

DECEMBER 2017 >>

MARKET OVERVIEW >>

Pratt/Barber Council Home Sales Rose in December

Total home sales in Pratt and Barber Counties rose by 71.4% last month to 12 units, compared to 7 units in December 2016. Total sales volume was \$1.8 million, up 456.4% from a year earlier.

The median sale price in December was \$127,500, up from \$24,550 a year earlier. Homes that sold in December were typically on the market for 157 days and sold for 94.1% of their list prices.

Pratt/Barber Council Active Listings Up at End of December

The total number of active listings in Pratt and Barber Counties at the end of December was 88 units, up from 84 at the same point in 2016. This represents a 7.3 months' supply of homes available for sale. The median list price of homes on the market at the end of December was \$83,200.

During December, a total of 7 contracts were written down from 9 in December 2016. At the end of the month, there were 9 contracts pending, compared to 7 at the end of December 2016.

Your Association Working for You!

The Mid-Kansas MLS statistical reports are one of the many benefits you receive from being a member of the Prairie Land REALTORS®. Through a partnership with the Kansas Association of REALTORS®, we will send you these reports each month to help you better serve your clients and promote your business.

Contact Information

Sherrri Barnes, Association Executive
Prairie Land REALTORS®
4 E. 12th Avenue
Hutchinson, KS 67501
620-663-4861
ae@prairielandrealtors.com
www.prairielandrealtors.com

Pratt/Barber Council				
Current Month		December		
Summary Statistics		2017	2016	Change
Home Sales		12	7	71.4%
Active Listings		88	84	4.8%
Months' Supply		7.3	12.0	-38.9%
New Listings		16	15	6.7%
Contracts Written		7	9	-22.2%
Pending Contracts		9	7	28.6%
Sales Volume (1,000s)		1,800	324	456.4%
Average	Sale Price	150,000	46,214	224.6%
	List Price of Actives	117,458	108,267	8.5%
	Days on Market	204	148	37.1%
	Percent of List	94.5%	92.1%	2.6%
	Percent of Original	87.4%	84.4%	3.5%
Median	Sale Price	127,500	24,550	419.3%
	List Price of Actives	83,200	81,200	2.5%
	Days on Market	157	107	46.3%
	Percent of List	94.1%	95.0%	-0.9%
	Percent of Original	89.0%	92.0%	-3.3%

REPORT CONTENTS >>

- **Three-Year Comparisons** – Page 2
- **Year-to-Date Statistics** – Page 3
- **Closed Listings Analysis** – Page 4
- **Active Listings Analysis** – Page 8
- **Months' Supply Analysis** – Page 12
- **New Listings Analysis** – Page 13
- **Contracts Written Analysis** – Page 16
- **Pending Contracts Analysis** – Page 20

THREE-YEAR COMPARISONS

SUMMARY >>

**BREAKDOWNS BY HOME TYPE
PRATT/BARBER COUNCIL
AS OF 1/8/2018**

December MLS Statistics		2017			2016			2015		
By Property Type		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		12	12	0	7	7	0	6	5	1
Change from prior year		71.4%	71.4%	N/A	16.7%	40.0%	-100.0%	-71.4%	-76.2%	N/A
Active Listings		88	87	1	84	83	1	75	75	0
Change from prior year		4.8%	4.8%	0.0%	12.0%	10.7%	N/A	27.1%	29.3%	-100.0%
Months' Supply		7.3	7.3	N/A	12.0	11.9	N/A	12.5	15.0	0.0
Change from prior year		-38.9%	-38.9%	N/A	-4.0%	-21.0%	N/A	344.9%	443.1%	N/A
New Listings		16	16	0	15	15	0	11	11	0
Change from prior year		6.7%	6.7%	N/A	36.4%	36.4%	N/A	-31.3%	-26.7%	-100.0%
Contracts Written		7	7	0	9	9	0	8	8	0
Change from prior year		-22.2%	-22.2%	N/A	12.5%	12.5%	N/A	-55.6%	-55.6%	N/A
Pending Contracts		9	9	0	7	7	0	6	6	0
Change from prior year		28.6%	28.6%	N/A	16.7%	16.7%	N/A	-25.0%	-14.3%	-100.0%
Sales Volume (1,000s)		1,800	1,800	0	324	324	0	1,196	954	243
Change from prior year		456.4%	456.4%	N/A	-73.0%	-66.1%	-100.0%	-46.3%	-57.2%	N/A
Average	Sale Price	150,000	150,000	N/A	46,214	46,214	N/A	199,333	190,700	242,500
	Change from prior year	224.6%	224.6%	N/A	-76.8%	-75.8%	N/A	88.0%	79.8%	N/A
	List Price of Actives	117,458	115,532	285,000	108,267	106,019	294,900	96,048	96,048	N/A
	Change from prior year	8.5%	9.0%	N/A	12.7%	10.4%	N/A	0.7%	1.0%	0.0%
	Days on Market	204	204	N/A	148	148	N/A	153	152	154
	Change from prior year	37.1%	37.1%	N/A	-2.8%	-2.6%	N/A	0.6%	0.5%	N/A
Median	Percent of List	94.5%	94.5%	N/A	92.1%	92.1%	N/A	96.0%	96.1%	95.1%
	Change from prior year	2.6%	2.6%	N/A	-4.1%	-4.2%	N/A	5.4%	5.6%	N/A
	Percent of Original	87.4%	87.4%	N/A	84.4%	84.4%	N/A	94.8%	94.8%	95.1%
	Change from prior year	3.5%	3.5%	N/A	-11.0%	-10.9%	N/A	4.2%	4.1%	N/A
	Sale Price	127,500	127,500	N/A	24,550	24,550	N/A	195,000	155,000	242,500
	Change from prior year	419.3%	419.3%	N/A	-87.4%	-84.2%	N/A	85.7%	47.6%	N/A
Median	List Price of Actives	83,200	82,900	285,000	81,200	79,900	294,900	77,500	77,500	N/A
	Change from prior year	2.5%	3.8%	N/A	4.8%	3.1%	N/A	-3.1%	-3.1%	0.0%
	Days on Market	157	157	N/A	107	107	N/A	128	101	154
	Change from prior year	46.3%	46.3%	N/A	-16.1%	5.9%	N/A	-7.6%	-26.8%	N/A
	Percent of List	94.1%	94.1%	N/A	95.0%	95.0%	N/A	95.5%	96.0%	95.1%
	Change from prior year	-0.9%	-0.9%	N/A	-0.6%	-1.0%	N/A	3.9%	4.3%	N/A
Median	Percent of Original	89.0%	89.0%	N/A	92.0%	92.0%	N/A	93.6%	92.2%	95.1%
	Change from prior year	-3.3%	-3.3%	N/A	-1.7%	-0.2%	N/A	1.8%	0.2%	N/A

