

**MARKET OVERVIEW >>**
**Kansas Home Sales Rose in October**

Total home sales in the state of Kansas rose by 3.5% last month to 2,735 units, compared to 2,642 units in October 2012. Total sales volume was \$461.7 million, up 12.2% from a year earlier.

The median sale price in October was \$150,000, up from \$140,500 a year earlier. Homes that sold in October were typically on the market for 50 days and sold for 97.8% of their list prices.

**Kansas Active Listings Down at End of October**

The total number of active listings in the state of Kansas at the end of October was 14,639 units, down from 15,532 at the same point in 2012. This represents a 5.5 months' supply of homes available for sale. The median list price of homes on the market at the end of October was \$139,500.

During October, a total of 2,321 contracts were written down from 2,727 in October 2012. At the end of the month, there were 2,523 contracts pending, compared to 2,656 at the end of October 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		October		
Summary Statistics		2013	2012	Change
Home Sales		<b>2,735</b>	2,642	3.5%
Active Listings		<b>14,639</b>	15,532	-5.7%
Months' Supply		<b>5.5</b>	6.2	-11.6%
New Listings		<b>2,988</b>	2,888	3.5%
Contracts Written		<b>2,321</b>	2,727	-14.9%
Pending Contracts		<b>2,523</b>	2,656	-5.0%
Sales Volume (1,000s)		<b>461,710</b>	411,554	12.2%
Average	Sale Price	<b>168,815</b>	155,774	8.4%
	List Price of Actives	<b>204,198</b>	190,882	7.0%
	Days on Market	<b>76</b>	93	-18.8%
	Percent of List	<b>96.2%</b>	95.2%	1.1%
	Percent of Original	<b>93.2%</b>	91.0%	2.5%
Median	Sale Price	<b>150,000</b>	140,500	6.8%
	List Price of Actives	<b>139,500</b>	135,000	3.3%
	Days on Market	<b>50</b>	63	-20.6%
	Percent of List	<b>97.8%</b>	97.1%	0.7%
	Percent of Original	<b>96.2%</b>	94.4%	1.9%

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# MARKET OVERVIEW STATISTICS

ENTIRE STATE OF KANSAS  
 BREAKDOWNS BY HOME TYPE  
 AS OF 11/14/2013

## SUMMARY >>

October MLS Statistics By Property Type		2013			2012			2011		
		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		<b>2,735</b>	<b>2,529</b>	<b>206</b>	2,642	2,454	178	2,158	1,999	151
Change from prior year		3.5%	3.1%	15.7%	22.4%	22.8%	17.9%	10.0%	11.6%	-1.3%
Active Listings		<b>14,639</b>	<b>13,530</b>	<b>1,109</b>	15,532	14,584	948	18,238	16,952	1,286
Change from prior year		-5.7%	-7.2%	17.0%	-14.8%	-14.0%	-26.3%	-12.8%	-12.2%	-19.9%
Months' Supply		<b>5.5</b>	<b>5.6</b>	<b>5.1</b>	6.2	6.3	5.1	8.8	8.8	8.1
Change from prior year		-11.6%	-12.4%	1.2%	-28.9%	-28.2%	-37.4%	-25.0%	-25.1%	-23.8%
New Listings		<b>2,988</b>	<b>2,794</b>	<b>194</b>	2,888	2,712	176	2,730	2,573	157
Change from prior year		3.5%	3.0%	10.2%	5.8%	5.4%	12.1%	-5.3%	-6.5%	20.8%
Contracts Written		<b>2,321</b>	<b>2,164</b>	<b>157</b>	2,727	2,526	201	2,133	2,008	125
Change from prior year		-14.9%	-14.3%	-21.9%	27.8%	25.8%	60.8%	9.8%	10.5%	0.0%
Pending Contracts		<b>2,523</b>	<b>2,004</b>	<b>519</b>	2,656	2,187	469	2,056	1,787	269
Change from prior year		-5.0%	-8.4%	10.7%	29.2%	22.4%	74.3%	5.5%	6.6%	-1.5%
Sales Volume (1,000s)		<b>461,710</b>	<b>387,538</b>	<b>74,172</b>	411,554	359,060	52,494	325,135	282,595	42,540
Change from prior year		12.2%	7.9%	41.3%	26.6%	27.1%	23.4%	6.8%	8.3%	-2.3%
Average	Sale Price	<b>168,815</b>	<b>153,238</b>	<b>360,057</b>	155,774	146,316	294,912	150,665	141,368	281,725
	Change from prior year	8.4%	4.7%	22.1%	3.4%	3.5%	4.7%	-2.9%	-2.9%	-1.0%
	List Price of Actives	<b>204,198</b>	<b>195,436</b>	<b>317,256</b>	190,882	183,688	303,710	204,744	199,051	283,352
	Change from prior year	7.0%	6.4%	4.5%	-6.8%	-7.7%	7.2%	-3.0%	-2.5%	-6.7%
	Days on Market	<b>76</b>	<b>77</b>	<b>64</b>	93	91	119	108	105	141
	Change from prior year	-18.8%	-16.0%	-46.0%	-13.4%	-13.2%	-15.1%	-6.0%	-3.1%	-25.0%
Median	Percent of List	<b>96.2%</b>	<b>95.8%</b>	<b>101.7%</b>	95.2%	94.8%	101.0%	94.5%	94.1%	100.0%
	Change from prior year	1.1%	1.1%	0.7%	0.7%	0.7%	1.0%	0.4%	0.3%	0.8%
	Percent of Original	<b>93.2%</b>	<b>92.4%</b>	<b>103.6%</b>	91.0%	90.3%	100.0%	89.7%	89.0%	99.2%
	Change from prior year	2.5%	2.3%	3.5%	1.4%	1.5%	0.9%	0.2%	0.1%	2.1%
	Sale Price	<b>150,000</b>	<b>142,500</b>	<b>332,515</b>	140,500	133,000	272,758	130,000	125,000	268,850
	Change from prior year	6.8%	7.1%	21.9%	8.1%	6.4%	1.5%	-2.3%	0.0%	8.9%
Median	List Price of Actives	<b>139,500</b>	<b>130,000</b>	<b>296,000</b>	135,000	129,900	274,950	147,500	139,900	250,000
	Change from prior year	3.3%	0.1%	7.7%	-8.5%	-7.1%	10.0%	-4.8%	-6.7%	1.0%
	Days on Market	<b>50</b>	<b>51</b>	<b>3</b>	63	63	63	74	71	97
	Change from prior year	-20.6%	-19.0%	-96.0%	-14.3%	-11.3%	-35.6%	-3.3%	-5.3%	-8.5%
	Percent of List	<b>97.8%</b>	<b>97.5%</b>	<b>100.0%</b>	97.1%	96.8%	100.0%	96.4%	96.1%	100.0%
	Change from prior year	0.7%	0.7%	0.0%	0.7%	0.8%	0.0%	0.0%	-0.1%	0.0%
Median	Percent of Original	<b>96.2%</b>	<b>95.7%</b>	<b>100.9%</b>	94.4%	93.8%	100.0%	92.9%	92.5%	100.0%
	Change from prior year	1.9%	2.0%	0.9%	1.6%	1.5%	0.0%	-0.1%	0.0%	0.0%

# YEAR-TO-DATE STATISTICS

**SUMMARY >>**

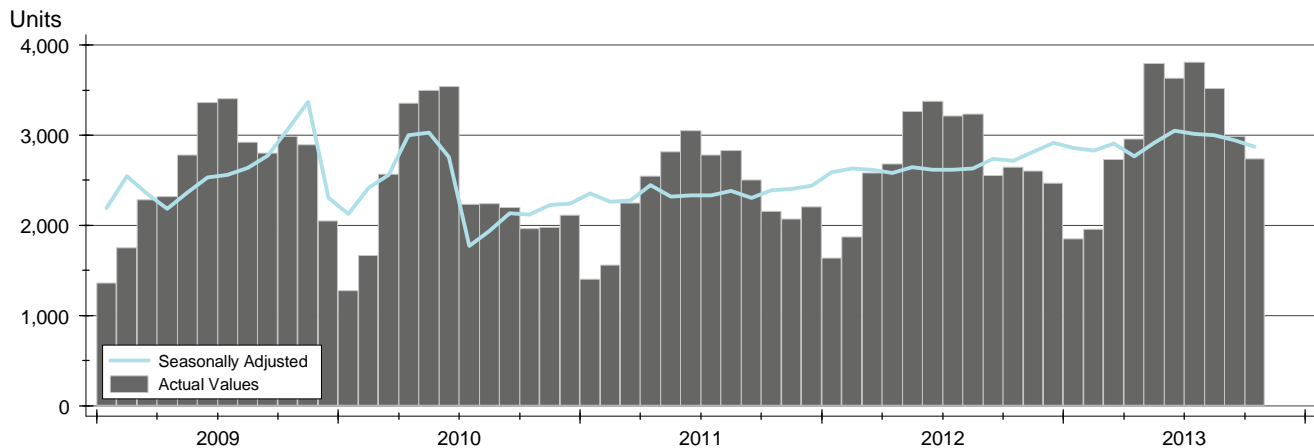
**ENTIRE STATE OF KANSAS  
YTD BREAKDOWNS BY HOME TYPE  
AS OF 11/14/2013**

