



South Central Kansas MLS

South Central Kansas MLS

170 W. Dewey, Wichita, KS 67202

www.sckrealtors.com

April 15, 2019

South Central Kansas MLS Releases Home Sales Figures for March 2019

Homes sales in South Central Kansas fell by 1.7% in March compared to the prior year. Sales in March 2019 totaled 852 units, down from 867 in 2018.

Among existing homes, 802 units sold in March, a decrease of 0.1% from 803 units that sold in 2018. The average sale price of existing homes was \$150,230. This represents an increase of 4.0% from the March 2018 average price of \$144,451.

For new construction, 50 sales occurred in March, down from 64 units the prior year, a decrease of 21.9%. The average sale price of new homes in March was \$297,336, down 3.2% from the same period last year.

A total of 986 contracts for sale were written in March 2019, down from 1,025 in March 2018. This is a decrease of 3.8%. 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 2,012 units at the end of March, which is down from 2,059 homes that were on the market at the end of March last year. At the current rate of sales, this figure represents 2.3 months' supply of homes on the market.

For questions and/or comments, please contact South Central Kansas MLS President Dwyn Thudium at dwynt@crownthree.com.





MARKET OVERVIEW >>

South Central Kansas Home Sales Fell in March

Total home sales in South Central Kansas fell last month to 852 units, compared to 867 units in March 2018. Total sales volume was \$135.4 million, down from a year earlier.

The median sale price in March was \$138,000, up from \$130,000 a year earlier. Homes that sold in March were typically on the market for 27 days and sold for 99.1% of their list prices.

South Central Kansas Active Listings Down at End of March

The total number of active listings in South Central Kansas at the end of March was 2,012 units, down from 2,059 at the same point in 2018. 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 March was \$195,500.

During March, a total of 986 contracts were written down from 1,025 in March 2018. At the end of the month, there were 1,300 contracts pending, compared to 1,326 at the end of March 2018.

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		March		
Current Month		2019	2018	Change
Summary Statistics				
Home Sales		852	867	-1.7%
Active Listings		2,012	2,059	-2.3%
Months' Supply		2.3	2.3	-0.3%
New Listings		1,132	1,281	-11.6%
Contracts Written		986	1,025	-3.8%
Pending Contracts		1,300	1,326	-2.0%
Sales Volume (1,000s)		135,351	135,655	-0.2%
Average	Sale Price	158,863	156,465	1.5%
	List Price of Actives	254,379	232,365	9.5%
	Days on Market	52	57	-8.3%
	Percent of List	97.5%	97.6%	-0.2%
	Percent of Original	95.0%	95.6%	-0.6%
Median	Sale Price	138,000	130,000	6.2%
	List Price of Actives	195,500	180,867	8.1%
	Days on Market	27	29	-8.6%
	Percent of List	99.1%	98.7%	0.4%
	Percent of Original	97.7%	97.4%	0.3%

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THREE-YEAR COMPARISONS

SUMMARY >>

BREAKDOWNS BY HOME TYPE
ENTIRE MLS SYSTEM
AS OF 4/8/2019

March MLS Statistics By Property Type		2019			2018			2017		
		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		852	802	50	867	803	64	853	802	51
Change from prior year		-1.7%	-0.1%	-21.9%	1.6%	0.1%	25.5%	-0.8%	0.8%	-20.3%
Active Listings		2,012	1,707	305	2,059	1,809	250	2,261	2,005	256
Change from prior year		-2.3%	-5.6%	22.0%	-8.9%	-9.8%	-2.3%	-9.7%	-11.5%	7.6%
Months' Supply		2.3	2.1	5.1	2.3	2.2	4.3	2.6	2.5	4.3
Change from prior year		-0.3%	-3.3%	17.4%	-10.0%	-11.1%	0.6%	-14.6%	-16.1%	-4.6%
New Listings		1,132	1,066	66	1,281	1,202	79	1,327	1,248	79
Change from prior year		-11.6%	-11.3%	-16.5%	-3.5%	-3.7%	0.0%	-5.8%	-3.4%	-32.5%
Contracts Written		986	939	47	1,025	939	86	1,079	1,002	77
Change from prior year		-3.8%	0.0%	-45.3%	-5.0%	-6.3%	11.7%	4.1%	4.8%	-4.9%
Pending Contracts		1,300	1,143	157	1,326	1,165	161	1,400	1,282	118
Change from prior year		-2.0%	-1.9%	-2.5%	-5.3%	-9.1%	36.4%	-8.0%	-8.2%	-5.6%
Sales Volume (1,000s)		135,351	120,484	14,867	135,655	115,994	19,661	120,593	106,197	14,396
Change from prior year		-0.2%	3.9%	-24.4%	12.5%	9.2%	36.6%	-6.3%	-4.9%	-15.4%
Average	Sale Price	158,863	150,230	297,336	156,465	144,451	307,200	141,375	132,415	282,281
	Change from prior year	1.5%	4.0%	-3.2%	10.7%	9.1%	8.8%	-5.5%	-5.6%	6.1%
	List Price of Actives	254,379	241,031	327,115	232,365	219,340	322,659	223,171	208,273	337,469
	Change from prior year	9.5%	9.9%	1.4%	4.1%	5.3%	-4.4%	5.3%	4.4%	2.6%
	Days on Market	52	52	54	57	51	127	56	54	85
	Change from prior year	-8.2%	1.7%	-57.6%	1.1%	-5.8%	49.0%	-16.9%	-17.7%	-1.6%
Percent of List		97.5%	97.1%	102.6%	97.6%	97.3%	101.5%	97.3%	97.1%	100.9%
	Change from prior year	-0.2%	-0.2%	1.1%	0.3%	0.3%	0.6%	0.5%	0.6%	0.1%
	Percent of Original	95.0%	94.5%	102.9%	95.6%	95.2%	101.0%	94.6%	94.1%	101.4%
	Change from prior year	-0.6%	-0.7%	1.9%	1.1%	1.1%	-0.4%	0.4%	0.5%	0.5%
Median	Sale Price	138,000	131,500	281,199	130,000	125,000	272,270	125,000	118,875	236,800
	Change from prior year	6.2%	5.2%	3.3%	4.0%	5.2%	15.0%	-3.8%	-3.7%	-5.3%
	List Price of Actives	195,500	159,950	289,900	180,867	162,900	286,625	169,900	149,900	286,413
	Change from prior year	8.1%	-1.8%	1.1%	6.5%	8.7%	0.1%	13.3%	11.1%	7.2%
	Days on Market	27	29	0	29	29	46	29	29	28
	Change from prior year	-8.6%	0.0%	-100.0%	0.0%	0.0%	64.3%	-23.7%	-23.7%	55.6%
Percent of List		99.1%	98.8%	100.0%	98.7%	98.4%	100.0%	99.1%	98.9%	100.0%
	Change from prior year	0.4%	0.4%	0.0%	-0.4%	-0.5%	0.0%	0.7%	0.9%	0.0%
Percent of Original		97.7%	97.3%	100.4%	97.4%	97.1%	100.4%	97.4%	97.0%	100.0%
	Change from prior year	0.3%	0.2%	0.0%	0.0%	0.1%	0.4%	0.5%	0.5%	0.0%



YEAR-TO-DATE STATISTICS

SUMMARY >>

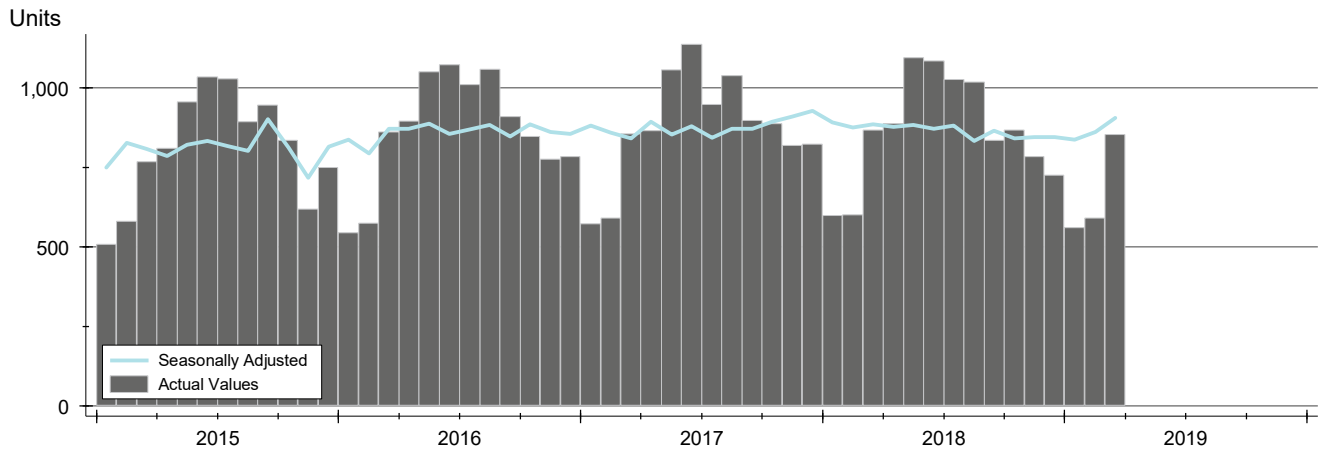
**YTD BREAKDOWNS BY HOME TYPE
ENTIRE MLS SYSTEM
AS OF 4/8/2019**

