

MARKET OVERVIEW >>

Kansas Home Sales Rose in September

Total home sales in the state of Kansas rose by 2.0% last month to 3,338 units, compared to 3,274 units in September 2015. Total sales volume was \$637.0 million, up 4.2% from a year earlier.

The median sale price in September was \$159,900, up from \$151,000 a year earlier. Homes that sold in September were typically on the market for 31 days and sold for 98.6% of their list prices.

Kansas Active Listings Down at End of September

The total number of active listings in the state of Kansas at the end of September was 12,285 units, down from 13,177 at the same point in 2015. This represents a 3.7 months' supply of homes available for sale. The median list price of homes on the market at the end of September was \$160,000.

During September, a total of 2,659 contracts were written down from 2,920 in September 2015. At the end of the month, there were 4,542 contracts pending, compared to 4,144 at the end of September 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		September		
Summary Statistics		2016	2015	Change
Home Sales		3,338	3,274	2.0%
Active Listings		12,285	13,177	-6.8%
Months' Supply		3.7	4.0	-8.6%
New Listings		4,246	4,431	-4.2%
Contracts Written		2,659	2,920	-8.9%
Pending Contracts		4,542	4,144	9.6%
Sales Volume (1,000s)		637,037	611,147	4.2%
Average	Sale Price	190,844	186,667	2.2%
	List Price of Actives	236,281	220,864	7.0%
	Days on Market	58	64	-10.1%
	Percent of List	97.3%	97.1%	0.3%
	Percent of Original	95.0%	94.6%	0.5%
Median	Sale Price	159,900	151,000	5.9%
	List Price of Actives	160,000	150,000	6.7%
	Days on Market	31	38	-18.4%
	Percent of List	98.6%	98.3%	0.3%
	Percent of Original	97.2%	96.9%	0.3%

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MARKET OVERVIEW STATISTICS

SUMMARY >>

**ENTIRE STATE OF KANSAS
BREAKDOWNS BY HOME TYPE
AS OF 10/9/2016**

September MLS Statistics		2016			2015			2014		
By Property Type		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		3,338	3,125	213	3,274	3,055	219	2,778	2,604	174
	Change from prior year	2.0%	2.3%	-2.7%	17.9%	17.3%	25.9%	-4.0%	-4.1%	-3.9%
Active Listings		12,285	10,967	1,318	13,177	11,931	1,246	14,519	13,277	1,242
	Change from prior year	-6.8%	-8.1%	5.8%	-9.2%	-10.1%	0.3%	-2.7%	-4.7%	24.4%
Months' Supply		3.7	3.5	6.2	4.0	3.9	5.7	5.2	5.1	7.1
	Change from prior year	-8.6%	-10.1%	8.8%	-23.0%	-23.4%	-20.3%	1.4%	-0.6%	29.5%
New Listings		4,246	3,960	286	4,431	4,168	263	4,509	4,246	263
	Change from prior year	-4.2%	-5.0%	8.7%	-1.7%	-1.8%	0.0%	9.0%	8.2%	24.1%
Contracts Written		2,659	2,482	177	2,920	2,753	167	2,506	2,334	172
	Change from prior year	-8.9%	-9.8%	6.0%	16.5%	18.0%	-2.9%	3.0%	2.1%	16.2%
Pending Contracts		4,542	3,711	831	4,144	3,499	645	3,966	3,276	690
	Change from prior year	9.6%	6.1%	28.8%	4.5%	6.8%	-6.5%	-1.1%	-2.3%	5.0%
Sales Volume (1,000s)		637,037	554,736	82,301	611,147	525,110	86,038	494,657	432,651	62,005
	Change from prior year	4.2%	5.6%	-4.3%	23.5%	21.4%	38.8%	-0.1%	-0.8%	5.4%
Average	Sale Price	190,844	177,515	386,392	186,667	171,885	392,867	178,062	166,149	356,352
	Change from prior year	2.2%	3.3%	-1.6%	4.8%	3.5%	10.2%	4.1%	3.3%	9.6%
	List Price of Actives	236,281	219,349	376,248	220,864	204,753	374,351	208,291	195,197	347,228
	Change from prior year	7.0%	7.1%	0.5%	6.0%	4.9%	7.8%	6.6%	4.2%	12.6%
	Days on Market	58	55	107	64	61	110	69	67	92
	Change from prior year	-10.0%	-10.6%	-3.1%	-6.4%	-9.2%	20.3%	-8.9%	-10.6%	16.2%
Median	Percent of List	97.3%	97.0%	101.3%	97.1%	96.7%	101.7%	96.5%	96.1%	101.4%
	Change from prior year	0.3%	0.3%	-0.4%	0.6%	0.6%	0.3%	-0.1%	-0.1%	-0.4%
	Percent of Original	95.0%	94.6%	101.7%	94.6%	94.0%	101.8%	94.1%	93.6%	101.5%
	Change from prior year	0.5%	0.6%	-0.1%	0.5%	0.4%	0.3%	0.5%	0.6%	-0.9%
	Sale Price	159,900	151,000	353,116	151,000	143,000	324,950	149,000	139,950	309,964
	Change from prior year	5.9%	5.6%	8.7%	1.3%	2.2%	4.8%	6.4%	5.2%	10.7%
Median	List Price of Actives	160,000	143,500	349,960	150,000	138,000	345,000	147,000	135,000	329,900
	Change from prior year	6.7%	4.0%	1.4%	2.0%	2.2%	4.6%	6.9%	3.9%	19.0%
	Days on Market	31	31	48	38	38	57	43	42	51
	Change from prior year	-18.4%	-18.4%	-15.8%	-11.6%	-9.5%	11.8%	-6.5%	-10.6%	155.0%
	Percent of List	98.6%	98.4%	100.2%	98.3%	98.0%	100.0%	97.8%	97.5%	100.0%
	Change from prior year	0.3%	0.4%	0.2%	0.5%	0.5%	0.0%	0.1%	0.2%	0.0%
Median	Percent of Original	97.2%	96.9%	100.6%	96.9%	96.5%	100.3%	96.3%	96.0%	100.0%
	Change from prior year	0.3%	0.4%	0.3%	0.6%	0.5%	0.3%	0.3%	0.4%	-0.5%

YEAR-TO-DATE STATISTICS

SUMMARY

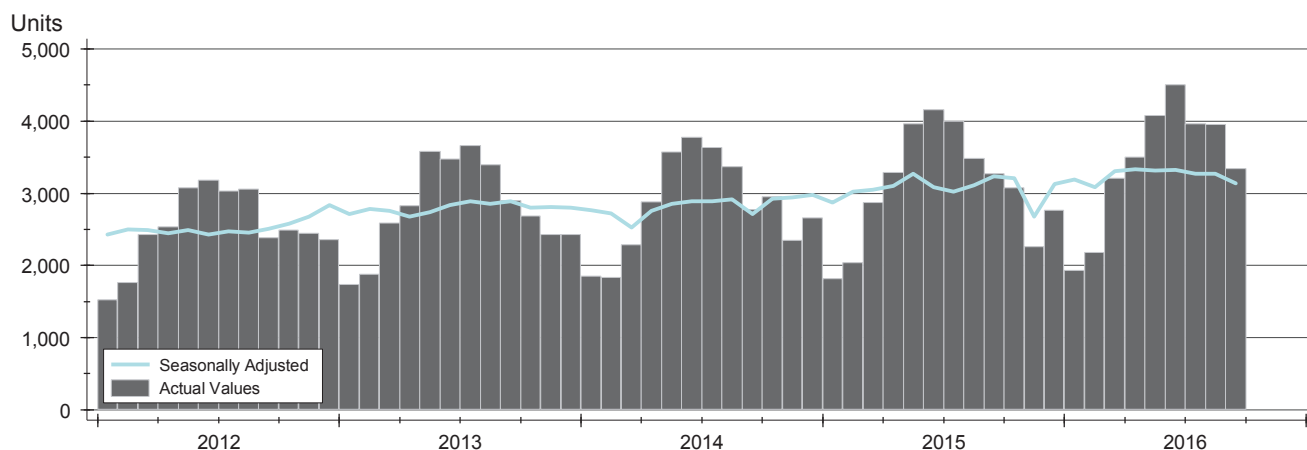
**ENTIRE STATE OF KANSAS
YTD BREAKDOWNS BY HOME TYPE
AS OF 10/9/2016**

