

# MID-KANSAS MLS STATISTICS



## MARKET OVERVIEW >>

### Mid-Kansas Home Sales Rose in July

Total home sales in the Mid-Kansas region rose by 46.2% last month to 209 units, compared to 143 units in July 2019. Total sales volume was \$29.9 million, up 61.5% from a year earlier.

The median sale price in July was \$128,000, up from \$122,500 a year earlier. Homes that sold in July were typically on the market for 63 days and sold for 98.7% of their list prices.

### Mid-Kansas Active Listings Down at End of July

The total number of active listings in the Mid-Kansas region at the end of July was 360 units, down from 554 at the same point in 2019. This represents a 2.7 months' supply of homes available for sale. The median list price of homes on the market at the end of July was \$117,000.

During July, a total of 157 contracts were written up from 150 in July 2019. At the end of the month, there were 217 contracts pending, compared to 170 at the end of July 2019.

Entire MLS System				
Current Month		July		
Summary Statistics		2020	2019	Change
Home Sales		209	143	46.2%
Active Listings		360	554	-35.0%
Months' Supply		2.7	4.7	-41.6%
New Listings		160	182	-12.1%
Contracts Written		157	150	4.7%
Pending Contracts		217	170	27.6%
Sales Volume (1,000s)		29,928	18,526	61.5%
Average	Sale Price	143,195	129,552	10.5%
	List Price of Actives	169,565	158,523	7.0%
	Days on Market	96	112	-14.8%
	Percent of List	96.5%	96.1%	0.5%
	Percent of Original	94.5%	93.1%	1.5%
Median	Sale Price	128,000	122,500	4.5%
	List Price of Actives	117,000	124,650	-6.1%
	Days on Market	63	76	-17.1%
	Percent of List	98.7%	98.0%	0.7%
	Percent of Original	97.4%	95.3%	2.2%

## REPORT CONTENTS >>

### Your Association Working for You!

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

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# THREE-YEAR COMPARISONS

## SUMMARY >>

### BREAKDOWNS BY HOME TYPE ENTIRE MLS SYSTEM AS OF 8/8/2020

July MLS Statistics		2020			2019			2018			
By Property Type		Total	Existing	New	Total	Existing	New	Total	Existing	New	
Home Sales		<b>209</b>	<b>207</b>	<b>2</b>	143	143	0	140	139	1	
	Change from prior year	46.2%	44.8%	N/A	2.1%	2.9%	-100.0%	15.7%	16.8%	-50.0%	
Active Listings		<b>360</b>	<b>359</b>	<b>1</b>	554	548	6	600	588	12	
	Change from prior year	-35.0%	-34.5%	-83.3%	-7.7%	-6.8%	-50.0%	-0.3%	-0.3%	0.0%	
Months' Supply		<b>2.7</b>	<b>2.7</b>	<b>1.1</b>	4.7	4.6	N/A	4.9	4.8	12.0	
	Change from prior year	-41.6%	-41.1%	-87.9%	-4.0%	-3.3%	N/A	-9.1%	-9.5%	41.7%	
New Listings		<b>160</b>	<b>160</b>	<b>0</b>	182	182	0	190	187	3	
	Change from prior year	-12.1%	-12.1%	N/A	-4.2%	-2.7%	-100.0%	5.6%	5.1%	50.0%	
Contracts Written		<b>157</b>	<b>156</b>	<b>1</b>	150	150	0	127	127	0	
	Change from prior year	4.7%	4.0%	N/A	18.1%	18.1%	N/A	-9.9%	-9.9%	N/A	
Pending Contracts		<b>217</b>	<b>217</b>	<b>0</b>	170	168	2	163	163	0	
	Change from prior year	27.6%	29.2%	-100.0%	4.3%	3.1%	N/A	-0.6%	-0.6%	N/A	
Sales Volume (1,000s)		<b>29,928</b>	<b>29,364</b>	<b>564</b>	18,526	18,526	0	18,981	18,717	264	
	Change from prior year	61.5%	58.5%	N/A	-2.4%	-1.0%	-100.0%	21.8%	24.5%	-52.4%	
Average	Sale Price	<b>143,195</b>	<b>141,854</b>	<b>282,000</b>	129,552	129,552	N/A	135,581	134,658	264,000	
		Change from prior year	10.5%	9.5%	N/A	-4.4%	-3.8%	N/A	5.2%	6.6%	-4.8%
	List Price of Actives	<b>169,565</b>	<b>169,014</b>	<b>367,000</b>	158,523	157,366	263,383	160,399	157,541	300,417	
		Change from prior year	7.0%	7.4%	39.3%	-1.2%	-0.1%	N/A	7.0%	6.9%	10.5%
	Days on Market	<b>96</b>	<b>94</b>	<b>239</b>	112	112	N/A	99	99	115	
		Change from prior year	-14.8%	-16.1%	N/A	12.9%	13.0%	N/A	-14.2%	-12.8%	-49.7%
Median	Percent of List	<b>96.5%</b>	<b>96.5%</b>	<b>99.0%</b>	96.1%	96.1%	N/A	96.8%	96.7%	100.8%	
		Change from prior year	0.5%	0.5%	N/A	-0.7%	-0.7%	N/A	0.7%	0.7%	5.9%
	Percent of Original	<b>94.5%</b>	<b>94.5%</b>	<b>95.0%</b>	93.1%	93.1%	N/A	94.7%	94.7%	100.8%	
		Change from prior year	1.5%	1.5%	N/A	-1.7%	-1.7%	N/A	2.3%	2.3%	5.9%
	Sale Price	<b>128,000</b>	<b>127,500</b>	<b>282,000</b>	122,500	122,500	N/A	117,250	116,500	264,000	
		Change from prior year	4.5%	4.1%	N/A	4.5%	5.2%	N/A	-2.3%	-2.1%	-4.8%
Median	List Price of Actives	<b>117,000</b>	<b>116,000</b>	<b>367,000</b>	124,650	120,000	246,200	119,900	119,000	277,400	
		Change from prior year	-6.1%	-3.3%	49.1%	4.0%	0.8%	N/A	0.0%	0.4%	8.7%
	Days on Market	<b>63</b>	<b>63</b>	<b>239</b>	76	76	N/A	63	63	115	
		Change from prior year	-17.1%	-17.1%	N/A	20.6%	20.6%	N/A	-20.3%	-18.2%	-49.7%
	Percent of List	<b>98.7%</b>	<b>98.7%</b>	<b>99.0%</b>	98.0%	98.0%	N/A	98.2%	98.1%	100.8%	
		Change from prior year	0.7%	0.7%	N/A	-0.2%	-0.1%	N/A	1.1%	1.0%	5.9%
Median	Percent of Original	<b>97.4%</b>	<b>97.4%</b>	<b>95.0%</b>	95.3%	95.3%	N/A	96.6%	96.5%	100.8%	
		Change from prior year	2.2%	2.2%	N/A	-1.3%	-1.2%	N/A	1.2%	1.1%	5.9%

# YEAR-TO-DATE STATISTICS

## SUMMARY >>

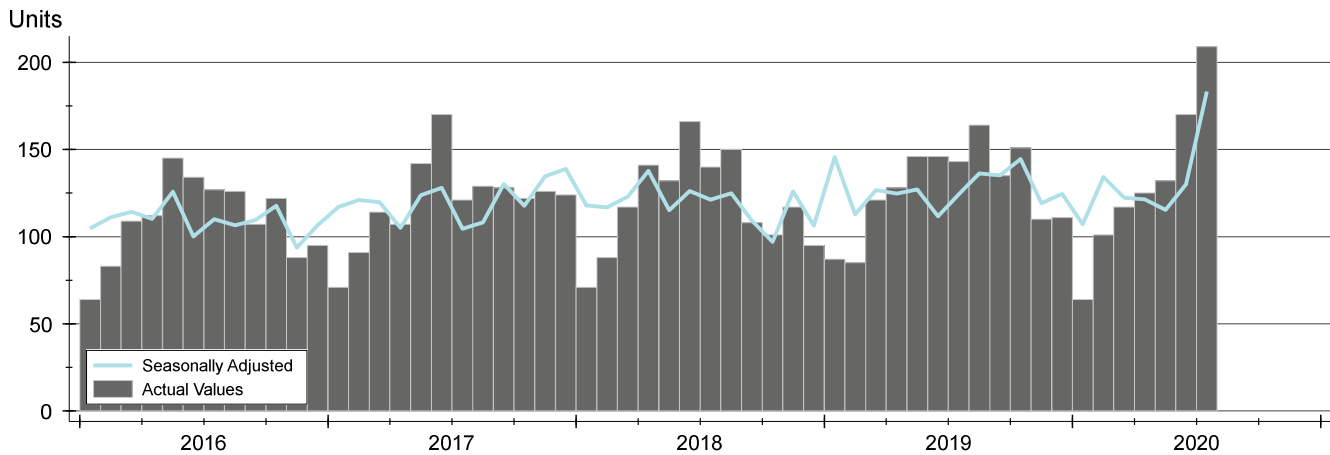
### YTD BREAKDOWNS BY HOME TYPE ENTIRE MLS SYSTEM AS OF 8/8/2020

