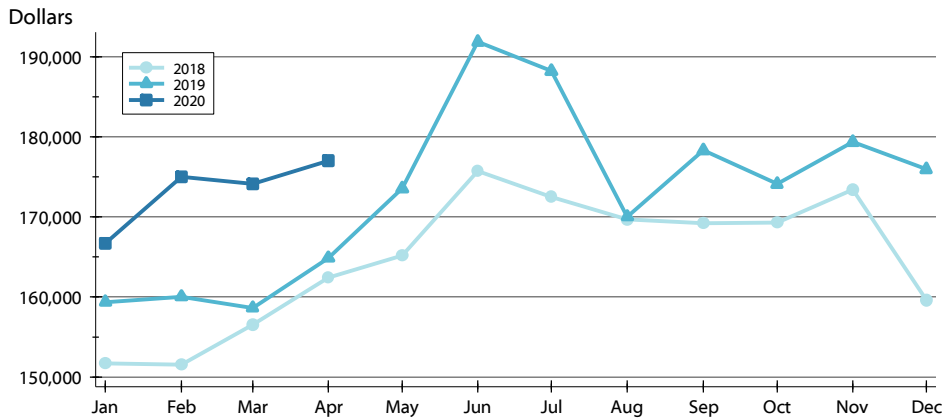
Price Range	Sales			Sale Price		Days on Market		Price as % of List		Price as % of Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median	Average	Median
Below \$25,000	18	2.3%	302	16,778	18,500	64	37	92.0%	100.0%	76.9%	80.0%
\$25,000-\$49,999	39	5.0%	1,491	38,226	40,000	55	31	94.8%	93.9%	91.3%	90.8%
\$50,000-\$99,999	148	18.9%	11,226	75,848	76,750	53	26	96.8%	98.2%	94.5%	96.8%
\$100,000-\$124,999	64	8.2%	7,170	112,034	112,250	29	8	98.3%	100.0%	96.4%	98.2%
\$125,000-\$149,999	75	9.6%	10,237	136,487	136,000	30	9	99.6%	100.0%	99.1%	100.0%
\$150,000-\$174,999	84	10.7%	13,537	161,151	160,000	28	5	99.8%	100.0%	98.7%	100.0%
\$175,000-\$199,999	97	12.4%	18,078	186,371	185,000	33	7	99.0%	100.0%	97.6%	100.0%
\$200,000-\$249,999	107	13.7%	23,961	223,938	222,000	26	10	99.6%	100.0%	99.0%	100.0%
\$250,000-\$299,999	62	7.9%	16,879	272,234	270,000	25	6	99.3%	100.0%	98.4%	100.0%
\$300,000-\$399,999	61	7.8%	20,792	340,858	335,000	46	12	100.1%	100.0%	99.2%	100.0%
\$400,000-\$499,999	19	2.4%	8,160	429,490	425,000	41	20	98.9%	98.3%	98.4%	97.9%
\$500,000-\$749,999	6	0.8%	3,634	605,700	605,853	59	20	98.8%	99.9%	98.2%	98.4%
\$750,000-\$999,999	1	0.1%	750	750,000	750,000	130	130	88.3%	88.3%	88.3%	88.3%
\$1,000,000 and up	1	0.1%	2,200	2,200,000	2,200,000	94	94	80.0%	80.0%	80.0%	80.0%
All price ranges	782	100.0%	138,416	177,003	161,450	37	10	98.5%	100.0%	96.9%	99.2%



CLOSED LISTINGS ANALYSIS

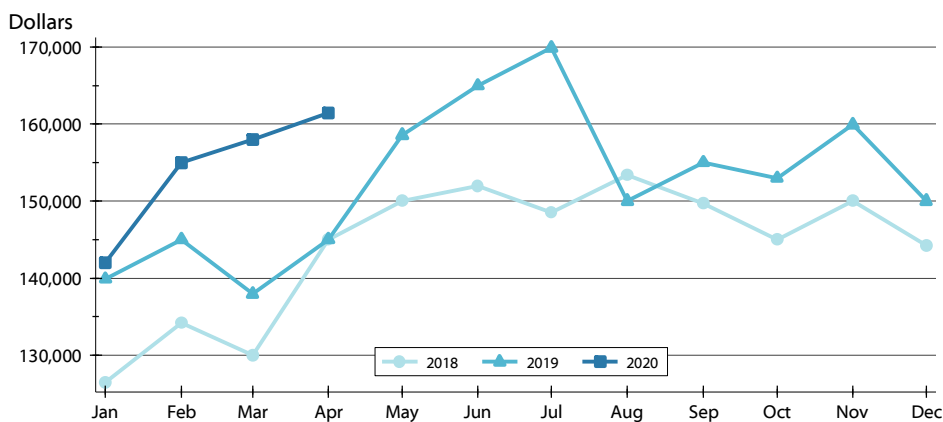
**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 5/11/2020**

AVERAGE PRICE >>



Month	2018	2019	2020
January	151,661	159,319	166,676
February	151,459	159,997	174,955
March	156,465	158,616	174,053
April	162,387	164,845	177,003
May	165,156	173,511	173,511
June	175,695	191,834	191,834
July	172,443	188,175	188,175
August	169,620	170,000	170,000
September	169,187	178,263	178,263
October	169,281	174,082	174,082
November	173,356	179,318	179,318
December	159,588	175,924	175,924

MEDIAN PRICE >>

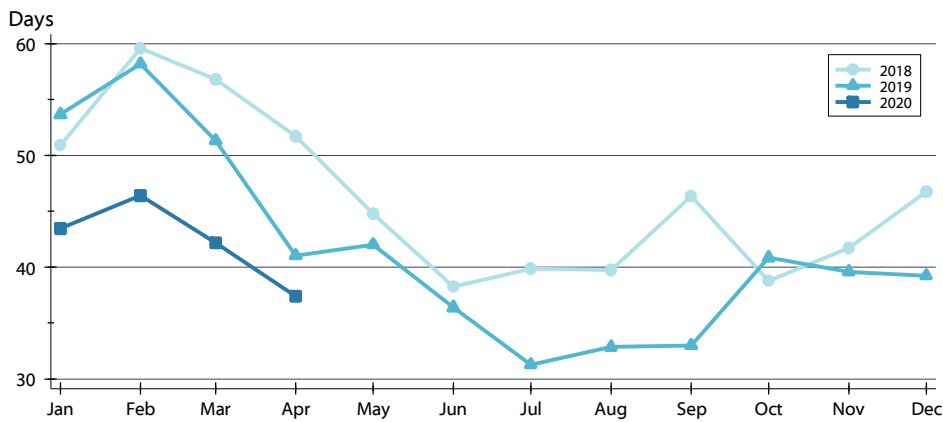


Month	2018	2019	2020
January	126,500	139,900	142,000
February	134,150	145,000	155,000
March	130,000	137,950	158,000
April	145,000	145,000	161,450
May	150,000	158,577	158,577
June	152,000	165,000	165,000
July	148,500	169,900	169,900
August	153,350	150,000	150,000
September	149,700	155,000	155,000
October	145,000	153,000	153,000
November	150,000	159,900	159,900
December	144,250	150,000	150,000

