

MARKET OVERVIEW >>

Kansas Home Sales Rose in February

Total home sales in the state of Kansas rose by 5.3% last month to 2,143 units, compared to 2,036 units in February 2015. Total sales volume was \$372.4 million, up 7.1% from a year earlier.

The median sale price in February was \$139,900, showing no change from the previous year. Homes that sold in February were typically on the market for 53 days and sold for 98.1% of their list prices.

Kansas Active Listings Down at End of February

The total number of active listings in the state of Kansas at the end of February was 10,615 units, down from 12,281 at the same point in 2015. This represents a 5.0 months' supply of homes available for sale. The median list price of homes on the market at the end of February was \$154,900.

During February, a total of 2,907 contracts were written up from 2,820 in February 2015. At the end of the month, there were 4,513 contracts pending, compared to 4,002 at the end of February 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		February		
Summary Statistics		2016	2015	Change
Home Sales		2,143	2,036	5.3%
Active Listings		10,615	12,281	-13.6%
Months' Supply		5.0	6.0	-17.9%
New Listings		4,153	4,065	2.2%
Contracts Written		2,907	2,820	3.1%
Pending Contracts		4,513	4,002	12.8%
Sales Volume (1,000s)		372,408	347,632	7.1%
Average	Sale Price	173,779	170,743	1.8%
	List Price of Actives	232,408	212,601	9.3%
	Days on Market	81	88	-7.7%
	Percent of List	96.6%	96.2%	0.5%
	Percent of Original	93.3%	93.0%	0.3%
Median	Sale Price	139,900	139,900	0.0%
	List Price of Actives	154,900	145,000	6.8%
	Days on Market	53	60	-11.7%
	Percent of List	98.1%	97.6%	0.5%
	Percent of Original	96.2%	95.7%	0.5%

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MARKET OVERVIEW STATISTICS

SUMMARY >>

**ENTIRE STATE OF KANSAS
BREAKDOWNS BY HOME TYPE
AS OF 3/15/2016**

February MLS Statistics		2016			2015			2014			
By Property Type		Total	Existing	New	Total	Existing	New	Total	Existing	New	
Home Sales		2,143	1,978	165	2,036	1,894	142	1,879	1,748	131	
	Change from prior year	5.3%	4.4%	16.2%	8.4%	8.4%	8.4%	0.1%	-0.1%	1.6%	
Active Listings		10,615	9,343	1,272	12,281	10,992	1,289	12,385	11,312	1,073	
	Change from prior year	-13.6%	-15.0%	-1.3%	-0.8%	-2.8%	20.1%	-9.5%	-10.9%	7.8%	
Months' Supply		5.0	4.7	7.7	6.0	5.8	9.1	6.6	6.5	8.2	
	Change from prior year	-17.9%	-18.6%	-15.1%	-8.5%	-10.3%	10.8%	-9.6%	-10.8%	6.2%	
New Listings		4,153	3,868	285	4,065	3,812	253	3,544	3,354	190	
	Change from prior year	2.2%	1.5%	12.6%	14.7%	13.7%	33.2%	-5.1%	-5.1%	-5.9%	
Contracts Written		2,907	2,668	239	2,820	2,589	231	2,332	2,177	155	
	Change from prior year	3.1%	3.1%	3.5%	20.9%	18.9%	49.0%	-2.6%	-1.2%	-19.3%	
Pending Contracts		4,513	3,821	692	4,002	3,382	620	3,603	3,035	568	
	Change from prior year	12.8%	13.0%	11.6%	11.1%	11.4%	9.2%	24.3%	28.8%	5.0%	
Sales Volume (1,000s)		372,408	316,115	56,292	347,632	292,850	54,782	304,189	260,176	44,014	
	Change from prior year	7.1%	7.9%	2.8%	14.3%	12.6%	24.5%	5.8%	6.4%	2.5%	
Average	Sale Price	173,779	159,816	341,166	170,743	154,620	385,787	161,889	148,842	335,982	
		Change from prior year	1.8%	3.4%	-11.6%	5.5%	3.9%	14.8%	5.7%	6.4%	0.9%
	List Price of Actives	232,408	211,055	388,091	212,601	196,322	350,677	200,931	189,133	324,651	
		Change from prior year	9.3%	7.5%	10.7%	5.8%	3.8%	8.0%	5.2%	3.6%	6.1%
	Days on Market	81	78	111	88	85	123	85	84	99	
		Change from prior year	-7.7%	-7.9%	-9.0%	3.5%	1.7%	23.9%	-11.4%	-11.8%	-7.0%
Median	Percent of List	96.6%	96.3%	100.8%	96.2%	95.8%	101.0%	95.7%	95.3%	101.0%	
		Change from prior year	0.5%	0.5%	-0.2%	0.4%	0.5%	0.1%	0.3%	0.4%	-0.6%
	Percent of Original	93.3%	92.6%	101.1%	93.0%	92.3%	101.0%	92.0%	91.3%	101.0%	
		Change from prior year	0.3%	0.3%	0.1%	1.0%	1.1%	-0.1%	0.8%	0.9%	-0.4%
	Sale Price	139,900	130,000	318,000	139,900	131,000	350,750	129,500	122,532	300,000	
		Change from prior year	0.0%	-0.8%	-9.3%	8.0%	6.9%	16.9%	3.6%	5.2%	-2.4%
List Price of Actives	154,900	134,900	355,000	145,000	132,000	329,900	138,000	129,000	309,900		
	Change from prior year	6.8%	2.2%	7.6%	5.1%	2.3%	6.5%	2.3%	0.5%	14.8%	
Days on Market	53	52	64	60	59	90	59	59	56		
	Change from prior year	-11.7%	-11.9%	-28.5%	1.7%	0.0%	59.8%	-11.9%	-11.9%	-11.1%	
Percent of List	98.1%	97.7%	100.0%	97.6%	97.3%	100.0%	97.5%	97.2%	100.0%		
	Change from prior year	0.5%	0.4%	0.0%	0.2%	0.1%	0.0%	0.3%	0.4%	-0.2%	
Percent of Original	96.2%	95.7%	100.0%	95.7%	95.2%	100.0%	95.3%	94.7%	100.0%		
	Change from prior year	0.5%	0.5%	0.0%	0.5%	0.5%	0.0%	0.9%	0.9%	-0.8%	

