



South Central Kansas MLS

## South Central Kansas MLS

170 W. Dewey, Wichita, KS 67202

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

October 11, 2017

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

Homes sales in South Central Kansas fell by 2.9% in September compared to the prior year. Sales in September 2017 totaled 882 units, down from 908 in 2016.

Among existing homes, 827 units sold in September, a decrease of 2.7% from 850 units that sold in 2016. The average sale price of existing homes was \$153,137. This represents an increase of 5.1% from the September 2016 average price of \$145,767.

For new construction, 55 sales occurred in September, down from 58 units the prior year, a decrease of 5.2%. The average sale price of new homes in September was \$301,966, down 6.9% from the same period last year.

A total of 824 contracts for sale were written in September 2017, up from 733 in September 2016. This is an increase of 12.4%. 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 2,774 units at the end of September, which is up from 2,709 homes that were on the market at the end of September last year. At the current rate of sales, this figure represents 3.1 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](mailto:jonquincy@penfedrealty.com).



## MARKET OVERVIEW >>

### South Central Kansas Home Sales Fell in September

Total home sales in South Central Kansas fell last month to 882 units, compared to 908 units in September 2016. Total sales volume was \$143.3 million, up from a year earlier.

The median sale price in September was \$142,250, up from \$141,500 a year earlier. Homes that sold in September were typically on the market for 23 days and sold for 98.8% of their list prices.

### South Central Kansas Active Listings Up at End of September

The total number of active listings in South Central Kansas at the end of September was 2,774 units, up from 2,709 at the same point in 2016. This represents a 3.1 months' supply of homes available for sale. The median list price of homes on the market at the end of September was \$165,000.

During September, a total of 824 contracts were written up from 733 in September 2016. At the end of the month, there were 1,197 contracts pending, compared to 1,290 at the end of September 2016.

### 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

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Entire MLS System				
Current Month		September		
Summary Statistics		2017	2016	Change
Home Sales		882	908	-2.9%
Active Listings		2,774	2,709	2.4%
Months' Supply		3.1	3.0	5.4%
New Listings		1,196	1,246	-4.0%
Contracts Written		824	733	12.4%
Pending Contracts		1,197	1,290	-7.2%
Sales Volume (1,000s)		143,253	142,713	0.4%
Average	Sale Price	162,418	157,173	3.3%
	List Price of Actives	216,820	214,568	1.0%
	Days on Market	49	43	13.2%
	Percent of List	97.4%	97.5%	-0.1%
	Percent of Original	95.2%	95.7%	-0.5%
Median	Sale Price	142,250	141,500	0.5%
	List Price of Actives	165,000	155,000	6.5%
	Days on Market	23	20	15.4%
	Percent of List	98.8%	98.9%	-0.1%
	Percent of Original	96.9%	97.6%	-0.7%

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# THREE-YEAR COMPARISONS

## SUMMARY >>

## BREAKDOWNS BY HOME TYPE ENTIRE MLS SYSTEM AS OF 10/8/2017

September MLS Statistics		2017			2016			2015			
By Property Type		Total	Existing	New	Total	Existing	New	Total	Existing	New	
Home Sales		<b>882</b>	<b>827</b>	<b>55</b>	908	850	58	944	888	56	
	Change from prior year	-2.9%	-2.7%	-5.2%	-3.8%	-4.3%	3.6%	25.0%	24.5%	40.0%	
Active Listings		<b>2,774</b>	<b>2,470</b>	<b>304</b>	2,709	2,439	270	2,991	2,698	293	
	Change from prior year	2.4%	1.3%	12.6%	-9.4%	-9.6%	-7.8%	-6.4%	-8.0%	11.8%	
Months' Supply		<b>3.1</b>	<b>3.0</b>	<b>5.5</b>	3.0	2.9	4.7	3.2	3.0	5.2	
	Change from prior year	5.4%	4.1%	18.7%	-5.8%	-5.6%	-11.0%	-25.2%	-26.2%	-20.1%	
New Listings		<b>1,196</b>	<b>1,086</b>	<b>110</b>	1,246	1,181	65	1,155	1,091	64	
	Change from prior year	-4.0%	-8.0%	69.2%	7.9%	8.2%	1.6%	-3.8%	-1.6%	-17.9%	
Contracts Written		<b>824</b>	<b>782</b>	<b>42</b>	733	695	38	783	742	41	
	Change from prior year	12.4%	12.5%	10.5%	-6.4%	-6.3%	-7.3%	8.7%	9.4%	0.0%	
Pending Contracts		<b>1,197</b>	<b>1,020</b>	<b>177</b>	1,290	1,149	141	1,217	1,109	108	
	Change from prior year	-7.2%	-11.2%	25.5%	6.0%	3.6%	30.6%	-1.3%	0.8%	-18.8%	
Sales Volume (1,000s)		<b>143,253</b>	<b>126,644</b>	<b>16,608</b>	142,713	123,902	18,812	137,780	119,891	17,888	
	Change from prior year	0.4%	2.2%	-11.7%	3.6%	3.3%	5.2%	24.4%	21.6%	47.0%	
Average	Sale Price	<b>162,418</b>	<b>153,137</b>	<b>301,966</b>	157,173	145,767	324,341	145,953	135,013	319,434	
		Change from prior year	3.3%	5.1%	-6.9%	7.7%	8.0%	1.5%	-0.5%	-2.4%	5.0%
	List Price of Actives	<b>216,820</b>	<b>204,226</b>	<b>316,247</b>	214,568	203,211	314,215	200,121	185,775	329,521	
		Change from prior year	1.0%	0.5%	0.6%	7.2%	9.4%	-4.6%	3.5%	1.5%	8.1%
	Days on Market	<b>49</b>	<b>44</b>	<b>117</b>	43	41	78	52	51	75	
		Change from prior year	13.1%	8.5%	50.6%	-18.0%	-20.4%	4.2%	-21.5%	-15.4%	-59.1%
Percent of List		<b>97.4%</b>	<b>97.2%</b>	<b>100.1%</b>	97.5%	97.2%	101.5%	97.0%	96.7%	101.9%	
		Change from prior year	-0.1%	0.0%	-1.3%	0.5%	0.6%	-0.5%	0.8%	0.6%	1.2%
	Percent of Original	<b>95.2%</b>	<b>94.8%</b>	<b>100.5%</b>	95.7%	95.2%	102.5%	94.6%	94.1%	101.9%	
	Change from prior year	-0.5%	-0.4%	-1.9%	1.1%	1.1%	0.6%	0.8%	0.7%	-0.8%	
Median	Sale Price	<b>142,250</b>	<b>136,500</b>	<b>285,357</b>	141,500	135,000	269,460	127,250	122,700	261,417	
		Change from prior year	0.5%	1.1%	5.9%	11.2%	10.0%	3.1%	3.5%	3.1%	-1.8%
	List Price of Actives	<b>165,000</b>	<b>149,900</b>	<b>277,663</b>	155,000	139,900	264,370	141,500	129,500	276,692	
		Change from prior year	6.5%	7.1%	5.0%	9.5%	8.0%	-4.5%	1.1%	-0.4%	8.6%
	Days on Market	<b>23</b>	<b>22</b>	<b>26</b>	20	20	1	28	28	8	
		Change from prior year	15.4%	10.0%	2500.0%	-30.4%	-28.6%	-86.7%	-20.0%	-20.0%	-81.3%
Percent of List	<b>98.8%</b>	<b>98.6%</b>	<b>100.0%</b>	98.9%	98.6%	100.5%	98.4%	98.1%	100.0%		
	Change from prior year	-0.1%	0.1%	-0.5%	0.5%	0.5%	0.5%	0.6%	0.5%	0.0%	
Percent of Original	<b>96.9%</b>	<b>96.7%</b>	<b>100.0%</b>	97.6%	97.1%	100.5%	96.8%	96.4%	100.1%		
	Change from prior year	-0.7%	-0.5%	-0.5%	0.8%	0.8%	0.4%	0.9%	0.7%	0.1%	



