



**SUNFLOWER**  
ASSOCIATION OF REALTORS®, INC.

## August 2022 Region Total Statistics

- Central Region Total (*print pages 2 through 23*)
- North Region Total (*print pages 24 through 45*)
- South Region Total (*print pages 46 through 67*)

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## Central Region Housing Report



### Market Overview

#### Central Region Home Sales Fell in August

Total home sales in Central Region fell last month to 269 units, compared to 281 units in August 2021. Total sales volume was \$52.3 million, down from a year earlier.

The median sale price in August was \$170,000, down from \$189,000 a year earlier. Homes that sold in August were typically on the market for 4 days and sold for 100.0% of their list prices.

#### Central Region Active Listings Down at End of August

The total number of active listings in Central Region at the end of August was 131 units, down from 162 at the same point in 2021. This represents a 0.6 months' supply of homes available for sale. The median list price of homes on the market at the end of August was \$199,900.

During August, a total of 243 contracts were written down from 283 in August 2021. At the end of the month, there were 256 contracts still pending.

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**August  
2022**

# Sunflower MLS Statistics



## Central Region Summary Statistics

August MLS Statistics Three-year History		Current Month			Year-to-Date		
		2022	2021	2020	2022	2021	2020
<b>Home Sales</b>		<b>269</b>	<b>281</b>	<b>281</b>	<b>1,860</b>	<b>1,961</b>	<b>1,880</b>
Change from prior year		-4.3%	0.0%	-9.1%	-5.2%	4.3%	2.4%
<b>Active Listings</b>		<b>131</b>	<b>162</b>	<b>184</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
Change from prior year		-19.1%	-12.0%	-54.3%			
<b>Months' Supply</b>		<b>0.6</b>	<b>0.7</b>	<b>0.8</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
Change from prior year		-14.3%	-12.5%	-55.6%			
<b>New Listings</b>		<b>243</b>	<b>288</b>	<b>301</b>	<b>2,068</b>	<b>2,301</b>	<b>2,277</b>
Change from prior year		-15.6%	-4.3%	-0.3%	-10.1%	1.1%	-4.3%
<b>Contracts Written</b>		<b>243</b>	<b>283</b>	<b>280</b>	<b>1,912</b>	<b>2,093</b>	<b>2,066</b>
Change from prior year		-14.1%	1.1%	22.3%	-8.6%	1.3%	7.4%
<b>Pending Contracts</b>		<b>256</b>	<b>345</b>	<b>347</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
Change from prior year		-25.8%	-0.6%	39.9%			
<b>Sales Volume (1,000s)</b>		<b>52,330</b>	<b>54,486</b>	<b>43,864</b>	<b>372,236</b>	<b>356,627</b>	<b>297,325</b>
Change from prior year		-4.0%	24.2%	-9.7%	4.4%	19.9%	10.2%
Average	<b>Sale Price</b>	<b>194,535</b>	<b>193,901</b>	<b>156,099</b>	<b>200,127</b>	<b>181,860</b>	<b>158,152</b>
	Change from prior year	0.3%	24.2%	-0.7%	10.0%	15.0%	7.6%
	<b>List Price of Actives</b>	<b>325,826</b>	<b>232,825</b>	<b>202,178</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
	Change from prior year	39.9%	15.2%	19.1%			
	<b>Days on Market</b>	<b>13</b>	<b>12</b>	<b>19</b>	<b>13</b>	<b>14</b>	<b>27</b>
Change from prior year	8.3%	-36.8%	-34.5%	-7.1%	-48.1%	-22.9%	
<b>Percent of List</b>	<b>99.1%</b>	<b>100.4%</b>	<b>98.6%</b>	<b>101.2%</b>	<b>100.8%</b>	<b>98.3%</b>	
Change from prior year	-1.3%	1.8%	1.0%	0.4%	2.5%	0.8%	
<b>Percent of Original</b>	<b>97.4%</b>	<b>99.7%</b>	<b>98.0%</b>	<b>100.0%</b>	<b>100.1%</b>	<b>97.0%</b>	
Change from prior year	-2.3%	1.7%	2.4%	-0.1%	3.2%	1.5%	
Median	<b>Sale Price</b>	<b>170,000</b>	<b>189,000</b>	<b>137,500</b>	<b>170,000</b>	<b>162,000</b>	<b>139,000</b>
	Change from prior year	-10.1%	37.5%	-1.7%	4.9%	16.5%	5.9%
	<b>List Price of Actives</b>	<b>199,900</b>	<b>170,000</b>	<b>129,950</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
	Change from prior year	17.6%	30.8%	0.0%			
	<b>Days on Market</b>	<b>4</b>	<b>3</b>	<b>3</b>	<b>3</b>	<b>3</b>	<b>6</b>
Change from prior year	33.3%	0.0%	-62.5%	0.0%	-50.0%	-45.5%	
<b>Percent of List</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	
Change from prior year	0.0%	0.0%	0.0%	0.0%	0.0%	0.7%	
<b>Percent of Original</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>99.5%</b>	
Change from prior year	0.0%	0.0%	1.6%	0.0%	0.5%	1.3%	

Note: Year-to-date statistics cannot be calculated for Active Listings, Months' Supply and Pending Contracts.



## Central Region Closed Listings Analysis

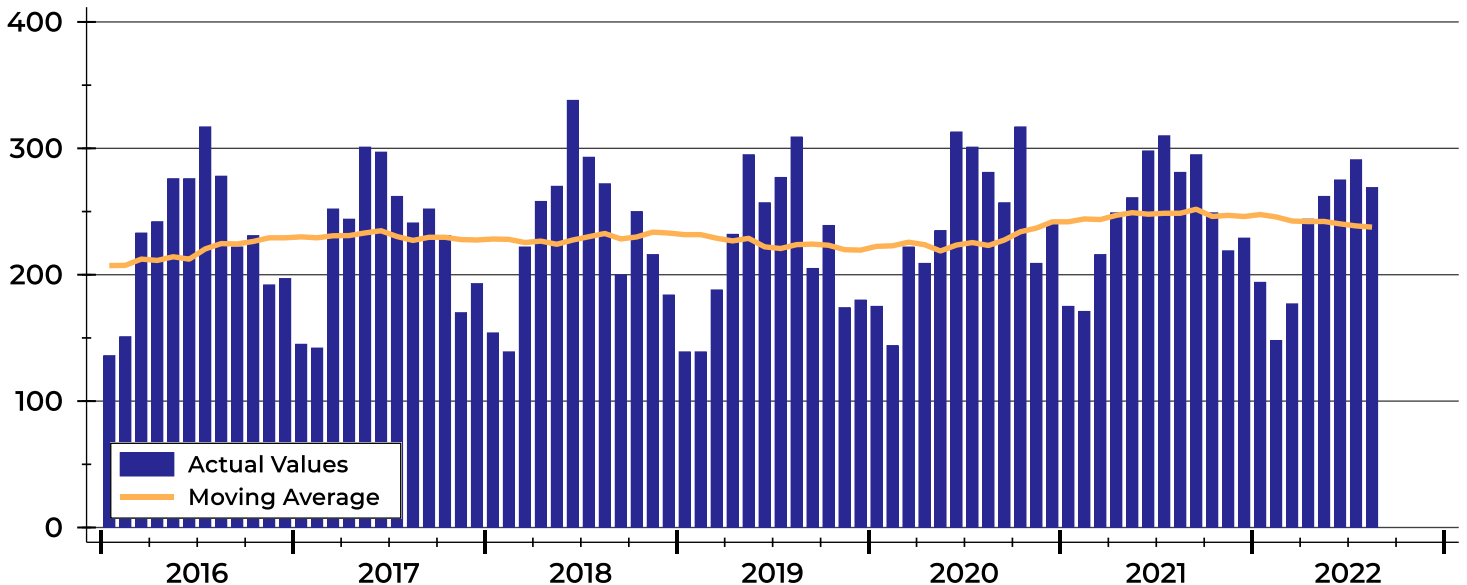
Summary Statistics for Closed Listings		2022	August 2021	Change	2022	Year-to-Date 2021	Change
Closed Listings		<b>269</b>	281	-4.3%	<b>1,860</b>	1,961	-5.2%
Volume (1,000s)		<b>52,330</b>	54,486	-4.0%	<b>372,236</b>	356,627	4.4%
Months' Supply		<b>0.6</b>	0.7	-14.3%	<b>N/A</b>	N/A	N/A
Average	Sale Price	<b>194,535</b>	193,901	0.3%	<b>200,127</b>	181,860	10.0%
	Days on Market	<b>13</b>	12	8.3%	<b>13</b>	14	-7.1%
	Percent of List	<b>99.1%</b>	100.4%	-1.3%	<b>101.2%</b>	100.8%	0.4%
	Percent of Original	<b>97.4%</b>	99.7%	-2.3%	<b>100.0%</b>	100.1%	-0.1%
Median	Sale Price	<b>170,000</b>	189,000	-10.1%	<b>170,000</b>	162,000	4.9%
	Days on Market	<b>4</b>	3	33.3%	<b>3</b>	3	0.0%
	Percent of List	<b>100.0%</b>	100.0%	0.0%	<b>100.0%</b>	100.0%	0.0%
	Percent of Original	<b>100.0%</b>	100.0%	0.0%	<b>100.0%</b>	100.0%	0.0%

A total of 269 homes sold in Central Region in August, down from 281 units in August 2021. Total sales volume fell to \$52.3 million compared to \$54.5 million in the previous year.

The median sales price in August was \$170,000, down 10.1% compared to the prior year. Median days on market was 4 days, up from 3 days in July, and up from 3 in August 2021.

## History of Closed Listings

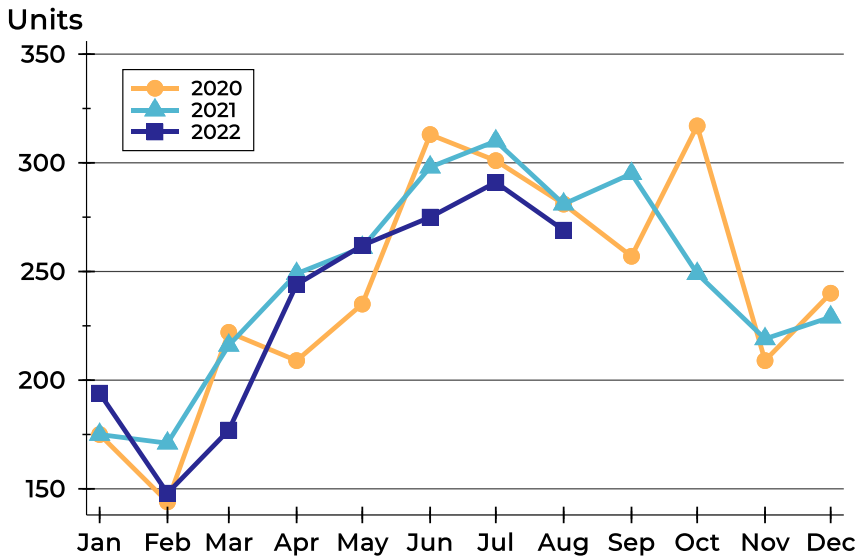
Units





## Central Region Closed Listings Analysis

### Closed Listings by Month



Month	2020	2021	2022
January	175	175	<b>194</b>
February	144	171	<b>148</b>
March	222	216	<b>177</b>
April	209	249	<b>244</b>
May	235	261	<b>262</b>
June	313	298	<b>275</b>
July	301	310	<b>291</b>
August	281	281	<b>269</b>
September	257	295	
October	317	249	
November	209	219	
December	240	229	

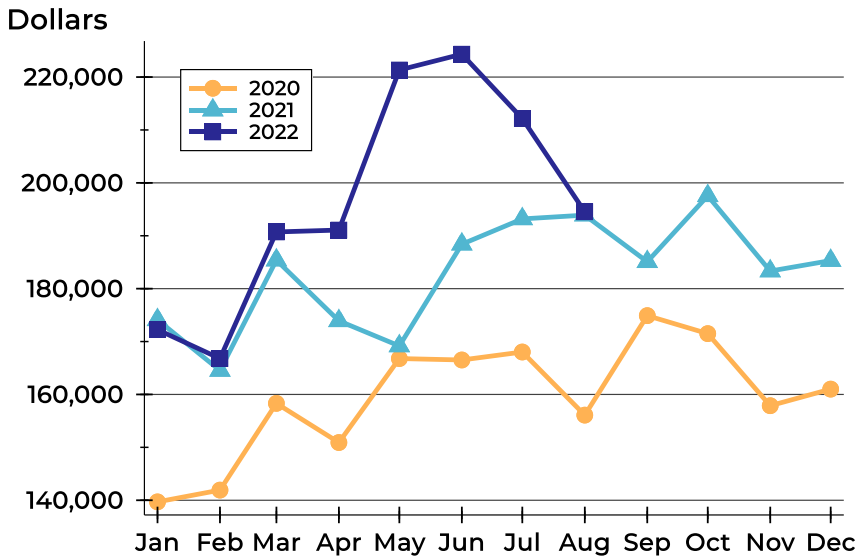
### Closed Listings by Price Range

Price Range	Sales		Months' Supply	Sale Price		Days on Market		Price as % of List		Price as % of Orig.	
	Number	Percent		Average	Median	Avg.	Med.	Avg.	Med.	Avg.	Med.
Below \$25,000	8	3.0%	0.3	15,612	14,167	21	15	62.1%	62.5%	57.8%	45.3%
\$25,000-\$49,999	9	3.3%	1.2	39,056	40,000	7	1	96.1%	96.2%	96.1%	96.2%
\$50,000-\$99,999	49	18.2%	0.5	72,839	72,500	16	5	97.7%	100.0%	95.4%	96.8%
\$100,000-\$124,999	15	5.6%	0.3	113,897	112,000	8	3	103.7%	102.2%	101.9%	101.7%
\$125,000-\$149,999	28	10.4%	0.6	138,463	139,900	8	3	103.6%	103.0%	102.7%	102.9%
\$150,000-\$174,999	27	10.0%	0.2	160,376	160,000	6	3	100.9%	101.4%	99.9%	100.0%
\$175,000-\$199,999	26	9.7%	0.3	184,756	185,000	11	6	100.5%	100.0%	99.0%	100.0%
\$200,000-\$249,999	34	12.6%	0.3	221,513	222,974	10	5	101.3%	101.7%	99.6%	100.5%
\$250,000-\$299,999	26	9.7%	0.4	272,990	272,500	11	5	99.9%	100.0%	99.5%	100.0%
\$300,000-\$399,999	26	9.7%	0.7	347,281	352,500	21	6	100.2%	100.0%	97.9%	100.0%
\$400,000-\$499,999	17	6.3%	1.2	443,194	450,000	33	9	98.2%	100.0%	95.4%	95.9%
\$500,000-\$749,999	4	1.5%	2.1	593,088	607,500	12	12	99.7%	99.3%	97.9%	98.9%
\$750,000-\$999,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A



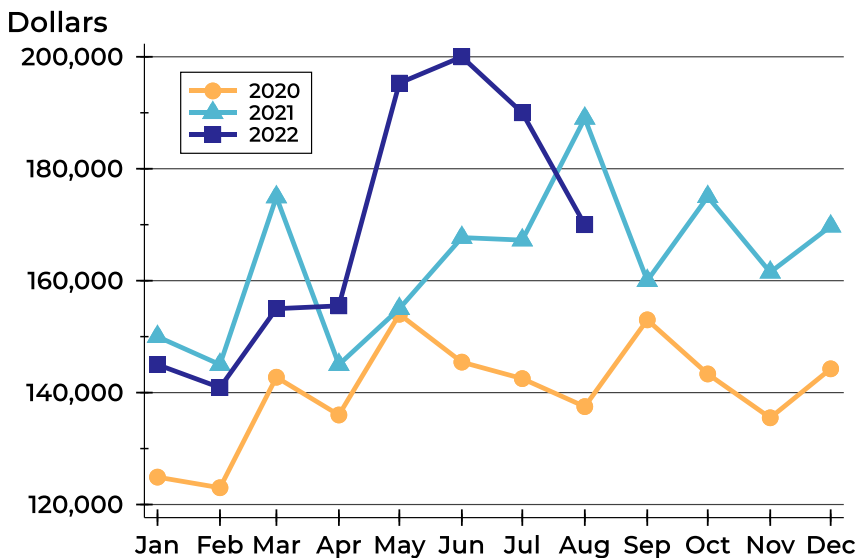
## Central Region Closed Listings Analysis

### Average Price



Month	2020	2021	2022
<b>January</b>	139,694	174,105	<b>172,251</b>
<b>February</b>	141,918	164,536	<b>166,789</b>
<b>March</b>	158,318	185,394	<b>190,723</b>
<b>April</b>	150,914	173,922	<b>191,081</b>
<b>May</b>	166,791	169,166	<b>221,340</b>
<b>June</b>	166,516	188,404	<b>224,334</b>
<b>July</b>	168,026	193,187	<b>212,164</b>
<b>August</b>	156,099	193,901	<b>194,535</b>
<b>September</b>	174,902	185,089	
<b>October</b>	171,500	197,554	
<b>November</b>	157,876	183,332	
<b>December</b>	161,010	185,311	

### Median Price

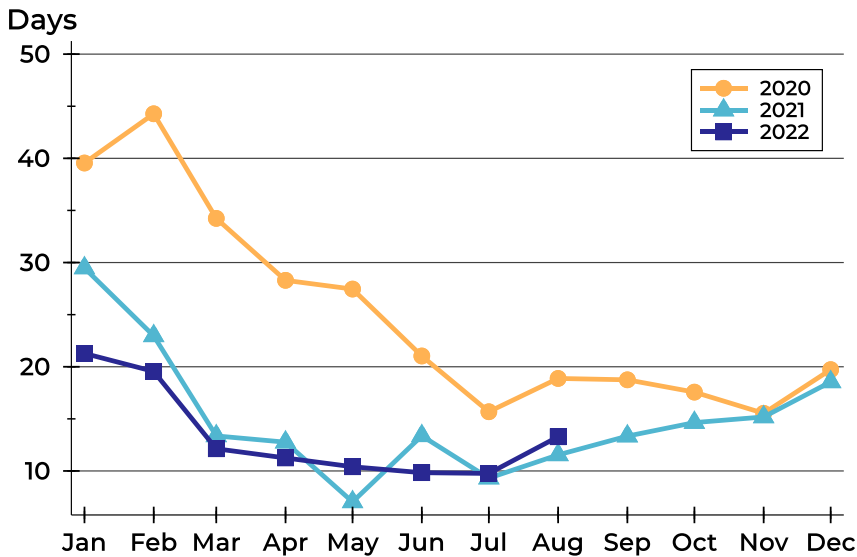


Month	2020	2021	2022
<b>January</b>	124,900	150,000	<b>145,000</b>
<b>February</b>	123,000	145,010	<b>140,900</b>
<b>March</b>	142,750	174,950	<b>155,000</b>
<b>April</b>	136,000	145,000	<b>155,500</b>
<b>May</b>	154,000	155,000	<b>195,300</b>
<b>June</b>	145,450	167,700	<b>200,000</b>
<b>July</b>	142,500	167,250	<b>190,000</b>
<b>August</b>	137,500	189,000	<b>170,000</b>
<b>September</b>	153,000	160,000	
<b>October</b>	143,334	175,000	
<b>November</b>	135,500	161,500	
<b>December</b>	144,250	169,727	



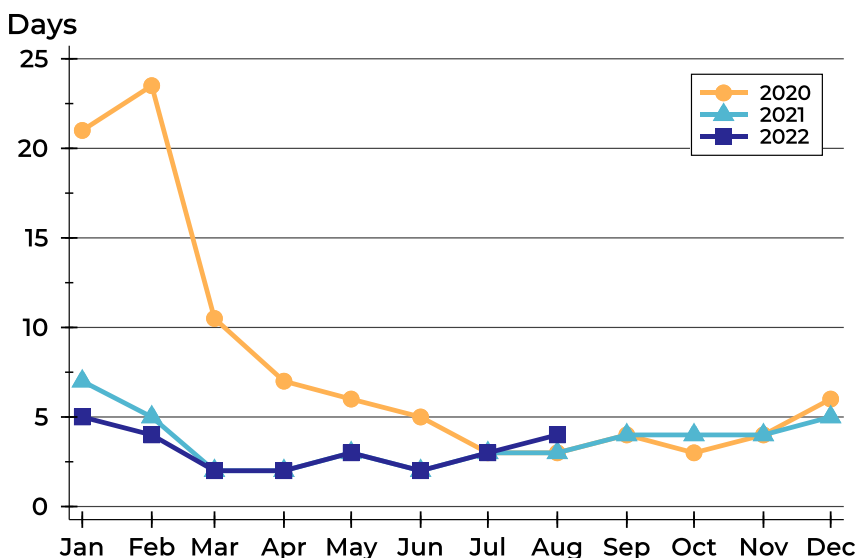
## Central Region Closed Listings Analysis

### Average DOM



Month	2020	2021	2022
January	40	29	<b>21</b>
February	44	23	<b>20</b>
March	34	13	<b>12</b>
April	28	13	<b>11</b>
May	27	7	<b>10</b>
June	21	13	<b>10</b>
July	16	9	<b>10</b>
August	19	12	<b>13</b>
September	19	13	
October	18	15	
November	16	15	
December	20	19	

### Median DOM



Month	2020	2021	2022
January	21	7	<b>5</b>
February	24	5	<b>4</b>
March	11	2	<b>2</b>
April	7	2	<b>2</b>
May	6	3	<b>3</b>
June	5	2	<b>2</b>
July	3	3	<b>3</b>
August	3	3	<b>4</b>
September	4	4	
October	3	4	
November	4	4	
December	6	5	



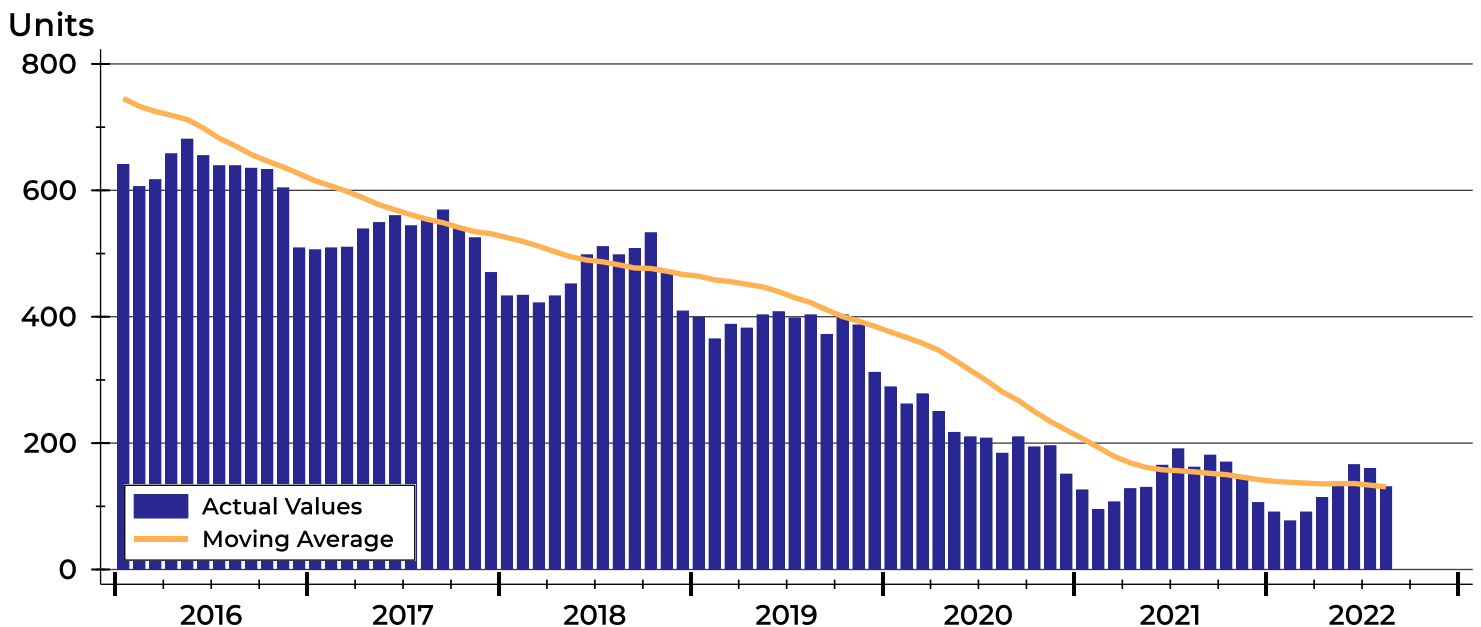
## Central Region Active Listings Analysis

Summary Statistics for Active Listings		2022	End of August 2021	Change
Active Listings		<b>131</b>	162	-19.1%
Volume (1,000s)		<b>42,683</b>	37,718	13.2%
Months' Supply		<b>0.6</b>	0.7	-14.3%
Average	List Price	<b>325,826</b>	232,825	39.9%
	Days on Market	<b>50</b>	51	-2.0%
	Percent of Original	<b>97.1%</b>	97.1%	0.0%
Median	List Price	<b>199,900</b>	170,000	17.6%
	Days on Market	<b>21</b>	29	-27.6%
	Percent of Original	<b>100.0%</b>	100.0%	0.0%

A total of 131 homes were available for sale in Central Region at the end of August. This represents a 0.6 months' supply of active listings.

The median list price of homes on the market at the end of August was \$199,900, up 17.6% from 2021. The typical time on market for active listings was 21 days, down from 29 days a year earlier.

## History of Active Listings

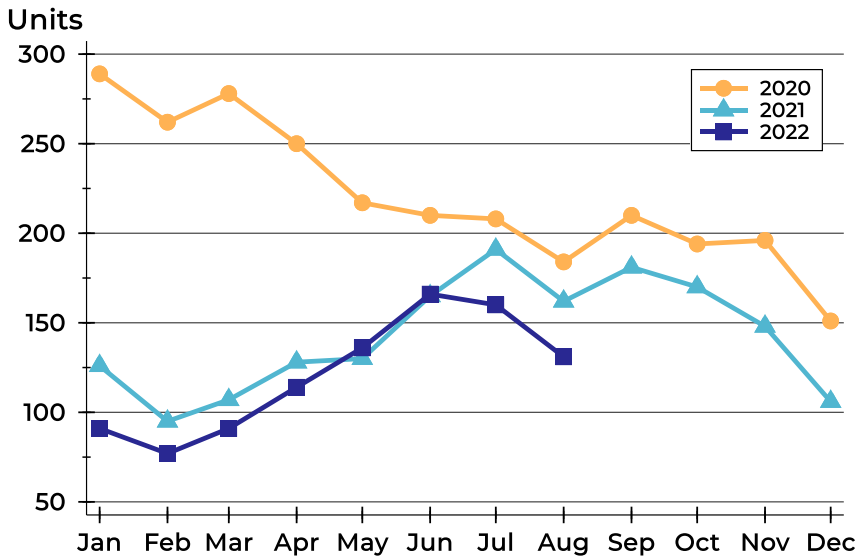






## Central Region Active Listings Analysis

### Active Listings by Month



Month	2020	2021	2022
<b>January</b>	289	126	<b>91</b>
<b>February</b>	262	95	<b>77</b>
<b>March</b>	278	107	<b>91</b>
<b>April</b>	250	128	<b>114</b>
<b>May</b>	217	130	<b>136</b>
<b>June</b>	210	165	<b>166</b>
<b>July</b>	208	191	<b>160</b>
<b>August</b>	184	162	<b>131</b>
<b>September</b>	210	181	
<b>October</b>	194	170	
<b>November</b>	196	148	
<b>December</b>	151	106	

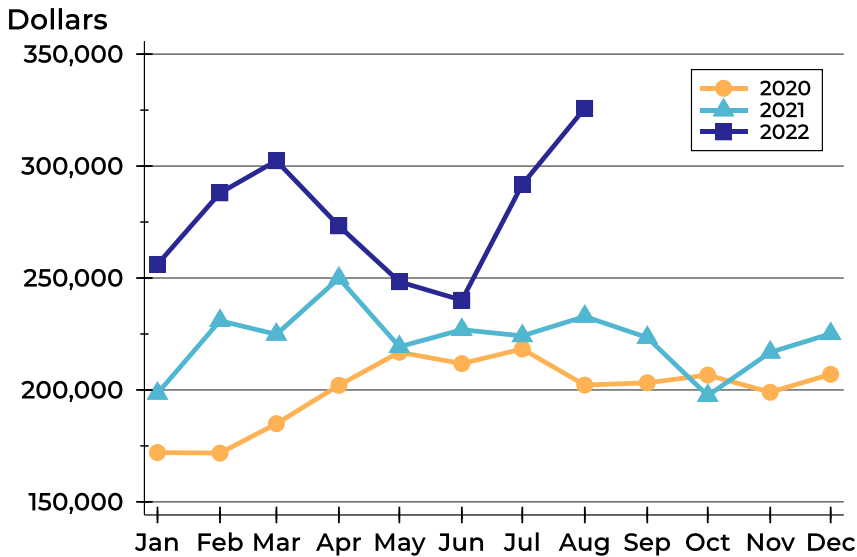
### Active Listings by Price Range

Price Range	Active Listings Number	Percent	Months' Supply	List Price Average	Median	Days on Market Avg.	Med.	Price as % of Orig. Avg.	Med.
Below \$25,000	1	0.8%	0.3	7,900	7,900	164	164	22.6%	22.6%
\$25,000-\$49,999	12	9.2%	1.2	38,950	39,975	43	19	96.1%	100.0%
\$50,000-\$99,999	21	16.0%	0.5	76,993	78,000	52	27	96.3%	100.0%
\$100,000-\$124,999	6	4.6%	0.3	113,650	113,500	40	16	98.9%	100.0%
\$125,000-\$149,999	15	11.5%	0.6	135,893	135,000	21	9	98.3%	100.0%
\$150,000-\$174,999	5	3.8%	0.2	158,300	157,500	15	19	98.4%	100.0%
\$175,000-\$199,999	6	4.6%	0.3	188,383	189,000	61	34	94.4%	100.0%
\$200,000-\$249,999	10	7.6%	0.3	220,470	219,950	20	15	99.6%	100.0%
\$250,000-\$299,999	10	7.6%	0.4	281,675	281,250	31	21	97.6%	98.8%
\$300,000-\$399,999	17	13.0%	0.7	351,665	349,900	89	28	97.4%	100.0%
\$400,000-\$499,999	13	9.9%	1.2	466,915	479,000	62	13	100.2%	100.0%
\$500,000-\$749,999	11	8.4%	2.1	612,209	590,000	65	65	98.5%	100.0%
\$750,000-\$999,999	2	1.5%	N/A	872,500	872,500	34	34	94.2%	94.2%
\$1,000,000 and up	2	1.5%	N/A	5,200,000	5,200,000	79	79	100.0%	100.0%



