



South Central Kansas MLS

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FOR IMMEDIATE RELEASE

April 14, 2014

The South Central Kansas MLS releases the March Wichita-area home sales figures.

Existing home sales increased 20.5% between February and March according to the latest figures released by the South Central Kansas MLS, but decreased by 13.1% on a year over year basis. Existing homes sales in March totaled 575, up from 477 units in February. The median sales price of existing homes in March decreased 0.5% compared to February, and decreased 0.5% from one year ago.

New home sales in March are up with 41 units sold. The March median sale price of new homes increased to \$269,900 from \$261,034 in February and is up from \$221,783 one year ago.

Existing home inventory this month increased to 2,814 homes in inventory compared to 2,748 last month. The existing home inventory this month is 12.2% lower than it was a year ago when the existing home inventory was 3,206.

New home inventory increased this month with 292 homes in inventory compared to 276 new homes on the market last month. The new home inventory is 5.4% higher than it was a year ago at this time when there were 277 new homes on the market.

New and existing home inventory combined was 3,106 homes this month compared to 3,024 last month representing a 2.7% increase in the past month. One year ago the combined inventory was 3,483 which represents 10.8% decrease in total inventory over the past year.

Months of Inventory is determined by taking the inventory and dividing it by the number of sales. A “balanced market” is considered to be a 5-6 month supply. If the supply exceeds 6 months, the market begins to favor buyers. When the supply is less than 5 months, the market tends to favor sellers. Months of inventory for existing homes decreased to 4.9 in March, which indicates a seller’s market. Months of inventory for new homes decreased this month to 7.1 months of inventory.

Zone Locations

Zone 100: North West to West Wichita

Zone 200: South West Wichita (west of Broadway, East of Ridge Road)

Zone 300: Midtown area to North Wichita (Bordered by Kellogg on the south, Broadway on the east, I-235 on the west)

Zone 400: Northeast Wichita (Bordered by Kellogg on the south, Broadway on the west, 159th on the east)

Zone 500: Southeast Wichita (Bordered by Kellogg on the north, Broadway on the west)

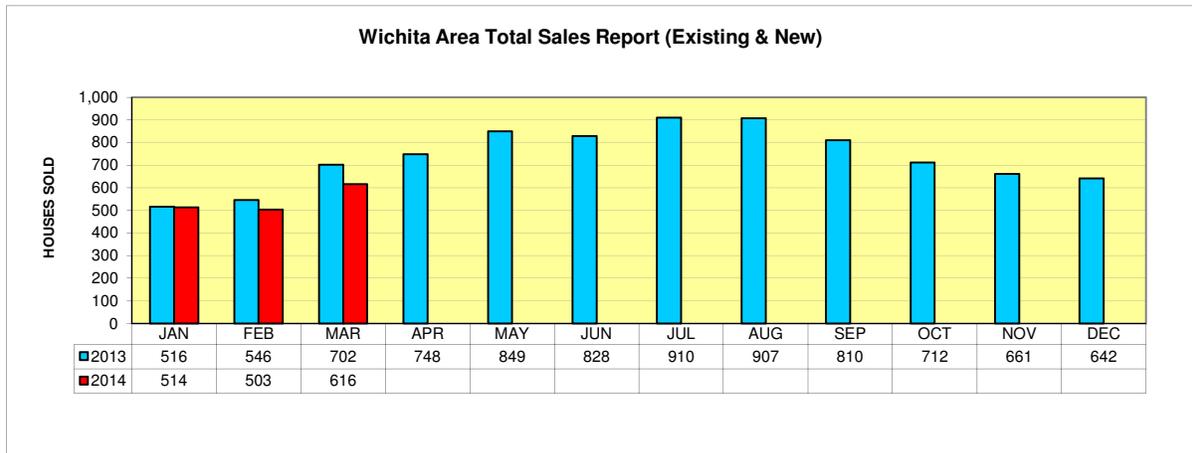
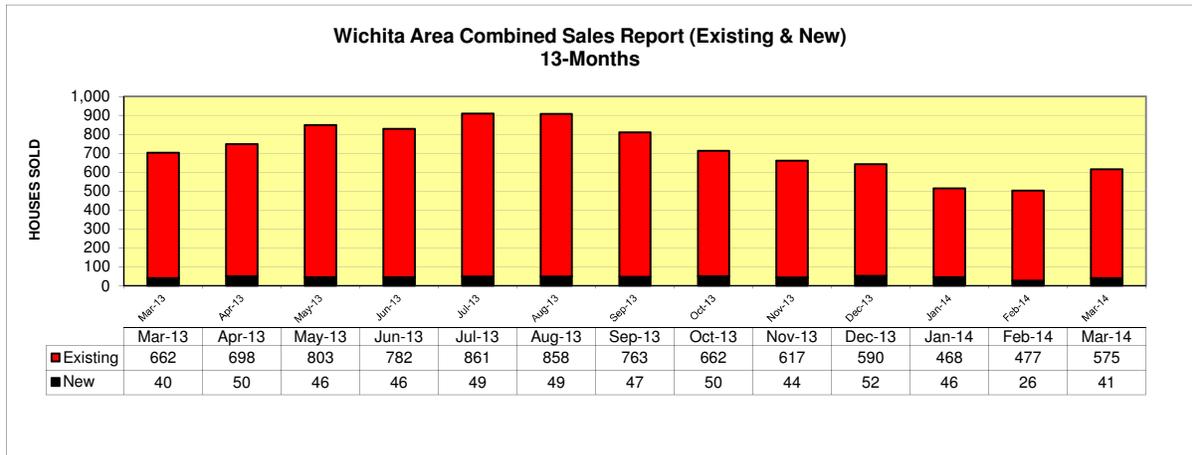
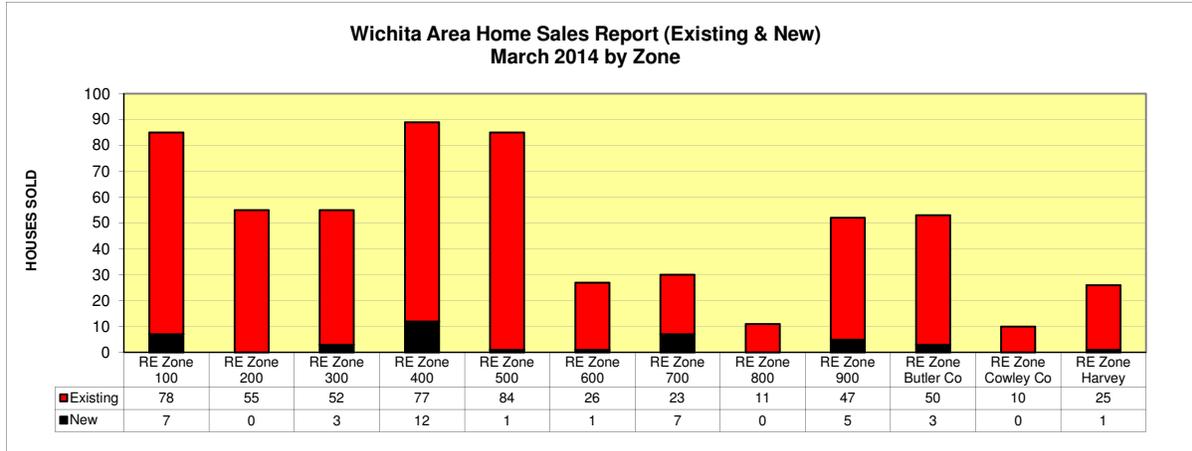
Zone 600: Southwest Sedgwick County (South of Kellogg, West of Broadway)

