



South Central Kansas MLS

## South Central Kansas MLS

170 W. Dewey, Wichita, KS 67202

[www.sckrealtors.com](http://www.sckrealtors.com)

December 15, 2016

### **South Central Kansas Multiple Listing Service Releases Home Sales Figures for November 2016**

Homes sales in South Central Kansas rose by 22.8% in November compared to the prior year. Sales in November 2016 totaled 760 units, up from 619 in 2015.

Among existing homes, 700 units sold in November, an increase of 20.5% from 581 units that sold in 2015. The average sale price of existing homes was \$136,588. This represents a decrease of 5.4% from the November 2015 average price of \$144,453.

For new construction, 60 sales occurred in November, up from 38 units the prior year, an increase of 57.9%. The average sale price of new homes in November was \$305,427, up 9.9% from the same period last year.

A total of 683 contracts for sale were written in November 2016, up from 625 in November 2015. This is an increase of 9.3%. Contracts written during the month reflect, in part, sales that are set to close in the near future.

The inventory of active listings in South Central Kansas stood at 2,604 units at the end of November, which is down from 2,808 homes that were on the market at the end of November last year. At the current rate of sales, this figure represents 3.4 months' supply of homes on the market.

For questions and/or comments, please contact South Central Kansas MLS President Tim Holt at [tim@timholt.biz](mailto:tim@timholt.biz).



## MARKET OVERVIEW >>

### South Central Kansas Home Sales Rose in November

Total home sales in South Central Kansas rose by 22.8% last month to 760 units, compared to 619 units in November 2015. Total sales volume was \$113.9 million, up 20.6% from a year earlier.

The median sale price in November was \$133,000, up from \$128,750 a year earlier. Homes that sold in November were typically on the market for 25 days and sold for 98.6% of their list prices.

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

The total number of active listings in South Central Kansas at the end of November was 2,604 units, down from 2,808 at the same point in 2015. This represents a 3.4 months' supply of homes available for sale. The median list price of homes on the market at the end of November was \$149,900.

During November, a total of 683 contracts were written up from 625 in November 2015. At the end of the month, there were 1,069 contracts pending, compared to 1,123 at the end of November 2015.

### 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.

### Contact Information

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Entire MLS System		November		
Summary Statistics		2016	2015	Change
Home Sales		<b>760</b>	619	22.8%
Active Listings		<b>2,604</b>	2,808	-7.3%
Months' Supply		<b>3.4</b>	4.5	-24.5%
New Listings		<b>845</b>	830	1.8%
Contracts Written		<b>683</b>	625	9.3%
Pending Contracts		<b>1,069</b>	1,123	-4.8%
Sales Volume (1,000s)		<b>113,937</b>	94,484	20.6%
Average	Sale Price	<b>149,917</b>	152,640	-1.8%
	List Price of Actives	<b>209,842</b>	203,927	2.9%
	Days on Market	<b>48</b>	54	-11.9%
	Percent of List	<b>96.8%</b>	96.4%	0.3%
	Percent of Original	<b>94.3%</b>	93.3%	1.1%
Median	Sale Price	<b>133,000</b>	128,750	3.3%
	List Price of Actives	<b>149,900</b>	139,900	7.1%
	Days on Market	<b>25</b>	33	-24.2%
	Percent of List	<b>98.6%</b>	98.0%	0.6%
	Percent of Original	<b>96.9%</b>	95.8%	1.1%

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# MARKET OVERVIEW STATISTICS

ENTIRE MLS SYSTEM  
BREAKDOWNS BY HOME TYPE  
AS OF 12/7/2016

## SUMMARY >>

November MLS Statistics		2016			2015			2014			
By Property Type		Total	Existing	New	Total	Existing	New	Total	Existing	New	
Home Sales		<b>760</b>	<b>700</b>	<b>60</b>	619	581	38	658	608	50	
	Change from prior year	22.8%	20.5%	57.9%	-5.9%	-4.4%	-24.0%	-4.9%	-6.9%	28.2%	
Active Listings		<b>2,604</b>	<b>2,304</b>	<b>300</b>	2,808	2,490	318	3,051	2,763	288	
	Change from prior year	-7.3%	-7.5%	-5.7%	-8.0%	-9.9%	10.4%	-6.7%	-8.1%	9.5%	
Months' Supply		<b>3.4</b>	<b>3.3</b>	<b>5.0</b>	4.5	4.3	8.4	4.6	4.5	5.8	
	Change from prior year	-24.5%	-23.2%	-40.3%	-2.2%	-5.7%	45.3%	-1.9%	-1.3%	-14.6%	
New Listings		<b>845</b>	<b>808</b>	<b>37</b>	830	767	63	795	761	34	
	Change from prior year	1.8%	5.3%	-41.3%	4.4%	0.8%	85.3%	-2.6%	-1.2%	-26.1%	
Contracts Written		<b>683</b>	<b>655</b>	<b>28</b>	625	592	33	584	554	30	
	Change from prior year	9.3%	10.6%	-15.2%	7.0%	6.9%	10.0%	3.0%	5.9%	-31.8%	
Pending Contracts		<b>1,069</b>	<b>970</b>	<b>99</b>	1,123	1,023	100	1,046	944	102	
	Change from prior year	-4.8%	-5.2%	-1.0%	7.4%	8.4%	-2.0%	6.2%	6.7%	2.0%	
Sales Volume (1,000s)		<b>113,937</b>	<b>95,612</b>	<b>18,326</b>	94,484	83,927	10,557	96,218	78,280	17,938	
	Change from prior year	20.6%	13.9%	73.6%	-1.8%	7.2%	-41.1%	-1.2%	-9.9%	71.6%	
Average	Sale Price	<b>149,917</b>	<b>136,588</b>	<b>305,427</b>	152,640	144,453	277,811	146,228	128,750	358,760	
		Change from prior year	-1.8%	-5.4%	9.9%	4.4%	12.2%	-22.6%	3.9%	-3.3%	33.8%
	List Price of Actives	<b>209,842</b>	<b>196,236</b>	<b>311,981</b>	203,927	187,386	330,060	186,628	173,862	306,974	
		Change from prior year	2.9%	4.7%	-5.5%	9.3%	7.8%	7.5%	1.4%	-1.3%	12.7%
	Days on Market	<b>48</b>	<b>46</b>	<b>64</b>	54	52	84	63	62	81	
		Change from prior year	-12.0%	-11.5%	-23.4%	-14.3%	-15.3%	2.8%	-9.5%	-11.1%	6.8%
Percent of List		<b>96.8%</b>	<b>96.4%</b>	<b>101.1%</b>	96.4%	96.1%	100.8%	96.5%	96.1%	101.4%	
		Change from prior year	0.3%	0.2%	0.3%	-0.1%	0.1%	-0.6%	0.0%	-0.1%	0.5%
	Percent of Original	<b>94.3%</b>	<b>93.6%</b>	<b>101.9%</b>	93.3%	92.7%	100.9%	93.7%	93.0%	102.5%	
	Change from prior year	1.1%	0.9%	1.0%	-0.5%	-0.3%	-1.6%	0.2%	-0.1%	0.6%	
Median	Sale Price	<b>133,000</b>	<b>125,000</b>	<b>254,895</b>	128,750	122,100	255,824	124,000	115,500	253,643	
		Change from prior year	3.3%	2.4%	-0.4%	3.8%	5.7%	0.9%	6.9%	5.0%	10.8%
	List Price of Actives	<b>149,900</b>	<b>134,900</b>	<b>266,473</b>	139,900	124,500	271,063	135,000	124,900	263,278	
		Change from prior year	7.1%	8.4%	-1.7%	3.6%	-0.3%	3.0%	3.9%	3.7%	19.7%
	Days on Market	<b>25</b>	<b>26</b>	<b>6</b>	33	33	16	40	40	36	
		Change from prior year	-24.2%	-21.2%	-61.3%	-16.5%	-17.5%	-56.9%	-6.0%	-7.0%	260.0%
Percent of List	<b>98.6%</b>	<b>98.2%</b>	<b>100.0%</b>	98.0%	97.7%	100.0%	98.2%	97.8%	100.0%		
	Change from prior year	0.6%	0.5%	0.0%	-0.2%	-0.1%	0.0%	0.8%	0.7%	0.0%	
Percent of Original	<b>96.9%</b>	<b>96.5%</b>	<b>100.6%</b>	95.8%	95.4%	100.0%	96.0%	95.2%	100.0%		
	Change from prior year	1.1%	1.1%	0.6%	-0.2%	0.2%	0.0%	0.4%	0.0%	-1.2%	

# YEAR-TO-DATE STATISTICS

## SUMMARY >>

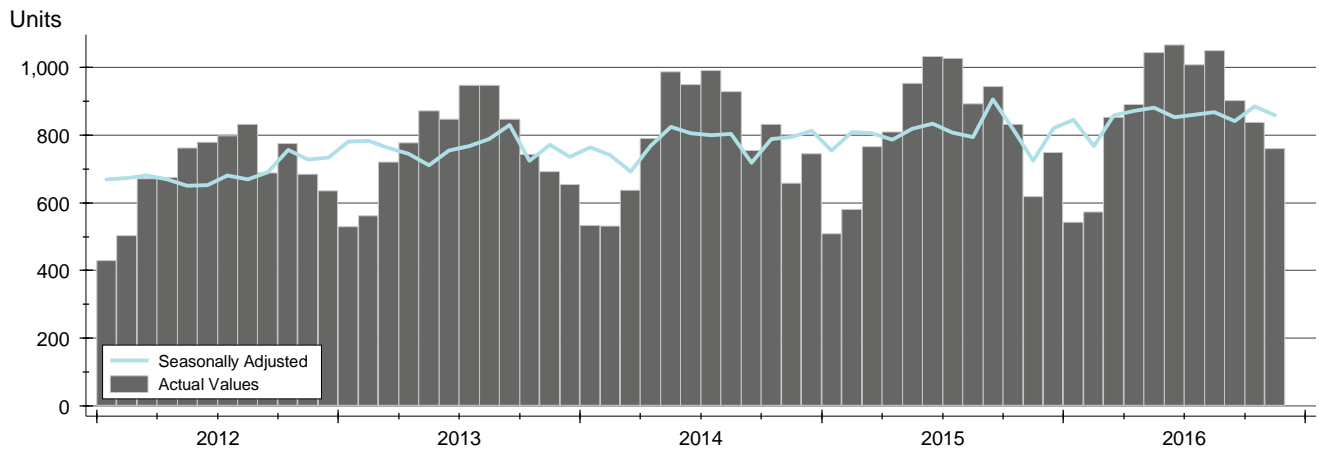
**ENTIRE MLS SYSTEM  
YTD BREAKDOWNS BY HOME TYPE  
AS OF 12/7/2016**

