

## MARKET OVERVIEW >>

### Kansas Home Sales Rose in December

Total home sales in the state of Kansas rose by 2.1% last month to 2,712 units, compared to 2,657 units in December 2014. Total sales volume was \$501.8 million, down 5.3% from a year earlier.

The median sale price in December was \$155,000, up from \$146,900 a year earlier. Homes that sold in December were typically on the market for 42 days and sold for 98.2% of their list prices.

### Kansas Active Listings Down at End of December

The total number of active listings in the state of Kansas at the end of December was 10,333 units, down from 11,802 at the same point in 2014. This represents a 3.8 months' supply of homes available for sale. The median list price of homes on the market at the end of December was \$145,000.

During December, a total of 1,796 contracts were written down from 1,972 in December 2014. At the end of the month, there were 3,062 contracts pending, compared to 2,730 at the end of December 2014.

### 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		December		
Summary Statistics		2015	2014	Change
Home Sales		2,712	2,657	2.1%
Active Listings		10,333	11,802	-12.4%
Months' Supply		3.8	4.4	-14.2%
New Listings		2,450	2,486	-1.4%
Contracts Written		1,796	1,972	-8.9%
Pending Contracts		3,062	2,730	12.2%
Sales Volume (1,000s)		501,777	529,888	-5.3%
Average	Sale Price	185,021	199,431	-7.2%
	List Price of Actives	220,978	203,419	8.6%
	Days on Market	70	76	-8.8%
	Percent of List	96.8%	96.5%	0.3%
	Percent of Original	93.9%	93.4%	0.5%
Median	Sale Price	155,000	146,900	5.5%
	List Price of Actives	145,000	139,900	3.6%
	Days on Market	42	48	-12.5%
	Percent of List	98.2%	97.9%	0.3%
	Percent of Original	96.7%	95.9%	0.8%

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# MARKET OVERVIEW STATISTICS

ENTIRE STATE OF KANSAS  
BREAKDOWNS BY HOME TYPE  
AS OF 1/15/2016

**SUMMARY >>**

December MLS Statistics		2015			2014			2013			
By Property Type		Total	Existing	New	Total	Existing	New	Total	Existing	New	
Home Sales		<b>2,712</b>	<b>2,489</b>	<b>223</b>	2,657	2,428	229	2,487	2,302	185	
	Change from prior year	2.1%	2.5%	-2.6%	6.8%	5.5%	23.8%	5.4%	6.9%	-10.2%	
Active Listings		<b>10,333</b>	<b>9,143</b>	<b>1,190</b>	11,802	10,570	1,232	12,035	11,045	990	
	Change from prior year	-12.4%	-13.5%	-3.4%	-1.9%	-4.3%	24.4%	-8.0%	-9.1%	5.5%	
Months' Supply		<b>3.8</b>	<b>3.7</b>	<b>5.3</b>	4.4	4.4	5.4	4.8	4.8	5.4	
	Change from prior year	-14.2%	-15.6%	-0.8%	-8.2%	-9.3%	0.5%	-12.8%	-15.0%	17.5%	
New Listings		<b>2,450</b>	<b>2,243</b>	<b>207</b>	2,486	2,301	185	2,407	2,195	212	
	Change from prior year	-1.4%	-2.5%	11.9%	3.3%	4.8%	-12.7%	-2.9%	-4.1%	12.8%	
Contracts Written		<b>1,796</b>	<b>1,654</b>	<b>142</b>	1,972	1,816	156	1,811	1,650	161	
	Change from prior year	-8.9%	-8.9%	-9.0%	8.9%	10.1%	-3.1%	4.8%	4.0%	13.4%	
Pending Contracts		<b>3,062</b>	<b>2,486</b>	<b>576</b>	2,730	2,237	493	2,867	2,357	510	
	Change from prior year	12.2%	11.1%	16.8%	-4.8%	-5.1%	-3.3%	33.9%	37.8%	18.6%	
Sales Volume (1,000s)		<b>501,777</b>	<b>417,928</b>	<b>83,849</b>	529,888	445,905	83,984	424,271	360,010	64,261	
	Change from prior year	-5.3%	-6.3%	-0.2%	24.9%	23.9%	30.7%	6.1%	9.2%	-8.2%	
Average	Sale Price	<b>185,021</b>	<b>167,910</b>	<b>376,003</b>	199,431	183,651	366,741	170,595	156,390	347,355	
		Change from prior year	-7.2%	-8.6%	2.5%	16.9%	17.4%	5.6%	0.7%	2.1%	2.3%
	List Price of Actives	<b>220,978</b>	<b>199,079</b>	<b>388,917</b>	203,419	185,315	358,464	190,772	179,059	321,231	
		Change from prior year	8.6%	7.4%	8.5%	6.6%	3.5%	11.6%	2.9%	1.6%	4.3%
	Days on Market	<b>70</b>	<b>66</b>	<b>110</b>	76	75	87	82	82	83	
		Change from prior year	-8.7%	-12.4%	27.0%	-7.5%	-8.6%	4.1%	-8.5%	-9.7%	6.0%
Percent of List		<b>96.8%</b>	<b>96.4%</b>	<b>101.2%</b>	96.5%	96.1%	101.6%	96.3%	95.9%	101.2%	
		Change from prior year	0.3%	0.4%	-0.4%	0.2%	0.1%	0.4%	0.7%	0.8%	0.2%
Percent of Original		<b>93.9%</b>	<b>93.2%</b>	<b>101.6%</b>	93.4%	92.6%	102.1%	92.5%	91.7%	101.8%	
		Change from prior year	0.5%	0.7%	-0.5%	1.0%	1.0%	0.3%	0.7%	0.9%	0.7%
Median	Sale Price	<b>155,000</b>	<b>145,250</b>	<b>339,950</b>	146,900	136,000	321,161	138,000	129,900	308,500	
		Change from prior year	5.5%	6.8%	5.9%	6.4%	4.7%	4.1%	1.5%	3.1%	3.0%
	List Price of Actives	<b>145,000</b>	<b>129,900</b>	<b>355,950</b>	139,900	128,000	339,000	130,400	124,900	302,848	
		Change from prior year	3.6%	1.5%	5.0%	7.3%	2.5%	11.9%	0.7%	1.5%	8.6%
	Days on Market	<b>42</b>	<b>42</b>	<b>37</b>	48	49	16	54	55	20	
		Change from prior year	-12.5%	-14.3%	131.3%	-11.1%	-10.9%	-20.0%	-5.3%	-6.8%	-33.3%
Percent of List		<b>98.2%</b>	<b>97.9%</b>	<b>100.0%</b>	97.9%	97.6%	100.0%	97.6%	97.3%	100.0%	
		Change from prior year	0.3%	0.3%	0.0%	0.3%	0.3%	0.0%	0.4%	0.5%	0.0%
Percent of Original		<b>96.7%</b>	<b>96.1%</b>	<b>100.3%</b>	95.9%	95.2%	100.0%	95.3%	94.7%	100.1%	
		Change from prior year	0.8%	0.9%	0.3%	0.6%	0.5%	-0.1%	0.5%	0.7%	0.1%

