



SUNFLOWER
ASSOCIATION OF REALTORS®, INC.

January 2022 NE Kansas Market Statistics

- NE Kansas System Total (*print pages 2 through 23*)
- Brown County (*print pages 24 through 45*)
- Nemaha County (*print pages 46 through 67*)

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Northeast Kansas Housing Report



Market Overview

Northeast Kansas Home Sales Fell in January

Total home sales in the Northeast Kansas MLS system fell last month to 5 units, compared to 10 units in January 2021. Total sales volume was \$0.7 million, down from a year earlier.

The median sale price in January was \$85,000, up from \$56,600 a year earlier. Homes that sold in January were typically on the market for 26 days and sold for 93.3% of their list prices.

Northeast Kansas Active Listings Down at End of January

The total number of active listings in the Northeast Kansas MLS system at the end of January was 29 units, down from 32 at the same point in 2021. This represents a 3.1 months' supply of homes available for sale. The median list price of homes on the market at the end of January was \$82,000.

During January, a total of 13 contracts were written up from 8 in January 2021. At the end of the month, there were 16 contracts still pending.

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Northeast Kansas Summary Statistics

| January MLS Statistics Three-year History | | Current Month | | | Year-to-Date | | |
|--------------------------------------------------------|--------------------------------------------------------|-------------------------|--------------------------|--------------------------|-------------------------|-------------------------|--------------------------|
| | | 2022 | 2021 | 2020 | 2022 | 2021 | 2020 |
| Home Sales Change from prior year | | 5 -50.0% | 10 11.1% | 9 -30.8% | 5 -50.0% | 10 11.1% | 9 -30.8% |
| Active Listings Change from prior year | | 29 -9.4% | 32 -34.7% | 49 -31.0% | N/A | N/A | N/A |
| Months' Supply Change from prior year | | 3.1 6.9% | 2.9 -40.8% | 4.9 -50.5% | N/A | N/A | N/A |
| New Listings Change from prior year | | 12 0.0% | 12 50.0% | 8 -63.6% | 12 0.0% | 12 50.0% | 8 -63.6% |
| Contracts Written Change from prior year | | 13 62.5% | 8 -27.3% | 11 22.2% | 13 62.5% | 8 -27.3% | 11 22.2% |
| Pending Contracts Change from prior year | | 16 77.8% | 9 -40.0% | 15 150.0% | N/A | N/A | N/A |
| Sales Volume (1,000s) Change from prior year | | 732 -8.3% | 798 -13.0% | 917 -36.4% | 732 -8.3% | 798 -13.0% | 917 -36.4% |
| Average | Sale Price Change from prior year | 146,400 83.5% | 79,780 -21.7% | 101,856 -8.1% | 146,400 83.5% | 79,780 -21.7% | 101,856 -8.1% |
| | List Price of Actives Change from prior year | 111,416 4.4% | 106,728 -12.2% | 121,520 38.5% | N/A | N/A | N/A |
| | Days on Market Change from prior year | 37 -60.6% | 94 -30.9% | 136 51.1% | 37 -60.6% | 94 -30.9% | 136 51.1% |
| | Percent of List Change from prior year | 88.2% -6.6% | 94.4% -2.2% | 96.5% 13.9% | 88.2% -6.6% | 94.4% -2.2% | 96.5% 13.9% |
| | Percent of Original Change from prior year | 82.3% -13.9% | 95.6% 13.9% | 83.9% 2.1% | 82.3% -13.9% | 95.6% 13.9% | 83.9% 2.1% |
| Median | Sale Price Change from prior year | 85,000 50.2% | 56,600 -43.4% | 100,000 104.9% | 85,000 50.2% | 56,600 -43.4% | 100,000 104.9% |
| | List Price of Actives Change from prior year | 82,000 -3.5% | 84,950 -2.9% | 87,500 16.8% | N/A | N/A | N/A |
| | Days on Market Change from prior year | 26 -13.3% | 30 -61.5% | 78 14.7% | 26 -13.3% | 30 -61.5% | 78 14.7% |
| | Percent of List Change from prior year | 93.3% -1.8% | 95.0% -1.8% | 96.7% 15.5% | 93.3% -1.8% | 95.0% -1.8% | 96.7% 15.5% |
| | Percent of Original Change from prior year | 78.0% -17.9% | 95.0% 7.6% | 88.3% 10.4% | 78.0% -17.9% | 95.0% 7.6% | 88.3% 10.4% |

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



Northeast Kansas Closed Listings Analysis

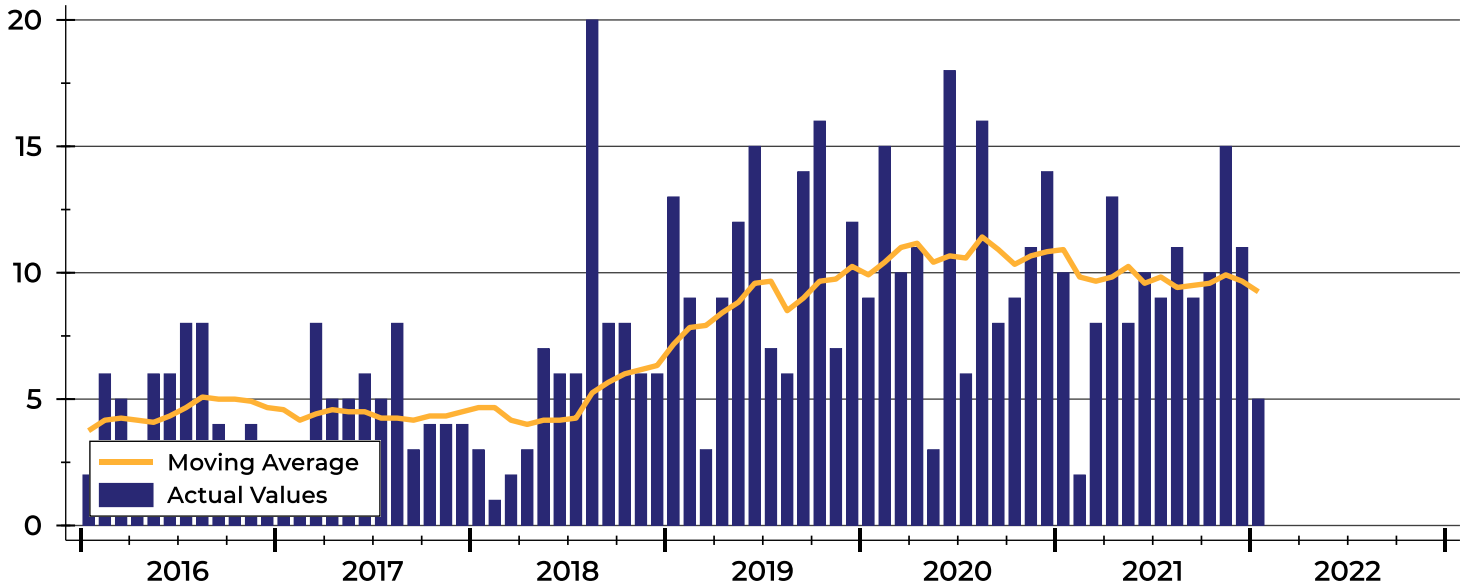
| Summary Statistics for Closed Listings | | 2022 | January 2021 | Change | 2022 | Year-to-Date 2021 | Change |
|----------------------------------------|---------------------|---------|--------------|--------|---------|-------------------|--------|
| Closed Listings | | 5 | 10 | -50.0% | 5 | 10 | -50.0% |
| Volume (1,000s) | | 732 | 798 | -8.3% | 732 | 798 | -8.3% |
| Months' Supply | | 3.1 | 2.9 | 6.9% | N/A | N/A | N/A |
| Average | Sale Price | 146,400 | 79,780 | 83.5% | 146,400 | 79,780 | 83.5% |
| | Days on Market | 37 | 94 | -60.6% | 37 | 94 | -60.6% |
| | Percent of List | 88.2% | 94.4% | -6.6% | 88.2% | 94.4% | -6.6% |
| | Percent of Original | 82.3% | 95.6% | -13.9% | 82.3% | 95.6% | -13.9% |
| Median | Sale Price | 85,000 | 56,600 | 50.2% | 85,000 | 56,600 | 50.2% |
| | Days on Market | 26 | 30 | -13.3% | 26 | 30 | -13.3% |
| | Percent of List | 93.3% | 95.0% | -1.8% | 93.3% | 95.0% | -1.8% |
| | Percent of Original | 78.0% | 95.0% | -17.9% | 78.0% | 95.0% | -17.9% |

A total of 5 homes sold in the Northeast Kansas MLS system in January, down from 10 units in January 2021. Total sales volume fell to \$0.7 million compared to \$0.8 million in the previous year.

The median sales price in January was \$85,000, up 50.2% compared to the prior year. Median days on market was 26 days, up from 18 days in December, but down from 30 in January 2021.

History of Closed Listings

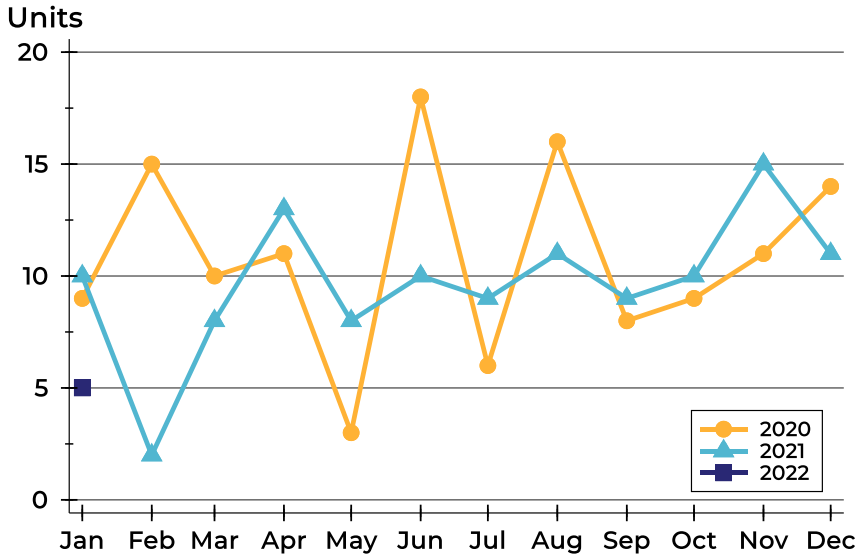
Units





Northeast Kansas Closed Listings Analysis

Closed Listings by Month



| Month | 2020 | 2021 | 2022 |
|-----------|------|------|------|
| January | 9 | 10 | 5 |
| February | 15 | 2 | |
| March | 10 | 8 | |
| April | 11 | 13 | |
| May | 3 | 8 | |
| June | 18 | 10 | |
| July | 6 | 9 | |
| August | 16 | 11 | |
| September | 8 | 9 | |
| October | 9 | 10 | |
| November | 11 | 15 | |
| December | 14 | 11 | |

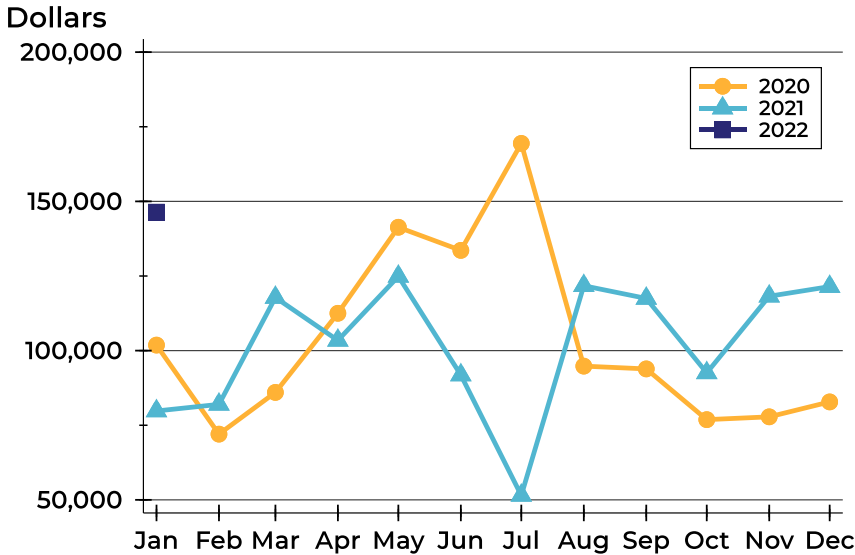
Closed Listings by Price Range

| Price Range | Sales | | Months' Supply | Sale Price | | Days on Market | | Price as % of List | | Price as % of Orig. | |
|---------------------|--------|---------|----------------|------------|---------|----------------|------|--------------------|-------|---------------------|-------|
| | Number | Percent | | Average | Median | Avg. | Med. | Avg. | Med. | Avg. | Med. |
| Below \$25,000 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A |
| \$25,000-\$49,999 | 1 | 20.0% | 4.5 | 37,000 | 37,000 | 16 | 16 | 74.7% | 74.7% | 74.7% | 74.7% |
| \$50,000-\$99,999 | 2 | 40.0% | 3.4 | 77,500 | 77,500 | 36 | 36 | 97.5% | 97.5% | 82.8% | 82.8% |
| \$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 | 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 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A |
| \$175,000-\$199,999 | 1 | 20.0% | 1.8 | 195,000 | 195,000 | 86 | 86 | 78.0% | 78.0% | 78.0% | 78.0% |
| \$200,000-\$249,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A |
| \$250,000-\$299,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A |
| \$300,000-\$399,999 | 1 | 20.0% | 0.0 | 345,000 | 345,000 | 14 | 14 | 93.3% | 93.3% | 93.3% | 93.3% |
| \$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 |



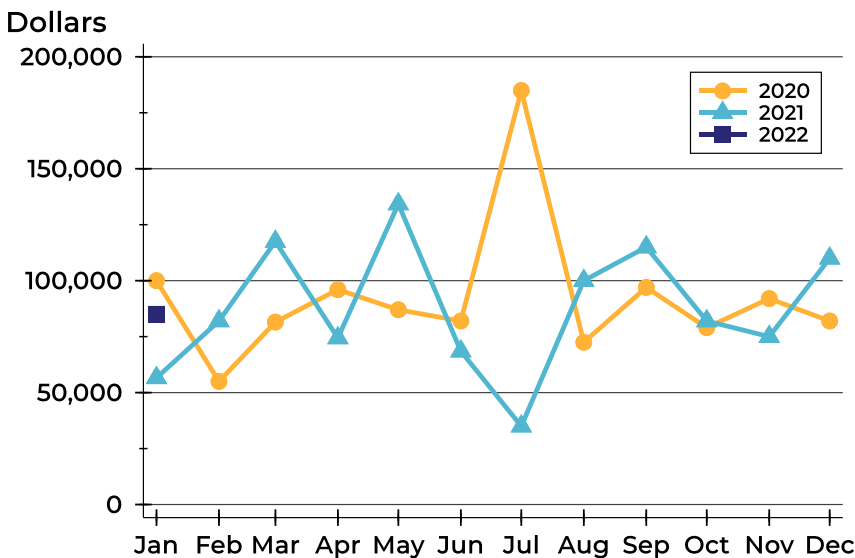
Northeast Kansas Closed Listings Analysis

Average Price



| Month | 2020 | 2021 | 2022 |
|------------------|---------|---------|----------------|
| January | 101,856 | 79,780 | 146,400 |
| February | 72,027 | 82,000 | |
| March | 86,000 | 117,806 | |
| April | 112,518 | 103,438 | |
| May | 141,333 | 124,875 | |
| June | 133,592 | 91,830 | |
| July | 169,425 | 51,500 | |
| August | 94,813 | 121,736 | |
| September | 93,875 | 117,489 | |
| October | 76,878 | 92,550 | |
| November | 77,818 | 118,227 | |
| December | 82,821 | 121,455 | |

Median Price

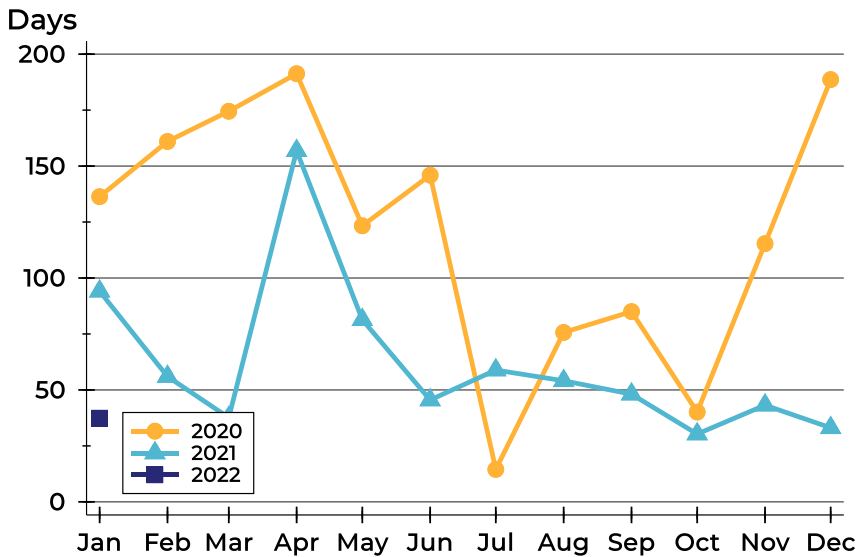


| Month | 2020 | 2021 | 2022 |
|------------------|---------|---------|---------------|
| January | 100,000 | 56,600 | 85,000 |
| February | 55,000 | 82,000 | |
| March | 81,500 | 117,500 | |
| April | 96,000 | 74,400 | |
| May | 87,000 | 134,250 | |
| June | 82,000 | 68,500 | |
| July | 184,950 | 35,000 | |
| August | 72,500 | 100,000 | |
| September | 97,000 | 115,000 | |
| October | 79,000 | 82,000 | |
| November | 92,000 | 75,000 | |
| December | 82,000 | 110,000 | |



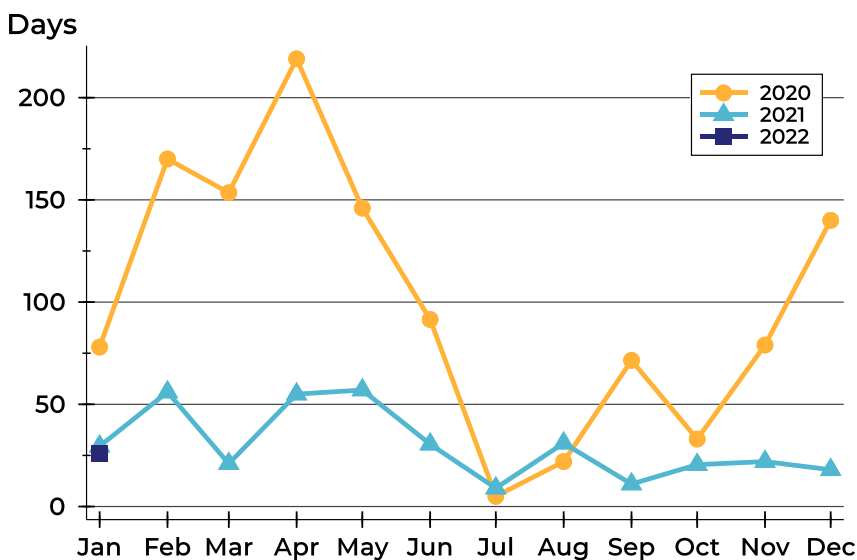
Northeast Kansas Closed Listings Analysis

Average DOM



| Month | 2020 | 2021 | 2022 |
|------------------|------|------|-----------|
| January | 136 | 94 | 37 |
| February | 161 | 56 | |
| March | 175 | 38 | |
| April | 191 | 157 | |
| May | 123 | 81 | |
| June | 146 | 46 | |
| July | 15 | 59 | |
| August | 76 | 54 | |
| September | 85 | 48 | |
| October | 40 | 30 | |
| November | 115 | 43 | |
| December | 189 | 33 | |

Median DOM



| Month | 2020 | 2021 | 2022 |
|------------------|------|------|-----------|
| January | 78 | 30 | 26 |
| February | 170 | 56 | |
| March | 154 | 21 | |
| April | 219 | 55 | |
| May | 146 | 57 | |
| June | 92 | 31 | |
| July | 5 | 9 | |
| August | 22 | 31 | |
| September | 72 | 11 | |
| October | 33 | 21 | |
| November | 79 | 22 | |
| December | 140 | 18 | |



Northeast Kansas Active Listings Analysis

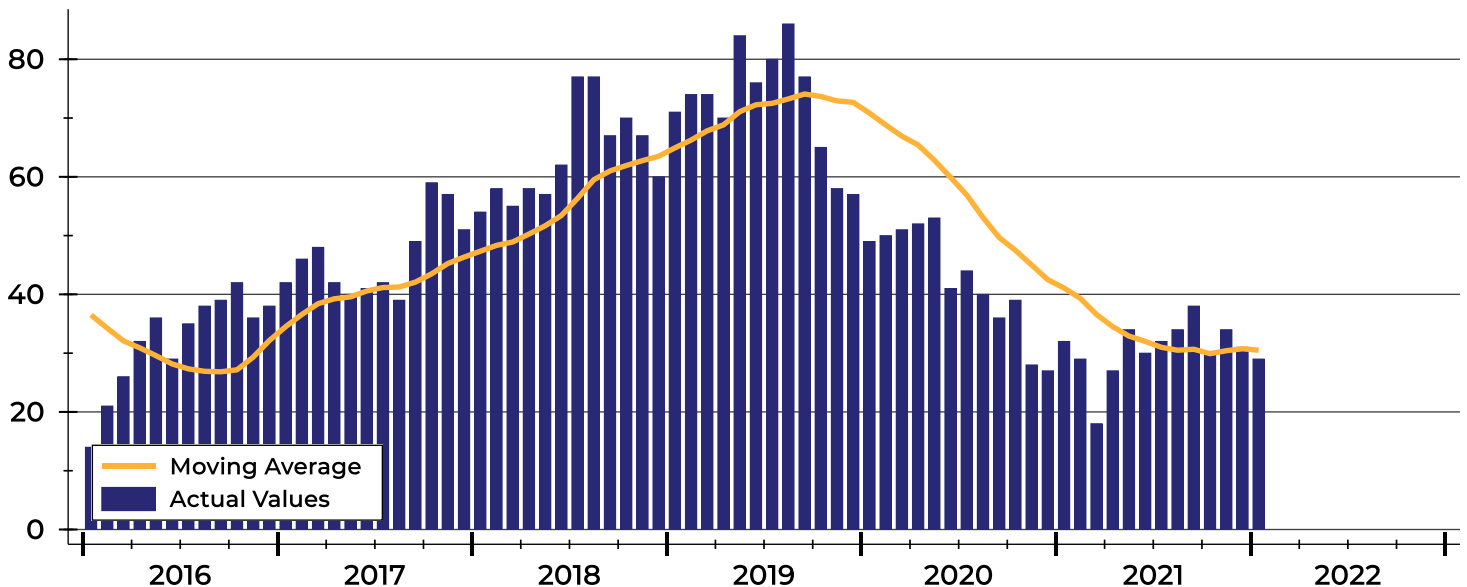
| Summary Statistics for Active Listings | | 2022 | End of January 2021 | Change |
|----------------------------------------|---------------------|----------------|---------------------|--------|
| Active Listings | | 29 | 32 | -9.4% |
| Volume (1,000s) | | 3,231 | 3,415 | -5.4% |
| Months' Supply | | 3.1 | 2.9 | 6.9% |
| Average | List Price | 111,416 | 106,728 | 4.4% |
| | Days on Market | 129 | 113 | 14.2% |
| | Percent of Original | 97.5% | 97.1% | 0.4% |
| Median | List Price | 82,000 | 84,950 | -3.5% |
| | Days on Market | 112 | 76 | 47.4% |
| | Percent of Original | 100.0% | 100.0% | 0.0% |

A total of 29 homes were available for sale in the Northeast Kansas MLS system at the end of January. This represents a 3.1 months' supply of active listings.

