

MARKET OVERVIEW >>

Kansas Home Sales Rose in January

Total home sales in the state of Kansas rose by 3.9% last month to 1,889 units, compared to 1,818 units in January 2015. Total sales volume was \$330.7 million, up 7.0% from a year earlier.

The median sale price in January was \$140,500, up from \$140,000 a year earlier. Homes that sold in January were typically on the market for 50 days and sold for 98.1% of their list prices.

Kansas Active Listings Down at End of January

The total number of active listings in the state of Kansas at the end of January was 10,503 units, down from 11,914 at the same point in 2015. This represents a 5.6 months' supply of homes available for sale. The median list price of homes on the market at the end of January was \$149,900.

During January, a total of 2,279 contracts were written down from 2,459 in January 2015. At the end of the month, there were 3,508 contracts pending, compared to 3,319 at the end of January 2015.

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		January		
Summary Statistics		2016	2015	Change
Home Sales		1,889	1,818	3.9%
Active Listings		10,503	11,914	-11.8%
Months' Supply		5.6	6.6	-15.2%
New Listings		3,343	3,769	-11.3%
Contracts Written		2,279	2,459	-7.3%
Pending Contracts		3,508	3,319	5.7%
Sales Volume (1,000s)		330,746	309,140	7.0%
Average	Sale Price	175,091	170,044	3.0%
	List Price of Actives	225,684	206,961	9.0%
	Days on Market	78	83	-5.6%
	Percent of List	96.3%	96.2%	0.0%
	Percent of Original	93.0%	92.3%	0.7%
Median	Sale Price	140,500	140,000	0.4%
	List Price of Actives	149,900	140,000	7.1%
	Days on Market	50	60	-16.7%
	Percent of List	98.1%	97.5%	0.7%
	Percent of Original	96.1%	95.1%	1.0%

REPORT CONTENTS >>

- **Market Overview Statistics** – Page 2
- **Year-to-Date Statistics** – Page 3
- **Sold Listings Analysis** – Page 4
- **Active Listings Analysis** – Page 8
- **Months' Supply Analysis** – Page 12
- **New Listings Analysis** – Page 13
- **Contracts Written Analysis** – Page 16
- **Pending Contracts Analysis** – Page 20

MARKET OVERVIEW STATISTICS

ENTIRE STATE OF KANSAS
BREAKDOWNS BY HOME TYPE
AS OF 2/14/2016

SUMMARY >>

January MLS Statistics		2016			2015			2014			
By Property Type		Total	Existing	New	Total	Existing	New	Total	Existing	New	
Home Sales		1,889	1,757	132	1,818	1,699	119	1,899	1,753	146	
	Change from prior year	3.9%	3.4%	10.9%	-4.3%	-3.1%	-18.5%	9.4%	8.6%	19.7%	
Active Listings		10,503	9,251	1,252	11,914	10,644	1,270	12,215	11,153	1,062	
	Change from prior year	-11.8%	-13.1%	-1.4%	-2.5%	-4.6%	19.6%	-9.9%	-11.3%	7.5%	
Months' Supply		5.6	5.3	9.5	6.6	6.3	10.7	6.4	6.4	7.3	
	Change from prior year	-15.2%	-16.0%	-11.1%	1.9%	-1.5%	46.7%	-17.7%	-18.3%	-10.2%	
New Listings		3,343	3,089	254	3,769	3,508	261	3,618	3,403	215	
	Change from prior year	-11.3%	-11.9%	-2.7%	4.2%	3.1%	21.4%	-13.2%	-12.7%	-21.2%	
Contracts Written		2,279	2,117	162	2,459	2,259	200	2,291	2,116	175	
	Change from prior year	-7.3%	-6.3%	-19.0%	7.3%	6.8%	14.3%	-5.3%	-4.2%	-17.1%	
Pending Contracts		3,508	2,896	612	3,319	2,763	556	3,195	2,653	542	
	Change from prior year	5.7%	4.8%	10.1%	3.9%	4.1%	2.6%	30.8%	35.8%	10.8%	
Sales Volume (1,000s)		330,746	281,292	49,455	309,140	264,312	44,829	298,826	250,010	48,817	
	Change from prior year	7.0%	6.4%	10.3%	3.5%	5.7%	-8.2%	10.8%	10.6%	12.1%	
Average	Sale Price	175,091	160,098	374,655	170,044	155,569	376,711	157,360	142,618	334,360	
		Change from prior year	3.0%	2.9%	-0.5%	8.1%	9.1%	12.7%	1.3%	1.8%	-6.4%
	List Price of Actives	225,684	203,916	386,079	206,961	189,064	356,419	194,853	182,595	323,204	
		Change from prior year	9.0%	7.9%	8.3%	6.2%	3.5%	10.3%	5.1%	3.4%	6.5%
	Days on Market	78	76	105	83	81	99	88	88	81	
		Change from prior year	-5.6%	-6.8%	6.2%	-5.7%	-7.7%	23.4%	-4.3%	-3.7%	-11.9%
Percent of List		96.3%	95.8%	102.1%	96.2%	95.9%	101.7%	96.1%	95.7%	101.9%	
		Change from prior year	0.0%	0.0%	0.3%	0.1%	0.2%	-0.2%	0.8%	0.8%	0.1%
	Percent of Original	93.0%	92.3%	102.2%	92.3%	91.6%	101.2%	92.6%	91.8%	102.6%	
	Change from prior year	0.7%	0.7%	1.0%	-0.4%	-0.2%	-1.4%	2.1%	2.2%	1.0%	
Median	Sale Price	140,500	134,900	322,175	140,000	133,100	317,000	127,500	118,749	302,178	
		Change from prior year	0.4%	1.4%	1.6%	9.8%	12.1%	4.9%	2.0%	3.3%	-1.5%
	List Price of Actives	149,900	130,000	354,950	140,000	128,000	329,950	134,500	124,900	301,506	
		Change from prior year	7.1%	1.6%	7.6%	4.1%	2.5%	9.4%	3.5%	0.0%	10.9%
	Days on Market	50	50	51	60	60	35	59	60	27	
		Change from prior year	-16.7%	-16.7%	45.7%	1.7%	0.0%	29.6%	-4.8%	-6.3%	8.0%
Percent of List		98.1%	97.7%	100.0%	97.5%	97.2%	100.0%	97.5%	97.2%	100.0%	
		Change from prior year	0.7%	0.5%	0.0%	-0.1%	0.0%	0.0%	0.6%	0.6%	0.0%
Percent of Original		96.1%	95.4%	101.0%	95.1%	94.6%	100.0%	95.4%	94.7%	100.6%	
		Change from prior year	1.0%	0.9%	1.0%	-0.3%	-0.1%	-0.6%	0.9%	0.8%	0.0%