Zone 700: Northwest Sedgwick County (North of Kellogg, West of Broadway)

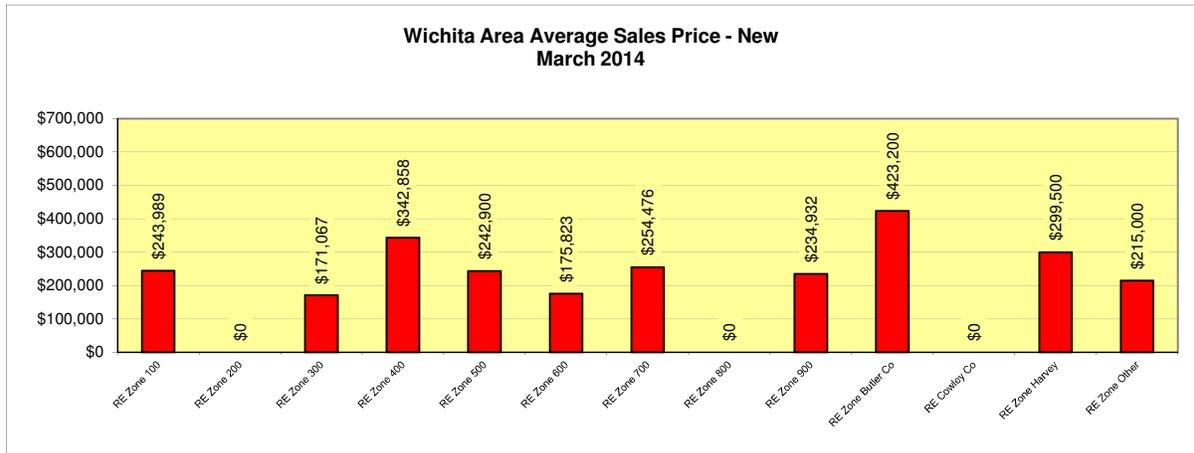
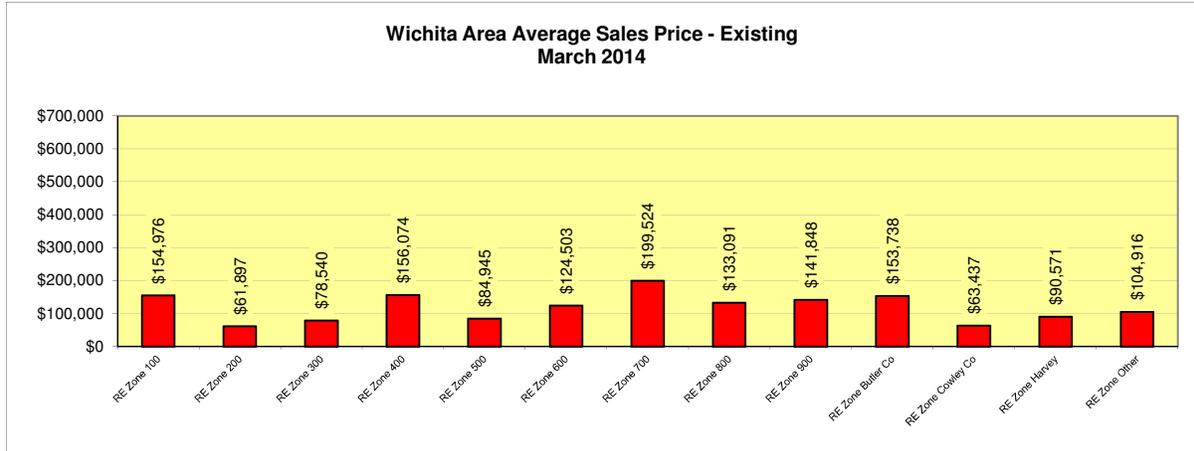
Zone 800: Northeast Sedgwick County (North of Kellogg, East of Broadway)

Zone 900: Southeast Sedgwick County (South of Kellogg, East of Broadway)