Year-to-Date Activity By Property Type		2019			2018			2017		
		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		2,003	1,872	131	2,066	1,914	152	2,015	1,877	138
Change from prior year		-3.0%	-2.2%	-13.8%	2.5%	2.0%	10.1%	2.0%	2.6%	-6.1%
New Listings		2,947	2,748	199	3,141	2,917	224	3,269	3,013	256
Change from prior year		-6.2%	-5.8%	-11.2%	-3.9%	-3.2%	-12.5%	-2.6%	-2.8%	-0.8%
Contracts Written		2,495	2,362	133	2,544	2,332	212	2,539	2,337	202
Change from prior year		-1.9%	1.3%	-37.3%	0.2%	-0.2%	5.0%	-0.4%	-0.2%	-2.9%
Sales Volume (1,000s)		316,803	277,994	38,810	317,375	271,099	46,276	297,427	257,004	40,423
Change from prior year		-0.2%	2.5%	-16.1%	6.7%	5.5%	14.5%	1.3%	1.8%	-1.5%
Average	Sale Price	158,164	148,501	296,256	153,618	141,640	304,448	147,607	136,923	292,920
	Change from prior year	3.0%	4.8%	-2.7%	4.1%	3.4%	3.9%	-0.6%	-0.8%	4.9%
	Days on Market	55	54	66	56	51	112	60	58	81
	Change from prior year	-1.9%	5.0%	-40.9%	-6.2%	-11.2%	37.6%	-10.6%	-9.0%	-21.1%
	Percent of List	97.3%	97.0%	102.7%	97.3%	97.0%	101.9%	96.8%	96.5%	101.3%
Median	Change from prior year	0.0%	0.0%	0.8%	0.5%	0.5%	0.6%	0.2%	0.2%	0.3%
	Percent of Original	94.8%	94.1%	103.5%	94.9%	94.3%	102.2%	94.1%	93.5%	101.9%
	Change from prior year	-0.2%	-0.2%	1.3%	0.8%	0.8%	0.3%	0.3%	0.4%	0.6%
	Sale Price	139,900	130,000	274,100	130,000	125,000	269,000	128,500	120,617	257,575
	Change from prior year	7.6%	4.0%	1.9%	1.2%	3.6%	4.4%	2.8%	2.7%	9.1%
Median	Days on Market	31	32	1	30	30	43	32	33	15
	Change from prior year	3.3%	6.7%	-97.7%	-6.3%	-9.1%	186.7%	-17.9%	-15.4%	-68.8%
	Percent of List	98.7%	98.5%	100.0%	98.7%	98.3%	100.0%	98.6%	98.3%	100.0%
	Change from prior year	0.1%	0.2%	0.0%	0.0%	0.0%	0.0%	0.5%	0.4%	0.0%
	Percent of Original	97.1%	96.7%	101.1%	97.0%	96.5%	100.6%	96.9%	96.4%	100.2%
Change from prior year	0.1%	0.2%	0.5%	0.1%	0.1%	0.4%	0.4%	0.4%	0.2%	

CLOSED LISTINGS ANALYSIS

**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 4/8/2019**

HISTORY >>



SUMMARY >>

Summary Statistics for Closed Listings		March			Year-to-Date		
		2019	2018	Change	2019	2018	Change
Closed Listings		852	867	-1.7%	2,003	2,066	-3.0%
Volume (1,000s)		135,351	135,655	-0.2%	316,803	317,375	-0.2%
Average	Sale Price	158,863	156,465	1.5%	158,164	153,618	3.0%
	Days on Market	52	57	-8.2%	55	56	-1.9%
	Percent of List	97.5%	97.6%	-0.2%	97.3%	97.3%	0.0%
	Percent of Original	95.0%	95.6%	-0.6%	94.8%	94.9%	-0.2%
Median	Sale Price	138,000	130,000	6.2%	139,900	130,000	7.6%
	Days on Market	27	29	-8.6%	31	30	3.3%
	Percent of List	99.1%	98.7%	0.4%	98.7%	98.7%	0.1%
	Percent of Original	97.7%	97.4%	0.3%	97.1%	97.0%	0.1%

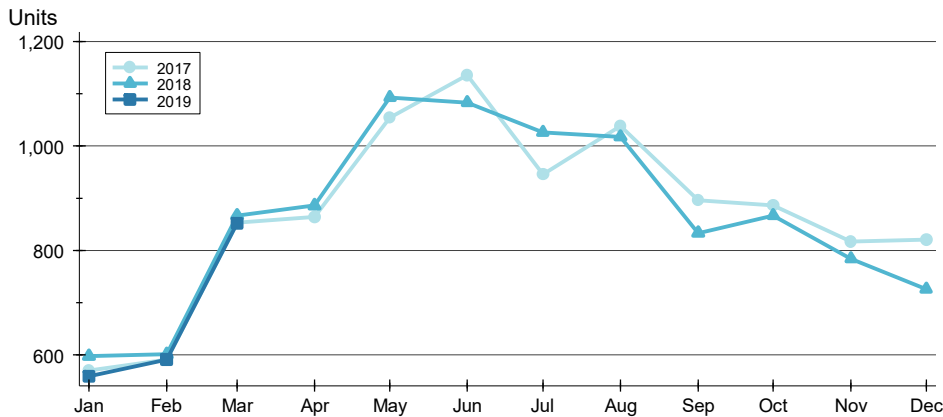
A total of 852 homes sold in South Central Kansas in March, down from 867 units in March 2018. Total sales volume fell to \$135.4 million compared to \$135.7 million in the previous year.

The median sales price in March was \$138,000, up 6.2% compared to the prior year. Median days on market was 27 days, down from 34 days in February, and down from 29 in March 2018.

CLOSED LISTINGS ANALYSIS

**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 4/8/2019**

BY MONTH >>



Month	2017	2018	2019
January	571	598	560
February	591	601	591
March	853	867	852
April	864	886	
May	1,055	1,093	
June	1,136	1,083	
July	946	1,026	
August	1,038	1,018	
September	896	834	
October	887	867	
November	817	784	
December	821	726	

BY PRICE RANGE >>

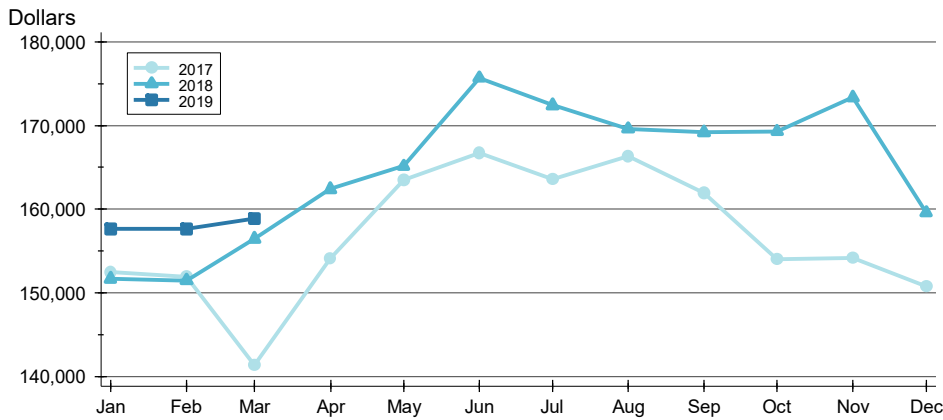
Price Range	Sales			Sale Price		Days on Market		Price as % of List		Price as % of Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median	Average	Median
Below \$25,000	25	2.9%	387	15,482	16,000	79	57	82.6%	83.3%	65.4%	68.1%
\$25,000-\$49,999	62	7.3%	2,241	36,146	36,250	68	48	89.5%	90.0%	82.9%	84.8%
\$50,000-\$99,999	211	24.8%	15,883	75,277	74,900	49	26	97.8%	98.7%	95.2%	97.3%
\$100,000-\$124,999	80	9.4%	8,961	112,018	110,750	48	21	98.2%	100.0%	97.1%	99.1%
\$125,000-\$149,999	84	9.9%	11,512	137,053	137,000	41	21	98.7%	100.0%	97.4%	98.2%
\$150,000-\$174,999	96	11.3%	15,574	162,230	162,125	38	16	99.2%	99.7%	97.6%	98.4%
\$175,000-\$199,999	82	9.6%	15,195	185,303	184,900	43	20	99.0%	100.0%	97.3%	98.3%
\$200,000-\$249,999	73	8.6%	16,447	225,297	225,000	45	17	98.8%	99.0%	97.4%	98.7%
\$250,000-\$299,999	55	6.5%	14,884	270,627	269,000	73	54	98.2%	98.9%	97.1%	98.1%
\$300,000-\$399,999	55	6.5%	18,857	342,851	338,000	70	42	98.9%	98.9%	96.5%	97.9%
\$400,000-\$499,999	18	2.1%	8,112	450,667	452,500	96	79	97.7%	96.9%	96.6%	95.7%
\$500,000-\$749,999	8	0.9%	4,879	609,900	592,500	49	22	97.1%	97.4%	96.5%	96.5%
\$750,000-\$999,999	3	0.4%	2,418	805,833	787,500	48	50	97.9%	98.3%	97.9%	98.3%
\$1,000,000 and up	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
All price ranges	852	100.0%	135,351	158,863	138,000	52	27	97.5%	99.1%	95.0%	97.7%



