



South Central Kansas MLS

South Central Kansas MLS

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South Central Kansas MLS Releases Home Sales Figures for August 2020

Homes sales in South Central Kansas fell by 5.0% in August compared to the prior year. Sales in August 2020 totaled 1,055 units, down from 1,111 in 2019.

Among existing homes, 970 units sold in August, a decrease of 7.1% from 1,044 units that sold in 2019. The average sale price of existing homes was \$194,303. This represents an increase of 21.9% from the August 2019 average price of \$159,355.

For new construction, 85 sales occurred in August, up from 67 units the prior year, an increase of 26.9%. The average sale price of new homes in August was \$363,643, up 8.3% from the same period last year.

A total of 1,106 contracts for sale were written in August 2020, up from 961 in August 2019. This is an increase of 15.1%. Contracts written during the month reflect, in part, sales that are set to close in the near future.

The inventory of active listings in South Central Kansas stood at 1,210 units at the end of August, which is down from 2,134 homes that were on the market at the end of August last year. At the current rate of sales, this figure represents 1.4 months' supply of homes on the market.

For questions and/or comments, please contact South Central Kansas MLS President Richelle Knotts at richelle@reecenichols.com.



MARKET OVERVIEW >>

South Central Kansas Home Sales Fell in August

Total home sales in South Central Kansas fell last month to 1,055 units, compared to 1,111 units in August 2019. Total sales volume was \$219.4 million, up from a year earlier.

The median sale price in August was \$176,000, up from \$150,000 a year earlier. Homes that sold in August 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 August

The total number of active listings in South Central Kansas at the end of August was 1,210 units, down from 2,134 at the same point in 2019. This represents a 1.4 months' supply of homes available for sale. The median list price of homes on the market at the end of August was \$236,900.

During August, a total of 1,106 contracts were written up from 961 in August 2019. At the end of the month, there were 1,644 contracts pending, compared to 1,236 at the end of August 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		August		
Summary Statistics		2020	2019	Change
Home Sales		1,055	1,111	-5.0%
Active Listings		1,210	2,134	-43.3%
Months' Supply		1.4	2.4	-44.1%
New Listings		1,159	1,240	-6.5%
Contracts Written		1,106	961	15.1%
Pending Contracts		1,644	1,236	33.0%
Sales Volume (1,000s)		219,384	188,871	16.2%
Average	Sale Price	207,946	170,000	22.3%
	List Price of Actives	293,894	253,144	16.1%
	Days on Market	32	33	-3.8%
	Percent of List	99.2%	98.1%	1.1%
	Percent of Original	97.9%	96.6%	1.4%
Median	Sale Price	176,000	150,000	17.3%
	List Price of Actives	236,900	194,900	21.5%
	Days on Market	6	11	-45.5%
	Percent of List	100.0%	100.0%	0.0%
	Percent of Original	100.0%	98.8%	1.2%

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THREE-YEAR COMPARISONS

SUMMARY >>

BREAKDOWNS BY HOME TYPE ENTIRE MLS SYSTEM AS OF 9/7/2020

August MLS Statistics		2020			2019			2018			
By Property Type		Total	Existing	New	Total	Existing	New	Total	Existing	New	
Home Sales		1,055	970	85	1,111	1,044	67	1,018	934	84	
	Change from prior year	-5.0%	-7.1%	26.9%	9.1%	11.8%	-20.2%	-1.9%	-3.7%	23.5%	
Active Listings		1,210	1,014	196	2,134	1,856	278	2,453	2,208	245	
	Change from prior year	-43.3%	-45.4%	-29.5%	-13.0%	-15.9%	13.5%	-7.9%	-7.2%	-13.7%	
Months' Supply		1.4	1.2	2.9	2.4	2.3	4.6	2.8	2.7	4.0	
	Change from prior year	-44.1%	-45.7%	-37.9%	-12.5%	-15.6%	16.9%	-9.9%	-8.9%	-18.7%	
New Listings		1,159	1,094	65	1,240	1,155	85	1,344	1,263	81	
	Change from prior year	-6.5%	-5.3%	-23.5%	-7.7%	-8.6%	4.9%	-2.3%	-2.2%	-4.7%	
Contracts Written		1,106	1,046	60	961	896	65	902	845	57	
	Change from prior year	15.1%	16.7%	-7.7%	6.5%	6.0%	14.0%	-4.4%	-4.6%	-1.7%	
Pending Contracts		1,644	1,425	219	1,236	1,081	155	1,193	1,036	157	
	Change from prior year	33.0%	31.8%	41.3%	3.6%	4.3%	-1.3%	-9.4%	-9.2%	-10.8%	
Sales Volume (1,000s)		219,384	188,474	30,910	188,871	166,366	22,504	172,673	145,245	27,428	
	Change from prior year	16.2%	13.3%	37.4%	9.4%	14.5%	-18.0%	0.0%	-4.4%	31.6%	
Average	Sale Price	207,946	194,303	363,643	170,000	159,355	335,881	169,620	155,509	326,525	
		Change from prior year	22.3%	21.9%	8.3%	0.2%	2.5%	2.9%	2.0%	-0.7%	6.6%
	List Price of Actives	293,894	283,671	343,913	253,144	242,592	321,506	242,880	233,042	328,293	
		Change from prior year	16.1%	16.9%	7.0%	4.2%	4.1%	-2.1%	11.8%	13.0%	6.5%
	Days on Market	32	30	53	33	30	81	40	36	76	
		Change from prior year	-3.8%	-0.2%	-34.6%	-17.3%	-18.3%	5.6%	-3.0%	-1.0%	-23.7%
Percent of List		99.2%	98.9%	101.6%	98.1%	97.8%	103.0%	97.7%	97.4%	100.7%	
		Change from prior year	1.1%	1.2%	-1.4%	0.4%	0.4%	2.2%	-0.1%	0.0%	-1.4%
	Percent of Original	97.9%	97.4%	103.3%	96.6%	96.1%	103.7%	95.4%	94.8%	101.4%	
	Change from prior year	1.4%	1.4%	-0.4%	1.3%	1.4%	2.3%	-0.3%	-0.4%	-1.4%	
Median	Sale Price	176,000	166,750	298,879	150,000	145,000	294,715	153,350	145,000	275,853	
		Change from prior year	17.3%	15.0%	1.4%	-2.2%	0.0%	6.8%	5.8%	6.5%	0.2%
	List Price of Actives	236,900	204,005	324,864	194,900	169,900	290,118	182,250	168,000	289,900	
		Change from prior year	21.5%	20.1%	12.0%	6.9%	1.1%	0.1%	10.5%	12.0%	6.4%
	Days on Market	6	6	2	11	12	2	17	17	15	
		Change from prior year	-45.5%	-50.0%	0.0%	-35.3%	-29.4%	-86.2%	0.0%	0.0%	-40.8%
Percent of List	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	99.2%	98.9%	100.0%		
	Change from prior year	0.0%	0.0%	0.0%	0.8%	1.1%	0.0%	-0.3%	-0.2%	-0.3%	
Percent of Original	100.0%	100.0%	101.4%	98.8%	98.5%	100.0%	97.6%	97.2%	100.0%		
	Change from prior year	1.2%	1.5%	1.4%	1.2%	1.3%	0.0%	-0.1%	-0.2%	-1.3%	

YEAR-TO-DATE STATISTICS

SUMMARY >>

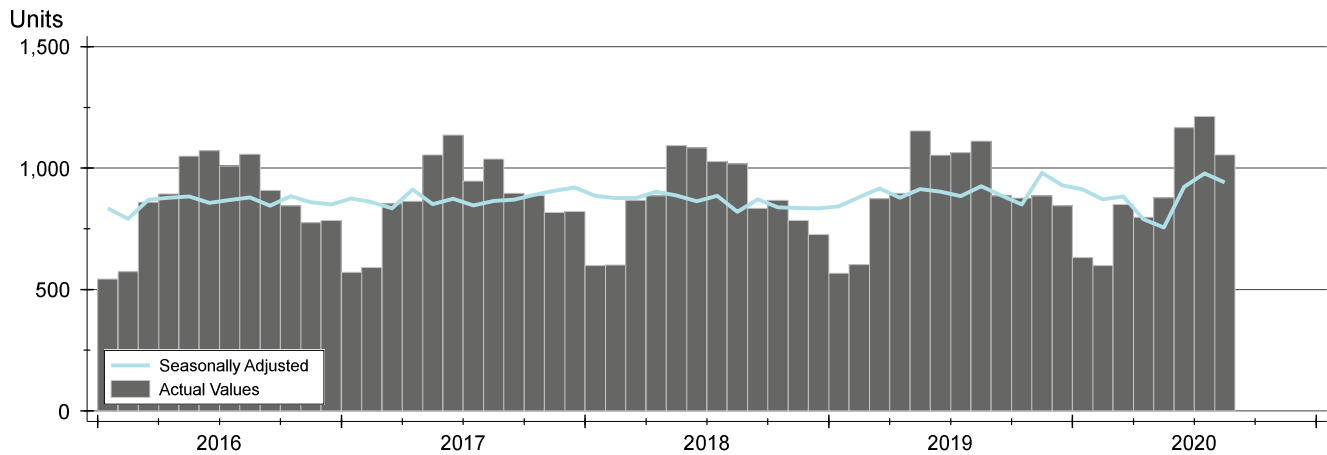
YTD BREAKDOWNS BY HOME TYPE ENTIRE MLS SYSTEM AS OF 9/7/2020