CLOSED LISTINGS ANALYSIS

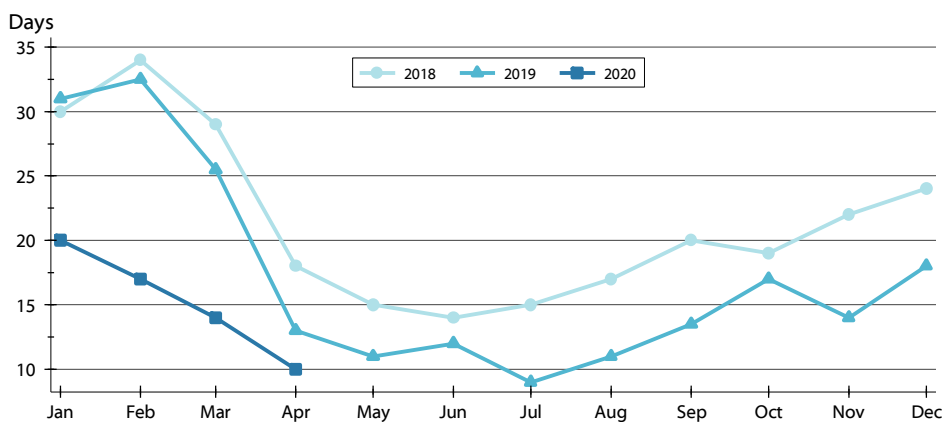
**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 5/11/2020**

AVERAGE DOM >>



Month	2018	2019	2020
January	51	54	43
February	60	58	46
March	57	51	42
April	52	41	37
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 >>

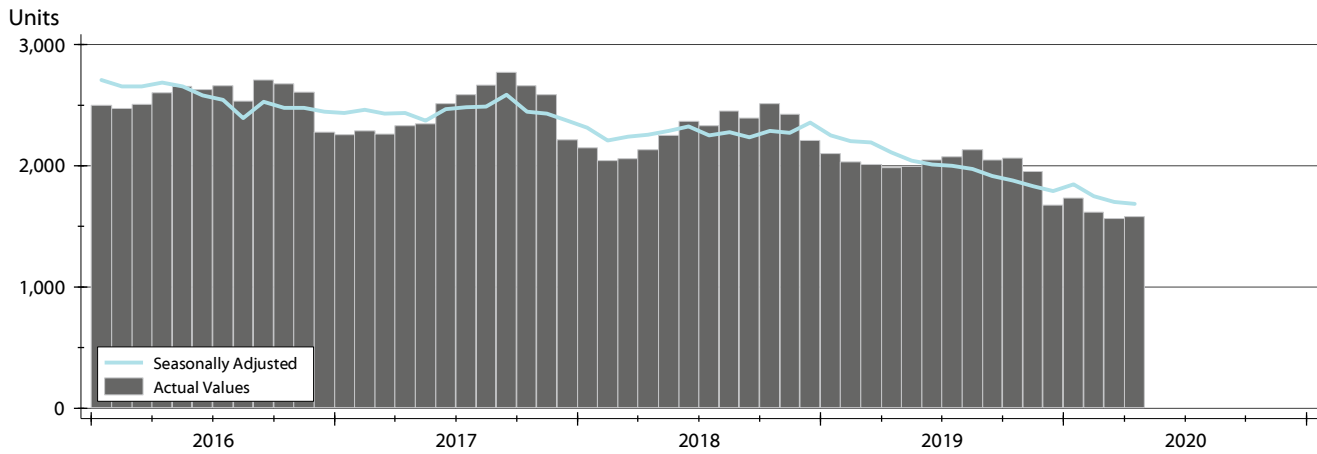


Month	2018	2019	2020
January	30	31	20
February	34	33	17
March	29	26	14
April	18	13	10
May	15	11	
June	14	12	
July	15	9	
August	17	11	
September	20	14	
October	19	17	
November	22	14	
December	24	18	

ACTIVE LISTINGS ANALYSIS

HISTORY >>

**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 5/11/2020**



SUMMARY >>

Summary Statistics for Active Listings		End of April		
		2020	2019	Change
Active Listings		1,579	1,984	-20.4%
Months' Supply		1.8	2.3	-23.1%
Volume (1,000s)		422,804	528,624	-20.0%
Average	List Price	267,767	266,443	0.5%
	Days on Market	92	89	3.1%
	Percent of Original	97.9%	97.9%	0.0%
Median	List Price	204,000	208,443	-2.1%
	Days on Market	49	43	14.0%
	Percent of Original	100.0%	100.0%	0.0%

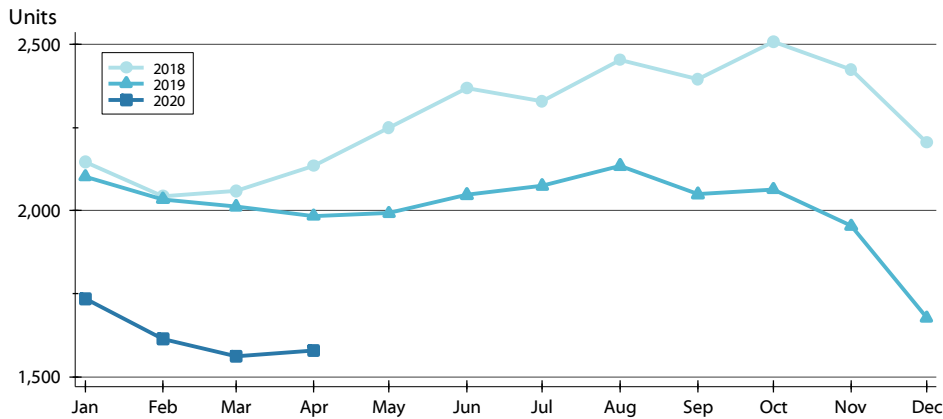
A total of 1,579 homes were available for sale in South Central Kansas at the end of April. This represents a 1.8 months' supply of active listings.

The median list price of homes on the market at the end of April was \$204,000, down 2.1% from 2019. The typical time on market for active listings was 49 days, up from 43 days a year earlier.

ACTIVE LISTINGS ANALYSIS

BY MONTH >>

**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 5/11/2020**



Month	2018	2019	2020
January	2,147	2,102	1,735
February	2,044	2,034	1,614
March	2,059	2,012	1,562
April	2,135	1,984	1,579
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	

