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WICHITA MARKET TRENDS MARCH 2018

MARCH 2018 »

SOUTH CENTRAL KANSAS MLS STATISTICS

South Central Kansas MLS

MARKET OVERVIEW »

South Central Kansas Home Sales Rose in March

Total home sales in South Central Kansas rose by 0.4% last month to 856 units, compared to 853 units in March 2017. Total sales volume was $133.4 million, up 10.6% from a year earlier.

The median sale price in March was $130,000, up from $125,000 a year earlier. Homes that sold in March were typically on the market for 30 days and sold for 98.7% 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 2,059 units, down from 2,261 at the same point in 2017. This represents a 2.4 months' supply of homes available for sale. The median list price of homes on the market at the end of March was $180,867.

During March, a total of 1,024 contracts were written down from 1,080 in March 2017. At the end of the month, there were 1,326 contracts pending, compared to 1,400 at the end of March 2017.

Entire MLS System Current Month Summary Statistics		March 2018	March 2017	Change
Home Sales		**856**	853	0.4%
Active Listings		**2,059**	2,261	-8.9%
Months' Supply		**2.4**	2.7	-9.3%
New Listings		**1,227**	1,325	-7.4%
Contracts Written		**1,024**	1,080	-5.2%
Pending Contracts		**1,326**	1,400	-5.3%
Sales Volume (1,000s)		**133,387**	120,593	10.6%
Average	Sale Price	**155,826**	141,375	10.2%
	List Price of Actives	**232,365**	223,171	4.1%
	Days on Market	**57**	56	1.1%
	Percent of List	**97.6%**	97.3%	0.3%
	Percent of Original	**95.6%**	94.6%	1.0%
Median	Sale Price	**130,000**	125,000	4.0%
	List Price of Actives	**180,867**	169,900	6.5%
	Days on Market	**30**	29	3.4%
	Percent of List	**98.7%**	99.1%	-0.4%
	Percent of Original	**97.3%**	97.4%	-0.1%

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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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MARCH 2018 »

SOUTH CENTRAL KANSAS MLS STATISTICS

South Central Kansas MLS

THREE-YEAR COMPARISONS

SUMMARY »

BREAKDOWNS BY HOME TYPE
ENTIRE MLS SYSTEM
AS OF 4/9/2018

March MLS Statistics By Property Type		2018 Total	2018 Existing	2018 New	2017 Total	2017 Existing	2017 New	2016 Total	2016 Existing	2016 New
Home Sales		**856**	**795**	**61**	853	802	51	860	796	64
	Change from prior year	0.4%	-0.9%	19.6%	-0.8%	0.8%	-20.3%	12.1%	11.6%	36.2%
Active Listings		**2,059**	**1,809**	**250**	2,261	2,005	256	2,503	2,265	238
	Change from prior year	-8.9%	-9.8%	-2.3%	-9.7%	-11.5%	7.6%	-11.6%	-11.4%	-13.8%
Months' Supply		**2.4**	**2.3**	**4.1**	2.7	2.5	5.0	2.9	2.8	3.7
	Change from prior year	-9.3%	-9.0%	-18.4%	-8.9%	-12.1%	35.0%	-21.1%	-20.6%	-36.7%
New Listings		**1,227**	**1,174**	**53**	1,325	1,248	77	1,409	1,292	117
	Change from prior year	-7.4%	-5.9%	-31.2%	-6.0%	-3.4%	-34.2%	12.6%	10.9%	50.0%
Contracts Written		**1,024**	**957**	**67**	1,080	1,003	77	1,037	956	81
	Change from prior year	-5.2%	-4.6%	-13.0%	4.1%	4.9%	-4.9%	10.4%	10.0%	24.6%
Pending Contracts		**1,326**	**1,165**	**161**	1,400	1,282	118	1,522	1,397	125
	Change from prior year	-5.3%	-9.1%	36.4%	-8.0%	-8.2%	-5.6%	20.7%	20.3%	25.0%
Sales Volume (1,000s)		**133,387**	**114,888**	**18,499**	120,593	106,197	14,396	128,700	111,679	17,020
	Change from prior year	10.6%	8.2%	28.5%	-6.3%	-4.9%	-15.4%	17.7%	17.5%	23.2%
Average	Sale Price	**155,826**	**144,513**	**303,260**	141,375	132,415	282,281	149,651	140,301	265,940
	Change from prior year	10.2%	9.1%	7.4%	-5.5%	-5.6%	6.1%	5.0%	5.2%	-9.5%
	List Price of Actives	**232,365**	**219,340**	**322,659**	223,171	208,273	337,469	211,960	199,427	328,972
	Change from prior year	4.1%	5.3%	-4.4%	5.3%	4.4%	2.6%	7.9%	8.2%	7.6%
	Days on Market	**57**	**51**	**133**	56	54	85	68	66	87
	Change from prior year	1.1%	-6.3%	56.3%	-16.9%	-17.7%	-1.6%	-3.2%	-3.2%	-7.7%
	Percent of List	**97.6%**	**97.3%**	**101.6%**	97.3%	97.1%	100.9%	96.8%	96.5%	100.8%
	Change from prior year	0.3%	0.2%	0.7%	0.5%	0.6%	0.1%	-0.4%	-0.3%	-2.9%
	Percent of Original	**95.6%**	**95.1%**	**101.1%**	94.6%	94.1%	101.4%	94.2%	93.6%	100.9%
	Change from prior year	1.0%	1.1%	-0.3%	0.4%	0.5%	0.5%	-0.3%	-0.3%	-1.6%
Median	Sale Price	**130,000**	**125,000**	**267,360**	125,000	118,875	236,800	129,900	123,450	250,055
	Change from prior year	4.0%	5.2%	12.9%	-3.8%	-3.7%	-5.3%	4.8%	4.6%	0.4%
	List Price of Actives	**180,867**	**162,900**	**286,625**	169,900	149,900	286,413	149,900	134,875	267,178
	Change from prior year	6.5%	8.7%	0.1%	13.3%	11.1%	7.2%	3.5%	3.8%	5.8%
	Days on Market	**30**	**29**	**54**	29	29	28	38	38	18
	Change from prior year	3.4%	0.0%	92.9%	-23.7%	-23.7%	55.6%	0.0%	-2.6%	-37.9%
	Percent of List	**98.7%**	**98.4%**	**100.1%**	99.1%	98.9%	100.0%	98.4%	98.1%	100.0%
	Change from prior year	-0.4%	-0.5%	0.1%	0.7%	0.9%	0.0%	0.1%	0.1%	-1.8%
	Percent of Original	**97.3%**	**97.0%**	**100.6%**	97.4%	97.0%	100.0%	97.0%	96.5%	100.0%
	Change from prior year	-0.1%	0.0%	0.6%	0.5%	0.5%	0.0%	0.5%	0.5%	-2.4%

MARCH 2018 »

SOUTH CENTRAL KANSAS MLS STATISTICS

South Central Kansas MLS

YEAR-TO-DATE STATISTICS

SUMMARY »

YTD BREAKDOWNS BY HOME TYPE
ENTIRE MLS SYSTEM
AS OF 4/9/2018

Year-to-Date Activity By Property Type		2018 Total	2018 Existing	2018 New	2017 Total	2017 Existing	2017 New	2016 Total	2016 Existing	2016 New
Home Sales		**2,052**	**1,906**	**146**	2,015	1,877	138	1,976	1,829	147
Change from prior year		1.8%	1.5%	5.8%	2.0%	2.6%	-6.1%	6.5%	5.4%	40.0%
New Listings		**3,017**	**2,869**	**148**	3,267	3,013	254	3,357	3,099	258
Change from prior year		-7.7%	-4.8%	-41.7%	-2.7%	-2.8%	-1.6%	1.7%	2.1%	18.9%
Contracts Written		**2,510**	**2,355**	**155**	2,540	2,338	202	2,549	2,341	208
Change from prior year		-1.2%	0.7%	-23.3%	-0.4%	-0.1%	-2.9%	9.7%	8.8%	35.1%
Sales Volume (1,000s)		**314,128**	**269,990**	**44,138**	297,427	257,004	40,423	293,515	252,480	41,035
Change from prior year		5.6%	5.1%	9.2%	1.3%	1.8%	-1.5%	11.1%	8.5%	33.1%
Average	Sale Price	**153,084**	**141,653**	**302,313**	147,607	136,923	292,920	148,540	138,043	279,147
	Change from prior year	3.7%	3.5%	3.2%	-0.6%	-0.8%	4.9%	4.3%	3.0%	-4.9%
	Days on Market	**56**	**51**	**116**	60	58	81	67	64	103
	Change from prior year	-6.0%	-11.4%	43.3%	-10.6%	-9.0%	-21.1%	-7.7%	-9.9%	3.3%
	Percent of List	**97.3%**	**97.0%**	**102.0%**	96.8%	96.5%	101.3%	96.6%	96.3%	101.0%
	Change from prior year	0.5%	0.5%	0.7%	0.2%	0.2%	0.3%	0.0%	0.0%	-1.8%
	Percent of Original	**94.9%**	**94.3%**	**102.3%**	94.1%	93.5%	101.9%	93.8%	93.2%	101.2%
	Change from prior year	0.8%	0.8%	0.4%	0.3%	0.4%	0.6%	0.1%	0.1%	-1.8%
Median	Sale Price	**130,000**	**125,000**	**262,200**	128,500	120,617	257,575	125,000	117,500	236,000
	Change from prior year	1.2%	3.6%	1.8%	2.8%	2.7%	9.1%	0.8%	-0.8%	-8.9%
	Days on Market	**30**	**30**	**50**	32	33	15	39	39	48
	Change from prior year	-6.3%	-9.1%	233.3%	-17.9%	-15.4%	-68.8%	-15.2%	-17.0%	37.1%
	Percent of List	**98.6%**	**98.3%**	**100.0%**	98.6%	98.3%	100.0%	98.2%	97.9%	100.0%
	Change from prior year	0.0%	0.0%	0.0%	0.5%	0.4%	0.0%	0.3%	0.3%	-0.4%
	Percent of Original	**96.9%**	**96.5%**	**101.3%**	96.9%	96.4%	100.2%	96.5%	96.0%	100.0%
	Change from prior year	0.1%	0.1%	1.1%	0.4%	0.4%	0.2%	0.6%	0.5%	-1.1%

