

## MARKET OVERVIEW >>

### South Central Kansas Home Sales Fell in March

Total home sales in South Central Kansas fell last month to 839 units, compared to 874 units in March 2019. Total sales volume was \$145.8 million, up from a year earlier.

The median sale price in March was \$157,000, up from \$137,950 a year earlier. Homes that sold in March were typically on the market for 14 days and sold for 99.8% of their list prices.

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

The total number of active listings in South Central Kansas at the end of March was 1,562 units, down from 2,012 at the same point in 2019. This represents a 1.7 months' supply of homes available for sale. The median list price of homes on the market at the end of March was \$200,000.

During March, a total of 924 contracts were written down from 1,007 in March 2019. At the end of the month, there were 1,263 contracts pending, compared to 1,300 at the end of March 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		March		
Summary Statistics		2020	2019	Change
Home Sales		<b>839</b>	874	-4.0%
Active Listings		<b>1,562</b>	2,012	-22.4%
Months' Supply		<b>1.7</b>	2.3	-25.7%
New Listings		<b>1,055</b>	1,213	-13.0%
Contracts Written		<b>924</b>	1,007	-8.2%
Pending Contracts		<b>1,263</b>	1,300	-2.8%
Sales Volume (1,000s)		<b>145,753</b>	138,631	5.1%
Average	Sale Price	<b>173,723</b>	158,616	9.5%
	List Price of Actives	<b>267,055</b>	254,379	5.0%
	Days on Market	<b>42</b>	51	-18.0%
	Percent of List	<b>97.9%</b>	97.5%	0.5%
	Percent of Original	<b>96.4%</b>	95.1%	1.4%
Median	Sale Price	<b>157,000</b>	137,950	13.8%
	List Price of Actives	<b>200,000</b>	195,500	2.3%
	Days on Market	<b>14</b>	26	-45.1%
	Percent of List	<b>99.8%</b>	99.2%	0.6%
	Percent of Original	<b>98.5%</b>	97.7%	0.9%

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# THREE-YEAR COMPARISONS

## SUMMARY >>

## BREAKDOWNS BY HOME TYPE ENTIRE MLS SYSTEM AS OF 4/8/2020

March MLS Statistics By Property Type		2020			2019			2018		
		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		<b>839</b>	<b>772</b>	<b>67</b>	874	823	51	867	803	64
Change from prior year		-4.0%	-6.2%	31.4%	0.8%	2.5%	-20.3%	1.6%	0.1%	25.5%
Active Listings		<b>1,562</b>	<b>1,324</b>	<b>238</b>	2,012	1,707	305	2,059	1,809	250
Change from prior year		-22.4%	-22.4%	-22.0%	-2.3%	-5.6%	22.0%	-8.9%	-9.8%	-2.3%
Months' Supply		<b>1.7</b>	<b>1.6</b>	<b>3.8</b>	2.3	2.1	5.0	2.3	2.2	4.3
Change from prior year		-25.7%	-25.8%	-25.2%	-0.7%	-3.7%	16.1%	-10.0%	-11.1%	0.6%
New Listings		<b>1,055</b>	<b>996</b>	<b>59</b>	1,213	1,122	91	1,281	1,202	79
Change from prior year		-13.0%	-11.2%	-35.2%	-5.3%	-6.7%	15.2%	-3.5%	-3.6%	-1.3%
Contracts Written		<b>924</b>	<b>868</b>	<b>56</b>	1,007	944	63	1,025	939	86
Change from prior year		-8.2%	-8.1%	-11.1%	-1.8%	0.5%	-26.7%	-5.0%	-6.3%	11.7%
Pending Contracts		<b>1,263</b>	<b>1,076</b>	<b>187</b>	1,300	1,143	157	1,326	1,165	161
Change from prior year		-2.8%	-5.9%	19.1%	-2.0%	-1.9%	-2.5%	-5.3%	-9.1%	36.4%
Sales Volume (1,000s)		<b>145,753</b>	<b>126,037</b>	<b>19,716</b>	138,631	123,613	15,018	135,655	115,994	19,661
Change from prior year		5.1%	2.0%	31.3%	2.2%	6.6%	-23.6%	12.5%	9.2%	36.6%
Average	Sale Price	<b>173,723</b>	<b>163,261</b>	<b>294,268</b>	158,616	150,198	294,466	156,465	144,451	307,200
	Change from prior year	9.5%	8.7%	-0.1%	1.4%	4.0%	-4.1%	10.7%	9.1%	8.8%
	List Price of Actives	<b>267,055</b>	<b>250,495</b>	<b>357,305</b>	254,379	241,031	327,115	232,365	219,340	322,659
	Change from prior year	5.0%	3.9%	9.2%	9.5%	9.9%	1.4%	4.1%	5.3%	-4.4%
	Days on Market	<b>42</b>	<b>42</b>	<b>48</b>	51	51	53	57	51	127
	Change from prior year	-17.9%	-18.7%	-10.1%	-9.6%	0.1%	-58.3%	1.1%	-5.8%	49.0%
Percent of List	<b>97.9%</b>	<b>97.5%</b>	<b>102.4%</b>	97.5%	97.1%	102.6%	97.6%	97.3%	101.5%	
	Change from prior year	0.5%	0.4%	-0.2%	-0.2%	-0.2%	1.0%	0.3%	0.3%	0.6%
	Percent of Original	<b>96.4%</b>	<b>95.8%</b>	<b>103.1%</b>	95.1%	94.6%	102.9%	95.6%	95.2%	101.0%
Change from prior year	1.4%	1.3%	0.2%	-0.6%	-0.6%	1.8%	1.1%	1.1%	-0.4%	
Median	Sale Price	<b>157,000</b>	<b>149,985</b>	<b>294,965</b>	137,950	132,000	280,000	130,000	125,000	272,270
	Change from prior year	13.8%	13.6%	5.3%	6.1%	5.6%	2.8%	4.0%	5.2%	15.0%
	List Price of Actives	<b>200,000</b>	<b>174,900</b>	<b>306,558</b>	195,500	159,950	289,900	180,867	162,900	286,625
	Change from prior year	2.3%	9.3%	5.7%	8.1%	-1.8%	1.1%	6.5%	8.7%	0.1%
	Days on Market	<b>14</b>	<b>14</b>	<b>0</b>	26	27	0	29	29	46
	Change from prior year	-45.1%	-48.1%	N/A	-12.1%	-6.9%	-100.0%	0.0%	0.0%	64.3%
Percent of List	<b>99.8%</b>	<b>99.3%</b>	<b>100.3%</b>	99.2%	98.8%	100.0%	98.7%	98.4%	100.0%	
Change from prior year	0.6%	0.5%	0.3%	0.5%	0.4%	0.0%	-0.4%	-0.5%	0.0%	
Percent of Original	<b>98.5%</b>	<b>98.0%</b>	<b>101.5%</b>	97.7%	97.3%	100.4%	97.4%	97.1%	100.4%	
Change from prior year	0.9%	0.7%	1.1%	0.3%	0.2%	0.0%	0.0%	0.1%	0.4%	

# YEAR-TO-DATE STATISTICS

## SUMMARY >>

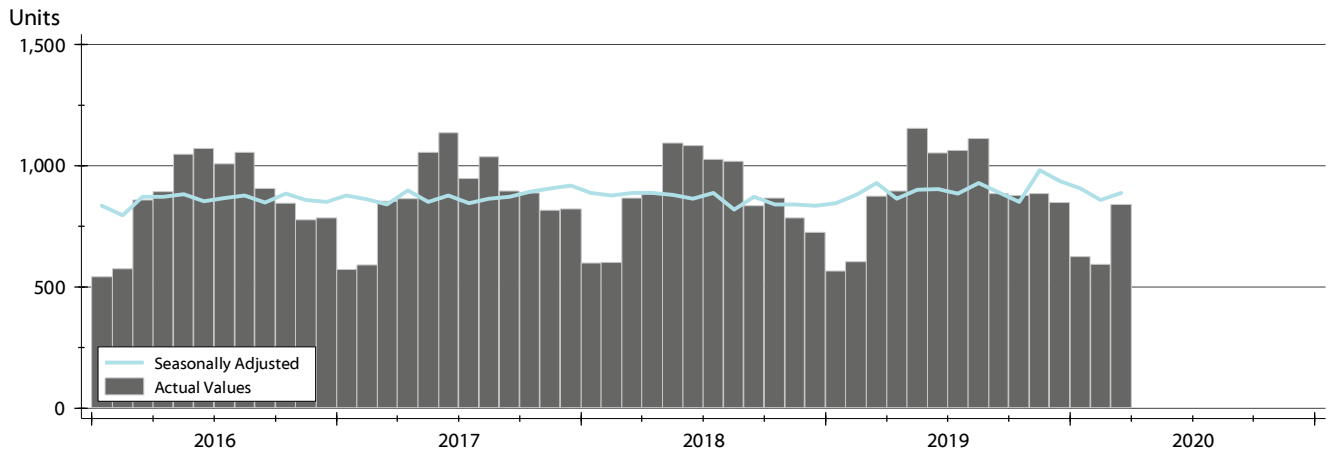
## YTD BREAKDOWNS BY HOME TYPE ENTIRE MLS SYSTEM AS OF 4/8/2020

