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**J.P. WEIGAND & SONS** INC.

REALTORS®

## MARKET OVERVIEW >>

### South Central Kansas Home Sales Fell in August

Total home sales in South Central Kansas fell last month to 980 units, compared to 1,038 units in August 2017. Total sales volume was \$163.8 million, down from a year earlier.

The median sale price in August was \$153,725, up from \$145,000 a year earlier. Homes that sold in August were typically on the market for 18 days and sold for 99.0% of their list prices.

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

The total number of active listings in South Central Kansas at the end of August was 2,453 units, down from 2,663 at the same point in 2017. This represents a 2.8 months' supply of homes available for sale. The median list price of homes on the market at the end of August was \$182,250.

During August, a total of 916 contracts were written down from 944 in August 2017. At the end of the month, there were 1,193 contracts pending, compared to 1,317 at the end of August 2017.

### 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.

Entire MLS System		August		
Current Month		2018	2017	Change
Summary Statistics				
Home Sales		980	1,038	-5.6%
Active Listings		2,453	2,663	-7.9%
Months' Supply		2.8	3.1	-9.3%
New Listings		1,293	1,376	-6.0%
Contracts Written		916	944	-3.0%
Pending Contracts		1,193	1,317	-9.4%
Sales Volume (1,000s)		163,753	172,689	-5.2%
Average	Sale Price	167,095	166,367	0.4%
	List Price of Actives	242,880	217,266	11.8%
	Days on Market	40	41	-2.3%
	Percent of List	97.6%	97.8%	-0.2%
	Percent of Original	95.2%	95.7%	-0.5%
Median	Sale Price	153,725	145,000	6.0%
	List Price of Actives	182,250	164,900	10.5%
	Days on Market	18	17	2.9%
	Percent of List	99.0%	99.5%	-0.4%
	Percent of Original	97.5%	97.8%	-0.3%

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# THREE-YEAR COMPARISONS

## SUMMARY >>

**BREAKDOWNS BY HOME TYPE  
ENTIRE MLS SYSTEM  
AS OF 9/8/2018**

August MLS Statistics		2018			2017			2016			
By Property Type		Total	Existing	New	Total	Existing	New	Total	Existing	New	
Home Sales		<b>980</b>	<b>907</b>	<b>73</b>	1,038	970	68	1,057	991	66	
	Change from prior year	-5.6%	-6.5%	7.4%	-1.8%	-2.1%	3.0%	18.4%	17.0%	43.5%	
Active Listings		<b>2,453</b>	<b>2,208</b>	<b>245</b>	2,663	2,379	284	2,534	2,284	250	
	Change from prior year	-7.9%	-7.2%	-13.7%	5.1%	4.2%	13.6%	-14.0%	-14.3%	-11.0%	
Months' Supply		<b>2.8</b>	<b>2.7</b>	<b>4.1</b>	3.1	3.0	4.9	3.0	2.9	4.5	
	Change from prior year	-9.3%	-8.5%	-15.9%	3.4%	2.7%	8.6%	-19.4%	-19.8%	-20.4%	
New Listings		<b>1,293</b>	<b>1,225</b>	<b>68</b>	1,376	1,291	85	1,238	1,157	81	
	Change from prior year	-6.0%	-5.1%	-20.0%	11.1%	11.6%	4.9%	-1.9%	-2.9%	15.7%	
Contracts Written		<b>916</b>	<b>871</b>	<b>45</b>	944	886	58	997	948	49	
	Change from prior year	-3.0%	-1.7%	-22.4%	-5.3%	-6.5%	18.4%	5.5%	5.9%	-2.0%	
Pending Contracts		<b>1,193</b>	<b>1,036</b>	<b>157</b>	1,317	1,141	176	1,446	1,301	145	
	Change from prior year	-9.4%	-9.2%	-10.8%	-8.9%	-12.3%	21.4%	4.5%	3.4%	15.1%	
Sales Volume (1,000s)		<b>163,753</b>	<b>141,763</b>	<b>21,989</b>	172,689	151,854	20,835	166,340	146,127	20,213	
	Change from prior year	-5.2%	-6.6%	5.5%	3.8%	3.9%	3.1%	20.0%	16.9%	47.3%	
Average	Sale Price	<b>167,095</b>	<b>156,299</b>	<b>301,223</b>	166,367	156,550	306,401	157,370	147,454	306,254	
		Change from prior year	0.4%	-0.2%	-1.7%	5.7%	6.2%	0.0%	1.3%	0.0%	2.7%
	List Price of Actives	<b>242,880</b>	<b>233,042</b>	<b>328,293</b>	217,266	206,212	308,346	217,371	206,723	313,630	
		Change from prior year	11.8%	13.0%	6.5%	0.0%	-0.2%	-1.7%	6.6%	8.8%	-6.0%
	Days on Market	<b>40</b>	<b>36</b>	<b>85</b>	41	37	100	49	45	102	
		Change from prior year	-2.4%	-1.3%	-14.5%	-16.3%	-18.9%	-2.3%	-0.5%	-1.7%	-2.3%
	Percent of List	<b>97.6%</b>	<b>97.4%</b>	<b>100.5%</b>	97.8%	97.5%	102.1%	97.3%	96.9%	102.1%	
	Change from prior year	-0.2%	-0.1%	-1.6%	0.5%	0.6%	0.0%	-0.1%	-0.1%	-0.5%	
	Percent of Original	<b>95.2%</b>	<b>94.7%</b>	<b>101.3%</b>	95.7%	95.2%	102.8%	94.8%	94.4%	101.1%	
	Change from prior year	-0.5%	-0.4%	-1.4%	0.9%	0.8%	1.7%	-0.3%	-0.3%	-1.8%	
Median	Sale Price	<b>153,725</b>	<b>147,000</b>	<b>276,000</b>	145,000	136,200	275,176	137,350	132,000	254,125	
		Change from prior year	6.0%	7.9%	0.3%	5.6%	3.2%	8.3%	0.3%	-0.8%	13.3%
	List Price of Actives	<b>182,250</b>	<b>168,000</b>	<b>289,900</b>	164,900	150,000	272,450	157,950	139,900	258,075	
		Change from prior year	10.5%	12.0%	6.4%	4.4%	7.2%	5.6%	8.9%	7.7%	-6.7%
	Days on Market	<b>18</b>	<b>17</b>	<b>29</b>	17	17	25	24	24	32	
		Change from prior year	2.9%	0.0%	18.4%	-29.2%	-29.2%	-23.4%	-11.1%	-7.7%	-41.8%
	Percent of List	<b>99.0%</b>	<b>98.8%</b>	<b>100.0%</b>	99.5%	99.0%	100.3%	98.8%	98.5%	100.0%	
	Change from prior year	-0.4%	-0.2%	-0.3%	0.7%	0.6%	0.3%	0.2%	0.0%	-0.5%	
	Percent of Original	<b>97.5%</b>	<b>97.2%</b>	<b>100.0%</b>	97.8%	97.4%	101.3%	97.3%	96.9%	100.9%	
	Change from prior year	-0.3%	-0.2%	-1.3%	0.5%	0.5%	0.4%	0.2%	0.0%	0.1%	



# YEAR-TO-DATE STATISTICS

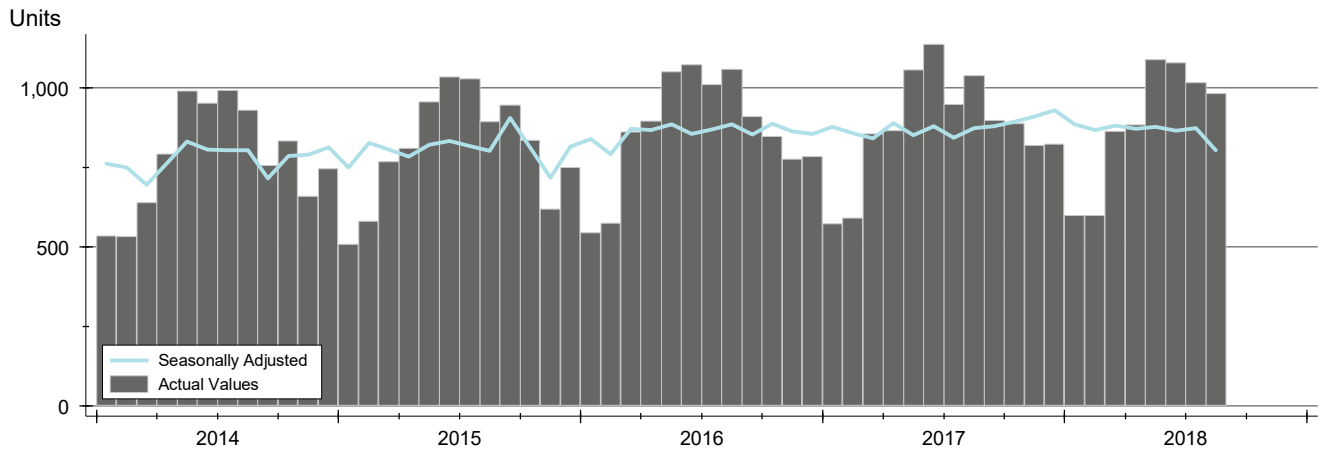
**SUMMARY >>**
**YTD BREAKDOWNS BY HOME TYPE  
ENTIRE MLS SYSTEM  
AS OF 9/8/2018**

