



South Central Kansas MLS

South Central Kansas MLS

170 W. Dewey, Wichita, KS 67202

www.sckrealtors.com

September 19, 2017

South Central Kansas Multiple Listing Service Releases Home Sales Figures for August 2017

Homes sales in South Central Kansas fell by 4.2% in August compared to the prior year. Sales in August 2017 totaled 1,013 units, down from 1,057 in 2016.

Among existing homes, 948 units sold in August, a decrease of 4.3% from 991 units that sold in 2016. The average sale price of existing homes was \$157,155. This represents an increase of 6.6% from the August 2016 average price of \$147,454.

For new construction, 65 sales occurred in August, down from 66 units the prior year, a decrease of 1.5%. The average sale price of new homes in August was \$304,153, down 0.7% from the same period last year.

A total of 957 contracts for sale were written in August 2017, down from 999 in August 2016. This is a decrease of 4.2%. 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 2,663 units at the end of August, which is up from 2,534 homes that were on the market at the end of August last year. At the current rate of sales, this figure represents 2.6 months' supply of homes on the market.

For questions and/or comments, please contact South Central Kansas MLS President Jon Quincy at jonquincy@penfedrealty.com.



MARKET OVERVIEW >>

South Central Kansas Home Sales Fell in August

Total home sales in South Central Kansas fell last month to 1,013 units, compared to 1,057 units in August 2016. Total sales volume was \$168.8 million, up from a year earlier.

The median sale price in August was \$145,000, up from \$137,350 a year earlier. Homes that sold in August were typically on the market for 17 days and sold for 99.4% of their list prices.

South Central Kansas Active Listings Up at End of August

The total number of active listings in South Central Kansas at the end of August was 2,663 units, up from 2,534 at the same point in 2016. This represents a 2.6 months' supply of homes available for sale. The median list price of homes on the market at the end of August was \$164,900.

During August, a total of 957 contracts were written down from 999 in August 2016. At the end of the month, there were 1,317 contracts pending, compared to 1,446 at the end of August 2016.

Entire MLS System				
Current Month		August		
Summary Statistics		2017	2016	Change
Home Sales		1,013	1,057	-4.2%
Active Listings		2,663	2,534	5.1%
Months' Supply		2.6	2.4	9.7%
New Listings		1,301	1,236	5.3%
Contracts Written		957	999	-4.2%
Pending Contracts		1,317	1,446	-8.9%
Sales Volume (1,000s)		168,753	166,340	1.5%
Average	Sale Price	166,587	157,370	5.9%
	List Price of Actives	217,266	217,371	0.0%
	Days on Market	41	49	-16.0%
	Percent of List	97.8%	97.3%	0.5%
	Percent of Original	95.6%	94.8%	0.8%
Median	Sale Price	145,000	137,350	5.6%
	List Price of Actives	164,900	157,950	4.4%
	Days on Market	17	24	-29.2%
	Percent of List	99.4%	98.8%	0.6%
	Percent of Original	97.7%	97.3%	0.4%

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Contact Information

Jon Quincy, President
 South Central Kansas Multiple Listing Service
 170 W Dewey St
 Wichita, KS 67202
jonquincy@penfedrealty.com
www.sckrealtors.com

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THREE-YEAR COMPARISONS

SUMMARY >>

**BREAKDOWNS BY HOME TYPE
ENTIRE MLS SYSTEM
AS OF 9/8/2017**

August MLS Statistics By Property Type		2017			2016			2015		
		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		1,013	948	65	1,057	991	66	893	847	46
Change from prior year		-4.2%	-4.3%	-1.5%	18.4%	17.0%	43.5%	-3.8%	-2.6%	-16.4%
Active Listings		2,663	2,379	284	2,534	2,284	250	2,946	2,665	281
Change from prior year		5.1%	4.2%	13.6%	-14.0%	-14.3%	-11.0%	-7.2%	-8.6%	8.9%
Months' Supply		2.6	2.5	4.4	2.4	2.3	3.8	3.3	3.1	6.1
Change from prior year		9.7%	8.9%	15.3%	-27.3%	-26.7%	-38.0%	-3.6%	-6.2%	30.2%
New Listings		1,301	1,234	67	1,236	1,156	80	1,262	1,192	70
Change from prior year		5.3%	6.7%	-16.2%	-2.1%	-3.0%	14.3%	14.1%	14.9%	20.7%
Contracts Written		957	911	46	999	950	49	945	895	50
Change from prior year		-4.2%	-4.1%	-6.1%	5.7%	6.1%	-2.0%	13.6%	14.3%	8.7%
Pending Contracts		1,317	1,141	176	1,446	1,301	145	1,384	1,258	126
Change from prior year		-8.9%	-12.3%	21.4%	4.5%	3.4%	15.1%	8.7%	10.1%	-3.1%
Sales Volume (1,000s)		168,753	148,983	19,770	166,340	146,127	20,213	138,669	124,950	13,719
Change from prior year		1.5%	2.0%	-2.2%	20.0%	16.9%	47.3%	0.2%	1.2%	-7.3%
Average	Sale Price	166,587	157,155	304,153	157,370	147,454	306,254	155,285	147,521	298,235
	Change from prior year	5.9%	6.6%	-0.7%	1.3%	0.0%	2.7%	4.2%	3.9%	10.9%
	List Price of Actives	217,266	206,212	308,346	217,371	206,723	313,630	203,861	189,942	333,636
	Change from prior year	0.0%	-0.2%	-1.7%	6.6%	8.8%	-6.0%	4.2%	2.6%	7.0%
	Days on Market	41	37	103	49	45	102	49	46	105
	Change from prior year	-16.1%	-18.8%	0.4%	-0.5%	-1.7%	-2.3%	-19.4%	-21.5%	6.4%
Median	Percent of List	97.8%	97.5%	102.2%	97.3%	96.9%	102.1%	97.4%	97.1%	102.6%
	Change from prior year	0.5%	0.5%	0.0%	-0.1%	-0.1%	-0.5%	0.8%	0.9%	0.4%
	Percent of Original	95.6%	95.1%	102.8%	94.8%	94.4%	101.1%	95.1%	94.7%	103.0%
	Change from prior year	0.8%	0.7%	1.7%	-0.3%	-0.3%	-1.8%	0.7%	0.9%	0.0%
	Sale Price	145,000	137,750	273,540	137,350	132,000	254,125	137,000	133,000	224,265
	Change from prior year	5.6%	4.4%	7.6%	0.3%	-0.8%	13.3%	7.5%	8.0%	-11.9%
List Price of Actives	164,900	150,000	272,450	157,950	139,900	258,075	145,000	129,900	276,600	
Change from prior year	4.4%	7.2%	5.6%	8.9%	7.7%	-6.7%	0.2%	-3.7%	6.4%	
Days on Market	17	17	25	24	24	32	27	26	55	
Change from prior year	-29.2%	-29.2%	-21.9%	-11.1%	-7.7%	-41.8%	-20.6%	-23.5%	96.4%	
Percent of List	99.4%	99.0%	100.3%	98.8%	98.5%	100.0%	98.6%	98.5%	100.5%	
Change from prior year	0.6%	0.5%	0.3%	0.2%	0.0%	-0.5%	0.7%	0.7%	0.1%	
Percent of Original	97.7%	97.3%	101.3%	97.3%	96.9%	100.9%	97.1%	96.9%	100.8%	
Change from prior year	0.4%	0.4%	0.4%	0.2%	0.0%	0.1%	0.5%	0.7%	-0.4%	

YEAR-TO-DATE STATISTICS

SUMMARY >>

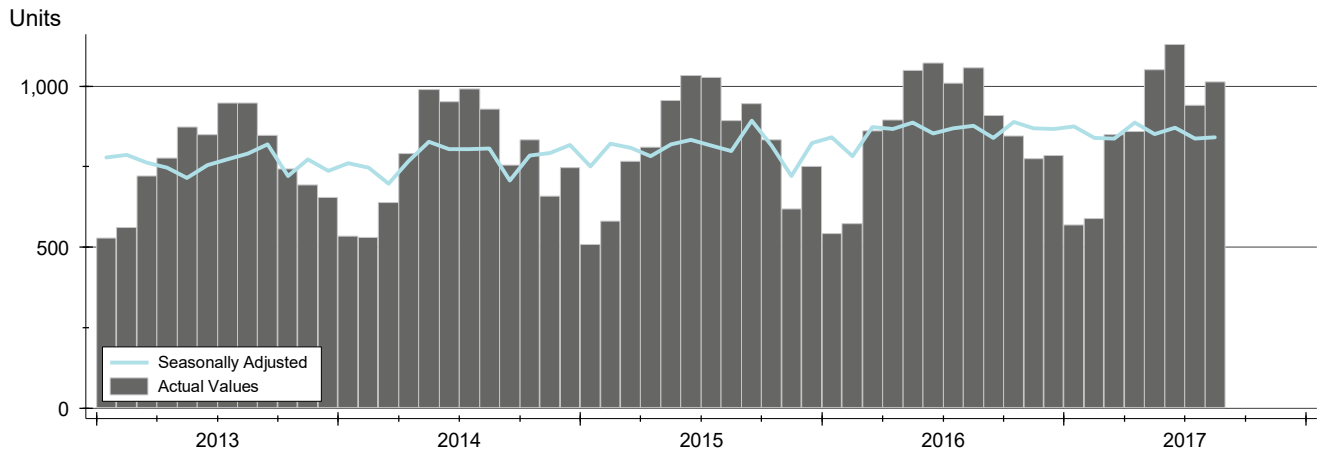
**YTD BREAKDOWNS BY HOME TYPE
ENTIRE MLS SYSTEM
AS OF 9/8/2017**

