

MARKET OVERVIEW >>

South Central Kansas Home Sales Rose in January

Total home sales in South Central Kansas rose by 9.0% last month to 618 units, compared to 567 units in January 2019. Total sales volume was \$102.5 million, up 13.5% from a year earlier.

The median sale price in January was \$141,950, up from \$139,900 a year earlier. Homes that sold in January were typically on the market for 21 days and sold for 99.0% of their list prices.

South Central Kansas Active Listings Down at End of January

The total number of active listings in South Central Kansas at the end of January was 1,735 units, down from 2,102 at the same point in 2019. This represents a 1.9 months' supply of homes available for sale. The median list price of homes on the market at the end of January was \$183,000.

During January, a total of 706 contracts were written down from 742 in January 2019. At the end of the month, there were 937 contracts pending, compared to 980 at the end of January 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		January		
Summary Statistics		2020	2019	Change
Home Sales		618	567	9.0%
Active Listings		1,735	2,102	-17.5%
Months' Supply		1.9	2.4	-21.3%
New Listings		885	959	-7.7%
Contracts Written		706	742	-4.9%
Pending Contracts		937	980	-4.4%
Sales Volume (1,000s)		102,543	90,334	13.5%
Average	Sale Price	165,926	159,319	4.1%
	List Price of Actives	245,096	244,933	0.1%
	Days on Market	44	54	-18.4%
	Percent of List	97.4%	97.2%	0.2%
	Percent of Original	95.4%	94.5%	0.9%
Median	Sale Price	141,950	139,900	1.5%
	List Price of Actives	183,000	184,900	-1.0%
	Days on Market	21	31	-32.3%
	Percent of List	99.0%	98.3%	0.7%
	Percent of Original	97.6%	96.7%	0.9%

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THREE-YEAR COMPARISONS

SUMMARY >>

BREAKDOWNS BY HOME TYPE ENTIRE MLS SYSTEM AS OF 2/12/2020

January MLS Statistics		2020			2019			2018			
By Property Type		Total	Existing	New	Total	Existing	New	Total	Existing	New	
Home Sales		618	573	45	567	520	47	598	551	47	
	Change from prior year	9.0%	10.2%	-4.3%	-5.2%	-5.6%	0.0%	4.7%	4.4%	9.3%	
Active Listings		1,735	1,464	271	2,102	1,798	304	2,147	1,851	296	
	Change from prior year	-17.5%	-18.6%	-10.9%	-2.1%	-2.9%	2.7%	-4.7%	-7.3%	15.2%	
Months' Supply		1.9	1.7	4.4	2.4	2.2	4.9	2.5	2.3	5.2	
	Change from prior year	-21.3%	-22.7%	-11.0%	-0.7%	-0.8%	-5.5%	-5.7%	-8.7%	22.2%	
New Listings		885	829	56	959	866	93	922	843	79	
	Change from prior year	-7.7%	-4.3%	-39.8%	4.0%	2.7%	17.7%	-0.4%	1.9%	-20.2%	
Contracts Written		706	668	38	742	685	57	743	681	62	
	Change from prior year	-4.9%	-2.5%	-33.3%	-0.1%	0.6%	-8.1%	10.4%	11.5%	0.0%	
Pending Contracts		937	774	163	980	848	132	970	819	151	
	Change from prior year	-4.4%	-8.7%	23.5%	1.0%	3.5%	-12.6%	1.4%	-6.3%	81.9%	
Sales Volume (1,000s)		102,543	88,813	13,730	90,334	76,302	14,032	90,693	75,868	14,826	
	Change from prior year	13.5%	16.4%	-2.2%	-0.4%	0.6%	-5.4%	4.2%	1.6%	19.3%	
Average	Sale Price	165,926	154,996	305,109	159,319	146,735	298,547	151,661	137,691	315,440	
		Change from prior year	4.1%	5.6%	2.2%	5.0%	6.6%	-5.4%	-0.5%	-2.6%	9.1%
	List Price of Actives	245,096	226,085	344,568	244,933	230,395	329,437	219,491	205,167	306,069	
		Change from prior year	0.1%	-1.9%	4.6%	11.6%	12.3%	7.6%	3.8%	3.7%	-3.5%
	Days on Market	44	41	81	54	53	61	51	48	81	
		Change from prior year	-18.4%	-23.0%	33.4%	5.4%	9.7%	-25.0%	-15.3%	-17.5%	2.2%
Percent of List		97.4%	97.1%	101.4%	97.2%	96.7%	102.3%	97.2%	96.7%	102.0%	
		Change from prior year	0.2%	0.4%	-0.9%	0.1%	0.0%	0.3%	1.2%	1.3%	-0.2%
Percent of Original		95.4%	94.8%	102.4%	94.5%	93.7%	103.5%	94.3%	93.6%	102.9%	
		Change from prior year	0.9%	1.2%	-1.0%	0.2%	0.1%	0.6%	1.1%	1.2%	0.3%
Median	Sale Price	141,950	135,000	298,900	139,900	129,750	269,900	126,500	116,000	264,900	
		Change from prior year	1.5%	4.0%	10.7%	10.6%	11.9%	1.9%	1.2%	0.4%	0.4%
	List Price of Actives	183,000	154,900	298,392	184,900	158,000	291,500	168,248	144,900	277,892	
		Change from prior year	-1.0%	-2.0%	2.4%	9.9%	9.0%	4.9%	8.6%	7.4%	3.3%
	Days on Market	21	21	12	31	32	3	30	30	18	
		Change from prior year	-32.3%	-34.4%	300.0%	3.3%	6.7%	-83.3%	-11.8%	-16.7%	500.0%
Percent of List		99.0%	98.6%	100.0%	98.3%	98.0%	100.0%	98.8%	98.3%	100.0%	
		Change from prior year	0.7%	0.6%	0.0%	-0.4%	-0.4%	0.0%	0.7%	0.6%	0.0%
Percent of Original		97.6%	97.1%	101.2%	96.7%	95.8%	101.7%	96.8%	96.4%	100.3%	
		Change from prior year	0.9%	1.4%	-0.5%	-0.1%	-0.6%	1.3%	0.4%	0.5%	-0.7%

YEAR-TO-DATE STATISTICS

SUMMARY >>

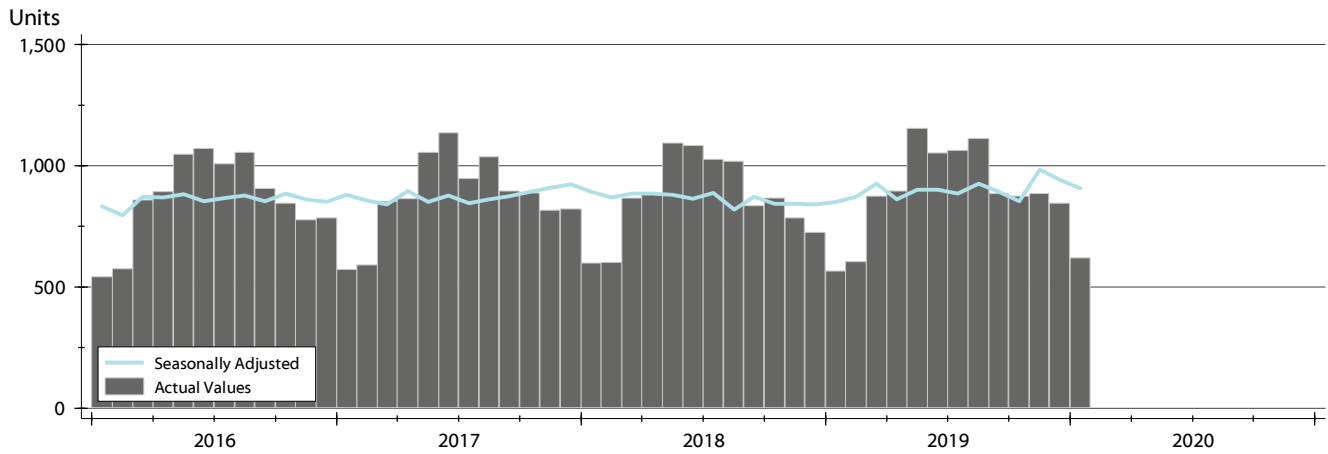
YTD BREAKDOWNS BY HOME TYPE ENTIRE MLS SYSTEM AS OF 2/12/2020

