



SUNFLOWER
ASSOCIATION OF REALTORS®, INC.

December 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*)

Sunflower MLS, Inc.

3646 S.W. Plass Ave.
Topeka, Kansas 66611

Phone: 785/267-3215
Fax: 785/267-4993
E-mail: linda@sunflowerrealtors.com



Central Region Housing Report



Market Overview

Central Region Home Sales Fell in December

Total home sales in Central Region fell last month to 164 units, compared to 227 units in December 2021. Total sales volume was \$30.2 million, down from a year earlier.

The median sale price in December was \$153,500, down from \$172,000 a year earlier. Homes that sold in December were typically on the market for 10 days and sold for 98.9% of their list prices.

Central Region Active Listings Up at End of December

The total number of active listings in Central Region at the end of December was 171 units, up from 105 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 December was \$219,900.

During December, a total of 139 contracts were written down from 185 in December 2021. At the end of the month, there were 142 contracts still pending.

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Contact Information

Linda Briden, Chief Executive Officer
 Sunflower Association of REALTORS®
 3646 SW Plass
 Topeka, KS 66611
 785-267-3215
Linda@SunflowerRealtors.com
www.SunflowerRealtors.com



Central Region Summary Statistics

December MLS Statistics Three-year History		Current Month			Year-to-Date		
		2022	2021	2020	2022	2021	2020
Home Sales		164	227	240	2,637	2,943	2,893
Change from prior year		-27.8%	-5.4%	34.1%	-10.4%	1.7%	10.1%
Active Listings		171	105	151	N/A	N/A	N/A
Change from prior year		62.9%	-30.5%	-51.4%			
Months' Supply		0.8	0.4	0.6	N/A	N/A	N/A
Change from prior year		100.0%	-33.3%	-57.1%			
New Listings		125	160	175	2,881	3,174	3,249
Change from prior year		-21.9%	-8.6%	19.9%	-9.2%	-2.3%	-0.6%
Contracts Written		139	185	175	2,567	2,938	2,936
Change from prior year		-24.9%	5.7%	25.0%	-12.6%	0.1%	11.6%
Pending Contracts		142	193	211	N/A	N/A	N/A
Change from prior year		-26.4%	-8.5%	15.9%			
Sales Volume (1,000s)		30,203	42,392	38,643	521,491	542,501	467,032
Change from prior year		-28.8%	9.7%	55.1%	-3.9%	16.2%	21.1%
Average	Sale Price	184,162	186,750	161,010	197,759	184,336	161,435
	Change from prior year	-1.4%	16.0%	15.7%	7.3%	14.2%	10.0%
	List Price of Actives	302,572	205,804	206,988	N/A	N/A	N/A
	Change from prior year	47.0%	-0.6%	30.9%			
	Days on Market	22	18	20	14	14	24
Change from prior year	22.2%	-10.0%	-35.5%	0.0%	-41.7%	-31.4%	
Percent of List	98.6%	99.9%	98.9%	100.7%	100.6%	98.5%	
Change from prior year	-1.3%	1.0%	2.8%	0.1%	2.1%	1.2%	
Percent of Original	96.1%	98.4%	97.5%	99.4%	99.7%	97.3%	
Change from prior year	-2.3%	0.9%	3.3%	-0.3%	2.5%	2.1%	
Median	Sale Price	153,500	172,000	144,250	169,900	164,000	140,000
	Change from prior year	-10.8%	19.2%	20.2%	3.6%	17.1%	7.2%
	List Price of Actives	219,900	143,000	149,900	N/A	N/A	N/A
	Change from prior year	53.8%	-4.6%	25.0%			
	Days on Market	10	4	6	3	3	5
Change from prior year	150.0%	-33.3%	-45.5%	0.0%	-40.0%	-54.5%	
Percent of List	98.9%	100.0%	100.0%	100.0%	100.0%	100.0%	
Change from prior year	-1.1%	0.0%	1.1%	0.0%	0.0%	0.9%	
Percent of Original	97.4%	100.0%	100.0%	100.0%	100.0%	100.0%	
Change from prior year	-2.6%	0.0%	2.9%	0.0%	0.0%	2.0%	

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



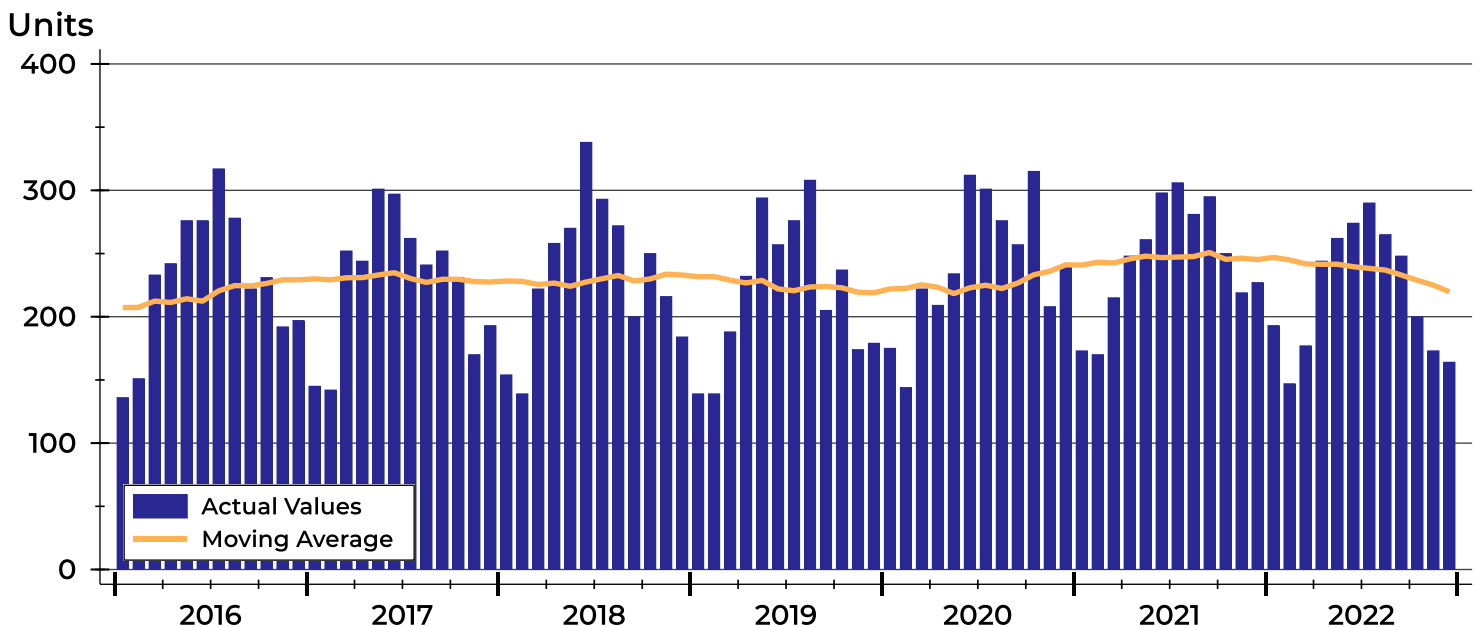
Central Region Closed Listings Analysis

Summary Statistics for Closed Listings		December			Year-to-Date		
		2022	2021	Change	2022	2021	Change
Closed Listings		164	227	-27.8%	2,637	2,943	-10.4%
Volume (1,000s)		30,203	42,392	-28.8%	521,491	542,501	-3.9%
Months' Supply		0.8	0.4	100.0%	N/A	N/A	N/A
Average	Sale Price	184,162	186,750	-1.4%	197,759	184,336	7.3%
	Days on Market	22	18	22.2%	14	14	0.0%
	Percent of List	98.6%	99.9%	-1.3%	100.7%	100.6%	0.1%
	Percent of Original	96.1%	98.4%	-2.3%	99.4%	99.7%	-0.3%
Median	Sale Price	153,500	172,000	-10.8%	169,900	164,000	3.6%
	Days on Market	10	4	150.0%	3	3	0.0%
	Percent of List	98.9%	100.0%	-1.1%	100.0%	100.0%	0.0%
	Percent of Original	97.4%	100.0%	-2.6%	100.0%	100.0%	0.0%

A total of 164 homes sold in Central Region in December, down from 227 units in December 2021. Total sales volume fell to \$30.2 million compared to \$42.4 million in the previous year.

The median sales price in December was \$153,500, down 10.8% compared to the prior year. Median days on market was 10 days, up from 5 days in November, and up from 4 in December 2021.

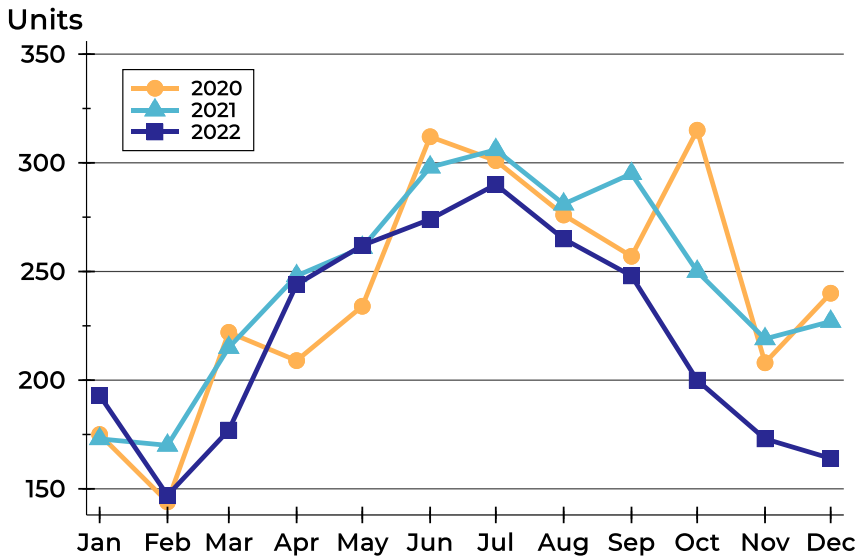
History of Closed Listings





Central Region Closed Listings Analysis

Closed Listings by Month



Month	2020	2021	2022
January	175	173	193
February	144	170	147
March	222	215	177
April	209	248	244
May	234	261	262
June	312	298	274
July	301	306	290
August	276	281	265
September	257	295	248
October	315	250	200
November	208	219	173
December	240	227	164

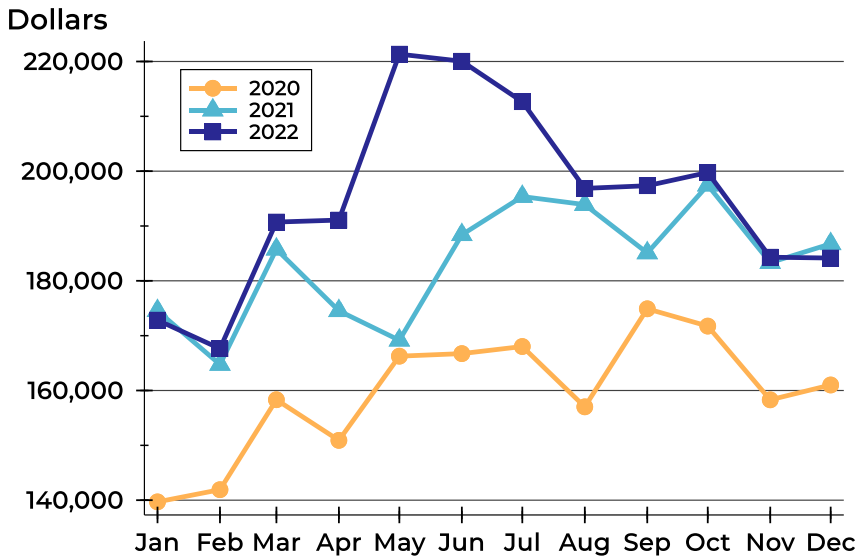
Closed Listings by Price Range

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	0.6%	1.5	20,000	20,000	93	93	80.0%	80.0%	57.2%	57.2%
\$25,000-\$49,999	6	3.7%	0.4	41,650	42,450	16	3	97.0%	100.0%	93.8%	100.0%
\$50,000-\$99,999	32	19.5%	0.8	72,648	72,650	17	9	100.1%	99.4%	96.7%	95.9%
\$100,000-\$124,999	14	8.5%	0.4	110,918	110,000	20	14	96.3%	97.8%	91.2%	91.3%
\$125,000-\$149,999	26	15.9%	0.4	137,326	137,000	16	4	99.9%	100.0%	98.0%	100.0%
\$150,000-\$174,999	22	13.4%	0.4	162,207	163,950	24	15	97.0%	97.2%	94.8%	97.1%
\$175,000-\$199,999	11	6.7%	0.9	190,673	192,500	24	26	98.4%	99.0%	98.1%	97.4%
\$200,000-\$249,999	16	9.8%	1.0	220,579	220,000	30	22	99.0%	97.7%	97.5%	97.7%
\$250,000-\$299,999	14	8.5%	0.7	272,000	269,500	24	21	98.7%	98.8%	96.6%	95.8%
\$300,000-\$399,999	11	6.7%	0.9	346,082	345,000	35	16	98.9%	100.0%	95.1%	98.9%
\$400,000-\$499,999	5	3.0%	1.7	449,900	445,000	30	8	99.5%	99.5%	99.5%	99.5%
\$500,000-\$749,999	6	3.7%	1.5	570,833	560,000	7	3	99.0%	99.1%	99.0%	99.1%
\$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



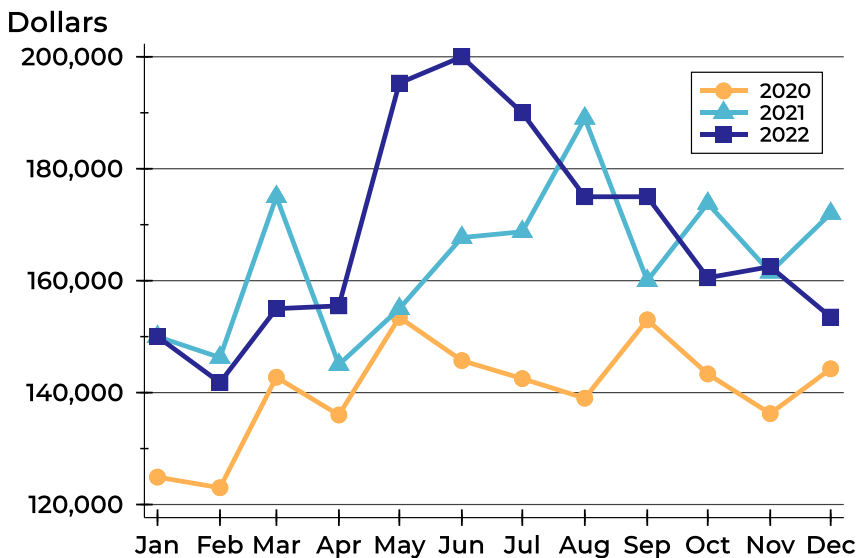
Central Region Closed Listings Analysis

Average Price



Month	2020	2021	2022
January	139,694	174,546	172,833
February	141,918	164,751	167,638
March	158,318	185,768	190,723
April	150,914	174,543	191,081
May	166,264	169,166	221,340
June	166,731	188,404	220,043
July	168,026	195,369	212,671
August	157,029	193,901	196,867
September	174,902	185,089	197,351
October	171,748	197,444	199,751
November	158,305	183,332	184,314
December	161,010	186,750	184,162

Median Price

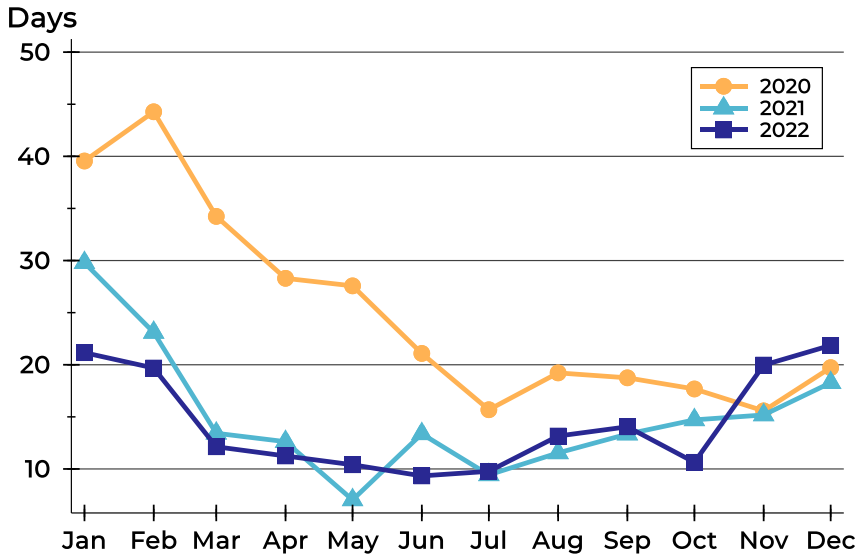


Month	2020	2021	2022
January	124,900	150,000	150,000
February	123,000	146,273	141,800
March	142,750	175,000	155,000
April	136,000	145,001	155,500
May	153,450	155,000	195,300
June	145,725	167,700	200,000
July	142,500	168,750	190,000
August	139,000	189,000	175,000
September	153,000	160,000	175,000
October	143,334	173,800	160,526
November	136,250	161,500	162,500
December	144,250	172,000	153,500



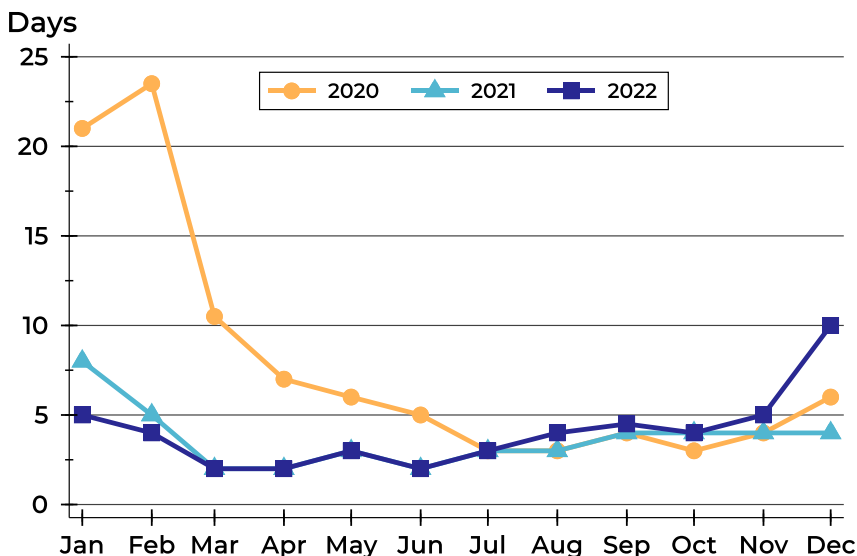
Central Region Closed Listings Analysis

Average DOM



Month	2020	2021	2022
January	40	30	21
February	44	23	20
March	34	13	12
April	28	13	11
May	28	7	10
June	21	13	9
July	16	9	10
August	19	12	13
September	19	13	14
October	18	15	11
November	16	15	20
December	20	18	22

Median DOM



Month	2020	2021	2022
January	21	8	5
February	24	5	4
March	11	2	2
April	7	2	2
May	6	3	3
June	5	2	2
July	3	3	3
August	3	3	4
September	4	4	5
October	3	4	4
November	4	4	5
December	6	4	10



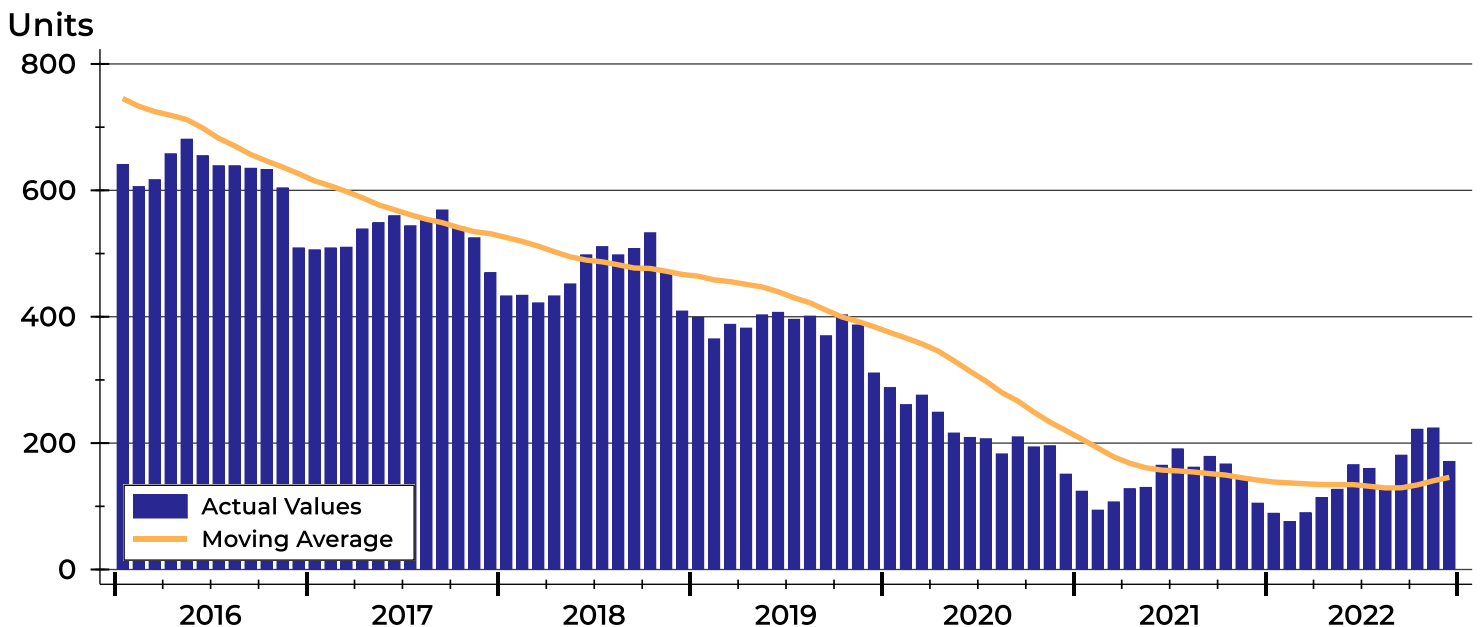
Central Region Active Listings Analysis

Summary Statistics for Active Listings		2022	2021	Change
Active Listings		171	105	62.9%
Volume (1,000s)		51,740	21,609	139.4%
Months' Supply		0.8	0.4	100.0%
Average	List Price	302,572	205,804	47.0%
	Days on Market	57	62	-8.1%
	Percent of Original	97.3%	97.6%	-0.3%
Median	List Price	219,900	143,000	53.8%
	Days on Market	42	42	0.0%
	Percent of Original	100.0%	100.0%	0.0%

A total of 171 homes were available for sale in Central Region at the end of December. This represents a 0.8 months' supply of active listings.

The median list price of homes on the market at the end of December was \$219,900, up 53.8% from 2021. The typical time on market for active listings was 42 days, the same as in December 2021.

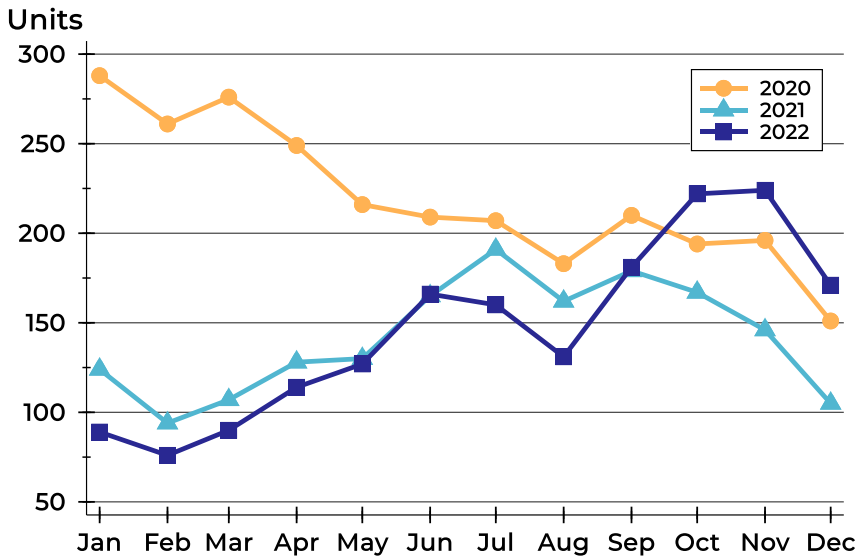
History of Active Listings





Central Region Active Listings Analysis

Active Listings by Month



Month	2020	2021	2022
January	288	124	89
February	261	94	76
March	276	107	90
April	249	128	114
May	216	130	127
June	209	165	166
July	207	191	160
August	183	162	131
September	210	179	181
October	194	167	222
November	196	146	224
December	151	105	171

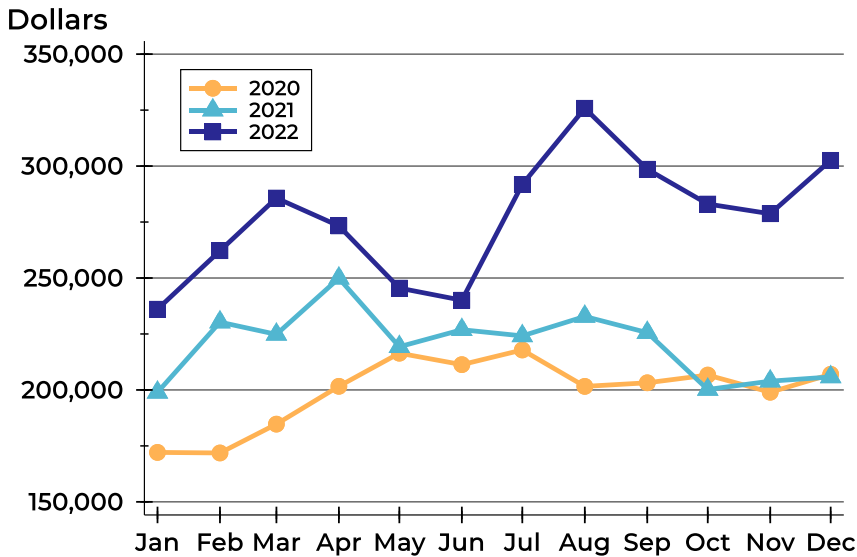
Active Listings by Price Range

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	4	2.3%	1.5	10,525	10,550	21	25	98.1%	100.0%
\$25,000-\$49,999	4	2.3%	0.4	38,250	40,000	34	34	94.4%	94.4%
\$50,000-\$99,999	29	17.0%	0.8	80,883	85,000	42	33	96.0%	100.0%
\$100,000-\$124,999	8	4.7%	0.4	116,775	117,250	86	59	96.1%	98.4%
\$125,000-\$149,999	10	5.8%	0.4	136,140	136,450	53	35	98.3%	100.0%
\$150,000-\$174,999	9	5.3%	0.4	160,806	160,000	55	45	97.0%	100.0%
\$175,000-\$199,999	16	9.4%	0.9	188,256	189,450	31	30	98.5%	100.0%
\$200,000-\$249,999	26	15.2%	1.0	232,702	236,000	45	34	97.4%	100.0%
\$250,000-\$299,999	16	9.4%	0.7	284,681	285,250	64	65	96.4%	98.6%
\$300,000-\$399,999	18	10.5%	0.9	353,625	354,900	63	57	96.9%	100.0%
\$400,000-\$499,999	18	10.5%	1.7	468,933	469,000	68	37	98.6%	100.0%
\$500,000-\$749,999	9	5.3%	1.5	589,767	590,000	126	123	99.2%	100.0%
\$750,000-\$999,999	2	1.2%	N/A	787,500	787,500	70	70	100.0%	100.0%
\$1,000,000 and up	2	1.2%	N/A	5,075,000	5,075,000	117	117	100.0%	100.0%