Year-to-Date Activity		2016			2015			2014		
By Property Type		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		<b>9,531</b>	<b>8,937</b>	<b>594</b>	8,969	8,445	524	8,596	8,063	533
Change from prior year		6.3%	5.8%	13.4%	4.3%	4.7%	-1.7%	1.3%	0.4%	17.1%
New Listings		<b>12,799</b>	<b>12,033</b>	<b>766</b>	12,847	12,117	730	12,904	12,402	502
Change from prior year		-0.4%	-0.7%	4.9%	-0.4%	-2.3%	45.4%	0.9%	1.3%	-9.2%
Contracts Written		<b>9,680</b>	<b>9,141</b>	<b>539</b>	9,280	8,714	566	8,759	8,254	505
Change from prior year		4.3%	4.9%	-4.8%	5.9%	5.6%	12.1%	1.6%	2.1%	-5.4%
Sales Volume (1,000s)		<b>1,494,127</b>	<b>1,318,322</b>	<b>175,806</b>	1,351,893	1,200,810	151,083	1,248,826	1,089,891	158,936
Change from prior year		10.5%	9.8%	16.4%	8.3%	10.2%	-4.9%	6.0%	3.4%	28.1%
Average	Sale Price	<b>156,765</b>	<b>147,513</b>	<b>295,969</b>	150,729	142,192	288,326	145,280	135,172	298,191
	Change from prior year	4.0%	3.7%	2.7%	3.8%	5.2%	-3.3%	4.6%	2.9%	9.3%
	Days on Market	<b>53</b>	<b>51</b>	<b>81</b>	59	57	88	69	67	96
	Change from prior year	-10.3%	-10.7%	-8.4%	-13.8%	-14.2%	-7.8%	-10.2%	-11.7%	6.5%
Percent of List	<b>97.3%</b>	<b>97.0%</b>	<b>101.4%</b>	97.1%	96.8%	102.1%	96.8%	96.4%	102.0%	
	Change from prior year	0.2%	0.3%	-0.7%	0.3%	0.4%	0.1%	0.3%	0.2%	0.2%
Percent of Original	<b>95.0%</b>	<b>94.5%</b>	<b>101.8%</b>	94.6%	94.1%	102.5%	94.3%	93.7%	102.6%	
	Change from prior year	0.4%	0.5%	-0.8%	0.4%	0.4%	-0.1%	0.8%	0.7%	0.2%
Median	Sale Price	<b>135,500</b>	<b>130,000</b>	<b>253,852</b>	130,000	125,000	248,363	123,000	117,315	251,688
	Change from prior year	4.2%	4.0%	2.2%	5.7%	6.6%	-1.3%	2.6%	2.1%	6.0%
	Days on Market	<b>24</b>	<b>24</b>	<b>17</b>	31	31	29	37	37	41
	Change from prior year	-22.6%	-22.6%	-40.4%	-16.2%	-16.2%	-30.5%	-14.0%	-15.9%	28.1%
Percent of List	<b>98.8%</b>	<b>98.5%</b>	<b>100.0%</b>	98.3%	98.1%	100.0%	98.0%	97.7%	100.0%	
	Change from prior year	0.4%	0.4%	0.0%	0.4%	0.4%	0.0%	0.2%	0.2%	0.0%
Percent of Original	<b>97.4%</b>	<b>97.0%</b>	<b>100.5%</b>	96.9%	96.5%	100.4%	96.4%	96.0%	100.6%	
	Change from prior year	0.6%	0.6%	0.1%	0.5%	0.5%	-0.2%	0.5%	0.5%	-0.2%

# SOLD LISTINGS ANALYSIS

**HISTORY** >>

**ENTIRE MLS SYSTEM  
ALL HOMES  
AS OF 12/7/2016**



**SUMMARY** >>

Summary Statistics for Sold Listings		November			Year-to-Date		
		2016	2015	Change	2016	2015	Change
Sold Listings		<b>760</b>	619	22.8%	<b>9,531</b>	8,969	6.3%
Volume (1,000s)		<b>113,937</b>	94,484	20.6%	<b>1,494,127</b>	1,351,893	10.5%
Average	Sale Price	<b>149,917</b>	152,640	-1.8%	<b>156,765</b>	150,729	4.0%
	Days on Market	<b>48</b>	54	-12.0%	<b>53</b>	59	-10.3%
	Percent of List	<b>96.8%</b>	96.4%	0.3%	<b>97.3%</b>	97.1%	0.2%
	Percent of Original	<b>94.3%</b>	93.3%	1.1%	<b>95.0%</b>	94.6%	0.4%
Median	Sale Price	<b>133,000</b>	128,750	3.3%	<b>135,500</b>	130,000	4.2%
	Days on Market	<b>25</b>	33	-24.2%	<b>24</b>	31	-22.6%
	Percent of List	<b>98.6%</b>	98.0%	0.6%	<b>98.8%</b>	98.3%	0.4%
	Percent of Original	<b>96.9%</b>	95.8%	1.1%	<b>97.4%</b>	96.9%	0.6%

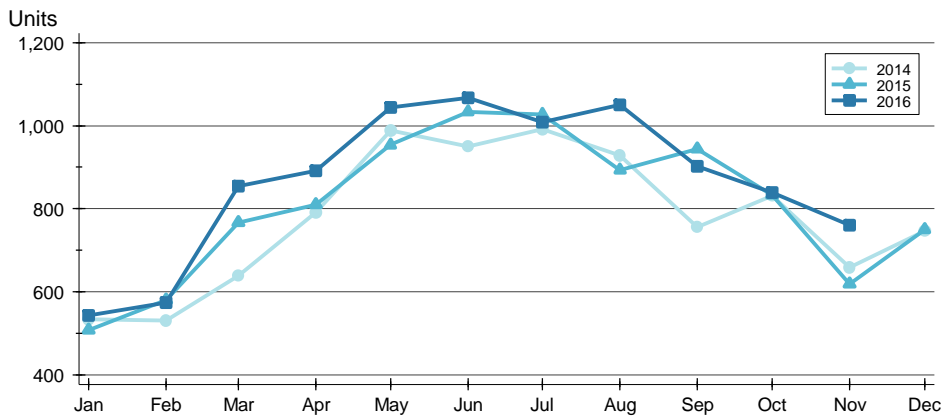
A total of 760 homes sold in South Central Kansas in November, up from 619 units in November 2015. Total sales volume rose to \$113.9 million compared to \$94.5 million in the previous year.

The median sales price in November was \$133,000, up 3.3% compared to the prior year. Median days on market was 25 days, up from 24 days in October, but down from 33 in November 2015.

**SOLD LISTINGS ANALYSIS**

**BY MONTH** >>

**ENTIRE MLS SYSTEM  
ALL HOMES  
AS OF 12/7/2016**



Month	2014	2015	2016
January	534	508	542
February	531	580	573
March	638	767	854
April	791	810	891
May	988	954	1,044
June	950	1,034	1,067
July	991	1,027	1,008
August	928	893	1,051
September	755	944	902
October	832	833	839
November	658	619	760
December	746	750	

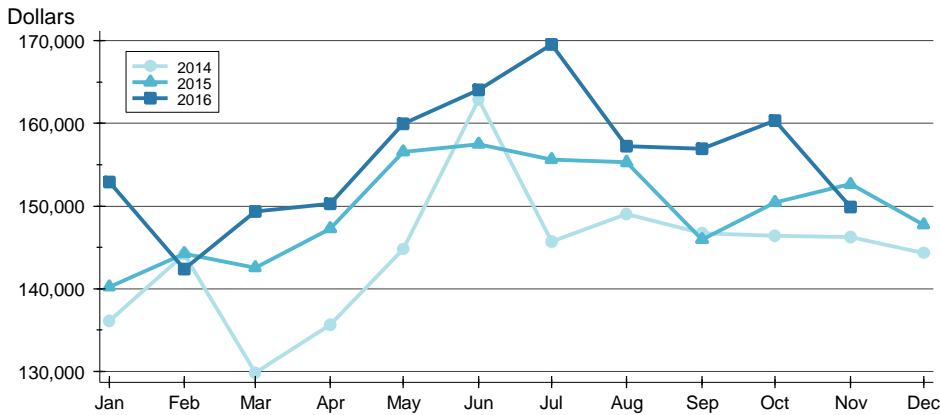
**BY PRICE RANGE** >>

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	36	4.7%	656	18,209	20,000	29	18	90.2%	93.6%	87.3%	92.4%
\$25,000-\$49,999	71	9.3%	2,731	38,462	40,000	60	29	90.4%	92.1%	86.5%	87.4%
\$50,000-\$99,999	173	22.8%	12,911	74,630	73,000	56	31	95.9%	97.0%	92.3%	94.6%
\$100,000-\$124,999	67	8.8%	7,605	113,503	114,500	39	18	97.5%	99.2%	95.1%	97.0%
\$125,000-\$149,999	112	14.7%	15,437	137,828	138,000	32	18	98.1%	99.3%	96.5%	98.3%
\$150,000-\$174,999	77	10.1%	12,442	161,587	162,000	40	15	98.5%	99.5%	96.7%	98.1%
\$175,000-\$199,999	64	8.4%	11,830	184,846	183,950	44	22	98.5%	99.5%	95.8%	97.5%
\$200,000-\$249,999	68	8.9%	15,214	223,740	225,000	53	33	98.7%	99.5%	96.7%	97.8%
\$250,000-\$299,999	32	4.2%	8,729	272,783	270,005	47	28	98.2%	99.1%	96.1%	97.5%
\$300,000-\$399,999	33	4.3%	11,214	339,807	337,500	35	16	98.3%	99.1%	97.3%	98.5%
\$400,000-\$499,999	13	1.7%	5,746	442,006	448,000	88	29	98.1%	98.6%	96.3%	98.6%
\$500,000-\$749,999	11	1.4%	6,548	595,279	580,000	94	95	100.1%	98.6%	98.9%	98.7%
\$750,000-\$999,999	2	0.3%	1,675	837,500	837,500	155	155	95.9%	95.9%	91.7%	91.7%
\$1,000,000 and up	1	0.1%	1,200	1,200,000	1,200,000	475	475	96.0%	96.0%	96.0%	96.0%
All price ranges	760	100.0%	113,937	149,917	133,000	48	25	96.8%	98.6%	94.3%	96.9%

