



South Central Kansas MLS

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FOR IMMEDIATE RELEASE  
April 20, 2010

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

Existing home sales increased 43% between February and March according to the latest figures released by the South Central Kansas MLS. Existing homes sales in March totaled 602, up from 421 units in February. The median sales price of existing homes in March increased 9.7% on a year over year basis.

New home sales increased in March to 76 units, which represents a 68.9% increase compared to February. The March median sale price of new homes decreased to \$188,561 from \$205,141 in February.

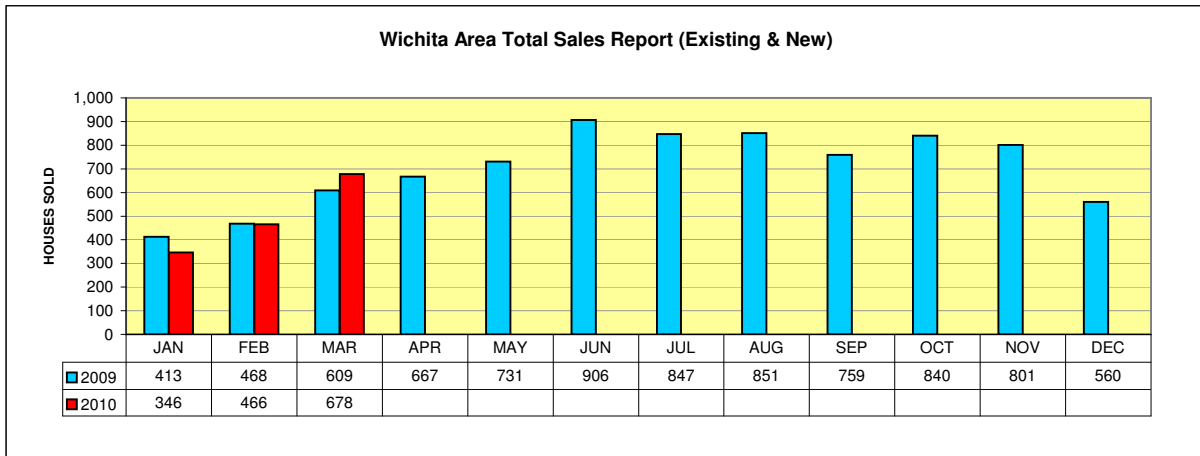
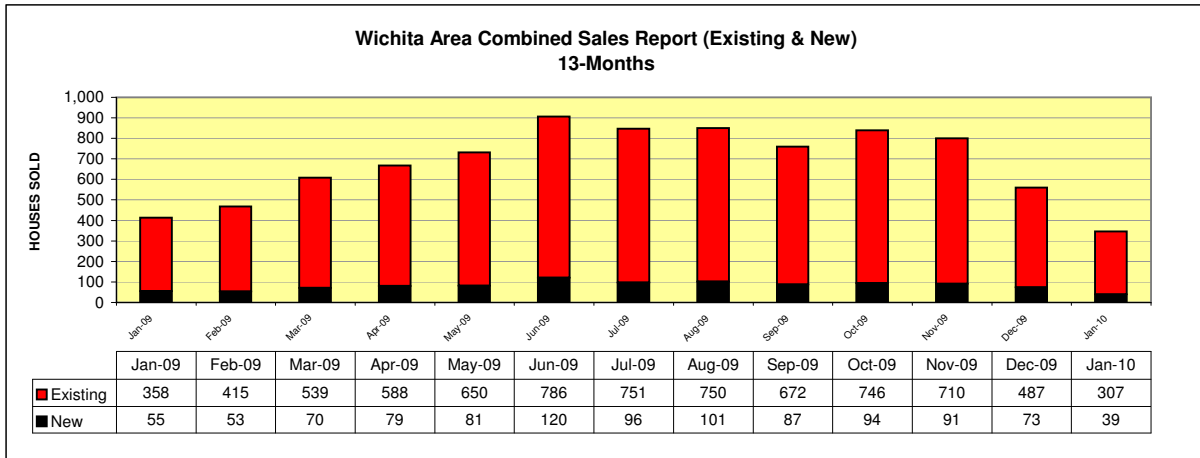
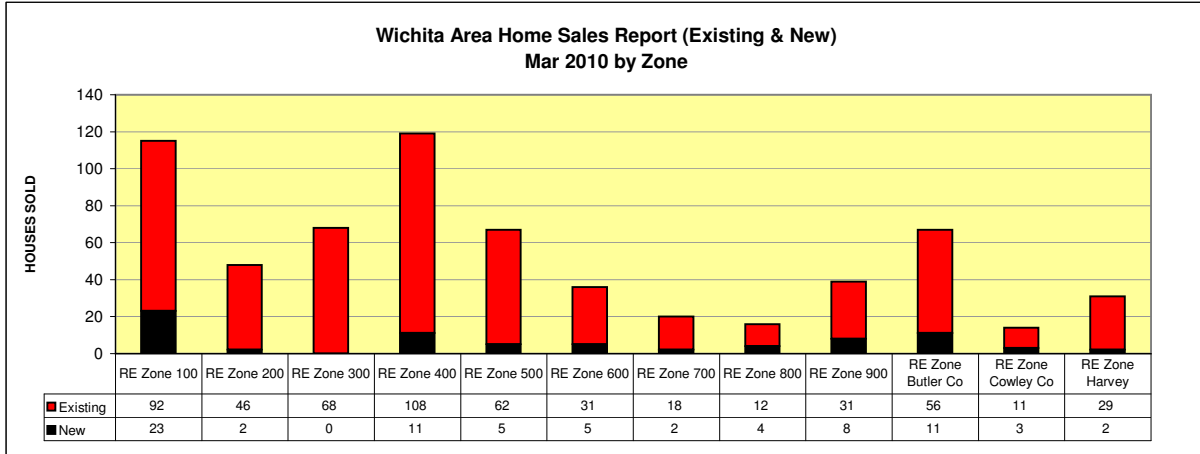
Existing home inventory this month was up 7.8% with 3,765 homes in inventory compared to 3,492 last month. The existing home inventory this month is 14.7% higher than it was a year ago when the existing home inventory was 3,282.