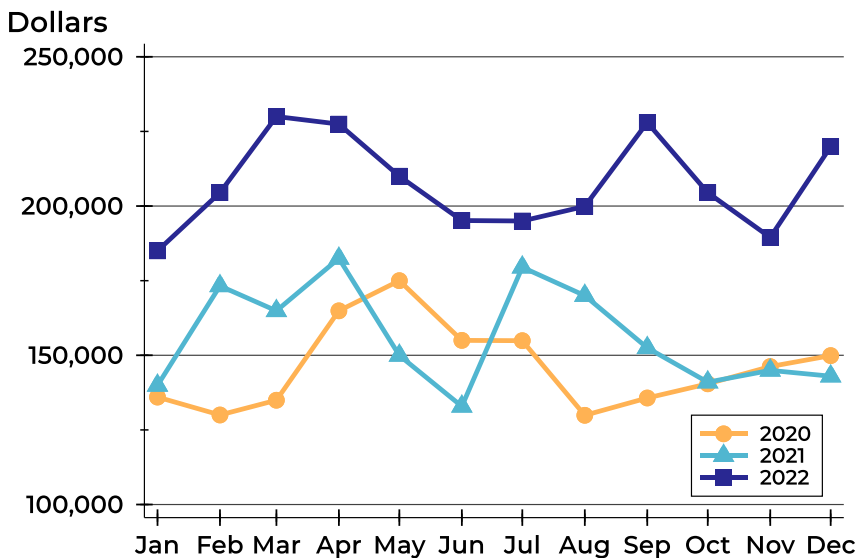
Central Region Active Listings Analysis

Average Price



Month	2020	2021	2022
January	172,093	198,931	236,063
February	171,852	230,295	262,189
March	184,735	224,819	285,717
April	201,625	249,896	273,269
May	216,418	219,300	245,494
June	211,302	226,905	240,087
July	217,857	224,147	291,803
August	201,588	232,825	325,826
September	203,198	225,610	298,584
October	206,650	200,211	283,047
November	198,977	203,924	278,713
December	206,988	205,804	302,572

Median Price

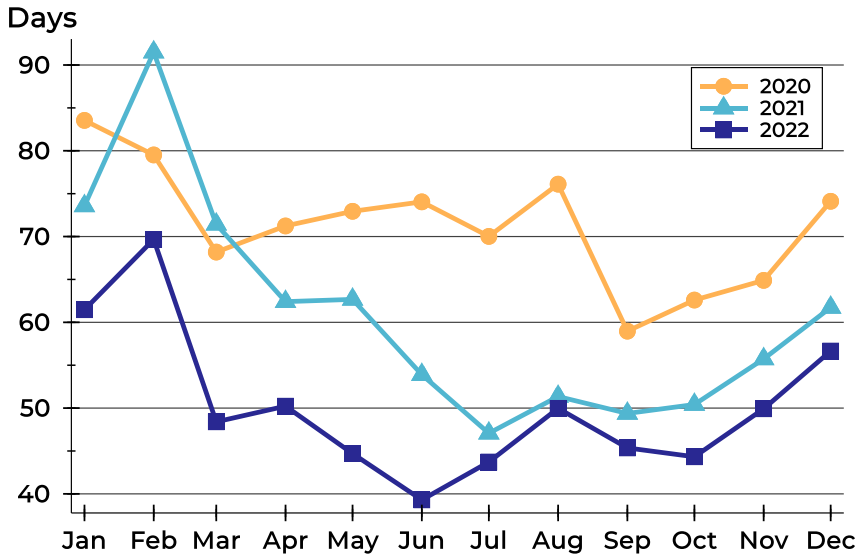


Month	2020	2021	2022
January	136,000	139,900	185,000
February	130,000	173,250	204,500
March	134,950	164,900	230,000
April	164,900	182,450	227,450
May	175,000	149,950	210,000
June	155,000	132,900	195,150
July	154,900	179,500	195,000
August	129,900	170,000	199,900
September	135,700	152,500	228,000
October	140,450	141,000	204,500
November	146,225	144,950	189,500
December	149,900	143,000	219,900



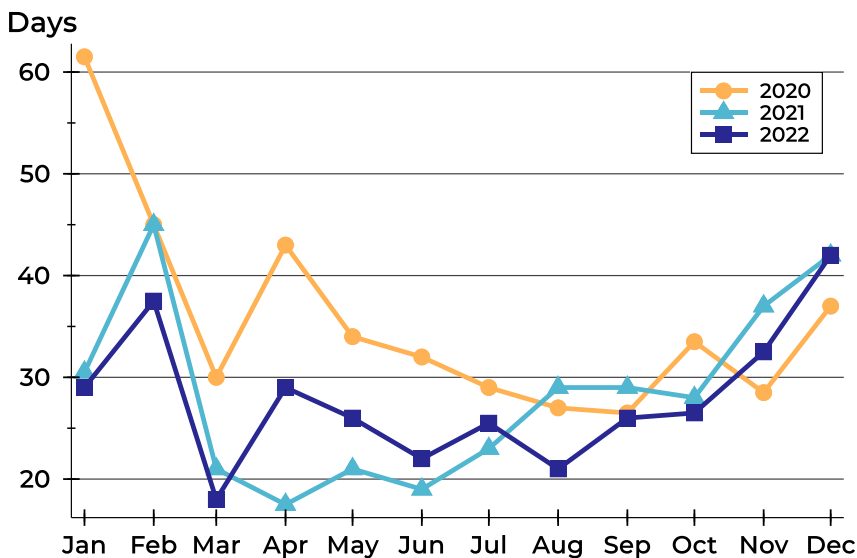
Central Region Active Listings Analysis

Average DOM



Month	2020	2021	2022
January	84	74	61
February	80	92	70
March	68	71	48
April	71	62	50
May	73	63	45
June	74	54	39
July	70	47	44
August	76	51	50
September	59	49	45
October	63	50	44
November	65	56	50
December	74	62	57

Median DOM

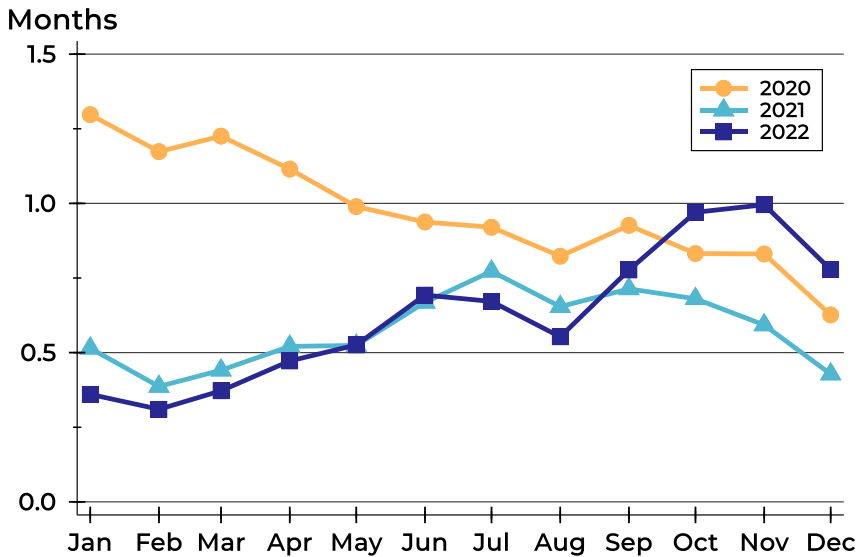


Month	2020	2021	2022
January	62	31	29
February	45	45	38
March	30	21	18
April	43	18	29
May	34	21	26
June	32	19	22
July	29	23	26
August	27	29	21
September	27	29	26
October	34	28	27
November	29	37	33
December	37	42	42



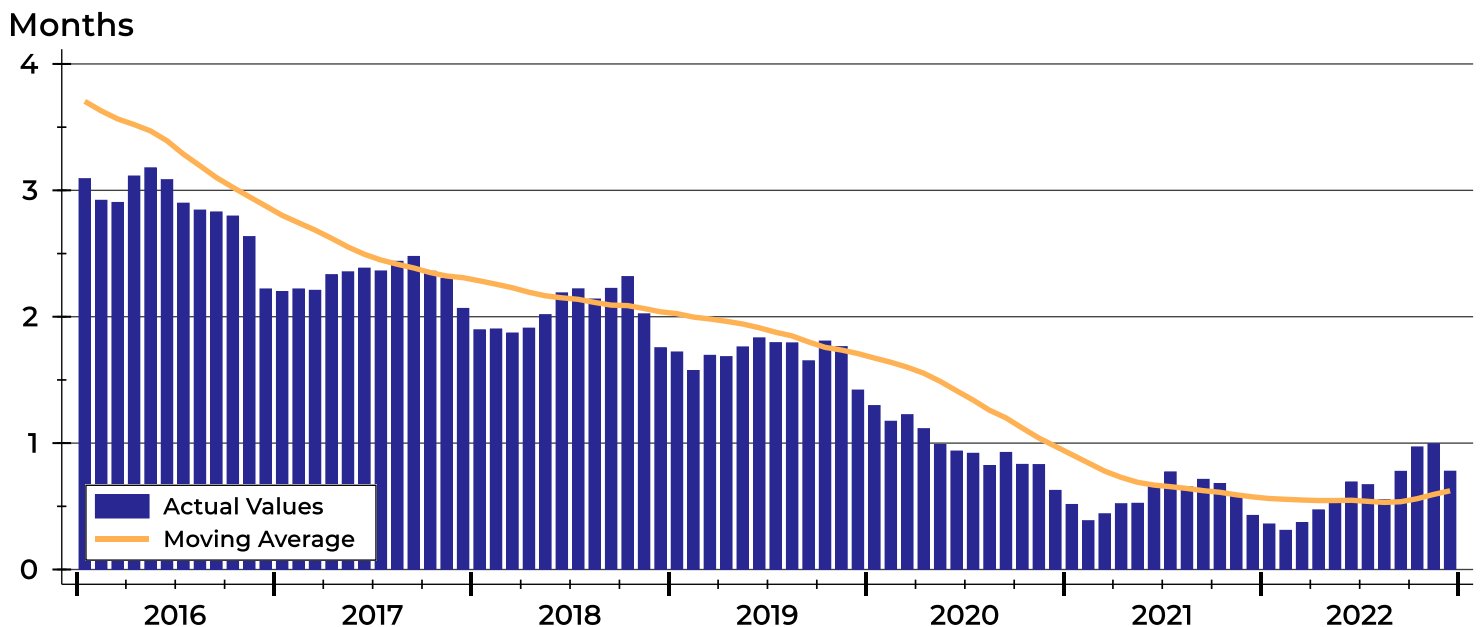
Central Region Months' Supply Analysis

Months' Supply by Month



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

History of Month's Supply





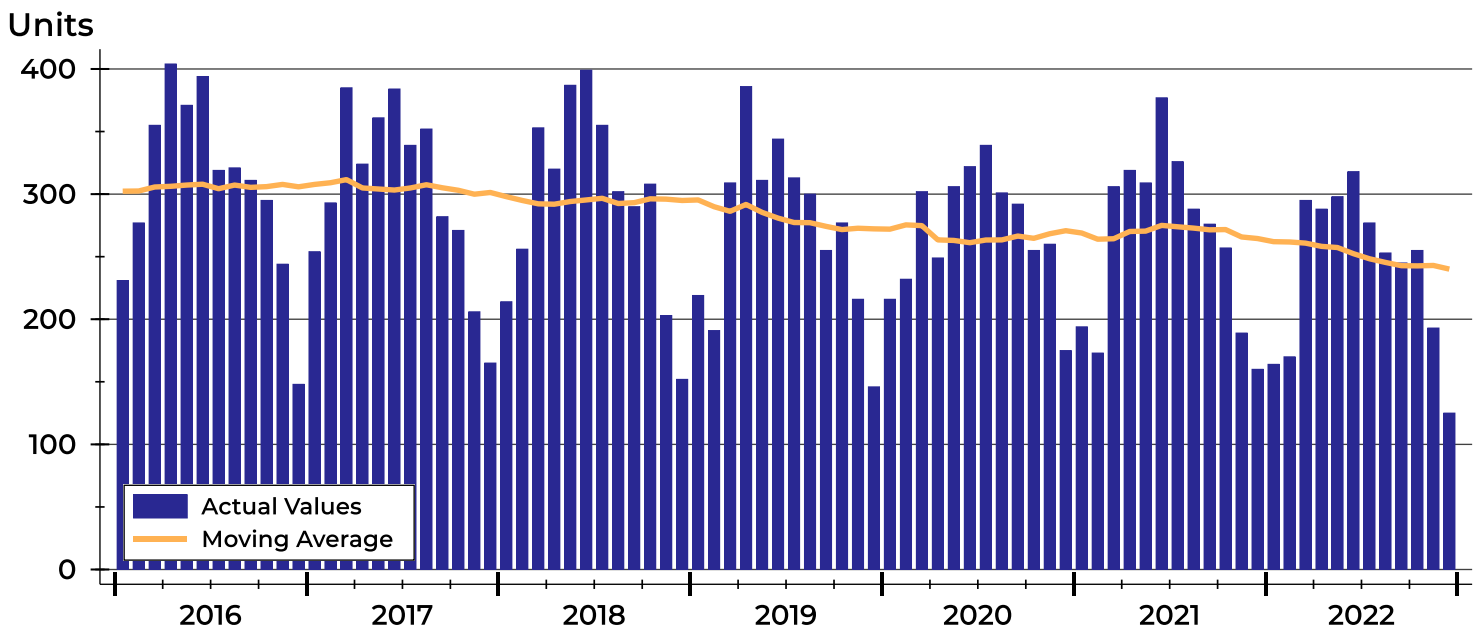
Central Region New Listings Analysis

Summary Statistics for New Listings		2022	December 2021	Change
Current Month	New Listings	125	160	-21.9%
	Volume (1,000s)	23,239	26,130	-11.1%
	Average List Price	185,911	163,310	13.8%
	Median List Price	170,000	136,500	24.5%
Year-to-Date	New Listings	2,881	3,174	-9.2%
	Volume (1,000s)	594,918	583,073	2.0%
	Average List Price	206,497	183,703	12.4%
	Median List Price	170,000	159,814	6.4%

A total of 125 new listings were added in Central Region during December, down 21.9% from the same month in 2021. Year-to-date Central Region has seen 2,881 new listings.

The median list price of these homes was \$170,000 up from \$136,500 in 2021.

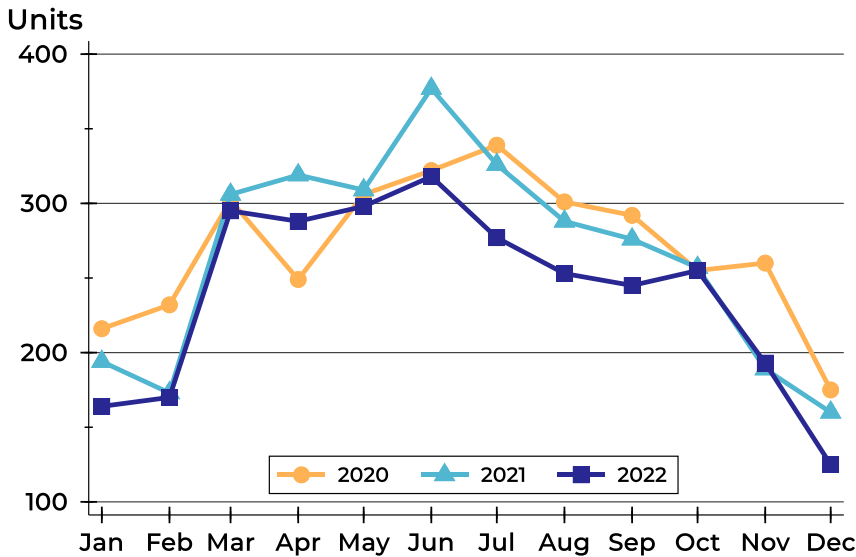
History of New Listings





Central Region New Listings Analysis

New Listings by Month



Month	2020	2021	2022
January	216	194	164
February	232	173	170
March	302	306	295
April	249	319	288
May	306	309	298
June	322	377	318
July	339	326	277
August	301	288	253
September	292	276	245
October	255	257	255
November	260	189	193
December	175	160	125

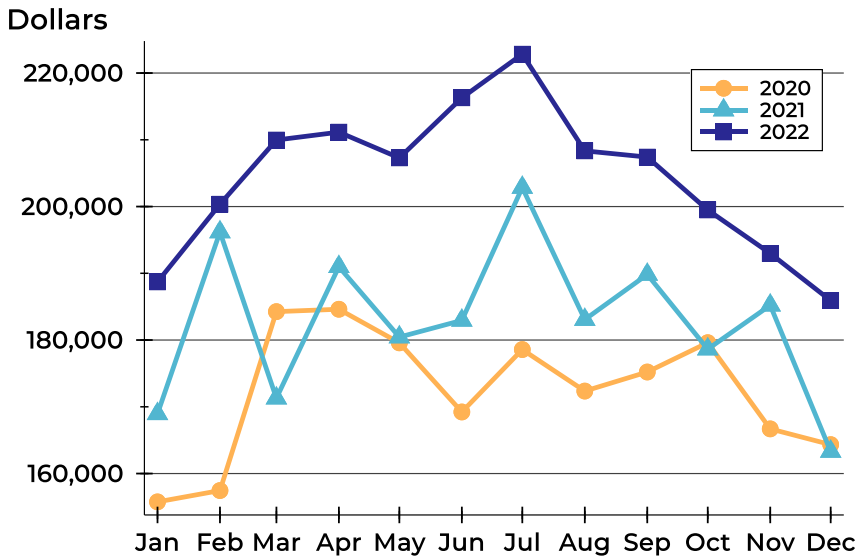
New Listings by Price Range

Price Range	New Listings		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	8	6.4%	13,588	19,900	17	9	99.0%	100.0%
\$25,000-\$49,999	4	3.2%	37,700	37,900	7	6	92.5%	91.2%
\$50,000-\$99,999	25	20.0%	79,244	85,000	14	11	98.7%	100.0%
\$100,000-\$124,999	7	5.6%	114,429	115,000	13	11	94.3%	95.8%
\$125,000-\$149,999	13	10.4%	137,446	138,000	9	4	100.0%	100.0%
\$150,000-\$174,999	7	5.6%	165,681	167,000	18	21	99.7%	100.0%
\$175,000-\$199,999	17	13.6%	185,179	185,000	19	19	98.5%	100.0%
\$200,000-\$249,999	17	13.6%	228,458	229,000	15	11	99.5%	100.0%
\$250,000-\$299,999	9	7.2%	273,244	274,900	11	7	101.6%	100.0%
\$300,000-\$399,999	8	6.4%	351,188	342,450	14	13	99.6%	100.0%
\$400,000-\$499,999	8	6.4%	470,025	469,450	27	28	98.6%	100.0%
\$500,000-\$749,999	2	1.6%	595,000	595,000	4	4	99.1%	99.1%
\$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



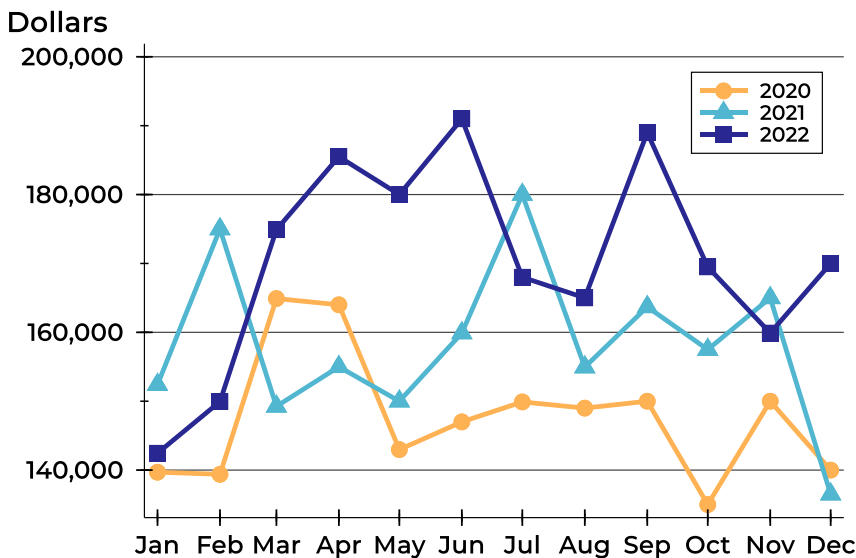
Central Region New Listings Analysis

Average Price



Month	2020	2021	2022
January	155,757	168,945	188,707
February	157,457	196,183	200,354
March	184,256	171,288	209,965
April	184,616	190,982	211,151
May	179,580	180,446	207,288
June	169,227	182,948	216,292
July	178,577	202,855	222,832
August	172,357	183,067	208,345
September	175,215	189,825	207,412
October	179,605	178,641	199,490
November	166,694	185,214	192,982
December	164,334	163,310	185,911

Median Price



Month	2020	2021	2022
January	139,700	152,400	142,450
February	139,389	175,000	149,950
March	164,900	149,250	174,900
April	164,000	155,000	185,500
May	142,975	150,000	180,000
June	147,000	159,900	191,000
July	149,900	180,000	168,000
August	149,000	154,950	165,000
September	150,000	163,700	189,000
October	135,000	157,500	169,500
November	150,000	165,000	159,900
December	140,000	136,500	170,000



Central Region Contracts Written Analysis

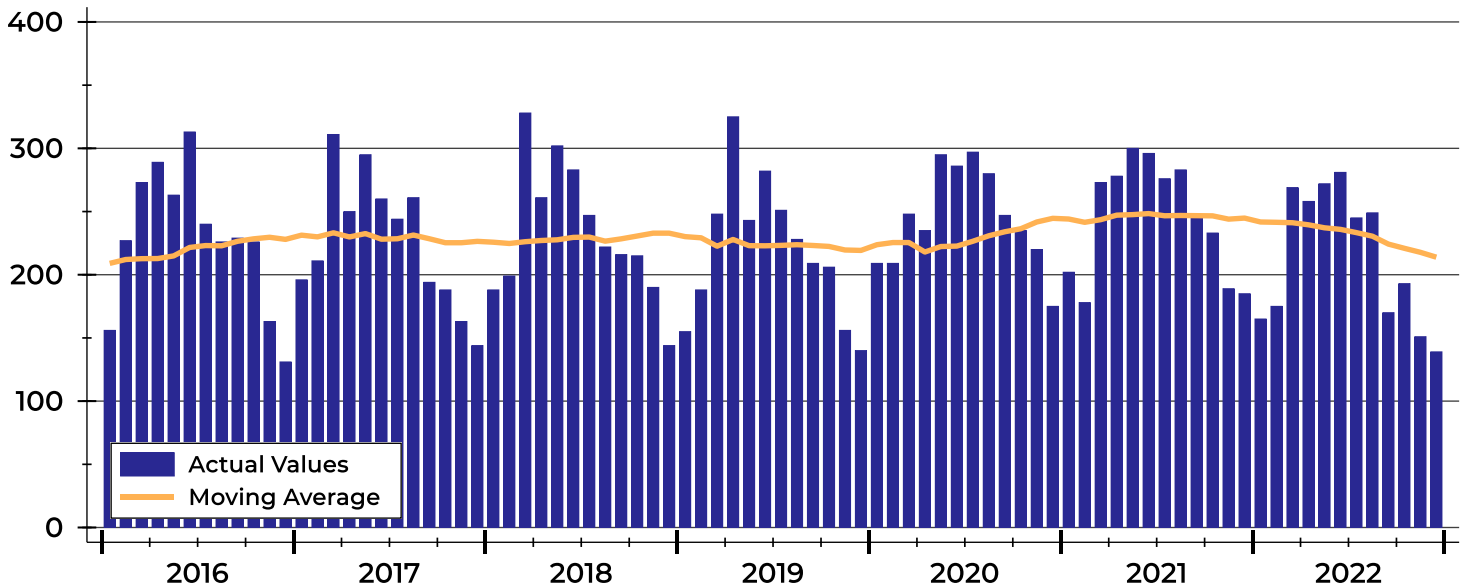
Summary Statistics for Contracts Written		December			Year-to-Date		
		2022	2021	Change	2022	2021	Change
Contracts Written		139	185	-24.9%	2,567	2,938	-12.6%
Volume (1,000s)		24,333	32,164	-24.3%	502,342	540,281	-7.0%
Average	Sale Price	175,060	173,857	0.7%	195,692	183,894	6.4%
	Days on Market	28	23	21.7%	14	14	0.0%
	Percent of Original	95.8%	98.0%	-2.2%	99.4%	99.7%	-0.3%
Median	Sale Price	150,000	149,900	0.1%	167,400	159,950	4.7%
	Days on Market	16	5	220.0%	3	3	0.0%
	Percent of Original	99.2%	100.0%	-0.8%	100.0%	100.0%	0.0%

A total of 139 contracts for sale were written in Central Region during the month of December, down from 185 in 2021. The median list price of these homes was \$150,000, up from \$149,900 the prior year.

Half of the homes that went under contract in December were on the market less than 16 days, compared to 5 days in December 2021.

History of Contracts Written

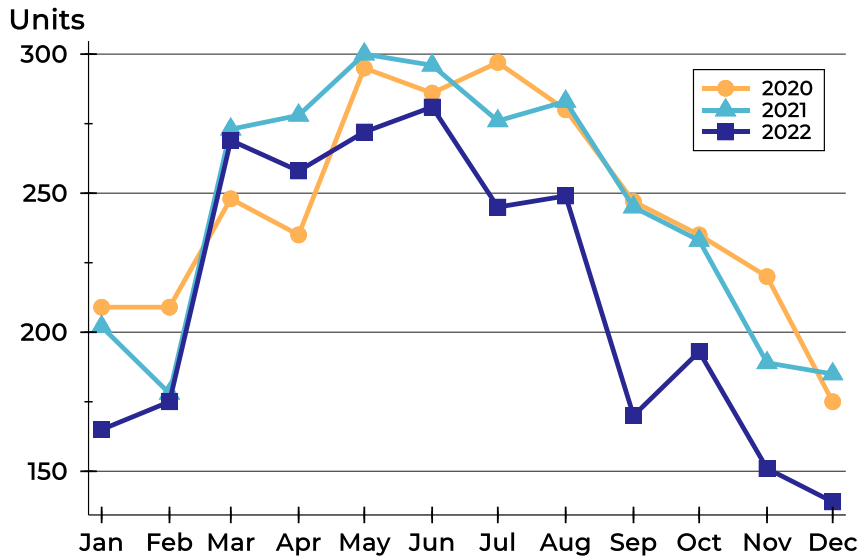
Units





Central Region Contracts Written Analysis

Contracts Written by Month



Month	2020	2021	2022
January	209	202	165
February	209	178	175
March	248	273	269
April	235	278	258
May	295	300	272
June	286	296	281
July	297	276	245
August	280	283	249
September	247	245	170
October	235	233	193
November	220	189	151
December	175	185	139

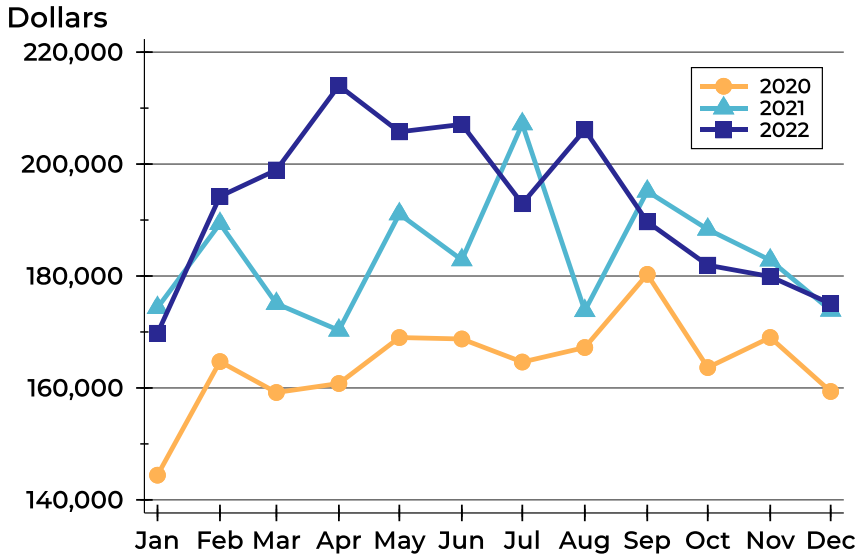
Contracts Written by Price Range

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	2.2%	21,667	22,500	9	9	100.0%	100.0%
\$25,000-\$49,999	8	5.8%	37,600	37,900	13	8	93.9%	91.2%
\$50,000-\$99,999	26	18.7%	71,585	69,700	24	13	94.2%	100.0%
\$100,000-\$124,999	12	8.6%	114,563	116,500	42	15	91.8%	96.3%
\$125,000-\$149,999	18	12.9%	137,779	137,000	20	15	97.4%	97.1%
\$150,000-\$174,999	16	11.5%	160,904	159,950	31	19	96.8%	100.0%
\$175,000-\$199,999	13	9.4%	185,365	185,000	28	19	96.1%	100.0%
\$200,000-\$249,999	15	10.8%	224,252	225,000	27	25	97.6%	100.0%
\$250,000-\$299,999	10	7.2%	272,220	274,950	25	24	96.7%	97.5%
\$300,000-\$399,999	12	8.6%	351,950	349,450	48	48	94.3%	95.5%
\$400,000-\$499,999	4	2.9%	441,975	439,000	60	54	100.2%	100.0%
\$500,000-\$749,999	2	1.4%	595,000	595,000	4	4	99.1%	99.1%
\$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