# YEAR-TO-DATE STATISTICS

## SUMMARY >>

**YTD BREAKDOWNS BY HOME TYPE  
ENTIRE MLS SYSTEM  
AS OF 10/8/2017**

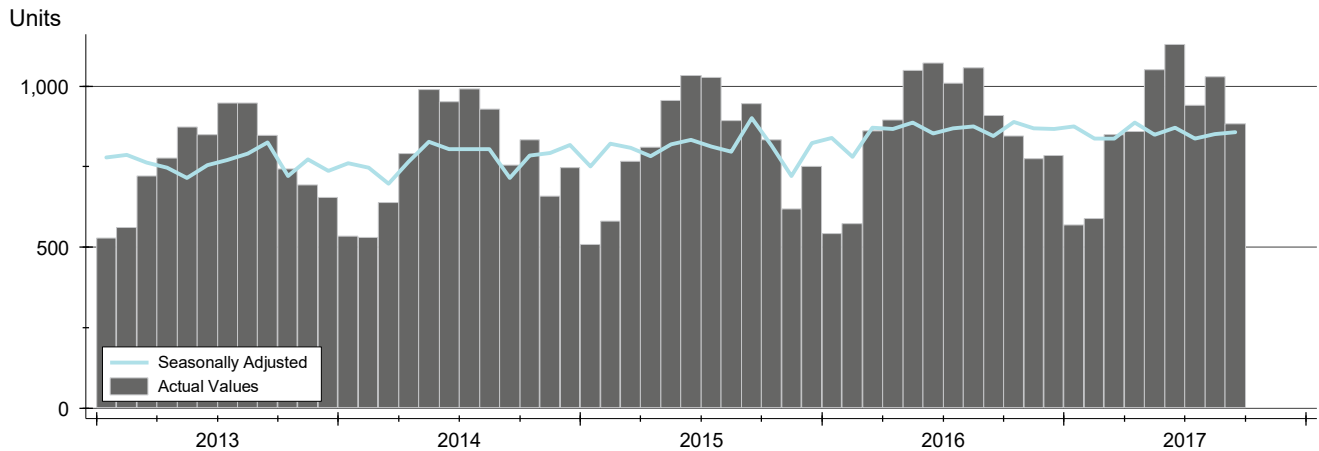
Year-to-Date Activity		2017			2016			2015			
By Property Type		Total	Existing	New	Total	Existing	New	Total	Existing	New	
Home Sales		<b>7,895</b>	<b>7,406</b>	<b>489</b>	7,965	7,436	529	7,517	7,029	452	
	Change from prior year	-0.9%	-0.4%	-7.6%	6.0%	5.8%	17.0%	5.8%	6.3%	-1.5%	
New Listings		<b>11,077</b>	<b>10,349</b>	<b>728</b>	11,046	10,365	680	10,976	10,273	644	
	Change from prior year	0.3%	-0.2%	7.1%	0.6%	0.9%	5.6%	0.3%	0.1%	9.2%	
Contracts Written		<b>8,243</b>	<b>7,739</b>	<b>504</b>	8,294	7,730	564	7,913	7,373	505	
	Change from prior year	-0.6%	0.1%	-10.6%	4.8%	4.8%	11.7%	6.4%	6.2%	8.8%	
Sales Volume (1,000s)		<b>1,255,640</b>	<b>1,107,532</b>	<b>148,108</b>	1,251,724	1,093,480	158,244	1,132,078	999,223	130,165	
	Change from prior year	0.3%	1.3%	-6.4%	10.6%	9.4%	21.6%	9.8%	11.6%	-2.4%	
Average	Sale Price	<b>159,042</b>	<b>149,545</b>	<b>302,879</b>	157,153	147,052	299,138	150,602	142,157	287,976	
		Change from prior year	1.2%	1.7%	1.3%	4.3%	3.4%	3.9%	3.8%	5.0%	-0.9%
	Days on Market	<b>48</b>	<b>45</b>	<b>91</b>	54	49	114	60	57	106	
		Change from prior year	-11.1%	-9.2%	-19.7%	-11.0%	-14.1%	7.5%	-13.9%	-13.3%	-13.0%
	Percent of List	<b>97.5%</b>	<b>97.2%</b>	<b>101.6%</b>	97.4%	97.1%	101.2%	97.2%	96.9%	102.2%	
	Change from prior year	0.1%	0.1%	0.4%	0.2%	0.2%	-0.9%	0.3%	0.3%	0.2%	
	Percent of Original	<b>95.3%</b>	<b>94.8%</b>	<b>102.1%</b>	95.2%	94.8%	101.5%	94.9%	94.4%	102.7%	
	Change from prior year	0.1%	0.1%	0.6%	0.3%	0.4%	-1.2%	0.6%	0.7%	0.0%	
Median	Sale Price	<b>139,000</b>	<b>132,500</b>	<b>266,000</b>	135,900	130,000	258,000	130,000	126,500	245,604	
		Change from prior year	2.3%	1.9%	3.1%	4.5%	2.8%	5.0%	5.7%	7.6%	-1.5%
	Days on Market	<b>21</b>	<b>21</b>	<b>25</b>	24	24	47	31	31	43	
		Change from prior year	-12.5%	-12.5%	-46.8%	-22.6%	-22.6%	9.3%	-16.2%	-13.9%	-24.6%
	Percent of List	<b>99.1%</b>	<b>98.8%</b>	<b>100.0%</b>	98.8%	98.5%	100.0%	98.4%	98.1%	100.0%	
	Change from prior year	0.3%	0.2%	0.0%	0.4%	0.4%	0.0%	0.4%	0.4%	0.0%	
	Percent of Original	<b>97.6%</b>	<b>97.2%</b>	<b>100.1%</b>	97.6%	97.2%	100.0%	97.0%	96.6%	100.6%	
	Change from prior year	0.1%	0.1%	0.1%	0.6%	0.6%	-0.6%	0.5%	0.6%	0.0%	



# CLOSED LISTINGS ANALYSIS

## HISTORY >>

ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 10/8/2017



## SUMMARY >>

Summary Statistics for Closed Listings		September			Year-to-Date		
		2017	2016	Change	2017	2016	Change
Closed Listings		882	908	-2.9%	7,895	7,965	-0.9%
Volume (1,000s)		143,253	142,713	0.4%	1,255,640	1,251,724	0.3%
Average	Sale Price	162,418	157,173	3.3%	159,042	157,153	1.2%
	Days on Market	49	43	13.1%	48	54	-11.1%
	Percent of List	97.4%	97.5%	-0.1%	97.5%	97.4%	0.1%
	Percent of Original	95.2%	95.7%	-0.5%	95.3%	95.2%	0.1%
Median	Sale Price	142,250	141,500	0.5%	139,000	135,900	2.3%
	Days on Market	23	20	15.4%	21	24	-12.5%
	Percent of List	98.8%	98.9%	-0.1%	99.1%	98.8%	0.3%
	Percent of Original	96.9%	97.6%	-0.7%	97.6%	97.6%	0.1%

A total of 882 homes sold in South Central Kansas in September, down from 908 units in September 2016. Total sales volume rose to \$143.3 million compared to \$142.7 million in the previous year.

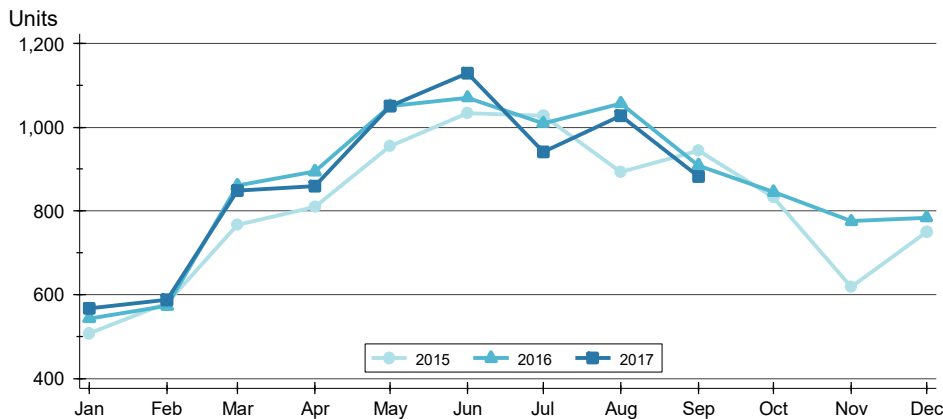
The median sales price in September was \$142,250, up 0.5% compared to the prior year. Median days on market was 23 days, up from 17 days in August, and up from 20 in September 2016.



# CLOSED LISTINGS ANALYSIS

## BY MONTH >>

ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 10/8/2017



Month	2015	2016	2017
January	508	543	568
February	580	573	588
March	767	860	849
April	810	894	859
May	954	1,050	1,051
June	1,034	1,071	1,129
July	1,027	1,009	941
August	893	1,057	1,028
September	944	908	882
October	833	845	
November	619	775	
December	750	784	

## BY PRICE RANGE >>

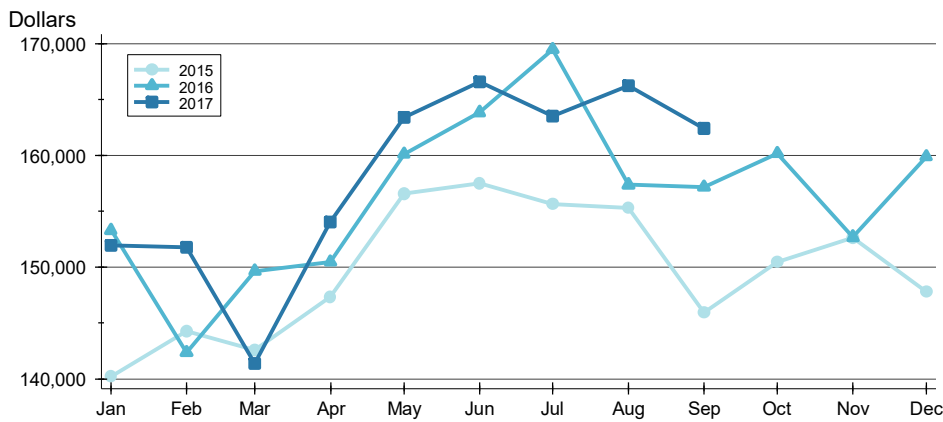
Price Range	Sales			Sale Price		Days on Market		Price as % of List		Price as % of Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median	Average	Median
Below \$25,000	30	3.4%	455	15,179	16,500	49	35	83.9%	91.3%	76.5%	76.7%
\$25,000-\$49,999	63	7.1%	2,400	38,095	38,900	60	35	91.3%	91.2%	84.7%	87.0%
\$50,000-\$99,999	177	20.1%	13,642	77,072	78,000	46	20	97.3%	98.2%	95.3%	96.4%
\$100,000-\$124,999	96	10.9%	10,919	113,744	115,000	32	13	98.0%	99.5%	95.9%	97.1%
\$125,000-\$149,999	107	12.1%	14,710	137,478	137,600	27	13	98.6%	99.6%	97.1%	97.8%
\$150,000-\$174,999	94	10.7%	15,187	161,559	161,100	30	14	99.2%	100.0%	97.9%	99.1%
\$175,000-\$199,999	71	8.0%	13,221	186,206	186,600	39	21	98.6%	99.0%	96.6%	98.4%
\$200,000-\$249,999	98	11.1%	21,842	222,881	223,950	55	33	98.5%	98.8%	96.1%	97.5%
\$250,000-\$299,999	60	6.8%	16,348	272,472	270,450	67	33	98.0%	98.3%	96.6%	96.7%
\$300,000-\$399,999	50	5.7%	16,871	337,430	327,250	82	40	97.9%	98.5%	96.6%	96.9%
\$400,000-\$499,999	24	2.7%	10,494	437,244	430,000	125	64	98.1%	97.9%	94.9%	94.8%
\$500,000-\$749,999	12	1.4%	7,163	596,899	591,161	120	70	92.1%	92.6%	89.9%	87.7%
\$750,000-\$999,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$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	882	100.0%	143,253	162,418	142,250	49	23	97.4%	98.8%	95.2%	96.9%



