

WICHITA MARKET TRENDS

MARCH 2017



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MARKET OVERVIEW >>

South Central Kansas Home Sales Fell in March

Total home sales in South Central Kansas fell last month to 835 units, compared to 860 units in March 2016. Total sales volume was \$118.3 million, down from a year earlier.

The median sale price in March was \$125,000, down from \$129,900 a year earlier. Homes that sold in March were typically on the market for 29 days and sold for 99.0% of their list prices.

South Central Kansas Active Listings Down at End of March

The total number of active listings in South Central Kansas at the end of March was 2,261 units, down from 2,503 at the same point in 2016. This represents a 2.7 months' supply of homes available for sale. The median list price of homes on the market at the end of March was \$169,900.

During March, a total of 1,085 contracts were written up from 1,037 in March 2016. At the end of the month, there were 1,400 contracts pending, compared to 1,522 at the end of March 2016.

Your Association Working for You!

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

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Entire MLS System				
Current Month		March		
Summary Statistics		2017	2016	Change
Home Sales		835	860	-2.9%
Active Listings		2,261	2,503	-9.7%
Months' Supply		2.7	2.9	-7.0%
New Listings		1,259	1,409	-10.6%
Contracts Written		1,085	1,037	4.6%
Pending Contracts		1,400	1,522	-8.0%
Sales Volume (1,000s)		118,342	128,700	-8.0%
Average	Sale Price	141,726	149,651	-5.3%
	List Price of Actives	223,171	211,960	5.3%
	Days on Market	57	68	-16.0%
	Percent of List	97.3%	96.8%	0.5%
	Percent of Original	94.5%	94.2%	0.4%
Median	Sale Price	125,000	129,900	-3.8%
	List Price of Actives	169,900	149,900	13.3%
	Days on Market	29	38	-23.7%
	Percent of List	99.0%	98.4%	0.7%
	Percent of Original	97.3%	97.0%	0.4%

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THREE-YEAR COMPARISONS

SUMMARY >>

BREAKDOWNS BY HOME TYPE
ENTIRE MLS SYSTEM
AS OF 4/9/2017

February MLS Statistics		2017			2016			2015			
By Property Type		Total	Existing	New	Total	Existing	New	Total	Existing	New	
Home Sales		835	790	45	860	796	64	767	713	47	
	Change from prior year	-2.9%	-0.8%	-29.7%	12.1%	11.6%	36.2%	20.2%	21.3%	4.4%	
Active Listings		2,261	2,005	256	2,503	2,265	238	2,831	2,555	276	
	Change from prior year	-9.7%	-11.5%	7.6%	-11.6%	-11.4%	-13.8%	-4.4%	-6.1%	15.0%	
Months' Supply		2.7	2.5	5.7	2.9	2.8	3.7	3.7	3.6	5.9	
	Change from prior year	-7.0%	-10.8%	53.0%	-21.1%	-20.6%	-36.7%	-20.5%	-22.6%	10.1%	
New Listings		1,259	1,206	53	1,409	1,292	117	1,251	1,165	78	
	Change from prior year	-10.6%	-6.7%	-54.7%	12.6%	10.9%	50.0%	4.4%	3.5%	20.0%	
Contracts Written		1,085	1,029	56	1,037	956	81	940	870	65	
	Change from prior year	4.6%	7.6%	-30.9%	10.3%	9.9%	24.6%	9.8%	10.0%	12.1%	
Pending Contracts		1,400	1,282	118	1,522	1,397	125	1,261	1,161	100	
	Change from prior year	-8.0%	-8.2%	-5.6%	20.7%	20.3%	25.0%	-0.5%	-0.2%	-3.8%	
Sales Volume (1,000s)		118,342	105,281	13,061	128,700	111,679	17,020	109,355	95,074	13,810	
	Change from prior year	-8.0%	-5.7%	-23.3%	17.7%	17.5%	23.2%	32.0%	35.5%	12.4%	
Average	Sale Price	141,726	133,267	290,235	149,651	140,301	265,940	142,575	133,343	293,824	
		Change from prior year	-5.3%	-5.0%	9.1%	5.0%	5.2%	-9.5%	9.8%	11.8%	7.6%
	List Price of Actives	223,171	208,273	337,469	211,960	199,427	328,972	196,355	184,380	305,732	
		Change from prior year	5.3%	4.4%	2.6%	7.9%	8.2%	7.6%	-0.3%	-1.7%	1.2%
	Days on Market	57	55	96	68	66	87	70	68	94	
		Change from prior year	-16.0%	-17.4%	10.8%	-3.2%	-3.2%	-7.7%	-10.3%	-11.0%	1.7%
Median	Percent of List	97.3%	97.1%	101.0%	96.8%	96.5%	100.8%	97.2%	96.8%	103.9%	
		Change from prior year	0.5%	0.6%	0.2%	-0.4%	-0.3%	-2.9%	0.5%	0.4%	2.0%
	Percent of Original	94.5%	94.1%	101.6%	94.2%	93.6%	100.9%	94.5%	93.9%	102.6%	
		Change from prior year	0.4%	0.5%	0.7%	-0.3%	-0.3%	-1.6%	0.6%	0.7%	0.2%
	Sale Price	125,000	120,000	254,066	129,900	123,450	250,055	124,000	118,000	248,987	
		Change from prior year	-3.8%	-2.8%	1.6%	4.8%	4.6%	0.4%	11.9%	12.2%	-0.3%
List Price of Actives	169,900	149,900	286,413	149,900	134,875	267,178	144,900	129,900	252,584		
	Change from prior year	13.3%	11.1%	7.2%	3.5%	3.8%	5.8%	3.6%	0.0%	0.2%	
Days on Market	29	29	48	38	38	18	38	39	29		
	Change from prior year	-23.7%	-23.7%	166.7%	0.0%	-2.6%	-37.9%	-7.3%	-3.7%	107.1%	
Percent of List	99.0%	98.9%	100.0%	98.4%	98.1%	100.0%	98.3%	98.0%	101.8%		
	Change from prior year	0.7%	0.9%	0.0%	0.1%	0.1%	-1.8%	0.3%	0.4%	1.8%	
Percent of Original	97.3%	97.0%	100.4%	97.0%	96.5%	100.0%	96.5%	96.1%	102.5%		
	Change from prior year	0.4%	0.5%	0.4%	0.5%	0.5%	-2.4%	0.2%	0.1%	1.8%	



YEAR-TO-DATE STATISTICS

SUMMARY >>

**YTD BREAKDOWNS BY HOME TYPE
ENTIRE MLS SYSTEM
AS OF 4/9/2017**

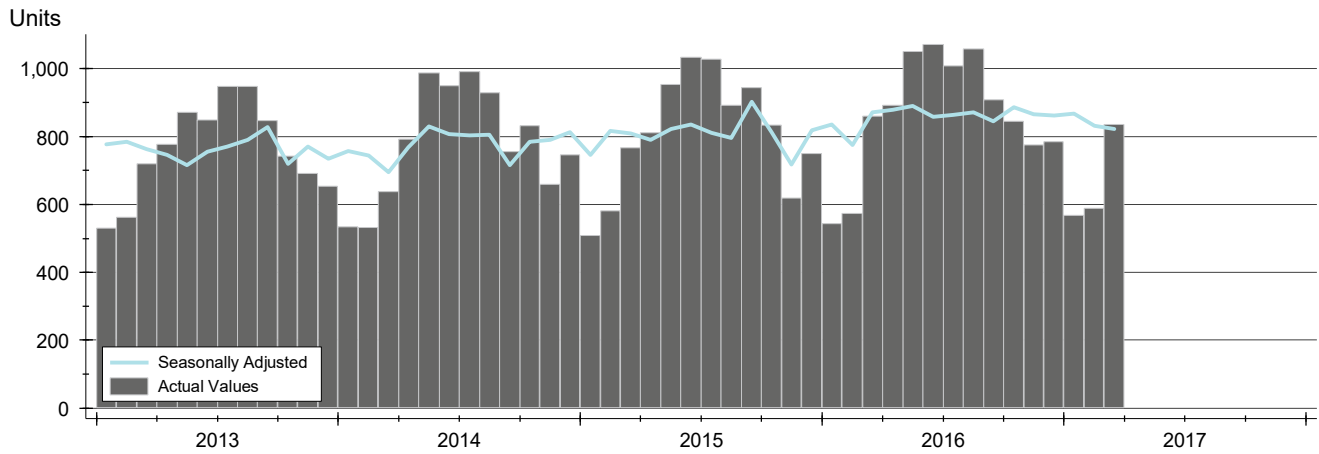
Year-to-Date Activity By Property Type		2017			2016			2015		
		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		1,990	1,859	131	1,976	1,829	147	1,855	1,736	105
Change from prior year		0.7%	1.6%	-10.9%	6.5%	5.4%	40.0%	8.9%	11.0%	-18.0%
New Listings		3,146	2,951	195	3,357	3,099	258	3,300	3,036	217
Change from prior year		-6.3%	-4.8%	-24.4%	1.7%	2.1%	18.9%	6.7%	5.2%	21.2%
Contracts Written		2,518	2,363	155	2,553	2,343	210	2,326	2,152	155
Change from prior year		-1.4%	0.9%	-26.2%	9.8%	8.9%	35.5%	10.2%	10.4%	8.4%
Sales Volume (1,000s)		294,733	254,760	39,973	293,515	252,480	41,035	264,266	232,632	30,832
Change from prior year		0.4%	0.9%	-2.6%	11.1%	8.5%	33.1%	13.8%	19.6%	-15.8%
Average	Sale Price	148,107	137,042	305,134	148,540	138,043	279,147	142,462	134,005	293,638
	Change from prior year	-0.3%	-0.7%	9.3%	4.3%	3.0%	-4.9%	4.5%	7.7%	2.7%
	Days on Market	60	58	85	67	64	103	72	71	100
	Change from prior year	-9.9%	-8.5%	-17.1%	-7.7%	-9.9%	3.3%	-6.3%	-6.5%	7.6%
	Percent of List	96.8%	96.5%	101.4%	96.6%	96.3%	101.0%	96.7%	96.3%	102.9%
Change from prior year	0.2%	0.2%	0.4%	0.0%	0.0%	-1.8%	0.4%	0.5%	1.1%	
Median	Percent of Original	94.1%	93.5%	102.0%	93.8%	93.2%	101.2%	93.7%	93.1%	103.1%
	Change from prior year	0.3%	0.3%	0.7%	0.1%	0.1%	-1.8%	0.9%	1.1%	0.6%
	Sale Price	128,050	122,000	259,890	125,000	117,500	236,000	124,000	118,500	259,000
	Change from prior year	2.4%	3.8%	10.1%	0.8%	-0.8%	-8.9%	10.7%	11.8%	2.2%
	Days on Market	33	33	20	39	39	48	46	47	35
Change from prior year	-15.4%	-15.4%	-58.3%	-15.2%	-17.0%	37.1%	0.0%	2.2%	62.8%	
Percent of List	98.6%	98.3%	100.0%	98.2%	97.9%	100.0%	97.9%	97.6%	100.4%	
Change from prior year	0.4%	0.4%	0.0%	0.3%	0.3%	-0.4%	0.3%	0.4%	0.4%	
Percent of Original	96.8%	96.4%	100.4%	96.5%	96.0%	100.0%	95.9%	95.6%	101.1%	
Change from prior year	0.3%	0.4%	0.4%	0.6%	0.5%	-1.1%	0.1%	0.4%	0.5%	