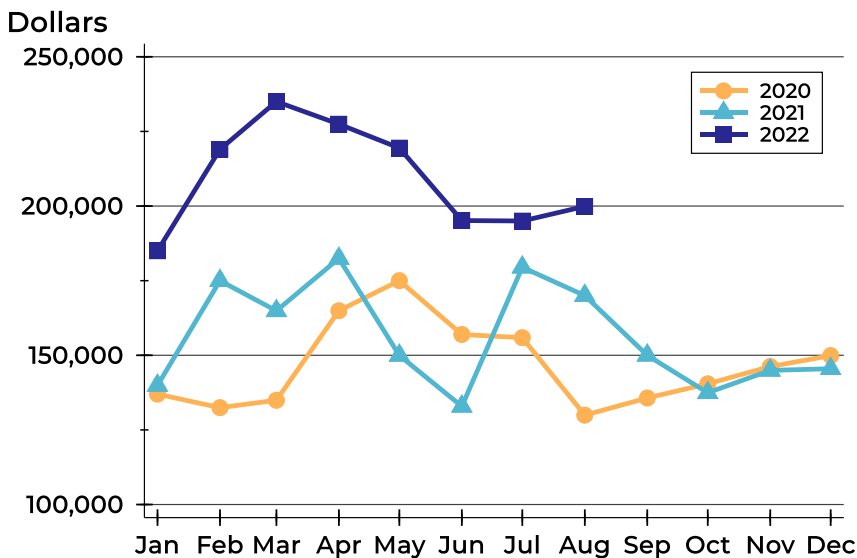
## Central Region Active Listings Analysis

### Average Price



Month	2020	2021	2022
January	172,033	198,444	<b>256,111</b>
February	171,788	230,913	<b>288,004</b>
March	184,917	224,819	<b>302,357</b>
April	202,058	249,896	<b>273,269</b>
May	216,849	219,300	<b>248,326</b>
June	211,772	226,905	<b>240,087</b>
July	218,300	224,147	<b>291,803</b>
August	202,178	232,825	<b>325,826</b>
September	203,198	223,398	
October	206,650	197,471	
November	198,977	216,817	
December	206,988	225,089	

### Median Price

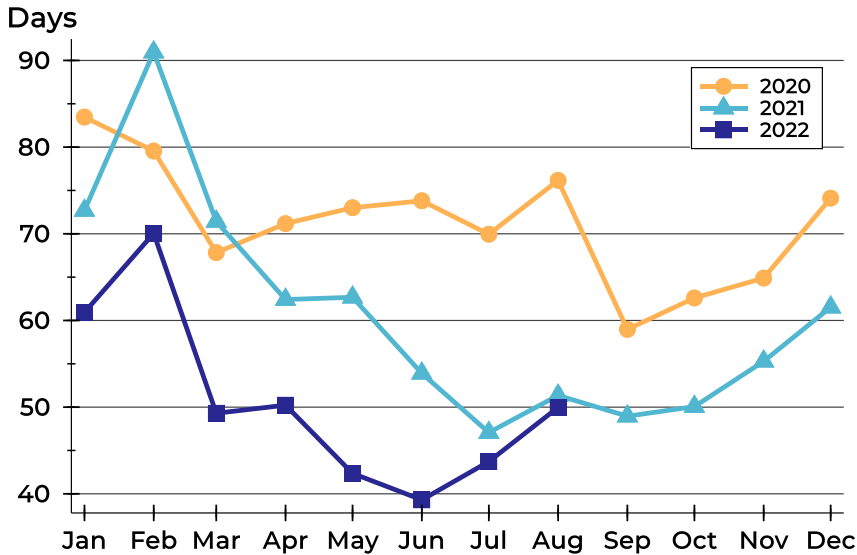


Month	2020	2021	2022
January	137,000	139,900	<b>185,000</b>
February	132,450	175,000	<b>219,000</b>
March	134,950	164,900	<b>235,000</b>
April	164,925	182,450	<b>227,450</b>
May	175,000	149,950	<b>219,450</b>
June	156,975	132,900	<b>195,150</b>
July	155,900	179,500	<b>195,000</b>
August	129,950	170,000	<b>199,900</b>
September	135,700	150,000	
October	140,450	137,450	
November	146,225	144,950	
December	149,900	145,500	



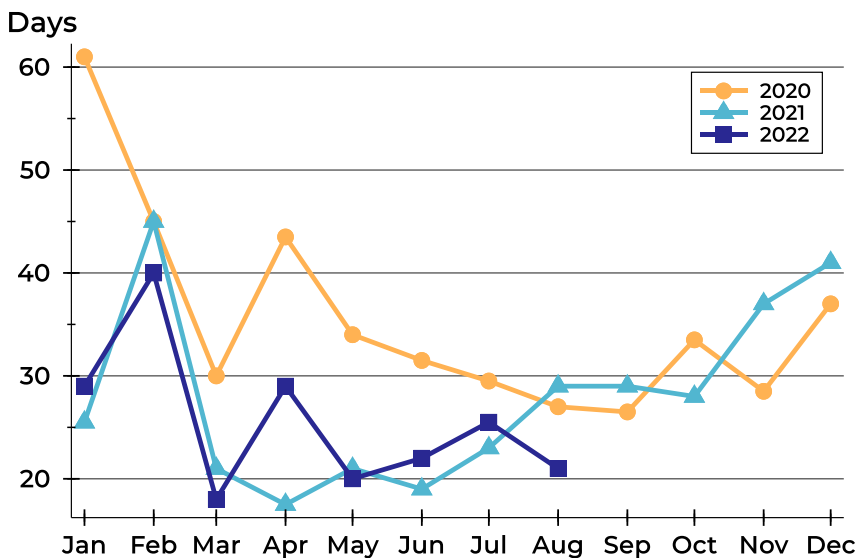
## Central Region Active Listings Analysis

### Average DOM



Month	2020	2021	2022
January	83	73	<b>61</b>
February	80	91	<b>70</b>
March	68	71	<b>49</b>
April	71	62	<b>50</b>
May	73	63	<b>42</b>
June	74	54	<b>39</b>
July	70	47	<b>44</b>
August	76	51	<b>50</b>
September	59	49	
October	63	50	
November	65	55	
December	74	62	

### Median DOM

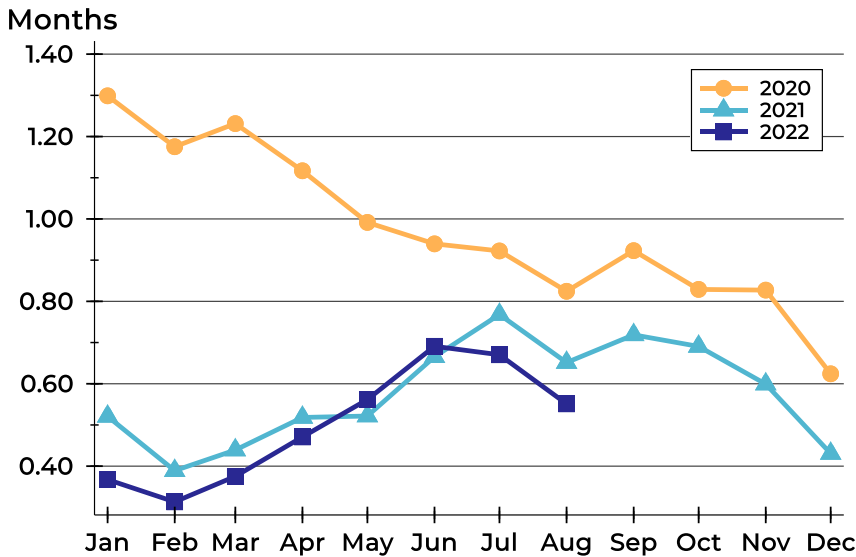


Month	2020	2021	2022
January	61	26	<b>29</b>
February	45	45	<b>40</b>
March	30	21	<b>18</b>
April	44	18	<b>29</b>
May	34	21	<b>20</b>
June	32	19	<b>22</b>
July	30	23	<b>26</b>
August	27	29	<b>21</b>
September	27	29	
October	34	28	
November	29	37	
December	37	41	



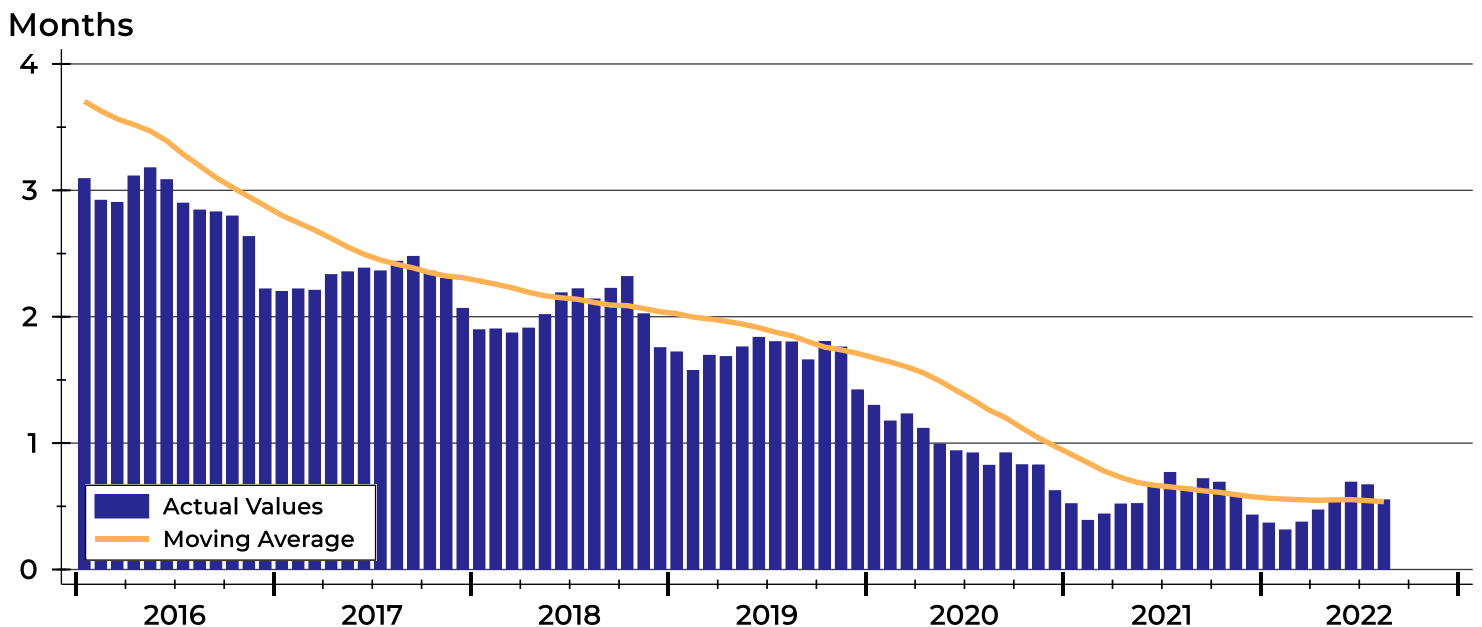
## Central Region Months' Supply Analysis

### Months' Supply by Month



Month	2020	2021	2022
January	1.3	0.5	<b>0.4</b>
February	1.2	0.4	<b>0.3</b>
March	1.2	0.4	<b>0.4</b>
April	1.1	0.5	<b>0.5</b>
May	1.0	0.5	<b>0.6</b>
June	0.9	0.7	<b>0.7</b>
July	0.9	0.8	<b>0.7</b>
August	0.8	0.7	<b>0.6</b>
September	0.9	0.7	
October	0.8	0.7	
November	0.8	0.6	
December	0.6	0.4	

### History of Month's Supply





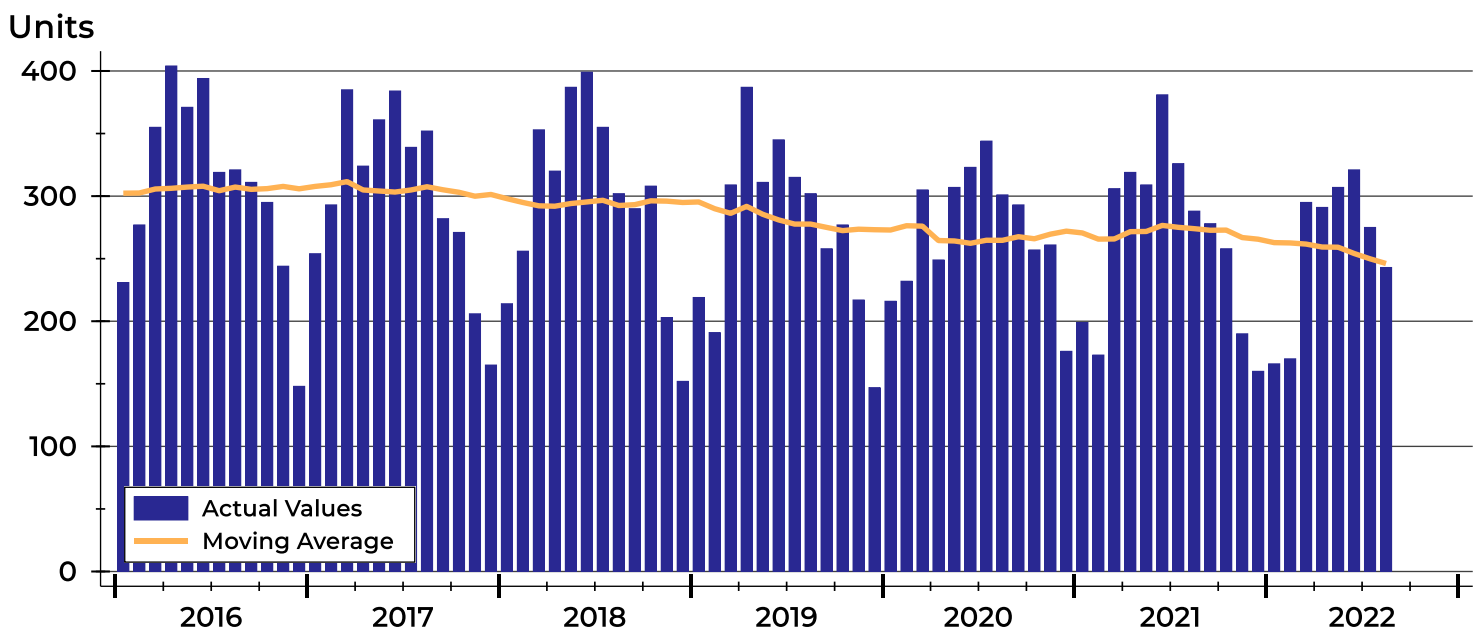
## Central Region New Listings Analysis

Summary Statistics for New Listings		2022	August 2021	Change
Current Month	New Listings	<b>243</b>	288	-15.6%
	Volume (1,000s)	<b>51,164</b>	52,723	-3.0%
	Average List Price	<b>210,552</b>	183,067	15.0%
	Median List Price	<b>169,000</b>	154,950	9.1%
Year-to-Date	New Listings	<b>2,068</b>	2,301	-10.1%
	Volume (1,000s)	<b>435,334</b>	424,660	2.5%
	Average List Price	<b>210,510</b>	184,555	14.1%
	Median List Price	<b>174,900</b>	159,900	9.4%

A total of 243 new listings were added in Central Region during August, down 15.6% from the same month in 2021. Year-to-date Central Region has seen 2,068 new listings.

The median list price of these homes was \$169,000 up from \$154,950 in 2021.

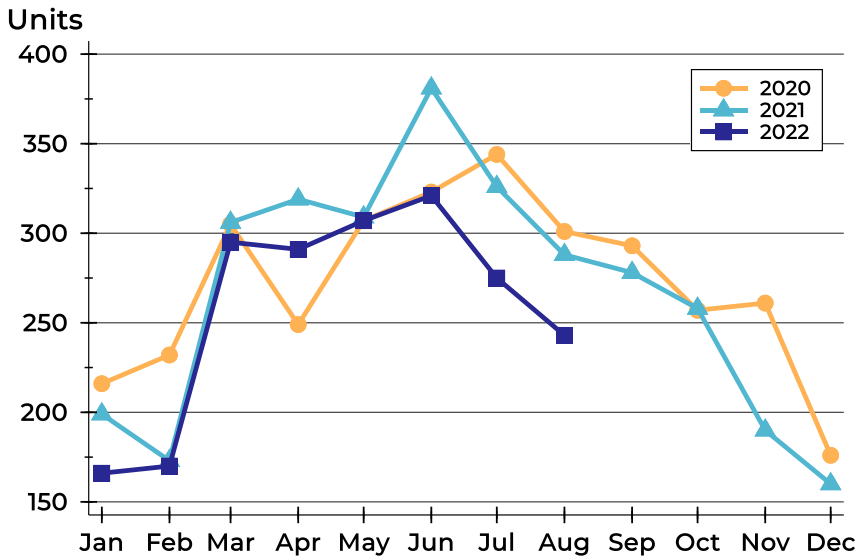
## History of New Listings





## Central Region New Listings Analysis

### New Listings by Month



Month	2020	2021	2022
<b>January</b>	216	199	<b>166</b>
<b>February</b>	232	173	<b>170</b>
<b>March</b>	305	306	<b>295</b>
<b>April</b>	249	319	<b>291</b>
<b>May</b>	307	309	<b>307</b>
<b>June</b>	323	381	<b>321</b>
<b>July</b>	344	326	<b>275</b>
<b>August</b>	301	288	<b>243</b>
<b>September</b>	293	278	
<b>October</b>	257	258	
<b>November</b>	261	190	
<b>December</b>	176	160	

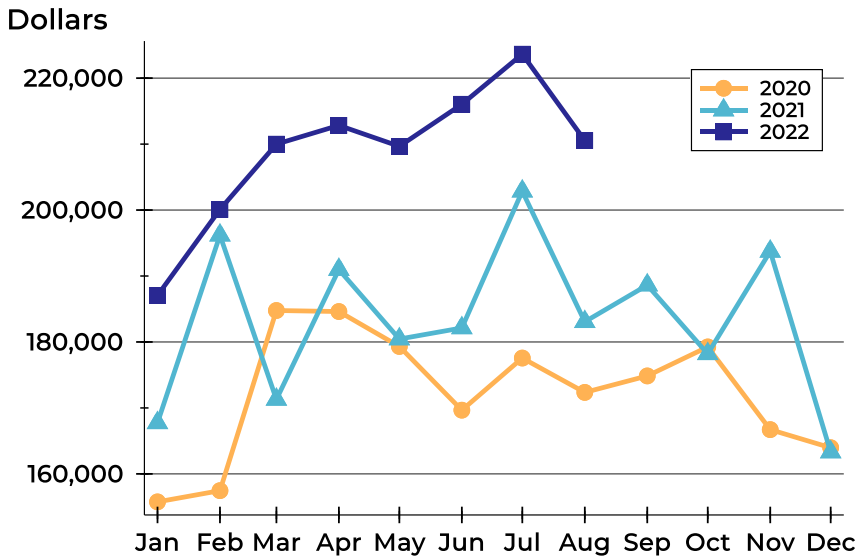
### New Listings by Price Range

Price Range	New Listings		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	3	1.2%	18,500	20,000	5	0	83.3%	100.0%
\$25,000-\$49,999	11	4.5%	38,705	39,900	10	8	98.5%	100.0%
\$50,000-\$99,999	34	14.0%	81,257	85,000	11	7	99.1%	100.0%
\$100,000-\$124,999	28	11.5%	115,877	116,750	6	3	99.6%	100.0%
\$125,000-\$149,999	28	11.5%	136,554	135,000	8	4	100.6%	100.0%
\$150,000-\$174,999	25	10.3%	161,648	164,900	8	4	99.2%	100.0%
\$175,000-\$199,999	15	6.2%	184,520	179,900	5	5	98.2%	100.0%
\$200,000-\$249,999	25	10.3%	228,876	230,000	10	4	99.2%	100.0%
\$250,000-\$299,999	27	11.1%	276,765	279,900	8	6	99.3%	100.0%
\$300,000-\$399,999	25	10.3%	342,224	334,950	11	7	98.2%	100.0%
\$400,000-\$499,999	12	4.9%	457,783	462,450	9	8	100.0%	100.0%
\$500,000-\$749,999	8	3.3%	625,588	624,950	16	16	99.9%	100.0%
\$750,000-\$999,999	2	0.8%	897,389	897,389	22	22	94.2%	94.2%
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



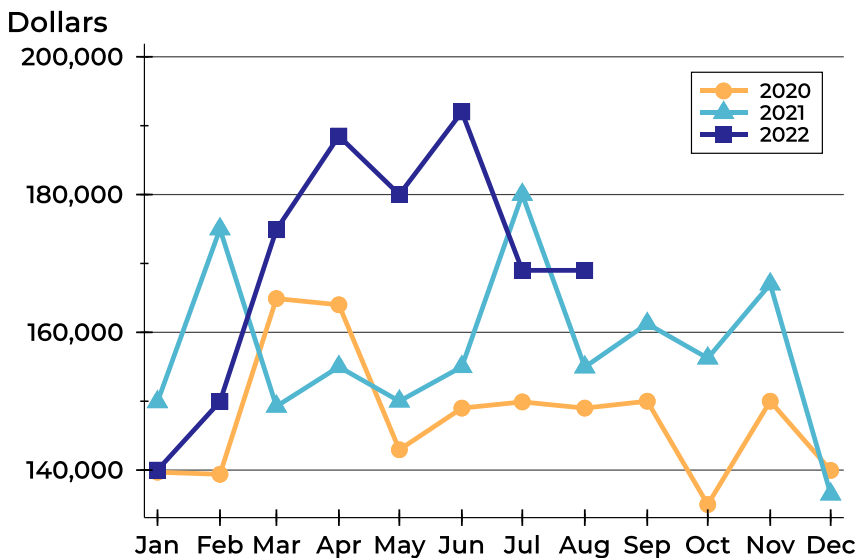
## Central Region New Listings Analysis

### Average Price



Month	2020	2021	2022
<b>January</b>	155,757	167,738	<b>187,057</b>
<b>February</b>	157,457	196,183	<b>200,090</b>
<b>March</b>	184,771	171,288	<b>210,000</b>
<b>April</b>	184,616	190,982	<b>212,839</b>
<b>May</b>	179,319	180,446	<b>209,663</b>
<b>June</b>	169,663	182,130	<b>216,042</b>
<b>July</b>	177,563	202,855	<b>223,640</b>
<b>August</b>	172,357	183,067	<b>210,552</b>
<b>September</b>	174,855	188,621	
<b>October</b>	179,248	178,204	
<b>November</b>	166,714	193,739	
<b>December</b>	163,968	163,310	

### Median Price



Month	2020	2021	2022
<b>January</b>	139,700	149,900	<b>140,000</b>
<b>February</b>	139,389	175,000	<b>149,950</b>
<b>March</b>	164,900	149,250	<b>174,900</b>
<b>April</b>	164,000	155,000	<b>188,500</b>
<b>May</b>	142,950	150,000	<b>180,000</b>
<b>June</b>	149,000	155,000	<b>192,000</b>
<b>July</b>	149,900	180,000	<b>169,000</b>
<b>August</b>	149,000	154,950	<b>169,000</b>
<b>September</b>	150,000	161,250	
<b>October</b>	135,000	156,250	
<b>November</b>	150,000	167,000	
<b>December</b>	139,950	136,500	



## Central Region Contracts Written Analysis

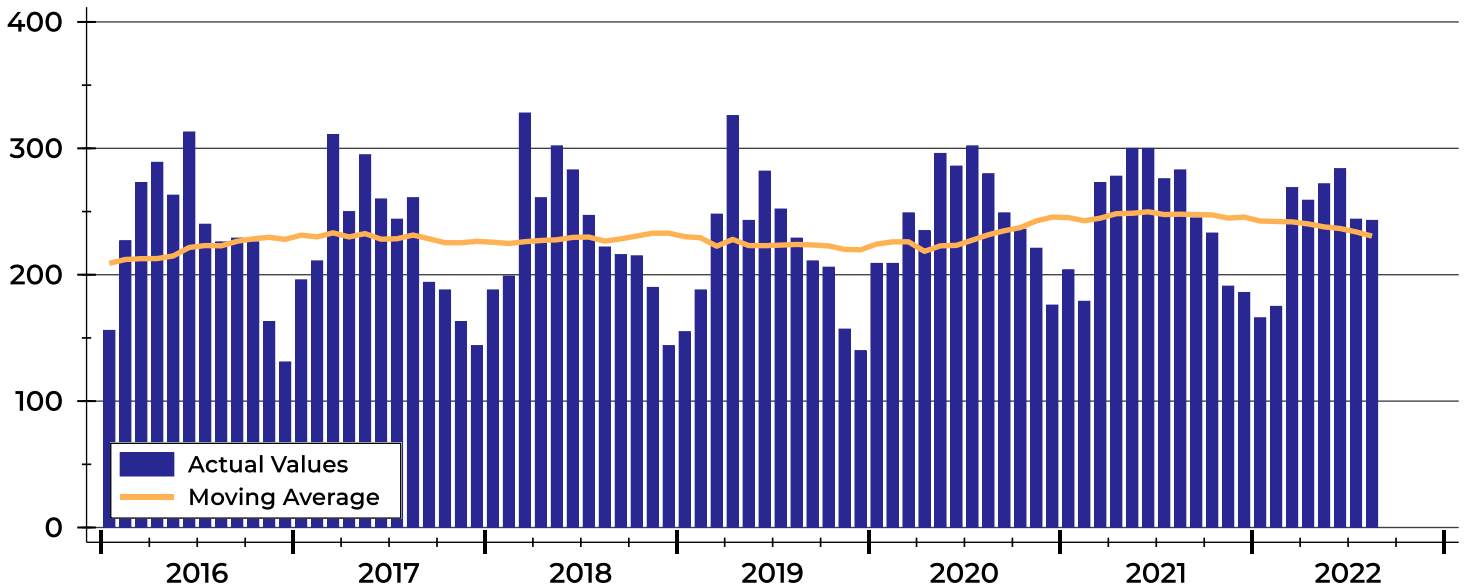
Summary Statistics for Contracts Written		2022	August 2021	Change	2022	Year-to-Date 2021	Change
Contracts Written		<b>243</b>	283	-14.1%	<b>1,912</b>	2,093	-8.6%
Volume (1,000s)		<b>48,505</b>	49,182	-1.4%	<b>382,086</b>	382,548	-0.1%
Average	Sale Price	<b>199,611</b>	173,790	14.9%	<b>199,836</b>	182,775	9.3%
	Days on Market	<b>14</b>	13	7.7%	<b>12</b>	13	-7.7%
	Percent of Original	<b>97.4%</b>	98.4%	-1.0%	<b>100.0%</b>	100.2%	-0.2%
Median	Sale Price	<b>170,000</b>	155,000	9.7%	<b>169,900</b>	159,900	6.3%
	Days on Market	<b>5</b>	4	25.0%	<b>3</b>	3	0.0%
	Percent of Original	<b>100.0%</b>	100.0%	0.0%	<b>100.0%</b>	100.0%	0.0%

A total of 243 contracts for sale were written in Central Region during the month of August, down from 283 in 2021. The median list price of these homes was \$170,000, up from \$155,000 the prior year.

Half of the homes that went under contract in August were on the market less than 5 days, compared to 4 days in August 2021.

## History of Contracts Written

Units

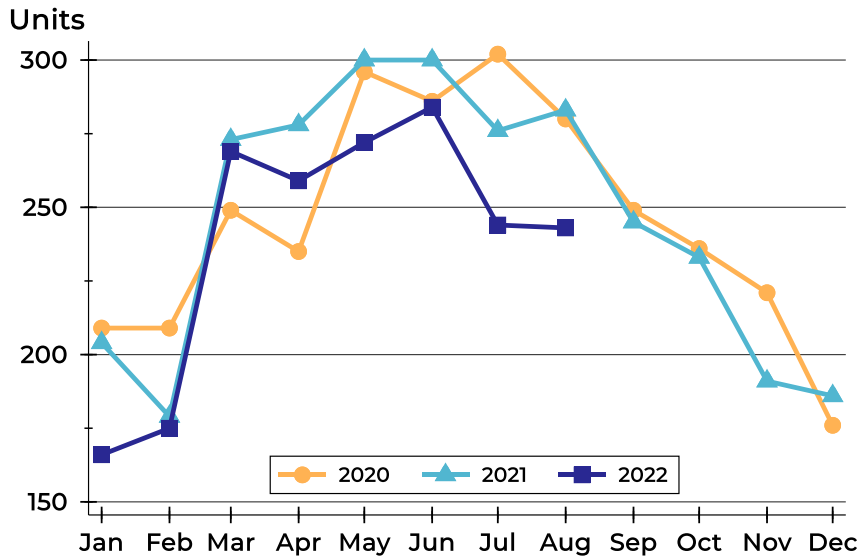






## Central Region Contracts Written Analysis

### Contracts Written by Month



Month	2020	2021	2022
January	209	204	<b>166</b>
February	209	179	<b>175</b>
March	249	273	<b>269</b>
April	235	278	<b>259</b>
May	296	300	<b>272</b>
June	286	300	<b>284</b>
July	302	276	<b>244</b>
August	280	283	<b>243</b>
September	249	245	
October	236	233	
November	221	191	
December	176	186	

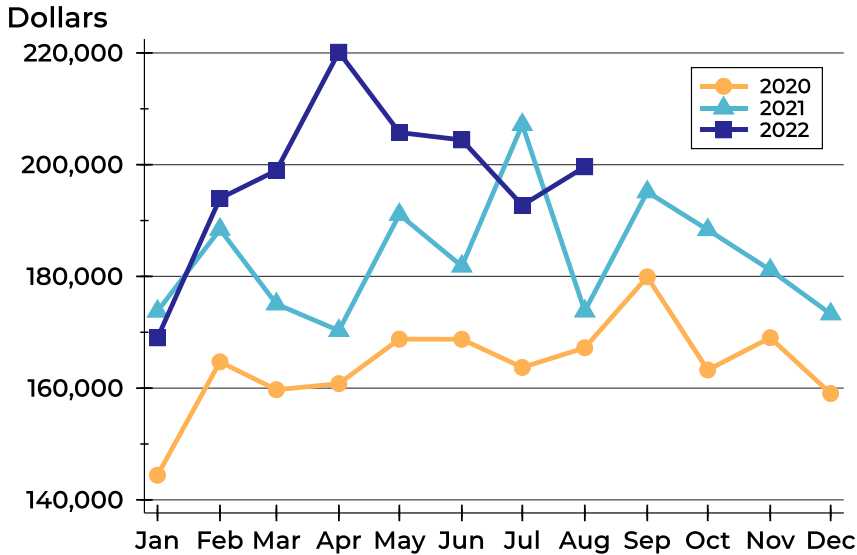
### Contracts Written by Price Range

Price Range	Contracts Written		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	3	1.2%	17,333	19,999	29	0	63.5%	50.0%
\$25,000-\$49,999	6	2.5%	34,875	37,925	22	7	91.1%	93.6%
\$50,000-\$99,999	40	16.5%	81,240	84,950	19	7	96.8%	100.0%
\$100,000-\$124,999	28	11.5%	115,163	115,000	7	3	98.4%	100.0%
\$125,000-\$149,999	23	9.5%	135,587	135,000	13	4	99.9%	100.0%
\$150,000-\$174,999	25	10.3%	161,748	164,900	10	4	99.2%	100.0%
\$175,000-\$199,999	26	10.7%	187,211	186,389	18	9	97.0%	100.0%
\$200,000-\$249,999	25	10.3%	230,920	233,000	12	5	98.0%	100.0%
\$250,000-\$299,999	29	11.9%	274,076	275,000	13	6	98.6%	100.0%
\$300,000-\$399,999	25	10.3%	340,798	329,900	19	7	96.8%	97.3%
\$400,000-\$499,999	6	2.5%	455,783	457,450	5	4	100.0%	100.0%
\$500,000-\$749,999	5	2.1%	612,940	599,900	12	12	99.3%	100.0%
\$750,000-\$999,999	2	0.8%	849,889	849,889	40	40	87.5%	87.5%
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



