

**WICHITA  
MARKET  
TRENDS**

**OCTOBER  
2016**



*The Standard for Excellence.™*

## MARKET OVERVIEW >>

### South Central Kansas Home Sales Fell in October

Total home sales in South Central Kansas fell last month to 827 units, compared to 833 units in October 2015. Total sales volume was \$132.6 million, up from a year earlier.

The median sale price in October was \$138,000, up from \$125,000 a year earlier. Homes that sold in October were typically on the market for 24 days and sold for 98.9% of their list prices.

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

The total number of active listings in South Central Kansas at the end of October was 2,673 units, down from 2,954 at the same point in 2015. This represents a 3.2 months' supply of homes available for sale. The median list price of homes on the market at the end of October was \$150,000.

During October, a total of 770 contracts were written up from 748 in October 2015. At the end of the month, there were 1,177 contracts pending, compared to 1,128 at the end of October 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.

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Entire MLS System		October		
Summary Statistics		2016	2015	Change
Home Sales		<b>827</b>	833	-0.7%
Active Listings		<b>2,673</b>	2,954	-9.5%
Months' Supply		<b>3.2</b>	3.5	-8.9%
New Listings		<b>984</b>	1,050	-6.3%
Contracts Written		<b>770</b>	748	2.9%
Pending Contracts		<b>1,177</b>	1,128	4.3%
Sales Volume (1,000s)		<b>132,560</b>	125,330	5.8%
Average	Sale Price	<b>160,290</b>	150,456	6.5%
	List Price of Actives	<b>209,842</b>	198,492	5.7%
	Days on Market	<b>51</b>	52	-2.8%
	Percent of List	<b>97.4%</b>	96.9%	0.5%
	Percent of Original	<b>94.9%</b>	94.0%	1.0%
Median	Sale Price	<b>138,000</b>	125,000	10.4%
	List Price of Actives	<b>150,000</b>	139,900	7.2%
	Days on Market	<b>24</b>	29	-17.2%
	Percent of List	<b>98.9%</b>	98.3%	0.6%
	Percent of Original	<b>97.2%</b>	96.5%	0.7%

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## MARKET OVERVIEW STATISTICS

ENTIRE MLS SYSTEM  
BREAKDOWNS BY HOME TYPE  
AS OF 11/8/2016

### SUMMARY >>

October MLS Statistics By Property Type		2016			2015			2014			
		Total	Existing	New	Total	Existing	New	Total	Existing	New	
Home Sales		<b>827</b>	<b>764</b>	<b>63</b>	833	783	50	832	777	55	
	Change from prior year	-0.7%	-2.4%	26.0%	0.1%	0.8%	-9.1%	12.0%	12.6%	3.8%	
Active Listings		<b>2,673</b>	<b>2,372</b>	<b>301</b>	2,954	2,648	306	3,259	2,970	289	
	Change from prior year	-9.5%	-10.4%	-1.6%	-9.4%	-10.8%	5.9%	-4.5%	-5.6%	8.6%	
Months' Supply		<b>3.2</b>	<b>3.1</b>	<b>4.8</b>	3.5	3.4	6.1	3.9	3.8	5.3	
	Change from prior year	-8.9%	-8.2%	-21.9%	-9.5%	-11.5%	16.5%	-14.7%	-16.1%	4.7%	
New Listings		<b>984</b>	<b>904</b>	<b>80</b>	1,050	977	73	1,161	1,121	40	
	Change from prior year	-6.3%	-7.5%	9.6%	-9.6%	-12.8%	82.5%	4.3%	5.8%	-24.5%	
Contracts Written		<b>770</b>	<b>733</b>	<b>37</b>	748	697	51	735	697	38	
	Change from prior year	2.9%	5.2%	-27.5%	1.8%	0.0%	34.2%	-2.0%	-1.7%	-7.3%	
Pending Contracts		<b>1,177</b>	<b>1,057</b>	<b>120</b>	1,128	1,018	110	1,120	998	122	
	Change from prior year	4.3%	3.8%	9.1%	0.7%	2.0%	-9.8%	-0.1%	-1.9%	17.3%	
Sales Volume (1,000s)		<b>132,560</b>	<b>114,317</b>	<b>18,243</b>	125,330	110,214	15,117	121,811	104,434	17,377	
	Change from prior year	5.8%	3.7%	20.7%	2.9%	5.5%	-13.0%	26.0%	28.3%	14.0%	
Average	Sale Price	<b>160,290</b>	<b>149,630</b>	<b>289,569</b>	150,456	140,758	302,330	146,408	134,407	315,953	
		Change from prior year	6.5%	6.3%	-4.2%	2.8%	4.7%	-4.3%	12.6%	13.9%	9.8%
	List Price of Actives	<b>209,842</b>	<b>197,238</b>	<b>307,577</b>	198,492	183,090	330,311	188,003	176,604	303,027	
		Change from prior year	5.7%	7.7%	-6.9%	5.6%	3.7%	9.0%	1.4%	-1.0%	13.1%
	Days on Market	<b>51</b>	<b>49</b>	<b>68</b>	52	51	74	61	59	84	
		Change from prior year	-2.8%	-3.0%	-8.3%	-14.5%	-14.6%	-11.6%	-12.8%	-13.5%	-4.1%
Median	Percent of List	<b>97.4%</b>	<b>97.0%</b>	<b>102.0%</b>	96.9%	96.6%	101.4%	96.8%	96.4%	102.2%	
		Change from prior year	0.5%	0.4%	0.6%	0.1%	0.2%	-0.7%	0.4%	0.5%	0.5%
	Percent of Original	<b>94.9%</b>	<b>94.2%</b>	<b>102.9%</b>	94.0%	93.5%	101.9%	94.2%	93.6%	102.1%	
		Change from prior year	1.0%	0.8%	1.0%	-0.3%	-0.2%	-0.2%	1.2%	1.4%	-0.2%
	Sale Price	<b>138,000</b>	<b>130,750</b>	<b>271,219</b>	125,000	119,500	272,491	120,500	115,000	276,000	
		Change from prior year	10.4%	9.4%	-0.5%	3.7%	3.9%	-1.3%	7.0%	9.7%	5.6%
Median	List Price of Actives	<b>150,000</b>	<b>135,000</b>	<b>265,946</b>	139,900	129,500	277,954	138,500	125,250	255,000	
		Change from prior year	7.2%	4.2%	-4.3%	1.0%	3.4%	9.0%	6.6%	1.6%	18.3%
	Days on Market	<b>24</b>	<b>25</b>	<b>2</b>	29	29	1	36	36	24	
		Change from prior year	-17.2%	-13.8%	100.0%	-19.4%	-19.4%	-95.8%	-12.2%	-14.3%	380.0%
	Percent of List	<b>98.9%</b>	<b>98.4%</b>	<b>100.5%</b>	98.3%	98.1%	100.0%	98.0%	97.9%	100.4%	
		Change from prior year	0.6%	0.3%	0.5%	0.3%	0.2%	-0.4%	0.3%	0.4%	0.4%
Median	Percent of Original	<b>97.2%</b>	<b>96.7%</b>	<b>101.7%</b>	96.5%	96.2%	100.0%	96.2%	95.9%	100.7%	
		Change from prior year	0.7%	0.5%	1.7%	0.3%	0.3%	-0.7%	0.5%	0.7%	-0.3%

# YEAR-TO-DATE STATISTICS

**SUMMARY >>**

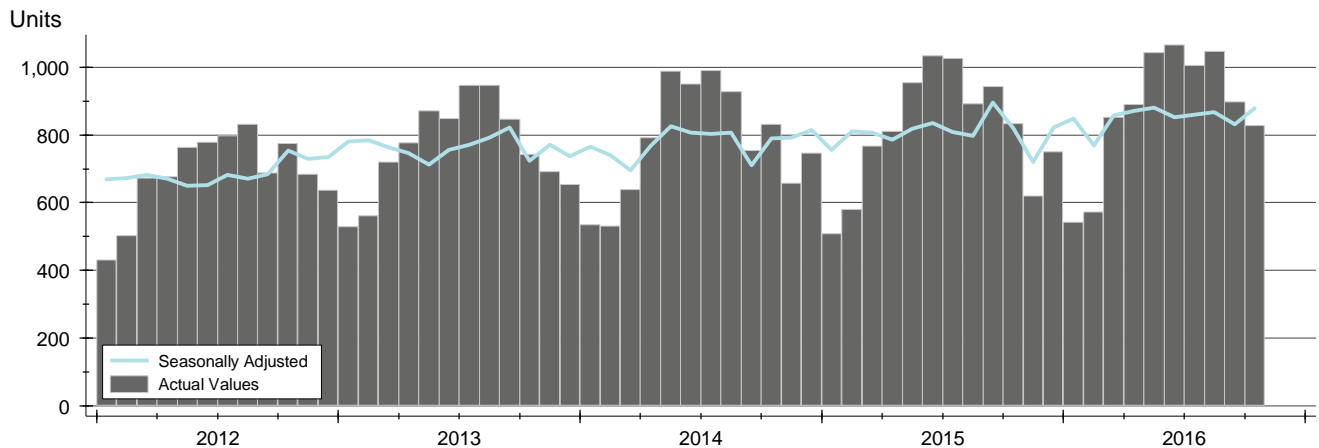
**ENTIRE MLS SYSTEM  
YTD BREAKDOWNS BY HOME TYPE  
AS OF 11/8/2016**