Year-to-Date Activity		2013			2012			2011			
By Property Type		Total	Existing	New	Total	Existing	New	Total	Existing	New	
Home Sales		<b>29,963</b>	<b>27,907</b>	<b>2,017</b>	27,056	25,124	1,824	23,893	22,192	1,577	
	Change from prior year	10.7%	11.1%	10.6%	13.2%	13.2%	15.7%	-2.6%	-0.7%	-21.3%	
New Listings		<b>34,734</b>	<b>32,662</b>	<b>2,072</b>	33,184	31,284	1,900	33,047	31,316	1,731	
	Change from prior year	4.7%	4.4%	9.1%	0.4%	-0.1%	9.8%	-7.8%	-7.8%	-7.7%	
Contracts Written		<b>30,883</b>	<b>28,793</b>	<b>2,090</b>	28,729	26,692	2,037	24,776	23,160	1,616	
	Change from prior year	7.5%	7.9%	2.6%	16.0%	15.3%	26.1%	3.8%	5.4%	-14.8%	
Sales Volume (1,000s)		<b>5,081,689</b>	<b>4,422,134</b>	<b>659,555</b>	4,263,614	3,727,866	535,749	3,632,346	3,183,924	448,422	
	Change from prior year	19.2%	18.6%	23.1%	17.4%	17.1%	19.5%	-4.7%	-3.0%	-15.5%	
Average	Sale Price	<b>169,599</b>	<b>158,460</b>	<b>326,998</b>	157,585	148,379	293,722	152,026	143,472	284,351	
		Change from prior year	7.6%	6.8%	11.3%	3.7%	3.4%	3.3%	-2.2%	-2.3%	7.4%
	Days on Market	<b>83</b>	<b>81</b>	<b>112</b>	99	96	141	107	103	159	
		Change from prior year	-15.9%	-15.4%	-20.5%	-7.5%	-7.3%	-11.6%	5.3%	9.2%	-14.6%
Percent of List		<b>96.5%</b>	<b>96.2%</b>	<b>101.2%</b>	95.7%	95.3%	100.6%	95.1%	94.8%	100.2%	
		Change from prior year	0.9%	0.9%	0.6%	0.6%	0.5%	0.4%	-0.4%	-0.4%	0.5%
Percent of Original		<b>93.5%</b>	<b>92.9%</b>	<b>101.6%</b>	91.6%	91.0%	99.9%	90.5%	89.9%	99.2%	
		Change from prior year	2.1%	2.2%	1.7%	1.2%	1.2%	0.7%	-1.4%	-1.5%	0.9%
Median	Sale Price	<b>150,000</b>	<b>143,000</b>	<b>308,450</b>	141,000	134,000	268,340	135,000	127,900	261,971	
		Change from prior year	6.4%	6.7%	14.9%	4.4%	4.8%	2.4%	-4.3%	-5.3%	9.2%
	Days on Market	<b>50</b>	<b>50</b>	<b>67</b>	63	62	87	72	71	102	
		Change from prior year	-20.6%	-19.4%	-23.6%	-12.5%	-12.7%	-14.7%	10.8%	12.7%	-7.7%
Percent of List		<b>97.8%</b>	<b>97.5%</b>	<b>100.0%</b>	97.2%	96.9%	100.0%	96.8%	96.5%	100.0%	
		Change from prior year	0.7%	0.7%	0.0%	0.4%	0.4%	0.0%	-0.5%	-0.5%	0.0%
Percent of Original		<b>96.3%</b>	<b>95.8%</b>	<b>100.1%</b>	94.7%	94.3%	100.0%	93.8%	93.3%	100.0%	
		Change from prior year	1.6%	1.7%	0.1%	1.0%	1.1%	0.0%	-1.2%	-1.4%	0.0%

# SOLD LISTINGS ANALYSIS

## HISTORY >>

**ENTIRE STATE OF KANSAS  
ALL HOMES  
AS OF 11/14/2013**



## SUMMARY >>

Summary Statistics for Sold Listings		October			Year-to-Date		
		2013	2012	Change	2013	2012	Change
Sold Listings		<b>2,735</b>	2,642	3.5%	<b>29,963</b>	27,056	10.7%
Volume (1,000s)		<b>461,710</b>	411,554	12.2%	<b>5,081,688</b>	4,263,615	19.2%
Average	Sale Price	<b>168,815</b>	155,774	8.4%	<b>169,599</b>	157,585	7.6%
	Days on Market	<b>76</b>	93	-18.8%	<b>83</b>	99	-15.9%
	Percent of List	<b>96.2%</b>	95.2%	1.1%	<b>96.5%</b>	95.7%	0.9%
	Percent of Original	<b>93.2%</b>	91.0%	2.5%	<b>93.5%</b>	91.6%	2.1%
Median	Sale Price	<b>150,000</b>	140,500	6.8%	<b>150,000</b>	141,000	6.4%
	Days on Market	<b>50</b>	63	-20.6%	<b>50</b>	63	-20.6%
	Percent of List	<b>97.8%</b>	97.1%	0.7%	<b>97.8%</b>	97.2%	0.7%
	Percent of Original	<b>96.2%</b>	94.4%	1.9%	<b>96.3%</b>	94.7%	1.6%

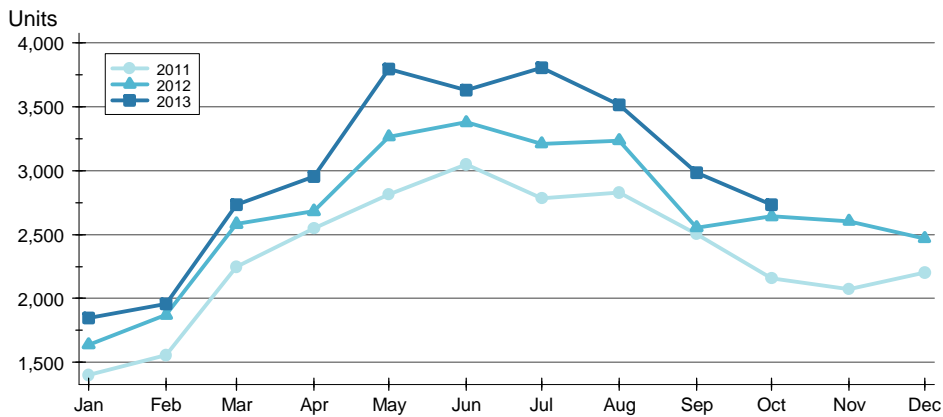
A total of 2,735 homes sold in the state of Kansas in October, up from 2,642 units in October 2012. Total sales volume rose to \$461.7 million compared to \$411.6 million in the previous year.

The median sales price in October was \$150,000, up 6.8% compared to the prior year. Median days on market was 50 days, up from 49 days in September, but down from 63 in October 2012.

# SOLD LISTINGS ANALYSIS

## BY MONTH >>

**ENTIRE STATE OF KANSAS**  
**ALL HOMES**  
**AS OF 11/14/2013**



Month	2011	2012	2013
January	1,404	1,637	1,847
February	1,557	1,871	1,958
March	2,248	2,582	2,732
April	2,547	2,682	2,956
May	2,816	3,265	3,795
June	3,049	3,377	3,632
July	2,783	3,211	3,807
August	2,829	3,235	3,517
September	2,502	2,554	2,984
October	2,158	2,642	2,735
November	2,071	2,604	
December	2,204	2,469	

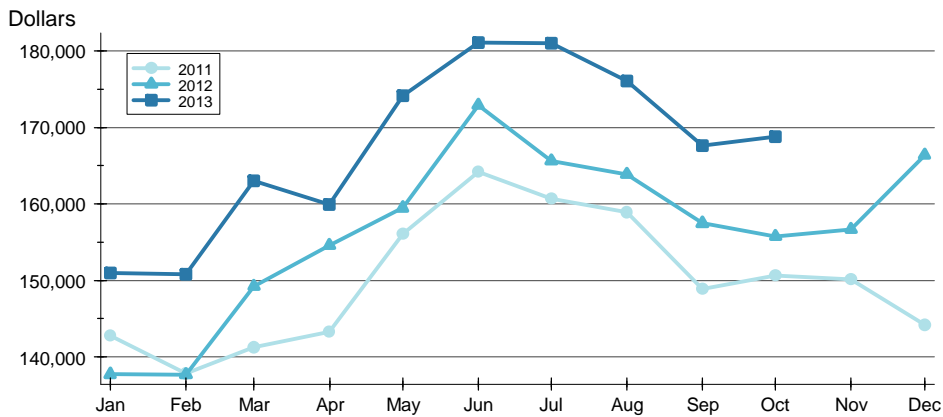
## BY PRICE RANGE >>

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	103	3.8%	1,746	16,948	19,000	88	67	88.2%	88.3%	76.8%	78.0%
\$25,000-\$49,999	155	5.7%	5,691	36,718	35,500	88	58	90.4%	90.4%	83.1%	83.1%
\$50,000-\$99,999	334	12.2%	25,652	76,804	77,750	90	70	94.7%	95.7%	90.6%	92.9%
\$100,000-\$124,999	185	6.8%	20,937	113,171	114,000	82	62	96.0%	97.5%	92.8%	94.9%
\$125,000-\$149,999	229	8.4%	31,399	137,115	136,900	77	55	97.4%	98.0%	95.4%	96.7%
\$150,000-\$174,999	174	6.4%	28,017	161,015	160,000	77	50	97.4%	97.7%	95.6%	96.9%
\$175,000-\$199,999	164	6.0%	30,405	185,399	184,950	70	43	98.1%	98.7%	96.2%	97.3%
\$200,000-\$249,999	236	8.6%	52,706	223,332	222,750	73	42	98.0%	98.5%	95.9%	97.4%
\$250,000-\$299,999	169	6.2%	45,726	270,567	270,000	51	31	98.5%	98.5%	98.0%	98.1%
\$300,000 and up	274	10.0%	126,179	460,506	392,500	62	29	98.9%	99.1%	98.5%	98.8%
All price ranges	2,735	100.0%	461,710	168,815	150,000	76	50	96.2%	97.8%	93.2%	96.2%