# YEAR-TO-DATE STATISTICS

**SUMMARY >>**

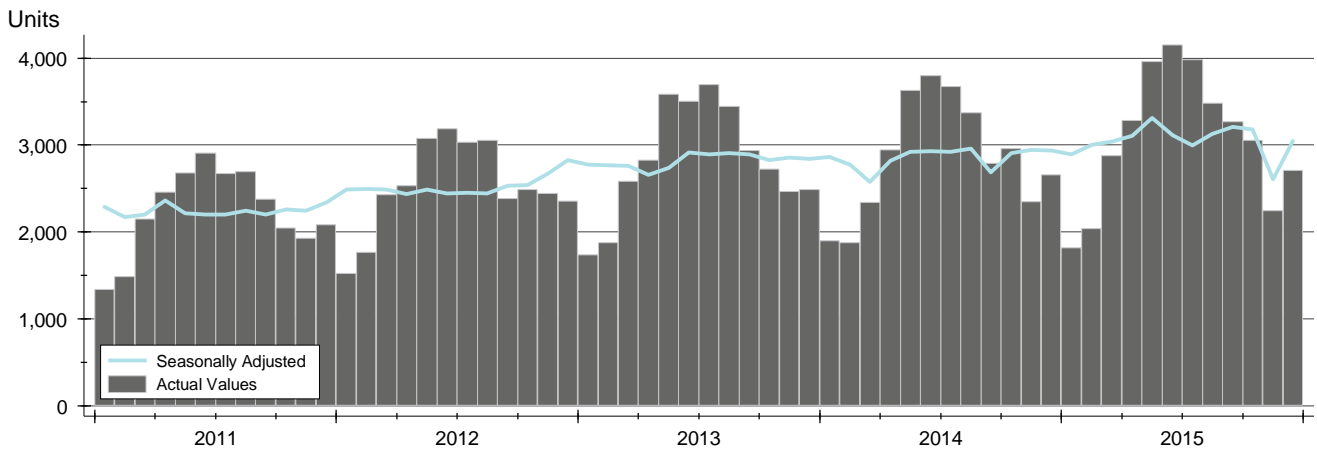
**ENTIRE STATE OF KANSAS  
YTD BREAKDOWNS BY HOME TYPE  
AS OF 1/15/2016**

Year-to-Date Activity		2015			2014			2013		
By Property Type		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		<b>36,870</b>	<b>34,277</b>	<b>2,593</b>	34,295	31,908	2,387	33,865	31,509	2,356
Change from prior year		7.5%	7.4%	8.6%	1.3%	1.3%	1.3%	11.9%	11.6%	16.3%
New Listings		<b>53,306</b>	<b>50,139</b>	<b>3,167</b>	52,436	49,567	2,869	52,499	49,604	2,895
Change from prior year		1.7%	1.2%	10.4%	-0.1%	-0.1%	-0.9%	3.0%	2.6%	10.5%
Contracts Written		<b>36,808</b>	<b>34,179</b>	<b>2,629</b>	33,920	31,580	2,340	33,459	31,040	2,419
Change from prior year		8.5%	8.2%	12.4%	1.4%	1.7%	-3.3%	10.2%	10.4%	8.4%
Sales Volume (1,000s)		<b>6,926,972</b>	<b>5,997,648</b>	<b>929,324</b>	6,124,807	5,292,497	832,309	5,846,700	5,060,249	786,452
Change from prior year		13.1%	13.3%	11.7%	4.8%	4.6%	5.8%	19.4%	18.4%	25.9%
Average	Sale Price	<b>187,876</b>	<b>174,976</b>	<b>358,397</b>	178,602	165,878	348,684	172,652	160,602	333,808
	Change from prior year	5.2%	5.5%	2.8%	3.4%	3.3%	4.5%	6.7%	6.1%	8.2%
	Days on Market	<b>70</b>	<b>66</b>	<b>122</b>	75	73	108	80	79	102
	Change from prior year	-7.6%	-10.0%	12.9%	-6.1%	-7.3%	5.6%	-14.3%	-14.0%	-18.4%
Median	Percent of List	<b>97.2%</b>	<b>96.9%</b>	<b>101.4%</b>	96.8%	96.4%	101.6%	96.6%	96.2%	101.4%
	Change from prior year	0.4%	0.5%	-0.3%	0.2%	0.1%	0.3%	0.8%	0.8%	0.6%
	Percent of Original	<b>94.7%</b>	<b>94.2%</b>	<b>101.4%</b>	94.1%	93.5%	101.9%	93.6%	93.0%	101.8%
	Change from prior year	0.7%	0.8%	-0.5%	0.5%	0.5%	0.2%	1.9%	1.9%	1.3%
Median	Sale Price	<b>155,000</b>	<b>147,500</b>	<b>322,950</b>	146,000	138,500	310,091	143,000	135,000	297,747
	Change from prior year	6.2%	6.5%	4.1%	2.1%	2.6%	4.1%	5.9%	4.7%	9.0%
	Days on Market	<b>39</b>	<b>38</b>	<b>70</b>	44	44	61	49	49	53
	Change from prior year	-11.4%	-13.6%	14.8%	-10.2%	-10.2%	15.1%	-15.5%	-15.5%	-26.4%
Median	Percent of List	<b>98.4%</b>	<b>98.1%</b>	<b>100.0%</b>	98.0%	97.8%	100.0%	97.9%	97.6%	100.0%
	Change from prior year	0.4%	0.3%	0.0%	0.2%	0.2%	0.0%	0.6%	0.6%	0.0%
	Percent of Original	<b>97.1%</b>	<b>96.7%</b>	<b>100.0%</b>	96.6%	96.1%	100.2%	96.2%	95.7%	100.4%
	Change from prior year	0.5%	0.6%	-0.2%	0.4%	0.4%	-0.2%	1.4%	1.4%	0.4%

# SOLD LISTINGS ANALYSIS

**ENTIRE STATE OF KANSAS  
ALL HOMES  
AS OF 1/15/2016**

**HISTORY >>**



**SUMMARY >>**

Summary Statistics for Sold Listings		December			Year-to-Date		
		2015	2014	Change	2015	2014	Change
Sold Listings		<b>2,712</b>	2,657	2.1%	<b>36,870</b>	34,295	7.5%
Volume (1,000s)		<b>501,777</b>	529,888	-5.3%	<b>6,926,972</b>	6,124,807	13.1%
Average	Sale Price	<b>185,021</b>	199,431	-7.2%	<b>187,876</b>	178,602	5.2%
	Days on Market	<b>70</b>	76	-8.7%	<b>70</b>	75	-7.6%
	Percent of List	<b>96.8%</b>	96.5%	0.3%	<b>97.2%</b>	96.8%	0.4%
	Percent of Original	<b>93.9%</b>	93.4%	0.5%	<b>94.7%</b>	94.1%	0.7%
Median	Sale Price	<b>155,000</b>	146,900	5.5%	<b>155,000</b>	146,000	6.2%
	Days on Market	<b>42</b>	48	-12.5%	<b>39</b>	44	-11.4%
	Percent of List	<b>98.2%</b>	97.9%	0.3%	<b>98.4%</b>	98.0%	0.4%
	Percent of Original	<b>96.7%</b>	95.9%	0.8%	<b>97.1%</b>	96.6%	0.5%

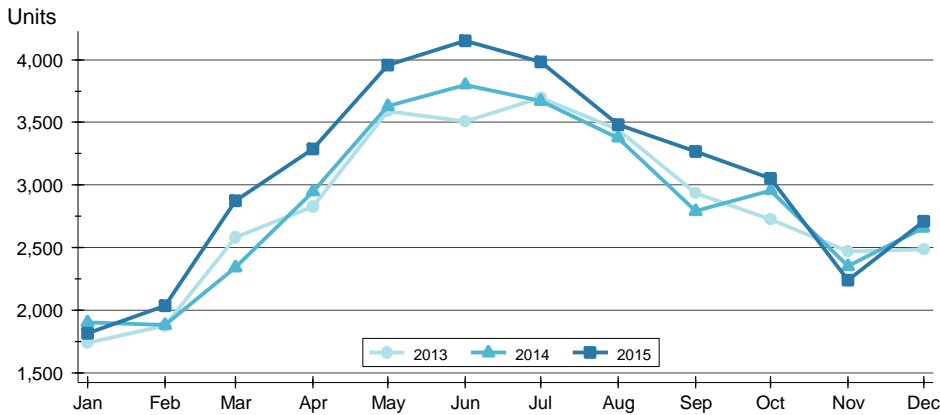
A total of 2,712 homes sold in the state of Kansas in December, up from 2,657 units in December 2014. Total sales volume fell to \$501.8 million compared to \$529.9 million in the previous year.

The median sales price in December was \$155,000, up 5.5% compared to the prior year. Median days on market was 42 days, up from 40 days in November, but down from 48 in December 2014.

**SOLD LISTINGS ANALYSIS**

**ENTIRE STATE OF KANSAS  
ALL HOMES  
AS OF 1/15/2016**

**BY MONTH** »



Month	2013	2014	2015
January	1,736	1,901	1,817
February	1,876	1,880	2,036
March	2,582	2,341	2,875
April	2,827	2,945	3,287
May	3,588	3,629	3,960
June	3,506	3,801	4,152
July	3,695	3,670	3,984
August	3,442	3,375	3,484
September	2,936	2,790	3,269
October	2,723	2,956	3,053
November	2,467	2,350	2,241
December	2,487	2,657	2,712

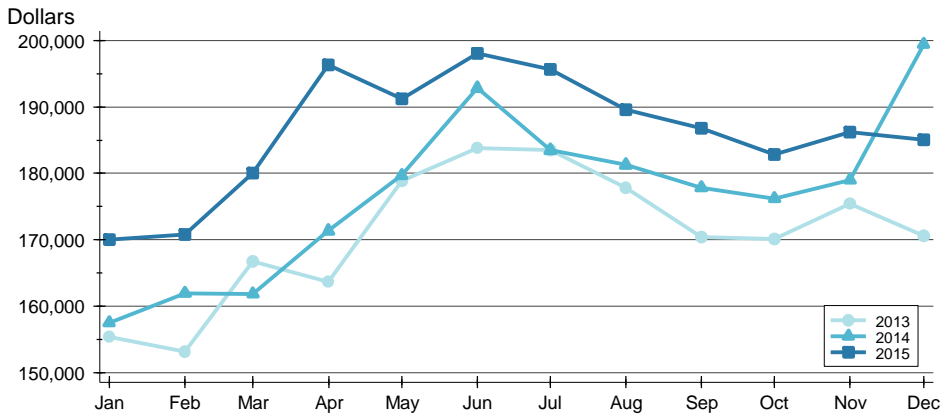
**BY PRICE RANGE** »

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	92	3.4%	1,478	16,068	17,151	106	75	80.4%	83.5%	68.9%	70.0%
\$25,000-\$49,999	202	7.4%	7,375	36,510	35,500	86	48	93.6%	94.5%	86.2%	86.4%
\$50,000-\$99,999	445	16.4%	33,535	75,359	75,000	71	44	95.6%	97.0%	92.0%	93.9%
\$100,000-\$124,999	232	8.6%	26,121	112,590	113,700	68	46	96.8%	97.3%	94.2%	95.5%
\$125,000-\$149,999	331	12.2%	45,226	136,635	135,900	62	38	97.9%	98.6%	95.0%	97.0%
\$150,000-\$174,999	270	10.0%	43,711	161,892	161,250	57	42	97.8%	98.3%	96.1%	97.0%
\$175,000-\$199,999	244	9.0%	45,389	186,020	185,000	49	36	98.4%	98.9%	96.7%	97.8%
\$200,000-\$249,999	312	11.5%	69,899	224,035	224,925	59	32	98.2%	98.7%	96.1%	97.6%
\$250,000-\$299,999	184	6.8%	49,887	271,123	269,950	59	33	98.4%	98.7%	97.3%	98.1%
\$300,000 and up	400	14.7%	179,157	447,892	389,565	93	48	98.8%	99.0%	97.1%	98.2%
All price ranges	2,712	100.0%	501,777	185,021	155,000	70	42	96.8%	98.2%	93.9%	96.7%

