

MARKET OVERVIEW >>

Kansas Home Sales Rose in March

Total home sales in the state of Kansas rose by 9.0% last month to 3,137 units, compared to 2,878 units in March 2015. Total sales volume was \$568.0 million, up 9.7% from a year earlier.

The median sale price in March was \$152,000, up from \$146,000 a year earlier. Homes that sold in March were typically on the market for 41 days and sold for 98.5% of their list prices.

Kansas Active Listings Down at End of March

The total number of active listings in the state of Kansas at the end of March was 11,318 units, down from 12,762 at the same point in 2015. This represents a 3.6 months' supply of homes available for sale. The median list price of homes on the market at the end of March was \$163,500.

During March, a total of 3,683 contracts were written down from 3,834 in March 2015. At the end of the month, there were 5,459 contracts pending, compared to 4,846 at the end of March 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		March		
Summary Statistics		2016	2015	Change
Home Sales		3,137	2,878	9.0%
Active Listings		11,318	12,762	-11.3%
Months' Supply		3.6	4.4	-18.6%
New Listings		5,608	5,390	4.0%
Contracts Written		3,683	3,834	-3.9%
Pending Contracts		5,459	4,846	12.6%
Sales Volume (1,000s)		568,048	518,030	9.7%
Average	Sale Price	181,138	179,997	0.6%
	List Price of Actives	237,851	223,990	6.2%
	Days on Market	75	87	-14.5%
	Percent of List	97.2%	97.1%	0.1%
	Percent of Original	94.7%	94.3%	0.4%
Median	Sale Price	152,000	146,000	4.1%
	List Price of Actives	163,500	150,000	9.0%
	Days on Market	41	50	-18.0%
	Percent of List	98.5%	98.2%	0.3%
	Percent of Original	97.2%	96.5%	0.7%

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 4/15/2016

SUMMARY >>

March MLS Statistics		2016			2015			2014			
By Property Type		Total	Existing	New	Total	Existing	New	Total	Existing	New	
Home Sales		3,137	2,938	199	2,878	2,676	202	2,339	2,188	151	
	Change from prior year	9.0%	9.8%	-1.5%	23.0%	22.3%	33.8%	-9.5%	-8.9%	-17.0%	
Active Listings		11,318	10,016	1,302	12,762	11,457	1,305	12,965	11,881	1,084	
	Change from prior year	-11.3%	-12.6%	-0.2%	-1.6%	-3.6%	20.4%	-7.7%	-9.2%	13.5%	
Months' Supply		3.6	3.4	6.5	4.4	4.3	6.5	5.5	5.4	7.2	
	Change from prior year	-18.6%	-20.4%	1.3%	-20.0%	-21.2%	-10.0%	2.0%	-0.3%	36.8%	
New Listings		5,608	5,225	383	5,390	5,043	347	5,007	4,755	252	
	Change from prior year	4.0%	3.6%	10.4%	7.6%	6.1%	37.7%	6.1%	6.3%	2.9%	
Contracts Written		3,683	3,388	295	3,834	3,522	312	3,324	3,079	245	
	Change from prior year	-3.9%	-3.8%	-5.4%	15.3%	14.4%	27.3%	8.5%	8.9%	4.3%	
Pending Contracts		5,459	4,651	808	4,846	4,136	710	4,378	3,727	651	
	Change from prior year	12.6%	12.5%	13.8%	10.7%	11.0%	9.1%	35.3%	39.4%	15.8%	
Sales Volume (1,000s)		568,048	498,080	69,969	518,030	441,703	76,327	378,673	326,590	52,084	
	Change from prior year	9.7%	12.8%	-8.3%	36.7%	35.2%	46.5%	-12.1%	-12.3%	-10.5%	
Average	Sale Price	181,138	169,588	351,602	179,997	165,061	377,859	161,965	149,332	344,924	
		Change from prior year	0.6%	2.7%	-6.9%	11.1%	10.5%	9.5%	-2.8%	-3.7%	7.9%
	List Price of Actives	237,851	218,469	386,263	223,990	209,503	350,759	206,758	195,604	328,185	
		Change from prior year	6.2%	4.3%	10.1%	8.3%	7.1%	6.9%	5.7%	4.1%	6.2%
	Days on Market	75	73	102	87	84	140	85	83	106	
		Change from prior year	-14.4%	-12.6%	-26.7%	3.1%	0.2%	31.9%	-6.8%	-6.8%	-5.1%
Median	Percent of List	97.2%	97.0%	100.8%	97.1%	96.8%	101.5%	96.6%	96.2%	101.9%	
		Change from prior year	0.1%	0.2%	-0.7%	0.5%	0.5%	-0.4%	0.3%	0.3%	0.7%
	Percent of Original	94.7%	94.3%	100.9%	94.3%	93.9%	100.7%	93.4%	92.8%	102.1%	
		Change from prior year	0.4%	0.4%	0.2%	1.0%	1.2%	-1.4%	0.7%	0.8%	0.4%
	Sale Price	152,000	144,000	325,000	146,000	138,150	347,625	134,075	128,000	308,380	
		Change from prior year	4.1%	4.2%	-6.5%	8.9%	7.9%	12.7%	-2.8%	-1.7%	9.0%
List Price of Actives	163,500	142,000	349,950	150,000	136,000	326,900	143,000	134,000	313,353		
	Change from prior year	9.0%	4.4%	7.1%	4.9%	1.5%	4.3%	5.1%	3.2%	16.1%	
Days on Market	41	41	47	50	49	104	54	54	64		
	Change from prior year	-18.0%	-16.3%	-54.6%	-7.4%	-9.3%	61.7%	-5.3%	-3.6%	-17.9%	
Percent of List	98.5%	98.2%	100.0%	98.2%	98.0%	100.0%	97.8%	97.5%	100.0%		
	Change from prior year	0.3%	0.3%	0.0%	0.4%	0.5%	0.0%	0.0%	0.1%	0.0%	
Percent of Original	97.2%	96.8%	100.2%	96.5%	96.1%	100.0%	96.2%	95.8%	100.7%		
	Change from prior year	0.7%	0.7%	0.2%	0.3%	0.4%	-0.7%	0.7%	0.8%	0.7%	

