



*The Standard for Excellence.™*

## MARKET OVERVIEW >>

### South Central Kansas Home Sales Rose in June

Total home sales in South Central Kansas rose by 2.3% last month to 1,058 units, compared to 1,034 units in June 2015. Total sales volume was \$173.6 million, up 6.6% from a year earlier.

The median sale price in June was \$141,000, up from \$130,000 a year earlier. Homes that sold in June were typically on the market for 19 days and sold for 99.2% 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 2,628 units, down from 2,926 at the same point in 2015. This represents a 2.5 months' supply of homes available for sale. The median list price of homes on the market at the end of June was \$159,900.

During June, a total of 1,074 contracts were written up from 970 in June 2015. At the end of the month, there were 1,613 contracts pending, compared to 1,427 at the end of June 2015.

### 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.

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Entire MLS System		June		
Summary Statistics		2016	2015	Change
Home Sales		<b>1,058</b>	1,034	2.3%
Active Listings		<b>2,628</b>	2,926	-10.2%
Months' Supply		<b>2.5</b>	2.8	-12.2%
New Listings		<b>1,293</b>	1,325	-2.4%
Contracts Written		<b>1,074</b>	970	10.7%
Pending Contracts		<b>1,613</b>	1,427	13.0%
Sales Volume (1,000s)		<b>173,608</b>	162,837	6.6%
Average	Sale Price	<b>164,091</b>	157,482	4.2%
	List Price of Actives	<b>220,272</b>	203,356	8.3%
	Days on Market	<b>48</b>	62	-22.0%
	Percent of List	<b>98.0%</b>	97.5%	0.4%
	Percent of Original	<b>96.2%</b>	95.4%	0.8%
Median	Sale Price	<b>141,000</b>	130,000	8.5%
	List Price of Actives	<b>159,900</b>	149,500	7.0%
	Days on Market	<b>19</b>	28	-32.1%
	Percent of List	<b>99.2%</b>	98.7%	0.5%
	Percent of Original	<b>98.1%</b>	97.5%	0.7%

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## MARKET OVERVIEW STATISTICS

**ENTIRE MLS SYSTEM  
BREAKDOWNS BY HOME TYPE  
AS OF 7/14/2016**

### SUMMARY >>

June MLS Statistics By Property Type		2016			2015			2014		
		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		<b>1,058</b>	<b>999</b>	<b>59</b>	1,034	966	68	950	887	63
Change from prior year		2.3%	3.4%	-13.2%	8.8%	8.9%	7.9%	12.0%	10.7%	34.0%
Active Listings		<b>2,628</b>	<b>2,376</b>	<b>252</b>	2,926	2,653	273	3,123	2,874	249
Change from prior year		-10.2%	-10.4%	-7.7%	-6.3%	-7.7%	9.6%	-13.9%	-15.0%	0.4%
Months' Supply		<b>2.5</b>	<b>2.4</b>	<b>4.3</b>	2.8	2.7	4.0	3.3	3.2	4.0
Change from prior year		-12.2%	-13.4%	6.4%	-13.9%	-15.2%	1.6%	-23.2%	-23.2%	-25.1%
New Listings		<b>1,293</b>	<b>1,220</b>	<b>73</b>	1,325	1,254	71	1,330	1,265	65
Change from prior year		-2.4%	-2.7%	2.8%	-0.4%	-0.9%	9.2%	-4.4%	-5.7%	30.0%
Contracts Written		<b>1,074</b>	<b>1,027</b>	<b>47</b>	970	911	59	950	879	71
Change from prior year		10.7%	12.7%	-20.3%	2.1%	3.6%	-16.9%	2.3%	0.9%	22.4%
Pending Contracts		<b>1,613</b>	<b>1,455</b>	<b>158</b>	1,427	1,302	125	1,522	1,384	138
Change from prior year		13.0%	11.8%	26.4%	-6.2%	-5.9%	-9.4%	N/A	N/A	N/A
Sales Volume (1,000s)		<b>173,608</b>	<b>154,517</b>	<b>19,091</b>	162,837	143,340	19,497	154,738	135,336	19,402
Change from prior year		6.6%	7.8%	-2.1%	5.2%	5.9%	0.5%	20.1%	17.7%	40.6%
Average	Sale Price	<b>164,091</b>	<b>154,672</b>	<b>323,569</b>	157,482	148,385	286,725	162,882	152,578	307,965
	Change from prior year	4.2%	4.2%	12.8%	-3.3%	-2.7%	-6.9%	7.2%	6.2%	4.9%
	List Price of Actives	<b>220,272</b>	<b>209,896</b>	<b>317,072</b>	203,356	190,463	327,098	198,032	188,150	310,619
	Change from prior year	8.3%	10.2%	-3.1%	2.7%	1.2%	5.3%	N/A	N/A	N/A
	Days on Market	<b>48</b>	<b>45</b>	<b>105</b>	62	58	112	70	67	111
	Change from prior year	-22.1%	-23.1%	-6.6%	-11.9%	-13.3%	1.0%	-4.6%	-6.7%	12.3%
Median	Percent of List	<b>98.0%</b>	<b>97.7%</b>	<b>101.5%</b>	97.5%	97.2%	102.5%	98.2%	97.9%	102.3%
	Change from prior year	0.4%	0.6%	-1.0%	-0.7%	-0.7%	0.2%	1.2%	1.2%	0.2%
	Percent of Original	<b>96.2%</b>	<b>95.8%</b>	<b>102.3%</b>	95.4%	94.8%	103.9%	96.5%	96.0%	102.8%
	Change from prior year	0.8%	1.1%	-1.5%	-1.1%	-1.3%	1.1%	2.0%	2.0%	0.2%
	Sale Price	<b>141,000</b>	<b>136,500</b>	<b>267,048</b>	130,000	126,950	251,830	129,400	124,900	245,600
	Change from prior year	8.5%	7.5%	6.0%	0.5%	1.6%	2.5%	-0.2%	0.0%	2.4%
List Price of Actives	<b>159,900</b>	<b>140,500</b>	<b>259,450</b>	149,500	134,900	273,550	144,900	134,900	260,000	
Change from prior year	7.0%	4.2%	-5.2%	3.2%	0.0%	5.2%	N/A	N/A	N/A	
Days on Market	<b>19</b>	<b>19</b>	<b>22</b>	28	28	69	31	30	72	
Change from prior year	-32.1%	-32.1%	-68.1%	-9.7%	-6.7%	-4.2%	-22.5%	-25.0%	500.0%	
Percent of List	<b>99.2%</b>	<b>98.9%</b>	<b>100.0%</b>	98.7%	98.4%	100.4%	98.4%	98.0%	100.7%	
Change from prior year	0.5%	0.5%	-0.4%	0.3%	0.4%	-0.3%	0.1%	0.1%	0.7%	
Percent of Original	<b>98.1%</b>	<b>97.8%</b>	<b>100.0%</b>	97.5%	97.1%	102.0%	97.3%	96.8%	101.7%	
Change from prior year	0.7%	0.7%	-1.9%	0.1%	0.2%	0.2%	0.7%	0.6%	1.4%	

## YEAR-TO-DATE STATISTICS

### SUMMARY >>

**ENTIRE MLS SYSTEM  
YTD BREAKDOWNS BY HOME TYPE  
AS OF 7/14/2016**

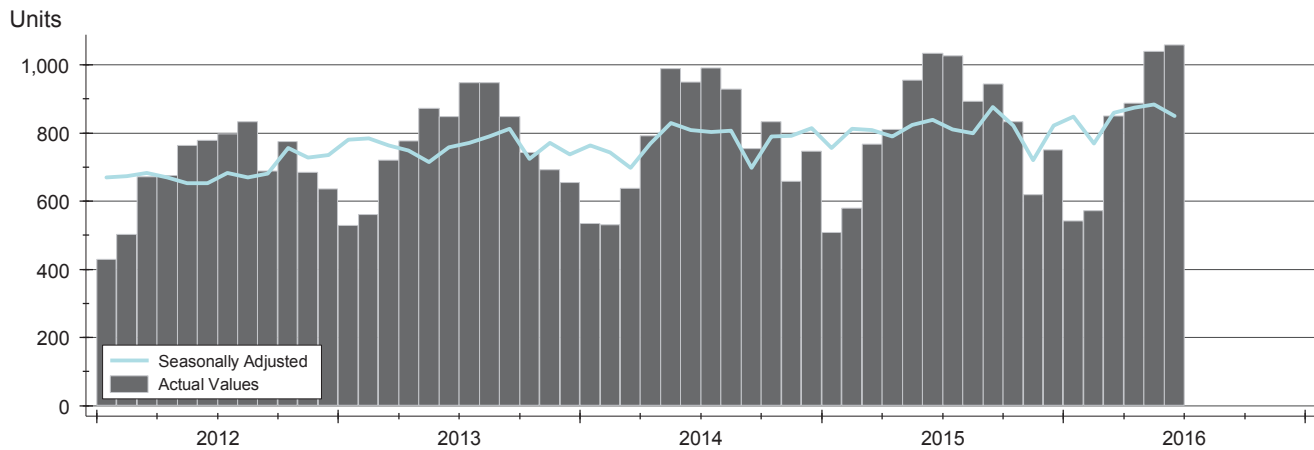
Year-to-Date Activity By Property Type		2016			2015			2014		
		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		<b>4,947</b>	<b>4,653</b>	<b>294</b>	4,653	4,385	268	4,432	4,159	273
Change from prior year		6.3%	6.1%	9.7%	5.0%	5.4%	-1.8%	2.9%	1.5%	29.4%
New Listings		<b>7,209</b>	<b>6,785</b>	<b>424</b>	7,247	6,844	403	7,216	6,937	279
Change from prior year		-0.5%	-0.9%	5.2%	0.4%	-1.3%	44.4%	-1.7%	-1.4%	-7.6%
Contracts Written		<b>5,604</b>	<b>5,279</b>	<b>325</b>	5,265	4,914	351	4,992	4,696	296
Change from prior year		6.4%	7.4%	-7.4%	5.5%	4.6%	18.6%	2.0%	2.5%	-5.7%
Sales Volume (1,000s)		<b>762,432</b>	<b>678,810</b>	<b>83,622</b>	695,788	619,389	76,399	637,268	557,776	79,492
Change from prior year		9.6%	9.6%	9.5%	9.2%	11.0%	-3.9%	8.2%	4.7%	40.4%
Average	Sale Price	<b>154,120</b>	<b>145,887</b>	<b>284,428</b>	149,535	141,252	285,071	143,788	134,113	291,180
	Change from prior year	3.1%	3.3%	-0.2%	4.0%	5.3%	-2.1%	5.1%	3.2%	8.5%
	Days on Market	<b>58</b>	<b>56</b>	<b>89</b>	66	64	101	75	73	100
	Change from prior year	-11.7%	-11.8%	-12.0%	-12.5%	-13.5%	1.1%	-9.1%	-10.3%	5.3%
Median	Percent of List	<b>97.3%</b>	<b>97.0%</b>	<b>101.1%</b>	97.1%	96.7%	102.5%	97.0%	96.6%	102.1%
	Change from prior year	0.2%	0.3%	-1.3%	0.1%	0.1%	0.4%	0.5%	0.4%	-0.1%
	Percent of Original	<b>94.9%</b>	<b>94.5%</b>	<b>101.7%</b>	94.7%	94.1%	103.2%	94.3%	93.8%	102.6%
	Change from prior year	0.3%	0.3%	-1.4%	0.4%	0.4%	0.5%	1.0%	1.0%	-0.1%
Median	Sale Price	<b>133,900</b>	<b>128,500</b>	<b>241,066</b>	129,900	124,900	244,415	120,000	115,000	246,635
	Change from prior year	3.1%	2.9%	-1.4%	8.3%	8.6%	-0.9%	1.7%	1.8%	7.6%
	Days on Market	<b>27</b>	<b>26</b>	<b>36</b>	34	34	59	40	40	50
	Change from prior year	-20.6%	-23.5%	-39.3%	-15.0%	-15.0%	17.0%	-16.7%	-16.7%	-5.7%
Median	Percent of List	<b>98.7%</b>	<b>98.4%</b>	<b>100.0%</b>	98.3%	98.0%	100.0%	98.0%	97.7%	100.0%
	Change from prior year	0.4%	0.4%	0.0%	0.3%	0.4%	0.0%	0.1%	0.0%	-0.2%
	Percent of Original	<b>97.4%</b>	<b>97.1%</b>	<b>100.2%</b>	96.9%	96.5%	100.8%	96.4%	96.0%	100.9%
	Change from prior year	0.6%	0.6%	-0.6%	0.5%	0.5%	0.0%	0.7%	0.6%	0.0%