**SOLD LISTINGS ANALYSIS**

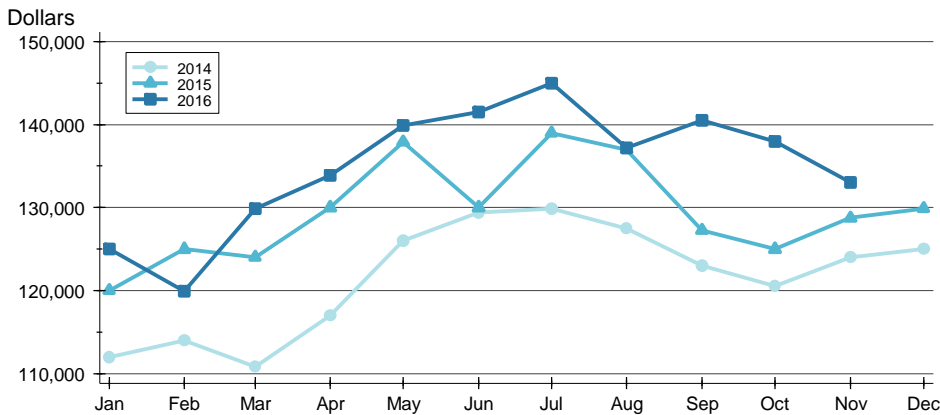
**ENTIRE MLS SYSTEM  
ALL HOMES  
AS OF 12/7/2016**

**AVERAGE PRICE** >>



Month	2014	2015	2016
January	136,123	140,224	152,928
February	144,192	144,271	142,349
March	129,893	142,575	149,348
April	135,690	147,301	150,310
May	144,809	156,574	159,948
June	162,882	157,482	164,056
July	145,715	155,639	169,528
August	149,074	155,285	157,258
September	146,735	145,953	156,899
October	146,408	150,456	160,367
November	146,228	152,640	149,917
December	144,300	147,763	

**MEDIAN PRICE** >>

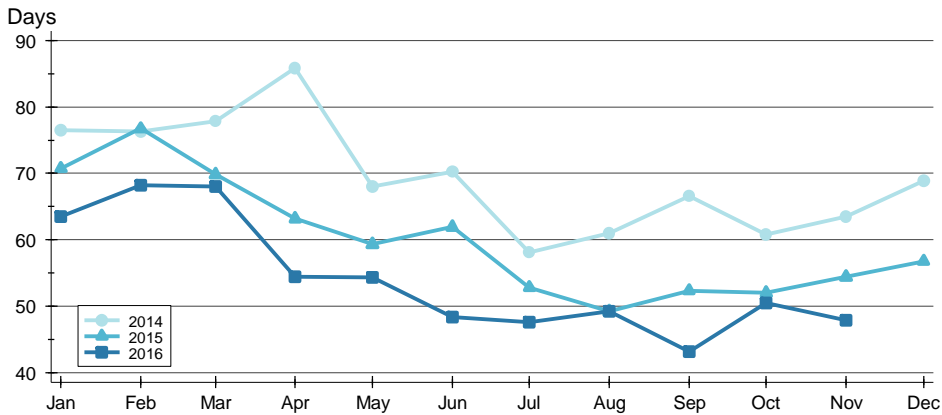


Month	2014	2015	2016
January	112,000	120,000	125,000
February	114,000	125,000	119,900
March	110,785	124,000	129,900
April	117,000	130,000	133,900
May	126,000	137,900	139,900
June	129,400	130,000	141,500
July	129,900	139,000	145,000
August	127,500	137,000	137,200
September	123,000	127,250	140,500
October	120,500	125,000	138,000
November	124,000	128,750	133,000
December	125,000	129,900	

**SOLD LISTINGS ANALYSIS**

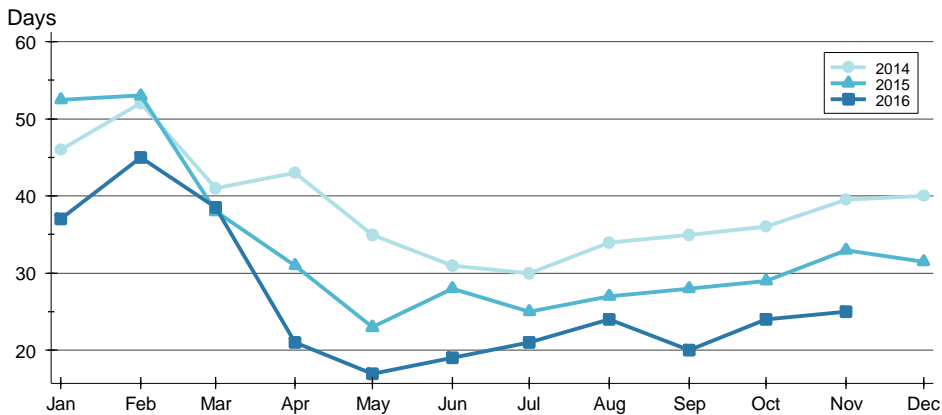
**ENTIRE MLS SYSTEM  
ALL HOMES  
AS OF 12/7/2016**

**AVERAGE DOM** >>



Month	2014	2015	2016
January	77	71	63
February	76	77	68
March	78	70	68
April	86	63	54
May	68	59	54
June	70	62	48
July	58	53	48
August	61	49	49
September	67	52	43
October	61	52	50
November	63	54	48
December	69	57	48

**MEDIAN DOM** >>



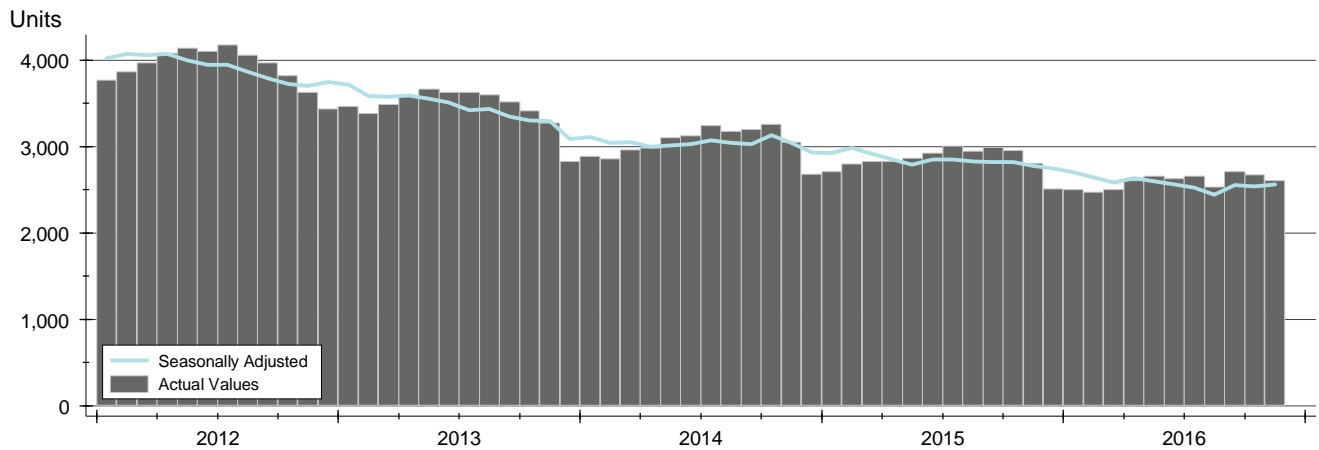
Month	2014	2015	2016
January	46	53	37
February	52	53	45
March	41	38	39
April	43	31	21
May	35	23	17
June	31	28	19
July	30	25	21
August	34	27	24
September	35	28	20
October	36	29	24
November	40	33	25
December	40	32	25



# ACTIVE LISTINGS ANALYSIS

HISTORY >>

ENTIRE MLS SYSTEM  
ALL HOMES  
AS OF 12/7/2016



SUMMARY >>

Summary Statistics for Active Listings		End of November		
		2016	2015	Change
Active Listings		<b>2,604</b>	2,808	-7.3%
Months' Supply		<b>3.4</b>	4.5	-24.5%
Volume (1,000s)		<b>546,429</b>	572,626	-4.6%
Average	List Price	<b>209,842</b>	203,927	2.9%
	Days on Market	<b>105</b>	113	-6.4%
	Percent of Original	<b>96.8%</b>	97.1%	-0.4%
Median	List Price	<b>149,900</b>	139,900	7.1%
	Days on Market	<b>68</b>	71	-4.2%
	Percent of Original	<b>100.0%</b>	100.0%	0.0%

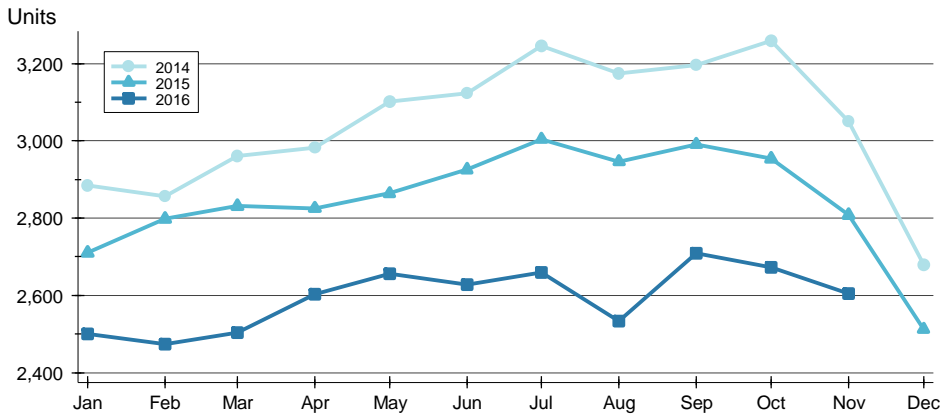
A total of 2,604 homes were available for sale in South Central Kansas at the end of November. This represents a 3.4 months' supply of active listings.