YEAR-TO-DATE STATISTICS

SUMMARY >>

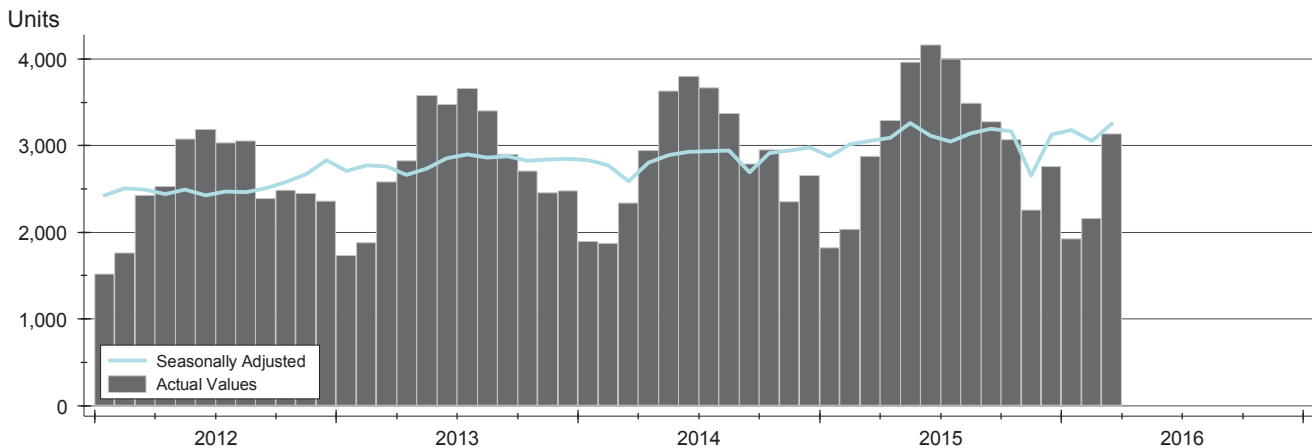
**ENTIRE STATE OF KANSAS
YTD BREAKDOWNS BY HOME TYPE
AS OF 4/15/2016**

Year-to-Date Activity		2016			2015			2014		
By Property Type		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		7,224	6,721	503	6,732	6,269	463	6,110	5,682	428
Change from prior year		7.3%	7.2%	8.6%	10.2%	10.3%	8.2%	-1.4%	-1.5%	-1.2%
New Listings		13,224	12,290	934	13,226	12,365	861	12,169	11,510	659
Change from prior year		0.0%	-0.6%	8.5%	8.7%	7.4%	30.7%	-3.7%	-3.4%	-8.5%
Contracts Written		9,362	8,637	725	9,115	8,371	744	7,932	7,358	574
Change from prior year		2.7%	3.2%	-2.6%	14.9%	13.8%	29.6%	0.7%	1.6%	-10.0%
Sales Volume (1,000s)		1,278,446	1,101,379	177,067	1,174,803	998,865	175,938	980,968	836,054	144,914
Change from prior year		8.8%	10.3%	0.6%	19.8%	19.5%	21.4%	-0.7%	-0.8%	0.1%
Average	Sale Price	176,997	163,896	352,021	174,510	159,334	379,995	160,577	147,167	338,584
	Change from prior year	1.4%	2.9%	-7.4%	8.7%	8.3%	12.2%	0.7%	0.6%	1.3%
	Days on Market	77	75	106	86	83	124	86	85	95
	Change from prior year	-10.1%	-9.6%	-14.7%	0.8%	-1.7%	30.5%	-7.6%	-7.5%	-8.9%
Percent of List		96.8%	96.4%	101.1%	96.6%	96.2%	101.4%	96.2%	95.8%	101.6%
	Change from prior year	0.2%	0.2%	-0.3%	0.4%	0.4%	-0.2%	0.4%	0.4%	0.1%
Percent of Original		93.8%	93.2%	101.2%	93.4%	92.8%	100.9%	92.7%	92.0%	101.9%
	Change from prior year	0.5%	0.5%	0.4%	0.7%	0.8%	-1.0%	1.1%	1.2%	0.4%
Median	Sale Price	145,000	137,000	318,838	142,500	135,000	340,453	130,000	124,000	305,000
	Change from prior year	1.8%	1.5%	-6.3%	9.6%	8.9%	11.6%	0.0%	0.8%	3.2%
	Days on Market	47	46	48	56	56	90	57	58	46
	Change from prior year	-17.0%	-17.9%	-46.7%	-1.8%	-3.4%	97.8%	-8.1%	-6.5%	-24.2%
Percent of List		98.3%	98.0%	100.0%	97.9%	97.6%	100.0%	97.6%	97.3%	100.0%
	Change from prior year	0.4%	0.4%	0.0%	0.3%	0.3%	0.0%	0.3%	0.3%	0.0%
Percent of Original		96.6%	96.1%	100.2%	95.9%	95.5%	100.0%	95.7%	95.2%	100.5%
	Change from prior year	0.8%	0.7%	0.2%	0.2%	0.3%	-0.5%	0.8%	0.9%	0.1%

SOLD LISTINGS ANALYSIS

HISTORY >>

**ENTIRE STATE OF KANSAS
ALL HOMES
AS OF 4/15/2016**



SUMMARY >>

Summary Statistics for Sold Listings		March			Year-to-Date		
		2016	2015	Change	2016	2015	Change
Sold Listings		3,137	2,878	9.0%	7,224	6,732	7.3%
Volume (1,000s)		568,048	518,030	9.7%	1,278,446	1,174,803	8.8%
Average	Sale Price	181,138	179,997	0.6%	176,997	174,510	1.4%
	Days on Market	75	87	-14.4%	77	86	-10.1%
	Percent of List	97.2%	97.1%	0.1%	96.8%	96.6%	0.2%
	Percent of Original	94.7%	94.3%	0.4%	93.8%	93.4%	0.5%
Median	Sale Price	152,000	146,000	4.1%	145,000	142,500	1.8%
	Days on Market	41	50	-18.0%	47	56	-17.0%
	Percent of List	98.5%	98.2%	0.3%	98.3%	97.9%	0.4%
	Percent of Original	97.2%	96.5%	0.7%	96.6%	95.9%	0.8%

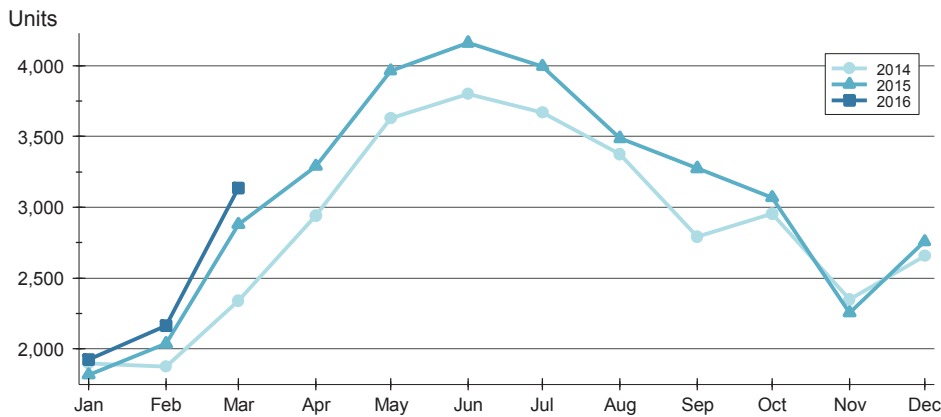
A total of 3,137 homes sold in the state of Kansas in March, up from 2,878 units in March 2015. Total sales volume rose to \$568.0 million compared to \$518.0 million in the previous year.

The median sales price in March was \$152,000, up 4.1% compared to the prior year. Median days on market was 41 days, down from 53 days in February, and down from 50 in March 2015.

SOLD LISTINGS ANALYSIS

**ENTIRE STATE OF KANSAS
ALL HOMES
AS OF 4/15/2016**

BY MONTH »



Month	2014	2015	2016
January	1,896	1,818	1,925
February	1,875	2,036	2,162
March	2,339	2,878	3,137
April	2,940	3,289	
May	3,627	3,964	
June	3,799	4,161	
July	3,667	3,996	
August	3,374	3,487	
September	2,790	3,275	
October	2,954	3,069	
November	2,350	2,254	
December	2,657	2,758	

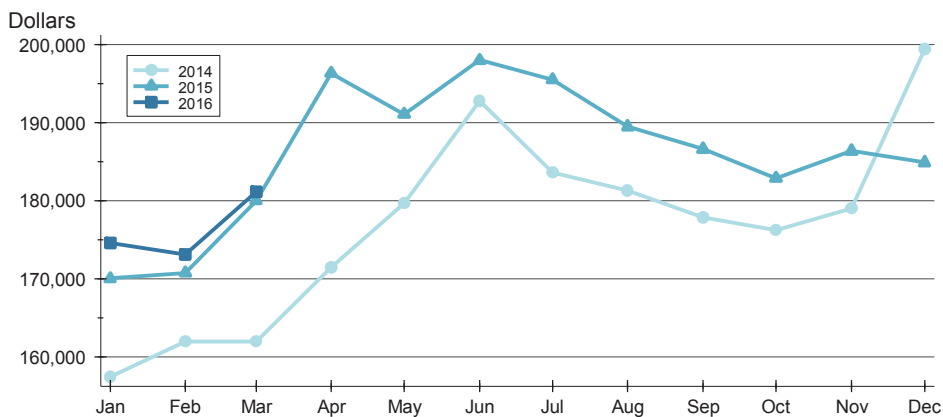
BY PRICE RANGE »

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	120	3.8%	1,848	15,402	15,000	80	41	84.9%	86.8%	77.6%	79.2%
\$25,000-\$49,999	214	6.8%	7,895	36,891	38,025	88	51	93.4%	93.9%	86.3%	88.0%
\$50,000-\$99,999	590	18.8%	43,405	73,568	73,000	87	48	96.6%	97.0%	93.0%	94.5%
\$100,000-\$124,999	293	9.3%	33,071	112,872	113,900	69	41	96.8%	97.9%	94.8%	96.4%
\$125,000-\$149,999	328	10.5%	44,955	137,059	137,000	61	35	98.3%	98.6%	97.0%	97.9%
\$150,000-\$174,999	323	10.3%	52,378	162,161	162,000	65	40	98.7%	99.4%	97.4%	98.2%
\$175,000-\$199,999	255	8.1%	47,437	186,026	185,000	63	29	98.1%	98.9%	96.0%	97.6%
\$200,000-\$249,999	339	10.8%	75,350	222,273	220,000	64	37	99.2%	99.2%	97.9%	98.1%
\$250,000-\$299,999	227	7.2%	61,026	268,835	265,000	76	41	98.7%	99.6%	96.6%	98.2%
\$300,000 and up	447	14.2%	200,683	448,956	380,000	87	32	98.5%	98.6%	96.9%	98.3%
All price ranges	3,137	100.0%	568,048	181,138	152,000	75	41	97.2%	98.5%	94.7%	97.2%