Year-to-Date Activity		2020			2019			2018		
By Property Type		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		7,190	6,640	550	7,321	6,839	482	7,173	6,667	506
Change from prior year		-1.8%	-2.9%	14.1%	2.1%	2.6%	-4.7%	1.7%	0.9%	13.7%
New Listings		8,672	8,095	577	9,539	8,847	692	9,733	9,110	623
Change from prior year		-9.1%	-8.5%	-16.6%	-2.0%	-2.9%	11.1%	-2.8%	-2.2%	-10.4%
Contracts Written		7,959	7,405	554	7,750	7,221	529	7,465	6,946	519
Change from prior year		2.7%	2.5%	4.7%	3.8%	4.0%	1.9%	-0.7%	-0.7%	-0.6%
Sales Volume (1,000s)		1,349,732	1,171,276	178,457	1,264,343	1,107,066	157,278	1,181,815	1,024,089	157,726
Change from prior year		6.8%	5.8%	13.5%	7.0%	8.1%	-0.3%	5.5%	3.9%	17.7%
Average	Sale Price	187,724	176,397	324,467	172,701	161,875	326,302	164,759	153,606	311,711
	Change from prior year	8.7%	9.0%	-0.6%	4.8%	5.4%	4.7%	3.8%	3.0%	3.6%
	Days on Market	36	34	54	41	40	68	46	42	101
	Change from prior year	-14.1%	-13.9%	-20.7%	-10.7%	-6.4%	-32.6%	-2.0%	-5.5%	16.9%
Median	Percent of List	98.6%	98.3%	101.7%	97.9%	97.6%	102.4%	97.8%	97.5%	101.6%
	Change from prior year	0.7%	0.7%	-0.7%	0.1%	0.1%	0.7%	0.3%	0.3%	-0.1%
	Percent of Original	97.2%	96.7%	102.7%	96.1%	95.6%	103.1%	95.9%	95.4%	102.2%
	Change from prior year	1.0%	1.1%	-0.4%	0.3%	0.3%	0.9%	0.6%	0.6%	-0.1%
Median	Sale Price	165,000	158,850	297,877	153,000	145,000	285,000	145,000	137,000	277,015
	Change from prior year	7.8%	9.6%	4.5%	5.5%	5.8%	2.9%	4.3%	3.8%	5.0%
	Days on Market	9	9	0	14	15	2	19	19	32
	Change from prior year	-35.7%	-40.0%	-100.0%	-26.3%	-21.1%	-93.8%	-5.0%	-5.0%	39.1%
Median	Percent of List	100.0%	100.0%	100.0%	99.6%	99.2%	100.0%	99.2%	98.8%	100.0%
	Change from prior year	0.4%	0.8%	0.0%	0.4%	0.4%	0.0%	0.0%	0.0%	0.0%
	Percent of Original	99.7%	99.0%	101.1%	98.3%	97.9%	100.9%	97.9%	97.5%	100.7%
	Change from prior year	1.4%	1.2%	0.3%	0.5%	0.4%	0.1%	0.2%	0.2%	0.5%

CLOSED LISTINGS ANALYSIS

HISTORY >>

**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 9/7/2020**



SUMMARY >>

Summary Statistics for Closed Listings		August			Year-to-Date		
		2020	2019	Change	2020	2019	Change
Closed Listings		1,055	1,111	-5.0%	7,190	7,321	-1.8%
Volume (1,000s)		219,384	188,871	16.2%	1,349,732	1,264,343	6.8%
Average	Sale Price	207,946	170,000	22.3%	187,724	172,701	8.7%
	Days on Market	32	33	-3.8%	36	41	-14.1%
	Percent of List	99.2%	98.1%	1.1%	98.6%	97.9%	0.7%
	Percent of Original	97.9%	96.6%	1.4%	97.2%	96.1%	1.0%
Median	Sale Price	176,000	150,000	17.3%	165,000	153,000	7.8%
	Days on Market	6	11	-45.5%	9	14	-35.7%
	Percent of List	100.0%	100.0%	0.0%	100.0%	99.6%	0.4%
	Percent of Original	100.0%	98.8%	1.2%	99.7%	98.3%	1.4%

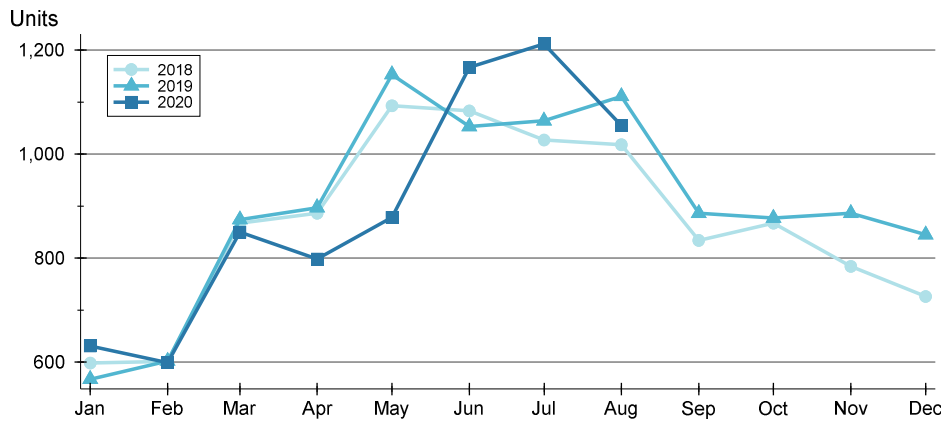
A total of 1,055 homes sold in South Central Kansas in August, down from 1,111 units in August 2019. Total sales volume rose to \$219.4 million compared to \$188.9 million in the previous year.

The median sales price in August was \$176,000, up 17.3% compared to the prior year. Median days on market was 6 days, up from 5 days in July, but down from 11 in August 2019.

CLOSED LISTINGS ANALYSIS

BY MONTH >>

**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 9/7/2020**



Month	2018	2019	2020
January	598	567	631
February	601	602	599
March	867	874	850
April	886	897	798
May	1,093	1,153	878
June	1,083	1,053	1,167
July	1,027	1,064	1,212
August	1,018	1,111	1,055
September	834	886	
October	867	877	
November	784	886	
December	726	845	

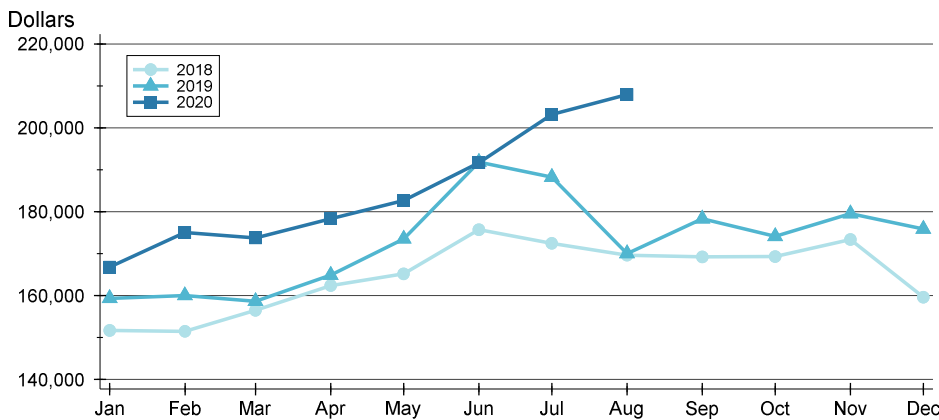
BY PRICE RANGE >>

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	30	2.8%	494	16,482	18,325	102	42	89.5%	90.9%	75.5%	71.4%
\$25,000-\$49,999	51	4.8%	2,004	39,301	40,000	48	22	92.9%	92.8%	91.2%	93.3%
\$50,000-\$99,999	174	16.5%	13,269	76,259	75,000	31	8	98.6%	99.9%	96.7%	97.7%
\$100,000-\$124,999	65	6.2%	7,298	112,282	113,000	11	2	99.9%	100.0%	99.2%	100.0%
\$125,000-\$149,999	101	9.6%	13,877	137,400	138,000	19	4	99.9%	100.0%	99.1%	100.0%
\$150,000-\$174,999	97	9.2%	15,756	162,434	162,500	15	3	100.1%	100.0%	98.9%	100.0%
\$175,000-\$199,999	100	9.5%	18,601	186,007	185,000	12	3	100.1%	100.0%	100.2%	100.0%
\$200,000-\$249,999	143	13.6%	31,795	222,346	222,000	22	4	100.1%	100.0%	99.3%	100.0%
\$250,000-\$299,999	106	10.0%	28,774	271,451	270,500	35	3	100.0%	100.0%	99.8%	100.0%
\$300,000-\$399,999	104	9.9%	35,230	338,747	337,100	38	12	99.7%	100.0%	99.2%	99.9%
\$400,000-\$499,999	34	3.2%	14,824	436,004	437,500	64	33	98.3%	98.6%	96.1%	97.2%
\$500,000-\$749,999	35	3.3%	20,926	597,875	595,000	61	13	99.5%	98.5%	98.0%	97.6%
\$750,000-\$999,999	9	0.9%	7,544	838,250	805,496	179	177	97.3%	100.0%	92.5%	98.5%
\$1,000,000 and up	6	0.6%	8,990	1,498,328	1,311,000	62	34	95.1%	94.8%	95.1%	94.8%
All price ranges	1,055	100.0%	219,384	207,946	176,000	32	6	99.2%	100.0%	97.9%	100.0%

