



South Central Kansas MLS



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FOR IMMEDIATE RELEASE  
January 24, 2010

**The Wichita Area Association of REALTORS® and the South Central Kansas MLS releases the January Wichita-area home sales figures.**

Existing home sales decreased 37.0% between December and January according to the latest figures released by the South Central Kansas MLS. This is due to the normal seasonal declines in sales seen in the coldest winter months and is in line with the 34% decrease seen between December and January last year. Existing homes sales in January totaled 307, down from 487 units in December 2009. The median sales price of existing homes in January increased 7.2% on a year over year basis.

New home sales decreased in January to 39 units, which represents a 46.6% decrease compared to December 2009, similar to the 45% decrease seen between December and January last year. The January median sale price of new homes increased to \$201,500 from \$185,000 in December 2009.

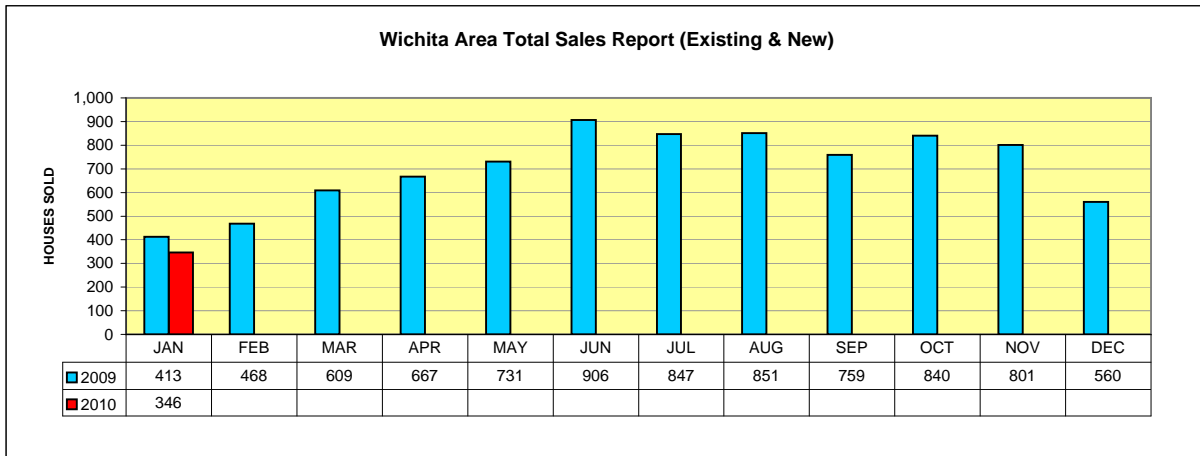
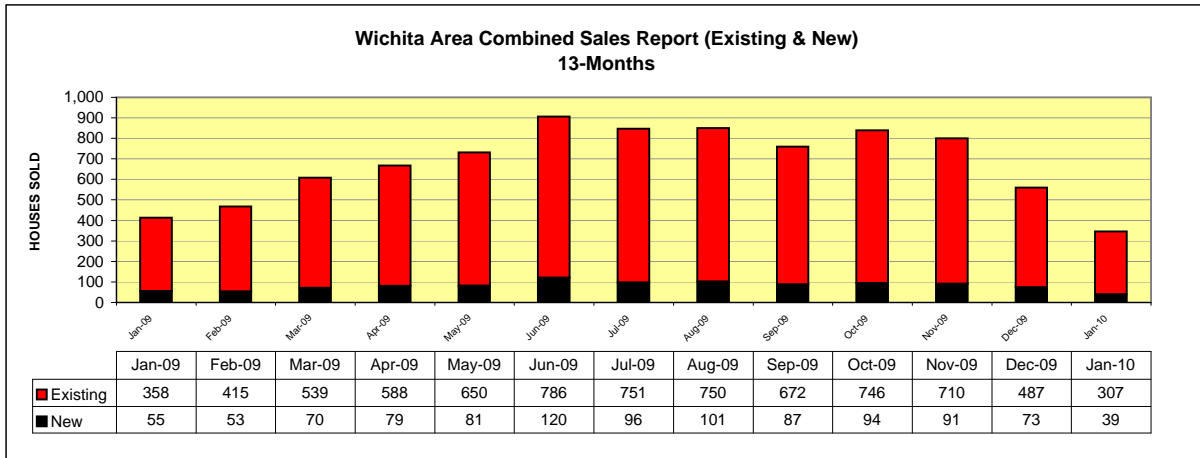
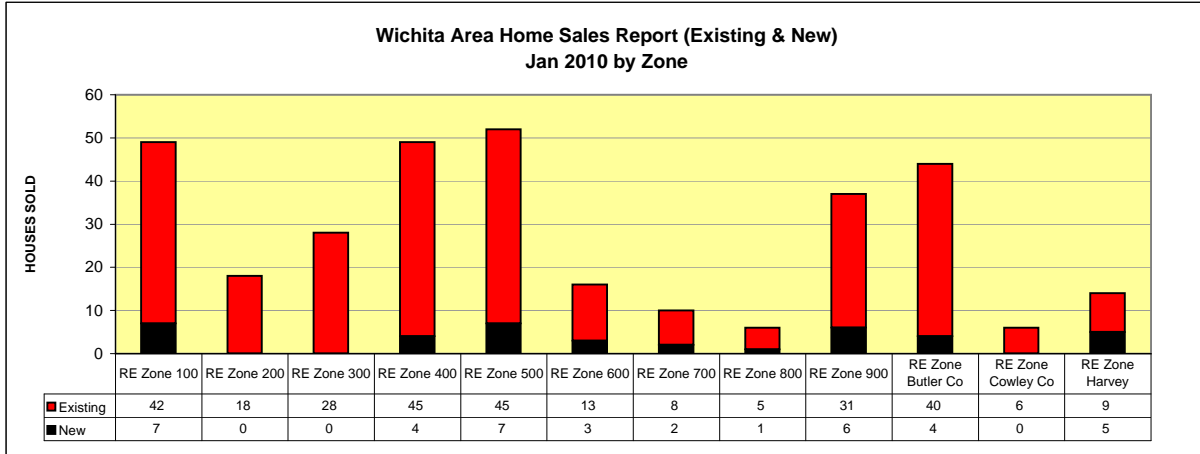
Existing home inventory this month was up 7.9% with 3,388 homes in inventory compared to 3,141 last month. The existing home inventory this month is 8.7% higher than it was a year ago when the existing home inventory was 3,118.