The median list price of homes on the market at the end of January was \$82,000, down 3.5% from 2021. The typical time on market for active listings was 112 days, up from 76 days a year earlier.

History of Active Listings

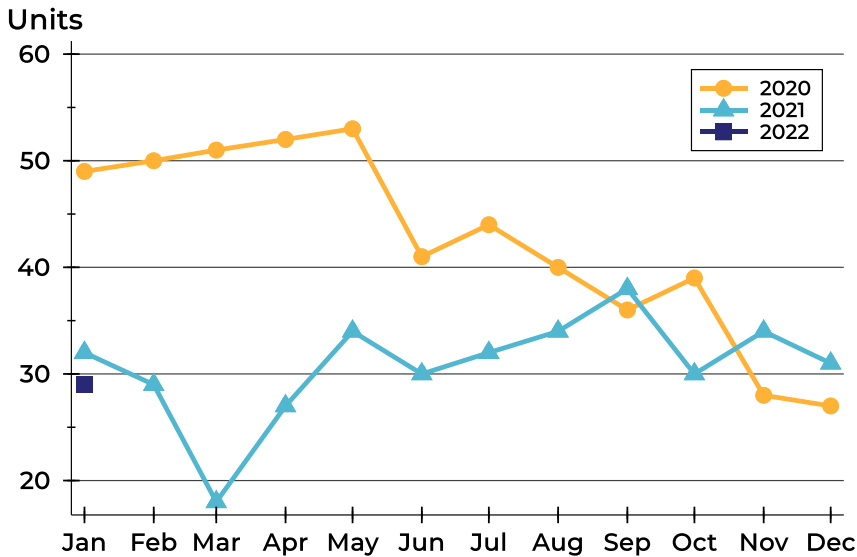
Units





Northeast Kansas Active Listings Analysis

Active Listings by Month



| Month | 2020 | 2021 | 2022 |
|------------------|------|------|-----------|
| January | 49 | 32 | 29 |
| February | 50 | 29 | |
| March | 51 | 18 | |
| April | 52 | 27 | |
| May | 53 | 34 | |
| June | 41 | 30 | |
| July | 44 | 32 | |
| August | 40 | 34 | |
| September | 36 | 38 | |
| October | 39 | 30 | |
| November | 28 | 34 | |
| December | 27 | 31 | |

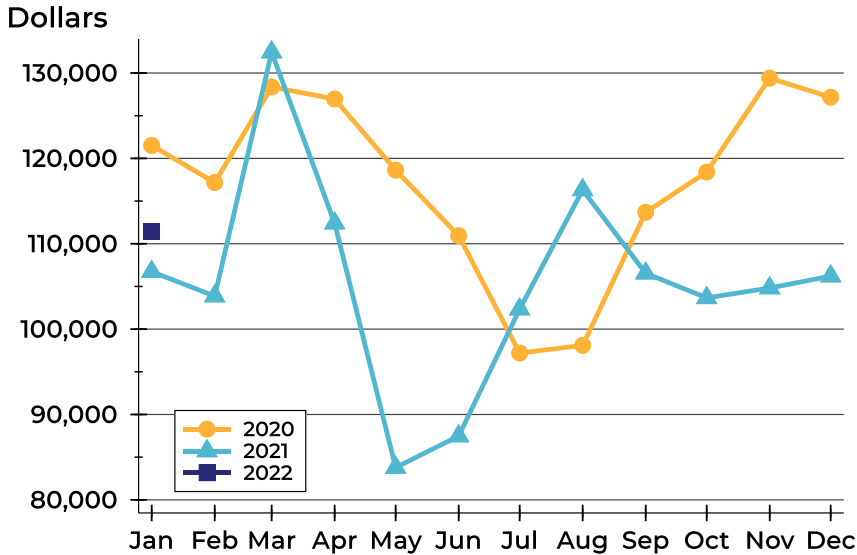
Active Listings by Price Range

| 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 | 3.4% | N/A | 19,900 | 19,900 | 130 | 130 | 57.0% | 57.0% |
| \$25,000-\$49,999 | 6 | 20.7% | 4.5 | 36,617 | 35,900 | 195 | 263 | 98.3% | 100.0% |
| \$50,000-\$99,999 | 12 | 41.4% | 3.4 | 74,456 | 74,250 | 122 | 109 | 98.9% | 100.0% |
| \$100,000-\$124,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A | N/A |
| \$125,000-\$149,999 | 2 | 6.9% | N/A | 125,000 | 125,000 | 72 | 72 | 100.0% | 100.0% |
| \$150,000-\$174,999 | 3 | 10.3% | N/A | 158,667 | 158,000 | 17 | 22 | 100.0% | 100.0% |
| \$175,000-\$199,999 | 2 | 6.9% | 1.8 | 187,000 | 187,000 | 79 | 79 | 96.4% | 96.4% |
| \$200,000-\$249,999 | 1 | 3.4% | N/A | 225,000 | 225,000 | 472 | 472 | 100.0% | 100.0% |
| \$250,000-\$299,999 | 1 | 3.4% | N/A | 275,000 | 275,000 | 112 | 112 | 100.0% | 100.0% |
| \$300,000-\$399,999 | 0 | 0.0% | 0.0 | N/A | N/A | N/A | N/A | N/A | N/A |
| \$400,000-\$499,999 | 1 | 3.4% | N/A | 498,000 | 498,000 | 35 | 35 | 100.0% | 100.0% |
| \$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 |



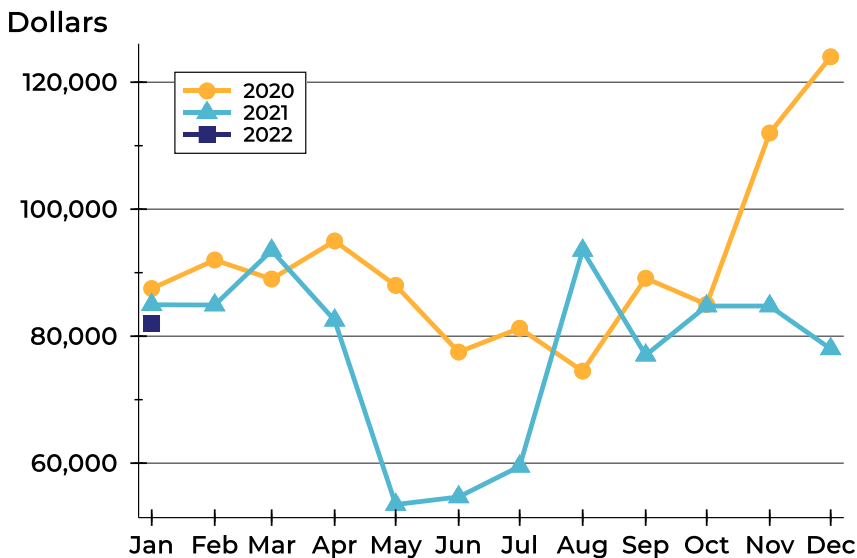
Northeast Kansas Active Listings Analysis

Average Price



| Month | 2020 | 2021 | 2022 |
|------------------|---------|---------|----------------|
| January | 121,520 | 106,728 | 111,416 |
| February | 117,174 | 103,869 | |
| March | 128,370 | 132,444 | |
| April | 126,961 | 112,411 | |
| May | 118,629 | 83,790 | |
| June | 110,953 | 87,476 | |
| July | 97,200 | 102,340 | |
| August | 98,095 | 116,305 | |
| September | 113,695 | 106,547 | |
| October | 118,398 | 103,662 | |
| November | 129,398 | 104,817 | |
| December | 127,167 | 106,212 | |

Median Price

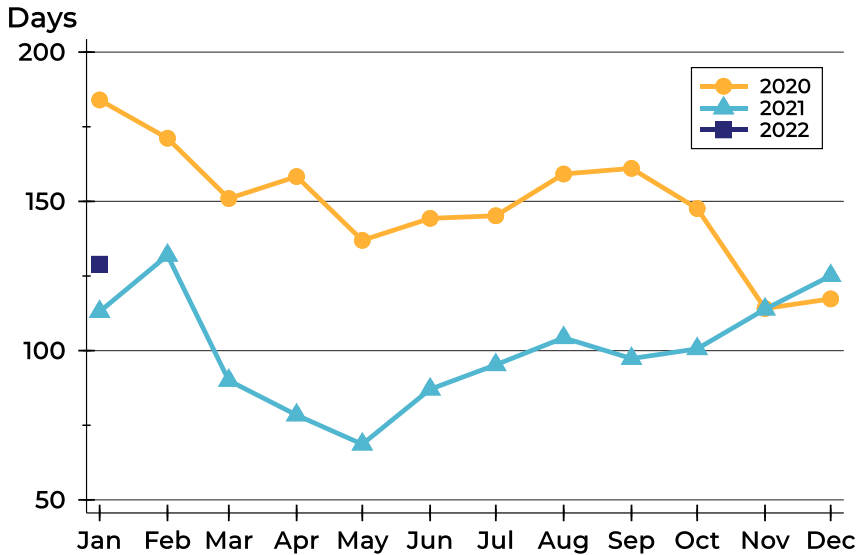


| Month | 2020 | 2021 | 2022 |
|------------------|---------|--------|---------------|
| January | 87,500 | 84,950 | 82,000 |
| February | 92,000 | 84,900 | |
| March | 89,000 | 93,500 | |
| April | 95,000 | 82,500 | |
| May | 88,000 | 53,484 | |
| June | 77,500 | 54,684 | |
| July | 81,250 | 59,500 | |
| August | 74,500 | 93,500 | |
| September | 89,125 | 77,000 | |
| October | 85,000 | 84,750 | |
| November | 112,000 | 84,750 | |
| December | 124,000 | 78,000 | |



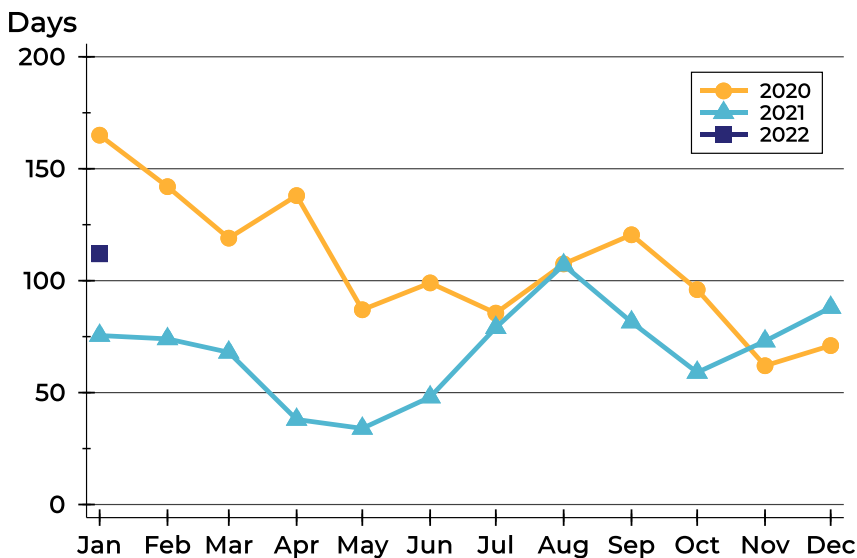
Northeast Kansas Active Listings Analysis

Average DOM



| Month | 2020 | 2021 | 2022 |
|------------------|------|------|------------|
| January | 184 | 113 | 129 |
| February | 171 | 132 | |
| March | 151 | 90 | |
| April | 158 | 78 | |
| May | 137 | 69 | |
| June | 144 | 87 | |
| July | 145 | 95 | |
| August | 159 | 104 | |
| September | 161 | 97 | |
| October | 148 | 101 | |
| November | 114 | 114 | |
| December | 117 | 125 | |

Median DOM

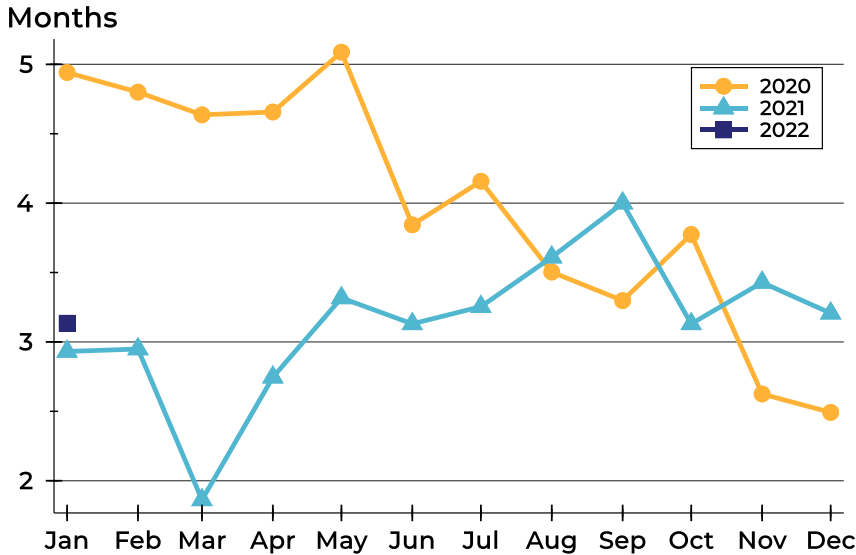


| Month | 2020 | 2021 | 2022 |
|------------------|------|------|------------|
| January | 165 | 76 | 112 |
| February | 142 | 74 | |
| March | 119 | 68 | |
| April | 138 | 38 | |
| May | 87 | 34 | |
| June | 99 | 48 | |
| July | 86 | 79 | |
| August | 108 | 107 | |
| September | 121 | 82 | |
| October | 96 | 59 | |
| November | 62 | 73 | |
| December | 71 | 88 | |



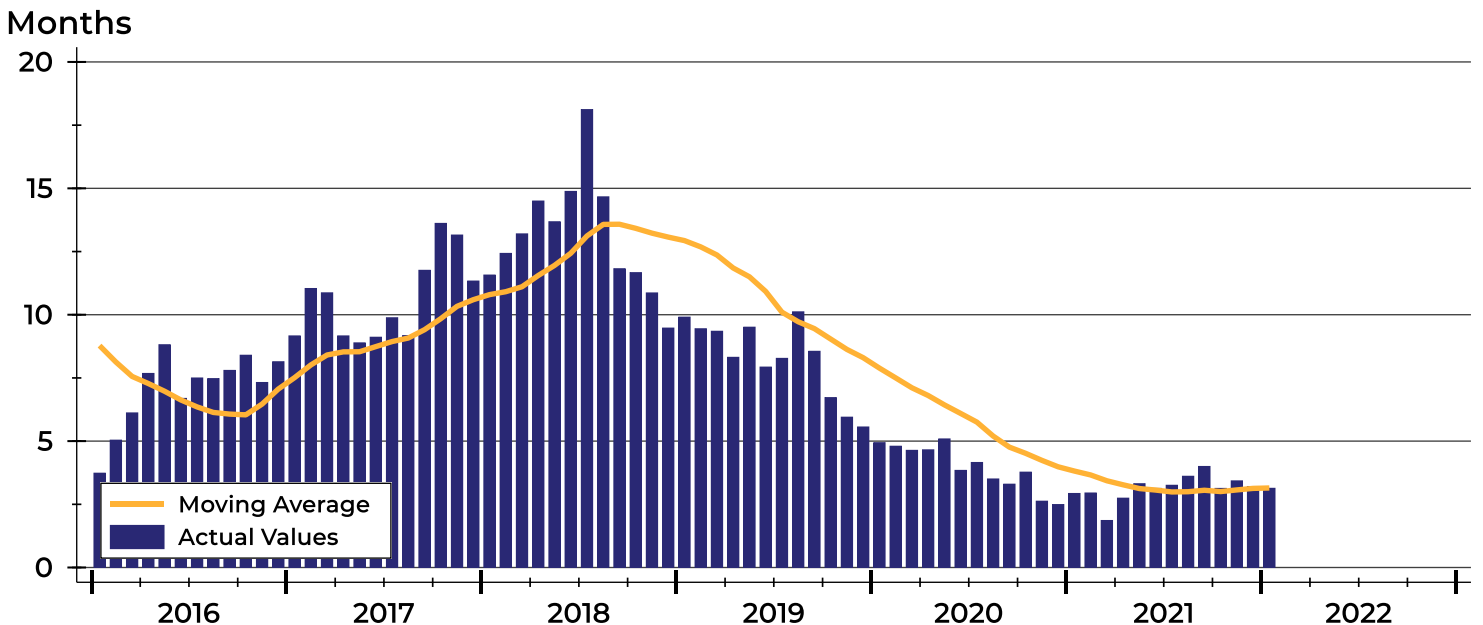
Northeast Kansas Months' Supply Analysis

Months' Supply by Month



| Month | 2020 | 2021 | 2022 |
|-----------|------|------|------------|
| January | 4.9 | 2.9 | 3.1 |
| February | 4.8 | 2.9 | |
| March | 4.6 | 1.9 | |
| April | 4.7 | 2.7 | |
| May | 5.1 | 3.3 | |
| June | 3.8 | 3.1 | |
| July | 4.2 | 3.3 | |
| August | 3.5 | 3.6 | |
| September | 3.3 | 4.0 | |
| October | 3.8 | 3.1 | |
| November | 2.6 | 3.4 | |
| December | 2.5 | 3.2 | |

History of Month's Supply





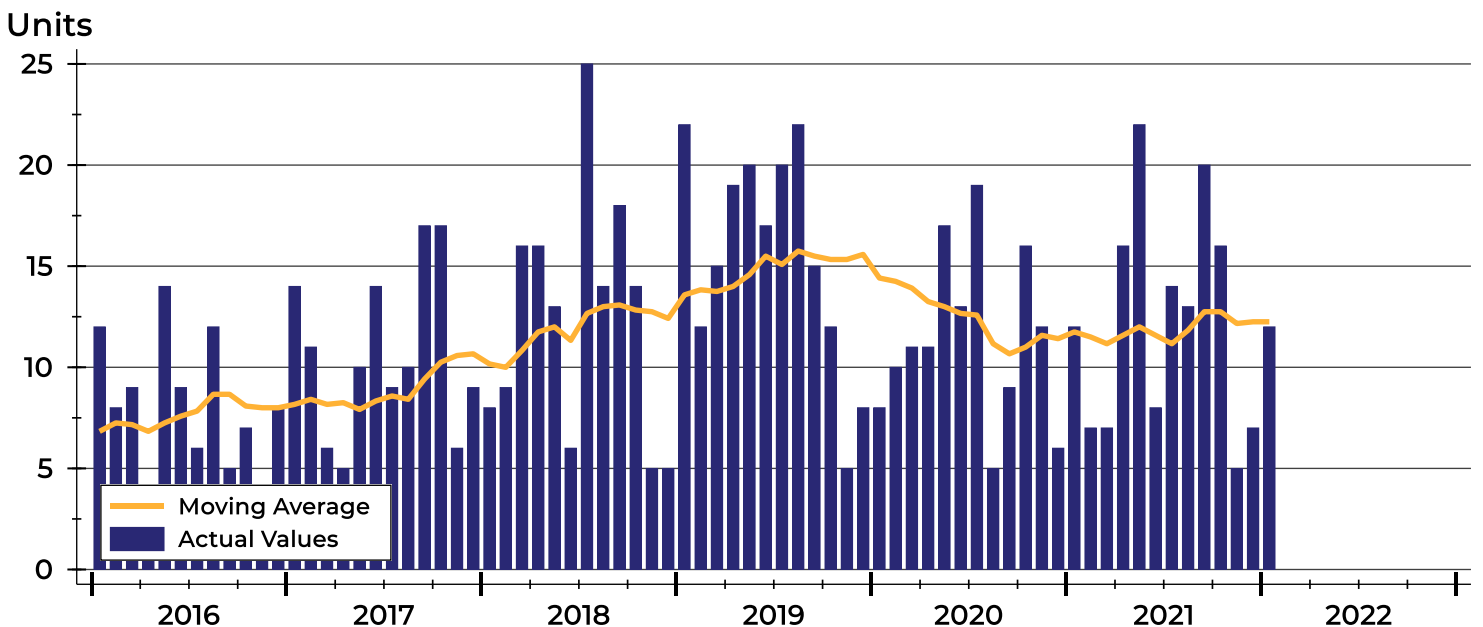
Northeast Kansas New Listings Analysis

| Summary Statistics for New Listings | | 2022 | January 2021 | Change |
|-------------------------------------|--------------------|----------------|--------------|--------|
| Current Month | New Listings | 12 | 12 | 0.0% |
| | Volume (1,000s) | 1,769 | 735 | 140.7% |
| | Average List Price | 147,417 | 61,233 | 140.7% |
| | Median List Price | 155,500 | 64,000 | 143.0% |
| Year-to-Date | New Listings | 12 | 12 | 0.0% |
| | Volume (1,000s) | 1,769 | 735 | 140.7% |
| | Average List Price | 147,417 | 61,233 | 140.7% |
| | Median List Price | 155,500 | 64,000 | 143.0% |

A total of 12 new listings were added in the Northeast Kansas MLS system during January, the same figure as reported in 2021.

The median list price of these homes was \$155,500 up from \$64,000 in 2021.

