

**WICHITA**  
**MARKET TRENDS**  
**SEPTEMBER**  
**2 0 1 5**



*The Standard for Excellence.™*

## MARKET OVERVIEW >>

### South Central Kansas Home Sales Rose in September

Total home sales in South Central Kansas rose by 21.7% last month to 919 units, compared to 755 units in September 2014. Total sales volume was \$133.9 million, up 20.9% from a year earlier.

The median sale price in September was \$127,000, up from \$123,000 a year earlier. Homes that sold in September were typically on the market for 28 days and sold for 98.3% of their list prices.

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

The total number of active listings in South Central Kansas at the end of September was 2,991 units, down from 3,196 at the same point in 2014. This represents a 3.3 months' supply of homes available for sale. The median list price of homes on the market at the end of September was \$141,500.

During September, a total of 766 contracts were written up from 720 in September 2014. At the end of the month, there were 1,217 contracts pending, compared to 1,233 at the end of September 2014.

### 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.

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Entire MLS System		September		
Summary Statistics		2015	2014	Change
Home Sales		919	755	21.7%
Active Listings		2,991	3,196	-6.4%
Months' Supply		3.3	4.2	-23.1%
New Listings		1,107	1,198	-7.6%
Contracts Written		766	720	6.4%
Pending Contracts		1,217	1,233	-1.3%
Sales Volume (1,000s)		133,940	110,785	20.9%
Average	Sale Price	145,745	146,735	-0.7%
	List Price of Actives	200,121	193,291	3.5%
	Days on Market	53	67	-20.6%
	Percent of List	97.0%	96.3%	0.8%
	Percent of Original	94.3%	93.8%	0.5%
Median	Sale Price	127,000	123,000	3.3%
	List Price of Actives	141,500	140,000	1.1%
	Days on Market	28	35	-20.0%
	Percent of List	98.3%	97.8%	0.5%
	Percent of Original	96.7%	96.0%	0.7%

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# MARKET OVERVIEW STATISTICS

ENTIRE MLS SYSTEM  
BREAKDOWNS BY HOME TYPE  
AS OF 10/15/2015

## SUMMARY

September MLS Statistics By Property Type		2015			2014			2013		
		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		<b>919</b>	<b>867</b>	<b>52</b>	755	718	37	847	794	53
Change from prior year		21.7%	20.8%	40.5%	-10.9%	-9.6%	-30.2%	24.0%	25.2%	8.2%
Active Listings		<b>2,991</b>	<b>2,698</b>	<b>293</b>	3,196	2,934	262	3,519	3,280	239
Change from prior year		-6.4%	-8.0%	11.8%	-9.2%	-10.5%	9.6%	-11.4%	-12.1%	0.0%
Months' Supply		<b>3.3</b>	<b>3.1</b>	<b>5.6</b>	4.2	4.1	7.1	4.2	4.1	4.5
Change from prior year		-23.1%	-23.8%	-20.4%	1.9%	-1.1%	57.0%	-28.5%	-29.8%	-7.5%
New Listings		<b>1,107</b>	<b>1,066</b>	<b>41</b>	1,198	1,120	78	1,095	1,048	47
Change from prior year		-7.6%	-4.8%	-47.4%	9.4%	6.9%	66.0%	-0.5%	-1.7%	38.2%
Contracts Written		<b>766</b>	<b>745</b>	<b>21</b>	720	676	44	678	640	38
Change from prior year		6.4%	10.2%	-52.3%	6.2%	5.6%	15.8%	8.3%	6.3%	58.3%
Pending Contracts		<b>1,217</b>	<b>1,109</b>	<b>108</b>	1,233	1,100	133	1,195	1,082	113
Change from prior year		-1.3%	0.8%	-18.8%	3.2%	1.7%	17.7%	N/A	N/A	N/A
Sales Volume (1,000s)		<b>133,940</b>	<b>117,288</b>	<b>16,652</b>	110,785	99,166	11,618	120,103	105,795	14,309
Change from prior year		20.9%	18.3%	43.3%	-7.8%	-6.3%	-18.8%	25.8%	27.7%	13.1%
Average	Sale Price	<b>145,745</b>	<b>135,280</b>	<b>320,230</b>	146,735	138,115	314,007	141,798	133,243	269,972
	Change from prior year	-0.7%	-2.1%	2.0%	3.5%	3.7%	16.3%	1.4%	2.0%	4.6%
	List Price of Actives	<b>200,121</b>	<b>185,775</b>	<b>329,521</b>	193,291	183,038	304,707	182,882	176,393	269,984
	Change from prior year	3.5%	1.5%	8.1%	5.7%	3.8%	12.9%	N/A	N/A	N/A
	Days on Market	<b>53</b>	<b>51</b>	<b>78</b>	67	66	72	68	69	51
	Change from prior year	-20.5%	-22.5%	8.7%	-2.3%	-4.3%	40.7%	-4.9%	-2.3%	-37.6%
Median	Percent of List	<b>97.0%</b>	<b>96.7%</b>	<b>102.1%</b>	96.3%	96.0%	100.5%	96.4%	95.9%	102.7%
	Change from prior year	0.8%	0.7%	1.6%	-0.1%	0.1%	-2.1%	0.0%	0.0%	0.5%
	Percent of Original	<b>94.3%</b>	<b>93.8%</b>	<b>102.0%</b>	93.8%	93.4%	102.2%	93.9%	93.3%	103.1%
	Change from prior year	0.5%	0.5%	-0.1%	-0.1%	0.1%	-0.9%	1.0%	1.2%	0.5%
	Sale Price	<b>127,000</b>	<b>123,000</b>	<b>257,335</b>	123,000	119,020	267,446	119,900	114,063	222,500
	Change from prior year	3.3%	3.3%	-3.8%	2.6%	4.3%	20.2%	-0.1%	1.5%	-9.9%
Median	List Price of Actives	<b>141,500</b>	<b>129,500</b>	<b>276,692</b>	140,000	130,000	254,696	129,900	122,500	215,505
	Change from prior year	1.1%	-0.4%	8.6%	7.8%	6.1%	18.2%	N/A	N/A	N/A
	Days on Market	<b>28</b>	<b>29</b>	<b>13</b>	35	36	16	38	40	1
	Change from prior year	-20.0%	-19.4%	-21.9%	-7.9%	-10.0%	1500.0%	-13.6%	-11.1%	-95.5%
	Percent of List	<b>98.3%</b>	<b>98.0%</b>	<b>100.0%</b>	97.8%	97.6%	100.0%	97.7%	97.4%	100.0%
	Change from prior year	0.5%	0.4%	0.0%	0.1%	0.2%	0.0%	0.4%	0.4%	0.0%
Median	Percent of Original	<b>96.7%</b>	<b>96.3%</b>	<b>100.4%</b>	96.0%	95.7%	100.0%	96.0%	95.6%	100.5%
	Change from prior year	0.7%	0.6%	0.4%	0.0%	0.2%	-0.5%	0.7%	0.9%	0.3%

# YEAR-TO-DATE STATISTICS

**SUMMARY** >>

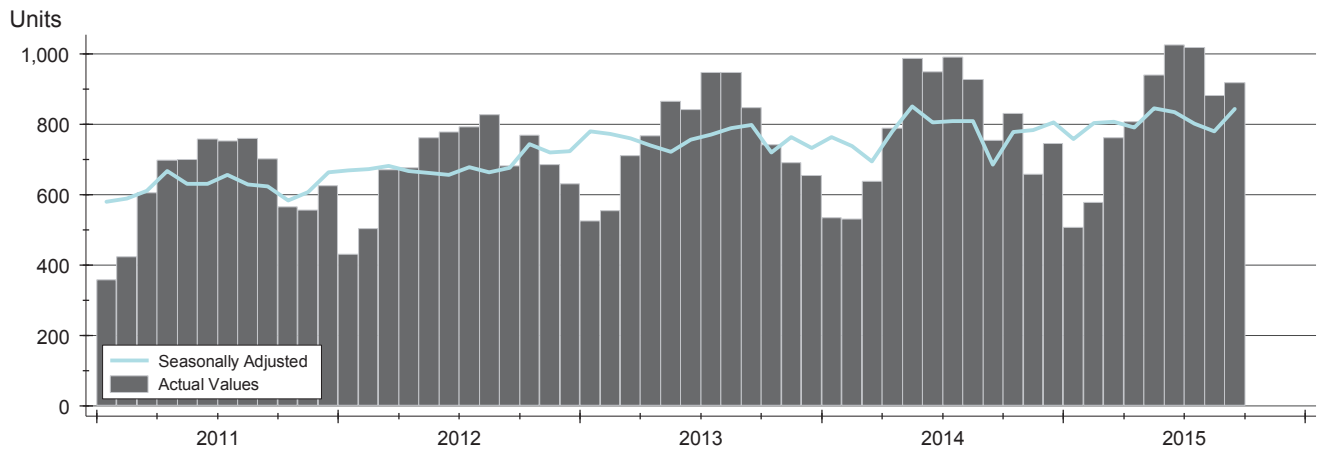
**ENTIRE MLS SYSTEM  
YTD BREAKDOWNS BY HOME TYPE  
AS OF 10/15/2015**

