

## MARKET OVERVIEW >>

### South Central Kansas Home Sales Fell in June

Total home sales in South Central Kansas fell last month to 1,058 units, compared to 1,136 units in June 2017. Total sales volume was \$184.9 million, down from a year earlier.

The median sale price in June was \$150,000, up from \$145,000 a year earlier. Homes that sold in June were typically on the market for 15 days and sold for 99.7% of their list prices.

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

The total number of active listings in South Central Kansas at the end of June was 2,369 units, down from 2,512 at the same point in 2017. This represents a 2.2 months' supply of homes available for sale. The median list price of homes on the market at the end of June was \$190,000.

During June, a total of 972 contracts were written down from 1,027 in June 2017. At the end of the month, there were 1,340 contracts pending, compared to 1,432 at the end of June 2017.

Entire MLS System		June		
Current Month		2018	2017	Change
Summary Statistics		2018	2017	Change
Home Sales		1,058	1,136	-6.9%
Active Listings		2,369	2,512	-5.7%
Months' Supply		2.2	2.2	1.3%
New Listings		1,280	1,450	-11.7%
Contracts Written		972	1,027	-5.4%
Pending Contracts		1,340	1,432	-6.4%
Sales Volume (1,000s)		184,927	189,396	-2.4%
Average	Sale Price	174,789	166,721	4.8%
	List Price of Actives	242,311	229,403	5.6%
	Days on Market	39	40	-3.9%
	Percent of List	98.2%	97.9%	0.2%
	Percent of Original	96.7%	96.0%	0.7%
Median	Sale Price	150,000	145,000	3.4%
	List Price of Actives	190,000	175,000	8.6%
	Days on Market	15	15	0.0%
	Percent of List	99.7%	99.3%	0.4%
	Percent of Original	98.5%	98.3%	0.2%

## REPORT CONTENTS >>

### Your Association Working for You!

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## THREE-YEAR COMPARISONS

### SUMMARY >>

**BREAKDOWNS BY HOME TYPE**  
**ENTIRE MLS SYSTEM**  
**AS OF 7/9/2018**

June MLS Statistics By Property Type		2018			2017			2016		
		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		<b>1,058</b>	<b>999</b>	<b>59</b>	1,136	1,079	57	1,071	1,003	68
Change from prior year		-6.9%	-7.4%	3.5%	6.1%	7.6%	-16.2%	3.6%	4.8%	-1.4%
Active Listings		<b>2,369</b>	<b>2,136</b>	<b>233</b>	2,512	2,231	281	2,628	2,376	252
Change from prior year		-5.7%	-4.3%	-17.1%	-4.4%	-6.1%	11.5%	-10.2%	-10.4%	-7.7%
Months' Supply		<b>2.2</b>	<b>2.1</b>	<b>3.9</b>	2.2	2.1	4.9	2.5	2.4	3.7
Change from prior year		1.3%	3.4%	-19.9%	-9.9%	-12.7%	33.0%	-13.3%	-14.5%	-6.3%
New Listings		<b>1,280</b>	<b>1,211</b>	<b>69</b>	1,450	1,357	93	1,333	1,254	78
Change from prior year		-11.7%	-10.8%	-25.8%	8.8%	8.2%	19.2%	0.6%	0.5%	2.6%
Contracts Written		<b>972</b>	<b>927</b>	<b>45</b>	1,027	960	67	1,072	1,005	67
Change from prior year		-5.4%	-3.4%	-32.8%	-4.2%	-4.5%	0.0%	10.6%	11.0%	8.1%
Pending Contracts		<b>1,340</b>	<b>1,188</b>	<b>152</b>	1,432	1,269	163	1,613	1,455	158
Change from prior year		-6.4%	-6.4%	-6.7%	-11.2%	-12.8%	3.2%	13.0%	11.8%	26.4%
Sales Volume (1,000s)		<b>184,927</b>	<b>166,039</b>	<b>18,888</b>	189,396	170,515	18,880	175,481	153,441	22,039
Change from prior year		-2.4%	-2.6%	0.0%	7.9%	11.1%	-14.3%	7.8%	8.4%	9.0%
Average	Sale Price	<b>174,789</b>	<b>166,205</b>	<b>320,127</b>	166,721	158,031	331,236	163,848	152,982	324,108
	Change from prior year	4.8%	5.2%	-3.4%	1.8%	3.3%	2.2%	4.0%	3.4%	10.6%
	List Price of Actives	<b>242,311</b>	<b>233,219</b>	<b>324,257</b>	229,403	216,585	329,533	220,272	209,896	317,072
	Change from prior year	5.6%	7.7%	-1.6%	4.1%	3.2%	3.9%	8.3%	10.2%	-3.1%
	Days on Market	<b>39</b>	<b>37</b>	<b>76</b>	40	38	77	48	44	112
	Change from prior year	-3.9%	-4.7%	-1.3%	-16.4%	-12.5%	-31.2%	-22.1%	-22.5%	-19.6%
Percent of List		<b>98.2%</b>	<b>97.9%</b>	<b>102.2%</b>	97.9%	97.7%	102.0%	97.9%	97.6%	102.0%
	Change from prior year	0.2%	0.2%	0.1%	0.0%	0.1%	0.1%	0.4%	0.4%	-0.3%
	Percent of Original	<b>96.7%</b>	<b>96.3%</b>	<b>103.5%</b>	96.0%	95.7%	102.4%	96.2%	95.7%	102.9%
	Change from prior year	0.7%	0.7%	1.0%	-0.2%	0.0%	-0.4%	0.7%	0.9%	-1.0%
Median	Sale Price	<b>150,000</b>	<b>145,000</b>	<b>295,409</b>	145,000	139,200	271,682	141,500	135,900	275,962
	Change from prior year	3.4%	4.2%	8.7%	2.5%	2.4%	-1.6%	8.8%	7.0%	10.4%
	List Price of Actives	<b>190,000</b>	<b>175,000</b>	<b>289,396</b>	175,000	159,900	285,000	159,900	140,500	259,450
	Change from prior year	8.6%	9.4%	1.5%	9.4%	13.8%	9.8%	7.0%	4.2%	-5.2%
	Days on Market	<b>15</b>	<b>15</b>	<b>2</b>	15	15	18	19	19	32
	Change from prior year	0.0%	0.0%	-88.9%	-21.1%	-21.1%	-43.8%	-32.1%	-32.1%	-61.9%
Percent of List	<b>99.7%</b>	<b>99.4%</b>	<b>100.0%</b>	99.3%	99.1%	100.0%	99.2%	98.9%	100.0%	
Change from prior year	0.4%	0.3%	0.0%	0.1%	0.3%	0.0%	0.5%	0.5%	0.0%	
Percent of Original	<b>98.5%</b>	<b>98.2%</b>	<b>101.9%</b>	98.3%	98.1%	100.2%	98.1%	97.8%	100.0%	
Change from prior year	0.2%	0.2%	1.7%	0.2%	0.3%	0.2%	0.7%	0.7%	-1.9%	



## YEAR-TO-DATE STATISTICS

### SUMMARY >>

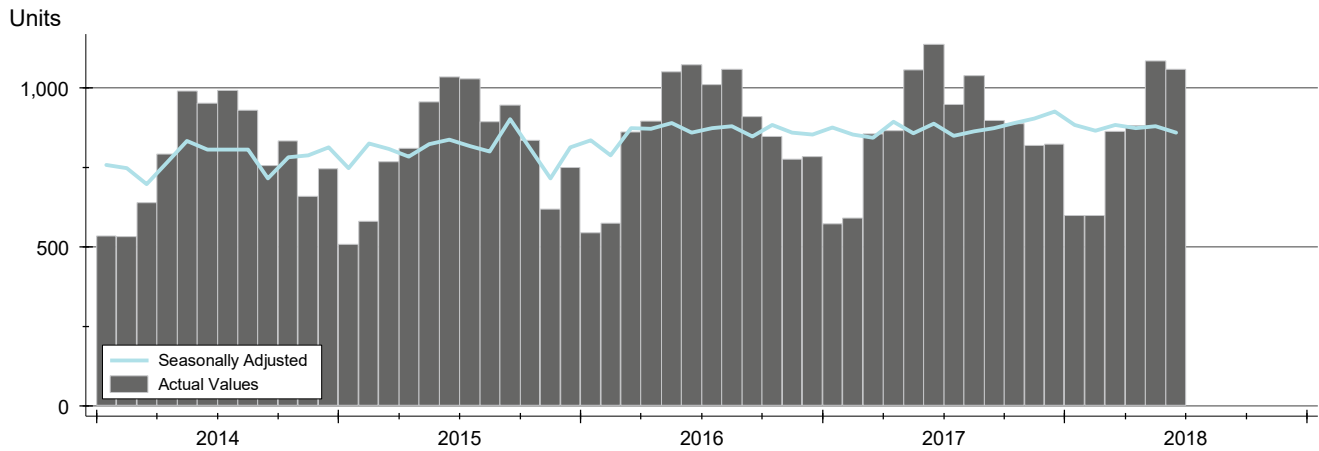
YTD BREAKDOWNS BY HOME TYPE  
ENTIRE MLS SYSTEM  
AS OF 7/9/2018

