

**MARKET OVERVIEW** >>

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

Total home sales in South Central Kansas rose by 2.8% last month to 911 units, compared to 886 units in November 2019. Total sales volume was \$179.4 million, up 12.8% from a year earlier.

The median sale price in November was \$172,000, up from \$159,950 a year earlier. Homes that sold in November 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 November**

The total number of active listings in South Central Kansas at the end of November was 1,208 units, down from 1,953 at the same point in 2019. This represents a 1.3 months' supply of homes available for sale. The median list price of homes on the market at the end of November was \$220,675.

During November, a total of 852 contracts were written up from 740 in November 2019. At the end of the month, there were 1,378 contracts pending, compared to 1,105 at the end of November 2019.

**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				
Current Month		November		
Summary Statistics		2020	2019	Change
Home Sales		911	886	2.8%
Active Listings		1,208	1,953	-38.1%
Months' Supply		1.3	2.2	-41.0%
New Listings		824	861	-4.3%
Contracts Written		852	740	15.1%
Pending Contracts		1,378	1,105	24.7%
Sales Volume (1,000s)		179,387	159,043	12.8%
Average	Sale Price	196,913	179,507	9.7%
	List Price of Actives	276,630	247,242	11.9%
	Days on Market	25	40	-37.8%
	Percent of List	99.0%	98.4%	0.6%
	Percent of Original	98.0%	96.4%	1.7%
Median	Sale Price	172,000	159,950	7.5%
	List Price of Actives	220,675	189,500	16.5%
	Days on Market	6	14	-57.1%
	Percent of List	100.0%	100.0%	0.0%
	Percent of Original	100.0%	98.2%	1.8%

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# THREE-YEAR COMPARISONS

## SUMMARY >>

### BREAKDOWNS BY HOME TYPE ENTIRE MLS SYSTEM AS OF 12/9/2020

November MLS Statistics By Property Type		2020			2019			2018		
		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		<b>911</b>	<b>835</b>	<b>76</b>	886	815	71	784	723	61
Change from prior year		2.8%	2.5%	7.0%	13.0%	12.7%	16.4%	-4.0%	-5.4%	15.1%
Active Listings		<b>1,208</b>	<b>1,017</b>	<b>191</b>	1,953	1,674	279	2,425	2,149	276
Change from prior year		-38.1%	-39.2%	-31.5%	-19.5%	-22.1%	1.1%	-6.2%	-5.6%	-10.1%
Months' Supply		<b>1.3</b>	<b>1.2</b>	<b>2.6</b>	2.2	2.0	4.6	2.8	2.7	4.4
Change from prior year		-41.0%	-41.4%	-42.8%	-21.1%	-24.0%	3.9%	-6.5%	-5.3%	-18.4%
New Listings		<b>824</b>	<b>781</b>	<b>43</b>	861	791	70	920	841	79
Change from prior year		-4.3%	-1.3%	-38.6%	-6.4%	-5.9%	-11.4%	-4.2%	-5.5%	12.9%
Contracts Written		<b>852</b>	<b>806</b>	<b>46</b>	740	677	63	697	646	51
Change from prior year		15.1%	19.1%	-27.0%	6.2%	4.8%	23.5%	-2.1%	-2.0%	-3.8%
Pending Contracts		<b>1,378</b>	<b>1,139</b>	<b>239</b>	1,105	925	180	1,014	850	164
Change from prior year		24.7%	23.1%	32.8%	9.0%	8.8%	9.8%	-6.4%	-6.5%	-5.7%
Sales Volume (1,000s)		<b>179,387</b>	<b>154,449</b>	<b>24,938</b>	159,043	137,260	21,783	135,911	116,350	19,562
Change from prior year		12.8%	12.5%	14.5%	17.0%	18.0%	11.4%	7.9%	7.9%	7.9%
Average	Sale Price	<b>196,913</b>	<b>184,969</b>	<b>328,137</b>	179,507	168,418	306,798	173,356	160,926	320,681
	Change from prior year	9.7%	9.8%	7.0%	3.5%	4.7%	-4.3%	12.5%	14.0%	-6.2%
	List Price of Actives	<b>276,630</b>	<b>265,633</b>	<b>332,188</b>	247,242	231,808	336,414	228,794	216,531	322,188
	Change from prior year	11.9%	14.6%	-1.3%	8.1%	7.1%	4.4%	8.3%	9.9%	2.3%
	Days on Market	<b>25</b>	<b>22</b>	<b>57</b>	40	35	93	42	40	58
	Change from prior year	-37.9%	-38.1%	-38.6%	-5.2%	-13.5%	60.4%	-13.6%	-13.9%	-15.0%
Percent of List	<b>99.0%</b>	<b>98.7%</b>	<b>102.3%</b>	98.4%	98.1%	101.9%	97.4%	97.1%	101.5%	
	Change from prior year	0.6%	0.6%	0.5%	1.0%	1.1%	0.3%	0.3%	0.2%	0.3%
	Percent of Original	<b>98.0%</b>	<b>97.5%</b>	<b>102.7%</b>	96.4%	95.8%	102.4%	95.2%	94.6%	101.8%
Change from prior year	1.7%	1.8%	0.3%	1.2%	1.3%	0.6%	1.1%	1.0%	0.6%	
Median	Sale Price	<b>172,000</b>	<b>161,000</b>	<b>326,373</b>	159,950	153,000	299,225	150,000	140,500	303,825
	Change from prior year	7.5%	5.2%	9.1%	6.6%	8.9%	-1.5%	10.0%	9.1%	0.9%
	List Price of Actives	<b>220,675</b>	<b>184,900</b>	<b>309,295</b>	189,500	165,000	296,072	169,900	152,000	288,047
	Change from prior year	16.5%	12.1%	4.5%	11.5%	8.6%	2.8%	6.9%	8.6%	6.7%
	Days on Market	<b>6</b>	<b>6</b>	<b>1</b>	14	15	1	22	23	0
	Change from prior year	-57.1%	-60.0%	-50.0%	-36.4%	-34.8%	N/A	-18.5%	-17.9%	-100.0%
Percent of List	<b>100.0%</b>	<b>100.0%</b>	<b>100.2%</b>	100.0%	99.5%	100.0%	98.8%	98.3%	100.0%	
Change from prior year	0.0%	0.5%	0.2%	1.2%	1.2%	0.0%	-0.3%	-0.4%	0.0%	
Percent of Original	<b>100.0%</b>	<b>100.0%</b>	<b>101.0%</b>	98.2%	97.8%	100.0%	96.8%	96.6%	100.0%	
Change from prior year	1.8%	2.3%	1.0%	1.4%	1.2%	0.0%	0.1%	0.2%	0.0%	

# YEAR-TO-DATE STATISTICS

## SUMMARY >>

### YTD BREAKDOWNS BY HOME TYPE ENTIRE MLS SYSTEM AS OF 12/9/2020

Year-to-Date Activity		2020			2019			2018		
By Property Type		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		<b>10,360</b>	<b>9,560</b>	<b>800</b>	9,970	9,295	675	9,658	8,970	688
Change from prior year		3.9%	2.9%	18.5%	3.2%	3.6%	-1.9%	0.0%	-0.7%	11.3%
New Listings		<b>11,907</b>	<b>11,075</b>	<b>832</b>	12,563	11,636	927	12,923	12,054	869
Change from prior year		-5.2%	-4.8%	-10.2%	-2.8%	-3.5%	6.7%	-3.0%	-2.4%	-10.9%
Contracts Written		<b>10,828</b>	<b>10,023</b>	<b>805</b>	10,285	9,555	730	9,758	9,071	687
Change from prior year		5.3%	4.9%	10.3%	5.4%	5.3%	6.3%	-1.7%	-1.8%	-0.9%
Sales Volume (1,000s)		<b>1,986,177</b>	<b>1,725,326</b>	<b>260,851</b>	1,733,997	1,517,186	216,811	1,605,594	1,390,093	215,501
Change from prior year		14.5%	13.7%	20.3%	8.0%	9.1%	0.6%	5.1%	3.6%	15.6%
Average	Sale Price	<b>191,716</b>	<b>180,473</b>	<b>326,064</b>	173,922	163,226	321,202	166,245	154,971	313,229
	Change from prior year	10.2%	10.6%	1.5%	4.6%	5.3%	2.5%	5.1%	4.4%	3.9%
	Days on Market	<b>32</b>	<b>31</b>	<b>51</b>	40	38	69	45	42	92
	Change from prior year	-20.3%	-20.1%	-26.0%	-10.7%	-7.9%	-25.8%	-4.8%	-7.2%	7.1%
Median	Percent of List	<b>98.7%</b>	<b>98.5%</b>	<b>101.6%</b>	98.0%	97.6%	102.3%	97.7%	97.4%	101.7%
	Change from prior year	0.8%	0.9%	-0.6%	0.2%	0.2%	0.6%	0.3%	0.3%	0.2%
	Percent of Original	<b>97.4%</b>	<b>97.0%</b>	<b>102.6%</b>	96.2%	95.7%	102.9%	95.8%	95.2%	102.3%
	Change from prior year	1.3%	1.4%	-0.3%	0.4%	0.4%	0.6%	0.6%	0.6%	0.2%
Median	Sale Price	<b>169,900</b>	<b>160,000</b>	<b>297,880</b>	154,500	146,500	285,000	145,000	138,500	280,300
	Change from prior year	10.0%	9.2%	4.5%	6.6%	5.8%	1.7%	4.3%	4.9%	4.9%
	Days on Market	<b>8</b>	<b>8</b>	<b>0</b>	15	15	2	19	19	18
	Change from prior year	-46.7%	-46.7%	-100.0%	-21.1%	-21.1%	-88.9%	-9.5%	-9.5%	0.0%
Median	Percent of List	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	99.7%	99.2%	100.0%	99.1%	98.8%	100.0%
	Change from prior year	0.3%	0.8%	0.0%	0.5%	0.4%	0.0%	0.1%	0.0%	0.0%
	Percent of Original	<b>100.0%</b>	<b>99.5%</b>	<b>100.8%</b>	98.2%	97.8%	100.7%	97.8%	97.4%	100.6%
	Change from prior year	1.8%	1.7%	0.1%	0.5%	0.4%	0.1%	0.3%	0.3%	0.6%