Year-to-Date Activity		2015			2014			2013		
By Property Type		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		<b>7,441</b>	<b>7,024</b>	<b>417</b>	7,105	6,677	428	7,009	6,646	363
Change from prior year		4.7%	5.2%	-2.6%	1.4%	0.5%	17.9%	14.4%	13.9%	23.9%
New Listings		<b>10,812</b>	<b>10,256</b>	<b>556</b>	10,945	10,383	562	10,833	10,378	455
Change from prior year		-1.2%	-1.2%	-1.1%	1.0%	0.0%	23.5%	0.0%	-1.1%	35.0%
Contracts Written		<b>7,820</b>	<b>7,417</b>	<b>403</b>	7,445	7,007	438	7,271	6,822	449
Change from prior year		5.0%	5.9%	-8.0%	2.4%	2.7%	-2.4%	12.0%	10.7%	35.6%
Sales Volume (1,000s)		<b>1,119,576</b>	<b>999,822</b>	<b>119,754</b>	1,030,755	907,135	123,620	981,603	883,228	98,376
Change from prior year		8.6%	10.2%	-3.1%	5.0%	2.7%	25.7%	21.5%	20.7%	29.7%
Average	Sale Price	<b>150,460</b>	<b>142,344</b>	<b>287,180</b>	145,075	135,860	288,833	140,049	132,896	271,007
	Change from prior year	3.7%	4.8%	-0.6%	3.6%	2.2%	6.6%	6.2%	5.9%	4.7%
	Days on Market	<b>61</b>	<b>59</b>	<b>94</b>	70	68	99	78	77	92
	Change from prior year	-13.4%	-13.9%	-5.3%	-10.1%	-11.7%	7.9%	-5.0%	-5.2%	-2.6%
Percent of List		<b>97.2%</b>	<b>96.8%</b>	<b>102.3%</b>	96.8%	96.5%	102.1%	96.5%	96.2%	101.9%
	Change from prior year	0.4%	0.4%	0.2%	0.3%	0.2%	0.2%	0.4%	0.4%	0.2%
Percent of Original		<b>94.7%</b>	<b>94.2%</b>	<b>102.8%</b>	94.3%	93.7%	102.7%	93.6%	93.1%	102.5%
	Change from prior year	0.4%	0.5%	0.0%	0.8%	0.7%	0.2%	1.0%	1.0%	0.4%
Median	Sale Price	<b>130,000</b>	<b>126,500</b>	<b>244,500</b>	123,000	117,900	249,406	120,000	116,000	236,430
	Change from prior year	5.7%	7.3%	-2.0%	2.5%	1.6%	5.5%	3.9%	4.5%	5.7%
	Days on Market	<b>31</b>	<b>31</b>	<b>42</b>	37	36	43	44	44	40
	Change from prior year	-16.2%	-13.9%	-1.2%	-15.9%	-18.2%	6.3%	-6.4%	-6.4%	-14.9%
Percent of List		<b>98.4%</b>	<b>98.1%</b>	<b>100.0%</b>	98.0%	97.7%	100.0%	97.8%	97.6%	100.0%
	Change from prior year	0.4%	0.4%	0.0%	0.1%	0.1%	0.0%	0.5%	0.5%	0.0%
Percent of Original		<b>96.9%</b>	<b>96.6%</b>	<b>100.8%</b>	96.5%	96.0%	100.7%	96.0%	95.6%	100.7%
	Change from prior year	0.5%	0.6%	0.0%	0.5%	0.4%	0.0%	1.0%	1.0%	0.7%

# SOLD LISTINGS ANALYSIS

HISTORY >>

ENTIRE MLS SYSTEM  
ALL HOMES  
AS OF 10/15/2015



SUMMARY >>

Summary Statistics for Sold Listings		September			Year-to-Date		
		2015	2014	Change	2015	2014	Change
Sold Listings		919	755	21.7%	7,441	7,105	4.7%
Volume (1,000s)		133,940	110,785	20.9%	1,119,576	1,030,755	8.6%
Average	Sale Price	145,745	146,735	-0.7%	150,460	145,075	3.7%
	Days on Market	53	67	-20.5%	61	70	-13.4%
	Percent of List	97.0%	96.3%	0.8%	97.2%	96.8%	0.4%
	Percent of Original	94.3%	93.8%	0.5%	94.7%	94.3%	0.4%
Median	Sale Price	127,000	123,000	3.3%	130,000	123,000	5.7%
	Days on Market	28	35	-20.0%	31	37	-16.2%
	Percent of List	98.3%	97.8%	0.5%	98.4%	98.0%	0.4%
	Percent of Original	96.7%	96.0%	0.7%	96.9%	96.5%	0.5%

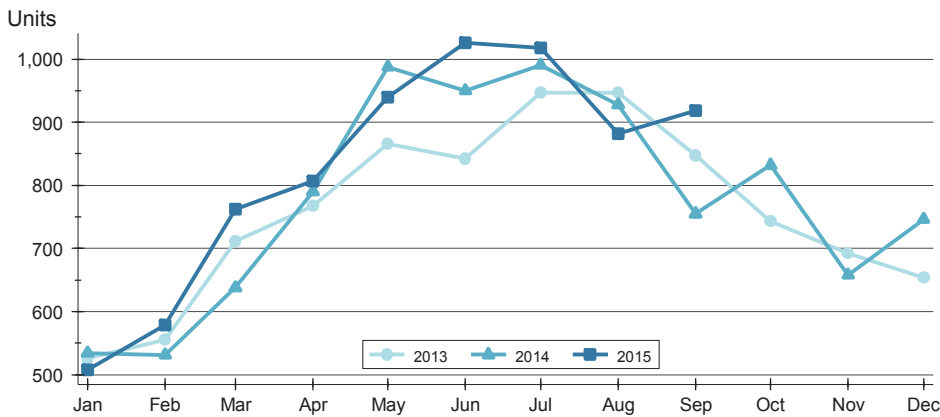
A total of 919 homes sold in South Central Kansas in September, up from 755 units in September 2014. Total sales volume rose to \$133.9 million compared to \$110.8 million in the previous year.

The median sales price in September was \$127,000, up 3.3% compared to the prior year. Median days on market was 28 days, up from 27 days in August, but down from 35 in September 2014.

**SOLD LISTINGS ANALYSIS**

**ENTIRE MLS SYSTEM  
ALL HOMES  
AS OF 10/15/2015**

**BY MONTH >>**



Month	2013	2014	2015
January	526	534	508
February	555	531	579
March	712	638	762
April	767	790	807
May	866	988	940
June	842	950	1,026
July	947	991	1,018
August	947	928	882
September	847	755	919
October	743	832	
November	692	658	
December	654	746	

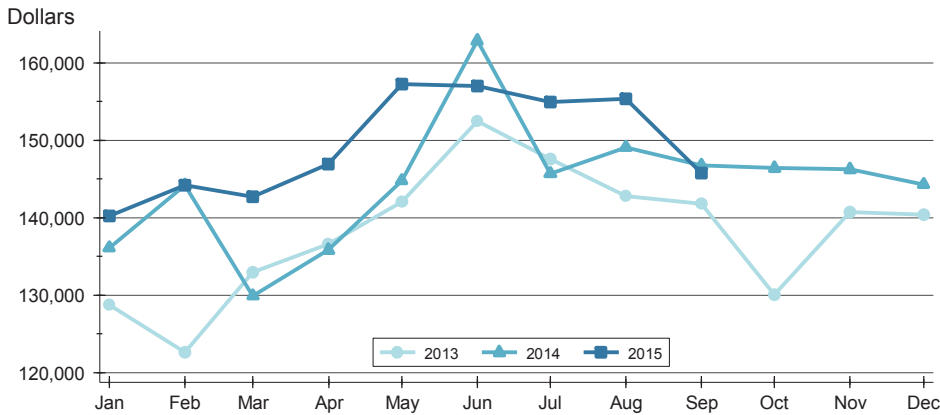
**BY PRICE RANGE >>**

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	37	4.0%	632	17,079	18,000	93	37	83.8%	85.4%	71.7%	76.3%
\$25,000-\$49,999	115	12.5%	4,159	36,166	36,000	62	34	92.2%	92.8%	88.0%	90.0%
\$50,000-\$99,999	192	20.9%	14,563	75,847	77,000	58	31	96.7%	97.8%	93.6%	95.2%
\$100,000-\$124,999	102	11.1%	11,593	113,656	115,000	34	17	97.6%	97.8%	95.5%	96.9%
\$125,000-\$149,999	136	14.8%	18,486	135,925	135,000	36	16	98.5%	99.4%	96.8%	99.0%
\$150,000-\$174,999	86	9.4%	13,891	161,529	160,500	45	29	98.7%	100.0%	96.6%	97.7%
\$175,000-\$199,999	65	7.1%	12,108	186,275	187,500	46	18	98.6%	100.0%	95.9%	98.0%
\$200,000-\$249,999	67	7.3%	14,895	222,318	220,000	53	31	98.1%	98.7%	96.5%	97.4%
\$250,000-\$299,999	53	5.8%	14,601	275,486	275,000	49	32	99.2%	98.8%	98.0%	97.3%
\$300,000 and up	66	7.2%	29,012	439,579	385,000	82	54	98.3%	98.0%	95.8%	96.3%
All price ranges	919	100.0%	133,940	145,745	127,000	53	28	97.0%	98.3%	94.3%	96.7%

**SOLD LISTINGS ANALYSIS**

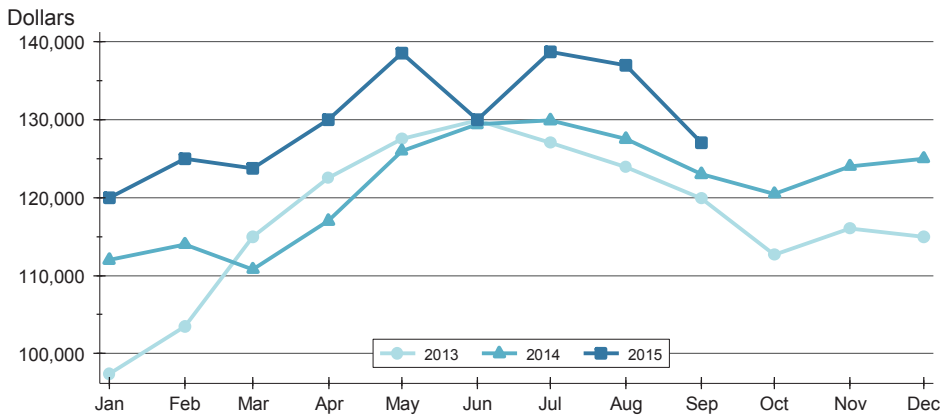
**ENTIRE MLS SYSTEM  
ALL HOMES  
AS OF 10/15/2015**