# SOLD LISTINGS ANALYSIS

**HISTORY** >>

**ENTIRE MLS SYSTEM  
ALL HOMES  
AS OF 7/14/2016**



**SUMMARY** >>

Summary Statistics for Sold Listings		June			Year-to-Date		
		2016	2015	Change	2016	2015	Change
Sold Listings		<b>1,058</b>	1,034	2.3%	<b>4,947</b>	4,653	6.3%
Volume (1,000s)		<b>173,608</b>	162,837	6.6%	<b>762,432</b>	695,788	9.6%
Average	Sale Price	<b>164,091</b>	157,482	4.2%	<b>154,120</b>	149,535	3.1%
	Days on Market	<b>48</b>	62	-22.1%	<b>58</b>	66	-11.7%
	Percent of List	<b>98.0%</b>	97.5%	0.4%	<b>97.3%</b>	97.1%	0.2%
	Percent of Original	<b>96.2%</b>	95.4%	0.8%	<b>94.9%</b>	94.7%	0.3%
Median	Sale Price	<b>141,000</b>	130,000	8.5%	<b>133,900</b>	129,900	3.1%
	Days on Market	<b>19</b>	28	-32.1%	<b>27</b>	34	-20.6%
	Percent of List	<b>99.2%</b>	98.7%	0.5%	<b>98.7%</b>	98.3%	0.4%
	Percent of Original	<b>98.1%</b>	97.5%	0.7%	<b>97.4%</b>	96.9%	0.6%

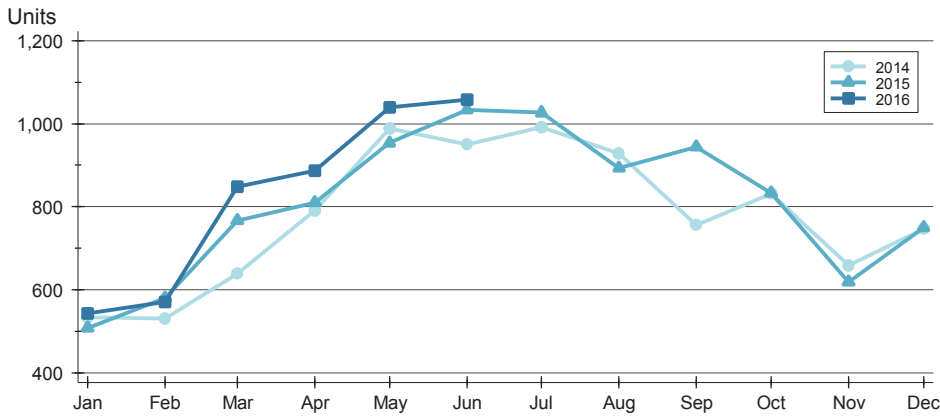
A total of 1,058 homes sold in South Central Kansas in June, up from 1,034 units in June 2015. Total sales volume rose to \$173.6 million compared to \$162.8 million in the previous year.

The median sales price in June was \$141,000, up 8.5% compared to the prior year. Median days on market was 19 days, up from 17 days in May, but down from 28 in June 2015.

**SOLD LISTINGS ANALYSIS**

**BY MONTH** >>

**ENTIRE MLS SYSTEM  
ALL HOMES  
AS OF 7/14/2016**



Month	2014	2015	2016
January	534	508	542
February	531	580	571
March	638	767	849
April	791	810	887
May	988	954	1,040
June	950	1,034	1,058
July	991	1,027	
August	928	893	
September	755	944	
October	832	833	
November	658	619	
December	746	750	

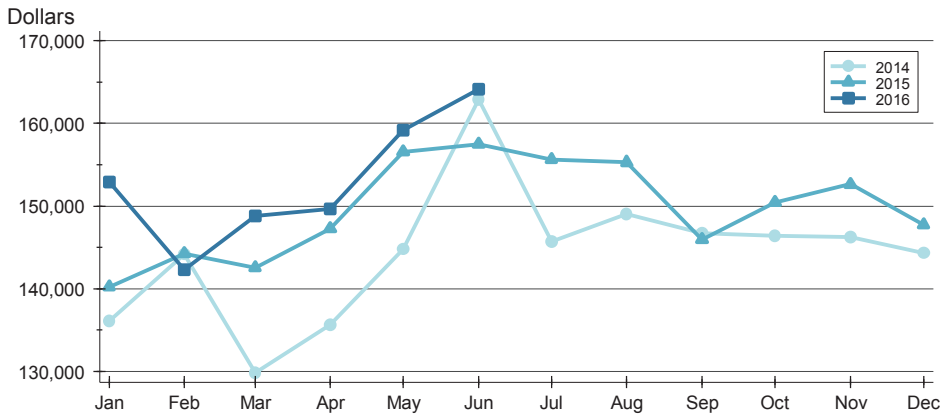
**BY PRICE RANGE** >>

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	26	2.5%	466	17,927	18,450	47	33	85.2%	87.4%	81.1%	83.3%
\$25,000-\$49,999	78	7.4%	2,988	38,312	39,900	66	42	96.4%	94.6%	90.8%	91.3%
\$50,000-\$99,999	218	20.6%	16,565	75,985	75,425	45	23	97.1%	99.0%	95.0%	96.9%
\$100,000-\$124,999	108	10.2%	12,250	113,422	114,900	36	12	98.3%	99.0%	96.8%	98.2%
\$125,000-\$149,999	153	14.5%	21,106	137,948	138,000	33	9	99.0%	100.0%	98.0%	99.3%
\$150,000-\$174,999	125	11.8%	20,286	162,290	162,500	30	8	99.0%	100.0%	98.3%	99.3%
\$175,000-\$199,999	99	9.4%	18,395	185,805	185,000	50	21	98.6%	99.5%	96.8%	98.2%
\$200,000-\$249,999	99	9.4%	22,220	224,448	223,000	48	23	98.0%	98.9%	96.5%	97.7%
\$250,000-\$299,999	57	5.4%	15,480	271,571	269,900	66	22	99.2%	98.7%	97.8%	98.4%
\$300,000-\$399,999	50	4.7%	17,246	344,910	339,500	63	26	99.1%	99.9%	98.3%	98.4%
\$400,000-\$499,999	19	1.8%	8,443	444,393	449,000	89	34	97.3%	98.0%	96.1%	96.5%
\$500,000-\$749,999	20	1.9%	11,988	599,407	578,972	145	103	98.8%	98.0%	95.4%	95.9%
\$750,000-\$999,999	3	0.3%	2,565	855,000	875,000	84	61	95.6%	100.0%	86.5%	86.7%
\$1,000,000 and up	3	0.3%	3,610	1,203,333	1,225,000	221	94	95.3%	95.8%	95.2%	93.2%
All price ranges	1,058	100.0%	173,608	164,091	141,000	48	19	98.0%	99.2%	96.2%	98.1%

