

## MARKET OVERVIEW >>

### South Central Kansas Home Sales Rose in June

Total home sales in South Central Kansas rose by 7.9% last month to 1,136 units, compared to 1,053 units in June 2019. Total sales volume was \$217.6 million, up 7.7% from a year earlier.

The median sale price in June was \$172,700, up from \$165,000 a year earlier. Homes that sold in June were typically on the market for 6 days and sold for 100.0% of their list prices.

### South Central Kansas Active Listings Down at End of June

The total number of active listings in South Central Kansas at the end of June was 1,288 units, down from 2,047 at the same point in 2019. This represents a 1.5 months' supply of homes available for sale. The median list price of homes on the market at the end of June was \$246,900.

During June, a total of 1,112 contracts were written up from 1,074 in June 2019. At the end of the month, there were 1,636 contracts pending, compared to 1,399 at the end of June 2019.

Entire MLS System				
Current Month		June		
Summary Statistics		2020	2019	Change
Home Sales		1,136	1,053	7.9%
Active Listings		1,288	2,047	-37.1%
Months' Supply		1.5	2.4	-38.0%
New Listings		1,094	1,311	-16.6%
Contracts Written		1,112	1,074	3.5%
Pending Contracts		1,636	1,399	16.9%
Sales Volume (1,000s)		217,637	202,001	7.7%
Average	Sale Price	191,582	191,834	-0.1%
	List Price of Actives	297,758	262,572	13.4%
	Days on Market	31	36	-14.8%
	Percent of List	99.0%	97.9%	1.0%
	Percent of Original	97.8%	96.5%	1.4%
Median	Sale Price	172,700	165,000	4.7%
	List Price of Actives	246,900	199,500	23.8%
	Days on Market	6	12	-50.0%
	Percent of List	100.0%	100.0%	0.0%
	Percent of Original	100.0%	98.8%	1.2%

## REPORT CONTENTS >>

### 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.

- [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 7/8/2020

June MLS Statistics		2020			2019			2018			
By Property Type		Total	Existing	New	Total	Existing	New	Total	Existing	New	
Home Sales		<b>1,136</b>	<b>1,063</b>	<b>73</b>	1,053	983	70	1,083	1,018	65	
	Change from prior year	7.9%	8.1%	4.3%	-2.8%	-3.4%	7.7%	-4.7%	-5.7%	14.0%	
Active Listings		<b>1,288</b>	<b>1,056</b>	<b>232</b>	2,047	1,789	258	2,369	2,136	233	
	Change from prior year	-37.1%	-41.0%	-10.1%	-13.6%	-16.2%	10.7%	-5.7%	-4.3%	-17.1%	
Months' Supply		<b>1.5</b>	<b>1.3</b>	<b>3.7</b>	2.4	2.2	4.3	2.7	2.6	3.9	
	Change from prior year	-38.0%	-41.7%	-13.8%	-12.5%	-15.0%	8.7%	-6.5%	-5.0%	-18.0%	
New Listings		<b>1,094</b>	<b>1,039</b>	<b>55</b>	1,311	1,222	89	1,351	1,259	92	
	Change from prior year	-16.6%	-15.0%	-38.2%	-3.0%	-2.9%	-3.3%	-6.8%	-7.2%	-1.1%	
Contracts Written		<b>1,112</b>	<b>1,045</b>	<b>67</b>	1,074	998	76	985	920	65	
	Change from prior year	3.5%	4.7%	-11.8%	9.0%	8.5%	16.9%	-4.1%	-4.1%	-4.4%	
Pending Contracts		<b>1,636</b>	<b>1,421</b>	<b>215</b>	1,399	1,228	171	1,340	1,188	152	
	Change from prior year	16.9%	15.7%	25.7%	4.4%	3.4%	12.5%	-6.4%	-6.4%	-6.7%	
Sales Volume (1,000s)		<b>217,637</b>	<b>194,953</b>	<b>22,684</b>	202,001	177,134	24,866	190,277	169,681	20,597	
	Change from prior year	7.7%	10.1%	-8.8%	6.2%	4.4%	20.7%	0.5%	-0.5%	9.1%	
Average	Sale Price	<b>191,582</b>	<b>183,399</b>	<b>310,733</b>	191,834	180,198	355,235	175,695	166,680	316,870	
		Change from prior year	-0.1%	1.8%	-12.5%	9.2%	8.1%	12.1%	5.4%	5.5%	-4.3%
	List Price of Actives	<b>297,758</b>	<b>288,120</b>	<b>340,675</b>	262,572	253,743	321,810	242,311	233,219	324,257	
		Change from prior year	13.4%	13.5%	5.9%	8.4%	8.8%	-0.8%	5.6%	7.7%	-1.6%
	Days on Market	<b>31</b>	<b>28</b>	<b>70</b>	36	34	64	38	36	74	
		Change from prior year	-14.8%	-17.7%	9.3%	-4.9%	-4.4%	-12.7%	-5.2%	-6.3%	-4.5%
Percent of List		<b>99.0%</b>	<b>98.8%</b>	<b>101.0%</b>	97.9%	97.7%	101.1%	98.2%	98.0%	102.1%	
		Change from prior year	1.0%	1.1%	-0.1%	-0.3%	-0.3%	-0.9%	0.3%	0.3%	0.0%
Percent of Original		<b>97.8%</b>	<b>97.6%</b>	<b>101.5%</b>	96.5%	96.1%	101.8%	96.8%	96.4%	103.2%	
		Change from prior year	1.4%	1.5%	-0.3%	-0.3%	-0.3%	-1.4%	0.8%	0.8%	0.8%
Median	Sale Price	<b>172,700</b>	<b>166,000</b>	<b>306,115</b>	165,000	155,000	305,976	152,000	145,000	298,286	
		Change from prior year	4.7%	7.1%	0.0%	8.6%	6.9%	2.6%	4.8%	4.2%	9.8%
	List Price of Actives	<b>246,900</b>	<b>207,500</b>	<b>313,958</b>	199,500	179,000	288,700	190,000	175,000	289,396	
		Change from prior year	23.8%	15.9%	8.7%	5.0%	2.3%	-0.2%	8.6%	9.4%	1.5%
	Days on Market	<b>6</b>	<b>6</b>	<b>0</b>	12	12	16	14	15	1	
		Change from prior year	-50.0%	-50.0%	-100.0%	-14.3%	-17.2%	1450.0%	-6.7%	-3.3%	-94.4%
Percent of List		<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	100.0%	99.6%	100.0%	100.0%	99.5%	100.0%	
		Change from prior year	0.0%	0.4%	0.0%	0.0%	0.1%	0.0%	0.7%	0.4%	0.0%
Percent of Original		<b>100.0%</b>	<b>100.0%</b>	<b>101.5%</b>	98.8%	98.4%	100.8%	98.7%	98.3%	101.4%	
		Change from prior year	1.2%	1.7%	0.7%	0.1%	0.0%	-0.6%	0.4%	0.3%	1.3%

# YEAR-TO-DATE STATISTICS

## SUMMARY >>

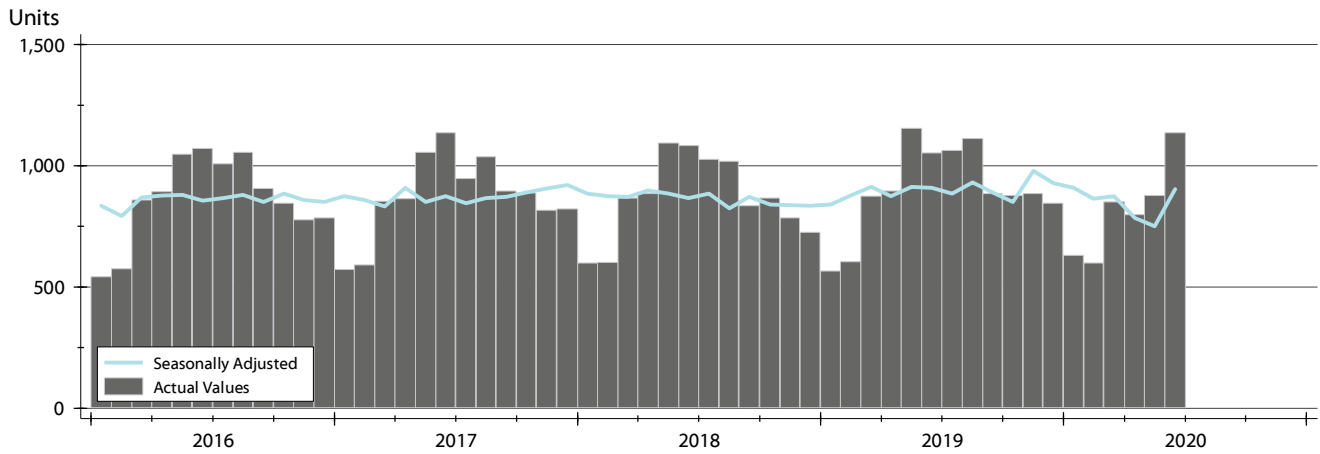
### YTD BREAKDOWNS BY HOME TYPE ENTIRE MLS SYSTEM AS OF 7/8/2020