MARCH 2018 »

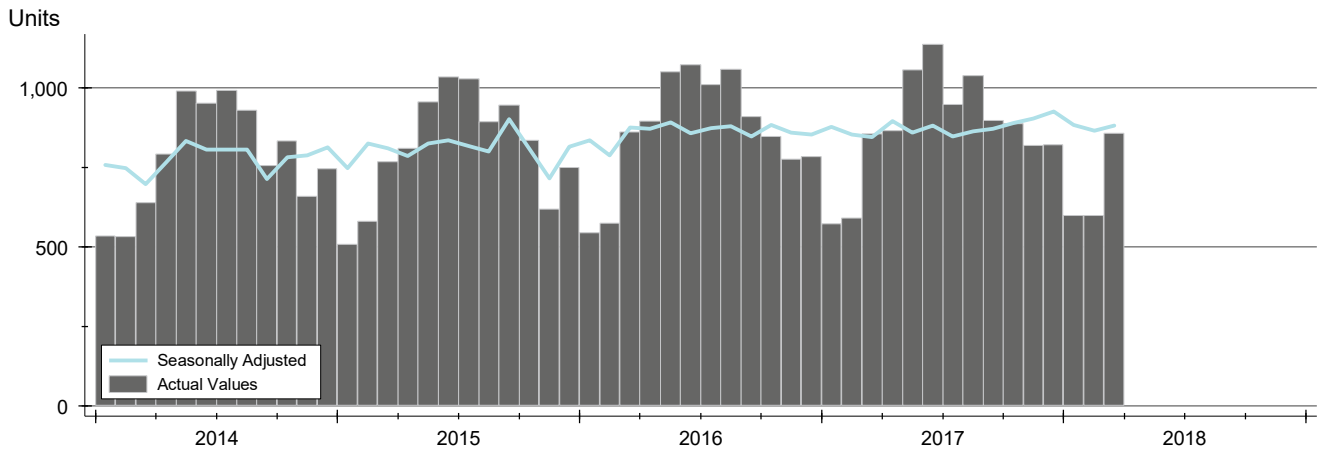
SOUTH CENTRAL KANSAS MLS STATISTICS

South Central Kansas MLS

CLOSED LISTINGS ANALYSIS

ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 4/9/2018

HISTORY »



SUMMARY »

Summary Statistics for Closed Listings		March 2018	March 2017	Change	Year-to-Date 2018	Year-to-Date 2017	Change
Closed Listings		**856**	853	0.4%	**2,052**	2,015	1.8%
Volume (1,000s)		**133,387**	120,593	10.6%	**314,128**	297,427	5.6%
Average	Sale Price	**155,826**	141,375	10.2%	**153,084**	147,607	3.7%
	Days on Market	**57**	56	1.1%	**56**	60	-6.0%
	Percent of List	**97.6%**	97.3%	0.3%	**97.3%**	96.8%	0.5%
	Percent of Original	**95.6%**	94.6%	1.0%	**94.9%**	94.1%	0.8%
Median	Sale Price	**130,000**	125,000	4.0%	**130,000**	128,500	1.2%
	Days on Market	**30**	29	3.4%	**30**	32	-6.3%
	Percent of List	**98.7%**	99.1%	-0.4%	**98.6%**	98.6%	0.0%
	Percent of Original	**97.3%**	97.4%	-0.1%	**96.9%**	96.9%	0.1%

A total of 856 homes sold in South Central Kansas in March, up from 853 units in March 2017. Total sales volume rose to $133.4 million compared to $120.6 million in the previous year.

The median sales price in March was $130,000, up 4.0% compared to the prior year. Median days on market was 30 days, down from 34 days in February, but up from 29 in March 2017.

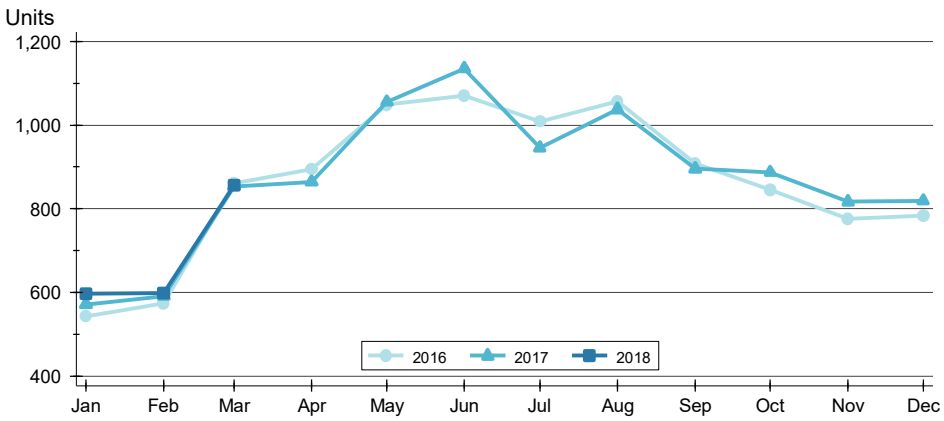
SOUTH CENTRAL KANSAS MLS STATISTICS

South Central Kansas MLS

CLOSED LISTINGS ANALYSIS

ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 4/9/2018

BY MONTH »



Month	2016	2017	2018
January	543	571	597
February	573	591	599
March	860	853	856
April	894	864	
May	1,049	1,055	
June	1,071	1,136	
July	1,009	946	
August	1,057	1,038	
September	908	896	
October	845	887	
November	775	817	
December	784	819	

BY PRICE RANGE »

	Sales			Sale Price		Days on Market		Price as % of List		Price as % of Orig.	
Price Range	Number	Percent	Volume	Average	Median	Average	Median	Average	Median	Average	Median
Below $25,000	31	3.6%	523	16,874	19,000	44	31	89.2%	90.0%	84.3%	86.4%
$25,000-$49,999	68	7.9%	2,533	37,252	37,725	37	31	96.3%	95.8%	92.8%	94.3%
$50,000-$99,999	199	23.2%	15,066	75,710	76,000	57	41	96.5%	97.5%	93.3%	95.0%
$100,000-$124,999	97	11.3%	11,013	113,536	114,000	46	23	97.4%	98.2%	95.5%	97.7%
$125,000-$149,999	116	13.6%	15,804	136,243	135,000	38	18	98.6%	100.0%	97.6%	98.6%
$150,000-$174,999	81	9.5%	13,156	162,425	163,500	47	16	99.0%	100.0%	98.2%	98.7%
$175,000-$199,999	74	8.6%	13,728	185,518	185,000	41	12	99.1%	100.0%	98.0%	99.2%
$200,000-$249,999	76	8.9%	17,165	225,862	227,500	76	40	98.4%	98.8%	96.1%	97.3%
$250,000-$299,999	35	4.1%	9,529	272,252	270,000	78	34	98.0%	98.5%	97.7%	98.1%
$300,000-$399,999	43	5.0%	14,786	343,850	343,000	108	47	99.6%	100.0%	97.9%	99.5%
$400,000-$499,999	20	2.3%	8,581	429,040	420,000	105	73	98.2%	97.7%	96.8%	96.1%
$500,000-$749,999	13	1.5%	7,987	614,379	615,000	139	137	97.9%	97.6%	93.8%	96.2%
$750,000-$999,999	1	0.1%	850	850,000	850,000	134	134	73.9%	73.9%	63.0%	63.0%
$1,000,000 and up	2	0.2%	2,665	1,332,500	1,332,500	253	253	96.7%	96.7%	93.3%	93.3%
All price ranges	856	100.0%	133,387	155,826	130,000	57	30	97.6%	98.7%	95.6%	97.3%

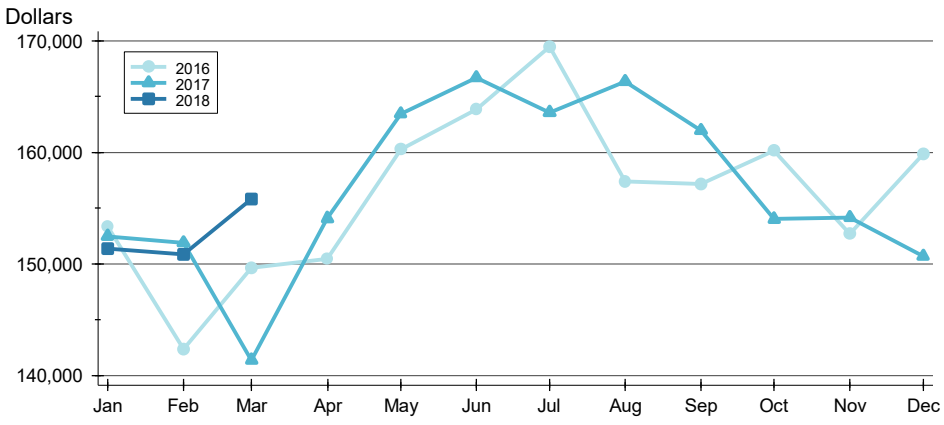
SOUTH CENTRAL KANSAS MLS STATISTICS

South Central Kansas MLS

CLOSED LISTINGS ANALYSIS

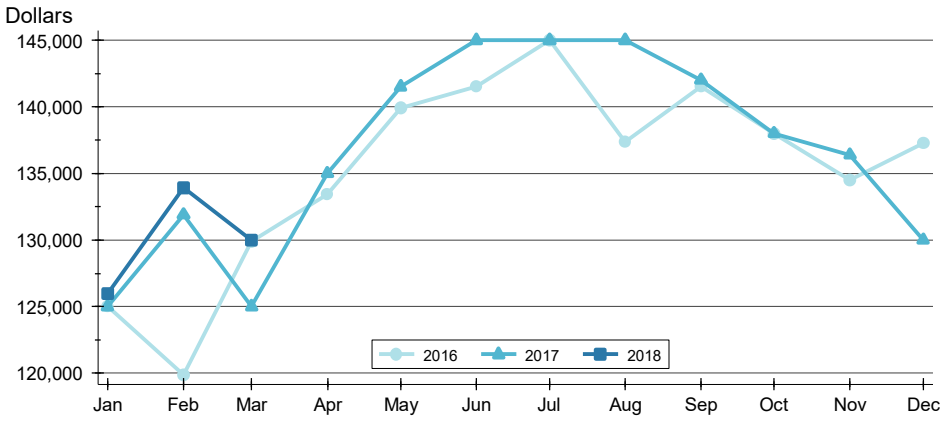
ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 4/9/2018