**SOLD LISTINGS ANALYSIS**

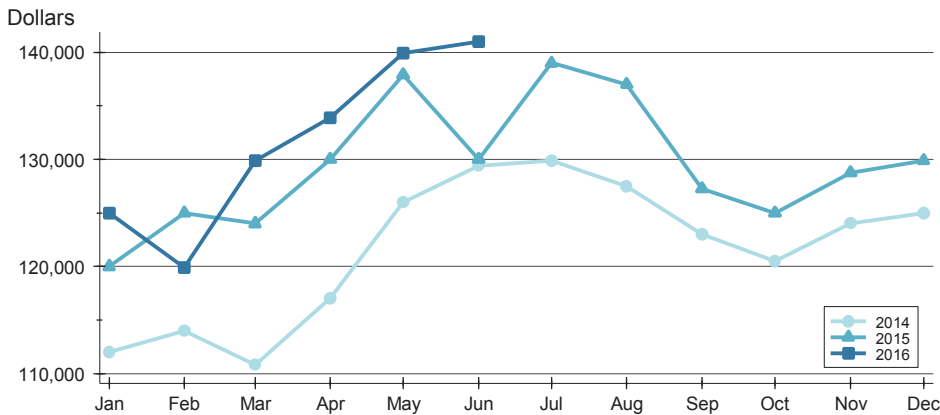
**ENTIRE MLS SYSTEM  
ALL HOMES  
AS OF 7/14/2016**

**AVERAGE PRICE** >>



Month	2014	2015	2016
January	136,123	140,224	152,928
February	144,192	144,271	142,310
March	129,893	142,575	148,847
April	135,690	147,301	149,666
May	144,809	156,574	159,185
June	162,882	157,482	164,091
July	145,715	155,639	
August	149,074	155,285	
September	146,735	145,953	
October	146,408	150,456	
November	146,228	152,640	
December	144,300	147,763	

**MEDIAN PRICE** >>

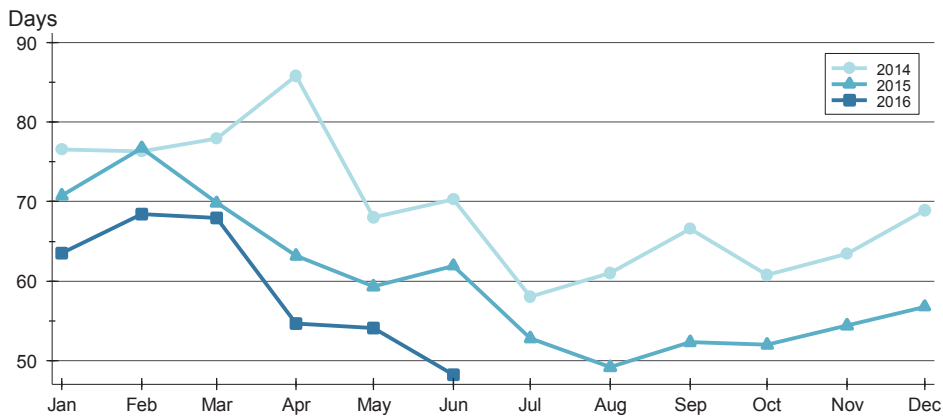


Month	2014	2015	2016
January	112,000	120,000	125,000
February	114,000	125,000	119,900
March	110,785	124,000	129,900
April	117,000	130,000	133,900
May	126,000	137,900	139,900
June	129,400	130,000	141,000
July	129,900	139,000	
August	127,500	137,000	
September	123,000	127,250	
October	120,500	125,000	
November	124,000	128,750	
December	125,000	129,900	

**SOLD LISTINGS ANALYSIS**

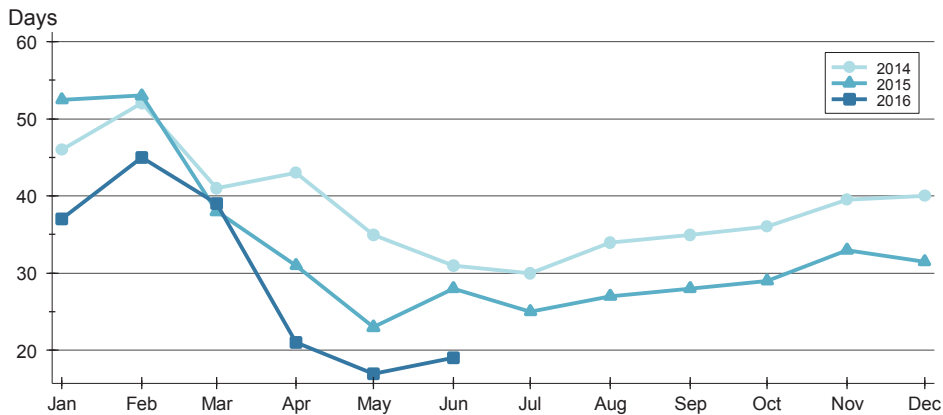
**ENTIRE MLS SYSTEM  
ALL HOMES  
AS OF 7/14/2016**

**AVERAGE DOM** >>



Month	2014	2015	2016
January	77	71	63
February	76	77	68
March	78	70	68
April	86	63	55
May	68	59	54
June	70	62	48
July	58	53	50
August	61	49	57
September	67	52	52
October	61	52	54
November	63	54	57
December	69	57	57

**MEDIAN DOM** >>



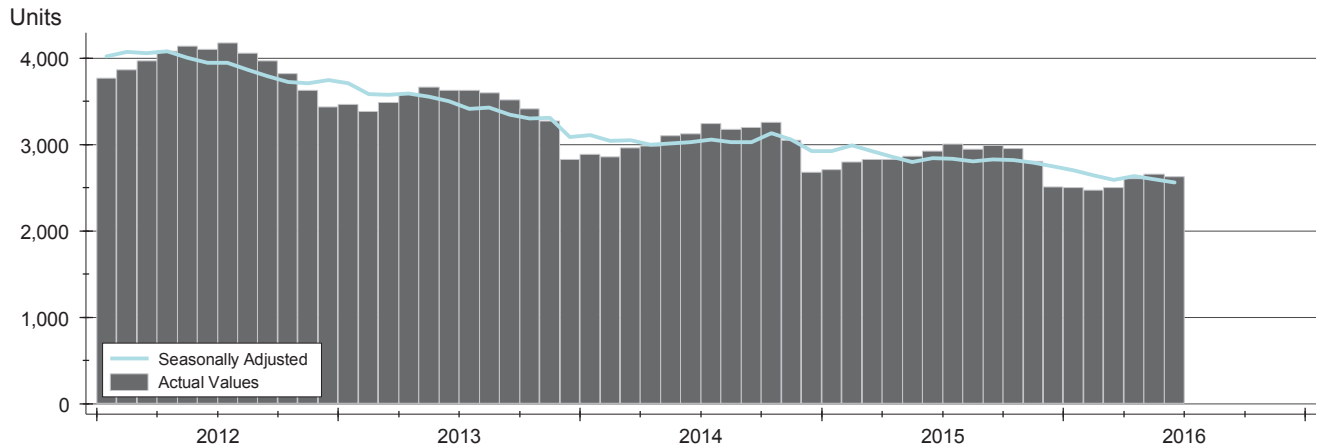
Month	2014	2015	2016
January	46	53	37
February	52	53	45
March	41	38	39
April	43	31	21
May	35	23	17
June	31	28	19
July	30	25	30
August	34	27	35
September	35	28	36
October	36	29	40
November	40	33	32
December	40	32	32



# ACTIVE LISTINGS ANALYSIS

**HISTORY** >>

**ENTIRE MLS SYSTEM  
ALL HOMES  
AS OF 7/14/2016**



**SUMMARY** >>

Summary Statistics for Active Listings		End of June		
		2016	2015	Change
Active Listings		<b>2,628</b>	2,926	-10.2%
Months' Supply		<b>2.5</b>	2.8	-12.2%
Volume (1,000s)		<b>578,874</b>	595,021	-2.7%
Average	List Price	<b>220,272</b>	203,356	8.3%
	Days on Market	<b>103</b>	95	7.8%
	Percent of Original	<b>97.5%</b>	97.2%	0.3%
Median	List Price	<b>159,900</b>	149,500	7.0%
	Days on Market	<b>58</b>	58	0.0%
	Percent of Original	<b>100.0%</b>	100.0%	0.0%

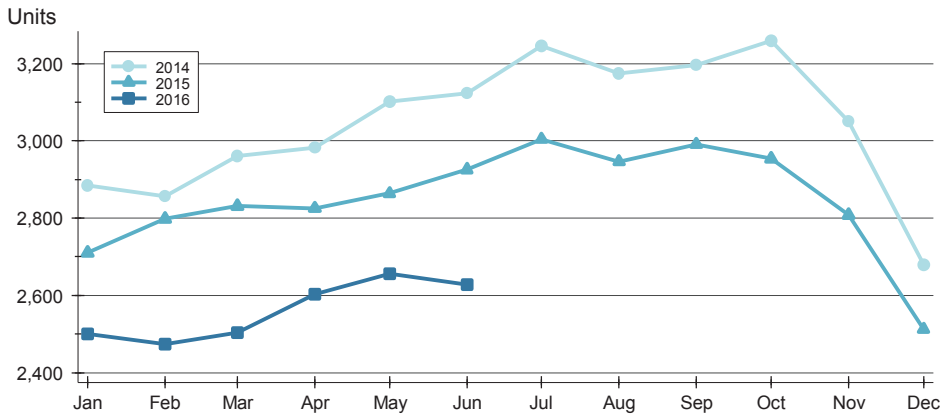
A total of 2,628 homes were available for sale in South Central Kansas at the end of June. This represents a 2.5 months' supply of active listings.

The median list price of homes on the market at the end of June was \$159,900, up 7.0% from 2015. The typical time on market for active listings was 58 days, the same as in June 2015.