Year-to-Date Activity		2020			2019			2018		
By Property Type		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		<b>918</b>	<b>914</b>	<b>4</b>	856	852	4	855	847	8
Change from prior year		7.2%	7.3%	0.0%	0.1%	0.6%	-50.0%	4.8%	5.3%	-33.3%
New Listings		<b>1,117</b>	<b>1,116</b>	<b>1</b>	1,241	1,234	7	1,309	1,297	12
Change from prior year		-10.0%	-9.6%	-85.7%	-5.2%	-4.9%	-41.7%	3.6%	3.8%	-14.3%
Contracts Written		<b>1,027</b>	<b>1,023</b>	<b>4</b>	938	933	5	936	929	7
Change from prior year		9.5%	9.6%	-20.0%	0.2%	0.4%	-28.6%	4.7%	5.2%	-36.4%
Sales Volume (1,000s)		<b>125,069</b>	<b>123,974</b>	<b>1,095</b>	110,523	109,465	1,058	106,000	103,997	2,003
Change from prior year		13.2%	13.3%	3.5%	4.3%	5.3%	-47.2%	4.4%	5.1%	-22.8%
Average	Sale Price	<b>136,241</b>	<b>135,639</b>	<b>273,725</b>	129,116	128,480	264,388	123,977	122,782	250,434
	Change from prior year	5.5%	5.6%	3.5%	4.1%	4.6%	5.6%	-0.3%	-0.2%	15.8%
	Days on Market	<b>113</b>	<b>112</b>	<b>225</b>	115	114	384	114	113	204
	Change from prior year	-1.9%	-1.3%	-41.5%	0.7%	0.3%	88.1%	-7.4%	-6.7%	-17.5%
Median	Percent of List	<b>95.8%</b>	<b>95.8%</b>	<b>101.4%</b>	95.6%	95.6%	97.1%	95.6%	95.6%	99.0%
	Change from prior year	0.2%	0.2%	4.4%	0.0%	0.0%	-1.9%	-0.1%	-0.1%	1.8%
	Percent of Original	<b>92.8%</b>	<b>92.8%</b>	<b>98.4%</b>	92.5%	92.5%	92.4%	92.7%	92.7%	96.6%
	Change from prior year	0.4%	0.3%	6.5%	-0.2%	-0.2%	-4.3%	0.5%	0.5%	2.4%
Median	Sale Price	<b>120,000</b>	<b>119,900</b>	<b>265,450</b>	113,950	113,250	244,500	106,750	105,000	239,950
	Change from prior year	5.3%	5.9%	8.6%	6.7%	7.9%	1.9%	-6.4%	-6.7%	14.9%
	Days on Market	<b>74</b>	<b>74</b>	<b>239</b>	78	78	335	78	78	116
	Change from prior year	-5.1%	-5.1%	-28.6%	0.0%	0.0%	189.6%	-4.3%	-2.5%	-43.5%
Median	Percent of List	<b>97.8%</b>	<b>97.8%</b>	<b>100.8%</b>	97.3%	97.3%	98.0%	97.4%	97.4%	100.0%
	Change from prior year	0.5%	0.5%	2.9%	-0.1%	0.0%	-2.0%	0.1%	0.0%	1.8%
	Percent of Original	<b>96.0%</b>	<b>95.9%</b>	<b>101.8%</b>	95.6%	95.6%	92.7%	95.9%	95.9%	97.4%
	Change from prior year	0.4%	0.3%	9.9%	-0.3%	-0.3%	-4.8%	0.9%	0.9%	3.5%

# CLOSED LISTINGS ANALYSIS

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 8/8/2020**

**HISTORY** >>



**SUMMARY** >>

Summary Statistics		July			Year-to-Date		
for Closed Listings		2020	2019	Change	2020	2019	Change
Closed Listings		<b>209</b>	143	46.2%	<b>918</b>	856	7.2%
Volume (1,000s)		<b>29,928</b>	18,526	61.5%	<b>125,069</b>	110,523	13.2%
Average	Sale Price	<b>143,195</b>	129,552	10.5%	<b>136,241</b>	129,116	5.5%
	Days on Market	<b>96</b>	112	-14.8%	<b>113</b>	115	-1.9%
	Percent of List	<b>96.5%</b>	96.1%	0.5%	<b>95.8%</b>	95.6%	0.2%
	Percent of Original	<b>94.5%</b>	93.1%	1.5%	<b>92.8%</b>	92.5%	0.4%
Median	Sale Price	<b>128,000</b>	122,500	4.5%	<b>120,000</b>	113,950	5.3%
	Days on Market	<b>63</b>	76	-17.1%	<b>74</b>	78	-5.1%
	Percent of List	<b>98.7%</b>	98.0%	0.7%	<b>97.8%</b>	97.3%	0.5%
	Percent of Original	<b>97.4%</b>	95.3%	2.2%	<b>96.0%</b>	95.6%	0.4%

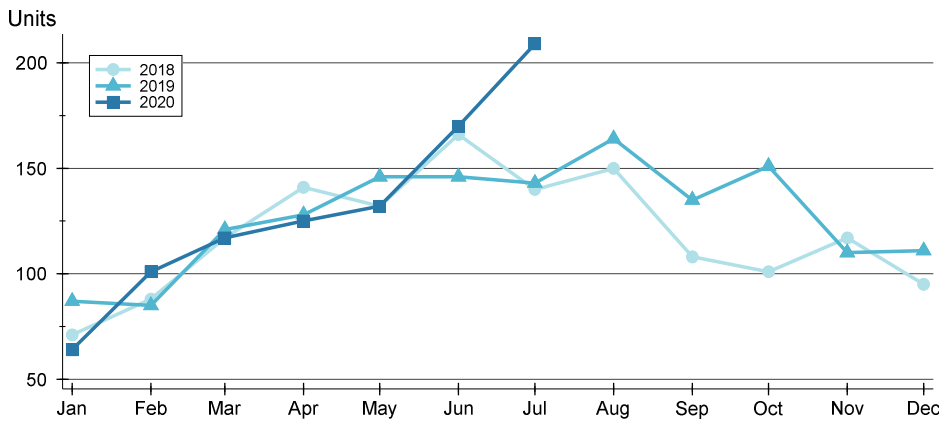
A total of 209 homes sold in the Mid-Kansas region in July, up from 143 units in July 2019. Total sales volume rose to \$29.9 million compared to \$18.5 million in the previous year.

The median sales price in July was \$128,000, up 4.5% compared to the prior year. Median days on market was 63 days, down from 70 days in June, and down from 76 in July 2019.

# CLOSED LISTINGS ANALYSIS

**BY MONTH** >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 8/8/2020**



Month	2018	2019	2020
January	71	87	64
February	88	85	101
March	117	121	117
April	141	128	125
May	132	146	132
June	166	146	170
July	140	143	209
August	150	164	
September	108	135	
October	101	151	
November	117	110	
December	95	111	

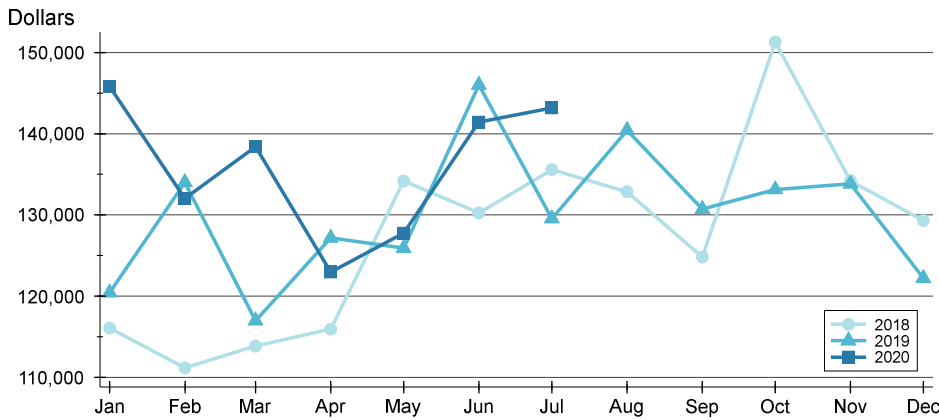
**BY PRICE RANGE** >>

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	8	3.8%	156	19,438	20,000	92	100	83.9%	95.9%	76.7%	70.0%
\$25,000-\$49,999	20	9.6%	721	36,034	37,500	75	54	89.8%	89.8%	87.7%	88.6%
\$50,000-\$99,999	48	23.0%	3,604	75,084	76,713	86	57	96.1%	98.1%	93.1%	93.9%
\$100,000-\$124,999	26	12.4%	2,969	114,181	114,900	92	74	98.6%	100.0%	96.7%	100.0%
\$125,000-\$149,999	26	12.4%	3,590	138,090	139,900	99	59	97.9%	98.9%	96.7%	98.4%
\$150,000-\$174,999	24	11.5%	3,832	159,646	158,000	128	72	99.2%	100.0%	97.0%	98.5%
\$175,000-\$199,999	14	6.7%	2,643	188,814	188,250	67	54	98.1%	99.0%	97.4%	99.0%
\$200,000-\$249,999	19	9.1%	4,249	223,632	223,500	95	56	98.2%	98.8%	96.1%	97.9%
\$250,000-\$299,999	15	7.2%	4,260	284,027	285,000	106	70	98.5%	98.3%	97.8%	98.3%
\$300,000-\$399,999	5	2.4%	1,750	349,900	354,000	103	53	98.4%	100.0%	100.2%	100.0%
\$400,000-\$499,999	1	0.5%	400	400,000	400,000	254	254	100.0%	100.0%	92.0%	92.0%
\$500,000-\$749,999	3	1.4%	1,755	584,869	624,606	167	143	94.6%	96.1%	98.6%	96.1%
\$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	209	100.0%	29,928	143,195	128,000	96	63	96.5%	98.7%	94.5%	97.4%