YEAR-TO-DATE STATISTICS

SUMMARY >>

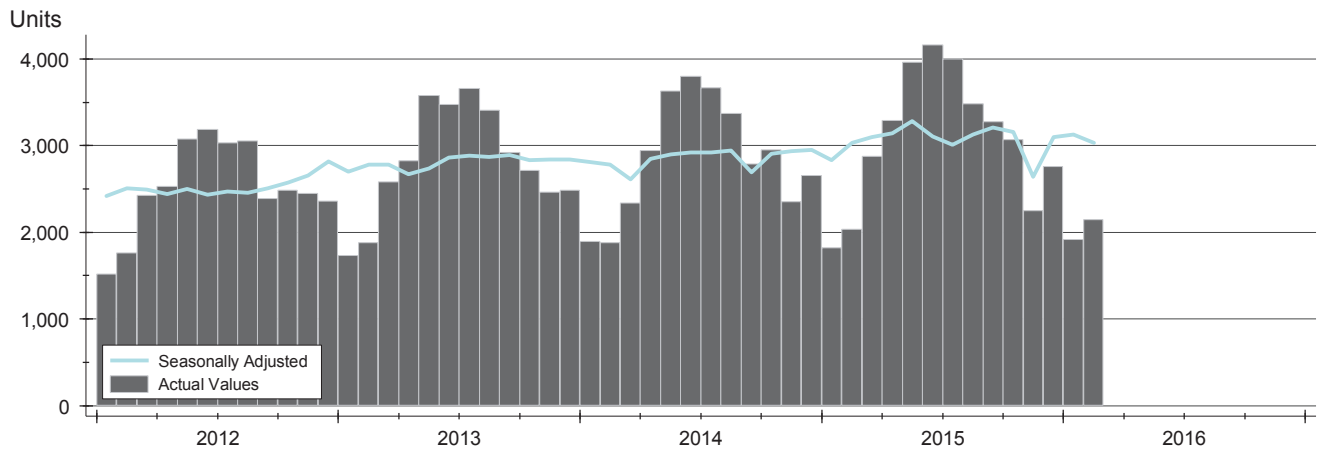
**ENTIRE STATE OF KANSAS
YTD BREAKDOWNS BY HOME TYPE
AS OF 3/15/2016**

Year-to-Date Activity By Property Type		2016			2015			2014		
		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		4,061	3,760	301	3,854	3,593	261	3,777	3,500	277
Change from prior year		5.4%	4.6%	15.3%	2.0%	2.7%	-5.8%	4.5%	4.1%	10.4%
New Listings		7,548	7,002	546	7,834	7,320	514	7,162	6,756	406
Change from prior year		-3.7%	-4.3%	6.2%	9.4%	8.3%	26.6%	-9.5%	-9.1%	-14.5%
Contracts Written		5,365	4,956	409	5,278	4,847	431	4,622	4,292	330
Change from prior year		1.6%	2.2%	-5.1%	14.2%	12.9%	30.6%	-4.0%	-2.7%	-18.1%
Sales Volume (1,000s)		707,450	600,855	106,595	656,772	557,162	99,610	602,930	510,099	92,830
Change from prior year		7.7%	7.8%	7.0%	8.9%	9.2%	7.3%	8.2%	8.4%	7.3%
Average	Sale Price	174,206	159,802	354,136	170,413	155,069	381,649	159,632	145,743	335,127
	Change from prior year	2.2%	3.1%	-7.2%	6.8%	6.4%	13.9%	3.5%	4.1%	-2.8%
	Days on Market	79	77	108	85	83	112	86	86	89
	Change from prior year	-6.7%	-7.3%	-3.6%	-1.0%	-3.0%	25.5%	-8.0%	-7.9%	-10.0%
Median	Percent of List	96.4%	96.0%	101.3%	96.2%	95.8%	101.3%	95.9%	95.5%	101.5%
	Change from prior year	0.2%	0.2%	0.0%	0.3%	0.3%	-0.1%	0.5%	0.6%	-0.2%
	Percent of Original	93.1%	92.4%	101.5%	92.6%	92.0%	101.1%	92.3%	91.6%	101.8%
	Change from prior year	0.5%	0.4%	0.5%	0.3%	0.5%	-0.8%	1.5%	1.5%	0.4%
Median	Sale Price	140,000	133,000	318,621	140,000	132,000	339,991	129,000	120,000	300,000
	Change from prior year	0.0%	0.8%	-6.3%	8.5%	10.0%	13.3%	3.2%	4.3%	-2.4%
	Days on Market	51	51	54	60	60	69	59	60	35
	Change from prior year	-15.0%	-15.0%	-21.7%	1.7%	0.0%	97.1%	-8.5%	-7.7%	-12.5%
Median	Percent of List	98.1%	97.7%	100.0%	97.6%	97.2%	100.0%	97.5%	97.2%	100.0%
	Change from prior year	0.5%	0.5%	0.0%	0.1%	0.1%	0.0%	0.4%	0.5%	0.0%
	Percent of Original	96.2%	95.5%	100.2%	95.5%	95.0%	100.0%	95.3%	94.7%	100.3%
	Change from prior year	0.7%	0.6%	0.2%	0.1%	0.3%	-0.3%	0.9%	0.9%	-0.5%

SOLD LISTINGS ANALYSIS

HISTORY >>

**ENTIRE STATE OF KANSAS
ALL HOMES
AS OF 3/15/2016**



SUMMARY >>

Summary Statistics for Sold Listings		February			Year-to-Date		
		2016	2015	Change	2016	2015	Change
Sold Listings		2,143	2,036	5.3%	4,061	3,854	5.4%
Volume (1,000s)		372,408	347,632	7.1%	707,450	656,772	7.7%
Average	Sale Price	173,779	170,743	1.8%	174,206	170,413	2.2%
	Days on Market	81	88	-7.7%	79	85	-6.7%
	Percent of List	96.6%	96.2%	0.5%	96.4%	96.2%	0.2%
	Percent of Original	93.3%	93.0%	0.3%	93.1%	92.6%	0.5%
Median	Sale Price	139,900	139,900	0.0%	140,000	140,000	0.0%
	Days on Market	53	60	-11.7%	51	60	-15.0%
	Percent of List	98.1%	97.6%	0.5%	98.1%	97.6%	0.5%
	Percent of Original	96.2%	95.7%	0.5%	96.2%	95.5%	0.7%

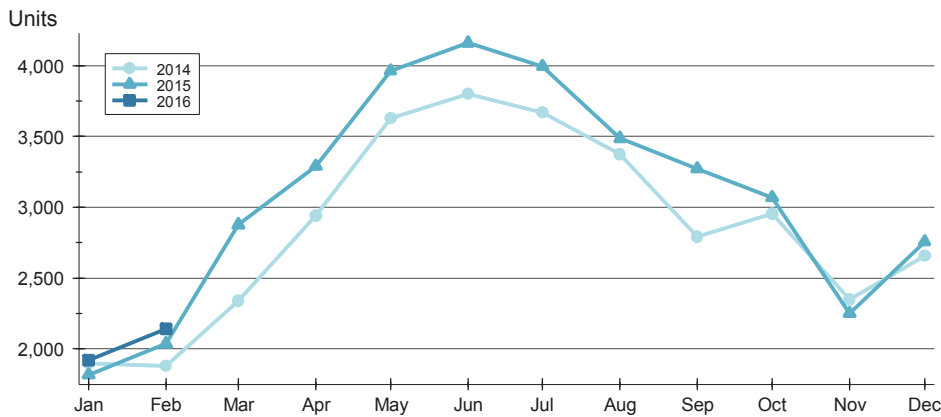
A total of 2,143 homes sold in the state of Kansas in February, up from 2,036 units in February 2015. Total sales volume rose to \$372.4 million compared to \$347.6 million in the previous year.

The median sales price in February was \$139,900, essentially the same as in the prior year. Median days on market was 53 days, up from 50 days in January, but down from 60 in February 2015.

SOLD LISTINGS ANALYSIS

**ENTIRE STATE OF KANSAS
ALL HOMES
AS OF 3/15/2016**

BY MONTH >>



Month	2014	2015	2016
January	1,898	1,818	1,918
February	1,879	2,036	2,143
March	2,341	2,877	2,877
April	2,941	3,289	3,289
May	3,629	3,964	3,964
June	3,801	4,161	4,161
July	3,670	3,996	3,996
August	3,374	3,486	3,486
September	2,790	3,272	3,272
October	2,954	3,068	3,068
November	2,350	2,251	2,251
December	2,657	2,756	2,756

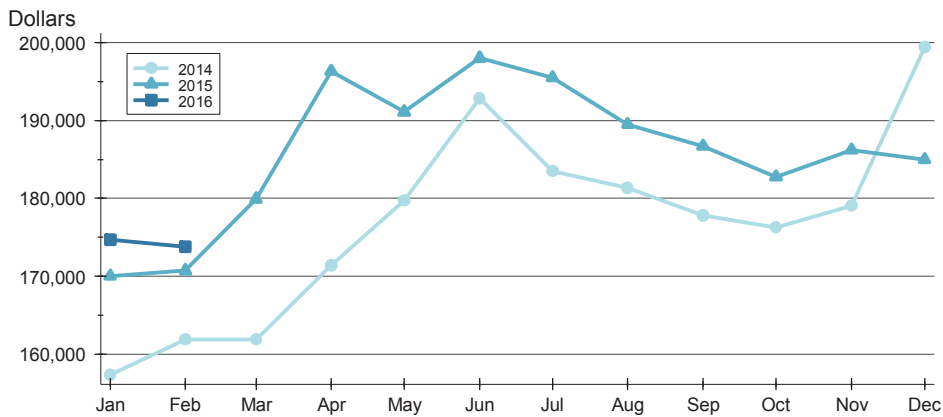
BY PRICE RANGE >>

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	104	4.9%	1,586	15,249	16,201	84	67	87.2%	92.6%	75.2%	76.9%
\$25,000-\$49,999	197	9.2%	7,388	37,504	38,500	90	54	93.4%	93.7%	85.7%	86.7%
\$50,000-\$99,999	426	19.9%	31,939	74,974	75,636	79	55	96.2%	96.9%	92.7%	93.8%
\$100,000-\$124,999	212	9.9%	23,913	112,799	113,900	76	46	96.8%	97.4%	94.2%	95.7%
\$125,000-\$149,999	224	10.5%	30,614	136,669	136,950	65	42	97.6%	98.5%	95.3%	96.9%
\$150,000-\$174,999	198	9.2%	31,989	161,560	160,000	61	44	98.2%	98.8%	96.1%	97.7%
\$175,000-\$199,999	139	6.5%	25,830	185,827	184,000	80	49	98.3%	98.7%	96.6%	97.8%
\$200,000-\$249,999	236	11.0%	52,449	222,241	221,000	76	53	98.1%	98.6%	96.6%	97.3%
\$250,000-\$299,999	138	6.4%	37,894	274,597	275,450	72	51	97.9%	98.7%	96.1%	97.4%
\$300,000 and up	269	12.6%	128,805	478,830	405,000	116	77	97.9%	98.6%	95.7%	97.6%
All price ranges	2,143	100.0%	372,408	173,779	139,900	81	53	96.6%	98.1%	93.3%	96.2%