Year-to-Date Activity		2020			2019			2018		
By Property Type		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		<b>4,888</b>	<b>4,528</b>	<b>360</b>	5,146	4,796	350	5,128	4,762	366
Change from prior year		-5.0%	-5.6%	2.9%	0.4%	0.7%	-4.4%	1.1%	0.5%	10.2%
New Listings		<b>6,165</b>	<b>5,759</b>	<b>406</b>	7,018	6,501	517	7,244	6,772	472
Change from prior year		-12.2%	-11.4%	-21.5%	-3.1%	-4.0%	9.5%	-1.2%	-0.5%	-9.9%
Contracts Written		<b>5,636</b>	<b>5,274</b>	<b>362</b>	5,770	5,367	403	5,640	5,225	415
Change from prior year		-2.3%	-1.7%	-10.2%	2.3%	2.7%	-2.9%	0.3%	0.3%	-0.2%
Sales Volume (1,000s)		<b>876,782</b>	<b>766,857</b>	<b>109,924</b>	875,208	761,823	113,385	832,043	720,702	111,341
Change from prior year		0.2%	0.7%	-3.1%	5.2%	5.7%	1.8%	5.0%	3.9%	12.6%
Average	Sale Price	<b>179,374</b>	<b>169,359</b>	<b>305,345</b>	170,075	158,846	323,956	162,255	151,344	304,211
	Change from prior year	5.5%	6.6%	-5.7%	4.8%	5.0%	6.5%	3.8%	3.4%	2.1%
	Days on Market	<b>38</b>	<b>37</b>	<b>57</b>	45	44	69	49	45	106
	Change from prior year	-16.1%	-16.2%	-17.9%	-7.4%	-2.2%	-34.6%	-3.7%	-7.8%	23.3%
Median	Percent of List	<b>98.3%</b>	<b>98.0%</b>	<b>102.0%</b>	97.8%	97.5%	102.3%	97.8%	97.5%	101.8%
	Change from prior year	0.5%	0.5%	-0.3%	0.0%	0.0%	0.5%	0.4%	0.4%	0.1%
	Percent of Original	<b>96.7%</b>	<b>96.2%</b>	<b>102.7%</b>	96.0%	95.4%	103.1%	95.9%	95.3%	102.3%
	Change from prior year	0.7%	0.8%	-0.4%	0.1%	0.1%	0.8%	0.7%	0.7%	0.0%
Median	Sale Price	<b>160,650</b>	<b>154,900</b>	<b>294,733</b>	150,000	142,500	279,756	142,000	135,000	272,250
	Change from prior year	7.1%	8.7%	5.4%	5.6%	5.6%	2.8%	4.7%	3.8%	4.6%
	Days on Market	<b>11</b>	<b>11</b>	<b>0</b>	17	18	3	21	20	40
	Change from prior year	-35.3%	-37.1%	-100.0%	-19.0%	-12.5%	-92.4%	-4.5%	-9.1%	75.6%
Median	Percent of List	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	99.4%	99.0%	100.0%	99.2%	98.8%	100.0%
	Change from prior year	0.6%	1.0%	0.0%	0.3%	0.2%	0.0%	0.1%	0.0%	0.0%
	Percent of Original	<b>99.1%</b>	<b>98.6%</b>	<b>101.4%</b>	98.1%	97.7%	100.9%	97.9%	97.5%	101.1%
	Change from prior year	1.0%	0.9%	0.5%	0.2%	0.2%	-0.2%	0.2%	0.2%	0.8%

# CLOSED LISTINGS ANALYSIS

**HISTORY** >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 7/8/2020**



**SUMMARY** >>

Summary Statistics for Closed Listings		June			Year-to-Date		
		2020	2019	Change	2020	2019	Change
Closed Listings		<b>1,136</b>	1,053	7.9%	<b>4,888</b>	5,146	-5.0%
Volume (1,000s)		<b>217,637</b>	202,001	7.7%	<b>876,782</b>	875,208	0.2%
Average	Sale Price	<b>191,582</b>	191,834	-0.1%	<b>179,374</b>	170,075	5.5%
	Days on Market	<b>31</b>	36	-14.8%	<b>38</b>	45	-16.1%
	Percent of List	<b>99.0%</b>	97.9%	1.0%	<b>98.3%</b>	97.8%	0.5%
	Percent of Original	<b>97.8%</b>	96.5%	1.4%	<b>96.7%</b>	96.0%	0.7%
Median	Sale Price	<b>172,700</b>	165,000	4.7%	<b>160,650</b>	150,000	7.1%
	Days on Market	<b>6</b>	12	-50.0%	<b>11</b>	17	-35.3%
	Percent of List	<b>100.0%</b>	100.0%	0.0%	<b>100.0%</b>	99.4%	0.6%
	Percent of Original	<b>100.0%</b>	98.8%	1.2%	<b>99.1%</b>	98.1%	1.0%

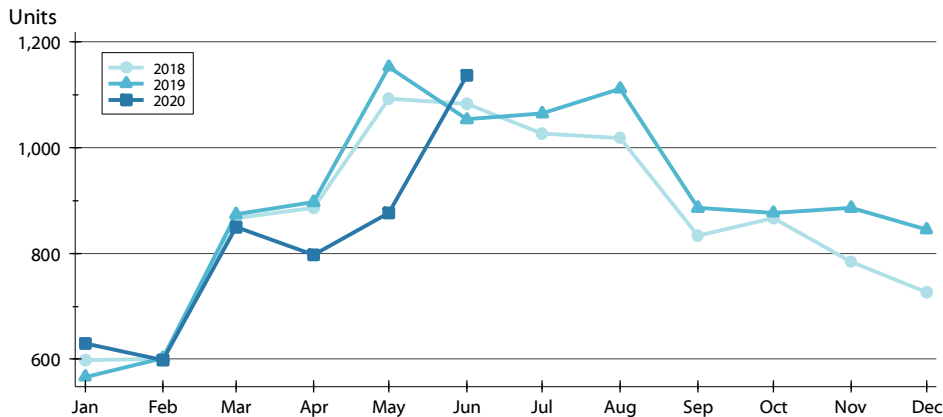
A total of 1,136 homes sold in South Central Kansas in June, up from 1,053 units in June 2019. Total sales volume rose to \$217.6 million compared to \$202.0 million in the previous year.

The median sales price in June was \$172,700, up 4.7% compared to the prior year. Median days on market was 6 days, down from 9 days in May, and down from 12 in June 2019.

# CLOSED LISTINGS ANALYSIS

## BY MONTH >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 7/8/2020**



Month	2018	2019	2020
January	598	567	630
February	601	602	598
March	867	874	850
April	886	897	797
May	1,093	1,153	877
June	1,083	1,053	1,136
July	1,027	1,064	
August	1,018	1,111	
September	834	886	
October	867	877	
November	784	886	
December	726	845	

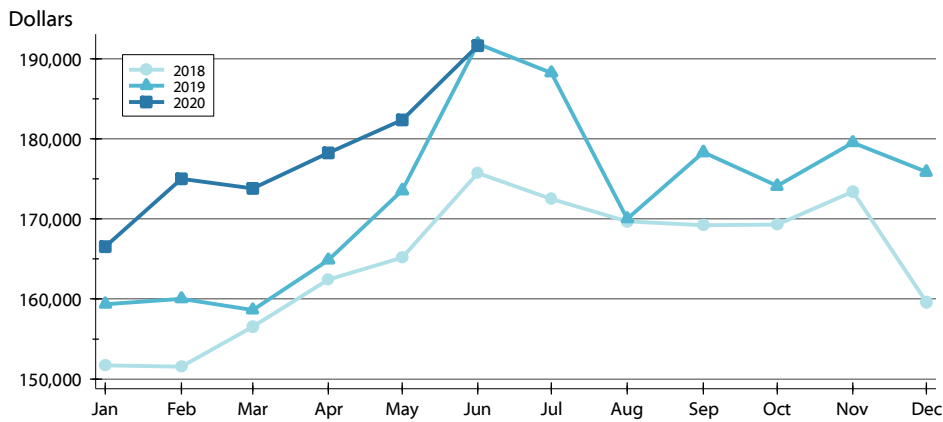
## BY PRICE RANGE >>

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	23	2.0%	367	15,974	17,750	75	28	89.4%	88.0%	75.3%	74.6%
\$25,000-\$49,999	55	4.8%	2,114	38,427	39,600	72	49	91.9%	94.7%	85.5%	86.0%
\$50,000-\$99,999	178	15.7%	13,733	77,149	80,000	23	12	98.2%	100.0%	97.1%	99.4%
\$100,000-\$124,999	94	8.3%	10,550	112,239	114,750	17	3	100.4%	100.0%	99.5%	100.0%
\$125,000-\$149,999	99	8.7%	13,568	137,050	137,500	31	4	99.4%	100.0%	98.4%	100.0%
\$150,000-\$174,999	131	11.5%	21,380	163,206	164,500	17	4	100.2%	100.0%	99.7%	100.0%
\$175,000-\$199,999	118	10.4%	21,953	186,041	185,540	22	5	99.7%	100.0%	99.0%	100.0%
\$200,000-\$249,999	159	14.0%	35,261	221,766	222,000	25	4	99.9%	100.0%	99.5%	100.0%
\$250,000-\$299,999	118	10.4%	32,133	272,310	271,000	30	7	99.7%	100.0%	99.0%	100.0%
\$300,000-\$399,999	99	8.7%	34,021	343,645	339,843	39	6	99.4%	100.0%	99.0%	100.0%
\$400,000-\$499,999	41	3.6%	18,142	442,494	435,000	66	26	98.2%	97.9%	97.8%	98.4%
\$500,000-\$749,999	17	1.5%	10,631	625,358	624,000	96	66	96.5%	96.9%	94.5%	95.4%
\$750,000-\$999,999	3	0.3%	2,585	861,500	839,000	21	21	92.3%	96.3%	92.3%	96.3%
\$1,000,000 and up	1	0.1%	1,200	1,200,000	1,200,000	112	112	92.3%	92.3%	87.3%	87.3%
All price ranges	1,136	100.0%	217,637	191,582	172,700	31	6	99.0%	100.0%	97.8%	100.0%