YEAR-TO-DATE STATISTICS

SUMMARY >>

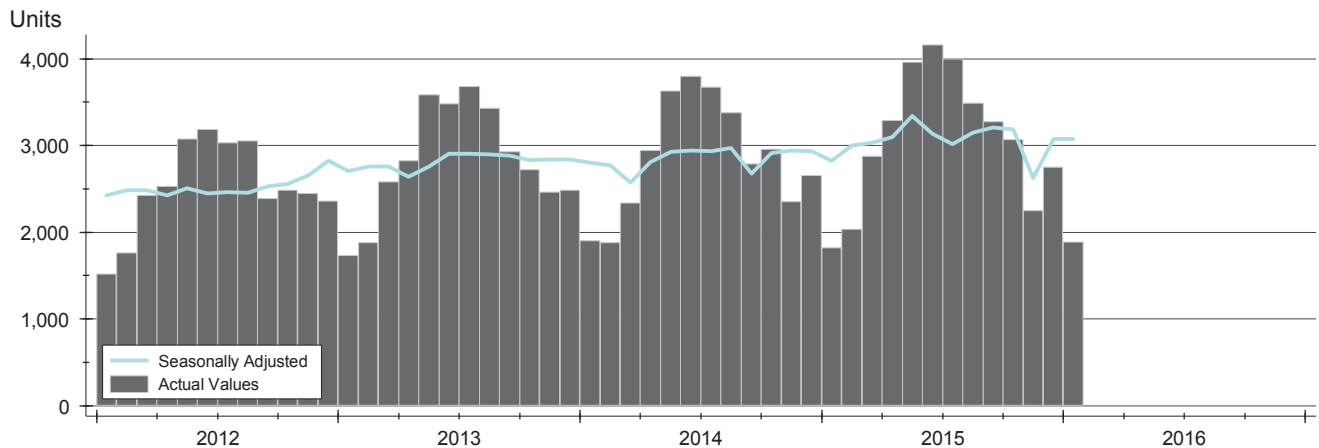
**ENTIRE STATE OF KANSAS
YTD BREAKDOWNS BY HOME TYPE
AS OF 2/14/2016**

Year-to-Date Activity By Property Type		2016			2015			2014		
		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		1,889	1,757	132	1,818	1,699	119	1,899	1,753	146
Change from prior year		3.9%	3.4%	10.9%	-4.3%	-3.1%	-18.5%	9.4%	8.6%	19.7%
New Listings		3,343	3,089	254	3,769	3,508	261	3,618	3,403	215
Change from prior year		-11.3%	-11.9%	-2.7%	4.2%	3.1%	21.4%	-13.2%	-12.7%	-21.2%
Contracts Written		2,279	2,117	162	2,459	2,259	200	2,291	2,116	175
Change from prior year		-7.3%	-6.3%	-19.0%	7.3%	6.8%	14.3%	-5.3%	-4.2%	-17.1%
Sales Volume (1,000s)		330,746	281,292	49,455	309,140	264,312	44,829	298,826	250,010	48,817
Change from prior year		7.0%	6.4%	10.3%	3.5%	5.7%	-8.2%	10.9%	10.7%	12.1%
Average	Sale Price	175,091	160,098	374,655	170,044	155,569	376,711	157,360	142,618	334,360
	Change from prior year	3.0%	2.9%	-0.5%	8.1%	9.1%	12.7%	1.3%	1.8%	-6.4%
	Days on Market	78	76	105	83	81	99	88	88	81
	Change from prior year	-5.6%	-6.8%	6.2%	-5.7%	-7.7%	23.4%	-4.3%	-3.7%	-11.9%
Percent of List		96.3%	95.8%	102.1%	96.2%	95.9%	101.7%	96.1%	95.7%	101.9%
	Change from prior year	0.0%	0.0%	0.3%	0.1%	0.2%	-0.2%	0.8%	0.8%	0.1%
Percent of Original		93.0%	92.3%	102.2%	92.3%	91.6%	101.2%	92.6%	91.8%	102.6%
	Change from prior year	0.7%	0.7%	1.0%	-0.4%	-0.2%	-1.4%	2.1%	2.2%	1.0%
Median	Sale Price	140,500	134,900	322,175	140,000	133,100	317,000	127,500	118,749	302,178
	Change from prior year	0.4%	1.4%	1.6%	9.8%	12.1%	4.9%	2.0%	3.3%	-1.5%
	Days on Market	50	50	51	60	60	35	59	60	27
	Change from prior year	-16.7%	-16.7%	45.7%	1.7%	0.0%	29.6%	-4.8%	-6.3%	8.0%
Percent of List		98.1%	97.7%	100.0%	97.5%	97.2%	100.0%	97.5%	97.2%	100.0%
	Change from prior year	0.7%	0.5%	0.0%	-0.1%	0.0%	0.0%	0.6%	0.6%	0.0%
Percent of Original		96.1%	95.4%	101.0%	95.1%	94.6%	100.0%	95.4%	94.7%	100.6%
	Change from prior year	1.0%	0.9%	1.0%	-0.3%	-0.1%	-0.6%	0.9%	0.8%	0.0%

SOLD LISTINGS ANALYSIS

HISTORY >>

**ENTIRE STATE OF KANSAS
ALL HOMES
AS OF 2/14/2016**



SUMMARY >>

Summary Statistics for Sold Listings		January			Year-to-Date		
		2016	2015	Change	2016	2015	Change
Sold Listings		1,889	1,818	3.9%	1,889	1,818	3.9%
Volume (1,000s)		330,746	309,140	7.0%	330,746	309,140	7.0%
Average	Sale Price	175,091	170,044	3.0%	175,091	170,044	3.0%
	Days on Market	78	83	-5.6%	78	83	-5.6%
	Percent of List	96.3%	96.2%	0.0%	96.3%	96.2%	0.0%
	Percent of Original	93.0%	92.3%	0.7%	93.0%	92.3%	0.7%
Median	Sale Price	140,500	140,000	0.4%	140,500	140,000	0.4%
	Days on Market	50	60	-16.7%	50	60	-16.7%
	Percent of List	98.1%	97.5%	0.7%	98.1%	97.5%	0.7%
	Percent of Original	96.1%	95.1%	1.0%	96.1%	95.1%	1.0%

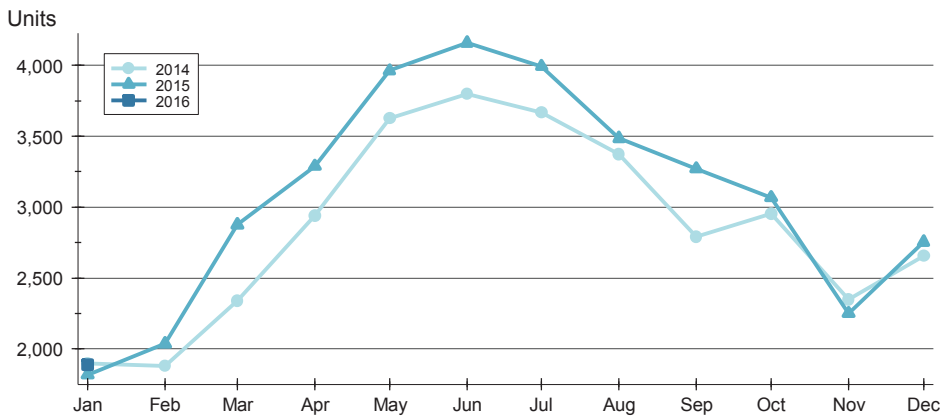
A total of 1,889 homes sold in the state of Kansas in January, up from 1,818 units in January 2015. Total sales volume rose to \$330.7 million compared to \$309.1 million in the previous year.

The median sales price in January was \$140,500, up 0.4% compared to the prior year. Median days on market was 50 days, up from 42 days in December, but down from 60 in January 2015.

SOLD LISTINGS ANALYSIS

**ENTIRE STATE OF KANSAS
ALL HOMES
AS OF 2/14/2016**

BY MONTH >>



Month	2014	2015	2016
January	1,899	1,818	1,889
February	1,880	2,036	1,889
March	2,341	2,876	1,889
April	2,942	3,289	1,889
May	3,629	3,964	1,889
June	3,801	4,160	1,889
July	3,670	3,995	1,889
August	3,375	3,486	1,889
September	2,790	3,272	1,889
October	2,956	3,068	1,889
November	2,350	2,251	1,889
December	2,657	2,754	1,889

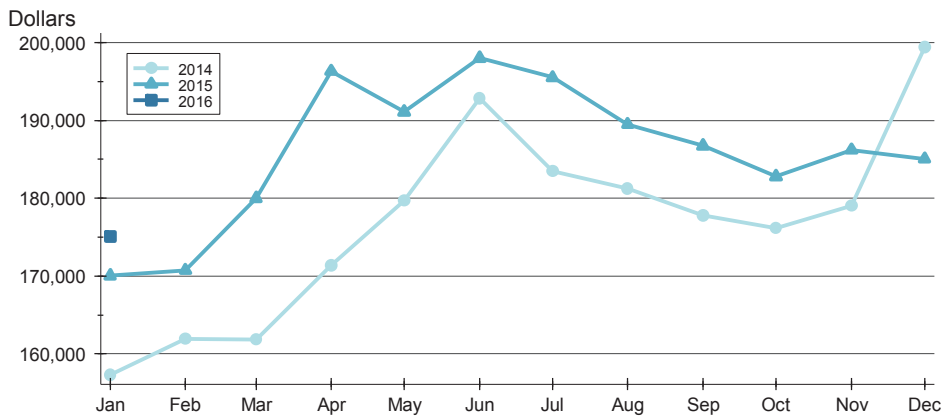
BY PRICE RANGE >>

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	79	4.2%	1,263	15,992	17,000	106	78	79.5%	80.6%	66.3%	66.7%
\$25,000-\$49,999	170	9.0%	6,319	37,170	35,900	78	51	90.9%	92.7%	82.1%	85.2%
\$50,000-\$99,999	376	19.9%	27,916	74,245	75,000	85	52	95.5%	96.8%	91.2%	93.3%
\$100,000-\$124,999	164	8.7%	18,563	113,188	114,900	85	57	96.9%	97.9%	94.3%	95.6%
\$125,000-\$149,999	217	11.5%	29,653	136,650	135,500	65	45	98.2%	99.1%	96.1%	97.1%
\$150,000-\$174,999	188	10.0%	30,365	161,516	160,000	67	45	97.6%	98.5%	96.2%	97.2%
\$175,000-\$199,999	131	6.9%	24,318	185,632	185,000	62	41	98.1%	98.9%	96.3%	97.4%
\$200,000-\$249,999	191	10.1%	42,357	221,765	220,000	70	48	98.5%	98.7%	96.9%	97.7%
\$250,000-\$299,999	118	6.2%	32,250	273,307	270,500	69	47	98.6%	99.1%	97.7%	98.4%
\$300,000 and up	255	13.5%	117,742	461,732	385,000	92	54	98.6%	98.4%	96.9%	97.3%
All price ranges	1,889	100.0%	330,746	175,091	140,500	78	50	96.3%	98.1%	93.0%	96.1%

SOLD LISTINGS ANALYSIS

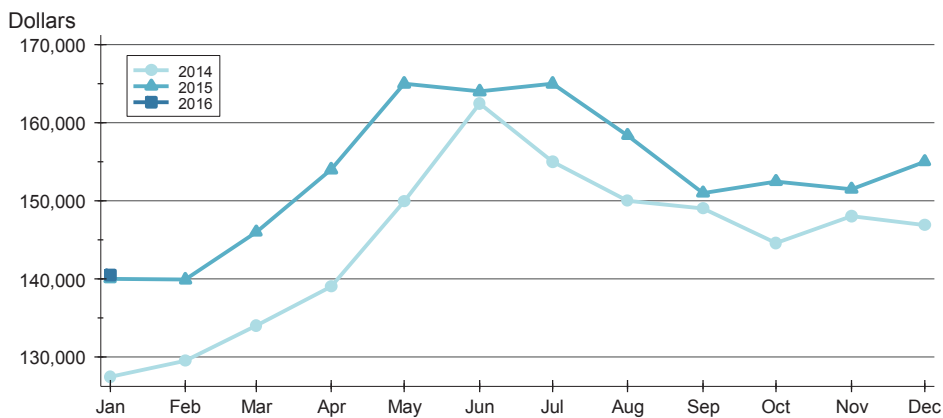
**ENTIRE STATE OF KANSAS
ALL HOMES
AS OF 2/14/2016**

