

MARKET OVERVIEW >>

South Central Kansas Home Sales Rose in September

Total home sales in South Central Kansas rose by 14.0% last month to 1,010 units, compared to 886 units in September 2019. Total sales volume was \$202.8 million, up 28.4% from a year earlier.

The median sale price in September was \$175,000, up from \$155,000 a year earlier. Homes that sold in September were typically on the market for 5 days and sold for 100.0% of their list prices.

South Central Kansas Active Listings Down at End of September

The total number of active listings in South Central Kansas at the end of September was 1,198 units, down from 2,049 at the same point in 2019. This represents a 1.3 months' supply of homes available for sale. The median list price of homes on the market at the end of September was \$225,000.

During September, a total of 1,043 contracts were written up from 898 in September 2019. At the end of the month, there were 1,642 contracts pending, compared to 1,211 at the end of September 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		September		
Summary Statistics		2020	2019	Change
Home Sales		1,010	886	14.0%
Active Listings		1,198	2,049	-41.5%
Months' Supply		1.3	2.3	-43.0%
New Listings		1,100	1,088	1.1%
Contracts Written		1,043	898	16.1%
Pending Contracts		1,642	1,211	35.6%
Sales Volume (1,000s)		202,797	157,941	28.4%
Average	Sale Price	200,789	178,263	12.6%
	List Price of Actives	283,984	258,524	9.8%
	Days on Market	24	33	-27.3%
	Percent of List	99.4%	98.2%	1.2%
	Percent of Original	98.4%	96.4%	2.1%
Median	Sale Price	175,000	155,000	12.9%
	List Price of Actives	225,000	199,500	12.8%
	Days on Market	5	14	-63.0%
	Percent of List	100.0%	99.5%	0.5%
	Percent of Original	100.0%	98.0%	2.0%

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 10/9/2020**

September MLS Statistics		2020			2019			2018			
By Property Type		Total	Existing	New	Total	Existing	New	Total	Existing	New	
Home Sales		1,010	945	65	886	835	51	834	780	54	
	Change from prior year	14.0%	13.2%	27.5%	6.2%	7.1%	-5.6%	-6.9%	-6.7%	-10.0%	
Active Listings		1,198	1,016	182	2,049	1,763	286	2,395	2,151	244	
	Change from prior year	-41.5%	-42.4%	-36.4%	-14.4%	-18.0%	17.2%	-13.7%	-12.9%	-19.7%	
Months' Supply		1.3	1.2	2.6	2.3	2.1	4.8	2.7	2.6	4.0	
	Change from prior year	-43.0%	-43.2%	-46.0%	-14.9%	-18.6%	20.3%	-15.1%	-14.2%	-23.6%	
New Listings		1,100	1,047	53	1,088	1,011	77	1,070	1,004	66	
	Change from prior year	1.1%	3.6%	-31.2%	1.7%	0.7%	16.7%	-14.0%	-9.0%	-53.2%	
Contracts Written		1,043	987	56	898	827	71	791	740	51	
	Change from prior year	16.1%	19.3%	-21.1%	13.5%	11.8%	39.2%	-5.9%	-4.9%	-19.0%	
Pending Contracts		1,642	1,407	235	1,211	1,051	160	1,148	992	156	
	Change from prior year	35.6%	33.9%	46.9%	5.5%	5.9%	2.6%	-4.1%	-2.7%	-11.9%	
Sales Volume (1,000s)		202,797	182,568	20,229	157,941	141,507	16,433	141,102	123,128	17,973	
	Change from prior year	28.4%	29.0%	23.1%	11.9%	14.9%	-8.6%	-2.8%	-3.4%	1.4%	
Average	Sale Price	200,789	193,194	311,208	178,263	169,470	322,220	169,187	157,857	332,841	
		Change from prior year	12.6%	14.0%	-3.4%	5.4%	7.4%	-3.2%	4.4%	3.6%	12.6%
	List Price of Actives	283,984	274,146	337,119	258,524	247,347	325,585	238,982	228,685	328,570	
		Change from prior year	9.8%	10.8%	3.5%	8.2%	8.2%	-0.9%	10.2%	12.0%	3.9%
	Days on Market	24	22	48	33	33	38	46	44	76	
		Change from prior year	-27.2%	-31.7%	27.9%	-28.8%	-26.1%	-50.4%	-3.3%	1.4%	-29.2%
Percent of List		99.4%	99.2%	101.8%	98.2%	97.9%	102.9%	97.7%	97.3%	102.3%	
		Change from prior year	1.2%	1.4%	-1.1%	0.5%	0.5%	0.7%	0.3%	0.1%	2.2%
	Percent of Original	98.4%	98.1%	103.0%	96.4%	95.9%	103.1%	95.4%	94.7%	103.6%	
	Change from prior year	2.1%	2.2%	-0.1%	1.0%	1.2%	-0.5%	0.1%	-0.1%	3.0%	
Median	Sale Price	175,000	167,000	275,000	155,000	150,000	289,900	149,700	142,250	285,829	
		Change from prior year	12.9%	11.3%	-5.1%	3.5%	5.4%	1.4%	5.4%	5.4%	4.0%
	List Price of Actives	225,000	195,000	319,824	199,500	175,000	290,668	179,500	164,000	289,900	
		Change from prior year	12.8%	11.4%	10.0%	11.1%	6.7%	0.3%	8.8%	9.4%	4.4%
	Days on Market	5	5	0	14	14	0	20	21	1	
		Change from prior year	-63.0%	-64.3%	N/A	-32.5%	-33.3%	-100.0%	-9.1%	-4.5%	-94.3%
Percent of List		100.0%	100.0%	100.0%	99.5%	99.2%	101.0%	99.3%	99.0%	100.0%	
	Change from prior year	0.5%	0.8%	-1.0%	0.2%	0.2%	1.0%	0.5%	0.4%	0.0%	
Percent of Original		100.0%	100.0%	100.9%	98.0%	97.5%	101.3%	97.9%	97.5%	101.1%	
	Change from prior year	2.0%	2.5%	-0.4%	0.1%	0.0%	0.2%	1.0%	0.9%	1.1%	



YEAR-TO-DATE STATISTICS

SUMMARY >>

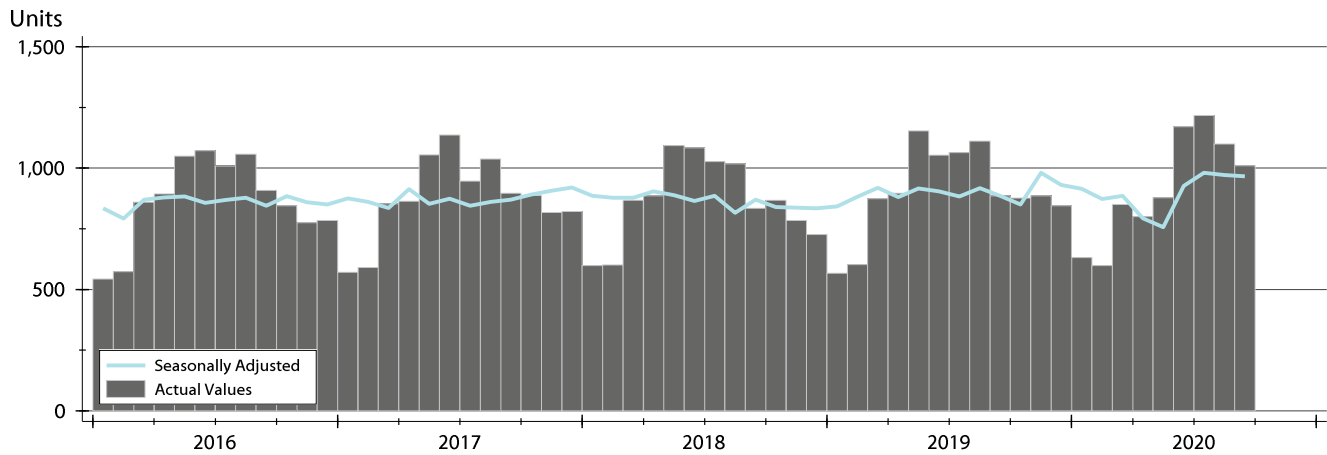
YTD BREAKDOWNS BY HOME TYPE ENTIRE MLS SYSTEM AS OF 10/9/2020