The median list price of homes on the market at the end of November was \$149,900, up 7.1% from 2015. The typical time on market for active listings was 68 days, down from 71 days a year earlier.

# ACTIVE LISTINGS ANALYSIS

## BY MONTH >>

ENTIRE MLS SYSTEM  
ALL HOMES  
AS OF 12/7/2016



Month	2014	2015	2016
January	2,885	2,710	2,500
February	2,857	2,798	2,473
March	2,961	2,831	2,503
April	2,982	2,825	2,603
May	3,101	2,864	2,656
June	3,123	2,926	2,628
July	3,245	3,004	2,660
August	3,175	2,946	2,534
September	3,196	2,991	2,709
October	3,259	2,954	2,673
November	2,808	2,808	2,604
December	2,680	2,512	

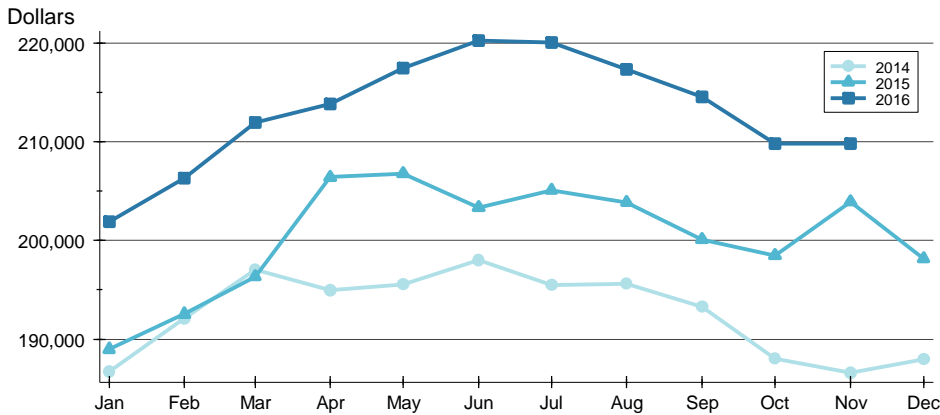
## BY PRICE RANGE >>

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	66	2.5%	905	1.8	13,710	16,400	123	61	90.9%	100.0%
\$25,000-\$49,999	214	8.2%	8,426	3.0	39,376	39,900	119	79	93.3%	97.6%
\$50,000-\$99,999	632	24.3%	46,373	3.7	73,375	72,900	113	68	95.9%	100.0%
\$100,000-\$124,999	151	5.8%	17,080	2.3	113,115	113,500	70	53	96.7%	100.0%
\$125,000-\$149,999	214	8.2%	29,678	1.9	138,681	139,900	73	54	97.8%	100.0%
\$150,000-\$174,999	165	6.3%	27,090	2.1	164,182	164,900	65	43	98.4%	100.0%
\$175,000-\$199,999	172	6.6%	32,363	2.7	188,155	189,700	89	62	98.0%	100.0%
\$200,000-\$249,999	249	9.6%	56,646	3.7	227,495	229,000	105	75	98.4%	100.0%
\$250,000-\$299,999	207	7.9%	56,627	6.5	273,559	272,088	113	71	98.3%	100.0%
\$300,000-\$399,999	225	8.6%	77,898	6.8	346,212	340,000	109	76	98.5%	100.0%
\$400,000-\$499,999	104	4.0%	46,522	8.0	447,322	440,000	157	88	96.2%	100.0%
\$500,000-\$749,999	84	3.2%	51,142	7.6	608,838	599,900	146	118	96.5%	100.0%
\$750,000-\$999,999	36	1.4%	32,133	18.0	892,585	894,750	184	133	95.4%	99.5%
\$1,000,000 and up	33	1.3%	52,635	33.0	1,595,000	1,275,000	180	114	95.9%	100.0%
All price ranges	2,604	100.0%	546,429	3.4	209,842	149,900	105	68	96.8%	100.0%

ACTIVE LISTINGS ANALYSIS

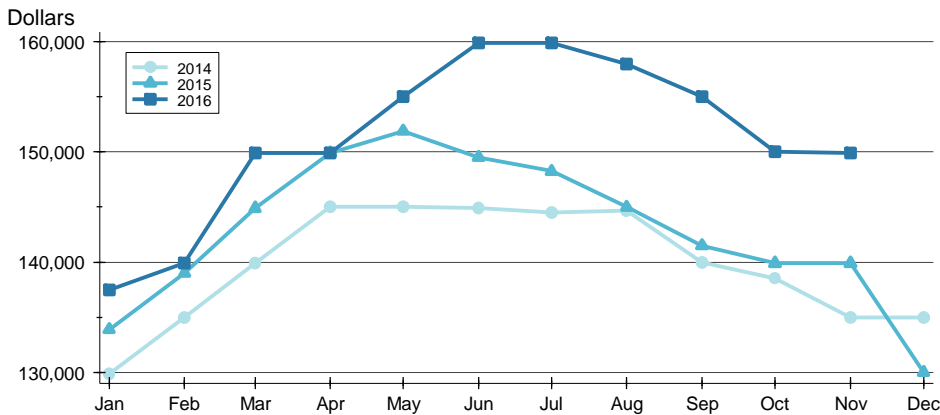
ENTIRE MLS SYSTEM  
ALL HOMES  
AS OF 12/7/2016

AVERAGE PRICE >>



Month	2014	2015	2016
January	186,754	188,970	201,896
February	192,103	192,547	206,300
March	197,034	196,355	211,960
April	194,992	206,422	213,848
May	195,523	206,806	217,509
June	198,032	203,356	220,272
July	195,462	205,102	220,064
August	195,631	203,861	217,371
September	193,291	200,121	214,568
October	188,003	198,492	209,842
November	186,628	203,927	209,842
December	187,982	198,170	

MEDIAN PRICE >>

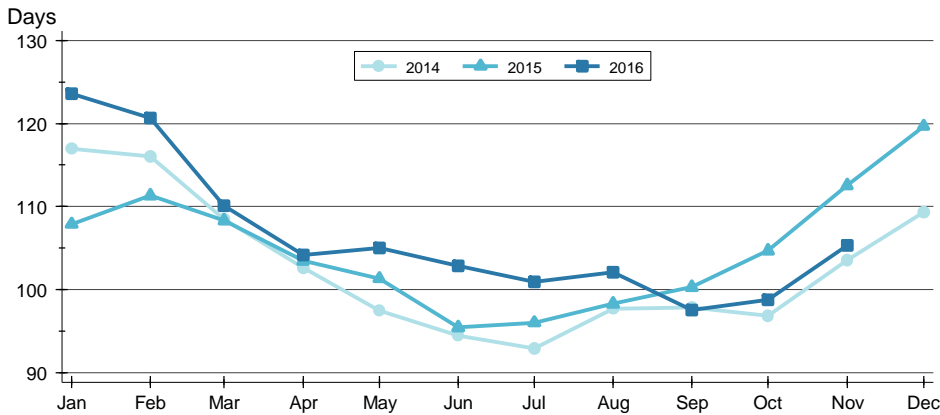


Month	2014	2015	2016
January	129,900	133,900	137,500
February	135,000	139,000	139,900
March	139,900	144,900	149,900
April	145,000	149,900	149,900
May	145,000	151,900	155,000
June	144,900	149,500	159,900
July	144,500	148,250	159,900
August	144,700	145,000	157,950
September	140,000	141,500	155,000
October	138,500	139,900	150,000
November	135,000	139,900	149,900
December	135,000	130,000	

**ACTIVE LISTINGS ANALYSIS**

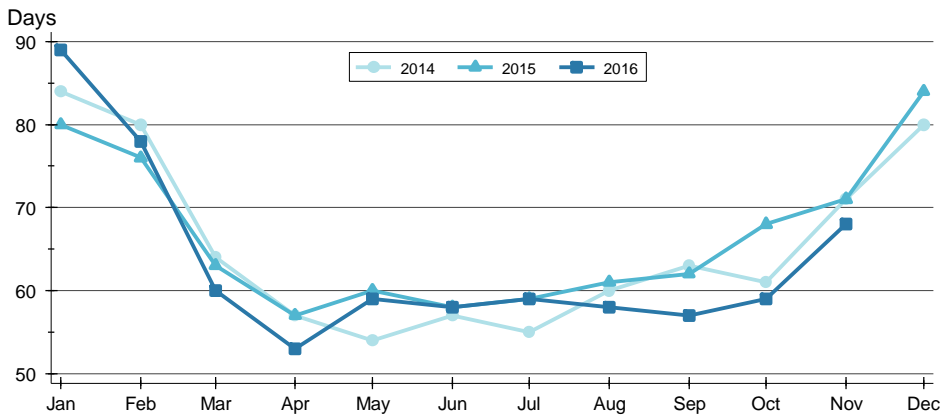
**ENTIRE MLS SYSTEM  
ALL HOMES  
AS OF 12/7/2016**

**AVERAGE DOM** >>



Month	2014	2015	2016
January	117	108	124
February	116	111	121
March	109	108	110
April	103	103	104
May	97	101	105
June	94	95	103
July	93	96	101
August	98	98	102
September	98	100	97
October	97	105	99
November	104	113	105
December	109	120	105