Year-to-Date Activity		2018			2017			2016			
By Property Type		Total	Existing	New	Total	Existing	New	Total	Existing	New	
Home Sales		<b>7,102</b>	<b>6,621</b>	<b>481</b>	7,054	6,609	445	7,056	6,585	471	
	Change from prior year	0.7%	0.2%	8.1%	0.0%	0.4%	-5.5%	7.3%	7.2%	18.9%	
New Listings		<b>9,567</b>	<b>9,047</b>	<b>520</b>	10,008	9,320	688	9,804	9,183	620	
	Change from prior year	-4.4%	-2.9%	-24.4%	2.1%	1.5%	11.0%	-0.2%	0.0%	6.9%	
Contracts Written		<b>7,400</b>	<b>6,953</b>	<b>447</b>	7,510	6,992	518	7,558	7,031	527	
	Change from prior year	-1.5%	-0.6%	-13.7%	-0.6%	-0.6%	-1.7%	6.0%	6.0%	13.6%	
Sales Volume (1,000s)		<b>1,164,549</b>	<b>1,017,013</b>	<b>147,536</b>	1,119,881	985,928	133,953	1,109,002	969,570	139,432	
	Change from prior year	4.0%	3.2%	10.1%	1.0%	1.7%	-3.9%	11.5%	10.3%	24.2%	
Average	Sale Price	<b>163,975</b>	<b>153,604</b>	<b>306,728</b>	158,758	149,180	301,018	157,171	147,239	296,035	
		Change from prior year	3.3%	3.0%	1.9%	1.0%	1.3%	1.7%	3.9%	2.8%	4.4%
	Days on Market	<b>47</b>	<b>42</b>	<b>104</b>	47	45	87	55	50	118	
		Change from prior year	-1.7%	-5.2%	20.0%	-13.9%	-11.4%	-26.8%	-10.5%	-13.6%	7.2%
	Percent of List	<b>97.8%</b>	<b>97.5%</b>	<b>101.7%</b>	97.5%	97.2%	101.8%	97.4%	97.1%	101.2%	
Median		Change from prior year	0.3%	0.3%	-0.1%	0.1%	0.1%	0.6%	0.2%	0.2%	-1.0%
	Percent of Original	<b>95.8%</b>	<b>95.3%</b>	<b>102.3%</b>	95.3%	94.8%	102.3%	95.2%	94.7%	101.4%	
		Change from prior year	0.5%	0.5%	0.0%	0.2%	0.1%	0.9%	0.2%	0.3%	-1.4%
	Sale Price	<b>144,900</b>	<b>137,000</b>	<b>276,000</b>	139,000	132,000	263,900	135,000	129,900	254,900	
		Change from prior year	4.2%	3.8%	4.6%	3.0%	1.6%	3.5%	3.2%	2.3%	4.4%
Days on Market	<b>19</b>	<b>19</b>	<b>38</b>	20	20	23	25	24	51		
	Change from prior year	-5.0%	-5.0%	65.2%	-20.0%	-16.7%	-54.9%	-19.4%	-22.6%	-4.7%	
Percent of List	<b>99.1%</b>	<b>98.8%</b>	<b>100.0%</b>	99.1%	98.8%	100.0%	98.8%	98.5%	100.0%		
	Change from prior year	0.0%	0.0%	0.0%	0.4%	0.3%	0.0%	0.4%	0.4%	0.0%	
Percent of Original	<b>97.8%</b>	<b>97.5%</b>	<b>101.1%</b>	97.7%	97.4%	100.2%	97.6%	97.2%	100.0%		
	Change from prior year	0.1%	0.2%	0.9%	0.2%	0.2%	0.2%	0.6%	0.5%	-0.8%	

# CLOSED LISTINGS ANALYSIS

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 9/8/2018**

**HISTORY** >>



**SUMMARY** >>

Summary Statistics for Closed Listings		August			Year-to-Date		
		2018	2017	Change	2018	2017	Change
Closed Listings		<b>980</b>	1,038	-5.6%	<b>7,102</b>	7,054	0.7%
Volume (1,000s)		<b>163,753</b>	172,689	-5.2%	<b>1,164,549</b>	1,119,881	4.0%
Average	Sale Price	<b>167,095</b>	166,367	0.4%	<b>163,975</b>	158,758	3.3%
	Days on Market	<b>40</b>	41	-2.4%	<b>47</b>	47	-1.7%
	Percent of List	<b>97.6%</b>	97.8%	-0.2%	<b>97.8%</b>	97.5%	0.3%
	Percent of Original	<b>95.2%</b>	95.7%	-0.5%	<b>95.8%</b>	95.3%	0.5%
Median	Sale Price	<b>153,725</b>	145,000	6.0%	<b>144,900</b>	139,000	4.2%
	Days on Market	<b>18</b>	17	2.9%	<b>19</b>	20	-5.0%
	Percent of List	<b>99.0%</b>	99.5%	-0.4%	<b>99.1%</b>	99.1%	0.0%
	Percent of Original	<b>97.5%</b>	97.8%	-0.3%	<b>97.8%</b>	97.7%	0.1%

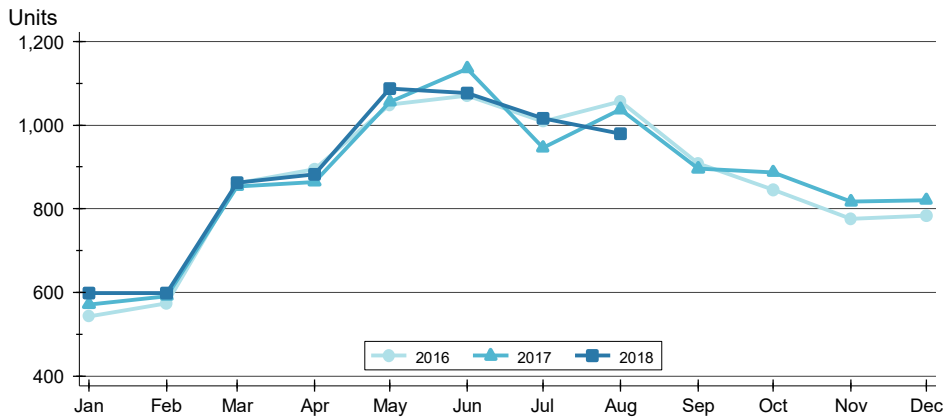
A total of 980 homes sold in South Central Kansas in August, down from 1,038 units in August 2017. Total sales volume fell to \$163.8 million compared to \$172.7 million in the previous year.

The median sales price in August was \$153,725, up 6.0% compared to the prior year. Median days on market was 18 days, up from 15 days in July, and up from 17 in August 2017.

# CLOSED LISTINGS ANALYSIS

## BY MONTH >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 9/8/2018**



Month	2016	2017	2018
January	543	571	598
February	573	591	599
March	860	853	862
April	894	864	883
May	1,049	1,055	1,087
June	1,071	1,136	1,077
July	1,009	946	1,016
August	1,057	1,038	980
September	908	896	
October	845	887	
November	775	817	
December	784	821	

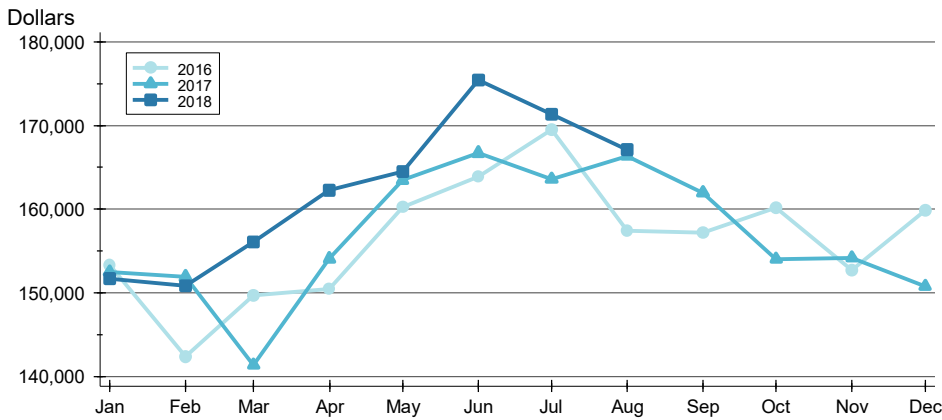
## BY PRICE RANGE >>

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	22	2.2%	315	14,337	14,950	66	47	86.8%	91.7%	73.5%	78.2%
\$25,000-\$49,999	64	6.5%	2,458	38,404	40,000	58	39	91.4%	94.4%	84.5%	84.0%
\$50,000-\$99,999	192	19.6%	14,635	76,225	78,000	36	19	96.6%	97.7%	93.4%	96.0%
\$100,000-\$124,999	84	8.6%	9,554	113,735	115,000	33	12	98.8%	99.2%	96.7%	98.1%
\$125,000-\$149,999	107	10.9%	14,640	136,822	135,000	29	12	98.9%	100.0%	97.3%	99.7%
\$150,000-\$174,999	122	12.4%	19,687	161,365	160,000	24	11	98.4%	99.4%	96.7%	97.9%
\$175,000-\$199,999	88	9.0%	16,416	186,549	186,995	35	9	99.1%	100.0%	97.9%	98.9%
\$200,000-\$249,999	137	14.0%	30,335	221,425	220,000	50	22	98.5%	99.0%	96.9%	97.7%
\$250,000-\$299,999	68	6.9%	18,466	271,566	270,000	52	23	98.8%	99.3%	97.0%	98.4%
\$300,000-\$399,999	67	6.8%	22,786	340,084	339,900	47	17	99.3%	100.0%	98.2%	98.0%
\$400,000-\$499,999	16	1.6%	6,899	431,197	425,000	47	14	98.4%	97.8%	98.9%	97.8%
\$500,000-\$749,999	13	1.3%	7,561	581,615	575,000	74	34	96.2%	97.2%	94.3%	96.3%
\$750,000-\$999,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
All price ranges	980	100.0%	163,753	167,095	153,725	40	18	97.6%	99.0%	95.2%	97.5%

