

MARKET OVERVIEW >>

Kansas Home Sales Rose in August

Total home sales in the state of Kansas rose by 7.2% last month to 3,469 units, compared to 3,235 units in August 2012. Total sales volume was \$611.8 million, up 15.4% from a year earlier.

The median sale price in August was \$159,000, up from \$149,000 a year earlier. Homes that sold in August were typically on the market for 48 days and sold for 97.8% of their list prices.

Kansas Active Listings Down at End of August

The total number of active listings in the state of Kansas at the end of August was 15,205 units, down from 16,499 at the same point in 2012. This represents a 4.5 months' supply of homes available for sale. The median list price of homes on the market at the end of August was \$139,900.

During August, a total of 2,794 contracts were written down from 2,927 in August 2012. At the end of the month, there were 2,998 contracts pending, compared to 2,863 at the end of August 2012.

KAR – The Voice of Real Estate in Kansas

The Kansas Association of REALTORS® (KAR) provides members with applications, ideas, knowledge and tools to help them succeed in real estate. Members can learn how to apply technology and productivity tools to grow their business; acquire knowledge about real estate trends, legal issues, legislation and regulation to gain a competitive advantage in the marketplace and connect with the best in the business to share knowledge and experience. This monthly statewide market report is provided so members can deliver the most accurate information to their clients and customers.

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Entire State of Kansas		August		
Summary Statistics		2013	2012	Change
Home Sales		3,469	3,235	7.2%
Active Listings		15,205	16,499	-7.8%
Months' Supply		4.5	5.2	-12.1%
Contracts Written		2,794	2,927	-4.5%
Pending Contracts		2,998	2,863	4.7%
Sales Volume (1,000s)		611,759	530,161	15.4%
Average	Sale Price	176,350	163,883	7.6%
	List Price of Actives	207,682	193,817	7.2%
	Days on Market	76	92	-16.8%
	Percent of List	96.7%	95.5%	1.3%
	Percent of Original	93.9%	91.7%	2.5%
Median	Sale Price	159,000	149,000	6.7%
	List Price of Actives	139,900	139,900	0.0%
	Days on Market	48	59	-18.6%
	Percent of List	97.8%	97.0%	0.8%
	Percent of Original	96.2%	94.8%	1.5%

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MARKET OVERVIEW STATISTICS

ENTIRE STATE OF KANSAS
BREAKDOWNS BY HOME TYPE
AS OF 9/15/2013

SUMMARY >>

August MLS Statistics By Property Type		2013			2012			2011			
		Total	Existing	New	Total	Existing	New	Total	Existing	New	
Home Sales		3,469	3,250	219	3,235	3,010	218	2,829	2,644	177	
	Change from prior year	7.2%	8.0%	0.5%	14.4%	13.8%	23.2%	26.4%	27.5%	14.9%	
Active Listings		15,205	14,218	987	16,499	15,514	985	19,127	17,872	1,255	
	Change from prior year	-7.8%	-8.4%	0.2%	-13.7%	-13.2%	-21.5%	-5.7%	-4.1%	-23.2%	
Months' Supply		4.5	4.6	4.2	5.2	5.2	4.4	7.1	7.1	7.2	
	Change from prior year	-12.1%	-12.7%	-3.1%	-27.6%	-26.7%	-39.5%	-23.4%	-23.0%	-28.2%	
Contracts Written		2,794	2,638	156	2,927	2,741	186	2,666	2,516	150	
	Change from prior year	-4.5%	-3.8%	-16.1%	9.8%	8.9%	24.0%	25.3%	27.7%	-3.8%	
Pending Contracts		2,998	2,425	573	2,863	2,398	465	2,304	1,998	306	
	Change from prior year	4.7%	1.1%	23.2%	24.3%	20.0%	52.0%	15.7%	16.2%	12.5%	
Sales Volume (1,000s)		611,759	541,295	70,464	530,161	464,768	65,393	449,533	397,969	51,564	
	Change from prior year	15.4%	16.5%	7.8%	17.9%	16.8%	26.8%	29.9%	30.5%	24.8%	
Average	Sale Price	176,350	166,552	321,755	163,883	154,408	299,967	158,902	150,518	291,320	
		Change from prior year	7.6%	7.9%	7.3%	3.1%	2.6%	3.0%	2.8%	2.4%	8.6%
	List Price of Actives	207,682	200,423	317,077	193,817	187,364	293,299	199,915	194,579	279,982	
		Change from prior year	7.2%	7.0%	8.1%	-3.1%	-3.7%	4.8%	-4.9%	-4.0%	-7.8%
	Days on Market	76	74	112	92	88	145	100	97	144	
	Change from prior year	-16.8%	-15.8%	-23.1%	-8.2%	-9.7%	1.0%	5.1%	6.5%	-3.2%	
Percent of List	96.7%	96.4%	101.3%	95.5%	95.1%	100.4%	95.4%	95.1%	100.6%		
	Change from prior year	1.3%	1.3%	0.9%	0.1%	0.0%	-0.2%	0.6%	0.6%	0.8%	
Percent of Original	93.9%	93.4%	101.0%	91.7%	91.0%	99.9%	91.3%	90.8%	99.5%		
	Change from prior year	2.5%	2.6%	1.1%	0.4%	0.3%	0.5%	0.8%	0.8%	1.3%	
Median	Sale Price	159,000	152,000	314,475	149,000	140,200	278,000	141,500	135,000	262,603	
		Change from prior year	6.7%	8.4%	13.1%	5.3%	3.9%	5.9%	1.1%	0.8%	9.5%
	List Price of Actives	139,900	134,900	288,225	139,900	134,900	260,250	149,900	143,000	249,950	
		Change from prior year	0.0%	0.0%	10.7%	-6.7%	-5.7%	4.1%	-1.9%	-2.1%	2.1%
	Days on Market	48	48	65	59	59	71	67	67	85	
	Change from prior year	-18.6%	-18.6%	-8.5%	-11.9%	-11.9%	-16.5%	1.5%	4.7%	-15.0%	
Percent of List	97.8%	97.6%	100.0%	97.0%	96.8%	100.0%	96.8%	96.6%	100.0%		
	Change from prior year	0.8%	0.9%	0.0%	0.3%	0.2%	0.0%	-0.1%	0.0%	0.0%	
Percent of Original	96.2%	95.8%	100.6%	94.8%	94.3%	100.0%	94.2%	93.9%	100.0%		
	Change from prior year	1.5%	1.6%	0.6%	0.6%	0.5%	0.0%	0.0%	0.0%	0.0%	

YEAR-TO-DATE STATISTICS

SUMMARY >>

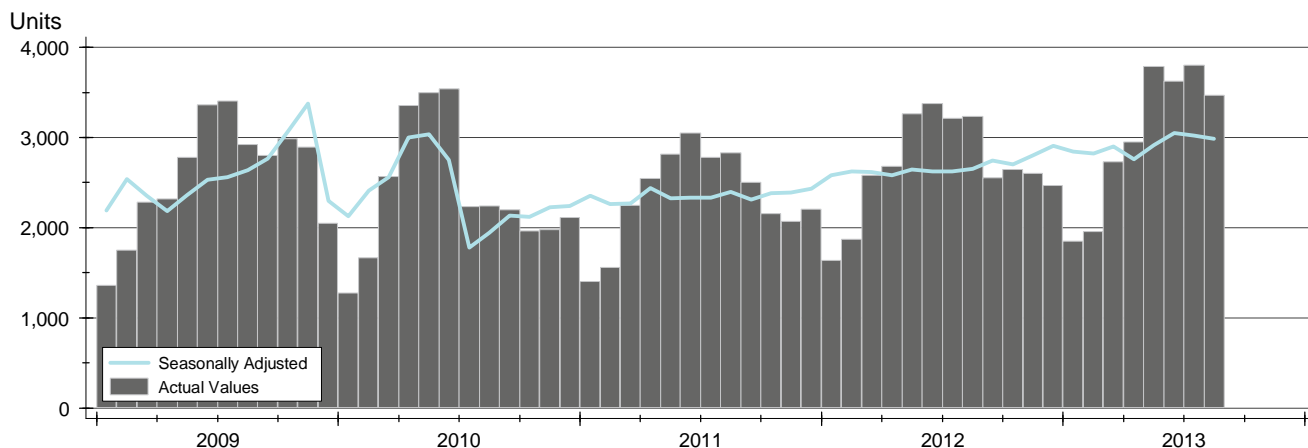
ENTIRE STATE OF KANSAS
YTD BREAKDOWNS BY HOME TYPE
AS OF 9/15/2013