New home inventory decreased this month with 515 homes in inventory compared to 556 new homes on the market last month. The new home inventory is 32.5% lower than it was a year ago at this time when there were 763 new homes on the market.

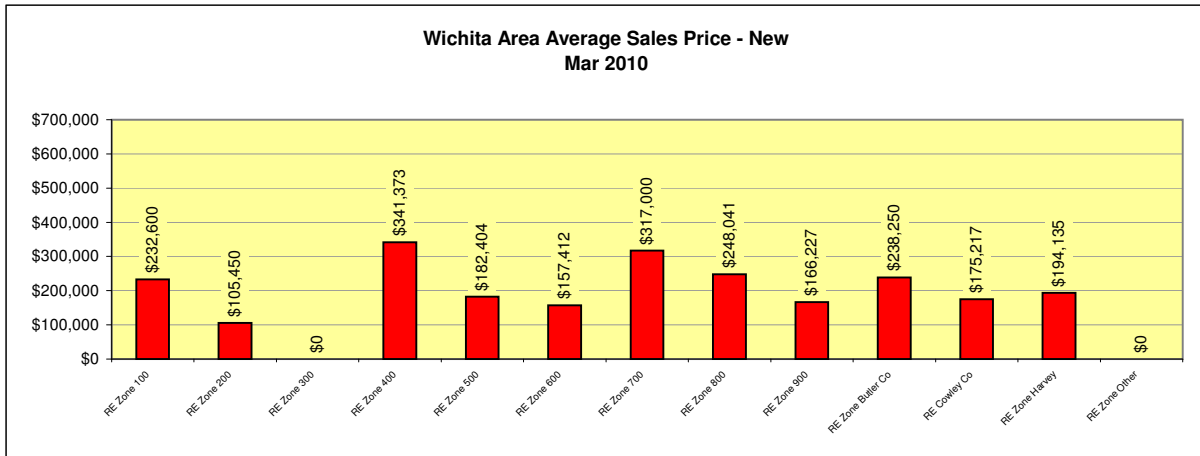
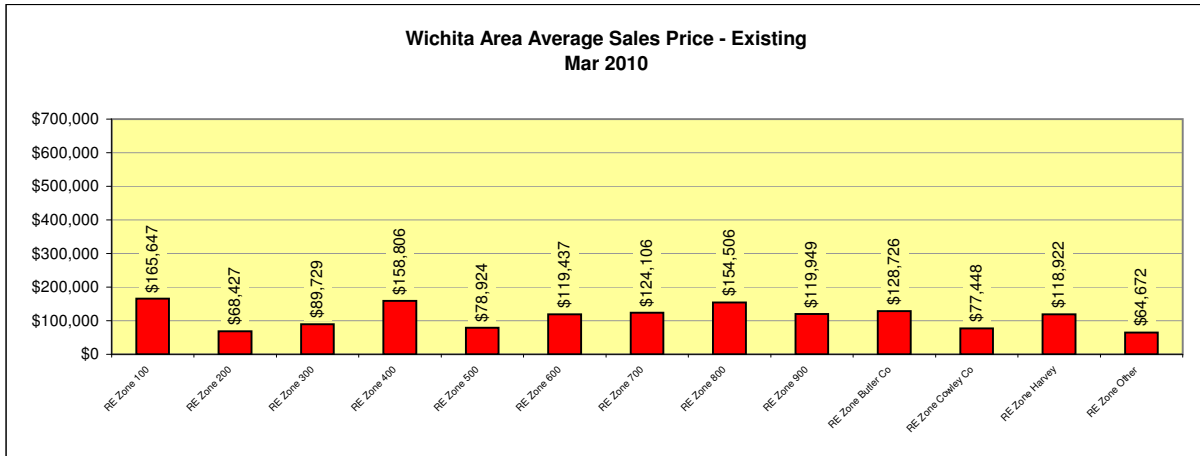
New and existing home inventory combined was 4,280 homes this month compared to 4,048 last month representing a 5.7% increase in the past month. One year ago the combined inventory was 4,045, which represents 5.8% increase in total inventory over the past year.