# CLOSED LISTINGS ANALYSIS

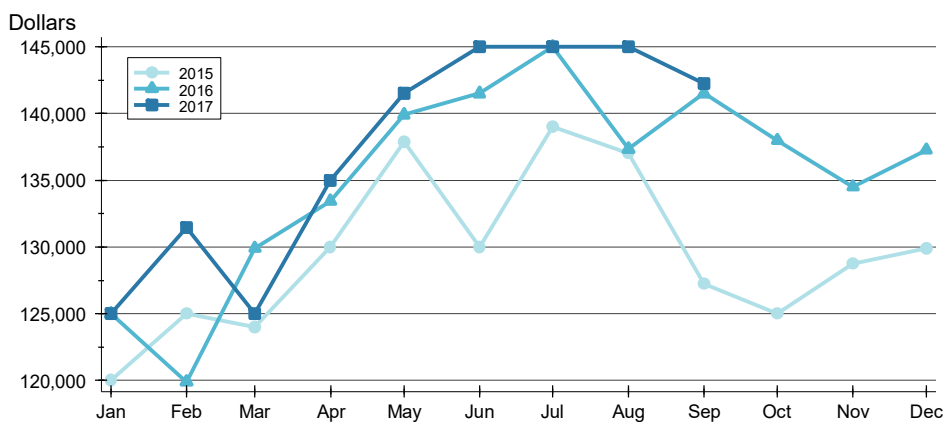
ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 10/8/2017

## 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	163,380
June	157,482	163,848	166,608
July	155,639	169,506	163,508
August	155,285	157,370	166,223
September	145,953	157,173	162,418
October	150,456	160,166	
November	152,640	152,696	
December	147,763	159,886	

## MEDIAN PRICE >>



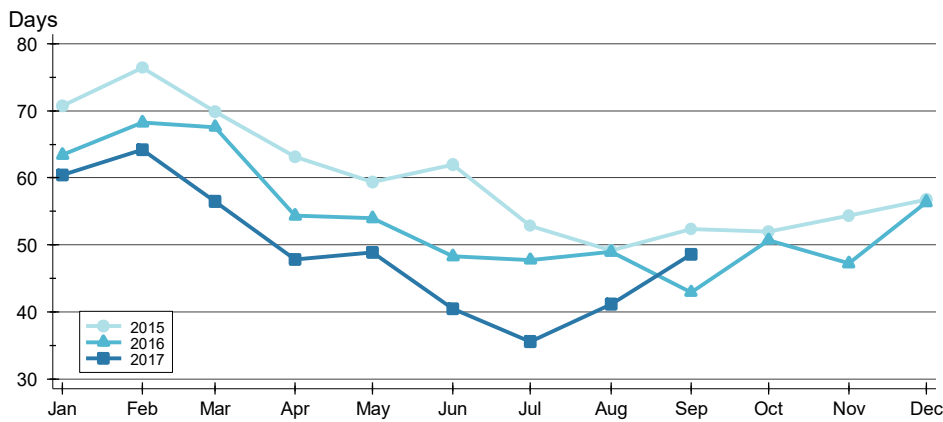
Month	2015	2016	2017
January	120,000	125,000	125,000
February	125,000	119,900	131,450
March	124,000	129,900	125,000
April	130,000	133,450	135,000
May	137,900	139,900	141,500
June	130,000	141,500	145,000
July	139,000	145,000	145,000
August	137,000	137,350	145,000
September	127,250	141,500	142,250
October	125,000	138,000	
November	128,750	134,500	
December	129,900	137,263	



# CLOSED LISTINGS ANALYSIS

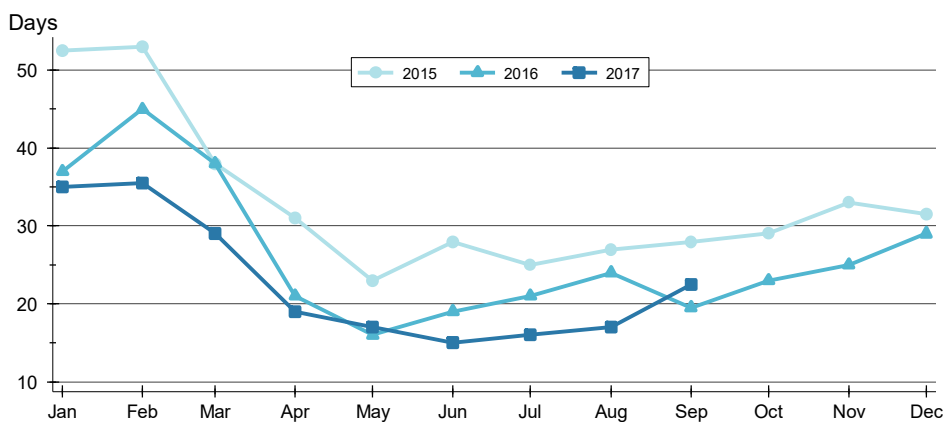
ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 10/8/2017

## 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	49
October	52	51	49
November	54	47	49
December	57	56	49

## 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	23
October	29	23	23
November	33	25	25
December	32	29	29

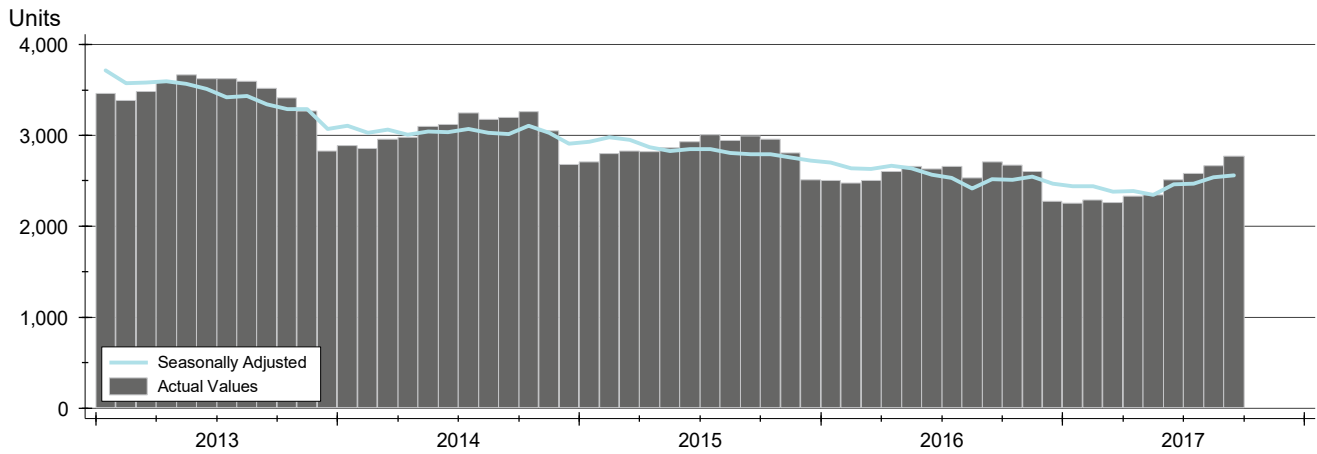




# ACTIVE LISTINGS ANALYSIS

## HISTORY >>

ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 10/8/2017



## SUMMARY >>

Summary Statistics for Active Listings		End of September		
		2017	2016	Change
Active Listings		2,774	2,709	2.4%
Months' Supply		3.1	3.0	5.4%
Volume (1,000s)		601,458	581,264	3.5%
Average	List Price	216,820	214,568	1.0%
	Days on Market	89	97	-8.9%
	Percent of Original	97.0%	97.1%	-0.1%
Median	List Price	165,000	155,000	6.5%
	Days on Market	52	57	-8.8%
	Percent of Original	100.0%	100.0%	0.0%

A total of 2,774 homes were available for sale in South Central Kansas at the end of September. This represents a 3.1 months' supply of active listings.

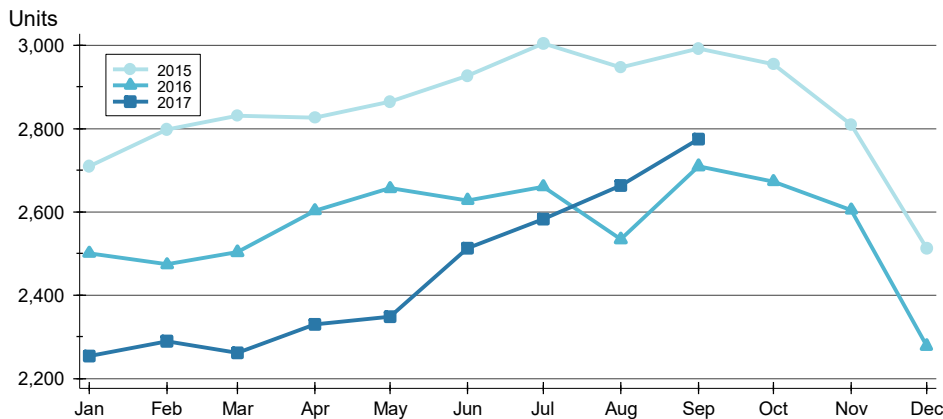
The median list price of homes on the market at the end of September was \$165,000, up 6.5% from 2016. The typical time on market for active listings was 52 days, down from 57 days a year earlier.



