



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

## February 2023 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 Rose in February

Total home sales in Central Region rose by 6.1% last month to 156 units, compared to 147 units in February 2022. Total sales volume was \$29.6 million, up 20.1% from a year earlier.

The median sale price in February was \$160,000, up from \$141,800 a year earlier. Homes that sold in February were typically on the market for 10 days and sold for 100.0% of their list prices.

#### Central Region Active Listings Up at End of February

The total number of active listings in Central Region at the end of February was 123 units, up from 76 at the same point in 2022. 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 February was \$249,500.

During February, a total of 170 contracts were written down from 175 in February 2022. At the end of the month, there were 193 contracts still pending.

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## Central Region Summary Statistics

February MLS Statistics Three-year History		Current Month			Year-to-Date		
		2023	2022	2021	2023	2022	2021
<b>Home Sales</b>		<b>156</b>	<b>147</b>	<b>170</b>	<b>297</b>	<b>340</b>	<b>343</b>
Change from prior year		6.1%	-13.5%	18.1%	-12.6%	-0.9%	7.5%
<b>Active Listings</b>		<b>123</b>	<b>76</b>	<b>94</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
Change from prior year		61.8%	-19.1%	-64.0%			
<b>Months' Supply</b>		<b>0.6</b>	<b>0.3</b>	<b>0.4</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
Change from prior year		100.0%	-25.0%	-66.7%			
<b>New Listings</b>		<b>177</b>	<b>170</b>	<b>173</b>	<b>324</b>	<b>334</b>	<b>367</b>
Change from prior year		4.1%	-1.7%	-25.4%	-3.0%	-9.0%	-18.1%
<b>Contracts Written</b>		<b>170</b>	<b>175</b>	<b>178</b>	<b>340</b>	<b>340</b>	<b>380</b>
Change from prior year		-2.9%	-1.7%	-14.8%	0.0%	-10.5%	-9.1%
<b>Pending Contracts</b>		<b>193</b>	<b>184</b>	<b>245</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
Change from prior year		4.9%	-24.9%	-7.5%			
<b>Sales Volume (1,000s)</b>		<b>29,606</b>	<b>24,643</b>	<b>28,008</b>	<b>53,174</b>	<b>58,000</b>	<b>58,204</b>
Change from prior year		20.1%	-12.0%	37.1%	-8.3%	-0.4%	29.7%
Average	<b>Sale Price</b>	<b>189,780</b>	<b>167,638</b>	<b>164,751</b>	<b>179,038</b>	<b>170,587</b>	<b>169,691</b>
	Change from prior year	13.2%	1.8%	16.1%	5.0%	0.5%	20.6%
	<b>List Price of Actives</b>	<b>349,073</b>	<b>262,189</b>	<b>230,295</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
	Change from prior year	33.1%	13.8%	34.0%			
	<b>Days on Market</b>	<b>29</b>	<b>20</b>	<b>23</b>	<b>26</b>	<b>21</b>	<b>26</b>
Change from prior year	45.0%	-13.0%	-47.7%	23.8%	-19.2%	-38.1%	
<b>Percent of List</b>	<b>98.5%</b>	<b>100.2%</b>	<b>99.1%</b>	<b>98.1%</b>	<b>99.4%</b>	<b>98.5%</b>	
Change from prior year	-1.7%	1.1%	2.5%	-1.3%	0.9%	2.7%	
<b>Percent of Original</b>	<b>96.2%</b>	<b>98.7%</b>	<b>98.1%</b>	<b>95.8%</b>	<b>97.8%</b>	<b>97.5%</b>	
Change from prior year	-2.5%	0.6%	3.6%	-2.0%	0.3%	4.1%	
Median	<b>Sale Price</b>	<b>160,000</b>	<b>141,800</b>	<b>146,273</b>	<b>155,000</b>	<b>143,350</b>	<b>149,950</b>
	Change from prior year	12.8%	-3.1%	18.9%	8.1%	-4.4%	21.4%
	<b>List Price of Actives</b>	<b>249,500</b>	<b>204,500</b>	<b>173,250</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
	Change from prior year	22.0%	18.0%	33.3%			
	<b>Days on Market</b>	<b>10</b>	<b>4</b>	<b>5</b>	<b>10</b>	<b>5</b>	<b>6</b>
Change from prior year	150.0%	-20.0%	-79.2%	100.0%	-16.7%	-71.4%	
<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%	0.8%	0.0%	0.0%	1.9%	
<b>Percent of Original</b>	<b>98.2%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>98.0%</b>	<b>100.0%</b>	<b>100.0%</b>	
Change from prior year	-1.8%	0.0%	2.7%	-2.0%	0.0%	4.3%	

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



## Central Region Closed Listings Analysis

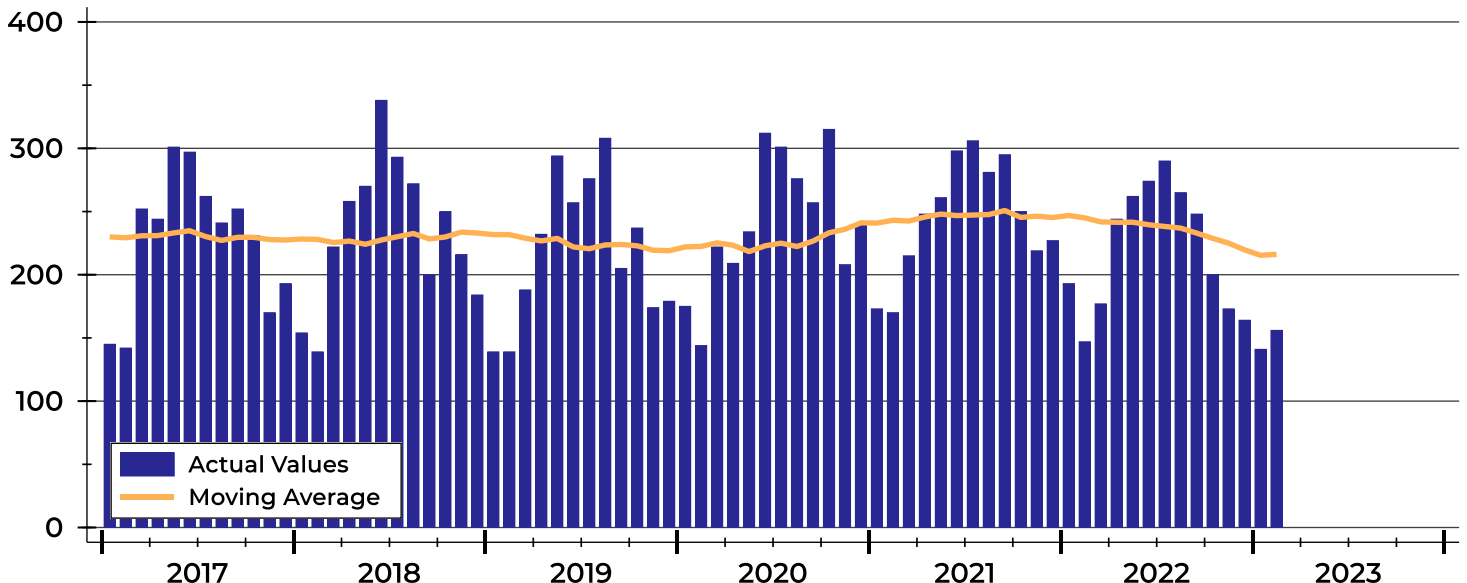
Summary Statistics for Closed Listings		February			Year-to-Date		
		2023	2022	Change	2023	2022	Change
Closed Listings		156	147	6.1%	297	340	-12.6%
Volume (1,000s)		29,606	24,643	20.1%	53,174	58,000	-8.3%
Months' Supply		0.6	0.3	100.0%	N/A	N/A	N/A
Average	Sale Price	189,780	167,638	13.2%	179,038	170,587	5.0%
	Days on Market	29	20	45.0%	26	21	23.8%
	Percent of List	98.5%	100.2%	-1.7%	98.1%	99.4%	-1.3%
	Percent of Original	96.2%	98.7%	-2.5%	95.8%	97.8%	-2.0%
Median	Sale Price	160,000	141,800	12.8%	155,000	143,350	8.1%
	Days on Market	10	4	150.0%	10	5	100.0%
	Percent of List	100.0%	100.0%	0.0%	100.0%	100.0%	0.0%
	Percent of Original	98.2%	100.0%	-1.8%	98.0%	100.0%	-2.0%

A total of 156 homes sold in Central Region in February, up from 147 units in February 2022. Total sales volume rose to \$29.6 million compared to \$24.6 million in the previous year.

The median sales price in February was \$160,000, up 12.8% compared to the prior year. Median days on market was 10 days, up from 9 days in January, and up from 4 in February 2022.

## History of Closed Listings

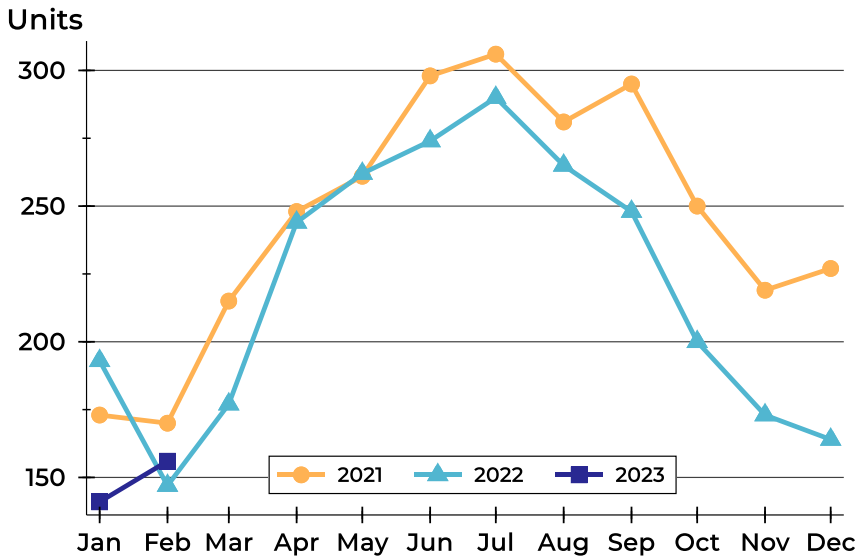
Units





## Central Region Closed Listings Analysis

### Closed Listings by Month



Month	2021	2022	2023
January	173	193	141
February	170	147	156
March	215	177	
April	248	244	
May	261	262	
June	298	274	
July	306	290	
August	281	265	
September	295	248	
October	250	200	
November	219	173	
December	227	164	

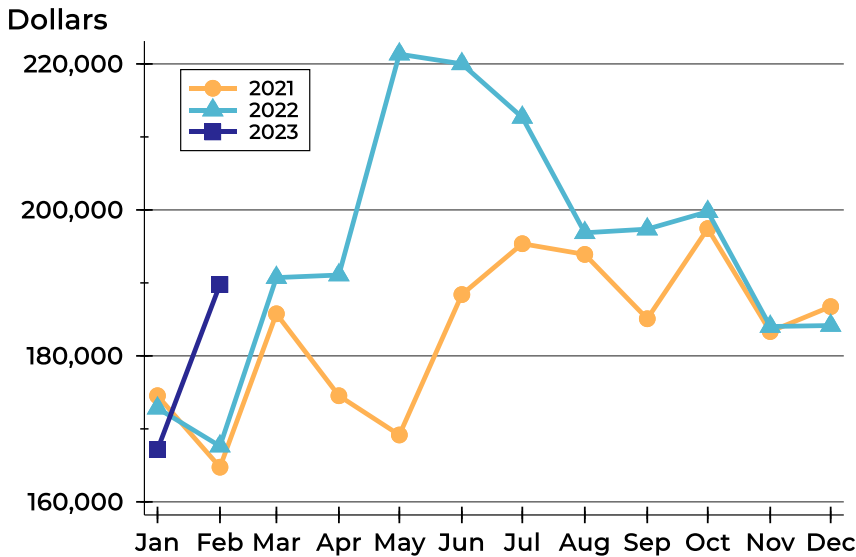
### Closed Listings by Price Range

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%	0.4	13,000	13,000	1	1	86.7%	86.7%	86.7%	86.7%
\$25,000-\$49,999	7	4.5%	0.5	36,143	39,000	42	49	91.7%	89.3%	86.1%	88.9%
\$50,000-\$99,999	37	23.7%	0.4	76,293	80,000	24	13	99.5%	100.0%	96.6%	97.9%
\$100,000-\$124,999	13	8.3%	0.4	111,794	114,900	35	8	95.5%	96.1%	92.8%	95.8%
\$125,000-\$149,999	11	7.1%	0.2	135,295	135,000	23	10	102.9%	100.8%	100.7%	100.8%
\$150,000-\$174,999	18	11.5%	0.2	160,489	160,000	21	6	100.6%	100.0%	99.7%	100.0%
\$175,000-\$199,999	15	9.6%	0.8	183,757	184,250	19	16	99.8%	100.0%	97.6%	96.4%
\$200,000-\$249,999	11	7.1%	0.5	224,173	225,000	41	34	96.0%	98.7%	93.8%	98.7%
\$250,000-\$299,999	18	11.5%	0.6	269,688	269,500	37	5	99.9%	100.4%	97.4%	99.1%
\$300,000-\$399,999	15	9.6%	0.8	340,527	329,000	35	27	96.9%	100.0%	94.8%	96.9%
\$400,000-\$499,999	7	4.5%	1.5	457,593	465,000	51	44	98.0%	98.9%	96.8%	95.8%
\$500,000-\$749,999	2	1.3%	1.6	628,119	628,119	4	4	100.0%	100.0%	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	N/A	N/A
\$1,000,000 and up	1	0.6%	24.0	1,042,500	1,042,500	0	0	80.3%	80.3%	80.3%	80.3%



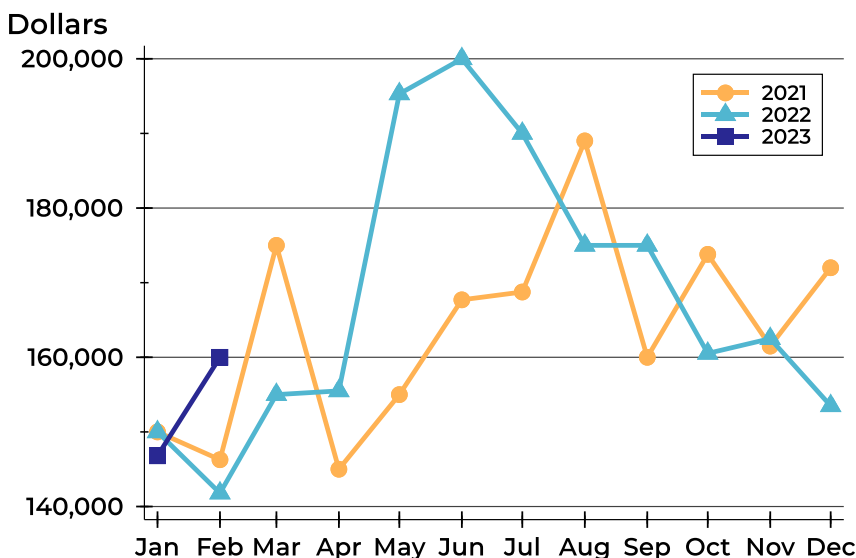
## Central Region Closed Listings Analysis

### Average Price



Month	2021	2022	2023
January	174,546	172,833	<b>167,154</b>
February	164,751	167,638	<b>189,780</b>
March	185,768	190,723	
April	174,543	191,081	
May	169,166	221,340	
June	188,404	220,010	
July	195,369	212,671	
August	193,901	196,867	
September	185,089	197,371	
October	197,444	199,751	
November	183,332	184,025	
December	186,750	184,162	

### Median Price

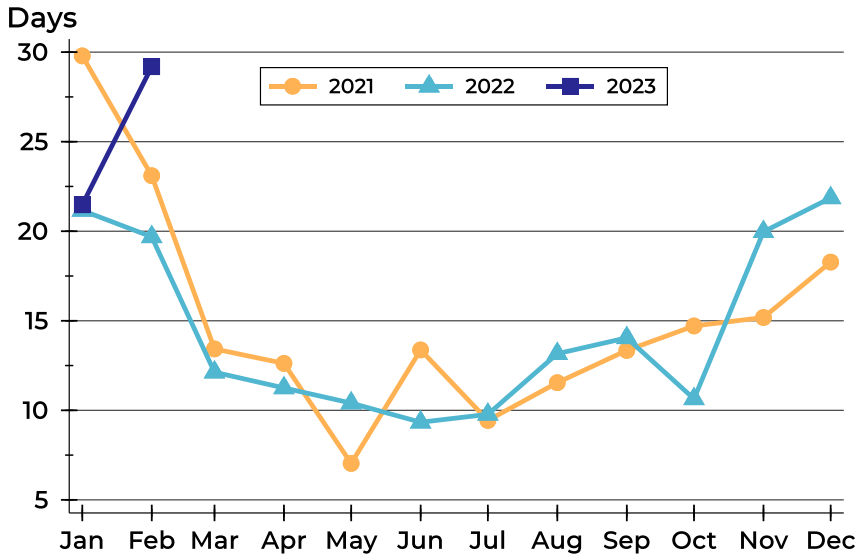


Month	2021	2022	2023
January	150,000	150,000	<b>146,800</b>
February	146,273	141,800	<b>160,000</b>
March	175,000	155,000	
April	145,001	155,500	
May	155,000	195,300	
June	167,700	200,000	
July	168,750	190,000	
August	189,000	175,000	
September	160,000	175,000	
October	173,800	160,526	
November	161,500	162,500	
December	172,000	153,500	



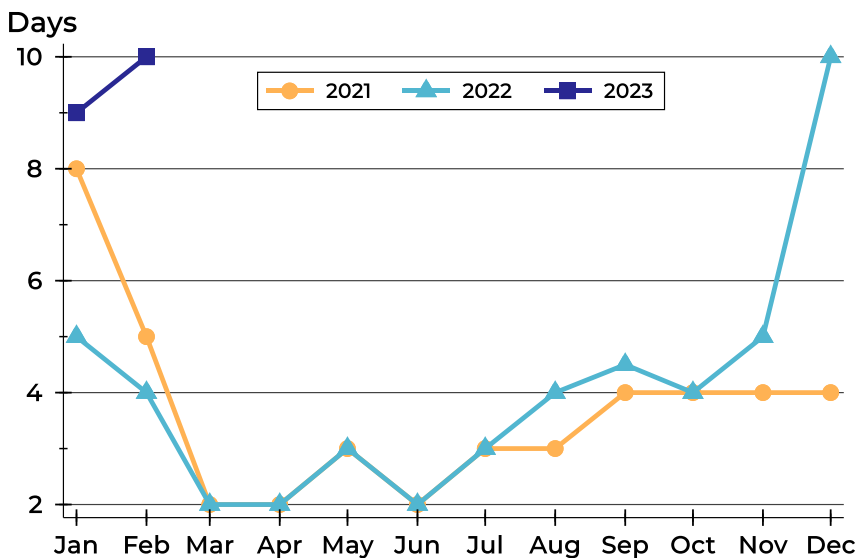
## Central Region Closed Listings Analysis

### Average DOM



Month	2021	2022	2023
January	30	21	21
February	23	20	29
March	13	12	12
April	13	11	11
May	7	10	10
June	13	9	9
July	9	10	10
August	12	13	13
September	13	14	14
October	15	11	11
November	15	20	20
December	18	22	22

### Median DOM



Month	2021	2022	2023
January	8	5	9
February	5	4	10
March	2	2	2
April	2	2	2
May	3	3	3
June	2	2	2
July	3	3	3
August	3	4	4
September	4	5	5
October	4	4	4
November	4	5	5
December	4	10	10



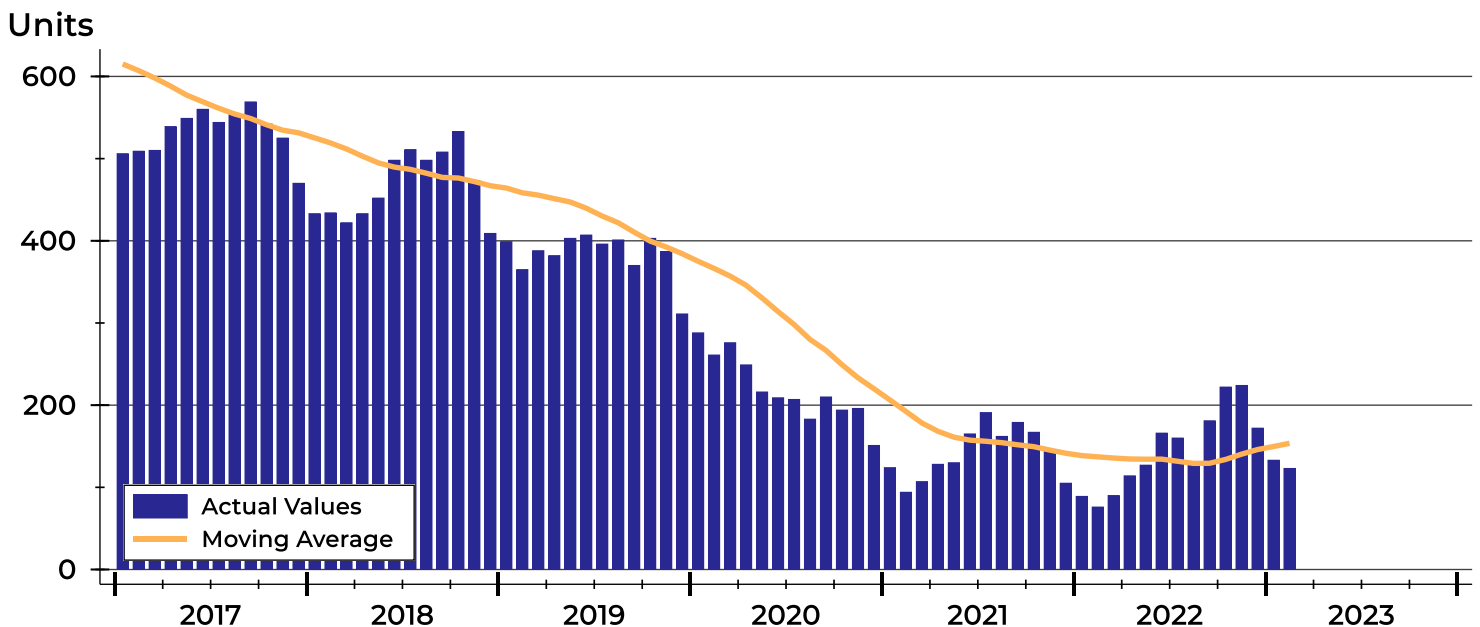
## Central Region Active Listings Analysis

Summary Statistics for Active Listings		End of February		
		2023	2022	Change
Active Listings		123	76	61.8%
Volume (1,000s)		42,936	19,926	115.5%
Months' Supply		0.6	0.3	100.0%
Average	List Price	349,073	262,189	33.1%
	Days on Market	66	70	-5.7%
	Percent of Original	97.5%	97.0%	0.5%
Median	List Price	249,500	204,500	22.0%
	Days on Market	35	38	-7.9%
	Percent of Original	100.0%	100.0%	0.0%

A total of 123 homes were available for sale in Central Region at the end of February. This represents a 0.6 months' supply of active listings.

The median list price of homes on the market at the end of February was \$249,500, up 22.0% from 2022. The typical time on market for active listings was 35 days, down from 38 days a year earlier.

## History of Active Listings

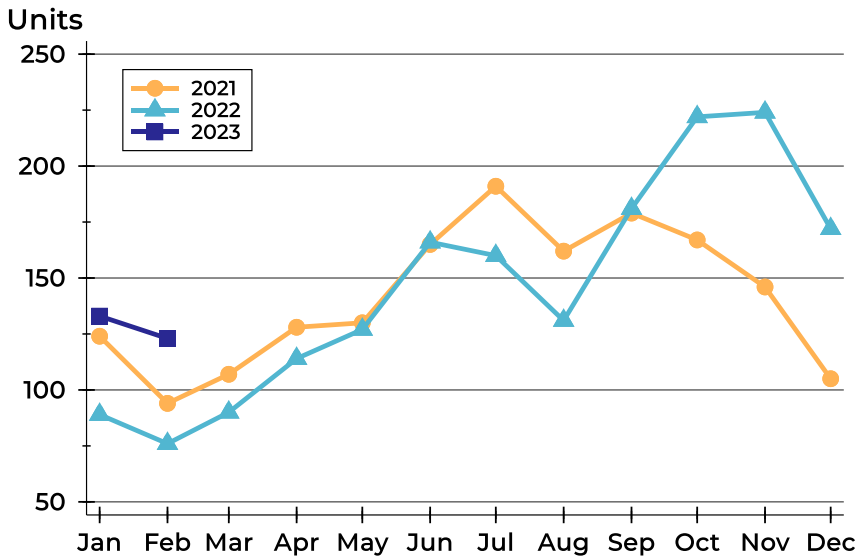






## Central Region Active Listings Analysis

### Active Listings by Month



Month	2021	2022	2023
January	124	89	133
February	94	76	123
March	107	90	
April	128	114	
May	130	127	
June	165	166	
July	191	160	
August	162	131	
September	179	181	
October	167	222	
November	146	224	
December	105	172	

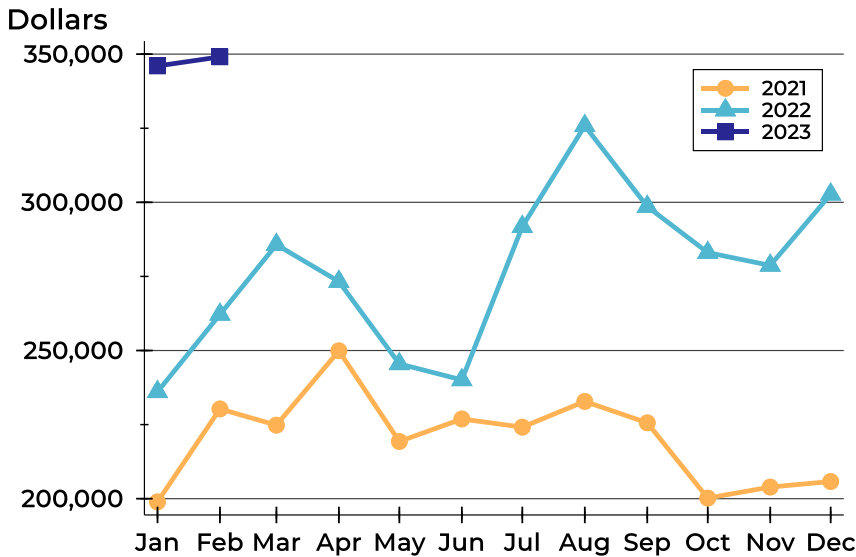
### Active Listings by Price Range

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%	0.4	19,900	19,900	78	78	100.0%	100.0%
\$25,000-\$49,999	4	3.3%	0.5	38,975	38,700	71	50	97.2%	100.0%
\$50,000-\$99,999	16	13.0%	0.4	75,337	75,750	50	22	95.8%	100.0%
\$100,000-\$124,999	6	4.9%	0.4	115,133	115,500	39	23	96.6%	97.8%
\$125,000-\$149,999	5	4.1%	0.2	132,590	128,000	7	5	100.0%	100.0%
\$150,000-\$174,999	5	4.1%	0.2	165,370	169,000	43	12	100.0%	100.0%
\$175,000-\$199,999	14	11.4%	0.8	187,100	185,000	55	27	94.9%	97.3%
\$200,000-\$249,999	12	9.8%	0.5	238,571	239,925	45	34	98.2%	99.0%
\$250,000-\$299,999	15	12.2%	0.6	275,827	274,900	67	42	97.7%	97.9%
\$300,000-\$399,999	17	13.8%	0.8	361,418	369,900	64	38	96.2%	100.0%
\$400,000-\$499,999	16	13.0%	1.5	461,800	469,000	85	47	99.3%	100.0%
\$500,000-\$749,999	9	7.3%	1.6	591,297	590,000	136	106	98.9%	100.0%
\$750,000-\$999,999	1	0.8%	N/A	750,000	750,000	124	124	100.0%	100.0%
\$1,000,000 and up	2	1.6%	24.0	5,075,000	5,075,000	176	176	100.0%	100.0%