Year-to-Date Activity By Property Type		2013			2012			2011		
		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		24,168	22,504	1,625	21,860	20,324	1,455	19,233	17,851	1,276
Change from prior year		10.6%	10.7%	11.7%	13.7%	13.9%	14.0%	-5.6%	-3.7%	-24.0%
Contracts Written		25,670	23,898	1,772	23,626	21,949	1,677	20,480	19,121	1,359
Change from prior year		8.7%	8.9%	5.7%	15.4%	14.8%	23.4%	2.6%	4.4%	-16.8%
Sales Volume (1,000s)		4,149,885	3,624,134	525,751	3,449,847	3,020,337	429,510	2,934,606	2,572,252	362,353
Change from prior year		20.3%	20.0%	22.4%	17.6%	17.4%	18.5%	-7.6%	-5.9%	-18.1%
Average	Sale Price	171,710	161,044	323,539	157,816	148,609	295,196	152,582	144,096	283,976
	Change from prior year	8.8%	8.4%	9.6%	3.4%	3.1%	4.0%	-2.2%	-2.3%	7.7%
	Days on Market	85	82	120	101	97	144	107	103	164
	Change from prior year	-15.8%	-15.8%	-16.7%	-5.9%	-5.4%	-12.2%	6.0%	9.9%	-12.6%
Percent of List	96.6%	96.2%	101.2%	95.7%	95.3%	100.5%	95.2%	94.9%	100.2%	
	Change from prior year	0.9%	0.9%	0.7%	0.5%	0.5%	0.3%	-0.5%	-0.6%	0.5%
Percent of Original	93.6%	93.0%	101.3%	91.6%	91.0%	99.8%	90.6%	90.0%	99.2%	
	Change from prior year	2.2%	2.2%	1.5%	1.1%	1.1%	0.7%	-1.6%	-1.7%	0.8%
Median	Sale Price	151,000	143,500	304,000	141,500	134,000	268,975	135,000	128,000	258,950
	Change from prior year	6.7%	7.1%	13.0%	4.8%	4.7%	3.9%	-5.6%	-5.8%	8.9%
	Days on Market	51	50	77	63	62	91	72	70	104
	Change from prior year	-19.0%	-19.4%	-15.4%	-12.5%	-11.4%	-12.5%	12.5%	12.9%	-8.4%
Percent of List	97.9%	97.6%	100.0%	97.2%	96.9%	100.0%	96.8%	96.6%	100.0%	
	Change from prior year	0.7%	0.7%	0.0%	0.4%	0.4%	0.0%	-0.6%	-0.6%	0.0%
Percent of Original	96.3%	95.9%	100.0%	94.8%	94.3%	100.0%	94.0%	93.4%	100.0%	
	Change from prior year	1.6%	1.6%	0.0%	0.9%	0.9%	0.0%	-1.3%	-1.5%	0.0%

SOLD LISTINGS ANALYSIS

HISTORY >>

**ENTIRE STATE OF KANSAS
ALL HOMES
AS OF 9/15/2013**



SUMMARY >>

Summary Statistics for Sold Listings		August			Year-to-Date		
		2013	2012	Change	2013	2012	Change
Sold Listings		3,469	3,235	7.2%	24,168	21,860	10.6%
Volume (1,000s)		611,759	530,161	15.4%	4,149,886	3,449,847	20.3%
Average	Sale Price	176,350	163,883	7.6%	171,710	157,815	8.8%
	Days on Market	76	92	-16.8%	85	101	-15.8%
	Percent of List	96.7%	95.5%	1.3%	96.6%	95.7%	0.9%
	Percent of Original	93.9%	91.7%	2.5%	93.6%	91.6%	2.2%
Median	Sale Price	159,000	149,000	6.7%	151,000	141,500	6.7%
	Days on Market	48	59	-18.6%	51	63	-19.0%
	Percent of List	97.8%	97.0%	0.8%	97.9%	97.2%	0.7%
	Percent of Original	96.2%	94.8%	1.5%	96.3%	94.8%	1.6%

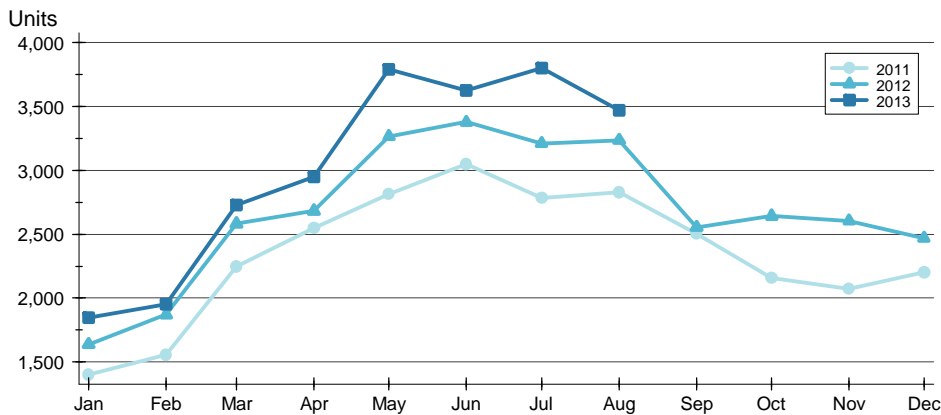
A total of 3,469 homes sold in the state of Kansas in August, up from 3,235 units in August 2012. Total sales volume rose during the month to \$611.8 million compared to \$530.2 million in the previous year.

The median sales price in August was \$159,000, up 6.7% compared to the prior year. Median days on market was 48 days, up from 45 days in July, but down from 59 in August

SOLD LISTINGS ANALYSIS

BY MONTH >>

**ENTIRE STATE OF KANSAS
ALL HOMES
AS OF 9/15/2013**



Month	2011	2012	2013
January	1,404	1,637	1,847
February	1,557	1,871	1,954
March	2,248	2,582	2,729
April	2,547	2,682	2,950
May	2,816	3,265	3,790
June	3,049	3,377	3,627
July	2,783	3,211	3,802
August	2,829	3,235	3,469
September	2,502	2,554	
October	2,158	2,642	
November	2,071	2,604	
December	2,204	2,469	

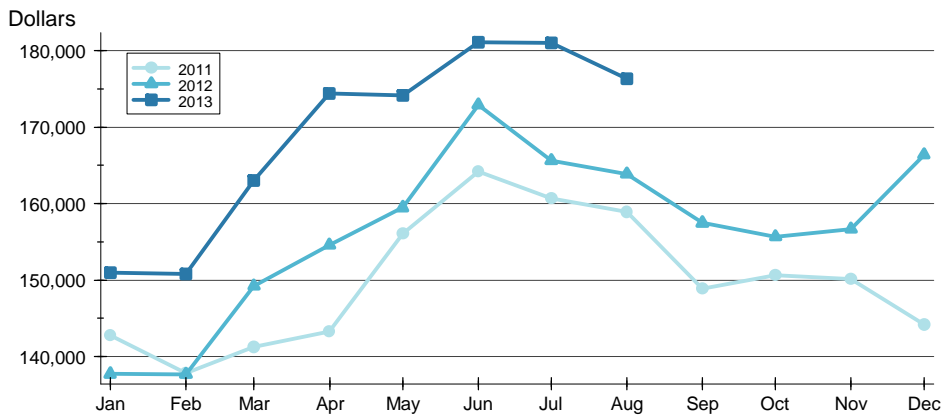
BY PRICE RANGE >>

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	88	2.5%	1,492	16,960	18,000	100	44	85.2%	87.6%	76.0%	81.3%
\$25,000-\$49,999	186	5.4%	6,755	36,317	36,000	79	51	92.1%	93.3%	85.9%	89.0%
\$50,000-\$99,999	436	12.6%	32,719	75,043	75,000	88	61	95.8%	95.9%	91.3%	92.9%
\$100,000-\$124,999	226	6.5%	25,658	113,530	114,425	80	52	96.5%	96.8%	94.6%	95.8%
\$125,000-\$149,999	252	7.3%	34,429	136,624	137,000	70	46	98.1%	98.0%	96.2%	96.5%
\$150,000-\$174,999	261	7.5%	42,323	162,156	162,000	70	52	98.1%	98.4%	95.9%	96.9%
\$175,000-\$199,999	224	6.5%	41,687	186,103	185,000	76	48	98.2%	98.7%	96.6%	97.3%
\$200,000-\$249,999	289	8.3%	64,354	222,678	224,000	66	39	98.1%	98.6%	96.5%	97.8%
\$250,000-\$299,999	202	5.8%	54,972	272,137	270,000	50	34	98.2%	99.1%	96.5%	98.1%
\$300,000 and up	398	11.5%	176,760	444,121	398,037	83	47	98.1%	98.3%	96.7%	97.6%
All price ranges	3,469	100.0%	611,759	176,350	159,000	76	48	96.7%	97.8%	93.9%	96.2%

