

## MARKET OVERVIEW >>

### South Central Kansas Home Sales Rose in July

Total home sales in South Central Kansas rose by 11.8% last month to 1,190 units, compared to 1,064 units in July 2019. Total sales volume was \$241.9 million, up 20.8% from a year earlier.

The median sale price in July was \$177,000, up from \$169,950 a year earlier. Homes that sold in July were typically on the market for 6 days and sold for 100.0% of their list prices.

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

The total number of active listings in South Central Kansas at the end of July was 1,236 units, down from 2,074 at the same point in 2019. This represents a 1.4 months' supply of homes available for sale. The median list price of homes on the market at the end of July was \$244,700.

During July, a total of 1,171 contracts were written up from 1,019 in July 2019. At the end of the month, there were 1,623 contracts pending, compared to 1,363 at the end of July 2019.

Entire MLS System				
Current Month		July		
Summary Statistics		2020	2019	Change
Home Sales		<b>1,190</b>	1,064	11.8%
Active Listings		<b>1,236</b>	2,074	-40.4%
Months' Supply		<b>1.4</b>	2.4	-41.9%
New Listings		<b>1,224</b>	1,280	-4.4%
Contracts Written		<b>1,171</b>	1,019	14.9%
Pending Contracts		<b>1,623</b>	1,363	19.1%
Sales Volume (1,000s)		<b>241,896</b>	200,265	20.8%
Average	Sale Price	<b>203,274</b>	188,219	8.0%
	List Price of Actives	<b>294,752</b>	256,102	15.1%
	Days on Market	<b>30</b>	31	-4.2%
	Percent of List	<b>99.1%</b>	98.1%	1.0%
	Percent of Original	<b>98.3%</b>	96.5%	1.8%
Median	Sale Price	<b>177,000</b>	169,950	4.1%
	List Price of Actives	<b>244,700</b>	199,500	22.7%
	Days on Market	<b>6</b>	9	-33.3%
	Percent of List	<b>100.0%</b>	100.0%	0.0%
	Percent of Original	<b>100.0%</b>	98.7%	1.3%

## REPORT CONTENTS >>

### 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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## THREE-YEAR COMPARISONS

### SUMMARY >>

### BREAKDOWNS BY HOME TYPE ENTIRE MLS SYSTEM AS OF 8/8/2020

July MLS Statistics		2020			2019			2018			
By Property Type		Total	Existing	New	Total	Existing	New	Total	Existing	New	
Home Sales		<b>1,190</b>	<b>1,093</b>	<b>97</b>	1,064	999	65	1,027	971	56	
	Change from prior year	11.8%	9.4%	49.2%	3.6%	2.9%	16.1%	8.6%	7.8%	24.4%	
Active Listings		<b>1,236</b>	<b>1,039</b>	<b>197</b>	2,074	1,809	265	2,329	2,092	237	
	Change from prior year	-40.4%	-42.6%	-25.7%	-10.9%	-13.5%	11.8%	-9.8%	-8.5%	-19.9%	
Months' Supply		<b>1.4</b>	<b>1.3</b>	<b>3.0</b>	2.4	2.2	4.3	2.6	2.5	3.9	
	Change from prior year	-41.9%	-43.8%	-31.3%	-9.5%	-11.9%	10.1%	-11.8%	-10.4%	-23.1%	
New Listings		<b>1,224</b>	<b>1,161</b>	<b>63</b>	1,280	1,192	88	1,145	1,078	67	
	Change from prior year	-4.4%	-2.6%	-28.4%	11.8%	10.6%	31.3%	-12.5%	-11.8%	-22.1%	
Contracts Written		<b>1,171</b>	<b>1,085</b>	<b>86</b>	1,019	958	61	923	876	47	
	Change from prior year	14.9%	13.3%	41.0%	10.4%	9.4%	29.8%	-2.4%	-2.4%	-2.1%	
Pending Contracts		<b>1,623</b>	<b>1,400</b>	<b>223</b>	1,363	1,197	166	1,228	1,079	149	
	Change from prior year	19.1%	17.0%	34.3%	11.0%	10.9%	11.4%	-11.7%	-11.7%	-11.3%	
Sales Volume (1,000s)		<b>241,896</b>	<b>208,176</b>	<b>33,721</b>	200,265	178,876	21,389	177,099	158,142	18,956	
	Change from prior year	20.8%	16.4%	57.7%	13.1%	13.1%	12.8%	14.4%	12.5%	33.5%	
Average	Sale Price	<b>203,274</b>	<b>190,463</b>	<b>347,638</b>	188,219	179,055	329,061	172,443	162,865	338,504	
		Change from prior year	8.0%	6.4%	5.6%	9.1%	9.9%	-2.8%	5.4%	4.4%	7.3%
	List Price of Actives	<b>294,752</b>	<b>285,061</b>	<b>344,587</b>	256,102	245,677	326,047	249,623	240,362	328,757	
		Change from prior year	15.1%	16.0%	5.7%	2.6%	2.2%	-0.8%	10.1%	11.1%	7.5%
	Days on Market	<b>30</b>	<b>28</b>	<b>48</b>	31	30	49	40	36	106	
		Change from prior year	-4.1%	-5.7%	-2.3%	-21.7%	-16.6%	-54.0%	12.8%	7.3%	51.7%
Percent of List		<b>99.1%</b>	<b>99.0%</b>	<b>100.9%</b>	98.1%	97.8%	102.1%	97.9%	97.7%	101.7%	
		Change from prior year	1.0%	1.1%	-1.2%	0.2%	0.2%	0.3%	0.5%	0.4%	0.3%
Percent of Original		<b>98.3%</b>	<b>97.9%</b>	<b>102.6%</b>	96.5%	96.1%	102.8%	96.3%	95.9%	102.8%	
		Change from prior year	1.8%	1.9%	-0.2%	0.2%	0.1%	-0.1%	0.7%	0.6%	1.7%
Median	Sale Price	<b>177,000</b>	<b>170,000</b>	<b>299,525</b>	169,950	164,900	298,792	148,500	143,750	289,139	
		Change from prior year	4.1%	3.1%	0.2%	14.4%	14.7%	3.3%	2.4%	1.2%	-0.8%
	List Price of Actives	<b>244,700</b>	<b>215,000</b>	<b>324,728</b>	199,500	174,900	291,275	189,900	174,900	287,500	
		Change from prior year	22.7%	22.9%	11.5%	5.1%	0.0%	1.3%	11.7%	9.7%	4.6%
	Days on Market	<b>6</b>	<b>6</b>	<b>0</b>	9	9	0	15	15	29	
		Change from prior year	-33.3%	-33.3%	N/A	-40.0%	-40.0%	-100.0%	-6.3%	0.0%	38.1%
Percent of List		<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	100.0%	99.4%	100.0%	99.2%	98.9%	100.0%	
		Change from prior year	0.0%	0.6%	0.0%	0.8%	0.6%	0.0%	0.1%	0.0%	0.0%
Percent of Original		<b>100.0%</b>	<b>100.0%</b>	<b>100.3%</b>	98.7%	98.4%	100.6%	98.2%	97.8%	100.6%	
		Change from prior year	1.3%	1.6%	-0.2%	0.6%	0.6%	-0.1%	0.2%	0.0%	0.6%

# YEAR-TO-DATE STATISTICS

## SUMMARY >>

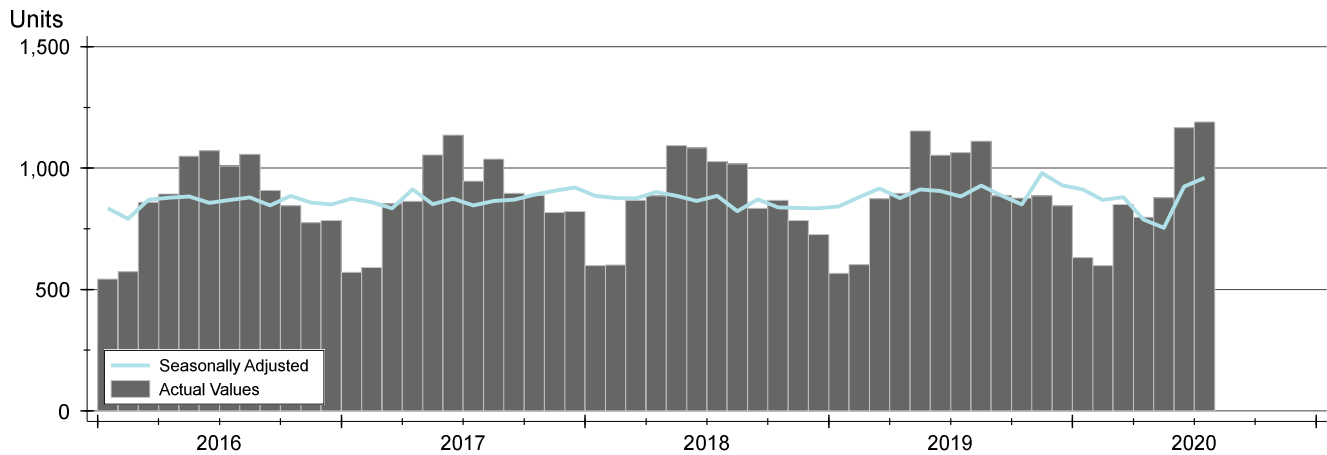
## YTD BREAKDOWNS BY HOME TYPE ENTIRE MLS SYSTEM AS OF 8/8/2020