SOLD LISTINGS ANALYSIS

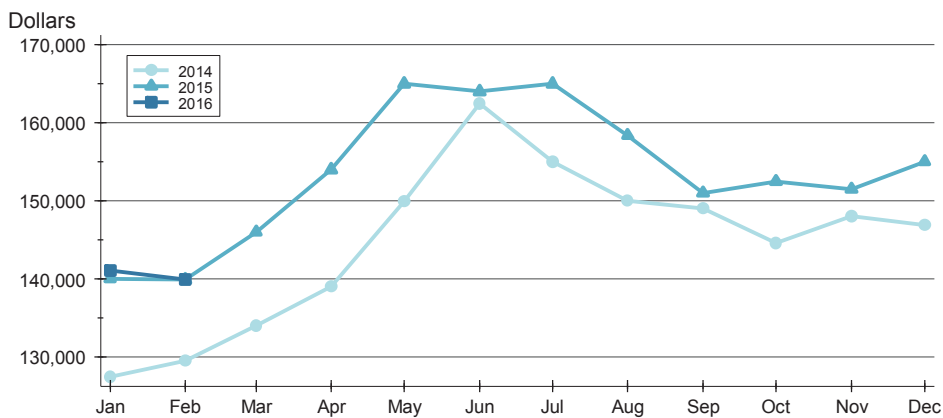
**ENTIRE STATE OF KANSAS
ALL HOMES
AS OF 3/15/2016**

AVERAGE PRICE >>



Month	2014	2015	2016
January	157,397	170,044	174,683
February	161,889	170,743	173,779
March	161,853	179,943	
April	171,430	196,339	
May	179,709	191,094	
June	192,852	198,000	
July	183,506	195,508	
August	181,313	189,503	
September	177,828	186,730	
October	176,222	182,785	
November	179,011	186,209	
December	199,431	184,981	

MEDIAN PRICE >>

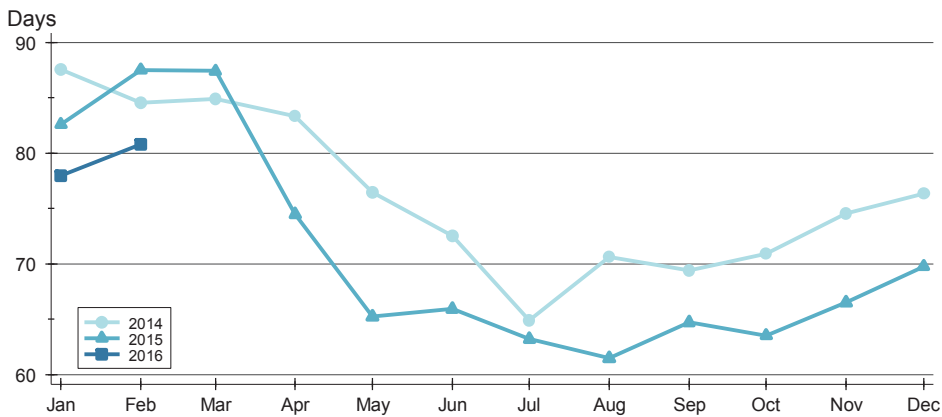


Month	2014	2015	2016
January	127,500	140,000	141,100
February	129,500	139,900	139,900
March	134,000	146,000	
April	139,000	154,000	
May	149,950	165,000	
June	162,500	164,000	
July	155,000	164,995	
August	150,000	158,398	
September	149,000	151,000	
October	144,628	152,500	
November	148,000	151,500	
December	146,900	155,000	

SOLD LISTINGS ANALYSIS

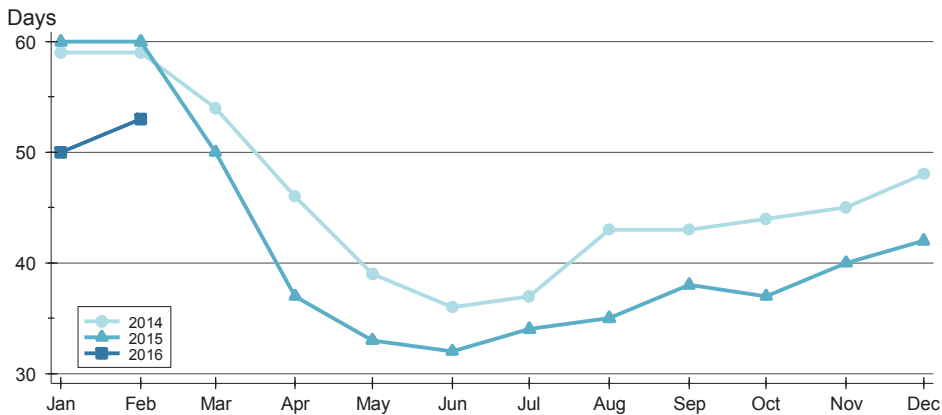
**ENTIRE STATE OF KANSAS
ALL HOMES
AS OF 3/15/2016**

AVERAGE DOM »



Month	2014	2015	2016
January	88	83	78
February	85	88	81
March	85	87	81
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 »

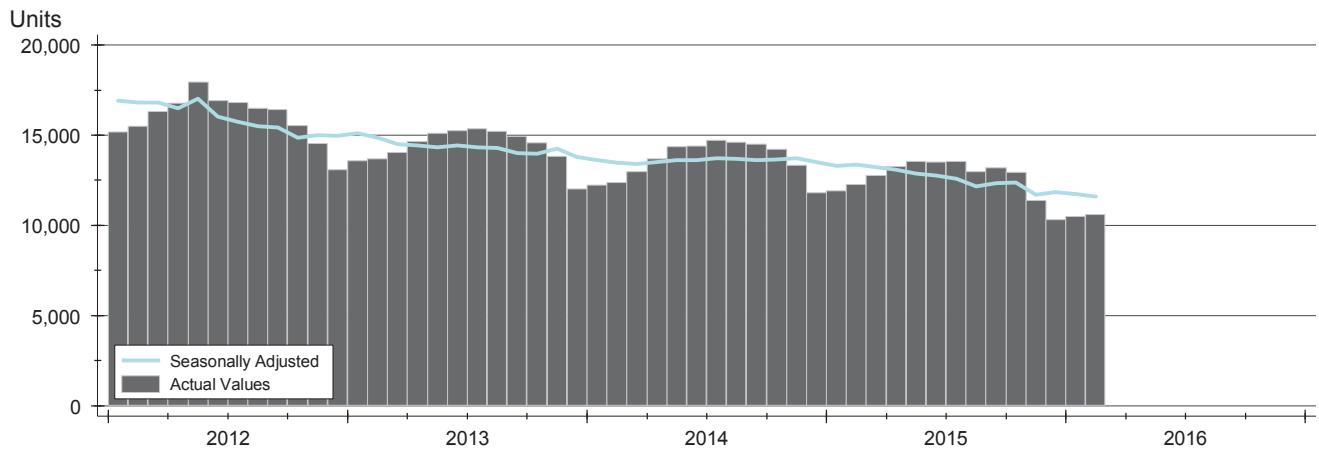


Month	2014	2015	2016
January	59	60	50
February	59	60	53
March	54	50	50
April	46	37	37
May	39	33	33
June	36	32	32
July	37	34	34
August	43	35	35
September	43	38	38
October	44	37	37
November	45	40	40
December	48	42	42

ACTIVE LISTINGS ANALYSIS

**ENTIRE STATE OF KANSAS
ALL HOMES
AS OF 3/15/2016**

HISTORY >>



SUMMARY >>

Summary Statistics for Active Listings		End of February		
		2016	2015	Change
Active Listings		10,615	12,281	-13.6%
Months' Supply		5.0	6.0	-17.9%
Volume (1,000s)		2,467,012	2,610,954	-5.5%
Average	List Price	232,408	212,601	9.3%
	Days on Market	123	126	-1.9%
	Percent of Original	97.7%	97.6%	0.0%
Median	List Price	154,900	145,000	6.8%
	Days on Market	77	85	-9.4%
	Percent of Original	100.0%	100.0%	0.0%

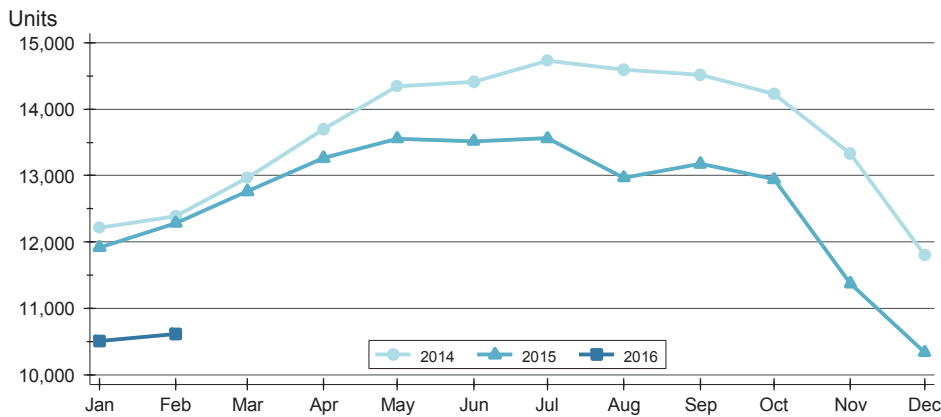
A total of 10,615 homes were available for sale in the state of Kansas at the end of February. This represents a 5.0 months' supply of active listings.

The median list price of homes on the market at the end of February was \$154,900, up 6.8% from 2015. The typical time on market for active listings was 77 days, down from 85 days a year earlier.

