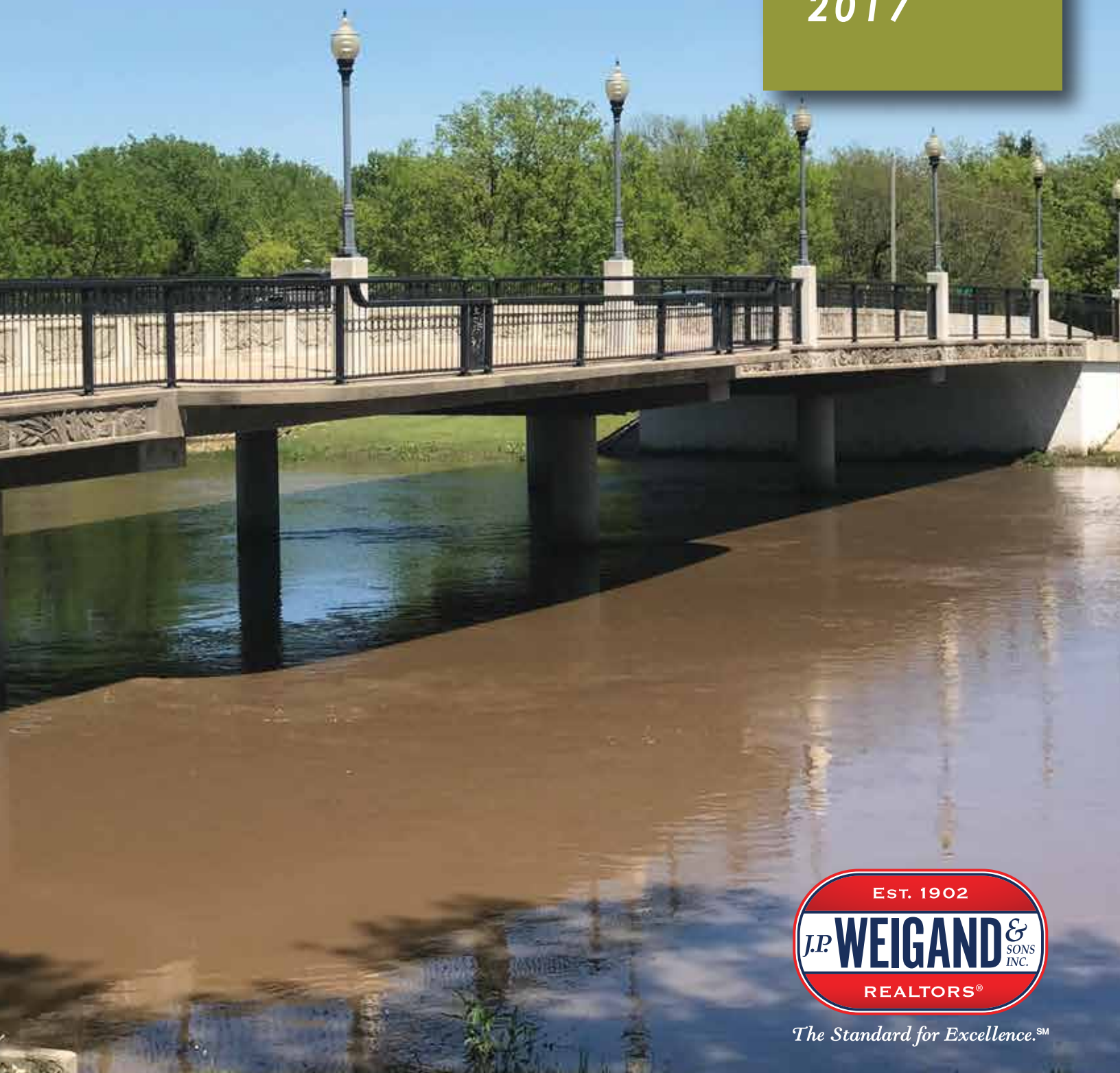


# WICHITA MARKET TRENDS

JUNE  
2017



*The Standard for Excellence.™*

## MARKET OVERVIEW >>

### South Central Kansas Home Sales Rose in June

Total home sales in South Central Kansas rose by 2.7% last month to 1,100 units, compared to 1,071 units in June 2016. Total sales volume was \$182.7 million, up 4.1% from a year earlier.

The median sale price in June was \$145,000, up from \$141,500 a year earlier. Homes that sold in June were typically on the market for 15 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 2,512 units, down from 2,628 at the same point in 2016. This represents a 2.3 months' supply of homes available for sale. The median list price of homes on the market at the end of June was \$175,000.

During June, a total of 1,029 contracts were written down from 1,071 in June 2016. At the end of the month, there were 1,432 contracts pending, compared to 1,613 at the end of June 2016.

Entire MLS System				
Current Month		June		
Summary Statistics		2017	2016	Change
Home Sales		<b>1,100</b>	1,071	2.7%
Active Listings		<b>2,512</b>	2,628	-4.4%
Months' Supply		<b>2.3</b>	2.5	-6.9%
New Listings		<b>1,382</b>	1,332	3.8%
Contracts Written		<b>1,029</b>	1,071	-3.9%
Pending Contracts		<b>1,432</b>	1,613	-11.2%
Sales Volume (1,000s)		<b>182,682</b>	175,481	4.1%
Average	Sale Price	<b>166,075</b>	163,848	1.4%
	List Price of Actives	<b>229,403</b>	220,272	4.1%
	Days on Market	<b>41</b>	48	-16.1%
	Percent of List	<b>97.9%</b>	97.9%	0.0%
	Percent of Original	<b>95.9%</b>	96.2%	-0.3%
Median	Sale Price	<b>145,000</b>	141,500	2.5%
	List Price of Actives	<b>175,000</b>	159,900	9.4%
	Days on Market	<b>15</b>	19	-21.1%
	Percent of List	<b>99.2%</b>	99.2%	0.0%
	Percent of Original	<b>98.2%</b>	98.1%	0.1%

## REPORT CONTENTS >>

### Your Association Working for You!

The South Central Kansas MLS statistical reports are one of the many benefits you receive from being a member of the REALTORS® of South Central Kansas. Through a partnership with the Kansas Association of REALTORS®, we will send you these reports each month to help you better serve your clients and promote your business.

### Contact Information

Jon Quincy, President  
 South Central Kansas Multiple Listing Service  
 170 W Dewey St  
 Wichita, KS 67202  
[jonquincy@penfedrealty.com](mailto:jonquincy@penfedrealty.com)  
[www.sckrealtors.com](http://www.sckrealtors.com)

- **Three-Year Comparisons** – Page 2
- **Year-to-Date Statistics** – Page 3
- **Closed Listings Analysis** – Page 4
- **Active Listings Analysis** – Page 8
- **Months' Supply Analysis** – Page 12
- **New Listings Analysis** – Page 13
- **Contracts Written Analysis** – Page 16
- **Pending Contracts Analysis** – Page 20



## THREE-YEAR COMPARISONS

### SUMMARY >>

**BREAKDOWNS BY HOME TYPE**  
**ENTIRE MLS SYSTEM**  
**AS OF 7/9/2017**

June MLS Statistics By Property Type		2017			2016			2015		
		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		<b>1,100</b>	<b>1,051</b>	<b>49</b>	1,071	1,003	68	1,034	957	69
Change from prior year		2.7%	4.8%	-27.9%	3.6%	4.8%	-1.4%	8.8%	9.6%	-4.2%
Active Listings		<b>2,512</b>	<b>2,231</b>	<b>281</b>	2,628	2,376	252	2,926	2,653	273
Change from prior year		-4.4%	-6.1%	11.5%	-10.2%	-10.4%	-7.7%	-6.3%	-7.7%	9.6%
Months' Supply		<b>2.3</b>	<b>2.1</b>	<b>5.7</b>	2.5	2.4	3.7	2.8	2.8	4.0
Change from prior year		-6.9%	-10.4%	54.7%	-13.3%	-14.5%	-6.3%	-13.9%	-15.8%	14.4%
New Listings		<b>1,382</b>	<b>1,306</b>	<b>76</b>	1,332	1,253	78	1,325	1,248	76
Change from prior year		3.8%	4.2%	-2.6%	0.5%	0.4%	2.6%	-0.4%	1.2%	-8.4%
Contracts Written		<b>1,029</b>	<b>980</b>	<b>49</b>	1,071	1,005	66	969	905	62
Change from prior year		-3.9%	-2.5%	-25.8%	10.5%	11.0%	6.5%	2.0%	3.3%	-13.9%
Pending Contracts		<b>1,432</b>	<b>1,269</b>	<b>163</b>	1,613	1,455	158	1,427	1,302	125
Change from prior year		-11.2%	-12.8%	3.2%	13.0%	11.8%	26.4%	-6.2%	-5.9%	-9.4%
Sales Volume (1,000s)		<b>182,682</b>	<b>166,158</b>	<b>16,525</b>	175,481	153,441	22,039	162,837	141,604	20,227
Change from prior year		4.1%	8.3%	-25.0%	7.8%	8.4%	9.0%	5.2%	7.4%	-10.6%
Average	Sale Price	<b>166,075</b>	<b>158,095</b>	<b>337,241</b>	163,848	152,982	324,108	157,482	147,967	293,146
	Change from prior year	1.4%	3.3%	4.1%	4.0%	3.4%	10.6%	-3.3%	-2.1%	-6.8%
	List Price of Actives	<b>229,403</b>	<b>216,585</b>	<b>329,533</b>	220,272	209,896	317,072	203,356	190,463	327,098
	Change from prior year	4.1%	3.2%	3.9%	8.3%	10.2%	-3.1%	2.7%	1.2%	5.3%
	Days on Market	<b>40</b>	<b>39</b>	<b>77</b>	48	44	112	62	57	139
	Change from prior year	-16.1%	-11.7%	-31.2%	-22.1%	-22.5%	-19.6%	-11.9%	-12.3%	1.7%
Median	Percent of List	<b>97.9%</b>	<b>97.7%</b>	<b>101.9%</b>	97.9%	97.6%	102.0%	97.5%	97.2%	102.3%
	Change from prior year	0.0%	0.1%	-0.1%	0.4%	0.4%	-0.3%	-1.1%	-1.1%	0.3%
	Percent of Original	<b>95.9%</b>	<b>95.6%</b>	<b>102.2%</b>	96.2%	95.7%	102.9%	95.5%	94.9%	103.9%
	Change from prior year	-0.3%	-0.1%	-0.6%	0.7%	0.9%	-1.0%	-1.0%	-1.1%	1.3%
	Sale Price	<b>145,000</b>	<b>139,200</b>	<b>271,682</b>	141,500	135,900	275,962	130,000	127,000	250,000
	Change from prior year	2.5%	2.4%	-1.6%	8.8%	7.0%	10.4%	0.5%	2.0%	-0.2%
List Price of Actives	<b>175,000</b>	<b>159,900</b>	<b>285,000</b>	159,900	140,500	259,450	149,500	134,900	273,550	
Change from prior year	9.4%	13.8%	9.8%	7.0%	4.2%	-5.2%	3.2%	0.0%	5.2%	
Days on Market	<b>15</b>	<b>15</b>	<b>7</b>	19	19	32	28	28	84	
Change from prior year	-21.1%	-21.1%	-78.1%	-32.1%	-32.1%	-61.9%	-9.7%	-6.7%	-1.8%	
Percent of List	<b>99.2%</b>	<b>99.1%</b>	<b>100.0%</b>	99.2%	98.9%	100.0%	98.7%	98.4%	100.0%	
Change from prior year	0.0%	0.2%	0.0%	0.5%	0.5%	0.0%	0.3%	0.4%	-0.4%	
Percent of Original	<b>98.2%</b>	<b>98.0%</b>	<b>100.2%</b>	98.1%	97.8%	100.0%	97.5%	97.1%	101.9%	
Change from prior year	0.1%	0.2%	0.2%	0.7%	0.7%	-1.9%	0.1%	0.2%	0.6%	