Year-to-Date Activity		2020			2019			2018		
By Property Type		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		<b>2,057</b>	<b>1,906</b>	<b>151</b>	2,043	1,905	138	2,066	1,914	152
Change from prior year		0.7%	0.1%	9.4%	-1.1%	-0.5%	-9.2%	2.5%	2.0%	10.1%
New Listings		<b>2,858</b>	<b>2,680</b>	<b>178</b>	3,085	2,834	251	3,144	2,918	226
Change from prior year		-7.4%	-5.4%	-29.1%	-1.9%	-2.9%	11.1%	-3.8%	-3.1%	-12.1%
Contracts Written		<b>2,480</b>	<b>2,324</b>	<b>156</b>	2,554	2,382	172	2,546	2,332	214
Change from prior year		-2.9%	-2.4%	-9.3%	0.3%	2.1%	-19.6%	0.3%	-0.2%	5.9%
Sales Volume (1,000s)		<b>353,011</b>	<b>307,693</b>	<b>45,318</b>	325,283	282,688	42,595	317,375	271,099	46,276
Change from prior year		8.5%	8.8%	6.4%	2.5%	4.3%	-8.0%	6.7%	5.5%	14.5%
Average	Sale Price	<b>171,615</b>	<b>161,434</b>	<b>300,117</b>	159,218	148,393	308,656	153,618	141,640	304,448
	Change from prior year	7.8%	8.8%	-2.8%	3.6%	4.8%	1.4%	4.1%	3.4%	3.9%
	Days on Market	<b>44</b>	<b>42</b>	<b>63</b>	54	53	63	56	51	112
	Change from prior year	-18.7%	-20.5%	-0.3%	-3.4%	3.7%	-43.8%	-6.2%	-11.2%	37.6%
Median	Percent of List	<b>97.7%</b>	<b>97.3%</b>	<b>102.1%</b>	97.4%	97.0%	102.6%	97.3%	97.0%	101.9%
	Change from prior year	0.4%	0.4%	-0.5%	0.0%	0.0%	0.7%	0.5%	0.5%	0.6%
	Percent of Original	<b>95.9%</b>	<b>95.3%</b>	<b>103.0%</b>	94.8%	94.2%	103.4%	94.9%	94.3%	102.2%
	Change from prior year	1.1%	1.2%	-0.3%	-0.1%	-0.1%	1.2%	0.8%	0.8%	0.3%
Median	Sale Price	<b>152,900</b>	<b>145,000</b>	<b>295,000</b>	139,900	130,000	273,950	130,000	125,000	269,000
	Change from prior year	9.3%	11.5%	7.7%	7.6%	4.0%	1.8%	1.2%	3.6%	4.4%
	Days on Market	<b>17</b>	<b>18</b>	<b>0</b>	30	31	0	30	30	43
	Change from prior year	-43.3%	-41.9%	N/A	0.0%	3.3%	-100.0%	-6.3%	-9.1%	186.7%
Median	Percent of List	<b>99.4%</b>	<b>99.0%</b>	<b>100.3%</b>	98.8%	98.5%	100.0%	98.7%	98.3%	100.0%
	Change from prior year	0.7%	0.5%	0.3%	0.1%	0.2%	0.0%	0.0%	0.0%	0.0%
	Percent of Original	<b>98.1%</b>	<b>97.6%</b>	<b>101.2%</b>	97.1%	96.8%	100.9%	97.0%	96.5%	100.6%
	Change from prior year	1.0%	0.9%	0.2%	0.2%	0.3%	0.3%	0.1%	0.1%	0.4%

# CLOSED LISTINGS ANALYSIS

**HISTORY** >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 4/8/2020**



**SUMMARY** >>

Summary Statistics for Closed Listings		March			Year-to-Date		
		2020	2019	Change	2020	2019	Change
Closed Listings		<b>839</b>	874	-4.0%	<b>2,057</b>	2,043	0.7%
Volume (1,000s)		<b>145,753</b>	138,631	5.1%	<b>353,011</b>	325,283	8.5%
Average	Sale Price	<b>173,723</b>	158,616	9.5%	<b>171,615</b>	159,218	7.8%
	Days on Market	<b>42</b>	51	-17.9%	<b>44</b>	54	-18.7%
	Percent of List	<b>97.9%</b>	97.5%	0.5%	<b>97.7%</b>	97.4%	0.4%
	Percent of Original	<b>96.4%</b>	95.1%	1.4%	<b>95.9%</b>	94.8%	1.1%
Median	Sale Price	<b>157,000</b>	137,950	13.8%	<b>152,900</b>	139,900	9.3%
	Days on Market	<b>14</b>	26	-45.1%	<b>17</b>	30	-43.3%
	Percent of List	<b>99.8%</b>	99.2%	0.6%	<b>99.4%</b>	98.8%	0.7%
	Percent of Original	<b>98.5%</b>	97.7%	0.9%	<b>98.1%</b>	97.1%	1.0%

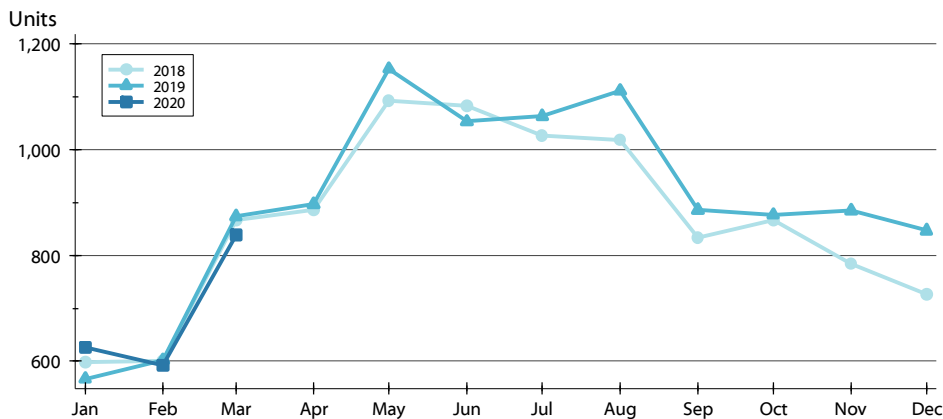
A total of 839 homes sold in South Central Kansas in March, down from 874 units in March 2019. Total sales volume rose to \$145.8 million compared to \$138.6 million in the previous year.

The median sales price in March was \$157,000, up 13.8% compared to the prior year. Median days on market was 14 days, down from 18 days in February, and down from 26 in March 2019.

# CLOSED LISTINGS ANALYSIS

## BY MONTH >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 4/8/2020**



Month	2018	2019	2020
January	598	567	626
February	601	602	592
March	867	874	839
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	877	
November	784	885	
December	726	847	

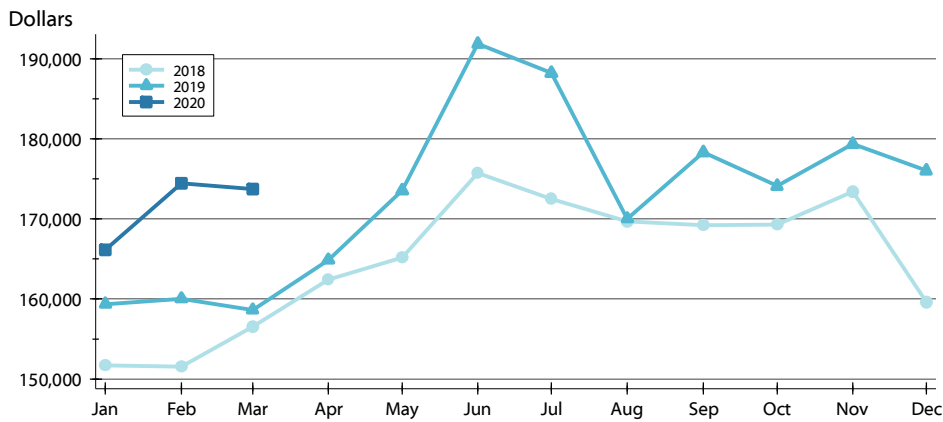
## BY PRICE RANGE >>

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	23	2.7%	358	15,553	15,900	63	40	77.5%	78.6%	64.9%	60.0%
\$25,000-\$49,999	47	5.6%	1,764	37,540	39,250	54	35	90.9%	91.7%	87.2%	88.9%
\$50,000-\$99,999	145	17.3%	11,035	76,106	78,000	39	15	97.3%	97.9%	94.9%	96.9%
\$100,000-\$124,999	74	8.8%	8,360	112,977	113,950	29	9	99.3%	100.0%	97.9%	99.2%
\$125,000-\$149,999	98	11.7%	13,438	137,118	135,000	25	6	99.1%	100.0%	97.8%	100.0%
\$150,000-\$174,999	98	11.7%	15,801	161,234	160,000	27	13	99.0%	100.0%	99.5%	100.0%
\$175,000-\$199,999	92	11.0%	17,041	185,230	185,000	41	11	99.2%	100.0%	97.6%	99.0%
\$200,000-\$249,999	100	11.9%	22,317	223,174	219,950	41	15	98.9%	99.8%	98.0%	99.0%
\$250,000-\$299,999	64	7.6%	17,526	273,839	272,018	35	7	99.8%	100.0%	99.5%	100.0%
\$300,000-\$399,999	67	8.0%	22,795	340,230	335,000	69	30	99.4%	100.0%	98.7%	98.8%
\$400,000-\$499,999	22	2.6%	9,692	440,548	437,500	98	31	99.4%	97.9%	96.9%	97.6%
\$500,000-\$749,999	8	1.0%	4,875	609,400	592,100	137	48	95.4%	95.5%	92.4%	94.2%
\$750,000-\$999,999	1	0.1%	750	750,000	750,000	617	617	78.9%	78.9%	62.5%	62.5%
\$1,000,000 and up	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
All price ranges	839	100.0%	145,753	173,723	157,000	42	14	97.9%	99.8%	96.4%	98.5%