**SOLD LISTINGS ANALYSIS**

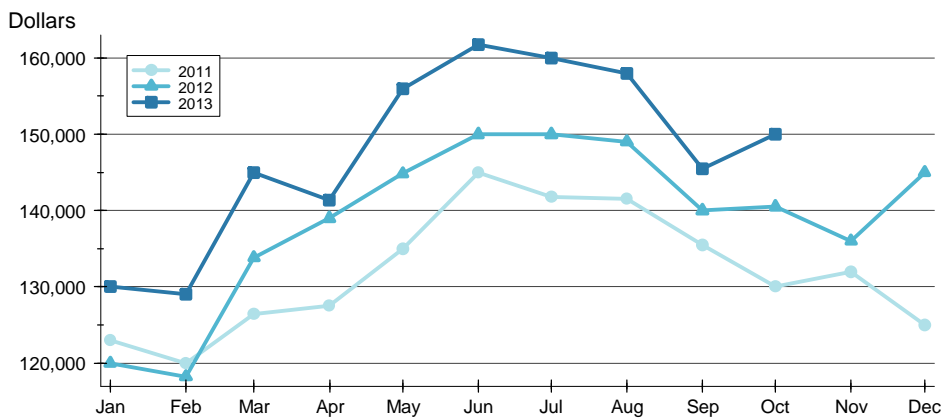
**ENTIRE STATE OF KANSAS  
ALL HOMES  
AS OF 11/14/2013**

**AVERAGE PRICE** >>



Month	2011	2012	2013
January	142,770	137,726	150,979
February	137,828	137,714	150,850
March	141,257	149,232	163,001
April	143,283	154,593	159,942
May	156,121	159,490	174,198
June	164,192	172,938	181,103
July	160,718	165,644	181,052
August	158,902	163,883	176,093
September	148,923	157,484	167,634
October	150,665	155,774	168,815
November	150,108	156,673	168,815
December	144,173	166,421	168,815

**MEDIAN PRICE** >>

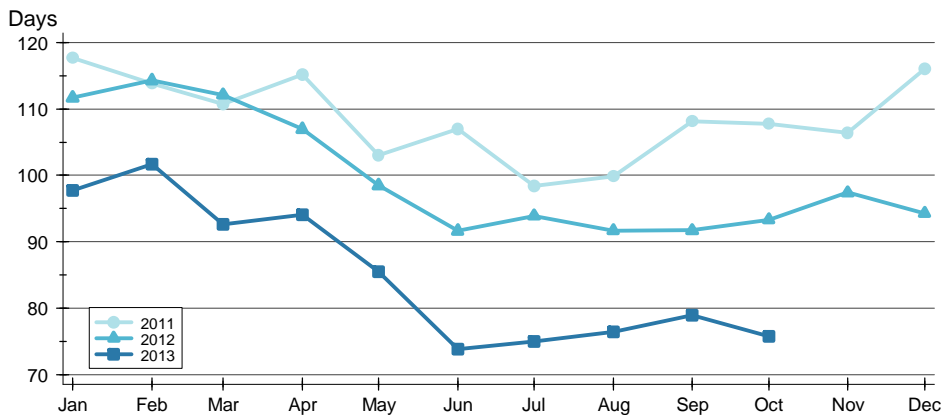


Month	2011	2012	2013
January	122,950	120,000	130,000
February	120,000	118,250	129,000
March	126,425	133,825	145,000
April	127,500	139,000	141,400
May	135,000	144,850	156,000
June	145,000	150,000	161,750
July	141,750	150,000	160,000
August	141,500	149,000	158,000
September	135,475	140,000	145,500
October	130,000	140,500	150,000
November	132,000	136,000	150,000
December	125,000	145,000	150,000

**SOLD LISTINGS ANALYSIS**

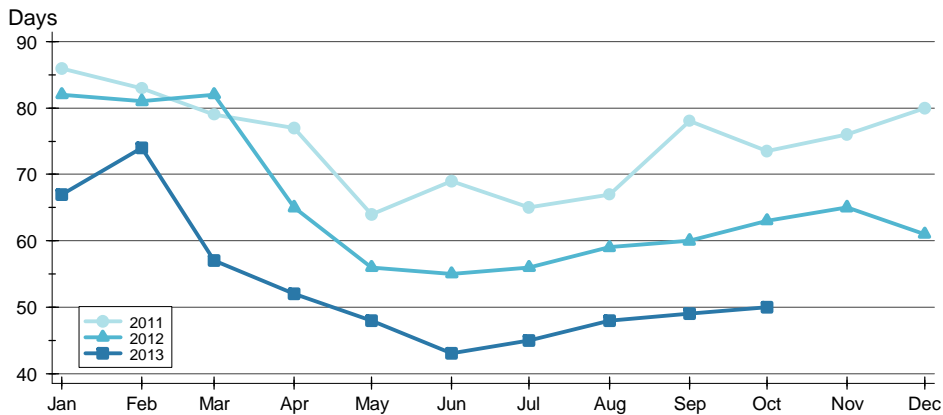
**ENTIRE STATE OF KANSAS  
ALL HOMES  
AS OF 11/14/2013**

**AVERAGE DOM** >>



Month	2011	2012	2013
January	118	112	98
February	114	114	102
March	111	112	93
April	115	107	94
May	103	98	85
June	107	92	74
July	98	94	75
August	100	92	76
September	108	92	79
October	108	93	76
November	106	97	
December	116	94	

**MEDIAN DOM** >>

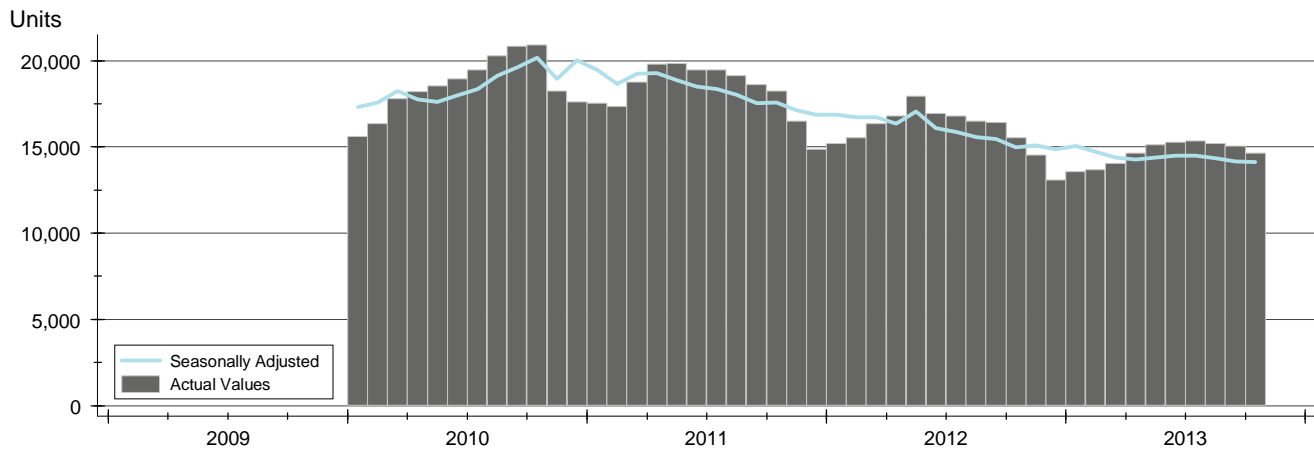


Month	2011	2012	2013
January	86	82	67
February	83	81	74
March	79	82	57
April	77	65	52
May	64	56	48
June	69	55	43
July	65	56	45
August	67	59	48
September	78	60	49
October	74	63	50
November	76	65	
December	80	61	

# ACTIVE LISTINGS ANALYSIS

**ENTIRE STATE OF KANSAS  
ALL HOMES  
AS OF 11/14/2013**

**HISTORY** >>



**SUMMARY** >>

Summary Statistics for Active Listings		End of October		
		2013	2012	Change
Active Listings		<b>14,639</b>	15,532	-5.7%
Months' Supply		<b>5.5</b>	6.2	-11.6%
Volume (1,000s)		<b>2,989,250</b>	2,964,773	0.8%
Average	List Price	<b>204,198</b>	190,882	7.0%
	Days on Market	<b>122</b>	138	-11.9%
	Percent of Original	<b>96.8%</b>	96.3%	0.6%
Median	List Price	<b>139,500</b>	135,000	3.3%
	Days on Market	<b>78</b>	92	-15.2%
	Percent of Original	<b>100.0%</b>	100.0%	0.0%

A total of 14,639 homes were available for sale in the state of Kansas at the end of October. This represents a 5.5 months' supply of active listings.