Year-to-Date Activity		2020			2019			2018		
By Property Type		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		8,255	7,626	629	8,207	7,674	533	8,007	7,447	560
Change from prior year		0.6%	-0.6%	18.0%	2.5%	3.0%	-4.8%	0.7%	0.0%	10.9%
New Listings		9,850	9,195	655	10,631	9,860	771	10,803	10,114	689
Change from prior year		-7.3%	-6.7%	-15.0%	-1.6%	-2.5%	11.9%	-4.0%	-3.0%	-17.6%
Contracts Written		9,017	8,384	633	8,649	8,047	602	8,256	7,686	570
Change from prior year		4.3%	4.2%	5.1%	4.8%	4.7%	5.6%	-1.2%	-1.1%	-2.6%
Sales Volume (1,000s)		1,567,591	1,361,013	206,578	1,422,284	1,248,573	173,711	1,322,917	1,147,218	175,699
Change from prior year		10.2%	9.0%	18.9%	7.5%	8.8%	-1.1%	4.6%	3.0%	15.8%
Average	Sale Price	189,896	178,470	328,423	173,301	162,702	325,911	165,220	154,051	313,748
	Change from prior year	9.6%	9.7%	0.8%	4.9%	5.6%	3.9%	3.8%	3.0%	4.5%
	Days on Market	34	33	53	41	39	65	46	42	99
	Change from prior year	-15.6%	-15.9%	-18.6%	-12.6%	-8.6%	-33.9%	-2.1%	-4.8%	10.9%
Median	Percent of List	98.7%	98.4%	101.7%	97.9%	97.6%	102.4%	97.8%	97.5%	101.7%
	Change from prior year	0.8%	0.8%	-0.7%	0.1%	0.1%	0.7%	0.3%	0.3%	0.1%
	Percent of Original	97.3%	96.9%	102.7%	96.2%	95.7%	103.1%	95.8%	95.3%	102.3%
	Change from prior year	1.2%	1.2%	-0.4%	0.4%	0.4%	0.8%	0.5%	0.5%	0.2%
Median	Sale Price	167,000	160,000	294,965	153,500	145,825	285,704	145,000	138,000	277,908
	Change from prior year	8.8%	9.7%	3.2%	5.9%	5.7%	2.8%	4.3%	4.2%	4.9%
	Days on Market	8	9	0	14	15	1	19	19	27
	Change from prior year	-42.9%	-40.0%	-100.0%	-26.3%	-21.1%	-96.3%	-7.3%	-5.0%	22.7%
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%	0.1%	0.1%	0.0%
	Percent of Original	100.0%	99.2%	100.9%	98.3%	97.9%	100.9%	97.9%	97.5%	100.8%
	Change from prior year	1.8%	1.4%	0.1%	0.4%	0.4%	0.0%	0.2%	0.3%	0.7%

CLOSED LISTINGS ANALYSIS

HISTORY >>

ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 10/9/2020



SUMMARY >>

Summary Statistics for Closed Listings		September			Year-to-Date		
		2020	2019	Change	2020	2019	Change
Closed Listings		1,010	886	14.0%	8,255	8,207	0.6%
Volume (1,000s)		202,797	157,941	28.4%	1,567,591	1,422,284	10.2%
Average	Sale Price	200,789	178,263	12.6%	189,896	173,301	9.6%
	Days on Market	24	33	-27.2%	34	41	-15.6%
	Percent of List	99.4%	98.2%	1.2%	98.7%	97.9%	0.8%
	Percent of Original	98.4%	96.4%	2.1%	97.3%	96.2%	1.2%
Median	Sale Price	175,000	155,000	12.9%	167,000	153,500	8.8%
	Days on Market	5	14	-63.0%	8	14	-42.9%
	Percent of List	100.0%	99.5%	0.5%	100.0%	99.6%	0.4%
	Percent of Original	100.0%	98.0%	2.0%	100.0%	98.3%	1.8%

A total of 1,010 homes sold in South Central Kansas in September, up from 886 units in September 2019. Total sales volume rose to \$202.8 million compared to \$157.9 million in the previous year.

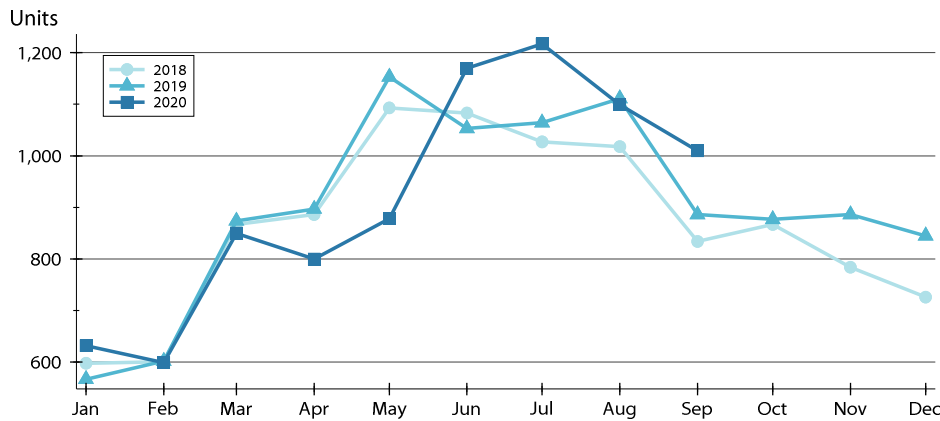
The median sales price in September was \$175,000, up 12.9% compared to the prior year. Median days on market was 5 days, down from 6 days in August, and down from 14 in September 2019.



CLOSED LISTINGS ANALYSIS

BY MONTH >>

**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 10/9/2020**



Month	2018	2019	2020
January	598	567	632
February	601	602	599
March	867	874	850
April	886	897	800
May	1,093	1,153	878
June	1,083	1,053	1,170
July	1,027	1,064	1,217
August	1,018	1,111	1,099
September	834	886	1,010
October	867	877	
November	784	886	
December	726	845	

BY PRICE RANGE >>

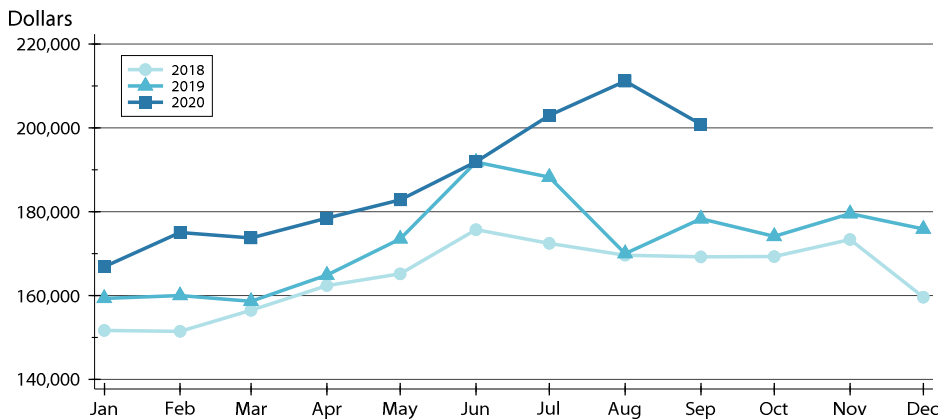
Price Range	Sales			Sale Price		Days on Market		Price as % of List		Price as % of Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median	Average	Median
Below \$25,000	14	1.4%	233	16,657	16,500	71	27	88.5%	100.0%	83.6%	88.9%
\$25,000-\$49,999	36	3.6%	1,325	36,796	37,250	62	27	93.4%	93.3%	88.5%	87.8%
\$50,000-\$99,999	146	14.5%	10,938	74,920	75,000	20	5	98.1%	100.0%	97.0%	100.0%
\$100,000-\$124,999	113	11.2%	12,634	111,802	112,000	20	3	100.2%	100.0%	99.9%	100.0%
\$125,000-\$149,999	83	8.2%	11,249	135,526	135,000	15	3	101.1%	101.0%	100.3%	100.8%
\$150,000-\$174,999	103	10.2%	16,596	161,130	161,000	9	3	99.9%	100.0%	99.4%	100.0%
\$175,000-\$199,999	96	9.5%	17,836	185,793	185,250	13	4	100.6%	100.0%	100.3%	100.0%
\$200,000-\$249,999	159	15.7%	35,380	222,516	223,000	16	4	100.5%	100.0%	99.6%	100.0%
\$250,000-\$299,999	98	9.7%	26,632	271,758	270,000	34	9	99.3%	100.0%	98.5%	99.3%
\$300,000-\$399,999	104	10.3%	35,206	338,518	334,950	38	15	98.9%	99.7%	97.3%	98.6%
\$400,000-\$499,999	30	3.0%	13,210	440,344	438,750	46	22	99.0%	98.9%	97.8%	97.6%
\$500,000-\$749,999	17	1.7%	10,174	598,461	575,000	35	3	99.2%	99.1%	100.7%	99.1%
\$750,000-\$999,999	9	0.9%	7,633	848,152	850,000	73	22	95.9%	96.9%	95.9%	96.5%
\$1,000,000 and up	2	0.2%	3,750	1,875,000	1,875,000	96	96	96.1%	96.1%	87.3%	87.3%
All price ranges	1,010	100.0%	202,797	200,789	175,000	24	5	99.4%	100.0%	98.4%	100.0%



CLOSED LISTINGS ANALYSIS

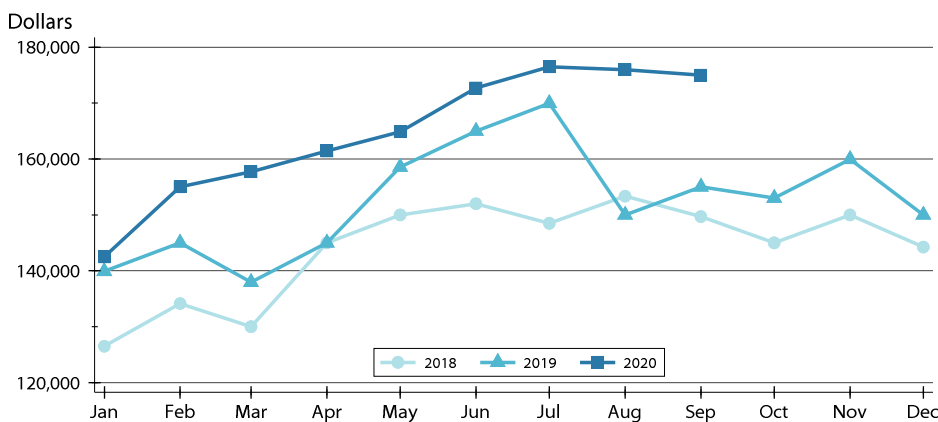
ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 10/9/2020