Year-to-Date Activity By Property Type		2016			2015			2014		
		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		30,654	28,588	2,066	28,895	26,886	2,009	25,991	24,271	1,720
	Change from prior year	6.1%	6.3%	2.8%	11.2%	10.8%	16.8%	-0.2%	0.0%	-2.1%
New Listings		43,626	40,824	2,802	43,807	41,244	2,563	42,856	40,594	2,262
	Change from prior year	-0.4%	-1.0%	9.3%	2.2%	1.6%	13.3%	0.1%	0.1%	0.6%
Contracts Written		31,515	29,293	2,222	30,142	27,933	2,209	26,969	25,101	1,868
	Change from prior year	4.6%	4.9%	0.6%	11.8%	11.3%	18.3%	0.4%	0.8%	-4.4%
Sales Volume (1,000s)		5,917,996	5,148,462	769,534	5,454,034	4,735,696	718,338	4,615,293	4,021,860	593,433
	Change from prior year	8.5%	8.7%	7.1%	18.2%	17.7%	21.0%	2.3%	2.3%	2.7%
Average	Sale Price	193,083	180,111	372,656	188,754	176,140	357,560	177,586	165,720	345,019
	Change from prior year	2.3%	2.3%	4.2%	6.3%	6.3%	3.6%	2.5%	2.3%	4.9%
	Days on Market	64	59	132	70	66	127	75	73	114
	Change from prior year	-9.4%	-11.0%	3.7%	-6.7%	-9.0%	11.6%	-7.4%	-8.3%	1.7%
	Percent of List	97.6%	97.3%	101.2%	97.2%	96.9%	101.4%	96.8%	96.5%	101.6%
	Change from prior year	0.4%	0.4%	-0.2%	0.4%	0.4%	-0.2%	0.2%	0.2%	0.2%
	Percent of Original	95.4%	95.0%	101.3%	94.9%	94.4%	101.4%	94.3%	93.7%	102.0%
	Change from prior year	0.6%	0.6%	-0.1%	0.6%	0.7%	-0.5%	0.5%	0.6%	0.2%
Median	Sale Price	160,000	153,000	336,000	156,000	148,900	322,753	147,000	139,900	310,815
	Change from prior year	2.6%	2.8%	4.1%	6.1%	6.4%	3.8%	1.4%	2.1%	6.0%
	Days on Market	32	31	78	39	38	84	43	42	70
	Change from prior year	-17.9%	-18.4%	-7.1%	-9.3%	-9.5%	20.0%	-12.2%	-12.5%	6.1%
	Percent of List	98.9%	98.6%	100.0%	98.4%	98.2%	100.0%	98.1%	97.9%	100.0%
	Change from prior year	0.4%	0.4%	0.0%	0.4%	0.3%	0.0%	0.2%	0.2%	0.0%
	Percent of Original	97.8%	97.4%	100.0%	97.2%	96.8%	100.0%	96.7%	96.3%	100.3%
	Change from prior year	0.6%	0.6%	0.0%	0.5%	0.5%	-0.3%	0.4%	0.5%	0.0%

SOLD LISTINGS ANALYSIS

HISTORY >>

ENTIRE STATE OF KANSAS
ALL HOMES
AS OF 10/9/2016



SUMMARY >>

Summary Statistics for Sold Listings		September			Year-to-Date		
		2016	2015	Change	2016	2015	Change
Sold Listings		3,338	3,274	2.0%	30,654	28,895	6.1%
Volume (1,000s)		637,037	611,147	4.2%	5,917,996	5,454,034	8.5%
Average	Sale Price	190,844	186,667	2.2%	193,083	188,754	2.3%
	Days on Market	58	64	-10.0%	64	70	-9.4%
	Percent of List	97.3%	97.1%	0.3%	97.6%	97.2%	0.4%
	Percent of Original	95.0%	94.6%	0.5%	95.4%	94.9%	0.6%
Median	Sale Price	159,900	151,000	5.9%	160,000	156,000	2.6%
	Days on Market	31	38	-18.4%	32	39	-17.9%
	Percent of List	98.6%	98.3%	0.3%	98.9%	98.4%	0.4%
	Percent of Original	97.2%	96.9%	0.3%	97.8%	97.2%	0.6%

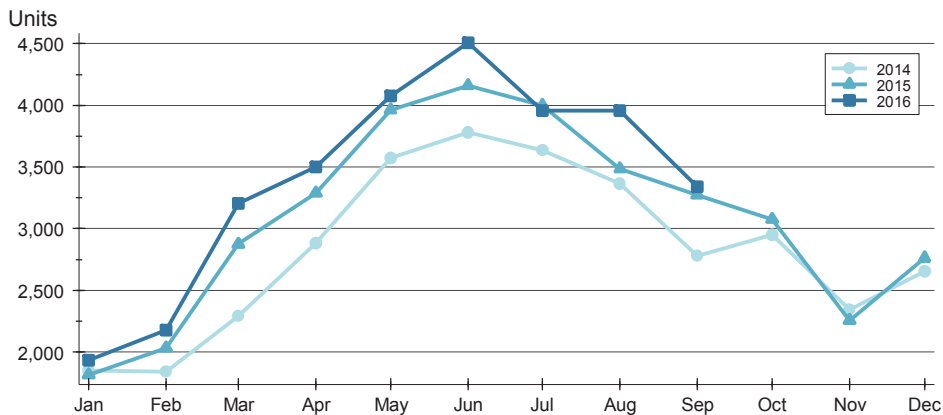
A total of 3,338 homes sold in the state of Kansas in September, up from 3,274 units in September 2015. Total sales volume rose to \$637.0 million compared to \$611.1 million in the previous year.

The median sales price in September was \$159,900, up 5.9% compared to the prior year. Median days on market was 31 days, down from 32 days in August, and down from 38 in September 2015.

SOLD LISTINGS ANALYSIS

BY MONTH >>

**ENTIRE STATE OF KANSAS
ALL HOMES
AS OF 10/9/2016**



Month	2014	2015	2016
January	1,850	1,816	1,932
February	1,837	2,034	2,177
March	2,290	2,875	3,206
April	2,884	3,288	3,502
May	3,573	3,964	4,078
June	3,778	4,161	4,507
July	3,635	3,997	3,959
August	3,366	3,486	3,955
September	2,778	3,274	3,338
October	2,949	3,075	
November	2,345	2,257	
December	2,656	2,762	

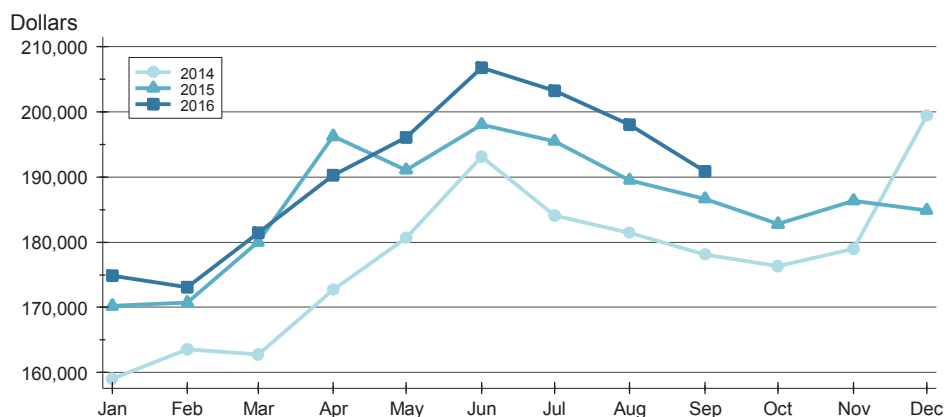
BY PRICE RANGE >>

Price Range	Number	Sales		Sale Price		Days on Market		Price as % of List		Price as % of Orig.	
		Percent	Volume	Average	Median	Average	Median	Average	Median	Average	Median
Below \$25,000	90	2.7%	1,510	16,778	18,000	77	43	83.2%	88.5%	74.1%	76.2%
\$25,000-\$49,999	213	6.4%	7,862	36,909	37,000	72	38	91.7%	92.7%	84.9%	86.7%
\$50,000-\$99,999	604	18.1%	45,604	75,503	75,050	65	35	96.4%	97.3%	93.7%	95.7%
\$100,000-\$124,999	260	7.8%	29,402	113,085	113,000	63	33	97.4%	98.4%	95.0%	96.9%
\$125,000-\$149,999	373	11.2%	50,845	136,314	136,000	44	22	98.4%	99.3%	97.1%	98.3%
\$150,000-\$174,999	343	10.3%	55,484	161,761	162,500	43	22	98.5%	99.4%	96.8%	98.5%
\$175,000-\$199,999	280	8.4%	52,257	186,631	186,238	38	20	98.8%	99.6%	97.5%	98.4%
\$200,000-\$249,999	417	12.5%	93,541	224,319	225,000	48	30	98.3%	99.0%	97.2%	97.9%
\$250,000-\$299,999	225	6.7%	61,324	272,551	270,034	55	26	98.7%	99.3%	97.2%	98.3%
\$300,000-\$399,999	282	8.4%	96,525	342,286	339,580	70	43	98.9%	99.1%	97.4%	98.4%
\$400,000-\$499,999	119	3.6%	52,832	443,966	440,000	78	52	98.2%	98.3%	96.1%	96.7%
\$500,000-\$749,999	101	3.0%	59,711	591,194	580,000	101	46	99.9%	99.4%	98.1%	98.5%
\$750,000-\$999,999	21	0.6%	17,753	845,373	830,000	64	55	97.7%	97.3%	96.1%	97.2%
\$1,000,000 and up	10	0.3%	12,388	1,238,836	1,216,625	100	51	96.4%	95.5%	94.2%	94.6%
All price ranges	3,338	100.0%	637,037	190,844	159,900	58	31	97.3%	98.6%	95.0%	97.2%

SOLD LISTINGS ANALYSIS

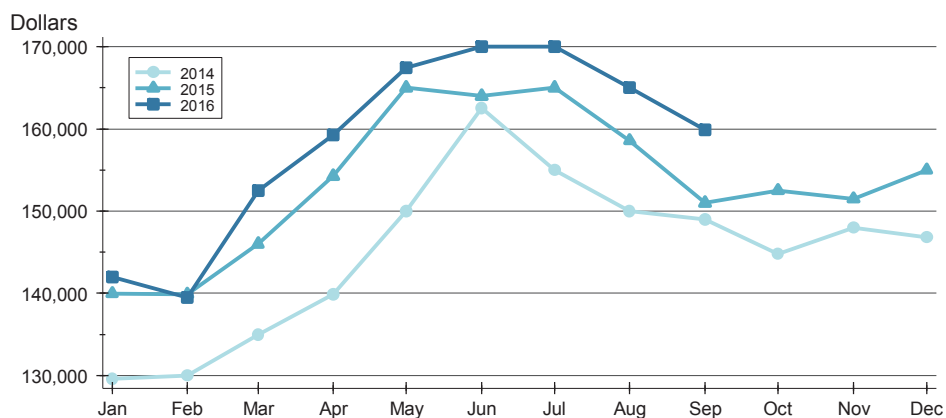
AVERAGE PRICE >>

**ENTIRE STATE OF KANSAS
ALL HOMES
AS OF 10/9/2016**



Month	2014	2015	2016
January	159,104	170,213	174,823
February	163,599	170,700	173,099
March	162,828	180,038	181,394
April	172,733	196,243	190,315
May	180,647	191,094	196,060
June	193,104	198,056	206,747
July	184,110	195,498	203,212
August	181,471	189,532	198,037
September	178,062	186,667	190,844
October	176,293	182,797	
November	178,976	186,370	
December	199,425	184,902	