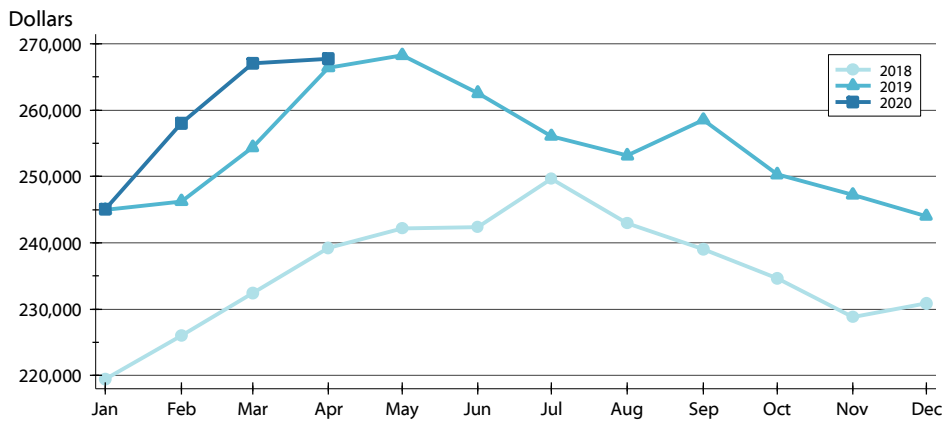
BY PRICE RANGE >>

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	39	2.5%	521	2.2	13,346	15,000	142	46	93.6%	100.0%
\$25,000-\$49,999	118	7.5%	4,546	3.0	38,527	39,000	144	87	93.9%	100.0%
\$50,000-\$99,999	257	16.3%	19,619	1.7	76,338	77,000	101	62	96.3%	100.0%
\$100,000-\$124,999	58	3.7%	6,652	0.9	114,681	115,000	92	53	98.1%	100.0%
\$125,000-\$149,999	75	4.7%	10,320	1.0	137,606	138,900	68	44	98.1%	100.0%
\$150,000-\$174,999	97	6.1%	15,857	1.2	163,471	164,900	46	31	98.9%	100.0%
\$175,000-\$199,999	113	7.2%	21,127	1.2	186,964	185,000	57	23	98.6%	100.0%
\$200,000-\$249,999	161	10.2%	36,451	1.5	226,403	226,099	61	30	99.0%	100.0%
\$250,000-\$299,999	145	9.2%	39,904	2.3	275,200	274,800	58	29	100.0%	100.0%
\$300,000-\$399,999	208	13.2%	73,086	3.4	351,373	349,568	85	39	99.5%	100.0%
\$400,000-\$499,999	116	7.3%	52,048	6.1	448,691	445,051	91	43	99.3%	100.0%
\$500,000-\$749,999	91	5.8%	56,551	15.2	621,445	619,000	145	81	97.6%	100.0%
\$750,000-\$999,999	29	1.8%	25,221	29.0	869,702	865,000	217	130	95.8%	100.0%
\$1,000,000 and up	30	1.9%	49,655	30.0	1,655,167	1,487,500	251	144	96.9%	100.0%
All price ranges	1,579	100.0%	422,804	2.0	267,767	204,000	92	49	97.9%	100.0%

ACTIVE LISTINGS ANALYSIS

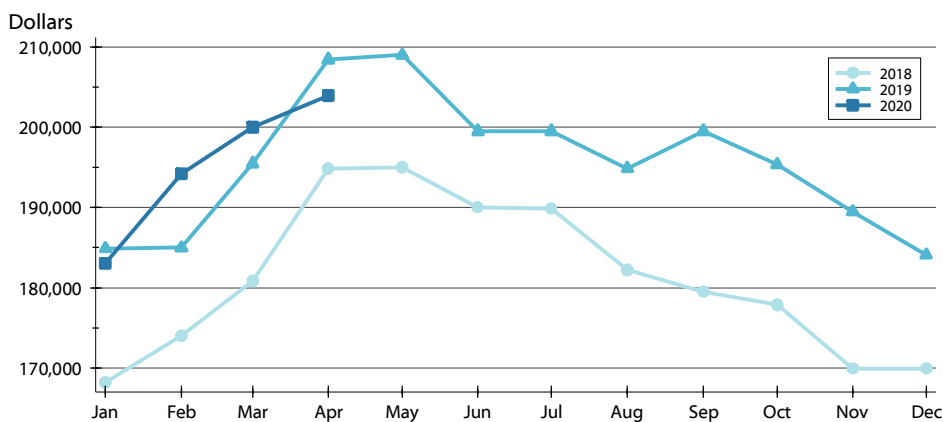
**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 5/11/2020**

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	267,055
April	239,193	266,443	267,767
May	242,156	268,251	
June	242,311	262,572	
July	249,623	256,102	
August	242,880	253,144	
September	238,982	258,524	
October	234,663	250,301	
November	228,794	247,242	
December	230,828	244,028	

MEDIAN PRICE >>

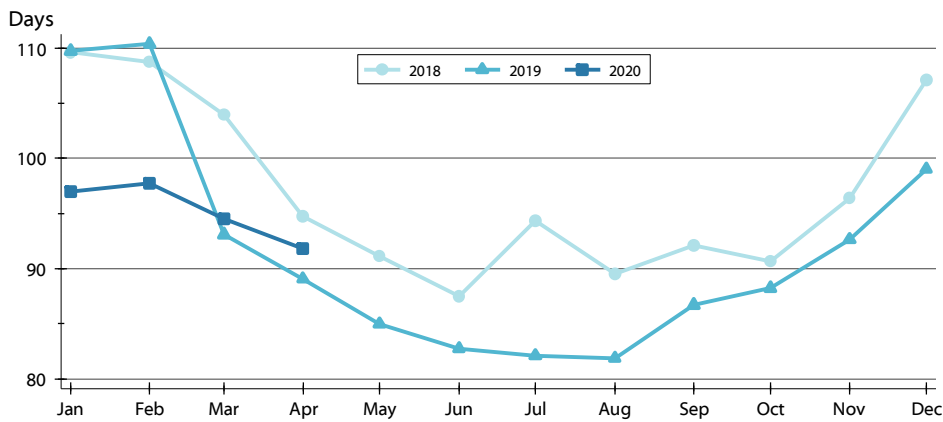


Month	2018	2019	2020
January	168,248	184,900	183,000
February	174,000	185,000	194,200
March	180,867	195,500	200,000
April	194,900	208,443	204,000
May	195,000	209,000	
June	190,000	199,500	
July	189,900	199,500	
August	182,250	194,900	
September	179,500	199,500	
October	177,900	195,370	
November	169,900	189,500	
December	169,900	184,080	

ACTIVE LISTINGS ANALYSIS

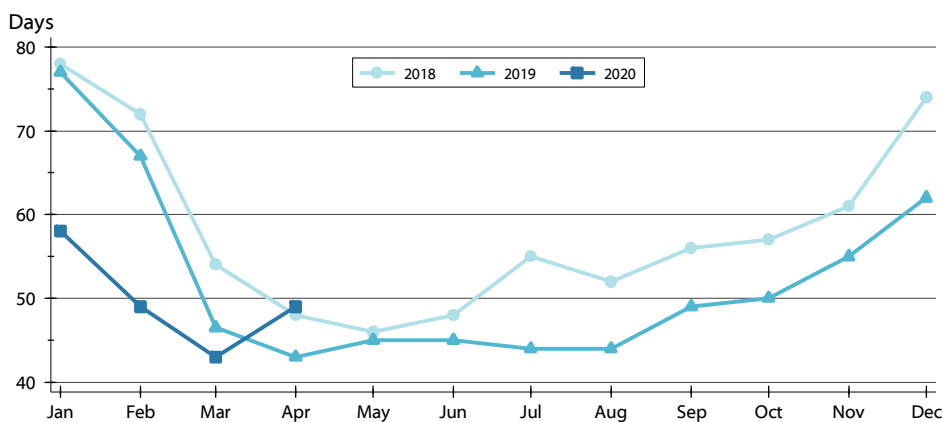
**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 5/11/2020**

AVERAGE DOM >>



Month	2018	2019	2020
January	110	110	97
February	109	110	98
March	104	93	94
April	95	89	92
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 >>

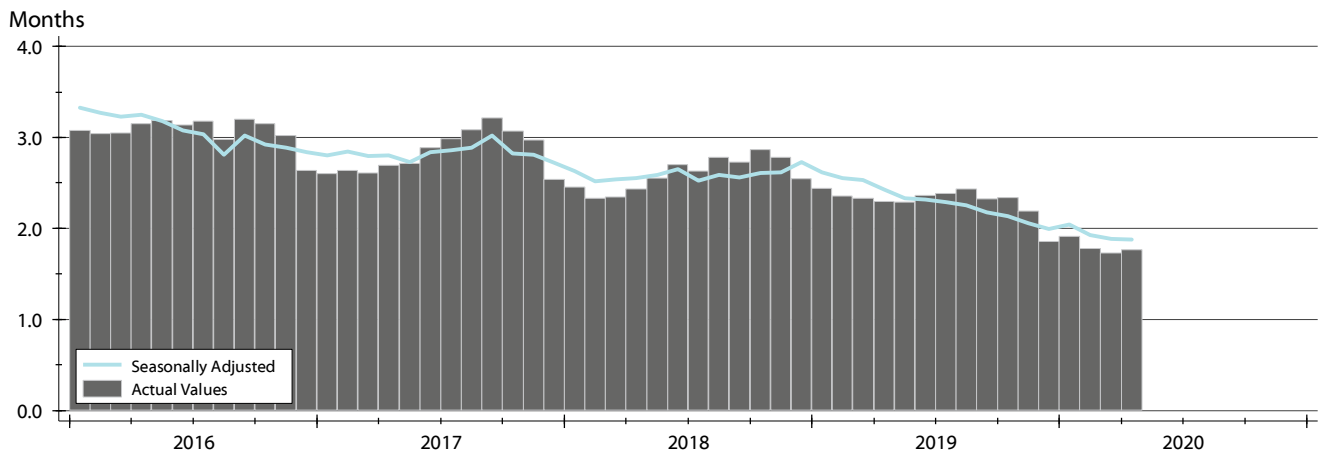


Month	2018	2019	2020
January	78	77	58
February	72	67	49
March	54	47	43
April	48	43	49
May	46	45	
June	48	45	
July	55	44	
August	52	44	
September	56	49	
October	57	50	
November	61	55	
December	74	62	

