

# FEBRUARY 2020 >>

## FLINT HILLS MLS STATISTICS



### MARKET OVERVIEW >>

#### Geary Home Sales Rose in February

Total home sales in Geary County rose by 3.4% last month to 30 units, compared to 29 units in February 2019. Total sales volume was \$3.9 million, down 3.7% from a year earlier.

The median sale price in February was \$147,200, down from \$162,000 a year earlier. Homes that sold in February were typically on the market for 53 days and sold for 97.9% of their list prices.

#### Geary Active Listings Down at End of February

The total number of active listings in Geary County at the end of February was 173 units, down from 255 at the same point in 2019. This represents a 4.9 months' supply of homes available for sale. The median list price of homes on the market at the end of February was \$124,999.

During February, a total of 45 contracts were written up from 23 in February 2019. At the end of the month, there were 70 contracts pending, compared to 45 at the end of February 2019.

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Geary County		February		
Current Month		2020	2019	Change
Summary Statistics				
Home Sales		30	29	3.4%
Active Listings		173	255	-32.2%
Months' Supply		4.9	8.1	-39.5%
New Listings		43	46	-6.5%
Contracts Written		45	23	95.7%
Pending Contracts		70	45	55.6%
Sales Volume (1,000s)		3,865	4,016	-3.7%
Average	Sale Price	128,842	138,469	-7.0%
	List Price of Actives	143,632	142,122	1.1%
	Days on Market	106	150	-28.9%
	Percent of List	98.6%	97.6%	1.0%
	Percent of Original	93.1%	94.8%	-1.8%
Median	Sale Price	147,200	162,000	-9.1%
	List Price of Actives	124,999	124,900	0.1%
	Days on Market	53	82	-35.4%
	Percent of List	97.9%	98.9%	-1.1%
	Percent of Original	95.3%	97.6%	-2.3%

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# THREE-YEAR COMPARISONS

## SUMMARY >>

**BREAKDOWNS BY HOME TYPE**  
**GEARY COUNTY**  
**AS OF 3/8/2020**

February MLS Statistics By Property Type		2020			2019			2018		
		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		<b>30</b>	<b>30</b>	<b>0</b>	29	29	0	14	14	0
Change from prior year		3.4%	3.4%	N/A	107.1%	107.1%	N/A	0.0%	0.0%	N/A
Active Listings		<b>173</b>	<b>171</b>	<b>2</b>	255	254	1	185	183	2
Change from prior year		-32.2%	-32.7%	100.0%	37.8%	38.8%	-50.0%	39.1%	38.6%	100.0%
Months' Supply		<b>4.9</b>	<b>4.9</b>	<b>N/A</b>	8.1	8.2	N/A	9.1	9.1	N/A
Change from prior year		-39.5%	-40.5%	N/A	-11.0%	-10.1%	N/A	-3.1%	-5.7%	N/A
New Listings		<b>43</b>	<b>43</b>	<b>0</b>	46	46	0	55	55	0
Change from prior year		-6.5%	-6.5%	N/A	-16.4%	-16.4%	N/A	27.9%	27.9%	N/A
Contracts Written		<b>45</b>	<b>45</b>	<b>0</b>	23	23	0	15	15	0
Change from prior year		95.7%	95.7%	N/A	53.3%	53.3%	N/A	-6.3%	-6.3%	N/A
Pending Contracts		<b>70</b>	<b>69</b>	<b>1</b>	45	45	0	36	35	1
Change from prior year		55.6%	53.3%	N/A	25.0%	28.6%	-100.0%	89.5%	84.2%	N/A
Sales Volume (1,000s)		<b>3,865</b>	<b>3,865</b>	<b>0</b>	4,016	4,016	0	1,782	1,782	0
Change from prior year		-3.7%	-3.7%	N/A	125.3%	125.3%	N/A	1.5%	1.5%	N/A
Average	Sale Price	<b>128,842</b>	<b>128,842</b>	<b>N/A</b>	138,469	138,469	N/A	127,300	127,300	N/A
	Change from prior year	-7.0%	-7.0%	N/A	8.8%	8.8%	N/A	1.5%	1.5%	N/A
	List Price of Actives	<b>143,632</b>	<b>142,711</b>	<b>222,400</b>	142,122	141,816	219,900	155,909	155,346	207,425
	Change from prior year	1.1%	0.6%	N/A	-8.8%	-8.7%	N/A	-1.7%	-2.0%	N/A
	Days on Market	<b>106</b>	<b>106</b>	<b>N/A</b>	150	150	N/A	109	109	N/A
	Change from prior year	-28.9%	-28.9%	N/A	37.1%	37.1%	N/A	21.6%	21.6%	N/A
	Percent of List	<b>98.6%</b>	<b>98.6%</b>	<b>N/A</b>	97.6%	97.6%	N/A	93.1%	93.1%	N/A
Change from prior year	1.0%	1.0%	N/A	4.9%	4.9%	N/A	-0.1%	-0.1%	N/A	
Median	Sale Price	<b>147,200</b>	<b>147,200</b>	<b>N/A</b>	162,000	162,000	N/A	117,000	117,000	N/A
	Change from prior year	-9.1%	-9.1%	N/A	38.5%	38.5%	N/A	40.1%	40.1%	N/A
	List Price of Actives	<b>124,999</b>	<b>124,950</b>	<b>222,400</b>	124,900	124,450	219,900	139,900	139,900	207,425
	Change from prior year	0.1%	0.4%	N/A	-10.7%	-11.0%	N/A	3.7%	4.1%	N/A
	Days on Market	<b>53</b>	<b>53</b>	<b>N/A</b>	82	82	N/A	97	97	N/A
	Change from prior year	-35.4%	-35.4%	N/A	-15.0%	-15.0%	N/A	85.6%	85.6%	N/A
	Percent of List	<b>97.9%</b>	<b>97.9%</b>	<b>N/A</b>	98.9%	98.9%	N/A	98.0%	98.0%	N/A
Change from prior year	-1.1%	-1.1%	N/A	1.0%	1.0%	N/A	2.0%	2.0%	N/A	
Percent of Original		<b>95.3%</b>	<b>95.3%</b>	<b>N/A</b>	97.6%	97.6%	N/A	96.9%	96.9%	N/A
	Change from prior year	-2.3%	-2.3%	N/A	0.6%	0.6%	N/A	5.4%	5.4%	N/A

# YEAR-TO-DATE STATISTICS

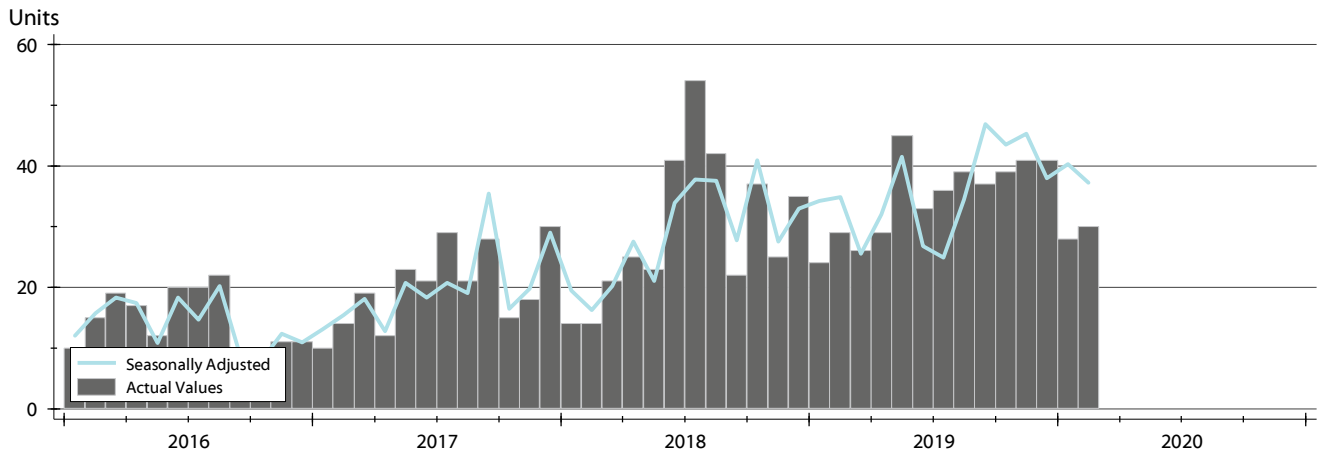
**YTD BREAKDOWNS BY HOME TYPE**
**GEARY COUNTY**
**AS OF 3/8/2020**
**SUMMARY** >>