# YEAR-TO-DATE STATISTICS

## SUMMARY >>

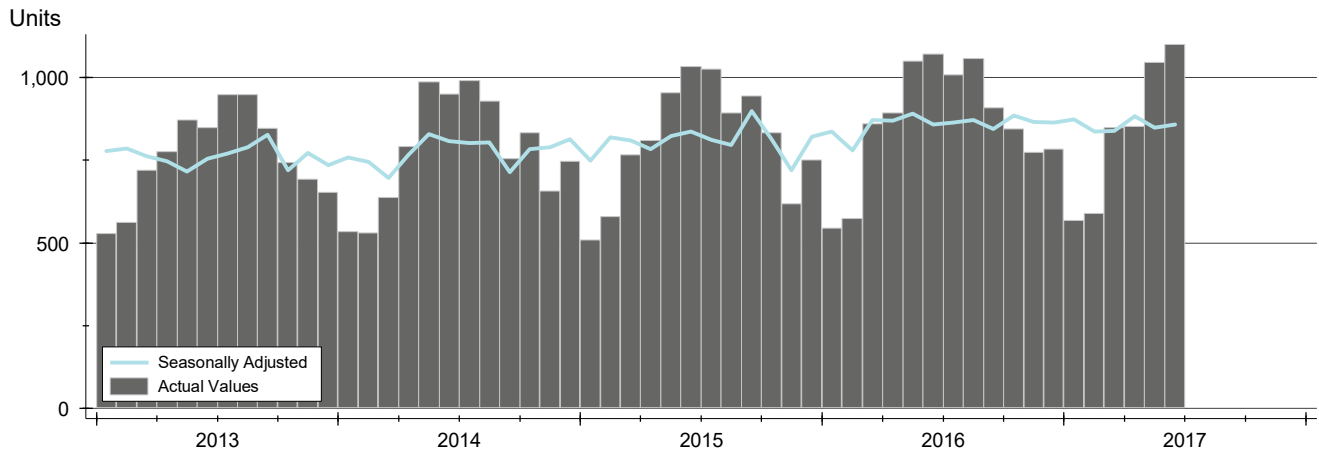
### YTD BREAKDOWNS BY HOME TYPE ENTIRE MLS SYSTEM AS OF 7/9/2017

Year-to-Date Activity By Property Type		2017			2016			2015		
		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		<b>5,003</b>	<b>4,687</b>	<b>316</b>	4,991	4,641	350	4,653	4,335	282
Change from prior year		0.2%	1.0%	-9.7%	7.3%	7.1%	24.1%	5.0%	5.7%	-6.9%
New Listings		<b>7,127</b>	<b>6,706</b>	<b>421</b>	7,346	6,854	491	7,250	6,749	442
Change from prior year		-3.0%	-2.2%	-14.3%	1.3%	1.6%	11.1%	0.5%	-0.2%	11.1%
Contracts Written		<b>5,531</b>	<b>5,202</b>	<b>329</b>	5,668	5,238	430	5,263	4,862	366
Change from prior year		-2.4%	-0.7%	-23.5%	7.7%	7.7%	17.5%	5.4%	4.7%	13.3%
Sales Volume (1,000s)		<b>780,183</b>	<b>685,610</b>	<b>94,573</b>	771,638	670,248	101,391	695,788	612,713	80,385
Change from prior year		1.1%	2.3%	-6.7%	10.9%	9.4%	26.1%	9.2%	12.1%	-9.6%
Average	Sale Price	<b>155,943</b>	<b>146,279</b>	<b>299,283</b>	154,606	144,419	289,688	149,535	141,341	285,055
	Change from prior year	0.9%	1.3%	3.3%	3.4%	2.2%	1.6%	4.0%	6.1%	-2.9%
	Days on Market	<b>51</b>	<b>49</b>	<b>88</b>	58	53	119	66	62	120
	Change from prior year	-11.2%	-8.1%	-25.9%	-12.0%	-14.8%	-0.3%	-12.6%	-13.0%	1.0%
	Percent of List	<b>97.4%</b>	<b>97.1%</b>	<b>101.8%</b>	97.3%	97.0%	101.1%	97.1%	96.7%	102.3%
Change from prior year	0.1%	0.1%	0.7%	0.2%	0.2%	-1.2%	0.0%	0.0%	0.5%	
Median	Percent of Original	<b>95.1%</b>	<b>94.6%</b>	<b>102.4%</b>	95.1%	94.5%	101.4%	94.8%	94.2%	103.1%
	Change from prior year	0.1%	0.1%	0.9%	0.3%	0.4%	-1.6%	0.5%	0.5%	0.6%
	Sale Price	<b>135,400</b>	<b>130,000</b>	<b>261,951</b>	134,000	127,999	253,852	129,900	125,000	245,519
	Change from prior year	1.0%	1.6%	3.2%	3.2%	2.4%	3.4%	8.3%	8.7%	-0.8%
	Days on Market	<b>23</b>	<b>23</b>	<b>26</b>	26	26	54	34	34	70
Change from prior year	-11.5%	-11.5%	-52.3%	-23.5%	-23.5%	-23.0%	-15.0%	-12.8%	5.3%	
Percent of List	Change from prior year	0.3%	0.3%	0.0%	0.4%	0.4%	0.0%	0.3%	0.4%	0.0%
	Percent of Original	<b>97.6%</b>	<b>97.2%</b>	<b>100.3%</b>	97.5%	97.1%	100.0%	96.9%	96.5%	100.8%
	Change from prior year	0.1%	0.1%	0.3%	0.6%	0.6%	-0.8%	0.5%	0.5%	0.1%

# CLOSED LISTINGS ANALYSIS

**HISTORY** >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 7/9/2017**



**SUMMARY** >>

Summary Statistics for Closed Listings		June			Year-to-Date		
		2017	2016	Change	2017	2016	Change
Closed Listings		<b>1,100</b>	1,071	2.7%	<b>5,003</b>	4,991	0.2%
Volume (1,000s)		<b>182,682</b>	175,481	4.1%	<b>780,183</b>	771,638	1.1%
Average	Sale Price	<b>166,075</b>	163,848	1.4%	<b>155,943</b>	154,606	0.9%
	Days on Market	<b>40</b>	48	-16.1%	<b>51</b>	58	-11.2%
	Percent of List	<b>97.9%</b>	97.9%	0.0%	<b>97.4%</b>	97.3%	0.1%
	Percent of Original	<b>95.9%</b>	96.2%	-0.3%	<b>95.1%</b>	95.1%	0.1%
Median	Sale Price	<b>145,000</b>	141,500	2.5%	<b>135,400</b>	134,000	1.0%
	Days on Market	<b>15</b>	19	-21.1%	<b>23</b>	26	-11.5%
	Percent of List	<b>99.2%</b>	99.2%	0.0%	<b>99.0%</b>	98.7%	0.3%
	Percent of Original	<b>98.2%</b>	98.1%	0.1%	<b>97.6%</b>	97.5%	0.1%

A total of 1,100 homes sold in South Central Kansas in June, up from 1,071 units in June 2016. Total sales volume rose to \$182.7 million compared to \$175.5 million in the previous year.

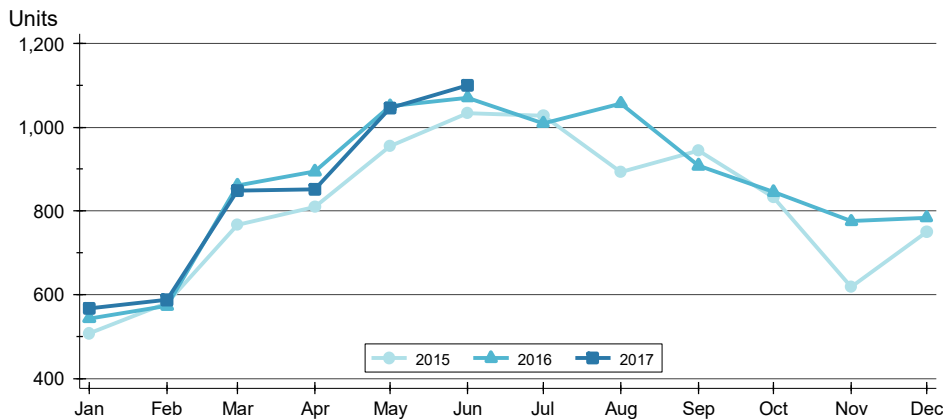
The median sales price in June was \$145,000, up 2.5% compared to the prior year. Median days on market was 15 days, down from 18 days in May, and down from 19 in June 2016.