NOVEMBER 2020 >>

# SOUTH CENTRAL KANSAS MLS STATISTICS

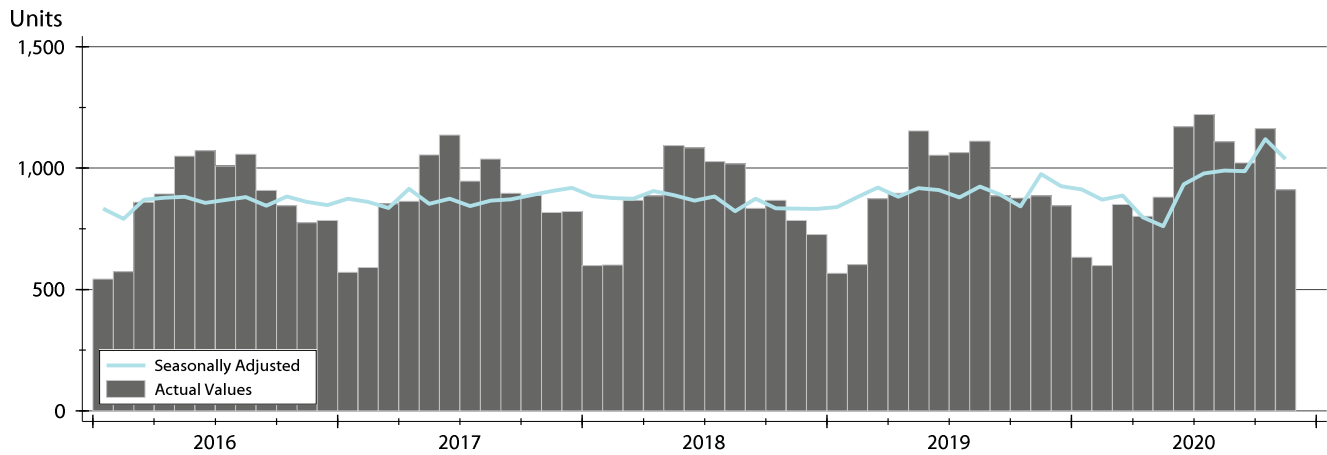


South Central Kansas MLS

## CLOSED LISTINGS ANALYSIS

HISTORY >>

ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 12/9/2020



SUMMARY >>

Summary Statistics for Closed Listings		November			Year-to-Date		
		2020	2019	Change	2020	2019	Change
Closed Listings		<b>911</b>	886	2.8%	<b>10,360</b>	9,970	3.9%
Volume (1,000s)		<b>179,387</b>	159,043	12.8%	<b>1,986,177</b>	1,733,997	14.5%
Average	Sale Price	<b>196,913</b>	179,507	9.7%	<b>191,716</b>	173,922	10.2%
	Days on Market	<b>25</b>	40	-37.9%	<b>32</b>	40	-20.3%
	Percent of List	<b>99.0%</b>	98.4%	0.6%	<b>98.7%</b>	98.0%	0.8%
	Percent of Original	<b>98.0%</b>	96.4%	1.7%	<b>97.4%</b>	96.2%	1.3%
Median	Sale Price	<b>172,000</b>	159,950	7.5%	<b>169,900</b>	154,500	10.0%
	Days on Market	<b>6</b>	14	-57.1%	<b>8</b>	15	-46.7%
	Percent of List	<b>100.0%</b>	100.0%	0.0%	<b>100.0%</b>	99.7%	0.3%
	Percent of Original	<b>100.0%</b>	98.2%	1.8%	<b>100.0%</b>	98.2%	1.8%

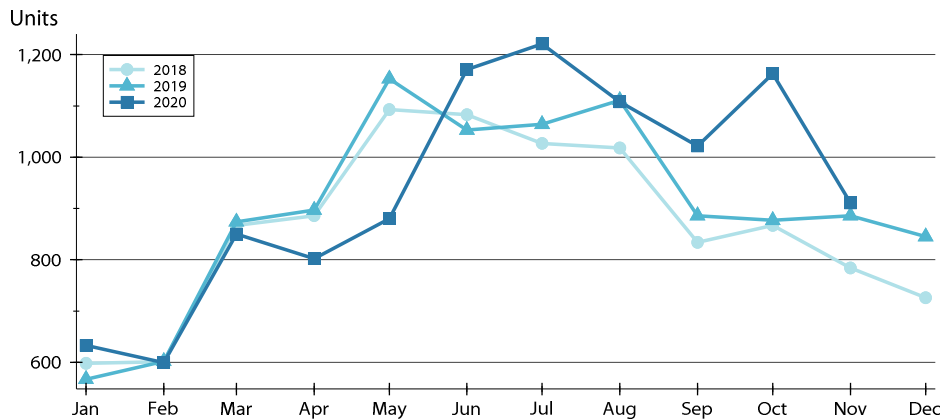
A total of 911 homes sold in South Central Kansas in November, up from 886 units in November 2019. Total sales volume rose to \$179.4 million compared to \$159.0 million in the previous year.

The median sales price in November was \$172,000, up 7.5% compared to the prior year. Median days on market was 6 days, the same as October, and down from 14 in November 2019.

# CLOSED LISTINGS ANALYSIS

## BY MONTH >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 12/9/2020**



Month	2018	2019	2020
January	598	567	633
February	601	602	599
March	867	874	850
April	886	897	802
May	1,093	1,153	880
June	1,083	1,053	1,171
July	1,027	1,064	1,221
August	1,018	1,111	1,108
September	834	886	1,022
October	867	877	1,163
November	784	886	911
December	726	845	

## BY PRICE RANGE >>

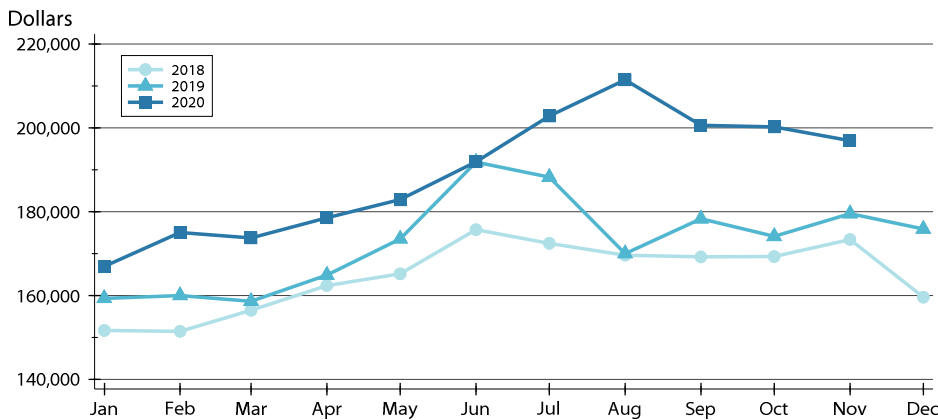
Price Range	Sales			Sale Price		Days on Market		Price as % of List		Price as % of Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median	Average	Median
Below \$25,000	9	1.0%	132	14,666	14,410	17	9	96.2%	100.0%	95.2%	100.0%
\$25,000-\$49,999	51	5.6%	1,873	36,732	37,000	58	30	87.2%	87.5%	83.0%	83.6%
\$50,000-\$99,999	148	16.2%	11,520	77,840	78,600	31	12	97.5%	100.0%	95.4%	97.6%
\$100,000-\$124,999	78	8.6%	8,784	112,619	112,750	12	6	100.2%	100.0%	100.1%	100.0%
\$125,000-\$149,999	90	9.9%	12,342	137,134	137,050	11	3	100.8%	100.0%	100.2%	100.0%
\$150,000-\$174,999	87	9.5%	14,152	162,672	162,500	13	4	100.6%	100.0%	99.7%	100.0%
\$175,000-\$199,999	95	10.4%	17,830	187,687	187,000	14	3	100.2%	100.0%	99.6%	100.0%
\$200,000-\$249,999	130	14.3%	29,021	223,237	224,505	17	7	99.8%	100.0%	98.8%	100.0%
\$250,000-\$299,999	79	8.7%	21,320	269,871	265,000	25	5	99.7%	100.0%	98.7%	100.0%
\$300,000-\$399,999	84	9.2%	28,702	341,689	338,850	39	4	100.4%	100.0%	100.6%	100.0%
\$400,000-\$499,999	35	3.8%	15,602	445,773	448,200	42	10	99.6%	99.4%	99.1%	100.0%
\$500,000-\$749,999	17	1.9%	9,888	581,638	579,000	58	27	99.1%	98.3%	96.9%	98.7%
\$750,000-\$999,999	6	0.7%	5,295	882,552	898,906	59	53	97.1%	97.3%	92.4%	92.9%
\$1,000,000 and up	2	0.2%	2,925	1,462,500	1,462,500	53	53	95.9%	95.9%	93.0%	93.0%
All price ranges	911	100.0%	179,387	196,913	172,000	25	6	99.0%	100.0%	98.0%	100.0%