Year-to-Date Activity		2020			2019			2018		
By Property Type		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		618	573	45	567	520	47	598	551	47
Change from prior year		9.0%	10.2%	-4.3%	-5.2%	-5.6%	0.0%	4.7%	4.4%	9.3%
New Listings		885	829	56	959	866	93	922	843	79
Change from prior year		-7.7%	-4.3%	-39.8%	4.0%	2.7%	17.7%	-0.4%	1.9%	-20.2%
Contracts Written		706	668	38	742	685	57	743	681	62
Change from prior year		-4.9%	-2.5%	-33.3%	-0.1%	0.6%	-8.1%	10.4%	11.5%	0.0%
Sales Volume (1,000s)		102,543	88,813	13,730	90,334	76,302	14,032	90,693	75,868	14,826
Change from prior year		13.5%	16.4%	-2.2%	-0.4%	0.6%	-5.4%	4.2%	1.6%	19.3%
Average	Sale Price	165,926	154,996	305,109	159,319	146,735	298,547	151,661	137,691	315,440
	Change from prior year	4.1%	5.6%	2.2%	5.0%	6.6%	-5.4%	-0.5%	-2.6%	9.1%
	Days on Market	44	41	81	54	53	61	51	48	81
	Change from prior year	-18.4%	-23.0%	33.4%	5.4%	9.7%	-25.0%	-15.3%	-17.5%	2.2%
Percent of List	Percent of List	97.4%	97.1%	101.4%	97.2%	96.7%	102.3%	97.2%	96.7%	102.0%
	Change from prior year	0.2%	0.4%	-0.9%	0.1%	0.0%	0.3%	1.2%	1.3%	-0.2%
	Percent of Original	95.4%	94.8%	102.4%	94.5%	93.7%	103.5%	94.3%	93.6%	102.9%
	Change from prior year	0.9%	1.2%	-1.0%	0.2%	0.1%	0.6%	1.1%	1.2%	0.3%
Median	Sale Price	141,950	135,000	298,900	139,900	129,750	269,900	126,500	116,000	264,900
	Change from prior year	1.5%	4.0%	10.7%	10.6%	11.9%	1.9%	1.2%	0.4%	0.4%
	Days on Market	21	21	12	31	32	3	30	30	18
	Change from prior year	-32.3%	-34.4%	300.0%	3.3%	6.7%	-83.3%	-11.8%	-16.7%	500.0%
Percent of List	Percent of List	99.0%	98.6%	100.0%	98.3%	98.0%	100.0%	98.8%	98.3%	100.0%
	Change from prior year	0.7%	0.6%	0.0%	-0.4%	-0.4%	0.0%	0.7%	0.6%	0.0%
	Percent of Original	97.6%	97.1%	101.2%	96.7%	95.8%	101.7%	96.8%	96.4%	100.3%
	Change from prior year	0.9%	1.4%	-0.5%	-0.1%	-0.6%	1.3%	0.4%	0.5%	-0.7%

CLOSED LISTINGS ANALYSIS

HISTORY >>

**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 2/12/2020**



SUMMARY >>

Summary Statistics for Closed Listings		January			Year-to-Date		
		2020	2019	Change	2020	2019	Change
Closed Listings		618	567	9.0%	618	567	9.0%
Volume (1,000s)		102,543	90,334	13.5%	102,543	90,334	13.5%
Average	Sale Price	165,926	159,319	4.1%	165,926	159,319	4.1%
	Days on Market	44	54	-18.4%	44	54	-18.4%
	Percent of List	97.4%	97.2%	0.2%	97.4%	97.2%	0.2%
	Percent of Original	95.4%	94.5%	0.9%	95.4%	94.5%	0.9%
Median	Sale Price	141,950	139,900	1.5%	141,950	139,900	1.5%
	Days on Market	21	31	-32.3%	21	31	-32.3%
	Percent of List	99.0%	98.3%	0.7%	99.0%	98.3%	0.7%
	Percent of Original	97.6%	96.7%	0.9%	97.6%	96.7%	0.9%

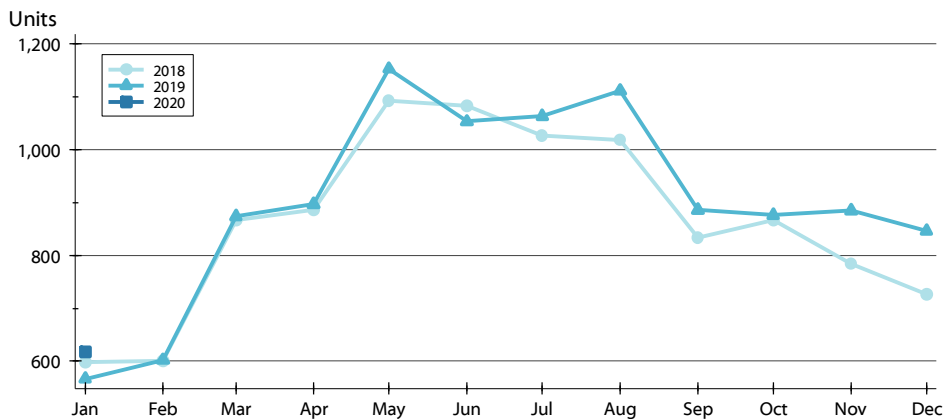
A total of 618 homes sold in South Central Kansas in January, up from 567 units in January 2019. Total sales volume rose to \$102.5 million compared to \$90.3 million in the previous year.

The median sales price in January was \$141,950, up 1.5% compared to the prior year. Median days on market was 21 days, up from 18 days in December, but down from 31 in January 2019.

CLOSED LISTINGS ANALYSIS

BY MONTH >>

**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 2/12/2020**



Month	2018	2019	2020
January	598	567	618
February	601	602	
March	867	874	
April	886	897	
May	1,093	1,153	
June	1,083	1,053	
July	1,027	1,063	
August	1,018	1,111	
September	834	886	
October	867	876	
November	784	885	
December	726	846	

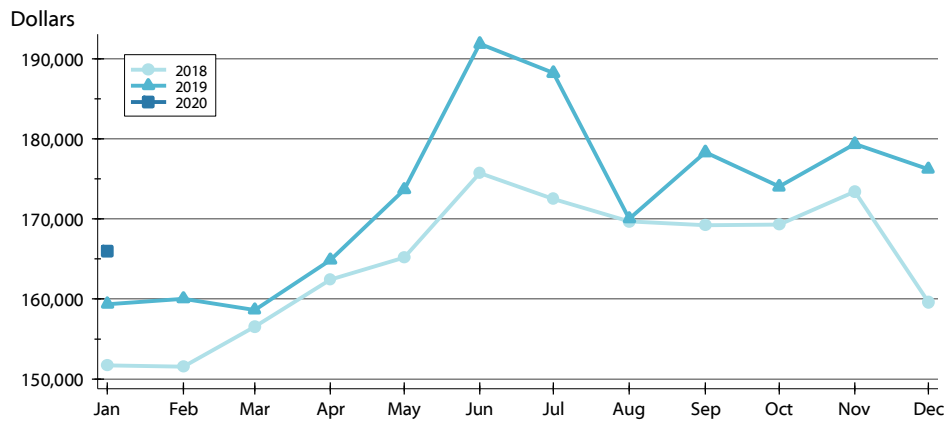
BY PRICE RANGE >>

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	18	2.9%	251	13,964	15,500	53	25	87.8%	100.0%	74.4%	78.3%
\$25,000-\$49,999	56	9.1%	2,180	38,926	40,000	38	28	93.8%	95.2%	88.6%	94.3%
\$50,000-\$99,999	136	22.0%	10,231	75,229	75,500	43	23	96.1%	97.4%	93.5%	95.0%
\$100,000-\$124,999	52	8.4%	5,729	110,168	110,000	21	8	98.2%	99.6%	97.3%	98.9%
\$125,000-\$149,999	65	10.5%	8,897	136,882	137,007	23	12	99.8%	100.0%	98.4%	100.0%
\$150,000-\$174,999	62	10.0%	10,079	162,566	164,150	30	13	98.5%	99.4%	97.0%	98.3%
\$175,000-\$199,999	53	8.6%	9,817	185,224	185,600	41	26	98.3%	98.5%	96.5%	97.2%
\$200,000-\$249,999	64	10.4%	14,210	222,031	221,000	61	22	98.3%	99.1%	96.7%	97.6%
\$250,000-\$299,999	44	7.1%	12,014	273,036	273,750	44	19	98.8%	99.6%	98.6%	99.0%
\$300,000-\$399,999	42	6.8%	14,093	335,544	329,721	85	41	98.9%	99.2%	97.8%	98.5%
\$400,000-\$499,999	14	2.3%	6,081	434,338	432,250	89	38	96.1%	97.7%	96.4%	96.8%
\$500,000-\$749,999	10	1.6%	6,231	623,141	628,700	68	53	98.9%	99.0%	97.2%	100.0%
\$750,000-\$999,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	2	0.3%	2,730	1,364,800	1,364,800	118	118	87.8%	87.8%	90.2%	90.2%
All price ranges	618	100.0%	102,543	165,926	141,950	44	21	97.4%	99.0%	95.4%	97.6%

CLOSED LISTINGS ANALYSIS

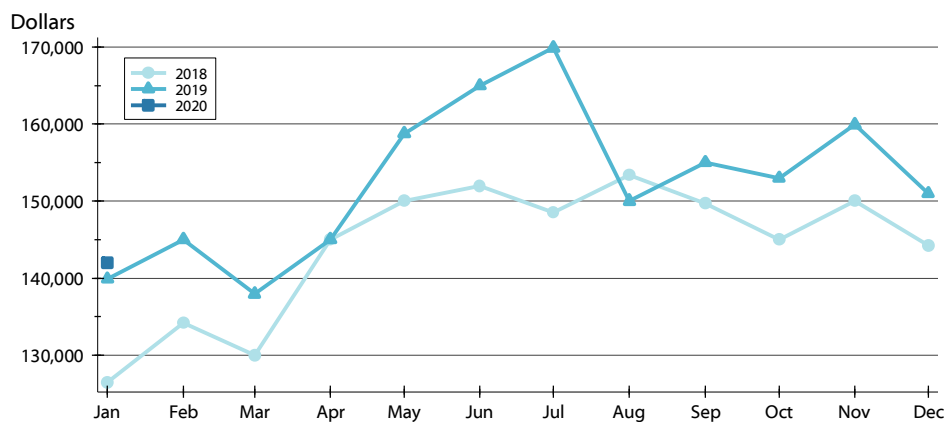
**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 2/12/2020**