CLOSED LISTINGS ANALYSIS

HISTORY >>

**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 4/9/2017**



SUMMARY >>

Summary Statistics for Closed Listings		March			Year-to-Date		
		2017	2016	Change	2017	2016	Change
Closed Listings		835	860	-2.9%	1,990	1,976	0.7%
Volume (1,000s)		118,342	128,700	-8.0%	294,733	293,515	0.4%
Average	Sale Price	141,726	149,651	-5.3%	148,107	148,540	-0.3%
	Days on Market	57	68	-16.0%	60	67	-9.9%
	Percent of List	97.3%	96.8%	0.5%	96.8%	96.6%	0.2%
	Percent of Original	94.5%	94.2%	0.4%	94.1%	93.8%	0.3%
Median	Sale Price	125,000	129,900	-3.8%	128,050	125,000	2.4%
	Days on Market	29	38	-23.7%	33	39	-15.4%
	Percent of List	99.0%	98.4%	0.7%	98.6%	98.2%	0.4%
	Percent of Original	97.3%	97.0%	0.4%	96.8%	96.5%	0.3%

A total of 835 homes sold in South Central Kansas in March, down from 860 units in March 2016. Total sales volume fell to \$118.3 million compared to \$128.7 million in the previous year.

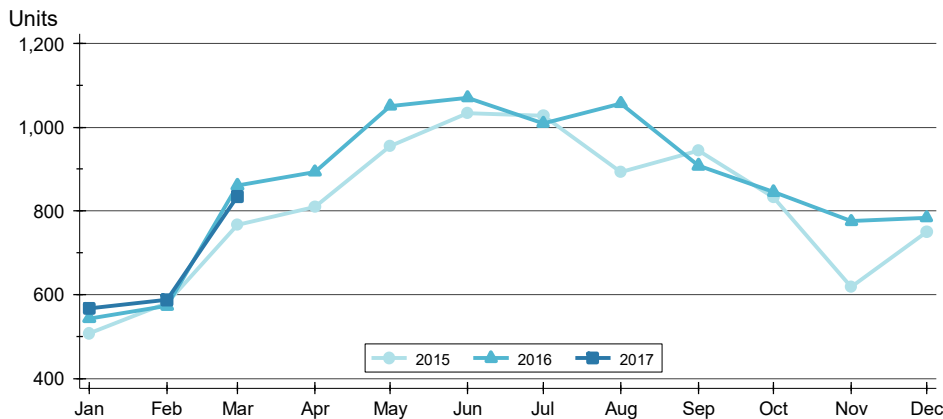
The median sales price in March was \$125,000, down 3.8% compared to the prior year. Median days on market was 29 days, down from 36 days in February, and down from 38 in March 2016.



CLOSED LISTINGS ANALYSIS

BY MONTH »

**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 4/9/2017**



Month	2015	2016	2017
January	508	543	567
February	580	573	588
March	767	860	835
April	810	893	
May	954	1,051	
June	1,034	1,071	
July	1,027	1,009	
August	893	1,057	
September	944	908	
October	833	845	
November	619	775	
December	750	784	

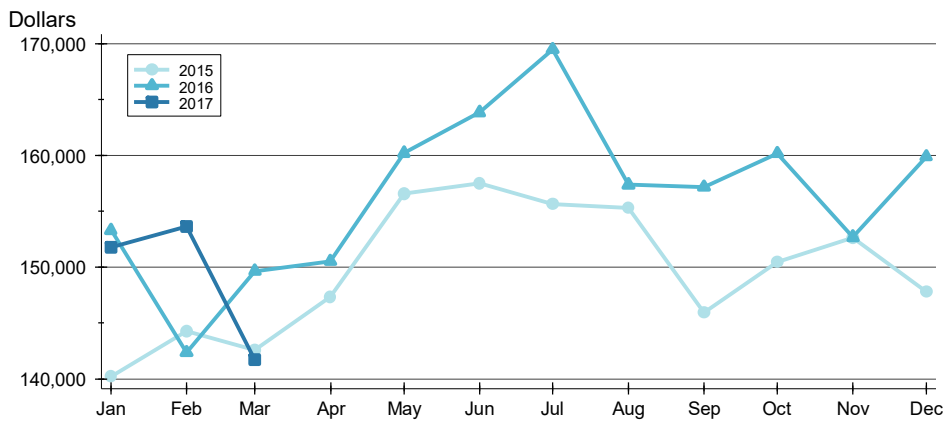
BY PRICE RANGE »

Price Range	Sales			Sale Price		Days on Market		Price as % of List		Price as % of Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median	Average	Median
Below \$25,000	54	6.5%	881	16,316	17,500	46	29	93.2%	96.7%	80.8%	82.4%
\$25,000-\$49,999	100	12.0%	3,824	38,240	39,300	55	31	92.4%	95.7%	87.3%	91.7%
\$50,000-\$99,999	191	22.9%	13,804	72,273	72,000	63	36	97.3%	98.7%	93.8%	95.9%
\$100,000-\$124,999	66	7.9%	7,478	113,309	114,900	49	22	98.4%	100.0%	96.7%	98.6%
\$125,000-\$149,999	104	12.5%	14,324	137,729	137,500	42	17	99.0%	100.0%	97.5%	98.5%
\$150,000-\$174,999	88	10.5%	14,245	161,876	164,000	44	28	98.7%	99.5%	97.5%	97.7%
\$175,000-\$199,999	78	9.3%	14,492	185,790	185,000	47	14	98.3%	99.6%	97.0%	98.4%
\$200,000-\$249,999	71	8.5%	15,805	222,607	221,212	72	34	98.0%	98.6%	96.2%	97.1%
\$250,000-\$299,999	39	4.7%	10,534	270,091	264,750	83	59	97.9%	98.9%	95.6%	97.7%
\$300,000-\$399,999	23	2.8%	7,817	339,862	335,000	104	91	97.5%	98.2%	95.6%	96.0%
\$400,000-\$499,999	9	1.1%	4,040	448,886	446,902	45	22	98.9%	100.0%	98.9%	100.0%
\$500,000-\$749,999	6	0.7%	3,613	602,137	590,000	32	11	97.9%	98.6%	97.9%	98.6%
\$750,000-\$999,999	2	0.2%	1,970	985,000	985,000	101	101	94.0%	94.0%	91.3%	91.3%
\$1,000,000 and up	4	0.5%	5,515	1,378,750	1,212,500	156	167	96.8%	99.2%	94.5%	98.1%
All price ranges	835	100.0%	118,342	141,726	125,000	57	29	97.3%	99.0%	94.5%	97.3%

CLOSED LISTINGS ANALYSIS

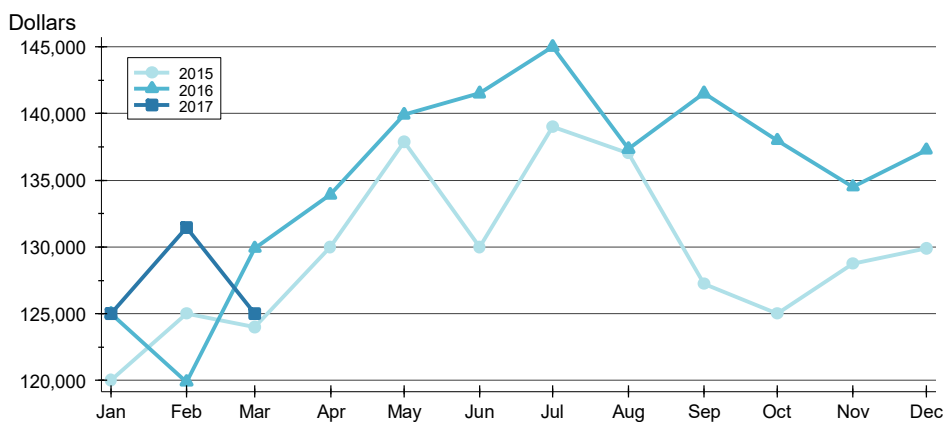
**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 4/9/2017**