Year-to-Date Activity		2016			2015			2014			
By Property Type		Total	Existing	New	Total	Existing	New	Total	Existing	New	
Home Sales		<b>8,746</b>	<b>8,215</b>	<b>531</b>	8,350	7,864	486	7,938	7,455	483	
	Change from prior year	4.7%	4.5%	9.3%	5.2%	5.5%	0.6%	1.9%	1.1%	16.1%	
New Listings		<b>11,909</b>	<b>11,193</b>	<b>716</b>	12,017	11,350	667	12,109	11,641	468	
	Change from prior year	-0.9%	-1.4%	7.3%	-0.8%	-2.5%	42.5%	1.1%	1.5%	-7.7%	
Contracts Written		<b>8,984</b>	<b>8,488</b>	<b>496</b>	8,656	8,123	533	8,175	7,700	475	
	Change from prior year	3.8%	4.5%	-6.9%	5.9%	5.5%	12.2%	1.5%	1.8%	-3.1%	
Sales Volume (1,000s)		<b>1,375,963</b>	<b>1,219,588</b>	<b>156,375</b>	1,257,409	1,116,883	140,526	1,152,609	1,011,610	140,998	
	Change from prior year	9.4%	9.2%	11.3%	9.1%	10.4%	-0.3%	6.6%	4.6%	24.1%	
Average	Sale Price	<b>157,325</b>	<b>148,459</b>	<b>294,491</b>	150,588	142,025	289,148	145,201	135,696	291,921	
		Change from prior year	4.5%	4.5%	1.8%	3.7%	4.7%	-1.0%	4.7%	3.5%	6.9%
	Days on Market	<b>54</b>	<b>52</b>	<b>83</b>	59	58	89	69	67	97	
		Change from prior year	-10.0%	-10.5%	-6.1%	-13.8%	-14.2%	-8.8%	-10.3%	-11.8%	6.6%
Percent of List		<b>97.4%</b>	<b>97.1%</b>	<b>101.4%</b>	97.1%	96.8%	102.2%	96.8%	96.5%	102.1%	
		Change from prior year	0.2%	0.3%	-0.8%	0.3%	0.4%	0.1%	0.3%	0.3%	0.2%
Percent of Original		<b>95.1%</b>	<b>94.6%</b>	<b>101.7%</b>	94.7%	94.2%	102.7%	94.3%	93.7%	102.7%	
		Change from prior year	0.4%	0.5%	-0.9%	0.4%	0.5%	0.0%	0.8%	0.8%	0.2%
Median	Sale Price	<b>136,000</b>	<b>130,000</b>	<b>253,000</b>	130,000	125,000	248,363	123,000	117,500	251,500	
		Change from prior year	4.6%	4.0%	1.9%	5.7%	6.4%	-1.2%	2.5%	2.2%	5.8%
	Days on Market	<b>24</b>	<b>24</b>	<b>21</b>	31	31	31	37	36	42	
		Change from prior year	-22.6%	-22.6%	-32.3%	-16.2%	-13.9%	-26.2%	-14.0%	-18.2%	20.0%
Percent of List		<b>98.8%</b>	<b>98.5%</b>	<b>100.0%</b>	98.4%	98.1%	100.0%	98.0%	97.7%	100.0%	
		Change from prior year	0.4%	0.4%	0.0%	0.4%	0.4%	0.0%	0.2%	0.1%	0.0%
Percent of Original		<b>97.5%</b>	<b>97.1%</b>	<b>100.4%</b>	96.9%	96.6%	100.5%	96.4%	96.0%	100.7%	
		Change from prior year	0.5%	0.6%	-0.1%	0.6%	0.6%	-0.2%	0.5%	0.5%	0.0%

# SOLD LISTINGS ANALYSIS

**HISTORY** >>

**ENTIRE MLS SYSTEM  
ALL HOMES  
AS OF 11/8/2016**



**SUMMARY** >>

Summary Statistics for Sold Listings		October			Year-to-Date		
		2016	2015	Change	2016	2015	Change
Sold Listings		<b>827</b>	833	-0.7%	<b>8,746</b>	8,350	4.7%
Volume (1,000s)		<b>132,560</b>	125,330	5.8%	<b>1,375,963</b>	1,257,409	9.4%
Average	Sale Price	<b>160,290</b>	150,456	6.5%	<b>157,325</b>	150,588	4.5%
	Days on Market	<b>51</b>	52	-2.8%	<b>54</b>	59	-10.0%
	Percent of List	<b>97.4%</b>	96.9%	0.5%	<b>97.4%</b>	97.1%	0.2%
	Percent of Original	<b>94.9%</b>	94.0%	1.0%	<b>95.1%</b>	94.7%	0.4%
Median	Sale Price	<b>138,000</b>	125,000	10.4%	<b>136,000</b>	130,000	4.6%
	Days on Market	<b>24</b>	29	-17.2%	<b>24</b>	31	-22.6%
	Percent of List	<b>98.9%</b>	98.3%	0.6%	<b>98.8%</b>	98.4%	0.4%
	Percent of Original	<b>97.2%</b>	96.5%	0.7%	<b>97.5%</b>	96.9%	0.5%

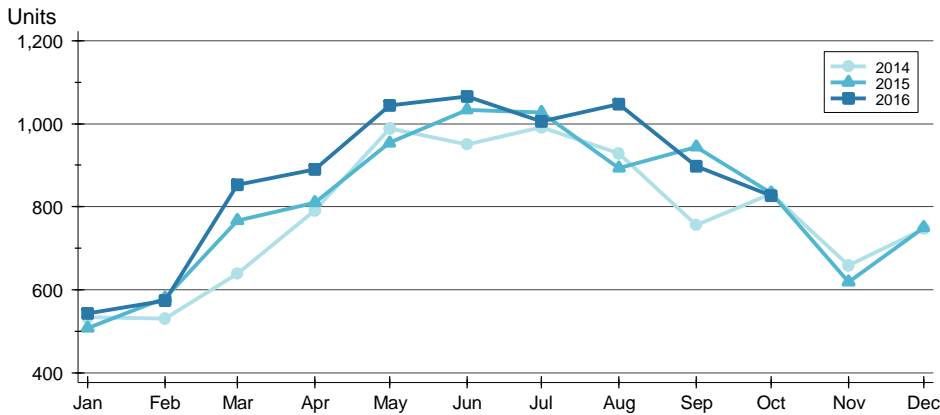
A total of 827 homes sold in South Central Kansas in October, down from 833 units in October 2015. Total sales volume rose to \$132.6 million compared to \$125.3 million in the previous year.

The median sales price in October was \$138,000, up 10.4% compared to the prior year. Median days on market was 24 days, up from 20 days in September, but down from 29 in October 2015.

**SOLD LISTINGS ANALYSIS**

**BY MONTH >>**

**ENTIRE MLS SYSTEM  
ALL HOMES  
AS OF 11/8/2016**



Month	2014	2015	2016
January	534	508	542
February	531	580	573
March	638	767	853
April	791	810	890
May	988	954	1,044
June	950	1,034	1,066
July	991	1,027	1,006
August	928	893	1,048
September	755	944	897
October	832	833	827
November	658	619	
December	746	750	

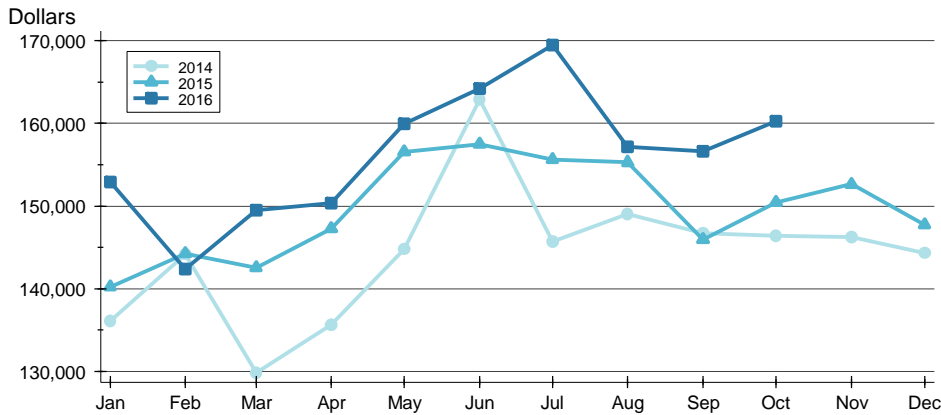
**BY PRICE RANGE >>**

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	28	3.4%	399	14,237	15,075	29	29	87.6%	85.9%	80.7%	85.7%
\$25,000-\$49,999	61	7.4%	2,253	36,942	35,000	53	40	93.3%	93.1%	88.6%	88.9%
\$50,000-\$99,999	181	21.9%	13,479	74,472	75,000	57	30	96.3%	97.7%	92.1%	94.7%
\$100,000-\$124,999	84	10.2%	9,433	112,301	112,700	39	19	97.2%	99.0%	95.0%	96.4%
\$125,000-\$149,999	125	15.1%	17,201	137,608	138,000	35	17	98.8%	100.0%	97.1%	97.9%
\$150,000-\$174,999	79	9.6%	12,821	162,289	162,000	35	12	98.6%	99.8%	97.5%	98.5%
\$175,000-\$199,999	54	6.5%	10,069	186,466	185,000	29	12	99.3%	100.0%	96.4%	100.0%
\$200,000-\$249,999	82	9.9%	18,344	223,708	224,875	43	21	98.6%	98.8%	97.2%	97.9%
\$250,000-\$299,999	52	6.3%	14,078	270,733	269,267	86	23	98.9%	99.5%	98.4%	97.7%
\$300,000-\$399,999	50	6.0%	17,287	345,731	344,036	58	41	99.2%	99.3%	97.8%	97.2%
\$400,000-\$499,999	15	1.8%	6,508	433,885	425,500	89	60	97.7%	97.8%	95.2%	95.6%
\$500,000-\$749,999	14	1.7%	8,246	589,034	566,500	190	95	96.3%	96.6%	94.9%	95.2%
\$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	2	0.2%	2,441	1,220,338	1,220,338	219	219	88.9%	88.9%	84.7%	84.7%
All price ranges	827	100.0%	132,560	160,290	138,000	51	24	97.4%	98.9%	94.9%	97.2%