MEDIAN PRICE >>

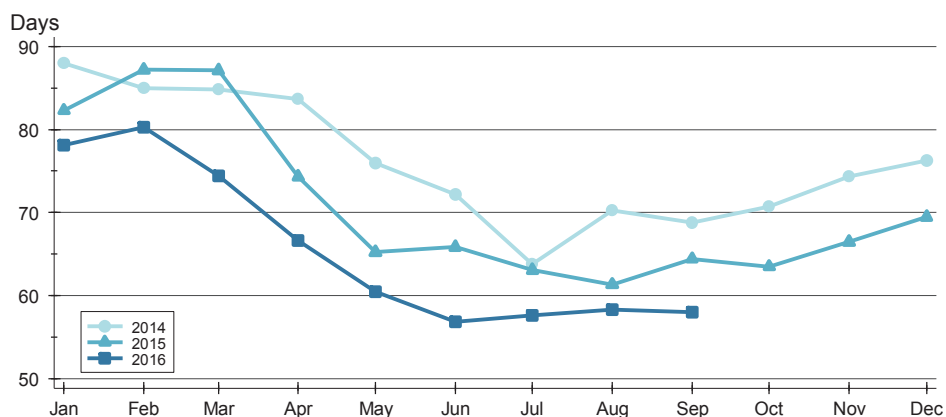


Month	2014	2015	2016
January	129,650	140,000	142,000
February	130,000	139,900	139,500
March	135,000	146,000	152,500
April	139,900	154,250	159,296
May	150,000	165,000	167,400
June	162,500	164,000	170,000
July	155,000	165,000	170,000
August	150,000	158,575	165,000
September	149,000	151,000	159,900
October	144,800	152,500	
November	148,000	151,500	
December	146,850	155,000	

SOLD LISTINGS ANALYSIS

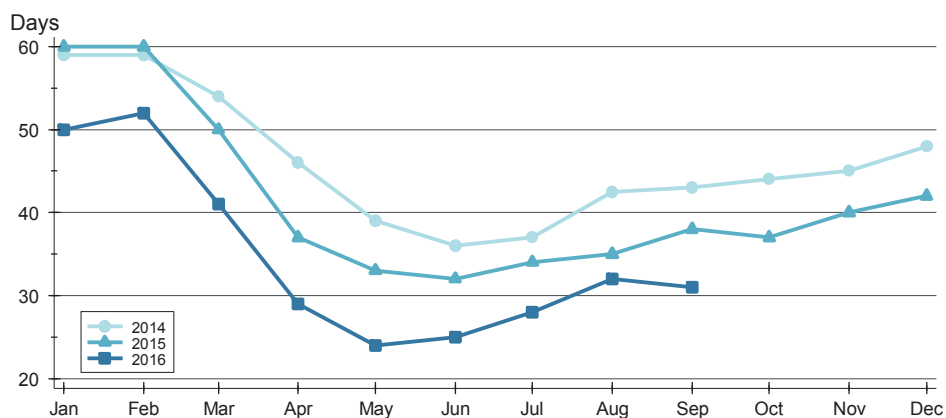
AVERAGE DOM >>

**ENTIRE STATE OF KANSAS
ALL HOMES
AS OF 10/9/2016**



Month	2014	2015	2016
January	88	82	78
February	85	87	80
March	85	87	74
April	84	74	67
May	76	65	60
June	72	66	57
July	64	63	58
August	70	61	58
September	69	64	58
October	71	63	
November	74	66	
December	76	69	

MEDIAN DOM >>

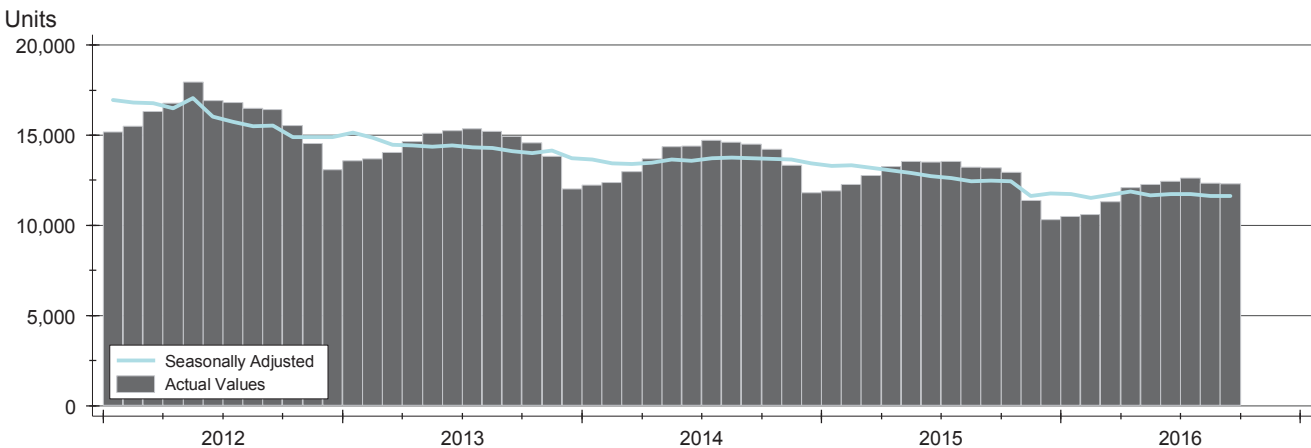


Month	2014	2015	2016
January	59	60	50
February	59	60	52
March	54	50	41
April	46	37	29
May	39	33	24
June	36	32	25
July	37	34	28
August	43	35	32
September	43	38	31
October	44	37	
November	45	40	
December	48	42	

ACTIVE LISTINGS ANALYSIS

HISTORY >>

ENTIRE STATE OF KANSAS
 ALL HOMES
 AS OF 10/9/2016



SUMMARY >>

Summary Statistics for Active Listings		End of September		
		2016	2015	Change
Active Listings		12,285	13,177	-6.8%
Months' Supply		3.7	4.0	-8.6%
Volume (1,000s)		2,902,710	2,910,320	-0.3%
Average	List Price	236,281	220,864	7.0%
	Days on Market	105	112	-6.1%
	Percent of Original	97.0%	97.0%	-0.1%
Median	List Price	160,000	150,000	6.7%
	Days on Market	67	70	-4.3%
	Percent of Original	100.0%	100.0%	0.0%

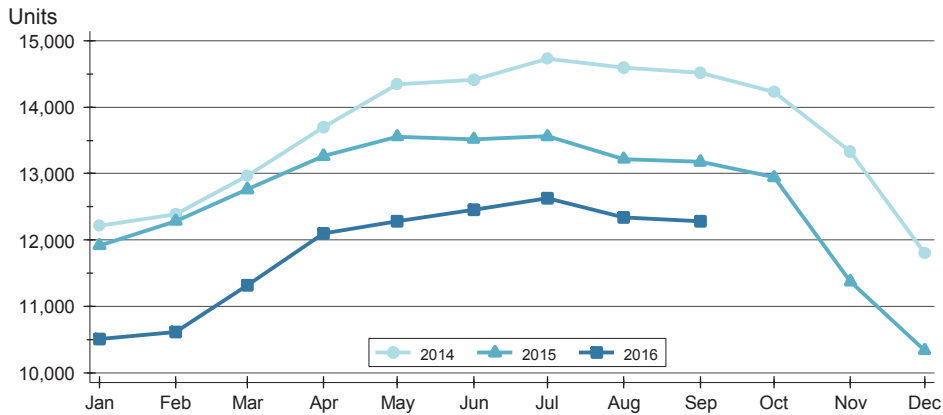
A total of 12,285 homes were available for sale in the state of Kansas at the end of September. This represents a 3.7 months' supply of active listings.

The median list price of homes on the market at the end of September was \$160,000, up 6.7% from 2015. The typical time on market for active listings was 67 days, down from 70 days a year earlier.