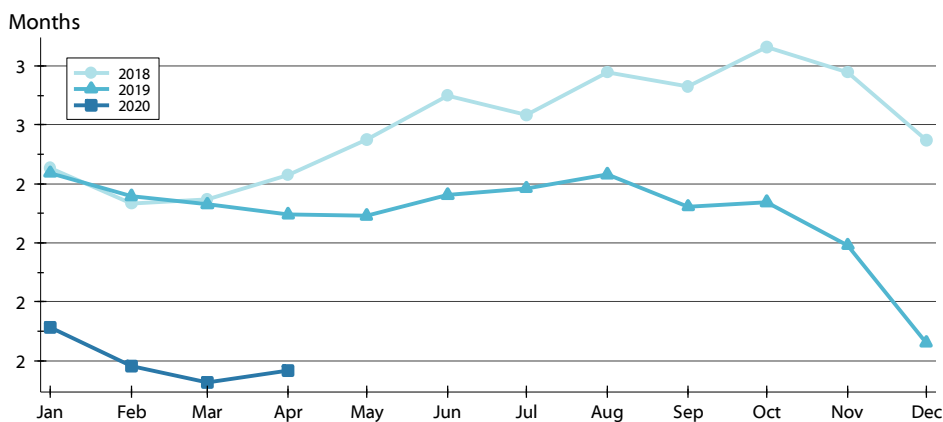
MONTHS' SUPPLY ANALYSIS

HISTORY >>

**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 5/11/2020**



BY MONTH >>

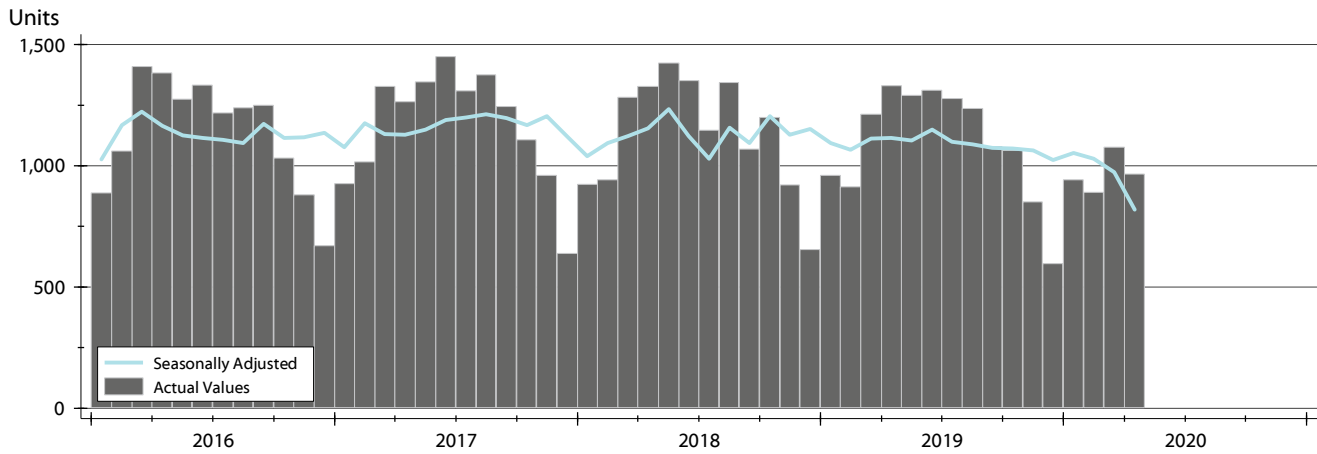


Month	2018	2019	2020
January	2.5	2.4	1.9
February	2.3	2.4	1.8
March	2.3	2.3	1.7
April	2.4	2.3	1.8
May	2.6	2.3	
June	2.7	2.4	
July	2.6	2.4	
August	2.8	2.4	
September	2.7	2.3	
October	2.9	2.3	
November	2.8	2.2	
December	2.5	1.9	

NEW LISTINGS ANALYSIS

HISTORY >>

**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 5/11/2020**



SUMMARY >>

Summary Statistics for New Listings		April		
		2020	2019	Change
Current Month	New Listings	966	1,330	-27.4%
	Volume (1,000s)	193,242	279,343	-30.8%
	Average List Price	200,043	210,032	-4.8%
	Median List Price	172,000	169,900	1.2%
YTD	New Listings	3,876	4,416	-12.2%
	Volume (1,000s)	760,843	874,852	-13.0%
	Average List Price	196,296	198,110	-0.9%
	Median List Price	165,000	160,000	3.1%

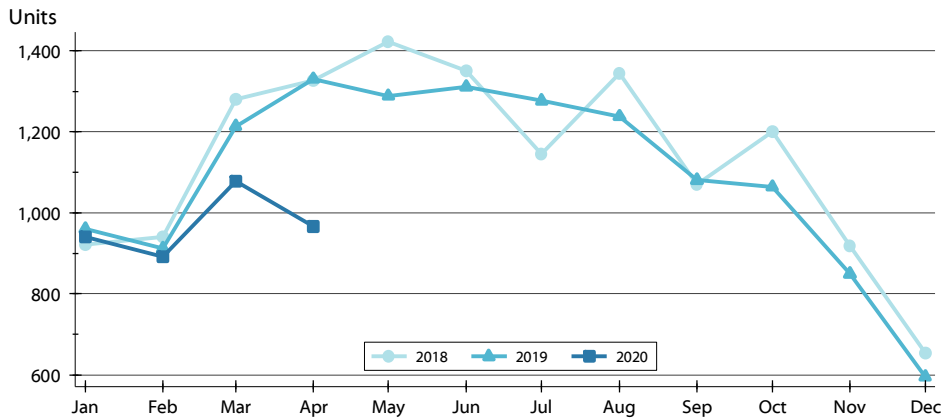
A total of 966 new listings were added in South Central Kansas during April, down 27.4% from the same month in 2019. Year-to-date South Central Kansas has seen 3,876 new listings.

The median list price of these homes was \$172,000 up from \$169,900 in 2019.