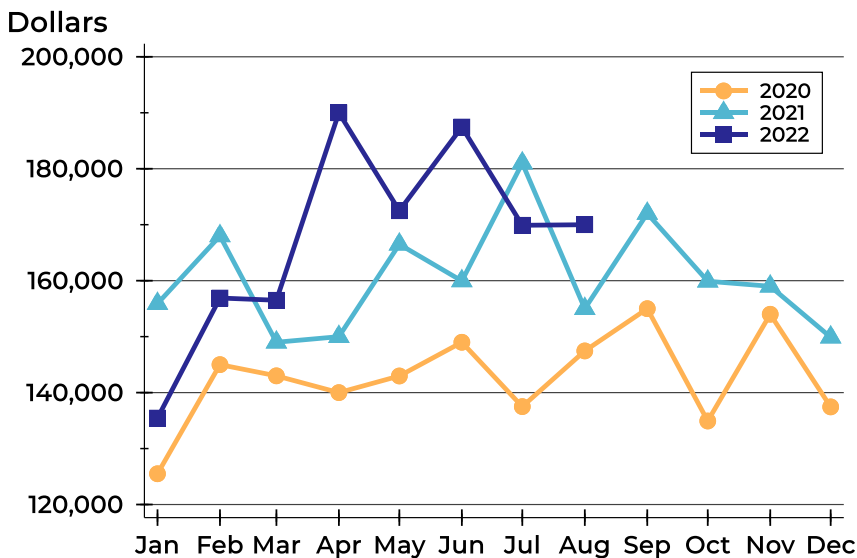
## Central Region Contracts Written Analysis

### Average Price



Month	2020	2021	2022
<b>January</b>	144,414	173,769	<b>168,995</b>
<b>February</b>	164,713	188,428	<b>193,967</b>
<b>March</b>	159,714	175,063	<b>198,943</b>
<b>April</b>	160,796	170,296	<b>220,145</b>
<b>May</b>	168,773	191,077	<b>205,760</b>
<b>June</b>	168,752	181,836	<b>204,428</b>
<b>July</b>	163,705	207,173	<b>192,728</b>
<b>August</b>	167,222	173,790	<b>199,611</b>
<b>September</b>	179,914	195,130	
<b>October</b>	163,252	188,340	
<b>November</b>	169,030	181,152	
<b>December</b>	159,028	173,277	

### Median Price

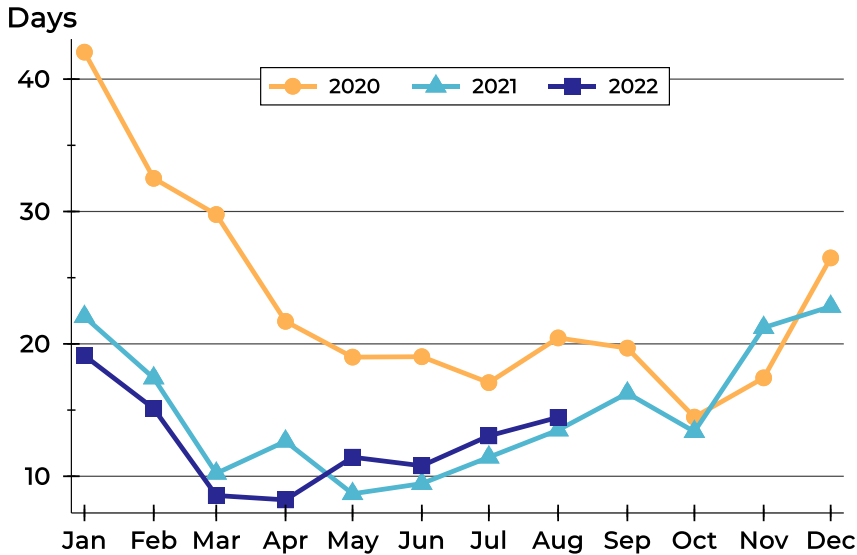


Month	2020	2021	2022
<b>January</b>	125,500	155,900	<b>135,450</b>
<b>February</b>	145,000	168,000	<b>156,900</b>
<b>March</b>	143,000	149,000	<b>156,500</b>
<b>April</b>	140,000	150,000	<b>190,000</b>
<b>May</b>	142,975	166,500	<b>172,500</b>
<b>June</b>	149,000	159,950	<b>187,450</b>
<b>July</b>	137,500	181,000	<b>169,900</b>
<b>August</b>	147,450	155,000	<b>170,000</b>
<b>September</b>	155,000	172,000	
<b>October</b>	134,925	159,900	
<b>November</b>	154,000	159,000	
<b>December</b>	137,450	149,900	



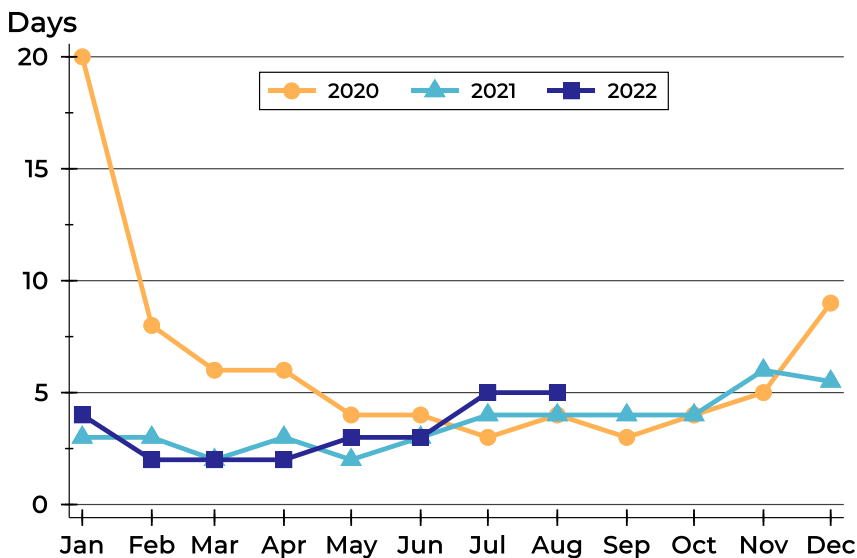
## Central Region Contracts Written Analysis

### Average DOM



Month	2020	2021	2022
January	42	22	19
February	33	17	15
March	30	10	9
April	22	13	8
May	19	9	11
June	19	9	11
July	17	11	13
August	20	13	14
September	20	16	
October	14	13	
November	17	21	
December	26	23	

### Median DOM



Month	2020	2021	2022
January	20	3	4
February	8	3	2
March	6	2	2
April	6	3	2
May	4	2	3
June	4	3	3
July	3	4	5
August	4	4	5
September	3	4	
October	4	4	
November	5	6	
December	9	6	



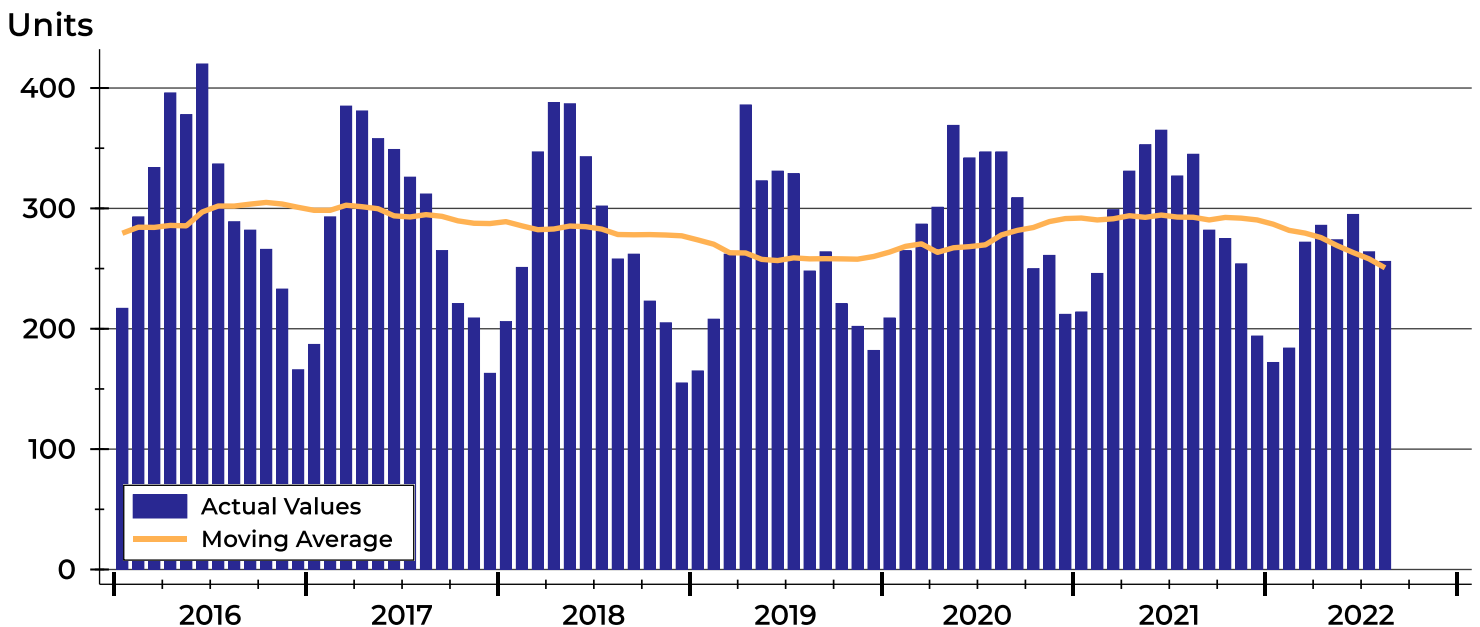
## Central Region Pending Contracts Analysis

Summary Statistics for Pending Contracts		End of August		
		2022	2021	Change
Pending Contracts		<b>256</b>	345	-25.8%
Volume (1,000s)		<b>55,044</b>	66,623	-17.4%
Average	List Price	<b>215,015</b>	193,109	11.3%
	Days on Market	<b>15</b>	13	15.4%
	Percent of Original	<b>98.0%</b>	98.8%	-0.8%
Median	List Price	<b>179,950</b>	169,900	5.9%
	Days on Market	<b>6</b>	4	50.0%
	Percent of Original	<b>100.0%</b>	100.0%	0.0%

A total of 256 listings in Central Region had contracts pending at the end of August, down from 345 contracts pending at the end of August 2021.

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.

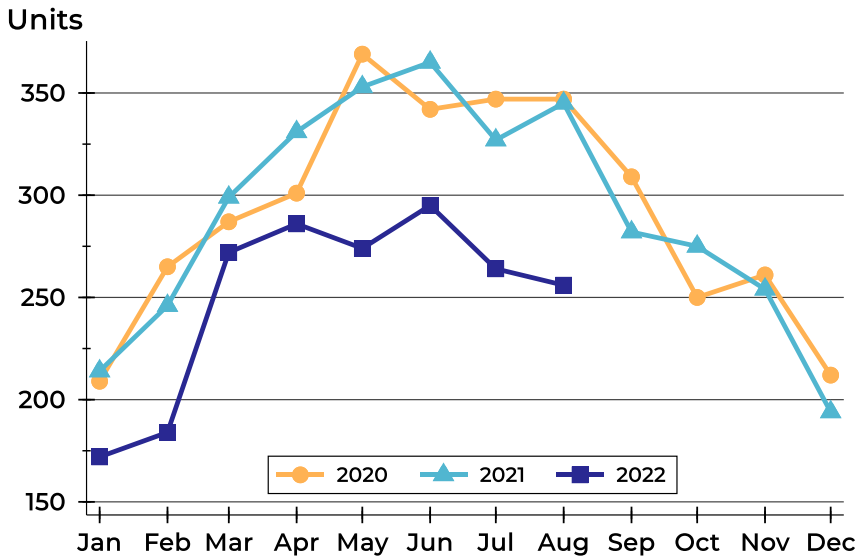
### History of Pending Contracts





## Central Region Pending Contracts Analysis

### Pending Contracts by Month



Month	2020	2021	2022
January	209	214	<b>172</b>
February	265	246	<b>184</b>
March	287	299	<b>272</b>
April	301	331	<b>286</b>
May	369	353	<b>274</b>
June	342	365	<b>295</b>
July	347	327	<b>264</b>
August	347	345	<b>256</b>
September	309	282	
October	250	275	
November	261	254	
December	212	194	

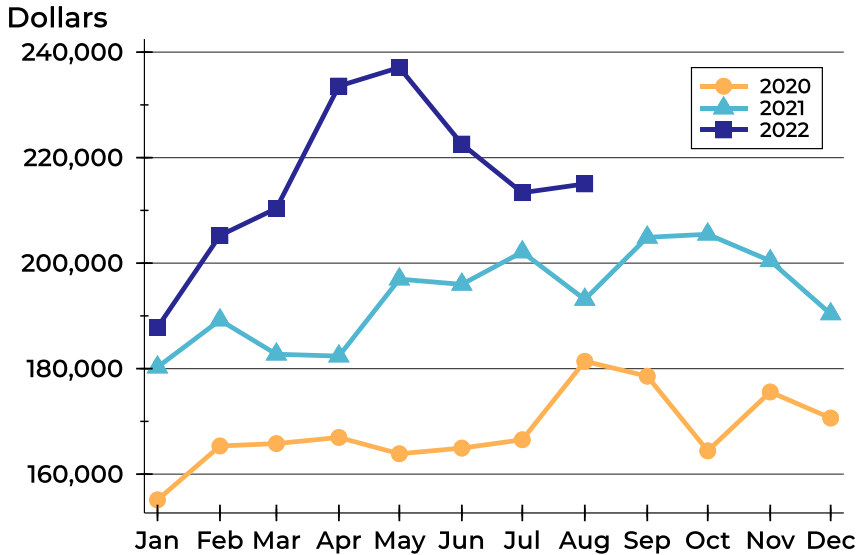
### Pending Contracts by Price Range

Price Range	Pending Contracts		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$25,000-\$49,999	6	2.3%	38,208	38,225	18	4	96.0%	100.0%
\$50,000-\$99,999	39	15.2%	80,793	80,000	19	7	97.7%	100.0%
\$100,000-\$124,999	28	10.9%	115,123	115,000	8	3	97.6%	100.0%
\$125,000-\$149,999	18	7.0%	136,161	137,450	14	4	99.9%	100.0%
\$150,000-\$174,999	28	10.9%	162,268	164,900	9	4	99.1%	100.0%
\$175,000-\$199,999	26	10.2%	187,384	186,250	19	12	96.6%	100.0%
\$200,000-\$249,999	27	10.5%	230,141	234,900	10	6	98.6%	100.0%
\$250,000-\$299,999	35	13.7%	274,223	275,000	15	6	98.2%	100.0%
\$300,000-\$399,999	30	11.7%	342,327	329,900	20	9	97.5%	100.0%
\$400,000-\$499,999	10	3.9%	460,795	472,250	18	2	100.0%	100.0%
\$500,000-\$749,999	7	2.7%	597,814	599,000	13	12	98.9%	100.0%
\$750,000-\$999,999	2	0.8%	849,889	849,889	40	40	87.5%	87.5%
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



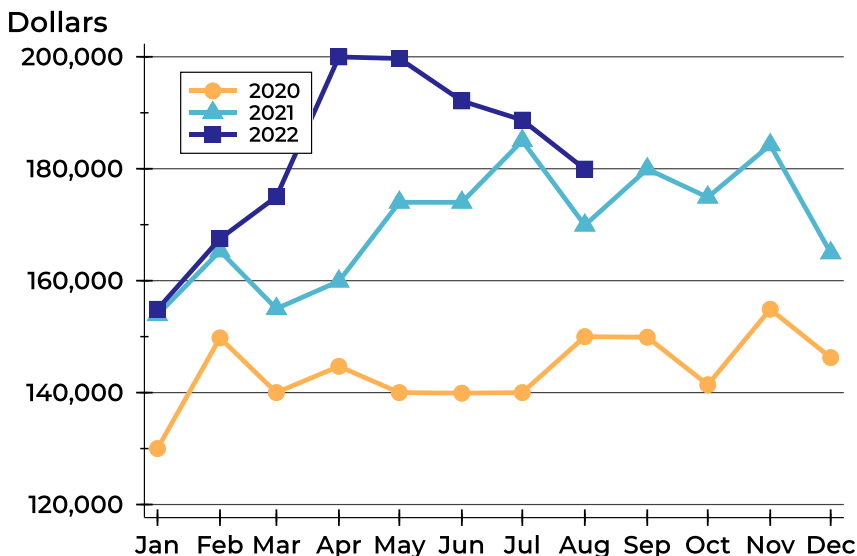
## Central Region Pending Contracts Analysis

### Average Price



Month	2020	2021	2022
January	155,122	180,278	<b>187,823</b>
February	165,341	189,199	<b>205,248</b>
March	165,793	182,733	<b>210,381</b>
April	166,959	182,378	<b>233,578</b>
May	163,862	196,965	<b>237,085</b>
June	164,941	195,977	<b>222,581</b>
July	166,517	202,110	<b>213,354</b>
August	181,401	193,109	<b>215,015</b>
September	178,568	204,896	
October	164,410	205,475	
November	175,577	200,445	
December	170,636	190,368	

### Median Price

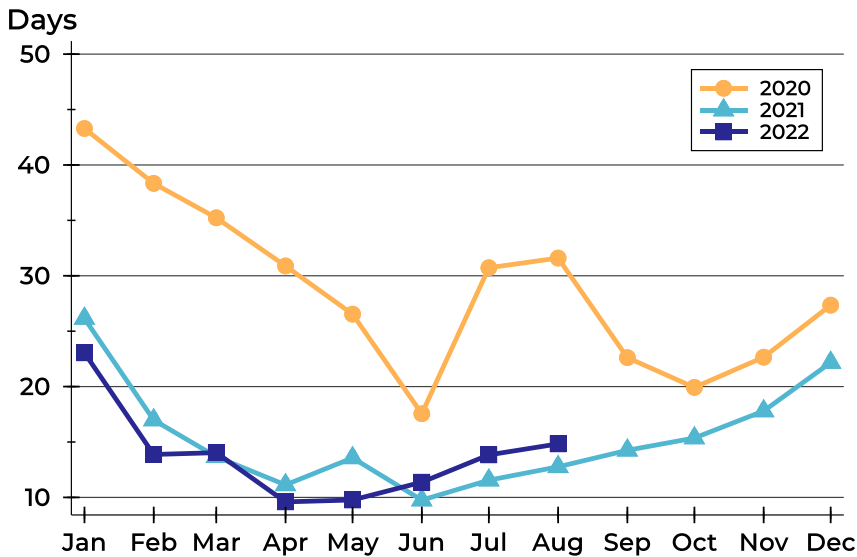


Month	2020	2021	2022
January	130,000	153,900	<b>154,900</b>
February	149,777	165,300	<b>167,500</b>
March	140,000	155,000	<b>174,999</b>
April	144,700	159,900	<b>199,975</b>
May	140,000	174,000	<b>199,700</b>
June	139,900	174,000	<b>192,110</b>
July	140,000	185,000	<b>188,700</b>
August	150,000	169,900	<b>179,950</b>
September	149,900	179,950	
October	141,400	174,900	
November	154,900	184,250	
December	146,250	164,950	



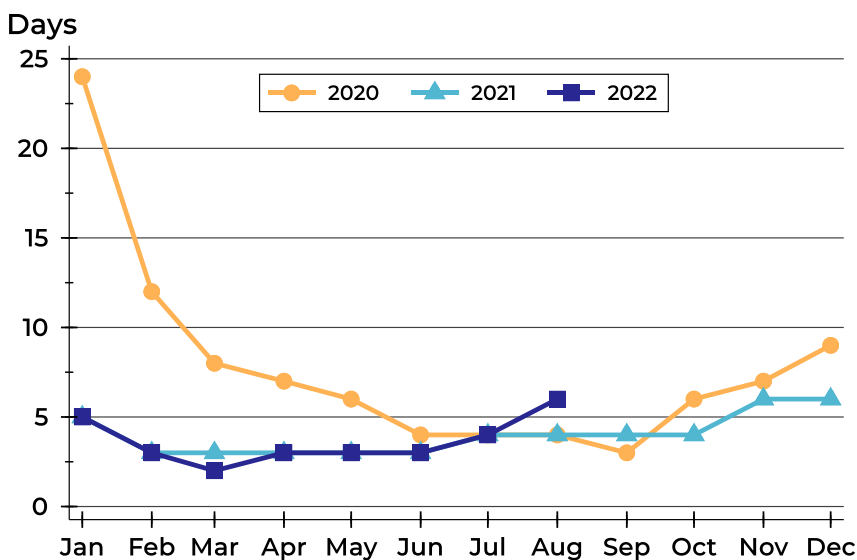
## Central Region Pending Contracts Analysis

### Average DOM



Month	2020	2021	2022
January	43	26	<b>23</b>
February	38	17	<b>14</b>
March	35	14	<b>14</b>
April	31	11	<b>10</b>
May	27	14	<b>10</b>
June	18	10	<b>11</b>
July	31	12	<b>14</b>
August	32	13	<b>15</b>
September	23	14	
October	20	15	
November	23	18	
December	27	22	

### Median DOM



Month	2020	2021	2022
January	24	5	<b>5</b>
February	12	3	<b>3</b>
March	8	3	<b>2</b>
April	7	3	<b>3</b>
May	6	3	<b>3</b>
June	4	3	<b>3</b>
July	4	4	<b>4</b>
August	4	4	<b>6</b>
September	3	4	
October	6	4	
November	7	6	
December	9	6	



## North Region Housing Report



### Market Overview

#### North Region Home Sales Rose in August

Total home sales in North Region rose by 12.5% last month to 36 units, compared to 32 units in August 2021. Total sales volume was \$7.2 million, up 15.2% from a year earlier.

The median sale price in August was \$182,500, up from \$170,500 a year earlier. Homes that sold in August were typically on the market for 6 days and sold for 100.0% of their list prices.

#### North Region Active Listings Up at End of August

The total number of active listings in North Region at the end of August was 47 units, up from 44 at the same point in 2021. This represents a 1.5 months' supply of homes available for sale. The median list price of homes on the market at the end of August was \$199,000.

During August, a total of 30 contracts were written down from 33 in August 2021. At the end of the month, there were 40 contracts still pending.

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- Summary Statistics – Page 2
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- Months' Supply Analysis – Page 11
- New Listings Analysis – Page 12
- Contracts Written Analysis – Page 15
- Pending Contracts Analysis – Page 19

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## North Region Summary Statistics

August MLS Statistics Three-year History		Current Month			Year-to-Date		
		2022	2021	2020	2022	2021	2020
<b>Home Sales</b>		<b>36</b>	<b>32</b>	<b>45</b>	<b>249</b>	<b>237</b>	<b>225</b>
Change from prior year		12.5%	-28.9%	50.0%	5.1%	5.3%	12.5%
<b>Active Listings</b>		<b>47</b>	<b>44</b>	<b>45</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
Change from prior year		6.8%	-2.2%	-38.4%			
<b>Months' Supply</b>		<b>1.5</b>	<b>1.5</b>	<b>1.8</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
Change from prior year		0.0%	-16.7%	-37.9%			
<b>New Listings</b>		<b>39</b>	<b>45</b>	<b>25</b>	<b>296</b>	<b>276</b>	<b>273</b>
Change from prior year		-13.3%	80.0%	-30.6%	7.2%	1.1%	1.9%
<b>Contracts Written</b>		<b>30</b>	<b>33</b>	<b>32</b>	<b>254</b>	<b>248</b>	<b>246</b>
Change from prior year		-9.1%	3.1%	39.1%	2.4%	0.8%	21.8%
<b>Pending Contracts</b>		<b>40</b>	<b>34</b>	<b>33</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
Change from prior year		17.6%	3.0%	3.1%			
<b>Sales Volume (1,000s)</b>		<b>7,220</b>	<b>6,265</b>	<b>6,329</b>	<b>51,925</b>	<b>42,362</b>	<b>35,242</b>
Change from prior year		15.2%	-1.0%	23.4%	22.6%	20.2%	9.3%
<b>Average</b>	<b>Sale Price</b>	<b>200,542</b>	<b>195,771</b>	<b>140,654</b>	<b>208,534</b>	<b>178,744</b>	<b>156,631</b>
	Change from prior year	2.4%	39.2%	-17.7%	16.7%	14.1%	-2.9%
	<b>List Price of Actives</b>	<b>259,832</b>	<b>220,323</b>	<b>188,315</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
	Change from prior year	17.9%	17.0%	-11.0%			
	<b>Days on Market</b>	<b>8</b>	<b>13</b>	<b>34</b>	<b>18</b>	<b>27</b>	<b>44</b>
Change from prior year	-38.5%	-61.8%	-37.0%	-33.3%	-38.6%	-26.7%	
<b>Percent of List</b>	<b>99.7%</b>	<b>99.9%</b>	<b>97.1%</b>	<b>99.3%</b>	<b>99.5%</b>	<b>96.9%</b>	
Change from prior year	-0.2%	2.9%	3.3%	-0.2%	2.7%	1.1%	
<b>Percent of Original</b>	<b>99.1%</b>	<b>98.6%</b>	<b>95.8%</b>	<b>98.5%</b>	<b>98.0%</b>	<b>94.6%</b>	
Change from prior year	0.5%	2.9%	4.7%	0.5%	3.6%	1.2%	
<b>Median</b>	<b>Sale Price</b>	<b>182,500</b>	<b>170,500</b>	<b>120,500</b>	<b>189,000</b>	<b>165,000</b>	<b>139,500</b>
	Change from prior year	7.0%	41.5%	-29.7%	14.5%	18.3%	-8.2%
	<b>List Price of Actives</b>	<b>199,000</b>	<b>184,900</b>	<b>129,000</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
	Change from prior year	7.6%	43.3%	-26.1%			
	<b>Days on Market</b>	<b>6</b>	<b>5</b>	<b>19</b>	<b>6</b>	<b>6</b>	<b>19</b>
Change from prior year	20.0%	-73.7%	-13.6%	0.0%	-68.4%	-36.7%	
<b>Percent of List</b>	<b>100.0%</b>	<b>100.0%</b>	<b>99.7%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>98.5%</b>	
Change from prior year	0.0%	0.3%	2.4%	0.0%	1.5%	0.3%	
<b>Percent of Original</b>	<b>100.0%</b>	<b>100.0%</b>	<b>97.4%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>97.0%</b>	
Change from prior year	0.0%	2.7%	5.6%	0.0%	3.1%	0.3%	

Note: Year-to-date statistics cannot be calculated for Active Listings, Months' Supply and Pending Contracts.



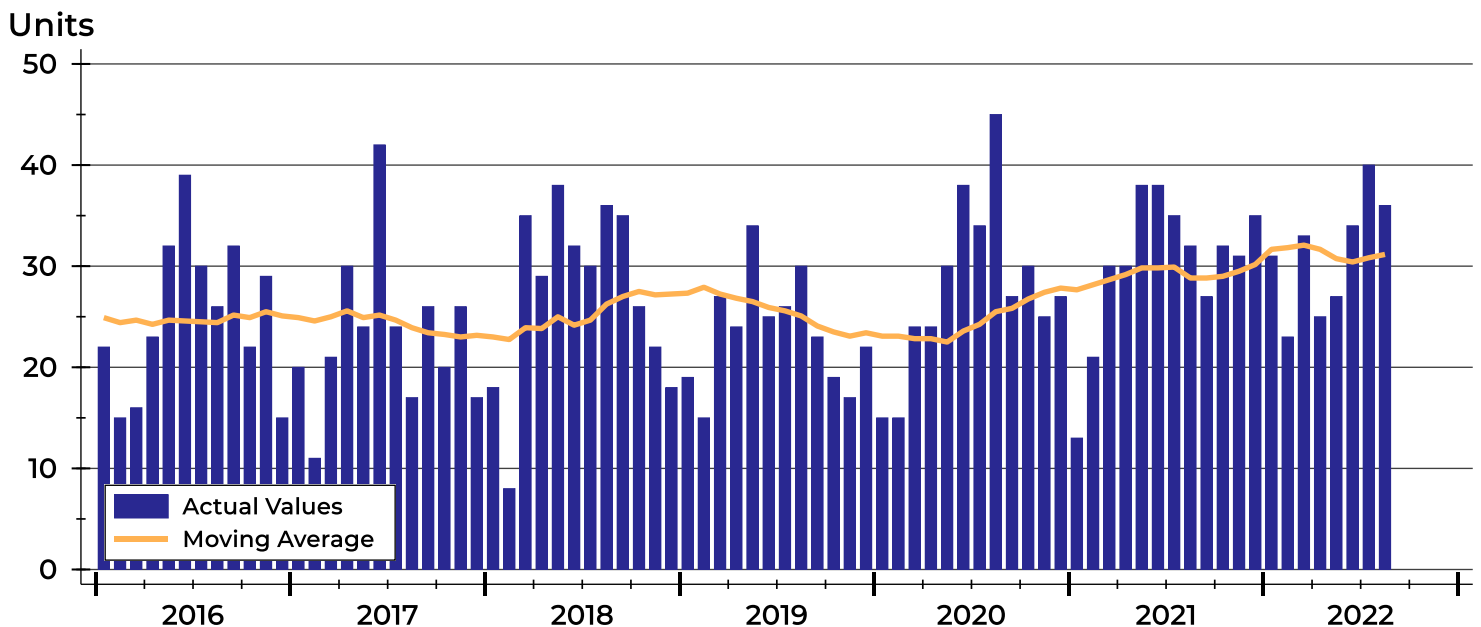
## North Region Closed Listings Analysis

Summary Statistics for Closed Listings		August 2021			Year-to-Date 2021		
		2022	2021	Change	2022	2021	Change
Closed Listings		<b>36</b>	32	12.5%	<b>249</b>	237	5.1%
Volume (1,000s)		<b>7,220</b>	6,265	15.2%	<b>51,925</b>	42,362	22.6%
Months' Supply		<b>1.5</b>	1.5	0.0%	<b>N/A</b>	N/A	N/A
Average	Sale Price	<b>200,542</b>	195,771	2.4%	<b>208,534</b>	178,744	16.7%
	Days on Market	<b>8</b>	13	-38.5%	<b>18</b>	27	-33.3%
	Percent of List	<b>99.7%</b>	99.9%	-0.2%	<b>99.3%</b>	99.5%	-0.2%
	Percent of Original	<b>99.1%</b>	98.6%	0.5%	<b>98.5%</b>	98.0%	0.5%
Median	Sale Price	<b>182,500</b>	170,500	7.0%	<b>189,000</b>	165,000	14.5%
	Days on Market	<b>6</b>	5	20.0%	<b>6</b>	6	0.0%
	Percent of List	<b>100.0%</b>	100.0%	0.0%	<b>100.0%</b>	100.0%	0.0%
	Percent of Original	<b>100.0%</b>	100.0%	0.0%	<b>100.0%</b>	100.0%	0.0%

A total of 36 homes sold in North Region in August, up from 32 units in August 2021. Total sales volume rose to \$7.2 million compared to \$6.3 million in the previous year.

The median sales price in August was \$182,500, up 7.0% compared to the prior year. Median days on market was 6 days, up from 4 days in July, and up from 5 in August 2021.