# CLOSED LISTINGS ANALYSIS

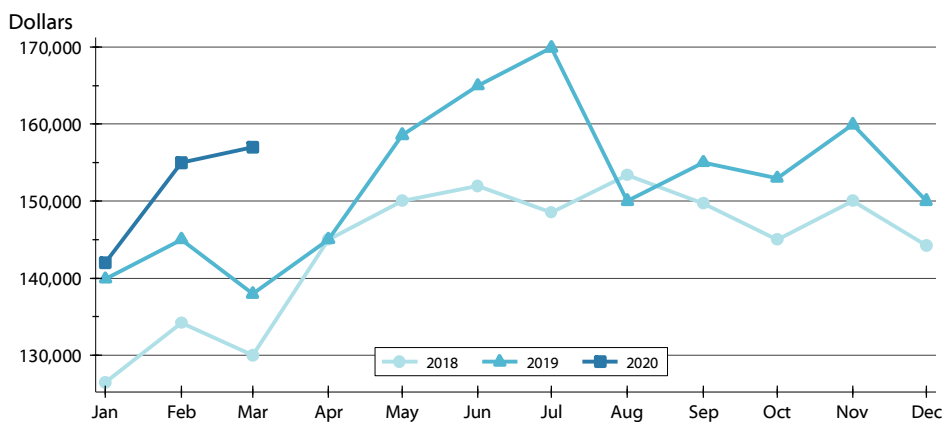
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 4/8/2020**

## AVERAGE PRICE >>



Month	2018	2019	2020
January	151,661	159,319	166,130
February	151,459	159,997	174,427
March	156,465	158,616	173,723
April	162,387	164,845	-
May	165,156	173,511	-
June	175,695	191,834	-
July	172,443	188,175	-
August	169,620	170,000	-
September	169,187	178,263	-
October	169,281	174,082	-
November	173,356	179,318	-
December	159,588	176,005	-

## MEDIAN PRICE >>

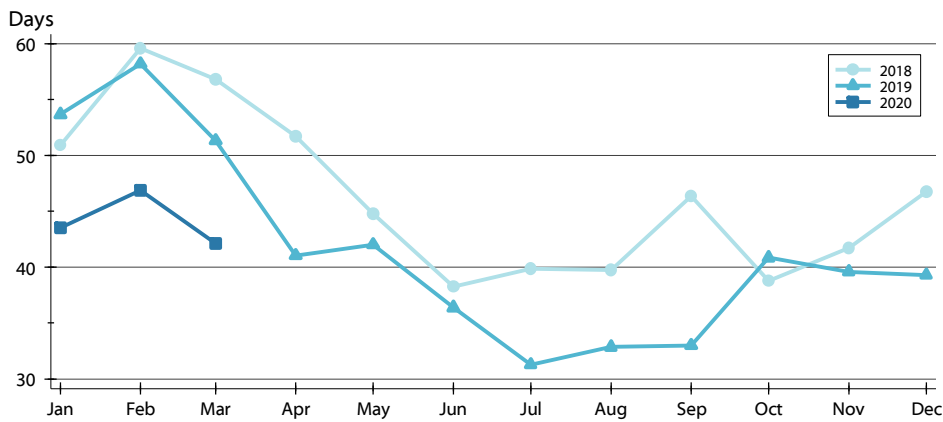


Month	2018	2019	2020
January	126,500	139,900	141,950
February	134,150	145,000	155,000
March	130,000	137,950	157,000
April	145,000	145,000	-
May	150,000	158,577	-
June	152,000	165,000	-
July	148,500	169,900	-
August	153,350	150,000	-
September	149,700	155,000	-
October	145,000	153,000	-
November	150,000	159,900	-
December	144,250	150,000	-

# CLOSED LISTINGS ANALYSIS

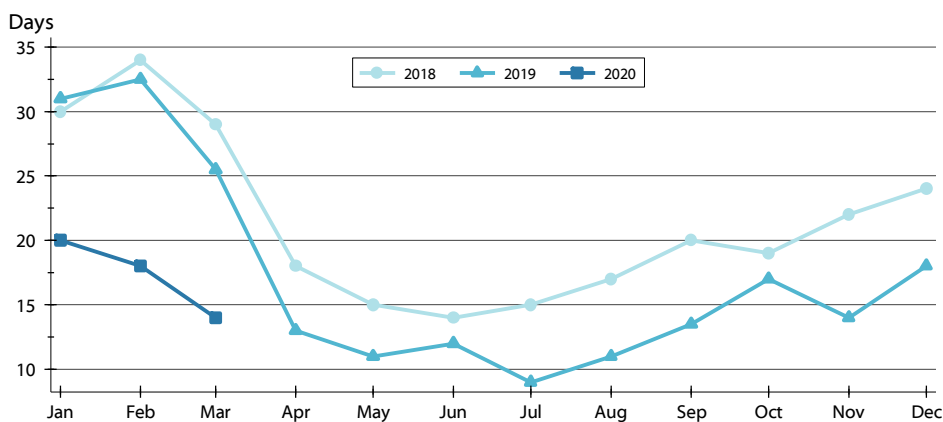
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 4/8/2020**

## AVERAGE DOM >>



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

## MEDIAN DOM >>

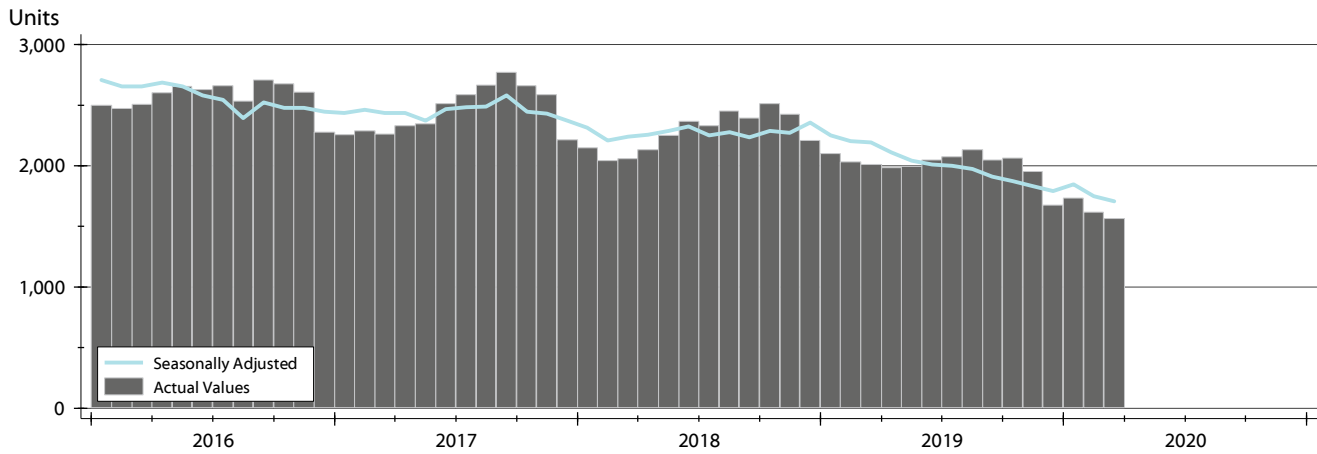


Month	2018	2019	2020
January	30	31	20
February	34	33	18
March	29	26	14
April	18	13	
May	15	11	
June	14	12	
July	15	9	
August	17	11	
September	20	14	
October	19	17	
November	22	14	
December	24	18	

# ACTIVE LISTINGS ANALYSIS

**HISTORY** >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 4/8/2020**



**SUMMARY** >>

Summary Statistics for Active Listings		End of March		
		2020	2019	Change
Active Listings		<b>1,562</b>	2,012	-22.4%
Months' Supply		<b>1.7</b>	2.3	-25.7%
Volume (1,000s)		<b>417,141</b>	511,811	-18.5%
Average	List Price	<b>267,055</b>	254,379	5.0%
	Days on Market	<b>94</b>	93	1.5%
	Percent of Original	<b>97.6%</b>	97.9%	-0.3%
Median	List Price	<b>200,000</b>	195,500	2.3%
	Days on Market	<b>43</b>	47	-7.5%
	Percent of Original	<b>100.0%</b>	100.0%	0.0%

A total of 1,562 homes were available for sale in South Central Kansas at the end of March. This represents a 1.7 months' supply of active listings.

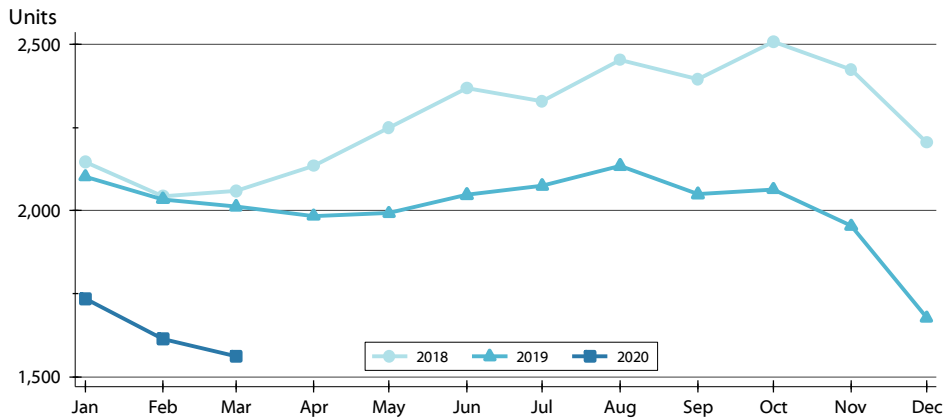
The median list price of homes on the market at the end of March was \$200,000, up 2.3% from 2019. The typical time on market for active listings was 43 days, down from 47 days a year earlier.