AVERAGE PRICE



Month	2015	2016	2017
January	140,224	153,313	151,748
February	144,271	142,349	153,656
March	142,575	149,651	141,726
April	147,301	150,514	150,514
May	156,574	160,202	160,202
June	157,482	163,848	163,848
July	155,639	169,506	169,506
August	155,285	157,370	157,370
September	145,953	157,173	157,173
October	150,456	160,166	160,166
November	152,640	152,696	152,696
December	147,763	159,886	159,886

MEDIAN PRICE

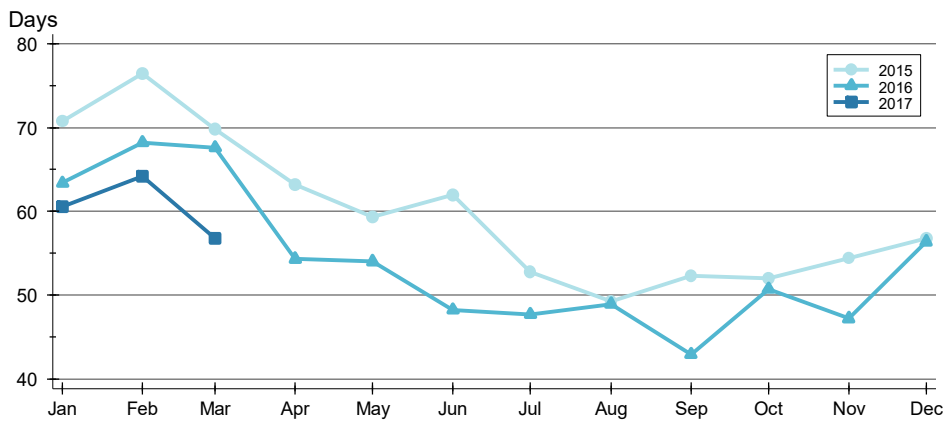


Month	2015	2016	2017
January	120,000	125,000	125,000
February	125,000	119,900	131,450
March	124,000	129,900	125,000
April	130,000	133,900	133,900
May	137,900	139,900	139,900
June	130,000	141,500	141,500
July	139,000	145,000	145,000
August	137,000	137,350	137,350
September	127,250	141,500	141,500
October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

CLOSED LISTINGS ANALYSIS

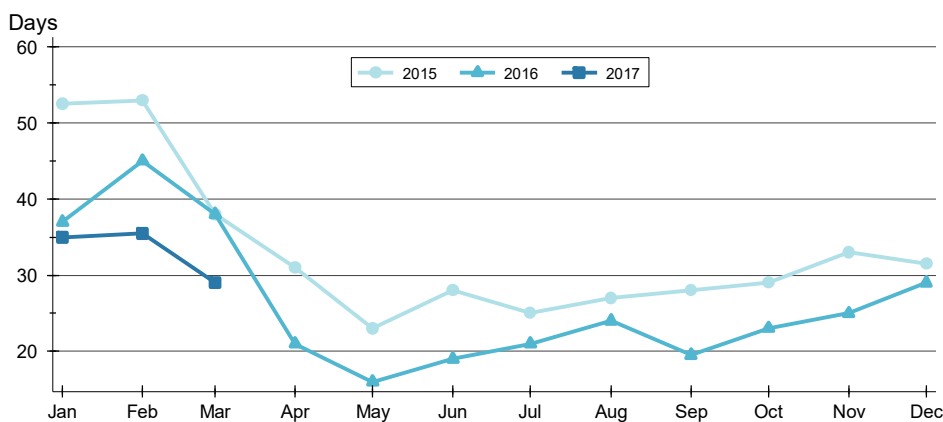
**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 4/9/2017**

AVERAGE DOM



Month	2015	2016	2017
January	71	63	61
February	76	68	64
March	70	68	57
April	63	54	54
May	59	54	54
June	62	48	48
July	53	48	48
August	49	49	49
September	52	43	43
October	52	51	51
November	54	47	47
December	57	56	56

MEDIAN DOM

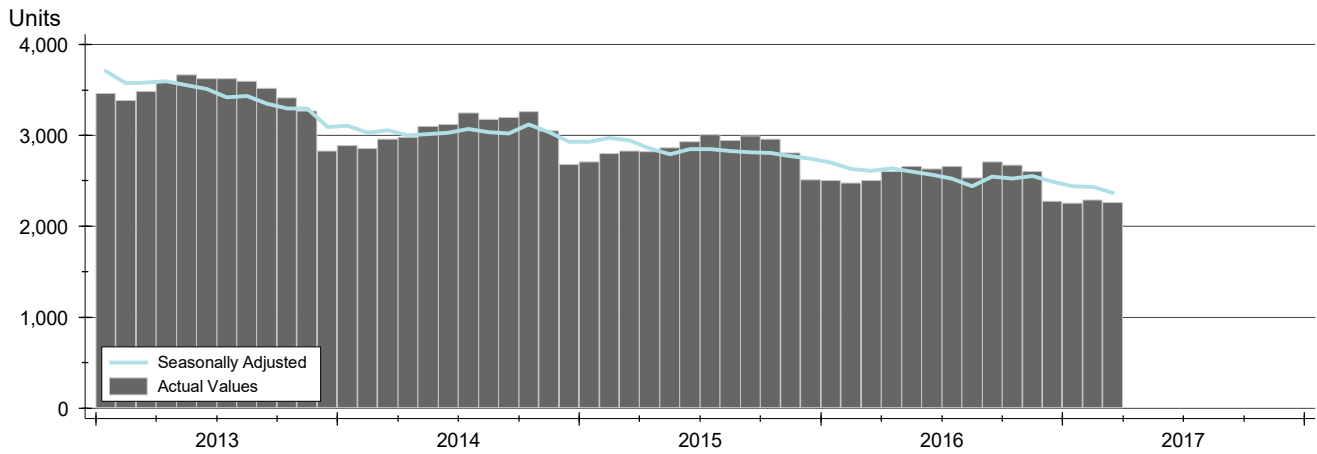


Month	2015	2016	2017
January	53	37	35
February	53	45	36
March	38	38	29
April	31	21	21
May	23	16	16
June	28	19	19
July	25	21	21
August	27	24	24
September	28	20	20
October	29	23	23
November	33	25	25
December	32	29	29

ACTIVE LISTINGS ANALYSIS

HISTORY >>

**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 4/9/2017**



SUMMARY >>

Summary Statistics for Active Listings		End of March		
		2017	2016	Change
Active Listings		2,261	2,503	-9.7%
Months' Supply		2.7	2.9	-7.0%
Volume (1,000s)		504,590	530,537	-4.9%
Average	List Price	223,171	211,960	5.3%
	Days on Market	104	110	-5.4%
	Percent of Original	97.3%	97.5%	-0.2%
Median	List Price	169,900	149,900	13.3%
	Days on Market	57	60	-5.0%
	Percent of Original	100.0%	100.0%	0.0%

A total of 2,261 homes were available for sale in South Central Kansas at the end of March. This represents a 2.7 months' supply of active listings.

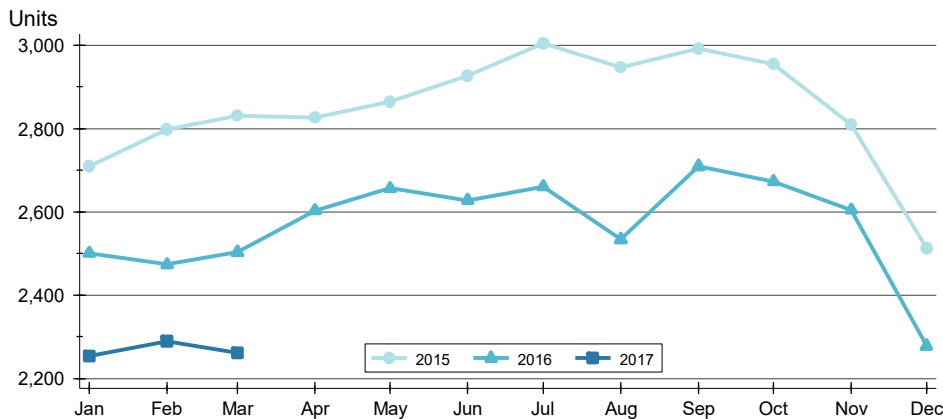
The median list price of homes on the market at the end of March was \$169,900, up 13.3% from 2016. The typical time on market for active listings was 57 days, down from 60 days a year earlier.