# CLOSED LISTINGS ANALYSIS

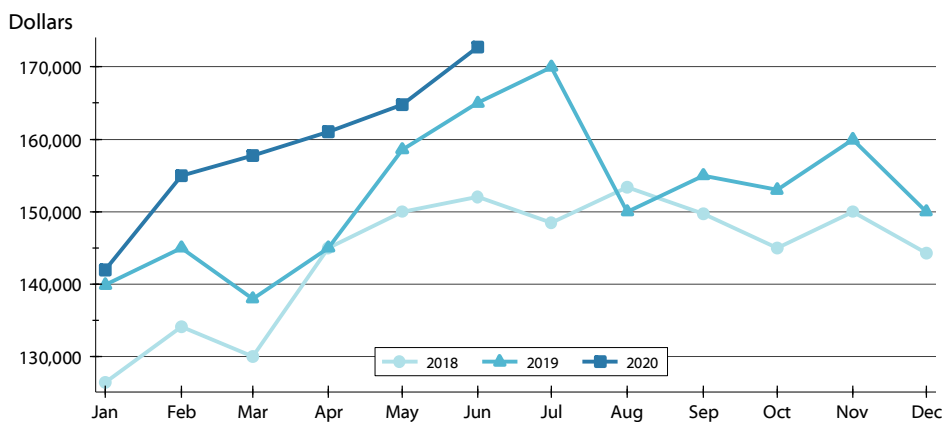
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 7/8/2020**

## AVERAGE PRICE >>



Month	2018	2019	2020
January	151,661	159,319	166,506
February	151,459	159,997	174,955
March	156,465	158,616	173,744
April	162,387	164,845	178,233
May	165,156	173,511	182,314
June	175,695	191,834	191,582
July	172,443	188,219	188,219
August	169,620	170,000	170,000
September	169,187	178,263	178,263
October	169,281	174,082	174,082
November	173,356	179,507	179,507
December	159,588	175,854	175,854

## MEDIAN PRICE >>

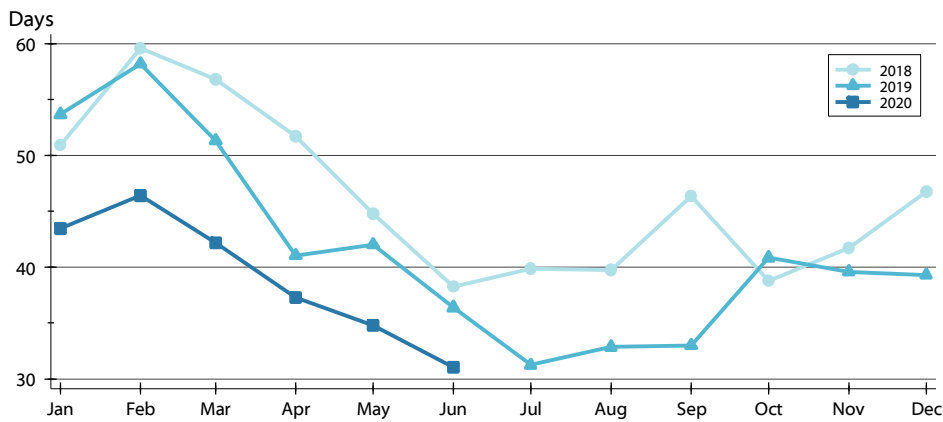


Month	2018	2019	2020
January	126,500	139,900	142,000
February	134,150	145,000	155,000
March	130,000	137,950	157,700
April	145,000	145,000	161,000
May	150,000	158,577	164,750
June	152,000	165,000	172,700
July	148,500	169,950	169,950
August	153,350	150,000	150,000
September	149,700	155,000	155,000
October	145,000	153,000	153,000
November	150,000	159,950	159,950
December	144,250	150,000	150,000

# CLOSED LISTINGS ANALYSIS

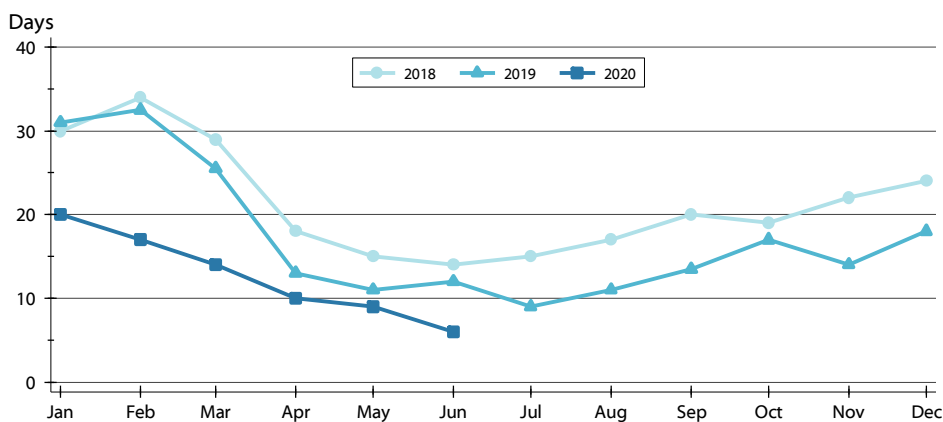
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 7/8/2020**

## 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	35
June	38	36	31
July	40	31	31
August	40	33	33
September	46	33	33
October	39	41	41
November	42	40	40
December	47	39	39

## MEDIAN DOM >>

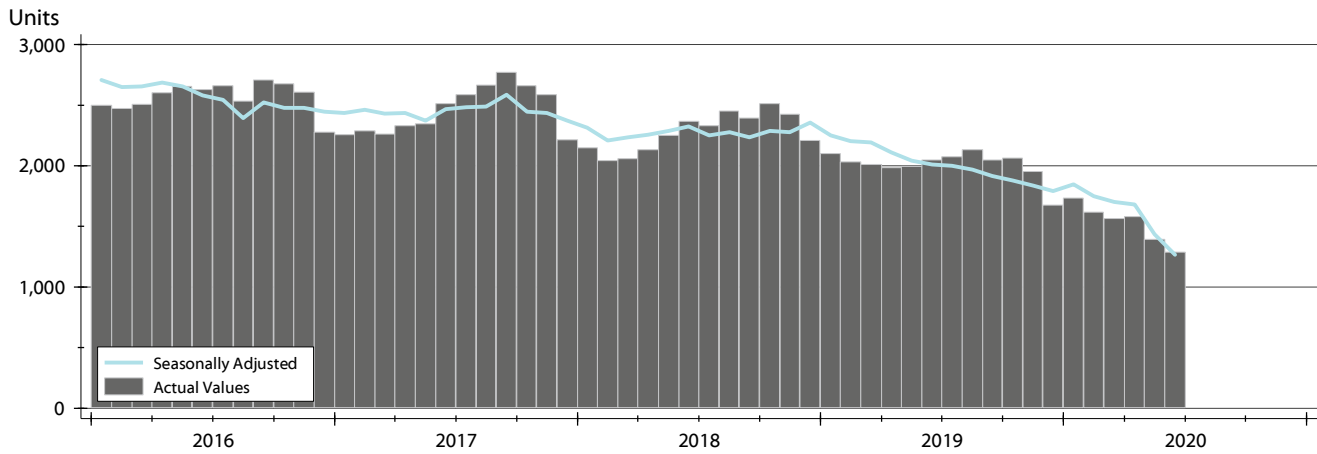


Month	2018	2019	2020
January	30	31	20
February	34	33	17
March	29	26	14
April	18	13	10
May	15	11	9
June	14	12	6
July	15	9	6
August	17	11	6
September	20	14	6
October	19	17	6
November	22	14	6
December	24	18	6

# ACTIVE LISTINGS ANALYSIS

**HISTORY** >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 7/8/2020**



**SUMMARY** >>

Summary Statistics for Active Listings		End of June		
		2020	2019	Change
Active Listings		<b>1,288</b>	2,047	-37.1%
Months' Supply		<b>1.5</b>	2.4	-38.0%
Volume (1,000s)		<b>383,512</b>	537,485	-28.6%
Average	List Price	<b>297,758</b>	262,572	13.4%
	Days on Market	<b>88</b>	83	6.8%
	Percent of Original	<b>98.1%</b>	97.6%	0.5%
Median	List Price	<b>246,900</b>	199,500	23.8%
	Days on Market	<b>36</b>	45	-20.0%
	Percent of Original	<b>100.0%</b>	100.0%	0.0%

A total of 1,288 homes were available for sale in South Central Kansas at the end of June. This represents a 1.5 months' supply of active listings.

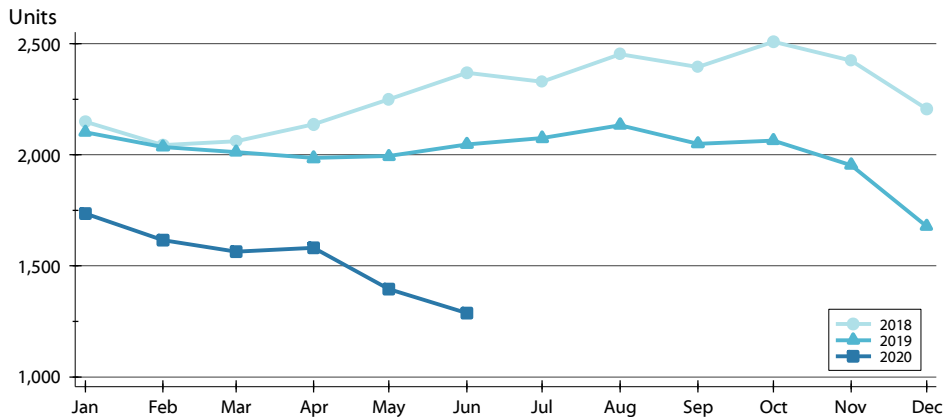
The median list price of homes on the market at the end of June was \$246,900, up 23.8% from 2019. The typical time on market for active listings was 36 days, down from 45 days a year earlier.