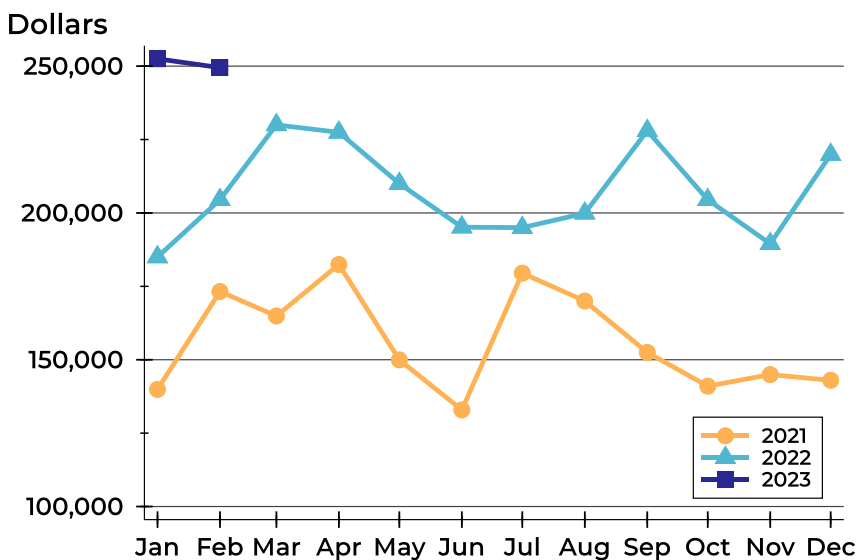
## Central Region Active Listings Analysis

### Average Price



Month	2021	2022	2023
January	198,931	236,063	<b>346,015</b>
February	230,295	262,189	<b>349,073</b>
March	224,819	285,717	
April	249,896	273,269	
May	219,300	245,494	
June	226,905	240,087	
July	224,147	291,803	
August	232,825	325,826	
September	225,610	298,584	
October	200,211	283,047	
November	203,924	278,713	
December	205,804	302,702	

### Median Price

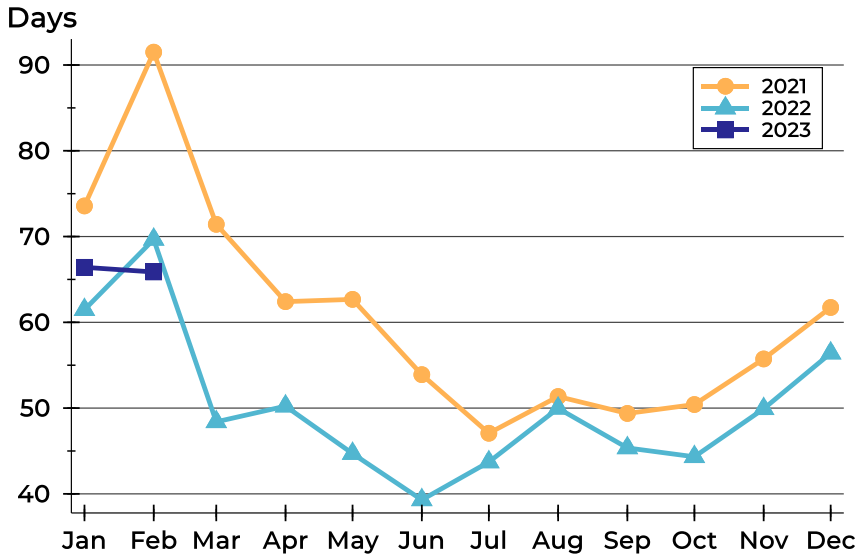


Month	2021	2022	2023
January	139,900	185,000	<b>252,500</b>
February	173,250	204,500	<b>249,500</b>
March	164,900	230,000	
April	182,450	227,450	
May	149,950	210,000	
June	132,900	195,150	
July	179,500	195,000	
August	170,000	199,900	
September	152,500	228,000	
October	141,000	204,500	
November	144,950	189,500	
December	143,000	219,900	



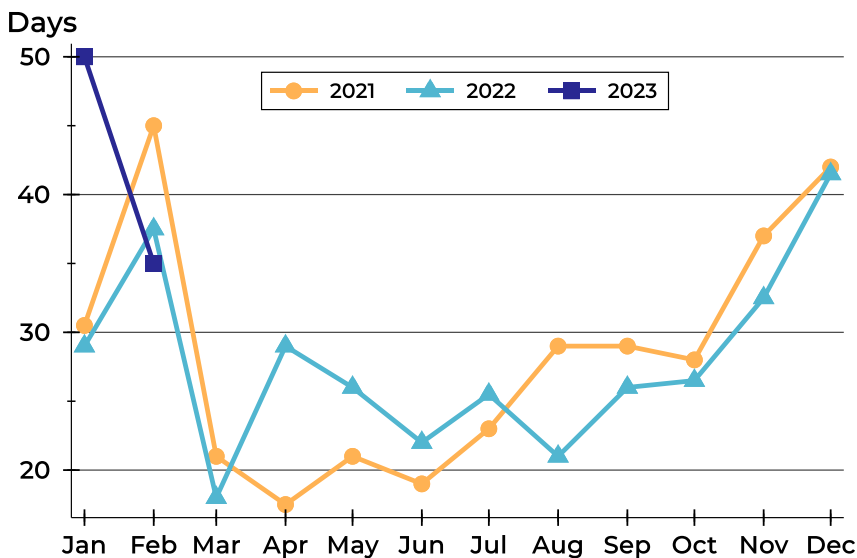
## Central Region Active Listings Analysis

### Average DOM



Month	2021	2022	2023
January	74	61	66
February	92	70	66
March	71	48	
April	62	50	
May	63	45	
June	54	39	
July	47	44	
August	51	50	
September	49	45	
October	50	44	
November	56	50	
December	62	56	

### Median DOM

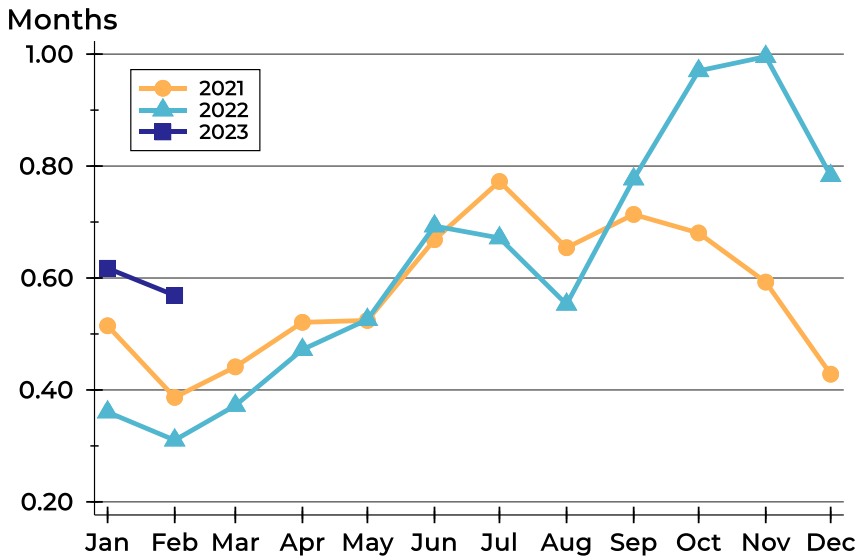


Month	2021	2022	2023
January	31	29	50
February	45	38	35
March	21	18	
April	18	29	
May	21	26	
June	19	22	
July	23	26	
August	29	21	
September	29	26	
October	28	27	
November	37	33	
December	42	42	



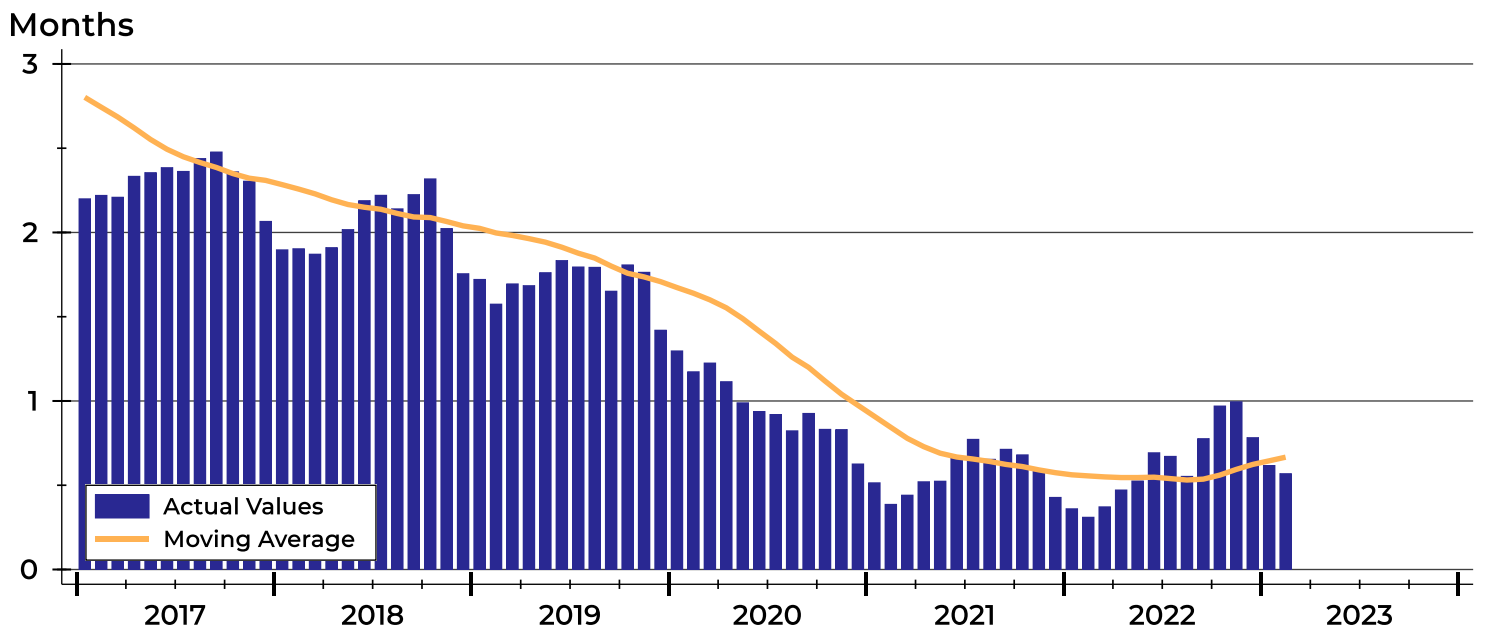
## Central Region Months' Supply Analysis

### Months' Supply by Month



Month	2021	2022	2023
January	0.5	0.4	<b>0.6</b>
February	0.4	0.3	<b>0.6</b>
March	0.4	0.4	
April	0.5	0.5	
May	0.5	0.5	
June	0.7	0.7	
July	0.8	0.7	
August	0.7	0.6	
September	0.7	0.8	
October	0.7	1.0	
November	0.6	1.0	
December	0.4	0.8	

### History of Month's Supply





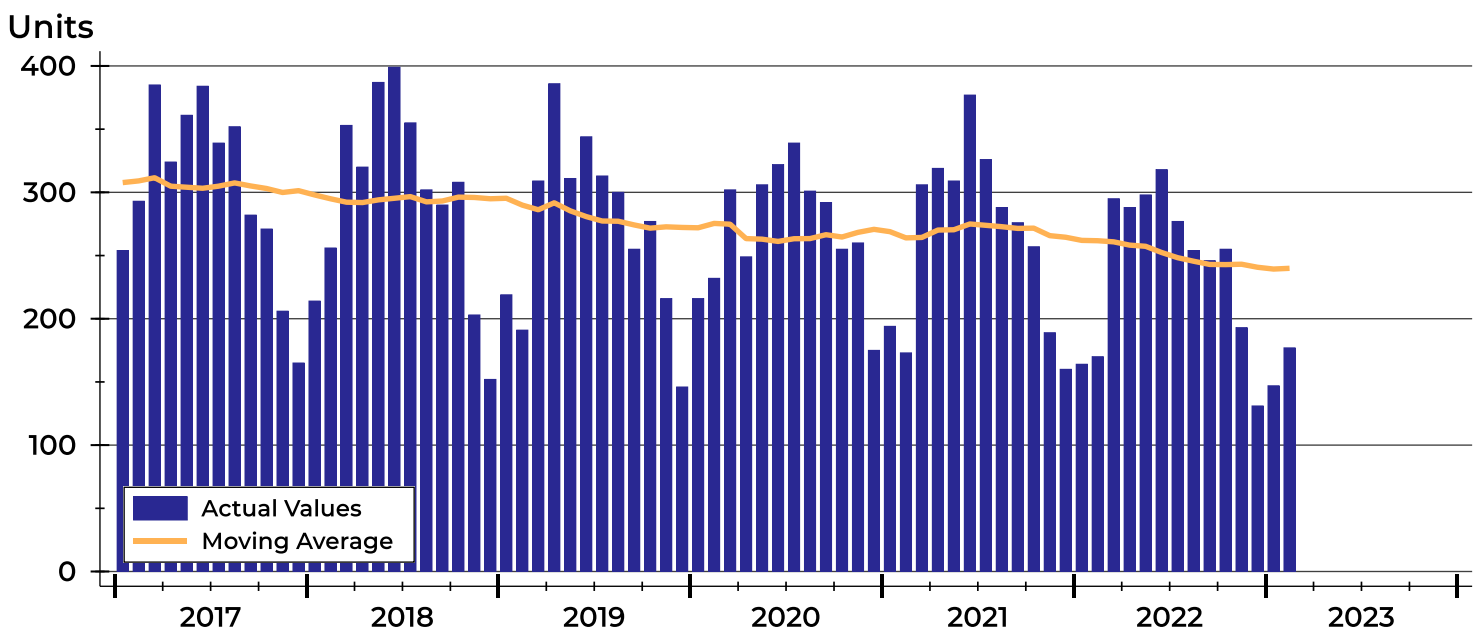
## Central Region New Listings Analysis

Summary Statistics for New Listings		2023	February 2022	Change
Current Month	New Listings	<b>177</b>	170	4.1%
	Volume (1,000s)	<b>35,207</b>	34,060	3.4%
	Average List Price	<b>198,910</b>	200,354	-0.7%
	Median List Price	<b>169,950</b>	149,950	13.3%
Year-to-Date	New Listings	<b>324</b>	334	-3.0%
	Volume (1,000s)	<b>62,331</b>	65,008	-4.1%
	Average List Price	<b>192,379</b>	194,635	-1.2%
	Median List Price	<b>169,839</b>	144,950	17.2%

A total of 177 new listings were added in Central Region during February, up 4.1% from the same month in 2022. Year-to-date Central Region has seen 324 new listings.

The median list price of these homes was \$169,950 up from \$149,950 in 2022.

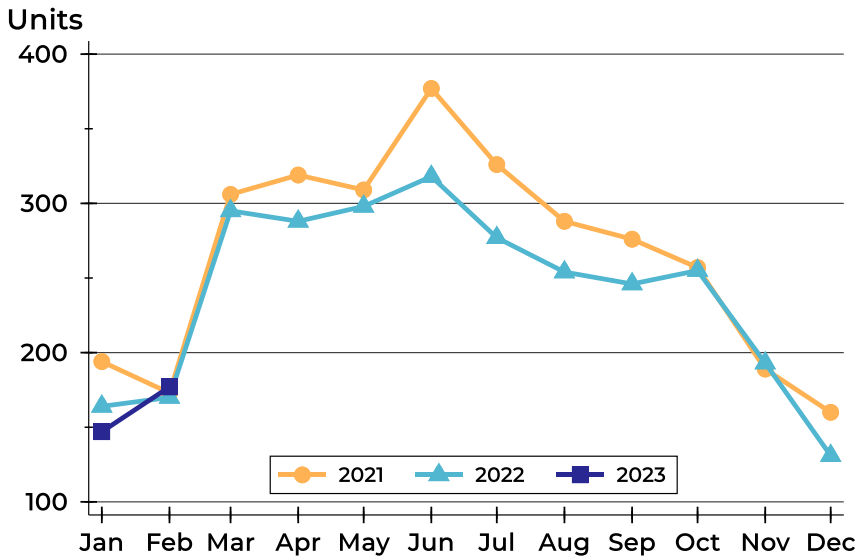
## History of New Listings





## Central Region New Listings Analysis

### New Listings by Month



Month	2021	2022	2023
January	194	164	147
February	173	170	177
March	306	295	
April	319	288	
May	309	298	
June	377	318	
July	326	277	
August	288	254	
September	276	246	
October	257	255	
November	189	193	
December	160	131	

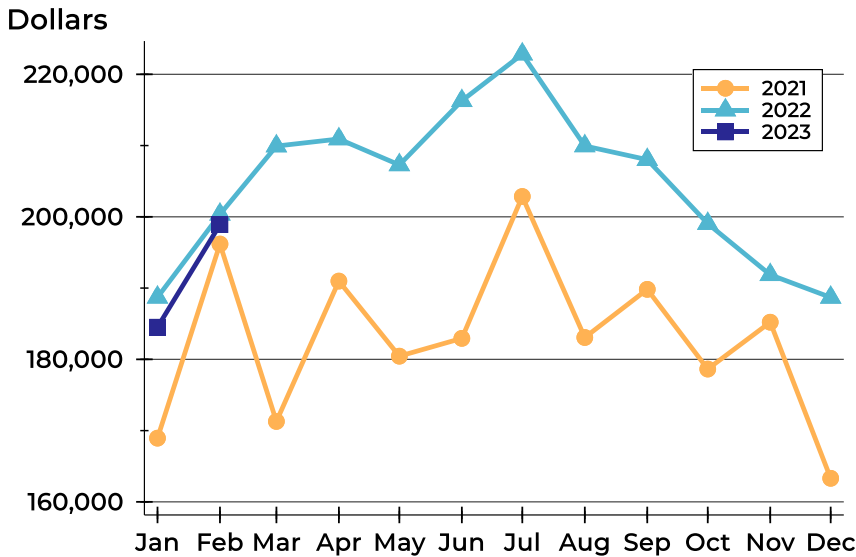
### New Listings by Price Range

Price Range	New Listings		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	2	1.1%	20,000	20,000	2	2	93.3%	93.3%
\$25,000-\$49,999	1	0.6%	45,000	45,000	3	3	88.9%	88.9%
\$50,000-\$99,999	35	19.8%	78,426	77,000	8	3	99.6%	100.0%
\$100,000-\$124,999	11	6.2%	115,800	115,000	10	3	99.3%	100.0%
\$125,000-\$149,999	23	13.0%	136,174	135,000	5	3	100.2%	100.0%
\$150,000-\$174,999	21	11.9%	164,687	165,000	4	3	100.0%	100.0%
\$175,000-\$199,999	16	9.0%	187,763	187,450	9	5	99.1%	100.0%
\$200,000-\$249,999	24	13.6%	226,848	225,000	6	3	99.9%	100.0%
\$250,000-\$299,999	16	9.0%	276,292	279,950	7	4	100.0%	100.0%
\$300,000-\$399,999	16	9.0%	359,706	358,450	8	5	99.8%	100.0%
\$400,000-\$499,999	9	5.1%	455,411	460,000	16	15	98.7%	100.0%
\$500,000-\$749,999	3	1.7%	596,559	632,000	16	20	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



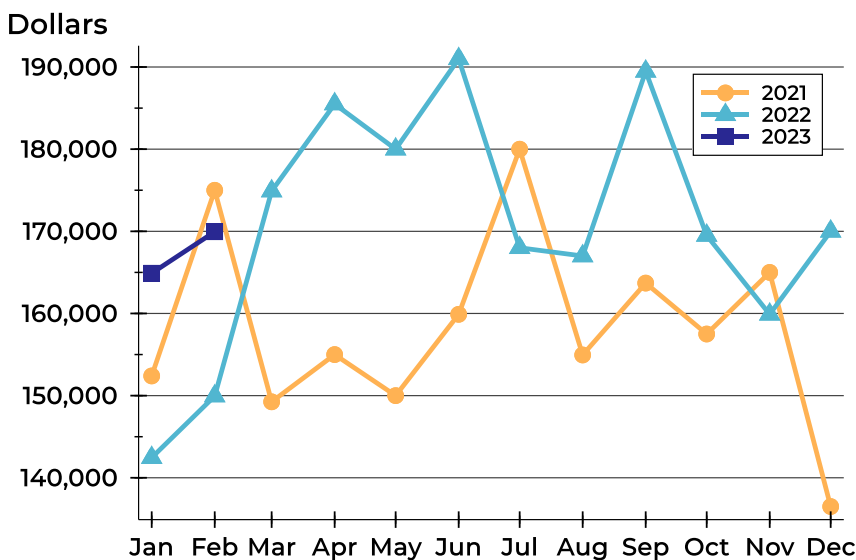
## Central Region New Listings Analysis

### Average Price



Month	2021	2022	2023
January	168,945	188,707	<b>184,516</b>
February	196,183	200,354	<b>198,910</b>
March	171,288	209,932	
April	190,982	210,925	
May	180,446	207,288	
June	182,948	216,292	
July	202,855	222,832	
August	183,067	209,950	
September	189,825	208,024	
October	178,641	199,051	
November	185,214	191,872	
December	163,310	188,696	

### Median Price



Month	2021	2022	2023
January	152,400	142,450	<b>164,900</b>
February	175,000	149,950	<b>169,950</b>
March	149,250	174,900	
April	155,000	185,500	
May	150,000	180,000	
June	159,900	191,000	
July	180,000	168,000	
August	154,950	167,000	
September	163,700	189,475	
October	157,500	169,500	
November	165,000	159,900	
December	136,500	170,000	



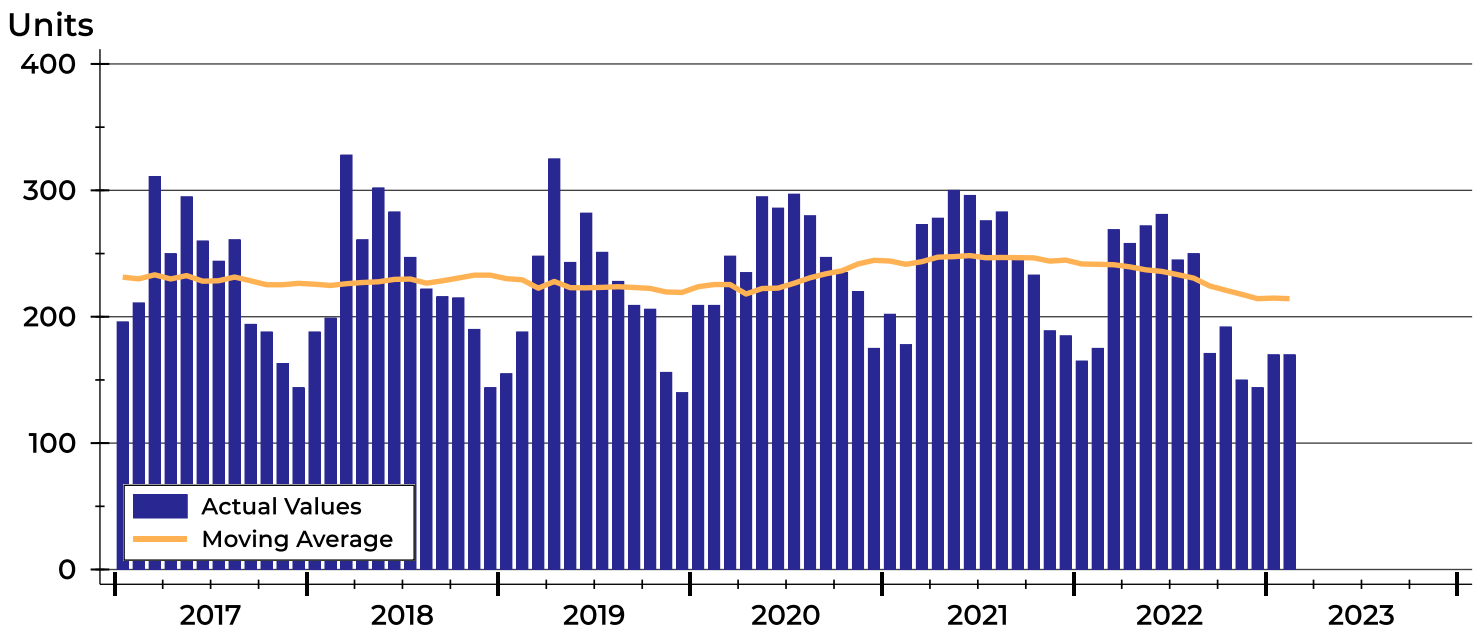
## Central Region Contracts Written Analysis

Summary Statistics for Contracts Written		February			Year-to-Date		
		2023	2022	Change	2023	2022	Change
Contracts Written		170	175	-2.9%	340	340	0.0%
Volume (1,000s)		31,498	33,989	-7.3%	62,822	62,001	1.3%
Average	Sale Price	185,280	194,225	-4.6%	184,771	182,355	1.3%
	Days on Market	20	15	33.3%	24	17	41.2%
	Percent of Original	97.7%	100.4%	-2.7%	97.5%	99.3%	-1.8%
Median	Sale Price	165,000	156,900	5.2%	164,900	140,000	17.8%
	Days on Market	3	2	50.0%	5	3	66.7%
	Percent of Original	100.0%	100.0%	0.0%	100.0%	100.0%	0.0%

A total of 170 contracts for sale were written in Central Region during the month of February, down from 175 in 2022. The median list price of these homes was \$165,000, up from \$156,900 the prior year.

Half of the homes that went under contract in February were on the market less than 3 days, compared to 2 days in February 2022.

