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MARKET OVERVIEW >>

South Central Kansas Home Sales Rose in January

Total home sales in South Central Kansas rose by 4.1% last month to 529 units, compared to 508 units in January 2015. Total sales volume was \$80.8 million, up 13.4% from a year earlier.

The median sale price in January was \$124,000, up from \$120,000 a year earlier. Homes that sold in January were typically on the market for 37 days and sold for 98.2% of their list prices.

South Central Kansas Active Listings Down at End of January

The total number of active listings in South Central Kansas at the end of January was 2,500 units, down from 2,710 at the same point in 2015. This represents a 4.7 months' supply of homes available for sale. The median list price of homes on the market at the end of January was \$137,500.

During January, a total of 689 contracts were written up from 661 in January 2015. At the end of the month, there were 1,034 contracts pending, compared to 969 at the end of January 2015.

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 | | January | | |
|-----------------------|-----------------------|---------|---------|--------|
| Summary Statistics | | 2016 | 2015 | Change |
| Home Sales | | 529 | 508 | 4.1% |
| Active Listings | | 2,500 | 2,710 | -7.7% |
| Months' Supply | | 4.7 | 5.3 | -11.4% |
| New Listings | | 846 | 1,038 | -18.5% |
| Contracts Written | | 689 | 661 | 4.2% |
| Pending Contracts | | 1,034 | 969 | 6.7% |
| Sales Volume (1,000s) | | 80,763 | 71,234 | 13.4% |
| Average | Sale Price | 152,670 | 140,224 | 8.9% |
| | List Price of Actives | 201,896 | 188,970 | 6.8% |
| | Days on Market | 64 | 71 | -10.3% |
| | Percent of List | 96.5% | 96.2% | 0.3% |
| | Percent of Original | 93.5% | 92.7% | 0.9% |
| Median | Sale Price | 124,000 | 120,000 | 3.3% |
| | List Price of Actives | 137,500 | 133,900 | 2.7% |
| | Days on Market | 37 | 53 | -29.5% |
| | Percent of List | 98.2% | 97.3% | 0.9% |
| | Percent of Original | 96.0% | 95.3% | 0.7% |

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MARKET OVERVIEW STATISTICS

ENTIRE MLS SYSTEM
BREAKDOWNS BY HOME TYPE
AS OF 2/14/2016

SUMMARY >>

| January MLS Statistics | | 2016 | | | 2015 | | | 2014 | | | |
|------------------------|------------------------|------------------------|----------------|----------------|---------|----------|---------|---------|----------|---------|-------|
| By Property Type | | Total | Existing | New | Total | Existing | New | Total | Existing | New | |
| Home Sales | | 529 | 503 | 26 | 508 | 478 | 30 | 534 | 485 | 49 | |
| | Change from prior year | 4.1% | 5.2% | -13.3% | -4.9% | -1.4% | -38.8% | 0.9% | -4.5% | 133.3% | |
| Active Listings | | 2,500 | 2,253 | 247 | 2,710 | 2,442 | 268 | 2,885 | 2,665 | 220 | |
| | Change from prior year | -7.7% | -7.7% | -7.8% | -6.1% | -8.4% | 21.8% | -16.6% | -16.1% | -22.8% | |
| Months' Supply | | 4.7 | 4.5 | 9.5 | 5.3 | 5.1 | 8.9 | 5.4 | 5.5 | 4.5 | |
| | Change from prior year | -11.4% | -12.3% | 6.3% | -1.3% | -7.0% | 99.0% | -17.4% | -12.1% | -66.9% | |
| New Listings | | 846 | 795 | 51 | 1,038 | 977 | 61 | 969 | 923 | 46 | |
| | Change from prior year | -18.5% | -18.6% | -16.4% | 7.1% | 5.9% | 32.6% | -17.3% | -18.5% | 15.0% | |
| Contracts Written | | 689 | 657 | 32 | 661 | 627 | 34 | 629 | 585 | 44 | |
| | Change from prior year | 4.2% | 4.8% | -5.9% | 5.1% | 7.2% | -22.7% | -7.8% | -9.4% | 22.2% | |
| Pending Contracts | | 1,034 | 943 | 91 | 969 | 892 | 77 | 955 | 862 | 93 | |
| | Change from prior year | 6.7% | 5.7% | 18.2% | 1.5% | 3.5% | -17.2% | N/A | N/A | N/A | |
| Sales Volume (1,000s) | | 80,763 | 72,558 | 8,205 | 71,234 | 62,218 | 9,015 | 72,690 | 57,953 | 14,736 | |
| | Change from prior year | 13.4% | 16.6% | -9.0% | -2.0% | 7.4% | -38.8% | 7.2% | -6.5% | 154.5% | |
| Average | Sale Price | 152,671 | 144,250 | 315,576 | 140,224 | 130,164 | 300,513 | 136,123 | 119,491 | 300,741 | |
| | | Change from prior year | 8.9% | 10.8% | 5.0% | 3.0% | 8.9% | -0.1% | 6.2% | -2.1% | 9.1% |
| | List Price of Actives | 201,896 | 188,503 | 322,705 | 188,970 | 175,030 | 314,171 | 186,754 | 179,306 | 276,096 | |
| | | Change from prior year | 6.8% | 7.7% | 2.7% | 1.2% | -2.4% | 13.8% | N/A | N/A | N/A |
| | Days on Market | 64 | 63 | 68 | 71 | 70 | 79 | 77 | 77 | 73 | |
| | | Change from prior year | -10.2% | -9.9% | -13.6% | -7.5% | -8.6% | 7.9% | -7.5% | -9.2% | 94.9% |
| Median | Percent of List | 96.5% | 96.1% | 103.1% | 96.2% | 95.7% | 103.3% | 96.4% | 95.7% | 102.4% | |
| | | Change from prior year | 0.3% | 0.4% | -0.2% | -0.2% | 0.0% | 0.9% | 1.7% | 1.3% | 0.4% |
| | Percent of Original | 93.5% | 92.9% | 104.4% | 92.7% | 91.9% | 104.8% | 92.7% | 91.7% | 103.0% | |
| | | Change from prior year | 0.9% | 1.1% | -0.4% | -0.1% | 0.2% | 1.7% | 2.4% | 1.8% | 0.4% |
| | Sale Price | 124,000 | 115,900 | 226,140 | 120,000 | 114,750 | 267,519 | 112,000 | 105,000 | 253,723 | |
| | | Change from prior year | 3.3% | 1.0% | -15.5% | 7.1% | 9.3% | 5.4% | 15.6% | 14.4% | 12.8% |
| Median | List Price of Actives | 137,500 | 124,300 | 254,669 | 133,900 | 119,900 | 249,900 | 129,900 | 123,000 | 230,575 | |
| | | Change from prior year | 2.7% | 3.7% | 1.9% | 3.1% | -2.5% | 8.4% | N/A | N/A | N/A |
| | Days on Market | 37 | 37 | 8 | 53 | 54 | 15 | 46 | 47 | 25 | |
| | | Change from prior year | -29.5% | -30.8% | -44.8% | 14.1% | 13.8% | -42.0% | -17.9% | -18.3% | N/A |
| | Percent of List | 98.2% | 98.0% | 100.1% | 97.3% | 97.0% | 101.8% | 97.7% | 97.2% | 100.2% | |
| | | Change from prior year | 0.9% | 1.0% | -1.7% | -0.3% | -0.2% | 1.6% | 1.0% | 0.7% | 0.2% |
| Median | Percent of Original | 96.0% | 95.6% | 103.3% | 95.3% | 94.6% | 102.8% | 96.0% | 95.1% | 100.4% | |
| | | Change from prior year | 0.7% | 1.1% | 0.5% | -0.7% | -0.5% | 2.4% | 2.0% | 1.6% | -0.6% |

YEAR-TO-DATE STATISTICS

SUMMARY >>

**ENTIRE MLS SYSTEM
YTD BREAKDOWNS BY HOME TYPE
AS OF 2/14/2016**

| Year-to-Date Activity By Property Type | | 2016 | | | 2015 | | | 2014 | | |
|---|------------------------|----------------|----------------|----------------|---------|----------|---------|---------|----------|---------|
| | | Total | Existing | New | Total | Existing | New | Total | Existing | New |
| Home Sales | | 529 | 503 | 26 | 508 | 478 | 30 | 534 | 485 | 49 |
| Change from prior year | | 4.1% | 5.2% | -13.3% | -4.9% | -1.4% | -38.8% | 0.9% | -4.5% | 133.3% |
| New Listings | | 846 | 795 | 51 | 1,038 | 977 | 61 | 969 | 923 | 46 |
| Change from prior year | | -18.5% | -18.6% | -16.4% | 7.1% | 5.9% | 32.6% | -17.3% | -18.5% | 15.0% |
| Contracts Written | | 689 | 657 | 32 | 661 | 627 | 34 | 629 | 585 | 44 |
| Change from prior year | | 4.2% | 4.8% | -5.9% | 5.1% | 7.2% | -22.7% | -7.8% | -9.4% | 22.2% |
| Sales Volume (1,000s) | | 80,763 | 72,558 | 8,205 | 71,234 | 62,218 | 9,015 | 72,690 | 57,953 | 14,736 |
| Change from prior year | | 13.4% | 16.6% | -9.0% | -2.0% | 7.4% | -38.8% | 7.2% | -6.5% | 154.5% |
| Average | Sale Price | 152,671 | 144,250 | 315,576 | 140,224 | 130,164 | 300,513 | 136,123 | 119,491 | 300,741 |
| | Change from prior year | 8.9% | 10.8% | 5.0% | 3.0% | 8.9% | -0.1% | 6.2% | -2.1% | 9.1% |
| | Days on Market | 64 | 63 | 68 | 71 | 70 | 79 | 77 | 77 | 73 |
| | Change from prior year | -10.2% | -9.9% | -13.6% | -7.5% | -8.6% | 7.9% | -7.5% | -9.2% | 94.9% |
| Percent of List | Percent of List | 96.5% | 96.1% | 103.1% | 96.2% | 95.7% | 103.3% | 96.4% | 95.7% | 102.4% |
| | Change from prior year | 0.3% | 0.4% | -0.2% | -0.2% | 0.0% | 0.9% | 1.7% | 1.3% | 0.4% |
| | Percent of Original | 93.5% | 92.9% | 104.4% | 92.7% | 91.9% | 104.8% | 92.7% | 91.7% | 103.0% |
| | Change from prior year | 0.9% | 1.1% | -0.4% | -0.1% | 0.2% | 1.7% | 2.4% | 1.8% | 0.4% |
| Median | Sale Price | 124,000 | 115,900 | 226,140 | 120,000 | 114,750 | 267,519 | 112,000 | 105,000 | 253,723 |
| | Change from prior year | 3.3% | 1.0% | -15.5% | 7.1% | 9.3% | 5.4% | 15.6% | 14.4% | 12.8% |
| | Days on Market | 37 | 37 | 8 | 53 | 54 | 15 | 46 | 47 | 25 |
| | Change from prior year | -29.5% | -30.8% | -44.8% | 14.1% | 13.8% | -42.0% | -17.9% | -18.3% | N/A |
| Percent of List | Percent of List | 98.2% | 98.0% | 100.1% | 97.3% | 97.0% | 101.8% | 97.7% | 97.2% | 100.2% |
| | Change from prior year | 0.9% | 1.0% | -1.7% | -0.3% | -0.2% | 1.6% | 1.0% | 0.7% | 0.2% |
| | Percent of Original | 96.0% | 95.6% | 103.3% | 95.3% | 94.6% | 102.8% | 96.0% | 95.1% | 100.4% |
| | Change from prior year | 0.7% | 1.1% | 0.5% | -0.7% | -0.5% | 2.4% | 2.0% | 1.6% | -0.6% |