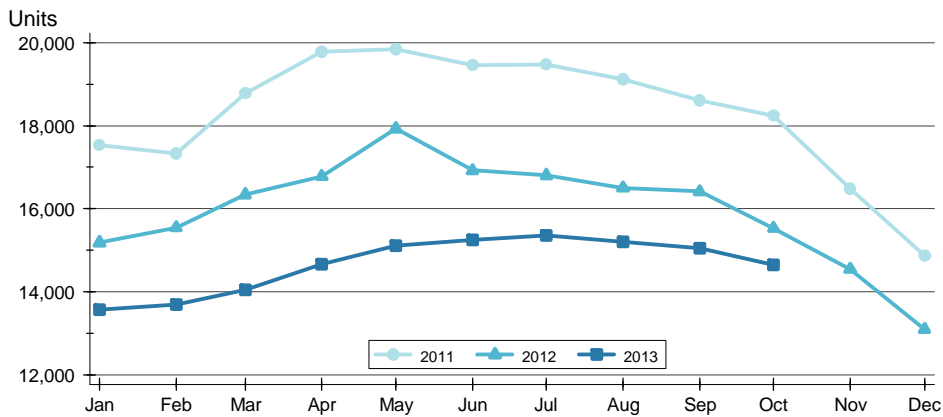
The median list price of homes on the market at the end of October was \$139,500, up 3.3% from 2012. The typical time on market for active listings was 78 days, down from 92 days a year earlier.



# ACTIVE LISTINGS ANALYSIS

## BY MONTH >>

**ENTIRE STATE OF KANSAS  
ALL HOMES  
AS OF 11/14/2013**



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	15,052
October	18,238	15,532	14,639
November	16,478	14,542	
December	14,856	13,089	

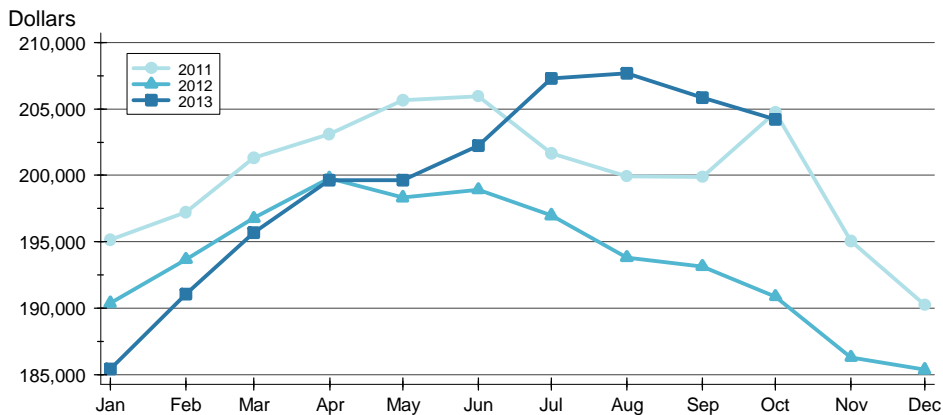
## BY PRICE RANGE >>

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	265	1.8%	4,501	2.6	16,985	18,000	130	78	88.6%	100.0%
\$25,000-\$49,999	937	6.4%	36,842	6.0	39,319	39,900	147	87	94.2%	100.0%
\$50,000-\$99,999	2,628	18.0%	200,275	7.9	76,208	76,000	142	87	95.8%	100.0%
\$100,000-\$124,999	1,056	7.2%	120,321	5.7	113,940	114,925	124	80	96.3%	100.0%
\$125,000-\$149,999	1,303	8.9%	179,512	5.7	137,768	138,000	104	73	97.7%	100.0%
\$150,000-\$174,999	926	6.3%	150,578	5.3	162,611	162,500	100	70	97.8%	100.0%
\$175,000-\$199,999	804	5.5%	150,887	4.9	187,671	187,500	93	66	97.9%	100.0%
\$200,000-\$249,999	873	6.0%	197,945	3.7	226,741	225,000	96	68	98.1%	100.0%
\$250,000-\$299,999	634	4.3%	174,923	3.8	275,904	275,000	112	71	98.2%	100.0%
\$300,000 and up	1,739	11.9%	1,064,084	6.3	611,894	439,900	129	85	98.2%	100.0%
All price ranges	14,639	100.0%	2,989,250	5.4	204,198	139,500	122	78	96.8%	100.0%

**ACTIVE LISTINGS ANALYSIS**

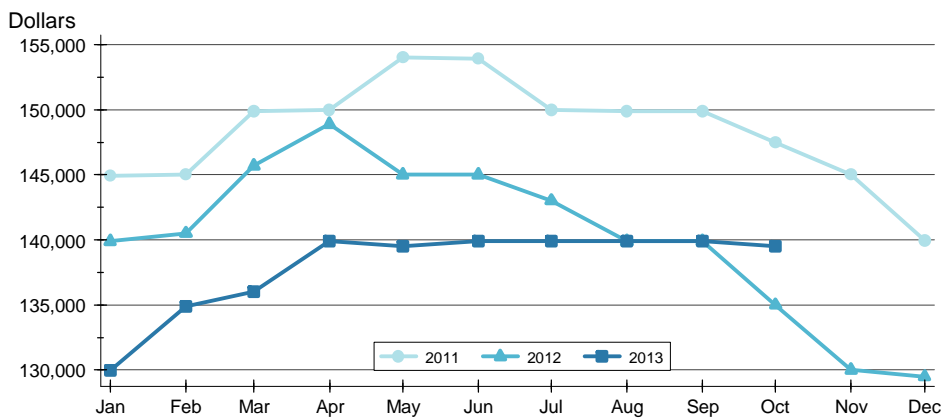
**ENTIRE STATE OF KANSAS  
ALL HOMES  
AS OF 11/14/2013**

**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	205,838
October	204,744	190,882	204,198
November	195,045	186,296	185,348
December	190,244	185,348	

**MEDIAN PRICE** »

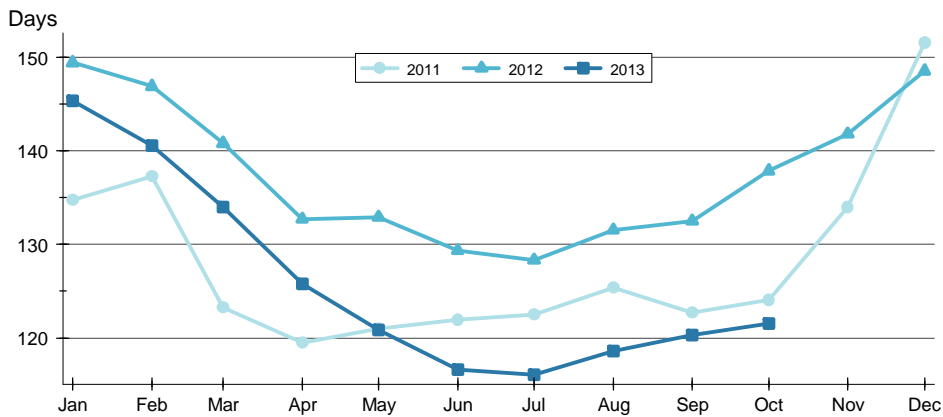


Month	2011	2012	2013
January	144,900	139,900	129,950
February	145,000	140,500	134,900
March	149,900	145,700	136,000
April	150,000	148,900	139,900
May	154,000	145,000	139,500
June	153,900	145,000	139,900
July	150,000	143,000	139,900
August	149,900	139,900	139,900
September	149,900	139,900	139,900
October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

**ACTIVE LISTINGS ANALYSIS**

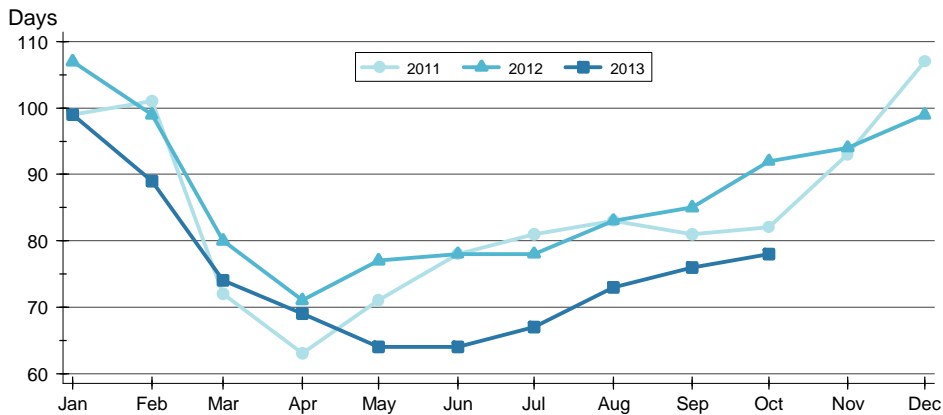
**ENTIRE STATE OF KANSAS  
ALL HOMES  
AS OF 11/14/2013**

**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	120
October	124	138	122
November	134	142	142
December	152	149	145