ACTIVE LISTINGS ANALYSIS

BY MONTH >>

**ENTIRE STATE OF KANSAS
ALL HOMES
AS OF 10/9/2016**



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	12,094
May	14,347	13,558	12,281
June	14,409	13,518	12,451
July	14,732	13,559	12,629
August	14,595	13,216	12,337
September	14,519	13,177	12,285
October	14,232	12,942	
November	13,329	11,372	
December	11,802	10,333	

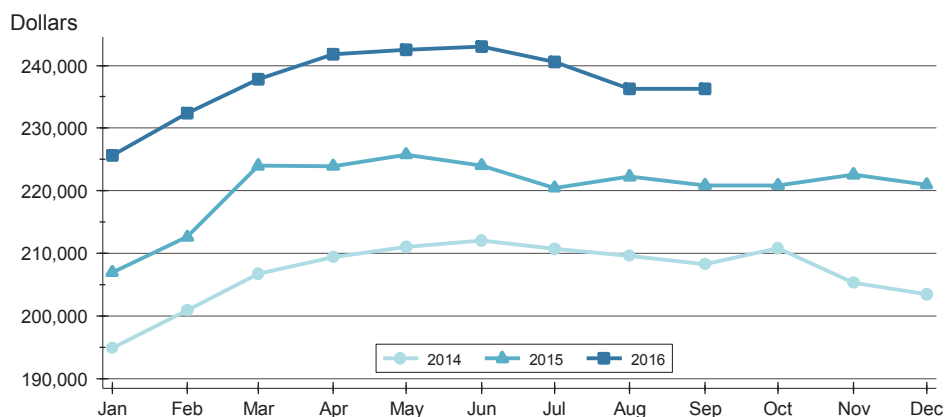
BY PRICE RANGE >>

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	286	2.3%	4,288	3.2	14,994	17,000	128	80	90.5%	100.0%
\$25,000-\$49,999	923	7.5%	36,032	4.3	39,038	39,900	121	78	94.2%	100.0%
\$50,000-\$99,999	2,670	21.7%	200,674	4.4	75,159	75,000	119	74	95.9%	100.0%
\$100,000-\$124,999	850	6.9%	96,537	3.3	113,573	114,900	98	66	96.7%	100.0%
\$125,000-\$149,999	1,061	8.6%	146,061	2.8	137,663	138,000	78	52	97.9%	100.0%
\$150,000-\$174,999	763	6.2%	124,621	2.2	163,330	164,000	80	54	97.9%	100.0%
\$175,000-\$199,999	818	6.7%	154,023	2.9	188,292	189,000	87	54	97.6%	100.0%
\$200,000-\$249,999	1,140	9.3%	257,287	2.7	225,690	225,000	88	57	97.8%	100.0%
\$250,000-\$299,999	841	6.8%	232,268	3.7	276,181	275,000	93	60	98.4%	100.0%
\$300,000-\$399,999	1,129	9.2%	396,362	4.0	351,074	349,900	102	64	98.5%	100.0%
\$400,000-\$499,999	696	5.7%	312,172	5.8	448,522	449,000	125	85	98.3%	100.0%
\$500,000-\$749,999	663	5.4%	396,694	6.6	598,332	595,000	132	92	98.4%	100.0%
\$750,000-\$999,999	175	1.4%	149,578	8.3	854,732	848,000	142	100	97.0%	100.0%
\$1,000,000 and up	198	1.6%	379,100	19.8	1,914,649	1,425,000	177	133	95.0%	100.0%
All price ranges	12,285	100.0%	2,902,710	3.7	236,281	160,000	105	67	97.0%	100.0%

ACTIVE LISTINGS ANALYSIS

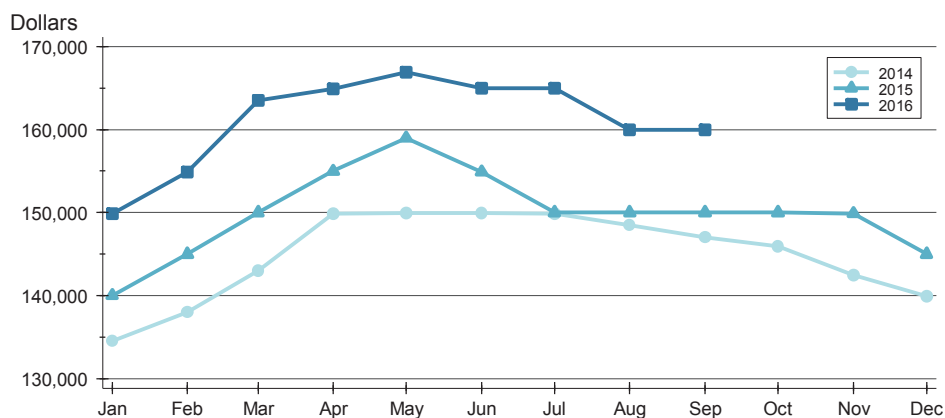
AVERAGE PRICE >>

**ENTIRE STATE OF KANSAS
ALL HOMES
AS OF 10/9/2016**



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	241,804
May	211,043	225,786	242,525
June	212,019	224,043	243,014
July	210,669	220,470	240,530
August	209,606	222,255	236,309
September	208,291	220,864	236,281
October	210,813	220,851	
November	205,303	222,534	
December	203,419	220,978	

MEDIAN PRICE >>

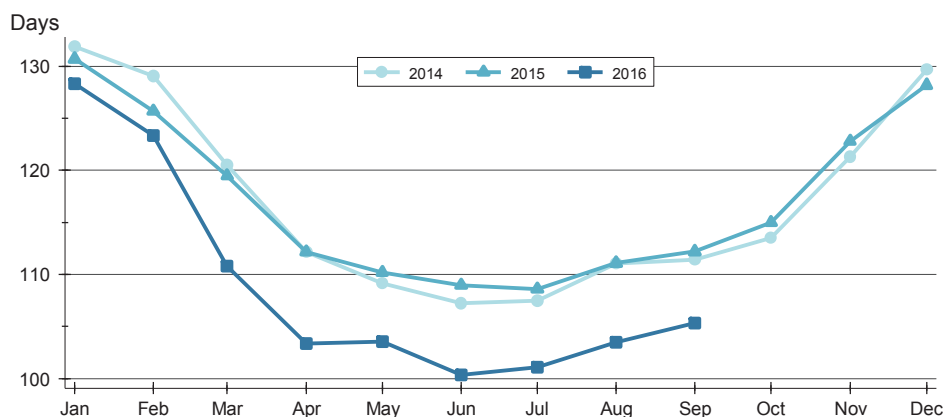


Month	2014	2015	2016
January	134,500	140,000	149,900
February	138,000	145,000	154,900
March	143,000	150,000	163,500
April	149,900	155,000	164,950
May	149,950	159,000	166,950
June	149,950	154,900	165,000
July	149,900	150,000	165,000
August	148,500	150,000	160,000
September	147,000	150,000	160,000
October	145,900	150,000	
November	142,500	149,900	
December	139,900	145,000	

ACTIVE LISTINGS ANALYSIS

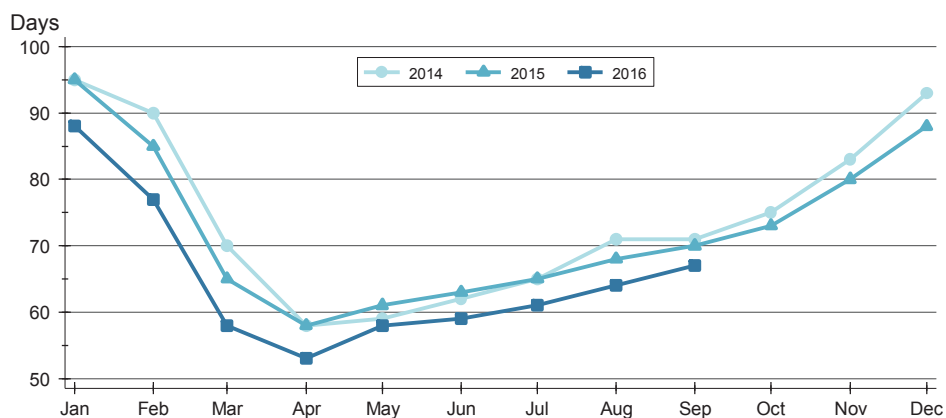
AVERAGE DOM >>

**ENTIRE STATE OF KANSAS
ALL HOMES
AS OF 10/9/2016**



Month	2014	2015	2016
January	132	131	128
February	129	126	123
March	120	119	111
April	112	112	103
May	109	110	104
June	107	109	100
July	107	109	101
August	111	111	103
September	111	112	105
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	53
May	59	61	58
June	62	63	59
July	65	65	61
August	71	68	64
September	71	70	67
October	75	73	
November	83	80	
December	93	88	