# ACTIVE LISTINGS ANALYSIS

**BY MONTH** >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 4/8/2020**



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	
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	

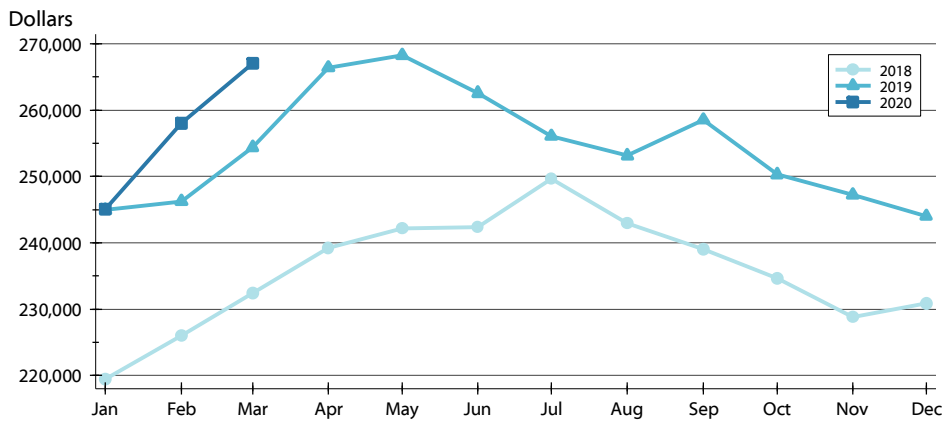
**BY PRICE RANGE** >>

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	48	3.1%	590	2.1	12,286	14,500	119	50	92.6%	100.0%
\$25,000-\$49,999	113	7.2%	4,304	2.4	38,088	37,000	153	78	93.4%	100.0%
\$50,000-\$99,999	277	17.7%	20,794	1.9	75,069	75,000	94	56	96.6%	100.0%
\$100,000-\$124,999	70	4.5%	7,928	0.9	113,256	115,000	84	60	97.0%	100.0%
\$125,000-\$149,999	72	4.6%	9,909	0.7	137,626	138,825	63	31	97.0%	100.0%
\$150,000-\$174,999	80	5.1%	13,012	0.8	162,644	163,000	52	23	98.1%	100.0%
\$175,000-\$199,999	106	6.8%	19,930	1.2	188,023	188,313	71	31	98.1%	100.0%
\$200,000-\$249,999	162	10.4%	36,887	1.6	227,697	229,850	67	22	98.8%	100.0%
\$250,000-\$299,999	131	8.4%	35,946	2.0	274,394	274,200	69	27	99.7%	100.0%
\$300,000-\$399,999	209	13.4%	73,400	3.1	351,195	346,364	93	43	99.1%	100.0%
\$400,000-\$499,999	107	6.9%	48,208	4.9	450,538	449,000	90	34	99.4%	100.0%
\$500,000-\$749,999	95	6.1%	59,368	11.9	624,931	629,900	137	78	97.8%	100.0%
\$750,000-\$999,999	35	2.2%	30,084	35.0	859,553	850,000	185	114	96.8%	100.0%
\$1,000,000 and up	30	1.9%	49,571	N/A	1,652,358	1,437,500	234	163	96.6%	100.0%
All price ranges	1,562	100.0%	417,141	1.9	267,055	200,000	94	43	97.6%	100.0%

# ACTIVE LISTINGS ANALYSIS

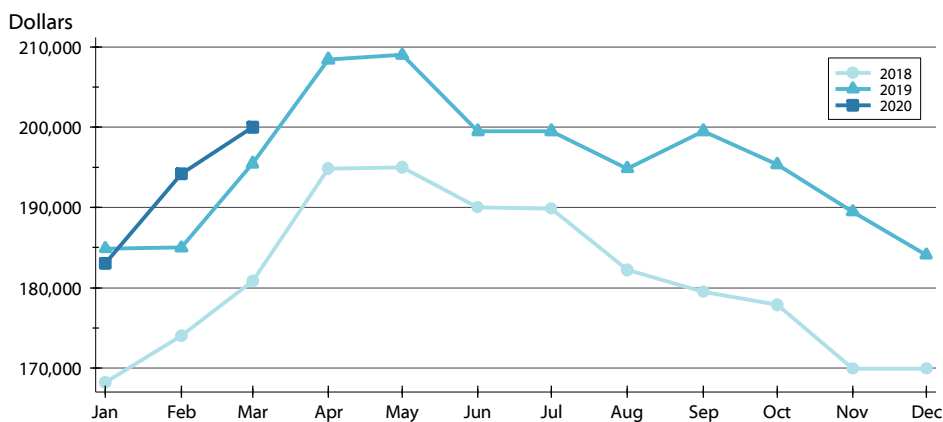
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 4/8/2020**

## 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	
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 >>

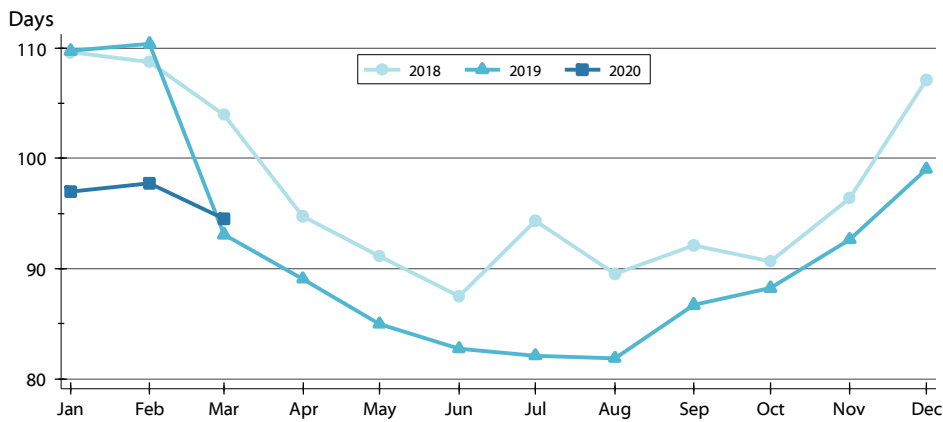


Month	2018	2019	2020
January	168,248	184,900	183,000
February	174,000	185,000	194,200
March	180,867	195,500	200,000
April	194,900	208,443	
May	195,000	209,000	
June	190,000	199,500	
July	189,900	199,500	
August	182,250	194,900	
September	179,500	199,500	
October	177,900	195,370	
November	169,900	189,500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

# ACTIVE LISTINGS ANALYSIS

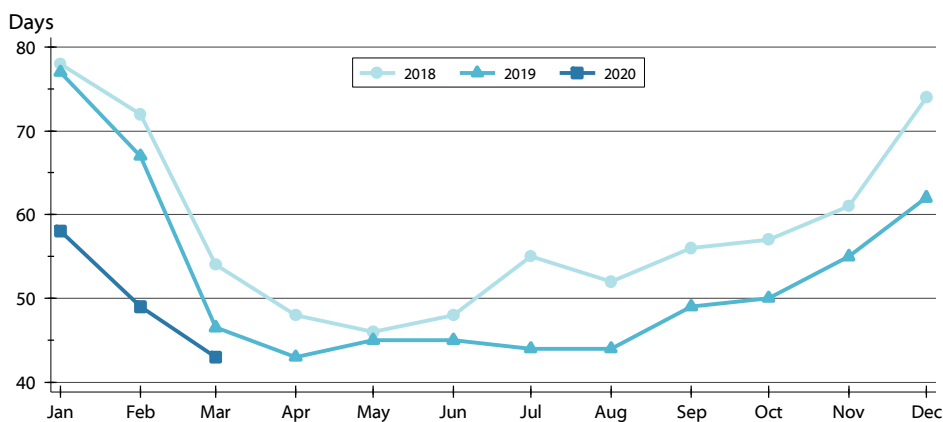
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 4/8/2020**

## AVERAGE DOM



Month	2018	2019	2020
January	110	110	97
February	109	110	98
March	104	93	94
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

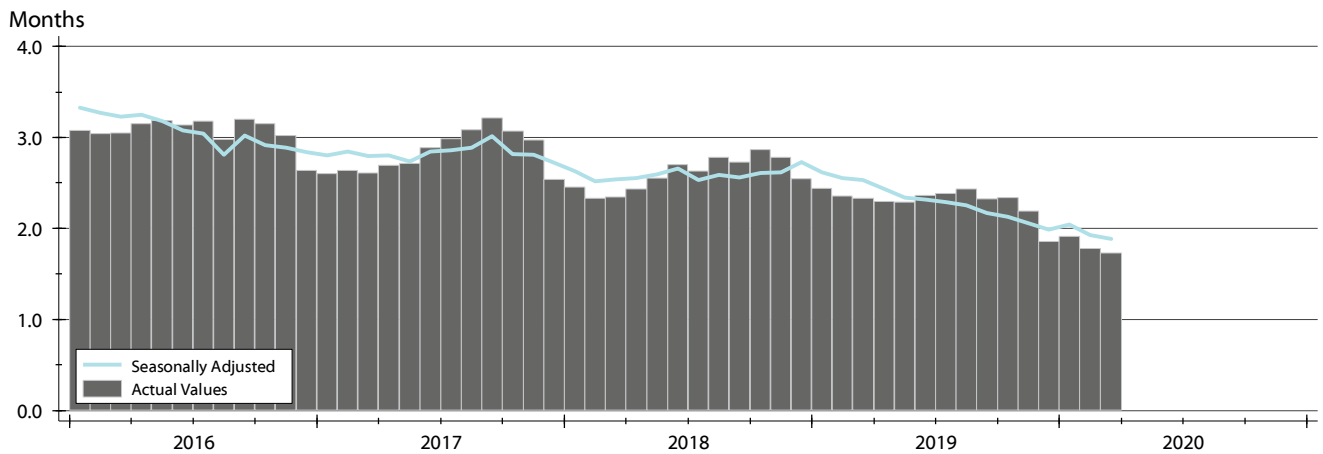


Month	2018	2019	2020
January	78	77	58
February	72	67	49
March	54	47	43
April	48	43	
May	46	45	
June	48	45	
July	55	44	
August	52	44	
September	56	49	
October	57	50	
November	61	55	
December	74	62	