AVERAGE PRICE >>



Month	2018	2019	2020
January	151,661	159,319	165,926
February	151,459	159,997	
March	156,465	158,616	
April	162,387	164,845	
May	165,156	173,608	
June	175,695	191,834	
July	172,443	188,175	
August	169,620	170,000	
September	169,187	178,263	
October	169,281	173,972	
November	173,356	179,318	
December	159,588	176,184	

MEDIAN PRICE >>

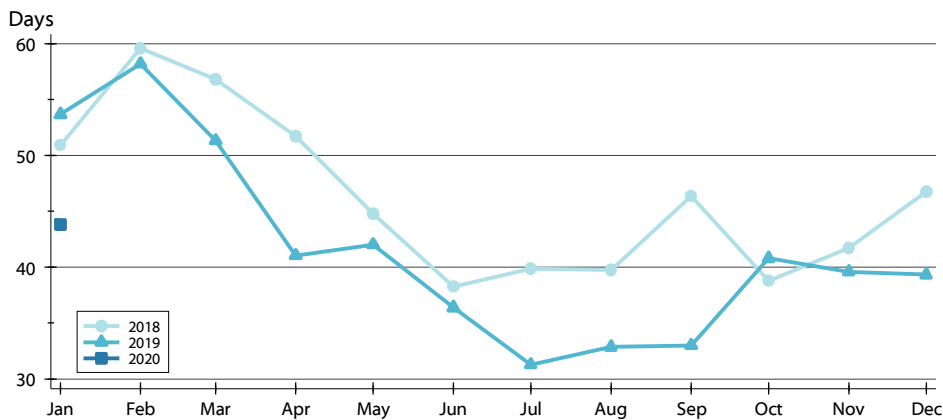


Month	2018	2019	2020
January	126,500	139,900	141,950
February	134,150	145,000	
March	130,000	137,950	
April	145,000	145,000	
May	150,000	158,789	
June	152,000	165,000	
July	148,500	169,900	
August	153,350	150,000	
September	149,700	155,000	
October	145,000	153,000	
November	150,000	159,900	
December	144,250	151,000	

CLOSED LISTINGS ANALYSIS

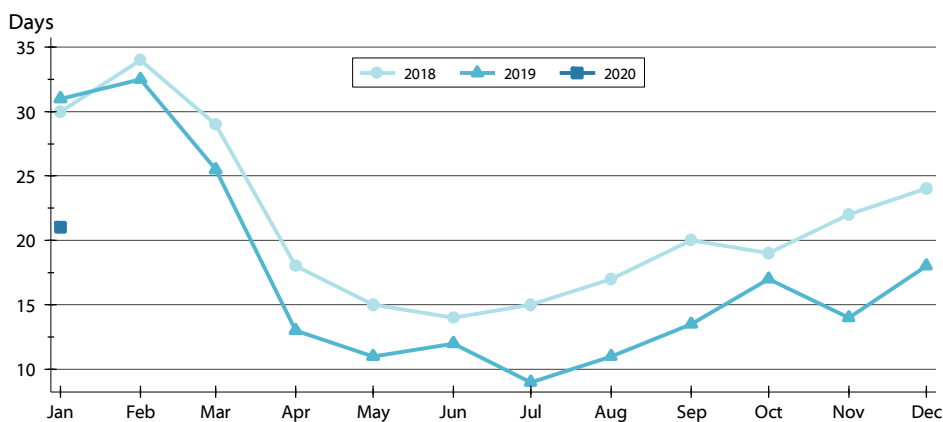
**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 2/12/2020**

AVERAGE DOM >>



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

MEDIAN DOM >>

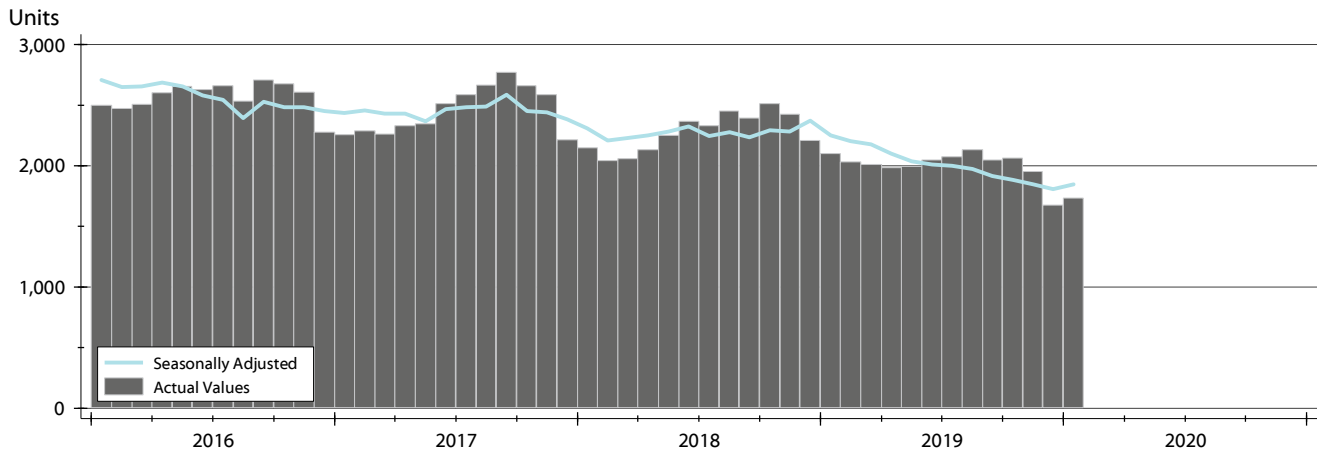


Month	2018	2019	2020
January	30	31	21
February	34	33	21
March	29	26	21
April	18	13	21
May	15	11	21
June	14	12	21
July	15	9	21
August	17	11	21
September	20	14	21
October	19	17	21
November	22	14	21
December	24	18	21

ACTIVE LISTINGS ANALYSIS

HISTORY >>

**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 2/12/2020**



SUMMARY >>

Summary Statistics for Active Listings		End of January		
		2020	2019	Change
Active Listings		1,735	2,102	-17.5%
Months' Supply		1.9	2.4	-21.3%
Volume (1,000s)		425,241	514,849	-17.4%
Average	List Price	245,096	244,933	0.1%
	Days on Market	97	110	-11.6%
	Percent of Original	97.5%	97.5%	0.0%
Median	List Price	183,000	184,900	-1.0%
	Days on Market	58	77	-24.7%
	Percent of Original	100.0%	100.0%	0.0%

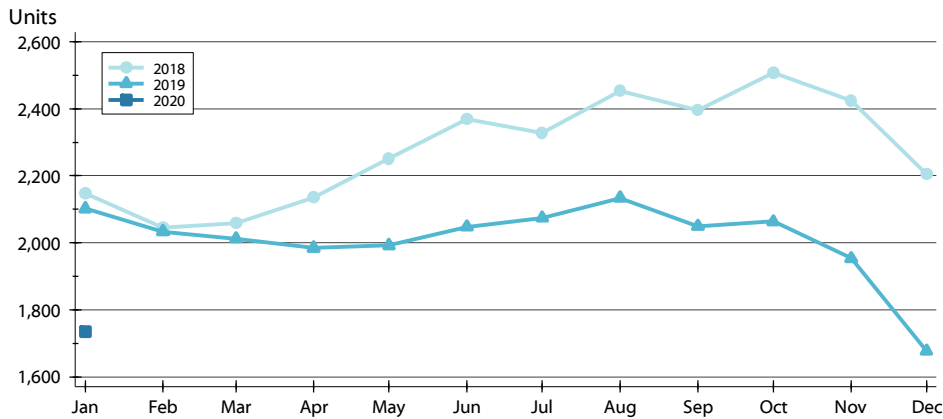
A total of 1,735 homes were available for sale in South Central Kansas at the end of January. This represents a 1.9 months' supply of active listings.

The median list price of homes on the market at the end of January was \$183,000, down 1.0% from 2019. The typical time on market for active listings was 58 days, down from 77 days a year earlier.

