



**MARKET OVERVIEW** >>

**South Central Kansas Home Sales Rose in November**

Total home sales in South Central Kansas rose by 9.6% last month to 859 units, compared to 784 units in November 2018. Total sales volume was \$154.0 million, up 13.3% from a year earlier.

The median sale price in November was \$160,000, up from \$150,000 a year earlier. Homes that sold in November were typically on the market for 15 days and sold for 100.0% of their list prices.

**South Central Kansas Active Listings Down at End of November**

The total number of active listings in South Central Kansas at the end of November was 1,953 units, down from 2,425 at the same point in 2018. 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 November was \$189,500.

During November, a total of 735 contracts were written up from 692 in November 2018. At the end of the month, there were 1,105 contracts pending, compared to 1,014 at the end of November 2018.

**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		November		
Current Month		2019	2018	Change
Summary Statistics				
Home Sales		<b>859</b>	784	9.6%
Active Listings		<b>1,953</b>	2,425	-19.5%
Months' Supply		<b>2.2</b>	2.8	-20.2%
New Listings		<b>825</b>	913	-9.6%
Contracts Written		<b>735</b>	692	6.2%
Pending Contracts		<b>1,105</b>	1,014	9.0%
Sales Volume (1,000s)		<b>153,967</b>	135,911	13.3%
Average	Sale Price	<b>179,240</b>	173,356	3.4%
	List Price of Actives	<b>247,242</b>	228,794	8.1%
	Days on Market	<b>40</b>	42	-3.9%
	Percent of List	<b>98.4%</b>	97.4%	1.0%
	Percent of Original	<b>96.4%</b>	95.2%	1.2%
Median	Sale Price	<b>160,000</b>	150,000	6.7%
	List Price of Actives	<b>189,500</b>	169,900	11.5%
	Days on Market	<b>15</b>	22	-31.8%
	Percent of List	<b>100.0%</b>	98.8%	1.2%
	Percent of Original	<b>98.1%</b>	96.8%	1.3%

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# NOVEMBER 2019 >>

# SOUTH CENTRAL KANSAS MLS STATISTICS



South Central Kansas MLS

## THREE-YEAR COMPARISONS

### SUMMARY >>

BREAKDOWNS BY HOME TYPE  
ENTIRE MLS SYSTEM  
AS OF 12/9/2019

November MLS Statistics		2019			2018			2017			
By Property Type		Total	Existing	New	Total	Existing	New	Total	Existing	New	
Home Sales		<b>859</b>	<b>792</b>	<b>67</b>	784	723	61	817	764	53	
	Change from prior year	9.6%	9.5%	9.8%	-4.0%	-5.4%	15.1%	5.4%	7.8%	-19.7%	
Active Listings		<b>1,953</b>	<b>1,674</b>	<b>279</b>	2,425	2,149	276	2,584	2,277	307	
	Change from prior year	-19.5%	-22.1%	1.1%	-6.2%	-5.6%	-10.1%	-0.8%	-1.2%	2.3%	
Months' Supply		<b>2.2</b>	<b>2.0</b>	<b>4.8</b>	2.8	2.7	4.4	3.0	2.8	5.4	
	Change from prior year	-20.2%	-23.3%	9.6%	-6.5%	-5.3%	-18.4%	-1.8%	-2.6%	7.3%	
New Listings		<b>825</b>	<b>767</b>	<b>58</b>	913	838	75	959	890	69	
	Change from prior year	-9.6%	-8.5%	-22.7%	-4.8%	-5.8%	8.7%	9.1%	8.5%	16.9%	
Contracts Written		<b>735</b>	<b>682</b>	<b>53</b>	692	644	48	711	659	52	
	Change from prior year	6.2%	5.9%	10.4%	-2.7%	-2.3%	-7.7%	4.1%	3.3%	15.6%	
Pending Contracts		<b>1,105</b>	<b>925</b>	<b>180</b>	1,014	850	164	1,083	909	174	
	Change from prior year	9.0%	8.8%	9.8%	-6.4%	-6.5%	-5.7%	1.3%	-6.3%	75.8%	
Sales Volume (1,000s)		<b>153,967</b>	<b>133,804</b>	<b>20,163</b>	135,911	116,350	19,562	125,951	107,827	18,123	
	Change from prior year	13.3%	15.0%	3.1%	7.9%	7.9%	7.9%	6.4%	11.1%	-14.9%	
Average	Sale Price	<b>179,240</b>	<b>168,944</b>	<b>300,942</b>	173,356	160,926	320,681	154,162	141,135	341,951	
		Change from prior year	3.4%	5.0%	-6.2%	12.5%	14.0%	-6.2%	1.0%	3.1%	5.9%
	List Price of Actives	<b>247,242</b>	<b>231,808</b>	<b>336,414</b>	228,794	216,531	322,188	211,350	196,967	315,069	
		Change from prior year	8.1%	7.1%	4.4%	8.3%	9.9%	2.3%	0.7%	0.4%	1.0%
	Days on Market	<b>40</b>	<b>35</b>	<b>98</b>	42	40	58	48	47	68	
		Change from prior year	-3.9%	-12.8%	69.5%	-13.6%	-13.9%	-15.0%	2.3%	1.7%	16.1%
Percent of List		<b>98.4%</b>	<b>98.1%</b>	<b>102.0%</b>	97.4%	97.1%	101.5%	97.1%	96.8%	101.2%	
		Change from prior year	1.0%	1.1%	0.4%	0.3%	0.2%	0.3%	0.4%	0.5%	0.0%
	Percent of Original	<b>96.4%</b>	<b>95.8%</b>	<b>102.6%</b>	95.2%	94.6%	101.8%	94.2%	93.7%	101.1%	
	Change from prior year	1.2%	1.2%	0.8%	1.1%	1.0%	0.6%	-0.3%	-0.1%	-0.7%	
Median	Sale Price	<b>160,000</b>	<b>154,450</b>	<b>290,665</b>	150,000	140,500	303,825	136,400	128,750	301,142	
		Change from prior year	6.7%	9.9%	-4.3%	10.0%	9.1%	0.9%	1.4%	3.0%	17.2%
	List Price of Actives	<b>189,500</b>	<b>165,000</b>	<b>296,072</b>	169,900	152,000	288,047	158,900	139,900	269,965	
		Change from prior year	11.5%	8.6%	2.8%	6.9%	8.6%	6.7%	6.0%	3.7%	1.3%
	Days on Market	<b>15</b>	<b>16</b>	<b>1</b>	22	23	0	27	28	1	
		Change from prior year	-31.8%	-30.4%	N/A	-18.5%	-17.9%	-100.0%	8.0%	12.0%	-80.0%
Percent of List	<b>100.0%</b>	<b>99.4%</b>	<b>100.0%</b>	98.8%	98.3%	100.0%	99.1%	98.7%	100.0%		
	Change from prior year	1.2%	1.1%	0.0%	-0.3%	-0.4%	0.0%	0.4%	0.5%	0.0%	
Percent of Original	<b>98.1%</b>	<b>97.6%</b>	<b>100.3%</b>	96.8%	96.6%	100.0%	96.7%	96.3%	100.0%		
	Change from prior year	1.3%	1.1%	0.3%	0.1%	0.2%	0.0%	-0.3%	-0.1%	-0.3%	



# NOVEMBER 2019 >>

# SOUTH CENTRAL KANSAS MLS STATISTICS



South Central Kansas MLS

## YEAR-TO-DATE STATISTICS

### SUMMARY >>

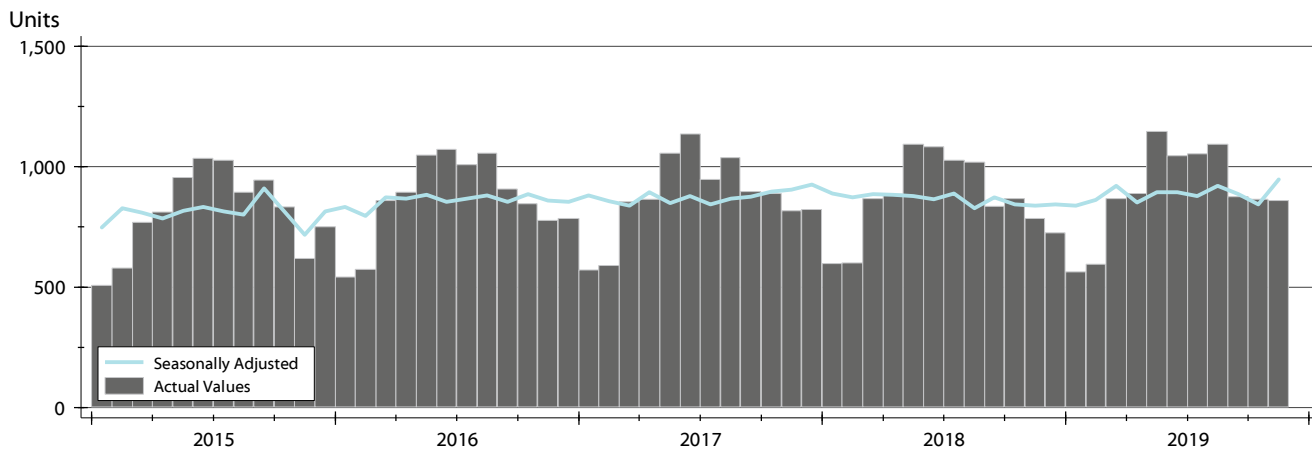
YTD BREAKDOWNS BY HOME TYPE  
ENTIRE MLS SYSTEM  
AS OF 12/9/2019