CLOSED LISTINGS ANALYSIS

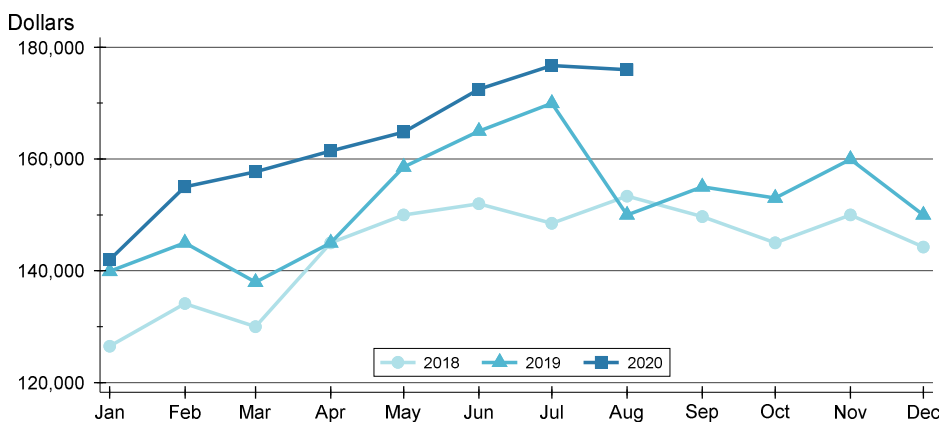
**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 9/7/2020**

AVERAGE PRICE >>



Month	2018	2019	2020
January	151,661	159,319	166,748
February	151,459	159,997	175,005
March	156,465	158,616	173,744
April	162,387	164,845	178,314
May	165,156	173,511	182,623
June	175,695	191,834	191,694
July	172,443	188,219	203,198
August	169,620	170,000	207,946
September	169,187	178,263	
October	169,281	174,082	
November	173,356	179,507	
December	159,588	175,854	

MEDIAN PRICE >>

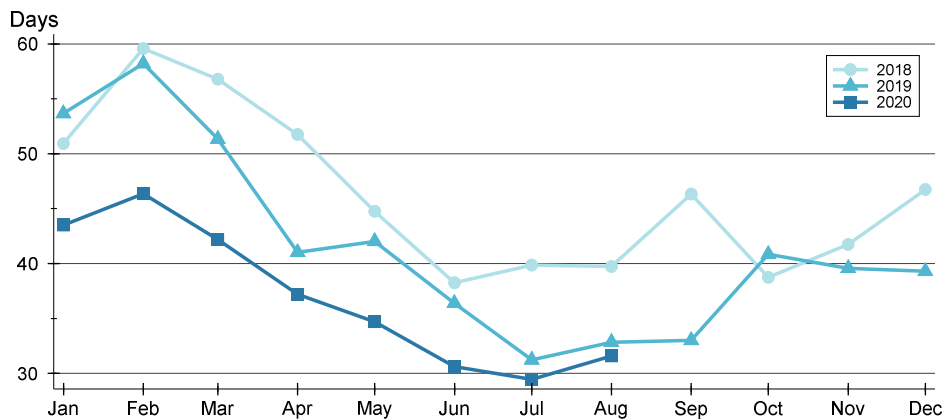


Month	2018	2019	2020
January	126,500	139,900	142,000
February	134,150	145,000	155,000
March	130,000	137,950	157,700
April	145,000	145,000	161,450
May	150,000	158,577	164,825
June	152,000	165,000	172,500
July	148,500	169,950	176,750
August	153,350	150,000	176,000
September	149,700	155,000	
October	145,000	153,000	
November	150,000	159,950	
December	144,250	150,000	

CLOSED LISTINGS ANALYSIS

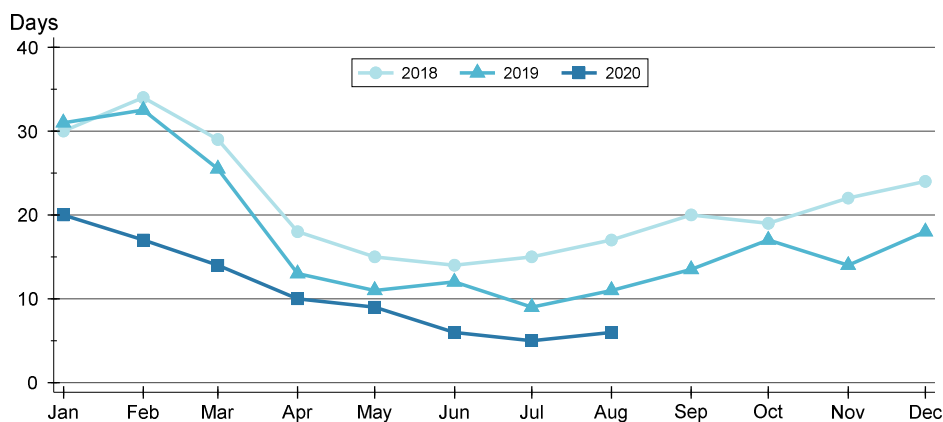
**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 9/7/2020**

AVERAGE DOM >>



Month	2018	2019	2020
January	51	54	44
February	60	58	46
March	57	51	42
April	52	41	37
May	45	42	35
June	38	36	31
July	40	31	29
August	40	33	32
September	46	33	33
October	39	41	40
November	42	40	40
December	47	39	39

MEDIAN DOM >>

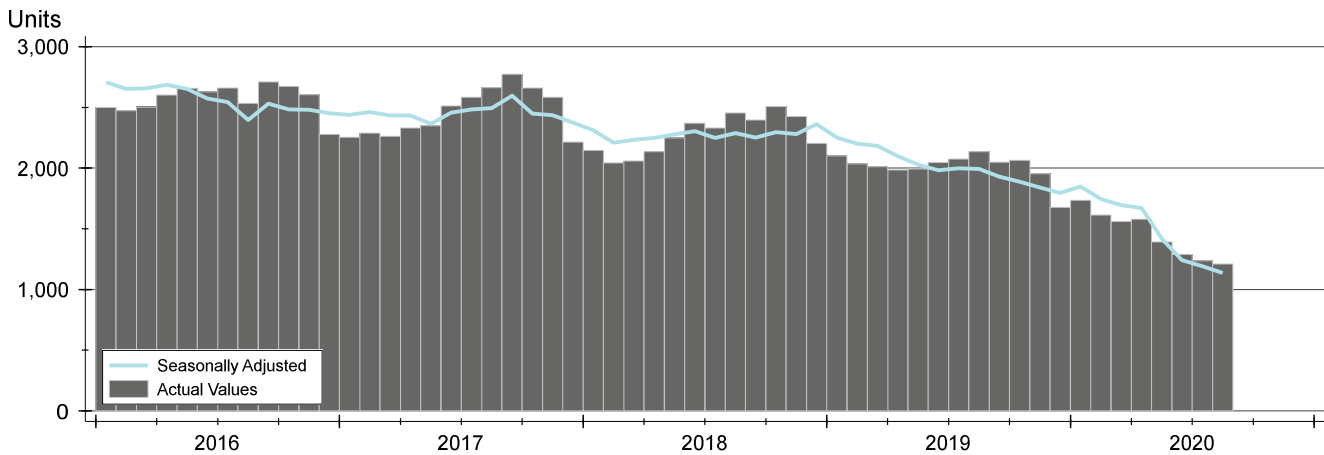


Month	2018	2019	2020
January	30	31	20
February	34	33	17
March	29	26	14
April	18	13	10
May	15	11	9
June	14	12	6
July	15	9	5
August	17	11	6
September	20	14	20
October	19	17	19
November	22	14	14
December	24	18	18

ACTIVE LISTINGS ANALYSIS

HISTORY >>

**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 9/7/2020**



SUMMARY >>

Summary Statistics for Active Listings		End of August		
		2020	2019	Change
Active Listings		1,210	2,134	-43.3%
Months' Supply		1.4	2.4	-44.1%
Volume (1,000s)		355,612	540,209	-34.2%
Average	List Price	293,894	253,144	16.1%
	Days on Market	76	82	-6.8%
	Percent of Original	98.1%	97.4%	0.7%
Median	List Price	236,900	194,900	21.5%
	Days on Market	28	44	-36.4%
	Percent of Original	100.0%	100.0%	0.0%

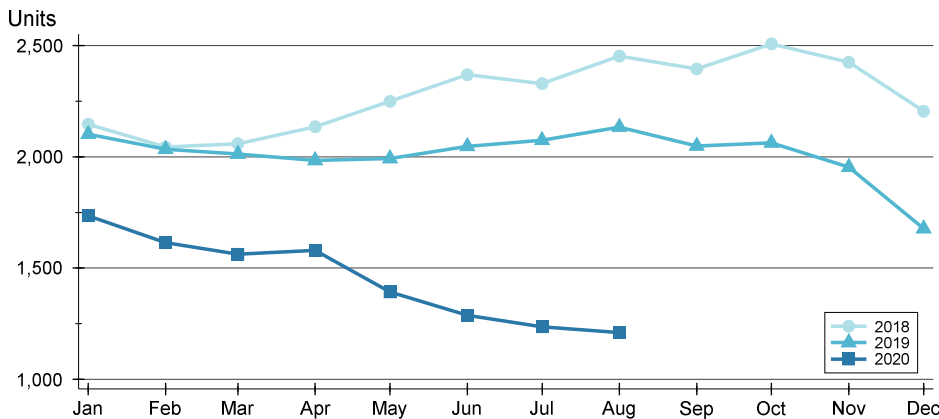
A total of 1,210 homes were available for sale in South Central Kansas at the end of August. This represents a 1.4 months' supply of active listings.

The median list price of homes on the market at the end of August was \$236,900, up 21.5% from 2019. The typical time on market for active listings was 28 days, down from 44 days a year earlier.