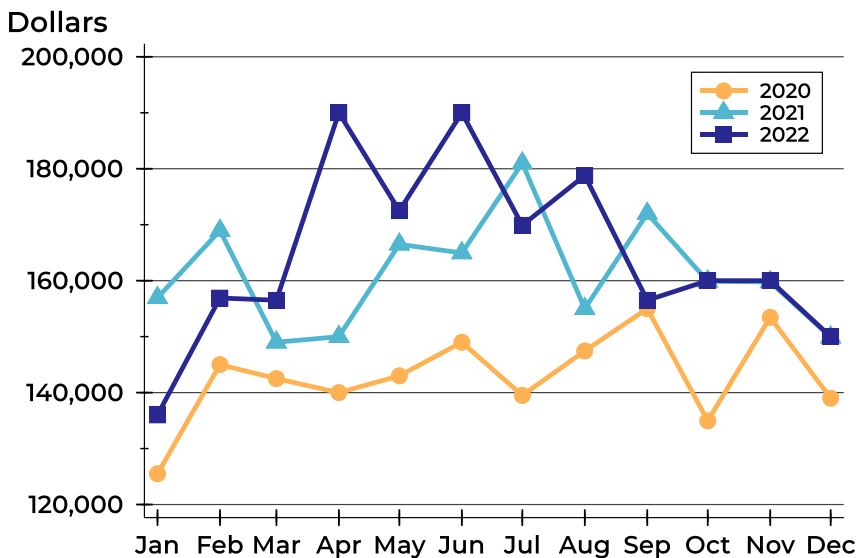
Central Region Contracts Written Analysis

Average Price



Month	2020	2021	2022
January	144,414	174,336	169,765
February	164,713	189,360	194,225
March	159,188	175,063	198,943
April	160,796	170,296	214,021
May	169,008	191,077	205,760
June	168,752	182,875	207,092
July	164,630	207,173	192,922
August	167,222	173,790	206,125
September	180,298	195,130	189,683
October	163,638	188,340	181,933
November	169,017	182,831	179,901
December	159,365	173,857	175,060

Median Price

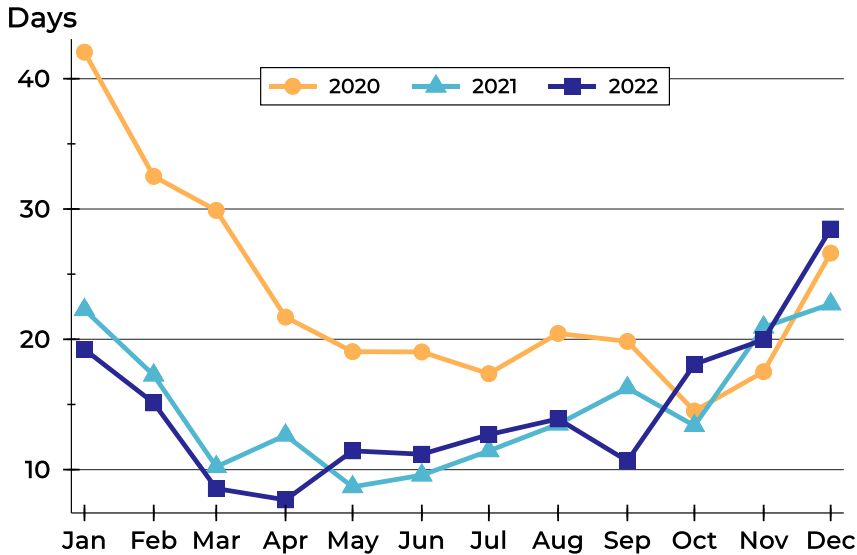


Month	2020	2021	2022
January	125,500	156,950	136,000
February	145,000	168,950	156,900
March	142,500	149,000	156,500
April	140,000	150,000	190,000
May	143,000	166,500	172,500
June	149,000	164,950	190,000
July	139,500	181,000	169,900
August	147,450	155,000	178,800
September	155,000	172,000	156,500
October	134,950	159,900	160,000
November	153,450	159,777	160,000
December	139,000	149,900	150,000



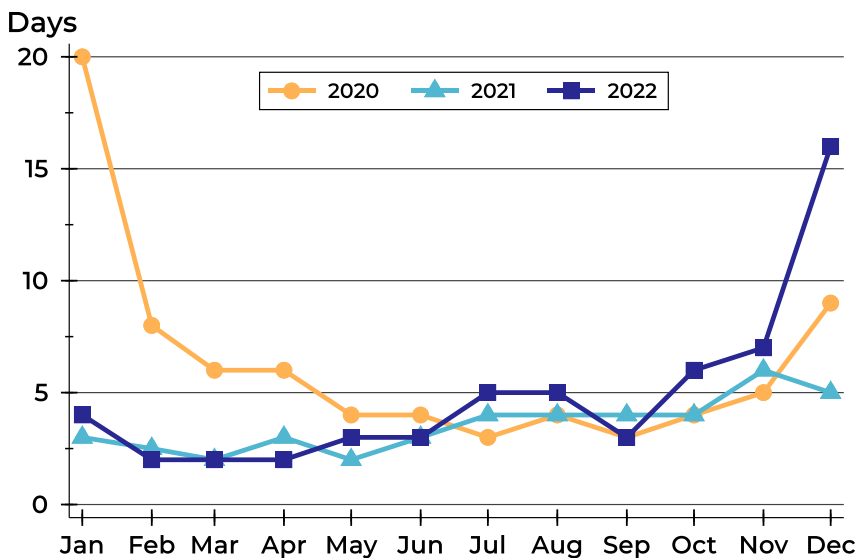
Central Region Contracts Written Analysis

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	10	11
July	17	11	13
August	20	13	14
September	20	16	11
October	14	13	18
November	18	21	20
December	27	23	28

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	3
October	4	4	6
November	5	6	7
December	9	5	16



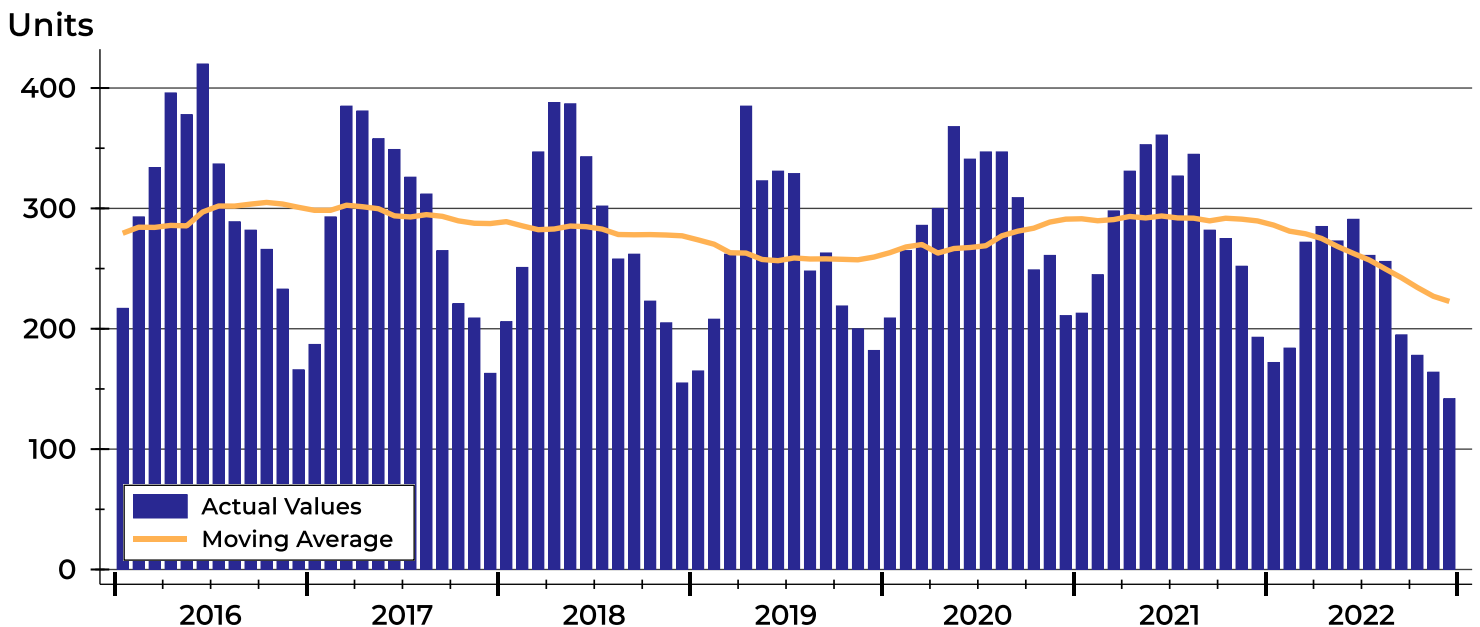
Central Region Pending Contracts Analysis

Summary Statistics for Pending Contracts		End of December		
		2022	2021	Change
Pending Contracts		142	193	-26.4%
Volume (1,000s)		28,001	36,865	-24.0%
Average	List Price	197,188	191,013	3.2%
	Days on Market	30	22	36.4%
	Percent of Original	97.7%	97.8%	-0.1%
Median	List Price	168,250	165,000	2.0%
	Days on Market	13	6	116.7%
	Percent of Original	100.0%	100.0%	0.0%

A total of 142 listings in Central Region had contracts pending at the end of December, down from 193 contracts pending at the end of December 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.

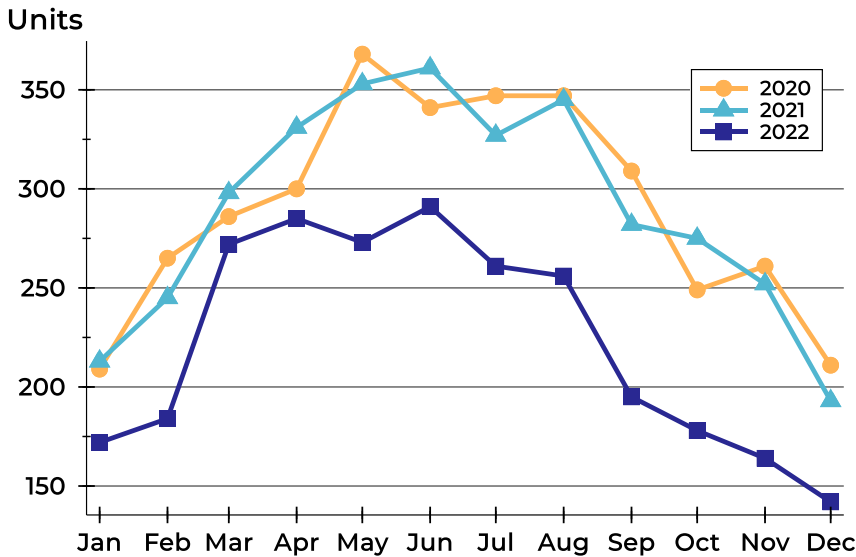
History of Pending Contracts





Central Region Pending Contracts Analysis

Pending Contracts by Month



Month	2020	2021	2022
January	209	213	172
February	265	245	184
March	286	298	272
April	300	331	285
May	368	353	273
June	341	361	291
July	347	327	261
August	347	345	256
September	309	282	195
October	249	275	178
November	261	252	164
December	211	193	142

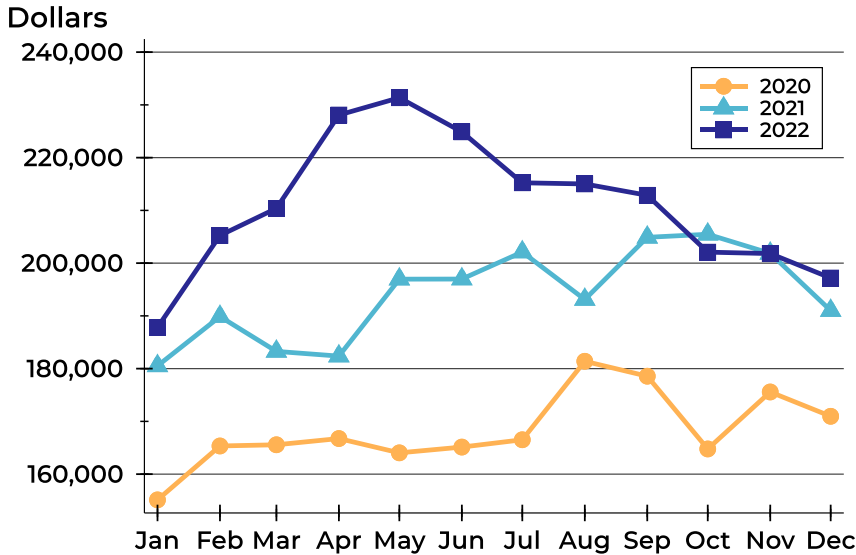
Pending Contracts by Price Range

Price Range	Pending Contracts		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	3	2.1%	21,667	22,500	9	9	100.0%	100.0%
\$25,000-\$49,999	6	4.2%	36,817	35,450	14	9	94.0%	100.0%
\$50,000-\$99,999	21	14.8%	74,510	75,000	24	13	97.9%	100.0%
\$100,000-\$124,999	10	7.0%	114,175	116,500	47	12	95.4%	100.0%
\$125,000-\$149,999	22	15.5%	136,994	137,000	20	16	98.0%	100.0%
\$150,000-\$174,999	14	9.9%	163,162	162,500	30	12	98.2%	100.0%
\$175,000-\$199,999	10	7.0%	185,435	185,000	23	14	99.2%	100.0%
\$200,000-\$249,999	18	12.7%	223,238	224,950	26	14	97.4%	100.0%
\$250,000-\$299,999	13	9.2%	277,315	275,000	28	28	97.6%	100.0%
\$300,000-\$399,999	15	10.6%	357,540	355,000	65	46	96.7%	100.0%
\$400,000-\$499,999	7	4.9%	447,629	449,000	42	23	100.2%	100.0%
\$500,000-\$749,999	3	2.1%	578,633	599,900	5	4	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



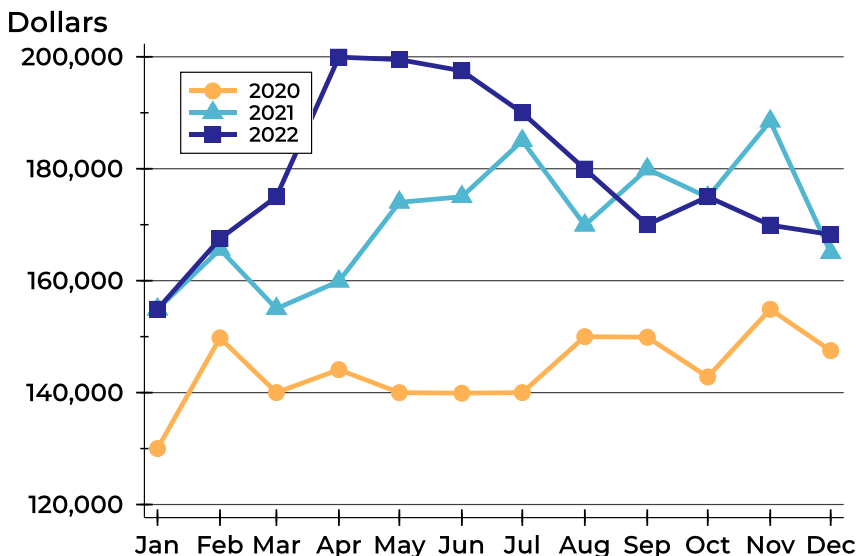
Central Region Pending Contracts Analysis

Average Price



Month	2020	2021	2022
January	155,122	180,524	187,823
February	165,341	189,879	205,248
March	165,569	183,270	210,381
April	166,749	182,378	228,082
May	164,037	196,965	231,360
June	165,133	196,985	224,885
July	166,517	202,110	215,233
August	181,401	193,109	215,015
September	178,568	204,896	212,865
October	164,779	205,475	202,086
November	175,577	201,857	201,817
December	170,971	191,013	197,188

Median Price

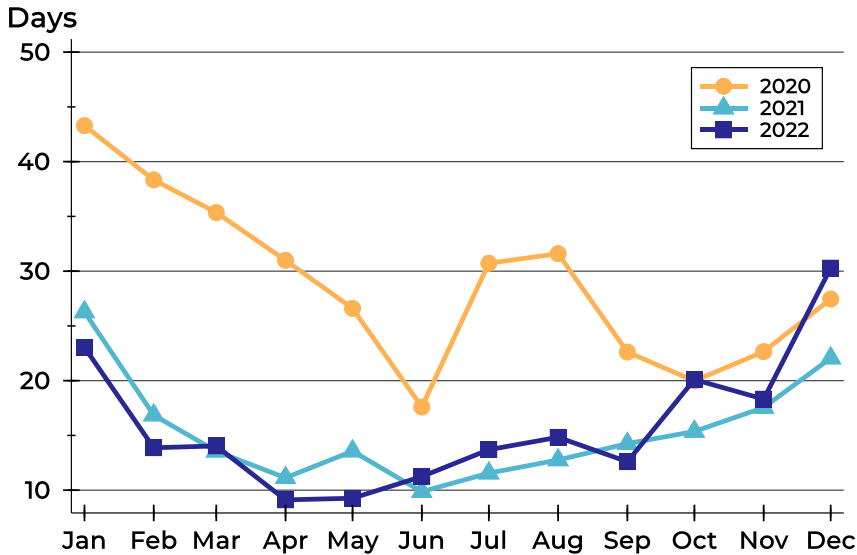


Month	2020	2021	2022
January	130,000	154,900	154,900
February	149,777	165,600	167,500
March	140,000	155,000	174,999
April	144,100	159,900	199,950
May	140,000	174,000	199,500
June	139,900	175,000	197,500
July	140,000	185,000	190,000
August	150,000	169,900	179,950
September	149,900	179,950	170,000
October	142,800	174,900	175,000
November	154,900	188,500	169,925
December	147,500	165,000	168,250



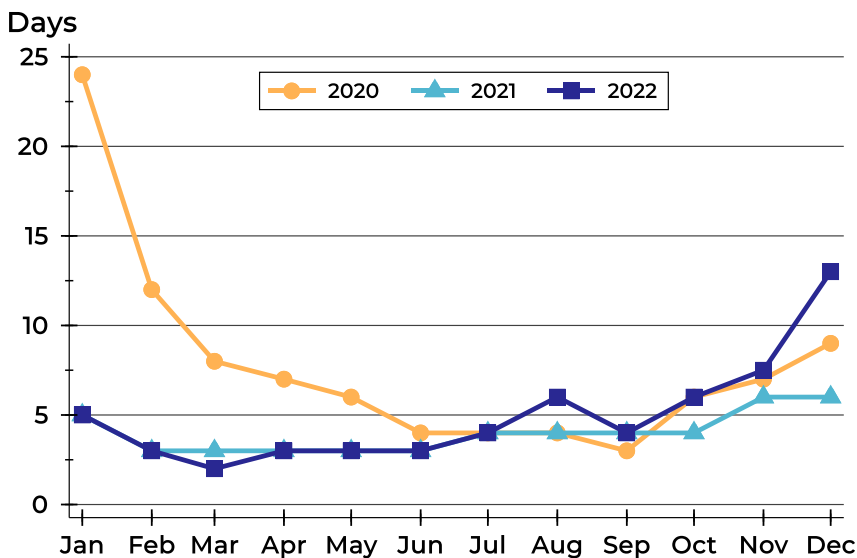
Central Region Pending Contracts Analysis

Average DOM



Month	2020	2021	2022
January	43	26	23
February	38	17	14
March	35	14	14
April	31	11	9
May	27	14	9
June	18	10	11
July	31	12	14
August	32	13	15
September	23	14	13
October	20	15	20
November	23	18	18
December	27	22	30

Median DOM



Month	2020	2021	2022
January	24	5	5
February	12	3	3
March	8	3	2
April	7	3	3
May	6	3	3
June	4	3	3
July	4	4	4
August	4	4	6
September	3	4	4
October	6	4	6
November	7	6	8
December	9	6	13



North Region Housing Report



Market Overview

North Region Home Sales Fell in December

Total home sales in North Region fell last month to 22 units, compared to 35 units in December 2021. Total sales volume was \$6.0 million, down from a year earlier.

The median sale price in December was \$250,000, up from \$176,000 a year earlier. Homes that sold in December were typically on the market for 20 days and sold for 97.6% of their list prices.

North Region Active Listings Up at End of December

The total number of active listings in North Region at the end of December was 32 units, up from 27 at the same point in 2021. This represents a 1.1 months' supply of homes available for sale. The median list price of homes on the market at the end of December was \$172,450.

During December, a total of 17 contracts were written down from 29 in December 2021. At the end of the month, there were 22 contracts still pending.

Report Contents

- Summary Statistics – Page 2
- Closed Listing Analysis – Page 3
- Active Listings Analysis – Page 7
- Months' Supply Analysis – Page 11
- New Listings Analysis – Page 12
- Contracts Written Analysis – Page 15
- Pending Contracts Analysis – Page 19

Contact Information

Linda Briden, Chief Executive Officer
 Sunflower Association of REALTORS®
 3646 SW Plass
 Topeka, KS 66611
 785-267-3215
Linda@SunflowerRealtors.com
www.SunflowerRealtors.com



North Region Summary Statistics

December MLS Statistics Three-year History		Current Month			Year-to-Date		
		2022	2021	2020	2022	2021	2020
Home Sales		22	35	27	358	362	334
Change from prior year		-37.1%	29.6%	22.7%	-1.1%	8.4%	18.9%
Active Listings		32	27	41	N/A	N/A	N/A
Change from prior year		18.5%	-34.1%	-43.8%			
Months' Supply		1.1	0.9	1.5	N/A	N/A	N/A
Change from prior year		22.2%	-40.0%	-51.6%			
New Listings		13	21	27	389	402	398
Change from prior year		-38.1%	-22.2%	35.0%	-3.2%	1.0%	2.3%
Contracts Written		17	29	22	347	367	346
Change from prior year		-41.4%	31.8%	120.0%	-5.4%	6.1%	28.1%
Pending Contracts		22	29	23	N/A	N/A	N/A
Change from prior year		-24.1%	26.1%	27.8%			
Sales Volume (1,000s)		6,040	6,824	5,277	77,391	65,468	54,360
Change from prior year		-11.5%	29.3%	63.8%	18.2%	20.4%	21.7%
Average	Sale Price	274,560	194,972	195,442	216,176	180,851	162,756
	Change from prior year	40.8%	-0.2%	33.5%	19.5%	11.1%	2.4%
	List Price of Actives	241,200	248,989	158,790	N/A	N/A	N/A
	Change from prior year	-3.1%	56.8%	-14.4%			
	Days on Market	39	34	36	22	26	39
Change from prior year	14.7%	-5.6%	-18.2%	-15.4%	-33.3%	-29.1%	
Percent of List	97.2%	97.5%	96.1%	98.9%	99.1%	97.0%	
Change from prior year	-0.3%	1.5%	1.2%	-0.2%	2.2%	1.3%	
Percent of Original	93.3%	96.3%	94.9%	97.5%	97.5%	95.2%	
Change from prior year	-3.1%	1.5%	3.7%	0.0%	2.4%	1.8%	
Median	Sale Price	250,000	176,000	150,000	191,750	169,135	144,750
	Change from prior year	42.0%	17.3%	21.2%	13.4%	16.8%	-3.5%
	List Price of Actives	172,450	219,900	145,000	N/A	N/A	N/A
	Change from prior year	-21.6%	51.7%	-3.0%			
	Days on Market	20	6	8	7	6	15
Change from prior year	233.3%	-25.0%	-73.3%	16.7%	-60.0%	-46.4%	
Percent of List	97.6%	100.0%	97.3%	100.0%	100.0%	98.6%	
Change from prior year	-2.4%	2.8%	-1.2%	0.0%	1.4%	0.4%	
Percent of Original	97.1%	100.0%	96.2%	100.0%	100.0%	97.0%	
Change from prior year	-2.9%	4.0%	1.1%	0.0%	3.1%	0.3%	

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



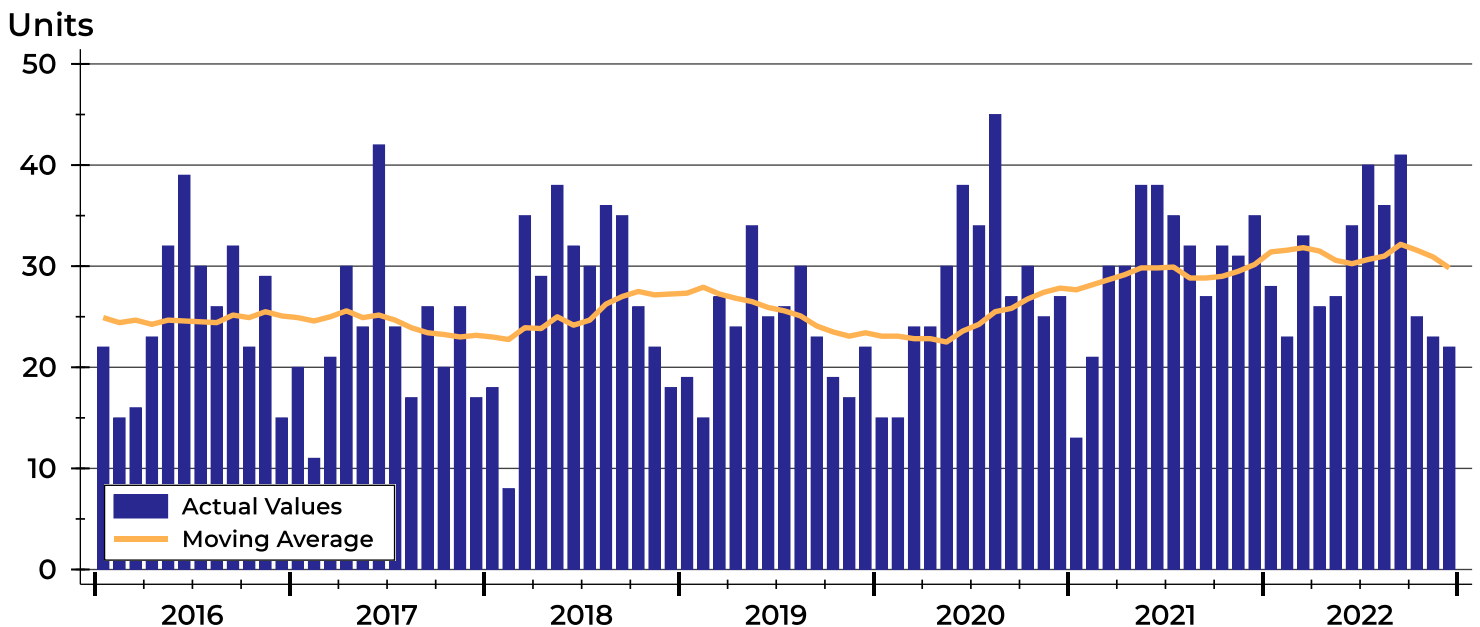
North Region Closed Listings Analysis

Summary Statistics for Closed Listings		December			Year-to-Date		
		2022	2021	Change	2022	2021	Change
Closed Listings		22	35	-37.1%	358	362	-1.1%
Volume (1,000s)		6,040	6,824	-11.5%	77,391	65,468	18.2%
Months' Supply		1.1	0.9	22.2%	N/A	N/A	N/A
Average	Sale Price	274,560	194,972	40.8%	216,176	180,851	19.5%
	Days on Market	39	34	14.7%	22	26	-15.4%
	Percent of List	97.2%	97.5%	-0.3%	98.9%	99.1%	-0.2%
	Percent of Original	93.3%	96.3%	-3.1%	97.5%	97.5%	0.0%
Median	Sale Price	250,000	176,000	42.0%	191,750	169,135	13.4%
	Days on Market	20	6	233.3%	7	6	16.7%
	Percent of List	97.6%	100.0%	-2.4%	100.0%	100.0%	0.0%
	Percent of Original	97.1%	100.0%	-2.9%	100.0%	100.0%	0.0%

A total of 22 homes sold in North Region in December, down from 35 units in December 2021. Total sales volume fell to \$6.0 million compared to \$6.8 million in the previous year.

The median sales price in December was \$250,000, up 42.0% compared to the prior year. Median days on market was 20 days, up from 15 days in November, and up from 6 in December 2021.