# CLOSED LISTINGS ANALYSIS

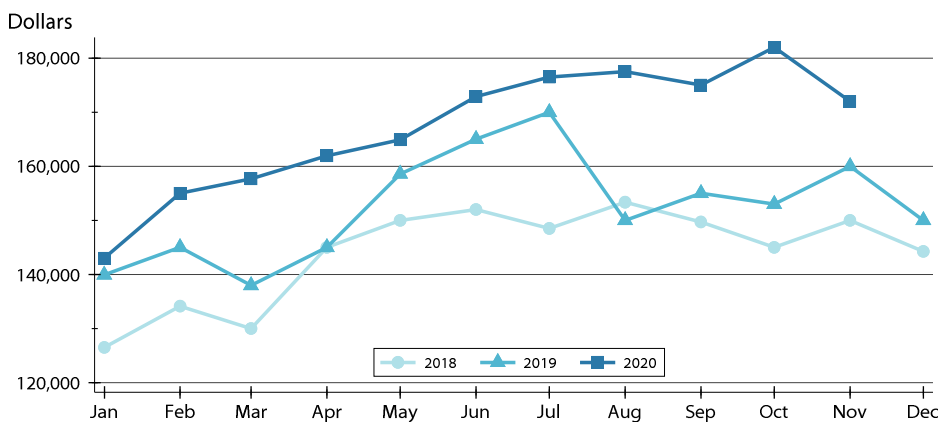
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 12/9/2020**

## AVERAGE PRICE >>



Month	2018	2019	2020
January	151,661	159,319	166,924
February	151,459	159,997	175,005
March	156,465	158,616	173,744
April	162,387	164,845	178,514
May	165,156	173,511	182,842
June	175,695	191,834	191,924
July	172,443	188,219	202,844
August	169,620	170,000	211,453
September	169,187	178,263	200,571
October	169,281	174,082	200,224
November	173,356	179,507	196,913
December	159,588	175,854	

## MEDIAN PRICE >>



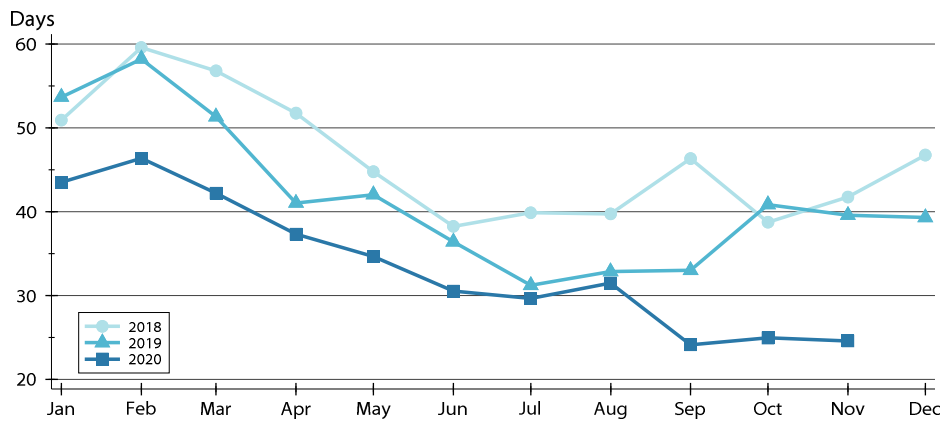
Month	2018	2019	2020
January	126,500	139,900	143,000
February	134,150	145,000	155,000
March	130,000	137,950	157,700
April	145,000	145,000	161,950
May	150,000	158,577	164,900
June	152,000	165,000	172,900
July	148,500	169,950	176,500
August	153,350	150,000	177,500
September	149,700	155,000	175,000
October	145,000	153,000	182,000
November	150,000	159,950	172,000
December	144,250	150,000	



# CLOSED LISTINGS ANALYSIS

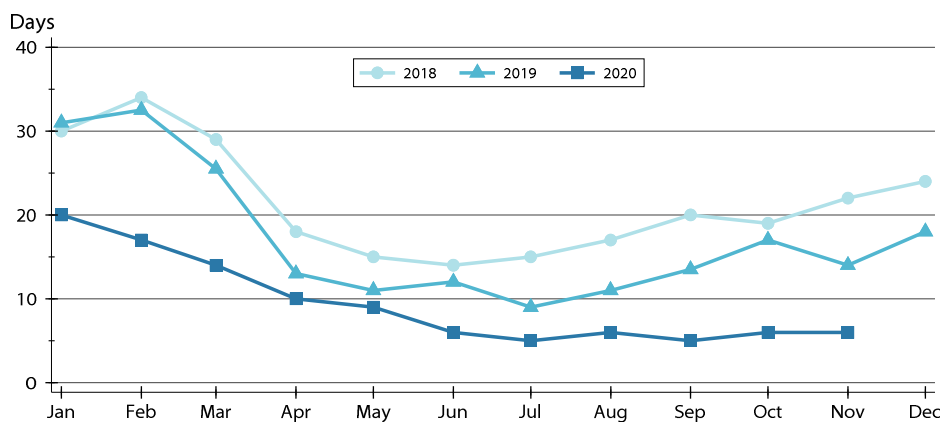
ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 12/9/2020

## AVERAGE DOM >>



Month	2018	2019	2020
January	51	54	43
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	31
September	46	33	24
October	39	41	25
November	42	40	25
December	47	39	

## MEDIAN DOM >>

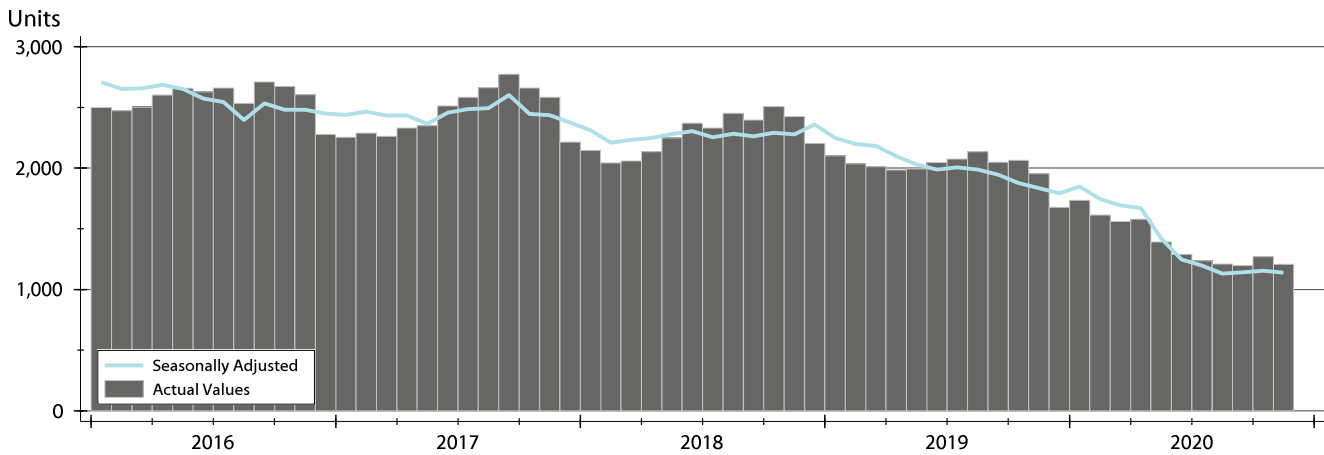


Month	2018	2019	2020
January	30	31	20
February	34	33	17
March	29	26	14
April	18	13	10
May	15	11	9
June	14	12	6
July	15	9	5
August	17	11	6
September	20	14	5
October	19	17	6
November	22	14	6
December	24	18	

# ACTIVE LISTINGS ANALYSIS

HISTORY >>

ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 12/9/2020



SUMMARY >>

Summary Statistics		End of November		
for Active Listings		2020	2019	Change
Active Listings		<b>1,208</b>	1,953	-38.1%
Months' Supply		<b>1.3</b>	2.2	-41.0%
Volume (1,000s)		<b>334,168</b>	482,864	-30.8%
Average	List Price	<b>276,630</b>	247,242	11.9%
	Days on Market	<b>72</b>	93	-22.6%
	Percent of Original	<b>97.8%</b>	97.3%	0.5%
Median	List Price	<b>220,675</b>	189,500	16.5%
	Days on Market	<b>36</b>	55	-34.5%
	Percent of Original	<b>100.0%</b>	100.0%	0.0%

A total of 1,208 homes were available for sale in South Central Kansas at the end of November. This represents a 1.3 months' supply of active listings.

The median list price of homes on the market at the end of November was \$220,675, up 16.5% from 2019. The typical time on market for active listings was 36 days, down from 55 days a year earlier.