Year-to-Date Activity By Property Type		2020			2019			2018		
		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		<b>58</b>	<b>58</b>	<b>0</b>	53	52	1	28	28	0
Change from prior year		9.4%	11.5%	-100.0%	89.3%	85.7%	N/A	16.7%	16.7%	N/A
New Listings		<b>106</b>	<b>106</b>	<b>0</b>	106	106	0	89	89	0
Change from prior year		0.0%	0.0%	N/A	19.1%	19.1%	N/A	2.3%	2.3%	N/A
Contracts Written		<b>82</b>	<b>82</b>	<b>0</b>	51	51	0	40	39	1
Change from prior year		60.8%	60.8%	N/A	27.5%	30.8%	-100.0%	17.6%	14.7%	N/A
Sales Volume (1,000s)		<b>7,580</b>	<b>7,580</b>	<b>0</b>	7,684	7,367	317	3,215	3,215	0
Change from prior year		-1.4%	2.9%	-100.0%	139.0%	129.1%	N/A	24.4%	24.4%	N/A
Average	Sale Price	<b>130,686</b>	<b>130,686</b>	<b>N/A</b>	144,983	141,675	317,000	114,821	114,821	N/A
	Change from prior year	-9.9%	-7.8%	0.0%	26.3%	23.4%	N/A	6.6%	6.6%	N/A
	Days on Market	<b>110</b>	<b>110</b>	<b>N/A</b>	123	123	134	143	143	N/A
	Change from prior year	-10.3%	-10.1%	0.0%	-14.1%	-14.2%	N/A	95.7%	95.7%	N/A
	Percent of List	<b>98.1%</b>	<b>98.1%</b>	<b>N/A</b>	98.3%	98.3%	99.1%	94.0%	94.0%	N/A
Change from prior year	-0.2%	-0.2%	0.0%	4.5%	4.5%	N/A	0.7%	0.7%	N/A	
Median	Sale Price	<b>145,750</b>	<b>145,750</b>	<b>N/A</b>	153,000	149,500	317,000	94,500	94,500	N/A
	Change from prior year	-4.7%	-2.5%	0.0%	61.9%	58.2%	N/A	65.6%	65.6%	N/A
	Days on Market	<b>69</b>	<b>69</b>	<b>N/A</b>	78	71	134	103	103	N/A
	Change from prior year	-11.5%	-2.1%	0.0%	-24.3%	-31.6%	N/A	198.6%	198.6%	N/A
	Percent of List	<b>98.1%</b>	<b>98.1%</b>	<b>N/A</b>	98.9%	98.9%	99.1%	98.2%	98.2%	N/A
Change from prior year	-0.9%	-0.8%	0.0%	0.8%	0.7%	N/A	0.7%	0.7%	N/A	
Percent of Original		<b>96.6%</b>	<b>96.6%</b>	<b>N/A</b>	97.1%	96.0%	97.5%	95.1%	95.1%	N/A
	Change from prior year	-0.5%	0.6%	0.0%	2.1%	0.9%	N/A	2.8%	2.8%	N/A

# CLOSED LISTINGS ANALYSIS

**GEARY COUNTY  
ALL HOMES (NEW & EXISTING)  
AS OF 3/8/2020**

**HISTORY** >>



**SUMMARY** >>

Summary Statistics for Closed Listings		February			Year-to-Date		
		2020	2019	Change	2020	2019	Change
Closed Listings		<b>30</b>	29	3.4%	<b>58</b>	53	9.4%
Volume (1,000s)		<b>3,865</b>	4,016	-3.7%	<b>7,580</b>	7,684	-1.4%
Average	Sale Price	<b>128,842</b>	138,469	-7.0%	<b>130,686</b>	144,983	-9.9%
	Days on Market	<b>106</b>	150	-28.9%	<b>110</b>	123	-10.3%
	Percent of List	<b>98.6%</b>	97.6%	1.0%	<b>98.1%</b>	98.3%	-0.2%
	Percent of Original	<b>93.1%</b>	94.8%	-1.8%	<b>94.1%</b>	94.4%	-0.3%
Median	Sale Price	<b>147,200</b>	162,000	-9.1%	<b>145,750</b>	153,000	-4.7%
	Days on Market	<b>53</b>	82	-35.4%	<b>69</b>	78	-11.5%
	Percent of List	<b>97.9%</b>	98.9%	-1.1%	<b>98.1%</b>	98.9%	-0.9%
	Percent of Original	<b>95.3%</b>	97.6%	-2.3%	<b>96.6%</b>	97.1%	-0.5%

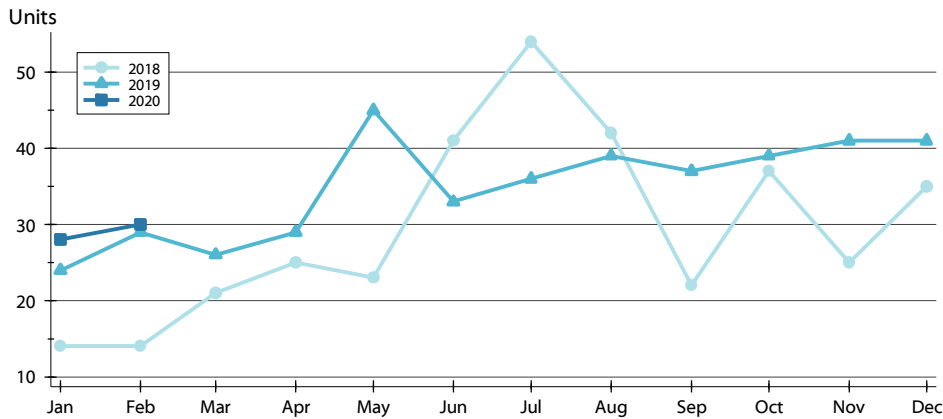
A total of 30 homes sold in Geary County in February, up from 29 units in February 2019. Total sales volume fell to \$3.9 million compared to \$4.0 million in the previous year.

The median sales price in February was \$147,200, down 9.1% compared to the prior year. Median days on market was 53 days, down from 81 days in January, and down from 82 in February 2019.

**CLOSED LISTINGS ANALYSIS**

**GEARY COUNTY  
ALL HOMES (NEW & EXISTING)  
AS OF 3/8/2020**

**BY MONTH** >>



Month	2018	2019	2020
January	14	24	28
February	14	29	30
March	21	26	21
April	25	29	29
May	23	45	23
June	41	33	33
July	54	36	36
August	42	39	39
September	22	37	22
October	37	39	39
November	25	41	41
December	35	41	41

**BY PRICE RANGE** >>

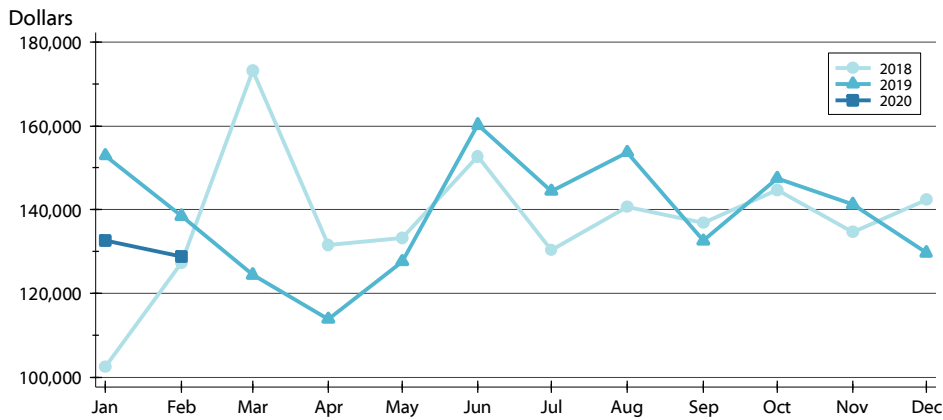
Price Range	Sales			Sale Price		Days on Market		Price as % of List		Price as % of Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median	Average	Median
Below \$25,000	1	3.3%	11	11,000	11,000	64	64	85.3%	85.3%	85.3%	85.3%
\$25,000-\$49,999	4	13.3%	161	40,250	39,250	152	10	117.5%	98.7%	97.8%	74.6%
\$50,000-\$99,999	5	16.7%	385	77,000	89,000	108	33	93.7%	98.0%	86.7%	96.7%
\$100,000-\$124,999	4	13.3%	437	109,125	107,250	150	153	94.0%	96.6%	89.6%	89.9%
\$125,000-\$149,999	2	6.7%	294	147,200	147,200	21	21	95.1%	95.1%	95.1%	95.1%
\$150,000-\$174,999	7	23.3%	1,120	160,050	157,000	67	42	96.7%	100.0%	96.2%	99.4%
\$175,000-\$199,999	2	6.7%	388	194,000	194,000	53	53	98.3%	98.3%	94.8%	94.8%
\$200,000-\$249,999	5	16.7%	1,069	213,800	206,000	153	181	98.7%	97.3%	94.5%	94.1%
\$250,000-\$299,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$300,000-\$399,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$400,000-\$499,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$500,000-\$749,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$750,000-\$999,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
All price ranges	30	100.0%	3,865	128,842	147,200	106	53	98.6%	97.9%	93.1%	95.3%



CLOSED LISTINGS ANALYSIS

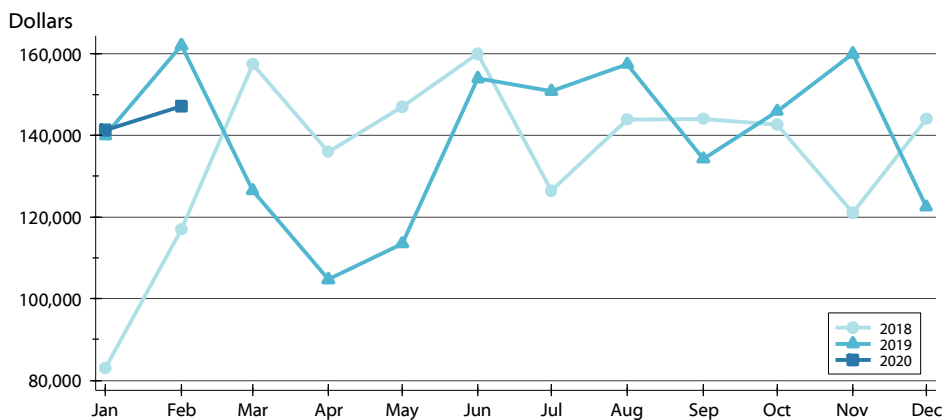
GEARY COUNTY ALL HOMES (NEW & EXISTING) AS OF 3/8/2020