**MEDIAN DOM** >>

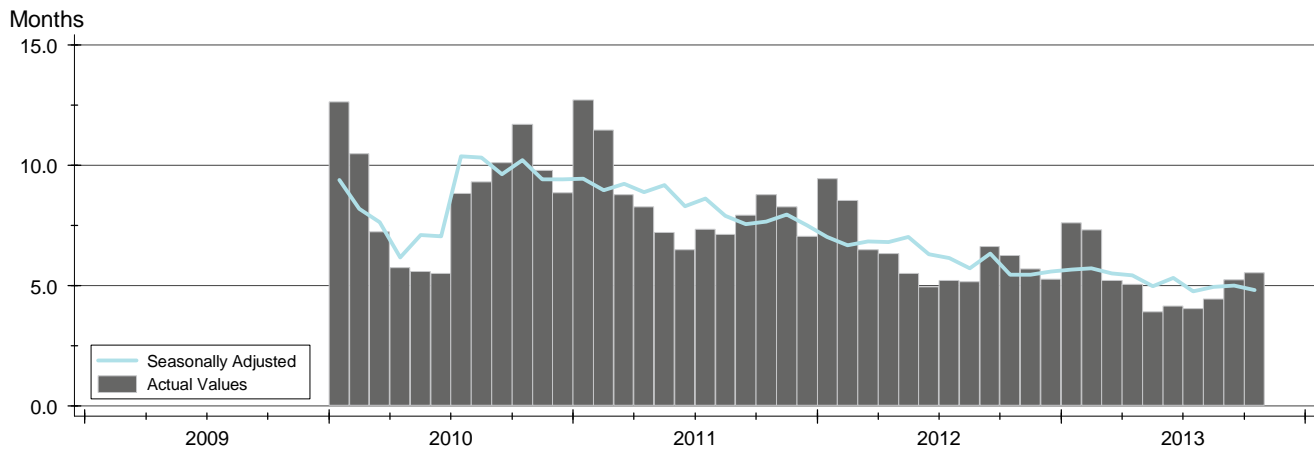


Month	2011	2012	2013
January	99	107	99
February	101	99	89
March	72	80	74
April	63	71	69
May	71	77	64
June	78	78	64
July	81	78	67
August	83	83	73
September	81	85	76
October	82	92	78
November	93	94	94
December	107	99	99

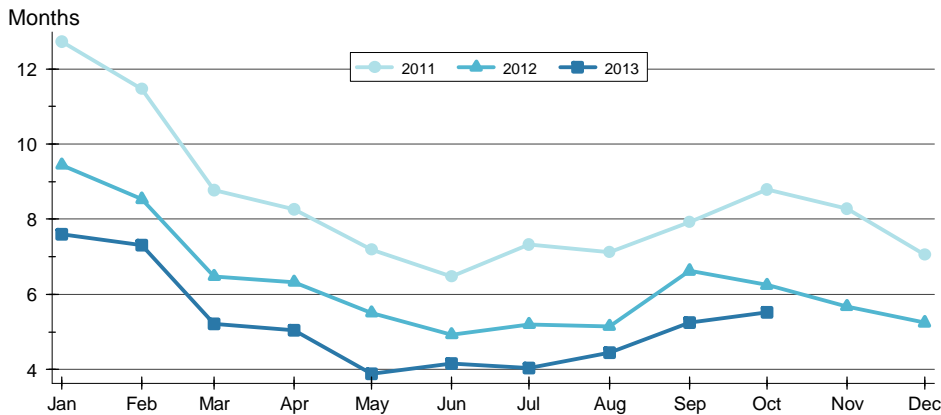
# MONTHS' SUPPLY ANALYSIS

**HISTORY** >>

**ENTIRE STATE OF KANSAS  
ALL HOMES  
AS OF 11/14/2013**



**BY MONTH** >>

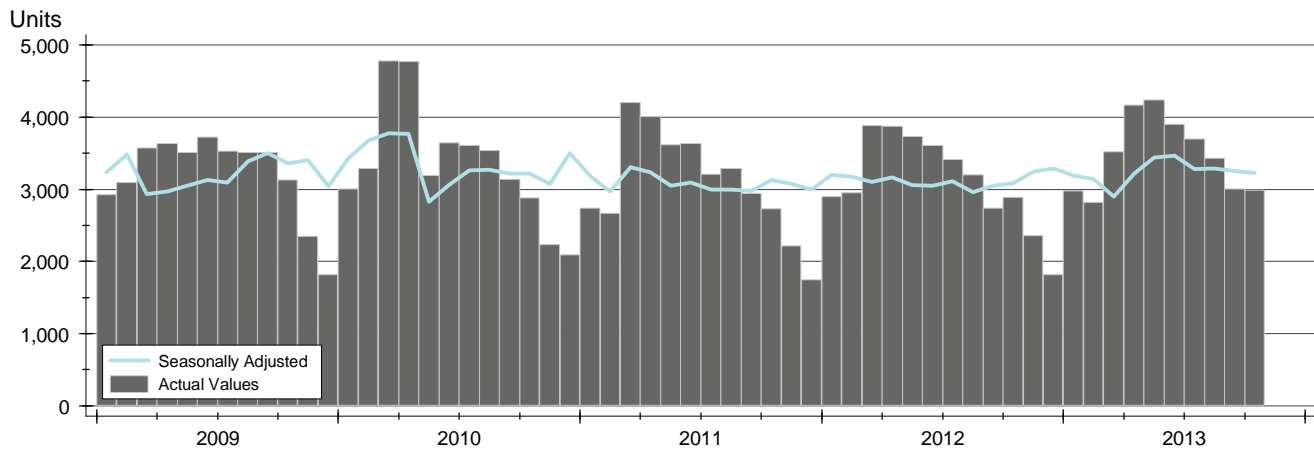


Month	2011	2012	2013
January	12.7	9.4	7.6
February	11.5	8.5	7.3
March	8.8	6.5	5.2
April	8.3	6.3	5.0
May	7.2	5.5	3.9
June	6.5	4.9	4.2
July	7.3	5.2	4.0
August	7.1	5.2	4.4
September	7.9	6.6	5.2
October	8.8	6.2	5.5
November	8.3	5.7	
December	7.1	5.3	

# NEW LISTINGS ANALYSIS

**HISTORY** >>

**ENTIRE STATE OF KANSAS  
ALL HOMES  
AS OF 11/14/2013**



**SUMMARY** >>

Summary Statistics for New Listings		October		
		2013	2012	Change
Current Month	New Listings	<b>2,988</b>	2,888	3.5%
	Volume (1,000s)	<b>556,479</b>	508,537	9.4%
	Average List Price	<b>186,238</b>	176,086	5.8%
	Median List Price	<b>145,000</b>	130,000	11.5%
YTD	New Listings	<b>34,734</b>	33,184	4.7%
	Volume (1,000s)	<b>6,620,226</b>	5,994,750	10.4%
	Average List Price	<b>190,598</b>	180,652	5.5%
	Median List Price	<b>149,500</b>	140,000	6.8%

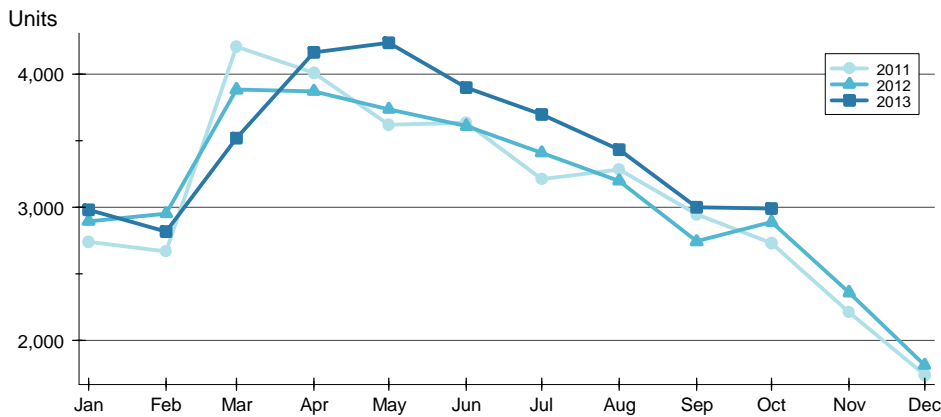
A total of 2,988 new listings were added in the state of Kansas during October, up 3.5% from the same month in 2012. Year-to-date the state of Kansas has seen 34,734 new listings.

The median list price of these homes was \$145,000 up from \$130,000 in 2012.

# NEW LISTINGS ANALYSIS

**ENTIRE STATE OF KANSAS  
ALL HOMES  
AS OF 11/14/2013**

**BY MONTH** >>



Month	2011	2012	2013
January	2,739	2,895	2,980
February	2,671	2,952	2,818
March	4,204	3,883	3,518
April	4,010	3,871	4,164
May	3,620	3,735	4,234
June	3,633	3,609	3,898
July	3,210	3,409	3,698
August	3,284	3,199	3,434
September	2,946	2,743	3,002
October	2,730	2,888	2,988
November	2,211	2,360	
December	1,744	1,815	

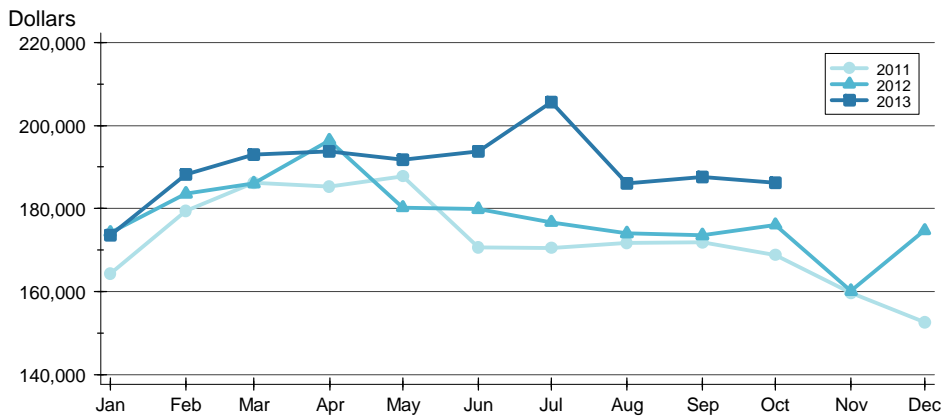
**BY PRICE RANGE** >>

Price Range	New Listings			List Price	
	Number	Percent	Volume	Average	Median
Below \$25,000	94	3.1%	1,528	16,252	16,500
\$25,000-\$49,999	247	8.3%	9,714	39,327	39,900
\$50,000-\$99,999	639	21.4%	49,222	77,029	78,500
\$100,000-\$124,999	259	8.7%	29,588	114,241	115,000
\$125,000-\$149,999	342	11.4%	47,391	138,571	139,900
\$150,000-\$174,999	268	9.0%	43,505	162,333	163,900
\$175,000-\$199,999	253	8.5%	47,313	187,010	186,500
\$200,000-\$249,999	293	9.8%	66,125	225,684	225,000
\$250,000-\$299,999	180	6.0%	49,578	275,434	275,000
\$300,000 and up	412	13.8%	212,327	515,357	399,950
All price ranges	2,988	100.0%	556,479	186,238	145,000