ACTIVE LISTINGS ANALYSIS

BY MONTH »

**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 4/9/2017**



Month	2015	2016	2017
January	2,710	2,500	2,254
February	2,798	2,473	2,289
March	2,831	2,503	2,261
April	2,825	2,603	
May	2,864	2,656	
June	2,926	2,628	
July	3,004	2,660	
August	2,946	2,534	
September	2,991	2,709	
October	2,954	2,673	
November	2,808	2,604	
December	2,512	2,278	

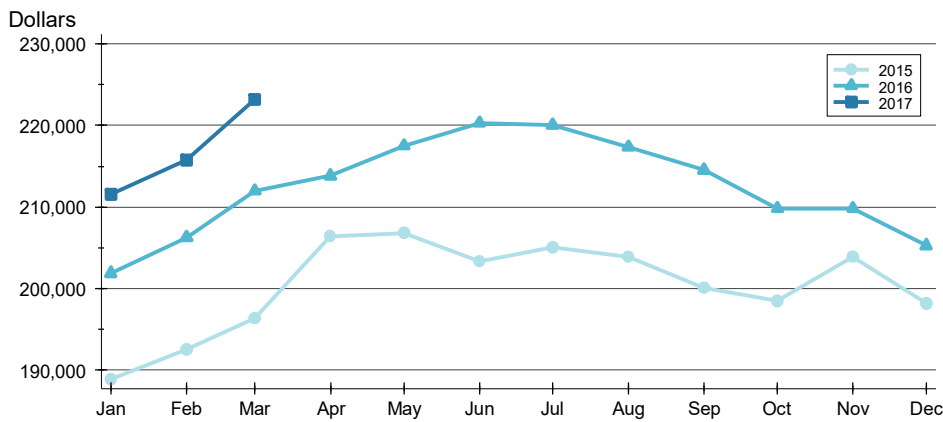
BY PRICE RANGE »

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	57	2.5%	855	1.1	15,001	18,900	152	58	90.5%	100.0%
\$25,000-\$49,999	199	8.8%	7,942	2.0	39,911	39,900	114	61	94.0%	100.0%
\$50,000-\$99,999	518	22.9%	38,121	2.7	73,593	72,900	111	59	96.5%	100.0%
\$100,000-\$124,999	97	4.3%	11,059	1.5	114,013	115,000	71	43	97.9%	100.0%
\$125,000-\$149,999	130	5.7%	18,169	1.3	139,765	139,900	63	36	98.5%	100.0%
\$150,000-\$174,999	139	6.1%	22,733	1.6	163,550	164,900	61	31	98.7%	100.0%
\$175,000-\$199,999	129	5.7%	24,393	1.7	189,095	189,900	99	47	98.9%	100.0%
\$200,000-\$249,999	257	11.4%	58,187	3.6	226,408	225,000	94	48	98.6%	100.0%
\$250,000-\$299,999	191	8.4%	52,323	4.9	273,944	270,000	101	65	99.1%	100.0%
\$300,000-\$399,999	246	10.9%	85,125	10.7	346,036	339,925	103	59	98.9%	100.0%
\$400,000-\$499,999	117	5.2%	52,603	13.0	449,599	449,900	144	121	97.6%	100.0%
\$500,000-\$749,999	76	3.4%	46,845	12.7	616,383	602,500	165	122	97.2%	100.0%
\$750,000-\$999,999	35	1.5%	30,553	17.5	872,945	875,000	159	134	93.5%	100.0%
\$1,000,000 and up	29	1.3%	46,530	7.3	1,604,477	1,379,000	163	147	96.1%	100.0%
All price ranges	2,261	100.0%	504,590	2.7	223,171	169,900	104	57	97.3%	100.0%

ACTIVE LISTINGS ANALYSIS

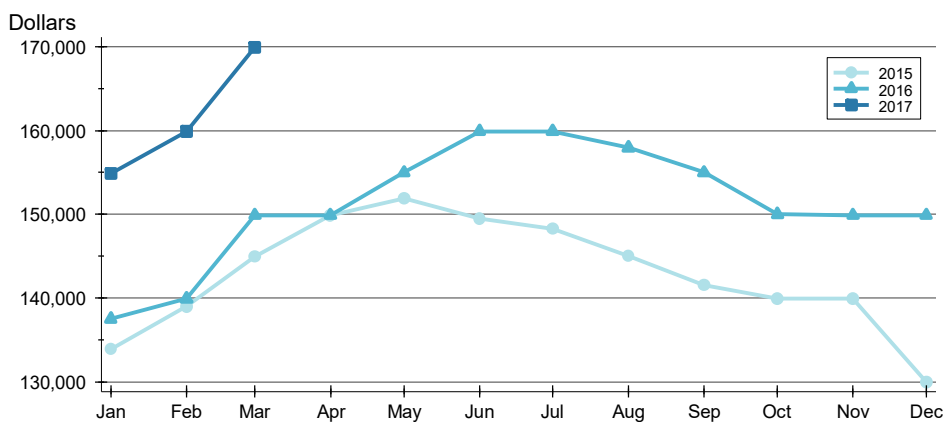
**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 4/9/2017**

AVERAGE PRICE



Month	2015	2016	2017
January	188,970	201,896	211,527
February	192,547	206,300	215,732
March	196,355	211,960	223,171
April	206,422	213,848	
May	206,806	217,509	
June	203,356	220,272	
July	205,102	220,064	
August	203,861	217,371	
September	200,121	214,568	
October	198,492	209,842	
November	203,927	209,842	
December	198,170	205,282	

MEDIAN PRICE

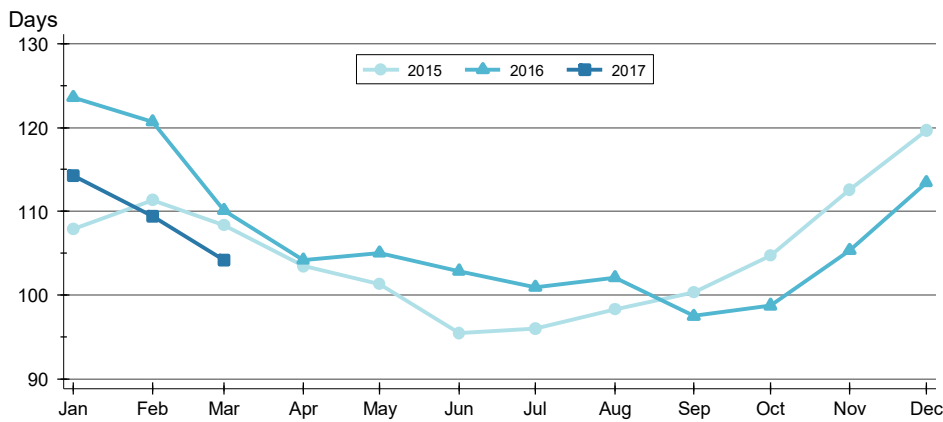


Month	2015	2016	2017
January	133,900	137,500	154,900
February	139,000	139,900	159,900
March	144,900	149,900	169,900
April	149,900	149,900	
May	151,900	155,000	
June	149,500	159,900	
July	148,250	159,900	
August	145,000	157,950	
September	141,500	155,000	
October	139,900	150,000	
November	139,900	149,900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

ACTIVE LISTINGS ANALYSIS

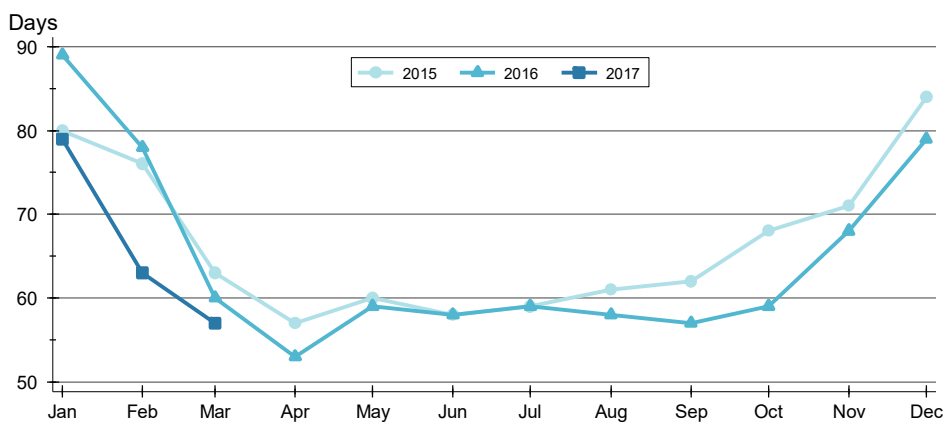
**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 4/9/2017**

AVERAGE DOM



Month	2015	2016	2017
January	108	124	114
February	111	121	109
March	108	110	104
April	103	104	104
May	101	105	105
June	95	103	103
July	96	101	101
August	98	102	102
September	100	97	97
October	105	99	99
November	113	105	105
December	120	113	113

MEDIAN DOM

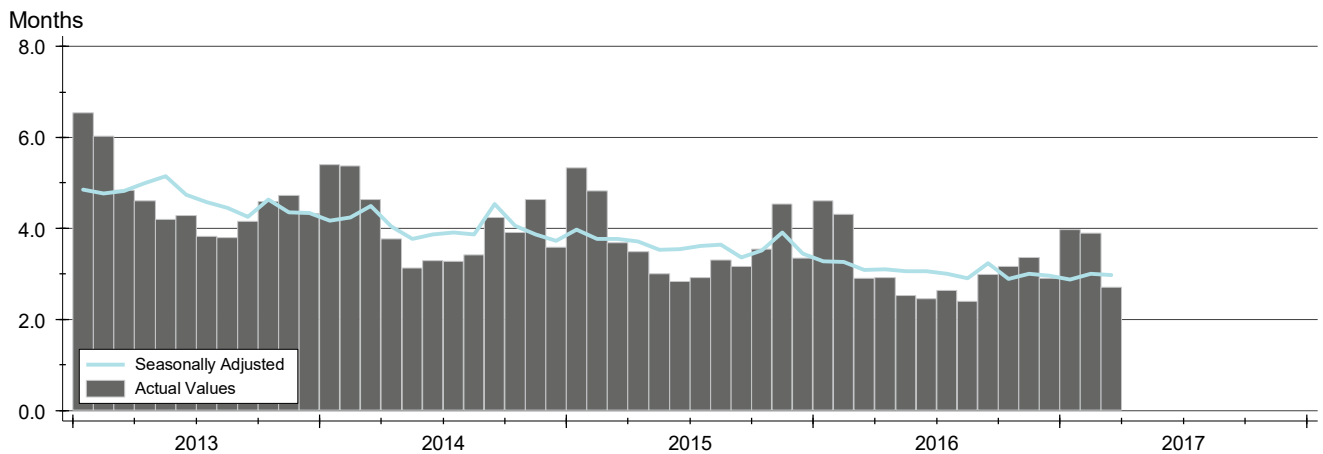


Month	2015	2016	2017
January	80	89	79
February	76	78	63
March	63	60	57
April	57	53	57
May	60	59	59
June	58	58	58
July	59	59	59
August	61	58	58
September	62	57	57
October	68	59	59
November	71	68	68
December	84	79	79