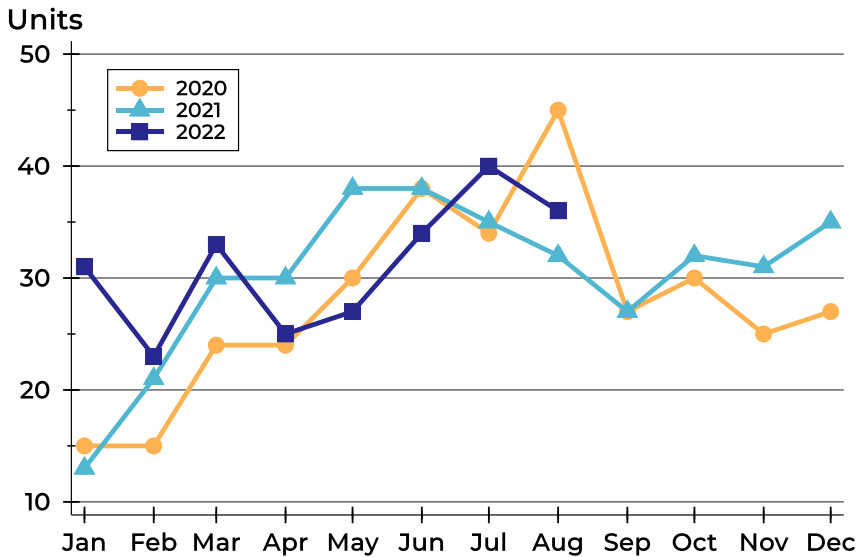
## History of Closed Listings





## North Region Closed Listings Analysis

### Closed Listings by Month



Month	2020	2021	2022
January	15	13	<b>31</b>
February	15	21	<b>23</b>
March	24	30	<b>33</b>
April	24	30	<b>25</b>
May	30	38	<b>27</b>
June	38	38	<b>34</b>
July	34	35	<b>40</b>
August	45	32	<b>36</b>
September	27	27	
October	30	32	
November	25	31	
December	27	35	

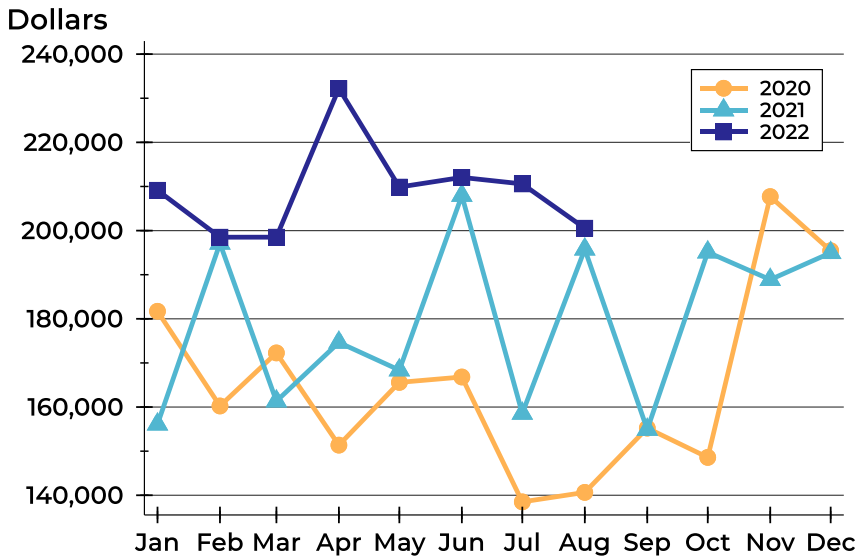
### Closed Listings by Price Range

Price Range	Sales		Months' Supply	Sale Price		Days on Market		Price as % of List		Price as % of Orig.	
	Number	Percent		Average	Median	Avg.	Med.	Avg.	Med.	Avg.	Med.
Below \$25,000	1	2.8%	0.0	2,500	2,500	10	10	0.0%	0.0%	0.0%	0.0%
\$25,000-\$49,999	2	5.6%	0.0	42,450	42,450	11	11	100.9%	100.9%	100.9%	100.9%
\$50,000-\$99,999	3	8.3%	2.0	74,833	80,000	5	2	100.0%	100.0%	100.0%	100.0%
\$100,000-\$124,999	0	0.0%	1.3	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$125,000-\$149,999	6	16.7%	1.4	136,400	137,450	10	5	99.1%	100.0%	96.3%	97.0%
\$150,000-\$174,999	5	13.9%	1.4	162,500	160,000	6	3	100.7%	100.0%	100.7%	100.0%
\$175,000-\$199,999	5	13.9%	1.0	189,100	192,500	3	3	101.4%	100.0%	101.4%	100.0%
\$200,000-\$249,999	6	16.7%	1.7	226,700	227,500	10	9	96.1%	98.2%	95.4%	98.2%
\$250,000-\$299,999	2	5.6%	1.5	278,000	278,000	13	13	95.5%	95.5%	95.5%	95.5%
\$300,000-\$399,999	2	5.6%	0.5	314,500	314,500	6	6	103.5%	103.5%	105.2%	105.2%
\$400,000-\$499,999	4	11.1%	2.4	446,500	455,500	7	4	101.9%	101.1%	101.4%	101.1%
\$500,000-\$749,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$750,000-\$999,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A



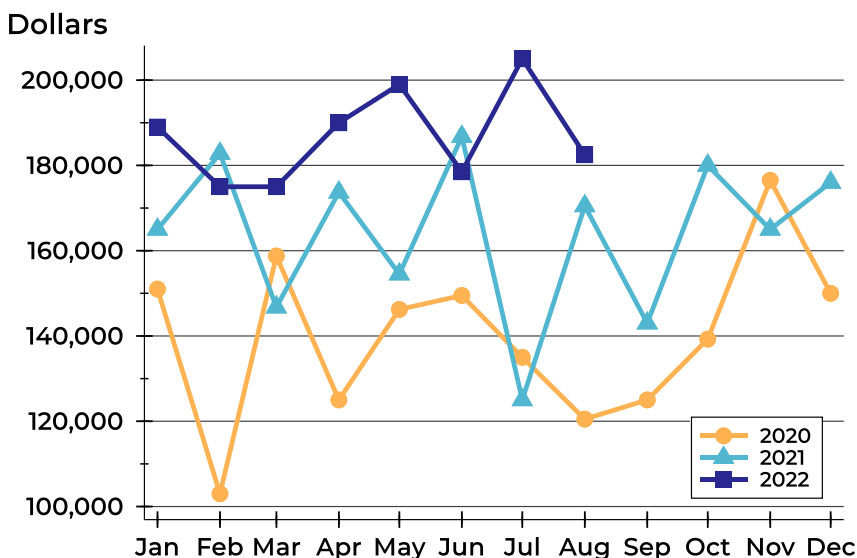
## North Region Closed Listings Analysis

### Average Price



Month	2020	2021	2022
<b>January</b>	181,713	156,100	<b>209,145</b>
<b>February</b>	160,248	197,105	<b>198,508</b>
<b>March</b>	172,271	161,336	<b>198,514</b>
<b>April</b>	151,371	174,644	<b>232,216</b>
<b>May</b>	165,592	168,376	<b>209,869</b>
<b>June</b>	166,811	207,953	<b>212,059</b>
<b>July</b>	138,506	158,553	<b>210,585</b>
<b>August</b>	140,654	195,771	<b>200,542</b>
<b>September</b>	155,230	154,904	
<b>October</b>	148,585	195,111	
<b>November</b>	207,711	188,887	
<b>December</b>	195,442	194,972	

### Median Price

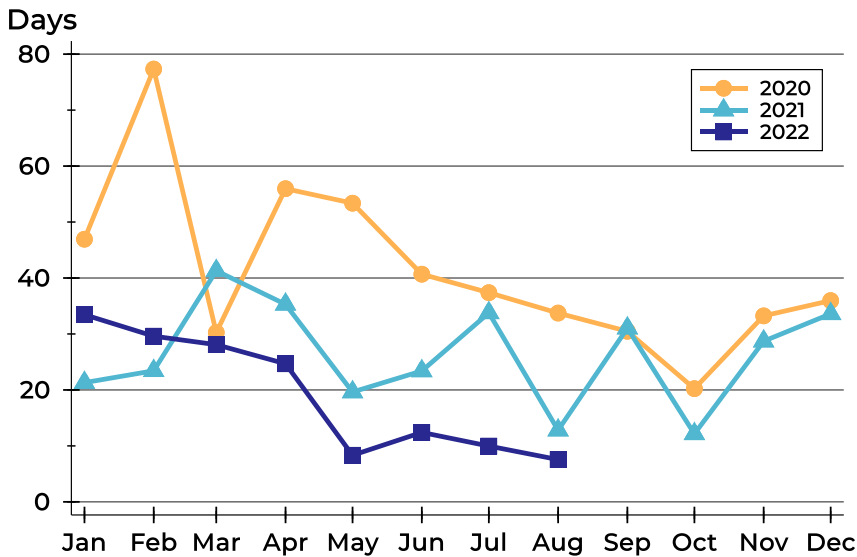


Month	2020	2021	2022
<b>January</b>	151,000	165,000	<b>189,000</b>
<b>February</b>	103,000	182,800	<b>175,000</b>
<b>March</b>	158,750	146,750	<b>175,000</b>
<b>April</b>	125,000	173,700	<b>190,000</b>
<b>May</b>	146,225	154,500	<b>199,000</b>
<b>June</b>	149,500	186,750	<b>178,500</b>
<b>July</b>	135,000	125,000	<b>205,000</b>
<b>August</b>	120,500	170,500	<b>182,500</b>
<b>September</b>	125,000	143,000	
<b>October</b>	139,268	180,000	
<b>November</b>	176,500	165,000	
<b>December</b>	150,000	176,000	



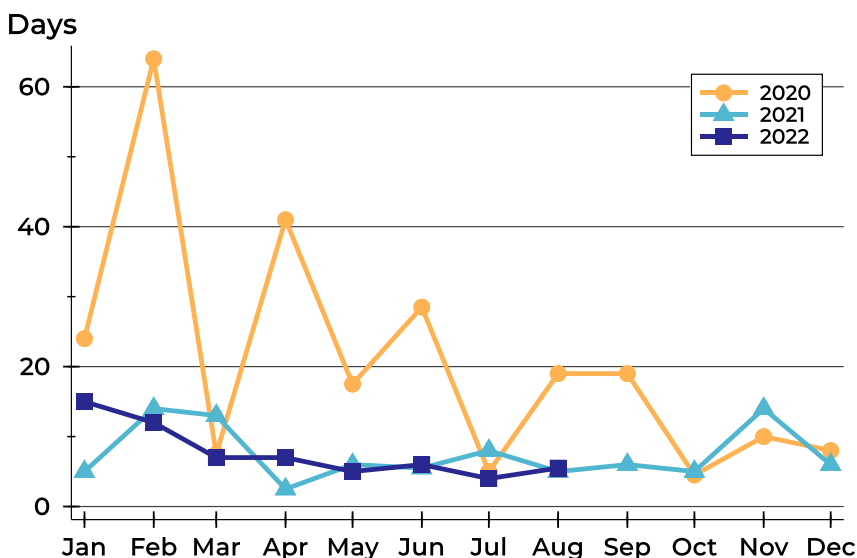
## North Region Closed Listings Analysis

### Average DOM



Month	2020	2021	2022
January	47	21	<b>33</b>
February	77	23	<b>30</b>
March	30	41	<b>28</b>
April	56	35	<b>25</b>
May	53	20	<b>8</b>
June	41	23	<b>12</b>
July	37	34	<b>10</b>
August	34	13	<b>8</b>
September	30	31	
October	20	12	
November	33	29	
December	36	34	

### Median DOM



Month	2020	2021	2022
January	24	5	<b>15</b>
February	64	14	<b>12</b>
March	8	13	<b>7</b>
April	41	3	<b>7</b>
May	18	6	<b>5</b>
June	29	6	<b>6</b>
July	5	8	<b>4</b>
August	19	5	<b>6</b>
September	19	6	
October	5	5	
November	10	14	
December	8	6	



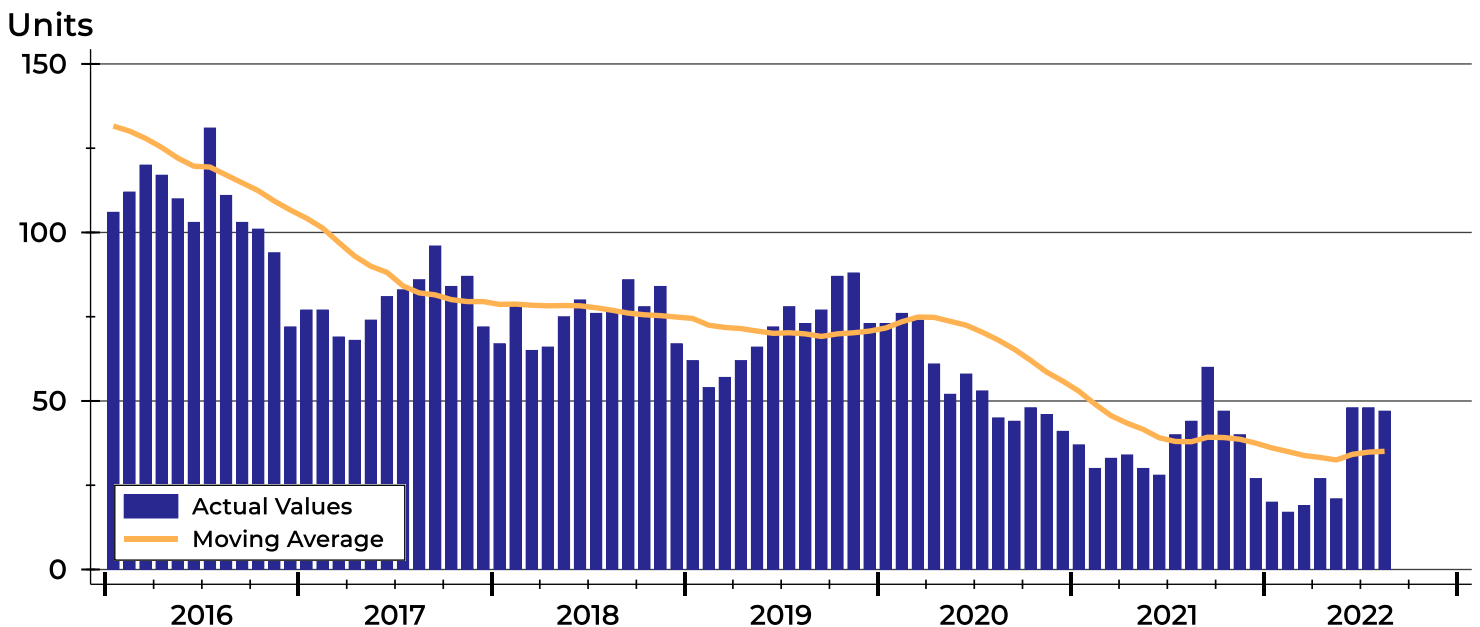
## North Region Active Listings Analysis

Summary Statistics for Active Listings		2022	End of August 2021	Change
Active Listings		<b>47</b>	44	6.8%
Volume (1,000s)		<b>12,212</b>	9,694	26.0%
Months' Supply		<b>1.5</b>	1.5	0.0%
Average	List Price	<b>259,832</b>	220,323	17.9%
	Days on Market	<b>57</b>	64	-10.9%
	Percent of Original	<b>96.1%</b>	97.0%	-0.9%
Median	List Price	<b>199,000</b>	184,900	7.6%
	Days on Market	<b>34</b>	34	0.0%
	Percent of Original	<b>99.7%</b>	100.0%	-0.3%

A total of 47 homes were available for sale in North Region at the end of August. This represents a 1.5 months' supply of active listings.

The median list price of homes on the market at the end of August was \$199,000, up 7.6% from 2021. The typical time on market for active listings was 34 days, up from 34 days a year earlier.

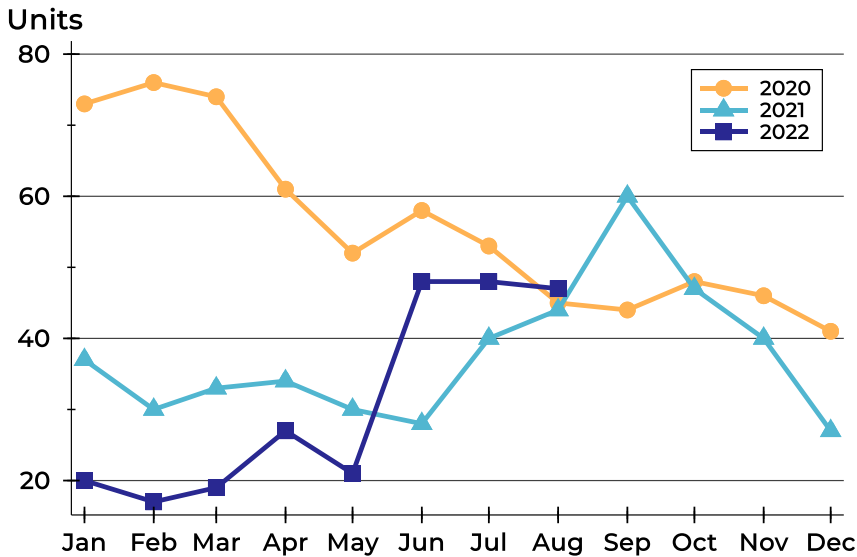
## History of Active Listings





## North Region Active Listings Analysis

### Active Listings by Month



Month	2020	2021	2022
January	73	37	20
February	76	30	17
March	74	33	19
April	61	34	27
May	52	30	21
June	58	28	48
July	53	40	48
August	45	44	47
September	44	60	
October	48	47	
November	46	40	
December	41	27	

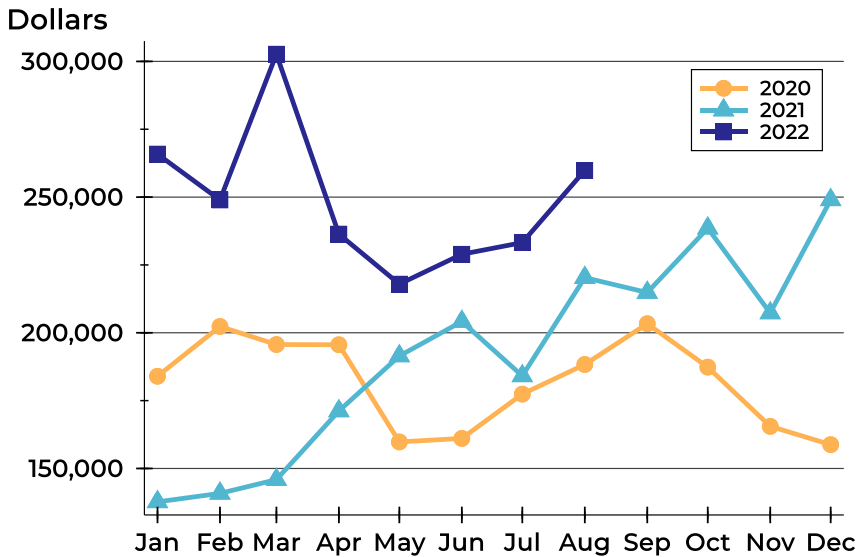
### Active Listings by Price Range

Price Range	Active Listings Number	Active Listings Percent	Months' Supply	List Price Average	List Price Median	Days on Market Avg.	Days on Market Med.	Price as % of Orig. Avg.	Price as % of Orig. Med.
Below \$25,000	0	0.0%	0.0	N/A	N/A	N/A	N/A	N/A	N/A
\$25,000-\$49,999	0	0.0%	0.0	N/A	N/A	N/A	N/A	N/A	N/A
\$50,000-\$99,999	8	17.0%	2.0	77,813	79,000	46	43	96.5%	100.0%
\$100,000-\$124,999	2	4.3%	1.3	105,000	105,000	89	89	86.2%	86.2%
\$125,000-\$149,999	4	8.5%	1.4	138,575	139,700	54	42	95.5%	94.7%
\$150,000-\$174,999	6	12.8%	1.4	153,633	152,450	62	37	95.8%	100.0%
\$175,000-\$199,999	4	8.5%	1.0	193,350	194,750	25	20	99.9%	100.0%
\$200,000-\$249,999	8	17.0%	1.7	225,188	220,000	62	33	94.6%	97.6%
\$250,000-\$299,999	4	8.5%	1.5	283,450	286,950	33	32	100.0%	100.0%
\$300,000-\$399,999	2	4.3%	0.5	353,700	353,700	14	14	97.7%	97.7%
\$400,000-\$499,999	3	6.4%	2.4	477,967	489,900	66	65	93.2%	93.3%
\$500,000-\$749,999	4	8.5%	N/A	593,625	604,500	144	117	96.0%	95.6%
\$750,000-\$999,999	2	4.3%	N/A	839,500	839,500	23	23	100.0%	100.0%
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A



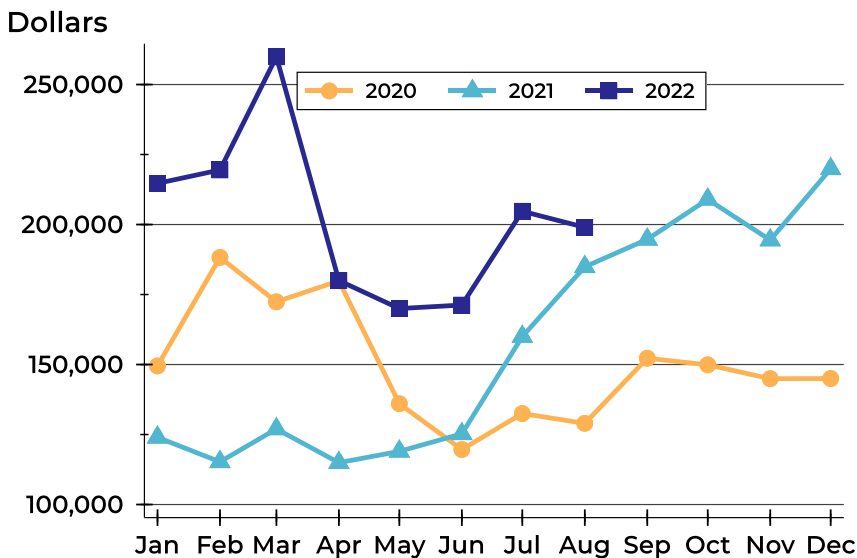
## North Region Active Listings Analysis

### Average Price



Month	2020	2021	2022
January	183,987	137,698	<b>265,863</b>
February	202,324	140,834	<b>248,941</b>
March	195,674	145,894	<b>302,679</b>
April	195,593	171,199	<b>236,378</b>
May	159,788	191,455	<b>217,943</b>
June	161,084	204,160	<b>228,946</b>
July	177,407	184,122	<b>233,242</b>
August	188,315	220,323	<b>259,832</b>
September	203,356	214,848	
October	187,350	238,537	
November	165,529	207,303	
December	158,790	248,989	

### Median Price



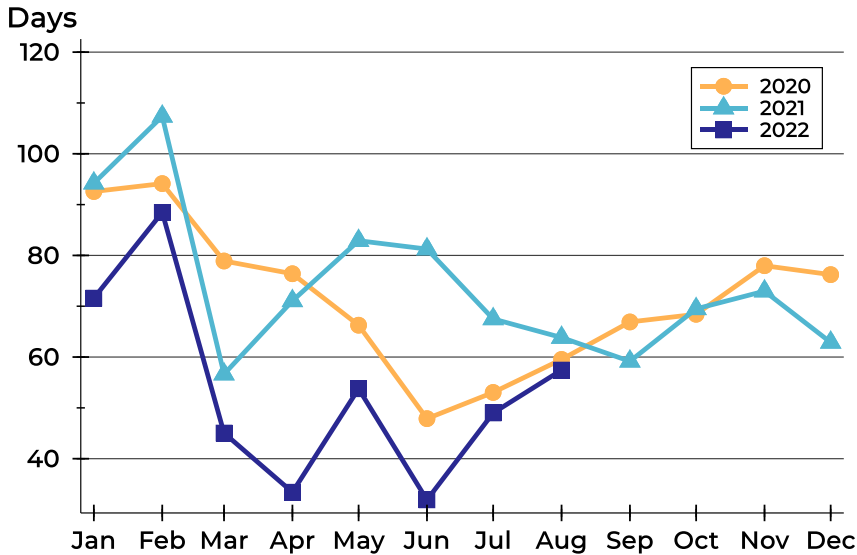
Month	2020	2021	2022
January	149,500	124,000	<b>214,700</b>
February	188,250	115,250	<b>219,500</b>
March	172,400	127,000	<b>259,900</b>
April	179,900	114,950	<b>180,000</b>
May	136,000	119,000	<b>170,000</b>
June	119,650	125,250	<b>171,250</b>
July	132,500	160,000	<b>204,750</b>
August	129,000	184,900	<b>199,000</b>
September	152,250	194,700	
October	149,900	209,000	
November	144,950	194,450	
December	145,000	219,900	





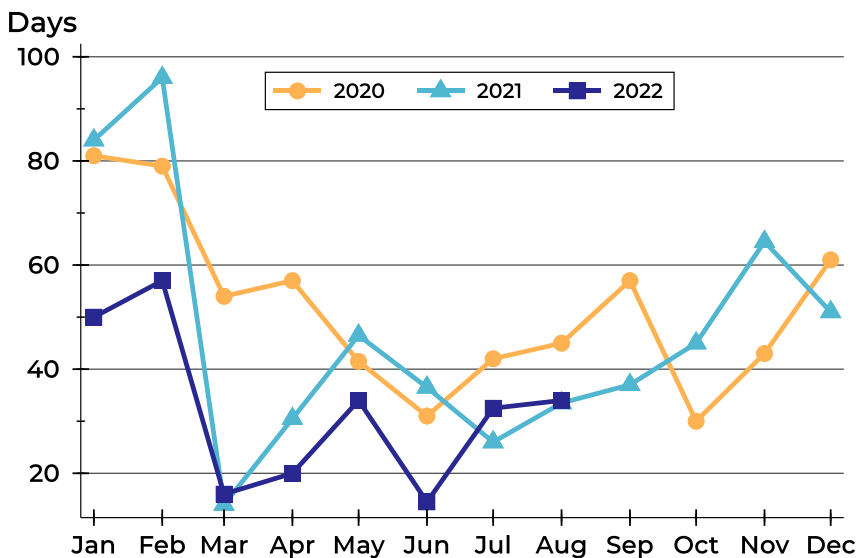
## North Region Active Listings Analysis

### Average DOM



Month	2020	2021	2022
January	93	94	<b>72</b>
February	94	107	<b>88</b>
March	79	57	<b>45</b>
April	76	71	<b>33</b>
May	66	83	<b>54</b>
June	48	81	<b>32</b>
July	53	68	<b>49</b>
August	60	64	<b>57</b>
September	67	59	
October	68	69	
November	78	73	
December	76	63	

### Median DOM

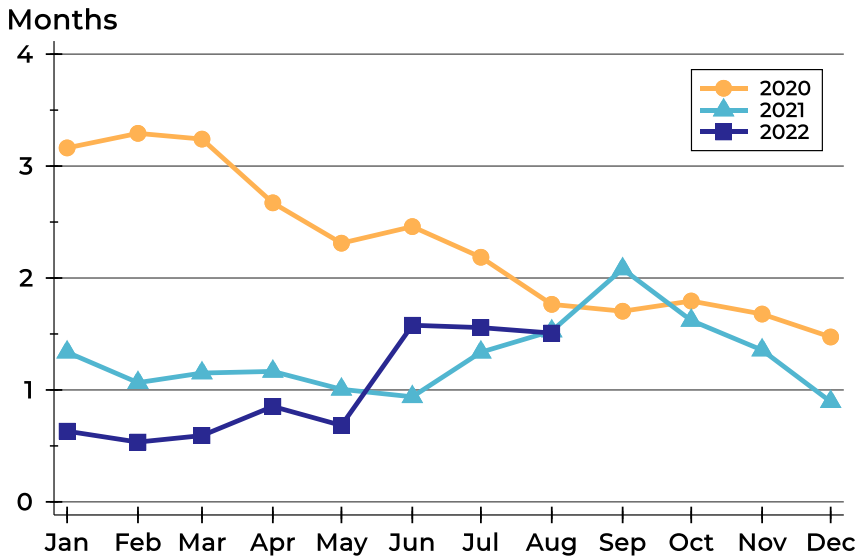


Month	2020	2021	2022
January	81	84	<b>50</b>
February	79	96	<b>57</b>
March	54	14	<b>16</b>
April	57	31	<b>20</b>
May	42	47	<b>34</b>
June	31	37	<b>15</b>
July	42	26	<b>33</b>
August	45	34	<b>34</b>
September	57	37	
October	30	45	
November	43	65	
December	61	51	



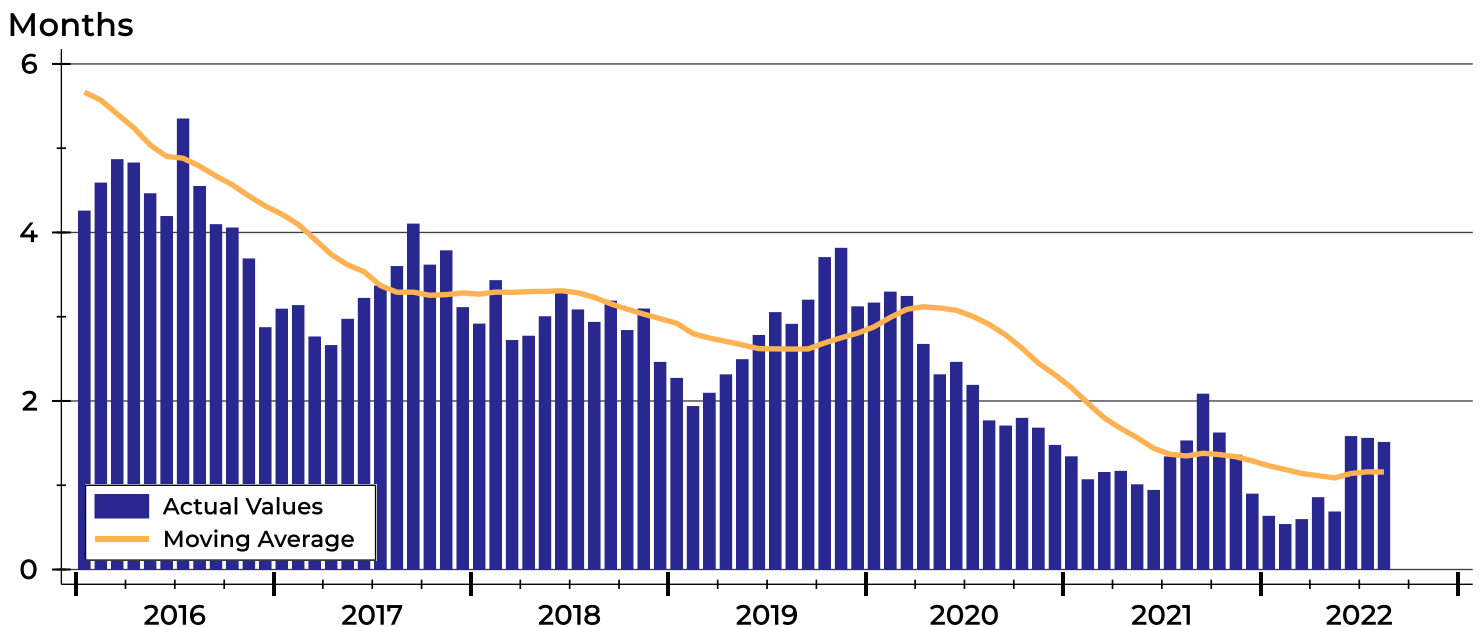
## North Region Months' Supply Analysis

### Months' Supply by Month



Month	2020	2021	2022
January	3.2	1.3	<b>0.6</b>
February	3.3	1.1	<b>0.5</b>
March	3.2	1.2	<b>0.6</b>
April	2.7	1.2	<b>0.9</b>
May	2.3	1.0	<b>0.7</b>
June	2.5	0.9	<b>1.6</b>
July	2.2	1.3	<b>1.6</b>
August	1.8	1.5	<b>1.5</b>
September	1.7	2.1	
October	1.8	1.6	
November	1.7	1.4	
December	1.5	0.9	

### History of Month's Supply





## North Region New Listings Analysis

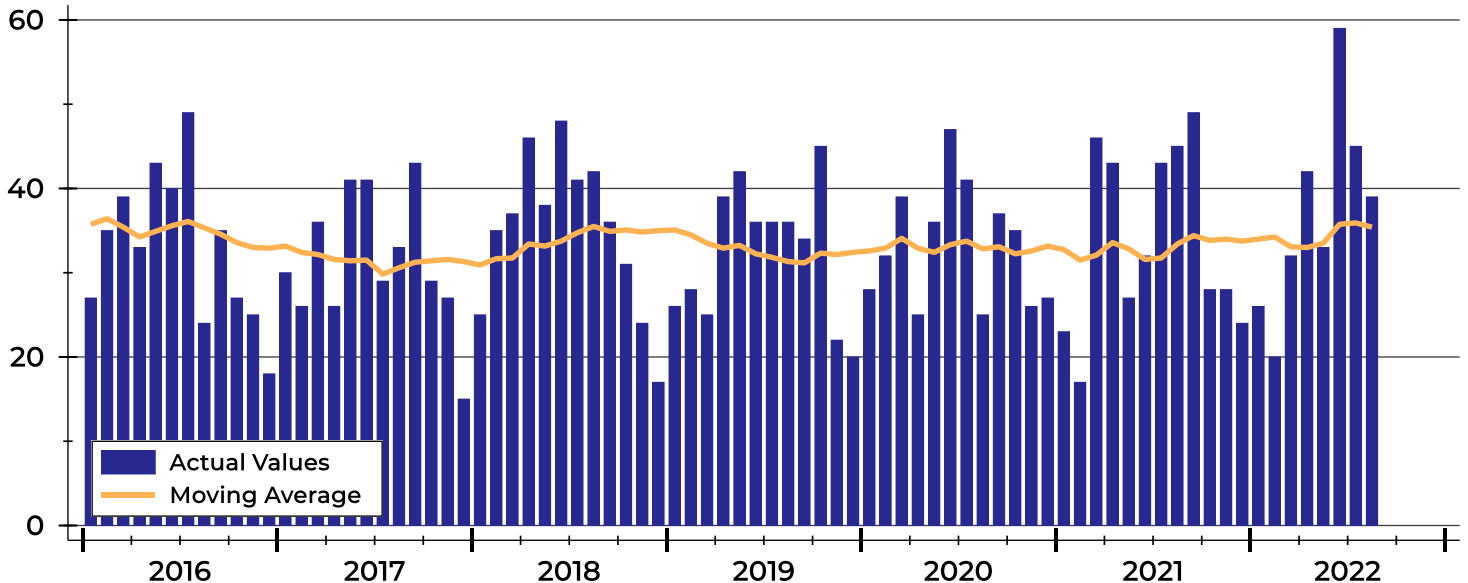
Summary Statistics for New Listings		2022	August 2021	Change
Current Month	New Listings	<b>39</b>	45	-13.3%
	Volume (1,000s)	<b>9,730</b>	9,331	4.3%
	Average List Price	<b>249,492</b>	207,351	20.3%
	Median List Price	<b>210,000</b>	179,900	16.7%
Year-to-Date	New Listings	<b>296</b>	276	7.2%
	Volume (1,000s)	<b>64,400</b>	53,146	21.2%
	Average List Price	<b>217,569</b>	192,559	13.0%
	Median List Price	<b>194,000</b>	169,900	14.2%

A total of 39 new listings were added in North Region during August, down 13.3% from the same month in 2021. Year-to-date North Region has seen 296 new listings.