# ACTIVE LISTINGS ANALYSIS

## BY MONTH >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 7/8/2020**



Month	2018	2019	2020
January	2,147	2,102	1,735
February	2,044	2,034	1,614
March	2,059	2,012	1,562
April	2,135	1,984	1,579
May	2,250	1,992	1,393
June	2,369	2,047	1,288
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	

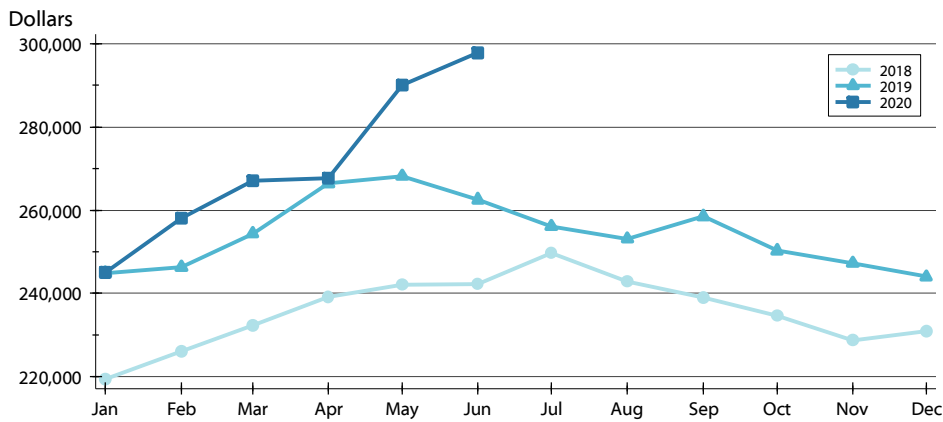
## BY PRICE RANGE >>

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	36	2.8%	492	1.6	13,664	17,750	121	48	94.0%	100.0%
\$25,000-\$49,999	74	5.7%	2,837	1.3	38,341	39,450	178	99	93.5%	100.0%
\$50,000-\$99,999	178	13.8%	13,416	1.0	75,373	75,000	92	47	97.0%	100.0%
\$100,000-\$124,999	48	3.7%	5,436	0.5	113,256	115,000	59	24	98.3%	100.0%
\$125,000-\$149,999	67	5.2%	9,290	0.7	138,661	138,500	66	33	98.3%	100.0%
\$150,000-\$174,999	55	4.3%	8,990	0.4	163,447	164,900	60	28	97.8%	100.0%
\$175,000-\$199,999	68	5.3%	12,763	0.6	187,691	187,700	69	26	98.5%	100.0%
\$200,000-\$249,999	126	9.8%	28,789	0.8	228,485	228,450	45	16	99.9%	100.0%
\$250,000-\$299,999	128	9.9%	35,484	1.1	277,217	278,145	52	28	99.6%	100.0%
\$300,000-\$399,999	246	19.1%	85,575	2.5	347,866	344,900	72	30	99.3%	100.0%
\$400,000-\$499,999	107	8.3%	47,994	2.6	448,544	448,967	97	51	98.8%	100.0%
\$500,000-\$749,999	75	5.8%	46,164	4.4	615,526	600,000	154	79	97.2%	100.0%
\$750,000-\$999,999	24	1.9%	21,726	8.0	905,240	912,450	219	139	95.8%	99.4%
\$1,000,000 and up	33	2.6%	57,707	33.0	1,748,695	1,589,000	205	116	97.4%	100.0%
All price ranges	1,288	100.0%	383,512	1.1	297,758	246,900	88	36	98.1%	100.0%

# ACTIVE LISTINGS ANALYSIS

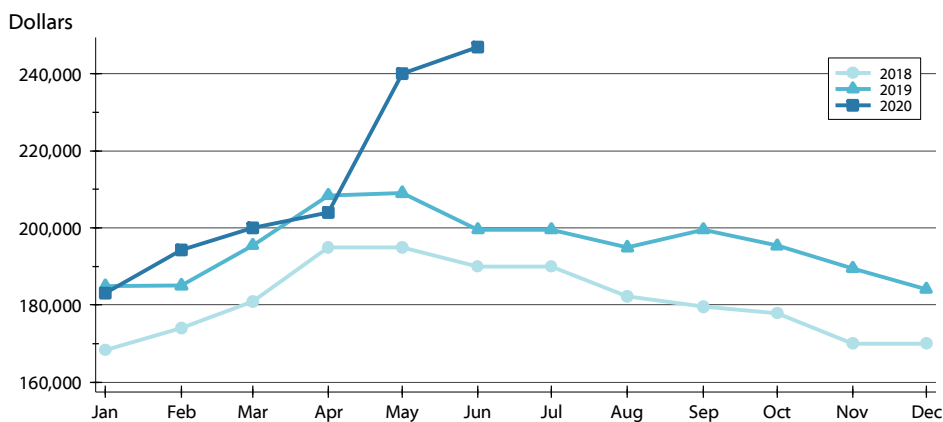
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 7/8/2020**

## 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	267,055
April	239,193	266,443	267,767
May	242,156	268,251	290,053
June	242,311	262,572	297,758
July	249,623	256,102	256,102
August	242,880	253,144	253,144
September	238,982	258,524	258,524
October	234,663	250,301	250,301
November	228,794	247,242	247,242
December	230,828	244,028	244,028

## MEDIAN PRICE >>

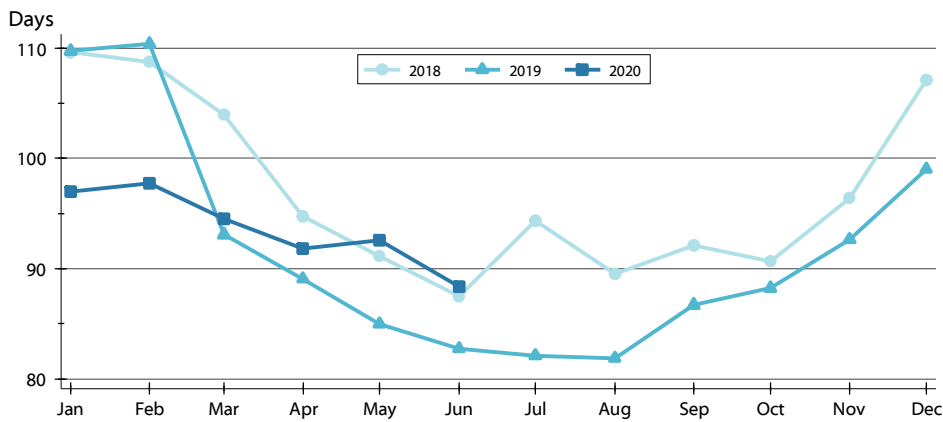


Month	2018	2019	2020
January	168,248	184,900	183,000
February	174,000	185,000	194,200
March	180,867	195,500	200,000
April	194,900	208,443	204,000
May	195,000	209,000	240,000
June	190,000	199,500	246,900
July	189,900	199,500	199,500
August	182,250	194,900	194,900
September	179,500	199,500	199,500
October	177,900	195,370	195,370
November	169,900	189,500	189,500
December	169,900	184,080	184,080

# ACTIVE LISTINGS ANALYSIS

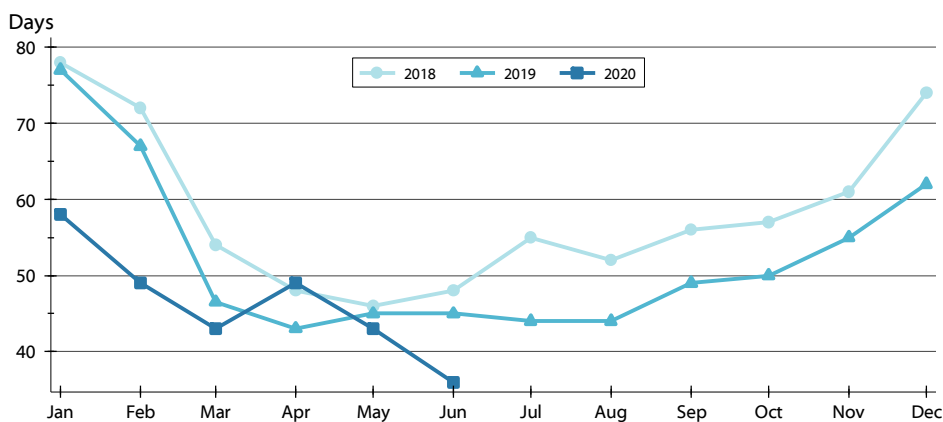
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 7/8/2020**

## 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	93
June	87	83	88
July	94	82	
August	90	82	
September	92	87	
October	91	88	
November	96	93	
December	107	99	