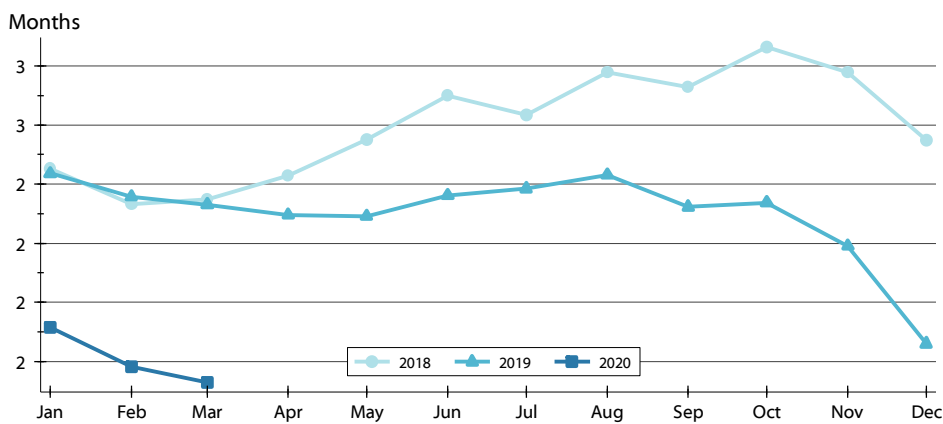
# MONTHS' SUPPLY ANALYSIS

**HISTORY** >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 4/8/2020**



**BY MONTH** >>

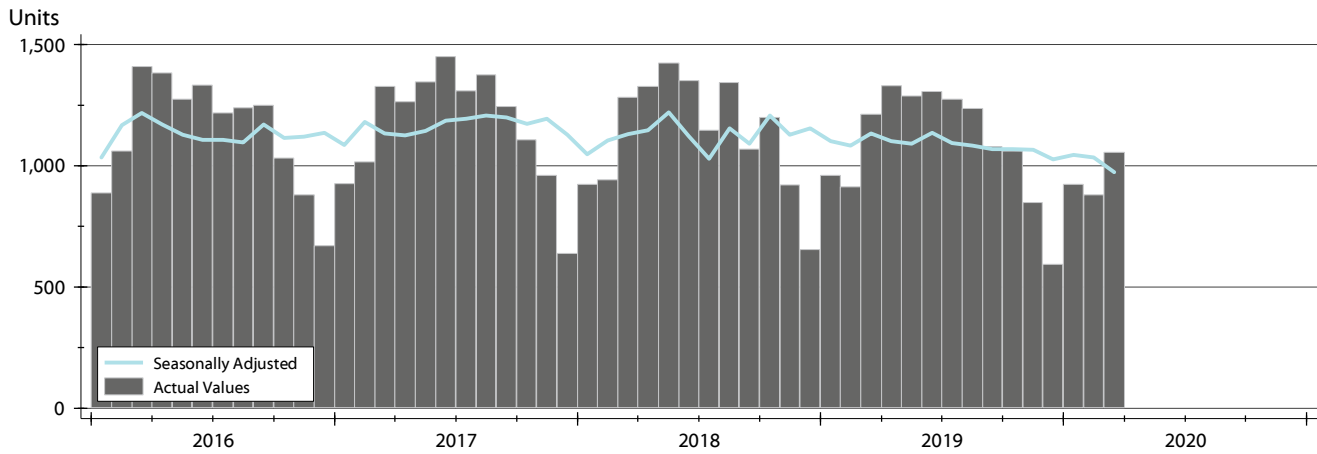


Month	2018	2019	2020
January	2.5	2.4	1.9
February	2.3	2.4	1.8
March	2.3	2.3	1.7
April	2.4	2.3	
May	2.6	2.3	
June	2.7	2.4	
July	2.6	2.4	
August	2.8	2.4	
September	2.7	2.3	
October	2.9	2.3	
November	2.8	2.2	
December	2.5	1.9	

# NEW LISTINGS ANALYSIS

**HISTORY** >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 4/8/2020**



**SUMMARY** >>

Summary Statistics for New Listings		March		
		2020	2019	Change
Current Month	New Listings	<b>1,055</b>	1,213	-13.0%
	Volume (1,000s)	<b>211,146</b>	229,223	-7.9%
	Average List Price	<b>200,138</b>	188,972	5.9%
	Median List Price	<b>170,000</b>	160,000	6.3%
YTD	New Listings	<b>2,858</b>	3,085	-7.4%
	Volume (1,000s)	<b>557,496</b>	595,047	-6.3%
	Average List Price	<b>195,065</b>	192,884	1.1%
	Median List Price	<b>162,500</b>	157,500	3.2%

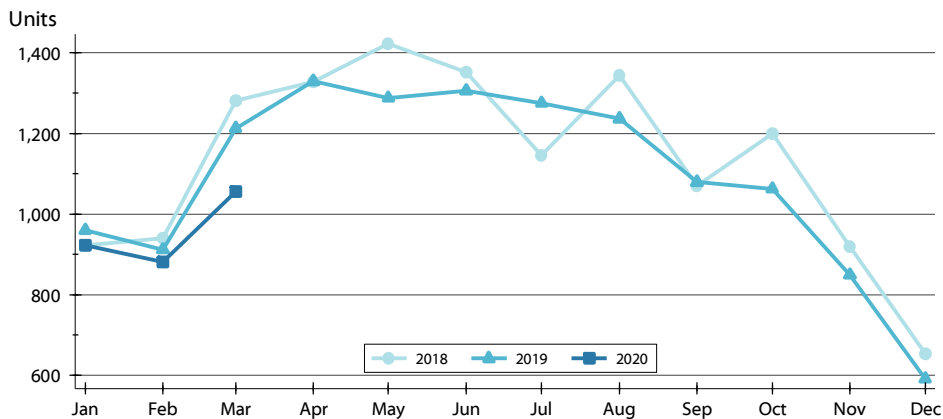
A total of 1,055 new listings were added in South Central Kansas during March, down 13.0% from the same month in 2019. Year-to-date South Central Kansas has seen 2,858 new listings.

The median list price of these homes was \$170,000 up from \$160,000 in 2019.

# NEW LISTINGS ANALYSIS

**BY MONTH** >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 4/8/2020**



Month	2018	2019	2020
January	922	960	922
February	941	912	881
March	1,281	1,213	1,055
April	1,327	1,329	
May	1,422	1,288	
June	1,351	1,306	
July	1,145	1,275	
August	1,344	1,236	
September	1,070	1,079	
October	1,200	1,062	
November	919	849	
December	654	592	

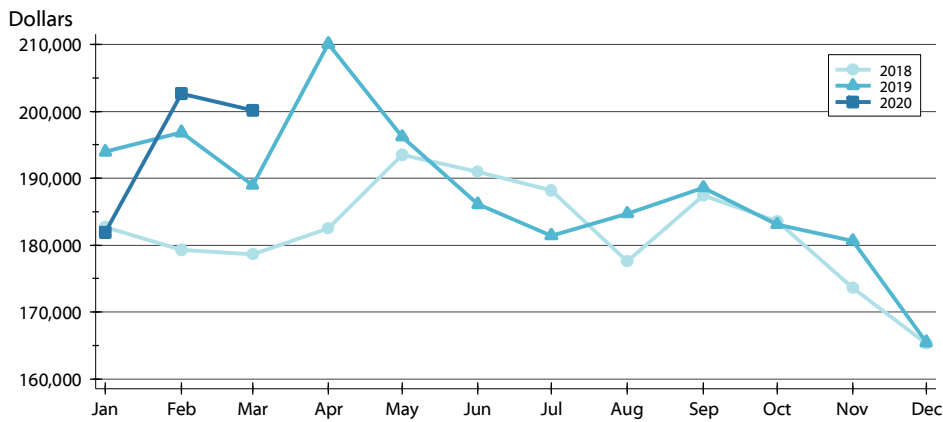
**BY PRICE RANGE** >>

Price Range	New Listings			List Price	
	Number	Percent	Volume	Average	Median
Below \$25,000	32	3.0%	245	7,642	1,450
\$25,000-\$49,999	35	3.3%	1,393	39,803	39,900
\$50,000-\$99,999	187	17.7%	14,440	77,220	79,500
\$100,000-\$124,999	74	7.0%	8,424	113,834	115,000
\$125,000-\$149,999	96	9.1%	13,148	136,956	135,500
\$150,000-\$174,999	107	10.1%	17,339	162,048	160,000
\$175,000-\$199,999	123	11.7%	23,063	187,503	189,000
\$200,000-\$249,999	133	12.6%	30,010	225,640	225,000
\$250,000-\$299,999	77	7.3%	20,978	272,447	269,900
\$300,000-\$399,999	101	9.6%	34,569	342,264	334,990
\$400,000-\$499,999	39	3.7%	17,521	449,260	449,000
\$500,000-\$749,999	23	2.2%	14,145	615,009	579,900
\$750,000-\$999,999	7	0.7%	6,020	859,986	860,000
\$1,000,000 and up	4	0.4%	6,449	1,612,250	1,750,000
All price ranges	1,055	100.0%	211,146	200,138	170,000