Year-to-Date Activity		2020			2019			2018		
By Property Type		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		<b>6,111</b>	<b>5,648</b>	<b>463</b>	6,210	5,795	415	6,155	5,733	422
Change from prior year		-1.6%	-2.5%	11.6%	0.9%	1.1%	-1.7%	2.3%	1.7%	11.9%
New Listings		<b>7,436</b>	<b>6,957</b>	<b>479</b>	8,299	7,693	606	8,389	7,847	542
Change from prior year		-10.4%	-9.6%	-21.0%	-1.1%	-2.0%	11.8%	-2.9%	-2.3%	-11.1%
Contracts Written		<b>6,820</b>	<b>6,357</b>	<b>463</b>	6,789	6,325	464	6,563	6,101	462
Change from prior year		0.5%	0.5%	-0.2%	3.4%	3.7%	0.4%	-0.1%	-0.1%	-0.4%
Sales Volume (1,000s)		<b>1,125,292</b>	<b>978,867</b>	<b>146,425</b>	1,075,473	940,699	134,774	1,009,141	878,844	130,298
Change from prior year		4.6%	4.1%	8.6%	6.6%	7.0%	3.4%	6.5%	5.4%	15.2%
Average	Sale Price	<b>184,142</b>	<b>173,312</b>	<b>316,253</b>	173,184	162,330	324,755	163,955	153,296	308,762
	Change from prior year	6.3%	6.8%	-2.6%	5.6%	5.9%	5.2%	4.1%	3.6%	2.9%
	Days on Market	<b>36</b>	<b>35</b>	<b>54</b>	43	41	66	48	43	106
	Change from prior year	-15.3%	-15.5%	-17.7%	-9.5%	-4.3%	-37.6%	-1.9%	-6.2%	26.1%
Median	Percent of List	<b>98.4%</b>	<b>98.2%</b>	<b>101.7%</b>	97.9%	97.5%	102.3%	97.8%	97.5%	101.8%
	Change from prior year	0.6%	0.7%	-0.5%	0.0%	0.0%	0.4%	0.4%	0.4%	0.1%
	Percent of Original	<b>97.0%</b>	<b>96.5%</b>	<b>102.7%</b>	96.1%	95.5%	103.0%	95.9%	95.4%	102.4%
	Change from prior year	1.0%	1.0%	-0.4%	0.1%	0.1%	0.7%	0.7%	0.7%	0.2%
Median	Sale Price	<b>164,900</b>	<b>157,000</b>	<b>296,286</b>	154,000	145,900	284,125	143,452	135,900	277,423
	Change from prior year	7.1%	7.6%	4.3%	7.4%	7.4%	2.4%	4.3%	3.3%	5.9%
	Days on Market	<b>9</b>	<b>10</b>	<b>0</b>	15	15	2	19	19	36
	Change from prior year	-40.0%	-33.3%	-100.0%	-21.1%	-21.1%	-94.4%	-9.5%	-9.5%	63.6%
Median	Percent of List	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	99.5%	99.1%	100.0%	99.2%	98.8%	100.0%
	Change from prior year	0.5%	0.9%	0.0%	0.3%	0.3%	0.0%	0.1%	0.0%	0.0%
	Percent of Original	<b>99.5%</b>	<b>98.9%</b>	<b>101.1%</b>	98.2%	97.8%	100.9%	97.9%	97.6%	101.1%
	Change from prior year	1.3%	1.1%	0.2%	0.3%	0.3%	-0.2%	0.2%	0.2%	1.1%

# CLOSED LISTINGS ANALYSIS

**HISTORY** >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 8/8/2020**



**SUMMARY** >>

Summary Statistics for Closed Listings		July			Year-to-Date		
		2020	2019	Change	2020	2019	Change
Closed Listings		<b>1,190</b>	1,064	11.8%	<b>6,111</b>	6,210	-1.6%
Volume (1,000s)		<b>241,896</b>	200,265	20.8%	<b>1,125,292</b>	1,075,473	4.6%
Average	Sale Price	<b>203,274</b>	188,219	8.0%	<b>184,142</b>	173,184	6.3%
	Days on Market	<b>30</b>	31	-4.1%	<b>36</b>	43	-15.3%
	Percent of List	<b>99.1%</b>	98.1%	1.0%	<b>98.4%</b>	97.9%	0.6%
	Percent of Original	<b>98.3%</b>	96.5%	1.8%	<b>97.0%</b>	96.1%	1.0%
Median	Sale Price	<b>177,000</b>	169,950	4.1%	<b>164,900</b>	154,000	7.1%
	Days on Market	<b>6</b>	9	-33.3%	<b>9</b>	15	-40.0%
	Percent of List	<b>100.0%</b>	100.0%	0.0%	<b>100.0%</b>	99.5%	0.5%
	Percent of Original	<b>100.0%</b>	98.7%	1.3%	<b>99.5%</b>	98.2%	1.3%

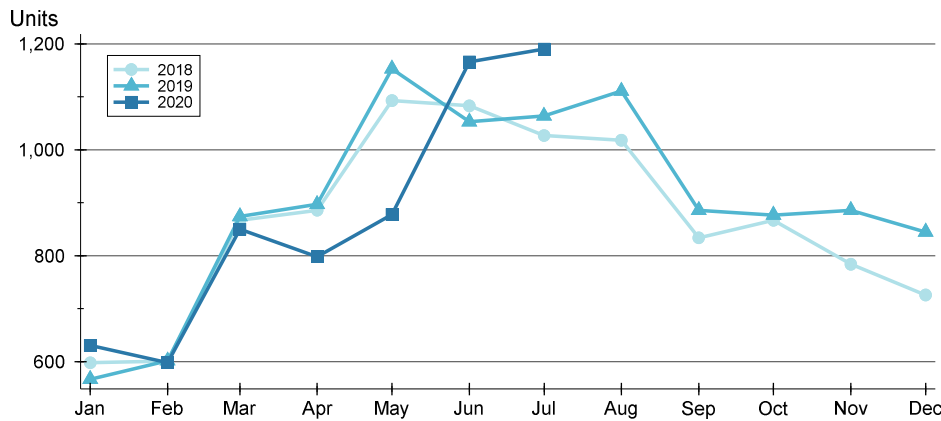
A total of 1,190 homes sold in South Central Kansas in July, up from 1,064 units in July 2019. Total sales volume rose to \$241.9 million compared to \$200.3 million in the previous year.

The median sales price in July was \$177,000, up 4.1% compared to the prior year. Median days on market was 6 days, the same as June, and down from 9 in July 2019.

# CLOSED LISTINGS ANALYSIS

**BY MONTH** >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 8/8/2020**



Month	2018	2019	2020
January	598	567	631
February	601	602	598
March	867	874	850
April	886	897	798
May	1,093	1,153	878
June	1,083	1,053	1,166
July	1,027	1,064	1,190
August	1,018	1,111	886
September	834	886	834
October	867	877	867
November	784	886	784
December	726	845	726

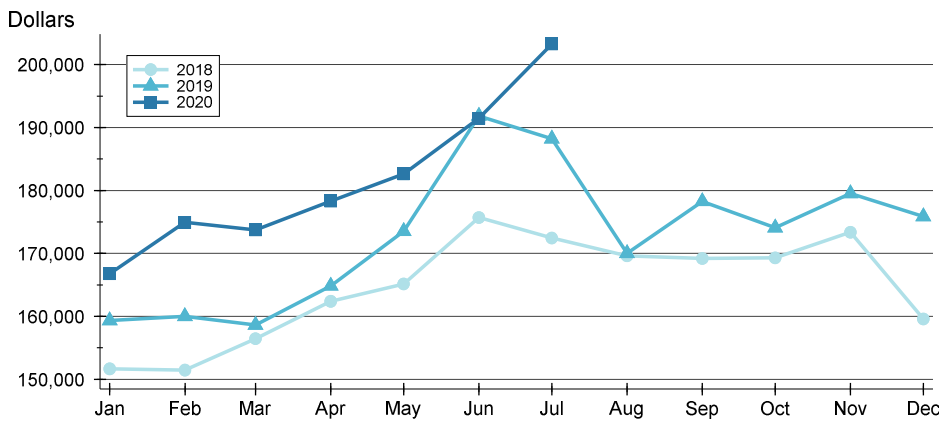
**BY PRICE RANGE** >>

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	19	1.6%	302	15,871	15,950	57	47	74.0%	80.2%	63.5%	66.3%
\$25,000-\$49,999	42	3.5%	1,660	39,530	43,250	58	29	92.3%	90.7%	87.7%	89.3%
\$50,000-\$99,999	205	17.2%	16,019	78,143	79,900	40	6	98.0%	100.0%	96.2%	98.6%
\$100,000-\$124,999	94	7.9%	10,474	111,427	110,745	25	6	101.1%	100.0%	100.5%	100.0%
\$125,000-\$149,999	95	8.0%	12,928	136,084	135,000	15	2	101.7%	100.1%	101.8%	100.8%
\$150,000-\$174,999	123	10.3%	20,056	163,060	164,000	13	3	100.7%	100.0%	100.2%	100.0%
\$175,000-\$199,999	141	11.8%	26,143	185,408	185,000	12	4	100.2%	100.0%	99.9%	100.0%
\$200,000-\$249,999	159	13.4%	35,595	223,871	224,600	25	4	100.0%	100.0%	99.3%	100.0%
\$250,000-\$299,999	117	9.8%	31,727	271,172	268,535	17	6	99.6%	100.0%	100.0%	100.0%
\$300,000-\$399,999	114	9.6%	39,274	344,508	340,000	37	9	99.2%	100.0%	99.5%	99.7%
\$400,000-\$499,999	41	3.4%	18,401	448,808	449,000	69	5	99.2%	100.0%	97.4%	98.9%
\$500,000-\$749,999	31	2.6%	18,414	594,002	600,000	101	46	97.8%	98.5%	95.4%	96.0%
\$750,000-\$999,999	4	0.3%	3,323	830,656	802,500	139	78	97.8%	97.5%	97.3%	97.2%
\$1,000,000 and up	5	0.4%	7,580	1,515,960	1,500,000	50	7	94.7%	94.7%	94.8%	94.7%
All price ranges	1,190	100.0%	241,896	203,274	177,000	30	6	99.1%	100.0%	98.3%	100.0%