# CLOSED LISTINGS ANALYSIS

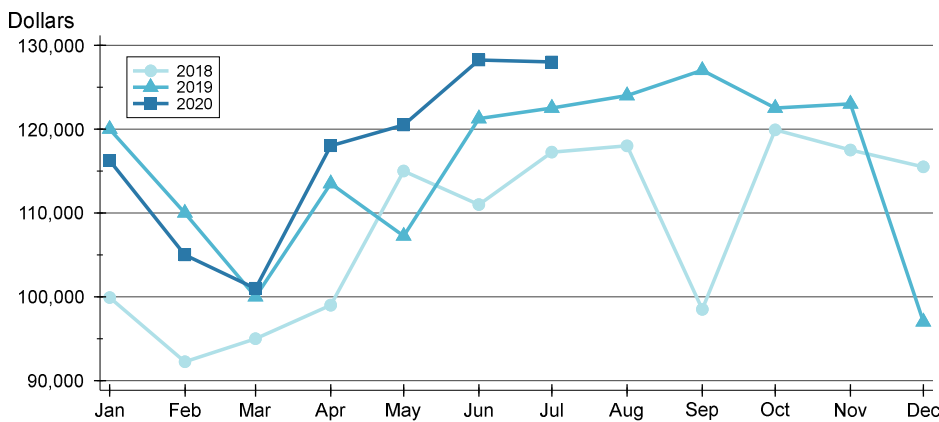
## AVERAGE PRICE >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 8/8/2020**



Month	2018	2019	2020
January	116,064	120,424	145,824
February	111,157	134,009	132,024
March	113,852	116,980	138,411
April	115,927	127,170	122,965
May	134,173	125,894	127,765
June	130,235	146,002	141,439
July	135,581	129,552	143,195
August	132,854	140,428	
September	124,821	130,721	
October	151,304	133,135	
November	134,188	133,821	
December	129,319	122,192	

## MEDIAN PRICE >>

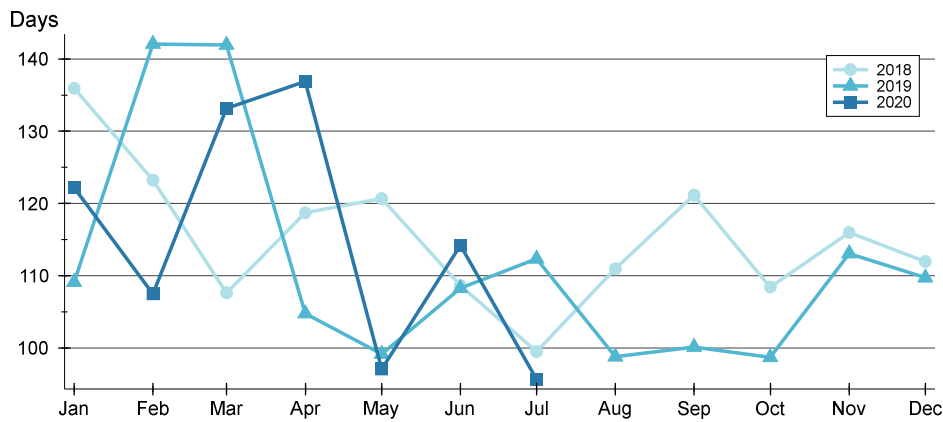


Month	2018	2019	2020
January	99,900	120,000	116,250
February	92,250	110,000	105,000
March	95,000	100,000	101,000
April	99,000	113,500	118,000
May	115,000	107,250	120,500
June	111,000	121,250	128,250
July	117,250	122,500	128,000
August	118,000	124,000	
September	98,500	127,000	
October	119,900	122,500	
November	117,500	123,000	
December	115,500	97,000	

# CLOSED LISTINGS ANALYSIS

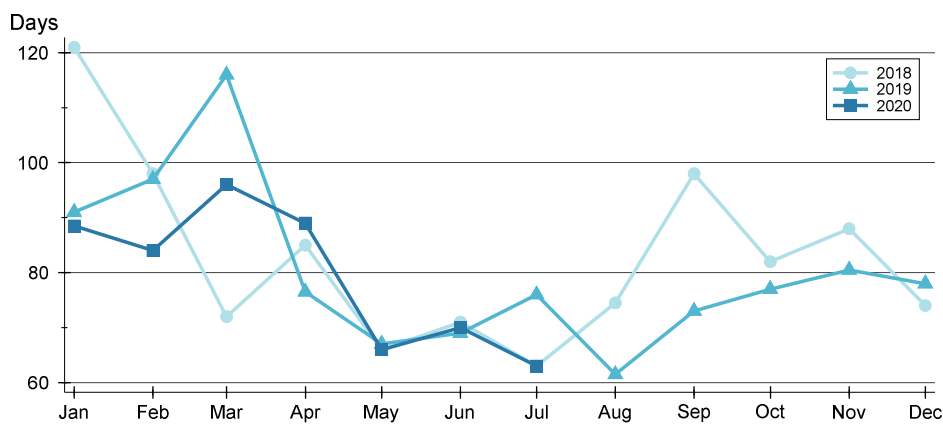
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 8/8/2020**

## AVERAGE DOM >>



Month	2018	2019	2020
January	136	109	122
February	123	142	107
March	108	142	133
April	119	105	137
May	121	99	97
June	109	108	114
July	99	112	96
August	111	99	
September	121	100	
October	108	99	
November	116	113	
December	112	110	

## MEDIAN DOM >>

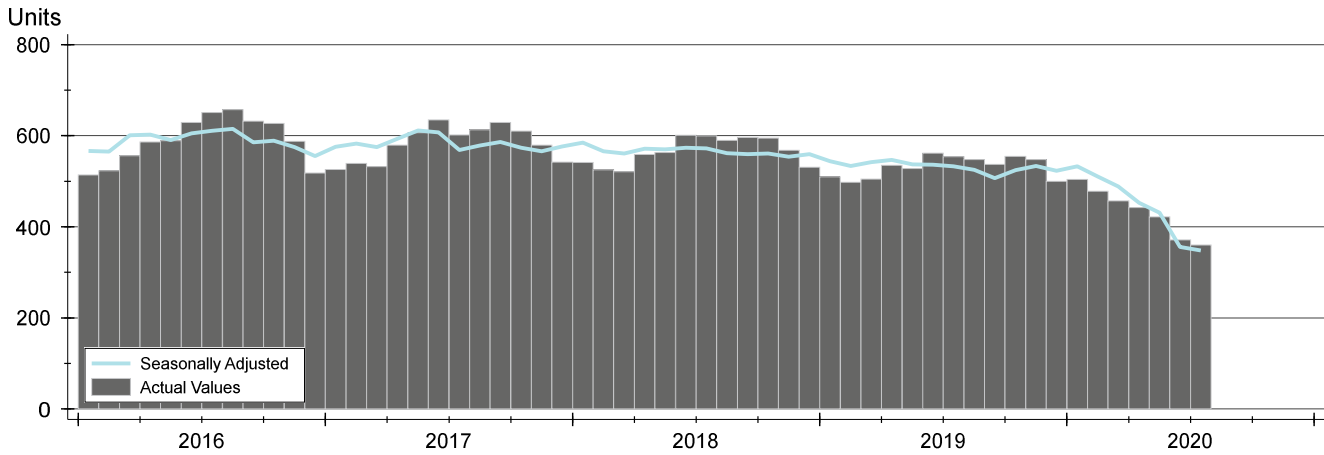


Month	2018	2019	2020
January	121	91	89
February	98	97	84
March	72	116	96
April	85	77	89
May	66	67	66
June	71	69	70
July	63	76	63
August	75	62	
September	98	73	
October	82	77	
November	88	81	
December	74	78	

# ACTIVE LISTINGS ANALYSIS

**HISTORY** >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 8/8/2020**



**SUMMARY** >>

Summary Statistics for Active Listings		End of July		
		2020	2019	Change
Active Listings		<b>360</b>	554	-35.0%
Months' Supply		<b>2.7</b>	4.7	-41.6%
Volume (1,000s)		<b>61,043</b>	87,822	-30.5%
Average	List Price	<b>169,565</b>	158,523	7.0%
	Days on Market	<b>144</b>	118	22.1%
	Percent of Original	<b>97.3%</b>	96.3%	1.0%
Median	List Price	<b>117,000</b>	124,650	-6.1%
	Days on Market	<b>78</b>	73	6.8%
	Percent of Original	<b>100.0%</b>	100.0%	0.0%

A total of 360 homes were available for sale in the Mid-Kansas region at the end of July. This represents a 2.7 months' supply of active listings.

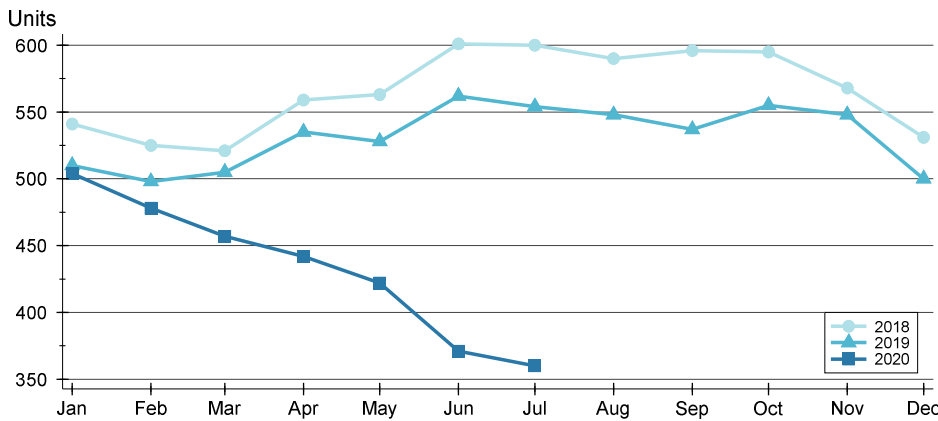
The median list price of homes on the market at the end of July was \$117,000, down 6.1% from 2019. The typical time on market for active listings was 78 days, up from 73 days a year earlier.