# NEW LISTINGS ANALYSIS

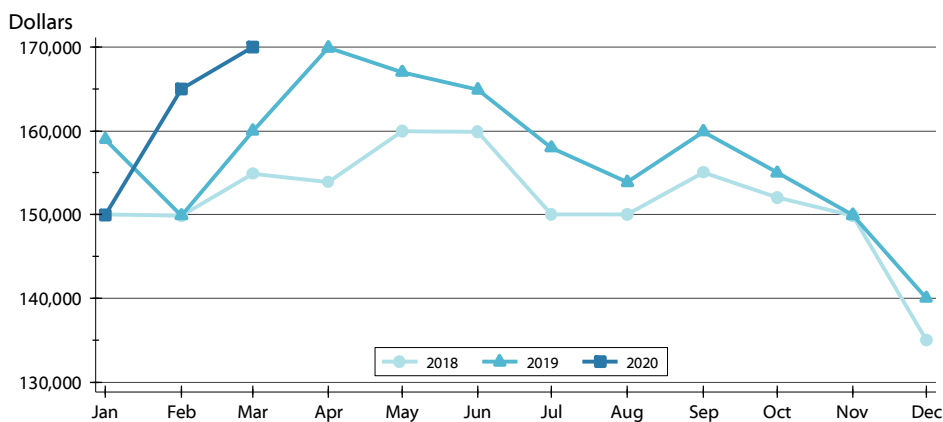
## AVERAGE PRICE >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 4/8/2020**



Month	2018	2019	2020
January	182,667	193,959	181,882
February	179,256	196,847	202,660
March	178,570	188,972	200,138
April	182,458	210,123	
May	193,521	196,241	
June	190,939	186,121	
July	188,154	181,417	
August	177,594	184,706	
September	187,412	188,600	
October	183,512	183,108	
November	173,602	180,689	
December	165,296	165,442	

## MEDIAN PRICE >>

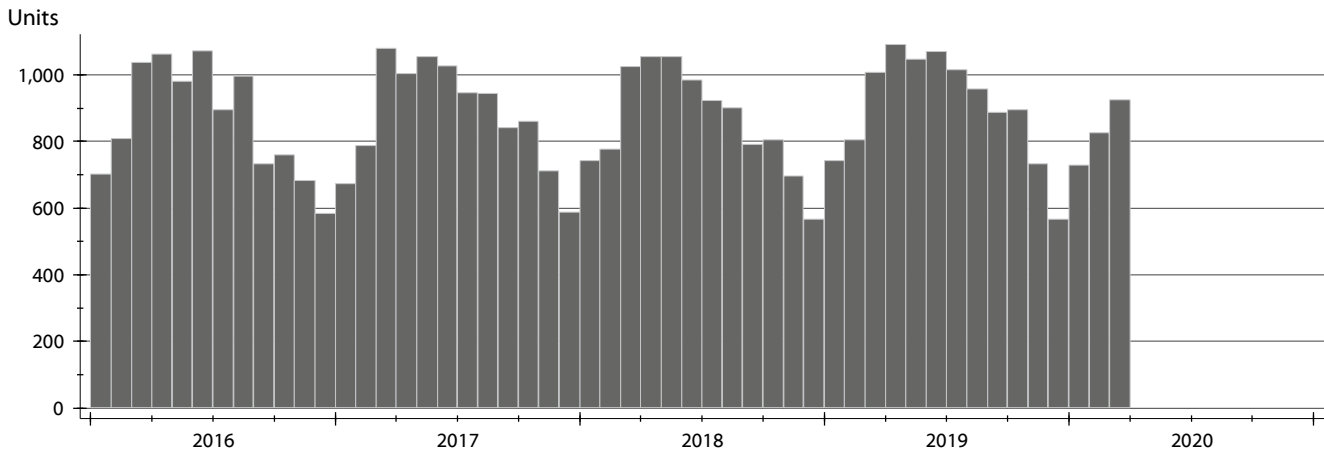


Month	2018	2019	2020
January	150,000	159,000	149,950
February	149,900	149,900	165,000
March	154,900	160,000	170,000
April	153,900	169,900	
May	160,000	167,000	
June	159,900	164,900	
July	150,000	158,000	
August	150,000	153,862	
September	155,000	159,900	
October	152,000	155,000	
November	149,900	149,925	
December	135,000	140,000	

# CONTRACTS WRITTEN ANALYSIS

**HISTORY** >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 4/8/2020**



**SUMMARY** >>

Summary Statistics for Contracts Written		March			Year-to-Date		
		2020	2019	Change	2020	2019	Change
	Closed Listings	<b>924</b>	1,007	-8.2%	<b>2,480</b>	2,554	-2.9%
	Volume (1,000s)	<b>164,911</b>	175,782	-6.2%	<b>442,514</b>	436,278	1.4%
Average	Sale Price	<b>178,476</b>	174,561	2.2%	<b>178,433</b>	170,821	4.5%
	Days on Market	<b>35</b>	44	-20.6%	<b>41</b>	49	-16.7%
	Percent of Original	<b>98.7%</b>	96.3%	2.4%	<b>97.0%</b>	95.8%	1.3%
Median	Sale Price	<b>160,000</b>	156,900	2.0%	<b>159,900</b>	149,900	6.7%
	Days on Market	<b>9</b>	14	-35.7%	<b>13</b>	21	-38.1%
	Percent of Original	<b>100.0%</b>	98.3%	1.7%	<b>100.0%</b>	97.9%	2.1%

A total of 924 contracts for sale were written in South Central Kansas during the month of March, down from 1,007 in 2019. The median list price of these homes was \$160,000, up from \$156,900 the prior year.

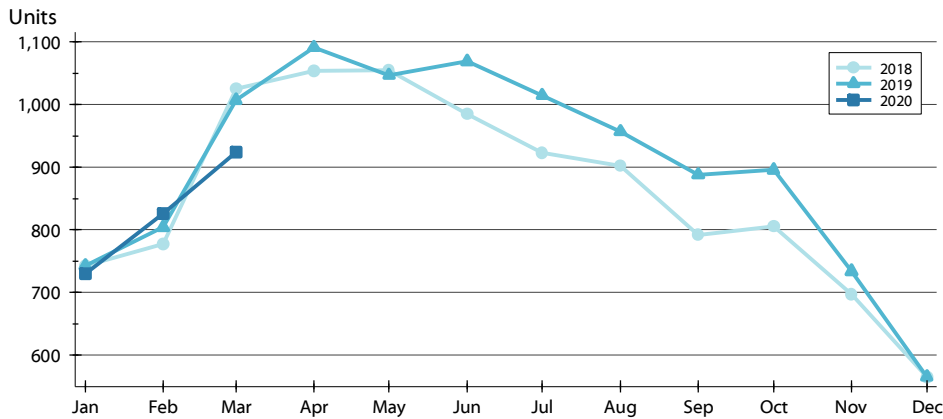
Half of the homes that went under contract in March were on the market less than 9 days, compared to 14 days in March 2019.



# CONTRACTS WRITTEN ANALYSIS

## BY MONTH >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 4/8/2020**



Month	2018	2019	2020
January	743	743	730
February	778	804	826
March	1,025	1,007	924
April	1,054	1,091	
May	1,055	1,047	
June	985	1,069	
July	923	1,015	
August	902	957	
September	792	888	
October	805	896	
November	697	734	
December	566	566	