# ACTIVE LISTINGS ANALYSIS

## BY MONTH >>

ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 10/8/2017



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	2,774
October	2,954	2,673	2,774
November	2,808	2,604	2,774
December	2,512	2,278	2,774

## BY PRICE RANGE >>

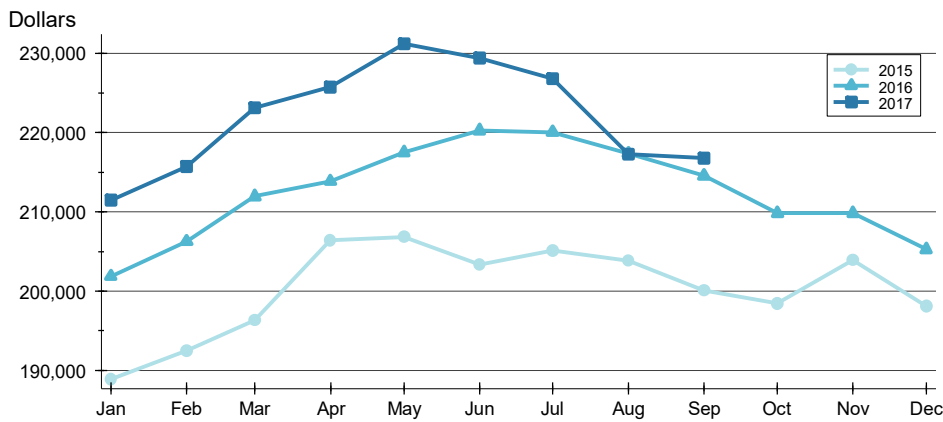
Price Range	Active Listings			Months' Supply	List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume		Average	Median	Average	Median	Average	Median
Below \$25,000	95	3.4%	985	3.2	10,363	12,500	71	49	91.6%	100.0%
\$25,000-\$49,999	195	7.0%	7,657	3.1	39,264	39,900	133	60	93.9%	100.0%
\$50,000-\$99,999	580	20.9%	43,105	3.3	74,320	74,900	88	51	96.2%	100.0%
\$100,000-\$124,999	152	5.5%	17,429	1.6	114,667	115,000	63	44	97.4%	100.0%
\$125,000-\$149,999	225	8.1%	31,326	2.1	139,229	139,900	58	38	98.0%	100.0%
\$150,000-\$174,999	185	6.7%	30,292	2.0	163,741	164,900	62	37	98.1%	100.0%
\$175,000-\$199,999	172	6.2%	32,296	2.4	187,767	187,700	72	52	98.1%	100.0%
\$200,000-\$249,999	317	11.4%	72,454	3.2	228,561	229,000	80	51	98.0%	100.0%
\$250,000-\$299,999	250	9.0%	68,848	4.2	275,392	275,000	87	60	98.4%	100.0%
\$300,000-\$399,999	247	8.9%	85,808	4.9	347,402	340,528	101	61	98.4%	100.0%
\$400,000-\$499,999	124	4.5%	55,144	5.2	444,706	439,100	117	73	97.5%	100.0%
\$500,000-\$749,999	92	3.3%	56,913	7.7	618,616	625,000	143	106	97.4%	100.0%
\$750,000-\$999,999	35	1.3%	30,693	N/A	876,929	878,900	187	128	94.1%	97.8%
\$1,000,000 and up	35	1.3%	53,331	N/A	1,523,746	1,295,000	194	153	96.5%	100.0%
All price ranges	2,774	100.0%	601,458	3.1	216,820	165,000	89	52	97.0%	100.0%



# ACTIVE LISTINGS ANALYSIS

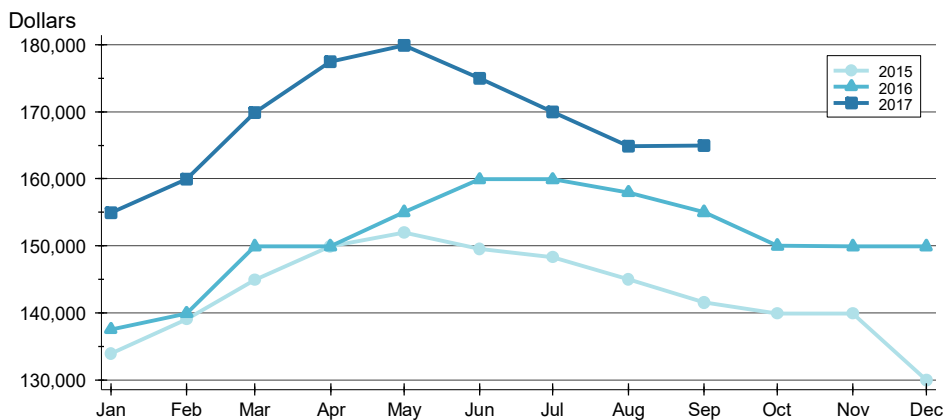
ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 10/8/2017

## 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	216,820
October	198,492	209,842	209,842
November	203,927	209,842	209,842
December	198,170	205,282	205,282

## MEDIAN PRICE >>



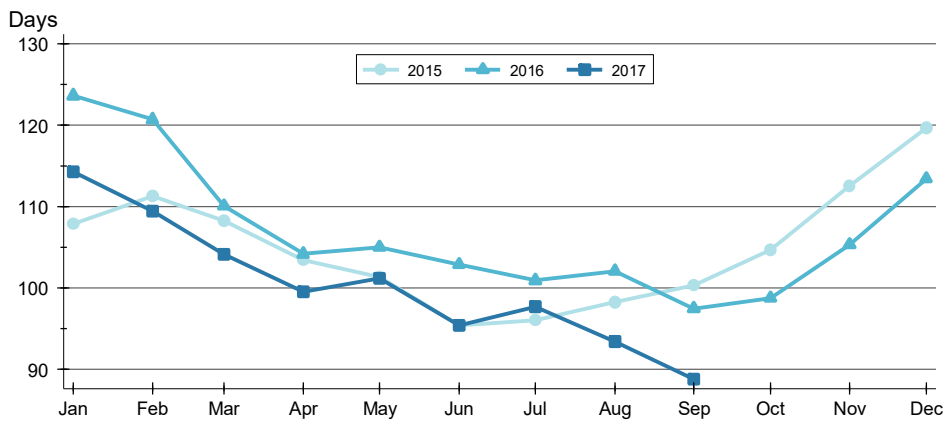
Month	2015	2016	2017
January	133,900	137,500	154,900
February	139,000	139,900	159,900
March	144,900	149,900	169,900
April	149,900	149,900	177,500
May	151,900	155,000	179,900
June	149,500	159,900	175,000
July	148,250	159,900	170,000
August	145,000	157,950	164,900
September	141,500	155,000	165,000
October	139,900	150,000	150,000
November	139,900	149,900	149,900
December	130,000	149,900	149,900



# ACTIVE LISTINGS ANALYSIS

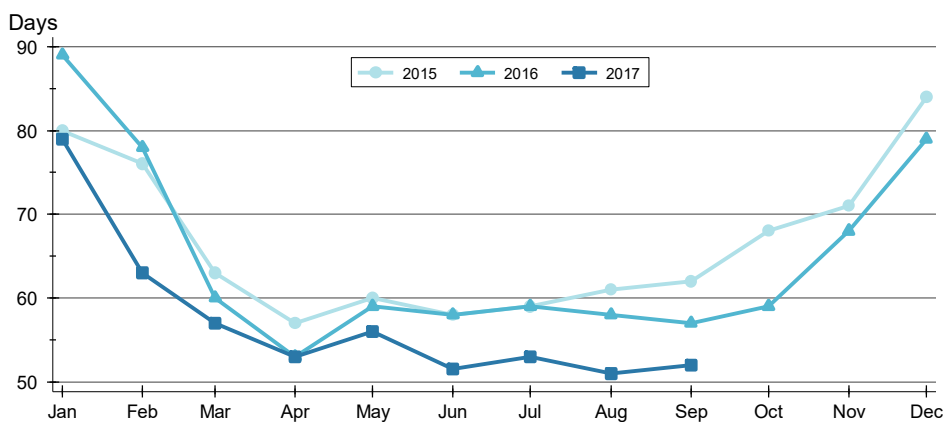
ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 10/8/2017