YEAR-TO-DATE STATISTICS

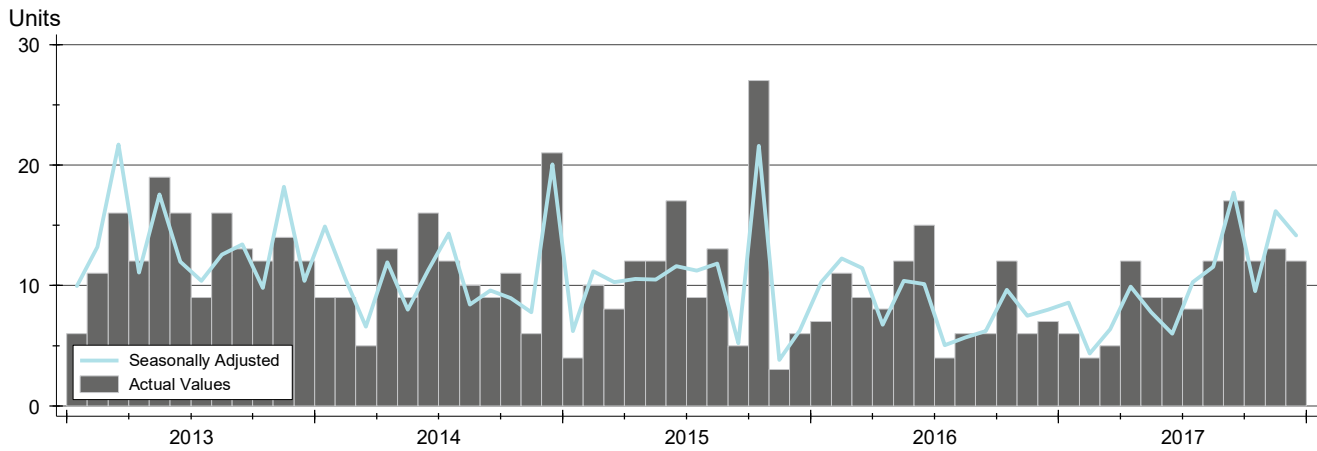
SUMMARY >>
**YTD BREAKDOWNS BY HOME TYPE
PRATT/BARBER COUNCIL
AS OF 1/8/2018**

Year-to-Date Activity		2017			2016			2015			
By Property Type		Total	Existing	New	Total	Existing	New	Total	Existing	New	
Home Sales		119	119	0	103	103	0	126	124	2	
	Change from prior year	15.5%	15.5%	N/A	-18.3%	-16.9%	-100.0%	-3.1%	-4.6%	N/A	
New Listings		211	211	0	216	215	1	221	220	1	
	Change from prior year	-2.3%	-1.9%	-100.0%	-2.3%	-2.3%	0.0%	0.5%	0.9%	-50.0%	
Contracts Written		120	120	0	97	97	0	139	137	2	
	Change from prior year	23.7%	23.7%	N/A	-30.2%	-29.2%	-100.0%	6.9%	5.4%	N/A	
Sales Volume (1,000s)		11,347	11,347	0	9,367	9,367	0	11,734	11,393	342	
	Change from prior year	21.1%	21.1%	N/A	-20.2%	-17.8%	-100.0%	-9.3%	-11.9%	N/A	
Average	Sale Price	95,352	95,352	N/A	90,937	90,937	N/A	93,129	91,877	170,750	
		Change from prior year	4.9%	4.9%	N/A	-2.4%	-1.0%	0.0%	-6.4%	-7.6%	N/A
	Days on Market	154	154	N/A	145	145	N/A	132	131	180	
		Change from prior year	6.2%	6.2%	N/A	10.2%	10.9%	0.0%	4.2%	3.6%	N/A
	Percent of List	92.9%	92.9%	N/A	91.5%	91.5%	N/A	92.0%	91.9%	93.0%	
	Change from prior year	1.6%	1.6%	N/A	-0.5%	-0.5%	0.0%	0.2%	0.2%	N/A	
	Percent of Original	88.1%	88.1%	N/A	88.3%	88.3%	N/A	91.4%	91.4%	90.6%	
	Change from prior year	-0.1%	-0.1%	N/A	-3.4%	-3.4%	0.0%	0.0%	0.0%	N/A	
Median	Sale Price	80,000	80,000	N/A	73,000	73,000	N/A	81,500	81,000	170,750	
		Change from prior year	9.6%	9.6%	N/A	-10.4%	-9.9%	0.0%	-0.9%	-1.5%	N/A
	Days on Market	121	121	N/A	133	133	N/A	93	92	180	
		Change from prior year	-9.0%	-9.0%	N/A	43.8%	45.4%	0.0%	-12.3%	-13.3%	N/A
	Percent of List	94.7%	94.7%	N/A	93.8%	93.8%	N/A	93.6%	93.6%	93.0%	
	Change from prior year	1.1%	1.1%	N/A	0.2%	0.2%	0.0%	0.0%	0.0%	N/A	
	Percent of Original	91.3%	91.3%	N/A	91.8%	91.8%	N/A	93.2%	93.2%	90.6%	
	Change from prior year	-0.5%	-0.5%	N/A	-1.6%	-1.6%	0.0%	-0.3%	-0.3%	N/A	

CLOSED LISTINGS ANALYSIS

PRATT/BARBER COUNCIL
ALL HOMES (NEW & EXISTING)
AS OF 1/8/2018

HISTORY >>



SUMMARY >>

Summary Statistics for Closed Listings		December			Year-to-Date		
		2017	2016	Change	2017	2016	Change
Closed Listings		12	7	71.4%	119	103	15.5%
Volume (1,000s)		1,800	324	456.4%	11,347	9,367	21.1%
Average	Sale Price	150,000	46,214	224.6%	95,352	90,937	4.9%
	Days on Market	204	148	37.1%	154	145	6.2%
	Percent of List	94.5%	92.1%	2.6%	92.9%	91.5%	1.6%
	Percent of Original	87.4%	84.4%	3.5%	88.1%	88.3%	-0.1%
Median	Sale Price	127,500	24,550	419.3%	80,000	73,000	9.6%
	Days on Market	157	107	46.3%	121	133	-9.0%
	Percent of List	94.1%	95.0%	-0.9%	94.7%	93.8%	1.1%
	Percent of Original	89.0%	92.0%	-3.3%	91.3%	91.8%	-0.5%

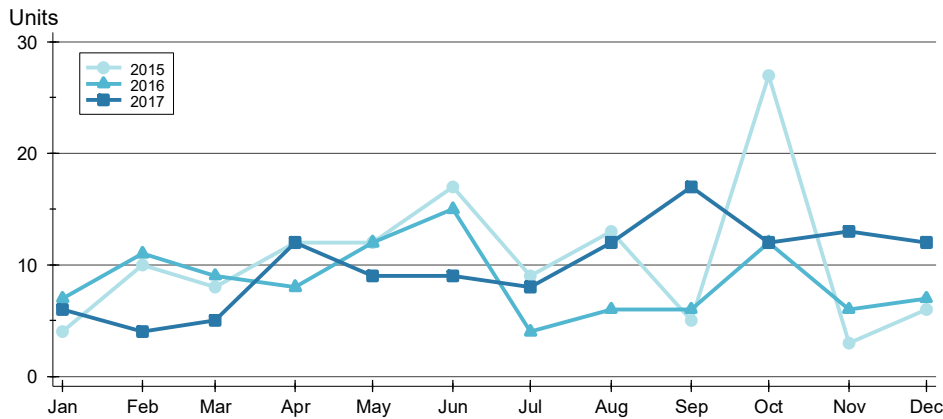
A total of 12 homes sold in Pratt and Barber Counties in December, up from 7 units in December 2016. Total sales volume rose to \$1.8 million compared to \$0.3 million in the previous year.

The median sales price in December was \$127,500, up 419.3% compared to the prior year. Median days on market was 157 days, up from 93 days in November, and up from 107 in December 2016.

CLOSED LISTINGS ANALYSIS

**PRATT/BARBER COUNCIL
ALL HOMES (NEW & EXISTING)
AS OF 1/8/2018**

BY MONTH »



Month	2015	2016	2017
January	4	7	6
February	10	11	4
March	8	9	5
April	12	8	12
May	12	12	9
June	17	15	9
July	9	4	8
August	13	6	12
September	5	6	17
October	27	12	12
November	3	6	13
December	6	7	12

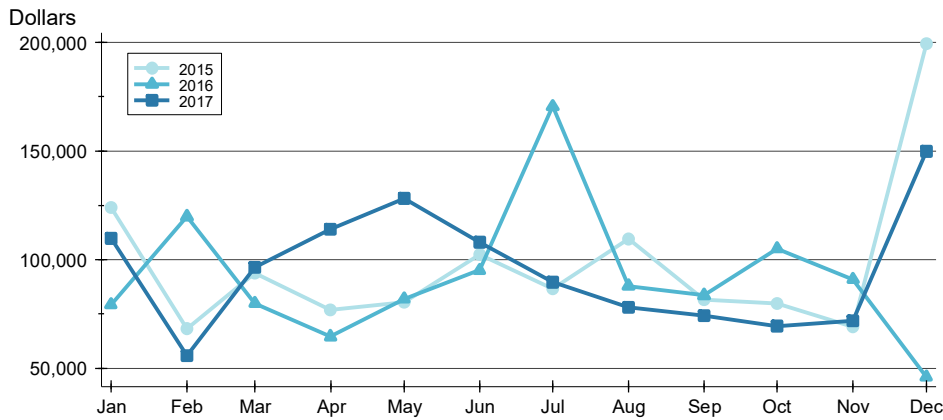
BY PRICE RANGE »

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	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$25,000-\$49,999	2	16.7%	80	40,000	40,000	386	386	90.6%	90.6%	72.2%	72.2%
\$50,000-\$99,999	2	16.7%	143	71,500	71,500	93	93	92.2%	92.2%	88.4%	88.4%
\$100,000-\$124,999	2	16.7%	233	116,250	116,250	251	251	92.6%	92.6%	83.0%	83.0%
\$125,000-\$149,999	1	8.3%	135	135,000	135,000	84	84	98.2%	98.2%	98.2%	98.2%
\$150,000-\$174,999	1	8.3%	168	168,000	168,000	191	191	100.0%	100.0%	97.7%	97.7%
\$175,000-\$199,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$200,000-\$249,999	3	25.0%	684	227,833	230,000	197	121	96.4%	98.2%	90.0%	92.0%
\$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	1	8.3%	358	358,000	358,000	118	118	95.5%	95.5%	95.5%	95.5%
\$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	12	100.0%	1,800	150,000	127,500	204	157	94.5%	94.1%	87.4%	89.0%

CLOSED LISTINGS ANALYSIS

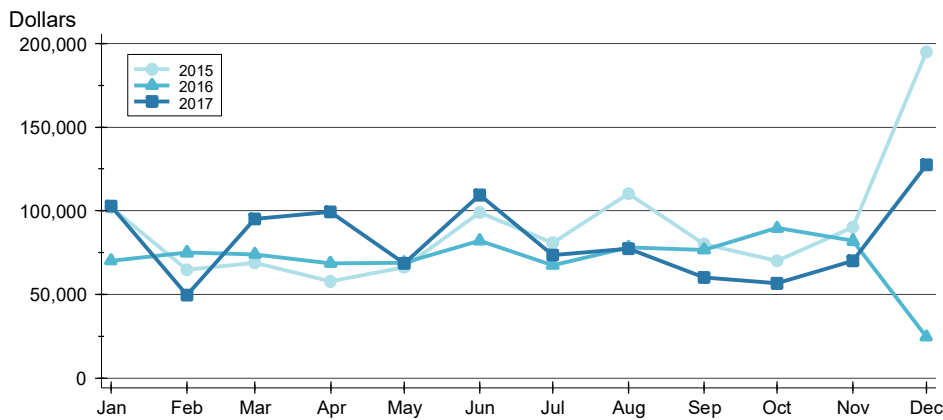
**PRATT/BARBER COUNCIL
ALL HOMES (NEW & EXISTING)
AS OF 1/8/2018**