SOLD LISTINGS ANALYSIS

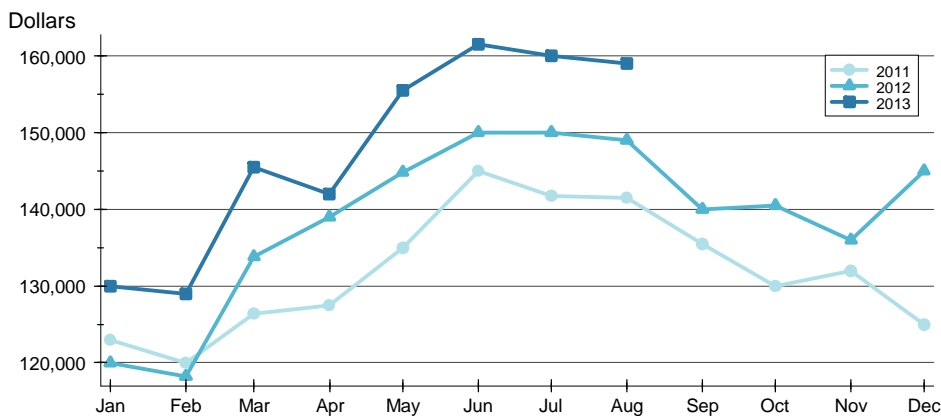
**ENTIRE STATE OF KANSAS
ALL HOMES
AS OF 9/15/2013**

AVERAGE PRICE >>



Month	2011	2012	2013
January	142,770	137,726	150,979
February	137,828	137,714	150,818
March	141,257	149,232	163,059
April	143,283	154,593	174,380
May	156,121	159,490	174,152
June	164,192	172,938	181,111
July	160,718	165,644	181,020
August	158,902	163,883	176,350
September	148,923	157,484	158,000
October	150,665	155,703	156,000
November	150,108	156,673	157,000
December	144,173	166,421	167,000

MEDIAN PRICE >>

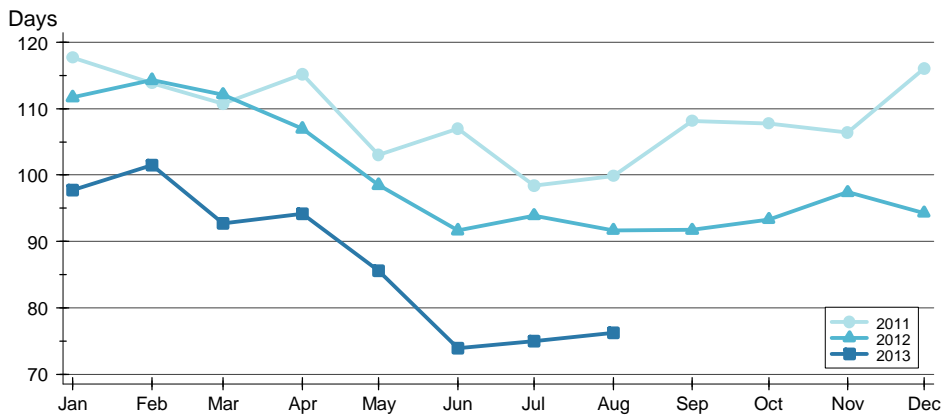


Month	2011	2012	2013
January	122,950	120,000	130,000
February	120,000	118,250	129,000
March	126,425	133,825	145,450
April	127,500	139,000	142,000
May	135,000	144,850	155,500
June	145,000	150,000	161,500
July	141,750	150,000	160,000
August	141,500	149,000	159,000
September	135,475	140,000	140,000
October	130,000	140,500	140,000
November	132,000	136,000	136,000
December	125,000	145,000	145,000

SOLD LISTINGS ANALYSIS

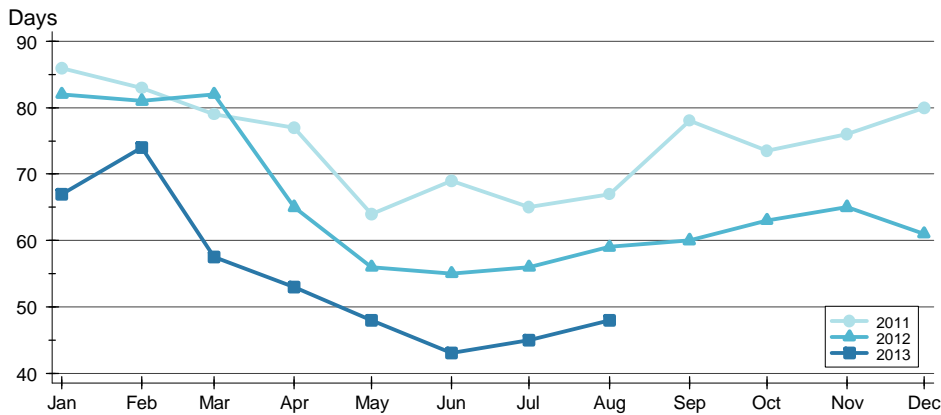
**ENTIRE STATE OF KANSAS
ALL HOMES
AS OF 9/15/2013**

AVERAGE DOM >>



Month	2011	2012	2013
January	118	112	98
February	114	114	101
March	111	112	93
April	115	107	94
May	103	98	86
June	107	92	74
July	98	94	75
August	100	92	76
September	108	92	
October	108	93	
November	106	97	
December	116	94	

MEDIAN DOM >>

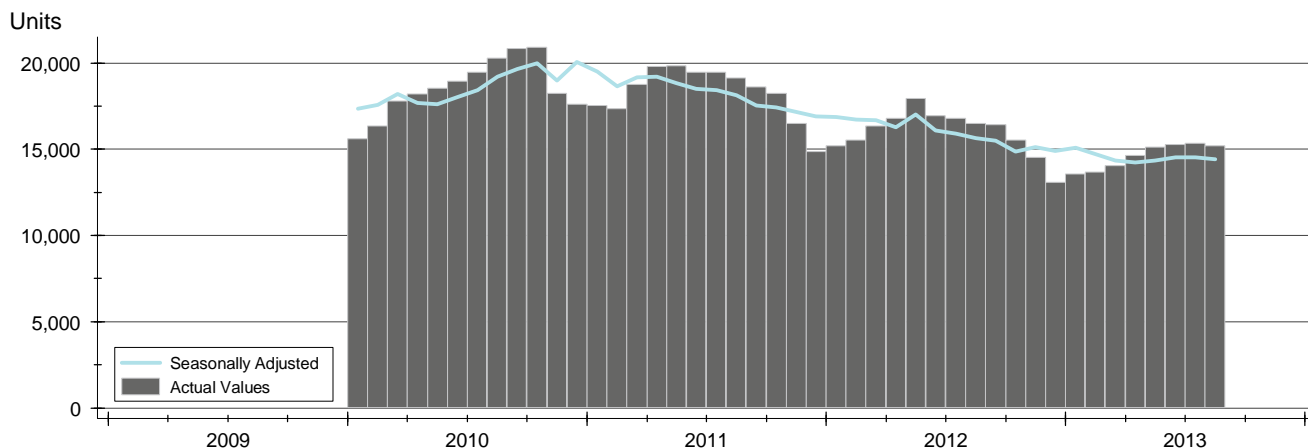


Month	2011	2012	2013
January	86	82	67
February	83	81	74
March	79	82	58
April	77	65	53
May	64	56	48
June	69	55	43
July	65	56	45
August	67	59	48
September	78	60	
October	74	63	
November	76	65	
December	80	61	