ACTIVE LISTINGS ANALYSIS

BY MONTH >>

**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 2/12/2020**



Month	2018	2019	2020
January	2,147	2,102	1,735
February	2,044	2,034	
March	2,059	2,012	
April	2,135	1,984	
May	2,250	1,992	
June	2,369	2,047	
July	2,329	2,074	
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	

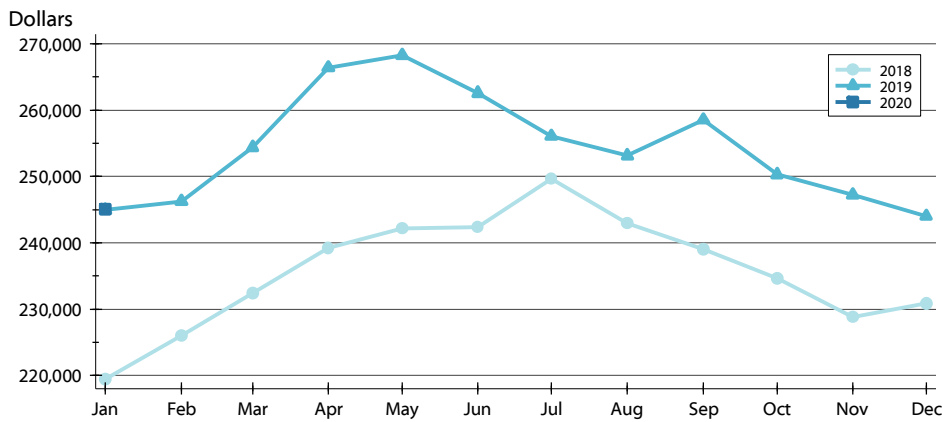
BY PRICE RANGE >>

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	55	3.2%	620	3.1	11,268	12,500	118	69	93.1%	100.0%
\$25,000-\$49,999	134	7.7%	5,042	2.4	37,624	38,625	134	71	94.6%	100.0%
\$50,000-\$99,999	310	17.9%	23,375	2.3	75,402	75,000	94	61	96.1%	100.0%
\$100,000-\$124,999	107	6.2%	12,081	2.1	112,906	114,000	76	48	97.3%	100.0%
\$125,000-\$149,999	107	6.2%	14,617	1.6	136,607	135,000	65	54	98.6%	100.0%
\$150,000-\$174,999	96	5.5%	15,717	1.5	163,722	165,000	62	32	98.2%	100.0%
\$175,000-\$199,999	116	6.7%	21,761	2.2	187,599	187,299	83	51	97.8%	100.0%
\$200,000-\$249,999	171	9.9%	38,674	2.7	226,165	225,000	74	37	98.5%	100.0%
\$250,000-\$299,999	143	8.2%	39,273	3.3	274,638	275,000	68	27	99.0%	100.0%
\$300,000-\$399,999	212	12.2%	74,419	5.0	351,032	349,355	100	64	99.3%	100.0%
\$400,000-\$499,999	94	5.4%	42,359	6.7	450,630	449,450	109	73	98.9%	100.0%
\$500,000-\$749,999	77	4.4%	48,442	7.7	629,117	640,000	166	102	97.5%	100.0%
\$750,000-\$999,999	40	2.3%	34,295	N/A	857,363	850,000	226	136	96.3%	100.0%
\$1,000,000 and up	27	1.6%	43,292	13.5	1,603,401	1,375,000	239	145	96.9%	100.0%
All price ranges	1,735	100.0%	425,241	2.8	245,096	183,000	97	58	97.5%	100.0%

ACTIVE LISTINGS ANALYSIS

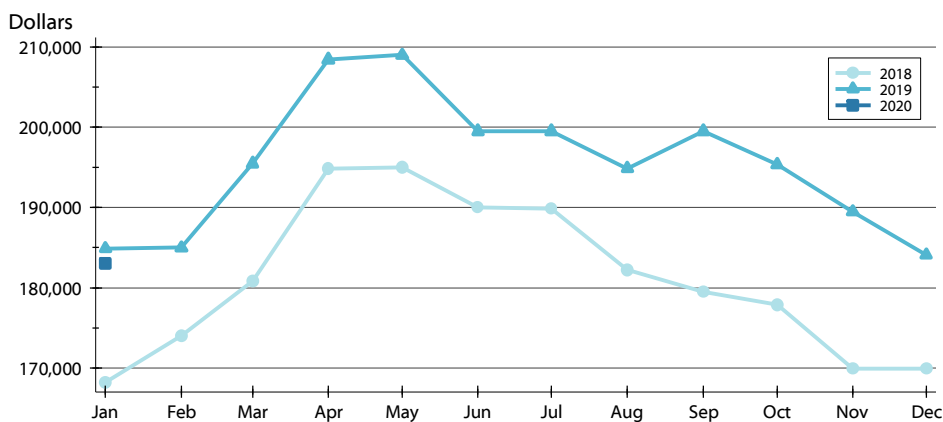
**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 2/12/2020**

AVERAGE PRICE >>



Month	2018	2019	2020
January	219,491	244,933	245,096
February	226,018	246,278	
March	232,365	254,379	
April	239,193	266,443	
May	242,156	268,251	
June	242,311	262,572	
July	249,623	256,102	
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 >>

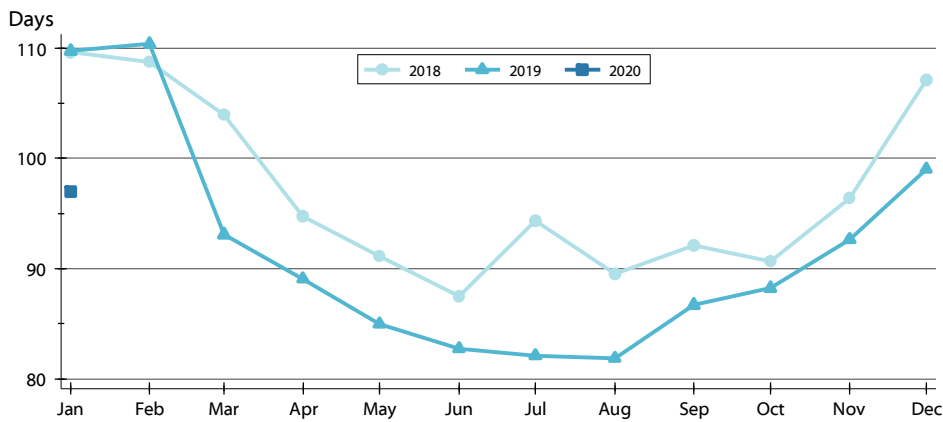


Month	2018	2019	2020
January	168,248	184,900	183,000
February	174,000	185,000	
March	180,867	195,500	
April	194,900	208,443	
May	195,000	209,000	
June	190,000	199,500	
July	189,900	199,500	
August	182,250	194,900	
September	179,500	199,500	
October	177,900	195,370	
November	169,900	189,500	
December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

ACTIVE LISTINGS ANALYSIS

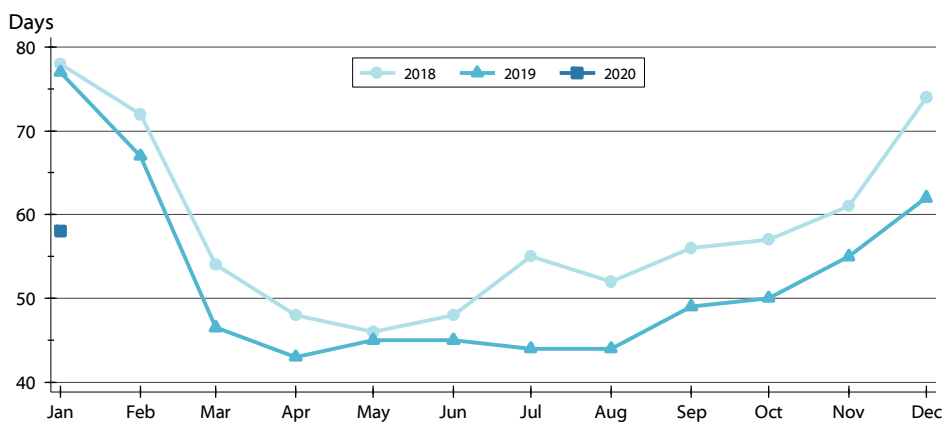
**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 2/12/2020**

AVERAGE DOM >>



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

MEDIAN DOM >>

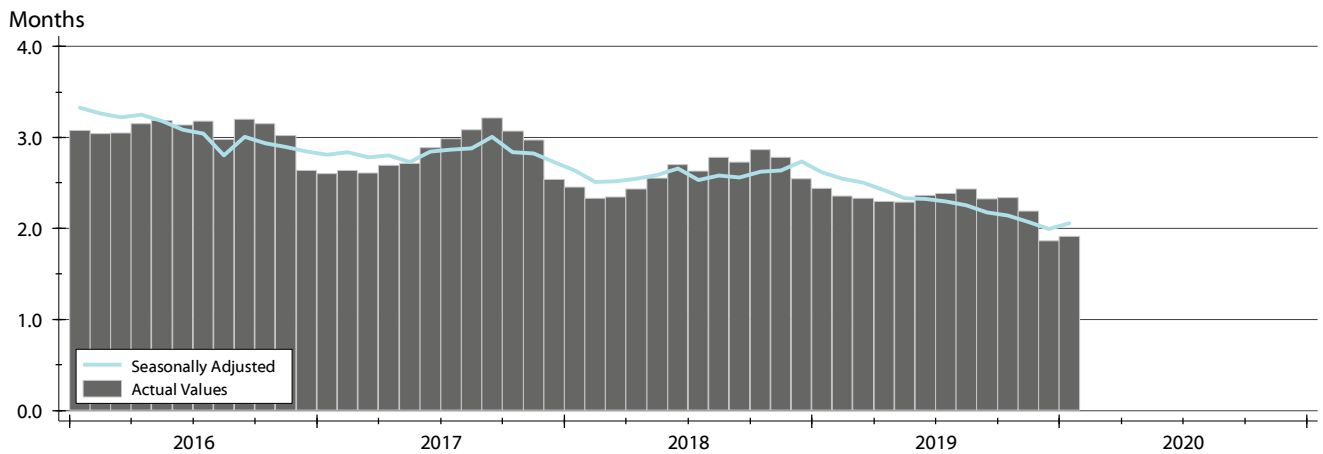


Month	2018	2019	2020
January	78	77	58
February	72	67	
March	54	47	
April	48	43	
May	46	45	
June	48	45	
July	55	44	
August	52	44	
September	56	49	
October	57	50	
November	61	55	
December	74	62	