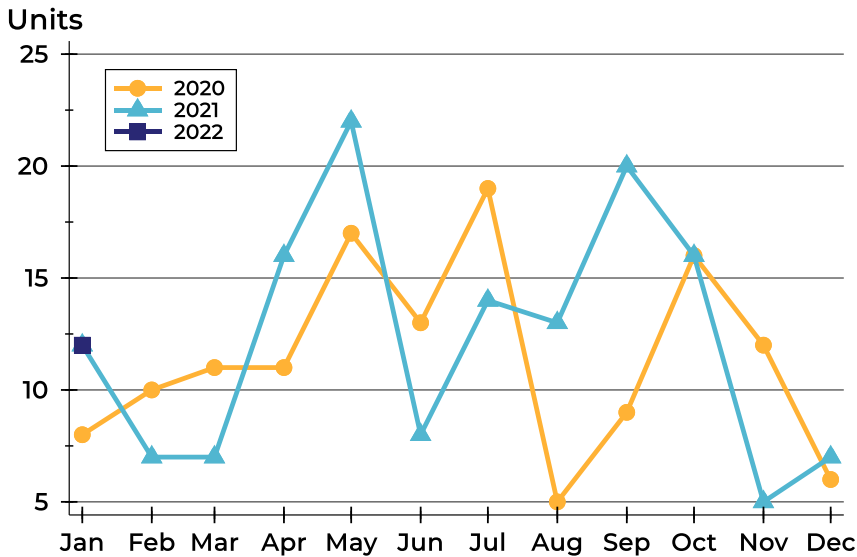
History of New Listings





Northeast Kansas New Listings Analysis

New Listings by Month



| Month | 2020 | 2021 | 2022 |
|------------------|------|------|-----------|
| January | 8 | 12 | 12 |
| February | 10 | 7 | 7 |
| March | 11 | 7 | 7 |
| April | 11 | 16 | 16 |
| May | 17 | 22 | 22 |
| June | 13 | 8 | 8 |
| July | 19 | 14 | 14 |
| August | 5 | 13 | 13 |
| September | 9 | 20 | 20 |
| October | 16 | 16 | 16 |
| November | 12 | 5 | 5 |
| December | 6 | 7 | 7 |

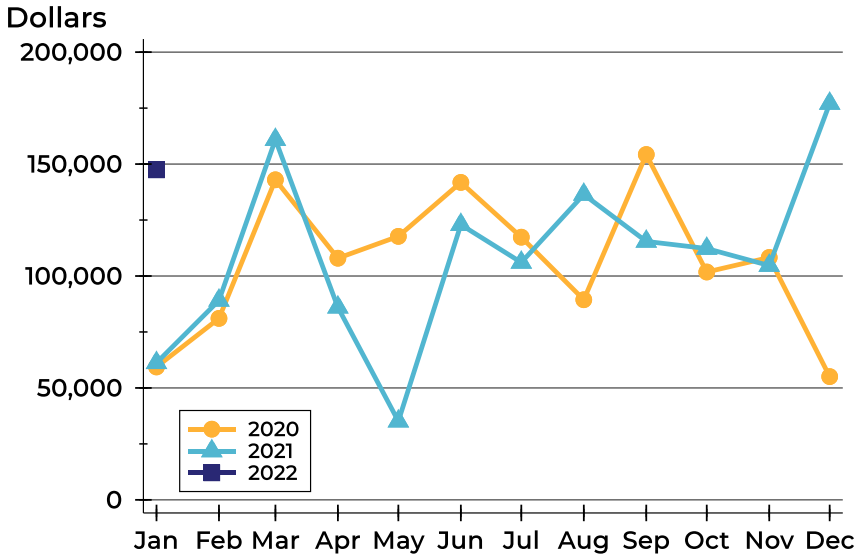
New Listings by Price Range

| 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 | 1 | 8.3% | 49,500 | 49,500 | 16 | 16 | 74.7% | 74.7% |
| \$50,000-\$99,999 | 3 | 25.0% | 90,333 | 95,500 | 5 | 3 | 100.0% | 100.0% |
| \$100,000-\$124,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A |
| \$125,000-\$149,999 | 1 | 8.3% | 125,000 | 125,000 | 7 | 7 | 100.0% | 100.0% |
| \$150,000-\$174,999 | 3 | 25.0% | 158,667 | 158,000 | 20 | 23 | 100.0% | 100.0% |
| \$175,000-\$199,999 | 3 | 25.0% | 185,000 | 185,000 | 6 | 0 | 97.6% | 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 | 8.3% | 292,500 | 292,500 | 7 | 7 | 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 | 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 |



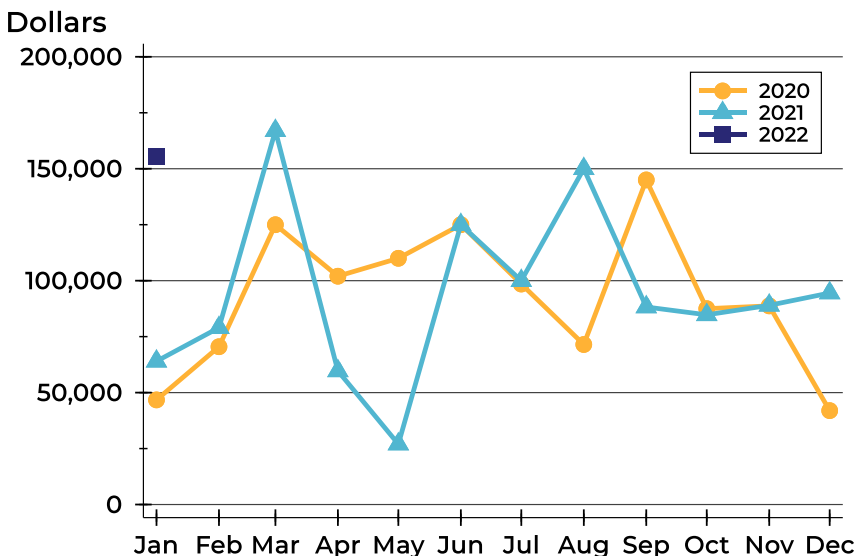
Northeast Kansas New Listings Analysis

Average Price



| Month | 2020 | 2021 | 2022 |
|------------------|---------|---------|----------------|
| January | 59,375 | 61,233 | 147,417 |
| February | 81,070 | 89,114 | |
| March | 142,978 | 160,929 | |
| April | 107,955 | 86,038 | |
| May | 117,712 | 35,134 | |
| June | 141,811 | 122,938 | |
| July | 117,342 | 106,064 | |
| August | 89,400 | 136,423 | |
| September | 154,267 | 115,455 | |
| October | 101,794 | 112,269 | |
| November | 108,292 | 104,680 | |
| December | 55,067 | 177,057 | |

Median Price



| Month | 2020 | 2021 | 2022 |
|------------------|---------|---------|----------------|
| January | 46,750 | 64,000 | 155,500 |
| February | 70,500 | 79,000 | |
| March | 125,000 | 167,000 | |
| April | 102,000 | 59,700 | |
| May | 110,000 | 27,000 | |
| June | 125,000 | 125,000 | |
| July | 98,500 | 100,000 | |
| August | 71,500 | 150,000 | |
| September | 145,000 | 88,250 | |
| October | 87,500 | 84,750 | |
| November | 88,750 | 89,000 | |
| December | 41,950 | 94,500 | |



Northeast Kansas Contracts Written Analysis

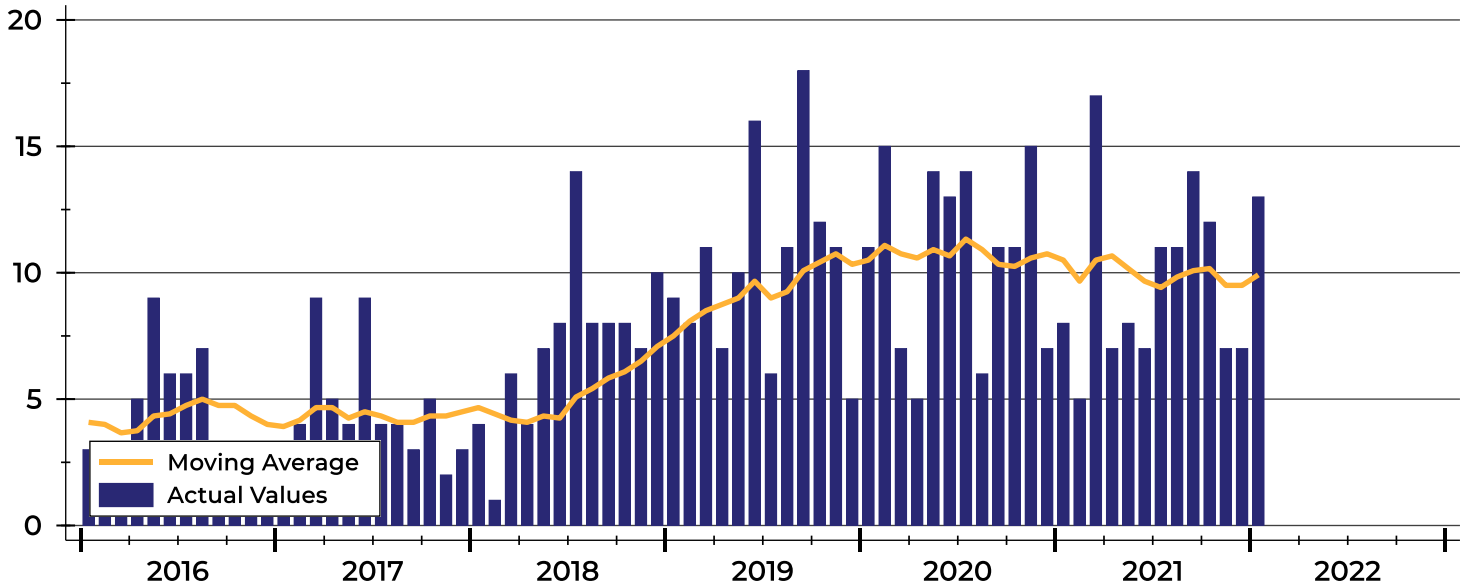
| Summary Statistics for Contracts Written | | January 2021 | | | Year-to-Date 2021 | | |
|------------------------------------------|---------------------|----------------|---------|--------|-------------------|---------|--------|
| | | 2022 | 2021 | Change | 2022 | 2021 | Change |
| Contracts Written | | 13 | 8 | 62.5% | 13 | 8 | 62.5% |
| Volume (1,000s) | | 1,724 | 843 | 104.5% | 1,724 | 843 | 104.5% |
| Average | Sale Price | 132,615 | 105,413 | 25.8% | 132,615 | 105,413 | 25.8% |
| | Days on Market | 68 | 42 | 61.9% | 68 | 42 | 61.9% |
| | Percent of Original | 96.8% | 99.5% | -2.7% | 96.8% | 99.5% | -2.7% |
| Median | Sale Price | 97,000 | 92,750 | 4.6% | 97,000 | 92,750 | 4.6% |
| | Days on Market | 23 | 33 | -30.3% | 23 | 33 | -30.3% |
| | Percent of Original | 100.0% | 96.9% | 3.2% | 100.0% | 96.9% | 3.2% |

A total of 13 contracts for sale were written in the Northeast Kansas MLS system during the month of January, up from 8 in 2021. The median list price of these homes was \$97,000, up from \$92,750 the prior year.

Half of the homes that went under contract in January were on the market less than 23 days, compared to 33 days in January 2021.

History of Contracts Written

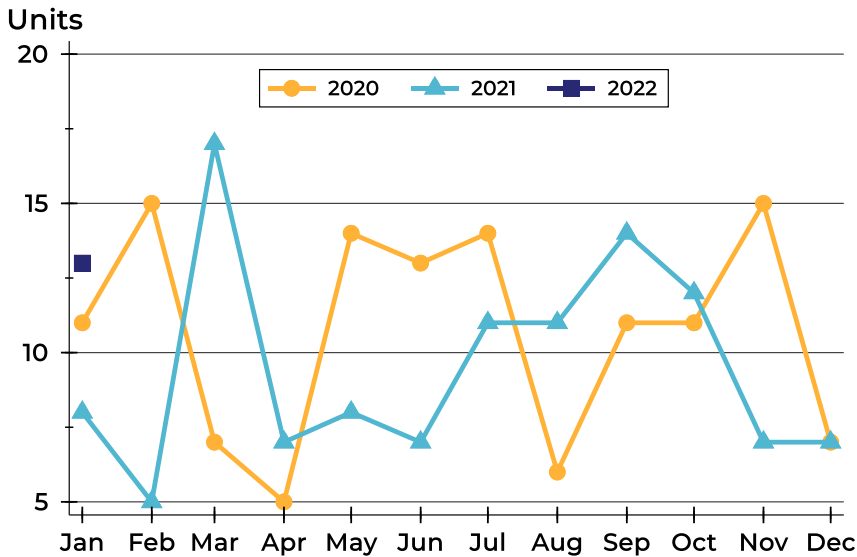
Units





Northeast Kansas Contracts Written Analysis

Contracts Written by Month



| Month | 2020 | 2021 | 2022 |
|------------------|------|------|-----------|
| January | 11 | 8 | 13 |
| February | 15 | 5 | |
| March | 7 | 17 | |
| April | 5 | 7 | |
| May | 14 | 8 | |
| June | 13 | 7 | |
| July | 14 | 11 | |
| August | 6 | 11 | |
| September | 11 | 14 | |
| October | 11 | 12 | |
| November | 15 | 7 | |
| December | 7 | 7 | |

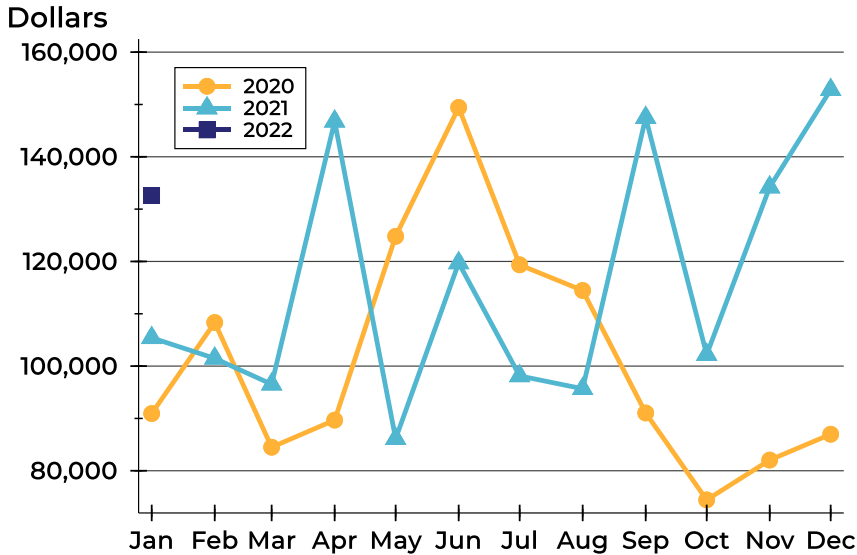
Contracts Written by Price Range

| 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 | 3 | 23.1% | 44,833 | 45,000 | 166 | 126 | 87.9% | 88.9% |
| \$50,000-\$99,999 | 4 | 30.8% | 90,000 | 92,500 | 34 | 24 | 98.7% | 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 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A |
| \$150,000-\$174,999 | 1 | 7.7% | 165,000 | 165,000 | 23 | 23 | 100.0% | 100.0% |
| \$175,000-\$199,999 | 3 | 23.1% | 185,667 | 185,000 | 48 | 0 | 100.0% | 100.0% |
| \$200,000-\$249,999 | 1 | 7.7% | 215,000 | 215,000 | 71 | 71 | 100.0% | 100.0% |
| \$250,000-\$299,999 | 1 | 7.7% | 292,500 | 292,500 | 7 | 7 | 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 | 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 |



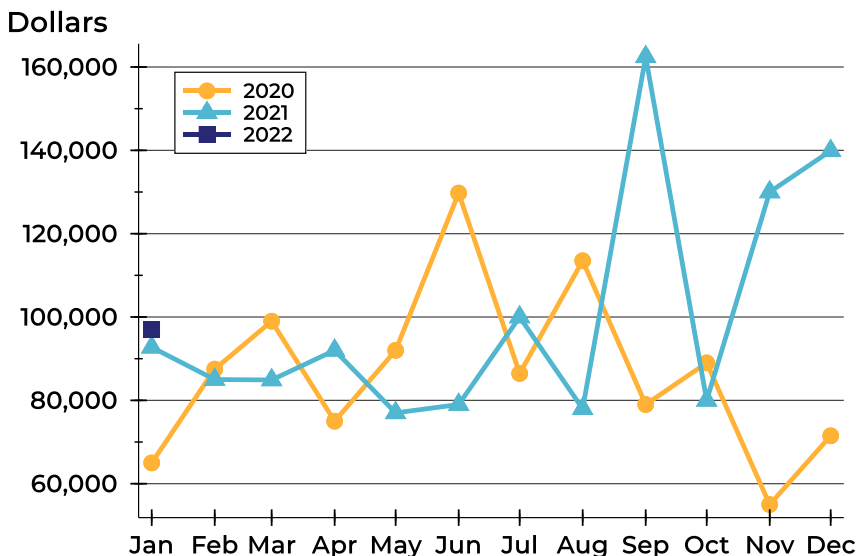
Northeast Kansas Contracts Written Analysis

Average Price



| Month | 2020 | 2021 | 2022 |
|------------------|---------|---------|----------------|
| January | 90,936 | 105,413 | 132,615 |
| February | 108,333 | 101,480 | |
| March | 84,500 | 96,535 | |
| April | 89,680 | 146,786 | |
| May | 124,807 | 86,125 | |
| June | 149,435 | 119,714 | |
| July | 119,357 | 98,127 | |
| August | 114,458 | 95,673 | |
| September | 91,045 | 147,486 | |
| October | 74,436 | 102,200 | |
| November | 82,043 | 134,200 | |
| December | 86,979 | 152,814 | |

Median Price

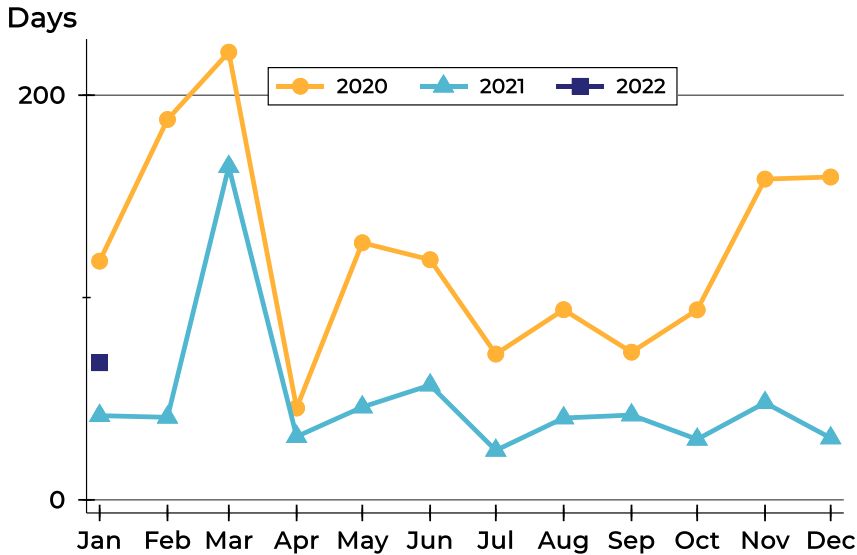


| Month | 2020 | 2021 | 2022 |
|------------------|---------|---------|---------------|
| January | 65,000 | 92,750 | 97,000 |
| February | 87,500 | 85,000 | |
| March | 99,000 | 84,900 | |
| April | 75,000 | 92,000 | |
| May | 92,000 | 77,000 | |
| June | 129,750 | 79,000 | |
| July | 86,450 | 100,000 | |
| August | 113,500 | 78,000 | |
| September | 79,000 | 162,450 | |
| October | 89,000 | 80,000 | |
| November | 55,000 | 130,000 | |
| December | 71,500 | 139,900 | |



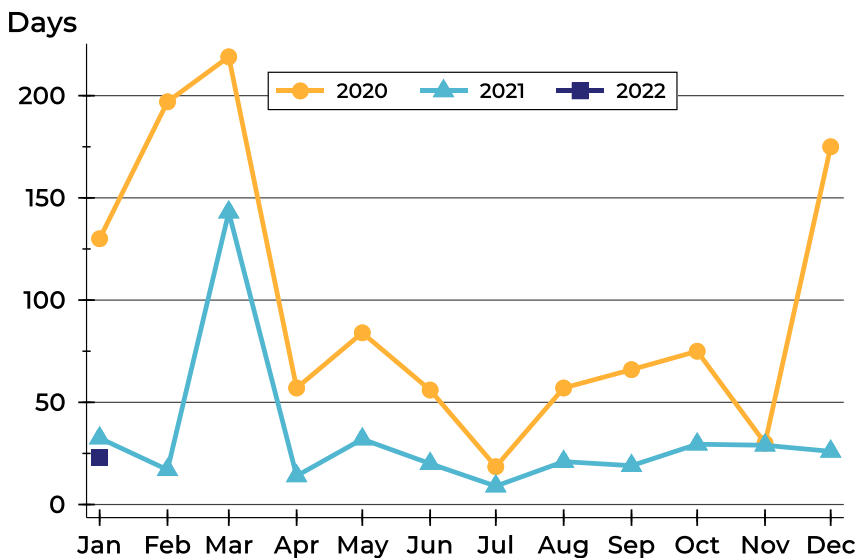
Northeast Kansas Contracts Written Analysis

Average DOM



| Month | 2020 | 2021 | 2022 |
|-----------|------|------|-----------|
| January | 118 | 42 | 68 |
| February | 188 | 41 | |
| March | 221 | 165 | |
| April | 45 | 31 | |
| May | 127 | 46 | |
| June | 119 | 57 | |
| July | 72 | 24 | |
| August | 94 | 40 | |
| September | 73 | 42 | |
| October | 94 | 30 | |
| November | 159 | 48 | |
| December | 160 | 31 | |

Median DOM



| Month | 2020 | 2021 | 2022 |
|-----------|------|------|-----------|
| January | 130 | 33 | 23 |
| February | 197 | 17 | |
| March | 219 | 143 | |
| April | 57 | 14 | |
| May | 84 | 32 | |
| June | 56 | 20 | |
| July | 19 | 9 | |
| August | 57 | 21 | |
| September | 66 | 19 | |
| October | 75 | 30 | |
| November | 30 | 29 | |
| December | 175 | 26 | |