NEW LISTINGS ANALYSIS

BY MONTH >>

**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 5/11/2020**



Month	2018	2019	2020
January	922	960	941
February	941	912	891
March	1,281	1,214	1,078
April	1,327	1,330	966
May	1,422	1,289	
June	1,351	1,311	
July	1,145	1,277	
August	1,344	1,238	
September	1,070	1,081	
October	1,200	1,064	
November	919	850	
December	654	596	

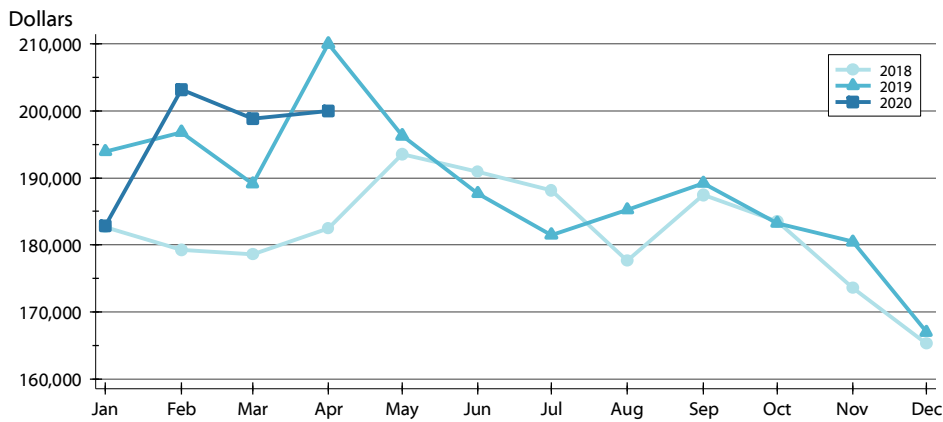
BY PRICE RANGE >>

Price Range	New Listings			List Price	
	Number	Percent	Volume	Average	Median
Below \$25,000	15	1.6%	184	12,276	15,000
\$25,000-\$49,999	36	3.7%	1,403	38,983	39,900
\$50,000-\$99,999	147	15.2%	11,616	79,022	79,900
\$100,000-\$124,999	67	6.9%	7,685	114,707	117,000
\$125,000-\$149,999	99	10.2%	13,644	137,821	139,000
\$150,000-\$174,999	117	12.1%	19,072	163,012	164,900
\$175,000-\$199,999	107	11.1%	19,994	186,856	185,500
\$200,000-\$249,999	114	11.8%	25,663	225,114	225,000
\$250,000-\$299,999	92	9.5%	25,275	274,733	274,839
\$300,000-\$399,999	82	8.5%	28,476	347,271	342,450
\$400,000-\$499,999	40	4.1%	17,879	446,977	447,450
\$500,000-\$749,999	18	1.9%	10,837	602,076	589,500
\$750,000-\$999,999	2	0.2%	1,760	879,900	879,900
\$1,000,000 and up	3	0.3%	4,350	1,450,000	1,500,000
All price ranges	966	100.0%	193,242	200,043	172,000

NEW LISTINGS ANALYSIS

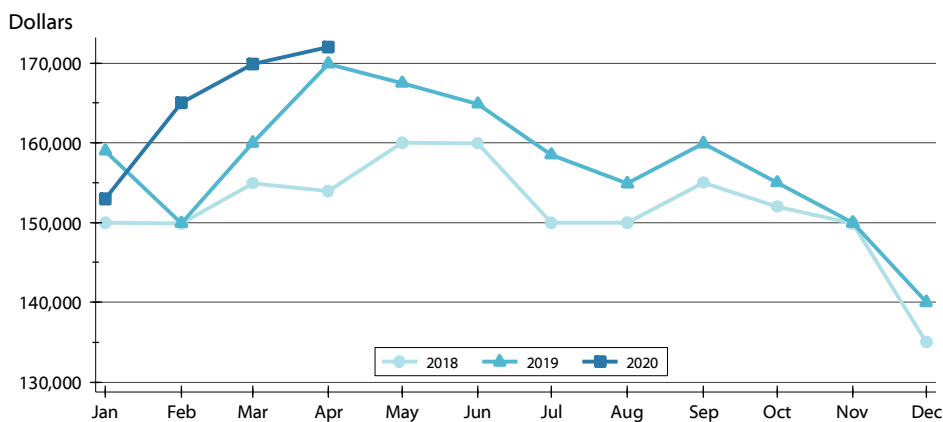
**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 5/11/2020**

AVERAGE PRICE >>



Month	2018	2019	2020
January	182,667	193,941	182,862
February	179,256	196,818	203,176
March	178,570	189,111	198,876
April	182,446	210,032	200,043
May	193,521	196,301	-
June	190,949	187,644	-
July	188,154	181,500	-
August	177,598	185,234	-
September	187,412	189,206	-
October	183,511	183,220	-
November	173,602	180,465	-
December	165,296	166,954	-

MEDIAN PRICE >>

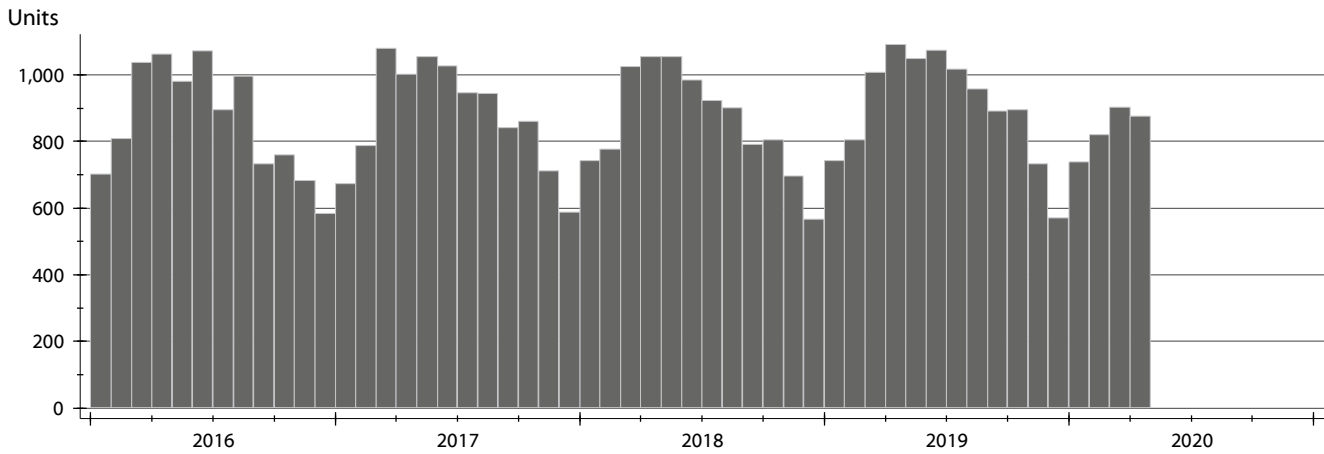


Month	2018	2019	2020
January	150,000	159,000	153,000
February	149,900	149,900	165,000
March	154,900	160,000	169,900
April	153,900	169,900	172,000
May	160,000	167,500	-
June	159,900	164,900	-
July	150,000	158,500	-
August	150,000	154,900	-
September	155,000	159,900	-
October	152,000	155,000	-
November	149,900	149,950	-
December	135,000	140,000	-

CONTRACTS WRITTEN ANALYSIS

HISTORY >>

**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 5/11/2020**



SUMMARY >>

Summary Statistics for Contracts Written		April			Year-to-Date		
		2020	2019	Change	2020	2019	Change
Closed Listings		877	1,091	-19.6%	3,339	3,646	-8.4%
Volume (1,000s)		164,508	196,788	-16.4%	607,971	633,380	-4.0%
Average	Sale Price	187,581	180,374	4.0%	182,082	173,719	4.8%
	Days on Market	38	38	0.0%	40	46	-13.7%
	Percent of Original	97.7%	96.8%	0.9%	96.8%	96.1%	0.8%
Median	Sale Price	165,000	159,900	3.2%	161,565	154,900	4.3%
	Days on Market	9	9	0.0%	11	16	-31.3%
	Percent of Original	100.0%	99.1%	0.9%	100.0%	98.3%	1.8%