JANUARY 2016 >>

SOUTH CENTRAL KANSAS MLS STATISTICS

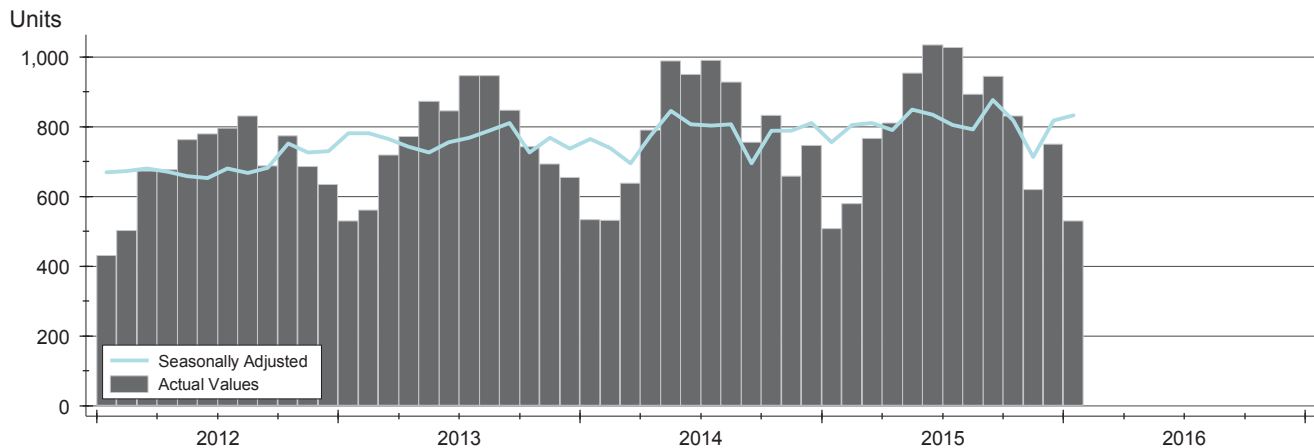


South Central Kansas MLS

SOLD LISTINGS ANALYSIS

HISTORY >>

ENTIRE MLS SYSTEM
ALL HOMES
AS OF 2/14/2016



SUMMARY >>

| Summary Statistics for Sold Listings | | January | | | Year-to-Date | | |
|--------------------------------------|---------------------|---------|---------|--------|--------------|---------|--------|
| | | 2016 | 2015 | Change | 2016 | 2015 | Change |
| Sold Listings | | 529 | 508 | 4.1% | 529 | 508 | 4.1% |
| Volume (1,000s) | | 80,763 | 71,234 | 13.4% | 80,763 | 71,234 | 13.4% |
| Average | Sale Price | 152,670 | 140,224 | 8.9% | 152,670 | 140,224 | 8.9% |
| | Days on Market | 64 | 71 | -10.2% | 64 | 71 | -10.2% |
| | Percent of List | 96.5% | 96.2% | 0.3% | 96.5% | 96.2% | 0.3% |
| | Percent of Original | 93.5% | 92.7% | 0.9% | 93.5% | 92.7% | 0.9% |
| Median | Sale Price | 124,000 | 120,000 | 3.3% | 124,000 | 120,000 | 3.3% |
| | Days on Market | 37 | 53 | -29.5% | 37 | 53 | -29.5% |
| | Percent of List | 98.2% | 97.3% | 0.9% | 98.2% | 97.3% | 0.9% |
| | Percent of Original | 96.0% | 95.3% | 0.7% | 96.0% | 95.3% | 0.7% |

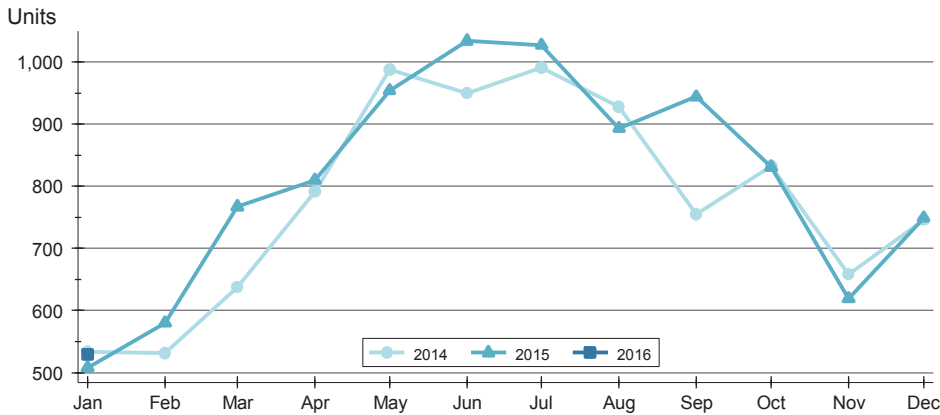
A total of 529 homes sold in South Central Kansas in January, up from 508 units in January 2015. Total sales volume rose to \$80.8 million compared to \$71.2 million in the previous year.

The median sales price in January was \$124,000, up 3.3% compared to the prior year. Median days on market was 37 days, up from 32 days in December, but down from 53 in January 2015.

SOLD LISTINGS ANALYSIS

BY MONTH >>

**ENTIRE MLS SYSTEM
ALL HOMES
AS OF 2/14/2016**



| Month | 2014 | 2015 | 2016 |
|-----------|------|-------|------|
| January | 534 | 508 | 529 |
| February | 531 | 580 | |
| March | 638 | 767 | |
| April | 791 | 810 | |
| May | 988 | 954 | |
| June | 950 | 1,034 | |
| July | 991 | 1,027 | |
| August | 928 | 893 | |
| September | 755 | 944 | |
| October | 832 | 831 | |
| November | 658 | 619 | |
| December | 746 | 749 | |

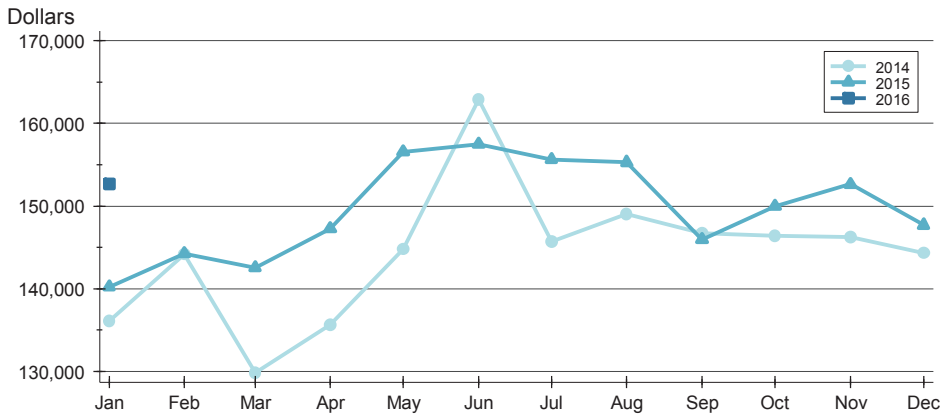
BY PRICE RANGE >>

| 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 | 20 | 3.8% | 319 | 15,962 | 17,250 | 50 | 38 | 75.4% | 84.0% | 61.6% | 67.1% |
| \$25,000-\$49,999 | 59 | 11.2% | 2,311 | 39,166 | 40,000 | 55 | 39 | 92.1% | 92.7% | 85.4% | 87.8% |
| \$50,000-\$99,999 | 140 | 26.5% | 10,458 | 74,704 | 77,125 | 63 | 38 | 95.9% | 97.1% | 91.7% | 93.2% |
| \$100,000-\$124,999 | 47 | 8.9% | 5,298 | 112,722 | 113,000 | 68 | 32 | 96.7% | 98.2% | 95.2% | 98.0% |
| \$125,000-\$149,999 | 61 | 11.5% | 8,354 | 136,958 | 135,500 | 46 | 30 | 98.8% | 100.0% | 97.3% | 97.1% |
| \$150,000-\$174,999 | 56 | 10.6% | 8,979 | 160,346 | 160,000 | 54 | 27 | 97.9% | 98.7% | 96.9% | 97.9% |
| \$175,000-\$199,999 | 36 | 6.8% | 6,708 | 186,322 | 184,950 | 59 | 33 | 98.9% | 99.5% | 96.7% | 96.1% |
| \$200,000-\$249,999 | 45 | 8.5% | 9,815 | 218,101 | 217,500 | 77 | 48 | 99.0% | 98.4% | 97.7% | 97.8% |
| \$250,000-\$299,999 | 25 | 4.7% | 6,799 | 271,959 | 269,843 | 71 | 40 | 98.3% | 99.1% | 97.2% | 98.2% |
| \$300,000 and up | 40 | 7.6% | 21,721 | 543,030 | 425,000 | 103 | 54 | 97.1% | 97.3% | 95.6% | 96.6% |
| All price ranges | 529 | 100.0% | 80,763 | 152,670 | 124,000 | 64 | 37 | 96.5% | 98.2% | 93.5% | 96.0% |