New home inventory decreased this month with 553 homes in inventory compared to 569 new homes on the market last month. The new home inventory is 29.5% lower than it was a year ago at this time when there were 784 new homes on the market.

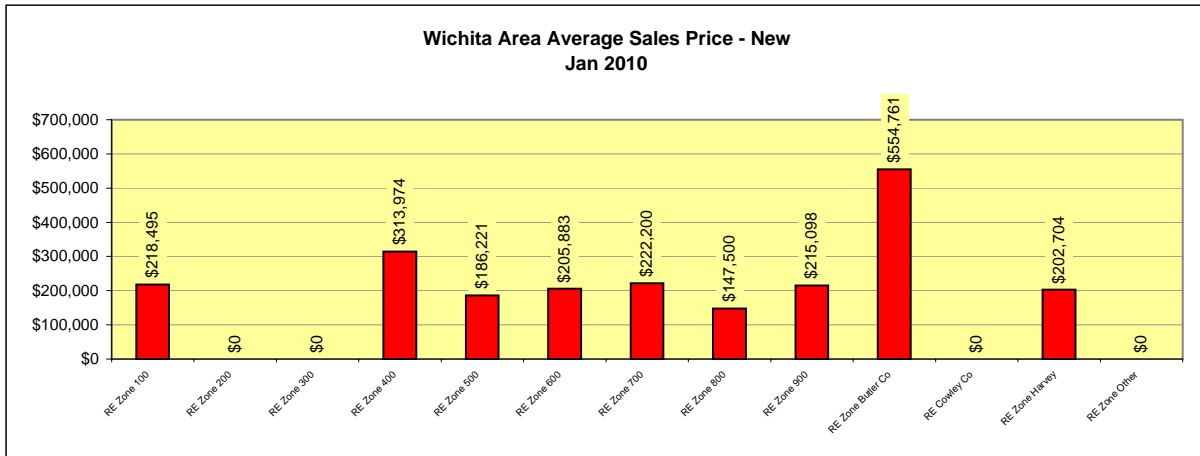
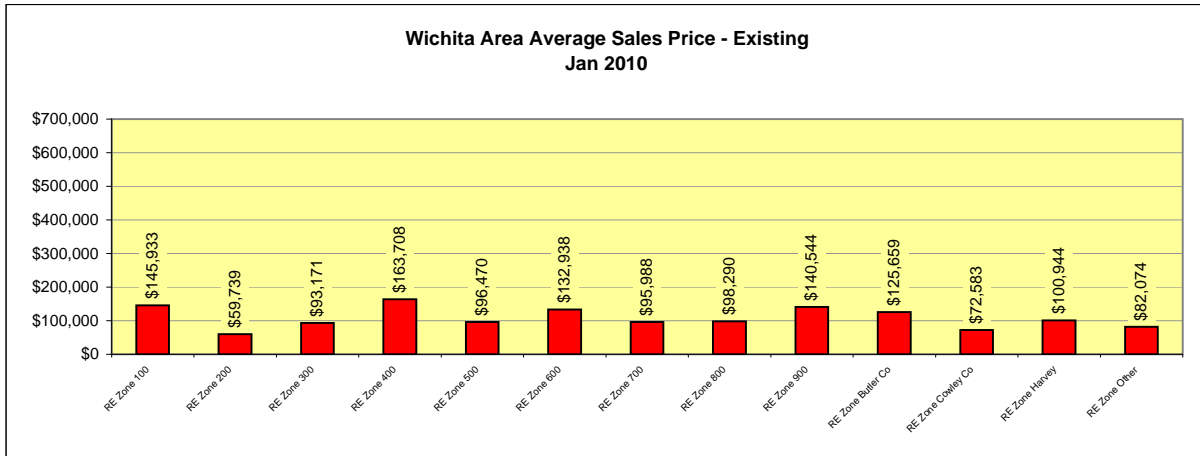
New and existing home inventory combined was 3,941 homes this month compared to 3,710 last month representing a 6.2% increase in the past month. One year ago the combined inventory was 3,902, which represents 1.0% increase in total inventory over the past year.

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 increased from 6.4 to 11.0 in January. This number indicates a great opportunity for buyers of existing homes. Months of inventory for new homes increased this month to 14.2 months of inventory compared to 7.8 last month.