AVERAGE PRICE >>



Month	2018	2019	2020
January	102,343	152,853	132,661
February	127,300	138,469	128,842
March	173,294	124,396	
April	131,606	113,873	
May	133,299	127,551	
June	152,729	160,208	
July	130,261	144,368	
August	140,737	153,654	
September	136,871	132,558	
October	144,680	147,488	
November	134,686	141,251	
December	142,323	129,662	

MEDIAN PRICE >>

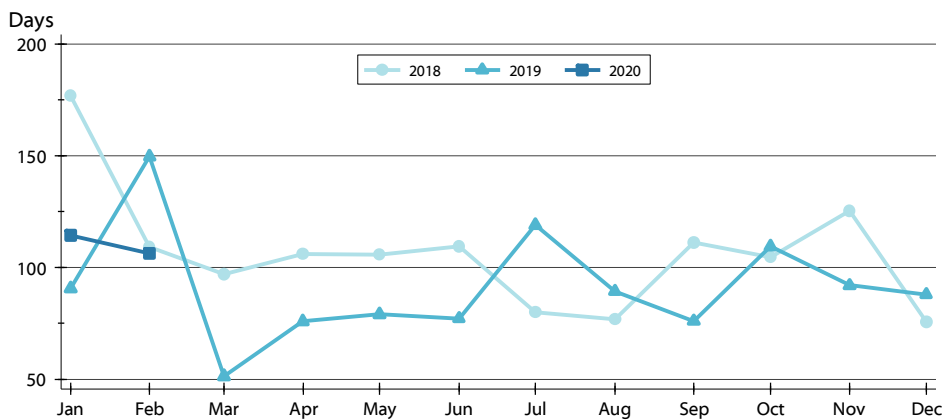


Month	2018	2019	2020
January	83,000	140,000	141,250
February	117,000	162,000	147,200
March	157,500	126,500	
April	135,900	104,700	
May	147,000	113,500	
June	160,000	153,900	
July	126,500	150,825	
August	143,751	157,500	
September	144,000	134,250	
October	142,500	145,900	
November	121,000	159,900	
December	144,001	122,500	

**CLOSED LISTINGS ANALYSIS**

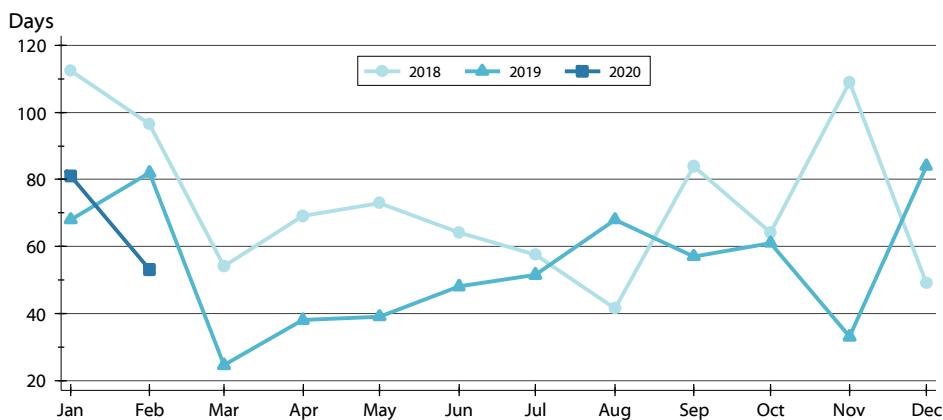
**GEARY COUNTY  
ALL HOMES (NEW & EXISTING)  
AS OF 3/8/2020**

**AVERAGE DOM** »



Month	2018	2019	2020
January	177	91	114
February	109	150	106
March	97	51	
April	106	76	
May	106	79	
June	109	77	
July	80	119	
August	77	89	
September	111	76	
October	104	109	
November	125	92	
December	76	88	

**MEDIAN DOM** »

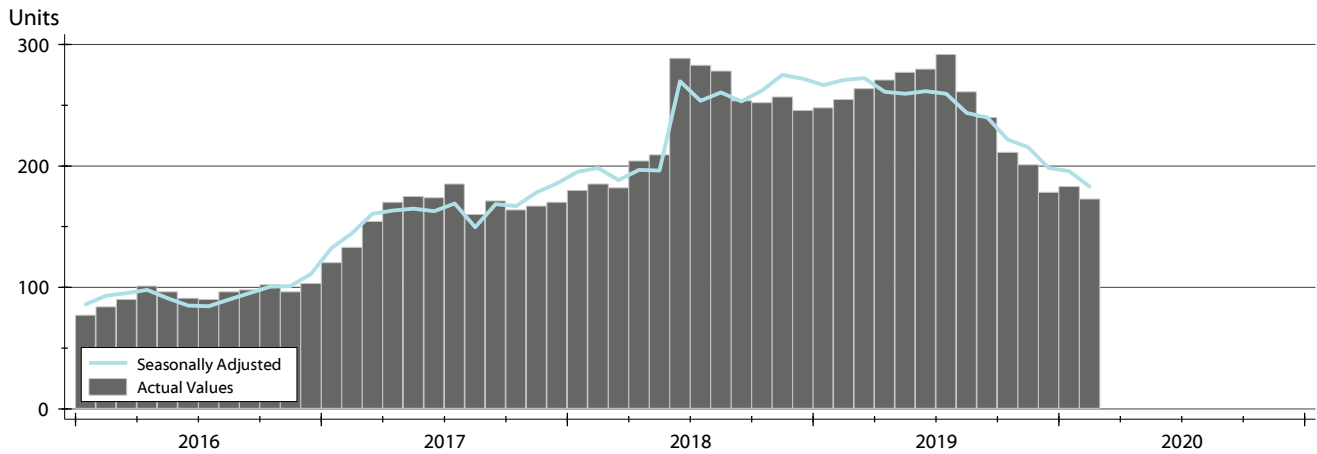


Month	2018	2019	2020
January	113	68	81
February	97	82	53
March	54	25	
April	69	38	
May	73	39	
June	64	48	
July	58	52	
August	42	68	
September	84	57	
October	64	61	
November	109	33	
December	49	84	

# ACTIVE LISTINGS ANALYSIS

**HISTORY** >>

**GEARY COUNTY  
ALL HOMES (NEW & EXISTING)  
AS OF 3/8/2020**



**SUMMARY** >>

Summary Statistics for Active Listings		End of February		
		2020	2019	Change
Active Listings		<b>173</b>	255	-32.2%
Months' Supply		<b>4.9</b>	8.1	-39.5%
Volume (1,000s)		<b>24,848</b>	36,241	-31.4%
Average	List Price	<b>143,632</b>	142,122	1.1%
	Days on Market	<b>142</b>	150	-5.0%
	Percent of Original	<b>96.0%</b>	96.9%	-1.0%
Median	List Price	<b>124,999</b>	124,900	0.1%
	Days on Market	<b>107</b>	106	0.9%
	Percent of Original	<b>100.0%</b>	100.0%	0.0%

A total of 173 homes were available for sale in Geary County at the end of February. This represents a 4.9 months' supply of active listings.

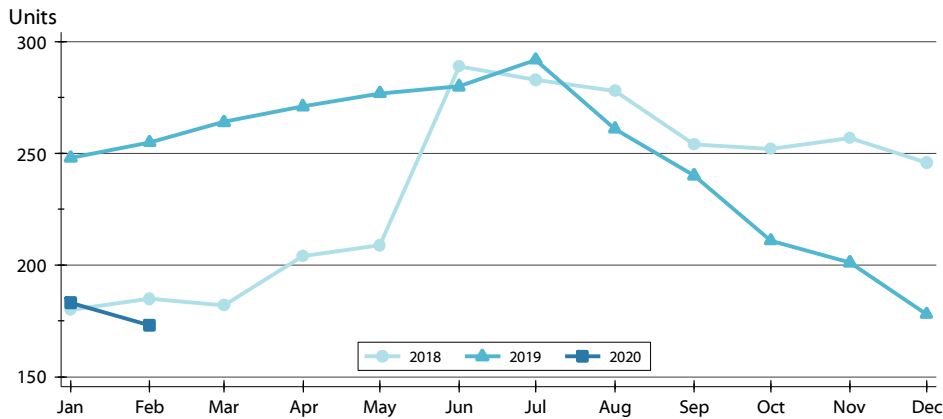
The median list price of homes on the market at the end of February was \$124,999, up 0.1% from 2019. The typical time on market for active listings was 107 days, up from 106 days a year earlier.