# CLOSED LISTINGS ANALYSIS

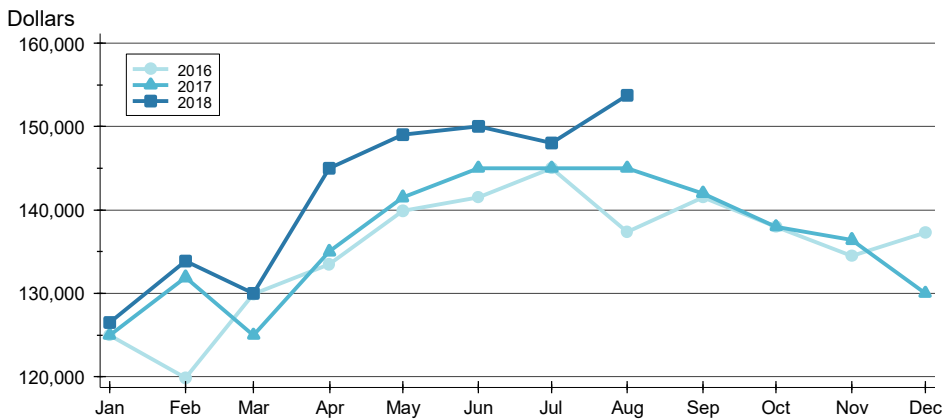
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 9/8/2018**

## AVERAGE PRICE >>



Month	2016	2017	2018
January	153,313	152,481	151,661
February	142,349	151,891	150,848
March	149,651	141,375	156,077
April	150,456	154,073	162,268
May	160,273	163,487	164,529
June	163,848	166,721	175,489
July	169,506	163,607	171,338
August	157,370	166,367	167,095
September	157,173	161,984	162,000
October	160,166	154,015	154,000
November	152,696	154,162	154,000
December	159,886	150,792	151,000

## MEDIAN PRICE >>

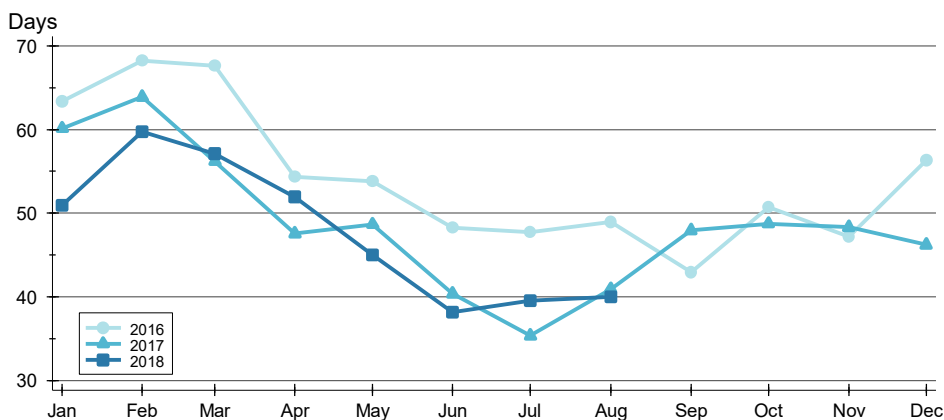


Month	2016	2017	2018
January	125,000	125,000	126,500
February	119,900	131,900	133,900
March	129,900	125,000	130,000
April	133,450	135,000	145,000
May	139,900	141,500	149,000
June	141,500	145,000	150,000
July	145,000	145,000	148,000
August	137,350	145,000	153,725
September	141,500	142,000	142,000
October	138,000	138,000	138,000
November	134,500	136,400	136,400
December	137,263	130,000	130,000

# CLOSED LISTINGS ANALYSIS

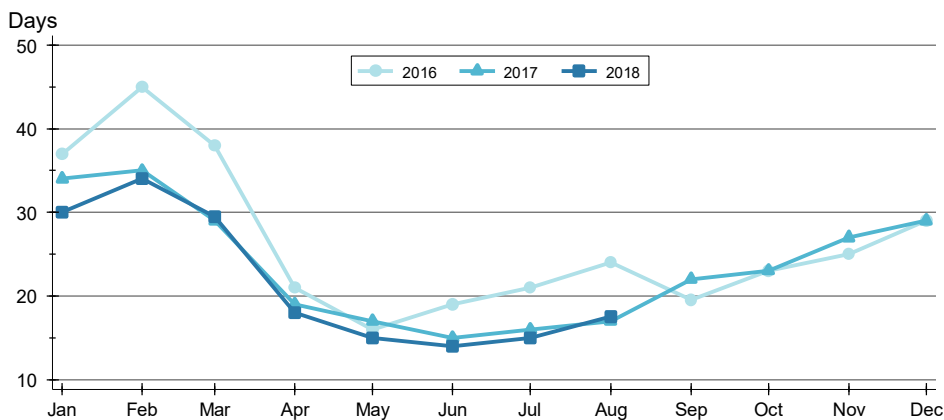
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 9/8/2018**

## AVERAGE DOM



Month	2016	2017	2018
January	63	60	51
February	68	64	60
March	68	56	57
April	54	48	52
May	54	49	45
June	48	40	38
July	48	35	40
August	49	41	40
September	43	48	48
October	51	49	47
November	47	48	48
December	56	46	46

## MEDIAN DOM



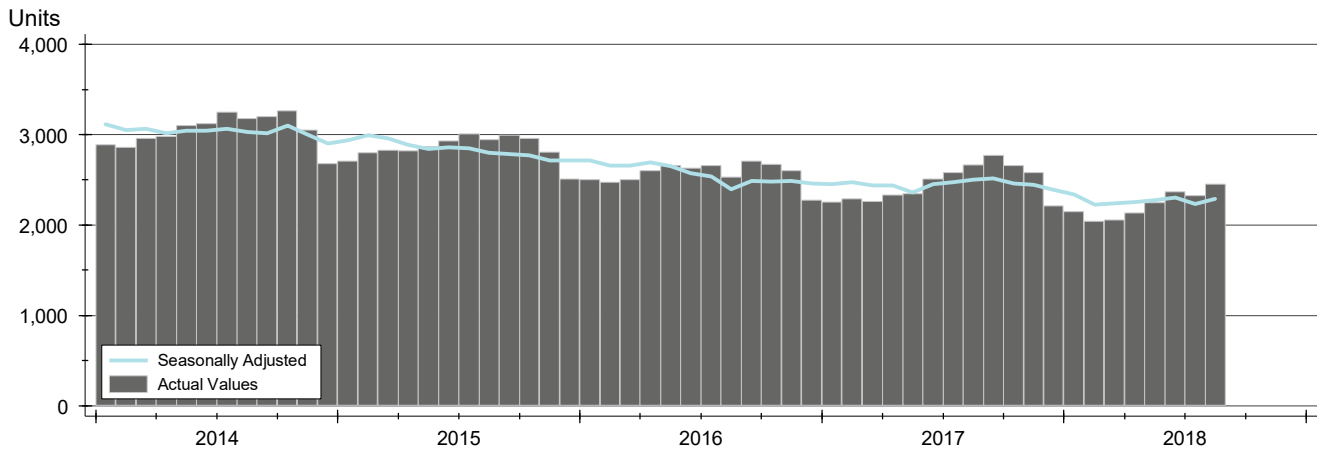
Month	2016	2017	2018
January	37	34	30
February	45	35	34
March	38	29	30
April	21	19	18
May	16	17	15
June	19	15	14
July	21	16	15
August	24	17	18
September	20	22	20
October	23	23	23
November	25	27	27
December	29	29	29



# ACTIVE LISTINGS ANALYSIS

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 9/8/2018**

**HISTORY** >>



**SUMMARY** >>

Summary Statistics for Active Listings		End of August		
		2018	2017	Change
Active Listings		<b>2,453</b>	2,663	-7.9%
Months' Supply		<b>2.8</b>	3.1	-9.3%
Volume (1,000s)		<b>595,785</b>	578,579	3.0%
Average	List Price	<b>242,880</b>	217,266	11.8%
	Days on Market	<b>90</b>	93	-4.2%
	Percent of Original	<b>97.3%</b>	97.1%	0.2%
Median	List Price	<b>182,250</b>	164,900	10.5%
	Days on Market	<b>52</b>	51	2.0%
	Percent of Original	<b>100.0%</b>	100.0%	0.0%

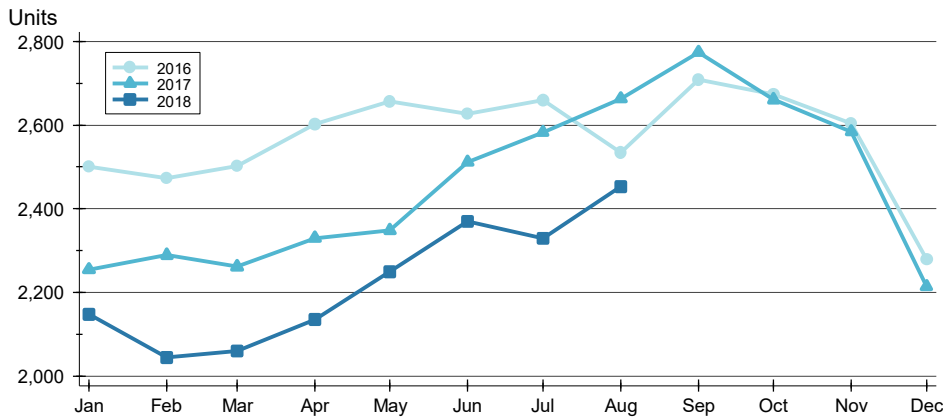
A total of 2,453 homes were available for sale in South Central Kansas at the end of August. This represents a 2.8 months' supply of active listings.

The median list price of homes on the market at the end of August was \$182,250, up 10.5% from 2017. The typical time on market for active listings was 52 days, up from 51 days a year earlier.