ACTIVE LISTINGS ANALYSIS

BY MONTH >>

**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 9/7/2020**



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	1,236
August	2,453	2,134	1,210
September	2,395	2,049	
October	2,508	2,063	
November	2,425	1,953	
December	2,205	1,677	

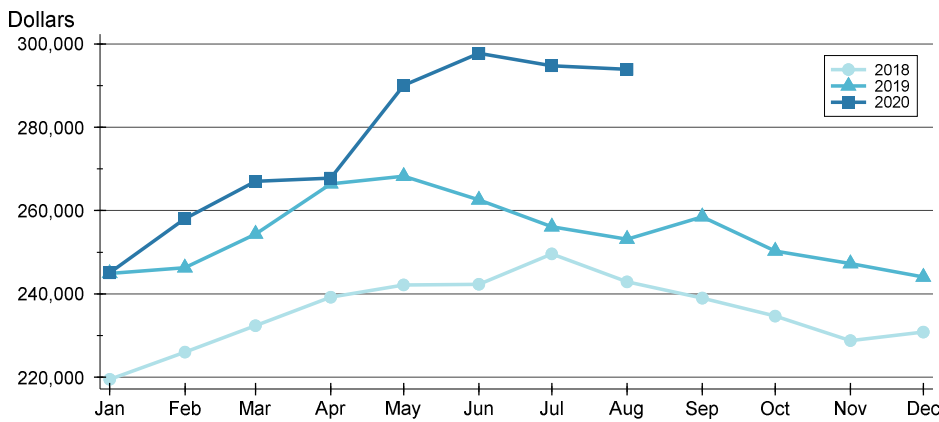
BY PRICE RANGE >>

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	23	1.9%	292	0.8	12,680	15,000	140	68	95.1%	100.0%
\$25,000-\$49,999	68	5.6%	2,581	1.3	37,958	39,000	149	45	95.6%	100.0%
\$50,000-\$99,999	154	12.7%	11,596	0.9	75,298	75,000	63	32	96.9%	100.0%
\$100,000-\$124,999	52	4.3%	5,850	0.8	112,509	112,000	56	24	97.3%	100.0%
\$125,000-\$149,999	43	3.6%	5,913	0.4	137,521	137,500	63	21	99.2%	100.0%
\$150,000-\$174,999	75	6.2%	12,267	0.8	163,560	164,900	42	18	98.5%	100.0%
\$175,000-\$199,999	70	5.8%	13,084	0.7	186,915	186,613	53	20	97.4%	100.0%
\$200,000-\$249,999	125	10.3%	28,293	0.9	226,343	226,099	32	15	99.3%	100.0%
\$250,000-\$299,999	121	10.0%	33,343	1.1	275,562	274,900	46	25	99.2%	100.0%
\$300,000-\$399,999	212	17.5%	73,528	2.0	346,832	345,000	74	41	99.2%	100.0%
\$400,000-\$499,999	92	7.6%	41,312	2.7	449,043	441,789	85	38	99.2%	100.0%
\$500,000-\$749,999	63	5.2%	37,049	1.8	588,071	575,000	149	69	97.0%	100.0%
\$750,000-\$999,999	28	2.3%	24,720	3.1	882,848	895,000	194	131	95.0%	97.1%
\$1,000,000 and up	29	2.4%	49,620	4.8	1,711,017	1,420,000	261	115	96.7%	100.0%
All price ranges	1,210	100.0%	355,612	1.1	293,894	236,900	76	28	98.1%	100.0%

ACTIVE LISTINGS ANALYSIS

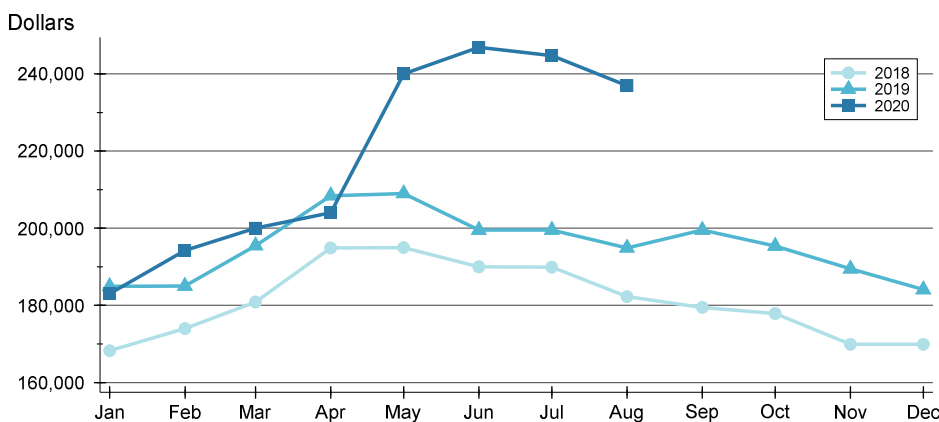
**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 9/7/2020**

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	294,752
August	242,880	253,144	293,894
September	238,982	258,524	-
October	234,663	250,301	-
November	228,794	247,242	-
December	230,828	244,028	-

MEDIAN PRICE >>

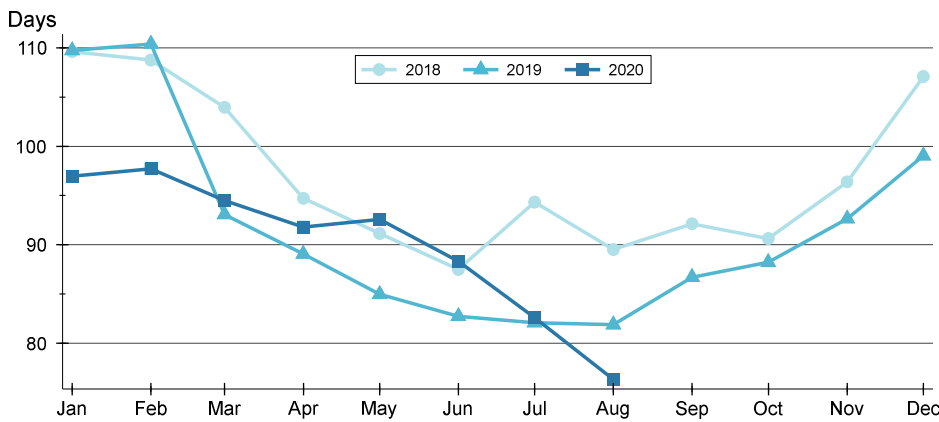


Month	2018	2019	2020
January	168,248	184,900	183,000
February	174,000	185,000	194,200
March	180,867	195,500	200,000
April	194,900	208,443	204,000
May	195,000	209,000	240,000
June	190,000	199,500	246,900
July	189,900	199,500	244,700
August	182,250	194,900	236,900
September	179,500	199,500	-
October	177,900	195,370	-
November	169,900	189,500	-
December	169,900	184,080	-

ACTIVE LISTINGS ANALYSIS

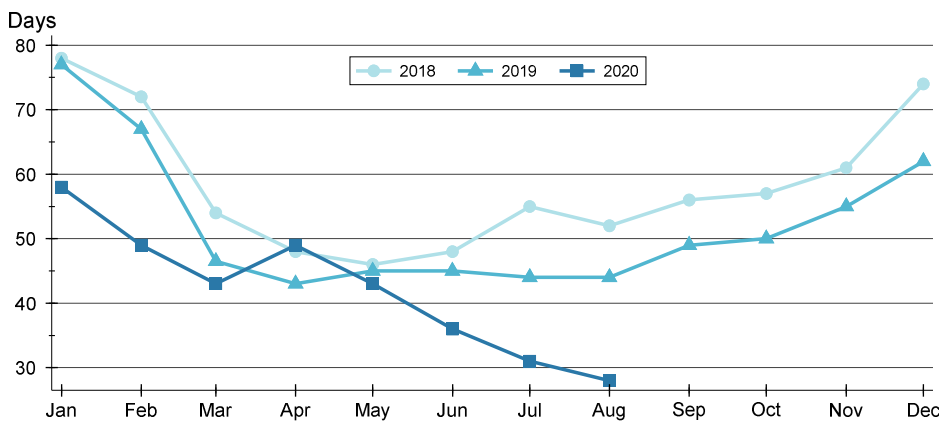
**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 9/7/2020**

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	83
August	90	82	76
September	92	87	
October	91	88	
November	96	93	
December	107	99	