Wichita Area Home Sales Report - March 2014

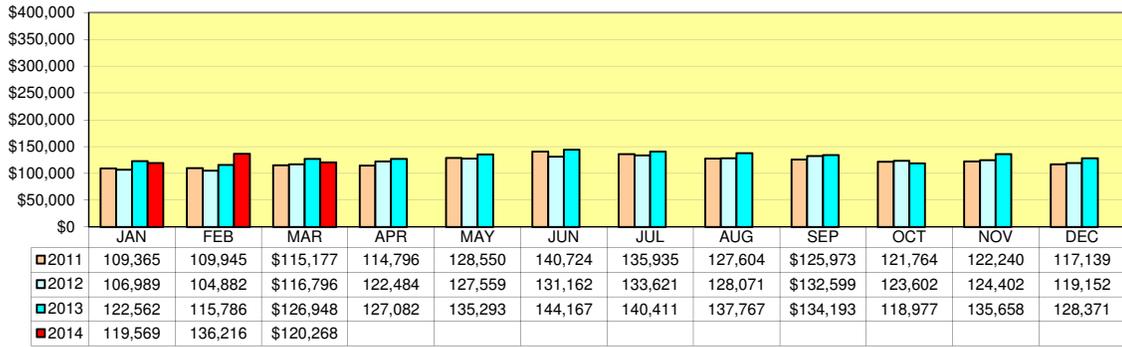


Wichita Area Home Sales Report - March 2014

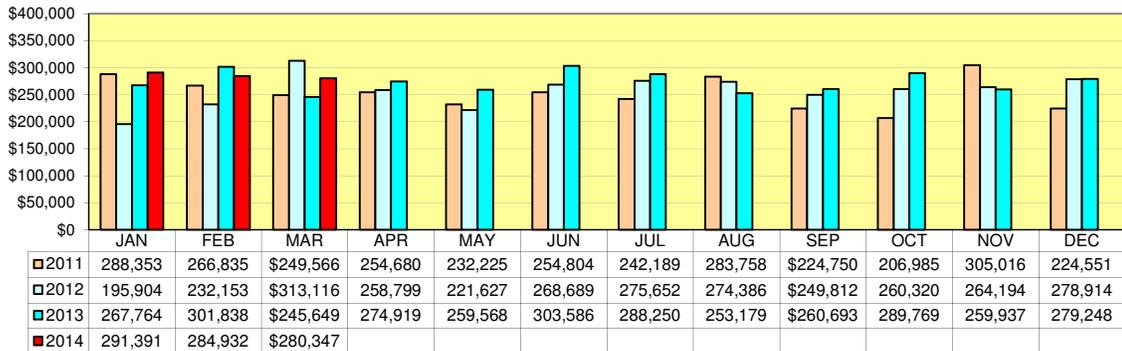


Wichita Area Home Sales Report - March 2014

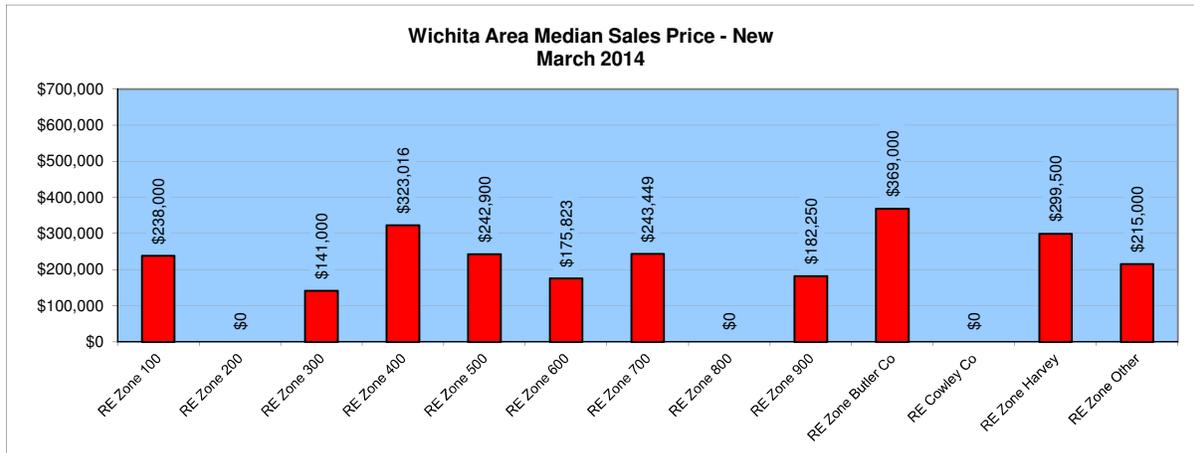
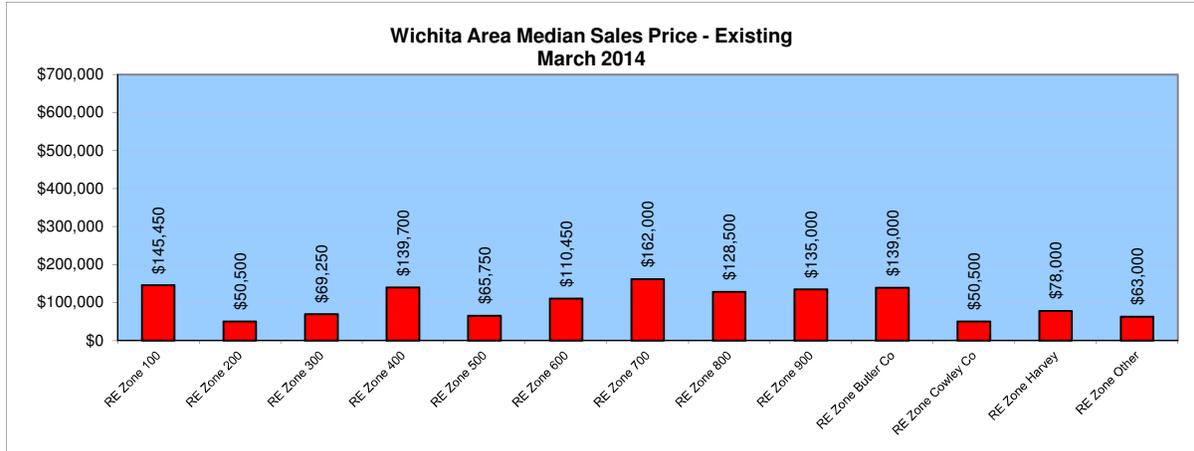
Wichita Area Average Sales Price - Existing



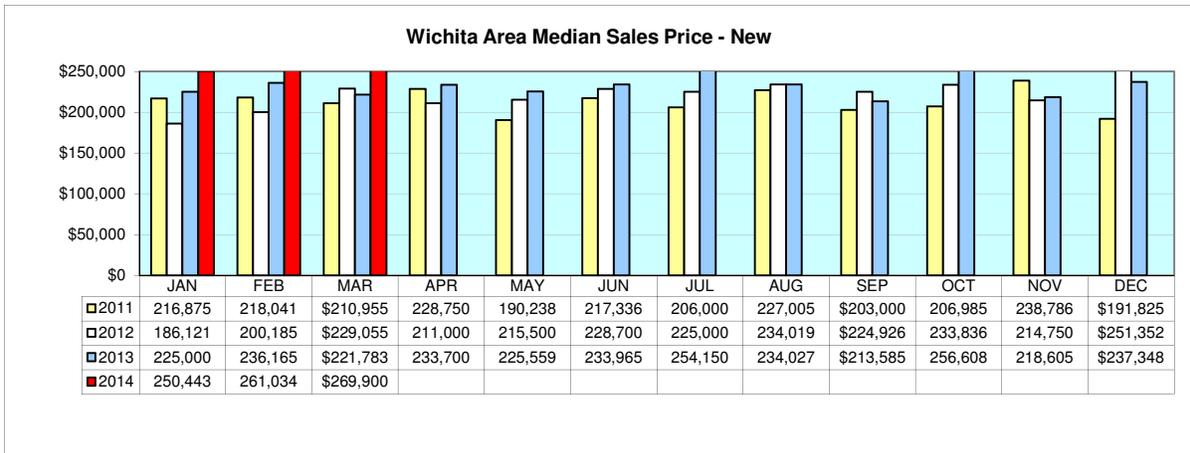
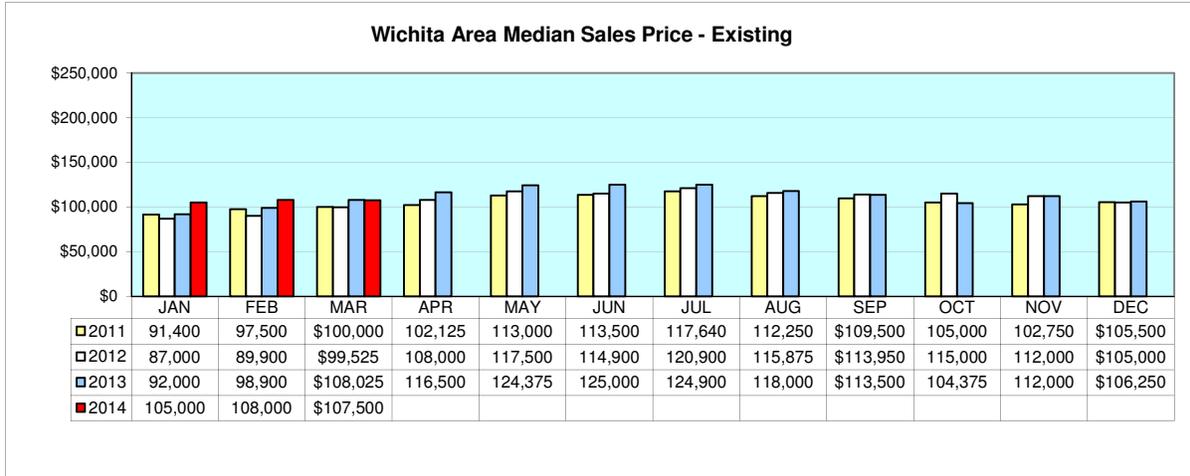
Wichita Area Average Sales Price - New