# CLOSED LISTINGS ANALYSIS

## BY MONTH >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 7/9/2017**



Month	2015	2016	2017
January	508	543	568
February	580	573	588
March	767	860	849
April	810	894	852
May	954	1,050	1,046
June	1,034	1,071	1,100
July	1,027	1,009	1,009
August	893	1,057	1,057
September	944	908	908
October	833	845	845
November	619	775	775
December	750	784	784

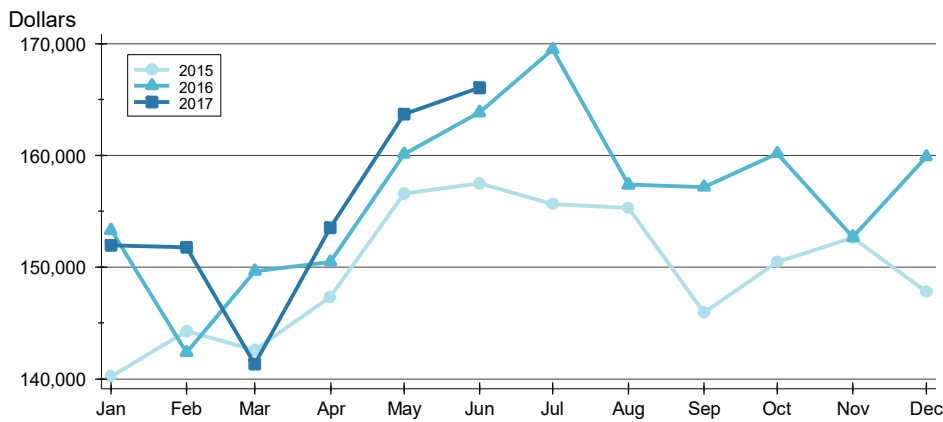
## BY PRICE RANGE >>

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	28	2.5%	495	17,691	18,600	54	32	92.0%	91.5%	84.3%	87.3%
\$25,000-\$49,999	90	8.2%	3,277	36,412	36,300	83	42	90.4%	89.2%	81.4%	83.5%
\$50,000-\$99,999	237	21.5%	17,771	74,984	75,000	36	13	98.0%	99.3%	96.0%	97.5%
\$100,000-\$124,999	91	8.3%	10,202	112,106	112,000	27	10	97.9%	99.2%	96.9%	97.0%
\$125,000-\$149,999	130	11.8%	17,791	136,854	135,750	22	6	99.4%	100.0%	98.2%	99.7%
\$150,000-\$174,999	134	12.2%	21,534	160,702	160,000	23	7	99.4%	100.0%	98.5%	100.0%
\$175,000-\$199,999	92	8.4%	17,130	186,192	185,000	23	10	98.9%	100.0%	97.9%	98.9%
\$200,000-\$249,999	119	10.8%	26,449	222,259	220,000	43	20	98.6%	98.8%	97.1%	97.9%
\$250,000-\$299,999	70	6.4%	18,904	270,062	269,000	56	22	99.1%	99.5%	98.2%	99.1%
\$300,000-\$399,999	65	5.9%	22,162	340,949	340,000	65	34	97.8%	98.4%	96.7%	98.0%
\$400,000-\$499,999	22	2.0%	9,416	428,014	421,430	69	21	100.2%	98.9%	98.9%	98.9%
\$500,000-\$749,999	13	1.2%	8,042	618,649	586,500	81	8	99.3%	99.1%	97.8%	98.7%
\$750,000-\$999,999	6	0.5%	5,201	866,910	848,250	55	5	96.5%	96.4%	96.0%	95.7%
\$1,000,000 and up	3	0.3%	4,307	1,435,815	1,217,446	79	64	99.9%	92.9%	100.7%	92.9%
All price ranges	1,100	100.0%	182,682	166,075	145,000	40	15	97.9%	99.2%	95.9%	98.2%

# CLOSED LISTINGS ANALYSIS

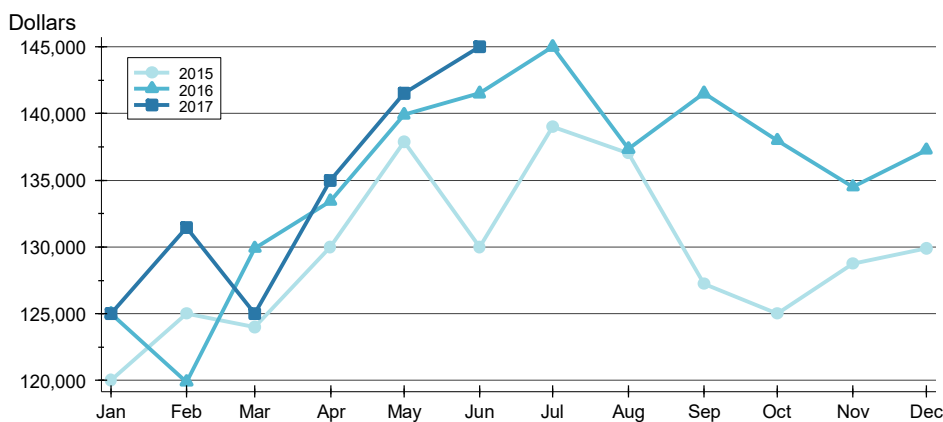
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 7/9/2017**

## AVERAGE PRICE >>



Month	2015	2016	2017
January	140,224	153,313	151,935
February	144,271	142,349	151,749
March	142,575	149,651	141,331
April	147,301	150,456	153,485
May	156,574	160,129	163,684
June	157,482	163,848	166,075
July	155,639	169,506	
August	155,285	157,370	
September	145,953	157,173	
October	150,456	160,166	
November	152,640	152,696	
December	147,763	159,886	

## MEDIAN PRICE >>

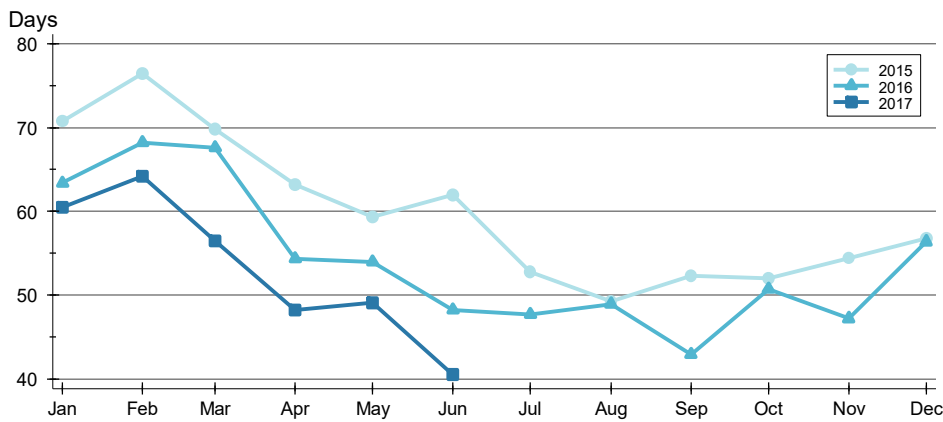


Month	2015	2016	2017
January	120,000	125,000	125,000
February	125,000	119,900	131,450
March	124,000	129,900	125,000
April	130,000	133,450	135,000
May	137,900	139,900	141,500
June	130,000	141,500	145,000
July	139,000	145,000	
August	137,000	137,350	
September	127,250	141,500	
October	125,000	138,000	
November	128,750	134,500	
December	129,900	137,263	

# CLOSED LISTINGS ANALYSIS

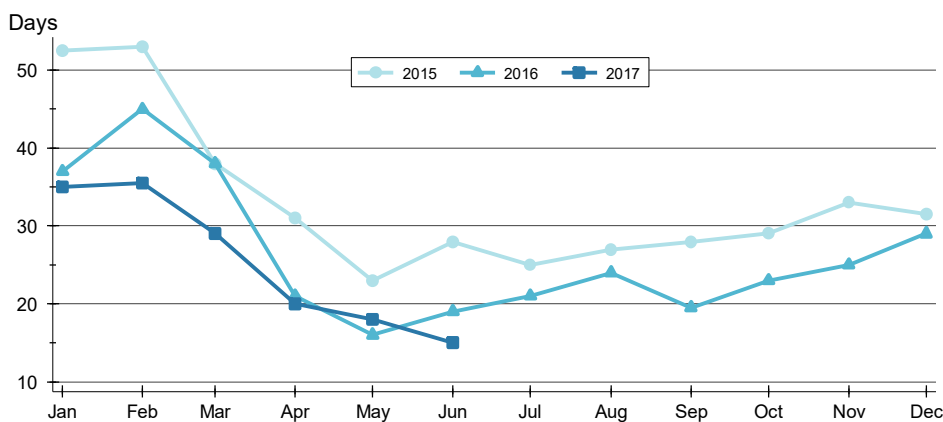
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 7/9/2017**

## AVERAGE DOM >>



Month	2015	2016	2017
January	71	63	60
February	76	68	64
March	70	68	56
April	63	54	48
May	59	54	49
June	62	48	40
July	53	48	48
August	49	49	49
September	52	43	43
October	52	51	51
November	54	47	47
December	57	56	56

## MEDIAN DOM >>



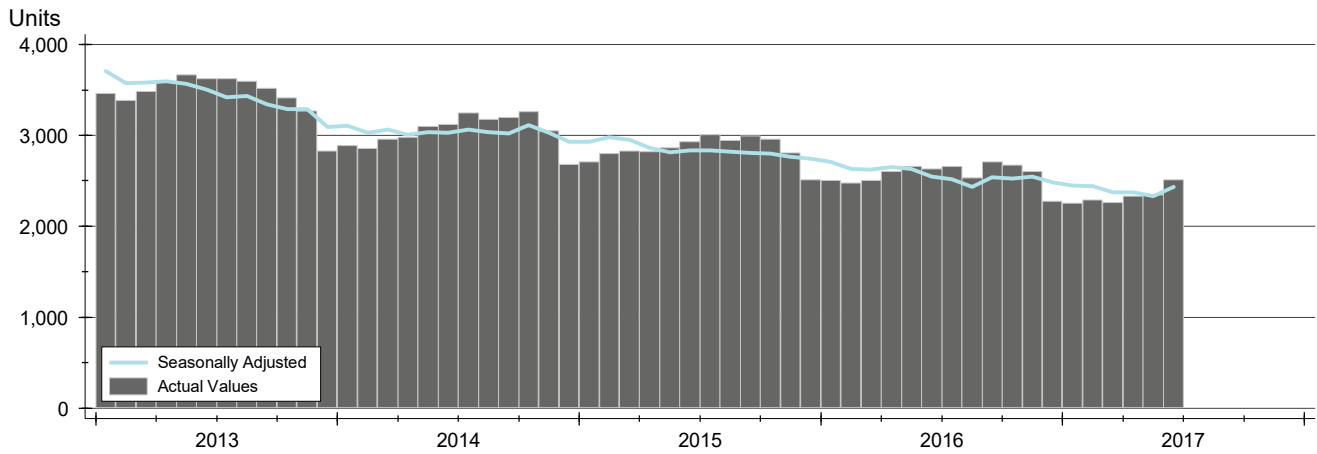
Month	2015	2016	2017
January	53	37	35
February	53	45	36
March	38	38	29
April	31	21	20
May	23	16	18
June	28	19	15
July	25	21	21
August	27	24	24
September	28	20	20
October	29	23	23
November	33	25	25
December	32	29	29