**ACTIVE LISTINGS ANALYSIS**

**BY MONTH** >>

**GEARY COUNTY  
ALL HOMES (NEW & EXISTING)  
AS OF 3/8/2020**



Month	2018	2019	2020
January	180	248	183
February	185	255	173
March	182	264	
April	204	271	
May	209	277	
June	289	280	
July	283	292	
August	278	261	
September	254	240	
October	252	211	
November	257	201	
December	246	178	

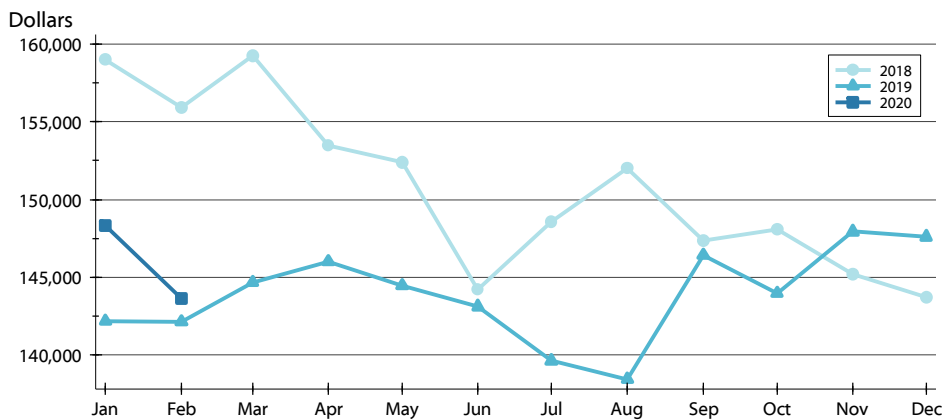
**BY PRICE RANGE** >>

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	2	1.2%	35	2.0	17,450	17,450	324	324	64.4%	64.4%
\$25,000-\$49,999	14	8.1%	574	3.5	41,014	44,400	241	134	84.4%	84.1%
\$50,000-\$99,999	48	27.7%	3,790	9.6	78,959	79,125	142	103	94.5%	99.2%
\$100,000-\$124,999	23	13.3%	2,656	5.8	115,480	114,900	127	107	97.8%	100.0%
\$125,000-\$149,999	25	14.5%	3,456	12.5	138,228	139,000	137	48	98.4%	100.0%
\$150,000-\$174,999	16	9.2%	2,582	2.3	161,369	159,950	132	90	99.3%	100.0%
\$175,000-\$199,999	15	8.7%	2,890	7.5	192,673	195,500	110	81	98.7%	100.0%
\$200,000-\$249,999	23	13.3%	5,096	4.6	221,552	219,900	112	92	99.5%	100.0%
\$250,000-\$299,999	1	0.6%	300	N/A	299,900	299,900	265	265	95.2%	95.2%
\$300,000-\$399,999	5	2.9%	1,695	N/A	338,960	339,900	127	104	99.4%	100.0%
\$400,000-\$499,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$500,000-\$749,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$750,000-\$999,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	1	0.6%	1,775	N/A	1,775,000	1,775,000	182	182	100.0%	100.0%
All price ranges	173	100.0%	24,848	5.8	143,632	124,999	142	107	96.0%	100.0%

**ACTIVE LISTINGS ANALYSIS**

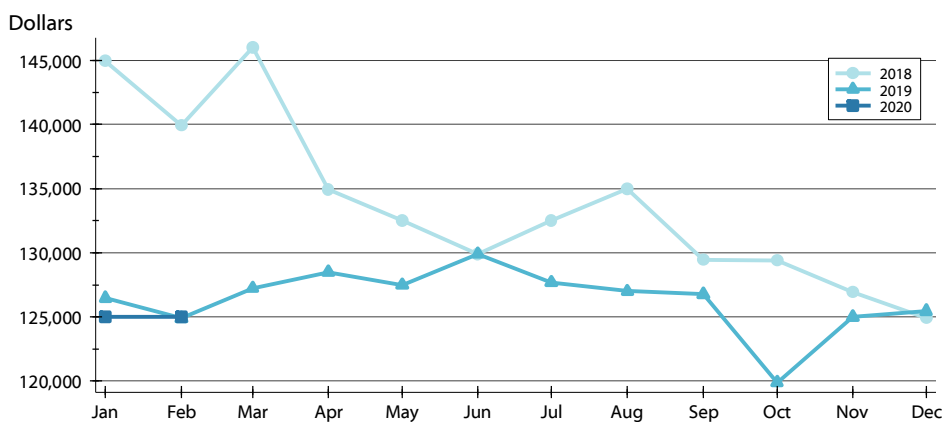
**GEARY COUNTY  
ALL HOMES (NEW & EXISTING)  
AS OF 3/8/2020**

**AVERAGE PRICE** >>



Month	2018	2019	2020
January	159,006	142,171	148,318
February	155,909	142,122	143,632
March	159,269	144,672	
April	153,463	146,010	
May	152,394	144,469	
June	144,214	143,113	
July	148,583	139,618	
August	152,040	138,444	
September	147,365	146,424	
October	148,066	143,965	
November	145,181	147,929	
December	143,689	147,607	

**MEDIAN PRICE** >>

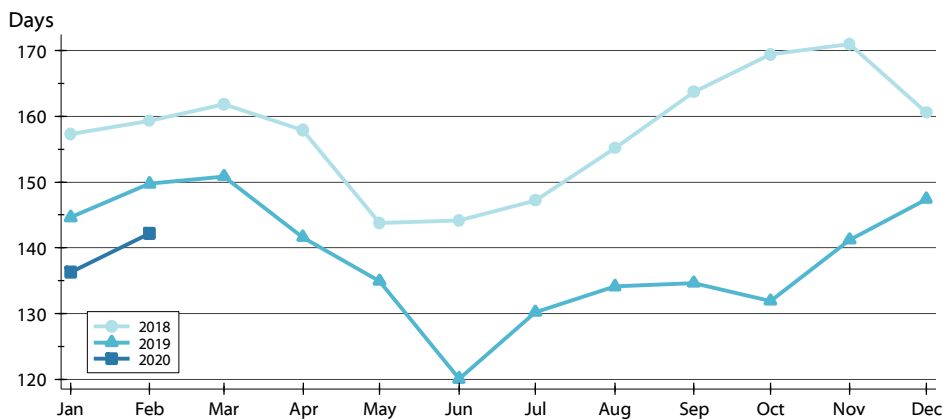


Month	2018	2019	2020
January	144,950	126,450	125,000
February	139,900	124,900	124,999
March	146,000	127,250	
April	134,950	128,500	
May	132,500	127,500	
June	129,900	129,900	
July	132,500	127,700	
August	135,000	127,000	
September	129,450	126,750	
October	129,400	119,900	
November	126,900	124,999	
December	124,900	125,450	

# ACTIVE LISTINGS ANALYSIS

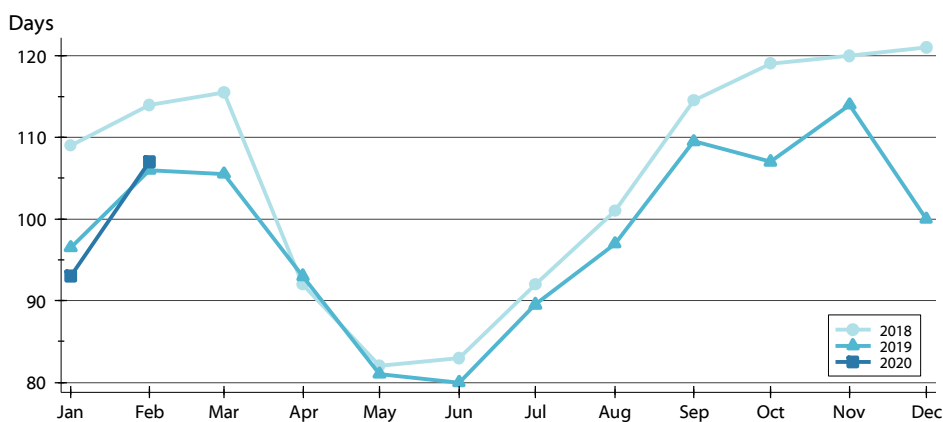
**GEARY COUNTY  
ALL HOMES (NEW & EXISTING)  
AS OF 3/8/2020**

## AVERAGE DOM >>



Month	2018	2019	2020
January	157	145	136
February	159	150	142
March	162	151	135
April	158	142	135
May	144	135	120
June	144	120	130
July	147	130	134
August	155	134	135
September	164	135	132
October	169	132	141
November	171	141	147
December	161	147	

## MEDIAN DOM >>

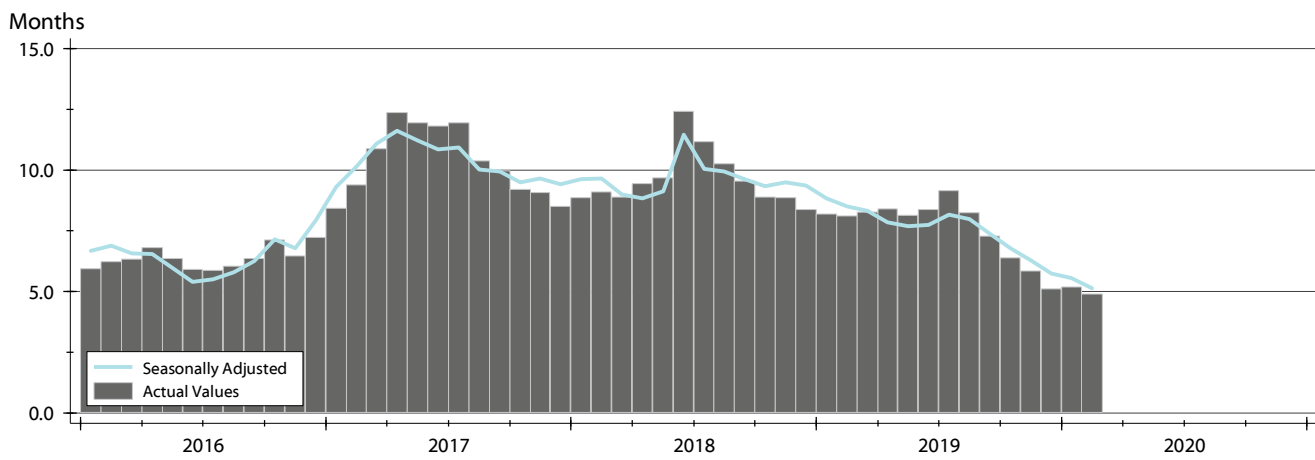


Month	2018	2019	2020
January	109	97	93
February	114	106	107
March	116	106	81
April	92	93	80
May	82	81	80
June	83	80	90
July	92	90	97
August	101	97	110
September	115	110	107
October	119	107	120
November	120	114	100
December	121	100	