SOLD LISTINGS ANALYSIS

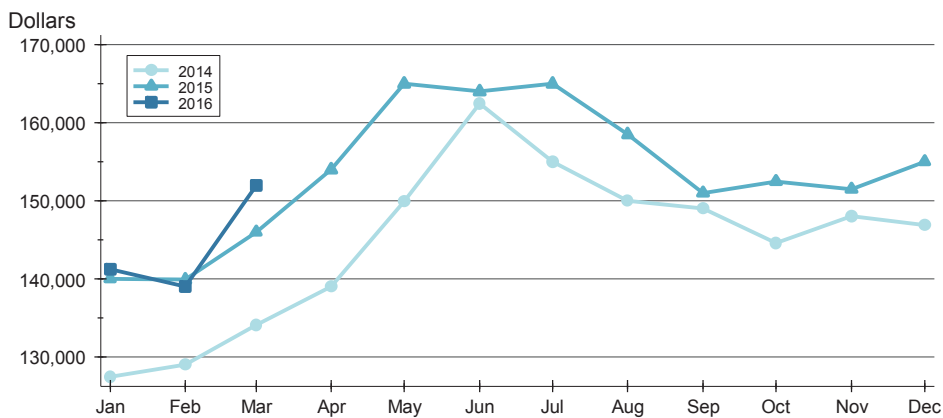
**ENTIRE STATE OF KANSAS
ALL HOMES
AS OF 4/15/2016**

AVERAGE PRICE >>



Month	2014	2015	2016
January	157,494	170,044	174,580
February	161,966	170,743	173,141
March	161,965	179,997	181,138
April	171,465	196,339	
May	179,635	191,094	
June	192,815	198,000	
July	183,621	195,508	
August	181,313	189,497	
September	177,828	186,607	
October	176,222	182,867	
November	179,011	186,368	
December	199,431	184,893	

MEDIAN PRICE >>

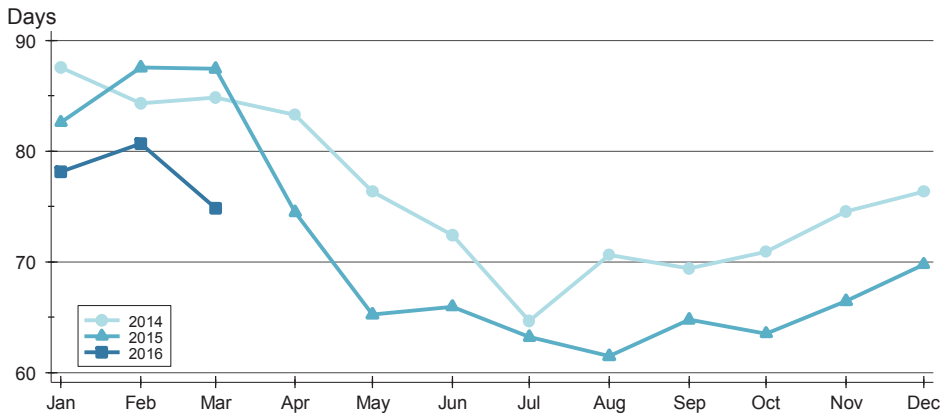


Month	2014	2015	2016
January	127,500	140,000	141,200
February	129,000	139,900	139,000
March	134,075	146,000	152,000
April	139,000	154,000	
May	149,950	165,000	
June	162,500	164,000	
July	155,000	164,995	
August	150,000	158,500	
September	149,000	151,000	
October	144,628	152,500	
November	148,000	151,500	
December	146,900	155,000	

SOLD LISTINGS ANALYSIS

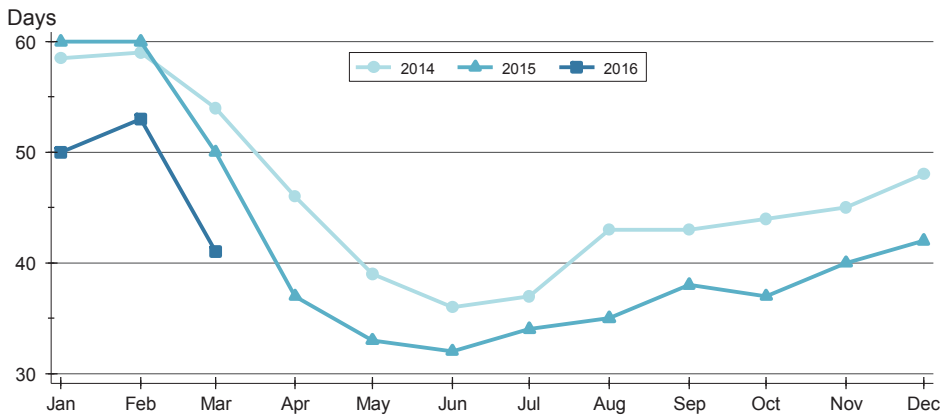
**ENTIRE STATE OF KANSAS
ALL HOMES
AS OF 4/15/2016**

AVERAGE DOM »



Month	2014	2015	2016
January	88	83	78
February	84	88	81
March	85	87	75
April	83	74	
May	76	65	
June	72	66	
July	65	63	
August	71	61	
September	69	65	
October	71	64	
November	75	66	
December	76	70	

MEDIAN DOM »

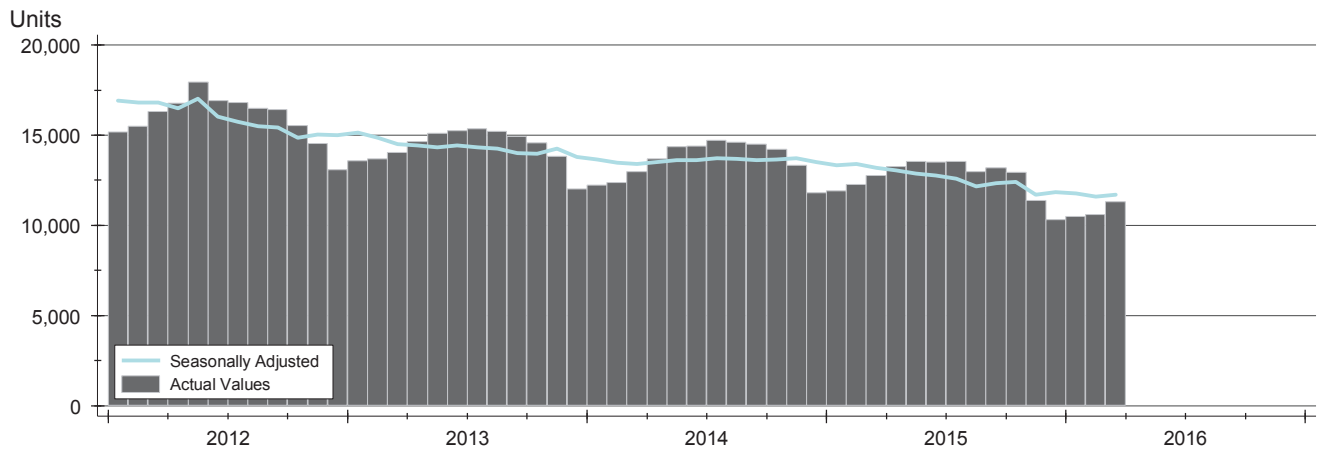


Month	2014	2015	2016
January	59	60	50
February	59	60	53
March	54	50	41
April	46	37	
May	39	33	
June	36	32	
July	37	34	
August	43	35	
September	43	38	
October	44	37	
November	45	40	
December	48	42	

ACTIVE LISTINGS ANALYSIS

HISTORY >>

**ENTIRE STATE OF KANSAS
ALL HOMES
AS OF 4/15/2016**



SUMMARY >>

Summary Statistics for Active Listings		End of March		
		2016	2015	Change
Active Listings		11,318	12,762	-11.3%
Months' Supply		3.6	4.4	-18.6%
Volume (1,000s)		2,691,996	2,858,558	-5.8%
Average	List Price	237,851	223,990	6.2%
	Days on Market	111	119	-7.3%
	Percent of Original	97.7%	97.7%	0.1%
Median	List Price	163,500	150,000	9.0%
	Days on Market	58	65	-10.8%
	Percent of Original	100.0%	100.0%	0.0%

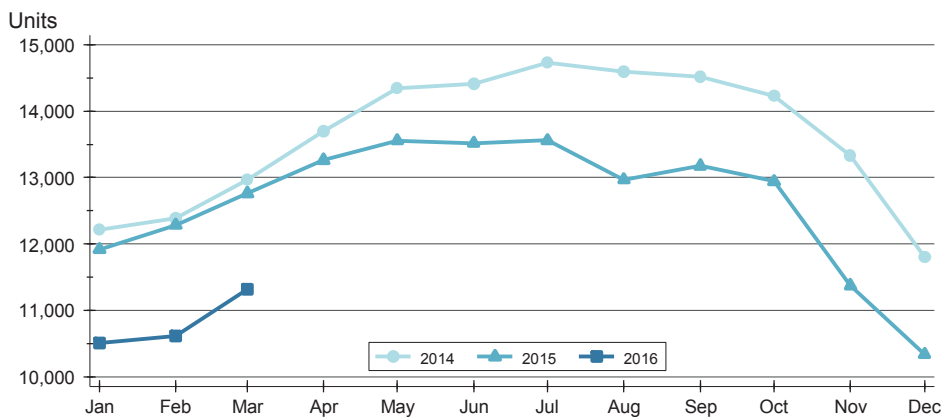
A total of 11,318 homes were available for sale in the state of Kansas at the end of March. This represents a 3.6 months' supply of active listings.