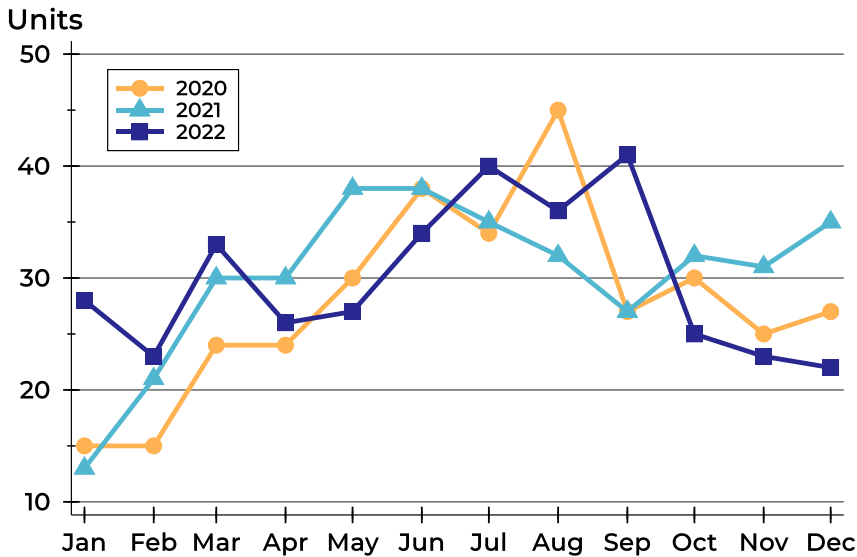
History of Closed Listings





North Region Closed Listings Analysis

Closed Listings by Month



Month	2020	2021	2022
January	15	13	28
February	15	21	23
March	24	30	33
April	24	30	26
May	30	38	27
June	38	38	34
July	34	35	40
August	45	32	36
September	27	27	41
October	30	32	25
November	25	31	23
December	27	35	22

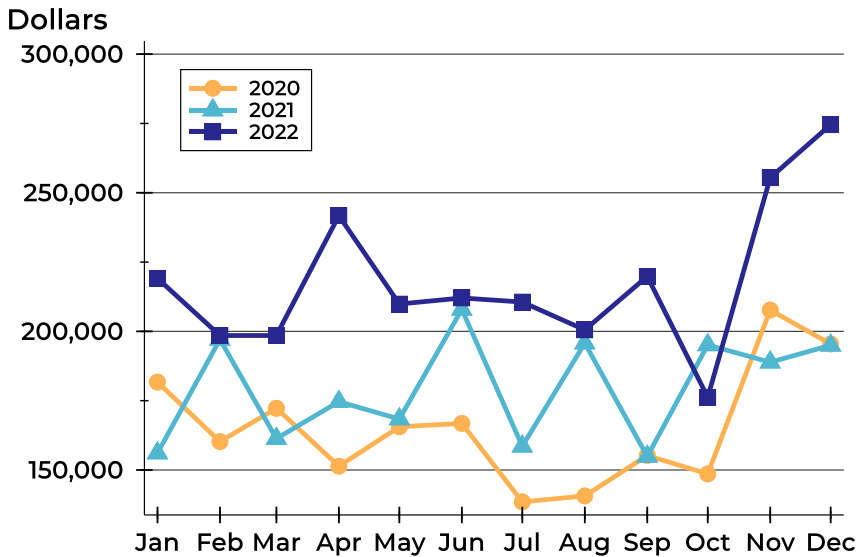
Closed Listings by Price Range

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%	0.0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$25,000-\$49,999	1	4.5%	1.0	38,500	38,500	14	14	77.8%	77.8%	77.8%	77.8%
\$50,000-\$99,999	3	13.6%	2.4	74,800	80,000	123	108	95.2%	96.8%	81.8%	84.5%
\$100,000-\$124,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$125,000-\$149,999	1	4.5%	1.5	130,000	130,000	23	23	100.0%	100.0%	89.7%	89.7%
\$150,000-\$174,999	1	4.5%	0.8	173,000	173,000	1	1	102.5%	102.5%	102.5%	102.5%
\$175,000-\$199,999	3	13.6%	0.8	188,000	185,000	7	4	98.1%	97.4%	98.1%	97.4%
\$200,000-\$249,999	2	9.1%	0.0	221,000	221,000	24	24	98.4%	98.4%	95.2%	95.2%
\$250,000-\$299,999	3	13.6%	0.9	268,500	269,000	14	3	100.6%	100.0%	100.6%	100.0%
\$300,000-\$399,999	4	18.2%	1.5	348,854	340,209	34	27	99.4%	96.1%	97.6%	95.6%
\$400,000-\$499,999	2	9.1%	0.8	412,500	412,500	53	53	94.9%	94.9%	93.0%	93.0%
\$500,000-\$749,999	1	4.5%	3.4	617,500	617,500	76	76	95.0%	95.0%	78.2%	78.2%
\$750,000-\$999,999	1	4.5%	6.0	825,000	825,000	32	32	97.1%	97.1%	97.1%	97.1%
\$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



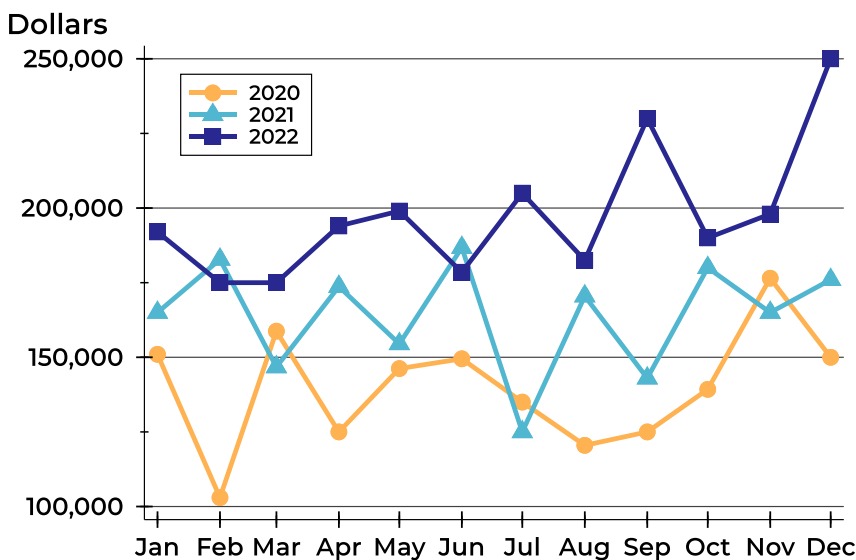
North Region Closed Listings Analysis

Average Price



Month	2020	2021	2022
January	181,713	156,100	219,124
February	160,248	197,105	198,508
March	172,271	161,336	198,514
April	151,371	174,644	241,746
May	165,592	168,376	209,869
June	166,811	207,953	212,059
July	138,506	158,553	210,585
August	140,654	195,771	200,542
September	155,230	154,904	219,840
October	148,585	195,111	176,224
November	207,711	188,887	255,428
December	195,442	194,972	274,560

Median Price

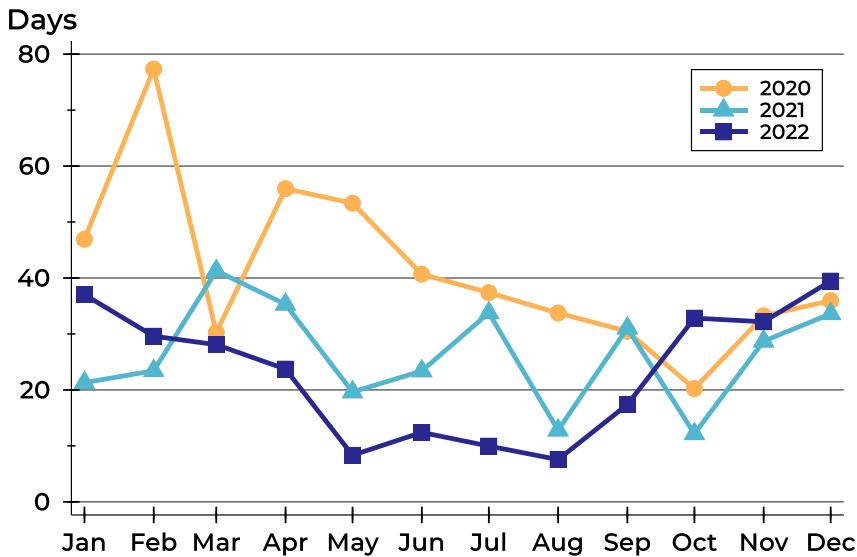


Month	2020	2021	2022
January	151,000	165,000	192,000
February	103,000	182,800	175,000
March	158,750	146,750	175,000
April	125,000	173,700	194,000
May	146,225	154,500	199,000
June	149,500	186,750	178,500
July	135,000	125,000	205,000
August	120,500	170,500	182,500
September	125,000	143,000	230,000
October	139,268	180,000	190,000
November	176,500	165,000	198,000
December	150,000	176,000	250,000



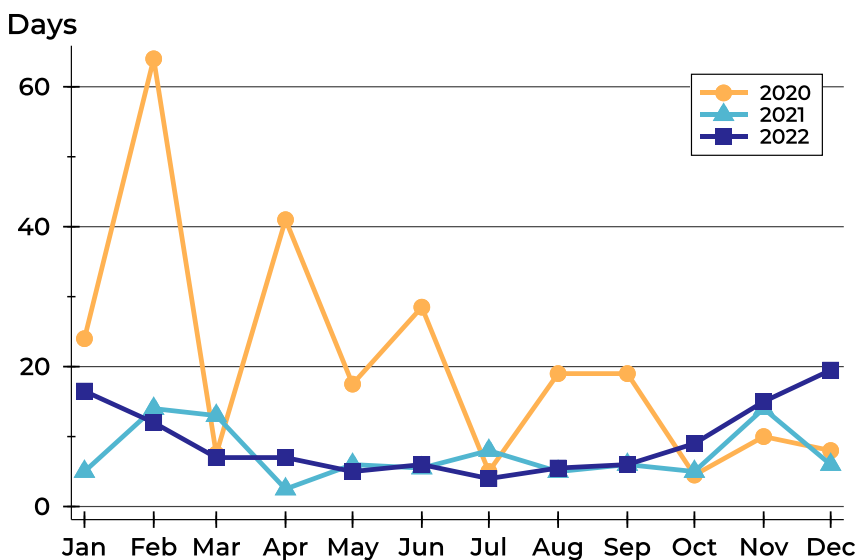
North Region Closed Listings Analysis

Average DOM



Month	2020	2021	2022
January	47	21	37
February	77	23	30
March	30	41	28
April	56	35	24
May	53	20	8
June	41	23	12
July	37	34	10
August	34	13	8
September	30	31	17
October	20	12	33
November	33	29	32
December	36	34	39

Median DOM



Month	2020	2021	2022
January	24	5	17
February	64	14	12
March	8	13	7
April	41	3	7
May	18	6	5
June	29	6	6
July	5	8	4
August	19	5	6
September	19	6	6
October	5	5	9
November	10	14	15
December	8	6	20



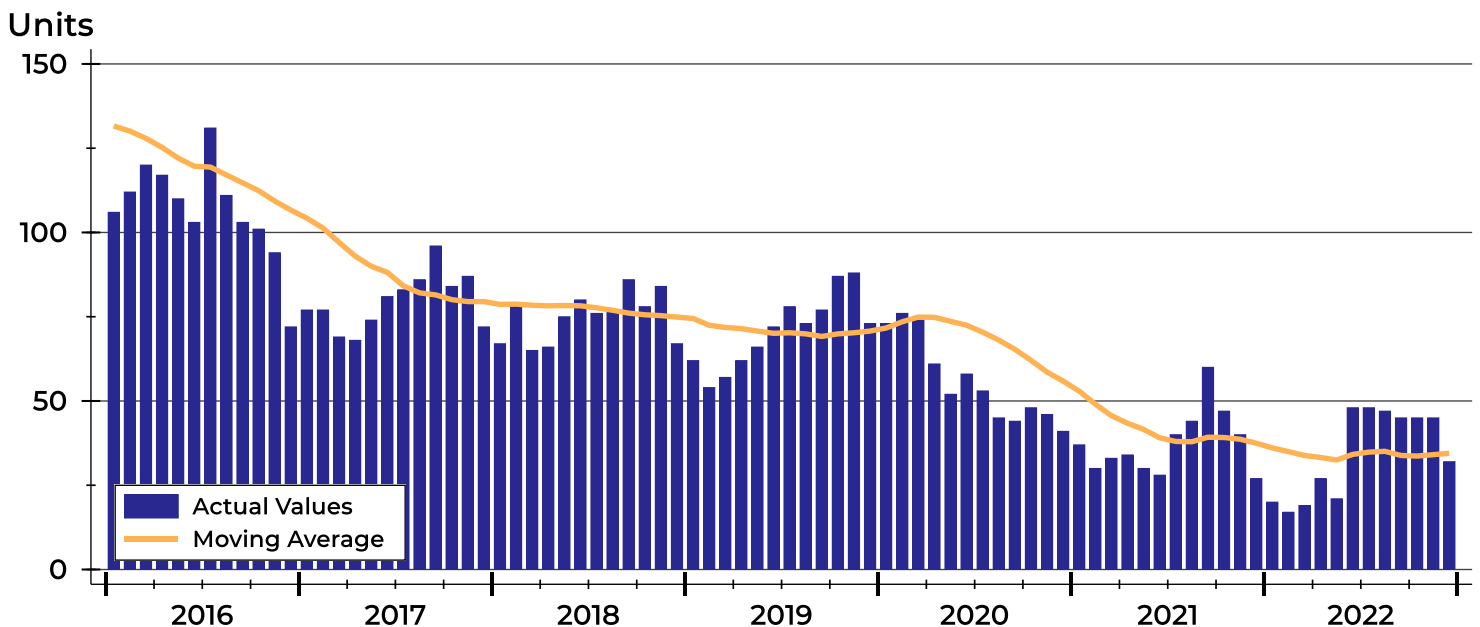
North Region Active Listings Analysis

Summary Statistics for Active Listings		2022	2021	Change
Active Listings		32	27	18.5%
Volume (1,000s)		7,718	6,723	14.8%
Months' Supply		1.1	0.9	22.2%
Average	List Price	241,200	248,989	-3.1%
	Days on Market	90	63	42.9%
	Percent of Original	94.7%	96.8%	-2.2%
Median	List Price	172,450	219,900	-21.6%
	Days on Market	65	51	27.5%
	Percent of Original	100.0%	100.0%	0.0%

A total of 32 homes were available for sale in North Region at the end of December. This represents a 1.1 months' supply of active listings.

The median list price of homes on the market at the end of December was \$172,450, down 21.6% from 2021. The typical time on market for active listings was 65 days, up from 51 days a year earlier.

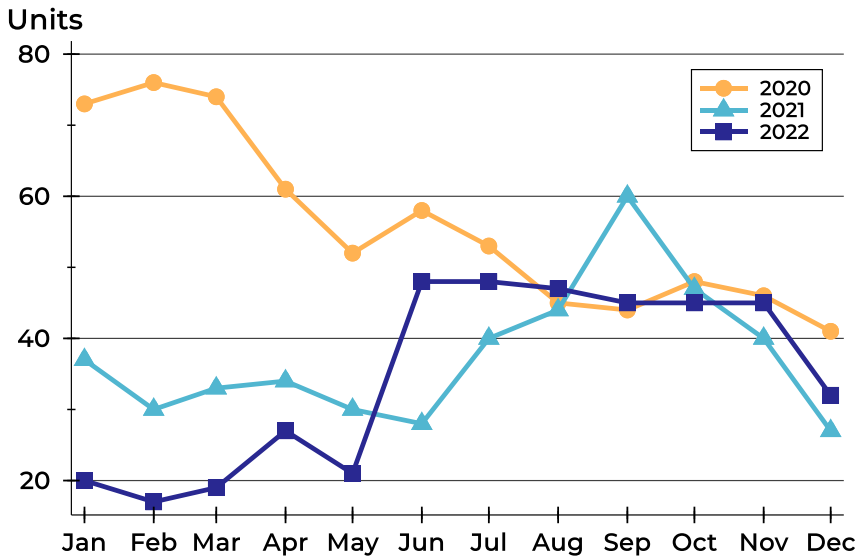
History of Active Listings





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	45
October	48	47	45
November	46	40	45
December	41	27	32

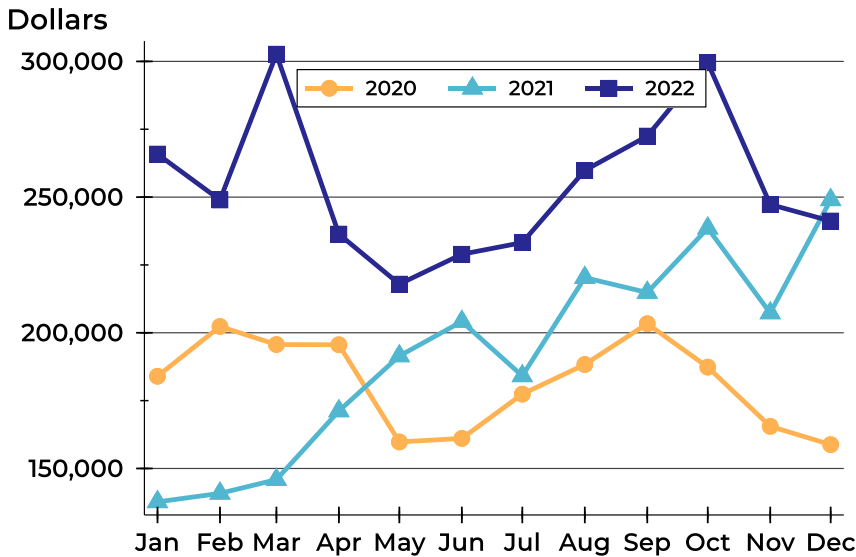
Active Listings by Price Range

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	1	3.1%	1.0	45,000	45,000	33	33	100.0%	100.0%
\$50,000-\$99,999	7	21.9%	2.4	75,857	80,000	74	46	97.0%	100.0%
\$100,000-\$124,999	1	3.1%	N/A	104,900	104,900	55	55	100.0%	100.0%
\$125,000-\$149,999	4	12.5%	1.5	135,100	133,700	104	71	99.0%	100.0%
\$150,000-\$174,999	3	9.4%	0.8	156,300	159,000	100	40	91.6%	91.4%
\$175,000-\$199,999	3	9.4%	0.8	191,467	189,900	95	96	92.2%	92.7%
\$200,000-\$249,999	0	0.0%	0.0	N/A	N/A	N/A	N/A	N/A	N/A
\$250,000-\$299,999	3	9.4%	0.9	277,933	279,900	87	73	98.8%	100.0%
\$300,000-\$399,999	6	18.8%	1.5	368,500	370,000	78	73	93.3%	96.1%
\$400,000-\$499,999	1	3.1%	0.8	425,000	425,000	18	18	100.0%	100.0%
\$500,000-\$749,999	2	6.3%	3.4	599,500	599,500	242	242	77.3%	77.3%
\$750,000-\$999,999	1	3.1%	6.0	785,000	785,000	42	42	92.4%	92.4%
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A



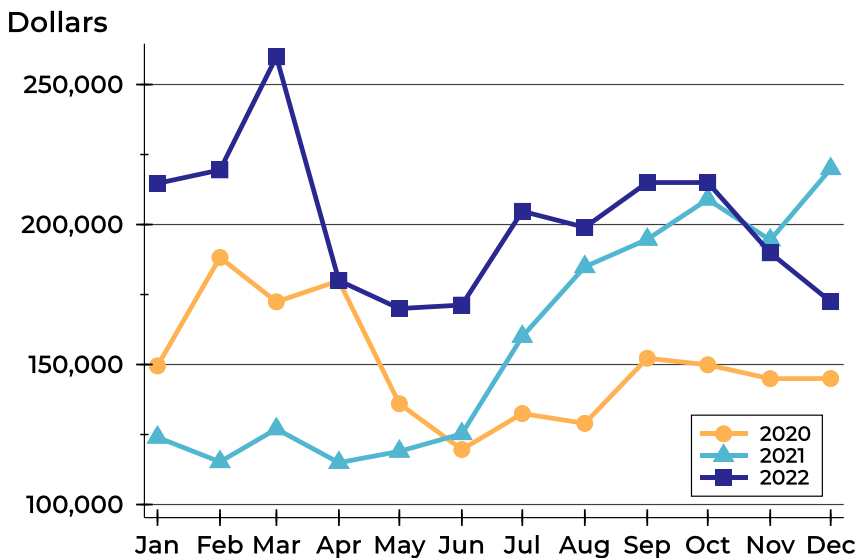
North Region Active Listings Analysis

Average Price



Month	2020	2021	2022
January	183,987	137,698	265,863
February	202,324	140,834	248,941
March	195,674	145,894	302,679
April	195,593	171,199	236,378
May	159,788	191,455	217,943
June	161,084	204,160	228,946
July	177,407	184,122	233,242
August	188,315	220,323	259,832
September	203,356	214,848	272,488
October	187,350	238,537	299,486
November	165,529	207,303	247,280
December	158,790	248,989	241,200

Median Price

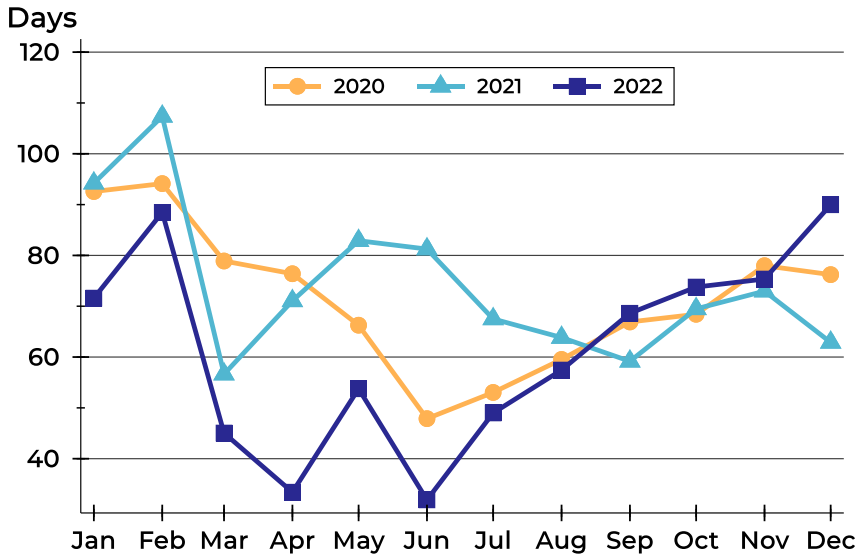


Month	2020	2021	2022
January	149,500	124,000	214,700
February	188,250	115,250	219,500
March	172,400	127,000	259,900
April	179,900	114,950	180,000
May	136,000	119,000	170,000
June	119,650	125,250	171,250
July	132,500	160,000	204,750
August	129,000	184,900	199,000
September	152,250	194,700	215,000
October	149,900	209,000	215,000
November	144,950	194,450	189,900
December	145,000	219,900	172,450



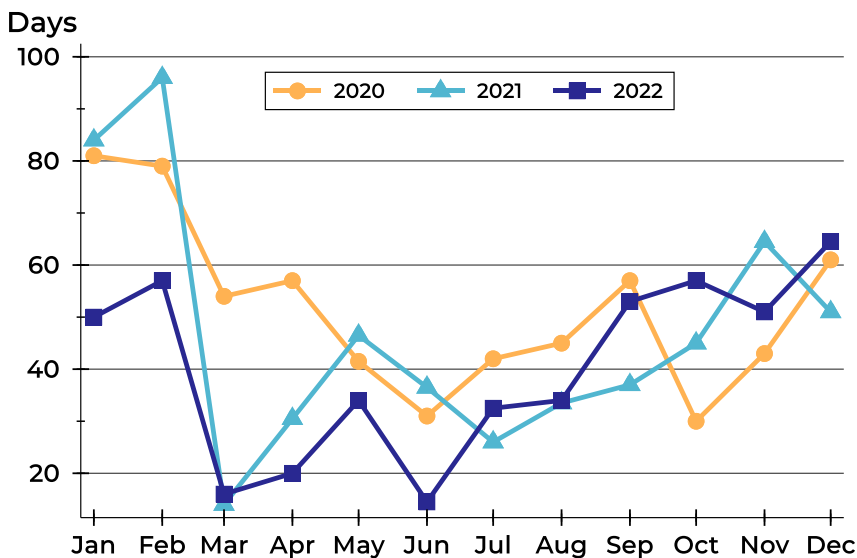
North Region Active Listings Analysis

Average DOM



Month	2020	2021	2022
January	93	94	72
February	94	107	88
March	79	57	45
April	76	71	33
May	66	83	54
June	48	81	32
July	53	68	49
August	60	64	57
September	67	59	69
October	68	69	74
November	78	73	75
December	76	63	90

Median DOM

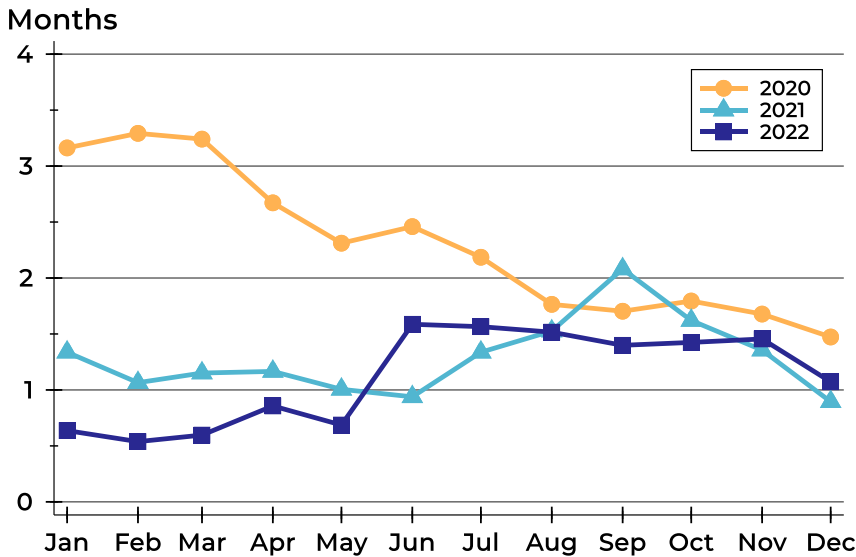


Month	2020	2021	2022
January	81	84	50
February	79	96	57
March	54	14	16
April	57	31	20
May	42	47	34
June	31	37	15
July	42	26	33
August	45	34	34
September	57	37	53
October	30	45	57
November	43	65	51
December	61	51	65



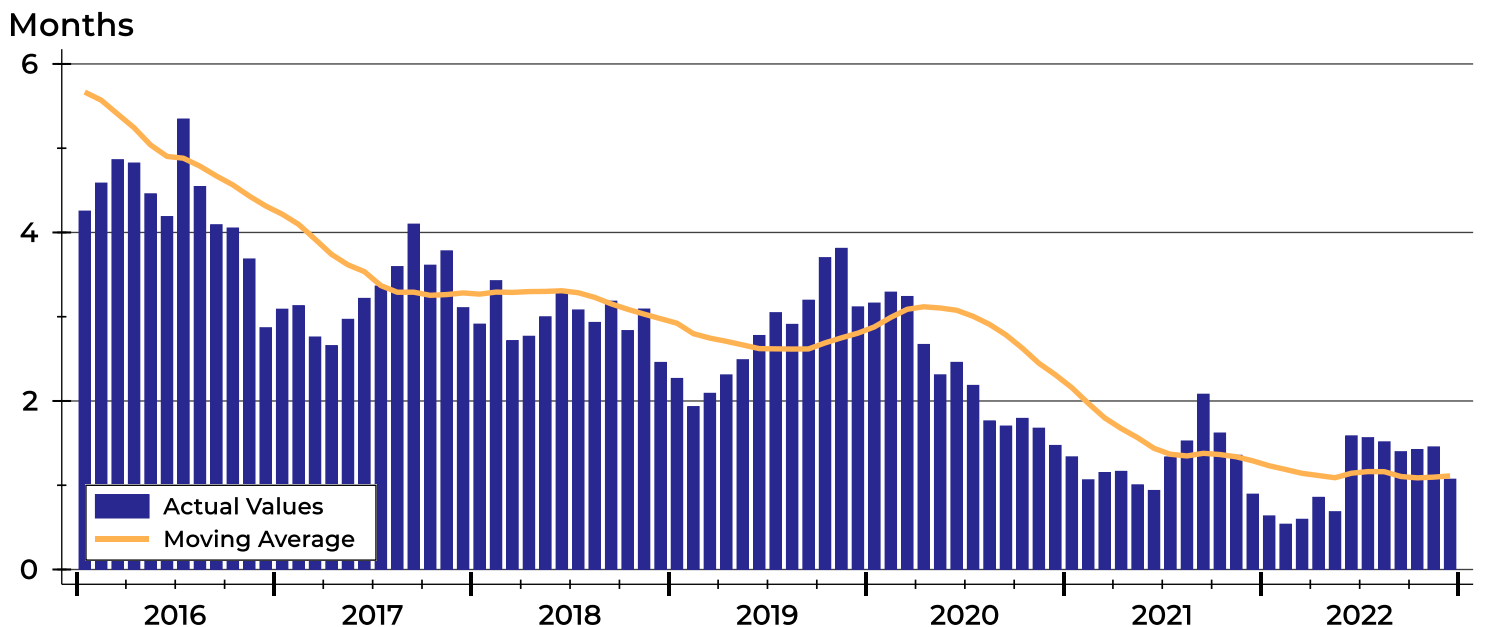
North Region Months' Supply Analysis

Months' Supply by Month



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

History of Month's Supply





North Region New Listings Analysis

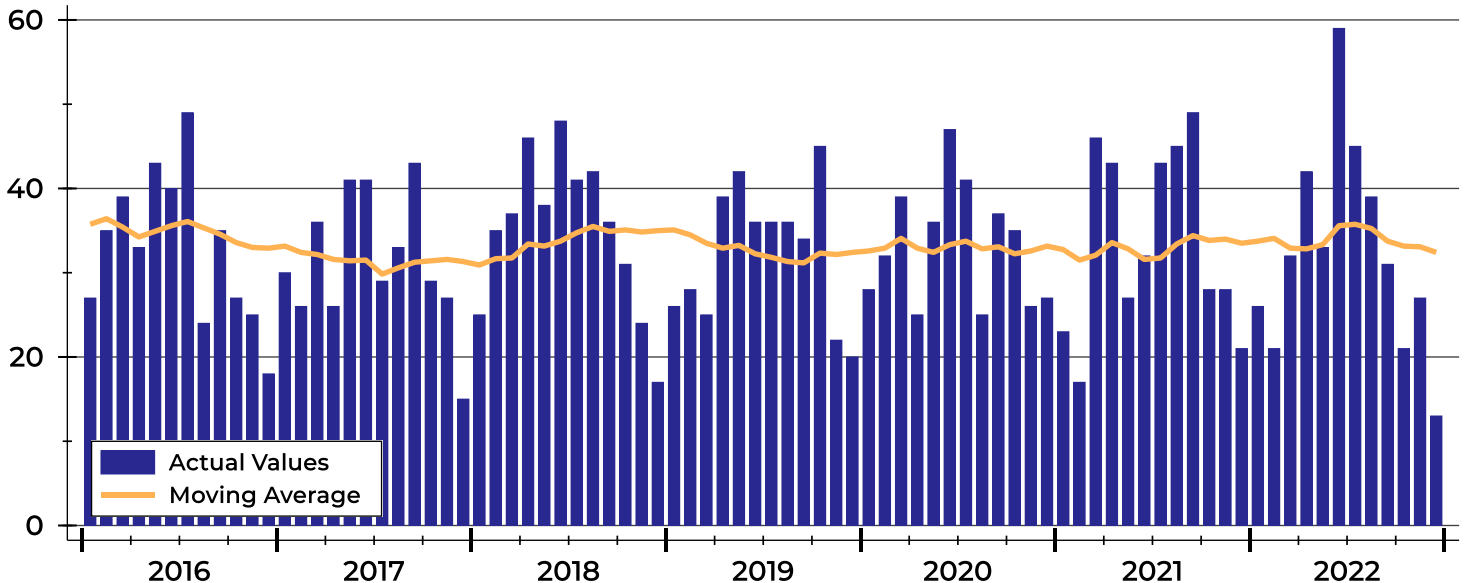
Summary Statistics for New Listings		2022	December 2021	Change
Current Month	New Listings	13	21	-38.1%
	Volume (1,000s)	3,361	4,776	-29.6%
	Average List Price	258,523	227,412	13.7%
	Median List Price	256,500	185,000	38.6%
Year-to-Date	New Listings	389	402	-3.2%
	Volume (1,000s)	86,719	79,029	9.7%
	Average List Price	222,928	196,590	13.4%
	Median List Price	194,900	174,900	11.4%

A total of 13 new listings were added in North Region during December, down 38.1% from the same month in 2021. Year-to-date North Region has seen 389 new listings.