## History of Contracts Written

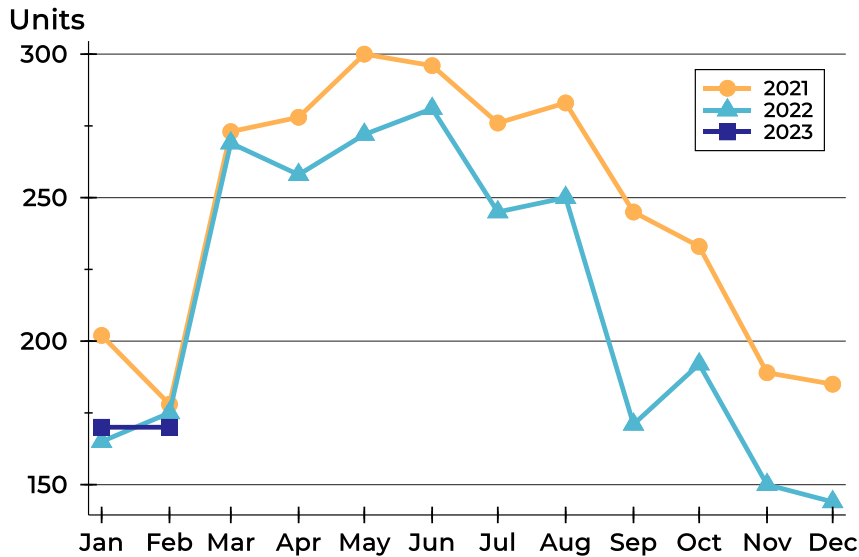






## Central Region Contracts Written Analysis

### Contracts Written by Month



Month	2021	2022	2023
January	202	165	170
February	178	175	170
March	273	269	
April	278	258	
May	300	272	
June	296	281	
July	276	245	
August	283	250	
September	245	171	
October	233	192	
November	189	150	
December	185	144	

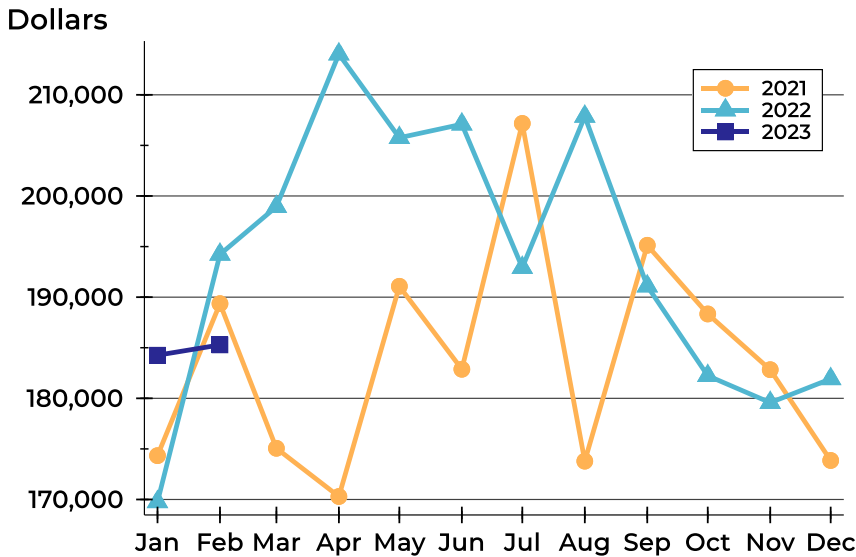
### Contracts Written by Price Range

Price Range	Contracts Written		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	2	1.2%	20,000	20,000	2	2	93.3%	93.3%
\$25,000-\$49,999	4	2.4%	40,000	43,500	31	24	94.5%	94.6%
\$50,000-\$99,999	37	21.8%	77,693	78,000	27	4	97.4%	100.0%
\$100,000-\$124,999	12	7.1%	112,400	113,250	29	20	90.5%	100.0%
\$125,000-\$149,999	19	11.2%	137,839	139,400	5	2	100.2%	100.0%
\$150,000-\$174,999	18	10.6%	163,686	164,950	12	3	99.2%	100.0%
\$175,000-\$199,999	15	8.8%	189,673	189,900	14	3	98.3%	100.0%
\$200,000-\$249,999	27	15.9%	227,863	225,000	23	3	98.3%	100.0%
\$250,000-\$299,999	15	8.8%	278,745	282,500	11	4	99.1%	100.0%
\$300,000-\$399,999	14	8.2%	345,964	347,498	25	5	96.7%	100.0%
\$400,000-\$499,999	5	2.9%	451,960	459,900	38	28	98.4%	100.0%
\$500,000-\$749,999	2	1.2%	613,450	613,450	9	9	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



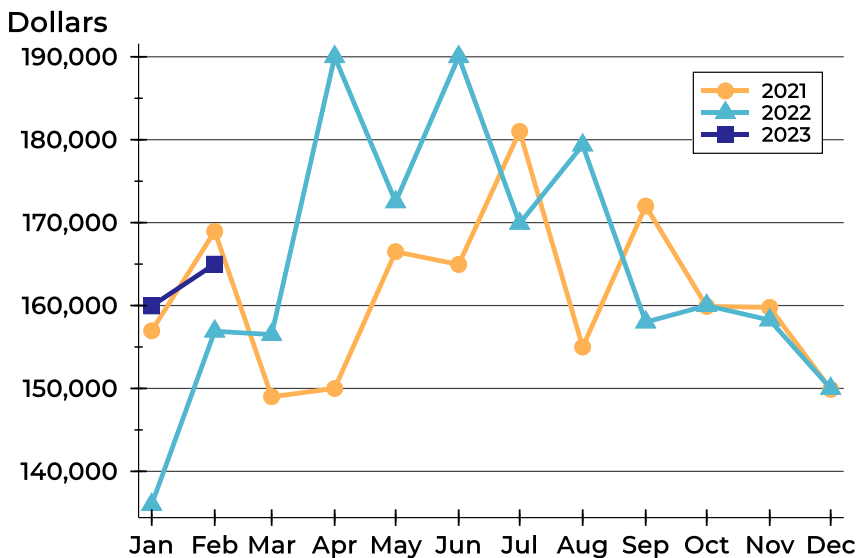
## Central Region Contracts Written Analysis

### Average Price



Month	2021	2022	2023
January	174,336	169,765	184,263
February	189,360	194,225	185,280
March	175,063	198,943	
April	170,296	214,021	
May	191,077	205,760	
June	182,875	207,092	
July	207,173	192,922	
August	173,790	207,866	
September	195,130	191,089	
October	188,340	182,235	
November	182,831	179,574	
December	173,857	181,923	

### Median Price

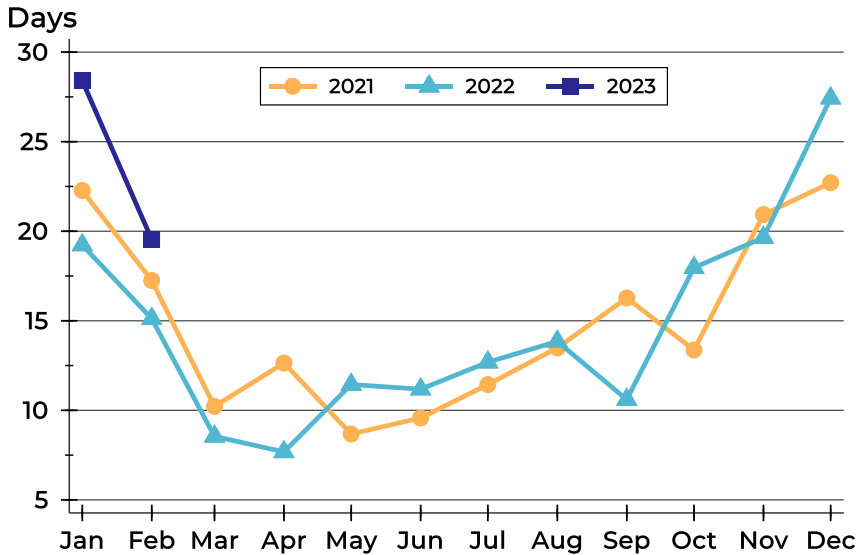


Month	2021	2022	2023
January	156,950	136,000	159,950
February	168,950	156,900	165,000
March	149,000	156,500	
April	150,000	190,000	
May	166,500	172,500	
June	164,950	190,000	
July	181,000	169,900	
August	155,000	179,350	
September	172,000	158,000	
October	159,900	160,000	
November	159,777	158,250	
December	149,900	150,000	



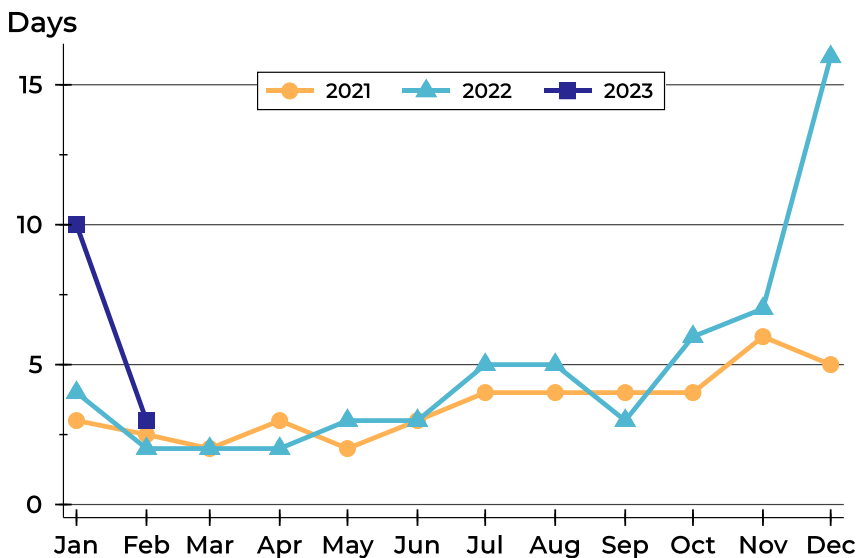
## Central Region Contracts Written Analysis

### Average DOM



Month	2021	2022	2023
January	22	19	28
February	17	15	20
March	10	9	
April	13	8	
May	9	11	
June	10	11	
July	11	13	
August	13	14	
September	16	11	
October	13	18	
November	21	20	
December	23	27	

### Median DOM



Month	2021	2022	2023
January	3	4	10
February	3	2	3
March	2	2	
April	3	2	
May	2	3	
June	3	3	
July	4	5	
August	4	5	
September	4	3	
October	4	6	
November	6	7	
December	5	16	



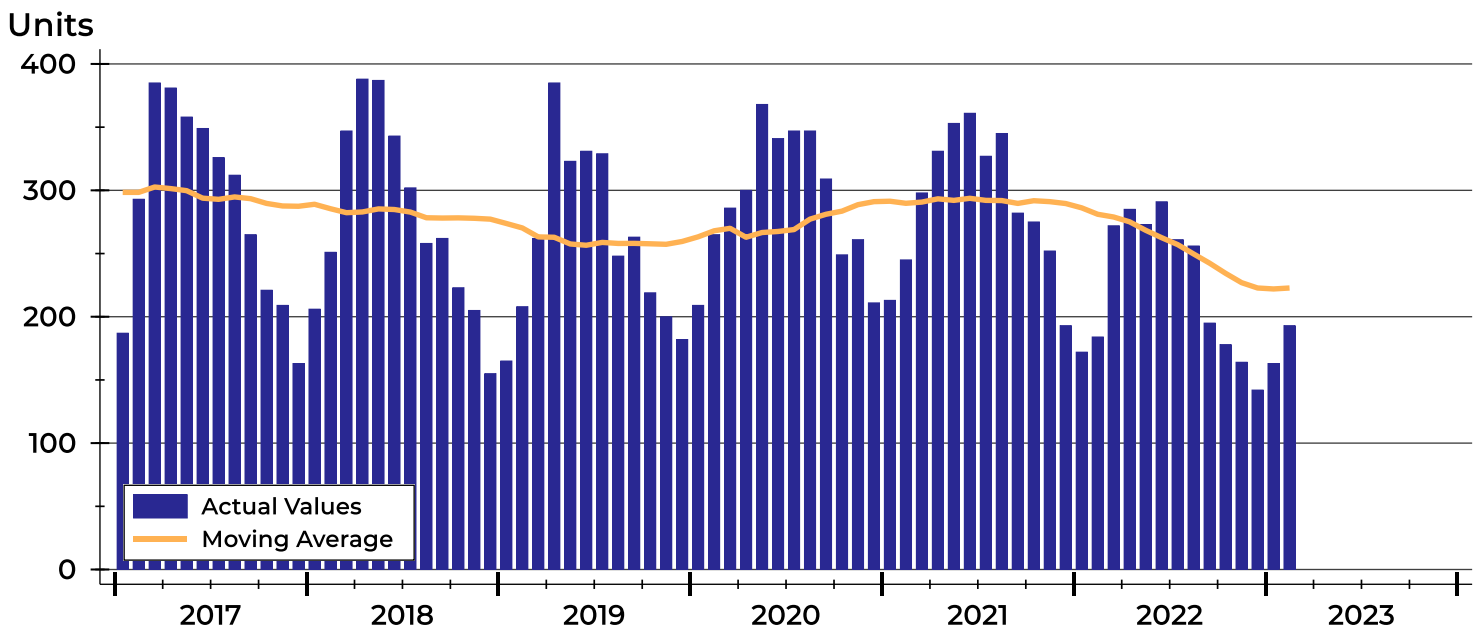
## Central Region Pending Contracts Analysis

Summary Statistics for Pending Contracts		End of February		
		2023	2022	Change
Pending Contracts		193	184	4.9%
Volume (1,000s)		40,075	37,766	6.1%
Average	List Price	207,644	205,248	1.2%
	Days on Market	24	14	71.4%
	Percent of Original	98.2%	99.2%	-1.0%
Median	List Price	179,900	167,500	7.4%
	Days on Market	5	3	66.7%
	Percent of Original	100.0%	100.0%	0.0%

A total of 193 listings in Central Region had contracts pending at the end of February, up from 184 contracts pending at the end of February 2022.

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.

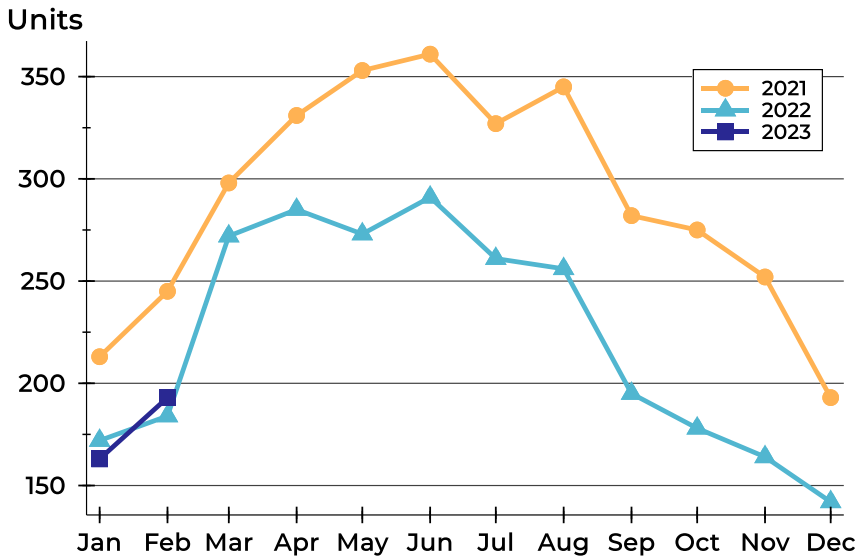
### History of Pending Contracts





## Central Region Pending Contracts Analysis

### Pending Contracts by Month



Month	2021	2022	2023
January	213	172	163
February	245	184	193
March	298	272	
April	331	285	
May	353	273	
June	361	291	
July	327	261	
August	345	256	
September	282	195	
October	275	178	
November	252	164	
December	193	142	

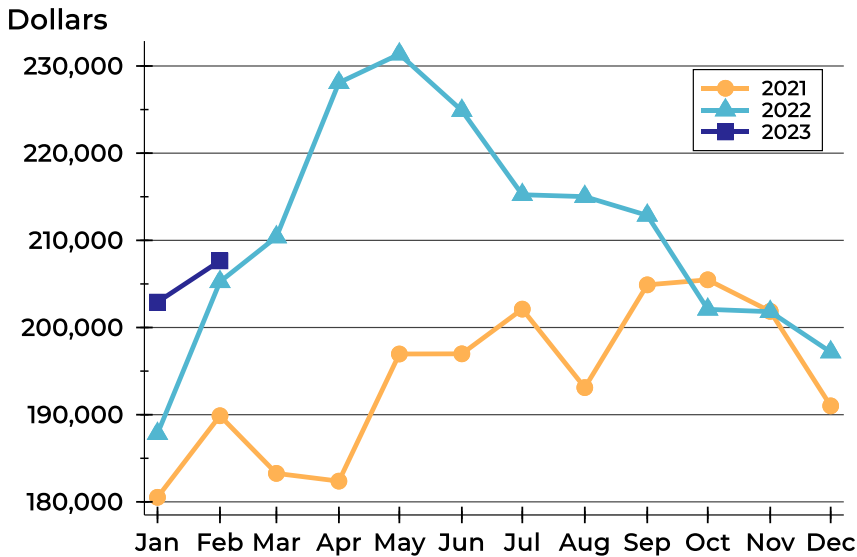
### Pending Contracts by Price Range

Price Range	Pending Contracts		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	1	0.5%	24,999	24,999	2	2	100.0%	100.0%
\$25,000-\$49,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$50,000-\$99,999	33	17.1%	79,576	79,950	35	8	97.8%	100.0%
\$100,000-\$124,999	19	9.8%	112,126	112,000	21	7	94.6%	100.0%
\$125,000-\$149,999	19	9.8%	137,839	139,400	5	2	100.0%	100.0%
\$150,000-\$174,999	19	9.8%	163,334	164,900	16	3	99.1%	100.0%
\$175,000-\$199,999	17	8.8%	185,671	185,000	16	3	98.9%	100.0%
\$200,000-\$249,999	34	17.6%	226,679	225,000	27	4	98.6%	100.0%
\$250,000-\$299,999	22	11.4%	279,651	282,139	29	9	97.1%	100.0%
\$300,000-\$399,999	15	7.8%	354,893	350,000	26	4	99.5%	100.0%
\$400,000-\$499,999	9	4.7%	452,017	459,900	47	28	99.0%	100.0%
\$500,000-\$749,999	4	2.1%	584,825	556,200	7	6	100.0%	100.0%
\$750,000-\$999,999	1	0.5%	825,000	825,000	99	99	100.0%	100.0%
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



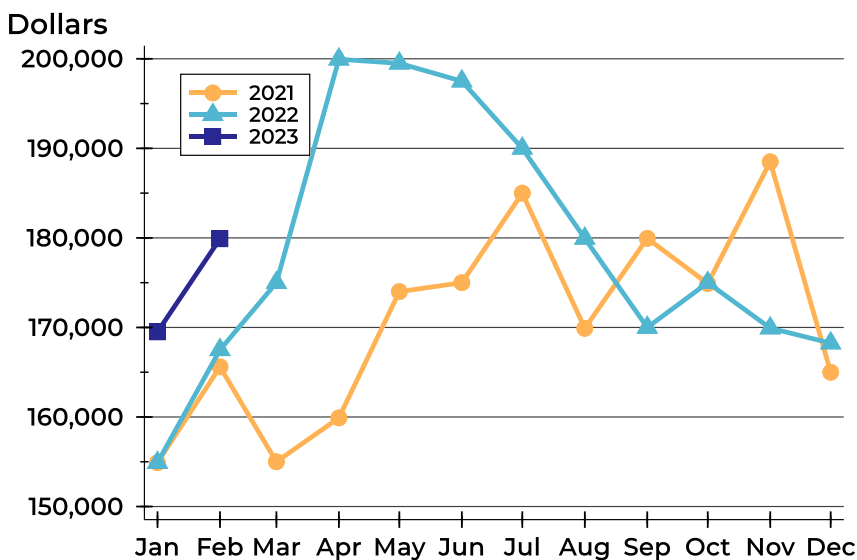
## Central Region Pending Contracts Analysis

### Average Price



Month	2021	2022	2023
January	180,524	187,823	202,917
February	189,879	205,248	207,644
March	183,270	210,381	
April	182,378	228,082	
May	196,965	231,360	
June	196,985	224,885	
July	202,110	215,233	
August	193,109	215,015	
September	204,896	212,865	
October	205,475	202,086	
November	201,857	201,817	
December	191,013	197,188	

### Median Price

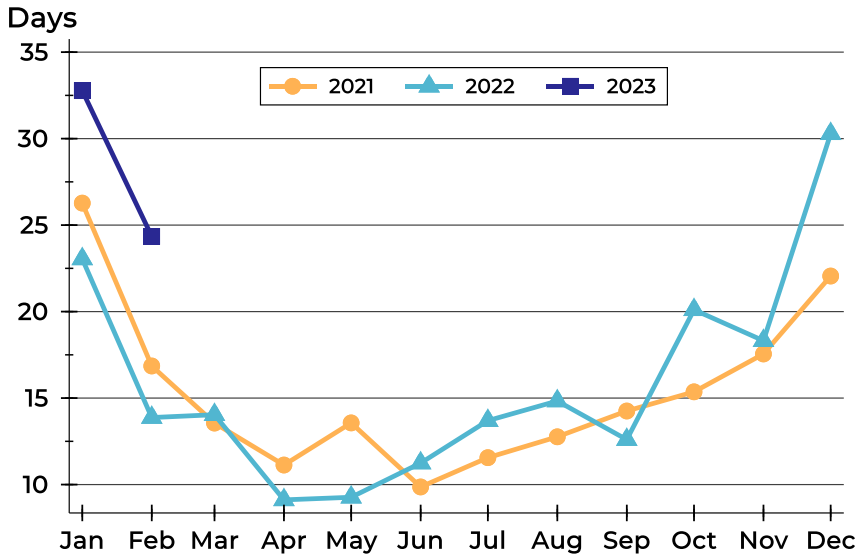


Month	2021	2022	2023
January	154,900	154,900	169,500
February	165,600	167,500	179,900
March	155,000	174,999	
April	159,900	199,950	
May	174,000	199,500	
June	175,000	197,500	
July	185,000	190,000	
August	169,900	179,950	
September	179,950	170,000	
October	174,900	175,000	
November	188,500	169,925	
December	165,000	168,250	



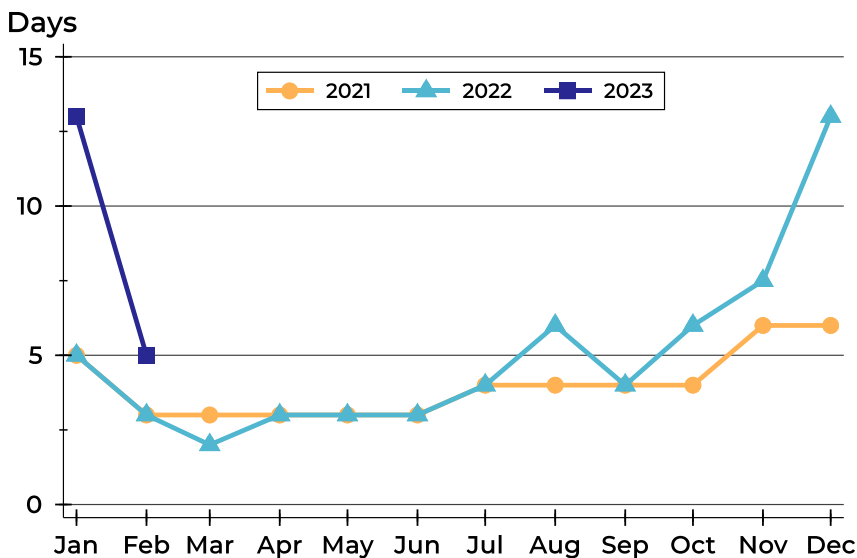
## Central Region Pending Contracts Analysis

### Average DOM



Month	2021	2022	2023
January	26	23	33
February	17	14	24
March	14	14	
April	11	9	
May	14	9	
June	10	11	
July	12	14	
August	13	15	
September	14	13	
October	15	20	
November	18	18	
December	22	30	

### Median DOM



Month	2021	2022	2023
January	5	5	13
February	3	3	5
March	3	2	
April	3	3	
May	3	3	
June	3	3	
July	4	4	
August	4	6	
September	4	4	
October	4	6	
November	6	8	
December	6	13	



## North Region Housing Report



### Market Overview

#### North Region Home Sales Fell in February

Total home sales in North Region fell last month to 13 units, compared to 23 units in February 2022. Total sales volume was \$2.7 million, down from a year earlier.

The median sale price in February was \$187,000, up from \$175,000 a year earlier. Homes that sold in February were typically on the market for 35 days and sold for 97.3% of their list prices.

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

The total number of active listings in North Region at the end of February was 38 units, up from 17 at the same point in 2022. This represents a 1.3 months' supply of homes available for sale. The median list price of homes on the market at the end of February was \$174,450.

During February, a total of 16 contracts were written down from 23 in February 2022. At the end of the month, there were 18 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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## North Region Summary Statistics

February MLS Statistics Three-year History		Current Month			Year-to-Date		
		2023	2022	2021	2023	2022	2021
<b>Home Sales</b>		<b>13</b>	<b>23</b>	<b>21</b>	<b>33</b>	<b>51</b>	<b>34</b>
Change from prior year		-43.5%	9.5%	40.0%	-35.3%	50.0%	13.3%
<b>Active Listings</b>		<b>38</b>	<b>17</b>	<b>30</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
Change from prior year		123.5%	-43.3%	-60.5%			
<b>Months' Supply</b>		<b>1.3</b>	<b>0.5</b>	<b>1.1</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
Change from prior year		160.0%	-54.5%	-66.7%			
<b>New Listings</b>		<b>21</b>	<b>21</b>	<b>17</b>	<b>42</b>	<b>47</b>	<b>40</b>
Change from prior year		0.0%	23.5%	-46.9%	-10.6%	17.5%	-33.3%
<b>Contracts Written</b>		<b>16</b>	<b>23</b>	<b>24</b>	<b>29</b>	<b>54</b>	<b>49</b>
Change from prior year		-30.4%	-4.2%	-11.1%	-46.3%	10.2%	4.3%
<b>Pending Contracts</b>		<b>18</b>	<b>32</b>	<b>30</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
Change from prior year		-43.8%	6.7%	11.1%			
<b>Sales Volume (1,000s)</b>		<b>2,749</b>	<b>4,566</b>	<b>4,139</b>	<b>6,647</b>	<b>10,701</b>	<b>6,168</b>
Change from prior year		-39.8%	10.3%	72.2%	-37.9%	73.5%	20.3%
<b>Average</b>	<b>Sale Price</b>	<b>211,479</b>	<b>198,508</b>	<b>197,105</b>	<b>201,422</b>	<b>209,827</b>	<b>181,426</b>
	Change from prior year	6.5%	0.7%	23.0%	-4.0%	15.7%	6.1%
	<b>List Price of Actives</b>	<b>227,835</b>	<b>248,941</b>	<b>140,834</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
	Change from prior year	-8.5%	76.8%	-30.4%			
	<b>Days on Market</b>	<b>28</b>	<b>30</b>	<b>23</b>	<b>30</b>	<b>34</b>	<b>23</b>
Change from prior year	-6.7%	30.4%	-70.1%	-11.8%	47.8%	-62.9%	
<b>Percent of List</b>	<b>92.1%</b>	<b>100.6%</b>	<b>99.0%</b>	<b>94.5%</b>	<b>98.8%</b>	<b>98.9%</b>	
Change from prior year	-8.4%	1.6%	2.1%	-4.4%	-0.1%	3.8%	
<b>Percent of Original</b>	<b>90.0%</b>	<b>98.7%</b>	<b>98.4%</b>	<b>91.4%</b>	<b>96.4%</b>	<b>98.0%</b>	
Change from prior year	-8.8%	0.3%	7.9%	-5.2%	-1.6%	8.4%	
<b>Median</b>	<b>Sale Price</b>	<b>187,000</b>	<b>175,000</b>	<b>182,800</b>	<b>187,900</b>	<b>185,000</b>	<b>180,400</b>
	Change from prior year	6.9%	-4.3%	77.5%	1.6%	2.5%	30.7%
	<b>List Price of Actives</b>	<b>174,450</b>	<b>219,500</b>	<b>115,250</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
	Change from prior year	-20.5%	90.5%	-38.8%			
	<b>Days on Market</b>	<b>35</b>	<b>12</b>	<b>14</b>	<b>16</b>	<b>16</b>	<b>9</b>
Change from prior year	191.7%	-14.3%	-78.1%	0.0%	77.8%	-76.3%	
<b>Percent of List</b>	<b>97.3%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>97.1%</b>	<b>100.0%</b>	<b>99.9%</b>	
Change from prior year	-2.7%	0.0%	0.0%	-2.9%	0.1%	0.7%	
<b>Percent of Original</b>	<b>93.3%</b>	<b>98.8%</b>	<b>99.4%</b>	<b>93.5%</b>	<b>98.6%</b>	<b>99.2%</b>	
Change from prior year	-5.6%	-0.6%	6.0%	-5.2%	-0.6%	5.1%	

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



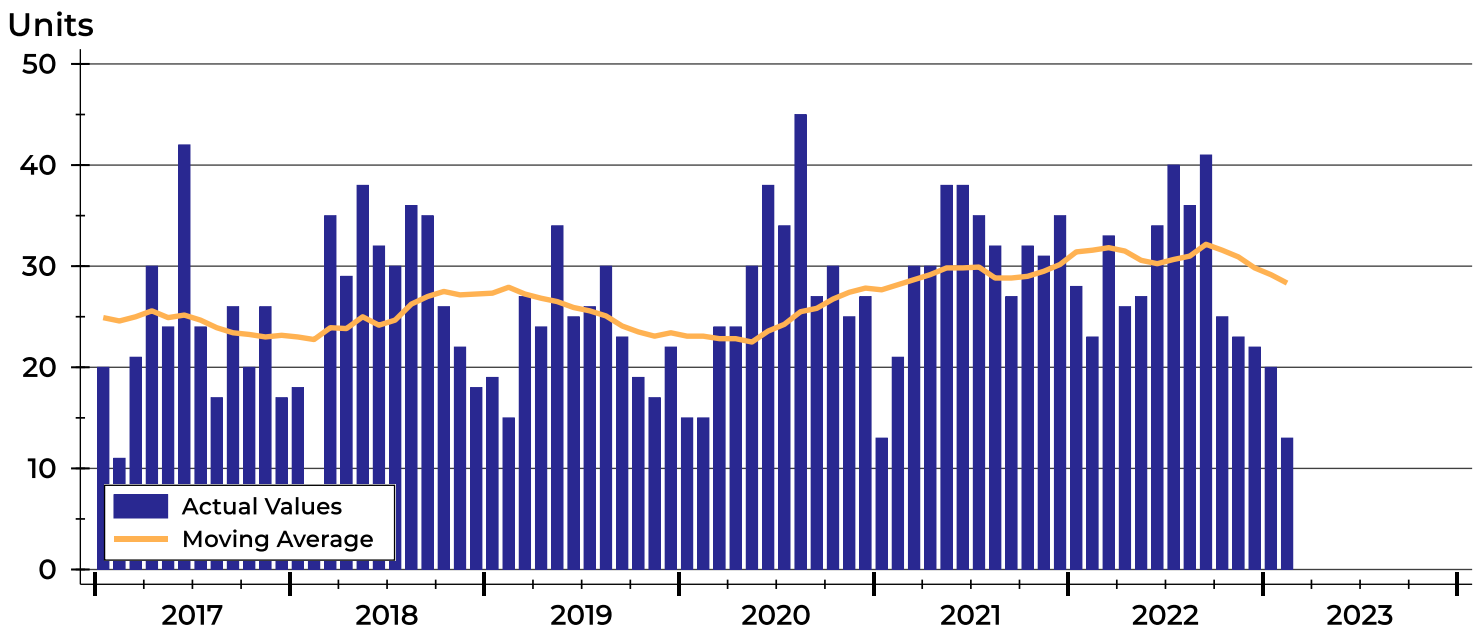
## North Region Closed Listings Analysis

Summary Statistics for Closed Listings		February			Year-to-Date		
		2023	2022	Change	2023	2022	Change
Closed Listings		13	23	-43.5%	33	51	-35.3%
Volume (1,000s)		2,749	4,566	-39.8%	6,647	10,701	-37.9%
Months' Supply		1.3	0.5	160.0%	N/A	N/A	N/A
Average	Sale Price	211,479	198,508	6.5%	201,422	209,827	-4.0%
	Days on Market	28	30	-6.7%	30	34	-11.8%
	Percent of List	92.1%	100.6%	-8.4%	94.5%	98.8%	-4.4%
	Percent of Original	90.0%	98.7%	-8.8%	91.4%	96.4%	-5.2%
Median	Sale Price	187,000	175,000	6.9%	187,900	185,000	1.6%
	Days on Market	35	12	191.7%	16	16	0.0%
	Percent of List	97.3%	100.0%	-2.7%	97.1%	100.0%	-2.9%
	Percent of Original	93.3%	98.8%	-5.6%	93.5%	98.6%	-5.2%

A total of 13 homes sold in North Region in February, down from 23 units in February 2022. Total sales volume fell to \$2.7 million compared to \$4.6 million in the previous year.