# ACTIVE LISTINGS ANALYSIS

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 9/8/2018**

## BY MONTH



Month	2016	2017	2018
January	2,500	2,254	2,147
February	2,473	2,289	2,044
March	2,503	2,261	2,059
April	2,603	2,330	2,135
May	2,656	2,348	2,250
June	2,628	2,512	2,369
July	2,660	2,583	2,329
August	2,534	2,663	2,453
September	2,709	2,774	
October	2,673	2,661	
November	2,604	2,584	
December	2,278	2,214	

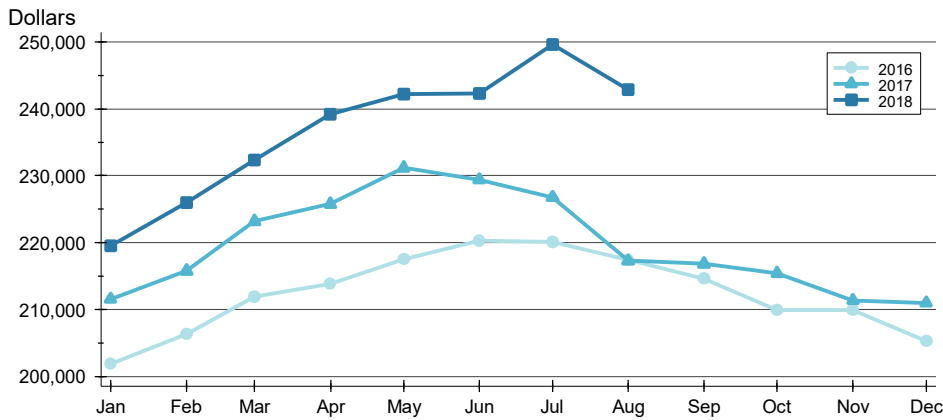
## BY PRICE RANGE

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	2.3%	613	2.6	10,760	11,000	95	33	93.0%	100.0%
\$25,000-\$49,999	175	7.1%	7,151	2.7	40,862	42,000	106	53	96.0%	100.0%
\$50,000-\$99,999	464	18.9%	34,679	2.4	74,740	74,250	82	43	96.2%	100.0%
\$100,000-\$124,999	120	4.9%	13,663	1.4	113,855	114,900	68	47	97.1%	100.0%
\$125,000-\$149,999	155	6.3%	21,456	1.4	138,426	139,900	69	39	97.4%	100.0%
\$150,000-\$174,999	157	6.4%	25,531	1.3	162,620	163,000	49	27	98.1%	100.0%
\$175,000-\$199,999	186	7.6%	34,934	2.1	187,816	187,500	72	40	98.0%	100.0%
\$200,000-\$249,999	267	10.9%	60,488	1.9	226,547	225,000	74	52	98.0%	100.0%
\$250,000-\$299,999	225	9.2%	61,991	3.3	275,516	275,000	98	71	97.9%	100.0%
\$300,000-\$399,999	273	11.1%	94,586	4.1	346,469	345,000	117	85	98.2%	100.0%
\$400,000-\$499,999	112	4.6%	50,416	7.0	450,142	449,000	136	82	97.8%	100.0%
\$500,000-\$749,999	89	3.6%	54,570	6.8	613,146	599,999	138	108	97.1%	100.0%
\$750,000-\$999,999	47	1.9%	41,036	N/A	873,102	875,000	138	108	99.3%	100.0%
\$1,000,000 and up	45	1.8%	74,998	N/A	1,666,617	1,300,000	175	86	96.5%	100.0%
All price ranges	2,453	100.0%	595,785	2.5	242,880	182,250	90	52	97.3%	100.0%

# ACTIVE LISTINGS ANALYSIS

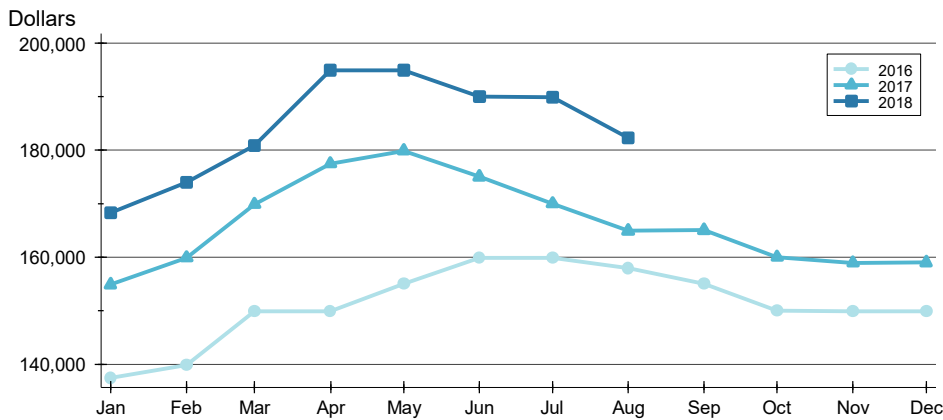
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 9/8/2018**

## AVERAGE PRICE >>



Month	2016	2017	2018
January	201,896	211,527	219,491
February	206,300	215,732	226,018
March	211,960	223,171	232,365
April	213,848	225,771	239,193
May	217,509	231,189	242,156
June	220,272	229,403	242,311
July	220,064	226,760	249,623
August	217,371	217,266	242,880
September	214,568	216,820	
October	209,842	215,409	
November	209,842	211,349	
December	205,282	210,949	

## MEDIAN PRICE >>

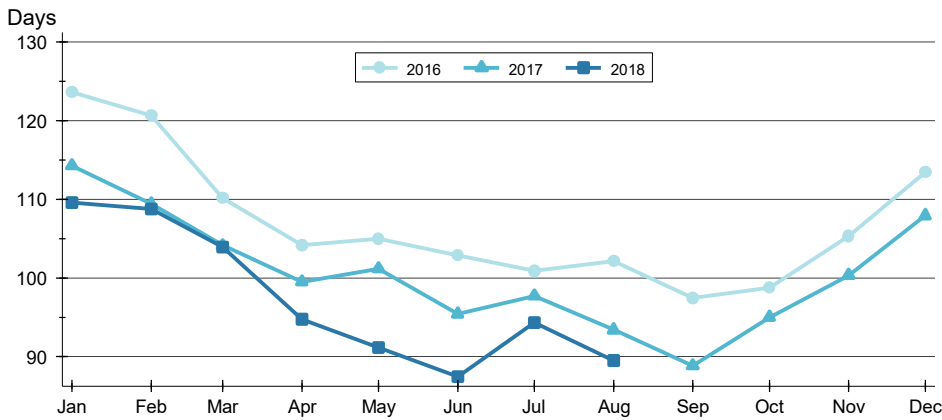


Month	2016	2017	2018
January	137,500	154,900	168,248
February	139,900	159,900	174,000
March	149,900	169,900	180,867
April	149,900	177,500	194,900
May	155,000	179,900	195,000
June	159,900	175,000	190,000
July	159,900	170,000	189,900
August	157,950	164,900	182,250
September	155,000	165,000	
October	150,000	160,000	
November	149,900	158,900	
December	149,900	159,000	

# ACTIVE LISTINGS ANALYSIS

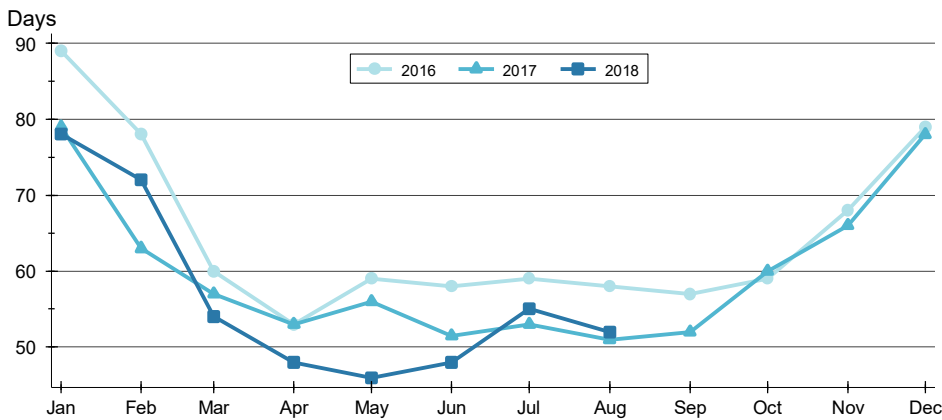
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 9/8/2018**

## AVERAGE DOM >>



Month	2016	2017	2018
January	124	114	110
February	121	109	109
March	110	104	104
April	104	99	95
May	105	101	91
June	103	95	87
July	101	98	94
August	102	93	90
September	97	89	90
October	99	95	90
November	105	100	91
December	113	108	90

## MEDIAN DOM >>

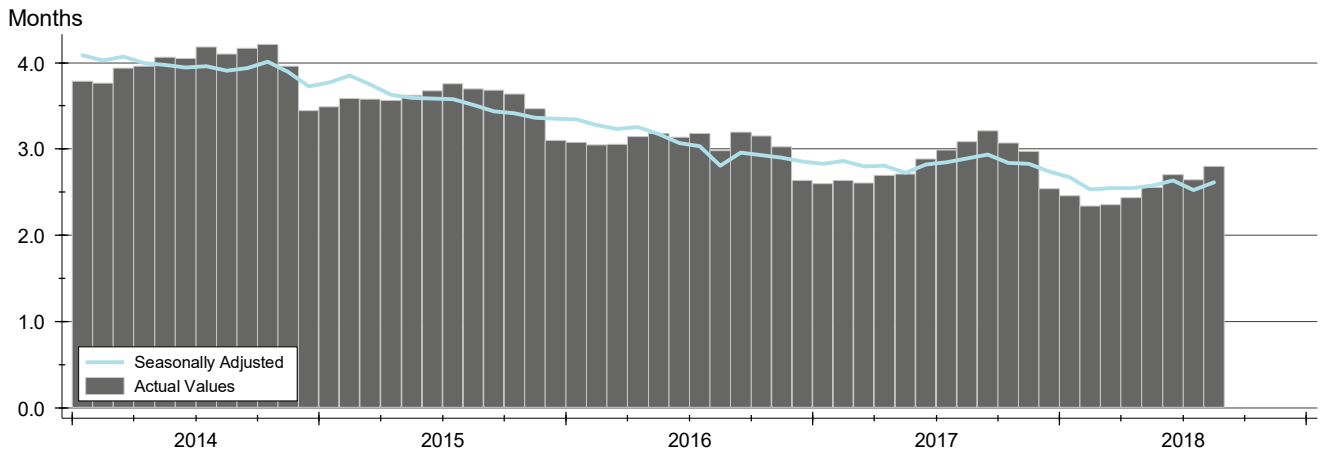


Month	2016	2017	2018
January	89	79	78
February	78	63	72
March	60	57	54
April	53	53	48
May	59	56	46
June	58	52	48
July	59	53	55
August	58	51	52
September	57	52	52
October	59	60	52
November	68	66	52
December	79	78	52