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 from 8.3 to 6.3 in March. This number indicates a fairly balanced market. Months of inventory for new homes decreased this month to 6.8 months of inventory compared to 12.4 last month.

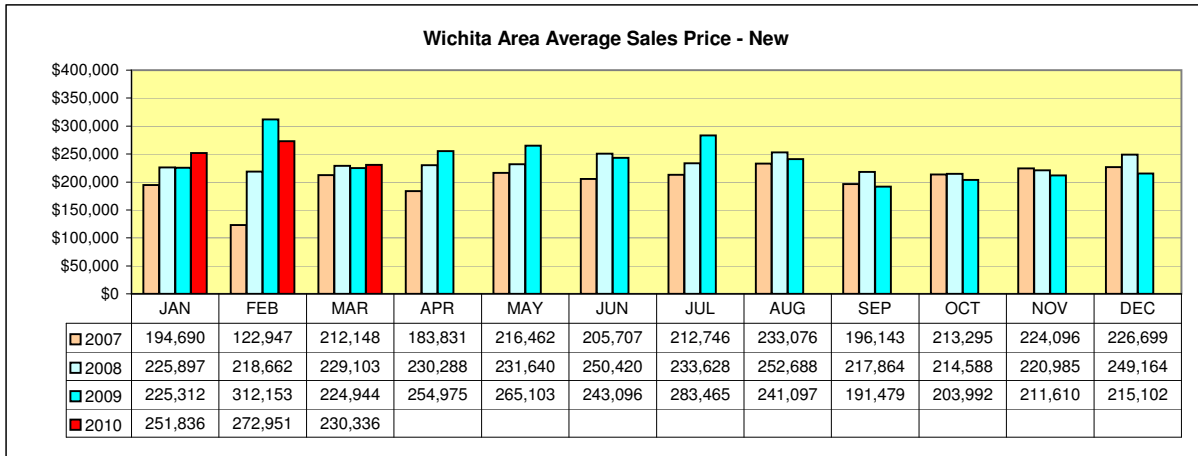
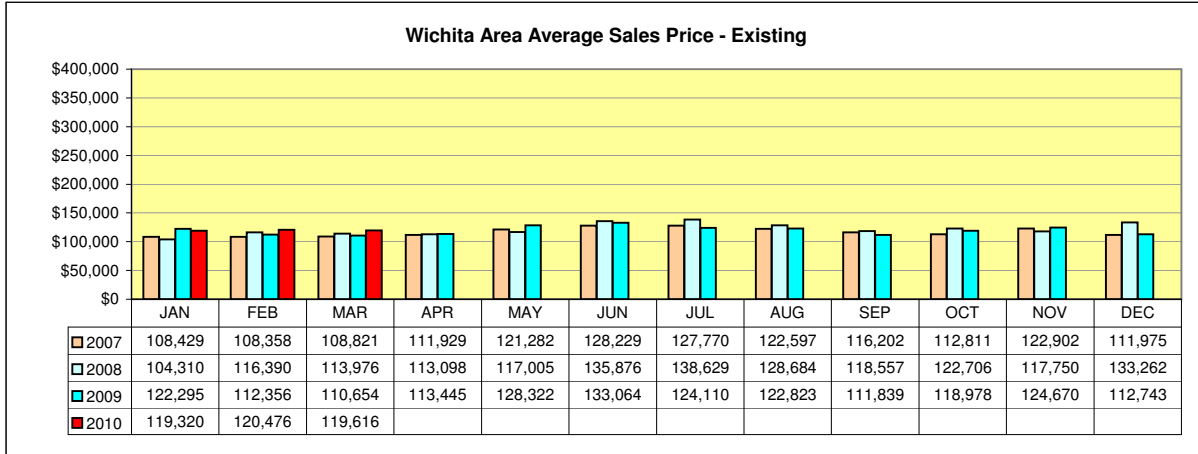
## Wichita Area Home Sales Report - March 2010