SOLD LISTINGS ANALYSIS

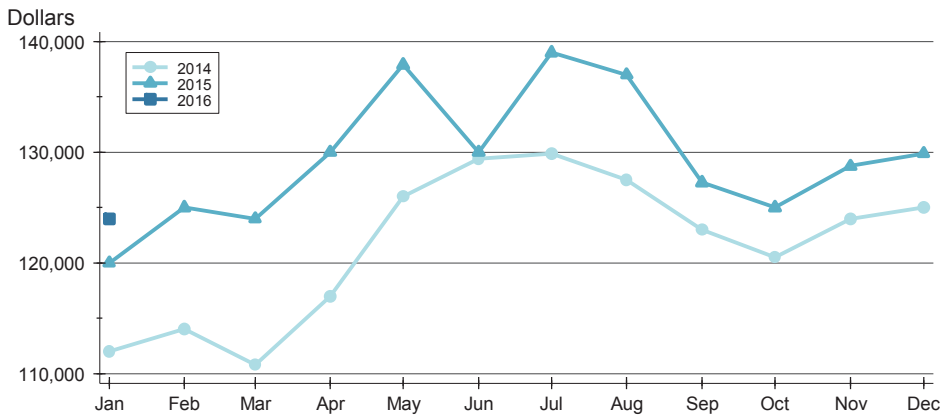
**ENTIRE MLS SYSTEM
ALL HOMES
AS OF 2/14/2016**

AVERAGE PRICE >>



| Month | 2014 | 2015 | 2016 |
|-----------|---------|---------|---------|
| January | 136,123 | 140,224 | 152,670 |
| February | 144,192 | 144,271 | |
| March | 129,893 | 142,575 | |
| April | 135,690 | 147,301 | |
| May | 144,809 | 156,574 | |
| June | 162,882 | 157,482 | |
| July | 145,715 | 155,639 | |
| August | 149,074 | 155,285 | |
| September | 146,735 | 145,953 | |
| October | 146,408 | 149,975 | |
| November | 146,228 | 152,640 | |
| December | 144,300 | 147,706 | |

MEDIAN PRICE >>

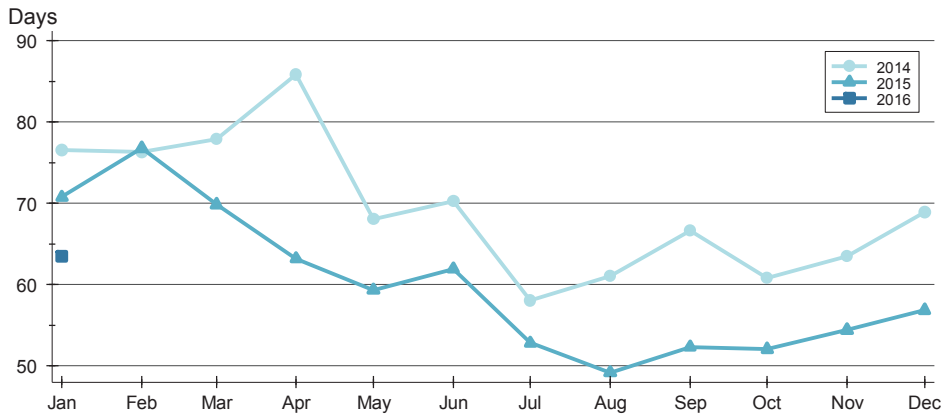


| Month | 2014 | 2015 | 2016 |
|-----------|---------|---------|---------|
| January | 112,000 | 120,000 | 124,000 |
| February | 114,000 | 125,000 | |
| March | 110,785 | 124,000 | |
| April | 117,000 | 130,000 | |
| May | 126,000 | 137,900 | |
| June | 129,400 | 130,000 | |
| July | 129,900 | 139,000 | |
| August | 127,500 | 137,000 | |
| September | 123,000 | 127,250 | |
| October | 120,500 | 125,000 | |
| November | 124,000 | 128,750 | |
| December | 125,000 | 129,900 | |

SOLD LISTINGS ANALYSIS

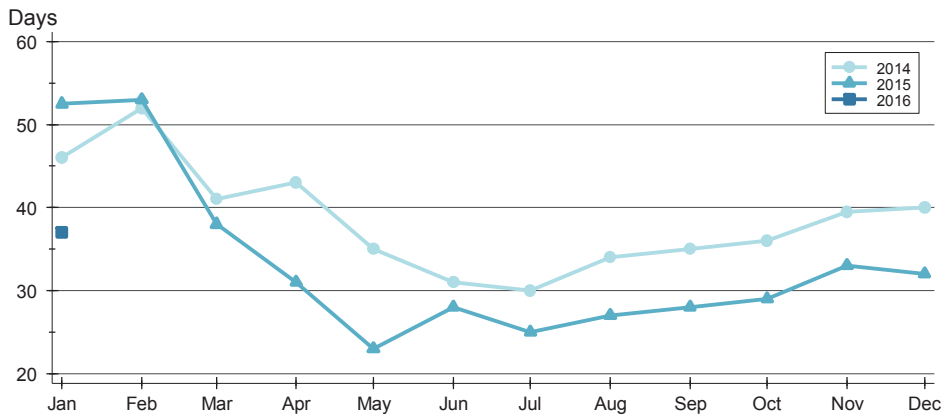
**ENTIRE MLS SYSTEM
ALL HOMES
AS OF 2/14/2016**

AVERAGE DOM >>



| Month | 2014 | 2015 | 2016 |
|-----------|------|------|------|
| January | 77 | 71 | 64 |
| February | 76 | 77 | 77 |
| March | 78 | 70 | 70 |
| April | 86 | 63 | 63 |
| May | 68 | 59 | 59 |
| June | 70 | 62 | 62 |
| July | 58 | 53 | 53 |
| August | 61 | 49 | 49 |
| September | 67 | 52 | 52 |
| October | 61 | 52 | 52 |
| November | 63 | 54 | 54 |
| December | 69 | 57 | 57 |

MEDIAN DOM >>

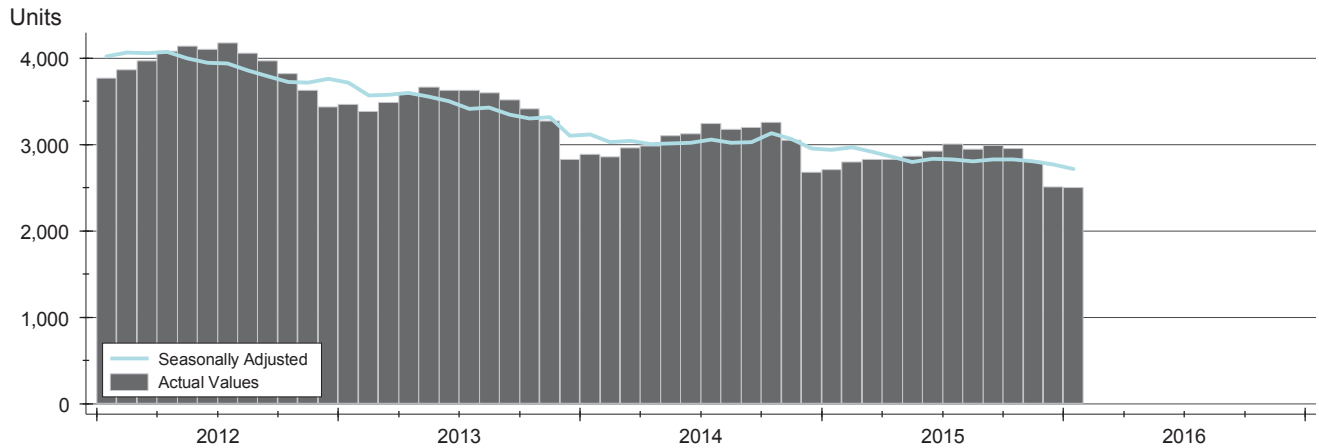


| Month | 2014 | 2015 | 2016 |
|-----------|------|------|------|
| January | 46 | 53 | 37 |
| February | 52 | 53 | 53 |
| March | 41 | 38 | 38 |
| April | 43 | 31 | 31 |
| May | 35 | 23 | 23 |
| June | 31 | 28 | 28 |
| July | 30 | 25 | 25 |
| August | 34 | 27 | 27 |
| September | 35 | 28 | 28 |
| October | 36 | 29 | 29 |
| November | 40 | 33 | 33 |
| December | 40 | 32 | 32 |

ACTIVE LISTINGS ANALYSIS

HISTORY >>

**ENTIRE MLS SYSTEM
ALL HOMES
AS OF 2/14/2016**



SUMMARY >>

| Summary Statistics for Active Listings | | End of January | | |
|--|---------------------|----------------|---------|--------|
| | | 2016 | 2015 | Change |
| Active Listings | | 2,500 | 2,710 | -7.7% |
| Months' Supply | | 4.7 | 5.3 | -11.4% |
| Volume (1,000s) | | 504,739 | 512,110 | -1.4% |
| Average | List Price | 201,896 | 188,970 | 6.8% |
| | Days on Market | 124 | 108 | 14.6% |
| | Percent of Original | 97.1% | 97.8% | -0.8% |
| Median | List Price | 137,500 | 133,900 | 2.7% |
| | Days on Market | 89 | 80 | 11.3% |
| | Percent of Original | 100.0% | 100.0% | 0.0% |

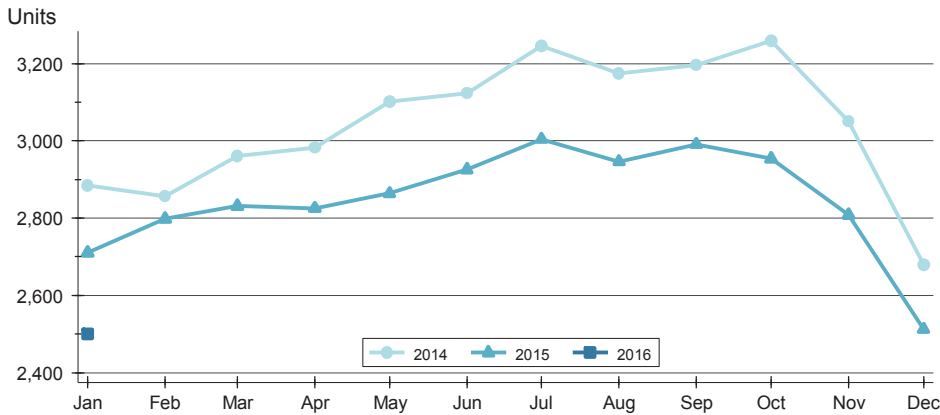
A total of 2,500 homes were available for sale in South Central Kansas at the end of January. This represents a 4.7 months' supply of active listings.