AVERAGE PRICE >>



Month	2018	2019	2020
January	151,661	159,319	166,840
February	151,459	159,997	175,005
March	156,465	158,616	173,744
April	162,387	164,845	178,460
May	165,156	173,511	182,809
June	175,695	191,834	191,892
July	172,443	188,219	202,942
August	169,620	170,000	211,167
September	169,187	178,263	200,789
October	169,281	174,082	
November	173,356	179,507	
December	159,588	175,854	

MEDIAN PRICE >>



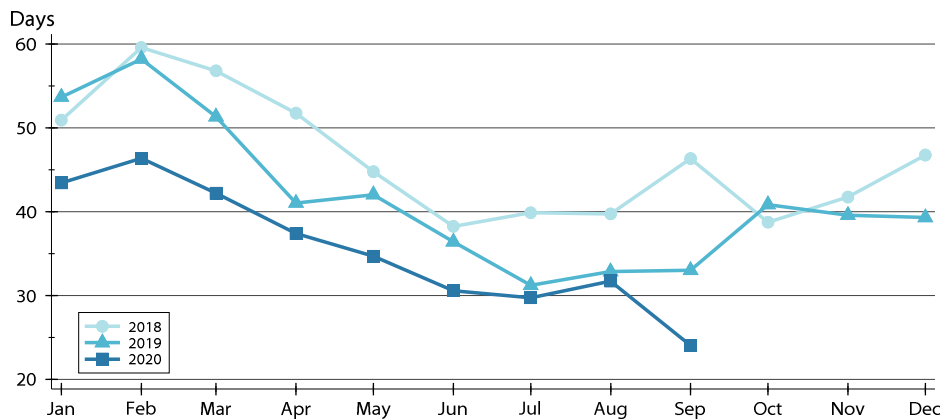
Month	2018	2019	2020
January	126,500	139,900	142,500
February	134,150	145,000	155,000
March	130,000	137,950	157,700
April	145,000	145,000	161,450
May	150,000	158,577	164,900
June	152,000	165,000	172,700
July	148,500	169,950	176,500
August	153,350	150,000	176,000
September	149,700	155,000	175,000
October	145,000	153,000	
November	150,000	159,950	
December	144,250	150,000	



CLOSED LISTINGS ANALYSIS

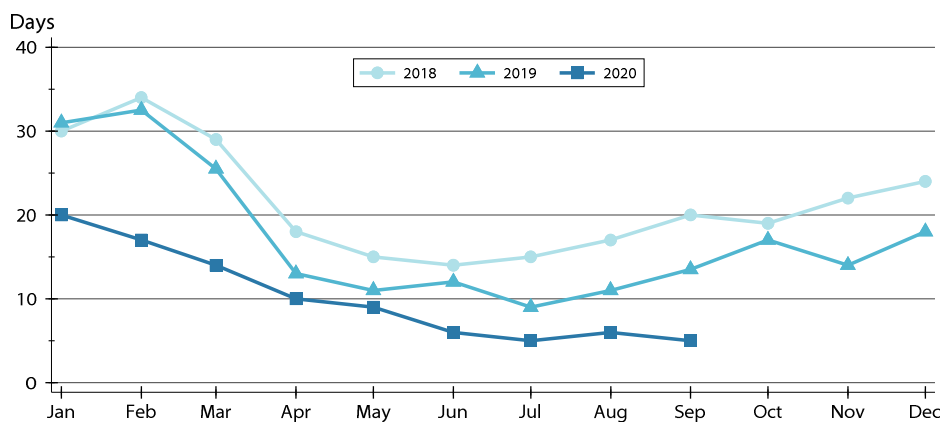
ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 10/9/2020

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	30
August	40	33	32
September	46	33	24
October	39	41	40
November	42	40	39
December	47	39	39

MEDIAN DOM >>

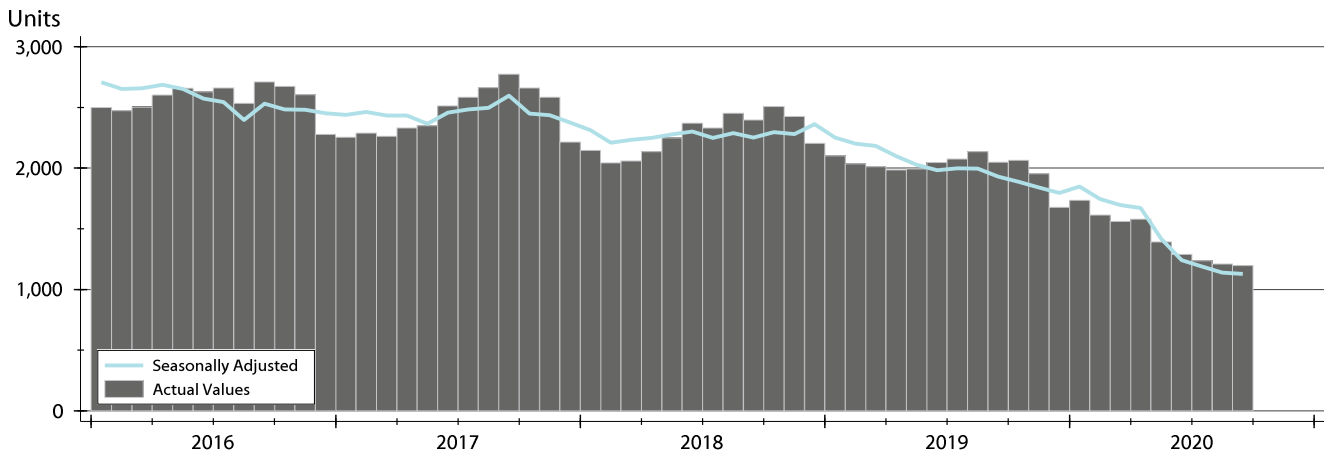


Month	2018	2019	2020
January	30	31	20
February	34	33	17
March	29	26	14
April	18	13	10
May	15	11	9
June	14	12	6
July	15	9	5
August	17	11	6
September	20	14	5
October	19	17	22
November	22	14	18
December	24	18	18

ACTIVE LISTINGS ANALYSIS

HISTORY >>

ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 10/9/2020



SUMMARY >>

Summary Statistics for Active Listings		End of September		
		2020	2019	Change
Active Listings		1,198	2,049	-41.5%
Months' Supply		1.3	2.3	-43.0%
Volume (1,000s)		340,212	529,716	-35.8%
Average	List Price	283,984	258,524	9.8%
	Days on Market	69	87	-20.5%
	Percent of Original	98.4%	97.1%	1.3%
Median	List Price	225,000	199,500	12.8%
	Days on Market	29	49	-40.8%
	Percent of Original	100.0%	100.0%	0.0%

A total of 1,198 homes were available for sale in South Central Kansas at the end of September. This represents a 1.3 months' supply of active listings.

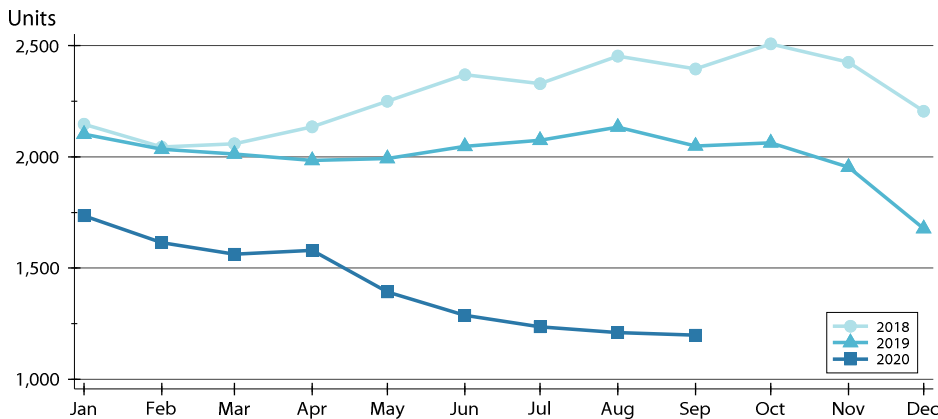
The median list price of homes on the market at the end of September was \$225,000, up 12.8% from 2019. The typical time on market for active listings was 29 days, down from 49 days a year earlier.