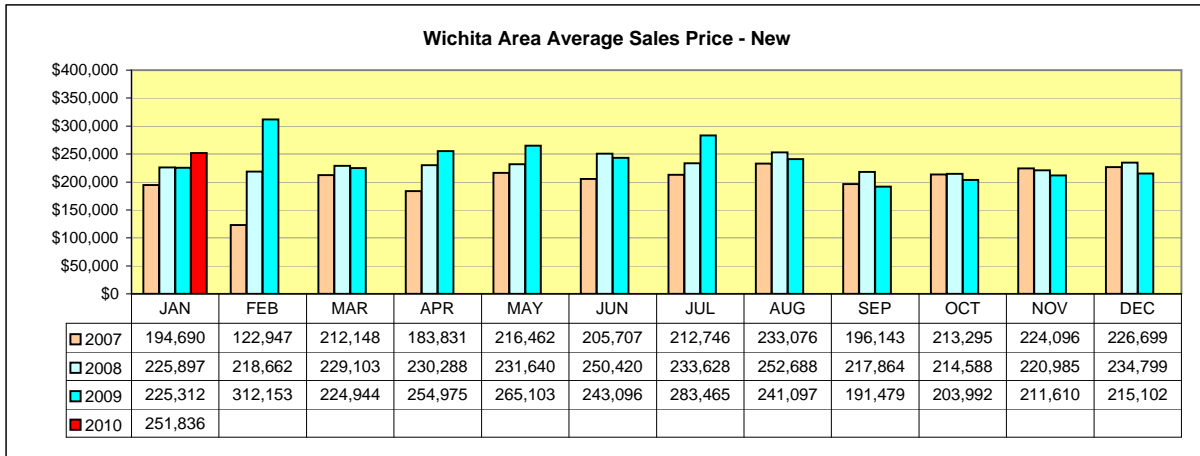
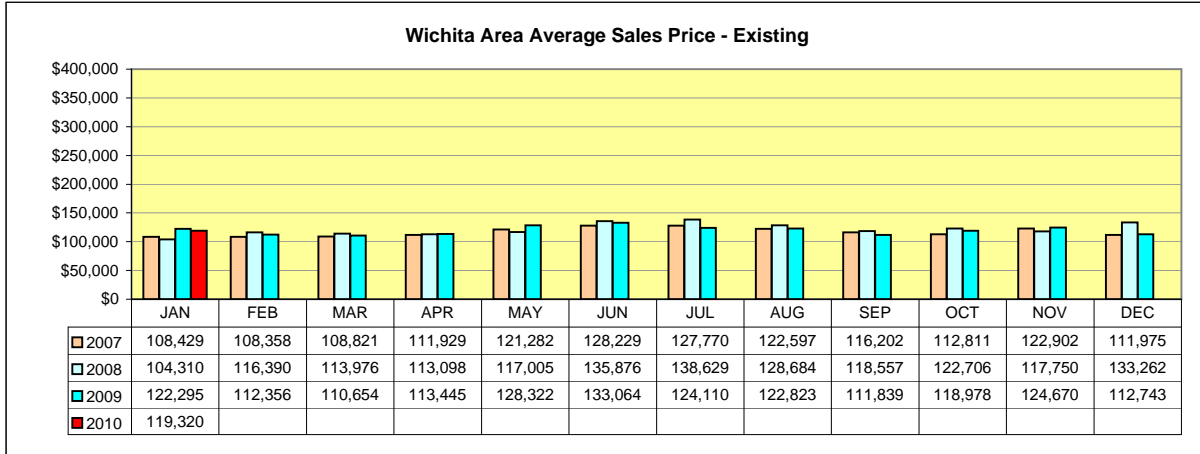
## Wichita Area Home Sales Report - Jan 2010



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## Wichita Area Home Sales Report - Jan 2010



**SOUTH CENTRAL KANSAS MLS, Inc.**  
**MLS STATISTICS**  
**Report For January 2010**  
**as of 2/14/10**

**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	346	January	1,380	1,216	1,187	1,227
February	735	709	480		February	1,112	1,112	1,077	
March	1,035	902	630		March	1,628	1,297	1,147	
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>346</b>	<b>TOTAL:</b>	<b>16,371</b>	<b>14,192</b>	<b>13,863</b>	<b>1,227</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		February	811	820	754	
March	3,243	3,261	3,282		March	815	810	763	
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	

# January 2010

From 1/01/10 to 1/31/10 as of 2/14/10

## 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	159	42	\$6,129,195	\$145,933	\$129,500	65	96.90	32	62	36	43
RE Zone 200	85	18	\$1,075,300	\$59,739	\$57,900	75	96.35	16	30	15	15
RE Zone 300	84	28	\$2,608,800	\$93,171	\$75,000	82	94.59	17	37	18	26
RE Zone 400	194	45	\$7,366,850	\$163,708	\$139,900	74	94.44	29	75	36	48
RE Zone 500	155	45	\$4,341,141	\$96,470	\$89,900	52	96.92	31	66	28	51
RE Zone 600	57	13	\$1,728,200	\$132,938	\$129,000	102	95.84	9	17	12	16
RE Zone 700	35	8	\$767,900	\$95,988	\$96,750	52	97.24	7	11	17	15
RE Zone 800	28	5	\$491,450	\$98,290	\$58,050	103	93.53	3	11	4	7
RE Zone 900	55	31	\$4,356,850	\$140,544	\$118,900	89	96.67	25	27	9	17
RE Zone Butler Co	115	40	\$5,026,365	\$125,659	\$117,750	68	95.60	19	48	20	36
RE Zone Cowley Co	28	6	\$435,500	\$72,583	\$64,500	80	97.94	3	9	3	8
RE Zone Harvey	33	9	\$908,500	\$100,944	\$90,000	90	96.46	2	26	9	13
RE Zone Other	75	17	\$1,395,261	\$82,074	\$70,000	82	93.14	5	21	21	29
<b>Area Subtotals*</b>	<b>1103</b>	<b>307</b>	<b>\$36,631,312</b>	<b>\$119,320</b>	<b>\$104,000</b>	<b>73</b>	<b>95.78</b>	<b>198</b>	<b>440</b>	<b>228</b>	<b>324</b>