**AVERAGE PRICE >>**



Month	2013	2014	2015
January	128,709	136,123	140,223
February	122,628	144,192	144,173
March	132,978	129,893	142,679
April	136,555	135,809	146,921
May	142,010	144,809	157,252
June	152,441	162,882	157,024
July	147,613	145,715	154,931
August	142,764	149,074	155,325
September	141,798	146,735	145,745
October	130,076	146,408	145,745
November	140,713	146,228	145,745
December	140,403	144,300	145,745

**MEDIAN PRICE >>**

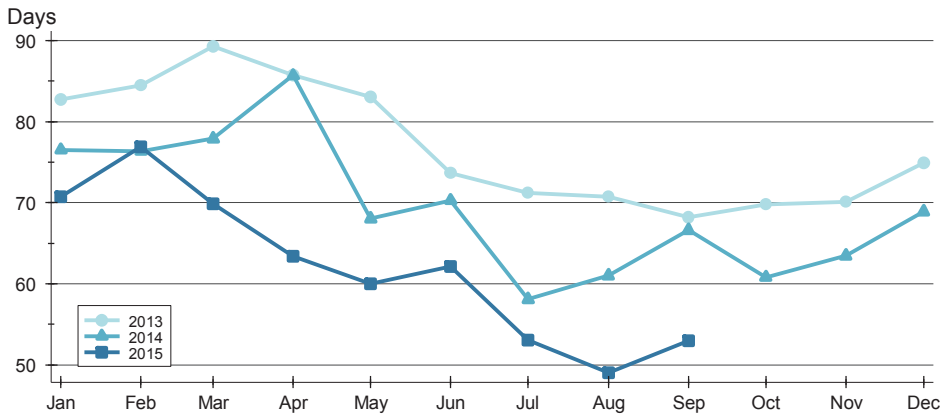


Month	2013	2014	2015
January	97,450	112,000	120,000
February	103,500	114,000	125,000
March	115,000	110,785	123,750
April	122,500	117,000	130,000
May	127,563	126,000	138,500
June	129,900	129,400	130,000
July	127,000	129,900	138,700
August	123,900	127,500	136,950
September	119,900	123,000	127,000
October	112,650	120,500	120,500
November	116,000	124,000	124,000
December	115,000	125,000	125,000

**SOLD LISTINGS ANALYSIS**

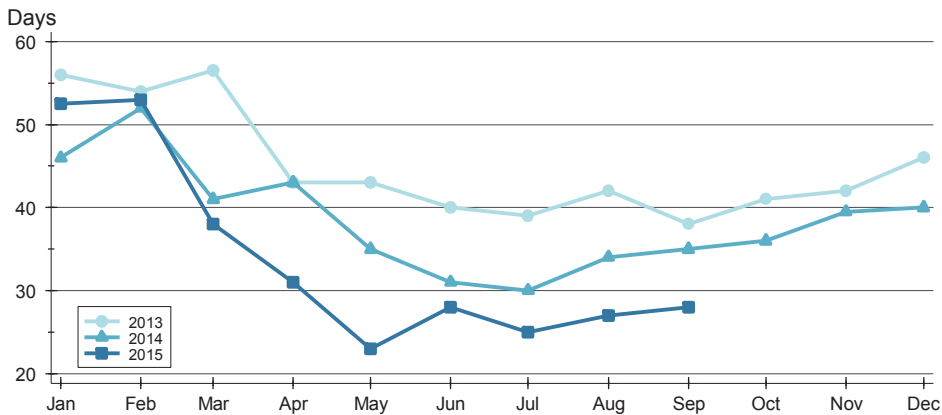
**ENTIRE MLS SYSTEM  
ALL HOMES  
AS OF 10/15/2015**

**AVERAGE DOM** >>



Month	2013	2014	2015
January	83	77	71
February	85	76	77
March	89	78	70
April	86	86	63
May	83	68	60
June	74	70	62
July	71	58	53
August	71	61	49
September	68	67	53
October	70	61	
November	70	63	
December	75	69	

**MEDIAN DOM** >>



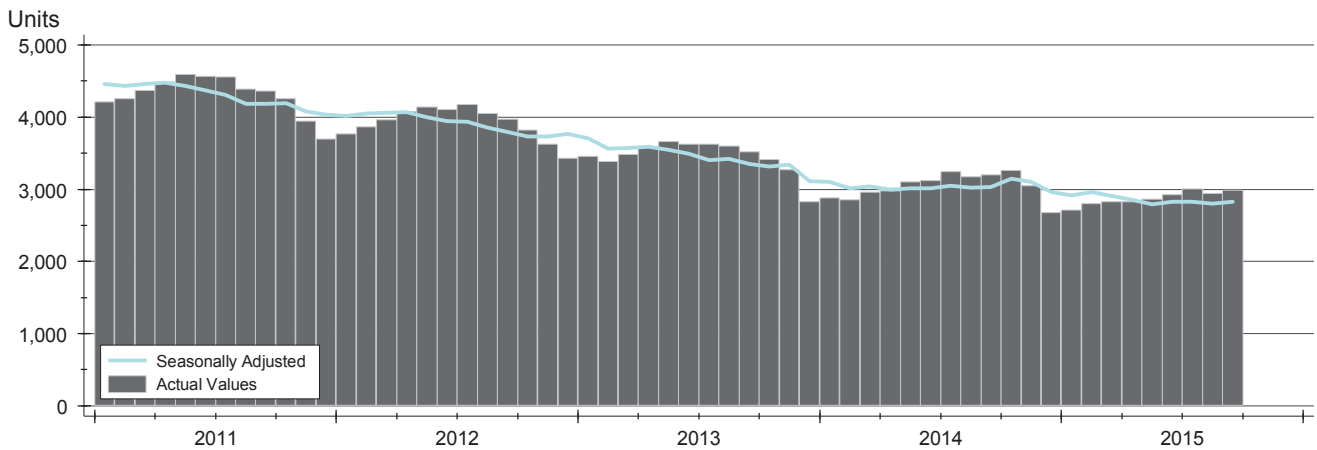
Month	2013	2014	2015
January	56	46	53
February	54	52	53
March	57	41	38
April	43	43	31
May	43	35	23
June	40	31	28
July	39	30	25
August	42	34	27
September	38	35	28
October	41	36	
November	42	40	
December	46	40	



# ACTIVE LISTINGS ANALYSIS

HISTORY >>

ENTIRE MLS SYSTEM  
ALL HOMES  
AS OF 10/15/2015



SUMMARY >>

Summary Statistics for Active Listings		End of September		
		2015	2014	Change
Active Listings		2,991	3,196	-6.4%
Months' Supply		3.3	4.2	-23.1%
Volume (1,000s)		598,561	617,758	-3.1%
Average	List Price	200,121	193,291	3.5%
	Days on Market	100	98	2.5%
	Percent of Original	97.0%	97.4%	-0.4%
Median	List Price	141,500	140,000	1.1%
	Days on Market	62	63	-1.6%
	Percent of Original	100.0%	100.0%	0.0%

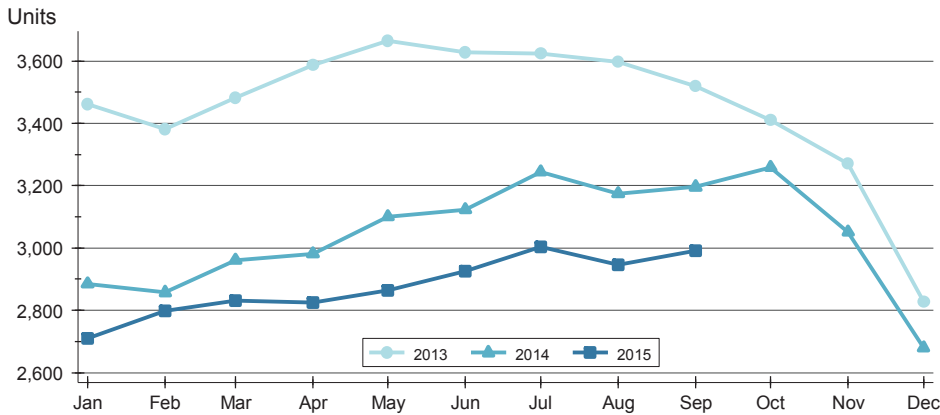
A total of 2,991 homes were available for sale in South Central Kansas at the end of September. This represents a 3.3 months' supply of active listings.

The median list price of homes on the market at the end of September was \$141,500, up 1.1% from 2014. The typical time on market for active listings was 62 days, down from 63 days a year earlier.

