South Central Kansas MLS, Inc.
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Wichita, KS 67202
316-263-3167

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South Central Kansas MLS, Inc.
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FOR IMMEDIATE RELEASE

January 16, 2013

The South Central Kansas MLS releases the December Wichita-area home sales figures.

Existing home sales decreased 7.2% between November and December according to the latest figures released by the South Central Kansas MLS, but increased by 2.1% on a year over year basis. Existing homes sales in December totaled 591, down from 637 units in November. The median sales price of existing homes in December decreased 6.3% compared to November, and decreased 0.5% on a year over year basis.

New home sales in December increased from November with 39 units sold. The December median sale price of new homes increased to $251,352 from $214,750 in November and is 31% higher than one year ago.

Existing home inventory this month decreased to 3,162 homes in inventory compared to 3,369 last month. The existing home inventory this month is 6.3% lower than it was a year ago when the existing home inventory was 3,374.

New home inventory increased this month with 272 homes in inventory compared to 259 new homes on the market last month. The new home inventory is 15.3% lower than it was a year ago at this time when there were 321 new homes on the market.

New and existing home inventory combined was 3,434 homes this month compared to 3,628 last month representing a 5.3% decrease in the past month. One year ago the combined inventory was 3,695 which represents 7.1% decrease in total inventory over the past year.

Months of Inventory is determined by taking the inventory and dividing it by the number of sales. A “balanced market” is considered to be a 5-6 month supply. If the supply exceeds 6 months, the market begins to favor buyers. When the supply is less than 5 months, the market tends to favor sellers. Months of inventory for existing homes increased to 5.4 in December, indicating a balanced market. Months of inventory for new homes decreased this month to 7.0 months of inventory.
Zone Locations

Zone 100: North West to West Wichita

Zone 200: South West Wichita (west of Broadway, East of Ridge Road)

Zone 300: Midtown area to North Wichita (Bordered by Kellogg on the south, Broadway on the east, I-235 on the west)

Zone 400: Northeast Wichita (Bordered by Kellogg on the south, Broadway on the west, 159th on the east)

Zone 500: Southeast Wichita (Bordered by Kellogg on the north, Broadway on the west)

Zone 600: Southwest Sedgwick County (South of Kellogg, West of Broadway)

Zone 700: Northwest Sedgwick County (North of Kellogg, West of Broadway)

Zone 800: Northeast Sedgwick County (North of Kellogg, East of Broadway)

Zone 900: Southeast Sedgwick County (South of Kellogg, East of Broadway)
### Wichita Area Home Sales Report - December 2012

#### Wichita Area Median Sales Price - New

<table>
<thead>
<tr>
<th>Year</th>
<th>JAN</th>
<th>FEB</th>
<th>MAR</th>
<th>APR</th>
<th>MAY</th>
<th>JUN</th>
<th>JUL</th>
<th>AUG</th>
<th>SEP</th>
<th>OCT</th>
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#### Wichita Area Median Sales Price - Existing

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<th>APR</th>
<th>MAY</th>
<th>JUN</th>
<th>JUL</th>
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<th>SEP</th>
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<th>NOV</th>
<th>DEC</th>
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<td>$105,000</td>
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Source: South Central Kansas MLS, Inc.  
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# SOUTH CENTRAL KANSAS MLS, Inc.
# MLS STATISTICS
# Report For December 2012
# as of 1/15/13

## Residential

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<td>November</td>
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<tr>
<td><strong>TOTAL:</strong></td>
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* = Updated

## # of Active Existing Homes for Sale

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<tbody>
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<td>February</td>
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<tr>
<td>March</td>
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<td>April</td>
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<td>July</td>
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<td>August</td>
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<tr>
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<tr>
<td>October</td>
</tr>
<tr>
<td>November</td>
</tr>
<tr>
<td>December</td>
</tr>
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December 2012
From 12/01/12 to 12/31/12 as of 1/15/13
Existing Homes