The median list price of these homes was \$210,000 up from \$179,900 in 2021.

## History of New Listings

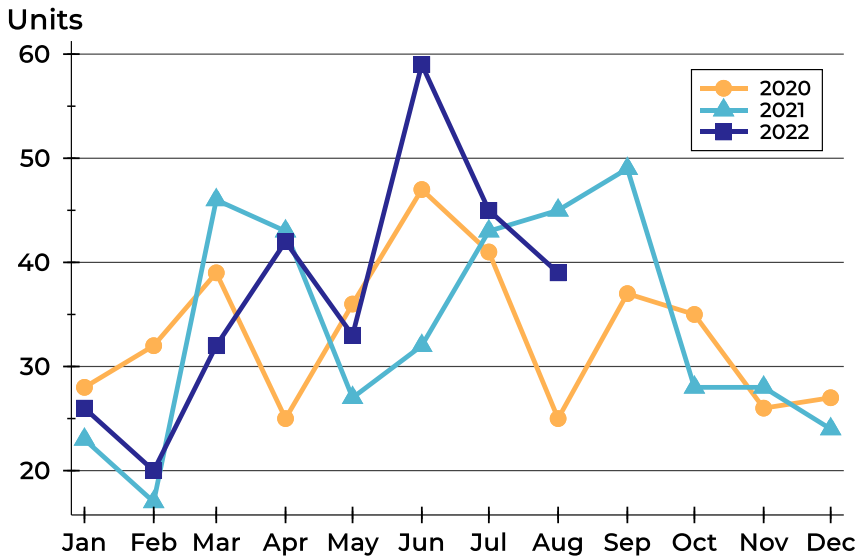
Units





## North Region New Listings Analysis

### New Listings by Month



Month	2020	2021	2022
January	28	23	26
February	32	17	20
March	39	46	32
April	25	43	42
May	36	27	33
June	47	32	59
July	41	43	45
August	25	45	39
September	37	49	
October	35	28	
November	26	28	
December	27	24	

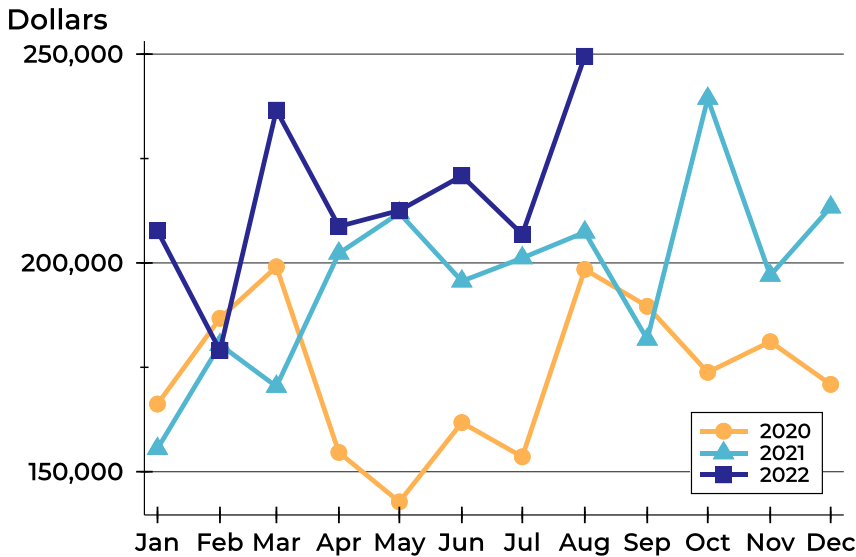
### New Listings by Price Range

Price Range	New Listings		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$25,000-\$49,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$50,000-\$99,999	5	12.8%	71,000	69,500	10	8	100.0%	100.0%
\$100,000-\$124,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$125,000-\$149,999	2	5.1%	142,200	142,200	28	28	96.7%	96.7%
\$150,000-\$174,999	5	12.8%	157,880	157,000	8	9	100.0%	100.0%
\$175,000-\$199,999	6	15.4%	192,117	194,950	14	12	99.6%	100.0%
\$200,000-\$249,999	9	23.1%	231,489	240,000	14	11	98.0%	100.0%
\$250,000-\$299,999	4	10.3%	268,500	270,000	18	17	100.0%	100.0%
\$300,000-\$399,999	4	10.3%	360,575	354,900	13	13	98.8%	99.7%
\$400,000-\$499,999	2	5.1%	435,000	435,000	27	27	97.8%	97.8%
\$500,000-\$749,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$750,000-\$999,999	2	5.1%	839,500	839,500	29	29	100.0%	100.0%
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



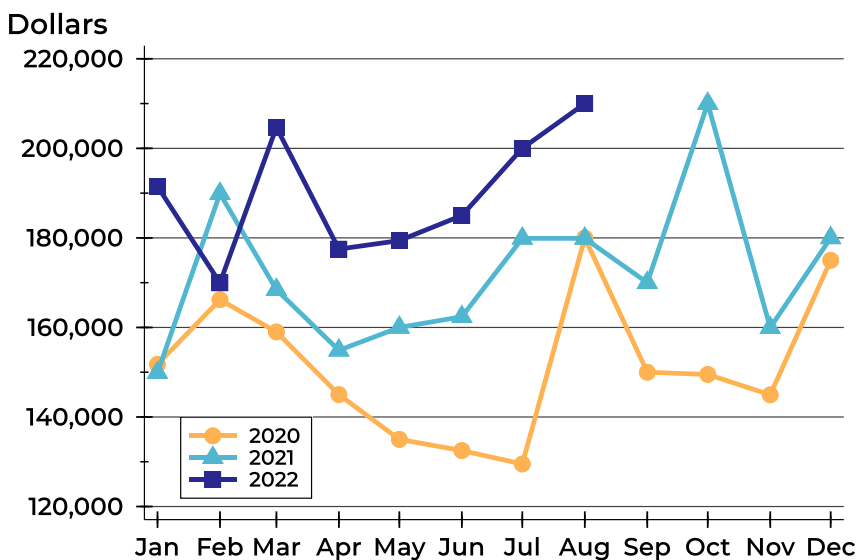
## North Region New Listings Analysis

### Average Price



Month	2020	2021	2022
January	166,198	155,521	<b>207,704</b>
February	186,736	180,419	<b>179,010</b>
March	199,071	170,404	<b>236,584</b>
April	154,616	202,303	<b>208,739</b>
May	142,772	211,946	<b>212,548</b>
June	161,766	195,626	<b>220,838</b>
July	153,566	201,188	<b>206,851</b>
August	198,448	207,351	<b>249,492</b>
September	189,604	181,699	
October	173,799	239,389	
November	181,135	197,002	
December	170,910	213,360	

### Median Price



Month	2020	2021	2022
January	151,750	149,900	<b>191,500</b>
February	166,200	189,900	<b>169,950</b>
March	159,000	168,450	<b>204,700</b>
April	145,000	154,900	<b>177,500</b>
May	135,000	160,000	<b>179,400</b>
June	132,500	162,400	<b>185,000</b>
July	129,500	179,900	<b>200,000</b>
August	180,000	179,900	<b>210,000</b>
September	150,000	170,000	
October	149,500	210,000	
November	144,950	159,950	
December	175,000	180,000	

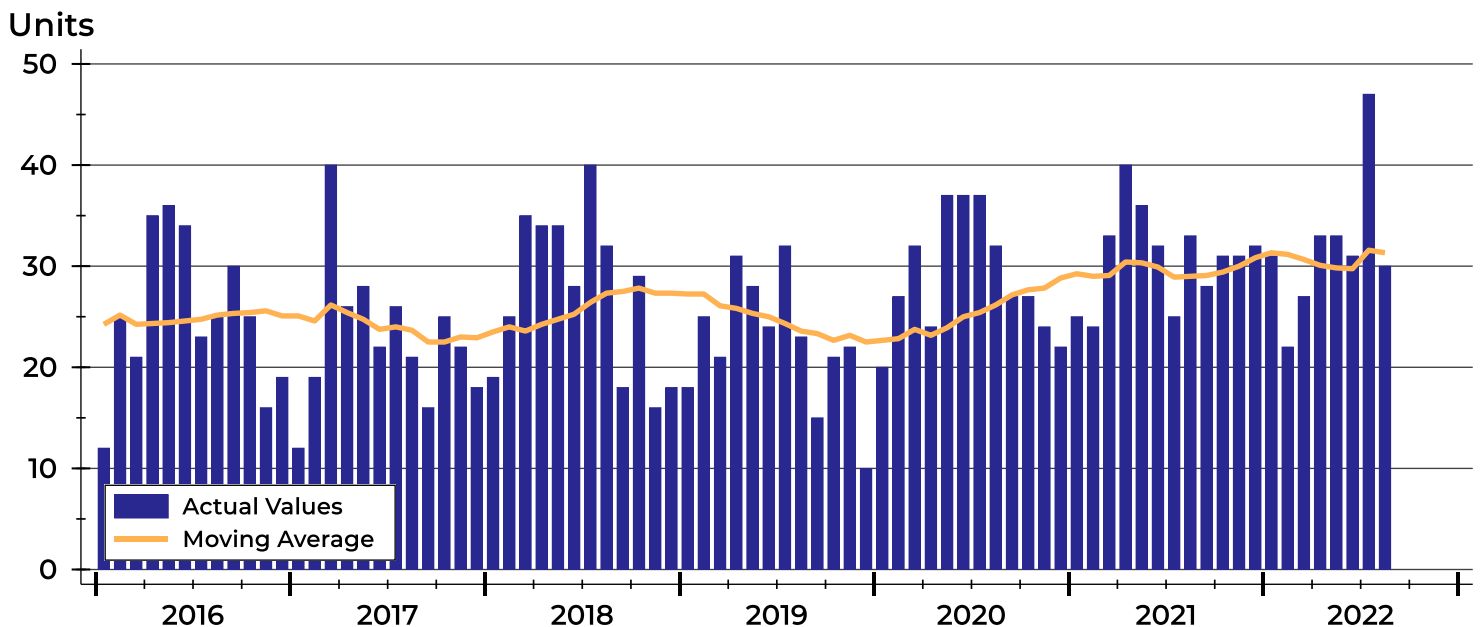


## North Region Contracts Written Analysis

Summary Statistics for Contracts Written		2022	August 2021	Change	2022	Year-to-Date 2021	Change
Contracts Written		<b>30</b>	33	-9.1%	<b>254</b>	248	2.4%
Volume (1,000s)		<b>6,242</b>	5,514	13.2%	<b>53,476</b>	44,163	21.1%
Average	Sale Price	<b>208,050</b>	167,100	24.5%	<b>210,537</b>	178,077	18.2%
	Days on Market	<b>21</b>	23	-8.7%	<b>16</b>	26	-38.5%
	Percent of Original	<b>96.1%</b>	95.9%	0.2%	<b>98.7%</b>	97.6%	1.1%
Median	Sale Price	<b>207,450</b>	169,900	22.1%	<b>187,000</b>	159,950	16.9%
	Days on Market	<b>10</b>	6	66.7%	<b>6</b>	6	0.0%
	Percent of Original	<b>100.0%</b>	100.0%	0.0%	<b>100.0%</b>	100.0%	0.0%

A total of 30 contracts for sale were written in North Region during the month of August, down from 33 in 2021. The median list price of these homes was \$207,450, up from \$169,900 the prior year. Half of the homes that went under contract in August were on the market less than 10 days, compared to 6 days in August 2021.

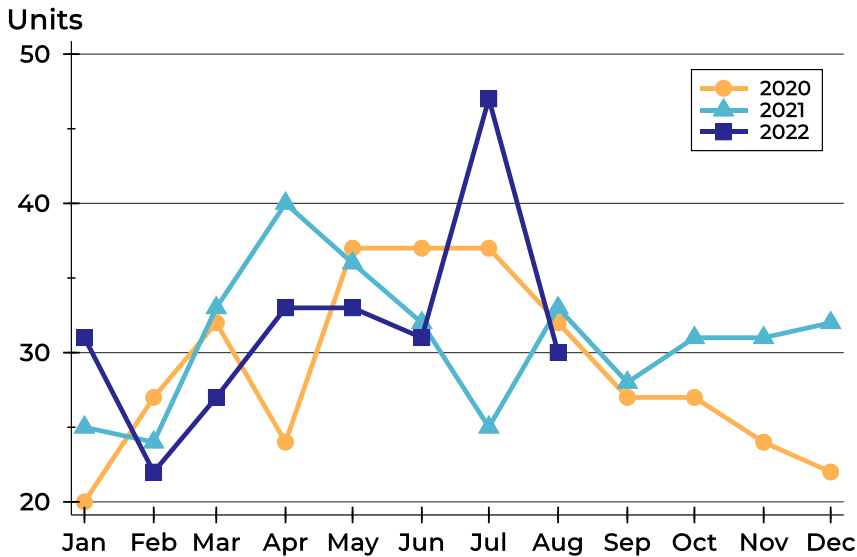
## History of Contracts Written





## North Region Contracts Written Analysis

### Contracts Written by Month



Month	2020	2021	2022
January	20	25	<b>31</b>
February	27	24	<b>22</b>
March	32	33	<b>27</b>
April	24	40	<b>33</b>
May	37	36	<b>33</b>
June	37	32	<b>31</b>
July	37	25	<b>47</b>
August	32	33	<b>30</b>
September	27	28	
October	27	31	
November	24	31	
December	22	32	

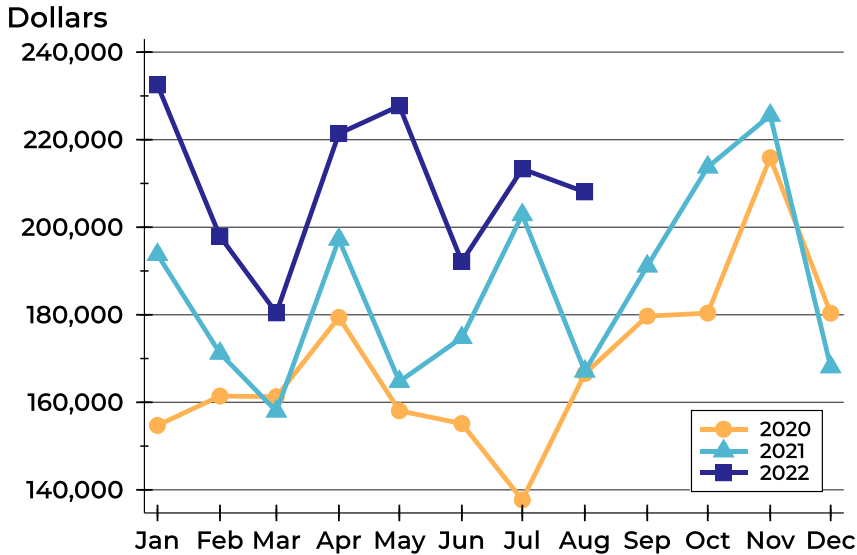
### Contracts Written by Price Range

Price Range	Contracts Written		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$25,000-\$49,999	2	6.7%	37,500	37,500	10	10	93.3%	93.3%
\$50,000-\$99,999	4	13.3%	82,500	84,750	31	16	91.5%	91.7%
\$100,000-\$124,999	1	3.3%	117,500	117,500	34	34	91.3%	91.3%
\$125,000-\$149,999	1	3.3%	140,000	140,000	26	26	90.4%	90.4%
\$150,000-\$174,999	4	13.3%	162,875	162,250	47	22	95.8%	96.1%
\$175,000-\$199,999	3	10.0%	191,267	194,900	9	9	99.2%	100.0%
\$200,000-\$249,999	6	20.0%	238,983	245,250	11	4	98.1%	100.0%
\$250,000-\$299,999	4	13.3%	260,500	258,500	15	5	95.3%	98.9%
\$300,000-\$399,999	4	13.3%	363,200	364,900	20	19	99.2%	99.7%
\$400,000-\$499,999	1	3.3%	425,000	425,000	19	19	100.0%	100.0%
\$500,000-\$749,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$750,000-\$999,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



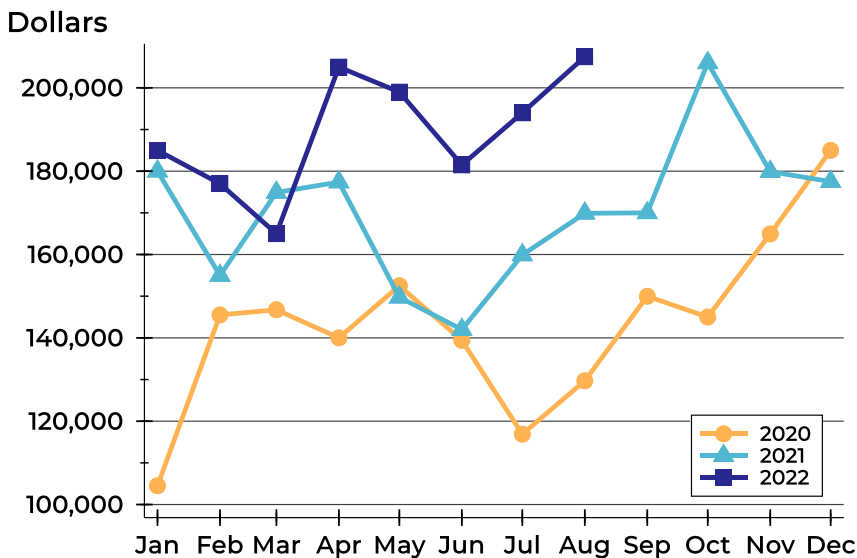
## North Region Contracts Written Analysis

### Average Price



Month	2020	2021	2022
<b>January</b>	154,720	193,759	<b>232,503</b>
<b>February</b>	161,431	171,195	<b>197,914</b>
<b>March</b>	161,275	157,955	<b>180,415</b>
<b>April</b>	179,415	197,234	<b>221,386</b>
<b>May</b>	158,062	164,746	<b>227,724</b>
<b>June</b>	155,146	174,770	<b>192,127</b>
<b>July</b>	137,709	202,832	<b>213,306</b>
<b>August</b>	166,542	167,100	<b>208,050</b>
<b>September</b>	179,683	191,111	
<b>October</b>	180,383	213,726	
<b>November</b>	215,881	225,556	
<b>December</b>	180,371	168,070	

### Median Price



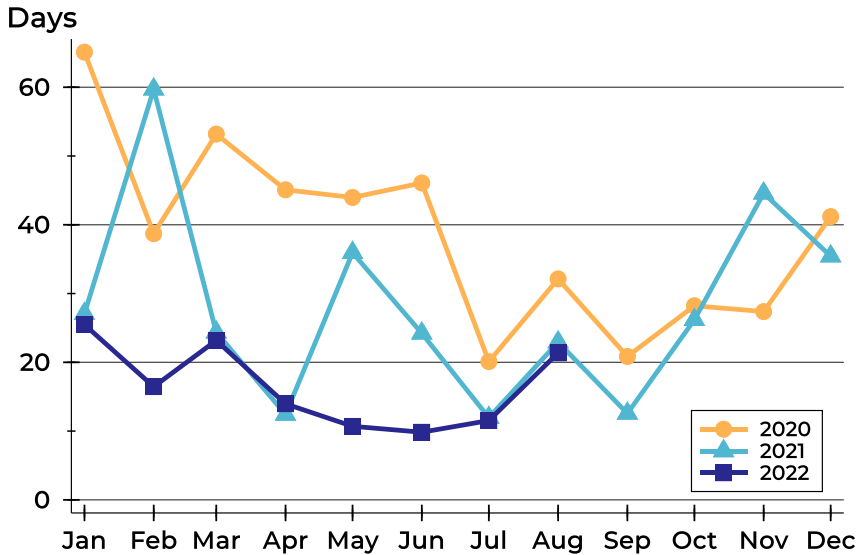
Month	2020	2021	2022
<b>January</b>	104,500	180,000	<b>185,000</b>
<b>February</b>	145,500	154,975	<b>177,000</b>
<b>March</b>	146,750	174,900	<b>165,000</b>
<b>April</b>	140,000	177,400	<b>205,000</b>
<b>May</b>	152,500	149,750	<b>199,000</b>
<b>June</b>	139,400	142,000	<b>181,500</b>
<b>July</b>	116,900	159,900	<b>194,000</b>
<b>August</b>	129,700	169,900	<b>207,450</b>
<b>September</b>	150,000	170,000	
<b>October</b>	145,000	206,000	
<b>November</b>	164,950	179,900	
<b>December</b>	185,000	177,500	





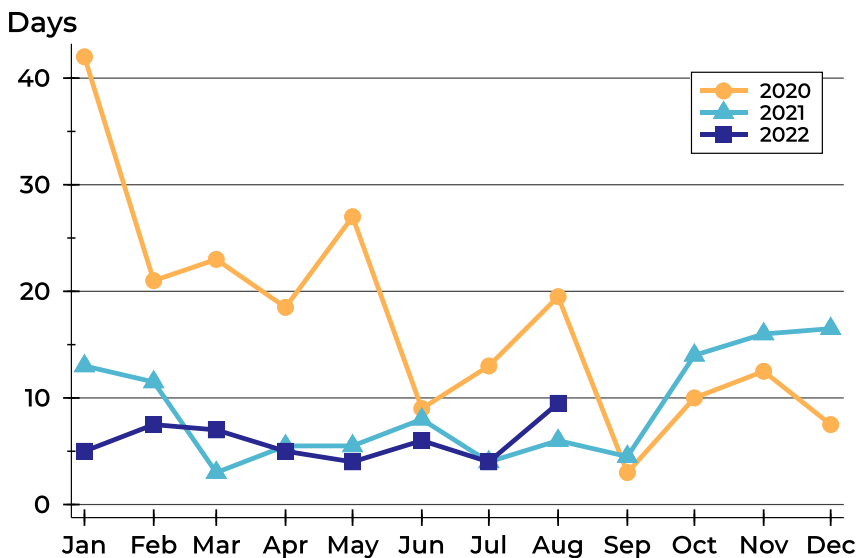
## North Region Contracts Written Analysis

### Average DOM



Month	2020	2021	2022
January	65	27	25
February	39	60	16
March	53	24	23
April	45	12	14
May	44	36	11
June	46	24	10
July	20	12	12
August	32	23	21
September	21	13	
October	28	26	
November	27	45	
December	41	35	

### Median DOM



Month	2020	2021	2022
January	42	13	5
February	21	12	8
March	23	3	7
April	19	6	5
May	27	6	4
June	9	8	6
July	13	4	4
August	20	6	10
September	3	5	
October	10	14	
November	13	16	
December	8	17	



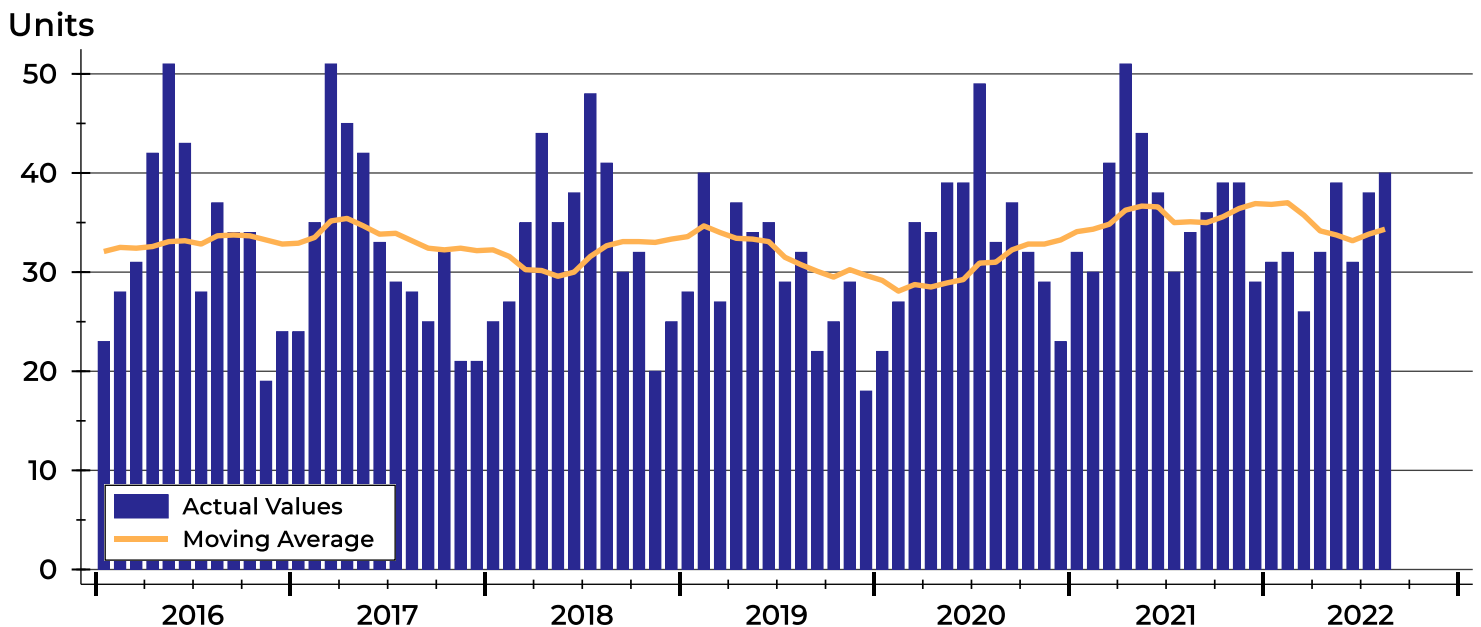
## North Region Pending Contracts Analysis

Summary Statistics for Pending Contracts		End of August		
		2022	2021	Change
Pending Contracts		<b>40</b>	34	17.6%
Volume (1,000s)		<b>8,897</b>	6,135	45.0%
Average	List Price	<b>222,430</b>	180,431	23.3%
	Days on Market	<b>21</b>	20	5.0%
	Percent of Original	<b>97.3%</b>	98.2%	-0.9%
Median	List Price	<b>229,000</b>	169,900	34.8%
	Days on Market	<b>11</b>	6	83.3%
	Percent of Original	<b>100.0%</b>	100.0%	0.0%

A total of 40 listings in North Region had contracts pending at the end of August, up from 34 contracts pending at the end of August 2021.

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.