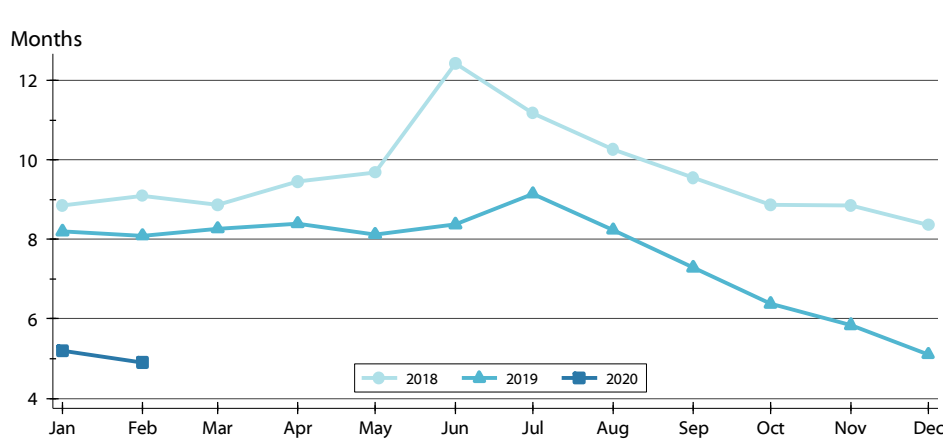
# MONTHS' SUPPLY ANALYSIS

**HISTORY** >>

**GEARY COUNTY  
ALL HOMES (NEW & EXISTING)  
AS OF 3/8/2020**



**BY MONTH** >>

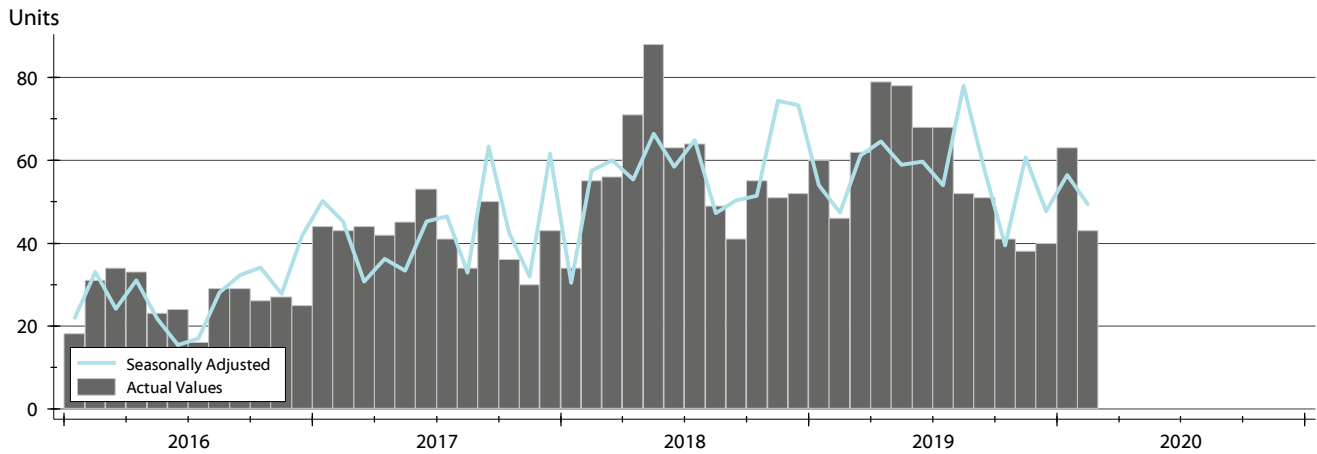


Month	2018	2019	2020
January	8.9	8.2	5.2
February	9.1	8.1	4.9
March	8.9	8.3	
April	9.5	8.4	
May	9.7	8.1	
June	12.4	8.4	
July	11.2	9.1	
August	10.3	8.2	
September	9.6	7.3	
October	8.9	6.4	
November	8.9	5.8	
December	8.4	5.1	

# NEW LISTINGS ANALYSIS

**HISTORY** >>

**GEARY COUNTY  
ALL HOMES (NEW & EXISTING)  
AS OF 3/8/2020**



**SUMMARY** >>

Summary Statistics for New Listings		February		
		2020	2019	Change
Current Month	New Listings	<b>43</b>	46	-6.5%
	Volume (1,000s)	<b>6,442</b>	6,371	1.1%
	Average List Price	<b>149,821</b>	138,504	8.2%
	Median List Price	<b>150,000</b>	133,750	12.1%
YTD	New Listings	<b>106</b>	106	0.0%
	Volume (1,000s)	<b>15,154</b>	14,996	1.1%
	Average List Price	<b>142,958</b>	141,471	1.1%
	Median List Price	<b>139,950</b>	137,200	2.0%

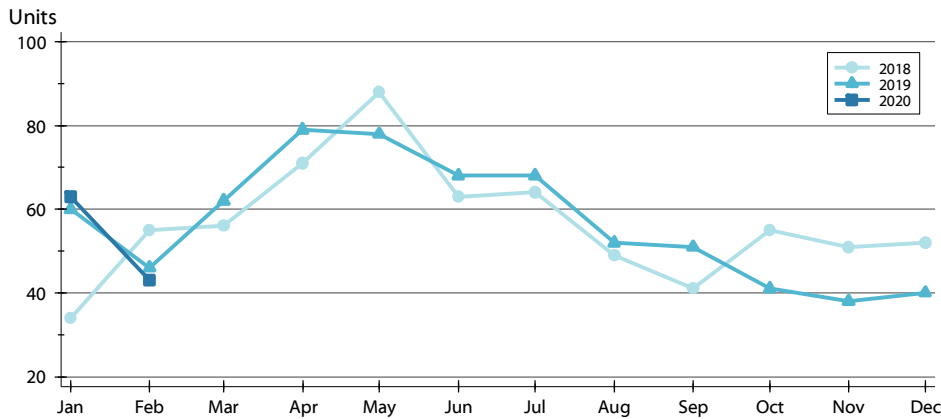
A total of 43 new listings were added in Geary County during February, down 6.5% from the same month in 2019. Year-to-date Geary County has seen 106 new listings.

The median list price of these homes was \$150,000 up from \$133,750 in 2019.

**NEW LISTINGS ANALYSIS**

**BY MONTH** >>

**GEARY COUNTY  
ALL HOMES (NEW & EXISTING)  
AS OF 3/8/2020**



Month	2018	2019	2020
January	34	60	63
February	55	46	43
March	56	62	
April	71	79	
May	88	78	
June	63	68	
July	64	68	
August	49	52	
September	41	51	
October	55	41	
November	51	38	
December	52	40	

**BY PRICE RANGE** >>

Price Range	New Listings			List Price	
	Number	Percent	Volume	Average	Median
Below \$25,000	1	2.3%	15	15,000	15,000
\$25,000-\$49,999	2	4.7%	73	36,500	36,500
\$50,000-\$99,999	9	20.9%	713	79,222	77,000
\$100,000-\$124,999	2	4.7%	216	108,000	108,000
\$125,000-\$149,999	7	16.3%	1,009	144,129	142,000
\$150,000-\$174,999	8	18.6%	1,295	161,888	162,400
\$175,000-\$199,999	5	11.6%	923	184,580	182,500
\$200,000-\$249,999	7	16.3%	1,566	223,714	229,000
\$250,000-\$299,999	1	2.3%	290	289,900	289,900
\$300,000-\$399,999	1	2.3%	343	342,500	342,500
\$400,000-\$499,999	0	0.0%	0	N/A	N/A
\$500,000-\$749,999	0	0.0%	0	N/A	N/A
\$750,000-\$999,999	0	0.0%	0	N/A	N/A
\$1,000,000 and up	0	0.0%	0	N/A	N/A
All price ranges	43	100.0%	6,442	149,821	150,000



# FLINT HILLS MLS STATISTICS

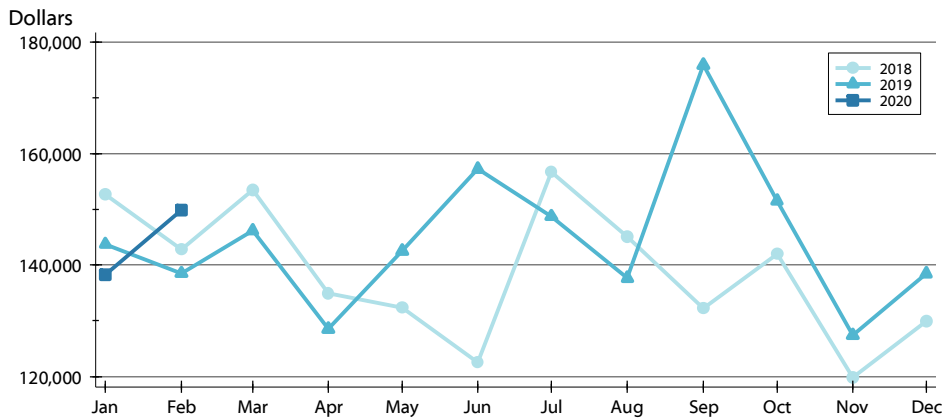
FLINT HILLS  
ASSOCIATION  
OF REALTORS®