AVERAGE PRICE >>



Month	2015	2016	2017
January	124,075	79,429	109,917
February	68,450	119,864	55,975
March	93,750	80,000	96,600
April	77,004	64,625	113,908
May	80,533	81,992	128,111
June	102,424	95,167	108,000
July	86,756	170,500	89,680
August	109,577	88,042	78,000
September	81,800	83,667	74,376
October	79,760	105,208	69,600
November	69,333	90,900	71,962
December	199,333	46,214	150,000

MEDIAN PRICE >>

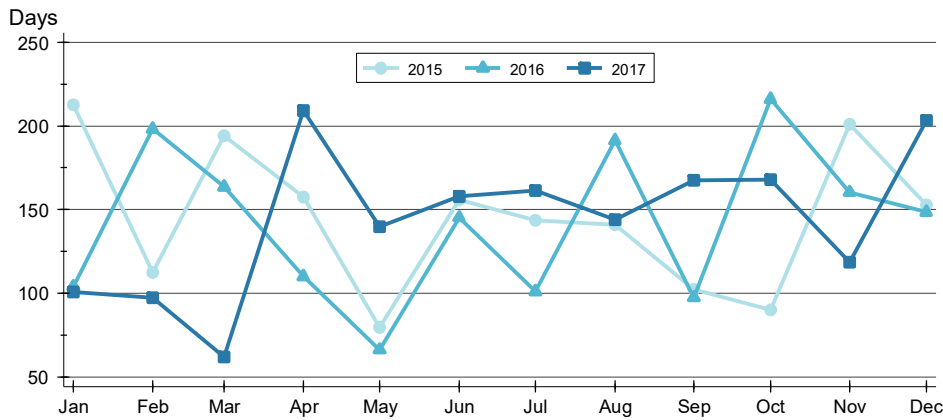


Month	2015	2016	2017
January	102,000	70,000	103,000
February	64,750	75,000	49,450
March	68,750	74,000	95,000
April	57,650	68,500	99,500
May	66,000	69,000	68,500
June	99,000	82,000	109,500
July	81,000	67,500	73,500
August	110,000	78,000	77,500
September	80,000	76,750	60,000
October	70,000	89,500	56,350
November	90,000	81,950	69,900
December	195,000	24,550	127,500

CLOSED LISTINGS ANALYSIS

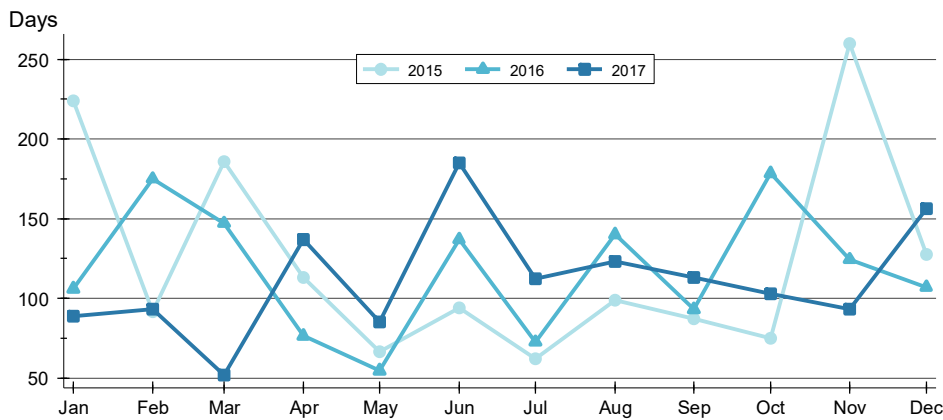
**PRATT/BARBER COUNCIL
ALL HOMES (NEW & EXISTING)
AS OF 1/8/2018**

AVERAGE DOM



Month	2015	2016	2017
January	213	104	101
February	112	198	97
March	194	164	62
April	157	110	209
May	79	66	140
June	156	145	158
July	144	101	161
August	141	191	144
September	102	97	168
October	90	216	168
November	201	160	118
December	153	148	204

MEDIAN DOM

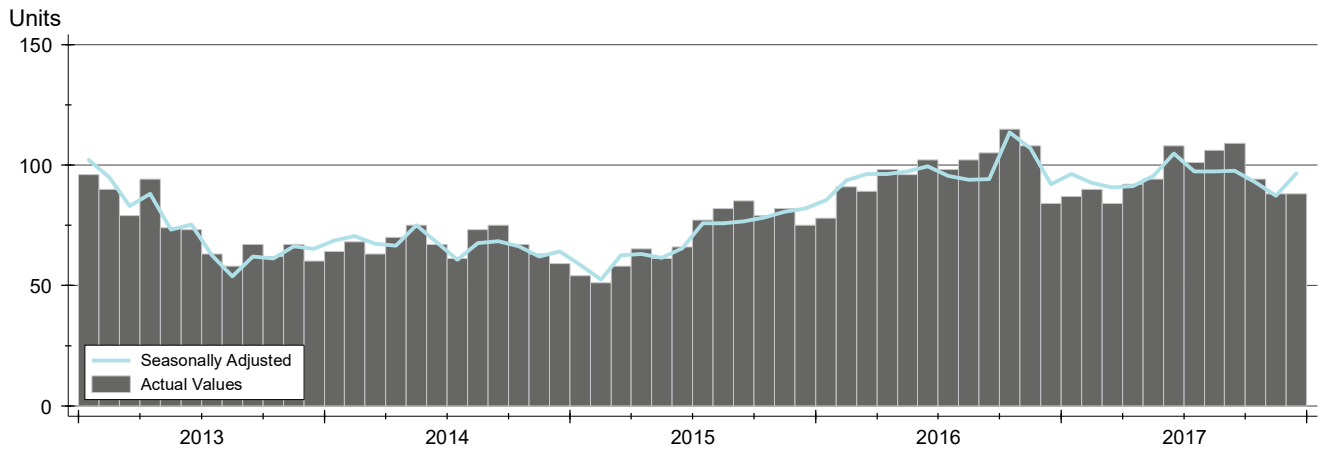


Month	2015	2016	2017
January	224	106	89
February	92	175	93
March	186	147	52
April	113	77	137
May	67	55	85
June	94	137	185
July	62	73	112
August	99	140	123
September	87	93	113
October	75	179	103
November	260	125	93
December	128	107	157

ACTIVE LISTINGS ANALYSIS

PRATT/BARBER COUNCIL
ALL HOMES (NEW & EXISTING)
AS OF 1/8/2018

HISTORY >>



SUMMARY >>

Summary Statistics for Active Listings		End of December		
		2017	2016	Change
Active Listings		88	84	4.8%
Months' Supply		7.3	12.0	-38.9%
Volume (1,000s)		10,336	9,094	13.7%
Average	List Price	117,458	108,267	8.5%
	Days on Market	174	144	21.1%
	Percent of Original	96.6%	96.0%	0.7%
Median	List Price	83,200	81,200	2.5%
	Days on Market	132	124	6.5%
	Percent of Original	100.0%	100.0%	0.0%

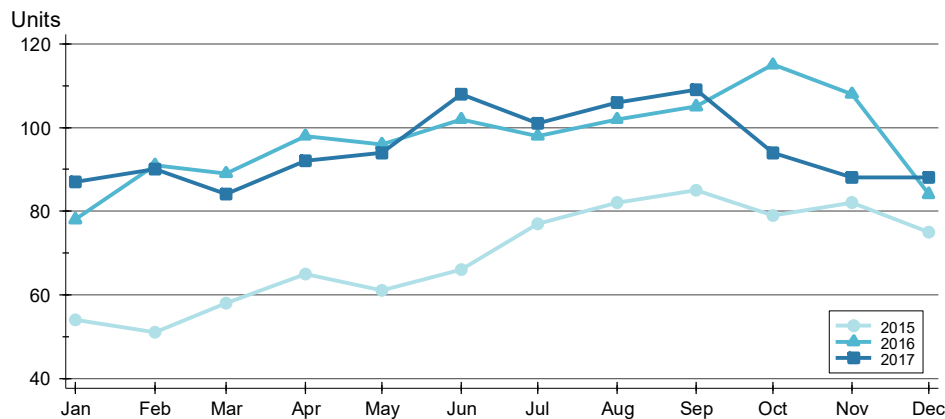
A total of 88 homes were available for sale in Pratt and Barber Counties at the end of December. This represents a 7.3 months' supply of active listings.

The median list price of homes on the market at the end of December was \$83,200, up 2.5% from 2016. The typical time on market for active listings was 132 days, up from 124 days a year earlier.