**SOLD LISTINGS ANALYSIS**

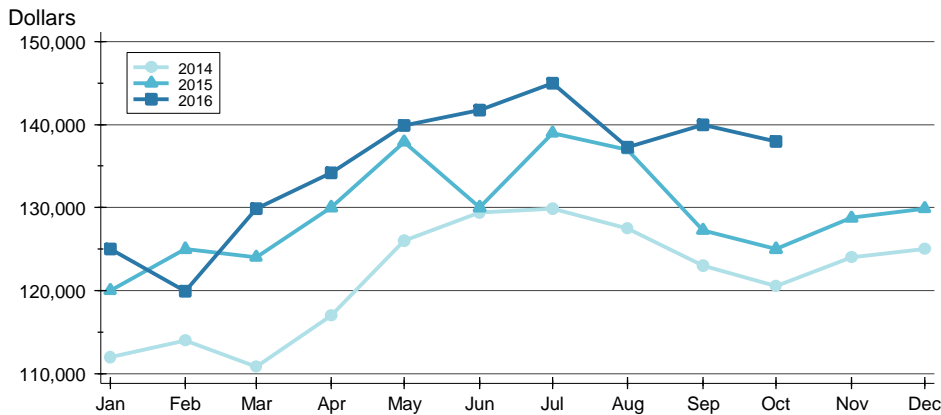
**ENTIRE MLS SYSTEM  
ALL HOMES  
AS OF 11/8/2016**

**AVERAGE PRICE** >>



Month	2014	2015	2016
January	136,123	140,224	152,928
February	144,192	144,271	142,349
March	129,893	142,575	149,496
April	135,690	147,301	150,346
May	144,809	156,574	159,948
June	162,882	157,482	164,182
July	145,715	155,639	169,426
August	149,074	155,285	157,135
September	146,735	145,953	156,632
October	146,408	150,456	160,290
November	146,228	152,640	
December	144,300	147,763	

**MEDIAN PRICE** >>

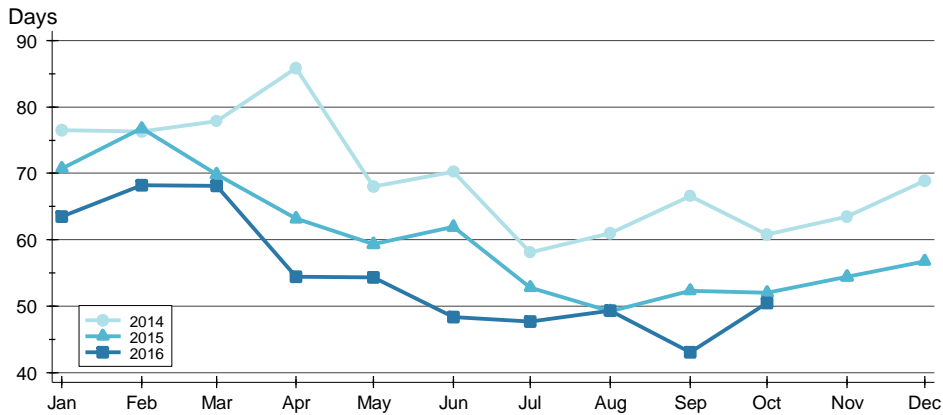


Month	2014	2015	2016
January	112,000	120,000	125,000
February	114,000	125,000	119,900
March	110,785	124,000	129,900
April	117,000	130,000	134,200
May	126,000	137,900	139,900
June	129,400	130,000	141,750
July	129,900	139,000	145,000
August	127,500	137,000	137,275
September	123,000	127,250	140,000
October	120,500	125,000	138,000
November	124,000	128,750	
December	125,000	129,900	

**SOLD LISTINGS ANALYSIS**

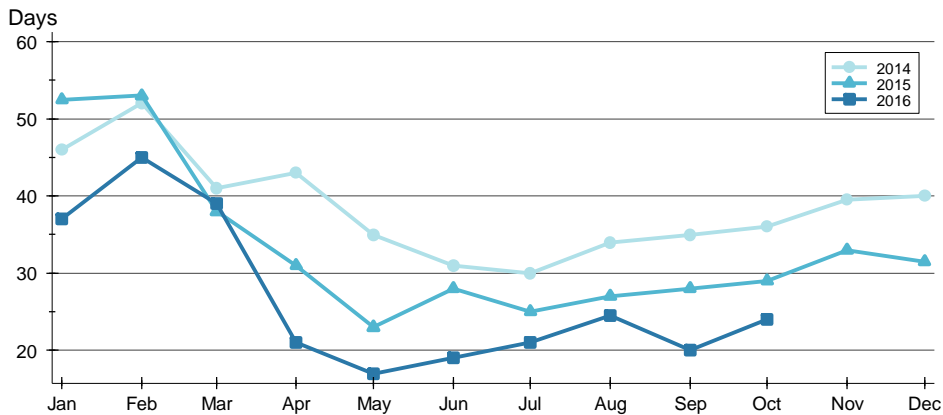
**ENTIRE MLS SYSTEM  
ALL HOMES  
AS OF 11/8/2016**

**AVERAGE DOM** >>



Month	2014	2015	2016
January	77	71	63
February	76	77	68
March	78	70	68
April	86	63	54
May	68	59	54
June	70	62	48
July	58	53	48
August	61	49	49
September	67	52	43
October	61	52	51
November	63	54	
December	69	57	

**MEDIAN DOM** >>



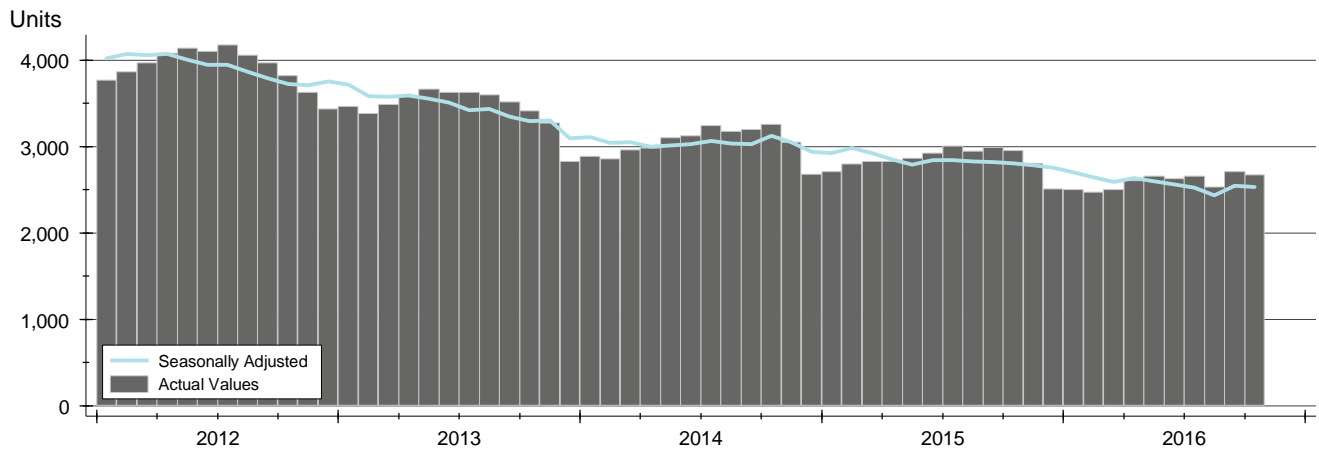
Month	2014	2015	2016
January	46	53	37
February	52	53	45
March	41	38	39
April	43	31	21
May	35	23	17
June	31	28	19
July	30	25	21
August	34	27	25
September	35	28	20
October	36	29	24
November	40	33	
December	40	32	



# ACTIVE LISTINGS ANALYSIS

**HISTORY** >>

**ENTIRE MLS SYSTEM  
ALL HOMES  
AS OF 11/8/2016**



**SUMMARY** >>

Summary Statistics for Active Listings		End of October		
		2016	2015	Change
Active Listings		<b>2,673</b>	2,954	-9.5%
Months' Supply		<b>3.2</b>	3.5	-8.9%
Volume (1,000s)		<b>560,908</b>	586,344	-4.3%
Average	List Price	<b>209,842</b>	198,492	5.7%
	Days on Market	<b>99</b>	105	-5.7%
	Percent of Original	<b>96.9%</b>	97.0%	-0.1%
Median	List Price	<b>150,000</b>	139,900	7.2%
	Days on Market	<b>59</b>	68	-13.2%
	Percent of Original	<b>100.0%</b>	100.0%	0.0%

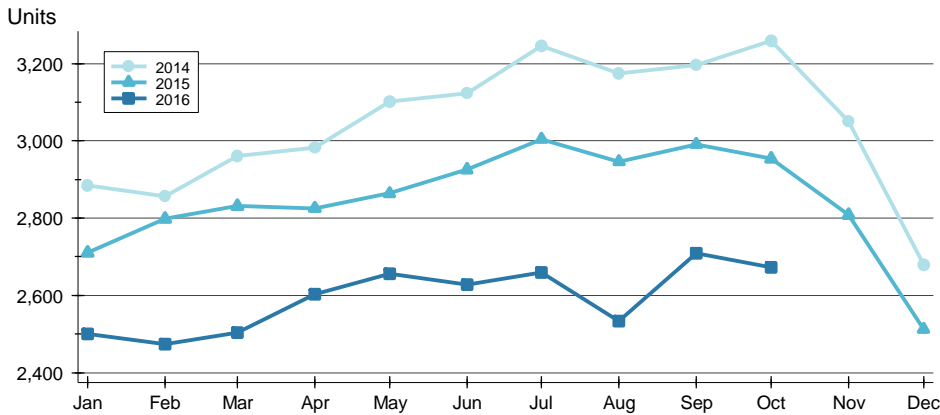
A total of 2,673 homes were available for sale in South Central Kansas at the end of October. This represents a 3.2 months' supply of active listings.

The median list price of homes on the market at the end of October was \$150,000, up 7.2% from 2015. The typical time on market for active listings was 59 days, down from 68 days a year earlier.