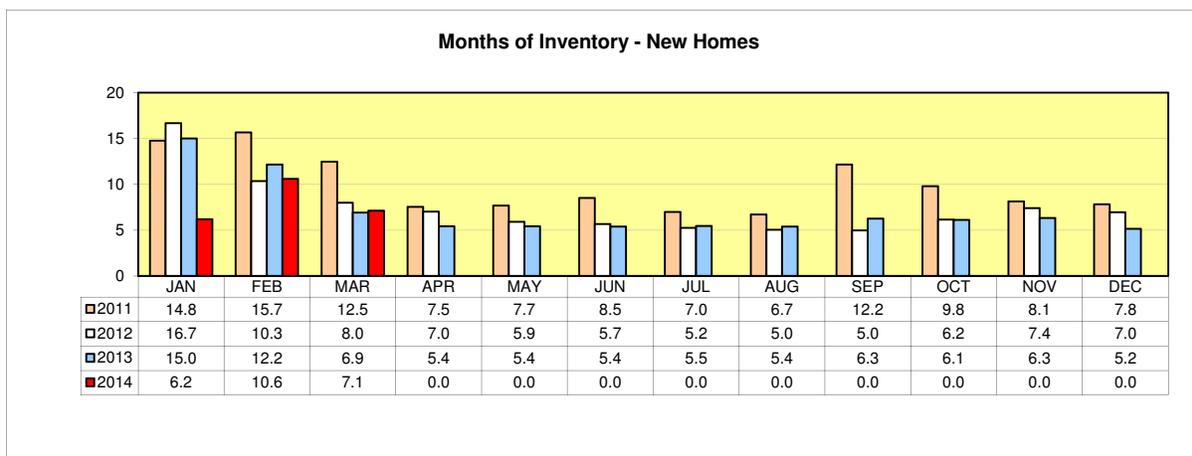
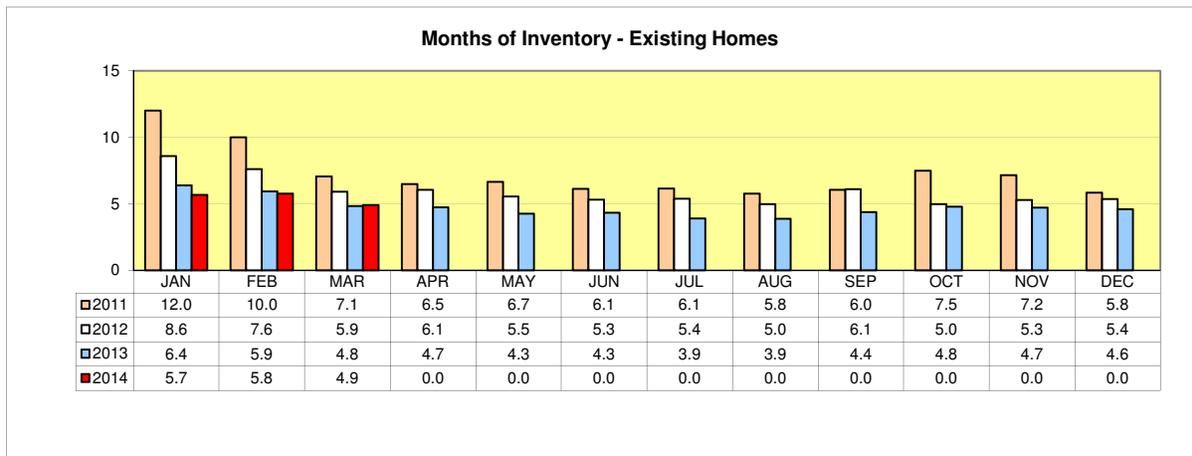
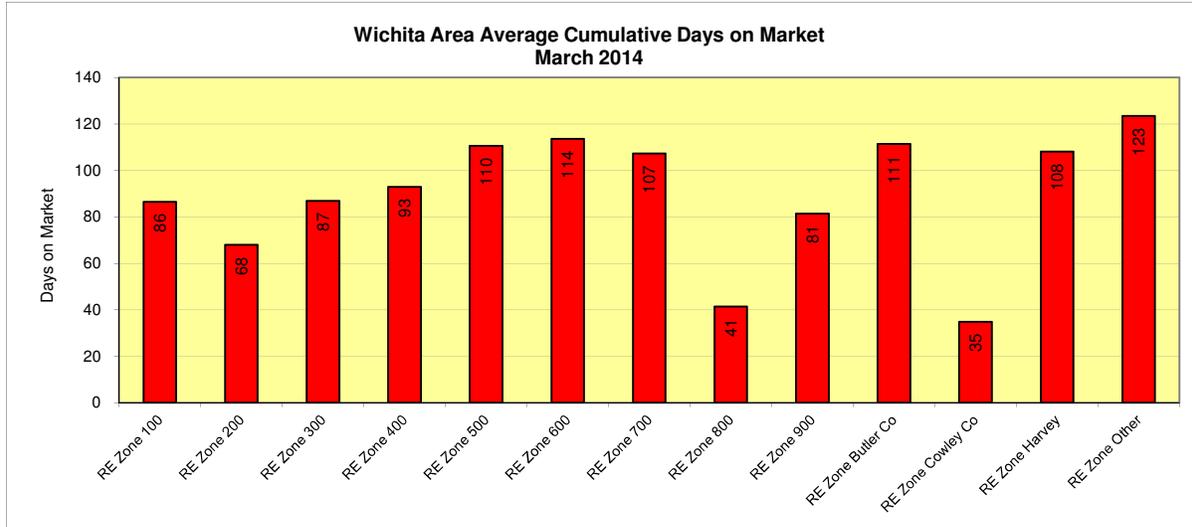
Wichita Area Home Sales Report - March 2014