**FEBRUARY 2020** >>

## NEW LISTINGS ANALYSIS

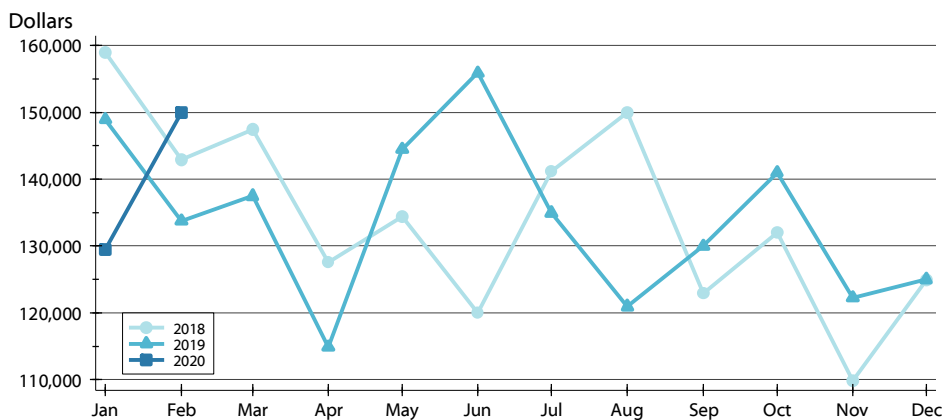
**GEARY COUNTY**  
**ALL HOMES (NEW & EXISTING)**  
**AS OF 3/8/2020**

**AVERAGE PRICE** >>



Month	2018	2019	2020
January	152,656	143,745	138,275
February	142,805	138,504	149,821
March	153,435	146,200	
April	134,957	128,519	
May	132,423	142,525	
June	122,463	157,275	
July	156,712	148,710	
August	145,073	137,667	
September	132,223	175,903	
October	141,937	151,521	
November	119,904	127,380	
December	129,968	138,462	

**MEDIAN PRICE** >>

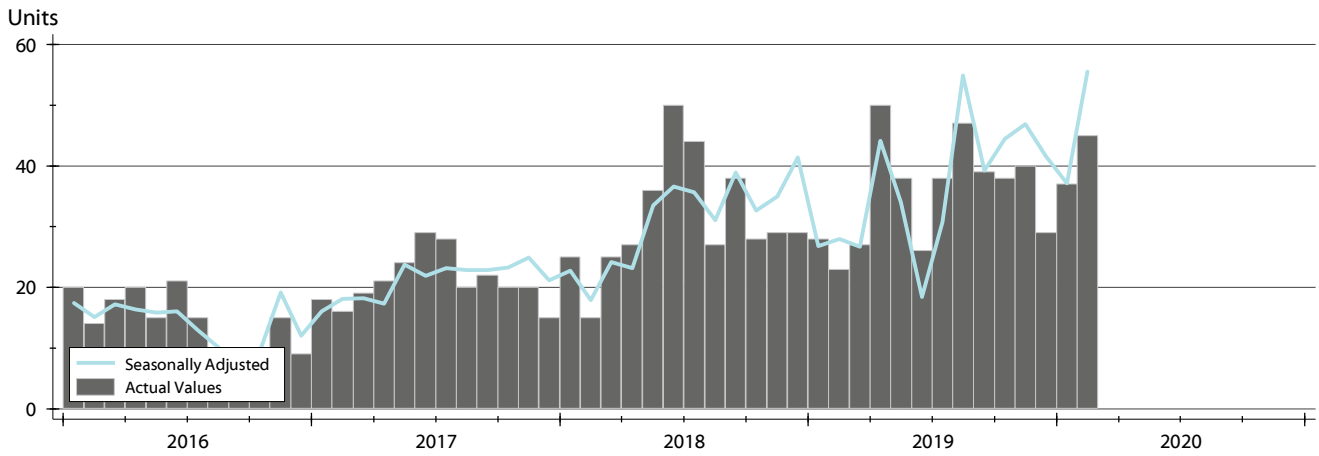


Month	2018	2019	2020
January	158,900	148,900	129,500
February	142,900	133,750	150,000
March	147,400	137,450	
April	127,500	114,900	
May	134,400	144,450	
June	120,000	155,900	
July	141,200	134,950	
August	150,000	120,950	
September	122,900	130,000	
October	132,000	141,000	
November	109,900	122,250	
December	124,900	125,000	

# CONTRACTS WRITTEN ANALYSIS

## HISTORY >>

**GEARY COUNTY  
ALL HOMES (NEW & EXISTING)  
AS OF 3/8/2020**



## SUMMARY >>

Summary Statistics for Contracts Written		February			Year-to-Date		
		2020	2019	Change	2020	2019	Change
Closed Listings		<b>45</b>	23	95.7%	<b>82</b>	51	60.8%
Volume (1,000s)		<b>7,638</b>	2,955	158.4%	<b>12,449</b>	6,733	84.9%
Average	Sale Price	<b>169,728</b>	128,496	32.1%	<b>151,816</b>	132,024	15.0%
	Days on Market	<b>73</b>	67	9.3%	<b>93</b>	118	-21.4%
	Percent of Original	<b>98.0%</b>	97.3%	0.7%	<b>96.2%</b>	95.1%	1.2%
Median	Sale Price	<b>167,000</b>	139,500	19.7%	<b>155,900</b>	137,900	13.1%
	Days on Market	<b>42</b>	39	7.7%	<b>40</b>	54	-25.9%
	Percent of Original	<b>100.0%</b>	97.9%	2.2%	<b>100.0%</b>	96.8%	3.4%

A total of 45 contracts for sale were written in Geary County during the month of February, up from 23 in 2019. The median list price of these homes was \$167,000, up from \$139,500 the prior year.

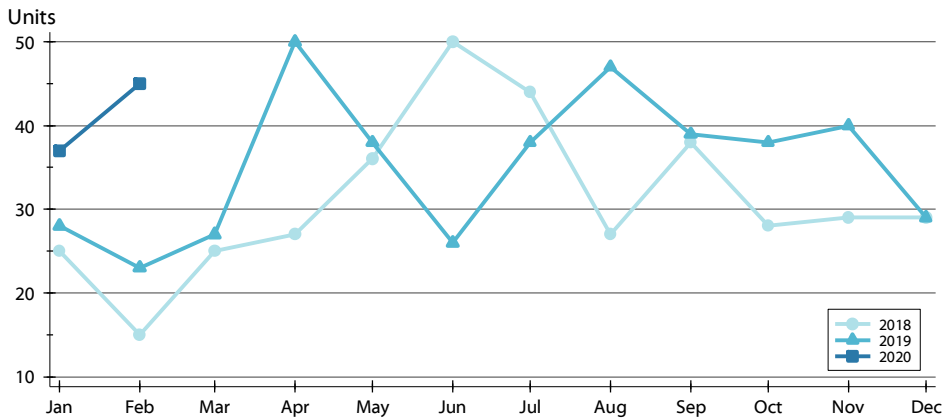
Half of the homes that went under contract in February were on the market less than 42 days, compared to 39 days in February 2019.



**CONTRACTS WRITTEN ANALYSIS**

**BY MONTH** >>

**GEARY COUNTY  
ALL HOMES (NEW & EXISTING)  
AS OF 3/8/2020**



Month	2018	2019	2020
January	25	28	37
February	15	23	45
March	25	27	27
April	27	50	27
May	36	38	38
June	50	26	38
July	44	38	38
August	27	47	38
September	38	39	38
October	28	38	38
November	29	40	38
December	29	29	38

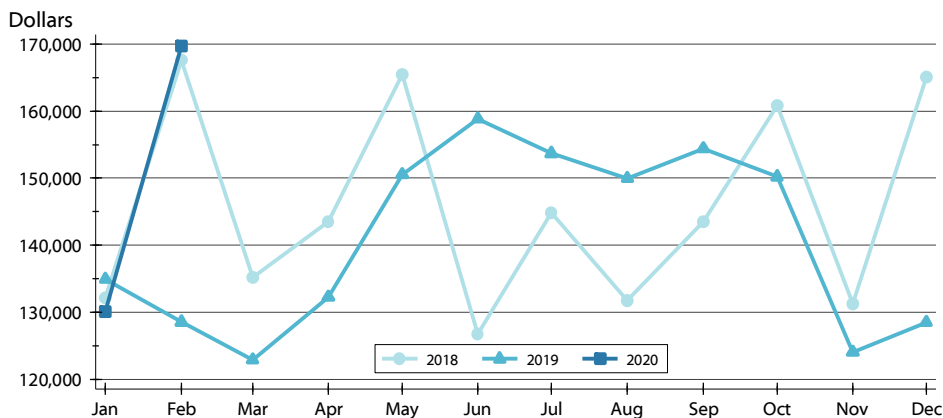
**BY PRICE RANGE** >>

Price Range	Contracts Written			List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median
Below \$25,000	1	2.2%	9	9,000	9,000	63	63	100.0%	100.0%
\$25,000-\$49,999	2	4.4%	56	28,000	28,000	18	18	100.0%	100.0%
\$50,000-\$99,999	6	13.3%	529	88,117	87,500	72	42	98.1%	100.0%
\$100,000-\$124,999	4	8.9%	443	110,850	110,750	87	39	97.5%	100.0%
\$125,000-\$149,999	6	13.3%	835	139,133	139,900	48	31	98.5%	99.0%
\$150,000-\$174,999	9	20.0%	1,503	167,028	169,000	107	86	96.8%	97.1%
\$175,000-\$199,999	4	8.9%	740	185,100	184,500	81	24	97.1%	100.0%
\$200,000-\$249,999	7	15.6%	1,560	222,786	225,000	78	64	99.1%	100.0%
\$250,000-\$299,999	3	6.7%	869	289,600	289,900	38	34	96.8%	100.0%
\$300,000-\$399,999	2	4.4%	645	322,450	322,450	32	32	100.0%	100.0%
\$400,000-\$499,999	1	2.2%	449	449,000	449,000	131	131	97.8%	97.8%
\$500,000-\$749,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
\$750,000-\$999,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
All price ranges	45	100.0%	7,638	169,728	167,000	73	42	98.0%	100.0%