AVERAGE PRICE >>



Month	2014	2015	2016
January	157,360	170,044	175,091
February	161,908	170,743	
March	161,853	180,001	
April	171,377	196,339	
May	179,709	191,094	
June	192,852	197,999	
July	183,506	195,526	
August	181,265	189,499	
September	177,828	186,730	
October	176,185	182,785	
November	179,011	186,209	
December	199,431	185,034	

MEDIAN PRICE >>

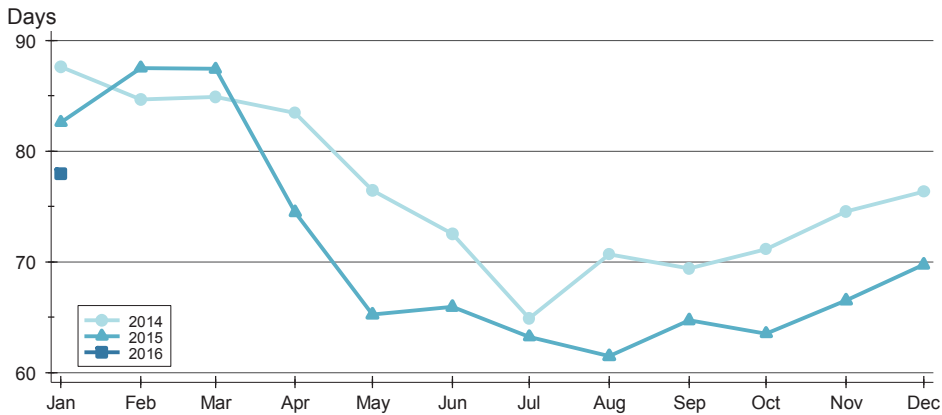


Month	2014	2015	2016
January	127,500	140,000	140,500
February	129,500	139,900	
March	134,000	146,000	
April	139,000	154,000	
May	149,950	165,000	
June	162,500	164,000	
July	155,000	165,000	
August	150,000	158,398	
September	149,000	151,000	
October	144,628	152,500	
November	148,000	151,500	
December	146,900	155,000	

SOLD LISTINGS ANALYSIS

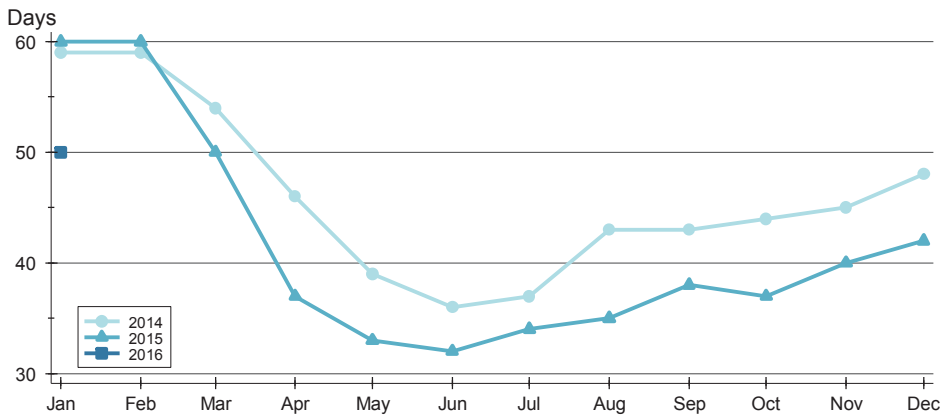
**ENTIRE STATE OF KANSAS
ALL HOMES
AS OF 2/14/2016**

AVERAGE DOM >>



Month	2014	2015	2016
January	88	83	78
February	85	88	88
March	85	87	87
April	83	74	74
May	76	65	65
June	73	66	66
July	65	63	63
August	71	61	61
September	69	65	65
October	71	64	64
November	75	67	67
December	76	70	70

MEDIAN DOM >>

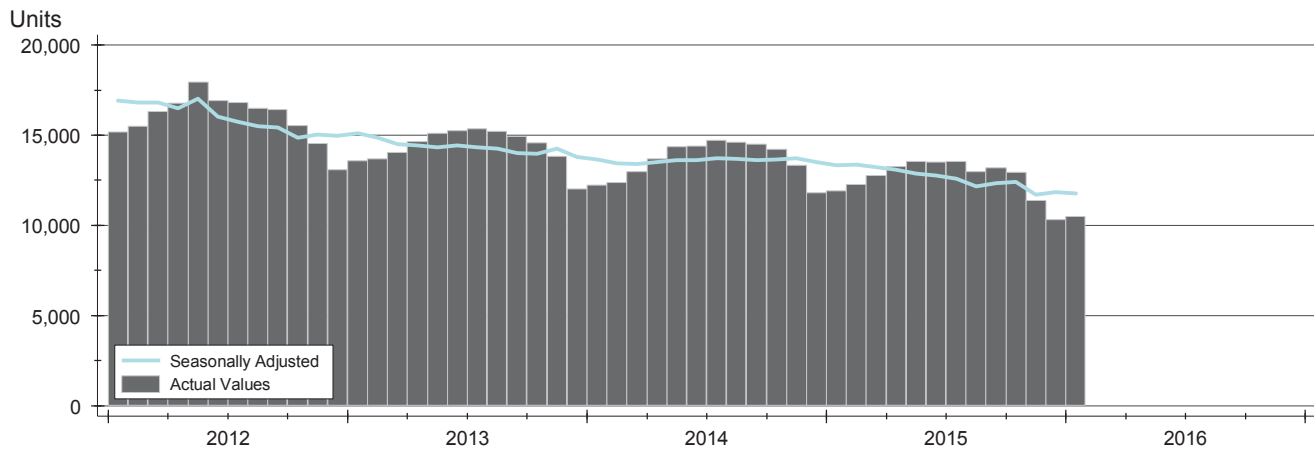


Month	2014	2015	2016
January	59	60	50
February	59	60	60
March	54	50	50
April	46	37	37
May	39	33	33
June	36	32	32
July	37	34	34
August	43	35	35
September	43	38	38
October	44	37	37
November	45	40	40
December	48	42	42

ACTIVE LISTINGS ANALYSIS

HISTORY >>

**ENTIRE STATE OF KANSAS
ALL HOMES
AS OF 2/14/2016**



SUMMARY >>

Summary Statistics for Active Listings		End of January		
		2016	2015	Change
Active Listings		10,503	11,914	-11.8%
Months' Supply		5.6	6.6	-15.2%
Volume (1,000s)		2,370,360	2,465,733	-3.9%
Average	List Price	225,684	206,961	9.0%
	Days on Market	128	131	-1.8%
	Percent of Original	97.4%	97.4%	0.0%
Median	List Price	149,900	140,000	7.1%
	Days on Market	88	95	-7.4%
	Percent of Original	100.0%	100.0%	0.0%

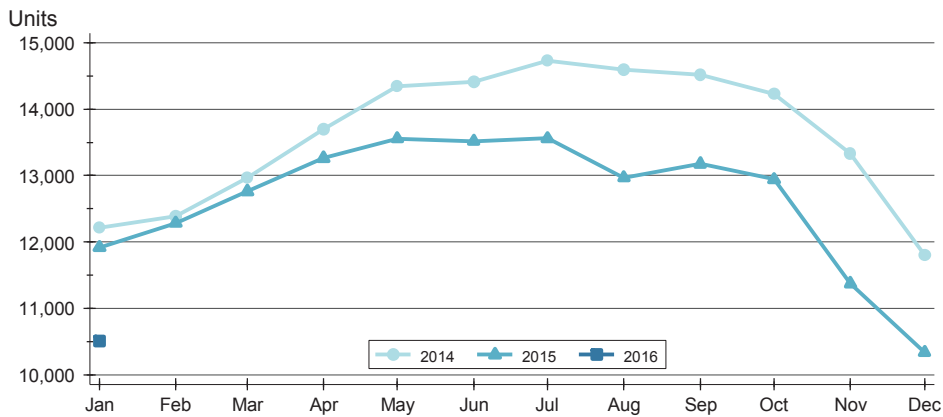
A total of 10,503 homes were available for sale in the state of Kansas at the end of January. This represents a 5.6 months' supply of active listings.

The median list price of homes on the market at the end of January was \$149,900, up 7.1% from 2015. The typical time on market for active listings was 88 days, down from 95 days a year earlier.