ACTIVE LISTINGS ANALYSIS

BY MONTH >>

ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 10/9/2020



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	1,198
October	2,508	2,063	
November	2,425	1,953	
December	2,205	1,677	

BY PRICE RANGE >>

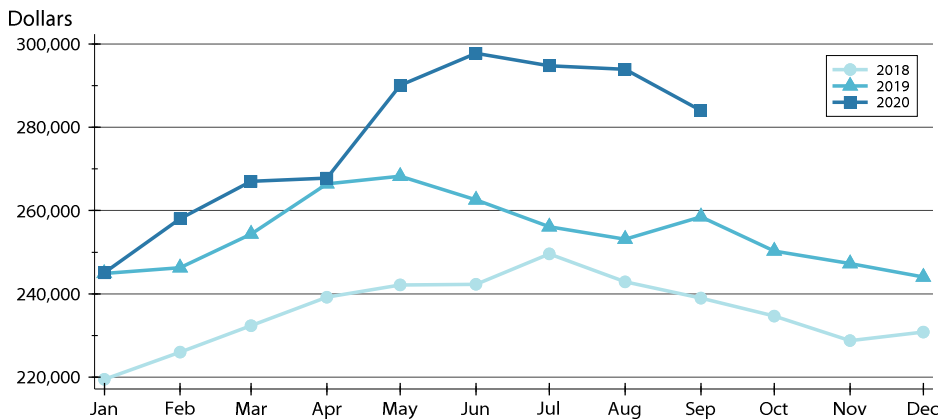
Price Range	Active Listings			Months' Supply	List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume		Average	Median	Average	Median	Average	Median
Below \$25,000	20	1.7%	185	1.4	9,269	1,575	48	32	96.9%	100.0%
\$25,000-\$49,999	49	4.1%	1,834	1.4	37,429	38,000	194	63	95.5%	100.0%
\$50,000-\$99,999	174	14.5%	13,174	1.2	75,713	74,950	58	34	97.0%	100.0%
\$100,000-\$124,999	69	5.8%	7,771	0.6	112,621	113,900	47	21	97.4%	100.0%
\$125,000-\$149,999	51	4.3%	6,907	0.6	135,436	134,999	49	23	98.2%	100.0%
\$150,000-\$174,999	69	5.8%	11,265	0.7	163,260	165,000	45	28	98.5%	100.0%
\$175,000-\$199,999	86	7.2%	16,056	0.9	186,696	187,113	46	19	98.2%	100.0%
\$200,000-\$249,999	143	11.9%	32,337	0.9	226,132	226,099	31	14	99.4%	100.0%
\$250,000-\$299,999	110	9.2%	30,328	1.1	275,707	274,900	45	16	99.2%	100.0%
\$300,000-\$399,999	191	15.9%	65,991	1.8	345,503	345,000	64	24	99.8%	100.0%
\$400,000-\$499,999	88	7.3%	39,473	2.9	448,554	443,689	67	35	99.6%	100.0%
\$500,000-\$749,999	61	5.1%	35,705	3.6	585,330	575,000	126	70	97.9%	100.0%
\$750,000-\$999,999	26	2.2%	22,872	2.9	879,702	890,000	197	85	95.8%	99.6%
\$1,000,000 and up	28	2.3%	46,943	14.0	1,676,532	1,407,500	274	136	96.9%	100.0%
All price ranges	1,198	100.0%	340,212	1.2	283,984	225,000	69	29	98.4%	100.0%



ACTIVE LISTINGS ANALYSIS

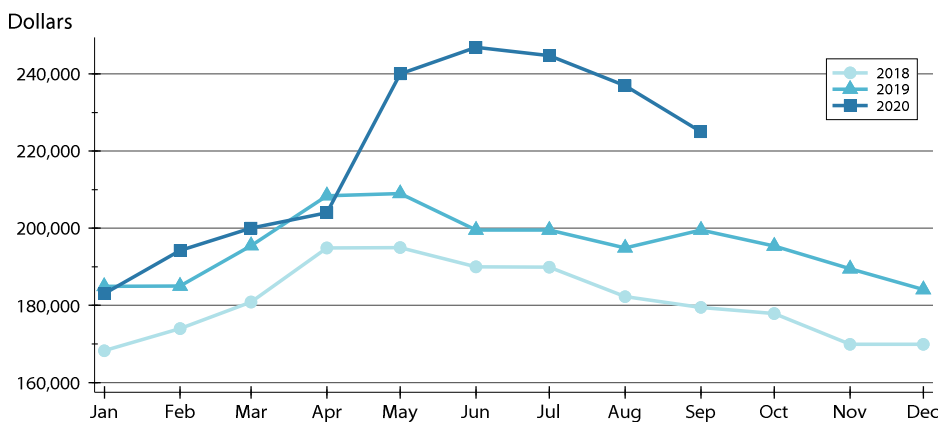
ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 10/9/2020

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	283,984
October	234,663	250,301	-
November	228,794	247,242	-
December	230,828	244,028	-

MEDIAN PRICE >>



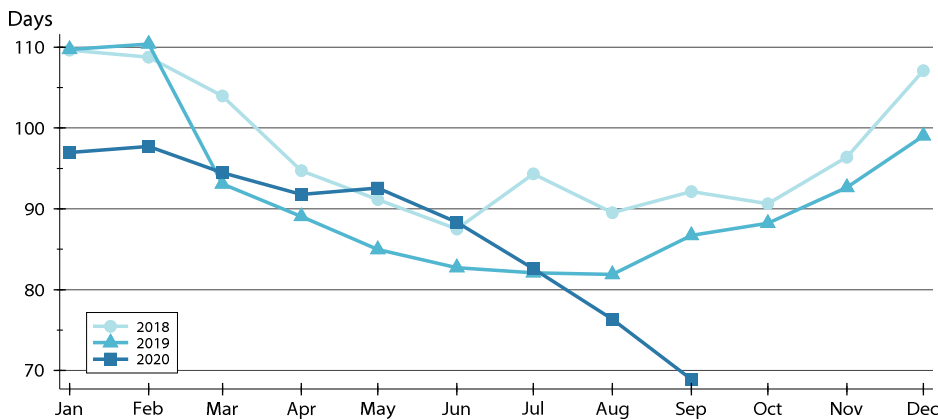
Month	2018	2019	2020
January	168,248	184,900	183,000
February	174,000	185,000	194,200
March	180,867	195,500	200,000
April	194,900	208,443	204,000
May	195,000	209,000	240,000
June	190,000	199,500	246,900
July	189,900	199,500	244,700
August	182,250	194,900	236,900
September	179,500	199,500	225,000
October	177,900	195,370	-
November	169,900	189,500	-
December	169,900	184,080	-



ACTIVE LISTINGS ANALYSIS

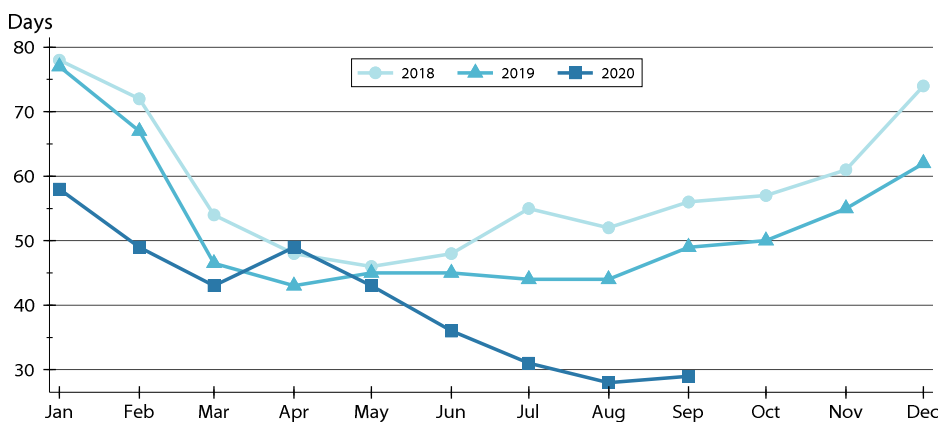
ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 10/9/2020

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	69
October	91	88	
November	96	93	
December	107	99	

MEDIAN DOM >>



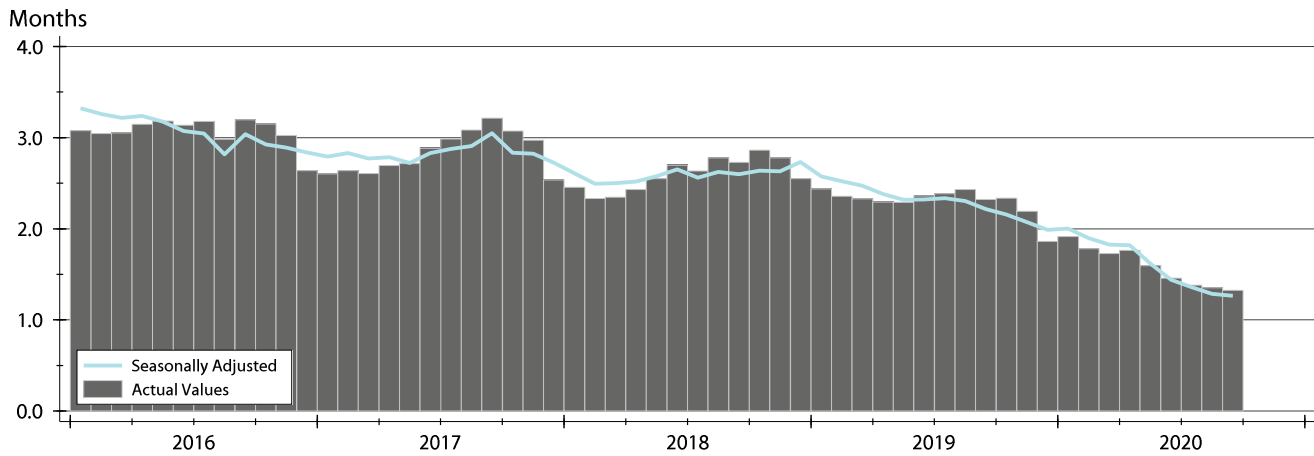
Month	2018	2019	2020
January	78	77	58
February	72	67	49
March	54	47	43
April	48	43	49
May	46	45	43
June	48	45	36
July	55	44	31
August	52	44	28
September	56	49	29
October	57	50	
November	61	55	
December	74	62	