ACTIVE LISTINGS ANALYSIS

**PRATT/BARBER COUNCIL
ALL HOMES (NEW & EXISTING)
AS OF 1/8/2018**

BY MONTH >>



Month	2015	2016	2017
January	54	78	87
February	51	91	90
March	58	89	84
April	65	98	92
May	61	96	94
June	66	102	108
July	77	98	101
August	82	102	106
September	85	105	109
October	79	115	94
November	82	108	88
December	75	84	88

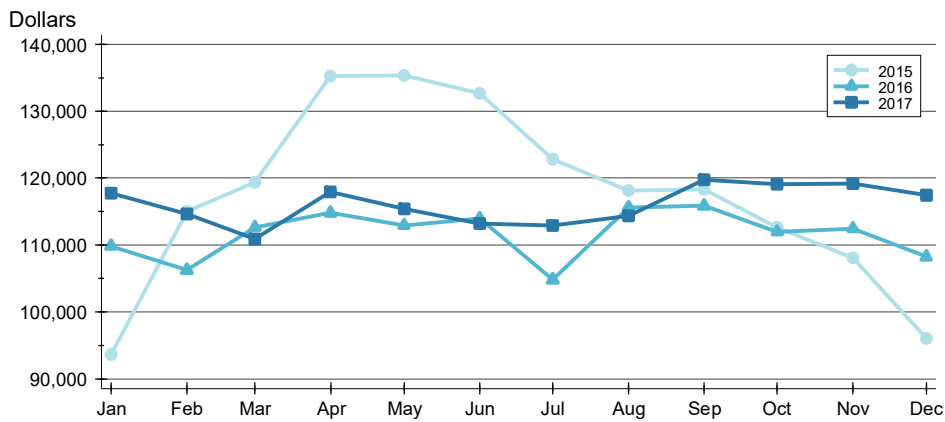
BY PRICE RANGE >>

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	1	1.1%	23	N/A	23,000	23,000	156	156	100.0%	100.0%
\$25,000-\$49,999	13	14.8%	463	6.5	35,577	34,900	185	166	98.1%	100.0%
\$50,000-\$99,999	41	46.6%	3,044	20.5	74,233	74,900	182	139	95.4%	100.0%
\$100,000-\$124,999	5	5.7%	576	2.5	115,200	114,000	226	147	94.1%	92.3%
\$125,000-\$149,999	7	8.0%	973	7.0	139,057	139,000	83	63	99.0%	100.0%
\$150,000-\$174,999	2	2.3%	335	2.0	167,400	167,400	64	64	100.0%	100.0%
\$175,000-\$199,999	5	5.7%	940	N/A	187,990	189,950	68	66	98.0%	100.0%
\$200,000-\$249,999	5	5.7%	1,083	1.7	216,640	215,000	223	175	98.7%	100.0%
\$250,000-\$299,999	6	6.8%	1,600	N/A	266,667	266,250	225	142	94.5%	98.3%
\$300,000-\$399,999	2	2.3%	675	2.0	337,450	337,450	145	145	100.0%	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	1	1.1%	625	N/A	625,000	625,000	363	363	100.0%	100.0%
\$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	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A
All price ranges	88	100.0%	10,336	7.3	117,458	83,200	174	132	96.6%	100.0%

ACTIVE LISTINGS ANALYSIS

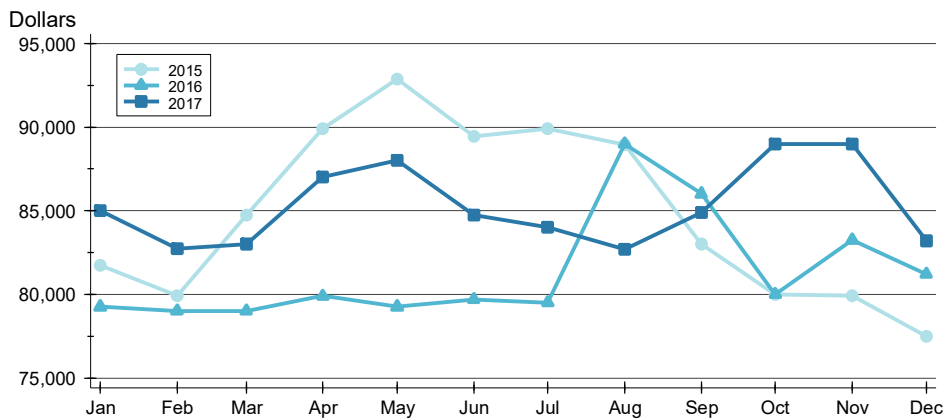
**PRATT/BARBER COUNCIL
ALL HOMES (NEW & EXISTING)
AS OF 1/8/2018**

AVERAGE PRICE >>



Month	2015	2016	2017
January	93,644	109,833	117,681
February	115,016	106,210	114,597
March	119,391	112,657	110,881
April	135,312	114,809	117,920
May	135,393	112,932	115,393
June	132,695	113,952	113,186
July	122,857	104,793	112,950
August	118,137	115,651	114,397
September	118,287	115,885	119,707
October	112,573	111,946	119,072
November	108,101	112,437	119,181
December	96,048	108,267	117,458

MEDIAN PRICE >>

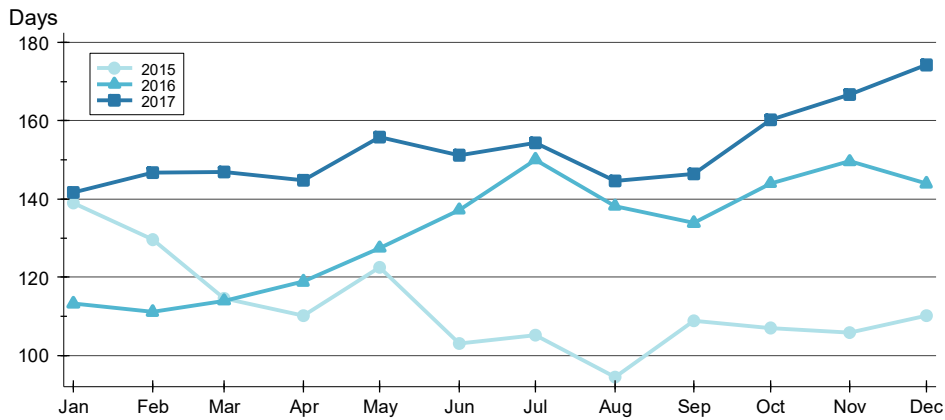


Month	2015	2016	2017
January	81,750	79,250	85,000
February	79,900	79,000	82,750
March	84,750	79,000	83,000
April	89,900	79,900	87,000
May	92,900	79,250	88,000
June	89,450	79,700	84,750
July	89,900	79,500	84,000
August	88,950	89,000	82,700
September	83,000	86,000	84,900
October	80,000	80,000	89,000
November	79,900	83,250	89,000
December	77,500	81,200	83,200

ACTIVE LISTINGS ANALYSIS

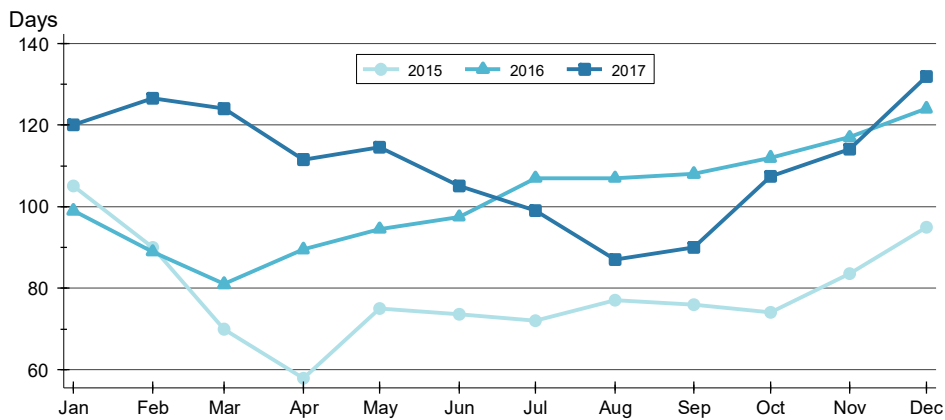
PRATT/BARBER COUNCIL
ALL HOMES (NEW & EXISTING)
AS OF 1/8/2018

AVERAGE DOM >>



Month	2015	2016	2017
January	139	113	142
February	130	111	147
March	115	114	147
April	110	119	145
May	123	128	156
June	103	137	151
July	105	150	154
August	95	138	145
September	109	134	146
October	107	144	160
November	106	150	167
December	110	144	174

MEDIAN DOM >>

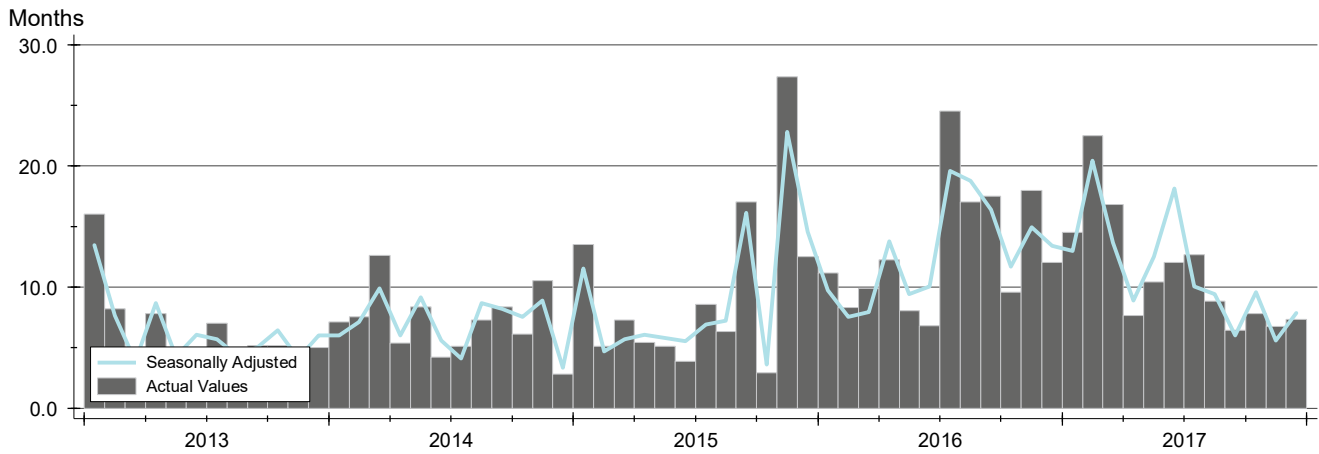


Month	2015	2016	2017
January	105	99	120
February	90	89	127
March	70	81	124
April	58	90	112
May	75	95	115
June	74	98	105
July	72	107	99
August	77	107	87
September	76	108	90
October	74	112	108
November	84	117	114
December	95	124	132