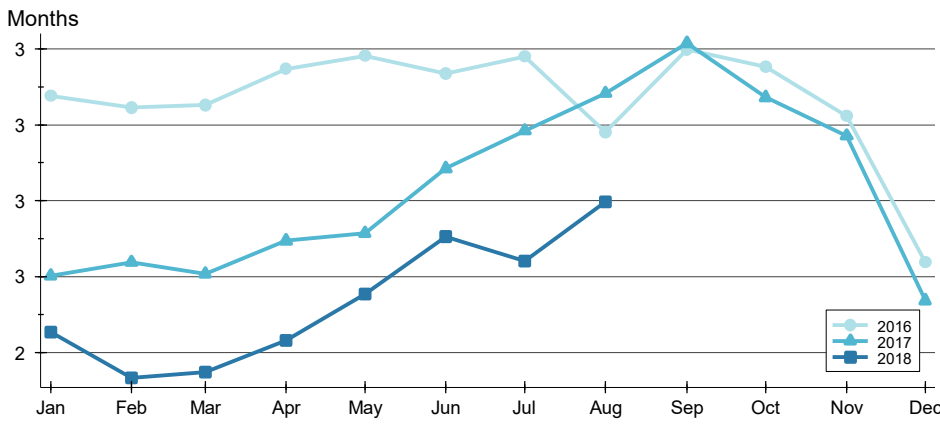
# MONTHS' SUPPLY ANALYSIS

**HISTORY** >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 9/8/2018**



**BY MONTH** >>



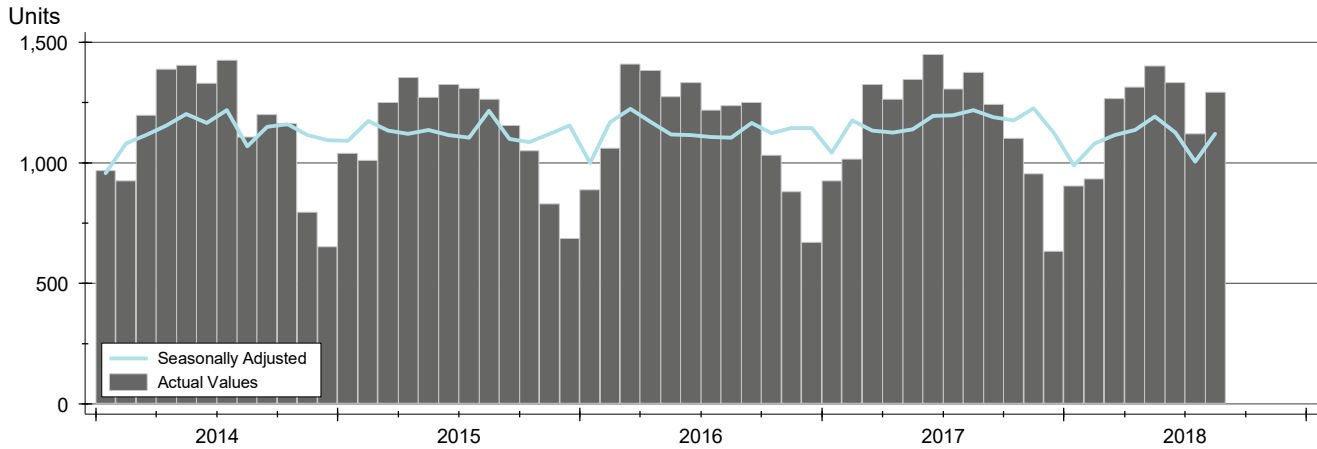
Month	2016	2017	2018
January	3.1	2.6	2.5
February	3.0	2.6	2.3
March	3.1	2.6	2.3
April	3.1	2.7	2.4
May	3.2	2.7	2.6
June	3.1	2.9	2.7
July	3.2	3.0	2.6
August	3.0	3.1	2.8
September	3.2	3.2	
October	3.2	3.1	
November	3.0	3.0	
December	2.6	2.5	



# NEW LISTINGS ANALYSIS

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 9/8/2018**

**HISTORY** >>



**SUMMARY** >>

Summary Statistics for New Listings		August		
		2018	2017	Change
Current Month	New Listings	<b>1,293</b>	1,376	-6.0%
	Volume (1,000s)	<b>232,155</b>	239,958	-3.3%
	Average List Price	<b>179,547</b>	174,388	3.0%
	Median List Price	<b>150,000</b>	145,000	3.4%
YTD	New Listings	<b>9,567</b>	10,008	-4.4%
	Volume (1,000s)	<b>1,765,240</b>	1,764,895	0.0%
	Average List Price	<b>184,513</b>	176,348	4.6%
	Median List Price	<b>154,900</b>	147,500	5.0%

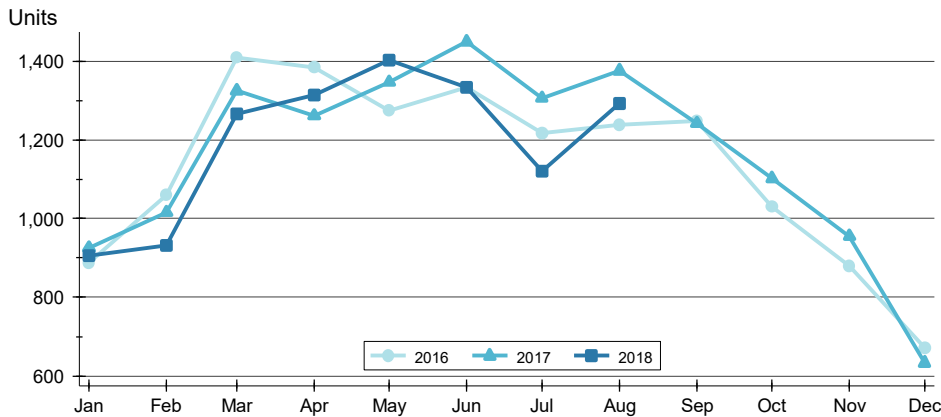
A total of 1,293 new listings were added in South Central Kansas during August, down 6.0% from the same month in 2017. Year-to-date South Central Kansas has seen 9,567 new listings.

The median list price of these homes was \$150,000 up from \$145,000 in 2017.

# NEW LISTINGS ANALYSIS

## BY MONTH >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 9/8/2018**



Month	2016	2017	2018
January	888	926	905
February	1,060	1,016	932
March	1,409	1,325	1,267
April	1,384	1,262	1,314
May	1,274	1,347	1,403
June	1,333	1,450	1,333
July	1,218	1,306	1,120
August	1,238	1,376	1,293
September	1,249	1,242	
October	1,031	1,102	
November	879	955	
December	671	633	

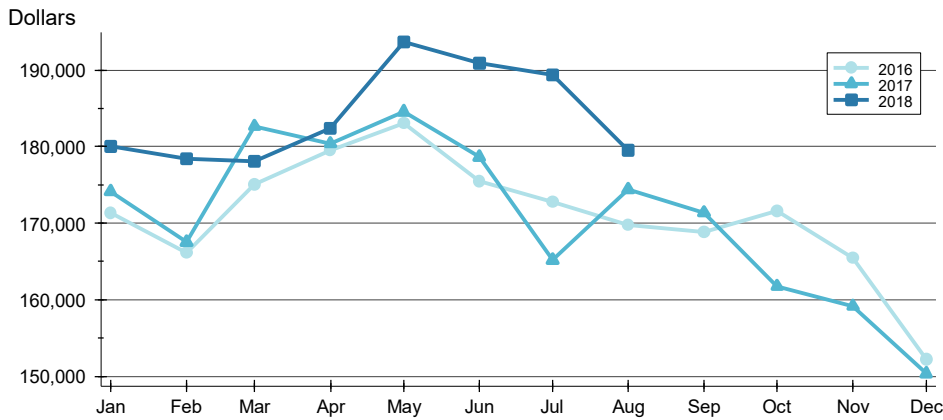
## BY PRICE RANGE >>

Price Range	New Listings			List Price	
	Number	Percent	Volume	Average	Median
Below \$25,000	37	2.9%	290	7,843	1,695
\$25,000-\$49,999	83	6.4%	3,491	42,063	45,000
\$50,000-\$99,999	279	21.6%	21,919	78,564	79,900
\$100,000-\$124,999	93	7.2%	10,572	113,681	114,900
\$125,000-\$149,999	107	8.3%	14,880	139,061	139,900
\$150,000-\$174,999	133	10.3%	21,423	161,078	160,000
\$175,000-\$199,999	111	8.6%	20,707	186,549	185,000
\$200,000-\$249,999	146	11.3%	32,758	224,372	223,700
\$250,000-\$299,999	91	7.0%	25,131	276,168	279,900
\$300,000-\$399,999	85	6.6%	28,817	339,028	339,900
\$400,000-\$499,999	28	2.2%	12,543	447,973	446,890
\$500,000-\$749,999	20	1.5%	11,804	590,205	577,500
\$750,000-\$999,999	13	1.0%	11,043	849,446	854,900
\$1,000,000 and up	5	0.4%	5,643	1,128,580	1,098,900
All price ranges	1,293	100.0%	232,155	179,547	150,000