<table>
<thead>
<tr>
<th>Area/Type</th>
<th>New</th>
<th>Sold</th>
<th>Sold Volume</th>
<th>Avg Sale Amount</th>
<th>Median Sale Amount</th>
<th>Avg CDOM</th>
<th>% of List</th>
<th>Co-Op Sales</th>
<th>Under Contract¹</th>
<th>Off Mkt</th>
<th>Exp</th>
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<tbody>
<tr>
<td>RE Zone 100</td>
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<td>70</td>
<td>$11,312,809</td>
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¹ Reflects number of listings which were placed under contract during the month.
## December 2012
From 12/01/12 to 12/31/12 as of 1/15/13

**New Homes**
(Including Under Construction)

<table>
<thead>
<tr>
<th>Area/Type</th>
<th>New</th>
<th>Total Sold</th>
<th>Sold Volume</th>
<th>Avg Sale Amount</th>
<th>Median Sale Amount</th>
<th>Co-Op Sales</th>
<th>Under Contract(^1)</th>
<th>Off Mkt</th>
<th>Exp</th>
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<td>8</td>
<td>$2,457,652</td>
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<td>4</td>
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\(^1\) Reflects number of listings which were placed under contract during the month.
<table>
<thead>
<tr>
<th>Area/Type</th>
<th>New</th>
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<th>Under Contract¹</th>
<th>Off Mkt</th>
<th>Exp</th>
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<tbody>
<tr>
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<td>1,824</td>
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<td><strong>Area Subtotals</strong></td>
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<td><strong>3131</strong></td>
<td><strong>2126</strong></td>
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</tbody>
</table>

¹ Reflects listings which were placed under contract during the current year which still have a status of under contract.
## Year To Date / Full Year
### From 1/01/12 to 12/31/12 as of 1/15/13
#### New Homes
(INCLUDING UNDER CONSTRUCTION)

<table>
<thead>
<tr>
<th>Area/Type</th>
<th>New</th>
<th>Total Sold</th>
<th>Sold Volume</th>
<th>Avg Sale Amount</th>
<th>Median Sale Amount</th>
<th>Co-Op Sales</th>
<th>Under Contract¹</th>
<th>Off Mkt</th>
<th>Exp</th>
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<tbody>
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<td>$210,000</td>
<td>1</td>
<td>0</td>
<td>1</td>
<td>1</td>
</tr>
</tbody>
</table>

**Area Subtotals** | 605 | 485 | $127,028,287 | $261,914 | $223,883 | 270 | 58 | 156 | 39 |

¹ Reflects listings which were placed under contract during the current year which still have a status of under contract.
The following statistics are based on information from the South Central Kansas MLS for sales of residential properties reported sold through the Multiple Listing Service for the periods indicated.

<table>
<thead>
<tr>
<th>Year</th>
<th># Units</th>
<th>$ Volume</th>
<th>$ Average</th>
<th>$ Median</th>
</tr>
</thead>
<tbody>
<tr>
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<td>2913</td>
<td>$243,667,000</td>
<td>$62,040</td>
<td>$55,490</td>
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<tr>
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<td>$64,030</td>
<td>$57,710</td>
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<tr>
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<td>3778</td>
<td>$264,568,600</td>
<td>$65,254</td>
<td>$57,650</td>
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<tr>
<td>1986</td>
<td>4464</td>
<td>$309,319,500</td>
<td>$66,320</td>
<td>$60,420</td>
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<tr>
<td>1987</td>
<td>4615</td>
<td>$308,109,100</td>
<td>$68,050</td>
<td>$61,560</td>
</tr>
<tr>
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<td>4872</td>
<td>$322,838,400</td>
<td>$68,750</td>
<td>$62,880</td>
</tr>
<tr>
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<td>4666</td>
<td>$310,148,700</td>
<td>$70,360</td>
<td>$63,730</td>
</tr>
<tr>
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<td>4485</td>
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<td>$69,766</td>
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<td>$74,584</td>
<td>$65,000</td>
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<tr>
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<tr>
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<td>$91,000</td>
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</table>