# ACTIVE LISTINGS ANALYSIS

## BY MONTH >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 8/8/2020**



Month	2018	2019	2020
January	541	510	504
February	525	498	478
March	521	505	457
April	559	535	442
May	563	528	422
June	601	562	371
July	600	554	360
August	590	548	
September	596	537	
October	595	555	
November	568	548	
December	531	500	

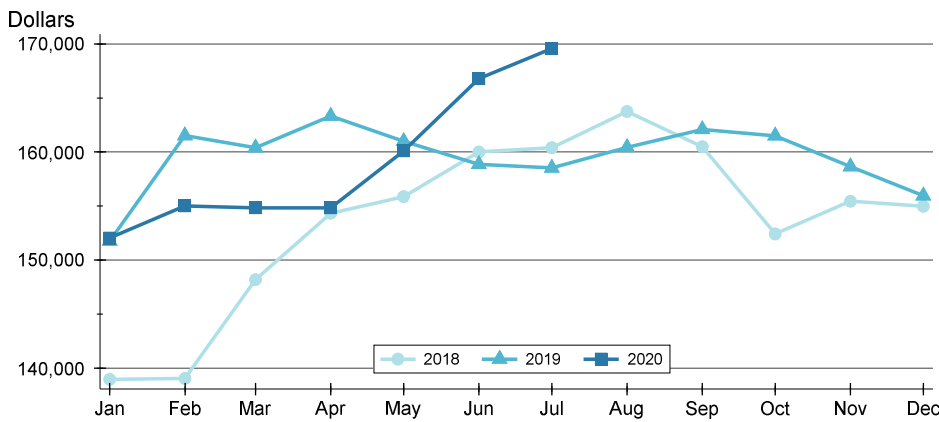
## BY PRICE RANGE >>

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	17	4.7%	303	2.1	17,805	19,900	224	204	87.3%	100.0%
\$25,000-\$49,999	43	11.9%	1,627	2.2	37,829	38,000	176	81	94.6%	100.0%
\$50,000-\$99,999	101	28.1%	7,445	2.1	73,713	74,900	149	95	97.3%	100.0%
\$100,000-\$124,999	23	6.4%	2,561	0.9	111,352	110,000	134	59	98.2%	100.0%
\$125,000-\$149,999	30	8.3%	4,054	1.2	135,135	134,200	109	53	99.0%	100.0%
\$150,000-\$174,999	29	8.1%	4,776	1.2	164,683	166,000	120	64	97.9%	100.0%
\$175,000-\$199,999	20	5.6%	3,800	1.4	189,985	189,900	77	50	108.8%	100.0%
\$200,000-\$249,999	26	7.2%	5,988	1.4	230,308	231,250	116	49	98.2%	100.0%
\$250,000-\$299,999	27	7.5%	7,514	1.8	278,289	279,900	129	61	98.1%	100.0%
\$300,000-\$399,999	23	6.4%	8,249	4.6	358,648	367,000	167	79	94.9%	96.2%
\$400,000-\$499,999	9	2.5%	4,151	9.0	461,178	460,000	213	110	95.7%	97.8%
\$500,000-\$749,999	5	1.4%	3,359	1.7	671,760	695,000	198	284	96.7%	100.0%
\$750,000-\$999,999	3	0.8%	2,465	N/A	821,600	849,900	98	71	95.2%	100.0%
\$1,000,000 and up	3	0.8%	4,584	N/A	1,528,000	1,385,000	149	47	97.7%	100.0%
All price ranges	360	100.0%	61,043	1.7	169,565	117,000	144	78	97.3%	100.0%

# ACTIVE LISTINGS ANALYSIS

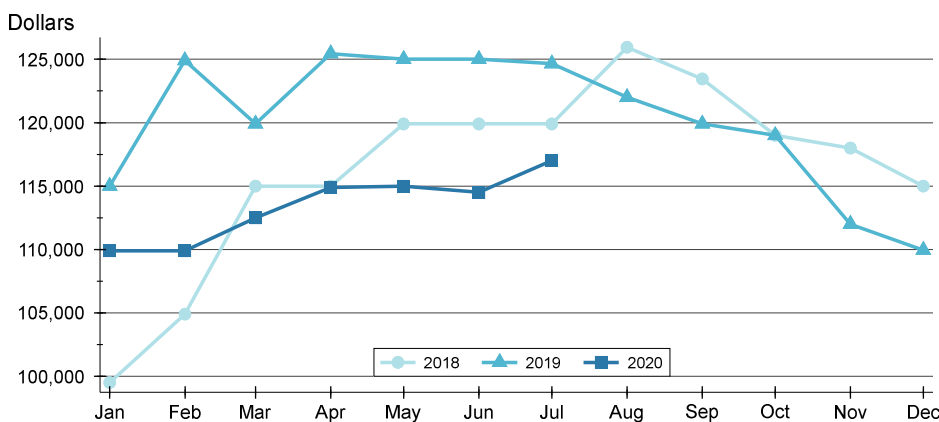
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 8/8/2020**

## AVERAGE PRICE >>



Month	2018	2019	2020
January	138,971	151,764	152,038
February	139,052	161,517	155,024
March	148,193	160,389	154,833
April	154,334	163,321	154,847
May	155,872	160,995	160,116
June	160,001	158,863	166,789
July	160,399	158,523	169,565
August	163,754	160,418	
September	160,494	162,097	
October	152,420	161,509	
November	155,442	158,645	
December	154,976	155,959	

## MEDIAN PRICE >>

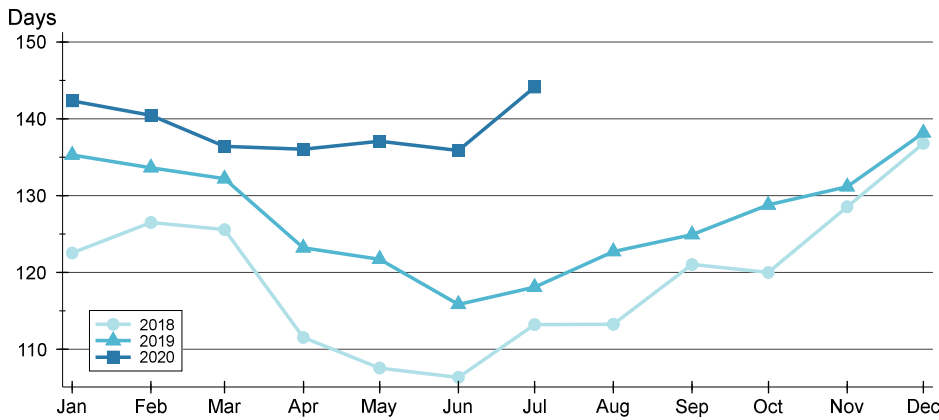


Month	2018	2019	2020
January	99,500	115,000	109,900
February	104,900	124,900	109,900
March	115,000	119,900	112,500
April	115,000	125,450	114,900
May	119,900	125,000	115,000
June	119,900	125,000	114,500
July	119,900	124,650	117,000
August	125,950	122,000	
September	123,450	119,900	
October	119,000	119,000	
November	118,000	112,000	
December	115,000	109,950	

# ACTIVE LISTINGS ANALYSIS

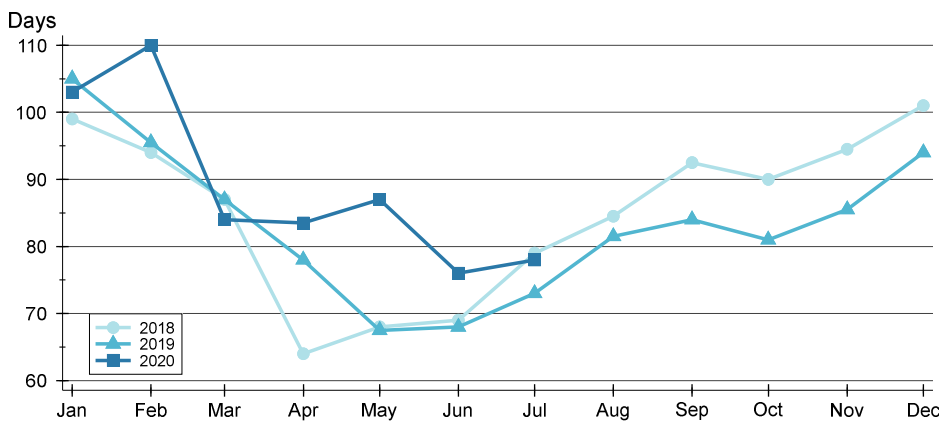
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 8/8/2020**

## AVERAGE DOM >>



Month	2018	2019	2020
January	123	135	142
February	126	134	140
March	126	132	136
April	112	123	136
May	108	122	137
June	106	116	136
July	113	118	144
August	113	123	
September	121	125	
October	120	129	
November	129	131	
December	137	138	

## MEDIAN DOM >>

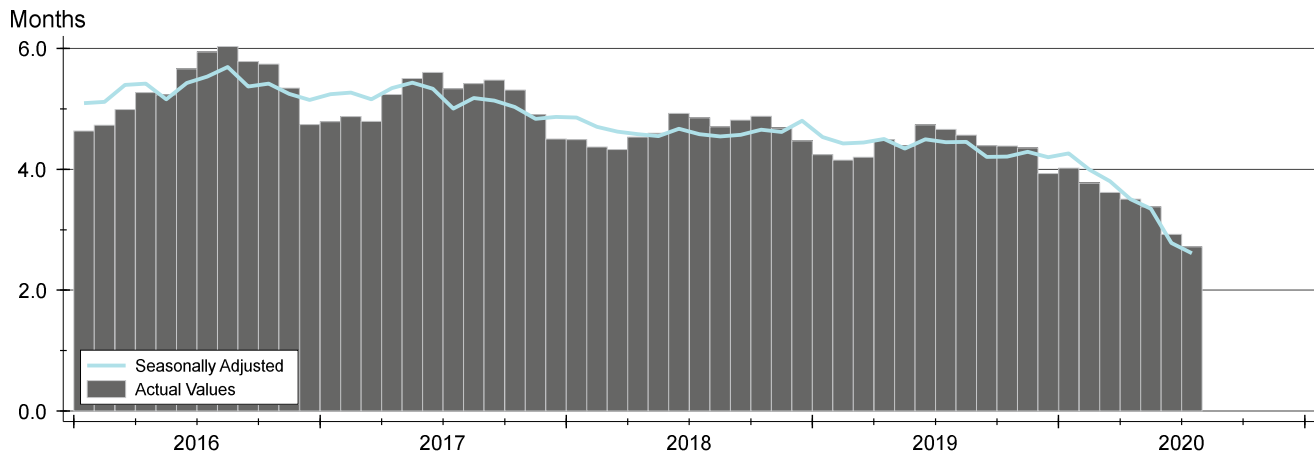


Month	2018	2019	2020
January	99	105	103
February	94	96	110
March	87	87	84
April	64	78	84
May	68	68	87
June	69	68	76
July	79	73	78
August	85	82	
September	93	84	
October	90	81	
November	95	86	
December	101	94	