# NEW LISTINGS ANALYSIS

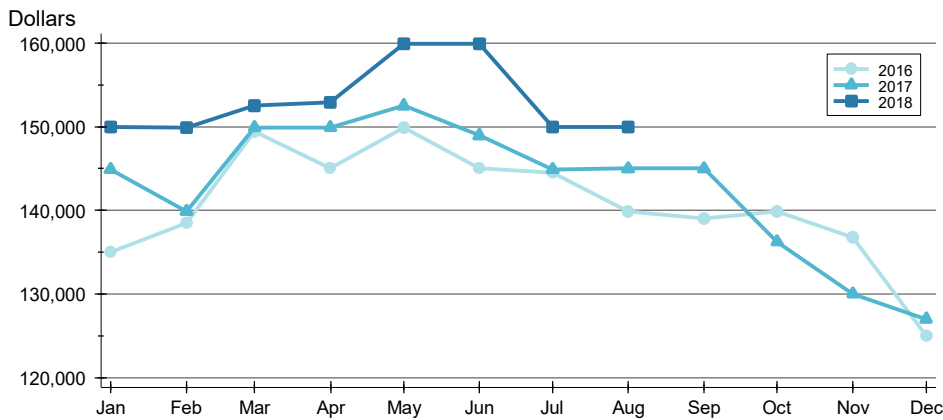
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 9/8/2018**

## AVERAGE PRICE >>



Month	2016	2017	2018
January	171,318	174,166	180,056
February	166,115	167,532	178,457
March	175,044	182,661	178,095
April	179,529	180,393	182,408
May	183,026	184,549	193,659
June	175,460	178,655	190,847
July	172,777	165,194	189,376
August	169,707	174,388	179,547
September	168,852	171,376	
October	171,593	161,775	
November	165,447	159,178	
December	152,234	150,370	

## MEDIAN PRICE >>

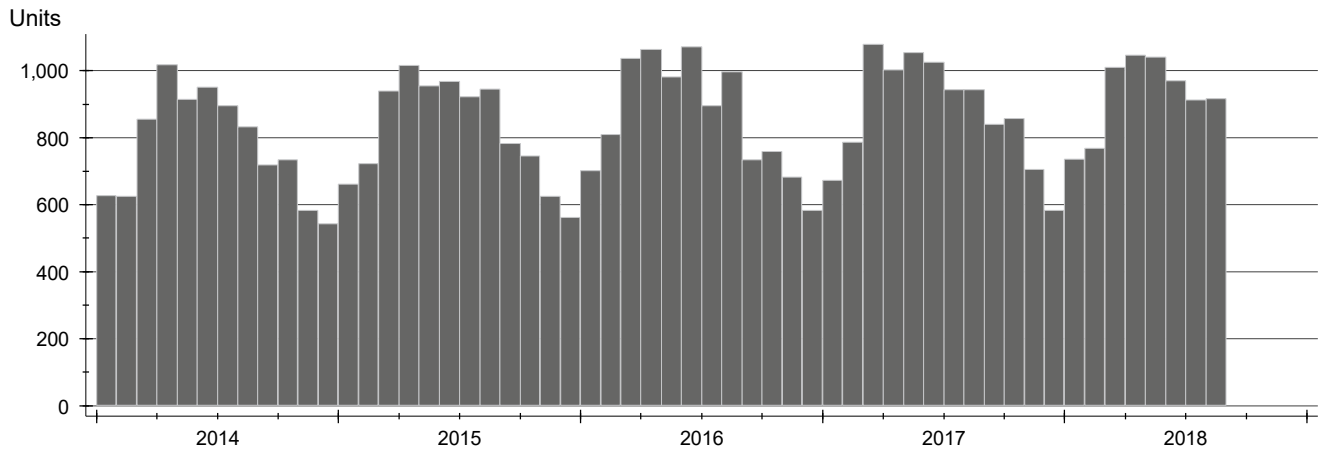


Month	2016	2017	2018
January	135,000	144,900	150,000
February	138,500	139,900	149,900
March	149,400	149,900	152,500
April	145,000	149,900	152,900
May	149,900	152,500	159,900
June	145,000	148,950	159,900
July	144,500	144,900	150,000
August	139,900	145,000	150,000
September	139,000	145,000	
October	139,900	136,250	
November	136,750	130,000	
December	125,000	127,000	

# CONTRACTS WRITTEN ANALYSIS

**HISTORY** >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 9/8/2018**



**SUMMARY** >>

Summary Statistics for Contracts Written		August			Year-to-Date		
		2018	2017	Change	2018	2017	Change
Closed Listings		<b>916</b>	944	-3.0%	<b>7,400</b>	7,510	-1.5%
Volume (1,000s)		<b>157,596</b>	159,965	-1.5%	<b>1,259,324</b>	1,252,773	0.5%
Average	Sale Price	<b>172,048</b>	169,454	1.5%	<b>170,179</b>	166,814	2.0%
	Days on Market	<b>45</b>	45	0.3%	<b>46</b>	46	-0.7%
	Percent of Original	<b>96.6%</b>	95.2%	1.5%	<b>96.0%</b>	95.5%	0.6%
Median	Sale Price	<b>149,900</b>	144,900	3.5%	<b>149,900</b>	144,900	3.5%
	Days on Market	<b>22</b>	21	4.8%	<b>19</b>	19	0.0%
	Percent of Original	<b>100.0%</b>	97.1%	2.9%	<b>98.3%</b>	97.8%	0.5%

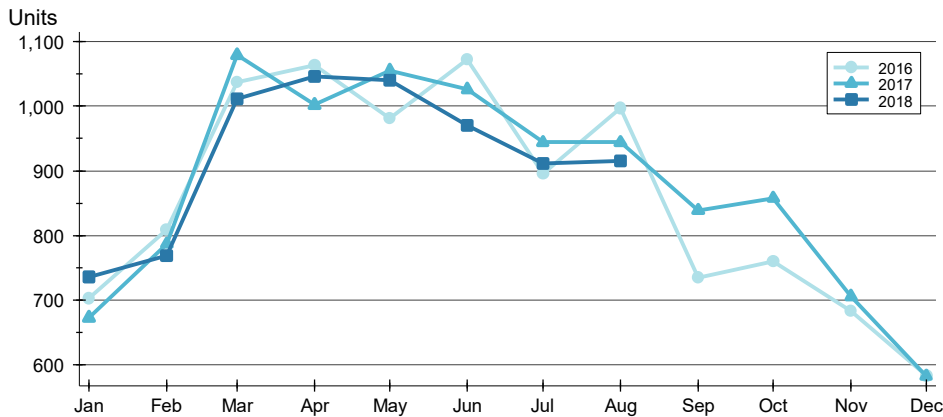
A total of 916 contracts for sale were written in South Central Kansas during the month of August, down from 944 in 2017. The median list price of these homes was \$149,900, up from \$144,900 the prior year.

Half of the homes that went under contract in August were on the market less than 22 days, compared to 21 days in August 2017.

**CONTRACTS WRITTEN ANALYSIS**

**BY MONTH** >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 9/8/2018**



Month	2016	2017	2018
January	703	673	736
February	809	787	769
March	1,037	1,079	1,011
April	1,063	1,002	1,046
May	981	1,055	1,040
June	1,072	1,026	970
July	896	944	912
August	997	944	916
September	735	839	
October	760	858	
November	683	706	
December	584	583	

**BY PRICE RANGE** >>

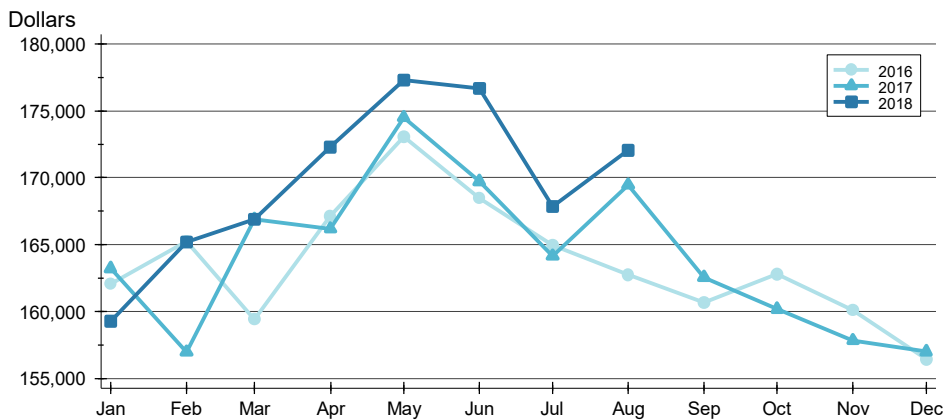
Price Range	Contracts Written			List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median
Below \$25,000	15	1.6%	255	16,980	17,900	109	56	81.5%	87.8%
\$25,000-\$49,999	49	5.3%	1,924	39,267	39,900	65	38	88.7%	92.1%
\$50,000-\$99,999	192	21.0%	15,247	79,412	82,500	37	14	96.1%	100.0%
\$100,000-\$124,999	84	9.2%	9,577	114,015	114,950	26	10	99.1%	100.0%
\$125,000-\$149,999	99	10.8%	13,701	138,395	139,900	26	15	97.4%	100.0%
\$150,000-\$174,999	93	10.2%	15,090	162,253	160,000	27	15	97.8%	100.0%
\$175,000-\$199,999	84	9.2%	15,701	186,915	186,200	39	21	97.8%	100.0%
\$200,000-\$249,999	102	11.1%	22,785	223,383	219,950	57	25	97.8%	100.0%
\$250,000-\$299,999	64	7.0%	17,612	275,190	275,000	62	21	98.1%	100.0%
\$300,000-\$399,999	41	4.5%	13,778	336,050	325,000	69	28	97.0%	100.0%
\$400,000-\$499,999	26	2.8%	11,564	444,787	435,125	72	51	97.1%	98.2%
\$500,000-\$749,999	14	1.5%	8,484	606,014	594,450	78	75	95.9%	100.0%
\$750,000-\$999,999	1	0.1%	775	775,000	775,000	695	695	67.4%	67.4%
\$1,000,000 and up	2	0.2%	2,500	1,250,000	1,250,000	176	176	90.7%	90.7%
All price ranges	916	100.0%	157,596	172,048	149,900	45	22	96.6%	100.0%