## Wichita Area Home Sales Report - March 2010



## Wichita Area Home Sales Report - March 2010



**SOUTH CENTRAL KANSAS MLS, Inc.**  
**MLS STATISTICS**  
**Report For March 2010**  
**as of 4/18/10**

**Residential**

	<u># of Residential Sales</u>				<u># of New Residential Listings</u>				
	<u>2007</u>	<u>2008</u>	<u>2009</u>	<u>2010</u>		<u>2007</u>	<u>2008</u>	<u>2009</u>	<u>2010</u>
January	692	598	425	352	January	1,380	1,216	1,187	1,227
February	735	709	480	478	February	1,112	1,112	1,077	1,045
March	1,035	902	630	678	March	1,628	1,297	1,147	1,589
<b>YTD Total:</b>	<b>2,462</b>	<b>2,209</b>	<b>1,535</b>	<b>1,508</b>	<b>YTD Total:</b>	<b>4,120</b>	<b>3,625</b>	<b>3,411</b>	<b>3,861</b>
April	1,033	920	676		April	1,524	1,479	1,197	
May	1,232	1,011	756		May	1,528	1,261	1,267	
June	1,276	1,004	922		June	1,646	1,371	1,358	
July	1,112	1,009	865		July	1,594	1,381	1,420	
August	1,193	990	866		August	1,595	1,264	1,281	
September	957	842	769		September	1,323	1,161	1,208	
October	994	833	856		October	1,247	1,115	1,182	
November	907	576	812		November	1,044	825	817	
December	770	654	560		December	750	710	722	
<b>TOTAL:</b>	<b>11,936</b>	<b>10,048</b>	<b>8,617</b>		<b>TOTAL:</b>	<b>16,371</b>	<b>14,192</b>	<b>17,274</b>	

\* = Updated

	<u># of Active Existing Homes for Sale</u>				<u># of Active New Homes for Sale</u>				
	<u>2007</u>	<u>2008</u>	<u>2009</u>	<u>2010</u>		<u>2007</u>	<u>2008</u>	<u>2009</u>	<u>2010</u>
January	3,078	3,172	3,118	3,388	January	831	871	784	553
February	3,228	3,199	3,263	3,492	February	811	820	754	556
March	3,243	3,261	3,282	3,765	March	815	810	763	515
April	3,338	3,286	3,292		April	807	786	724	
May	3,465	3,493	3,471		May	782	762	703	
June	3,550	3,494	3,545		June	795	729	661	
July	3,514	3,463	3,467		July	815	720	613	
August	3,636	3,364	3,499		August	824	753	606	
September	3,644	3,281	3,446		September	843	788	601	
October	3,372	3,217	3,327		October	873	784	595	
November	3,245	3,108	3,247		November	867	786	590	
December	3,181	2,859	3,141		December	869	758	569	