AVERAGE PRICE



Month	2016	2017	2018
January	153,313	152,481	151,396
February	142,349	151,891	150,848
March	149,651	141,375	155,826
April	150,456	154,073	
May	160,273	163,487	
June	163,848	166,721	
July	169,506	163,607	
August	157,370	166,367	
September	157,173	161,984	
October	160,166	154,015	
November	152,696	154,162	
December	159,886	150,679	

MEDIAN PRICE



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

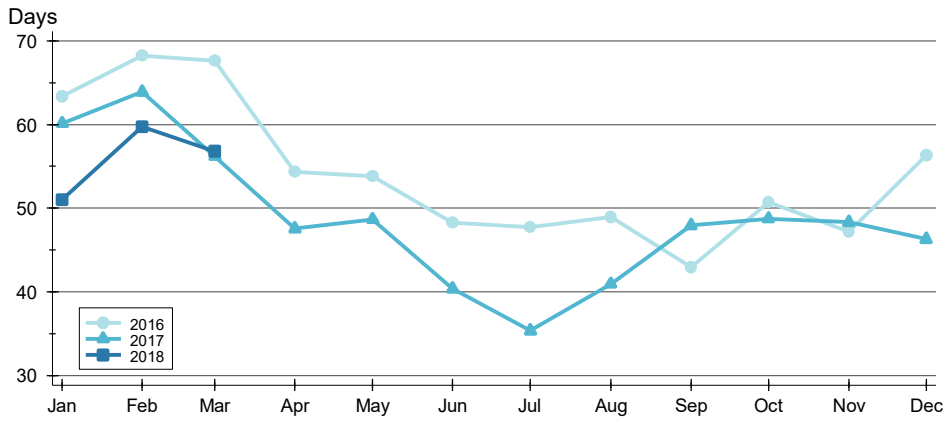
SOUTH CENTRAL KANSAS MLS STATISTICS

South Central Kansas MLS

CLOSED LISTINGS ANALYSIS

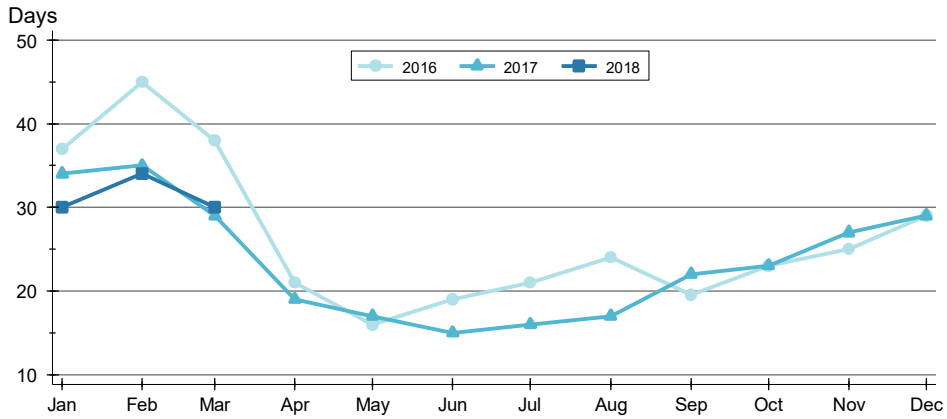
ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 4/9/2018

AVERAGE DOM



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

MEDIAN DOM



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

MARCH 2018

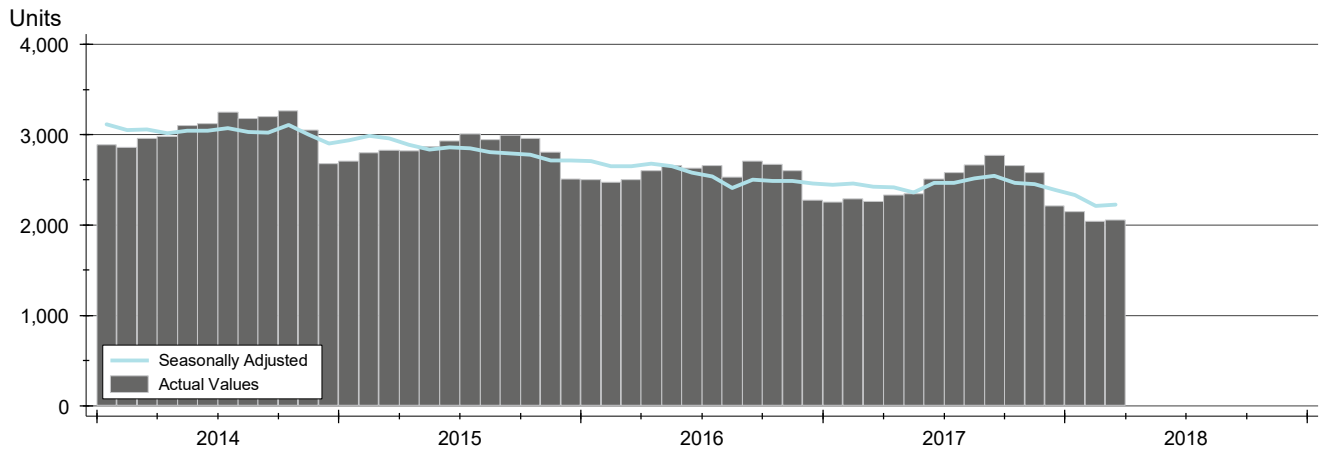
SOUTH CENTRAL KANSAS MLS STATISTICS

South Central Kansas MLS

ACTIVE LISTINGS ANALYSIS

ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 4/9/2018

HISTORY



SUMMARY

Summary Statistics for Active Listings		End of March 2018	2017	Change
Active Listings		**2,059**	2,261	-8.9%
Months' Supply		**2.4**	2.7	-9.3%
Volume (1,000s)		**478,440**	504,590	-5.2%
Average	List Price	**232,365**	223,171	4.1%
	Days on Market	**104**	104	-0.2%
	Percent of Original	**97.6%**	97.3%	0.2%
Median	List Price	**180,867**	169,900	6.5%
	Days on Market	**54**	57	-5.3%
	Percent of Original	**100.0%**	100.0%	0.0%

A total of 2,059 homes were available for sale in South Central Kansas at the end of March. This represents a 2.4 months' supply of active listings.

The median list price of homes on the market at the end of March was $180,867, up 6.5% from 2017. The typical time on market for active listings was 54 days, down from 57 days a year earlier.

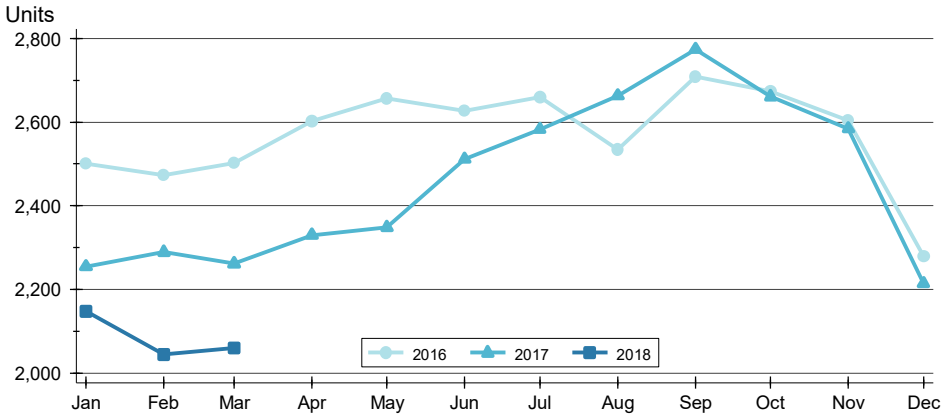
SOUTH CENTRAL KANSAS MLS STATISTICS

South Central Kansas MLS

ACTIVE LISTINGS ANALYSIS

BY MONTH »

ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 4/9/2018



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	
May	2,656	2,348	
June	2,628	2,512	
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 »