CLOSED LISTINGS ANALYSIS

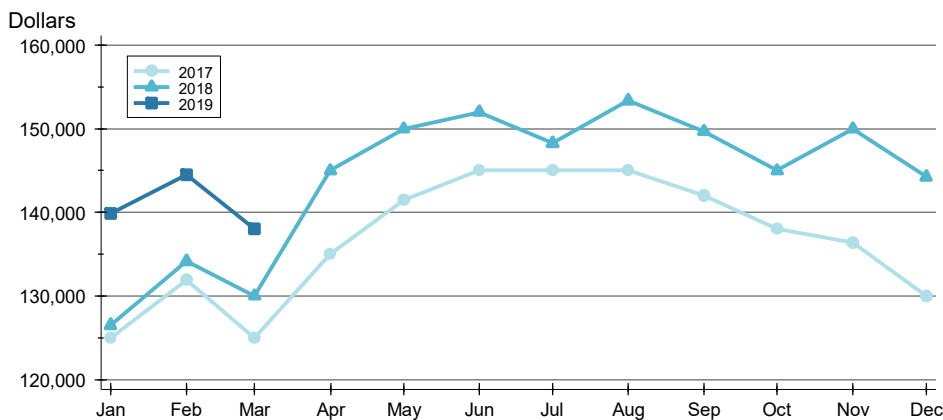
**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 4/8/2019**

AVERAGE PRICE



Month	2017	2018	2019
January	152,481	151,661	157,630
February	151,891	151,459	157,664
March	141,375	156,465	158,863
April	154,073	162,387	162,387
May	163,487	165,156	165,156
June	166,721	175,695	175,695
July	163,608	172,428	172,428
August	166,367	169,620	169,620
September	161,984	169,187	169,187
October	154,015	169,281	169,281
November	154,162	173,356	173,356
December	150,792	159,588	159,588

MEDIAN PRICE

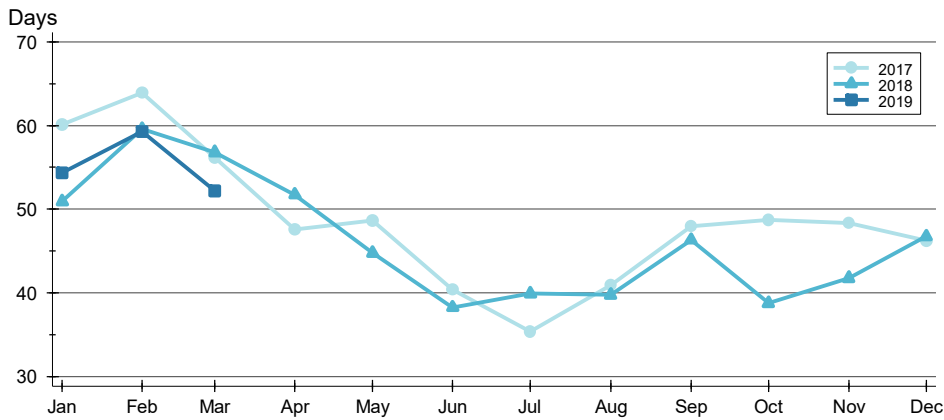


Month	2017	2018	2019
January	125,000	126,500	139,900
February	131,900	134,150	144,500
March	125,000	130,000	138,000
April	135,000	145,000	145,000
May	141,500	150,000	150,000
June	145,000	152,000	152,000
July	145,000	148,250	148,250
August	145,000	153,350	153,350
September	142,000	149,700	149,700
October	138,000	145,000	145,000
November	136,400	150,000	150,000
December	130,000	144,250	144,250

CLOSED LISTINGS ANALYSIS

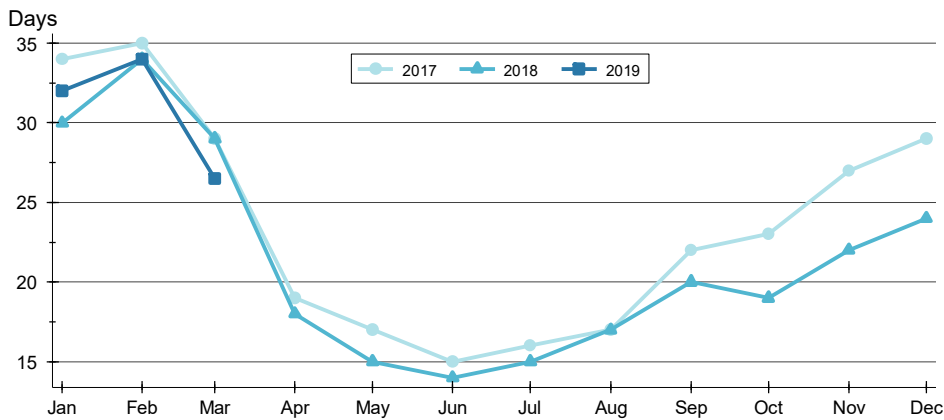
**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 4/8/2019**

AVERAGE DOM >>



Month	2017	2018	2019
January	60	51	54
February	64	60	59
March	56	57	52
April	48	52	52
May	49	45	45
June	40	38	38
July	35	40	40
August	41	40	40
September	48	46	46
October	49	39	39
November	48	42	42
December	46	47	47

MEDIAN DOM >>

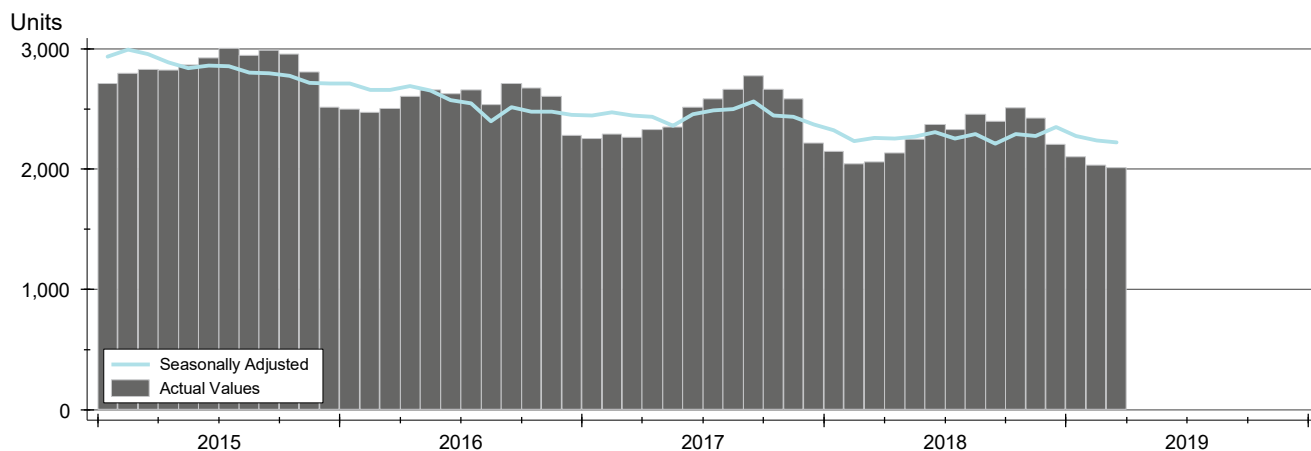


Month	2017	2018	2019
January	34	30	32
February	35	34	34
March	29	29	27
April	19	18	18
May	17	15	15
June	15	14	14
July	16	15	15
August	17	17	17
September	22	20	20
October	23	19	19
November	27	22	22
December	29	24	24

ACTIVE LISTINGS ANALYSIS

**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 4/8/2019**

HISTORY >>



SUMMARY >>

Summary Statistics for Active Listings		End of March		
		2019	2018	Change
Active Listings		2,012	2,059	-2.3%
Months' Supply		2.3	2.3	-0.3%
Volume (1,000s)		511,811	478,440	7.0%
Average	List Price	254,379	232,365	9.5%
	Days on Market	93	104	-10.5%
	Percent of Original	97.9%	97.6%	0.3%
Median	List Price	195,500	180,867	8.1%
	Days on Market	47	54	-13.9%
	Percent of Original	100.0%	100.0%	0.0%

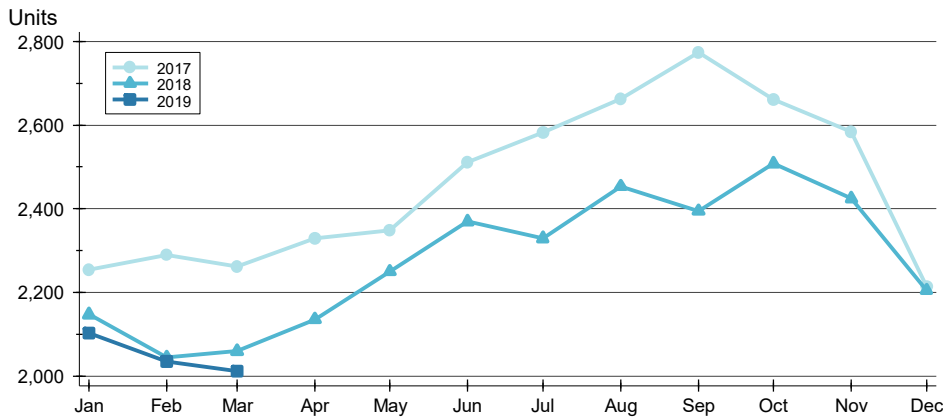
A total of 2,012 homes were available for sale in South Central Kansas at the end of March. This represents a 2.3 months' supply of active listings.

The median list price of homes on the market at the end of March was \$195,500, up 8.1% from 2018. The typical time on market for active listings was 47 days, down from 54 days a year earlier.