**SOLD LISTINGS ANALYSIS**

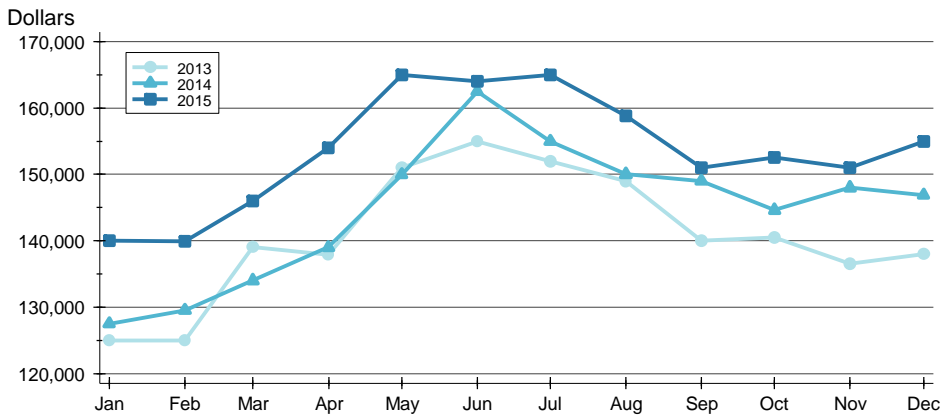
**ENTIRE STATE OF KANSAS  
ALL HOMES  
AS OF 1/15/2016**

**AVERAGE PRICE** >>



Month	2013	2014	2015
January	155,309	157,487	170,054
February	153,183	161,908	170,743
March	166,777	161,853	180,049
April	163,683	171,322	196,322
May	178,864	179,709	191,183
June	183,799	192,852	198,071
July	183,520	183,506	195,672
August	177,797	181,265	189,614
September	170,352	177,828	186,782
October	170,063	176,185	182,825
November	175,421	179,011	186,177
December	170,595	199,431	185,021

**MEDIAN PRICE** >>

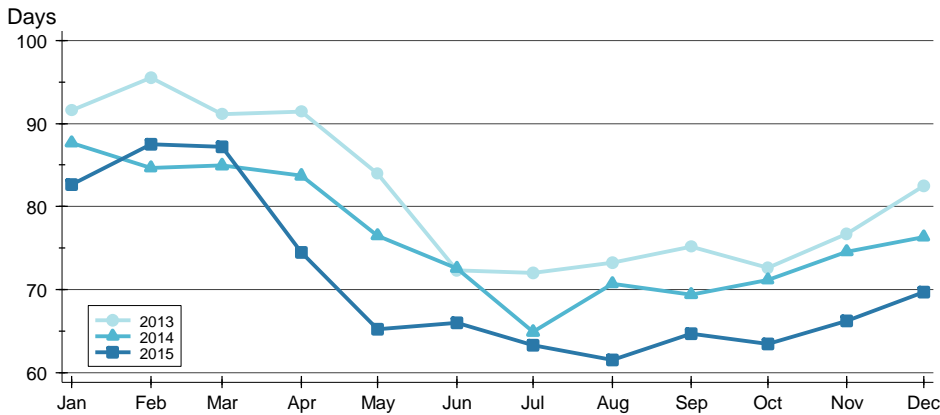


Month	2013	2014	2015
January	125,000	127,500	140,000
February	125,000	129,500	139,900
March	139,000	134,000	146,000
April	137,900	139,000	154,000
May	151,000	149,950	165,000
June	155,000	162,500	164,000
July	152,000	155,000	165,000
August	149,000	150,000	158,775
September	140,000	149,000	151,000
October	140,500	144,628	152,500
November	136,500	148,000	151,000
December	138,000	146,900	155,000

**SOLD LISTINGS ANALYSIS**

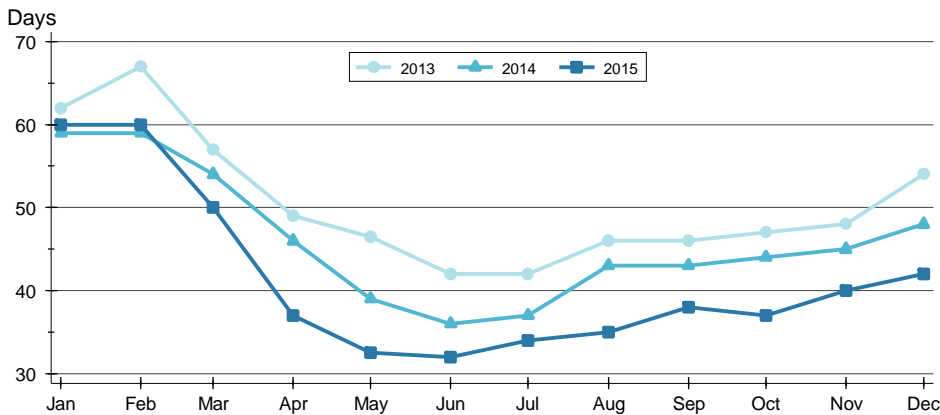
**ENTIRE STATE OF KANSAS  
ALL HOMES  
AS OF 1/15/2016**

**AVERAGE DOM** >>



Month	2013	2014	2015
January	92	88	83
February	96	85	88
March	91	85	87
April	91	84	74
May	84	76	65
June	72	73	66
July	72	65	63
August	73	71	61
September	75	69	65
October	73	71	63
November	77	75	66
December	82	76	70

**MEDIAN DOM** >>



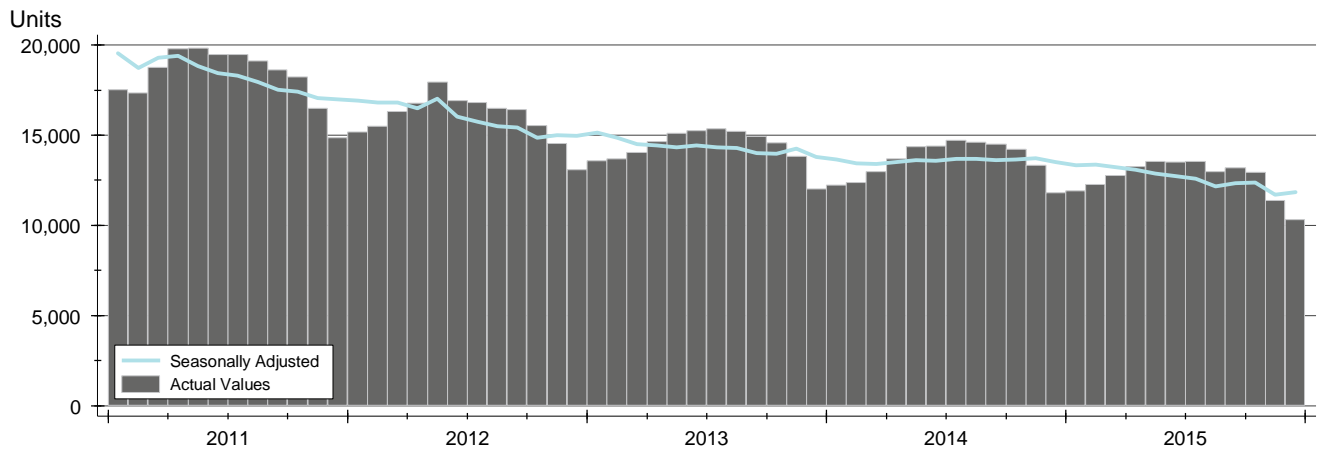
Month	2013	2014	2015
January	62	59	60
February	67	59	60
March	57	54	50
April	49	46	37
May	47	39	33
June	42	36	32
July	42	37	34
August	46	43	35
September	46	43	38
October	47	44	37
November	48	45	40
December	54	48	42



# ACTIVE LISTINGS ANALYSIS

HISTORY >>

ENTIRE STATE OF KANSAS  
ALL HOMES  
AS OF 1/15/2016



SUMMARY >>

Summary Statistics for Active Listings		End of December		
		2015	2014	Change
Active Listings		<b>10,333</b>	11,802	-12.4%
Months' Supply		<b>3.8</b>	4.4	-14.2%
Volume (1,000s)		<b>2,283,365</b>	2,400,751	-4.9%
Average	List Price	<b>220,978</b>	203,419	8.6%
	Days on Market	<b>128</b>	130	-1.2%
	Percent of Original	<b>97.1%</b>	97.2%	0.0%
Median	List Price	<b>145,000</b>	139,900	3.6%
	Days on Market	<b>88</b>	93	-5.4%
	Percent of Original	<b>100.0%</b>	100.0%	0.0%

A total of 10,333 homes were available for sale in the state of Kansas at the end of December. This represents a 3.8 months' supply of active listings.

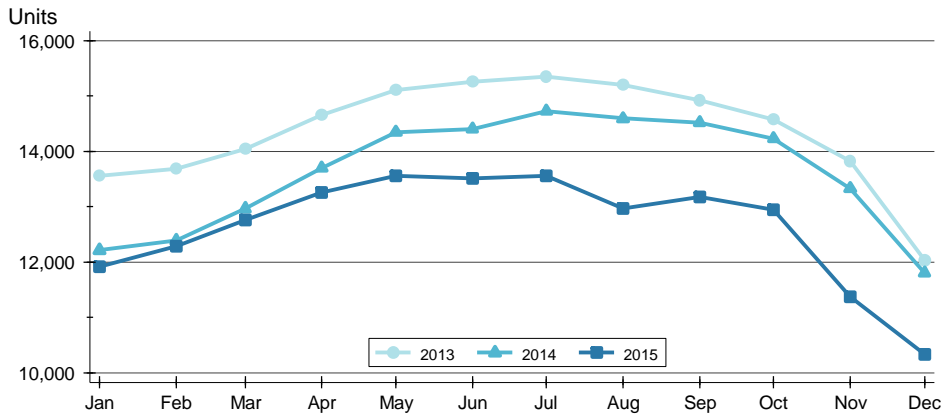
The median list price of homes on the market at the end of December was \$145,000, up 3.6% from 2014. The typical time on market for active listings was 88 days, down from 93 days a year earlier.