# March 2010

From 3/01/10 to 3/31/10 as of 4/18/10

## Existing Homes

Area/Type	New	Total Sold	Sold Volume	Avg Sale Amount	Median Sale Amount	Avg CDOM	% of List	Co-Op Sales	Under Contract <sup>1</sup>	Off Mkt	Exp
RE Zone 100	207	92	\$15,239,517	\$165,647	\$139,900	78	97.98	80	109	41	13
RE Zone 200	104	46	\$3,147,641	\$68,427	\$67,663	56	97.14	33	51	19	14
RE Zone 300	127	68	\$6,101,588	\$89,729	\$88,475	81	97.40	52	63	21	13
RE Zone 400	241	108	\$17,151,099	\$158,806	\$137,000	82	96.83	75	117	47	34
RE Zone 500	220	62	\$4,893,263	\$78,924	\$67,750	83	95.43	46	87	52	28
RE Zone 600	79	31	\$3,702,540	\$119,437	\$110,000	96	95.20	28	38	16	6
RE Zone 700	44	18	\$2,233,900	\$124,106	\$122,450	81	98.74	11	22	10	4
RE Zone 800	35	12	\$1,854,075	\$154,506	\$125,000	90	97.65	10	20	8	4
RE Zone 900	87	31	\$3,718,407	\$119,949	\$107,229	47	97.26	21	42	11	8
RE Zone Butler Co	134	56	\$7,208,650	\$128,726	\$109,000	59	96.01	40	71	19	10
RE Zone Cowley Co	35	11	\$851,925	\$77,448	\$44,000	212	95.73	4	29	6	10
RE Zone Harvey	72	29	\$3,448,731	\$118,922	\$107,491	101	95.99	29	33	8	7
RE Zone Other	88	38	\$2,457,537	\$64,672	\$53,000	123	92.38	14	52	17	19
<b>Area Subtotals*</b>	<b>1473</b>	<b>602</b>	<b>\$72,008,873</b>	<b>\$119,616</b>	<b>\$106,450</b>	<b>82</b>	<b>96.76</b>	<b>443</b>	<b>734</b>	<b>275</b>	<b>170</b>

<sup>1</sup> Reflects number of listings which were placed under contract during the month.

# March 2010

From 3/01/10 to 3/31/10 as of 4/18/10

## New Homes

(Including Under Construction)

Area/Type	New	Total Sold	Sold Volume	Avg Sale Amount	Median Sale Amount	Co-Op Sales	Under Contract <sup>1</sup>	Off Mkt	Exp
RE Zone 100	24	23	\$5,349,790	\$232,600	\$255,464	21	16	6	1
RE Zone 200	4	2	\$210,900	\$105,450	\$105,450	2	4	1	0
RE Zone 300	1	0	\$0	\$0	\$0	0	3	0	0
RE Zone 400	24	11	\$3,755,100	\$341,373	\$360,000	6	11	4	1
RE Zone 500	17	5	\$912,019	\$182,404	\$137,585	2	12	3	0
RE Zone 600	6	5	\$787,061	\$157,412	\$165,061	4	10	3	0
RE Zone 700	6	2	\$634,000	\$317,000	\$317,000	2	2	3	0
RE Zone 800	3	4	\$992,162	\$248,041	\$272,415	3	5	4	0
RE Zone 900	13	8	\$1,329,819	\$166,227	\$153,494	4	8	9	1
RE Zone Butler Co	8	11	\$2,620,753	\$238,250	\$206,118	3	7	4	3
RE Cowley Co	6	3	\$525,650	\$175,217	\$163,000	0	0	0	0
RE Zone Harvey	4	2	\$388,270	\$194,135	\$194,135	1	2	0	0
RE Zone Other	0	0	\$0	\$0	\$0	0	0	0	0
<b>Area Subtotals*</b>	<b>116</b>	<b>76</b>	<b>\$17,505,524</b>	<b>\$230,336</b>	<b>\$188,561</b>	<b>48</b>	<b>80</b>	<b>37</b>	<b>6</b>

<sup>1</sup> Reflects number of listings which were placed under contract during the month.

# Year To Date

From 1/01/10 to 3/31/10 as of 4/18/10  
Existing Homes

Area/Type	New	Total Sold	Sold Volume	Avg Sale Amount	Median Sale Amount	Avg CDOM	% of List	Co-Op Sales	Under Contract <sup>1</sup>	Off Mkt	Exp
RE Zone 100	495	199	\$30,713,857	\$154,341	\$135,000	0	0.00	120	97	109	76
RE Zone 200	249	100	\$6,416,820	\$64,168	\$60,000	0	0.00	53	54	57	42
RE Zone 300	293	140	\$12,691,560	\$90,654	\$86,000	0	0.00	71	59	56	54
RE Zone 400	592	222	\$37,069,199	\$166,978	\$139,700	0	0.00	126	117	111	99
RE Zone 500	499	172	\$15,098,762	\$87,784	\$75,000	0	0.00	90	85	119	105
RE Zone 600	188	64	\$8,022,527	\$125,352	\$112,750	0	0.00	42	39	43	32
RE Zone 700	109	41	\$4,774,800	\$116,459	\$105,000	0	0.00	22	24	31	21
RE Zone 800	82	23	\$3,215,925	\$139,823	\$109,000	0	0.00	15	25	14	13
RE Zone 900	193	92	\$11,890,597	\$129,246	\$118,450	0	0.00	37	43	29	32
RE Zone Butler Co	342	120	\$16,583,494	\$138,196	\$114,500	0	0.00	60	70	58	62
RE Zone Cowley Co	82	24	\$1,890,425	\$78,768	\$64,500	0	0.00	5	27	12	23
RE Zone Harvey	131	60	\$6,676,286	\$111,271	\$100,250	0	0.00	60	27	27	24
RE Zone Other	218	87	\$5,916,350	\$68,004	\$56,000	0	0.00	23	48	44	64
<b>Area Subtotals*</b>	<b>3,473</b>	<b>1,344</b>	<b>\$160,960,602</b>	<b>\$119,762</b>	<b>\$105,000</b>	<b>80</b>	<b>96.38</b>	<b>724</b>	<b>715</b>	<b>710</b>	<b>647</b>