ACTIVE LISTINGS ANALYSIS

**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 4/8/2019**

BY MONTH >>



Month	2017	2018	2019
January	2,254	2,147	2,102
February	2,289	2,044	2,034
March	2,261	2,059	2,012
April	2,330	2,135	
May	2,348	2,250	
June	2,512	2,369	
July	2,583	2,329	
August	2,663	2,453	
September	2,774	2,395	
October	2,661	2,508	
November	2,584	2,425	
December	2,214	2,205	

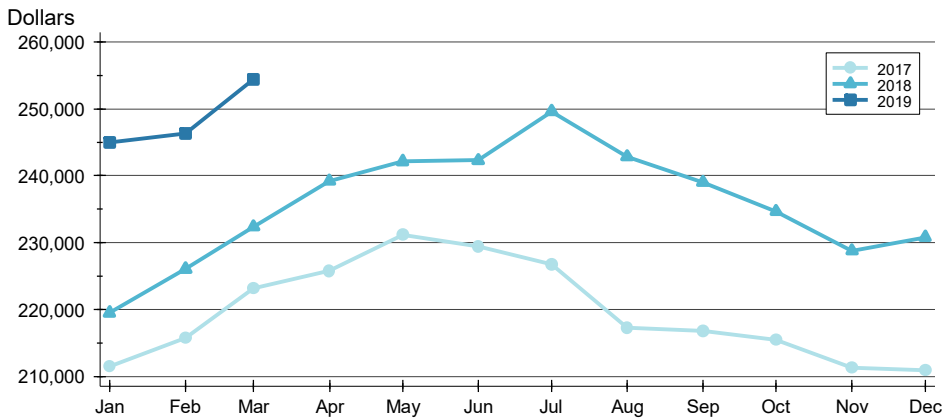
BY PRICE RANGE >>

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	64	3.2%	665	2.6	10,396	9,950	108	50	94.2%	100.0%
\$25,000-\$49,999	132	6.6%	5,138	2.1	38,923	39,500	157	88	94.0%	100.0%
\$50,000-\$99,999	382	19.0%	28,386	1.8	74,308	74,900	90	46	97.2%	100.0%
\$100,000-\$124,999	98	4.9%	11,205	1.2	114,335	115,000	71	45	97.7%	100.0%
\$125,000-\$149,999	119	5.9%	16,435	1.4	138,112	139,900	68	44	98.7%	100.0%
\$150,000-\$174,999	107	5.3%	17,450	1.1	163,083	164,000	62	32	98.5%	100.0%
\$175,000-\$199,999	116	5.8%	21,851	1.4	188,368	186,900	89	49	98.9%	100.0%
\$200,000-\$249,999	187	9.3%	42,287	2.6	226,135	224,900	74	40	98.6%	100.0%
\$250,000-\$299,999	215	10.7%	59,315	3.9	275,886	275,700	80	39	99.7%	100.0%
\$300,000-\$399,999	246	12.2%	85,726	4.5	348,482	342,140	94	47	99.1%	100.0%
\$400,000-\$499,999	132	6.6%	59,610	7.3	451,594	449,250	94	50	98.4%	100.0%
\$500,000-\$749,999	88	4.4%	53,434	11.0	607,210	599,950	132	74	97.5%	100.0%
\$750,000-\$999,999	45	2.2%	39,560	15.0	879,122	859,000	154	174	95.3%	100.0%
\$1,000,000 and up	36	1.8%	59,300	N/A	1,647,211	1,397,000	192	76	98.1%	100.0%
All price ranges	2,012	100.0%	511,811	2.4	254,379	195,500	93	47	97.9%	100.0%

ACTIVE LISTINGS ANALYSIS

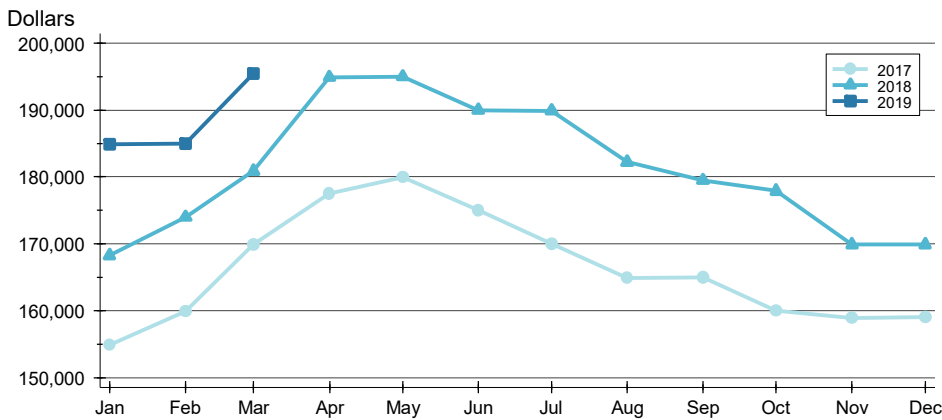
**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 4/8/2019**

AVERAGE PRICE



Month	2017	2018	2019
January	211,527	219,491	244,933
February	215,732	226,018	246,278
March	223,171	232,365	254,379
April	225,771	239,193	
May	231,189	242,156	
June	229,403	242,311	
July	226,760	249,623	
August	217,266	242,880	
September	216,820	238,982	
October	215,409	234,663	
November	211,349	228,794	
December	210,949	230,828	

MEDIAN PRICE

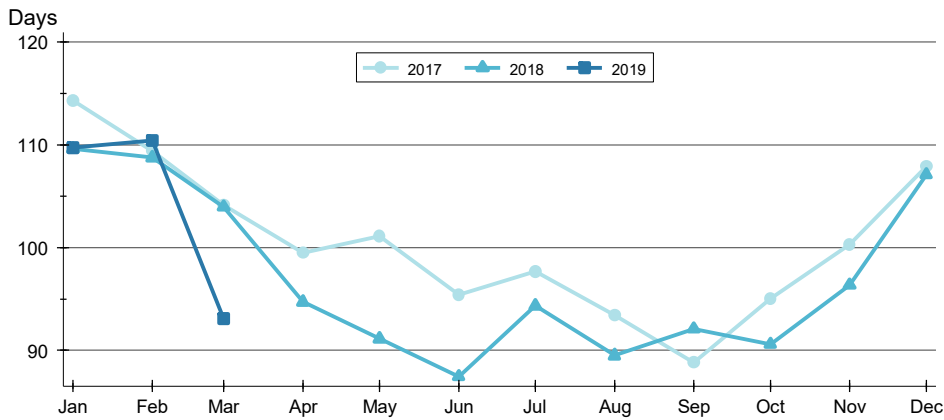


Month	2017	2018	2019
January	154,900	168,248	184,900
February	159,900	174,000	185,000
March	169,900	180,867	195,500
April	177,500	194,900	
May	179,900	195,000	
June	175,000	190,000	
July	170,000	189,900	
August	164,900	182,250	
September	165,000	179,500	
October	160,000	177,900	
November	158,900	169,900	
December	159,000	169,900	

ACTIVE LISTINGS ANALYSIS

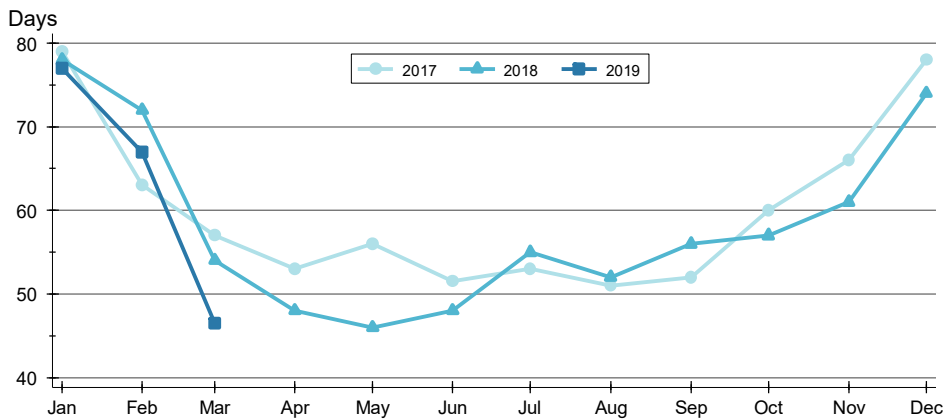
**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 4/8/2019**

AVERAGE DOM



Month	2017	2018	2019
January	114	110	110
February	109	109	110
March	104	104	93
April	99	95	
May	101	91	
June	95	87	
July	98	94	
August	93	90	
September	89	92	
October	95	91	
November	100	96	
December	108	107	

MEDIAN DOM

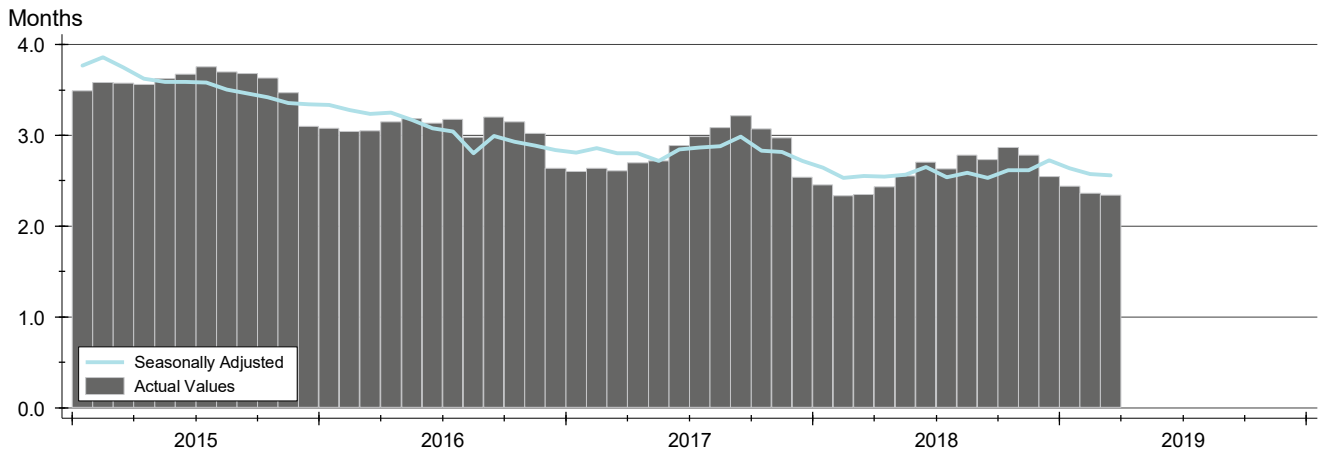


Month	2017	2018	2019
January	79	78	77
February	63	72	67
March	57	54	47
April	53	48	
May	56	46	
June	52	48	
July	53	55	
August	51	52	
September	52	56	
October	60	57	
November	66	61	
December	78	74	