MEDIAN DOM

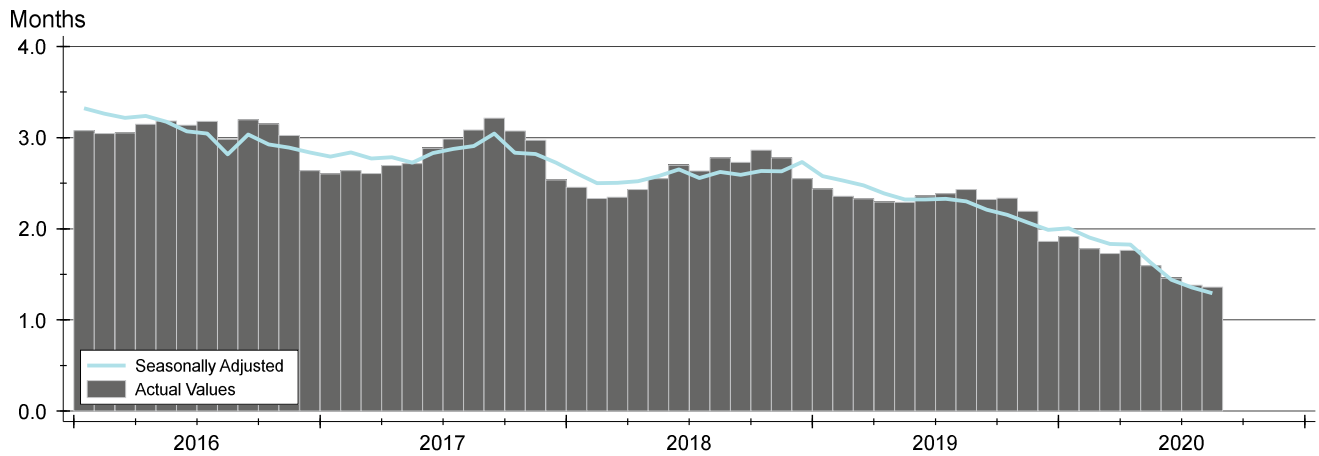


Month	2018	2019	2020
January	78	77	58
February	72	67	49
March	54	47	43
April	48	43	49
May	46	45	43
June	48	45	36
July	55	44	31
August	52	44	28
September	56	49	
October	57	50	
November	61	55	
December	74	62	

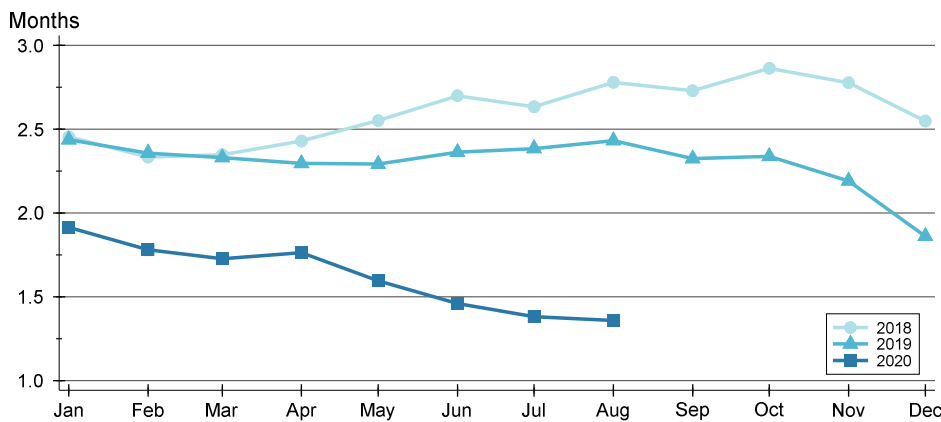
MONTHS' SUPPLY ANALYSIS

HISTORY >>

**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 9/7/2020**



BY MONTH >>

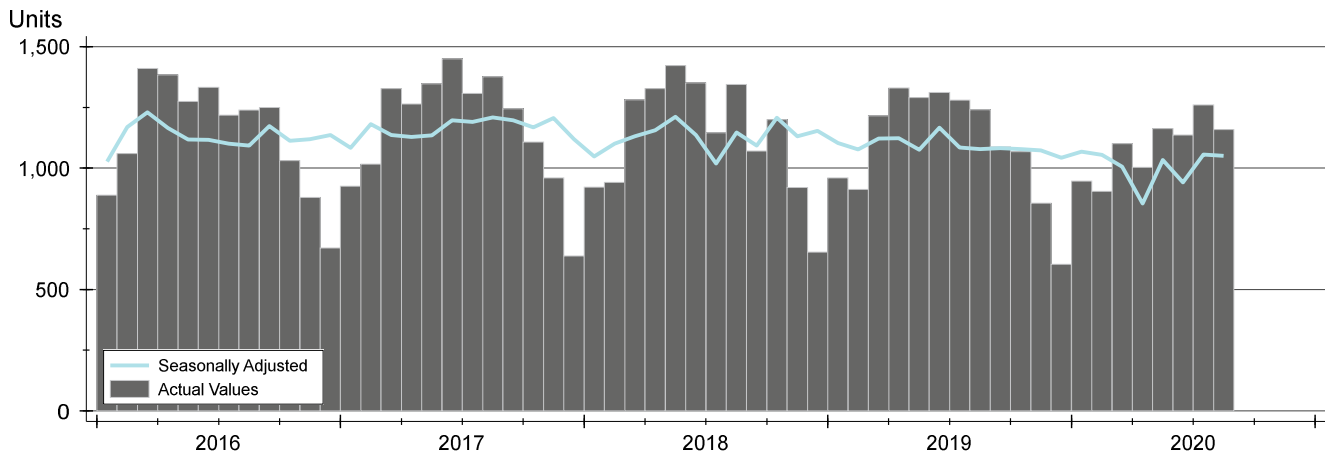


Month	2018	2019	2020
January	2.5	2.4	1.9
February	2.3	2.4	1.8
March	2.3	2.3	1.7
April	2.4	2.3	1.8
May	2.6	2.3	1.6
June	2.7	2.4	1.5
July	2.6	2.4	1.4
August	2.8	2.4	1.4
September	2.7	2.3	
October	2.9	2.3	
November	2.8	2.2	
December	2.5	1.9	

NEW LISTINGS ANALYSIS

HISTORY >>

**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 9/7/2020**



SUMMARY >>

Summary Statistics for New Listings		August		
		2020	2019	Change
Current Month	New Listings	1,159	1,240	-6.5%
	Volume (1,000s)	230,131	230,000	0.1%
	Average List Price	198,560	185,483	7.0%
	Median List Price	174,900	154,900	12.9%
YTD	New Listings	8,672	9,539	-9.1%
	Volume (1,000s)	1,752,173	1,838,944	-4.7%
	Average List Price	202,049	192,782	4.8%
	Median List Price	174,900	160,000	9.3%

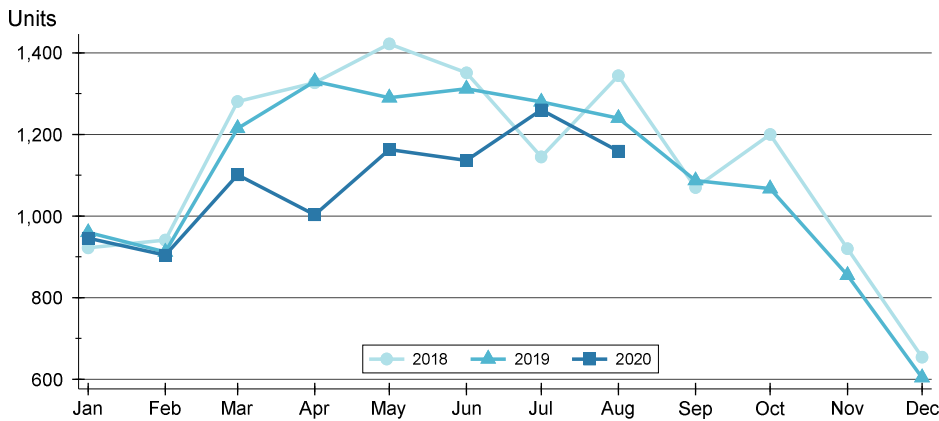
A total of 1,159 new listings were added in South Central Kansas during August, down 6.5% from the same month in 2019. Year-to-date South Central Kansas has seen 8,672 new listings.

The median list price of these homes was \$174,900 up from \$154,900 in 2019.

NEW LISTINGS ANALYSIS

BY MONTH >>

**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 9/7/2020**



Month	2018	2019	2020
January	922	960	946
February	941	912	904
March	1,281	1,215	1,101
April	1,327	1,330	1,003
May	1,422	1,290	1,163
June	1,351	1,312	1,136
July	1,145	1,280	1,260
August	1,344	1,240	1,159
September	1,070	1,087	
October	1,200	1,067	
November	920	855	
December	654	604	

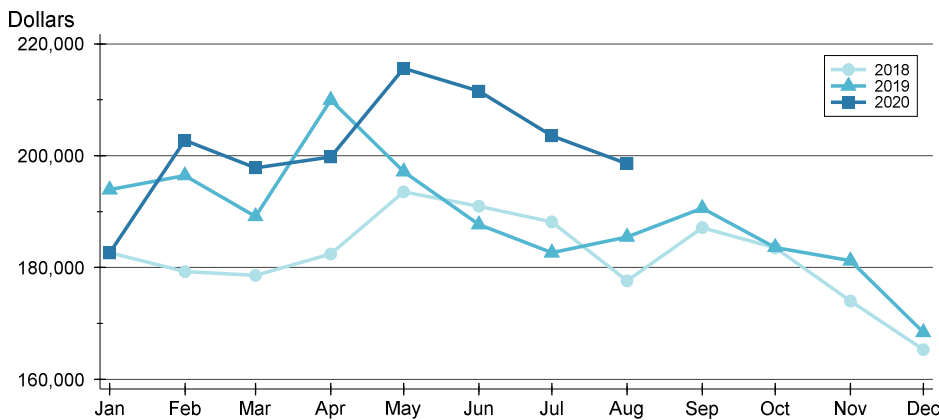
BY PRICE RANGE >>

Price Range	New Listings			List Price	
	Number	Percent	Volume	Average	Median
Below \$25,000	19	1.6%	152	7,987	1,825
\$25,000-\$49,999	37	3.2%	1,466	39,634	40,000
\$50,000-\$99,999	194	16.7%	15,305	78,893	79,900
\$100,000-\$124,999	89	7.7%	9,973	112,055	110,000
\$125,000-\$149,999	87	7.5%	11,805	135,694	135,000
\$150,000-\$174,999	138	11.9%	22,411	162,402	161,000
\$175,000-\$199,999	113	9.7%	21,081	186,560	185,000
\$200,000-\$249,999	177	15.3%	39,363	222,390	224,900
\$250,000-\$299,999	103	8.9%	28,081	272,628	274,000
\$300,000-\$399,999	90	7.8%	30,770	341,890	341,228
\$400,000-\$499,999	32	2.8%	14,162	442,565	431,333
\$500,000-\$749,999	22	1.9%	12,734	578,836	567,450
\$750,000-\$999,999	8	0.7%	6,995	874,350	887,450
\$1,000,000 and up	4	0.3%	6,698	1,674,375	1,373,750
All price ranges	1,159	100.0%	230,131	198,560	174,900