Year-to-Date Activity		2019			2018			2017		
By Property Type		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		<b>9,848</b>	<b>9,211</b>	<b>637</b>	9,658	8,970	688	9,654	9,036	618
Change from prior year		2.0%	2.7%	-7.4%	0.0%	-0.7%	11.3%	0.7%	1.3%	-6.5%
New Listings		<b>12,352</b>	<b>11,539</b>	<b>813</b>	12,906	12,058	848	13,324	12,350	974
Change from prior year		-4.3%	-4.3%	-4.1%	-3.1%	-2.4%	-12.9%	2.8%	1.8%	16.2%
Contracts Written		<b>10,129</b>	<b>9,492</b>	<b>637</b>	9,744	9,070	674	9,927	9,234	693
Change from prior year		4.0%	4.7%	-5.5%	-1.8%	-1.8%	-2.7%	2.0%	1.8%	5.0%
Sales Volume (1,000s)		<b>1,706,187</b>	<b>1,502,410</b>	<b>203,777</b>	1,605,594	1,390,093	215,501	1,527,583	1,341,239	186,344
Change from prior year		6.3%	8.1%	-5.4%	5.1%	3.6%	15.6%	1.5%	2.7%	-6.5%
Average	Sale Price	<b>173,270</b>	<b>163,128</b>	<b>319,901</b>	166,245	154,971	313,229	158,233	148,433	301,528
	Change from prior year	4.2%	5.3%	2.1%	5.1%	4.4%	3.9%	0.7%	1.4%	0.0%
	Days on Market	<b>41</b>	<b>39</b>	<b>72</b>	45	42	92	48	45	86
	Change from prior year	-9.8%	-7.2%	-21.8%	-4.8%	-7.2%	7.1%	-9.9%	-7.7%	-20.2%
	Percent of List	<b>97.9%</b>	<b>97.6%</b>	<b>102.4%</b>	97.7%	97.4%	101.7%	97.4%	97.1%	101.5%
Change from prior year	0.2%	0.2%	0.7%	0.3%	0.3%	0.2%	0.1%	0.1%	0.3%	
Median	Percent of Original	<b>96.1%</b>	<b>95.6%</b>	<b>103.0%</b>	95.8%	95.2%	102.3%	95.2%	94.7%	102.0%
	Change from prior year	0.4%	0.4%	0.7%	0.6%	0.6%	0.2%	0.0%	0.0%	0.3%
	Sale Price	<b>154,000</b>	<b>146,500</b>	<b>285,000</b>	145,000	138,500	280,300	139,000	132,000	267,252
	Change from prior year	6.2%	5.8%	1.7%	4.3%	4.9%	4.9%	2.6%	1.6%	2.8%
	Days on Market	<b>15</b>	<b>15</b>	<b>3</b>	19	19	18	21	21	18
Change from prior year	-21.1%	-21.1%	-83.3%	-9.5%	-9.5%	0.0%	-12.5%	-12.5%	-35.7%	
Percent of List	<b>99.5%</b>	<b>99.2%</b>	<b>100.0%</b>	99.1%	98.8%	100.0%	99.1%	98.8%	100.0%	
Change from prior year	0.4%	0.4%	0.0%	0.1%	0.0%	0.0%	0.3%	0.3%	0.0%	
Percent of Original	<b>98.2%</b>	<b>97.8%</b>	<b>100.9%</b>	97.8%	97.4%	100.6%	97.5%	97.1%	100.0%	
Change from prior year	0.4%	0.4%	0.3%	0.3%	0.3%	0.6%	0.1%	0.1%	-0.1%	

# CLOSED LISTINGS ANALYSIS

HISTORY >>

ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 12/9/2019



SUMMARY >>

Summary Statistics for Closed Listings		November			Year-to-Date		
		2019	2018	Change	2019	2018	Change
Closed Listings		859	784	9.6%	9,848	9,658	2.0%
Volume (1,000s)		153,967	135,911	13.3%	1,706,187	1,605,595	6.3%
Average	Sale Price	179,240	173,356	3.4%	173,270	166,245	4.2%
	Days on Market	40	42	-3.9%	41	45	-9.8%
	Percent of List	98.4%	97.4%	1.0%	97.9%	97.7%	0.2%
	Percent of Original	96.4%	95.2%	1.2%	96.1%	95.8%	0.4%
Median	Sale Price	160,000	150,000	6.7%	154,000	145,000	6.2%
	Days on Market	15	22	-31.8%	15	19	-21.1%
	Percent of List	100.0%	98.8%	1.2%	99.5%	99.1%	0.4%
	Percent of Original	98.1%	96.8%	1.3%	98.2%	97.8%	0.4%

A total of 859 homes sold in South Central Kansas in November, up from 784 units in November 2018. Total sales volume rose to \$154.0 million compared to \$135.9 million in the previous year.

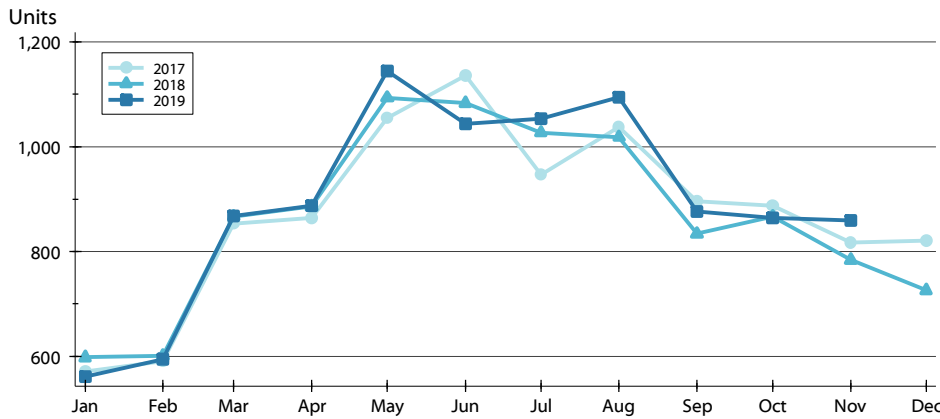
The median sales price in November was \$160,000, up 6.7% compared to the prior year. Median days on market was 15 days, down from 17 days in October, and down from 22 in November 2018.



# CLOSED LISTINGS ANALYSIS

## BY MONTH >>

ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 12/9/2019



Month	2017	2018	2019
January	571	598	562
February	591	601	595
March	853	867	868
April	864	886	887
May	1,055	1,093	1,145
June	1,136	1,083	1,044
July	946	1,027	1,054
August	1,038	1,018	1,094
September	896	834	876
October	887	867	864
November	817	784	859
December	821	726	

## BY PRICE RANGE >>

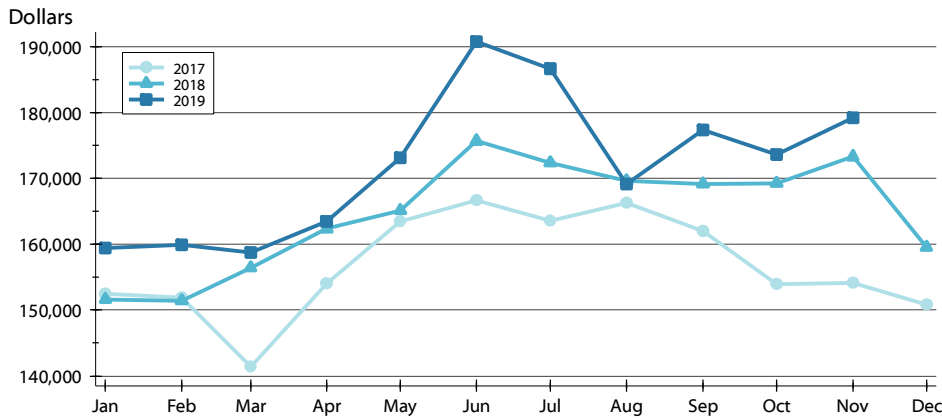
Price Range	Sales			Sale Price		Days on Market		Price as % of List		Price as % of Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median	Average	Median
Below \$25,000	30	3.5%	465	15,512	16,025	62	41	91.7%	89.4%	78.0%	79.1%
\$25,000-\$49,999	40	4.7%	1,500	37,499	36,650	52	36	95.8%	93.4%	89.8%	87.1%
\$50,000-\$99,999	167	19.4%	12,855	76,975	79,500	39	19	97.2%	98.8%	94.6%	95.7%
\$100,000-\$124,999	66	7.7%	7,501	113,655	115,000	26	11	98.9%	100.0%	97.4%	99.1%
\$125,000-\$149,999	74	8.6%	10,083	136,262	136,250	17	9	98.9%	100.0%	97.4%	98.7%
\$150,000-\$174,999	119	13.9%	19,244	161,718	160,000	25	7	99.2%	100.0%	97.7%	99.9%
\$175,000-\$199,999	87	10.1%	16,203	186,236	186,000	30	11	99.1%	100.0%	97.1%	98.7%
\$200,000-\$249,999	109	12.7%	24,520	224,951	227,000	38	17	98.9%	100.0%	97.6%	98.7%
\$250,000-\$299,999	55	6.4%	14,790	268,906	270,000	49	19	98.4%	99.0%	96.7%	98.3%
\$300,000-\$399,999	69	8.0%	23,779	344,619	337,500	66	19	99.9%	99.8%	99.2%	99.9%
\$400,000-\$499,999	33	3.8%	14,593	442,216	435,000	57	47	99.4%	99.9%	97.6%	97.8%
\$500,000-\$749,999	6	0.7%	3,449	574,833	559,500	263	119	98.0%	96.4%	95.4%	95.8%
\$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	4	0.5%	4,985	1,246,250	1,267,500	132	131	92.5%	95.1%	86.7%	87.1%
All price ranges	859	100.0%	153,967	179,240	160,000	40	15	98.4%	100.0%	96.4%	98.1%