Year-to-Date Activity By Property Type		2017			2016			2015		
		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		6,999	6,565	434	7,057	6,586	471	6,573	6,141	396
Change from prior year		-0.8%	-0.3%	-7.9%	7.4%	7.2%	18.9%	3.5%	4.1%	-5.5%
New Listings		9,818	9,217	601	9,799	9,183	615	9,821	9,182	580
Change from prior year		0.2%	0.4%	-2.3%	-0.2%	0.0%	6.0%	0.7%	0.3%	13.3%
Contracts Written		7,432	6,981	451	7,561	7,035	526	7,130	6,631	464
Change from prior year		-1.7%	-0.8%	-14.3%	6.0%	6.1%	13.4%	6.1%	5.8%	9.7%
Sales Volume (1,000s)		1,110,716	979,234	131,482	1,109,010	969,578	139,432	994,299	879,332	112,277
Change from prior year		0.2%	1.0%	-5.7%	11.5%	10.3%	24.2%	8.1%	10.3%	-7.4%
Average	Sale Price	158,696	149,160	302,954	157,150	147,218	296,035	151,270	143,190	283,528
	Change from prior year	1.0%	1.3%	2.3%	3.9%	2.8%	4.4%	4.4%	6.0%	-2.0%
	Days on Market	48	45	88	55	51	118	61	58	110
	Change from prior year	-13.5%	-11.1%	-25.4%	-10.4%	-13.6%	7.2%	-12.7%	-12.9%	-4.9%
	Percent of List	97.5%	97.2%	101.8%	97.4%	97.1%	101.2%	97.2%	96.9%	102.2%
Change from prior year	0.1%	0.1%	0.6%	0.2%	0.2%	-1.0%	0.3%	0.3%	0.1%	
Median	Percent of Original	95.3%	94.8%	102.3%	95.2%	94.7%	101.4%	94.9%	94.4%	102.8%
	Change from prior year	0.1%	0.1%	1.0%	0.2%	0.3%	-1.4%	0.6%	0.7%	0.1%
	Sale Price	138,500	132,000	265,500	135,000	129,900	254,900	130,800	127,000	244,250
	Change from prior year	2.6%	1.6%	4.2%	3.2%	2.3%	4.4%	6.3%	8.1%	-1.3%
	Days on Market	21	20	25	25	24	51	31	31	54
Change from prior year	-16.0%	-16.7%	-52.0%	-19.4%	-22.6%	-4.7%	-16.2%	-13.9%	-6.1%	
Percent of List	Change from prior year	0.3%	0.3%	0.0%	0.4%	0.4%	0.0%	0.4%	0.4%	0.0%
	Percent of Original	97.7%	97.3%	100.3%	97.6%	97.2%	100.0%	97.0%	96.7%	100.8%
	Change from prior year	0.1%	0.2%	0.3%	0.6%	0.5%	-0.8%	0.5%	0.6%	0.0%

CLOSED LISTINGS ANALYSIS

**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 9/8/2017**

HISTORY >>



SUMMARY >>

Summary Statistics for Closed Listings		August			Year-to-Date		
		2017	2016	Change	2017	2016	Change
Closed Listings		1,013	1,057	-4.2%	6,999	7,057	-0.8%
Volume (1,000s)		168,753	166,340	1.5%	1,110,716	1,109,010	0.2%
Average	Sale Price	166,587	157,370	5.9%	158,696	157,150	1.0%
	Days on Market	41	49	-16.1%	48	55	-13.5%
	Percent of List	97.8%	97.3%	0.5%	97.5%	97.4%	0.1%
	Percent of Original	95.6%	94.8%	0.8%	95.3%	95.2%	0.1%
Median	Sale Price	145,000	137,350	5.6%	138,500	135,000	2.6%
	Days on Market	17	24	-29.2%	21	25	-16.0%
	Percent of List	99.4%	98.8%	0.6%	99.1%	98.8%	0.3%
	Percent of Original	97.7%	97.3%	0.4%	97.7%	97.6%	0.1%

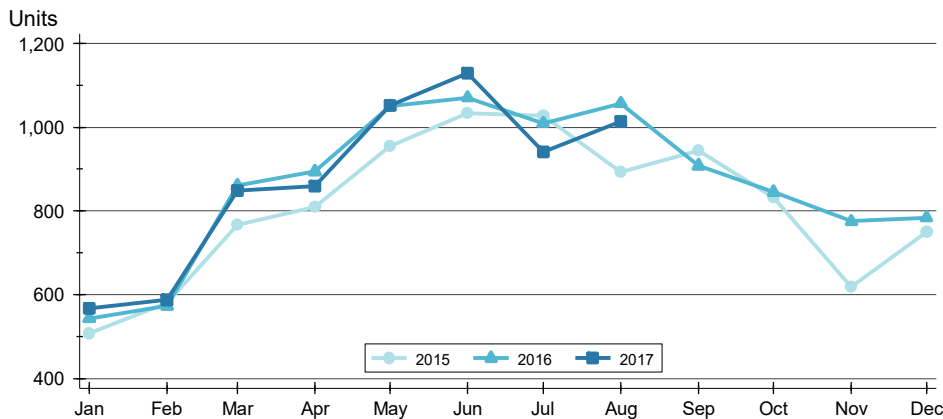
A total of 1,013 homes sold in South Central Kansas in August, down from 1,057 units in August 2016. Total sales volume rose to \$168.8 million compared to \$166.3 million in the previous year.

The median sales price in August was \$145,000, up 5.6% compared to the prior year. Median days on market was 17 days, up from 16 days in July, but down from 24 in August 2016.

CLOSED LISTINGS ANALYSIS

BY MONTH >>

**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 9/8/2017**



Month	2015	2016	2017
January	508	543	568
February	580	573	588
March	767	860	849
April	810	894	859
May	954	1,050	1,052
June	1,034	1,071	1,129
July	1,027	1,009	941
August	893	1,057	1,013
September	944	908	
October	833	845	
November	619	775	
December	750	784	

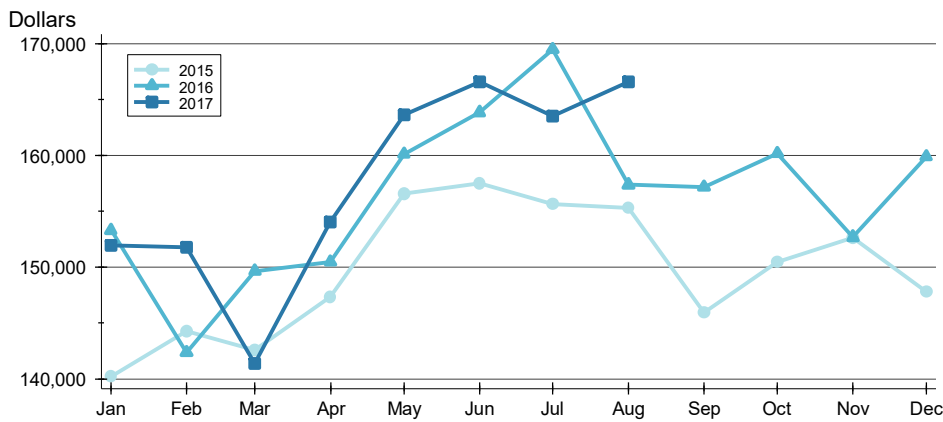
BY PRICE RANGE >>

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	24	2.4%	377	15,729	18,425	69	40	89.6%	88.2%	77.1%	72.7%
\$25,000-\$49,999	68	6.7%	2,621	38,551	39,300	55	24	92.0%	92.4%	86.9%	88.2%
\$50,000-\$99,999	233	23.0%	17,916	76,891	77,629	33	18	97.0%	98.8%	94.7%	95.9%
\$100,000-\$124,999	94	9.3%	10,633	113,112	113,000	24	6	99.4%	100.0%	97.5%	100.0%
\$125,000-\$149,999	105	10.4%	14,337	136,542	135,800	23	9	99.2%	100.0%	97.9%	100.0%
\$150,000-\$174,999	112	11.1%	18,098	161,587	162,500	30	12	98.8%	100.0%	97.7%	98.5%
\$175,000-\$199,999	90	8.9%	16,825	186,943	187,250	28	16	99.0%	100.0%	97.4%	98.0%
\$200,000-\$249,999	123	12.1%	27,390	222,685	221,500	51	31	98.4%	99.2%	96.9%	97.6%
\$250,000-\$299,999	64	6.3%	17,295	270,230	268,250	57	36	98.6%	98.4%	96.0%	96.6%
\$300,000-\$399,999	56	5.5%	19,243	343,625	339,950	58	32	98.9%	98.8%	98.0%	98.0%
\$400,000-\$499,999	26	2.6%	11,424	439,367	435,000	101	44	98.6%	97.8%	96.2%	97.2%
\$500,000-\$749,999	13	1.3%	7,703	592,509	605,015	67	55	98.3%	97.3%	97.0%	94.3%
\$750,000-\$999,999	4	0.4%	3,542	885,413	884,250	87	43	100.0%	102.4%	106.8%	102.4%
\$1,000,000 and up	1	0.1%	1,350	1,350,000	1,350,000	999	999	71.2%	71.2%	54.1%	54.1%
All price ranges	1,013	100.0%	168,753	166,587	145,000	41	17	97.8%	99.4%	95.6%	97.7%