The median sales price in February was \$187,000, up 6.9% compared to the prior year. Median days on market was 35 days, up from 16 days in January, and up from 12 in February 2022.

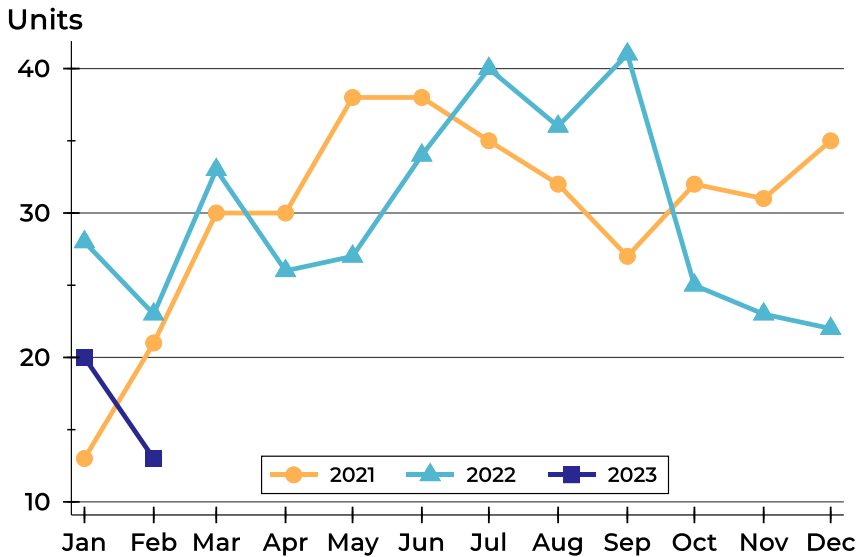
## History of Closed Listings





## North Region Closed Listings Analysis

### Closed Listings by Month



Month	2021	2022	2023
January	13	28	20
February	21	23	13
March	30	33	
April	30	26	
May	38	27	
June	38	34	
July	35	40	
August	32	36	
September	27	41	
October	32	25	
November	31	23	
December	35	22	

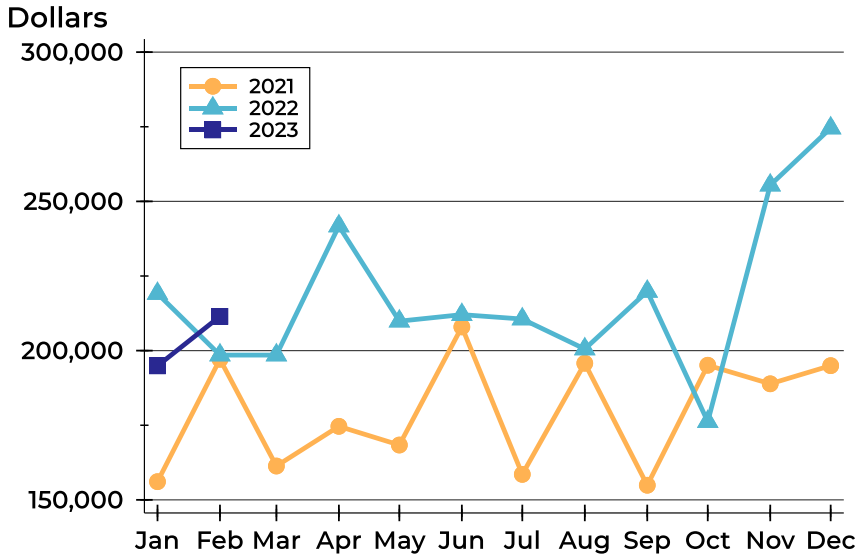
### Closed Listings by Price Range

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	1	7.7%	0.0	16,000	16,000	37	37	35.6%	35.6%	35.6%	35.6%
\$25,000-\$49,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$50,000-\$99,999	0	0.0%	3.9	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$100,000-\$124,999	2	15.4%	1.4	107,500	107,500	12	12	90.7%	90.7%	90.7%	90.7%
\$125,000-\$149,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$150,000-\$174,999	1	7.7%	0.6	165,000	165,000	35	35	97.1%	97.1%	97.1%	97.1%
\$175,000-\$199,999	3	23.1%	0.8	180,667	180,000	28	36	101.0%	102.7%	95.7%	94.0%
\$200,000-\$249,999	1	7.7%	0.9	238,225	238,225	37	37	89.9%	89.9%	89.9%	89.9%
\$250,000-\$299,999	3	23.1%	1.0	273,000	269,000	31	2	99.5%	100.0%	98.3%	98.4%
\$300,000-\$399,999	2	15.4%	1.0	377,000	377,000	25	25	96.2%	96.2%	92.0%	92.0%
\$400,000-\$499,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$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



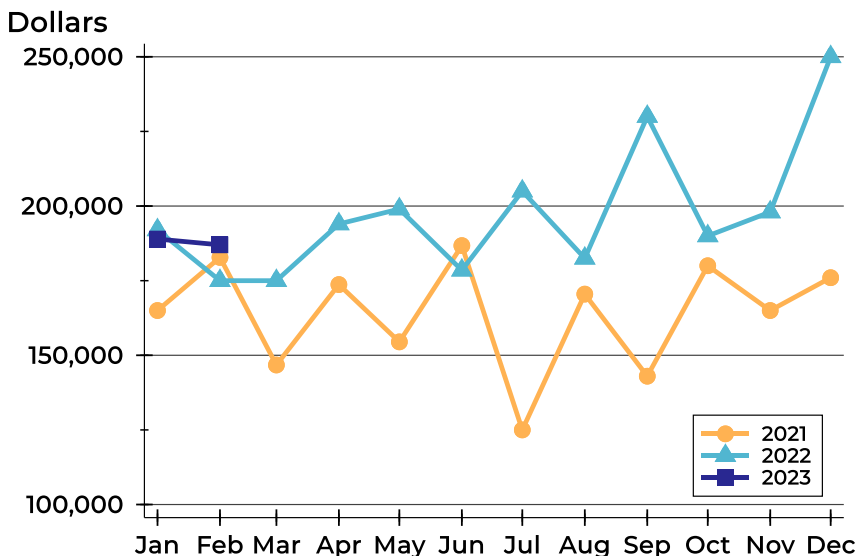
## North Region Closed Listings Analysis

### Average Price



Month	2021	2022	2023
January	156,100	219,124	194,885
February	197,105	198,508	211,479
March	161,336	198,514	
April	174,644	241,746	
May	168,376	209,869	
June	207,953	212,059	
July	158,553	210,585	
August	195,771	200,542	
September	154,904	219,840	
October	195,111	176,224	
November	188,887	255,428	
December	194,972	274,560	

### Median Price

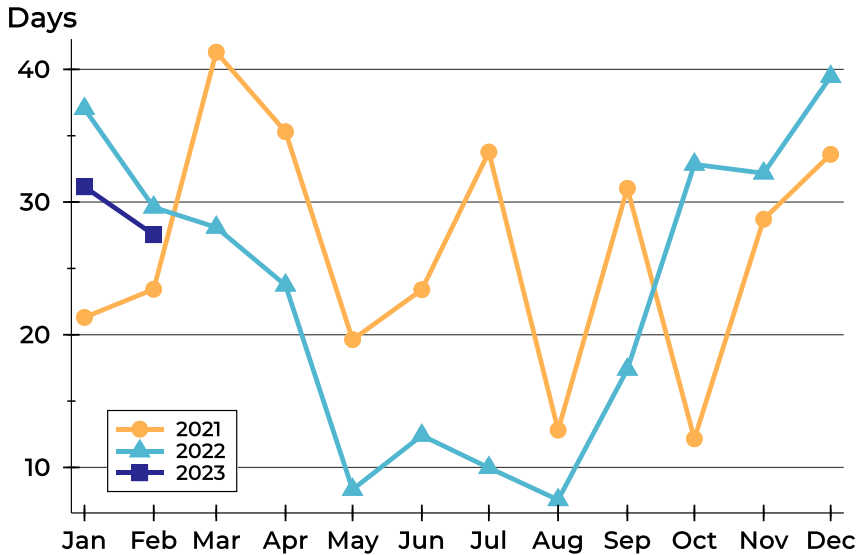


Month	2021	2022	2023
January	165,000	192,000	188,950
February	182,800	175,000	187,000
March	146,750	175,000	
April	173,700	194,000	
May	154,500	199,000	
June	186,750	178,500	
July	125,000	205,000	
August	170,500	182,500	
September	143,000	230,000	
October	180,000	190,000	
November	165,000	198,000	
December	176,000	250,000	



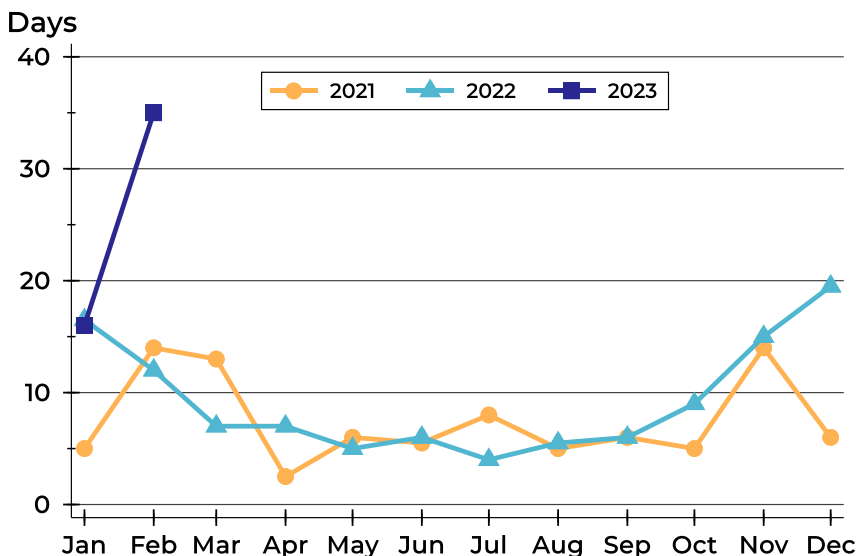
## North Region Closed Listings Analysis

### Average DOM



Month	2021	2022	2023
January	21	37	31
February	23	30	28
March	41	28	
April	35	24	
May	20	8	
June	23	12	
July	34	10	
August	13	8	
September	31	17	
October	12	33	
November	29	32	
December	34	39	

### Median DOM



Month	2021	2022	2023
January	5	17	16
February	14	12	35
March	13	7	
April	3	7	
May	6	5	
June	6	6	
July	8	4	
August	5	6	
September	6	6	
October	5	9	
November	14	15	
December	6	20	



## North Region Active Listings Analysis

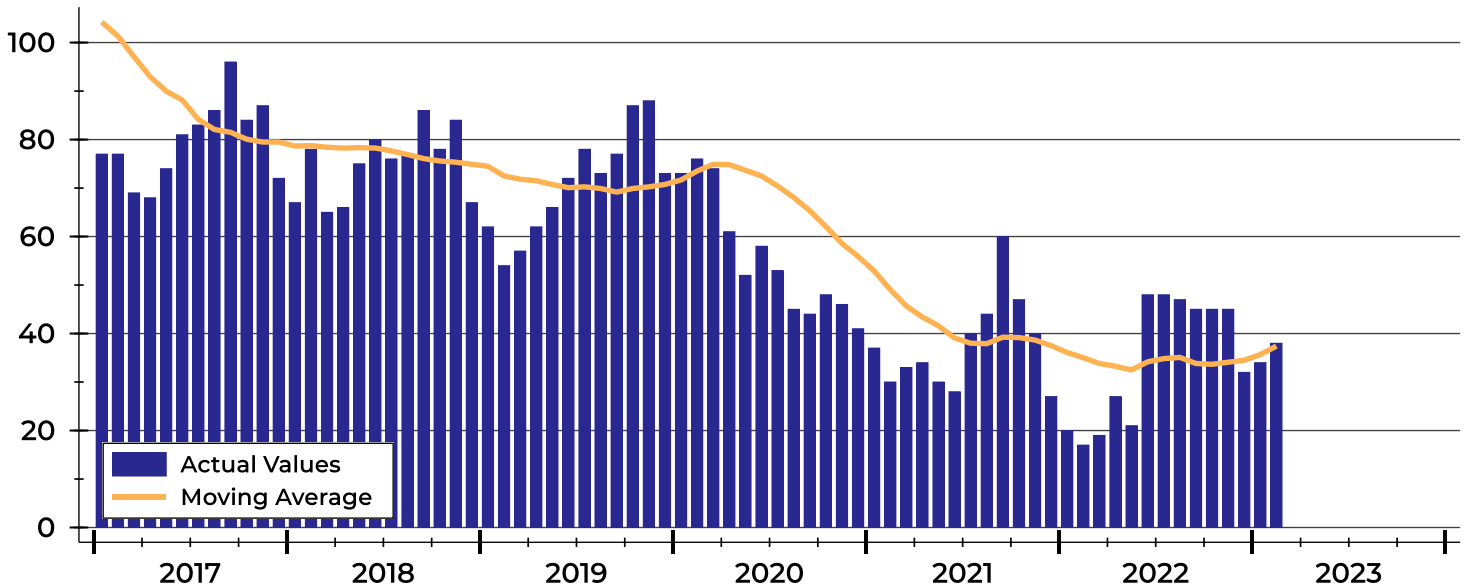
Summary Statistics for Active Listings		End of February		
		2023	2022	Change
Active Listings		38	17	123.5%
Volume (1,000s)		8,658	4,232	104.6%
Months' Supply		1.3	0.5	160.0%
Average	List Price	227,835	248,941	-8.5%
	Days on Market	87	88	-1.1%
	Percent of Original	94.8%	94.6%	0.2%
Median	List Price	174,450	219,500	-20.5%
	Days on Market	55	57	-3.5%
	Percent of Original	100.0%	100.0%	0.0%

A total of 38 homes were available for sale in North Region at the end of February. This represents a 1.3 months' supply of active listings.

The median list price of homes on the market at the end of February was \$174,450, down 20.5% from 2022. The typical time on market for active listings was 55 days, down from 57 days a year earlier.

## History of Active Listings

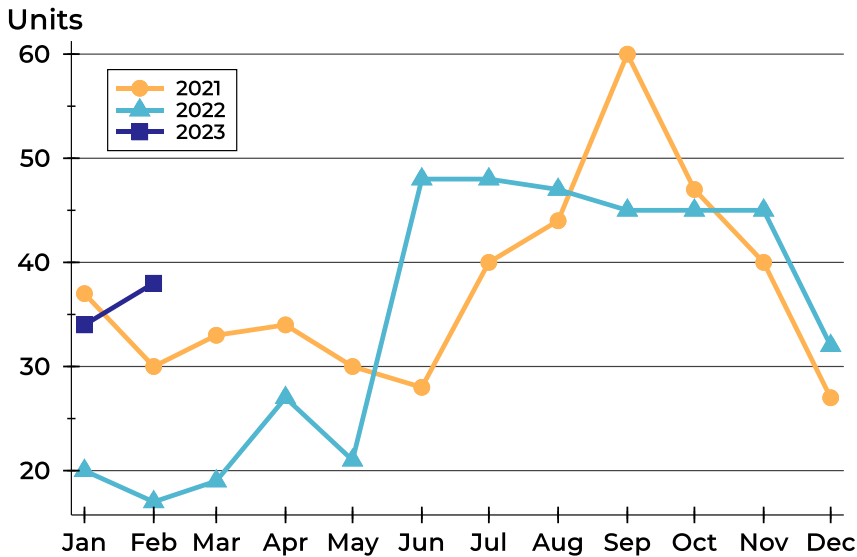
Units





## North Region Active Listings Analysis

### Active Listings by Month



Month	2021	2022	2023
January	37	20	34
February	30	17	38
March	33	19	
April	34	27	
May	30	21	
June	28	48	
July	40	48	
August	44	47	
September	60	45	
October	47	45	
November	40	45	
December	27	32	

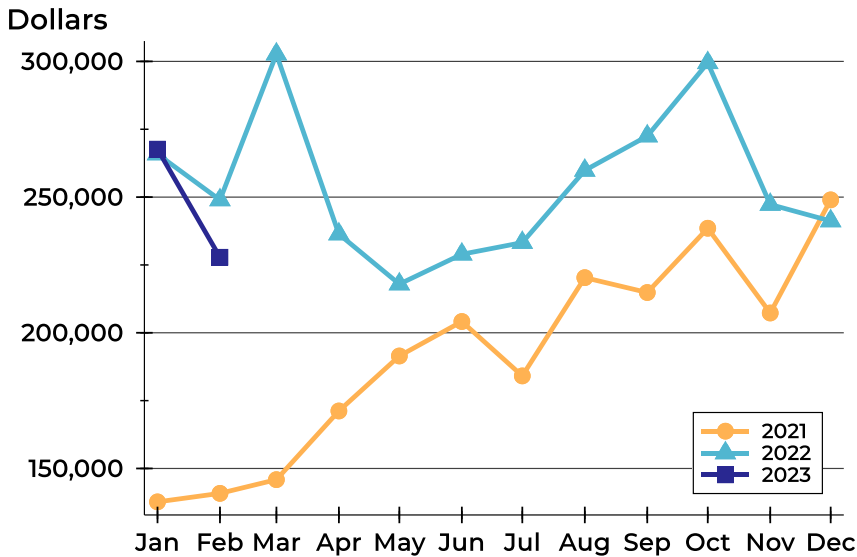
### Active Listings by Price Range

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	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$50,000-\$99,999	10	26.3%	3.9	80,884	87,250	78	57	96.4%	100.0%
\$100,000-\$124,999	2	5.3%	1.4	119,900	119,900	6	6	100.0%	100.0%
\$125,000-\$149,999	5	13.2%	N/A	138,400	140,000	73	62	96.2%	100.0%
\$150,000-\$174,999	2	5.3%	0.6	154,500	154,500	182	182	91.7%	91.7%
\$175,000-\$199,999	3	7.9%	0.8	194,800	195,000	128	155	94.6%	95.5%
\$200,000-\$249,999	4	10.5%	0.9	244,250	249,000	37	45	100.0%	100.0%
\$250,000-\$299,999	3	7.9%	1.0	274,600	279,900	102	127	100.0%	100.0%
\$300,000-\$399,999	4	10.5%	1.0	352,000	349,500	51	60	90.9%	93.7%
\$400,000-\$499,999	3	7.9%	N/A	488,333	495,000	172	28	97.1%	96.9%
\$500,000-\$749,999	2	5.3%	N/A	674,950	674,950	113	113	68.3%	68.3%
\$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



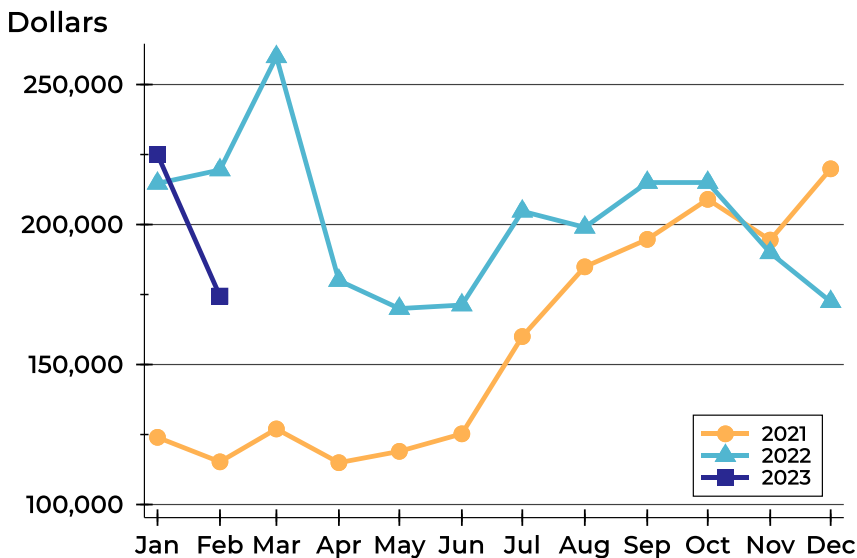
## North Region Active Listings Analysis

### Average Price



Month	2021	2022	2023
January	137,698	265,863	<b>267,685</b>
February	140,834	248,941	<b>227,835</b>
March	145,894	302,679	
April	171,199	236,378	
May	191,455	217,943	
June	204,160	228,946	
July	184,122	233,242	
August	220,323	259,832	
September	214,848	272,488	
October	238,537	299,486	
November	207,303	247,280	
December	248,989	241,200	

### Median Price



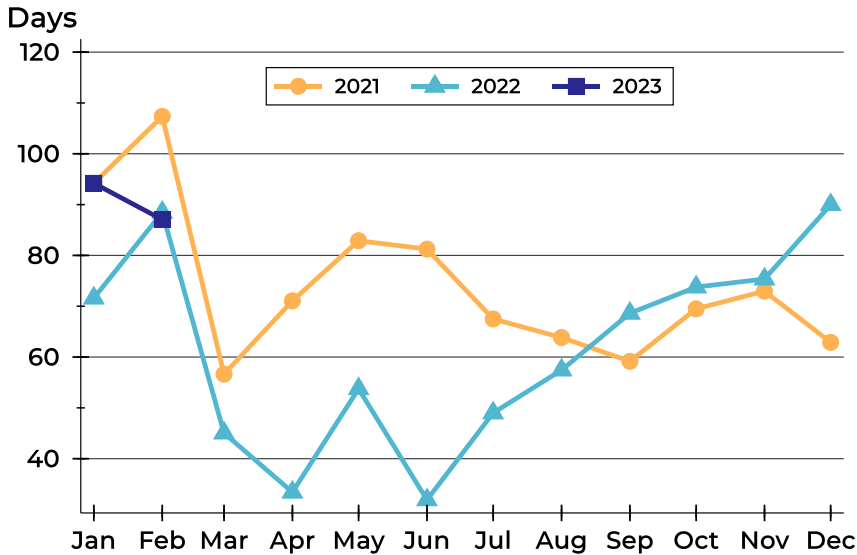
Month	2021	2022	2023
January	124,000	214,700	<b>225,000</b>
February	115,250	219,500	<b>174,450</b>
March	127,000	259,900	
April	114,950	180,000	
May	119,000	170,000	
June	125,250	171,250	
July	160,000	204,750	
August	184,900	199,000	
September	194,700	215,000	
October	209,000	215,000	
November	194,450	189,900	
December	219,900	172,450	





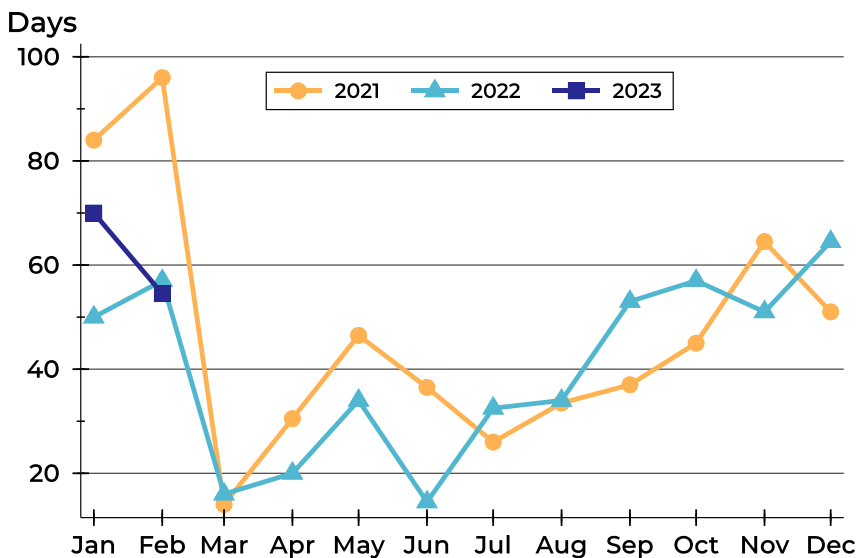
## North Region Active Listings Analysis

### Average DOM



Month	2021	2022	2023
January	94	72	94
February	107	88	87
March	57	45	
April	71	33	
May	83	54	
June	81	32	
July	68	49	
August	64	57	
September	59	69	
October	69	74	
November	73	75	
December	63	90	

### Median DOM

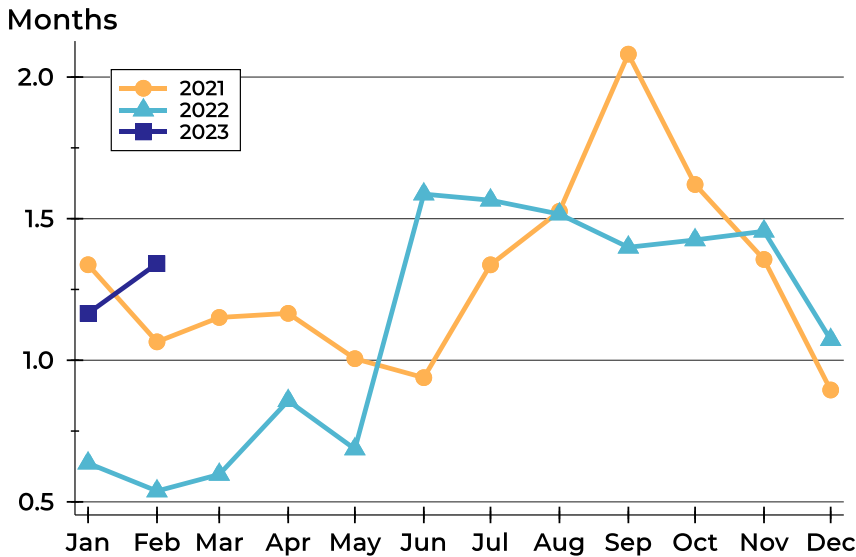


Month	2021	2022	2023
January	84	50	70
February	96	57	55
March	14	16	
April	31	20	
May	47	34	
June	37	15	
July	26	33	
August	34	34	
September	37	53	
October	45	57	
November	65	51	
December	51	65	



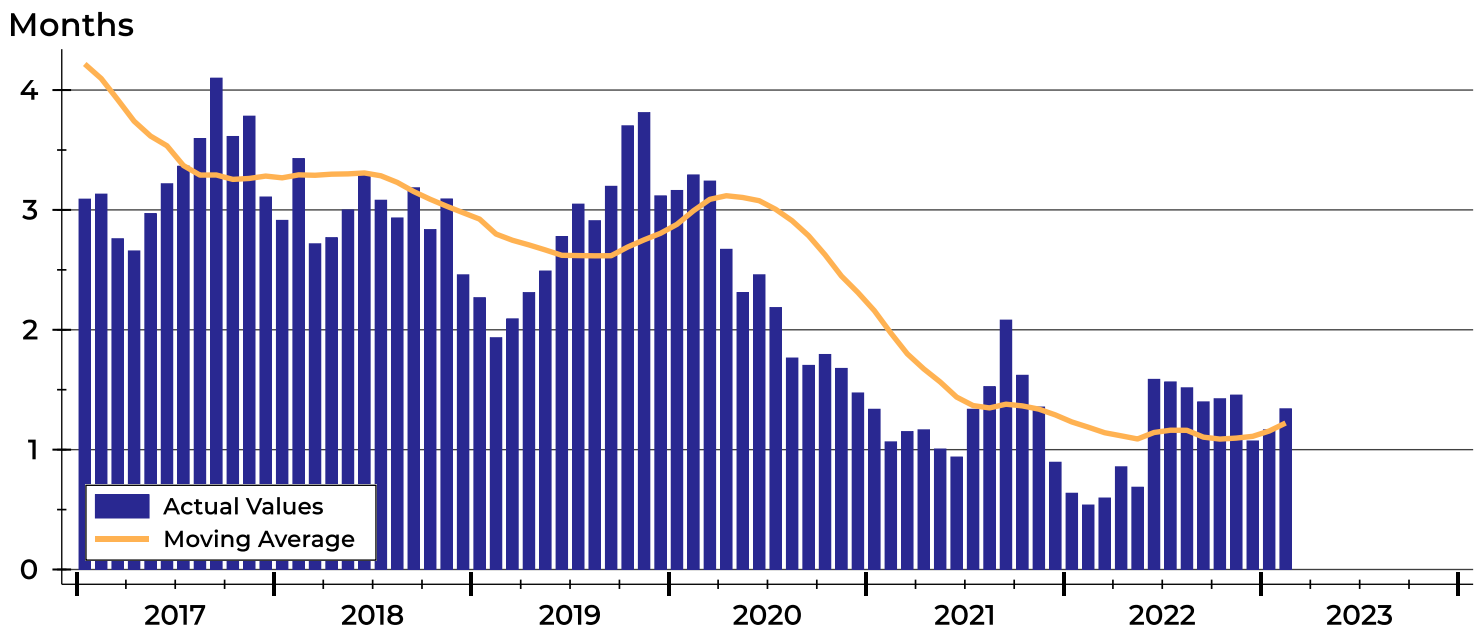
## North Region Months' Supply Analysis

### Months' Supply by Month



Month	2021	2022	2023
January	1.3	0.6	1.2
February	1.1	0.5	1.3
March	1.2	0.6	
April	1.2	0.9	
May	1.0	0.7	
June	0.9	1.6	
July	1.3	1.6	
August	1.5	1.5	
September	2.1	1.4	
October	1.6	1.4	
November	1.4	1.5	
December	0.9	1.1	