# CLOSED LISTINGS ANALYSIS

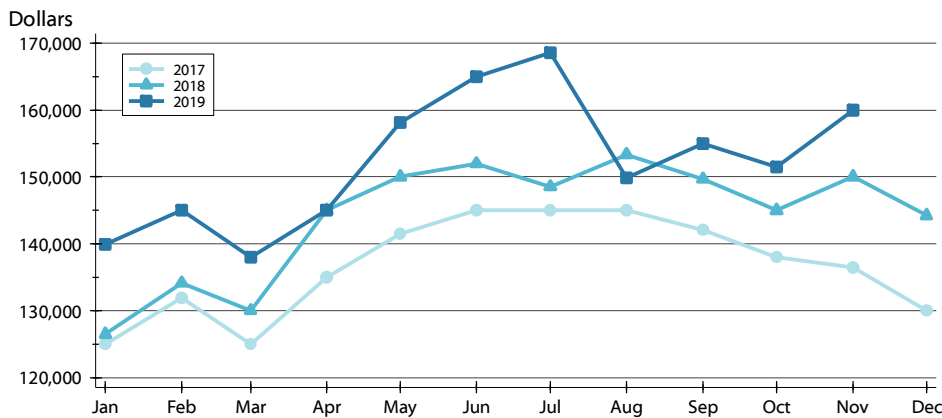
ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 12/9/2019

## AVERAGE PRICE >>



Month	2017	2018	2019
January	152,481	151,661	159,418
February	151,891	151,459	159,948
March	141,375	156,465	158,778
April	154,073	162,387	163,520
May	163,487	165,156	173,151
June	166,721	175,695	190,817
July	163,608	172,443	186,749
August	166,367	169,620	169,132
September	161,984	169,187	177,417
October	154,015	169,281	173,632
November	154,162	173,356	179,240
December	150,792	159,588	

## MEDIAN PRICE >>



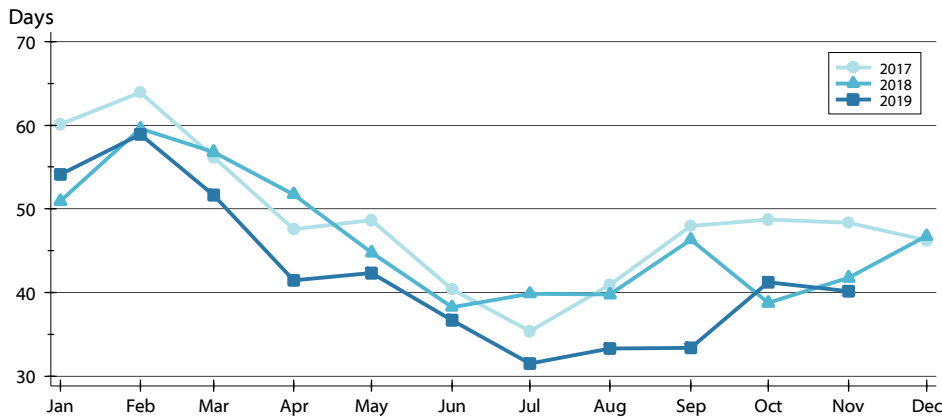
Month	2017	2018	2019
January	125,000	126,500	139,900
February	131,900	134,150	145,000
March	125,000	130,000	138,000
April	135,000	145,000	145,000
May	141,500	150,000	158,125
June	145,000	152,000	164,950
July	145,000	148,500	168,550
August	142,000	149,700	155,000
September	138,000	145,000	151,500
October	136,400	150,000	160,000
November	130,000	144,250	
December			



# CLOSED LISTINGS ANALYSIS

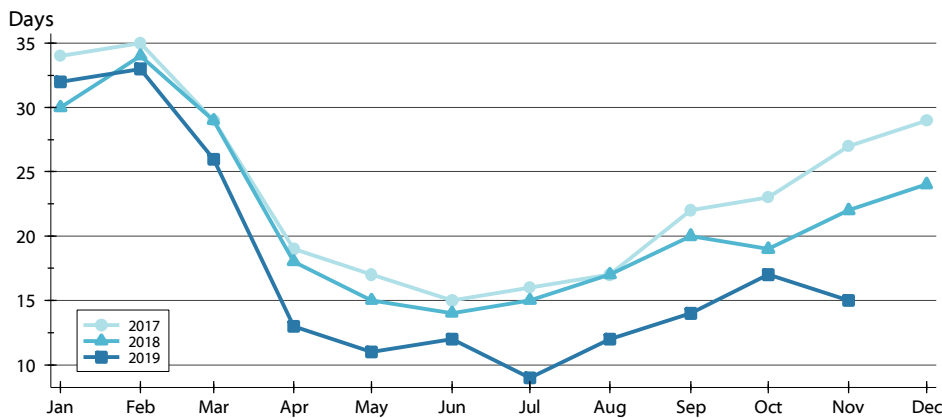
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 12/9/2019**

## AVERAGE DOM >>



Month	2017	2018	2019
January	60	51	54
February	64	60	59
March	56	57	52
April	48	52	41
May	49	45	42
June	40	38	37
July	35	40	32
August	41	40	33
September	48	46	33
October	49	39	41
November	48	42	40
December	46	47	

## MEDIAN DOM >>



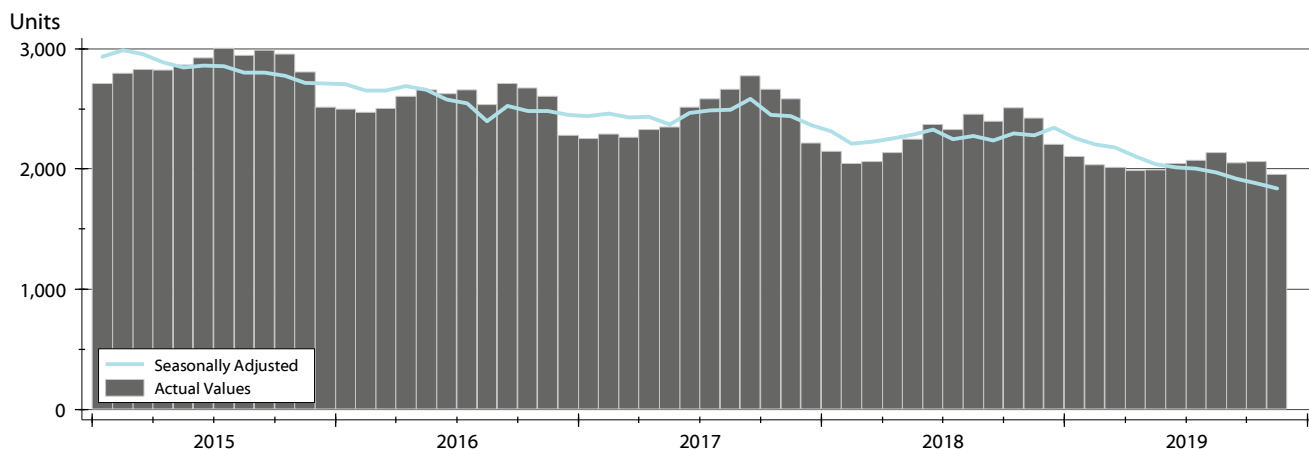
Month	2017	2018	2019
January	34	30	32
February	35	34	33
March	29	29	26
April	19	18	13
May	17	15	11
June	15	14	12
July	16	15	9
August	17	17	12
September	22	20	14
October	23	19	17
November	27	22	15
December	29	24	



# ACTIVE LISTINGS ANALYSIS

HISTORY >>

ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 12/9/2019



SUMMARY >>

Summary Statistics for Active Listings		End of November		
		2019	2018	Change
Active Listings		1,953	2,425	-19.5%
Months' Supply		2.2	2.8	-20.2%
Volume (1,000s)		482,864	554,826	-13.0%
Average	List Price	247,242	228,794	8.1%
	Days on Market	93	96	-3.9%
	Percent of Original	97.3%	97.2%	0.1%
Median	List Price	189,500	169,900	11.5%
	Days on Market	55	61	-9.8%
	Percent of Original	100.0%	100.0%	0.0%

A total of 1,953 homes were available for sale in South Central Kansas at the end of November. This represents a 2.2 months' supply of active listings.

The median list price of homes on the market at the end of November was \$189,500, up 11.5% from 2018. The typical time on market for active listings was 55 days, down from 61 days a year earlier.