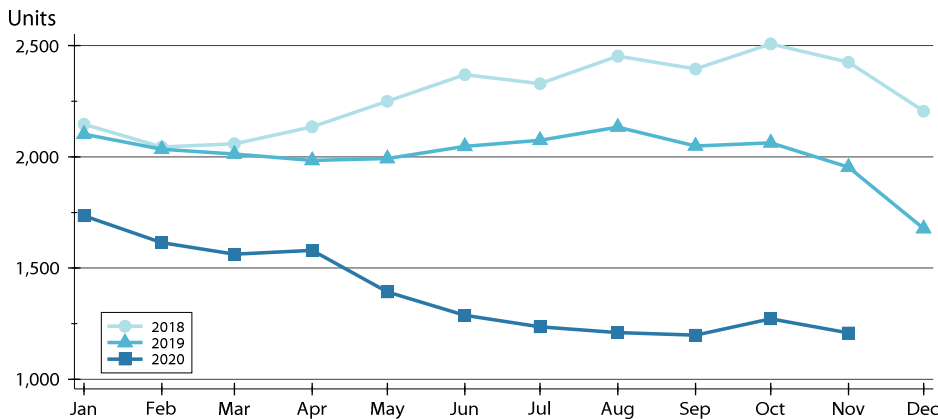




# ACTIVE LISTINGS ANALYSIS

## BY MONTH >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 12/9/2020**



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	1,210
September	2,395	2,049	1,198
October	2,508	2,063	1,271
November	2,425	1,953	1,208
December	2,205	1,677	

## BY PRICE RANGE >>

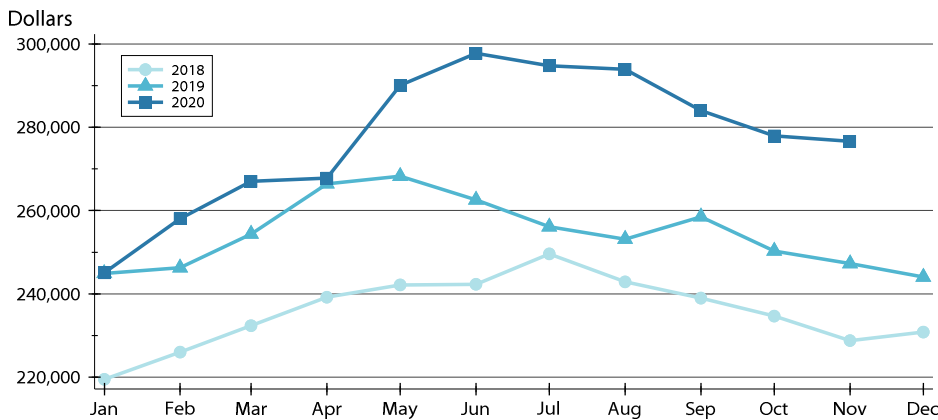
Price Range	Active Listings			Months' Supply	List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume		Average	Median	Average	Median	Average	Median
Below \$25,000	26	2.2%	182	2.9	6,994	1,600	68	33	96.7%	100.0%
\$25,000-\$49,999	59	4.9%	2,155	1.2	36,519	35,000	159	54	93.4%	100.0%
\$50,000-\$99,999	176	14.6%	13,702	1.2	77,854	79,450	66	42	96.4%	100.0%
\$100,000-\$124,999	59	4.9%	6,752	0.8	114,439	115,000	57	41	97.8%	100.0%
\$125,000-\$149,999	57	4.7%	7,671	0.6	134,580	135,000	52	26	97.0%	100.0%
\$150,000-\$174,999	83	6.9%	13,520	1.0	162,892	164,400	56	31	98.2%	100.0%
\$175,000-\$199,999	73	6.0%	13,559	0.8	185,743	184,900	58	24	96.7%	100.0%
\$200,000-\$249,999	139	11.5%	31,661	1.1	227,779	227,500	45	22	98.9%	100.0%
\$250,000-\$299,999	125	10.3%	34,624	1.6	276,991	278,000	51	32	98.6%	100.0%
\$300,000-\$399,999	179	14.8%	62,121	2.1	347,045	347,000	63	39	99.7%	100.0%
\$400,000-\$499,999	83	6.9%	37,022	2.4	446,044	439,500	69	36	99.1%	100.0%
\$500,000-\$749,999	45	3.7%	25,925	2.6	576,114	550,000	89	47	98.6%	100.0%
\$750,000-\$999,999	26	2.2%	22,464	4.3	863,998	877,500	212	112	94.9%	100.0%
\$1,000,000 and up	26	2.2%	48,426	13.0	1,862,535	1,624,500	301	161	95.3%	100.0%
All price ranges	1,208	100.0%	334,168	1.3	276,630	220,675	72	36	97.8%	100.0%



# ACTIVE LISTINGS ANALYSIS

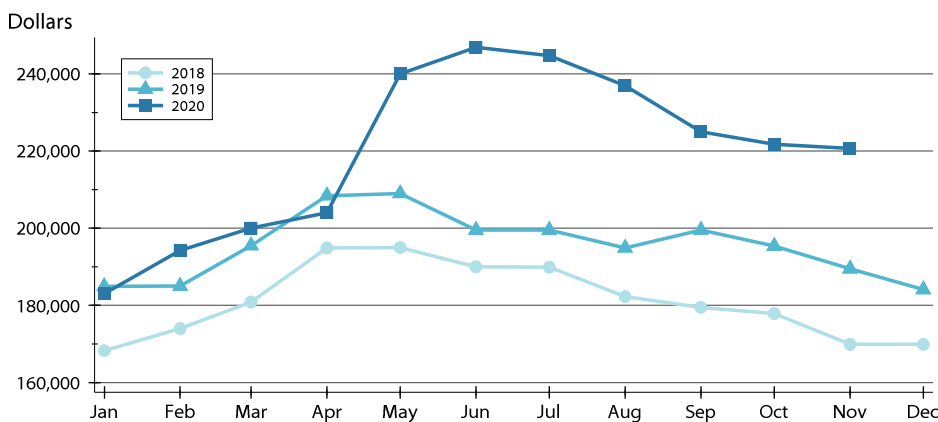
ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 12/9/2020

## 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	293,894
September	238,982	258,524	283,984
October	234,663	250,301	277,908
November	228,794	247,242	276,630
December	230,828	244,028	276,630

## MEDIAN PRICE >>



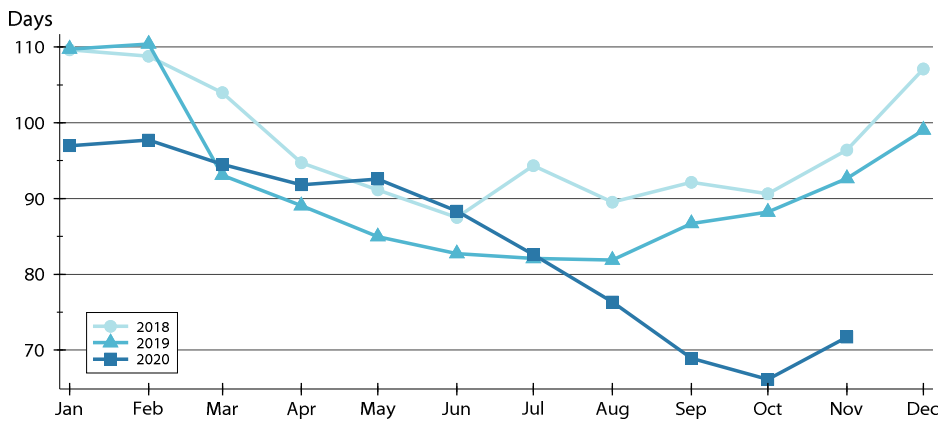
Month	2018	2019	2020
January	168,248	184,900	183,000
February	174,000	185,000	194,200
March	180,867	195,500	200,000
April	194,900	208,443	204,000
May	195,000	209,000	240,000
June	190,000	199,500	246,900
July	189,900	199,500	244,700
August	182,250	194,900	236,900
September	179,500	199,500	225,000
October	177,900	195,370	221,750
November	169,900	189,500	220,675
December	169,900	184,080	220,675



# ACTIVE LISTINGS ANALYSIS

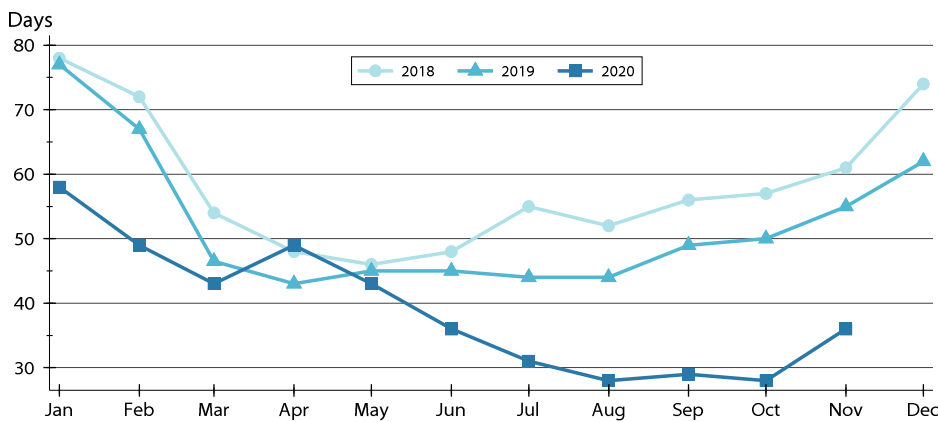
ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 12/9/2020

## 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	76
September	92	87	69
October	91	88	66
November	96	93	72
December	107	99	99