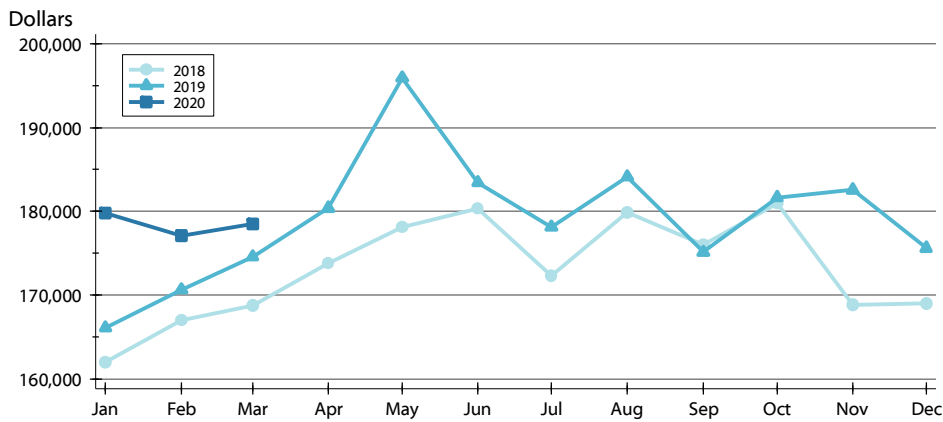
## BY PRICE RANGE >>

Price Range	Contracts Written			List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median
Below \$25,000	15	1.6%	246	16,433	17,500	63	47	92.1%	100.0%
\$25,000-\$49,999	39	4.2%	1,544	39,595	39,900	46	13	98.3%	100.0%
\$50,000-\$99,999	177	19.2%	14,054	79,402	82,500	48	13	97.5%	100.0%
\$100,000-\$124,999	76	8.2%	8,570	112,764	112,500	34	5	98.2%	100.0%
\$125,000-\$149,999	100	10.8%	13,682	136,824	135,000	24	6	98.8%	100.0%
\$150,000-\$174,999	87	9.4%	14,123	162,331	160,000	19	4	100.6%	100.0%
\$175,000-\$199,999	116	12.6%	21,777	187,733	189,000	20	5	99.1%	100.0%
\$200,000-\$249,999	124	13.4%	27,730	223,630	223,950	28	8	99.1%	100.0%
\$250,000-\$299,999	58	6.3%	15,891	273,982	274,291	30	7	98.6%	100.0%
\$300,000-\$399,999	74	8.0%	25,304	341,947	334,450	51	11	99.5%	100.0%
\$400,000-\$499,999	14	1.5%	6,334	452,410	447,500	25	10	99.4%	100.0%
\$500,000-\$749,999	11	1.2%	6,635	603,223	575,000	110	43	97.8%	100.0%
\$750,000-\$999,999	2	0.2%	1,644	822,000	822,000	150	150	96.8%	96.8%
\$1,000,000 and up	2	0.2%	2,200	1,099,995	1,099,995	81	81	100.0%	100.0%
All price ranges	924	100.0%	164,911	178,476	160,000	35	9	98.7%	100.0%

# CONTRACTS WRITTEN ANALYSIS

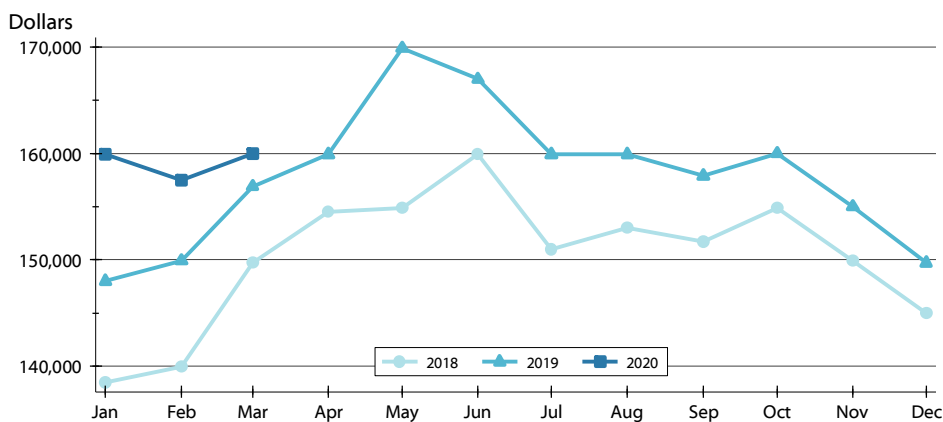
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 4/8/2020**

## AVERAGE PRICE >>



Month	2018	2019	2020
January	161,962	166,076	179,823
February	167,014	170,621	177,112
March	168,727	174,561	178,476
April	173,771	180,374	
May	178,081	195,942	
June	180,310	183,444	
July	172,342	178,127	
August	179,829	184,147	
September	175,985	175,124	
October	180,967	181,679	
November	168,869	182,535	
December	168,982	175,595	

## MEDIAN PRICE >>

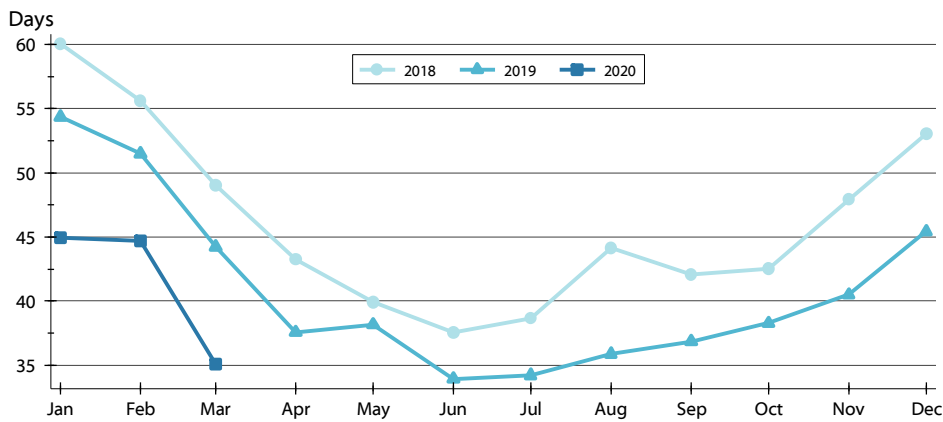


Month	2018	2019	2020
January	138,500	148,000	159,900
February	139,900	149,900	157,500
March	149,700	156,900	160,000
April	154,500	159,900	
May	154,900	169,900	
June	159,900	167,000	
July	150,975	159,900	
August	153,000	159,900	
September	151,700	157,900	
October	154,900	160,000	
November	149,900	155,000	
December	145,000	149,700	

**CONTRACTS WRITTEN ANALYSIS**

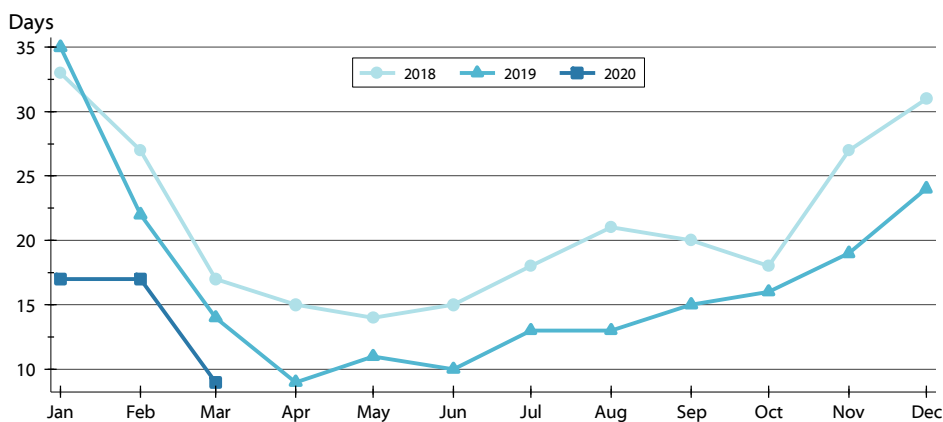
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 4/8/2020**

**AVERAGE DOM** >>



Month	2018	2019	2020
January	60	54	45
February	56	51	45
March	49	44	35
April	43	38	
May	40	38	
June	38	34	
July	39	34	
August	44	36	
September	42	37	
October	43	38	
November	48	40	
December	53	45	

**MEDIAN DOM** >>

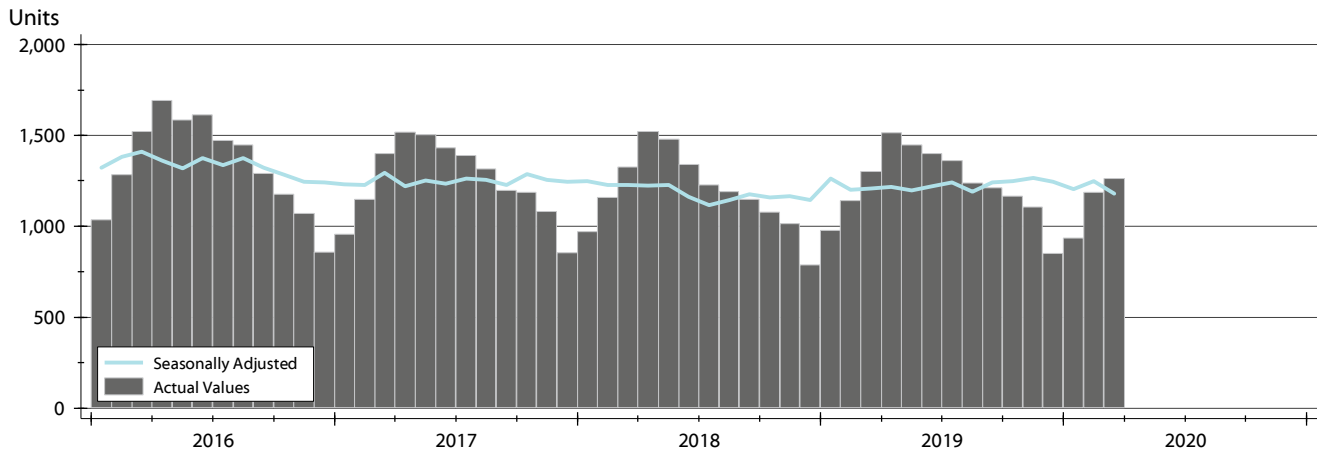


Month	2018	2019	2020
January	33	35	17
February	27	22	17
March	17	14	9
April	15	9	
May	14	11	
June	15	10	
July	18	13	
August	21	13	
September	20	15	
October	18	16	
November	27	19	
December	31	24	

# PENDING CONTRACTS ANALYSIS

**HISTORY** >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 4/8/2020**



**SUMMARY** >>

Summary Statistics		End of March		
for Active Listings		2020	2019	Change
Active Listings		<b>1,263</b>	1,300	-2.8%
Volume (1,000s)		<b>245,164</b>	240,528	1.9%
Average	List Price	<b>194,112</b>	185,022	4.9%
	Days on Market	<b>37</b>	45	-18.3%
	Percent of Original	<b>99.1%</b>	98.6%	0.5%
Median	List Price	<b>172,000</b>	164,900	4.3%
	Days on Market	<b>8</b>	14	-42.9%
	Percent of Original	<b>100.0%</b>	100.0%	0.0%