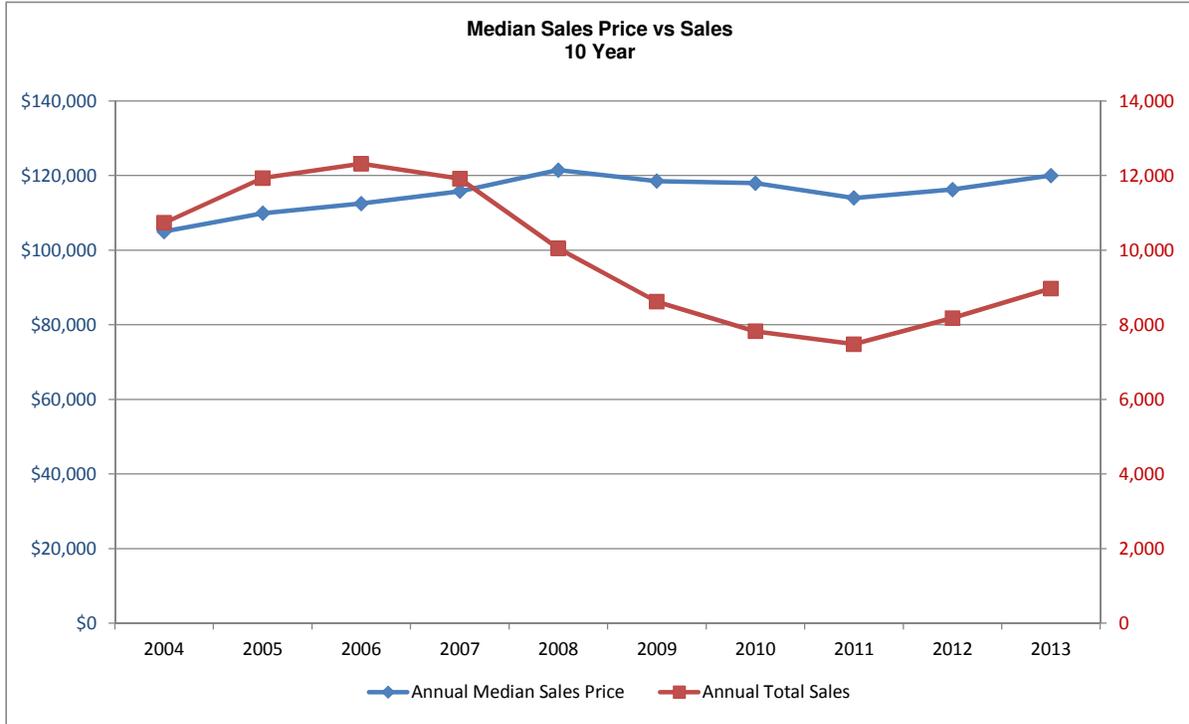
Wichita Area Home Sales Report - March 2014



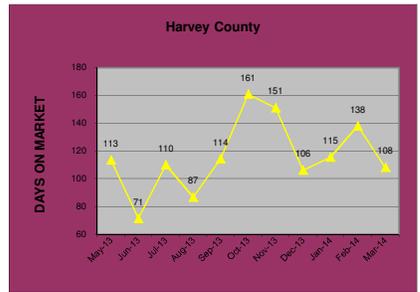
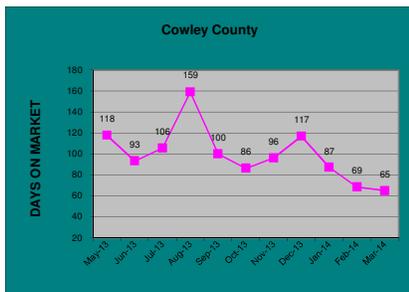
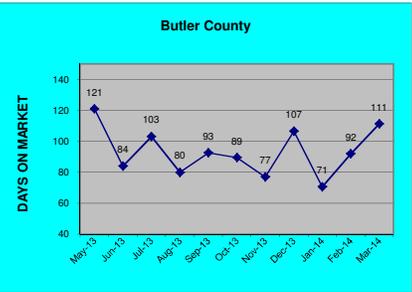
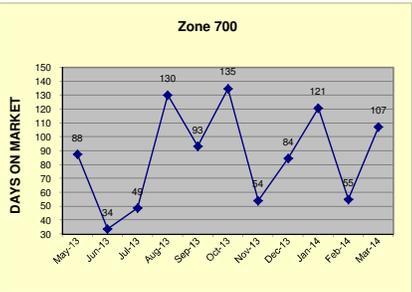
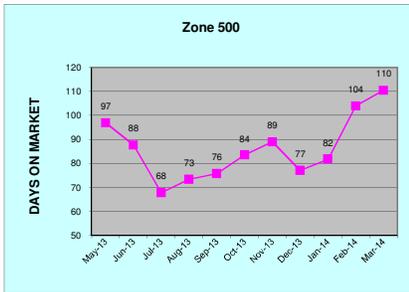
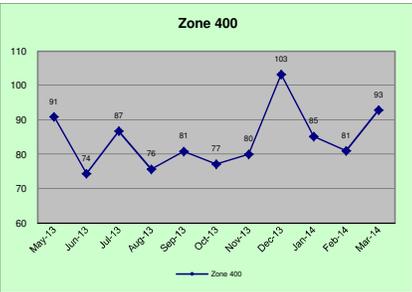
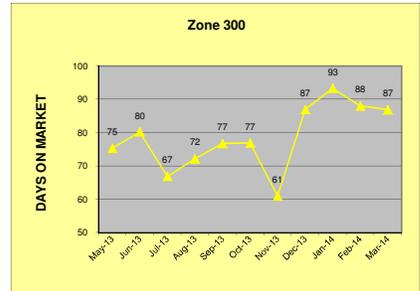
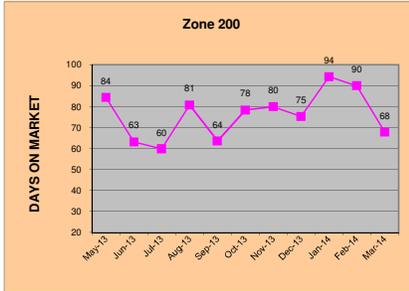
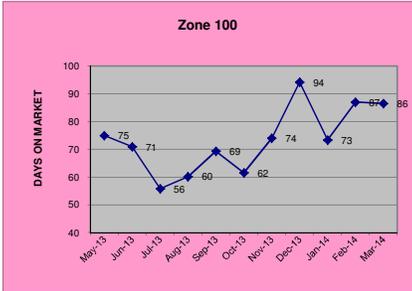
Wichita Area Home Sales Report - March 2014



Wichita Area Home Sales Report - March 2014



AVERAGE CUMULATIVE DAYS ON MARKET BY ZONE
March 2014



SOUTH CENTRAL KANSAS MLS, Inc.
MLS STATISTICS
Report For March 2014
as of 4/11/14