**CONTRACTS WRITTEN ANALYSIS**

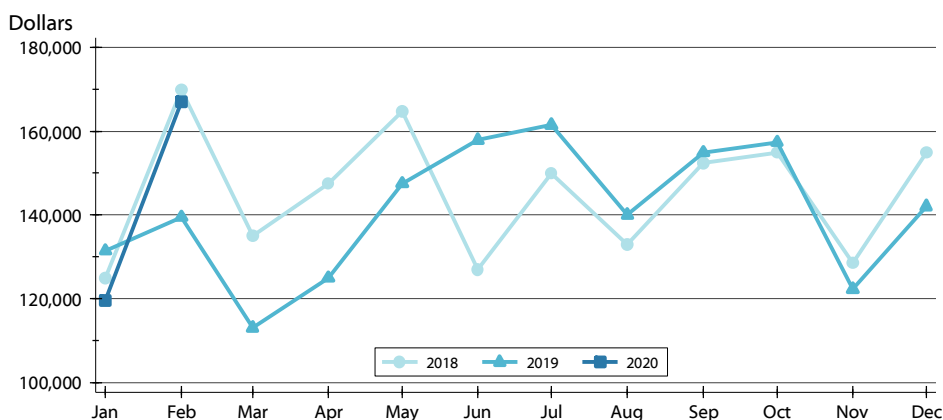
**GEARY COUNTY  
ALL HOMES (NEW & EXISTING)  
AS OF 3/8/2020**

**AVERAGE PRICE** >>



Month	2018	2019	2020
January	132,152	134,921	130,032
February	167,613	128,496	169,728
March	135,218	122,870	
April	143,522	132,248	
May	165,491	150,539	
June	126,697	158,816	
July	144,851	153,670	
August	131,726	149,990	
September	143,516	154,424	
October	160,890	150,207	
November	131,245	124,020	
December	165,110	128,479	

**MEDIAN PRICE** >>

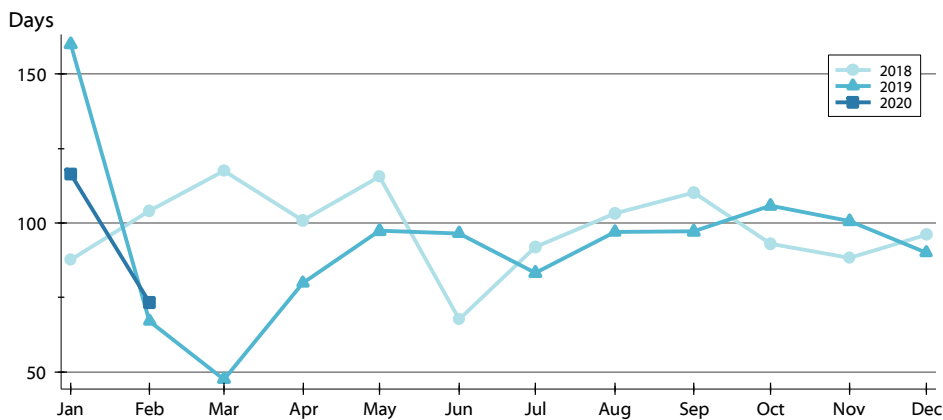


Month	2018	2019	2020
January	124,900	131,400	119,500
February	169,900	139,500	167,000
March	134,900	113,000	
April	147,500	124,950	
May	164,700	147,450	
June	126,950	157,888	
July	149,900	161,450	
August	133,000	140,000	
September	152,450	154,900	
October	154,900	157,400	
November	128,500	122,250	
December	154,900	142,000	

**CONTRACTS WRITTEN ANALYSIS**

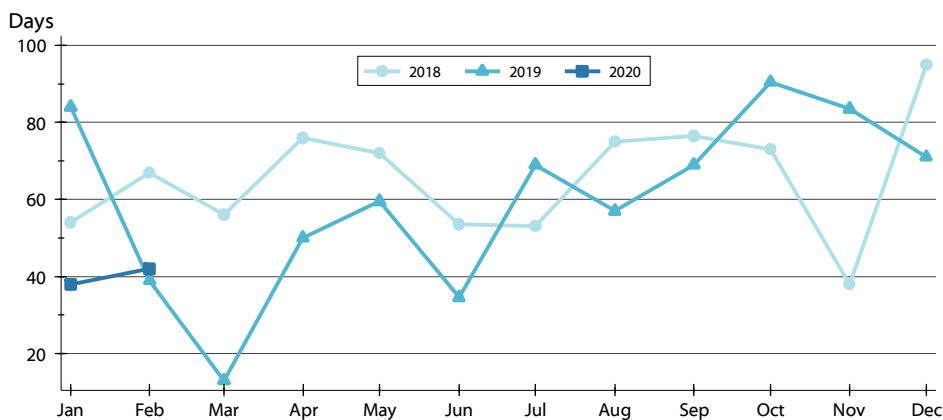
**GEARY COUNTY  
ALL HOMES (NEW & EXISTING)  
AS OF 3/8/2020**

**AVERAGE DOM** >>



Month	2018	2019	2020
January	88	160	116
February	104	67	73
March	118	48	
April	101	80	
May	116	97	
June	68	97	
July	92	83	
August	103	97	
September	110	97	
October	93	106	
November	88	101	
December	96	90	

**MEDIAN DOM** >>

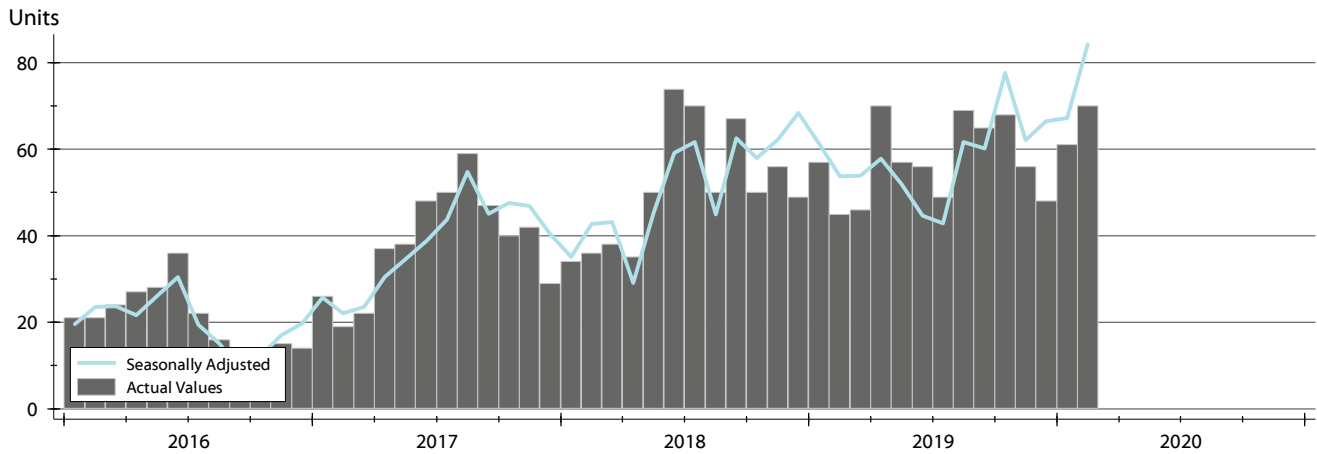


Month	2018	2019	2020
January	54	84	38
February	67	39	42
March	56	13	
April	76	50	
May	72	60	
June	54	35	
July	53	69	
August	75	57	
September	77	69	
October	73	91	
November	38	84	
December	95	71	

# PENDING CONTRACTS ANALYSIS

**GEARY COUNTY  
ALL HOMES (NEW & EXISTING)  
AS OF 3/8/2020**

**HISTORY** >>



**SUMMARY** >>

Summary Statistics for Active Listings		End of February		
		2020	2019	Change
Active Listings		<b>70</b>	45	55.6%
Volume (1,000s)		<b>11,178</b>	5,839	91.4%
Average	List Price	<b>159,679</b>	129,758	23.1%
	Days on Market	<b>86</b>	118	-27.5%
	Percent of Original	<b>97.9%</b>	94.5%	3.5%
Median	List Price	<b>159,900</b>	124,900	28.0%
	Days on Market	<b>35</b>	56	-38.4%
	Percent of Original	<b>100.0%</b>	100.0%	0.0%

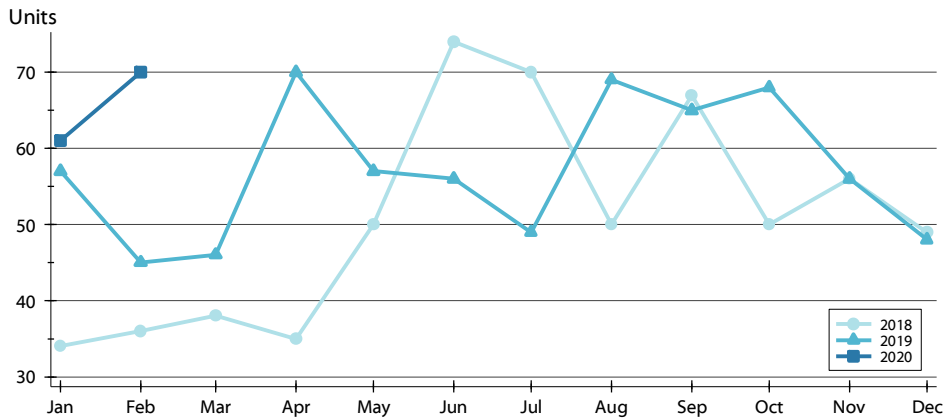
A total of 70 listings in Geary County had contracts pending at the end of February, up from 45 contracts pending at the end of February 2019.