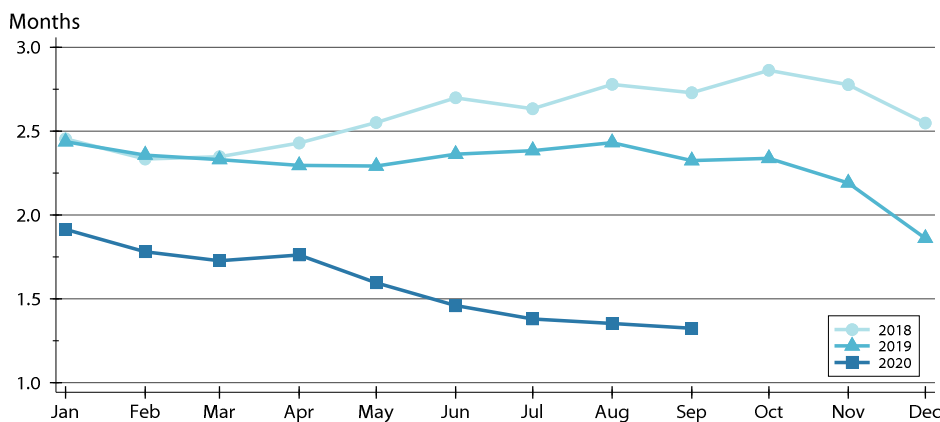
MONTHS' SUPPLY ANALYSIS

HISTORY >>

ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 10/9/2020



BY MONTH >>

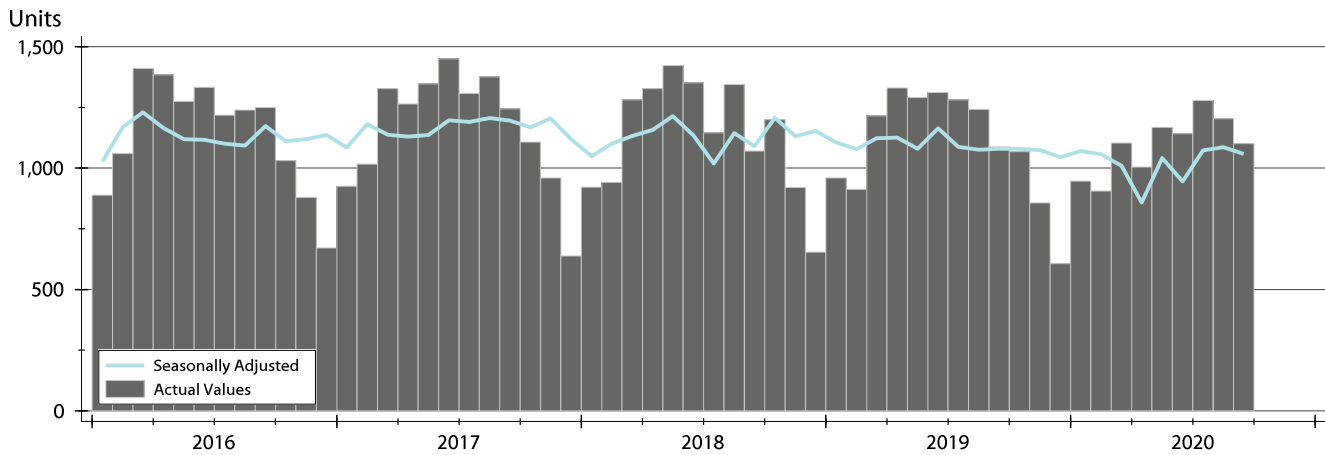


Month	2018	2019	2020
January	2.5	2.4	1.9
February	2.3	2.4	1.8
March	2.3	2.3	1.7
April	2.4	2.3	1.8
May	2.6	2.3	1.6
June	2.7	2.4	1.5
July	2.6	2.4	1.4
August	2.8	2.4	1.4
September	2.7	2.3	1.3
October	2.9	2.3	
November	2.8	2.2	
December	2.5	1.9	

NEW LISTINGS ANALYSIS

HISTORY >>

ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 10/9/2020



SUMMARY >>

Summary Statistics for New Listings		September		
		2020	2019	Change
Current Month	New Listings	1,100	1,088	1.1%
	Volume (1,000s)	218,645	207,469	5.4%
	Average List Price	198,768	190,689	4.2%
	Median List Price	179,650	159,900	12.4%
YTD	New Listings	9,850	10,631	-7.3%
	Volume (1,000s)	1,986,123	2,047,484	-3.0%
	Average List Price	201,637	192,596	4.7%
	Median List Price	174,900	160,000	9.3%

A total of 1,100 new listings were added in South Central Kansas during September, up 1.1% from the same month in 2019. Year-to-date South Central Kansas has seen 9,850 new listings.

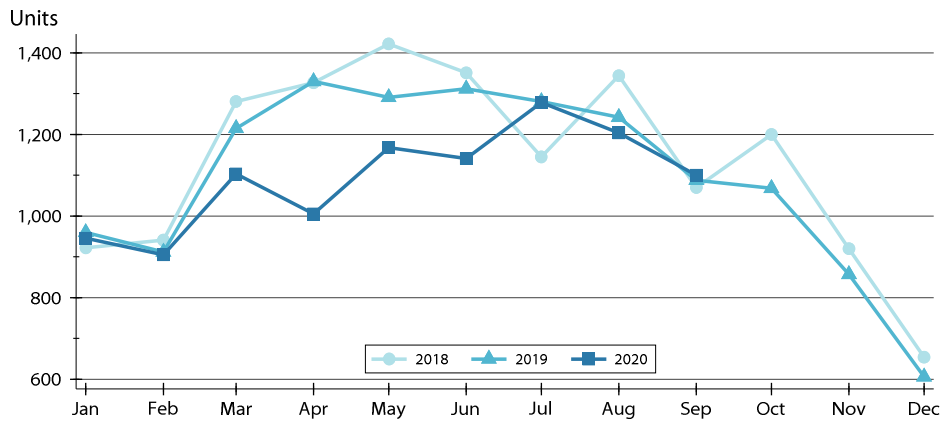
The median list price of these homes was \$179,650 up from \$159,900 in 2019.



NEW LISTINGS ANALYSIS

BY MONTH >>

**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 10/9/2020**



Month	2018	2019	2020
January	922	960	946
February	941	912	905
March	1,281	1,215	1,103
April	1,327	1,330	1,005
May	1,422	1,291	1,168
June	1,351	1,312	1,141
July	1,145	1,281	1,278
August	1,344	1,242	1,204
September	1,070	1,088	1,100
October	1,200	1,068	
November	920	857	
December	654	606	

BY PRICE RANGE >>

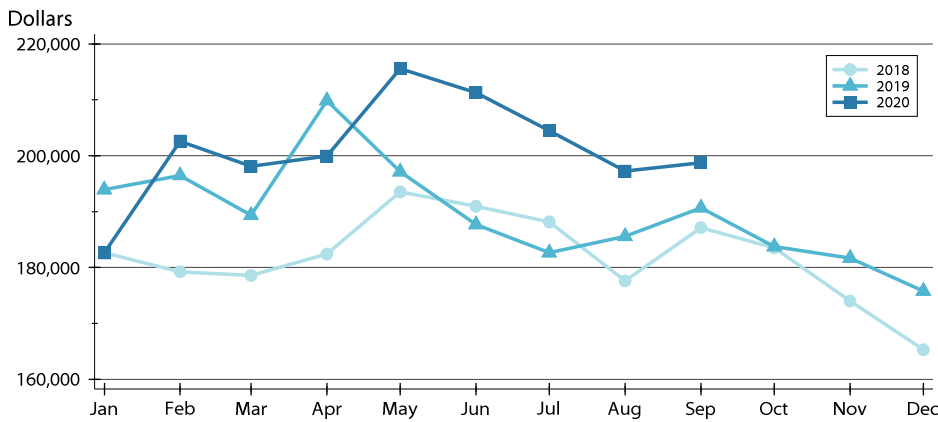
Price Range	New Listings			List Price	
	Number	Percent	Volume	Average	Median
Below \$25,000	22	2.0%	162	7,358	1,575
\$25,000-\$49,999	31	2.8%	1,255	40,497	39,900
\$50,000-\$99,999	176	16.0%	13,653	77,576	78,450
\$100,000-\$124,999	92	8.4%	10,388	112,915	112,950
\$125,000-\$149,999	101	9.2%	13,831	136,941	135,000
\$150,000-\$174,999	99	9.0%	16,041	162,027	162,000
\$175,000-\$199,999	129	11.7%	24,106	186,872	185,000
\$200,000-\$249,999	162	14.7%	36,601	225,934	228,200
\$250,000-\$299,999	107	9.7%	29,469	275,414	275,000
\$300,000-\$399,999	106	9.6%	36,316	342,599	349,700
\$400,000-\$499,999	29	2.6%	12,896	444,707	440,000
\$500,000-\$749,999	14	1.3%	8,506	607,557	612,450
\$750,000-\$999,999	8	0.7%	6,779	847,413	849,700
\$1,000,000 and up	4	0.4%	4,665	1,166,250	1,077,500
All price ranges	1,100	100.0%	218,645	198,768	179,650