CLOSED LISTINGS ANALYSIS

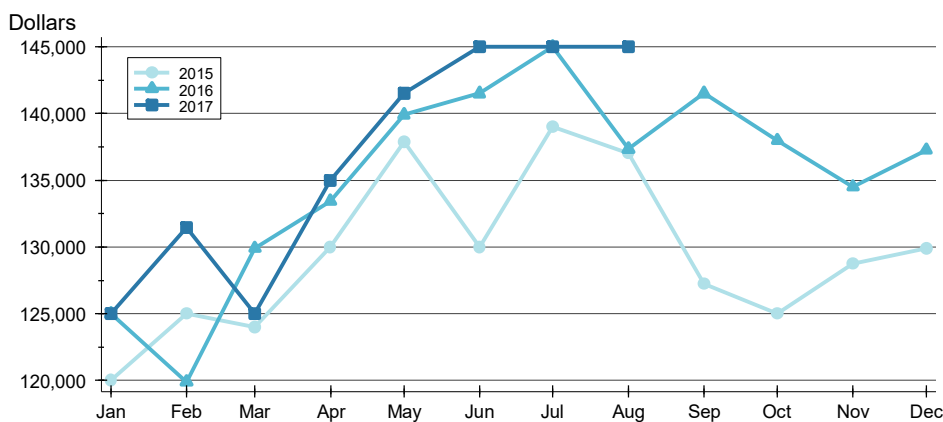
**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 9/8/2017**

AVERAGE PRICE >>



Month	2015	2016	2017
January	140,224	153,313	151,957
February	144,271	142,349	151,749
March	142,575	149,651	141,338
April	147,301	150,456	154,016
May	156,574	160,129	163,655
June	157,482	163,848	166,608
July	155,639	169,506	163,508
August	155,285	157,370	166,587
September	145,953	157,173	
October	150,456	160,166	
November	152,640	152,696	
December	147,763	159,886	

MEDIAN PRICE >>

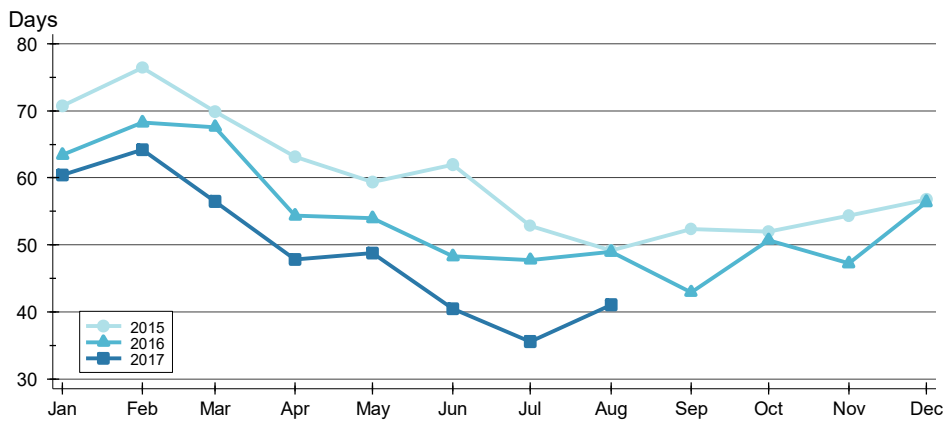


Month	2015	2016	2017
January	120,000	125,000	125,000
February	125,000	119,900	131,450
March	124,000	129,900	125,000
April	130,000	133,450	135,000
May	137,900	139,900	141,500
June	130,000	141,500	145,000
July	139,000	145,000	145,000
August	137,000	137,350	145,000
September	127,250	141,500	
October	125,000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

CLOSED LISTINGS ANALYSIS

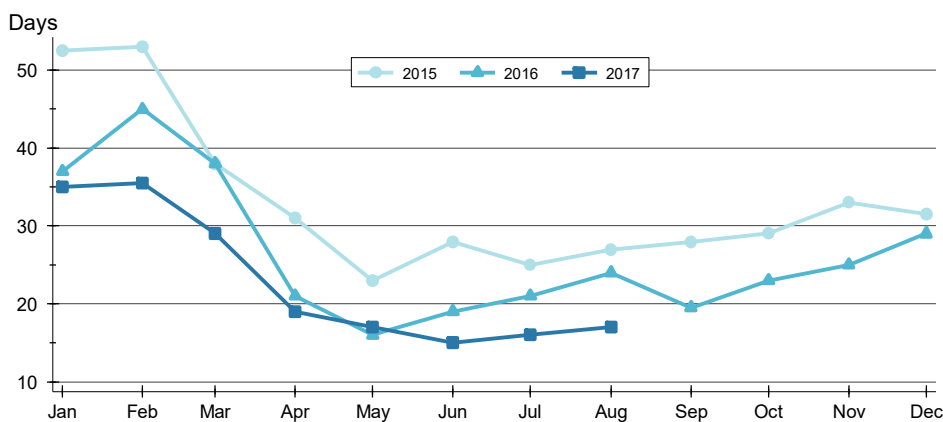
**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 9/8/2017**

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	41
July	53	48	36
August	49	49	41
September	52	43	56
October	52	51	56
November	54	47	56
December	57	56	56

MEDIAN DOM

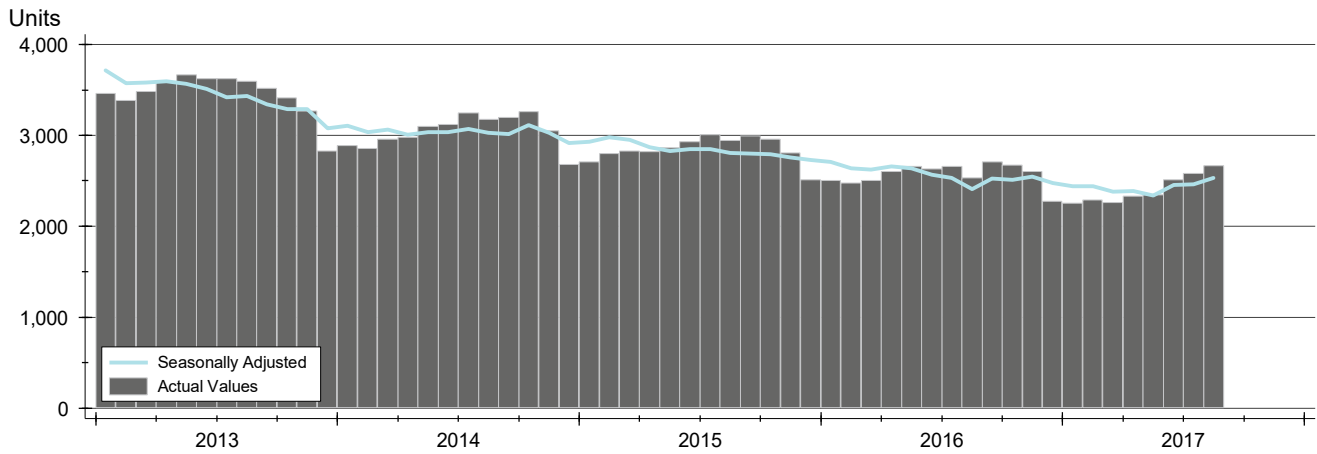


Month	2015	2016	2017
January	53	37	35
February	53	45	36
March	38	38	29
April	31	21	19
May	23	16	17
June	28	19	15
July	25	21	16
August	27	24	17
September	28	20	17
October	29	23	17
November	33	25	17
December	32	29	17

ACTIVE LISTINGS ANALYSIS

HISTORY >>

**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 9/8/2017**



SUMMARY >>

Summary Statistics for Active Listings		End of August		
		2017	2016	Change
Active Listings		2,663	2,534	5.1%
Months' Supply		2.6	2.4	9.7%
Volume (1,000s)		578,579	550,818	5.0%
Average	List Price	217,266	217,371	0.0%
	Days on Market	93	102	-8.5%
	Percent of Original	97.1%	97.0%	0.1%
Median	List Price	164,900	157,950	4.4%
	Days on Market	51	58	-12.1%
	Percent of Original	100.0%	100.0%	0.0%

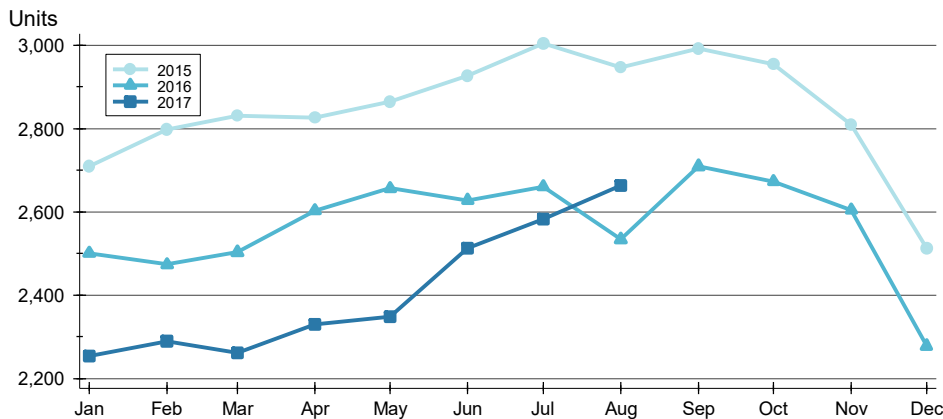
A total of 2,663 homes were available for sale in South Central Kansas at the end of August. This represents a 2.6 months' supply of active listings.