ACTIVE LISTINGS ANALYSIS

BY MONTH >>

**ENTIRE STATE OF KANSAS
ALL HOMES
AS OF 2/14/2016**



Month	2014	2015	2016
January	12,215	11,914	10,503
February	12,385	12,281	
March	12,965	12,762	
April	13,699	13,261	
May	14,347	13,558	
June	14,409	13,518	
July	14,732	13,559	
August	14,595	12,966	
September	14,519	13,177	
October	14,232	12,942	
November	13,329	11,372	
December	11,802	10,333	

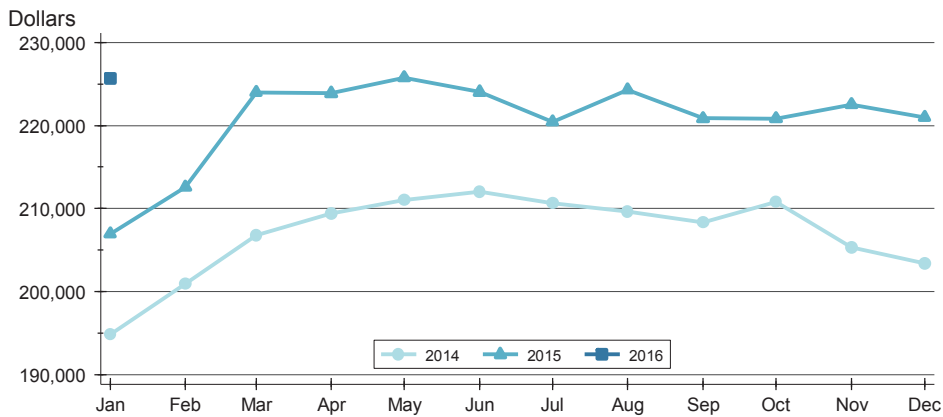
BY PRICE RANGE >>

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	280	2.7%	4,104	3.5	14,658	17,250	113	72	91.9%	100.0%
\$25,000-\$49,999	868	8.3%	34,179	5.1	39,376	39,900	123	81	94.9%	100.0%
\$50,000-\$99,999	2,513	23.9%	188,079	6.7	74,842	74,900	136	95	96.3%	100.0%
\$100,000-\$124,999	701	6.7%	80,110	4.3	114,280	115,000	117	82	97.3%	100.0%
\$125,000-\$149,999	922	8.8%	126,304	4.2	136,989	135,000	107	77	97.8%	100.0%
\$150,000-\$174,999	652	6.2%	105,900	3.5	162,424	160,925	95	72	98.2%	100.0%
\$175,000-\$199,999	648	6.2%	121,710	4.9	187,824	188,950	108	73	98.2%	100.0%
\$200,000-\$249,999	883	8.4%	199,289	4.6	225,695	225,000	115	83	98.6%	100.0%
\$250,000-\$299,999	729	6.9%	200,855	6.2	275,522	275,000	120	88	98.4%	100.0%
\$300,000 and up	2,281	21.7%	1,303,961	8.9	571,662	435,000	160	116	98.7%	100.0%
All price ranges	10,503	100.0%	2,370,360	5.6	225,684	149,900	128	88	97.4%	100.0%

ACTIVE LISTINGS ANALYSIS

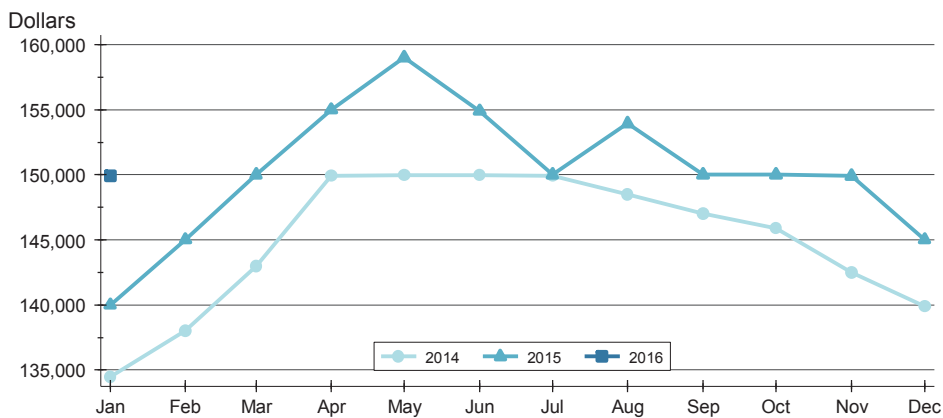
**ENTIRE STATE OF KANSAS
ALL HOMES
AS OF 2/14/2016**

AVERAGE PRICE >>



Month	2014	2015	2016
January	194,853	206,961	225,684
February	200,931	212,601	
March	206,758	223,990	
April	209,388	223,898	
May	211,043	225,786	
June	212,019	224,043	
July	210,669	220,470	
August	209,606	224,326	
September	208,291	220,864	
October	210,813	220,851	
November	205,303	222,534	
December	203,419	220,978	

MEDIAN PRICE >>

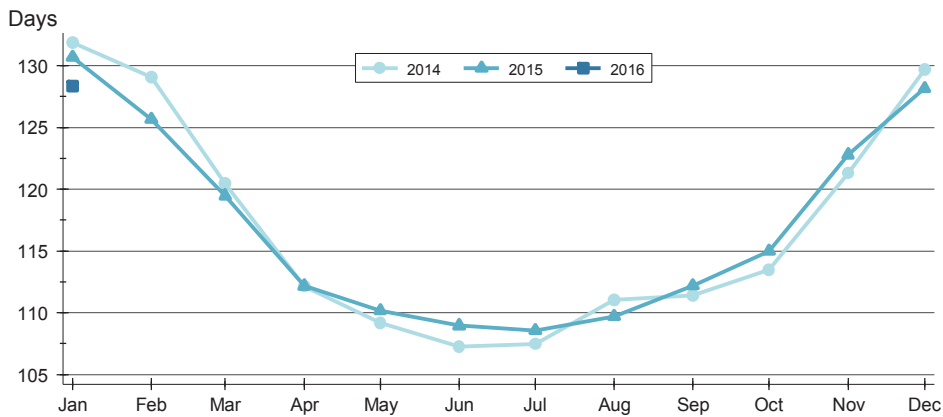


Month	2014	2015	2016
January	134,500	140,000	149,900
February	138,000	145,000	
March	143,000	150,000	
April	149,900	155,000	
May	149,950	159,000	
June	149,950	154,900	
July	149,900	150,000	
August	148,500	153,950	
September	147,000	150,000	
October	145,900	150,000	
November	142,500	149,900	
December	139,900	145,000	

ACTIVE LISTINGS ANALYSIS

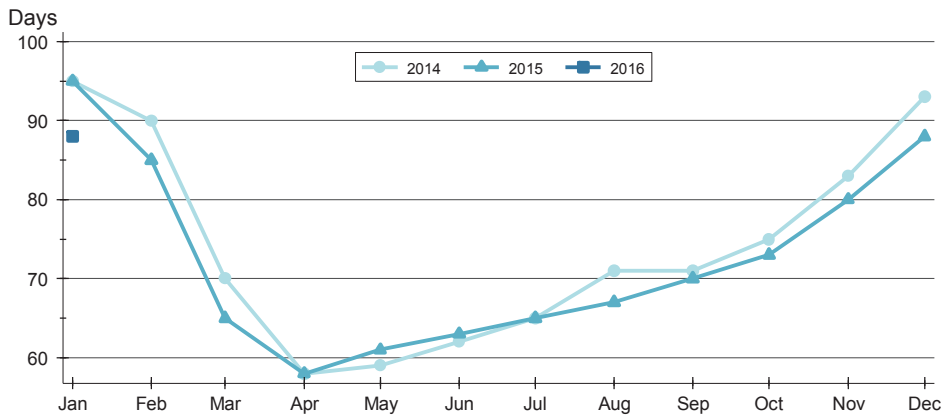
**ENTIRE STATE OF KANSAS
ALL HOMES
AS OF 2/14/2016**

AVERAGE DOM >>



Month	2014	2015	2016
January	132	131	128
February	129	126	126
March	120	119	120
April	112	112	112
May	109	110	109
June	107	109	107
July	107	109	107
August	111	110	111
September	111	112	111
October	113	115	113
November	121	123	121
December	130	128	130

MEDIAN DOM >>

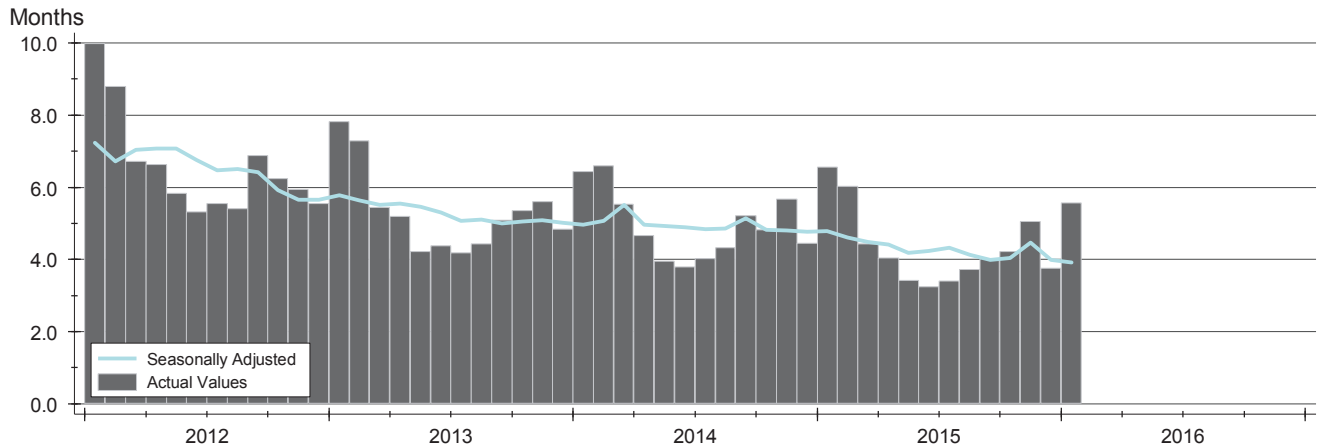


Month	2014	2015	2016
January	95	95	88
February	90	85	85
March	70	65	70
April	58	58	58
May	59	61	59
June	62	63	62
July	65	65	65
August	71	67	71
September	71	70	71
October	75	73	75
November	83	80	83
December	93	88	93