# ACTIVE LISTINGS ANALYSIS

## BY MONTH >>

ENTIRE MLS SYSTEM  
ALL HOMES  
AS OF 10/15/2015



Month	2013	2014	2015
January	3,461	2,885	2,710
February	3,382	2,857	2,798
March	3,483	2,961	2,831
April	3,586	2,982	2,825
May	3,665	3,101	2,864
June	3,628	3,123	2,926
July	3,624	3,245	3,004
August	3,597	3,175	2,946
September	3,519	3,196	2,991
October	3,411	3,259	3,000
November	3,270	3,051	2,990
December	2,827	2,680	2,680

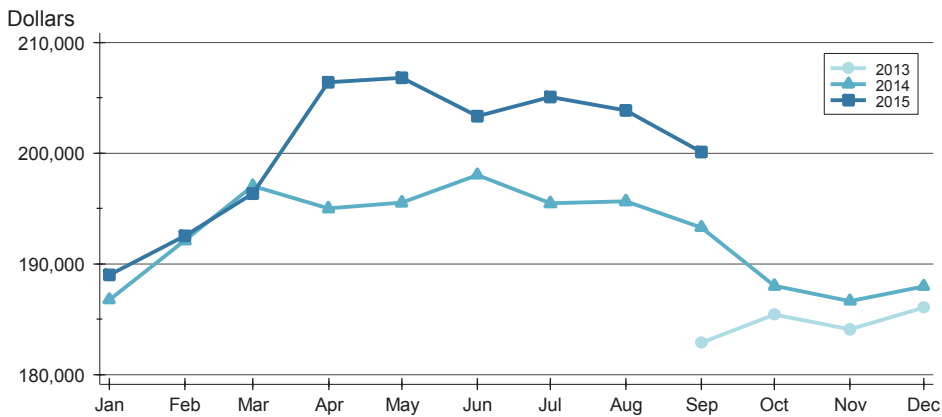
## BY PRICE RANGE >>

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	55	1.8%	763	1.5	13,871	17,850	80	42	92.6%	100.0%
\$25,000-\$49,999	239	8.0%	9,558	2.1	39,992	39,900	106	72	93.0%	100.0%
\$50,000-\$99,999	785	26.2%	58,459	4.1	74,469	74,900	91	59	96.6%	100.0%
\$100,000-\$124,999	216	7.2%	24,653	2.1	114,137	114,900	78	52	96.8%	100.0%
\$125,000-\$149,999	239	8.0%	32,906	1.8	137,680	138,500	80	44	97.2%	100.0%
\$150,000-\$174,999	205	6.9%	33,452	2.4	163,181	162,500	77	50	97.9%	100.0%
\$175,000-\$199,999	201	6.7%	37,812	3.1	188,122	189,000	100	61	98.1%	100.0%
\$200,000-\$249,999	284	9.5%	64,384	4.2	226,705	225,948	93	64	98.3%	100.0%
\$250,000-\$299,999	222	7.4%	61,035	4.2	274,933	275,000	118	84	98.2%	100.0%
\$300,000 and up	490	16.4%	264,532	7.4	539,860	424,700	147	99	97.9%	100.0%
All price ranges	2,991	100.0%	598,561	3.3	200,121	141,500	100	62	97.0%	100.0%

# ACTIVE LISTINGS ANALYSIS

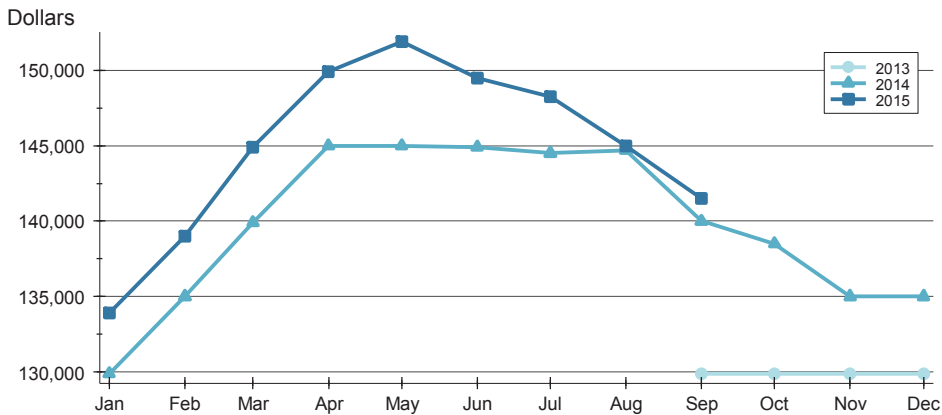
ENTIRE MLS SYSTEM  
ALL HOMES  
AS OF 10/15/2015

## AVERAGE PRICE >>



Month	2013	2014	2015
January	N/A	186,754	188,970
February	N/A	192,103	192,547
March	N/A	197,034	196,355
April	N/A	194,992	206,422
May	N/A	195,523	206,806
June	N/A	198,032	203,356
July	N/A	195,462	205,102
August	N/A	195,631	203,861
September	182,882	193,291	200,121
October	185,385	188,003	-
November	184,051	186,628	-
December	186,034	187,982	-

## MEDIAN PRICE >>

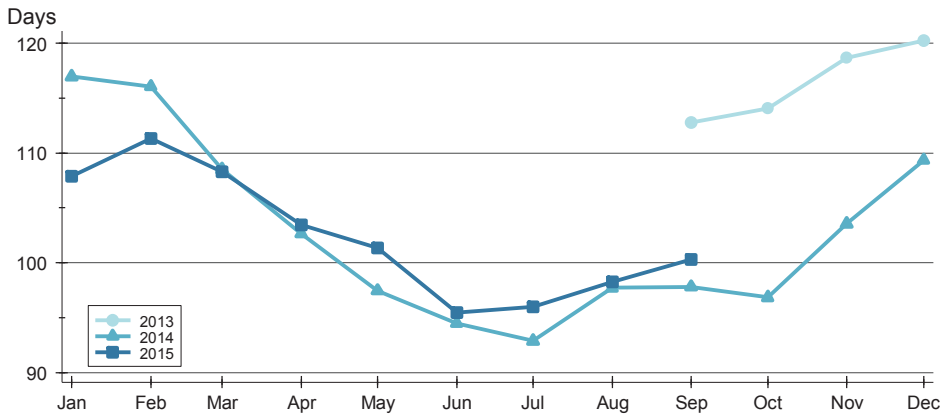


Month	2013	2014	2015
January	N/A	129,900	133,900
February	N/A	135,000	139,000
March	N/A	139,900	144,900
April	N/A	145,000	149,900
May	N/A	145,000	151,900
June	N/A	144,900	149,500
July	N/A	144,500	148,250
August	N/A	144,700	145,000
September	129,900	140,000	141,500
October	129,900	138,500	-
November	129,900	135,000	-
December	129,900	135,000	-

# ACTIVE LISTINGS ANALYSIS

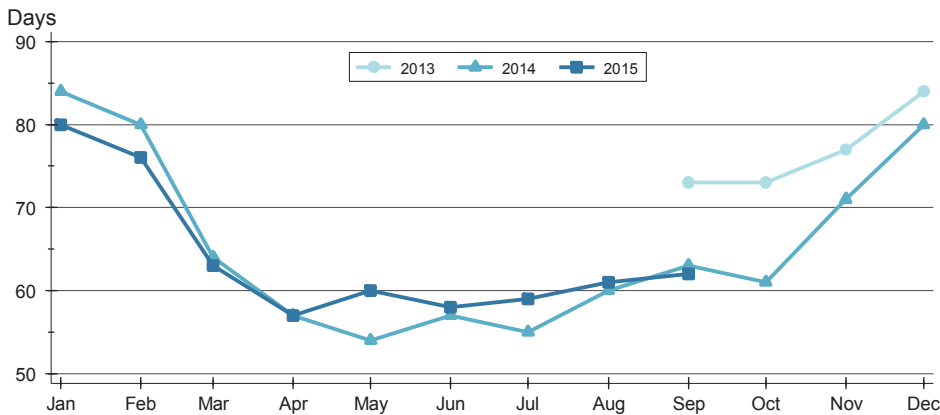
ENTIRE MLS SYSTEM  
ALL HOMES  
AS OF 10/15/2015

## AVERAGE DOM >>



Month	2013	2014	2015
January	N/A	117	108
February	N/A	116	111
March	N/A	109	108
April	N/A	103	103
May	N/A	97	101
June	N/A	94	95
July	N/A	93	96
August	N/A	98	98
September	113	98	100
October	114	97	
November	119	104	
December	120	109	

## MEDIAN DOM >>

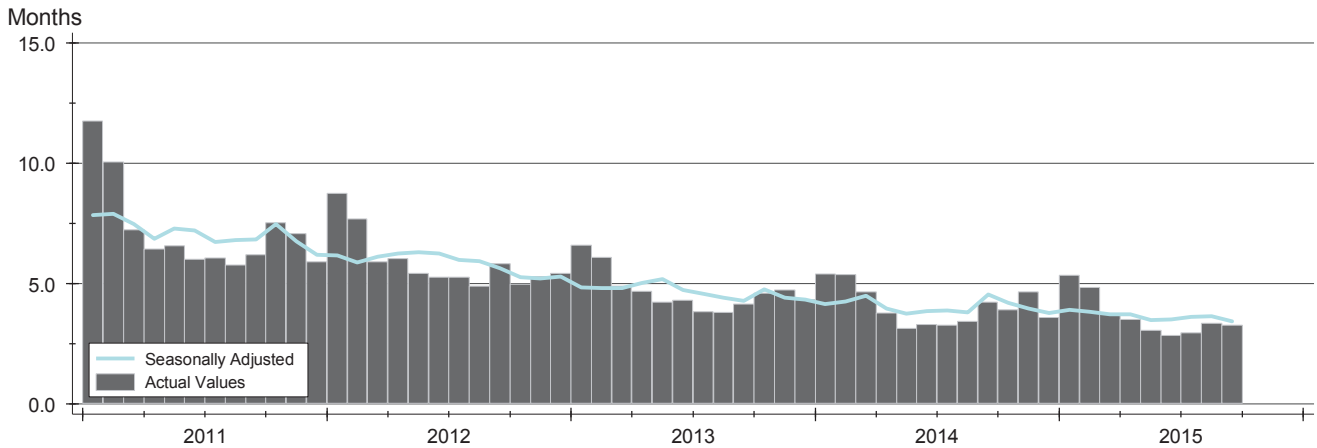


Month	2013	2014	2015
January	N/A	84	80
February	N/A	80	76
March	N/A	64	63
April	N/A	57	57
May	N/A	54	60
June	N/A	57	58
July	N/A	55	59
August	N/A	60	61
September	73	63	62
October	73	61	
November	77	71	
December	84	80	