Year-to-Date Activity By Property Type		2018			2017			2016		
		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		<b>5,081</b>	<b>4,730</b>	<b>351</b>	5,070	4,738	332	4,990	4,640	350
Change from prior year		0.2%	-0.2%	5.7%	1.6%	2.1%	-5.1%	7.2%	7.0%	24.1%
New Listings		<b>7,049</b>	<b>6,698</b>	<b>351</b>	7,326	6,807	519	7,348	6,855	492
Change from prior year		-3.8%	-1.6%	-32.4%	-0.3%	-0.7%	5.5%	1.4%	1.6%	11.3%
Contracts Written		<b>5,538</b>	<b>5,219</b>	<b>319</b>	5,623	5,209	414	5,665	5,236	429
Change from prior year		-1.5%	0.2%	-22.9%	-0.7%	-0.5%	-3.5%	7.6%	7.7%	17.2%
Sales Volume (1,000s)		<b>821,316</b>	<b>714,585</b>	<b>106,731</b>	792,421	693,497	98,923	771,630	670,239	101,391
Change from prior year		3.6%	3.0%	7.9%	2.7%	3.5%	-2.4%	10.9%	9.4%	26.1%
Average	Sale Price	<b>161,645</b>	<b>151,075</b>	<b>304,076</b>	156,296	146,369	297,962	154,635	144,448	289,688
	Change from prior year	3.4%	3.2%	2.1%	1.1%	1.3%	2.9%	3.4%	2.2%	1.6%
	Days on Market	<b>49</b>	<b>45</b>	<b>110</b>	51	48	86	58	53	119
	Change from prior year	-2.9%	-7.3%	27.6%	-11.8%	-8.7%	-27.9%	-12.0%	-14.9%	-0.3%
	Percent of List	<b>97.8%</b>	<b>97.4%</b>	<b>101.9%</b>	97.4%	97.1%	101.7%	97.3%	97.0%	101.1%
Median	Change from prior year	0.3%	0.3%	0.1%	0.2%	0.1%	0.7%	0.2%	0.2%	-1.2%
	Percent of Original	<b>95.8%</b>	<b>95.3%</b>	<b>102.3%</b>	95.2%	94.7%	102.3%	95.1%	94.6%	101.4%
	Change from prior year	0.7%	0.7%	0.0%	0.1%	0.1%	0.9%	0.3%	0.4%	-1.6%
Median	Sale Price	<b>140,900</b>	<b>135,000</b>	<b>270,000</b>	135,570	130,000	260,259	134,000	128,000	253,852
	Change from prior year	3.9%	3.8%	3.7%	1.2%	1.6%	2.5%	3.2%	2.4%	3.4%
	Days on Market	<b>21</b>	<b>21</b>	<b>48</b>	22	22	23	26	26	54
	Change from prior year	-4.5%	-6.8%	113.3%	-15.4%	-15.4%	-57.9%	-23.5%	-23.5%	-23.0%
	Percent of List	<b>99.1%</b>	<b>98.8%</b>	<b>100.0%</b>	99.1%	98.8%	100.0%	98.7%	98.4%	100.0%
Median	Change from prior year	0.0%	0.0%	0.0%	0.4%	0.4%	0.0%	0.4%	0.4%	0.0%
	Percent of Original	<b>97.8%</b>	<b>97.5%</b>	<b>101.3%</b>	97.7%	97.3%	100.3%	97.5%	97.1%	100.0%
	Change from prior year	0.2%	0.2%	1.0%	0.2%	0.2%	0.3%	0.6%	0.6%	-0.8%

# CLOSED LISTINGS ANALYSIS

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 7/9/2018**

**HISTORY** >>



**SUMMARY** >>

Summary Statistics for Closed Listings		June			Year-to-Date		
		2018	2017	Change	2018	2017	Change
Closed Listings		<b>1,058</b>	1,136	-6.9%	<b>5,081</b>	5,070	0.2%
Volume (1,000s)		<b>184,927</b>	189,396	-2.4%	<b>821,316</b>	792,421	3.6%
Average	Sale Price	<b>174,789</b>	166,721	4.8%	<b>161,645</b>	156,296	3.4%
	Days on Market	<b>39</b>	40	-3.9%	<b>49</b>	51	-2.9%
	Percent of List	<b>98.2%</b>	97.9%	0.2%	<b>97.8%</b>	97.4%	0.3%
	Percent of Original	<b>96.7%</b>	96.0%	0.7%	<b>95.8%</b>	95.2%	0.7%
Median	Sale Price	<b>150,000</b>	145,000	3.4%	<b>140,900</b>	135,570	3.9%
	Days on Market	<b>15</b>	15	0.0%	<b>21</b>	22	-4.5%
	Percent of List	<b>99.7%</b>	99.3%	0.4%	<b>99.1%</b>	99.1%	0.0%
	Percent of Original	<b>98.5%</b>	98.3%	0.2%	<b>97.8%</b>	97.7%	0.2%

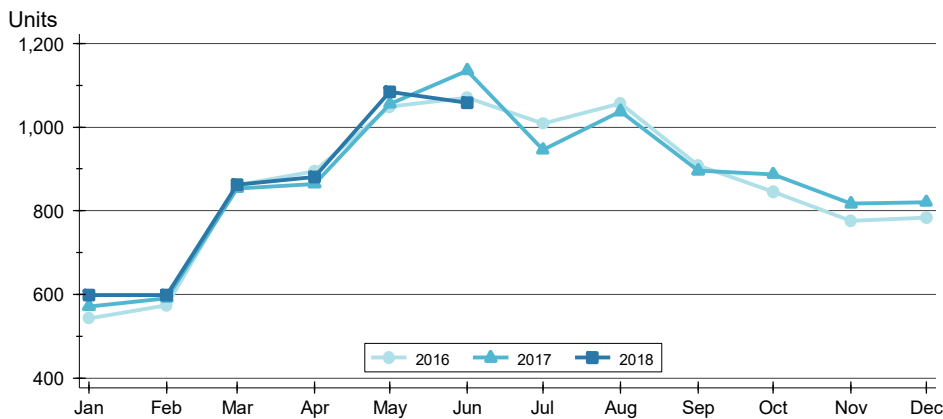
A total of 1,058 homes sold in South Central Kansas in June, down from 1,136 units in June 2017. Total sales volume fell to \$184.9 million compared to \$189.4 million in the previous year.

The median sales price in June was \$150,000, up 3.4% compared to the prior year. Median days on market was 15 days, the same as May, and as June 2017.

# CLOSED LISTINGS ANALYSIS

## BY MONTH >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 7/9/2018**



Month	2016	2017	2018
January	543	571	598
February	573	591	599
March	860	853	862
April	894	864	880
May	1,049	1,055	1,084
June	1,071	1,136	1,058
July	1,009	946	1,038
August	1,057	1,038	908
September	908	896	887
October	845	887	775
November	775	817	784
December	784	821	

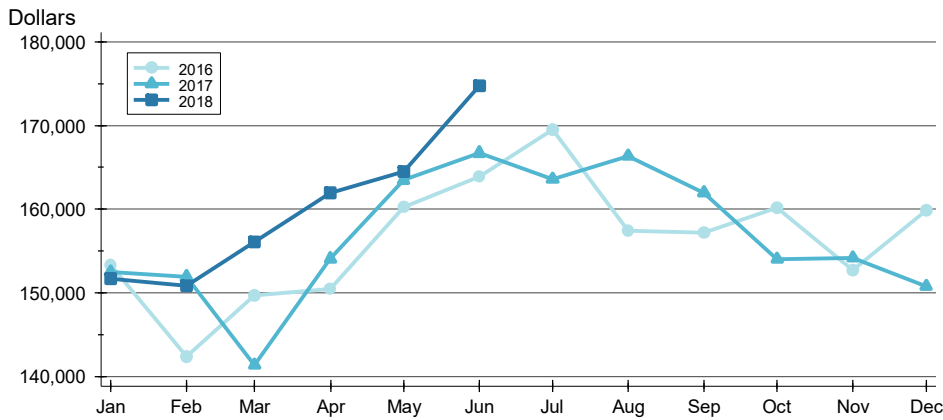
## BY PRICE RANGE >>

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	33	3.1%	474	14,361	14,500	45	36	90.7%	92.3%	80.4%	78.3%
\$25,000-\$49,999	66	6.2%	2,464	37,331	38,250	50	38	92.4%	94.0%	87.0%	90.6%
\$50,000-\$99,999	213	20.1%	16,108	75,625	77,500	42	17	97.8%	98.7%	96.2%	97.6%
\$100,000-\$124,999	96	9.1%	10,861	113,132	113,700	34	11	98.8%	100.0%	96.8%	99.1%
\$125,000-\$149,999	120	11.3%	16,549	137,907	138,750	30	9	98.4%	100.0%	97.0%	99.8%
\$150,000-\$174,999	121	11.4%	19,613	162,093	161,500	17	5	99.5%	100.0%	98.9%	100.0%
\$175,000-\$199,999	76	7.2%	14,080	185,266	185,000	21	9	99.1%	100.0%	98.5%	99.4%
\$200,000-\$249,999	135	12.8%	30,075	222,776	221,000	39	14	99.0%	100.0%	98.9%	98.4%
\$250,000-\$299,999	65	6.1%	17,591	270,631	269,900	47	17	99.5%	100.0%	99.0%	99.0%
\$300,000-\$399,999	85	8.0%	29,244	344,046	336,275	62	29	98.6%	99.3%	97.6%	98.5%
\$400,000-\$499,999	21	2.0%	9,305	443,115	441,807	82	28	98.4%	97.5%	97.1%	96.6%
\$500,000-\$749,999	24	2.3%	14,375	598,949	585,508	54	9	98.4%	100.0%	97.7%	100.0%
\$750,000-\$999,999	1	0.1%	945	945,000	945,000	50	50	100.0%	100.0%	94.5%	94.5%
\$1,000,000 and up	2	0.2%	3,243	1,621,500	1,621,500	57	57	91.3%	91.3%	90.0%	90.0%
All price ranges	1,058	100.0%	184,927	174,789	150,000	39	15	98.2%	99.7%	96.7%	98.5%