NEW LISTINGS ANALYSIS

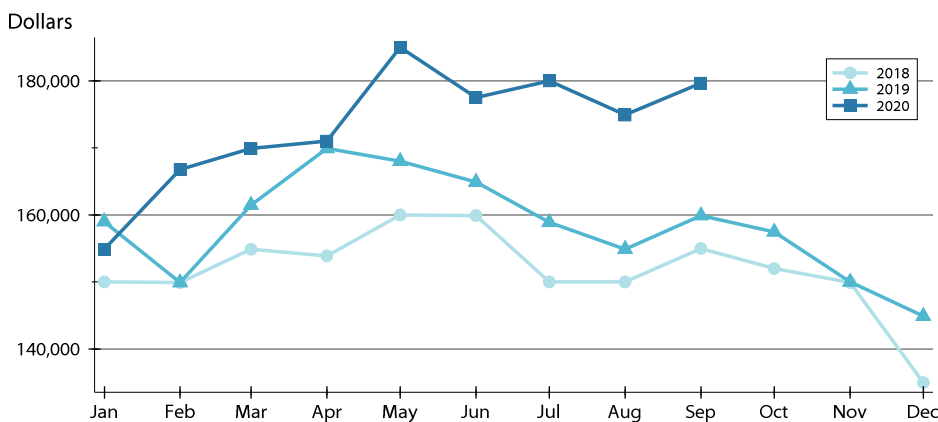
ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 10/9/2020

AVERAGE PRICE >>



Month	2018	2019	2020
January	182,667	193,909	182,612
February	179,244	196,463	202,609
March	178,570	189,353	198,092
April	182,407	209,873	199,946
May	193,514	197,137	215,583
June	190,981	187,679	211,297
July	188,154	182,659	204,464
August	177,600	185,575	197,257
September	187,139	190,689	198,768
October	183,514	183,721	
November	173,993	181,655	
December	165,287	175,762	

MEDIAN PRICE >>

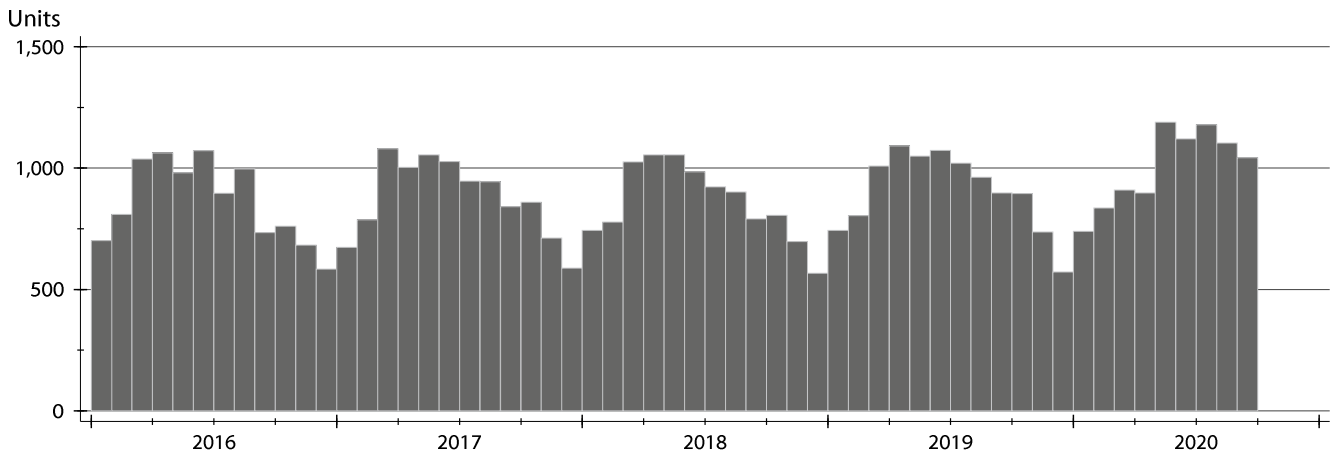


Month	2018	2019	2020
January	150,000	159,000	154,900
February	149,900	149,900	166,750
March	154,900	161,450	169,900
April	153,900	169,900	171,000
May	160,000	168,000	185,000
June	159,900	164,900	177,500
July	150,000	158,900	180,000
August	150,000	154,900	174,900
September	155,000	159,900	179,650
October	152,000	157,470	
November	149,900	150,000	
December	135,000	144,900	

CONTRACTS WRITTEN ANALYSIS

HISTORY >>

ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 10/9/2020



SUMMARY >>

Summary Statistics		September			Year-to-Date		
for Contracts Written		2020	2019	Change	2020	2019	Change
Closed Listings		1,043	898	16.1%	9,017	8,649	4.3%
Volume (1,000s)		206,681	160,217	29.0%	1,767,398	1,560,347	13.3%
Average	Sale Price	198,160	178,416	11.1%	196,007	180,408	8.6%
	Days on Market	27	36	-25.8%	32	40	-19.0%
	Percent of Original	98.3%	96.0%	2.4%	97.5%	96.3%	1.3%
Median	Sale Price	175,000	159,900	9.4%	172,000	159,900	7.6%
	Days on Market	7	15	-51.7%	7	14	-50.0%
	Percent of Original	100.0%	98.0%	2.0%	100.0%	98.4%	1.7%

A total of 1,043 contracts for sale were written in South Central Kansas during the month of September, up from 898 in 2019. The median list price of these homes was \$175,000, up from \$159,900 the prior year.

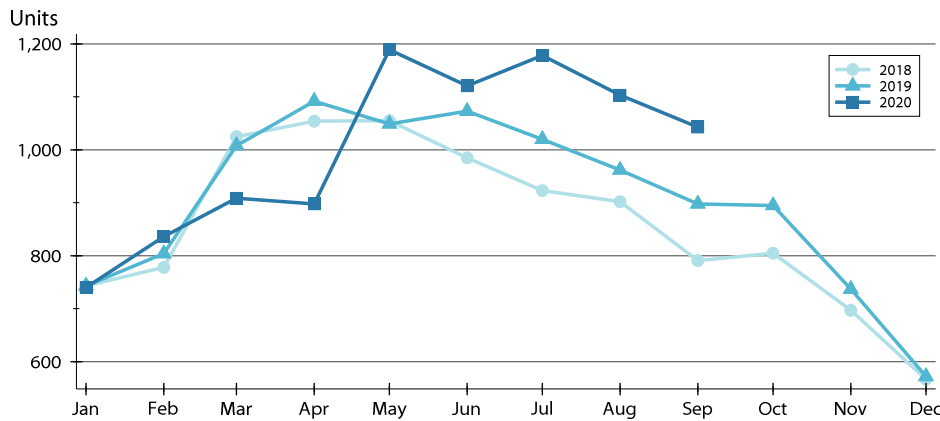
Half of the homes that went under contract in September were on the market less than 7 days, compared to 15 days in September 2019.



CONTRACTS WRITTEN ANALYSIS

BY MONTH >>

**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 10/9/2020**



Month	2018	2019	2020
January	743	743	740
February	778	804	836
March	1,025	1,008	909
April	1,054	1,092	898
May	1,055	1,049	1,189
June	985	1,073	1,121
July	923	1,020	1,178
August	902	962	1,103
September	791	898	1,043
October	805	895	
November	697	737	
December	567	572	

BY PRICE RANGE >>

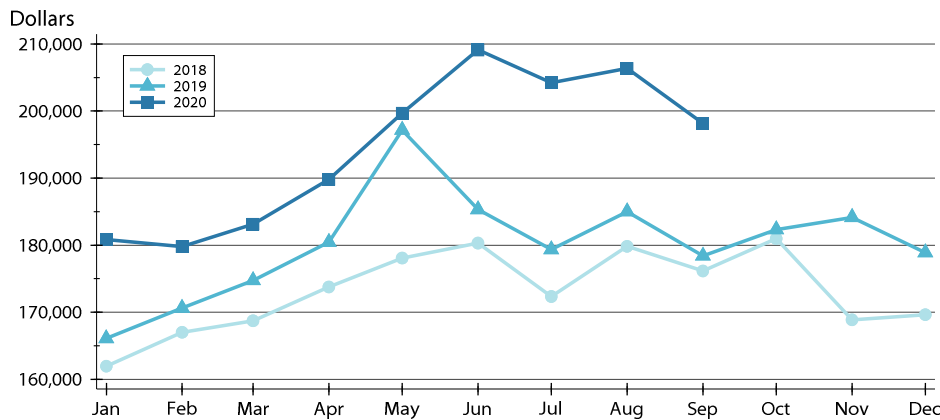
Price Range	Contracts Written			List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median
Below \$25,000	11	1.1%	190	17,291	17,700	50	11	109.1%	100.0%
\$25,000-\$49,999	54	5.2%	2,124	39,330	39,900	57	23	90.5%	93.9%
\$50,000-\$99,999	158	15.1%	12,178	77,078	78,950	26	8	97.4%	100.0%
\$100,000-\$124,999	76	7.3%	8,576	112,840	110,450	19	3	98.8%	100.0%
\$125,000-\$149,999	93	8.9%	12,769	137,306	135,900	8	3	99.9%	100.0%
\$150,000-\$174,999	96	9.2%	15,584	162,334	162,250	12	4	99.0%	100.0%
\$175,000-\$199,999	109	10.5%	20,347	186,674	185,000	16	5	98.8%	100.0%
\$200,000-\$249,999	141	13.5%	31,777	225,368	225,000	17	7	98.6%	100.0%
\$250,000-\$299,999	105	10.1%	28,955	275,761	275,000	21	6	98.8%	100.0%
\$300,000-\$399,999	103	9.9%	35,461	344,285	349,500	44	5	99.0%	100.0%
\$400,000-\$499,999	25	2.4%	10,996	439,839	434,900	51	15	99.7%	100.0%
\$500,000-\$749,999	14	1.3%	8,590	613,603	612,500	167	50	94.4%	96.6%
\$750,000-\$999,999	6	0.6%	5,125	854,133	852,450	111	135	91.4%	92.5%
\$1,000,000 and up	3	0.3%	4,298	1,432,500	1,497,500	76	77	95.4%	93.6%
All price ranges	1,043	100.0%	206,681	198,160	175,000	27	7	98.3%	100.0%