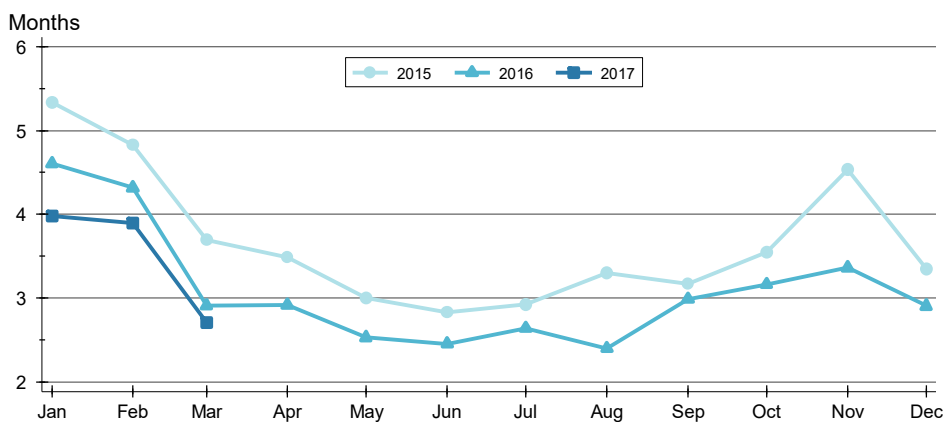
MONTHS' SUPPLY ANALYSIS

HISTORY >>

**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 4/9/2017**



BY MONTH >>

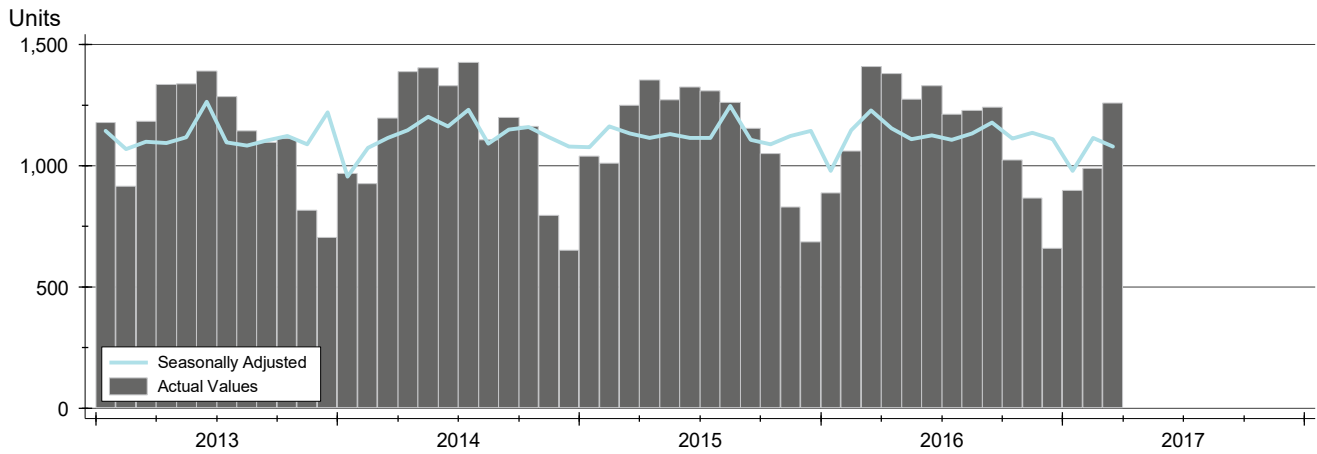


Month	2015	2016	2017
January	5.3	4.6	4.0
February	4.8	4.3	3.9
March	3.7	2.9	2.7
April	3.5	2.9	
May	3.0	2.5	
June	2.8	2.5	
July	2.9	2.6	
August	3.3	2.4	
September	3.2	3.0	
October	3.5	3.2	
November	4.5	3.4	
December	3.3	2.9	

NEW LISTINGS ANALYSIS

HISTORY >>

**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 4/9/2017**



SUMMARY >>

Summary Statistics for New Listings		March		
		2017	2016	Change
Current Month	New Listings	1,259	1,409	-10.6%
	Volume (1,000s)	232,889	246,669	-5.6%
	Average List Price	184,980	175,067	5.7%
	Median List Price	149,950	149,400	0.4%
YTD	New Listings	3,146	3,357	-6.3%
	Volume (1,000s)	553,212	575,295	-3.8%
	Average List Price	175,846	171,372	2.6%
	Median List Price	145,000	139,900	3.6%

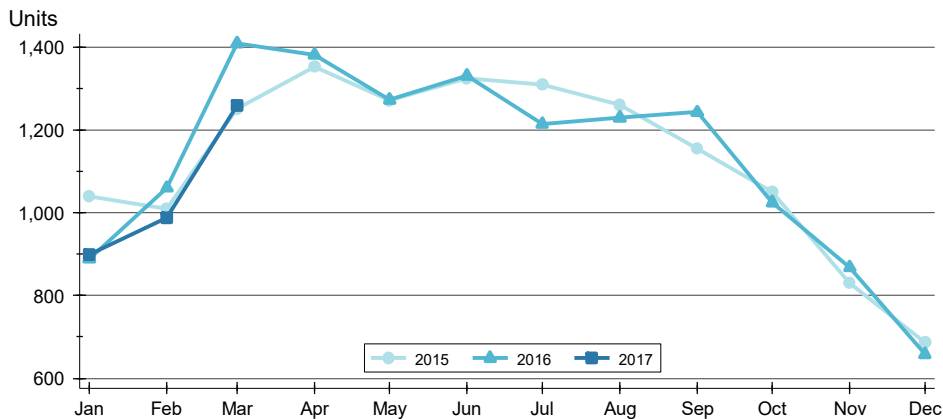
A total of 1,259 new listings were added in South Central Kansas during March, down 10.6% from the same month in 2016. Year-to-date South Central Kansas has seen 3,146 new listings.

The median list price of these homes was \$149,950 up from \$149,400 in 2016.

NEW LISTINGS ANALYSIS

BY MONTH >>

**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 4/9/2017**



Month	2015	2016	2017
January	1,039	888	899
February	1,010	1,060	988
March	1,251	1,409	1,259
April	1,353	1,381	
May	1,271	1,273	
June	1,325	1,331	
July	1,309	1,214	
August	1,261	1,229	
September	1,155	1,243	
October	1,050	1,025	
November	830	868	
December	686	658	

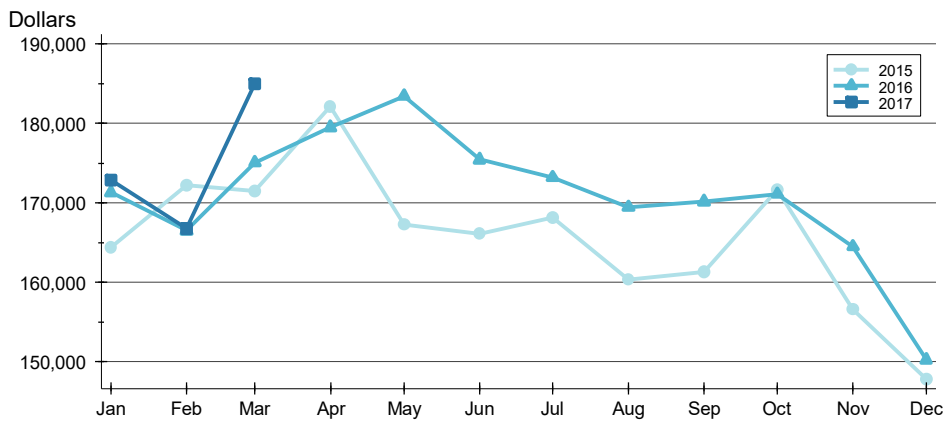
BY PRICE RANGE >>

Price Range	New Listings			List Price	
	Number	Percent	Volume	Average	Median
Below \$25,000	30	2.4%	292	9,741	4,850
\$25,000-\$49,999	93	7.4%	3,622	38,946	39,900
\$50,000-\$99,999	255	20.3%	19,588	76,815	77,000
\$100,000-\$124,999	95	7.5%	10,752	113,175	113,000
\$125,000-\$149,999	141	11.2%	19,518	138,424	139,000
\$150,000-\$174,999	127	10.1%	20,690	162,916	164,900
\$175,000-\$199,999	97	7.7%	18,270	188,355	189,000
\$200,000-\$249,999	133	10.6%	30,067	226,067	225,000
\$250,000-\$299,999	91	7.2%	24,965	274,335	272,000
\$300,000-\$399,999	98	7.8%	33,893	345,848	339,808
\$400,000-\$499,999	29	2.3%	13,328	459,587	459,000
\$500,000-\$749,999	22	1.7%	13,469	612,242	608,600
\$750,000-\$999,999	8	0.6%	6,923	865,362	854,450
\$1,000,000 and up	9	0.7%	11,778	1,308,656	1,260,000
All price ranges	1,259	100.0%	232,889	184,980	149,950