# CLOSED LISTINGS ANALYSIS

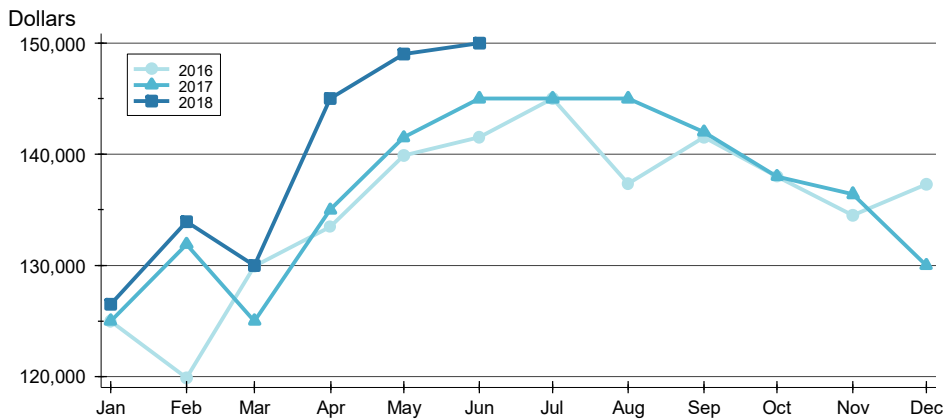
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 7/9/2018**

## 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	161,940
May	160,273	163,487	164,477
June	163,848	166,721	174,789
July	169,506	163,607	169,506
August	157,370	166,367	157,370
September	157,173	161,984	157,173
October	160,166	154,015	160,166
November	152,696	154,162	152,696
December	159,886	150,792	159,886

## MEDIAN PRICE

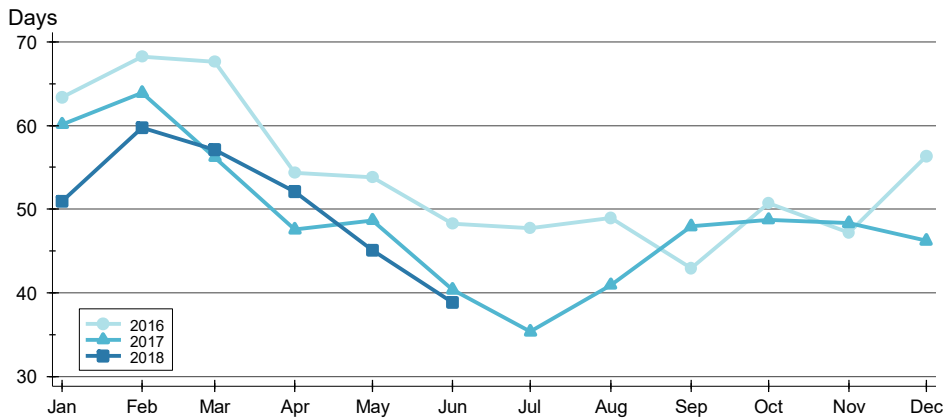


Month	2016	2017	2018
January	125,000	125,000	126,500
February	119,900	131,900	133,900
March	129,900	125,000	130,000
April	133,450	135,000	145,000
May	139,900	141,500	149,000
June	141,500	145,000	150,000
July	145,000	145,000	145,000
August	137,350	145,000	137,350
September	141,500	142,000	141,500
October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

# CLOSED LISTINGS ANALYSIS

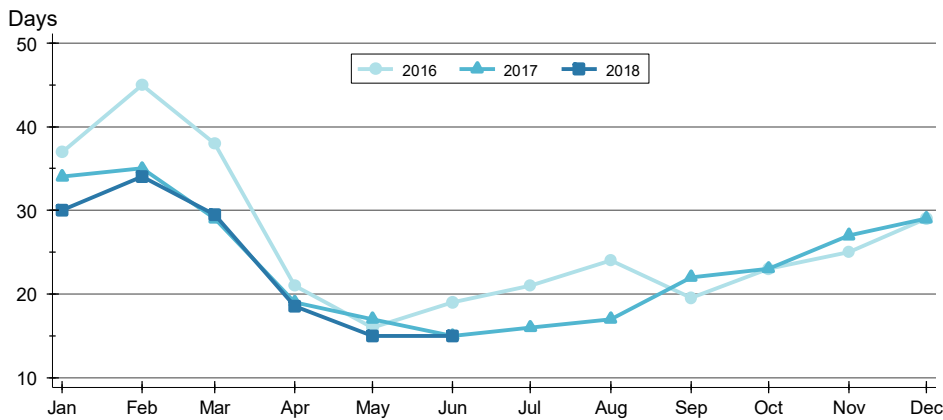
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 7/9/2018**

## 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	39
July	48	35	35
August	49	41	41
September	43	48	48
October	51	49	49
November	47	48	48
December	56	46	46

## MEDIAN DOM >>

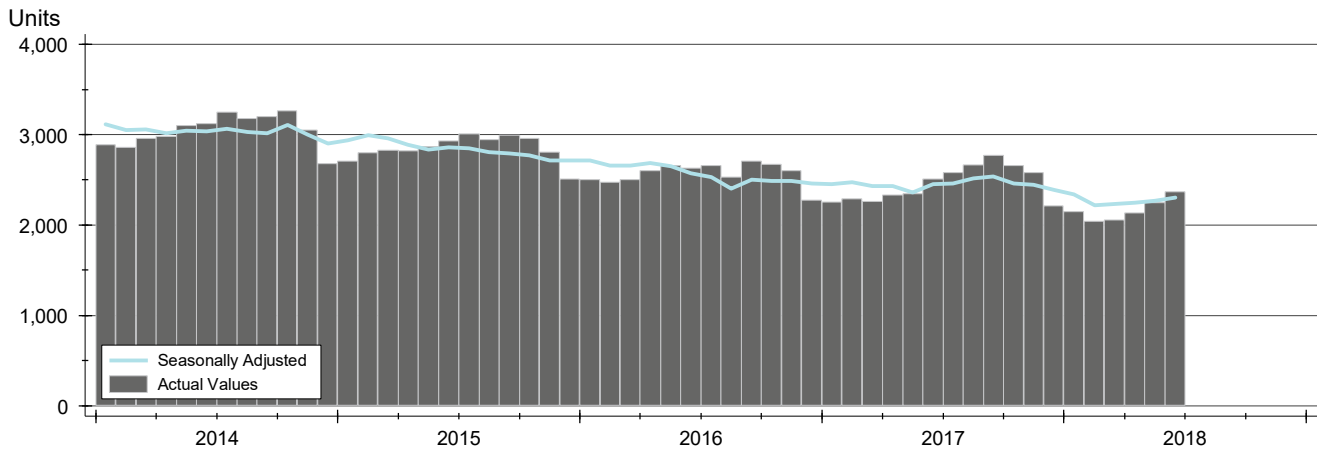


Month	2016	2017	2018
January	37	34	30
February	45	35	34
March	38	29	30
April	21	19	19
May	16	17	15
June	19	15	15
July	21	16	16
August	24	17	17
September	20	22	22
October	23	23	23
November	25	27	27
December	29	29	29

# ACTIVE LISTINGS ANALYSIS

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 7/9/2018**

**HISTORY** >>



**SUMMARY** >>

Summary Statistics for Active Listings		End of June		
		2018	2017	Change
Active Listings		<b>2,369</b>	2,512	-5.7%
Months' Supply		<b>2.2</b>	2.2	1.3%
Volume (1,000s)		<b>574,035</b>	576,260	-0.4%
Average	List Price	<b>242,311</b>	229,403	5.6%
	Days on Market	<b>87</b>	95	-8.3%
	Percent of Original	<b>97.5%</b>	97.4%	0.0%
Median	List Price	<b>190,000</b>	175,000	8.6%
	Days on Market	<b>48</b>	52	-6.8%
	Percent of Original	<b>100.0%</b>	100.0%	0.0%

A total of 2,369 homes were available for sale in South Central Kansas at the end of June. This represents a 2.2 months' supply of active listings.

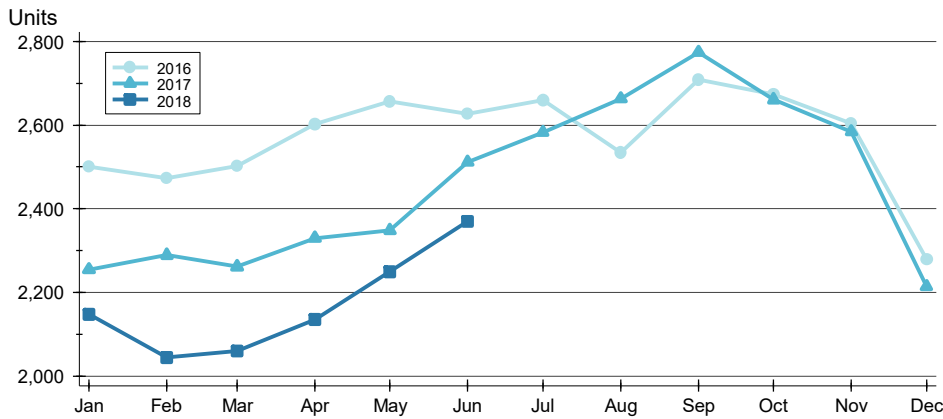
The median list price of homes on the market at the end of June was \$190,000, up 8.6% from 2017. The typical time on market for active listings was 48 days, down from 52 days a year earlier.