ACTIVE LISTINGS ANALYSIS

BY MONTH >>

**ENTIRE STATE OF KANSAS
ALL HOMES
AS OF 3/15/2016**



Month	2014	2015	2016
January	12,215	11,914	10,503
February	12,385	12,281	10,615
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	

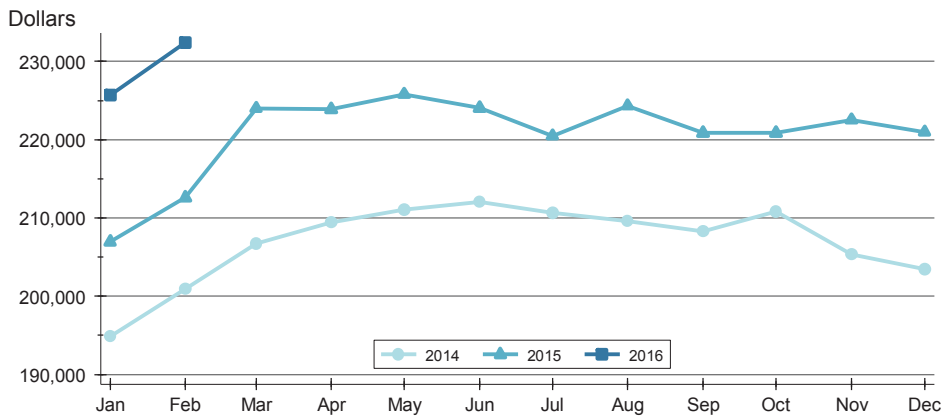
BY PRICE RANGE >>

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	251	2.4%	3,945	2.4	15,717	18,500	116	61	92.3%	100.0%
\$25,000-\$49,999	865	8.1%	34,273	4.4	39,622	39,999	125	83	95.6%	100.0%
\$50,000-\$99,999	2,407	22.7%	179,686	5.7	74,651	74,900	138	91	96.6%	100.0%
\$100,000-\$124,999	763	7.2%	86,930	3.6	113,932	115,000	110	61	97.5%	100.0%
\$125,000-\$149,999	898	8.5%	122,909	4.0	136,870	135,000	98	56	98.1%	100.0%
\$150,000-\$174,999	652	6.1%	106,253	3.3	162,965	163,000	94	50	98.5%	100.0%
\$175,000-\$199,999	658	6.2%	123,761	4.7	188,086	188,575	97	49	98.6%	100.0%
\$200,000-\$249,999	885	8.3%	200,356	3.8	226,391	225,000	108	60	98.5%	100.0%
\$250,000-\$299,999	739	7.0%	204,336	5.4	276,503	277,000	106	57	98.6%	100.0%
\$300,000 and up	2,428	22.9%	1,388,528	9.0	571,881	434,900	151	105	98.8%	100.0%
All price ranges	10,615	100.0%	2,467,012	5.0	232,408	154,900	123	77	97.7%	100.0%

ACTIVE LISTINGS ANALYSIS

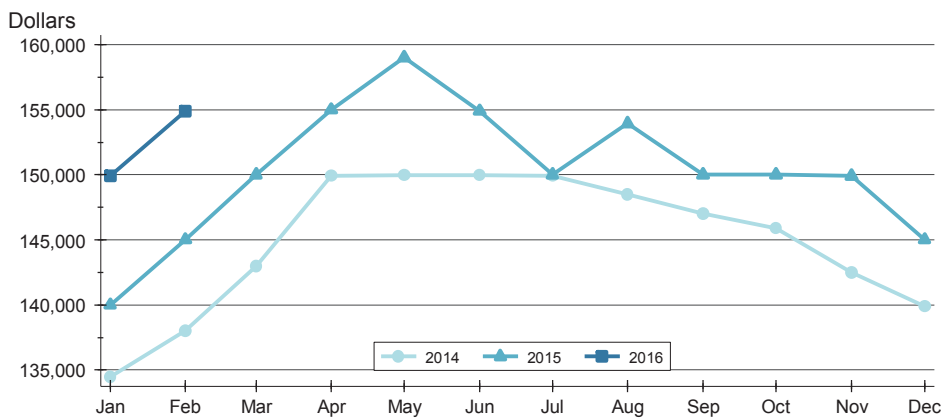
**ENTIRE STATE OF KANSAS
ALL HOMES
AS OF 3/15/2016**

AVERAGE PRICE >>



Month	2014	2015	2016
January	194,853	206,961	225,684
February	200,931	212,601	232,408
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 >>

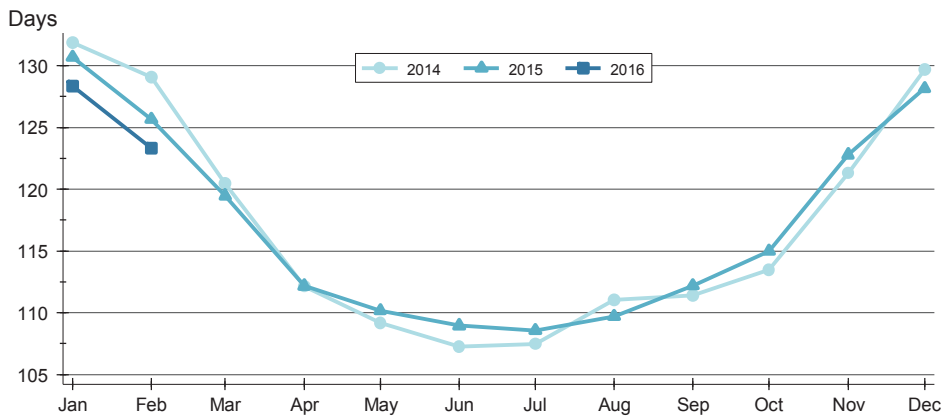


Month	2014	2015	2016
January	134,500	140,000	149,900
February	138,000	145,000	154,900
March	143,000	150,000	
April	149,900	155,000	
May	149,950	159,000	
June	149,950	154,900	
July	149,900	150,000	
August	148,500	153,950	
September	147,000	150,000	
October	145,900	150,000	
November	142,500	149,900	
December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

ACTIVE LISTINGS ANALYSIS

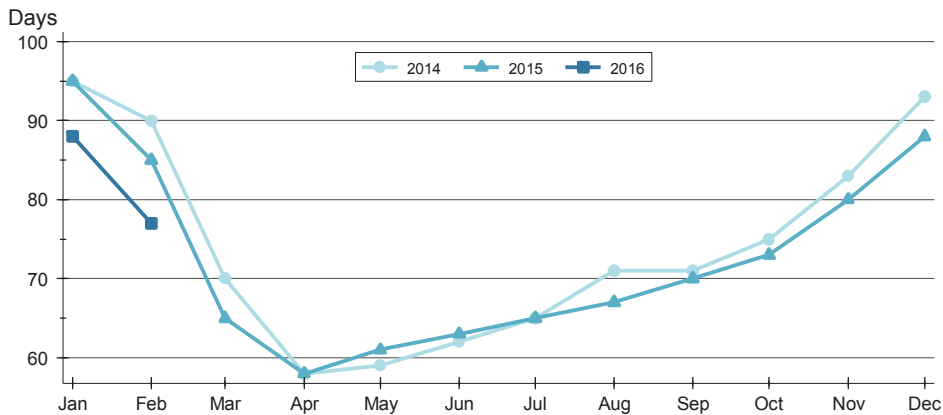
**ENTIRE STATE OF KANSAS
ALL HOMES
AS OF 3/15/2016**

AVERAGE DOM >>



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

MEDIAN DOM >>

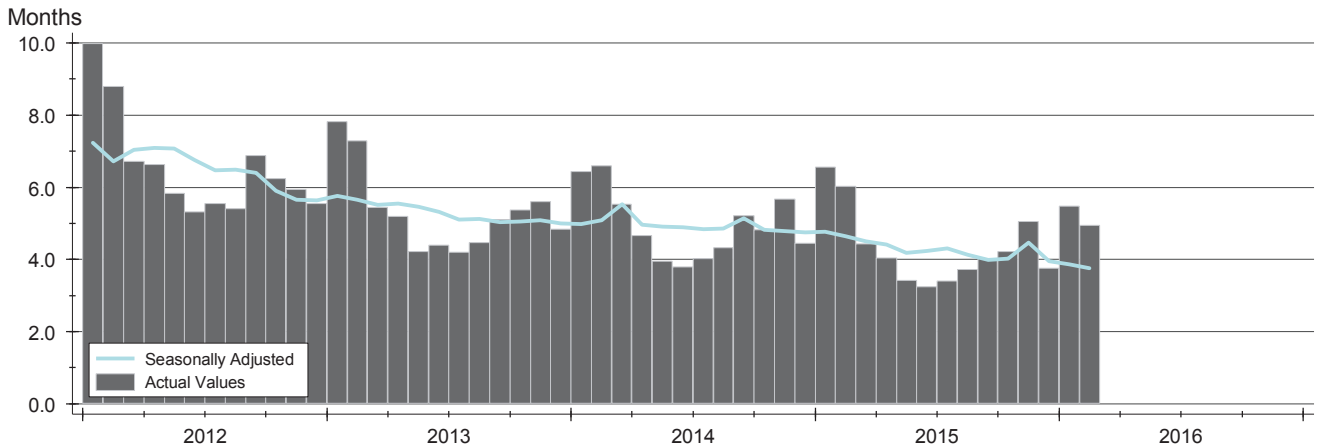


Month	2014	2015	2016
January	95	95	88
February	90	85	77
March	70	65	65
April	58	58	58
May	59	61	61
June	62	63	63
July	65	65	65
August	71	67	71
September	71	70	71
October	75	73	75
November	83	80	80
December	93	88	88