**ACTIVE LISTINGS ANALYSIS**

**BY MONTH** >>

**ENTIRE MLS SYSTEM  
ALL HOMES  
AS OF 7/14/2016**



Month	2014	2015	2016
January	2,885	2,710	2,500
February	2,857	2,798	2,473
March	2,961	2,831	2,503
April	2,982	2,825	2,603
May	3,101	2,864	2,656
June	3,123	2,926	2,628
July	3,245	3,004	
August	3,175	2,946	
September	3,196	2,991	
October	3,259	2,954	
November	3,051	2,808	
December	2,680	2,512	

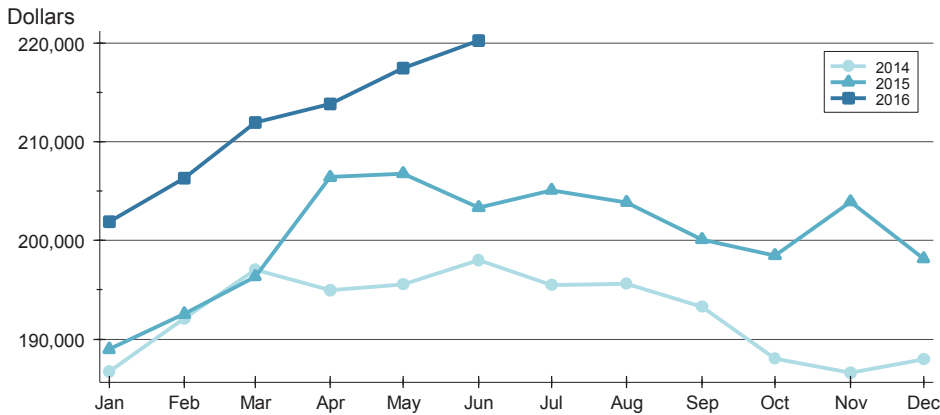
**BY PRICE RANGE** >>

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	33	1.3%	487	1.3	14,772	18,500	138	65	92.4%	100.0%
\$25,000-\$49,999	227	8.6%	9,114	2.9	40,149	41,500	130	95	94.6%	100.0%
\$50,000-\$99,999	660	25.1%	48,664	3.0	73,733	74,000	111	61	96.7%	100.0%
\$100,000-\$124,999	121	4.6%	13,546	1.1	111,954	110,000	77	44	97.5%	100.0%
\$125,000-\$149,999	201	7.6%	27,649	1.3	137,557	135,973	65	35	98.7%	100.0%
\$150,000-\$174,999	174	6.6%	28,480	1.4	163,680	164,900	61	38	98.1%	100.0%
\$175,000-\$199,999	165	6.3%	31,085	1.7	188,394	189,900	76	38	98.8%	100.0%
\$200,000-\$249,999	271	10.3%	61,647	2.7	227,481	226,180	87	56	98.6%	100.0%
\$250,000-\$299,999	212	8.1%	58,384	3.7	275,397	274,900	106	68	98.5%	100.0%
\$300,000-\$399,999	254	9.7%	88,492	5.1	348,392	345,000	105	70	98.3%	100.0%
\$400,000-\$499,999	112	4.3%	50,343	5.9	449,494	449,000	149	87	98.0%	100.0%
\$500,000-\$749,999	96	3.7%	57,634	4.8	600,354	592,368	132	78	97.8%	100.0%
\$750,000-\$999,999	35	1.3%	30,345	11.7	866,996	875,000	194	84	97.2%	100.0%
\$1,000,000 and up	42	1.6%	67,496	14.0	1,607,055	1,374,500	196	128	97.6%	100.0%
All price ranges	2,628	100.0%	578,874	2.5	220,272	159,900	103	58	97.5%	100.0%

**ACTIVE LISTINGS ANALYSIS**

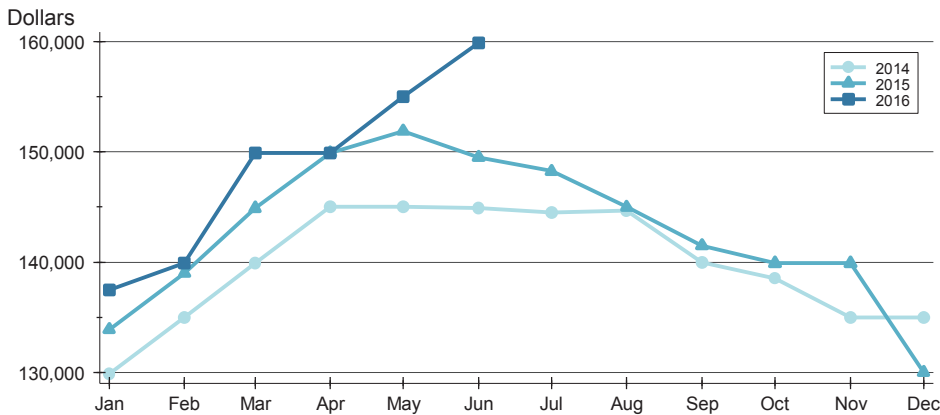
**ENTIRE MLS SYSTEM  
ALL HOMES  
AS OF 7/14/2016**

**AVERAGE PRICE** >>



Month	2014	2015	2016
January	186,754	188,970	201,896
February	192,103	192,547	206,300
March	197,034	196,355	211,960
April	194,992	206,422	213,848
May	195,523	206,806	217,509
June	198,032	203,356	220,272
July	195,462	205,102	-
August	195,631	203,861	-
September	193,291	200,121	-
October	188,003	198,492	-
November	186,628	203,927	-
December	187,982	198,170	-

**MEDIAN PRICE** >>

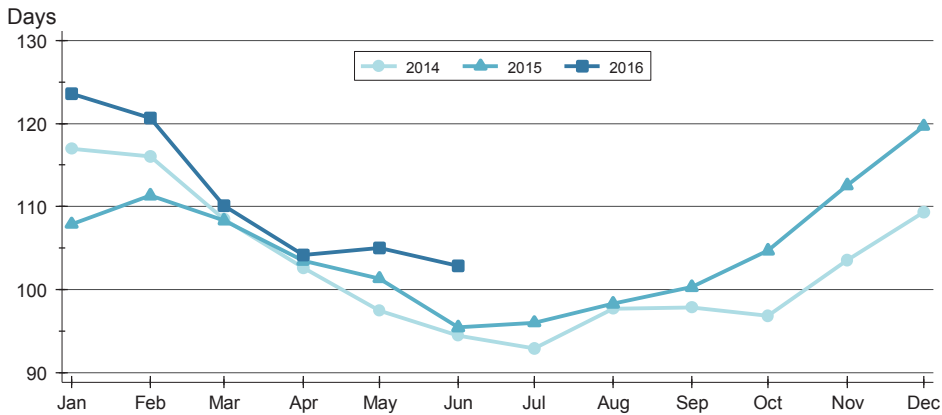


Month	2014	2015	2016
January	129,900	133,900	137,500
February	135,000	139,000	139,900
March	139,900	144,900	149,900
April	145,000	149,900	149,900
May	145,000	151,900	155,000
June	144,900	149,500	159,900
July	144,500	148,250	-
August	144,700	145,000	-
September	140,000	141,500	-
October	138,500	139,900	-
November	135,000	139,900	-
December	135,000	130,000	-

**ACTIVE LISTINGS ANALYSIS**

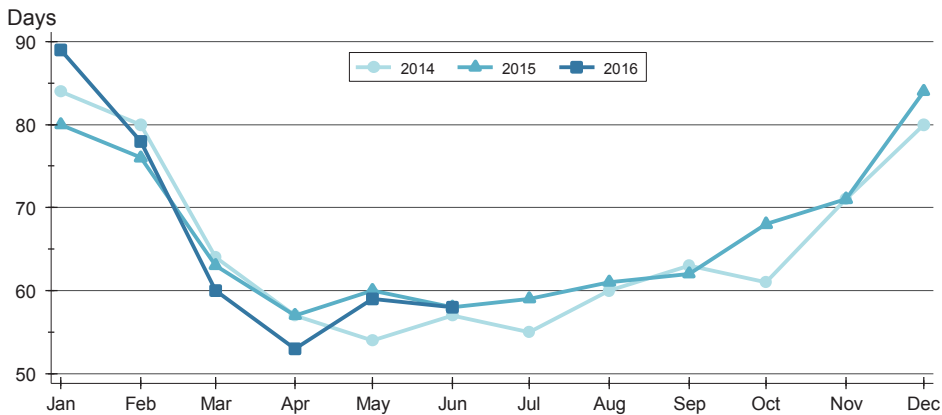
**ENTIRE MLS SYSTEM  
ALL HOMES  
AS OF 7/14/2016**

**AVERAGE DOM** >>



Month	2014	2015	2016
January	117	108	124
February	116	111	121
March	109	108	110
April	103	103	104
May	97	101	105
June	94	95	103
July	93	96	98
August	98	98	98
September	97	105	105
October	104	113	113
November	109	120	120
December	109	120	120

**MEDIAN DOM** >>

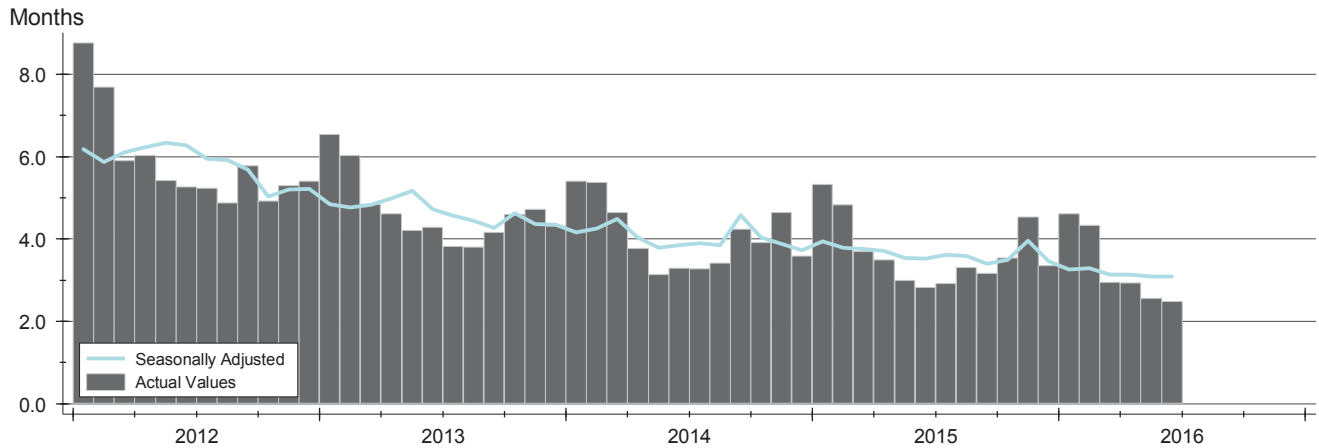


Month	2014	2015	2016
January	84	80	89
February	80	76	78
March	64	63	60
April	57	57	53
May	54	60	59
June	57	58	58
July	55	59	60
August	60	61	61
September	63	62	62
October	61	68	68
November	71	71	71
December	80	84	84

