

MARKET OVERVIEW >>

South Central Kansas Home Sales Rose in October

Total home sales in South Central Kansas rose by 31.9% last month to 1,157 units, compared to 877 units in October 2019. Total sales volume was \$231.2 million, up 51.4% from a year earlier.

The median sale price in October was \$180,900, up from \$153,000 a year earlier. Homes that sold in October 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 October

The total number of active listings in South Central Kansas at the end of October was 1,271 units, down from 2,063 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 October was \$221,750.

During October, a total of 931 contracts were written up from 898 in October 2019. At the end of the month, there were 1,453 contracts pending, compared to 1,165 at the end of October 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		October		
Summary Statistics		2020	2019	Change
Home Sales		1,157	877	31.9%
Active Listings		1,271	2,063	-38.4%
Months' Supply		1.4	2.3	-41.5%
New Listings		1,081	1,071	0.9%
Contracts Written		931	898	3.7%
Pending Contracts		1,453	1,165	24.7%
Sales Volume (1,000s)		231,181	152,670	51.4%
Average	Sale Price	199,810	174,082	14.8%
	List Price of Actives	277,908	250,301	11.0%
	Days on Market	25	41	-39.3%
	Percent of List	98.9%	97.9%	1.0%
	Percent of Original	97.6%	95.9%	1.8%
Median	Sale Price	180,900	153,000	18.2%
	List Price of Actives	221,750	195,370	13.5%
	Days on Market	6	17	-64.7%
	Percent of List	100.0%	99.6%	0.4%
	Percent of Original	100.0%	98.1%	1.9%

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THREE-YEAR COMPARISONS

SUMMARY >>

BREAKDOWNS BY HOME TYPE ENTIRE MLS SYSTEM AS OF 11/8/2020

October MLS Statistics		2020			2019			2018			
By Property Type		Total	Existing	New	Total	Existing	New	Total	Existing	New	
Home Sales		1,157	1,079	78	877	806	71	867	800	67	
	Change from prior year	31.9%	33.9%	9.9%	1.2%	0.7%	6.0%	-2.3%	-3.3%	11.7%	
Active Listings		1,271	1,085	186	2,063	1,779	284	2,508	2,244	264	
	Change from prior year	-38.4%	-39.0%	-34.5%	-17.7%	-20.7%	7.6%	-5.7%	-4.7%	-14.0%	
Months' Supply		1.4	1.3	2.6	2.3	2.2	4.7	2.9	2.8	4.3	
	Change from prior year	-41.5%	-41.6%	-45.1%	-18.4%	-21.6%	10.9%	-6.8%	-5.3%	-19.6%	
New Listings		1,081	1,005	76	1,071	986	85	1,200	1,100	100	
	Change from prior year	0.9%	1.9%	-10.6%	-10.8%	-10.4%	-15.0%	8.4%	6.0%	44.9%	
Contracts Written		931	853	78	898	833	65	805	739	66	
	Change from prior year	3.7%	2.4%	20.0%	11.6%	12.7%	-1.5%	-6.4%	-8.2%	20.0%	
Pending Contracts		1,453	1,205	248	1,165	979	186	1,077	911	166	
	Change from prior year	24.7%	23.1%	33.3%	8.2%	7.5%	12.0%	-9.3%	-10.3%	-3.5%	
Sales Volume (1,000s)		231,181	206,851	24,330	152,670	131,352	21,318	146,767	126,526	20,241	
	Change from prior year	51.4%	57.5%	14.1%	4.0%	3.8%	5.3%	7.4%	5.4%	22.4%	
Average	Sale Price	199,810	191,706	311,917	174,082	162,968	300,253	169,281	158,158	302,100	
		Change from prior year	14.8%	17.6%	3.9%	2.8%	3.0%	-0.6%	9.9%	8.9%	9.6%
	List Price of Actives	277,908	268,699	328,606	250,301	235,847	336,569	234,663	223,721	324,521	
		Change from prior year	11.0%	13.9%	-2.4%	6.7%	5.4%	3.7%	8.9%	10.7%	2.7%
	Days on Market	25	24	33	41	38	69	39	36	70	
		Change from prior year	-39.2%	-36.9%	-51.6%	5.4%	6.2%	-1.5%	-20.5%	-22.4%	-11.1%
Percent of List		98.9%	98.8%	101.0%	97.9%	97.6%	101.5%	97.6%	97.2%	101.6%	
		Change from prior year	1.0%	1.2%	-0.4%	0.3%	0.3%	-0.2%	0.3%	0.3%	0.2%
Percent of Original		97.6%	97.3%	101.8%	95.9%	95.4%	101.5%	95.8%	95.2%	102.1%	
		Change from prior year	1.8%	2.0%	0.3%	0.2%	0.2%	-0.5%	1.0%	1.0%	-0.1%
Median	Sale Price	180,900	175,000	313,195	153,000	142,500	265,000	145,000	140,000	276,635	
		Change from prior year	18.2%	22.8%	18.2%	5.5%	1.8%	-4.2%	5.1%	6.1%	9.9%
	List Price of Actives	221,750	189,950	303,502	195,370	165,000	295,167	177,900	159,650	289,950	
		Change from prior year	13.5%	15.1%	2.8%	9.8%	3.4%	1.8%	11.2%	10.3%	7.4%
	Days on Market	6	7	0	17	17	3	19	19	6	
		Change from prior year	-64.7%	-58.8%	-100.0%	-10.5%	-10.5%	-50.0%	-17.4%	-20.8%	-33.3%
Percent of List		100.0%	100.0%	100.0%	99.6%	99.1%	100.0%	99.1%	98.7%	100.0%	
		Change from prior year	0.4%	1.0%	0.0%	0.5%	0.4%	0.0%	0.3%	0.1%	0.0%
Percent of Original		100.0%	100.0%	100.0%	98.1%	97.7%	100.7%	97.7%	97.2%	100.0%	
		Change from prior year	1.9%	2.3%	-0.6%	0.4%	0.6%	0.7%	0.8%	0.6%	0.0%

YEAR-TO-DATE STATISTICS

SUMMARY >>

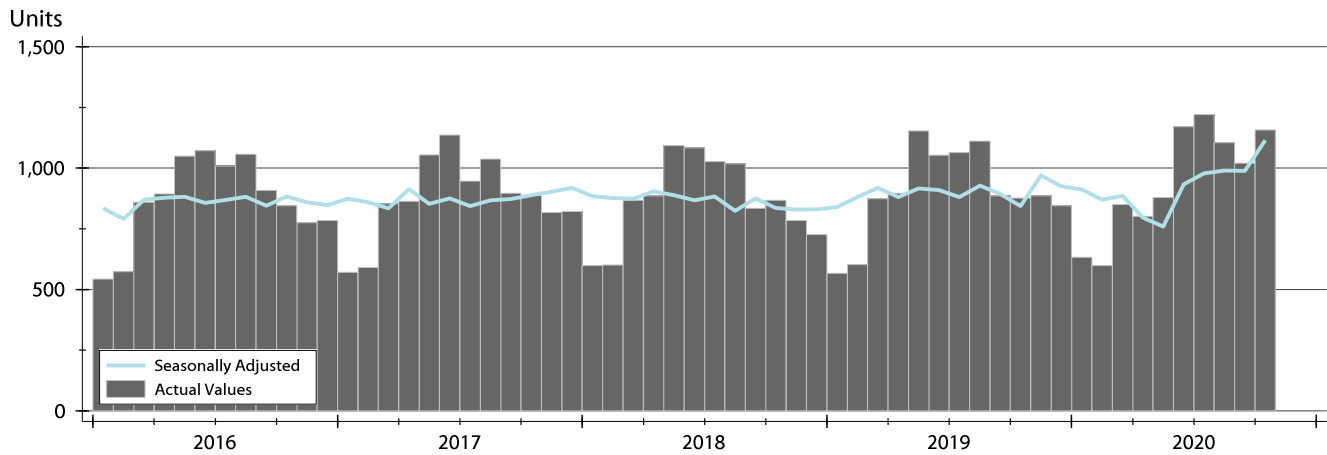
YTD BREAKDOWNS BY HOME TYPE ENTIRE MLS SYSTEM AS OF 11/8/2020