## MEDIAN DOM >>

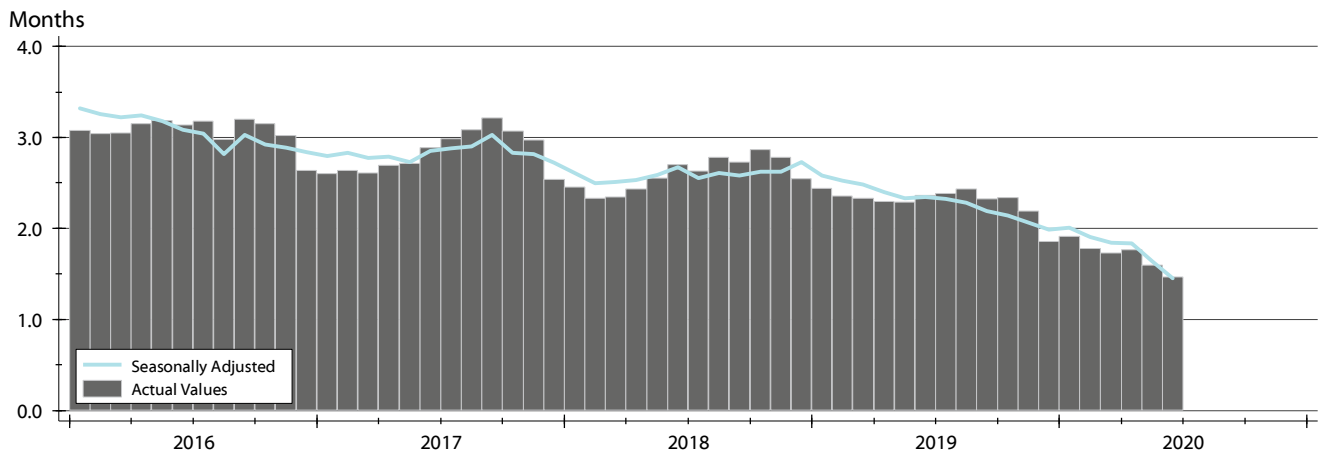


Month	2018	2019	2020
January	78	77	58
February	72	67	49
March	54	47	43
April	48	43	49
May	46	45	43
June	48	45	36
July	55	44	
August	52	44	
September	56	49	
October	57	50	
November	61	55	
December	74	62	

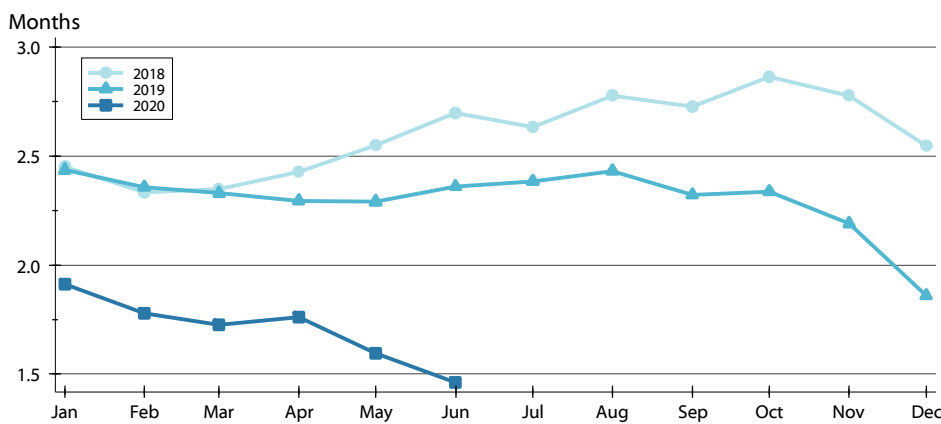
# MONTHS' SUPPLY ANALYSIS

**HISTORY** >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 7/8/2020**



**BY MONTH** >>

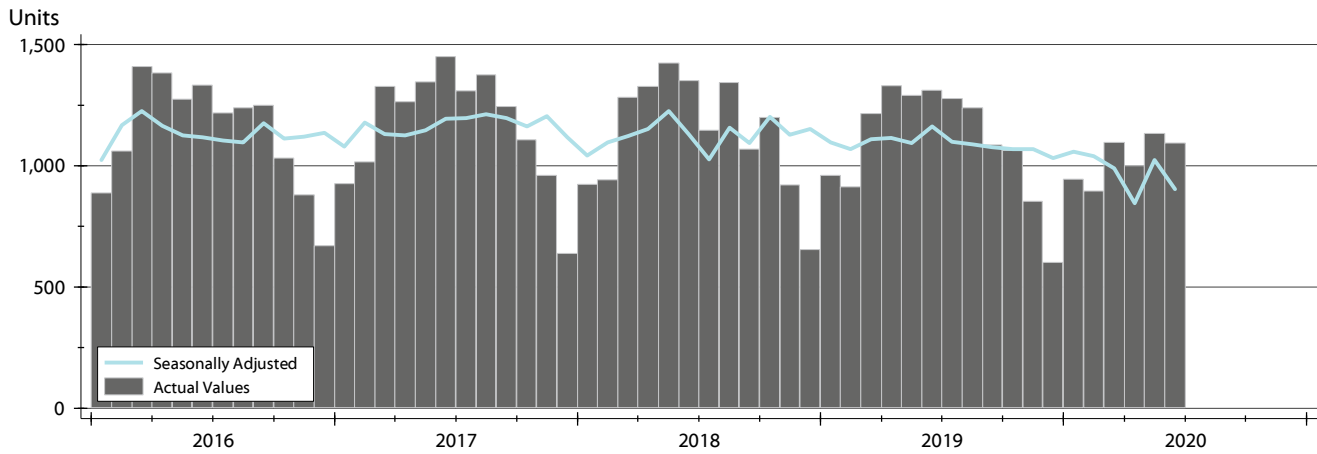


Month	2018	2019	2020
January	2.5	2.4	1.9
February	2.3	2.4	1.8
March	2.3	2.3	1.7
April	2.4	2.3	1.8
May	2.6	2.3	1.6
June	2.7	2.4	1.5
July	2.6	2.4	
August	2.8	2.4	
September	2.7	2.3	
October	2.9	2.3	
November	2.8	2.2	
December	2.5	1.9	

# NEW LISTINGS ANALYSIS

**HISTORY** >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 7/8/2020**



**SUMMARY** >>

Summary Statistics for New Listings		June		
		2020	2019	Change
Current Month	New Listings	<b>1,094</b>	1,311	-16.6%
	Volume (1,000s)	<b>232,379</b>	245,919	-5.5%
	Average List Price	<b>212,412</b>	187,581	13.2%
	Median List Price	<b>178,500</b>	164,900	8.2%
YTD	New Listings	<b>6,165</b>	7,018	-12.2%
	Volume (1,000s)	<b>1,248,101</b>	1,375,156	-9.2%
	Average List Price	<b>202,449</b>	195,947	3.3%
	Median List Price	<b>170,000</b>	164,700	3.2%

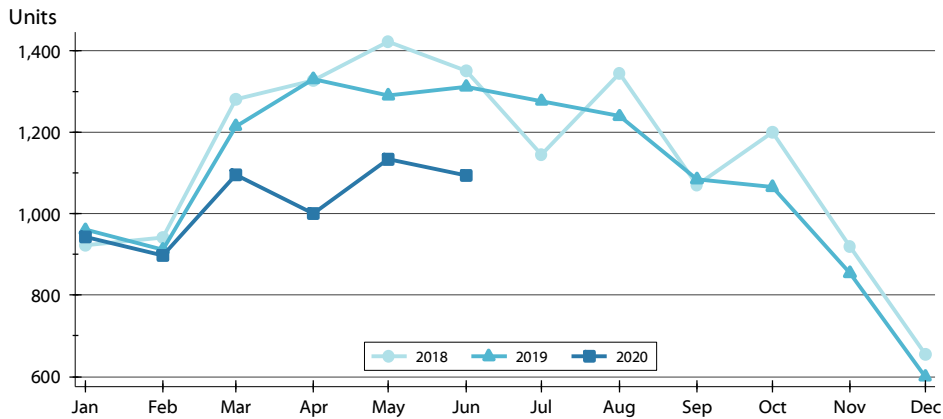
A total of 1,094 new listings were added in South Central Kansas during June, down 16.6% from the same month in 2019. Year-to-date South Central Kansas has seen 6,165 new listings.

The median list price of these homes was \$178,500 up from \$164,900 in 2019.

# NEW LISTINGS ANALYSIS

**BY MONTH** >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 7/8/2020**



Month	2018	2019	2020
January	922	960	944
February	941	912	897
March	1,281	1,215	1,096
April	1,327	1,330	1,000
May	1,422	1,290	1,134
June	1,351	1,311	1,094
July	1,145	1,277	
August	1,344	1,239	
September	1,070	1,084	
October	1,200	1,065	
November	919	854	
December	654	600	

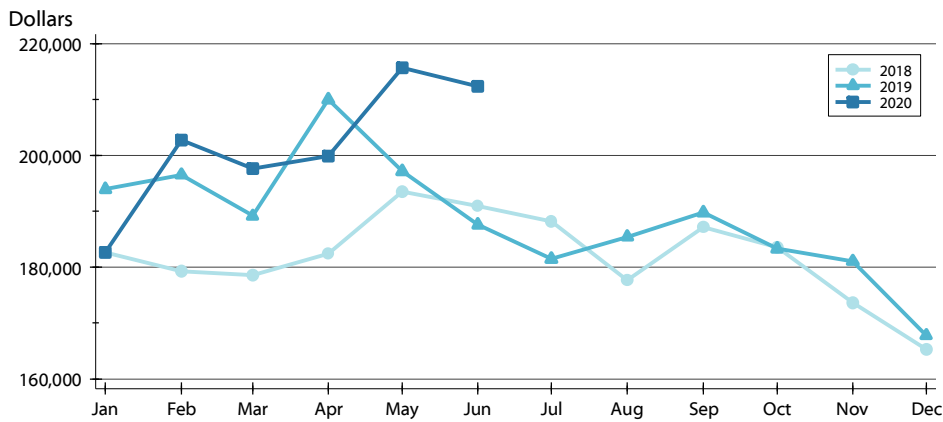
**BY PRICE RANGE** >>

Price Range	New Listings			List Price	
	Number	Percent	Volume	Average	Median
Below \$25,000	20	1.8%	272	13,592	18,500
\$25,000-\$49,999	26	2.4%	1,030	39,604	43,200
\$50,000-\$99,999	187	17.1%	14,638	78,279	79,900
\$100,000-\$124,999	79	7.2%	8,885	112,469	115,000
\$125,000-\$149,999	89	8.1%	12,240	137,524	137,500
\$150,000-\$174,999	112	10.2%	18,257	163,009	164,900
\$175,000-\$199,999	131	12.0%	24,379	186,101	185,000
\$200,000-\$249,999	144	13.2%	32,525	225,871	225,000
\$250,000-\$299,999	91	8.3%	25,087	275,680	275,000
\$300,000-\$399,999	125	11.4%	42,925	343,404	340,000
\$400,000-\$499,999	34	3.1%	15,532	456,838	450,000
\$500,000-\$749,999	24	2.2%	14,388	599,512	599,950
\$750,000-\$999,999	3	0.3%	2,660	886,800	862,500
\$1,000,000 and up	8	0.7%	15,099	1,887,375	1,775,000
All price ranges	1,094	100.0%	232,379	212,412	178,500