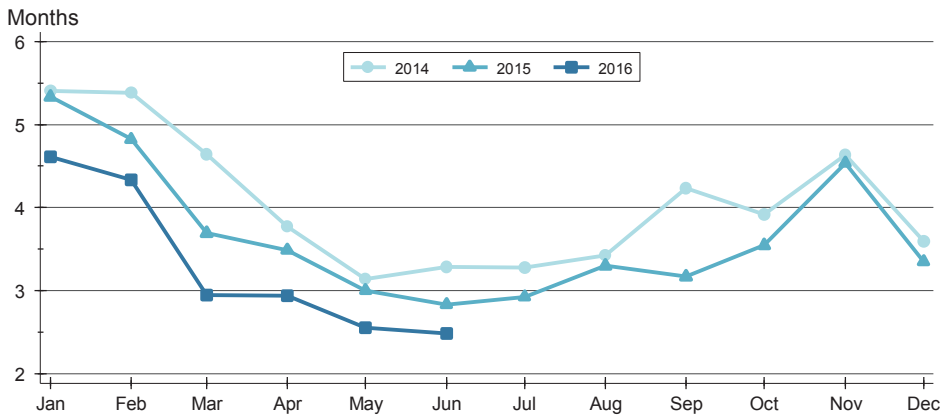
**MONTHS' SUPPLY ANALYSIS**

**HISTORY** >>

**ENTIRE MLS SYSTEM  
ALL HOMES  
AS OF 7/14/2016**



**BY MONTH** >>



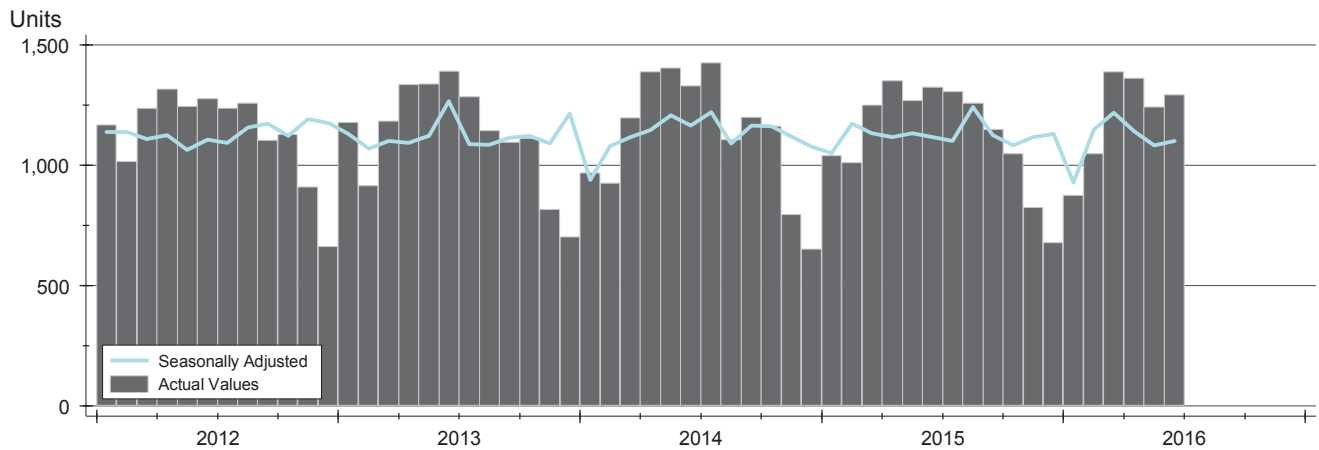
Month	2014	2015	2016
January	5.4	5.3	4.6
February	5.4	4.8	4.3
March	4.6	3.7	2.9
April	3.8	3.5	2.9
May	3.1	3.0	2.6
June	3.3	2.8	2.5
July	3.3	2.9	
August	3.4	3.3	
September	4.2	3.2	
October	3.9	3.5	
November	4.6	4.5	
December	3.6	3.3	



# NEW LISTINGS ANALYSIS

**HISTORY** >>

**ENTIRE MLS SYSTEM  
ALL HOMES  
AS OF 7/14/2016**



**SUMMARY** >>

Summary Statistics for New Listings		2016	June 2015	Change
Current Month	New Listings	<b>1,293</b>	1,325	-2.4%
	Volume (1,000s)	<b>229,174</b>	220,079	4.1%
	Average List Price	<b>177,242</b>	166,097	6.7%
	Median List Price	<b>145,500</b>	135,000	7.8%
YTD	New Listings	<b>7,209</b>	7,247	-0.5%
	Volume (1,000s)	<b>1,269,213</b>	1,237,954	2.5%
	Average List Price	<b>176,059</b>	170,823	3.1%
	Median List Price	<b>144,900</b>	139,900	3.6%

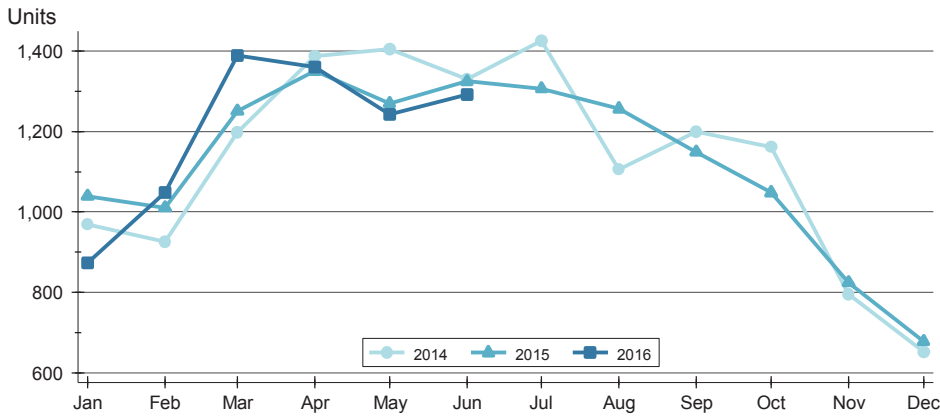
A total of 1,293 new listings were added in South Central Kansas during June, down 2.4% from the same month in 2015. Year-to-date South Central Kansas has seen 7,209 new listings.

The median list price of these homes was \$145,500 up from \$135,000 in 2015.

**NEW LISTINGS ANALYSIS**

**BY MONTH** >>

**ENTIRE MLS SYSTEM  
ALL HOMES  
AS OF 7/14/2016**



Month	2014	2015	2016
January	969	1,039	874
February	926	1,011	1,049
March	1,198	1,251	1,389
April	1,388	1,351	1,361
May	1,405	1,270	1,243
June	1,330	1,325	1,293
July	1,426	1,307	
August	1,106	1,257	
September	1,200	1,149	
October	1,161	1,048	
November	795	824	
December	651	678	

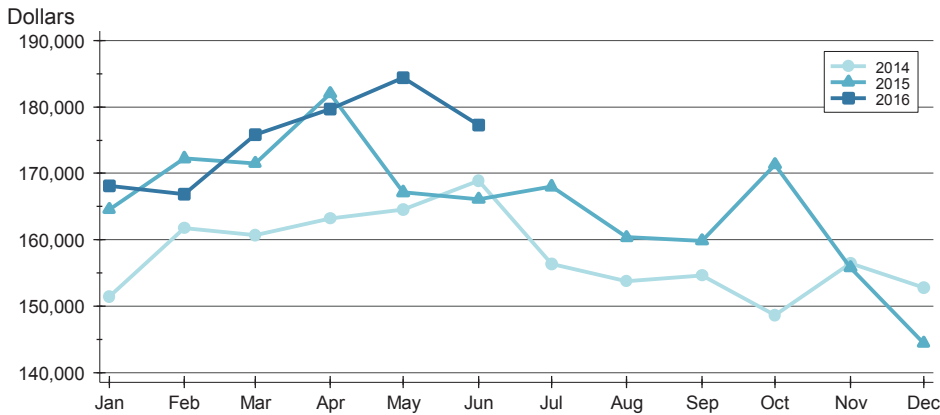
**BY PRICE RANGE** >>

Price Range	New Listings			List Price	
	Number	Percent	Volume	Average	Median
Below \$25,000	20	1.5%	218	10,893	11,500
\$25,000-\$49,999	80	6.2%	3,146	39,322	40,000
\$50,000-\$99,999	301	23.3%	22,670	75,316	75,000
\$100,000-\$124,999	83	6.4%	9,363	112,810	114,000
\$125,000-\$149,999	187	14.5%	25,817	138,056	139,000
\$150,000-\$174,999	125	9.7%	20,434	163,474	164,900
\$175,000-\$199,999	112	8.7%	20,928	186,857	185,000
\$200,000-\$249,999	125	9.7%	28,346	226,769	224,900
\$250,000-\$299,999	85	6.6%	23,431	275,660	274,999
\$300,000-\$399,999	83	6.4%	28,437	342,617	339,900
\$400,000-\$499,999	29	2.2%	12,846	442,967	439,900
\$500,000-\$749,999	23	1.8%	13,589	590,843	575,000
\$750,000-\$999,999	6	0.5%	5,143	857,217	849,950
\$1,000,000 and up	8	0.6%	10,197	1,274,625	1,174,000
All price ranges	1,293	100.0%	229,174	177,242	145,500