**MEDIAN DOM** >>

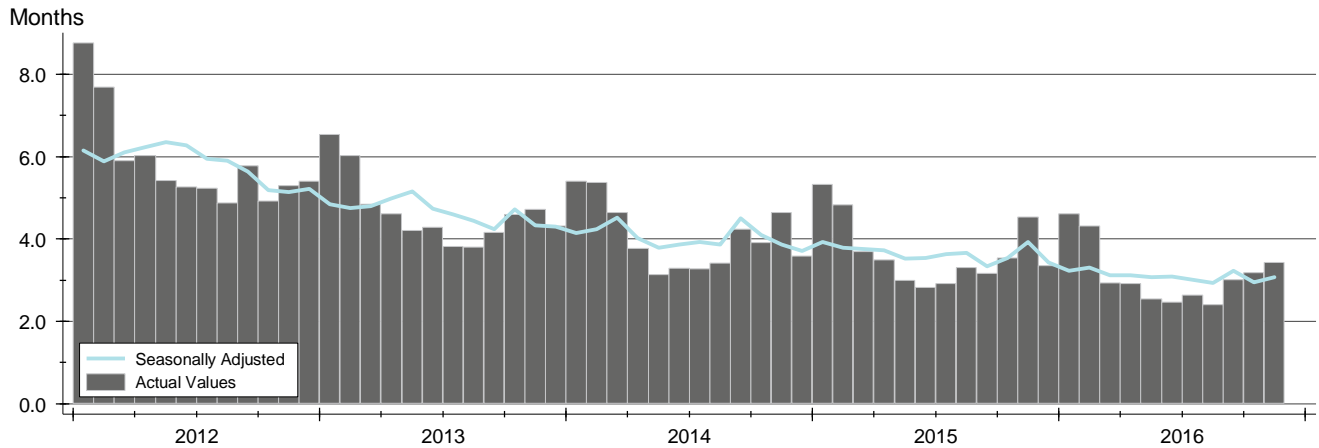


Month	2014	2015	2016
January	84	80	89
February	80	76	78
March	64	63	60
April	57	57	53
May	54	60	59
June	57	58	58
July	55	59	59
August	60	61	58
September	63	62	57
October	61	68	59
November	71	71	68
December	80	84	68

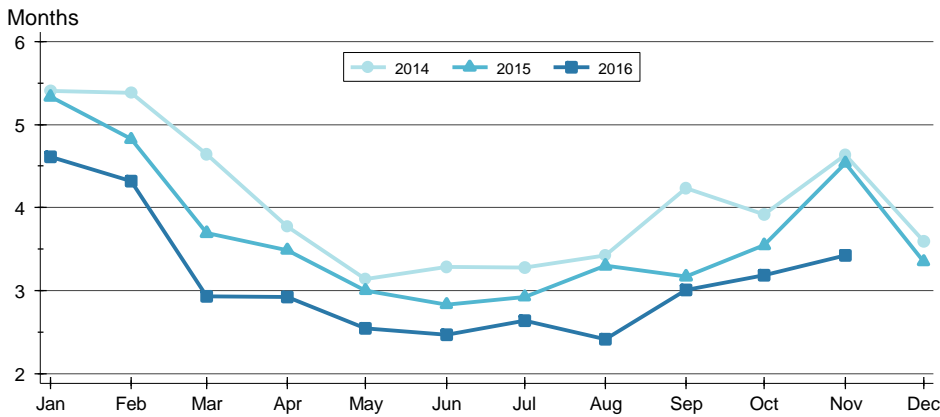
# MONTHS' SUPPLY ANALYSIS

**HISTORY** >>

**ENTIRE MLS SYSTEM  
ALL HOMES  
AS OF 12/7/2016**



**BY MONTH** >>

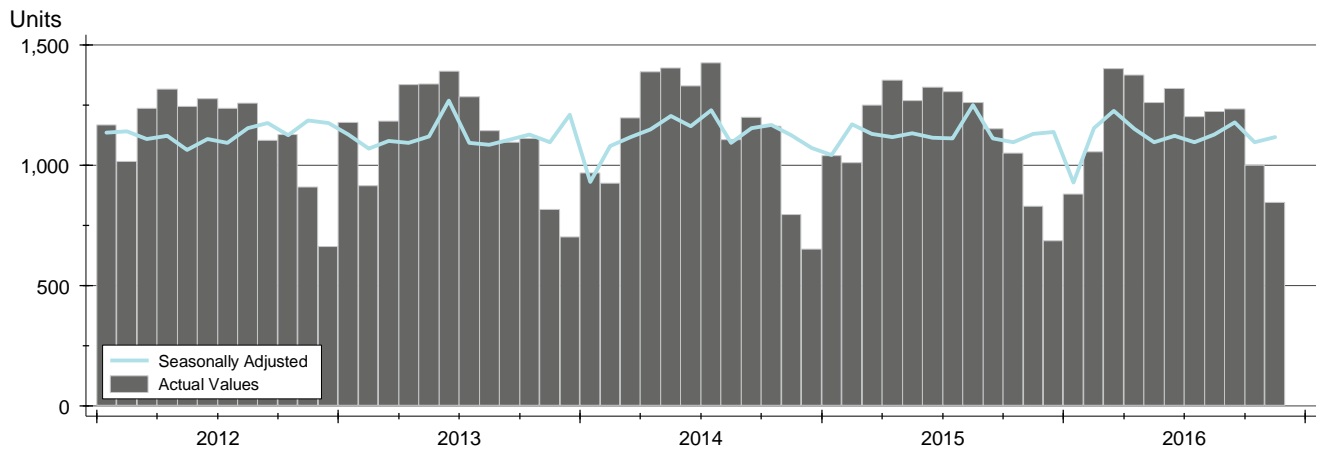


Month	2014	2015	2016
January	5.4	5.3	4.6
February	5.4	4.8	4.3
March	4.6	3.7	2.9
April	3.8	3.5	2.9
May	3.1	3.0	2.5
June	3.3	2.8	2.5
July	3.3	2.9	2.6
August	3.4	3.3	2.4
September	4.2	3.2	3.0
October	3.9	3.5	3.2
November	4.6	4.5	3.4
December	3.6	3.3	

# NEW LISTINGS ANALYSIS

**HISTORY** >>

**ENTIRE MLS SYSTEM  
ALL HOMES  
AS OF 12/7/2016**



**SUMMARY** >>

Summary Statistics for New Listings		November		
		2016	2015	Change
Current Month	New Listings	<b>845</b>	830	1.8%
	Volume (1,000s)	<b>140,631</b>	129,985	8.2%
	Average List Price	<b>166,427</b>	156,608	6.3%
	Median List Price	<b>137,700</b>	119,500	15.2%
YTD	New Listings	<b>12,799</b>	12,847	-0.4%
	Volume (1,000s)	<b>2,219,066</b>	2,154,424	3.0%
	Average List Price	<b>173,378</b>	167,699	3.4%
	Median List Price	<b>142,000</b>	135,000	5.2%

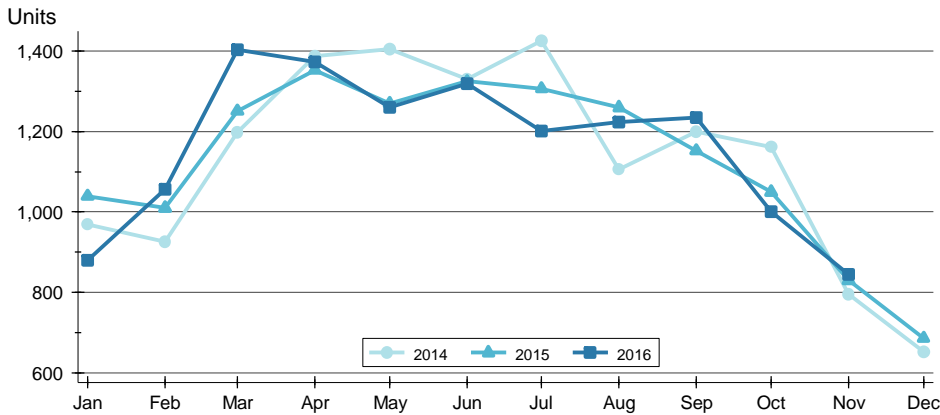
A total of 845 new listings were added in South Central Kansas during November, up 1.8% from the same month in 2015. Year-to-date South Central Kansas has seen 12,799 new listings.

The median list price of these homes was \$137,700 up from \$119,500 in 2015.

**NEW LISTINGS ANALYSIS**

**BY MONTH** >>

**ENTIRE MLS SYSTEM  
ALL HOMES  
AS OF 12/7/2016**



Month	2014	2015	2016
January	969	1,039	880
February	926	1,010	1,057
March	1,198	1,251	1,403
April	1,388	1,353	1,374
May	1,405	1,270	1,260
June	1,330	1,325	1,320
July	1,426	1,307	1,202
August	1,106	1,260	1,223
September	1,200	1,152	1,235
October	1,161	1,050	1,000
November	795	830	845
December	651	686	

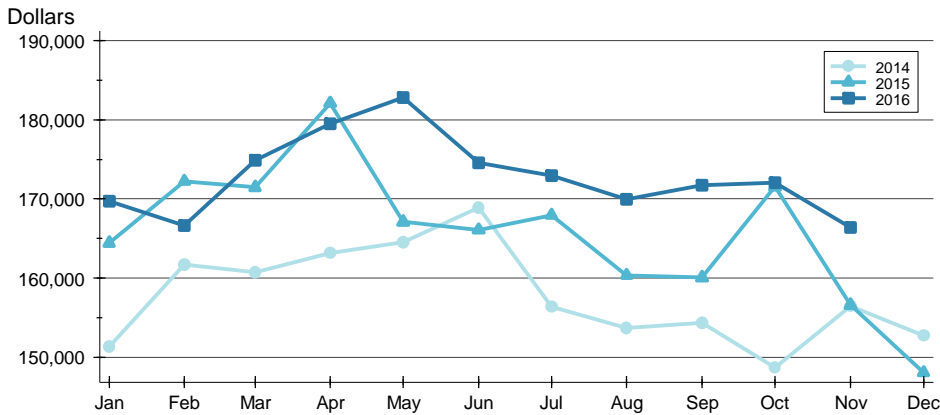
**BY PRICE RANGE** >>

Price Range	New Listings			List Price	
	Number	Percent	Volume	Average	Median
Below \$25,000	27	3.2%	322	11,933	11,800
\$25,000-\$49,999	60	7.1%	2,280	37,999	38,250
\$50,000-\$99,999	199	23.6%	15,146	76,109	75,000
\$100,000-\$124,999	75	8.9%	8,490	113,202	114,000
\$125,000-\$149,999	100	11.8%	13,877	138,767	139,900
\$150,000-\$174,999	83	9.8%	13,530	163,009	163,000
\$175,000-\$199,999	71	8.4%	13,261	186,775	187,400
\$200,000-\$249,999	61	7.2%	13,881	227,553	229,000
\$250,000-\$299,999	47	5.6%	12,890	274,251	270,000
\$300,000-\$399,999	41	4.9%	14,022	341,990	336,000
\$400,000-\$499,999	25	3.0%	11,077	443,066	439,900
\$500,000-\$749,999	10	1.2%	6,073	607,280	596,400
\$750,000-\$999,999	5	0.6%	4,518	903,600	894,500
\$1,000,000 and up	2	0.2%	4,775	2,387,500	2,387,500
All price ranges	845	100.0%	140,631	166,427	137,700