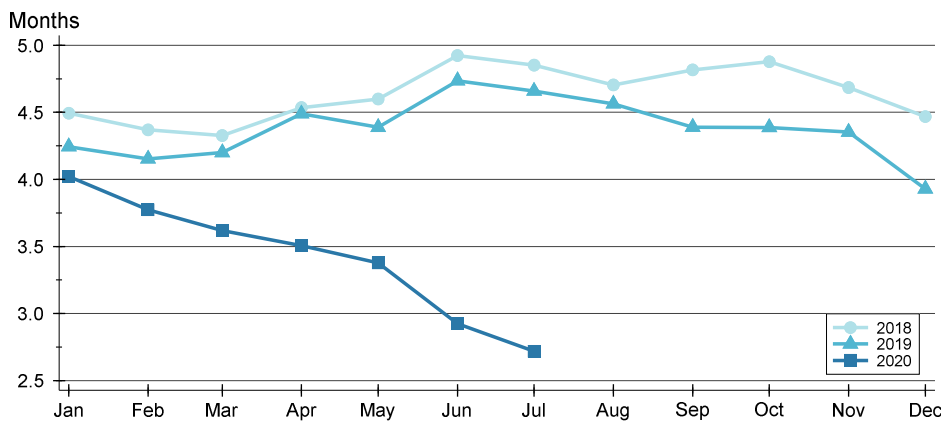
# MONTHS' SUPPLY ANALYSIS

**HISTORY** >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 8/8/2020**



**BY MONTH** >>

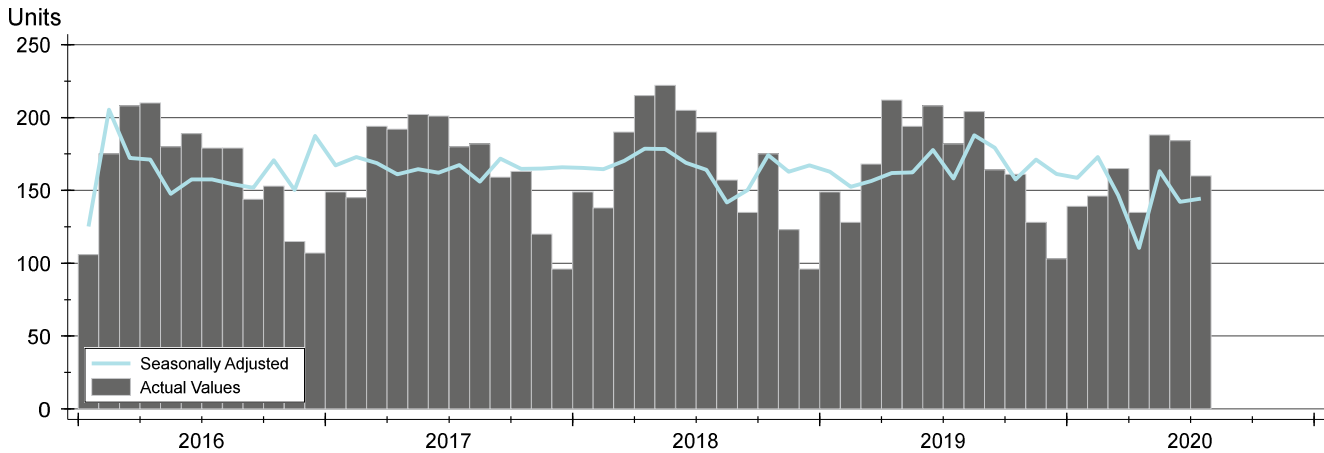


Month	2018	2019	2020
January	4.5	4.2	4.0
February	4.4	4.2	3.8
March	4.3	4.2	3.6
April	4.5	4.5	3.5
May	4.6	4.4	3.4
June	4.9	4.7	2.9
July	4.9	4.7	2.7
August	4.7	4.6	
September	4.8	4.4	
October	4.9	4.4	
November	4.7	4.4	
December	4.5	3.9	

# NEW LISTINGS ANALYSIS

**HISTORY** >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 8/8/2020**



**SUMMARY** >>

Summary Statistics for New Listings		July		
		2020	2019	Change
Current Month	New Listings	<b>160</b>	182	-12.1%
	Volume (1,000s)	<b>23,705</b>	27,164	-12.7%
	Average List Price	<b>148,157</b>	149,253	-0.7%
	Median List Price	<b>124,950</b>	119,950	4.2%
YTD	New Listings	<b>1,117</b>	1,241	-10.0%
	Volume (1,000s)	<b>161,939</b>	174,811	-7.4%
	Average List Price	<b>144,976</b>	140,863	2.9%
	Median List Price	<b>120,000</b>	119,900	0.1%

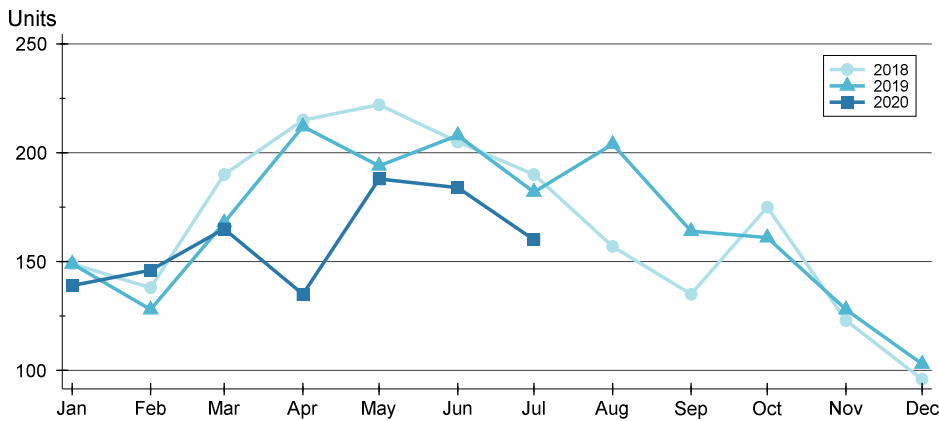
A total of 160 new listings were added in the Mid-Kansas region during July, down 12.1% from the same month in 2019. Year-to-date the Mid-Kansas region has seen 1,117 new listings.

The median list price of these homes was \$124,950 up from \$119,950 in 2019.

# NEW LISTINGS ANALYSIS

**BY MONTH** >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 8/8/2020**



Month	2018	2019	2020
January	149	149	139
February	138	128	146
March	190	168	165
April	215	212	135
May	222	194	188
June	205	208	184
July	190	182	160
August	157	204	160
September	135	164	165
October	175	161	160
November	123	128	125
December	96	103	100

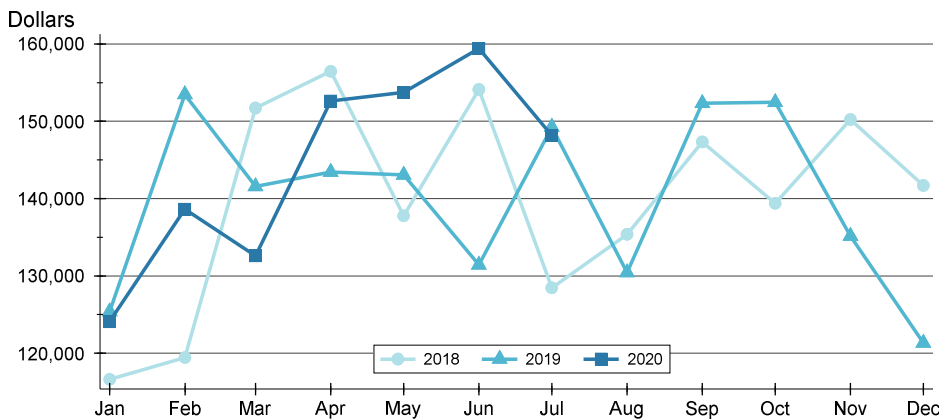
**BY PRICE RANGE** >>

Price Range	New Listings			List Price	
	Number	Percent	Volume	Average	Median
Below \$25,000	3	1.9%	40	13,283	15,000
\$25,000-\$49,999	16	10.0%	647	40,463	40,900
\$50,000-\$99,999	45	28.1%	3,420	76,002	79,000
\$100,000-\$124,999	16	10.0%	1,848	115,469	117,450
\$125,000-\$149,999	21	13.1%	2,817	134,143	130,000
\$150,000-\$174,999	15	9.4%	2,466	164,413	162,500
\$175,000-\$199,999	10	6.3%	1,863	186,320	186,500
\$200,000-\$249,999	15	9.4%	3,370	224,667	229,000
\$250,000-\$299,999	10	6.3%	2,747	274,660	269,900
\$300,000-\$399,999	6	3.8%	2,199	366,550	369,950
\$400,000-\$499,999	1	0.6%	438	438,000	438,000
\$500,000-\$749,999	1	0.6%	650	649,900	649,900
\$750,000-\$999,999	0	0.0%	0	N/A	N/A
\$1,000,000 and up	1	0.6%	1,200	1,200,000	1,200,000
All price ranges	160	100.0%	23,705	148,157	124,950