**NEW LISTINGS ANALYSIS**

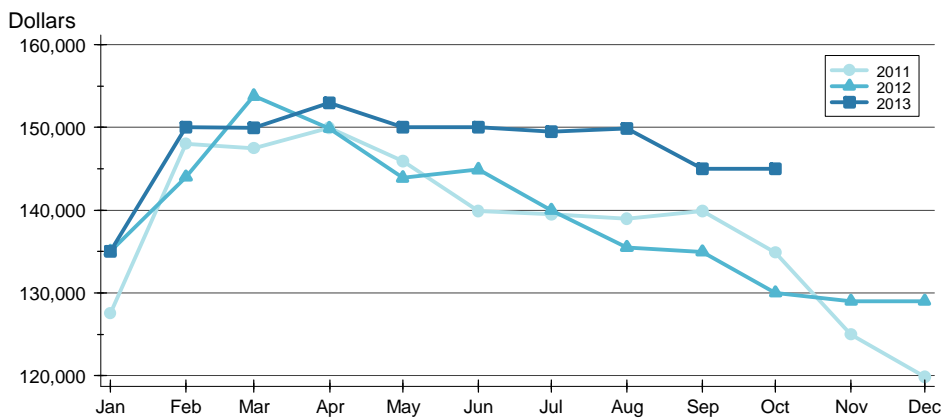
**ENTIRE STATE OF KANSAS  
ALL HOMES  
AS OF 11/14/2013**

**AVERAGE PRICE** >>



Month	2011	2012	2013
January	164,268	174,207	173,636
February	179,364	183,577	188,212
March	186,190	186,041	192,959
April	185,366	196,400	193,853
May	187,830	180,274	191,709
June	170,657	179,844	193,763
July	170,505	176,690	205,618
August	171,653	173,994	186,113
September	171,886	173,501	187,680
October	168,856	176,086	186,238
November	159,620	160,113	160,113
December	152,557	174,725	174,725

**MEDIAN PRICE** >>

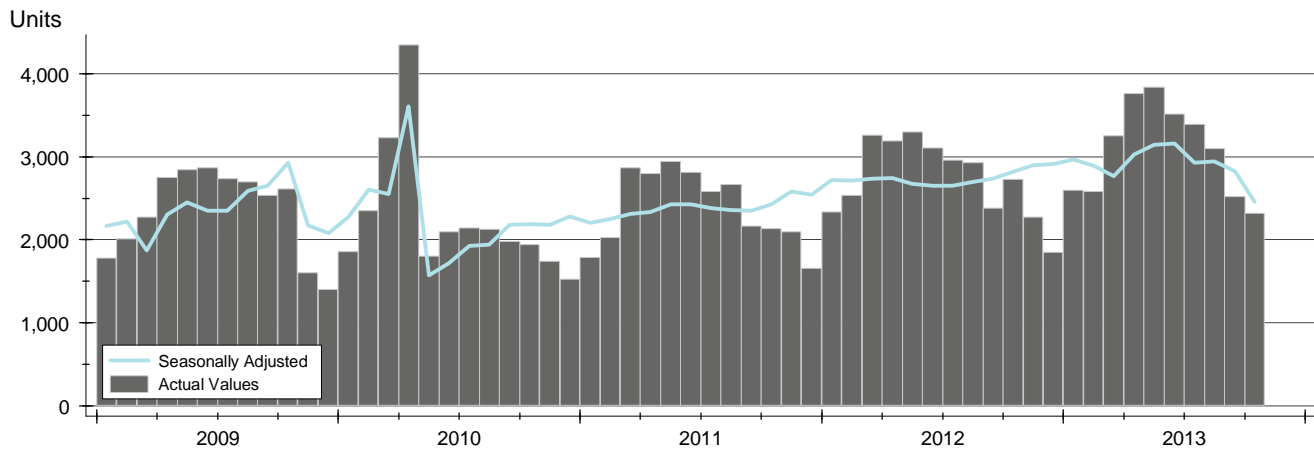


Month	2011	2012	2013
January	127,500	135,000	135,000
February	148,000	144,000	150,000
March	147,500	153,800	149,950
April	149,985	149,900	153,000
May	145,900	143,900	150,000
June	139,900	144,900	150,000
July	139,500	140,000	149,500
August	139,000	135,500	149,900
September	139,900	134,950	145,000
October	134,900	130,000	145,000
November	125,000	129,000	129,000
December	119,900	129,000	129,000

# CONTRACTS WRITTEN ANALYSIS

**HISTORY** >>

**ENTIRE STATE OF KANSAS  
ALL HOMES  
AS OF 11/14/2013**



**SUMMARY** >>

Summary Statistics for Contracts Written		October			Year-to-Date		
		2013	2012	Change	2013	2012	Change
Contracts Written		<b>2,321</b>	2,727	-14.9%	<b>30,883</b>	28,729	7.5%
Volume (1,000s)		<b>407,267</b>	487,213	-16.4%	<b>5,778,988</b>	5,091,505	13.5%
Average	List Price	<b>175,470</b>	178,663	-1.8%	<b>187,125</b>	177,225	5.6%
	Days on Market	<b>79</b>	95	-16.9%	<b>80</b>	96	-16.2%
	Percent of Original	<b>93.9%</b>	91.1%	3.1%	<b>93.9%</b>	91.9%	2.2%
Median	List Price	<b>138,500</b>	144,500	-4.2%	<b>155,000</b>	149,500	3.7%
	Days on Market	<b>49</b>	64	-23.4%	<b>48</b>	60	-20.0%
	Percent of Original	<b>98.1%</b>	94.7%	3.6%	<b>96.7%</b>	95.0%	1.8%

A total of 2,321 contracts for sale were written in the state of Kansas during the month of October, down from 2,727 in 2012. The median list price of these homes was \$138,500, down from \$144,500 the prior year.

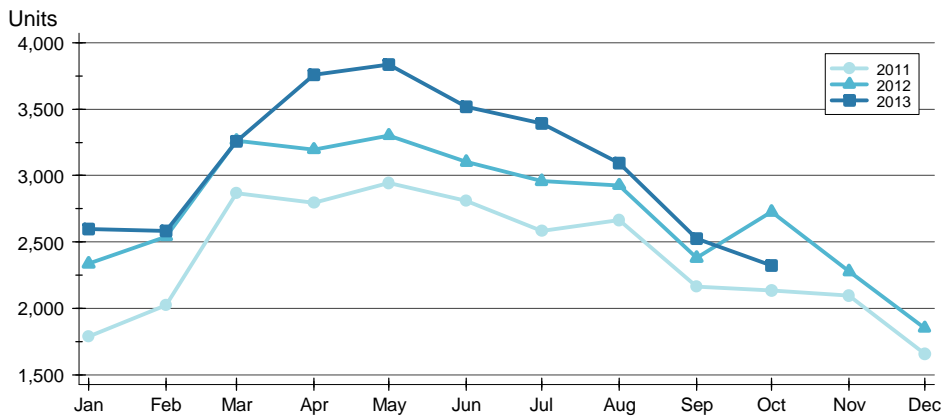
Half of the homes that went under contract in October were on the market less than 49 days, compared to 64 days in October 2012.