	Active Listings			Months'	List Price		Days on Market		List as % Orig.	
Price Range	Number	Percent	Volume	Supply	Average	Median	Average	Median	Average	Median
Below $25,000	68	3.3%	733	2.2	10,783	8,400	121	74	91.2%	100.0%
$25,000-$49,999	137	6.7%	5,379	2.0	39,261	39,900	137	86	92.7%	100.0%
$50,000-$99,999	401	19.5%	30,025	2.0	74,876	75,000	101	49	97.0%	100.0%
$100,000-$124,999	100	4.9%	11,340	1.0	113,395	114,900	65	40	97.5%	100.0%
$125,000-$149,999	113	5.5%	15,521	1.0	137,354	138,000	71	42	98.2%	100.0%
$150,000-$174,999	141	6.8%	23,081	1.7	163,696	164,900	68	39	98.5%	100.0%
$175,000-$199,999	117	5.7%	22,051	1.6	188,471	189,000	78	28	99.1%	100.0%
$200,000-$249,999	236	11.5%	53,797	3.1	227,954	226,170	94	49	98.6%	100.0%
$250,000-$299,999	202	9.8%	55,699	5.8	275,739	275,000	117	80	98.6%	100.0%
$300,000-$399,999	228	11.1%	79,056	5.3	346,738	340,264	115	74	99.4%	100.0%
$400,000-$499,999	101	4.9%	45,088	5.1	446,417	439,900	142	87	98.5%	100.0%
$500,000-$749,999	82	4.0%	50,538	6.3	616,315	604,787	161	124	98.4%	100.0%
$750,000-$999,999	33	1.6%	29,446	33.0	892,293	895,000	128	75	96.5%	100.0%
$1,000,000 and up	24	1.2%	39,026	12.0	1,626,092	1,350,000	283	294	97.6%	100.0%
All price ranges	2,059	100.0%	478,440	2.4	232,365	180,867	104	54	97.6%	100.0%

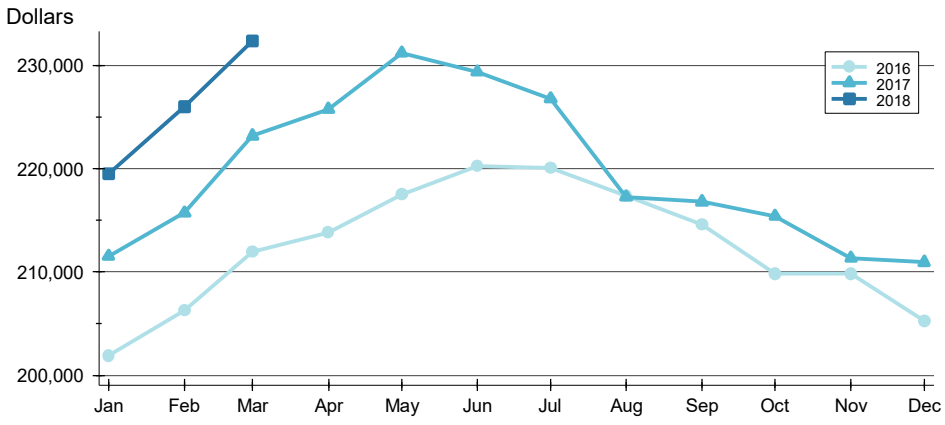
SOUTH CENTRAL KANSAS MLS STATISTICS

South Central Kansas MLS

ACTIVE LISTINGS ANALYSIS

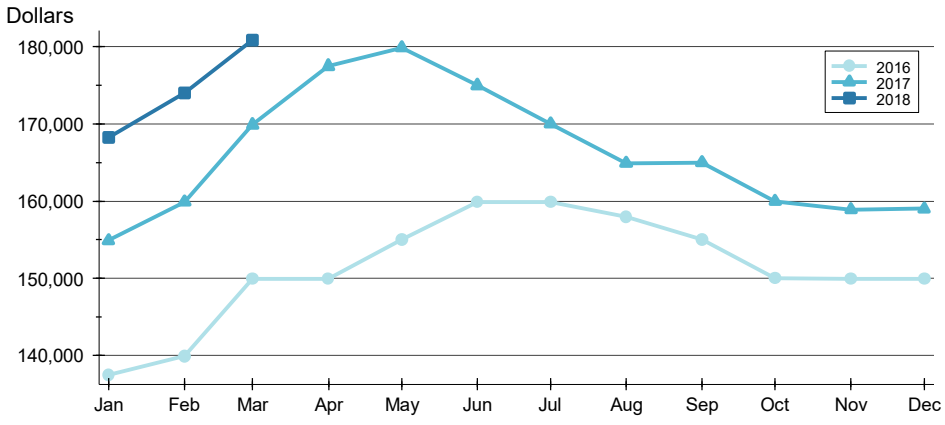
ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 4/9/2018

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	
May	217,509	231,189	
June	220,272	229,403	
July	220,064	226,760	
August	217,371	217,266	
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	
May	155,000	179,900	
June	159,900	175,000	
July	159,900	170,000	
August	157,950	164,900	
September	155,000	165,000	
October	150,000	160,000	
November	149,900	158,900	
December	149,900	159,000	

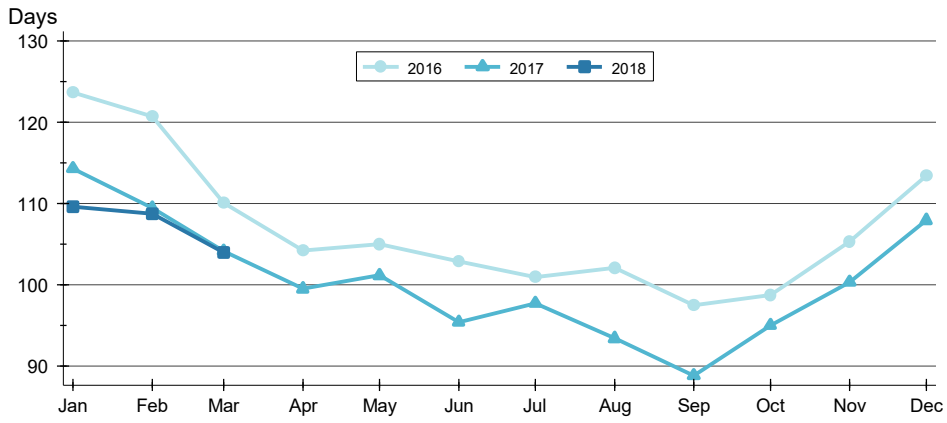
SOUTH CENTRAL KANSAS MLS STATISTICS

South Central Kansas MLS

ACTIVE LISTINGS ANALYSIS

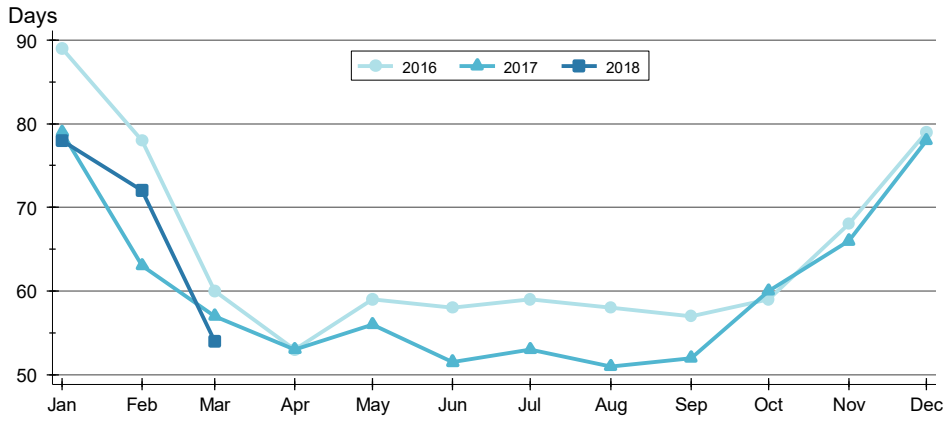
ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 4/9/2018

AVERAGE DOM »



Month	2016	2017	2018
January	124	114	110
February	121	109	109
March	110	104	104
April	104	99	
May	105	101	
June	103	95	
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	
May	59	56	
June	58	52	
July	59	53	
August	58	51	
September	57	52	
October	59	60	
November	68	66	
December	79	78	