## 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	89
October	105	99	
November	113	105	
December	120	113	

## MEDIAN DOM >>



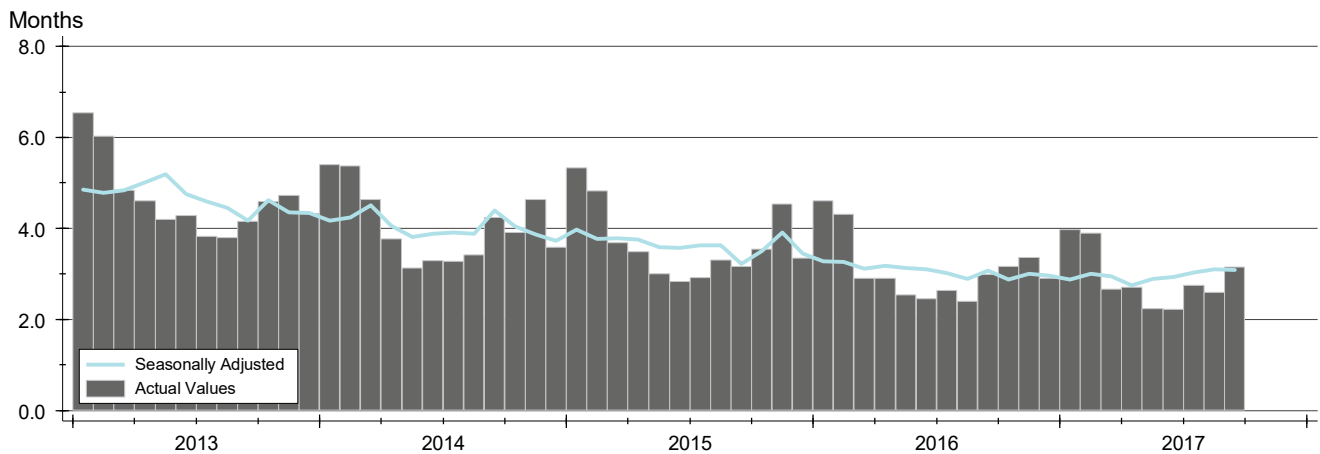
Month	2015	2016	2017
January	80	89	79
February	76	78	63
March	63	60	57
April	57	53	53
May	60	59	56
June	58	58	52
July	59	59	53
August	61	58	51
September	62	57	52
October	68	59	
November	71	68	
December	84	79	



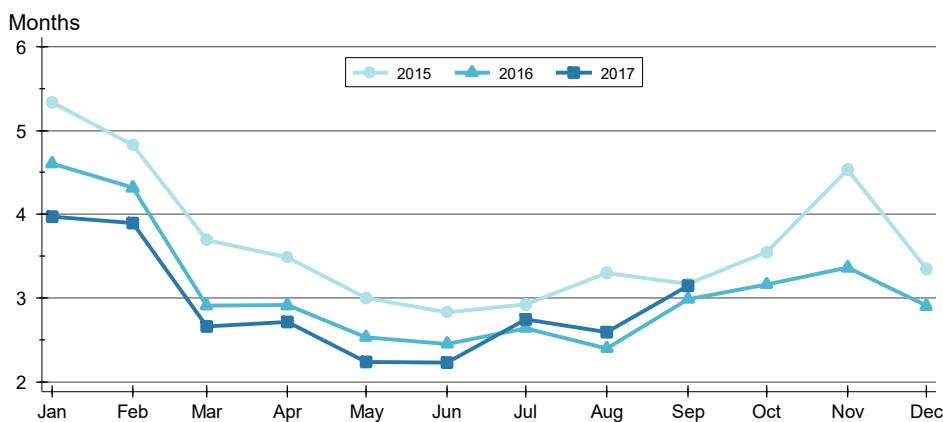
# MONTHS' SUPPLY ANALYSIS

ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 10/8/2017

HISTORY >>



BY MONTH >>



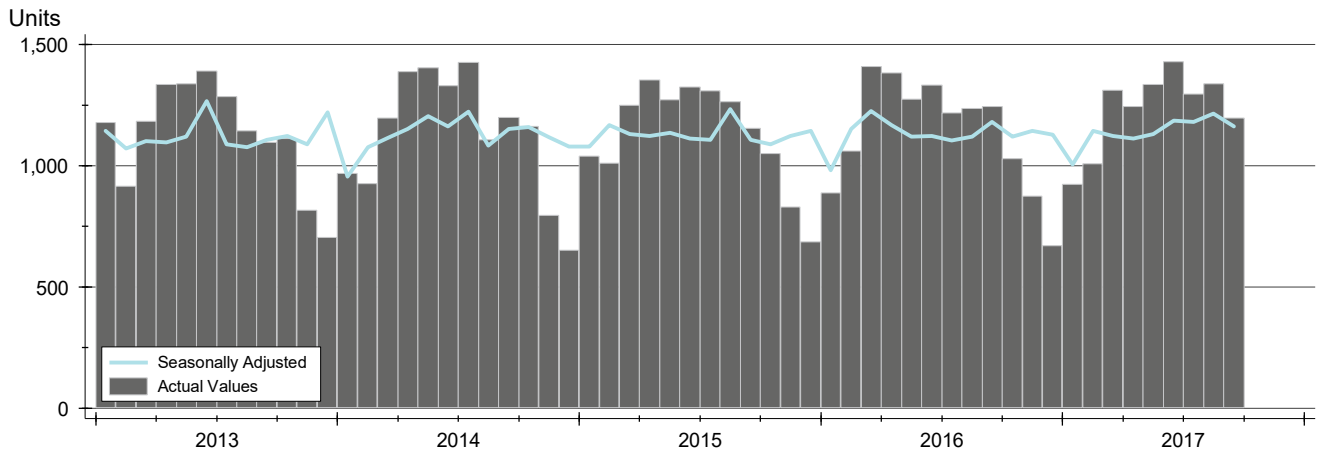
Month	2015	2016	2017
January	5.3	4.6	4.0
February	4.8	4.3	3.9
March	3.7	2.9	2.7
April	3.5	2.9	2.7
May	3.0	2.5	2.2
June	2.8	2.5	2.2
July	2.9	2.6	2.7
August	3.3	2.4	2.6
September	3.2	3.0	3.1
October	3.5	3.2	
November	4.5	3.4	
December	3.3	2.9	



## NEW LISTINGS ANALYSIS

### HISTORY >>

ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 10/8/2017



### SUMMARY >>

Summary Statistics for New Listings		September		
		2017	2016	Change
Current Month	New Listings	<b>1,196</b>	1,246	-4.0%
	Volume (1,000s)	<b>205,405</b>	211,379	-2.8%
	Average List Price	<b>171,743</b>	169,646	1.2%
	Median List Price	<b>146,700</b>	138,750	5.7%
YTD	New Listings	<b>11,077</b>	11,046	0.3%
	Volume (1,000s)	<b>1,941,262</b>	1,921,851	1.0%
	Average List Price	<b>175,252</b>	173,986	0.7%
	Median List Price	<b>146,900</b>	143,000	2.7%

A total of 1,196 new listings were added in South Central Kansas during September, down 4.0% from the same month in 2016. Year-to-date South Central Kansas has seen 11,077 new listings.

The median list price of these homes was \$146,700 up from \$138,750 in 2016.



SEPTEMBER 2017 >>

# SOUTH CENTRAL KANSAS MLS STATISTICS

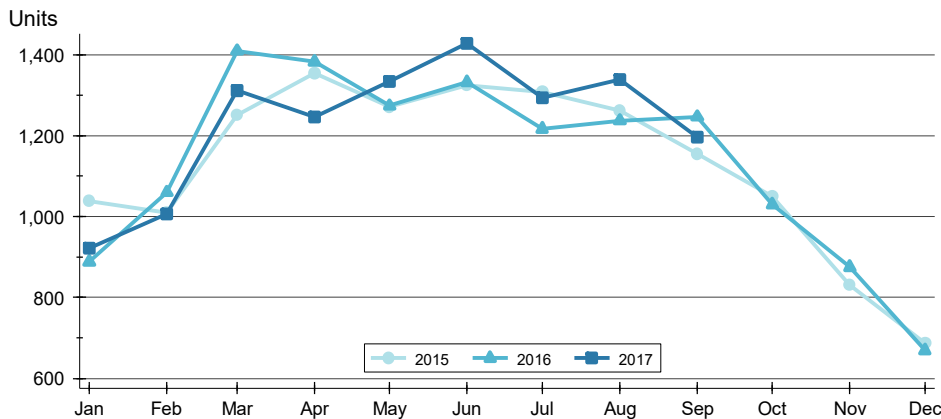


South Central Kansas MLS

## NEW LISTINGS ANALYSIS

BY MONTH >>

ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 10/8/2017



Month	2015	2016	2017
January	1,039	888	922
February	1,010	1,060	1,007
March	1,251	1,409	1,312
April	1,354	1,383	1,246
May	1,271	1,274	1,334
June	1,325	1,332	1,428
July	1,309	1,217	1,294
August	1,262	1,237	1,338
September	1,155	1,246	1,196
October	1,050	1,030	
November	830	875	
December	687	669	

BY PRICE RANGE >>

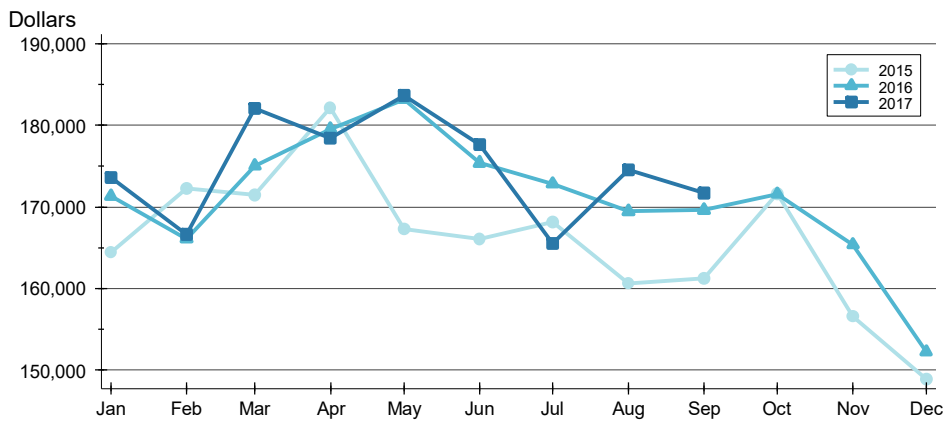
Price Range	New Listings			List Price	
	Number	Percent	Volume	Average	Median
Below \$25,000	49	4.1%	303	6,189	1,495
\$25,000-\$49,999	82	6.9%	3,237	39,478	39,450
\$50,000-\$99,999	238	19.9%	18,327	77,005	78,196
\$100,000-\$124,999	105	8.8%	12,078	115,029	115,000
\$125,000-\$149,999	134	11.2%	18,566	138,549	139,700
\$150,000-\$174,999	125	10.5%	20,485	163,878	164,900
\$175,000-\$199,999	79	6.6%	14,707	186,169	185,000
\$200,000-\$249,999	129	10.8%	29,077	225,405	225,000
\$250,000-\$299,999	90	7.5%	24,623	273,589	271,630
\$300,000-\$399,999	80	6.7%	27,452	343,154	339,800
\$400,000-\$499,999	21	1.8%	9,114	434,017	429,500
\$500,000-\$749,999	23	1.9%	14,321	622,634	625,000
\$750,000-\$999,999	4	0.3%	3,400	849,950	869,950
\$1,000,000 and up	3	0.3%	3,875	1,291,667	1,150,000
All price ranges	1,196	100.0%	205,405	171,743	146,700