ACTIVE LISTINGS ANALYSIS

**ENTIRE STATE OF KANSAS
ALL HOMES
AS OF 9/15/2013**

HISTORY >>



SUMMARY >>

Summary Statistics for Active Listings		End of August		
		2013	2012	Change
Active Listings		15,205	16,499	-7.8%
Months' Supply		4.5	5.2	-12.1%
Volume (1,000s)		3,157,805	3,197,787	-1.3%
Average	List Price	207,682	193,817	7.2%
	Days on Market	119	132	-9.8%
	Percent of Original	97.0%	96.5%	0.6%
Median	List Price	139,900	139,900	0.0%
	Days on Market	73	83	-12.0%
	Percent of Original	100.0%	100.0%	0.0%

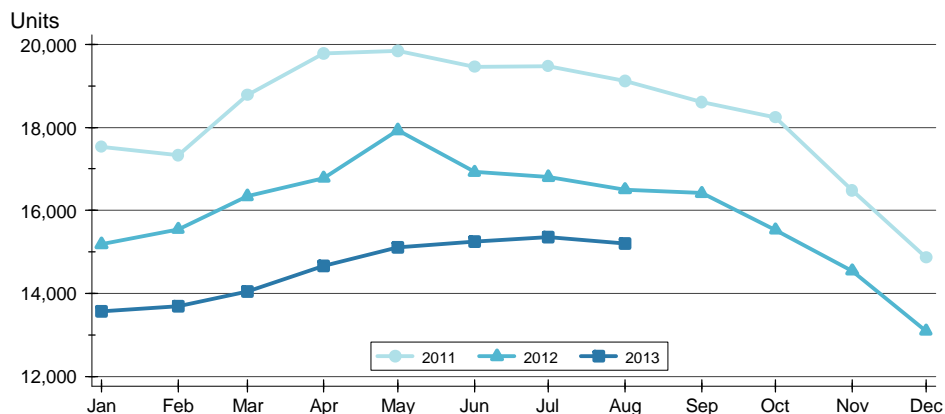
A total of 15,205 homes were available for sale in the state of Kansas at the end of August. This represents a 4.5 months' supply of active listings.

The median list price of homes on the market at the end of August was \$139,900, showing little change from the same point in 2012. The typical time on market for active listings was 73 days, down from 83 days a year earlier.

ACTIVE LISTINGS ANALYSIS

BY MONTH >>

**ENTIRE STATE OF KANSAS
ALL HOMES
AS OF 9/15/2013**



Month	2011	2012	2013
January	17,535	15,182	13,565
February	17,329	15,545	13,692
March	18,776	16,338	14,044
April	19,782	16,779	14,658
May	19,844	17,932	15,112
June	19,455	16,923	15,255
July	19,471	16,805	15,349
August	19,127	16,499	15,205
September	18,607	16,414	15,205
October	18,238	15,532	15,205
November	16,478	14,542	15,205
December	14,856	13,089	15,205

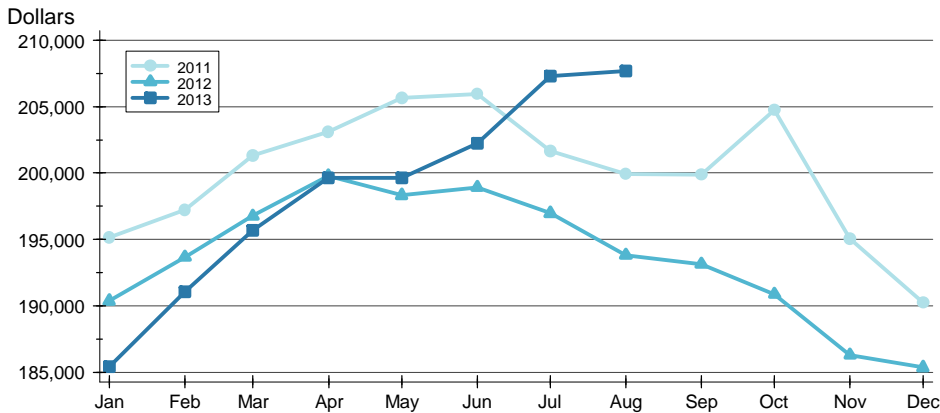
BY PRICE RANGE >>

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	276	1.8%	4,478	3.1	16,224	17,700	121	81	90.2%	100.0%
\$25,000-\$49,999	973	6.4%	38,391	5.2	39,457	39,900	146	81	94.1%	100.0%
\$50,000-\$99,999	2,620	17.2%	201,187	6.0	76,789	77,500	147	87	96.3%	100.0%
\$100,000-\$124,999	1,114	7.3%	126,918	4.9	113,930	114,950	121	75	96.7%	100.0%
\$125,000-\$149,999	1,304	8.6%	179,112	5.2	137,356	137,900	102	69	97.7%	100.0%
\$150,000-\$174,999	988	6.5%	160,710	3.8	162,662	162,500	92	59	98.0%	100.0%
\$175,000-\$199,999	851	5.6%	159,717	3.8	187,681	187,500	88	59	98.2%	100.0%
\$200,000-\$249,999	935	6.1%	211,001	3.2	225,669	225,000	96	60	98.3%	100.0%
\$250,000-\$299,999	688	4.5%	188,565	3.4	274,077	273,000	101	61	98.5%	100.0%
\$300,000 and up	1,854	12.2%	1,139,656	4.7	614,701	439,900	121	79	98.2%	100.0%
All price ranges	15,205	100.0%	3,157,805	4.4	207,682	139,900	119	73	97.0%	100.0%

ACTIVE LISTINGS ANALYSIS

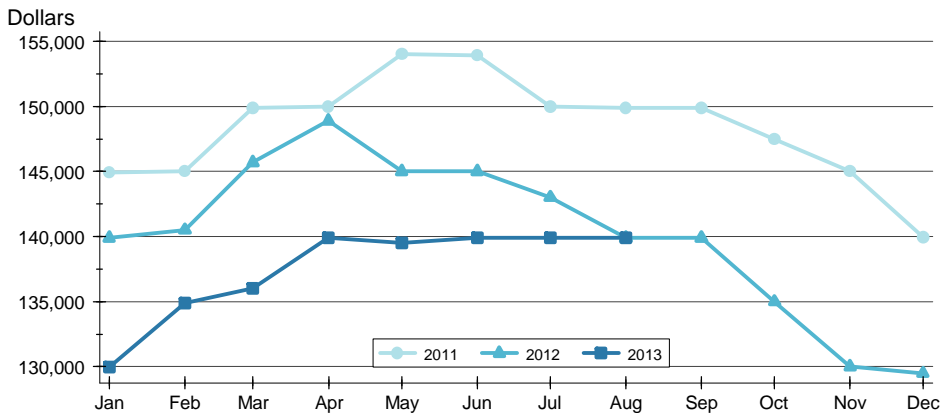
**ENTIRE STATE OF KANSAS
ALL HOMES
AS OF 9/15/2013**

AVERAGE PRICE »



Month	2011	2012	2013
January	195,161	190,367	185,407
February	197,247	193,677	191,062
March	201,328	196,765	195,696
April	203,099	199,773	199,644
May	205,680	198,322	199,643
June	205,955	198,916	202,230
July	201,677	196,979	207,285
August	199,915	193,817	207,682
September	199,886	193,126	
October	204,744	190,882	
November	195,045	186,296	
December	190,244	185,348	

MEDIAN PRICE »