# CLOSED LISTINGS ANALYSIS

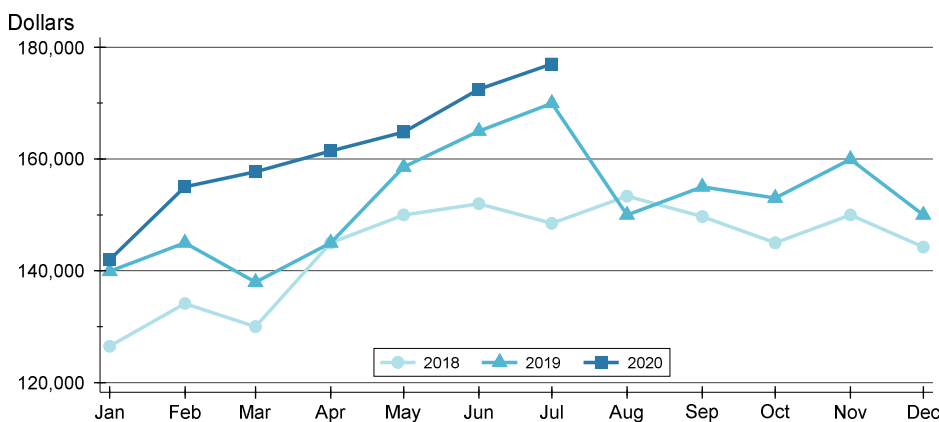
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 8/8/2020**

## AVERAGE PRICE >>



Month	2018	2019	2020
January	151,661	159,319	166,748
February	151,459	159,997	174,955
March	156,465	158,616	173,744
April	162,387	164,845	178,314
May	165,156	173,511	182,623
June	175,695	191,834	191,454
July	172,443	188,219	203,274
August	169,620	170,000	-
September	169,187	178,263	-
October	169,281	174,082	-
November	173,356	179,507	-
December	159,588	175,854	-

## MEDIAN PRICE >>

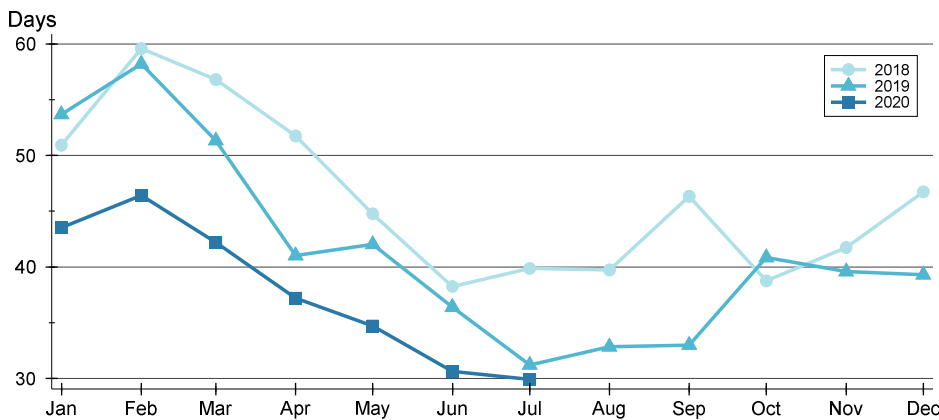


Month	2018	2019	2020
January	126,500	139,900	142,000
February	134,150	145,000	155,000
March	130,000	137,950	157,700
April	145,000	145,000	161,450
May	150,000	158,577	164,825
June	152,000	165,000	172,500
July	148,500	169,950	177,000
August	153,350	150,000	-
September	149,700	155,000	-
October	145,000	153,000	-
November	150,000	159,950	-
December	144,250	150,000	-

# CLOSED LISTINGS ANALYSIS

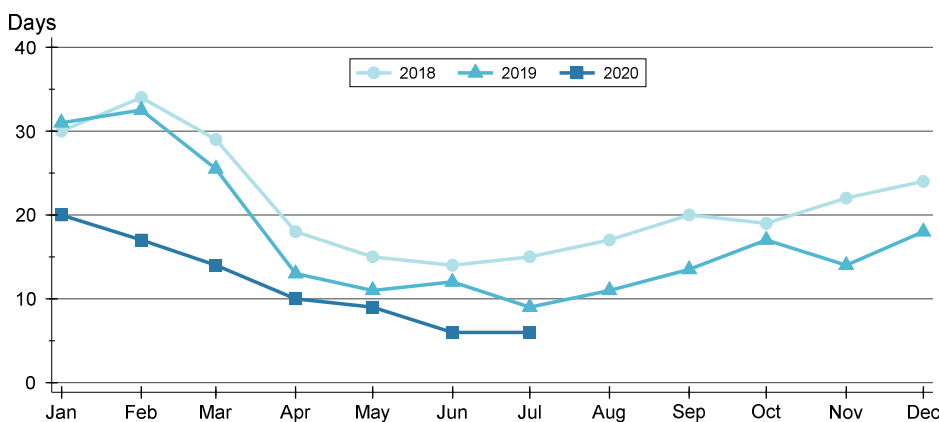
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 8/8/2020**

## AVERAGE DOM >>



Month	2018	2019	2020
January	51	54	44
February	60	58	46
March	57	51	42
April	52	41	37
May	45	42	35
June	38	36	31
July	40	31	30
August	40	33	33
September	46	33	33
October	39	41	40
November	42	40	40
December	47	39	39

## MEDIAN DOM >>

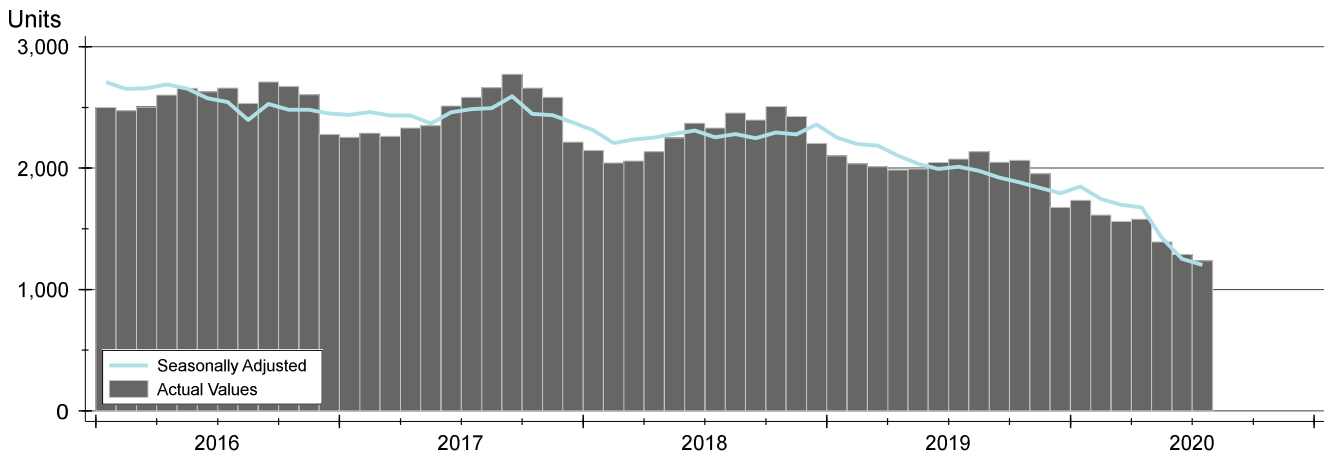


Month	2018	2019	2020
January	30	31	20
February	34	33	17
March	29	26	14
April	18	13	10
May	15	11	9
June	14	12	6
July	15	9	6
August	17	11	11
September	20	14	14
October	19	17	17
November	22	14	14
December	24	18	18

# ACTIVE LISTINGS ANALYSIS

**HISTORY** >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 8/8/2020**



**SUMMARY** >>

Summary Statistics for Active Listings		End of July		
		2020	2019	Change
Active Listings		<b>1,236</b>	2,074	-40.4%
Months' Supply		<b>1.4</b>	2.4	-41.9%
Volume (1,000s)		<b>364,314</b>	531,155	-31.4%
Average	List Price	<b>294,752</b>	256,102	15.1%
	Days on Market	<b>83</b>	82	0.6%
	Percent of Original	<b>98.2%</b>	97.4%	0.8%
Median	List Price	<b>244,700</b>	199,500	22.7%
	Days on Market	<b>31</b>	44	-29.5%
	Percent of Original	<b>100.0%</b>	100.0%	0.0%

A total of 1,236 homes were available for sale in South Central Kansas at the end of July. This represents a 1.4 months' supply of active listings.

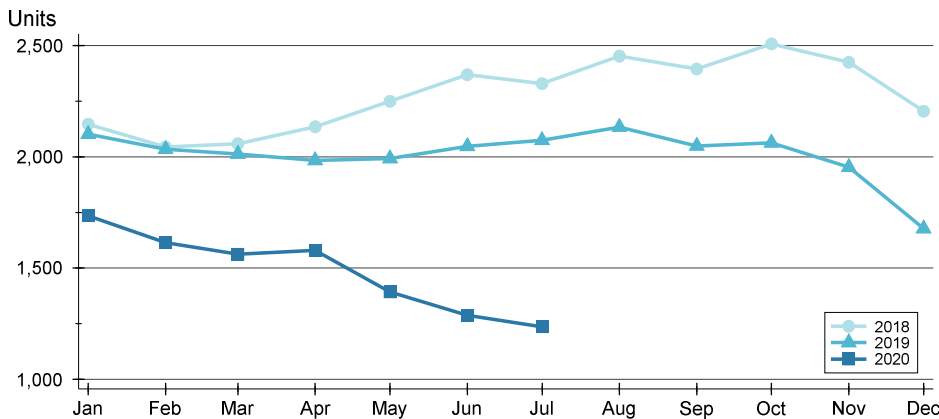
The median list price of homes on the market at the end of July was \$244,700, up 22.7% from 2019. The typical time on market for active listings was 31 days, down from 44 days a year earlier.