# ACTIVE LISTINGS ANALYSIS

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 7/9/2018**

**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	
August	2,534	2,663	
September	2,709	2,774	
October	2,673	2,661	
November	2,604	2,584	
December	2,278	2,214	

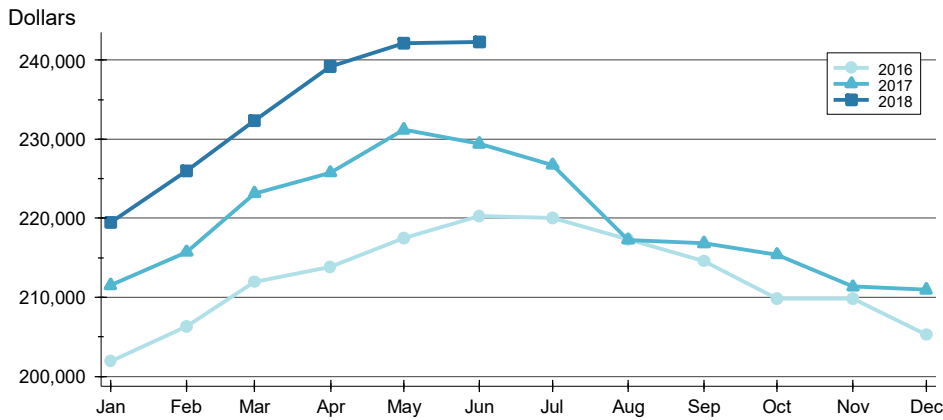
**BY PRICE RANGE** >>

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	73	3.1%	902	2.2	12,362	14,005	98	44	92.0%	100.0%
\$25,000-\$49,999	163	6.9%	6,462	2.5	39,644	40,000	114	61	95.1%	100.0%
\$50,000-\$99,999	421	17.8%	31,331	2.0	74,421	74,862	86	46	96.4%	100.0%
\$100,000-\$124,999	124	5.2%	14,140	1.3	114,031	114,900	50	27	98.2%	100.0%
\$125,000-\$149,999	150	6.3%	20,598	1.3	137,323	137,950	51	31	98.3%	100.0%
\$150,000-\$174,999	131	5.5%	21,416	1.1	163,478	164,900	51	30	97.7%	100.0%
\$175,000-\$199,999	181	7.6%	34,290	2.4	189,447	189,900	75	41	98.3%	100.0%
\$200,000-\$249,999	282	11.9%	64,017	2.1	227,010	225,000	77	51	98.3%	100.0%
\$250,000-\$299,999	223	9.4%	61,449	3.4	275,556	275,000	88	58	98.2%	100.0%
\$300,000-\$399,999	275	11.6%	95,561	3.2	347,496	345,000	98	66	98.5%	100.0%
\$400,000-\$499,999	122	5.1%	54,745	5.8	448,730	440,000	118	76	98.0%	100.0%
\$500,000-\$749,999	105	4.4%	63,865	4.4	608,240	599,000	124	66	97.7%	100.0%
\$750,000-\$999,999	46	1.9%	40,396	46.0	878,178	877,500	157	115	98.7%	100.0%
\$1,000,000 and up	37	1.6%	56,139	18.5	1,517,277	1,250,000	199	86	96.7%	100.0%
All price ranges	2,369	100.0%	574,035	2.2	242,311	190,000	87	48	97.5%	100.0%

# ACTIVE LISTINGS ANALYSIS

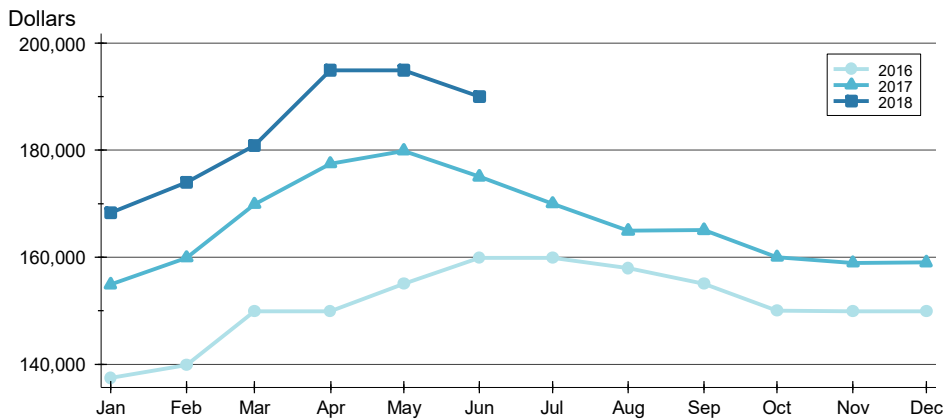
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 7/9/2018**

## 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	217,064
August	217,371	217,266	217,266
September	214,568	216,820	216,820
October	209,842	215,409	211,349
November	209,842	211,349	211,349
December	205,282	210,949	210,949

## MEDIAN PRICE >>

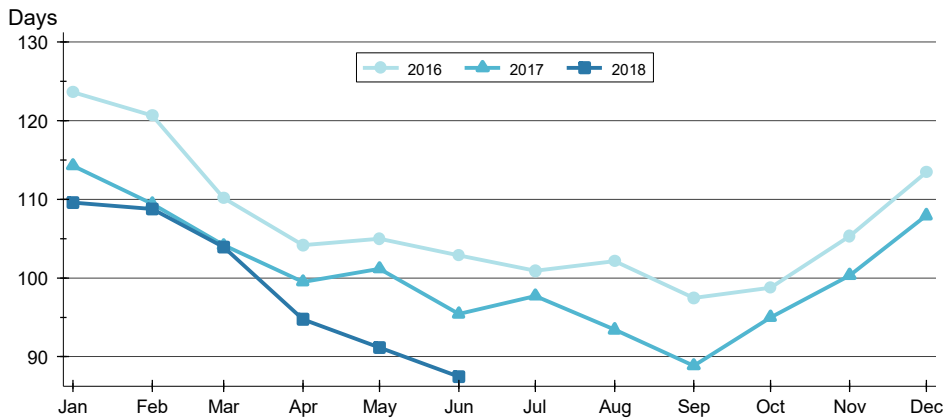


Month	2016	2017	2018
January	137,500	154,900	168,248
February	139,900	159,900	174,000
March	149,900	169,900	180,867
April	149,900	177,500	194,900
May	155,000	179,900	195,000
June	159,900	175,000	190,000
July	159,900	170,000	170,000
August	157,950	164,900	164,900
September	155,000	165,000	165,000
October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

# ACTIVE LISTINGS ANALYSIS

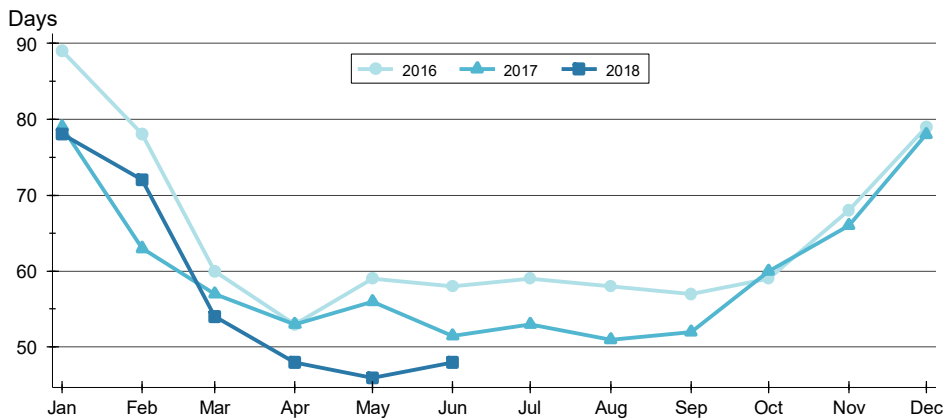
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 7/9/2018**

## 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	
August	102	93	
September	97	89	
October	99	95	
November	105	100	
December	113	108	

## MEDIAN DOM

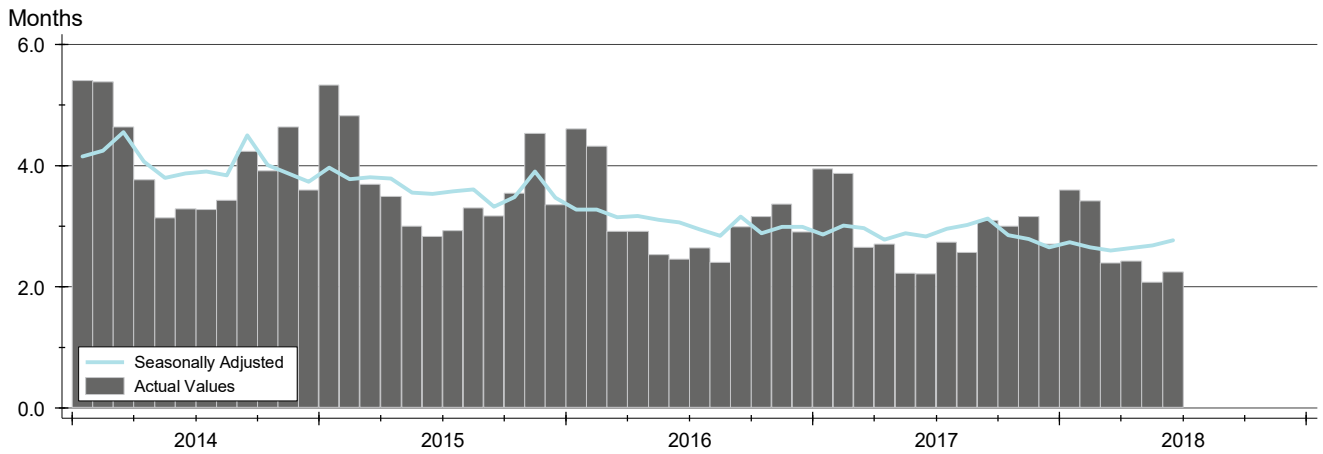


Month	2016	2017	2018
January	89	79	78
February	78	63	72
March	60	57	54
April	53	53	48
May	59	56	46
June	58	52	48
July	59	53	
August	58	51	
September	57	52	
October	59	60	
November	68	66	
December	79	78	