# CONTRACTS WRITTEN ANALYSIS

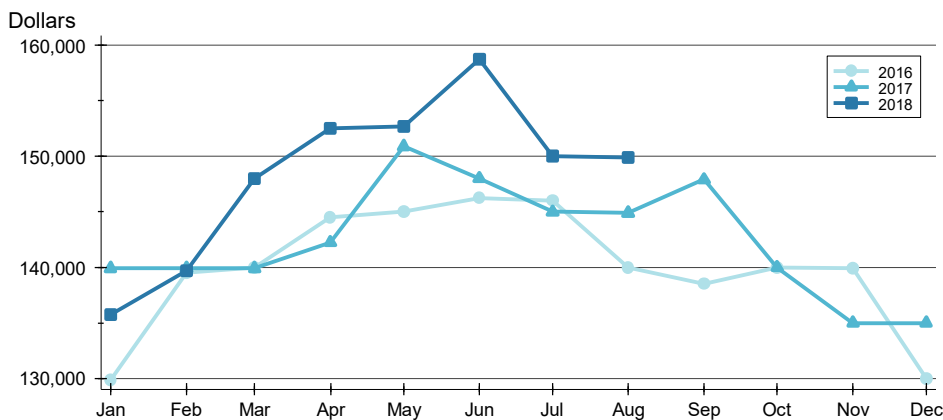
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 9/8/2018**

## AVERAGE PRICE >>



Month	2016	2017	2018
January	162,049	163,213	159,262
February	165,258	156,975	165,184
March	159,413	166,903	166,910
April	167,142	166,175	172,265
May	173,071	174,525	177,325
June	168,484	169,721	176,679
July	164,954	164,150	167,874
August	162,750	169,454	172,048
September	160,643	162,547	163,000
October	162,811	160,170	160,000
November	160,086	157,835	157,000
December	156,404	156,988	157,000

## MEDIAN PRICE >>

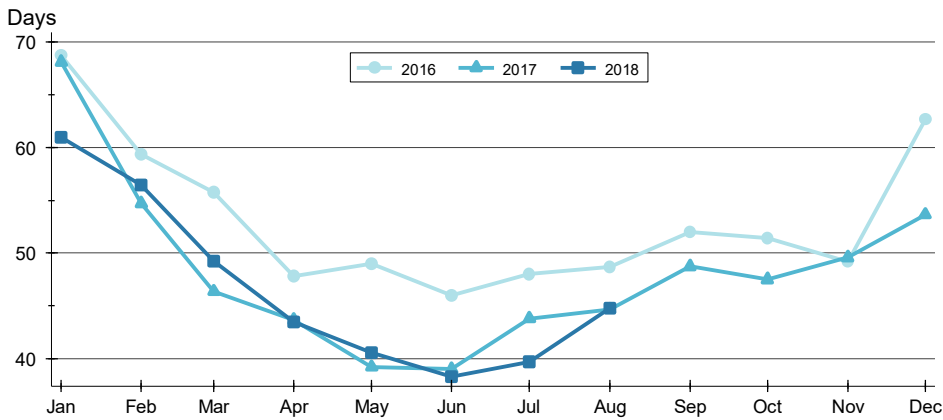


Month	2016	2017	2018
January	129,900	139,900	135,750
February	139,500	139,900	139,700
March	140,000	139,900	148,000
April	144,500	142,250	152,500
May	145,000	150,863	152,700
June	146,250	148,000	158,750
July	146,000	145,000	150,000
August	139,950	144,900	149,900
September	138,500	147,900	148,000
October	140,000	140,000	140,000
November	139,900	135,000	135,000
December	130,000	135,000	135,000

**CONTRACTS WRITTEN ANALYSIS**

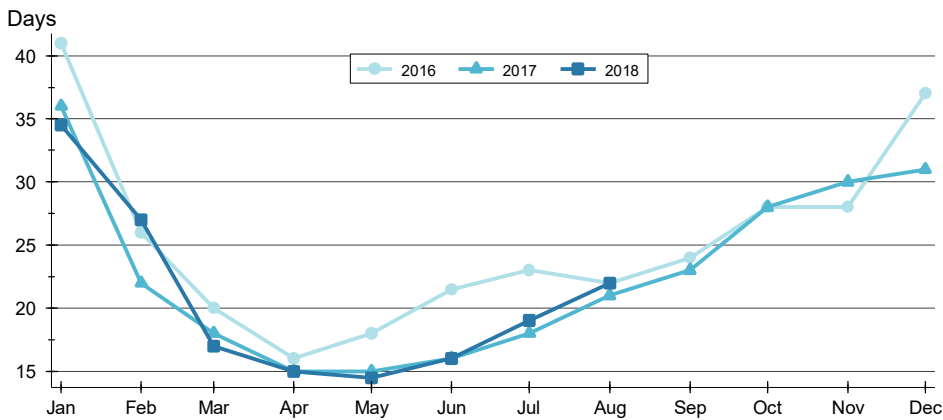
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 9/8/2018**

**AVERAGE DOM** >>



Month	2016	2017	2018
January	69	68	61
February	59	55	56
March	56	46	49
April	48	44	43
May	49	39	41
June	46	39	38
July	48	44	40
August	49	45	45
September	52	49	52
October	51	48	51
November	49	50	49
December	63	54	54

**MEDIAN DOM** >>

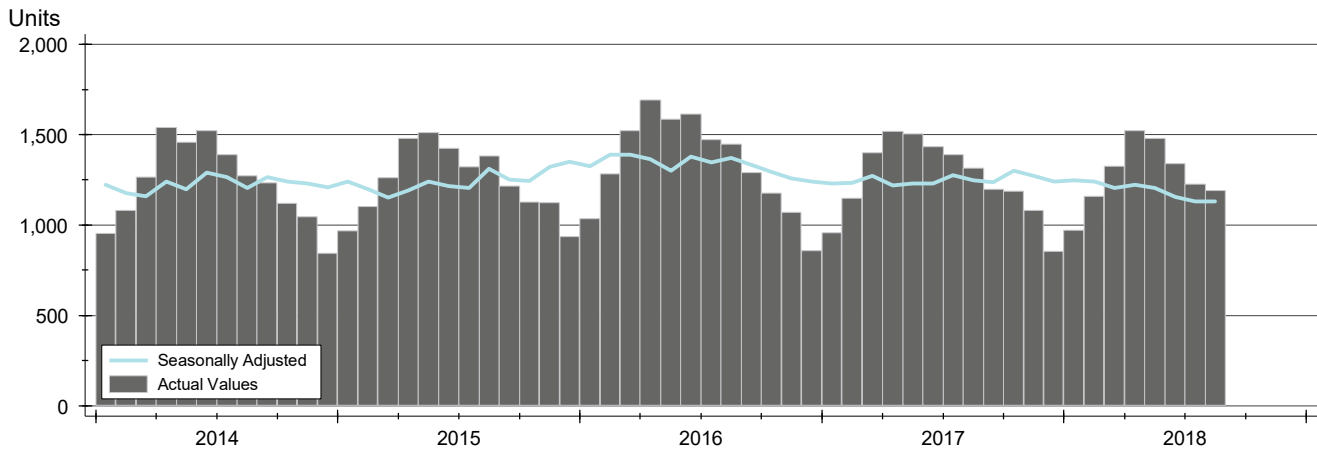


Month	2016	2017	2018
January	41	36	35
February	26	22	27
March	20	18	17
April	16	15	15
May	18	15	15
June	22	16	16
July	23	18	19
August	22	21	22
September	24	23	24
October	28	28	28
November	28	30	30
December	37	31	31

# PENDING CONTRACTS ANALYSIS

**HISTORY** >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 9/8/2018**



**SUMMARY** >>

Summary Statistics for Active Listings		End of August		
		2018	2017	Change
Active Listings		<b>1,193</b>	1,317	-9.4%
Volume (1,000s)		<b>225,731</b>	235,240	-4.0%
Average	List Price	<b>189,213</b>	178,618	5.9%
	Days on Market	<b>43</b>	47	-9.0%
	Percent of Original	<b>98.0%</b>	97.8%	0.3%
Median	List Price	<b>160,000</b>	155,000	3.2%
	Days on Market	<b>17</b>	20	-15.0%
	Percent of Original	<b>100.0%</b>	100.0%	0.0%

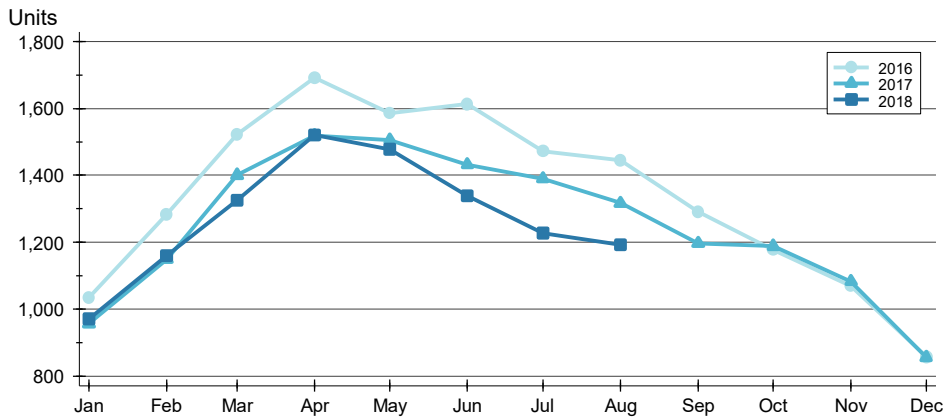
A total of 1,193 listings in South Central Kansas had contracts pending at the end of August, down from 1,317 contracts pending at the end of August 2017.