# ACTIVE LISTINGS ANALYSIS

## BY MONTH >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 8/8/2020**



Month	2018	2019	2020
January	2,147	2,102	1,735
February	2,044	2,034	1,614
March	2,059	2,012	1,562
April	2,135	1,984	1,579
May	2,250	1,992	1,393
June	2,369	2,047	1,288
July	2,329	2,074	1,236
August	2,453	2,134	
September	2,395	2,049	
October	2,508	2,063	
November	2,425	1,953	
December	2,205	1,677	

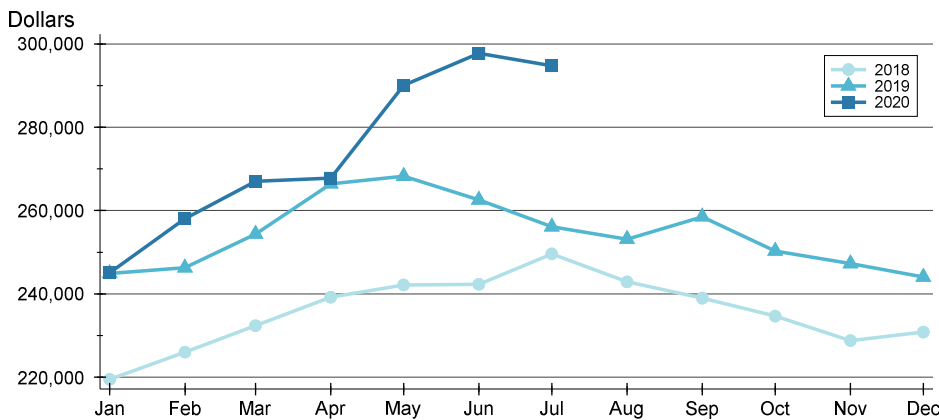
## BY PRICE RANGE >>

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	32	2.6%	415	1.7	12,964	14,625	142	46	92.6%	100.0%
\$25,000-\$49,999	63	5.1%	2,411	1.5	38,270	39,800	184	75	94.6%	100.0%
\$50,000-\$99,999	156	12.6%	11,603	0.8	74,380	74,950	95	44	97.6%	100.0%
\$100,000-\$124,999	50	4.0%	5,673	0.5	113,458	114,900	68	38	97.4%	100.0%
\$125,000-\$149,999	59	4.8%	7,981	0.6	135,268	135,000	61	15	98.9%	100.0%
\$150,000-\$174,999	55	4.4%	8,994	0.4	163,522	161,875	50	17	98.8%	100.0%
\$175,000-\$199,999	78	6.3%	14,576	0.6	186,875	186,000	55	23	98.4%	100.0%
\$200,000-\$249,999	127	10.3%	28,815	0.8	226,890	227,500	35	10	99.7%	100.0%
\$250,000-\$299,999	133	10.8%	36,906	1.1	277,490	279,000	44	18	99.6%	100.0%
\$300,000-\$399,999	240	19.4%	83,593	2.1	348,306	345,383	62	29	99.0%	100.0%
\$400,000-\$499,999	100	8.1%	44,958	2.4	449,580	449,434	91	37	98.8%	100.0%
\$500,000-\$749,999	64	5.2%	38,703	2.1	604,727	599,450	149	75	97.4%	100.0%
\$750,000-\$999,999	23	1.9%	20,617	5.8	896,402	899,900	213	152	95.1%	97.5%
\$1,000,000 and up	30	2.4%	51,405	6.0	1,713,498	1,512,500	246	155	96.7%	100.0%
All price ranges	1,236	100.0%	364,314	1.0	294,752	244,700	83	31	98.2%	100.0%

# ACTIVE LISTINGS ANALYSIS

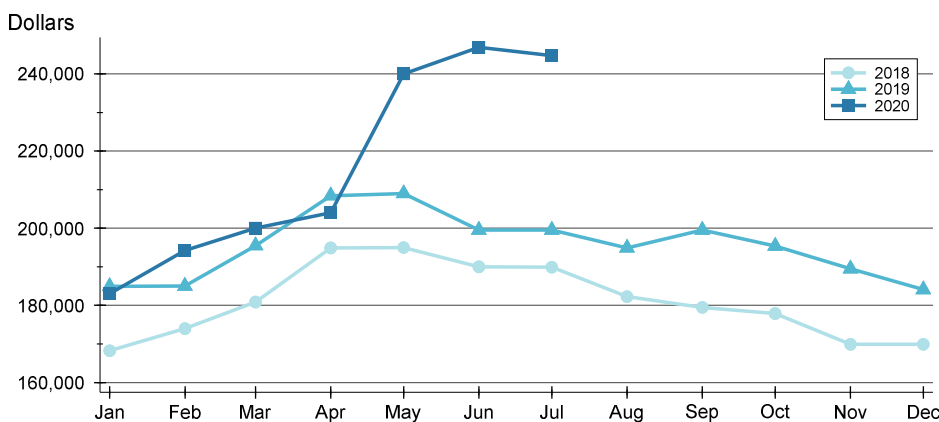
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 8/8/2020**

## AVERAGE PRICE >>



Month	2018	2019	2020
January	219,491	244,933	245,096
February	226,018	246,278	258,022
March	232,365	254,379	267,055
April	239,193	266,443	267,767
May	242,156	268,251	290,053
June	242,311	262,572	297,758
July	249,623	256,102	294,752
August	242,880	253,144	
September	238,982	258,524	
October	234,663	250,301	
November	228,794	247,242	
December	230,828	244,028	

## MEDIAN PRICE >>

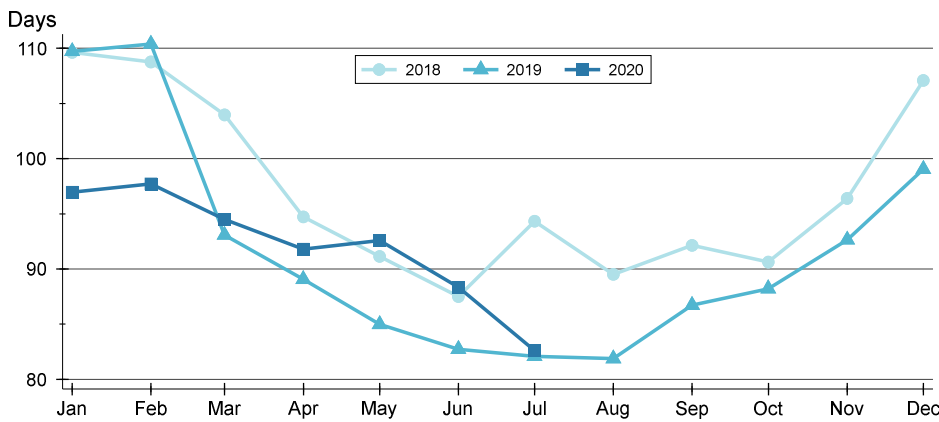


Month	2018	2019	2020
January	168,248	184,900	183,000
February	174,000	185,000	194,200
March	180,867	195,500	200,000
April	194,900	208,443	204,000
May	195,000	209,000	240,000
June	190,000	199,500	246,900
July	189,900	199,500	244,700
August	182,250	194,900	
September	179,500	199,500	
October	177,900	195,370	
November	169,900	189,500	
December	169,900	184,080	

# ACTIVE LISTINGS ANALYSIS

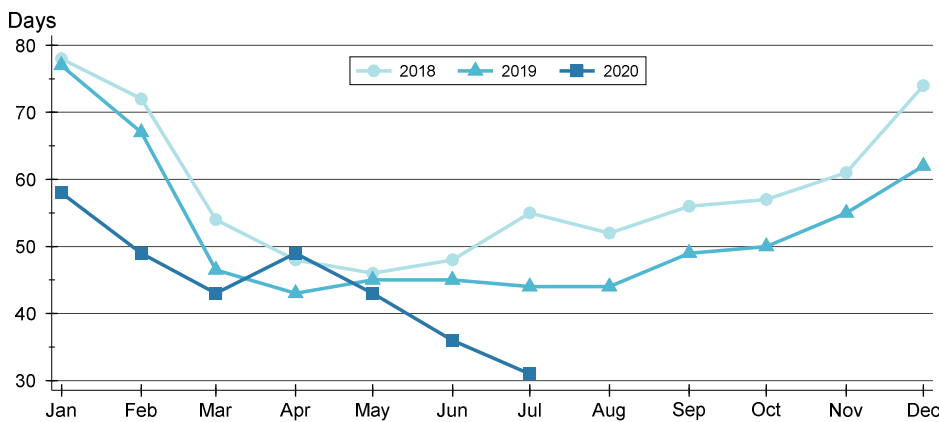
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 8/8/2020**

## AVERAGE DOM >>



Month	2018	2019	2020
January	110	110	97
February	109	110	98
March	104	93	94
April	95	89	92
May	91	85	93
June	87	83	88
July	94	82	83
August	90	82	83
September	92	87	88
October	91	88	93
November	96	93	94
December	107	99	99