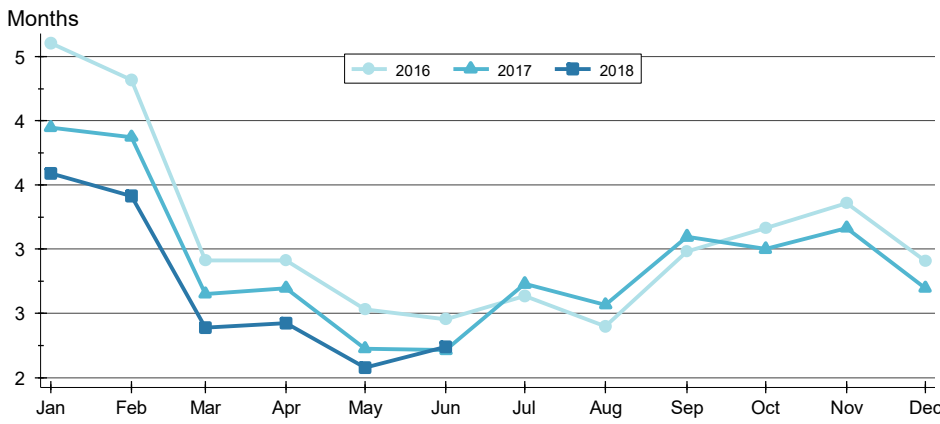
# MONTHS' SUPPLY ANALYSIS

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 7/9/2018**

**HISTORY** >>



**BY MONTH** >>

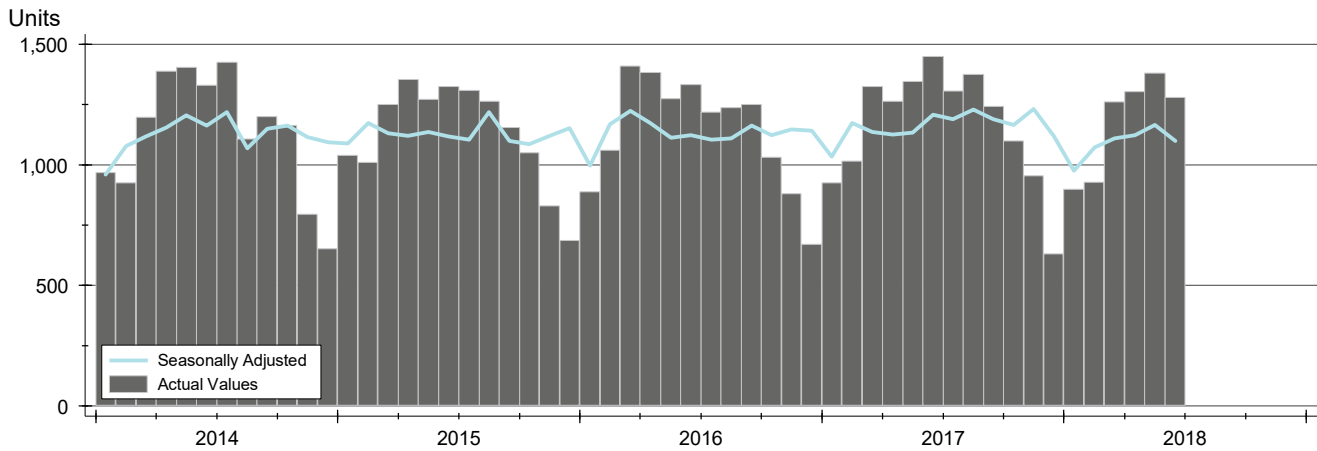


Month	2016	2017	2018
January	4.6	3.9	3.6
February	4.3	3.9	3.4
March	2.9	2.7	2.4
April	2.9	2.7	2.4
May	2.5	2.2	2.1
June	2.5	2.2	2.2
July	2.6	2.7	
August	2.4	2.6	
September	3.0	3.1	
October	3.2	3.0	
November	3.4	3.2	
December	2.9	2.7	

# NEW LISTINGS ANALYSIS

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 7/9/2018**

**HISTORY** >>



**SUMMARY** >>

Summary Statistics for New Listings		2018	June 2017	Change
Current Month	New Listings	<b>1,280</b>	1,450	-11.7%
	Volume (1,000s)	<b>246,051</b>	259,111	-5.0%
	Average List Price	<b>192,227</b>	178,697	7.6%
	Median List Price	<b>159,900</b>	148,950	7.4%
YTD	New Listings	<b>7,049</b>	7,326	-3.8%
	Volume (1,000s)	<b>1,303,508</b>	1,309,101	-0.4%
	Average List Price	<b>184,921</b>	178,693	3.5%
	Median List Price	<b>154,900</b>	149,500	3.6%

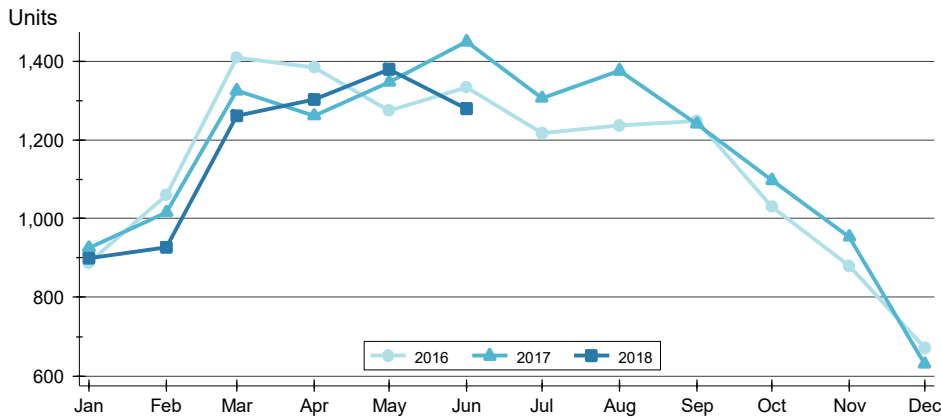
A total of 1,280 new listings were added in South Central Kansas during June, down 11.7% from the same month in 2017. Year-to-date South Central Kansas has seen 7,049 new listings.

The median list price of these homes was \$159,900 up from \$148,950 in 2017.

# NEW LISTINGS ANALYSIS

**BY MONTH** >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 7/9/2018**



Month	2016	2017	2018
January	888	926	899
February	1,060	1,016	927
March	1,409	1,325	1,261
April	1,384	1,262	1,302
May	1,274	1,347	1,380
June	1,333	1,450	1,280
July	1,218	1,306	
August	1,237	1,376	
September	1,249	1,241	
October	1,031	1,097	
November	879	954	
December	671	631	

**BY PRICE RANGE** >>

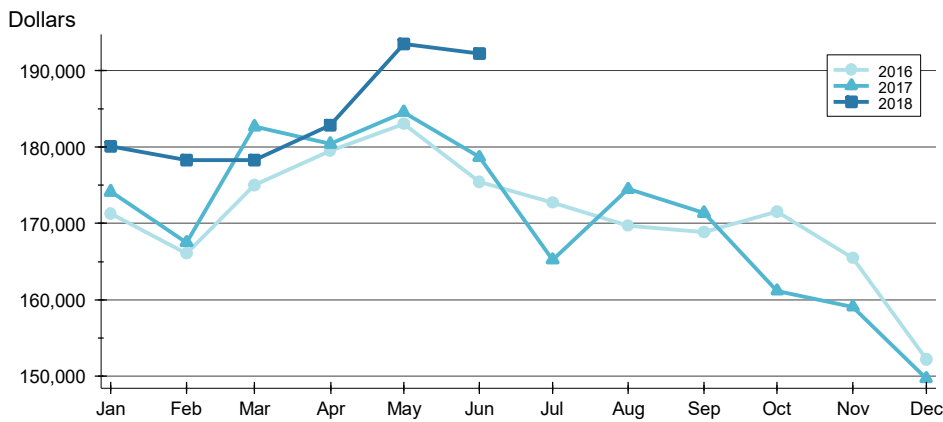
Price Range	New Listings			List Price	
	Number	Percent	Volume	Average	Median
Below \$25,000	39	3.0%	382	9,790	5,000
\$25,000-\$49,999	67	5.2%	2,608	38,928	39,900
\$50,000-\$99,999	233	18.2%	18,075	77,574	79,500
\$100,000-\$124,999	100	7.8%	11,466	114,656	115,000
\$125,000-\$149,999	136	10.6%	18,827	138,435	139,900
\$150,000-\$174,999	128	10.0%	20,825	162,696	162,500
\$175,000-\$199,999	120	9.4%	22,458	187,149	186,750
\$200,000-\$249,999	156	12.2%	35,250	225,964	225,000
\$250,000-\$299,999	93	7.3%	25,592	275,187	274,900
\$300,000-\$399,999	88	6.9%	30,308	344,409	342,500
\$400,000-\$499,999	33	2.6%	15,020	455,159	445,349
\$500,000-\$749,999	30	2.3%	17,471	582,367	572,450
\$750,000-\$999,999	9	0.7%	7,747	860,756	885,000
\$1,000,000 and up	9	0.7%	12,525	1,391,656	1,200,000
All price ranges	1,280	100.0%	246,051	192,227	159,900