The median list price of these homes was \$256,500 up from \$185,000 in 2021.

History of New Listings

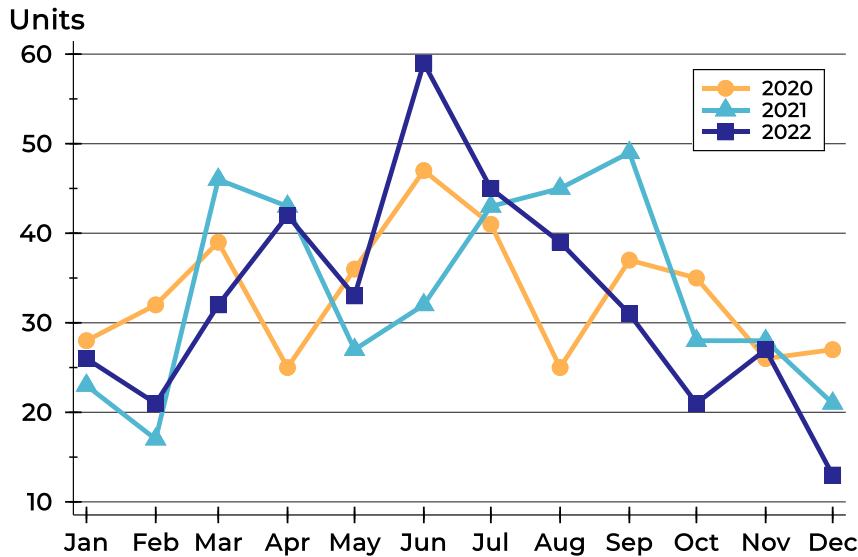
Units





North Region New Listings Analysis

New Listings by Month



Month	2020	2021	2022
January	28	23	26
February	32	17	21
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	31
October	35	28	21
November	26	28	27
December	27	21	13

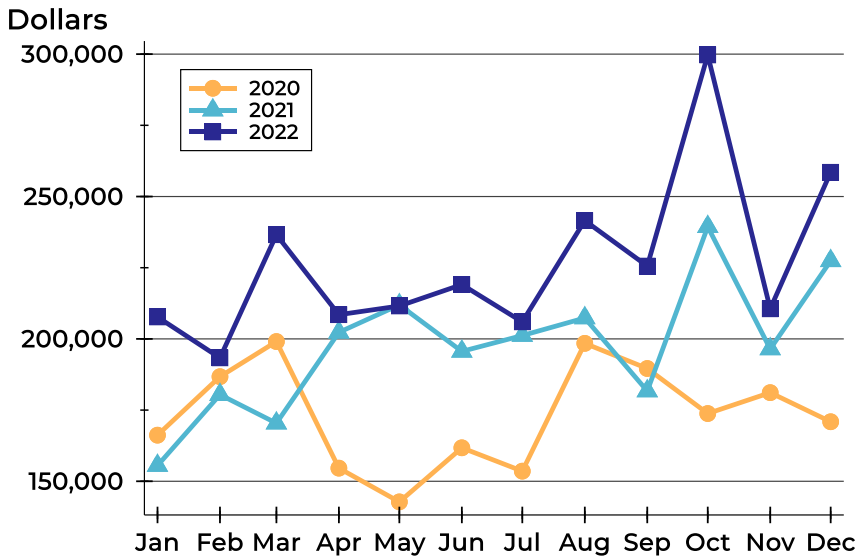
New Listings by Price Range

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	2	15.4%	75,000	75,000	31	31	96.2%	96.2%
\$100,000-\$124,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$125,000-\$149,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$150,000-\$174,999	1	7.7%	159,000	159,000	9	9	100.0%	100.0%
\$175,000-\$199,999	2	15.4%	182,450	182,450	19	19	96.4%	96.4%
\$200,000-\$249,999	1	7.7%	225,000	225,000	8	8	100.0%	100.0%
\$250,000-\$299,999	2	15.4%	278,200	278,200	7	7	100.0%	100.0%
\$300,000-\$399,999	3	23.1%	341,333	349,000	23	29	100.0%	100.0%
\$400,000-\$499,999	2	15.4%	440,750	440,750	17	17	98.5%	98.5%
\$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



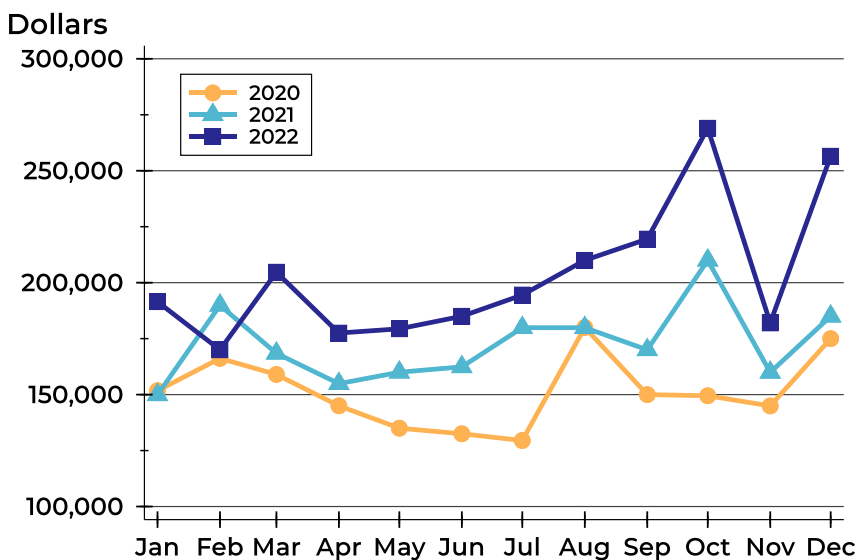
North Region New Listings Analysis

Average Price



Month	2020	2021	2022
January	166,198	155,521	207,704
February	186,736	180,419	193,343
March	199,071	170,404	236,584
April	154,616	202,303	208,501
May	142,772	211,946	211,561
June	161,766	195,626	219,086
July	153,566	201,188	205,980
August	198,448	207,351	241,554
September	189,604	181,699	225,584
October	173,799	239,389	299,719
November	181,135	196,466	210,569
December	170,910	227,412	258,523

Median Price



Month	2020	2021	2022
January	151,750	149,900	191,500
February	166,200	189,900	170,000
March	159,000	168,450	204,700
April	145,000	154,900	177,500
May	135,000	160,000	179,400
June	132,500	162,400	185,000
July	129,500	179,900	194,500
August	180,000	179,900	210,000
September	150,000	170,000	219,500
October	149,500	210,000	269,000
November	144,950	159,950	182,000
December	175,000	185,000	256,500



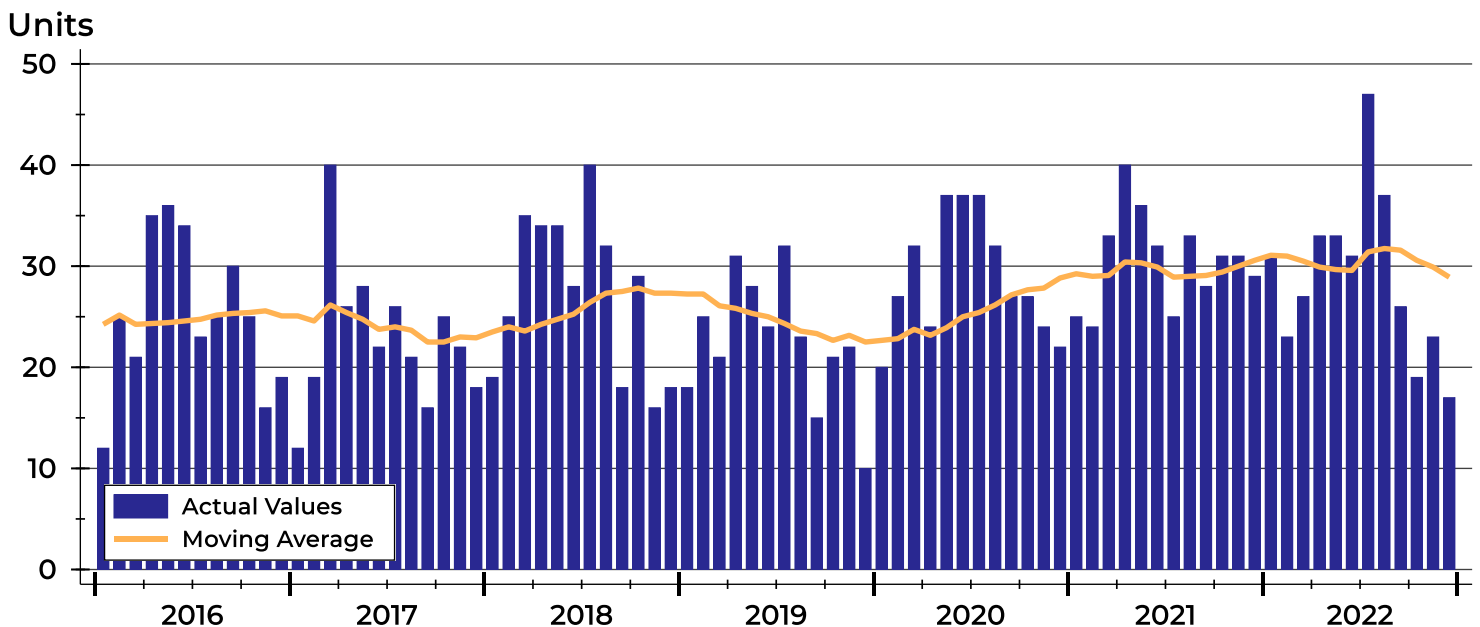
North Region Contracts Written Analysis

Summary Statistics for Contracts Written		December			Year-to-Date		
		2022	2021	Change	2022	2021	Change
Contracts Written		17	29	-41.4%	347	367	-5.4%
Volume (1,000s)		3,346	5,033	-33.5%	75,228	68,165	10.4%
Average	Sale Price	196,794	173,560	13.4%	216,796	185,736	16.7%
	Days on Market	38	39	-2.6%	20	28	-28.6%
	Percent of Original	92.0%	93.5%	-1.6%	97.6%	97.2%	0.4%
Median	Sale Price	182,000	180,000	1.1%	192,000	169,900	13.0%
	Days on Market	22	22	0.0%	7	6	16.7%
	Percent of Original	100.0%	93.9%	6.5%	100.0%	100.0%	0.0%

A total of 17 contracts for sale were written in North Region during the month of December, down from 29 in 2021. The median list price of these homes was \$182,000, up from \$180,000 the prior year.

Half of the homes that went under contract in December were on the market less than 22 days, compared to 22 days in December 2021.

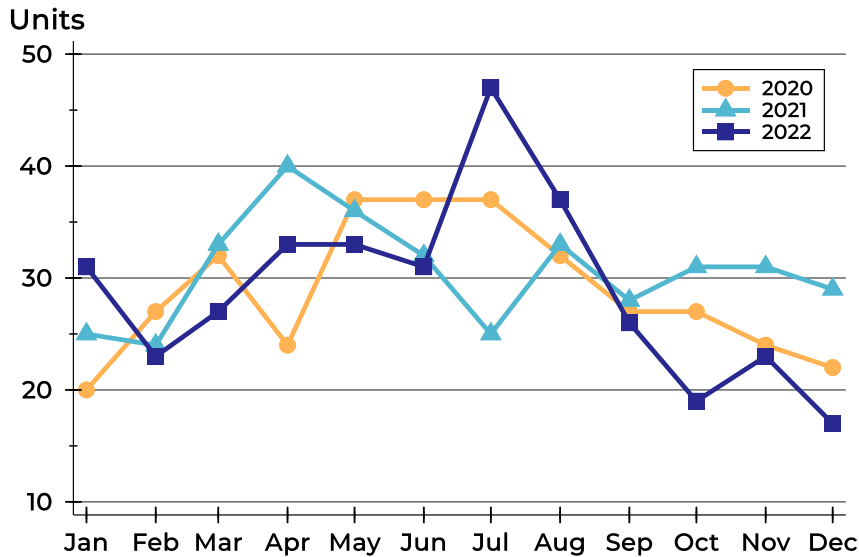
History of Contracts Written





North Region Contracts Written Analysis

Contracts Written by Month



Month	2020	2021	2022
January	20	25	31
February	27	24	23
March	32	33	27
April	24	40	33
May	37	36	33
June	37	32	31
July	37	25	47
August	32	33	37
September	27	28	26
October	27	31	19
November	24	31	23
December	22	29	17

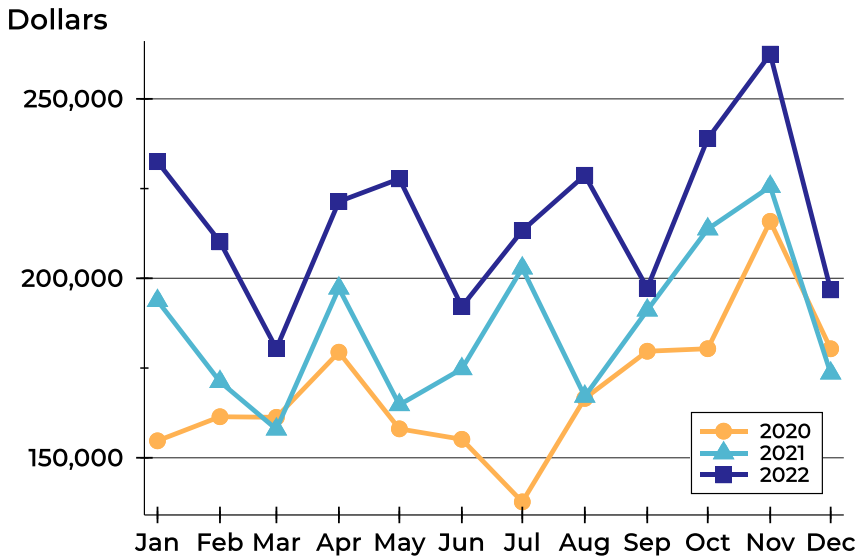
Contracts Written by Price Range

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	11.8%	39,750	39,750	61	61	61.9%	61.9%
\$50,000-\$99,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$100,000-\$124,999	1	5.9%	115,000	115,000	22	22	100.0%	100.0%
\$125,000-\$149,999	3	17.6%	144,933	145,000	74	93	89.5%	93.3%
\$150,000-\$174,999	1	5.9%	169,900	169,900	35	35	100.0%	100.0%
\$175,000-\$199,999	2	11.8%	180,950	180,950	25	25	95.7%	95.7%
\$200,000-\$249,999	5	29.4%	221,780	215,000	35	25	96.0%	100.0%
\$250,000-\$299,999	1	5.9%	256,500	256,500	5	5	100.0%	100.0%
\$300,000-\$399,999	1	5.9%	350,000	350,000	9	9	100.0%	100.0%
\$400,000-\$499,999	1	5.9%	469,000	469,000	9	9	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



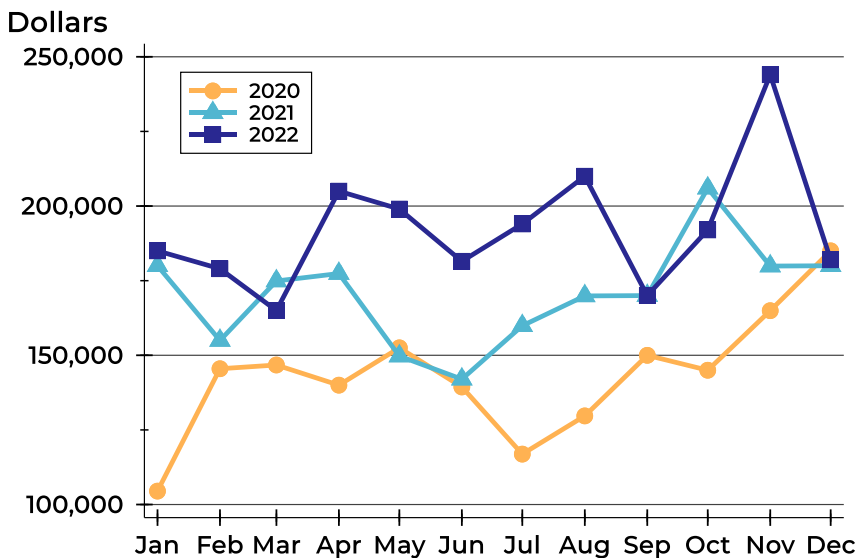
North Region Contracts Written Analysis

Average Price



Month	2020	2021	2022
January	154,720	193,759	232,503
February	161,431	171,195	210,178
March	161,275	157,955	180,415
April	179,415	197,234	221,386
May	158,062	164,746	227,724
June	155,146	174,770	192,127
July	137,709	202,832	213,306
August	166,542	167,100	228,714
September	179,683	191,111	197,277
October	180,383	213,726	238,916
November	215,881	225,556	262,463
December	180,371	173,560	196,794

Median Price

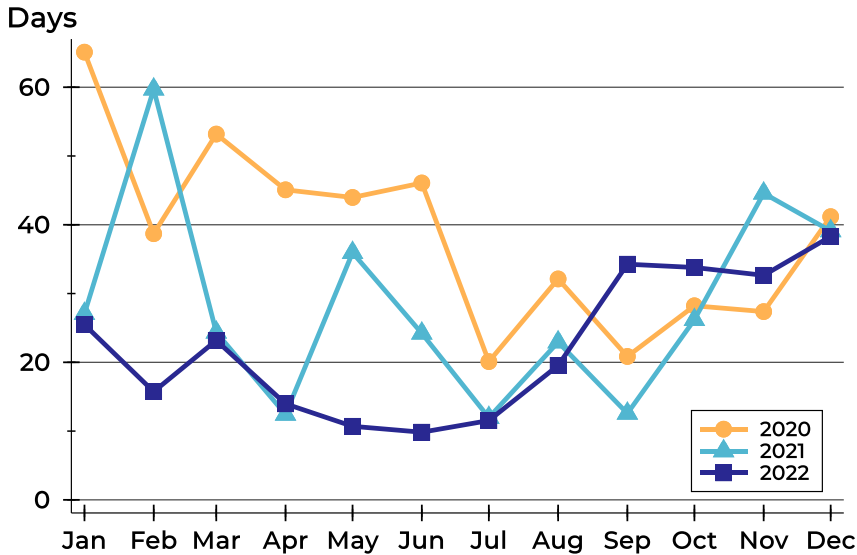


Month	2020	2021	2022
January	104,500	180,000	185,000
February	145,500	154,975	179,000
March	146,750	174,900	165,000
April	140,000	177,400	205,000
May	152,500	149,750	199,000
June	139,400	142,000	181,500
July	116,900	159,900	194,000
August	129,700	169,900	210,000
September	150,000	170,000	170,000
October	145,000	206,000	192,000
November	164,950	179,900	244,000
December	185,000	180,000	182,000



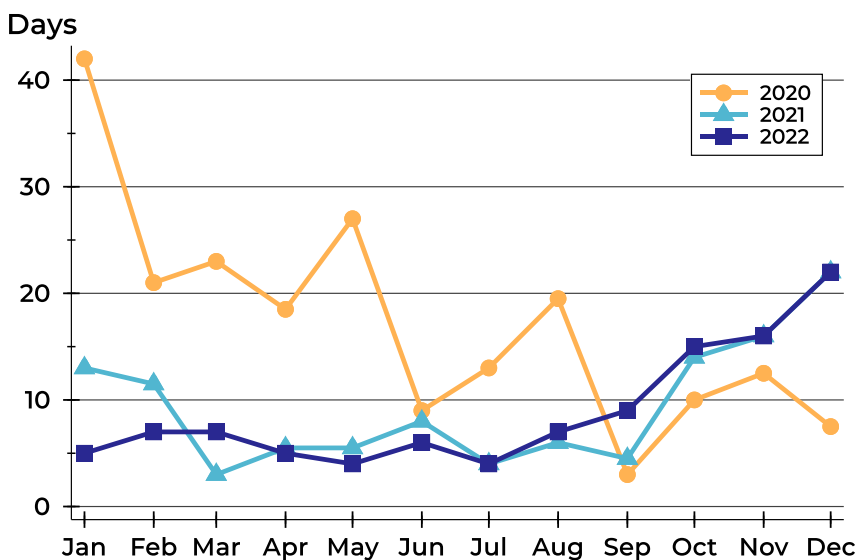
North Region Contracts Written Analysis

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	20
September	21	13	34
October	28	26	34
November	27	45	33
December	41	39	38

Median DOM



Month	2020	2021	2022
January	42	13	5
February	21	12	7
March	23	3	7
April	19	6	5
May	27	6	4
June	9	8	6
July	13	4	4
August	20	6	7
September	3	5	9
October	10	14	15
November	13	16	16
December	8	22	22



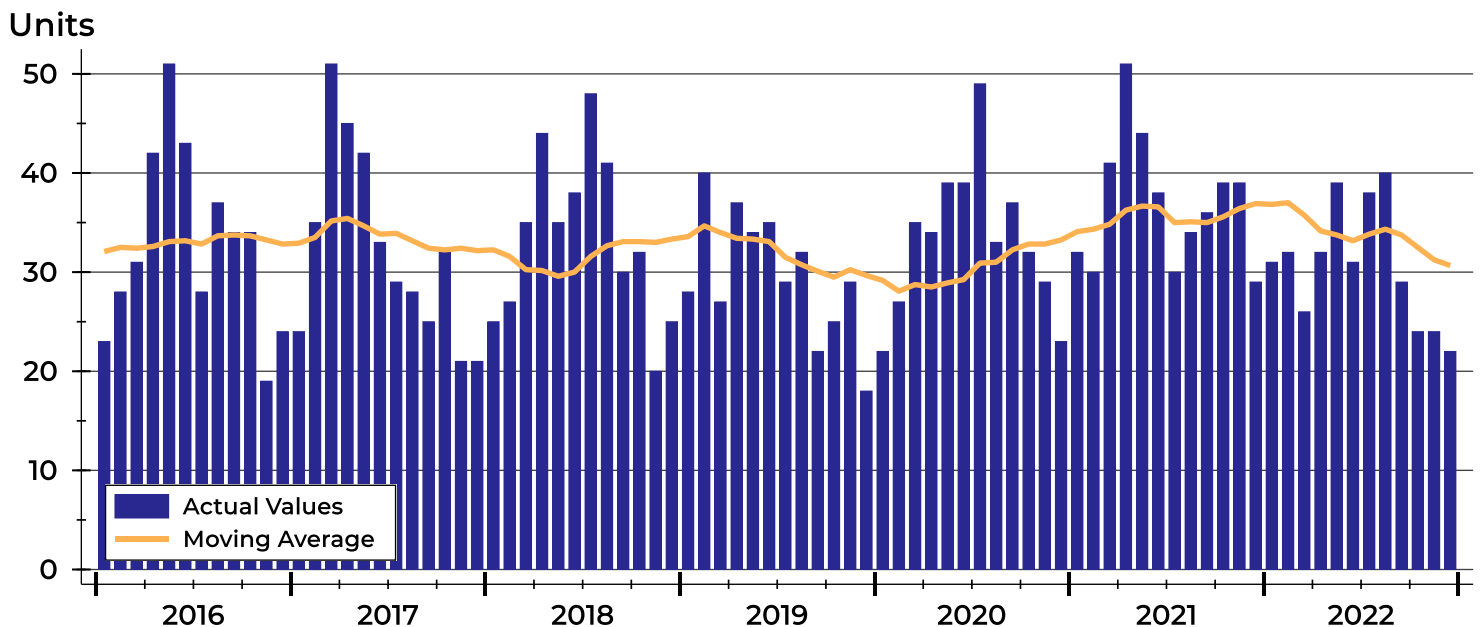
North Region Pending Contracts Analysis

Summary Statistics for Pending Contracts		End of December		
		2022	2021	Change
Pending Contracts		22	29	-24.1%
Volume (1,000s)		4,715	6,298	-25.1%
Average	List Price	214,309	217,167	-1.3%
	Days on Market	33	48	-31.3%
	Percent of Original	95.7%	95.9%	-0.2%
Median	List Price	214,450	185,000	15.9%
	Days on Market	17	29	-41.4%
	Percent of Original	100.0%	100.0%	0.0%

A total of 22 listings in North Region had contracts pending at the end of December, down from 29 contracts pending at the end of December 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.