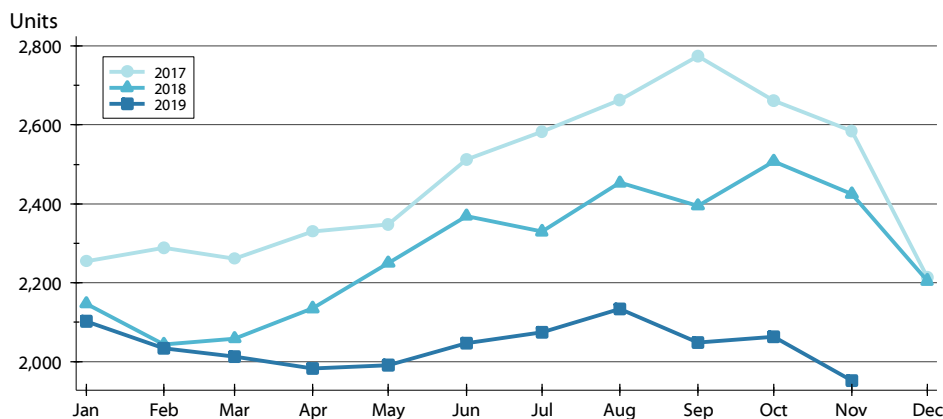




# ACTIVE LISTINGS ANALYSIS

## BY MONTH >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 12/9/2019**



Month	2017	2018	2019
January	2,254	2,147	2,102
February	2,289	2,044	2,034
March	2,261	2,059	2,012
April	2,330	2,135	1,984
May	2,348	2,250	1,992
June	2,512	2,369	2,047
July	2,583	2,329	2,074
August	2,663	2,453	2,134
September	2,774	2,395	2,049
October	2,661	2,508	2,063
November	2,584	2,425	1,953
December	2,214	2,205	

## BY PRICE RANGE >>

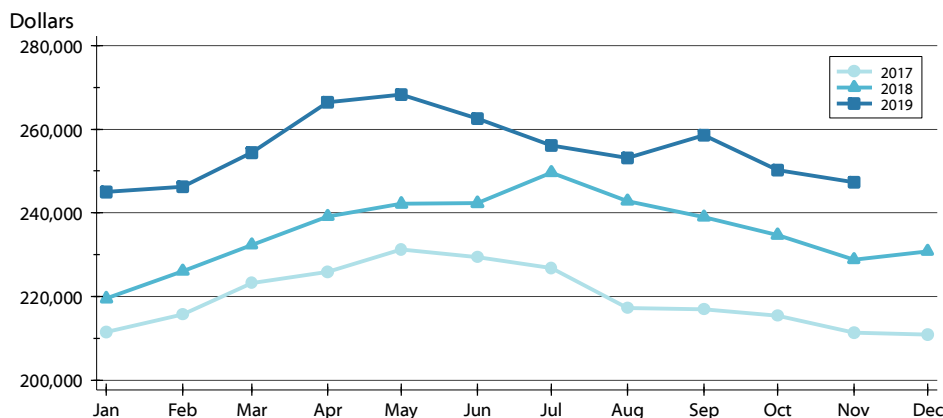
Price Range	Active Listings			Months' Supply	List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume		Average	Median	Average	Median	Average	Median
Below \$25,000	69	3.5%	797	2.3	11,549	12,500	98	52	91.7%	100.0%
\$25,000-\$49,999	123	6.3%	4,777	3.1	38,838	39,900	170	94	94.9%	100.0%
\$50,000-\$99,999	352	18.0%	26,895	2.1	76,406	75,000	89	61	96.0%	100.0%
\$100,000-\$124,999	102	5.2%	11,518	1.5	112,925	114,400	68	44	97.9%	100.0%
\$125,000-\$149,999	126	6.5%	17,281	1.7	137,149	138,700	57	40	98.1%	100.0%
\$150,000-\$174,999	96	4.9%	15,760	0.8	164,167	165,000	57	33	98.2%	100.0%
\$175,000-\$199,999	152	7.8%	28,627	1.7	188,334	189,000	70	38	98.0%	100.0%
\$200,000-\$249,999	193	9.9%	43,641	1.8	226,118	225,000	71	51	98.3%	100.0%
\$250,000-\$299,999	181	9.3%	49,816	3.3	275,228	275,000	76	51	98.4%	100.0%
\$300,000-\$399,999	234	12.0%	82,295	3.4	351,689	349,549	95	60	99.1%	100.0%
\$400,000-\$499,999	107	5.5%	47,902	3.2	447,680	445,000	121	88	98.3%	100.0%
\$500,000-\$749,999	76	3.9%	47,856	12.7	629,688	640,000	150	87	97.5%	100.0%
\$750,000-\$999,999	52	2.7%	44,329	N/A	852,476	849,450	180	110	95.6%	100.0%
\$1,000,000 and up	28	1.4%	46,041	7.0	1,644,310	1,389,500	214	156	96.7%	100.0%
All price ranges	1,953	100.0%	482,864	2.3	247,242	189,500	93	55	97.3%	100.0%



# ACTIVE LISTINGS ANALYSIS

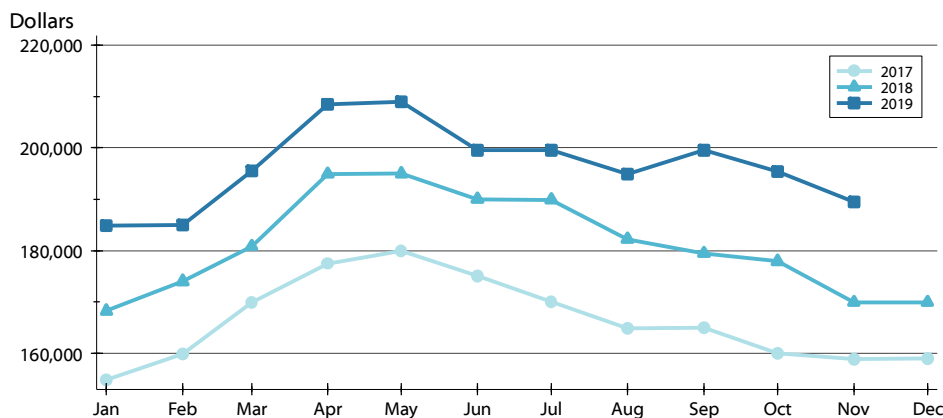
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 12/9/2019**

## AVERAGE PRICE >>



Month	2017	2018	2019
January	211,527	219,491	244,933
February	215,732	226,018	246,278
March	223,171	232,365	254,379
April	225,771	239,193	266,443
May	231,189	242,156	268,251
June	229,403	242,311	262,572
July	226,760	249,623	256,102
August	217,266	242,880	253,144
September	216,820	238,982	258,524
October	215,409	234,663	250,301
November	211,349	228,794	247,242
December	210,949	230,828	

## MEDIAN PRICE >>



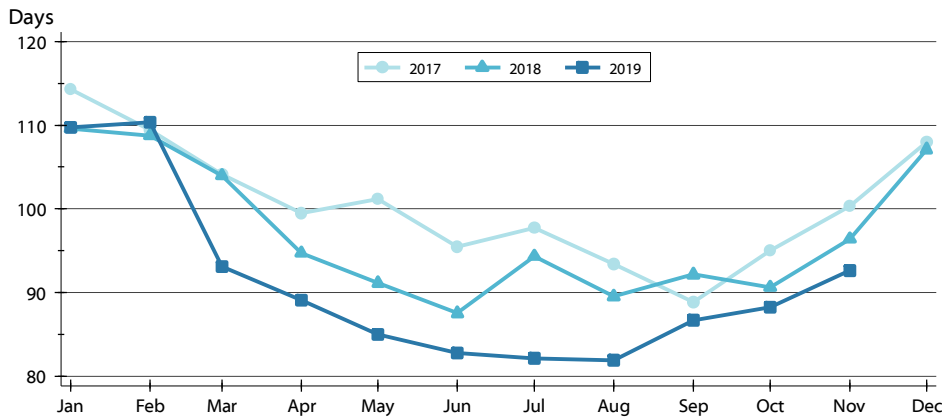
Month	2017	2018	2019
January	154,900	168,248	184,900
February	159,900	174,000	185,000
March	169,900	180,867	195,500
April	177,500	194,900	208,443
May	179,900	195,000	209,000
June	175,000	190,000	199,500
July	170,000	189,900	199,500
August	164,900	182,250	194,900
September	165,000	179,500	199,500
October	160,000	177,900	195,370
November	158,900	169,900	189,500
December	159,000	169,900	



# ACTIVE LISTINGS ANALYSIS

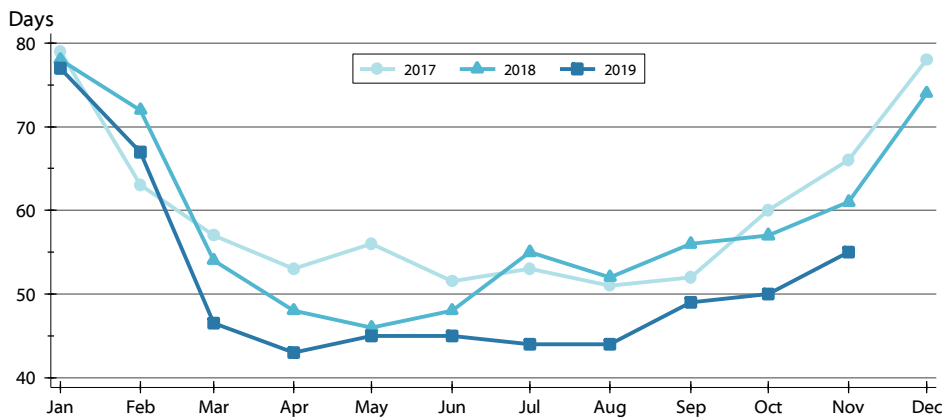
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 12/9/2019**

## AVERAGE DOM >>



Month	2017	2018	2019
January	114	110	110
February	109	109	110
March	104	104	93
April	99	95	89
May	101	91	85
June	95	87	83
July	98	94	82
August	93	90	82
September	89	92	87
October	95	91	88
November	100	96	93
December	108	107	