# CONTRACTS WRITTEN ANALYSIS

## BY MONTH >>

**ENTIRE STATE OF KANSAS  
ALL HOMES  
AS OF 11/14/2013**



Month	2011	2012	2013
January	1,786	2,336	2,597
February	2,025	2,539	2,585
March	2,869	3,263	3,257
April	2,796	3,195	3,760
May	2,944	3,302	3,837
June	2,810	3,103	3,517
July	2,583	2,958	3,391
August	2,665	2,927	3,095
September	2,165	2,379	2,523
October	2,133	2,727	2,321
November	2,094	2,277	
December	1,655	1,852	

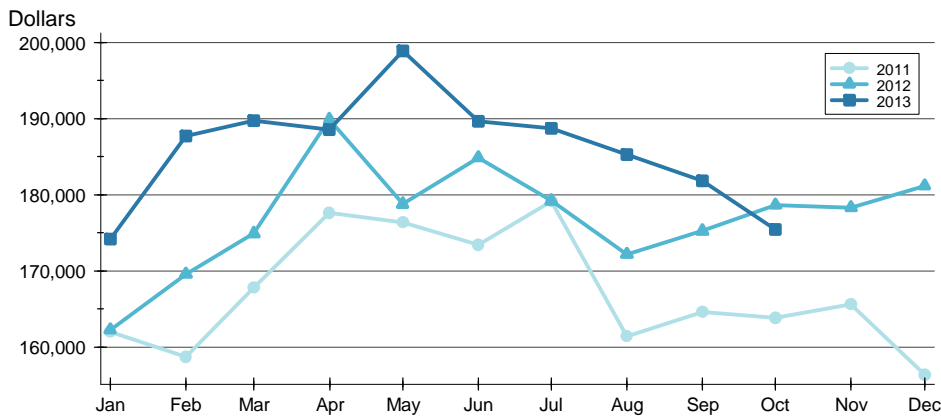
## BY PRICE RANGE >>

Price Range	Contracts Written			List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median
Below \$25,000	79	3.4%	1,294	16,385	16,000	85	51	80.1%	81.3%
\$25,000-\$49,999	129	5.6%	4,823	37,384	36,500	89	58	87.0%	88.1%
\$50,000-\$99,999	345	14.9%	26,540	76,927	77,500	96	69	92.0%	95.5%
\$100,000-\$124,999	135	5.8%	15,355	113,742	114,500	67	46	95.1%	100.0%
\$125,000-\$149,999	162	7.0%	22,404	138,296	139,900	77	49	95.2%	98.6%
\$150,000-\$174,999	106	4.6%	17,226	162,509	162,450	76	43	97.0%	98.1%
\$175,000-\$199,999	123	5.3%	23,079	187,634	187,500	76	39	96.8%	99.0%
\$200,000-\$249,999	134	5.8%	30,074	224,434	224,900	58	34	97.8%	100.0%
\$250,000-\$299,999	117	5.0%	31,994	273,454	269,900	56	31	97.2%	100.0%
\$300,000 and up	195	8.4%	94,803	486,170	399,900	79	46	97.2%	100.0%
All price ranges	2,321	100.0%	407,267	175,470	138,500	79	49	93.9%	98.1%

# CONTRACTS WRITTEN ANALYSIS

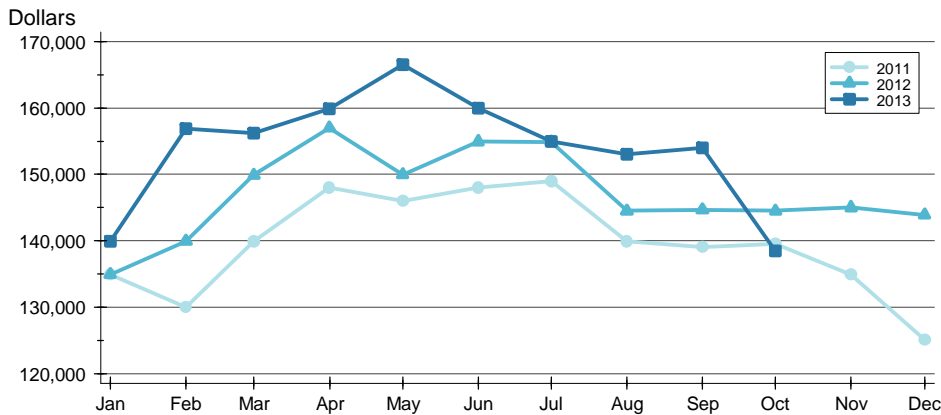
**ENTIRE STATE OF KANSAS  
ALL HOMES  
AS OF 11/14/2013**

## AVERAGE PRICE >>



Month	2011	2012	2013
January	162,012	162,267	174,175
February	158,684	169,577	187,712
March	167,794	174,910	189,741
April	177,645	189,901	188,555
May	176,381	178,784	198,934
June	173,467	184,890	189,628
July	179,152	179,209	188,758
August	161,423	172,176	185,322
September	164,608	175,260	181,805
October	163,863	178,663	175,470
November	165,595	178,324	
December	156,393	181,203	

## MEDIAN PRICE >>

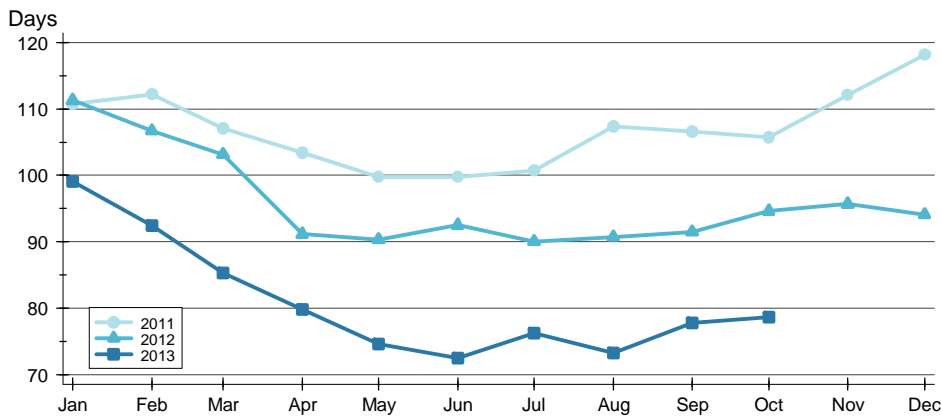


Month	2011	2012	2013
January	134,900	134,900	139,900
February	130,000	139,950	156,900
March	139,900	149,900	156,250
April	148,000	157,000	159,900
May	146,000	149,950	166,500
June	148,000	154,950	159,950
July	149,000	154,900	155,000
August	139,900	144,500	153,000
September	139,000	144,650	154,000
October	139,500	144,500	138,500
November	134,900	145,000	
December	125,100	143,900	

**CONTRACTS WRITTEN ANALYSIS**

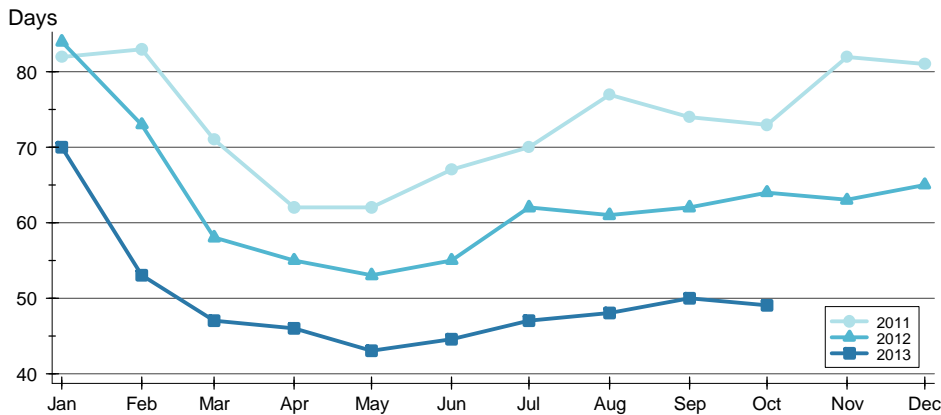
**ENTIRE STATE OF KANSAS  
ALL HOMES  
AS OF 11/14/2013**

**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	76
August	107	91	73
September	107	91	78
October	106	95	79
November	112	96	
December	118	94	

**MEDIAN DOM** >>

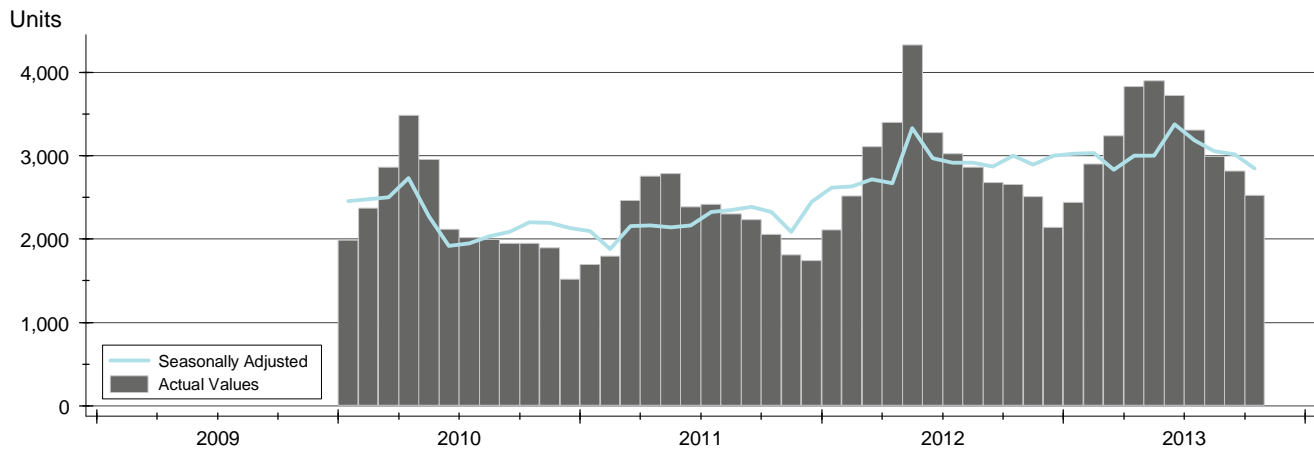


Month	2011	2012	2013
January	82	84	70
February	83	73	53
March	71	58	47
April	62	55	46
May	62	53	43
June	67	55	45
July	70	62	47
August	77	61	48
September	74	62	50
October	73	64	49
November	82	63	
December	81	65	