<table>
<thead>
<tr>
<th>Year</th>
<th># Units</th>
<th>$ Volume</th>
<th>$ Average</th>
<th>$ Median</th>
</tr>
</thead>
<tbody>
<tr>
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<tr>
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<tr>
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Annual Comparisons
South Central Kansas MLS, Inc.
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<tr>
<th>PRICE CLASS/TYPE</th>
<th>Residential Unit Sales</th>
<th></th>
<th>Total Resid Condo/Co-Op</th>
<th>Total Units</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>0-2 Bedrm</td>
<td>3 Bedrm</td>
<td>4+ Bedrm</td>
<td></td>
</tr>
<tr>
<td>$29,999 OR UNDER</td>
<td>50</td>
<td>27</td>
<td>1</td>
<td>78</td>
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<td>3</td>
<td>25</td>
</tr>
<tr>
<td>$40,000 - $49,999</td>
<td>8</td>
<td>15</td>
<td>3</td>
<td>26</td>
</tr>
<tr>
<td>$50,000 - $59,999</td>
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<td>14</td>
<td>2</td>
<td>29</td>
</tr>
<tr>
<td>$60,000 - $69,999</td>
<td>10</td>
<td>18</td>
<td>2</td>
<td>30</td>
</tr>
<tr>
<td>$70,000 - $79,999</td>
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<td>18</td>
<td>1</td>
<td>27</td>
</tr>
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<td>5</td>
<td>35</td>
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<tr>
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<td>17</td>
<td>3</td>
<td>26</td>
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<td>16</td>
<td>25</td>
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<td>25</td>
<td>34</td>
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<td>16</td>
<td>22</td>
</tr>
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<td>12</td>
<td>13</td>
</tr>
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<tr>
<td>Total Types:</td>
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<td>205</td>
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Average Price: $58,911 $111,791 $154,975 $130,348 $81,958 $129,042

Median Price:

Average DOM: 73 82 91 83 67 83
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<th>PRICE CLASS/TYPE</th>
<th>Single</th>
<th>Family</th>
<th>Condo/ Co-Op</th>
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</thead>
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<td>7</td>
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**Average Price:**

Single: 176,153
Family: 119,444

**Median Price:**

Pending Total: 824
## TOTALS REPORTS
### SOLD/ACTIVE RESIDENTIAL LISTINGS
#### 01-Nov-2012 - 30-Nov-2012

<table>
<thead>
<tr>
<th>PRICE CLASS/TYPE</th>
<th>Residential Unit Sales</th>
<th>Total Resid Sales</th>
<th>Unit Sales Condo/Co-Op</th>
<th>Total Units</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>0-2 Bedrm</td>
<td>3 Bedrm</td>
<td>4+ Bedrm</td>
<td></td>
</tr>
<tr>
<td>$29,999 OR UNDER</td>
<td>20</td>
<td>24</td>
<td>5</td>
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<tr>
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<td>1</td>
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**Average Price:** $68,153 $108,409 $130,343 $135,157 $88,177 $133,504

**Median Price:**

**Average DOM:** 88 73 86 80 120 82

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<th>Conventional</th>
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<th>Lease/Purchase</th>
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### CO TERMS OF SALE (SALES):

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Average Price: 176,153 119,444

Median Price:

Pending Total: 824
## South Central Kansas MLS, Inc.
(Compiled by South Central Kansas MLS, Inc.)

### TOTALS REPORTS
SOLD/ACTIVE RESIDENTIAL LISTINGS
01-Oct-2012 - 31-Oct-2012

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<th>Total Units</th>
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<td>Total Types:</td>
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Average Price:  $62,406  $111,420  $135,046  $131,134  $115,553  $130,688

Median Price:

Average DOM:  80  83  79  81  88  81

### SF DAYS ON MARKET (SALES):
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<tbody>
<tr>
<td>0 - 30:</td>
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<tr>
<td>31 - 60:</td>
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<tr>
<td>61 - 90:</td>
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<td>91 - 120:</td>
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<tr>
<td>121+ :</td>
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### CO DAYS ON MARKET (SALES):
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<tr>
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<tr>
<td>Cash:</td>
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<tr>
<td>Conventional:</td>
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<td>FHA:</td>
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<tr>
<td>Lease/Purchase:</td>
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<tr>
<td>Other:</td>
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<td>Owner Carry:</td>
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Average Price: 176,153  119,444