Northeast Kansas Pending Contracts Analysis

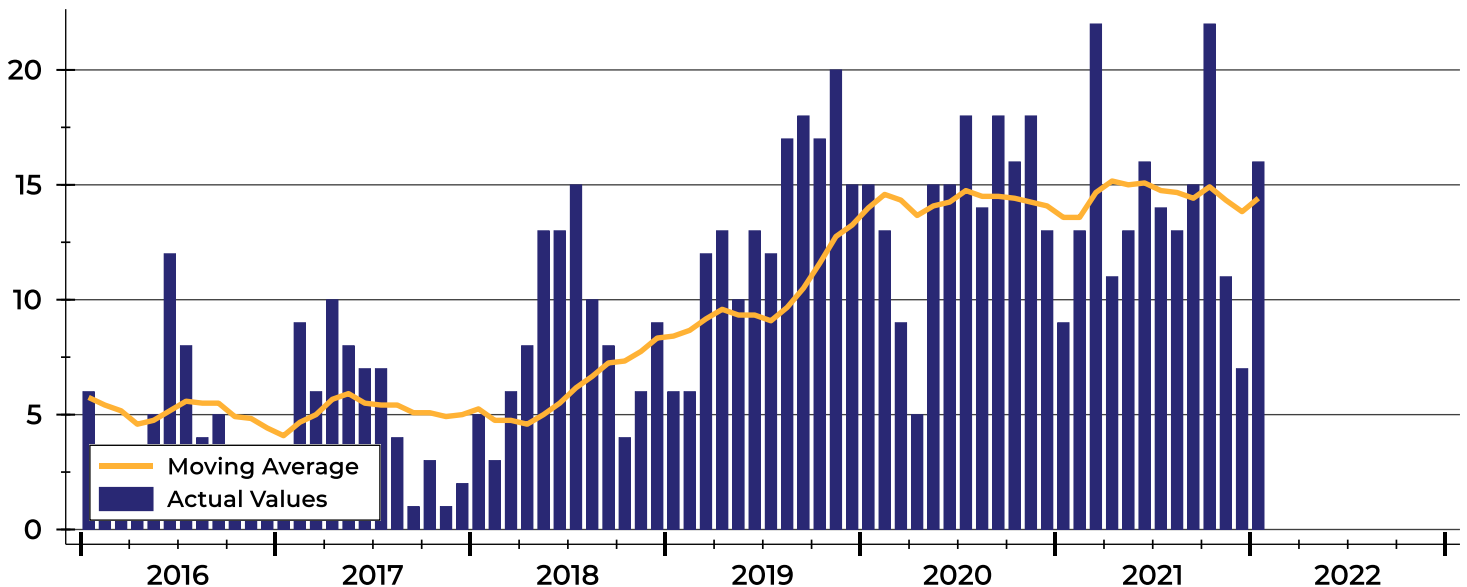
| Summary Statistics for Pending Contracts | | End of January | | |
|------------------------------------------|---------------------|----------------|---------|--------|
| | | 2022 | 2021 | Change |
| Pending Contracts | | 16 | 9 | 77.8% |
| Volume (1,000s) | | 2,389 | 950 | 151.5% |
| Average | List Price | 149,300 | 105,589 | 41.4% |
| | Days on Market | 70 | 101 | -30.7% |
| | Percent of Original | 98.9% | 100.0% | -1.1% |
| Median | List Price | 142,450 | 87,500 | 62.8% |
| | Days on Market | 37 | 82 | -54.9% |
| | Percent of Original | 100.0% | 100.0% | 0.0% |

A total of 16 listings in the Northeast Kansas MLS system had contracts pending at the end of January, up from 9 contracts pending at the end of January 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

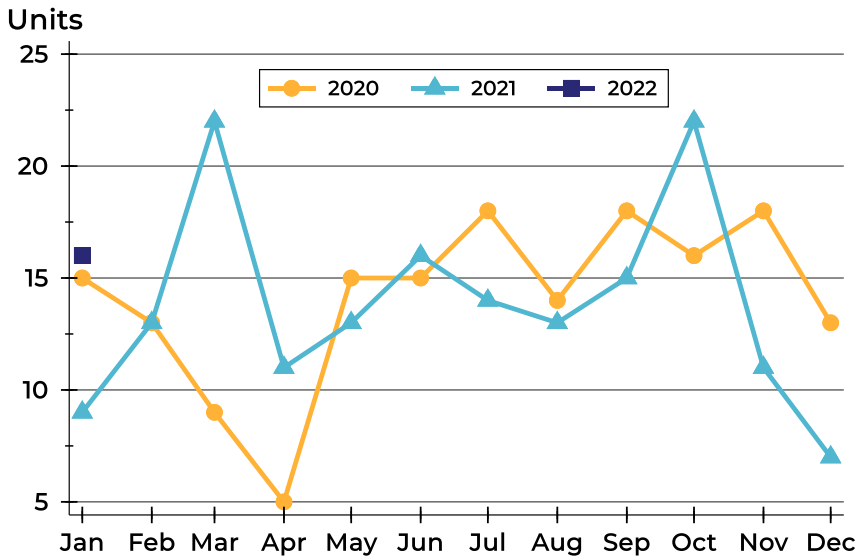
Units





Northeast Kansas Pending Contracts Analysis

Pending Contracts by Month



| Month | 2020 | 2021 | 2022 |
|------------------|------|------|-----------|
| January | 15 | 9 | 16 |
| February | 13 | 13 | |
| March | 9 | 22 | |
| April | 5 | 11 | |
| May | 15 | 13 | |
| June | 15 | 16 | |
| July | 18 | 14 | |
| August | 14 | 13 | |
| September | 18 | 15 | |
| October | 16 | 22 | |
| November | 18 | 11 | |
| December | 13 | 7 | |

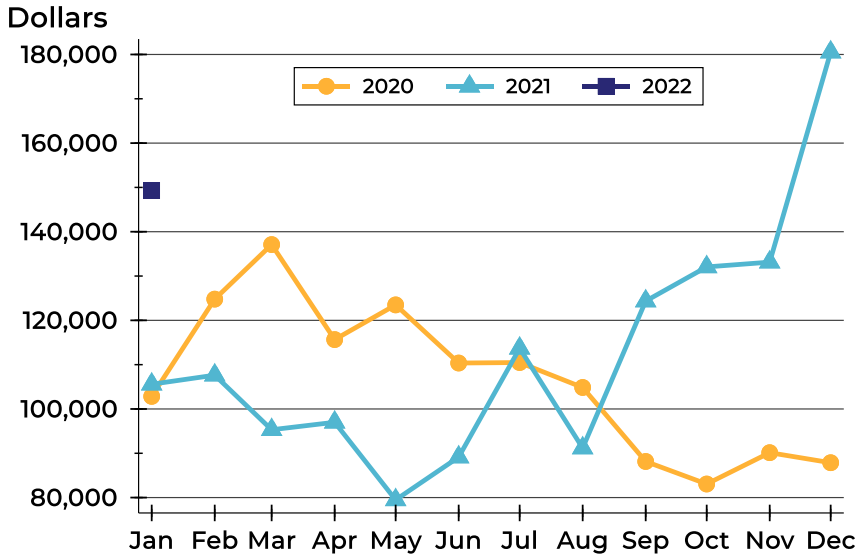
Pending Contracts by Price Range

| Price Range | Pending Contracts | | List Price | | Days on Market | | Price as % of Orig. | |
|---------------------|-------------------|---------|------------|---------|----------------|------|---------------------|--------|
| | Number | Percent | Average | Median | Avg. | Med. | Avg. | Med. |
| Below \$25,000 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A |
| \$25,000-\$49,999 | 2 | 12.5% | 42,500 | 42,500 | 242 | 242 | 94.4% | 94.4% |
| \$50,000-\$99,999 | 4 | 25.0% | 85,100 | 86,750 | 31 | 17 | 98.5% | 100.0% |
| \$100,000-\$124,999 | 1 | 6.3% | 124,000 | 124,000 | 143 | 143 | 100.0% | 100.0% |
| \$125,000-\$149,999 | 2 | 12.5% | 142,450 | 142,450 | 28 | 28 | 100.0% | 100.0% |
| \$150,000-\$174,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A |
| \$175,000-\$199,999 | 3 | 18.8% | 185,667 | 185,000 | 48 | 0 | 100.0% | 100.0% |
| \$200,000-\$249,999 | 2 | 12.5% | 227,500 | 227,500 | 41 | 41 | 100.0% | 100.0% |
| \$250,000-\$299,999 | 2 | 12.5% | 271,250 | 271,250 | 47 | 47 | 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 | 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 |



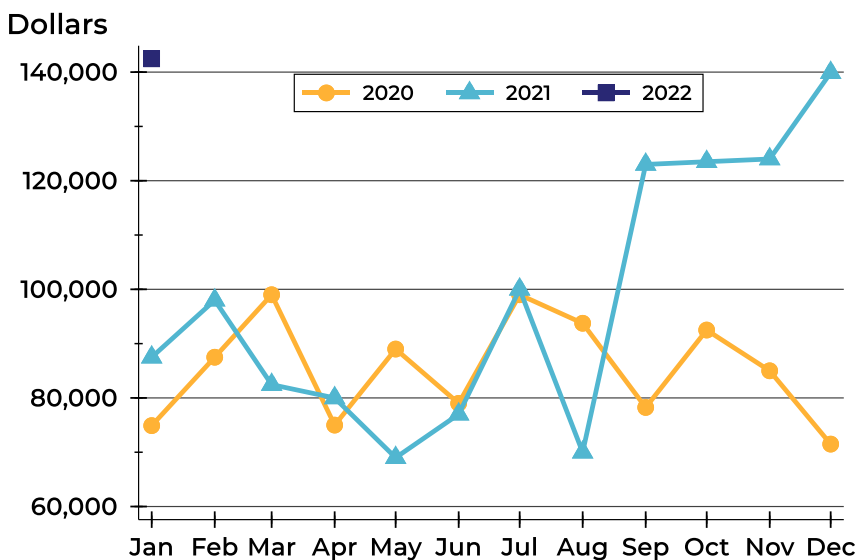
Northeast Kansas Pending Contracts Analysis

Average Price



| Month | 2020 | 2021 | 2022 |
|------------------|---------|---------|----------------|
| January | 102,847 | 105,589 | 149,300 |
| February | 124,792 | 107,631 | |
| March | 137,100 | 95,314 | |
| April | 115,660 | 97,000 | |
| May | 123,487 | 79,484 | |
| June | 110,370 | 89,143 | |
| July | 110,478 | 113,693 | |
| August | 104,850 | 91,184 | |
| September | 88,150 | 124,353 | |
| October | 83,063 | 132,055 | |
| November | 90,136 | 133,136 | |
| December | 87,869 | 180,529 | |

Median Price

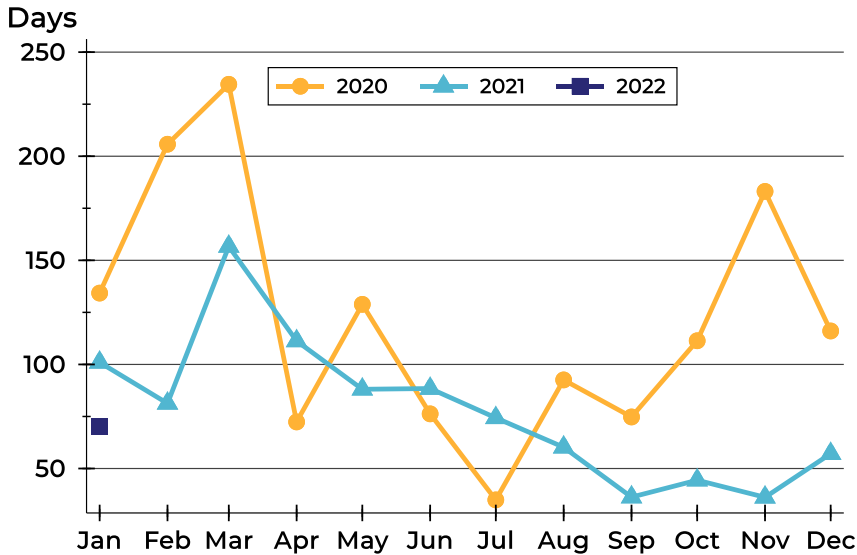


| Month | 2020 | 2021 | 2022 |
|------------------|--------|---------|----------------|
| January | 74,900 | 87,500 | 142,450 |
| February | 87,500 | 98,000 | |
| March | 99,000 | 82,450 | |
| April | 75,000 | 80,000 | |
| May | 89,000 | 68,999 | |
| June | 79,000 | 77,000 | |
| July | 99,000 | 100,000 | |
| August | 93,750 | 69,999 | |
| September | 78,250 | 123,000 | |
| October | 92,500 | 123,500 | |
| November | 85,000 | 124,000 | |
| December | 71,500 | 139,900 | |



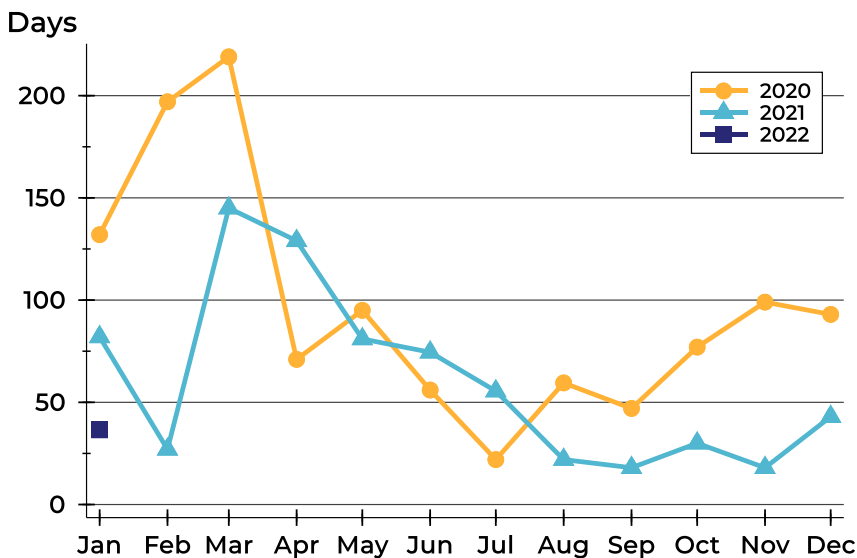
Northeast Kansas Pending Contracts Analysis

Average DOM



| Month | 2020 | 2021 | 2022 |
|------------------|------|------|-----------|
| January | 134 | 101 | 70 |
| February | 206 | 81 | |
| March | 235 | 157 | |
| April | 72 | 111 | |
| May | 129 | 88 | |
| June | 76 | 88 | |
| July | 35 | 74 | |
| August | 93 | 60 | |
| September | 75 | 36 | |
| October | 111 | 44 | |
| November | 183 | 36 | |
| December | 116 | 57 | |

Median DOM



| Month | 2020 | 2021 | 2022 |
|------------------|------|------|-----------|
| January | 132 | 82 | 37 |
| February | 197 | 27 | |
| March | 219 | 145 | |
| April | 71 | 129 | |
| May | 95 | 81 | |
| June | 56 | 75 | |
| July | 22 | 56 | |
| August | 60 | 22 | |
| September | 47 | 18 | |
| October | 77 | 30 | |
| November | 99 | 18 | |
| December | 93 | 43 | |



Brown County Housing Report



Market Overview

Brown County Home Sales Fell in January

Total home sales in Brown County fell last month to 3 units, compared to 7 units in January 2021. Total sales volume was \$0.6 million, up from a year earlier.

The median sale price in January was \$195,000, up from \$47,500 a year earlier. Homes that sold in January were typically on the market for 45 days and sold for 93.3% of their list prices.

Brown County Active Listings Up at End of January

The total number of active listings in Brown County at the end of January was 27 units, up from 25 at the same point in 2021. This represents a 4.3 months' supply of homes available for sale. The median list price of homes on the market at the end of January was \$82,000.

During January, a total of 9 contracts were written up from 5 in January 2021. At the end of the month, there were 11 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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Brown County Summary Statistics

| January MLS Statistics Three-year History | | Current Month | | | Year-to-Date | | |
|----------------------------------------------|------------------------------|----------------|----------------|----------------|----------------|---------------|----------------|
| | | 2022 | 2021 | 2020 | 2022 | 2021 | 2020 |
| Home Sales | | 3 | 7 | 7 | 3 | 7 | 7 |
| Change from prior year | | -57.1% | 0.0% | -46.2% | -57.1% | 0.0% | -46.2% |
| Active Listings | | 27 | 25 | 37 | N/A | N/A | N/A |
| Change from prior year | | 8.0% | -32.4% | -32.7% | | | |
| Months' Supply | | 4.3 | 3.0 | 4.6 | N/A | N/A | N/A |
| Change from prior year | | 43.3% | -34.8% | -48.9% | | | |
| New Listings | | 7 | 10 | 6 | 7 | 10 | 6 |
| Change from prior year | | -30.0% | 66.7% | -53.8% | -30.0% | 66.7% | -53.8% |
| Contracts Written | | 9 | 5 | 11 | 9 | 5 | 11 |
| Change from prior year | | 80.0% | -54.5% | 37.5% | 80.0% | -54.5% | 37.5% |
| Pending Contracts | | 11 | 6 | 15 | N/A | N/A | N/A |
| Change from prior year | | 83.3% | -60.0% | 200.0% | | | |
| Sales Volume (1,000s) | | 625 | 326 | 714 | 625 | 326 | 714 |
| Change from prior year | | 91.7% | -54.3% | -50.5% | 91.7% | -54.3% | -50.5% |
| Average | Sale Price | 208,333 | 46,614 | 101,957 | 208,333 | 46,614 | 101,957 |
| | Change from prior year | 346.9% | -54.3% | -8.1% | 346.9% | -54.3% | -8.1% |
| | List Price of Actives | 112,447 | 103,172 | 102,527 | N/A | N/A | N/A |
| | Change from prior year | 9.0% | 0.6% | 17.9% | | | |
| | Days on Market | 48 | 117 | 71 | 48 | 117 | 71 |
| Change from prior year | -59.0% | 64.8% | -21.1% | -59.0% | 64.8% | -21.1% | |
| Percent of List | 88.7% | 94.2% | 96.4% | 88.7% | 94.2% | 96.4% | |
| Change from prior year | -5.8% | -2.3% | 13.8% | -5.8% | -2.3% | 13.8% | |
| Percent of Original | 88.7% | 96.2% | 82.5% | 88.7% | 96.2% | 82.5% | |
| Change from prior year | -7.8% | 16.6% | 0.4% | -7.8% | 16.6% | 0.4% | |
| Median | Sale Price | 195,000 | 47,500 | 100,000 | 195,000 | 47,500 | 100,000 |
| | Change from prior year | 310.5% | -52.5% | 104.9% | 310.5% | -52.5% | 104.9% |
| | List Price of Actives | 82,000 | 84,900 | 87,500 | N/A | N/A | N/A |
| | Change from prior year | -3.4% | -3.0% | 17.4% | | | |
| | Days on Market | 45 | 30 | 65 | 45 | 30 | 65 |
| Change from prior year | 50.0% | -53.8% | -4.4% | 50.0% | -53.8% | -4.4% | |
| Percent of List | 93.3% | 95.0% | 98.3% | 93.3% | 95.0% | 98.3% | |
| Change from prior year | -1.8% | -3.4% | 17.4% | -1.8% | -3.4% | 17.4% | |
| Percent of Original | 93.3% | 95.0% | 82.5% | 93.3% | 95.0% | 82.5% | |
| Change from prior year | -1.8% | 15.2% | 3.1% | -1.8% | 15.2% | 3.1% | |

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



Brown County Closed Listings Analysis

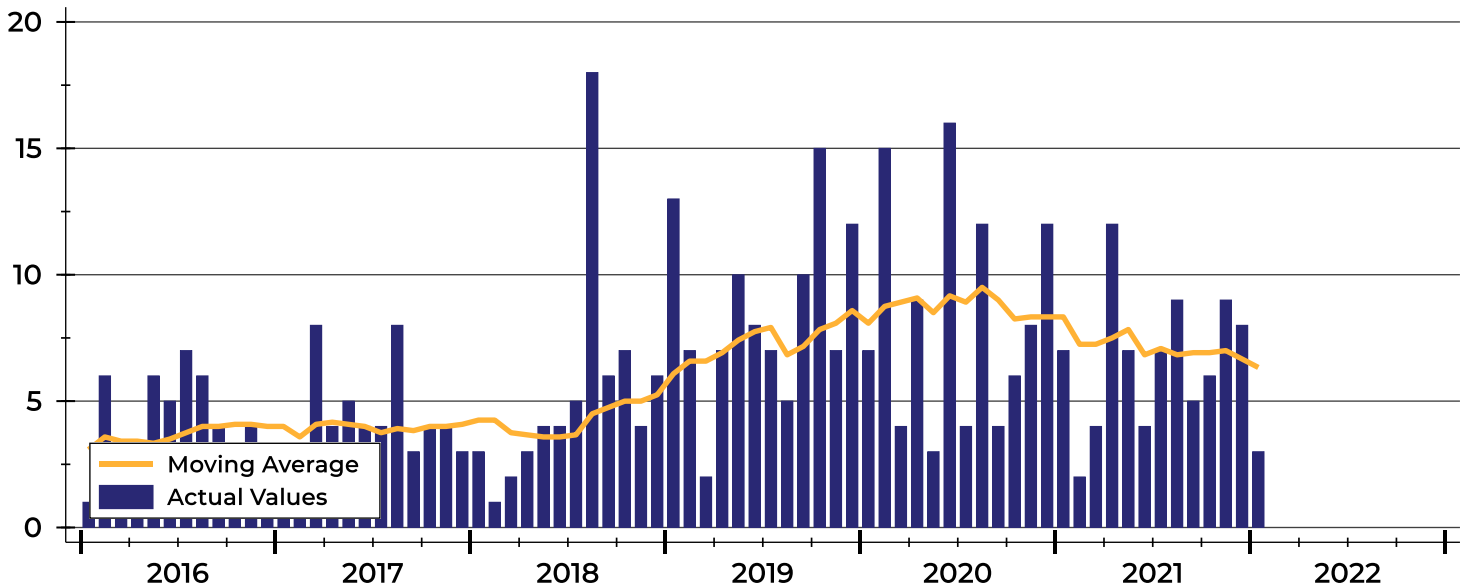
| Summary Statistics for Closed Listings | | 2022 | January 2021 | Change | 2022 | Year-to-Date 2021 | Change |
|----------------------------------------|---------------------|----------------|--------------|--------|----------------|-------------------|--------|
| Closed Listings | | 3 | 7 | -57.1% | 3 | 7 | -57.1% |
| Volume (1,000s) | | 625 | 326 | 91.7% | 625 | 326 | 91.7% |
| Months' Supply | | 4.3 | 3.0 | 43.3% | N/A | N/A | N/A |
| Average | Sale Price | 208,333 | 46,614 | 346.9% | 208,333 | 46,614 | 346.9% |
| | Days on Market | 48 | 117 | -59.0% | 48 | 117 | -59.0% |
| | Percent of List | 88.7% | 94.2% | -5.8% | 88.7% | 94.2% | -5.8% |
| | Percent of Original | 88.7% | 96.2% | -7.8% | 88.7% | 96.2% | -7.8% |
| Median | Sale Price | 195,000 | 47,500 | 310.5% | 195,000 | 47,500 | 310.5% |
| | Days on Market | 45 | 30 | 50.0% | 45 | 30 | 50.0% |
| | Percent of List | 93.3% | 95.0% | -1.8% | 93.3% | 95.0% | -1.8% |
| | Percent of Original | 93.3% | 95.0% | -1.8% | 93.3% | 95.0% | -1.8% |

A total of 3 homes sold in Brown County in January, down from 7 units in January 2021. Total sales volume rose to \$0.6 million compared to \$0.3 million in the previous year.

The median sales price in January was \$195,000, up 310.5% compared to the prior year. Median days on market was 45 days, up from 29 days in December, and up from 30 in January 2021.