**NEW LISTINGS ANALYSIS**

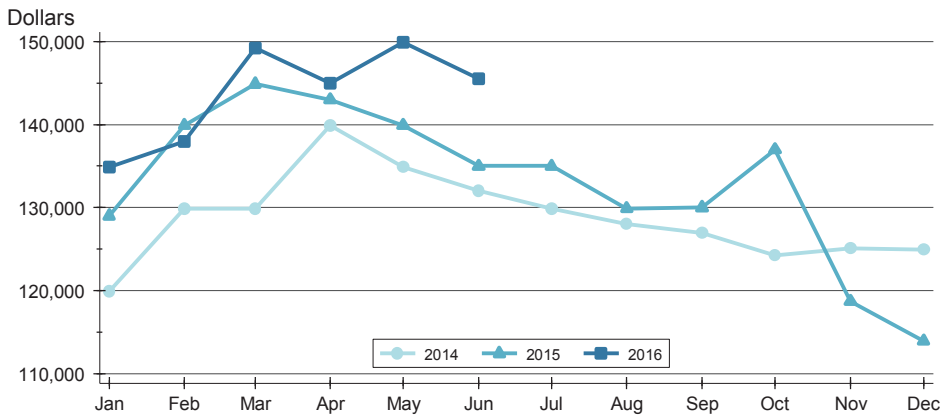
**ENTIRE MLS SYSTEM  
ALL HOMES  
AS OF 7/14/2016**

**AVERAGE PRICE** >>



Month	2014	2015	2016
January	151,397	164,564	168,145
February	161,751	172,239	166,814
March	160,736	171,487	175,784
April	163,173	182,004	179,649
May	164,541	167,129	184,426
June	168,890	166,097	177,242
July	156,387	167,995	
August	153,709	160,350	
September	154,638	159,828	
October	148,673	171,316	
November	156,469	155,810	
December	152,774	144,432	

**MEDIAN PRICE** >>

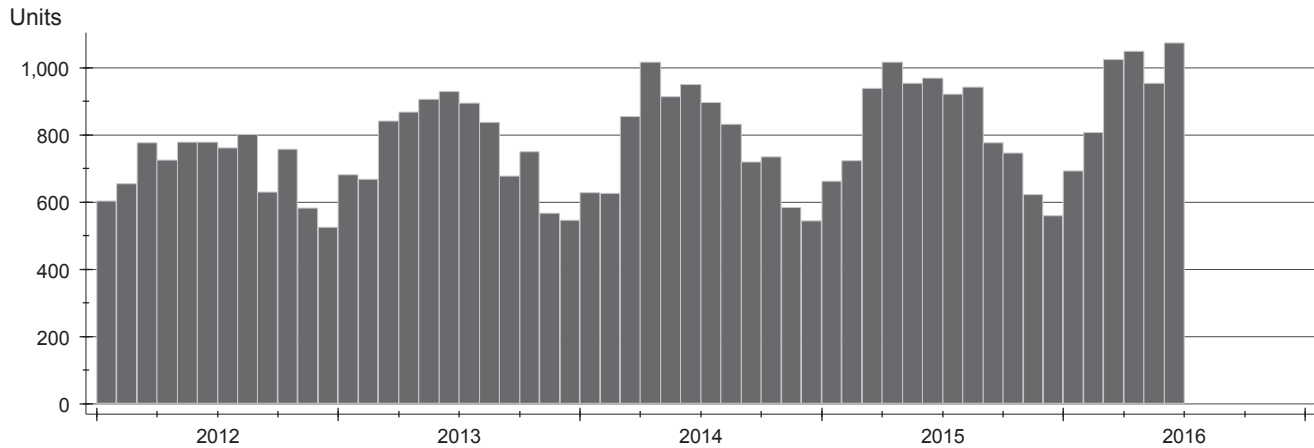


Month	2014	2015	2016
January	119,950	129,000	134,900
February	129,900	139,900	138,000
March	129,900	144,900	149,200
April	139,900	143,000	145,000
May	134,900	139,900	149,900
June	132,000	135,000	145,500
July	129,900	135,000	
August	128,000	129,900	
September	126,900	130,000	
October	124,250	137,000	
November	125,080	118,700	
December	124,900	113,900	

**CONTRACTS WRITTEN ANALYSIS**

**HISTORY** >>

**ENTIRE MLS SYSTEM  
ALL HOMES  
AS OF 7/14/2016**



**SUMMARY** >>

Summary Statistics for Contracts Written		June			Year-to-Date		
		2016	2015	Change	2016	2015	Change
Contracts Written		<b>1,074</b>	970	10.7%	<b>5,604</b>	5,265	6.4%
Volume (1,000s)		<b>178,577</b>	158,988	12.3%	<b>916,779</b>	850,654	7.8%
Average	List Price	<b>166,272</b>	163,905	1.4%	<b>163,594</b>	161,568	1.3%
	Days on Market	<b>47</b>	54	-12.2%	<b>54</b>	62	-12.3%
	Percent of Original	<b>96.9%</b>	95.5%	1.5%	<b>95.6%</b>	95.2%	0.5%
Median	List Price	<b>144,200</b>	143,000	0.8%	<b>139,900</b>	138,900	0.7%
	Days on Market	<b>23</b>	26	-9.8%	<b>23</b>	29	-20.7%
	Percent of Original	<b>100.0%</b>	97.3%	2.7%	<b>98.4%</b>	97.2%	1.2%

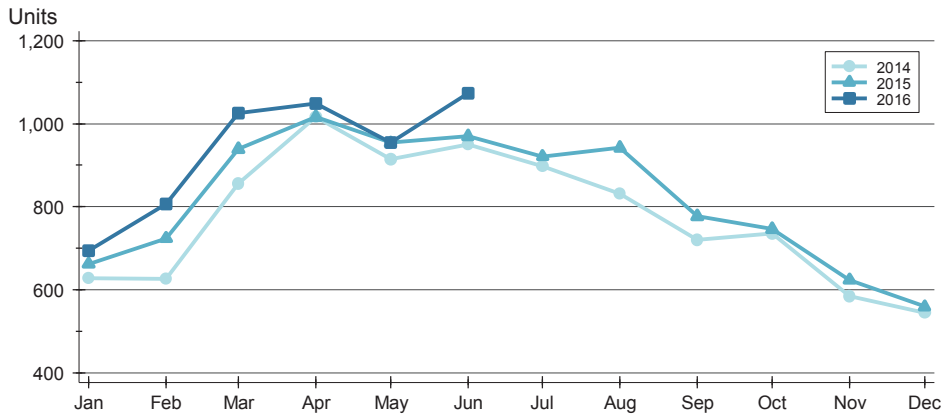
A total of 1,074 contracts for sale were written in South Central Kansas during the month of June, up from 970 in 2015. The median list price of these homes was \$144,200, up from \$143,000 the prior year.

Half of the homes that went under contract in June were on the market less than 23 days, compared to 26 days in June 2015.

**CONTRACTS WRITTEN ANALYSIS**

**ENTIRE MLS SYSTEM  
ALL HOMES  
AS OF 7/14/2016**

**BY MONTH >>**



Month	2014	2015	2016
January	628	662	694
February	626	724	807
March	856	939	1,025
April	1,017	1,016	1,049
May	915	954	955
June	950	970	1,074
July	897	921	
August	832	942	
September	720	777	
October	735	746	
November	585	623	
December	545	559	

**BY PRICE RANGE >>**

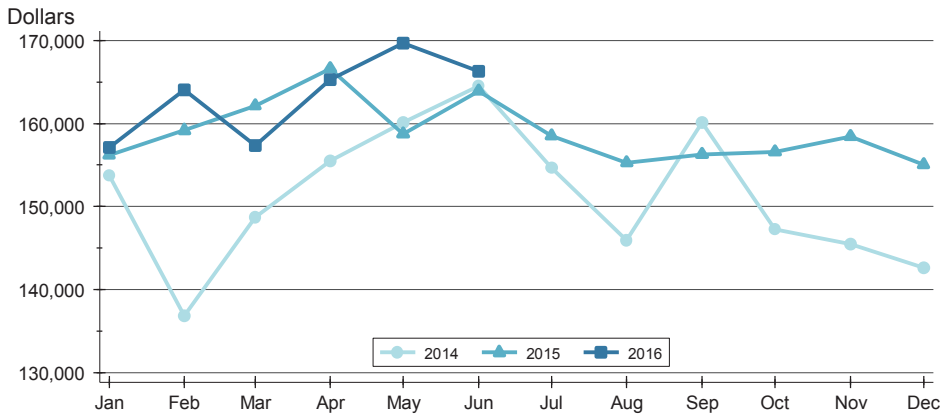
Price Range	Contracts Written			List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median
Below \$25,000	19	1.8%	338	17,811	18,800	55	27	85.0%	86.7%
\$25,000-\$49,999	62	5.8%	2,410	38,872	40,683	61	26	93.2%	96.5%
\$50,000-\$99,999	226	21.0%	17,466	77,282	79,900	49	26	95.5%	100.0%
\$100,000-\$124,999	93	8.7%	10,519	113,104	114,500	44	15	97.2%	100.0%
\$125,000-\$149,999	154	14.3%	21,264	138,075	138,950	27	12	98.5%	100.0%
\$150,000-\$174,999	111	10.3%	18,149	163,507	164,900	35	16	99.2%	100.0%
\$175,000-\$199,999	87	8.1%	16,236	186,621	185,000	29	9	98.6%	100.0%
\$200,000-\$249,999	102	9.5%	23,016	225,651	224,387	45	22	97.6%	100.0%
\$250,000-\$299,999	54	5.0%	14,807	274,200	274,900	93	44	97.0%	98.8%
\$300,000-\$399,999	51	4.7%	17,488	342,892	339,900	53	32	97.3%	100.0%
\$400,000-\$499,999	25	2.3%	10,986	439,459	425,000	82	48	97.8%	98.9%
\$500,000-\$749,999	17	1.6%	9,896	582,142	570,000	96	48	95.3%	100.0%
\$750,000-\$999,999	4	0.4%	3,495	873,700	849,950	54	63	97.2%	100.0%
\$1,000,000 and up	1	0.1%	1,200	1,200,000	1,200,000	293	293	104.3%	104.3%
All price ranges	1,074	100.0%	178,577	166,272	144,200	47	23	96.9%	100.0%