## MEDIAN DOM >>



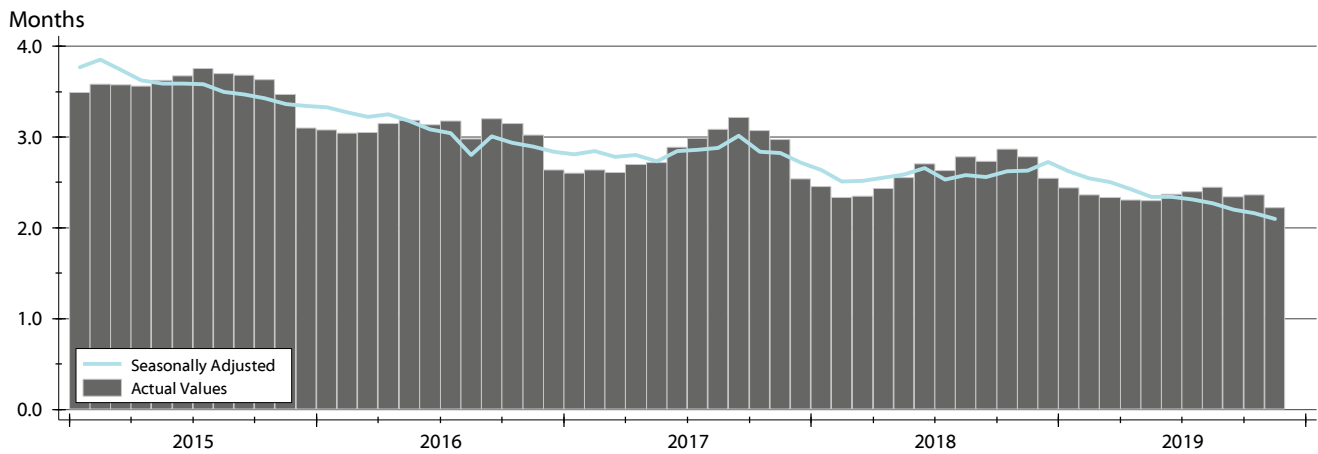
Month	2017	2018	2019
January	79	78	77
February	63	72	67
March	57	54	47
April	53	48	43
May	56	46	45
June	52	48	45
July	53	55	44
August	51	52	44
September	52	56	49
October	60	57	50
November	66	61	55
December	78	74	



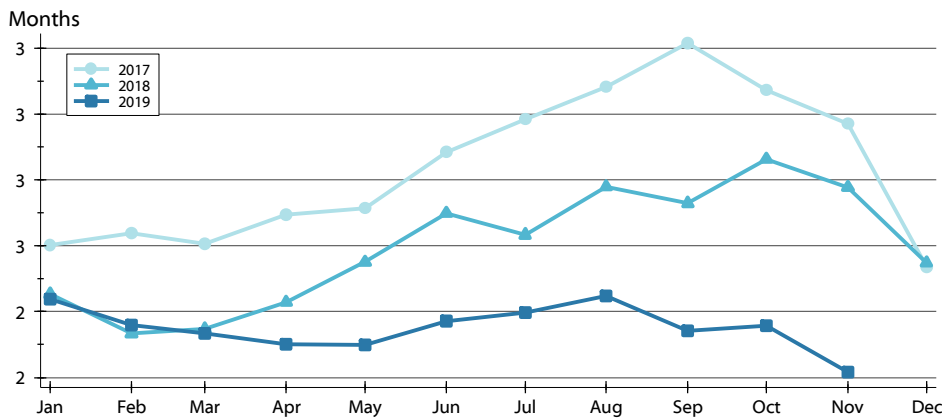
# MONTHS' SUPPLY ANALYSIS

HISTORY >>

ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 12/9/2019



BY MONTH >>

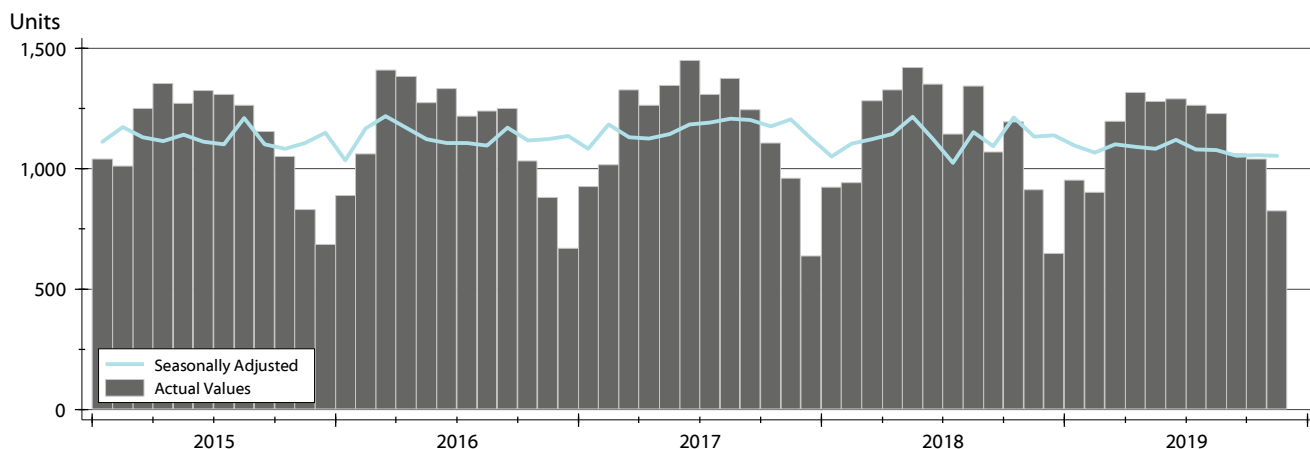


Month	2017	2018	2019
January	2.6	2.5	2.4
February	2.6	2.3	2.4
March	2.6	2.3	2.3
April	2.7	2.4	2.3
May	2.7	2.6	2.3
June	2.9	2.7	2.4
July	3.0	2.6	2.4
August	3.1	2.8	2.4
September	3.2	2.7	2.3
October	3.1	2.9	2.4
November	3.0	2.8	2.2
December	2.5	2.5	

# NEW LISTINGS ANALYSIS

HISTORY >>

ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 12/9/2019



SUMMARY >>

Summary Statistics for New Listings		November		
		2019	2018	Change
Current Month	New Listings	825	913	-9.6%
	Volume (1,000s)	150,822	157,352	-4.1%
	Average List Price	182,815	172,347	6.1%
	Median List Price	150,000	149,900	0.1%
YTD	New Listings	12,352	12,906	-4.3%
	Volume (1,000s)	2,348,685	2,369,651	-0.9%
	Average List Price	190,146	183,608	3.6%
	Median List Price	159,900	154,900	3.2%

A total of 825 new listings were added in South Central Kansas during November, down 9.6% from the same month in 2018. Year-to-date South Central Kansas has seen 12,352 new listings.

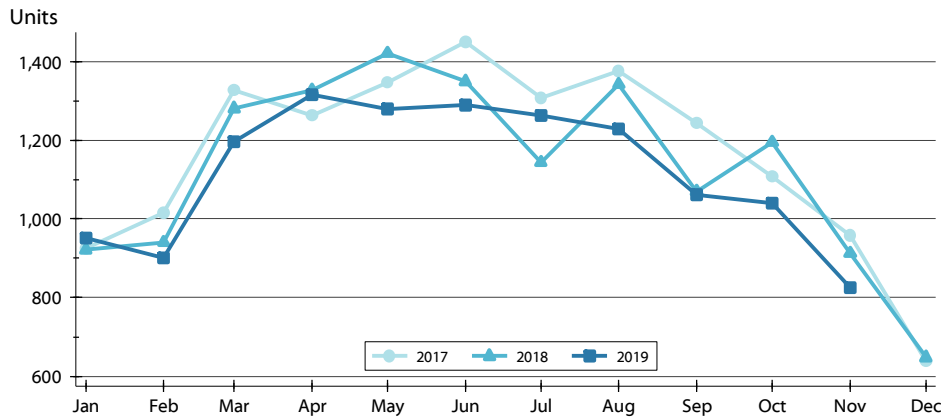
The median list price of these homes was \$150,000 up from \$149,900 in 2018.



# NEW LISTINGS ANALYSIS

**BY MONTH** >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 12/9/2019**



Month	2017	2018	2019
January	926	922	952
February	1,016	941	901
March	1,327	1,281	1,196
April	1,264	1,327	1,316
May	1,347	1,421	1,279
June	1,450	1,350	1,289
July	1,308	1,144	1,264
August	1,376	1,342	1,229
September	1,244	1,070	1,061
October	1,107	1,195	1,040
November	959	913	825
December	638	648	

**BY PRICE RANGE** >>

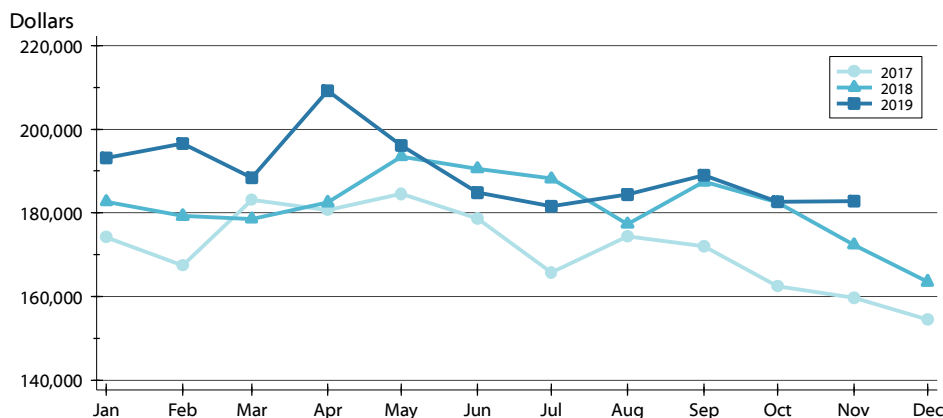
Price Range	New Listings			List Price	
	Number	Percent	Volume	Average	Median
Below \$25,000	27	3.3%	186	6,886	1,395
\$25,000-\$49,999	35	4.2%	1,391	39,756	39,900
\$50,000-\$99,999	159	19.3%	12,321	77,487	75,000
\$100,000-\$124,999	70	8.5%	7,931	113,306	115,000
\$125,000-\$149,999	100	12.1%	13,735	137,352	136,200
\$150,000-\$174,999	80	9.7%	13,082	163,528	165,000
\$175,000-\$199,999	89	10.8%	16,666	187,253	186,000
\$200,000-\$249,999	72	8.7%	16,200	224,994	225,000
\$250,000-\$299,999	52	6.3%	14,267	274,363	275,000
\$300,000-\$399,999	55	6.7%	18,863	342,965	335,000
\$400,000-\$499,999	21	2.5%	9,310	443,322	438,000
\$500,000-\$749,999	17	2.1%	10,577	622,185	625,000
\$750,000-\$999,999	6	0.7%	5,000	833,317	792,500
\$1,000,000 and up	3	0.4%	4,164	1,387,997	1,200,000
All price ranges	825	100.0%	150,822	182,815	150,000