The median list price of homes on the market at the end of January was \$137,500, up 2.7% from 2015. The typical time on market for active listings was 89 days, up from 80 days a year earlier.

ACTIVE LISTINGS ANALYSIS

BY MONTH >>

**ENTIRE MLS SYSTEM
ALL HOMES
AS OF 2/14/2016**



| Month | 2014 | 2015 | 2016 |
|-----------|-------|-------|-------|
| January | 2,885 | 2,710 | 2,500 |
| February | 2,857 | 2,798 | |
| March | 2,961 | 2,831 | |
| April | 2,982 | 2,825 | |
| May | 3,101 | 2,864 | |
| June | 3,123 | 2,926 | |
| July | 3,245 | 3,004 | |
| August | 3,175 | 2,946 | |
| September | 3,196 | 2,991 | |
| October | 3,259 | 2,954 | |
| November | 3,051 | 2,808 | |
| December | 2,680 | 2,512 | |

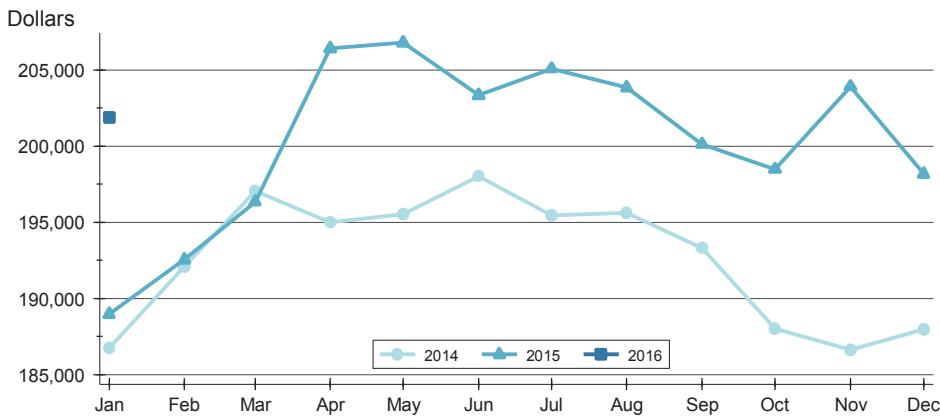
BY PRICE RANGE >>

| 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 | 71 | 2.8% | 941 | 3.6 | 13,258 | 14,900 | 106 | 60 | 90.4% | 100.0% |
| \$25,000-\$49,999 | 215 | 8.6% | 8,724 | 3.6 | 40,577 | 41,500 | 105 | 76 | 94.9% | 100.0% |
| \$50,000-\$99,999 | 687 | 27.5% | 50,352 | 4.9 | 73,293 | 72,000 | 117 | 88 | 96.1% | 100.0% |
| \$100,000-\$124,999 | 155 | 6.2% | 17,697 | 3.3 | 114,172 | 115,000 | 101 | 80 | 97.2% | 100.0% |
| \$125,000-\$149,999 | 211 | 8.4% | 28,948 | 3.5 | 137,194 | 137,000 | 100 | 68 | 97.7% | 100.0% |
| \$150,000-\$174,999 | 128 | 5.1% | 20,766 | 2.3 | 162,236 | 160,000 | 93 | 82 | 98.0% | 100.0% |
| \$175,000-\$199,999 | 169 | 6.8% | 31,826 | 4.7 | 188,317 | 189,250 | 109 | 74 | 98.6% | 100.0% |
| \$200,000-\$249,999 | 240 | 9.6% | 54,433 | 5.3 | 226,804 | 226,000 | 131 | 100 | 99.0% | 100.0% |
| \$250,000-\$299,999 | 177 | 7.1% | 48,721 | 7.1 | 275,260 | 274,900 | 146 | 101 | 98.2% | 100.0% |
| \$300,000 and up | 422 | 16.9% | 237,284 | 10.6 | 562,285 | 432,366 | 173 | 123 | 98.2% | 100.0% |
| All price ranges | 2,500 | 100.0% | 504,739 | 4.7 | 201,896 | 137,500 | 124 | 89 | 97.1% | 100.0% |

ACTIVE LISTINGS ANALYSIS

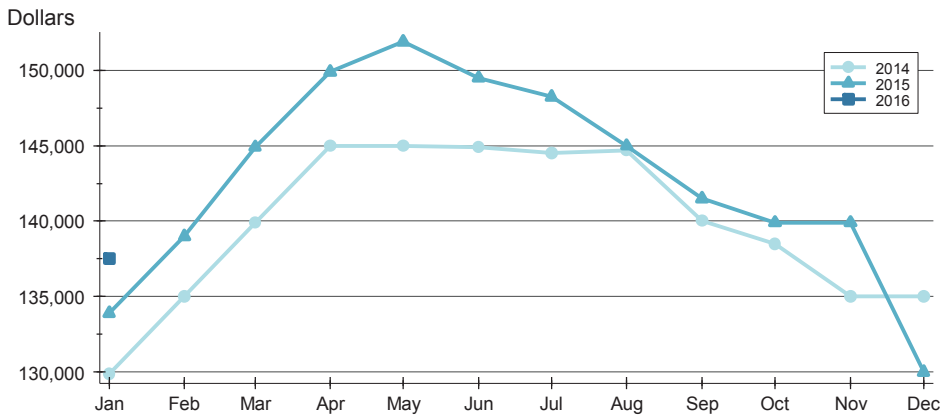
**ENTIRE MLS SYSTEM
ALL HOMES
AS OF 2/14/2016**

AVERAGE PRICE >>



| Month | 2014 | 2015 | 2016 |
|-----------|---------|---------|---------|
| January | 186,754 | 188,970 | 201,896 |
| February | 192,103 | 192,547 | |
| March | 197,034 | 196,355 | |
| April | 194,992 | 206,422 | |
| May | 195,523 | 206,806 | |
| June | 198,032 | 203,356 | |
| July | 195,462 | 205,102 | |
| August | 195,631 | 203,861 | |
| September | 193,291 | 200,121 | |
| October | 188,003 | 198,492 | |
| November | 186,628 | 203,927 | |
| December | 187,982 | 198,170 | |

MEDIAN PRICE >>

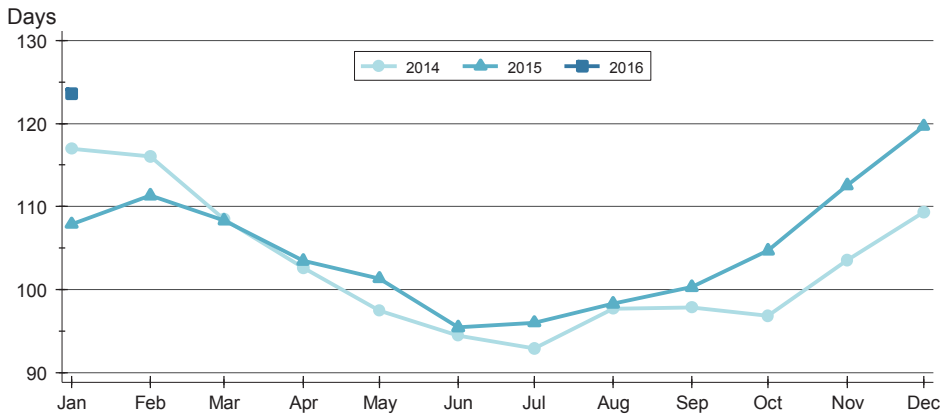


| Month | 2014 | 2015 | 2016 |
|-----------|---------|---------|---------|
| January | 129,900 | 133,900 | 137,500 |
| February | 135,000 | 139,000 | |
| March | 139,900 | 144,900 | |
| April | 145,000 | 149,900 | |
| May | 145,000 | 151,900 | |
| June | 144,900 | 149,500 | |
| July | 144,500 | 148,250 | |
| August | 144,700 | 145,000 | |
| September | 140,000 | 141,500 | |
| October | 138,500 | 139,900 | |
| November | 135,000 | 139,900 | |
| December | 135,000 | 130,000 | |

ACTIVE LISTINGS ANALYSIS

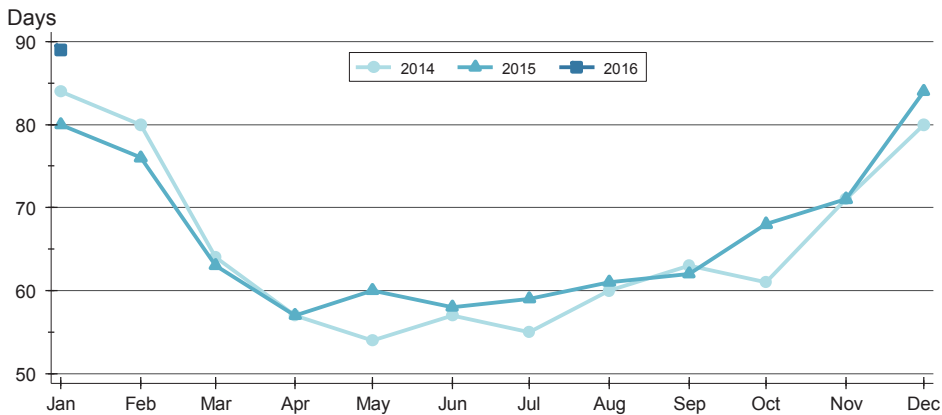
**ENTIRE MLS SYSTEM
ALL HOMES
AS OF 2/14/2016**

AVERAGE DOM >>



| Month | 2014 | 2015 | 2016 |
|-----------|------|------|------|
| January | 117 | 108 | 124 |
| February | 116 | 111 | |
| March | 109 | 108 | |
| April | 103 | 103 | |
| May | 97 | 101 | |
| June | 94 | 95 | |
| July | 93 | 96 | |
| August | 98 | 98 | |
| September | 98 | 100 | |
| October | 97 | 105 | |
| November | 104 | 113 | |
| December | 109 | 120 | |