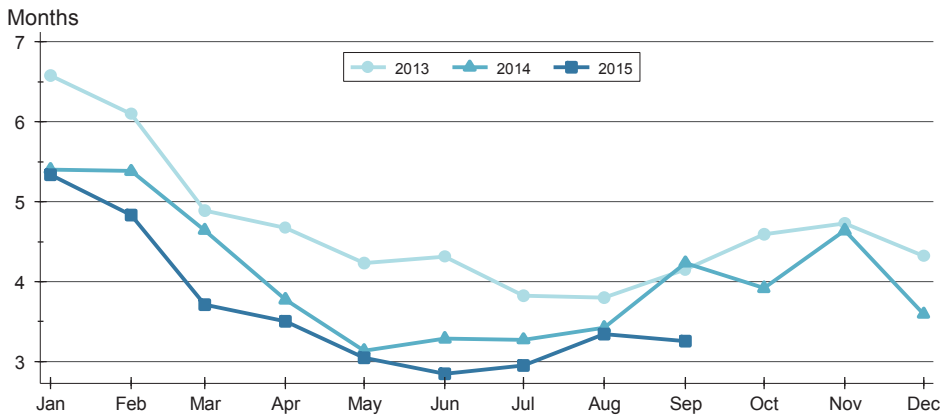
# MONTHS' SUPPLY ANALYSIS

HISTORY >>

ENTIRE MLS SYSTEM  
ALL HOMES  
AS OF 10/15/2015



BY MONTH >>

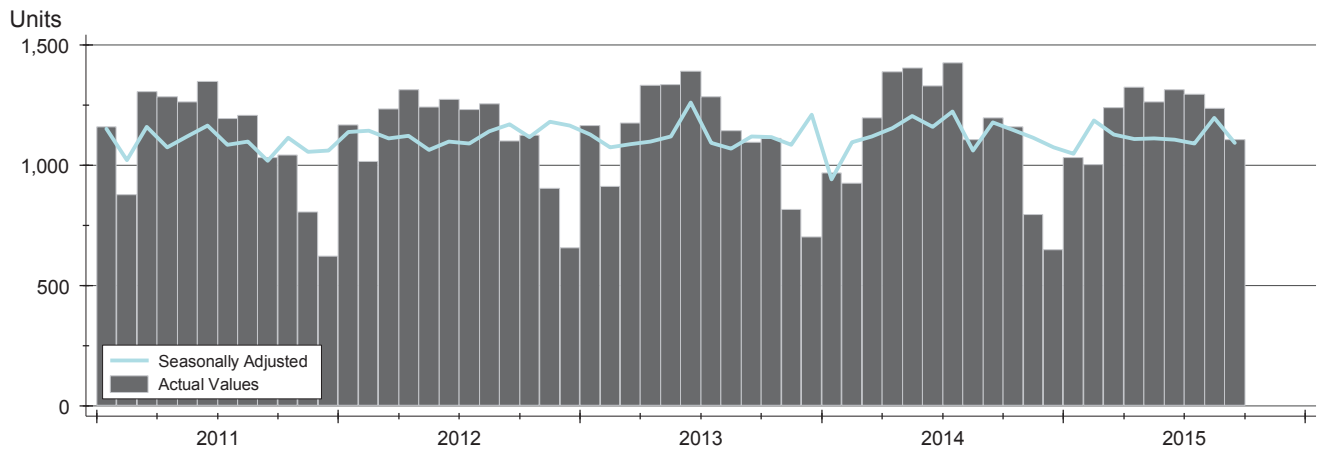


Month	2013	2014	2015
January	6.6	5.4	5.3
February	6.1	5.4	4.8
March	4.9	4.6	3.7
April	4.7	3.8	3.5
May	4.2	3.1	3.0
June	4.3	3.3	2.9
July	3.8	3.3	3.0
August	3.8	3.4	3.3
September	4.2	4.2	3.3
October	4.6	3.9	
November	4.7	4.6	
December	4.3	3.6	

# NEW LISTINGS ANALYSIS

HISTORY >>

ENTIRE MLS SYSTEM  
ALL HOMES  
AS OF 10/15/2015



## SUMMARY >>

Summary Statistics for New Listings		September		
		2015	2014	Change
Current Month	New Listings	<b>1,107</b>	1,198	-7.6%
	Volume (1,000s)	<b>176,664</b>	185,663	-4.8%
	Average List Price	<b>159,588</b>	154,977	3.0%
	Median List Price	<b>129,900</b>	127,500	1.9%
YTD	New Listings	<b>10,812</b>	10,945	-1.2%
	Volume (1,000s)	<b>1,839,381</b>	1,750,411	5.1%
	Average List Price	<b>170,124</b>	159,928	6.4%
	Median List Price	<b>135,000</b>	129,900	3.9%

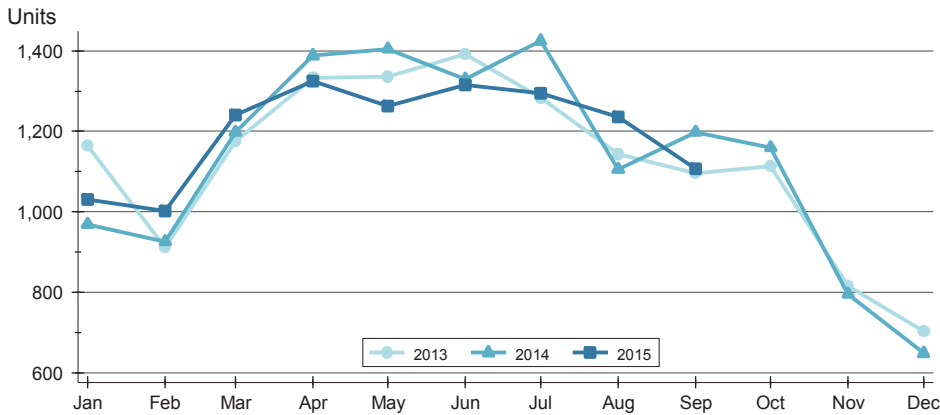
A total of 1,107 new listings were added in South Central Kansas during September, down 7.6% from the same month in 2014. Year-to-date South Central Kansas has seen 10,812 new listings.

The median list price of these homes was \$129,900 up from \$127,500 in 2014.

**NEW LISTINGS ANALYSIS**

**ENTIRE MLS SYSTEM  
ALL HOMES  
AS OF 10/15/2015**

**BY MONTH >>**



Month	2013	2014	2015
January	1,164	969	1,031
February	911	926	1,002
March	1,175	1,198	1,240
April	1,333	1,388	1,325
May	1,336	1,405	1,262
June	1,391	1,330	1,315
July	1,284	1,425	1,294
August	1,144	1,106	1,236
September	1,095	1,198	1,107
October	1,113	1,160	
November	816	795	
December	703	648	

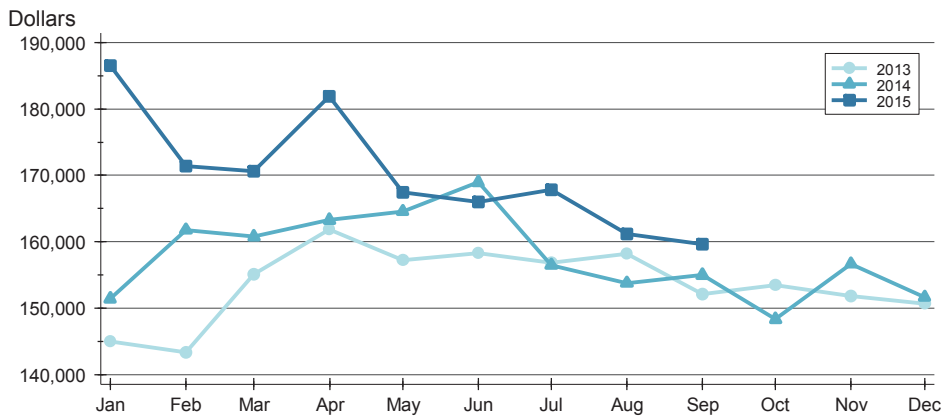
**BY PRICE RANGE >>**

Price Range	New Listings			List Price	
	Number	Percent	Volume	Average	Median
Below \$25,000	40	3.6%	466	11,647	15,000
\$25,000-\$49,999	99	8.9%	3,952	39,916	39,900
\$50,000-\$99,999	261	23.6%	19,316	74,009	74,500
\$100,000-\$124,999	96	8.7%	10,922	113,775	114,950
\$125,000-\$149,999	139	12.6%	19,042	136,989	137,500
\$150,000-\$174,999	104	9.4%	17,025	163,704	164,900
\$175,000-\$199,999	84	7.6%	15,742	187,403	188,450
\$200,000-\$249,999	77	7.0%	17,276	224,357	225,000
\$250,000-\$299,999	58	5.2%	15,896	274,076	275,000
\$300,000 and up	105	9.5%	50,006	476,244	407,693
All price ranges	1,107	100.0%	176,664	159,588	129,900