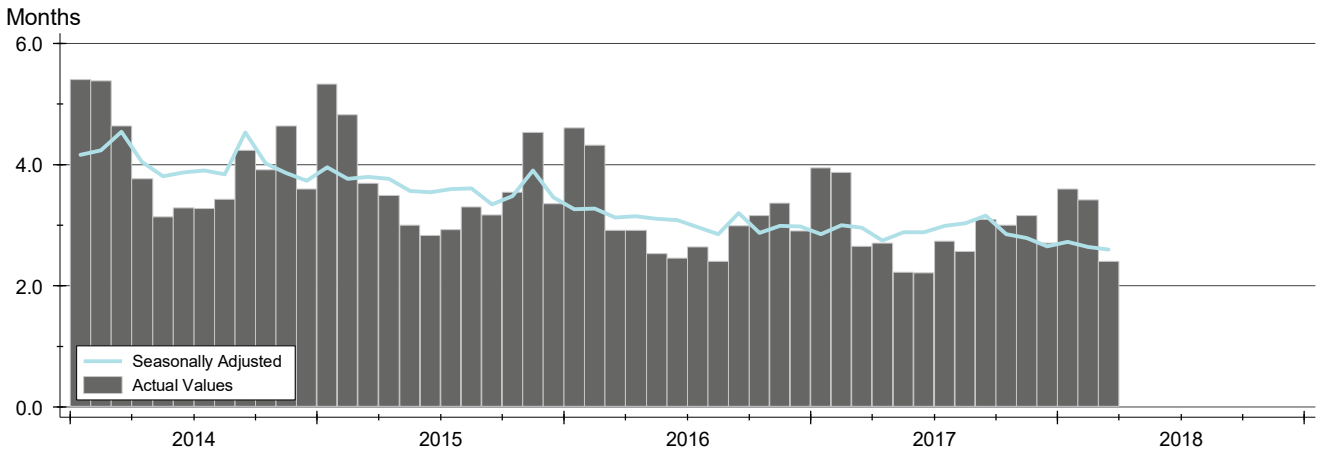
SOUTH CENTRAL KANSAS MLS STATISTICS

South Central Kansas MLS

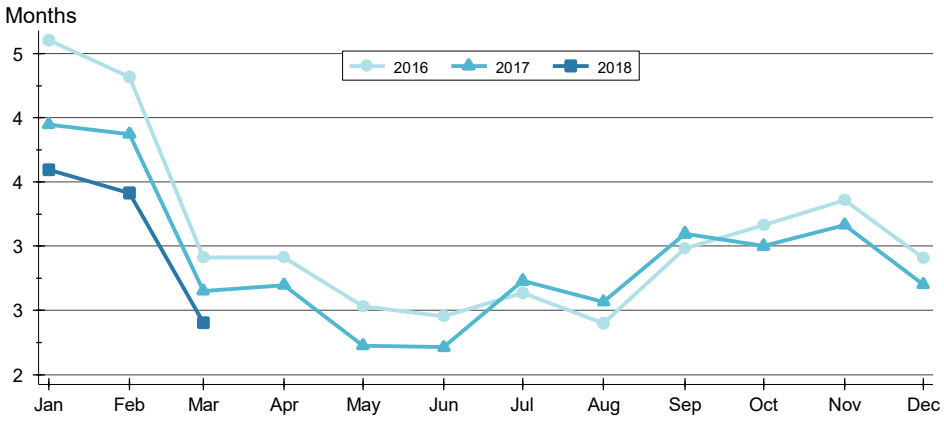
MONTHS' SUPPLY ANALYSIS

ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 4/9/2018

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	
May	2.5	2.2	
June	2.5	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	

MARCH 2018

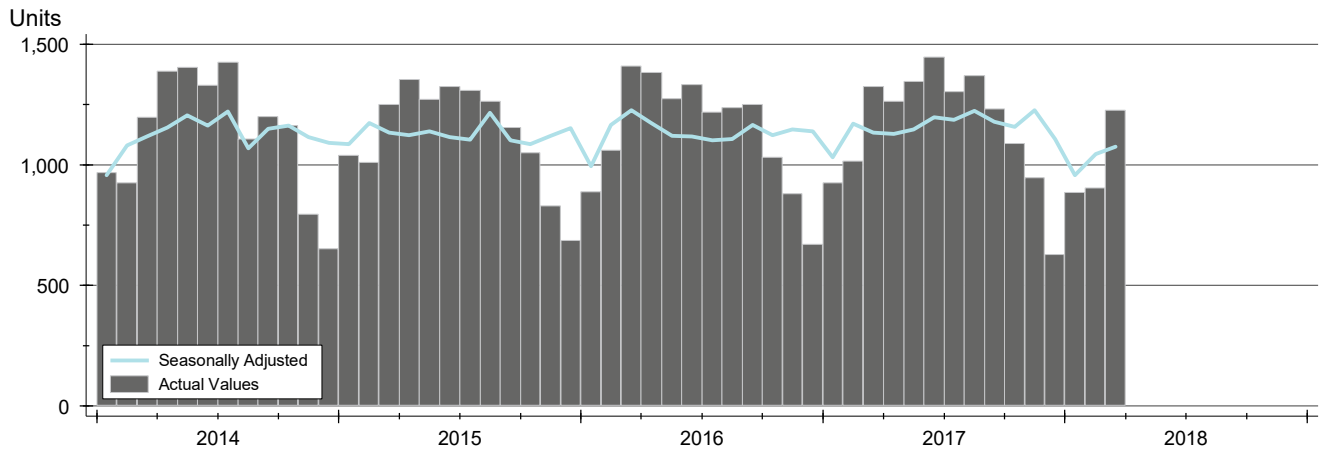
SOUTH CENTRAL KANSAS MLS STATISTICS

South Central Kansas MLS

NEW LISTINGS ANALYSIS

ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 4/9/2018

HISTORY



SUMMARY

Summary Statistics for New Listings		March 2018	March 2017	Change
Current Month	New Listings	**1,227**	1,325	-7.4%
	Volume (1,000s)	**221,016**	242,199	-8.7%
	Average List Price	**180,127**	182,792	-1.5%
	Median List Price	**150,000**	149,900	0.1%
YTD	New Listings	**3,017**	3,267	-7.7%
	Volume (1,000s)	**540,128**	573,874	-5.9%
	Average List Price	**179,028**	175,658	1.9%
	Median List Price	**149,900**	145,000	3.4%

A total of 1,227 new listings were added in South Central Kansas during March, down 7.4% from the same month in 2017. Year-to-date South Central Kansas has seen 3,017 new listings.

The median list price of these homes was $150,000 up from $149,900 in 2017.

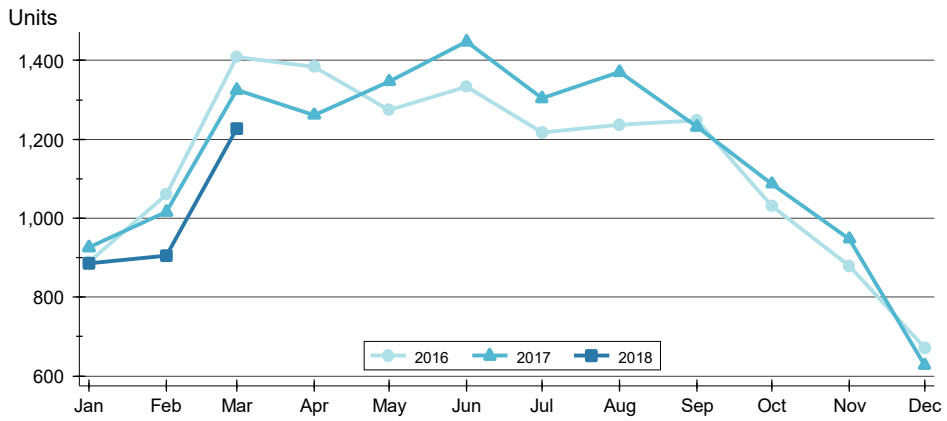
SOUTH CENTRAL KANSAS MLS STATISTICS

South Central Kansas MLS

NEW LISTINGS ANALYSIS

ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 4/9/2018

BY MONTH »



Month	2016	2017	2018
January	888	926	885
February	1,060	1,016	905
March	1,409	1,325	1,227
April	1,384	1,262	
May	1,274	1,347	
June	1,333	1,448	
July	1,218	1,304	
August	1,237	1,371	
September	1,249	1,232	
October	1,031	1,087	
November	879	948	
December	671	627	

BY PRICE RANGE »

	New Listings			List Price	
Price Range	Number	Percent	Volume	Average	Median
Below $25,000	33	2.7%	290	8,784	2,200
$25,000-$49,999	56	4.6%	2,208	39,434	39,700
$50,000-$99,999	260	21.2%	19,899	76,535	78,250
$100,000-$124,999	102	8.3%	11,537	113,111	113,000
$125,000-$149,999	133	10.8%	18,527	139,302	139,900
$150,000-$174,999	118	9.6%	19,321	163,736	164,900
$175,000-$199,999	100	8.1%	18,729	187,291	188,500
$200,000-$249,999	141	11.5%	31,627	224,302	221,000
$250,000-$299,999	93	7.6%	25,540	274,622	271,496
$300,000-$399,999	83	6.8%	29,305	353,077	350,000
$400,000-$499,999	33	2.7%	14,761	447,317	443,800
$500,000-$749,999	15	1.2%	9,147	609,832	599,000
$750,000-$999,999	7	0.6%	6,269	895,504	895,000
$1,000,000 and up	3	0.2%	4,849	1,616,333	1,599,000
All price ranges	1,227	100.0%	221,016	180,127	150,000

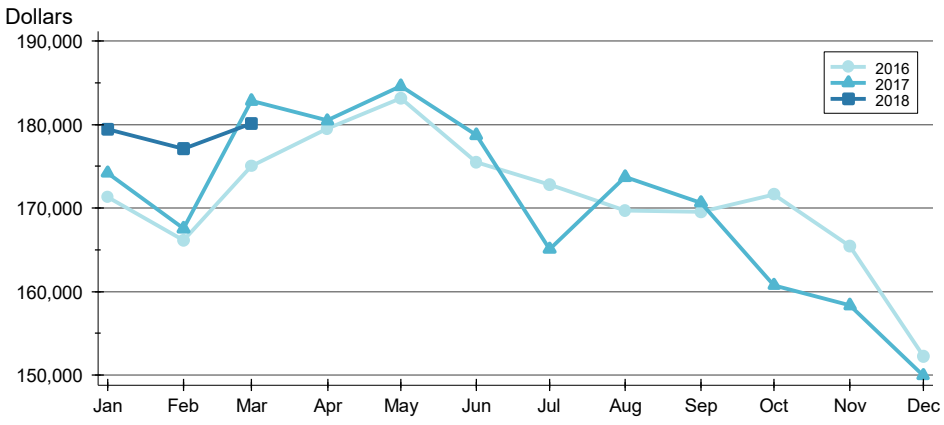
SOUTH CENTRAL KANSAS MLS STATISTICS

South Central Kansas MLS

NEW LISTINGS ANALYSIS

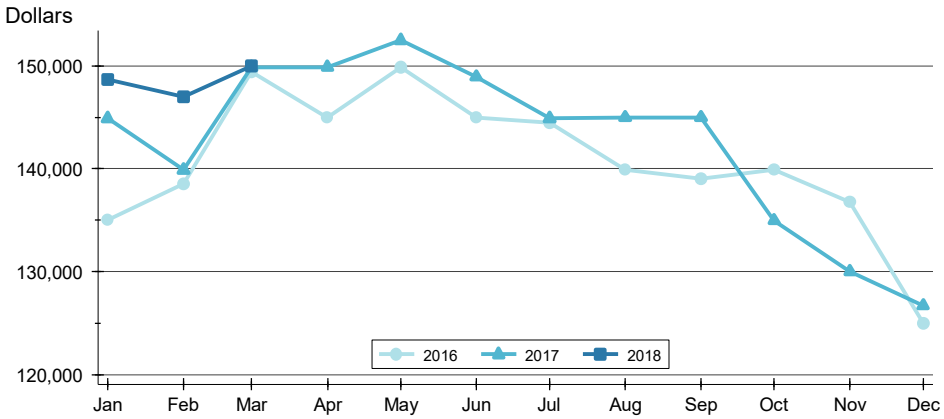
ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 4/9/2018