Year-to-Date Activity		2020			2019			2018		
By Property Type		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		9,435	8,720	715	9,084	8,480	604	8,874	8,247	627
Change from prior year		3.9%	2.8%	18.4%	2.4%	2.8%	-3.7%	0.4%	-0.3%	11.0%
New Listings		11,017	10,251	766	11,702	10,845	857	12,003	11,213	790
Change from prior year		-5.9%	-5.5%	-10.6%	-2.5%	-3.3%	8.5%	-2.9%	-2.2%	-12.7%
Contracts Written		9,967	9,226	741	9,546	8,879	667	9,061	8,425	636
Change from prior year		4.4%	3.9%	11.1%	5.4%	5.4%	4.9%	-1.7%	-1.7%	-0.6%
Sales Volume (1,000s)		1,803,101	1,569,852	233,249	1,574,954	1,379,926	195,029	1,469,683	1,273,744	195,940
Change from prior year		14.5%	13.8%	19.6%	7.2%	8.3%	-0.5%	4.9%	3.3%	16.5%
Average	Sale Price	191,108	180,029	326,223	173,377	162,727	322,895	165,617	154,449	312,504
	Change from prior year	10.2%	10.6%	1.0%	4.7%	5.4%	3.3%	4.4%	3.6%	5.0%
	Days on Market	33	32	50	41	39	66	46	42	96
	Change from prior year	-18.6%	-18.5%	-23.3%	-11.1%	-7.4%	-31.4%	-4.0%	-6.6%	8.8%
Percent of List	Percent of List	98.7%	98.4%	101.6%	97.9%	97.6%	102.3%	97.8%	97.4%	101.7%
	Change from prior year	0.8%	0.9%	-0.7%	0.2%	0.1%	0.6%	0.3%	0.3%	0.1%
	Percent of Original	97.4%	96.9%	102.6%	96.1%	95.6%	102.9%	95.8%	95.3%	102.3%
	Change from prior year	1.3%	1.3%	-0.3%	0.4%	0.4%	0.6%	0.6%	0.5%	0.2%
Median	Sale Price	169,500	160,000	295,706	153,500	145,050	283,411	145,000	138,000	277,816
	Change from prior year	10.4%	10.3%	4.3%	5.9%	5.1%	2.0%	4.3%	4.2%	5.2%
	Days on Market	8	8	0	15	15	2	19	19	22
	Change from prior year	-46.7%	-46.7%	-100.0%	-21.1%	-21.1%	-90.9%	-9.5%	-9.5%	10.0%
Percent of List	Percent of List	100.0%	100.0%	100.0%	99.6%	99.2%	100.0%	99.2%	98.8%	100.0%
	Change from prior year	0.4%	0.8%	0.0%	0.4%	0.3%	0.0%	0.1%	0.1%	0.0%
	Percent of Original	100.0%	99.3%	100.8%	98.3%	97.8%	100.9%	97.9%	97.5%	100.7%
	Change from prior year	1.8%	1.5%	0.0%	0.4%	0.4%	0.1%	0.3%	0.3%	0.7%

CLOSED LISTINGS ANALYSIS

HISTORY >>

**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 11/8/2020**



SUMMARY >>

Summary Statistics for Closed Listings		October			Year-to-Date		
		2020	2019	Change	2020	2019	Change
Closed Listings		1,157	877	31.9%	9,435	9,084	3.9%
Volume (1,000s)		231,181	152,670	51.4%	1,803,101	1,574,954	14.5%
Average	Sale Price	199,810	174,082	14.8%	191,108	173,377	10.2%
	Days on Market	25	41	-39.2%	33	41	-18.6%
	Percent of List	98.9%	97.9%	1.0%	98.7%	97.9%	0.8%
	Percent of Original	97.6%	95.9%	1.8%	97.4%	96.1%	1.3%
Median	Sale Price	180,900	153,000	18.2%	169,500	153,500	10.4%
	Days on Market	6	17	-64.7%	8	15	-46.7%
	Percent of List	100.0%	99.6%	0.4%	100.0%	99.6%	0.4%
	Percent of Original	100.0%	98.1%	1.9%	100.0%	98.3%	1.8%

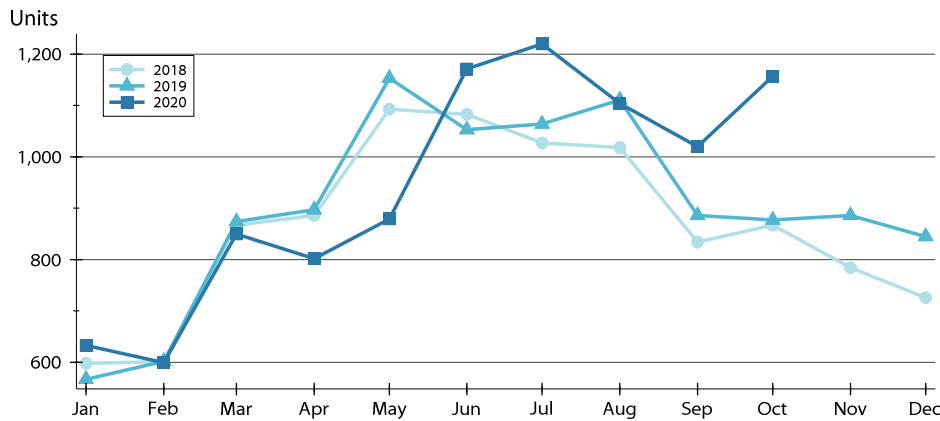
A total of 1,157 homes sold in South Central Kansas in October, up from 877 units in October 2019. Total sales volume rose to \$231.2 million compared to \$152.7 million in the previous year.

The median sales price in October was \$180,900, up 18.2% compared to the prior year. Median days on market was 6 days, up from 5 days in September, but down from 17 in October 2019.

CLOSED LISTINGS ANALYSIS

BY MONTH >>

**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 11/8/2020**



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	879
June	1,083	1,053	1,171
July	1,027	1,064	1,220
August	1,018	1,111	1,104
September	834	886	1,020
October	867	877	1,157
November	784	886	
December	726	845	

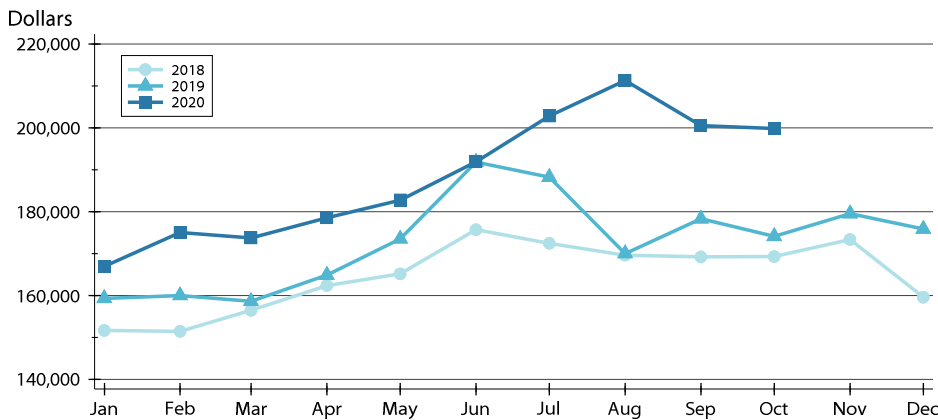
BY PRICE RANGE >>

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	14	1.2%	208	14,839	14,000	39	23	82.5%	85.0%	79.8%	78.3%
\$25,000-\$49,999	59	5.1%	2,198	37,257	38,500	44	31	91.7%	90.3%	86.8%	86.2%
\$50,000-\$99,999	169	14.6%	12,974	76,771	79,000	25	11	97.1%	98.8%	95.1%	98.2%
\$100,000-\$124,999	74	6.4%	8,240	111,358	110,000	22	3	100.7%	100.0%	100.0%	100.0%
\$125,000-\$149,999	99	8.6%	13,498	136,346	137,000	12	3	100.3%	100.0%	99.9%	100.0%
\$150,000-\$174,999	123	10.6%	19,878	161,614	162,000	15	4	100.1%	100.0%	99.0%	100.0%
\$175,000-\$199,999	127	11.0%	23,657	186,278	187,000	14	4	100.4%	100.0%	99.8%	100.0%
\$200,000-\$249,999	174	15.0%	38,716	222,505	221,750	17	4	99.7%	100.0%	98.8%	100.0%
\$250,000-\$299,999	131	11.3%	35,995	274,771	275,000	22	9	99.2%	100.0%	97.9%	99.3%
\$300,000-\$399,999	121	10.5%	40,903	338,044	335,000	39	6	99.3%	100.0%	98.1%	99.9%
\$400,000-\$499,999	44	3.8%	19,014	432,127	428,102	42	12	99.6%	99.2%	98.9%	98.7%
\$500,000-\$749,999	15	1.3%	8,883	592,200	565,000	105	47	98.8%	99.1%	95.2%	96.5%
\$750,000-\$999,999	3	0.3%	2,535	845,000	815,000	153	159	96.1%	95.0%	92.7%	92.6%
\$1,000,000 and up	4	0.3%	4,480	1,120,000	1,075,000	120	136	90.8%	91.0%	87.2%	88.2%
All price ranges	1,157	100.0%	231,181	199,810	180,900	25	6	98.9%	100.0%	97.6%	100.0%

CLOSED LISTINGS ANALYSIS

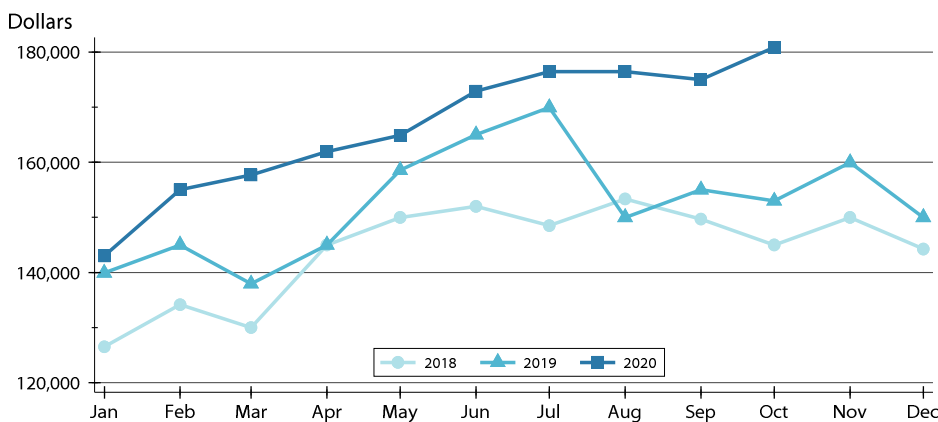
**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 11/8/2020**