# NEW LISTINGS ANALYSIS

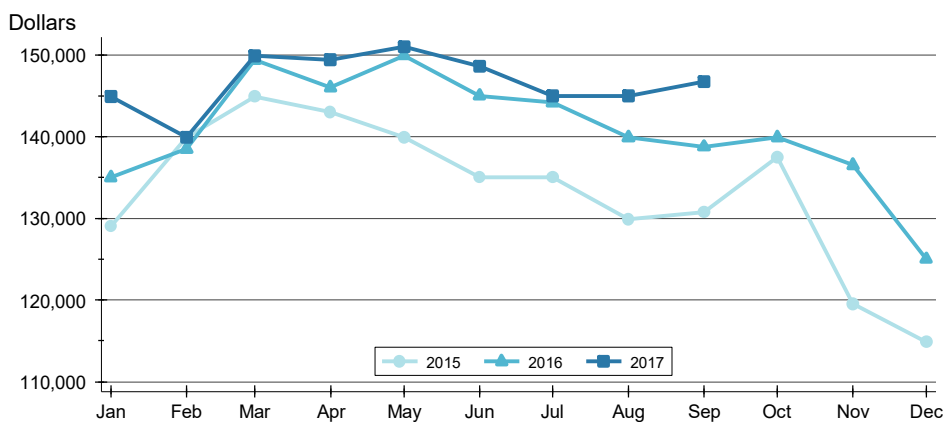
ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 10/8/2017

## AVERAGE PRICE >>



Month	2015	2016	2017
January	164,415	171,318	173,631
February	172,244	166,115	166,615
March	171,456	175,048	182,085
April	182,161	179,554	178,464
May	167,269	183,215	183,676
June	166,072	175,432	177,625
July	168,121	172,857	165,524
August	160,618	169,466	174,534
September	161,283	169,646	171,743
October	171,604	171,595	
November	156,585	165,385	
December	148,951	152,258	

## MEDIAN PRICE >>



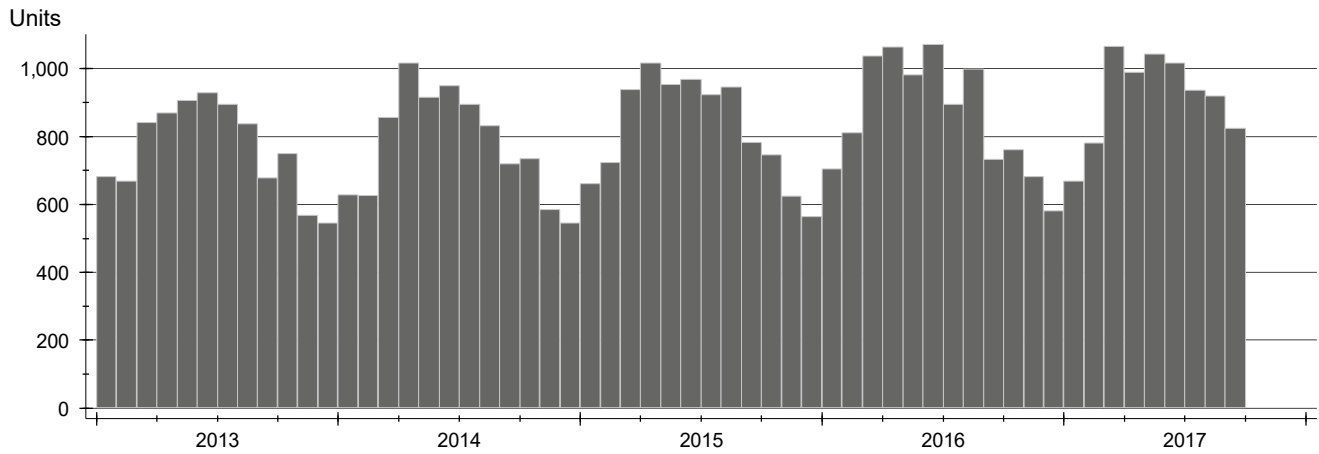
Month	2015	2016	2017
January	129,000	135,000	144,900
February	139,900	138,500	139,900
March	144,900	149,400	149,900
April	143,000	146,000	149,450
May	139,900	149,900	151,000
June	135,000	145,000	148,650
July	135,000	144,200	145,000
August	129,900	139,900	145,000
September	130,750	138,750	146,700
October	137,500	139,900	
November	119,500	136,500	
December	114,900	125,000	



# CONTRACTS WRITTEN ANALYSIS

## HISTORY >>

ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 10/8/2017



## SUMMARY >>

Summary Statistics for Contracts Written		September			Year-to-Date		
		2017	2016	Change	2017	2016	Change
Closed Listings		<b>824</b>	733	12.4%	<b>8,243</b>	8,294	-0.6%
Volume (1,000s)		<b>129,099</b>	117,640	9.7%	<b>1,354,013</b>	1,369,115	-1.1%
Average	Sale Price	<b>156,674</b>	160,491	-2.4%	<b>164,262</b>	165,073	-0.5%
	Days on Market	<b>51</b>	52	-2.3%	<b>47</b>	52	-9.4%
	Percent of Original	<b>96.5%</b>	94.6%	2.0%	<b>95.5%</b>	95.4%	0.1%
Median	Sale Price	<b>145,000</b>	138,000	5.1%	<b>144,250</b>	140,000	3.0%
	Days on Market	<b>25</b>	24	4.2%	<b>20</b>	22	-9.1%
	Percent of Original	<b>100.0%</b>	96.8%	3.3%	<b>98.0%</b>	97.7%	0.3%

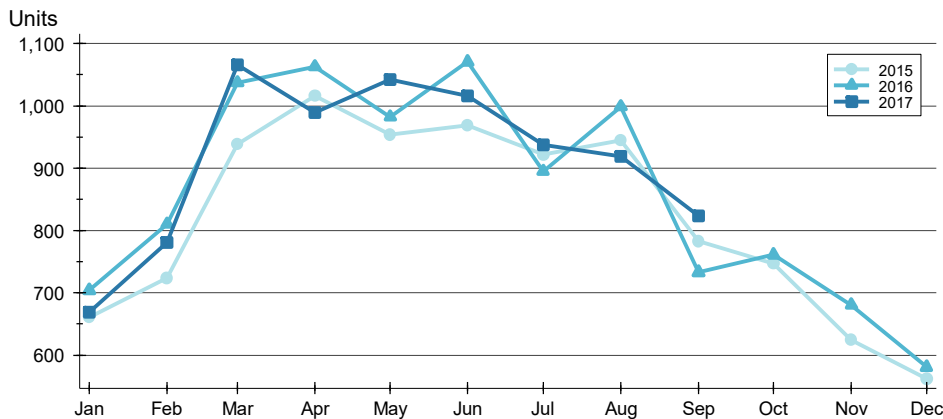
A total of 824 contracts for sale were written in South Central Kansas during the month of September, up from 733 in 2016. The median list price of these homes was \$145,000, up from \$138,000 the prior year.

Half of the homes that went under contract in September were on the market less than 25 days, compared to 24 days in September 2016.

# CONTRACTS WRITTEN ANALYSIS

## BY MONTH >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 10/8/2017**



Month	2015	2016	2017
January	661	704	669
February	724	810	781
March	939	1,037	1,066
April	1,016	1,063	989
May	954	982	1,042
June	969	1,071	1,016
July	922	895	937
August	945	999	919
September	783	733	824
October	747	761	
November	625	681	
December	563	581	