MEDIAN DOM >>

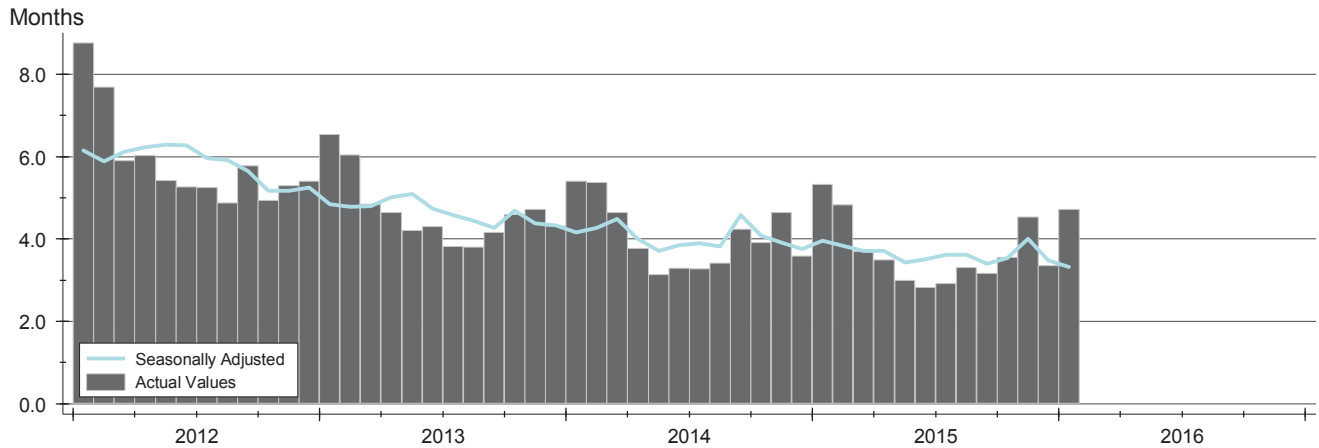


| Month | 2014 | 2015 | 2016 |
|-----------|------|------|------|
| January | 84 | 80 | 89 |
| February | 80 | 76 | |
| March | 64 | 63 | |
| April | 57 | 57 | |
| May | 54 | 60 | |
| June | 57 | 58 | |
| July | 55 | 59 | |
| August | 60 | 61 | |
| September | 63 | 62 | |
| October | 61 | 68 | |
| November | 71 | 71 | |
| December | 80 | 84 | |

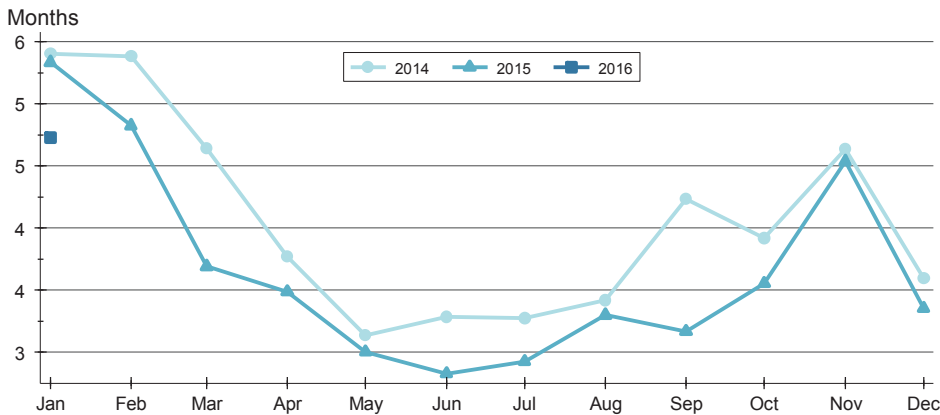
MONTHS' SUPPLY ANALYSIS

HISTORY >>

**ENTIRE MLS SYSTEM
ALL HOMES
AS OF 2/14/2016**



BY MONTH >>

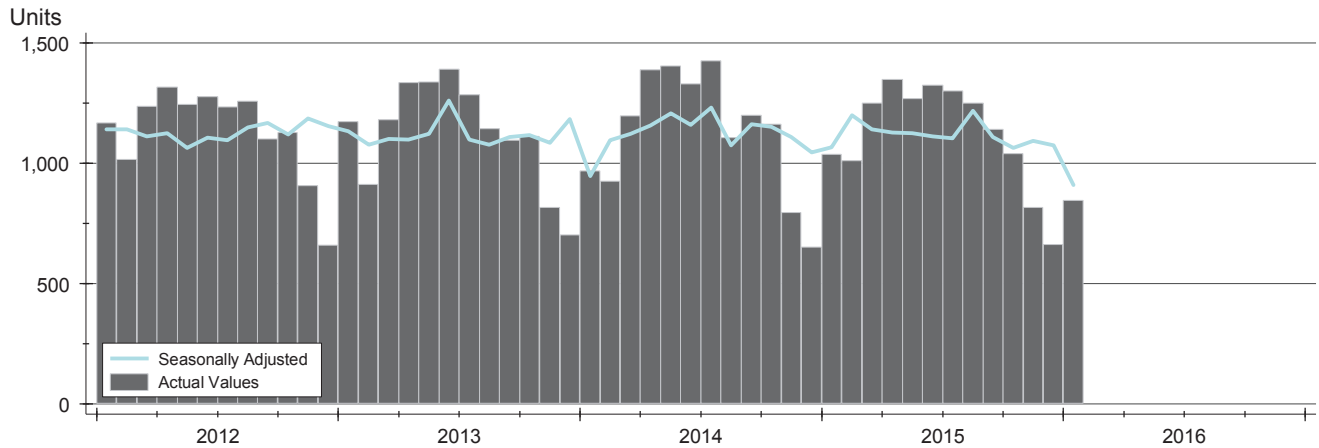


| Month | 2014 | 2015 | 2016 |
|-----------|------|------|------|
| January | 5.4 | 5.3 | 4.7 |
| February | 5.4 | 4.8 | |
| March | 4.6 | 3.7 | |
| April | 3.8 | 3.5 | |
| May | 3.1 | 3.0 | |
| June | 3.3 | 2.8 | |
| July | 3.3 | 2.9 | |
| August | 3.4 | 3.3 | |
| September | 4.2 | 3.2 | |
| October | 3.9 | 3.6 | |
| November | 4.6 | 4.5 | |
| December | 3.6 | 3.4 | |

NEW LISTINGS ANALYSIS

HISTORY >>

**ENTIRE MLS SYSTEM
ALL HOMES
AS OF 2/14/2016**



SUMMARY

| Summary Statistics for New Listings | | January | | |
|-------------------------------------|--------------------|----------------|---------|--------|
| | | 2016 | 2015 | Change |
| Current Month | New Listings | 846 | 1,038 | -18.5% |
| | Volume (1,000s) | 144,247 | 170,964 | -15.6% |
| | Average List Price | 170,504 | 164,705 | 3.5% |
| | Median List Price | 134,900 | 128,950 | 4.6% |
| YTD | New Listings | 846 | 1,038 | -18.5% |
| | Volume (1,000s) | 144,247 | 170,964 | -15.6% |
| | Average List Price | 170,504 | 164,705 | 3.5% |
| | Median List Price | 134,900 | 128,950 | 4.6% |

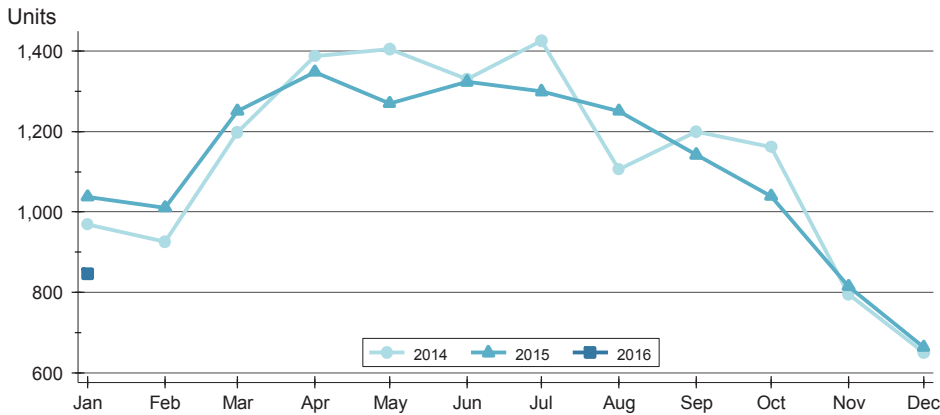
A total of 846 new listings were added in South Central Kansas during January, down 18.5% from the same month in 2015.

The median list price of these homes was \$134,900 up from \$128,950 in 2015.

NEW LISTINGS ANALYSIS

**ENTIRE MLS SYSTEM
ALL HOMES
AS OF 2/14/2016**

BY MONTH >>



| Month | 2014 | 2015 | 2016 |
|-----------|-------|-------|------|
| January | 969 | 1,038 | 846 |
| February | 926 | 1,011 | |
| March | 1,198 | 1,251 | |
| April | 1,388 | 1,348 | |
| May | 1,405 | 1,270 | |
| June | 1,330 | 1,324 | |
| July | 1,426 | 1,300 | |
| August | 1,106 | 1,251 | |
| September | 1,200 | 1,142 | |
| October | 1,161 | 1,039 | |
| November | 795 | 815 | |
| December | 650 | 663 | |

BY PRICE RANGE >>

| Price Range | New Listings | | | List Price | |
|---------------------|--------------|---------|---------|------------|---------|
| | Number | Percent | Volume | Average | Median |
| Below \$25,000 | 22 | 2.6% | 232 | 10,547 | 4,648 |
| \$25,000-\$49,999 | 70 | 8.3% | 2,722 | 38,883 | 39,900 |
| \$50,000-\$99,999 | 197 | 23.3% | 14,963 | 75,952 | 76,000 |
| \$100,000-\$124,999 | 74 | 8.7% | 8,541 | 115,422 | 116,450 |
| \$125,000-\$149,999 | 108 | 12.8% | 14,856 | 137,553 | 135,000 |
| \$150,000-\$174,999 | 66 | 7.8% | 10,707 | 162,232 | 159,950 |
| \$175,000-\$199,999 | 60 | 7.1% | 11,326 | 188,760 | 189,700 |
| \$200,000-\$249,999 | 76 | 9.0% | 16,981 | 223,435 | 224,900 |
| \$250,000-\$299,999 | 49 | 5.8% | 13,513 | 275,780 | 275,000 |
| \$300,000 and up | 92 | 10.9% | 44,950 | 488,586 | 399,950 |
| All price ranges | 846 | 100.0% | 144,247 | 170,504 | 134,900 |