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	182,765
June	175,695	191,834	191,924
July	172,443	188,219	202,830
August	169,620	170,000	211,263
September	169,187	178,263	200,491
October	169,281	174,082	199,810
November	173,356	179,507	180,000
December	159,588	175,854	177,000

MEDIAN PRICE >>

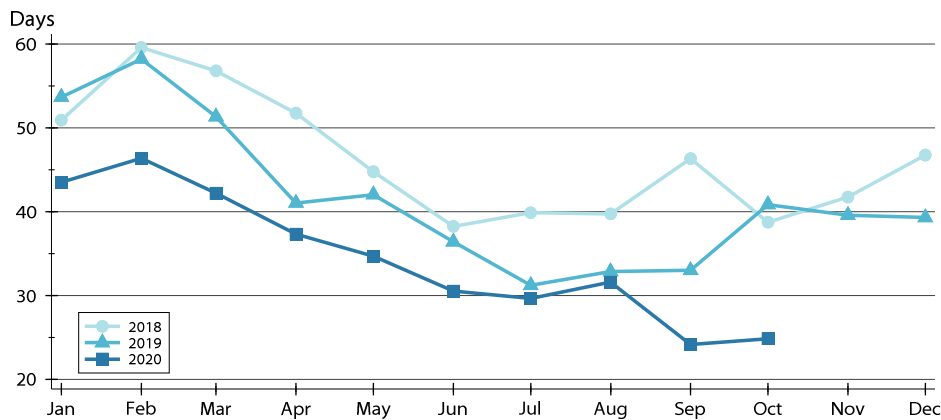


Month	2018	2019	2020
January	126,500	139,900	143,000
February	134,150	145,000	155,000
March	130,000	137,950	157,700
April	145,000	145,000	161,950
May	150,000	158,577	164,900
June	152,000	165,000	172,900
July	148,500	169,950	176,500
August	153,350	150,000	176,500
September	149,700	155,000	175,000
October	145,000	153,000	180,900
November	150,000	159,950	150,000
December	144,250	150,000	143,000

CLOSED LISTINGS ANALYSIS

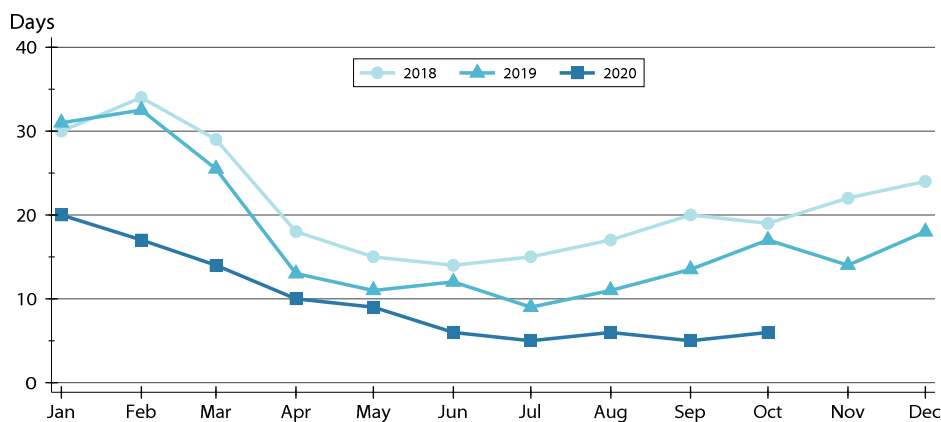
**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 11/8/2020**

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	32
September	46	33	24
October	39	41	25
November	42	40	
December	47	39	

MEDIAN DOM >>

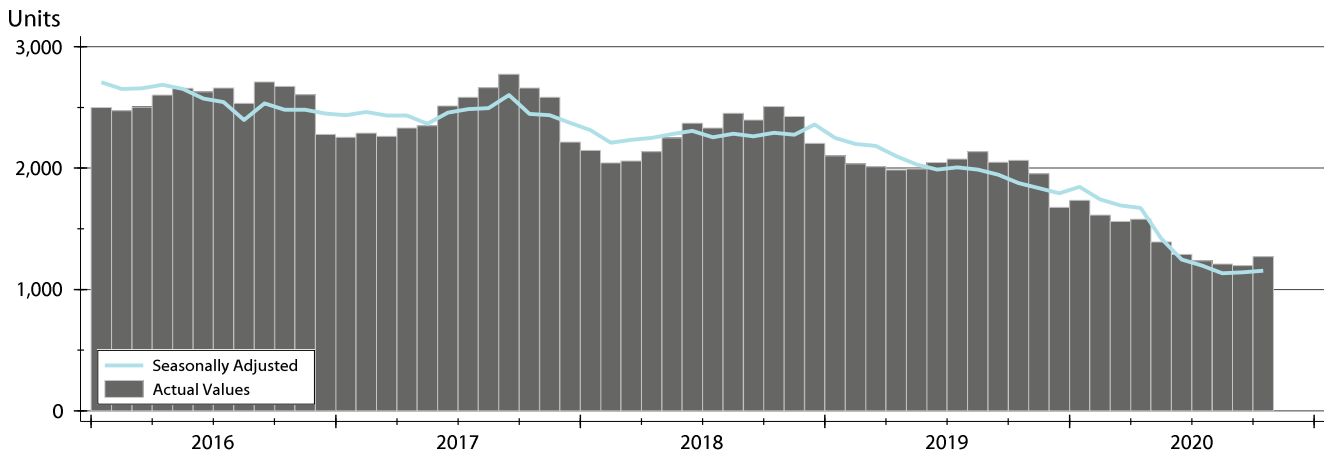


Month	2018	2019	2020
January	30	31	20
February	34	33	17
March	29	26	14
April	18	13	10
May	15	11	9
June	14	12	6
July	15	9	5
August	17	11	6
September	20	14	5
October	19	17	6
November	22	14	
December	24	18	

ACTIVE LISTINGS ANALYSIS

HISTORY >>

**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 11/8/2020**



SUMMARY >>

Summary Statistics for Active Listings		End of October		
		2020	2019	Change
Active Listings		1,271	2,063	-38.4%
Months' Supply		1.4	2.3	-41.5%
Volume (1,000s)		353,221	516,372	-31.6%
Average	List Price	277,908	250,301	11.0%
	Days on Market	66	88	-25.0%
	Percent of Original	98.0%	97.1%	1.0%
Median	List Price	221,750	195,370	13.5%
	Days on Market	28	50	-44.0%
	Percent of Original	100.0%	100.0%	0.0%

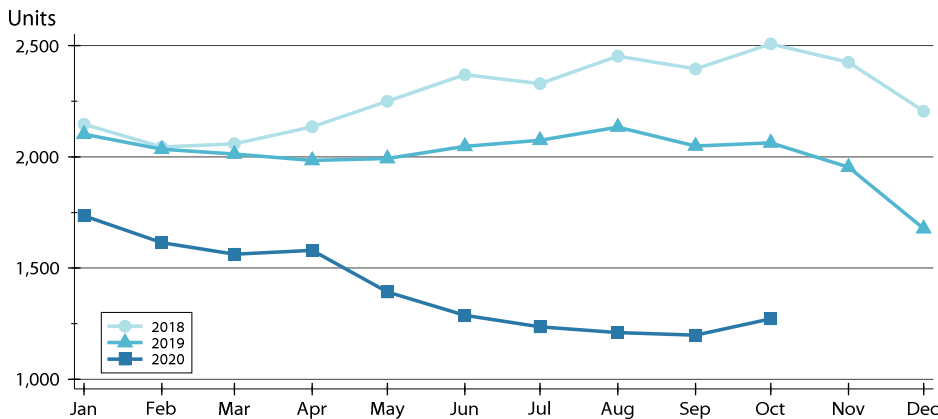
A total of 1,271 homes were available for sale in South Central Kansas at the end of October. This represents a 1.4 months' supply of active listings.

The median list price of homes on the market at the end of October was \$221,750, up 13.5% from 2019. The typical time on market for active listings was 28 days, down from 50 days a year earlier.