# PENDING CONTRACTS ANALYSIS

**HISTORY** >>

**ENTIRE STATE OF KANSAS  
ALL HOMES  
AS OF 11/14/2013**



**SUMMARY** >>

Summary Statistics for Pending Contracts		End of October		
		2013	2012	Change
Pending Contracts		<b>2,523</b>	2,656	-5.0%
Volume (1,000s)		<b>537,351</b>	513,861	4.6%
Average	List Price	<b>212,981</b>	193,472	10.1%
	Days on Market	<b>78</b>	90	-13.0%
	Percent of Original	<b>96.8%</b>	95.6%	1.3%
Median	List Price	<b>163,100</b>	149,900	8.8%
	Days on Market	<b>37</b>	48	-22.9%
	Percent of Original	<b>100.0%</b>	100.0%	0.0%

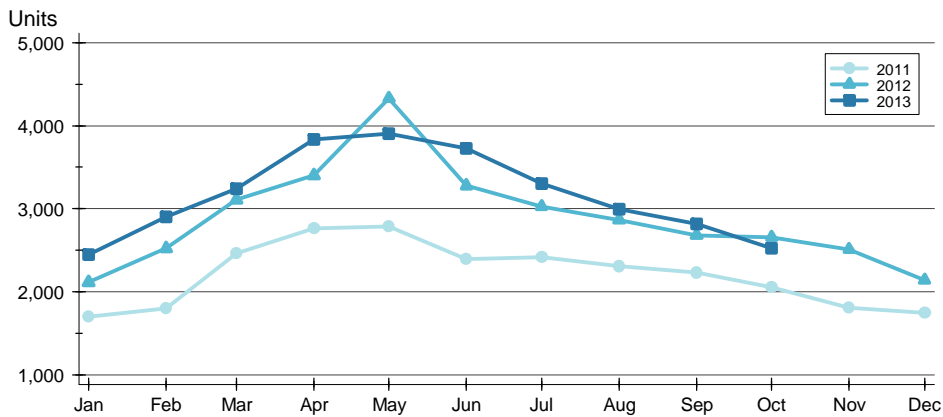
A total of 2,523 listings in the state of Kansas had contracts pending at the end of October, down from 2,656 contracts pending at the end of October 2012.

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 11/14/2013**



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	2,816
October	2,056	2,656	2,523
November	1,808	2,508	
December	1,746	2,142	

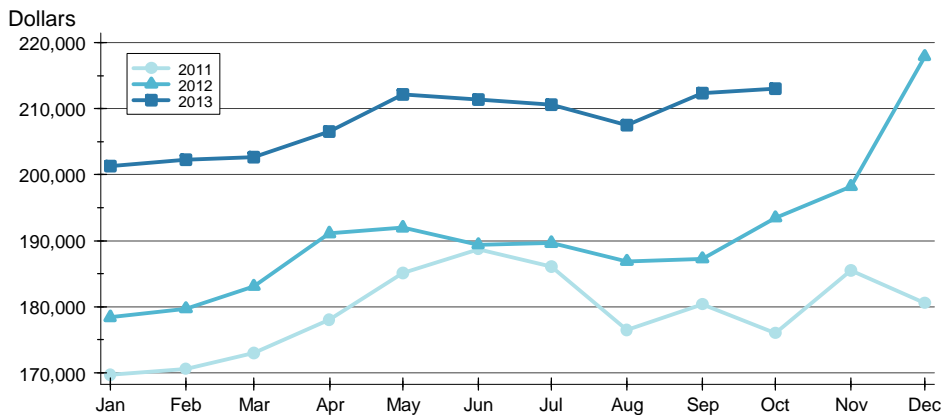
## BY PRICE RANGE >>

Price Range	Contracts Pending			List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median
Below \$25,000	80	3.2%	1,333	16,663	16,000	103	47	85.8%	100.0%
\$25,000-\$49,999	172	6.8%	6,571	38,206	37,000	102	62	92.2%	100.0%
\$50,000-\$99,999	509	20.2%	39,622	77,843	79,500	109	68	94.4%	100.0%
\$100,000-\$124,999	183	7.3%	20,768	113,488	114,900	87	50	97.6%	100.0%
\$125,000-\$149,999	233	9.2%	32,128	137,888	139,000	87	48	97.3%	100.0%
\$150,000-\$174,999	168	6.7%	27,375	162,945	164,250	67	34	98.0%	100.0%
\$175,000-\$199,999	183	7.3%	34,331	187,602	187,500	84	44	97.7%	100.0%
\$200,000-\$249,999	240	9.5%	53,874	224,473	224,370	68	24	98.7%	100.0%
\$250,000-\$299,999	191	7.6%	52,809	276,486	275,750	53	20	99.0%	100.0%
\$300,000 and up	560	22.2%	267,688	478,014	424,879	47	4	99.2%	100.0%
All price ranges	2,523	100.0%	537,351	212,981	163,100	78	37	96.8%	100.0%

# PENDING CONTRACTS ANALYSIS

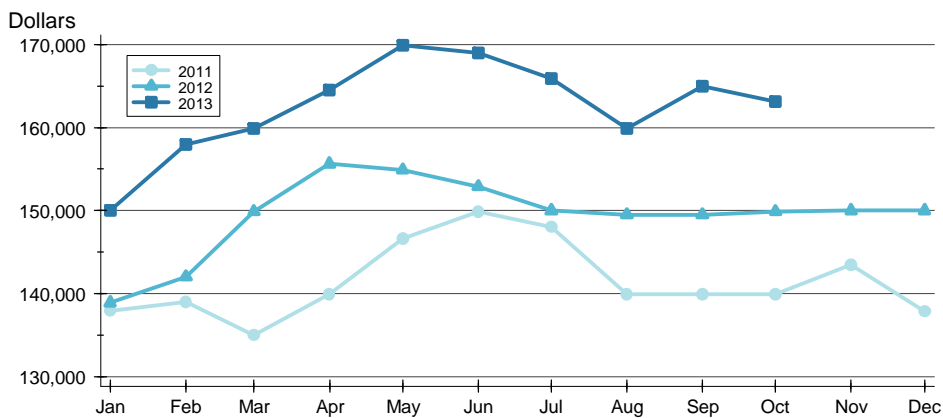
**ENTIRE STATE OF KANSAS  
ALL HOMES  
AS OF 11/14/2013**

## 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	212,356
October	176,061	193,472	212,981
November	185,493	198,208	218,000
December	180,563	217,871	218,000

## MEDIAN PRICE >>

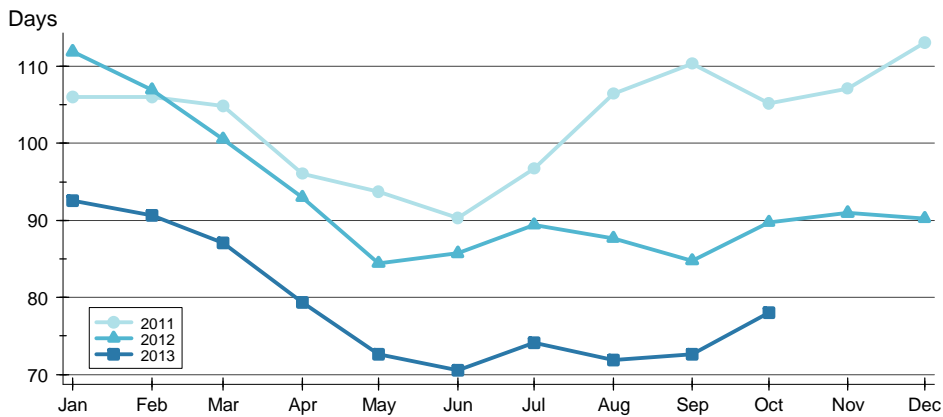


Month	2011	2012	2013
January	137,900	138,900	150,000
February	139,000	142,000	158,000
March	135,000	149,900	159,900
April	139,950	155,645	164,500
May	146,650	154,900	169,900
June	149,900	152,900	169,000
July	148,000	150,000	165,900
August	139,950	149,500	159,925
September	139,900	149,500	165,000
October	139,900	149,900	163,100
November	143,500	150,000	163,000
December	137,800	150,000	163,000

# PENDING CONTRACTS ANALYSIS

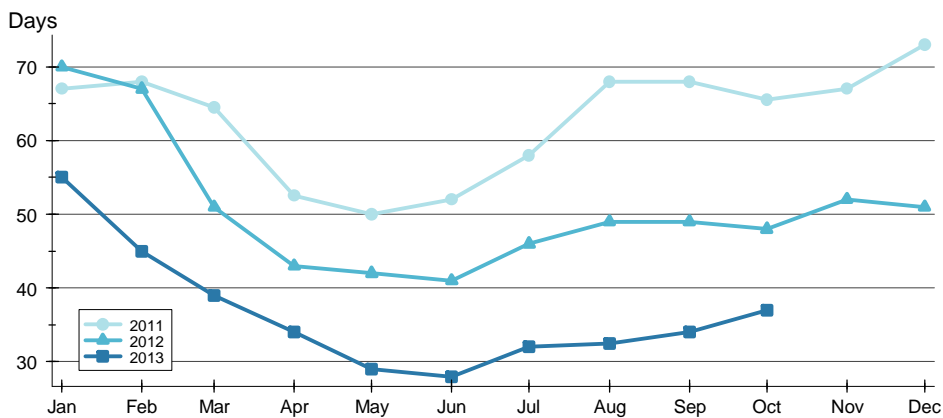
**ENTIRE STATE OF KANSAS  
ALL HOMES  
AS OF 11/14/2013**

## 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	73
October	105	90	78
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	34
October	66	48	37
November	67	52	
December	73	51	