**NEW LISTINGS ANALYSIS**

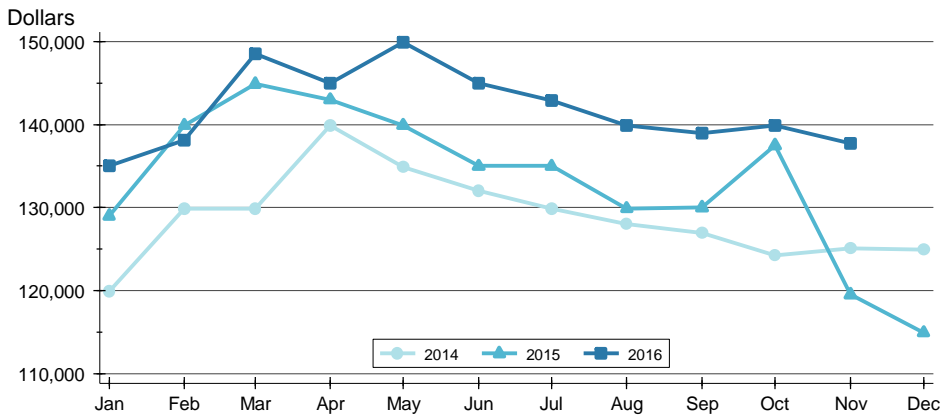
**ENTIRE MLS SYSTEM  
ALL HOMES  
AS OF 12/7/2016**

**AVERAGE PRICE** >>



Month	2014	2015	2016
January	151,397	164,435	169,716
February	161,751	172,244	166,616
March	160,736	171,459	174,921
April	163,173	182,094	179,460
May	164,541	167,121	182,833
June	168,886	166,085	174,592
July	156,395	167,949	172,984
August	153,704	160,375	169,927
September	154,349	160,071	171,746
October	148,673	171,562	172,041
November	156,452	156,608	166,427
December	152,774	148,091	

**MEDIAN PRICE** >>



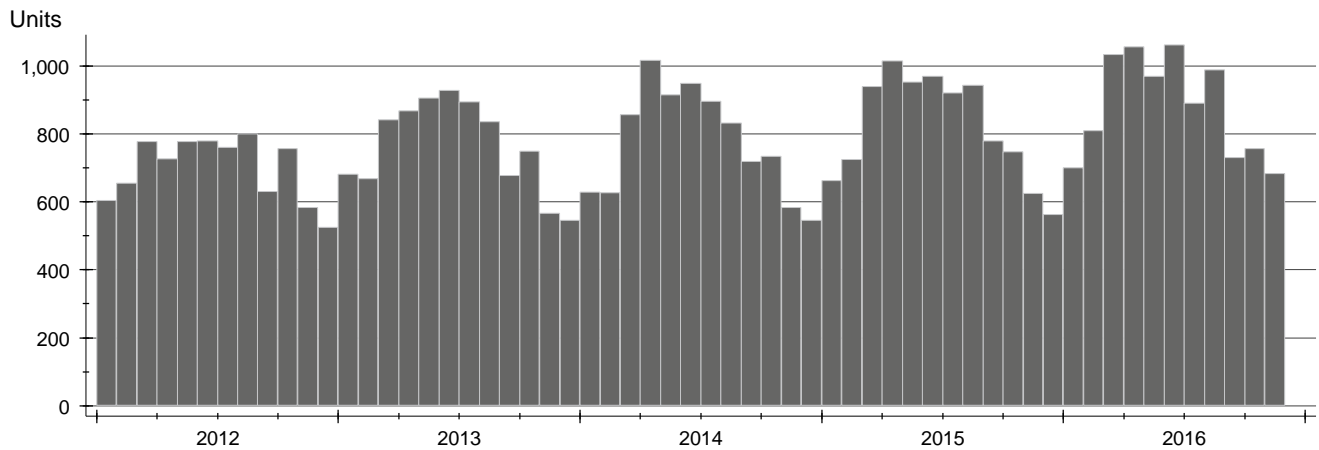
Month	2014	2015	2016
January	119,950	129,000	135,000
February	129,900	139,900	138,100
March	129,900	144,900	148,500
April	139,900	143,000	145,000
May	134,900	139,900	149,900
June	132,000	135,000	145,000
July	129,900	135,000	142,900
August	128,000	129,900	139,900
September	126,900	130,000	139,000
October	124,250	137,500	139,900
November	125,080	119,500	137,700
December	124,900	114,900	



# CONTRACTS WRITTEN ANALYSIS

HISTORY >>

ENTIRE MLS SYSTEM  
ALL HOMES  
AS OF 12/7/2016



SUMMARY >>

Summary Statistics for Contracts Written		November			Year-to-Date		
		2016	2015	Change	2016	2015	Change
Contracts Written		683	625	9.3%	9,680	9,280	4.3%
Volume (1,000s)		105,285	99,594	5.7%	1,575,800	1,482,652	6.3%
Average	List Price	154,151	159,350	-3.3%	162,789	159,769	1.9%
	Days on Market	53	64	-16.7%	53	58	-9.3%
	Percent of Original	95.8%	93.2%	2.8%	95.2%	94.7%	0.6%
Median	List Price	129,900	130,200	-0.2%	139,900	135,900	2.9%
	Days on Market	29	33	-12.1%	24	30	-20.0%
	Percent of Original	100.0%	96.1%	4.1%	97.7%	97.0%	0.8%

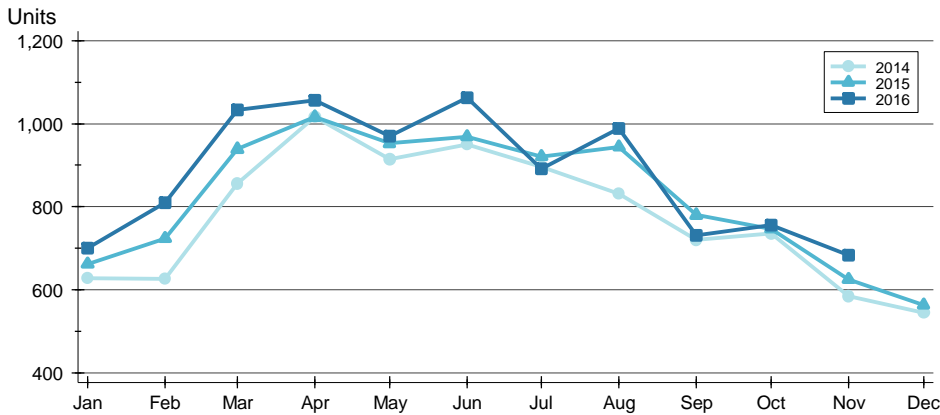
A total of 683 contracts for sale were written in South Central Kansas during the month of November, up from 625 in 2015. The median list price of these homes was \$129,900, down from \$130,200 the prior year.

Half of the homes that went under contract in November were on the market less than 29 days, compared to 33 days in November 2015.

**CONTRACTS WRITTEN ANALYSIS**

**BY MONTH** >>

**ENTIRE MLS SYSTEM  
ALL HOMES  
AS OF 12/7/2016**



Month	2014	2015	2016
January	628	662	700
February	626	724	809
March	856	939	1,034
April	1,017	1,016	1,056
May	915	953	970
June	950	969	1,062
July	896	921	891
August	832	944	988
September	720	780	731
October	735	747	756
November	584	625	683
December	545	563	683

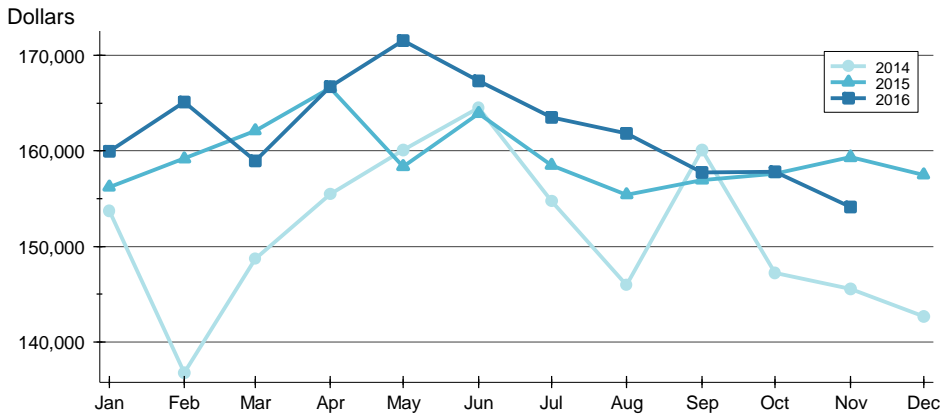
**BY PRICE RANGE** >>

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	2.9%	329	16,453	19,950	42	23	86.3%	100.0%
\$25,000-\$49,999	71	10.4%	2,579	36,325	35,000	64	36	88.4%	90.8%
\$50,000-\$99,999	151	22.1%	11,770	77,944	78,000	48	22	96.2%	100.0%
\$100,000-\$124,999	66	9.7%	7,502	113,671	114,900	38	23	97.1%	100.0%
\$125,000-\$149,999	80	11.7%	11,063	138,289	138,250	35	22	98.0%	100.0%
\$150,000-\$174,999	66	9.7%	10,769	163,160	164,500	56	38	98.1%	100.0%
\$175,000-\$199,999	60	8.8%	11,260	187,668	189,450	38	24	96.5%	100.0%
\$200,000-\$249,999	50	7.3%	11,210	224,205	223,200	64	42	97.5%	99.2%
\$250,000-\$299,999	34	5.0%	9,412	276,836	276,000	62	25	98.1%	100.0%
\$300,000-\$399,999	34	5.0%	11,748	345,538	349,200	71	52	97.0%	100.0%
\$400,000-\$499,999	13	1.9%	5,762	443,263	439,900	104	74	96.5%	98.9%
\$500,000-\$749,999	13	1.9%	8,026	617,404	620,000	177	133	95.5%	97.5%
\$750,000-\$999,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
All price ranges	683	100.0%	105,285	154,151	129,900	53	29	95.8%	100.0%