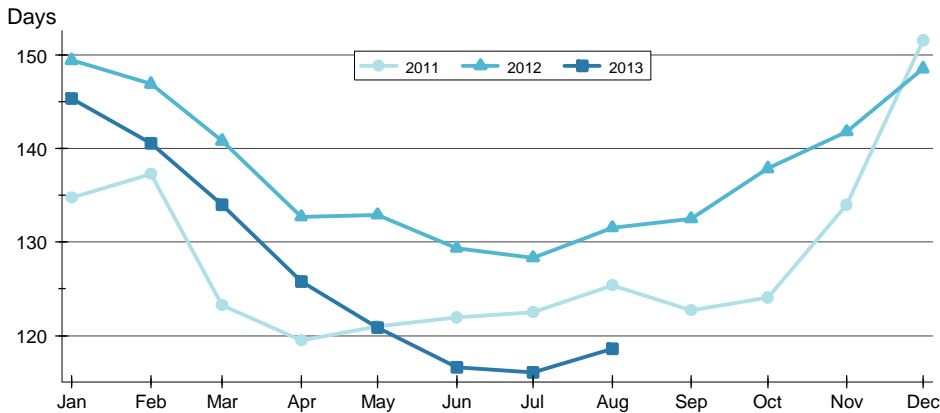


Month	2011	2012	2013
January	144,900	139,900	129,950
February	145,000	140,500	134,900
March	149,900	145,700	136,000
April	150,000	148,900	139,900
May	154,000	145,000	139,500
June	153,900	145,000	139,900
July	150,000	143,000	139,900
August	149,900	139,900	139,900
September	149,900	139,900	
October	147,500	135,000	
November	145,000	130,000	
December	139,950	129,500	

ACTIVE LISTINGS ANALYSIS

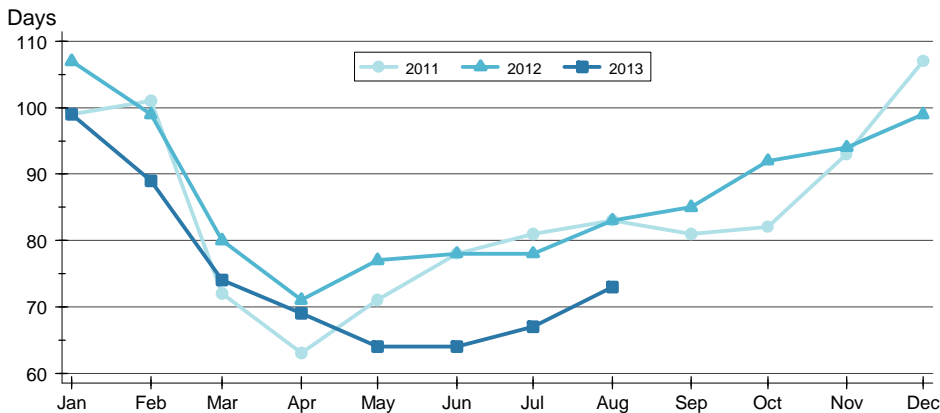
**ENTIRE STATE OF KANSAS
ALL HOMES
AS OF 9/15/2013**

AVERAGE DOM »



Month	2011	2012	2013
January	135	149	145
February	137	147	141
March	123	141	134
April	119	133	126
May	121	133	121
June	122	129	117
July	122	128	116
August	125	132	119
September	123	133	
October	124	138	
November	134	142	
December	152	149	

MEDIAN DOM »

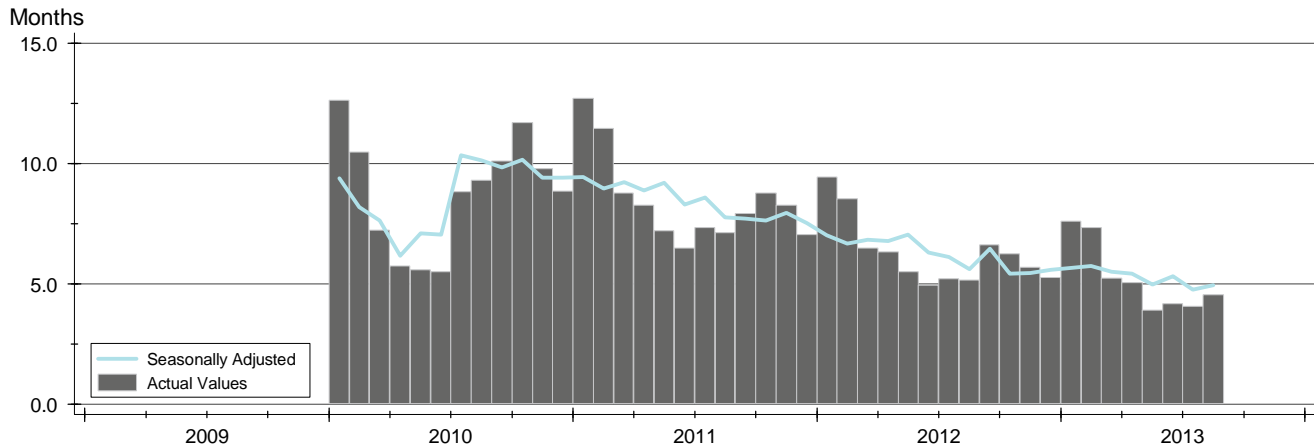


Month	2011	2012	2013
January	99	107	99
February	101	99	89
March	72	80	74
April	63	71	69
May	71	77	64
June	78	78	64
July	81	78	67
August	83	83	73
September	81	85	
October	82	92	
November	93	94	
December	107	99	

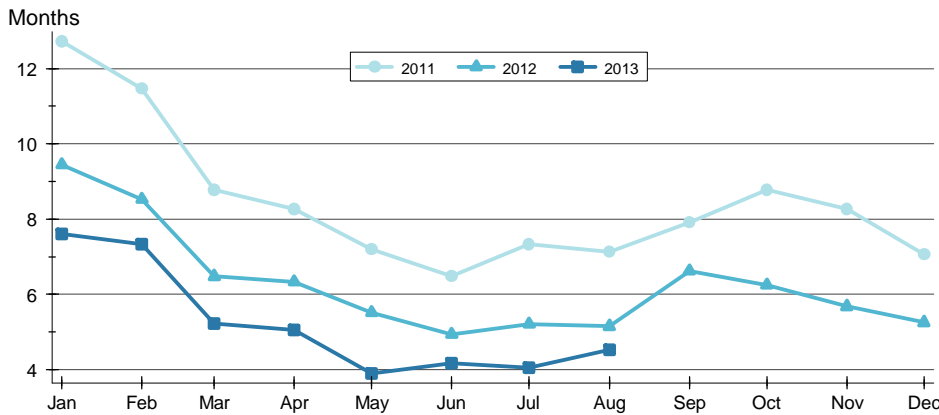
MONTHS' SUPPLY ANALYSIS

HISTORY >>

**ENTIRE STATE OF KANSAS
ALL HOMES
AS OF 9/15/2013**



BY MONTH >>

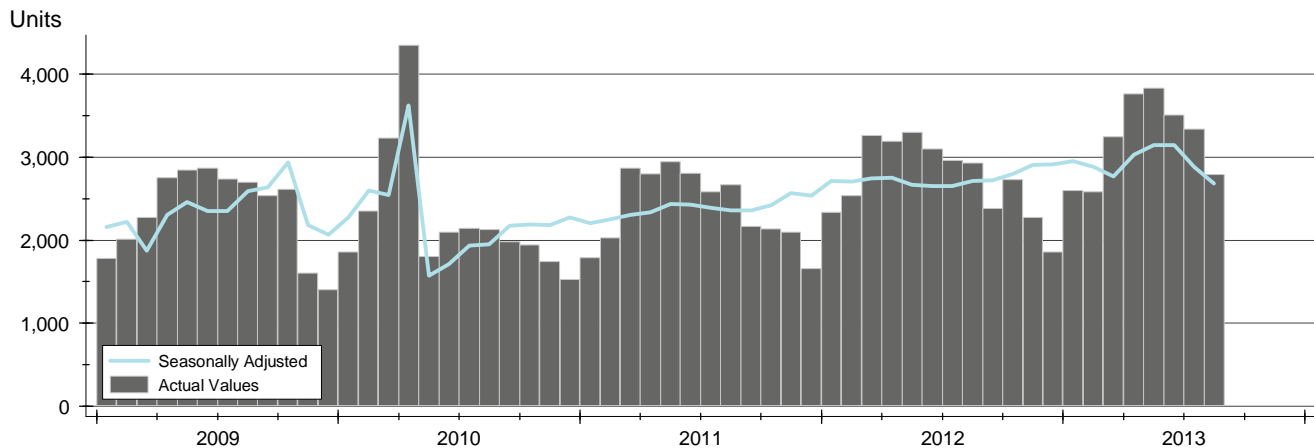


Month	2011	2012	2013
January	12.7	9.4	7.6
February	11.5	8.5	7.3
March	8.8	6.5	5.2
April	8.3	6.3	5.1
May	7.2	5.5	3.9
June	6.5	4.9	4.2
July	7.3	5.2	4.1
August	7.1	5.2	4.5
September	7.9	6.6	
October	8.8	6.2	
November	8.3	5.7	
December	7.1	5.3	