**NEW LISTINGS ANALYSIS**

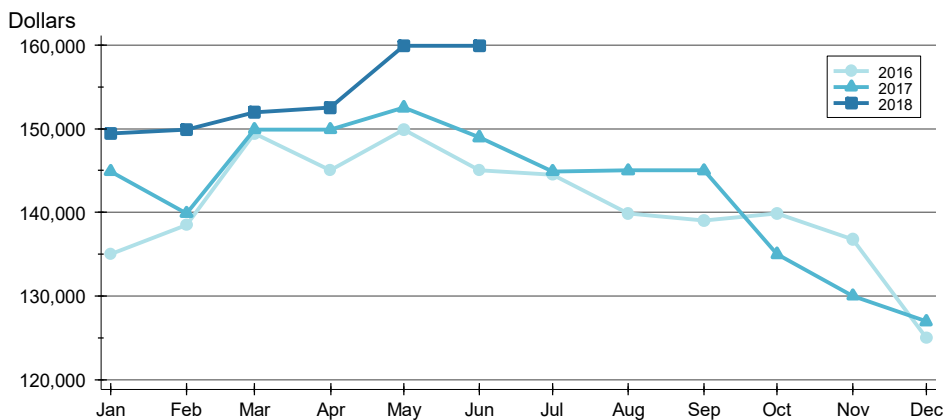
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 7/9/2018**

**AVERAGE PRICE** >>



Month	2016	2017	2018
January	171,318	174,171	180,076
February	166,115	167,532	178,277
March	175,044	182,680	178,347
April	179,529	180,393	182,903
May	183,026	184,568	193,500
June	175,460	178,697	192,227
July	172,777	165,273	
August	169,721	174,479	
September	168,875	171,372	
October	171,603	161,198	
November	165,447	159,069	
December	152,234	149,746	

**MEDIAN PRICE** >>

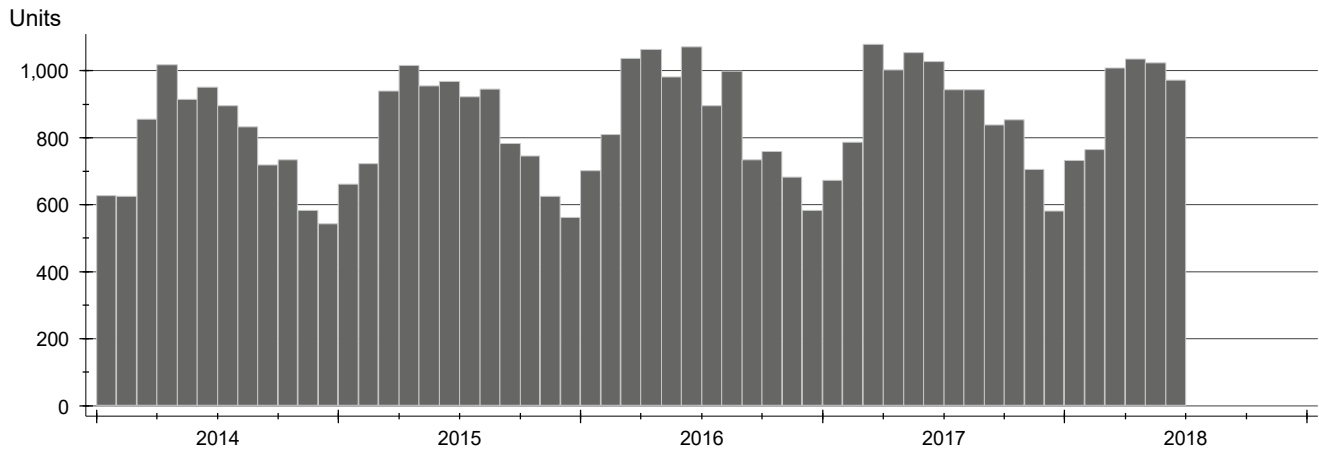


Month	2016	2017	2018
January	135,000	144,900	149,450
February	138,500	139,900	149,900
March	149,400	149,900	152,000
April	145,000	149,900	152,500
May	149,900	152,500	159,900
June	145,000	148,950	159,900
July	144,500	144,900	
August	139,900	145,000	
September	139,000	145,000	
October	139,900	135,000	
November	136,750	130,000	
December	125,000	126,950	

# CONTRACTS WRITTEN ANALYSIS

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 7/9/2018**

**HISTORY** >>



**SUMMARY** >>

Summary Statistics for Contracts Written		June			Year-to-Date		
		2018	2017	Change	2018	2017	Change
Closed Listings		<b>972</b>	1,027	-5.4%	<b>5,538</b>	5,623	-1.5%
Volume (1,000s)		<b>168,118</b>	174,230	-3.5%	<b>934,120</b>	938,024	-0.4%
Average	Sale Price	<b>172,961</b>	169,650	2.0%	<b>168,675</b>	166,819	1.1%
	Days on Market	<b>41</b>	39	5.5%	<b>48</b>	47	2.3%
	Percent of Original	<b>97.3%</b>	95.8%	1.7%	<b>96.3%</b>	95.5%	0.8%
Median	Sale Price	<b>155,000</b>	147,950	4.8%	<b>148,000</b>	144,900	2.1%
	Days on Market	<b>16</b>	16	0.0%	<b>19</b>	19	0.0%
	Percent of Original	<b>100.0%</b>	98.1%	2.0%	<b>98.7%</b>	98.0%	0.7%

A total of 972 contracts for sale were written in South Central Kansas during the month of June, down from 1,027 in 2017. The median list price of these homes was \$155,000, up from \$147,950 the prior year.

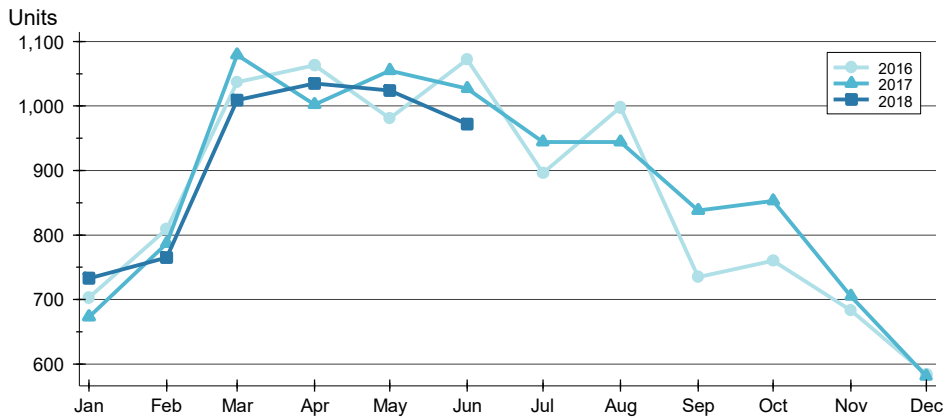
Half of the homes that went under contract in June were on the market less than 16 days, compared to 16 days in June 2017.



**CONTRACTS WRITTEN ANALYSIS**

**BY MONTH** >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 7/9/2018**



Month	2016	2017	2018
January	703	673	733
February	809	787	765
March	1,037	1,079	1,009
April	1,063	1,002	1,035
May	981	1,055	1,024
June	1,072	1,027	972
July	896	944	
August	998	944	
September	735	838	
October	760	853	
November	683	705	
December	584	581	

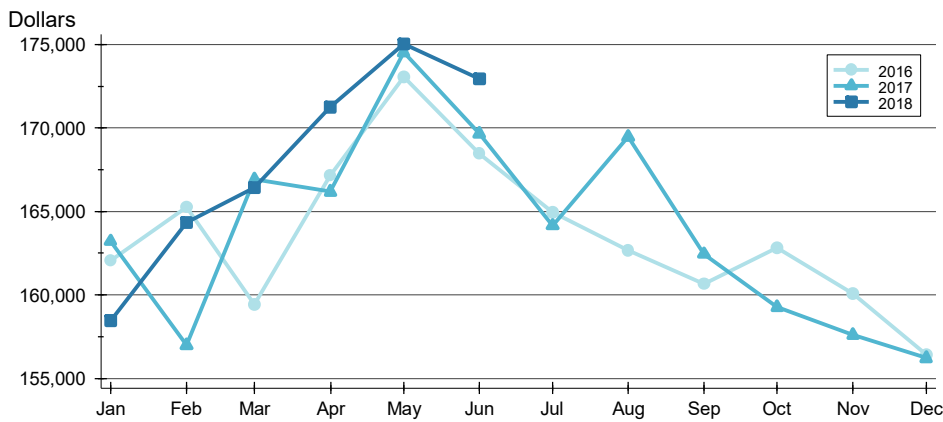
**BY PRICE RANGE** >>

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	1.5%	235	15,693	17,500	92	36	77.0%	75.9%
\$25,000-\$49,999	45	4.6%	1,691	37,584	38,100	51	29	90.0%	95.2%
\$50,000-\$99,999	181	18.6%	14,168	78,275	79,900	49	15	96.9%	100.0%
\$100,000-\$124,999	86	8.8%	9,949	115,682	117,700	24	9	97.8%	100.0%
\$125,000-\$149,999	114	11.7%	15,839	138,939	139,900	24	10	98.6%	100.0%
\$150,000-\$174,999	100	10.3%	16,227	162,274	160,000	22	5	98.7%	100.0%
\$175,000-\$199,999	106	10.9%	19,810	186,884	185,850	35	12	98.4%	100.0%
\$200,000-\$249,999	122	12.6%	27,227	223,170	224,250	36	21	98.4%	100.0%
\$250,000-\$299,999	57	5.9%	15,557	272,935	275,000	47	17	98.0%	100.0%
\$300,000-\$399,999	58	6.0%	20,208	348,408	347,900	86	24	98.7%	100.0%
\$400,000-\$499,999	23	2.4%	10,648	462,960	475,000	57	28	97.9%	100.0%
\$500,000-\$749,999	9	0.9%	5,621	624,604	648,231	125	76	99.7%	100.0%
\$750,000-\$999,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	1	0.1%	1,425	1,425,000	1,425,000	30	30	100.0%	100.0%
All price ranges	972	100.0%	168,118	172,961	155,000	41	16	97.3%	100.0%