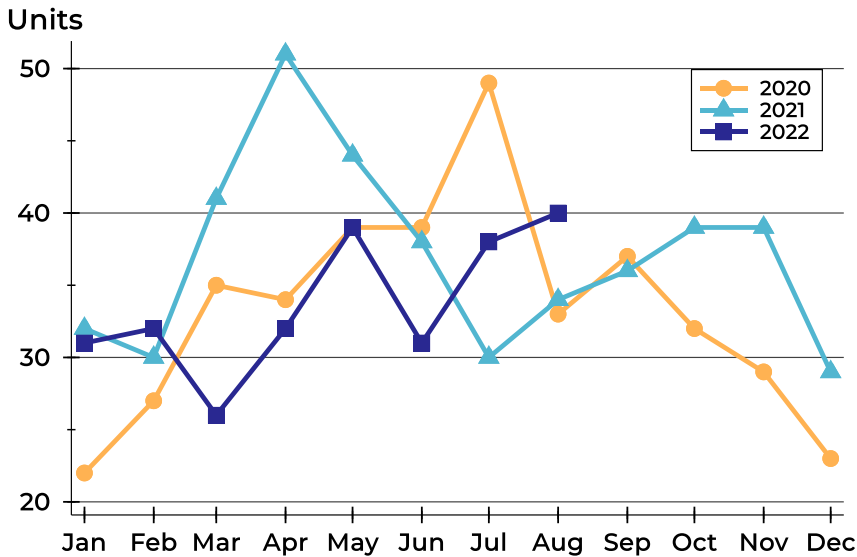
## History of Pending Contracts





## North Region Pending Contracts Analysis

### Pending Contracts by Month



Month	2020	2021	2022
January	22	32	31
February	27	30	32
March	35	41	26
April	34	51	32
May	39	44	39
June	39	38	31
July	49	30	38
August	33	34	40
September	37	36	
October	32	39	
November	29	39	
December	23	29	

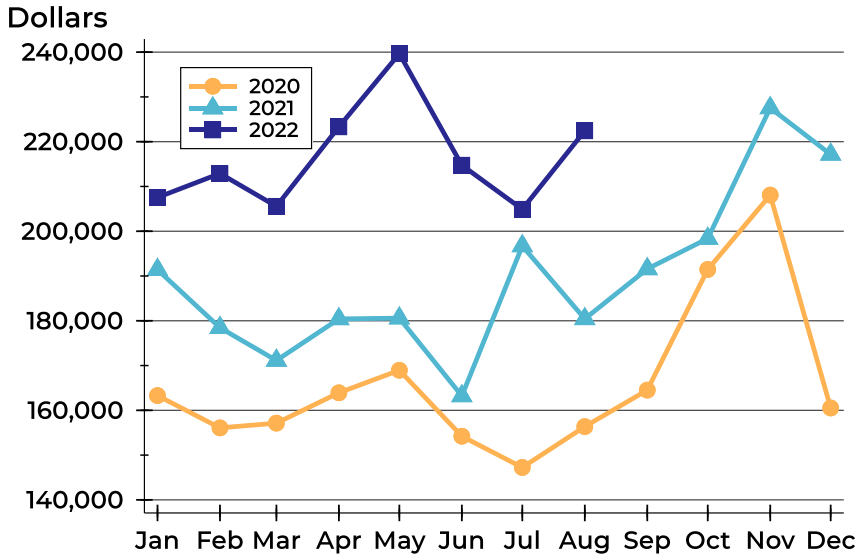
### Pending Contracts by Price Range

Price Range	Pending Contracts		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$25,000-\$49,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$50,000-\$99,999	6	15.0%	84,583	87,250	24	14	96.4%	100.0%
\$100,000-\$124,999	1	2.5%	117,500	117,500	34	34	93.3%	93.3%
\$125,000-\$149,999	3	7.5%	140,967	140,000	35	26	95.2%	95.3%
\$150,000-\$174,999	4	10.0%	163,500	165,000	60	44	94.7%	93.9%
\$175,000-\$199,999	4	10.0%	190,925	192,400	7	6	99.4%	100.0%
\$200,000-\$249,999	8	20.0%	237,738	242,000	10	4	99.2%	100.0%
\$250,000-\$299,999	5	12.5%	264,400	267,000	12	4	96.7%	100.0%
\$300,000-\$399,999	8	20.0%	347,838	349,950	18	16	97.6%	99.7%
\$400,000-\$499,999	1	2.5%	425,000	425,000	19	19	100.0%	100.0%
\$500,000-\$749,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$750,000-\$999,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



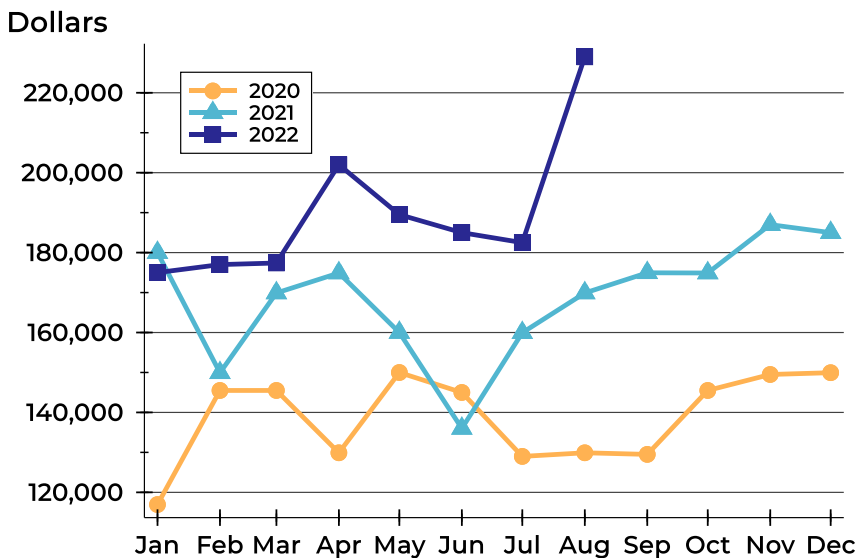
## North Region Pending Contracts Analysis

### Average Price



Month	2020	2021	2022
<b>January</b>	163,298	191,421	<b>207,539</b>
<b>February</b>	156,085	178,453	<b>212,903</b>
<b>March</b>	157,137	171,130	<b>205,571</b>
<b>April</b>	163,916	180,417	<b>223,314</b>
<b>May</b>	168,951	180,589	<b>239,659</b>
<b>June</b>	154,218	163,214	<b>214,753</b>
<b>July</b>	147,238	196,710	<b>204,908</b>
<b>August</b>	156,370	180,431	<b>222,430</b>
<b>September</b>	164,520	191,582	
<b>October</b>	191,464	198,377	
<b>November</b>	208,074	227,543	
<b>December</b>	160,524	217,167	

### Median Price

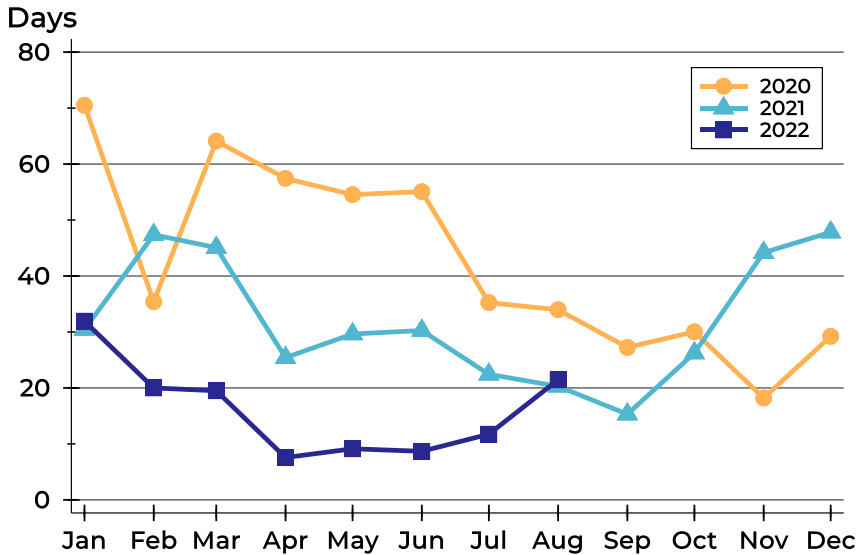


Month	2020	2021	2022
<b>January</b>	116,950	180,000	<b>175,000</b>
<b>February</b>	145,500	149,925	<b>177,000</b>
<b>March</b>	145,500	169,900	<b>177,400</b>
<b>April</b>	129,900	174,900	<b>202,000</b>
<b>May</b>	150,000	160,000	<b>189,500</b>
<b>June</b>	145,000	136,000	<b>185,000</b>
<b>July</b>	129,000	159,950	<b>182,500</b>
<b>August</b>	129,900	169,900	<b>229,000</b>
<b>September</b>	129,500	174,950	
<b>October</b>	145,500	174,900	
<b>November</b>	149,500	187,000	
<b>December</b>	149,950	185,000	



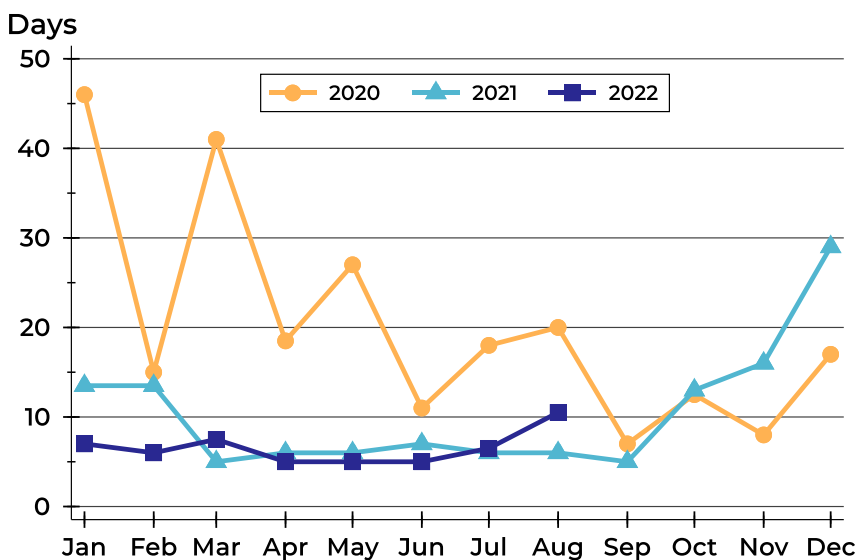
## North Region Pending Contracts Analysis

### Average DOM



Month	2020	2021	2022
January	71	30	<b>32</b>
February	35	47	<b>20</b>
March	64	45	<b>20</b>
April	57	25	<b>8</b>
May	55	30	<b>9</b>
June	55	30	<b>9</b>
July	35	22	<b>12</b>
August	34	20	<b>21</b>
September	27	15	
October	30	26	
November	18	44	
December	29	48	

### Median DOM



Month	2020	2021	2022
January	46	14	<b>7</b>
February	15	14	<b>6</b>
March	41	5	<b>8</b>
April	19	6	<b>5</b>
May	27	6	<b>5</b>
June	11	7	<b>5</b>
July	18	6	<b>7</b>
August	20	6	<b>11</b>
September	7	5	
October	13	13	
November	8	16	
December	17	29	



## South Region Housing Report



### Market Overview

#### South Region Home Sales Fell in August

Total home sales in South Region fell last month to 32 units, compared to 57 units in August 2021. Total sales volume was \$5.5 million, down from a year earlier.

The median sale price in August was \$164,250, up from \$90,000 a year earlier. Homes that sold in August were typically on the market for 4 days and sold for 99.8% of their list prices.

#### South Region Active Listings Down at End of August

The total number of active listings in South Region at the end of August was 32 units, down from 45 at the same point in 2021. This represents a 0.8 months' supply of homes available for sale. The median list price of homes on the market at the end of August was \$176,500.

During August, a total of 44 contracts were written down from 46 in August 2021. At the end of the month, there were 66 contracts still pending.

### Report Contents

- Summary Statistics – Page 2
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- Months' Supply Analysis – Page 11
- New Listings Analysis – Page 12
- Contracts Written Analysis – Page 15
- Pending Contracts Analysis – Page 19

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**August  
2022**

# Sunflower MLS Statistics



## South Region Summary Statistics

August MLS Statistics Three-year History		Current Month			Year-to-Date		
		2022	2021	2020	2022	2021	2020
<b>Home Sales</b>		<b>32</b>	<b>57</b>	<b>32</b>	<b>286</b>	<b>317</b>	<b>267</b>
Change from prior year		-43.9%	78.1%	-20.0%	-9.8%	18.7%	-6.6%
<b>Active Listings</b>		<b>32</b>	<b>45</b>	<b>53</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
Change from prior year		-28.9%	-15.1%	-47.0%			
<b>Months' Supply</b>		<b>0.8</b>	<b>1.2</b>	<b>1.6</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
Change from prior year		-33.3%	-25.0%	-44.8%			
<b>New Listings</b>		<b>41</b>	<b>48</b>	<b>38</b>	<b>344</b>	<b>390</b>	<b>339</b>
Change from prior year		-14.6%	26.3%	-5.0%	-11.8%	15.0%	-10.8%
<b>Contracts Written</b>		<b>44</b>	<b>46</b>	<b>38</b>	<b>308</b>	<b>344</b>	<b>303</b>
Change from prior year		-4.3%	21.1%	18.8%	-10.5%	13.5%	2.4%
<b>Pending Contracts</b>		<b>66</b>	<b>65</b>	<b>58</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
Change from prior year		1.5%	12.1%	28.9%			
<b>Sales Volume (1,000s)</b>		<b>5,534</b>	<b>6,783</b>	<b>4,797</b>	<b>48,447</b>	<b>47,812</b>	<b>37,568</b>
Change from prior year		-18.4%	41.4%	-14.7%	1.3%	27.3%	6.9%
Average	<b>Sale Price</b>	<b>172,947</b>	<b>118,993</b>	<b>149,894</b>	<b>169,394</b>	<b>150,827</b>	<b>140,704</b>
	Change from prior year	45.3%	-20.6%	6.6%	12.3%	7.2%	14.5%
	<b>List Price of Actives</b>	<b>214,261</b>	<b>163,124</b>	<b>146,040</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
	Change from prior year	31.3%	11.7%	-19.4%			
	<b>Days on Market</b>	<b>17</b>	<b>16</b>	<b>50</b>	<b>18</b>	<b>24</b>	<b>44</b>
Change from prior year	6.3%	-68.0%	35.1%	-25.0%	-45.5%	-6.4%	
<b>Percent of List</b>	<b>97.0%</b>	<b>78.3%</b>	<b>96.7%</b>	<b>96.4%</b>	<b>93.5%</b>	<b>96.2%</b>	
Change from prior year	23.9%	-19.0%	1.2%	3.1%	-2.8%	0.6%	
<b>Percent of Original</b>	<b>95.8%</b>	<b>77.3%</b>	<b>94.6%</b>	<b>95.0%</b>	<b>92.6%</b>	<b>94.4%</b>	
Change from prior year	23.9%	-18.3%	0.2%	2.6%	-1.9%	0.6%	
Median	<b>Sale Price</b>	<b>164,250</b>	<b>90,000</b>	<b>118,000</b>	<b>135,000</b>	<b>136,000</b>	<b>133,000</b>
	Change from prior year	82.5%	-23.7%	-7.8%	-0.7%	2.3%	22.1%
	<b>List Price of Actives</b>	<b>176,500</b>	<b>148,900</b>	<b>134,900</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
	Change from prior year	18.5%	10.4%	-5.3%			
	<b>Days on Market</b>	<b>4</b>	<b>7</b>	<b>12</b>	<b>6</b>	<b>6</b>	<b>11</b>
Change from prior year	-42.9%	-41.7%	-14.3%	0.0%	-45.5%	-21.4%	
<b>Percent of List</b>	<b>99.8%</b>	<b>96.4%</b>	<b>97.4%</b>	<b>99.1%</b>	<b>98.3%</b>	<b>97.5%</b>	
Change from prior year	3.5%	-1.0%	0.4%	0.8%	0.8%	0.6%	
<b>Percent of Original</b>	<b>98.8%</b>	<b>93.9%</b>	<b>97.0%</b>	<b>98.3%</b>	<b>97.8%</b>	<b>97.0%</b>	
Change from prior year	5.2%	-3.2%	0.9%	0.5%	0.8%	1.4%	

Note: Year-to-date statistics cannot be calculated for Active Listings, Months' Supply and Pending Contracts.



## South Region Closed Listings Analysis

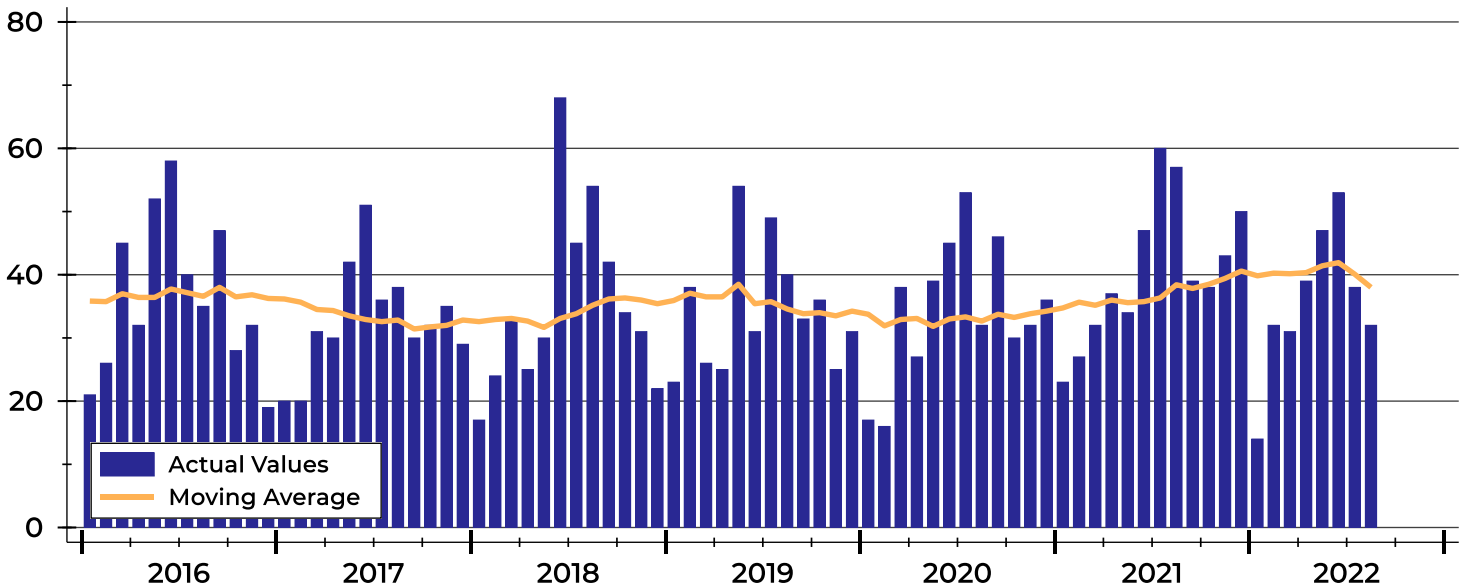
Summary Statistics for Closed Listings		August 2021			Year-to-Date 2021		
		2022	2021	Change	2022	2021	Change
Closed Listings		<b>32</b>	57	-43.9%	<b>286</b>	317	-9.8%
Volume (1,000s)		<b>5,534</b>	6,783	-18.4%	<b>48,447</b>	47,812	1.3%
Months' Supply		<b>0.8</b>	1.2	-33.3%	<b>N/A</b>	N/A	N/A
Average	Sale Price	<b>172,947</b>	118,993	45.3%	<b>169,394</b>	150,827	12.3%
	Days on Market	<b>17</b>	16	6.3%	<b>18</b>	24	-25.0%
	Percent of List	<b>97.0%</b>	78.3%	23.9%	<b>96.4%</b>	93.5%	3.1%
	Percent of Original	<b>95.8%</b>	77.3%	23.9%	<b>95.0%</b>	92.6%	2.6%
Median	Sale Price	<b>164,250</b>	90,000	82.5%	<b>135,000</b>	136,000	-0.7%
	Days on Market	<b>4</b>	7	-42.9%	<b>6</b>	6	0.0%
	Percent of List	<b>99.8%</b>	96.4%	3.5%	<b>99.1%</b>	98.3%	0.8%
	Percent of Original	<b>98.8%</b>	93.9%	5.2%	<b>98.3%</b>	97.8%	0.5%

A total of 32 homes sold in South Region in August, down from 57 units in August 2021. Total sales volume fell to \$5.5 million compared to \$6.8 million in the previous year.

The median sales price in August was \$164,250, up 82.5% compared to the prior year. Median days on market was 4 days, down from 4 days in July, and down from 7 in August 2021.

## History of Closed Listings

Units

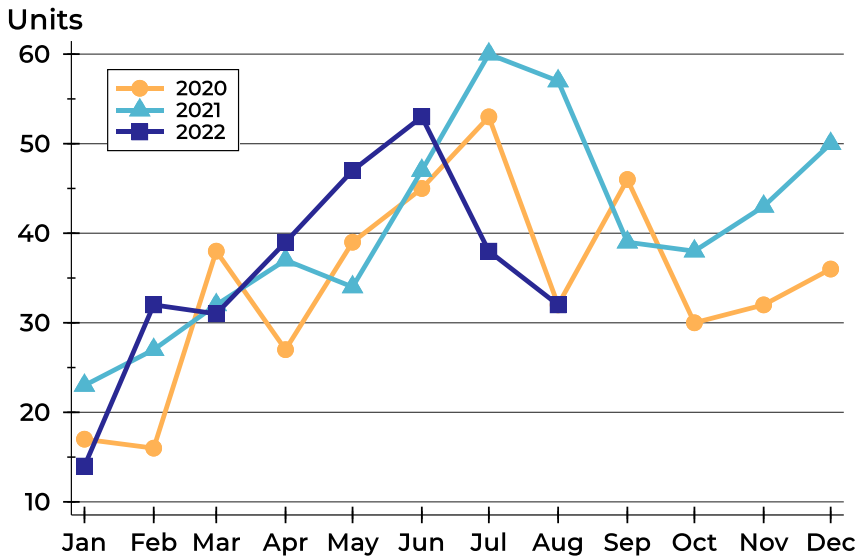






## South Region Closed Listings Analysis

### Closed Listings by Month



Month	2020	2021	2022
January	17	23	14
February	16	27	32
March	38	32	31
April	27	37	39
May	39	34	47
June	45	47	53
July	53	60	38
August	32	57	32
September	46	39	
October	30	38	
November	32	43	
December	36	50	

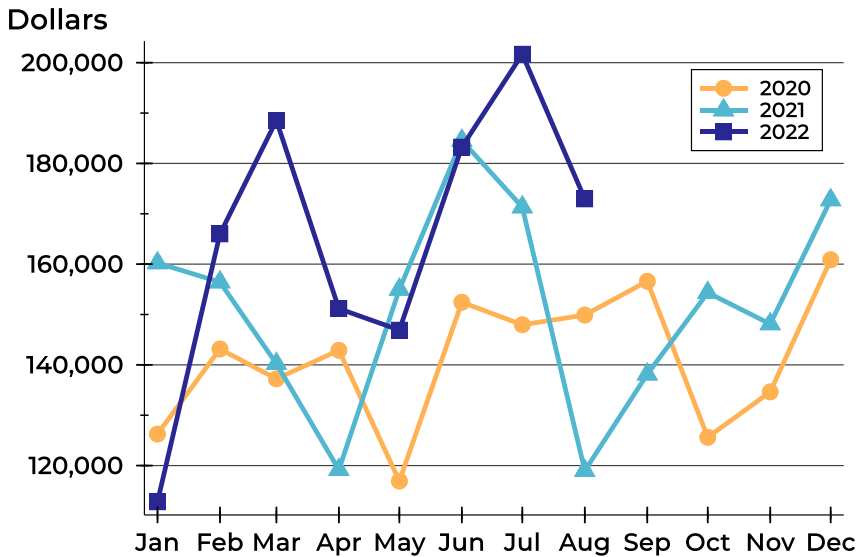
### Closed Listings by Price Range

Price Range	Sales		Months' Supply	Sale Price		Days on Market		Price as % of List		Price as % of Orig.	
	Number	Percent		Average	Median	Avg.	Med.	Avg.	Med.	Avg.	Med.
Below \$25,000	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$25,000-\$49,999	1	3.1%	0.0	46,000	46,000	2	2	115.3%	115.3%	115.3%	115.3%
\$50,000-\$99,999	7	21.9%	0.9	69,357	65,000	47	38	88.2%	83.4%	83.7%	77.3%
\$100,000-\$124,999	5	15.6%	0.7	110,700	107,500	10	6	93.7%	94.7%	93.7%	94.7%
\$125,000-\$149,999	3	9.4%	1.2	142,667	147,500	22	4	98.6%	99.6%	96.9%	95.8%
\$150,000-\$174,999	0	0.0%	0.3	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$175,000-\$199,999	4	12.5%	0.9	190,225	190,500	2	2	99.5%	100.0%	99.5%	100.0%
\$200,000-\$249,999	6	18.8%	0.5	214,750	215,250	7	2	101.7%	100.0%	101.0%	100.0%
\$250,000-\$299,999	1	3.1%	1.6	250,000	250,000	0	0	100.0%	100.0%	100.0%	100.0%
\$300,000-\$399,999	4	12.5%	2.4	326,725	330,450	4	4	100.3%	100.0%	100.3%	100.0%
\$400,000-\$499,999	1	3.1%	2.7	415,000	415,000	37	37	98.8%	98.8%	98.8%	98.8%
\$500,000-\$749,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$750,000-\$999,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A



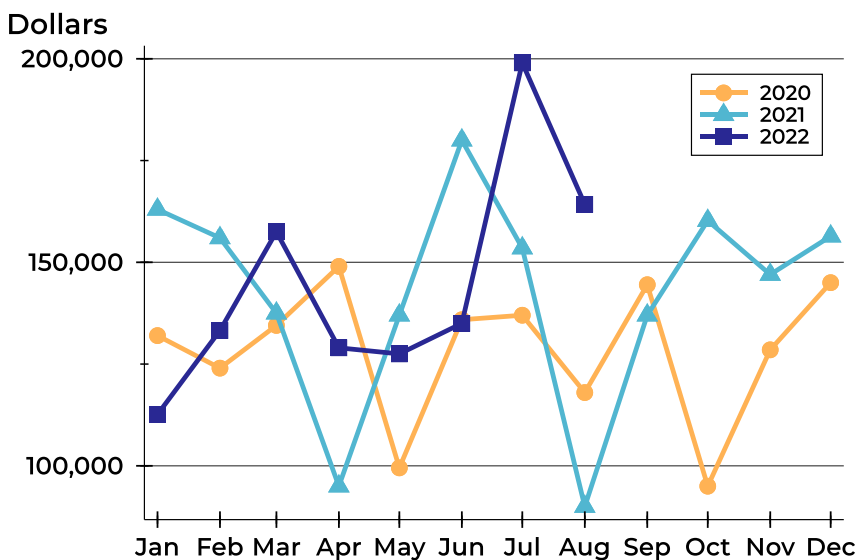
## South Region Closed Listings Analysis

### Average Price



Month	2020	2021	2022
<b>January</b>	126,265	160,235	<b>112,796</b>
<b>February</b>	143,155	156,432	<b>165,995</b>
<b>March</b>	137,224	140,241	<b>188,532</b>
<b>April</b>	142,899	119,181	<b>151,170</b>
<b>May</b>	116,921	154,972	<b>146,904</b>
<b>June</b>	152,440	184,562	<b>183,252</b>
<b>July</b>	147,962	171,326	<b>201,697</b>
<b>August</b>	149,894	118,993	<b>172,947</b>
<b>September</b>	156,602	138,141	
<b>October</b>	125,620	154,339	
<b>November</b>	134,630	148,120	
<b>December</b>	160,870	172,741	

### Median Price

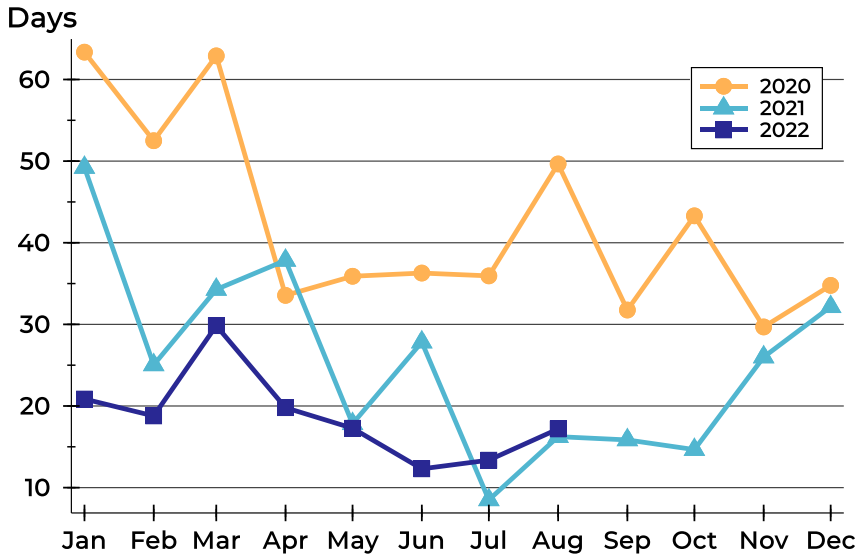


Month	2020	2021	2022
<b>January</b>	132,000	163,000	<b>112,625</b>
<b>February</b>	124,000	156,000	<b>133,250</b>
<b>March</b>	134,500	137,500	<b>157,500</b>
<b>April</b>	149,000	95,000	<b>129,000</b>
<b>May</b>	99,500	137,000	<b>127,500</b>
<b>June</b>	135,900	180,000	<b>135,000</b>
<b>July</b>	137,000	153,500	<b>199,000</b>
<b>August</b>	118,000	90,000	<b>164,250</b>
<b>September</b>	144,500	137,000	
<b>October</b>	95,000	160,250	
<b>November</b>	128,500	147,000	
<b>December</b>	145,000	156,421	



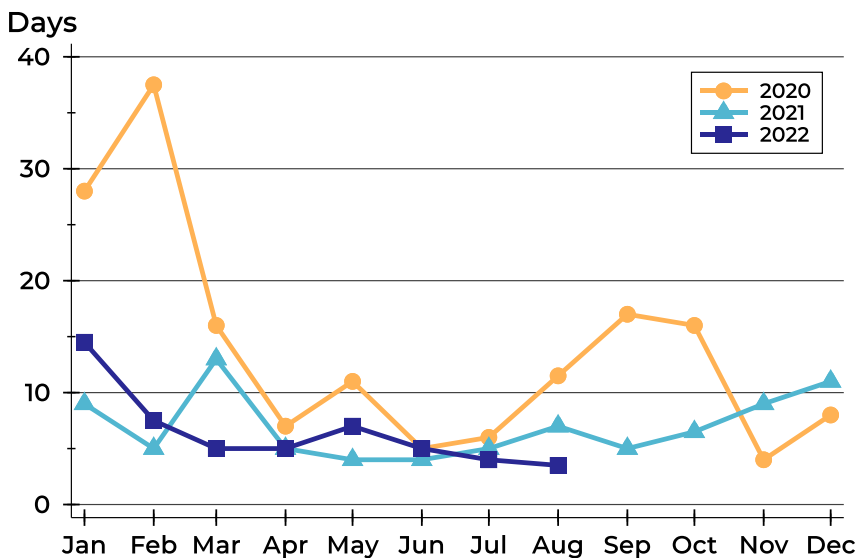
## South Region Closed Listings Analysis

### Average DOM



Month	2020	2021	2022
January	63	49	<b>21</b>
February	53	25	<b>19</b>
March	63	34	<b>30</b>
April	34	38	<b>20</b>
May	36	18	<b>17</b>
June	36	28	<b>12</b>
July	36	9	<b>13</b>
August	50	16	<b>17</b>
September	32	16	
October	43	15	
November	30	26	
December	35	32	

### Median DOM



Month	2020	2021	2022
January	28	9	<b>15</b>
February	38	5	<b>8</b>
March	16	13	<b>5</b>
April	7	5	<b>5</b>
May	11	4	<b>7</b>
June	5	4	<b>5</b>
July	6	5	<b>4</b>
August	12	7	<b>4</b>
September	17	5	
October	16	7	
November	4	9	
December	8	11	



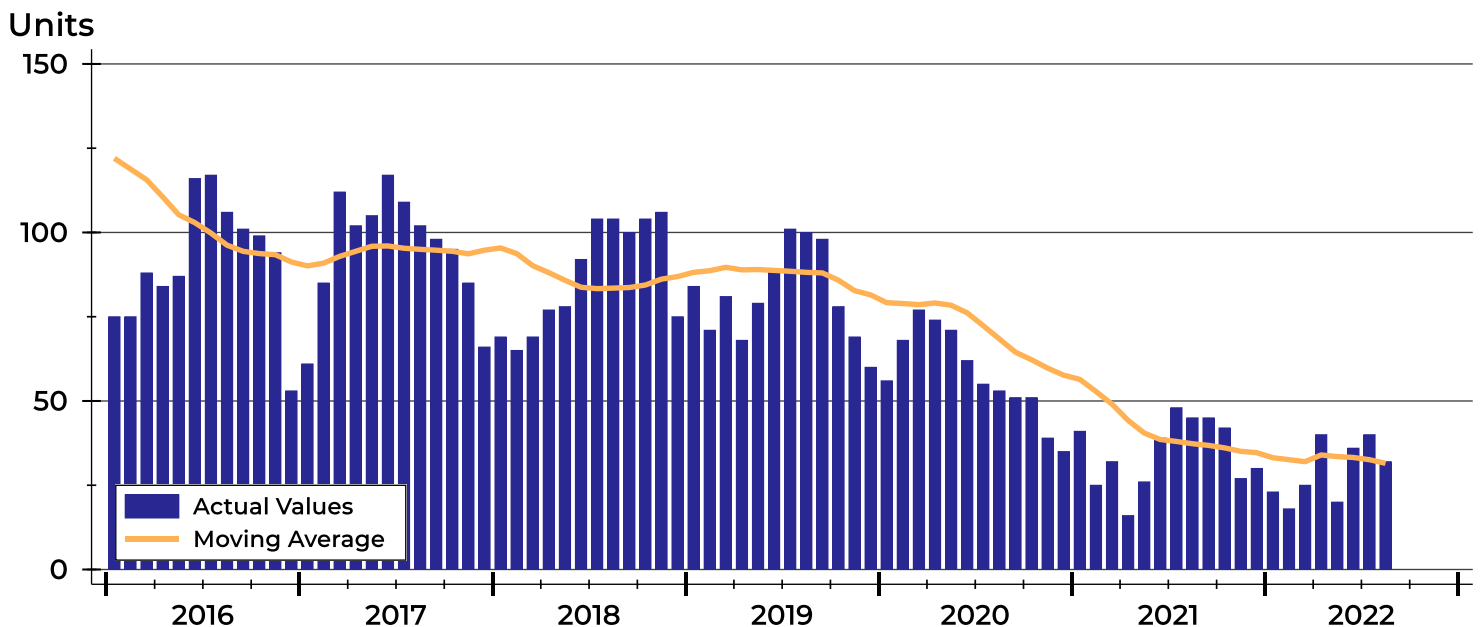
## South Region Active Listings Analysis

Summary Statistics for Active Listings		2022	End of August 2021	Change
Active Listings		<b>32</b>	45	-28.9%
Volume (1,000s)		<b>6,856</b>	7,341	-6.6%
Months' Supply		<b>0.8</b>	1.2	-33.3%
Average	List Price	<b>214,261</b>	163,124	31.3%
	Days on Market	<b>50</b>	65	-23.1%
	Percent of Original	<b>96.1%</b>	96.5%	-0.4%
Median	List Price	<b>176,500</b>	148,900	18.5%
	Days on Market	<b>39</b>	43	-9.3%
	Percent of Original	<b>99.7%</b>	100.0%	-0.3%

A total of 32 homes were available for sale in South Region at the end of August. This represents a 0.8 months' supply of active listings.