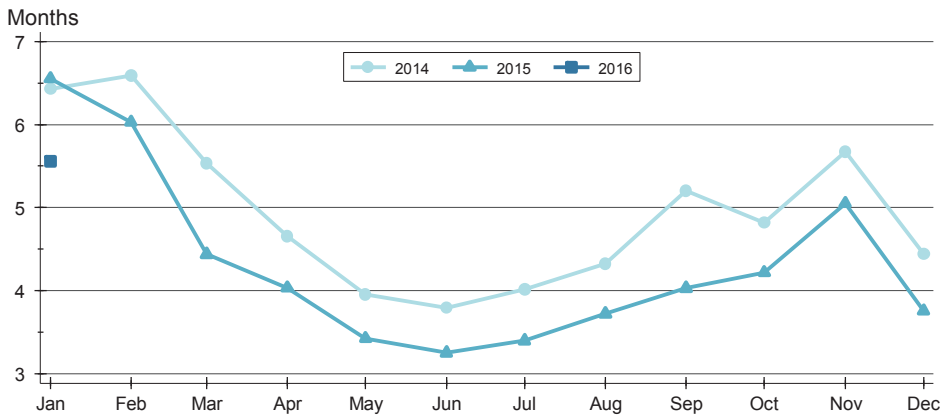
MONTHS' SUPPLY ANALYSIS

HISTORY >>

**ENTIRE STATE OF KANSAS
ALL HOMES
AS OF 2/14/2016**



BY MONTH >>

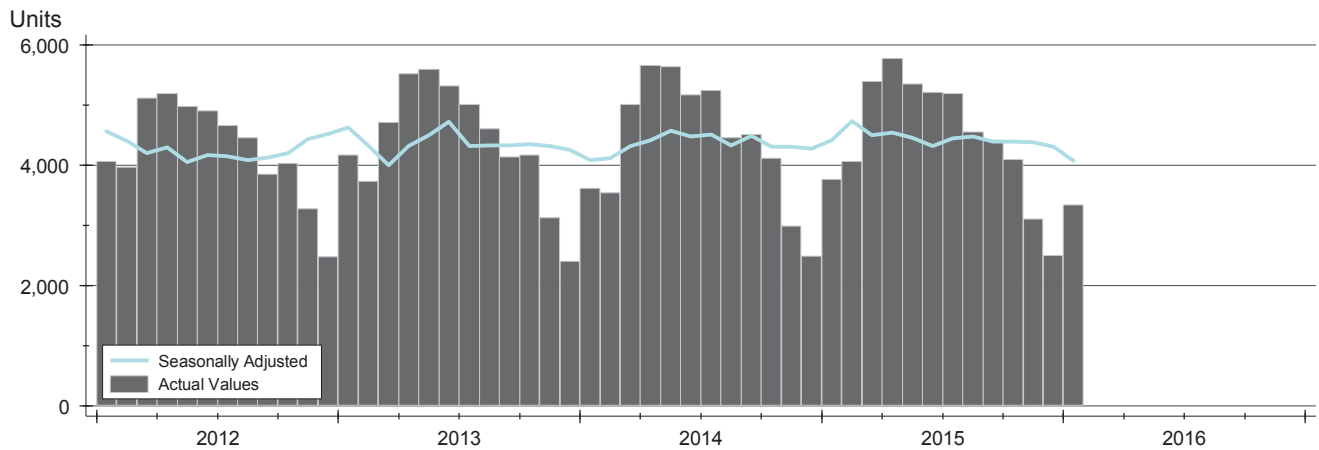


Month	2014	2015	2016
January	6.4	6.6	5.6
February	6.6	6.0	
March	5.5	4.4	
April	4.7	4.0	
May	4.0	3.4	
June	3.8	3.2	
July	4.0	3.4	
August	4.3	3.7	
September	5.2	4.0	
October	4.8	4.2	
November	5.7	5.1	
December	4.4	3.8	

NEW LISTINGS ANALYSIS

**ENTIRE STATE OF KANSAS
ALL HOMES
AS OF 2/14/2016**

HISTORY >>



SUMMARY >>

Summary Statistics for New Listings		January		
		2016	2015	Change
Current Month	New Listings	3,343	3,769	-11.3%
	Volume (1,000s)	699,815	720,403	-2.9%
	Average List Price	209,337	191,139	9.5%
	Median List Price	152,950	144,900	5.6%
YTD	New Listings	3,343	3,769	-11.3%
	Volume (1,000s)	699,815	720,403	-2.9%
	Average List Price	209,337	191,139	9.5%
	Median List Price	152,950	144,900	5.6%

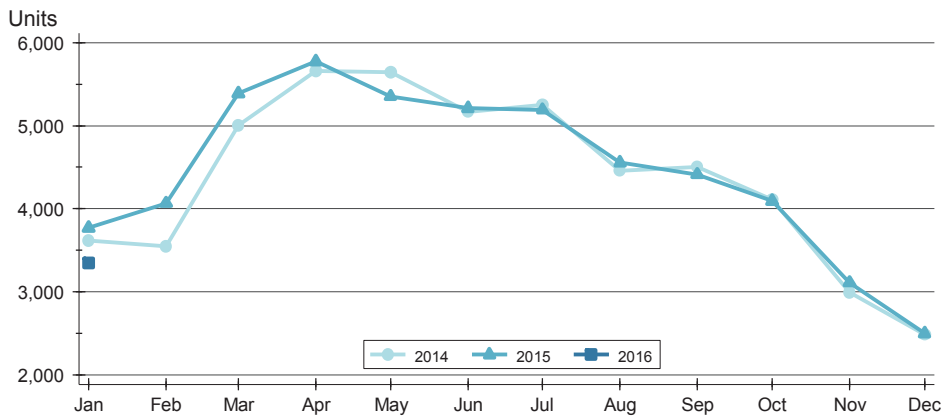
A total of 3,343 new listings were added in the state of Kansas during January, down 11.3% from the same month in 2015.

The median list price of these homes was \$152,950 up from \$144,900 in 2015.

NEW LISTINGS ANALYSIS

**ENTIRE STATE OF KANSAS
ALL HOMES
AS OF 2/14/2016**

BY MONTH >>



Month	2014	2015	2016
January	3,618	3,769	3,343
February	3,544	4,064	
March	5,007	5,390	
April	5,659	5,776	
May	5,644	5,356	
June	5,166	5,210	
July	5,249	5,193	
August	4,455	4,556	
September	4,507	4,414	
October	4,113	4,094	
November	2,992	3,107	
December	2,486	2,496	

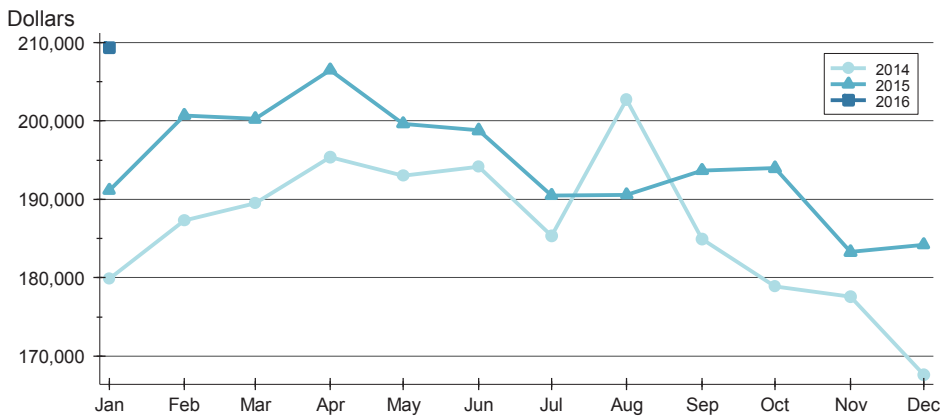
BY PRICE RANGE >>

Price Range	New Listings			List Price	
	Number	Percent	Volume	Average	Median
Below \$25,000	102	3.1%	1,325	12,995	14,700
\$25,000-\$49,999	247	7.4%	9,489	38,415	39,000
\$50,000-\$99,999	677	20.3%	51,316	75,799	75,000
\$100,000-\$124,999	245	7.3%	28,279	115,424	117,000
\$125,000-\$149,999	352	10.5%	48,238	137,039	135,950
\$150,000-\$174,999	293	8.8%	47,555	162,305	160,000
\$175,000-\$199,999	265	7.9%	49,716	187,606	187,500
\$200,000-\$249,999	310	9.3%	69,082	222,845	223,450
\$250,000-\$299,999	244	7.3%	66,954	274,402	273,400
\$300,000 and up	575	17.2%	320,952	558,178	416,700
All price ranges	3,343	100.0%	699,815	209,337	152,950