NEW LISTINGS ANALYSIS

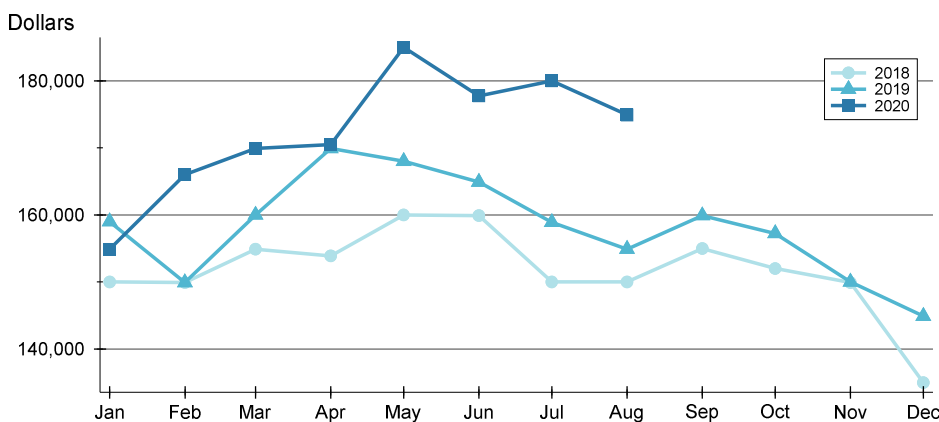
AVERAGE PRICE >>

**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 9/7/2020**



Month	2018	2019	2020
January	182,667	193,909	182,615
February	179,250	196,463	202,737
March	178,570	189,130	197,839
April	182,407	209,954	199,788
May	193,514	197,167	215,617
June	190,981	187,672	211,563
July	188,154	182,637	203,557
August	177,600	185,483	198,560
September	187,139	190,591	
October	183,514	183,602	
November	173,993	181,213	
December	165,287	168,403	

MEDIAN PRICE >>

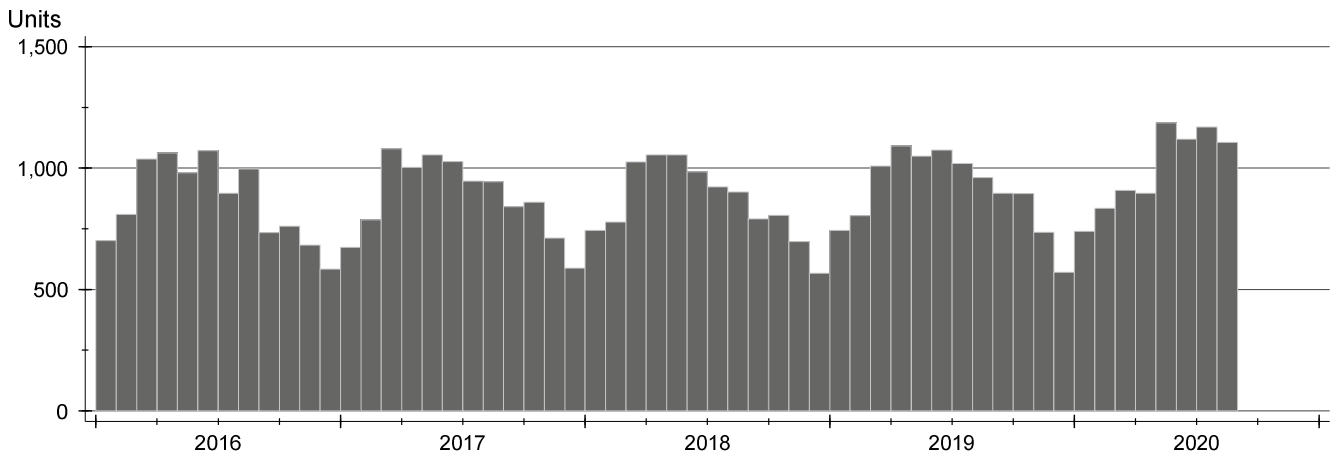


Month	2018	2019	2020
January	150,000	159,000	154,900
February	149,900	149,900	166,000
March	154,900	160,000	169,900
April	153,900	169,900	170,500
May	160,000	168,000	185,000
June	159,900	164,900	177,750
July	150,000	158,900	180,000
August	150,000	154,900	174,900
September	155,000	159,900	
October	152,000	157,235	
November	149,900	150,000	
December	135,000	144,900	

CONTRACTS WRITTEN ANALYSIS

HISTORY >>

**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 9/7/2020**



SUMMARY >>

Summary Statistics		August			Year-to-Date		
for Contracts Written		2020	2019	Change	2020	2019	Change
Closed Listings		1,106	961	15.1%	7,959	7,750	2.7%
Volume (1,000s)		221,088	177,648	24.5%	1,546,313	1,399,994	10.5%
Average	Sale Price	199,899	184,857	8.1%	194,285	180,644	7.6%
	Days on Market	26	36	-27.9%	33	40	-17.8%
	Percent of Original	98.5%	96.4%	2.2%	97.5%	96.3%	1.2%
Median	Sale Price	178,000	159,900	11.3%	170,000	159,900	6.3%
	Days on Market	6	13	-53.8%	7	13	-46.2%
	Percent of Original	100.0%	98.2%	1.8%	100.0%	98.4%	1.6%

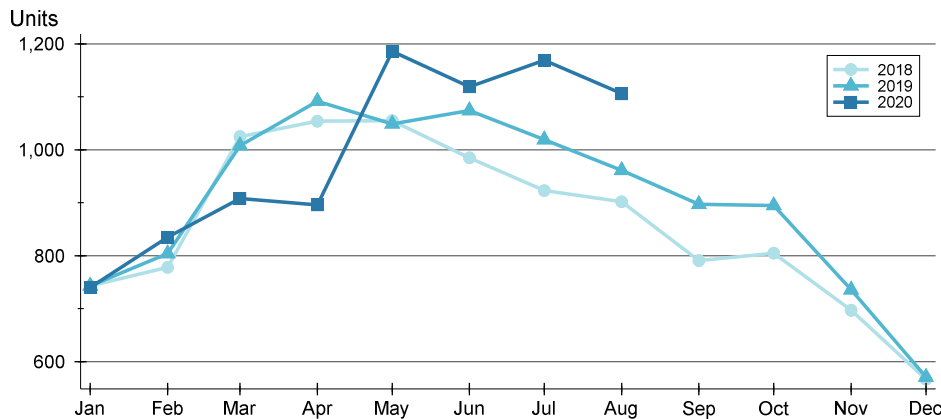
A total of 1,106 contracts for sale were written in South Central Kansas during the month of August, up from 961 in 2019. The median list price of these homes was \$178,000, up from \$159,900 the prior year.

Half of the homes that went under contract in August were on the market less than 6 days, compared to 13 days in August 2019.

CONTRACTS WRITTEN ANALYSIS

BY MONTH >>

**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 9/7/2020**



Month	2018	2019	2020
January	743	743	740
February	778	804	835
March	1,025	1,008	908
April	1,054	1,092	896
May	1,055	1,049	1,186
June	985	1,074	1,119
July	923	1,019	1,169
August	902	961	1,106
September	791	897	
October	805	895	
November	697	736	
December	567	571	

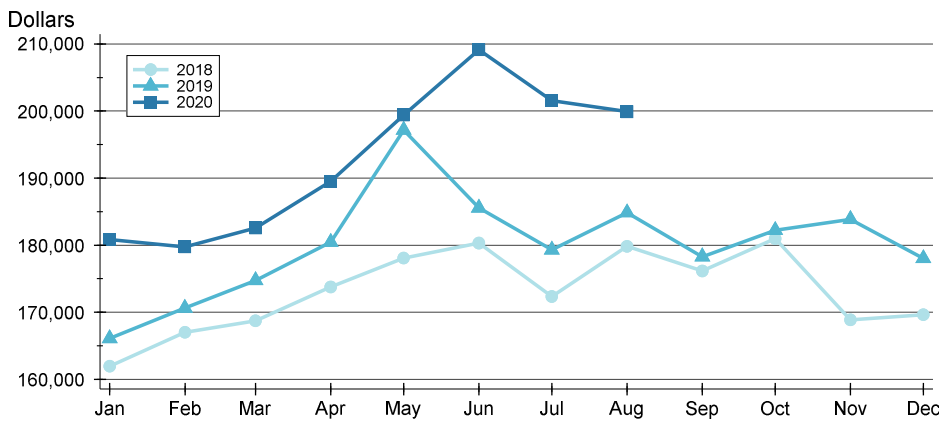
BY PRICE RANGE >>

Price Range	Contracts Written			List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median
Below \$25,000	17	1.5%	289	16,997	17,500	96	50	81.9%	87.3%
\$25,000-\$49,999	27	2.4%	1,092	40,454	40,000	73	14	92.8%	100.0%
\$50,000-\$99,999	176	15.9%	13,707	77,879	79,900	34	7	98.1%	100.0%
\$100,000-\$124,999	99	9.0%	11,150	112,627	114,000	17	3	99.5%	100.0%
\$125,000-\$149,999	95	8.6%	12,862	135,392	135,000	13	4	99.3%	100.0%
\$150,000-\$174,999	117	10.6%	18,985	162,262	160,000	10	3	99.5%	100.0%
\$175,000-\$199,999	115	10.4%	21,421	186,266	185,000	16	4	99.2%	100.0%
\$200,000-\$249,999	170	15.4%	37,832	222,542	221,900	11	4	99.4%	100.0%
\$250,000-\$299,999	110	9.9%	30,202	274,566	275,000	31	10	98.9%	100.0%
\$300,000-\$399,999	101	9.1%	34,369	340,290	334,900	31	14	98.5%	100.0%
\$400,000-\$499,999	31	2.8%	13,518	436,070	430,000	61	39	97.4%	99.1%
\$500,000-\$749,999	20	1.8%	12,249	612,455	599,950	61	30	98.3%	100.0%
\$750,000-\$999,999	3	0.3%	2,839	946,333	950,000	52	7	98.9%	100.0%
\$1,000,000 and up	4	0.4%	6,375	1,593,750	1,500,000	143	148	91.6%	90.8%
All price ranges	1,106	100.0%	221,088	199,899	178,000	26	6	98.5%	100.0%