The median list price of homes on the market at the end of August was \$164,900, up 4.4% from 2016. The typical time on market for active listings was 51 days, down from 58 days a year earlier.

ACTIVE LISTINGS ANALYSIS

BY MONTH »

**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 9/8/2017**



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	2,583
August	2,946	2,534	2,663
September	2,991	2,709	
October	2,954	2,673	
November	2,808	2,604	
December	2,512	2,278	

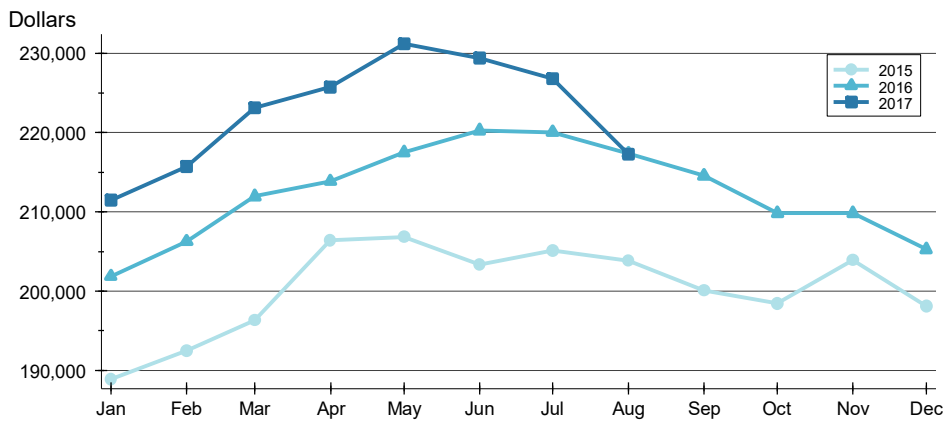
BY PRICE RANGE »

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	99	3.7%	937	4.1	9,469	5,950	98	48	92.9%	100.0%
\$25,000-\$49,999	189	7.1%	7,381	2.8	39,050	39,900	125	63	93.6%	100.0%
\$50,000-\$99,999	555	20.8%	40,903	2.4	73,699	72,500	96	52	96.4%	100.0%
\$100,000-\$124,999	147	5.5%	16,767	1.6	114,060	115,000	56	38	97.4%	100.0%
\$125,000-\$149,999	206	7.7%	28,699	2.0	139,317	139,900	55	32	98.1%	100.0%
\$150,000-\$174,999	195	7.3%	31,692	1.7	162,524	162,900	58	40	98.1%	100.0%
\$175,000-\$199,999	177	6.6%	33,390	2.0	188,647	189,900	86	45	98.0%	100.0%
\$200,000-\$249,999	278	10.4%	63,507	2.3	228,443	229,900	88	52	98.1%	100.0%
\$250,000-\$299,999	244	9.2%	67,034	3.8	274,728	274,900	88	57	98.3%	100.0%
\$300,000-\$399,999	242	9.1%	84,125	4.3	347,625	340,000	114	69	98.3%	100.0%
\$400,000-\$499,999	133	5.0%	59,104	5.1	444,389	437,500	113	65	97.4%	100.0%
\$500,000-\$749,999	92	3.5%	56,027	7.1	608,990	600,000	151	98	97.4%	100.0%
\$750,000-\$999,999	34	1.3%	29,833	8.5	877,439	895,000	174	127	94.3%	98.9%
\$1,000,000 and up	33	1.2%	50,706	33.0	1,536,549	1,295,000	180	132	97.3%	100.0%
All price ranges	2,663	100.0%	578,579	2.6	217,266	164,900	93	51	97.1%	100.0%

ACTIVE LISTINGS ANALYSIS

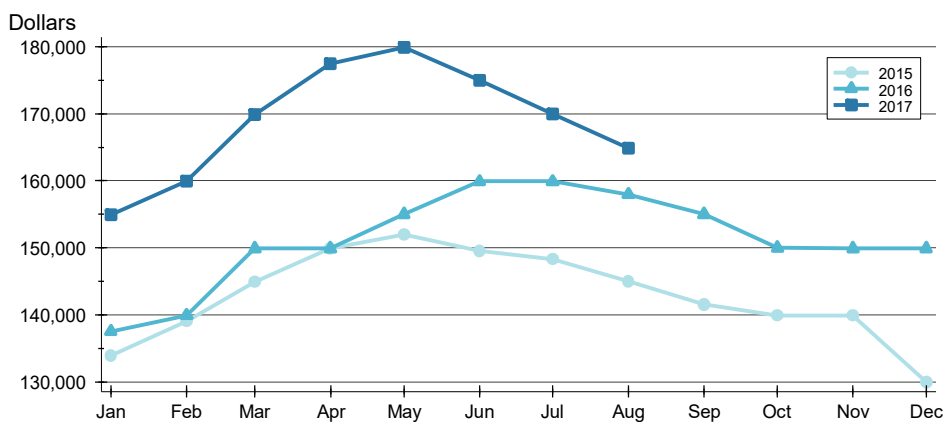
**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 9/8/2017**

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	226,760
August	203,861	217,371	217,266
September	200,121	214,568	
October	198,492	209,842	
November	203,927	209,842	
December	198,170	205,282	

MEDIAN PRICE »

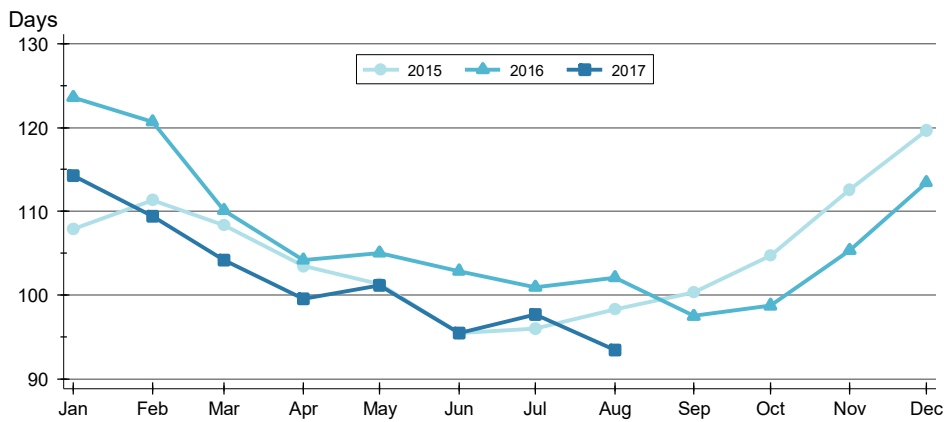


Month	2015	2016	2017
January	133,900	137,500	154,900
February	139,000	139,900	159,900
March	144,900	149,900	169,900
April	149,900	149,900	177,500
May	151,900	155,000	179,900
June	149,500	159,900	175,000
July	148,250	159,900	170,000
August	145,000	157,950	164,900
September	141,500	155,000	
October	139,900	150,000	
November	139,900	149,900	
December	130,000	149,900	

ACTIVE LISTINGS ANALYSIS

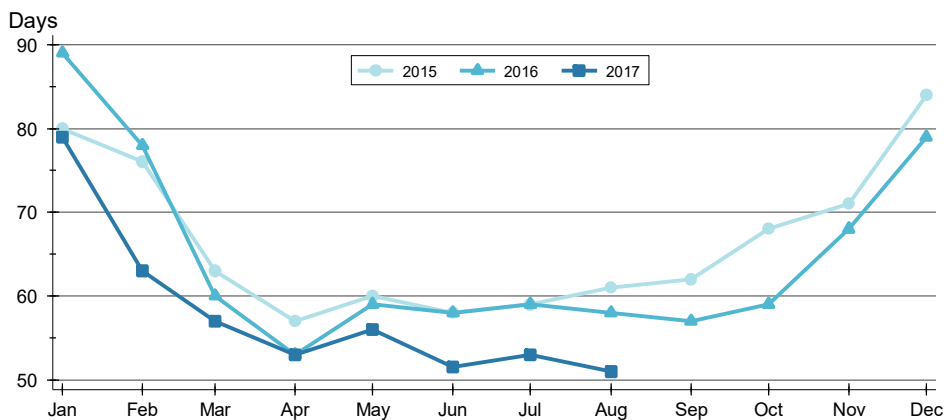
**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 9/8/2017**

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	98
August	98	102	93
September	100	97	100
October	105	99	105
November	113	105	113
December	120	113	120