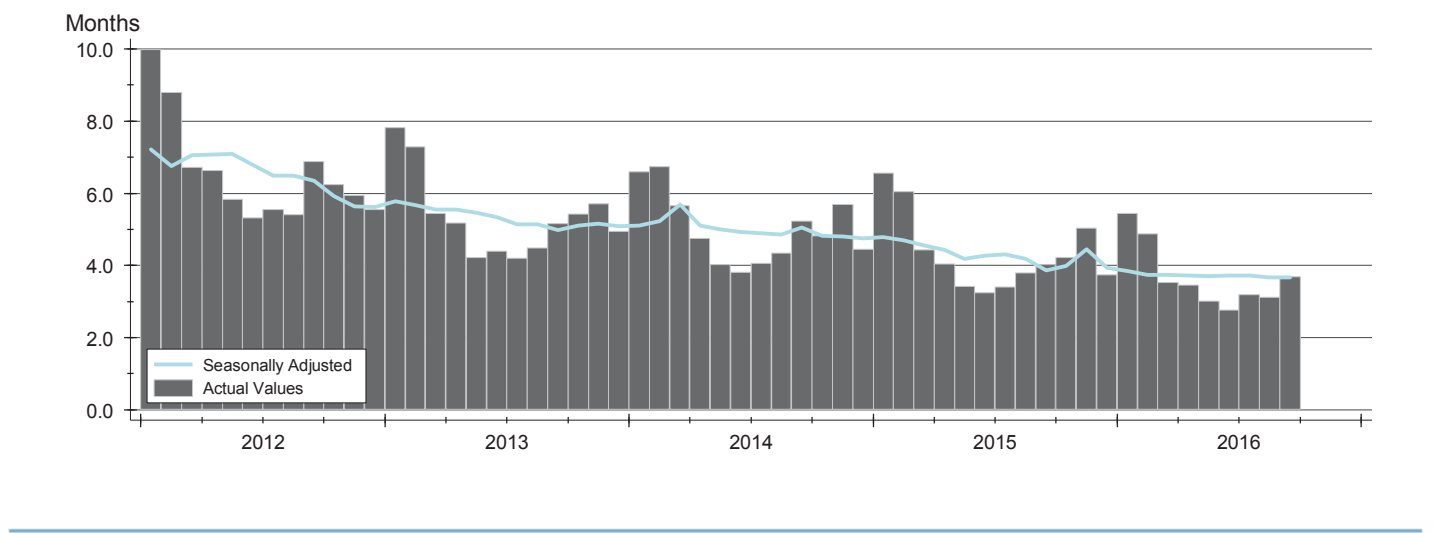
MONTHS' SUPPLY ANALYSIS

HISTORY >>

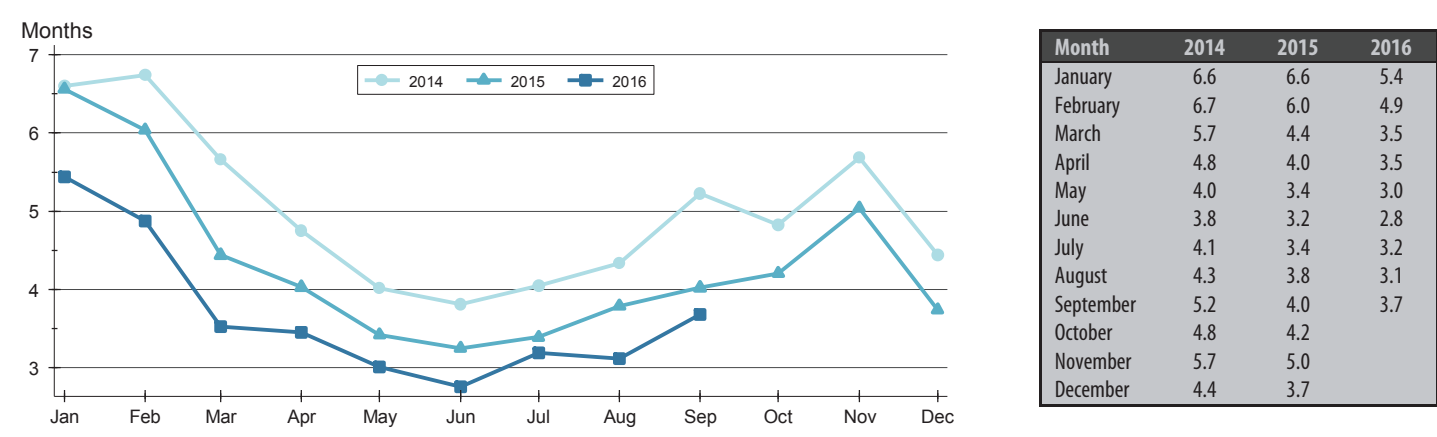
ENTIRE STATE OF KANSAS

ALL HOMES

AS OF 10/9/2016



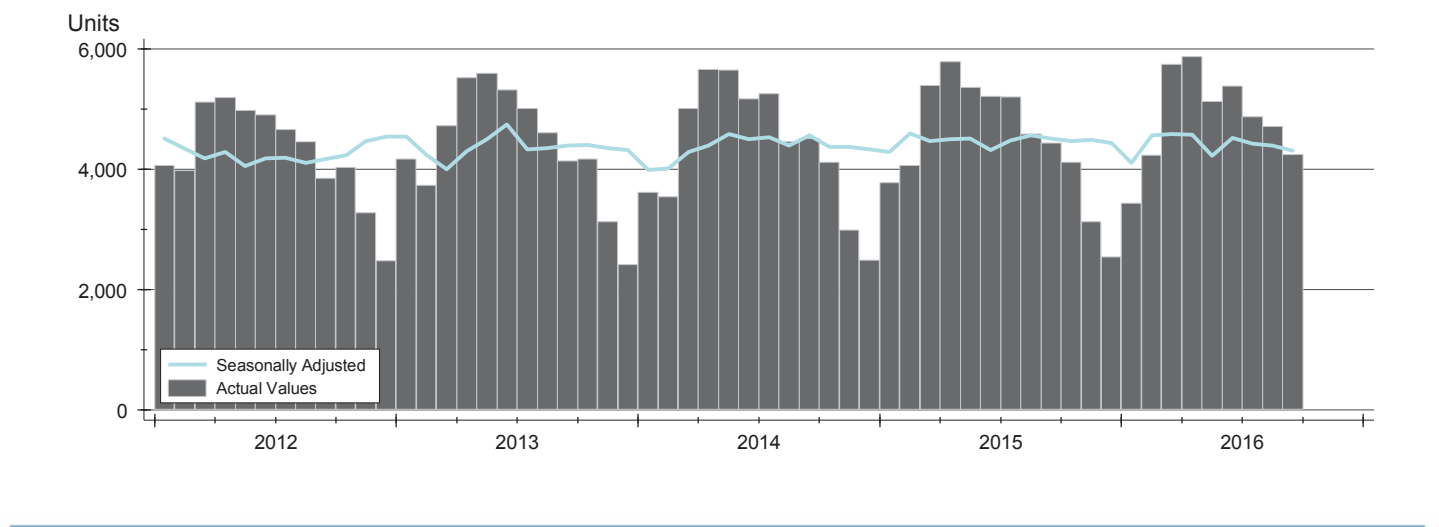
BY MONTH >>



NEW LISTINGS ANALYSIS

HISTORY >>

ENTIRE STATE OF KANSAS
 ALL HOMES
 AS OF 10/9/2016



SUMMARY >>

Summary Statistics for New Listings		September		
		2016	2015	Change
Current Month	New Listings	4,246	4,431	-4.2%
	Volume (1,000s)	883,001	853,546	3.5%
	Average List Price	207,961	192,631	8.0%
	Median List Price	159,950	149,900	6.7%
YTD	New Listings	43,626	43,807	-0.4%
	Volume (1,000s)	9,129,742	8,624,655	5.9%
	Average List Price	209,273	196,878	6.3%
	Median List Price	163,900	155,000	5.7%

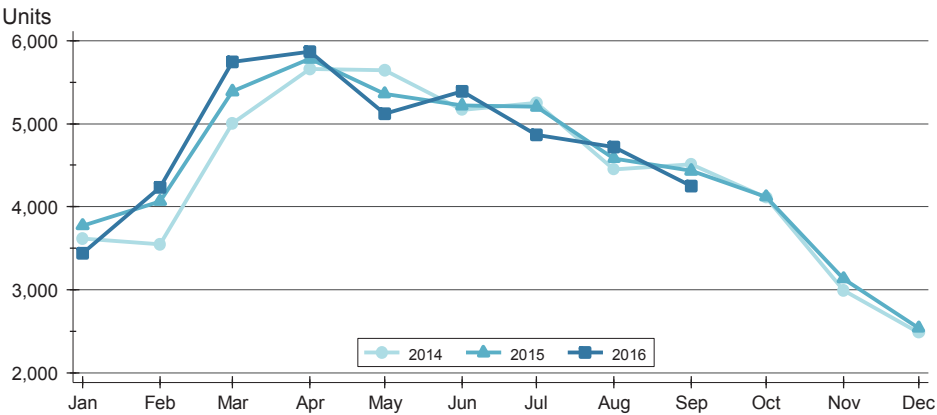
A total of 4,246 new listings were added in the state of Kansas during September, down 4.2% from the same month in 2015. Year-to-date the state of Kansas has seen 43,626 new listings.

The median list price of these homes was \$159,950 up from \$149,900 in 2015.

NEW LISTINGS ANALYSIS

BY MONTH >>

ENTIRE STATE OF KANSAS
 ALL HOMES
 AS OF 10/9/2016



Month	2014	2015	2016
January	3,617	3,773	3,440
February	3,546	4,065	4,230
March	5,007	5,390	5,745
April	5,660	5,784	5,869
May	5,645	5,360	5,123
June	5,168	5,218	5,388
July	5,251	5,205	4,868
August	4,453	4,581	4,717
September	4,509	4,431	4,246
October	4,112	4,118	
November	2,992	3,132	
December	2,486	2,539	

BY PRICE RANGE >>

Price Range	New Listings			List Price	
	Number	Percent	Volume	Average	Median
Below \$25,000	111	2.6%	1,447	13,038	15,000
\$25,000-\$49,999	273	6.4%	10,586	38,778	39,900
\$50,000-\$99,999	754	17.8%	57,006	75,605	75,000
\$100,000-\$124,999	331	7.8%	37,721	113,960	115,000
\$125,000-\$149,999	480	11.3%	66,102	137,712	138,500
\$150,000-\$174,999	355	8.4%	57,793	162,797	163,000
\$175,000-\$199,999	341	8.0%	63,896	187,379	186,000
\$200,000-\$249,999	451	10.6%	101,206	224,403	224,900
\$250,000-\$299,999	321	7.6%	89,113	277,610	279,500
\$300,000-\$399,999	354	8.3%	122,863	347,071	345,475
\$400,000-\$499,999	186	4.4%	83,402	448,398	448,000
\$500,000-\$749,999	169	4.0%	100,237	593,119	589,500
\$750,000-\$999,999	31	0.7%	26,911	868,099	850,000
\$1,000,000 and up	30	0.7%	52,448	1,748,252	1,375,000
All price ranges	4,246	100.0%	883,001	207,961	159,950