AVERAGE PRICE »



Month	2016	2017	2018
January	171,318	174,175	179,427
February	166,115	167,532	177,150
March	175,044	182,792	180,127
April	179,529	180,475	
May	183,149	184,585	
June	175,471	178,717	
July	172,779	165,087	
August	169,721	173,699	
September	169,512	170,628	
October	171,613	160,747	
November	165,454	158,339	
December	152,234	149,974	

MEDIAN PRICE »



Month	2016	2017	2018
January	135,000	144,900	148,700
February	138,500	139,900	147,000
March	149,400	149,900	150,000
April	145,000	149,900	
May	149,900	152,500	
June	145,000	148,950	
July	144,500	144,900	
August	139,900	145,000	
September	139,000	145,000	
October	139,900	134,950	
November	136,750	130,000	
December	125,000	126,700	

MARCH 2018 »

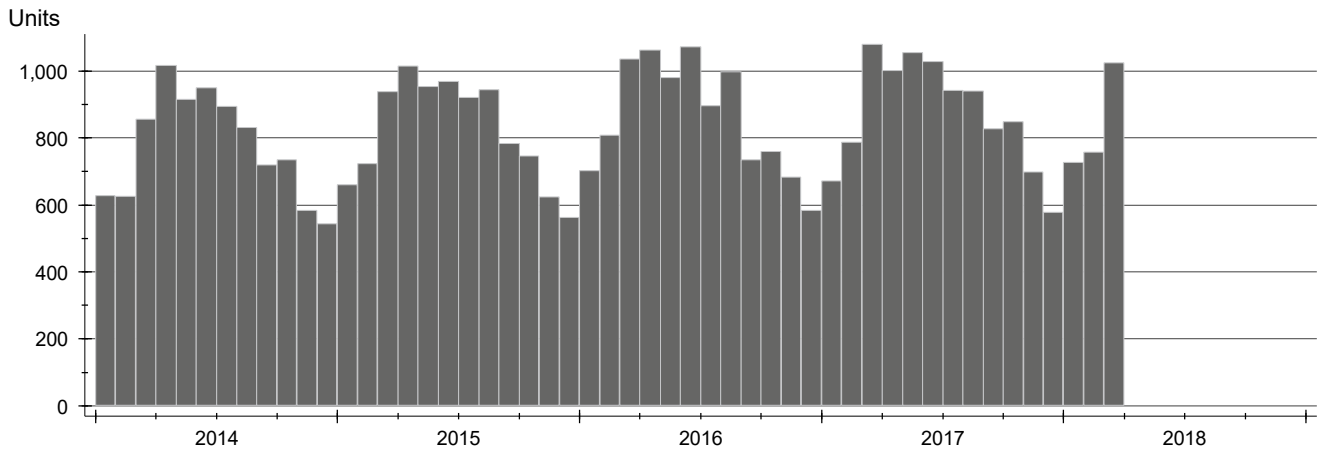
SOUTH CENTRAL KANSAS MLS STATISTICS

South Central Kansas MLS

CONTRACTS WRITTEN ANALYSIS

ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 4/9/2018

HISTORY »



SUMMARY »

Summary Statistics for Contracts Written		March 2018	March 2017	Change	Year-to-Date 2018	Year-to-Date 2017	Change
Closed Listings		**1,024**	1,080	-5.2%	**2,510**	2,540	-1.2%
Volume (1,000s)		**167,540**	180,350	-7.1%	**402,387**	413,501	-2.7%
Average	Sale Price	**163,614**	166,990	-2.0%	**160,314**	162,796	-1.5%
	Days on Market	**50**	47	7.0%	**56**	55	1.7%
	Percent of Original	**97.6%**	95.5%	2.3%	**96.1%**	95.1%	1.1%
Median	Sale Price	**145,000**	139,900	3.6%	**139,900**	139,900	0.0%
	Days on Market	**18**	18	0.0%	**25**	24	4.2%
	Percent of Original	**100.0%**	98.2%	1.8%	**100.0%**	97.7%	2.4%

A total of 1,024 contracts for sale were written in South Central Kansas during the month of March, down from 1,080 in 2017. The median list price of these homes was $145,000, up from $139,900 the

Half of the homes that went under contract in March were on the market less than 18 days, compared to 18 days in March 2017.

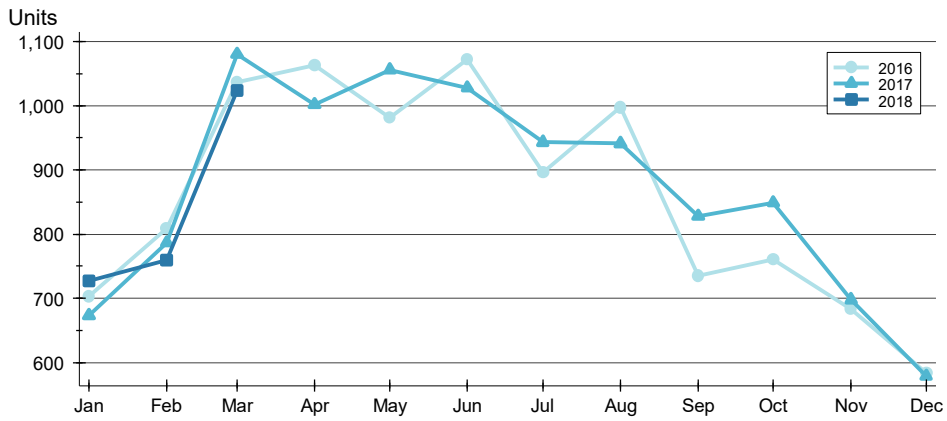
SOUTH CENTRAL KANSAS MLS STATISTICS

South Central Kansas MLS

CONTRACTS WRITTEN ANALYSIS

ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 4/9/2018

BY MONTH »



Month	2016	2017	2018
January	703	673	727
February	809	787	759
March	1,037	1,080	1,024
April	1,063	1,002	
May	981	1,056	
June	1,072	1,028	
July	896	943	
August	998	941	
September	735	828	
October	760	849	
November	683	698	
December	584	579	

BY PRICE RANGE »

	Contracts Written			List Price		Days on Market		List as % Orig.	
Price Range	Number	Percent	Volume	Average	Median	Average	Median	Average	Median
Below $25,000	17	1.7%	283	16,674	15,000	57	29	84.6%	100.0%
$25,000-$49,999	55	5.4%	2,101	38,204	39,520	45	29	92.6%	100.0%
$50,000-$99,999	233	22.8%	17,890	76,781	77,900	54	19	96.7%	100.0%
$100,000-$124,999	95	9.3%	10,867	114,393	115,000	36	8	98.1%	100.0%
$125,000-$149,999	138	13.5%	19,202	139,145	139,900	32	8	98.4%	100.0%
$150,000-$174,999	130	12.7%	21,170	162,844	162,450	35	14	98.9%	100.0%
$175,000-$199,999	77	7.5%	14,360	186,492	186,600	53	16	99.1%	100.0%
$200,000-$249,999	106	10.4%	23,665	223,253	219,950	55	18	98.5%	100.0%
$250,000-$299,999	79	7.7%	21,573	273,072	269,900	71	29	99.0%	100.0%
$300,000-$399,999	50	4.9%	17,522	350,445	346,000	69	35	98.4%	100.0%
$400,000-$499,999	16	1.6%	7,078	442,366	432,555	101	64	99.6%	100.0%
$500,000-$749,999	9	0.9%	5,325	591,623	595,000	122	46	98.8%	100.0%
$750,000-$999,999	2	0.2%	1,510	755,097	755,097	250	250	101.2%	101.2%
$1,000,000 and up	2	0.2%	2,540	1,270,000	1,270,000	183	183	92.5%	92.5%
All price ranges	1,024	100.0%	167,540	163,614	145,000	50	18	97.6%	100.0%