MEDIAN DOM

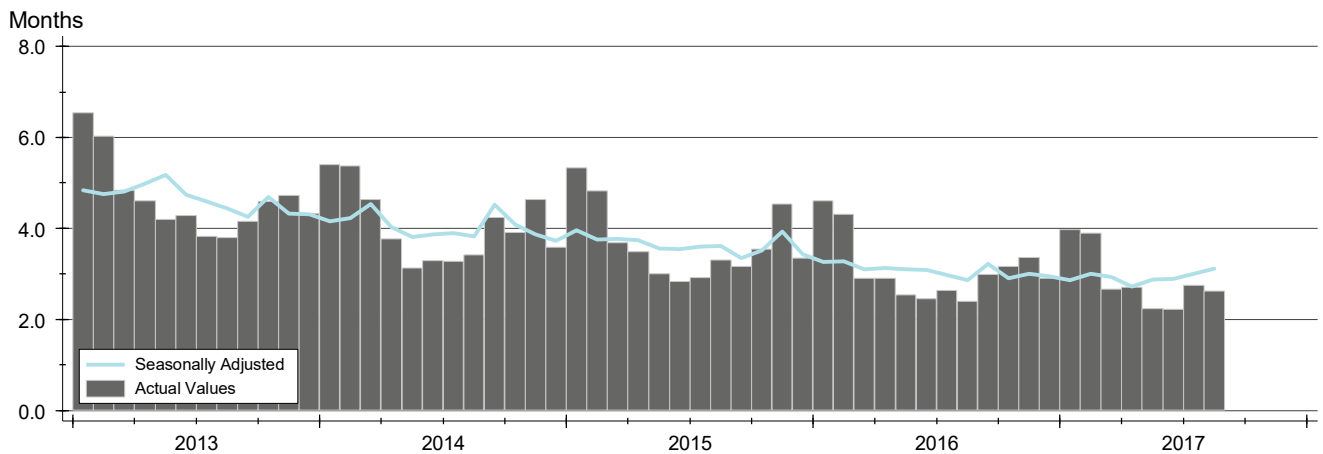


Month	2015	2016	2017
January	80	89	79
February	76	78	63
March	63	60	57
April	57	53	53
May	60	59	56
June	58	58	52
July	59	59	53
August	61	58	51
September	62	57	62
October	68	59	68
November	71	68	71
December	84	79	84

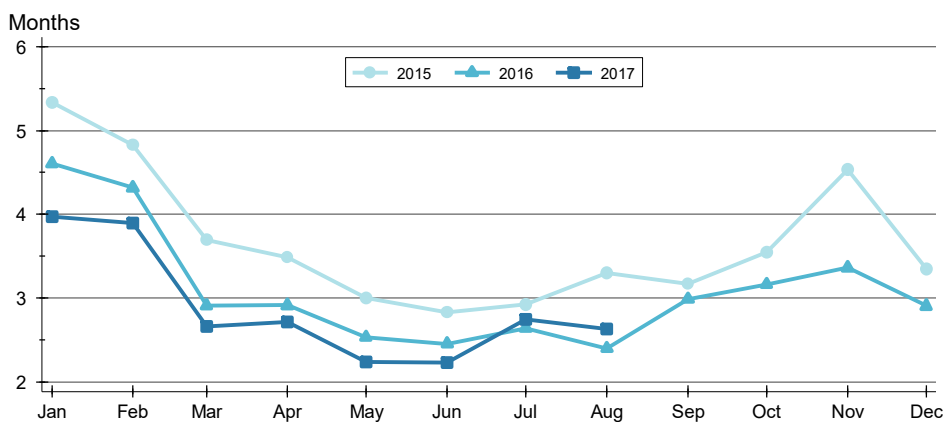
MONTHS' SUPPLY ANALYSIS

HISTORY >>

**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 9/8/2017**



BY MONTH >>

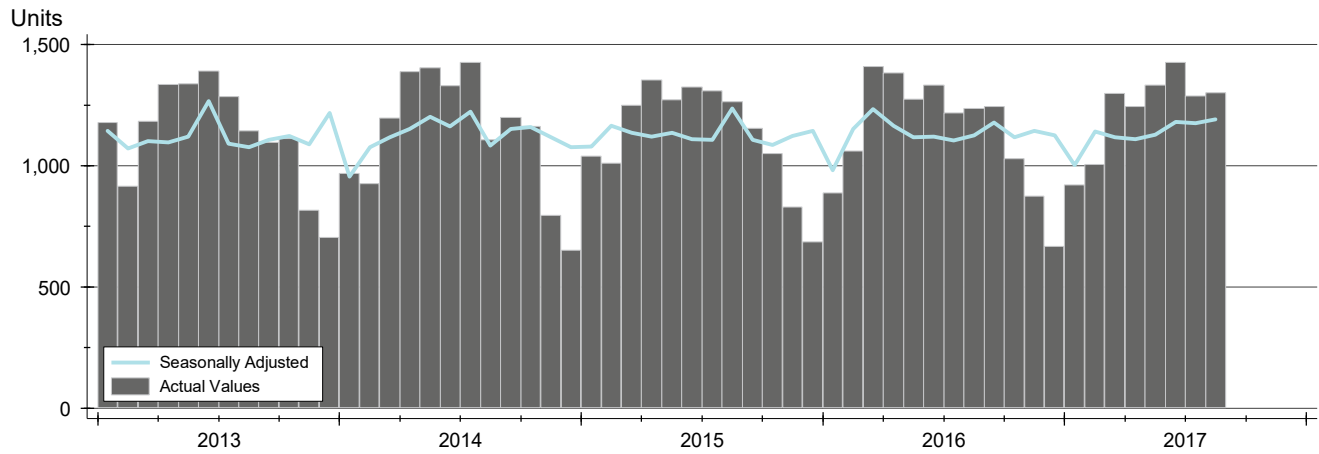


Month	2015	2016	2017
January	5.3	4.6	4.0
February	4.8	4.3	3.9
March	3.7	2.9	2.7
April	3.5	2.9	2.7
May	3.0	2.5	2.2
June	2.8	2.5	2.2
July	2.9	2.6	2.7
August	3.3	2.4	2.6
September	3.2	3.0	
October	3.5	3.2	
November	4.5	3.4	
December	3.3	2.9	

NEW LISTINGS ANALYSIS

**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 9/8/2017**

HISTORY >>



SUMMARY >>

Summary Statistics for New Listings		August		
		2017	2016	Change
Current Month	New Listings	1,301	1,236	5.3%
	Volume (1,000s)	229,591	209,464	9.6%
	Average List Price	176,473	169,469	4.1%
	Median List Price	147,500	139,900	5.4%
YTD	New Listings	9,818	9,799	0.2%
	Volume (1,000s)	1,728,829	1,710,219	1.1%
	Average List Price	176,088	174,530	0.9%
	Median List Price	147,500	144,900	1.8%

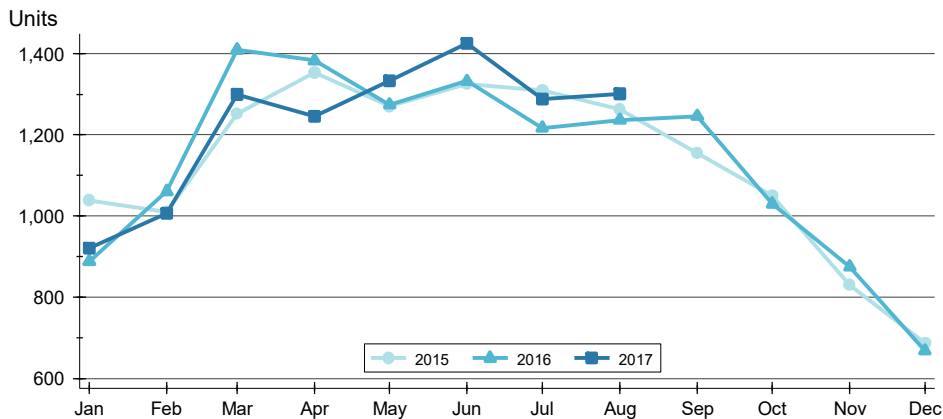
A total of 1,301 new listings were added in South Central Kansas during August, up 5.3% from the same month in 2016. Year-to-date South Central Kansas has seen 9,818 new listings.

The median list price of these homes was \$147,500 up from \$139,900 in 2016.

NEW LISTINGS ANALYSIS

BY MONTH >>

**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 9/8/2017**



Month	2015	2016	2017
January	1,039	888	921
February	1,010	1,060	1,006
March	1,251	1,409	1,299
April	1,354	1,383	1,245
May	1,271	1,274	1,333
June	1,325	1,332	1,425
July	1,309	1,217	1,288
August	1,262	1,236	1,301
September	1,155	1,246	
October	1,050	1,030	
November	830	875	
December	687	668	

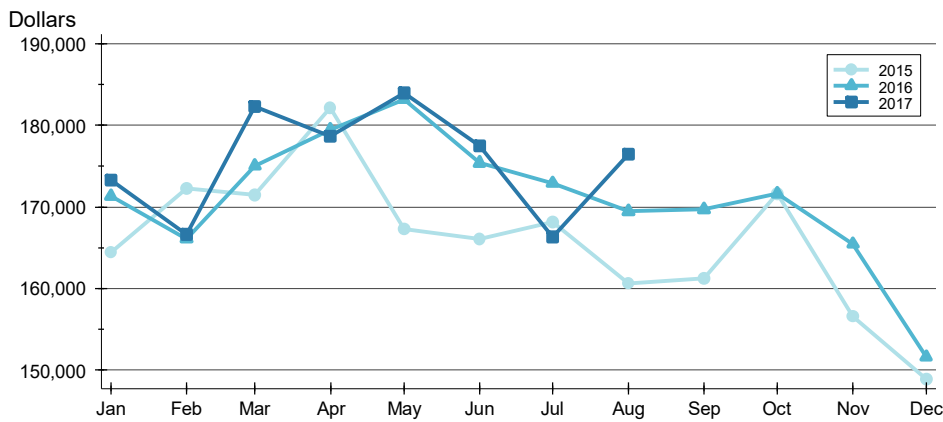
BY PRICE RANGE >>

Price Range	New Listings			List Price	
	Number	Percent	Volume	Average	Median
Below \$25,000	32	2.5%	323	10,092	9,500
\$25,000-\$49,999	80	6.1%	3,063	38,284	39,450
\$50,000-\$99,999	289	22.2%	21,940	75,918	75,000
\$100,000-\$124,999	112	8.6%	12,872	114,933	115,000
\$125,000-\$149,999	149	11.5%	20,687	138,837	139,900
\$150,000-\$174,999	120	9.2%	19,647	163,728	164,900
\$175,000-\$199,999	96	7.4%	18,092	188,461	189,900
\$200,000-\$249,999	136	10.5%	30,523	224,435	224,900
\$250,000-\$299,999	97	7.5%	26,334	271,482	269,271
\$300,000-\$399,999	91	7.0%	31,823	349,700	349,900
\$400,000-\$499,999	47	3.6%	21,228	451,666	449,900
\$500,000-\$749,999	14	1.1%	8,442	602,968	593,950
\$750,000-\$999,999	5	0.4%	4,306	861,113	895,000
\$1,000,000 and up	4	0.3%	5,194	1,298,500	1,197,000
All price ranges	1,301	100.0%	229,591	176,473	147,500