# ACTIVE LISTINGS ANALYSIS

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 7/9/2017**

**HISTORY >>**



**SUMMARY >>**

Summary Statistics for Active Listings		End of June		
		2017	2016	Change
Active Listings		<b>2,512</b>	2,628	-4.4%
Months' Supply		<b>2.3</b>	2.5	-6.9%
Volume (1,000s)		<b>576,260</b>	578,874	-0.5%
Average	List Price	<b>229,403</b>	220,272	4.1%
	Days on Market	<b>95</b>	103	-7.2%
	Percent of Original	<b>97.4%</b>	97.5%	-0.1%
Median	List Price	<b>175,000</b>	159,900	9.4%
	Days on Market	<b>52</b>	58	-11.2%
	Percent of Original	<b>100.0%</b>	100.0%	0.0%

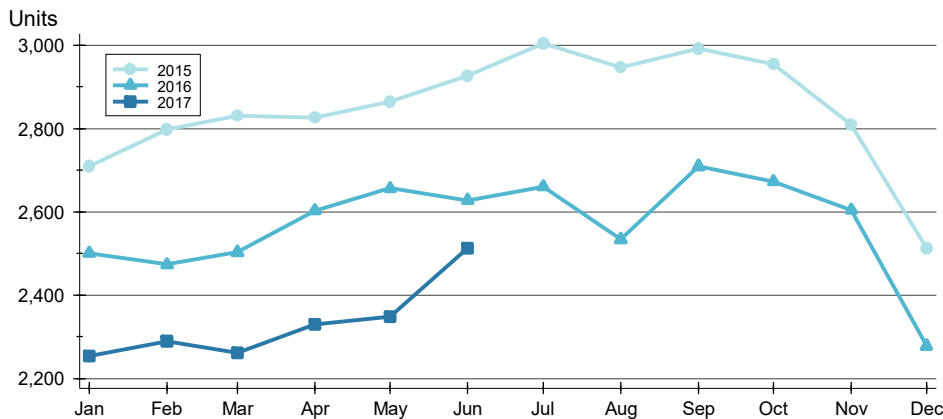
A total of 2,512 homes were available for sale in South Central Kansas at the end of June. This represents a 2.3 months' supply of active listings.

The median list price of homes on the market at the end of June was \$175,000, up 9.4% from 2016. The typical time on market for active listings was 52 days, down from 58 days a year earlier.

# ACTIVE LISTINGS ANALYSIS

## BY MONTH >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 7/9/2017**



Month	2015	2016	2017
January	2,710	2,500	2,254
February	2,798	2,473	2,289
March	2,831	2,503	2,261
April	2,825	2,603	2,330
May	2,864	2,656	2,348
June	2,926	2,628	2,512
July	3,004	2,660	
August	2,946	2,534	
September	2,991	2,709	
October	2,954	2,673	
November	2,808	2,604	
December	2,512	2,278	

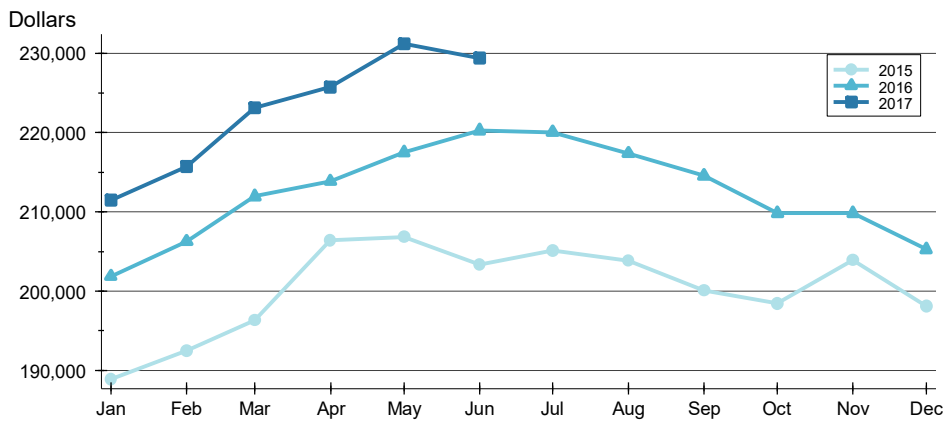
## BY PRICE RANGE >>

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	67	2.7%	901	2.4	13,453	15,000	101	36	92.5%	100.0%
\$25,000-\$49,999	193	7.7%	7,641	2.1	39,588	40,000	124	66	94.3%	100.0%
\$50,000-\$99,999	506	20.1%	37,518	2.1	74,147	74,000	97	46	96.8%	100.0%
\$100,000-\$124,999	140	5.6%	15,804	1.5	112,889	112,750	56	29	98.2%	100.0%
\$125,000-\$149,999	156	6.2%	21,401	1.2	137,187	136,900	63	35	98.0%	100.0%
\$150,000-\$174,999	169	6.7%	27,673	1.3	163,745	164,900	62	36	98.5%	100.0%
\$175,000-\$199,999	158	6.3%	29,706	1.7	188,015	188,425	82	36	98.3%	100.0%
\$200,000-\$249,999	298	11.9%	68,114	2.5	228,570	229,415	91	51	98.4%	100.0%
\$250,000-\$299,999	223	8.9%	61,316	3.2	274,961	274,900	88	46	98.7%	100.0%
\$300,000-\$399,999	258	10.3%	89,909	4.0	348,485	340,000	112	67	98.7%	100.0%
\$400,000-\$499,999	135	5.4%	59,828	6.1	443,172	439,900	131	79	97.2%	98.9%
\$500,000-\$749,999	100	4.0%	61,001	7.7	610,014	599,900	142	84	97.6%	100.0%
\$750,000-\$999,999	39	1.6%	33,801	6.5	866,705	850,000	155	115	93.7%	98.1%
\$1,000,000 and up	34	1.4%	53,387	11.3	1,570,195	1,331,597	140	93	97.1%	100.0%
All price ranges	2,512	100.0%	576,260	2.3	229,403	175,000	95	52	97.4%	100.0%

# ACTIVE LISTINGS ANALYSIS

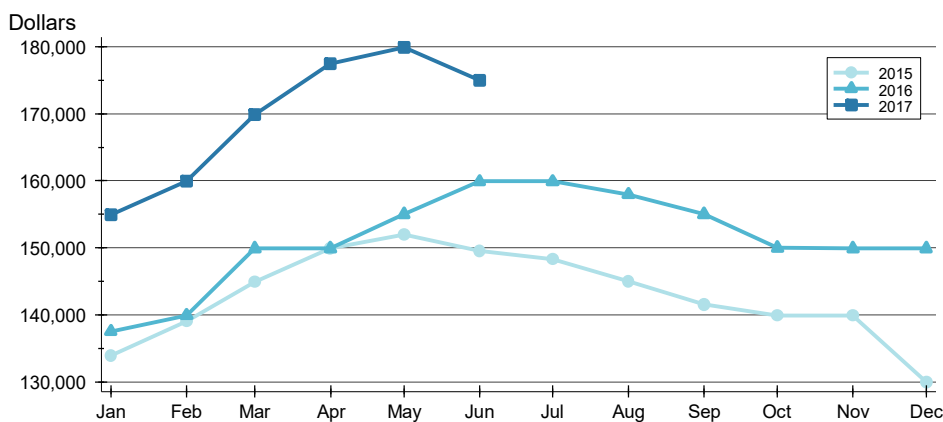
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 7/9/2017**

## AVERAGE PRICE >>



Month	2015	2016	2017
January	188,970	201,896	211,527
February	192,547	206,300	215,732
March	196,355	211,960	223,171
April	206,422	213,848	225,771
May	206,806	217,509	231,189
June	203,356	220,272	229,403
July	205,102	220,064	220,064
August	203,861	217,371	217,371
September	200,121	214,568	214,568
October	198,492	209,842	209,842
November	203,927	209,842	209,842
December	198,170	205,282	205,282

## MEDIAN PRICE >>

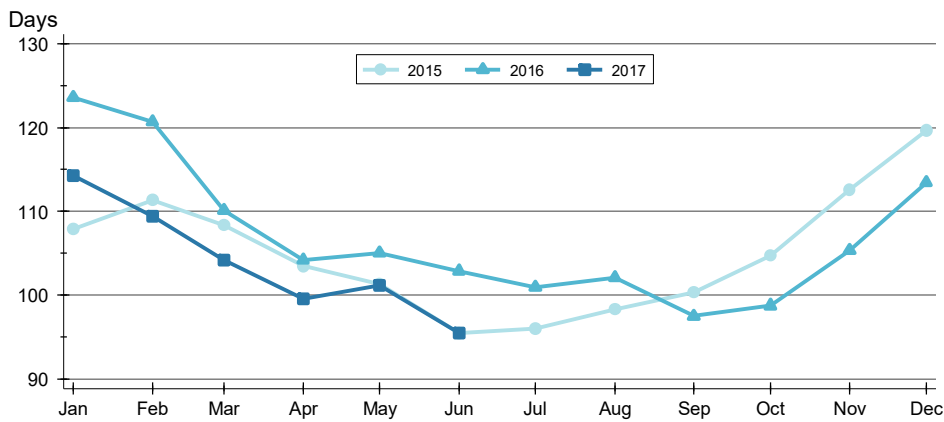


Month	2015	2016	2017
January	133,900	137,500	154,900
February	139,000	139,900	159,900
March	144,900	149,900	169,900
April	149,900	149,900	177,500
May	151,900	155,000	179,900
June	149,500	159,900	175,000
July	148,250	159,900	159,900
August	145,000	157,950	157,950
September	141,500	155,000	155,000
October	139,900	150,000	150,000
November	139,900	149,900	149,900
December	130,000	149,900	149,900

# ACTIVE LISTINGS ANALYSIS

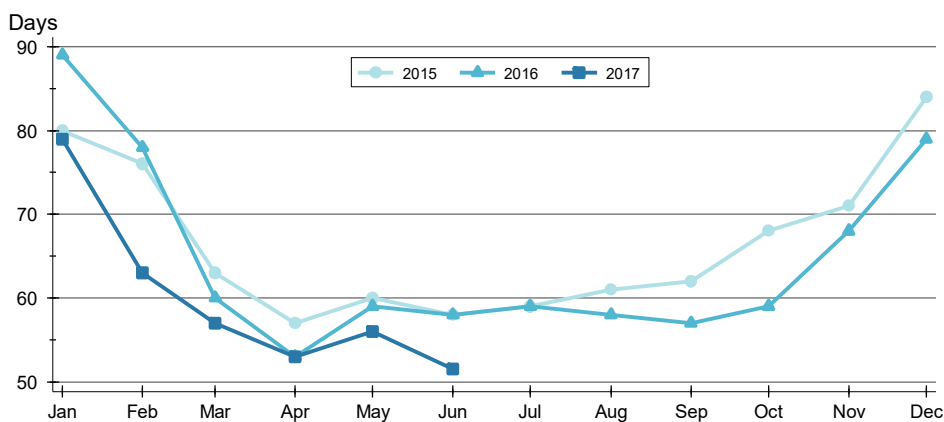
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 7/9/2017**