The median list price of homes on the market at the end of August was \$176,500, up 18.5% from 2021. The typical time on market for active listings was 39 days, down from 43 days a year earlier.

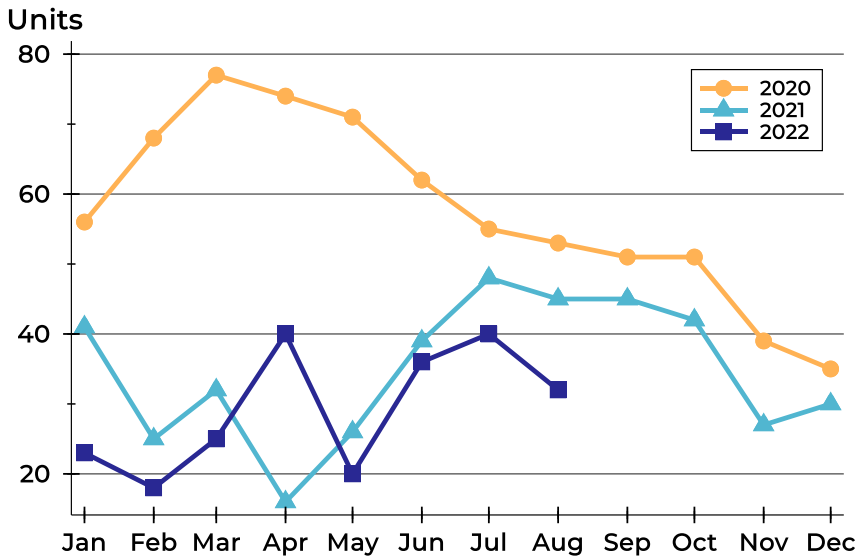
## History of Active Listings





## South Region Active Listings Analysis

### Active Listings by Month



Month	2020	2021	2022
January	56	41	<b>23</b>
February	68	25	<b>18</b>
March	77	32	<b>25</b>
April	74	16	<b>40</b>
May	71	26	<b>20</b>
June	62	39	<b>36</b>
July	55	48	<b>40</b>
August	53	45	<b>32</b>
September	51	45	
October	51	42	
November	39	27	
December	35	30	

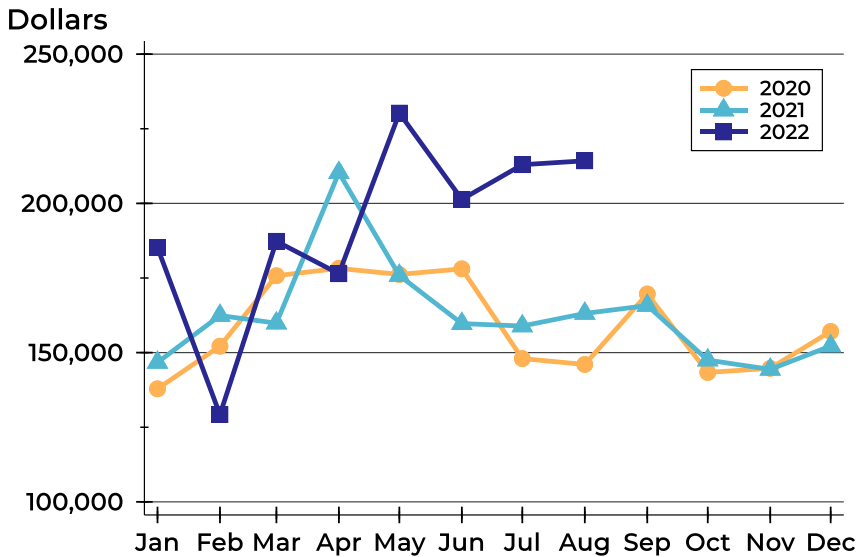
### Active Listings by Price Range

Price Range	Active Listings Number	Active Listings Percent	Months' Supply	List Price Average	List Price Median	Days on Market Avg.	Days on Market Med.	Price as % of Orig. Avg.	Price as % of Orig. Med.
Below \$25,000	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$25,000-\$49,999	0	0.0%	0.0	N/A	N/A	N/A	N/A	N/A	N/A
\$50,000-\$99,999	7	21.9%	0.9	77,414	88,500	52	27	94.7%	93.7%
\$100,000-\$124,999	3	9.4%	0.7	118,300	115,500	14	6	99.1%	100.0%
\$125,000-\$149,999	5	15.6%	1.2	132,880	133,500	41	40	99.4%	100.0%
\$150,000-\$174,999	1	3.1%	0.3	174,000	174,000	19	19	99.4%	99.4%
\$175,000-\$199,999	3	9.4%	0.9	186,267	179,900	36	7	88.1%	100.0%
\$200,000-\$249,999	3	9.4%	0.5	227,800	219,900	21	15	97.7%	97.5%
\$250,000-\$299,999	3	9.4%	1.6	269,967	265,000	95	98	95.1%	93.8%
\$300,000-\$399,999	4	12.5%	2.4	364,200	365,950	73	68	93.8%	94.0%
\$400,000-\$499,999	2	6.3%	2.7	432,400	432,400	107	107	100.0%	100.0%
\$500,000-\$749,999	1	3.1%	N/A	747,440	747,440	1	1	100.0%	100.0%
\$750,000-\$999,999	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%	N/A	N/A	N/A	N/A	N/A	N/A	N/A



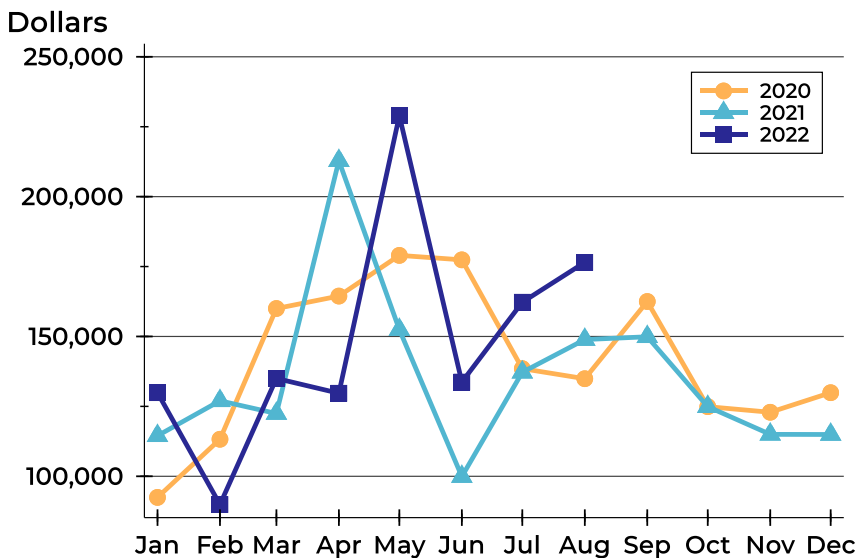
## South Region Active Listings Analysis

### Average Price



Month	2020	2021	2022
<b>January</b>	137,880	146,720	<b>185,204</b>
<b>February</b>	152,168	162,432	<b>129,250</b>
<b>March</b>	175,756	159,881	<b>187,302</b>
<b>April</b>	178,239	210,297	<b>176,425</b>
<b>May</b>	176,189	175,850	<b>230,253</b>
<b>June</b>	178,075	159,719	<b>201,368</b>
<b>July</b>	147,997	158,919	<b>212,957</b>
<b>August</b>	146,040	163,124	<b>214,261</b>
<b>September</b>	169,654	165,777	
<b>October</b>	143,375	147,499	
<b>November</b>	144,738	144,400	
<b>December</b>	157,104	152,213	

### Median Price

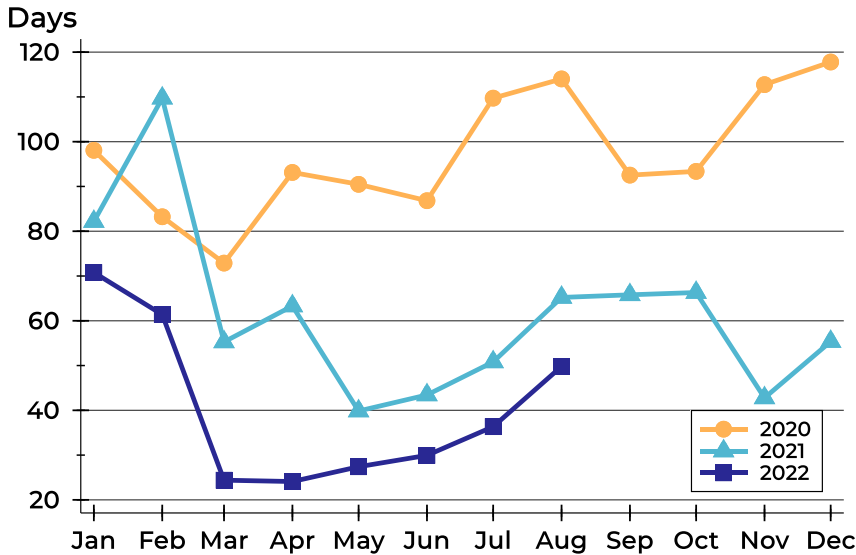


Month	2020	2021	2022
<b>January</b>	92,450	114,500	<b>129,900</b>
<b>February</b>	113,250	127,000	<b>89,900</b>
<b>March</b>	160,000	122,448	<b>135,000</b>
<b>April</b>	164,450	212,850	<b>129,700</b>
<b>May</b>	179,000	152,450	<b>228,950</b>
<b>June</b>	177,400	99,900	<b>133,700</b>
<b>July</b>	138,500	137,200	<b>162,250</b>
<b>August</b>	134,900	148,900	<b>176,500</b>
<b>September</b>	162,500	149,900	
<b>October</b>	124,900	124,900	
<b>November</b>	122,900	115,000	
<b>December</b>	129,900	114,950	



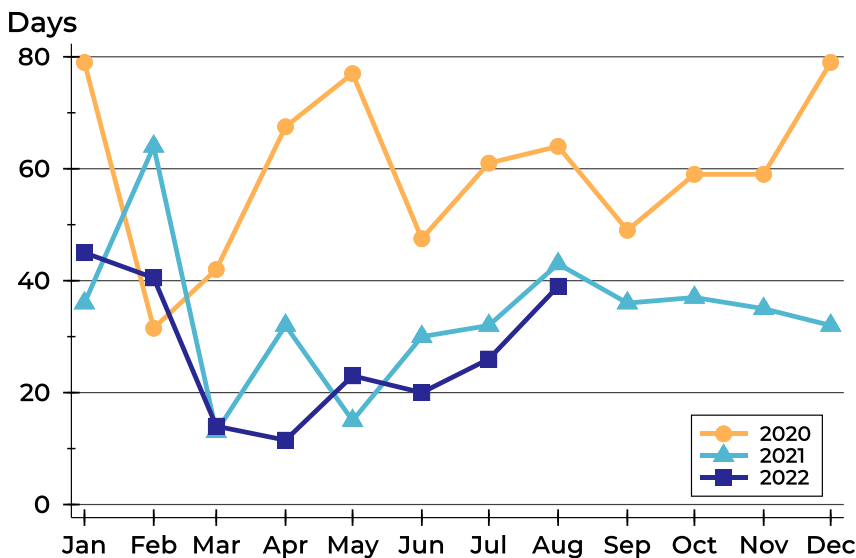
## South Region Active Listings Analysis

### Average DOM



Month	2020	2021	2022
January	98	82	<b>71</b>
February	83	110	<b>61</b>
March	73	55	<b>24</b>
April	93	63	<b>24</b>
May	90	40	<b>27</b>
June	87	43	<b>30</b>
July	110	51	<b>36</b>
August	114	65	<b>50</b>
September	93	66	
October	93	66	
November	113	43	
December	118	55	

### Median DOM

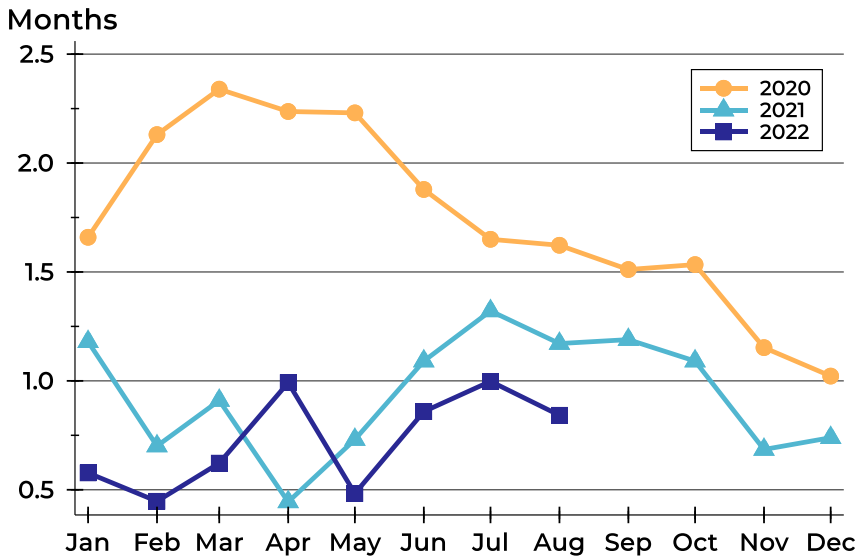


Month	2020	2021	2022
January	79	36	<b>45</b>
February	32	64	<b>41</b>
March	42	13	<b>14</b>
April	68	32	<b>12</b>
May	77	15	<b>23</b>
June	48	30	<b>20</b>
July	61	32	<b>26</b>
August	64	43	<b>39</b>
September	49	36	
October	59	37	
November	59	35	
December	79	32	



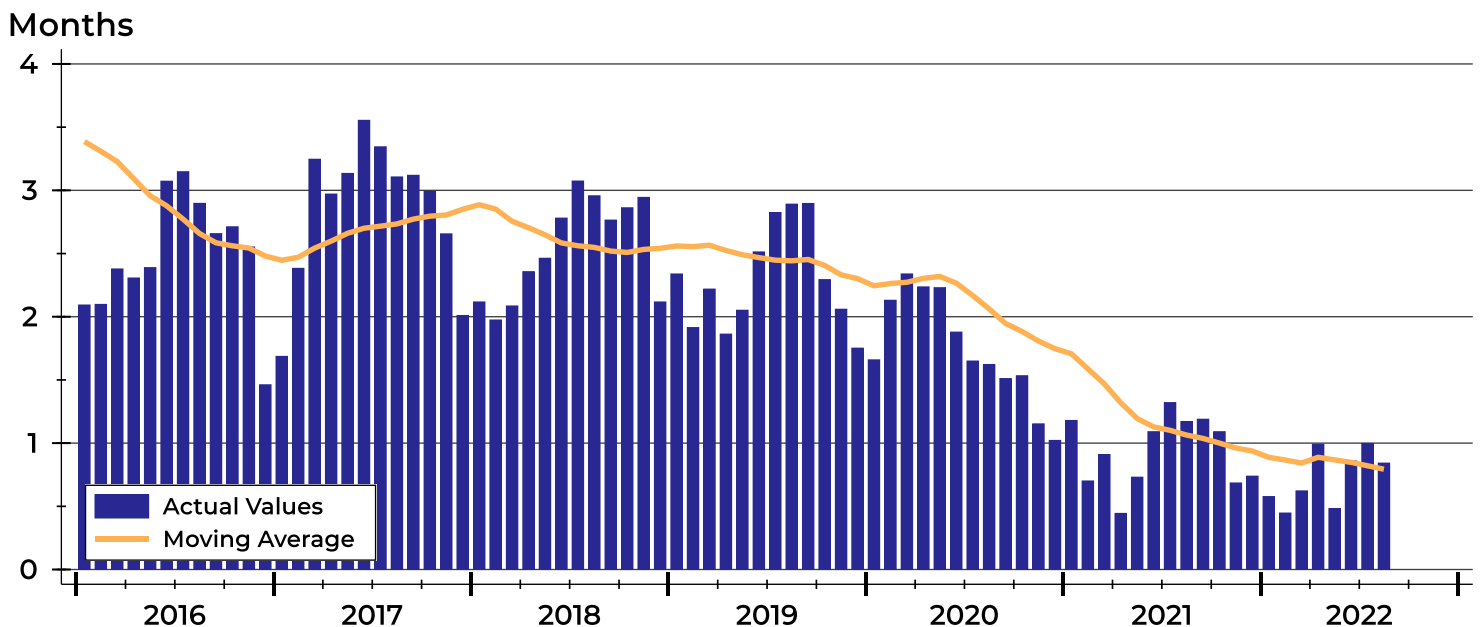
## South Region Months' Supply Analysis

### Months' Supply by Month



Month	2020	2021	2022
January	1.7	1.2	<b>0.6</b>
February	2.1	0.7	<b>0.4</b>
March	2.3	0.9	<b>0.6</b>
April	2.2	0.4	<b>1.0</b>
May	2.2	0.7	<b>0.5</b>
June	1.9	1.1	<b>0.9</b>
July	1.7	1.3	<b>1.0</b>
August	1.6	1.2	<b>0.8</b>
September	1.5	1.2	
October	1.5	1.1	
November	1.2	0.7	
December	1.0	0.7	

### History of Month's Supply







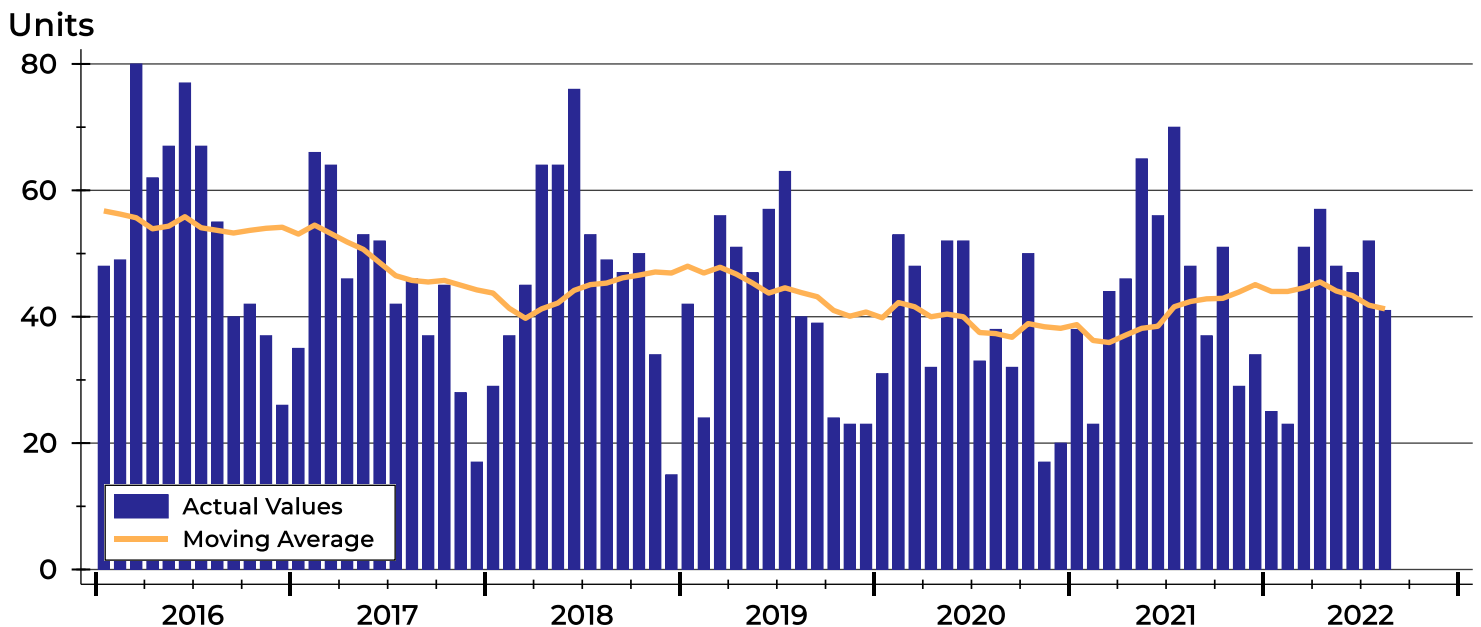
## South Region New Listings Analysis

Summary Statistics for New Listings		2022	August 2021	Change
Current Month	New Listings	<b>41</b>	48	-14.6%
	Volume (1,000s)	<b>7,522</b>	6,662	12.9%
	Average List Price	<b>183,455</b>	138,800	32.2%
	Median List Price	<b>165,000</b>	134,450	22.7%
Year-to-Date	New Listings	<b>344</b>	390	-11.8%
	Volume (1,000s)	<b>62,775</b>	65,269	-3.8%
	Average List Price	<b>182,485</b>	167,357	9.0%
	Median List Price	<b>152,500</b>	139,900	9.0%

A total of 41 new listings were added in South Region during August, down 14.6% from the same month in 2021. Year-to-date South Region has seen 344 new listings.

The median list price of these homes was \$165,000 up from \$134,450 in 2021.

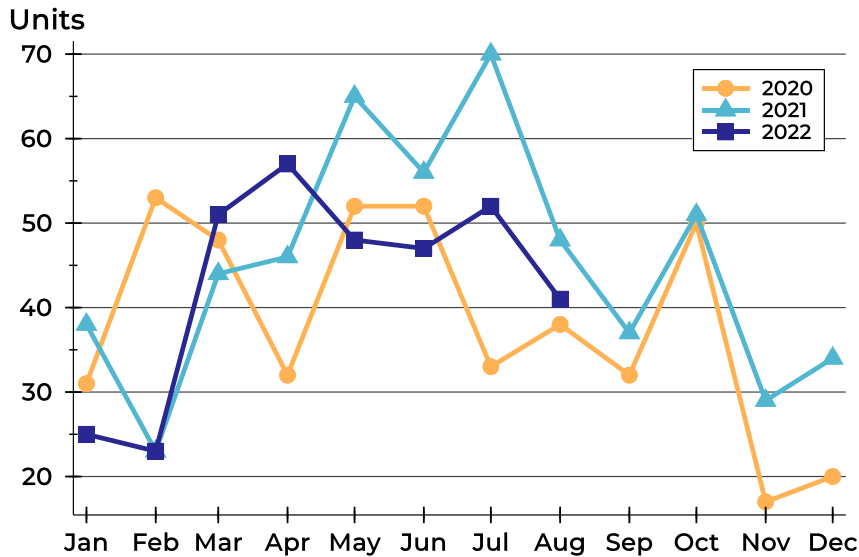
## History of New Listings





## South Region New Listings Analysis

### New Listings by Month



Month	2020	2021	2022
January	31	38	25
February	53	23	23
March	48	44	51
April	32	46	57
May	52	65	48
June	52	56	47
July	33	70	52
August	38	48	41
September	32	37	
October	50	51	
November	17	29	
December	20	34	

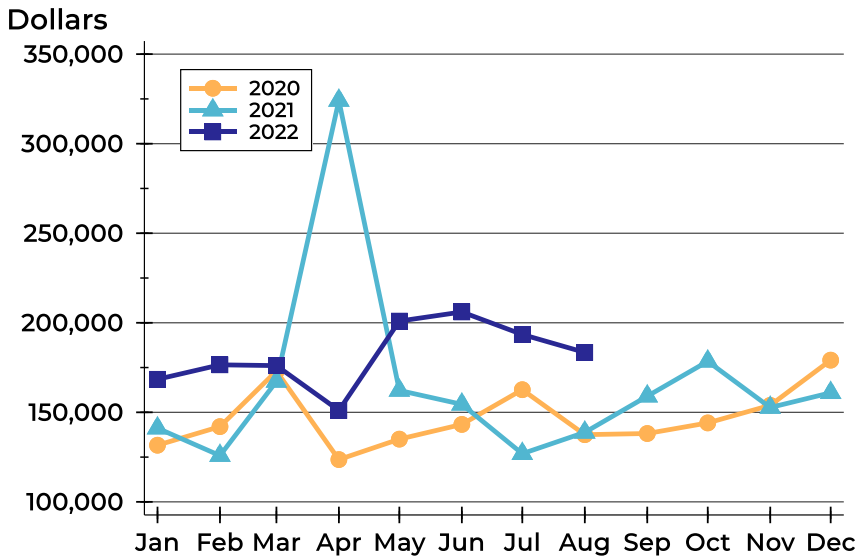
### New Listings by Price Range

Price Range	New Listings		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$25,000-\$49,999	2	4.9%	30,000	30,000	5	5	100.0%	100.0%
\$50,000-\$99,999	8	19.5%	77,588	82,450	17	18	96.5%	100.0%
\$100,000-\$124,999	4	9.8%	116,950	116,500	6	6	100.0%	100.0%
\$125,000-\$149,999	5	12.2%	134,440	129,900	5	3	100.3%	100.0%
\$150,000-\$174,999	3	7.3%	164,667	165,000	9	1	99.8%	100.0%
\$175,000-\$199,999	6	14.6%	186,233	179,900	10	9	97.0%	100.0%
\$200,000-\$249,999	7	17.1%	226,114	224,900	8	7	99.6%	100.0%
\$250,000-\$299,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$300,000-\$399,999	4	9.8%	329,950	330,000	3	4	100.8%	100.0%
\$400,000-\$499,999	1	2.4%	439,500	439,500	4	4	100.0%	100.0%
\$500,000-\$749,999	1	2.4%	747,440	747,440	7	7	100.0%	100.0%
\$750,000-\$999,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



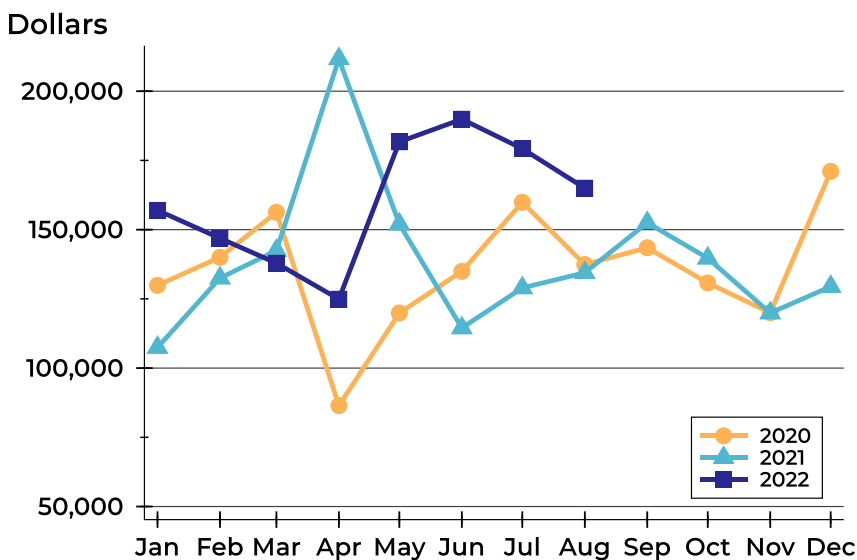
## South Region New Listings Analysis

### Average Price



Month	2020	2021	2022
<b>January</b>	131,644	141,162	<b>168,444</b>
<b>February</b>	142,031	125,850	<b>176,520</b>
<b>March</b>	173,054	167,257	<b>176,097</b>
<b>April</b>	123,622	324,133	<b>151,064</b>
<b>May</b>	135,032	162,228	<b>200,958</b>
<b>June</b>	143,258	154,455	<b>206,043</b>
<b>July</b>	162,645	126,920	<b>193,475</b>
<b>August</b>	137,534	138,800	<b>183,455</b>
<b>September</b>	138,174	159,004	
<b>October</b>	144,087	178,488	
<b>November</b>	153,906	152,690	
<b>December</b>	179,135	160,932	

### Median Price



Month	2020	2021	2022
<b>January</b>	129,900	107,450	<b>157,000</b>
<b>February</b>	140,000	132,500	<b>146,900</b>
<b>March</b>	156,250	142,450	<b>137,900</b>
<b>April</b>	86,450	211,700	<b>124,900</b>
<b>May</b>	119,900	152,000	<b>181,700</b>
<b>June</b>	134,950	114,500	<b>189,900</b>
<b>July</b>	159,900	128,950	<b>179,250</b>
<b>August</b>	137,400	134,450	<b>165,000</b>
<b>September</b>	143,450	152,500	
<b>October</b>	130,750	139,700	
<b>November</b>	120,000	119,900	
<b>December</b>	171,050	129,450	



## South Region Contracts Written Analysis

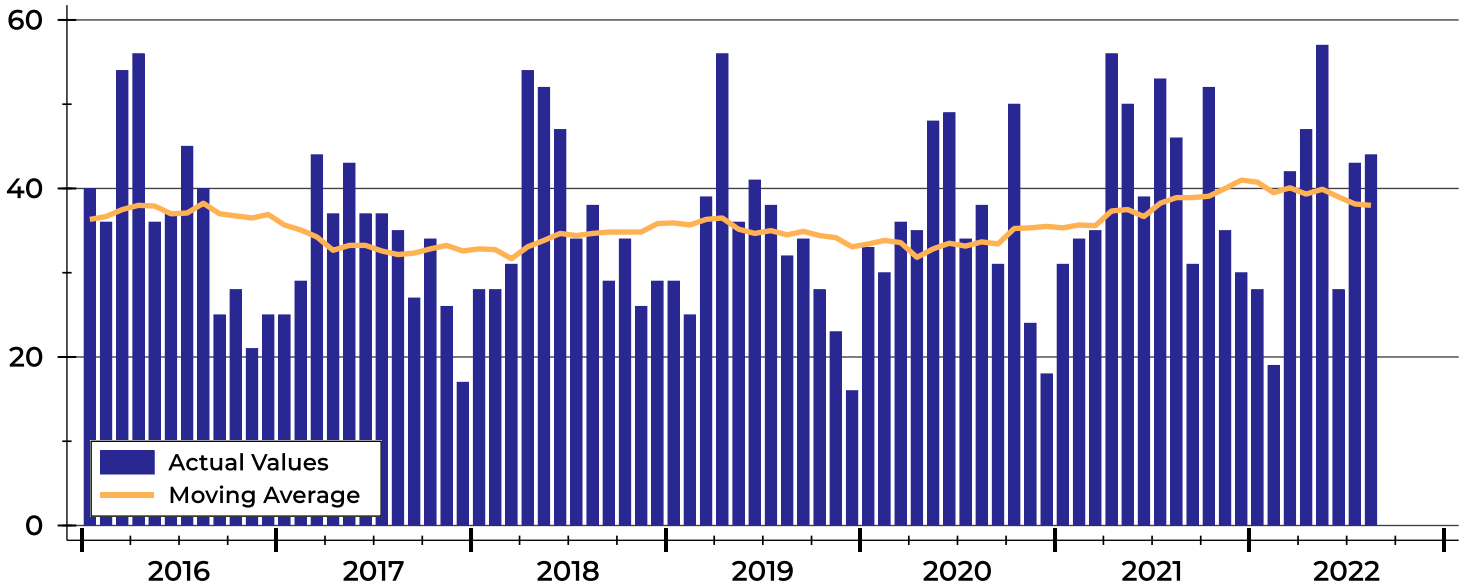
Summary Statistics for Contracts Written		August 2021			Year-to-Date 2021		
		2022	2021	Change	2022	2021	Change
Contracts Written		<b>44</b>	46	-4.3%	<b>308</b>	344	-10.5%
Volume (1,000s)		<b>8,445</b>	6,655	26.9%	<b>55,087</b>	58,675	-6.1%
Average	Sale Price	<b>191,936</b>	144,672	32.7%	<b>178,852</b>	170,566	4.9%
	Days on Market	<b>18</b>	17	5.9%	<b>18</b>	21	-14.3%
	Percent of Original	<b>95.8%</b>	95.5%	0.3%	<b>95.3%</b>	93.1%	2.4%
Median	Sale Price	<b>174,700</b>	149,700	16.7%	<b>149,900</b>	144,900	3.5%
	Days on Market	<b>6</b>	6	0.0%	<b>6</b>	5	20.0%
	Percent of Original	<b>100.0%</b>	97.5%	2.6%	<b>99.3%</b>	98.0%	1.3%

A total of 44 contracts for sale were written in South Region during the month of August, down from 46 in 2021. The median list price of these homes was \$174,700, up from \$149,700 the prior year.