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 9/8/2018**



Month	2016	2017	2018
January	1,034	957	970
February	1,284	1,149	1,159
March	1,522	1,400	1,326
April	1,693	1,518	1,521
May	1,586	1,505	1,477
June	1,613	1,432	1,340
July	1,472	1,390	1,228
August	1,446	1,317	1,193
September	1,290	1,197	1,197
October	1,177	1,188	1,188
November	1,069	1,083	1,083
December	857	855	855

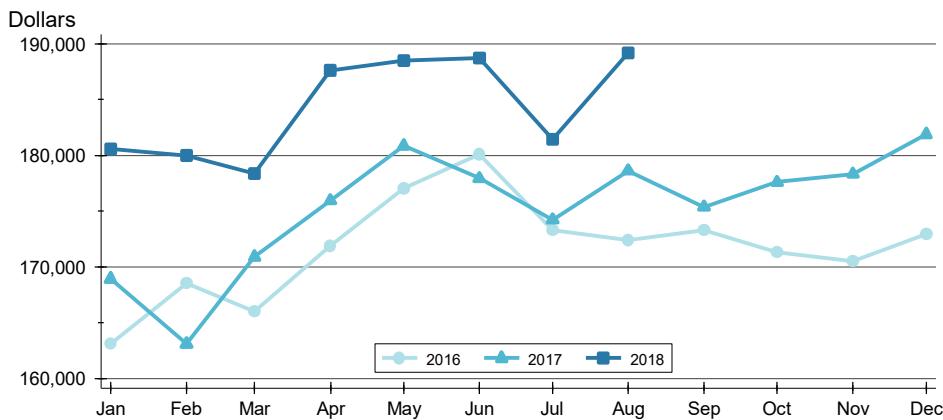
## BY PRICE RANGE >>

Price Range	Contracts Written			List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median
Below \$25,000	11	0.9%	192	17,409	20,000	120	98	80.1%	85.5%
\$25,000-\$49,999	48	4.0%	1,932	40,252	40,000	77	39	94.1%	100.0%
\$50,000-\$99,999	227	19.0%	18,086	79,672	80,900	40	16	97.8%	100.0%
\$100,000-\$124,999	103	8.6%	11,728	113,866	114,900	34	12	99.1%	100.0%
\$125,000-\$149,999	127	10.6%	17,573	138,373	139,900	26	15	98.3%	100.0%
\$150,000-\$174,999	116	9.7%	18,750	161,635	160,000	32	15	98.4%	100.0%
\$175,000-\$199,999	109	9.1%	20,376	186,936	187,000	39	19	98.3%	100.0%
\$200,000-\$249,999	147	12.3%	32,909	223,873	220,000	50	16	98.7%	100.0%
\$250,000-\$299,999	114	9.6%	31,266	274,259	275,000	44	7	98.9%	100.0%
\$300,000-\$399,999	89	7.5%	30,227	339,625	337,841	45	8	98.8%	100.0%
\$400,000-\$499,999	37	3.1%	16,442	444,382	438,314	58	43	98.3%	100.0%
\$500,000-\$749,999	22	1.8%	13,455	611,602	599,950	71	53	98.2%	100.0%
\$750,000-\$999,999	4	0.3%	3,295	823,657	770,000	179	9	91.8%	100.0%
\$1,000,000 and up	2	0.2%	2,500	1,250,000	1,250,000	176	176	90.7%	90.7%
All price ranges	1,193	100.0%	225,731	189,213	160,000	43	17	98.0%	100.0%

**PENDING CONTRACTS ANALYSIS**

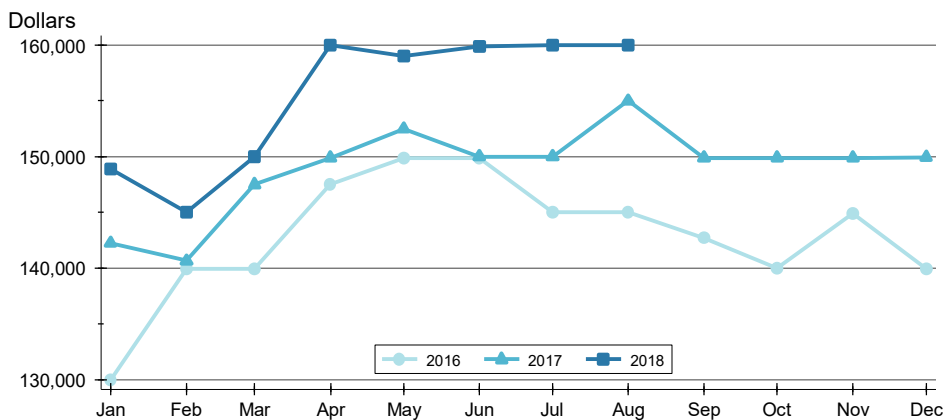
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 9/8/2018**

**AVERAGE PRICE** >>



Month	2016	2017	2018
January	163,080	168,915	180,564
February	168,555	163,082	180,022
March	166,010	170,903	178,347
April	171,919	175,952	187,633
May	177,027	180,836	188,503
June	180,113	177,943	188,722
July	173,256	174,214	181,440
August	172,412	178,618	189,213
September	173,270	175,363	
October	171,296	177,592	
November	170,505	178,336	
December	172,906	181,887	

**MEDIAN PRICE** >>



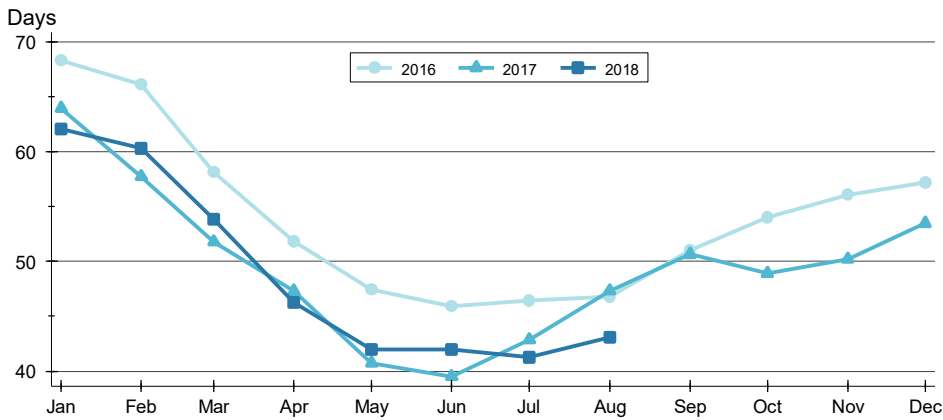
Month	2016	2017	2018
January	130,000	142,250	148,900
February	139,900	140,650	145,000
March	139,950	147,500	150,000
April	147,500	149,900	160,000
May	149,900	152,500	159,000
June	149,900	150,000	159,900
July	145,000	150,000	160,000
August	145,000	155,000	160,000
September	142,700	149,900	
October	140,000	149,900	
November	144,900	149,900	
December	139,900	149,950	



**PENDING CONTRACTS ANALYSIS**

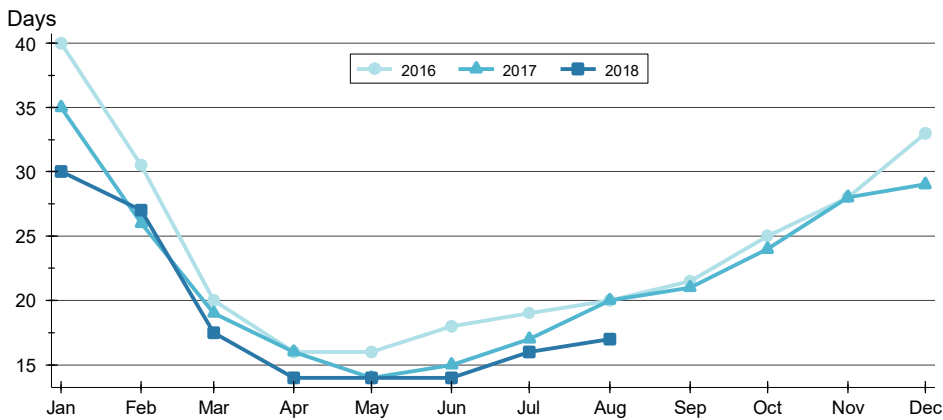
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 9/8/2018**

**AVERAGE DOM** >>



Month	2016	2017	2018
January	68	64	62
February	66	58	60
March	58	52	54
April	52	47	46
May	47	41	42
June	46	40	42
July	46	43	41
August	47	47	43
September	51	51	51
October	54	49	49
November	56	50	50
December	57	53	53

**MEDIAN DOM** >>



Month	2016	2017	2018
January	40	35	30
February	31	26	27
March	20	19	18
April	16	16	14
May	16	14	14
June	18	15	14
July	19	17	16
August	20	20	17
September	22	21	21
October	25	24	24
November	28	28	28
December	33	29	29



South Central Kansas MLS

## South Central Kansas MLS

170 W. Dewey, Wichita, KS 67202

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

September 17, 2018

### South Central Kansas MLS Releases Home Sales Figures for August 2018

Homes sales in South Central Kansas fell by 5.6% in August compared to the prior year. Sales in August 2018 totaled 980 units, down from 1,038 in 2017.

Among existing homes, 907 units sold in August, a decrease of 6.5% from 970 units that sold in 2017. The average sale price of existing homes was \$156,299. This represents a decrease of 0.2% from the August 2017 average price of \$156,550.

For new construction, 73 sales occurred in August, up from 68 units the prior year, an increase of 7.4%. The average sale price of new homes in August was \$301,223, down 1.7% from the same period last year.

A total of 916 contracts for sale were written in August 2018, down from 944 in August 2017. This is a decrease of 3.0%. 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 2,453 units at the end of August, which is down from 2,663 homes that were on the market at the end of August last year. At the current rate of sales, this figure represents 2.8 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.