# NEW LISTINGS ANALYSIS

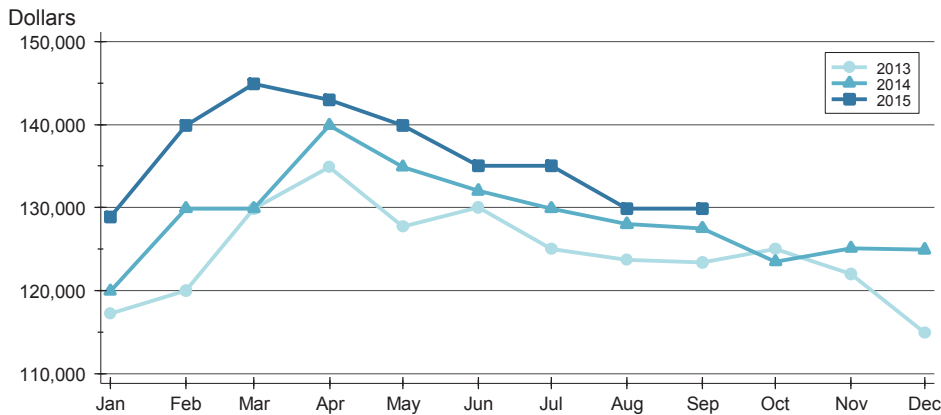
ENTIRE MLS SYSTEM  
ALL HOMES  
AS OF 10/15/2015

## AVERAGE PRICE >>



Month	2013	2014	2015
January	144,951	151,407	186,562
February	143,287	161,777	171,365
March	155,051	160,755	170,587
April	161,889	163,285	181,889
May	157,185	164,565	167,460
June	158,306	168,942	165,991
July	156,863	156,473	167,819
August	158,186	153,781	161,182
September	152,097	154,977	159,588
October	153,482	148,308	
November	151,850	156,669	
December	150,617	151,657	

## MEDIAN PRICE >>



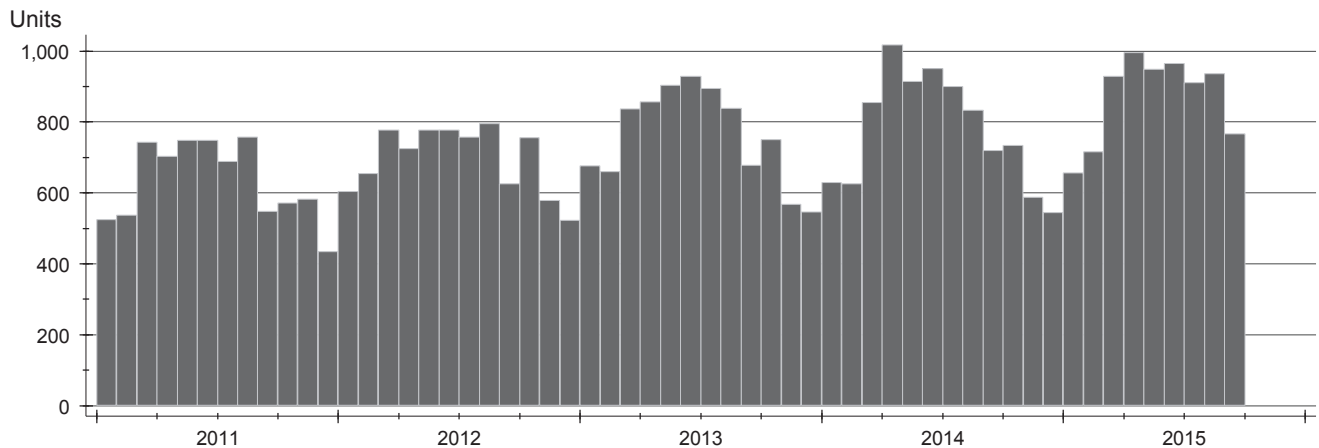
Month	2013	2014	2015
January	117,200	119,950	128,900
February	120,000	129,900	139,900
March	129,900	129,900	144,900
April	134,900	139,900	143,000
May	127,700	134,900	139,900
June	130,000	132,000	135,000
July	125,000	129,900	135,000
August	123,700	128,000	129,900
September	123,350	127,500	129,900
October	125,000	123,500	
November	122,000	125,080	
December	114,900	124,900	



# CONTRACTS WRITTEN ANALYSIS

HISTORY >>

ENTIRE MLS SYSTEM  
ALL HOMES  
AS OF 10/15/2015



SUMMARY >>

Summary Statistics for Contracts Written		September			Year-to-Date		
		2015	2014	Change	2015	2014	Change
Contracts Written		766	720	6.4%	7,820	7,445	5.0%
Volume (1,000s)		116,694	115,287	1.2%	1,236,979	1,145,992	7.9%
Average	List Price	152,342	160,120	-4.9%	158,181	153,928	2.8%
	Days on Market	57	63	-9.5%	59	68	-12.9%
	Percent of Original	95.3%	93.8%	1.6%	95.0%	94.5%	0.5%
Median	List Price	129,900	129,900	0.0%	135,000	129,900	3.9%
	Days on Market	30	42	-29.8%	30	36	-16.7%
	Percent of Original	100.0%	96.1%	4.1%	97.3%	96.5%	0.8%

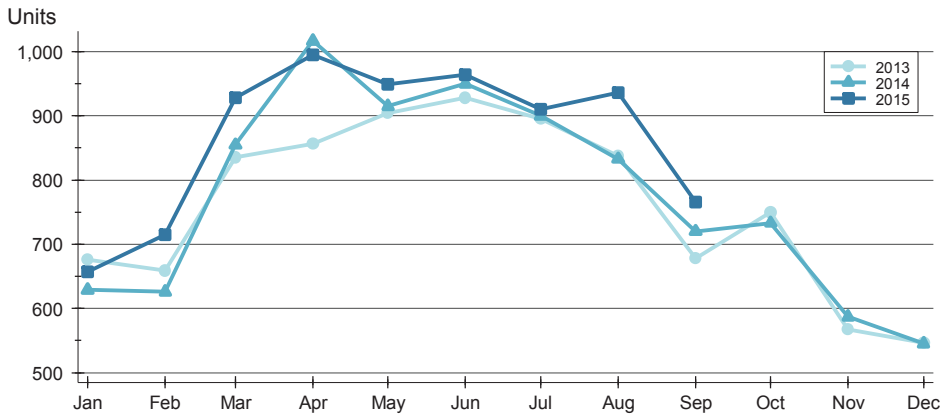
A total of 766 contracts for sale were written in South Central Kansas during the month of September, up from 720 in 2014. The median list price of these homes was \$129,900, the same as the prior year.

Half of the homes that went under contract in September were on the market less than 30 days, compared to 42 days in September 2014.

**CONTRACTS WRITTEN ANALYSIS**

**ENTIRE MLS SYSTEM  
ALL HOMES  
AS OF 10/15/2015**

**BY MONTH >>**



Month	2013	2014	2015
January	676	629	657
February	659	626	715
March	836	855	928
April	857	1,017	995
May	904	915	949
June	928	950	964
July	895	900	910
August	838	833	936
September	678	720	766
October	750	733	
November	567	587	
December	546	545	

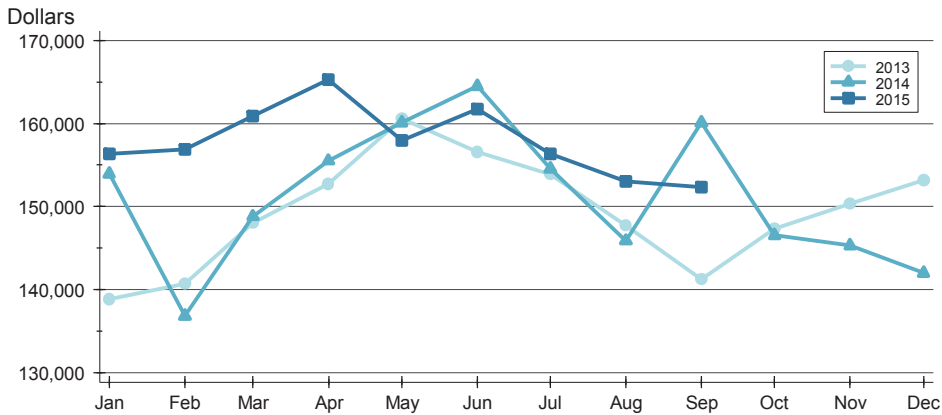
**BY PRICE RANGE >>**

Price Range	Contracts Written			List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median
Below \$25,000	21	2.7%	347	16,505	18,500	43	17	85.8%	100.0%
\$25,000-\$49,999	81	10.6%	3,033	37,449	37,000	83	29	89.1%	94.8%
\$50,000-\$99,999	174	22.7%	13,109	75,341	77,250	56	33	94.6%	98.7%
\$100,000-\$124,999	78	10.2%	8,905	114,162	115,000	43	27	96.6%	100.0%
\$125,000-\$149,999	95	12.4%	13,078	137,666	137,500	38	15	97.5%	100.0%
\$150,000-\$174,999	72	9.4%	11,786	163,700	164,900	46	27	97.7%	100.0%
\$175,000-\$199,999	59	7.7%	11,038	187,078	188,200	44	19	96.9%	100.0%
\$200,000-\$249,999	60	7.8%	13,671	227,852	229,900	60	37	97.6%	100.0%
\$250,000-\$299,999	35	4.6%	9,524	272,108	269,900	75	51	96.4%	97.3%
\$300,000 and up	63	8.2%	27,937	443,452	379,000	98	52	96.6%	100.0%
All price ranges	766	100.0%	116,694	152,342	129,900	57	30	95.3%	100.0%