ACTIVE LISTINGS ANALYSIS

BY MONTH >>

**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 11/8/2020**



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

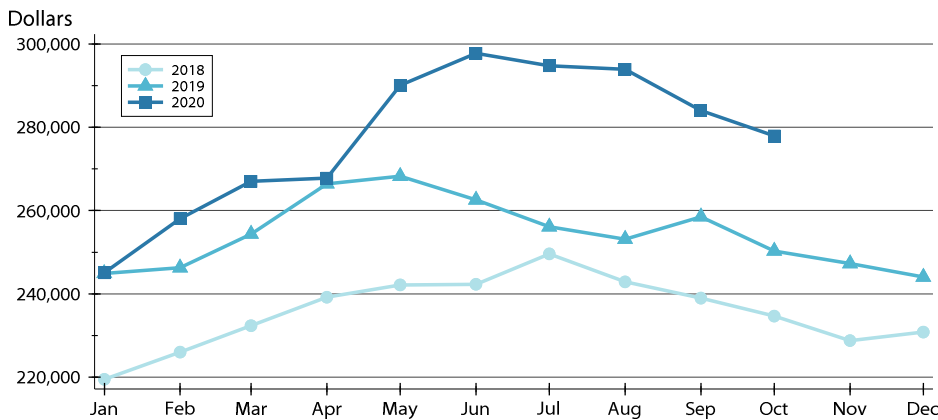
BY PRICE RANGE >>

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	22	1.7%	187	1.6	8,483	1,725	64	36	95.7%	100.0%
\$25,000-\$49,999	53	4.2%	1,981	0.9	37,381	36,000	159	68	93.1%	100.0%
\$50,000-\$99,999	178	14.0%	13,797	1.1	77,510	78,950	60	37	96.4%	100.0%
\$100,000-\$124,999	72	5.7%	8,138	1.0	113,022	114,950	43	24	97.8%	100.0%
\$125,000-\$149,999	68	5.4%	9,240	0.7	135,879	135,000	49	23	97.9%	100.0%
\$150,000-\$174,999	73	5.7%	11,892	0.6	162,910	164,000	55	35	98.0%	100.0%
\$175,000-\$199,999	87	6.8%	16,221	0.7	186,444	185,000	49	24	97.5%	100.0%
\$200,000-\$249,999	158	12.4%	36,232	0.9	229,314	230,000	38	18	99.0%	100.0%
\$250,000-\$299,999	125	9.8%	34,764	1.0	278,115	279,900	43	19	99.0%	100.0%
\$300,000-\$399,999	184	14.5%	63,497	1.5	345,090	344,450	60	27	99.8%	100.0%
\$400,000-\$499,999	75	5.9%	33,454	1.7	446,047	439,500	63	33	99.5%	100.0%
\$500,000-\$749,999	62	4.9%	36,351	4.1	586,305	567,450	111	42	98.3%	100.0%
\$750,000-\$999,999	26	2.0%	22,453	8.7	863,581	857,450	192	83	95.8%	100.0%
\$1,000,000 and up	27	2.1%	48,064	6.8	1,780,144	1,650,000	291	164	96.5%	100.0%
All price ranges	1,271	100.0%	353,221	1.1	277,908	221,750	66	28	98.0%	100.0%

ACTIVE LISTINGS ANALYSIS

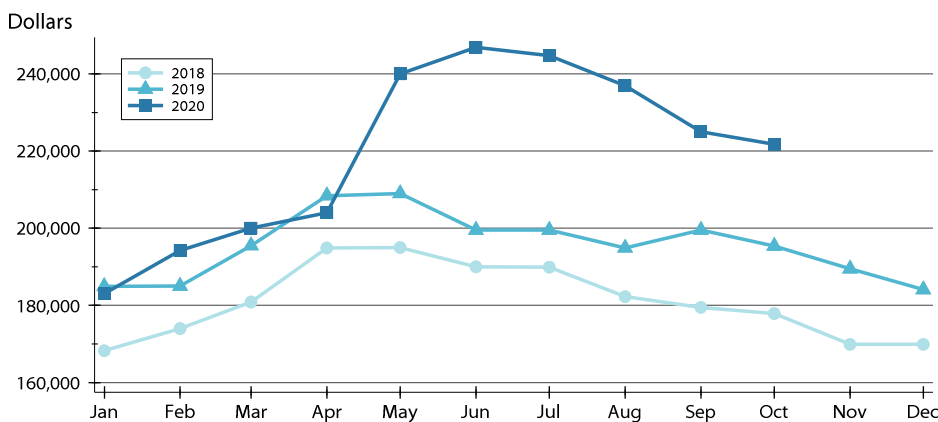
**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 11/8/2020**

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

MEDIAN PRICE >>

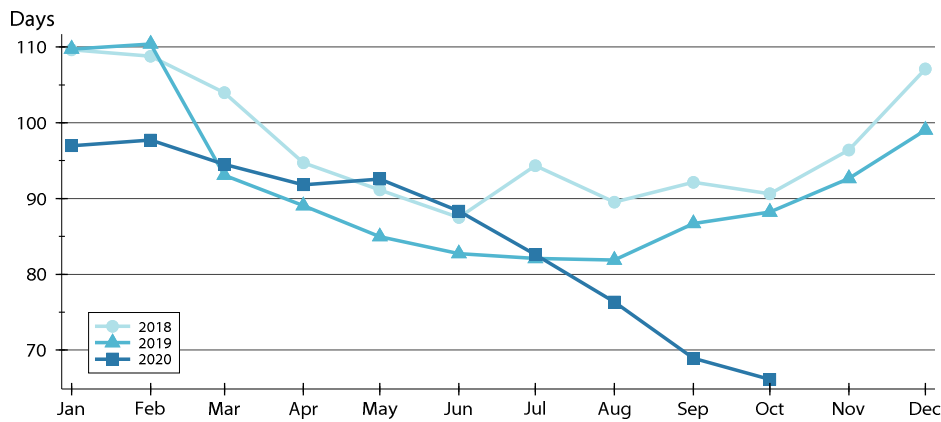


Month	2018	2019	2020
January	168,248	184,900	183,000
February	174,000	185,000	194,200
March	180,867	195,500	200,000
April	194,900	208,443	204,000
May	195,000	209,000	240,000
June	190,000	199,500	246,900
July	189,900	199,500	244,700
August	182,250	194,900	236,900
September	179,500	199,500	225,000
October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

ACTIVE LISTINGS ANALYSIS

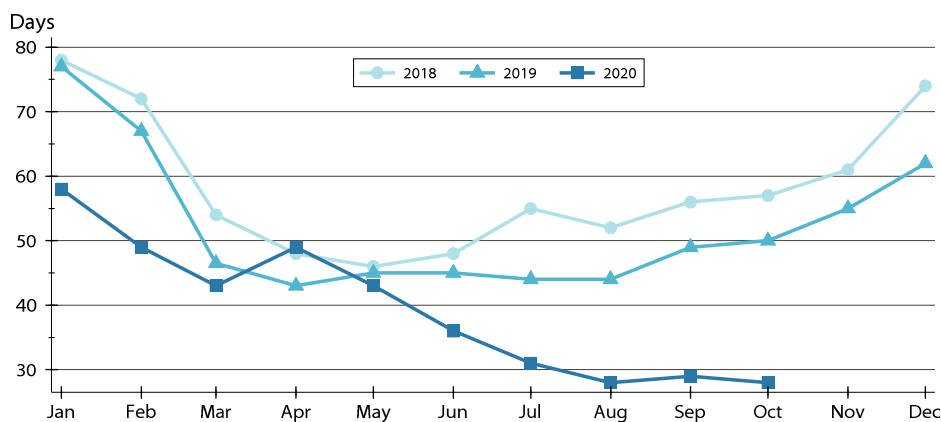
**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 11/8/2020**

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

MEDIAN DOM >>

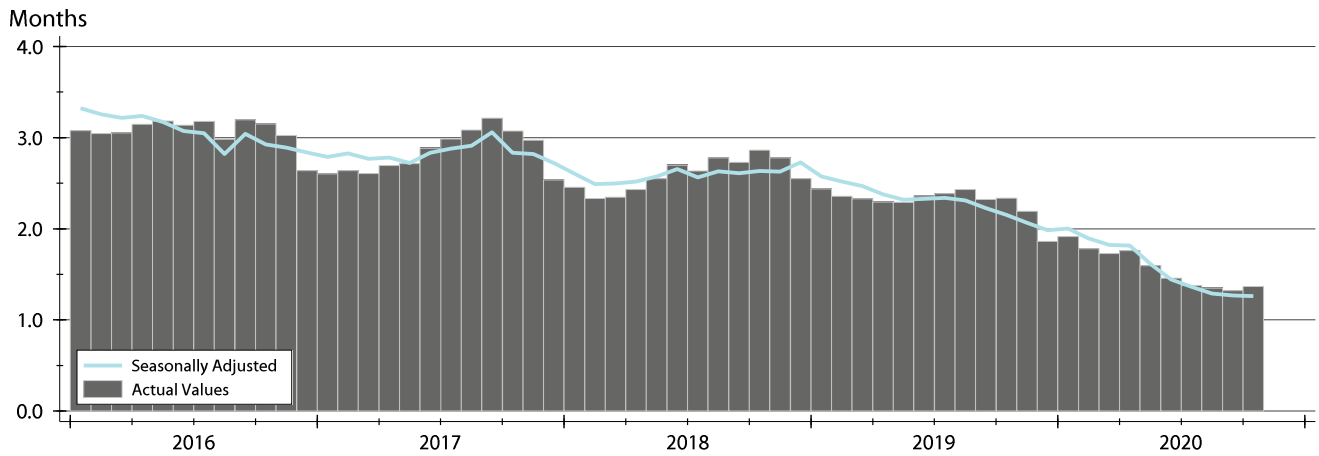


Month	2018	2019	2020
January	78	77	58
February	72	67	49
March	54	47	43
April	48	43	49
May	46	45	43
June	48	45	36
July	55	44	31
August	52	44	28
September	56	49	29
October	57	50	28
November	61	55	
December	74	62	