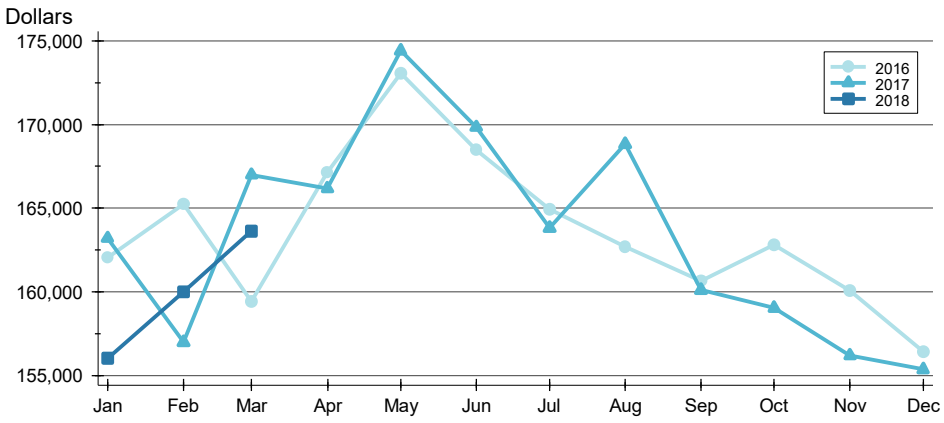
SOUTH CENTRAL KANSAS MLS STATISTICS

South Central Kansas MLS

CONTRACTS WRITTEN ANALYSIS

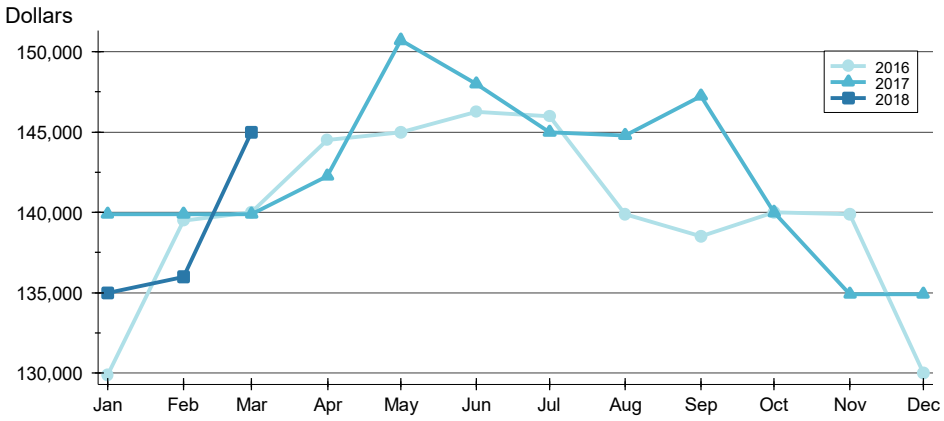
ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 4/9/2018

AVERAGE PRICE »



Month	2016	2017	2018
January	162,049	163,213	156,029
February	165,258	156,975	159,983
March	159,413	166,990	163,614
April	167,142	166,175	
May	173,071	174,412	
June	168,484	169,832	
July	164,954	163,812	
August	162,678	168,818	
September	160,643	160,104	
October	162,811	159,025	
November	160,086	156,188	
December	156,404	155,354	

MEDIAN PRICE »



Month	2016	2017	2018
January	129,900	139,900	135,000
February	139,500	139,900	136,000
March	140,000	139,900	145,000
April	144,500	142,250	
May	145,000	150,725	
June	146,250	148,000	
July	146,000	145,000	
August	139,900	144,800	
September	138,500	147,250	
October	140,000	140,000	
November	139,900	134,900	
December	130,000	134,900	

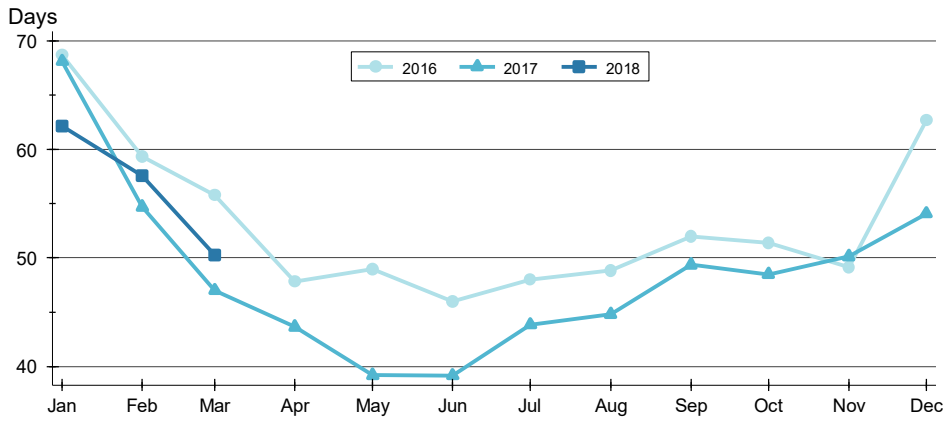
SOUTH CENTRAL KANSAS MLS STATISTICS

South Central Kansas MLS

CONTRACTS WRITTEN ANALYSIS

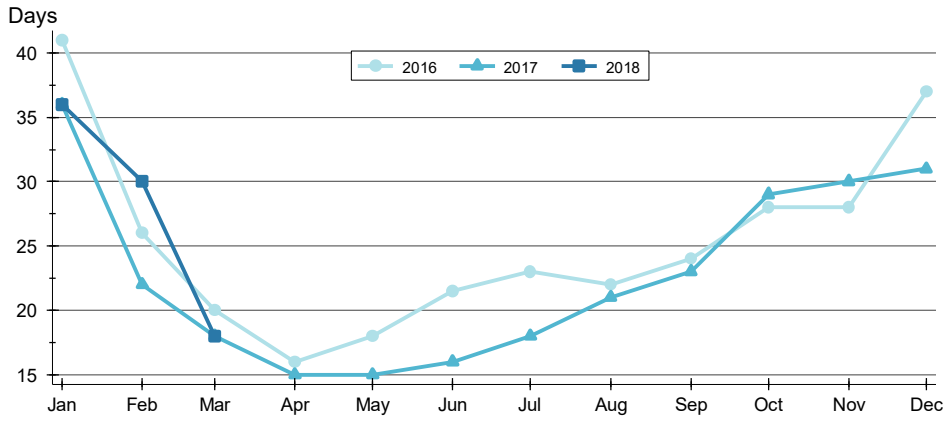
ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 4/9/2018

AVERAGE DOM »



Month	2016	2017	2018
January	69	68	62
February	59	55	58
March	56	47	50
April	48	44	
May	49	39	
June	46	39	
July	48	44	
August	49	45	
September	52	49	
October	51	48	
November	49	50	
December	63	54	

MEDIAN DOM »



Month	2016	2017	2018
January	41	36	36
February	26	22	30
March	20	18	18
April	16	15	
May	18	15	
June	22	16	
July	23	18	
August	22	21	
September	24	23	
October	28	29	
November	28	30	
December	37	31	

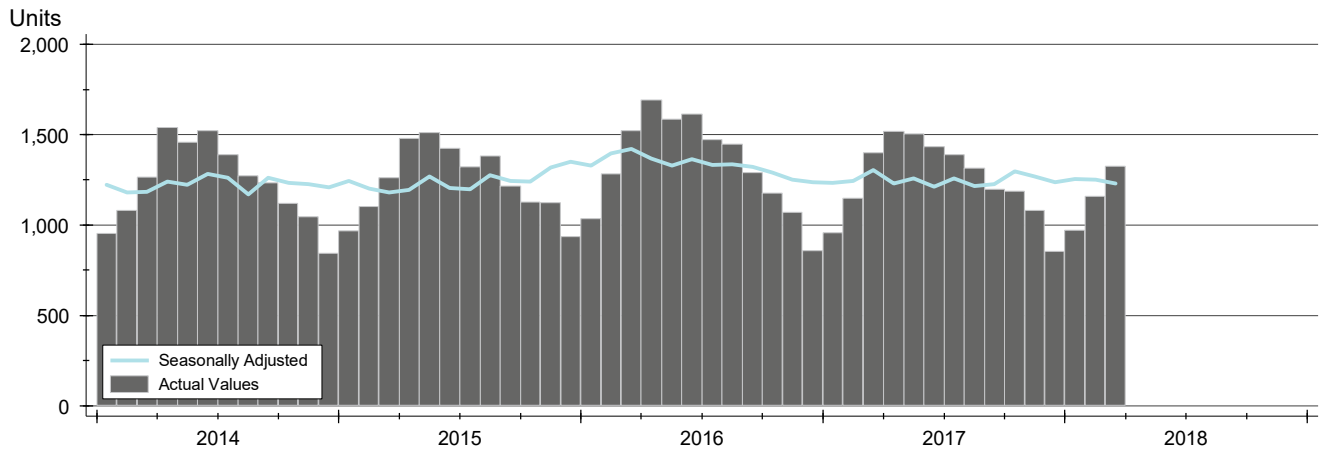
SOUTH CENTRAL KANSAS MLS STATISTICS

South Central Kansas MLS

PENDING CONTRACTS ANALYSIS

ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 4/9/2018

HISTORY »



SUMMARY »

Summary Statistics for Active Listings		End of March 2018	2017	Change
Active Listings		**1,326**	1,400	-5.3%
Volume (1,000s)		**236,489**	239,264	-1.2%
Average	List Price	**178,347**	170,903	4.4%
	Days on Market	**54**	52	4.0%
	Percent of Original	**98.3%**	98.0%	0.3%
Median	List Price	**150,000**	147,500	1.7%
	Days on Market	**18**	19	-7.9%
	Percent of Original	**100.0%**	100.0%	0.0%

A total of 1,326 listings in South Central Kansas had contracts pending at the end of March, down from 1,400 contracts pending at the end of March 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.