## MEDIAN DOM >>

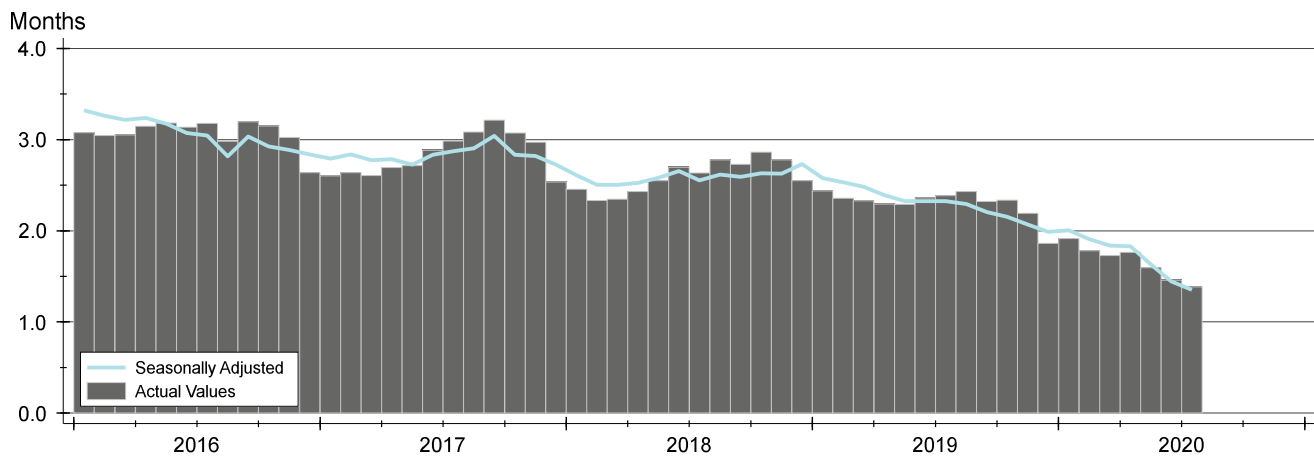


Month	2018	2019	2020
January	78	77	58
February	72	67	49
March	54	47	43
April	48	43	49
May	46	45	43
June	48	45	36
July	55	44	31
August	52	44	31
September	56	49	36
October	57	50	36
November	61	55	36
December	74	62	36

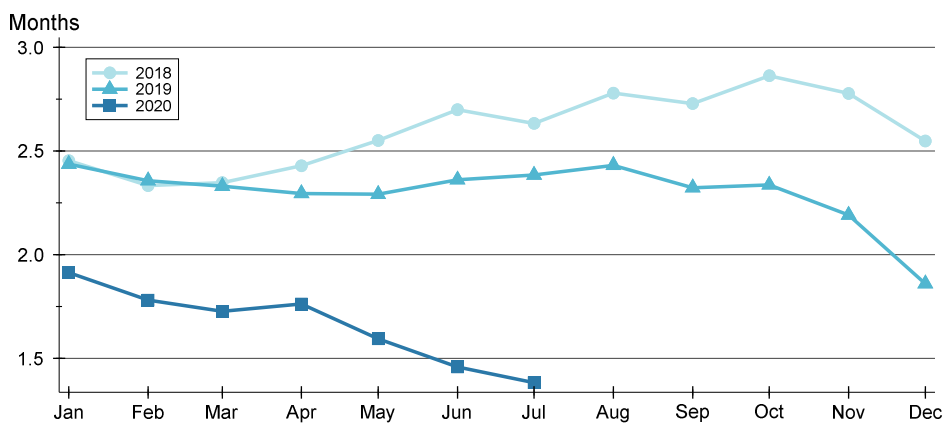
# MONTHS' SUPPLY ANALYSIS

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 8/8/2020**

**HISTORY** >>



**BY MONTH** >>

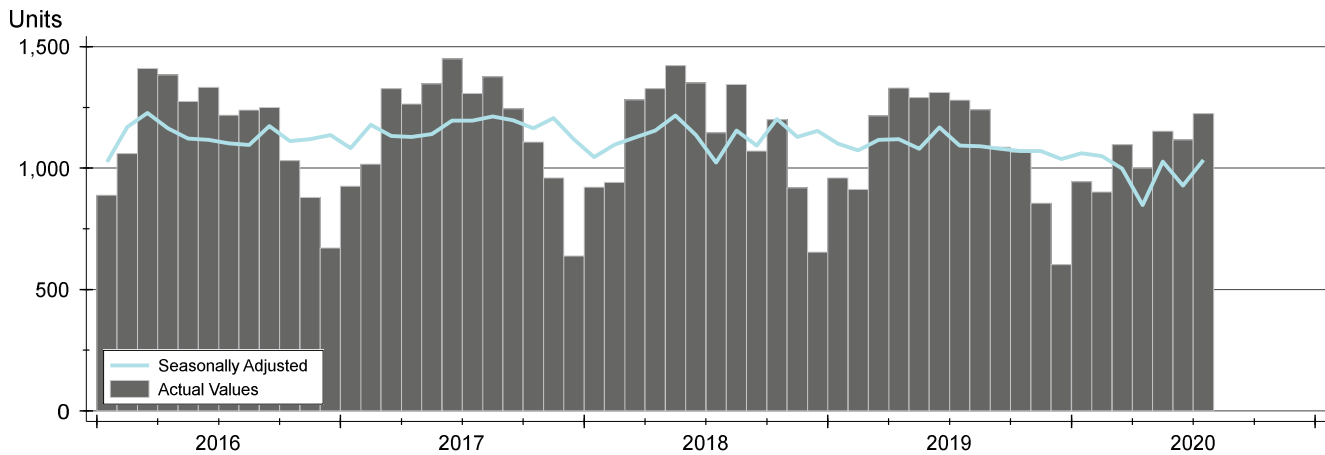


Month	2018	2019	2020
January	2.5	2.4	1.9
February	2.3	2.4	1.8
March	2.3	2.3	1.7
April	2.4	2.3	1.8
May	2.6	2.3	1.6
June	2.7	2.4	1.5
July	2.6	2.4	1.4
August	2.8	2.4	
September	2.7	2.3	
October	2.9	2.3	
November	2.8	2.2	
December	2.5	1.9	

# NEW LISTINGS ANALYSIS

**HISTORY** >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 8/8/2020**



**SUMMARY** >>

Summary Statistics for New Listings		July		
		2020	2019	Change
Current Month	New Listings	<b>1,224</b>	1,280	-4.4%
	Volume (1,000s)	<b>250,346</b>	233,770	7.1%
	Average List Price	<b>204,531</b>	182,632	12.0%
	Median List Price	<b>180,000</b>	158,900	13.3%
YTD	New Listings	<b>7,436</b>	8,299	-10.4%
	Volume (1,000s)	<b>1,505,496</b>	1,608,981	-6.4%
	Average List Price	<b>202,460</b>	193,877	4.4%
	Median List Price	<b>174,900</b>	160,000	9.3%

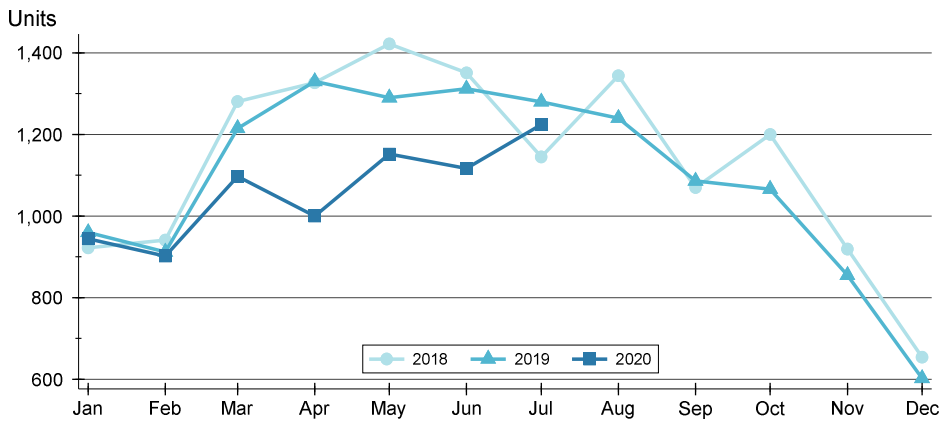
A total of 1,224 new listings were added in South Central Kansas during July, down 4.4% from the same month in 2019. Year-to-date South Central Kansas has seen 7,436 new listings.

The median list price of these homes was \$180,000 up from \$158,900 in 2019.

# NEW LISTINGS ANALYSIS

## BY MONTH >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 8/8/2020**



Month	2018	2019	2020
January	922	960	944
February	941	912	902
March	1,281	1,215	1,097
April	1,327	1,330	1,000
May	1,422	1,290	1,152
June	1,351	1,312	1,117
July	1,145	1,280	1,224
August	1,344	1,240	-
September	1,070	1,086	-
October	1,200	1,066	-
November	919	855	-
December	654	602	-

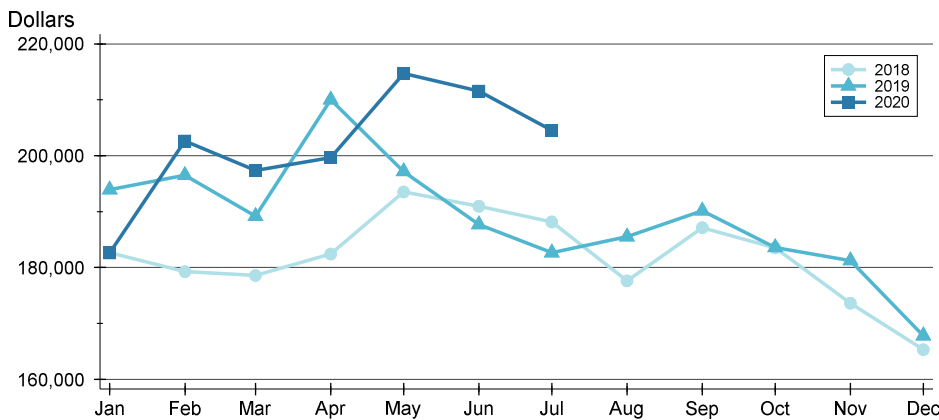
## BY PRICE RANGE >>

Price Range	New Listings			List Price	
	Number	Percent	Volume	Average	Median
Below \$25,000	23	1.9%	163	7,098	1,650
\$25,000-\$49,999	39	3.2%	1,433	36,740	35,000
\$50,000-\$99,999	185	15.1%	14,562	78,713	79,900
\$100,000-\$124,999	97	7.9%	10,946	112,847	114,900
\$125,000-\$149,999	109	8.9%	14,820	135,962	135,000
\$150,000-\$174,999	101	8.3%	16,464	163,007	162,000
\$175,000-\$199,999	136	11.1%	25,379	186,611	187,250
\$200,000-\$249,999	175	14.3%	39,244	224,253	224,900
\$250,000-\$299,999	118	9.6%	32,296	273,695	272,538
\$300,000-\$399,999	124	10.1%	42,230	340,568	335,000
\$400,000-\$499,999	43	3.5%	19,077	443,642	440,000
\$500,000-\$749,999	27	2.2%	16,090	595,932	575,000
\$750,000-\$999,999	6	0.5%	5,305	884,167	885,000
\$1,000,000 and up	3	0.2%	4,565	1,521,667	1,550,000
All price ranges	1,224	100.0%	250,346	204,531	180,000