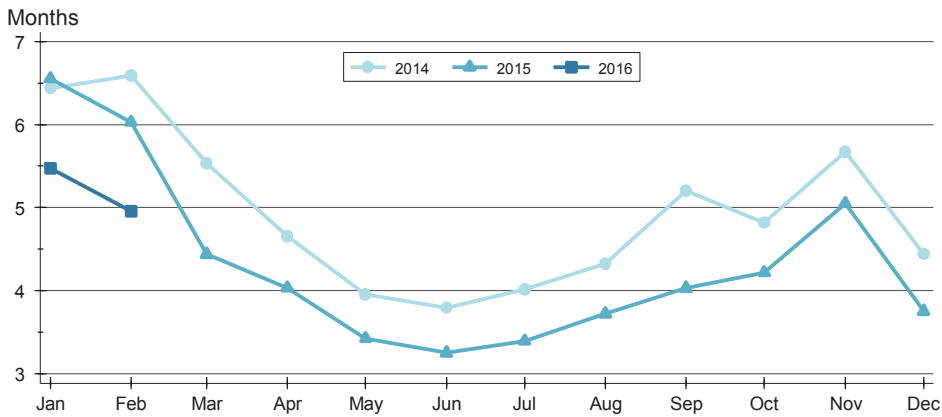
MONTHS' SUPPLY ANALYSIS

**ENTIRE STATE OF KANSAS
ALL HOMES
AS OF 3/15/2016**

HISTORY >>



BY MONTH >>

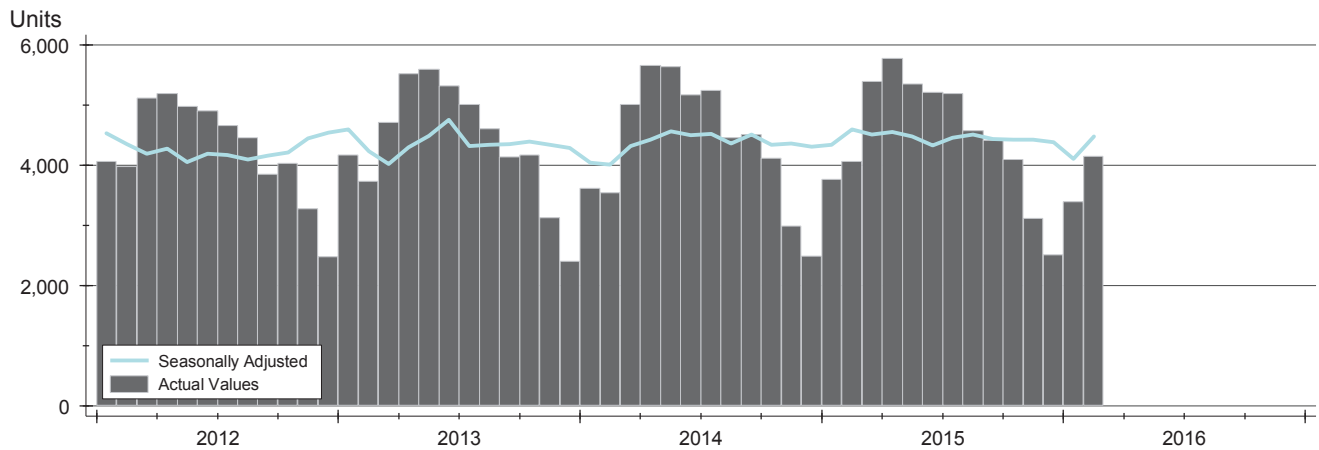


Month	2014	2015	2016
January	6.4	6.6	5.5
February	6.6	6.0	5.0
March	5.5	4.4	
April	4.7	4.0	
May	4.0	3.4	
June	3.8	3.2	
July	4.0	3.4	
August	4.3	3.7	
September	5.2	4.0	
October	4.8	4.2	
November	5.7	5.1	
December	4.4	3.7	

NEW LISTINGS ANALYSIS

**ENTIRE STATE OF KANSAS
ALL HOMES
AS OF 3/15/2016**

HISTORY >>



SUMMARY >>

Summary Statistics for New Listings		February		
		2016	2015	Change
Current Month	New Listings	4,153	4,065	2.2%
	Volume (1,000s)	847,492	815,778	3.9%
	Average List Price	204,067	200,683	1.7%
	Median List Price	159,900	154,500	3.5%
YTD	New Listings	7,548	7,834	-3.7%
	Volume (1,000s)	1,553,297	1,536,025	1.1%
	Average List Price	205,789	196,072	5.0%
	Median List Price	155,000	149,900	3.4%

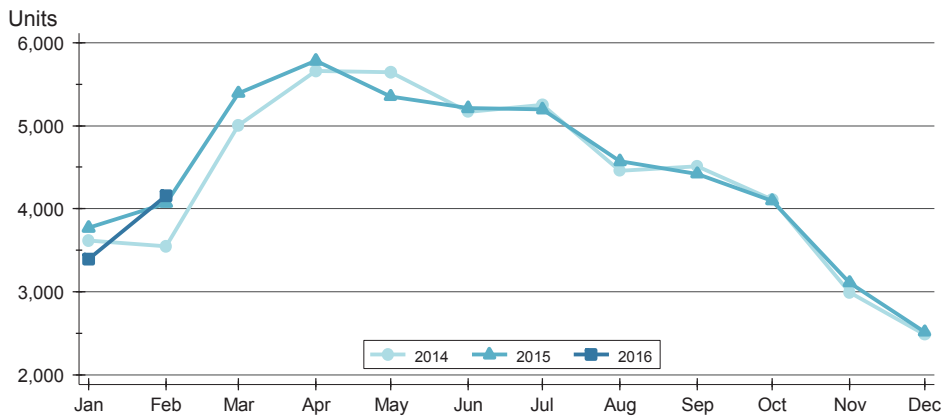
A total of 4,153 new listings were added in the state of Kansas during February, up 2.2% from the same month in 2015. Year-to-date the state of Kansas has seen 7,548 new listings.

The median list price of these homes was \$159,900 up from \$154,500 in 2015.

NEW LISTINGS ANALYSIS

**ENTIRE STATE OF KANSAS
ALL HOMES
AS OF 3/15/2016**

BY MONTH >>



Month	2014	2015	2016
January	3,618	3,769	3,395
February	3,544	4,065	4,153
March	5,007	5,392	5,659
April	5,659	5,781	5,644
May	5,644	5,356	5,166
June	5,166	5,213	5,250
July	5,250	5,197	4,455
August	4,455	4,570	4,508
September	4,508	4,420	4,112
October	4,112	4,097	2,992
November	2,992	3,111	2,485
December	2,485	2,513	

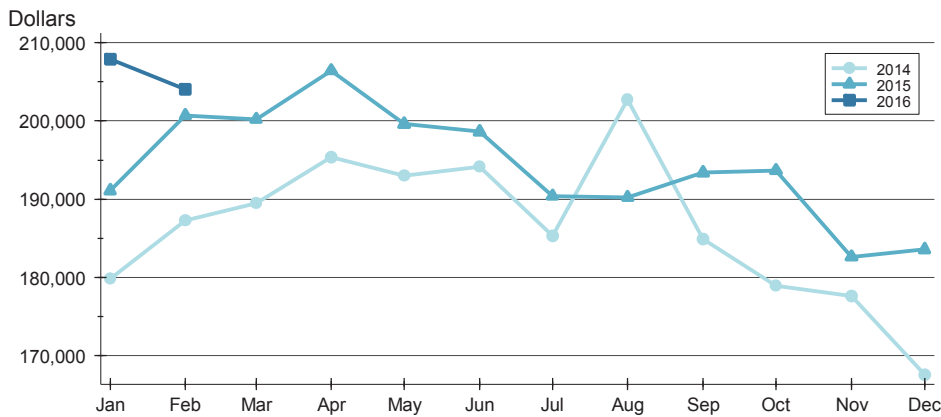
BY PRICE RANGE >>

Price Range	New Listings			List Price	
	Number	Percent	Volume	Average	Median
Below \$25,000	114	2.7%	1,511	13,252	15,950
\$25,000-\$49,999	276	6.6%	10,473	37,945	38,950
\$50,000-\$99,999	760	18.3%	57,623	75,820	75,000
\$100,000-\$124,999	349	8.4%	39,676	113,686	114,500
\$125,000-\$149,999	448	10.8%	61,698	137,718	138,300
\$150,000-\$174,999	355	8.5%	57,932	163,190	163,000
\$175,000-\$199,999	353	8.5%	66,286	187,779	186,900
\$200,000-\$249,999	410	9.9%	92,410	225,391	225,000
\$250,000-\$299,999	316	7.6%	87,194	275,929	275,000
\$300,000 and up	729	17.6%	363,914	499,197	399,000
All price ranges	4,153	100.0%	847,492	204,067	159,900