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**

**GEARY COUNTY  
ALL HOMES (NEW & EXISTING)  
AS OF 3/8/2020**

**BY MONTH** >>



Month	2018	2019	2020
January	34	57	61
February	36	45	70
March	38	46	
April	35	70	
May	50	57	
June	74	56	
July	50	69	
August	67	65	
September	50	68	
October	56	56	
November	49	48	
December			

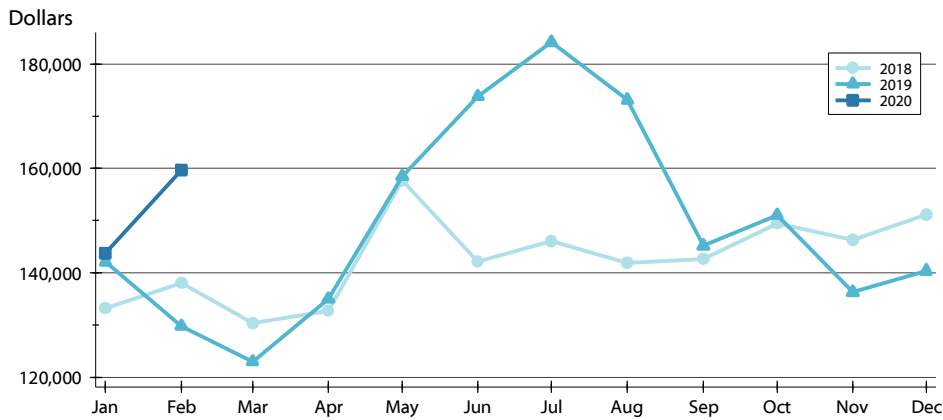
**BY PRICE RANGE** >>

Price Range	Contracts Written			List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median
Below \$25,000	2	2.9%	29	14,500	14,500	34	34	100.0%	100.0%
\$25,000-\$49,999	4	5.7%	136	34,000	35,500	103	18	96.8%	100.0%
\$50,000-\$99,999	11	15.7%	938	85,282	95,000	77	49	99.0%	100.0%
\$100,000-\$124,999	7	10.0%	792	113,114	112,500	182	44	96.2%	100.0%
\$125,000-\$149,999	7	10.0%	965	137,814	139,900	85	37	98.5%	100.0%
\$150,000-\$174,999	14	20.0%	2,309	164,914	166,750	74	29	97.7%	100.0%
\$175,000-\$199,999	4	5.7%	740	185,100	184,500	81	24	97.1%	100.0%
\$200,000-\$249,999	14	20.0%	3,056	218,293	215,450	71	54	98.2%	100.0%
\$250,000-\$299,999	4	5.7%	1,144	285,925	284,900	73	56	95.5%	95.8%
\$300,000-\$399,999	2	2.9%	620	309,950	309,950	8	8	100.0%	100.0%
\$400,000-\$499,999	1	1.4%	449	449,000	449,000	131	131	97.8%	97.8%
\$500,000-\$749,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
\$750,000-\$999,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
All price ranges	70	100.0%	11,178	159,679	159,900	86	35	97.9%	100.0%

**PENDING CONTRACTS ANALYSIS**

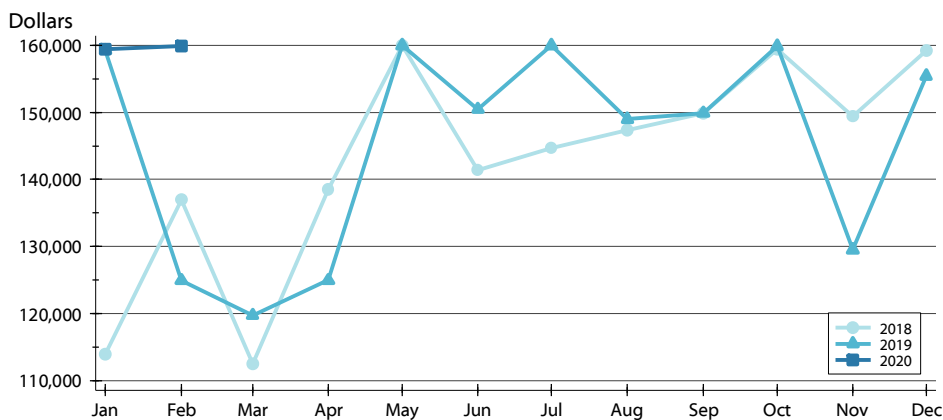
**GEARY COUNTY  
ALL HOMES (NEW & EXISTING)  
AS OF 3/8/2020**

**AVERAGE PRICE** >>



Month	2018	2019	2020
January	133,203	142,061	143,752
February	138,008	129,758	159,679
March	130,333	122,935	
April	132,680	134,933	
May	157,746	158,486	
June	142,094	173,826	
July	146,113	184,189	
August	141,797	173,149	
September	142,593	145,154	
October	149,377	151,063	
November	146,266	136,244	
December	151,129	140,355	

**MEDIAN PRICE** >>

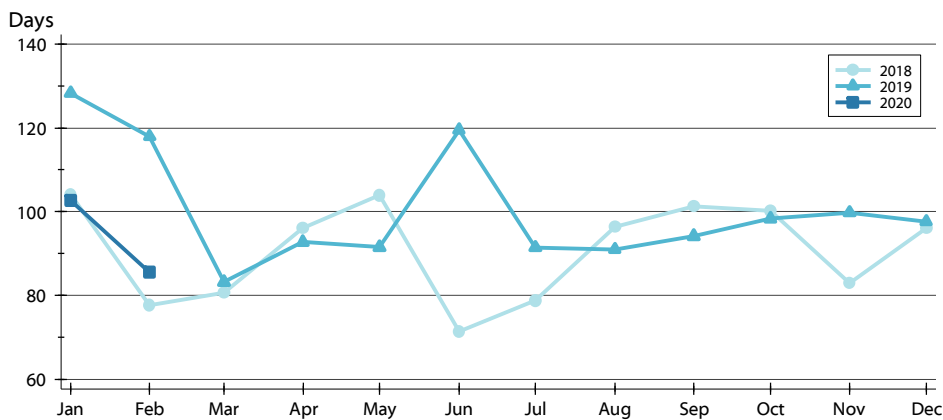


Month	2018	2019	2020
January	113,950	159,250	159,400
February	136,950	124,900	159,900
March	112,450	119,700	
April	138,500	124,950	
May	160,000	160,000	
June	141,400	150,500	
July	144,700	160,000	
August	147,400	149,000	
September	149,900	149,900	
October	159,400	159,900	
November	149,400	129,500	
December	159,250	155,450	

**PENDING CONTRACTS ANALYSIS**

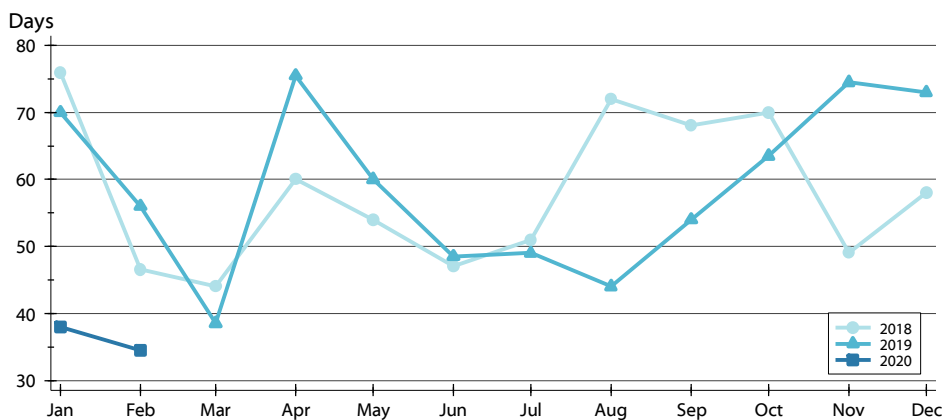
**GEARY COUNTY  
ALL HOMES (NEW & EXISTING)  
AS OF 3/8/2020**

**AVERAGE DOM** »



Month	2018	2019	2020
January	104	128	103
February	78	118	86
March	81	83	
April	96	93	
May	104	91	
June	71	120	
July	79	91	
August	96	91	
September	101	94	
October	100	98	
November	83	100	
December	96	98	

**MEDIAN DOM** »



Month	2018	2019	2020
January	76	70	38
February	47	56	35
March	44	39	
April	60	76	
May	54	60	
June	47	49	
July	51	49	
August	72	44	
September	68	54	
October	70	64	
November	49	75	
December	58	73	