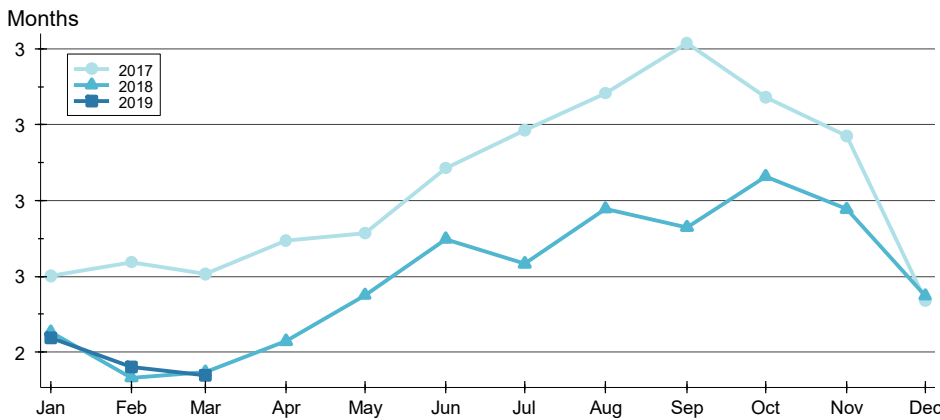
MONTHS' SUPPLY ANALYSIS

HISTORY >>

**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 4/8/2019**



BY MONTH >>

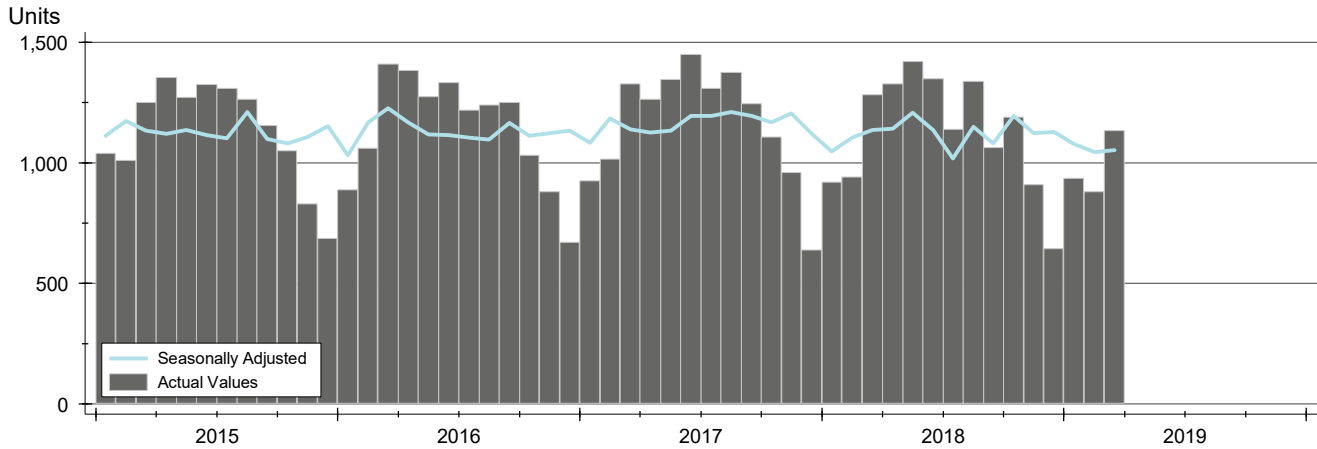


Month	2017	2018	2019
January	2.6	2.5	2.4
February	2.6	2.3	2.4
March	2.6	2.3	2.3
April	2.7	2.4	
May	2.7	2.6	
June	2.9	2.7	
July	3.0	2.6	
August	3.1	2.8	
September	3.2	2.7	
October	3.1	2.9	
November	3.0	2.8	
December	2.5	2.5	

NEW LISTINGS ANALYSIS

**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 4/8/2019**

HISTORY >>



SUMMARY >>

Summary Statistics for New Listings		March		
		2019	2018	Change
Current Month	New Listings	1,132	1,281	-11.6%
	Volume (1,000s)	217,189	228,753	-5.1%
	Average List Price	191,863	178,574	7.4%
	Median List Price	160,000	154,900	3.3%
YTD	New Listings	2,947	3,141	-6.2%
	Volume (1,000s)	571,426	564,608	1.2%
	Average List Price	193,901	179,754	7.9%
	Median List Price	156,900	150,000	4.6%

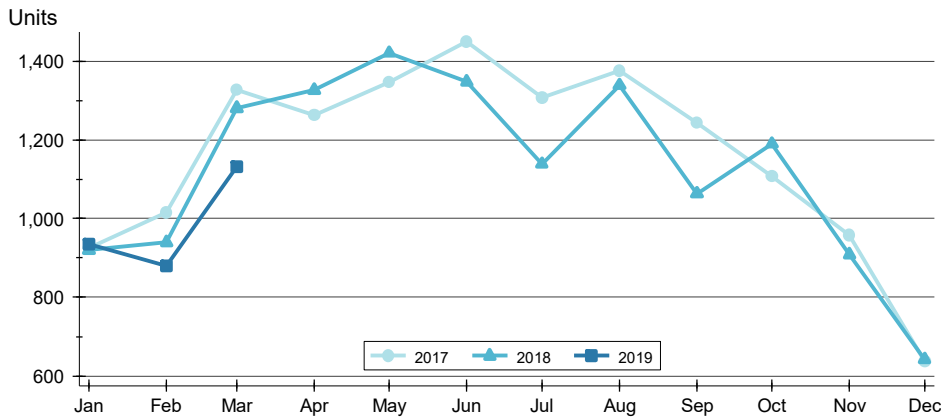
A total of 1,132 new listings were added in South Central Kansas during March, down 11.6% from the same month in 2018. Year-to-date South Central Kansas has seen 2,947 new listings.

The median list price of these homes was \$160,000 up from \$154,900 in 2018.

NEW LISTINGS ANALYSIS

**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 4/8/2019**

BY MONTH >>



Month	2017	2018	2019
January	926	920	935
February	1,016	940	880
March	1,327	1,281	1,132
April	1,264	1,327	
May	1,347	1,421	
June	1,450	1,348	
July	1,308	1,139	
August	1,376	1,339	
September	1,244	1,064	
October	1,107	1,190	
November	959	909	
December	637	642	

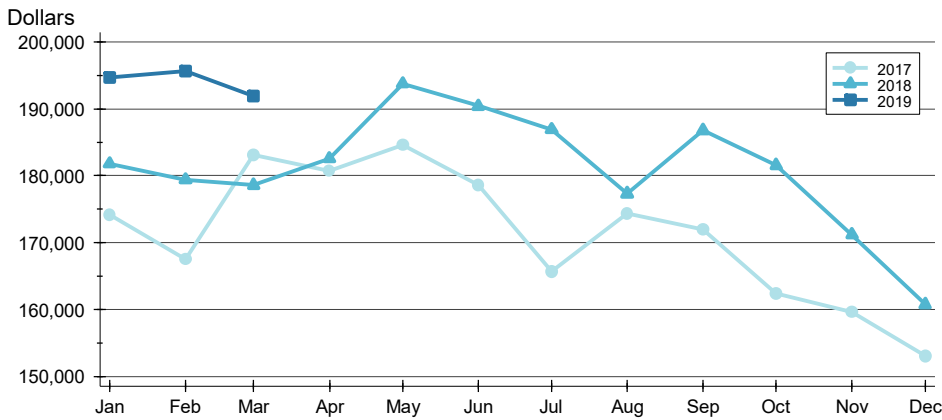
BY PRICE RANGE >>

Price Range	New Listings			List Price	
	Number	Percent	Volume	Average	Median
Below \$25,000	45	4.0%	348	7,738	3,000
\$25,000-\$49,999	50	4.4%	1,913	38,263	36,750
\$50,000-\$99,999	210	18.6%	16,008	76,227	77,700
\$100,000-\$124,999	85	7.5%	9,652	113,554	114,900
\$125,000-\$149,999	108	9.5%	14,913	138,080	139,900
\$150,000-\$174,999	99	8.7%	16,071	162,335	160,000
\$175,000-\$199,999	96	8.5%	17,974	187,231	185,000
\$200,000-\$249,999	134	11.8%	30,227	225,575	224,900
\$250,000-\$299,999	99	8.7%	26,912	271,836	269,900
\$300,000-\$399,999	86	7.6%	30,163	350,730	350,000
\$400,000-\$499,999	38	3.4%	17,230	453,430	449,950
\$500,000-\$749,999	24	2.1%	14,937	622,365	617,500
\$750,000-\$999,999	9	0.8%	7,543	838,136	820,000
\$1,000,000 and up	4	0.4%	4,664	1,166,000	1,184,500
All price ranges	1,132	100.0%	217,189	191,863	160,000