Residential

	<u># of Residential Sales</u>				<u># of New Residential Listings</u>				
	<u>2011</u>	<u>2012</u>	<u>2013</u>	<u>2014</u>		<u>2011</u>	<u>2012</u>	<u>2013</u>	<u>2014</u>
January	357	428	521	519 *	January	1,118	1,128	1,108	904
February	416	502	550	503	February	845	991	867	846
March	605	672	709	616	March	1,273	1,187	1,124	1,144
YTD Totals:	1,378	1,602	1,780	1,638	YTD Totals:	3,236	3,306	3,099	2,894
April	697	676	764		April	1,250	1,258	1,259	
May	698	763	860		May	1,229	1,220	1,263	
June	752	779	839		June	1,305	1,238	1,269	
July	749	786	929		July	1,158	1,178	1,228	
August	760	820	929		August	1,181	1,202	1,080	
September	703	676	831		September	1,000	1,052	1,046	
October	566	767	727		October	1,023	1,062	1,063	
November	556	682	674		November	776	850	778	
December	622	630	647		December	601	605	648	
TOTAL:	7,481	8,181	8,980		TOTAL:	12,759	12,971	15,832	

* = Updated

	<u># of Active Existing Homes for Sale</u>				<u># of Active New Homes for Sale</u>				
	<u>2011</u>	<u>2012</u>	<u>2013</u>	<u>2014</u>		<u>2011</u>	<u>2012</u>	<u>2013</u>	<u>2014</u>
January	3,755	3,450	3,176	2,658	January	458	317	285	285
February	3,816	3,567	3,102	2,748	February	439	300	280	276
March	3,955	3,678	3,206	2,814	March	412	288	277	292
April	4,105	3,803	3,314		April	377	274	272	
May	4,210	3,878	3,415		May	384	261	250	
June	4,197	3,865	3,380		June	367	239	248	
July	4,198	3,939	3,356		July	357	236	268	
August	4,056	3,827	3,332		August	335	227	265	
September	4,021	3,732	3,350		September	341	239	295	
October	3,911	3,572	3,166		October	343	246	306	
November	3,607	3,369	2,909		November	334	259	279	
December	3,374	3,162	2,710		December	321	272	268	

March 2014

From 3/01/14 to 3/31/14 as of 4/11/14

Existing Homes

Area/Type	New	Total Sold	Sold Volume	Avg Sale Amount	Median Sale Amount	Avg CDOM	% of List	Co-Op Sales	Under Contract ¹	Off Mkt	Exp
RE Zone 100	156	78	\$12,088,103	\$154,976	\$145,450	86	97.88	64	114	28	15
RE Zone 200	73	55	\$3,404,325	\$61,897	\$50,500	68	97.48	38	62	15	5
RE Zone 300	98	52	\$4,084,080	\$78,540	\$69,250	87	95.77	33	65	18	7
RE Zone 400	195	77	\$12,017,709	\$156,074	\$139,700	93	96.55	47	150	24	11
RE Zone 500	127	84	\$7,135,368	\$84,945	\$65,750	110	96.05	61	103	33	13
RE Zone 600	53	26	\$3,237,068	\$124,503	\$110,450	114	98.10	19	47	9	3
RE Zone 700	25	23	\$4,589,056	\$199,524	\$162,000	107	97.13	19	26	6	2
RE Zone 800	26	11	\$1,464,000	\$133,091	\$128,500	41	97.70	9	19	2	1
RE Zone 900	81	47	\$6,666,850	\$141,848	\$135,000	81	97.77	37	68	8	3
RE Zone Butler Co	115	50	\$7,686,877	\$153,738	\$139,000	111	95.89	42	75	12	11
RE Zone Cowley Co	24	10	\$634,365	\$63,437	\$50,500	35	96.09	2	12	3	7
RE Zone Harvey	52	25	\$2,264,269	\$90,571	\$78,000	108	94.89	25	39	9	6
RE Zone Other	63	37	\$3,881,887	\$104,916	\$63,000	123	94.64	13	43	9	10
Area Subtotals*	1088	575	\$69,153,957	\$120,268	\$107,500	94	96.75	409	823	176	94

¹ Reflects number of listings which were placed under contract during the month.

March 2014

From 3/01/14 to 3/31/14 as of 4/11/14

New Homes

(Including Under Construction)

Area/Type	New	Total Sold	Sold Volume	Avg Sale Amount	Median Sale Amount	Co-Op Sales	Under Contract ¹	Off Mkt	Exp
RE Zone 100	12	7	\$1,707,924	\$243,989	\$238,000	4	16	0	0
RE Zone 200	2	0	\$0	\$0	\$0	0	0	1	0
RE Zone 300	3	3	\$513,200	\$171,067	\$141,000	2	2	0	0
RE Zone 400	8	12	\$4,114,290	\$342,858	\$323,016	8	3	1	0
RE Zone 500	5	1	\$242,900	\$242,900	\$242,900	0	5	5	0
RE Zone 600	3	1	\$175,823	\$175,823	\$175,823	1	1	0	0
RE Zone 700	10	7	\$1,781,329	\$254,476	\$243,449	2	8	0	1
RE Zone 800	0	0	\$0	\$0	\$0	0	0	1	0
RE Zone 900	6	5	\$1,174,660	\$234,932	\$182,250	3	7	1	0
RE Zone Butler Co	5	3	\$1,269,601	\$423,200	\$369,000	2	4	0	0
RE Cowley Co	0	0	\$0	\$0	\$0	0	1	0	0
RE Zone Harvey	2	1	\$299,500	\$299,500	\$299,500	0	2	2	0
RE Zone Other	0	1	\$215,000	\$215,000	\$215,000	0	0	0	0
Area Subtotals*	56	41	\$11,494,227	\$280,347	\$269,900	22	49	11	1

¹ Reflects number of listings which were placed under contract during the month.

Year To Date

From 1/01/14 to 3/31/14 as of 4/11/14

Existing Homes

Area/Type	New	Total Sold	Sold Volume	Avg Sale Amount	Median Sale Amount	Avg CDOM	% of List	Co-Op Sales	Under Contract ¹	Off Mkt	Exp
RE Zone 100	372	209	\$32,564,597	\$155,811	\$145,000	83	97.46	166	112	73	41
RE Zone 200	221	121	\$6,690,728	\$55,295	\$45,500	81	95.52	83	54	53	20
RE Zone 300	265	119	\$9,891,752	\$83,124	\$70,000	88	95.75	85	54	48	19
RE Zone 400	488	230	\$39,798,886	\$173,039	\$138,750	87	95.81	156	133	90	52
RE Zone 500	374	228	\$20,321,689	\$89,130	\$68,750	99	96.25	166	93	84	38
RE Zone 600	131	75	\$10,785,818	\$143,811	\$115,000	98	93.04	56	52	28	10
RE Zone 700	82	46	\$7,870,757	\$171,103	\$140,000	101	96.86	39	25	23	9
RE Zone 800	57	34	\$3,930,130	\$115,592	\$121,500	63	97.89	28	18	9	3
RE Zone 900	184	107	\$15,055,067	\$140,702	\$133,900	75	97.60	89	67	31	10
RE Zone Butler Co	281	155	\$23,216,122	\$149,781	\$125,500	91	94.92	114	77	47	32
RE Zone Cowley Co	56	34	\$2,726,334	\$80,186	\$60,450	58	95.29	12	11	11	15
RE Zone Harvey	126	64	\$6,351,806	\$99,247	\$96,750	120	95.95	64	49	27	14
RE Zone Other	178	107	\$11,904,569	\$111,258	\$69,700	126	91.86	39	34	36	27
Area Subtotals*	2,815	1,529	\$191,108,255	\$124,989	\$106,700	91	95.81	1097	779	560	290

¹ Reflects listings which were placed under contract during the current year which still have a status of under contract.