# NEW LISTINGS ANALYSIS

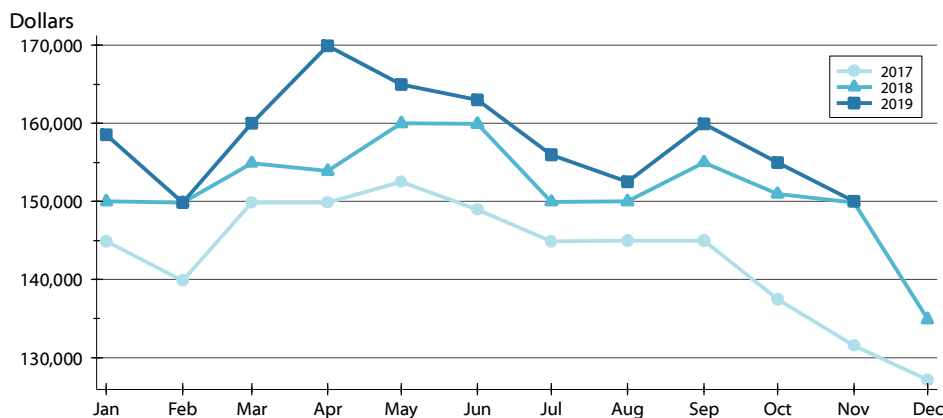
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 12/9/2019**

## AVERAGE PRICE >>



Month	2017	2018	2019
January	174,160	182,667	193,203
February	167,440	179,261	196,530
March	183,129	178,570	188,409
April	180,681	182,477	209,281
May	184,549	193,498	196,097
June	178,592	190,537	184,887
July	165,716	188,146	181,557
August	174,383	177,332	184,413
September	172,006	187,432	188,935
October	162,387	182,531	182,703
November	159,649	172,347	182,815
December	154,423	163,482	

## MEDIAN PRICE >>

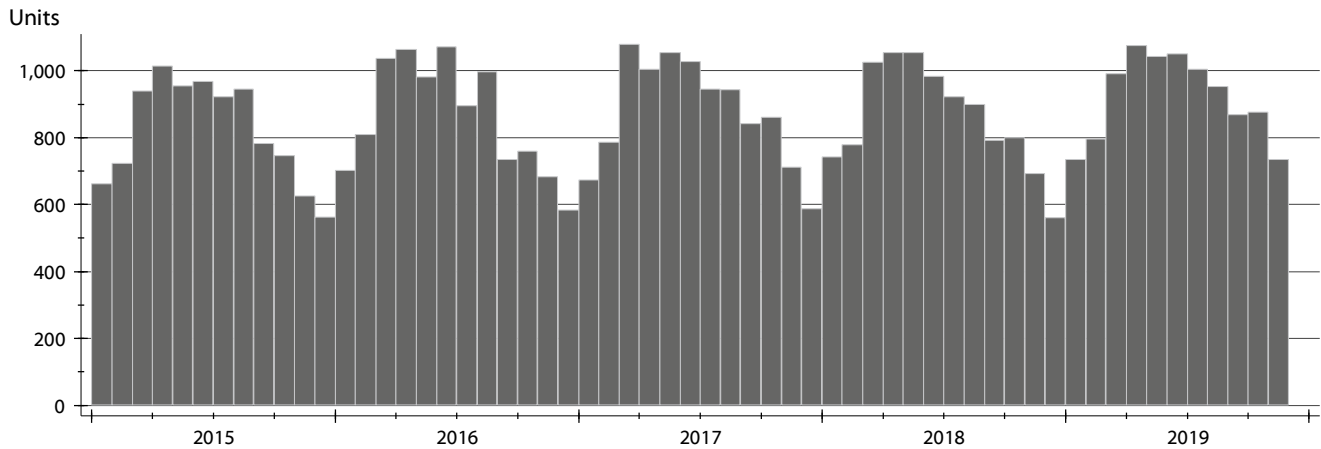


Month	2017	2018	2019
January	144,900	150,000	158,500
February	139,900	149,900	149,900
March	149,900	154,900	160,000
April	149,900	153,900	169,900
May	152,500	160,000	165,000
June	148,950	159,900	162,950
July	144,950	149,950	156,000
August	145,000	150,000	152,500
September	145,000	155,000	159,900
October	137,500	150,950	155,000
November	131,500	149,900	150,000
December	127,200	134,900	

# CONTRACTS WRITTEN ANALYSIS

HISTORY >>

ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 12/9/2019



SUMMARY >>

Summary Statistics for Contracts Written		November			Year-to-Date		
		2019	2018	Change	2019	2018	Change
Closed Listings		735	692	6.2%	10,129	9,744	4.0%
Volume (1,000s)		131,709	115,644	13.9%	1,812,194	1,689,646	7.3%
Average	Sale Price	179,196	167,116	7.2%	178,911	173,404	3.2%
	Days on Market	41	48	-15.7%	40	45	-10.5%
	Percent of Original	97.2%	94.9%	2.4%	96.2%	95.8%	0.5%
Median	Sale Price	155,000	149,900	3.4%	159,000	150,000	6.0%
	Days on Market	20	27	-25.9%	15	19	-21.1%
	Percent of Original	100.0%	96.9%	3.2%	98.5%	97.8%	0.7%

A total of 735 contracts for sale were written in South Central Kansas during the month of November, up from 692 in 2018. The median list price of these homes was \$155,000, up from \$149,900 the prior year.

Half of the homes that went under contract in November were on the market less than 20 days, compared to 27 days in November 2018.

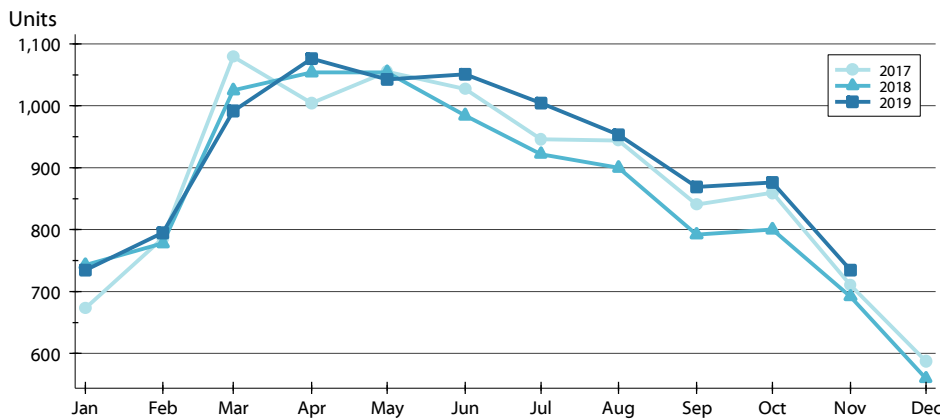




# CONTRACTS WRITTEN ANALYSIS

ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 12/9/2019

## BY MONTH >>



Month	2017	2018	2019
January	673	743	735
February	787	778	795
March	1,079	1,025	992
April	1,004	1,054	1,076
May	1,055	1,054	1,043
June	1,027	984	1,051
July	946	922	1,004
August	944	900	953
September	841	792	869
October	860	800	876
November	711	692	735
December	588	560	

## BY PRICE RANGE >>

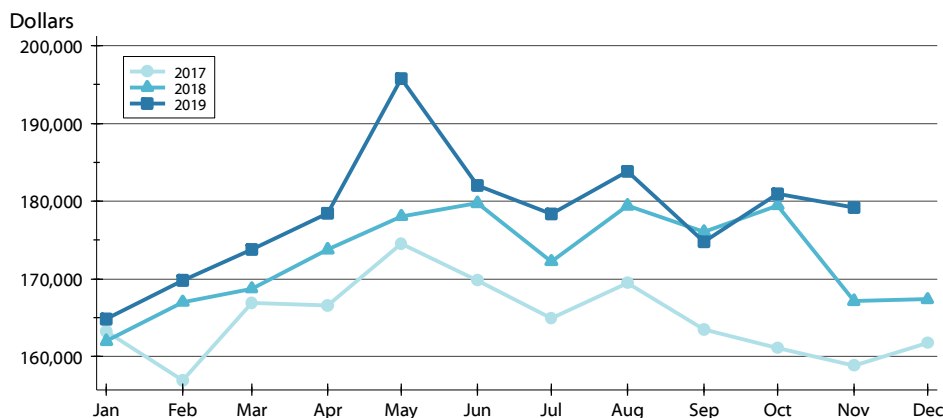
Price Range	Contracts Written			List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median
Below \$25,000	14	1.9%	221	15,814	14,000	64	23	91.7%	91.6%
\$25,000-\$49,999	30	4.1%	1,144	38,135	39,900	48	20	93.0%	100.0%
\$50,000-\$99,999	130	17.7%	10,138	77,984	79,900	38	20	95.4%	100.0%
\$100,000-\$124,999	57	7.8%	6,465	113,423	115,000	27	14	96.8%	100.0%
\$125,000-\$149,999	84	11.4%	11,568	137,713	138,250	21	11	98.6%	100.0%
\$150,000-\$174,999	84	11.4%	13,553	161,346	159,950	25	12	97.6%	100.0%
\$175,000-\$199,999	67	9.1%	12,639	188,645	189,000	27	9	98.9%	100.0%
\$200,000-\$249,999	65	8.8%	14,739	226,759	229,000	50	22	98.1%	100.0%
\$250,000-\$299,999	49	6.7%	13,502	275,547	275,000	62	24	98.4%	100.0%
\$300,000-\$399,999	48	6.5%	16,765	349,275	347,223	71	40	98.0%	100.0%
\$400,000-\$499,999	21	2.9%	9,226	439,315	425,000	66	35	97.8%	100.0%
\$500,000-\$749,999	10	1.4%	6,058	605,798	595,000	87	67	98.5%	100.0%
\$750,000-\$999,999	1	0.1%	750	750,000	750,000	92	92	88.2%	88.2%
\$1,000,000 and up	1	0.1%	1,680	1,680,000	1,680,000	169	169	105.0%	105.0%
All price ranges	735	100.0%	131,709	179,196	155,000	41	20	97.2%	100.0%