The median list price of homes on the market at the end of March was \$163,500, up 9.0% from 2015. The typical time on market for active listings was 58 days, down from 65 days a year earlier.

ACTIVE LISTINGS ANALYSIS

**ENTIRE STATE OF KANSAS
ALL HOMES
AS OF 4/15/2016**

BY MONTH >>



Month	2014	2015	2016
January	12,215	11,914	10,503
February	12,385	12,281	10,615
March	12,965	12,762	11,318
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	

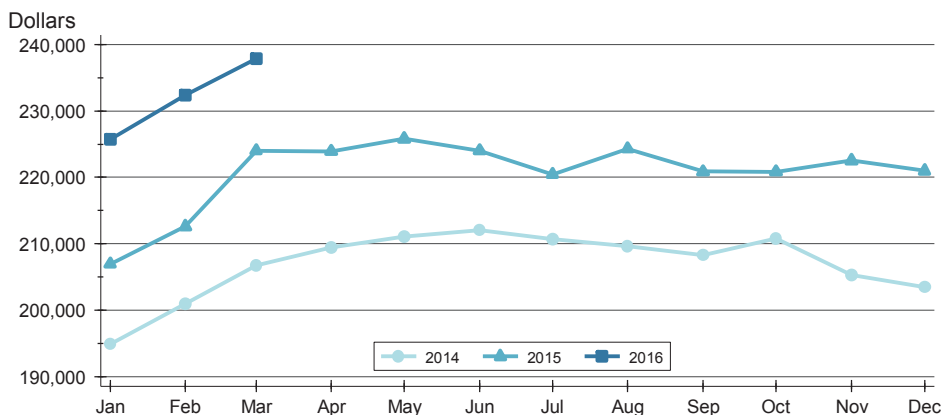
BY PRICE RANGE >>

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	250	2.2%	3,770	2.1	15,080	17,025	119	65	92.2%	100.0%
\$25,000-\$49,999	874	7.7%	34,342	4.1	39,293	39,900	117	74	95.2%	100.0%
\$50,000-\$99,999	2,448	21.6%	182,109	4.1	74,391	74,900	128	73	96.6%	100.0%
\$100,000-\$124,999	804	7.1%	91,654	2.7	113,997	115,000	98	54	97.7%	100.0%
\$125,000-\$149,999	916	8.1%	125,896	2.8	137,441	137,900	94	50	98.2%	100.0%
\$150,000-\$174,999	696	6.1%	113,608	2.2	163,230	163,900	85	44	98.4%	100.0%
\$175,000-\$199,999	724	6.4%	135,947	2.8	187,772	187,500	86	40	98.8%	100.0%
\$200,000-\$249,999	990	8.7%	224,125	2.9	226,389	225,000	88	42	98.6%	100.0%
\$250,000-\$299,999	858	7.6%	237,044	3.8	276,275	275,000	91	45	98.8%	100.0%
\$300,000 and up	2,712	24.0%	1,532,559	6.1	565,103	443,959	131	66	98.8%	100.0%
All price ranges	11,318	100.0%	2,691,996	3.6	237,851	163,500	111	58	97.7%	100.0%

ACTIVE LISTINGS ANALYSIS

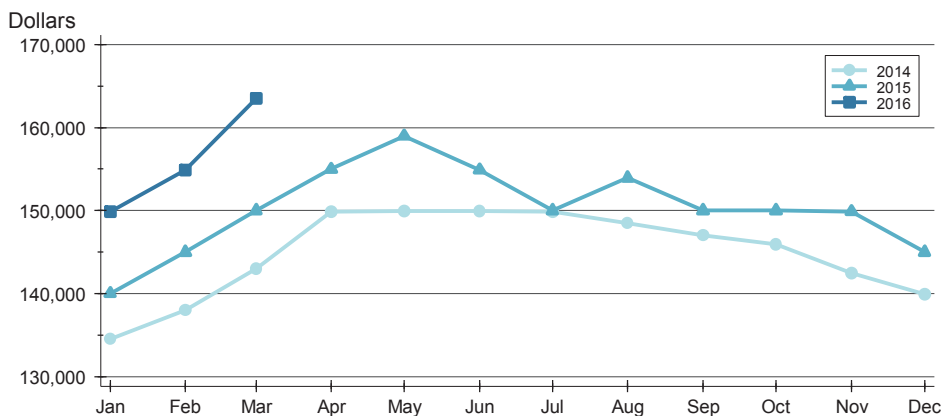
**ENTIRE STATE OF KANSAS
ALL HOMES
AS OF 4/15/2016**

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	237,851
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 >>

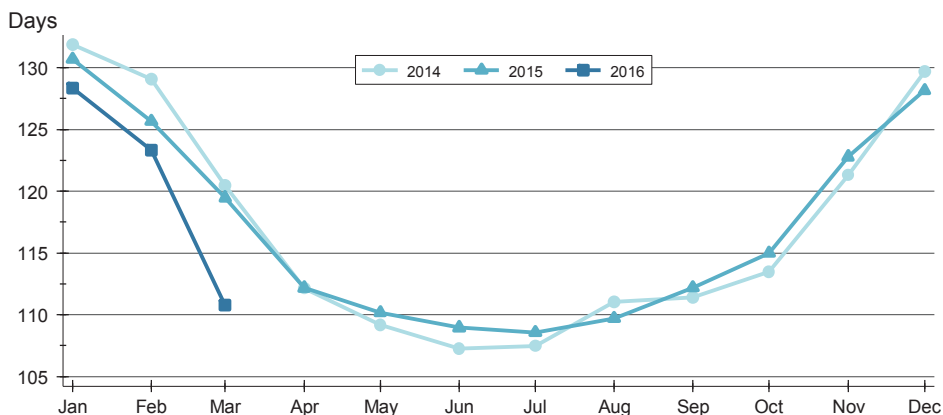


Month	2014	2015	2016
January	134,500	140,000	149,900
February	138,000	145,000	154,900
March	143,000	150,000	163,500
April	149,900	155,000	
May	149,950	159,000	
June	149,950	154,900	
July	149,900	150,000	
August	148,500	153,950	
September	147,000	150,000	
October	145,900	150,000	
November	142,500	149,900	
December	139,900	145,000	

ACTIVE LISTINGS ANALYSIS

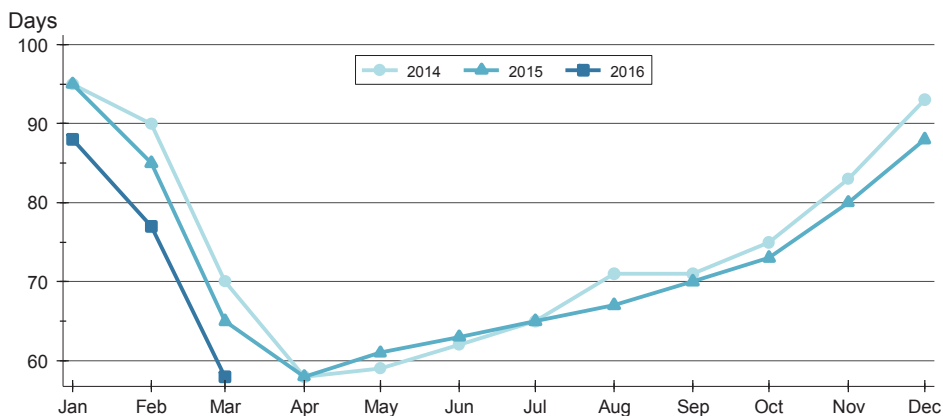
**ENTIRE STATE OF KANSAS
ALL HOMES
AS OF 4/15/2016**