**CONTRACTS WRITTEN ANALYSIS**

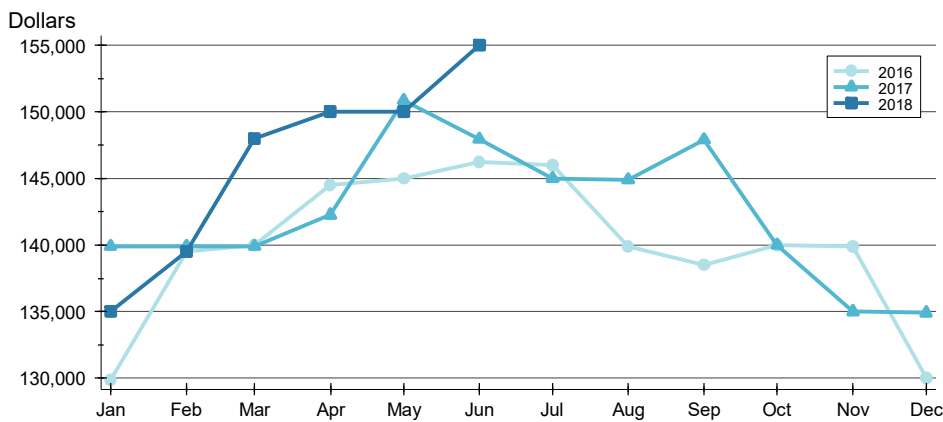
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 7/9/2018**

**AVERAGE PRICE** >>



Month	2016	2017	2018
January	162,049	163,213	158,456
February	165,258	156,975	164,351
March	159,413	166,903	166,411
April	167,142	166,175	171,237
May	173,071	174,525	175,032
June	168,484	169,650	172,961
July	164,954	164,150	164,150
August	162,678	169,454	169,454
September	160,643	162,449	162,449
October	162,811	159,267	159,267
November	160,086	157,600	157,600
December	156,404	156,208	156,208

**MEDIAN PRICE** >>

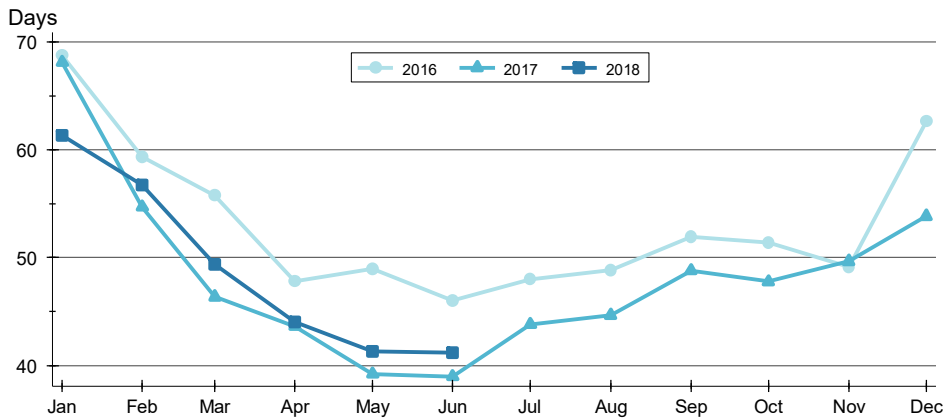


Month	2016	2017	2018
January	129,900	139,900	135,000
February	139,500	139,900	139,500
March	140,000	139,900	148,000
April	144,500	142,250	150,000
May	145,000	150,863	150,000
June	146,250	147,950	155,000
July	146,000	145,000	145,000
August	139,900	144,900	144,900
September	138,500	147,900	147,900
October	140,000	140,000	140,000
November	139,900	135,000	135,000
December	130,000	134,900	134,900

# CONTRACTS WRITTEN ANALYSIS

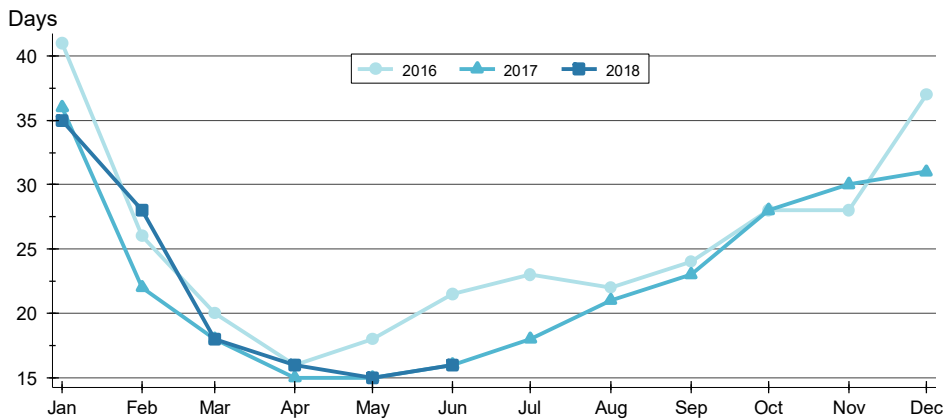
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 7/9/2018**

## AVERAGE DOM >>



Month	2016	2017	2018
January	69	68	61
February	59	55	57
March	56	46	49
April	48	44	44
May	49	39	41
June	46	39	41
July	48	44	44
August	49	45	45
September	52	49	49
October	51	48	48
November	49	50	50
December	63	54	54

## MEDIAN DOM >>

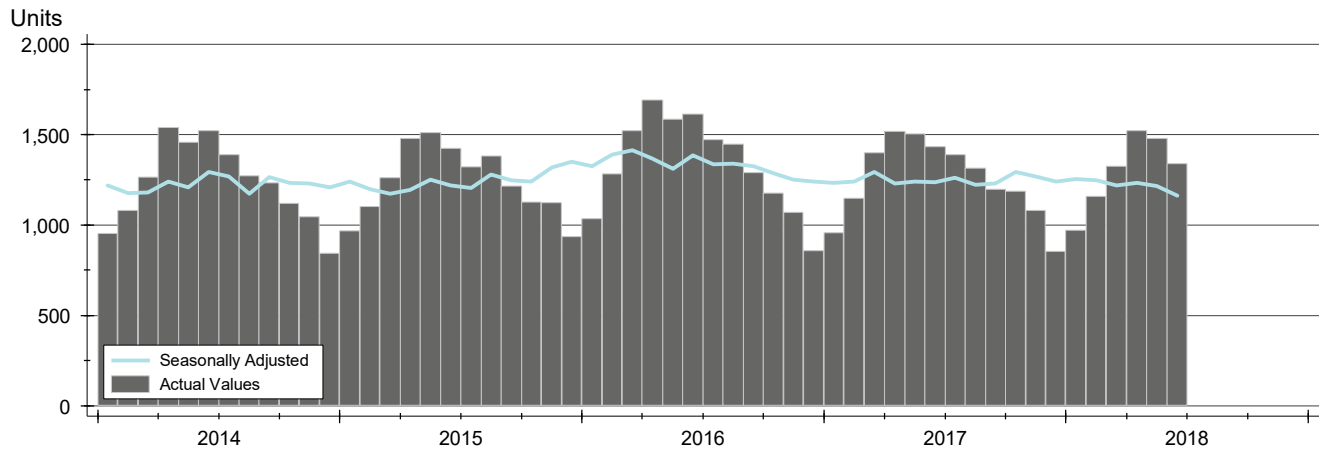


Month	2016	2017	2018
January	41	36	35
February	26	22	28
March	20	18	18
April	16	15	16
May	18	15	15
June	22	16	16
July	23	18	18
August	22	21	21
September	24	23	23
October	28	28	28
November	28	30	30
December	37	31	31

# PENDING CONTRACTS ANALYSIS

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 7/9/2018**

**HISTORY** >>



**SUMMARY** >>

Summary Statistics for Active Listings		End of June		
		2018	2017	Change
Active Listings		<b>1,340</b>	1,432	-6.4%
Volume (1,000s)		<b>252,888</b>	254,814	-0.8%
Average	List Price	<b>188,722</b>	177,943	6.1%
	Days on Market	<b>42</b>	40	6.2%
	Percent of Original	<b>98.4%</b>	98.2%	0.2%
Median	List Price	<b>159,900</b>	150,000	6.6%
	Days on Market	<b>14</b>	15	-6.7%
	Percent of Original	<b>100.0%</b>	100.0%	0.0%

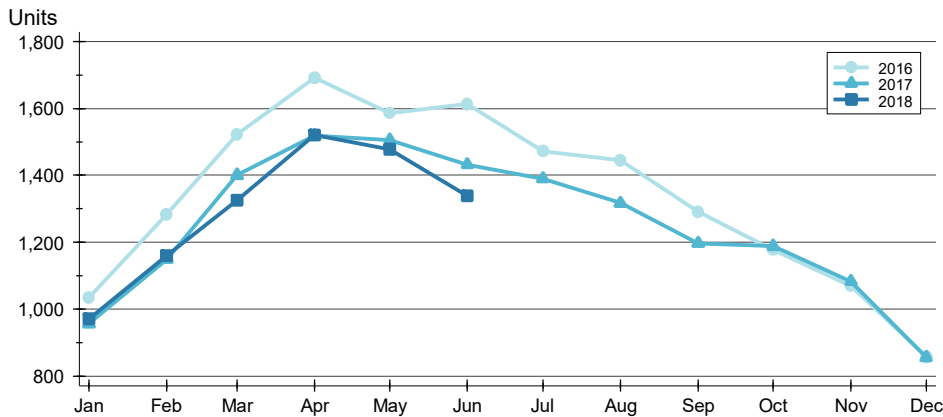
A total of 1,340 listings in South Central Kansas had contracts pending at the end of June, down from 1,432 contracts pending at the end of June 2017.