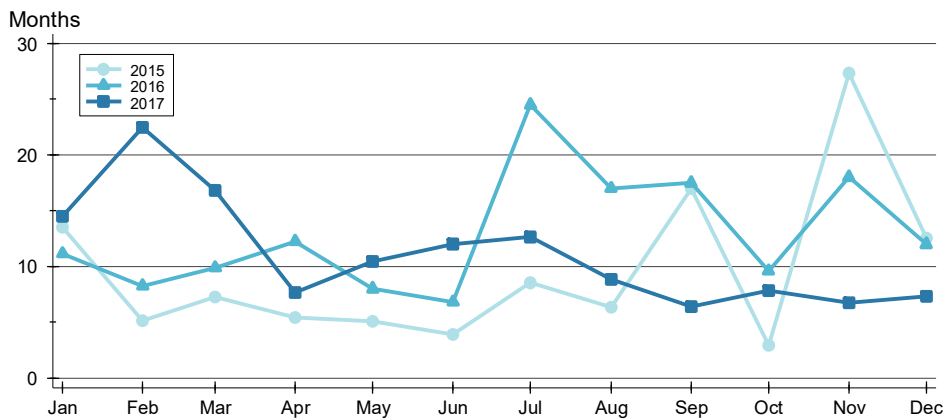
MONTHS' SUPPLY ANALYSIS

PRATT/BARBER COUNCIL
ALL HOMES (NEW & EXISTING)
AS OF 1/8/2018

HISTORY >>



BY MONTH >>

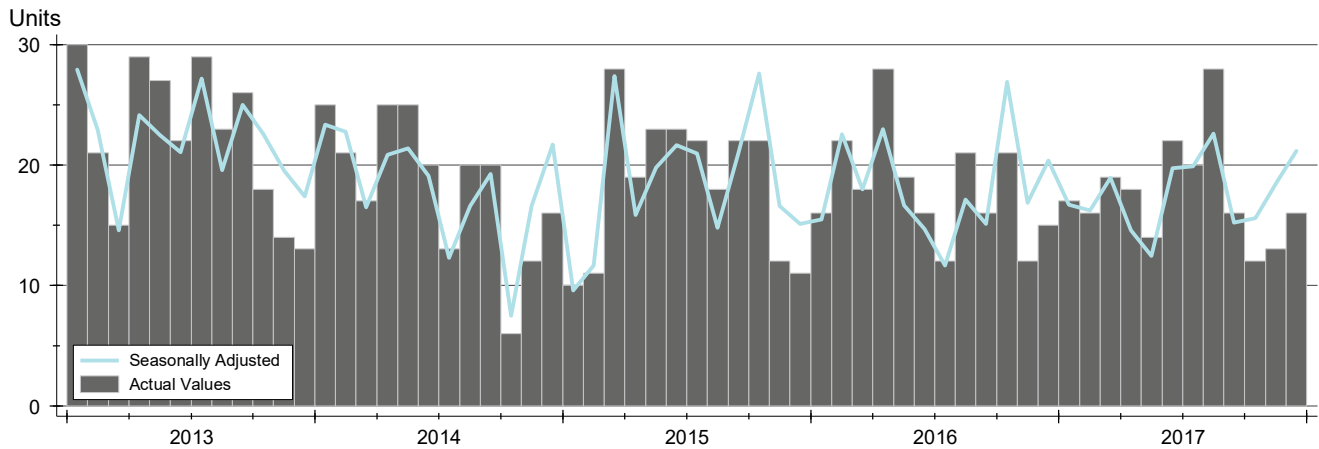


Month	2015	2016	2017
January	13.5	11.1	14.5
February	5.1	8.3	22.5
March	7.3	9.9	16.8
April	5.4	12.3	7.7
May	5.1	8.0	10.4
June	3.9	6.8	12.0
July	8.6	24.5	12.6
August	6.3	17.0	8.8
September	17.0	17.5	6.4
October	2.9	9.6	7.8
November	27.3	18.0	6.8
December	12.5	12.0	7.3

NEW LISTINGS ANALYSIS

PRATT/BARBER COUNCIL
ALL HOMES (NEW & EXISTING)
AS OF 1/8/2018

HISTORY >>



SUMMARY >>

Summary Statistics for New Listings		December		
		2017	2016	Change
Current Month	New Listings	16	15	6.7%
	Volume (1,000s)	1,892	1,470	28.7%
	Average List Price	118,259	97,987	20.7%
	Median List Price	88,450	72,500	22.0%
YTD	New Listings	211	216	-2.3%
	Volume (1,000s)	23,286	23,281	0.0%
	Average List Price	110,360	107,782	2.4%
	Median List Price	86,000	82,250	4.6%

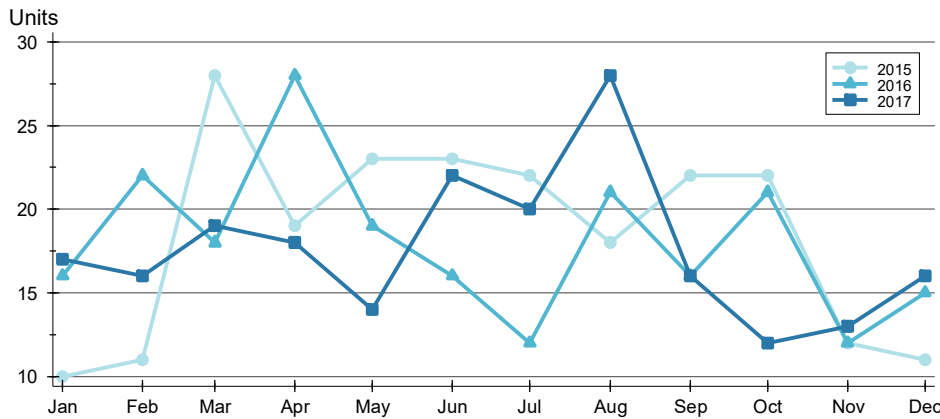
A total of 16 new listings were added in Pratt and Barber Counties during December, up 6.7% from the same month in 2016. Year-to-date Pratt and Barber Counties has seen 211 new listings.

The median list price of these homes was \$88,450 up from \$72,500 in 2016.

NEW LISTINGS ANALYSIS

**PRATT/BARBER COUNCIL
ALL HOMES (NEW & EXISTING)
AS OF 1/8/2018**

BY MONTH >>



Month	2015	2016	2017
January	10	16	17
February	11	22	16
March	28	18	19
April	19	28	18
May	23	19	14
June	23	16	22
July	22	12	20
August	18	21	28
September	22	16	16
October	22	21	12
November	12	12	13
December	11	15	16

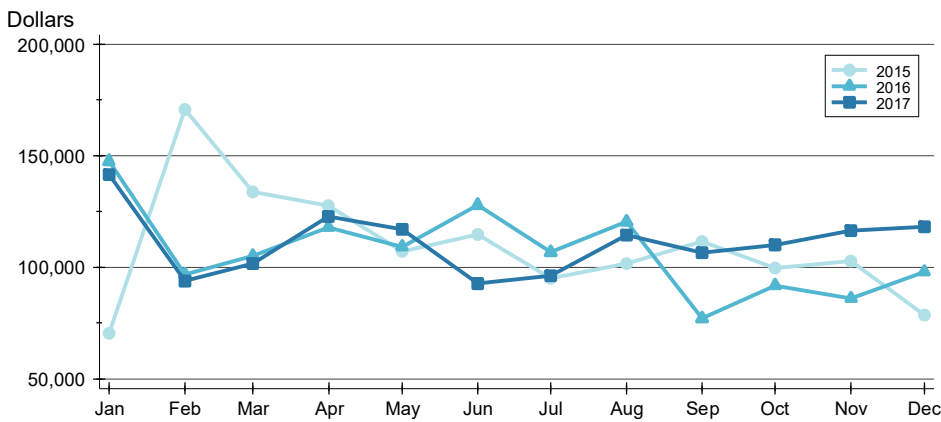
BY PRICE RANGE >>

Price Range	New Listings			List Price	
	Number	Percent	Volume	Average	Median
Below \$25,000	0	0.0%	0	N/A	N/A
\$25,000-\$49,999	1	6.3%	38	37,500	37,500
\$50,000-\$99,999	8	50.0%	580	72,550	77,750
\$100,000-\$124,999	0	0.0%	0	N/A	N/A
\$125,000-\$149,999	2	12.5%	290	144,750	144,750
\$150,000-\$174,999	2	12.5%	350	174,900	174,900
\$175,000-\$199,999	2	12.5%	385	192,475	192,475
\$200,000-\$249,999	0	0.0%	0	N/A	N/A
\$250,000-\$299,999	1	6.3%	250	250,000	250,000
\$300,000-\$399,999	0	0.0%	0	N/A	N/A
\$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	16	100.0%	1,892	118,259	88,450