# ACTIVE LISTINGS ANALYSIS

**ENTIRE STATE OF KANSAS  
ALL HOMES  
AS OF 1/15/2016**

**BY MONTH** >>



Month	2013	2014	2015
January	13,564	12,215	11,914
February	13,690	12,385	12,281
March	14,044	12,965	12,762
April	14,658	13,699	13,261
May	15,111	14,347	13,558
June	15,255	14,409	13,518
July	15,349	14,732	13,559
August	15,205	14,595	12,966
September	14,924	14,519	13,177
October	14,576	14,232	12,942
November	13,824	13,329	11,372
December	12,035	11,802	10,333

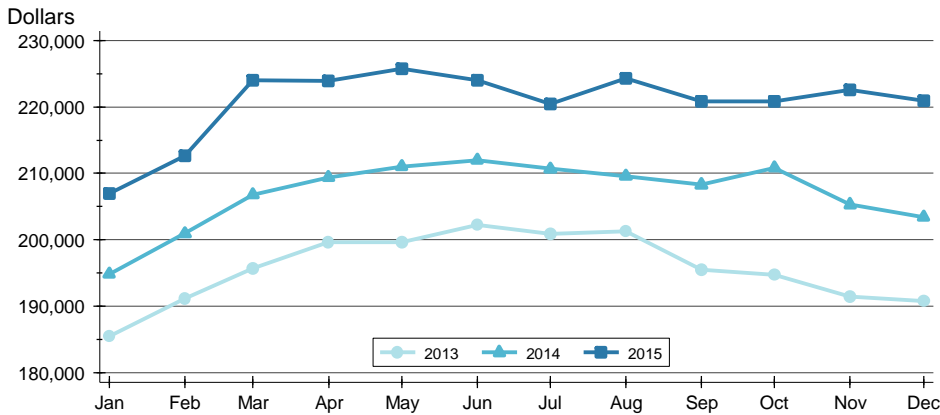
**BY PRICE RANGE** >>

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	269	2.6%	3,956	2.9	14,707	16,000	117	70	90.4%	100.0%
\$25,000-\$49,999	870	8.4%	34,013	4.3	39,095	39,900	121	80	94.1%	100.0%
\$50,000-\$99,999	2,484	24.0%	185,771	5.6	74,787	74,900	132	88	96.3%	100.0%
\$100,000-\$124,999	759	7.3%	86,456	3.3	113,908	115,000	117	82	97.1%	100.0%
\$125,000-\$149,999	941	9.1%	129,134	2.8	137,231	136,000	106	74	97.5%	100.0%
\$150,000-\$174,999	637	6.2%	103,381	2.4	162,293	161,200	99	77	98.1%	100.0%
\$175,000-\$199,999	644	6.2%	120,965	2.6	187,834	189,000	112	80	98.1%	100.0%
\$200,000-\$249,999	833	8.1%	188,657	2.7	226,480	225,000	117	83	98.5%	100.0%
\$250,000-\$299,999	683	6.6%	187,975	3.7	275,219	274,950	120	84	98.3%	100.0%
\$300,000 and up	2,196	21.3%	1,239,300	5.5	564,344	428,425	163	112	98.6%	100.0%
All price ranges	10,333	100.0%	2,283,365	3.8	220,978	145,000	128	88	97.1%	100.0%

**ACTIVE LISTINGS ANALYSIS**

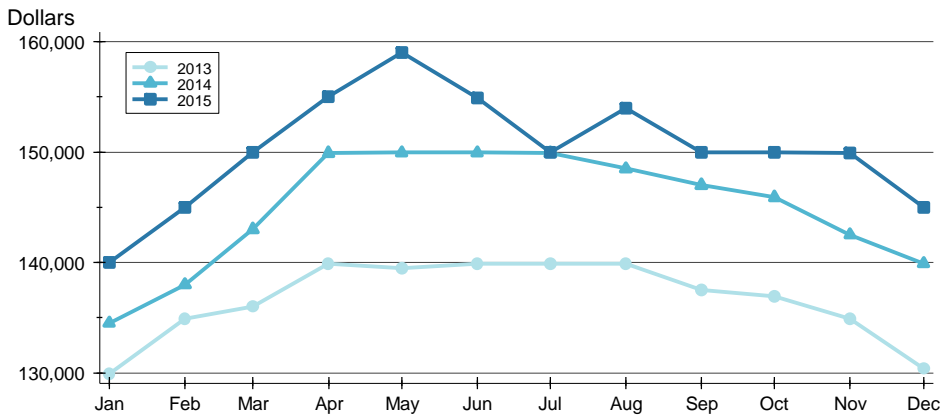
**ENTIRE STATE OF KANSAS  
ALL HOMES  
AS OF 1/15/2016**

**AVERAGE PRICE** »



Month	2013	2014	2015
January	185,419	194,853	206,961
February	191,090	200,931	212,601
March	195,696	206,758	223,990
April	199,644	209,388	223,898
May	199,638	211,043	225,786
June	202,230	212,019	224,043
July	200,892	210,669	220,470
August	201,225	209,606	224,326
September	195,472	208,291	220,864
October	194,686	210,813	220,851
November	191,414	205,303	222,534
December	190,772	203,419	220,978

**MEDIAN PRICE** »

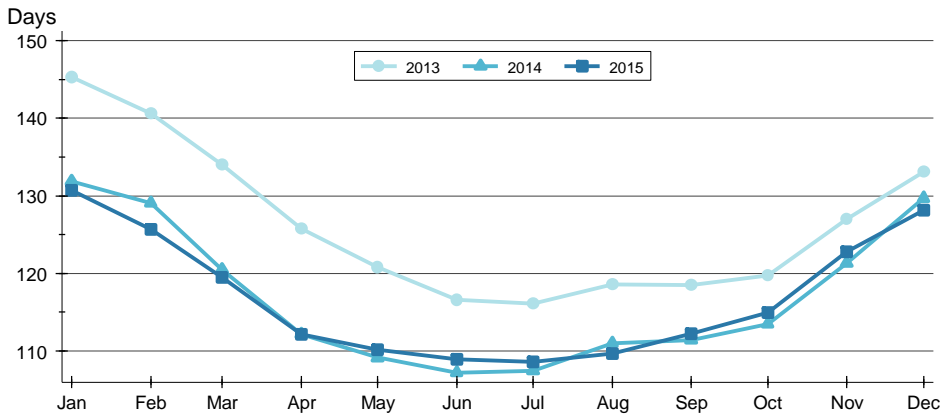


Month	2013	2014	2015
January	129,950	134,500	140,000
February	134,900	138,000	145,000
March	136,000	143,000	150,000
April	139,900	149,900	155,000
May	139,500	149,950	159,000
June	139,900	149,950	154,900
July	139,900	149,900	150,000
August	139,900	148,500	153,950
September	137,500	147,000	150,000
October	136,950	145,900	150,000
November	134,900	142,500	149,900
December	130,400	139,900	145,000

**ACTIVE LISTINGS ANALYSIS**

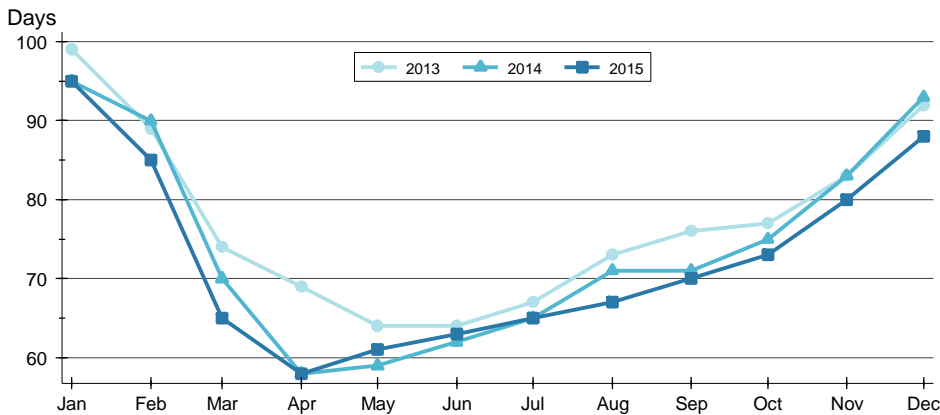
**ENTIRE STATE OF KANSAS  
ALL HOMES  
AS OF 1/15/2016**

**AVERAGE DOM** >>



Month	2013	2014	2015
January	145	132	131
February	141	129	126
March	134	120	119
April	126	112	112
May	121	109	110
June	117	107	109
July	116	107	109
August	119	111	110
September	119	111	112
October	120	113	115
November	127	121	123
December	133	130	128