History of Closed Listings

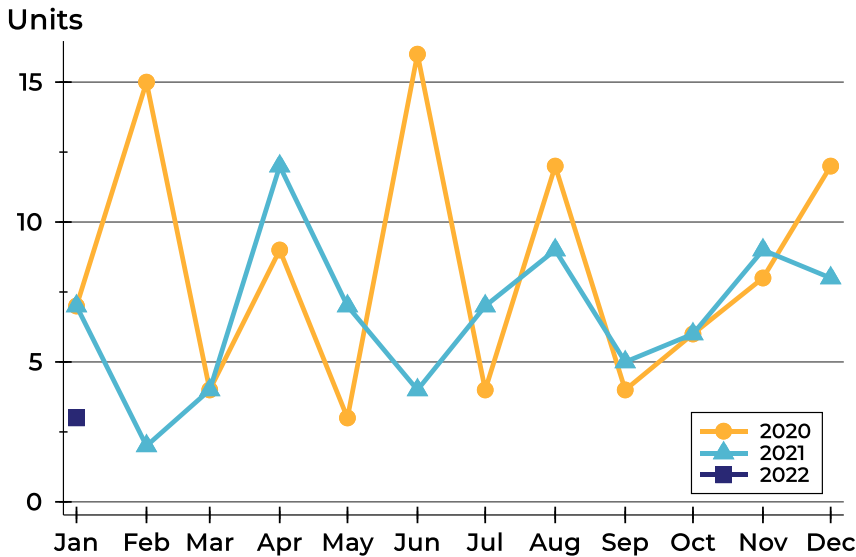
Units





Brown County Closed Listings Analysis

Closed Listings by Month



| Month | 2020 | 2021 | 2022 |
|-----------|------|------|----------|
| January | 7 | 7 | 3 |
| February | 15 | 2 | |
| March | 4 | 4 | |
| April | 9 | 12 | |
| May | 3 | 7 | |
| June | 16 | 4 | |
| July | 4 | 7 | |
| August | 12 | 9 | |
| September | 4 | 5 | |
| October | 6 | 6 | |
| November | 8 | 9 | |
| December | 12 | 8 | |

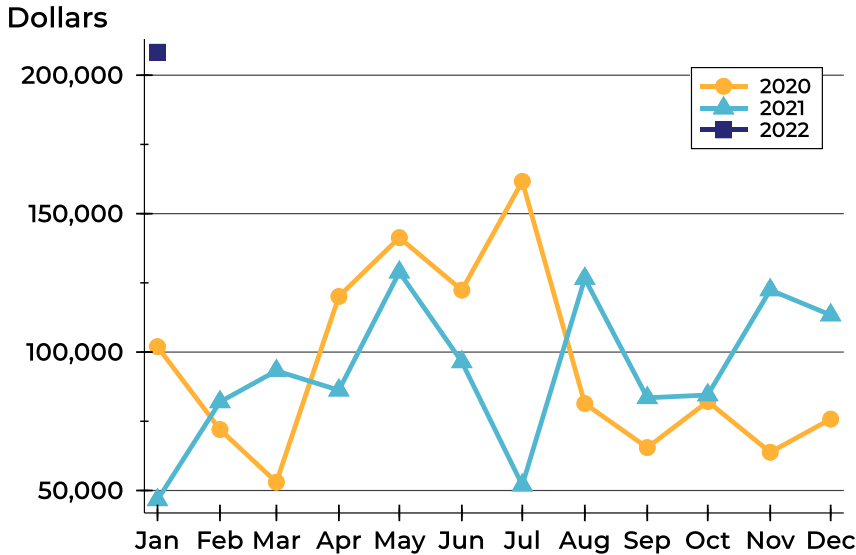
Closed Listings by Price Range

| 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 | 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 | 1 | 33.3% | 5.3 | 85,000 | 85,000 | 45 | 45 | 95.0% | 95.0% | 95.0% | 95.0% |
| \$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 | 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 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A |
| \$175,000-\$199,999 | 1 | 33.3% | 2.4 | 195,000 | 195,000 | 86 | 86 | 78.0% | 78.0% | 78.0% | 78.0% |
| \$200,000-\$249,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A |
| \$250,000-\$299,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A |
| \$300,000-\$399,999 | 1 | 33.3% | 0.0 | 345,000 | 345,000 | 14 | 14 | 93.3% | 93.3% | 93.3% | 93.3% |
| \$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 |



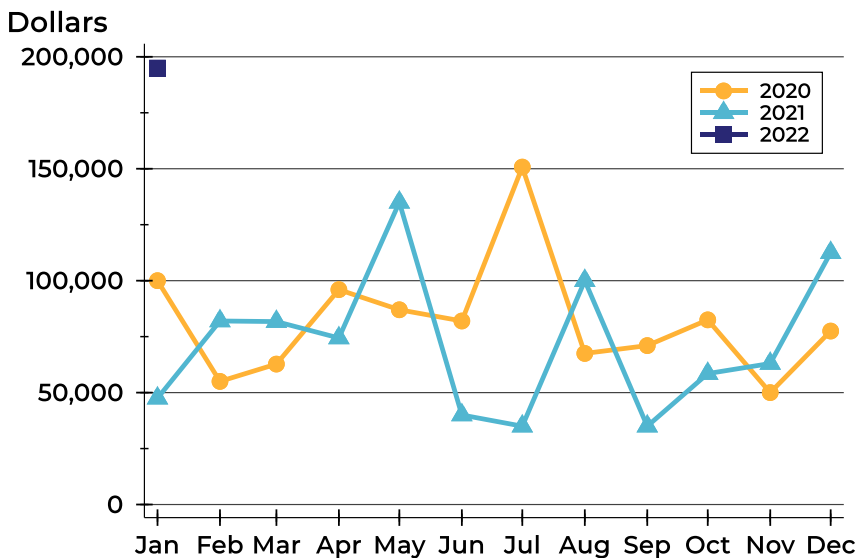
Brown County Closed Listings Analysis

Average Price



| Month | 2020 | 2021 | 2022 |
|------------------|---------|---------|----------------|
| January | 101,957 | 46,614 | 208,333 |
| February | 72,027 | 82,000 | |
| March | 53,000 | 93,238 | |
| April | 120,078 | 86,225 | |
| May | 141,333 | 128,857 | |
| June | 122,384 | 96,450 | |
| July | 161,663 | 51,929 | |
| August | 81,417 | 126,567 | |
| September | 65,500 | 83,480 | |
| October | 82,150 | 84,500 | |
| November | 63,813 | 122,433 | |
| December | 75,792 | 113,375 | |

Median Price

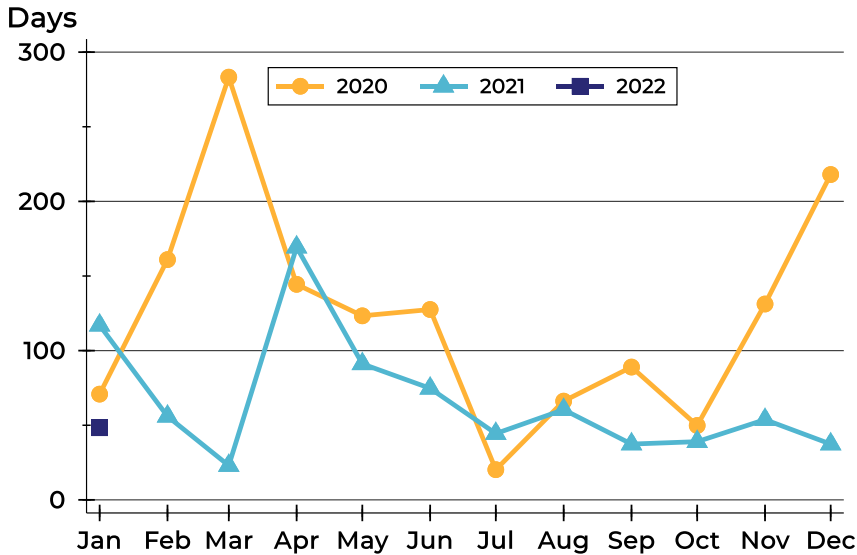


| Month | 2020 | 2021 | 2022 |
|------------------|---------|---------|----------------|
| January | 100,000 | 47,500 | 195,000 |
| February | 55,000 | 82,000 | |
| March | 62,750 | 81,725 | |
| April | 96,000 | 74,400 | |
| May | 87,000 | 135,000 | |
| June | 82,000 | 40,000 | |
| July | 150,750 | 35,000 | |
| August | 67,500 | 100,000 | |
| September | 71,000 | 35,000 | |
| October | 82,501 | 58,500 | |
| November | 50,000 | 63,000 | |
| December | 77,500 | 112,500 | |



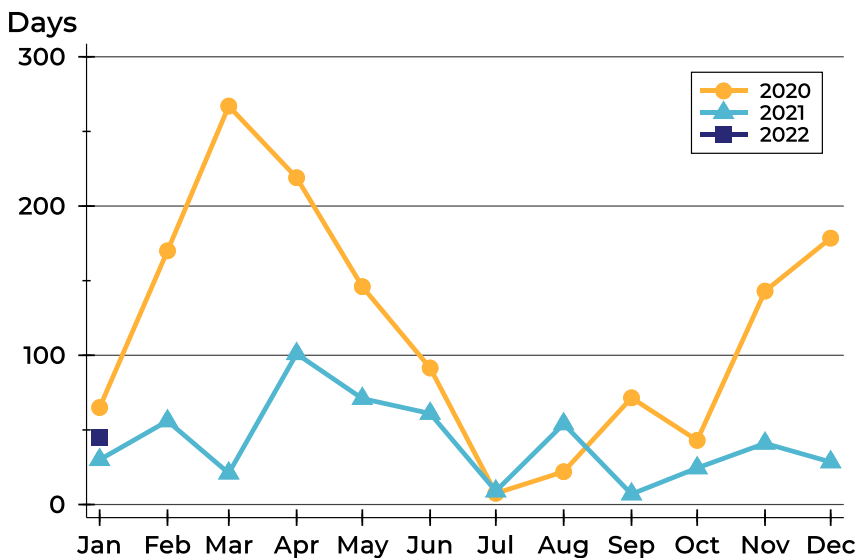
Brown County Closed Listings Analysis

Average DOM



| Month | 2020 | 2021 | 2022 |
|------------------|------|------|-----------|
| January | 71 | 117 | 48 |
| February | 161 | 56 | |
| March | 283 | 23 | |
| April | 144 | 169 | |
| May | 123 | 91 | |
| June | 128 | 75 | |
| July | 20 | 44 | |
| August | 66 | 60 | |
| September | 89 | 37 | |
| October | 50 | 39 | |
| November | 131 | 54 | |
| December | 218 | 37 | |

Median DOM



| Month | 2020 | 2021 | 2022 |
|------------------|------|------|-----------|
| January | 65 | 30 | 45 |
| February | 170 | 56 | |
| March | 267 | 21 | |
| April | 219 | 101 | |
| May | 146 | 71 | |
| June | 92 | 61 | |
| July | 8 | 9 | |
| August | 22 | 54 | |
| September | 72 | 7 | |
| October | 43 | 25 | |
| November | 143 | 41 | |
| December | 179 | 29 | |



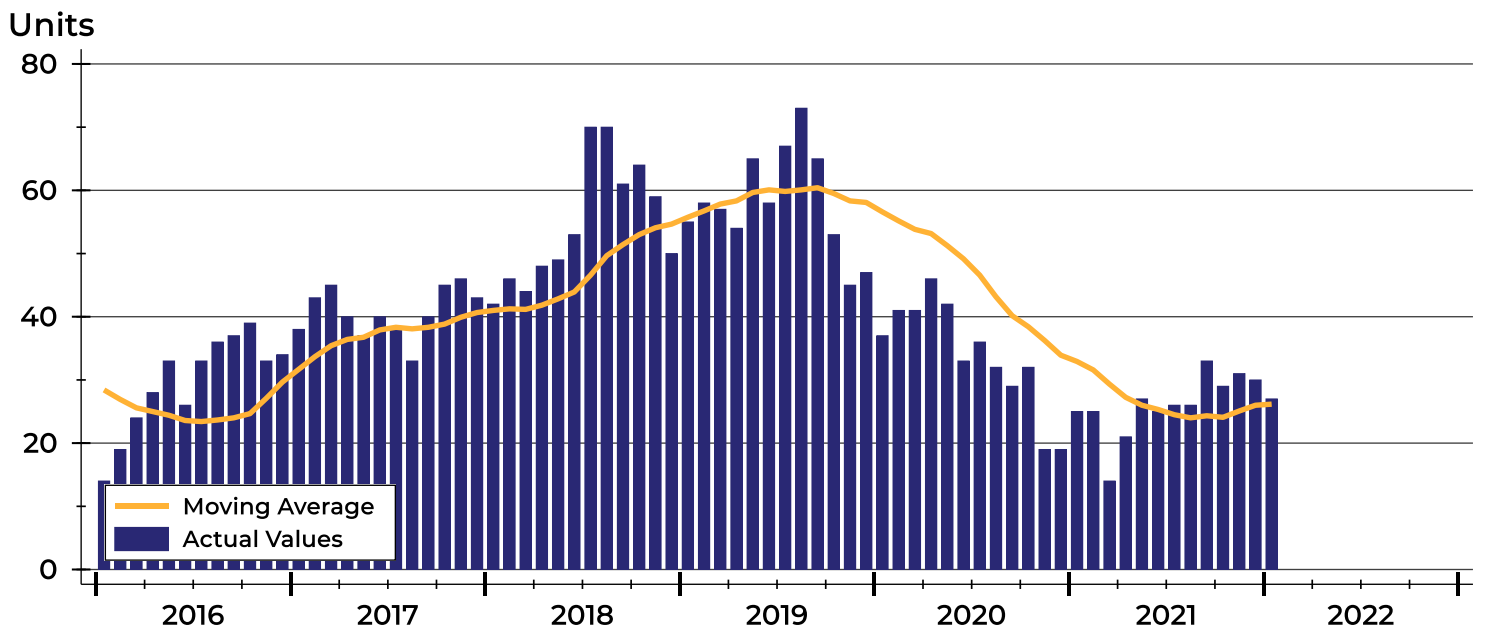
Brown County Active Listings Analysis

| Summary Statistics for Active Listings | | 2022 | End of January 2021 | Change |
|----------------------------------------|---------------------|----------------|---------------------|--------|
| Active Listings | | 27 | 25 | 8.0% |
| Volume (1,000s) | | 3,036 | 2,579 | 17.7% |
| Months' Supply | | 4.3 | 3.0 | 43.3% |
| Average | List Price | 112,447 | 103,172 | 9.0% |
| | Days on Market | 134 | 119 | 12.6% |
| | Percent of Original | 97.3% | 97.1% | 0.2% |
| Median | List Price | 82,000 | 84,900 | -3.4% |
| | Days on Market | 112 | 75 | 49.3% |
| | Percent of Original | 100.0% | 100.0% | 0.0% |

A total of 27 homes were available for sale in Brown County at the end of January. This represents a 4.3 months' supply of active listings.

The median list price of homes on the market at the end of January was \$82,000, down 3.4% from 2021. The typical time on market for active listings was 112 days, up from 75 days a year earlier.

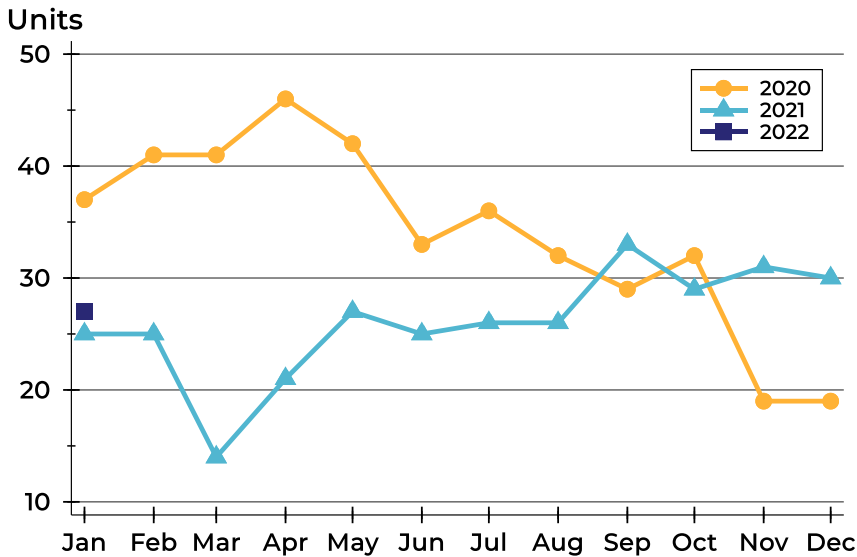
History of Active Listings





Brown County Active Listings Analysis

Active Listings by Month



| Month | 2020 | 2021 | 2022 |
|------------------|------|------|-----------|
| January | 37 | 25 | 27 |
| February | 41 | 25 | |
| March | 41 | 14 | |
| April | 46 | 21 | |
| May | 42 | 27 | |
| June | 33 | 25 | |
| July | 36 | 26 | |
| August | 32 | 26 | |
| September | 29 | 33 | |
| October | 32 | 29 | |
| November | 19 | 31 | |
| December | 19 | 30 | |

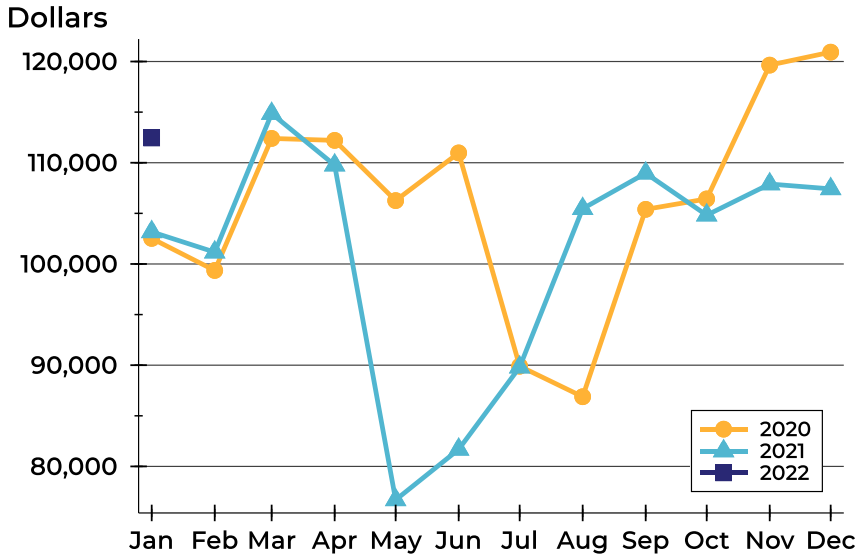
Active Listings by Price Range

| 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 | 3.7% | N/A | 19,900 | 19,900 | 130 | 130 | 57.0% | 57.0% |
| \$25,000-\$49,999 | 6 | 22.2% | N/A | 36,617 | 35,900 | 195 | 263 | 98.3% | 100.0% |
| \$50,000-\$99,999 | 11 | 40.7% | 5.3 | 74,861 | 78,500 | 123 | 102 | 98.8% | 100.0% |
| \$100,000-\$124,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A | N/A |
| \$125,000-\$149,999 | 1 | 3.7% | N/A | 125,000 | 125,000 | 137 | 137 | 100.0% | 100.0% |
| \$150,000-\$174,999 | 3 | 11.1% | N/A | 158,667 | 158,000 | 17 | 22 | 100.0% | 100.0% |
| \$175,000-\$199,999 | 2 | 7.4% | 2.4 | 187,000 | 187,000 | 79 | 79 | 96.4% | 96.4% |
| \$200,000-\$249,999 | 1 | 3.7% | N/A | 225,000 | 225,000 | 472 | 472 | 100.0% | 100.0% |
| \$250,000-\$299,999 | 1 | 3.7% | N/A | 275,000 | 275,000 | 112 | 112 | 100.0% | 100.0% |
| \$300,000-\$399,999 | 0 | 0.0% | 0.0 | N/A | N/A | N/A | N/A | N/A | N/A |
| \$400,000-\$499,999 | 1 | 3.7% | N/A | 498,000 | 498,000 | 35 | 35 | 100.0% | 100.0% |
| \$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 |



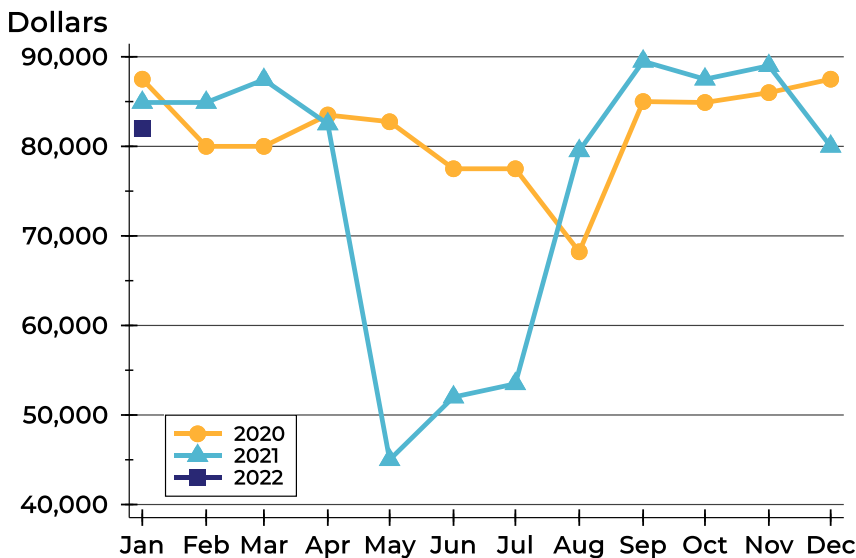
Brown County Active Listings Analysis

Average Price



| Month | 2020 | 2021 | 2022 |
|------------------|---------|---------|----------------|
| January | 102,527 | 103,172 | 112,447 |
| February | 99,359 | 101,168 | |
| March | 112,401 | 114,857 | |
| April | 112,208 | 109,762 | |
| May | 106,261 | 76,695 | |
| June | 110,974 | 81,687 | |
| July | 89,900 | 89,806 | |
| August | 86,888 | 105,460 | |
| September | 105,397 | 108,966 | |
| October | 106,428 | 104,823 | |
| November | 119,645 | 107,899 | |
| December | 120,926 | 107,419 | |

Median Price

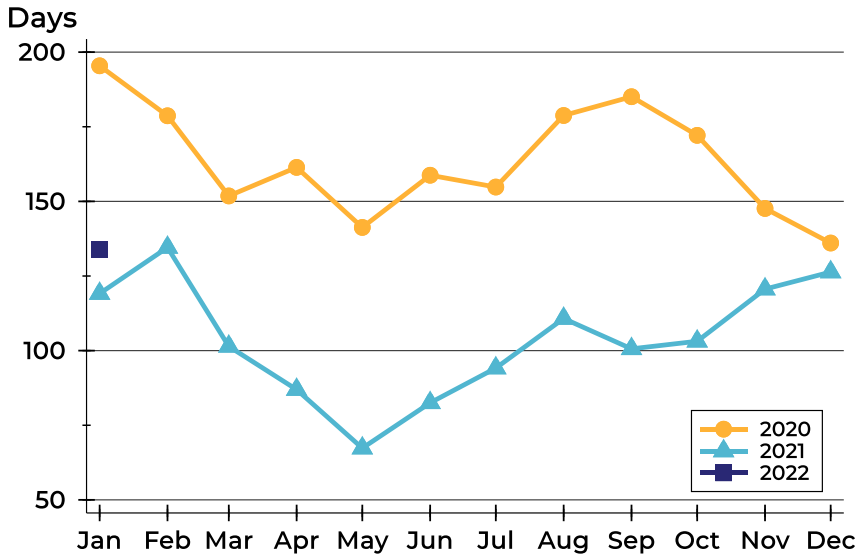


| Month | 2020 | 2021 | 2022 |
|------------------|--------|--------|---------------|
| January | 87,500 | 84,900 | 82,000 |
| February | 80,000 | 84,900 | |
| March | 80,000 | 87,450 | |
| April | 83,500 | 82,500 | |
| May | 82,750 | 45,000 | |
| June | 77,500 | 52,000 | |
| July | 77,500 | 53,484 | |
| August | 68,228 | 79,500 | |
| September | 85,000 | 89,500 | |
| October | 84,900 | 87,500 | |
| November | 86,000 | 89,000 | |
| December | 87,500 | 80,000 | |