NEW LISTINGS ANALYSIS

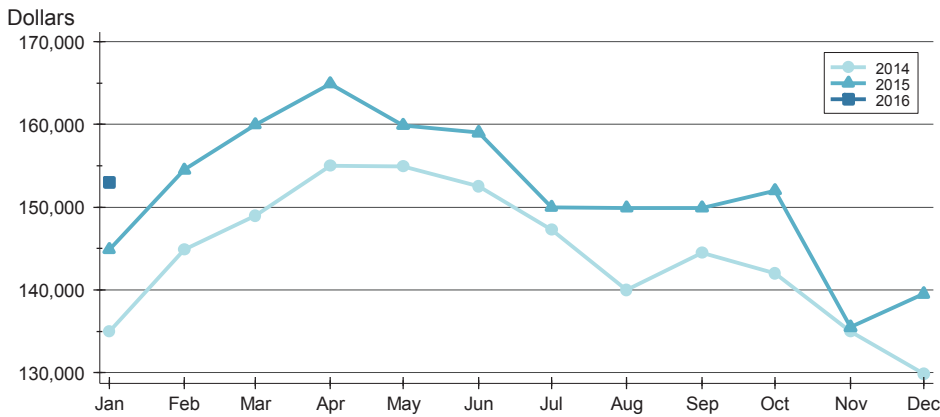
**ENTIRE STATE OF KANSAS
ALL HOMES
AS OF 2/14/2016**

AVERAGE PRICE >>



Month	2014	2015	2016
January	179,891	191,139	209,337
February	187,284	200,717	
March	189,467	200,280	
April	195,344	206,526	
May	192,989	199,646	
June	194,168	198,799	
July	185,375	190,517	
August	202,713	190,580	
September	184,950	193,685	
October	178,910	193,987	
November	177,606	183,258	
December	167,652	184,195	

MEDIAN PRICE >>

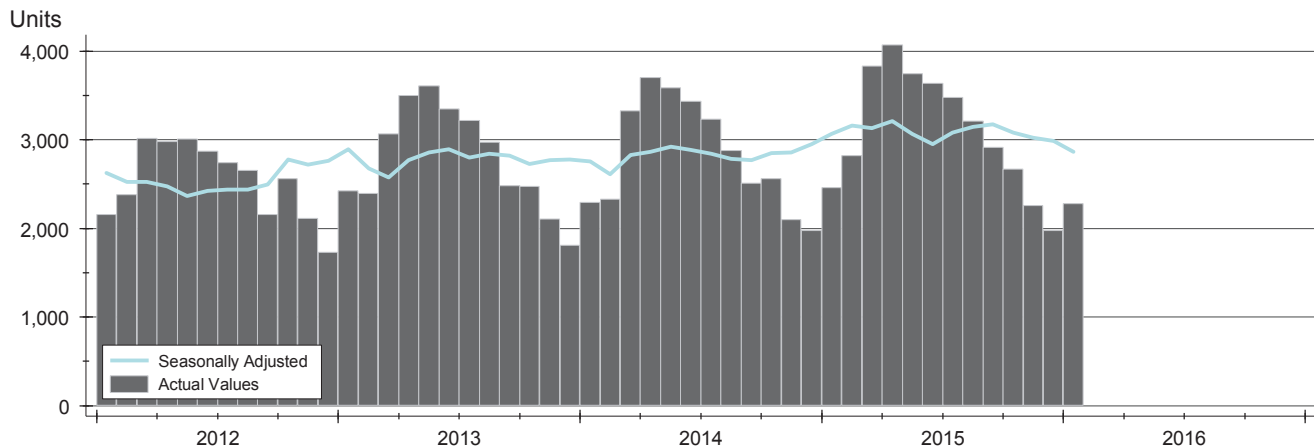


Month	2014	2015	2016
January	135,000	144,900	152,950
February	144,900	154,500	
March	148,950	159,975	
April	155,000	164,900	
May	154,900	159,900	
June	152,500	159,000	
July	147,250	150,000	
August	140,000	149,900	
September	144,500	149,900	
October	142,000	152,000	
November	135,000	135,500	
December	129,900	139,500	

CONTRACTS WRITTEN ANALYSIS

**ENTIRE STATE OF KANSAS
ALL HOMES
AS OF 2/14/2016**

HISTORY >>



SUMMARY >>

Summary Statistics for Contracts Written		January			Year-to-Date		
		2016	2015	Change	2016	2015	Change
Contracts Written		2,279	2,459	-7.3%	2,279	2,459	-7.3%
Volume (1,000s)		405,699	460,608	-11.9%	405,699	460,608	-11.9%
Average	List Price	178,016	187,315	-5.0%	178,016	187,315	-5.0%
	Days on Market	74	86	-14.3%	74	86	-14.3%
	Percent of Original	95.4%	93.5%	2.0%	95.4%	93.5%	2.0%
Median	List Price	144,900	150,000	-3.4%	144,900	150,000	-3.4%
	Days on Market	44	59	-25.4%	44	59	-25.4%
	Percent of Original	100.0%	96.0%	4.2%	100.0%	96.0%	4.2%

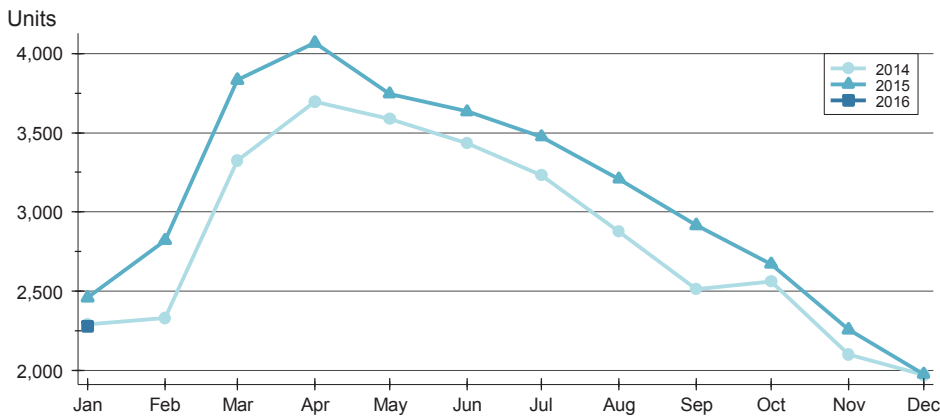
A total of 2,279 contracts for sale were written in the state of Kansas during the month of January, down from 2,459 in 2015. The median list price of these homes was \$144,900, down from \$150,000 the prior year.

Half of the homes that went under contract in January were on the market less than 44 days, compared to 59 days in January 2015.

CONTRACTS WRITTEN ANALYSIS

**ENTIRE STATE OF KANSAS
ALL HOMES
AS OF 2/14/2016**

BY MONTH >>



Month	2014	2015	2016
January	2,291	2,459	2,279
February	2,332	2,820	
March	3,324	3,832	
April	3,697	4,068	
May	3,588	3,745	
June	3,432	3,634	
July	3,232	3,474	
August	2,877	3,208	
September	2,513	2,915	
October	2,559	2,670	
November	2,100	2,257	
December	1,973	1,976	

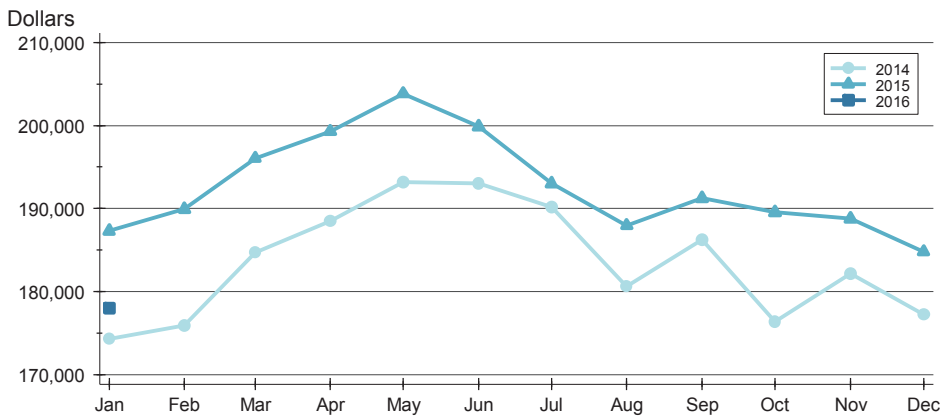
BY PRICE RANGE >>

Price Range	Contracts Written			List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median
Below \$25,000	78	3.4%	1,380	17,686	19,000	84	59	79.5%	81.3%
\$25,000-\$49,999	201	8.8%	7,437	36,999	36,000	72	42	88.3%	96.6%
\$50,000-\$99,999	456	20.0%	34,613	75,906	75,925	74	50	94.2%	100.0%
\$100,000-\$124,999	206	9.0%	23,697	115,035	116,250	71	52	96.5%	100.0%
\$125,000-\$149,999	257	11.3%	35,340	137,509	137,000	64	37	96.7%	100.0%
\$150,000-\$174,999	215	9.4%	34,862	162,151	162,000	58	34	97.7%	100.0%
\$175,000-\$199,999	186	8.2%	34,933	187,812	188,250	63	27	97.1%	100.0%
\$200,000-\$249,999	211	9.3%	47,233	223,854	224,500	68	42	98.1%	100.0%
\$250,000-\$299,999	148	6.5%	40,503	273,672	270,000	73	34	97.9%	100.0%
\$300,000 and up	311	13.6%	143,920	462,766	389,900	105	52	98.0%	100.0%
All price ranges	2,279	100.0%	405,699	178,016	144,900	74	44	95.4%	100.0%