### History of Month's Supply





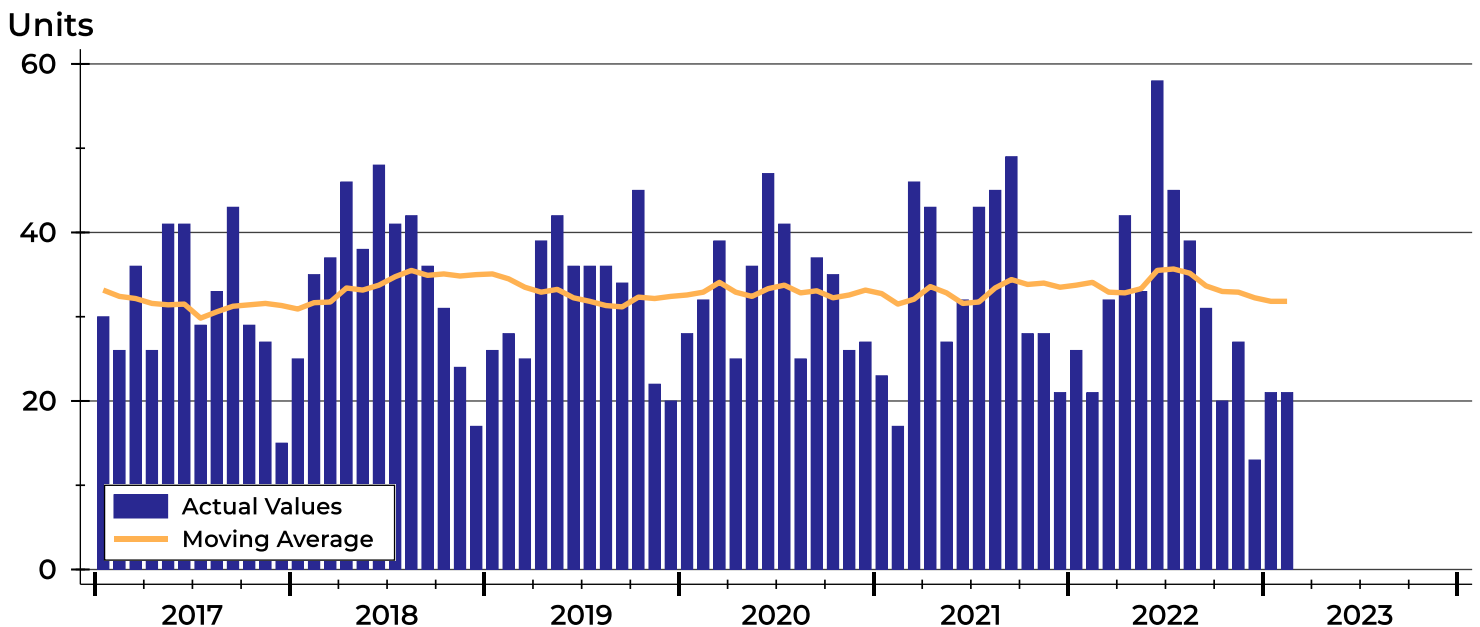
## North Region New Listings Analysis

Summary Statistics for New Listings		2023	February 2022	Change
Current Month	New Listings	21	21	0.0%
	Volume (1,000s)	4,151	4,060	2.2%
	Average List Price	197,686	193,343	2.2%
	Median List Price	134,900	170,000	-20.6%
Year-to-Date	New Listings	42	47	-10.6%
	Volume (1,000s)	9,444	9,461	-0.2%
	Average List Price	224,863	201,287	11.7%
	Median List Price	217,500	179,000	21.5%

A total of 21 new listings were added in North Region during February, the same figure as reported in 2022. Year-to-date North Region has seen 42 new listings.

The median list price of these homes was \$134,900 down from \$170,000 in 2022.

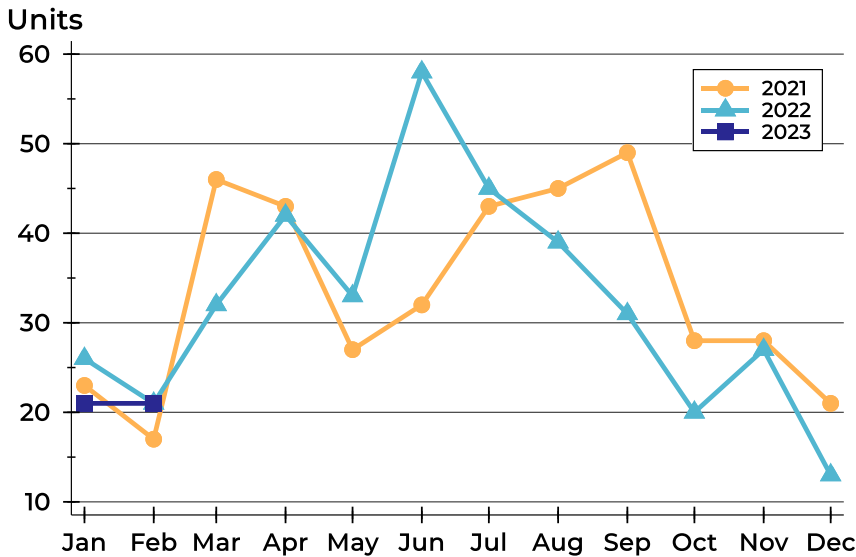
## History of New Listings





## North Region New Listings Analysis

### New Listings by Month



Month	2021	2022	2023
January	23	26	21
February	17	21	21
March	46	32	
April	43	42	
May	27	33	
June	32	58	
July	43	45	
August	45	39	
September	49	31	
October	28	20	
November	28	27	
December	21	13	

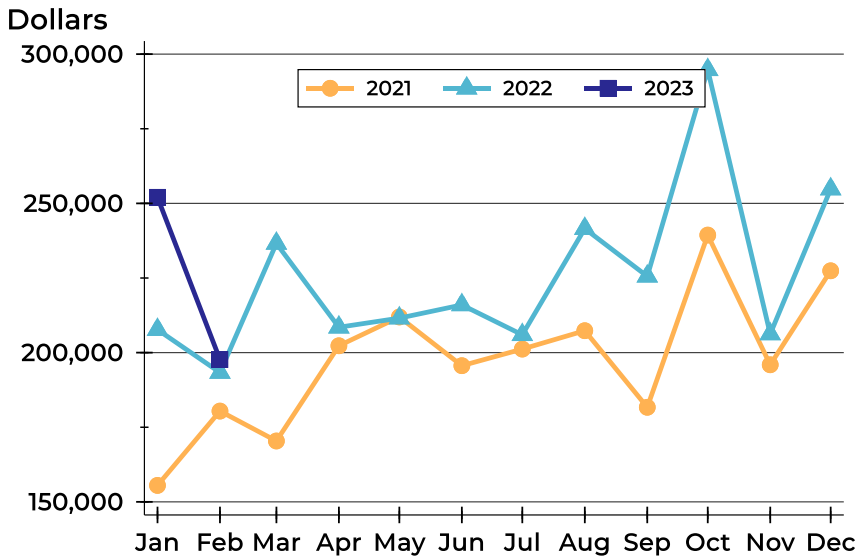
### New Listings by Price Range

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	7	33.3%	82,900	89,900	11	9	100.0%	100.0%
\$100,000-\$124,999	2	9.5%	119,900	119,900	9	9	100.0%	100.0%
\$125,000-\$149,999	2	9.5%	132,450	132,450	6	6	100.0%	100.0%
\$150,000-\$174,999	1	4.8%	160,000	160,000	3	3	106.3%	106.3%
\$175,000-\$199,999	1	4.8%	195,000	195,000	2	2	100.0%	100.0%
\$200,000-\$249,999	2	9.5%	247,000	247,000	5	5	100.0%	100.0%
\$250,000-\$299,999	3	14.3%	282,800	289,500	8	7	100.0%	100.0%
\$300,000-\$399,999	1	4.8%	399,000	399,000	29	29	76.0%	76.0%
\$400,000-\$499,999	2	9.5%	485,000	485,000	26	26	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



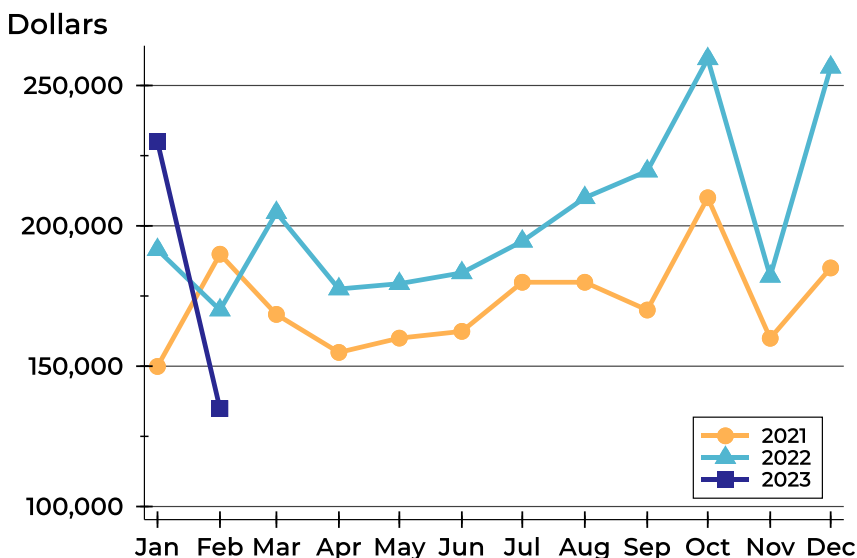
## North Region New Listings Analysis

### Average Price



Month	2021	2022	2023
January	155,521	207,704	252,040
February	180,419	193,343	197,686
March	170,404	236,584	
April	202,303	208,501	
May	211,946	211,561	
June	195,626	215,984	
July	201,188	205,980	
August	207,351	241,554	
September	181,699	225,584	
October	239,389	294,755	
November	195,930	206,251	
December	227,412	254,792	

### Median Price



Month	2021	2022	2023
January	149,900	191,500	230,000
February	189,900	170,000	134,900
March	168,450	204,700	
April	154,900	177,500	
May	160,000	179,400	
June	162,400	183,250	
July	179,900	194,500	
August	179,900	210,000	
September	170,000	219,500	
October	210,000	259,500	
November	159,950	182,000	
December	185,000	256,500	



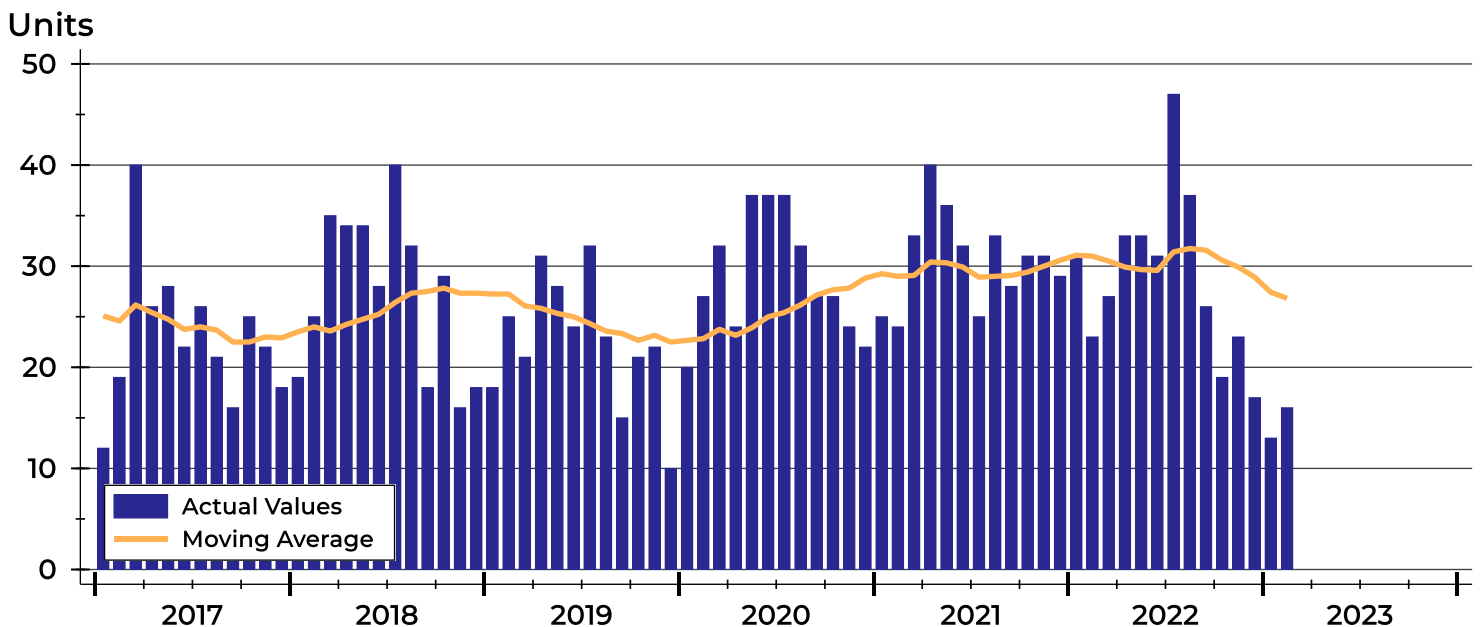
## North Region Contracts Written Analysis

Summary Statistics for Contracts Written		2023	February 2022	Change	2023	Year-to-Date 2022	Change
Contracts Written		16	23	-30.4%	29	54	-46.3%
Volume (1,000s)		3,164	4,834	-34.5%	5,909	12,042	-50.9%
Average	Sale Price	197,753	210,178	-5.9%	203,771	222,994	-8.6%
	Days on Market	34	16	112.5%	29	21	38.1%
	Percent of Original	98.4%	101.9%	-3.4%	94.7%	99.8%	-5.1%
Median	Sale Price	159,950	179,000	-10.6%	185,000	185,000	0.0%
	Days on Market	6	7	-14.3%	8	6	33.3%
	Percent of Original	100.0%	100.0%	0.0%	100.0%	100.0%	0.0%

A total of 16 contracts for sale were written in North Region during the month of February, down from 23 in 2022. The median list price of these homes was \$159,950, down from \$179,000 the prior year.

Half of the homes that went under contract in February were on the market less than 6 days, compared to 7 days in February 2022.

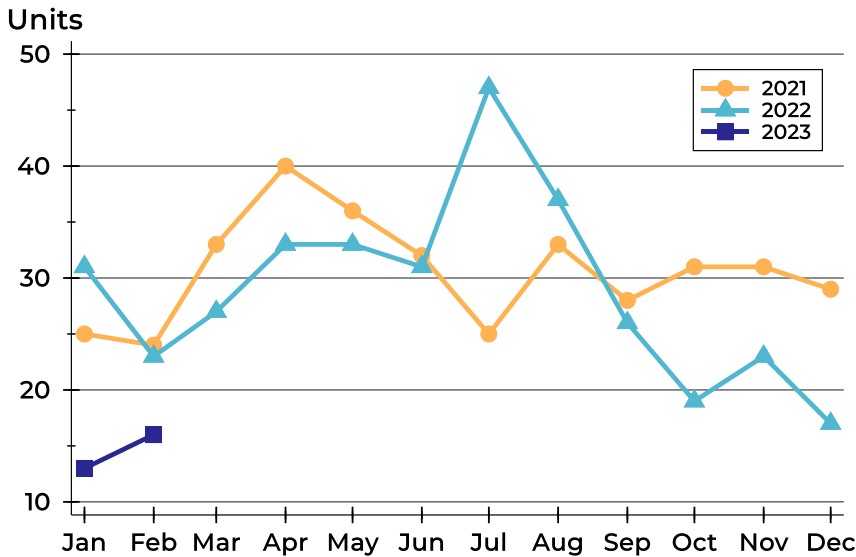
## History of Contracts Written





## North Region Contracts Written Analysis

### Contracts Written by Month



Month	2021	2022	2023
January	25	31	13
February	24	23	16
March	33	27	
April	40	33	
May	36	33	
June	32	31	
July	25	47	
August	33	37	
September	28	26	
October	31	19	
November	31	23	
December	29	17	

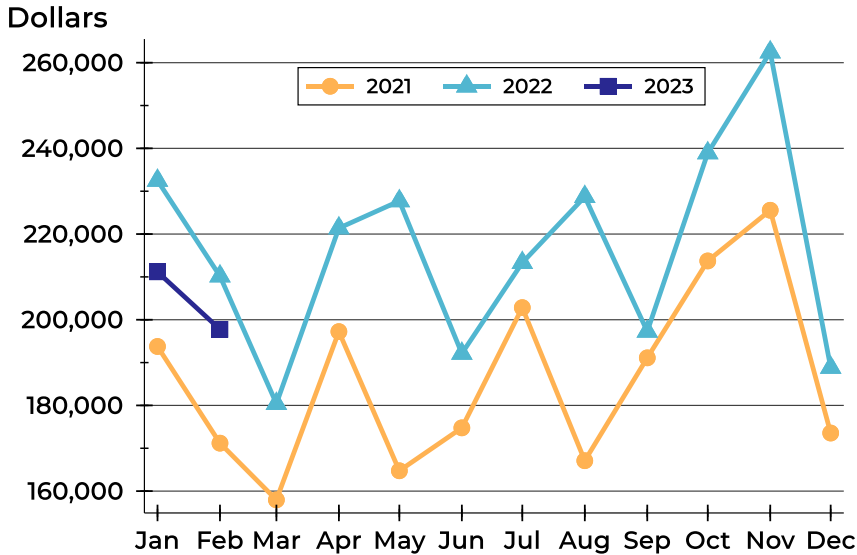
### Contracts Written by Price Range

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	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$50,000-\$99,999	4	25.0%	79,000	85,000	27	3	97.2%	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	3	18.8%	134,933	134,900	99	7	98.6%	100.0%
\$150,000-\$174,999	2	12.5%	159,950	159,950	38	38	98.8%	98.8%
\$175,000-\$199,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$200,000-\$249,999	2	12.5%	230,000	230,000	11	11	100.0%	100.0%
\$250,000-\$299,999	3	18.8%	296,450	299,900	8	7	100.0%	100.0%
\$300,000-\$399,999	2	12.5%	387,000	387,000	10	10	96.2%	96.2%
\$400,000-\$499,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$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



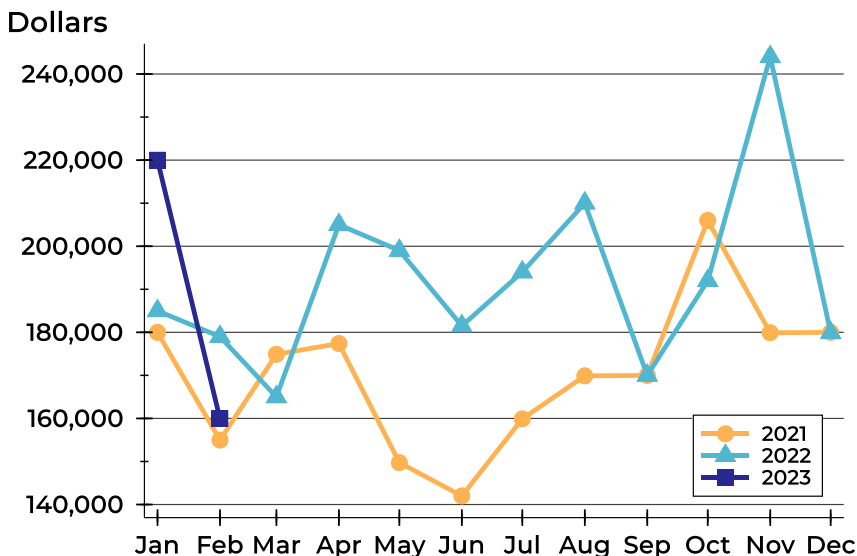
## North Region Contracts Written Analysis

### Average Price



Month	2021	2022	2023
January	193,759	232,503	211,177
February	171,195	210,178	197,753
March	157,955	180,415	
April	197,234	221,386	
May	164,746	227,724	
June	174,770	192,127	
July	202,832	213,306	
August	167,100	228,714	
September	191,111	197,277	
October	213,726	238,916	
November	225,556	262,463	
December	173,560	188,847	

### Median Price



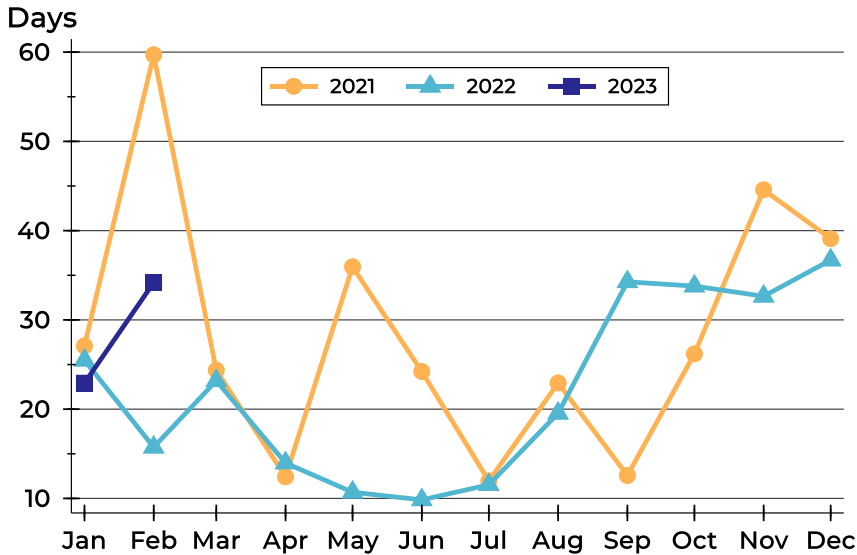
Month	2021	2022	2023
January	180,000	185,000	220,000
February	154,975	179,000	159,950
March	174,900	165,000	
April	177,400	205,000	
May	149,750	199,000	
June	142,000	181,500	
July	159,900	194,000	
August	169,900	210,000	
September	170,000	170,000	
October	206,000	192,000	
November	179,900	244,000	
December	180,000	179,900	





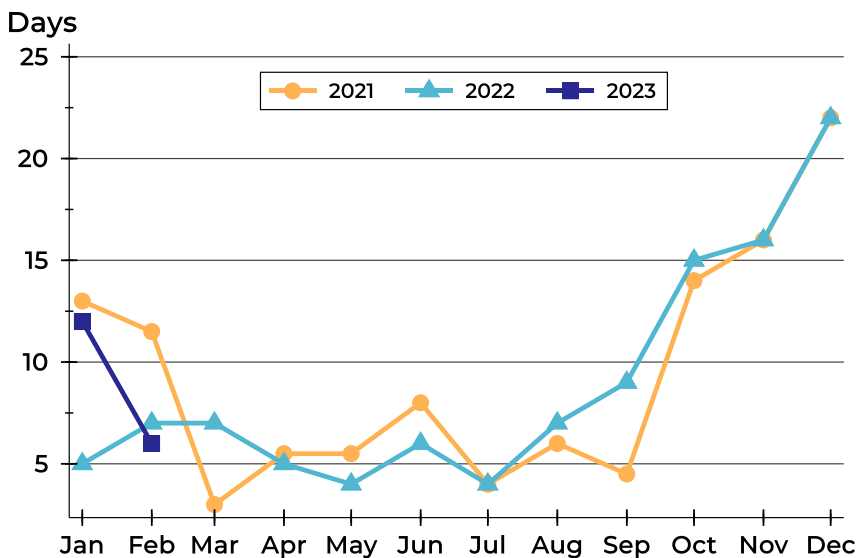
## North Region Contracts Written Analysis

### Average DOM



Month	2021	2022	2023
January	27	25	23
February	60	16	34
March	24	23	
April	12	14	
May	36	11	
June	24	10	
July	12	12	
August	23	20	
September	13	34	
October	26	34	
November	45	33	
December	39	37	

### Median DOM



Month	2021	2022	2023
January	13	5	12
February	12	7	6
March	3	7	
April	6	5	
May	6	4	
June	8	6	
July	4	4	
August	6	7	
September	5	9	
October	14	15	
November	16	16	
December	22	22	



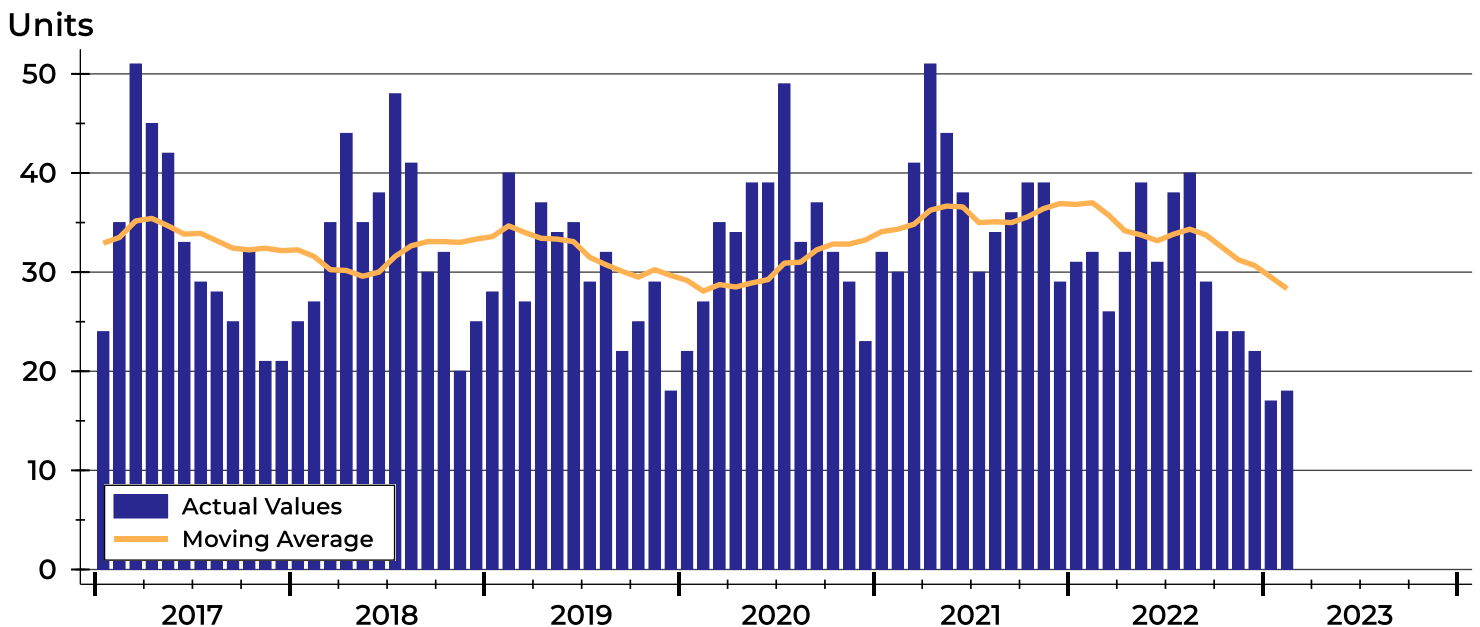
## North Region Pending Contracts Analysis

Summary Statistics for Pending Contracts		End of February		
		2023	2022	Change
Pending Contracts		18	32	-43.8%
Volume (1,000s)		3,779	6,813	-44.5%
Average	List Price	209,936	212,903	-1.4%
	Days on Market	33	20	65.0%
	Percent of Original	98.7%	101.5%	-2.8%
Median	List Price	217,500	177,000	22.9%
	Days on Market	8	6	33.3%
	Percent of Original	100.0%	100.0%	0.0%

A total of 18 listings in North Region had contracts pending at the end of February, down from 32 contracts pending at the end of February 2022.