**MEDIAN DOM** >>

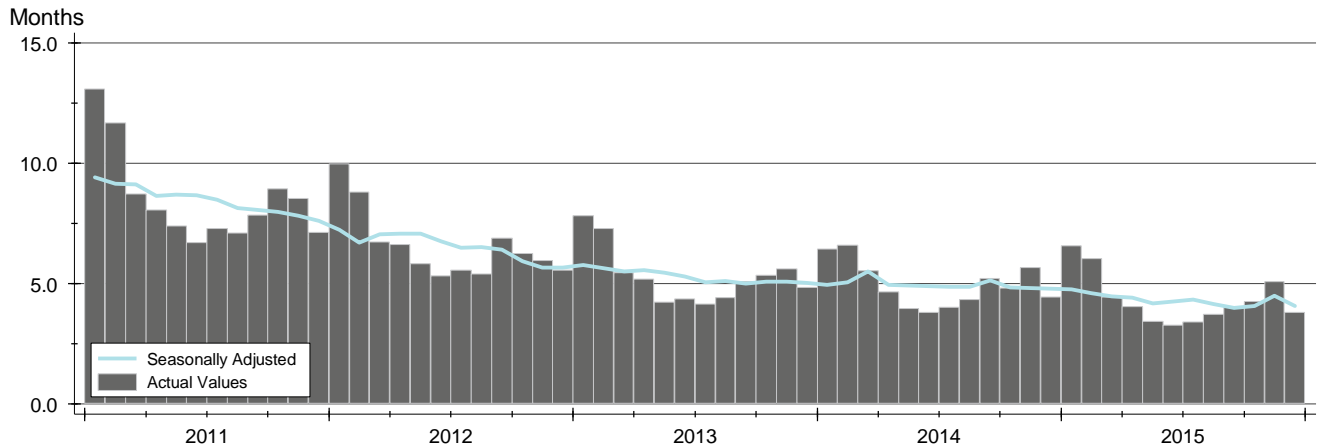


Month	2013	2014	2015
January	99	95	95
February	89	90	85
March	74	70	65
April	69	58	58
May	64	59	61
June	64	62	63
July	67	65	65
August	73	71	67
September	76	71	70
October	77	75	73
November	83	83	80
December	92	93	88

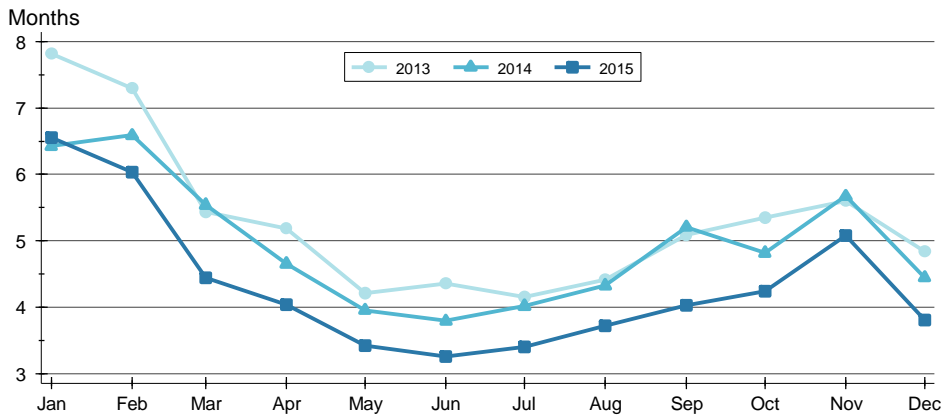
# MONTHS' SUPPLY ANALYSIS

ENTIRE STATE OF KANSAS  
ALL HOMES  
AS OF 1/15/2016

HISTORY >>



BY MONTH >>

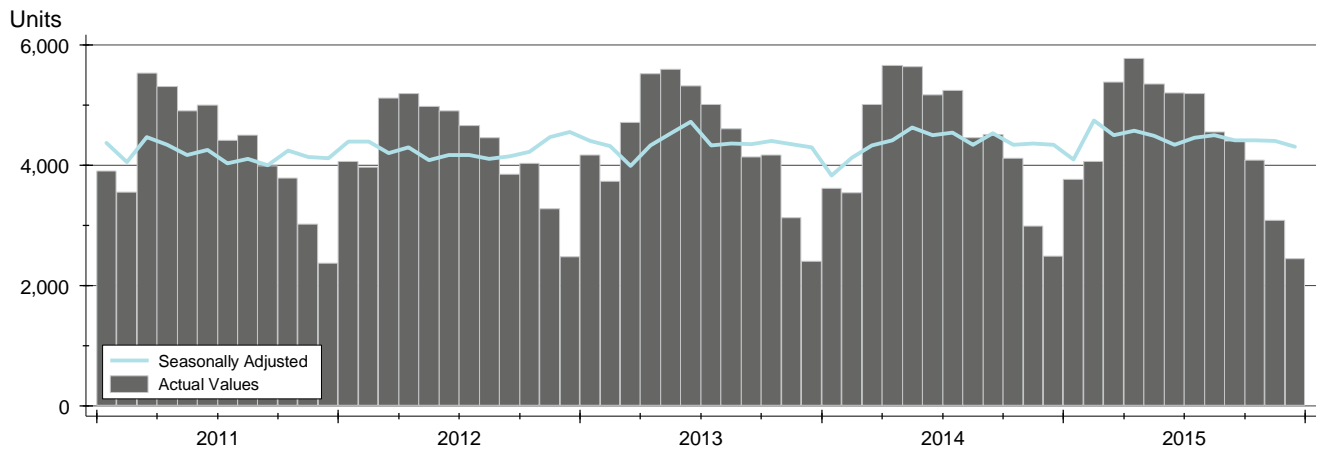


Month	2013	2014	2015
January	7.8	6.4	6.6
February	7.3	6.6	6.0
March	5.4	5.5	4.4
April	5.2	4.7	4.0
May	4.2	4.0	3.4
June	4.4	3.8	3.3
July	4.2	4.0	3.4
August	4.4	4.3	3.7
September	5.1	5.2	4.0
October	5.4	4.8	4.2
November	5.6	5.7	5.1
December	4.8	4.4	3.8

# NEW LISTINGS ANALYSIS

**HISTORY** >>

**ENTIRE STATE OF KANSAS  
ALL HOMES  
AS OF 1/15/2016**



**SUMMARY** >>

Summary Statistics for New Listings		December		
		2015	2014	Change
Current Month	New Listings	<b>2,450</b>	2,486	-1.4%
	Volume (1,000s)	<b>452,502</b>	416,832	8.6%
	Average List Price	<b>184,695</b>	167,672	10.2%
	Median List Price	<b>139,900</b>	129,900	7.7%
YTD	New Listings	<b>53,306</b>	52,436	1.7%
	Volume (1,000s)	<b>#####</b>	9,854,362	5.9%
	Average List Price	<b>195,812</b>	187,931	4.2%
	Median List Price	<b>154,900</b>	145,000	6.8%

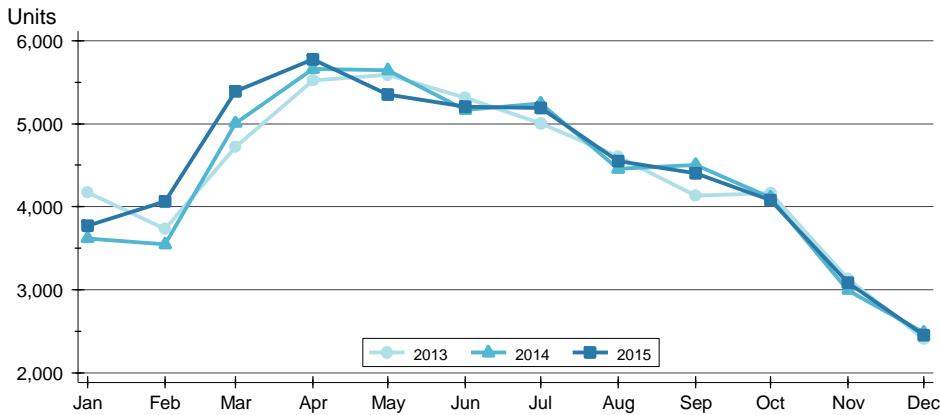
A total of 2,450 new listings were added in the state of Kansas during December, down 1.4% from the same month in 2014. Year-to-date the state of Kansas has seen 53,306 new listings.

The median list price of these homes was \$139,900 up from \$129,900 in 2014.

**NEW LISTINGS ANALYSIS**

**ENTIRE STATE OF KANSAS  
ALL HOMES  
AS OF 1/15/2016**

**BY MONTH** »



Month	2013	2014	2015
January	4,169	3,618	3,767
February	3,735	3,544	4,062
March	4,717	5,007	5,388
April	5,524	5,659	5,774
May	5,591	5,644	5,354
June	5,317	5,166	5,204
July	5,006	5,246	5,191
August	4,606	4,455	4,549
September	4,133	4,506	4,406
October	4,165	4,113	4,080
November	3,129	2,992	3,081
December	2,407	2,486	2,450

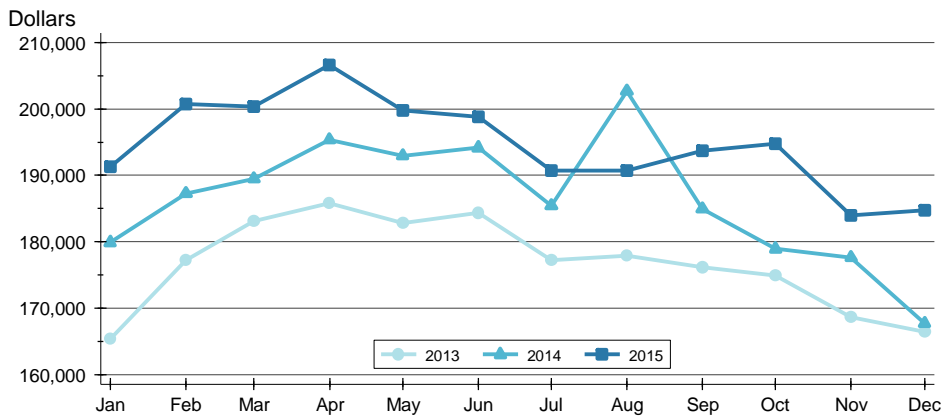
**BY PRICE RANGE** »

Price Range	New Listings			List Price	
	Number	Percent	Volume	Average	Median
Below \$25,000	101	4.1%	1,309	12,959	14,500
\$25,000-\$49,999	248	10.1%	9,714	39,170	39,900
\$50,000-\$99,999	537	21.9%	39,969	74,429	74,900
\$100,000-\$124,999	194	7.9%	22,208	114,476	115,000
\$125,000-\$149,999	257	10.5%	35,550	138,329	139,900
\$150,000-\$174,999	190	7.8%	30,899	162,627	163,000
\$175,000-\$199,999	170	6.9%	32,045	188,501	189,000
\$200,000-\$249,999	214	8.7%	47,941	224,025	224,900
\$250,000-\$299,999	159	6.5%	43,974	276,564	275,000
\$300,000 and up	362	14.8%	185,568	512,618	412,744
All price ranges	2,450	100.0%	452,502	184,695	139,900