JANUARY 2016 >>

SOUTH CENTRAL KANSAS MLS STATISTICS

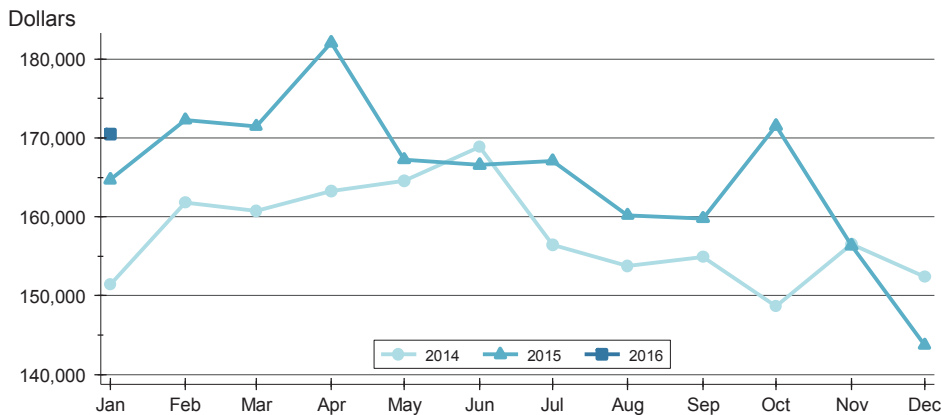


South Central Kansas MLS

NEW LISTINGS ANALYSIS

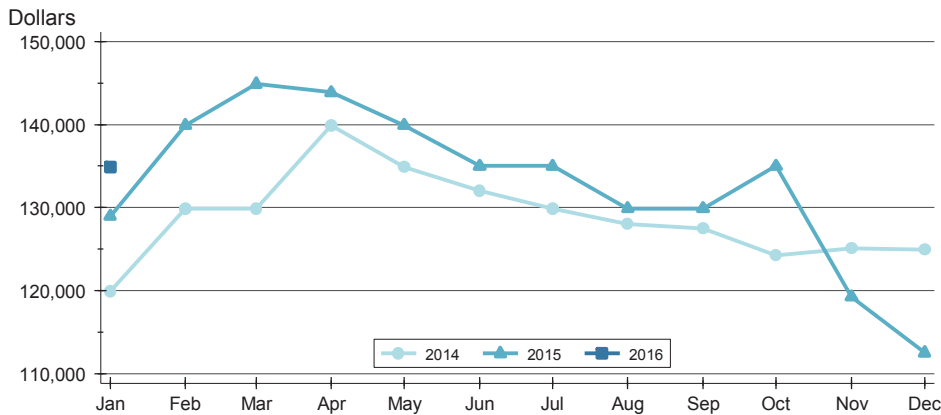
ENTIRE MLS SYSTEM
ALL HOMES
AS OF 2/14/2016

AVERAGE PRICE >>



| Month | 2014 | 2015 | 2016 |
|-----------|---------|---------|---------|
| January | 151,420 | 164,705 | 170,504 |
| February | 161,774 | 172,270 | |
| March | 160,744 | 171,492 | |
| April | 163,252 | 182,085 | |
| May | 164,562 | 167,236 | |
| June | 168,892 | 166,578 | |
| July | 156,405 | 167,068 | |
| August | 153,757 | 160,205 | |
| September | 154,909 | 159,790 | |
| October | 148,673 | 171,503 | |
| November | 156,557 | 156,340 | |
| December | 152,345 | 143,710 | |

MEDIAN PRICE >>

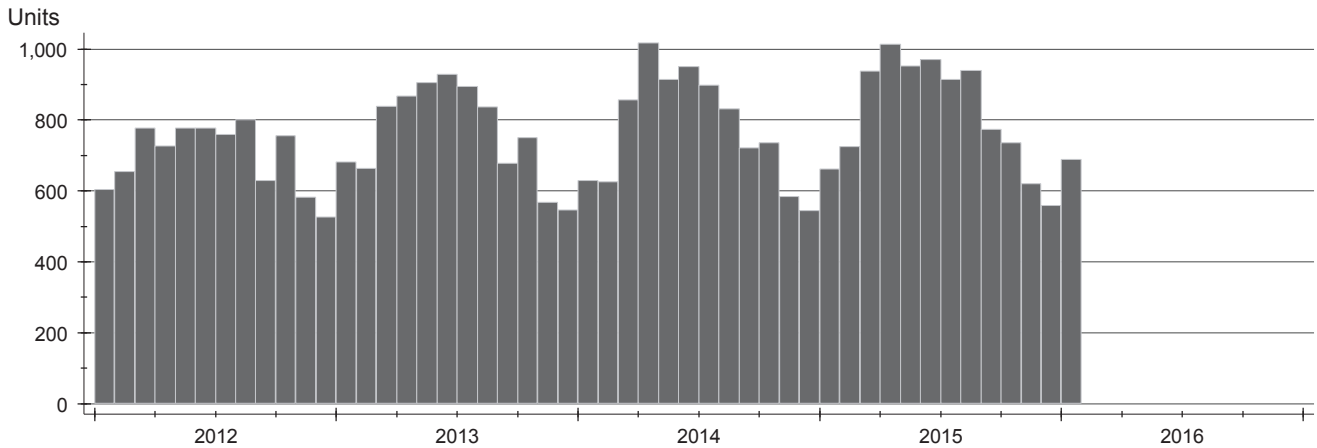


| Month | 2014 | 2015 | 2016 |
|-----------|---------|---------|---------|
| January | 119,950 | 128,950 | 134,900 |
| February | 129,900 | 139,900 | |
| March | 129,900 | 144,900 | |
| April | 139,900 | 143,875 | |
| May | 134,900 | 139,900 | |
| June | 132,000 | 135,000 | |
| July | 129,900 | 135,000 | |
| August | 128,000 | 129,900 | |
| September | 127,500 | 129,900 | |
| October | 124,250 | 135,000 | |
| November | 125,080 | 119,250 | |
| December | 124,900 | 112,500 | |

CONTRACTS WRITTEN ANALYSIS

HISTORY >>

**ENTIRE MLS SYSTEM
ALL HOMES
AS OF 2/14/2016**



SUMMARY >>

| Summary Statistics for Contracts Written | | January | | | Year-to-Date | | |
|--|---------------------|----------------|---------|--------|----------------|---------|--------|
| | | 2016 | 2015 | Change | 2016 | 2015 | Change |
| Contracts Written | | 689 | 661 | 4.2% | 689 | 661 | 4.2% |
| Volume (1,000s) | | 105,759 | 103,099 | 2.6% | 105,759 | 103,099 | 2.6% |
| Average | List Price | 153,497 | 155,975 | -1.6% | 153,497 | 155,975 | -1.6% |
| | Days on Market | 72 | 74 | -2.9% | 72 | 74 | -2.9% |
| | Percent of Original | 96.0% | 93.4% | 2.7% | 96.0% | 93.4% | 2.7% |
| Median | List Price | 125,000 | 131,750 | -5.1% | 125,000 | 131,750 | -5.1% |
| | Days on Market | 43 | 55 | -21.8% | 43 | 55 | -21.8% |
| | Percent of Original | 100.0% | 95.6% | 4.6% | 100.0% | 95.6% | 4.6% |

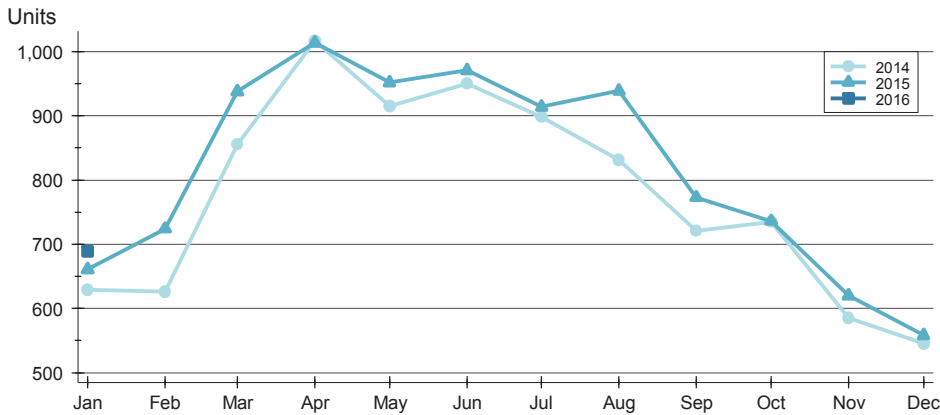
A total of 689 contracts for sale were written in South Central Kansas during the month of January, up from 661 in 2015. The median list price of these homes was \$125,000, down from \$131,750 the prior year.

Half of the homes that went under contract in January were on the market less than 43 days, compared to 55 days in January 2015.

CONTRACTS WRITTEN ANALYSIS

BY MONTH >>

**ENTIRE MLS SYSTEM
ALL HOMES
AS OF 2/14/2016**



| Month | 2014 | 2015 | 2016 |
|-----------|-------|-------|------|
| January | 629 | 661 | 689 |
| February | 626 | 724 | |
| March | 856 | 938 | |
| April | 1,017 | 1,014 | |
| May | 915 | 952 | |
| June | 950 | 971 | |
| July | 898 | 914 | |
| August | 832 | 939 | |
| September | 721 | 773 | |
| October | 735 | 736 | |
| November | 585 | 620 | |
| December | 545 | 558 | |