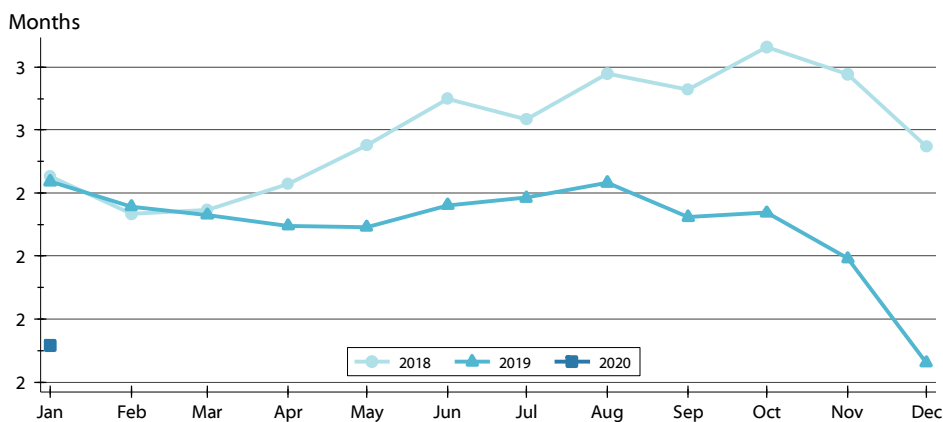
MONTHS' SUPPLY ANALYSIS

**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 2/12/2020**

HISTORY >>



BY MONTH >>

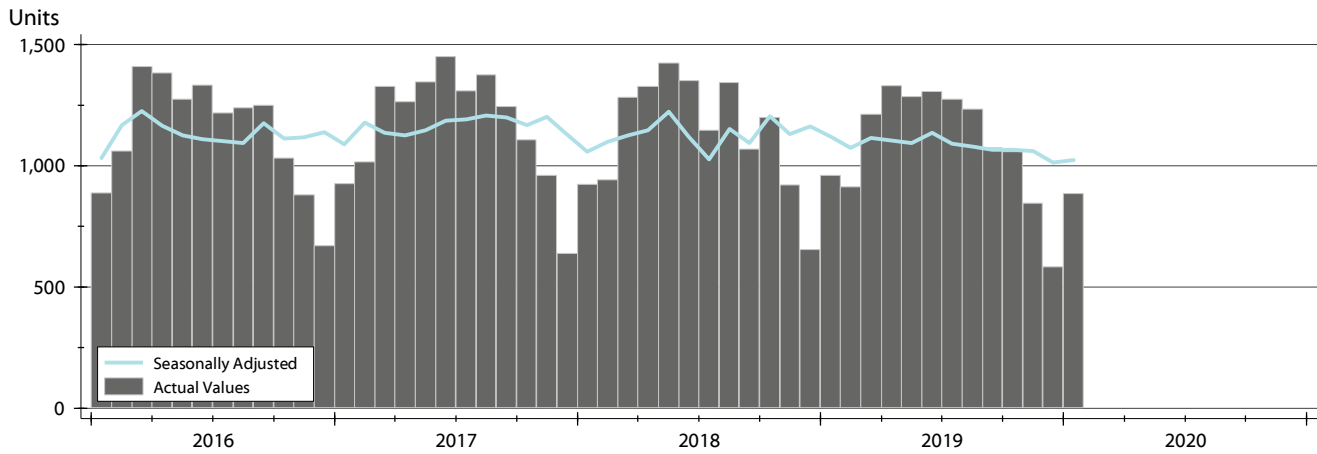


Month	2018	2019	2020
January	2.5	2.4	1.9
February	2.3	2.4	
March	2.3	2.3	
April	2.4	2.3	
May	2.6	2.3	
June	2.7	2.4	
July	2.6	2.4	
August	2.8	2.4	
September	2.7	2.3	
October	2.9	2.3	
November	2.8	2.2	
December	2.5	1.9	

NEW LISTINGS ANALYSIS

HISTORY >>

**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 2/12/2020**



SUMMARY >>

Summary Statistics for New Listings		January		
		2020	2019	Change
Current Month	New Listings	885	959	-7.7%
	Volume (1,000s)	163,479	185,901	-12.1%
	Average List Price	184,722	193,849	-4.7%
	Median List Price	153,000	158,750	-3.6%
YTD	New Listings	885	959	-7.7%
	Volume (1,000s)	163,479	185,901	-12.1%
	Average List Price	184,722	193,849	-4.7%
	Median List Price	153,000	158,750	-3.6%

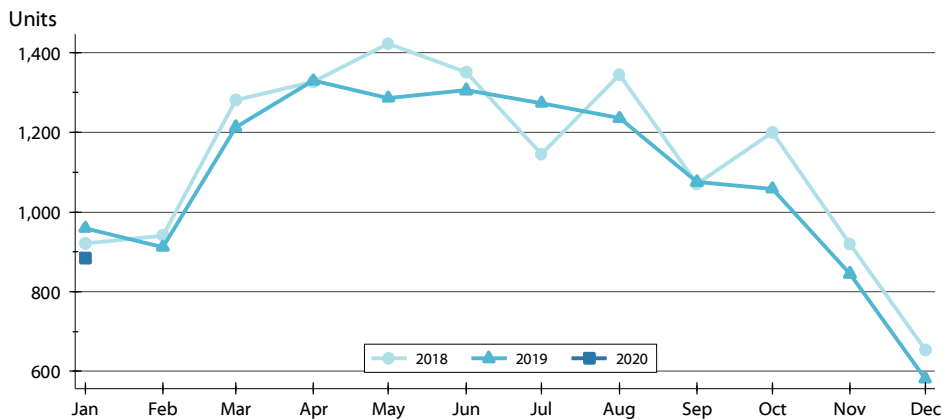
A total of 885 new listings were added in South Central Kansas during January, down 7.7% from the same month in 2019.

The median list price of these homes was \$153,000 down from \$158,750 in 2019.

NEW LISTINGS ANALYSIS

BY MONTH >>

**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 2/12/2020**



Month	2018	2019	2020
January	922	959	885
February	941	912	
March	1,281	1,213	
April	1,327	1,329	
May	1,422	1,286	
June	1,351	1,305	
July	1,145	1,273	
August	1,344	1,235	
September	1,070	1,075	
October	1,200	1,058	
November	919	845	
December	654	582	

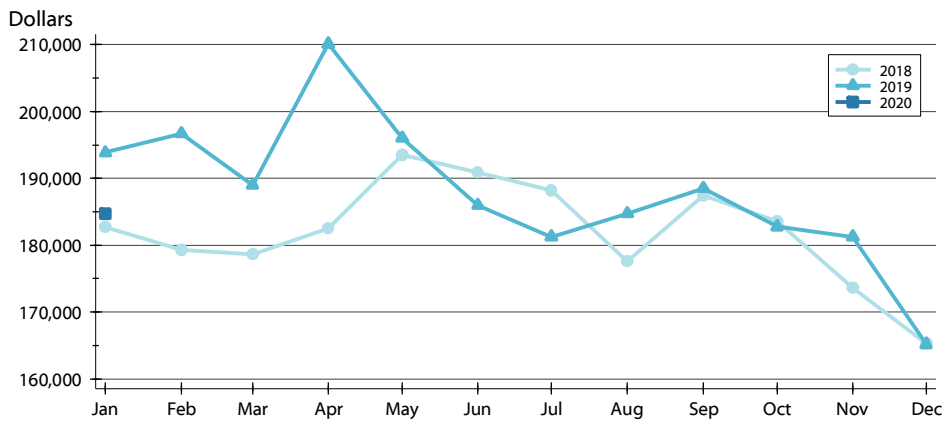
BY PRICE RANGE >>

Price Range	New Listings			List Price	
	Number	Percent	Volume	Average	Median
Below \$25,000	28	3.2%	229	8,172	6,250
\$25,000-\$49,999	59	6.7%	2,194	37,187	35,800
\$50,000-\$99,999	170	19.2%	12,944	76,138	78,000
\$100,000-\$124,999	79	8.9%	8,944	113,217	114,000
\$125,000-\$149,999	82	9.3%	11,212	136,727	135,000
\$150,000-\$174,999	83	9.4%	13,467	162,249	162,000
\$175,000-\$199,999	72	8.1%	13,452	186,827	185,000
\$200,000-\$249,999	96	10.8%	21,700	226,046	224,950
\$250,000-\$299,999	65	7.3%	17,816	274,098	274,500
\$300,000-\$399,999	58	6.6%	19,807	341,495	335,250
\$400,000-\$499,999	30	3.4%	13,792	459,745	461,000
\$500,000-\$749,999	17	1.9%	10,695	629,129	639,900
\$750,000-\$999,999	2	0.2%	1,549	774,500	774,500
\$1,000,000 and up	6	0.7%	8,659	1,443,167	1,437,500
All price ranges	885	100.0%	163,479	184,722	153,000