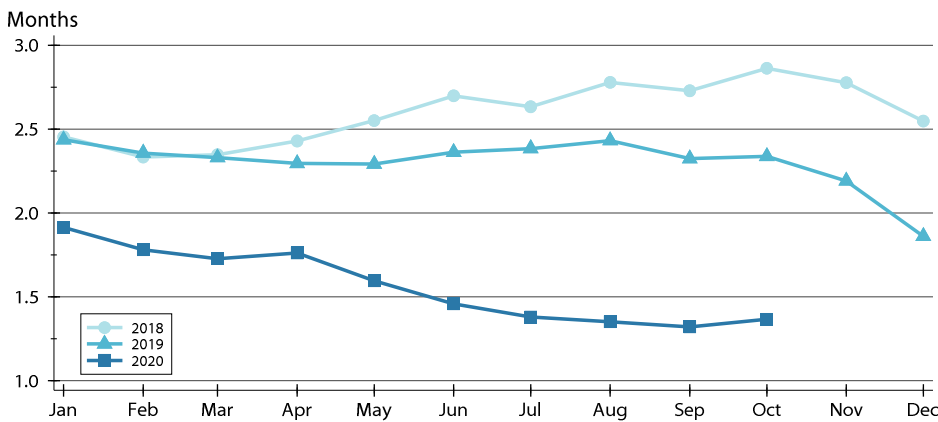
MONTHS' SUPPLY ANALYSIS

HISTORY >>

**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 11/8/2020**



BY MONTH >>

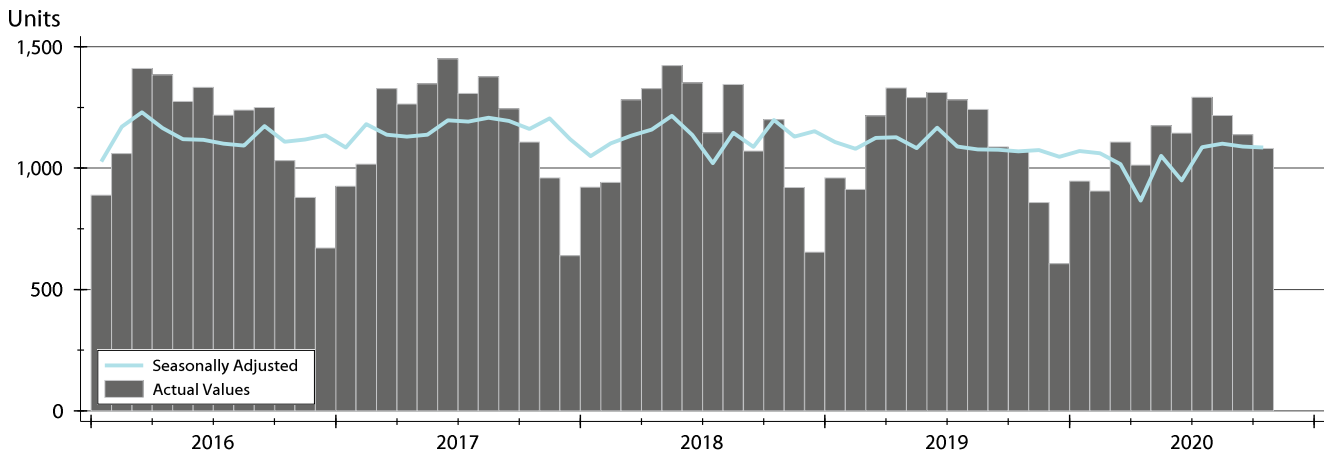


Month	2018	2019	2020
January	2.5	2.4	1.9
February	2.3	2.4	1.8
March	2.3	2.3	1.7
April	2.4	2.3	1.8
May	2.6	2.3	1.6
June	2.7	2.4	1.5
July	2.6	2.4	1.4
August	2.8	2.4	1.4
September	2.7	2.3	1.3
October	2.9	2.3	1.4
November	2.8	2.2	1.3
December	2.5	1.9	1.3

NEW LISTINGS ANALYSIS

HISTORY >>

**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 11/8/2020**



SUMMARY >>

Summary Statistics for New Listings		October		
		2020	2019	Change
Current Month	New Listings	1,081	1,071	0.9%
	Volume (1,000s)	226,437	485,635	-53.4%
	Average List Price	209,470	453,441	-53.8%
	Median List Price	179,900	158,000	13.9%
YTD	New Listings	11,017	11,702	-5.9%
	Volume (1,000s)	2,232,940	2,533,621	-11.9%
	Average List Price	202,681	216,512	-6.4%
	Median List Price	175,000	159,995	9.4%

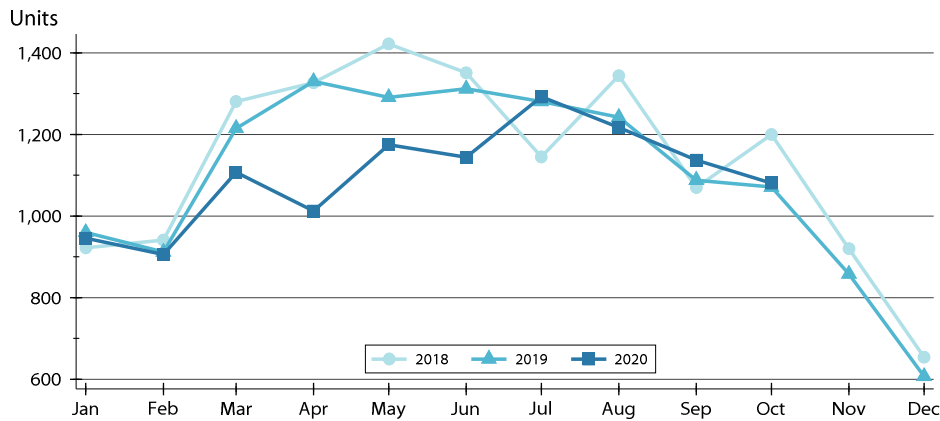
A total of 1,081 new listings were added in South Central Kansas during October, up 0.9% from the same month in 2019. Year-to-date South Central Kansas has seen 11,017 new listings.

The median list price of these homes was \$179,900 up from \$158,000 in 2019.

NEW LISTINGS ANALYSIS

BY MONTH >>

**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 11/8/2020**



Month	2018	2019	2020
January	922	960	946
February	941	912	906
March	1,281	1,215	1,107
April	1,327	1,330	1,012
May	1,422	1,291	1,175
June	1,351	1,312	1,144
July	1,145	1,281	1,292
August	1,344	1,242	1,217
September	1,070	1,088	1,137
October	1,200	1,071	1,081
November	920	858	
December	654	607	

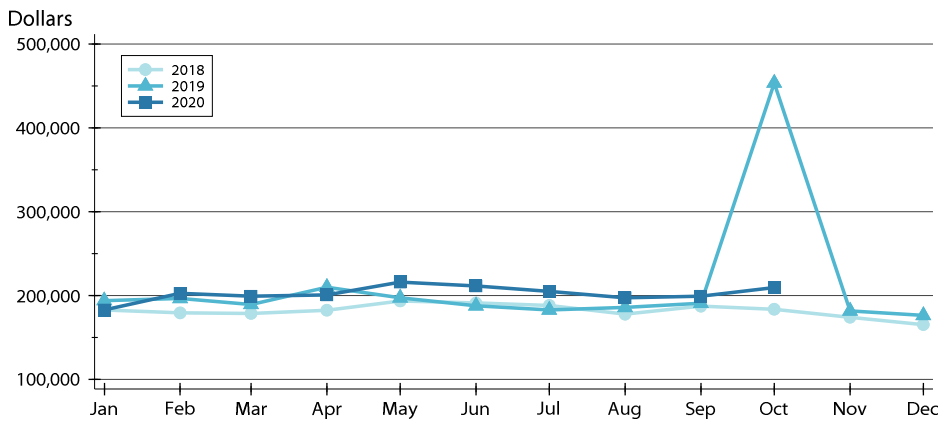
BY PRICE RANGE >>

Price Range	New Listings			List Price	
	Number	Percent	Volume	Average	Median
Below \$25,000	23	2.1%	129	5,608	1,300
\$25,000-\$49,999	27	2.5%	1,085	40,167	40,000
\$50,000-\$99,999	180	16.7%	14,286	79,367	80,000
\$100,000-\$124,999	77	7.1%	8,774	113,953	115,000
\$125,000-\$149,999	110	10.2%	15,065	136,957	137,450
\$150,000-\$174,999	84	7.8%	13,700	163,093	164,900
\$175,000-\$199,999	109	10.1%	20,367	186,857	185,000
\$200,000-\$249,999	148	13.7%	33,733	227,923	229,900
\$250,000-\$299,999	112	10.4%	30,762	274,658	274,950
\$300,000-\$399,999	90	8.3%	30,790	342,111	332,450
\$400,000-\$499,999	31	2.9%	13,702	442,009	436,875
\$500,000-\$749,999	32	3.0%	18,957	592,404	577,000
\$750,000-\$999,999	7	0.6%	5,830	832,829	799,900
\$1,000,000 and up	5	0.5%	9,622	1,924,400	1,798,000
All price ranges	1,081	100.0%	226,437	209,470	179,900