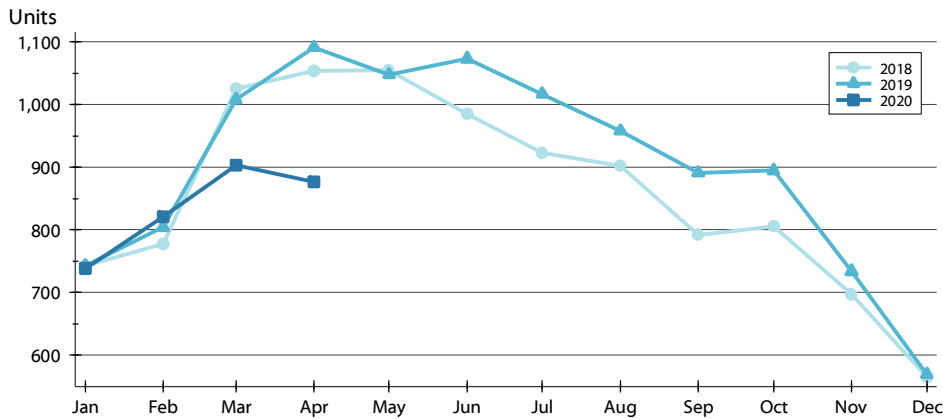
A total of 877 contracts for sale were written in South Central Kansas during the month of April, down from 1,091 in 2019. The median list price of these homes was \$165,000, up from \$159,900 the prior year.

Half of the homes that went under contract in April were on the market less than 9 days, compared to 9 days in April 2019.

CONTRACTS WRITTEN ANALYSIS

BY MONTH >>

**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 5/11/2020**



Month	2018	2019	2020
January	743	743	738
February	778	804	821
March	1,025	1,008	903
April	1,054	1,091	877
May	1,055	1,048	
June	985	1,073	
July	923	1,017	
August	902	958	
September	792	891	
October	805	895	
November	697	734	
December	566	570	

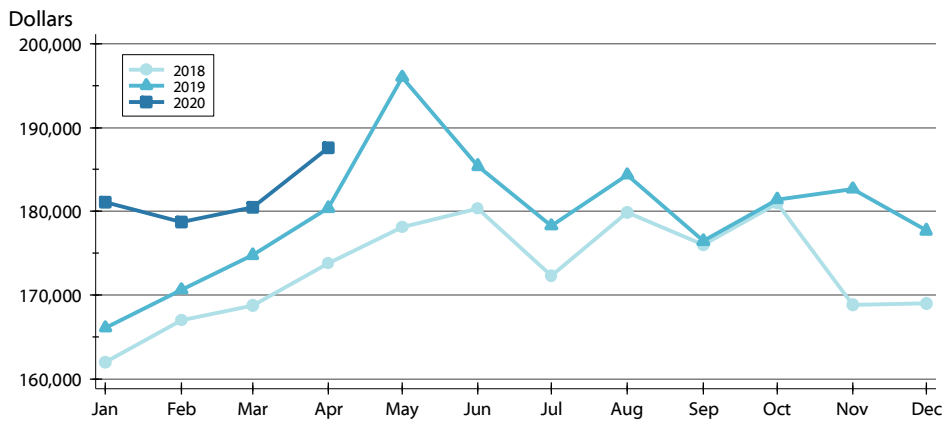
BY PRICE RANGE >>

Price Range	Contracts Written			List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median
Below \$25,000	17	1.9%	303	17,809	18,000	84	79	76.8%	79.8%
\$25,000-\$49,999	27	3.1%	1,061	39,300	40,000	66	31	89.8%	100.0%
\$50,000-\$99,999	156	17.8%	12,072	77,387	79,900	34	14	96.9%	100.0%
\$100,000-\$124,999	81	9.2%	9,165	113,152	115,000	35	7	97.6%	100.0%
\$125,000-\$149,999	94	10.7%	12,974	138,016	139,500	14	4	98.8%	100.0%
\$150,000-\$174,999	98	11.2%	15,962	162,880	164,900	21	4	99.2%	100.0%
\$175,000-\$199,999	97	11.1%	18,147	187,079	185,082	32	8	98.9%	100.0%
\$200,000-\$249,999	113	12.9%	25,411	224,874	224,900	37	7	98.9%	100.0%
\$250,000-\$299,999	78	8.9%	21,417	274,582	275,000	44	13	99.0%	100.0%
\$300,000-\$399,999	65	7.4%	22,382	344,341	339,779	60	21	98.3%	100.0%
\$400,000-\$499,999	24	2.7%	10,822	450,933	449,900	52	22	99.0%	100.0%
\$500,000-\$749,999	15	1.7%	9,119	607,900	629,900	106	58	97.3%	100.0%
\$750,000-\$999,999	4	0.5%	3,260	814,975	824,950	113	69	94.9%	100.0%
\$1,000,000 and up	1	0.1%	1,100	1,100,000	1,100,000	21	21	100.0%	100.0%
All price ranges	877	100.0%	164,508	187,581	165,000	38	9	97.7%	100.0%

CONTRACTS WRITTEN ANALYSIS

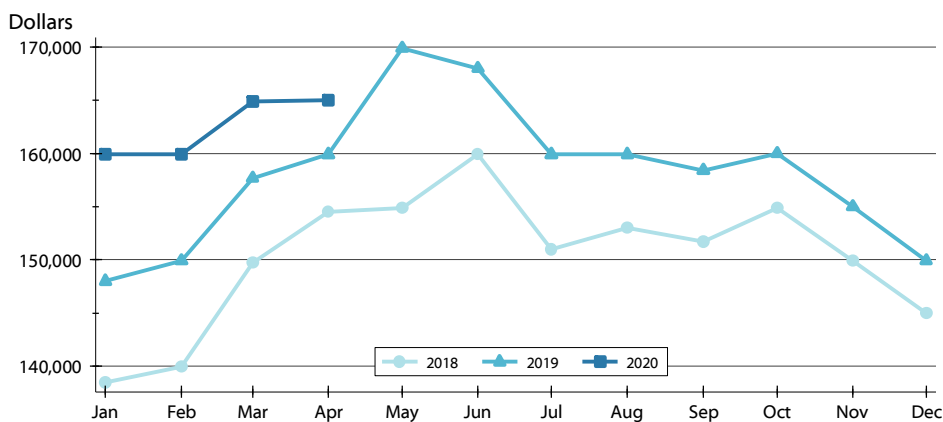
**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 5/11/2020**

AVERAGE PRICE >>



Month	2018	2019	2020
January	161,962	166,076	181,102
February	167,014	170,621	178,679
March	168,727	174,743	180,509
April	173,771	180,374	187,581
May	178,081	196,021	196,021
June	180,310	185,407	180,310
July	172,342	178,259	178,259
August	179,829	184,342	180,342
September	175,985	176,453	176,453
October	180,967	181,433	181,433
November	168,869	182,684	182,684
December	168,982	177,703	177,703