Median Price:

Pending Total: 824
### Totals Reports

**Sold/Active Residential Listings**

01-Sep-2012 - 30-Sep-2012

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<th>Total Resid Sales</th>
<th>Unit Sales</th>
<th>Total Units</th>
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**Average Price:**  $65,486  $113,554  $140,048  $142,761  $98,591  $141,193

**Median Price:**

**Average DOM:**  68  68  72  70  115  71

### SF Days on Market (Sales):

<table>
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<th>SF TERMS OF SALE (SALES):</th>
<th>SF DAYS ON MARKET (SALES):</th>
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Average Price: 176,153 119,444

Median Price:

Pending Total: 824
## Totals Reports
### Sold/Active Residential Listings
#### 01-Aug-2012 - 31-Aug-2012

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<th>Unit Sales Condo/Co-Op</th>
<th>Total Units</th>
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<td>4</td>
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<td>10</td>
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<td>5</td>
<td>32</td>
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<td>Total Types:</td>
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Average Price: $69,936 $110,502 $126,768 $137,332 $97,218 $135,962

Median Price:

Average DOM: 82 75 84 80 128 81

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<table>
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<th>Sales</th>
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<tr>
<td>31 - 60:</td>
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### SF Terms of Sale (Sales):

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<td>Conventional</td>
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<td>Lease/Purchase</td>
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<td>Other</td>
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</tr>
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**Average Price:** 176,153  119,444

**Median Price:**

**Pending Total:** 824
### TOTALS REPORTS
SOLD/ACTIVE RESIDENTIAL LISTINGS
01-Jul-2012 - 31-Jul-2012

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<tr>
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Median Price: 

Average DOM: 84 79 76 78 82 79

### SF DAYS ON MARKET (SALES):

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### SF TERMS OF SALE (SALES):

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<tr>
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Average Price: 176,153  119,444

Median Price:

Pending Total: 824
# South Central Kansas MLS, Inc.
(Compiled by South Central Kansas MLS, Inc.)

## TOTALS REPORTS
### SOLD/ACTIVE RESIDENTIAL LISTINGS
#### 01-Jun-2012 - 30-Jun-2012

<table>
<thead>
<tr>
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<th>Residential Unit Sales</th>
<th>Total Unit Sales</th>
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Average Price:  $62,675  $114,713  $129,894  $139,711  $121,665  $139,480

Median Price:

Average DOM:  70  75  84  78  119  78

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<td><strong>Total Types:</strong></td>
<td><strong>3201</strong></td>
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Average Price: 176,153 119,444

Median Price:

Pending Total: 824
South Central Kansas MLS, Inc.
(Compiled by South Central Kansas MLS, Inc.)

**TOTALS REPORTS**
**SOLD/ACTIVE RESIDENTIAL LISTINGS**
**01-May-2012 - 31-May-2012**

<table>
<thead>
<tr>
<th>PRICE CLASS/TYPE</th>
<th>Residential Unit Sales</th>
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<th>Total Units</th>
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Average Price: $69,371 $108,751 $130,408 $134,031 $84,265 $132,662

Median Price:

Average DOM: 81 79 89 83 116 84

**SF DAYS ON MARKET (SALES):**

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**CO DAYS ON MARKET (SALES):**

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**SF TERMS OF SALE (SALES):**

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Total Types: 3201 149

Average Price: 176,153 119,444

Median Price:

Pending Total: 824
## South Central Kansas MLS, Inc.
(Compiled by South Central Kansas MLS, Inc.)

### TOTALS REPORTS
**SOLD/ACTIVE RESIDENTIAL LISTINGS**
**01-Apr-2012 - 30-Apr-2012**

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Total Types: 113 302 246 661 15 676

Average Price: $62,575 $106,868 $140,752 $131,491 $91,183 $130,597

Median Price:

Average DOM: 87 88 92 89 93 90

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Average Price: 176,153  119,444

Median Price:

Pending Total: 824
# TOTALS REPORTS
## SOLD/ACTIVE RESIDENTIAL LISTINGS
### 01-Mar-2012 - 31-Mar-2012