NEW LISTINGS ANALYSIS

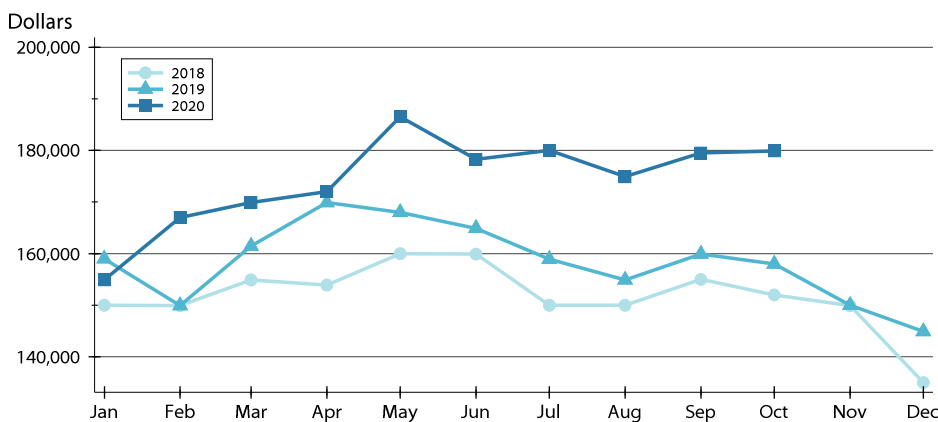
**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 11/8/2020**

AVERAGE PRICE >>



Month	2018	2019	2020
January	182,667	193,909	182,601
February	179,244	196,463	202,610
March	178,570	189,353	198,965
April	182,407	209,800	200,681
May	193,510	197,137	216,034
June	190,985	187,679	211,413
July	188,154	182,659	204,865
August	177,600	185,575	197,173
September	187,139	190,673	199,064
October	183,517	453,441	209,470
November	173,993	181,561	
December	165,287	176,200	

MEDIAN PRICE >>

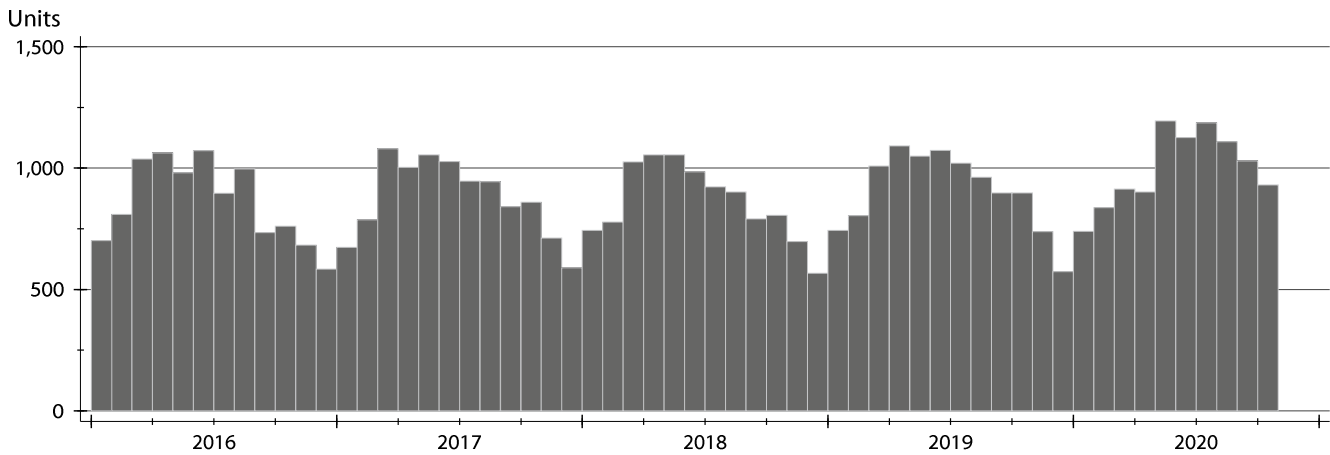


Month	2018	2019	2020
January	150,000	159,000	154,900
February	149,900	149,900	167,000
March	154,900	161,450	169,900
April	153,900	169,900	172,000
May	160,000	168,000	186,500
June	159,900	164,900	178,250
July	150,000	158,900	180,000
August	150,000	154,900	174,900
September	155,000	159,900	179,500
October	152,000	158,000	179,900
November	149,900	150,000	
December	135,000	144,900	

CONTRACTS WRITTEN ANALYSIS

HISTORY >>

**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 11/8/2020**



SUMMARY >>

Summary Statistics		October			Year-to-Date		
for Contracts Written		2020	2019	Change	2020	2019	Change
Closed Listings		931	898	3.7%	9,967	9,546	4.4%
Volume (1,000s)		189,578	451,053	-58.0%	1,969,140	2,012,044	-2.1%
Average	Sale Price	203,628	502,286	-59.5%	197,566	210,774	-6.3%
	Days on Market	23	38	-38.8%	31	40	-21.2%
	Percent of Original	98.3%	96.1%	2.2%	97.5%	96.3%	1.3%
Median	Sale Price	175,000	162,500	7.7%	174,900	159,900	9.4%
	Days on Market	7	16	-56.3%	7	14	-50.0%
	Percent of Original	100.0%	98.1%	2.0%	100.0%	98.4%	1.7%

A total of 931 contracts for sale were written in South Central Kansas during the month of October, up from 898 in 2019. The median list price of these homes was \$175,000, up from \$162,500 the prior year.

Half of the homes that went under contract in October were on the market less than 7 days, compared to 16 days in October 2019.



OCTOBER 2020 >>

SOUTH CENTRAL KANSAS MLS STATISTICS

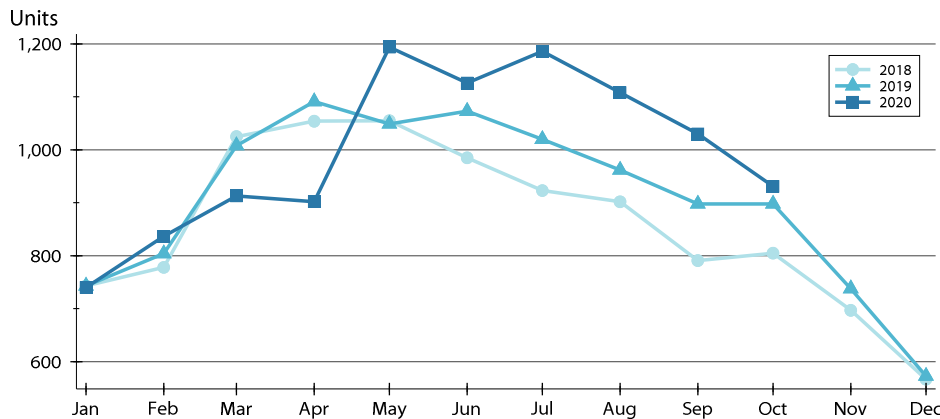


South Central Kansas MLS

CONTRACTS WRITTEN ANALYSIS

BY MONTH >>

ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 11/8/2020



Month	2018	2019	2020
January	743	743	740
February	778	804	837
March	1,025	1,008	913
April	1,054	1,091	902
May	1,055	1,049	1,194
June	985	1,073	1,126
July	923	1,020	1,186
August	902	962	1,108
September	791	898	1,030
October	805	898	931
November	697	738	
December	567	573	

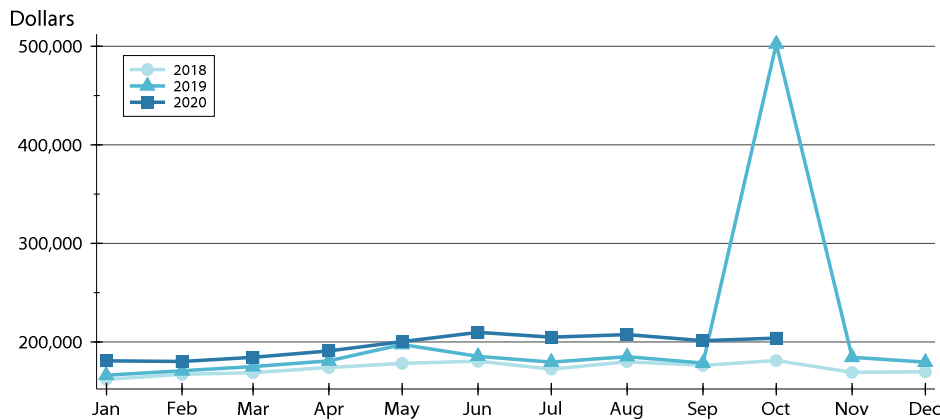
BY PRICE RANGE >>

Price Range	Contracts Written			List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median
Below \$25,000	7	0.8%	107	15,286	20,000	14	9	88.8%	100.0%
\$25,000-\$49,999	28	3.0%	1,152	41,157	42,000	50	26	92.0%	95.2%
\$50,000-\$99,999	161	17.3%	12,640	78,507	80,000	20	8	96.9%	100.0%
\$100,000-\$124,999	71	7.6%	8,046	113,328	115,000	15	6	98.4%	100.0%
\$125,000-\$149,999	102	11.0%	13,999	137,245	136,750	13	3	99.2%	100.0%
\$150,000-\$174,999	82	8.8%	13,329	162,548	162,750	14	5	98.7%	100.0%
\$175,000-\$199,999	106	11.4%	19,854	187,301	185,000	15	3	99.2%	100.0%
\$200,000-\$249,999	136	14.6%	30,779	226,315	225,620	18	8	98.7%	100.0%
\$250,000-\$299,999	79	8.5%	21,609	273,537	270,000	21	9	98.6%	100.0%
\$300,000-\$399,999	75	8.1%	25,747	343,294	337,586	39	10	99.4%	100.0%
\$400,000-\$499,999	34	3.7%	15,268	449,057	449,000	48	12	99.7%	100.0%
\$500,000-\$749,999	21	2.3%	12,066	574,555	575,000	55	10	98.3%	100.0%
\$750,000-\$999,999	8	0.9%	7,056	882,050	873,750	89	68	94.8%	93.7%
\$1,000,000 and up	3	0.3%	4,260	1,420,000	1,460,000	60	18	95.5%	95.5%
All price ranges	931	100.0%	189,578	203,628	175,000	23	7	98.3%	100.0%