CONTRACTS WRITTEN ANALYSIS

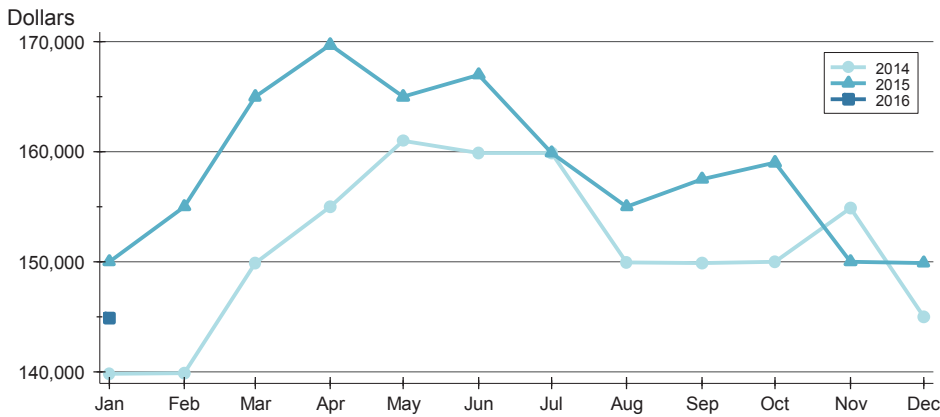
**ENTIRE STATE OF KANSAS
ALL HOMES
AS OF 2/14/2016**

AVERAGE PRICE >>



Month	2014	2015	2016
January	174,284	187,315	178,016
February	175,908	189,935	
March	184,686	196,046	
April	188,447	199,308	
May	193,196	203,860	
June	192,997	199,870	
July	190,207	193,021	
August	180,628	187,937	
September	186,272	191,248	
October	176,377	189,548	
November	182,188	188,767	
December	177,191	184,784	

MEDIAN PRICE >>

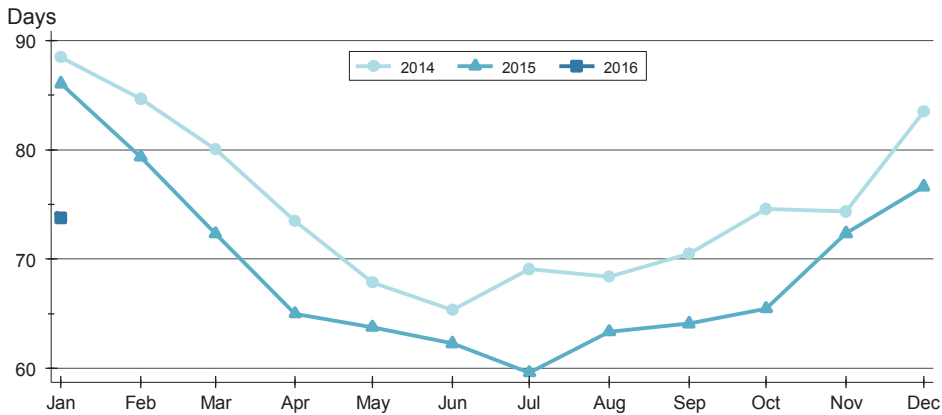


Month	2014	2015	2016
January	139,850	150,000	144,900
February	139,900	155,000	
March	149,900	165,000	
April	155,000	169,700	
May	161,000	165,000	
June	159,900	167,000	
July	159,900	159,900	
August	149,950	155,000	
September	149,900	157,500	
October	149,995	159,000	
November	154,900	150,000	
December	145,000	149,900	

CONTRACTS WRITTEN ANALYSIS

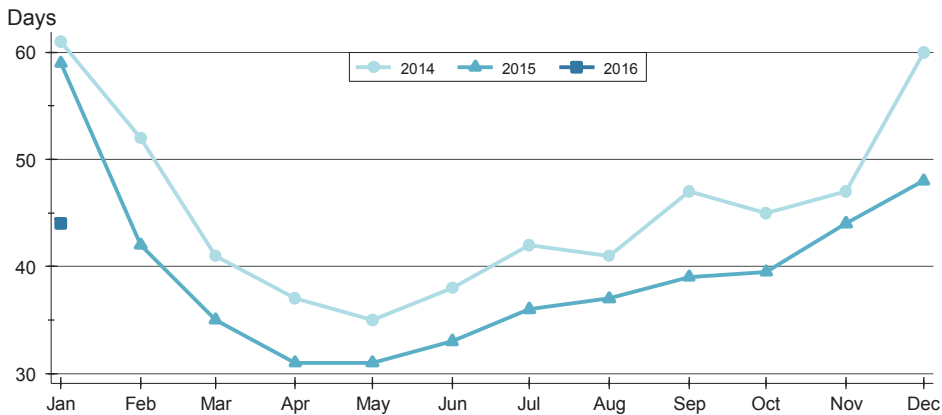
**ENTIRE STATE OF KANSAS
ALL HOMES
AS OF 2/14/2016**

AVERAGE DOM >>



Month	2014	2015	2016
January	88	86	74
February	85	79	
March	80	72	
April	73	65	
May	68	64	
June	65	62	
July	69	60	
August	68	63	
September	70	64	
October	75	65	
November	74	72	
December	83	77	

MEDIAN DOM >>

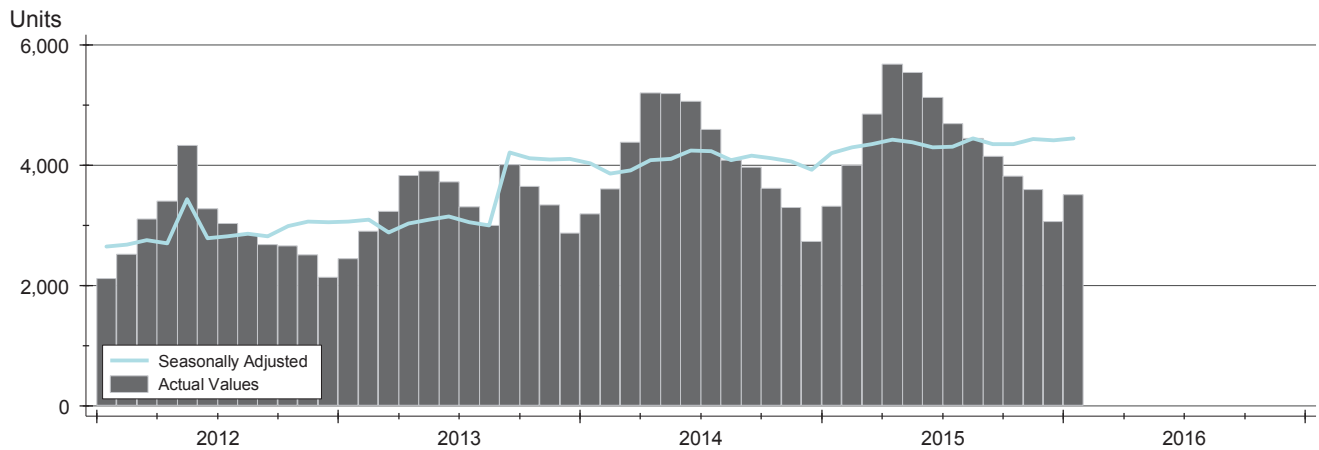


Month	2014	2015	2016
January	61	59	44
February	52	42	
March	41	35	
April	37	31	
May	35	31	
June	38	33	
July	42	36	
August	41	37	
September	47	39	
October	45	40	
November	47	44	
December	60	48	

PENDING CONTRACTS ANALYSIS

**ENTIRE STATE OF KANSAS
ALL HOMES
AS OF 2/14/2016**

HISTORY >>



SUMMARY >>

Summary Statistics for Pending Contracts		End of January		
		2016	2015	Change
Pending Contracts		3,508	3,319	5.7%
Volume (1,000s)		736,344	672,810	9.4%
Average	List Price	209,904	202,715	3.5%
	Days on Market	74	83	-10.8%
	Percent of Original	97.1%	96.9%	0.3%
Median	List Price	159,900	152,250	5.0%
	Days on Market	40	49	-19.4%
	Percent of Original	100.0%	100.0%	0.0%

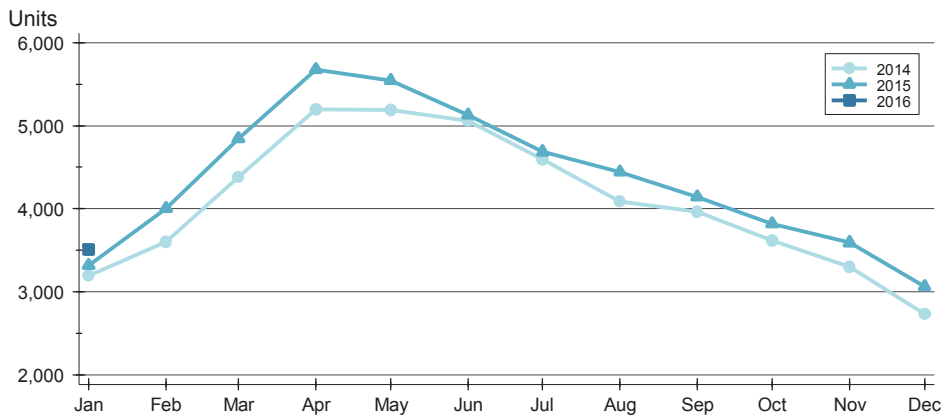
A total of 3,508 listings in the state of Kansas had contracts pending at the end of January, up from 3,319 contracts pending at the end of January 2015.