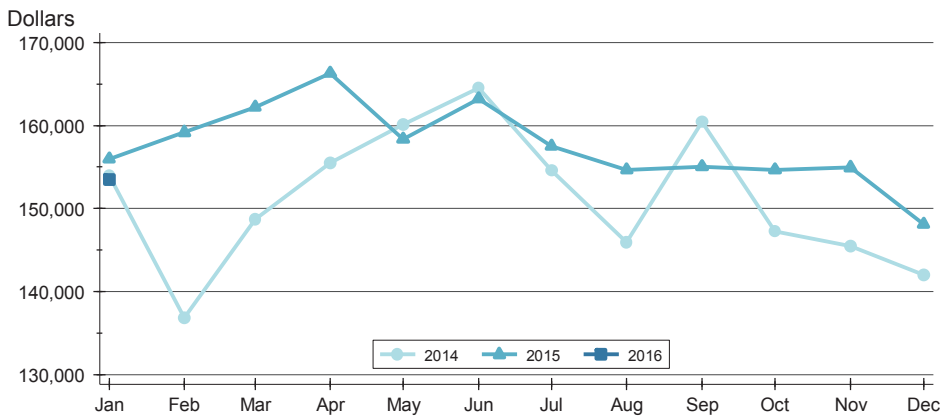
BY PRICE RANGE >>

| 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 | 2.2% | 276 | 18,379 | 19,000 | 51 | 22 | 88.9% | 100.0% |
| \$25,000-\$49,999 | 56 | 8.1% | 2,106 | 37,604 | 38,500 | 60 | 33 | 90.0% | 100.0% |
| \$50,000-\$99,999 | 180 | 26.1% | 13,735 | 76,307 | 76,950 | 64 | 49 | 95.0% | 100.0% |
| \$100,000-\$124,999 | 83 | 12.0% | 9,553 | 115,096 | 117,000 | 54 | 42 | 97.2% | 100.0% |
| \$125,000-\$149,999 | 91 | 13.2% | 12,490 | 137,256 | 135,000 | 52 | 26 | 97.2% | 100.0% |
| \$150,000-\$174,999 | 65 | 9.4% | 10,566 | 162,549 | 162,500 | 64 | 43 | 97.7% | 100.0% |
| \$175,000-\$199,999 | 45 | 6.5% | 8,497 | 188,825 | 189,000 | 84 | 57 | 97.3% | 100.0% |
| \$200,000-\$249,999 | 56 | 8.1% | 12,378 | 221,038 | 220,000 | 73 | 44 | 98.3% | 100.0% |
| \$250,000-\$299,999 | 34 | 4.9% | 9,283 | 273,030 | 269,950 | 135 | 82 | 97.2% | 100.0% |
| \$300,000 and up | 54 | 7.8% | 25,340 | 469,264 | 372,450 | 144 | 106 | 96.6% | 100.0% |
| All price ranges | 689 | 100.0% | 105,759 | 153,497 | 125,000 | 72 | 43 | 96.0% | 100.0% |

CONTRACTS WRITTEN ANALYSIS

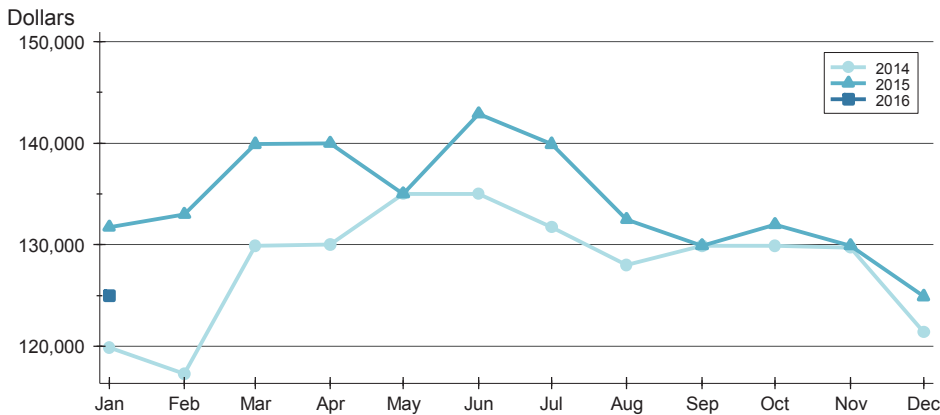
**ENTIRE MLS SYSTEM
ALL HOMES
AS OF 2/14/2016**

AVERAGE PRICE »



| Month | 2014 | 2015 | 2016 |
|-----------|---------|---------|---------|
| January | 153,926 | 155,975 | 153,497 |
| February | 136,796 | 159,199 | |
| March | 148,693 | 162,242 | |
| April | 155,505 | 166,301 | |
| May | 160,105 | 158,379 | |
| June | 164,515 | 163,236 | |
| July | 154,571 | 157,512 | |
| August | 145,938 | 154,651 | |
| September | 160,429 | 155,044 | |
| October | 147,207 | 154,669 | |
| November | 145,455 | 154,935 | |
| December | 141,991 | 148,128 | |

MEDIAN PRICE »

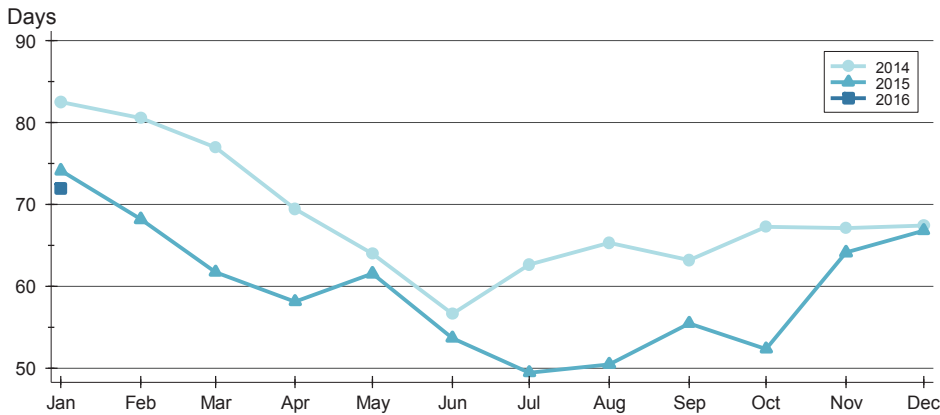


| Month | 2014 | 2015 | 2016 |
|-----------|---------|---------|---------|
| January | 119,900 | 131,750 | 125,000 |
| February | 117,315 | 133,000 | |
| March | 129,900 | 139,900 | |
| April | 130,000 | 140,000 | |
| May | 135,000 | 135,000 | |
| June | 135,000 | 142,900 | |
| July | 131,700 | 139,900 | |
| August | 128,000 | 132,500 | |
| September | 129,900 | 129,900 | |
| October | 129,900 | 132,000 | |
| November | 129,675 | 129,900 | |
| December | 121,400 | 124,900 | |

CONTRACTS WRITTEN ANALYSIS

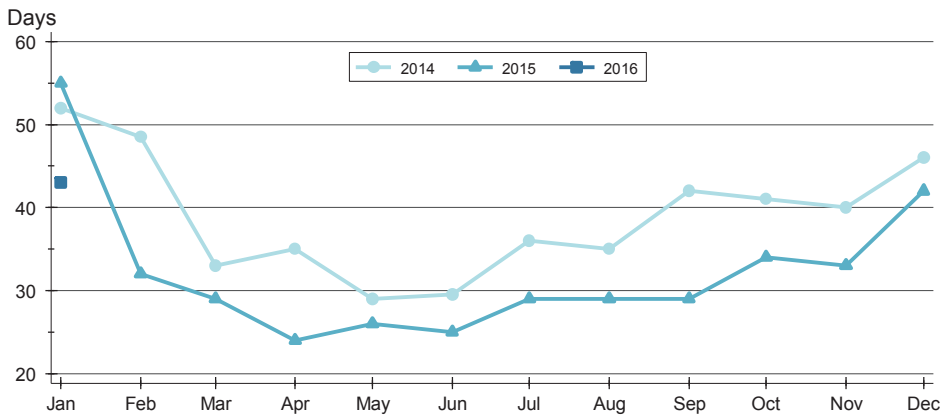
**ENTIRE MLS SYSTEM
ALL HOMES
AS OF 2/14/2016**

AVERAGE DOM >>



| Month | 2014 | 2015 | 2016 |
|-----------|------|------|------|
| January | 83 | 74 | 72 |
| February | 81 | 68 | |
| March | 77 | 62 | |
| April | 69 | 58 | |
| May | 64 | 62 | |
| June | 57 | 54 | |
| July | 63 | 49 | |
| August | 65 | 50 | |
| September | 63 | 55 | |
| October | 67 | 52 | |
| November | 67 | 64 | |
| December | 67 | 67 | |

MEDIAN DOM >>

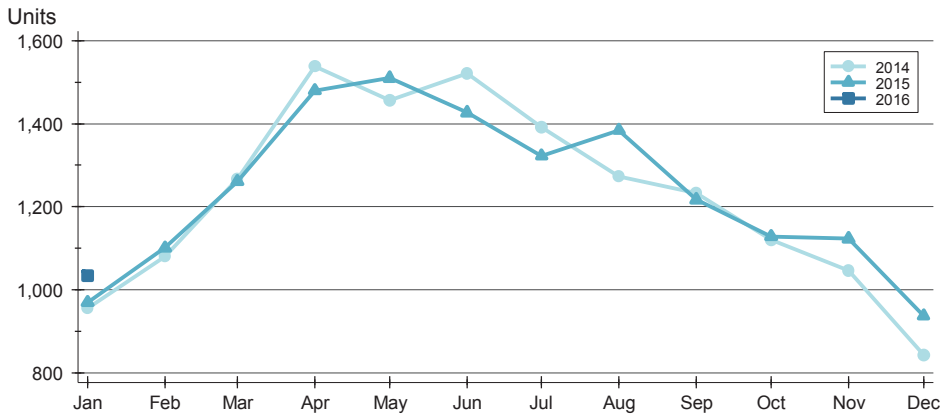


| Month | 2014 | 2015 | 2016 |
|-----------|------|------|------|
| January | 52 | 55 | 43 |
| February | 49 | 32 | |
| March | 33 | 29 | |
| April | 35 | 24 | |
| May | 29 | 26 | |
| June | 30 | 25 | |
| July | 36 | 29 | |
| August | 35 | 29 | |
| September | 42 | 29 | |
| October | 41 | 34 | |
| November | 40 | 33 | |
| December | 46 | 42 | |

PENDING CONTRACTS ANALYSIS

**ENTIRE MLS SYSTEM
ALL HOMES
AS OF 2/14/2016**

BY MONTH >>



| Month | 2014 | 2015 | 2016 |
|-----------|-------|-------|-------|
| January | 955 | 969 | 1,034 |
| February | 1,080 | 1,101 | 1,101 |
| March | 1,267 | 1,261 | 1,261 |
| April | 1,539 | 1,480 | 1,480 |
| May | 1,456 | 1,510 | 1,510 |
| June | 1,522 | 1,427 | 1,427 |
| July | 1,391 | 1,323 | 1,323 |
| August | 1,273 | 1,384 | 1,384 |
| September | 1,233 | 1,217 | 1,217 |
| October | 1,120 | 1,128 | 1,128 |
| November | 1,046 | 1,123 | 1,123 |
| December | 842 | 937 | 937 |