# NEW LISTINGS ANALYSIS

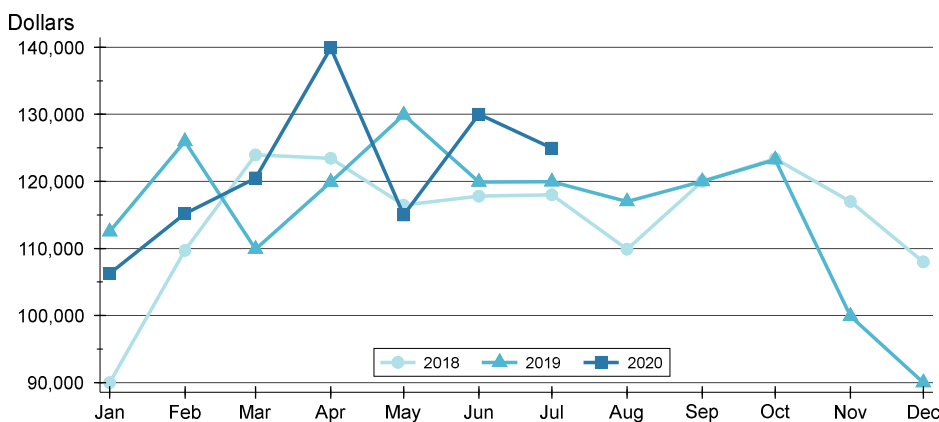
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 8/8/2020**

## AVERAGE PRICE >>



Month	2018	2019	2020
January	116,631	125,382	124,092
February	119,451	153,468	138,631
March	151,717	141,573	132,589
April	156,460	143,424	152,608
May	137,787	143,049	153,759
June	154,113	131,426	159,402
July	128,465	149,253	148,157
August	135,387	130,440	
September	147,339	152,315	
October	139,398	152,445	
November	150,231	135,155	
December	141,699	121,339	

## MEDIAN PRICE >>

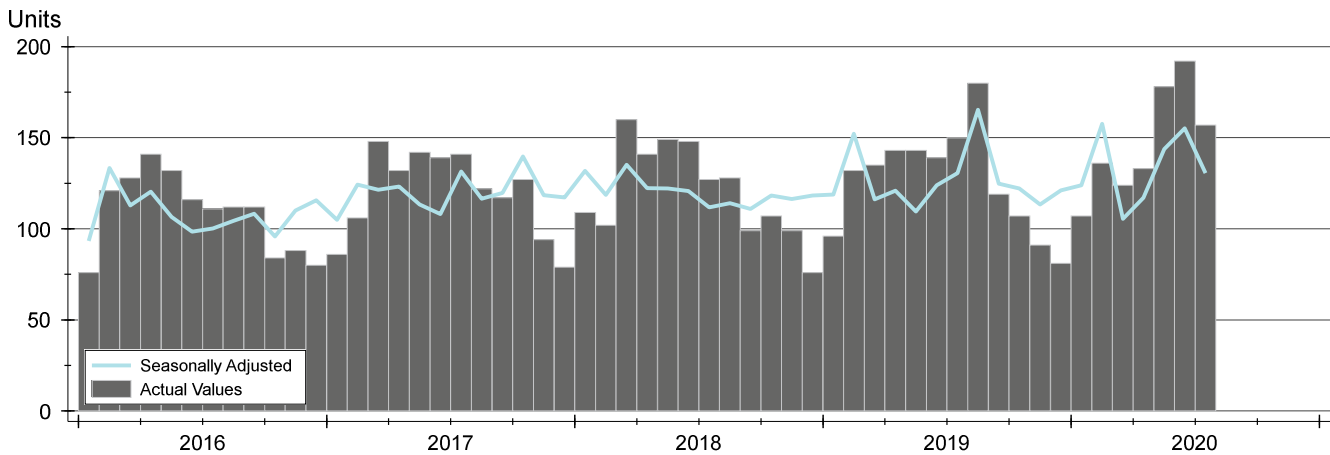


Month	2018	2019	2020
January	90,000	112,500	106,250
February	109,700	125,950	115,200
March	123,950	109,900	120,500
April	123,450	119,900	139,900
May	116,450	129,900	115,000
June	117,800	119,900	130,000
July	118,000	119,950	124,950
August	109,900	117,000	
September	120,000	120,000	
October	123,375	123,250	
November	117,000	99,900	
December	108,000	90,000	

# CONTRACTS WRITTEN ANALYSIS

**HISTORY** >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 8/8/2020**



**SUMMARY** >>

Summary Statistics for Contracts Written		July			Year-to-Date		
		2020	2019	Change	2020	2019	Change
Closed Listings		<b>157</b>	150	4.7%	<b>1,027</b>	938	9.5%
Volume (1,000s)		<b>21,007</b>	21,298	-1.4%	<b>142,646</b>	128,683	10.9%
Average	Sale Price	<b>133,803</b>	141,990	-5.8%	<b>138,895</b>	137,189	1.2%
	Days on Market	<b>64</b>	100	-36.3%	<b>101</b>	112	-9.9%
	Percent of Original	<b>95.7%</b>	94.3%	1.4%	<b>93.7%</b>	92.9%	0.9%
Median	Sale Price	<b>116,250</b>	129,900	-10.5%	<b>120,000</b>	119,900	0.1%
	Days on Market	<b>21</b>	66	-68.2%	<b>64</b>	75	-14.7%
	Percent of Original	<b>100.0%</b>	96.9%	3.2%	<b>96.9%</b>	96.0%	0.9%

A total of 157 contracts for sale were written in the Mid-Kansas region during the month of July, up from 150 in 2019. The median list price of these homes was \$116,250, down from \$129,900 the prior year.

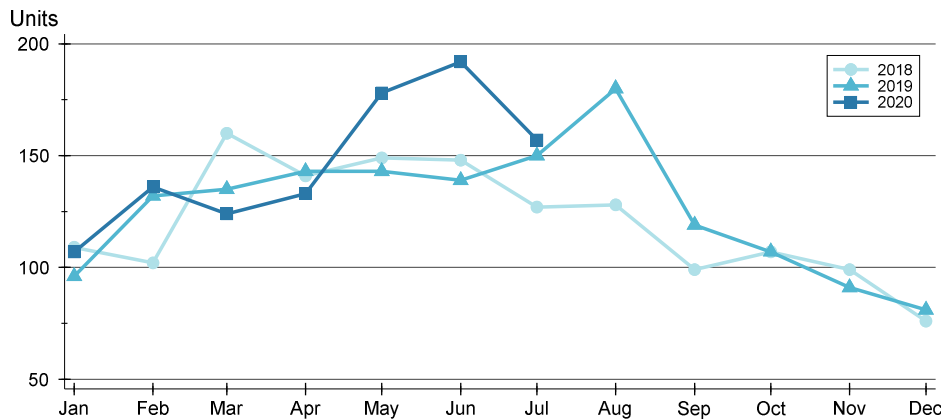
Half of the homes that went under contract in July were on the market less than 21 days, compared to 66 days in July 2019.



# CONTRACTS WRITTEN ANALYSIS

## BY MONTH >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 8/8/2020**



Month	2018	2019	2020
January	109	96	107
February	102	132	136
March	160	135	124
April	141	143	133
May	149	143	178
June	148	139	192
July	127	150	157
August	128	180	
September	99	119	
October	107	107	
November	99	91	
December	76	81	

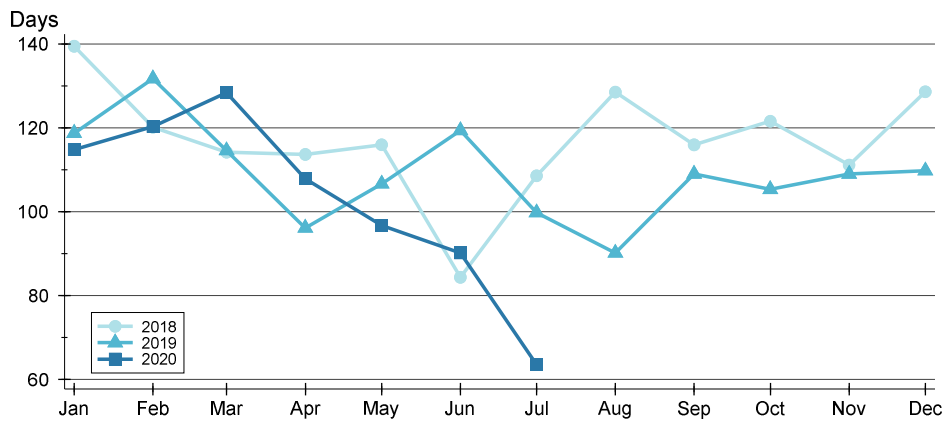
## BY PRICE RANGE >>

Price Range	Contracts Written			List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median
Below \$25,000	5	3.2%	102	20,430	20,350	44	17	85.8%	100.0%
\$25,000-\$49,999	20	12.7%	794	39,720	40,850	97	39	91.2%	97.7%
\$50,000-\$99,999	48	30.6%	3,702	77,133	79,900	59	27	95.1%	97.4%
\$100,000-\$124,999	15	9.6%	1,757	117,133	120,000	59	15	96.4%	100.0%
\$125,000-\$149,999	24	15.3%	3,199	133,279	130,000	51	18	97.8%	100.0%
\$150,000-\$174,999	12	7.6%	1,974	164,475	164,200	66	41	97.6%	100.0%
\$175,000-\$199,999	7	4.5%	1,297	185,243	185,000	52	18	98.9%	100.0%
\$200,000-\$249,999	10	6.4%	2,261	226,050	226,950	24	17	97.8%	100.0%
\$250,000-\$299,999	5	3.2%	1,389	277,720	269,900	89	8	95.0%	100.0%
\$300,000-\$399,999	6	3.8%	2,150	358,367	366,400	92	65	100.2%	100.0%
\$400,000-\$499,999	3	1.9%	1,399	466,333	470,000	104	141	98.5%	100.0%
\$500,000-\$749,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
\$750,000-\$999,999	1	0.6%	850	849,900	849,900	70	70	100.0%	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	157	100.0%	21,007	133,803	116,250	64	21	95.7%	100.0%