## MEDIAN DOM >>



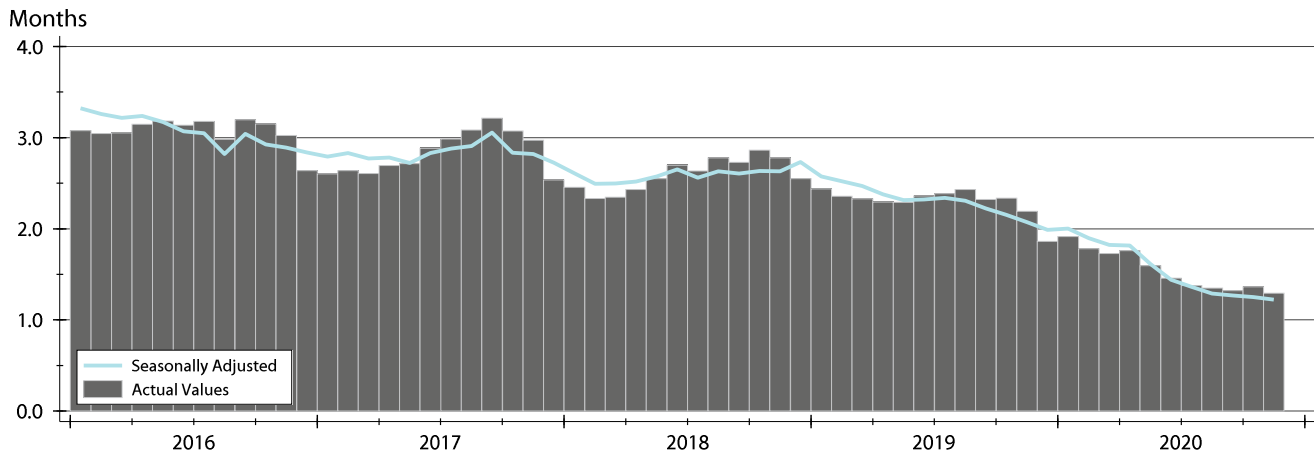
Month	2018	2019	2020
January	78	77	58
February	72	67	49
March	54	47	43
April	48	43	49
May	46	45	43
June	48	45	36
July	55	44	31
August	52	44	28
September	56	49	29
October	57	50	28
November	61	55	36
December	74	62	62



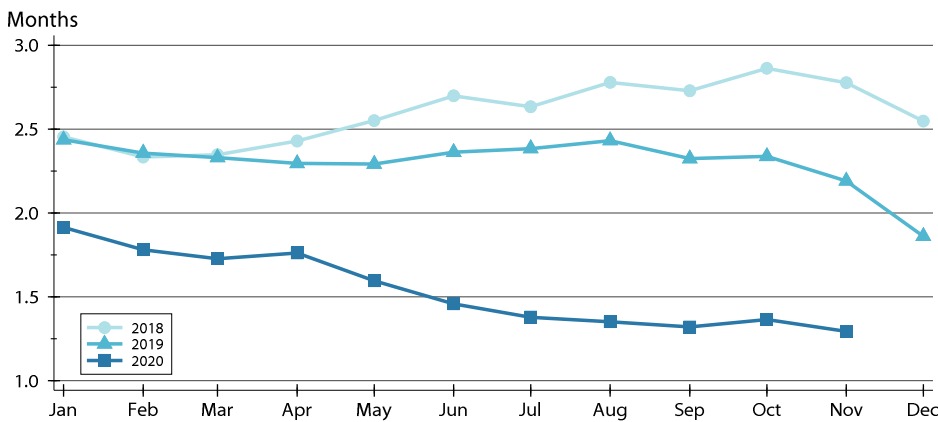
# MONTHS' SUPPLY ANALYSIS

HISTORY >>

ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 12/9/2020



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	1.3
September	2.7	2.3	1.3
October	2.9	2.3	1.4
November	2.8	2.2	1.3
December	2.5	1.9	1.3



NOVEMBER 2020 >>

# SOUTH CENTRAL KANSAS MLS STATISTICS

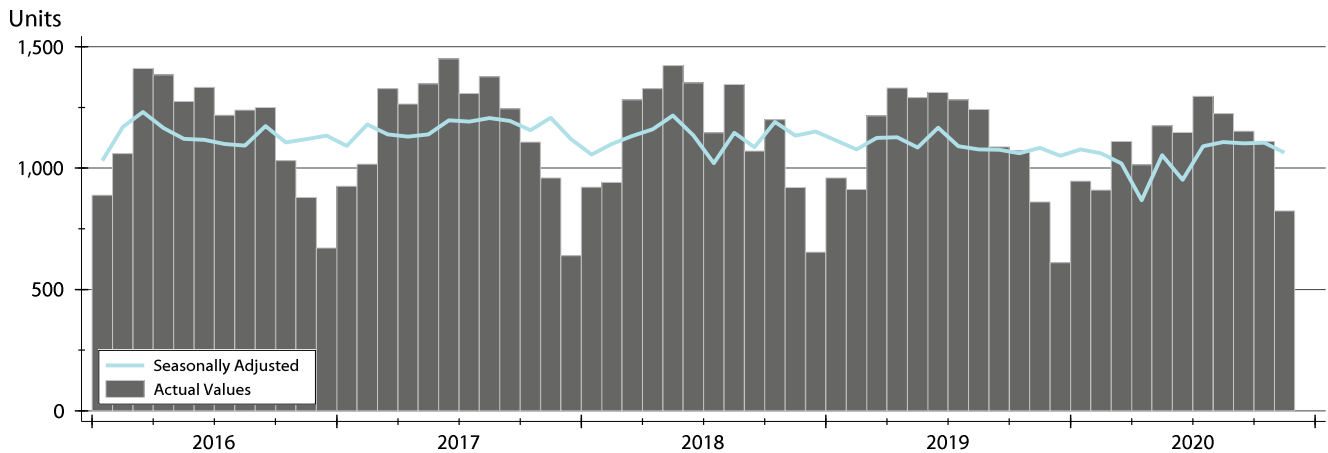


South Central Kansas MLS

## NEW LISTINGS ANALYSIS

HISTORY >>

ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 12/9/2020



SUMMARY >>

Summary Statistics for New Listings		November		
		2020	2019	Change
Current Month	New Listings	<b>824</b>	861	-4.3%
	Volume (1,000s)	<b>162,772</b>	156,703	3.9%
	Average List Price	<b>197,539</b>	182,001	8.5%
	Median List Price	<b>166,900</b>	150,000	11.3%
YTD	New Listings	<b>11,907</b>	12,563	-5.2%
	Volume (1,000s)	<b>2,411,551</b>	2,690,485	-10.4%
	Average List Price	<b>202,532</b>	214,159	-5.4%
	Median List Price	<b>175,000</b>	159,900	9.4%

A total of 824 new listings were added in South Central Kansas during November, down 4.3% from the same month in 2019. Year-to-date South Central Kansas has seen 11,907 new listings.

The median list price of these homes was \$166,900 up from \$150,000 in 2019.



# NOVEMBER 2020 >>

## SOUTH CENTRAL KANSAS MLS STATISTICS

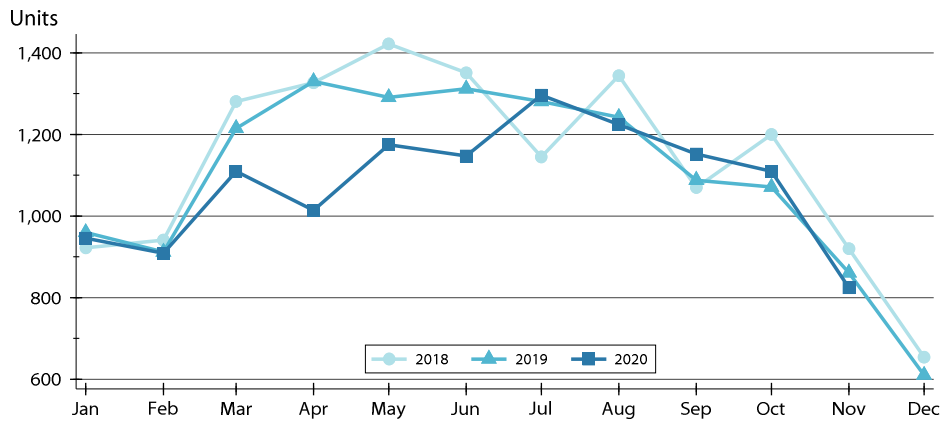


South Central Kansas MLS

### NEW LISTINGS ANALYSIS

#### BY MONTH >>

ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 12/9/2020



Month	2018	2019	2020
January	922	960	946
February	941	912	909
March	1,281	1,215	1,110
April	1,327	1,330	1,014
May	1,422	1,291	1,175
June	1,351	1,312	1,147
July	1,145	1,281	1,296
August	1,344	1,242	1,224
September	1,070	1,088	1,152
October	1,200	1,071	1,110
November	920	861	824
December	654	610	

#### BY PRICE RANGE >>

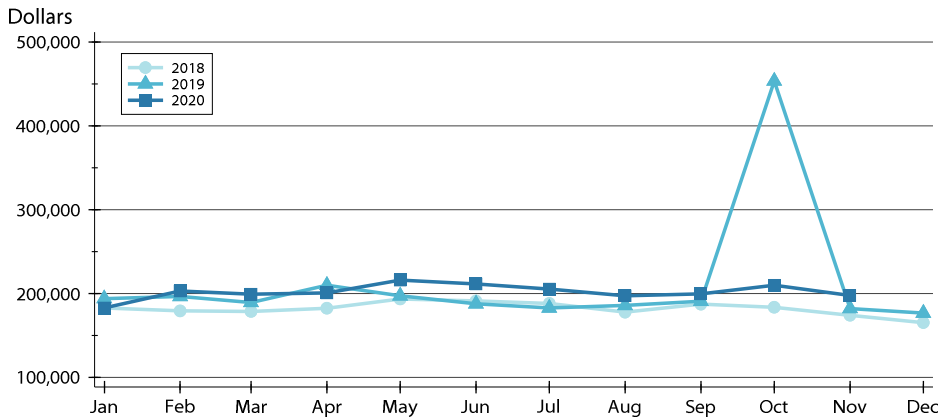
Price Range	New Listings			List Price	
	Number	Percent	Volume	Average	Median
Below \$25,000	23	2.8%	156	6,793	1,150
\$25,000-\$49,999	42	5.1%	1,635	38,918	39,450
\$50,000-\$99,999	119	14.4%	9,535	80,130	85,000
\$100,000-\$124,999	63	7.6%	7,152	113,517	114,900
\$125,000-\$149,999	88	10.7%	11,946	135,747	135,000
\$150,000-\$174,999	89	10.8%	14,521	163,163	164,900
\$175,000-\$199,999	84	10.2%	15,555	185,177	185,000
\$200,000-\$249,999	102	12.4%	22,847	223,994	224,900
\$250,000-\$299,999	61	7.4%	16,846	276,171	277,900
\$300,000-\$399,999	63	7.6%	21,682	344,166	347,000
\$400,000-\$499,999	29	3.5%	12,772	440,419	437,900
\$500,000-\$749,999	13	1.6%	7,473	574,884	565,000
\$750,000-\$999,999	6	0.7%	4,908	817,998	782,750
\$1,000,000 and up	5	0.6%	8,433	1,686,600	1,475,000
All price ranges	824	100.0%	162,772	197,539	166,900