# NEW LISTINGS ANALYSIS

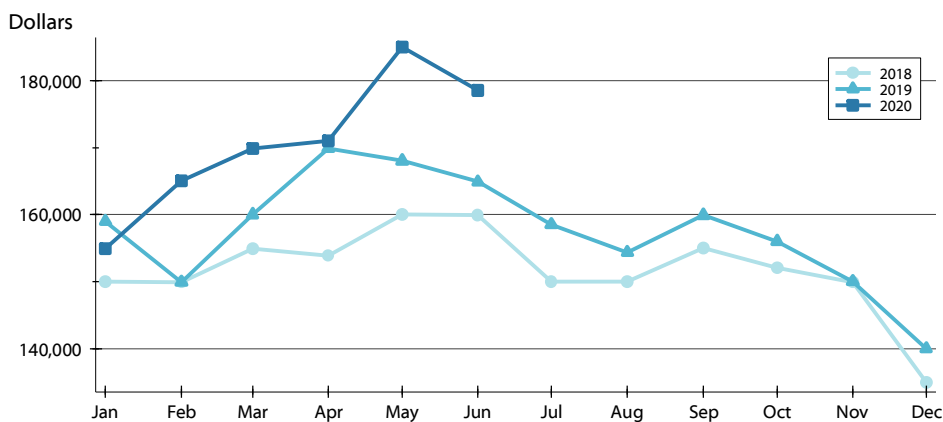
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 7/8/2020**

## AVERAGE PRICE >>



Month	2018	2019	2020
January	182,667	193,934	182,658
February	179,250	196,541	202,717
March	178,570	189,163	197,637
April	182,442	210,013	199,909
May	193,514	197,175	215,781
June	190,954	187,581	212,412
July	188,154	181,455	
August	177,597	185,435	
September	187,139	189,761	
October	183,511	183,311	
November	173,602	181,014	
December	165,287	167,746	

## MEDIAN PRICE >>

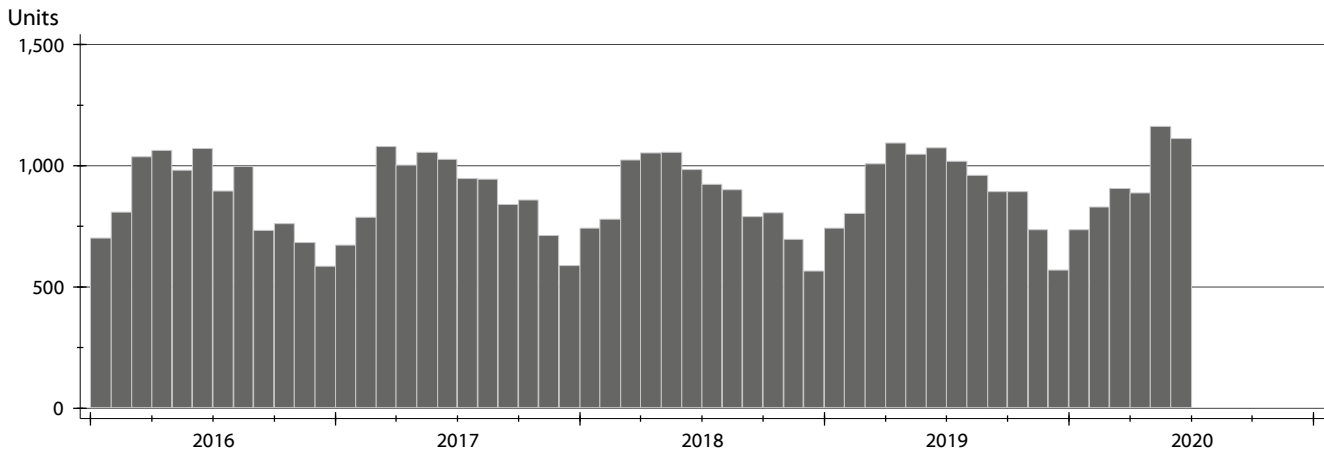


Month	2018	2019	2020
January	150,000	159,000	154,900
February	149,900	149,900	165,000
March	154,900	160,000	169,900
April	153,900	169,900	171,000
May	160,000	168,000	185,000
June	159,900	164,900	178,500
July	150,000	158,500	
August	150,000	154,381	
September	155,000	159,900	
October	152,000	156,000	
November	149,900	149,999	
December	135,000	140,000	

# CONTRACTS WRITTEN ANALYSIS

**HISTORY** >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 7/8/2020**



**SUMMARY** >>

Summary Statistics		June			Year-to-Date		
for Contracts Written		2020	2019	Change	2020	2019	Change
Closed Listings		<b>1,112</b>	1,074	3.5%	<b>5,636</b>	5,770	-2.3%
Volume (1,000s)		<b>224,076</b>	199,284	12.4%	<b>1,066,862</b>	1,039,533	2.6%
Average	Sale Price	<b>201,507</b>	185,554	8.6%	<b>189,294</b>	180,162	5.1%
	Days on Market	<b>33</b>	34	-3.4%	<b>36</b>	42	-14.5%
	Percent of Original	<b>98.6%</b>	96.5%	2.2%	<b>97.2%</b>	96.3%	0.9%
Median	Sale Price	<b>175,000</b>	168,000	4.2%	<b>169,000</b>	159,900	5.7%
	Days on Market	<b>6</b>	10	-40.0%	<b>9</b>	14	-35.7%
	Percent of Original	<b>100.0%</b>	98.8%	1.2%	<b>100.0%</b>	98.4%	1.6%

A total of 1,112 contracts for sale were written in South Central Kansas during the month of June, up from 1,074 in 2019. The median list price of these homes was \$175,000, up from \$168,000 the prior year.

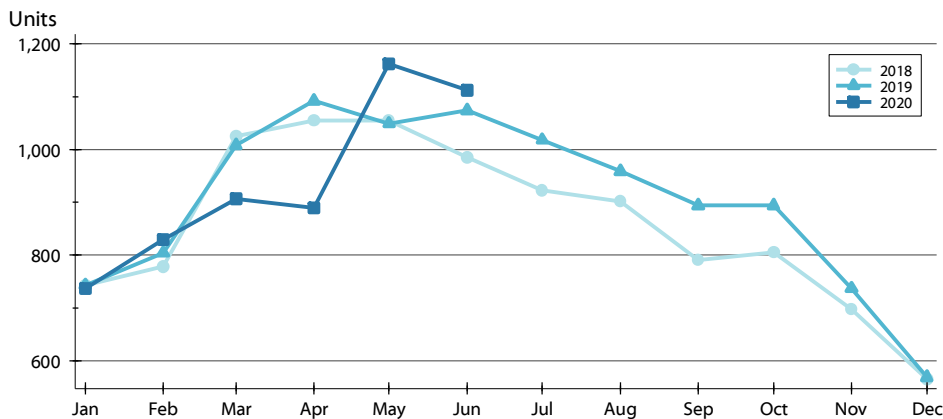
Half of the homes that went under contract in June were on the market less than 6 days, compared to 10 days in June 2019.



# CONTRACTS WRITTEN ANALYSIS

## BY MONTH >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 7/8/2020**



Month	2018	2019	2020
January	743	743	737
February	778	804	830
March	1,025	1,008	906
April	1,054	1,092	889
May	1,055	1,049	1,162
June	985	1,074	1,112
July	923	1,018	
August	902	959	
September	791	894	
October	805	894	
November	697	737	
December	566	569	

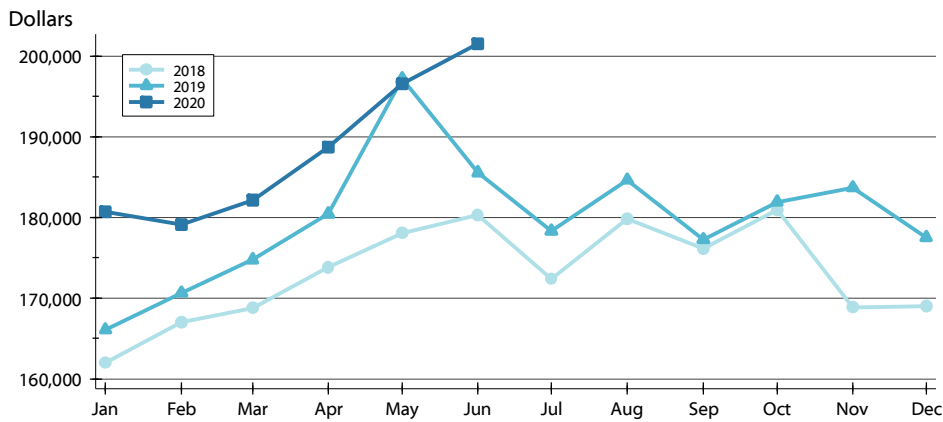
## BY PRICE RANGE >>

Price Range	Contracts Written			List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median
Below \$25,000	6	0.5%	108	18,067	18,500	133	27	80.3%	93.2%
\$25,000-\$49,999	35	3.1%	1,379	39,409	43,000	96	60	89.3%	96.3%
\$50,000-\$99,999	211	19.0%	16,385	77,655	79,900	38	6	97.9%	100.0%
\$100,000-\$124,999	72	6.5%	8,103	112,542	114,900	25	3	99.5%	100.0%
\$125,000-\$149,999	88	7.9%	12,116	137,682	138,400	15	4	99.9%	100.0%
\$150,000-\$174,999	117	10.5%	19,151	163,686	165,000	13	3	99.0%	100.0%
\$175,000-\$199,999	130	11.7%	24,169	185,913	185,000	17	4	99.7%	100.0%
\$200,000-\$249,999	138	12.4%	30,952	224,288	224,900	20	4	99.2%	100.0%
\$250,000-\$299,999	107	9.6%	29,380	274,577	274,772	31	10	99.8%	100.0%
\$300,000-\$399,999	89	8.0%	30,672	344,634	339,900	33	13	99.0%	100.0%
\$400,000-\$499,999	37	3.3%	16,734	452,264	449,900	62	21	99.4%	100.0%
\$500,000-\$749,999	30	2.7%	17,984	599,470	599,450	93	48	96.5%	99.3%
\$750,000-\$999,999	6	0.5%	4,829	804,833	799,500	170	46	93.0%	98.7%
\$1,000,000 and up	3	0.3%	3,449	1,149,683	1,100,000	113	4	99.0%	100.0%
All price ranges	1,112	100.0%	224,076	201,507	175,000	33	6	98.6%	100.0%