**ACTIVE LISTINGS ANALYSIS**

**BY MONTH** >>

**ENTIRE MLS SYSTEM  
ALL HOMES  
AS OF 11/8/2016**



Month	2014	2015	2016
January	2,885	2,710	2,500
February	2,857	2,798	2,473
March	2,961	2,831	2,503
April	2,982	2,825	2,603
May	3,101	2,864	2,656
June	3,123	2,926	2,628
July	3,245	3,004	2,660
August	3,175	2,946	2,534
September	3,196	2,991	2,709
October	3,259	2,954	2,673
November	3,051	2,808	-
December	2,680	2,512	-

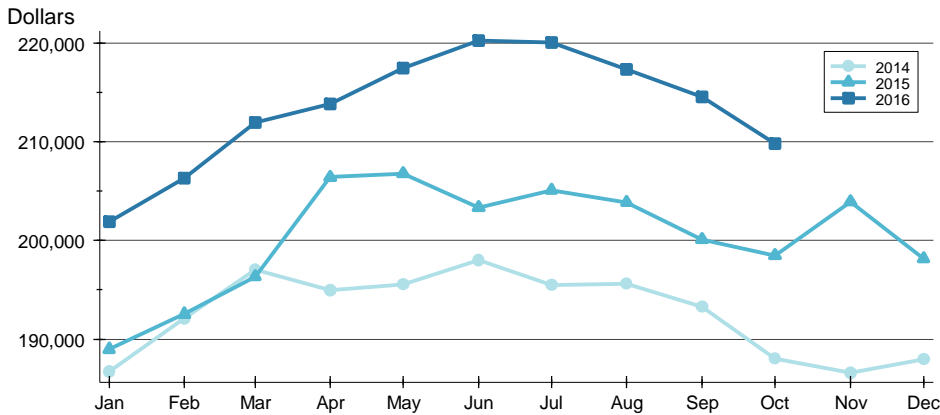
**BY PRICE RANGE** >>

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	64	2.4%	892	2.3	13,939	17,700	116	36	92.7%	100.0%
\$25,000-\$49,999	241	9.0%	9,426	4.0	39,110	39,900	107	64	93.7%	100.0%
\$50,000-\$99,999	643	24.1%	47,436	3.6	73,772	73,862	105	61	96.2%	100.0%
\$100,000-\$124,999	151	5.6%	17,131	1.8	113,450	114,900	62	46	96.7%	100.0%
\$125,000-\$149,999	209	7.8%	28,955	1.7	138,541	139,900	64	43	98.0%	100.0%
\$150,000-\$174,999	173	6.5%	28,364	2.2	163,954	164,900	70	48	97.5%	100.0%
\$175,000-\$199,999	177	6.6%	33,394	3.3	188,669	189,900	81	60	98.8%	100.0%
\$200,000-\$249,999	255	9.5%	57,791	3.1	226,633	225,251	98	60	98.4%	100.0%
\$250,000-\$299,999	215	8.0%	59,141	4.1	275,074	275,000	100	61	98.0%	100.0%
\$300,000-\$399,999	247	9.2%	85,801	4.9	347,372	342,571	106	67	98.2%	100.0%
\$400,000-\$499,999	94	3.5%	41,847	6.3	445,177	439,950	163	86	96.0%	100.0%
\$500,000-\$749,999	98	3.7%	59,367	7.0	605,785	594,450	141	111	97.1%	100.0%
\$750,000-\$999,999	34	1.3%	30,080	N/A	884,707	876,950	174	121	95.4%	98.9%
\$1,000,000 and up	34	1.3%	53,309	17.0	1,567,912	1,272,500	147	99	96.6%	100.0%
All price ranges	2,673	100.0%	560,908	3.2	209,842	150,000	99	59	96.9%	100.0%

**ACTIVE LISTINGS ANALYSIS**

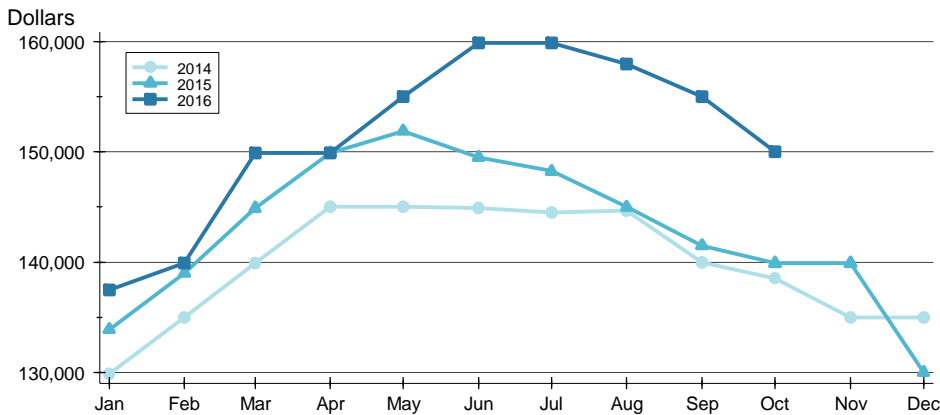
**ENTIRE MLS SYSTEM  
ALL HOMES  
AS OF 11/8/2016**

**AVERAGE PRICE** >>



Month	2014	2015	2016
January	186,754	188,970	201,896
February	192,103	192,547	206,300
March	197,034	196,355	211,960
April	194,992	206,422	213,848
May	195,523	206,806	217,509
June	198,032	203,356	220,272
July	195,462	205,102	220,064
August	195,631	203,861	217,371
September	193,291	200,121	214,568
October	188,003	198,492	209,842
November	186,628	203,927	198,170
December	187,982	198,170	198,170

**MEDIAN PRICE** >>

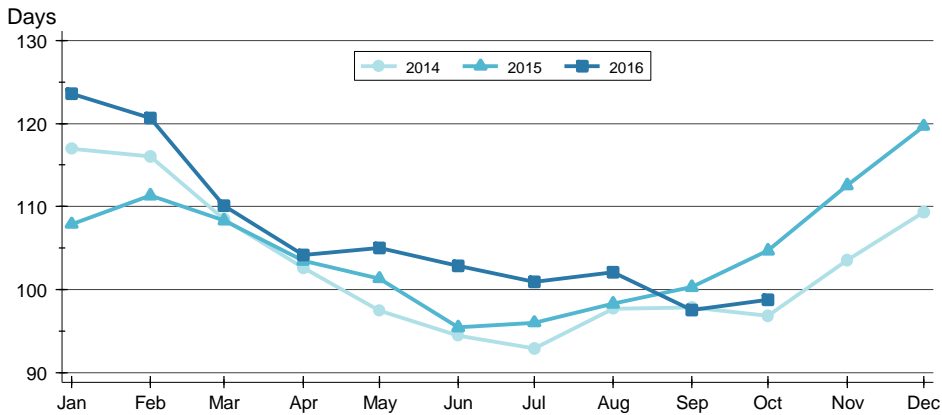


Month	2014	2015	2016
January	129,900	133,900	137,500
February	135,000	139,000	139,900
March	139,900	144,900	149,900
April	145,000	149,900	149,900
May	145,000	151,900	155,000
June	144,900	149,500	159,900
July	144,500	148,250	159,900
August	144,700	145,000	157,950
September	140,000	141,500	155,000
October	138,500	139,900	150,000
November	135,000	139,900	139,900
December	135,000	130,000	130,000

# ACTIVE LISTINGS ANALYSIS

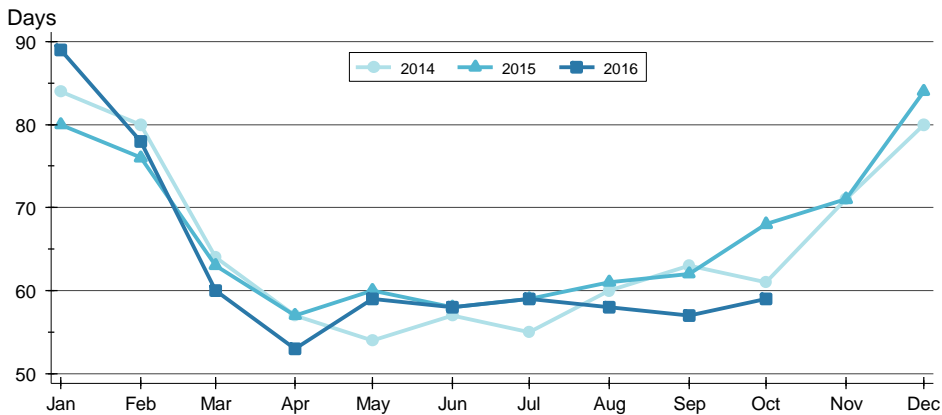
**ENTIRE MLS SYSTEM  
ALL HOMES  
AS OF 11/8/2016**

## AVERAGE DOM >>



Month	2014	2015	2016
January	117	108	124
February	116	111	121
March	109	108	110
April	103	103	104
May	97	101	105
June	94	95	103
July	93	96	101
August	98	98	102
September	98	100	97
October	97	105	99
November	104	113	109
December	109	120	124

## MEDIAN DOM >>

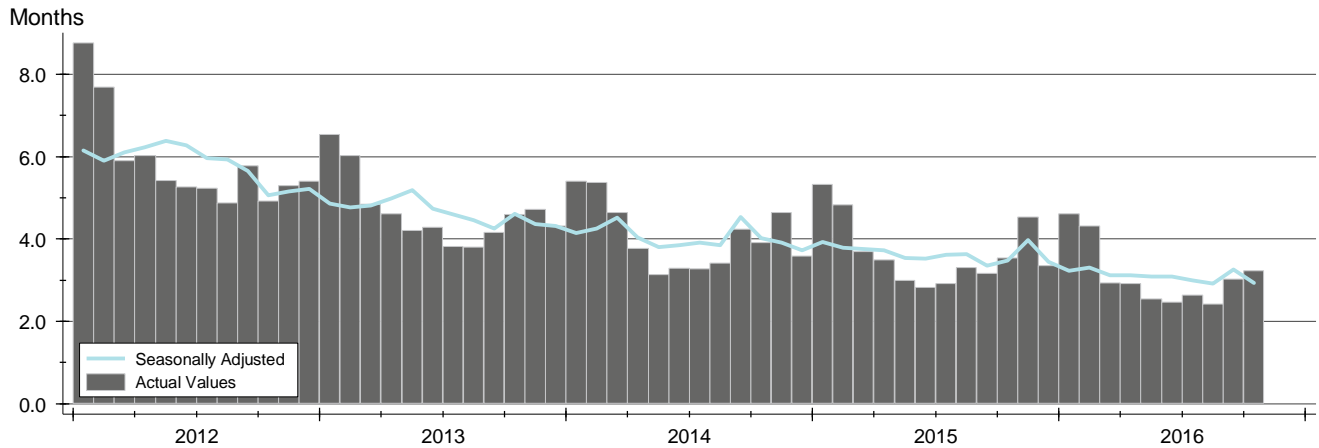


Month	2014	2015	2016
January	84	80	89
February	80	76	78
March	64	63	60
April	57	57	53
May	54	60	59
June	57	58	58
July	55	59	59
August	60	61	58
September	63	62	57
October	61	68	59
November	71	71	71
December	80	84	89