CONTRACTS WRITTEN ANALYSIS

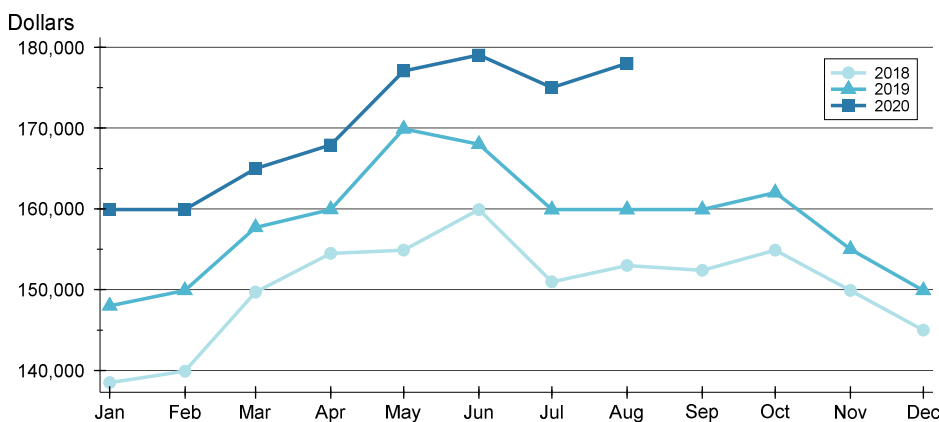
**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 9/7/2020**

AVERAGE PRICE >>



Month	2018	2019	2020
January	161,962	166,076	180,833
February	167,014	170,621	179,736
March	168,727	174,748	182,567
April	173,771	180,439	189,511
May	178,081	197,173	199,407
June	180,310	185,554	209,128
July	172,342	179,296	201,541
August	179,829	184,857	199,899
September	176,152	178,285	
October	180,967	182,230	
November	168,869	183,857	
December	169,644	178,036	

MEDIAN PRICE >>

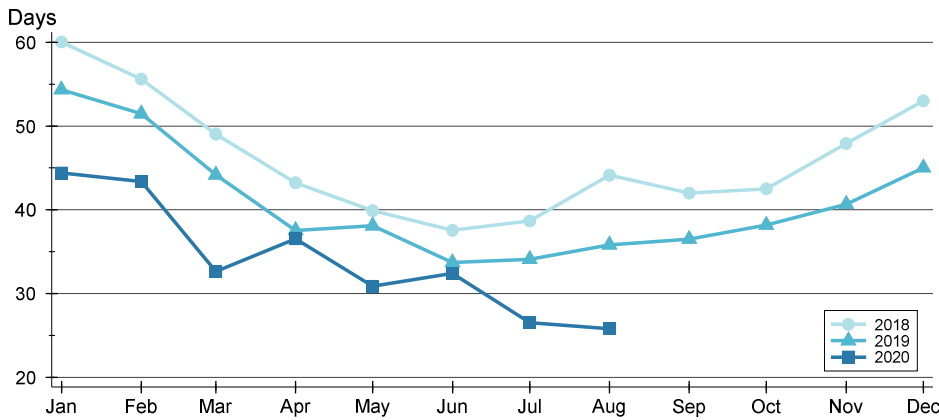


Month	2018	2019	2020
January	138,500	148,000	159,900
February	139,900	149,900	159,900
March	149,700	157,700	165,000
April	154,500	159,925	167,900
May	154,900	169,900	177,070
June	159,900	168,000	179,027
July	150,975	159,900	175,000
August	153,000	159,900	178,000
September	152,400	159,900	
October	154,900	162,000	
November	149,900	155,000	
December	145,000	149,900	

CONTRACTS WRITTEN ANALYSIS

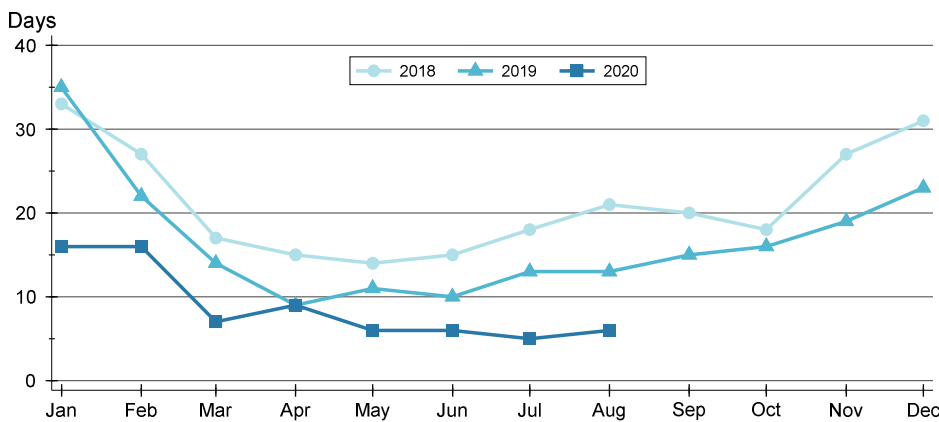
**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 9/7/2020**

AVERAGE DOM >>



Month	2018	2019	2020
January	60	54	44
February	56	51	43
March	49	44	33
April	43	38	37
May	40	38	31
June	38	34	32
July	39	34	27
August	44	36	26
September	42	37	
October	43	38	
November	48	41	
December	53	45	

MEDIAN DOM >>

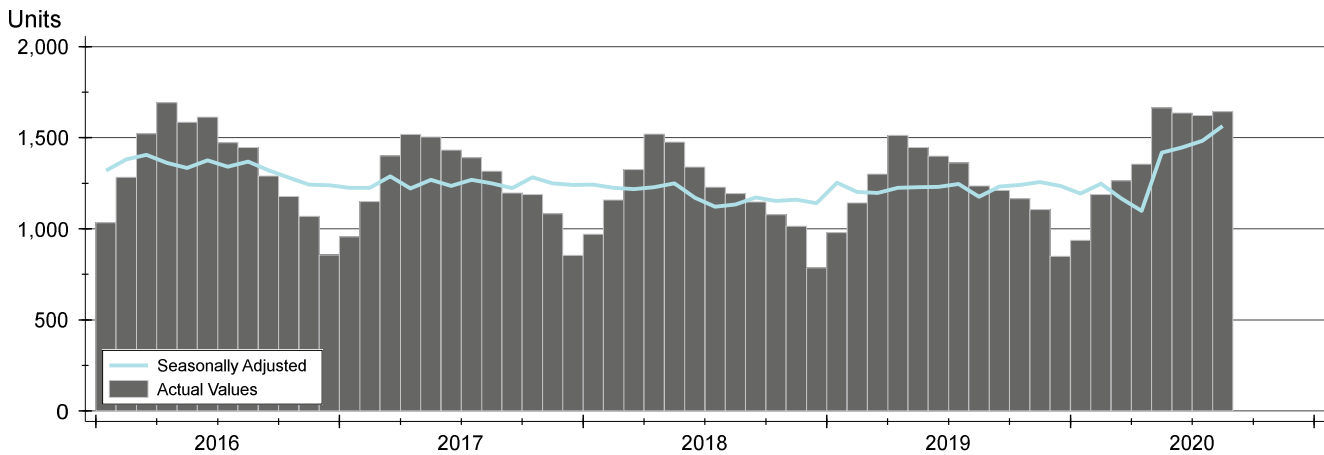


Month	2018	2019	2020
January	33	35	16
February	27	22	16
March	17	14	7
April	15	9	9
May	14	11	6
June	15	10	6
July	18	13	5
August	21	13	6
September	20	15	
October	18	16	
November	27	19	
December	31	23	

PENDING CONTRACTS ANALYSIS

HISTORY >>

**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 9/7/2020**



SUMMARY >>

Summary Statistics		End of August		
for Active Listings		2020	2019	Change
Active Listings		1,644	1,236	33.0%
Volume (1,000s)		345,447	239,638	44.2%
Average	List Price	210,126	193,882	8.4%
	Days on Market	26	39	-31.8%
	Percent of Original	99.0%	98.3%	0.7%
Median	List Price	185,000	164,900	12.2%
	Days on Market	5	13	-61.5%
	Percent of Original	100.0%	100.0%	0.0%