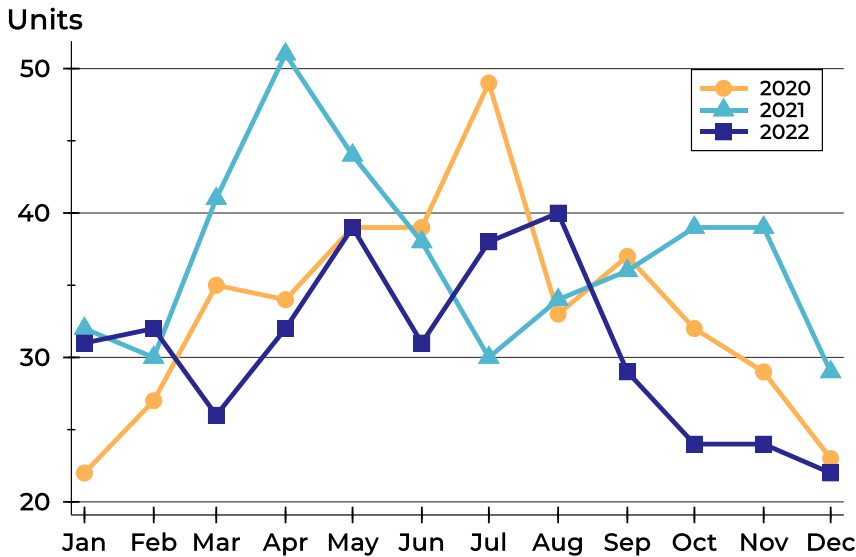
History of Pending Contracts





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	29
October	32	39	24
November	29	39	24
December	23	29	22

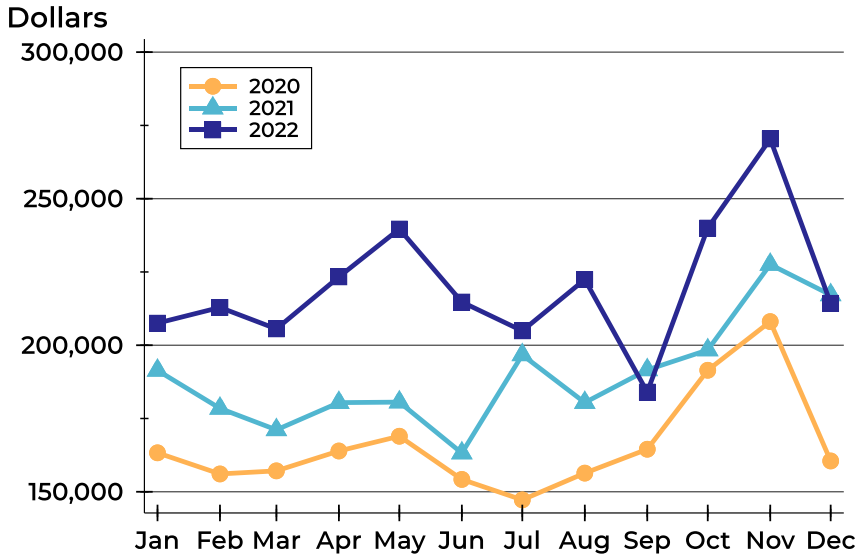
Pending Contracts by Price Range

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	1	4.5%	30,000	30,000	108	108	60.0%	60.0%
\$50,000-\$99,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$100,000-\$124,999	1	4.5%	115,000	115,000	22	22	100.0%	100.0%
\$125,000-\$149,999	4	18.2%	143,675	142,450	59	55	92.1%	96.6%
\$150,000-\$174,999	1	4.5%	169,900	169,900	35	35	100.0%	100.0%
\$175,000-\$199,999	3	13.6%	182,267	182,000	19	10	97.2%	100.0%
\$200,000-\$249,999	5	22.7%	221,780	215,000	35	25	97.2%	100.0%
\$250,000-\$299,999	4	18.2%	255,375	253,250	16	11	100.0%	100.0%
\$300,000-\$399,999	2	9.1%	339,500	339,500	6	6	100.0%	100.0%
\$400,000-\$499,999	1	4.5%	469,000	469,000	9	9	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



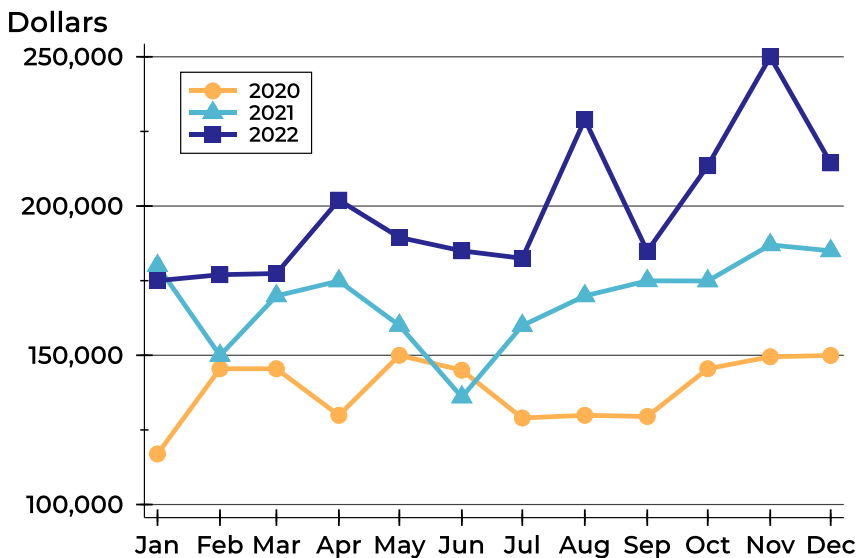
North Region Pending Contracts Analysis

Average Price



Month	2020	2021	2022
January	163,298	191,421	207,539
February	156,085	178,453	212,903
March	157,137	171,130	205,571
April	163,916	180,417	223,314
May	168,951	180,589	239,659
June	154,218	163,214	214,753
July	147,238	196,710	204,908
August	156,370	180,431	222,430
September	164,520	191,582	184,028
October	191,464	198,377	239,988
November	208,074	227,543	270,383
December	160,524	217,167	214,309

Median Price

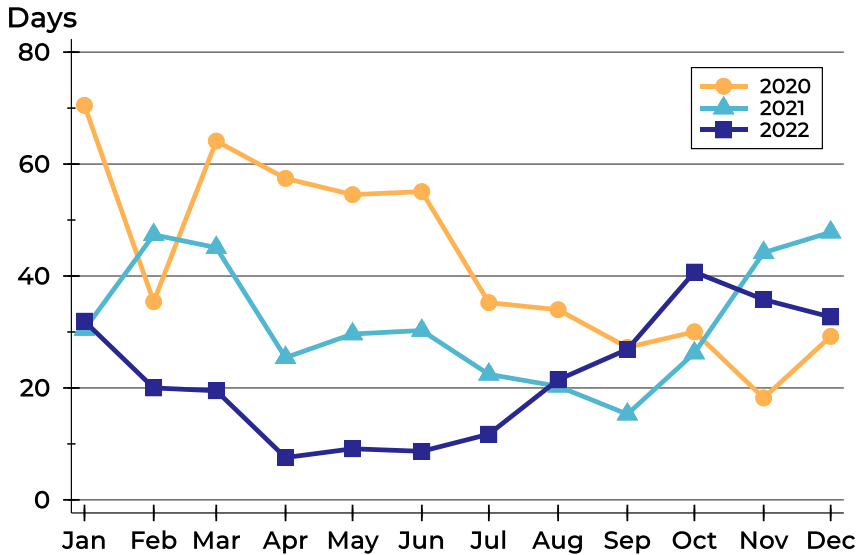


Month	2020	2021	2022
January	116,950	180,000	175,000
February	145,500	149,925	177,000
March	145,500	169,900	177,400
April	129,900	174,900	202,000
May	150,000	160,000	189,500
June	145,000	136,000	185,000
July	129,000	159,950	182,500
August	129,900	169,900	229,000
September	129,500	174,950	184,900
October	145,500	174,900	213,500
November	149,500	187,000	250,000
December	149,950	185,000	214,450



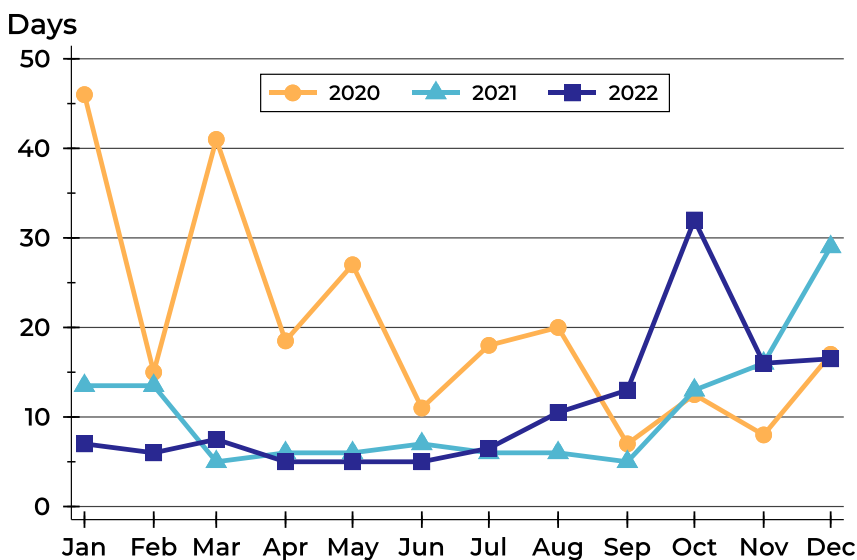
North Region Pending Contracts Analysis

Average DOM



Month	2020	2021	2022
January	71	30	32
February	35	47	20
March	64	45	20
April	57	25	8
May	55	30	9
June	55	30	9
July	35	22	12
August	34	20	21
September	27	15	27
October	30	26	41
November	18	44	36
December	29	48	33

Median DOM



Month	2020	2021	2022
January	46	14	7
February	15	14	6
March	41	5	8
April	19	6	5
May	27	6	5
June	11	7	5
July	18	6	7
August	20	6	11
September	7	5	13
October	13	13	32
November	8	16	16
December	17	29	17



South Region Housing Report



Market Overview

South Region Home Sales Fell in December

Total home sales in South Region fell last month to 29 units, compared to 50 units in December 2021. Total sales volume was \$5.2 million, down from a year earlier.

The median sale price in December was \$143,000, down from \$156,421 a year earlier. Homes that sold in December were typically on the market for 11 days and sold for 98.7% of their list prices.

South Region Active Listings Down at End of December

The total number of active listings in South Region at the end of December was 23 units, down from 30 at the same point in 2021. This represents a 0.7 months' supply of homes available for sale. The median list price of homes on the market at the end of December was \$134,900.

During December, a total of 16 contracts were written down from 30 in December 2021. At the end of the month, there were 20 contracts still pending.

Report Contents

- Summary Statistics – Page 2
- Closed Listing Analysis – Page 3
- Active Listings Analysis – Page 7
- Months' Supply Analysis – Page 11
- New Listings Analysis – Page 12
- Contracts Written Analysis – Page 15
- Pending Contracts Analysis – Page 19

Contact Information

Linda Briden, Chief Executive Officer
 Sunflower Association of REALTORS®
 3646 SW Plass
 Topeka, KS 66611
 785-267-3215
Linda@SunflowerRealtors.com
www.SunflowerRealtors.com



South Region Summary Statistics

December MLS Statistics Three-year History		Current Month			Year-to-Date		
		2022	2021	2020	2022	2021	2020
Home Sales		29	50	36	417	473	410
Change from prior year		-42.0%	38.9%	28.6%	-11.8%	15.4%	0.7%
Active Listings		23	30	35	N/A	N/A	N/A
Change from prior year		-23.3%	-14.3%	-41.7%			
Months' Supply		0.7	0.8	1.0	N/A	N/A	N/A
Change from prior year		-12.5%	-20.0%	-44.4%			
New Listings		18	34	20	428	528	458
Change from prior year		-47.1%	70.0%	-9.1%	-18.9%	15.3%	-5.4%
Contracts Written		16	30	18	390	479	427
Change from prior year		-46.7%	66.7%	20.0%	-18.6%	12.2%	8.9%
Pending Contracts		20	34	28	N/A	N/A	N/A
Change from prior year		-41.2%	21.4%	40.0%			
Sales Volume (1,000s)		5,163	8,637	5,791	72,416	73,195	58,479
Change from prior year		-40.2%	49.1%	42.8%	-1.1%	25.2%	14.7%
Average	Sale Price	178,024	172,741	160,870	173,660	154,746	142,631
	Change from prior year	3.1%	7.4%	11.1%	12.2%	8.5%	13.8%
	List Price of Actives	173,822	152,213	157,104	N/A	N/A	N/A
	Change from prior year	14.2%	-3.1%	6.8%			
	Days on Market	33	32	35	19	24	41
Change from prior year	3.1%	-8.6%	-37.5%	-20.8%	-41.5%	-12.8%	
Percent of List	95.5%	96.1%	97.0%	97.3%	96.8%	96.1%	
Change from prior year	-0.6%	-0.9%	-0.2%	0.5%	0.7%	0.5%	
Percent of Original	91.4%	93.7%	95.0%	95.5%	95.6%	93.9%	
Change from prior year	-2.5%	-1.4%	0.5%	-0.1%	1.8%	0.4%	
Median	Sale Price	143,000	156,421	145,000	142,000	145,000	134,500
	Change from prior year	-8.6%	7.9%	13.9%	-2.1%	7.8%	22.3%
	List Price of Actives	134,900	114,950	129,900	N/A	N/A	N/A
	Change from prior year	17.4%	-11.5%	14.8%			
	Days on Market	11	11	8	6	6	11
Change from prior year	0.0%	37.5%	-65.2%	0.0%	-45.5%	-35.3%	
Percent of List	98.7%	97.5%	97.8%	99.2%	98.4%	97.6%	
Change from prior year	1.2%	-0.3%	1.5%	0.8%	0.8%	1.0%	
Percent of Original	92.7%	96.7%	96.9%	98.3%	97.9%	96.9%	
Change from prior year	-4.1%	-0.2%	3.5%	0.4%	1.0%	2.1%	

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



South Region Closed Listings Analysis

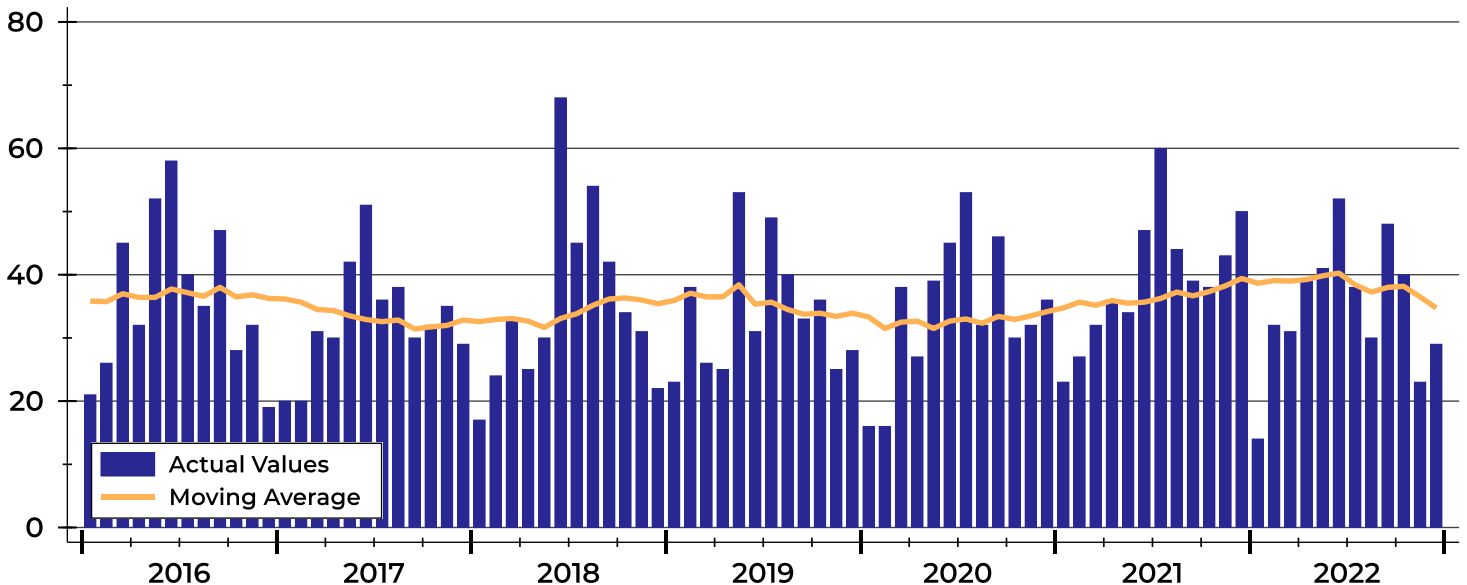
Summary Statistics for Closed Listings		December			Year-to-Date		
		2022	2021	Change	2022	2021	Change
Closed Listings		29	50	-42.0%	417	473	-11.8%
Volume (1,000s)		5,163	8,637	-40.2%	72,416	73,195	-1.1%
Months' Supply		0.7	0.8	-12.5%	N/A	N/A	N/A
Average	Sale Price	178,024	172,741	3.1%	173,660	154,746	12.2%
	Days on Market	33	32	3.1%	19	24	-20.8%
	Percent of List	95.5%	96.1%	-0.6%	97.3%	96.8%	0.5%
	Percent of Original	91.4%	93.7%	-2.5%	95.5%	95.6%	-0.1%
Median	Sale Price	143,000	156,421	-8.6%	142,000	145,000	-2.1%
	Days on Market	11	11	0.0%	6	6	0.0%
	Percent of List	98.7%	97.5%	1.2%	99.2%	98.4%	0.8%
	Percent of Original	92.7%	96.7%	-4.1%	98.3%	97.9%	0.4%

A total of 29 homes sold in South Region in December, down from 50 units in December 2021. Total sales volume fell to \$5.2 million compared to \$8.6 million in the previous year.

The median sales price in December was \$143,000, down 8.6% compared to the prior year. Median days on market was 11 days, up from 9 days in November, but similar to December 2021.

History of Closed Listings

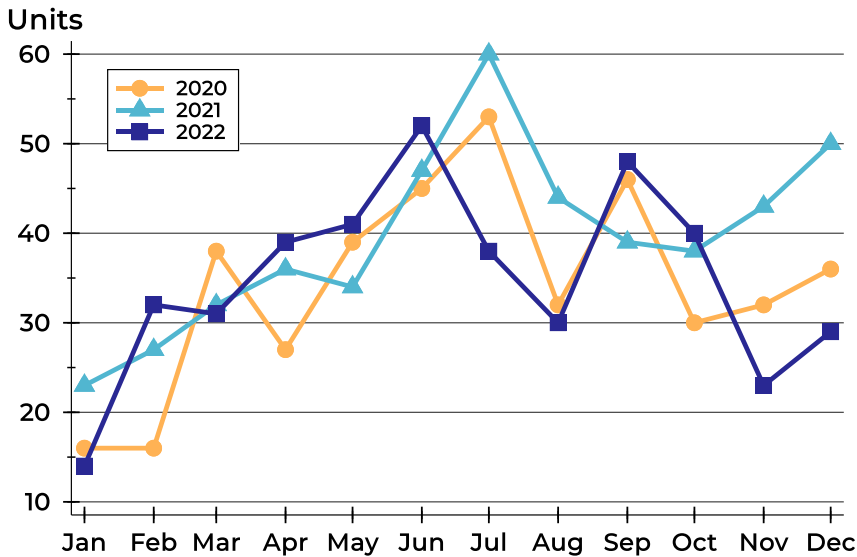
Units





South Region Closed Listings Analysis

Closed Listings by Month



Month	2020	2021	2022
January	16	23	14
February	16	27	32
March	38	32	31
April	27	36	39
May	39	34	41
June	45	47	52
July	53	60	38
August	32	44	30
September	46	39	48
October	30	38	40
November	32	43	23
December	36	50	29

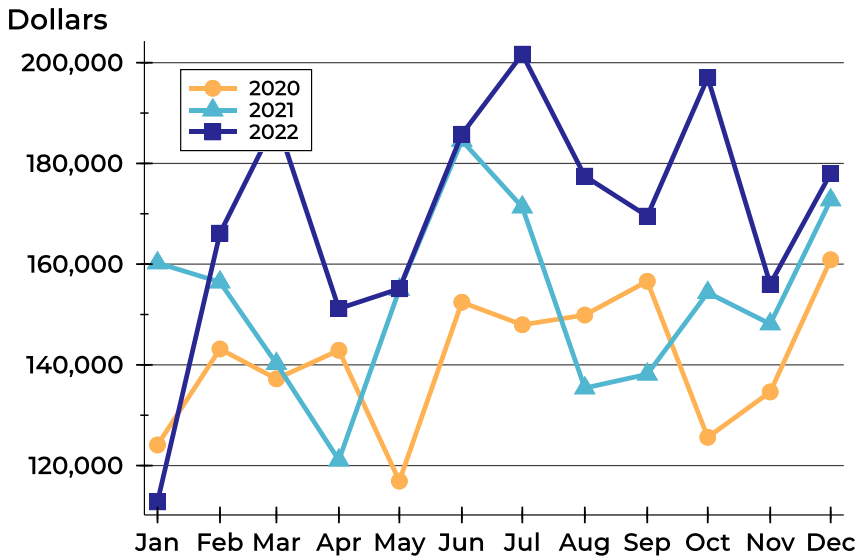
Closed Listings by Price Range

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	2	6.9%	0.5	36,000	36,000	6	6	78.1%	78.1%	78.1%	78.1%
\$50,000-\$99,999	4	13.8%	0.9	84,198	90,896	74	39	97.2%	97.9%	87.1%	84.4%
\$100,000-\$124,999	3	10.3%	0.4	120,167	121,000	3	3	98.8%	99.7%	98.8%	99.7%
\$125,000-\$149,999	7	24.1%	0.8	136,071	135,000	20	4	96.2%	98.9%	93.8%	98.7%
\$150,000-\$174,999	3	10.3%	0.4	161,000	160,000	20	19	96.8%	95.8%	92.2%	95.8%
\$175,000-\$199,999	2	6.9%	0.0	194,450	194,450	2	2	100.0%	100.0%	100.0%	100.0%
\$200,000-\$249,999	2	6.9%	1.5	230,000	230,000	84	84	97.0%	97.0%	86.7%	86.7%
\$250,000-\$299,999	2	6.9%	0.0	278,750	278,750	33	33	96.0%	96.0%	92.9%	92.9%
\$300,000-\$399,999	3	10.3%	0.5	360,833	375,000	50	19	93.6%	92.7%	90.5%	89.4%
\$400,000-\$499,999	1	3.4%	1.1	469,000	469,000	60	60	98.8%	98.8%	86.9%	86.9%
\$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



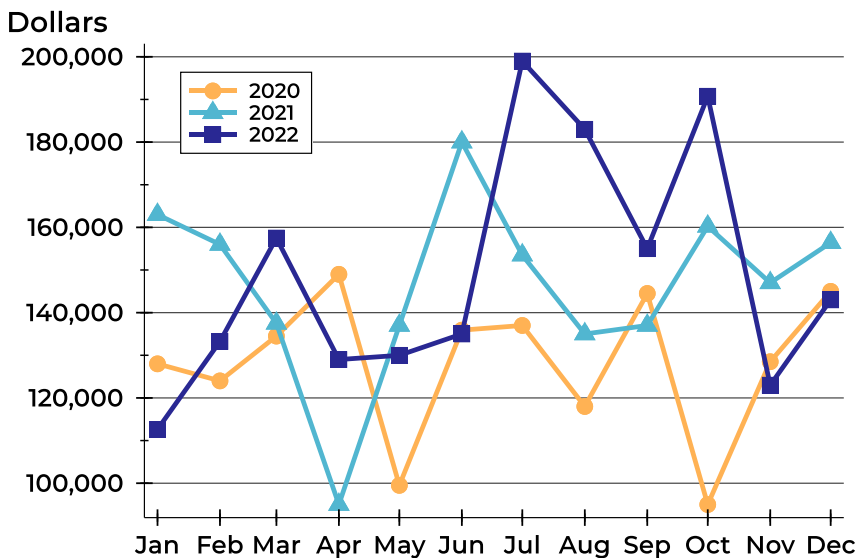
South Region Closed Listings Analysis

Average Price



Month	2020	2021	2022
January	124,094	160,235	112,796
February	143,155	156,432	166,151
March	137,224	140,241	188,532
April	142,899	121,075	151,170
May	116,921	154,972	155,110
June	152,440	184,562	185,795
July	147,962	171,326	201,697
August	149,894	135,400	177,477
September	156,602	138,141	169,540
October	125,620	154,339	197,033
November	134,630	148,120	156,032
December	160,870	172,741	178,024

Median Price

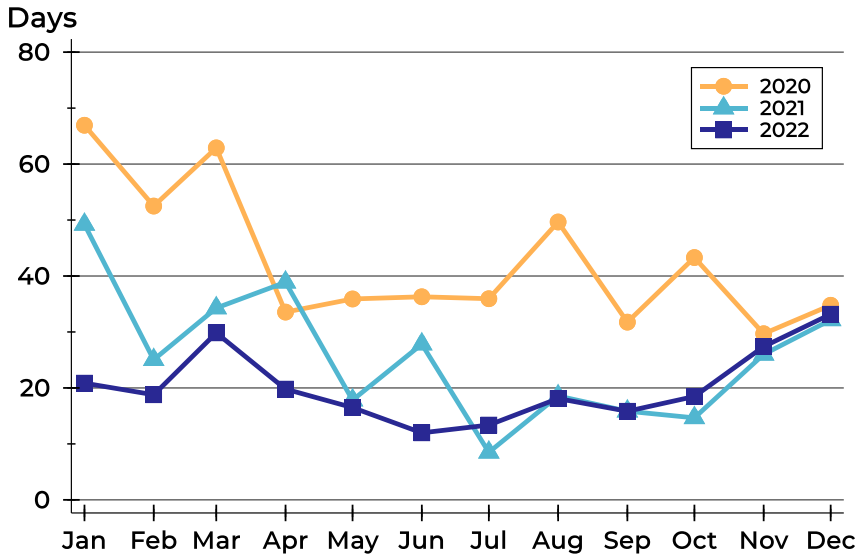


Month	2020	2021	2022
January	128,000	163,000	112,625
February	124,000	156,000	133,250
March	134,500	137,500	157,500
April	149,000	95,000	129,000
May	99,500	137,000	130,000
June	135,900	180,000	135,000
July	137,000	153,500	199,000
August	118,000	135,000	183,000
September	144,500	137,000	155,000
October	95,000	160,250	190,750
November	128,500	147,000	123,000
December	145,000	156,421	143,000



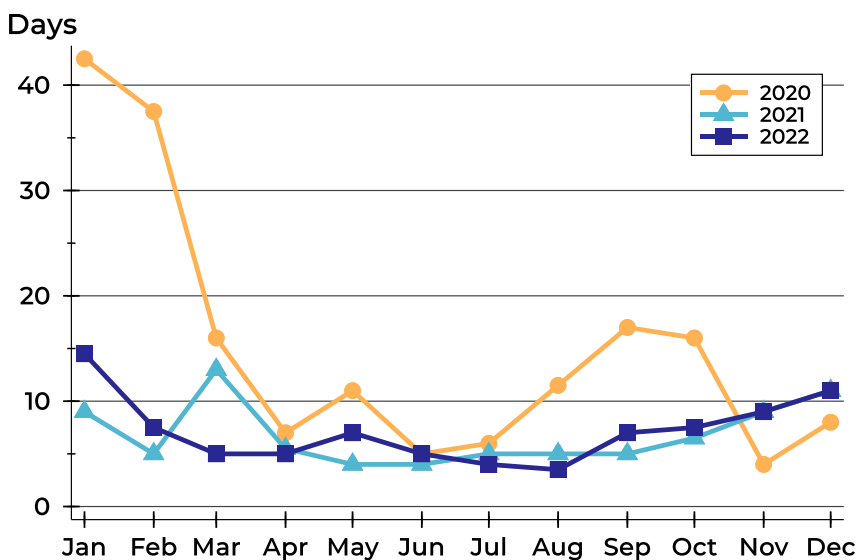
South Region Closed Listings Analysis

Average DOM



Month	2020	2021	2022
January	67	49	21
February	53	25	19
March	63	34	30
April	34	39	20
May	36	18	16
June	36	28	12
July	36	9	13
August	50	19	18
September	32	16	16
October	43	15	18
November	30	26	27
December	35	32	33

Median DOM



Month	2020	2021	2022
January	43	9	15
February	38	5	8
March	16	13	5
April	7	6	5
May	11	4	7
June	5	4	5
July	6	5	4
August	12	5	4
September	17	5	7
October	16	7	8
November	4	9	9
December	8	11	11



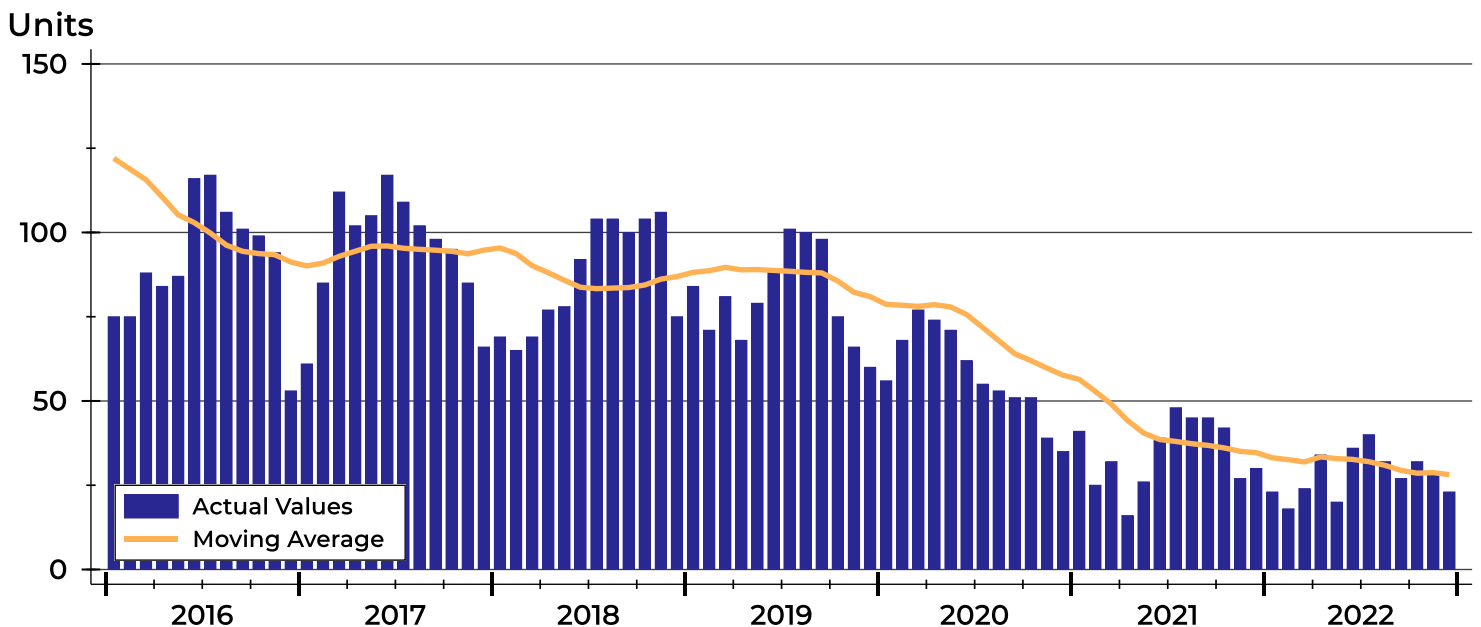
South Region Active Listings Analysis

Summary Statistics for Active Listings		End of December		
		2022	2021	Change
Active Listings		23	30	-23.3%
Volume (1,000s)		3,998	4,566	-12.4%
Months' Supply		0.7	0.8	-12.5%
Average	List Price	173,822	152,213	14.2%
	Days on Market	65	55	18.2%
	Percent of Original	97.0%	98.2%	-1.2%
Median	List Price	134,900	114,950	17.4%
	Days on Market	50	32	56.3%
	Percent of Original	100.0%	100.0%	0.0%

A total of 23 homes were available for sale in South Region at the end of December. This represents a 0.7 months' supply of active listings.