CONTRACTS WRITTEN ANALYSIS

HISTORY >>

**ENTIRE STATE OF KANSAS
ALL HOMES
AS OF 9/15/2013**



SUMMARY >>

Summary Statistics for Contracts Written		August			Year-to-Date		
		2013	2012	Change	2013	2012	Change
Contracts Written		2,794	2,927	-4.5%	25,670	23,626	8.7%
Volume (1,000s)		496,142	503,961	-1.6%	4,808,679	4,187,857	14.8%
Average	List Price	177,574	172,176	3.1%	187,327	177,256	5.7%
	Days on Market	70	91	-23.3%	80	96	-16.8%
	Percent of Original	95.3%	90.9%	4.9%	94.2%	92.0%	2.3%
Median	List Price	145,000	144,500	0.3%	156,500	149,900	4.4%
	Days on Market	42	61	-31.1%	47	60	-21.7%
	Percent of Original	100.0%	94.3%	6.0%	96.9%	95.0%	2.0%

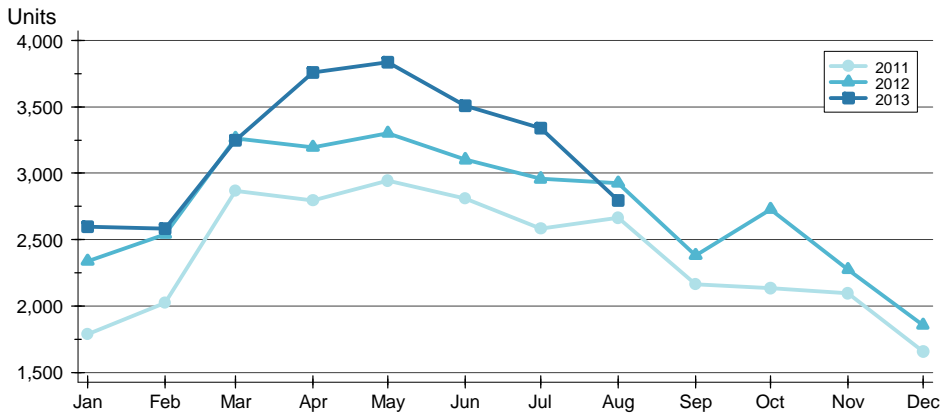
A total of 2,794 contracts for sale were written in the state of Kansas during the month of August, down from 2,927 in 2012. The median list price of these homes was \$145,000, up from \$144,500 the prior year.

Half of the homes that went under contract in August were on the market less than 42 days, compared to 61 days in August 2012.

CONTRACTS WRITTEN ANALYSIS

BY MONTH >>

**ENTIRE STATE OF KANSAS
ALL HOMES
AS OF 9/15/2013**



Month	2011	2012	2013
January	1,786	2,337	2,595
February	2,025	2,540	2,584
March	2,869	3,263	3,250
April	2,796	3,196	3,760
May	2,945	3,302	3,836
June	2,810	3,103	3,509
July	2,583	2,958	3,342
August	2,666	2,927	2,794
September	2,165	2,380	
October	2,133	2,729	
November	2,095	2,276	
December	1,655	1,856	

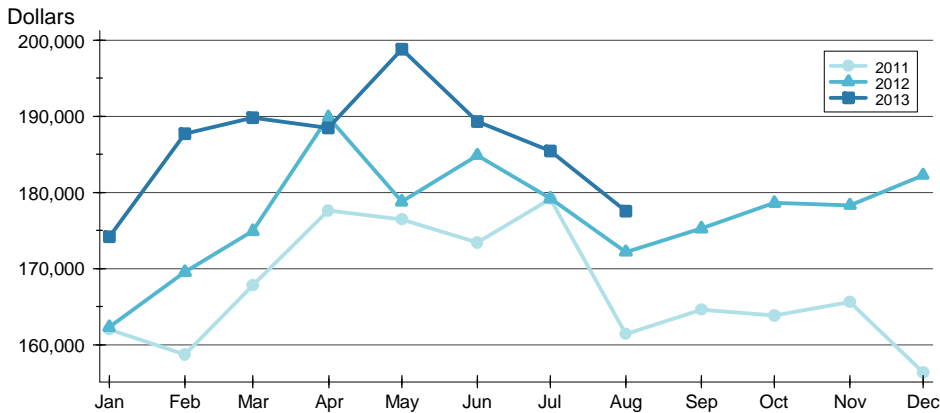
BY PRICE RANGE >>

Price Range	Contracts Written			List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median
Below \$25,000	73	2.6%	1,197	16,402	17,000	78	42	89.8%	100.0%
\$25,000-\$49,999	163	5.8%	6,239	38,277	37,900	82	54	87.9%	90.2%
\$50,000-\$99,999	389	13.9%	29,752	76,485	77,000	81	57	92.6%	96.6%
\$100,000-\$124,999	189	6.8%	21,480	113,649	114,000	80	47	94.7%	96.2%
\$125,000-\$149,999	193	6.9%	26,728	138,485	139,900	74	42	96.6%	100.0%
\$150,000-\$174,999	180	6.4%	29,126	161,810	160,000	59	40	97.6%	99.7%
\$175,000-\$199,999	149	5.3%	27,900	187,246	186,000	60	32	98.0%	100.0%
\$200,000-\$249,999	202	7.2%	45,640	225,940	225,000	67	34	98.0%	100.0%
\$250,000-\$299,999	145	5.2%	39,947	275,496	275,000	39	28	98.5%	100.0%
\$300,000 and up	256	9.2%	116,308	454,326	386,580	63	35	98.0%	100.0%
All price ranges	2,794	100.0%	496,142	177,574	145,000	70	42	95.3%	100.0%

CONTRACTS WRITTEN ANALYSIS

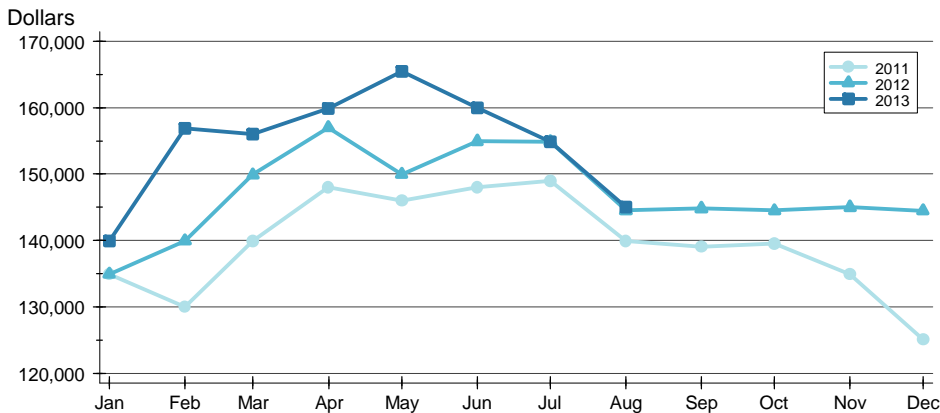
**ENTIRE STATE OF KANSAS
ALL HOMES
AS OF 9/15/2013**

AVERAGE PRICE >>



Month	2011	2012	2013
January	162,012	162,313	174,175
February	158,684	169,548	187,725
March	167,794	174,910	189,851
April	177,645	189,888	188,493
May	176,480	178,784	198,850
June	173,467	184,890	189,292
July	179,152	179,209	185,424
August	161,433	172,176	177,574
September	164,608	175,252	
October	163,863	178,612	
November	165,570	178,328	
December	156,393	182,258	