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.

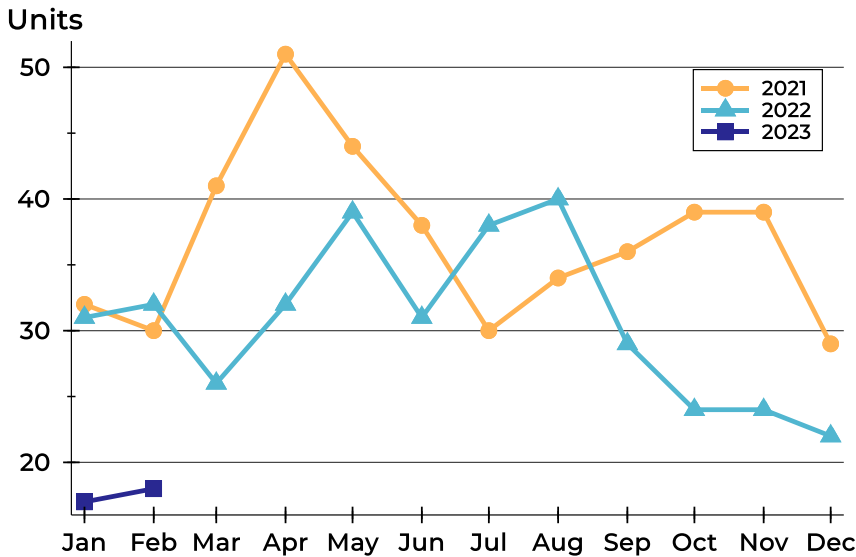
## History of Pending Contracts





## North Region Pending Contracts Analysis

### Pending Contracts by Month



Month	2021	2022	2023
January	32	31	17
February	30	32	18
March	41	26	
April	51	32	
May	44	39	
June	38	31	
July	30	38	
August	34	40	
September	36	29	
October	39	24	
November	39	24	
December	29	22	

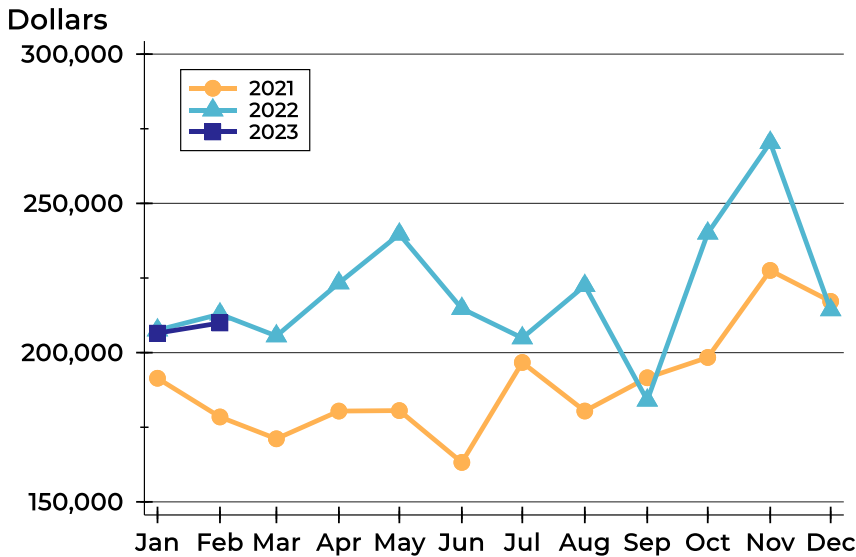
### Pending Contracts by Price Range

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	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$50,000-\$99,999	3	16.7%	87,000	90,000	36	5	96.3%	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	3	16.7%	138,233	139,900	102	13	98.6%	100.0%
\$150,000-\$174,999	2	11.1%	159,950	159,950	38	38	95.7%	95.7%
\$175,000-\$199,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$200,000-\$249,999	4	22.2%	225,000	220,000	14	12	100.0%	100.0%
\$250,000-\$299,999	4	22.2%	297,313	299,900	9	10	100.0%	100.0%
\$300,000-\$399,999	2	11.1%	347,000	347,000	7	7	100.0%	100.0%
\$400,000-\$499,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$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



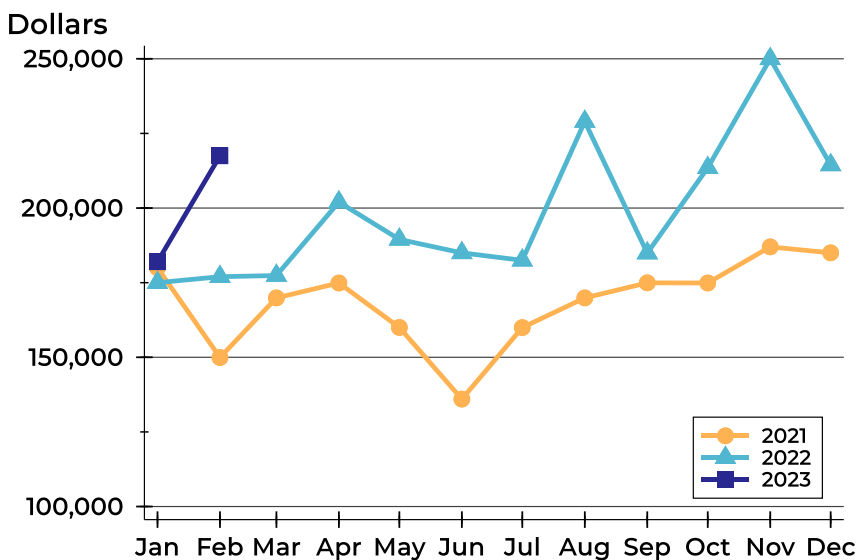
## North Region Pending Contracts Analysis

### Average Price



Month	2021	2022	2023
January	191,421	207,539	206,529
February	178,453	212,903	209,936
March	171,130	205,571	
April	180,417	223,314	
May	180,589	239,659	
June	163,214	214,753	
July	196,710	204,908	
August	180,431	222,430	
September	191,582	184,028	
October	198,377	239,988	
November	227,543	270,383	
December	217,167	214,309	

### Median Price

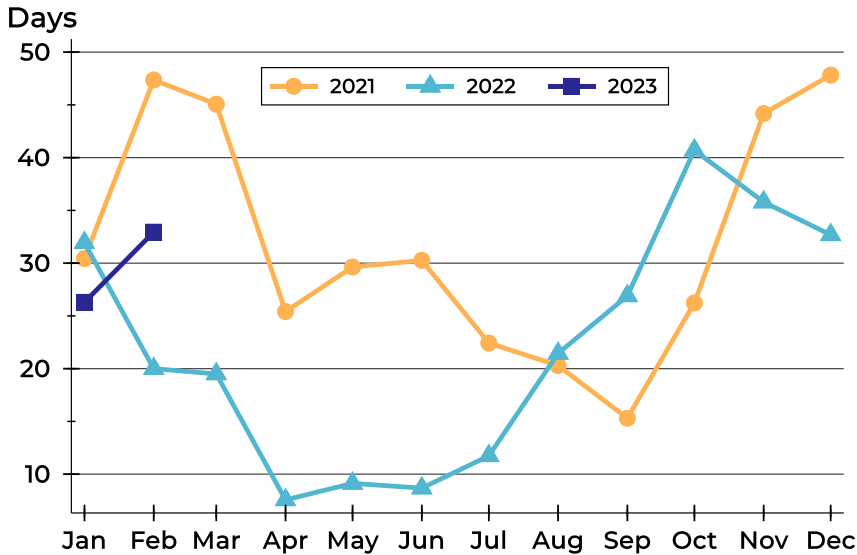


Month	2021	2022	2023
January	180,000	175,000	182,000
February	149,925	177,000	217,500
March	169,900	177,400	
April	174,900	202,000	
May	160,000	189,500	
June	136,000	185,000	
July	159,950	182,500	
August	169,900	229,000	
September	174,950	184,900	
October	174,900	213,500	
November	187,000	250,000	
December	185,000	214,450	



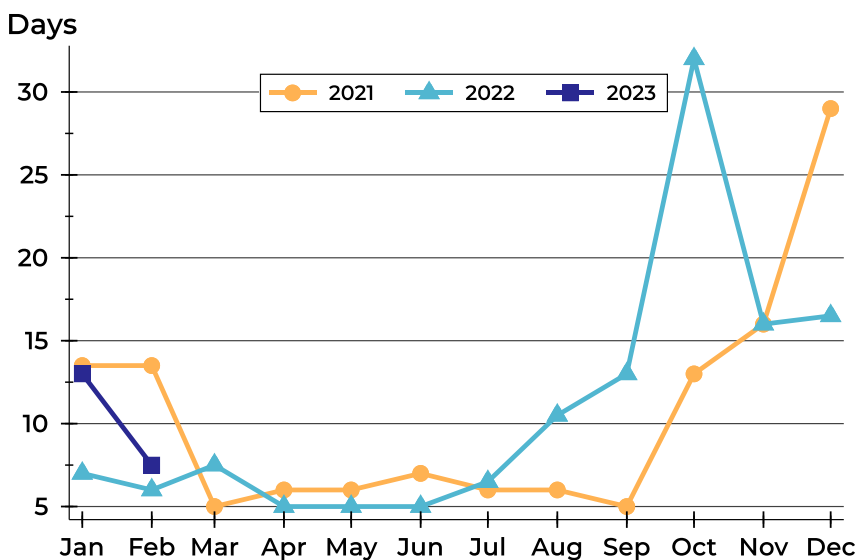
## North Region Pending Contracts Analysis

### Average DOM



Month	2021	2022	2023
January	30	32	26
February	47	20	33
March	45	20	
April	25	8	
May	30	9	
June	30	9	
July	22	12	
August	20	21	
September	15	27	
October	26	41	
November	44	36	
December	48	33	

### Median DOM



Month	2021	2022	2023
January	14	7	13
February	14	6	8
March	5	8	
April	6	5	
May	6	5	
June	7	5	
July	6	7	
August	6	11	
September	5	13	
October	13	32	
November	16	16	
December	29	17	



## South Region Housing Report



### Market Overview

#### South Region Home Sales Fell in February

Total home sales in South Region fell last month to 19 units, compared to 32 units in February 2022. Total sales volume was \$3.2 million, down from a year earlier.

The median sale price in February was \$180,000, up from \$133,250 a year earlier. Homes that sold in February were typically on the market for 27 days and sold for 96.8% of their list prices.

#### South Region Active Listings Up at End of February

The total number of active listings in South Region at the end of February was 22 units, up from 18 at the same point in 2022. 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 February was \$236,750.

During February, a total of 28 contracts were written up from 19 in February 2022. At the end of the month, there were 37 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

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## South Region Summary Statistics

February MLS Statistics Three-year History		Current Month			Year-to-Date		
		2023	2022	2021	2023	2022	2021
<b>Home Sales</b>		<b>19</b>	<b>32</b>	<b>27</b>	<b>28</b>	<b>46</b>	<b>50</b>
Change from prior year		-40.6%	18.5%	68.8%	-39.1%	-8.0%	56.3%
<b>Active Listings</b>		<b>22</b>	<b>18</b>	<b>25</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
Change from prior year		22.2%	-28.0%	-63.2%			
<b>Months' Supply</b>		<b>0.7</b>	<b>0.5</b>	<b>0.7</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
Change from prior year		40.0%	-28.6%	-68.2%			
<b>New Listings</b>		<b>21</b>	<b>23</b>	<b>23</b>	<b>47</b>	<b>48</b>	<b>61</b>
Change from prior year		-8.7%	0.0%	-56.6%	-2.1%	-21.3%	-27.4%
<b>Contracts Written</b>		<b>28</b>	<b>19</b>	<b>34</b>	<b>46</b>	<b>47</b>	<b>65</b>
Change from prior year		47.4%	-44.1%	13.3%	-2.1%	-27.7%	3.2%
<b>Pending Contracts</b>		<b>37</b>	<b>40</b>	<b>42</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
Change from prior year		-7.5%	-4.8%	-10.6%			
<b>Sales Volume (1,000s)</b>		<b>3,155</b>	<b>5,317</b>	<b>4,224</b>	<b>4,686</b>	<b>6,896</b>	<b>7,909</b>
Change from prior year		-40.7%	25.9%	84.5%	-32.0%	-12.8%	85.0%
<b>Average</b>	<b>Sale Price</b>	<b>166,053</b>	<b>166,151</b>	<b>156,432</b>	<b>167,339</b>	<b>149,913</b>	<b>158,181</b>
	Change from prior year	-0.1%	6.2%	9.3%	11.6%	-5.2%	18.4%
	<b>List Price of Actives</b>	<b>362,877</b>	<b>129,250</b>	<b>162,432</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
	Change from prior year	180.8%	-20.4%	6.7%			
	<b>Days on Market</b>	<b>49</b>	<b>19</b>	<b>25</b>	<b>46</b>	<b>19</b>	<b>36</b>
Change from prior year	157.9%	-24.0%	-52.8%	142.1%	-47.2%	-40.0%	
<b>Percent of List</b>	<b>97.5%</b>	<b>97.6%</b>	<b>97.9%</b>	<b>95.9%</b>	<b>97.0%</b>	<b>96.6%</b>	
Change from prior year	-0.1%	-0.3%	3.2%	-1.1%	0.4%	1.9%	
<b>Percent of Original</b>	<b>95.3%</b>	<b>96.8%</b>	<b>96.9%</b>	<b>93.3%</b>	<b>95.7%</b>	<b>95.3%</b>	
Change from prior year	-1.5%	-0.1%	5.1%	-2.5%	0.4%	3.6%	
<b>Median</b>	<b>Sale Price</b>	<b>180,000</b>	<b>133,250</b>	<b>156,000</b>	<b>172,500</b>	<b>119,450</b>	<b>159,500</b>
	Change from prior year	35.1%	-14.6%	25.8%	44.4%	-25.1%	24.6%
	<b>List Price of Actives</b>	<b>236,750</b>	<b>89,900</b>	<b>127,000</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
	Change from prior year	163.3%	-29.2%	12.1%			
	<b>Days on Market</b>	<b>27</b>	<b>8</b>	<b>5</b>	<b>26</b>	<b>11</b>	<b>8</b>
Change from prior year	237.5%	60.0%	-86.8%	136.4%	37.5%	-78.9%	
<b>Percent of List</b>	<b>96.8%</b>	<b>98.3%</b>	<b>98.5%</b>	<b>96.0%</b>	<b>97.9%</b>	<b>98.2%</b>	
Change from prior year	-1.5%	-0.2%	2.5%	-1.9%	-0.3%	1.8%	
<b>Percent of Original</b>	<b>95.2%</b>	<b>98.3%</b>	<b>98.5%</b>	<b>93.6%</b>	<b>97.7%</b>	<b>97.9%</b>	
Change from prior year	-3.2%	-0.2%	4.3%	-4.2%	-0.2%	3.7%	

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



## South Region Closed Listings Analysis

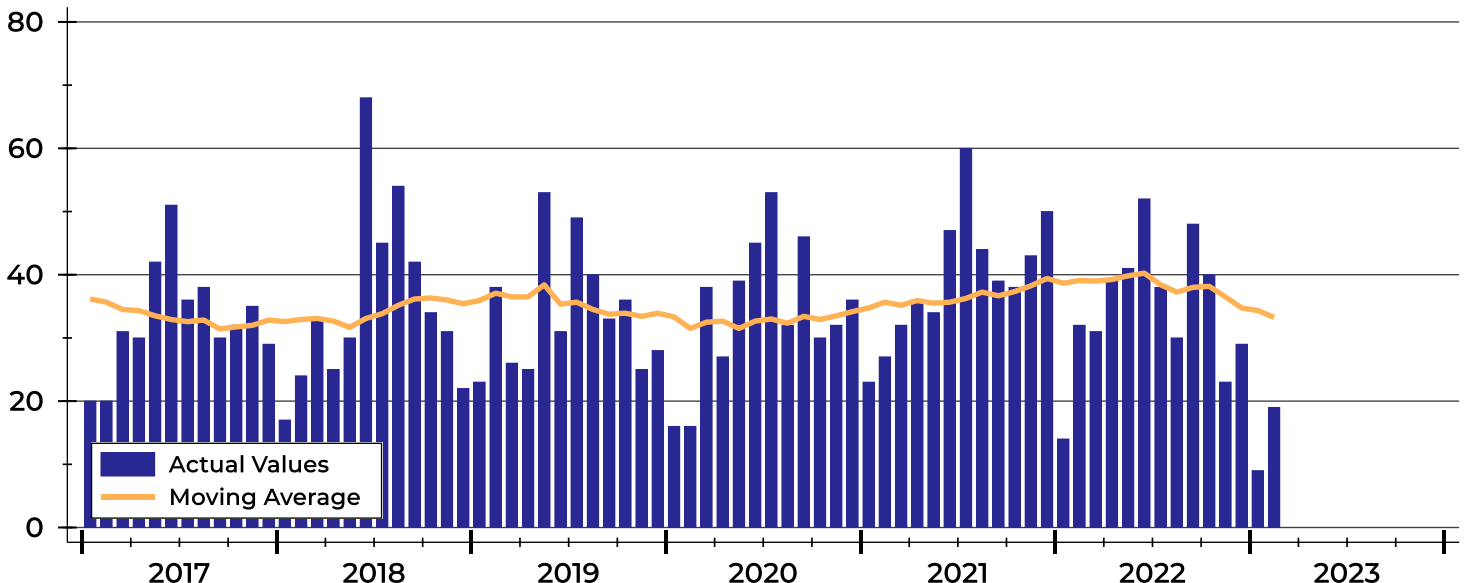
Summary Statistics for Closed Listings		February			Year-to-Date		
		2023	2022	Change	2023	2022	Change
Closed Listings		19	32	-40.6%	28	46	-39.1%
Volume (1,000s)		3,155	5,317	-40.7%	4,686	6,896	-32.0%
Months' Supply		0.7	0.5	40.0%	N/A	N/A	N/A
Average	Sale Price	166,053	166,151	-0.1%	167,339	149,913	11.6%
	Days on Market	49	19	157.9%	46	19	142.1%
	Percent of List	97.5%	97.6%	-0.1%	95.9%	97.0%	-1.1%
	Percent of Original	95.3%	96.8%	-1.5%	93.3%	95.7%	-2.5%
Median	Sale Price	180,000	133,250	35.1%	172,500	119,450	44.4%
	Days on Market	27	8	237.5%	26	11	136.4%
	Percent of List	96.8%	98.3%	-1.5%	96.0%	97.9%	-1.9%
	Percent of Original	95.2%	98.3%	-3.2%	93.6%	97.7%	-4.2%

A total of 19 homes sold in South Region in February, down from 32 units in February 2022. Total sales volume fell to \$3.2 million compared to \$5.3 million in the previous year.

The median sales price in February was \$180,000, up 35.1% compared to the prior year. Median days on market was 27 days, up from 10 days in January, and up from 8 in February 2022.

## History of Closed Listings

Units

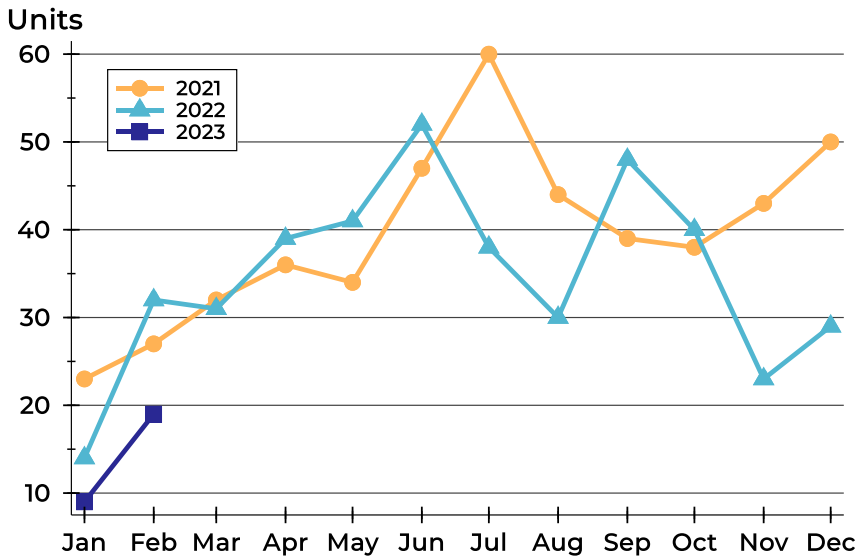






## South Region Closed Listings Analysis

### Closed Listings by Month



Month	2021	2022	2023
January	23	14	9
February	27	32	19
March	32	31	
April	36	39	
May	34	41	
June	47	52	
July	60	38	
August	44	30	
September	39	48	
October	38	40	
November	43	23	
December	50	29	

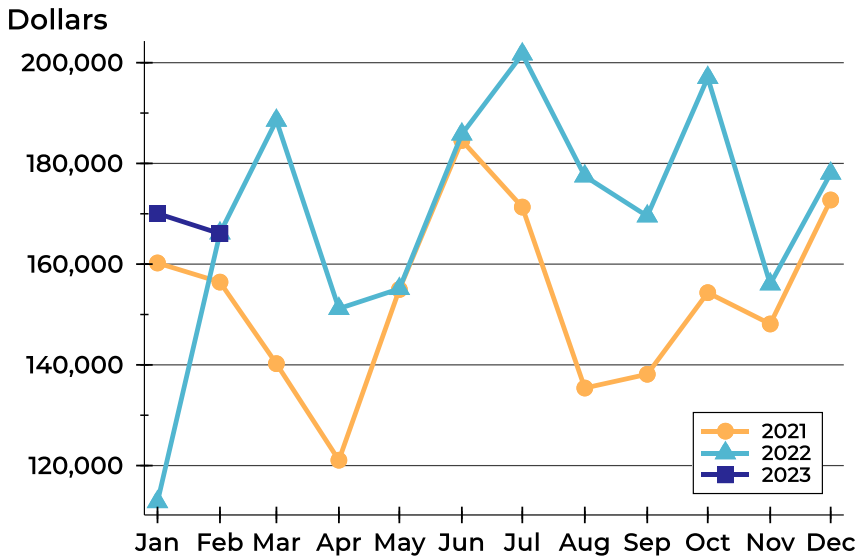
### Closed Listings by Price Range

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	1	5.3%	0.0	19,500	19,500	10	10	84.8%	84.8%	84.8%	84.8%
\$25,000-\$49,999	0	0.0%	0.0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$50,000-\$99,999	4	21.1%	0.2	73,625	72,500	44	29	102.9%	92.6%	100.4%	91.5%
\$100,000-\$124,999	3	15.8%	0.5	105,833	105,000	85	35	89.1%	89.2%	81.5%	79.2%
\$125,000-\$149,999	0	0.0%	0.3	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$150,000-\$174,999	1	5.3%	0.5	165,000	165,000	3	3	100.6%	100.6%	100.6%	100.6%
\$175,000-\$199,999	2	10.5%	0.7	188,000	188,000	55	55	99.5%	99.5%	98.4%	98.4%
\$200,000-\$249,999	5	26.3%	0.9	210,700	205,000	59	69	98.1%	97.6%	97.4%	95.6%
\$250,000-\$299,999	2	10.5%	0.0	258,500	258,500	34	34	100.4%	100.4%	98.8%	98.8%
\$300,000-\$399,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$400,000-\$499,999	1	5.3%	1.2	412,000	412,000	10	10	96.9%	96.9%	96.9%	96.9%
\$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



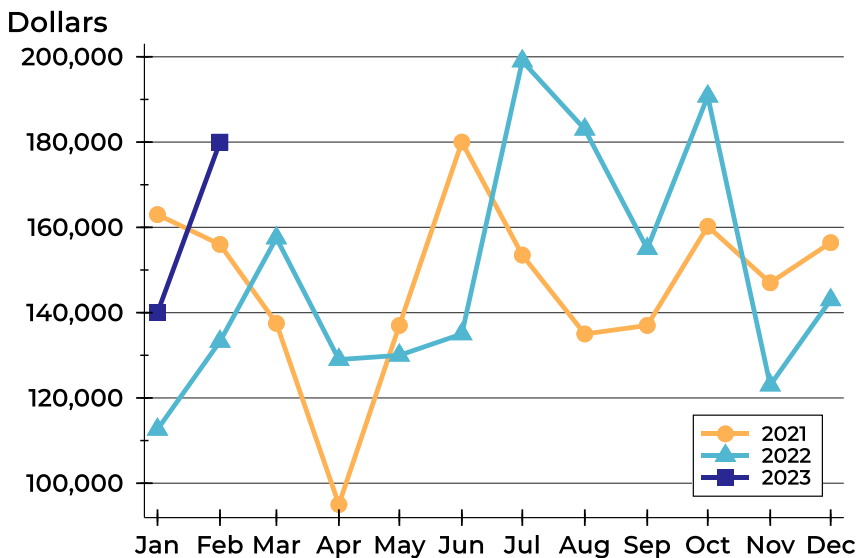
## South Region Closed Listings Analysis

### Average Price



Month	2021	2022	2023
January	160,235	112,796	<b>170,056</b>
February	156,432	166,151	<b>166,053</b>
March	140,241	188,532	
April	121,075	151,170	
May	154,972	155,110	
June	184,562	185,795	
July	171,326	201,697	
August	135,400	177,477	
September	138,141	169,540	
October	154,339	197,033	
November	148,120	156,032	
December	172,741	178,024	

### Median Price

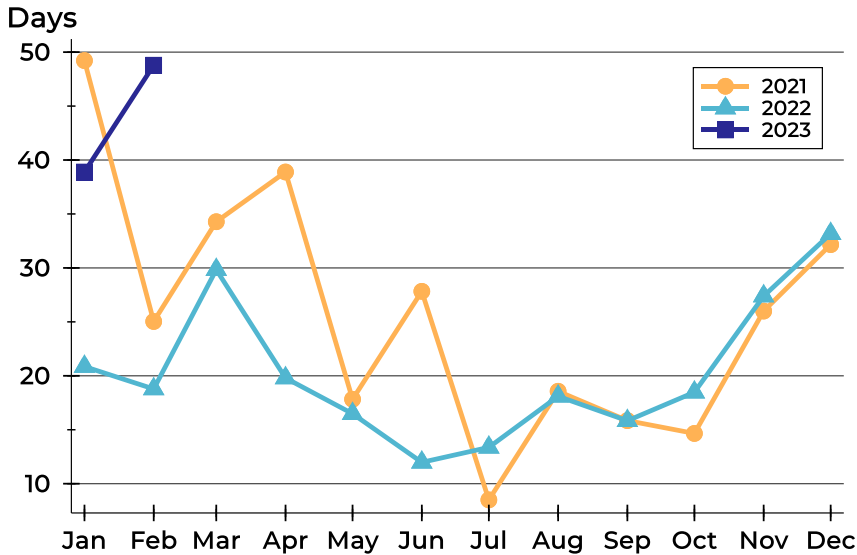


Month	2021	2022	2023
January	163,000	112,625	<b>140,000</b>
February	156,000	133,250	<b>180,000</b>
March	137,500	157,500	
April	95,000	129,000	
May	137,000	130,000	
June	180,000	135,000	
July	153,500	199,000	
August	135,000	183,000	
September	137,000	155,000	
October	160,250	190,750	
November	147,000	123,000	
December	156,421	143,000	



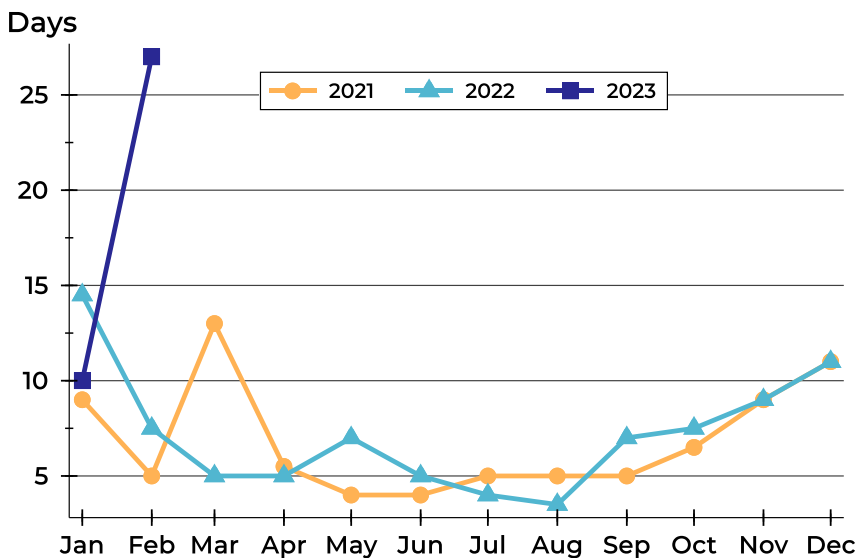
## South Region Closed Listings Analysis

### Average DOM



Month	2021	2022	2023
January	49	21	39
February	25	19	49
March	34	30	
April	39	20	
May	18	16	
June	28	12	
July	9	13	
August	19	18	
September	16	16	
October	15	18	
November	26	27	
December	32	33	

### Median DOM



Month	2021	2022	2023
January	9	15	10
February	5	8	27
March	13	5	
April	6	5	
May	4	7	
June	4	5	
July	5	4	
August	5	4	
September	5	7	
October	7	8	
November	9	9	
December	11	11	



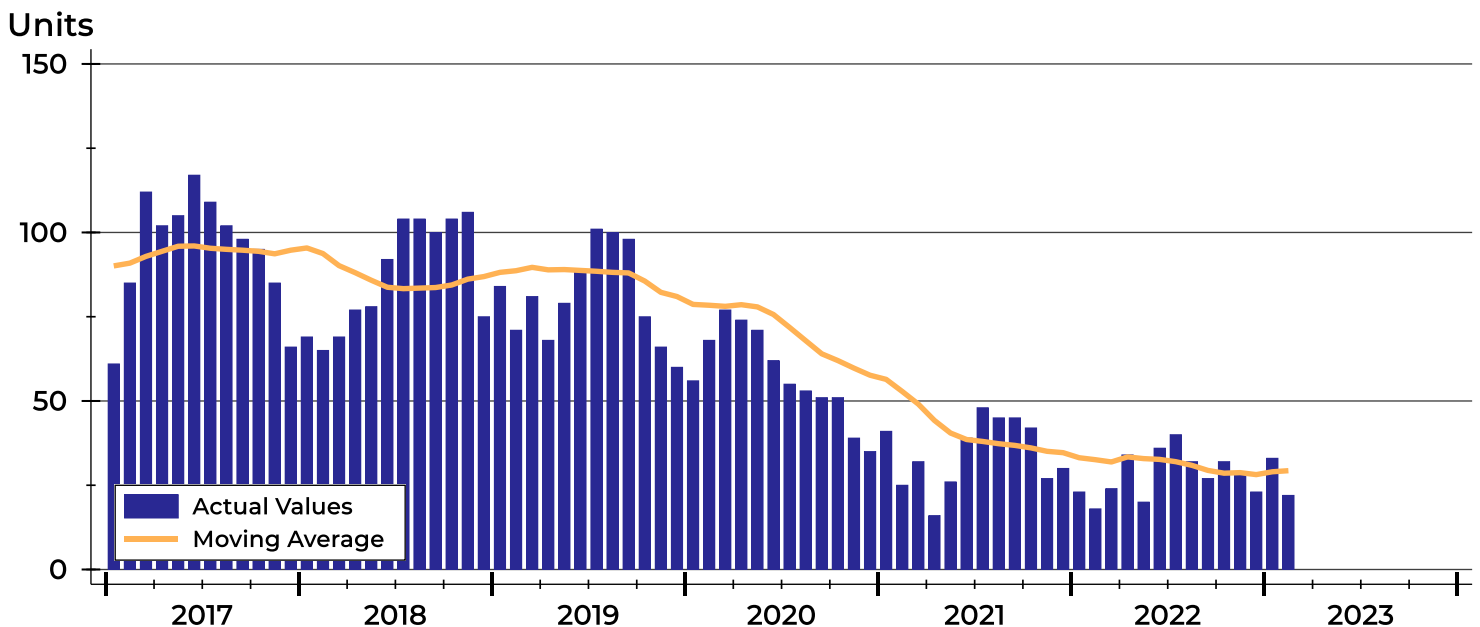
## South Region Active Listings Analysis

Summary Statistics for Active Listings		2023	End of February 2022	Change
Active Listings		22	18	22.2%
Volume (1,000s)		7,983	2,326	243.2%
Months' Supply		0.7	0.5	40.0%
Average	List Price	362,877	129,250	180.8%
	Days on Market	64	61	4.9%
	Percent of Original	96.1%	95.0%	1.2%
Median	List Price	236,750	89,900	163.3%
	Days on Market	42	41	2.4%
	Percent of Original	99.5%	100.0%	-0.5%

A total of 22 homes were available for sale in South Region at the end of February. This represents a 0.7 months' supply of active listings.