NEW LISTINGS ANALYSIS

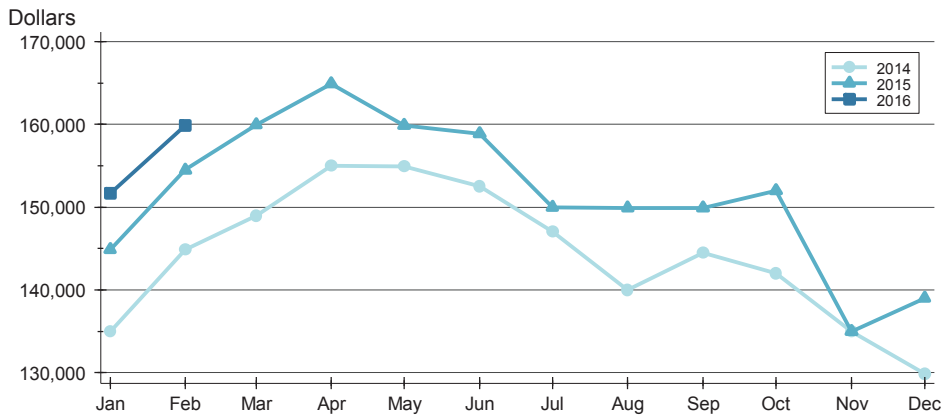
**ENTIRE STATE OF KANSAS
ALL HOMES
AS OF 3/15/2016**

AVERAGE PRICE >>



Month	2014	2015	2016
January	179,887	191,097	207,895
February	187,275	200,683	204,067
March	189,462	200,233	
April	195,343	206,447	
May	192,981	199,594	
June	194,165	198,618	
July	185,345	190,416	
August	202,709	190,246	
September	184,936	193,407	
October	178,912	193,658	
November	177,611	182,630	
December	167,628	183,591	

MEDIAN PRICE >>

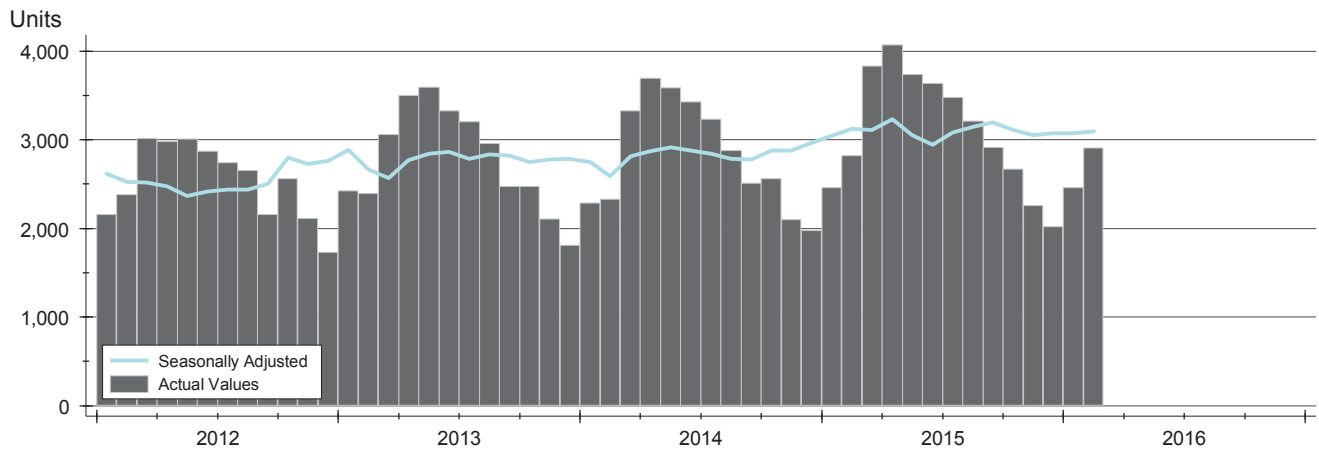


Month	2014	2015	2016
January	135,000	144,900	151,700
February	144,900	154,500	159,900
March	148,950	159,950	
April	155,000	164,900	
May	154,900	159,900	
June	152,500	158,900	
July	147,000	150,000	
August	140,000	149,900	
September	144,500	149,900	
October	142,000	152,000	
November	135,000	135,000	
December	129,900	139,000	

CONTRACTS WRITTEN ANALYSIS

**ENTIRE STATE OF KANSAS
ALL HOMES
AS OF 3/15/2016**

HISTORY >>



SUMMARY >>

Summary Statistics for Contracts Written		February			Year-to-Date		
		2016	2015	Change	2016	2015	Change
Contracts Written		2,907	2,820	3.1%	5,365	5,278	1.6%
Volume (1,000s)		538,382	535,566	0.5%	986,411	996,113	-1.0%
Average	List Price	185,202	189,917	-2.5%	183,860	188,729	-2.6%
	Days on Market	66	79	-16.6%	71	83	-14.4%
	Percent of Original	96.1%	94.8%	1.3%	95.2%	94.2%	1.1%
Median	List Price	154,900	155,000	-0.1%	150,000	154,900	-3.2%
	Days on Market	29	42	-31.0%	37	51	-27.5%
	Percent of Original	100.0%	97.1%	3.0%	100.0%	96.7%	3.4%

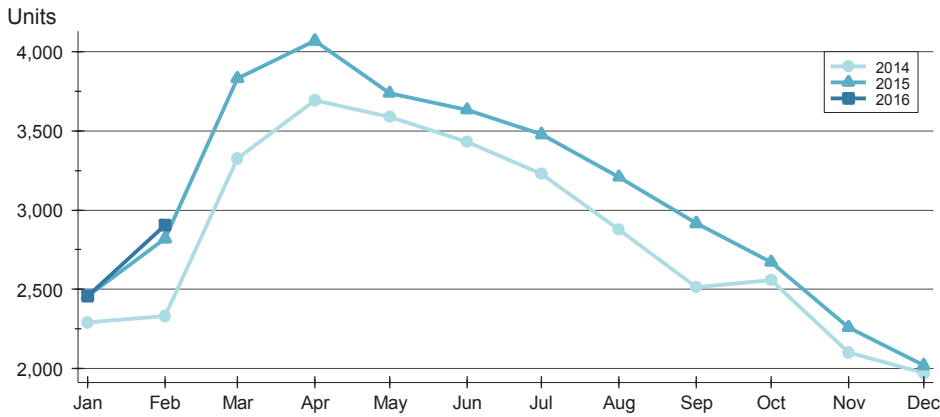
A total of 2,907 contracts for sale were written in the state of Kansas during the month of February, up from 2,820 in 2015. The median list price of these homes was \$154,900, down from \$155,000 the prior year.

Half of the homes that went under contract in February were on the market less than 29 days, compared to 42 days in February 2015.

CONTRACTS WRITTEN ANALYSIS

**ENTIRE STATE OF KANSAS
ALL HOMES
AS OF 3/15/2016**

BY MONTH >>



Month	2014	2015	2016
January	2,290	2,458	2,458
February	2,332	2,820	2,907
March	3,324	3,832	-
April	3,696	4,070	-
May	3,588	3,740	-
June	3,431	3,635	-
July	3,230	3,479	-
August	2,877	3,210	-
September	2,512	2,916	-
October	2,559	2,672	-
November	2,100	2,259	-
December	1,973	2,018	-

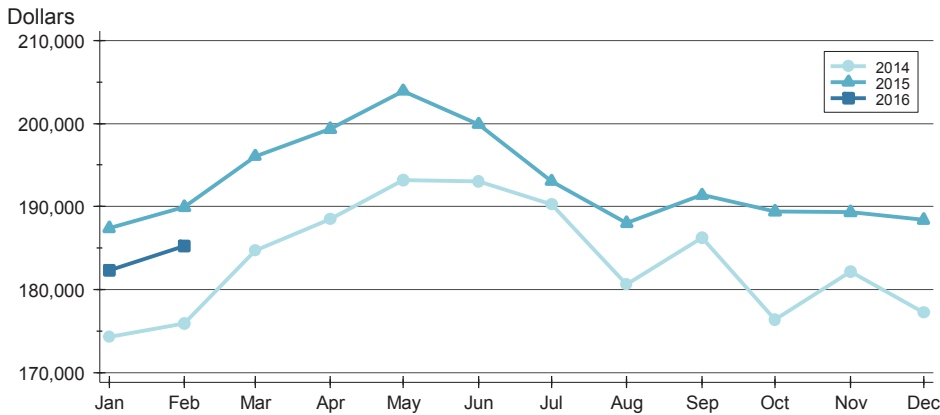
BY PRICE RANGE >>

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	2.7%	1,270	16,284	17,500	78	45	80.1%	88.0%
\$25,000-\$49,999	204	7.0%	7,803	38,250	39,000	88	53	87.6%	90.9%
\$50,000-\$99,999	546	18.8%	41,862	76,671	78,500	77	45	93.9%	100.0%
\$100,000-\$124,999	246	8.5%	28,084	114,162	114,900	56	27	97.0%	100.0%
\$125,000-\$149,999	344	11.8%	47,295	137,486	137,000	48	22	98.1%	100.0%
\$150,000-\$174,999	264	9.1%	42,963	162,737	160,000	48	15	98.3%	100.0%
\$175,000-\$199,999	268	9.2%	50,075	186,845	187,000	58	25	98.1%	100.0%
\$200,000-\$249,999	310	10.7%	69,044	222,722	219,900	57	18	98.7%	100.0%
\$250,000-\$299,999	222	7.6%	60,760	273,695	270,000	68	21	98.0%	100.0%
\$300,000 and up	409	14.1%	186,264	455,412	387,000	84	27	98.1%	100.0%
All price ranges	2,907	100.0%	538,382	185,202	154,900	66	29	96.1%	100.0%