MEDIAN PRICE >>

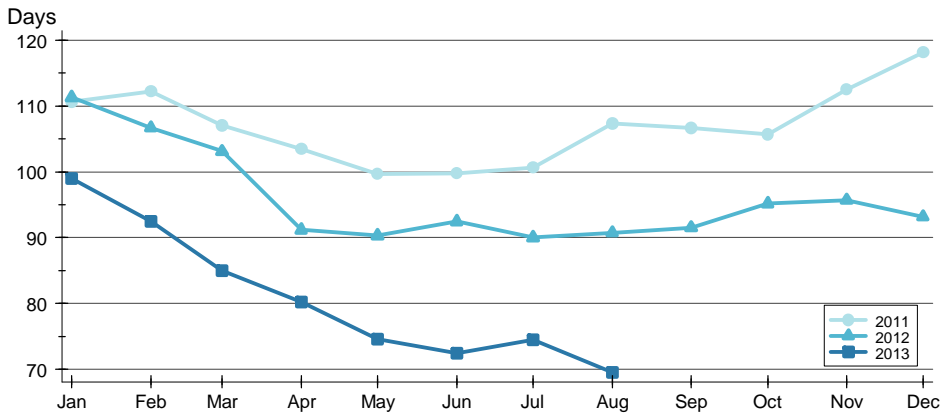


Month	2011	2012	2013
January	134,900	134,900	139,900
February	130,000	139,950	156,900
March	139,900	149,900	156,000
April	148,000	157,000	159,900
May	146,000	149,950	165,500
June	148,000	154,950	159,950
July	149,000	154,900	154,900
August	139,900	144,500	145,000
September	139,000	144,800	
October	139,500	144,500	
November	134,900	145,000	
December	125,100	144,450	

CONTRACTS WRITTEN ANALYSIS

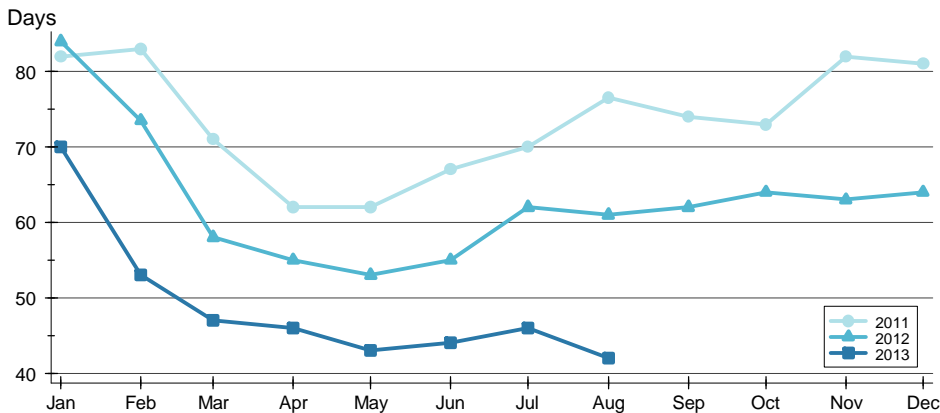
**ENTIRE STATE OF KANSAS
ALL HOMES
AS OF 9/15/2013**

AVERAGE DOM »



Month	2011	2012	2013
January	111	111	99
February	112	107	92
March	107	103	85
April	103	91	80
May	100	90	75
June	100	92	72
July	101	90	74
August	107	91	70
September	107	92	
October	106	95	
November	112	96	
December	118	93	

MEDIAN DOM »

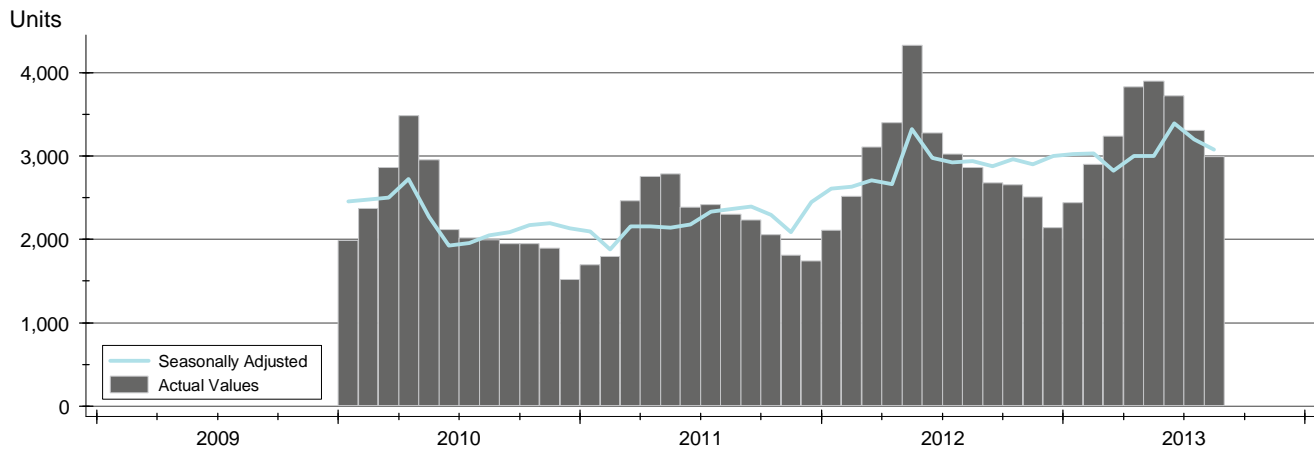


Month	2011	2012	2013
January	82	84	70
February	83	74	53
March	71	58	47
April	62	55	46
May	62	53	43
June	67	55	44
July	70	62	46
August	77	61	42
September	74	62	
October	73	64	
November	82	63	
December	81	64	

PENDING CONTRACTS ANALYSIS

HISTORY >>

**ENTIRE STATE OF KANSAS
ALL HOMES
AS OF 9/15/2013**



SUMMARY >>

Summary Statistics for Pending Contracts		End of August		
		2013	2012	Change
Pending Contracts		2,998	2,863	4.7%
Volume (1,000s)		622,068	535,065	16.3%
Average	List Price	207,494	186,890	11.0%
	Days on Market	72	88	-18.1%
	Percent of Original	97.4%	95.7%	1.7%
Median	List Price	159,925	149,500	7.0%
	Days on Market	33	49	-33.7%
	Percent of Original	100.0%	100.0%	0.0%

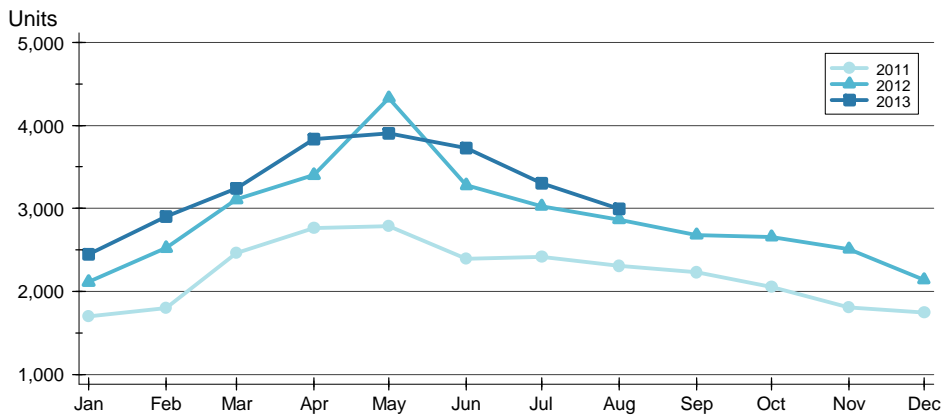
A total of 2,998 listings in the state of Kansas had a contracts pending at the end of August, up from 2,863 contracts pending at the end of August 2012.