## AVERAGE DOM



Month	2015	2016	2017
January	108	124	114
February	111	121	109
March	108	110	104
April	103	104	99
May	101	105	101
June	95	103	95
July	96	101	
August	98	102	
September	100	97	
October	105	99	
November	113	105	
December	120	113	

## MEDIAN DOM

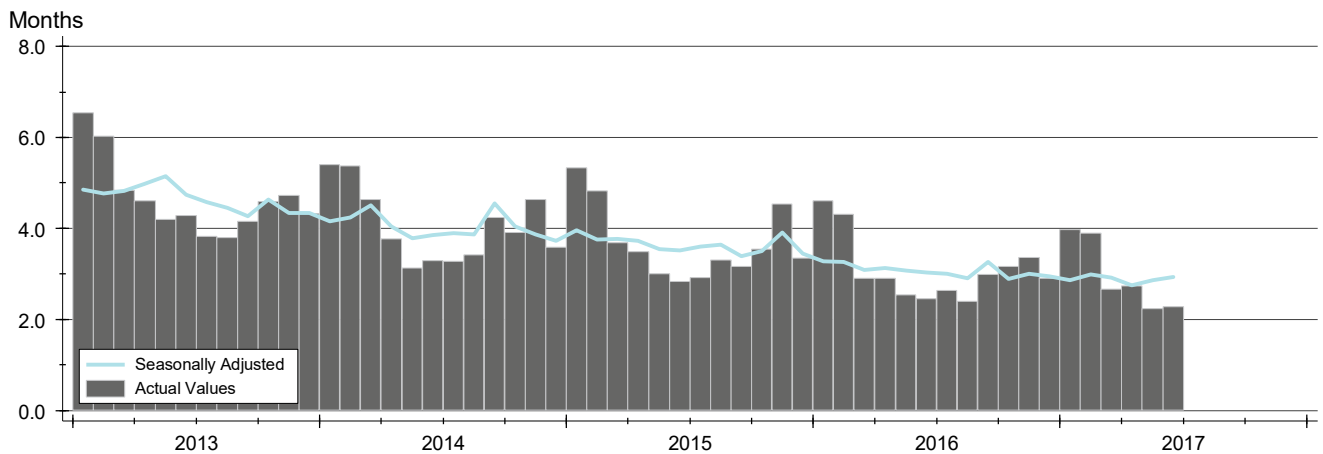


Month	2015	2016	2017
January	80	89	79
February	76	78	63
March	63	60	57
April	57	53	53
May	60	59	56
June	58	58	52
July	59	59	
August	61	58	
September	62	57	
October	68	59	
November	71	68	
December	84	79	

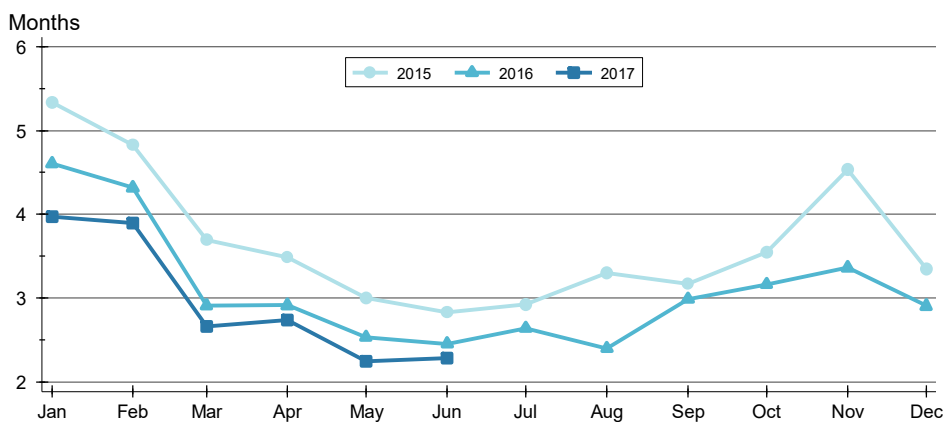
# MONTHS' SUPPLY ANALYSIS

**HISTORY** >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 7/9/2017**



**BY MONTH** >>



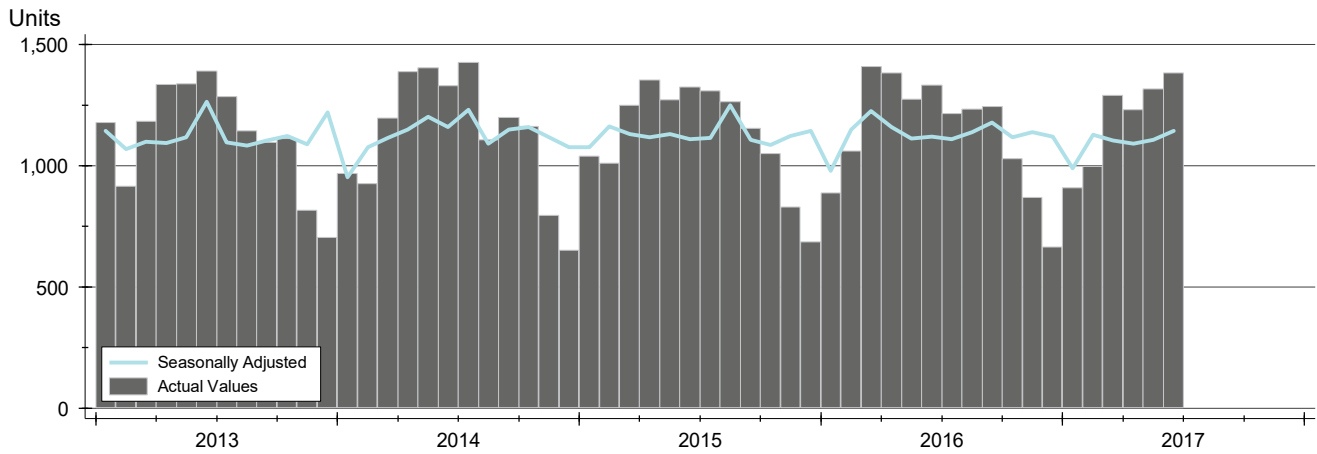
Month	2015	2016	2017
January	5.3	4.6	4.0
February	4.8	4.3	3.9
March	3.7	2.9	2.7
April	3.5	2.9	2.7
May	3.0	2.5	2.2
June	2.8	2.5	2.3
July	2.9	2.6	
August	3.3	2.4	
September	3.2	3.0	
October	3.5	3.2	
November	4.5	3.4	
December	3.3	2.9	



# NEW LISTINGS ANALYSIS

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 7/9/2017**

**HISTORY** >>



**SUMMARY** >>

Summary Statistics for New Listings		June		
		2017	2016	Change
Current Month	New Listings	<b>1,382</b>	1,332	3.8%
	Volume (1,000s)	<b>249,370</b>	233,665	6.7%
	Average List Price	<b>180,441</b>	175,424	2.9%
	Median List Price	<b>149,900</b>	145,000	3.4%
YTD	New Listings	<b>7,127</b>	7,346	-3.0%
	Volume (1,000s)	<b>1,271,970</b>	1,290,413	-1.4%
	Average List Price	<b>178,472</b>	175,662	1.6%
	Median List Price	<b>148,900</b>	144,900	2.8%

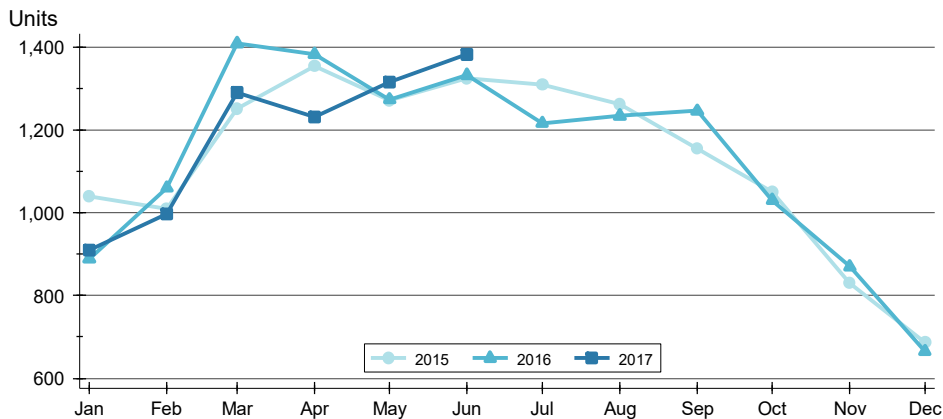
A total of 1,382 new listings were added in South Central Kansas during June, up 3.8% from the same month in 2016. Year-to-date South Central Kansas has seen 7,127 new listings.

The median list price of these homes was \$149,900 up from \$145,000 in 2016.

# NEW LISTINGS ANALYSIS

**BY MONTH >>**

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 7/9/2017**



Month	2015	2016	2017
January	1,039	888	910
February	1,010	1,060	997
March	1,251	1,409	1,291
April	1,354	1,383	1,231
May	1,271	1,274	1,316
June	1,325	1,332	1,382
July	1,309	1,216	
August	1,262	1,234	
September	1,155	1,246	
October	1,050	1,030	
November	830	870	
December	686	665	