**NEW LISTINGS ANALYSIS**

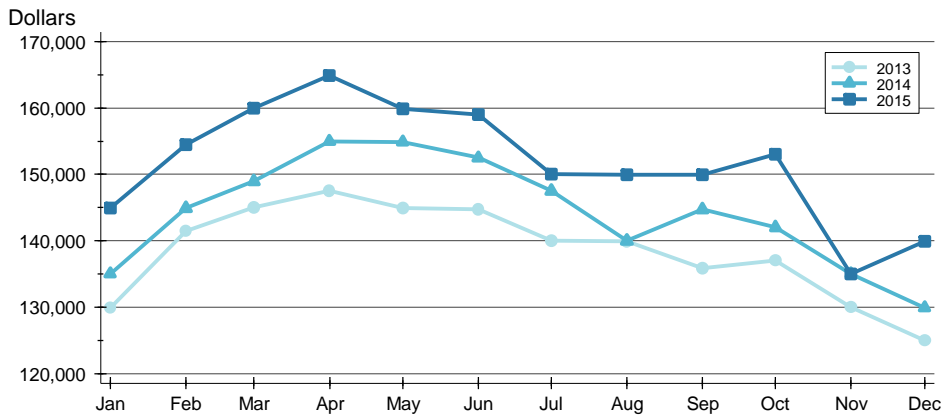
**ENTIRE STATE OF KANSAS  
ALL HOMES  
AS OF 1/15/2016**

**AVERAGE PRICE** >>



Month	2013	2014	2015
January	165,384	179,886	191,254
February	177,235	187,284	200,719
March	183,109	189,464	200,355
April	185,812	195,344	206,621
May	182,771	192,963	199,783
June	184,323	194,173	198,799
July	177,250	185,437	190,733
August	177,893	202,720	190,735
September	176,107	184,978	193,731
October	174,892	178,923	194,731
November	168,671	177,627	183,931
December	166,373	167,672	184,695

**MEDIAN PRICE** >>



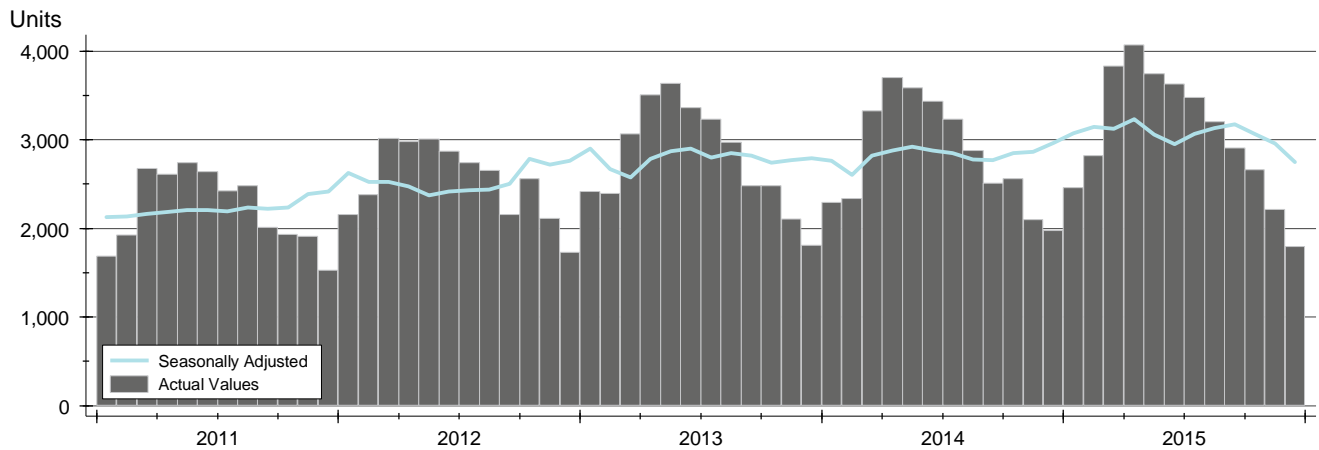
Month	2013	2014	2015
January	129,900	135,000	144,900
February	141,500	144,900	154,500
March	145,000	148,950	160,000
April	147,500	155,000	164,900
May	144,900	154,900	159,900
June	144,700	152,500	159,000
July	140,000	147,500	150,000
August	139,950	140,000	149,900
September	135,900	144,700	149,900
October	137,000	142,000	153,000
November	130,000	135,000	135,000
December	124,925	129,900	139,900



# CONTRACTS WRITTEN ANALYSIS

**ENTIRE STATE OF KANSAS  
ALL HOMES  
AS OF 1/15/2016**

**HISTORY >>**



**SUMMARY >>**

Summary Statistics for Contracts Written		December			Year-to-Date		
		2015	2014	Change	2015	2014	Change
Contracts Written		<b>1,796</b>	1,972	-8.9%	<b>36,808</b>	33,920	8.5%
Volume (1,000s)		<b>319,645</b>	349,495	-8.5%	<b>7,107,044</b>	6,261,905	13.5%
Average	List Price	<b>177,976</b>	177,229	0.4%	<b>193,084</b>	184,608	4.6%
	Days on Market	<b>71</b>	84	-14.9%	<b>68</b>	74	-8.7%
	Percent of Original	<b>94.6%</b>	92.2%	2.6%	<b>94.9%</b>	94.1%	0.9%
Median	List Price	<b>140,990</b>	145,000	-2.8%	<b>159,900</b>	150,000	6.6%
	Days on Market	<b>44</b>	60	-26.7%	<b>37</b>	44	-15.9%
	Percent of Original	<b>100.0%</b>	95.0%	5.3%	<b>97.3%</b>	96.6%	0.7%

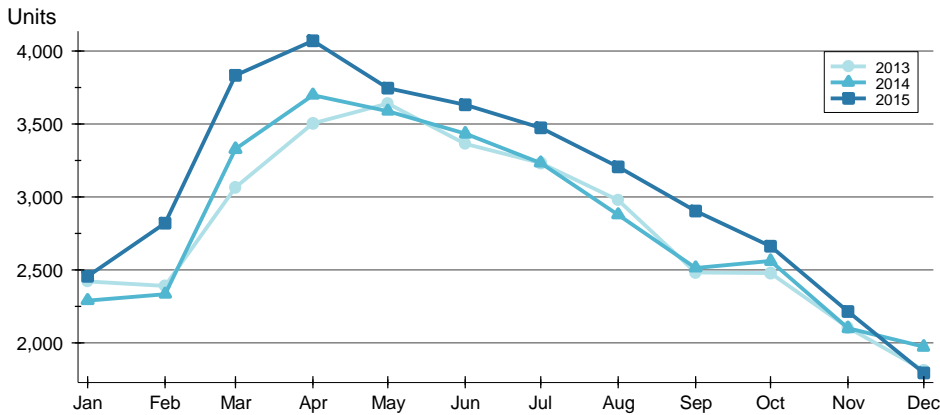
A total of 1,796 contracts for sale were written in the state of Kansas during the month of December, down from 1,972 in 2014. The median list price of these homes was \$140,990, down from \$145,000 the prior year.

Half of the homes that went under contract in December were on the market less than 44 days, compared to 60 days in December 2014.

**CONTRACTS WRITTEN ANALYSIS**

**ENTIRE STATE OF KANSAS  
ALL HOMES  
AS OF 1/15/2016**

**BY MONTH** >>



Month	2013	2014	2015
January	2,419	2,291	2,457
February	2,392	2,333	2,819
March	3,063	3,327	3,830
April	3,504	3,697	4,068
May	3,637	3,588	3,746
June	3,361	3,431	3,632
July	3,231	3,232	3,474
August	2,975	2,877	3,205
September	2,484	2,513	2,904
October	2,478	2,559	2,661
November	2,104	2,100	2,216
December	1,811	1,972	1,796

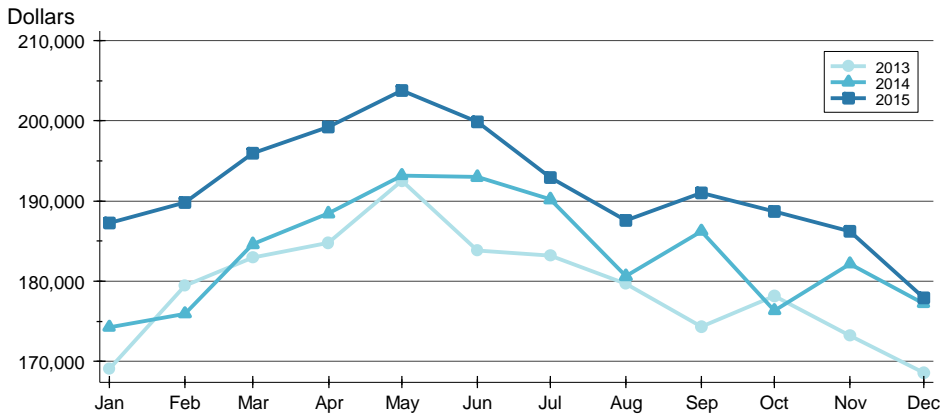
**BY PRICE RANGE** >>

Price Range	Contracts Written			List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median
Below \$25,000	59	3.3%	973	16,484	16,500	84	63	79.6%	71.4%
\$25,000-\$49,999	174	9.7%	6,558	37,690	37,950	81	50	84.5%	87.1%
\$50,000-\$99,999	356	19.8%	26,487	74,402	75,000	81	52	93.4%	98.1%
\$100,000-\$124,999	168	9.4%	18,999	113,087	114,000	66	41	96.1%	100.0%
\$125,000-\$149,999	174	9.7%	24,005	137,962	139,000	61	42	96.3%	100.0%
\$150,000-\$174,999	153	8.5%	24,844	162,376	160,000	52	27	97.7%	100.0%
\$175,000-\$199,999	134	7.5%	25,021	186,727	185,000	63	41	97.1%	100.0%
\$200,000-\$249,999	181	10.1%	40,870	225,799	225,000	67	40	97.6%	100.0%
\$250,000-\$299,999	104	5.8%	28,466	273,709	269,975	62	38	98.2%	100.0%
\$300,000 and up	242	13.5%	114,346	472,503	418,000	86	48	97.8%	100.0%
All price ranges	1,796	100.0%	319,645	177,976	140,990	71	44	94.6%	100.0%