# CONTRACTS WRITTEN ANALYSIS

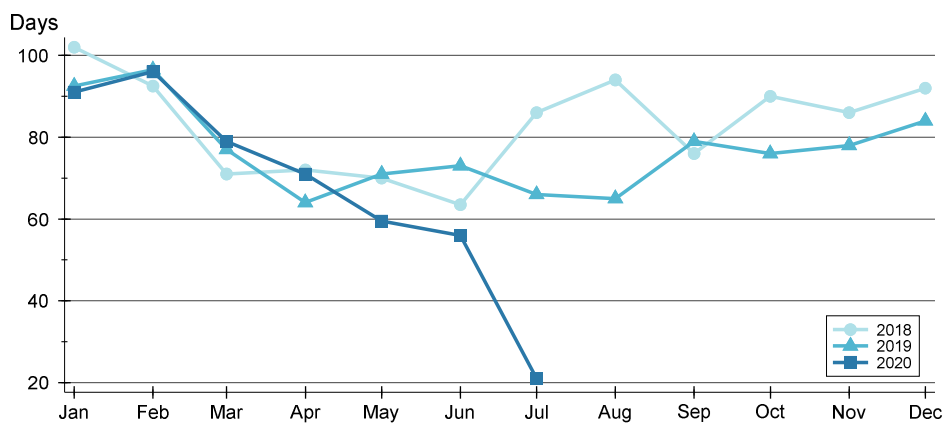
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 8/8/2020**

## AVERAGE DOM >>



Month	2018	2019	2020
January	139	119	115
February	120	132	120
March	114	115	128
April	114	96	108
May	116	107	97
June	84	119	90
July	109	100	64
August	129	90	
September	116	109	
October	122	105	
November	111	109	
December	129	110	

## MEDIAN DOM >>

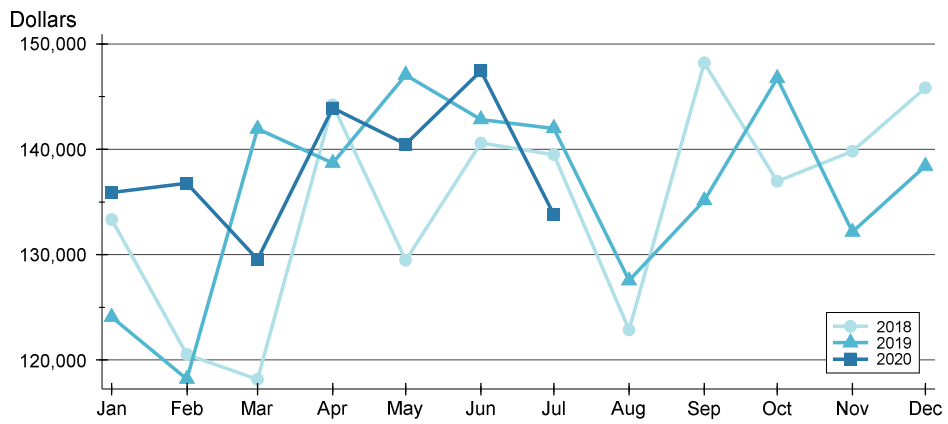


Month	2018	2019	2020
January	102	93	91
February	93	97	96
March	71	77	79
April	72	64	71
May	70	71	60
June	64	73	56
July	86	66	21
August	94	65	
September	76	79	
October	90	76	
November	86	78	
December	92	84	

# CONTRACTS WRITTEN ANALYSIS

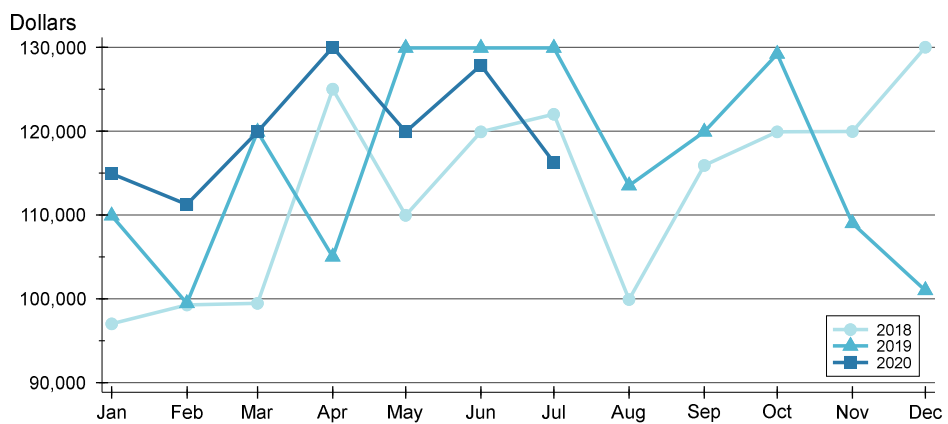
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 8/8/2020**

## AVERAGE PRICE >>



Month	2018	2019	2020
January	133,334	124,079	135,899
February	120,531	118,194	136,778
March	118,168	141,944	129,562
April	144,207	138,699	143,911
May	129,476	147,063	140,472
June	140,597	142,837	147,445
July	139,499	141,990	133,803
August	122,855	127,533	
September	148,203	135,144	
October	136,977	146,750	
November	139,824	132,164	
December	145,844	138,415	

## MEDIAN PRICE >>

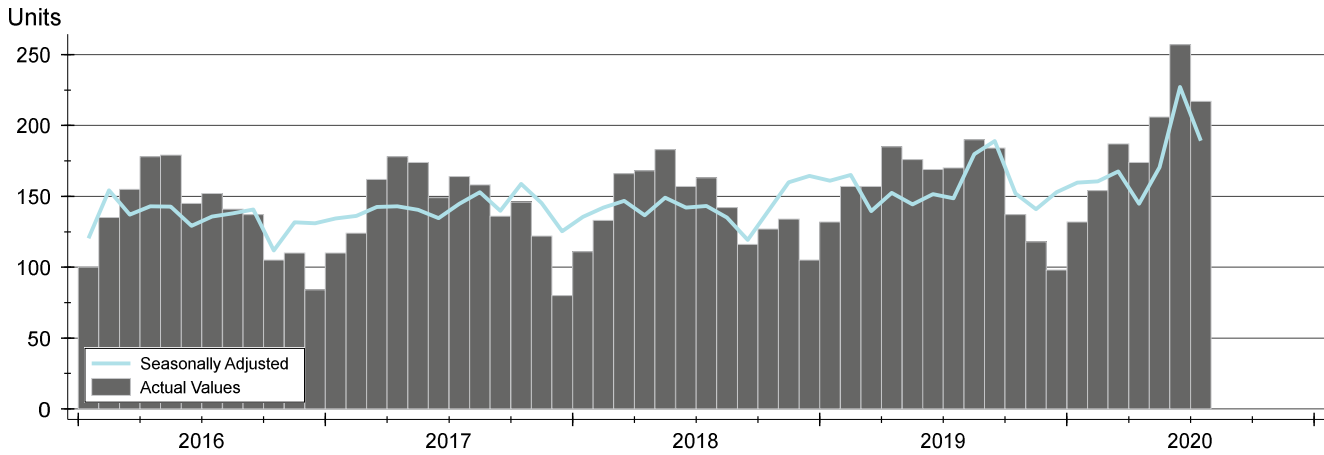


Month	2018	2019	2020
January	97,000	109,900	114,900
February	99,250	99,450	111,250
March	99,450	119,900	119,900
April	125,000	105,000	130,000
May	109,950	129,900	119,900
June	119,900	129,900	127,850
July	122,000	129,900	116,250
August	99,900	113,500	
September	115,900	119,900	
October	119,900	129,200	
November	119,950	109,000	
December	130,000	101,000	

# PENDING CONTRACTS ANALYSIS

**HISTORY** >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 8/8/2020**



**SUMMARY** >>

Summary Statistics for Active Listings		End of July		
		2020	2019	Change
Active Listings		<b>217</b>	170	27.6%
Volume (1,000s)		<b>29,678</b>	25,251	17.5%
Average	List Price	<b>136,765</b>	148,537	-7.9%
	Days on Market	<b>63</b>	78	-19.2%
	Percent of Original	<b>97.5%</b>	96.8%	0.7%
Median	List Price	<b>120,000</b>	129,950	-7.7%
	Days on Market	<b>22</b>	36	-38.9%
	Percent of Original	<b>100.0%</b>	100.0%	0.0%

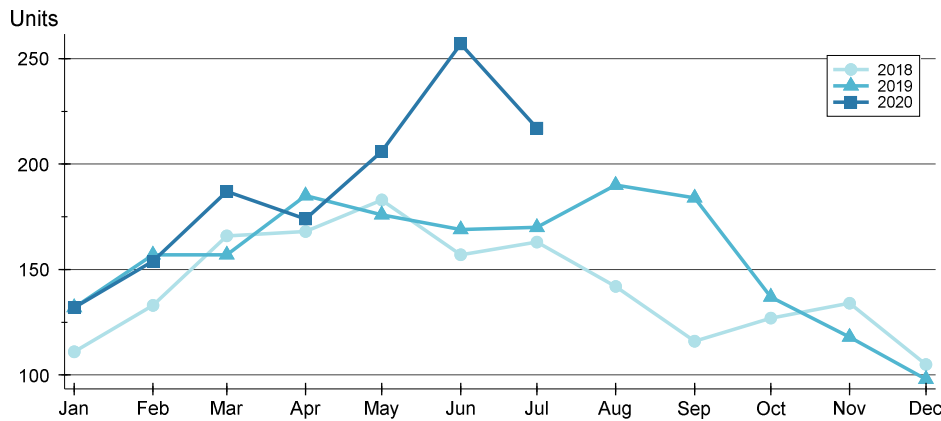
A total of 217 listings in the Mid-Kansas region had contracts pending at the end of July, up from 170 contracts pending at the end of July 2019.