NEW LISTINGS ANALYSIS

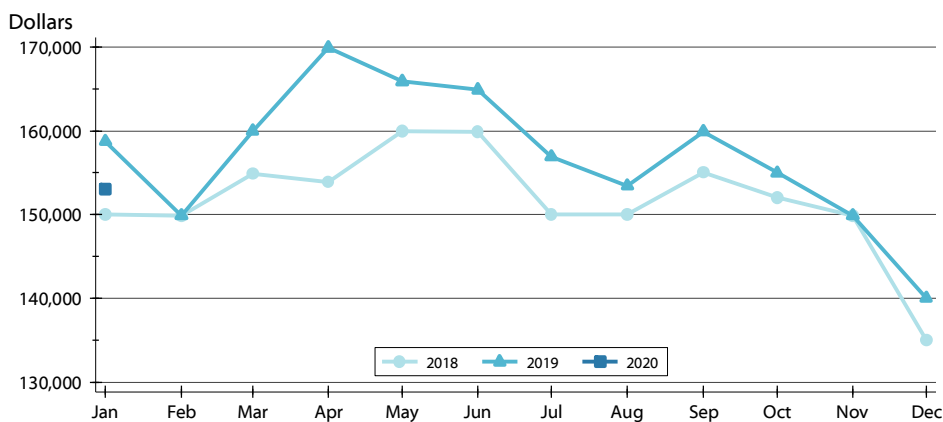
**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 2/12/2020**

AVERAGE PRICE >>



Month	2018	2019	2020
January	182,667	193,849	184,722
February	179,256	196,708	
March	178,570	188,998	
April	182,466	210,134	
May	193,521	196,042	
June	190,938	185,994	
July	188,165	181,271	
August	177,598	184,727	
September	187,428	188,499	
October	183,516	182,758	
November	173,634	181,273	
December	165,313	165,159	

MEDIAN PRICE >>



Month	2018	2019	2020
January	150,000	158,750	153,000
February	149,900	149,900	
March	154,900	160,000	
April	153,900	169,900	
May	160,000	165,900	
June	159,900	164,900	
July	150,000	156,900	
August	150,000	153,431	
September	155,000	159,900	
October	152,000	155,000	
November	149,900	149,900	
December	135,000	140,000	



JANUARY 2020 >>

SOUTH CENTRAL KANSAS MLS STATISTICS

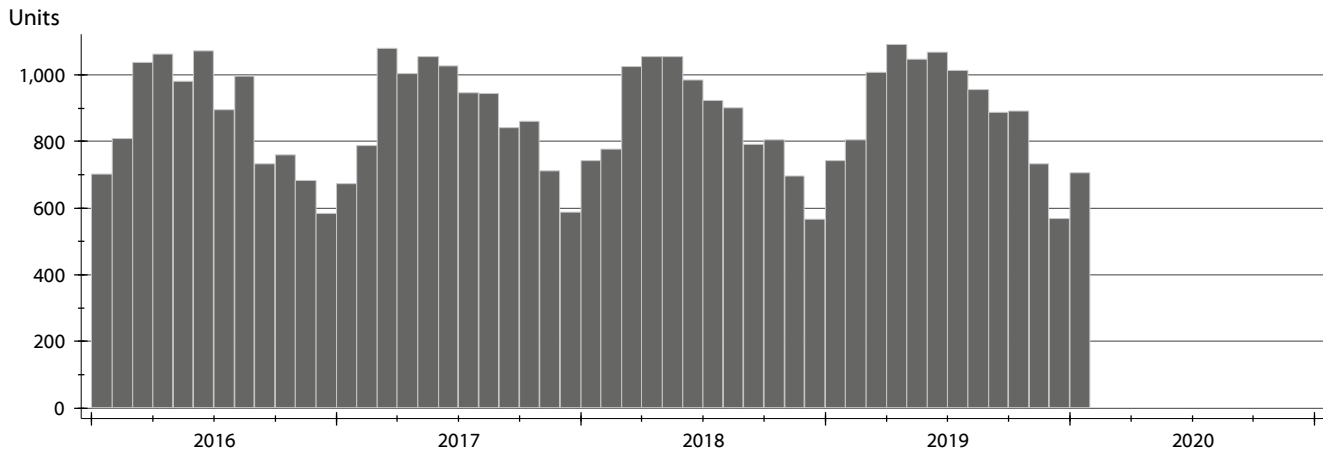


South Central Kansas MLS

CONTRACTS WRITTEN ANALYSIS

HISTORY >>

ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 2/12/2020



SUMMARY >>

Summary Statistics for Contracts Written		January			Year-to-Date		
		2020	2019	Change	2020	2019	Change
Closed Listings		706	742	-4.9%	706	742	-4.9%
Volume (1,000s)		125,623	123,094	2.1%	125,623	123,094	2.1%
Average	Sale Price	177,936	165,895	7.3%	177,936	165,895	7.3%
	Days on Market	45	54	-17.2%	45	54	-17.2%
	Percent of Original	97.1%	95.2%	2.0%	97.1%	95.2%	2.0%
Median	Sale Price	159,000	147,950	7.5%	159,000	147,950	7.5%
	Days on Market	19	35	-45.7%	19	35	-45.7%
	Percent of Original	100.0%	97.0%	3.1%	100.0%	97.0%	3.1%

A total of 706 contracts for sale were written in South Central Kansas during the month of January, down from 742 in 2019. The median list price of these homes was \$159,000, up from \$147,950 the prior year.

Half of the homes that went under contract in January were on the market less than 19 days, compared to 35 days in January 2019.



JANUARY 2020 >>

SOUTH CENTRAL KANSAS MLS STATISTICS

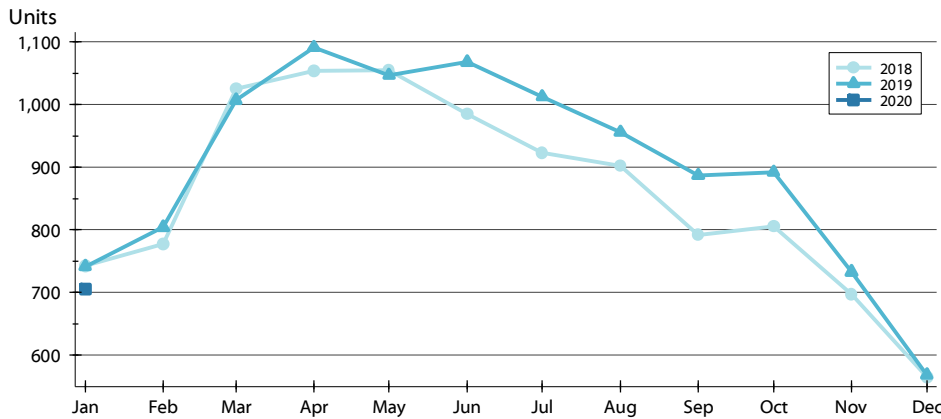


South Central Kansas MLS

CONTRACTS WRITTEN ANALYSIS

ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 2/12/2020

BY MONTH >>



Month	2018	2019	2020
January	743	742	706
February	778	804	
March	1,025	1,007	
April	1,054	1,091	
May	1,055	1,047	
June	985	1,068	
July	923	1,013	
August	902	956	
September	792	887	
October	805	892	
November	697	733	
December	566	569	

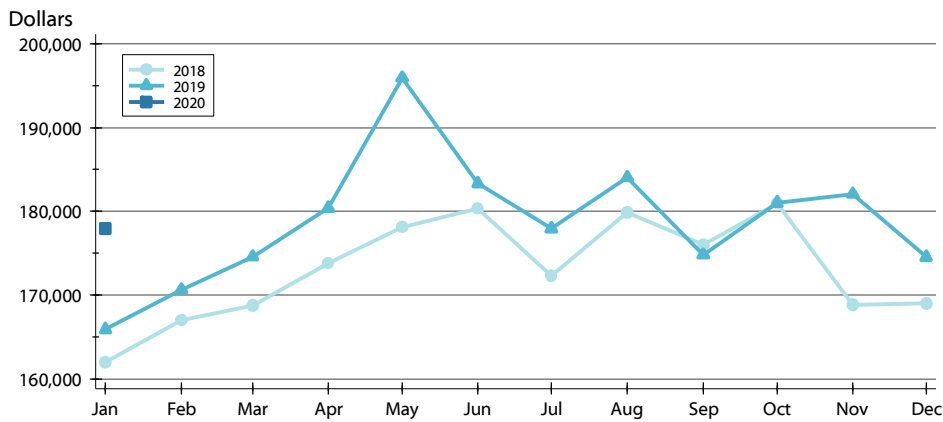
BY PRICE RANGE >>

Price Range	Contracts Written			List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median
Below \$25,000	20	2.8%	303	15,133	15,000	55	34	85.8%	100.0%
\$25,000-\$49,999	34	4.8%	1,289	37,914	35,000	34	16	92.7%	100.0%
\$50,000-\$99,999	142	20.1%	10,980	77,327	79,850	42	20	97.0%	100.0%
\$100,000-\$124,999	52	7.4%	5,889	113,243	113,950	29	8	97.3%	100.0%
\$125,000-\$149,999	80	11.3%	10,941	136,767	136,900	38	16	97.7%	100.0%
\$150,000-\$174,999	83	11.8%	13,461	162,177	160,000	28	13	98.5%	100.0%
\$175,000-\$199,999	76	10.8%	14,194	186,760	186,250	41	18	98.1%	100.0%
\$200,000-\$249,999	84	11.9%	18,973	225,866	226,250	57	24	97.6%	100.0%
\$250,000-\$299,999	56	7.9%	15,312	273,437	274,580	54	12	97.5%	100.0%
\$300,000-\$399,999	46	6.5%	15,657	340,360	332,450	70	50	98.6%	100.0%
\$400,000-\$499,999	18	2.5%	8,199	455,526	449,950	63	22	98.3%	100.0%
\$500,000-\$749,999	8	1.1%	4,841	605,113	574,950	115	53	95.8%	100.0%
\$750,000-\$999,999	3	0.4%	2,300	766,633	750,000	89	71	92.8%	90.9%
\$1,000,000 and up	1	0.1%	2,750	2,750,000	2,750,000	94	94	100.0%	100.0%
All price ranges	706	100.0%	125,623	177,936	159,000	45	19	97.1%	100.0%