CONTRACTS WRITTEN ANALYSIS

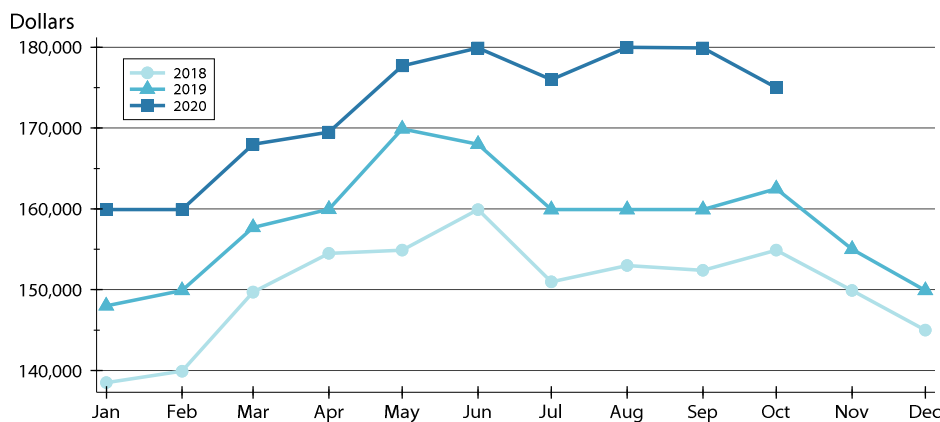
**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 11/8/2020**

AVERAGE PRICE >>



Month	2018	2019	2020
January	161,962	166,076	180,833
February	167,014	170,621	180,015
March	168,727	174,748	184,316
April	173,771	180,553	190,805
May	178,081	197,173	200,317
June	180,310	185,308	209,521
July	172,342	179,344	204,688
August	179,829	185,009	207,475
September	176,152	178,416	201,274
October	180,967	502,286	203,628
November	168,869	184,219	
December	169,644	179,397	

MEDIAN PRICE >>

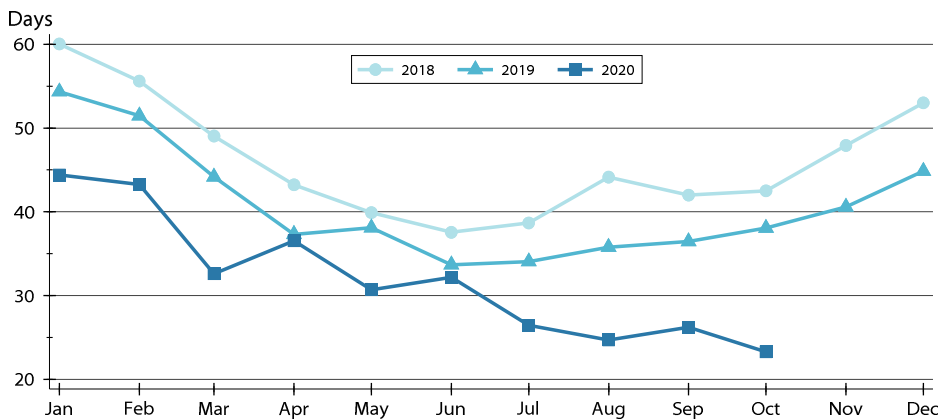


Month	2018	2019	2020
January	138,500	148,000	159,900
February	139,900	149,900	159,900
March	149,700	157,700	168,000
April	154,500	159,950	169,500
May	154,900	169,900	177,700
June	159,900	168,000	179,900
July	150,975	159,900	176,000
August	153,000	159,900	180,000
September	152,400	159,900	179,900
October	154,900	162,500	175,000
November	149,900	155,000	
December	145,000	149,900	

CONTRACTS WRITTEN ANALYSIS

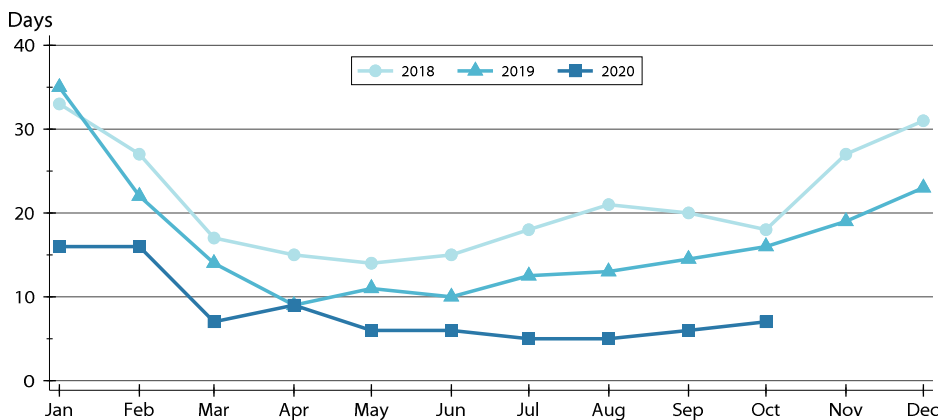
**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 11/8/2020**

AVERAGE DOM >>



Month	2018	2019	2020
January	60	54	44
February	56	51	43
March	49	44	33
April	43	37	37
May	40	38	31
June	38	34	32
July	39	34	26
August	44	36	25
September	42	36	26
October	43	38	23
November	48	41	
December	53	45	

MEDIAN DOM >>

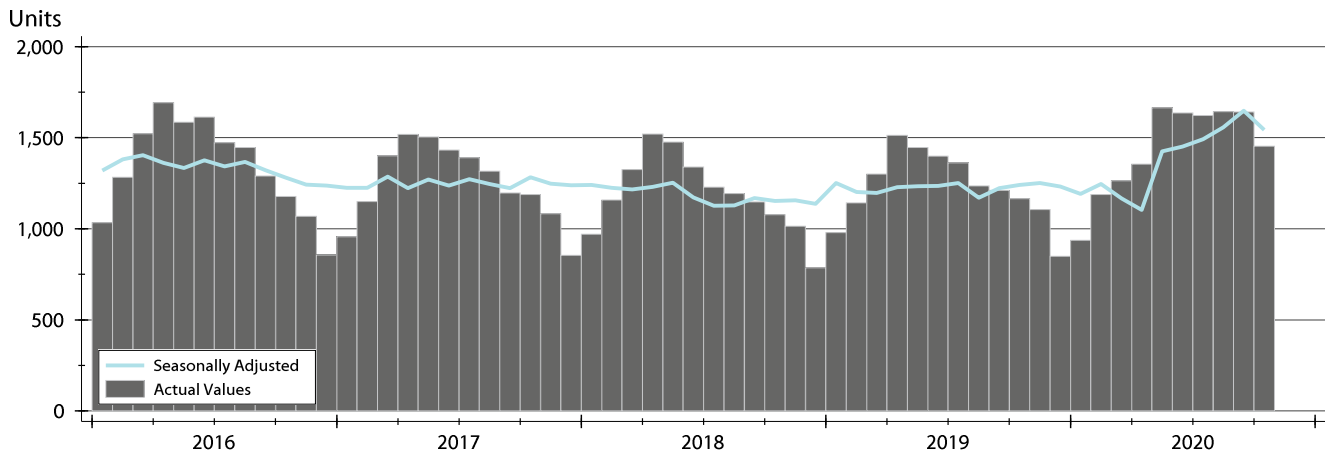


Month	2018	2019	2020
January	33	35	16
February	27	22	16
March	17	14	7
April	15	9	9
May	14	11	6
June	15	10	6
July	18	13	5
August	21	13	5
September	20	15	6
October	18	16	7
November	27	19	
December	31	23	

PENDING CONTRACTS ANALYSIS

HISTORY >>

**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 11/8/2020**



SUMMARY >>

Summary Statistics		End of October		
for Active Listings		2020	2019	Change
Active Listings		1,453	1,165	24.7%
Volume (1,000s)		310,881	232,384	33.8%
Average	List Price	213,958	199,471	7.3%
	Days on Market	26	41	-36.7%
	Percent of Original	99.0%	98.0%	0.9%
Median	List Price	185,000	174,900	5.8%
	Days on Market	6	12	-50.0%
	Percent of Original	100.0%	100.0%	0.0%