**CONTRACTS WRITTEN ANALYSIS**

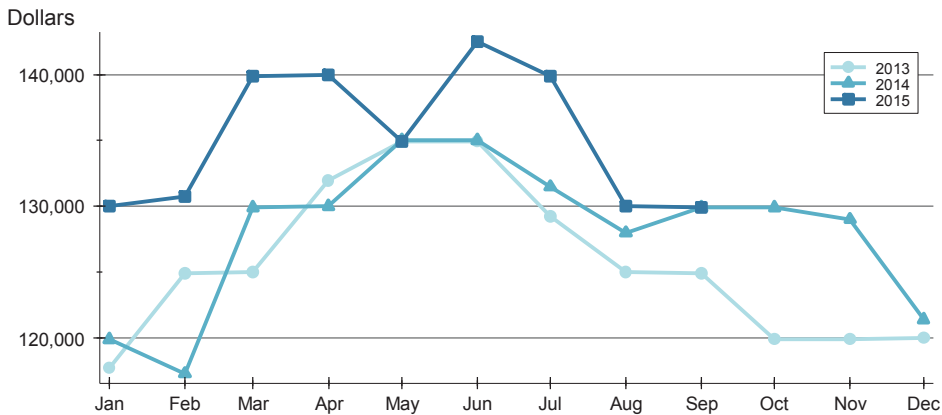
**ENTIRE MLS SYSTEM  
ALL HOMES  
AS OF 10/15/2015**

**AVERAGE PRICE** >>



Month	2013	2014	2015
January	138,834	153,926	156,348
February	140,701	136,796	156,887
March	148,003	148,820	160,926
April	152,749	155,505	165,287
May	160,585	160,105	157,968
June	156,561	164,515	161,788
July	153,882	154,543	156,334
August	147,737	145,866	153,039
September	141,208	160,120	152,342
October	147,349	146,531	147,349
November	150,340	145,286	145,286
December	153,149	141,990	141,990

**MEDIAN PRICE** >>

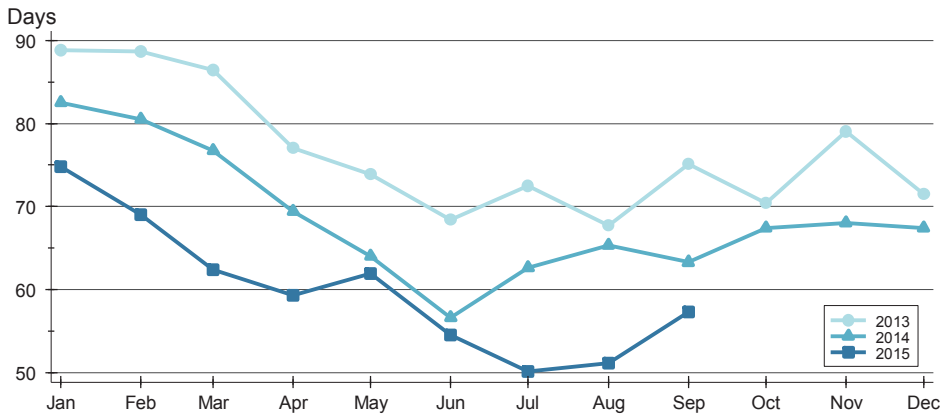


Month	2013	2014	2015
January	117,750	119,900	130,000
February	124,900	117,315	130,750
March	125,000	129,900	139,900
April	131,950	130,000	140,000
May	134,900	135,000	134,900
June	134,900	135,000	142,500
July	129,250	131,500	139,900
August	125,000	128,000	130,000
September	124,900	129,900	129,900
October	119,900	129,900	129,900
November	119,900	129,000	129,000
December	120,000	121,400	121,400

**CONTRACTS WRITTEN ANALYSIS**

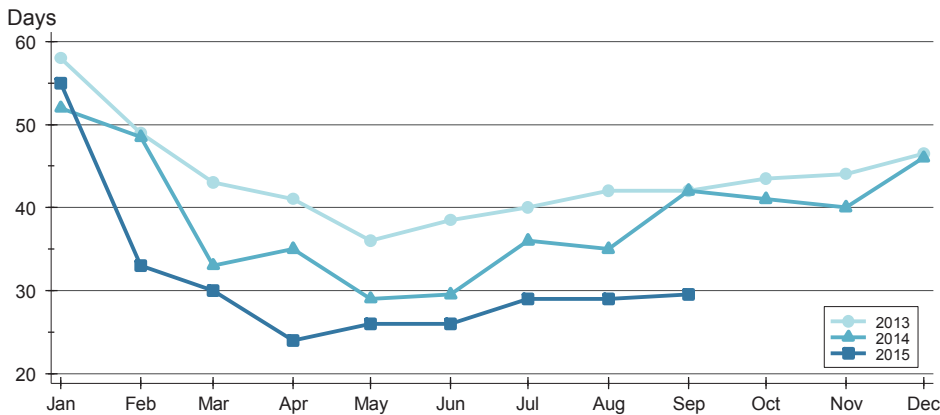
**ENTIRE MLS SYSTEM  
ALL HOMES  
AS OF 10/15/2015**

**AVERAGE DOM** >>



Month	2013	2014	2015
January	89	83	75
February	89	81	69
March	86	77	62
April	77	69	59
May	74	64	62
June	68	57	54
July	73	63	50
August	68	65	51
September	75	63	57
October	70	67	67
November	79	68	67
December	72	67	67

**MEDIAN DOM** >>

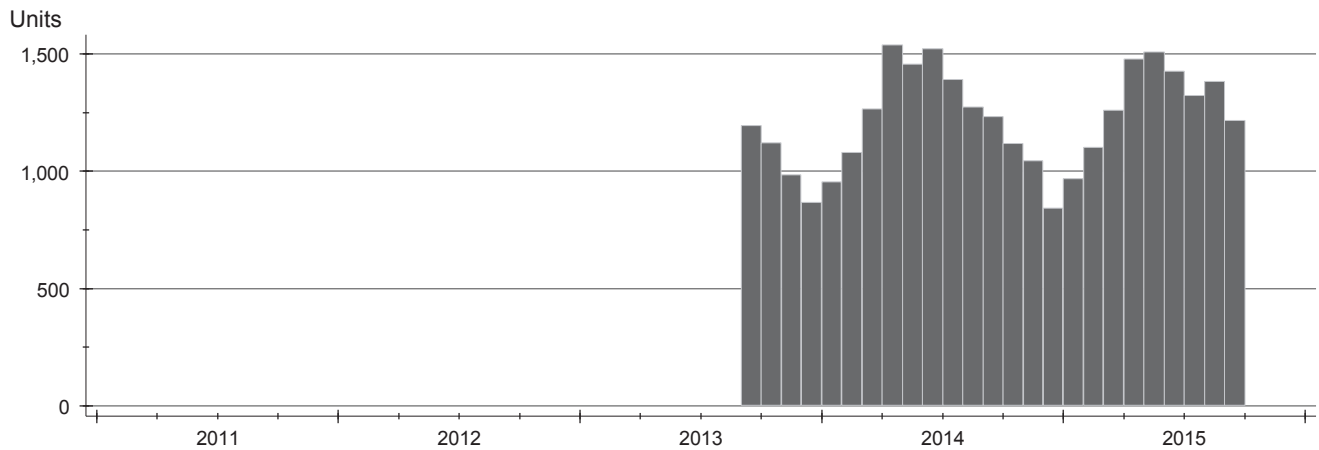


Month	2013	2014	2015
January	58	52	55
February	49	49	33
March	43	33	30
April	41	35	24
May	36	29	26
June	39	30	26
July	40	36	29
August	42	35	29
September	42	42	30
October	44	41	30
November	44	40	30
December	47	46	30

# PENDING CONTRACTS ANALYSIS

HISTORY >>

ENTIRE MLS SYSTEM  
ALL HOMES  
AS OF 10/15/2015



SUMMARY >>

Summary Statistics for Pending Contracts		End of September		
		2015	2014	Change
Pending Contracts		<b>1,217</b>	1,233	-1.3%
Volume (1,000s)		<b>203,140</b>	206,709	-1.7%
Average	List Price	<b>166,919</b>	167,647	-0.4%
	Days on Market	<b>56</b>	69	-17.7%
	Percent of Original	<b>97.3%</b>	97.6%	-0.3%
Median	List Price	<b>137,900</b>	135,500	1.8%
	Days on Market	<b>28</b>	40	-30.0%
	Percent of Original	<b>100.0%</b>	100.0%	0.0%

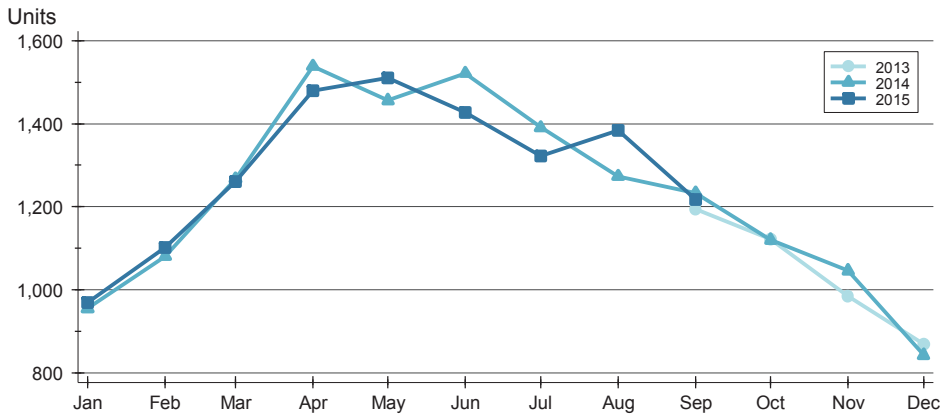
A total of 1,217 listings in South Central Kansas had contracts pending at the end of September, down from 1,233 contracts pending at the end of September 2014.