**CONTRACTS WRITTEN ANALYSIS**

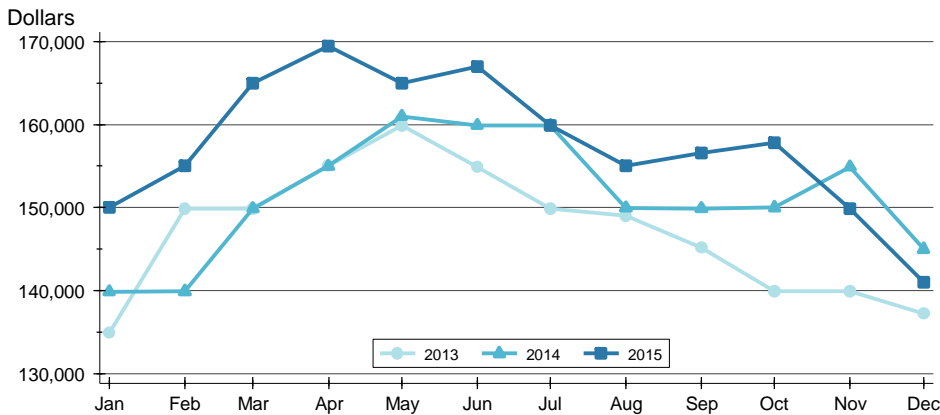
**ENTIRE STATE OF KANSAS  
ALL HOMES  
AS OF 1/15/2016**

**AVERAGE PRICE** >>



Month	2013	2014	2015
January	169,123	174,284	187,268
February	179,420	175,973	189,857
March	182,935	184,626	195,961
April	184,832	188,447	199,245
May	192,557	193,196	203,813
June	183,815	193,007	199,856
July	183,239	190,207	192,973
August	179,699	180,628	187,573
September	174,328	186,272	190,986
October	178,202	176,355	188,738
November	173,218	182,188	186,196
December	168,643	177,229	177,976

**MEDIAN PRICE** >>

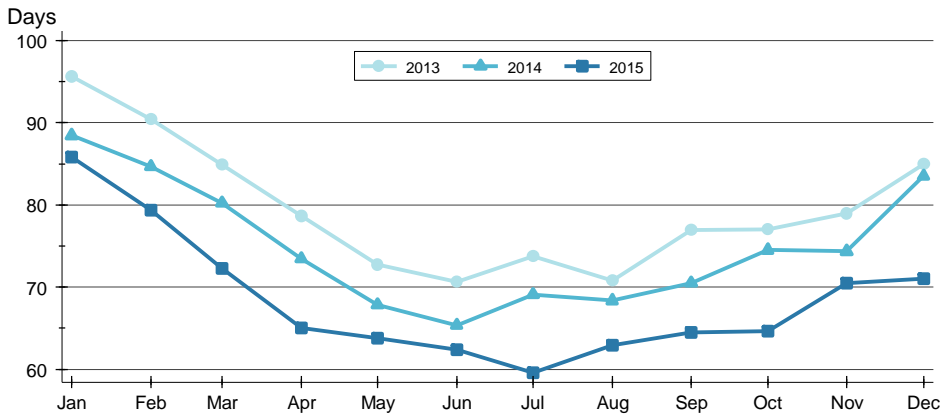


Month	2013	2014	2015
January	134,900	139,850	150,000
February	149,900	139,900	155,000
March	149,900	149,900	165,000
April	155,000	155,000	169,500
May	159,900	161,000	165,000
June	154,900	159,900	167,000
July	149,900	159,900	159,900
August	149,000	149,950	155,000
September	145,175	149,900	156,550
October	139,900	149,995	157,795
November	139,900	154,900	149,900
December	137,250	145,000	140,990

**CONTRACTS WRITTEN ANALYSIS**

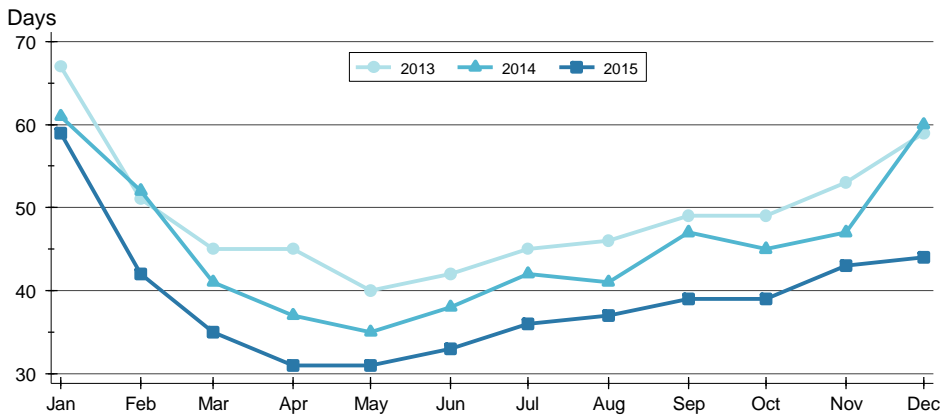
**ENTIRE STATE OF KANSAS  
ALL HOMES  
AS OF 1/15/2016**

**AVERAGE DOM** »



Month	2013	2014	2015
January	96	88	86
February	90	85	79
March	85	80	72
April	79	73	65
May	73	68	64
June	71	65	62
July	74	69	60
August	71	68	63
September	77	70	64
October	77	75	65
November	79	74	70
December	85	84	71

**MEDIAN DOM** »

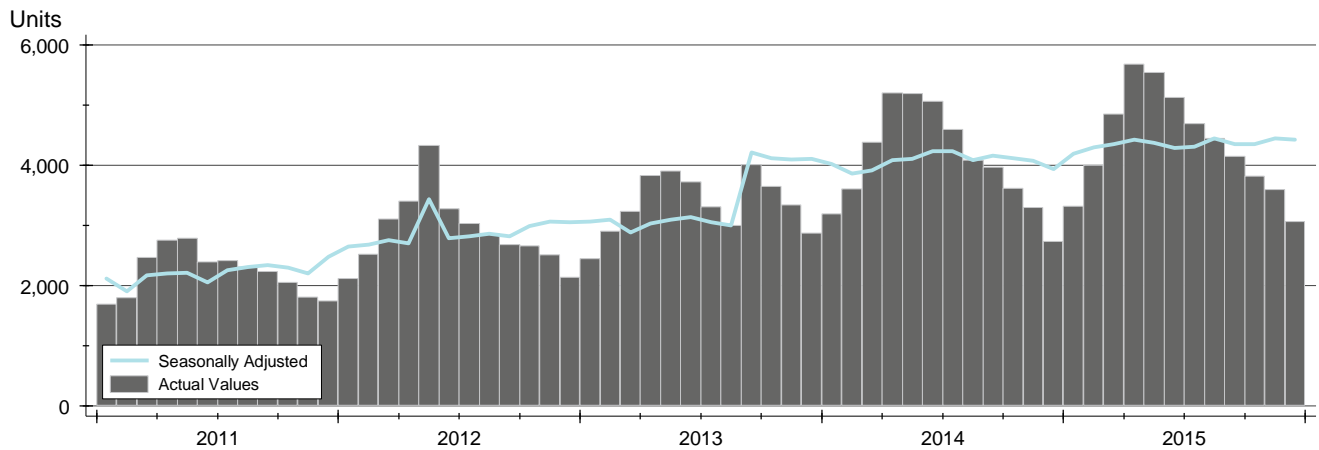


Month	2013	2014	2015
January	67	61	59
February	51	52	42
March	45	41	35
April	45	37	31
May	40	35	31
June	42	38	33
July	45	42	36
August	46	41	37
September	49	47	39
October	49	45	39
November	53	47	43
December	59	60	44

# PENDING CONTRACTS ANALYSIS

ENTIRE STATE OF KANSAS  
ALL HOMES  
AS OF 1/15/2016

HISTORY >>



SUMMARY >>

Summary Statistics for Pending Contracts		End of December		
		2015	2014	Change
Pending Contracts		<b>3,062</b>	2,730	12.2%
Volume (1,000s)		<b>651,629</b>	549,406	18.6%
Average	List Price	<b>212,812</b>	201,248	5.7%
	Days on Market	<b>70</b>	82	-14.6%
	Percent of Original	<b>97.0%</b>	96.7%	0.3%
Median	List Price	<b>159,900</b>	150,000	6.6%
	Days on Market	<b>35</b>	47	-25.5%
	Percent of Original	<b>100.0%</b>	100.0%	0.0%

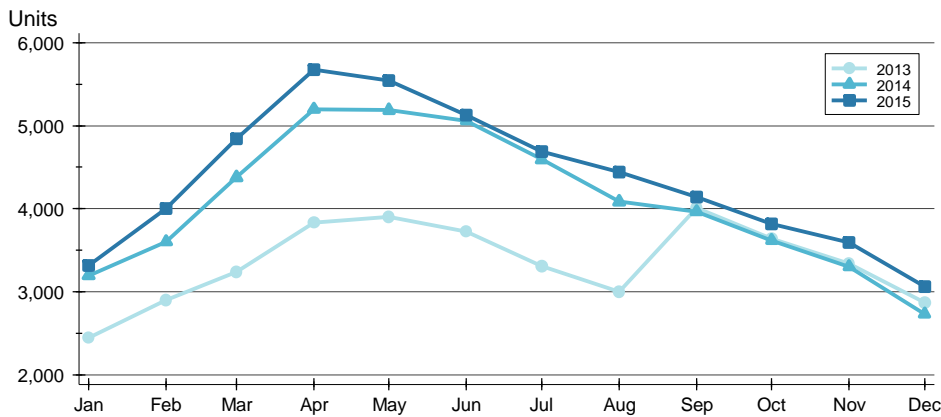
A total of 3,062 listings in the state of Kansas had contracts pending at the end of December, up from 2,730 contracts pending at the end of December 2014.