**CONTRACTS WRITTEN ANALYSIS**

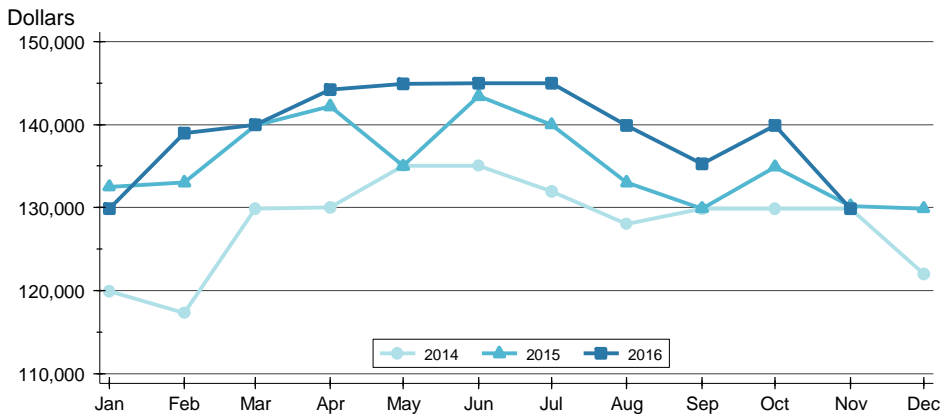
**ENTIRE MLS SYSTEM  
ALL HOMES  
AS OF 12/7/2016**

**AVERAGE PRICE** >>



Month	2014	2015	2016
January	153,756	156,216	159,979
February	136,796	159,199	165,110
March	148,693	162,140	158,934
April	155,505	166,619	166,733
May	160,105	158,377	171,564
June	164,515	163,944	167,372
July	154,704	158,525	163,495
August	145,938	155,417	161,838
September	160,116	156,948	157,764
October	147,207	157,634	157,842
November	145,528	159,350	154,151
December	142,652	157,482	

**MEDIAN PRICE** >>

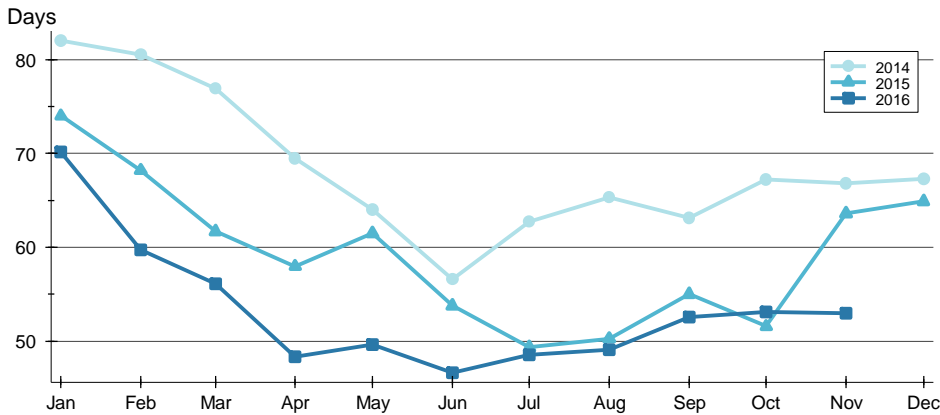


Month	2014	2015	2016
January	119,900	132,500	129,900
February	117,315	133,000	139,000
March	129,900	139,900	140,000
April	130,000	142,200	144,200
May	135,000	135,000	144,900
June	135,000	143,438	145,000
July	131,950	140,000	145,000
August	128,000	133,000	139,900
September	129,900	129,900	135,250
October	129,900	134,900	139,900
November	129,850	130,200	129,900
December	122,000	129,900	

**CONTRACTS WRITTEN ANALYSIS**

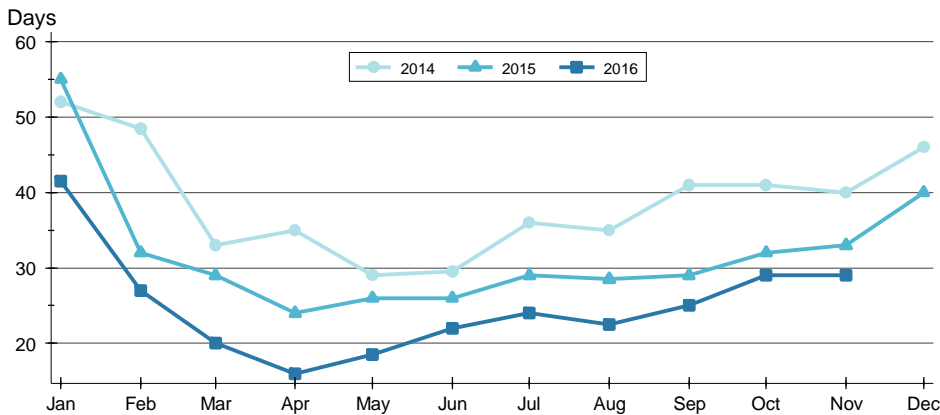
**ENTIRE MLS SYSTEM  
ALL HOMES  
AS OF 12/7/2016**

**AVERAGE DOM** »



Month	2014	2015	2016
January	82	74	70
February	81	68	60
March	77	62	56
April	69	58	48
May	64	61	50
June	57	54	47
July	63	49	49
August	65	50	49
September	63	55	53
October	67	52	53
November	67	64	53
December	67	65	

**MEDIAN DOM** »

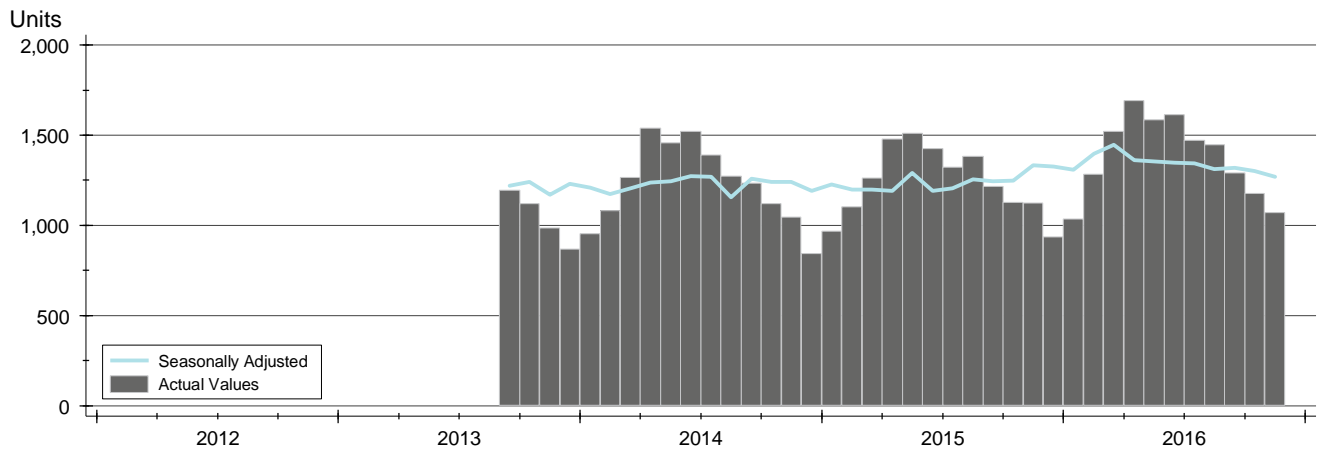


Month	2014	2015	2016
January	52	55	42
February	49	32	27
March	33	29	20
April	35	24	16
May	29	26	19
June	30	26	22
July	36	29	24
August	35	29	23
September	41	29	25
October	41	32	29
November	40	33	29
December	46	40	

# PENDING CONTRACTS ANALYSIS

**HISTORY** >>

**ENTIRE MLS SYSTEM  
ALL HOMES  
AS OF 12/7/2016**



**SUMMARY** >>

Summary Statistics for Pending Contracts		End of November		
		2016	2015	Change
Pending Contracts		<b>1,069</b>	1,123	-4.8%
Volume (1,000s)		<b>182,270</b>	178,811	1.9%
Average	List Price	<b>170,505</b>	159,226	7.1%
	Days on Market	<b>56</b>	61	-8.5%
	Percent of Original	<b>97.2%</b>	97.0%	0.3%
Median	List Price	<b>144,900</b>	132,700	9.2%
	Days on Market	<b>28</b>	32	-12.5%
	Percent of Original	<b>100.0%</b>	100.0%	0.0%

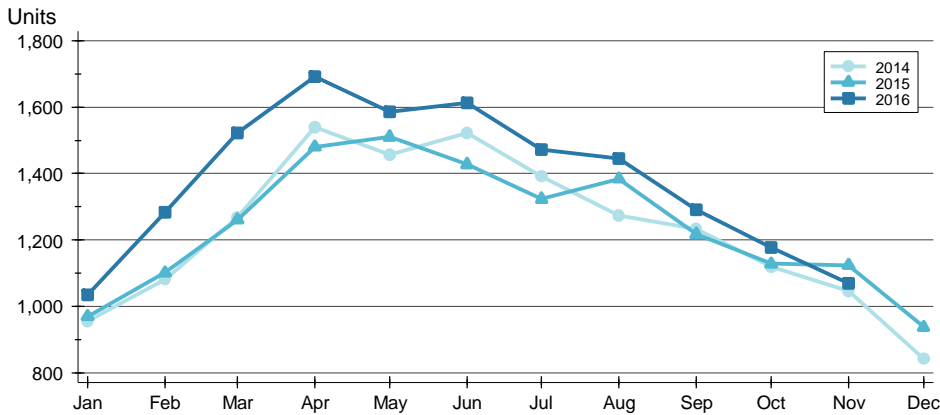
A total of 1,069 listings in South Central Kansas had contracts pending at the end of November, down from 1,123 contracts pending at the end of November 2015.