CONTRACTS WRITTEN ANALYSIS

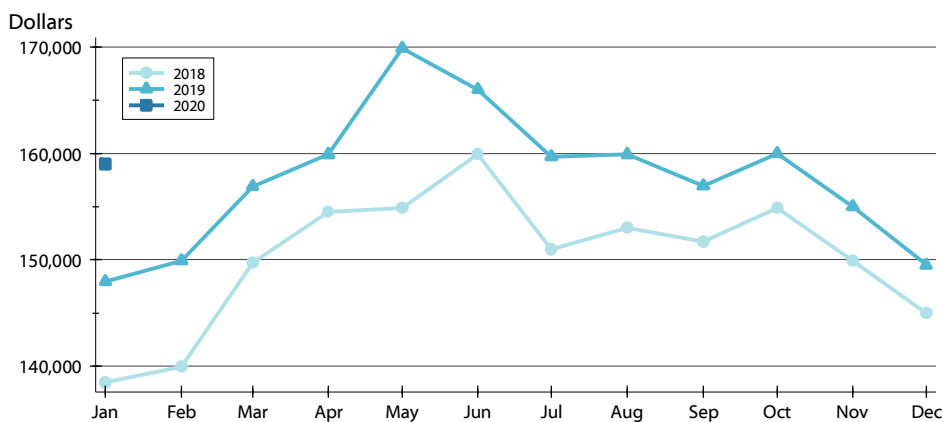
**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 2/12/2020**

AVERAGE PRICE >>



Month	2018	2019	2020
January	161,962	165,895	177,936
February	167,014	170,621	170,621
March	168,727	174,561	174,561
April	173,771	180,374	180,374
May	178,081	195,942	195,942
June	180,310	183,319	183,319
July	172,342	177,914	177,914
August	179,829	184,044	184,044
September	175,985	174,790	174,790
October	180,967	180,994	180,994
November	168,869	182,047	182,047
December	168,982	174,533	174,533

MEDIAN PRICE >>

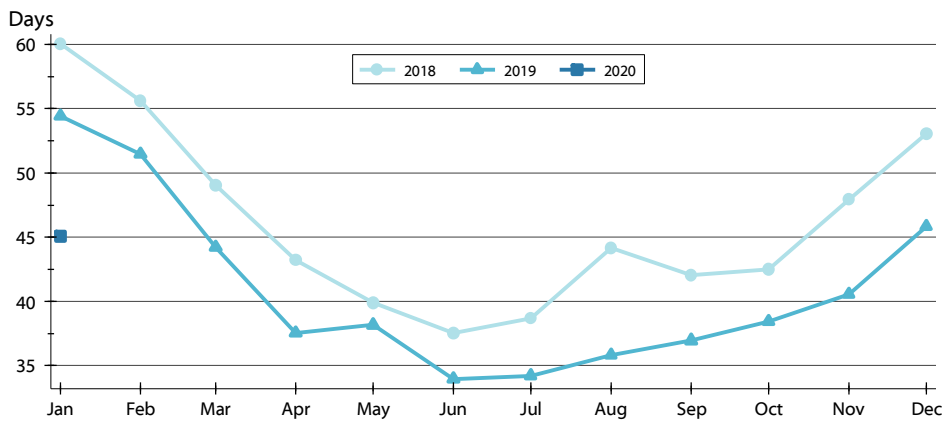


Month	2018	2019	2020
January	138,500	147,950	159,000
February	139,900	149,900	149,900
March	149,700	156,900	156,900
April	154,500	159,900	159,900
May	154,900	169,900	169,900
June	159,900	166,000	166,000
July	150,975	159,700	159,700
August	153,000	159,900	159,900
September	151,700	156,950	156,950
October	154,900	160,000	160,000
November	149,900	155,000	155,000
December	145,000	149,500	149,500

CONTRACTS WRITTEN ANALYSIS

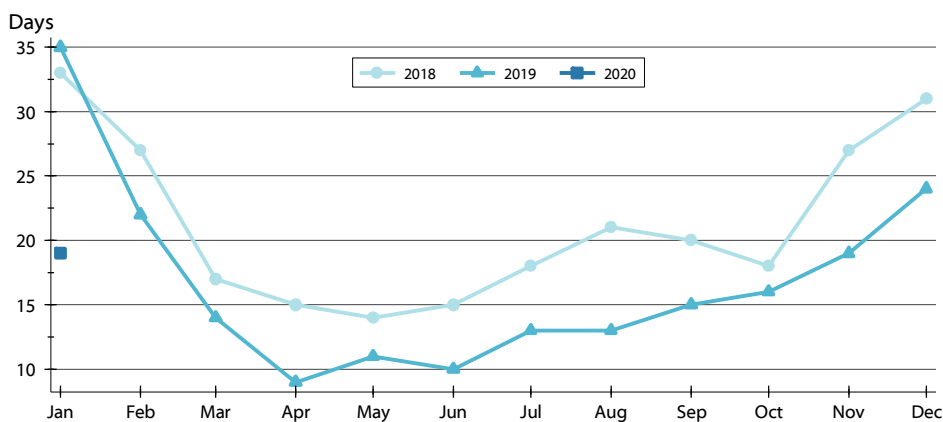
**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 2/12/2020**

AVERAGE DOM >>



Month	2018	2019	2020
January	60	54	45
February	56	51	45
March	49	44	45
April	43	38	45
May	40	38	45
June	38	34	45
July	39	34	45
August	44	36	45
September	42	37	45
October	43	38	45
November	48	41	45
December	53	46	45

MEDIAN DOM >>

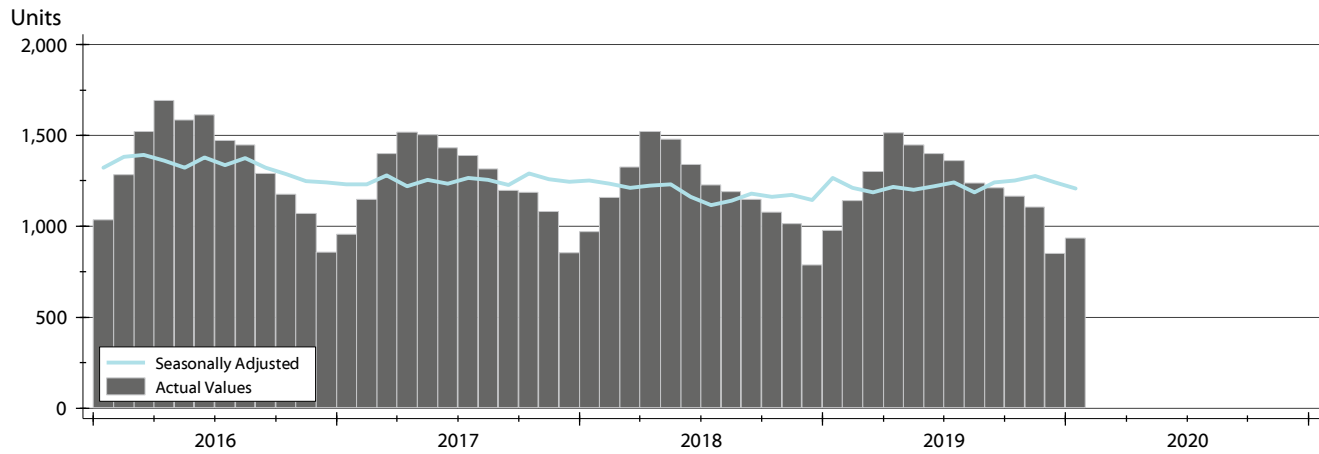


Month	2018	2019	2020
January	33	35	19
February	27	22	19
March	17	14	19
April	15	9	19
May	14	11	19
June	15	10	19
July	18	13	19
August	21	13	19
September	20	15	19
October	18	16	19
November	27	19	19
December	31	24	19

PENDING CONTRACTS ANALYSIS

HISTORY >>

**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 2/12/2020**



SUMMARY >>

Summary Statistics		End of January		
for Active Listings		2020	2019	Change
Active Listings		937	980	-4.4%
Volume (1,000s)		188,443	174,407	8.0%
Average	List Price	201,113	177,966	13.0%
	Days on Market	45	56	-19.7%
	Percent of Original	98.4%	97.5%	0.9%
Median	List Price	175,000	155,000	12.9%
	Days on Market	15	31	-51.6%
	Percent of Original	100.0%	100.0%	0.0%

A total of 937 listings in South Central Kansas had contracts pending at the end of January, down from 980 contracts pending at the end of January 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.