NEW LISTINGS ANALYSIS

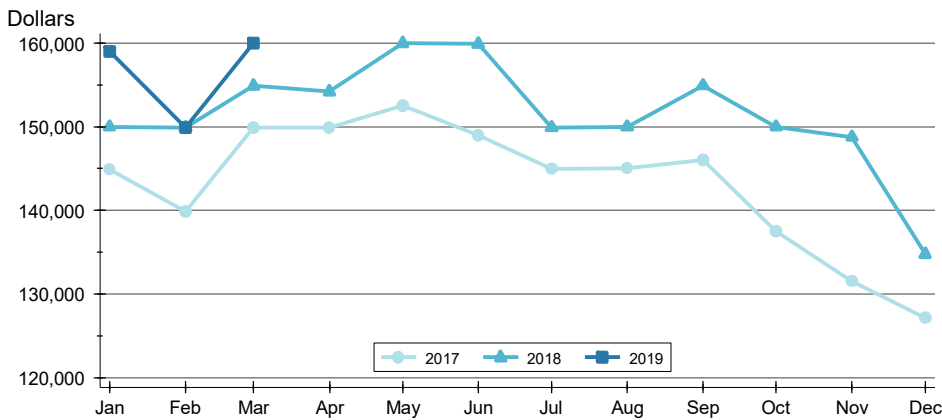
**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 4/8/2019**

AVERAGE PRICE >>



Month	2017	2018	2019
January	174,160	181,808	194,661
February	167,501	179,366	195,686
March	183,112	178,574	191,863
April	180,689	182,578	183,112
May	184,549	193,743	194,000
June	178,594	190,412	190,412
July	165,716	186,903	186,903
August	174,383	177,300	177,300
September	171,990	186,762	186,762
October	162,387	181,576	181,576
November	159,644	171,214	171,214
December	153,084	160,742	160,742

MEDIAN PRICE >>

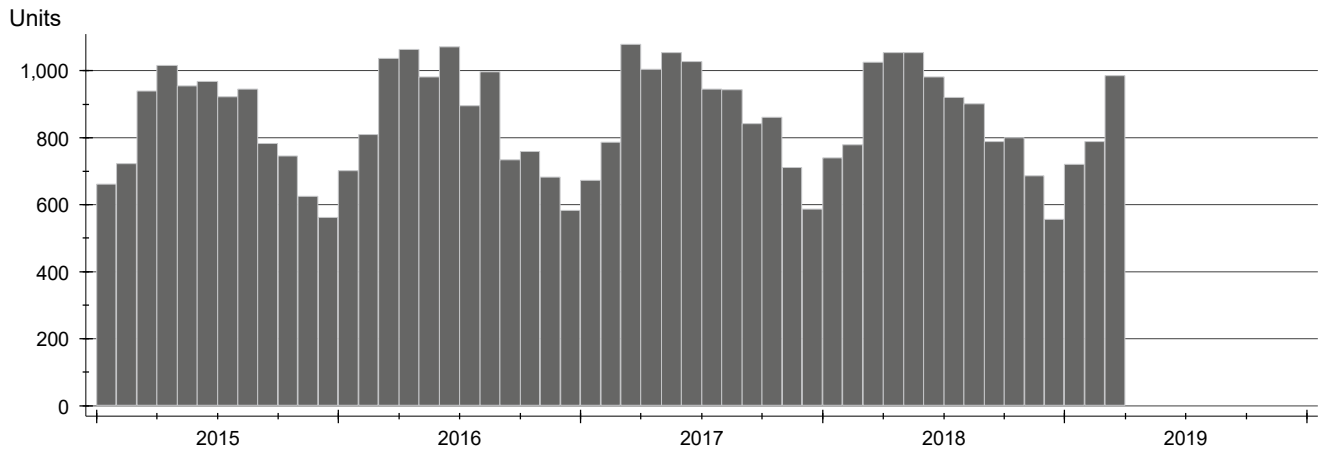


Month	2017	2018	2019
January	144,900	150,000	159,000
February	139,900	149,900	149,900
March	149,900	154,900	160,000
April	149,900	154,200	154,200
May	152,500	160,000	160,000
June	148,950	159,900	159,900
July	144,950	149,900	149,900
August	145,000	150,000	150,000
September	146,000	154,950	154,950
October	137,500	150,000	150,000
November	131,500	148,750	148,750
December	127,100	134,750	134,750

CONTRACTS WRITTEN ANALYSIS

HISTORY >>

**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 4/8/2019**



SUMMARY >>

Summary Statistics for Contracts Written		March			Year-to-Date		
		2019	2018	Change	2019	2018	Change
Closed Listings		986	1,025	-3.8%	2,495	2,544	-1.9%
Volume (1,000s)		167,596	172,945	-3.1%	416,412	422,161	-1.4%
Average	Sale Price	169,976	168,727	0.7%	166,898	165,944	0.6%
	Days on Market	45	49	-7.5%	51	54	-6.3%
	Percent of Original	97.5%	96.8%	0.8%	96.2%	95.9%	0.3%
Median	Sale Price	152,900	149,700	2.1%	149,900	143,700	4.3%
	Days on Market	15	17	-11.8%	23	23	0.0%
	Percent of Original	100.0%	98.5%	1.6%	100.0%	97.9%	2.1%

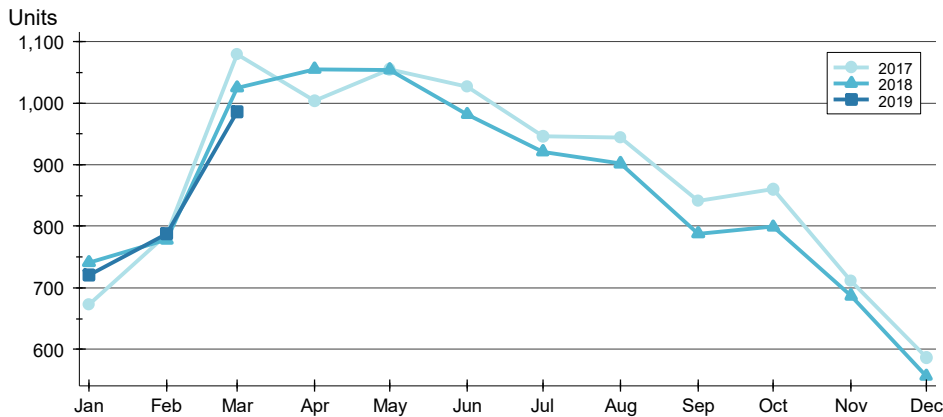
A total of 986 contracts for sale were written in South Central Kansas during the month of March, down from 1,025 in 2018. The median list price of these homes was \$152,900, up from \$149,700 the prior year.

Half of the homes that went under contract in March were on the market less than 15 days, compared to 17 days in March 2018.

CONTRACTS WRITTEN ANALYSIS

BY MONTH >>

**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 4/8/2019**



Month	2017	2018	2019
January	673	741	721
February	787	778	788
March	1,079	1,025	986
April	1,004	1,055	
May	1,055	1,054	
June	1,027	982	
July	946	921	
August	944	902	
September	841	788	
October	860	799	
November	711	687	
December	587	557	

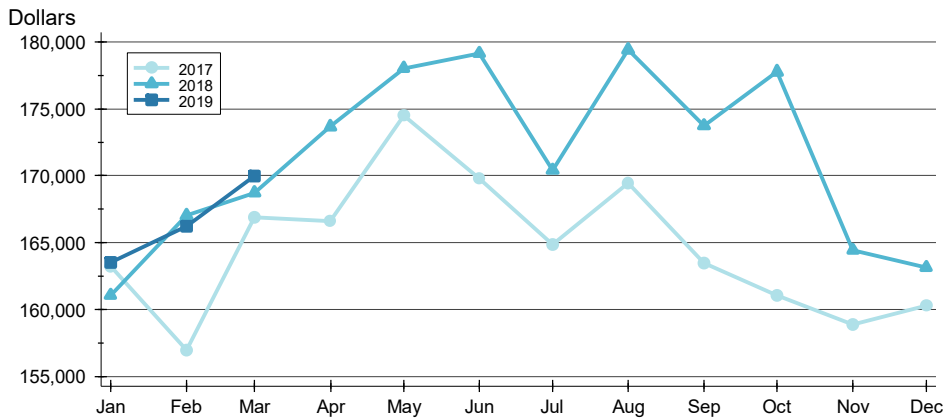
BY PRICE RANGE >>

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	1.5%	212	14,113	13,000	59	25	76.0%	83.3%
\$25,000-\$49,999	54	5.5%	2,097	38,837	37,950	82	42	88.5%	91.6%
\$50,000-\$99,999	189	19.2%	14,704	77,798	79,000	48	15	97.2%	100.0%
\$100,000-\$124,999	104	10.5%	11,847	113,915	114,900	33	12	97.9%	100.0%
\$125,000-\$149,999	107	10.9%	14,774	138,071	138,000	32	9	98.7%	100.0%
\$150,000-\$174,999	105	10.6%	17,174	163,563	165,000	34	10	98.9%	100.0%
\$175,000-\$199,999	104	10.5%	19,464	187,153	187,200	33	9	98.7%	100.0%
\$200,000-\$249,999	126	12.8%	28,108	223,082	220,000	32	13	98.3%	100.0%
\$250,000-\$299,999	75	7.6%	20,309	270,785	269,000	76	21	100.1%	100.0%
\$300,000-\$399,999	46	4.7%	16,164	351,387	349,950	63	24	99.0%	100.0%
\$400,000-\$499,999	17	1.7%	7,462	438,967	426,167	88	52	98.3%	100.0%
\$500,000-\$749,999	12	1.2%	7,488	623,997	620,950	44	25	100.0%	100.0%
\$750,000-\$999,999	2	0.2%	1,664	832,000	832,000	170	170	97.7%	97.7%
\$1,000,000 and up	1	0.1%	1,200	1,200,000	1,200,000	9	9	100.0%	100.0%
All price ranges	986	100.0%	167,596	169,976	152,900	45	15	97.5%	100.0%