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<th>Unit Sales Condo/Co-Op</th>
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- **Average Price:** $57,393
- **Median Price:**
- **Average DOM:**  78  103  87  92  170  94

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<table>
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<tr>
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Total Types: 3201 149

Average Price: 176,153 119,444

Median Price:

Pending Total: 824
## TOTALS REPORTS
### SOLD/ACTIVE RESIDENTIAL LISTINGS
#### 01-Feb-2012 - 29-Feb-2012

<table>
<thead>
<tr>
<th>PRICE CLASS/TYPE</th>
<th>Residential Unit Sales</th>
<th>Total Resid Sales</th>
<th>Unit Sales Condo/Co-Op</th>
<th>Total Units</th>
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<tbody>
<tr>
<td></td>
<td>0-2 Bedrm</td>
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<td>4+ Bedrm</td>
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**Total Types:** 100 206 179 485 17 502

**Average Price:** $60,939 $95,083 $112,833 $114,425 $73,965 $113,055

**Median Price:**

**Average DOM:** 90 92 85 89 95 89

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<td>3201</td>
</tr>
<tr>
<td>Average Price:</td>
<td>176,153</td>
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<tr>
<td>Median Price:</td>
<td></td>
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<tr>
<td>Pending Total:</td>
<td>824</td>
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</tbody>
</table>
### Total Reports

**SOLD/ACTIVE RESIDENTIAL LISTINGS**  
01-Jan-2012 - 31-Jan-2012

<table>
<thead>
<tr>
<th>PRICE CLASS/TYPE</th>
<th>Residential Unit Sales</th>
<th>Total Resid Sales</th>
<th>Unit Sales Condo/Co-Op</th>
<th>Total Units</th>
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<tbody>
<tr>
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<td>3 Bedrm</td>
<td>4+ Bedrm</td>
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<td>$29,999 OR UNDER</td>
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<td>7</td>
<td>55</td>
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<td>$30,000 - $39,999</td>
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<td>17</td>
<td>2</td>
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<td>8</td>
<td>2</td>
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<td>8</td>
<td>11</td>
<td>5</td>
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<td>35</td>
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<td>12</td>
<td>3</td>
<td>17</td>
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<td>$80,000 - $89,999</td>
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<td>13</td>
<td>3</td>
<td>18</td>
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<td>16</td>
<td>6</td>
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<td>7</td>
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</tr>
<tr>
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<td>6</td>
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</tr>
<tr>
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<td>5</td>
<td>5</td>
</tr>
<tr>
<td>$500,000 OR OVER</td>
<td>0</td>
<td>0</td>
<td>5</td>
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**Total Types:** 93 183 138 414 14 428

**Average Price:** $51,374 $92,616 $126,549 $112,346 $98,058 $111,879

**Median Price:**

**Average DOM:** 83 83 84 83 84 83

**SF Days on Market (Sales):**

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<th>Days</th>
<th>Count</th>
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<tbody>
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<td>132</td>
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<tr>
<td>31 - 60</td>
<td>96</td>
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<tr>
<td>61 - 90</td>
<td>55</td>
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<tr>
<td>91 - 120</td>
<td>36</td>
</tr>
<tr>
<td>121+</td>
<td>95</td>
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**CO Days on Market (Sales):**

<table>
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<tr>
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<tr>
<td>61 - 90</td>
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<tr>
<td>91 - 120</td>
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<td>121+</td>
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**SF Terms of Sale (Sales):**

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<td>Bond</td>
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<td>Contract for De</td>
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<td>Conventional</td>
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<td>Lease/Purchase</td>
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<td>Other</td>
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<td>Owner Carry</td>
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**CO Terms of Sale (Sales):**

<table>
<thead>
<tr>
<th>Type</th>
<th>Count</th>
</tr>
</thead>
<tbody>
<tr>
<td>ASSUMPTION</td>
<td>0</td>
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<tr>
<td>Bond</td>
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<tr>
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<td>Lease/Purchase</td>
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<tr>
<td>Other</td>
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<td>Owner Carry</td>
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<td>Total Types:</td>
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</table>

Average Price: 176,153 119,444

Median Price:

Pending Total: 824