AVERAGE DOM



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

MEDIAN DOM

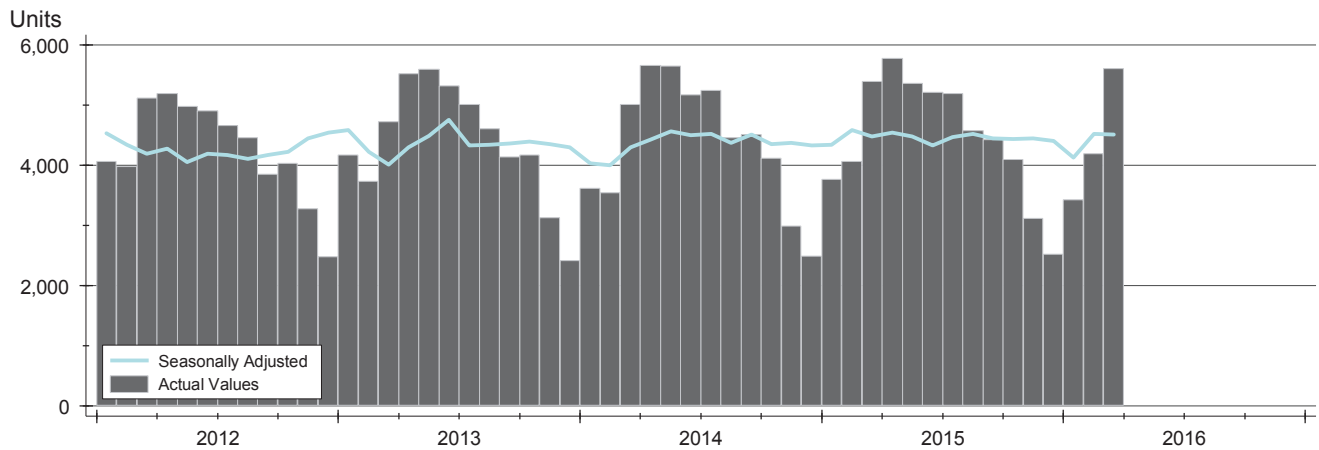


Month	2014	2015	2016
January	95	95	88
February	90	85	77
March	70	65	58
April	58	58	
May	59	61	
June	62	63	
July	65	65	
August	71	67	
September	71	70	
October	75	73	
November	83	80	
December	93	88	

NEW LISTINGS ANALYSIS

**ENTIRE STATE OF KANSAS
ALL HOMES
AS OF 4/15/2016**

HISTORY >>



SUMMARY >>

Summary Statistics for New Listings		March		
		2016	2015	Change
Current Month	New Listings	5,608	5,390	4.0%
	Volume (1,000s)	1,266,464	1,079,349	17.3%
	Average List Price	225,832	200,250	12.8%
	Median List Price	169,900	159,950	6.2%
YTD	New Listings	13,224	13,226	0.0%
	Volume (1,000s)	2,825,667	2,615,857	8.0%
	Average List Price	213,677	197,781	8.0%
	Median List Price	160,000	154,950	3.3%

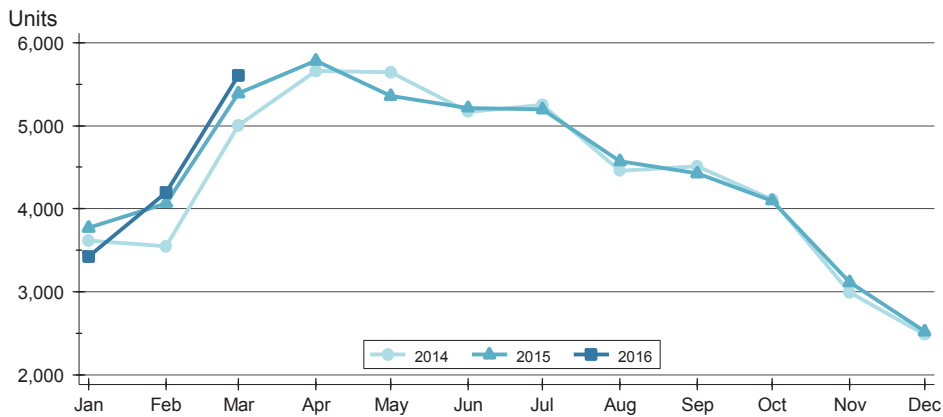
A total of 5,608 new listings were added in the state of Kansas during March, up 4.0% from the same month in 2015. Year-to-date the state of Kansas has seen 13,224 new listings.

The median list price of these homes was \$169,900 up from \$159,950 in 2015.

NEW LISTINGS ANALYSIS

**ENTIRE STATE OF KANSAS
ALL HOMES
AS OF 4/15/2016**

BY MONTH »



Month	2014	2015	2016
January	3,617	3,770	3,421
February	3,545	4,066	4,195
March	5,007	5,390	5,608
April	5,660	5,781	
May	5,645	5,358	
June	5,166	5,215	
July	5,250	5,196	
August	4,455	4,570	
September	4,509	4,425	
October	4,112	4,097	
November	2,992	3,113	
December	2,486	2,518	

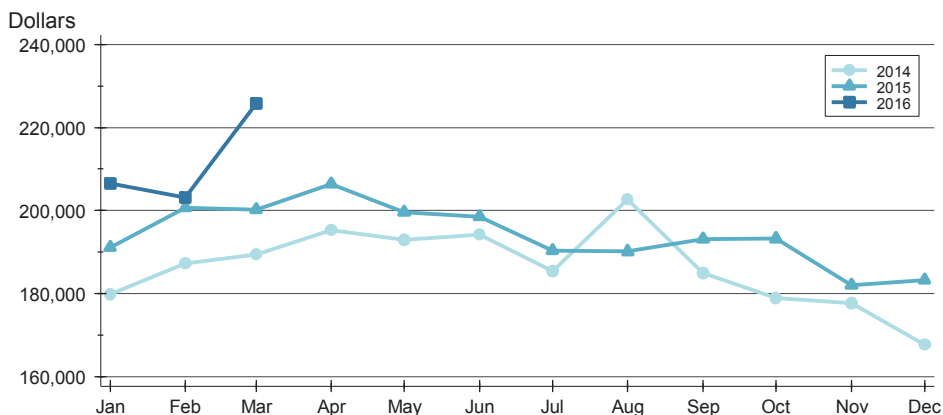
BY PRICE RANGE »

Price Range	New Listings			List Price	
	Number	Percent	Volume	Average	Median
Below \$25,000	116	2.1%	1,420	12,245	13,500
\$25,000-\$49,999	316	5.6%	12,372	39,152	39,900
\$50,000-\$99,999	913	16.3%	69,720	76,364	77,000
\$100,000-\$124,999	439	7.8%	49,841	113,533	114,900
\$125,000-\$149,999	605	10.8%	83,212	137,540	137,000
\$150,000-\$174,999	473	8.4%	77,067	162,933	163,000
\$175,000-\$199,999	507	9.0%	94,562	186,513	185,000
\$200,000-\$249,999	606	10.8%	136,858	225,839	225,000
\$250,000-\$299,999	509	9.1%	140,249	275,537	275,000
\$300,000 and up	1,084	19.3%	592,129	546,245	430,000
All price ranges	5,608	100.0%	1,266,464	225,832	169,900

NEW LISTINGS ANALYSIS

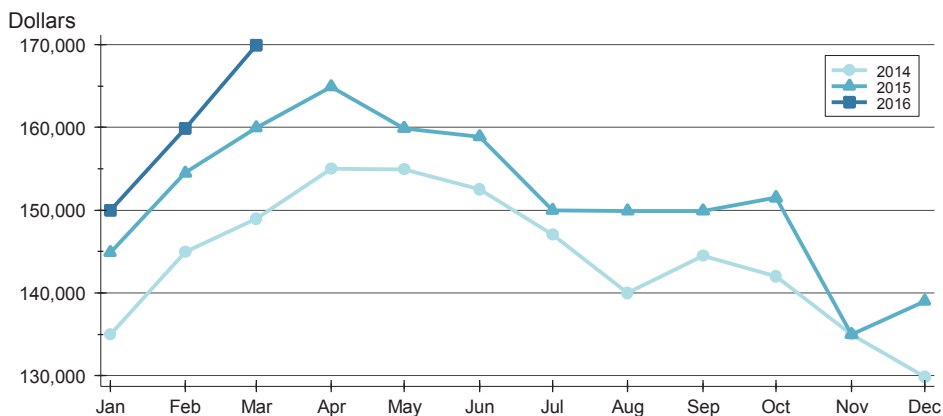
**ENTIRE STATE OF KANSAS
ALL HOMES
AS OF 4/15/2016**