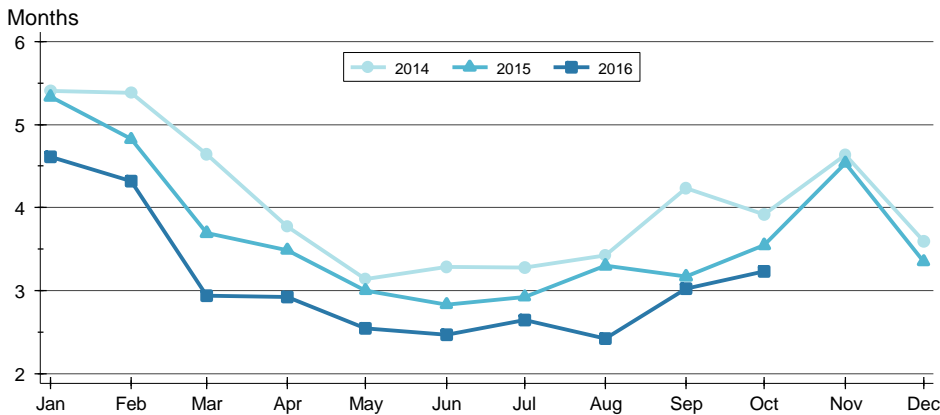
**MONTHS' SUPPLY ANALYSIS**

**HISTORY** >>

**ENTIRE MLS SYSTEM  
ALL HOMES  
AS OF 11/8/2016**



**BY MONTH** >>

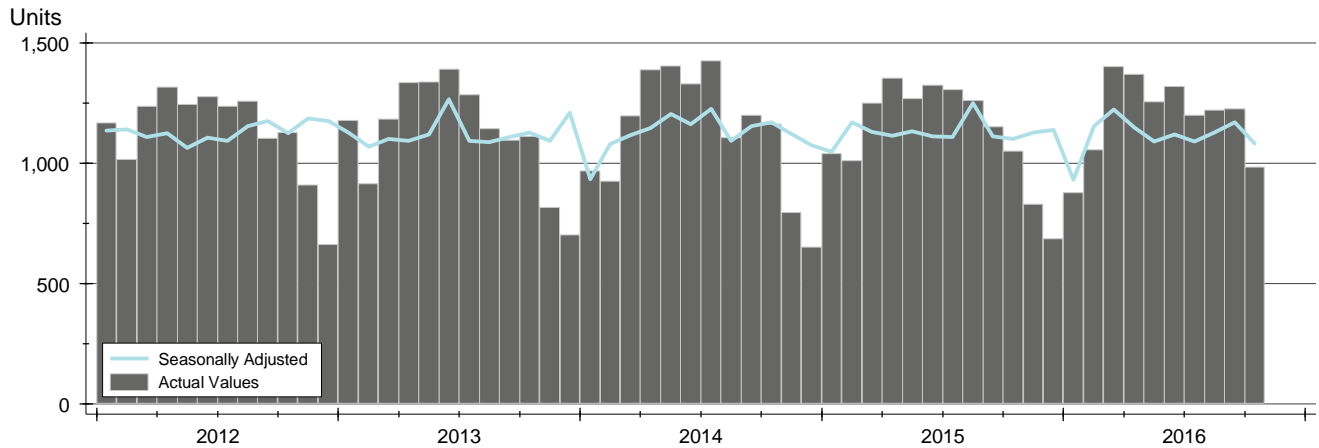


Month	2014	2015	2016
January	5.4	5.3	4.6
February	5.4	4.8	4.3
March	4.6	3.7	2.9
April	3.8	3.5	2.9
May	3.1	3.0	2.5
June	3.3	2.8	2.5
July	3.3	2.9	2.6
August	3.4	3.3	2.4
September	4.2	3.2	3.0
October	3.9	3.5	3.2
November	4.6	4.5	
December	3.6	3.3	

# NEW LISTINGS ANALYSIS

**HISTORY** >>

**ENTIRE MLS SYSTEM  
ALL HOMES  
AS OF 11/8/2016**



**SUMMARY** >>

Summary Statistics for New Listings		October		
		2016	2015	Change
Current Month	New Listings	<b>984</b>	1,050	-6.3%
	Volume (1,000s)	<b>170,858</b>	180,206	-5.2%
	Average List Price	<b>173,636</b>	171,625	1.2%
	Median List Price	<b>139,900</b>	137,500	1.7%
YTD	New Listings	<b>11,909</b>	12,017	-0.9%
	Volume (1,000s)	<b>2,073,158</b>	2,024,331	2.4%
	Average List Price	<b>174,083</b>	168,456	3.3%
	Median List Price	<b>142,500</b>	135,900	4.9%

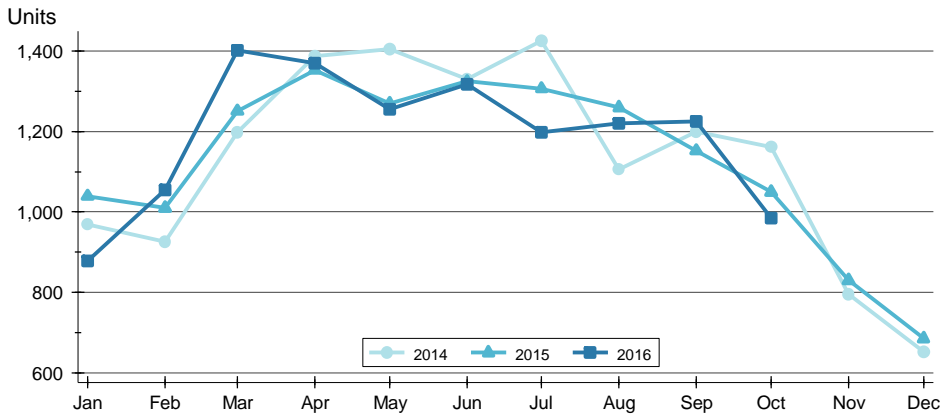
A total of 984 new listings were added in South Central Kansas during October, down 6.3% from the same month in 2015. Year-to-date South Central Kansas has seen 11,909 new listings.

The median list price of these homes was \$139,900 up from \$137,500 in 2015.

**NEW LISTINGS ANALYSIS**

**BY MONTH** >>

**ENTIRE MLS SYSTEM  
ALL HOMES  
AS OF 11/8/2016**



Month	2014	2015	2016
January	969	1,039	878
February	926	1,010	1,055
March	1,198	1,251	1,402
April	1,388	1,353	1,371
May	1,405	1,270	1,255
June	1,330	1,325	1,318
July	1,426	1,307	1,199
August	1,106	1,260	1,221
September	1,200	1,152	1,226
October	1,161	1,050	984
November	795	830	
December	651	685	

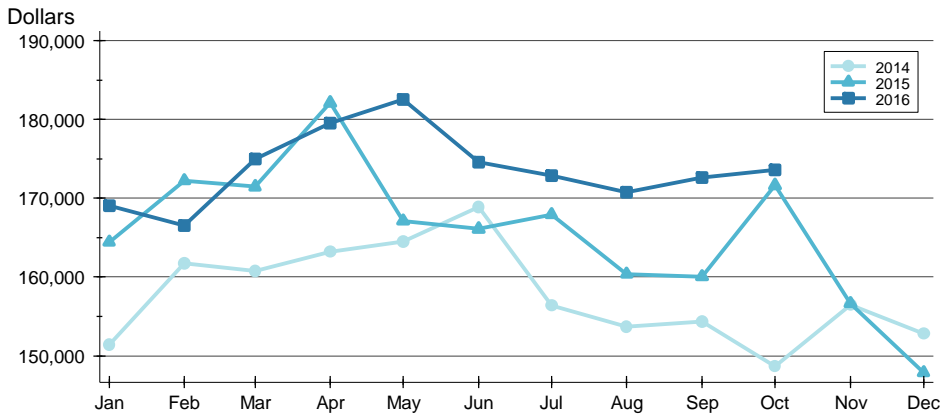
**BY PRICE RANGE** >>

Price Range	New Listings			List Price	
	Number	Percent	Volume	Average	Median
Below \$25,000	37	3.8%	415	11,203	14,900
\$25,000-\$49,999	70	7.1%	2,598	37,107	35,500
\$50,000-\$99,999	227	23.1%	17,296	76,193	75,000
\$100,000-\$124,999	78	7.9%	8,824	113,128	114,900
\$125,000-\$149,999	110	11.2%	15,181	138,007	139,450
\$150,000-\$174,999	91	9.2%	14,919	163,949	164,900
\$175,000-\$199,999	69	7.0%	12,833	185,988	185,000
\$200,000-\$249,999	81	8.2%	18,433	227,568	227,545
\$250,000-\$299,999	77	7.8%	21,015	272,928	274,900
\$300,000-\$399,999	69	7.0%	24,122	349,594	349,750
\$400,000-\$499,999	22	2.2%	9,634	437,929	436,500
\$500,000-\$749,999	16	1.6%	10,027	626,700	620,000
\$750,000-\$999,999	4	0.4%	3,425	856,225	849,950
\$1,000,000 and up	4	0.4%	7,100	1,775,000	1,375,000
All price ranges	984	100.0%	170,858	173,636	139,900