NEW LISTINGS ANALYSIS

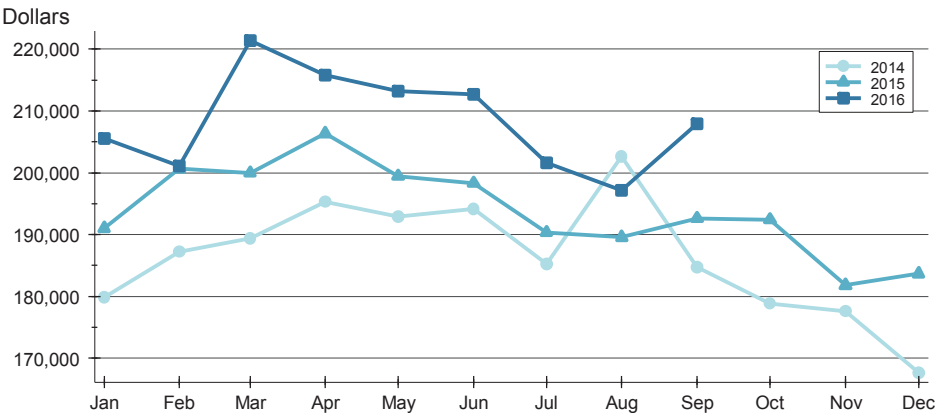
AVERAGE PRICE

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ENTIRE STATE OF KANSAS

ALL HOMES

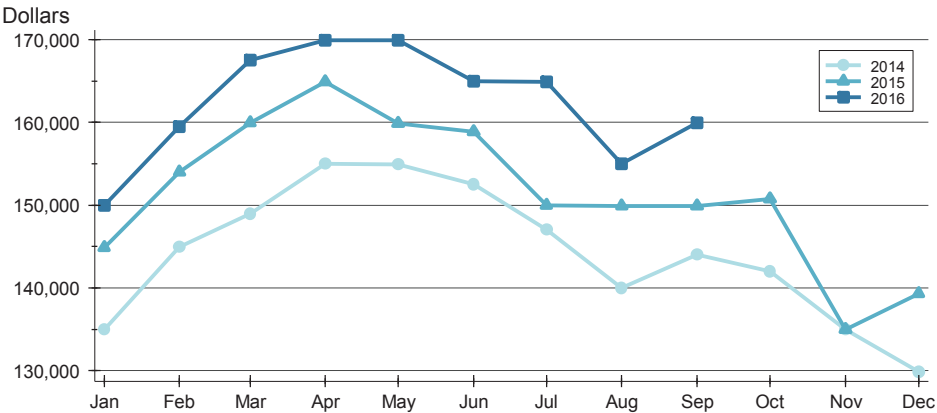
AS OF 10/9/2016



Month	2014	2015	2016
January	179,879	191,016	205,544
February	187,244	200,637	201,055
March	189,422	199,960	221,383
April	195,293	206,351	215,841
May	192,959	199,450	213,262
June	194,115	198,320	212,725
July	185,297	190,372	201,617
August	202,677	189,577	197,178
September	184,766	192,631	207,961
October	178,850	192,449	
November	177,562	181,799	
December	167,709	183,661	

MEDIAN PRICE

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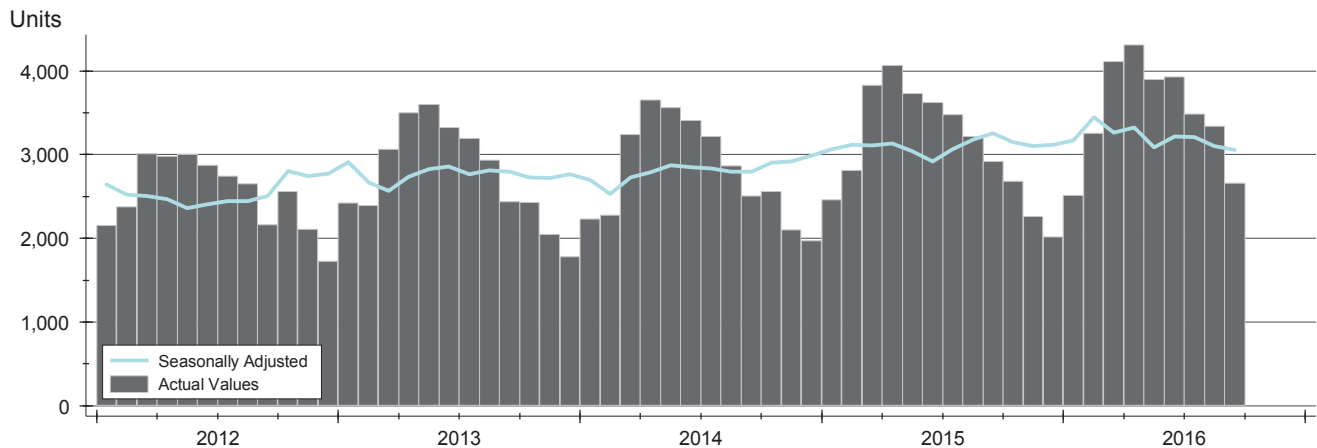


Month	2014	2015	2016
January	135,000	144,900	150,000
February	144,950	154,000	159,500
March	148,950	159,950	167,525
April	155,000	164,900	169,900
May	154,900	159,900	169,900
June	152,500	158,900	165,000
July	146,997	150,000	164,900
August	140,000	149,900	155,000
September	144,000	149,900	159,950
October	142,000	150,750	
November	135,000	135,000	
December	129,900	139,300	

CONTRACTS WRITTEN ANALYSIS

HISTORY >>

ENTIRE STATE OF KANSAS
 ALL HOMES
 AS OF 10/9/2016



SUMMARY >>

Summary Statistics for Contracts Written			September			Year-to-Date		
			2016	2015	Change	2016	2015	Change
Contracts Written			2,659	2,920	-8.9%	31,515	30,142	4.6%
Volume (1,000s)			496,625	559,128	-11.2%	6,316,672	5,882,068	7.4%
Average	List Price		186,771	191,482	-2.5%	200,434	195,145	2.7%
	Days on Market		61	64	-4.4%	61	67	-10.0%
	Percent of Original		95.9%	94.5%	1.5%	95.7%	95.1%	0.7%
Median	List Price		150,000	158,000	-5.1%	165,000	160,000	3.1%
	Days on Market		29	39	-24.7%	30	36	-16.7%
	Percent of Original		100.0%	96.6%	3.5%	98.2%	97.3%	0.9%

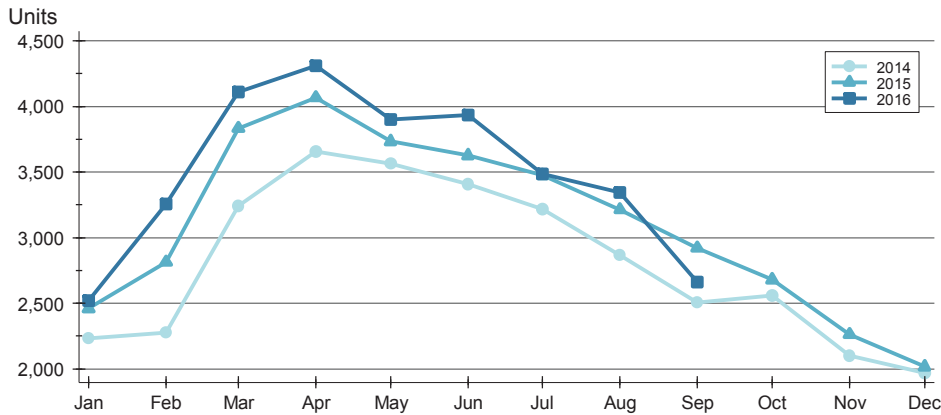
A total of 2,659 contracts for sale were written in the state of Kansas during the month of September, down from 2,920 in 2015. The median list price of these homes was \$150,000, down from \$158,000 the prior year.

Half of the homes that went under contract in September were on the market less than 29 days, compared to 39 days in September 2015.

CONTRACTS WRITTEN ANALYSIS

BY MONTH >>

ENTIRE STATE OF KANSAS
 ALL HOMES
 AS OF 10/9/2016



Month	2014	2015	2016
January	2,234	2,459	2,518
February	2,278	2,815	3,257
March	3,243	3,832	4,110
April	3,656	4,067	4,311
May	3,562	3,734	3,898
June	3,406	3,626	3,933
July	3,219	3,475	3,487
August	2,865	3,214	3,342
September	2,506	2,920	2,659
October	2,558	2,680	
November	2,100	2,263	
December	1,971	2,017	

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	64	2.4%	1,023	15,981	16,950	78	46	85.1%	100.0%
\$25,000-\$49,999	215	8.1%	8,440	39,258	39,900	88	43	88.4%	94.5%
\$50,000-\$99,999	503	18.9%	37,902	75,352	75,000	71	41	94.1%	100.0%
\$100,000-\$124,999	219	8.2%	25,087	114,553	115,000	56	31	96.3%	100.0%
\$125,000-\$149,999	307	11.5%	42,382	138,054	138,900	41	22	97.5%	100.0%
\$150,000-\$174,999	250	9.4%	40,560	162,240	160,950	40	20	98.2%	100.0%
\$175,000-\$199,999	219	8.2%	40,874	186,641	185,000	44	24	97.2%	100.0%
\$200,000-\$249,999	267	10.0%	60,443	226,379	225,000	52	23	97.6%	100.0%
\$250,000-\$299,999	216	8.1%	59,421	275,095	274,925	57	23	97.9%	100.0%
\$300,000-\$399,999	193	7.3%	66,602	345,090	345,000	53	24	99.0%	100.0%
\$400,000-\$499,999	85	3.2%	38,161	448,954	449,000	123	42	97.9%	100.0%
\$500,000-\$749,999	69	2.6%	41,138	596,208	575,000	92	41	97.3%	100.0%
\$750,000-\$999,999	14	0.5%	11,636	831,116	800,000	217	45	100.0%	100.0%
\$1,000,000 and up	15	0.6%	18,659	1,243,902	1,197,750	120	75	96.4%	97.1%
All price ranges	2,659	100.0%	496,625	186,771	150,000	61	29	95.9%	100.0%