AVERAGE PRICE >>



Month	2014	2015	2016
January	179,883	191,125	206,589
February	187,252	200,666	203,147
March	189,439	200,250	225,832
April	195,313	206,430	
May	192,963	199,572	
June	194,158	198,566	
July	185,324	190,342	
August	202,637	190,132	
September	184,909	193,114	
October	178,878	193,208	
November	177,609	182,065	
December	167,713	183,291	

MEDIAN PRICE >>

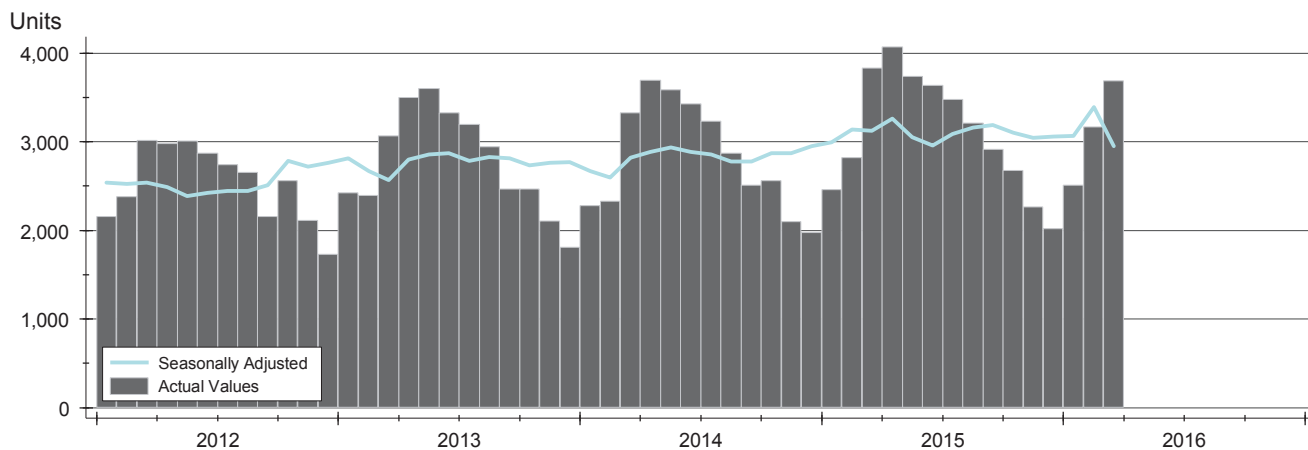


Month	2014	2015	2016
January	135,000	144,900	150,000
February	144,925	154,500	159,900
March	148,950	159,950	169,900
April	155,000	164,900	
May	154,900	159,900	
June	152,500	158,900	
July	147,000	150,000	
August	140,000	149,900	
September	144,500	149,900	
October	142,000	151,500	
November	135,000	135,000	
December	129,900	139,000	

CONTRACTS WRITTEN ANALYSIS

**ENTIRE STATE OF KANSAS
ALL HOMES
AS OF 4/15/2016**

HISTORY »



SUMMARY »

Summary Statistics for Contracts Written		March			Year-to-Date		
		2016	2015	Change	2016	2015	Change
Contracts Written		3,683	3,834	-3.9%	9,362	9,115	2.7%
Volume (1,000s)		738,669	751,359	-1.7%	1,809,398	1,748,621	3.5%
Average	List Price	200,562	195,973	2.3%	193,271	191,840	0.7%
	Days on Market	58	72	-19.3%	67	78	-14.6%
	Percent of Original	97.2%	95.6%	1.7%	95.7%	94.8%	1.0%
Median	List Price	159,900	165,000	-3.1%	158,000	159,900	-1.2%
	Days on Market	19	35	-45.7%	30	43	-30.2%
	Percent of Original	100.0%	97.7%	2.3%	99.6%	97.1%	2.5%

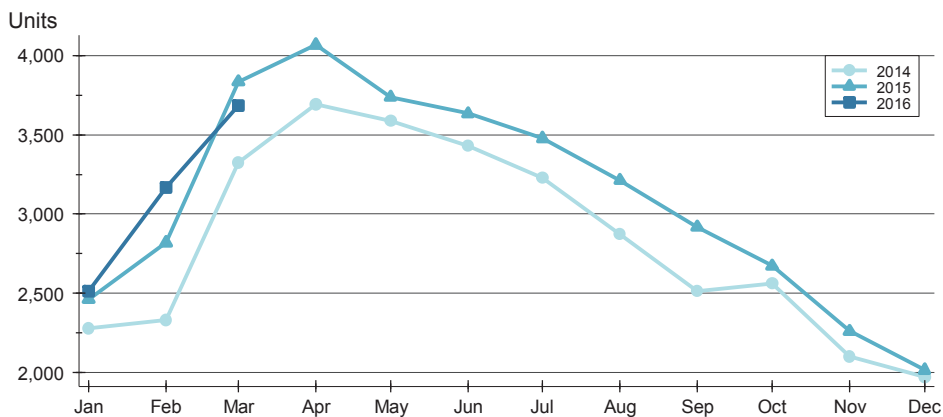
A total of 3,683 contracts for sale were written in the state of Kansas during the month of March, down from 3,834 in 2015. The median list price of these homes was \$159,900, down from \$165,000 the prior year.

Half of the homes that went under contract in March were on the market less than 19 days, compared to 35 days in March 2015.

CONTRACTS WRITTEN ANALYSIS

**ENTIRE STATE OF KANSAS
ALL HOMES
AS OF 4/15/2016**

BY MONTH >>



Month	2014	2015	2016
January	2,278	2,462	2,512
February	2,330	2,819	3,167
March	3,324	3,834	3,683
April	3,694	4,068	
May	3,588	3,738	
June	3,429	3,634	
July	3,229	3,478	
August	2,874	3,213	
September	2,512	2,917	
October	2,560	2,673	
November	2,100	2,261	
December	1,974	2,016	

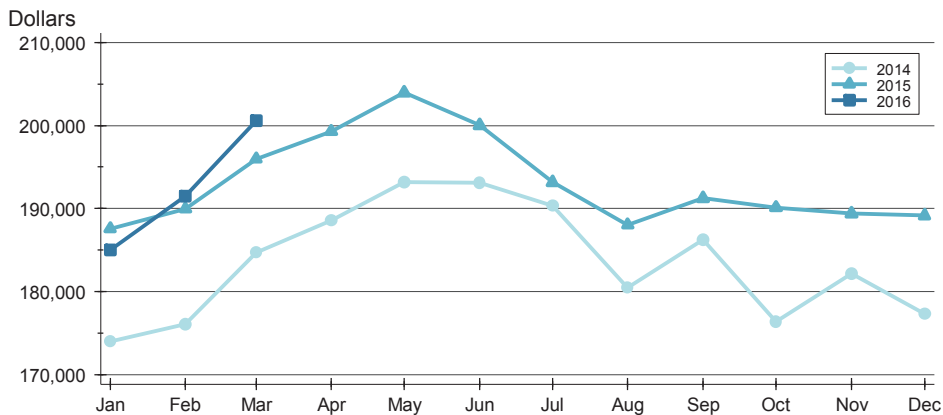
BY PRICE RANGE >>

Price Range	Contracts Written			List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median
Below \$25,000	84	2.3%	1,406	16,735	17,500	79	45	83.7%	87.9%
\$25,000-\$49,999	212	5.8%	8,271	39,013	39,900	71	35	90.8%	95.1%
\$50,000-\$99,999	628	17.1%	47,703	75,960	75,500	75	37	95.5%	100.0%
\$100,000-\$124,999	314	8.5%	35,715	113,743	114,700	54	15	97.4%	100.0%
\$125,000-\$149,999	453	12.3%	62,320	137,571	137,000	42	15	98.3%	100.0%
\$150,000-\$174,999	338	9.2%	55,071	162,932	163,000	39	12	98.5%	100.0%
\$175,000-\$199,999	355	9.6%	66,339	186,870	185,000	35	12	99.2%	100.0%
\$200,000-\$249,999	389	10.6%	87,813	225,739	225,000	48	12	98.8%	100.0%
\$250,000-\$299,999	292	7.9%	80,235	274,778	275,000	44	14	98.6%	100.0%
\$300,000 and up	551	15.0%	280,359	508,819	395,000	91	23	98.7%	100.0%
All price ranges	3,683	100.0%	738,669	200,562	159,900	58	19	97.2%	100.0%