# NEW LISTINGS ANALYSIS

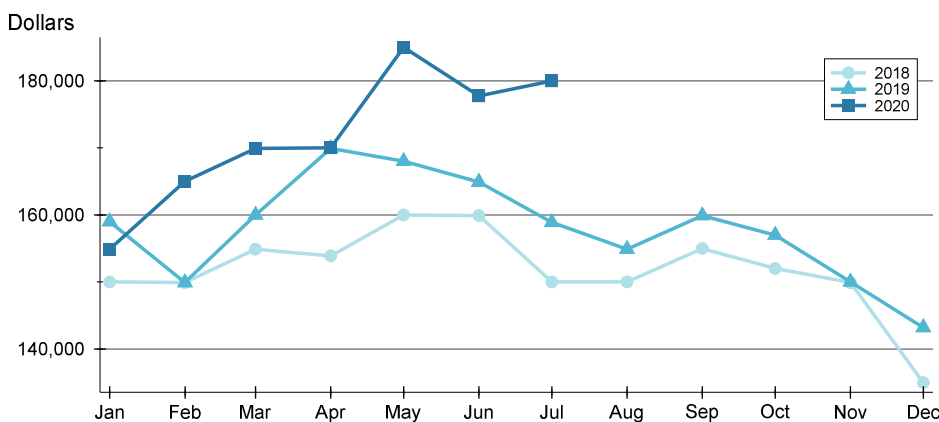
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 8/8/2020**

## AVERAGE PRICE >>



Month	2018	2019	2020
January	182,667	193,934	182,619
February	179,250	196,508	202,630
March	178,570	189,164	197,351
April	182,407	210,013	199,643
May	193,514	197,172	214,718
June	190,963	187,691	211,554
July	188,154	182,632	204,531
August	177,597	185,492	
September	187,139	190,157	
October	183,511	183,599	
November	173,602	181,244	
December	165,287	167,797	

## MEDIAN PRICE >>

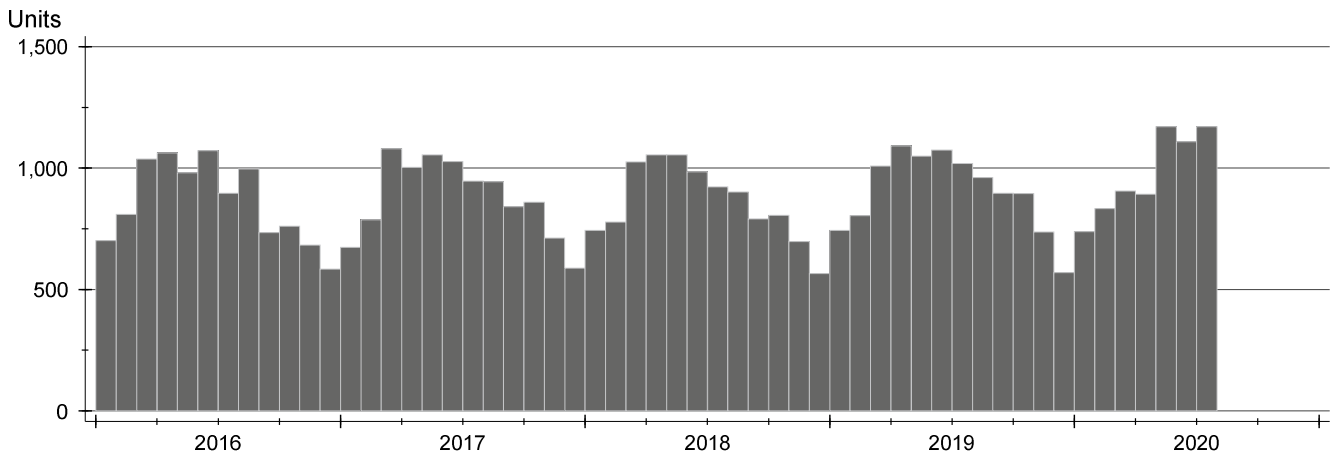


Month	2018	2019	2020
January	150,000	159,000	154,900
February	149,900	149,900	165,000
March	154,900	160,000	169,900
April	153,900	169,900	170,000
May	160,000	168,000	185,000
June	159,900	164,900	177,750
July	150,000	158,900	180,000
August	150,000	154,900	
September	155,000	159,900	
October	152,000	157,000	
November	149,900	150,000	
December	135,000	143,217	

# CONTRACTS WRITTEN ANALYSIS

**HISTORY** >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 8/8/2020**



**SUMMARY** >>

Summary Statistics		July			Year-to-Date		
for Contracts Written		2020	2019	Change	2020	2019	Change
Closed Listings		<b>1,171</b>	1,019	14.9%	<b>6,820</b>	6,789	0.5%
Volume (1,000s)		<b>234,257</b>	182,703	28.2%	<b>1,313,566</b>	1,222,262	7.5%
Average	Sale Price	<b>200,049</b>	179,296	11.6%	<b>192,605</b>	180,036	7.0%
	Days on Market	<b>27</b>	34	-21.3%	<b>35</b>	41	-15.8%
	Percent of Original	<b>98.2%</b>	96.4%	1.8%	<b>97.3%</b>	96.3%	1.0%
Median	Sale Price	<b>173,500</b>	159,900	8.5%	<b>169,900</b>	159,900	6.3%
	Days on Market	<b>6</b>	13	-53.8%	<b>8</b>	14	-42.9%
	Percent of Original	<b>100.0%</b>	98.6%	1.4%	<b>100.0%</b>	98.5%	1.6%

A total of 1,171 contracts for sale were written in South Central Kansas during the month of July, up from 1,019 in 2019. The median list price of these homes was \$173,500, up from \$159,900 the prior year.

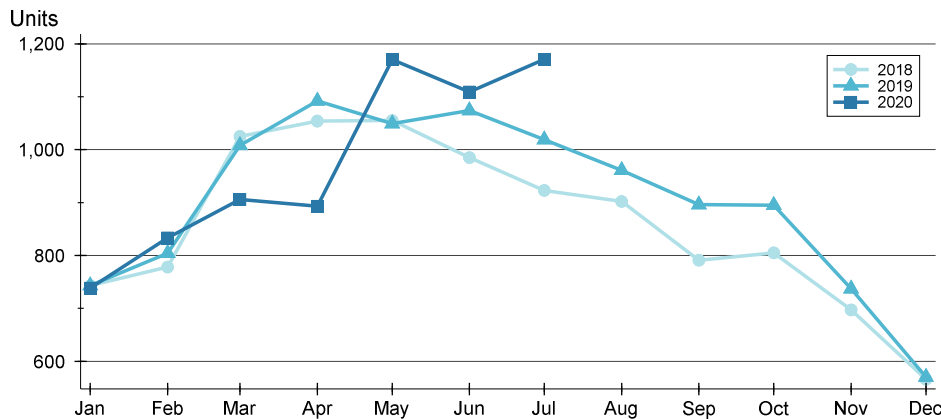
Half of the homes that went under contract in July were on the market less than 6 days, compared to 13 days in July 2019.



# CONTRACTS WRITTEN ANALYSIS

## BY MONTH >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 8/8/2020**



Month	2018	2019	2020
January	743	743	738
February	778	804	833
March	1,025	1,008	906
April	1,054	1,092	893
May	1,055	1,049	1,170
June	985	1,074	1,109
July	923	1,019	1,171
August	902	961	
September	791	896	
October	805	895	
November	697	737	
December	566	570	

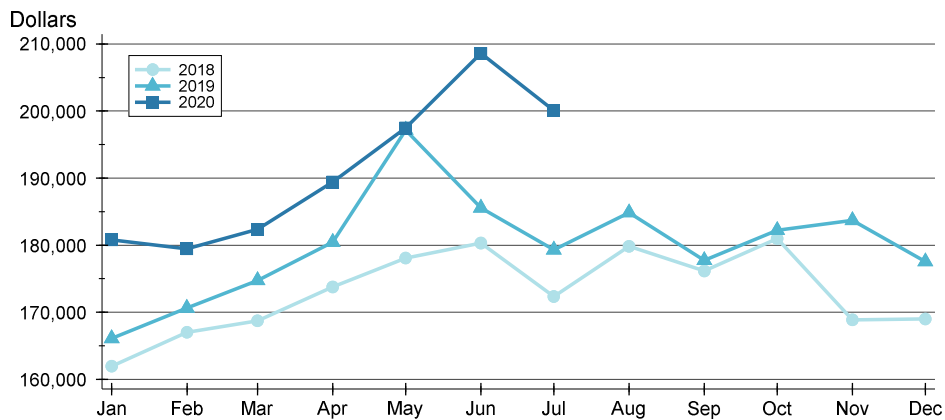
## BY PRICE RANGE >>

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	1.4%	281	17,560	19,950	79	69	79.0%	70.2%
\$25,000-\$49,999	49	4.2%	1,860	37,960	37,000	67	33	89.6%	97.0%
\$50,000-\$99,999	199	17.0%	15,637	78,576	79,900	26	6	97.2%	100.0%
\$100,000-\$124,999	92	7.9%	10,358	112,583	114,900	13	3	99.8%	100.0%
\$125,000-\$149,999	112	9.6%	15,401	137,505	138,000	17	3	99.2%	100.0%
\$150,000-\$174,999	102	8.7%	16,579	162,544	160,000	10	4	99.1%	100.0%
\$175,000-\$199,999	119	10.2%	22,220	186,719	187,900	16	3	99.8%	100.0%
\$200,000-\$249,999	158	13.5%	35,635	225,535	225,000	18	4	99.1%	100.0%
\$250,000-\$299,999	103	8.8%	27,995	271,797	273,375	33	7	99.0%	100.0%
\$300,000-\$399,999	108	9.2%	36,464	337,634	330,000	40	12	99.3%	100.0%
\$400,000-\$499,999	37	3.2%	16,331	441,375	449,000	50	13	98.2%	100.0%
\$500,000-\$749,999	24	2.0%	14,381	599,219	582,450	56	26	98.1%	100.0%
\$750,000-\$999,999	5	0.4%	4,470	893,980	895,000	95	118	98.1%	100.0%
\$1,000,000 and up	5	0.4%	8,244	1,648,800	1,500,000	68	47	98.0%	100.0%
All price ranges	1,171	100.0%	234,257	200,049	173,500	27	6	98.2%	100.0%