The median list price of homes on the market at the end of December was \$134,900, up 17.4% from 2021. The typical time on market for active listings was 50 days, up from 32 days a year earlier.

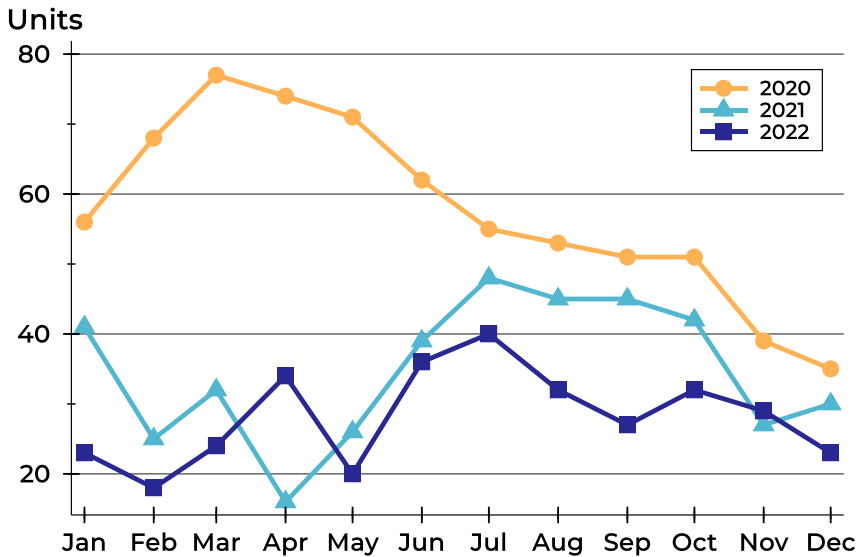
History of Active Listings





South Region Active Listings Analysis

Active Listings by Month



Month	2020	2021	2022
January	56	41	23
February	68	25	18
March	77	32	24
April	74	16	34
May	71	26	20
June	62	39	36
July	55	48	40
August	53	45	32
September	51	45	27
October	51	42	32
November	39	27	29
December	35	30	23

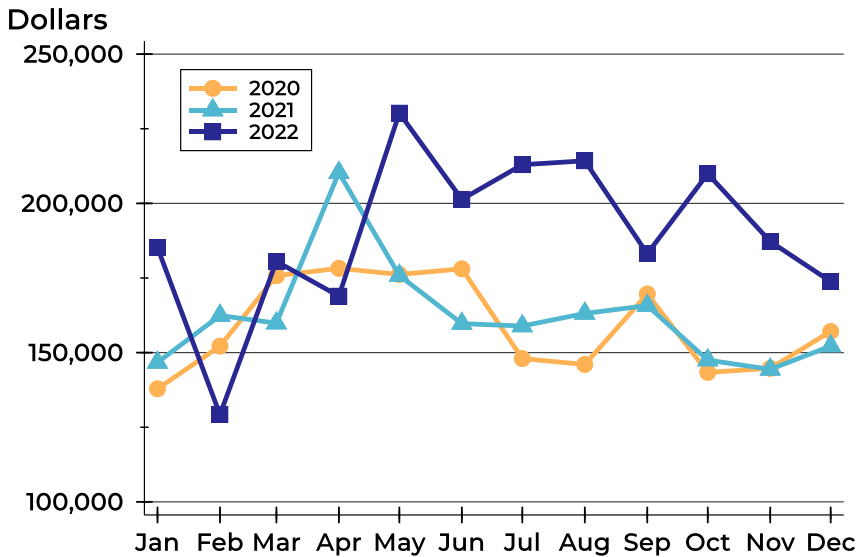
Active Listings by Price Range

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	1	4.3%	0.5	39,900	39,900	81	81	100.0%	100.0%
\$50,000-\$99,999	6	26.1%	0.9	81,467	85,950	88	47	98.1%	100.0%
\$100,000-\$124,999	2	8.7%	0.4	113,250	113,250	74	74	92.0%	92.0%
\$125,000-\$149,999	3	13.0%	0.8	129,933	129,900	23	14	100.0%	100.0%
\$150,000-\$174,999	1	4.3%	0.4	164,900	164,900	104	104	100.0%	100.0%
\$175,000-\$199,999	0	0.0%	0.0	N/A	N/A	N/A	N/A	N/A	N/A
\$200,000-\$249,999	8	34.8%	1.5	236,763	239,250	53	48	96.2%	97.1%
\$250,000-\$299,999	0	0.0%	0.0	N/A	N/A	N/A	N/A	N/A	N/A
\$300,000-\$399,999	1	4.3%	0.5	369,000	369,000	74	74	92.5%	92.5%
\$400,000-\$499,999	1	4.3%	1.1	424,900	424,900	66	66	96.8%	96.8%
\$500,000-\$749,999	0	0.0%	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
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A



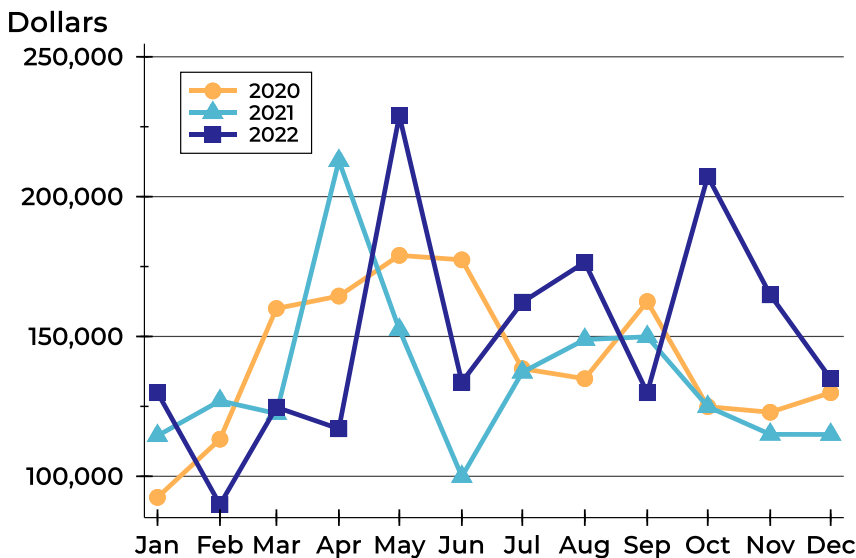
South Region Active Listings Analysis

Average Price



Month	2020	2021	2022
January	137,880	146,720	185,204
February	152,168	162,432	129,250
March	175,756	159,881	180,565
April	178,239	210,297	168,941
May	176,189	175,850	230,253
June	178,075	159,719	201,368
July	147,997	158,919	212,957
August	146,040	163,124	214,261
September	169,654	165,777	183,156
October	143,375	147,499	209,934
November	144,738	144,400	187,245
December	157,104	152,213	173,822

Median Price

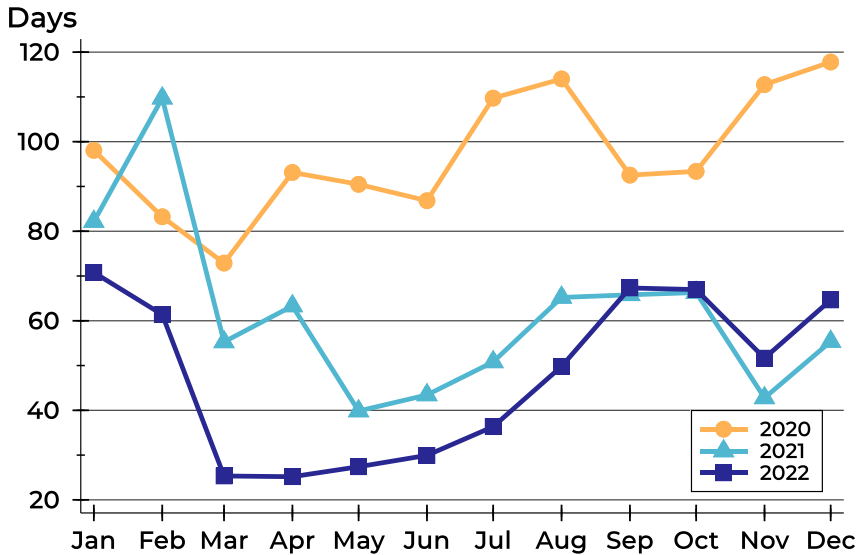


Month	2020	2021	2022
January	92,450	114,500	129,900
February	113,250	127,000	89,900
March	160,000	122,448	124,700
April	164,450	212,850	117,000
May	179,000	152,450	228,950
June	177,400	99,900	133,700
July	138,500	137,200	162,250
August	134,900	148,900	176,500
September	162,500	149,900	129,900
October	124,900	124,900	207,250
November	122,900	115,000	164,900
December	129,900	114,950	134,900



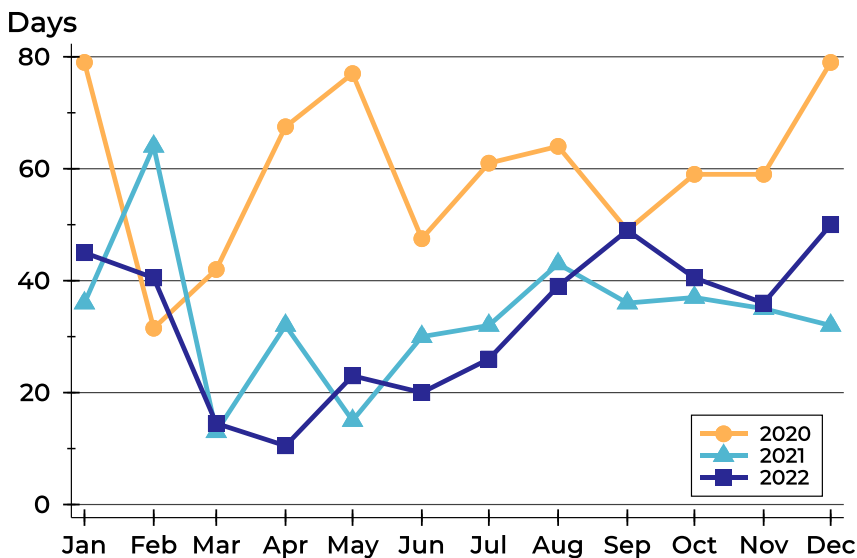
South Region Active Listings Analysis

Average DOM



Month	2020	2021	2022
January	98	82	71
February	83	110	61
March	73	55	25
April	93	63	25
May	90	40	27
June	87	43	30
July	110	51	36
August	114	65	50
September	93	66	67
October	93	66	67
November	113	43	52
December	118	55	65

Median DOM

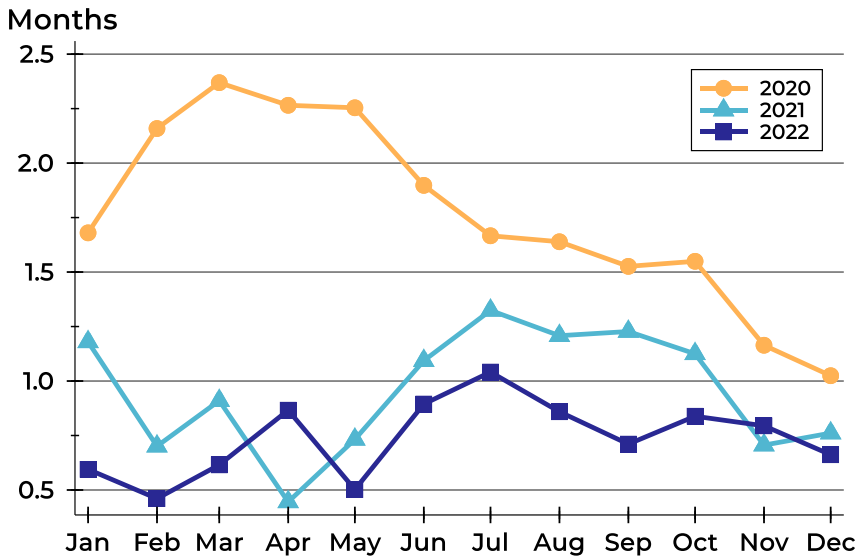


Month	2020	2021	2022
January	79	36	45
February	32	64	41
March	42	13	15
April	68	32	11
May	77	15	23
June	48	30	20
July	61	32	26
August	64	43	39
September	49	36	49
October	59	37	41
November	59	35	36
December	79	32	50



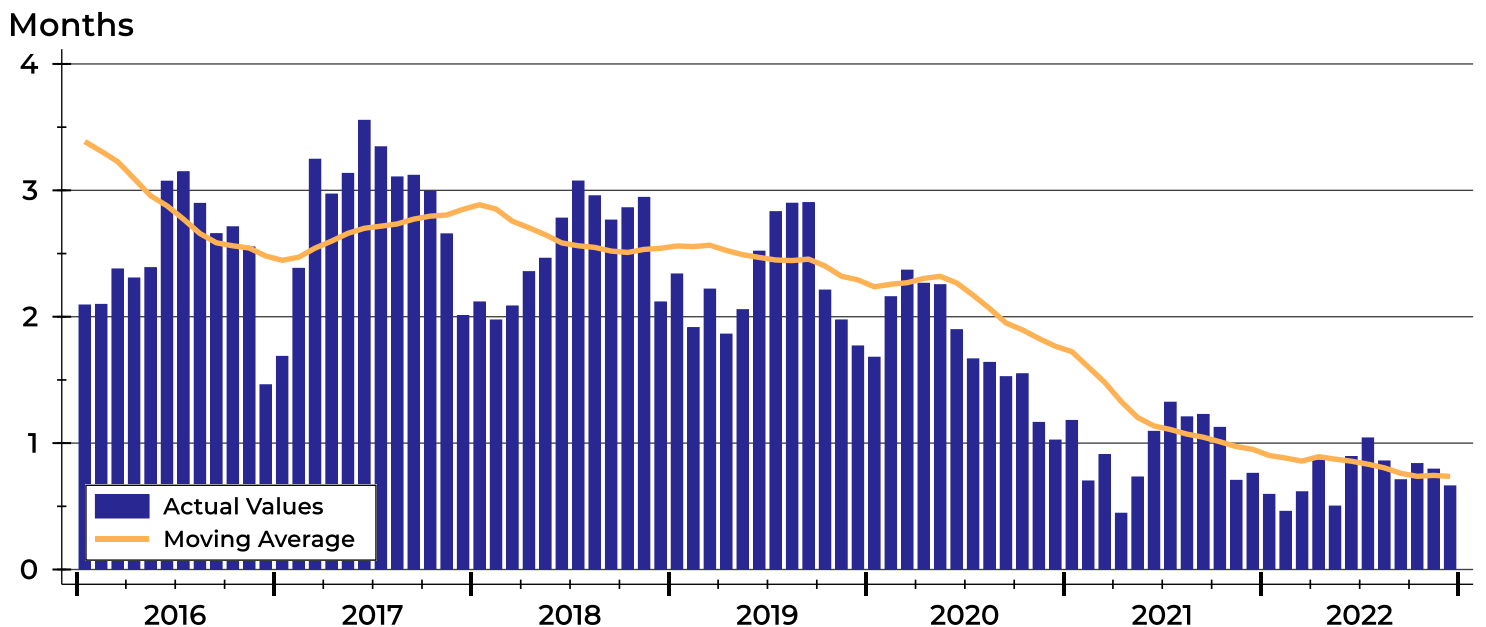
South Region Months' Supply Analysis

Months' Supply by Month



Month	2020	2021	2022
January	1.7	1.2	0.6
February	2.2	0.7	0.5
March	2.4	0.9	0.6
April	2.3	0.4	0.9
May	2.3	0.7	0.5
June	1.9	1.1	0.9
July	1.7	1.3	1.0
August	1.6	1.2	0.9
September	1.5	1.2	0.7
October	1.5	1.1	0.8
November	1.2	0.7	0.8
December	1.0	0.8	0.7

History of Month's Supply





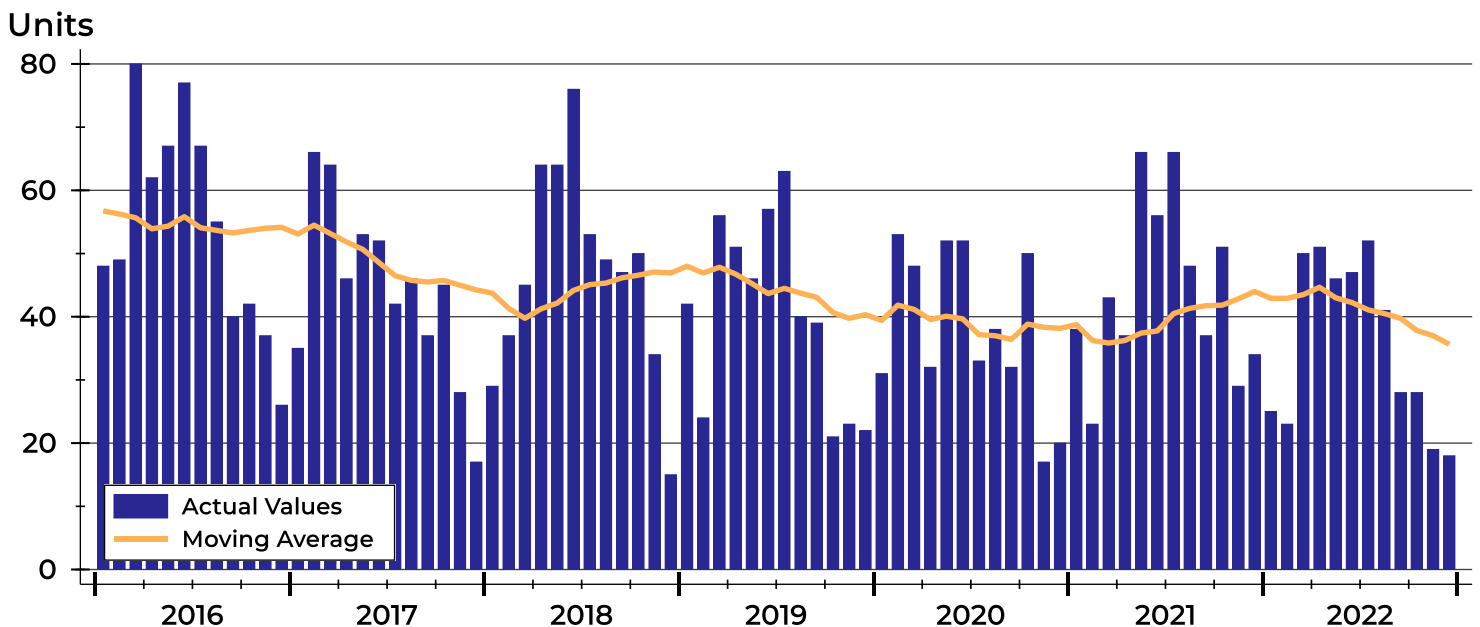
South Region New Listings Analysis

Summary Statistics for New Listings		2022	December 2021	Change
Current Month	New Listings	18	34	-47.1%
	Volume (1,000s)	2,860	5,472	-47.7%
	Average List Price	158,911	160,932	-1.3%
	Median List Price	133,700	129,450	3.3%
Year-to-Date	New Listings	428	528	-18.9%
	Volume (1,000s)	76,446	82,400	-7.2%
	Average List Price	178,611	156,060	14.5%
	Median List Price	149,000	139,500	6.8%

A total of 18 new listings were added in South Region during December, down 47.1% from the same month in 2021. Year-to-date South Region has seen 428 new listings.

The median list price of these homes was \$133,700 up from \$129,450 in 2021.

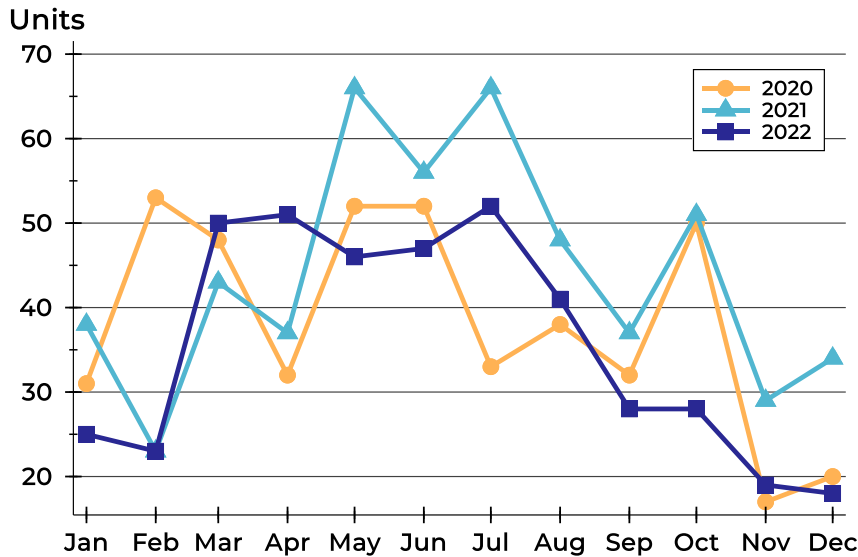
History of New Listings





South Region New Listings Analysis

New Listings by Month



Month	2020	2021	2022
January	31	38	25
February	53	23	23
March	48	43	50
April	32	37	51
May	52	66	46
June	52	56	47
July	33	66	52
August	38	48	41
September	32	37	28
October	50	51	28
November	17	29	19
December	20	34	18

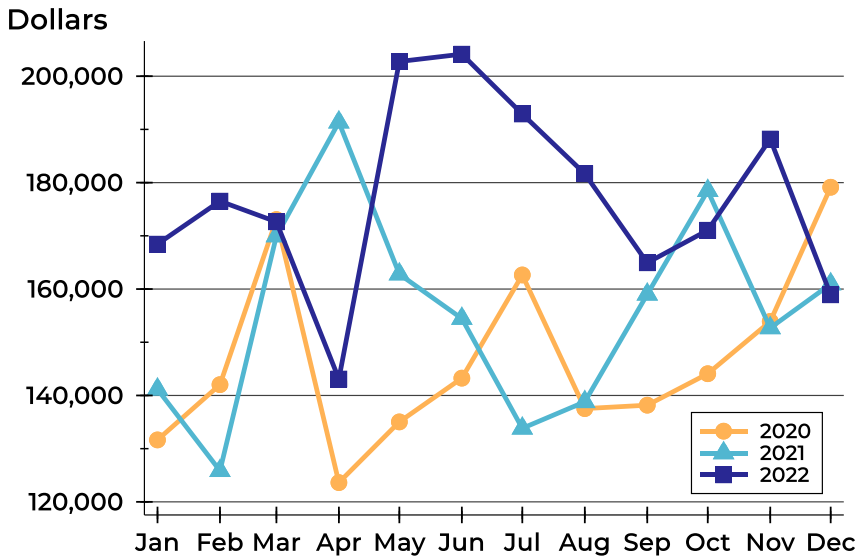
New Listings by Price Range

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	4	22.2%	78,950	82,450	15	11	95.2%	100.0%
\$100,000-\$124,999	3	16.7%	118,167	119,500	14	8	100.0%	100.0%
\$125,000-\$149,999	4	22.2%	132,575	133,700	6	6	100.0%	100.0%
\$150,000-\$174,999	2	11.1%	168,500	168,500	9	9	100.0%	100.0%
\$175,000-\$199,999	2	11.1%	189,450	189,450	1	1	100.0%	100.0%
\$200,000-\$249,999	1	5.6%	220,000	220,000	31	31	88.0%	88.0%
\$250,000-\$299,999	1	5.6%	298,900	298,900	8	8	100.0%	100.0%
\$300,000-\$399,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$400,000-\$499,999	1	5.6%	425,000	425,000	10	10	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



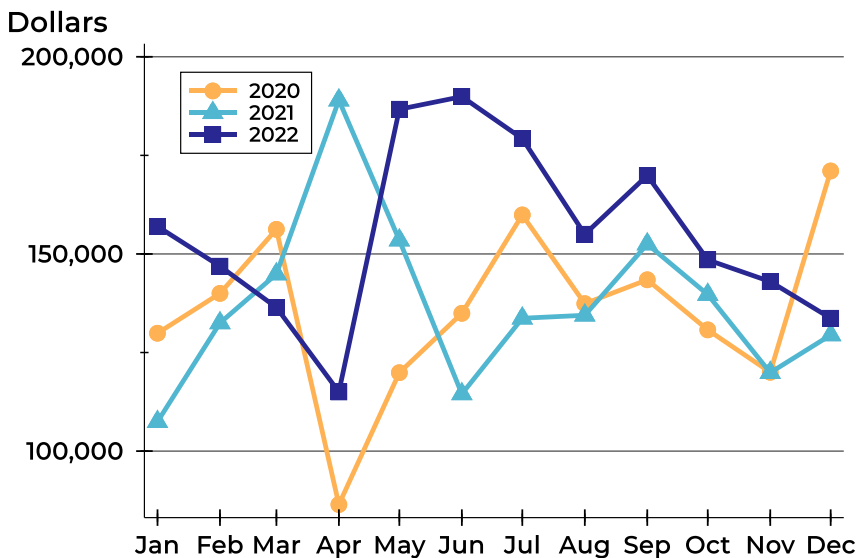
South Region New Listings Analysis

Average Price



Month	2020	2021	2022
January	131,644	141,162	168,444
February	142,031	125,850	176,520
March	173,054	169,960	172,639
April	123,622	191,354	143,091
May	135,032	162,800	202,759
June	143,258	154,455	204,147
July	162,645	133,824	192,898
August	137,534	138,800	181,672
September	138,174	159,004	164,932
October	144,087	178,488	171,057
November	153,906	152,690	188,200
December	179,135	160,932	158,911