NEW LISTINGS ANALYSIS

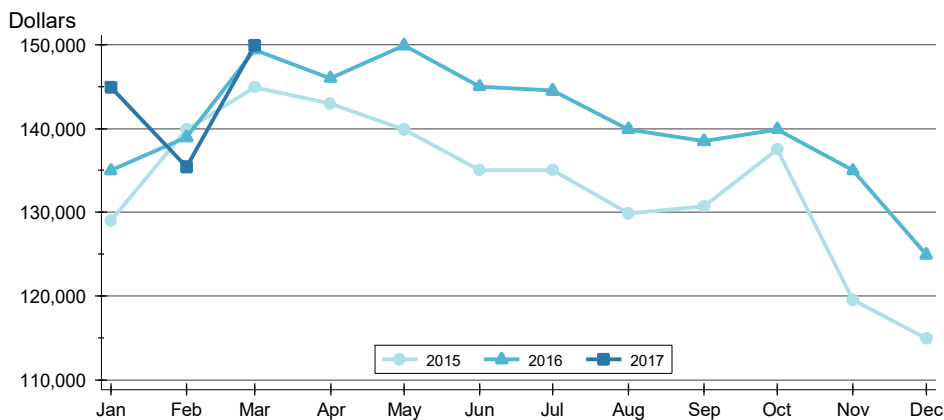
**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 4/9/2017**

AVERAGE PRICE



Month	2015	2016	2017
January	164,415	171,301	172,830
February	172,244	166,489	166,732
March	171,456	175,067	184,980
April	182,094	179,511	
May	167,269	183,425	
June	166,081	175,423	
July	168,144	173,213	
August	160,382	169,471	
September	161,283	170,142	
October	171,599	171,098	
November	156,585	164,516	
December	147,868	150,231	

MEDIAN PRICE

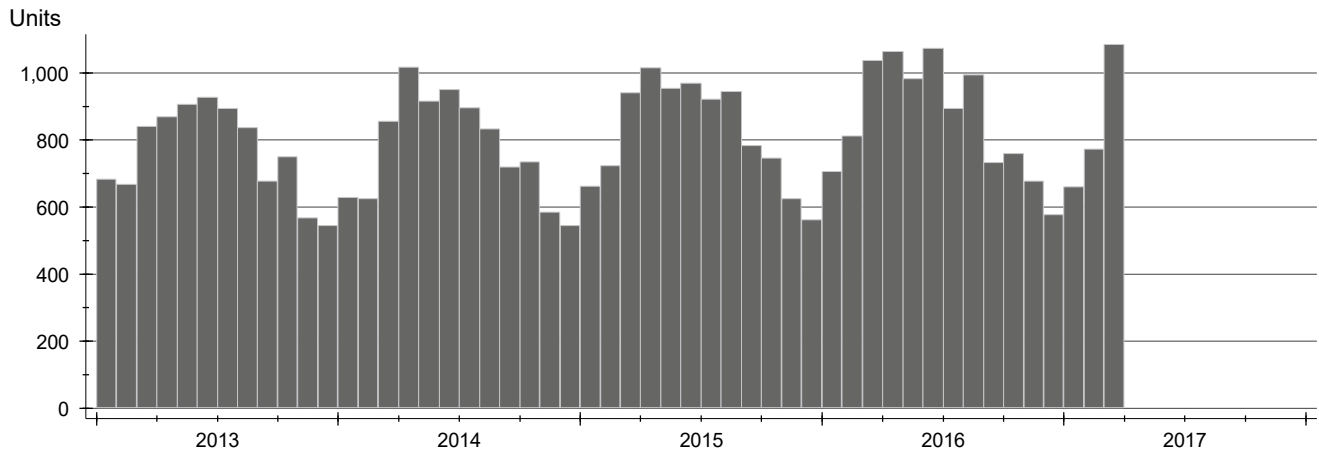


Month	2015	2016	2017
January	129,000	135,000	144,900
February	139,900	138,950	135,450
March	144,900	149,400	149,950
April	143,000	146,000	
May	139,900	149,900	
June	135,000	145,000	
July	135,000	144,500	
August	129,900	139,900	
September	130,750	138,500	
October	137,500	139,900	
November	119,500	135,000	
December	114,900	124,900	

CONTRACTS WRITTEN ANALYSIS

**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 4/9/2017**

HISTORY >>



SUMMARY >>

Summary Statistics for Contracts Written		March			Year-to-Date		
		2017	2016	Change	2017	2016	Change
Closed Listings		1,085	1,037	4.6%	2,518	2,553	-1.4%
Volume (1,000s)		175,192	165,311	6.0%	397,005	414,026	-4.1%
Average	Sale Price	161,467	159,413	1.3%	157,667	162,172	-2.8%
	Days on Market	49	56	-13.1%	57	61	-6.7%
	Percent of Original	97.2%	95.9%	1.3%	95.7%	95.1%	0.6%
Median	Sale Price	137,000	140,000	-2.1%	135,000	137,500	-1.8%
	Days on Market	21	20	5.0%	26	28	-7.1%
	Percent of Original	100.0%	98.1%	1.9%	99.5%	97.6%	1.9%

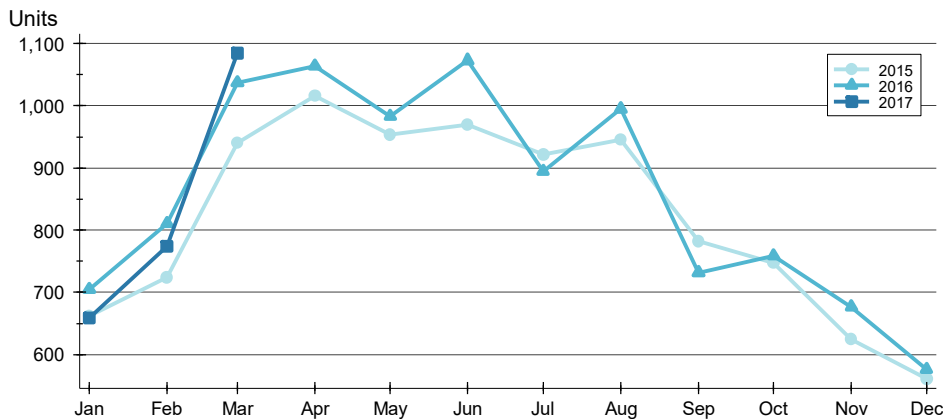
A total of 1,085 contracts for sale were written in South Central Kansas during the month of March, up from 1,037 in 2016. The median list price of these homes was \$137,000, down from \$140,000 the prior year.

Half of the homes that went under contract in March were on the market less than 21 days, compared to 20 days in March 2016.

CONTRACTS WRITTEN ANALYSIS

BY MONTH »

**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 4/9/2017**



Month	2015	2016	2017
January	662	705	659
February	724	811	774
March	940	1,037	1,085
April	1,016	1,064	
May	954	983	
June	969	1,073	
July	922	895	
August	945	995	
September	783	732	
October	747	759	
November	625	677	
December	562	576	

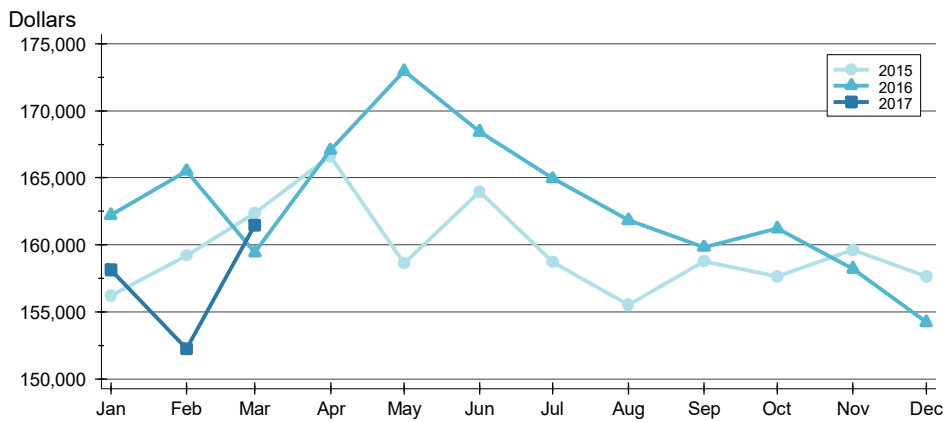
BY PRICE RANGE »

Price Range	Contracts Written			List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median
Below \$25,000	20	1.8%	317	15,840	16,250	55	25	86.5%	100.0%
\$25,000-\$49,999	76	7.0%	2,899	38,147	39,900	57	39	92.3%	99.0%
\$50,000-\$99,999	239	22.0%	18,355	76,800	77,500	53	25	96.0%	100.0%
\$100,000-\$124,999	101	9.3%	11,494	113,801	114,900	33	12	98.4%	100.0%
\$125,000-\$149,999	145	13.4%	19,991	137,868	136,900	29	7	99.0%	100.0%
\$150,000-\$174,999	110	10.1%	17,912	162,834	162,900	33	9	98.7%	100.0%
\$175,000-\$199,999	82	7.6%	15,359	187,309	186,250	46	12	98.6%	100.0%
\$200,000-\$249,999	102	9.4%	23,124	226,703	227,123	45	24	98.1%	100.0%
\$250,000-\$299,999	61	5.6%	16,507	270,609	270,000	74	19	98.6%	100.0%
\$300,000-\$399,999	46	4.2%	15,608	339,294	338,278	60	23	97.7%	100.0%
\$400,000-\$499,999	19	1.8%	8,660	455,772	450,000	186	52	97.2%	100.0%
\$500,000-\$749,999	14	1.3%	8,417	601,229	606,100	79	26	98.7%	100.0%
\$750,000-\$999,999	1	0.1%	859	859,000	859,000	28	28	74.2%	74.2%
\$1,000,000 and up	4	0.4%	5,195	1,298,750	1,150,000	78	63	96.2%	100.0%
All price ranges	1,085	100.0%	175,192	161,467	137,000	49	21	97.2%	100.0%