NEW LISTINGS ANALYSIS

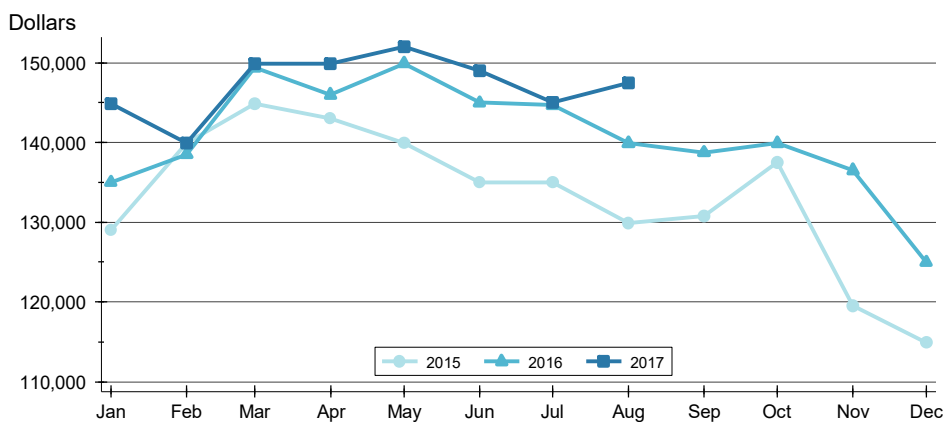
**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 9/8/2017**

AVERAGE PRICE



Month	2015	2016	2017
January	164,415	171,318	173,338
February	172,244	166,115	166,618
March	171,456	175,050	182,286
April	182,161	179,469	178,718
May	167,269	183,223	183,992
June	166,072	175,432	177,465
July	168,121	172,923	166,312
August	160,618	169,469	176,473
September	161,283	169,702	169,702
October	171,611	171,619	171,619
November	156,585	165,471	165,471
December	148,951	151,635	151,635

MEDIAN PRICE

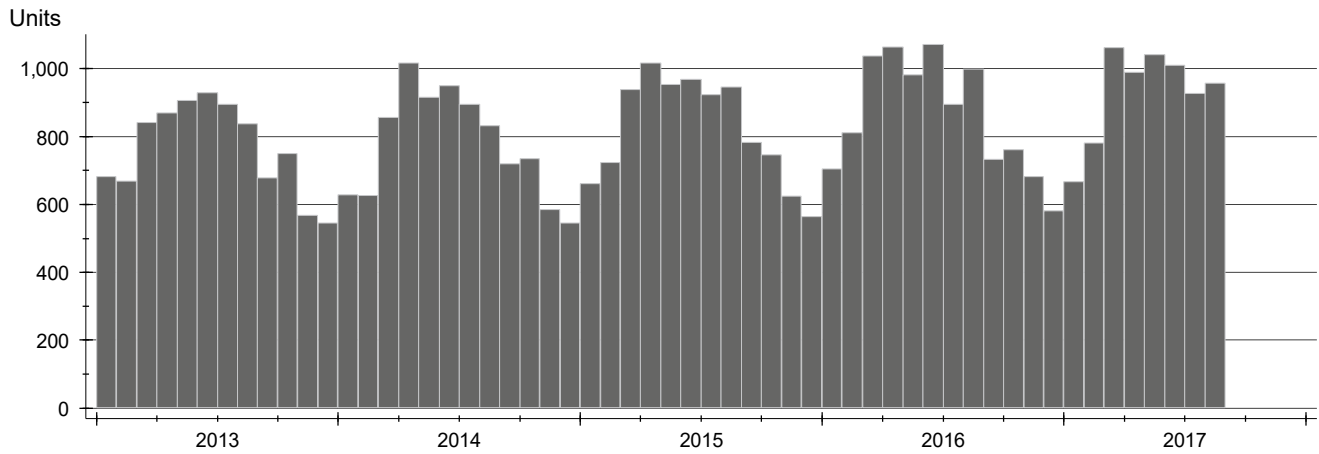


Month	2015	2016	2017
January	129,000	135,000	144,900
February	139,900	138,500	139,900
March	144,900	149,400	149,900
April	143,000	146,000	149,900
May	139,900	149,900	152,000
June	135,000	145,000	149,000
July	135,000	144,700	145,000
August	129,900	139,900	147,500
September	130,750	138,750	138,750
October	137,500	139,900	139,900
November	119,500	136,500	136,500
December	114,900	124,950	124,950

CONTRACTS WRITTEN ANALYSIS

HISTORY >>

**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 9/8/2017**



SUMMARY >>

Summary Statistics for Contracts Written		August			Year-to-Date		
		2017	2016	Change	2017	2016	Change
Closed Listings		957	999	-4.2%	7,432	7,561	-1.7%
Volume (1,000s)		157,467	162,439	-3.1%	1,223,402	1,251,522	-2.2%
Average	Sale Price	164,543	162,601	1.2%	164,613	165,523	-0.6%
	Days on Market	47	49	-3.6%	47	52	-10.0%
	Percent of Original	96.7%	94.9%	1.9%	95.6%	95.4%	0.1%
Median	Sale Price	139,900	139,900	0.0%	143,000	142,000	0.7%
	Days on Market	24	22	9.1%	20	22	-9.1%
	Percent of Original	100.0%	97.0%	3.1%	98.1%	97.7%	0.4%

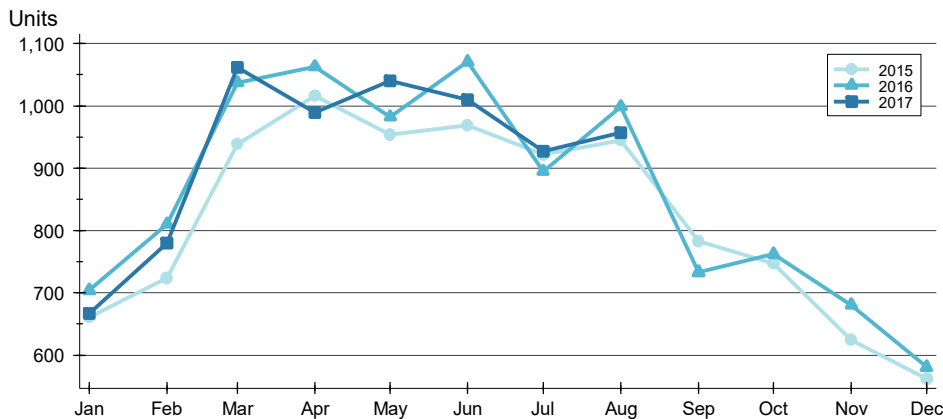
A total of 957 contracts for sale were written in South Central Kansas during the month of August, down from 999 in 2016. The median list price of these homes was \$139,900, the same as the prior year.

Half of the homes that went under contract in August were on the market less than 24 days, compared to 22 days in August 2016.

CONTRACTS WRITTEN ANALYSIS

BY MONTH >>

**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 9/8/2017**



Month	2015	2016	2017
January	661	704	667
February	724	810	780
March	939	1,037	1,062
April	1,016	1,063	989
May	954	982	1,040
June	969	1,071	1,010
July	922	895	927
August	945	999	957
September	783	733	
October	747	762	
November	625	681	
December	563	581	

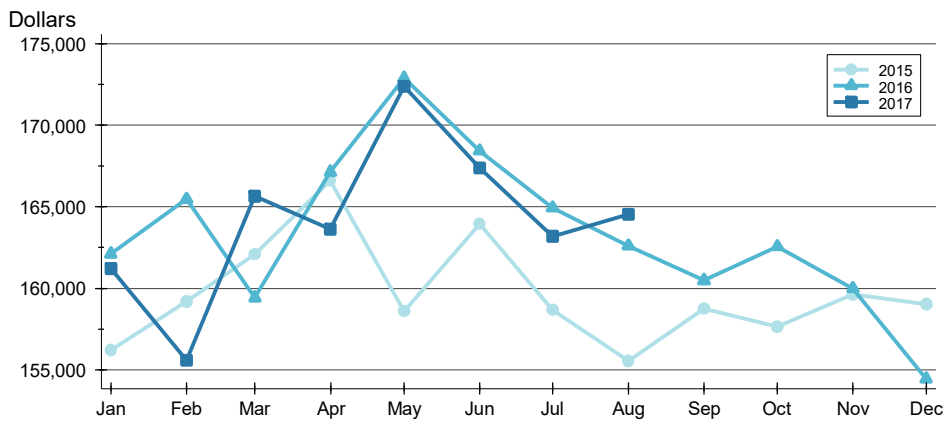
BY PRICE RANGE >>

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	1.8%	285	16,765	18,200	70	49	80.6%	84.6%
\$25,000-\$49,999	54	5.6%	2,104	38,968	38,250	47	21	91.6%	94.6%
\$50,000-\$99,999	220	23.0%	17,366	78,934	79,900	38	15	96.8%	100.0%
\$100,000-\$124,999	93	9.7%	10,661	114,638	115,000	31	13	96.9%	100.0%
\$125,000-\$149,999	102	10.7%	14,016	137,415	137,500	32	18	97.4%	100.0%
\$150,000-\$174,999	100	10.4%	16,357	163,568	164,900	33	15	98.2%	100.0%
\$175,000-\$199,999	74	7.7%	14,001	189,200	189,900	34	18	97.9%	100.0%
\$200,000-\$249,999	94	9.8%	21,163	225,142	225,000	60	31	97.2%	100.0%
\$250,000-\$299,999	57	6.0%	15,631	274,226	274,900	57	26	98.7%	100.0%
\$300,000-\$399,999	59	6.2%	20,287	343,848	334,900	80	45	98.1%	100.0%
\$400,000-\$499,999	24	2.5%	10,559	439,944	435,000	139	118	95.4%	97.3%
\$500,000-\$749,999	6	0.6%	3,638	606,400	599,450	277	95	90.0%	92.2%
\$750,000-\$999,999	3	0.3%	2,514	837,967	815,000	107	100	95.8%	100.0%
\$1,000,000 and up	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
All price ranges	957	100.0%	157,467	164,543	139,900	47	24	96.7%	100.0%