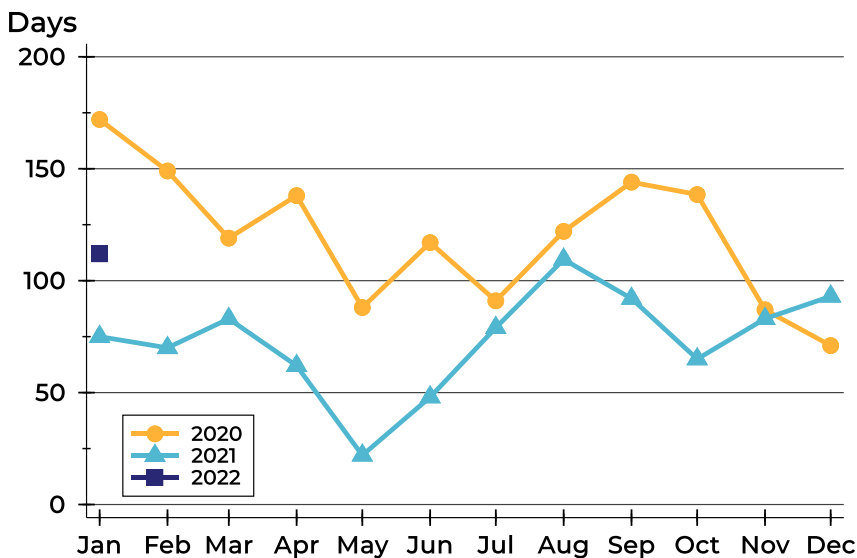
Brown County Active Listings Analysis

Average DOM



| Month | 2020 | 2021 | 2022 |
|------------------|------|------|------------|
| January | 195 | 119 | 134 |
| February | 179 | 135 | |
| March | 152 | 101 | |
| April | 161 | 87 | |
| May | 141 | 67 | |
| June | 159 | 83 | |
| July | 155 | 94 | |
| August | 179 | 111 | |
| September | 185 | 101 | |
| October | 172 | 103 | |
| November | 148 | 121 | |
| December | 136 | 126 | |

Median DOM

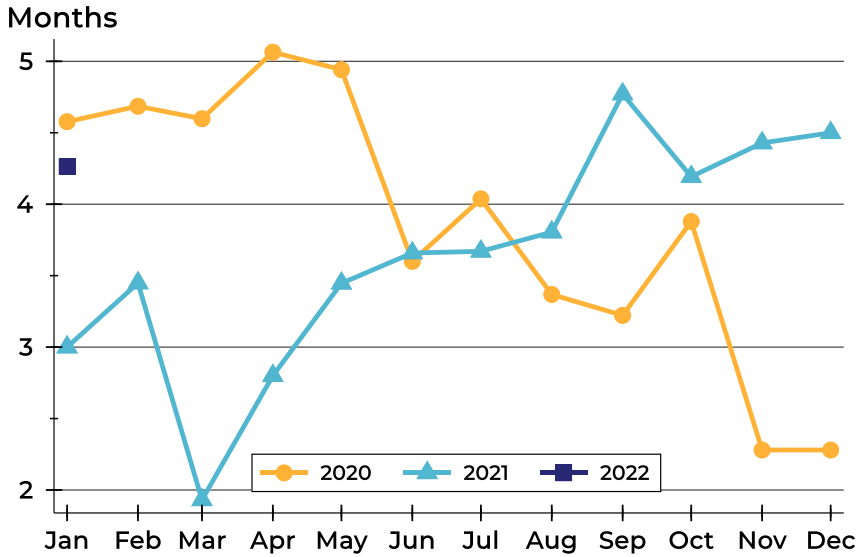


| Month | 2020 | 2021 | 2022 |
|------------------|------|------|------------|
| January | 172 | 75 | 112 |
| February | 149 | 70 | |
| March | 119 | 83 | |
| April | 138 | 62 | |
| May | 88 | 22 | |
| June | 117 | 48 | |
| July | 91 | 79 | |
| August | 122 | 110 | |
| September | 144 | 92 | |
| October | 139 | 65 | |
| November | 87 | 83 | |
| December | 71 | 93 | |



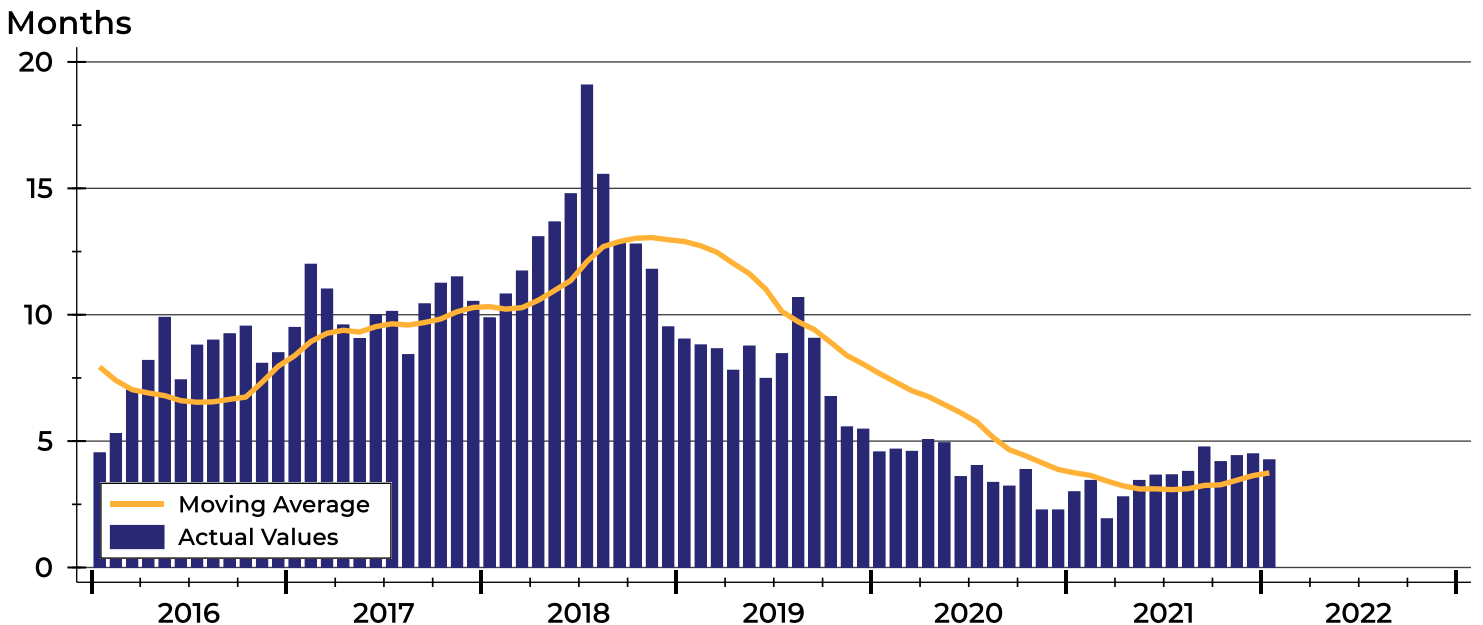
Brown County Months' Supply Analysis

Months' Supply by Month



| Month | 2020 | 2021 | 2022 |
|-----------|------|------|------------|
| January | 4.6 | 3.0 | 4.3 |
| February | 4.7 | 3.4 | |
| March | 4.6 | 1.9 | |
| April | 5.1 | 2.8 | |
| May | 4.9 | 3.4 | |
| June | 3.6 | 3.7 | |
| July | 4.0 | 3.7 | |
| August | 3.4 | 3.8 | |
| September | 3.2 | 4.8 | |
| October | 3.9 | 4.2 | |
| November | 2.3 | 4.4 | |
| December | 2.3 | 4.5 | |

History of Month's Supply





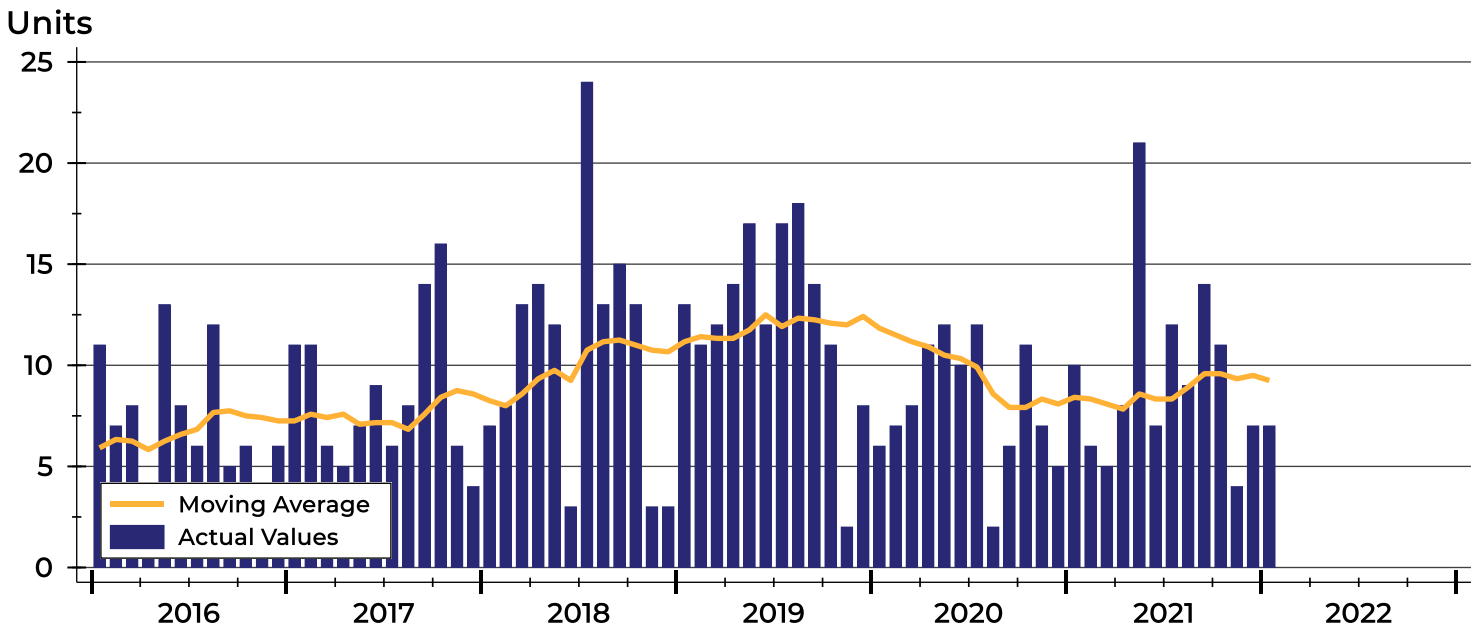
Brown County New Listings Analysis

| Summary Statistics for New Listings | | 2022 | January 2021 | Change |
|-------------------------------------|--------------------|----------------|--------------|--------|
| Current Month | New Listings | 7 | 10 | -30.0% |
| | Volume (1,000s) | 942 | 515 | 82.9% |
| | Average List Price | 134,571 | 51,480 | 161.4% |
| | Median List Price | 153,000 | 49,500 | 209.1% |
| Year-to-Date | New Listings | 7 | 10 | -30.0% |
| | Volume (1,000s) | 942 | 515 | 82.9% |
| | Average List Price | 134,571 | 51,480 | 161.4% |
| | Median List Price | 153,000 | 49,500 | 209.1% |

A total of 7 new listings were added in Brown County during January, down 30.0% from the same month in 2021.

The median list price of these homes was \$153,000 up from \$49,500 in 2021.

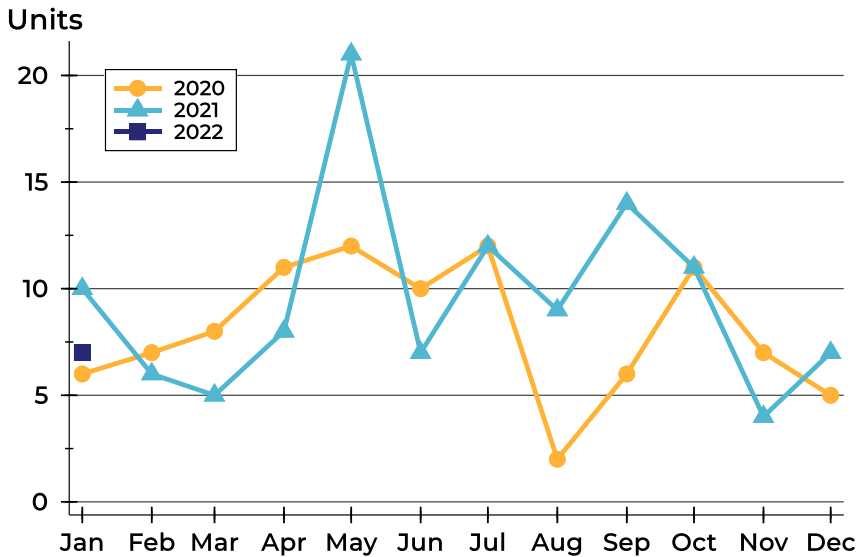
History of New Listings





Brown County New Listings Analysis

New Listings by Month



| Month | 2020 | 2021 | 2022 |
|-----------|------|------|----------|
| January | 6 | 10 | 7 |
| February | 7 | 6 | |
| March | 8 | 5 | |
| April | 11 | 8 | |
| May | 12 | 21 | |
| June | 10 | 7 | |
| July | 12 | 12 | |
| August | 2 | 9 | |
| September | 6 | 14 | |
| October | 11 | 11 | |
| November | 7 | 4 | |
| December | 5 | 7 | |

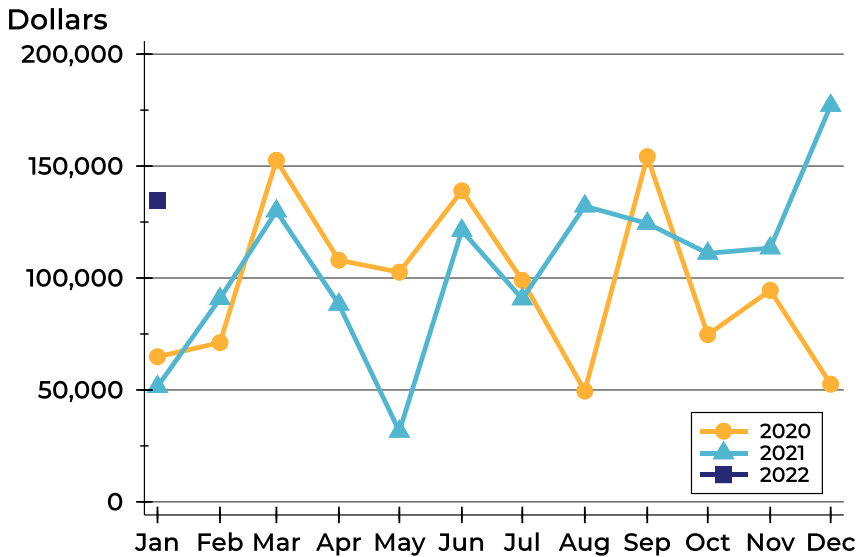
New Listings by Price Range

| 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 | 3 | 42.9% | 90,333 | 95,500 | 5 | 3 | 100.0% | 100.0% |
| \$100,000-\$124,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A |
| \$125,000-\$149,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A |
| \$150,000-\$174,999 | 3 | 42.9% | 158,667 | 158,000 | 20 | 23 | 100.0% | 100.0% |
| \$175,000-\$199,999 | 1 | 14.3% | 195,000 | 195,000 | 18 | 18 | 92.9% | 92.9% |
| \$200,000-\$249,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A |
| \$250,000-\$299,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A |
| \$300,000-\$399,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A |
| \$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 |



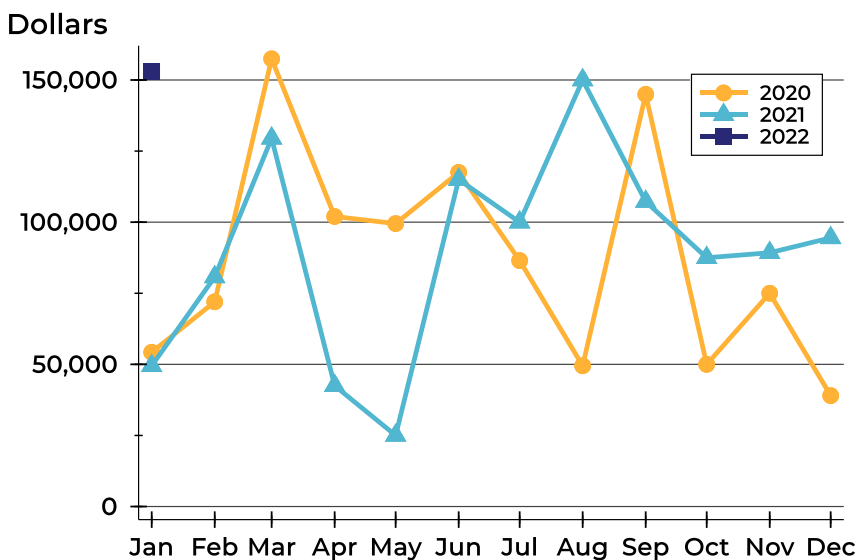
Brown County New Listings Analysis

Average Price



| Month | 2020 | 2021 | 2022 |
|------------------|---------|---------|----------------|
| January | 64,833 | 51,480 | 134,571 |
| February | 71,114 | 90,800 | |
| March | 152,594 | 129,900 | |
| April | 107,955 | 88,250 | |
| May | 102,600 | 31,474 | |
| June | 138,955 | 121,214 | |
| July | 98,967 | 90,617 | |
| August | 49,500 | 132,111 | |
| September | 154,233 | 124,379 | |
| October | 74,673 | 111,027 | |
| November | 94,500 | 113,375 | |
| December | 52,580 | 177,057 | |

Median Price



| Month | 2020 | 2021 | 2022 |
|------------------|---------|---------|----------------|
| January | 54,250 | 49,500 | 153,000 |
| February | 72,000 | 80,750 | |
| March | 157,450 | 129,500 | |
| April | 102,000 | 42,500 | |
| May | 99,500 | 25,000 | |
| June | 117,500 | 115,000 | |
| July | 86,500 | 100,000 | |
| August | 49,500 | 150,000 | |
| September | 144,950 | 107,250 | |
| October | 50,000 | 87,500 | |
| November | 75,000 | 89,250 | |
| December | 39,000 | 94,500 | |



Brown County Contracts Written Analysis

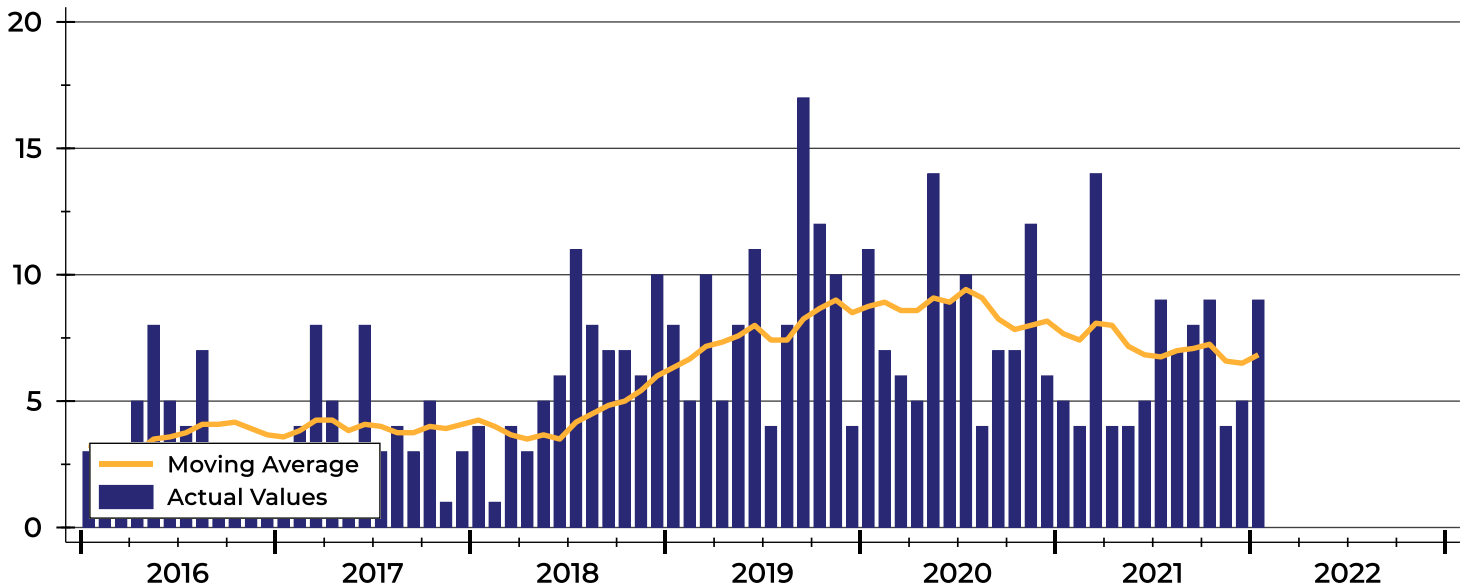
| Summary Statistics for Contracts Written | | January 2021 | | | Year-to-Date 2021 | | |
|------------------------------------------|---------------------|----------------|--------|--------|-------------------|--------|--------|
| | | 2022 | 2021 | Change | 2022 | 2021 | Change |
| Contracts Written | | 9 | 5 | 80.0% | 9 | 5 | 80.0% |
| Volume (1,000s) | | 1,022 | 343 | 198.0% | 1,022 | 343 | 198.0% |
| Average | Sale Price | 113,556 | 68,680 | 65.3% | 113,556 | 68,680 | 65.3% |
| | Days on Market | 95 | 27 | 251.9% | 95 | 27 | 251.9% |
| | Percent of Original | 98.2% | 101.2% | -3.0% | 98.2% | 101.2% | -3.0% |
| Median | Sale Price | 95,500 | 75,000 | 27.3% | 95,500 | 75,000 | 27.3% |
| | Days on Market | 71 | 15 | 373.3% | 71 | 15 | 373.3% |
| | Percent of Original | 100.0% | 100.0% | 0.0% | 100.0% | 100.0% | 0.0% |

A total of 9 contracts for sale were written in Brown County during the month of January, up from 5 in 2021. The median list price of these homes was \$95,500, up from \$75,000 the prior year.