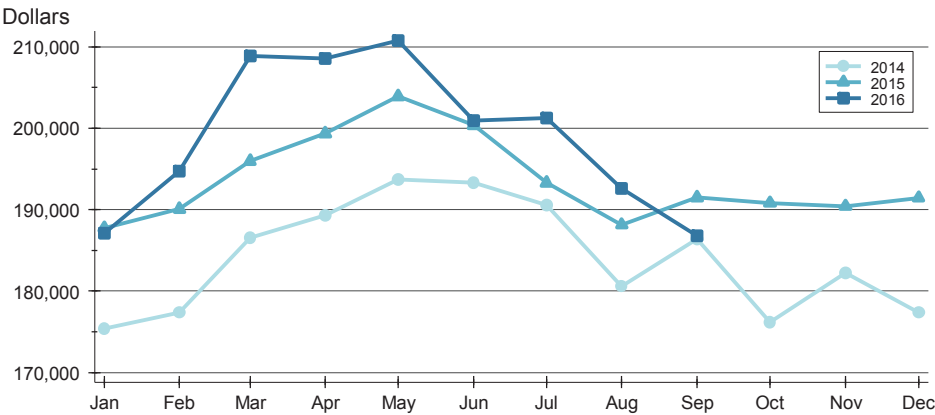
CONTRACTS WRITTEN ANALYSIS

AVERAGE PRICE >>

ENTIRE STATE OF KANSAS

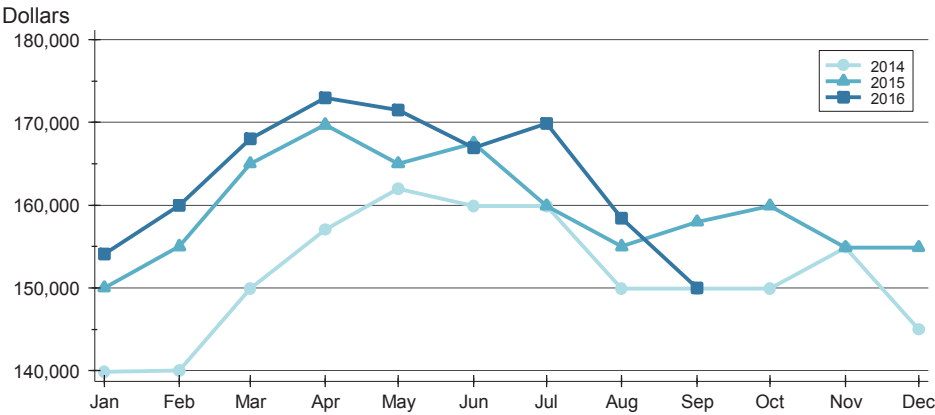
ALL HOMES

AS OF 10/9/2016



Month	2014	2015	2016
January	175,396	187,766	187,137
February	177,321	190,063	194,714
March	186,585	195,979	208,880
April	189,303	199,345	208,537
May	193,713	203,908	210,764
June	193,319	200,382	200,943
July	190,545	193,307	201,289
August	180,596	188,148	192,573
September	186,373	191,482	186,771
October	176,165	190,819	
November	182,188	190,413	
December	177,378	191,458	

MEDIAN PRICE >>



Month	2014	2015	2016
January	139,900	150,000	154,125
February	140,000	155,000	159,999
March	149,900	165,000	168,000
April	157,000	169,700	173,000
May	162,000	165,000	171,500
June	159,900	167,500	166,950
July	159,900	159,900	169,900
August	149,950	155,000	158,400
September	149,900	158,000	150,000
October	149,950	159,900	
November	154,900	154,900	
December	145,000	154,900	

CONTRACTS WRITTEN ANALYSIS

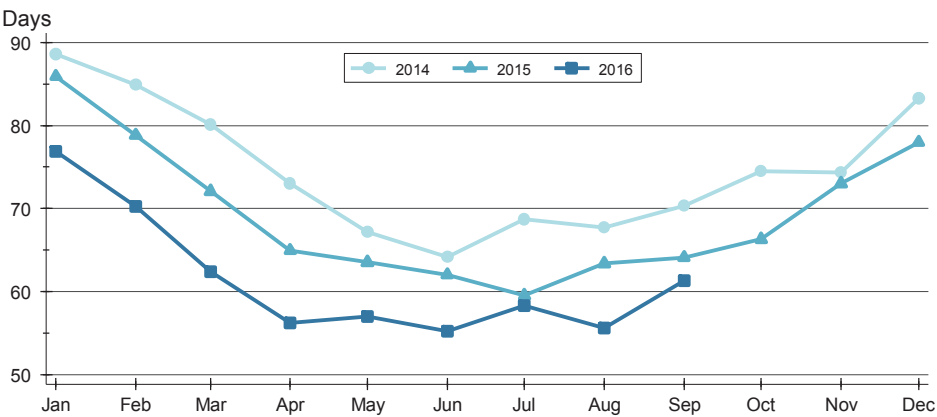
AVERAGE DOM

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ENTIRE STATE OF KANSAS

ALL HOMES

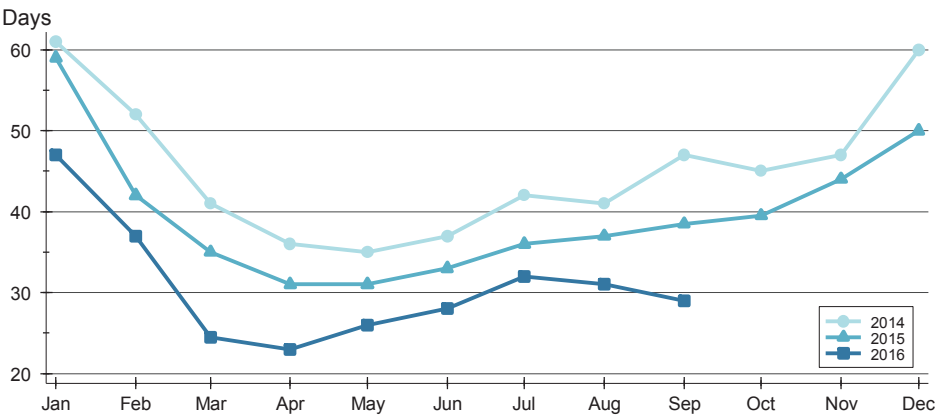
AS OF 10/9/2016



Month	2014	2015	2016
January	89	86	77
February	85	79	70
March	80	72	62
April	73	65	56
May	67	64	57
June	64	62	55
July	69	60	58
August	68	63	56
September	70	64	61
October	74	66	
November	74	73	
December	83	78	

MEDIAN DOM

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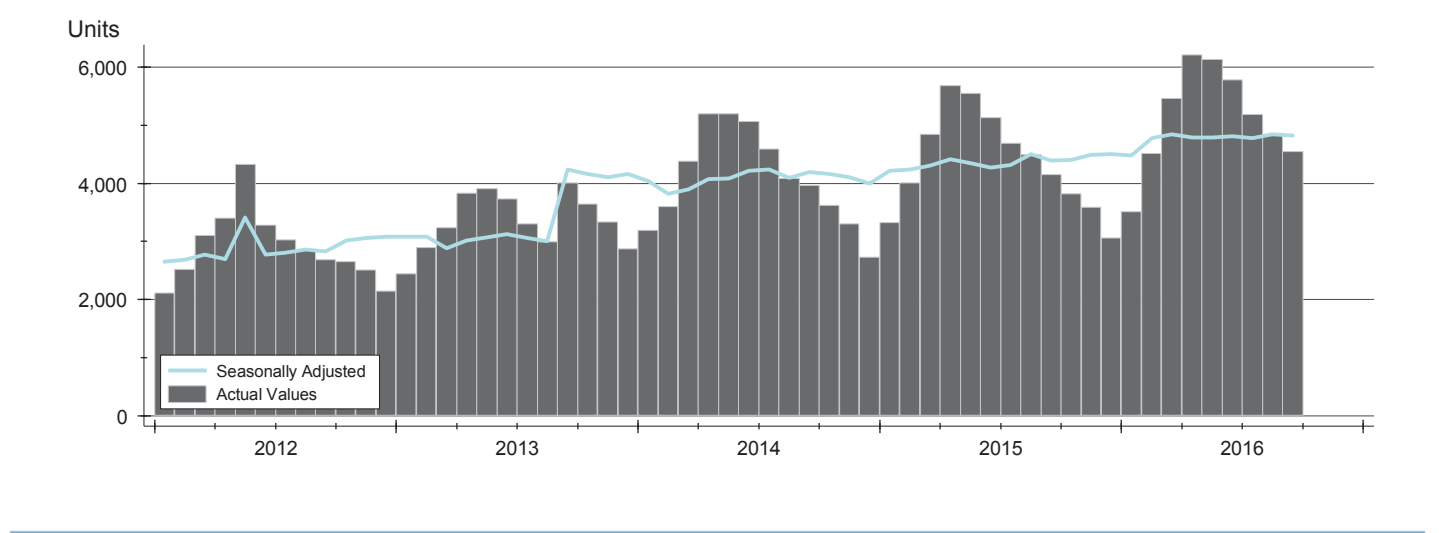


Month	2014	2015	2016
January	61	59	47
February	52	42	37
March	41	35	25
April	36	31	23
May	35	31	26
June	37	33	28
July	42	36	32
August	41	37	31
September	47	39	29
October	45	40	
November	47	44	
December	60	50	

PENDING CONTRACTS ANALYSIS

HISTORY »

ENTIRE STATE OF KANSAS
 ALL HOMES
 AS OF 10/9/2016



SUMMARY »

Summary Statistics for Pending Contracts		End of September		
		2016	2015	Change
Pending Contracts		4,542	4,144	9.6%
Volume (1,000s)		1,006,121	849,910	18.4%
Average	List Price	221,515	205,094	8.0%
	Days on Market	58	61	-4.8%
	Percent of Original	97.5%	97.6%	-0.1%
Median	List Price	170,000	159,200	6.8%
	Days on Market	24	28	-14.3%
	Percent of Original	100.0%	100.0%	0.0%

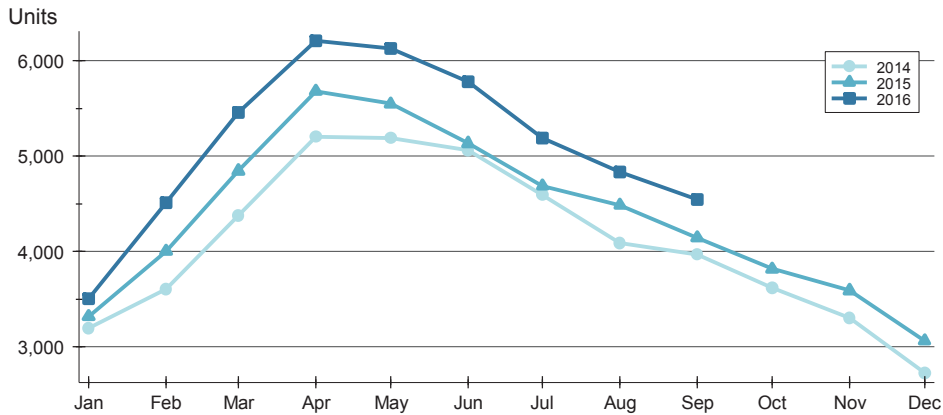
A total of 4,542 listings in the state of Kansas had contracts pending at the end of September, up from 4,144 contracts pending at the end of September 2015.