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

# YEAR-TO-DATE

From 1/01/10 to 3/31/10 as of 4/18/10

## New Homes

(Including Under Construction)

Area/Type	New	Total Sold	Sold Volume	Avg Sale Amount	Median Sale Amount	Co-Op Sales	Under Contract <sup>1</sup>	Off Mkt	Exp
RE Zone 100	62	45	\$10,392,651	\$230,948	\$235,444	29	12	12	6
RE Zone 200	14	2	\$210,900	\$105,450	\$105,450	2	8	6	0
RE Zone 300	6	0	\$0	\$0	\$0	0	3	1	2
RE Zone 400	48	25	\$9,635,877	\$385,435	\$340,000	8	18	14	7
RE Zone 500	39	17	\$3,242,404	\$190,730	\$194,000	8	15	9	1
RE Zone 600	31	14	\$2,776,602	\$198,329	\$184,670	5	9	16	4
RE Zone 700	22	6	\$1,545,400	\$257,567	\$252,000	5	5	3	6
RE Zone 800	13	10	\$2,357,242	\$235,724	\$265,904	3	2	5	3
RE Zone 900	40	17	\$3,125,618	\$183,860	\$161,975	8	14	18	8
RE Zone Butler Co	28	17	\$5,193,937	\$305,526	\$205,141	3	5	7	9
RE Zone Cowley Co	6	3	\$525,650	\$175,217	\$163,000	0	0	0	0
RE Zone Harvey	11	8	\$1,551,188	\$193,899	\$194,135	2	3	4	0
RE Zone Other	0	0	\$0	\$0	\$0	0	0	0	0
<b>Area Subtotals*</b>	<b>320</b>	<b>164</b>	<b>\$40,557,469</b>	<b>\$262,307</b>	<b>\$201,321</b>	<b>73</b>	<b>94</b>	<b>95</b>	<b>46</b>

<sup>1</sup> 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-2010 - 31-Mar-2010**

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	27	16	4	47	1	48	
\$30,000 - \$39,999	18	14	3	35	0	35	
\$40,000 - \$49,999	10	13	6	29	0	29	
\$50,000 - \$59,999	11	8	3	22	2	24	
\$60,000 - \$69,999	11	12	4	27	0	27	
\$70,000 - \$79,999	6	27	0	33	2	35	
\$80,000 - \$89,999	8	28	9	45	1	46	
\$90,000 - \$99,999	8	27	2	37	2	39	
\$100,000 - \$119,999	10	41	17	68	5	73	
\$120,000 - \$139,999	13	58	25	96	2	98	
\$140,000 - \$159,999	5	21	22	48	2	50	
\$160,000 - \$179,999	1	19	26	46	1	47	
\$180,000 - \$199,999	2	6	15	23	0	23	
\$200,000 - \$249,999	1	7	26	34	0	34	
\$250,000 - \$299,999	1	7	16	24	0	24	
\$300,000 - \$399,999	0	7	26	33	0	33	
\$400,000 - \$499,999	0	1	8	9	0	9	
\$500,000 OR OVER	0	0	4	4	0	4	
<b>Total Types:</b>	<b>132</b>	<b>312</b>	<b>216</b>	<b>660</b>	<b>18</b>	<b>678</b>	

Average Price:        \$71,305    \$113,289    \$166,686    \$132,855    \$101,675    \$132,027

Median Price:

Average DOM:        78            84            90            85            88            85

SF DAYS ON MARKET (SALES):

CO DAYS ON MARKET (SALES):

-----  
0 - 30:            260  
31 - 60:           119  
61 - 90:            68  
91 - 120:           53  
121+ :            157

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0 - 30:            9  
31 - 60:            1  
61 - 90:            2  
91 - 120:           1  
121+ :            5

SF TERMS OF SALE (SALES):

CO TERMS OF SALE (SALES):