# CONTRACTS WRITTEN ANALYSIS

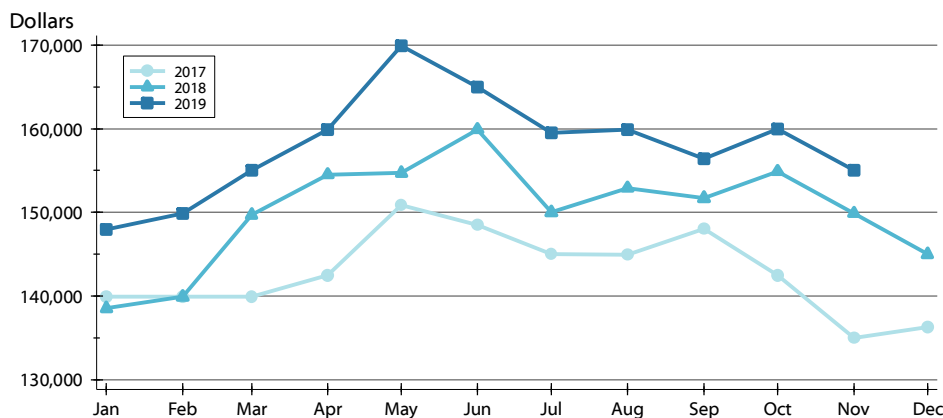
ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 12/9/2019

## AVERAGE PRICE >>



Month	2017	2018	2019
January	163,213	161,962	164,794
February	156,975	167,014	169,833
March	166,903	168,727	173,792
April	166,599	173,771	178,466
May	174,525	178,025	195,779
June	169,773	179,738	182,010
July	164,863	172,239	178,329
August	169,454	179,416	183,838
September	163,452	175,985	174,810
October	161,050	179,462	180,940
November	158,872	167,116	179,196
December	161,778	167,350	

## MEDIAN PRICE >>



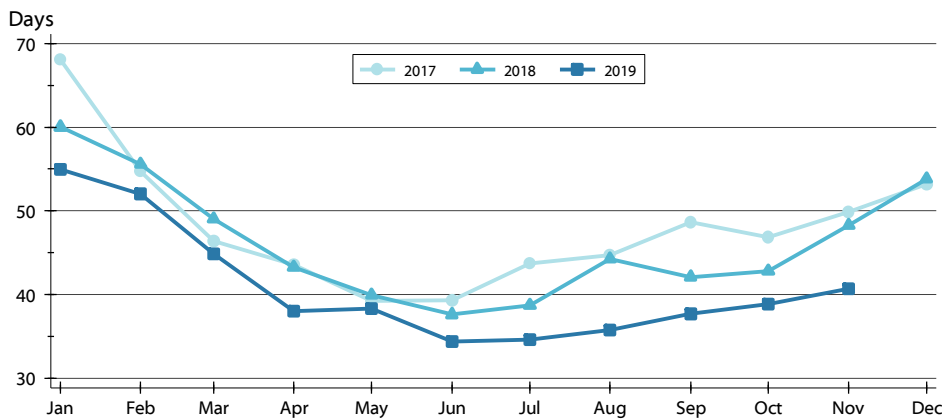
Month	2017	2018	2019
January	139,900	138,500	147,900
February	139,900	139,900	149,900
March	139,900	149,700	155,000
April	142,500	154,500	159,900
May	150,863	154,700	169,900
June	148,450	159,900	165,000
July	145,000	150,000	159,500
August	144,900	152,900	159,900
September	148,000	151,700	156,450
October	142,500	154,900	160,000
November	135,000	149,900	155,000
December	136,250	145,000	



# CONTRACTS WRITTEN ANALYSIS

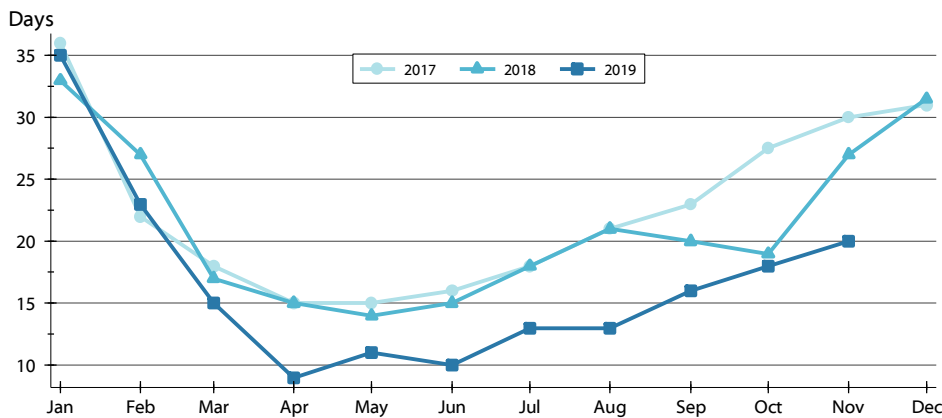
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 12/9/2019**

## AVERAGE DOM »



Month	2017	2018	2019
January	68	60	55
February	55	56	52
March	46	49	45
April	44	43	38
May	39	40	38
June	39	38	34
July	44	39	35
August	45	44	36
September	49	42	38
October	47	43	39
November	50	48	41
December	53	54	

## MEDIAN DOM »

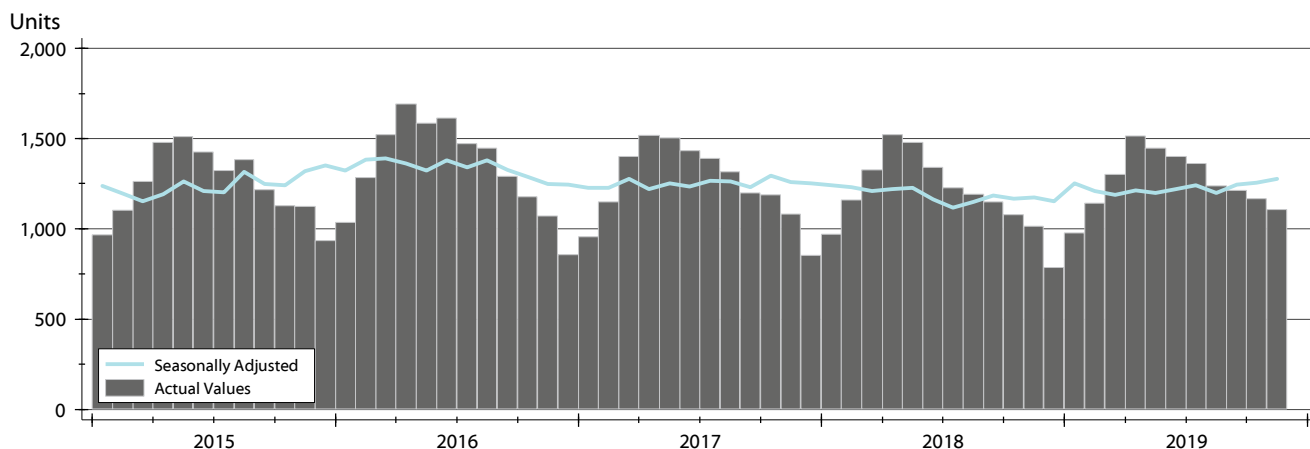


Month	2017	2018	2019
January	36	33	35
February	22	27	23
March	18	17	15
April	15	15	9
May	15	14	11
June	16	15	10
July	18	18	13
August	21	21	13
September	23	20	16
October	28	19	18
November	30	27	20
December	31	32	

# PENDING CONTRACTS ANALYSIS

HISTORY >>

ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 12/9/2019



SUMMARY >>

Summary Statistics for Active Listings		End of November		
		2019	2018	Change
Active Listings		<b>1,105</b>	1,014	9.0%
Volume (1,000s)		<b>215,707</b>	186,218	15.8%
Average	List Price	<b>195,210</b>	183,647	6.3%
	Days on Market	<b>41</b>	49	-17.4%
	Percent of Original	<b>97.8%</b>	97.6%	0.2%
Median	List Price	<b>167,900</b>	162,000	3.6%
	Days on Market	<b>16</b>	23	-30.4%
	Percent of Original	<b>100.0%</b>	100.0%	0.0%

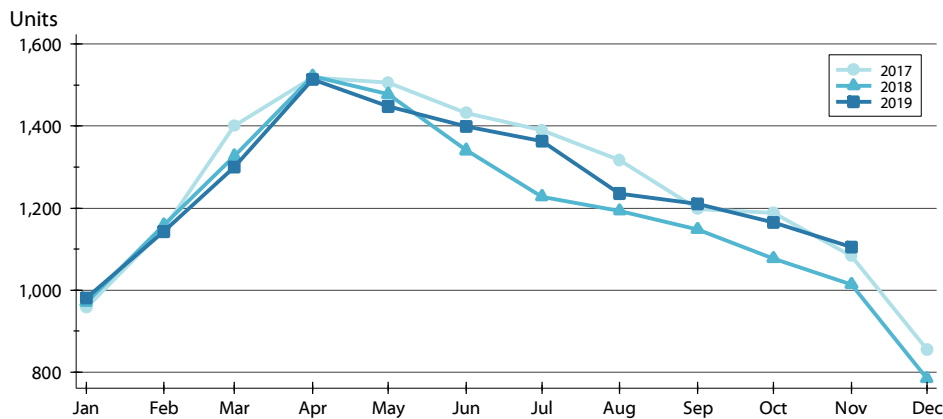
A total of 1,105 listings in South Central Kansas had contracts pending at the end of November, up from 1,014 contracts pending at the end of November 2018.