CONTRACTS WRITTEN ANALYSIS

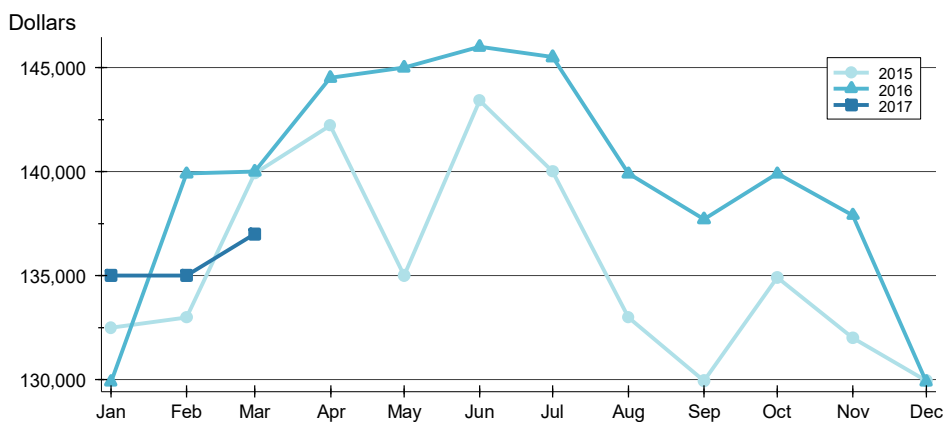
**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 4/9/2017**

AVERAGE PRICE »



Month	2015	2016	2017
January	156,216	162,209	158,117
February	159,199	165,516	152,231
March	162,353	159,413	161,467
April	166,619	167,057	
May	158,585	172,975	
June	163,944	168,437	
July	158,691	164,951	
August	155,537	161,828	
September	158,737	159,826	
October	157,634	161,202	
November	159,606	158,204	
December	157,636	154,208	

MEDIAN PRICE »



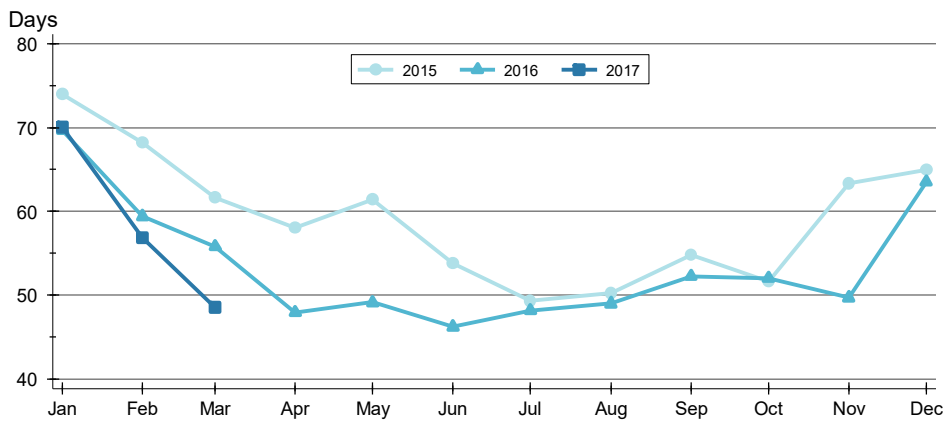
Month	2015	2016	2017
January	132,500	129,900	135,000
February	133,000	139,900	135,000
March	139,900	140,000	137,000
April	142,200	144,500	
May	135,000	145,000	
June	143,438	146,000	
July	140,000	145,500	
August	133,000	139,900	
September	129,950	137,700	
October	134,900	139,900	
November	132,000	137,900	
December	129,950	129,900	



CONTRACTS WRITTEN ANALYSIS

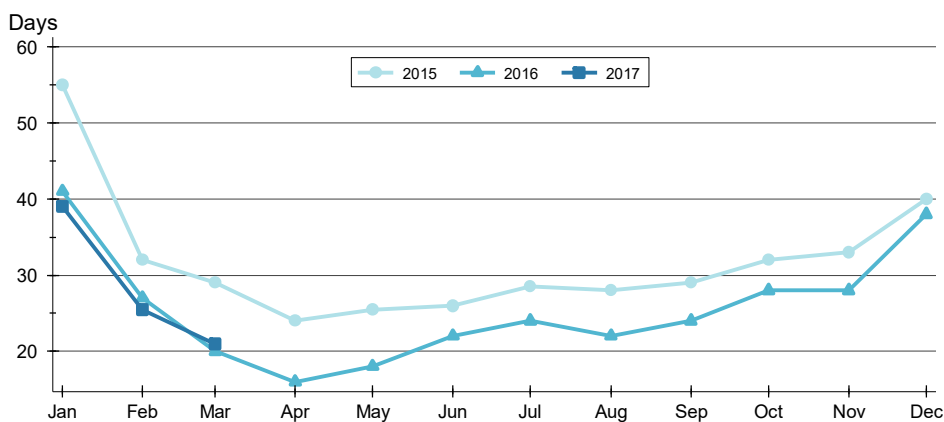
**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 4/9/2017**

AVERAGE DOM »



Month	2015	2016	2017
January	74	70	70
February	68	59	57
March	62	56	49
April	58	48	49
May	61	49	48
June	54	46	48
July	49	48	48
August	50	49	49
September	55	52	52
October	52	52	52
November	63	50	50
December	65	63	63

MEDIAN DOM »

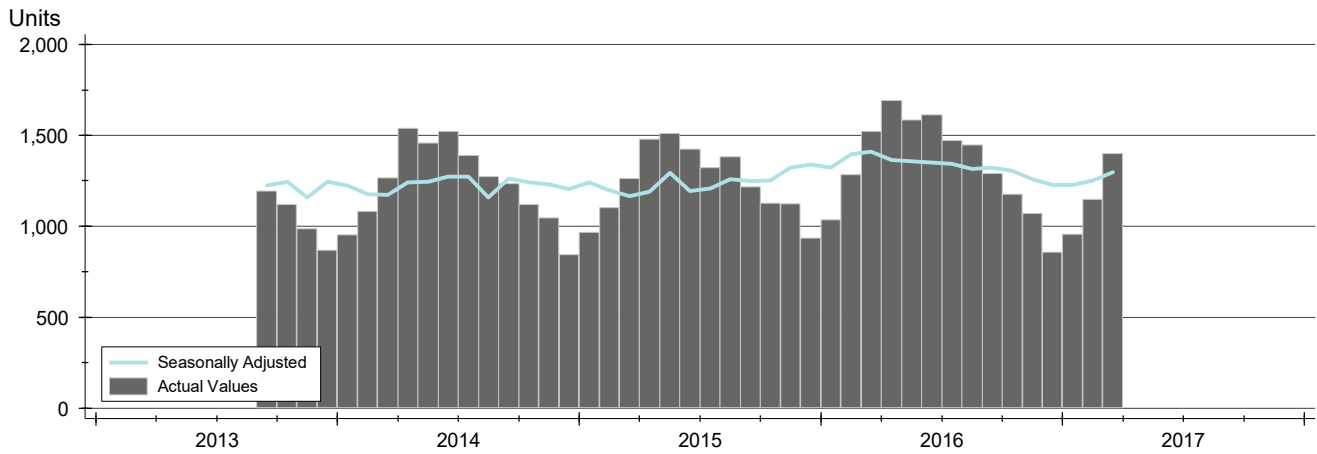


Month	2015	2016	2017
January	55	41	39
February	32	27	26
March	29	20	21
April	24	16	21
May	26	18	21
June	26	22	21
July	29	24	21
August	28	22	21
September	29	24	21
October	32	28	21
November	33	28	21
December	40	38	21

PENDING CONTRACTS ANALYSIS

HISTORY >>

**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 4/9/2017**



SUMMARY >>

Summary Statistics for Active Listings		End of March		
		2017	2016	Change
Active Listings		1,400	1,522	-8.0%
Volume (1,000s)		239,264	252,667	-5.3%
Average	List Price	170,903	166,010	2.9%
	Days on Market	52	58	-10.9%
	Percent of Original	98.0%	97.9%	0.2%
Median	List Price	147,500	139,950	5.4%
	Days on Market	19	20	-5.0%
	Percent of Original	100.0%	100.0%	0.0%

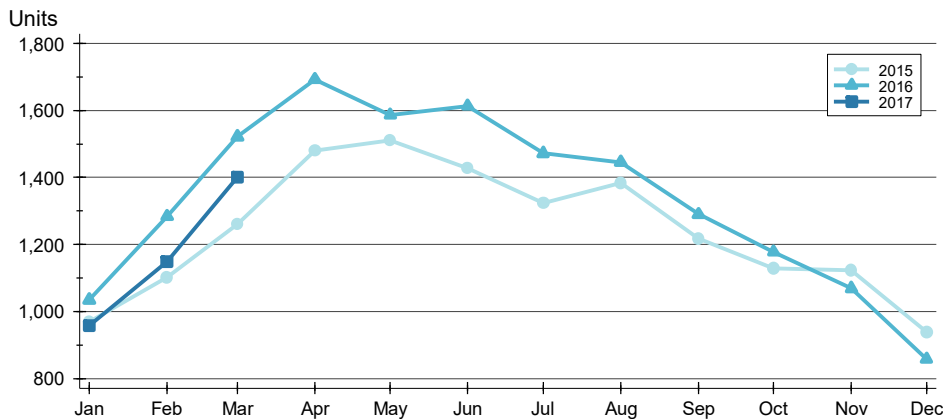
A total of 1,400 listings in South Central Kansas had contracts pending at the end of March, down from 1,522 contracts pending at the end of March 2016.

Pending contracts reflect listings with a contract in place at the end of the month. In contrast, contracts written measures the number of listings put under contract during the month.