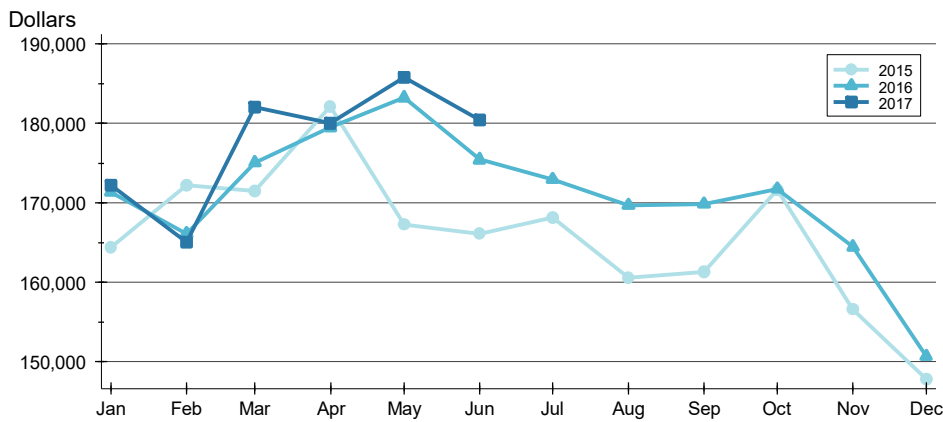
**BY PRICE RANGE >>**

Price Range	New Listings			List Price	
	Number	Percent	Volume	Average	Median
Below \$25,000	41	3.0%	456	11,130	12,499
\$25,000-\$49,999	69	5.0%	2,708	39,239	40,000
\$50,000-\$99,999	308	22.3%	23,699	76,945	78,000
\$100,000-\$124,999	124	9.0%	14,096	113,675	114,900
\$125,000-\$149,999	153	11.1%	21,220	138,692	139,900
\$150,000-\$174,999	135	9.8%	21,970	162,737	163,000
\$175,000-\$199,999	111	8.0%	20,775	187,158	187,000
\$200,000-\$249,999	145	10.5%	32,983	227,469	229,000
\$250,000-\$299,999	98	7.1%	26,739	272,850	269,900
\$300,000-\$399,999	95	6.9%	32,867	345,971	340,000
\$400,000-\$499,999	30	2.2%	13,407	446,900	439,900
\$500,000-\$749,999	29	2.1%	18,311	631,402	634,000
\$750,000-\$999,999	8	0.6%	7,043	880,363	879,950
\$1,000,000 and up	6	0.4%	7,684	1,280,667	1,137,500
All price ranges	1,382	100.0%	249,370	180,441	149,900

**NEW LISTINGS ANALYSIS**

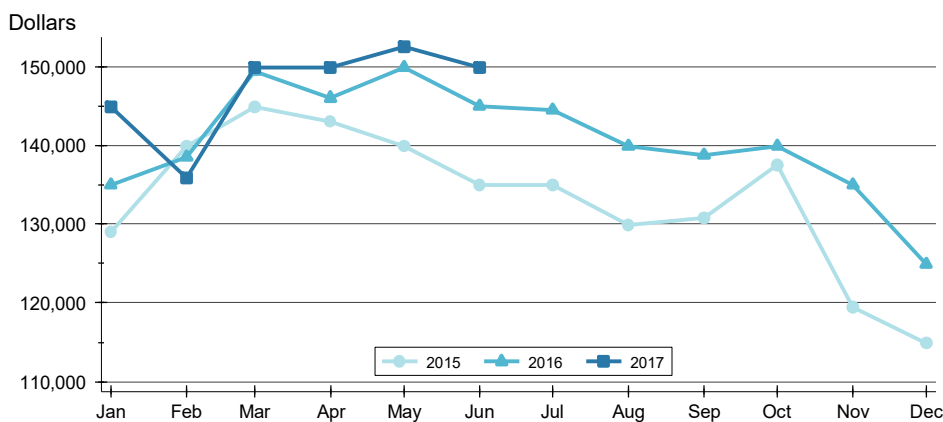
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 7/9/2017**

**AVERAGE PRICE** >>



Month	2015	2016	2017
January	164,415	171,318	172,209
February	172,244	166,115	165,055
March	171,456	175,060	182,078
April	182,161	179,500	180,001
May	167,269	183,247	185,771
June	166,072	175,424	180,441
July	168,121	172,971	
August	160,618	169,701	
September	161,283	169,856	
October	171,611	171,726	
November	156,585	164,467	
December	147,868	150,695	

**MEDIAN PRICE** >>

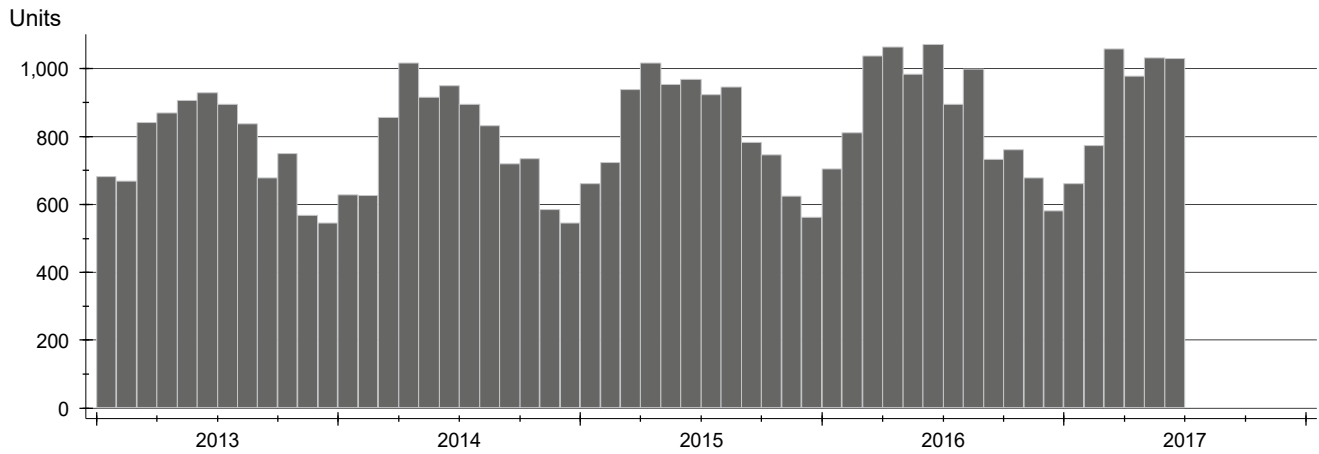


Month	2015	2016	2017
January	129,000	135,000	144,900
February	139,900	138,500	135,900
March	144,900	149,400	149,900
April	143,000	146,000	149,900
May	139,900	149,900	152,500
June	135,000	145,000	149,900
July	135,000	144,500	
August	129,900	139,900	
September	130,750	138,750	
October	137,500	139,900	
November	119,500	135,000	
December	114,900	124,900	

# CONTRACTS WRITTEN ANALYSIS

## HISTORY >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 7/9/2017**



## SUMMARY >>

Summary Statistics for Contracts Written		June			Year-to-Date		
		2017	2016	Change	2017	2016	Change
Closed Listings		<b>1,029</b>	1,071	-3.9%	<b>5,531</b>	5,668	-2.4%
Volume (1,000s)		<b>168,315</b>	180,389	-6.7%	<b>902,472</b>	941,668	-4.2%
Average	Sale Price	<b>163,571</b>	168,430	-2.9%	<b>163,166</b>	166,138	-1.8%
	Days on Market	<b>39</b>	46	-15.3%	<b>48</b>	54	-10.3%
	Percent of Original	<b>97.3%</b>	96.1%	1.3%	<b>95.7%</b>	95.6%	0.1%
Median	Sale Price	<b>140,000</b>	146,000	-4.1%	<b>141,500</b>	140,000	1.1%
	Days on Market	<b>17</b>	22	-22.7%	<b>20</b>	22	-9.1%
	Percent of Original	<b>100.0%</b>	97.9%	2.1%	<b>98.6%</b>	97.9%	0.7%

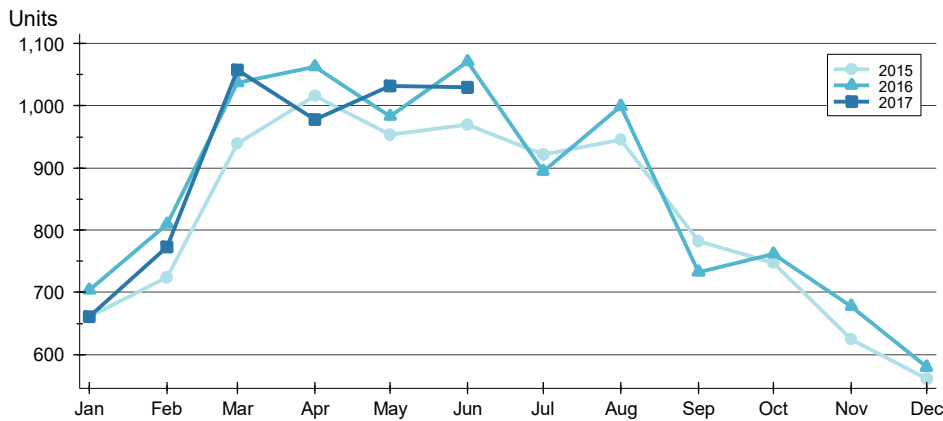
A total of 1,029 contracts for sale were written in South Central Kansas during the month of June, down from 1,071 in 2016. The median list price of these homes was \$140,000, down from \$146,000 the prior year.

Half of the homes that went under contract in June were on the market less than 17 days, compared to 22 days in June 2016.

**CONTRACTS WRITTEN ANALYSIS**

**BY MONTH >>**

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 7/9/2017**



Month	2015	2016	2017
January	661	704	661
February	724	810	773
March	939	1,037	1,058
April	1,016	1,063	978
May	954	983	1,032
June	969	1,071	1,029
July	922	895	
August	945	999	
September	783	733	
October	747	762	
November	625	678	
December	562	580	

**BY PRICE RANGE >>**

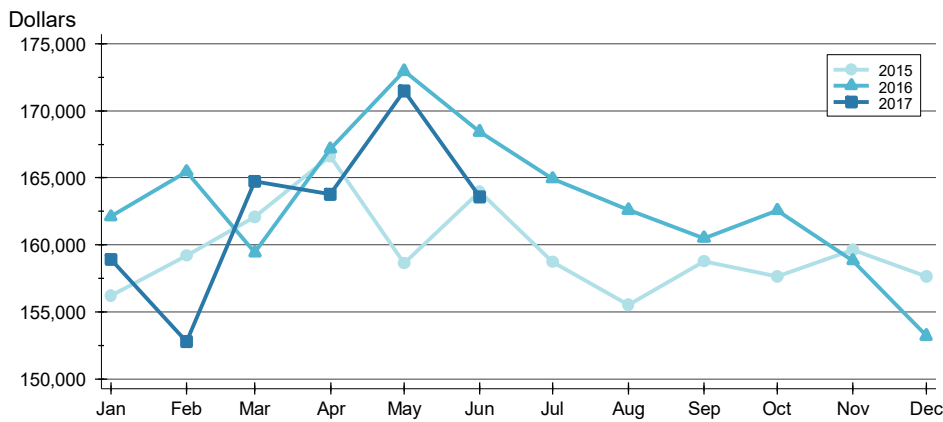
Price Range	Contracts Written			List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median
Below \$25,000	17	1.7%	296	17,394	20,000	69	27	84.4%	94.2%
\$25,000-\$49,999	75	7.3%	2,897	38,620	38,500	65	34	90.9%	100.0%
\$50,000-\$99,999	229	22.3%	17,578	76,758	76,780	38	17	97.1%	100.0%
\$100,000-\$124,999	97	9.4%	11,072	114,148	115,000	23	7	98.5%	100.0%
\$125,000-\$149,999	125	12.1%	17,393	139,146	139,900	14	7	98.6%	100.0%
\$150,000-\$174,999	94	9.1%	15,284	162,596	163,450	23	6	99.2%	100.0%
\$175,000-\$199,999	85	8.3%	16,016	188,420	189,900	33	16	98.1%	100.0%
\$200,000-\$249,999	113	11.0%	25,411	224,877	225,000	40	23	98.5%	100.0%
\$250,000-\$299,999	52	5.1%	14,204	273,151	270,063	58	25	97.8%	100.0%
\$300,000-\$399,999	65	6.3%	22,002	338,494	330,215	66	32	97.3%	100.0%
\$400,000-\$499,999	12	1.2%	5,248	437,292	432,000	40	33	98.0%	100.0%
\$500,000-\$749,999	11	1.1%	6,581	598,294	599,900	78	43	98.3%	100.0%
\$750,000-\$999,999	4	0.4%	3,488	871,889	889,327	112	80	98.1%	99.0%
\$1,000,000 and up	2	0.2%	2,995	1,497,500	1,497,500	505	505	88.0%	88.0%
All price ranges	1,029	100.0%	168,315	163,571	140,000	39	17	97.3%	100.0%