The median list price of homes on the market at the end of February was \$236,750, up 163.3% from 2022. The typical time on market for active listings was 42 days, up from 41 days a year earlier.

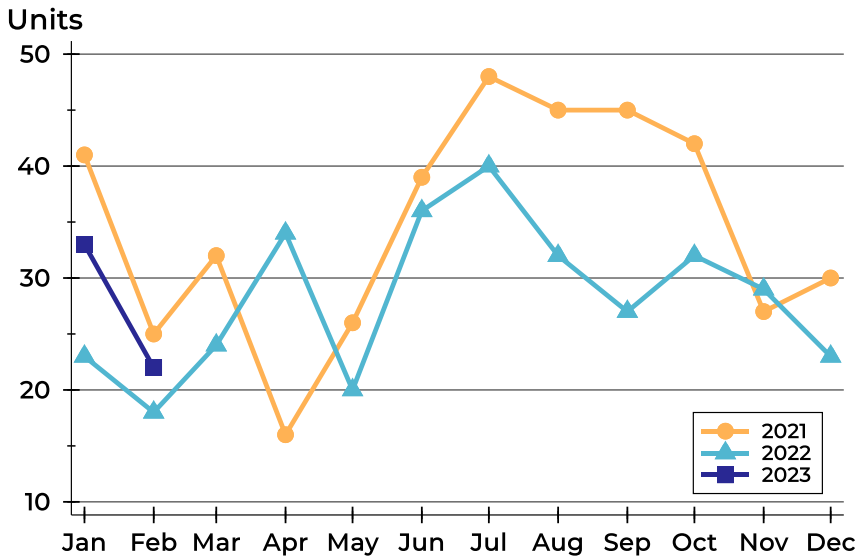
## History of Active Listings





## South Region Active Listings Analysis

### Active Listings by Month



Month	2021	2022	2023
January	41	23	33
February	25	18	22
March	32	24	
April	16	34	
May	26	20	
June	39	36	
July	48	40	
August	45	32	
September	45	27	
October	42	32	
November	27	29	
December	30	23	

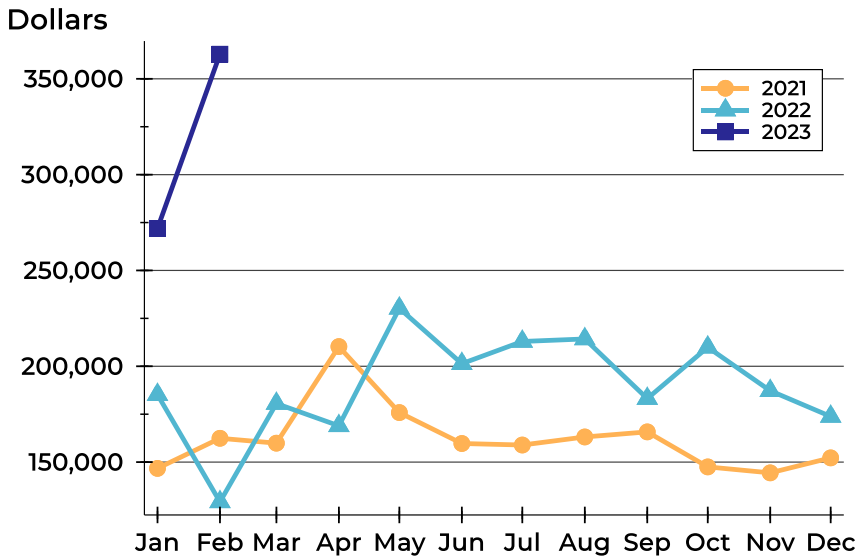
### Active Listings by Price Range

Price Range	Active Listings		Months' Supply	List Price		Days on Market		Price as % of Orig.	
	Number	Percent		Average	Median	Avg.	Med.	Avg.	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	1	4.5%	0.2	71,000	71,000	87	87	94.7%	94.7%
\$100,000-\$124,999	2	9.1%	0.5	115,950	115,950	117	117	90.0%	90.0%
\$125,000-\$149,999	1	4.5%	0.3	129,900	129,900	1	1	100.0%	100.0%
\$150,000-\$174,999	1	4.5%	0.5	164,900	164,900	163	163	100.0%	100.0%
\$175,000-\$199,999	2	9.1%	0.7	187,450	187,450	28	28	100.0%	100.0%
\$200,000-\$249,999	5	22.7%	0.9	229,080	226,900	78	84	93.1%	94.7%
\$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	5	22.7%	N/A	358,860	359,000	39	21	97.8%	100.0%
\$400,000-\$499,999	1	4.5%	1.2	410,000	410,000	125	125	93.4%	93.4%
\$500,000-\$749,999	2	9.1%	N/A	582,500	582,500	42	42	96.0%	96.0%
\$750,000-\$999,999	1	4.5%	N/A	899,000	899,000	39	39	100.0%	100.0%
\$1,000,000 and up	1	4.5%	N/A	1,597,000	1,597,000	35	35	100.0%	100.0%



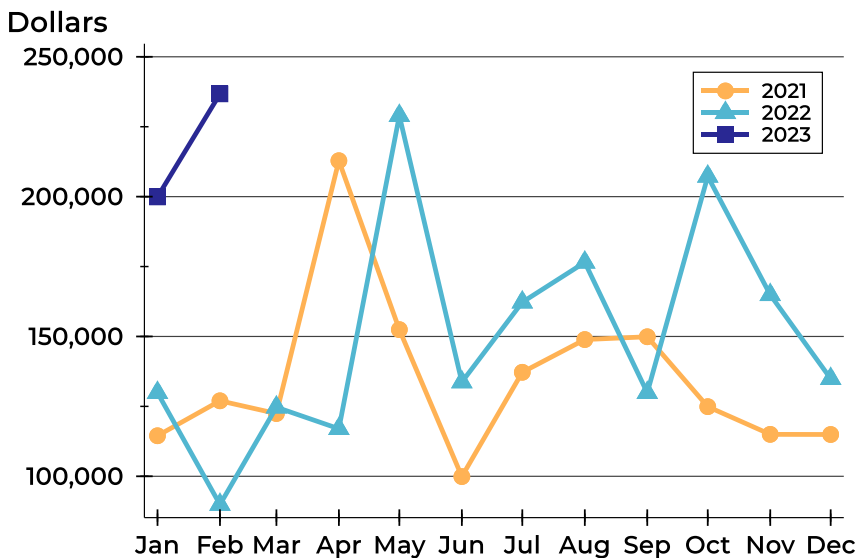
## South Region Active Listings Analysis

### Average Price



Month	2021	2022	2023
January	146,720	185,204	<b>271,926</b>
February	162,432	129,250	<b>362,877</b>
March	159,881	180,565	
April	210,297	168,941	
May	175,850	230,253	
June	159,719	201,368	
July	158,919	212,957	
August	163,124	214,261	
September	165,777	183,156	
October	147,499	209,934	
November	144,400	187,245	
December	152,213	173,822	

### Median Price

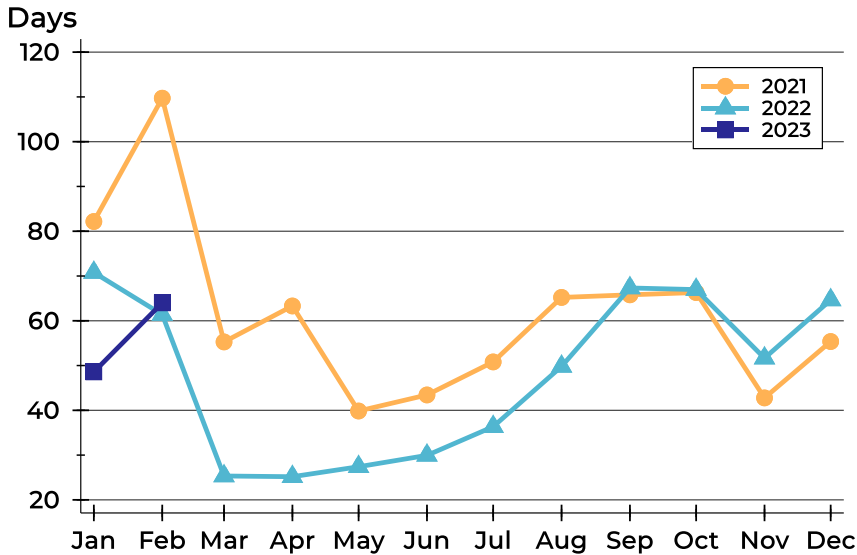


Month	2021	2022	2023
January	114,500	129,900	<b>199,900</b>
February	127,000	89,900	<b>236,750</b>
March	122,448	124,700	
April	212,850	117,000	
May	152,450	228,950	
June	99,900	133,700	
July	137,200	162,250	
August	148,900	176,500	
September	149,900	129,900	
October	124,900	207,250	
November	115,000	164,900	
December	114,950	134,900	



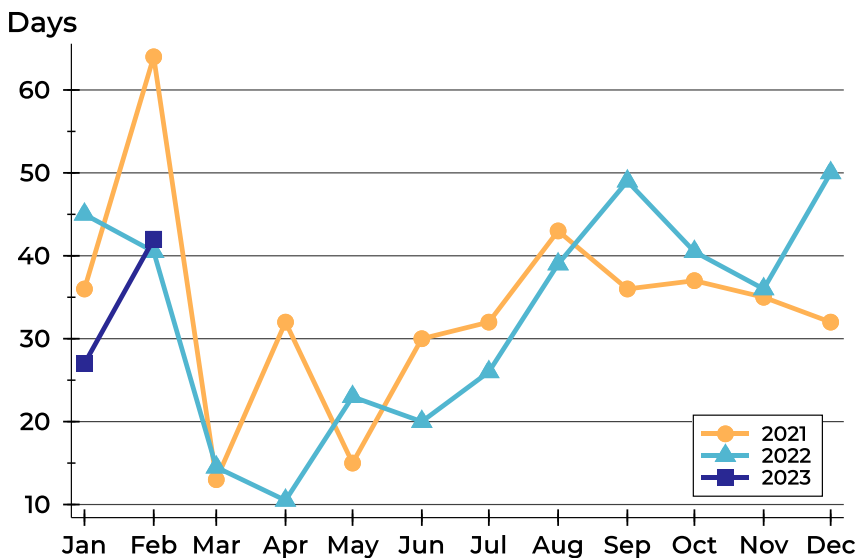
## South Region Active Listings Analysis

### Average DOM



Month	2021	2022	2023
January	82	71	49
February	110	61	64
March	55	25	
April	63	25	
May	40	27	
June	43	30	
July	51	36	
August	65	50	
September	66	67	
October	66	67	
November	43	52	
December	55	65	

### Median DOM

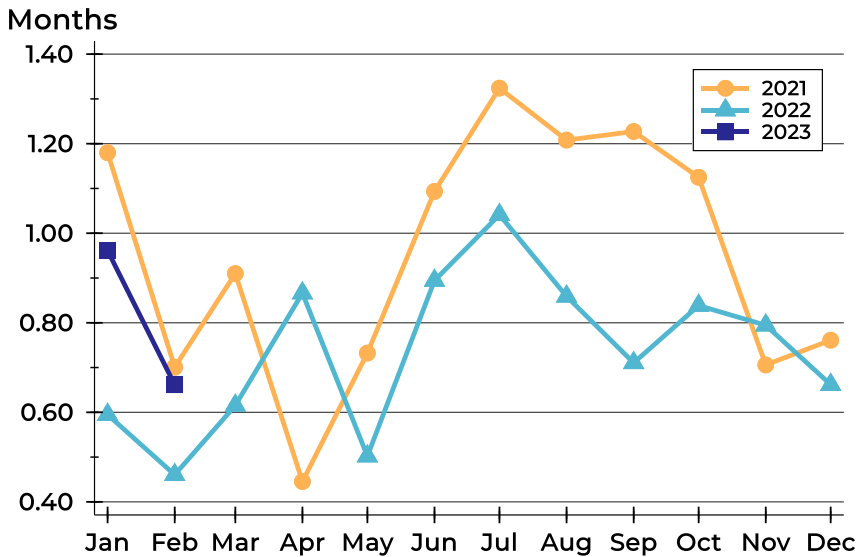


Month	2021	2022	2023
January	36	45	27
February	64	41	42
March	13	15	
April	32	11	
May	15	23	
June	30	20	
July	32	26	
August	43	39	
September	36	49	
October	37	41	
November	35	36	
December	32	50	



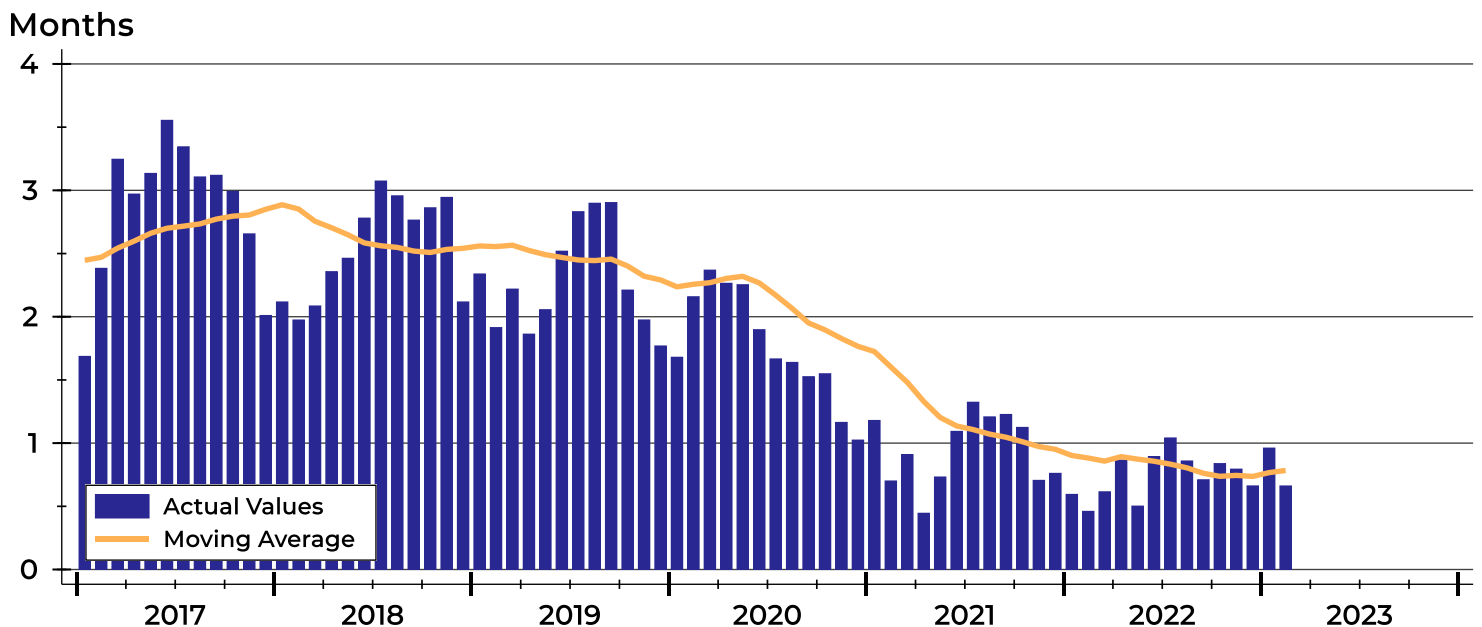
# South Region Months' Supply Analysis

## Months' Supply by Month



Month	2021	2022	2023
January	1.2	0.6	1.0
February	0.7	0.5	0.7
March	0.9	0.6	
April	0.4	0.9	
May	0.7	0.5	
June	1.1	0.9	
July	1.3	1.0	
August	1.2	0.9	
September	1.2	0.7	
October	1.1	0.8	
November	0.7	0.8	
December	0.8	0.7	

## History of Month's Supply







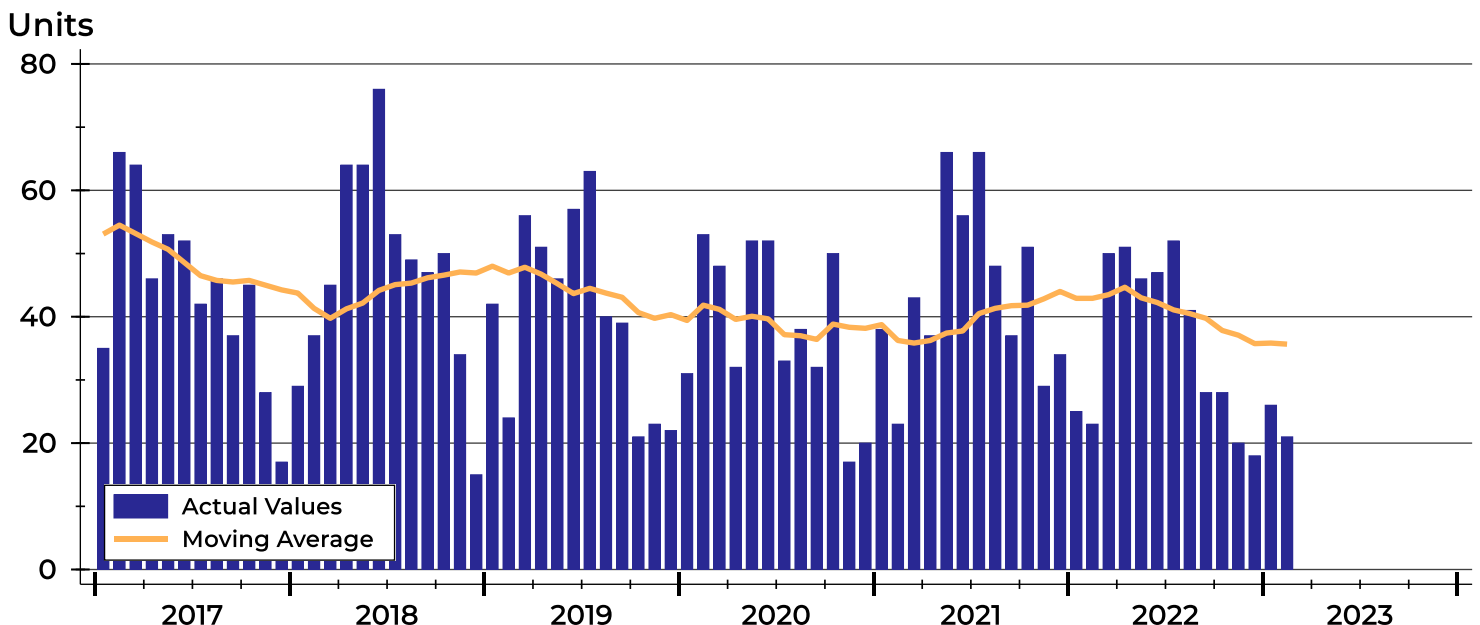
## South Region New Listings Analysis

Summary Statistics for New Listings		2023	February 2022	Change
Current Month	New Listings	21	23	-8.7%
	Volume (1,000s)	4,143	4,060	2.0%
	Average List Price	197,267	176,520	11.8%
	Median List Price	159,900	146,900	8.8%
Year-to-Date	New Listings	47	48	-2.1%
	Volume (1,000s)	11,639	8,271	40.7%
	Average List Price	247,648	172,314	43.7%
	Median List Price	179,900	147,400	22.0%

A total of 21 new listings were added in South Region during February, down 8.7% from the same month in 2022. Year-to-date South Region has seen 47 new listings.

The median list price of these homes was \$159,900 up from \$146,900 in 2022.

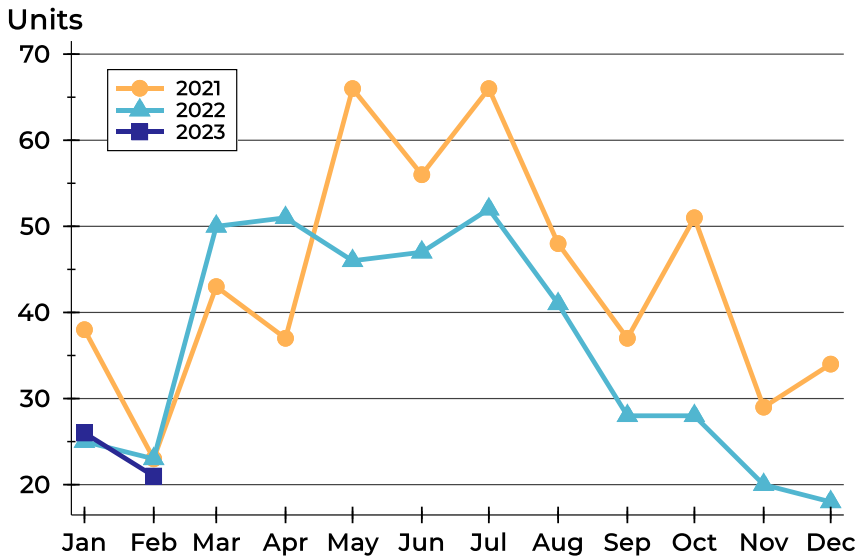
## History of New Listings





## South Region New Listings Analysis

### New Listings by Month



Month	2021	2022	2023
January	38	25	26
February	23	23	21
March	43	50	
April	37	51	
May	66	46	
June	56	47	
July	66	52	
August	48	41	
September	37	28	
October	51	28	
November	29	20	
December	34	18	

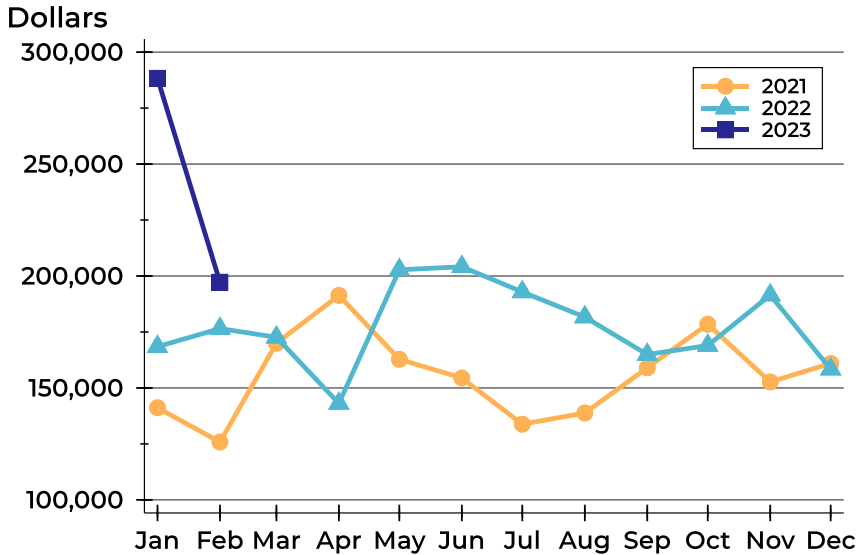
### New Listings by Price Range

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	2	9.5%	93,950	93,950	6	6	100.0%	100.0%
\$100,000-\$124,999	4	19.0%	121,175	122,450	4	4	98.1%	100.0%
\$125,000-\$149,999	4	19.0%	134,575	134,450	4	4	100.0%	100.0%
\$150,000-\$174,999	2	9.5%	166,450	166,450	6	6	100.0%	100.0%
\$175,000-\$199,999	1	4.8%	195,000	195,000	22	22	100.0%	100.0%
\$200,000-\$249,999	3	14.3%	232,133	229,000	2	3	99.9%	100.0%
\$250,000-\$299,999	1	4.8%	258,000	258,000	0	0	100.0%	100.0%
\$300,000-\$399,999	4	19.0%	362,350	364,750	11	7	100.0%	100.0%
\$400,000-\$499,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$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



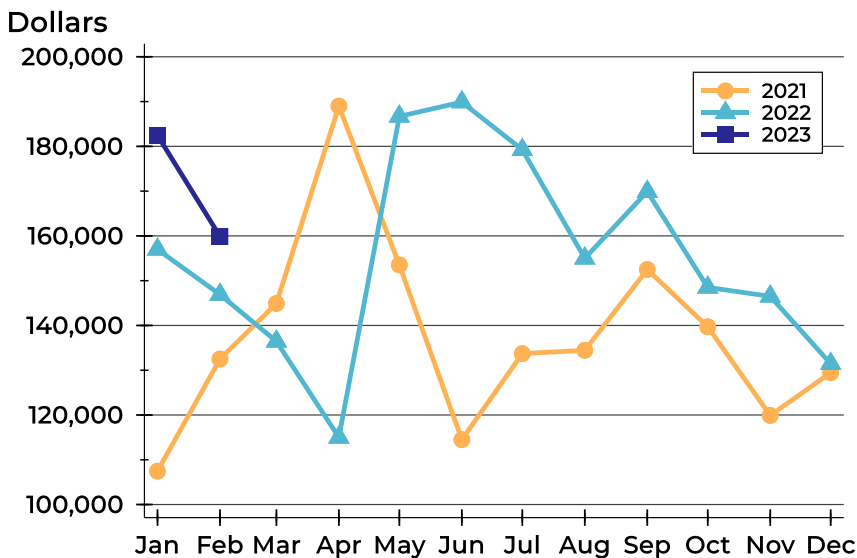
## South Region New Listings Analysis

### Average Price



Month	2021	2022	2023
January	141,162	168,444	<b>288,340</b>
February	125,850	176,520	<b>197,267</b>
March	169,960	172,639	
April	191,354	143,091	
May	162,800	202,759	
June	154,455	204,147	
July	133,824	192,898	
August	138,800	181,672	
September	159,004	164,932	
October	178,488	168,954	
November	152,690	191,490	
December	160,932	158,383	