CONTRACTS WRITTEN ANALYSIS

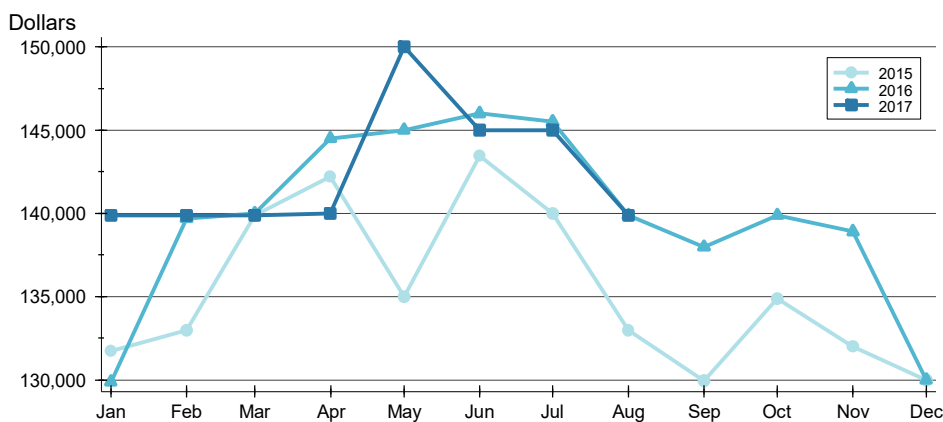
**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 9/8/2017**

AVERAGE PRICE »



Month	2015	2016	2017
January	156,211	162,105	161,191
February	159,199	165,472	155,585
March	162,101	159,413	165,631
April	166,619	167,142	163,628
May	158,585	172,900	172,401
June	163,950	168,430	167,400
July	158,691	164,936	163,209
August	155,537	162,601	164,543
September	158,737	160,491	
October	157,634	162,574	
November	159,606	159,988	
December	159,023	154,452	

MEDIAN PRICE »

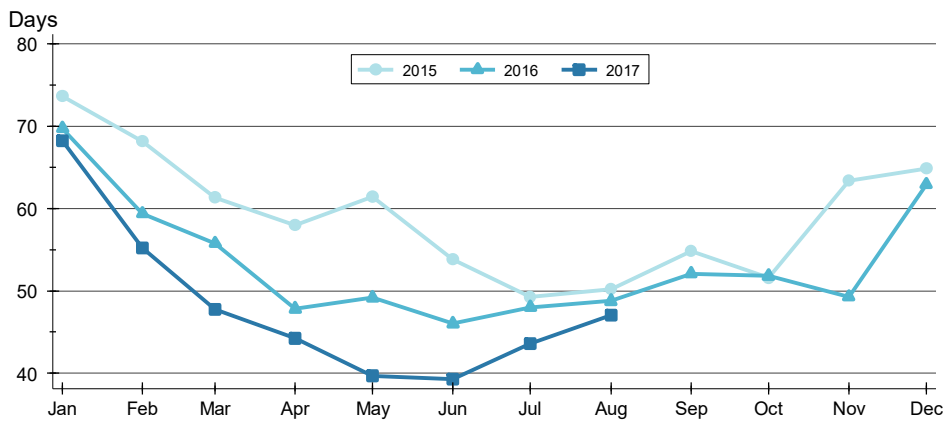


Month	2015	2016	2017
January	131,750	129,900	139,900
February	133,000	139,700	139,900
March	139,900	140,000	139,900
April	142,200	144,500	140,000
May	135,000	145,000	150,000
June	143,438	146,000	145,000
July	140,000	145,500	145,000
August	133,000	139,900	139,900
September	129,950	138,000	
October	134,900	139,900	
November	132,000	138,900	
December	130,000	130,000	

CONTRACTS WRITTEN ANALYSIS

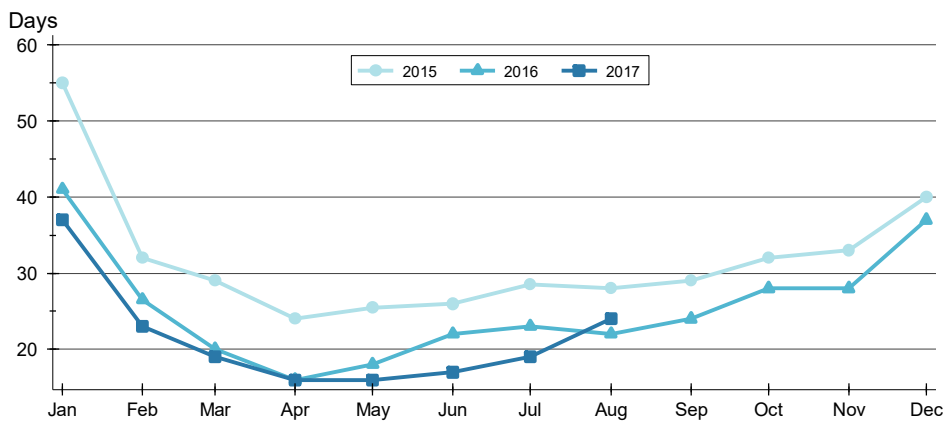
**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 9/8/2017**

AVERAGE DOM »



Month	2015	2016	2017
January	74	70	68
February	68	59	55
March	61	56	48
April	58	48	44
May	61	49	40
June	54	46	39
July	49	48	44
August	50	49	47
September	55	52	52
October	52	52	63
November	63	49	63
December	65	63	63

MEDIAN DOM »

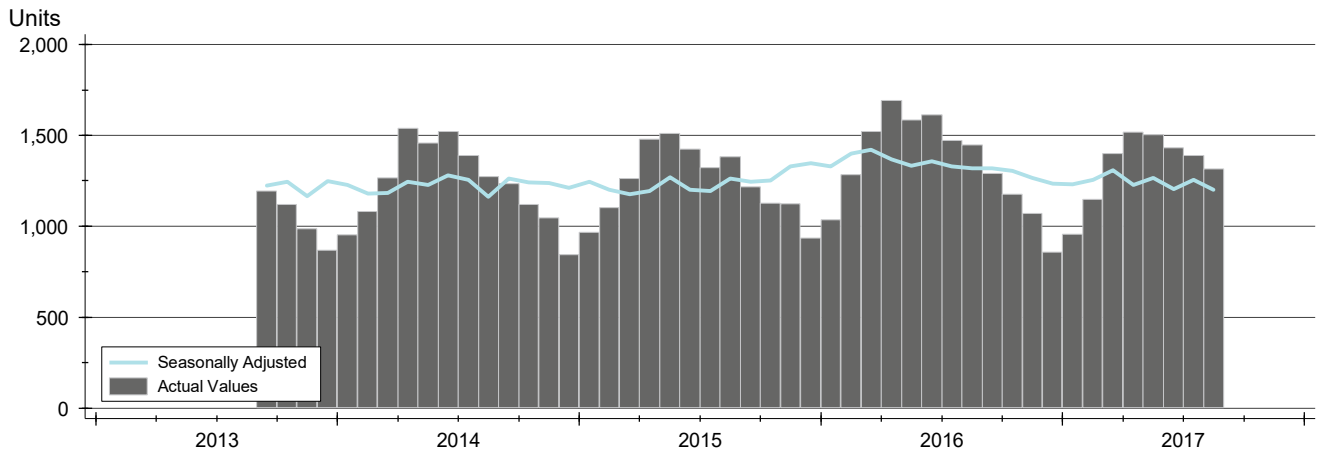


Month	2015	2016	2017
January	55	41	37
February	32	27	23
March	29	20	19
April	24	16	16
May	26	18	16
June	26	22	17
July	29	23	19
August	28	22	24
September	29	24	24
October	32	28	37
November	33	28	37
December	40	37	37

PENDING CONTRACTS ANALYSIS

HISTORY >>

**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 9/8/2017**



SUMMARY >>

Summary Statistics for Active Listings		End of August		
		2017	2016	Change
Active Listings		1,317	1,446	-8.9%
Volume (1,000s)		235,240	249,307	-5.6%
Average	List Price	178,618	172,412	3.6%
	Days on Market	47	47	1.2%
	Percent of Original	97.8%	97.7%	0.1%
Median	List Price	155,000	145,000	6.9%
	Days on Market	20	20	0.0%
	Percent of Original	100.0%	100.0%	0.0%