CONTRACTS WRITTEN ANALYSIS

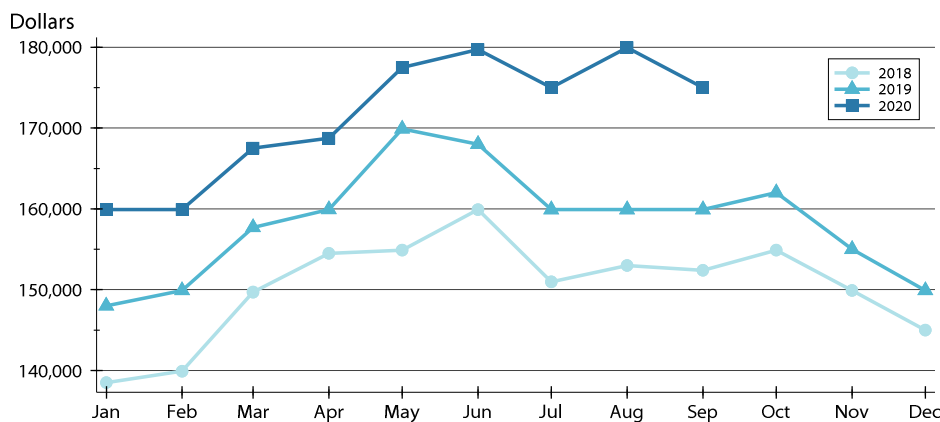
ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 10/9/2020

AVERAGE PRICE >>



Month	2018	2019	2020
January	161,962	166,076	180,833
February	167,014	170,621	179,773
March	168,727	174,748	183,144
April	173,771	180,439	189,825
May	178,081	197,173	199,680
June	180,310	185,308	209,111
July	172,342	179,344	204,238
August	179,829	185,009	206,367
September	176,152	178,416	198,160
October	180,967	182,338	
November	168,869	184,152	
December	169,644	178,903	

MEDIAN PRICE >>



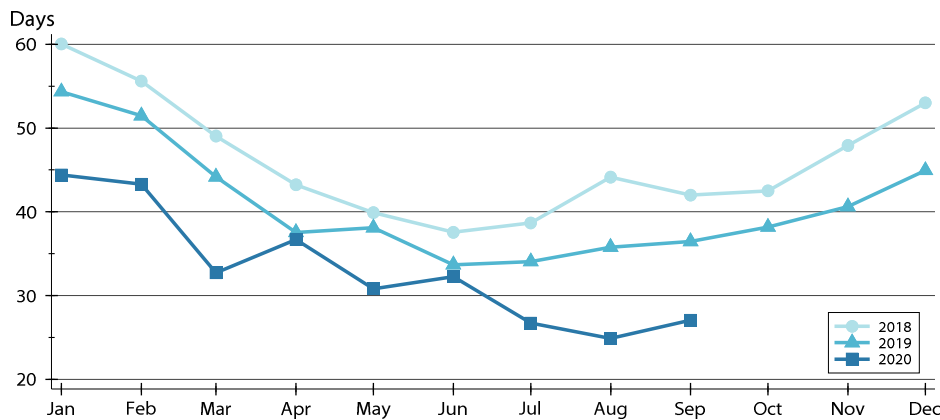
Month	2018	2019	2020
January	138,500	148,000	159,900
February	139,900	149,900	159,900
March	149,700	157,700	167,500
April	154,500	159,925	168,746
May	154,900	169,900	177,500
June	159,900	168,000	179,700
July	150,975	159,900	175,000
August	153,000	159,900	179,950
September	152,400	159,900	175,000
October	154,900	162,000	
November	149,900	155,000	
December	145,000	149,900	



CONTRACTS WRITTEN ANALYSIS

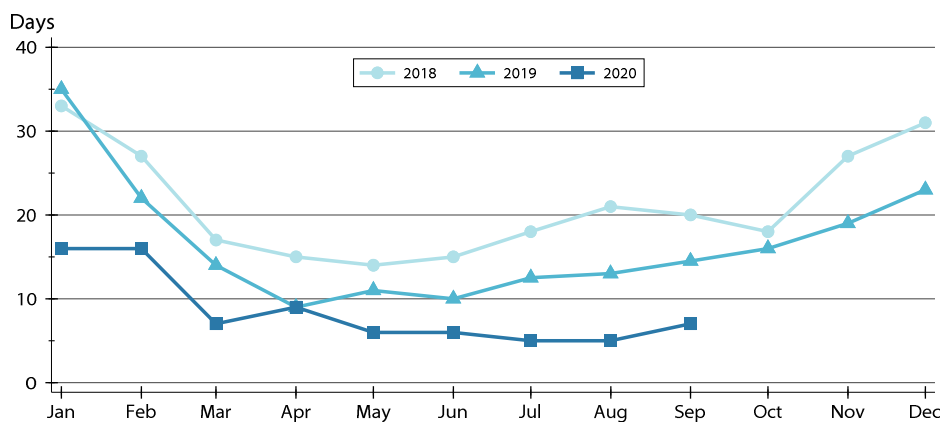
AVERAGE DOM >>

ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 10/9/2020



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	25
September	42	36	27
October	43	38	
November	48	41	
December	53	45	

MEDIAN DOM >>

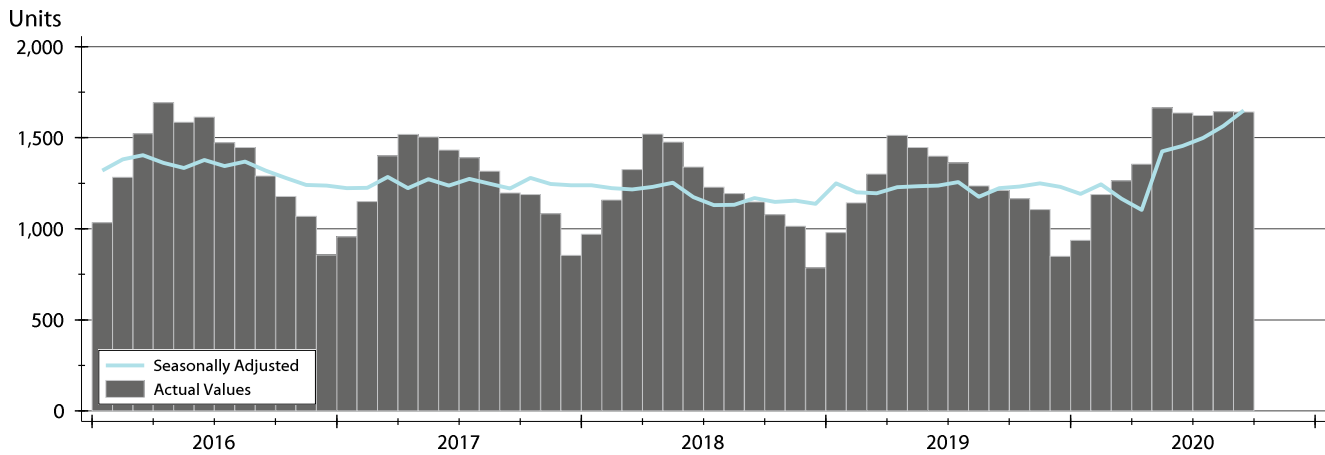


Month	2018	2019	2020
January	33	35	16
February	27	22	16
March	17	14	7
April	15	9	9
May	14	11	6
June	15	10	6
July	18	13	5
August	21	13	5
September	20	15	7
October	18	16	
November	27	19	
December	31	23	

PENDING CONTRACTS ANALYSIS

HISTORY >>

ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 10/9/2020



SUMMARY >>

Summary Statistics		End of September		
for Active Listings		2020	2019	Change
Active Listings		1,642	1,211	35.6%
Volume (1,000s)		348,892	234,033	49.1%
Average	List Price	212,480	193,256	9.9%
	Days on Market	27	43	-36.4%
	Percent of Original	98.8%	98.1%	0.7%
Median	List Price	189,900	165,000	15.1%
	Days on Market	6	14	-57.1%
	Percent of Original	100.0%	100.0%	0.0%

A total of 1,642 listings in South Central Kansas had contracts pending at the end of September, up from 1,211 contracts pending at the end of September 2019.