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 8/8/2020**



Month	2018	2019	2020
January	111	132	132
February	133	157	154
March	166	157	187
April	168	185	174
May	183	176	206
June	157	169	257
July	163	170	217
August	142	190	190
September	116	184	184
October	127	137	137
November	134	118	118
December	105	98	98

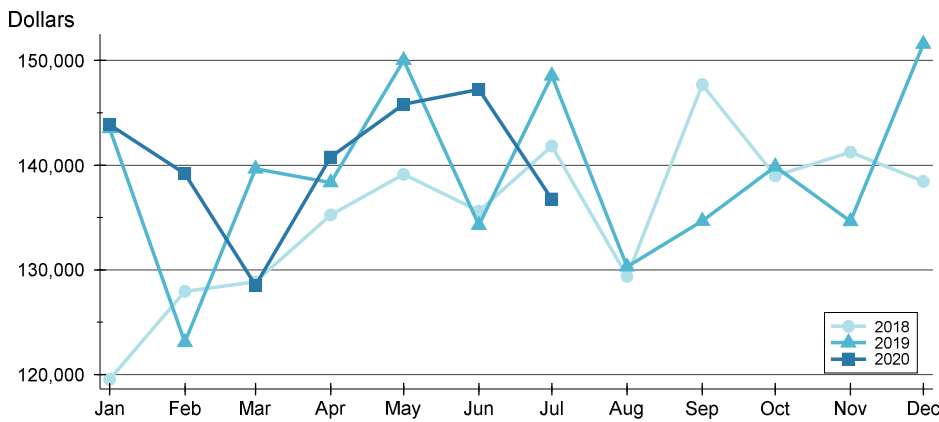
## BY PRICE RANGE >>

Price Range	Contracts Written			List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median
Below \$25,000	5	2.3%	102	20,430	20,350	41	17	93.8%	100.0%
\$25,000-\$49,999	19	8.8%	796	41,868	44,900	114	49	93.2%	100.0%
\$50,000-\$99,999	67	30.9%	5,367	80,103	83,800	58	30	97.0%	100.0%
\$100,000-\$124,999	27	12.4%	3,105	114,985	115,000	67	22	97.6%	100.0%
\$125,000-\$149,999	33	15.2%	4,455	135,009	134,900	64	18	98.1%	100.0%
\$150,000-\$174,999	15	6.9%	2,469	164,600	162,500	54	28	98.9%	100.0%
\$175,000-\$199,999	10	4.6%	1,866	186,620	185,000	61	20	98.7%	100.0%
\$200,000-\$249,999	16	7.4%	3,666	229,138	229,450	23	10	98.8%	100.0%
\$250,000-\$299,999	12	5.5%	3,278	273,192	269,900	26	9	99.6%	100.0%
\$300,000-\$399,999	10	4.6%	3,537	353,700	349,950	122	44	98.3%	100.0%
\$400,000-\$499,999	2	0.9%	900	450,000	450,000	84	84	102.2%	102.2%
\$500,000-\$749,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
\$750,000-\$999,999	0	0.0%	0	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
All price ranges	217	100.0%	29,678	136,765	120,000	63	22	97.5%	100.0%

# PENDING CONTRACTS ANALYSIS

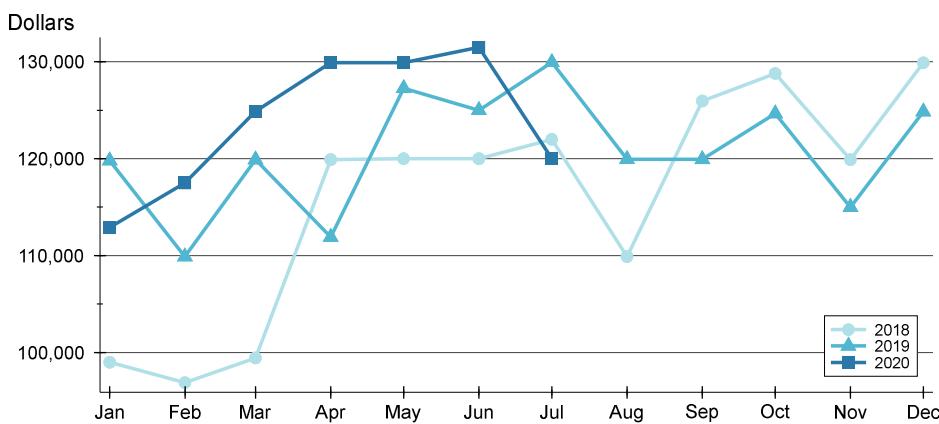
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 8/8/2020**

## AVERAGE PRICE >>



Month	2018	2019	2020
January	119,556	143,507	143,882
February	127,950	123,078	139,194
March	128,857	139,655	128,528
April	135,252	138,346	140,775
May	139,127	150,019	145,813
June	135,606	134,274	147,237
July	141,833	148,537	136,765
August	129,393	130,310	
September	147,704	134,668	
October	138,985	139,858	
November	141,256	134,630	
December	138,447	151,576	

## MEDIAN PRICE >>

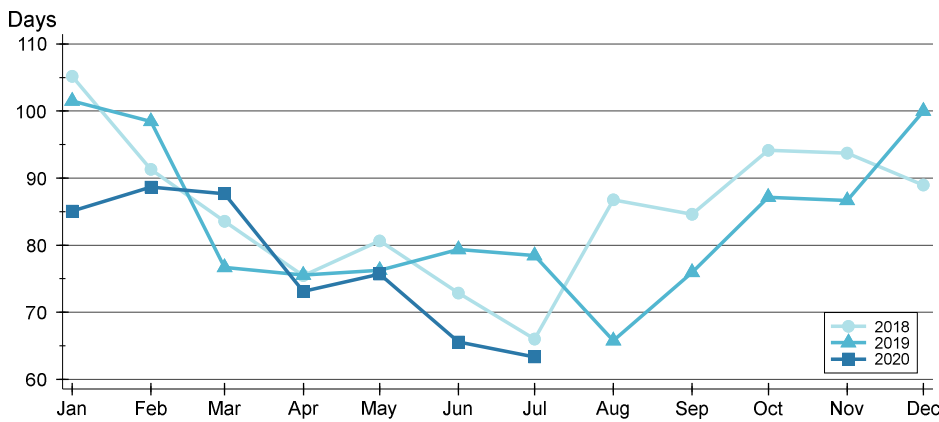


Month	2018	2019	2020
January	99,000	119,800	112,900
February	96,900	109,900	117,500
March	99,450	119,900	124,900
April	119,900	111,900	129,900
May	120,000	127,250	129,900
June	120,000	125,000	131,500
July	122,000	129,950	120,000
August	109,900	119,950	
September	125,950	119,925	
October	128,800	124,650	
November	119,900	115,000	
December	129,900	124,850	

# PENDING CONTRACTS ANALYSIS

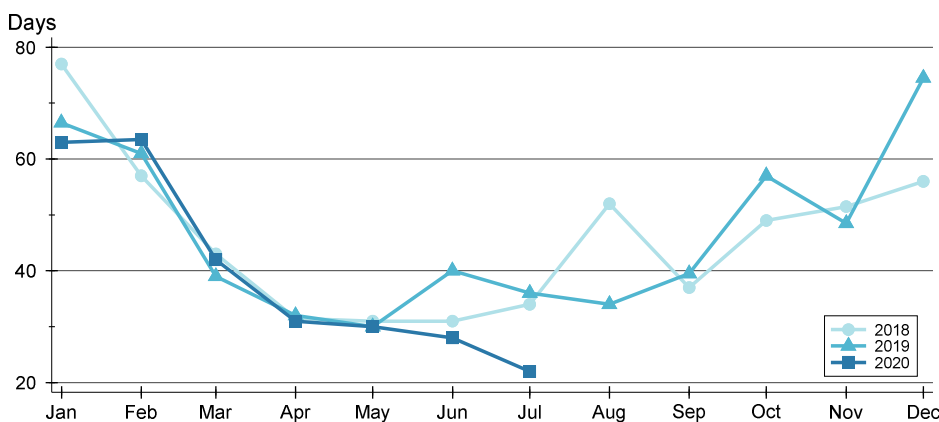
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 8/8/2020**

## AVERAGE DOM >>



Month	2018	2019	2020
January	105	101	85
February	91	98	89
March	84	77	88
April	75	76	73
May	81	76	76
June	73	79	66
July	66	78	63
August	87	66	
September	85	76	
October	94	87	
November	94	87	
December	89	100	

## MEDIAN DOM >>



Month	2018	2019	2020
January	77	67	63
February	57	61	64
March	43	39	42
April	32	32	31
May	31	30	30
June	31	40	28
July	34	36	22
August	52	34	
September	37	40	
October	49	57	
November	52	49	
December	56	75	