**CONTRACTS WRITTEN ANALYSIS**

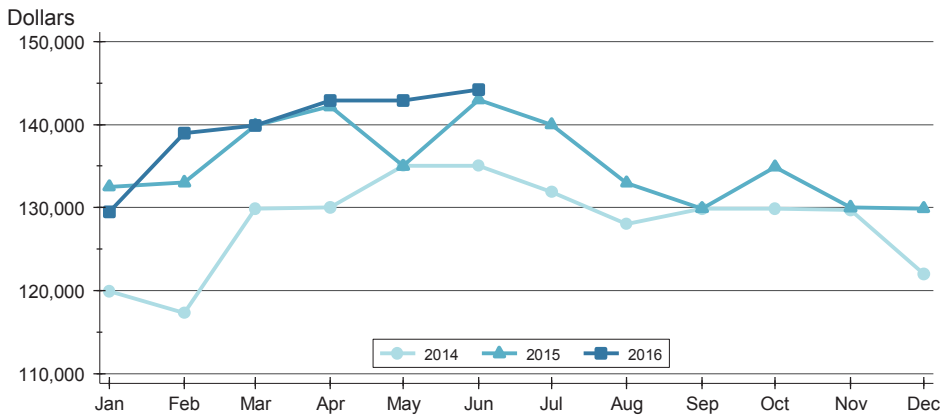
**ENTIRE MLS SYSTEM  
ALL HOMES  
AS OF 7/14/2016**

**AVERAGE PRICE** >>



Month	2014	2015	2016
January	153,756	156,216	157,153
February	136,796	159,199	164,033
March	148,693	162,140	157,367
April	155,505	166,619	165,272
May	160,105	158,755	169,677
June	164,515	163,905	166,272
July	154,627	158,513	158,513
August	145,938	155,274	155,274
September	160,116	156,276	156,276
October	147,207	156,601	156,601
November	145,455	158,449	158,449
December	142,652	155,067	155,067

**MEDIAN PRICE** >>

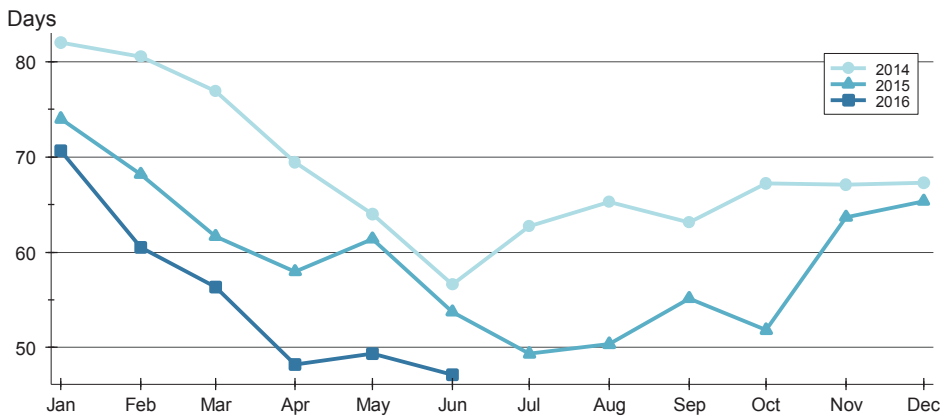


Month	2014	2015	2016
January	119,900	132,500	129,500
February	117,315	133,000	139,000
March	129,900	139,900	139,900
April	130,000	142,200	142,900
May	135,000	135,000	142,900
June	135,000	143,000	144,200
July	131,900	140,000	140,000
August	128,000	132,950	132,950
September	129,900	129,900	129,900
October	129,900	134,900	134,900
November	129,675	130,000	130,000
December	122,000	129,900	129,900

**CONTRACTS WRITTEN ANALYSIS**

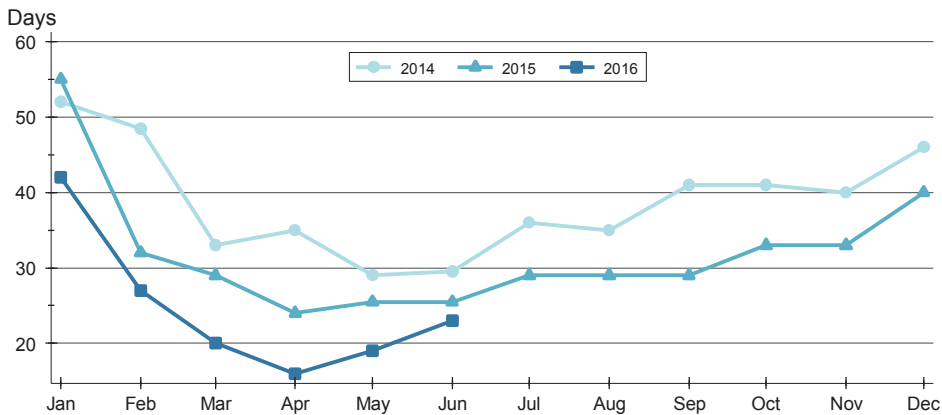
**ENTIRE MLS SYSTEM  
ALL HOMES  
AS OF 7/14/2016**

**AVERAGE DOM** >>



Month	2014	2015	2016
January	82	74	71
February	81	68	61
March	77	62	56
April	69	58	48
May	64	61	49
June	57	54	47
July	63	49	
August	65	50	
September	63	55	
October	67	52	
November	67	64	
December	67	65	

**MEDIAN DOM** >>

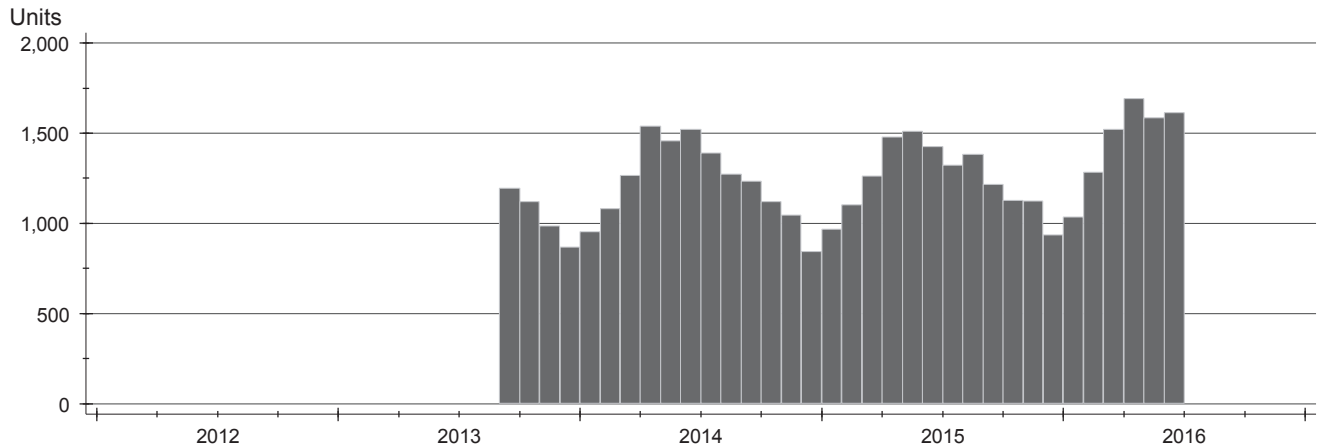


Month	2014	2015	2016
January	52	55	42
February	49	32	27
March	33	29	20
April	35	24	16
May	29	26	19
June	30	26	23
July	36	29	
August	35	29	
September	41	29	
October	41	33	
November	40	33	
December	46	40	

# PENDING CONTRACTS ANALYSIS

**HISTORY** >>

**ENTIRE MLS SYSTEM  
ALL HOMES  
AS OF 7/14/2016**



**SUMMARY** >>

Summary Statistics for Pending Contracts		End of June		
		2016	2015	Change
Pending Contracts		<b>1,613</b>	1,427	13.0%
Volume (1,000s)		<b>290,522</b>	242,428	19.8%
Average	List Price	<b>180,113</b>	169,887	6.0%
	Days on Market	<b>46</b>	58	-21.0%
	Percent of Original	<b>98.0%</b>	97.7%	0.4%
Median	List Price	<b>149,900</b>	140,000	7.1%
	Days on Market	<b>18</b>	25	-28.0%
	Percent of Original	<b>100.0%</b>	100.0%	0.0%

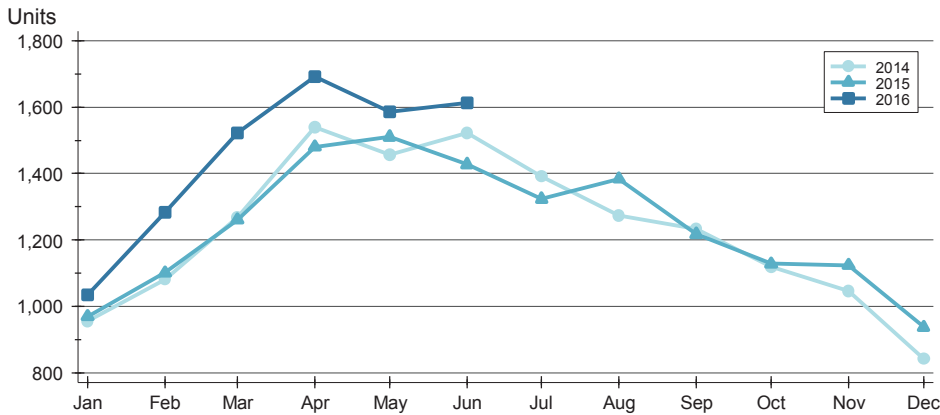
A total of 1,613 listings in South Central Kansas had contracts pending at the end of June, up from 1,427 contracts pending at the end of June 2015.