# CONTRACTS WRITTEN ANALYSIS

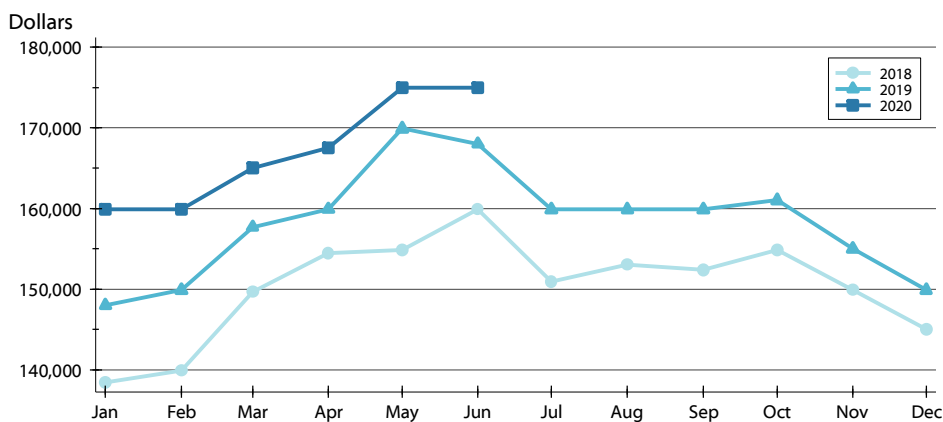
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 7/8/2020**

## AVERAGE PRICE >>



Month	2018	2019	2020
January	161,962	166,076	180,686
February	167,014	170,621	179,100
March	168,727	174,748	182,159
April	173,771	180,439	188,711
May	178,081	197,173	196,519
June	180,310	185,554	201,507
July	172,342	178,318	179,000
August	179,829	184,643	180,000
September	176,152	177,265	177,000
October	180,967	181,917	181,000
November	168,869	183,690	169,000
December	168,982	177,508	169,000

## MEDIAN PRICE >>

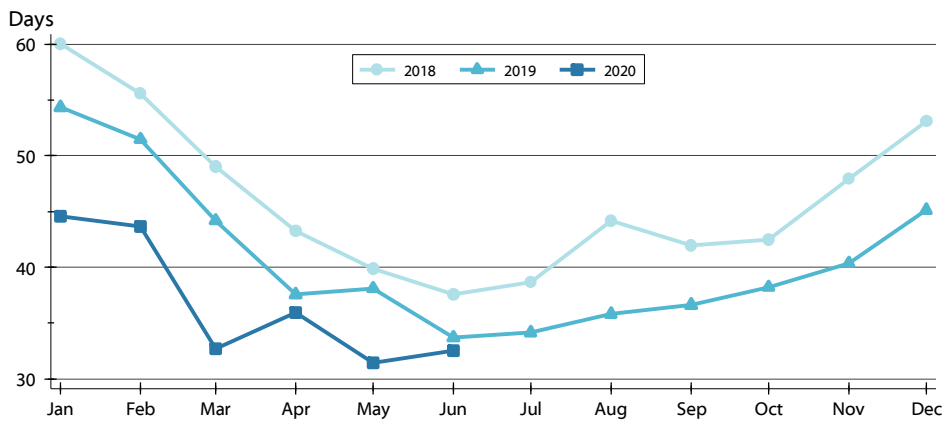


Month	2018	2019	2020
January	138,500	148,000	159,900
February	139,900	149,900	159,900
March	149,700	157,700	165,000
April	154,500	159,925	167,500
May	154,900	169,900	175,000
June	159,900	168,000	175,000
July	150,975	159,900	160,000
August	153,000	159,900	160,000
September	152,400	159,900	160,000
October	154,900	161,000	161,000
November	149,900	155,000	150,000
December	145,000	149,900	150,000

# CONTRACTS WRITTEN ANALYSIS

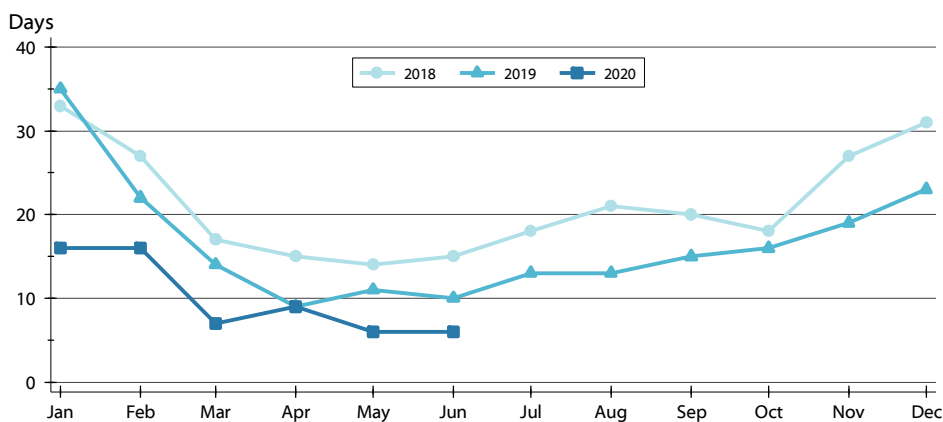
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 7/8/2020**

## AVERAGE DOM >>



Month	2018	2019	2020
January	60	54	45
February	56	51	44
March	49	44	33
April	43	38	36
May	40	38	31
June	38	34	33
July	39	34	34
August	44	36	35
September	42	37	38
October	43	38	40
November	48	40	41
December	53	45	45

## MEDIAN DOM >>

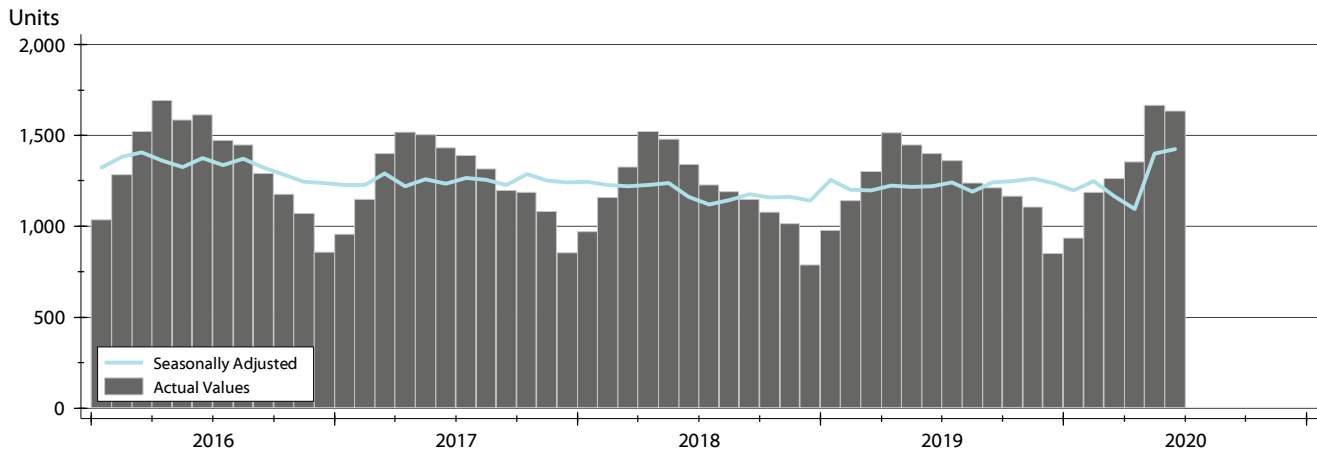


Month	2018	2019	2020
January	33	35	16
February	27	22	16
March	17	14	7
April	15	9	9
May	14	11	6
June	15	10	6
July	18	13	13
August	21	13	13
September	20	15	15
October	18	16	16
November	27	19	19
December	31	23	23

# PENDING CONTRACTS ANALYSIS

## HISTORY >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 7/8/2020**



## SUMMARY >>

Summary Statistics		End of June		
for Active Listings		2020	2019	Change
Active Listings		<b>1,636</b>	1,399	16.9%
Volume (1,000s)		<b>350,355</b>	278,644	25.7%
Average	List Price	<b>214,154</b>	199,174	7.5%
	Days on Market	<b>32</b>	34	-5.5%
	Percent of Original	<b>99.1%</b>	98.5%	0.6%
Median	List Price	<b>184,500</b>	175,000	5.4%
	Days on Market	<b>5</b>	10	-50.0%
	Percent of Original	<b>100.0%</b>	100.0%	0.0%

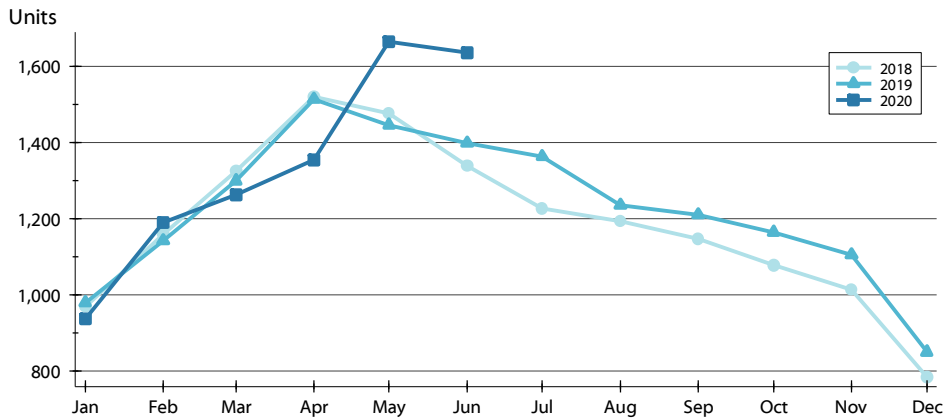
A total of 1,636 listings in South Central Kansas had contracts pending at the end of June, up from 1,399 contracts pending at the end of June 2019.