CONTRACTS WRITTEN ANALYSIS

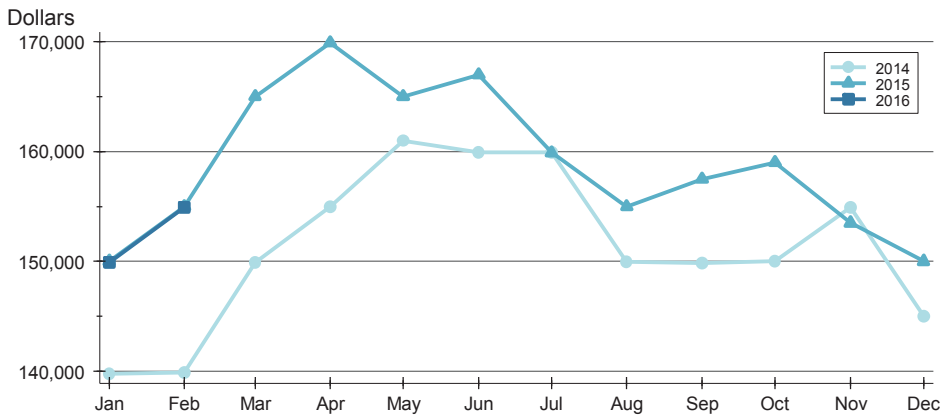
**ENTIRE STATE OF KANSAS
ALL HOMES
AS OF 3/15/2016**

AVERAGE PRICE »



Month	2014	2015	2016
January	174,268	187,371	182,276
February	175,908	189,917	185,202
March	184,686	196,042	
April	188,494	199,348	
May	193,196	203,913	
June	193,043	199,901	
July	190,285	193,043	
August	180,628	188,002	
September	186,258	191,377	
October	176,377	189,401	
November	182,188	189,316	
December	177,191	188,370	

MEDIAN PRICE »

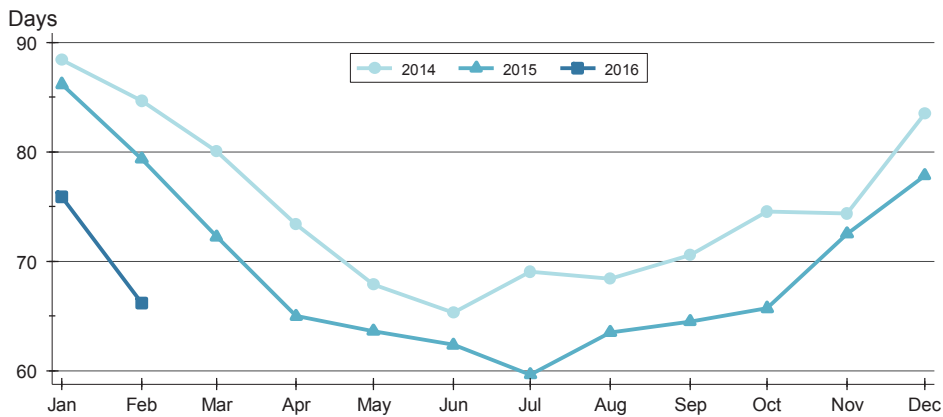


Month	2014	2015	2016
January	139,800	150,000	149,900
February	139,900	155,000	154,900
March	149,900	165,000	
April	155,000	169,900	
May	161,000	165,000	
June	160,000	167,000	
July	160,000	159,900	
August	149,950	155,000	
September	149,825	157,500	
October	149,995	159,000	
November	154,900	153,500	
December	145,000	150,000	

CONTRACTS WRITTEN ANALYSIS

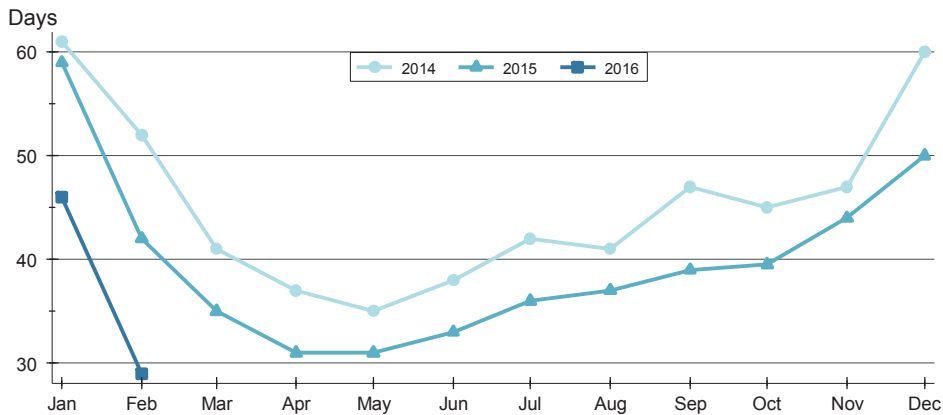
**ENTIRE STATE OF KANSAS
ALL HOMES
AS OF 3/15/2016**

AVERAGE DOM »



Month	2014	2015	2016
January	88	86	76
February	85	79	66
March	80	72	
April	73	65	
May	68	64	
June	65	62	
July	69	60	
August	68	63	
September	71	64	
October	74	66	
November	74	73	
December	83	78	

MEDIAN DOM »

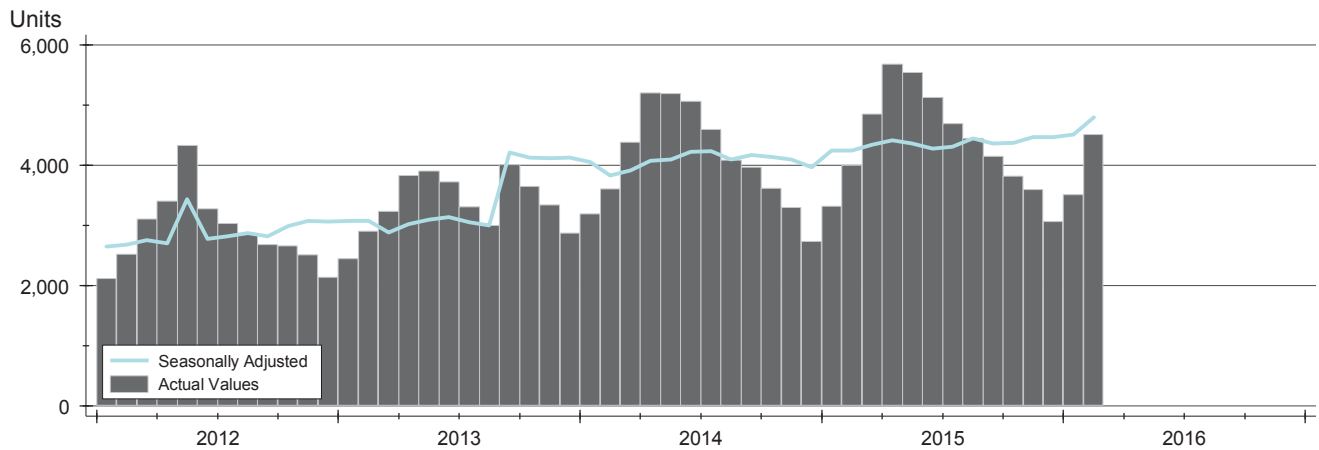


Month	2014	2015	2016
January	61	59	46
February	52	42	29
March	41	35	
April	37	31	
May	35	31	
June	38	33	
July	42	36	
August	41	37	
September	47	39	
October	45	40	
November	47	44	
December	60	50	

PENDING CONTRACTS ANALYSIS

**ENTIRE STATE OF KANSAS
ALL HOMES
AS OF 3/15/2016**

HISTORY >>



SUMMARY >>

Summary Statistics for Pending Contracts		End of February		
		2016	2015	Change
Pending Contracts		4,513	4,002	12.8%
Volume (1,000s)		943,761	812,521	16.2%
Average	List Price	209,120	203,029	3.0%
	Days on Market	68	83	-17.5%
	Percent of Original	97.6%	97.5%	0.2%
Median	List Price	165,000	153,500	7.5%
	Days on Market	27	40	-32.5%
	Percent of Original	100.0%	100.0%	0.0%