MEDIAN PRICE >>

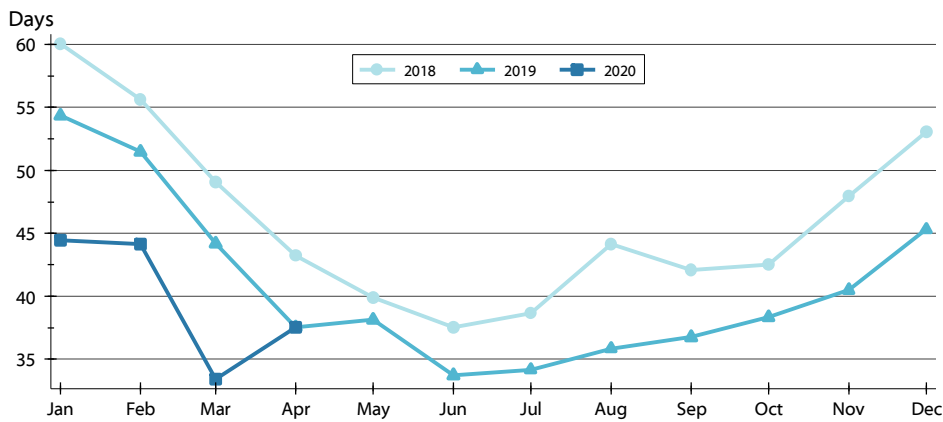


Month	2018	2019	2020
January	138,500	148,000	159,900
February	139,900	149,900	159,900
March	149,700	157,700	164,900
April	154,500	159,900	165,000
May	154,900	169,900	169,900
June	159,900	168,000	168,000
July	150,975	159,900	159,900
August	153,000	159,900	159,900
September	151,700	158,400	158,400
October	154,900	160,000	160,000
November	149,900	155,000	155,000
December	145,000	149,900	149,900

CONTRACTS WRITTEN ANALYSIS

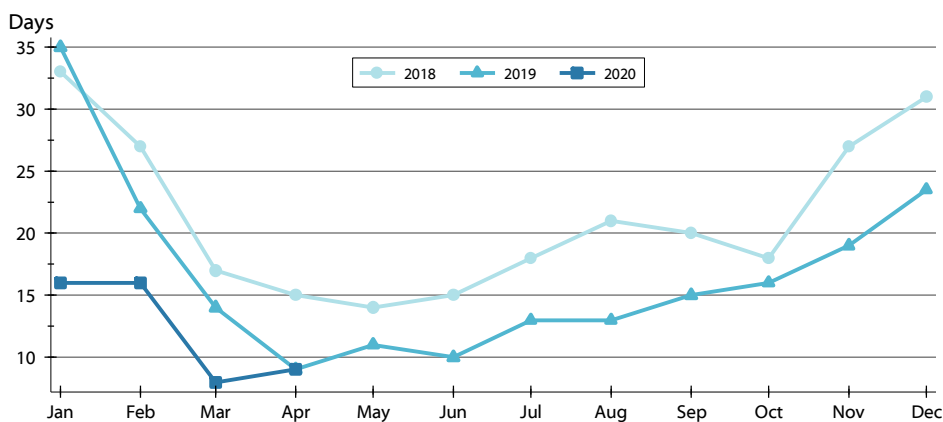
**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 5/11/2020**

AVERAGE DOM >>



Month	2018	2019	2020
January	60	54	44
February	56	51	44
March	49	44	33
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	45	45

MEDIAN DOM >>

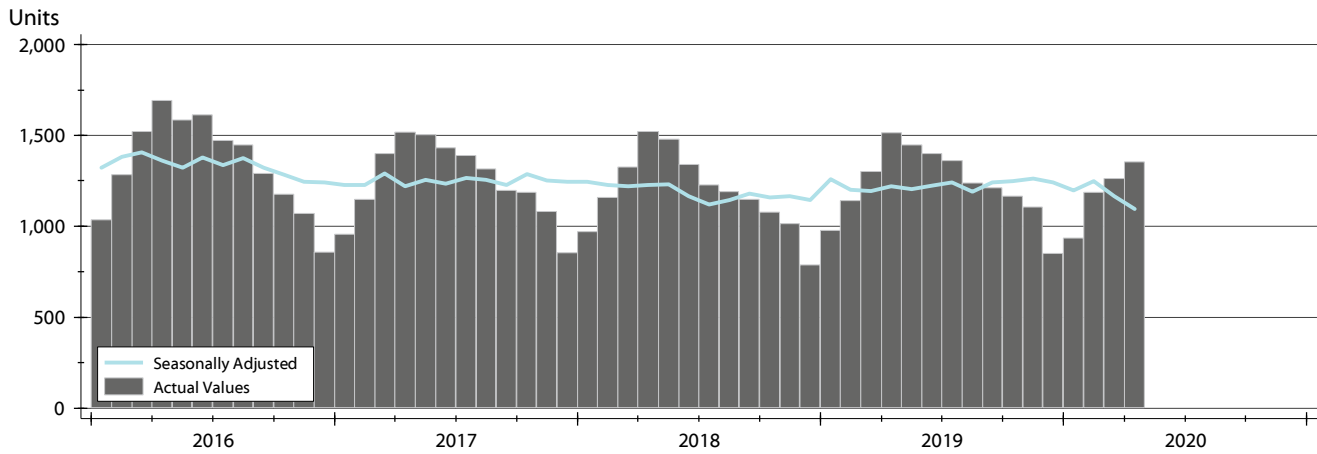


Month	2018	2019	2020
January	33	35	16
February	27	22	16
March	17	14	8
April	15	9	9
May	14	11	11
June	15	10	10
July	18	13	13
August	21	13	13
September	20	15	15
October	18	16	16
November	27	19	19
December	31	24	24

PENDING CONTRACTS ANALYSIS

HISTORY >>

**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 5/11/2020**



SUMMARY >>

Summary Statistics		End of April		
for Active Listings		2020	2019	Change
Active Listings		1,355	1,514	-10.5%
Volume (1,000s)		271,979	296,113	-8.2%
Average	List Price	200,722	195,583	2.6%
	Days on Market	35	41	-14.5%
	Percent of Original	98.8%	98.6%	0.2%
Median	List Price	175,000	168,500	3.9%
	Days on Market	7	11	-33.3%
	Percent of Original	100.0%	100.0%	0.0%

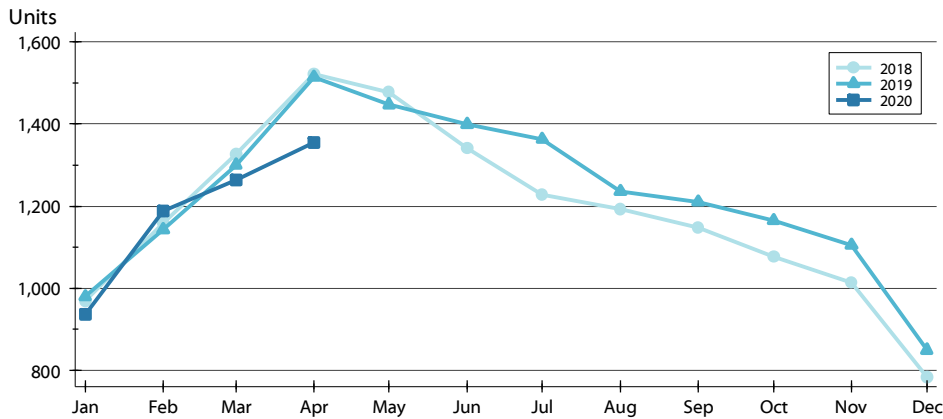
A total of 1,355 listings in South Central Kansas had contracts pending at the end of April, down from 1,514 contracts pending at the end of April 2019.

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.