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 12/9/2019

## BY MONTH >>



Month	2017	2018	2019
January	957	970	980
February	1,149	1,159	1,143
March	1,400	1,326	1,300
April	1,518	1,521	1,514
May	1,505	1,477	1,447
June	1,432	1,340	1,399
July	1,390	1,228	1,363
August	1,317	1,193	1,236
September	1,197	1,148	1,211
October	1,188	1,077	1,165
November	1,083	1,014	1,105
December	855	785	

## BY PRICE RANGE >>

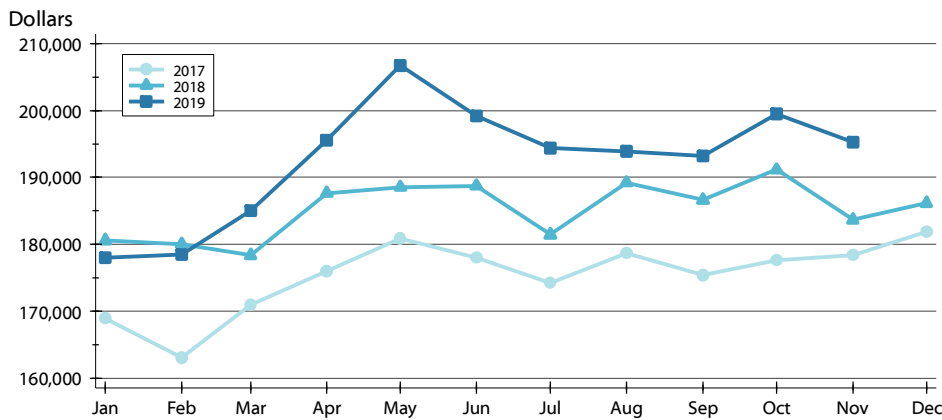
Price Range	Contracts Written			List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median
Below \$25,000	11	1.0%	180	16,382	14,500	70	19	86.9%	100.0%
\$25,000-\$49,999	40	3.6%	1,600	39,993	39,900	46	28	93.6%	100.0%
\$50,000-\$99,999	201	18.2%	15,531	77,270	79,000	54	23	96.5%	100.0%
\$100,000-\$124,999	75	6.8%	8,506	113,419	115,000	32	14	97.5%	100.0%
\$125,000-\$149,999	115	10.4%	15,767	137,103	136,500	21	9	98.8%	100.0%
\$150,000-\$174,999	116	10.5%	18,762	161,741	160,000	27	11	98.2%	100.0%
\$175,000-\$199,999	107	9.7%	20,207	188,852	189,900	32	9	98.9%	100.0%
\$200,000-\$249,999	126	11.4%	28,378	225,222	225,000	38	15	98.5%	100.0%
\$250,000-\$299,999	89	8.1%	24,608	276,490	278,000	35	9	98.8%	100.0%
\$300,000-\$399,999	101	9.1%	34,875	345,294	345,843	54	2	99.1%	100.0%
\$400,000-\$499,999	41	3.7%	18,167	443,099	439,900	51	16	98.6%	100.0%
\$500,000-\$749,999	21	1.9%	12,280	584,779	575,000	84	49	97.8%	100.0%
\$750,000-\$999,999	5	0.5%	4,234	846,740	775,000	79	92	88.0%	91.2%
\$1,000,000 and up	1	0.1%	1,680	1,680,000	1,680,000	169	169	105.0%	105.0%
All price ranges	1,105	100.0%	215,707	195,210	167,900	41	16	97.8%	100.0%



# PENDING CONTRACTS ANALYSIS

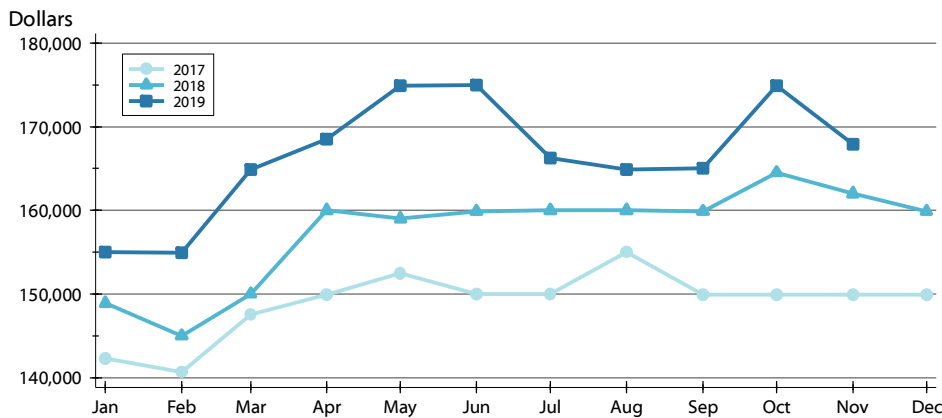
ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 12/9/2019

## AVERAGE PRICE >>



Month	2017	2018	2019
January	168,915	180,564	177,966
February	163,082	180,022	178,468
March	170,903	178,347	185,022
April	175,952	187,633	195,583
May	180,836	188,503	206,721
June	177,943	188,722	199,174
July	174,214	181,440	194,369
August	178,618	189,213	193,882
September	175,363	186,663	193,256
October	177,592	191,150	199,471
November	178,336	183,647	195,210
December	181,887	186,152	

## MEDIAN PRICE >>



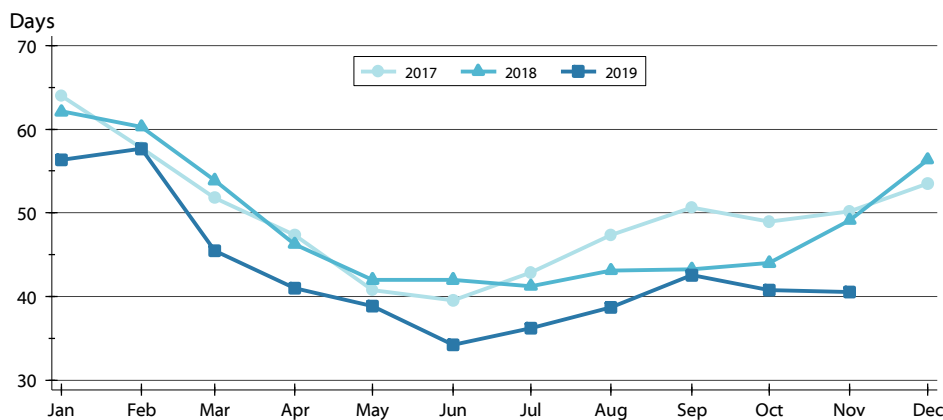
Month	2017	2018	2019
January	142,250	148,900	155,000
February	140,650	145,000	154,900
March	147,500	150,000	164,900
April	149,900	160,000	168,500
May	152,500	159,000	174,900
June	150,000	159,900	175,000
July	150,000	160,000	166,250
August	155,000	160,000	164,900
September	149,900	159,900	165,000
October	149,900	164,500	174,900
November	149,900	162,000	167,900
December	149,950	159,900	



# PENDING CONTRACTS ANALYSIS

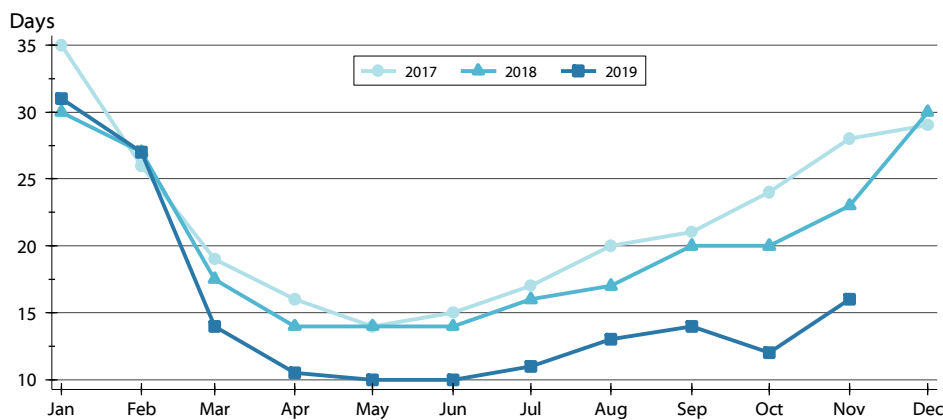
ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 12/9/2019

## AVERAGE DOM >>



Month	2017	2018	2019
January	64	62	56
February	58	60	58
March	52	54	45
April	47	46	41
May	41	42	39
June	40	42	34
July	43	41	36
August	47	43	39
September	51	43	43
October	49	44	41
November	50	49	41
December	53	56	41

## MEDIAN DOM >>



Month	2017	2018	2019
January	35	30	31
February	26	27	27
March	19	18	14
April	16	14	11
May	14	14	10
June	15	14	10
July	17	16	11
August	20	17	13
September	21	20	14
October	24	20	12
November	28	23	16
December	29	30	16