NEW LISTINGS ANALYSIS

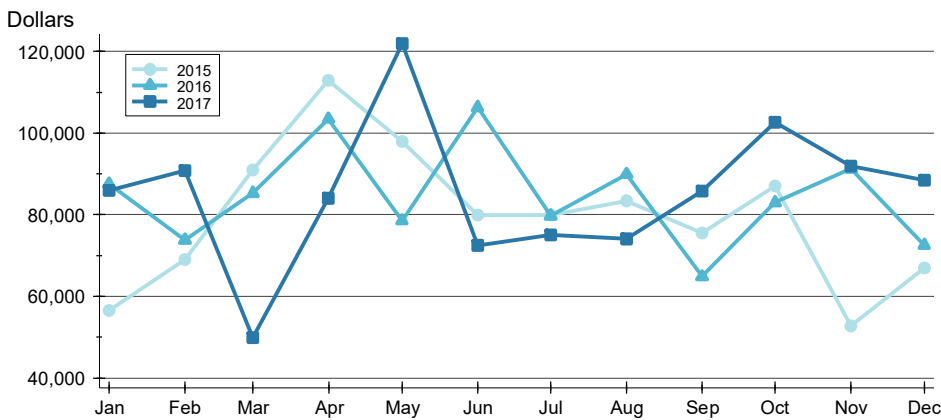
**PRATT/BARBER COUNCIL
ALL HOMES (NEW & EXISTING)
AS OF 1/8/2018**

AVERAGE PRICE >>



Month	2015	2016	2017
January	70,290	147,613	141,700
February	170,709	96,732	93,938
March	133,871	105,161	101,637
April	127,563	117,979	122,853
May	107,009	109,260	117,007
June	114,565	127,919	92,620
July	94,995	106,833	96,210
August	101,533	120,329	114,307
September	111,527	76,944	106,463
October	99,550	91,893	110,067
November	102,717	86,045	116,523
December	78,355	97,987	118,259

MEDIAN PRICE >>

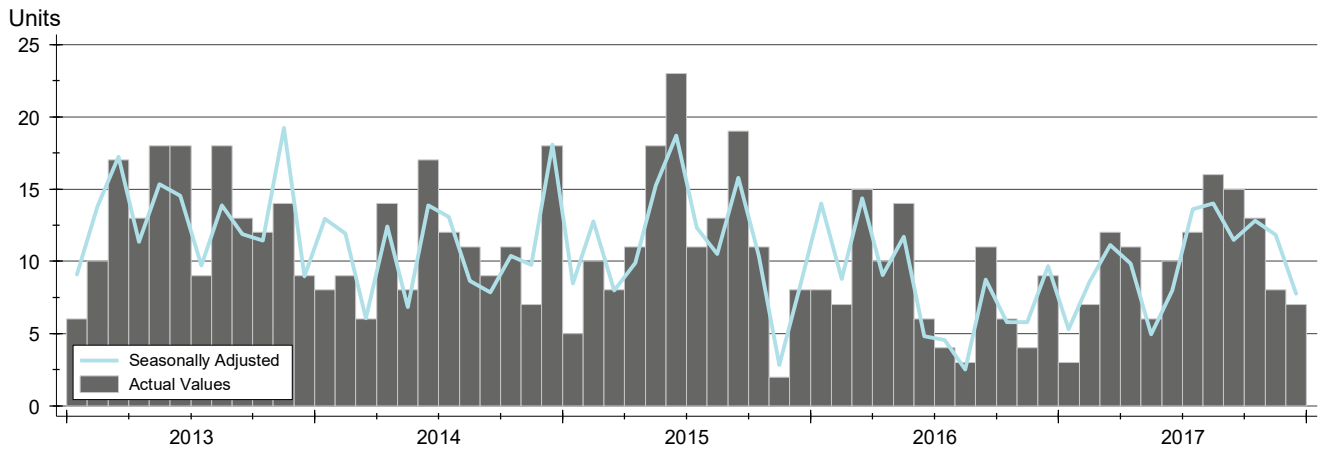


Month	2015	2016	2017
January	56,500	87,500	86,000
February	69,000	73,750	90,750
March	90,950	85,250	49,900
April	113,000	103,500	84,000
May	98,000	78,500	121,950
June	79,900	106,250	72,475
July	79,900	79,700	75,000
August	83,400	89,900	74,000
September	75,500	64,825	85,750
October	87,000	83,000	102,750
November	52,700	91,250	92,000
December	66,900	72,500	88,450

CONTRACTS WRITTEN ANALYSIS

PRATT/BARBER COUNCIL
ALL HOMES (NEW & EXISTING)
AS OF 1/8/2018

HISTORY >>



SUMMARY >>

Summary Statistics for Contracts Written		December			Year-to-Date		
		2017	2016	Change	2017	2016	Change
Closed Listings		7	9	-22.2%	120	97	23.7%
Volume (1,000s)		782	868	-10.0%	12,017	9,441	27.3%
Average	Sale Price	111,700	96,478	15.8%	100,144	97,330	2.9%
	Days on Market	107	110	-3.0%	156	143	9.2%
	Percent of Original	98.3%	91.0%	8.1%	88.4%	89.0%	-0.7%
Median	Sale Price	92,000	89,900	2.3%	81,250	79,000	2.8%
	Days on Market	24	135	-82.2%	117	134	-13.1%
	Percent of Original	100.0%	95.7%	4.5%	91.8%	92.5%	-0.8%

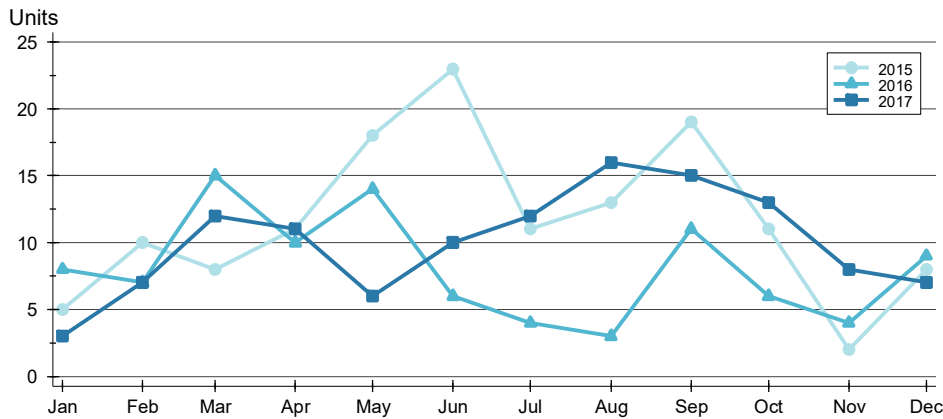
A total of 7 contracts for sale were written in Pratt and Barber Counties during the month of December, down from 9 in 2016. The median list price of these homes was \$92,000, up from \$89,900 the prior year.

Half of the homes that went under contract in December were on the market less than 24 days, compared to 135 days in December 2016.

CONTRACTS WRITTEN ANALYSIS

**PRATT/BARBER COUNCIL
ALL HOMES (NEW & EXISTING)
AS OF 1/8/2018**

BY MONTH >>



Month	2015	2016	2017
January	5	8	3
February	10	7	7
March	8	15	12
April	11	10	11
May	18	14	6
June	23	6	10
July	11	4	12
August	13	3	16
September	19	11	15
October	11	6	13
November	2	4	8
December	8	9	7

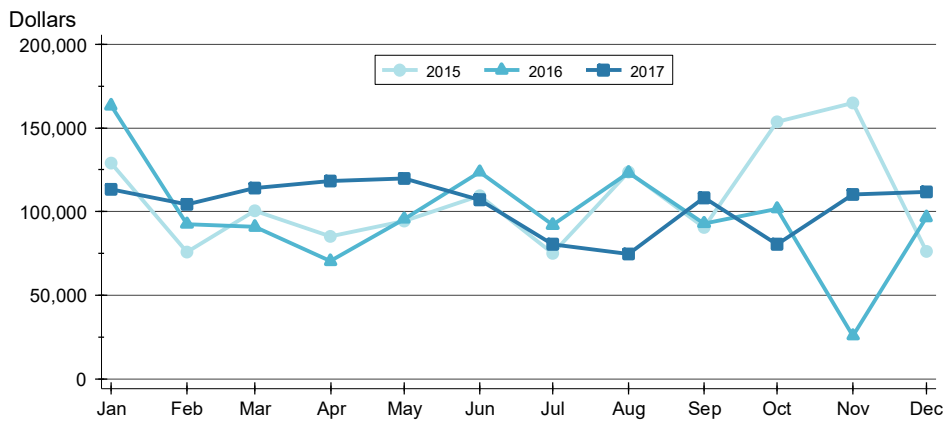
BY PRICE RANGE >>

Price Range	Contracts Written			List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median
Below \$25,000	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
\$25,000-\$49,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
\$50,000-\$99,999	4	57.1%	299	74,750	74,950	88	17	97.9%	100.0%
\$100,000-\$124,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
\$125,000-\$149,999	2	28.6%	285	142,450	142,450	195	195	98.2%	98.2%
\$150,000-\$174,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
\$175,000-\$199,999	1	14.3%	198	198,000	198,000	10	10	100.0%	100.0%
\$200,000-\$249,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
\$250,000-\$299,999	0	0.0%	0	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
\$400,000-\$499,999	0	0.0%	0	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
\$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	7	100.0%	782	111,700	92,000	107	24	98.3%	100.0%