MARCH 2018 »

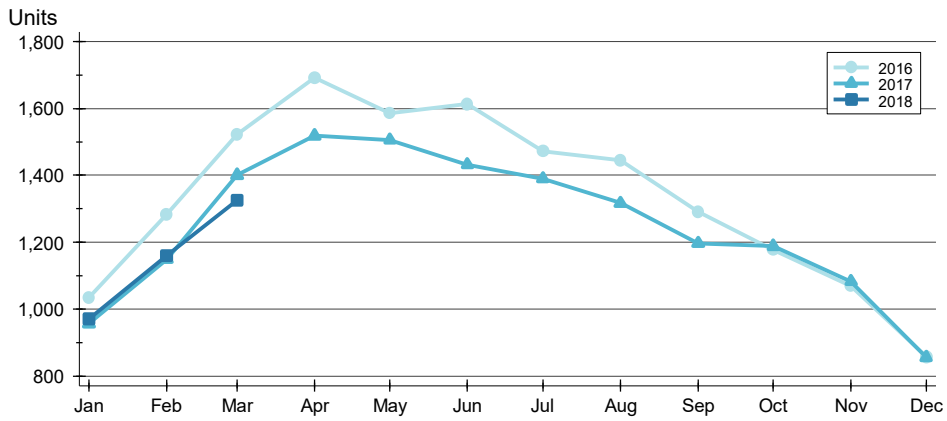
SOUTH CENTRAL KANSAS MLS STATISTICS

South Central Kansas MLS

PENDING CONTRACTS ANALYSIS

ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 4/9/2018

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	
May	1,586	1,505	
June	1,613	1,432	
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 »

	Contracts Written			List Price		Days on Market		List as % Orig.	
Price Range	Number	Percent	Volume	Average	Median	Average	Median	Average	Median
Below $25,000	19	1.4%	293	15,413	15,000	53	32	85.7%	100.0%
$25,000-$49,999	60	4.5%	2,309	38,489	39,710	60	27	95.4%	100.0%
$50,000-$99,999	291	21.9%	22,430	77,078	78,000	60	22	97.3%	100.0%
$100,000-$124,999	115	8.7%	13,104	113,948	114,900	45	13	98.5%	100.0%
$125,000-$149,999	164	12.4%	22,743	138,679	139,900	34	9	98.6%	100.0%
$150,000-$174,999	142	10.7%	23,135	162,923	162,000	34	14	99.2%	100.0%
$175,000-$199,999	106	8.0%	19,763	186,441	185,650	47	14	99.2%	100.0%
$200,000-$249,999	149	11.2%	33,367	223,942	220,000	61	19	99.2%	100.0%
$250,000-$299,999	107	8.1%	29,240	273,272	269,900	68	21	99.7%	100.0%
$300,000-$399,999	90	6.8%	31,592	351,018	348,176	65	12	99.3%	100.0%
$400,000-$499,999	32	2.4%	14,184	443,241	434,541	67	19	99.9%	100.0%
$500,000-$749,999	20	1.5%	11,950	597,495	595,000	107	21	98.2%	100.0%
$750,000-$999,999	7	0.5%	6,080	868,570	895,000	144	50	97.8%	100.0%
$1,000,000 and up	2	0.2%	2,375	1,187,500	1,187,500	311	311	90.2%	90.2%
All price ranges	1,326	100.0%	236,489	178,347	150,000	54	18	98.3%	100.0%

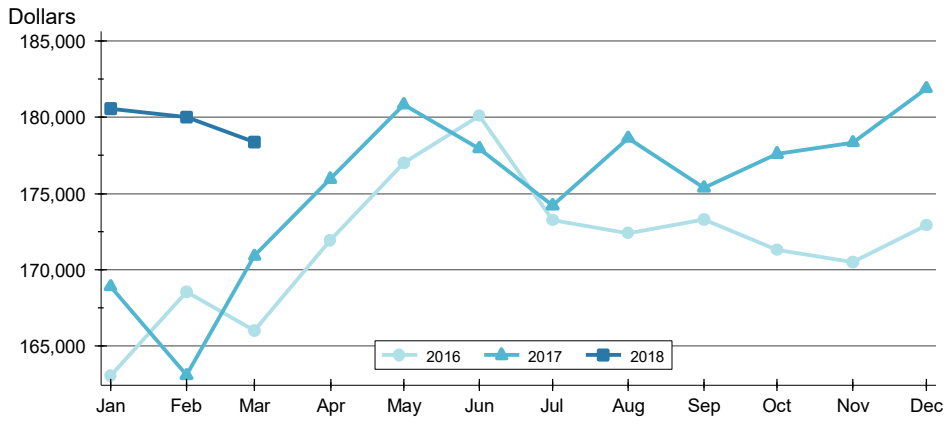
SOUTH CENTRAL KANSAS MLS STATISTICS

South Central Kansas MLS

PENDING CONTRACTS ANALYSIS

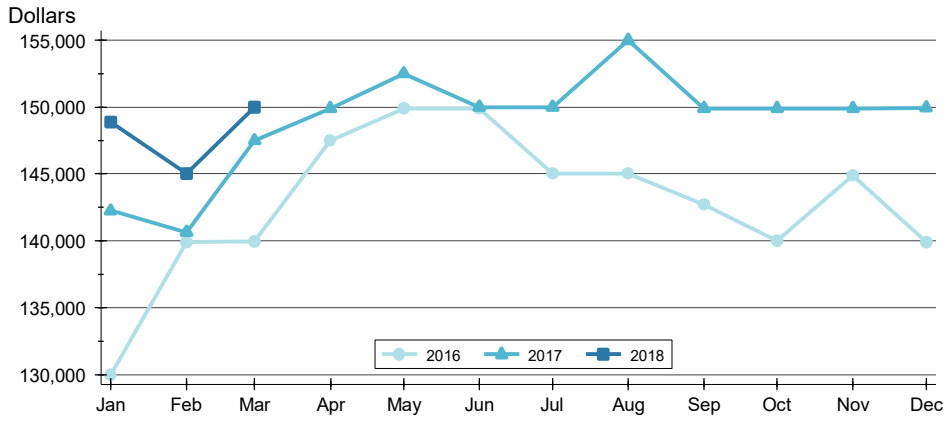
ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 4/9/2018

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	
May	177,027	180,836	
June	180,113	177,943	
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	
May	149,900	152,500	
June	149,900	150,000	
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	

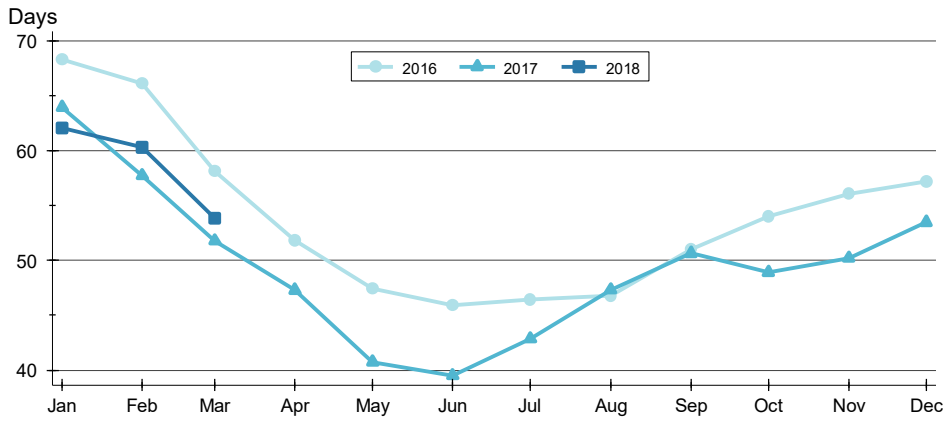
SOUTH CENTRAL KANSAS MLS STATISTICS

South Central Kansas MLS

PENDING CONTRACTS ANALYSIS

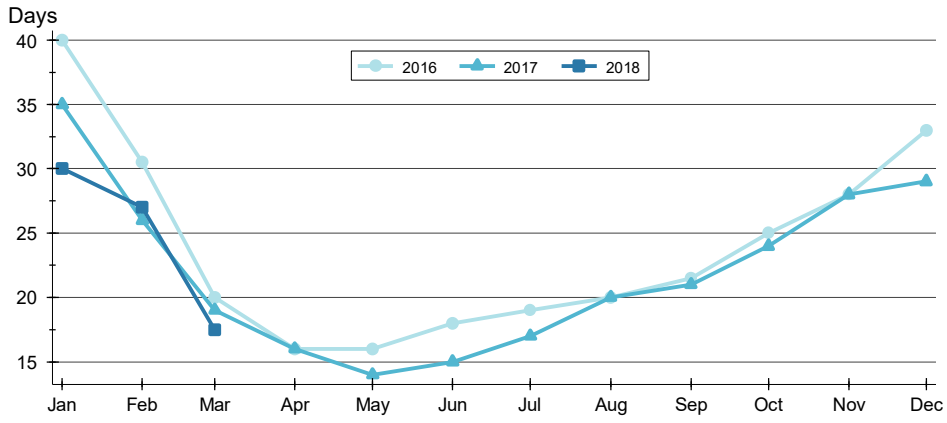
ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 4/9/2018

AVERAGE DOM »



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

MEDIAN DOM »



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

South Central Kansas MLS

170 W. Dewey, Wichita, KS 67202
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April 16, 2018

South Central Kansas Multiple Listing Service Releases Home Sales Figures for March 2018

Homes sales in South Central Kansas rose by 0.4% in March compared to the prior year. Sales in March 2018 totaled 856 units, up from 853 in 2017.

Among existing homes, 795 units sold in March, a decrease of 0.9% from 802 units that sold in 2017. The average sale price of existing homes was $144,513. This represents an increase of 9.1% from the March 2017 average price of $132,415.

For new construction, 61 sales occurred in March, up from 51 units the prior year, an increase of 19.6%. The average sale price of new homes in March was $303,260, up 7.4% from the same period last year.

A total of 1,024 contracts for sale were written in March 2018, down from 1,080 in March 2017. This is a decrease of 5.2%. Contracts written during the month reflect, in part, sales that are set to close in the near future.

The inventory of active listings in South Central Kansas stood at 2,059 units at the end of March, which is down from 2,261 homes that were on the market at the end of March last year. At the current rate of sales, this figure represents 2.4 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.