### Median Price



Month	2021	2022	2023
January	107,450	157,000	<b>182,450</b>
February	132,500	146,900	<b>159,900</b>
March	144,900	136,450	
April	189,000	115,000	
May	153,500	186,700	
June	114,500	189,900	
July	133,700	179,250	
August	134,450	155,000	
September	152,500	169,900	
October	139,700	148,500	
November	119,900	146,500	
December	129,450	131,450	



## South Region Contracts Written Analysis

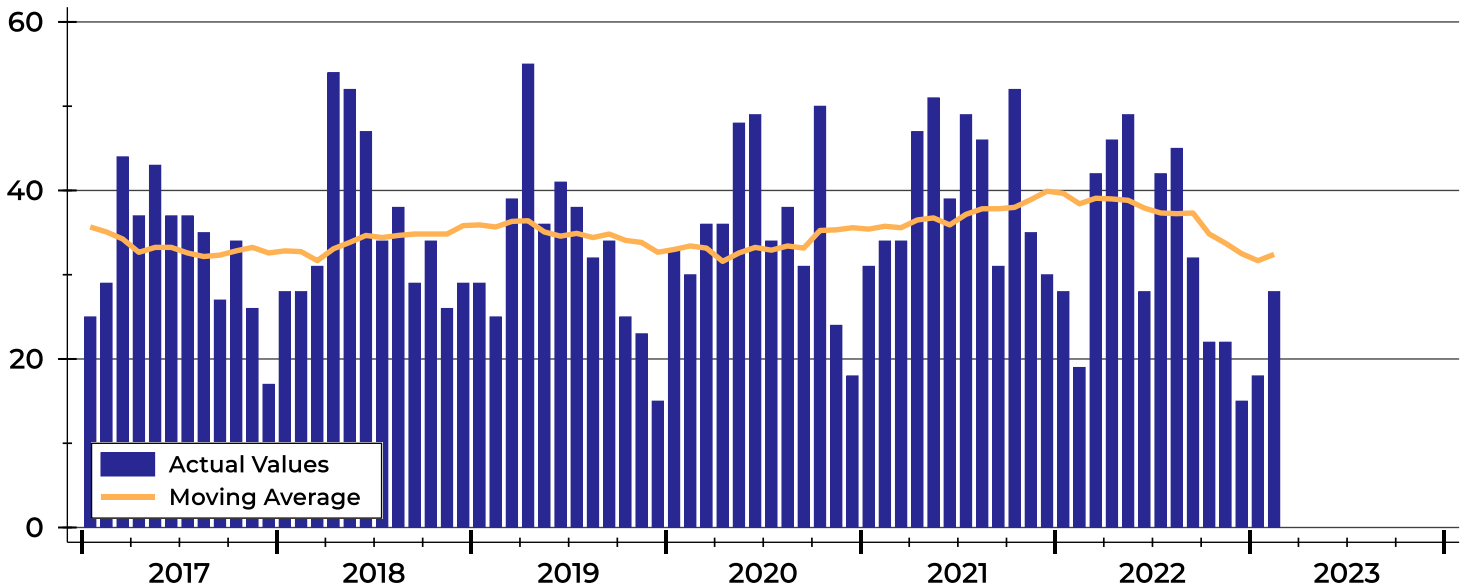
Summary Statistics for Contracts Written		2023	February 2022	Change	2023	Year-to-Date 2022	Change
Contracts Written		28	19	47.4%	46	47	-2.1%
Volume (1,000s)		4,382	3,417	28.2%	7,611	7,607	0.1%
Average	Sale Price	156,505	179,816	-13.0%	165,449	161,845	2.2%
	Days on Market	25	38	-34.2%	29	25	16.0%
	Percent of Original	98.8%	95.7%	3.2%	97.0%	97.1%	-0.1%
Median	Sale Price	144,700	149,500	-3.2%	144,900	132,500	9.4%
	Days on Market	7	6	16.7%	8	6	33.3%
	Percent of Original	100.0%	100.0%	0.0%	100.0%	98.7%	1.3%

A total of 28 contracts for sale were written in South Region during the month of February, up from 19 in 2022. The median list price of these homes was \$144,700, down from \$149,500 the prior year.

Half of the homes that went under contract in February were on the market less than 7 days, compared to 6 days in February 2022.

## History of Contracts Written

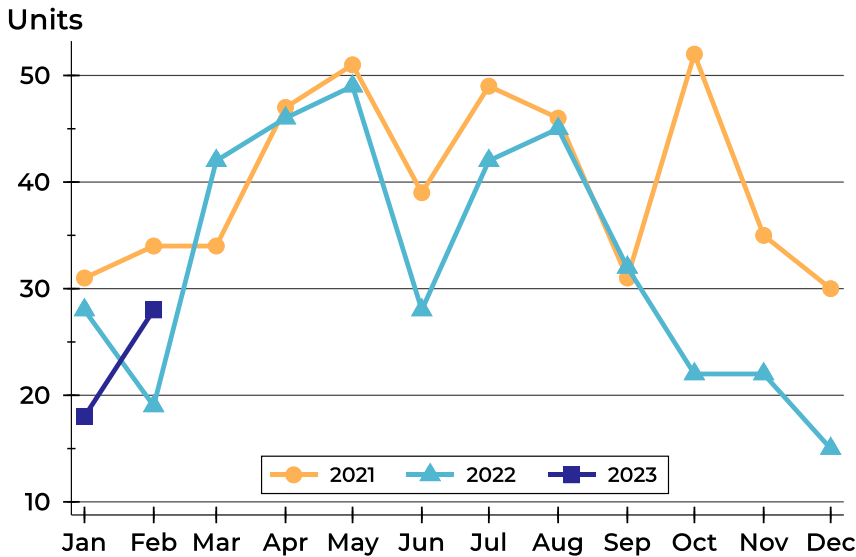
Units





## South Region Contracts Written Analysis

### Contracts Written by Month



Month	2021	2022	2023
January	31	28	18
February	34	19	28
March	34	42	
April	47	46	
May	51	49	
June	39	28	
July	49	42	
August	46	45	
September	31	32	
October	52	22	
November	35	22	
December	30	15	

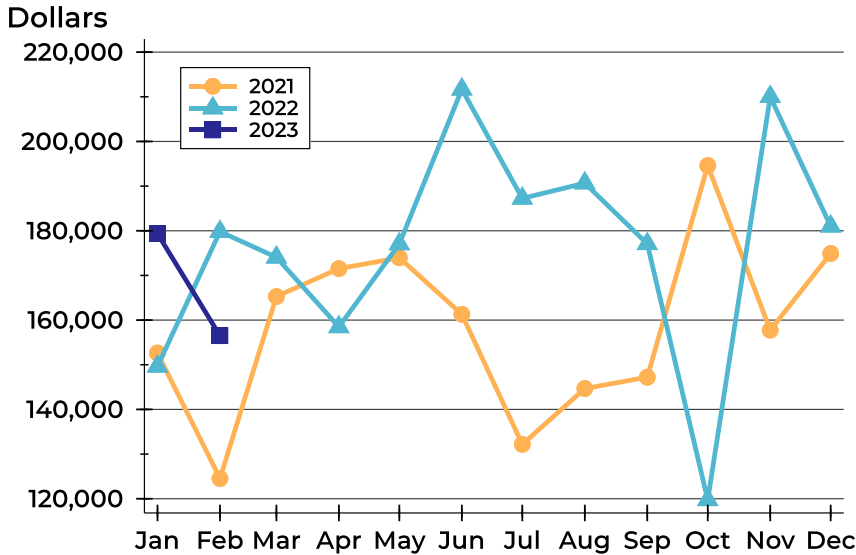
### Contracts Written by Price Range

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	1	3.6%	47,250	47,250	20	20	137.6%	137.6%
\$50,000-\$99,999	5	17.9%	87,360	88,000	29	27	96.2%	100.0%
\$100,000-\$124,999	5	17.9%	120,940	120,000	14	7	98.5%	100.0%
\$125,000-\$149,999	4	14.3%	139,575	139,250	6	4	100.0%	100.0%
\$150,000-\$174,999	3	10.7%	167,600	169,900	9	8	99.0%	100.0%
\$175,000-\$199,999	3	10.7%	187,967	185,000	44	20	95.9%	100.0%
\$200,000-\$249,999	6	21.4%	221,400	221,250	48	38	95.3%	98.5%
\$250,000-\$299,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$300,000-\$399,999	1	3.6%	340,000	340,000	1	1	100.0%	100.0%
\$400,000-\$499,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$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



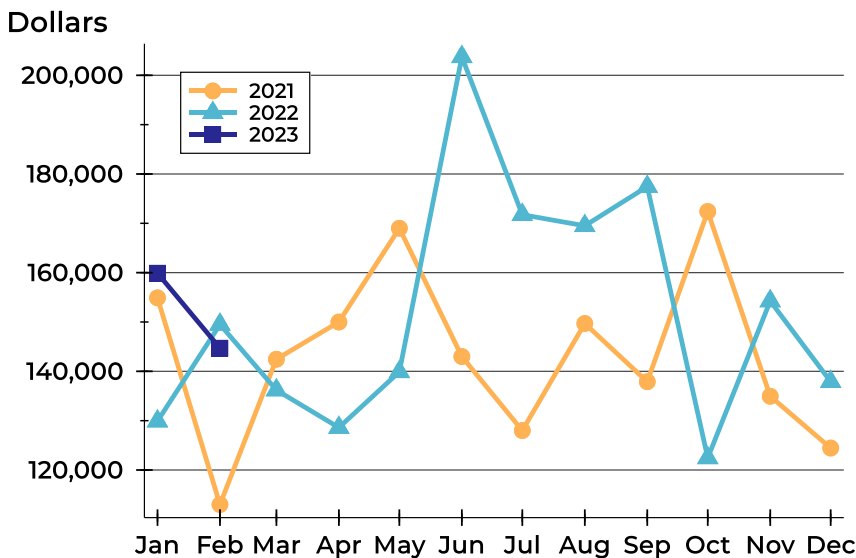
## South Region Contracts Written Analysis

### Average Price



Month	2021	2022	2023
January	152,635	149,650	<b>179,361</b>
February	124,538	179,816	<b>156,505</b>
March	165,285	174,064	
April	171,532	158,473	
May	173,956	177,049	
June	161,297	211,686	
July	132,176	187,255	
August	144,672	190,669	
September	147,213	177,082	
October	194,613	119,745	
November	157,747	210,027	
December	174,907	181,013	

### Median Price

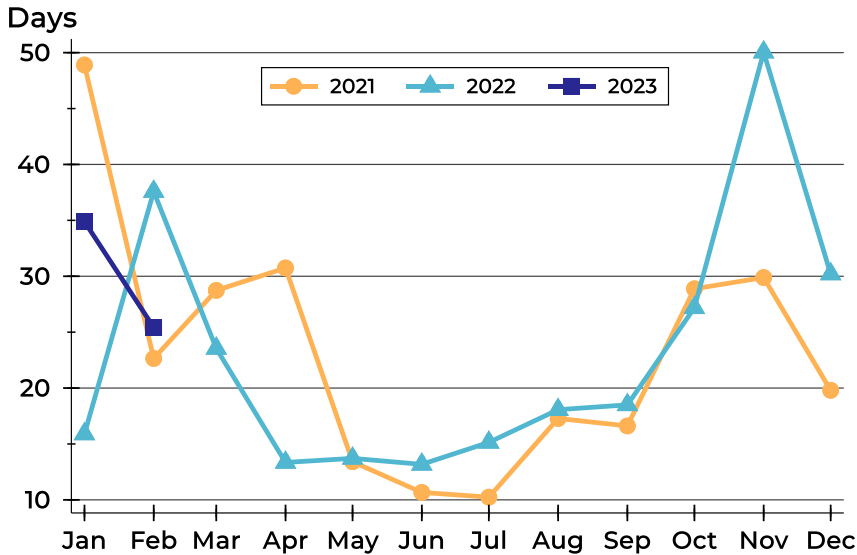


Month	2021	2022	2023
January	154,900	129,900	<b>159,900</b>
February	113,000	149,500	<b>144,700</b>
March	142,450	136,200	
April	150,000	128,600	
May	169,000	139,900	
June	143,000	203,750	
July	128,000	171,750	
August	149,700	169,500	
September	137,900	177,450	
October	172,400	122,450	
November	134,950	154,250	
December	124,450	137,900	



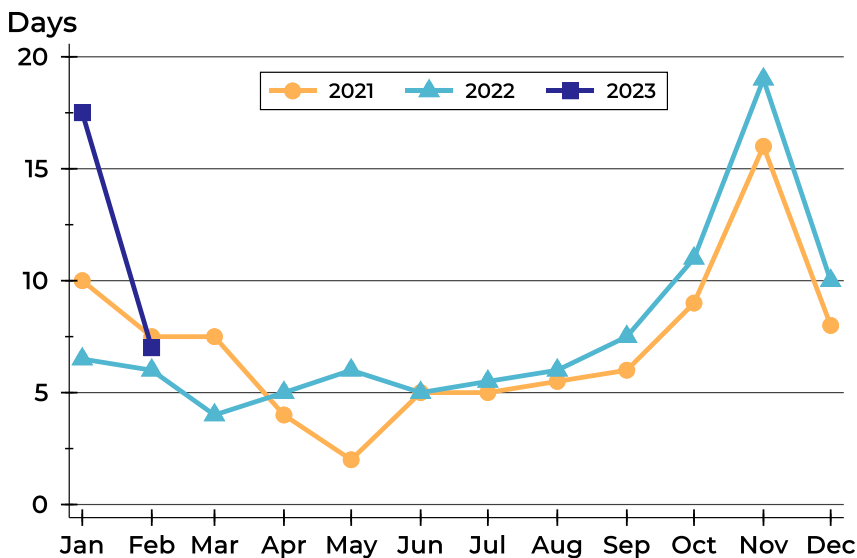
## South Region Contracts Written Analysis

### Average DOM



Month	2021	2022	2023
January	49	16	35
February	23	38	25
March	29	24	
April	31	13	
May	13	14	
June	11	13	
July	10	15	
August	17	18	
September	17	19	
October	29	27	
November	30	50	
December	20	30	

### Median DOM



Month	2021	2022	2023
January	10	7	18
February	8	6	7
March	8	4	
April	4	5	
May	2	6	
June	5	5	
July	5	6	
August	6	6	
September	6	8	
October	9	11	
November	16	19	
December	8	10	



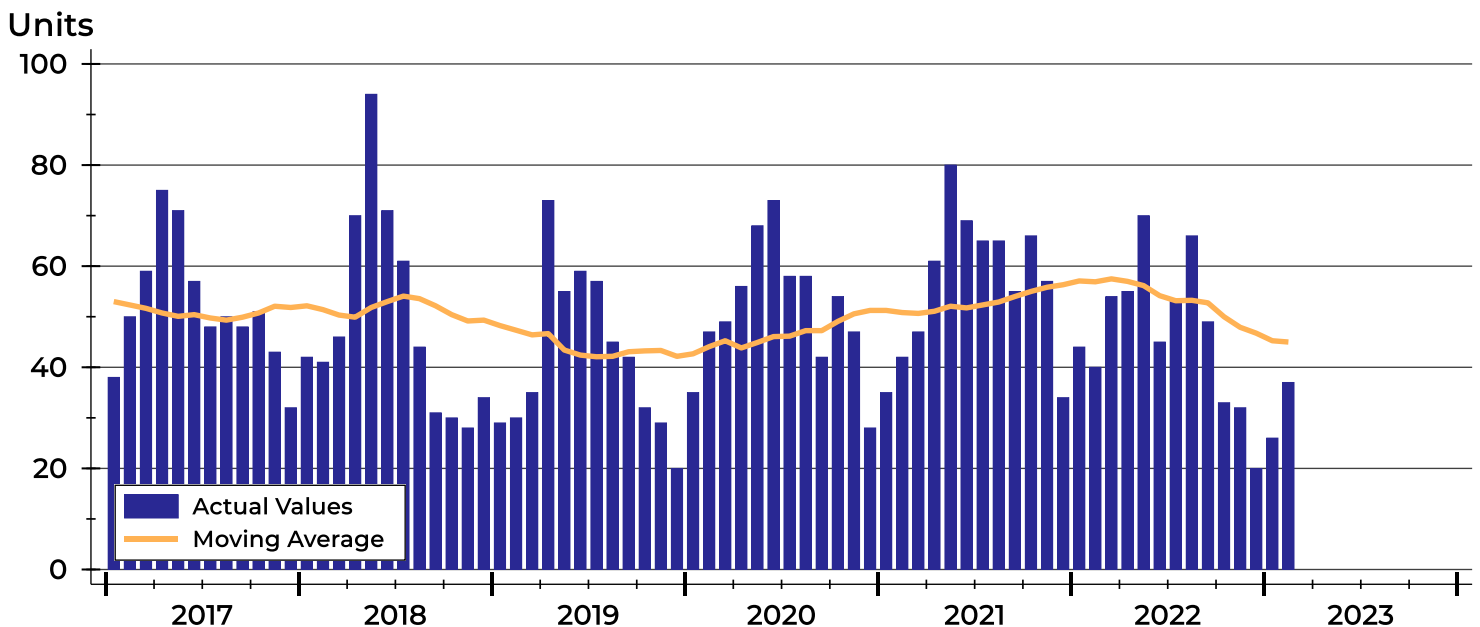
## South Region Pending Contracts Analysis

Summary Statistics for Pending Contracts		End of February		
		2023	2022	Change
Pending Contracts		37	40	-7.5%
Volume (1,000s)		6,599	6,961	-5.2%
Average	List Price	178,362	174,028	2.5%
	Days on Market	22	26	-15.4%
	Percent of Original	98.9%	98.5%	0.4%
Median	List Price	145,000	147,250	-1.5%
	Days on Market	6	6	0.0%
	Percent of Original	100.0%	100.0%	0.0%

A total of 37 listings in South Region had contracts pending at the end of February, down from 40 contracts pending at the end of February 2022.

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

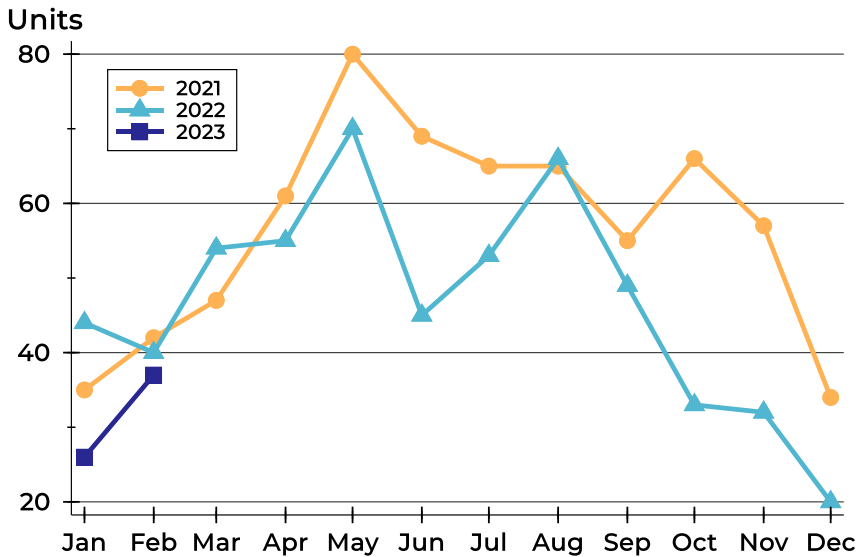






## South Region Pending Contracts Analysis

### Pending Contracts by Month



Month	2021	2022	2023
January	35	44	26
February	42	40	37
March	47	54	
April	61	55	
May	80	70	
June	69	45	
July	65	53	
August	65	66	
September	55	49	
October	66	33	
November	57	32	
December	34	20	

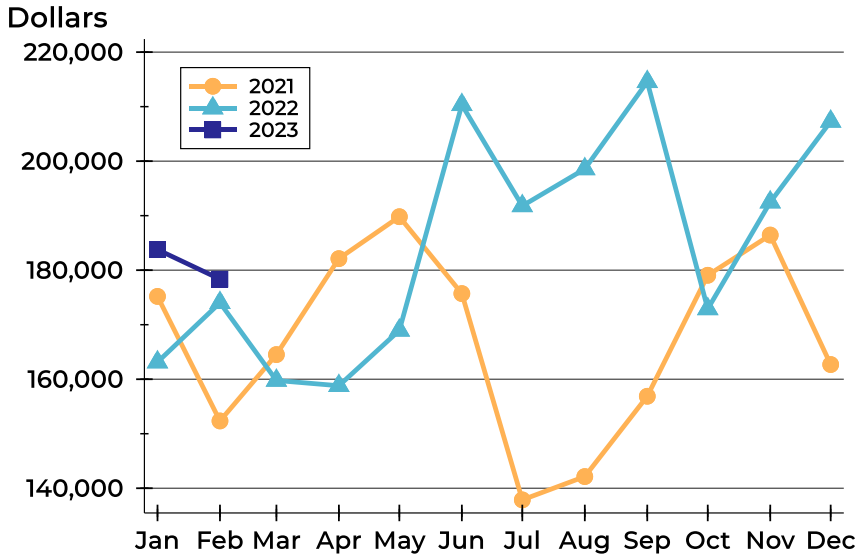
### Pending Contracts by Price Range

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	1	2.7%	39,900	39,900	99	99	100.0%	100.0%
\$50,000-\$99,999	6	16.2%	82,033	83,950	38	18	99.9%	100.0%
\$100,000-\$124,999	6	16.2%	120,533	120,000	13	7	98.7%	100.0%
\$125,000-\$149,999	7	18.9%	139,014	139,500	11	5	100.0%	100.0%
\$150,000-\$174,999	3	8.1%	167,600	169,900	9	8	99.0%	100.0%
\$175,000-\$199,999	2	5.4%	182,000	182,000	13	13	100.0%	100.0%
\$200,000-\$249,999	7	18.9%	225,471	227,500	36	3	96.2%	99.8%
\$250,000-\$299,999	1	2.7%	290,000	290,000	5	5	100.0%	100.0%
\$300,000-\$399,999	2	5.4%	327,950	327,950	1	1	100.0%	100.0%
\$400,000-\$499,999	1	2.7%	435,000	435,000	8	8	96.8%	96.8%
\$500,000-\$749,999	1	2.7%	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



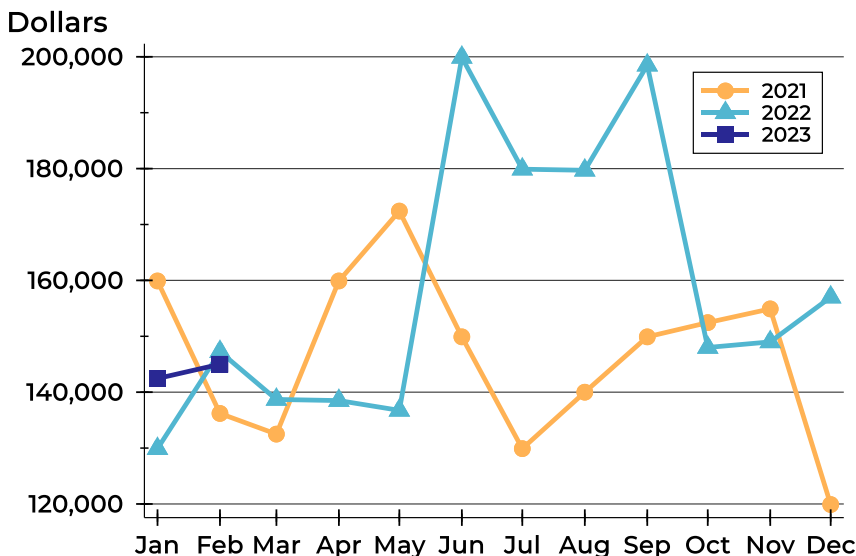
## South Region Pending Contracts Analysis

### Average Price



Month	2021	2022	2023
January	175,194	163,136	<b>183,785</b>
February	152,350	174,028	<b>178,362</b>
March	164,519	159,775	
April	182,126	158,806	
May	189,814	168,963	
June	175,713	210,347	
July	137,868	191,798	
August	142,146	198,574	
September	156,878	214,564	
October	179,071	172,898	
November	186,445	192,484	
December	162,691	207,295	

### Median Price

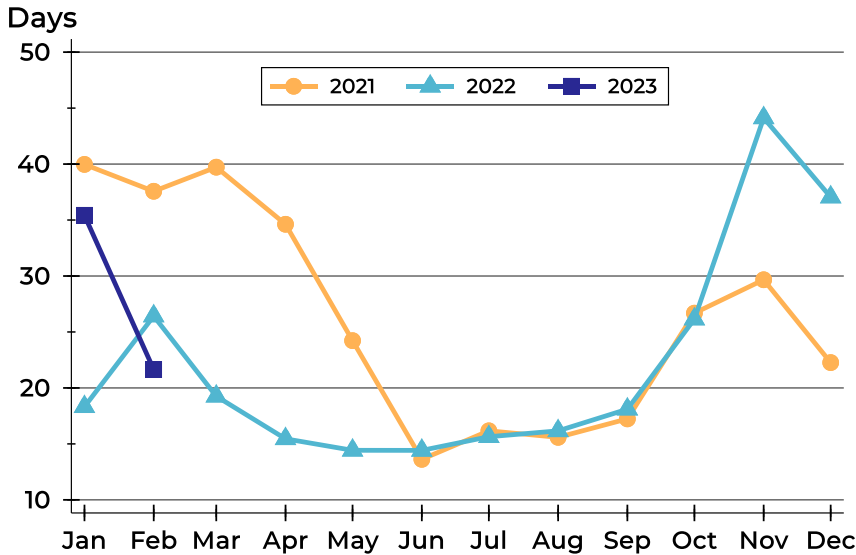


Month	2021	2022	2023
January	159,900	129,900	<b>142,450</b>
February	136,200	147,250	<b>145,000</b>
March	132,500	138,700	
April	159,900	138,500	
May	172,400	136,750	
June	149,900	199,900	
July	129,900	179,900	
August	140,000	179,700	
September	149,900	198,500	
October	152,450	148,000	
November	154,900	149,000	
December	119,900	157,000	



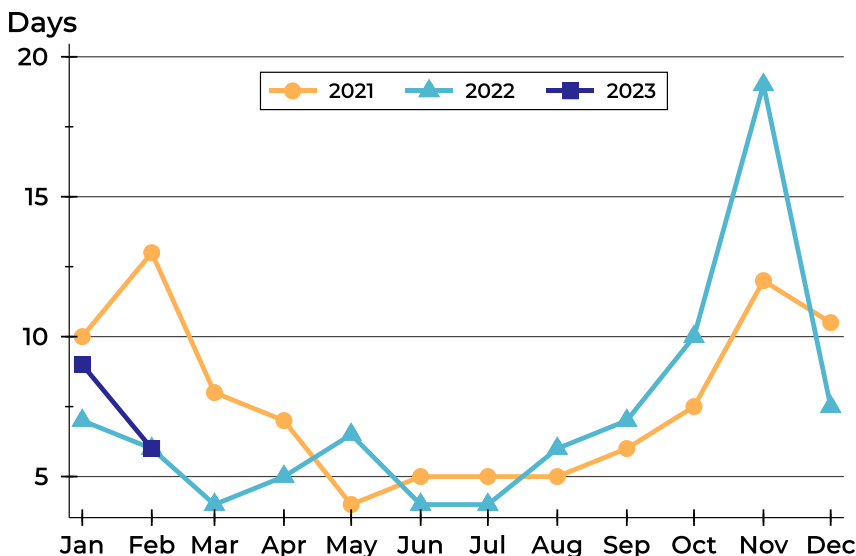
## South Region Pending Contracts Analysis

### Average DOM



Month	2021	2022	2023
January	40	18	35
February	38	26	22
March	40	19	
April	35	15	
May	24	14	
June	14	14	
July	16	16	
August	16	16	
September	17	18	
October	27	26	
November	30	44	
December	22	37	

### Median DOM



Month	2021	2022	2023
January	10	7	9
February	13	6	6
March	8	4	
April	7	5	
May	4	7	
June	5	4	
July	5	4	
August	5	6	
September	6	7	
October	8	10	
November	12	19	
December	11	8	