CONTRACTS WRITTEN ANALYSIS

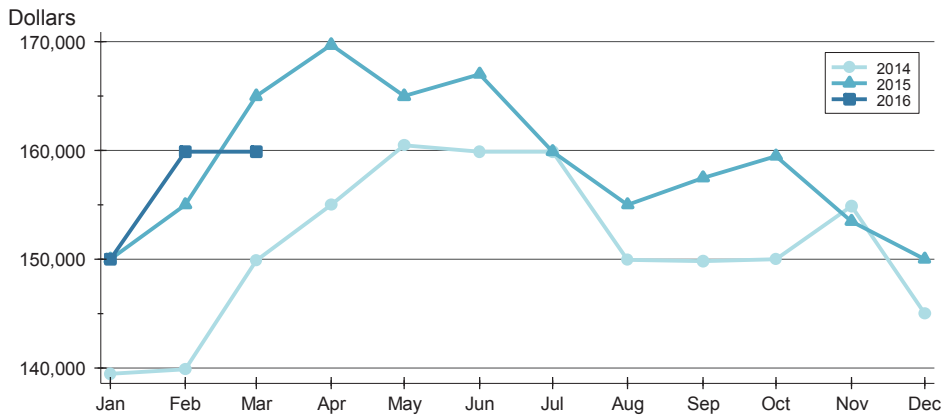
**ENTIRE STATE OF KANSAS
ALL HOMES
AS OF 4/15/2016**

AVERAGE PRICE >>



Month	2014	2015	2016
January	173,972	187,563	185,008
February	176,031	189,980	191,464
March	184,686	195,973	200,562
April	188,544	199,314	199,314
May	193,167	203,970	203,970
June	193,119	200,025	200,025
July	190,339	193,151	193,151
August	180,450	188,030	188,030
September	186,258	191,241	191,241
October	176,348	190,122	190,122
November	182,188	189,380	189,380
December	177,324	189,166	189,166

MEDIAN PRICE >>

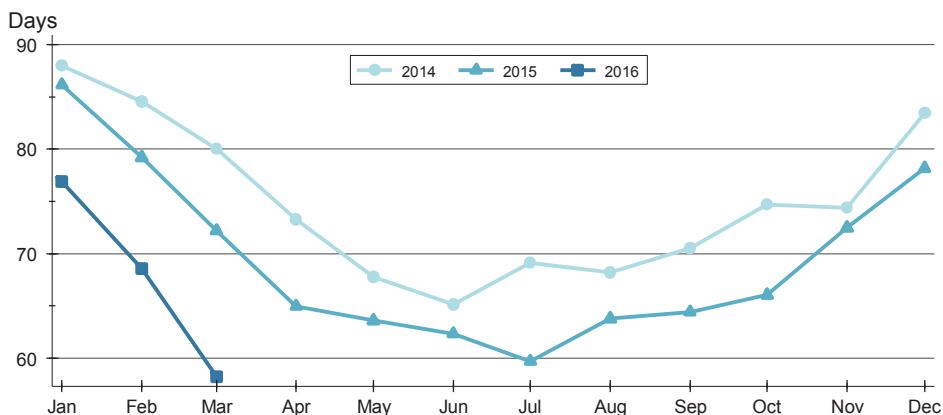


Month	2014	2015	2016
January	139,500	150,000	150,000
February	139,900	155,000	159,900
March	149,900	165,000	159,900
April	155,000	169,700	169,700
May	160,500	165,000	165,000
June	159,900	167,000	167,000
July	159,900	159,900	159,900
August	149,925	155,000	155,000
September	149,825	157,500	157,500
October	149,990	159,500	159,500
November	154,900	153,500	153,500
December	145,000	150,000	150,000

CONTRACTS WRITTEN ANALYSIS

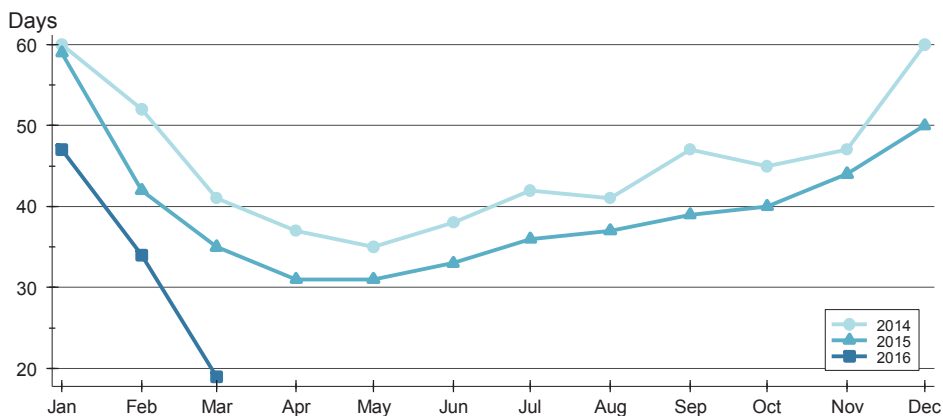
**ENTIRE STATE OF KANSAS
ALL HOMES
AS OF 4/15/2016**

AVERAGE DOM »



Month	2014	2015	2016
January	88	86	77
February	85	79	69
March	80	72	58
April	73	65	
May	68	64	
June	65	62	
July	69	60	
August	68	64	
September	71	64	
October	75	66	
November	74	72	
December	83	78	

MEDIAN DOM »

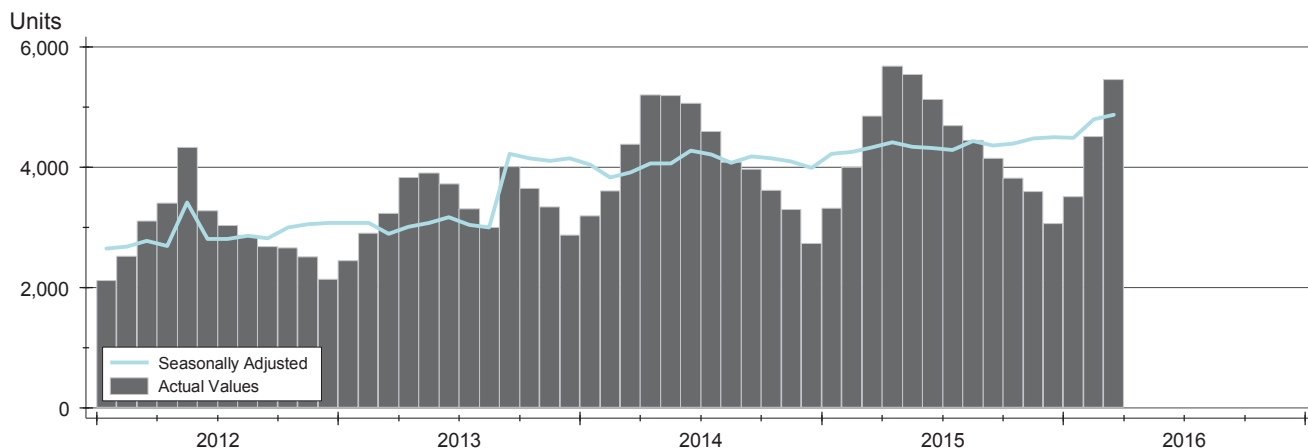


Month	2014	2015	2016
January	60	59	47
February	52	42	34
March	41	35	19
April	37	31	
May	35	31	
June	38	33	
July	42	36	
August	41	37	
September	47	39	
October	45	40	
November	47	44	
December	60	50	

PENDING CONTRACTS ANALYSIS

**ENTIRE STATE OF KANSAS
ALL HOMES
AS OF 4/15/2016**

HISTORY »



SUMMARY »

Summary Statistics for Pending Contracts		End of March		
		2016	2015	Change
Pending Contracts		5,459	4,846	12.6%
Volume (1,000s)		1,188,199	986,327	20.5%
Average	List Price	217,659	203,534	6.9%
	Days on Market	61	72	-14.7%
	Percent of Original	98.2%	97.9%	0.3%
Median	List Price	169,000	160,000	5.6%
	Days on Market	18	27	-33.3%
	Percent of Original	100.0%	100.0%	0.0%

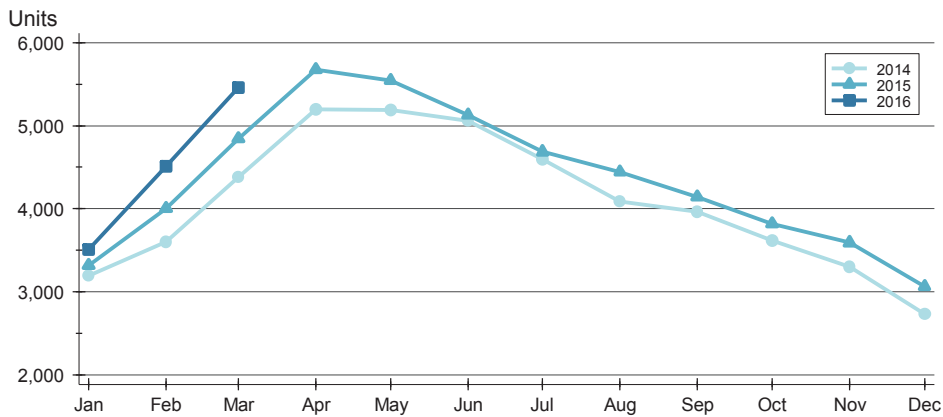
A total of 5,459 listings in the state of Kansas had contracts pending at the end of March, up from 4,846 contracts pending at the end of March 2015.