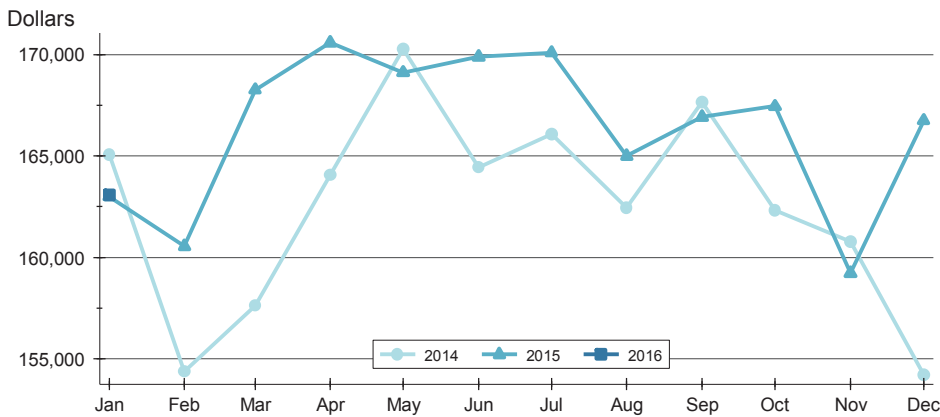
BY PRICE RANGE >>

| Price Range | Contracts Pending | | | List Price | | Days on Market | | List as % Orig. | |
|---------------------|-------------------|---------|---------|------------|---------|----------------|--------|-----------------|--------|
| | Number | Percent | Volume | Average | Median | Average | Median | Average | Median |
| Below \$25,000 | 14 | 1.4% | 240 | 17,121 | 18,450 | 61 | 32 | 89.7% | 100.0% |
| \$25,000-\$49,999 | 75 | 7.3% | 2,884 | 38,449 | 39,900 | 78 | 42 | 91.4% | 100.0% |
| \$50,000-\$99,999 | 266 | 25.7% | 20,493 | 77,041 | 78,500 | 68 | 50 | 96.7% | 100.0% |
| \$100,000-\$124,999 | 120 | 11.6% | 13,829 | 115,241 | 117,000 | 54 | 37 | 97.9% | 100.0% |
| \$125,000-\$149,999 | 121 | 11.7% | 16,654 | 137,638 | 136,900 | 41 | 24 | 98.1% | 100.0% |
| \$150,000-\$174,999 | 95 | 9.2% | 15,467 | 162,814 | 164,900 | 68 | 39 | 98.0% | 100.0% |
| \$175,000-\$199,999 | 69 | 6.7% | 13,059 | 189,260 | 189,000 | 77 | 54 | 98.2% | 100.0% |
| \$200,000-\$249,999 | 96 | 9.3% | 21,353 | 222,425 | 224,000 | 66 | 37 | 98.7% | 100.0% |
| \$250,000-\$299,999 | 62 | 6.0% | 16,788 | 270,775 | 268,900 | 90 | 36 | 97.9% | 100.0% |
| \$300,000 and up | 99 | 9.6% | 45,086 | 455,416 | 376,446 | 103 | 69 | 98.4% | 100.0% |
| All price ranges | 1,034 | 100.0% | 168,625 | 163,080 | 130,000 | 68 | 40 | 97.2% | 100.0% |

PENDING CONTRACTS ANALYSIS

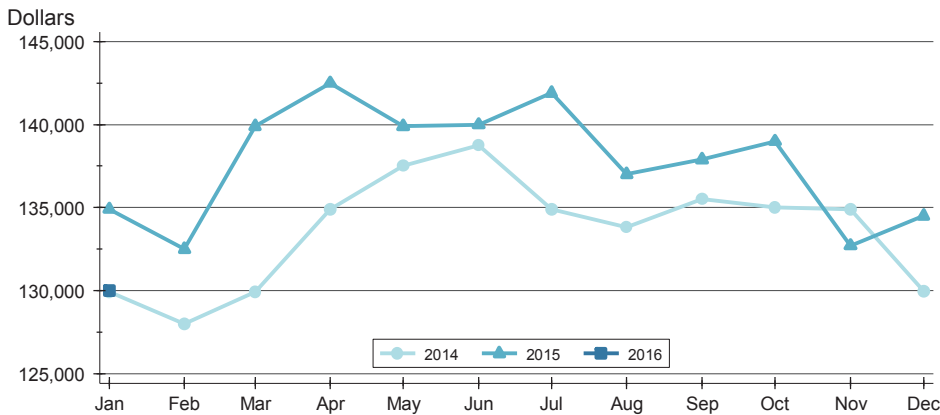
**ENTIRE MLS SYSTEM
ALL HOMES
AS OF 2/14/2016**

AVERAGE PRICE >>



| Month | 2014 | 2015 | 2016 |
|-----------|---------|---------|---------|
| January | 165,083 | 162,993 | 163,080 |
| February | 154,377 | 160,550 | |
| March | 157,614 | 168,272 | |
| April | 164,050 | 170,592 | |
| May | 170,276 | 169,126 | |
| June | 164,441 | 169,887 | |
| July | 166,067 | 170,100 | |
| August | 162,437 | 164,997 | |
| September | 167,647 | 166,919 | |
| October | 162,333 | 167,456 | |
| November | 160,785 | 159,226 | |
| December | 154,229 | 166,746 | |

MEDIAN PRICE >>

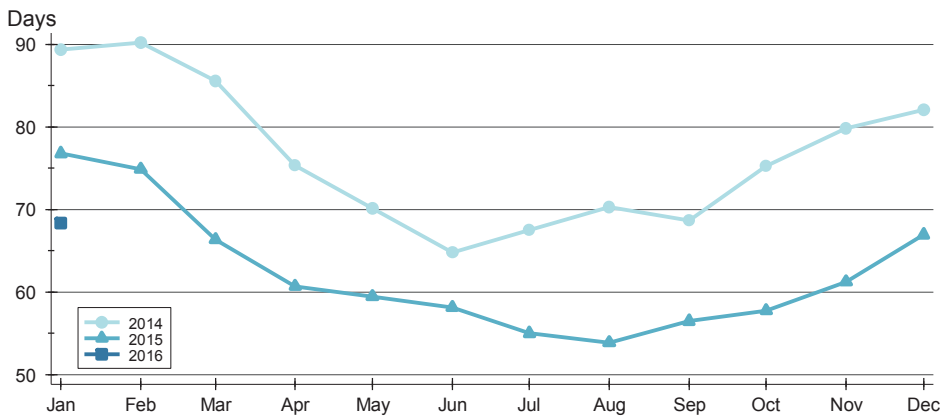


| Month | 2014 | 2015 | 2016 |
|-----------|---------|---------|---------|
| January | 129,900 | 134,900 | 130,000 |
| February | 128,000 | 132,500 | |
| March | 129,900 | 139,900 | |
| April | 134,900 | 142,500 | |
| May | 137,500 | 139,900 | |
| June | 138,750 | 140,000 | |
| July | 134,900 | 141,900 | |
| August | 133,800 | 137,000 | |
| September | 135,500 | 137,900 | |
| October | 135,000 | 139,000 | |
| November | 134,900 | 132,700 | |
| December | 129,950 | 134,500 | |

PENDING CONTRACTS ANALYSIS

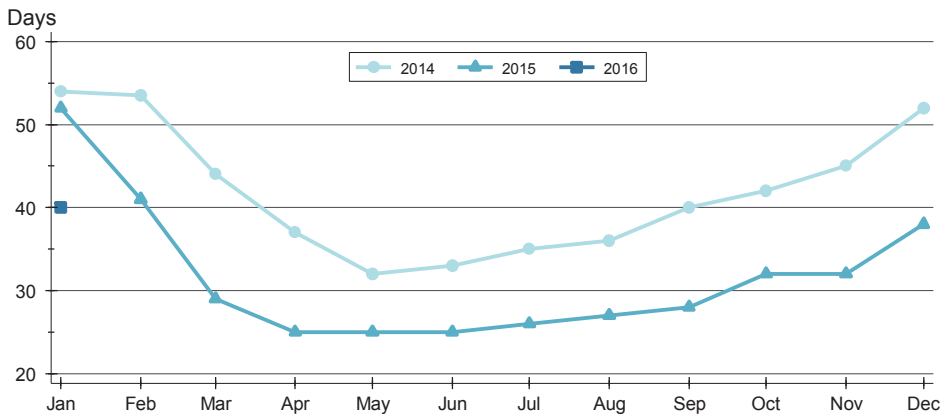
**ENTIRE MLS SYSTEM
ALL HOMES
AS OF 2/14/2016**

AVERAGE DOM >>



| Month | 2014 | 2015 | 2016 |
|-----------|------|------|------|
| January | 89 | 77 | 68 |
| February | 90 | 75 | 75 |
| March | 86 | 66 | 66 |
| April | 75 | 61 | 61 |
| May | 70 | 59 | 59 |
| June | 65 | 58 | 58 |
| July | 67 | 55 | 55 |
| August | 70 | 54 | 54 |
| September | 69 | 56 | 56 |
| October | 75 | 58 | 58 |
| November | 80 | 61 | 61 |
| December | 82 | 67 | 67 |

MEDIAN DOM >>



| Month | 2014 | 2015 | 2016 |
|-----------|------|------|------|
| January | 54 | 52 | 40 |
| February | 54 | 41 | 41 |
| March | 44 | 29 | 29 |
| April | 37 | 25 | 25 |
| May | 32 | 25 | 25 |
| June | 33 | 25 | 25 |
| July | 35 | 26 | 26 |
| August | 36 | 27 | 27 |
| September | 40 | 28 | 28 |
| October | 42 | 32 | 32 |
| November | 45 | 32 | 32 |
| December | 52 | 38 | 38 |



South Central Kansas MLS

South Central Kansas MLS

170 W. Dewey, Wichita, KS 67202

www.sckrealtors.com

February 15, 2016

South Central Kansas Multiple Listing Service Releases Home Sales Figures for January 2016

Homes sales in South Central Kansas rose by 4.1% in January compared to the prior year. Sales in January 2016 totaled 529 units, up from 508 in 2015.

Among existing homes, 503 units sold in January, an increase of 5.2% from 478 units that sold in 2015. The average sale price of existing homes was \$144,250. This represents an increase of 10.8% from the January 2015 average price of \$130,164.

For new construction, 26 sales occurred in January, down from 30 units the prior year, a decrease of 13.3%. The average sale price of new homes in January was \$315,576, up 5.0% from the same period last year.

A total of 689 contracts for sale were written in January 2016, up from 661 in January 2015. This is an increase of 4.2%. Contracts written during the month reflect, in part, sales that are set to close in the near future.

The inventory of active listings in South Central Kansas stood at 2,500 units at the end of January, which is down from 2,710 homes that were on the market at the end of January last year. At the current rate of sales, this figure represents 4.7 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.