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  
AS OF 12/7/2016**



Month	2014	2015	2016
January	955	969	1,034
February	1,080	1,101	1,284
March	1,267	1,261	1,522
April	1,539	1,480	1,693
May	1,456	1,510	1,586
June	1,522	1,427	1,613
July	1,391	1,323	1,472
August	1,273	1,384	1,446
September	1,233	1,217	1,290
October	1,120	1,128	1,177
November	1,046	1,123	1,069
December	842	937	

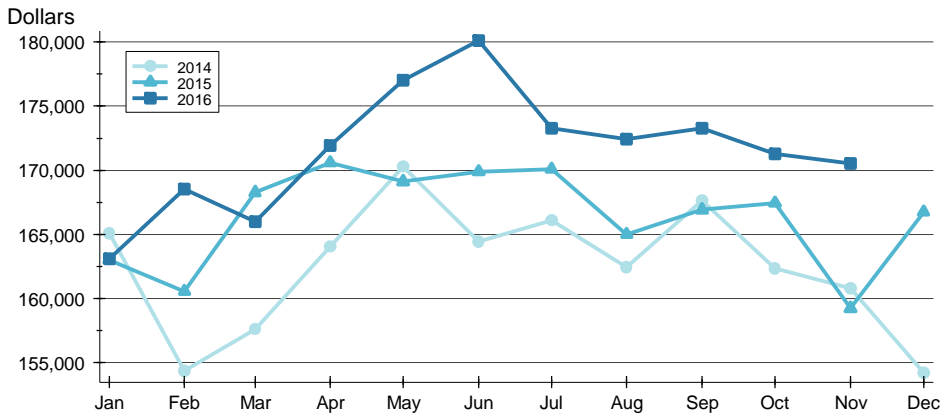
**BY PRICE RANGE** >>

Price Range	Contracts Pending			List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median
Below \$25,000	13	1.2%	243	18,663	19,900	34	25	91.7%	100.0%
\$25,000-\$49,999	83	7.8%	3,202	38,577	39,900	73	35	93.6%	100.0%
\$50,000-\$99,999	248	23.2%	19,172	77,308	77,995	55	27	96.9%	100.0%
\$100,000-\$124,999	94	8.8%	10,676	113,578	115,000	39	16	98.0%	100.0%
\$125,000-\$149,999	122	11.4%	16,818	137,856	138,250	46	29	97.7%	100.0%
\$150,000-\$174,999	109	10.2%	17,746	162,805	163,000	52	23	98.3%	100.0%
\$175,000-\$199,999	96	9.0%	18,038	187,893	189,900	45	26	97.0%	100.0%
\$200,000-\$249,999	96	9.0%	21,861	227,723	226,840	74	39	98.0%	100.0%
\$250,000-\$299,999	67	6.3%	18,577	277,275	277,000	56	21	98.2%	100.0%
\$300,000-\$399,999	52	4.9%	18,156	349,163	349,900	58	32	98.3%	100.0%
\$400,000-\$499,999	21	2.0%	9,408	448,009	445,000	77	40	97.9%	100.0%
\$500,000-\$749,999	31	2.9%	18,257	588,941	585,000	83	20	97.9%	100.0%
\$750,000-\$999,999	3	0.3%	2,498	832,500	800,000	451	152	100.0%	100.0%
\$1,000,000 and up	2	0.2%	2,160	1,080,076	1,080,076	92	92	95.5%	95.5%
All price ranges	1,069	100.0%	182,270	170,505	144,900	56	28	97.2%	100.0%

**PENDING CONTRACTS ANALYSIS**

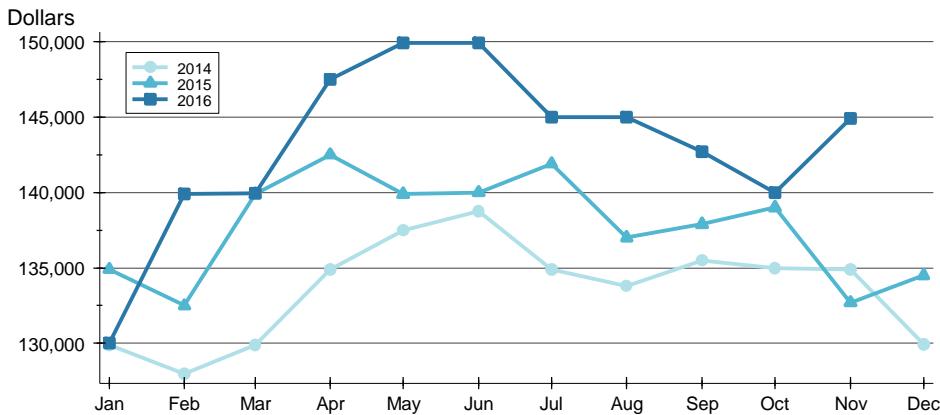
**ENTIRE MLS SYSTEM  
ALL HOMES  
AS OF 12/7/2016**

**AVERAGE PRICE** >>



Month	2014	2015	2016
January	165,083	162,993	163,080
February	154,377	160,550	168,555
March	157,614	168,272	166,010
April	164,050	170,592	171,919
May	170,276	169,126	177,027
June	164,441	169,887	180,113
July	166,067	170,100	173,256
August	162,437	164,997	172,412
September	167,647	166,919	173,270
October	162,333	167,456	171,296
November	160,785	159,226	170,505
December	154,229	166,746	

**MEDIAN PRICE** >>

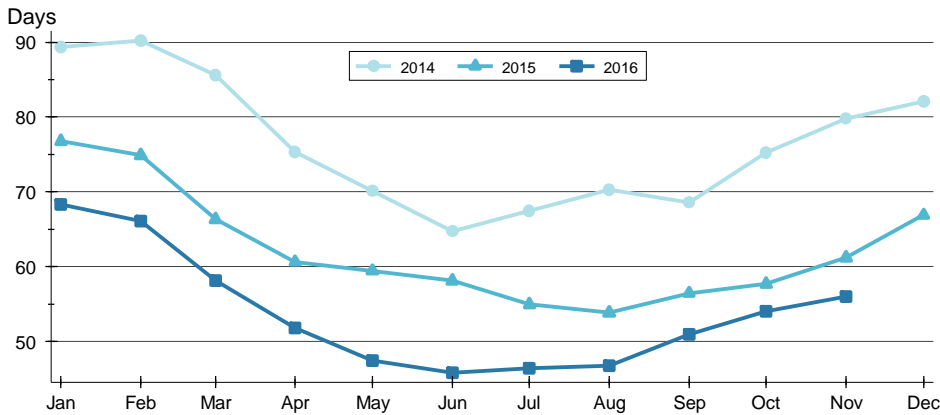


Month	2014	2015	2016
January	129,900	134,900	130,000
February	128,000	132,500	139,900
March	129,900	139,900	139,950
April	134,900	142,500	147,500
May	137,500	139,900	149,900
June	138,750	140,000	149,900
July	134,900	141,900	145,000
August	133,800	137,000	145,000
September	135,500	137,900	142,700
October	135,000	139,000	140,000
November	134,900	132,700	144,900
December	129,950	134,500	

**PENDING CONTRACTS ANALYSIS**

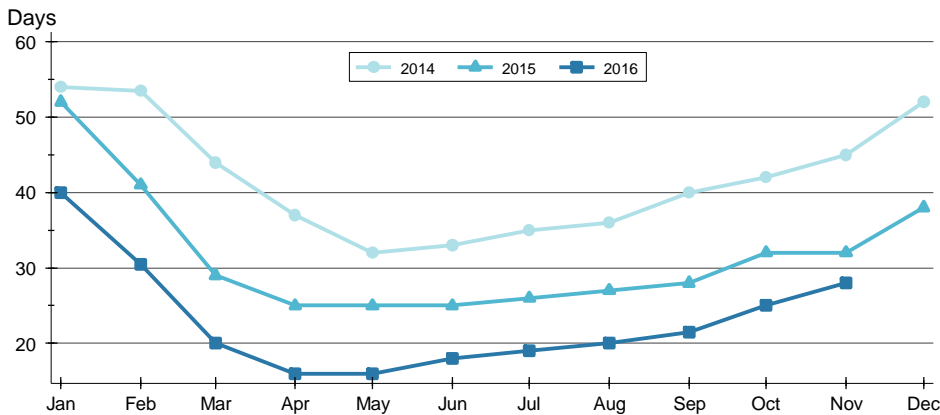
**ENTIRE MLS SYSTEM  
ALL HOMES  
AS OF 12/7/2016**

**AVERAGE DOM** >>



Month	2014	2015	2016
January	89	77	68
February	90	75	66
March	86	66	58
April	75	61	52
May	70	59	47
June	65	58	46
July	67	55	46
August	70	54	47
September	69	56	51
October	75	58	54
November	80	61	56
December	82	67	

**MEDIAN DOM** >>



Month	2014	2015	2016
January	54	52	40
February	54	41	31
March	44	29	20
April	37	25	16
May	32	25	16
June	33	25	18
July	35	26	19
August	36	27	20
September	40	28	22
October	42	32	25
November	45	32	28
December	52	38	