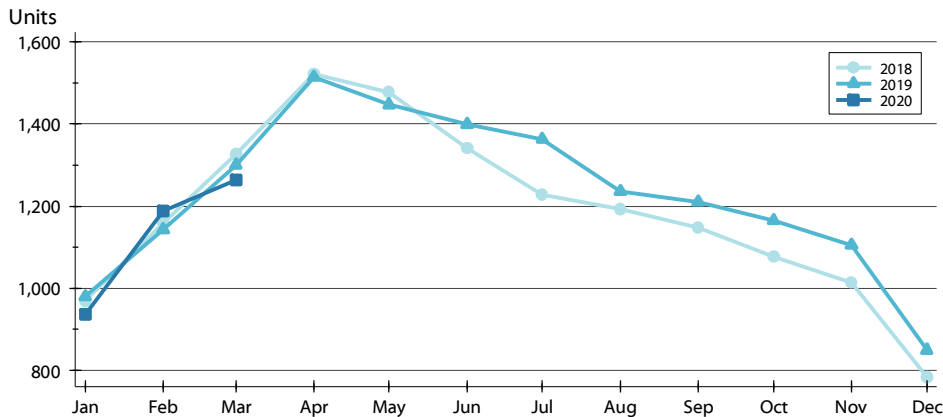
A total of 1,263 listings in South Central Kansas had contracts pending at the end of March, down from 1,300 contracts pending at the end of March 2019.

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 4/8/2020**



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	
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	

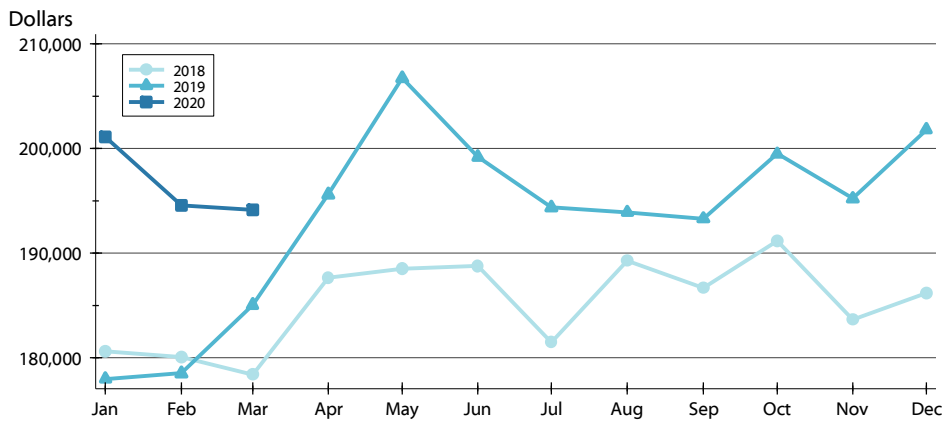
## BY PRICE RANGE >>

Price Range	Contracts Written			List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median
Below \$25,000	10	0.8%	181	18,130	20,000	55	27	107.7%	100.0%
\$25,000-\$49,999	33	2.6%	1,362	41,270	41,900	68	30	102.1%	100.0%
\$50,000-\$99,999	235	18.6%	18,673	79,460	81,500	60	16	97.6%	100.0%
\$100,000-\$124,999	92	7.3%	10,348	112,476	112,700	41	7	98.2%	100.0%
\$125,000-\$149,999	132	10.5%	18,045	136,703	135,000	28	9	99.1%	100.0%
\$150,000-\$174,999	125	9.9%	20,340	162,722	162,000	25	5	99.1%	100.0%
\$175,000-\$199,999	149	11.8%	27,944	187,546	188,000	21	5	99.1%	100.0%
\$200,000-\$249,999	169	13.4%	37,767	223,475	220,000	28	7	99.6%	100.0%
\$250,000-\$299,999	106	8.4%	29,254	275,984	274,950	33	6	99.0%	100.0%
\$300,000-\$399,999	123	9.7%	42,055	341,914	335,000	34	2	100.4%	100.0%
\$400,000-\$499,999	36	2.9%	16,032	445,328	448,137	27	5	99.5%	100.0%
\$500,000-\$749,999	16	1.3%	9,235	577,213	565,520	69	23	98.7%	100.0%
\$750,000-\$999,999	4	0.3%	3,153	788,200	776,900	80	75	98.4%	100.0%
\$1,000,000 and up	3	0.2%	4,950	1,649,997	1,175,000	85	94	100.0%	100.0%
All price ranges	1,263	100.0%	245,164	194,112	172,000	37	8	99.1%	100.0%

# PENDING CONTRACTS ANALYSIS

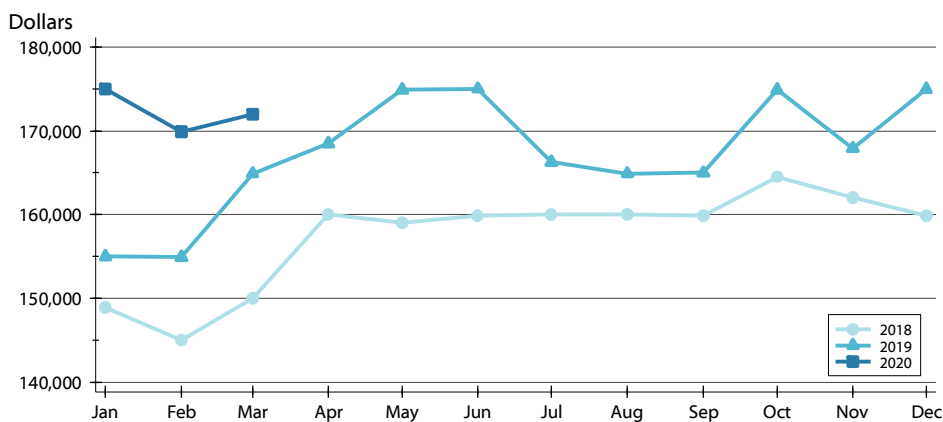
**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 4/8/2020**

## 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	
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 >>

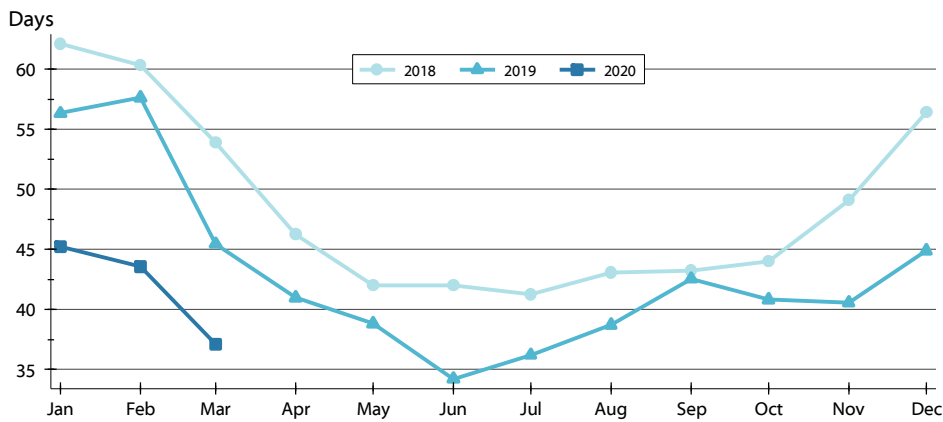


Month	2018	2019	2020
January	148,900	155,000	175,000
February	145,000	154,900	169,900
March	150,000	164,900	172,000
April	160,000	168,500	
May	159,000	174,900	
June	159,900	175,000	
July	160,000	166,250	
August	160,000	164,900	
September	159,900	165,000	
October	164,500	174,900	
November	162,000	167,900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

# PENDING CONTRACTS ANALYSIS

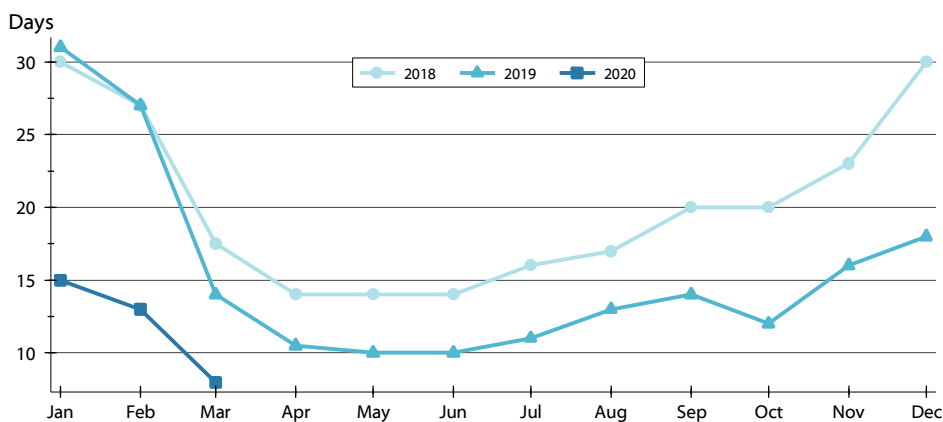
## AVERAGE DOM >>

**ENTIRE MLS SYSTEM  
ALL HOMES (NEW & EXISTING)  
AS OF 4/8/2020**



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

## MEDIAN DOM >>



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