-----  
ASSUMPTION        :    0  
Bond                :    0  
Cash                : 126  
Contract for De:    0  
Conventional        : 231  
FHA                 : 224  
Lease/Purchase     :    0  
Other                : 27  
Owner Carry        :    6  
VA                  : 46

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ASSUMPTION        :    0  
Bond                :    0  
Cash                :    8  
Contract for De:    0  
Conventional        :    5  
FHA                 :    4  
Lease/Purchase     :    0  
Other                :    0  
Owner Carry        :    0  
VA                  :    1

PRICE CLASS/TYPE -----	Single Family -----	Condo/ Co-Op -----
\$19,999 OR UNDER	47	0
\$20,000 - \$29,999	67	1
\$30,000 - \$39,999	111	7
\$40,000 - \$49,999	161	6
\$50,000 - \$59,999	203	15
\$60,000 - \$69,999	251	14
\$70,000 - \$79,999	225	17
\$80,000 - \$89,999	180	20
\$90,000 - \$99,999	160	24
\$100,000 - \$119,999	269	23
\$120,000 - \$139,999	427	19
\$140,000 - \$159,999	385	8
\$160,000 - \$179,999	291	4
\$180,000 - \$199,999	208	5
\$200,000 - \$249,999	343	6
\$250,000 - \$299,999	234	7
\$300,000 - \$399,999	223	8
\$400,000 - \$499,999	90	5
\$500,000 - \$749,999	72	0
\$750,000 - \$999,999	30	2
\$1,000,000 OR OVER	34	0
Total Types:	4011	191
Average Price:	176,875	132,802
Median Price:		
Pending Total:	1429	

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

**TOTALS REPORTS**  
**SOLD/ACTIVE RESIDENTIAL LISTINGS**  
**01-Feb-2010 - 28-Feb-2010**

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	18	9	6	33	3	36	
\$30,000 - \$39,999	13	9	1	23	1	24	
\$40,000 - \$49,999	15	7	3	25	2	27	
\$50,000 - \$59,999	15	3	2	20	0	20	
\$60,000 - \$69,999	11	14	4	29	1	30	
\$70,000 - \$79,999	6	10	4	20	2	22	
\$80,000 - \$89,999	6	14	2	22	3	25	
\$90,000 - \$99,999	2	15	6	23	1	24	
\$100,000 - \$119,999	9	35	14	58	2	60	
\$120,000 - \$139,999	4	28	18	50	1	51	
\$140,000 - \$159,999	3	16	23	42	0	42	
\$160,000 - \$179,999	1	15	12	28	0	28	
\$180,000 - \$199,999	1	6	6	13	0	13	
\$200,000 - \$249,999	2	10	19	31	0	31	
\$250,000 - \$299,999	0	7	13	20	0	20	
\$300,000 - \$399,999	0	7	9	16	0	16	
\$400,000 - \$499,999	0	0	1	1	0	1	
\$500,000 OR OVER	0	0	8	8	0	8	
<b>Total Types:</b>	<b>106</b>	<b>205</b>	<b>151</b>	<b>462</b>	<b>16</b>	<b>478</b>	
<b>Average Price:</b>	<b>\$64,737</b>	<b>\$124,201</b>	<b>\$172,525</b>	<b>\$137,218</b>	<b>\$70,456</b>	<b>\$134,983</b>	
<b>Median Price:</b>							
<b>Average DOM:</b>	<b>76</b>	<b>87</b>	<b>84</b>	<b>83</b>	<b>72</b>	<b>83</b>	

SF DAYS ON MARKET (SALES):

0 - 30:	156
31 - 60:	84
61 - 90:	66
91 - 120:	50
121+ :	106

CO DAYS ON MARKET (SALES):

0 - 30:	3
31 - 60:	5
61 - 90:	2
91 - 120:	3
121+ :	3

SF TERMS OF SALE (SALES):

ASSUMPTION :	0
Bond :	0
Cash :	92
Contract for De:	1
Conventional :	169
FHA :	144
Lease/Purchase :	1
Other :	12
Owner Carry :	4
VA :	35

CO TERMS OF SALE (SALES):

ASSUMPTION :	0
Bond :	0
Cash :	7
Contract for De:	0
Conventional :	4
FHA :	3
Lease/Purchase :	0
Other :	0
Owner Carry :	0
VA :	2