PENDING CONTRACTS ANALYSIS

BY MONTH >>

**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 4/9/2017**



Month	2015	2016	2017
January	969	1,034	957
February	1,101	1,284	1,149
March	1,261	1,522	1,400
April	1,480	1,693	
May	1,510	1,586	
June	1,427	1,613	
July	1,323	1,472	
August	1,384	1,446	
September	1,217	1,290	
October	1,128	1,177	
November	1,123	1,069	
December	937	857	

BY PRICE RANGE >>

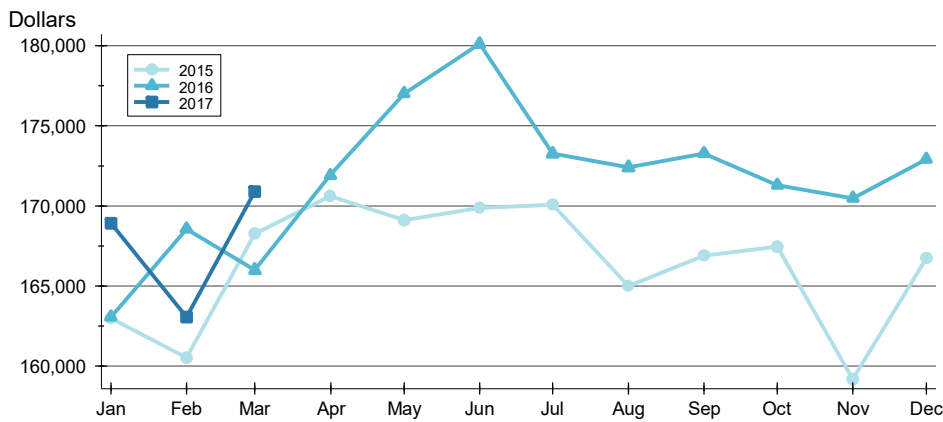
Price Range	Contracts Written			List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median
Below \$25,000	16	1.1%	272	16,972	17,450	56	31	93.5%	100.0%
\$25,000-\$49,999	74	5.3%	2,957	39,959	40,000	79	43	94.6%	100.0%
\$50,000-\$99,999	309	22.1%	23,587	76,334	77,995	60	27	97.4%	100.0%
\$100,000-\$124,999	137	9.8%	15,577	113,702	114,900	36	13	97.9%	100.0%
\$125,000-\$149,999	183	13.1%	25,282	138,151	137,500	36	9	98.7%	100.0%
\$150,000-\$174,999	156	11.1%	25,377	162,674	162,900	39	13	98.4%	100.0%
\$175,000-\$199,999	122	8.7%	22,882	187,557	187,725	52	24	98.5%	100.0%
\$200,000-\$249,999	138	9.9%	31,238	226,366	225,000	46	19	98.8%	100.0%
\$250,000-\$299,999	106	7.6%	29,023	273,806	274,900	63	15	99.0%	100.0%
\$300,000-\$399,999	72	5.1%	24,910	345,969	339,727	55	12	98.5%	100.0%
\$400,000-\$499,999	34	2.4%	14,977	440,501	432,500	105	10	99.2%	100.0%
\$500,000-\$749,999	24	1.7%	14,049	585,363	586,130	63	17	98.8%	100.0%
\$750,000-\$999,999	2	0.1%	1,766	882,966	882,966	0	0	100.0%	100.0%
\$1,000,000 and up	2	0.1%	3,095	1,547,500	1,547,500	63	63	100.0%	100.0%
All price ranges	1,400	100.0%	239,264	170,903	147,500	52	19	98.0%	100.0%



PENDING CONTRACTS ANALYSIS

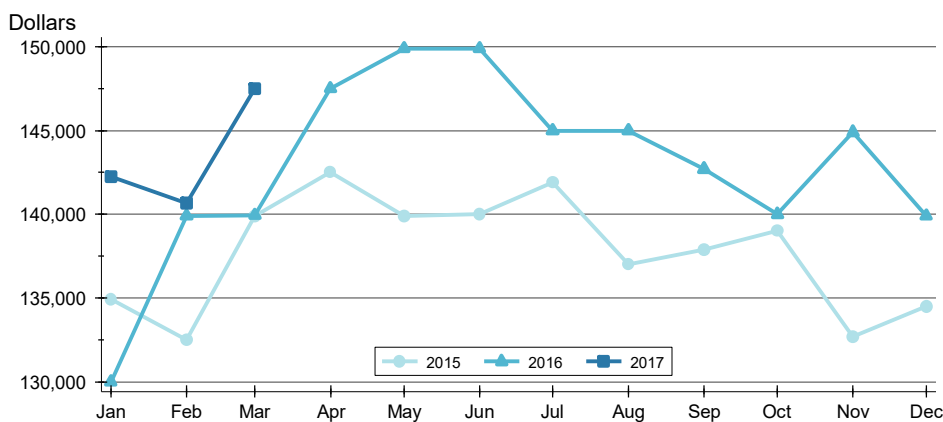
**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 4/9/2017**

AVERAGE PRICE »



Month	2015	2016	2017
January	162,993	163,080	168,915
February	160,550	168,555	163,082
March	168,272	166,010	170,903
April	170,592	171,919	
May	169,126	177,027	
June	169,887	180,113	
July	170,100	173,256	
August	164,997	172,412	
September	166,919	173,270	
October	167,456	171,296	
November	159,226	170,505	
December	166,746	172,906	

MEDIAN PRICE »

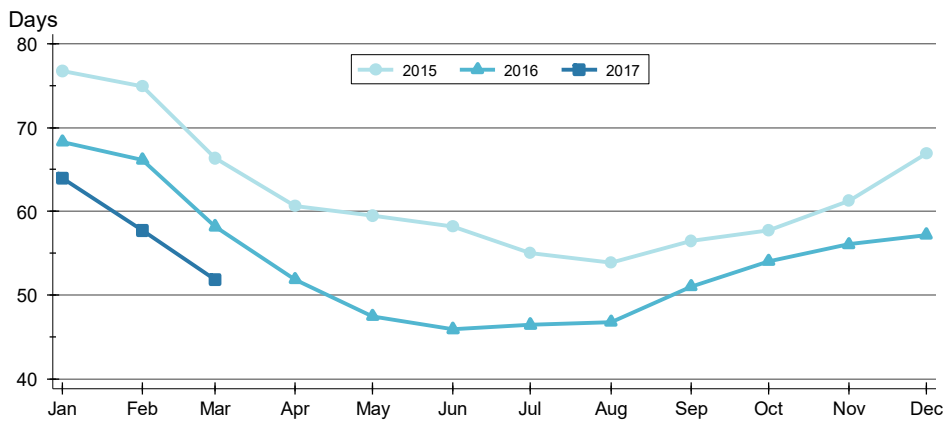


Month	2015	2016	2017
January	134,900	130,000	142,250
February	132,500	139,900	140,650
March	139,900	139,950	147,500
April	142,500	147,500	
May	139,900	149,900	
June	140,000	149,900	
July	141,900	145,000	
August	137,000	145,000	
September	137,900	142,700	
October	139,000	140,000	
November	132,700	144,900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

PENDING CONTRACTS ANALYSIS

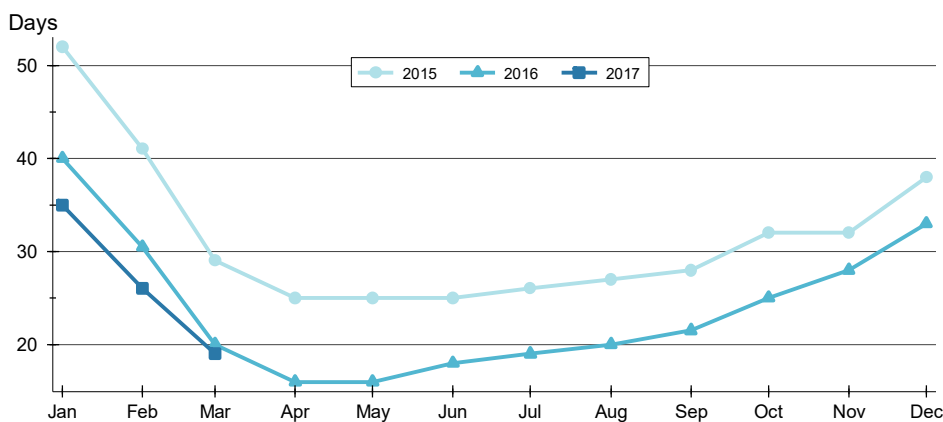
**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 4/9/2017**

AVERAGE DOM



Month	2015	2016	2017
January	77	68	64
February	75	66	58
March	66	58	52
April	61	52	52
May	59	47	47
June	58	46	46
July	55	46	46
August	54	47	47
September	56	51	51
October	58	54	54
November	61	56	56
December	67	57	57

MEDIAN DOM



Month	2015	2016	2017
January	52	40	35
February	41	31	26
March	29	20	19
April	25	16	16
May	25	16	16
June	25	18	18
July	26	19	19
August	27	20	20
September	28	22	22
October	32	25	25
November	32	28	28
December	38	33	33



South Central Kansas MLS

South Central Kansas MLS

170 W. Dewey, Wichita, KS 67202

www.sckrealtors.com

April 17, 2017

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

Homes sales in South Central Kansas fell by 2.9% in March compared to the prior year. Sales in March 2017 totaled 835 units, down from 860 in 2016.

Among existing homes, 790 units sold in March, a decrease of 0.8% from 796 units that sold in 2016. The average sale price of existing homes was \$133,267. This represents a decrease of 5.0% from the March 2016 average price of \$140,301.

For new construction, 45 sales occurred in March, down from 64 units the prior year, a decrease of 29.7%. The average sale price of new homes in March was \$290,235, up 9.1% from the same period last year.

A total of 1,085 contracts for sale were written in March 2017, up from 1,037 in March 2016. This is an increase of 4.6%. 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 2,261 units at the end of March, which is down from 2,503 homes that were on the market at the end of March last year. At the current rate of sales, this figure represents 2.7 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.