**CONTRACTS WRITTEN ANALYSIS**

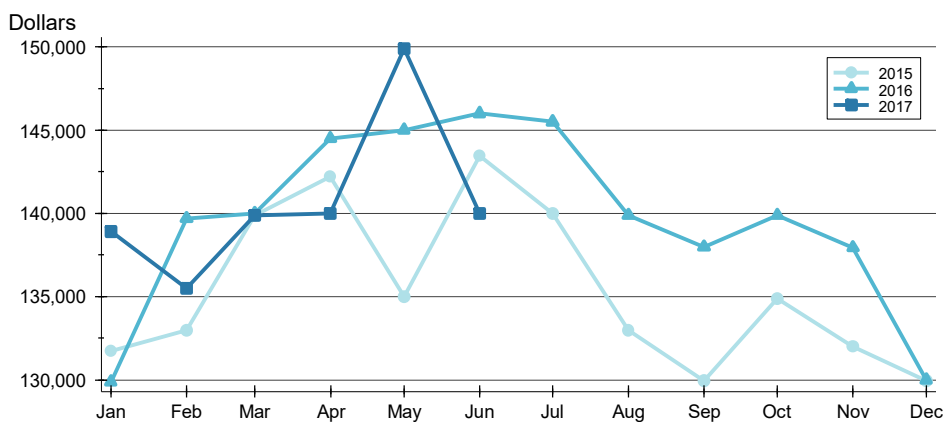
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 7/9/2017**

**AVERAGE PRICE** >>



Month	2015	2016	2017
January	156,211	162,105	158,899
February	159,199	165,472	152,754
March	162,101	159,413	164,715
April	166,619	167,142	163,775
May	158,585	172,975	171,459
June	163,950	168,430	163,571
July	158,691	164,936	
August	155,537	162,601	
September	158,737	160,491	
October	157,634	162,574	
November	159,606	158,804	
December	157,636	153,203	

**MEDIAN PRICE** >>

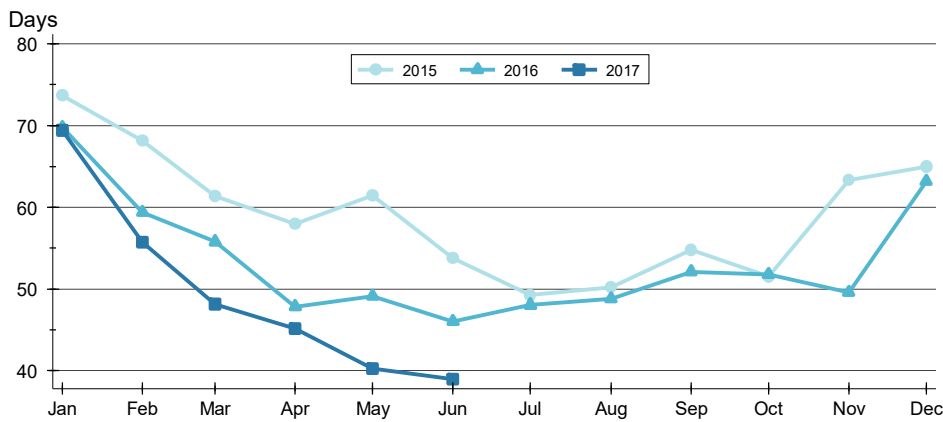


Month	2015	2016	2017
January	131,750	129,900	138,900
February	133,000	139,700	135,500
March	139,900	140,000	139,900
April	142,200	144,500	140,000
May	135,000	145,000	149,900
June	143,438	146,000	140,000
July	140,000	145,500	
August	133,000	139,900	
September	129,950	138,000	
October	134,900	139,900	
November	132,000	137,950	
December	129,950	130,000	

**CONTRACTS WRITTEN ANALYSIS**

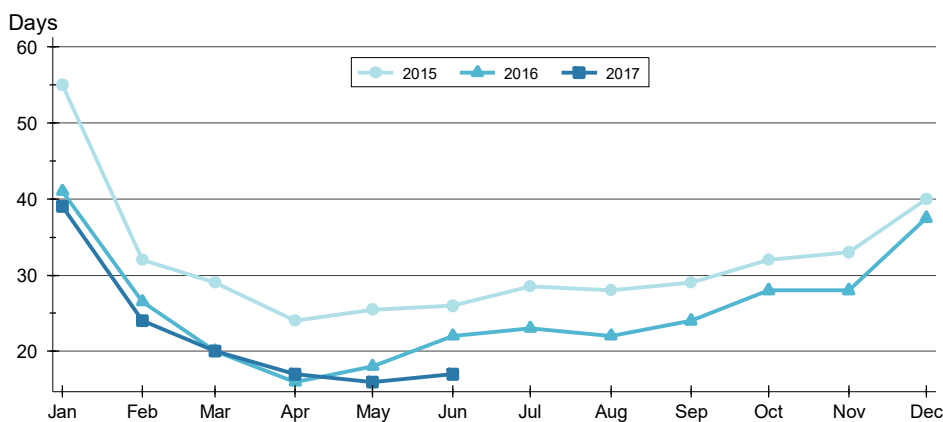
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 7/9/2017**

**AVERAGE DOM** >>



Month	2015	2016	2017
January	74	70	69
February	68	59	56
March	61	56	48
April	58	48	45
May	61	49	40
June	54	46	39
July	49	48	48
August	50	49	52
September	55	52	52
October	52	52	63
November	63	50	63
December	65	63	63

**MEDIAN DOM** >>

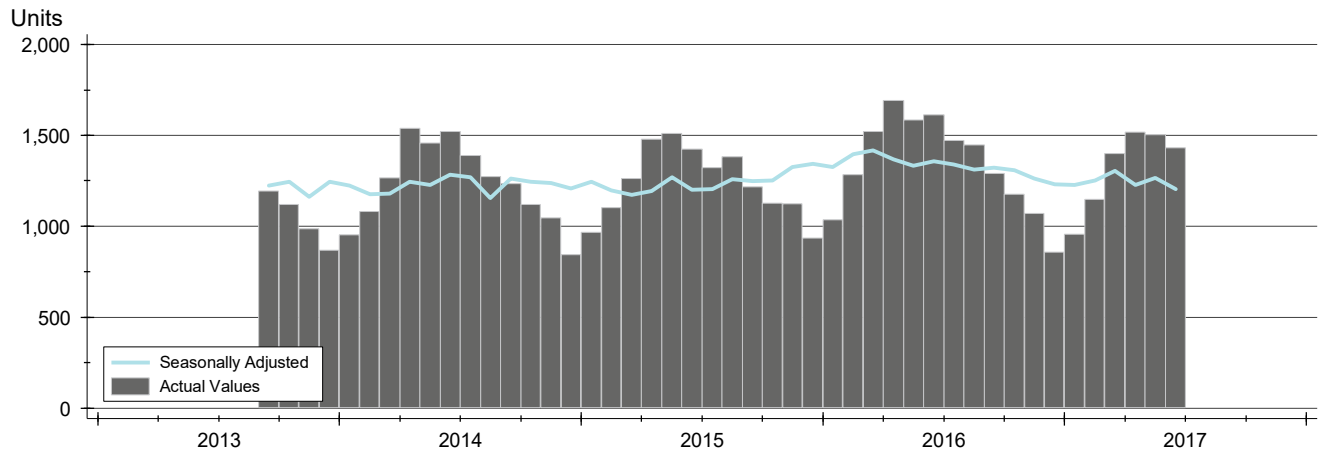


Month	2015	2016	2017
January	55	41	39
February	32	27	24
March	29	20	20
April	24	16	17
May	26	18	16
June	26	22	17
July	29	23	29
August	28	22	28
September	29	24	29
October	32	28	32
November	33	28	33
December	40	38	40

# PENDING CONTRACTS ANALYSIS

## HISTORY >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 7/9/2017**



## SUMMARY >>

Summary Statistics for Active Listings		End of June		
		2017	2016	Change
Active Listings		<b>1,432</b>	1,613	-11.2%
Volume (1,000s)		<b>254,814</b>	290,522	-12.3%
Average	List Price	<b>177,943</b>	180,113	-1.2%
	Days on Market	<b>40</b>	46	-13.9%
	Percent of Original	<b>98.2%</b>	98.0%	0.2%
Median	List Price	<b>150,000</b>	149,900	0.1%
	Days on Market	<b>15</b>	18	-16.7%
	Percent of Original	<b>100.0%</b>	100.0%	0.0%

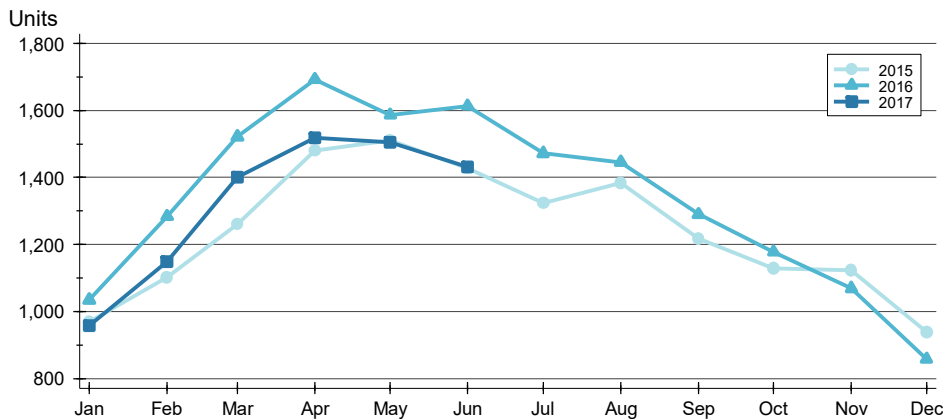
A total of 1,432 listings in South Central Kansas had contracts pending at the end of June, down from 1,613 contracts pending at the end of June 2016.