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  
AS OF 10/15/2015**



Month	2013	2014	2015
January		955	969
February		1,080	1,101
March		1,267	1,261
April		1,539	1,480
May		1,456	1,510
June		1,522	1,427
July		1,391	1,323
August		1,273	1,384
September	1,195	1,233	1,217
October	1,121	1,120	
November	985	1,046	
December	868	842	

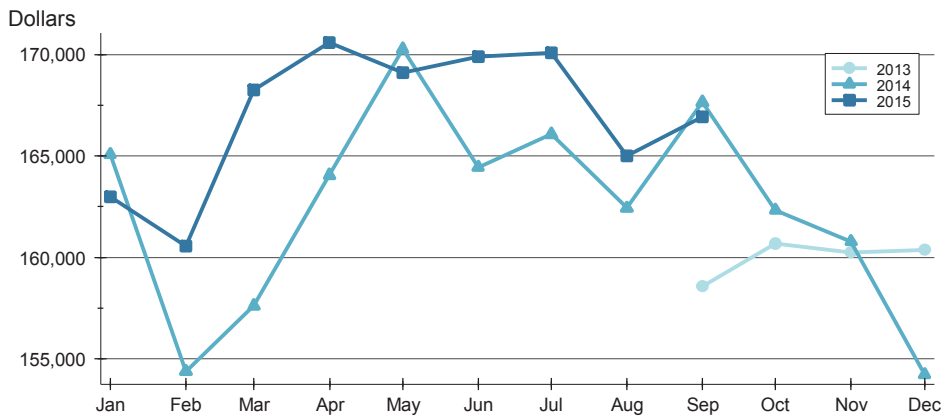
**BY PRICE RANGE** >>

Price Range	Contracts Pending			List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median
Below \$25,000	22	1.8%	361	16,420	19,450	43	26	95.2%	100.0%
\$25,000-\$49,999	85	7.0%	3,302	38,841	39,500	75	30	93.4%	100.0%
\$50,000-\$99,999	276	22.7%	21,174	76,719	79,350	60	31	96.9%	100.0%
\$100,000-\$124,999	125	10.3%	14,202	113,616	115,000	54	26	96.8%	100.0%
\$125,000-\$149,999	153	12.6%	21,022	137,398	136,500	39	21	98.3%	100.0%
\$150,000-\$174,999	130	10.7%	21,175	162,883	163,900	49	21	98.5%	100.0%
\$175,000-\$199,999	93	7.6%	17,389	186,974	187,500	41	19	97.9%	100.0%
\$200,000-\$249,999	107	8.8%	24,073	224,980	224,900	56	28	98.7%	100.0%
\$250,000-\$299,999	69	5.7%	18,860	273,332	269,900	68	33	98.2%	100.0%
\$300,000 and up	115	9.4%	54,572	474,540	399,000	83	34	97.3%	100.0%
All price ranges	1,217	100.0%	203,140	166,919	137,900	56	28	97.3%	100.0%

PENDING CONTRACTS ANALYSIS

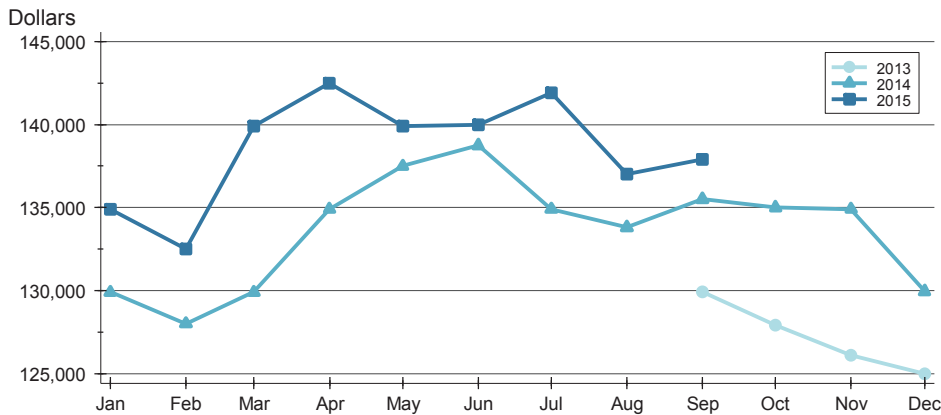
ENTIRE MLS SYSTEM  
ALL HOMES  
AS OF 10/15/2015

AVERAGE PRICE >>



Month	2013	2014	2015
January	N/A	165,083	162,993
February	N/A	154,377	160,550
March	N/A	157,614	168,272
April	N/A	164,050	170,592
May	N/A	170,276	169,126
June	N/A	164,441	169,887
July	N/A	166,067	170,100
August	N/A	162,437	164,997
September	158,561	167,647	166,919
October	160,673	162,333	
November	160,249	160,785	
December	160,381	154,229	

MEDIAN PRICE >>

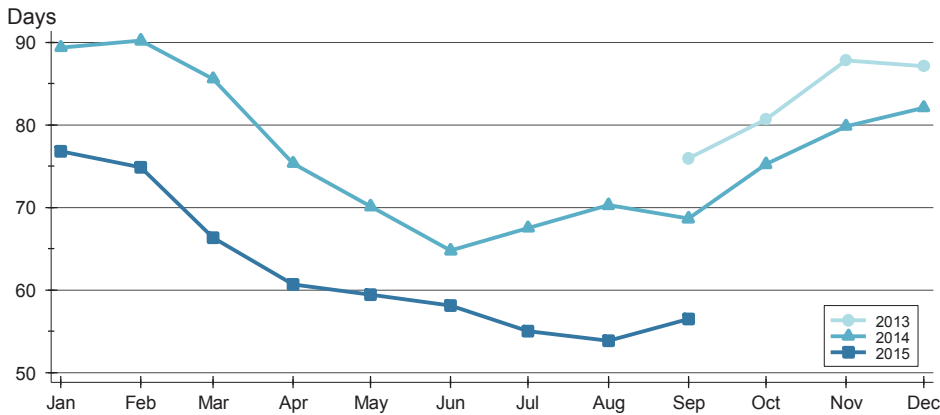


Month	2013	2014	2015
January	N/A	129,900	134,900
February	N/A	128,000	132,500
March	N/A	129,900	139,900
April	N/A	134,900	142,500
May	N/A	137,500	139,900
June	N/A	138,750	140,000
July	N/A	134,900	141,900
August	N/A	133,800	137,000
September	129,900	135,500	137,900
October	127,900	135,000	
November	126,083	134,900	
December	125,000	129,950	

**PENDING CONTRACTS ANALYSIS**

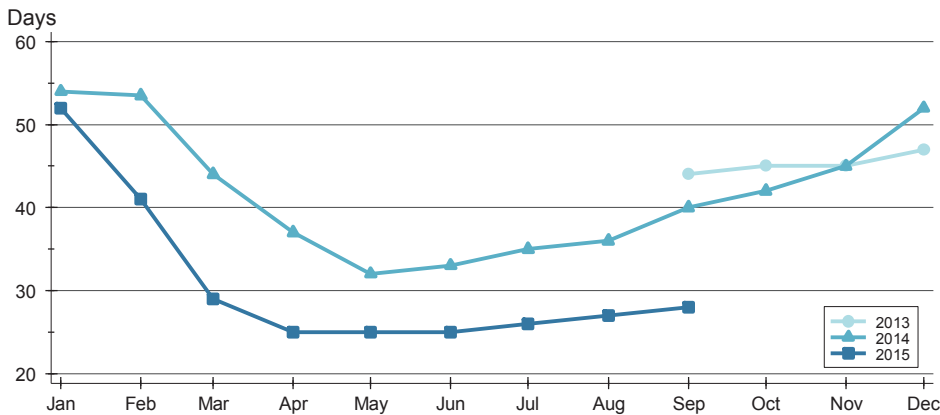
**ENTIRE MLS SYSTEM  
ALL HOMES  
AS OF 10/15/2015**

**AVERAGE DOM** >>



Month	2013	2014	2015
January	N/A	89	77
February	N/A	90	75
March	N/A	86	66
April	N/A	75	61
May	N/A	70	59
June	N/A	65	58
July	N/A	67	55
August	N/A	70	54
September	76	69	56
October	81	75	56
November	88	80	56
December	87	82	56

**MEDIAN DOM** >>



Month	2013	2014	2015
January	N/A	54	41
February	N/A	54	29
March	N/A	44	25
April	N/A	37	25
May	N/A	32	25
June	N/A	33	25
July	N/A	35	26
August	N/A	36	27
September	44	40	28
October	45	42	28
November	45	45	28
December	47	52	28





South Central Kansas MLS

## South Central Kansas MLS

170 W. Dewey, Wichita, KS 67202

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

October 16, 2015

### **South Central Kansas Multiple Listing Service Releases Home Sales Figures for September 2015**

Homes sales in South Central Kansas rose by 21.7% in September compared to the prior year. Sales in September 2015 totaled 919 units, up from 755 in 2014.

Among existing homes, 867 units sold in September, an increase of 20.8% from 718 units that sold in 2014. The average sale price of existing homes was \$135,280. This represents a decrease of 2.1% from the September 2014 average price of \$138,115.

For new construction, 52 sales occurred in September, up from 37 units the prior year, an increase of 40.5%. The average sale price of new homes in September was \$320,230, up 2.0% from the same period last year.

A total of 766 contracts for sale were written in September 2015, up from 720 in September 2014. This is an increase of 6.4%. 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 2,991 units at the end of September, which is down from 3,196 homes that were on the market at the end of September last year. At the current rate of sales, this figure represents 3.3 months' supply of homes on the market.

Note: This information is based on information provided by the REALTORS® of South Central Kansas or South Central Kansas Multiple Listing Service, Inc. for the period indicated. Neither the REALTORS® of South Central Kansas nor the South Central Kansas Multiple Listing Service, Inc. guarantee or are in any way responsible for the accuracy of the data and the data that is provided may not reflect all real estate activity in the market.