**NEW LISTINGS ANALYSIS**

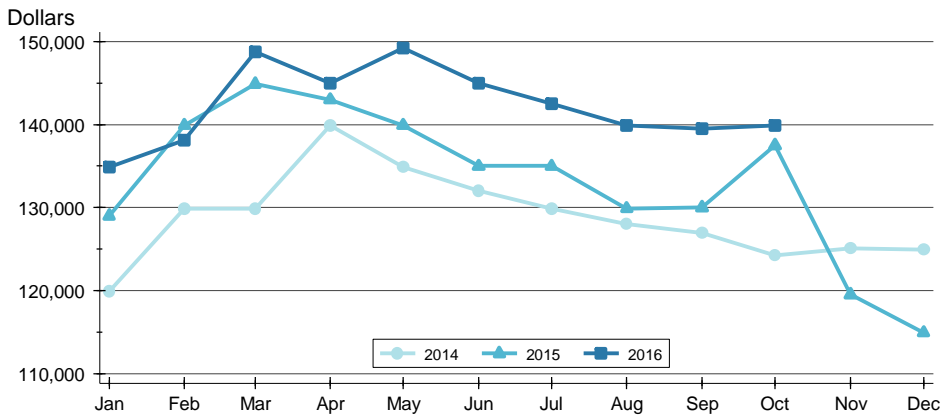
**ENTIRE MLS SYSTEM  
ALL HOMES  
AS OF 11/8/2016**

**AVERAGE PRICE** »



Month	2014	2015	2016
January	151,397	164,435	169,089
February	161,751	172,235	166,543
March	160,736	171,459	175,000
April	163,173	182,094	179,526
May	164,541	167,121	182,494
June	168,886	166,093	174,591
July	156,395	167,949	172,880
August	153,704	160,376	170,718
September	154,349	160,076	172,600
October	148,673	171,625	173,636
November	156,452	156,626	172,600
December	152,774	147,896	172,600

**MEDIAN PRICE** »



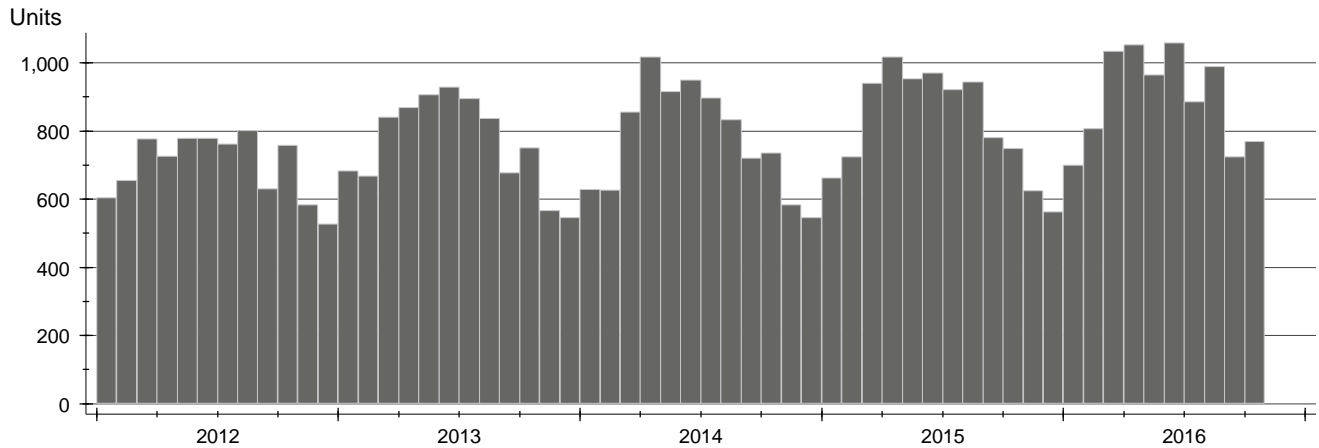
Month	2014	2015	2016
January	119,950	129,000	134,900
February	129,900	139,900	138,100
March	129,900	144,900	148,750
April	139,900	143,000	145,000
May	134,900	139,900	149,250
June	132,000	135,000	145,000
July	129,900	135,000	142,500
August	128,000	129,900	139,900
September	126,900	130,000	139,500
October	124,250	137,500	139,900
November	125,080	119,500	139,500
December	124,900	114,900	139,900



# CONTRACTS WRITTEN ANALYSIS

**HISTORY** >>

**ENTIRE MLS SYSTEM  
ALL HOMES  
AS OF 11/8/2016**



**SUMMARY** >>

Summary Statistics for Contracts Written		October			Year-to-Date		
		2016	2015	Change	2016	2015	Change
Contracts Written		<b>770</b>	748	2.9%	<b>8,984</b>	8,656	3.8%
Volume (1,000s)		<b>120,092</b>	117,823	1.9%	<b>1,463,891</b>	1,383,134	5.8%
Average	List Price	<b>155,964</b>	157,517	-1.0%	<b>162,944</b>	159,789	2.0%
	Days on Market	<b>53</b>	52	3.0%	<b>53</b>	58	-8.5%
	Percent of Original	<b>96.3%</b>	93.8%	2.7%	<b>95.3%</b>	94.8%	0.6%
Median	List Price	<b>136,500</b>	134,900	1.2%	<b>139,900</b>	136,500	2.5%
	Days on Market	<b>30</b>	33	-7.7%	<b>24</b>	29	-17.2%
	Percent of Original	<b>100.0%</b>	96.2%	3.9%	<b>97.9%</b>	97.0%	0.9%

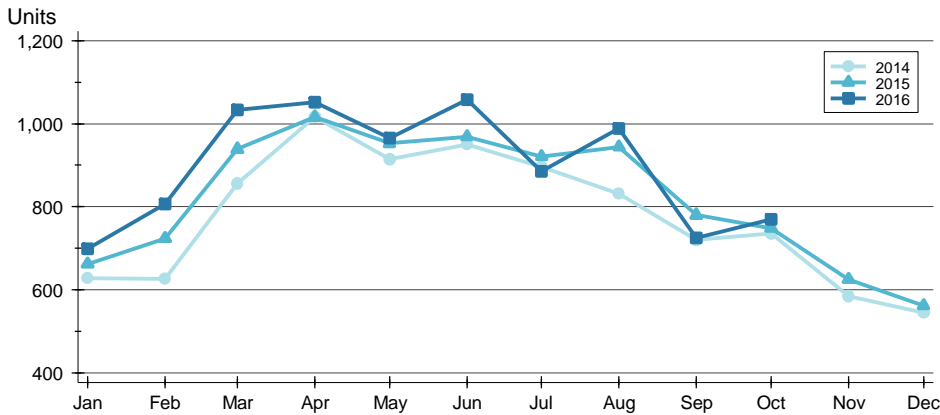
A total of 770 contracts for sale were written in South Central Kansas during the month of October, up from 748 in 2015. The median list price of these homes was \$136,500, up from \$134,900 the prior year.

Half of the homes that went under contract in October were on the market less than 30 days, compared to 33 days in October 2015.

**CONTRACTS WRITTEN ANALYSIS**

**ENTIRE MLS SYSTEM  
ALL HOMES  
AS OF 11/8/2016**

**BY MONTH >>**



Month	2014	2015	2016
January	628	662	699
February	626	724	807
March	856	939	1,034
April	1,017	1,016	1,052
May	915	953	965
June	950	969	1,058
July	896	921	886
August	832	944	988
September	720	780	725
October	735	748	770
November	584	625	-
December	545	562	-

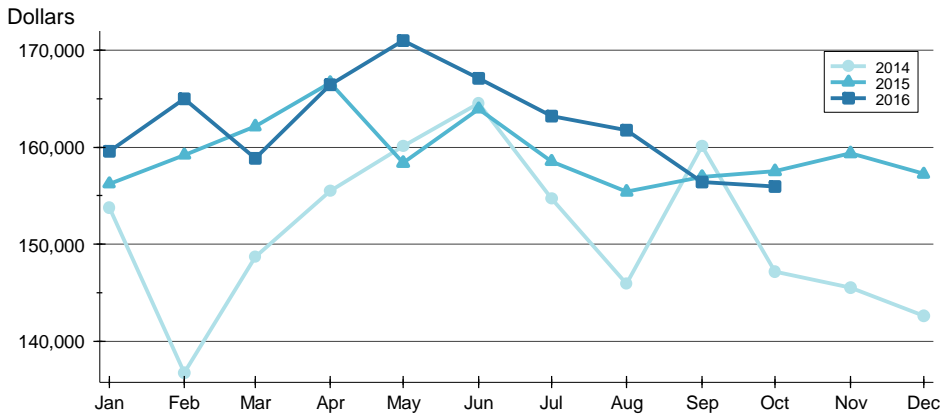
**BY PRICE RANGE >>**

Price Range	Contracts Written			List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median
Below \$25,000	17	2.2%	251	14,737	15,000	13	10	92.8%	100.0%
\$25,000-\$49,999	52	6.8%	1,941	37,325	36,700	57	31	92.6%	100.0%
\$50,000-\$99,999	180	23.4%	13,693	76,073	74,900	64	37	95.0%	100.0%
\$100,000-\$124,999	66	8.6%	7,429	112,563	113,500	47	22	96.2%	100.0%
\$125,000-\$149,999	110	14.3%	15,241	138,553	139,900	34	18	98.3%	100.0%
\$150,000-\$174,999	82	10.6%	13,425	163,720	164,900	38	19	98.0%	100.0%
\$175,000-\$199,999	64	8.3%	11,983	187,234	187,250	54	30	96.8%	100.0%
\$200,000-\$249,999	70	9.1%	15,885	226,928	229,900	77	45	97.4%	100.0%
\$250,000-\$299,999	32	4.2%	8,754	273,551	274,900	72	29	96.3%	100.0%
\$300,000-\$399,999	25	3.2%	8,641	345,654	345,000	50	32	98.1%	100.0%
\$400,000-\$499,999	11	1.4%	4,932	448,393	439,330	54	28	99.5%	100.0%
\$500,000-\$749,999	9	1.2%	5,413	601,462	587,360	70	69	93.5%	98.5%
\$750,000-\$999,999	2	0.3%	1,675	837,500	837,500	158	158	96.9%	96.9%
\$1,000,000 and up	3	0.4%	3,499	1,166,333	1,249,000	255	183	93.0%	90.9%
All price ranges	770	100.0%	120,092	155,964	136,500	53	30	96.3%	100.0%