## BY PRICE RANGE >>

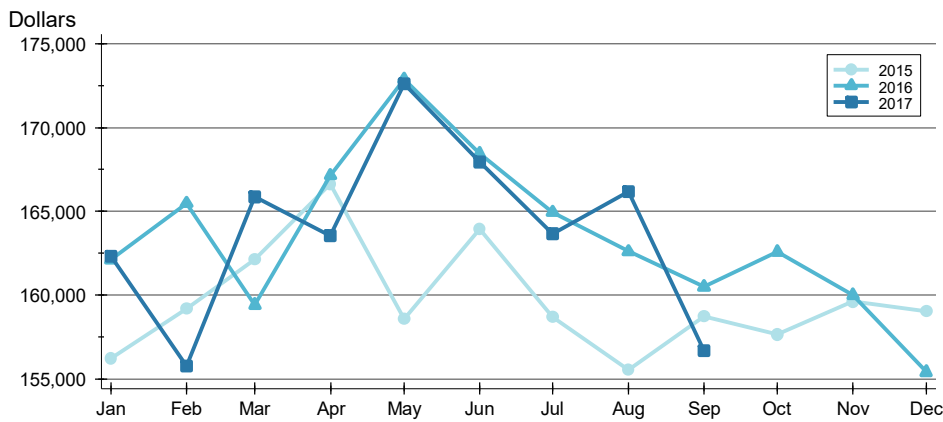
Price Range	Contracts Written			List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median
Below \$25,000	15	1.8%	242	16,132	17,900	83	73	81.0%	78.0%
\$25,000-\$49,999	58	7.0%	2,223	38,326	38,200	62	27	91.1%	100.0%
\$50,000-\$99,999	175	21.2%	13,376	76,435	75,000	56	23	96.0%	100.0%
\$100,000-\$124,999	83	10.1%	9,496	114,408	115,000	31	13	98.0%	100.0%
\$125,000-\$149,999	104	12.6%	14,419	138,647	139,700	28	19	97.5%	100.0%
\$150,000-\$174,999	107	13.0%	17,378	162,407	162,500	38	22	98.0%	100.0%
\$175,000-\$199,999	72	8.7%	13,610	189,024	189,900	53	34	97.1%	100.0%
\$200,000-\$249,999	81	9.8%	18,084	223,255	220,000	53	32	98.0%	100.0%
\$250,000-\$299,999	46	5.6%	12,394	269,433	263,850	49	30	98.3%	100.0%
\$300,000-\$399,999	39	4.7%	13,276	340,414	329,900	78	30	97.1%	100.0%
\$400,000-\$499,999	14	1.7%	6,306	450,464	439,900	147	131	95.4%	98.5%
\$500,000-\$749,999	5	0.6%	2,864	572,800	575,000	181	105	90.9%	91.7%
\$750,000-\$999,999	2	0.2%	1,828	914,000	914,000	99	99	99.5%	99.5%
\$1,000,000 and up	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
All price ranges	824	100.0%	129,099	156,674	145,000	51	25	96.5%	100.0%



# CONTRACTS WRITTEN ANALYSIS

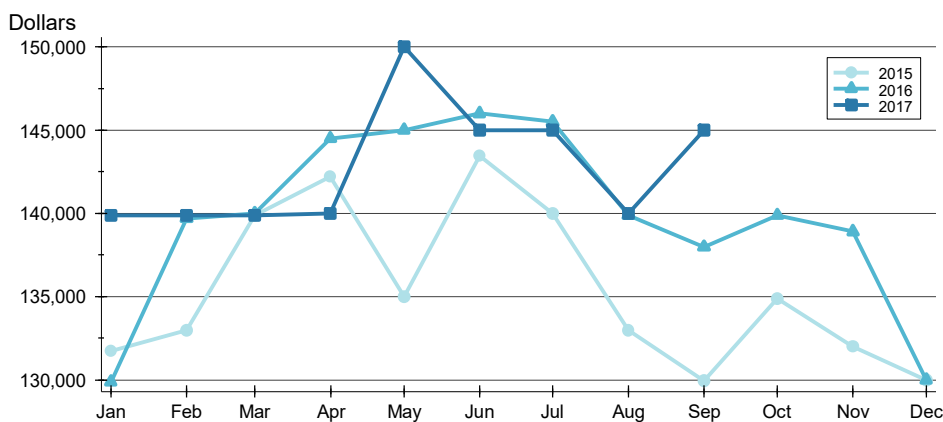
ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 10/8/2017

## AVERAGE PRICE >>



Month	2015	2016	2017
January	156,211	162,105	162,320
February	159,199	165,472	155,742
March	162,101	159,413	165,849
April	166,619	167,142	163,535
May	158,585	172,900	172,620
June	163,950	168,430	167,945
July	158,691	164,936	163,655
August	155,537	162,601	166,163
September	158,737	160,491	156,674
October	157,634	162,564	
November	159,606	159,988	
December	159,023	155,393	

## MEDIAN PRICE >>



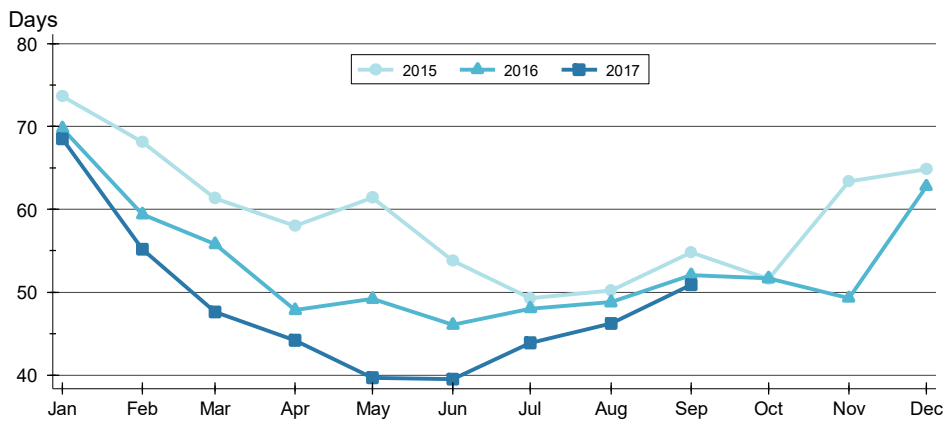
Month	2015	2016	2017
January	131,750	129,900	139,900
February	133,000	139,700	139,900
March	139,900	140,000	139,900
April	142,200	144,500	140,000
May	135,000	145,000	150,000
June	143,438	146,000	145,000
July	140,000	145,500	145,000
August	133,000	139,900	140,000
September	129,950	138,000	145,000
October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



# CONTRACTS WRITTEN ANALYSIS

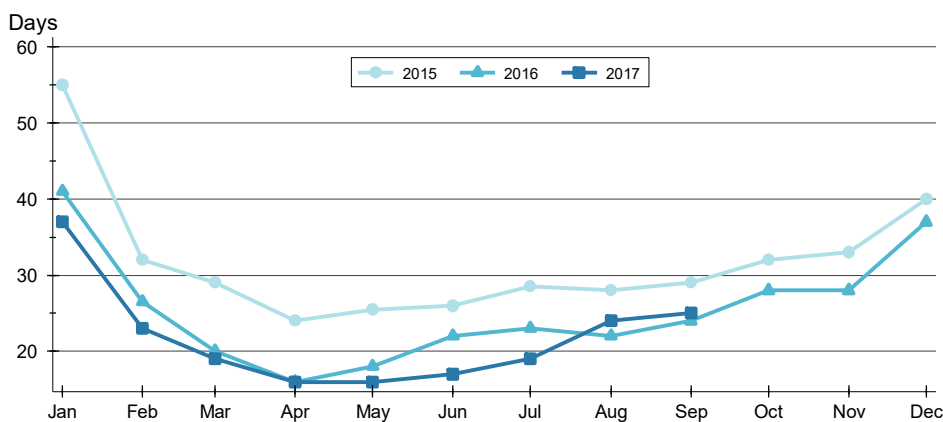
ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 10/8/2017

## AVERAGE DOM >>



Month	2015	2016	2017
January	74	70	69
February	68	59	55
March	61	56	48
April	58	48	44
May	61	49	40
June	54	46	40
July	49	48	44
August	50	49	46
September	55	52	51
October	52	52	51
November	63	49	51
December	65	63	51

## MEDIAN DOM >>



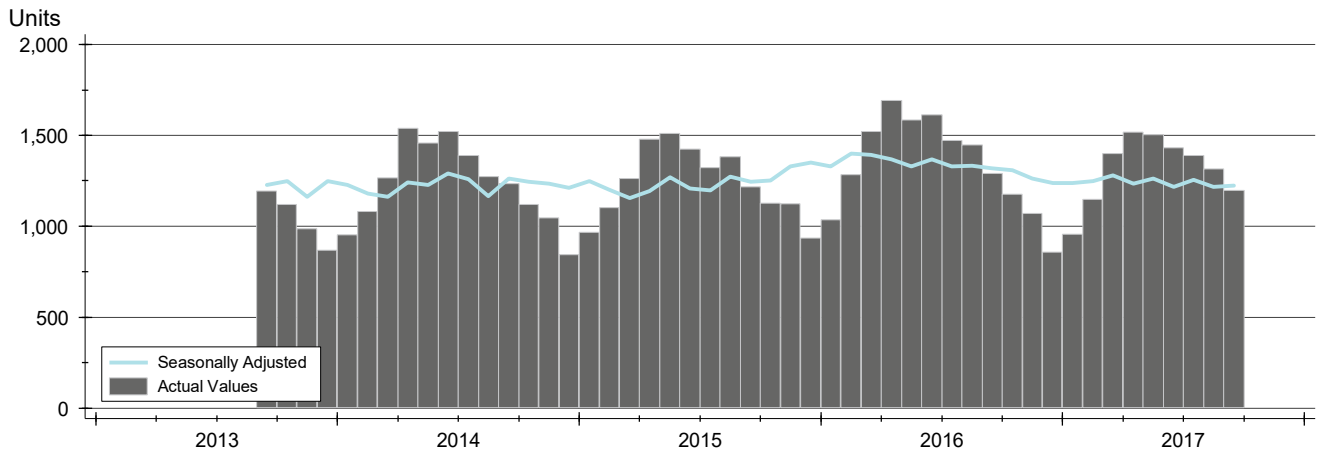
Month	2015	2016	2017
January	55	41	37
February	32	27	23
March	29	20	19
April	24	16	16
May	26	18	16
June	26	22	17
July	29	23	19
August	28	22	24
September	29	24	25
October	32	28	25
November	33	28	25
December	40	37	25