Half of the homes that went under contract in January were on the market less than 71 days, compared to 15 days in January 2021.

History of Contracts Written

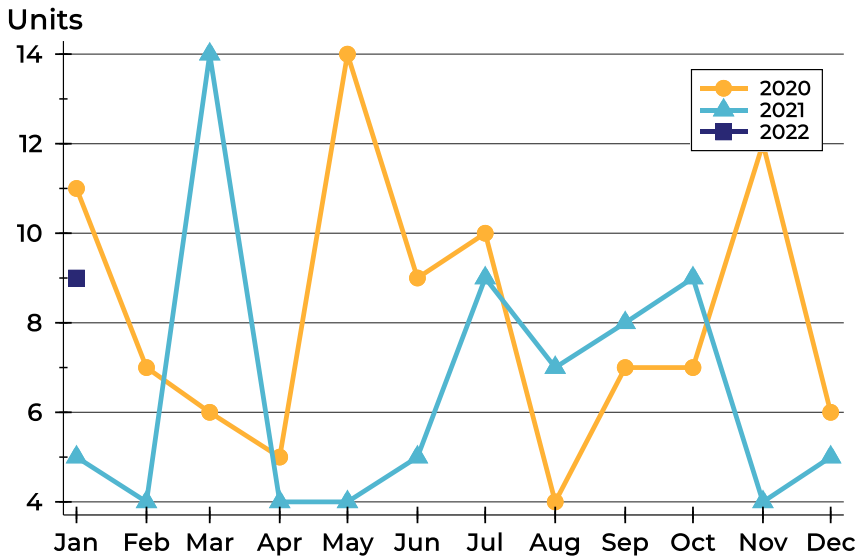
Units





Brown County Contracts Written Analysis

Contracts Written by Month



| Month | 2020 | 2021 | 2022 |
|------------------|------|------|----------|
| January | 11 | 5 | 9 |
| February | 7 | 4 | |
| March | 6 | 14 | |
| April | 5 | 4 | |
| May | 14 | 4 | |
| June | 9 | 5 | |
| July | 10 | 9 | |
| August | 4 | 7 | |
| September | 7 | 8 | |
| October | 7 | 9 | |
| November | 12 | 4 | |
| December | 6 | 5 | |

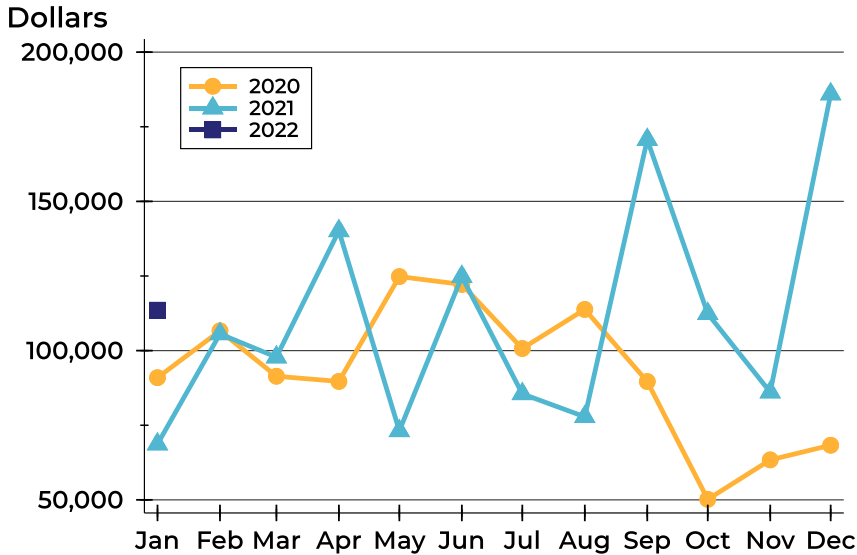
Contracts Written by Price Range

| 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 | 22.2% | 42,500 | 42,500 | 242 | 242 | 94.4% | 94.4% |
| \$50,000-\$99,999 | 4 | 44.4% | 90,000 | 92,500 | 34 | 24 | 98.7% | 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 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A |
| \$150,000-\$174,999 | 1 | 11.1% | 165,000 | 165,000 | 23 | 23 | 100.0% | 100.0% |
| \$175,000-\$199,999 | 1 | 11.1% | 197,000 | 197,000 | 144 | 144 | 100.0% | 100.0% |
| \$200,000-\$249,999 | 1 | 11.1% | 215,000 | 215,000 | 71 | 71 | 100.0% | 100.0% |
| \$250,000-\$299,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A |
| \$300,000-\$399,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A |
| \$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 |



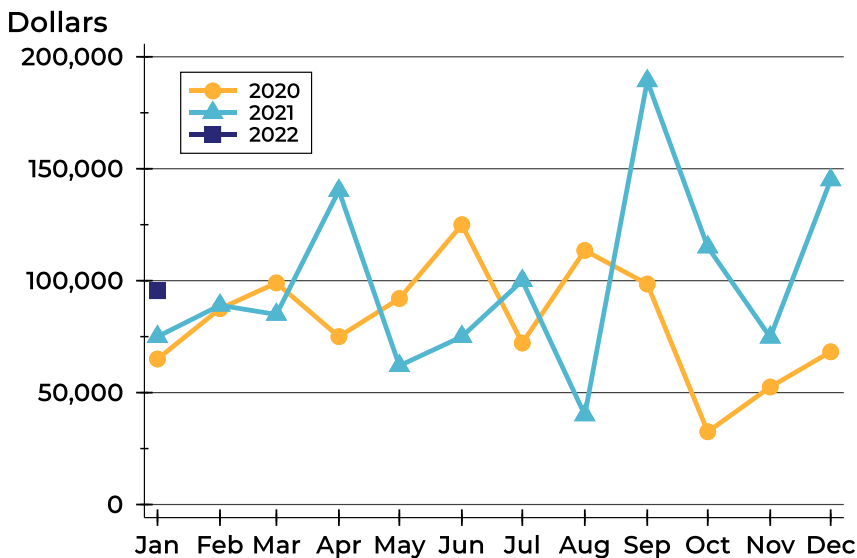
Brown County Contracts Written Analysis

Average Price



| Month | 2020 | 2021 | 2022 |
|------------------|---------|---------|----------------|
| January | 90,936 | 68,680 | 113,556 |
| February | 106,643 | 105,600 | |
| March | 91,417 | 97,829 | |
| April | 89,680 | 140,125 | |
| May | 124,807 | 73,125 | |
| June | 122,183 | 124,800 | |
| July | 100,710 | 85,522 | |
| August | 113,813 | 77,843 | |
| September | 89,643 | 170,688 | |
| October | 50,186 | 112,378 | |
| November | 63,396 | 86,100 | |
| December | 68,309 | 185,960 | |

Median Price

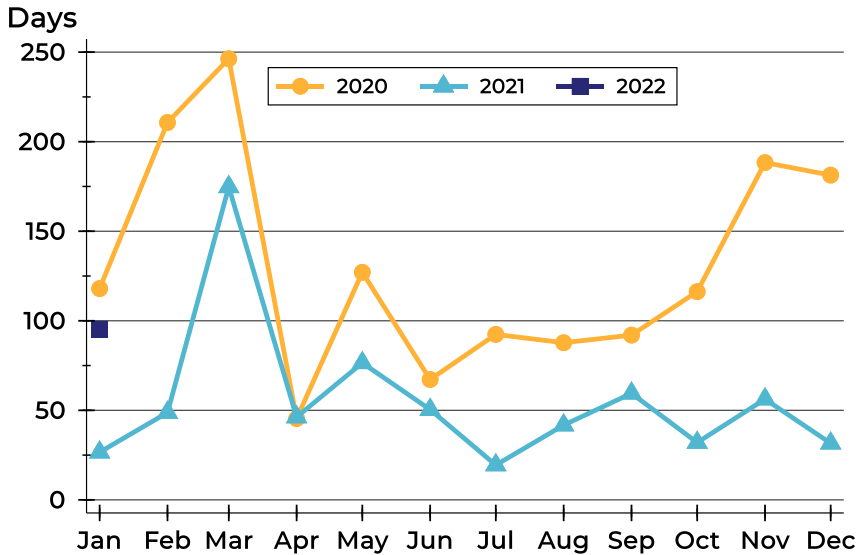


| Month | 2020 | 2021 | 2022 |
|------------------|---------|---------|---------------|
| January | 65,000 | 75,000 | 95,500 |
| February | 87,500 | 89,000 | |
| March | 99,000 | 84,900 | |
| April | 75,000 | 140,250 | |
| May | 92,000 | 62,000 | |
| June | 125,000 | 75,000 | |
| July | 72,150 | 100,000 | |
| August | 113,500 | 40,000 | |
| September | 98,500 | 189,250 | |
| October | 32,500 | 115,000 | |
| November | 52,500 | 74,700 | |
| December | 68,228 | 145,000 | |



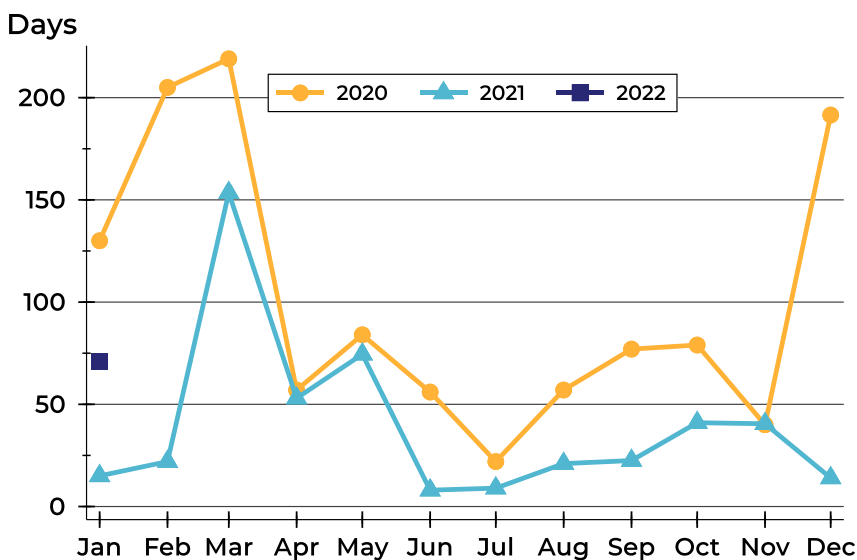
Brown County Contracts Written Analysis

Average DOM



| Month | 2020 | 2021 | 2022 |
|-----------|------|------|-----------|
| January | 118 | 27 | 95 |
| February | 211 | 49 | |
| March | 246 | 175 | |
| April | 45 | 46 | |
| May | 127 | 77 | |
| June | 67 | 50 | |
| July | 92 | 19 | |
| August | 88 | 42 | |
| September | 92 | 60 | |
| October | 116 | 32 | |
| November | 188 | 56 | |
| December | 181 | 32 | |

Median DOM



| Month | 2020 | 2021 | 2022 |
|-----------|------|------|-----------|
| January | 130 | 15 | 71 |
| February | 205 | 22 | |
| March | 219 | 154 | |
| April | 57 | 53 | |
| May | 84 | 75 | |
| June | 56 | 8 | |
| July | 22 | 9 | |
| August | 57 | 21 | |
| September | 77 | 23 | |
| October | 79 | 41 | |
| November | 40 | 41 | |
| December | 192 | 14 | |



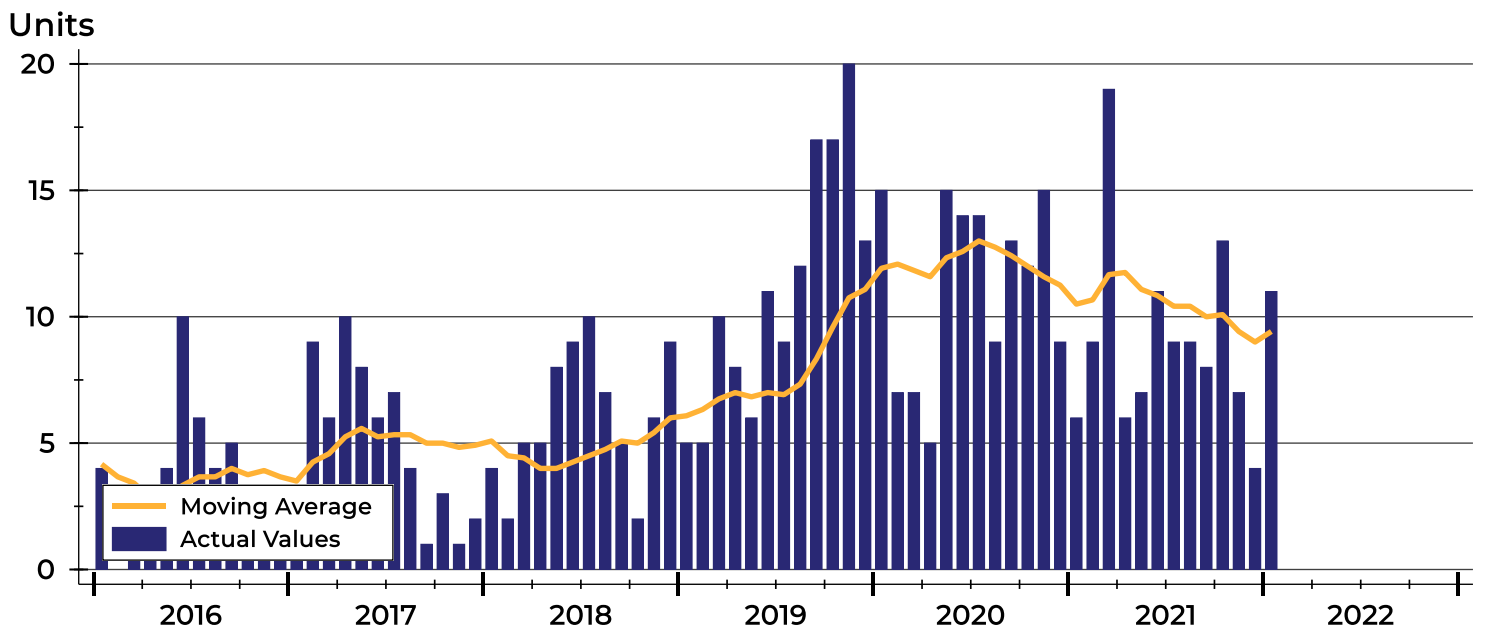
Brown County Pending Contracts Analysis

| Summary Statistics for Pending Contracts | | End of January | | |
|------------------------------------------|---------------------|----------------|--------|--------|
| | | 2022 | 2021 | Change |
| Pending Contracts | | 11 | 6 | 83.3% |
| Volume (1,000s) | | 1,542 | 450 | 242.7% |
| Average | List Price | 140,218 | 75,067 | 86.8% |
| | Days on Market | 86 | 118 | -27.1% |
| | Percent of Original | 99.0% | 100.0% | -1.0% |
| Median | List Price | 139,900 | 71,000 | 97.0% |
| | Days on Market | 65 | 108 | -39.8% |
| | Percent of Original | 100.0% | 100.0% | 0.0% |

A total of 11 listings in Brown County had contracts pending at the end of January, up from 6 contracts pending at the end of January 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.

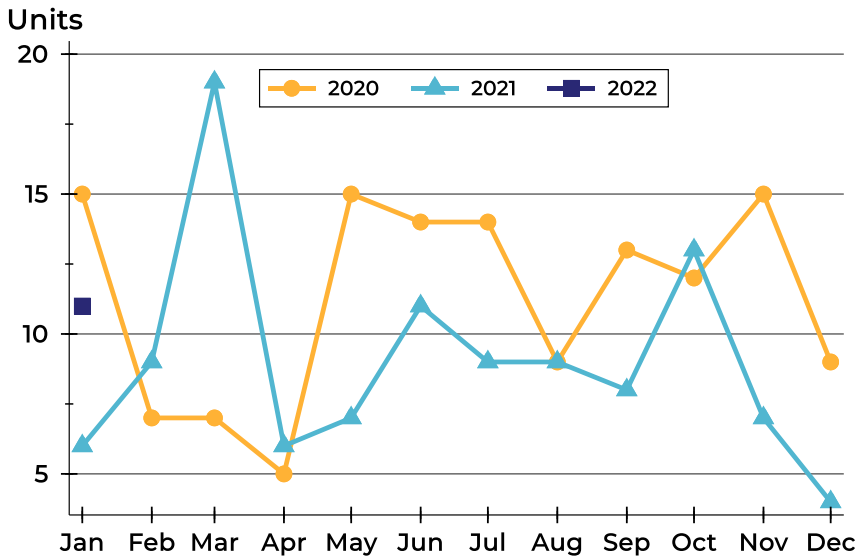
History of Pending Contracts





Brown County Pending Contracts Analysis

Pending Contracts by Month



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

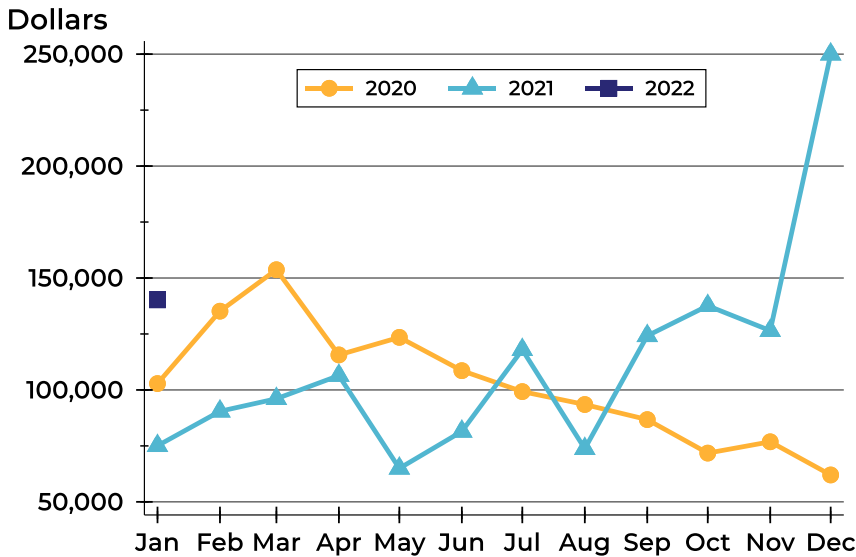
Pending Contracts by Price Range

| Price Range | Pending Contracts | | List Price | | Days on Market | | Price as % of Orig. | |
|---------------------|-------------------|---------|------------|---------|----------------|------|---------------------|--------|
| | Number | Percent | Average | Median | Avg. | Med. | Avg. | Med. |
| Below \$25,000 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A |
| \$25,000-\$49,999 | 2 | 18.2% | 42,500 | 42,500 | 242 | 242 | 94.4% | 94.4% |
| \$50,000-\$99,999 | 3 | 27.3% | 90,167 | 95,500 | 31 | 3 | 100.0% | 100.0% |
| \$100,000-\$124,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A |
| \$125,000-\$149,999 | 2 | 18.2% | 142,450 | 142,450 | 28 | 28 | 100.0% | 100.0% |
| \$150,000-\$174,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A |
| \$175,000-\$199,999 | 1 | 9.1% | 197,000 | 197,000 | 144 | 144 | 100.0% | 100.0% |
| \$200,000-\$249,999 | 2 | 18.2% | 227,500 | 227,500 | 41 | 41 | 100.0% | 100.0% |
| \$250,000-\$299,999 | 1 | 9.1% | 250,000 | 250,000 | 86 | 86 | 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 | 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 |



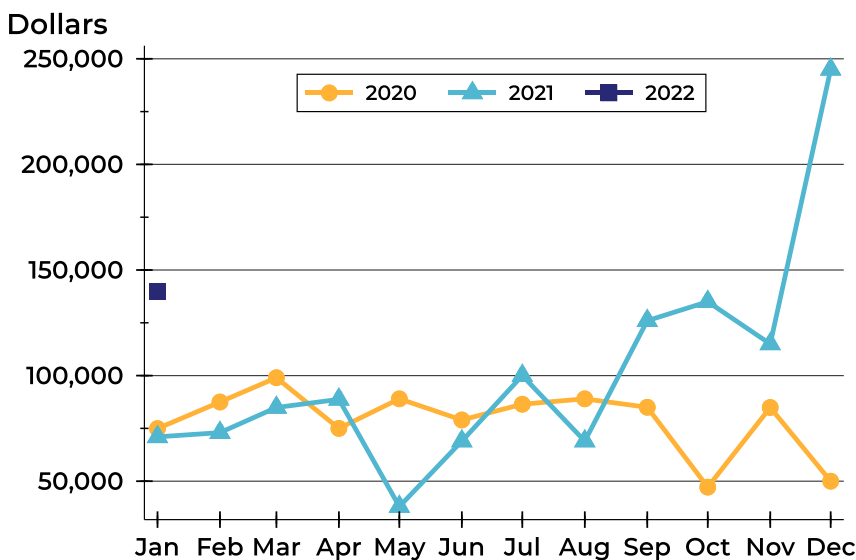
Brown County Pending Contracts Analysis

Average Price



| Month | 2020 | 2021 | 2022 |
|------------------|---------|---------|----------------|
| January | 102,847 | 75,067 | 140,218 |
| February | 135,186 | 90,478 | |
| March | 153,700 | 96,074 | |
| April | 115,660 | 106,417 | |
| May | 123,487 | 64,970 | |
| June | 108,611 | 81,481 | |
| July | 99,257 | 117,967 | |
| August | 93,489 | 73,766 | |
| September | 86,746 | 124,187 | |
| October | 71,792 | 137,608 | |
| November | 76,837 | 126,500 | |
| December | 62,033 | 249,950 | |

Median Price

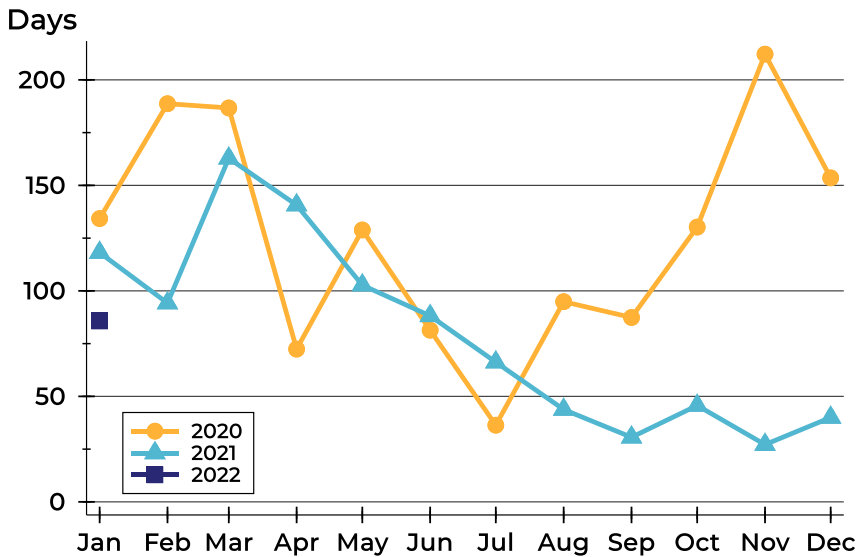


| Month | 2020 | 2021 | 2022 |
|------------------|--------|---------|----------------|
| January | 74,900 | 71,000 | 139,900 |
| February | 87,500 | 73,000 | |
| March | 99,000 | 84,900 | |
| April | 75,000 | 88,750 | |
| May | 89,000 | 38,000 | |
| June | 79,000 | 68,999 | |
| July | 86,450 | 100,000 | |
| August | 89,000 | 68,999 | |
| September | 85,000 | 126,000 | |
| October | 47,200 | 135,000 | |
| November | 84,900 | 115,000 | |
| December | 50,000 | 245,000 | |