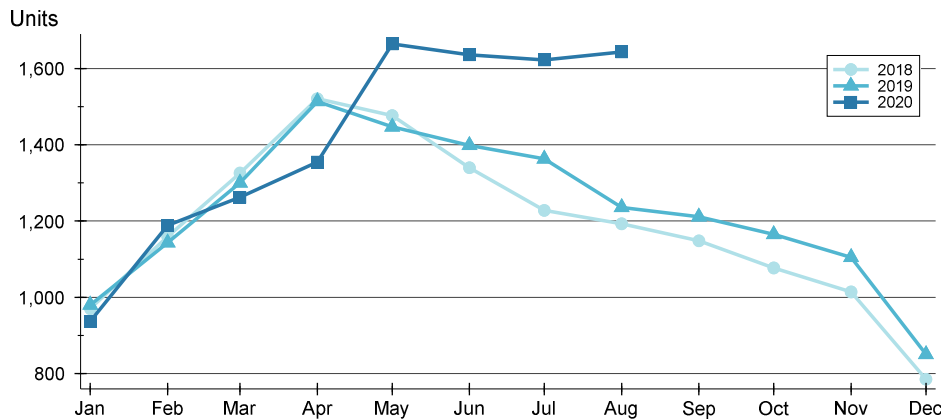
A total of 1,644 listings in South Central Kansas had contracts pending at the end of August, up from 1,236 contracts pending at the end of August 2019.

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 9/7/2020**



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	1,623
August	1,193	1,236	1,644
September	1,148	1,211	
October	1,077	1,165	
November	1,014	1,105	
December	785	850	

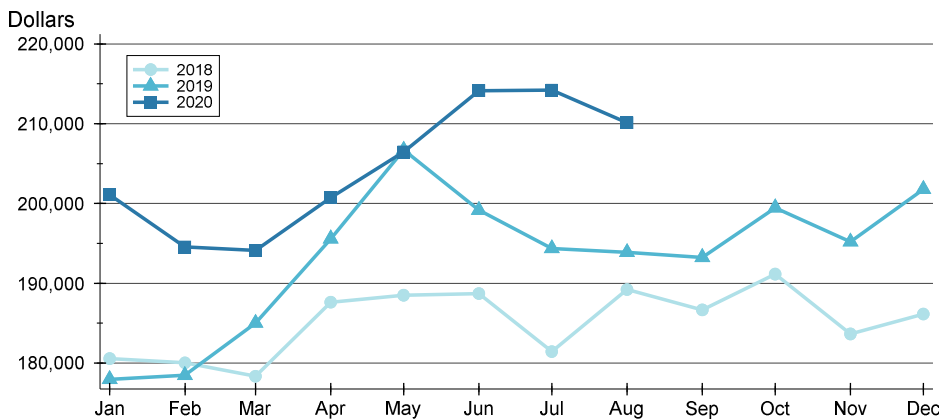
BY PRICE RANGE >>

Price Range	Contracts Written			List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median
Below \$25,000	9	0.5%	127	14,161	19,900	73	36	93.7%	100.0%
\$25,000-\$49,999	29	1.8%	1,178	40,626	40,000	87	33	93.6%	100.0%
\$50,000-\$99,999	257	15.6%	20,142	78,375	79,900	42	7	98.5%	100.0%
\$100,000-\$124,999	141	8.6%	15,900	112,769	114,900	21	4	99.5%	100.0%
\$125,000-\$149,999	135	8.2%	18,279	135,397	135,000	15	4	99.1%	100.0%
\$150,000-\$174,999	162	9.9%	26,317	162,449	160,000	11	3	99.5%	100.0%
\$175,000-\$199,999	168	10.2%	31,369	186,721	185,000	17	4	99.6%	100.0%
\$200,000-\$249,999	267	16.2%	59,721	223,675	225,000	15	4	99.4%	100.0%
\$250,000-\$299,999	161	9.8%	44,273	274,985	275,000	32	8	98.8%	100.0%
\$300,000-\$399,999	186	11.3%	63,162	339,582	330,000	27	4	99.0%	100.0%
\$400,000-\$499,999	65	4.0%	28,602	440,032	443,279	38	9	99.5%	100.0%
\$500,000-\$749,999	34	2.1%	20,561	604,723	589,900	48	7	99.1%	100.0%
\$750,000-\$999,999	6	0.4%	5,488	914,650	919,450	74	63	97.9%	99.0%
\$1,000,000 and up	4	0.2%	6,125	1,531,250	1,387,500	132	128	93.3%	93.7%
All price ranges	1,644	100.0%	345,447	210,126	185,000	26	5	99.0%	100.0%

PENDING CONTRACTS ANALYSIS

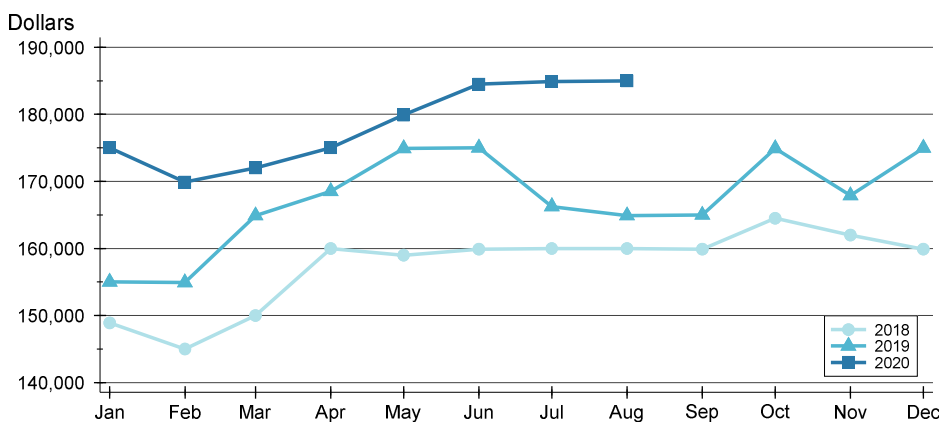
**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 9/7/2020**

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	214,195
August	189,213	193,882	210,126
September	186,663	193,256	-
October	191,150	199,471	-
November	183,647	195,210	-
December	186,152	201,795	-

MEDIAN PRICE >>

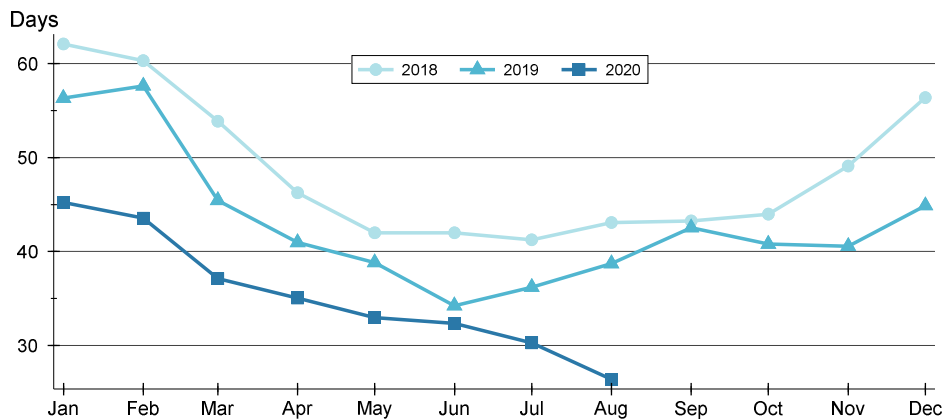


Month	2018	2019	2020
January	148,900	155,000	175,000
February	145,000	154,900	169,900
March	150,000	164,900	172,000
April	160,000	168,500	175,000
May	159,000	174,900	179,900
June	159,900	175,000	184,500
July	160,000	166,250	184,900
August	160,000	164,900	185,000
September	159,900	165,000	-
October	164,500	174,900	-
November	162,000	167,900	-
December	159,900	174,975	-

PENDING CONTRACTS ANALYSIS

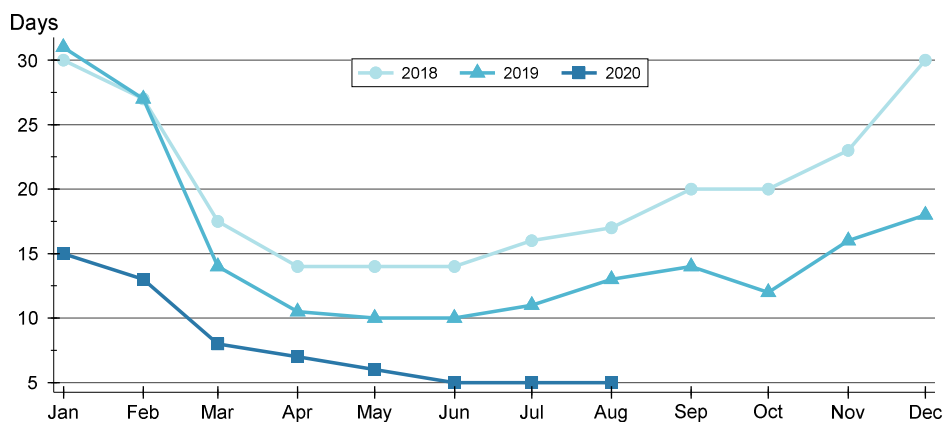
**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 9/7/2020**

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	30
August	43	39	26
September	43	43	44
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	6
June	14	10	5
July	16	11	5
August	17	13	5
September	20	14	20
October	20	12	20
November	23	16	16
December	30	18	18