# PENDING CONTRACTS ANALYSIS

## HISTORY >>

ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 10/8/2017



## SUMMARY >>

Summary Statistics for Active Listings		End of September		
		2017	2016	Change
Active Listings		<b>1,197</b>	1,290	-7.2%
Volume (1,000s)		<b>209,909</b>	223,518	-6.1%
Average	List Price	<b>175,363</b>	173,270	1.2%
	Days on Market	<b>51</b>	51	-0.7%
	Percent of Original	<b>97.7%</b>	97.5%	0.2%
Median	List Price	<b>149,900</b>	142,700	5.0%
	Days on Market	<b>21</b>	22	-2.3%
	Percent of Original	<b>100.0%</b>	100.0%	0.0%

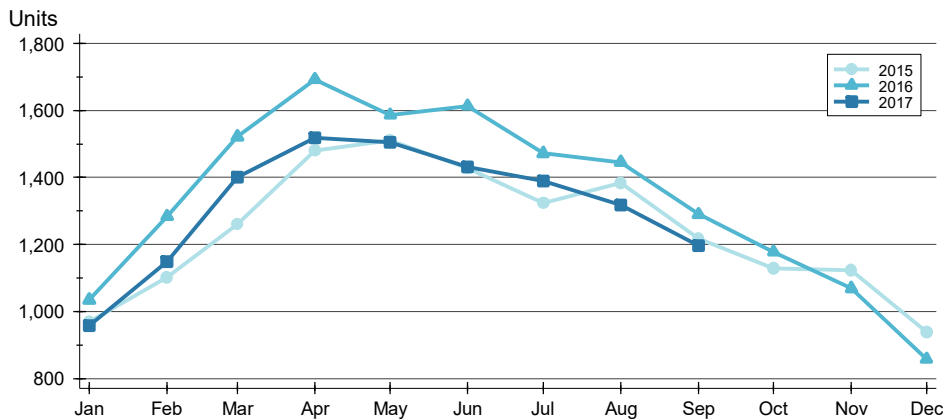
A total of 1,197 listings in South Central Kansas had contracts pending at the end of September, down from 1,290 contracts pending at the end of September 2016.

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 10/8/2017**



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	1,197
October	1,128	1,177	
November	1,123	1,069	
December	937	857	

## BY PRICE RANGE >>

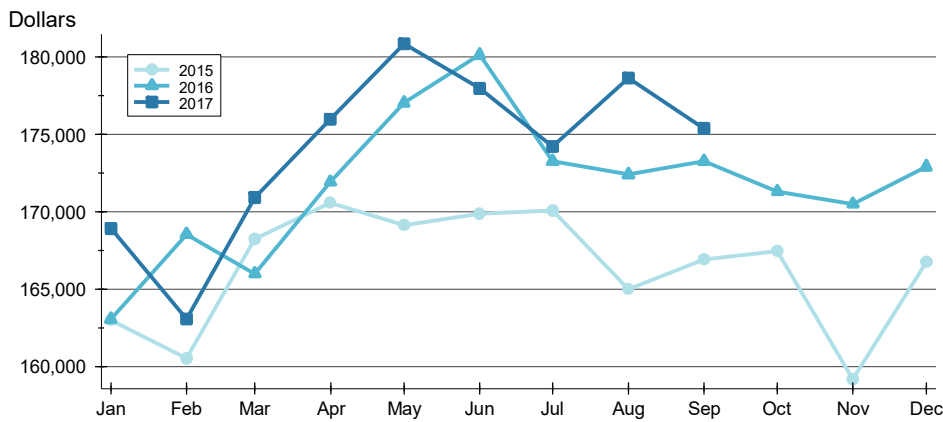
Price Range	Contracts Written			List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median
Below \$25,000	13	1.1%	208	15,967	17,900	63	62	83.3%	83.3%
\$25,000-\$49,999	64	5.3%	2,525	39,457	38,750	66	26	95.3%	100.0%
\$50,000-\$99,999	253	21.1%	19,639	77,625	79,000	56	23	97.1%	100.0%
\$100,000-\$124,999	113	9.4%	12,963	114,719	115,000	35	16	97.8%	100.0%
\$125,000-\$149,999	144	12.0%	19,894	138,150	139,000	31	20	98.0%	100.0%
\$150,000-\$174,999	137	11.4%	22,325	162,956	164,500	35	18	98.5%	100.0%
\$175,000-\$199,999	97	8.1%	18,373	189,408	189,900	42	22	98.0%	100.0%
\$200,000-\$249,999	118	9.9%	26,341	223,232	221,936	57	20	98.5%	100.0%
\$250,000-\$299,999	92	7.7%	25,018	271,931	270,063	46	12	99.0%	100.0%
\$300,000-\$399,999	86	7.2%	29,416	342,045	337,477	60	12	98.9%	100.0%
\$400,000-\$499,999	30	2.5%	13,459	448,649	439,950	113	72	96.2%	100.0%
\$500,000-\$749,999	18	1.5%	10,605	589,161	596,600	179	102	96.4%	100.0%
\$750,000-\$999,999	5	0.4%	4,409	881,786	899,000	54	28	99.8%	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	1,197	100.0%	209,909	175,363	149,900	51	21	97.7%	100.0%



# PENDING CONTRACTS ANALYSIS

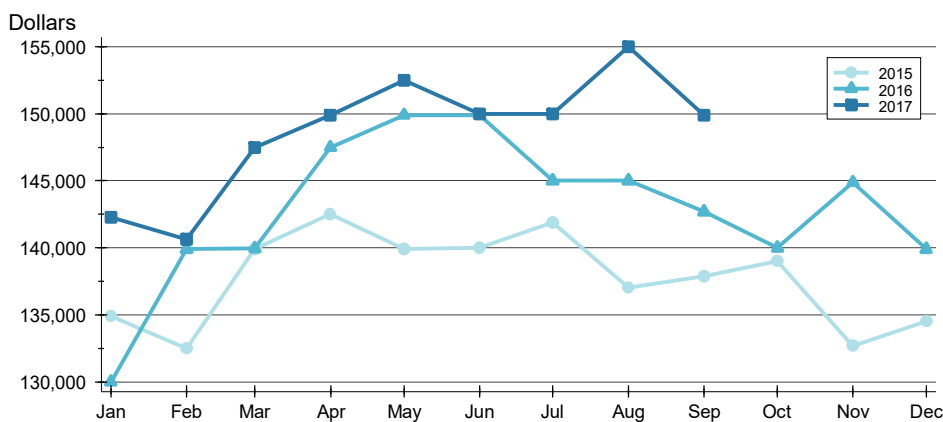
ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 10/8/2017

## 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	175,363
October	167,456	171,296	170,505
November	159,226	170,505	170,505
December	166,746	172,906	172,906

## MEDIAN PRICE >>



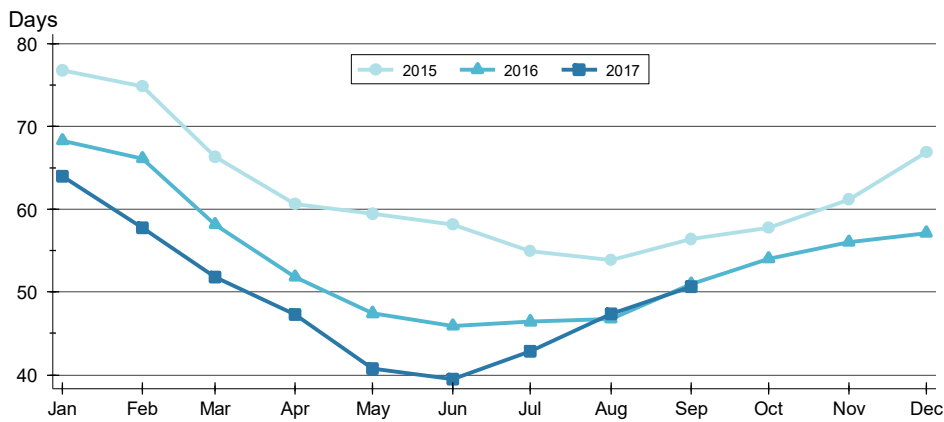
Month	2015	2016	2017
January	134,900	130,000	142,250
February	132,500	139,900	140,650
March	139,900	139,950	147,500
April	142,500	147,500	149,900
May	139,900	149,900	152,500
June	140,000	149,900	150,000
July	141,900	145,000	150,000
August	137,000	145,000	155,000
September	137,900	142,700	149,900
October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



# PENDING CONTRACTS ANALYSIS

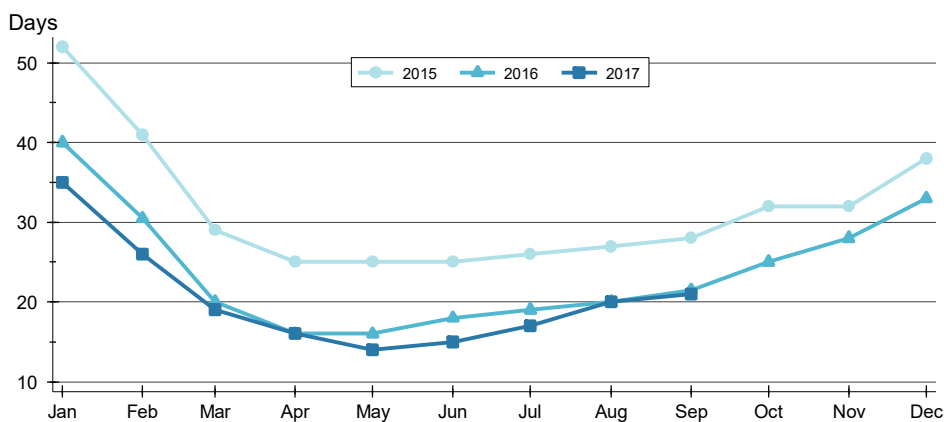
ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 10/8/2017

## 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	21
October	32	25	25
November	32	28	28
December	38	33	33