Year To Date

From 1/01/14 to 3/31/14 as of 4/11/14

New Homes

(Including Under Construction)

Area/Type	New	Total Sold	Sold Volume	Avg Sale Amount	Median Sale Amount	Co-Op Sales	Under Contract ¹	Off Mkt	Exp
RE Zone 100	42	22	\$6,513,157	\$296,053	\$262,272	12	18	3	0
RE Zone 200	2	0	\$0	\$0	\$0	0	0	1	0
RE Zone 300	3	4	\$638,200	\$159,550	\$133,000	3	1	0	0
RE Zone 400	33	27	\$9,434,617	\$349,430	\$303,807	17	20	3	0
RE Zone 500	16	7	\$2,200,140	\$314,306	\$242,900	3	5	5	0
RE Zone 600	4	3	\$564,233	\$188,078	\$186,125	1	3	2	1
RE Zone 700	19	16	\$4,380,616	\$273,789	\$254,397	5	11	1	1
RE Zone 800	1	7	\$1,898,286	\$271,184	\$262,500	5	1	1	0
RE Zone 900	15	13	\$2,884,338	\$221,872	\$182,250	9	9	5	0
RE Zone Butler Co	18	17	\$5,116,384	\$300,964	\$302,796	11	9	0	0
RE Zone Cowley Co	0	0	\$0	\$0	\$0	0	1	0	0
RE Zone Harvey	3	3	\$736,500	\$245,500	\$235,000	1	2	2	0
RE Zone Other	0	1	\$215,000	\$215,000	\$215,000	0	0	0	0
Area Subtotals*	156	120	\$34,581,471	\$288,179	\$254,713	67	80	23	2

¹ Reflects listings which were placed under contract during the current year which still have a status of under contract.

South Central Kansas MLS, Inc.
 (Compiled by South Central Kansas MLS, Inc.)

TOTALS REPORTS
SOLD/ACTIVE RESIDENTIAL LISTINGS
01-Mar-2014 - 31-Mar-2014

PRICE CLASS/TYPE	Residential Unit Sales			Total Resid Sales	Unit Sales	
	0-2 Bedrm	3 Bedrm	4+ Bedrm		Condo/Co-Op	Total Units
\$29,999 OR UNDER	31	31	5	67	1	68
\$30,000 - \$39,999	15	10	3	28	0	28
\$40,000 - \$49,999	16	11	3	30	1	31
\$50,000 - \$59,999	14	15	3	32	5	37
\$60,000 - \$69,999	7	15	1	23	2	25
\$70,000 - \$79,999	10	16	1	27	1	28
\$80,000 - \$89,999	4	19	4	27	1	28
\$90,000 - \$99,999	3	20	5	28	0	28
\$100,000 - \$119,999	7	26	16	49	4	53
\$120,000 - \$139,999	4	39	24	67	0	67
\$140,000 - \$159,999	3	29	23	55	0	55
\$160,000 - \$179,999	0	11	28	39	0	39
\$180,000 - \$199,999	0	5	20	25	0	25
\$200,000 - \$249,999	1	12	20	33	1	34
\$250,000 - \$299,999	3	9	17	29	0	29
\$300,000 - \$399,999	0	4	20	24	0	24
\$400,000 - \$499,999	1	3	7	11	0	11
\$500,000 OR OVER	0	0	6	6	0	6
Total Types:	119	275	206	600	16	616
Average Price:	\$64,146	\$112,411	\$162,301	\$132,315	\$78,681	\$130,922
Median Price:	\$100,000	\$100,000	\$168,000	\$115,000	\$62,502	\$112,500
Average DOM:	72	71	89	77	97	78

SF DAYS ON MARKET (SALES):	CO DAYS ON MARKET (SALES):
0 - 30: 252	0 - 30: 6
31 - 60: 92	31 - 60: 2
61 - 90: 59	61 - 90: 1
91 - 120: 63	91 - 120: 2
121+ : 134	121+ : 5

SF TERMS OF SALE (SALES):	CO TERMS OF SALE (SALES):
ASSUMPTION : 0	ASSUMPTION : 0
Bond : 2	Bond : 0
Cash : 189	Cash : 8
Contract for De: 2	Contract for De: 0
Conventional : 239	Conventional : 4
FHA : 108	FHA : 1
Lease/Purchase : 0	Lease/Purchase : 0
Owner Carry : 3	Owner Carry : 0
TRADE (see Pvt : 0	TRADE (see Pvt : 0
USDA Rural Deve: 16	USDA Rural Deve: 0
VA : 41	VA : 3

PRICE CLASS/TYPE -----	Single Family -----	Condo/ Co-Op -----
\$19,999 OR UNDER	105	5
\$20,000 - \$29,999	54	0
\$30,000 - \$39,999	90	0
\$40,000 - \$49,999	100	2
\$50,000 - \$59,999	163	13
\$60,000 - \$69,999	165	9
\$70,000 - \$79,999	162	11
\$80,000 - \$89,999	131	10
\$90,000 - \$99,999	104	11
\$100,000 - \$119,999	176	16
\$120,000 - \$139,999	233	4
\$140,000 - \$159,999	200	10
\$160,000 - \$179,999	203	3
\$180,000 - \$199,999	165	6
\$200,000 - \$249,999	269	4
\$250,000 - \$299,999	197	1
\$300,000 - \$399,999	202	1
\$400,000 - \$499,999	76	2
\$500,000 - \$749,999	65	2
\$750,000 - \$999,999	36	0
\$1,000,000 OR OVER	27	0
Total Types:	2923	110
Average Price:	190,877	120,771
Median Price:	\$129,900	\$89,950
Pending Total:	1284	

South Central Kansas MLS, Inc.
 (Compiled by South Central Kansas MLS, Inc.)