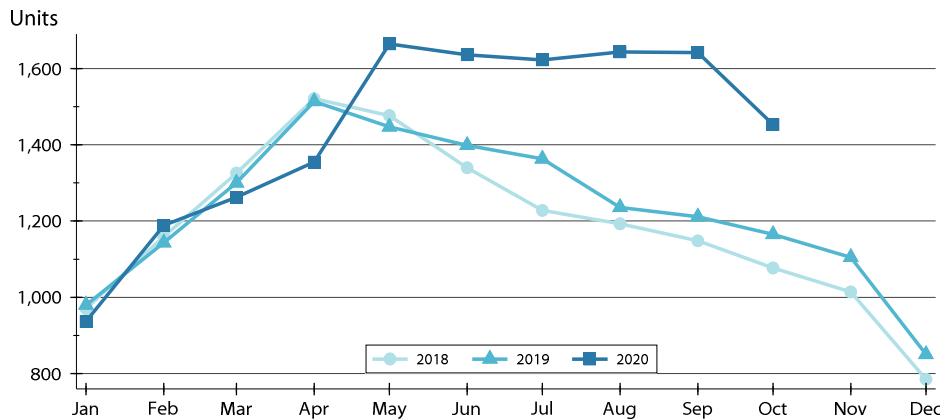
A total of 1,453 listings in South Central Kansas had contracts pending at the end of October, up from 1,165 contracts pending at the end of October 2019.

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 11/8/2020**



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

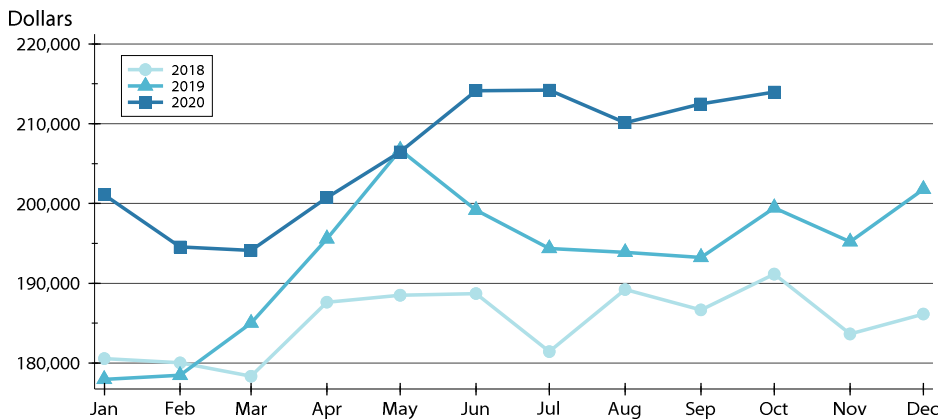
BY PRICE RANGE >>

Price Range	Contracts Written			List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median
Below \$25,000	8	0.6%	109	13,563	16,500	43	10	97.7%	100.0%
\$25,000-\$49,999	37	2.5%	1,506	40,697	41,500	59	30	97.0%	100.0%
\$50,000-\$99,999	233	16.0%	18,070	77,556	79,000	40	10	97.9%	100.0%
\$100,000-\$124,999	103	7.1%	11,681	113,404	115,000	13	5	99.4%	100.0%
\$125,000-\$149,999	141	9.7%	19,364	137,331	136,500	13	3	99.5%	100.0%
\$150,000-\$174,999	114	7.8%	18,589	163,057	163,950	16	4	99.0%	100.0%
\$175,000-\$199,999	160	11.0%	29,896	186,850	185,000	18	4	98.9%	100.0%
\$200,000-\$249,999	224	15.4%	50,504	225,463	225,000	17	6	99.1%	100.0%
\$250,000-\$299,999	140	9.6%	38,520	275,142	274,450	19	5	99.1%	100.0%
\$300,000-\$399,999	169	11.6%	58,048	343,481	340,000	26	2	100.0%	100.0%
\$400,000-\$499,999	61	4.2%	27,254	446,781	446,574	41	5	99.8%	100.0%
\$500,000-\$749,999	30	2.1%	17,607	586,888	577,000	85	15	98.3%	100.0%
\$750,000-\$999,999	11	0.8%	9,626	875,118	885,000	65	44	94.9%	94.2%
\$1,000,000 and up	4	0.3%	6,258	1,564,375	1,523,750	32	23	98.4%	100.0%
All price ranges	1,453	100.0%	310,881	213,958	185,000	26	6	99.0%	100.0%

PENDING CONTRACTS ANALYSIS

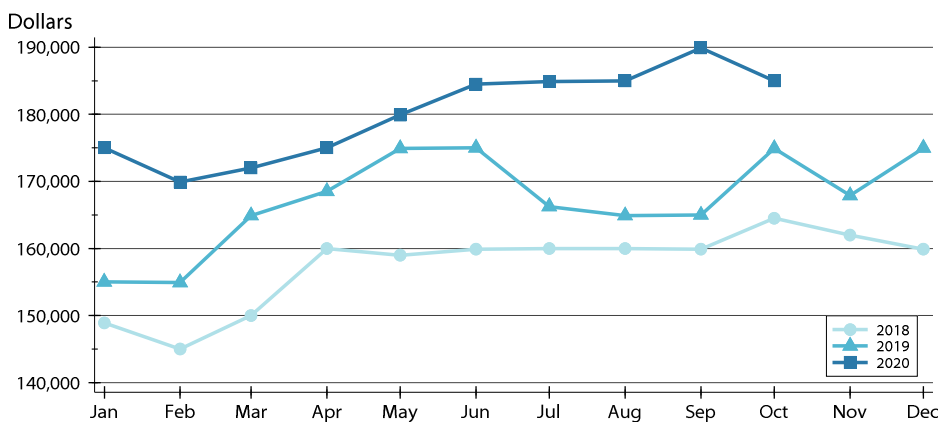
**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 11/8/2020**

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

MEDIAN PRICE >>

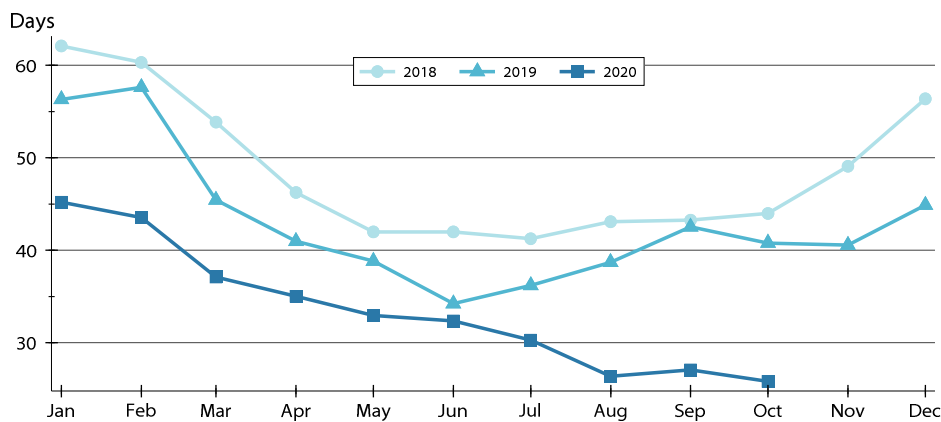


Month	2018	2019	2020
January	148,900	155,000	175,000
February	145,000	154,900	169,900
March	150,000	164,900	172,000
April	160,000	168,500	175,000
May	159,000	174,900	179,900
June	159,900	175,000	184,500
July	160,000	166,250	184,900
August	160,000	164,900	185,000
September	159,900	165,000	189,900
October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

PENDING CONTRACTS ANALYSIS

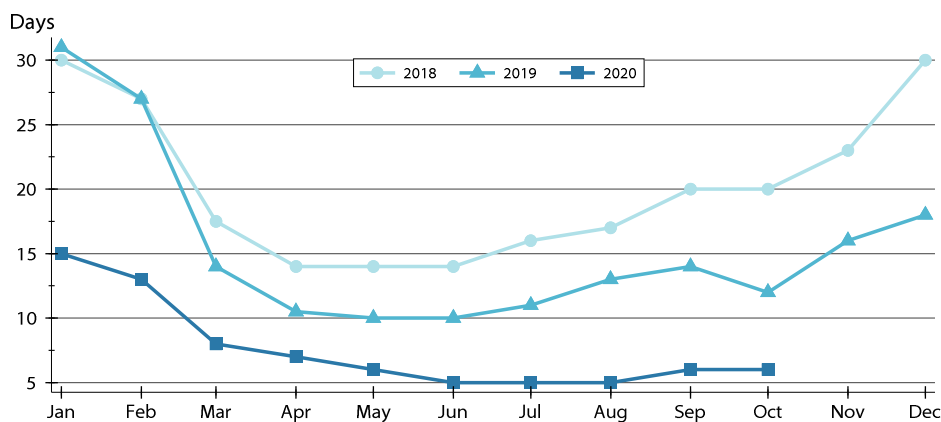
**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 11/8/2020**

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