Median Price



Month	2020	2021	2022
January	129,900	107,450	157,000
February	140,000	132,500	146,900
March	156,250	144,900	136,450
April	86,450	189,000	115,000
May	119,900	153,500	186,700
June	134,950	114,500	189,900
July	159,900	133,700	179,250
August	137,400	134,450	155,000
September	143,450	152,500	169,900
October	130,750	139,700	148,500
November	120,000	119,900	143,000
December	171,050	129,450	133,700



South Region Contracts Written Analysis

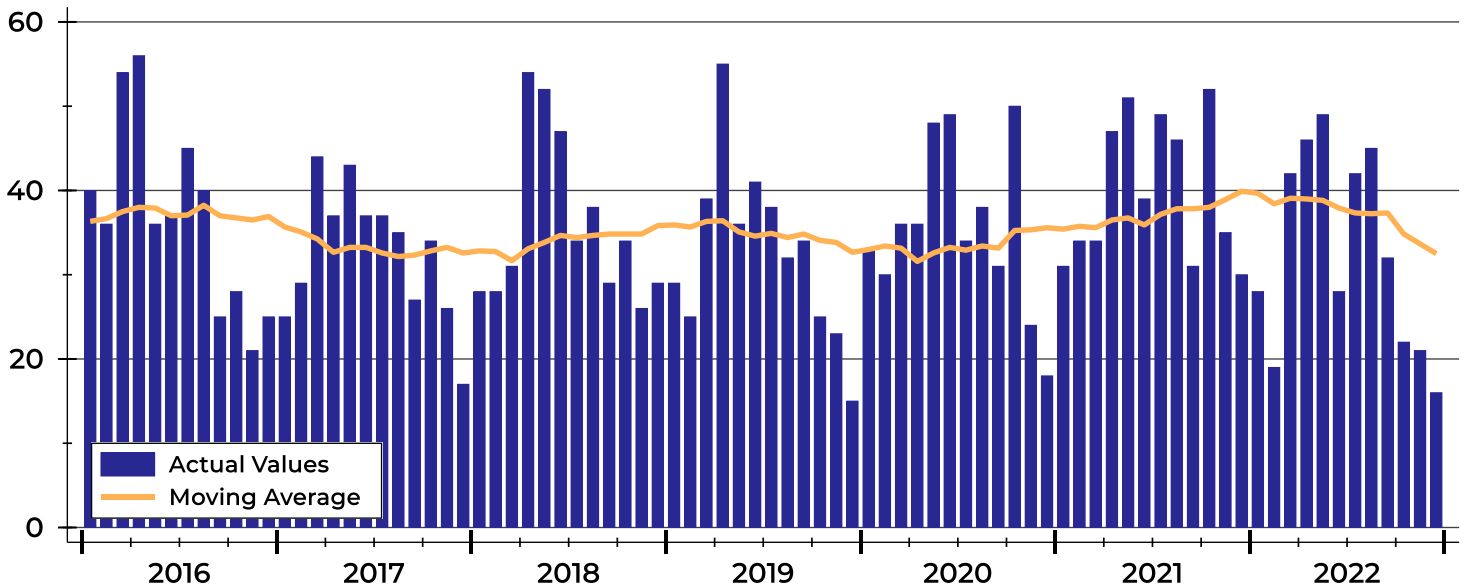
Summary Statistics for Contracts Written		December			Year-to-Date		
		2022	2021	Change	2022	2021	Change
Contracts Written		16	30	-46.7%	390	479	-18.6%
Volume (1,000s)		2,848	5,247	-45.7%	68,759	76,393	-10.0%
Average	Sale Price	177,981	174,907	1.8%	176,305	159,485	10.5%
	Days on Market	29	20	45.0%	21	22	-4.5%
	Percent of Original	95.0%	95.7%	-0.7%	95.5%	95.7%	-0.2%
Median	Sale Price	135,200	124,450	8.6%	146,900	144,900	1.4%
	Days on Market	9	8	12.5%	6	6	0.0%
	Percent of Original	100.0%	97.7%	2.4%	98.3%	97.9%	0.4%

A total of 16 contracts for sale were written in South Region during the month of December, down from 30 in 2021. The median list price of these homes was \$135,200, up from \$124,450 the prior year.

Half of the homes that went under contract in December were on the market less than 9 days, compared to 8 days in December 2021.

History of Contracts Written

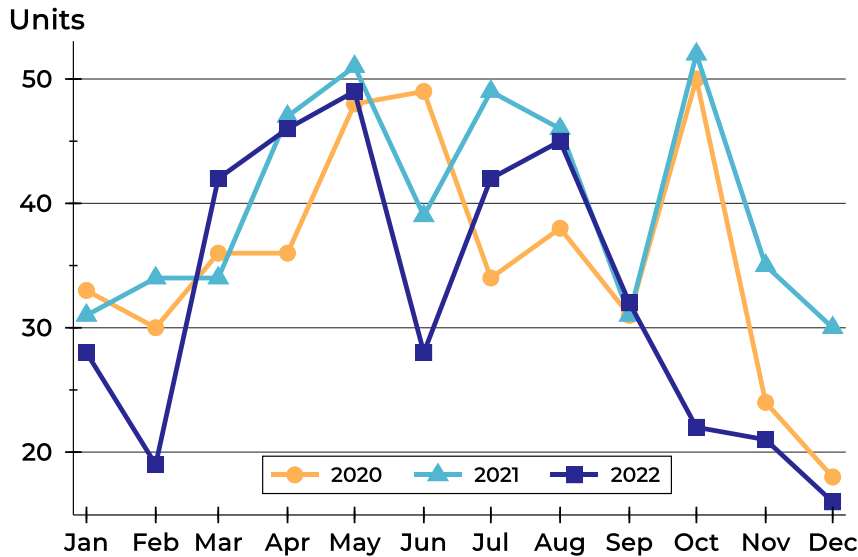
Units





South Region Contracts Written Analysis

Contracts Written by Month



Month	2020	2021	2022
January	33	31	28
February	30	34	19
March	36	34	42
April	36	47	46
May	48	51	49
June	49	39	28
July	34	49	42
August	38	46	45
September	31	31	32
October	50	52	22
November	24	35	21
December	18	30	16

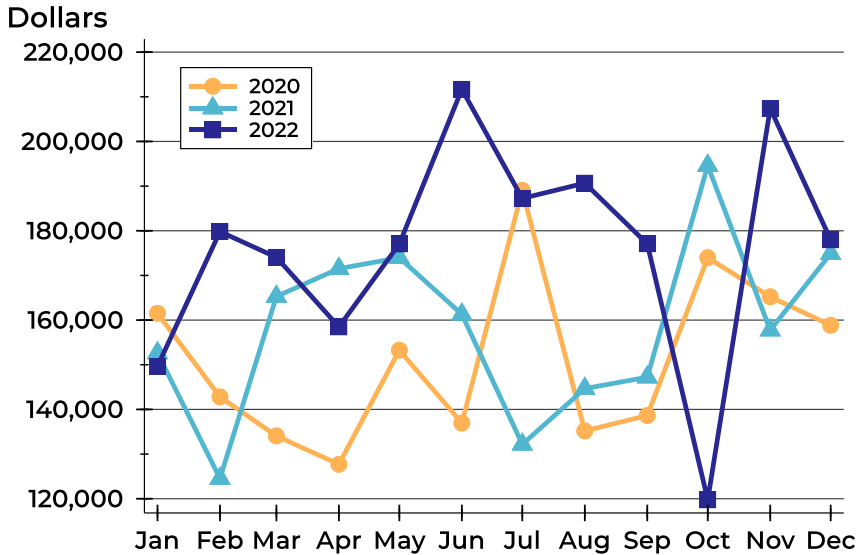
Contracts Written by Price Range

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	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$50,000-\$99,999	4	25.0%	80,175	84,450	15	13	91.9%	93.2%
\$100,000-\$124,999	2	12.5%	114,950	114,950	123	123	89.0%	89.0%
\$125,000-\$149,999	3	18.8%	131,800	132,500	5	3	100.0%	100.0%
\$150,000-\$174,999	2	12.5%	157,000	157,000	4	4	99.3%	99.3%
\$175,000-\$199,999	2	12.5%	194,450	194,450	27	27	94.3%	94.3%
\$200,000-\$249,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$250,000-\$299,999	1	6.3%	298,900	298,900	8	8	100.0%	100.0%
\$300,000-\$399,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$400,000-\$499,999	2	12.5%	449,950	449,950	35	35	93.4%	93.4%
\$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



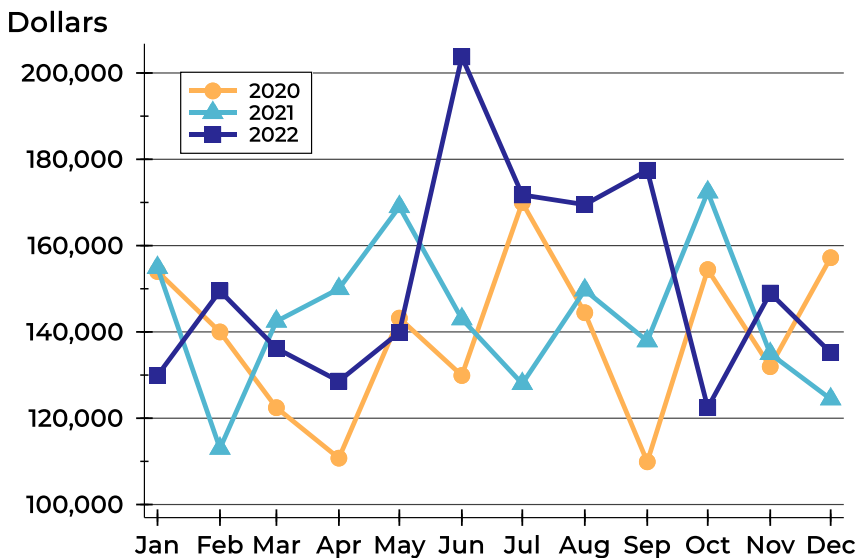
South Region Contracts Written Analysis

Average Price



Month	2020	2021	2022
January	161,533	152,635	149,650
February	142,817	124,538	179,816
March	134,064	165,285	174,064
April	127,706	171,532	158,473
May	153,267	173,956	177,049
June	136,953	161,297	211,686
July	189,050	132,176	187,255
August	135,189	144,672	190,669
September	138,637	147,213	177,082
October	173,968	194,613	119,745
November	165,229	157,747	207,410
December	158,842	174,907	177,981

Median Price

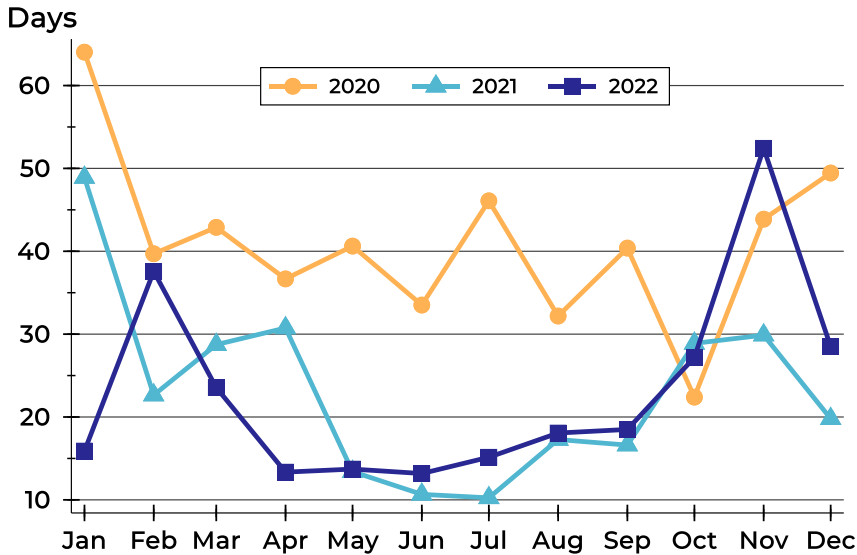


Month	2020	2021	2022
January	154,000	154,900	129,900
February	140,000	113,000	149,500
March	122,450	142,450	136,200
April	110,750	150,000	128,600
May	143,200	169,000	139,900
June	129,900	143,000	203,750
July	169,950	128,000	171,750
August	144,450	149,700	169,500
September	109,900	137,900	177,450
October	154,450	172,400	122,450
November	131,950	134,950	149,000
December	157,200	124,450	135,200



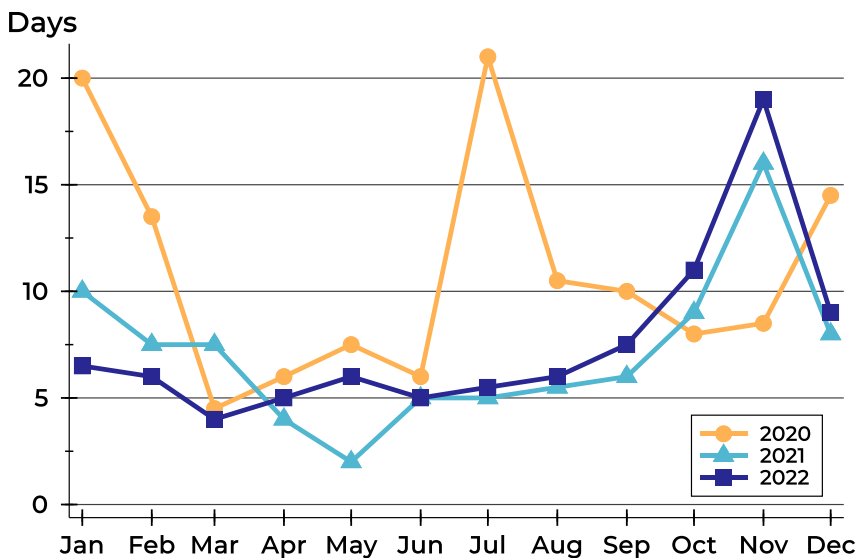
South Region Contracts Written Analysis

Average DOM



Month	2020	2021	2022
January	64	49	16
February	40	23	38
March	43	29	24
April	37	31	13
May	41	13	14
June	34	11	13
July	46	10	15
August	32	17	18
September	40	17	19
October	22	29	27
November	44	30	52
December	49	20	29

Median DOM



Month	2020	2021	2022
January	20	10	7
February	14	8	6
March	5	8	4
April	6	4	5
May	8	2	6
June	6	5	5
July	21	5	6
August	11	6	6
September	10	6	8
October	8	9	11
November	9	16	19
December	15	8	9



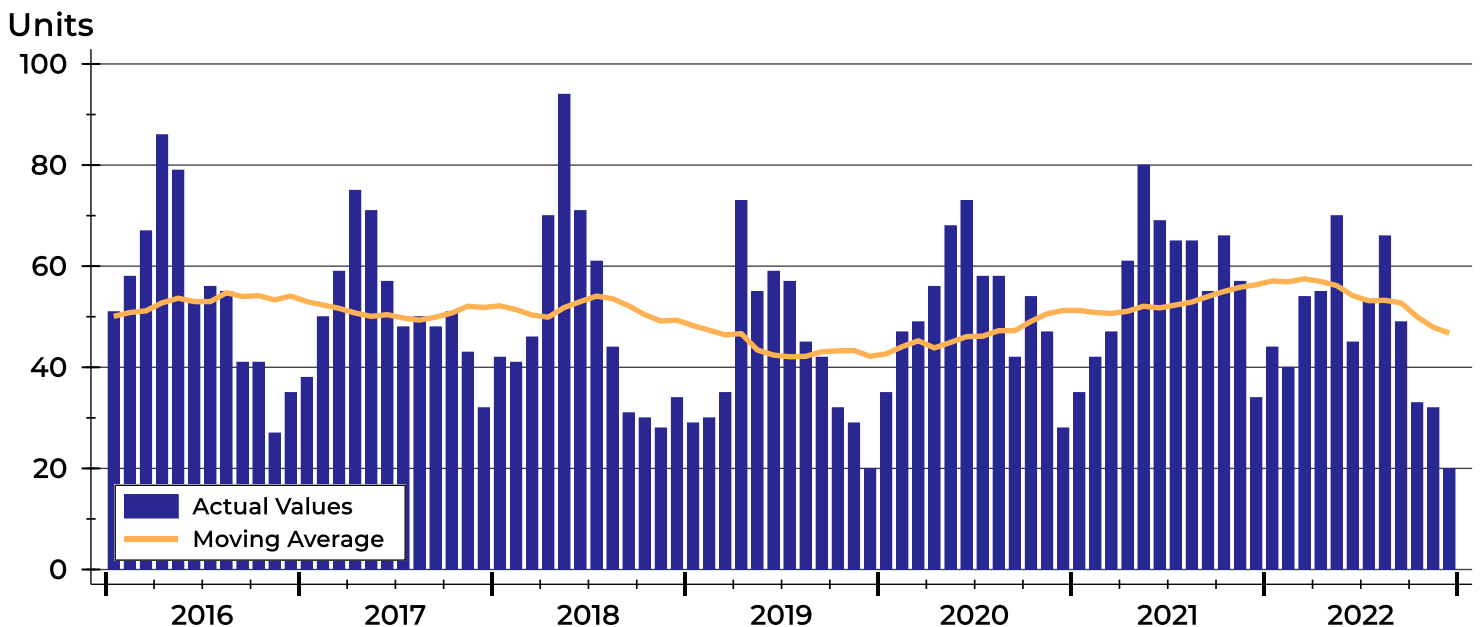
South Region Pending Contracts Analysis

Summary Statistics for Pending Contracts		End of December		
		2022	2021	Change
Pending Contracts		20	34	-41.2%
Volume (1,000s)		4,146	5,532	-25.1%
Average	List Price	207,295	162,691	27.4%
	Days on Market	37	22	68.2%
	Percent of Original	96.7%	98.0%	-1.3%
Median	List Price	157,000	119,900	30.9%
	Days on Market	8	11	-27.3%
	Percent of Original	100.0%	100.0%	0.0%

A total of 20 listings in South Region had contracts pending at the end of December, down from 34 contracts pending at the end of December 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.

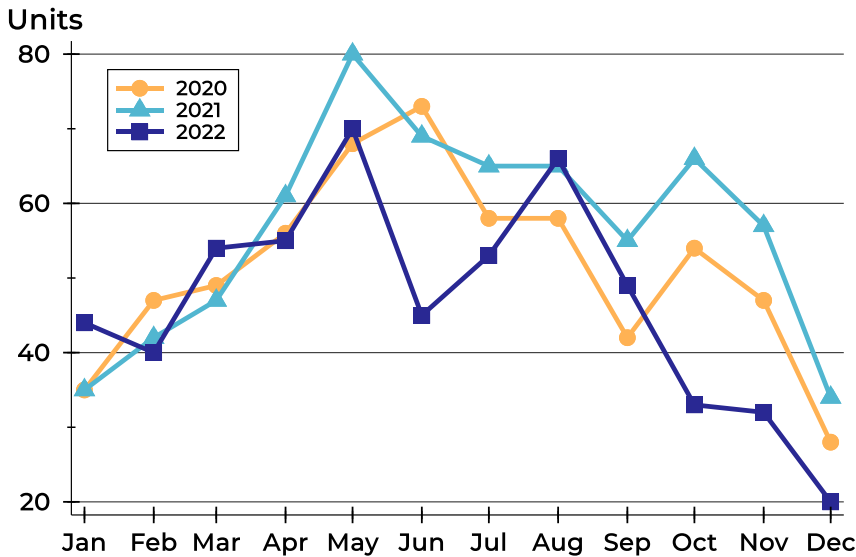
History of Pending Contracts





South Region Pending Contracts Analysis

Pending Contracts by Month



Month	2020	2021	2022
January	35	35	44
February	47	42	40
March	49	47	54
April	56	61	55
May	68	80	70
June	73	69	45
July	58	65	53
August	58	65	66
September	42	55	49
October	54	66	33
November	47	57	32
December	28	34	20

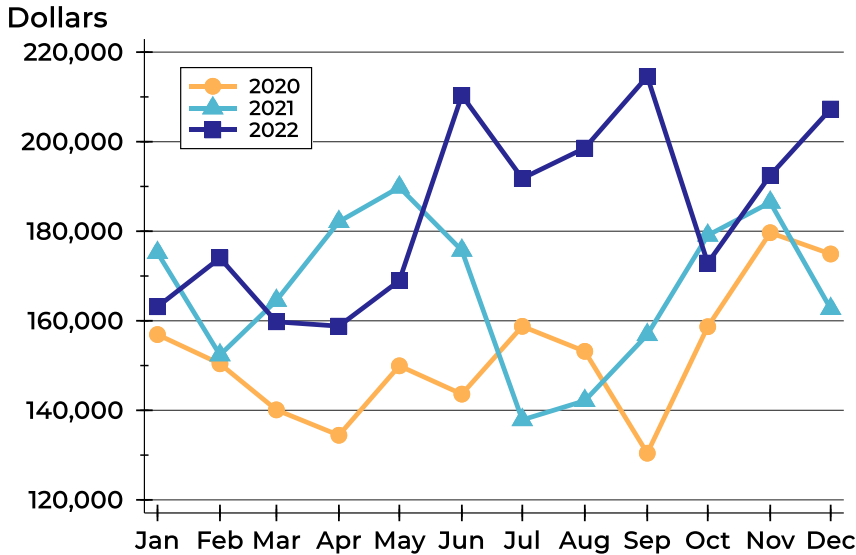
Pending Contracts by Price Range

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	3	15.0%	77,800	69,400	37	4	99.8%	100.0%
\$100,000-\$124,999	3	15.0%	116,133	115,000	84	51	92.7%	95.8%
\$125,000-\$149,999	3	15.0%	142,167	145,000	13	3	98.7%	100.0%
\$150,000-\$174,999	3	15.0%	162,333	164,000	7	4	100.0%	100.0%
\$175,000-\$199,999	3	15.0%	195,633	198,000	18	2	96.8%	100.0%
\$200,000-\$249,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$250,000-\$299,999	1	5.0%	298,900	298,900	8	8	100.0%	100.0%
\$300,000-\$399,999	1	5.0%	319,900	319,900	187	187	83.1%	83.1%
\$400,000-\$499,999	2	10.0%	449,950	449,950	35	35	94.0%	94.0%
\$500,000-\$749,999	1	5.0%	545,000	545,000	0	0	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



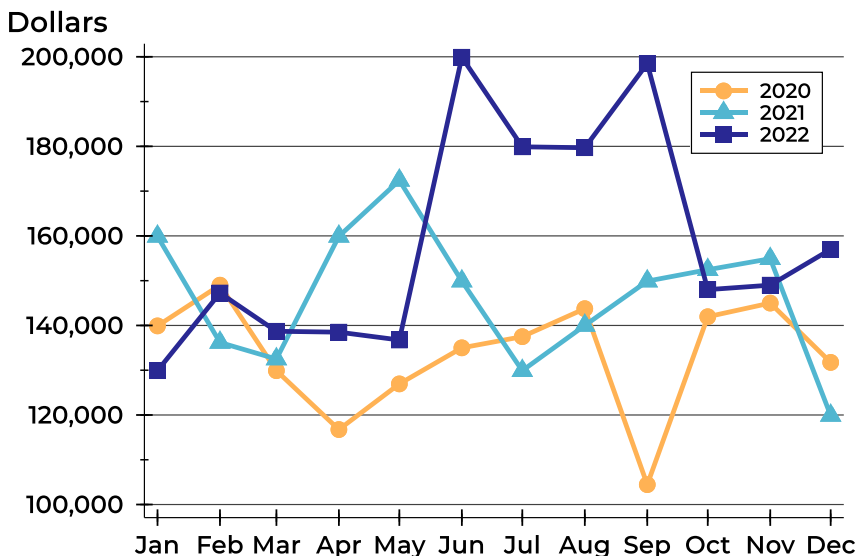
South Region Pending Contracts Analysis

Average Price



Month	2020	2021	2022
January	156,923	175,194	163,136
February	150,398	152,350	174,028
March	140,100	164,519	159,775
April	134,432	182,126	158,806
May	149,944	189,814	168,963
June	143,621	175,713	210,347
July	158,762	137,868	191,798
August	153,178	142,146	198,574
September	130,426	156,878	214,564
October	158,674	179,071	172,898
November	179,672	186,445	192,484
December	174,921	162,691	207,295

Median Price

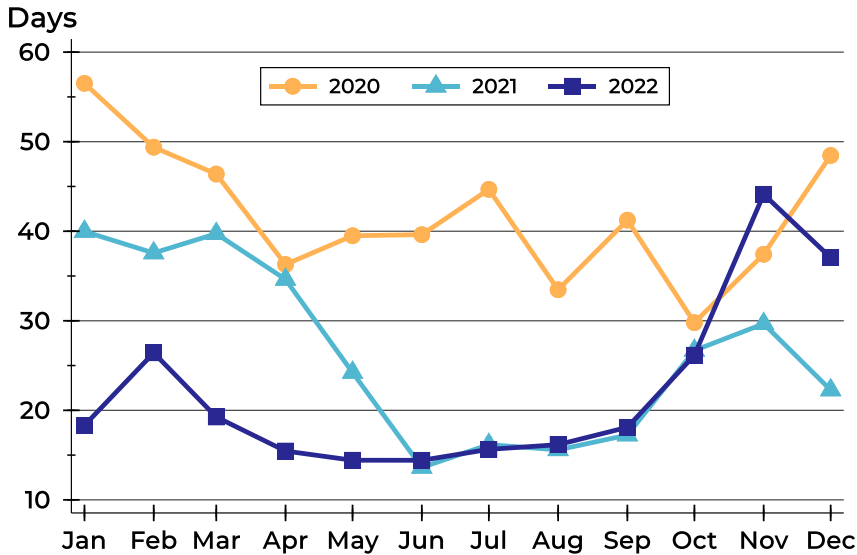


Month	2020	2021	2022
January	139,900	159,900	129,900
February	149,000	136,200	147,250
March	129,900	132,500	138,700
April	116,750	159,900	138,500
May	126,950	172,400	136,750
June	135,000	149,900	199,900
July	137,500	129,900	179,900
August	143,750	140,000	179,700
September	104,450	149,900	198,500
October	141,950	152,450	148,000
November	145,000	154,900	149,000
December	131,750	119,900	157,000



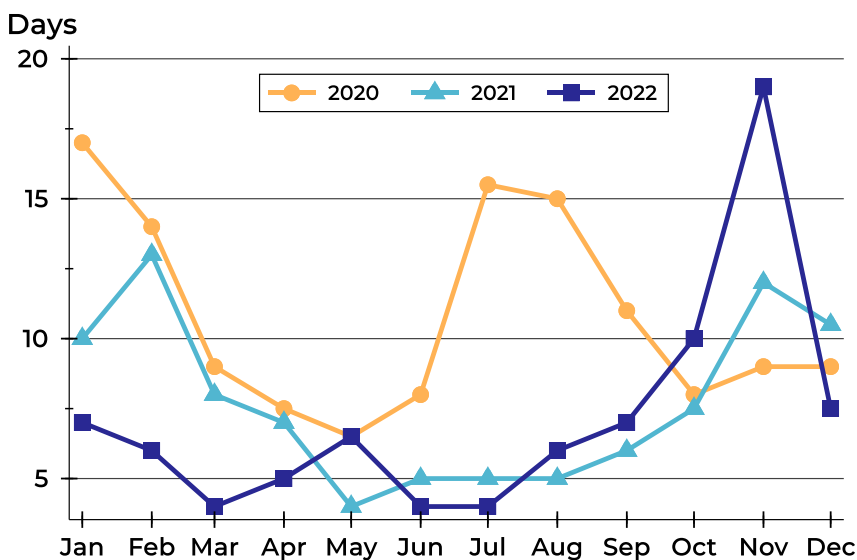
South Region Pending Contracts Analysis

Average DOM



Month	2020	2021	2022
January	57	40	18
February	49	38	26
March	46	40	19
April	36	35	15
May	40	24	14
June	40	14	14
July	45	16	16
August	33	16	16
September	41	17	18
October	30	27	26
November	37	30	44
December	48	22	37

Median DOM



Month	2020	2021	2022
January	17	10	7
February	14	13	6
March	9	8	4
April	8	7	5
May	7	4	7
June	8	5	4
July	16	5	4
August	15	5	6
September	11	6	7
October	8	8	10
November	9	12	19
December	9	11	8