CONTRACTS WRITTEN ANALYSIS

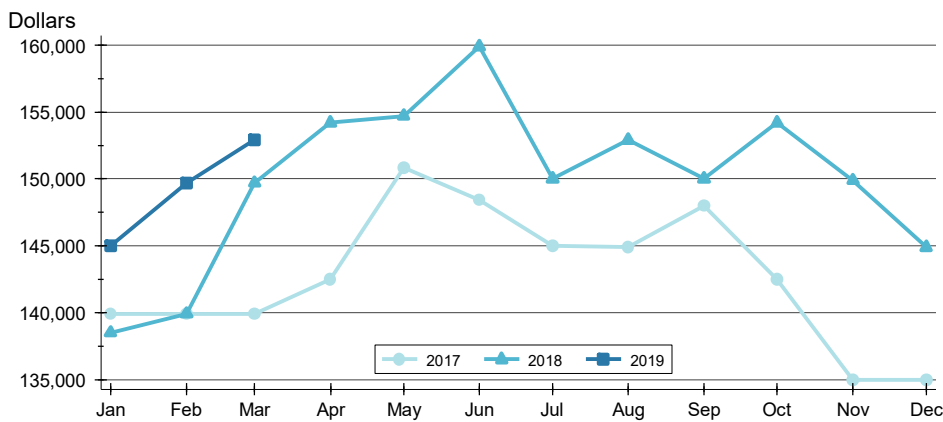
**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 4/8/2019**

AVERAGE PRICE >>



Month	2017	2018	2019
January	163,213	161,075	163,493
February	156,975	167,014	166,228
March	166,903	168,727	169,976
April	166,599	173,676	173,676
May	174,525	178,025	178,025
June	169,773	179,151	179,151
July	164,863	170,419	170,419
August	169,454	179,402	179,402
September	163,452	173,744	173,744
October	161,050	177,773	177,773
November	158,872	164,436	164,436
December	160,270	163,136	163,136

MEDIAN PRICE >>

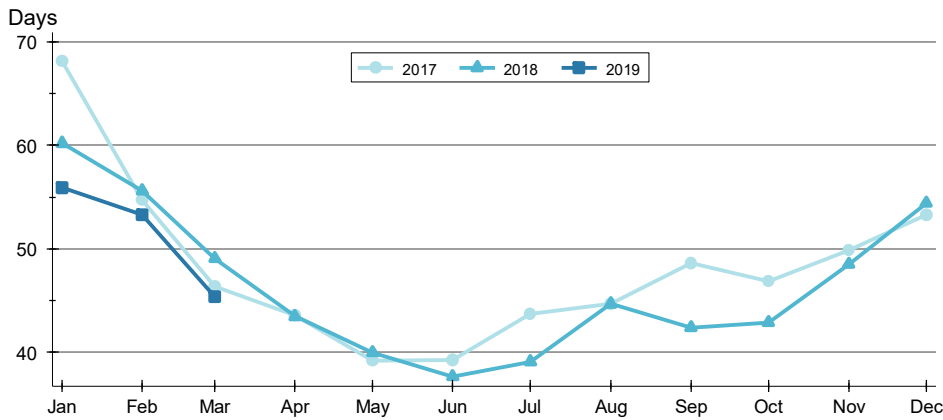


Month	2017	2018	2019
January	139,900	138,500	145,000
February	139,900	139,900	149,700
March	139,900	149,700	152,900
April	142,500	154,200	154,200
May	150,863	154,700	154,700
June	148,450	159,900	159,900
July	145,000	150,000	150,000
August	144,900	152,900	152,900
September	148,000	150,000	150,000
October	142,500	154,200	154,200
November	135,000	149,900	149,900
December	135,000	144,900	144,900

CONTRACTS WRITTEN ANALYSIS

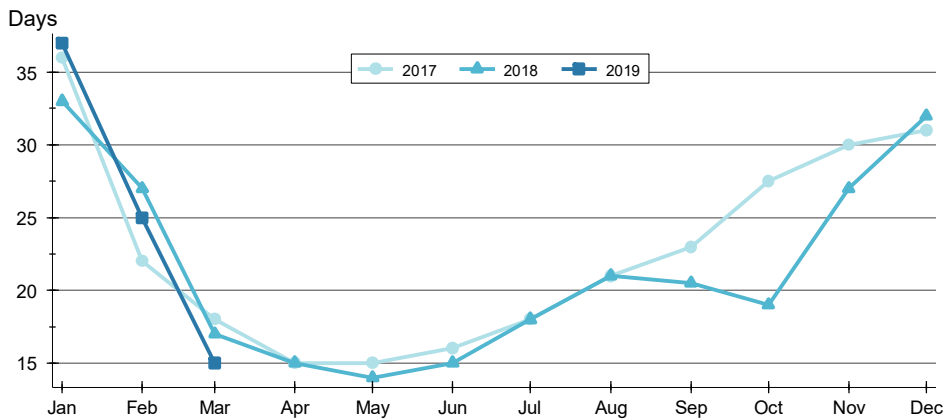
**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 4/8/2019**

AVERAGE DOM >>



Month	2017	2018	2019
January	68	60	56
February	55	56	53
March	46	49	45
April	44	43	45
May	39	40	39
June	39	38	39
July	44	39	44
August	45	45	45
September	49	42	49
October	47	43	47
November	50	49	50
December	53	54	53

MEDIAN DOM >>

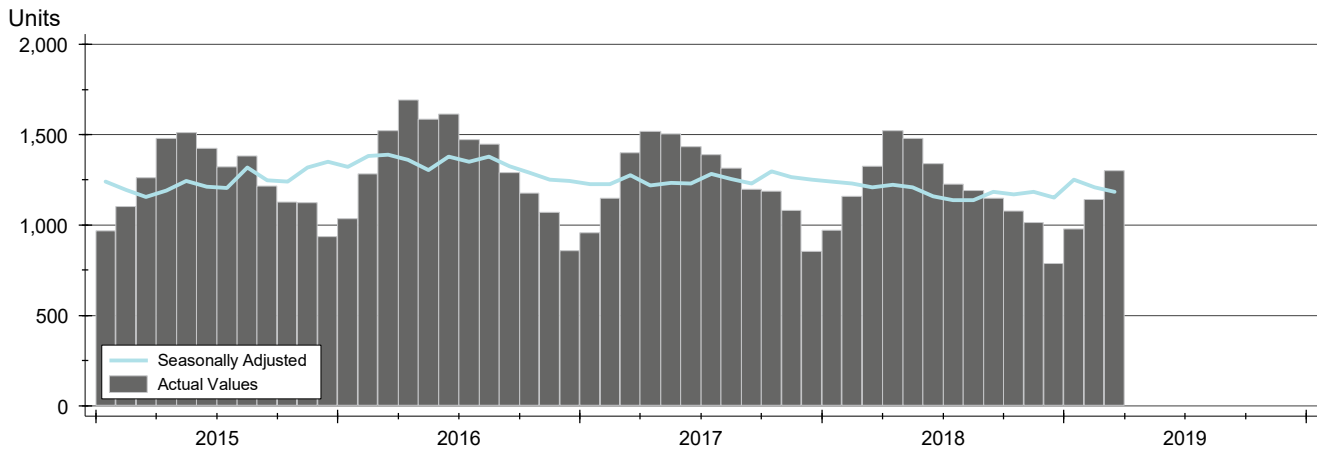


Month	2017	2018	2019
January	36	33	37
February	22	27	25
March	18	17	15
April	15	15	15
May	15	14	15
June	16	15	16
July	18	18	18
August	21	21	21
September	23	21	23
October	28	19	28
November	30	27	30
December	31	32	31

PENDING CONTRACTS ANALYSIS

**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 4/8/2019**

HISTORY >>



SUMMARY >>

Summary Statistics for Active Listings		End of March		
		2019	2018	Change
Active Listings		1,300	1,326	-2.0%
Volume (1,000s)		240,528	236,489	1.7%
Average	List Price	185,022	178,347	3.7%
	Days on Market	45	54	-15.6%
	Percent of Original	98.6%	98.3%	0.2%
Median	List Price	164,900	150,000	9.9%
	Days on Market	14	18	-20.0%
	Percent of Original	100.0%	100.0%	0.0%

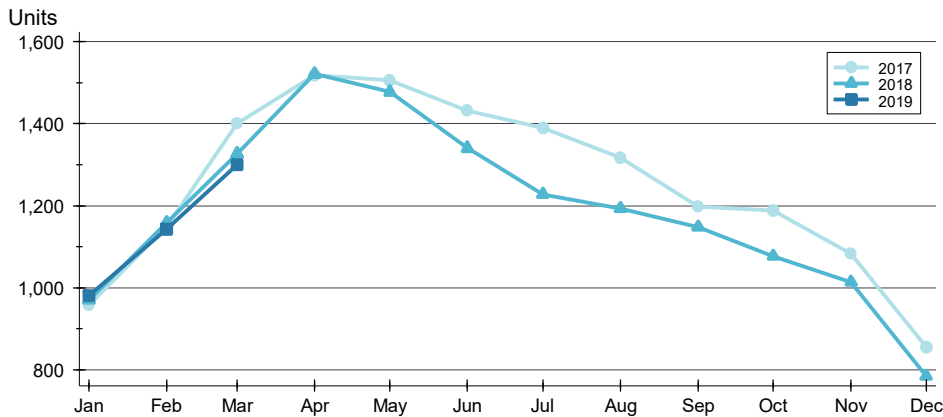
A total of 1,300 listings in South Central Kansas had contracts pending at the end of March, down from 1,326 contracts pending at the end of March 2018.