**CONTRACTS WRITTEN ANALYSIS**

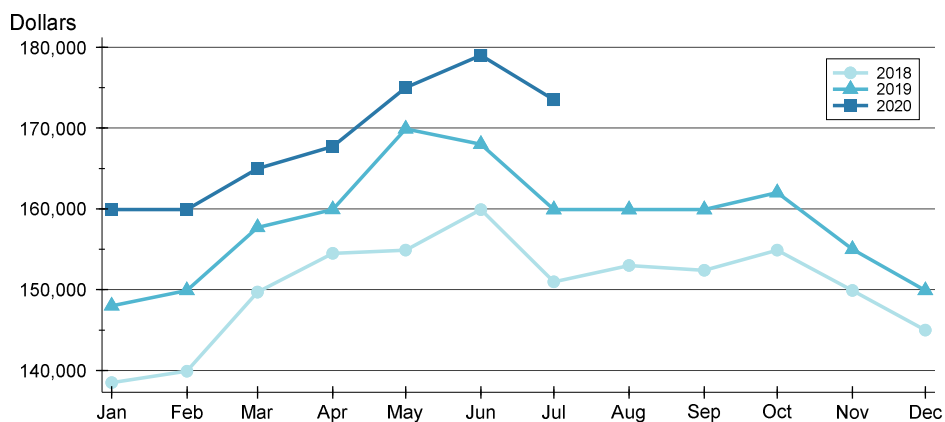
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 8/8/2020**

**AVERAGE PRICE** >>



Month	2018	2019	2020
January	161,962	166,076	180,794
February	167,014	170,621	179,470
March	168,727	174,748	182,384
April	173,771	180,439	189,409
May	178,081	197,173	197,476
June	180,310	185,554	208,601
July	172,342	179,296	200,049
August	179,829	184,857	
September	176,152	177,746	
October	180,967	182,230	
November	168,869	183,683	
December	168,982	177,551	

**MEDIAN PRICE** >>

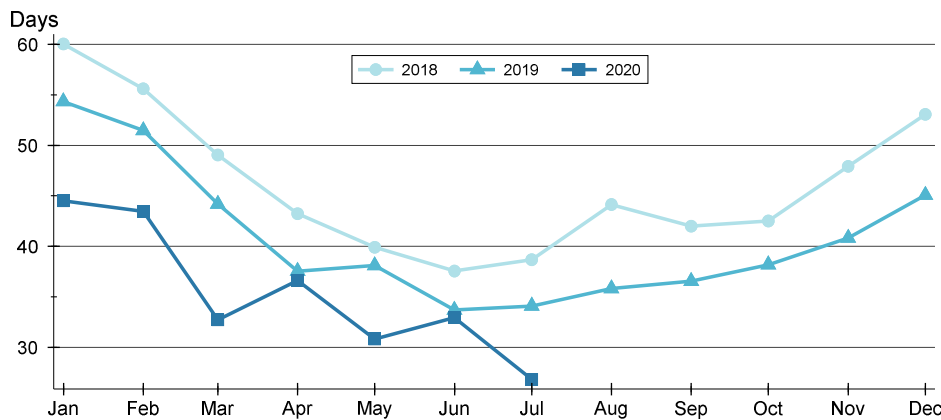


Month	2018	2019	2020
January	138,500	148,000	159,900
February	139,900	149,900	159,900
March	149,700	157,700	165,000
April	154,500	159,925	167,700
May	154,900	169,900	175,000
June	159,900	168,000	179,000
July	150,975	159,900	173,500
August	153,000	159,900	
September	152,400	159,900	
October	154,900	162,000	
November	149,900	155,000	
December	145,000	149,900	

**CONTRACTS WRITTEN ANALYSIS**

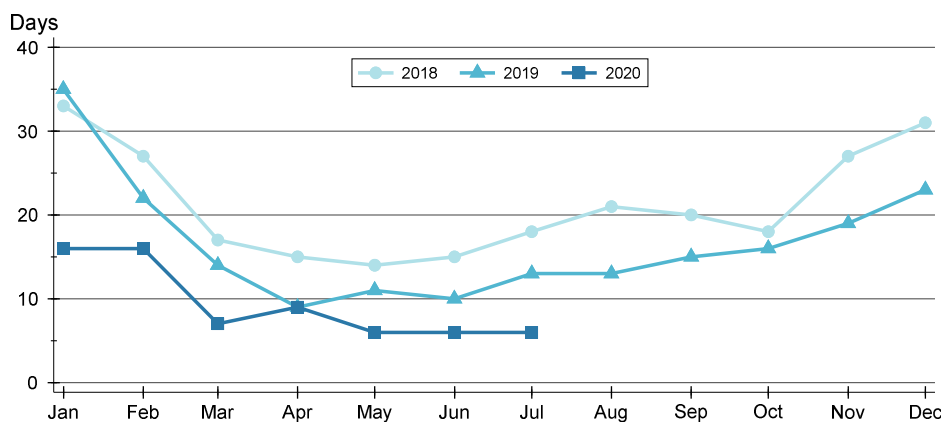
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 8/8/2020**

**AVERAGE DOM** >>



Month	2018	2019	2020
January	60	54	45
February	56	51	43
March	49	44	33
April	43	38	37
May	40	38	31
June	38	34	33
July	39	34	27
August	44	36	36
September	42	37	37
October	43	38	38
November	48	41	41
December	53	45	45

**MEDIAN DOM** >>

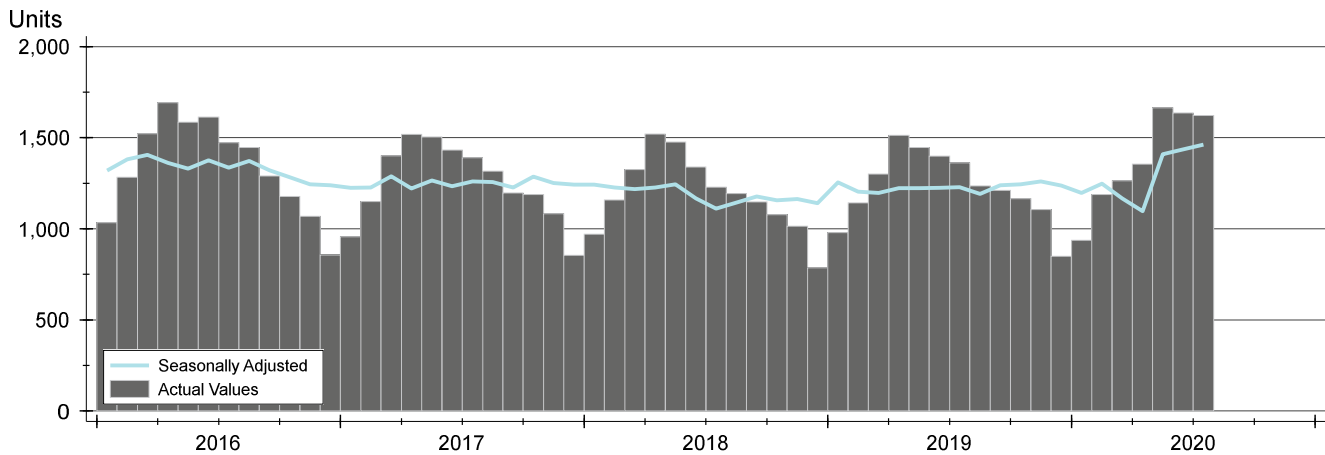


Month	2018	2019	2020
January	33	35	16
February	27	22	16
March	17	14	7
April	15	9	9
May	14	11	6
June	15	10	6
July	18	13	6
August	21	13	13
September	20	15	15
October	18	16	16
November	27	19	19
December	31	23	23

# PENDING CONTRACTS ANALYSIS

**HISTORY** >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 8/8/2020**



**SUMMARY** >>

Summary Statistics		End of July		
for Active Listings		2020	2019	Change
Active Listings		<b>1,623</b>	1,363	19.1%
Volume (1,000s)		<b>347,638</b>	264,925	31.2%
Average	List Price	<b>214,195</b>	194,369	10.2%
	Days on Market	<b>30</b>	36	-16.3%
	Percent of Original	<b>98.9%</b>	98.4%	0.4%
Median	List Price	<b>184,900</b>	166,250	11.2%
	Days on Market	<b>5</b>	11	-54.5%
	Percent of Original	<b>100.0%</b>	100.0%	0.0%

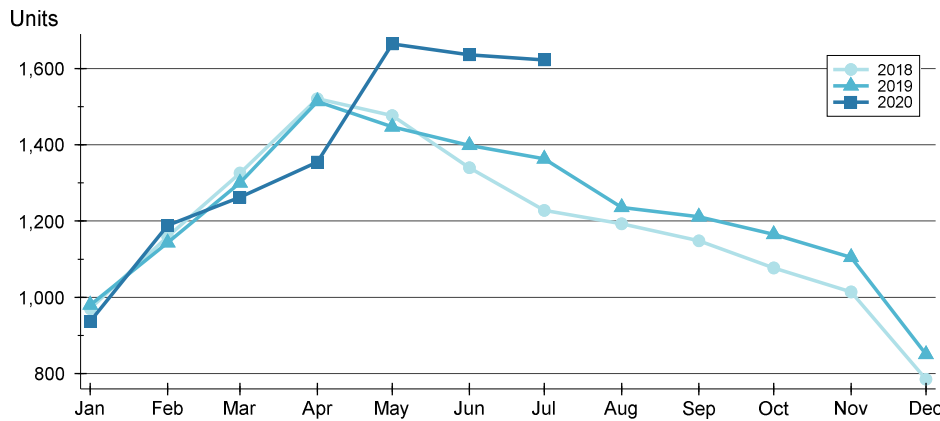
A total of 1,623 listings in South Central Kansas had contracts pending at the end of July, up from 1,363 contracts pending at the end of July 2019.