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

# January 2010

From 1/01/10 to 1/31/10 as of 2/14/10

## 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	21	7	\$1,529,466	\$218,495	\$134,950	6	8	2	4
RE Zone 200	2	0	\$0	\$0	\$0	0	0	1	0
RE Zone 300	1	0	\$0	\$0	\$0	0	0	0	2
RE Zone 400	14	4	\$1,255,894	\$313,974	\$334,250	3	12	6	5
RE Zone 500	13	7	\$1,303,547	\$186,221	\$194,000	4	8	2	1
RE Zone 600	21	3	\$617,649	\$205,883	\$206,749	1	2	10	3
RE Zone 700	5	2	\$444,400	\$222,200	\$222,200	2	2	0	6
RE Zone 800	6	1	\$147,500	\$147,500	\$147,500	1	3	1	1
RE Zone 900	19	6	\$1,290,585	\$215,098	\$183,250	5	4	6	5
RE Zone Butler Co	16	4	\$2,219,043	\$554,761	\$317,072	1	7	0	5
RE Cowley Co	0	0	\$0	\$0	\$0	0	1	0	0
RE Zone Harvey	6	5	\$1,013,518	\$202,704	\$200,000	2	4	3	0
RE Zone Other	0	0	\$0	\$0	\$0	0	0	0	0
<b>Area Subtotals*</b>	<b>124</b>	<b>39</b>	<b>\$9,821,602</b>	<b>\$251,836</b>	<b>\$201,500</b>	<b>25</b>	<b>51</b>	<b>31</b>	<b>32</b>

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

# Year To Date

From 1/01/10 to 1/31/10 as of 2/14/10  
Existing Homes

Area/Type	New	Total Sold	Sold Volume	Avg Sale Amount	Median Sale Amount	Avg DOM	% of List	Co-Op Sales	Under Contract <sup>1</sup>	Off Mkt	Exp
RE Zone 100	159	42	\$6,129,195	\$145,933	\$129,500	65	96.90	32	50	36	43
RE Zone 200	85	18	\$1,075,300	\$59,739	\$57,900	75	96.35	16	26	15	15
RE Zone 300	84	28	\$2,608,800	\$93,171	\$75,000	82	94.59	17	30	18	26
RE Zone 400	194	45	\$7,366,850	\$163,708	\$139,900	74	94.44	29	63	36	48
RE Zone 500	155	45	\$4,341,141	\$96,470	\$89,900	52	96.92	31	59	28	51
RE Zone 600	57	13	\$1,728,200	\$132,938	\$129,000	102	95.84	9	16	12	16
RE Zone 700	35	8	\$767,900	\$95,988	\$96,750	52	97.24	7	9	17	15
RE Zone 800	28	5	\$491,450	\$98,290	\$58,050	103	93.53	3	11	4	7
RE Zone 900	55	31	\$4,356,850	\$140,544	\$118,900	89	96.67	25	22	9	17
RE Zone Butler Co	115	40	\$5,026,365	\$125,659	\$117,750	68	95.60	19	38	20	36
RE Zone Cowley Co	28	6	\$435,500	\$72,583	\$64,500	80	97.94	3	8	3	8
RE Zone Harvey	33	9	\$908,500	\$100,944	\$90,000	90	96.46	2	22	9	13
RE Zone Other	75	17	\$1,395,261	\$82,074	\$70,000	82	93.14	5	22	21	29
<b>Area Subtotals*</b>	<b>1,103</b>	<b>307</b>	<b>\$36,631,312</b>	<b>\$119,320</b>	<b>\$104,000</b>	<b>73</b>	<b>95.78</b>	<b>198</b>	<b>376</b>	<b>228</b>	<b>324</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 1/31/10 as of 2/14/10