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**

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 7/9/2018**

**BY MONTH** »



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	
August	1,446	1,317	
September	1,290	1,197	
October	1,177	1,188	
November	1,069	1,083	
December	857	855	

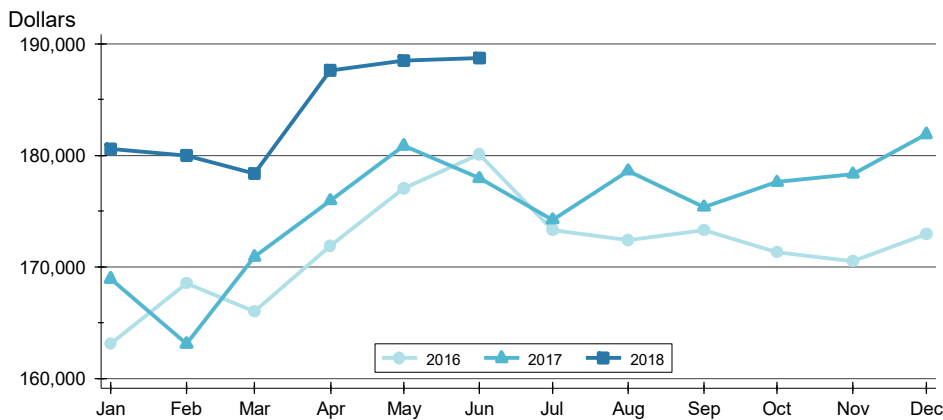
**BY PRICE RANGE** »

Price Range	Contracts Written			List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median
Below \$25,000	16	1.2%	288	18,000	19,900	91	39	81.4%	82.0%
\$25,000-\$49,999	46	3.4%	1,764	38,339	39,900	80	39	94.0%	100.0%
\$50,000-\$99,999	238	17.8%	18,775	78,885	79,900	50	15	98.0%	100.0%
\$100,000-\$124,999	117	8.7%	13,422	114,718	115,000	36	12	98.2%	100.0%
\$125,000-\$149,999	169	12.6%	23,417	138,563	139,900	25	9	98.9%	100.0%
\$150,000-\$174,999	137	10.2%	22,191	161,979	160,000	22	6	99.3%	100.0%
\$175,000-\$199,999	131	9.8%	24,433	186,510	185,000	32	13	98.8%	100.0%
\$200,000-\$249,999	168	12.5%	37,469	223,033	223,125	40	20	99.1%	100.0%
\$250,000-\$299,999	103	7.7%	28,230	274,074	275,000	38	11	99.5%	100.0%
\$300,000-\$399,999	94	7.0%	32,541	346,176	344,804	67	12	99.3%	100.0%
\$400,000-\$499,999	41	3.1%	18,686	455,756	457,850	48	15	99.9%	100.0%
\$500,000-\$749,999	21	1.6%	12,576	598,847	585,136	99	27	99.1%	100.0%
\$750,000-\$999,999	5	0.4%	4,197	839,426	797,500	92	11	97.6%	100.0%
\$1,000,000 and up	3	0.2%	5,275	1,758,333	1,850,000	31	30	99.1%	100.0%
All price ranges	1,340	100.0%	252,888	188,722	159,900	42	14	98.4%	100.0%

# PENDING CONTRACTS ANALYSIS

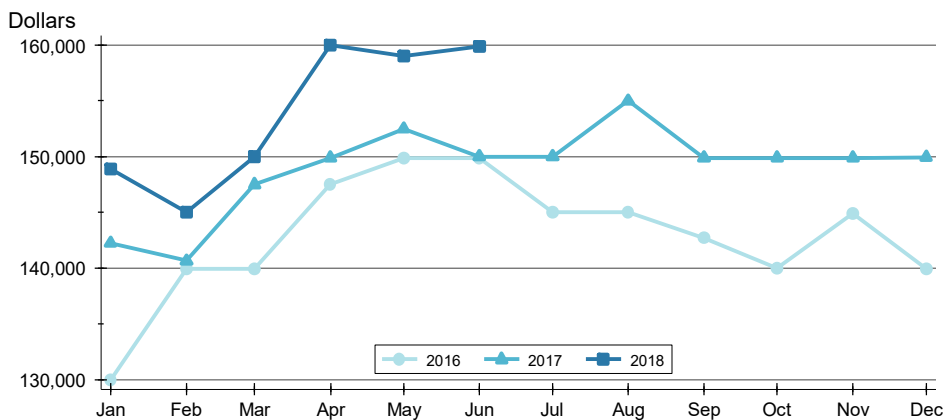
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 7/9/2018**

## 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	
August	172,412	178,618	
September	173,270	175,363	
October	171,296	177,592	
November	170,505	178,336	
December	172,906	181,887	

## MEDIAN PRICE >>

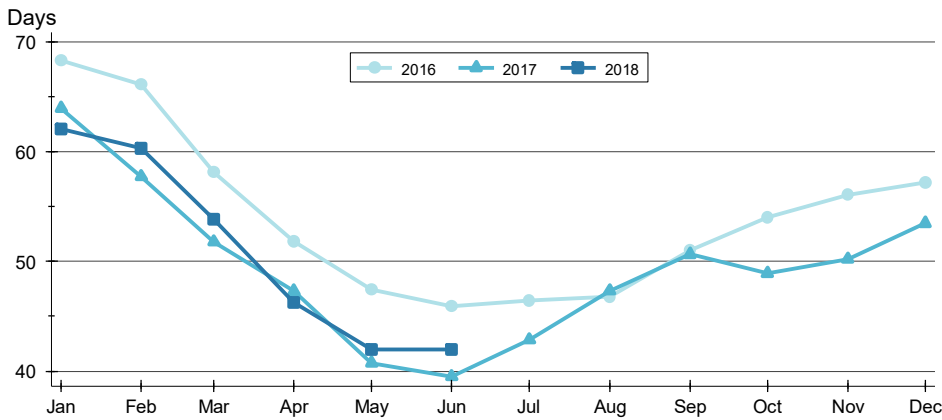


Month	2016	2017	2018
January	130,000	142,250	148,900
February	139,900	140,650	145,000
March	139,950	147,500	150,000
April	147,500	149,900	160,000
May	149,900	152,500	159,000
June	149,900	150,000	159,900
July	145,000	150,000	
August	145,000	155,000	
September	142,700	149,900	
October	140,000	149,900	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

**PENDING CONTRACTS ANALYSIS**

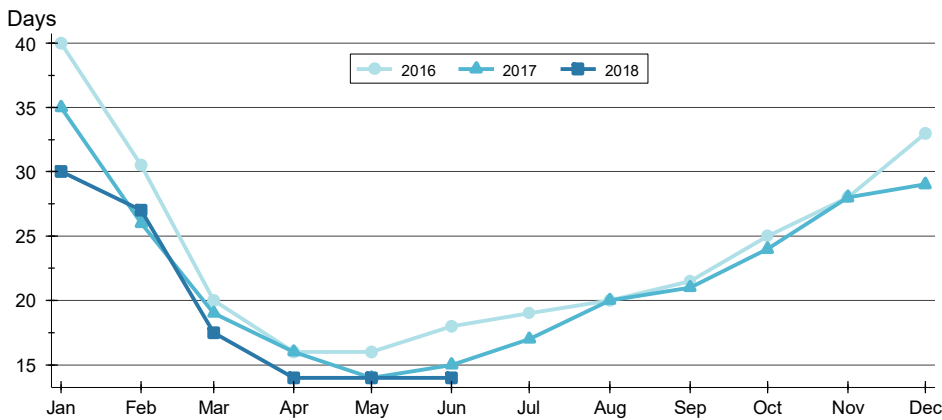
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 7/9/2018**

**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	47
August	47	47	51
September	51	51	51
October	54	49	56
November	56	50	57
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	14
August	20	20	20
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)

July 17, 2018

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

Homes sales in South Central Kansas fell by 6.9% in June compared to the prior year. Sales in June 2018 totaled 1,058 units, down from 1,136 in 2017.

Among existing homes, 999 units sold in June, a decrease of 7.4% from 1,079 units that sold in 2017. The average sale price of existing homes was \$166,205. This represents an increase of 5.2% from the June 2017 average price of \$158,031.

For new construction, 59 sales occurred in June, up from 57 units the prior year, an increase of 3.5%. The average sale price of new homes in June was \$320,127, down 3.4% from the same period last year.

A total of 972 contracts for sale were written in June 2018, down from 1,027 in June 2017. This is a decrease of 5.4%. Contracts written during the month reflect, in part, sales that are set to close in the near future.

The inventory of active listings in South Central Kansas stood at 2,369 units at the end of June, which is down from 2,512 homes that were on the market at the end of June last year. At the current rate of sales, this figure represents 2.2 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.