**CONTRACTS WRITTEN ANALYSIS**

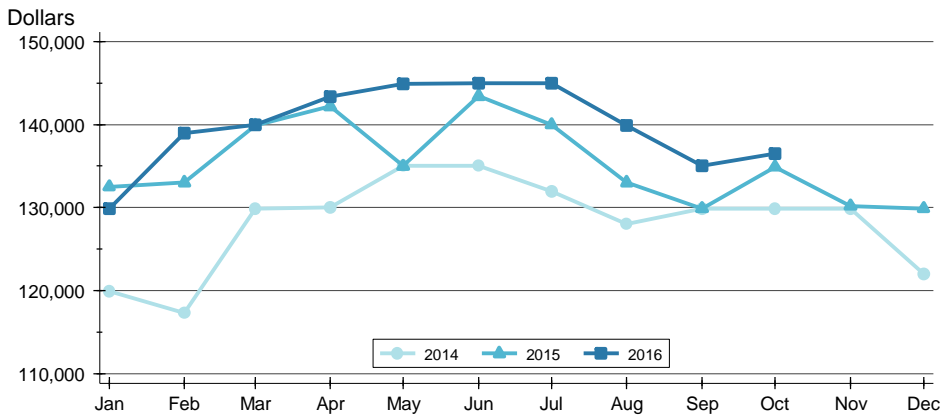
**ENTIRE MLS SYSTEM  
ALL HOMES  
AS OF 11/8/2016**

**AVERAGE PRICE >>**



Month	2014	2015	2016
January	153,756	156,216	159,563
February	136,796	159,199	165,002
March	148,693	162,140	158,871
April	155,505	166,619	166,431
May	160,105	158,377	170,977
June	164,515	163,944	167,083
July	154,704	158,525	163,223
August	145,938	155,417	161,723
September	160,116	156,948	156,424
October	147,207	157,517	155,964
November	145,528	159,350	-
December	142,652	157,238	-

**MEDIAN PRICE >>**

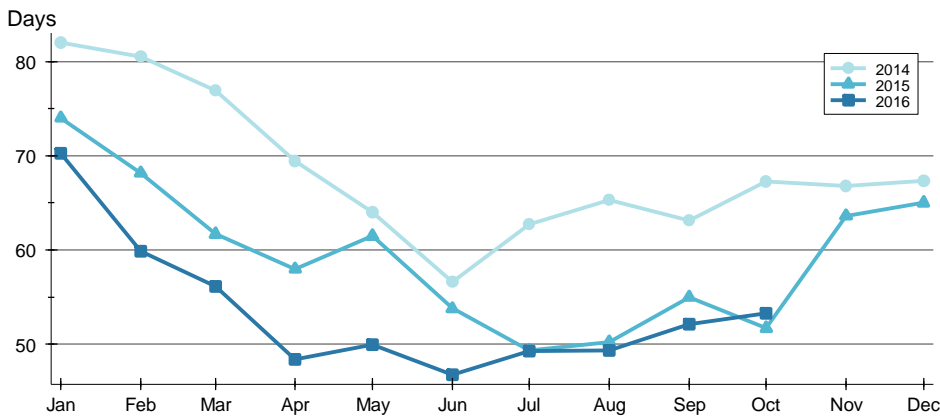


Month	2014	2015	2016
January	119,900	132,500	129,900
February	117,315	133,000	139,000
March	129,900	139,900	140,000
April	130,000	142,200	143,400
May	135,000	135,000	144,900
June	135,000	143,438	145,000
July	131,950	140,000	145,000
August	128,000	133,000	139,900
September	129,900	129,900	135,000
October	129,900	134,900	136,500
November	129,850	130,200	-
December	122,000	129,900	-

**CONTRACTS WRITTEN ANALYSIS**

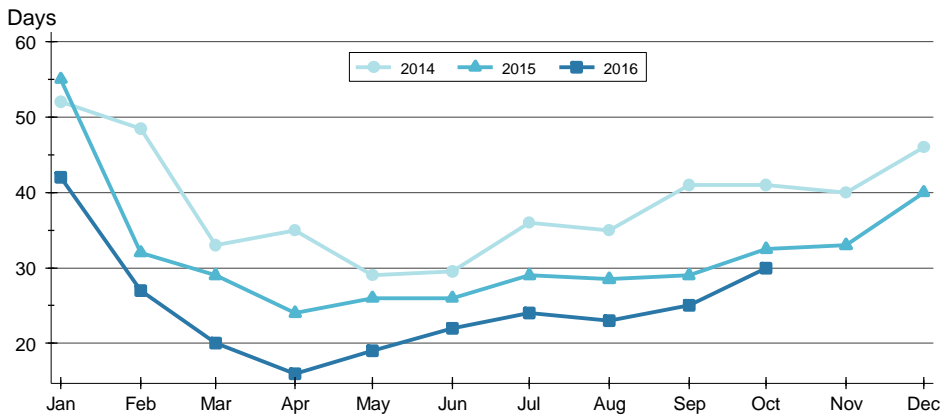
**ENTIRE MLS SYSTEM  
ALL HOMES  
AS OF 11/8/2016**

**AVERAGE DOM** >>



Month	2014	2015	2016
January	82	74	70
February	81	68	60
March	77	62	56
April	69	58	48
May	64	61	50
June	57	54	47
July	63	49	49
August	65	50	49
September	63	55	52
October	67	52	53
November	67	64	67
December	67	65	67

**MEDIAN DOM** >>



Month	2014	2015	2016
January	52	55	42
February	49	32	27
March	33	29	20
April	35	24	16
May	29	26	19
June	30	26	22
July	36	29	24
August	35	29	23
September	41	29	25
October	41	33	30
November	40	33	40
December	46	40	46



OCTOBER 2016 >>

# SOUTH CENTRAL KANSAS MLS STATISTICS

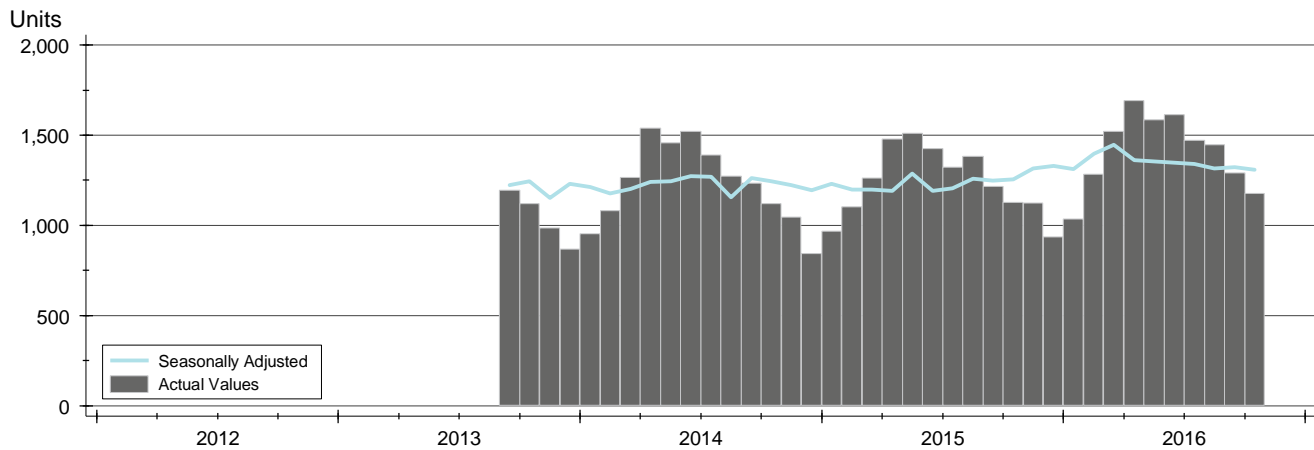


South Central Kansas MLS

## PENDING CONTRACTS ANALYSIS

HISTORY >>

ENTIRE MLS SYSTEM  
ALL HOMES  
AS OF 11/8/2016



SUMMARY >>

Summary Statistics for Pending Contracts		End of October		
		2016	2015	Change
Pending Contracts		<b>1,177</b>	1,128	4.3%
Volume (1,000s)		<b>201,615</b>	188,890	6.7%
Average	List Price	<b>171,296</b>	167,456	2.3%
	Days on Market	<b>54</b>	58	-6.4%
	Percent of Original	<b>97.3%</b>	97.2%	0.1%
Median	List Price	<b>140,000</b>	139,000	0.7%
	Days on Market	<b>25</b>	32	-21.9%
	Percent of Original	<b>100.0%</b>	100.0%	0.0%

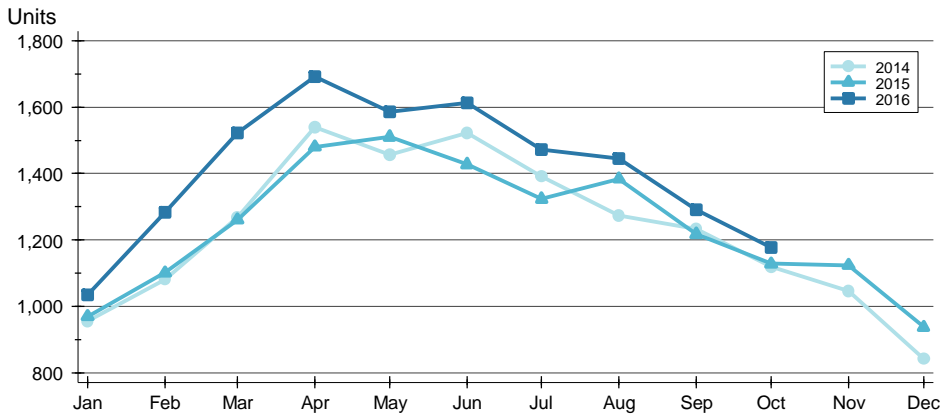
A total of 1,177 listings in South Central Kansas had contracts pending at the end of October, up from 1,128 contracts pending at the end of October 2015.