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 1/15/2016**



Month	2013	2014	2015
January	2,443	3,195	3,319
February	2,898	3,603	4,002
March	3,236	4,378	4,846
April	3,831	5,201	5,679
May	3,903	5,190	5,548
June	3,726	5,060	5,132
July	3,305	4,594	4,688
August	2,997	4,086	4,445
September	4,010	3,966	4,144
October	3,643	3,619	3,817
November	3,338	3,302	3,590
December	2,867	2,730	3,062

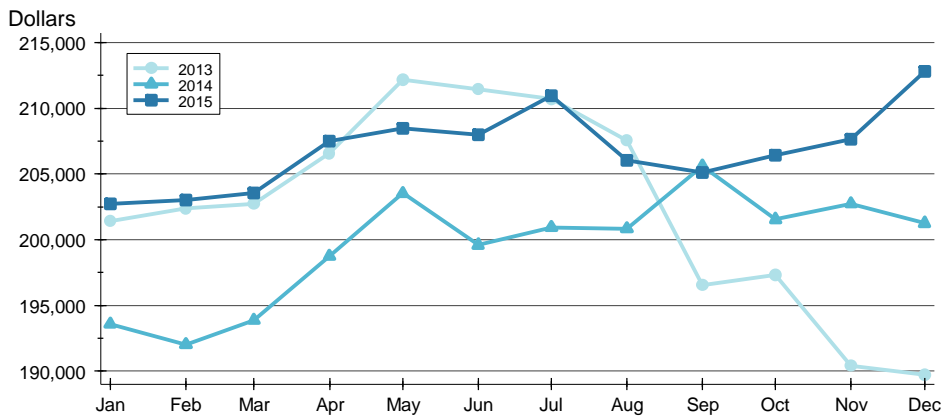
**BY PRICE RANGE** >>

Price Range	Contracts Pending			List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median
Below \$25,000	51	1.7%	880	17,263	19,500	79	48	86.5%	100.0%
\$25,000-\$49,999	179	5.8%	7,039	39,326	40,000	93	57	89.6%	100.0%
\$50,000-\$99,999	618	20.2%	47,346	76,611	78,000	81	50	95.5%	100.0%
\$100,000-\$124,999	263	8.6%	29,943	113,853	114,900	76	45	97.7%	100.0%
\$125,000-\$149,999	299	9.8%	41,137	137,583	137,500	58	37	97.6%	100.0%
\$150,000-\$174,999	257	8.4%	41,742	162,421	160,804	57	31	98.2%	100.0%
\$175,000-\$199,999	234	7.6%	43,748	186,959	185,000	69	38	97.7%	100.0%
\$200,000-\$249,999	285	9.3%	63,922	224,287	224,900	70	38	98.2%	100.0%
\$250,000-\$299,999	203	6.6%	55,646	274,116	274,000	63	33	98.6%	100.0%
\$300,000 and up	631	20.6%	311,288	493,324	431,650	63	2	99.1%	100.0%
All price ranges	3,062	100.0%	651,629	212,812	159,900	70	35	97.0%	100.0%

**PENDING CONTRACTS ANALYSIS**

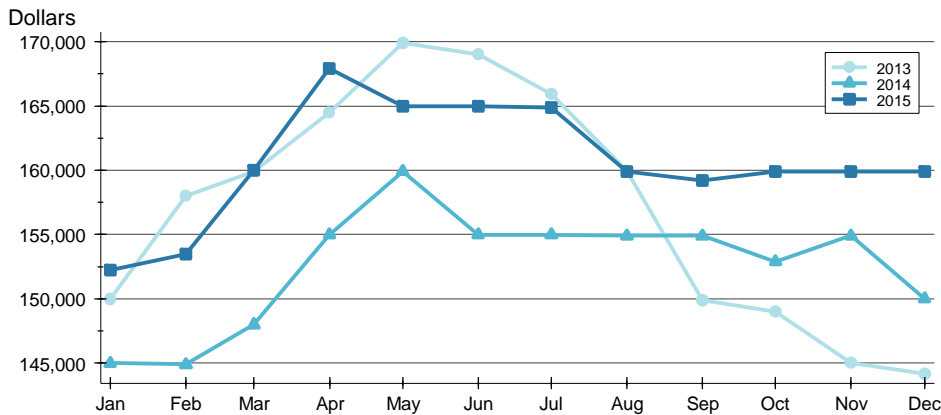
**ENTIRE STATE OF KANSAS  
ALL HOMES  
AS OF 1/15/2016**

**AVERAGE PRICE** >>



Month	2013	2014	2015
January	201,401	193,579	202,715
February	202,371	192,024	203,029
March	202,751	193,878	203,534
April	206,582	198,743	207,492
May	212,162	203,534	208,495
June	211,442	199,594	208,005
July	210,704	200,933	210,969
August	207,550	200,852	206,025
September	196,548	205,601	205,094
October	197,338	201,552	206,413
November	190,408	202,745	207,644
December	189,749	201,248	212,812

**MEDIAN PRICE** >>



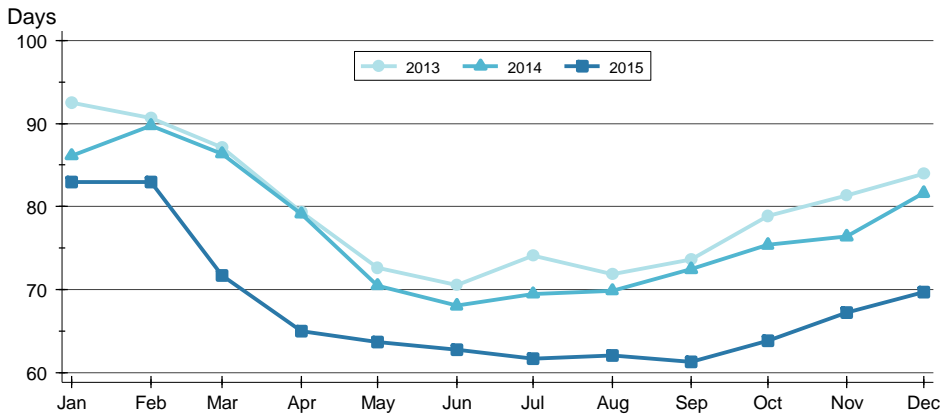
Month	2013	2014	2015
January	150,000	145,000	152,250
February	158,000	144,900	153,500
March	159,900	148,000	160,000
April	164,500	155,000	167,900
May	169,900	159,900	165,000
June	169,000	155,000	165,000
July	165,900	155,000	164,900
August	159,950	154,900	159,900
September	149,900	154,900	159,200
October	149,000	152,900	159,900
November	145,000	154,900	159,900
December	144,200	150,000	159,900



**PENDING CONTRACTS ANALYSIS**

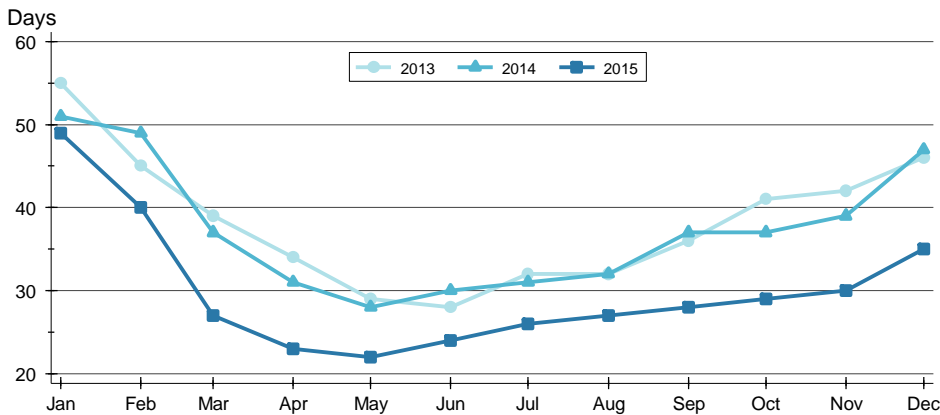
**ENTIRE STATE OF KANSAS  
ALL HOMES  
AS OF 1/15/2016**

**AVERAGE DOM** »



Month	2013	2014	2015
January	93	86	83
February	91	90	83
March	87	86	72
April	79	79	65
May	73	70	64
June	71	68	63
July	74	69	62
August	72	70	62
September	74	72	61
October	79	75	64
November	81	76	67
December	84	82	70

**MEDIAN DOM** »



Month	2013	2014	2015
January	55	51	49
February	45	49	40
March	39	37	27
April	34	31	23
May	29	28	22
June	28	30	24
July	32	31	26
August	32	32	27
September	36	37	28
October	41	37	29
November	42	39	30
December	46	47	35