Half of the homes that went under contract in August were on the market less than 6 days, compared to 6 days in August 2021.

## History of Contracts Written

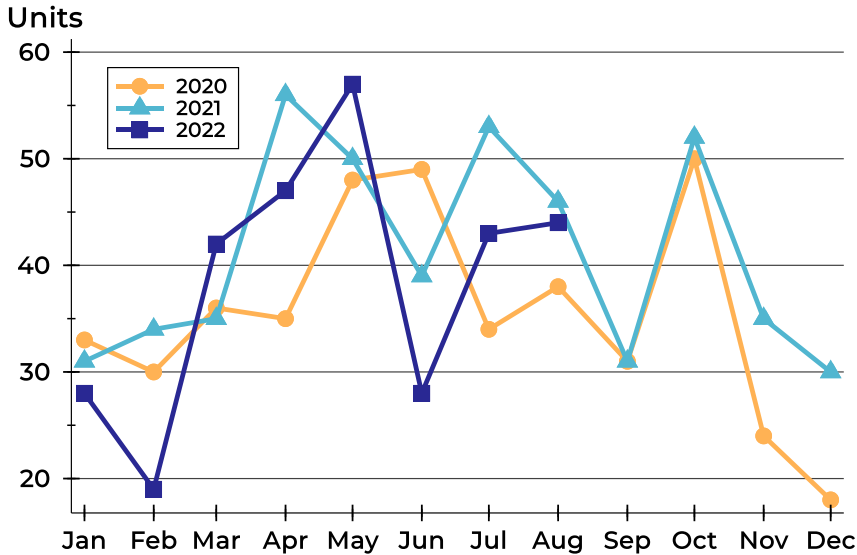
Units





## South Region Contracts Written Analysis

### Contracts Written by Month



Month	2020	2021	2022
January	33	31	<b>28</b>
February	30	34	<b>19</b>
March	36	35	<b>42</b>
April	35	56	<b>47</b>
May	48	50	<b>57</b>
June	49	39	<b>28</b>
July	34	53	<b>43</b>
August	38	46	<b>44</b>
September	31	31	
October	50	52	
November	24	35	
December	18	30	

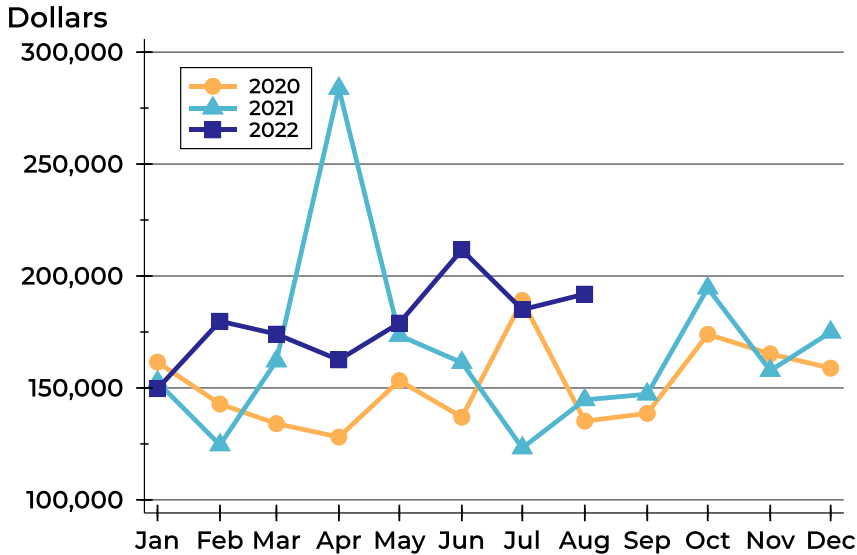
### Contracts Written by Price Range

Price Range	Contracts Written		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$25,000-\$49,999	2	4.5%	30,000	30,000	5	5	100.0%	100.0%
\$50,000-\$99,999	8	18.2%	79,063	79,900	42	24	85.7%	86.2%
\$100,000-\$124,999	5	11.4%	112,860	114,900	19	6	97.0%	100.0%
\$125,000-\$149,999	4	9.1%	137,400	134,900	3	3	97.1%	100.0%
\$150,000-\$174,999	3	6.8%	163,167	165,000	2	1	100.0%	100.0%
\$175,000-\$199,999	6	13.6%	187,683	184,450	18	16	94.5%	96.0%
\$200,000-\$249,999	6	13.6%	224,033	224,900	11	7	98.4%	100.0%
\$250,000-\$299,999	3	6.8%	293,666	299,000	18	19	99.4%	100.0%
\$300,000-\$399,999	5	11.4%	331,900	339,700	6	4	100.6%	100.0%
\$400,000-\$499,999	1	2.3%	439,500	439,500	4	4	100.0%	100.0%
\$500,000-\$749,999	1	2.3%	699,000	699,000	82	82	97.2%	97.2%
\$750,000-\$999,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



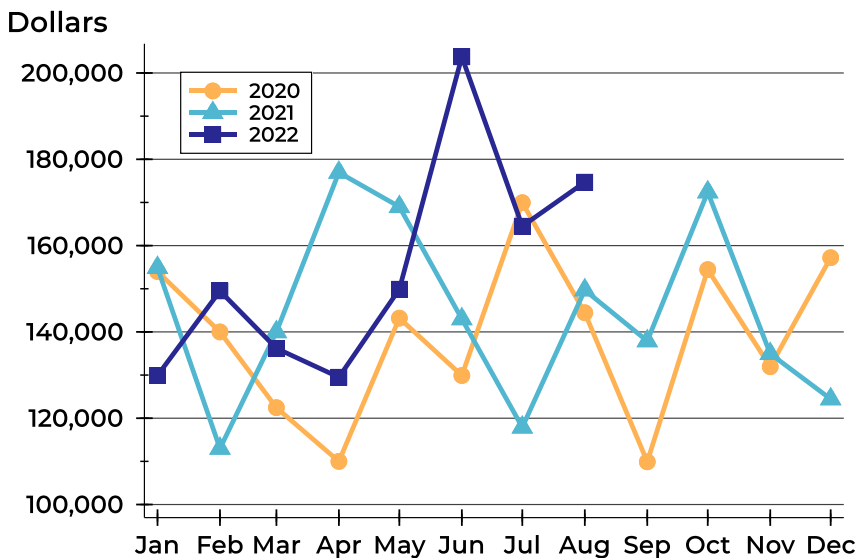
## South Region Contracts Written Analysis

### Average Price



Month	2020	2021	2022
<b>January</b>	161,533	152,635	<b>149,650</b>
<b>February</b>	142,817	124,538	<b>179,816</b>
<b>March</b>	134,064	162,020	<b>174,064</b>
<b>April</b>	128,069	283,786	<b>162,527</b>
<b>May</b>	153,267	173,435	<b>179,005</b>
<b>June</b>	136,953	161,297	<b>211,686</b>
<b>July</b>	189,050	123,181	<b>184,993</b>
<b>August</b>	135,189	144,672	<b>191,936</b>
<b>September</b>	138,637	147,213	
<b>October</b>	173,968	194,613	
<b>November</b>	165,229	157,747	
<b>December</b>	158,842	174,907	

### Median Price

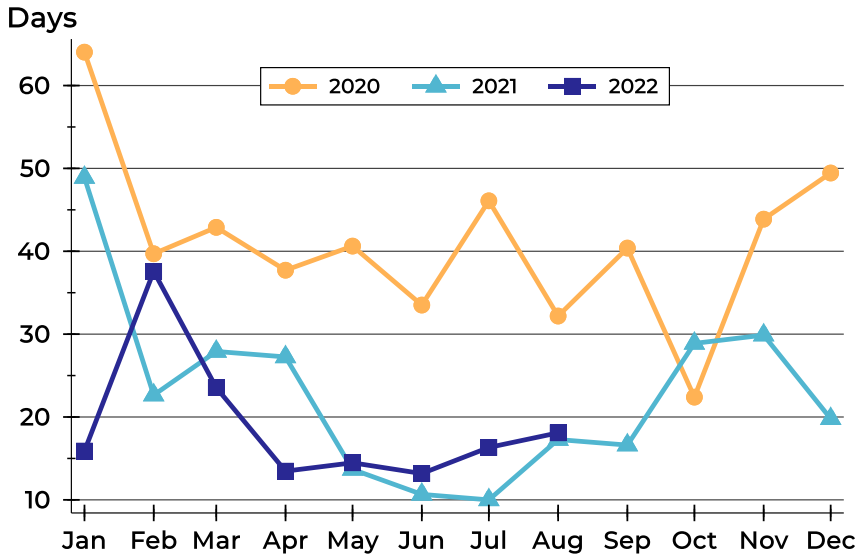


Month	2020	2021	2022
<b>January</b>	154,000	154,900	<b>129,900</b>
<b>February</b>	140,000	113,000	<b>149,500</b>
<b>March</b>	122,450	140,000	<b>136,200</b>
<b>April</b>	110,000	176,950	<b>129,500</b>
<b>May</b>	143,200	169,000	<b>149,900</b>
<b>June</b>	129,900	143,000	<b>203,750</b>
<b>July</b>	169,950	117,900	<b>164,500</b>
<b>August</b>	144,450	149,700	<b>174,700</b>
<b>September</b>	109,900	137,900	
<b>October</b>	154,450	172,400	
<b>November</b>	131,950	134,950	
<b>December</b>	157,200	124,450	



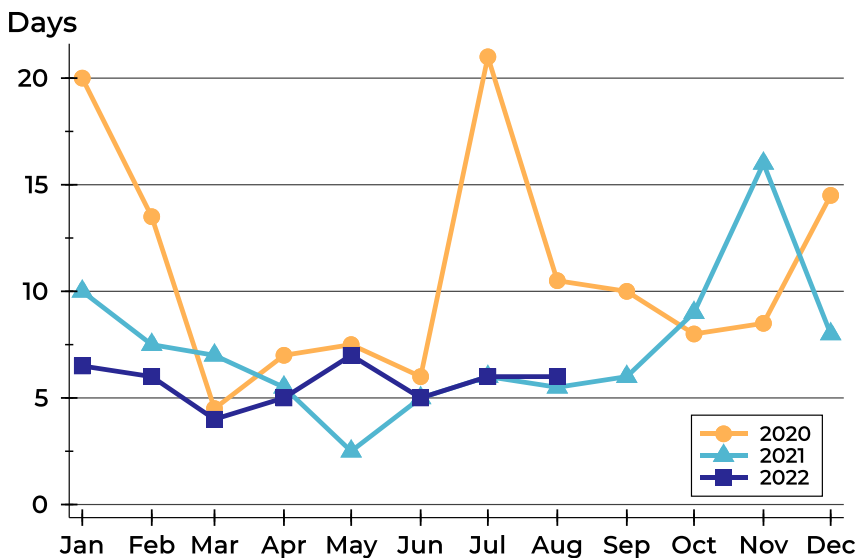
## South Region Contracts Written Analysis

### Average DOM



Month	2020	2021	2022
January	64	49	<b>16</b>
February	40	23	<b>38</b>
March	43	28	<b>24</b>
April	38	27	<b>13</b>
May	41	14	<b>14</b>
June	34	11	<b>13</b>
July	46	10	<b>16</b>
August	32	17	<b>18</b>
September	40	17	
October	22	29	
November	44	30	
December	49	20	

### Median DOM



Month	2020	2021	2022
January	20	10	<b>7</b>
February	14	8	<b>6</b>
March	5	7	<b>4</b>
April	7	6	<b>5</b>
May	8	3	<b>7</b>
June	6	5	<b>5</b>
July	21	6	<b>6</b>
August	11	6	<b>6</b>
September	10	6	
October	8	9	
November	9	16	
December	15	8	



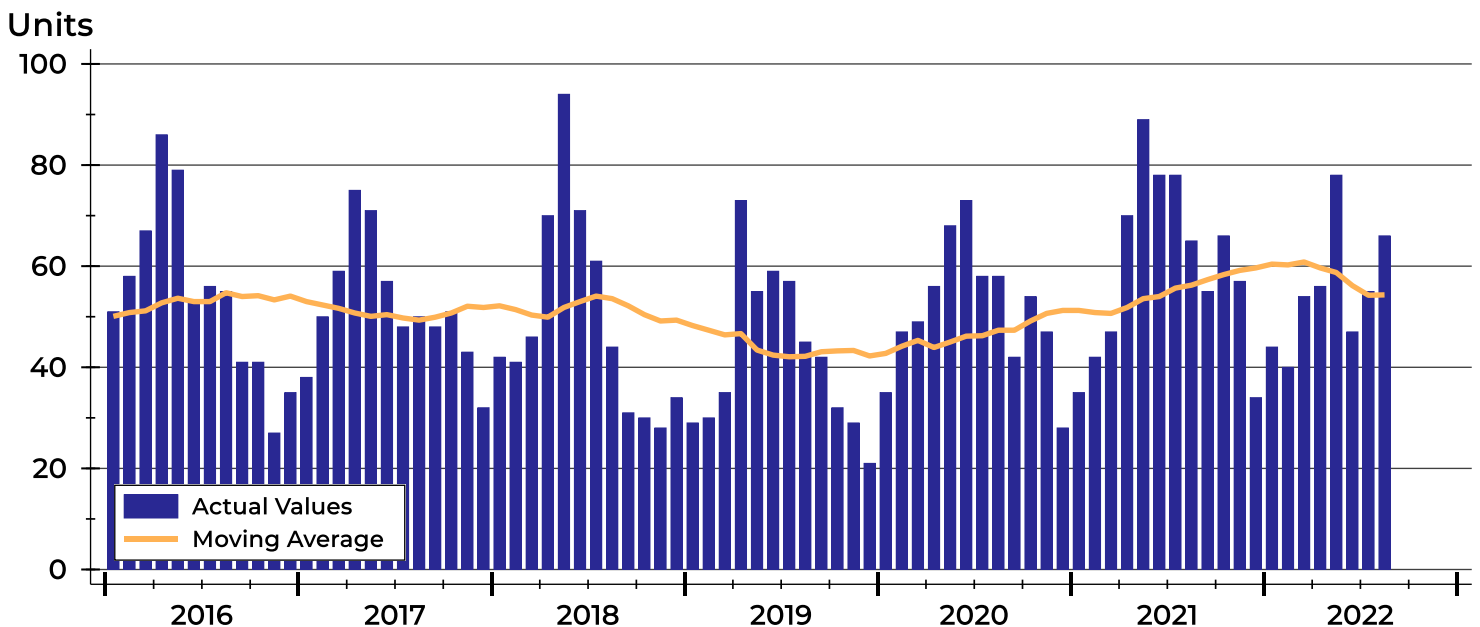
## South Region Pending Contracts Analysis

Summary Statistics for Pending Contracts		End of August		
		2022	2021	Change
Pending Contracts		<b>66</b>	65	1.5%
Volume (1,000s)		<b>13,106</b>	9,239	41.9%
Average	List Price	<b>198,574</b>	142,146	39.7%
	Days on Market	<b>16</b>	16	0.0%
	Percent of Original	<b>97.6%</b>	99.4%	-1.8%
Median	List Price	<b>179,700</b>	140,000	28.4%
	Days on Market	<b>6</b>	5	20.0%
	Percent of Original	<b>100.0%</b>	100.0%	0.0%

A total of 66 listings in South Region had contracts pending at the end of August, up from 65 contracts pending at the end of August 2021.

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.

## History of Pending Contracts

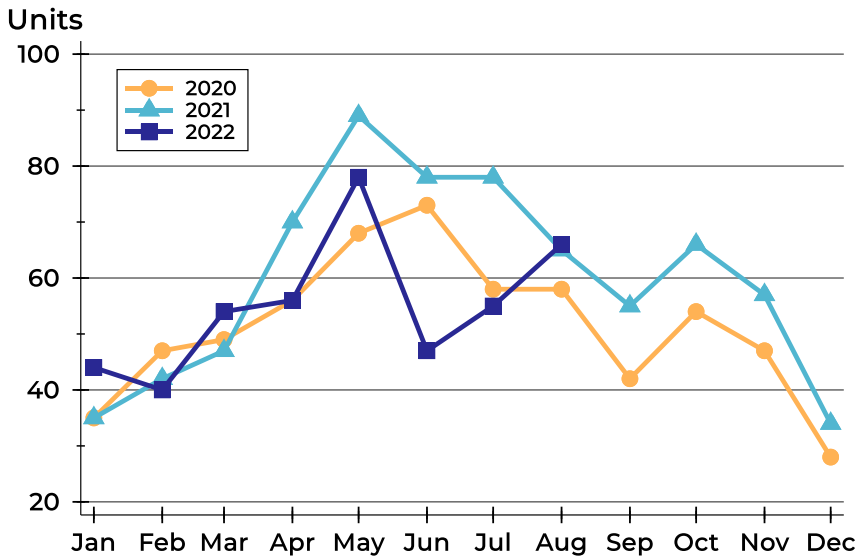






## South Region Pending Contracts Analysis

### Pending Contracts by Month



Month	2020	2021	2022
January	35	35	<b>44</b>
February	47	42	<b>40</b>
March	49	47	<b>54</b>
April	56	70	<b>56</b>
May	68	89	<b>78</b>
June	73	78	<b>47</b>
July	58	78	<b>55</b>
August	58	65	<b>66</b>
September	42	55	
October	54	66	
November	47	57	
December	28	34	

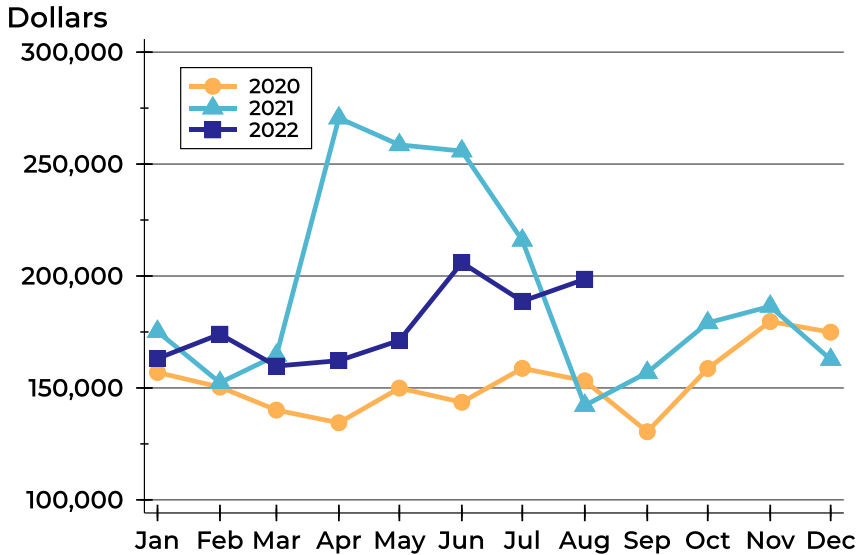
### Pending Contracts by Price Range

Price Range	Pending Contracts		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$25,000-\$49,999	2	3.0%	30,000	30,000	5	5	100.0%	100.0%
\$50,000-\$99,999	13	19.7%	78,015	79,900	31	24	95.5%	100.0%
\$100,000-\$124,999	8	12.1%	115,338	118,000	15	7	98.1%	100.0%
\$125,000-\$149,999	5	7.6%	141,640	143,500	3	1	99.2%	100.0%
\$150,000-\$174,999	3	4.5%	163,167	165,000	2	1	100.0%	100.0%
\$175,000-\$199,999	11	16.7%	187,318	179,900	14	11	97.0%	100.0%
\$200,000-\$249,999	7	10.6%	230,571	229,000	12	7	98.6%	100.0%
\$250,000-\$299,999	7	10.6%	288,400	289,900	14	7	98.6%	100.0%
\$300,000-\$399,999	5	7.6%	331,900	339,700	6	4	100.0%	100.0%
\$400,000-\$499,999	3	4.5%	444,833	445,000	24	4	90.4%	100.0%
\$500,000-\$749,999	2	3.0%	612,000	612,000	44	44	98.6%	98.6%
\$750,000-\$999,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



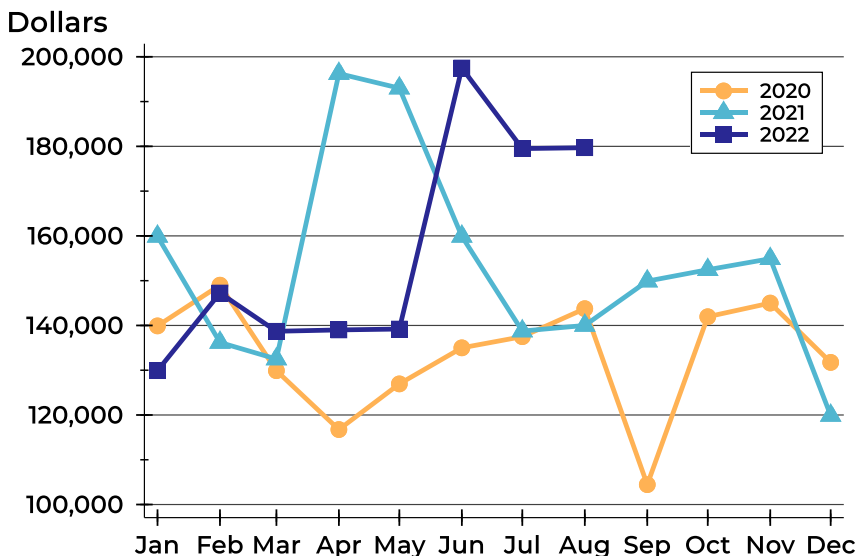
## South Region Pending Contracts Analysis

### Average Price



Month	2020	2021	2022
<b>January</b>	156,923	175,194	<b>163,136</b>
<b>February</b>	150,398	152,350	<b>174,028</b>
<b>March</b>	140,100	164,519	<b>159,775</b>
<b>April</b>	134,432	270,567	<b>162,203</b>
<b>May</b>	149,944	258,597	<b>171,222</b>
<b>June</b>	143,621	255,823	<b>205,968</b>
<b>July</b>	158,762	215,941	<b>188,731</b>
<b>August</b>	153,178	142,146	<b>198,574</b>
<b>September</b>	130,426	156,878	
<b>October</b>	158,674	179,071	
<b>November</b>	179,672	186,445	
<b>December</b>	174,921	162,691	

### Median Price

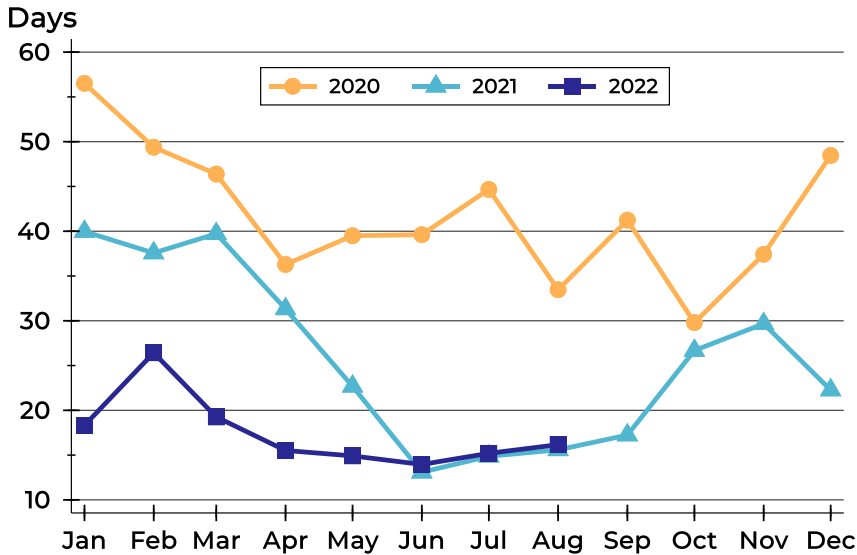


Month	2020	2021	2022
<b>January</b>	139,900	159,900	<b>129,900</b>
<b>February</b>	149,000	136,200	<b>147,250</b>
<b>March</b>	129,900	132,500	<b>138,700</b>
<b>April</b>	116,750	196,250	<b>139,000</b>
<b>May</b>	126,950	193,000	<b>139,200</b>
<b>June</b>	135,000	159,900	<b>197,500</b>
<b>July</b>	137,500	138,750	<b>179,500</b>
<b>August</b>	143,750	140,000	<b>179,700</b>
<b>September</b>	104,450	149,900	
<b>October</b>	141,950	152,450	
<b>November</b>	145,000	154,900	
<b>December</b>	131,750	119,900	



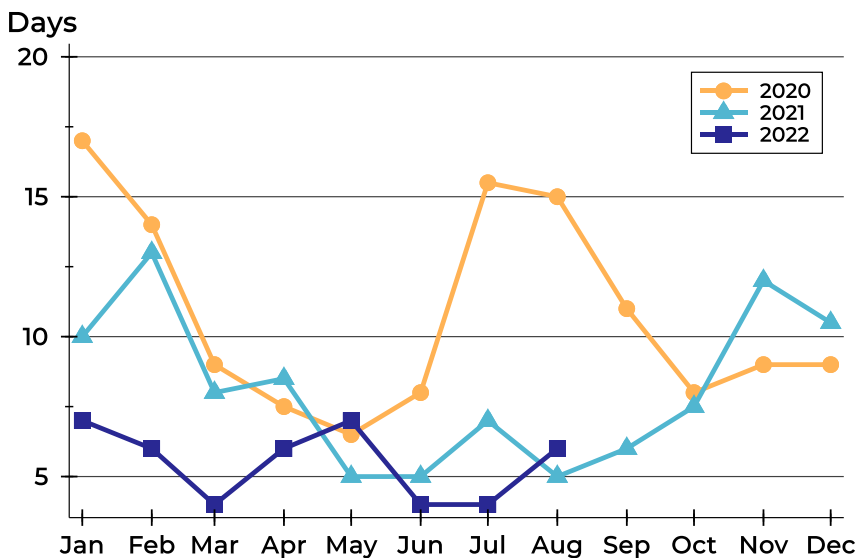
## South Region Pending Contracts Analysis

### Average DOM



Month	2020	2021	2022
January	57	40	<b>18</b>
February	49	38	<b>26</b>
March	46	40	<b>19</b>
April	36	31	<b>16</b>
May	40	23	<b>15</b>
June	40	13	<b>14</b>
July	45	15	<b>15</b>
August	33	16	<b>16</b>
September	41	17	
October	30	27	
November	37	30	
December	48	22	

### Median DOM



Month	2020	2021	2022
January	17	10	<b>7</b>
February	14	13	<b>6</b>
March	9	8	<b>4</b>
April	8	9	<b>6</b>
May	7	5	<b>7</b>
June	8	5	<b>4</b>
July	16	7	<b>4</b>
August	15	5	<b>6</b>
September	11	6	
October	8	8	
November	9	12	
December	9	11	