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 7/8/2020**



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	1,665
June	1,340	1,399	1,636
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	

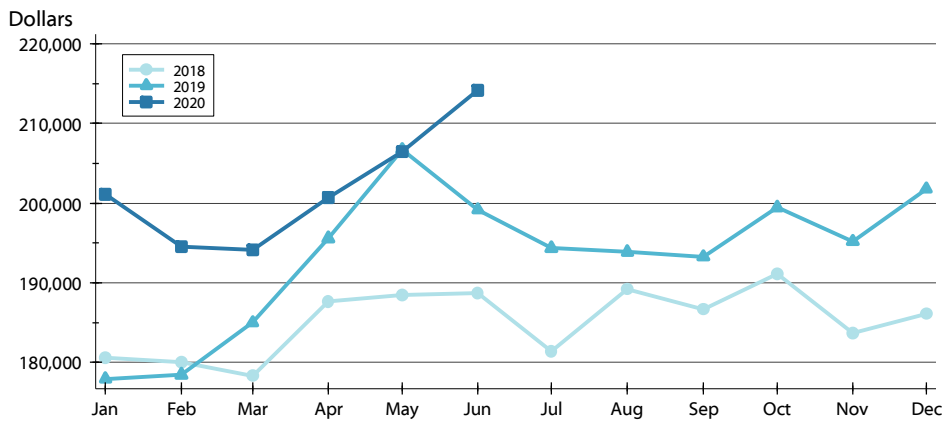
## BY PRICE RANGE >>

Price Range	Contracts Written			List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median
Below \$25,000	4	0.2%	70	17,475	17,000	109	27	89.3%	100.0%
\$25,000-\$49,999	37	2.3%	1,505	40,685	43,500	82	60	93.7%	100.0%
\$50,000-\$99,999	286	17.5%	22,528	78,769	80,000	50	7	98.3%	100.0%
\$100,000-\$124,999	114	7.0%	12,819	112,448	110,000	26	5	99.3%	100.0%
\$125,000-\$149,999	129	7.9%	17,775	137,789	137,900	16	3	99.7%	100.0%
\$150,000-\$174,999	157	9.6%	25,684	163,594	165,000	14	3	99.3%	100.0%
\$175,000-\$199,999	190	11.6%	35,416	186,402	185,000	17	4	99.8%	100.0%
\$200,000-\$249,999	228	13.9%	51,294	224,974	224,950	23	4	99.3%	100.0%
\$250,000-\$299,999	169	10.3%	46,301	273,969	272,000	27	6	100.2%	100.0%
\$300,000-\$399,999	159	9.7%	54,857	345,010	340,000	33	6	99.8%	100.0%
\$400,000-\$499,999	66	4.0%	29,802	451,548	452,567	37	4	99.6%	100.0%
\$500,000-\$749,999	45	2.8%	26,863	596,957	579,900	77	31	97.8%	100.0%
\$750,000-\$999,999	11	0.7%	8,864	805,834	799,000	148	46	96.0%	100.0%
\$1,000,000 and up	7	0.4%	9,295	1,327,921	1,249,148	102	7	99.0%	100.0%
All price ranges	1,636	100.0%	350,355	214,154	184,500	32	5	99.1%	100.0%

**PENDING CONTRACTS ANALYSIS**

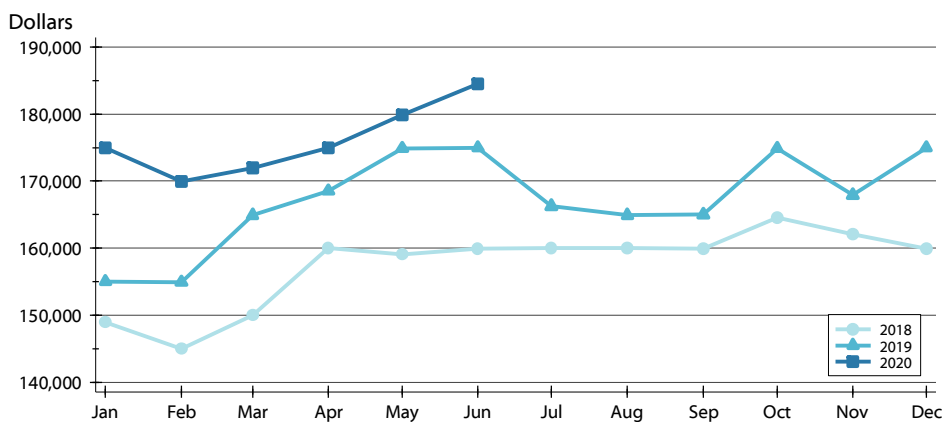
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 7/8/2020**

**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	194,112
April	187,633	195,583	200,722
May	188,503	206,721	206,461
June	188,722	199,174	214,154
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** >>

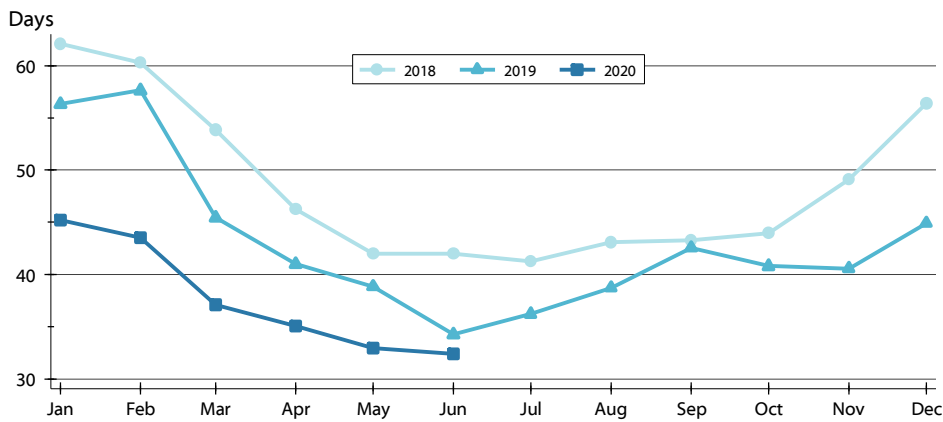


Month	2018	2019	2020
January	148,900	155,000	175,000
February	145,000	154,900	169,900
March	150,000	164,900	172,000
April	160,000	168,500	175,000
May	159,000	174,900	179,900
June	159,900	175,000	184,500
July	160,000	166,250	
August	160,000	164,900	
September	159,900	165,000	
October	164,500	174,900	
November	162,000	167,900	
December	159,900	174,975	

# PENDING CONTRACTS ANALYSIS

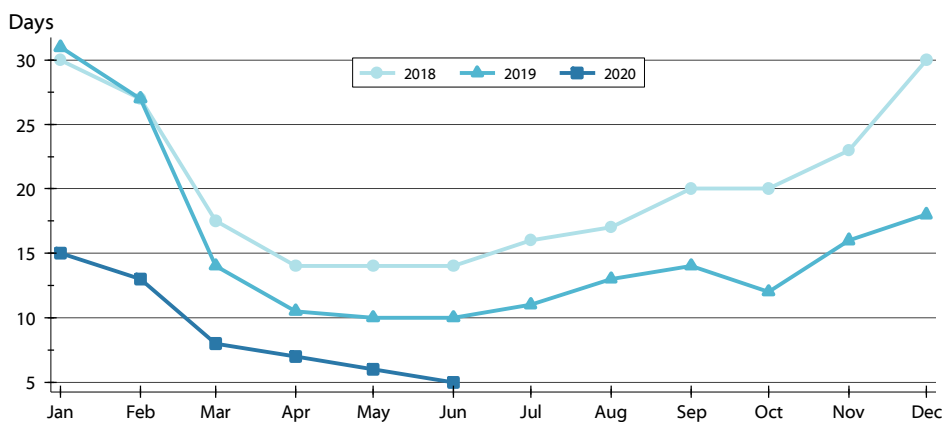
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 7/8/2020**

## AVERAGE DOM >>



Month	2018	2019	2020
January	62	56	45
February	60	58	44
March	54	45	37
April	46	41	35
May	42	39	33
June	42	34	32
July	41	36	
August	43	39	
September	43	43	
October	44	41	
November	49	41	
December	56	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	6
June	14	10	5
July	16	11	
August	17	13	
September	20	14	
October	20	12	
November	23	16	
December	30	18	