# NEW LISTINGS ANALYSIS

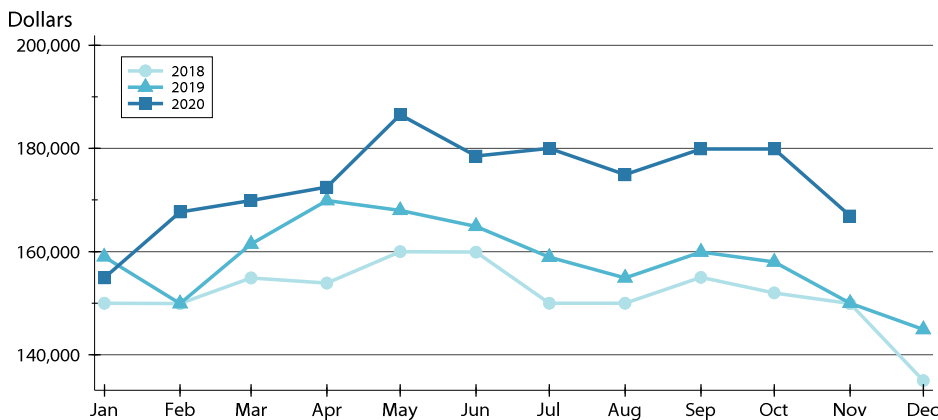
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 12/9/2020**

## AVERAGE PRICE >>



Month	2018	2019	2020
January	182,667	193,909	182,605
February	179,244	196,464	203,109
March	178,570	189,353	199,073
April	182,407	209,800	200,837
May	193,510	197,137	216,063
June	190,985	187,679	211,398
July	188,154	182,659	205,124
August	177,600	185,575	197,243
September	187,139	190,673	199,606
October	183,517	453,409	209,919
November	173,993	182,001	197,539
December	165,287	176,637	

## MEDIAN PRICE >>

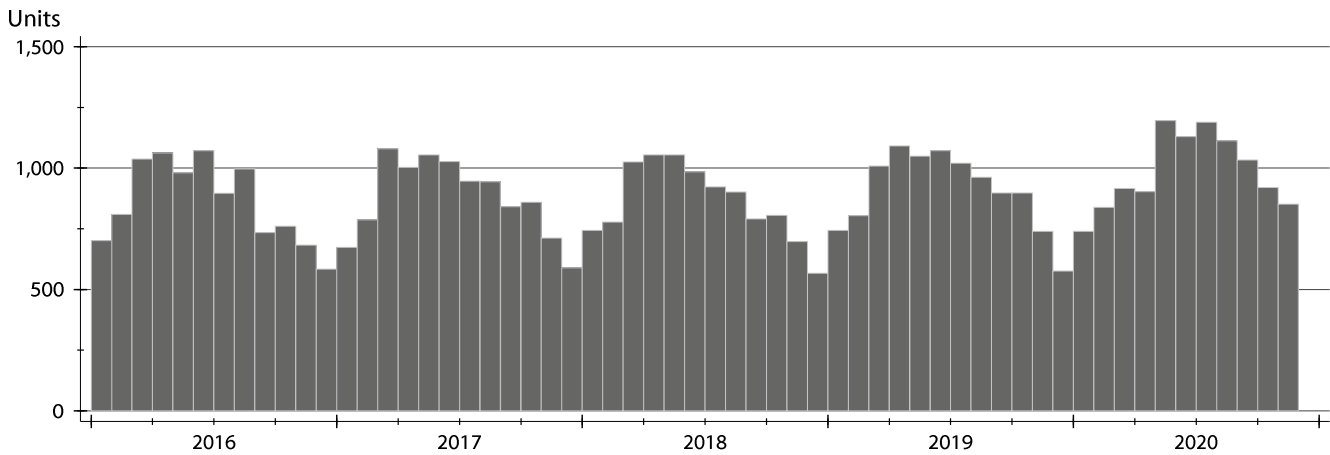


Month	2018	2019	2020
January	150,000	159,000	154,900
February	149,900	149,900	167,700
March	154,900	161,450	169,900
April	153,900	169,900	172,500
May	160,000	168,000	186,500
June	159,900	164,900	178,500
July	150,000	158,900	180,000
August	150,000	154,900	174,900
September	155,000	159,900	179,900
October	152,000	158,000	179,900
November	149,900	150,000	166,900
December	135,000	144,900	

# CONTRACTS WRITTEN ANALYSIS

HISTORY >>

ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 12/9/2020



SUMMARY >>

Summary Statistics		November			Year-to-Date		
for Contracts Written		2020	2019	Change	2020	2019	Change
Closed Listings		<b>852</b>	740	15.1%	<b>10,828</b>	10,285	5.3%
Volume (1,000s)		<b>168,639</b>	136,630	23.4%	<b>2,145,604</b>	2,149,745	-0.2%
Average	Sale Price	<b>197,933</b>	184,636	7.2%	<b>198,153</b>	209,017	-5.2%
	Days on Market	<b>29</b>	40	-28.8%	<b>31</b>	40	-22.0%
	Percent of Original	<b>97.7%</b>	96.0%	1.7%	<b>97.5%</b>	96.3%	1.3%
Median	Sale Price	<b>170,000</b>	155,000	9.7%	<b>174,900</b>	159,900	9.4%
	Days on Market	<b>12</b>	19	-36.8%	<b>7</b>	14	-50.0%
	Percent of Original	<b>100.0%</b>	97.9%	2.2%	<b>100.0%</b>	98.3%	1.7%

A total of 852 contracts for sale were written in South Central Kansas during the month of November, up from 740 in 2019. The median list price of these homes was \$170,000, up from \$155,000 the prior year.

Half of the homes that went under contract in November were on the market less than 12 days, compared to 19 days in November 2019.

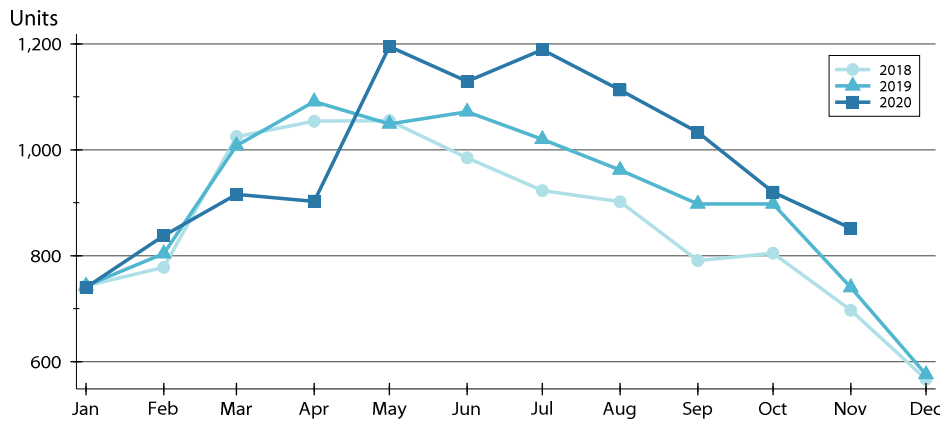




**CONTRACTS WRITTEN ANALYSIS**

**BY MONTH** >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 12/9/2020**



Month	2018	2019	2020
January	743	743	740
February	778	804	838
March	1,025	1,008	916
April	1,054	1,091	903
May	1,055	1,049	1,195
June	985	1,072	1,129
July	923	1,020	1,189
August	902	962	1,113
September	791	898	1,033
October	805	898	920
November	697	740	852
December	567	576	-