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

**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 4/8/2019**

BY MONTH »



Month	2017	2018	2019
January	957	970	980
February	1,149	1,159	1,143
March	1,400	1,326	1,300
April	1,518	1,521	
May	1,505	1,477	
June	1,432	1,340	
July	1,390	1,228	
August	1,317	1,193	
September	1,197	1,148	
October	1,188	1,077	
November	1,083	1,014	
December	855	785	

BY PRICE RANGE »

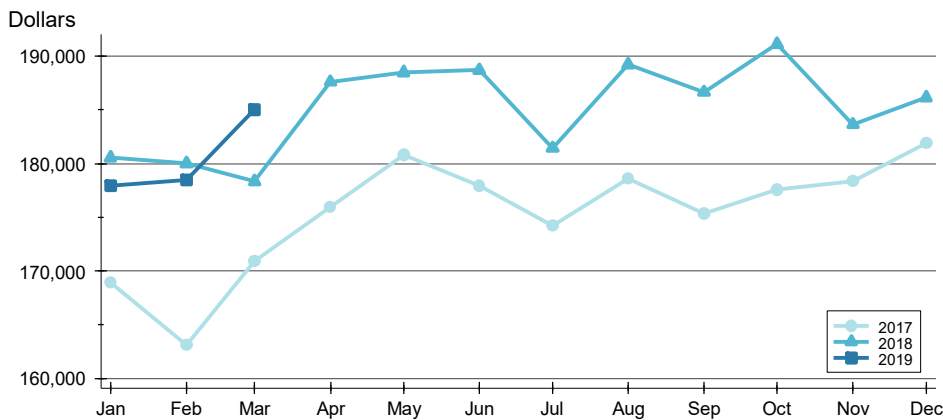
Price Range	Contracts Written			List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median
Below \$25,000	12	0.9%	166	13,825	11,500	52	28	89.1%	100.0%
\$25,000-\$49,999	55	4.2%	2,100	38,185	36,000	79	36	95.1%	100.0%
\$50,000-\$99,999	232	17.8%	17,937	77,314	76,700	53	18	97.7%	100.0%
\$100,000-\$124,999	130	10.0%	14,688	112,982	114,200	39	14	98.7%	100.0%
\$125,000-\$149,999	130	10.0%	18,049	138,836	139,900	33	9	98.9%	100.0%
\$150,000-\$174,999	136	10.5%	22,141	162,804	162,896	35	10	98.8%	100.0%
\$175,000-\$199,999	138	10.6%	25,848	187,301	186,950	30	10	99.1%	100.0%
\$200,000-\$249,999	175	13.5%	39,062	223,212	220,000	33	12	98.9%	100.0%
\$250,000-\$299,999	99	7.6%	26,918	271,900	269,900	71	18	99.1%	100.0%
\$300,000-\$399,999	97	7.5%	33,942	349,913	350,000	49	7	99.6%	100.0%
\$400,000-\$499,999	34	2.6%	15,102	444,188	431,897	71	14	100.3%	100.0%
\$500,000-\$749,999	19	1.5%	11,532	606,964	600,000	68	15	100.0%	100.0%
\$750,000-\$999,999	5	0.4%	4,111	822,248	772,514	74	14	99.1%	100.0%
\$1,000,000 and up	2	0.2%	2,272	1,135,859	1,135,859	5	5	100.0%	100.0%
All price ranges	1,300	100.0%	240,528	185,022	164,900	45	14	98.6%	100.0%



PENDING CONTRACTS ANALYSIS

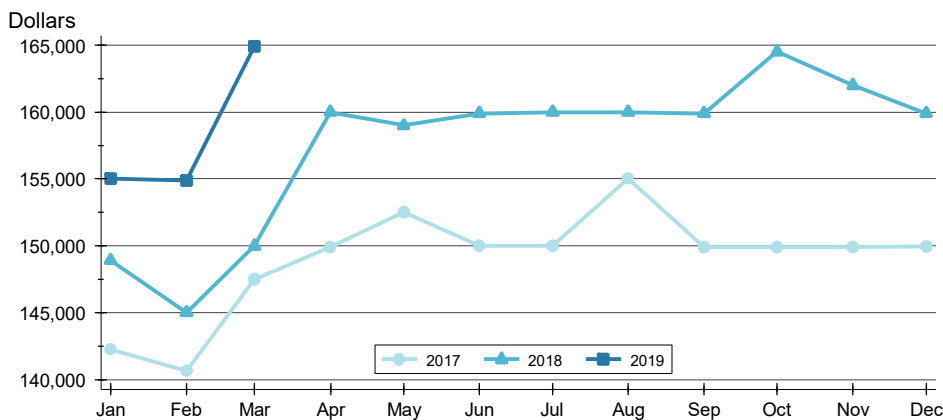
**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 4/8/2019**

AVERAGE PRICE >>



Month	2017	2018	2019
January	168,915	180,564	177,966
February	163,082	180,022	178,468
March	170,903	178,347	185,022
April	175,952	187,633	187,633
May	180,836	188,503	188,503
June	177,943	188,722	188,722
July	174,214	181,440	181,440
August	178,618	189,213	189,213
September	175,363	186,663	186,663
October	177,592	191,150	191,150
November	178,336	183,647	183,647
December	181,887	186,152	186,152

MEDIAN PRICE >>

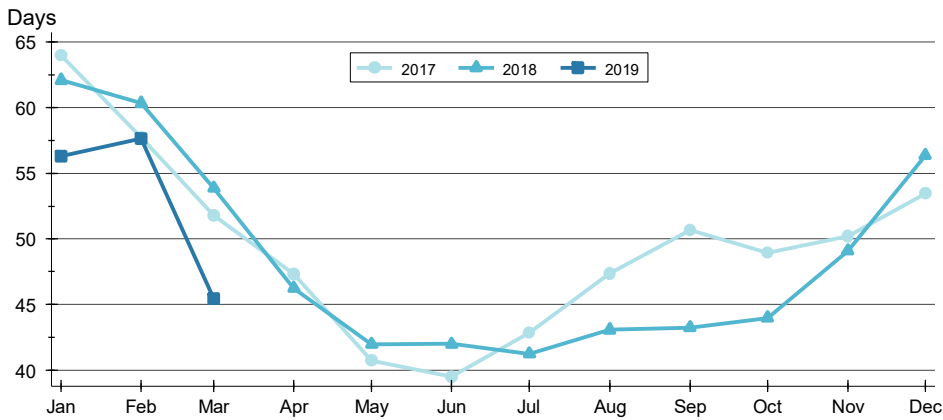


Month	2017	2018	2019
January	142,250	148,900	155,000
February	140,650	145,000	154,900
March	147,500	150,000	164,900
April	149,900	160,000	160,000
May	152,500	159,000	159,000
June	150,000	159,900	159,900
July	150,000	160,000	160,000
August	155,000	160,000	160,000
September	149,900	159,900	159,900
October	149,900	164,500	164,500
November	149,900	162,000	162,000
December	149,950	159,900	159,900

PENDING CONTRACTS ANALYSIS

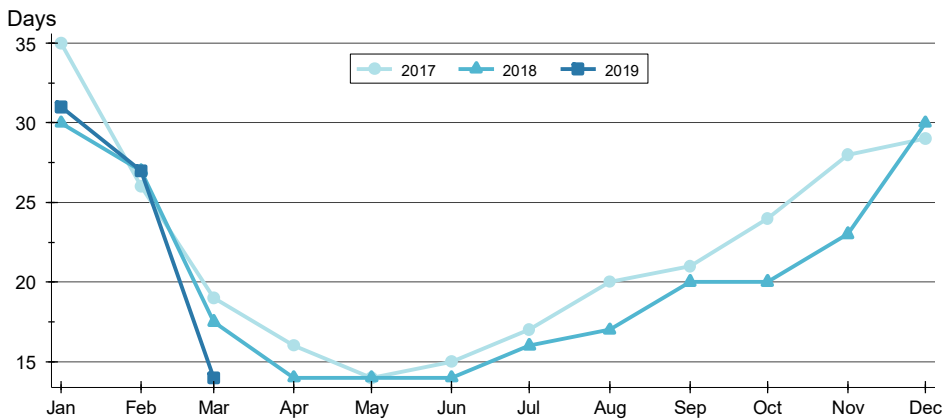
**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 4/8/2019**

AVERAGE DOM >>



Month	2017	2018	2019
January	64	62	56
February	58	60	58
March	52	54	45
April	47	46	45
May	41	42	45
June	40	42	45
July	43	41	45
August	47	43	45
September	51	43	45
October	49	44	45
November	50	49	45
December	53	56	45

MEDIAN DOM >>



Month	2017	2018	2019
January	35	30	31
February	26	27	27
March	19	18	14
April	16	14	14
May	14	14	14
June	15	14	14
July	17	16	14
August	20	17	14
September	21	20	14
October	24	20	14
November	28	23	14
December	29	30	14