PRICE CLASS/TYPE -----	Single Family -----	Condo/ Co-Op -----
\$19,999 OR UNDER	47	0
\$20,000 - \$29,999	67	1
\$30,000 - \$39,999	111	7
\$40,000 - \$49,999	161	6
\$50,000 - \$59,999	203	15
\$60,000 - \$69,999	251	14
\$70,000 - \$79,999	225	17
\$80,000 - \$89,999	180	20
\$90,000 - \$99,999	160	24
\$100,000 - \$119,999	269	23
\$120,000 - \$139,999	427	19
\$140,000 - \$159,999	385	8
\$160,000 - \$179,999	291	4
\$180,000 - \$199,999	208	5
\$200,000 - \$249,999	343	6
\$250,000 - \$299,999	234	7
\$300,000 - \$399,999	223	8
\$400,000 - \$499,999	90	5
\$500,000 - \$749,999	72	0
\$750,000 - \$999,999	30	2
\$1,000,000 OR OVER	34	0
Total Types:	4011	191
Average Price:	176,875	132,802
Median Price:		
Pending Total:	1429	

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

**TOTALS REPORTS**  
**SOLD/ACTIVE RESIDENTIAL LISTINGS**  
**01-Jan-2010 - 31-Jan-2010**

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	10	8	3	21	0	21	
\$30,000 - \$39,999	6	7	1	14	0	14	
\$40,000 - \$49,999	6	13	3	22	2	24	
\$50,000 - \$59,999	5	10	2	17	2	19	
\$60,000 - \$69,999	4	13	0	17	1	18	
\$70,000 - \$79,999	6	9	1	16	0	16	
\$80,000 - \$89,999	4	10	3	17	1	18	
\$90,000 - \$99,999	2	7	5	14	3	17	
\$100,000 - \$119,999	9	16	11	36	1	37	
\$120,000 - \$139,999	7	20	12	39	1	40	
\$140,000 - \$159,999	2	17	15	34	0	34	
\$160,000 - \$179,999	1	8	12	21	0	21	
\$180,000 - \$199,999	0	6	6	12	0	12	
\$200,000 - \$249,999	3	4	21	28	0	28	
\$250,000 - \$299,999	0	3	8	11	0	11	
\$300,000 - \$399,999	0	3	11	14	1	15	
\$400,000 - \$499,999	0	0	3	3	0	3	
\$500,000 OR OVER	0	0	4	4	0	4	
<b>Total Types:</b>	<b>65</b>	<b>154</b>	<b>121</b>	<b>340</b>	<b>12</b>	<b>352</b>	

Average Price:        \$80,364    \$107,688    \$141,204    \$135,965    \$104,471    \$134,892

Median Price:

Average DOM:        70            68            90            76            98            77

SF DAYS ON MARKET (SALES):

-----  
0 - 30:            111  
31 - 60:            80  
61 - 90:            52  
91 - 120:           30  
121+ :              66

CO DAYS ON MARKET (SALES):

-----  
0 - 30:            2  
31 - 60:            3  
61 - 90:            1  
91 - 120:           3  
121+ :              3

SF TERMS OF SALE (SALES):

-----  
ASSUMPTION        :    0  
Bond                :    0  
Cash                :    80  
Contract for De:    :    2  
Conventional       : 121  
FHA                 :    98  
Lease/Purchase    :    0  
Other                :    13  
Owner Carry       :    2  
VA                  :    21

CO TERMS OF SALE (SALES):

-----  
ASSUMPTION        :    0  
Bond                :    0  
Cash                :    4  
Contract for De:    :    0  
Conventional       :    3  
FHA                 :    1  
Lease/Purchase    :    0  
Other                :    1  
Owner Carry       :    0  
VA                  :    3

PRICE CLASS/TYPE -----	Single Family -----	Condo/ Co-Op -----
\$19,999 OR UNDER	47	0
\$20,000 - \$29,999	67	1
\$30,000 - \$39,999	111	7
\$40,000 - \$49,999	161	6
\$50,000 - \$59,999	203	15
\$60,000 - \$69,999	251	14
\$70,000 - \$79,999	225	17
\$80,000 - \$89,999	180	20
\$90,000 - \$99,999	160	24
\$100,000 - \$119,999	269	23
\$120,000 - \$139,999	427	19
\$140,000 - \$159,999	385	8
\$160,000 - \$179,999	291	4
\$180,000 - \$199,999	208	5
\$200,000 - \$249,999	343	6
\$250,000 - \$299,999	234	7
\$300,000 - \$399,999	223	8
\$400,000 - \$499,999	90	5
\$500,000 - \$749,999	72	0
\$750,000 - \$999,999	30	2
\$1,000,000 OR OVER	34	0
Total Types:	4011	191
Average Price:	176,875	132,802
Median Price:		
Pending Total:	1429	