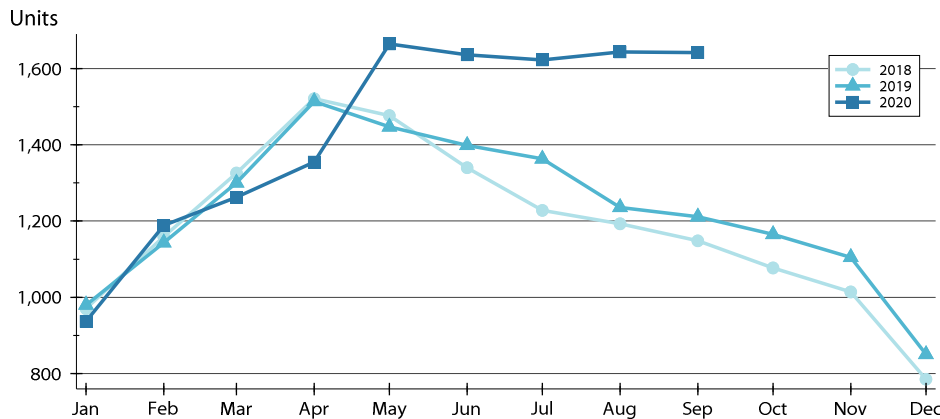
Pending contracts reflect listings with a contract in place at the end of the month. In contrast, contracts written measures the number of listings put under contract during the month.



PENDING CONTRACTS ANALYSIS

BY MONTH >>

**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 10/9/2020**



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	1,642
October	1,077	1,165	-
November	1,014	1,105	-
December	785	850	-

BY PRICE RANGE >>

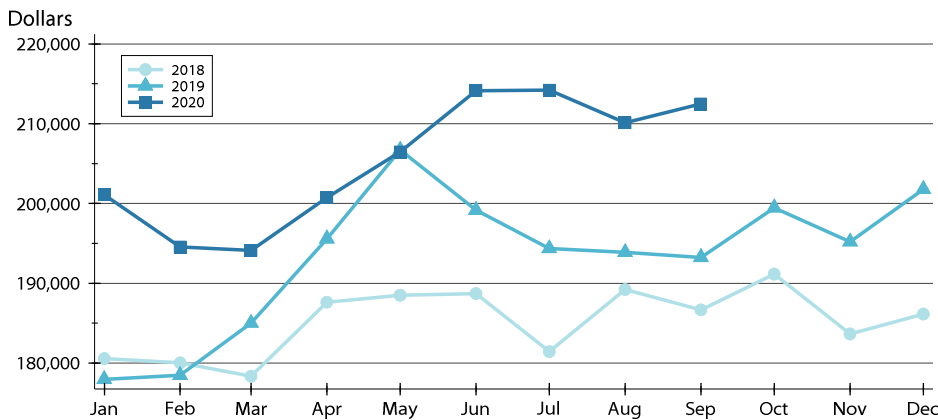
Price Range	Contracts Written			List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median
Below \$25,000	13	0.8%	217	16,685	20,000	65	11	93.5%	100.0%
\$25,000-\$49,999	48	2.9%	1,948	40,579	40,000	58	30	95.4%	100.0%
\$50,000-\$99,999	233	14.2%	18,324	78,645	79,900	43	8	98.0%	100.0%
\$100,000-\$124,999	116	7.1%	13,126	113,157	113,000	15	4	99.3%	100.0%
\$125,000-\$149,999	133	8.1%	18,285	137,485	137,000	12	3	99.6%	100.0%
\$150,000-\$174,999	147	9.0%	23,904	162,611	162,900	13	4	99.3%	100.0%
\$175,000-\$199,999	178	10.8%	33,193	186,480	185,000	17	5	99.1%	100.0%
\$200,000-\$249,999	244	14.9%	54,711	224,226	225,000	16	4	99.2%	100.0%
\$250,000-\$299,999	176	10.7%	48,499	275,562	275,000	24	6	98.9%	100.0%
\$300,000-\$399,999	201	12.2%	68,518	340,884	335,000	31	3	99.4%	100.0%
\$400,000-\$499,999	62	3.8%	27,174	438,289	435,000	35	7	99.5%	100.0%
\$500,000-\$749,999	29	1.8%	17,672	609,370	589,900	103	32	97.2%	100.0%
\$750,000-\$999,999	7	0.4%	6,175	882,100	899,900	85	111	94.0%	93.3%
\$1,000,000 and up	5	0.3%	6,523	1,304,500	1,250,000	113	124	95.5%	95.7%
All price ranges	1,642	100.0%	348,892	212,480	189,900	27	6	98.8%	100.0%



PENDING CONTRACTS ANALYSIS

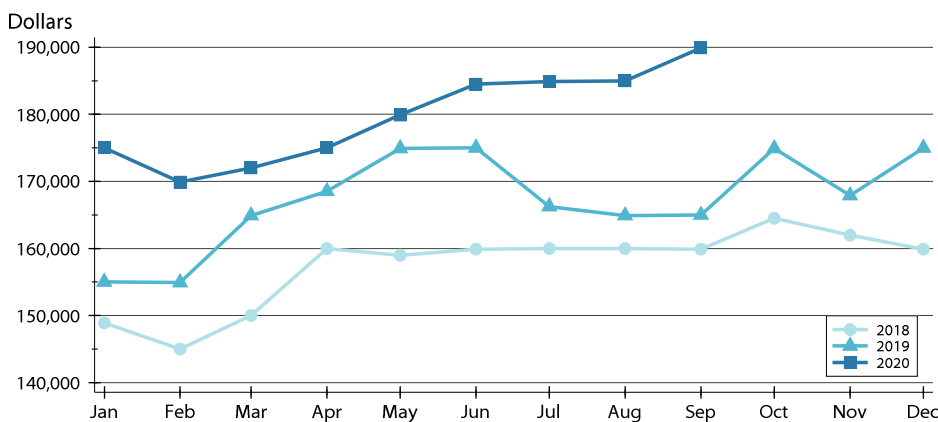
ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 10/9/2020

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	212,480
October	191,150	199,471	-
November	183,647	195,210	-
December	186,152	201,795	-

MEDIAN PRICE >>



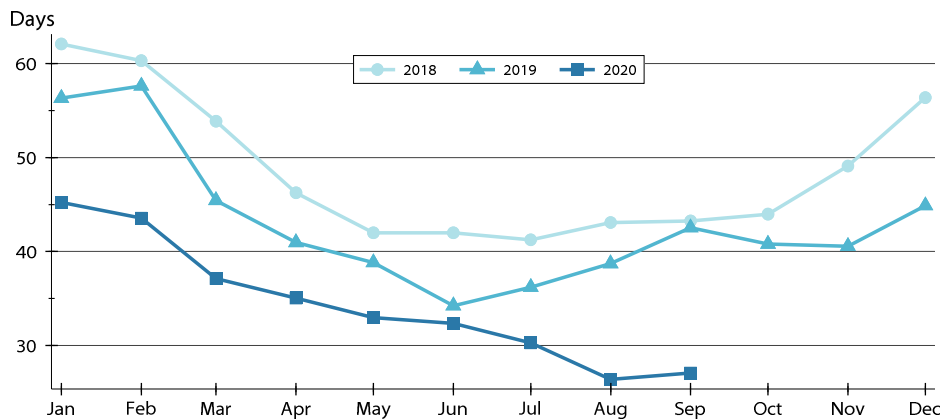
Month	2018	2019	2020
January	148,900	155,000	175,000
February	145,000	154,900	169,900
March	150,000	164,900	172,000
April	160,000	168,500	175,000
May	159,000	174,900	179,900
June	159,900	175,000	184,500
July	160,000	166,250	184,900
August	160,000	164,900	185,000
September	159,900	165,000	189,900
October	164,500	174,900	-
November	162,000	167,900	-
December	159,900	174,975	-



PENDING CONTRACTS ANALYSIS

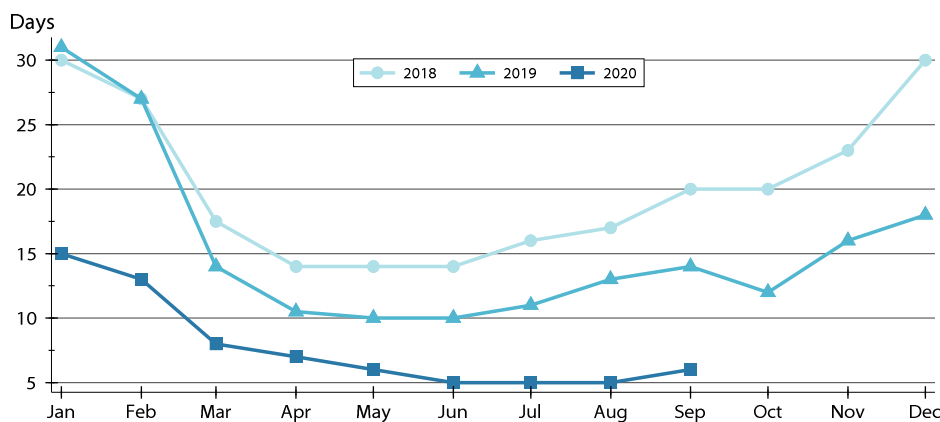
ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 10/9/2020

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	27
October	44	41	27
November	49	41	27
December	56	45	27

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	6
October	20	12	6
November	23	16	6
December	30	18	6