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 4/15/2016**



Month	2014	2015	2016
January	3,195	3,319	3,508
February	3,603	4,002	4,513
March	4,378	4,846	5,459
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	

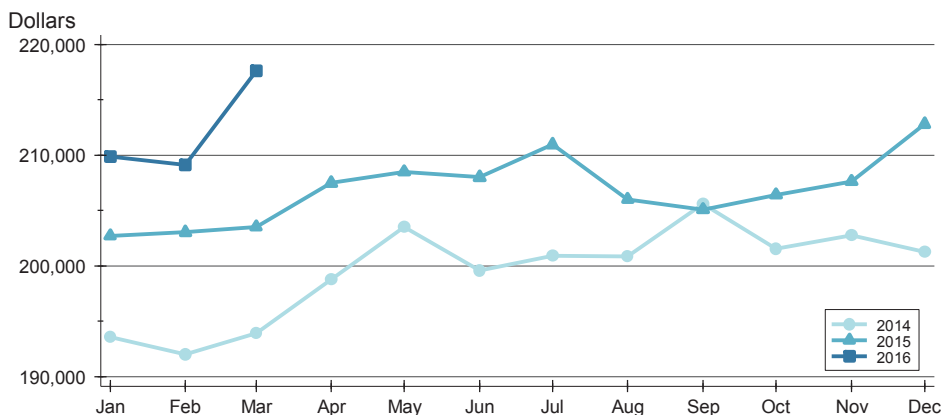
BY PRICE RANGE

Price Range	Contracts Pending			List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median
Below \$25,000	65	1.2%	1,175	18,083	19,600	62	40	87.5%	100.0%
\$25,000-\$49,999	264	4.8%	10,242	38,796	39,900	68	33	94.3%	100.0%
\$50,000-\$99,999	950	17.4%	73,049	76,894	78,000	80	38	96.7%	100.0%
\$100,000-\$124,999	442	8.1%	50,328	113,864	114,900	62	23	97.9%	100.0%
\$125,000-\$149,999	621	11.4%	85,548	137,758	137,500	44	16	98.7%	100.0%
\$150,000-\$174,999	492	9.0%	80,213	163,035	162,900	44	12	98.8%	100.0%
\$175,000-\$199,999	528	9.7%	98,888	187,287	187,000	45	15	99.1%	100.0%
\$200,000-\$249,999	539	9.9%	121,314	225,072	225,000	59	13	99.0%	100.0%
\$250,000-\$299,999	453	8.3%	124,890	275,695	275,000	52	15	98.9%	100.0%
\$300,000 and up	1,057	19.4%	532,104	503,410	410,000	74	8	99.5%	100.0%
All price ranges	5,459	100.0%	1,188,199	217,659	169,000	61	18	98.2%	100.0%

PENDING CONTRACTS ANALYSIS

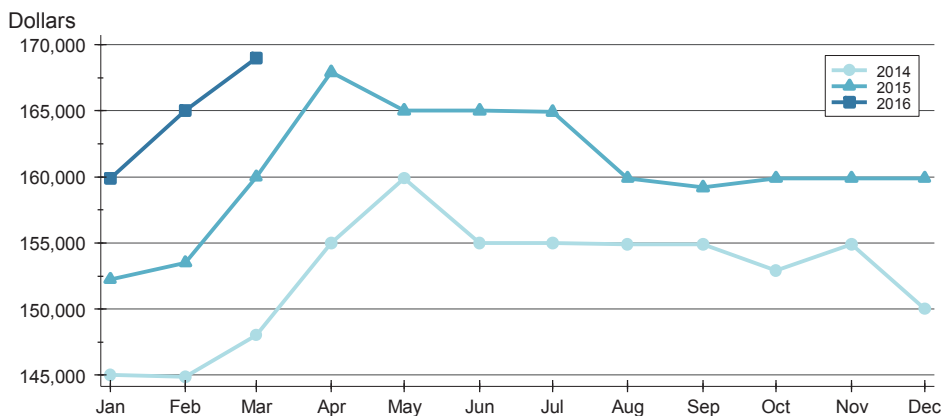
**ENTIRE STATE OF KANSAS
ALL HOMES
AS OF 4/15/2016**

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	217,659
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 >>

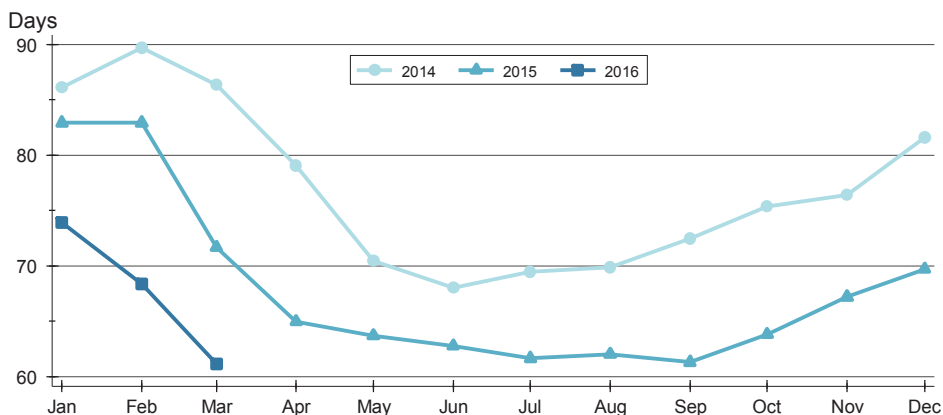


Month	2014	2015	2016
January	145,000	152,250	159,900
February	144,900	153,500	165,000
March	148,000	160,000	169,000
April	155,000	167,900	
May	159,900	165,000	
June	155,000	165,000	
July	155,000	164,900	
August	154,900	159,900	
September	154,900	159,200	
October	152,900	159,900	
November	154,900	159,900	
December	150,000	159,900	

PENDING CONTRACTS ANALYSIS

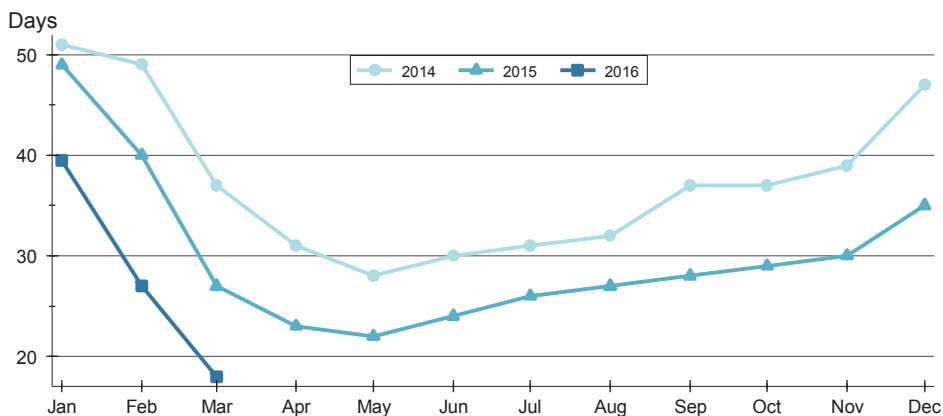
**ENTIRE STATE OF KANSAS
ALL HOMES
AS OF 4/15/2016**

AVERAGE DOM



Month	2014	2015	2016
January	86	83	74
February	90	83	68
March	86	72	61
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	18
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	