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**

**ENTIRE MLS SYSTEM  
ALL HOMES  
AS OF 11/8/2016**

**BY MONTH >>**



Month	2014	2015	2016
January	955	969	1,034
February	1,080	1,101	1,284
March	1,267	1,261	1,522
April	1,539	1,480	1,693
May	1,456	1,510	1,586
June	1,522	1,427	1,613
July	1,391	1,323	1,472
August	1,273	1,384	1,446
September	1,233	1,217	1,290
October	1,120	1,128	1,177
November	1,046	1,123	-
December	842	937	-

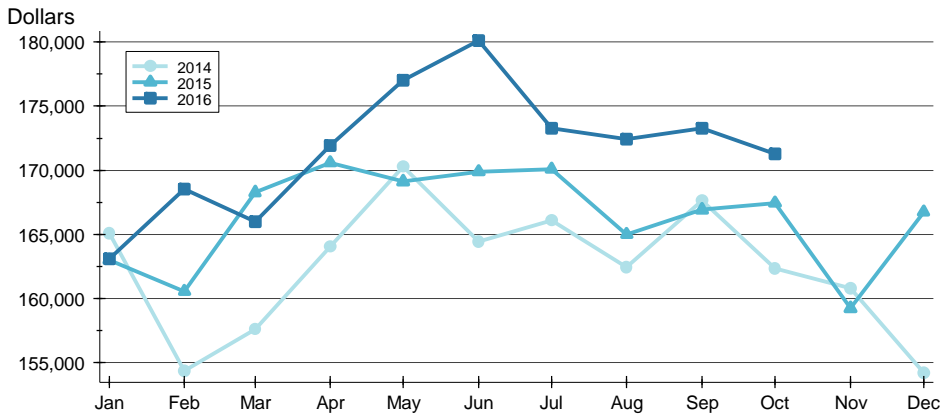
**BY PRICE RANGE >>**

Price Range	Contracts Pending			List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median
Below \$25,000	16	1.4%	288	17,974	19,750	35	14	98.8%	100.0%
\$25,000-\$49,999	65	5.5%	2,566	39,475	39,900	62	34	94.0%	100.0%
\$50,000-\$99,999	274	23.3%	21,105	77,024	76,000	65	32	96.6%	100.0%
\$100,000-\$124,999	109	9.3%	12,381	113,586	115,000	44	18	97.3%	100.0%
\$125,000-\$149,999	165	14.0%	22,809	138,234	139,500	34	19	98.1%	100.0%
\$150,000-\$174,999	115	9.8%	18,680	162,437	163,000	39	19	97.7%	100.0%
\$175,000-\$199,999	101	8.6%	18,884	186,971	186,500	50	23	97.5%	100.0%
\$200,000-\$249,999	115	9.8%	26,114	227,075	229,900	70	37	97.6%	100.0%
\$250,000-\$299,999	74	6.3%	20,318	274,569	275,000	60	18	98.0%	100.0%
\$300,000-\$399,999	43	3.7%	14,816	344,562	345,000	39	14	98.9%	100.0%
\$400,000-\$499,999	19	1.6%	8,509	447,855	450,000	34	16	99.7%	100.0%
\$500,000-\$749,999	31	2.6%	17,664	569,812	557,200	60	20	97.5%	100.0%
\$750,000-\$999,999	6	0.5%	4,993	832,083	810,000	297	135	97.5%	100.0%
\$1,000,000 and up	5	0.4%	5,809	1,161,830	1,160,152	281	183	90.3%	100.0%
All price ranges	1,177	100.0%	201,615	171,296	140,000	54	25	97.3%	100.0%

**PENDING CONTRACTS ANALYSIS**

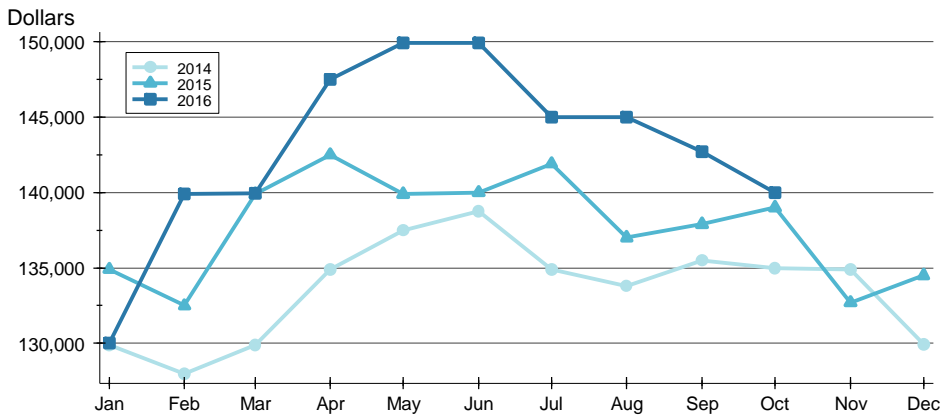
**ENTIRE MLS SYSTEM  
ALL HOMES  
AS OF 11/8/2016**

**AVERAGE PRICE** >>



Month	2014	2015	2016
January	165,083	162,993	163,080
February	154,377	160,550	168,555
March	157,614	168,272	166,010
April	164,050	170,592	171,919
May	170,276	169,126	177,027
June	164,441	169,887	180,113
July	166,067	170,100	173,256
August	162,437	164,997	172,412
September	167,647	166,919	173,270
October	162,333	167,456	171,296
November	160,785	159,226	
December	154,229	166,746	

**MEDIAN PRICE** >>

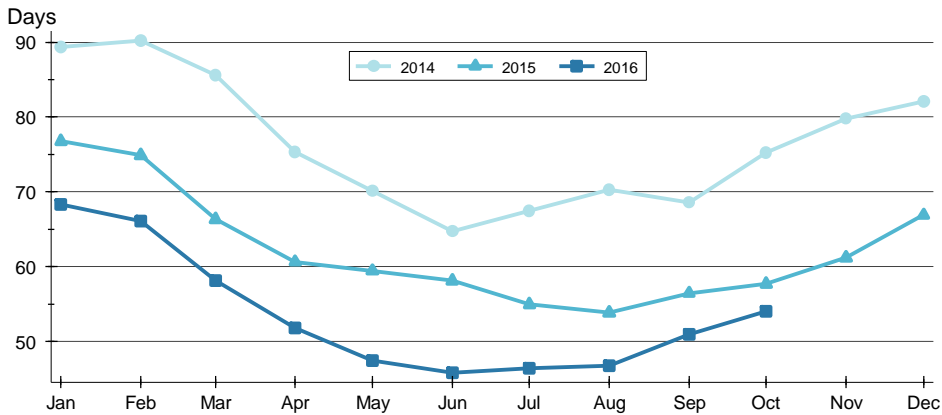


Month	2014	2015	2016
January	129,900	134,900	130,000
February	128,000	132,500	139,900
March	129,900	139,900	139,950
April	134,900	142,500	147,500
May	137,500	139,900	149,900
June	138,750	140,000	149,900
July	134,900	141,900	145,000
August	133,800	137,000	145,000
September	135,500	137,900	142,700
October	135,000	139,000	140,000
November	134,900	132,700	
December	129,950	134,500	

# PENDING CONTRACTS ANALYSIS

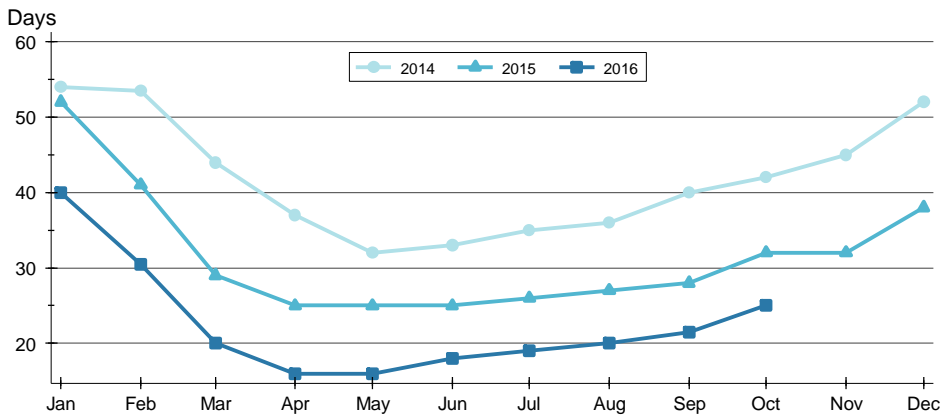
ENTIRE MLS SYSTEM  
ALL HOMES  
AS OF 11/8/2016

## AVERAGE DOM >>



Month	2014	2015	2016
January	89	77	68
February	90	75	66
March	86	66	58
April	75	61	52
May	70	59	47
June	65	58	46
July	67	55	46
August	70	54	47
September	69	56	51
October	75	58	54
November	80	61	61
December	82	67	67

## MEDIAN DOM >>



Month	2014	2015	2016
January	54	52	40
February	54	41	31
March	44	29	20
April	37	25	16
May	32	25	16
June	33	25	18
July	35	26	19
August	36	27	20
September	40	28	22
October	42	32	25
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](http://www.sckrealtors.com)

November 15, 2016

### **South Central Kansas Multiple Listing Service Releases Home Sales Figures for October 2016**

Homes sales in South Central Kansas fell by 0.7% in October compared to the prior year. Sales in October 2016 totaled 827 units, down from 833 in 2015.

Among existing homes, 764 units sold in October, a decrease of 2.4% from 783 units that sold in 2015. The average sale price of existing homes was \$149,630. This represents an increase of 6.3% from the October 2015 average price of \$140,758.

For new construction, 63 sales occurred in October, up from 50 units the prior year, an increase of 26.0%. The average sale price of new homes in October was \$289,569, down 4.2% from the same period last year.

A total of 770 contracts for sale were written in October 2016, up from 748 in October 2015. This is an increase of 2.9%. 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 2,673 units at the end of October, which is down from 2,954 homes that were on the market at the end of October last year. At the current rate of sales, this figure represents 3.2 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.