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 STATE OF KANSAS
ALL HOMES
AS OF 9/15/2013**



Month	2011	2012	2013
January	1,695	2,113	2,445
February	1,796	2,522	2,899
March	2,466	3,108	3,238
April	2,760	3,402	3,832
May	2,786	4,331	3,904
June	2,391	3,277	3,727
July	2,415	3,027	3,306
August	2,304	2,863	2,998
September	2,232	2,682	
October	2,056	2,656	
November	1,808	2,508	
December	1,746	2,142	

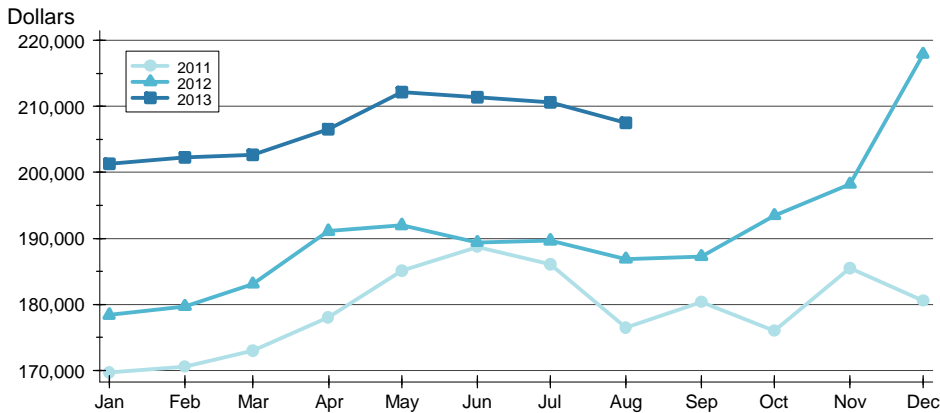
BY PRICE RANGE >>

Price Range	Contracts Pending			List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median
Below \$25,000	85	2.8%	1,484	17,462	18,000	95	45	88.6%	100.0%
\$25,000-\$49,999	185	6.2%	7,305	39,484	39,900	105	61	92.8%	100.0%
\$50,000-\$99,999	596	19.9%	45,609	76,526	77,000	99	57	95.2%	100.0%
\$100,000-\$124,999	252	8.4%	28,482	113,025	112,900	86	43	97.2%	100.0%
\$125,000-\$149,999	279	9.3%	38,386	137,585	139,000	79	37	98.3%	100.0%
\$150,000-\$174,999	224	7.5%	36,196	161,588	160,000	55	35	98.4%	100.0%
\$175,000-\$199,999	224	7.5%	42,048	187,713	188,700	67	31	98.6%	100.0%
\$200,000-\$249,999	291	9.7%	65,994	226,784	228,000	66	24	98.9%	100.0%
\$250,000-\$299,999	233	7.8%	64,527	276,940	278,750	50	20	99.0%	100.0%
\$300,000 and up	629	21.0%	292,037	464,287	416,478	43	3	99.5%	100.0%
All price ranges	2,998	100.0%	622,068	207,494	159,925	72	33	97.4%	100.0%

PENDING CONTRACTS ANALYSIS

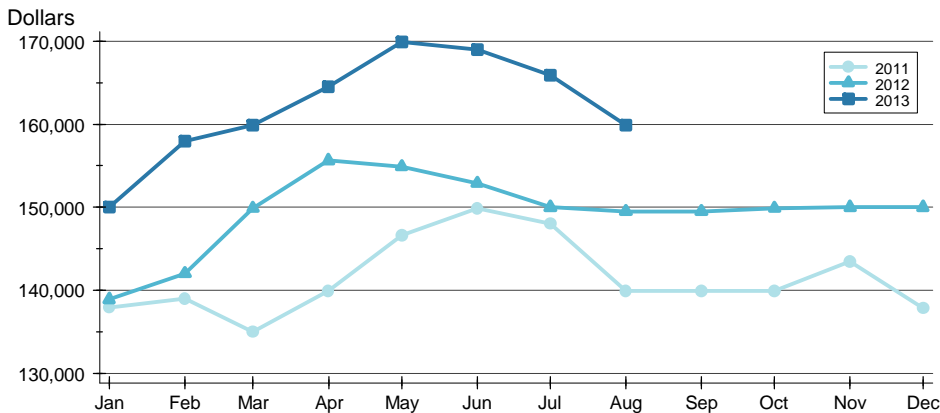
**ENTIRE STATE OF KANSAS
ALL HOMES
AS OF 9/15/2013**

AVERAGE PRICE >>



Month	2011	2012	2013
January	169,767	178,436	201,323
February	170,604	179,709	202,315
March	173,043	183,124	202,646
April	178,046	191,118	206,539
May	185,162	191,987	212,118
June	188,674	189,408	211,396
July	186,115	189,657	210,652
August	176,543	186,890	207,494
September	180,393	187,301	
October	176,061	193,472	
November	185,493	198,208	
December	180,563	217,871	

MEDIAN PRICE >>

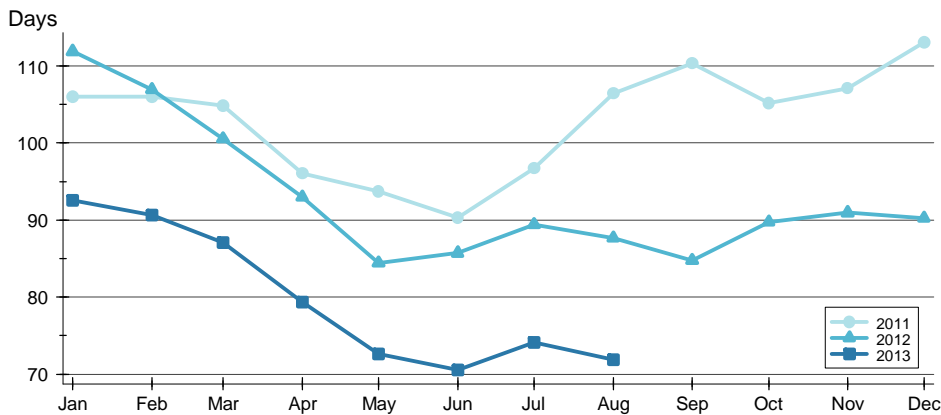


Month	2011	2012	2013
January	137,900	138,900	150,000
February	139,000	142,000	158,000
March	135,000	149,900	159,900
April	139,950	155,645	164,500
May	146,650	154,900	169,900
June	149,900	152,900	169,000
July	148,000	150,000	165,900
August	139,950	149,500	159,925
September	139,900	149,500	
October	139,900	149,900	
November	143,500	150,000	
December	137,800	150,000	

PENDING CONTRACTS ANALYSIS

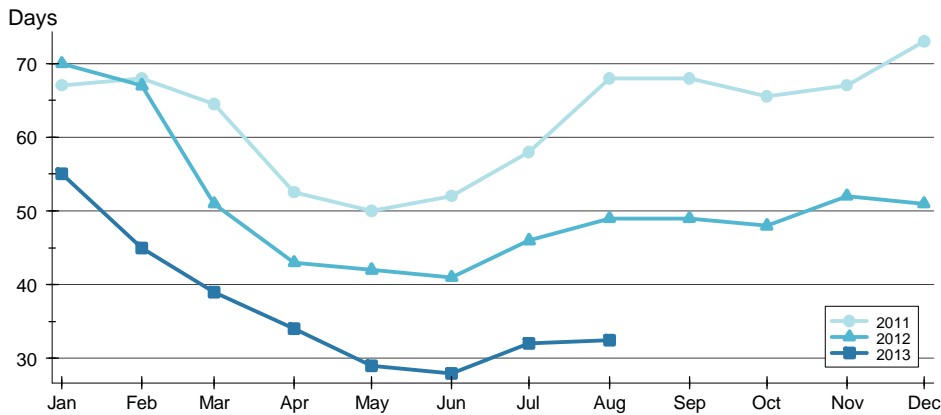
**ENTIRE STATE OF KANSAS
ALL HOMES
AS OF 9/15/2013**

AVERAGE DOM >>



Month	2011	2012	2013
January	106	112	93
February	106	107	91
March	105	101	87
April	96	93	79
May	94	84	73
June	90	86	71
July	97	89	74
August	106	88	72
September	110	85	
October	105	90	
November	107	91	
December	113	90	

MEDIAN DOM >>



Month	2011	2012	2013
January	67	70	55
February	68	67	45
March	65	51	39
April	53	43	34
May	50	42	29
June	52	41	28
July	58	46	32
August	68	49	33
September	68	49	
October	66	48	
November	67	52	
December	73	51	