JANUARY 2020 >>

SOUTH CENTRAL KANSAS MLS STATISTICS

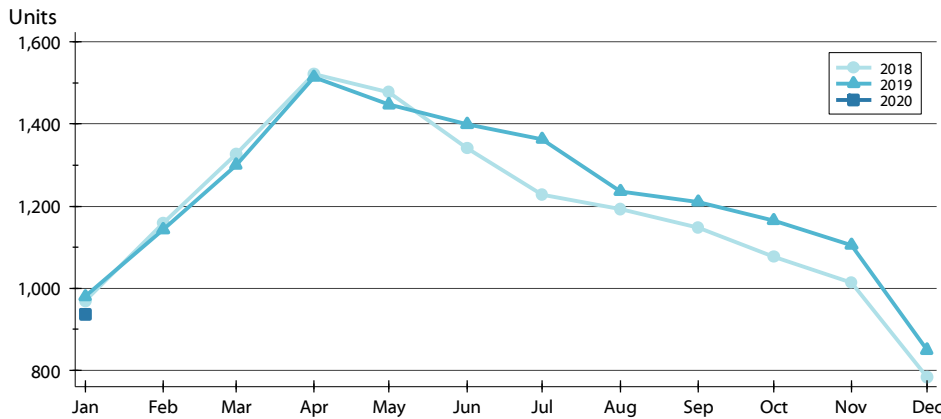


South Central Kansas MLS

PENDING CONTRACTS ANALYSIS

ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 2/12/2020

BY MONTH >>



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

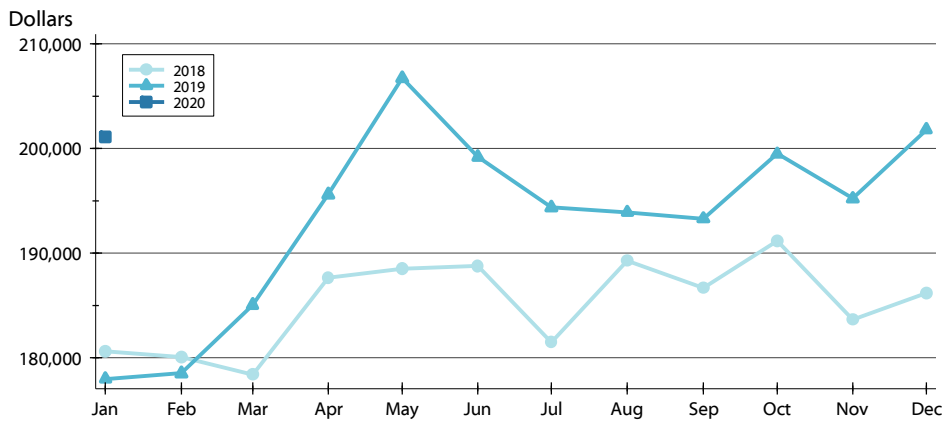
BY PRICE RANGE >>

Price Range	Contracts Written			List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median
Below \$25,000	13	1.4%	191	14,712	15,000	77	57	85.6%	100.0%
\$25,000-\$49,999	29	3.1%	1,088	37,528	35,800	46	29	96.9%	100.0%
\$50,000-\$99,999	168	17.9%	13,170	78,393	80,000	57	25	97.9%	100.0%
\$100,000-\$124,999	54	5.8%	6,148	113,853	114,900	29	8	98.0%	100.0%
\$125,000-\$149,999	99	10.6%	13,599	137,366	136,900	39	18	98.6%	100.0%
\$150,000-\$174,999	99	10.6%	16,040	162,024	160,000	28	13	98.8%	100.0%
\$175,000-\$199,999	102	10.9%	19,066	186,924	187,900	38	17	98.9%	100.0%
\$200,000-\$249,999	121	12.9%	27,222	224,976	224,540	47	11	98.4%	100.0%
\$250,000-\$299,999	86	9.2%	23,747	276,126	276,250	44	6	99.1%	100.0%
\$300,000-\$399,999	104	11.1%	35,459	340,954	333,157	50	7	99.9%	100.0%
\$400,000-\$499,999	36	3.8%	16,131	448,094	449,302	47	12	98.7%	100.0%
\$500,000-\$749,999	13	1.4%	7,615	585,757	553,000	73	23	100.1%	100.0%
\$750,000-\$999,999	6	0.6%	5,009	834,775	779,350	112	103	87.9%	89.2%
\$1,000,000 and up	1	0.1%	2,750	2,750,000	2,750,000	94	94	100.0%	100.0%
All price ranges	937	100.0%	188,443	201,113	175,000	45	15	98.4%	100.0%

PENDING CONTRACTS ANALYSIS

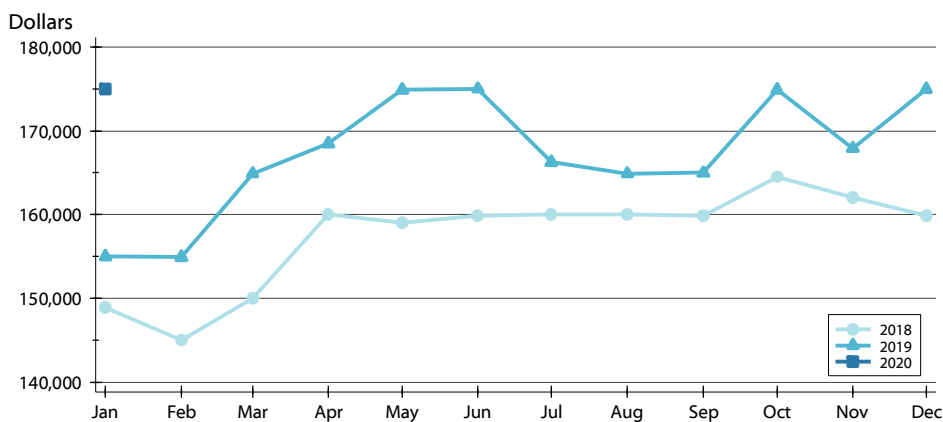
**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 2/12/2020**

AVERAGE PRICE >>



Month	2018	2019	2020
January	180,564	177,966	201,113
February	180,022	178,468	
March	178,347	185,022	
April	187,633	195,583	
May	188,503	206,721	
June	188,722	199,174	
July	181,440	194,369	
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 >>

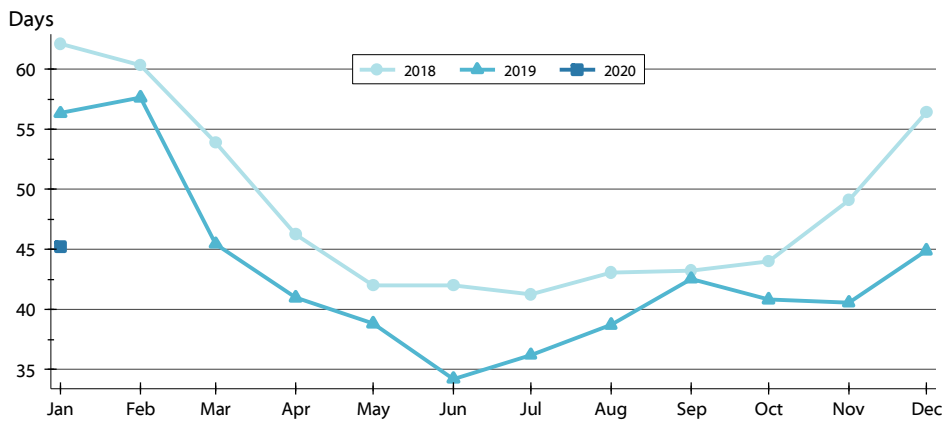


Month	2018	2019	2020
January	148,900	155,000	175,000
February	145,000	154,900	
March	150,000	164,900	
April	160,000	168,500	
May	159,000	174,900	
June	159,900	175,000	
July	160,000	166,250	
August	160,000	164,900	
September	159,900	165,000	
October	164,500	174,900	
November	162,000	167,900	
December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

PENDING CONTRACTS ANALYSIS

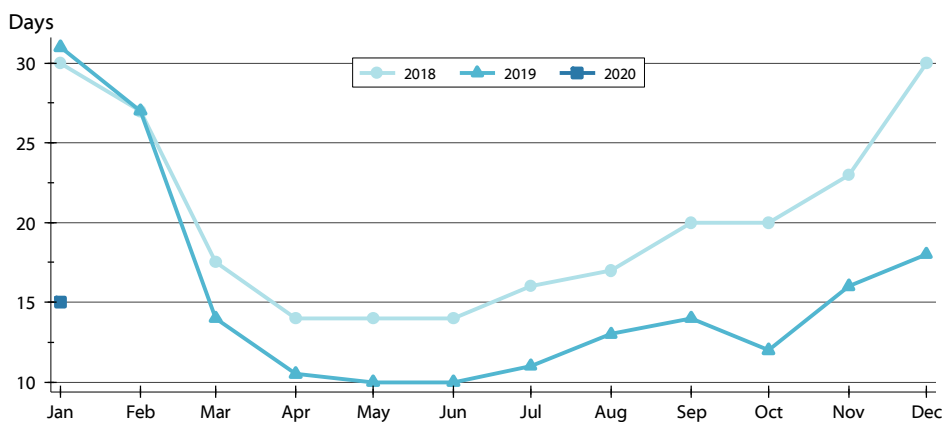
**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 2/12/2020**

AVERAGE DOM >>



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

MEDIAN DOM >>



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