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 10/9/2016**



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	6,208
May	5,190	5,548	6,129
June	5,060	5,132	5,780
July	4,594	4,688	5,189
August	4,086	4,486	4,835
September	3,966	4,144	4,542
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	70	1.5%	1,116	15,938	16,650	78	39	89.5%	100.0%
\$25,000-\$49,999	243	5.4%	9,632	39,639	40,000	93	57	92.9%	100.0%
\$50,000-\$99,999	771	17.0%	58,762	76,216	75,000	73	36	95.9%	100.0%
\$100,000-\$124,999	353	7.8%	40,358	114,330	115,000	64	32	96.9%	100.0%
\$125,000-\$149,999	477	10.5%	65,609	137,544	137,500	45	24	98.0%	100.0%
\$150,000-\$174,999	387	8.5%	62,952	162,666	162,000	41	17	98.5%	100.0%
\$175,000-\$199,999	332	7.3%	62,227	187,431	187,000	46	21	98.3%	100.0%
\$200,000-\$249,999	488	10.7%	110,419	226,268	225,000	52	21	98.2%	100.0%
\$250,000-\$299,999	375	8.3%	103,081	274,882	274,900	48	18	98.3%	100.0%
\$300,000-\$399,999	467	10.3%	161,575	345,985	346,115	51	13	98.8%	100.0%
\$400,000-\$499,999	254	5.6%	114,010	448,858	449,925	75	5	99.2%	100.0%
\$500,000-\$749,999	242	5.3%	143,451	592,773	584,883	49	0	99.0%	100.0%
\$750,000-\$999,999	32	0.7%	26,537	829,282	802,210	112	6	100.2%	100.0%
\$1,000,000 and up	32	0.7%	42,183	1,318,230	1,237,947	94	43	98.1%	100.0%
All price ranges	4,542	100.0%	1,006,121	221,515	170,000	58	24	97.5%	100.0%

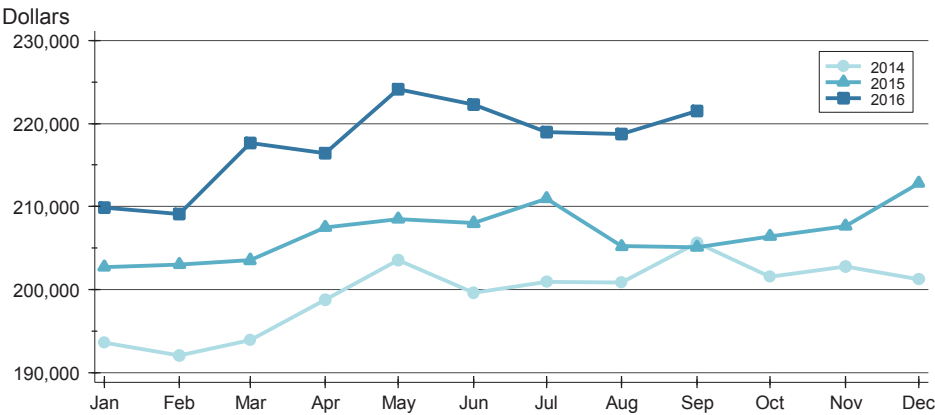
PENDING CONTRACTS ANALYSIS

AVERAGE PRICE »

ENTIRE STATE OF KANSAS

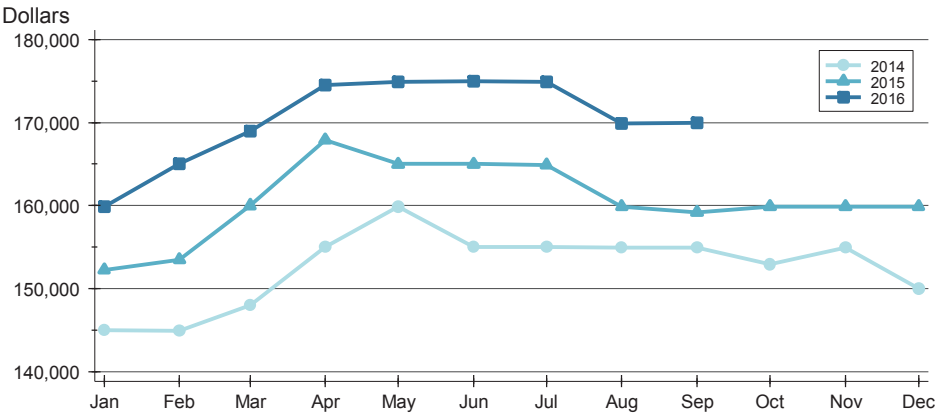
ALL HOMES

AS OF 10/9/2016



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	216,440
May	203,534	208,495	224,131
June	199,594	208,005	222,294
July	200,933	210,969	218,970
August	200,852	205,201	218,708
September	205,601	205,094	221,515
October	201,552	206,413	
November	202,745	207,644	
December	201,248	212,812	

MEDIAN PRICE »

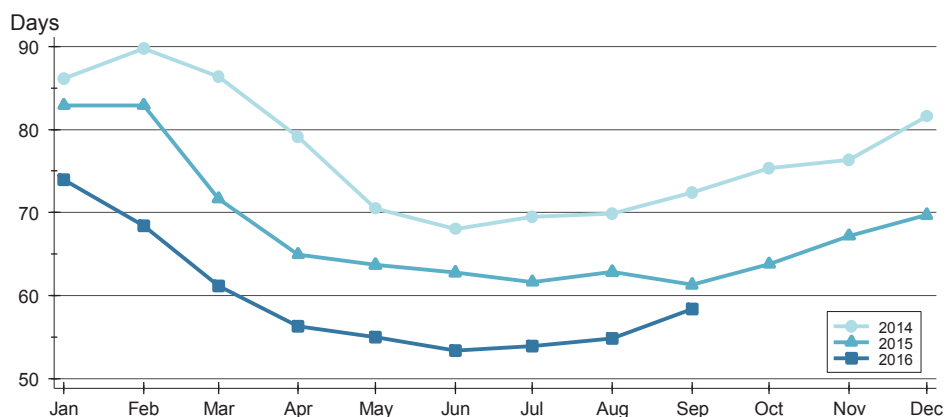


Month	2014	2015	2016
January	145,000	152,250	159,900
February	144,900	153,500	165,000
March	148,000	160,000	169,000
April	155,000	167,900	174,509
May	159,900	165,000	174,900
June	155,000	165,000	175,000
July	155,000	164,900	174,900
August	154,900	159,900	169,900
September	154,900	159,200	170,000
October	152,900	159,900	
November	154,900	159,900	
December	150,000	159,900	

PENDING CONTRACTS ANALYSIS

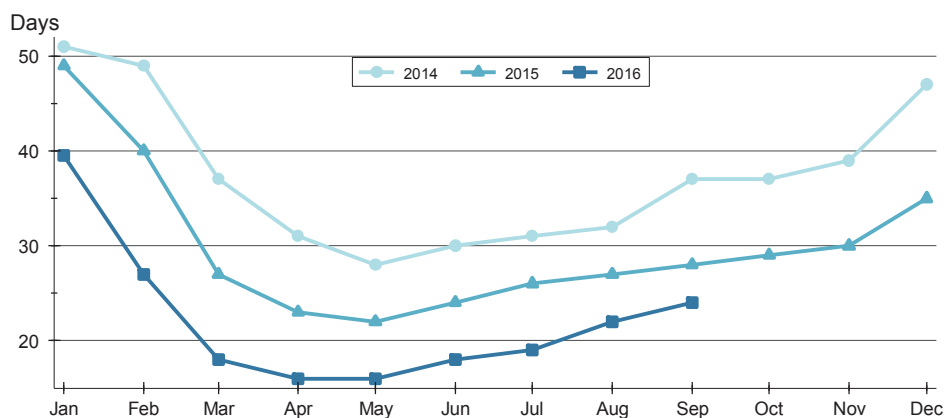
**ENTIRE STATE OF KANSAS
ALL HOMES
AS OF 10/9/2016**

AVERAGE DOM >>



Month	2014	2015	2016
January	86	83	74
February	90	83	68
March	86	72	61
April	79	65	56
May	70	64	55
June	68	63	53
July	69	62	54
August	70	63	55
September	72	61	58
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	16
May	28	22	16
June	30	24	18
July	31	26	19
August	32	27	22
September	37	28	24
October	37	29	
November	39	30	
December	47	35	