CONTRACTS WRITTEN ANALYSIS

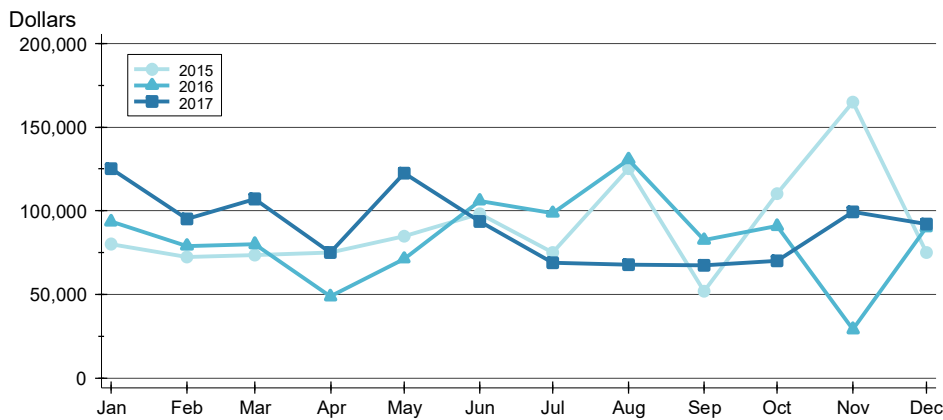
**PRATT/BARBER COUNCIL
ALL HOMES (NEW & EXISTING)
AS OF 1/8/2018**

AVERAGE PRICE



Month	2015	2016	2017
January	128,980	163,238	113,300
February	75,810	92,529	104,314
March	100,663	90,820	114,058
April	84,991	70,310	118,245
May	94,483	95,593	119,600
June	109,287	123,817	106,970
July	75,173	91,950	80,600
August	123,569	123,213	74,525
September	90,379	92,845	108,213
October	153,718	101,817	80,292
November	165,000	25,713	110,250
December	76,313	96,478	111,700

MEDIAN PRICE

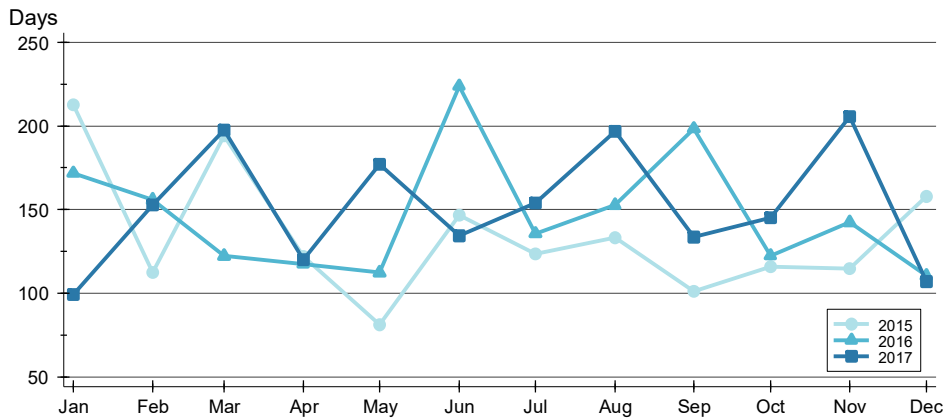


Month	2015	2016	2017
January	79,900	93,500	125,000
February	72,500	79,000	95,000
March	73,400	79,900	107,000
April	75,000	48,700	75,000
May	84,750	71,250	122,400
June	98,000	105,950	93,700
July	75,000	98,700	68,700
August	125,000	130,740	67,750
September	52,000	82,500	67,500
October	110,000	90,750	69,900
November	165,000	29,000	99,500
December	74,900	89,900	92,000

CONTRACTS WRITTEN ANALYSIS

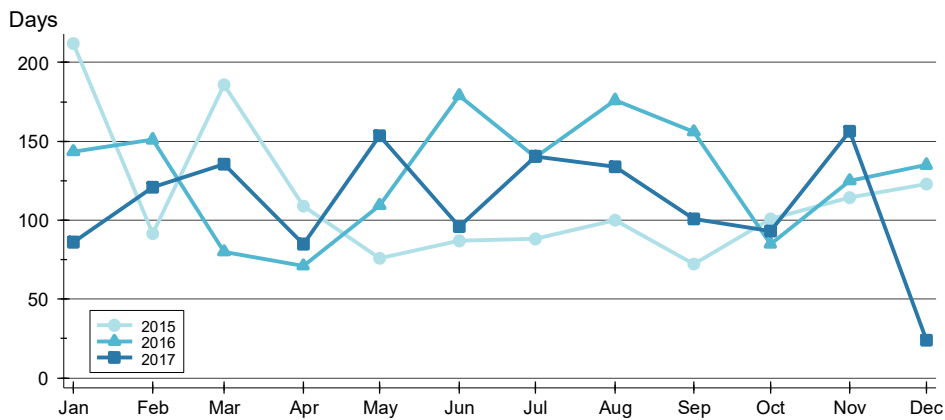
**PRATT/BARBER COUNCIL
ALL HOMES (NEW & EXISTING)
AS OF 1/8/2018**

AVERAGE DOM



Month	2015	2016	2017
January	213	172	99
February	112	156	153
March	194	122	197
April	122	117	120
May	81	112	177
June	147	224	134
July	124	136	154
August	133	153	197
September	101	198	134
October	116	122	145
November	115	142	206
December	158	110	107

MEDIAN DOM

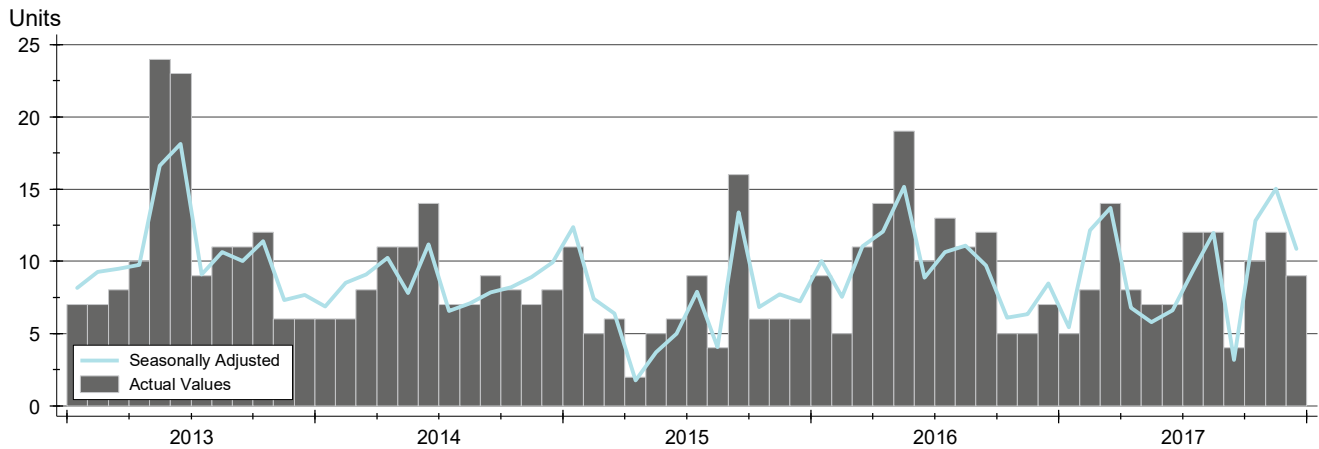


Month	2015	2016	2017
January	212	144	86
February	92	151	121
March	186	80	136
April	109	71	85
May	76	110	154
June	87	179	96
July	88	140	141
August	100	176	134
September	72	156	101
October	101	85	93
November	115	125	157
December	123	135	24

PENDING CONTRACTS ANALYSIS

PRATT/BARBER COUNCIL
ALL HOMES (NEW & EXISTING)
AS OF 1/8/2018

HISTORY >>



SUMMARY >>

Summary Statistics for Active Listings		End of December		
		2017	2016	Change
Active Listings		9	7	28.6%
Volume (1,000s)		1,026	782	31.1%
Average	List Price	113,989	111,771	2.0%
	Days on Market	86	67	27.2%
	Percent of Original	98.2%	97.8%	0.4%
Median	List Price	104,000	99,000	5.1%
	Days on Market	16	64	-75.0%
	Percent of Original	100.0%	100.0%	0.0%

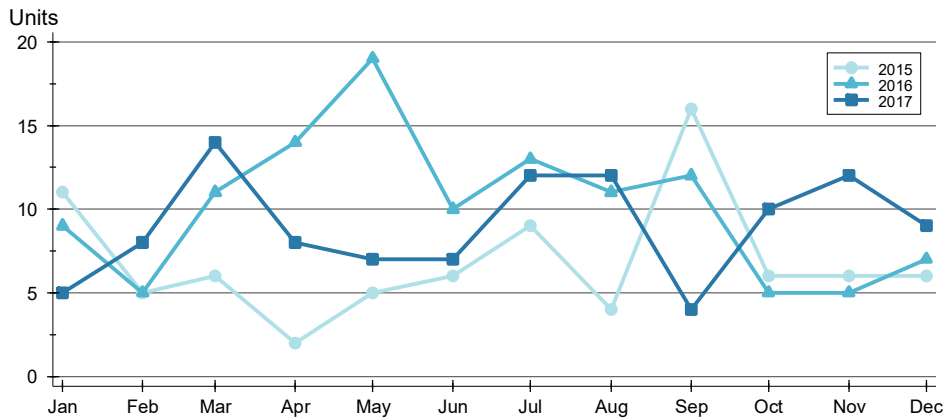
A total of 9 listings in Pratt and Barber Counties had contracts pending at the end of December, up from 7 contracts pending at the end of December 2016.