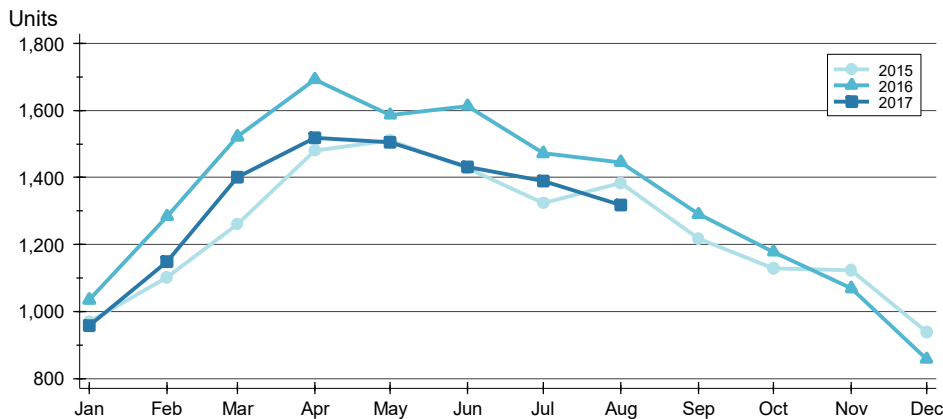
A total of 1,317 listings in South Central Kansas had contracts pending at the end of August, down from 1,446 contracts pending at the end of August 2016.

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 9/8/2017**



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	1,390
August	1,384	1,446	1,317
September	1,217	1,290	
October	1,128	1,177	
November	1,123	1,069	
December	937	857	

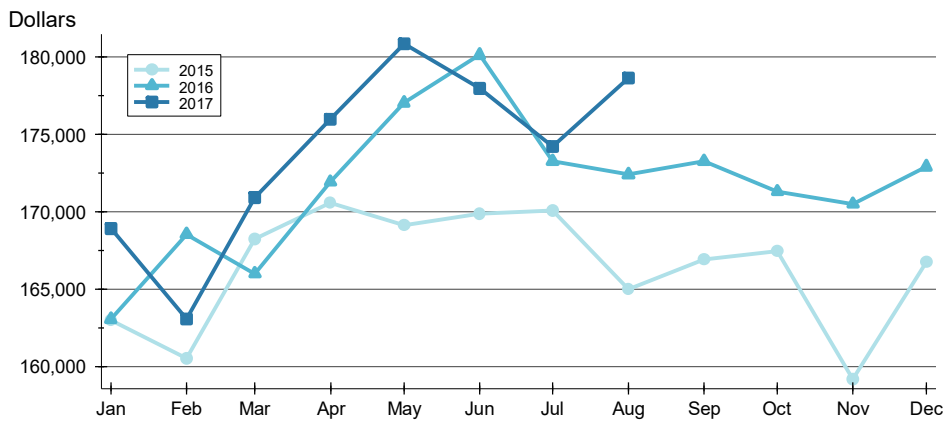
BY PRICE RANGE >>

Price Range	Contracts Written			List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median
Below \$25,000	14	1.1%	237	16,936	18,100	60	52	83.0%	85.8%
\$25,000-\$49,999	60	4.6%	2,370	39,494	38,750	74	32	93.8%	100.0%
\$50,000-\$99,999	272	20.7%	21,145	77,738	78,700	46	18	97.4%	100.0%
\$100,000-\$124,999	122	9.3%	13,973	114,529	115,000	32	13	97.9%	100.0%
\$125,000-\$149,999	142	10.8%	19,486	137,227	136,950	31	17	98.0%	100.0%
\$150,000-\$174,999	131	9.9%	21,362	163,068	163,900	30	14	98.7%	100.0%
\$175,000-\$199,999	111	8.4%	20,998	189,170	189,900	33	17	98.6%	100.0%
\$200,000-\$249,999	158	12.0%	35,394	224,016	224,900	59	27	98.2%	100.0%
\$250,000-\$299,999	110	8.4%	30,234	274,858	275,000	52	16	98.9%	100.0%
\$300,000-\$399,999	93	7.1%	31,931	343,344	336,454	65	17	98.8%	100.0%
\$400,000-\$499,999	31	2.4%	13,785	444,674	445,000	93	30	97.0%	100.0%
\$500,000-\$749,999	19	1.4%	11,293	594,380	599,000	132	59	97.1%	100.0%
\$750,000-\$999,999	5	0.4%	4,280	855,966	835,931	66	75	99.4%	100.0%
\$1,000,000 and up	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
All price ranges	1,317	100.0%	235,240	178,618	155,000	47	20	97.8%	100.0%

PENDING CONTRACTS ANALYSIS

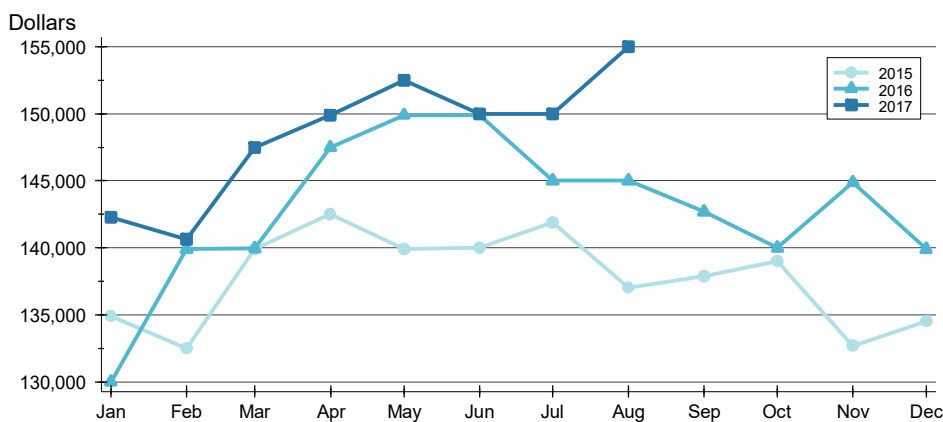
**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 9/8/2017**

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	174,214
August	164,997	172,412	178,618
September	166,919	173,270	
October	167,456	171,296	
November	159,226	170,505	
December	166,746	172,906	

MEDIAN PRICE >>

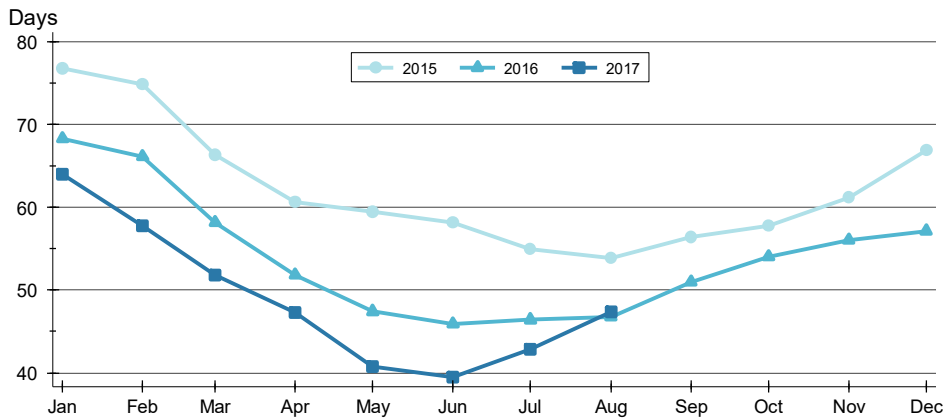


Month	2015	2016	2017
January	134,900	130,000	142,250
February	132,500	139,900	140,650
March	139,900	139,950	147,500
April	142,500	147,500	149,900
May	139,900	149,900	152,500
June	140,000	149,900	150,000
July	141,900	145,000	150,000
August	137,000	145,000	155,000
September	137,900	142,700	
October	139,000	140,000	
November	132,700	144,900	
December	134,500	139,900	

PENDING CONTRACTS ANALYSIS

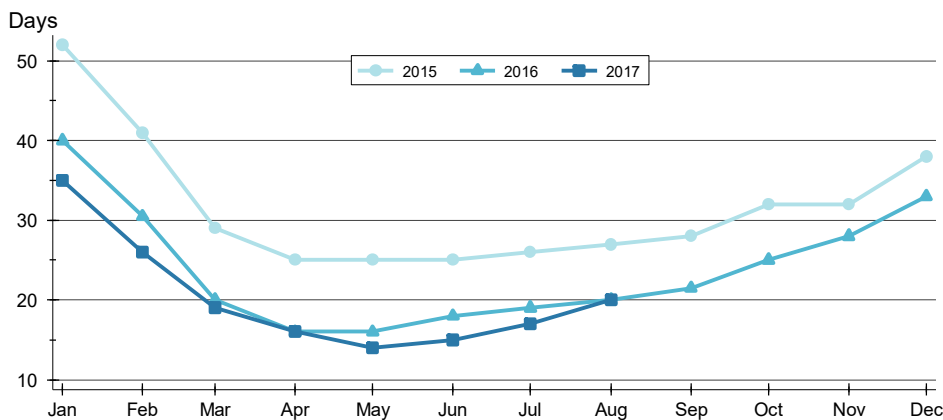
**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 9/8/2017**

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	43
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	17
August	27	20	20
September	28	22	22
October	32	25	25
November	32	28	28
December	38	33	33