Pending contracts reflect listings with a contract in place at the end of the month. In contrast, contracts written measures the number of listings put under contract during the month.

PENDING CONTRACTS ANALYSIS

**ENTIRE STATE OF KANSAS
ALL HOMES
AS OF 2/14/2016**

BY MONTH >>



Month	2014	2015	2016
January	3,195	3,319	3,508
February	3,603	4,002	
March	4,378	4,846	
April	5,201	5,679	
May	5,190	5,548	
June	5,060	5,132	
July	4,594	4,688	
August	4,086	4,445	
September	3,966	4,144	
October	3,619	3,817	
November	3,302	3,590	
December	2,730	3,062	

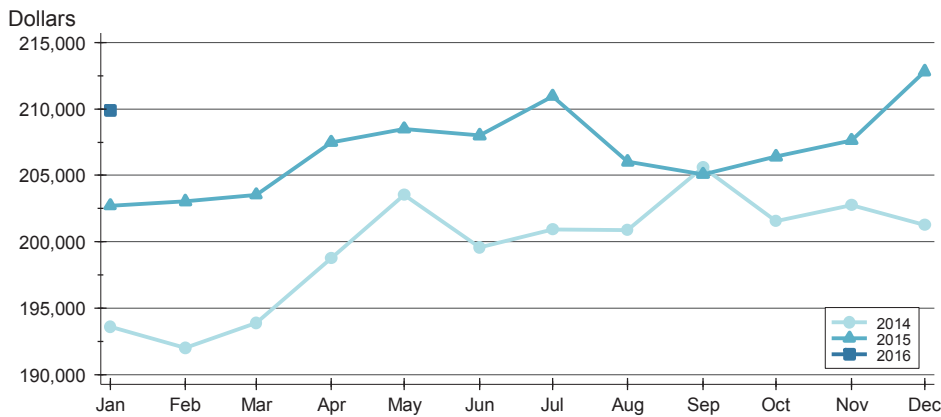
BY PRICE RANGE >>

Price Range	Contracts Pending			List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median
Below \$25,000	77	2.2%	1,322	17,170	18,900	73	54	86.9%	100.0%
\$25,000-\$49,999	222	6.3%	8,578	38,642	39,925	82	54	92.1%	100.0%
\$50,000-\$99,999	687	19.6%	52,509	76,433	77,000	85	52	96.0%	100.0%
\$100,000-\$124,999	320	9.1%	36,590	114,342	115,000	77	51	97.2%	100.0%
\$125,000-\$149,999	338	9.6%	46,517	137,624	137,000	63	35	97.8%	100.0%
\$150,000-\$174,999	285	8.1%	46,229	162,206	162,500	61	34	98.1%	100.0%
\$175,000-\$199,999	279	8.0%	52,307	187,479	187,000	71	41	97.8%	100.0%
\$200,000-\$249,999	333	9.5%	74,811	224,656	225,000	79	45	98.2%	100.0%
\$250,000-\$299,999	230	6.6%	63,098	274,338	274,950	68	28	98.3%	100.0%
\$300,000 and up	720	20.5%	350,815	487,243	425,775	71	5	99.1%	100.0%
All price ranges	3,508	100.0%	736,344	209,904	159,900	74	40	97.1%	100.0%

PENDING CONTRACTS ANALYSIS

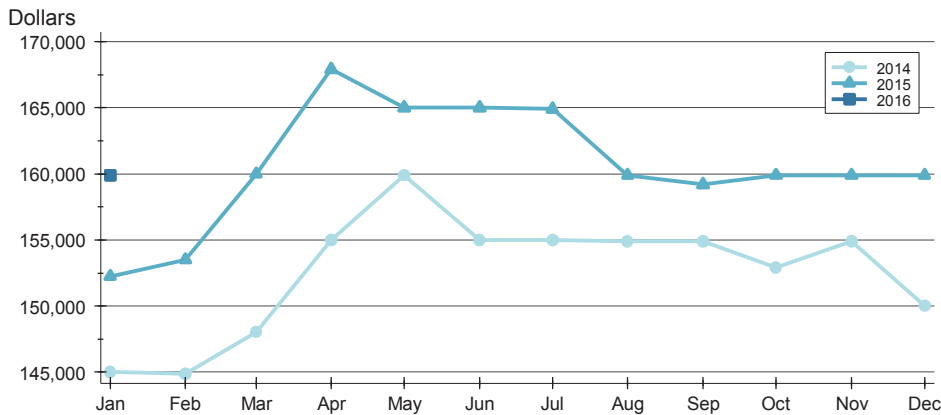
**ENTIRE STATE OF KANSAS
ALL HOMES
AS OF 2/14/2016**

AVERAGE PRICE >>



Month	2014	2015	2016
January	193,579	202,715	209,904
February	192,024	203,029	
March	193,878	203,534	
April	198,743	207,492	
May	203,534	208,495	
June	199,594	208,005	
July	200,933	210,969	
August	200,852	206,025	
September	205,601	205,094	
October	201,552	206,413	
November	202,745	207,644	
December	201,248	212,812	

MEDIAN PRICE >>

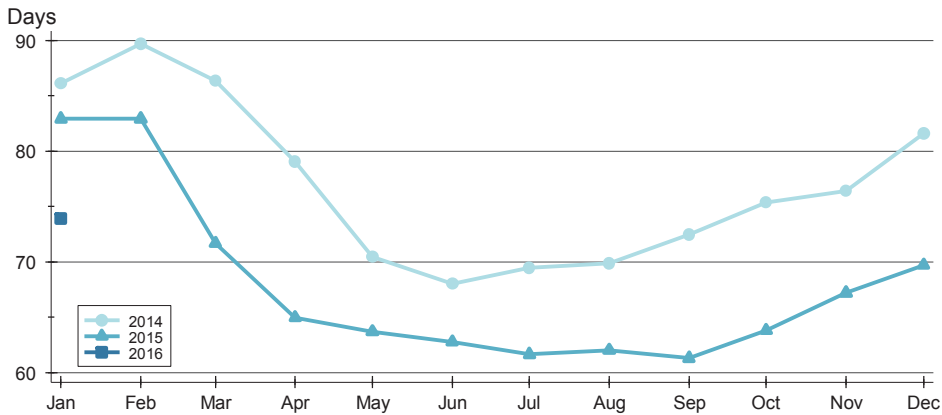


Month	2014	2015	2016
January	145,000	152,250	159,900
February	144,900	153,500	
March	148,000	160,000	
April	155,000	167,900	
May	159,900	165,000	
June	155,000	165,000	
July	155,000	164,900	
August	154,900	159,900	
September	154,900	159,200	
October	152,900	159,900	
November	154,900	159,900	
December	150,000	159,900	

PENDING CONTRACTS ANALYSIS

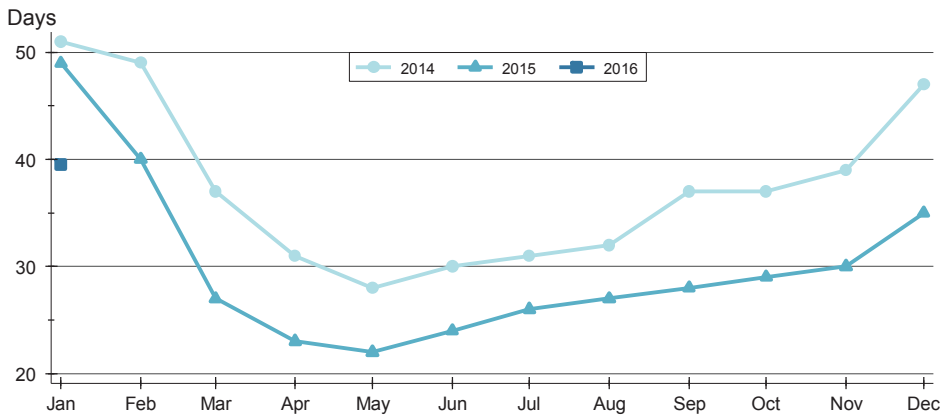
**ENTIRE STATE OF KANSAS
ALL HOMES
AS OF 2/14/2016**

AVERAGE DOM >>



Month	2014	2015	2016
January	86	83	74
February	90	83	83
March	86	72	72
April	79	65	65
May	70	64	64
June	68	63	63
July	69	62	62
August	70	62	62
September	72	61	61
October	75	64	64
November	76	67	67
December	82	70	70

MEDIAN DOM >>



Month	2014	2015	2016
January	51	49	40
February	49	40	40
March	37	27	27
April	31	23	23
May	28	22	22
June	30	24	24
July	31	26	26
August	32	27	27
September	37	28	28
October	37	29	29
November	39	30	30
December	47	35	35