**BY PRICE RANGE** >>

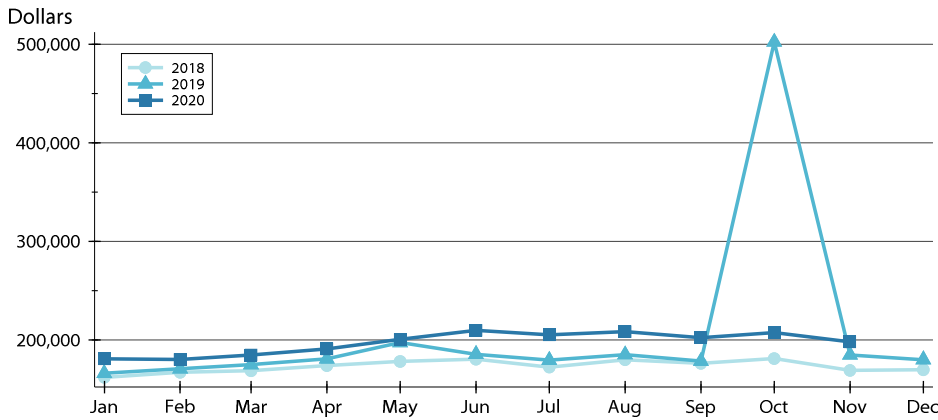
Price Range	Contracts Written			List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median
Below \$25,000	6	0.7%	101	16,750	20,500	13	6	83.7%	100.0%
\$25,000-\$49,999	38	4.5%	1,521	40,038	39,900	33	13	91.9%	100.0%
\$50,000-\$99,999	132	15.5%	10,627	80,509	84,950	32	16	95.4%	100.0%
\$100,000-\$124,999	74	8.7%	8,387	113,339	114,400	20	11	97.6%	100.0%
\$125,000-\$149,999	79	9.3%	10,840	137,212	135,000	19	5	98.8%	100.0%
\$150,000-\$174,999	81	9.5%	13,215	163,153	162,900	16	5	99.0%	100.0%
\$175,000-\$199,999	95	11.2%	17,653	185,820	185,000	21	6	98.7%	100.0%
\$200,000-\$249,999	109	12.8%	24,466	224,461	224,995	22	13	98.6%	100.0%
\$250,000-\$299,999	78	9.2%	21,506	275,722	275,000	32	14	98.3%	100.0%
\$300,000-\$399,999	59	6.9%	20,029	339,466	335,000	49	20	99.3%	100.0%
\$400,000-\$499,999	22	2.6%	9,689	440,407	438,739	55	28	98.0%	100.0%
\$500,000-\$749,999	23	2.7%	13,957	606,830	609,900	82	29	98.6%	100.0%
\$750,000-\$999,999	6	0.7%	4,974	828,983	832,450	28	21	98.1%	100.0%
\$1,000,000 and up	1	0.1%	1,975	1,975,000	1,975,000	31	31	100.0%	100.0%
All price ranges	852	100.0%	168,639	197,933	170,000	29	12	97.7%	100.0%



CONTRACTS WRITTEN ANALYSIS

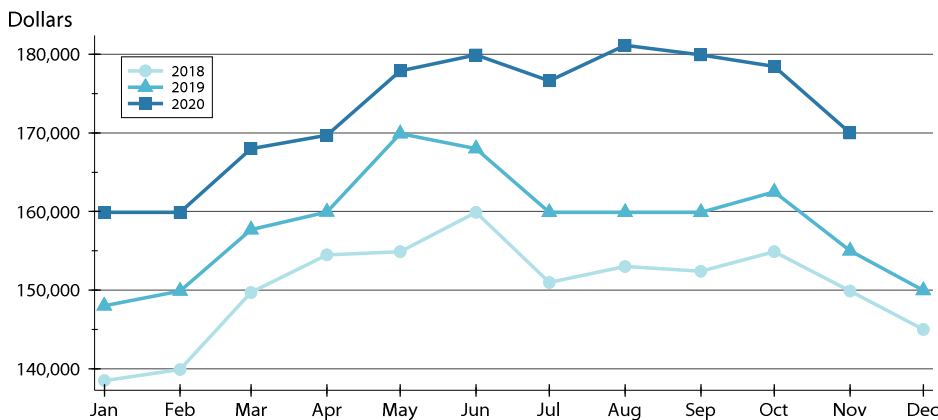
ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 12/9/2020

AVERAGE PRICE >>



Month	2018	2019	2020
January	161,962	166,076	180,833
February	167,014	170,621	180,114
March	168,727	174,748	184,546
April	173,771	180,553	190,852
May	178,081	197,173	200,367
June	180,310	185,389	209,474
July	172,342	179,344	205,117
August	179,829	185,009	208,375
September	176,152	178,416	201,997
October	180,967	502,286	207,365
November	168,869	184,636	197,933
December	169,644	179,878	

MEDIAN PRICE >>

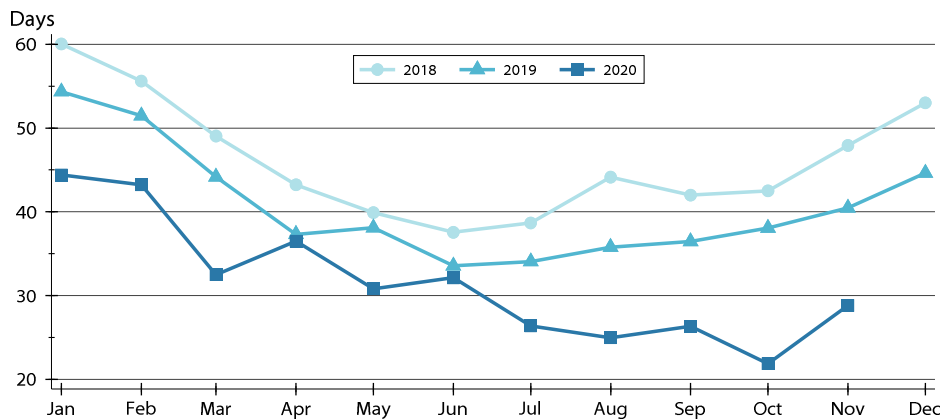


Month	2018	2019	2020
January	138,500	148,000	159,900
February	139,900	149,900	159,900
March	149,700	157,700	168,000
April	154,500	159,950	169,700
May	154,900	169,900	177,900
June	159,900	168,000	179,900
July	150,975	159,900	176,640
August	153,000	159,900	181,150
September	152,400	159,900	179,935
October	154,900	162,500	178,450
November	149,900	155,000	170,000
December	145,000	149,950	

# CONTRACTS WRITTEN ANALYSIS

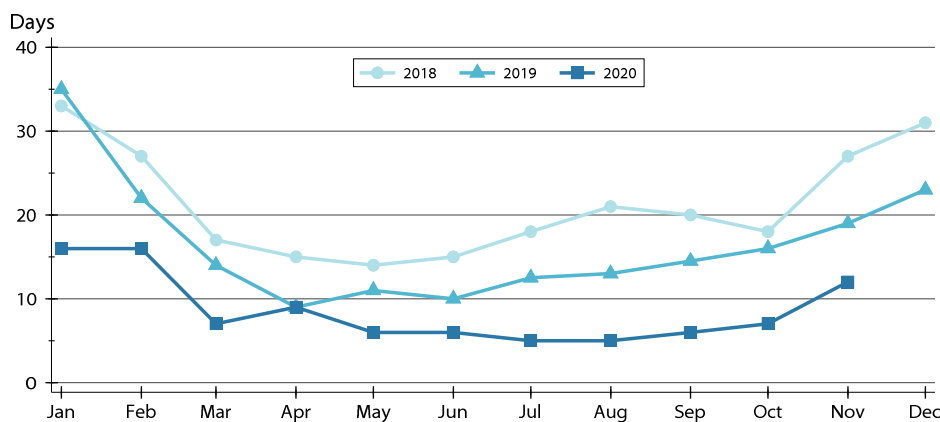
ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 12/9/2020

## AVERAGE DOM >>



Month	2018	2019	2020
January	60	54	44
February	56	51	43
March	49	44	32
April	43	37	36
May	40	38	31
June	38	34	32
July	39	34	26
August	44	36	25
September	42	36	26
October	43	38	22
November	48	40	29
December	53	45	

## MEDIAN DOM >>

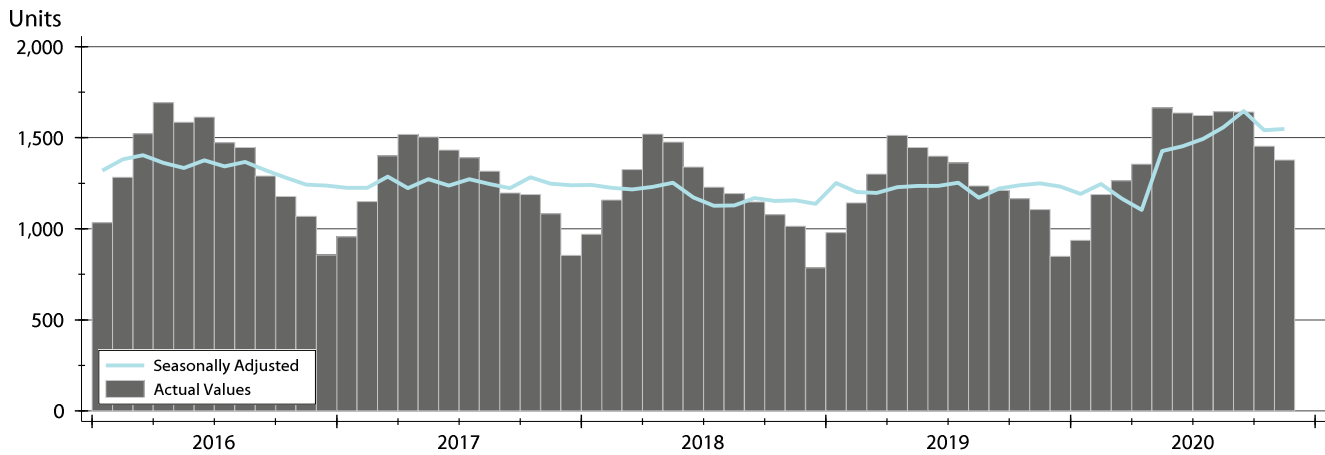


Month	2018	2019	2020
January	33	35	16
February	27	22	16
March	17	14	7
April	15	9	9
May	14	11	6
June	15	10	6
July	18	13	5
August	21	13	5
September	20	15	6
October	18	16	7
November	27	19	12
December	31	23	

# PENDING CONTRACTS ANALYSIS

HISTORY >>

ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 12/9/2020



SUMMARY >>

Summary Statistics		End of November		
for Active Listings		2020	2019	Change
Active Listings		<b>1,378</b>	1,105	24.7%
Volume (1,000s)		<b>302,598</b>	215,707	40.3%
Average	List Price	<b>219,592</b>	195,210	12.5%
	Days on Market	<b>27</b>	41	-34.0%
	Percent of Original	<b>98.8%</b>	97.8%	1.0%
Median	List Price	<b>189,800</b>	167,900	13.0%
	Days on Market	<b>7</b>	16	-56.3%
	Percent of Original	<b>100.0%</b>	100.0%	0.0%