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

**PRATT/BARBER COUNCIL
ALL HOMES (NEW & EXISTING)
AS OF 1/8/2018**

BY MONTH >>



Month	2015	2016	2017
January	11	9	5
February	5	5	8
March	6	11	14
April	2	14	8
May	5	19	7
June	6	10	7
July	9	13	12
August	4	11	12
September	16	12	4
October	6	5	10
November	6	5	12
December	6	7	9

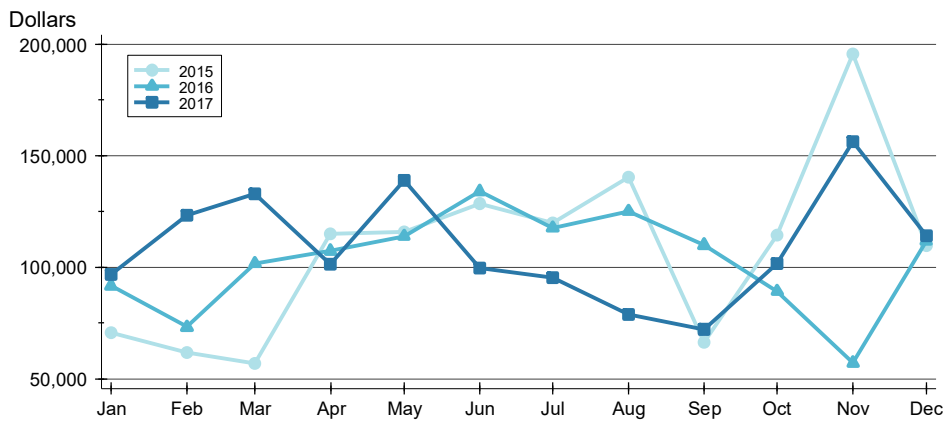
BY PRICE RANGE >>

Price Range	Contracts Written			List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median
Below \$25,000	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
\$25,000-\$49,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
\$50,000-\$99,999	4	44.4%	299	74,750	74,950	88	17	97.9%	100.0%
\$100,000-\$124,999	1	11.1%	104	104,000	104,000	16	16	95.9%	95.9%
\$125,000-\$149,999	3	33.3%	425	141,633	140,000	132	87	98.8%	100.0%
\$150,000-\$174,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
\$175,000-\$199,999	1	11.1%	198	198,000	198,000	10	10	100.0%	100.0%
\$200,000-\$249,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
\$250,000-\$299,999	0	0.0%	0	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
\$400,000-\$499,999	0	0.0%	0	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
\$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	9	100.0%	1,026	113,989	104,000	86	16	98.2%	100.0%

PENDING CONTRACTS ANALYSIS

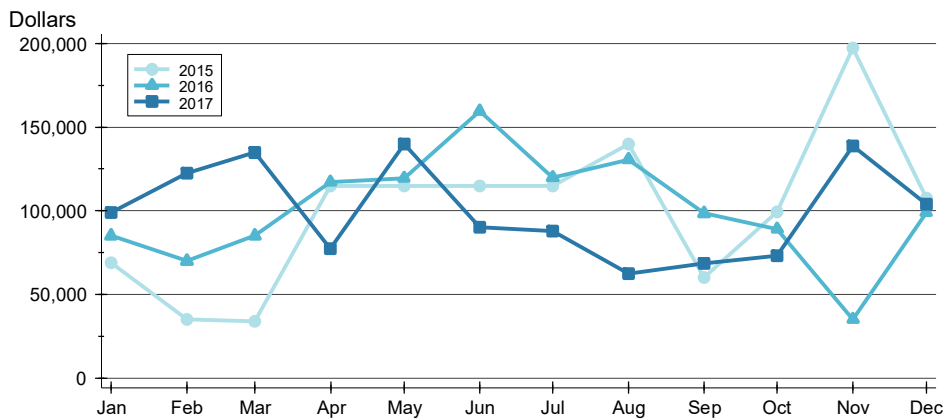
**PRATT/BARBER COUNCIL
ALL HOMES (NEW & EXISTING)
AS OF 1/8/2018**

AVERAGE PRICE



Month	2015	2016	2017
January	70,727	91,733	96,740
February	61,660	73,160	123,388
March	56,800	101,745	133,000
April	114,900	107,343	101,468
May	115,720	113,795	138,907
June	128,550	134,020	99,686
July	119,800	117,631	95,217
August	140,475	125,140	78,908
September	66,450	109,937	72,250
October	114,317	89,200	101,610
November	195,650	56,970	156,242
December	109,800	111,771	113,989

MEDIAN PRICE

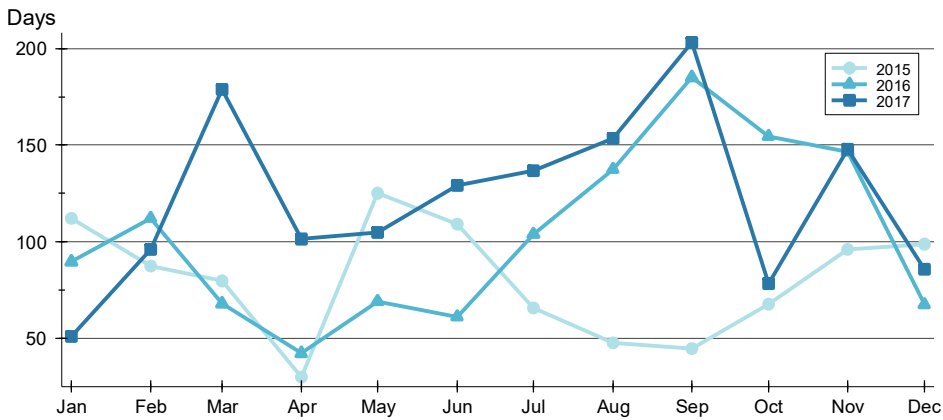


Month	2015	2016	2017
January	68,900	85,000	99,000
February	35,000	69,900	122,400
March	33,750	85,000	134,950
April	114,900	117,250	77,450
May	114,900	119,500	139,999
June	114,900	159,650	89,900
July	114,900	119,900	87,700
August	139,700	130,740	62,450
September	60,000	98,500	68,500
October	99,500	89,000	73,050
November	197,450	34,900	138,750
December	107,500	99,000	104,000

PENDING CONTRACTS ANALYSIS

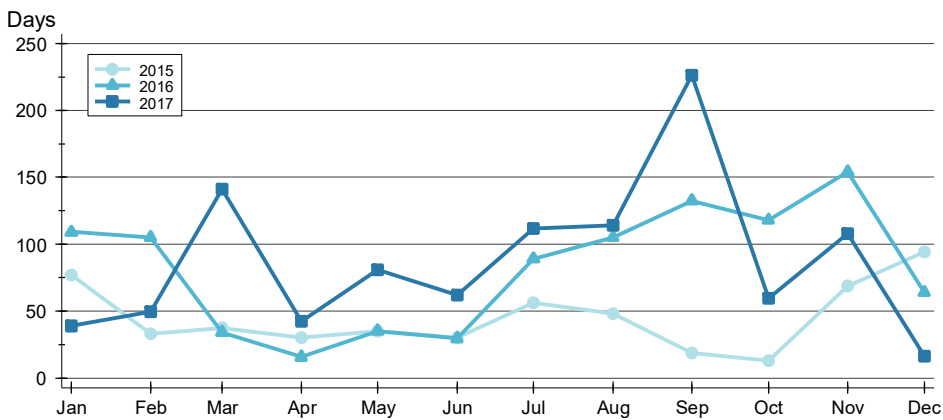
**PRATT/BARBER COUNCIL
ALL HOMES (NEW & EXISTING)
AS OF 1/8/2018**

AVERAGE DOM >>



Month	2015	2016	2017
January	112	90	51
February	87	112	96
March	80	68	179
April	30	42	101
May	125	69	105
June	109	61	129
July	66	104	137
August	48	137	153
September	45	185	203
October	68	155	78
November	96	147	148
December	99	67	86

MEDIAN DOM >>



Month	2015	2016	2017
January	77	109	39
February	33	105	50
March	38	34	141
April	30	16	42
May	35	35	81
June	30	30	62
July	56	89	112
August	48	105	114
September	19	133	227
October	13	118	60
November	69	154	108
December	95	64	16