PENDING CONTRACTS ANALYSIS

BY MONTH >>

**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 5/11/2020**



Month	2018	2019	2020
January	970	980	937
February	1,159	1,143	1,189
March	1,326	1,300	1,263
April	1,521	1,514	1,355
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	

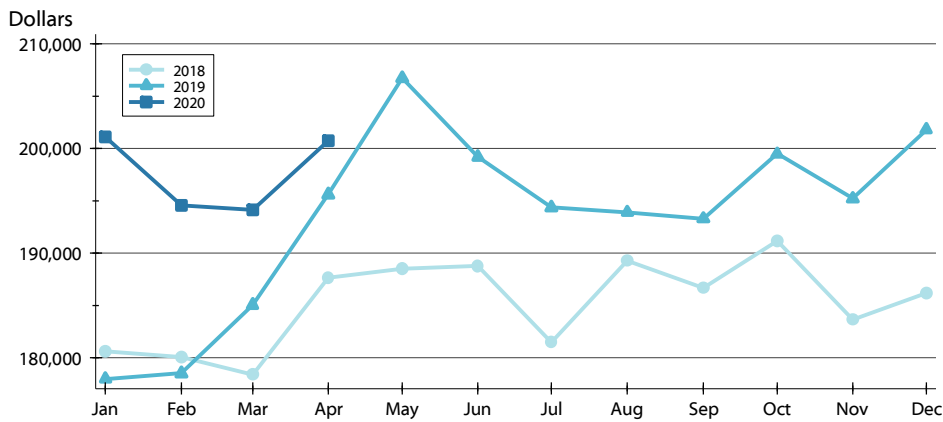
BY PRICE RANGE >>

Price Range	Contracts Written			List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median
Below \$25,000	12	0.9%	188	15,675	16,000	59	45	86.5%	91.9%
\$25,000-\$49,999	25	1.8%	997	39,884	40,000	83	32	94.5%	100.0%
\$50,000-\$99,999	249	18.4%	19,345	77,691	79,900	47	14	97.9%	100.0%
\$100,000-\$124,999	108	8.0%	12,130	112,315	112,500	37	7	98.1%	100.0%
\$125,000-\$149,999	143	10.6%	19,677	137,603	138,750	16	5	98.9%	100.0%
\$150,000-\$174,999	130	9.6%	21,206	163,127	164,900	18	5	99.3%	100.0%
\$175,000-\$199,999	149	11.0%	27,892	187,197	186,000	26	6	99.2%	100.0%
\$200,000-\$249,999	178	13.1%	39,852	223,886	220,000	31	5	99.4%	100.0%
\$250,000-\$299,999	127	9.4%	35,032	275,846	275,000	39	8	99.4%	100.0%
\$300,000-\$399,999	144	10.6%	49,288	342,275	337,128	36	2	100.1%	100.0%
\$400,000-\$499,999	44	3.2%	19,753	448,930	449,900	26	3	99.5%	100.0%
\$500,000-\$749,999	28	2.1%	16,697	596,338	582,000	98	43	97.7%	100.0%
\$750,000-\$999,999	6	0.4%	4,814	802,283	797,450	87	20	98.9%	100.0%
\$1,000,000 and up	3	0.2%	3,300	1,099,997	1,100,000	61	30	100.0%	100.0%
All price ranges	1,355	100.0%	271,979	200,722	175,000	35	7	98.8%	100.0%

PENDING CONTRACTS ANALYSIS

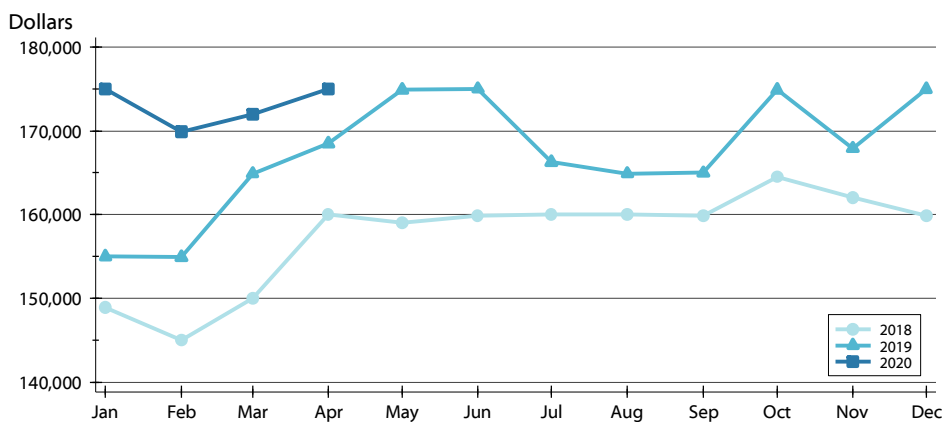
**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 5/11/2020**

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	194,112
April	187,633	195,583	200,722
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 >>

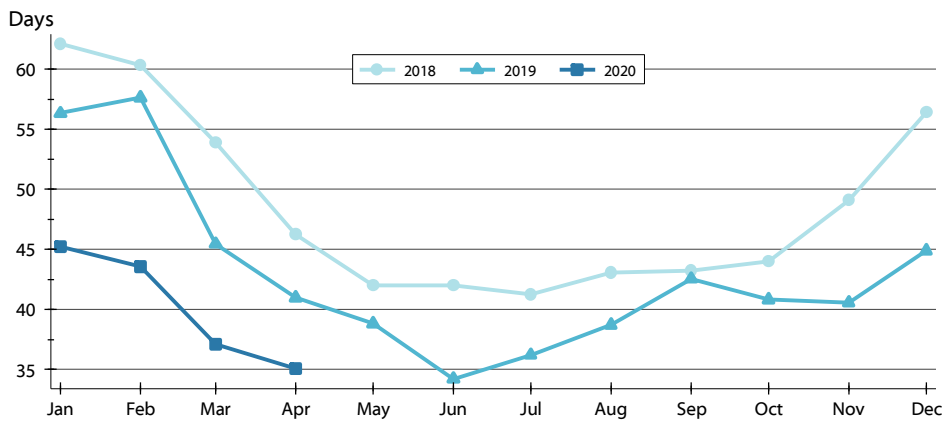


Month	2018	2019	2020
January	148,900	155,000	175,000
February	145,000	154,900	169,900
March	150,000	164,900	172,000
April	160,000	168,500	175,000
May	159,000	174,900	
June	159,900	175,000	
July	160,000	166,250	
August	160,000	164,900	
September	159,900	165,000	
October	164,500	174,900	
November	162,000	167,900	
December	159,900	174,975	

PENDING CONTRACTS ANALYSIS

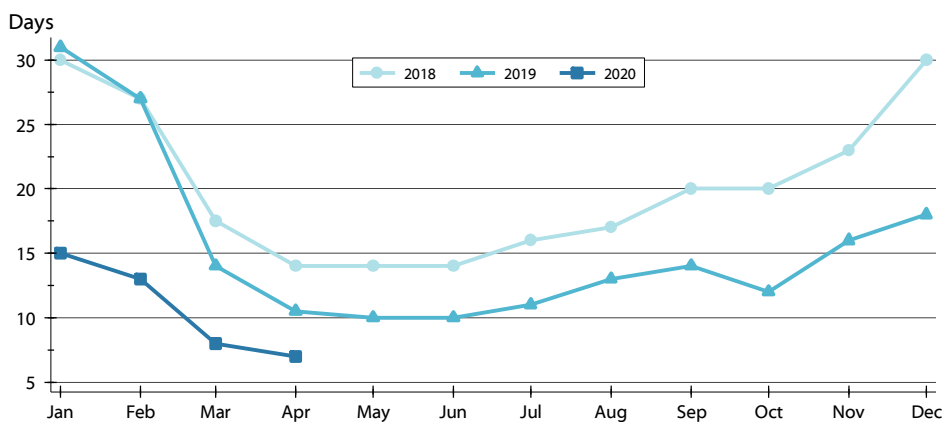
AVERAGE DOM >>

**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 5/11/2020**



Month	2018	2019	2020
January	62	56	45
February	60	58	44
March	54	45	37
April	46	41	35
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	8
April	14	11	7
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