**New Homes**

(Including Under Construction)

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RE Zone 200	2	0	\$0	\$0	\$0	0	0	1	0
RE Zone 300	1	0	\$0	\$0	\$0	0	0	0	2
RE Zone 400	14	4	\$1,255,894	\$313,974	\$334,250	3	11	6	5
RE Zone 500	13	7	\$1,303,547	\$186,221	\$194,000	4	8	2	1
RE Zone 600	21	3	\$617,649	\$205,883	\$206,749	1	1	10	3
RE Zone 700	5	2	\$444,400	\$222,200	\$222,200	2	1	0	6
RE Zone 800	6	1	\$147,500	\$147,500	\$147,500	1	1	1	1
RE Zone 900	19	6	\$1,290,585	\$215,098	\$183,250	5	3	6	5
RE Zone Butler Co	16	4	\$2,219,043	\$554,761	\$317,072	1	4	0	5
RE Zone Cowley Co	0	0	\$0	\$0	\$0	0	1	0	0
RE Zone Harvey	6	5	\$1,013,518	\$202,704	\$200,000	2	3	3	0
RE Zone Other	0	0	\$0	\$0	\$0	0	0	0	0
<b>Area Subtotals*</b>	<b>124</b>	<b>39</b>	<b>\$9,821,602</b>	<b>\$251,836</b>	<b>\$201,500</b>	<b>25</b>	<b>39</b>	<b>31</b>	<b>32</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-Jan-2010 - 31-Jan-2010**

As of 2/19/10

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	7	13	3	23	2	25	
\$50,000 - \$59,999	5	9	2	16	2	18	
\$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	15	11	35	1	36	
\$120,000 - \$139,999	6	20	12	38	1	39	
\$140,000 - \$159,999	2	16	15	33	0	33	
\$160,000 - \$179,999	1	8	12	21	0	21	
\$180,000 - \$199,999	0	6	5	11	0	11	
\$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>151</b>	<b>120</b>	<b>336</b>	<b>12</b>	<b>348</b>	
<b>Average Price:</b>	<b>\$79,045</b>	<b>\$107,781</b>	<b>\$139,806</b>	<b>\$135,844</b>	<b>\$104,471</b>	<b>\$134,762</b>	
<b>Median Price:</b>							
<b>Average DOM:</b>	<b>70</b>	<b>68</b>	<b>88</b>	<b>76</b>	<b>98</b>	<b>76</b>	

SF DAYS ON MARKET (SALES):

CO DAYS ON MARKET (SALES):

0 - 30:	110
31 - 60:	80
61 - 90:	52
91 - 120:	30
121+ :	64

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

SF TERMS OF SALE (SALES):

CO TERMS OF SALE (SALES):

ASSUMPTION :	0
Bond :	0
Cash :	80
Contract for De:	2
Conventional :	120
FHA :	96
Lease/Purchase :	0
Other :	13
Owner Carry :	2
VA :	20

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	49	2
\$20,000 - \$29,999	58	0
\$30,000 - \$39,999	127	3
\$40,000 - \$49,999	170	4
\$50,000 - \$59,999	190	9
\$60,000 - \$69,999	251	14
\$70,000 - \$79,999	227	17
\$80,000 - \$89,999	171	13
\$90,000 - \$99,999	136	25
\$100,000 - \$119,999	222	23
\$120,000 - \$139,999	369	16
\$140,000 - \$159,999	340	9
\$160,000 - \$179,999	240	4
\$180,000 - \$199,999	201	5
\$200,000 - \$249,999	313	2
\$250,000 - \$299,999	213	7
\$300,000 - \$399,999	217	6
\$400,000 - \$499,999	86	1
\$500,000 - \$749,999	71	0
\$750,000 - \$999,999	25	2
\$1,000,000 OR OVER	28	0
Total Types:	3704	162
Average Price:	174,511	126,820
Median Price:		
Pending Total:	940	