TOTALS REPORTS
SOLD/ACTIVE RESIDENTIAL LISTINGS
01-Feb-2014 - 28-Feb-2014

PRICE CLASS/TYPE	Residential Unit Sales			Total Resid Sales	Unit Sales		Total Units
	0-2 Bedrm	3 Bedrm	4+ Bedrm		Condo/Co-Op		
\$29,999 OR UNDER	21	25	2	48	2	50	
\$30,000 - \$39,999	17	11	3	31	3	34	
\$40,000 - \$49,999	15	20	1	36	2	38	
\$50,000 - \$59,999	8	8	2	18	0	18	
\$60,000 - \$69,999	8	10	3	21	1	22	
\$70,000 - \$79,999	3	11	2	16	0	16	
\$80,000 - \$89,999	6	11	3	20	3	23	
\$90,000 - \$99,999	8	9	4	21	0	21	
\$100,000 - \$119,999	9	25	9	43	3	46	
\$120,000 - \$139,999	3	31	19	53	2	55	
\$140,000 - \$159,999	3	15	23	41	4	45	
\$160,000 - \$179,999	3	9	17	29	0	29	
\$180,000 - \$199,999	0	5	14	19	0	19	
\$200,000 - \$249,999	0	14	25	39	0	39	
\$250,000 - \$299,999	1	6	9	16	1	17	
\$300,000 - \$399,999	0	7	9	16	0	16	
\$400,000 - \$499,999	1	0	5	6	0	6	
\$500,000 OR OVER	0	0	17	17	0	17	
Total Types:	106	217	167	490	21	511	

Average Price:	\$67,460	\$111,481	\$149,798	\$146,715	\$95,372	\$144,605
Median Price:	\$104,000	\$104,000	\$176,500	\$115,000	\$83,500	\$114,000
Average DOM:	81	73	80	77	95	78

SF DAYS ON MARKET (SALES):	CO DAYS ON MARKET (SALES):
0 - 30: 188	0 - 30: 7
31 - 60: 90	31 - 60: 3
61 - 90: 61	61 - 90: 2
91 - 120: 50	91 - 120: 5
121+ : 101	121+ : 4

SF TERMS OF SALE (SALES):	CO TERMS OF SALE (SALES):
ASSUMPTION : 0	ASSUMPTION : 0
Bond : 0	Bond : 0
Cash : 159	Cash : 13
Contract for De: 1	Contract for De: 0
Conventional : 204	Conventional : 6
FHA : 79	FHA : 2
Lease/Purchase : 1	Lease/Purchase : 0
Owner Carry : 7	Owner Carry : 0
TRADE (see Pvt : 0	TRADE (see Pvt : 0
USDA Rural Deve: 9	USDA Rural Deve: 0
VA : 30	VA : 0

PRICE CLASS/TYPE	Single Family	Condo/ Co-Op
\$19,999 OR UNDER	105	5
\$20,000 - \$29,999	54	0
\$30,000 - \$39,999	90	0
\$40,000 - \$49,999	100	2
\$50,000 - \$59,999	163	13
\$60,000 - \$69,999	165	9
\$70,000 - \$79,999	162	11
\$80,000 - \$89,999	131	10
\$90,000 - \$99,999	104	11
\$100,000 - \$119,999	176	16
\$120,000 - \$139,999	233	4
\$140,000 - \$159,999	200	10
\$160,000 - \$179,999	203	3
\$180,000 - \$199,999	165	6
\$200,000 - \$249,999	269	4
\$250,000 - \$299,999	197	1
\$300,000 - \$399,999	202	1
\$400,000 - \$499,999	76	2
\$500,000 - \$749,999	65	2
\$750,000 - \$999,999	36	0
\$1,000,000 OR OVER	27	0
Total Types:	2923	110
Average Price:	190,877	120,771
Median Price:	\$129,900	\$89,950
Pending Total:	1284	

South Central Kansas MLS, Inc.
 (Compiled by South Central Kansas MLS, Inc.)

TOTALS REPORTS
SOLD/ACTIVE RESIDENTIAL LISTINGS
01-Jan-2014 - 31-Jan-2014

PRICE CLASS/TYPE	Residential Unit Sales			Total Resid Sales	Unit Sales	
	0-2 Bedrm	3 Bedrm	4+ Bedrm		Condo/ Co-Op	Total Units
\$29,999 OR UNDER	27	21	6	54	2	56
\$30,000 - \$39,999	10	18	1	29	1	30
\$40,000 - \$49,999	6	14	1	21	0	21
\$50,000 - \$59,999	8	17	5	30	0	30
\$60,000 - \$69,999	1	10	2	13	3	16
\$70,000 - \$79,999	6	10	5	21	1	22
\$80,000 - \$89,999	8	16	3	27	2	29
\$90,000 - \$99,999	5	8	4	17	1	18
\$100,000 - \$119,999	6	38	17	61	5	66
\$120,000 - \$139,999	2	25	16	43	0	43
\$140,000 - \$159,999	0	13	26	39	0	39
\$160,000 - \$179,999	1	7	25	33	2	35
\$180,000 - \$199,999	3	5	19	27	0	27
\$200,000 - \$249,999	0	16	17	33	0	33
\$250,000 - \$299,999	3	4	20	27	0	27
\$300,000 - \$399,999	0	4	11	15	0	15
\$400,000 - \$499,999	0	1	2	3	0	3
\$500,000 OR OVER	0	0	12	12	0	12
Total Types:	86	227	192	505	17	522

Average Price:	\$66,003	\$106,283	\$129,407	\$137,952	\$87,211	\$136,300
Median Price:	\$99,900	\$99,900	\$167,750	\$114,700	\$86,500	\$112,800
Average DOM:	73	77	88	80	36	79

SF DAYS ON MARKET (SALES):	CO DAYS ON MARKET (SALES):
0 - 30: 182	0 - 30: 9
31 - 60: 101	31 - 60: 6
61 - 90: 81	61 - 90: 1
91 - 120: 31	91 - 120: 0
121+ : 109	121+ : 1

SF TERMS OF SALE (SALES):	CO TERMS OF SALE (SALES):
ASSUMPTION : 0	ASSUMPTION : 0
Bond : 0	Bond : 0
Cash : 161	Cash : 6
Contract for De: 1	Contract for De: 0
Conventional : 208	Conventional : 9
FHA : 71	FHA : 2
Lease/Purchase : 0	Lease/Purchase : 0
Owner Carry : 2	Owner Carry : 0
TRADE (see Pvt : 0	TRADE (see Pvt : 0
USDA Rural Deve: 22	USDA Rural Deve: 0
VA : 39	VA : 0

PRICE CLASS/TYPE	Single Family	Condo/ Co-Op
\$19,999 OR UNDER	105	5
\$20,000 - \$29,999	54	0
\$30,000 - \$39,999	90	0
\$40,000 - \$49,999	100	2
\$50,000 - \$59,999	163	13
\$60,000 - \$69,999	165	9
\$70,000 - \$79,999	162	11
\$80,000 - \$89,999	131	10
\$90,000 - \$99,999	104	11
\$100,000 - \$119,999	176	16
\$120,000 - \$139,999	233	4
\$140,000 - \$159,999	200	10
\$160,000 - \$179,999	203	3
\$180,000 - \$199,999	165	6
\$200,000 - \$249,999	269	4
\$250,000 - \$299,999	197	1
\$300,000 - \$399,999	202	1
\$400,000 - \$499,999	76	2
\$500,000 - \$749,999	65	2
\$750,000 - \$999,999	36	0
\$1,000,000 OR OVER	27	0
Total Types:	2923	110
Average Price:	190,877	120,771
Median Price:	\$129,900	\$89,950
Pending Total:	1284	