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

# PENDING CONTRACTS ANALYSIS

## BY MONTH >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 8/8/2020**



Month	2018	2019	2020
January	970	980	937
February	1,159	1,143	1,189
March	1,326	1,300	1,263
April	1,521	1,514	1,355
May	1,477	1,447	1,665
June	1,340	1,399	1,636
July	1,228	1,363	1,623
August	1,193	1,236	
September	1,148	1,211	
October	1,077	1,165	
November	1,014	1,105	
December	785	850	

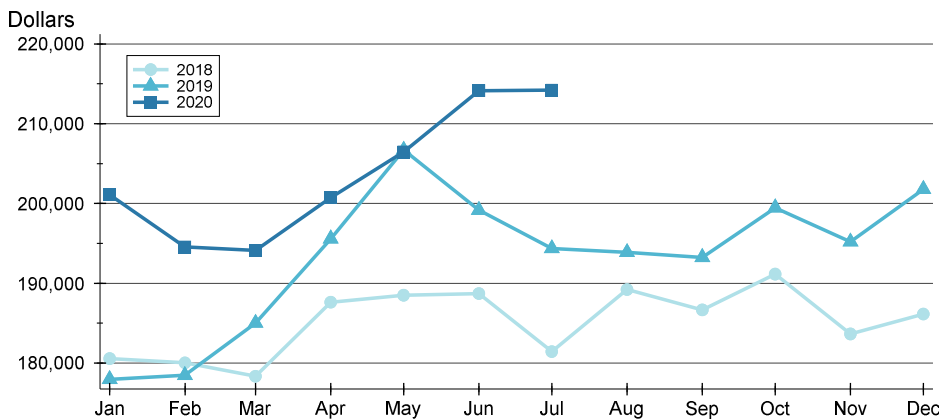
## BY PRICE RANGE >>

Price Range	Contracts Written			List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median
Below \$25,000	11	0.7%	179	16,287	20,000	120	80	81.3%	76.8%
\$25,000-\$49,999	45	2.8%	1,721	38,246	39,900	61	23	96.0%	100.0%
\$50,000-\$99,999	274	16.9%	21,529	78,573	79,900	42	7	98.0%	100.0%
\$100,000-\$124,999	112	6.9%	12,604	112,534	114,900	17	3	99.6%	100.0%
\$125,000-\$149,999	141	8.7%	19,382	137,461	137,000	17	4	98.9%	100.0%
\$150,000-\$174,999	143	8.8%	23,338	163,205	164,900	13	4	99.0%	100.0%
\$175,000-\$199,999	166	10.2%	30,974	186,588	185,000	18	3	99.9%	100.0%
\$200,000-\$249,999	232	14.3%	52,232	225,137	224,900	17	3	99.4%	100.0%
\$250,000-\$299,999	159	9.8%	43,512	273,661	274,772	33	4	99.5%	100.0%
\$300,000-\$399,999	169	10.4%	57,204	338,485	334,900	37	6	99.3%	100.0%
\$400,000-\$499,999	65	4.0%	28,891	444,477	446,574	38	7	99.7%	100.0%
\$500,000-\$749,999	44	2.7%	26,425	600,578	582,450	64	10	97.9%	100.0%
\$750,000-\$999,999	12	0.7%	10,132	844,339	839,500	135	82	95.9%	100.0%
\$1,000,000 and up	7	0.4%	10,304	1,472,042	1,149,000	95	47	98.9%	100.0%
All price ranges	1,623	100.0%	347,638	214,195	184,900	30	5	98.9%	100.0%

# PENDING CONTRACTS ANALYSIS

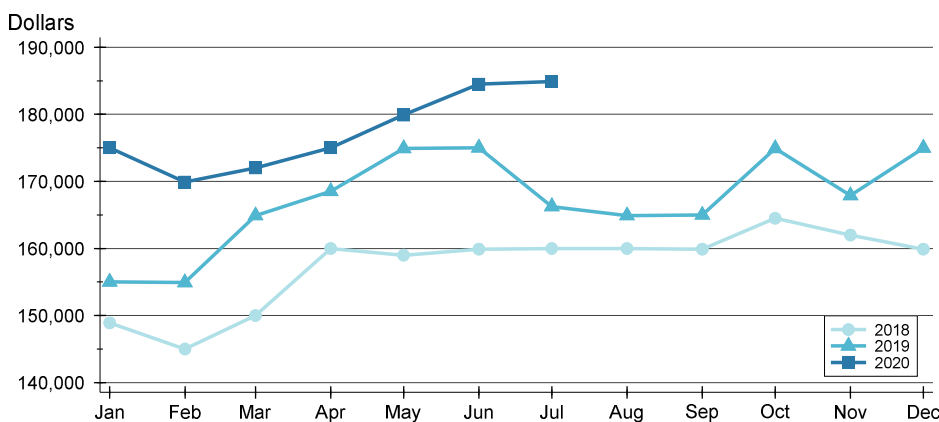
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 8/8/2020**

## AVERAGE PRICE >>



Month	2018	2019	2020
January	180,564	177,966	201,113
February	180,022	178,468	194,555
March	178,347	185,022	194,112
April	187,633	195,583	200,722
May	188,503	206,721	206,461
June	188,722	199,174	214,154
July	181,440	194,369	214,195
August	189,213	193,882	-
September	186,663	193,256	-
October	191,150	199,471	-
November	183,647	195,210	-
December	186,152	201,795	-

## MEDIAN PRICE >>

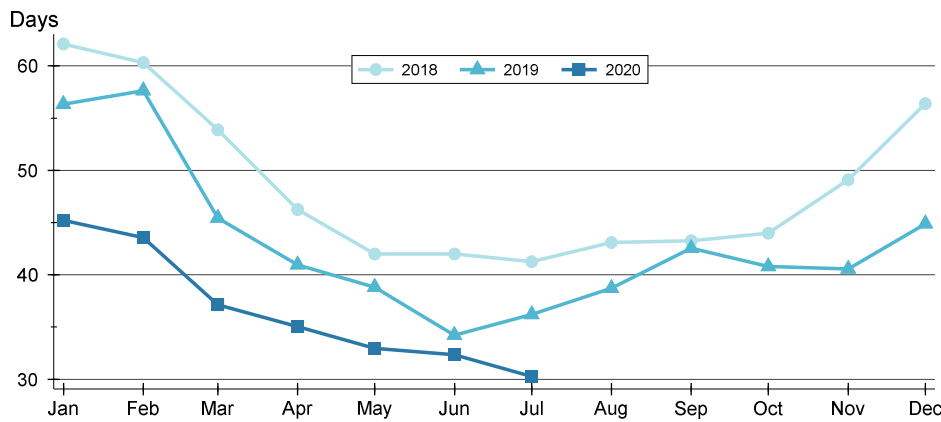


Month	2018	2019	2020
January	148,900	155,000	175,000
February	145,000	154,900	169,900
March	150,000	164,900	172,000
April	160,000	168,500	175,000
May	159,000	174,900	179,900
June	159,900	175,000	184,500
July	160,000	166,250	184,900
August	160,000	164,900	-
September	159,900	165,000	-
October	164,500	174,900	-
November	162,000	167,900	-
December	159,900	174,975	-

**PENDING CONTRACTS ANALYSIS**

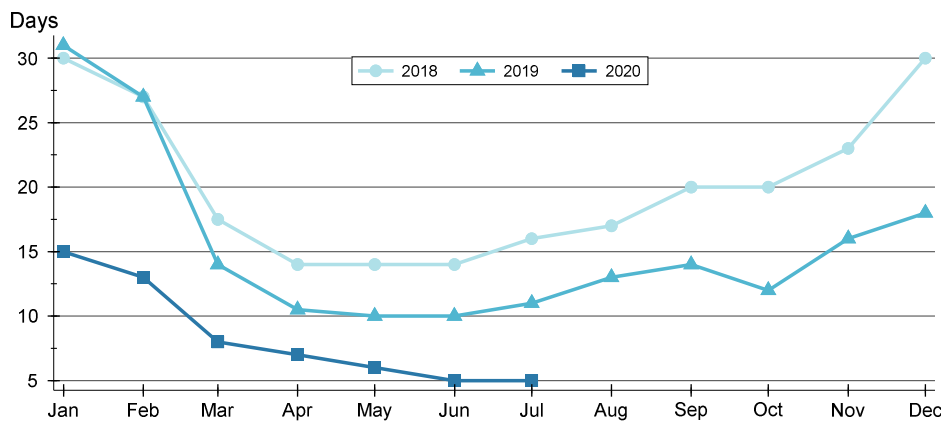
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 8/8/2020**

**AVERAGE DOM** >>



Month	2018	2019	2020
January	62	56	45
February	60	58	44
March	54	45	37
April	46	41	35
May	42	39	33
June	42	34	32
July	41	36	30
August	43	39	
September	43	43	
October	44	41	
November	49	41	
December	56	45	

**MEDIAN DOM** >>



Month	2018	2019	2020
January	30	31	15
February	27	27	13
March	18	14	8
April	14	11	7
May	14	10	6
June	14	10	5
July	16	11	5
August	17	13	
September	20	14	
October	20	12	
November	23	16	
December	30	18	