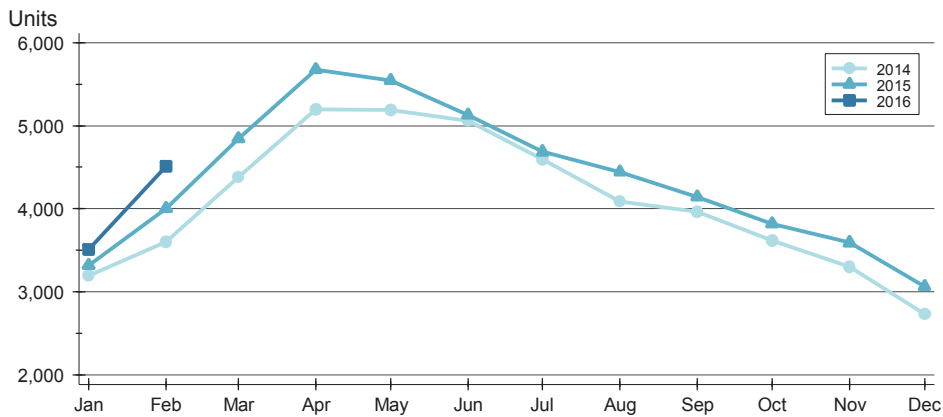
A total of 4,513 listings in the state of Kansas had contracts pending at the end of February, up from 4,002 contracts pending at the end of February 2015.

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

BY MONTH >>

**ENTIRE STATE OF KANSAS
ALL HOMES
AS OF 3/15/2016**



Month	2014	2015	2016
January	3,195	3,319	3,508
February	3,603	4,002	4,513
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	

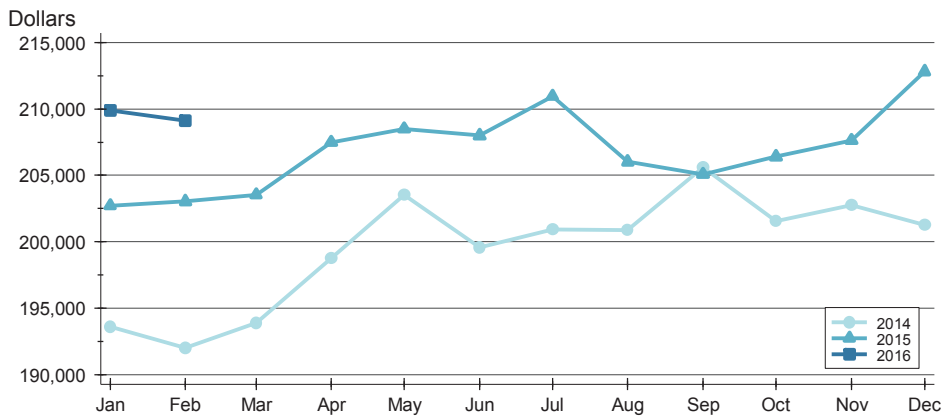
BY PRICE RANGE >>

Price Range	Contracts Pending			List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median
Below \$25,000	78	1.7%	1,293	16,583	17,500	56	41	90.3%	100.0%
\$25,000-\$49,999	238	5.3%	9,083	38,162	39,000	82	42	92.9%	100.0%
\$50,000-\$99,999	838	18.6%	64,210	76,622	77,000	85	50	95.9%	100.0%
\$100,000-\$124,999	368	8.2%	42,173	114,601	115,000	71	36	97.6%	100.0%
\$125,000-\$149,999	472	10.5%	64,995	137,701	138,050	58	25	98.4%	100.0%
\$150,000-\$174,999	419	9.3%	68,219	162,813	162,000	52	20	98.4%	100.0%
\$175,000-\$199,999	397	8.8%	74,505	187,669	188,500	60	25	98.3%	100.0%
\$200,000-\$249,999	478	10.6%	106,897	223,635	221,950	68	25	98.7%	100.0%
\$250,000-\$299,999	337	7.5%	92,446	274,319	274,900	67	21	98.5%	100.0%
\$300,000 and up	872	19.3%	416,595	477,747	415,000	68	6	99.1%	100.0%
All price ranges	4,513	100.0%	943,761	209,120	165,000	68	27	97.6%	100.0%

PENDING CONTRACTS ANALYSIS

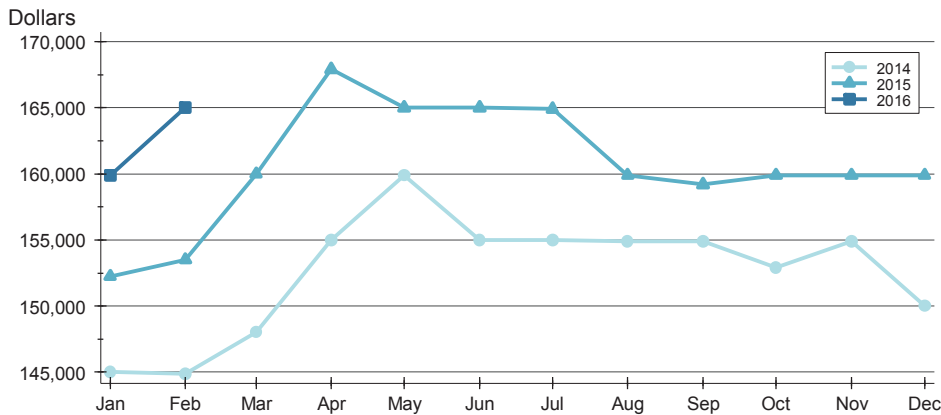
**ENTIRE STATE OF KANSAS
ALL HOMES
AS OF 3/15/2016**

AVERAGE PRICE >>



Month	2014	2015	2016
January	193,579	202,715	209,904
February	192,024	203,029	209,120
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 >>

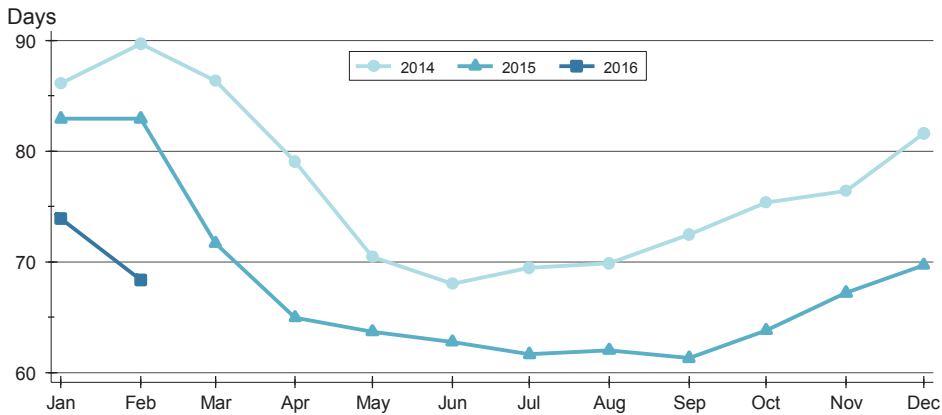


Month	2014	2015	2016
January	145,000	152,250	159,900
February	144,900	153,500	165,000
March	148,000	160,000	
April	155,000	167,900	
May	159,900	165,000	
June	155,000	165,000	
July	155,000	164,900	
August	154,900	159,900	
September	154,900	159,200	
October	152,900	159,900	
November	154,900	159,900	
December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

PENDING CONTRACTS ANALYSIS

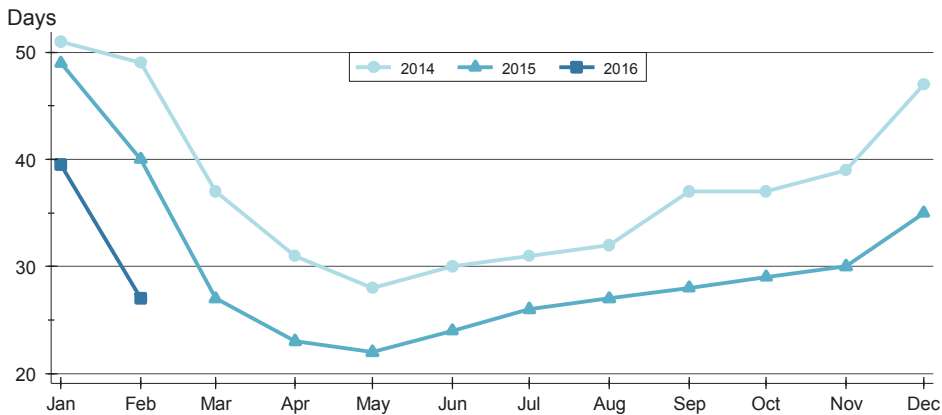
**ENTIRE STATE OF KANSAS
ALL HOMES
AS OF 3/15/2016**

AVERAGE DOM >>



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

MEDIAN DOM >>



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