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  
AS OF 7/14/2016**



Month	2014	2015	2016
January	955	969	1,034
February	1,080	1,101	1,284
March	1,267	1,261	1,522
April	1,539	1,480	1,693
May	1,456	1,510	1,586
June	1,522	1,427	1,613
July	1,391	1,323	
August	1,273	1,384	
September	1,233	1,217	
October	1,120	1,128	
November	1,046	1,123	
December	842	937	

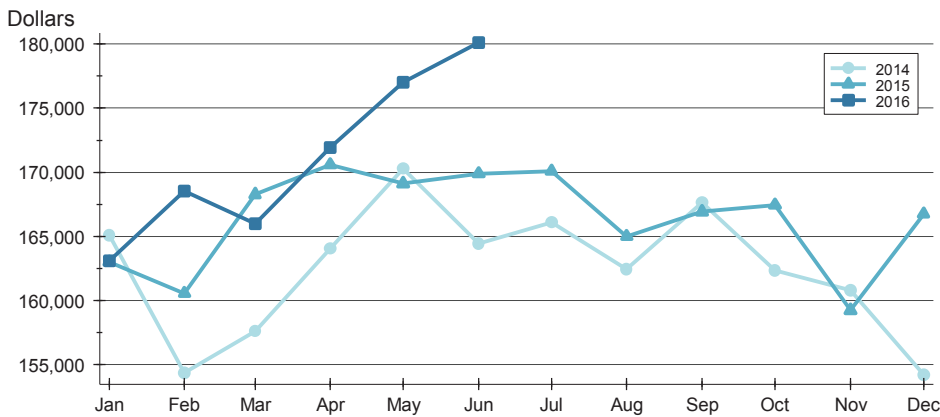
**BY PRICE RANGE** >>

Price Range	Contracts Pending			List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median
Below \$25,000	19	1.2%	350	18,426	20,000	47	26	93.4%	100.0%
\$25,000-\$49,999	73	4.5%	2,964	40,606	42,000	71	32	94.9%	100.0%
\$50,000-\$99,999	340	21.1%	26,205	77,073	79,500	52	26	96.7%	100.0%
\$100,000-\$124,999	135	8.4%	15,318	113,469	114,900	41	13	98.5%	100.0%
\$125,000-\$149,999	223	13.8%	30,713	137,728	138,900	30	12	98.8%	100.0%
\$150,000-\$174,999	165	10.2%	26,980	163,517	164,900	39	15	99.1%	100.0%
\$175,000-\$199,999	135	8.4%	25,323	187,576	188,500	32	8	99.2%	100.0%
\$200,000-\$249,999	182	11.3%	41,195	226,344	225,000	53	17	98.3%	100.0%
\$250,000-\$299,999	107	6.6%	29,547	276,136	275,000	54	13	98.9%	100.0%
\$300,000-\$399,999	100	6.2%	34,573	345,734	342,450	49	20	98.1%	100.0%
\$400,000-\$499,999	42	2.6%	18,333	436,506	425,721	53	28	99.1%	100.0%
\$500,000-\$749,999	27	1.7%	16,086	595,774	588,655	67	40	98.5%	100.0%
\$750,000-\$999,999	9	0.6%	7,740	859,952	850,000	60	15	98.9%	100.0%
\$1,000,000 and up	5	0.3%	6,009	1,201,830	1,199,000	75	16	98.9%	100.0%
All price ranges	1,613	100.0%	290,522	180,113	149,900	46	18	98.0%	100.0%

**PENDING CONTRACTS ANALYSIS**

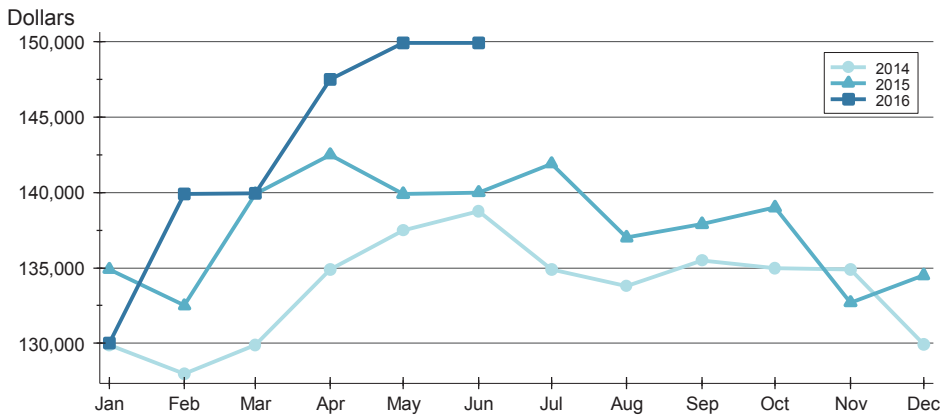
**ENTIRE MLS SYSTEM  
ALL HOMES  
AS OF 7/14/2016**

**AVERAGE PRICE** >>



Month	2014	2015	2016
January	165,083	162,993	163,080
February	154,377	160,550	168,555
March	157,614	168,272	166,010
April	164,050	170,592	171,919
May	170,276	169,126	177,027
June	164,441	169,887	180,113
July	166,067	170,100	
August	162,437	164,997	
September	167,647	166,919	
October	162,333	167,456	
November	160,785	159,226	
December	154,229	166,746	

**MEDIAN PRICE** >>



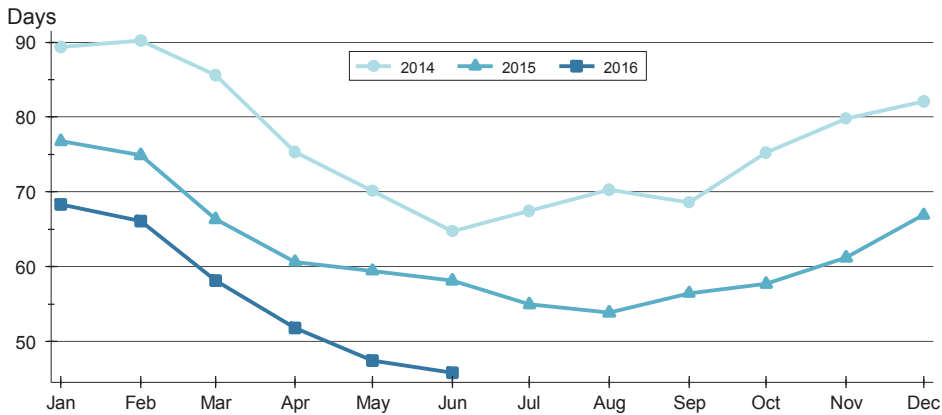
Month	2014	2015	2016
January	129,900	134,900	130,000
February	128,000	132,500	139,900
March	129,900	139,900	139,950
April	134,900	142,500	147,500
May	137,500	139,900	149,900
June	138,750	140,000	149,900
July	134,900	141,900	
August	133,800	137,000	
September	135,500	137,900	
October	135,000	139,000	
November	134,900	132,700	
December	129,950	134,500	



**PENDING CONTRACTS ANALYSIS**

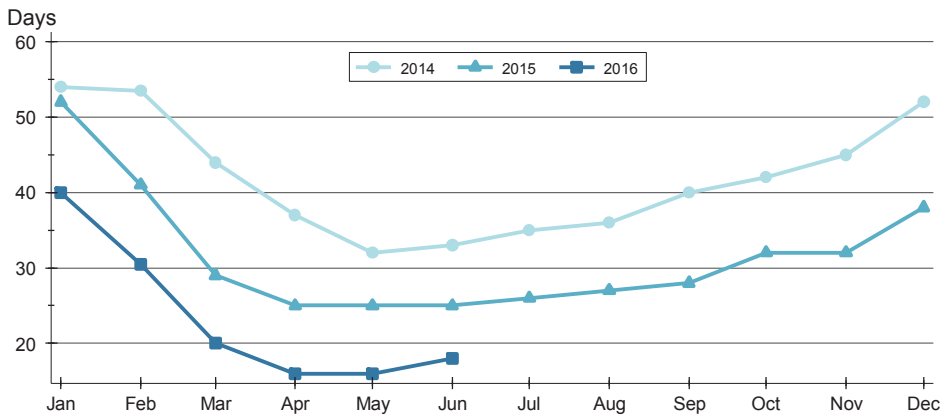
**ENTIRE MLS SYSTEM  
ALL HOMES  
AS OF 7/14/2016**

**AVERAGE DOM** >>



Month	2014	2015	2016
January	89	77	68
February	90	75	66
March	86	66	58
April	75	61	52
May	70	59	47
June	65	58	46
July	67	55	
August	70	54	
September	69	56	
October	75	58	
November	80	61	
December	82	67	

**MEDIAN DOM** >>



Month	2014	2015	2016
January	54	52	40
February	54	41	31
March	44	29	20
April	37	25	16
May	32	25	16
June	33	25	18
July	35	26	
August	36	27	
September	40	28	
October	42	32	
November	45	32	
December	52	38	



South Central Kansas MLS

## South Central Kansas MLS

170 W. Dewey, Wichita, KS 67202

[www.sckrealtors.com](http://www.sckrealtors.com)

July 15, 2016

### **South Central Kansas Multiple Listing Service Releases Home Sales Figures for June 2016**

Homes sales in South Central Kansas rose by 2.3% in June compared to the prior year. Sales in June 2016 totaled 1,058 units, up from 1,034 in 2015.

Among existing homes, 999 units sold in June, an increase of 3.4% from 966 units that sold in 2015. The average sale price of existing homes was \$154,672. This represents an increase of 4.2% from the June 2015 average price of \$148,385.

For new construction, 59 sales occurred in June, down from 68 units the prior year, a decrease of 13.2%. The average sale price of new homes in June was \$323,569, up 12.8% from the same period last year.

A total of 1,074 contracts for sale were written in June 2016, up from 970 in June 2015. This is an increase of 10.7%. 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 2,628 units at the end of June, which is down from 2,926 homes that were on the market at the end of June last year. At the current rate of sales, this figure represents 2.5 months' supply of homes on the market.

Note: This information is based on information provided by the REALTORS® of South Central Kansas or South Central Kansas Multiple Listing Service, Inc. for the period indicated. Neither the REALTORS® of South Central Kansas nor the South Central Kansas Multiple Listing Service, Inc. guarantee or are in any way responsible for the accuracy of the data and the data that is provided may not reflect all real estate activity in the market.