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

**PENDING CONTRACTS ANALYSIS**

**BY MONTH >>**

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 7/9/2017**



Month	2015	2016	2017
January	969	1,034	957
February	1,101	1,284	1,149
March	1,261	1,522	1,400
April	1,480	1,693	1,518
May	1,510	1,586	1,505
June	1,427	1,613	1,432
July	1,323	1,472	
August	1,384	1,446	
September	1,217	1,290	
October	1,128	1,177	
November	1,123	1,069	
December	937	857	

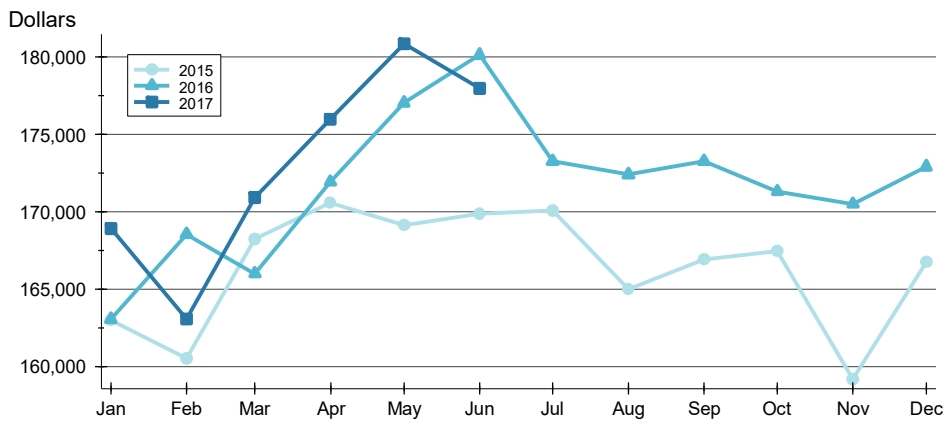
**BY PRICE RANGE >>**

Price Range	Contracts Written			List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median
Below \$25,000	15	1.0%	284	18,933	20,000	69	20	89.7%	100.0%
\$25,000-\$49,999	71	5.0%	2,725	38,385	37,900	67	33	93.6%	100.0%
\$50,000-\$99,999	302	21.1%	23,109	76,519	76,000	43	19	97.7%	100.0%
\$100,000-\$124,999	126	8.8%	14,442	114,621	115,000	29	10	98.2%	100.0%
\$125,000-\$149,999	170	11.9%	23,732	139,601	139,900	21	8	98.6%	100.0%
\$150,000-\$174,999	149	10.4%	24,226	162,591	162,900	24	6	99.3%	100.0%
\$175,000-\$199,999	129	9.0%	24,318	188,513	189,900	28	13	98.7%	100.0%
\$200,000-\$249,999	173	12.1%	38,745	223,958	224,900	48	21	98.9%	100.0%
\$250,000-\$299,999	96	6.7%	26,413	275,138	274,950	52	11	99.2%	100.0%
\$300,000-\$399,999	93	6.5%	31,679	340,636	336,454	49	19	99.2%	100.0%
\$400,000-\$499,999	24	1.7%	10,377	432,362	425,000	44	14	98.4%	100.0%
\$500,000-\$749,999	26	1.8%	15,662	602,400	602,500	52	10	98.6%	100.0%
\$750,000-\$999,999	7	0.5%	5,915	844,939	835,931	50	24	99.7%	100.0%
\$1,000,000 and up	3	0.2%	4,645	1,548,333	1,650,000	343	20	92.0%	100.0%
All price ranges	1,432	100.0%	254,814	177,943	150,000	40	15	98.2%	100.0%

**PENDING CONTRACTS ANALYSIS**

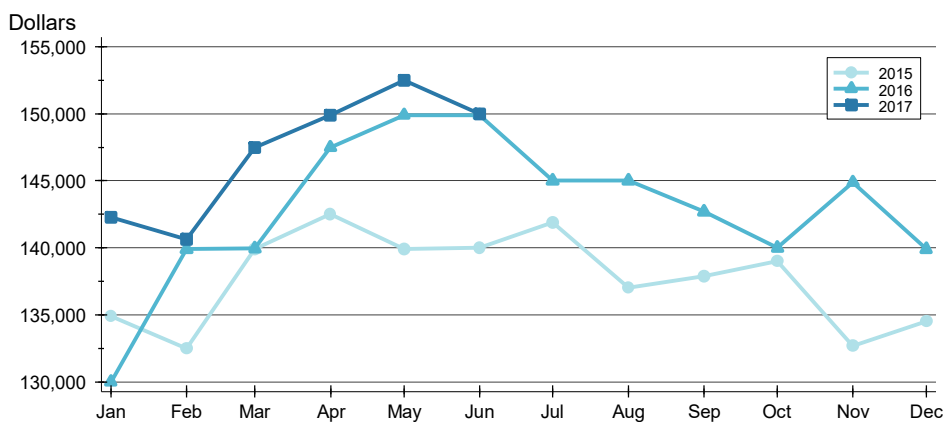
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 7/9/2017**

**AVERAGE PRICE** >>



Month	2015	2016	2017
January	162,993	163,080	168,915
February	160,550	168,555	163,082
March	168,272	166,010	170,903
April	170,592	171,919	175,952
May	169,126	177,027	180,836
June	169,887	180,113	177,943
July	170,100	173,256	173,256
August	164,997	172,412	172,412
September	166,919	173,270	173,270
October	167,456	171,296	171,296
November	159,226	170,505	170,505
December	166,746	172,906	172,906

**MEDIAN PRICE** >>



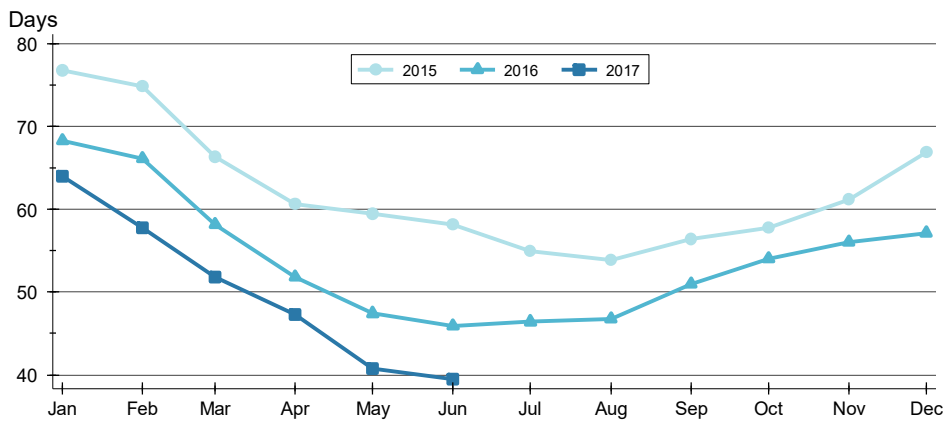
Month	2015	2016	2017
January	134,900	130,000	142,250
February	132,500	139,900	140,650
March	139,900	139,950	147,500
April	142,500	147,500	149,900
May	139,900	149,900	152,500
June	140,000	149,900	150,000
July	141,900	145,000	145,000
August	137,000	145,000	145,000
September	137,900	142,700	142,700
October	139,000	140,000	140,000
November	132,700	144,900	144,900
December	134,500	139,900	139,900



# PENDING CONTRACTS ANALYSIS

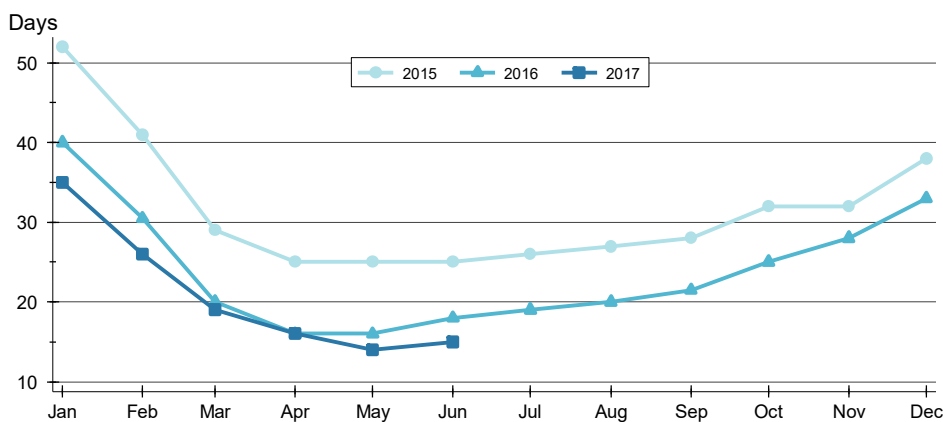
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 7/9/2017**

## AVERAGE DOM >>



Month	2015	2016	2017
January	77	68	64
February	75	66	58
March	66	58	52
April	61	52	47
May	59	47	41
June	58	46	40
July	55	46	46
August	54	47	47
September	56	51	51
October	58	54	54
November	61	56	56
December	67	57	57

## MEDIAN DOM >>



Month	2015	2016	2017
January	52	40	35
February	41	31	26
March	29	20	19
April	25	16	16
May	25	16	14
June	25	18	15
July	26	19	19
August	27	20	20
September	28	22	22
October	32	25	25
November	32	28	28
December	38	33	33



South Central Kansas MLS

## South Central Kansas MLS

170 W. Dewey, Wichita, KS 67202

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

July 12, 2017

### **South Central Kansas Multiple Listing Service Releases Home Sales Figures for June 2017**

Homes sales in South Central Kansas rose by 2.7% in June compared to the prior year. Sales in June 2017 totaled 1,100 units, up from 1,071 in 2016.

Among existing homes, 1,051 units sold in June, an increase of 4.8% from 1,003 units that sold in 2016. The average sale price of existing homes was \$158,095. This represents an increase of 3.3% from the June 2016 average price of \$152,982.

For new construction, 49 sales occurred in June, down from 68 units the prior year, a decrease of 27.9%. The average sale price of new homes in June was \$337,241, up 4.1% from the same period last year.

A total of 1,029 contracts for sale were written in June 2017, down from 1,071 in June 2016. This is a decrease of 3.9%. 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 2,512 units at the end of June, which is down from 2,628 homes that were on the market at the end of June last year. At the current rate of sales, this figure represents 2.3 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.