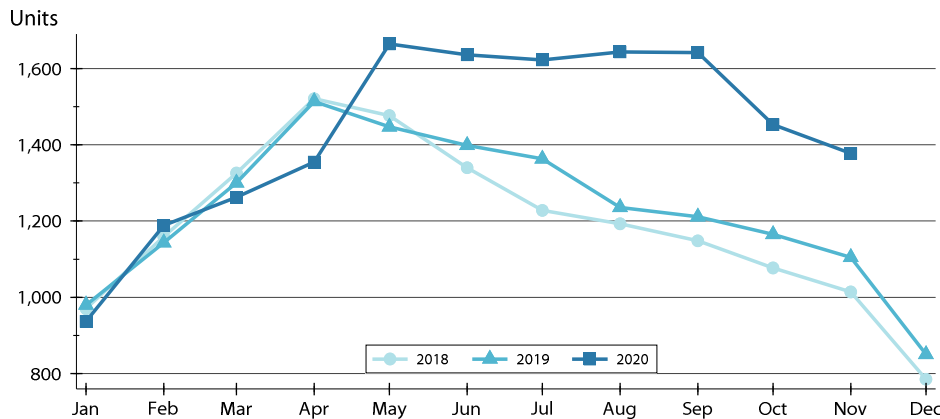
A total of 1,378 listings in South Central Kansas had contracts pending at the end of November, up from 1,105 contracts pending at the end of November 2019.

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 12/9/2020



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	1,644
September	1,148	1,211	1,642
October	1,077	1,165	1,453
November	1,014	1,105	1,378
December	785	850	

## BY PRICE RANGE >>

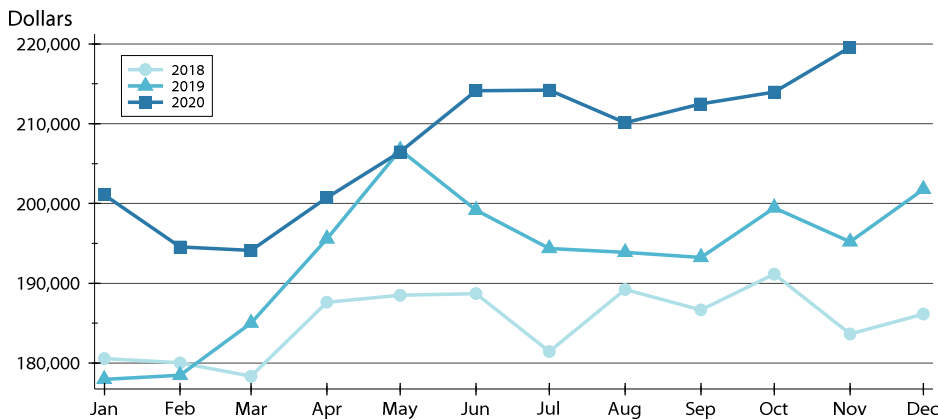
Price Range	Contracts Written			List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median
Below \$25,000	6	0.4%	108	18,000	20,500	19	6	93.8%	100.0%
\$25,000-\$49,999	38	2.8%	1,571	41,343	40,750	37	11	97.2%	100.0%
\$50,000-\$99,999	195	14.2%	15,590	79,951	84,000	40	12	97.6%	100.0%
\$100,000-\$124,999	92	6.7%	10,406	113,104	114,700	17	10	98.3%	100.0%
\$125,000-\$149,999	119	8.6%	16,253	136,580	135,000	18	5	99.4%	100.0%
\$150,000-\$174,999	121	8.8%	19,750	163,223	164,500	15	5	98.8%	100.0%
\$175,000-\$199,999	154	11.2%	28,702	186,376	185,000	22	6	98.9%	100.0%
\$200,000-\$249,999	212	15.4%	47,554	224,309	224,900	19	9	99.1%	100.0%
\$250,000-\$299,999	135	9.8%	37,291	276,229	278,000	25	7	98.9%	100.0%
\$300,000-\$399,999	160	11.6%	54,935	343,346	337,793	23	1	99.7%	100.0%
\$400,000-\$499,999	48	3.5%	21,133	440,261	435,000	33	4	99.5%	100.0%
\$500,000-\$749,999	42	3.0%	25,373	604,117	600,000	94	20	98.4%	100.0%
\$750,000-\$999,999	10	0.7%	8,435	843,519	843,647	33	28	98.1%	100.0%
\$1,000,000 and up	4	0.3%	6,275	1,568,750	1,625,000	49	19	98.9%	100.0%
All price ranges	1,378	100.0%	302,598	219,592	189,800	27	7	98.8%	100.0%



# PENDING CONTRACTS ANALYSIS

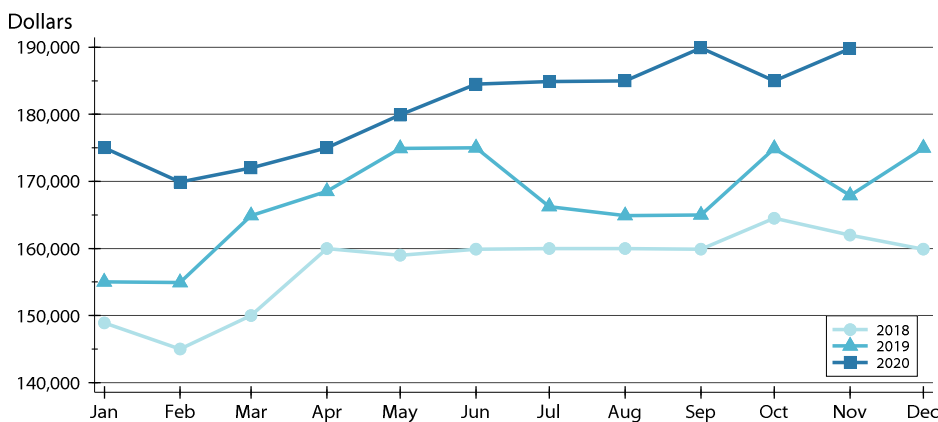
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 12/9/2020**

## 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	210,126
September	186,663	193,256	212,480
October	191,150	199,471	213,958
November	183,647	195,210	219,592
December	186,152	201,795	

## MEDIAN PRICE >>



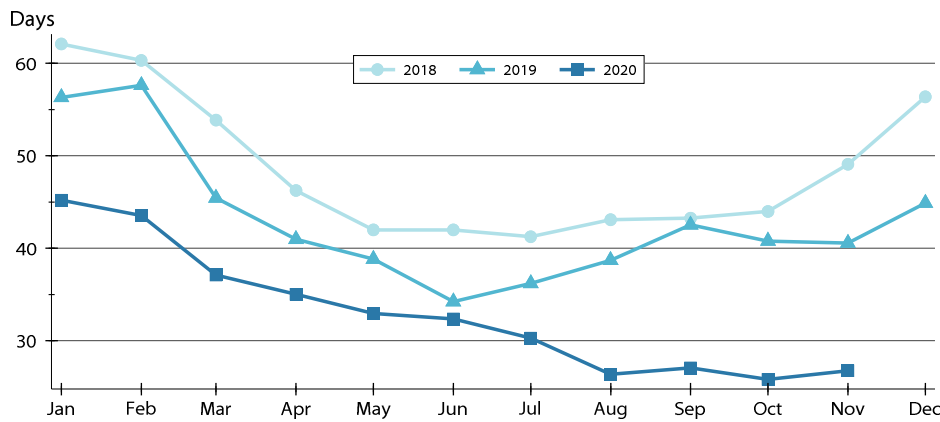
Month	2018	2019	2020
January	148,900	155,000	175,000
February	145,000	154,900	169,900
March	150,000	164,900	172,000
April	160,000	168,500	175,000
May	159,000	174,900	179,900
June	159,900	175,000	184,500
July	160,000	166,250	184,900
August	160,000	164,900	185,000
September	159,900	165,000	189,900
October	164,500	174,900	185,000
November	162,000	167,900	189,800
December	159,900	174,975	



# PENDING CONTRACTS ANALYSIS

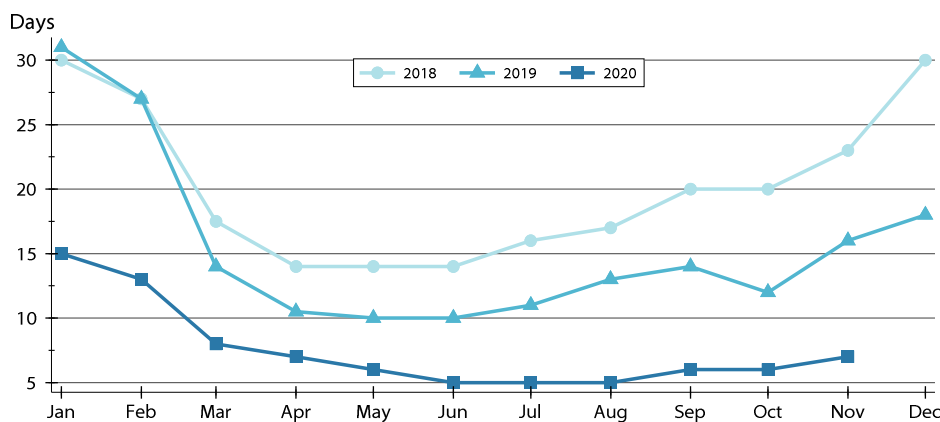
ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 12/9/2020

## 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	26
September	43	43	27
October	44	41	26
November	49	41	27
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	5
September	20	14	6
October	20	12	6
November	23	16	7
December	30	18	