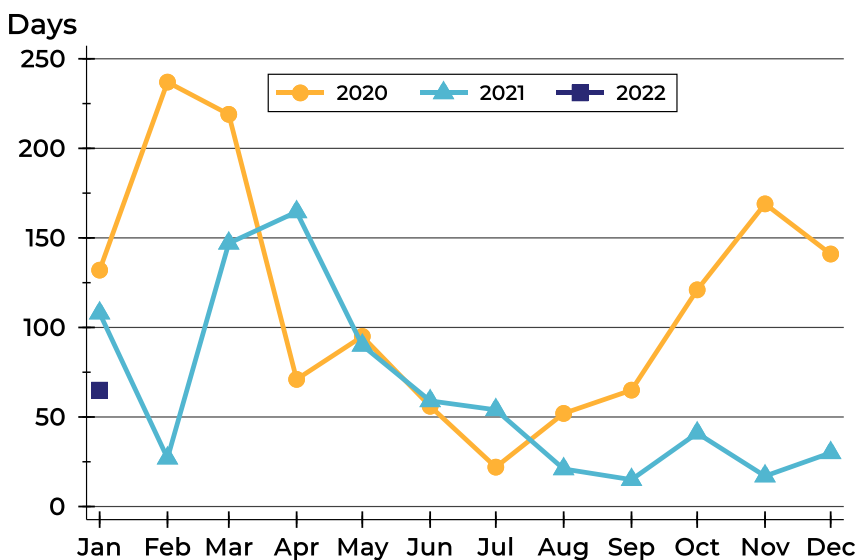
Brown County Pending Contracts Analysis

Average DOM



| Month | 2020 | 2021 | 2022 |
|-----------|------|------|-----------|
| January | 134 | 118 | 86 |
| February | 189 | 94 | |
| March | 187 | 163 | |
| April | 72 | 141 | |
| May | 129 | 103 | |
| June | 81 | 88 | |
| July | 36 | 66 | |
| August | 95 | 44 | |
| September | 87 | 31 | |
| October | 130 | 46 | |
| November | 212 | 27 | |
| December | 154 | 40 | |

Median DOM



| Month | 2020 | 2021 | 2022 |
|-----------|------|------|-----------|
| January | 132 | 108 | 65 |
| February | 237 | 27 | |
| March | 219 | 147 | |
| April | 71 | 165 | |
| May | 95 | 90 | |
| June | 56 | 59 | |
| July | 22 | 54 | |
| August | 52 | 21 | |
| September | 65 | 15 | |
| October | 121 | 41 | |
| November | 169 | 17 | |
| December | 141 | 30 | |



Nemaha County Housing Report



Market Overview

Nemaha County Home Sales Fell in January

Total home sales in Nemaha County fell last month to 2 units, compared to 3 units in January 2021. Total sales volume was \$0.1 million, down from a year earlier.

The median sale price in January was \$53,500, down from \$190,000 a year earlier. Homes that sold in January were typically on the market for 21 days and sold for 87.4% of their list prices.

Nemaha County Active Listings Down at End of January

The total number of active listings in Nemaha County at the end of January was 2 units, down from 7 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 January was \$97,500.

During January, a total of 4 contracts were written up from 3 in January 2021. At the end of the month, there were 5 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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Nemaha County Summary Statistics

| January MLS Statistics Three-year History | | Current Month | | | Year-to-Date | | |
|--------------------------------------------------------|--------------------------------------------------------|-------------------------|--------------------------|-------------------------|-------------------------|-------------------------|-----------------------|
| | | 2022 | 2021 | 2020 | 2022 | 2021 | 2020 |
| Home Sales Change from prior year | 2 -33.3% | 3 50.0% | 2 N/A | 2 -33.3% | 3 50.0% | 2 N/A | |
| Active Listings Change from prior year | 2 -71.4% | 7 -41.7% | 12 -25.0% | N/A | N/A | N/A | |
| Months' Supply Change from prior year | 0.7 -74.1% | 2.7 -58.5% | 6.5 -56.1% | N/A | N/A | N/A | |
| New Listings Change from prior year | 5 150.0% | 2 0.0% | 2 -77.8% | 5 150.0% | 2 0.0% | 2 -77.8% | |
| Contracts Written Change from prior year | 4 33.3% | 3 N/A | 0 -100.0% | 4 33.3% | 3 N/A | 0 -100.0% | |
| Pending Contracts Change from prior year | 5 66.7% | 3 N/A | 0 -100.0% | N/A | N/A | N/A | |
| Sales Volume (1,000s) Change from prior year | 107 -77.3% | 472 132.5% | 203 N/A | 107 -77.3% | 472 132.5% | 203 N/A | |
| Average | Sale Price Change from prior year | 53,500 -66.0% | 157,167 54.8% | 101,500 N/A | 53,500 -66.0% | 157,167 54.8% | 101,500 N/A |
| | List Price of Actives Change from prior year | 97,500 -18.4% | 119,429 -33.7% | 180,083 99.0% | N/A | N/A | N/A |
| | Days on Market Change from prior year | 21 -48.8% | 41 -88.8% | 366 N/A | 21 -48.8% | 41 -88.8% | 366 N/A |
| | Percent of List Change from prior year | 87.4% -7.9% | 94.9% -1.9% | 96.7% N/A | 87.4% -7.9% | 94.9% -1.9% | 96.7% N/A |
| | Percent of Original Change from prior year | 72.7% -22.8% | 94.2% 6.7% | 88.3% N/A | 72.7% -22.8% | 94.2% 6.7% | 88.3% N/A |
| Median | Sale Price Change from prior year | 53,500 -71.8% | 190,000 87.2% | 101,500 N/A | 53,500 -71.8% | 190,000 87.2% | 101,500 N/A |
| | List Price of Actives Change from prior year | 97,500 14.7% | 85,000 -46.5% | 158,750 82.6% | N/A | N/A | N/A |
| | Days on Market Change from prior year | 21 -27.6% | 29 -92.1% | 366 N/A | 21 -27.6% | 29 -92.1% | 366 N/A |
| | Percent of List Change from prior year | 87.4% -8.5% | 95.5% -1.2% | 96.7% N/A | 87.4% -8.5% | 95.5% -1.2% | 96.7% N/A |
| | Percent of Original Change from prior year | 72.7% -22.9% | 94.3% 6.8% | 88.3% N/A | 72.7% -22.9% | 94.3% 6.8% | 88.3% N/A |

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



Nemaha County Closed Listings Analysis

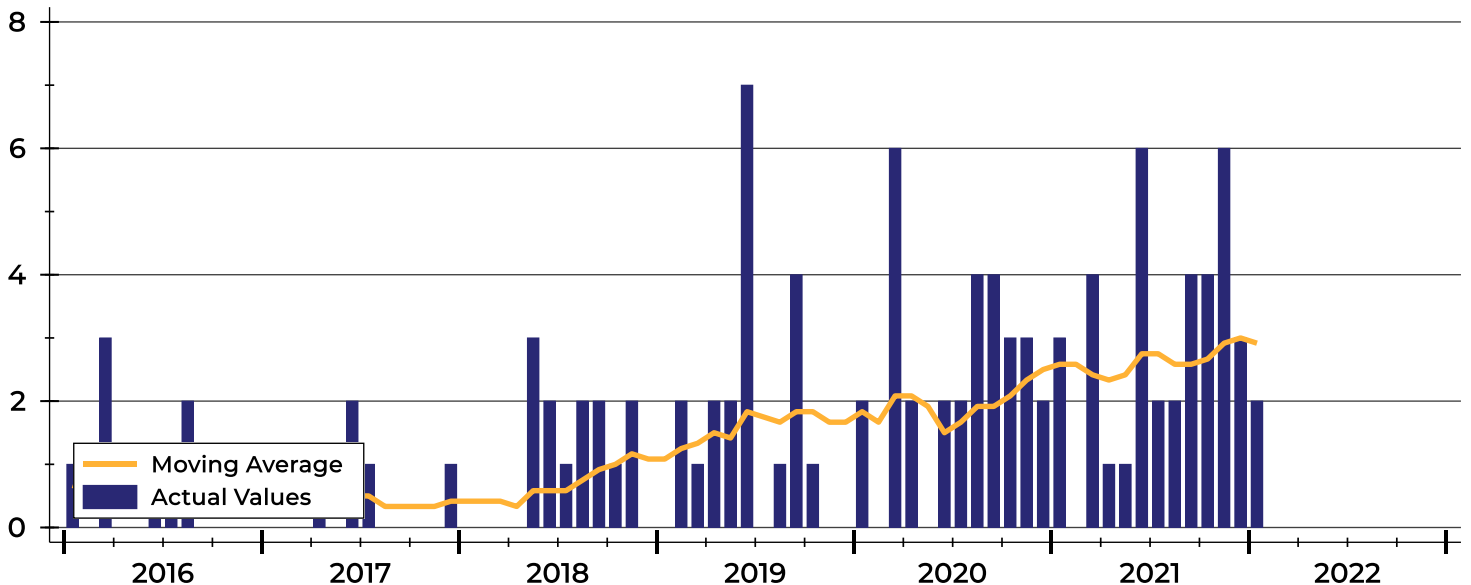
| Summary Statistics for Closed Listings | | 2022 | January 2021 | Change | 2022 | Year-to-Date 2021 | Change |
|----------------------------------------|---------------------|--------|--------------|--------|--------|-------------------|--------|
| Closed Listings | | 2 | 3 | -33.3% | 2 | 3 | -33.3% |
| Volume (1,000s) | | 107 | 472 | -77.3% | 107 | 472 | -77.3% |
| Months' Supply | | 0.7 | 2.7 | -74.1% | N/A | N/A | N/A |
| Average | Sale Price | 53,500 | 157,167 | -66.0% | 53,500 | 157,167 | -66.0% |
| | Days on Market | 21 | 41 | -48.8% | 21 | 41 | -48.8% |
| | Percent of List | 87.4% | 94.9% | -7.9% | 87.4% | 94.9% | -7.9% |
| | Percent of Original | 72.7% | 94.2% | -22.8% | 72.7% | 94.2% | -22.8% |
| Median | Sale Price | 53,500 | 190,000 | -71.8% | 53,500 | 190,000 | -71.8% |
| | Days on Market | 21 | 29 | -27.6% | 21 | 29 | -27.6% |
| | Percent of List | 87.4% | 95.5% | -8.5% | 87.4% | 95.5% | -8.5% |
| | Percent of Original | 72.7% | 94.3% | -22.9% | 72.7% | 94.3% | -22.9% |

A total of 2 homes sold in Nemaha County in January, down from 3 units in January 2021. Total sales volume fell to \$0.1 million compared to \$0.5 million in the previous year.

The median sales price in January was \$53,500, down 71.8% compared to the prior year. Median days on market was 21 days, up from 18 days in December, but down from 29 in January 2021.

History of Closed Listings

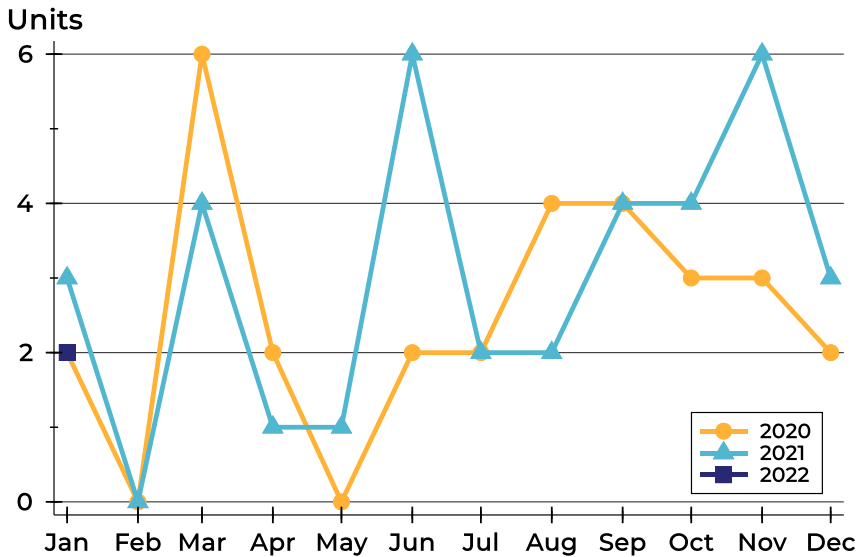
Units





Nemaha County Closed Listings Analysis

Closed Listings by Month



| Month | 2020 | 2021 | 2022 |
|-----------|------|------|----------|
| January | 2 | 3 | 2 |
| February | 0 | 0 | |
| March | 6 | 4 | |
| April | 2 | 1 | |
| May | 0 | 1 | |
| June | 2 | 6 | |
| July | 2 | 2 | |
| August | 4 | 2 | |
| September | 4 | 4 | |
| October | 3 | 4 | |
| November | 3 | 6 | |
| December | 2 | 3 | |

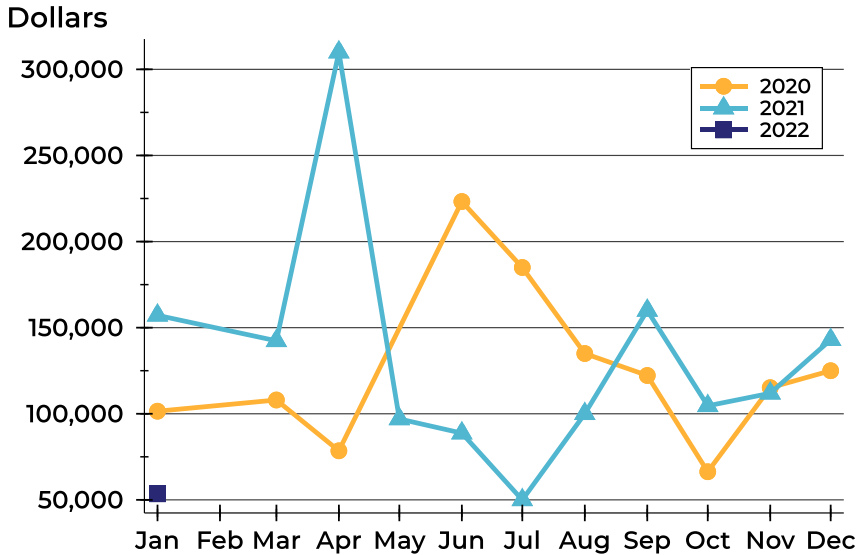
Closed Listings by Price Range

| Price Range | Sales | | Months' Supply | Sale Price | | Days on Market | | Price as % of List | | Price as % of Orig. | |
|---------------------|--------|---------|----------------|------------|--------|----------------|------|--------------------|--------|---------------------|-------|
| | Number | Percent | | Average | Median | Avg. | Med. | Avg. | Med. | Avg. | Med. |
| Below \$25,000 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A |
| \$25,000-\$49,999 | 1 | 50.0% | 0.0 | 37,000 | 37,000 | 16 | 16 | 74.7% | 74.7% | 74.7% | 74.7% |
| \$50,000-\$99,999 | 1 | 50.0% | 0.7 | 70,000 | 70,000 | 26 | 26 | 100.0% | 100.0% | 70.7% | 70.7% |
| \$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 | 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 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A |
| \$175,000-\$199,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A |
| \$200,000-\$249,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A |
| \$250,000-\$299,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A |
| \$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 | 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 |



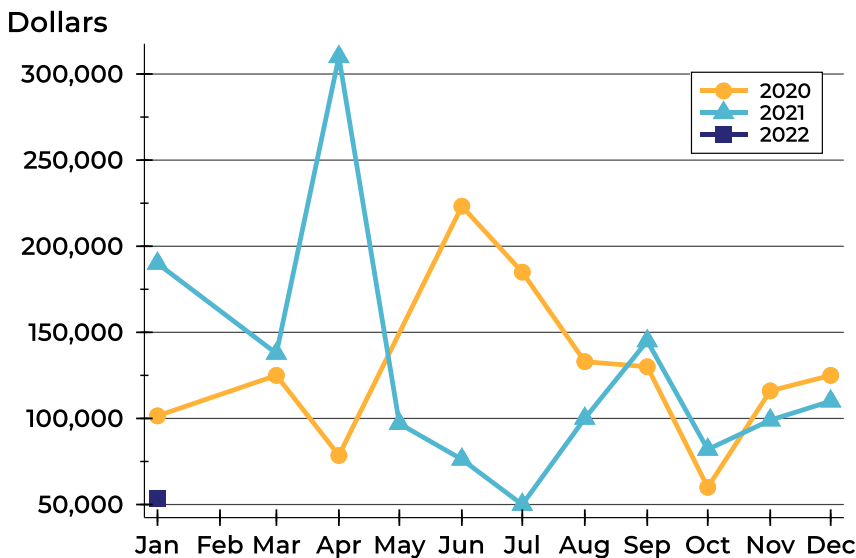
Nemaha County Closed Listings Analysis

Average Price



| Month | 2020 | 2021 | 2022 |
|------------------|---------|---------|---------------|
| January | 101,500 | 157,167 | 53,500 |
| February | N/A | N/A | |
| March | 108,000 | 142,375 | |
| April | 78,500 | 310,000 | |
| May | N/A | 97,000 | |
| June | 223,250 | 88,750 | |
| July | 184,950 | 50,000 | |
| August | 135,000 | 100,000 | |
| September | 122,250 | 160,000 | |
| October | 66,333 | 104,625 | |
| November | 115,167 | 111,917 | |
| December | 125,000 | 143,000 | |

Median Price

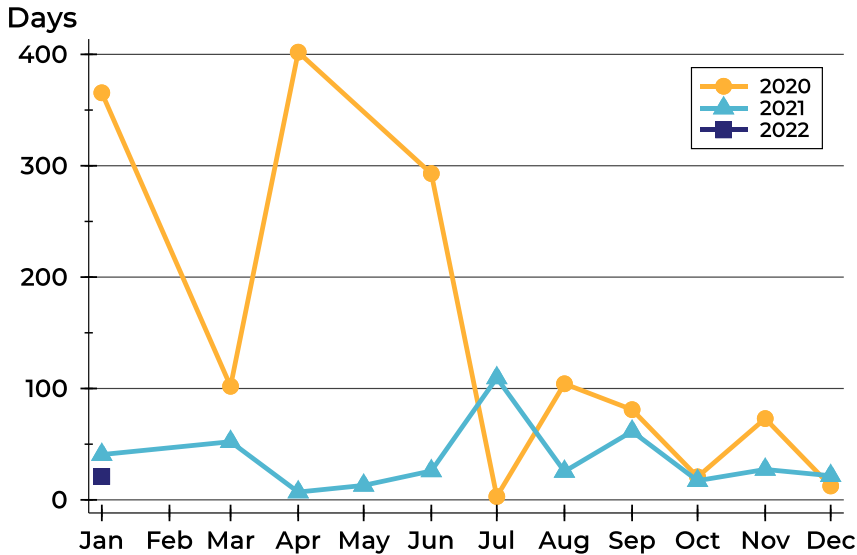


| Month | 2020 | 2021 | 2022 |
|------------------|---------|---------|---------------|
| January | 101,500 | 190,000 | 53,500 |
| February | N/A | N/A | |
| March | 125,000 | 137,750 | |
| April | 78,500 | 310,000 | |
| May | N/A | 97,000 | |
| June | 223,250 | 76,250 | |
| July | 184,950 | 50,000 | |
| August | 133,000 | 100,000 | |
| September | 130,000 | 145,000 | |
| October | 60,000 | 82,000 | |
| November | 116,000 | 99,000 | |
| December | 125,000 | 110,000 | |



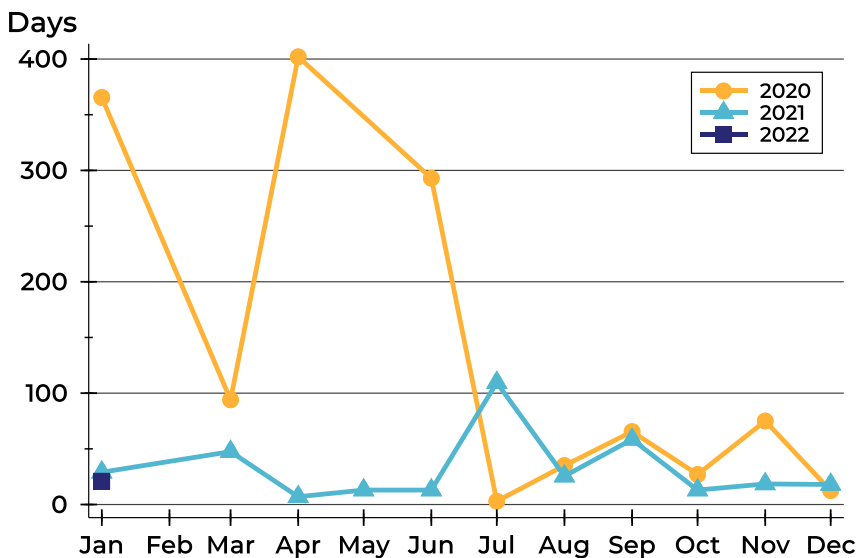
Nemaha County Closed Listings Analysis

Average DOM



| Month | 2020 | 2021 | 2022 |
|------------------|------|------|-----------|
| January | 366 | 41 | 21 |
| February | N/A | N/A | |
| March | 102 | 52 | |
| April | 402 | 7 | |
| May | N/A | 13 | |
| June | 293 | 26 | |
| July | 3 | 110 | |
| August | 104 | 26 | |
| September | 81 | 62 | |
| October | 21 | 17 | |
| November | 73 | 27 | |
| December | 13 | 22 | |

Median DOM



| Month | 2020 | 2021 | 2022 |
|------------------|------|------|-----------|
| January | 366 | 29 | 21 |
| February | N/A | N/A | |
| March | 94 | 48 | |
| April | 402 | 7 | |
| May | N/A | 13 | |
| June | 293 | 13 | |
| July | 3 | 110 | |
| August | 35 | 26 | |
| September | 66 | 59 | |
| October | 27 | 13 | |
| November | 75 | 19 | |
| December | 13 | 18 | |



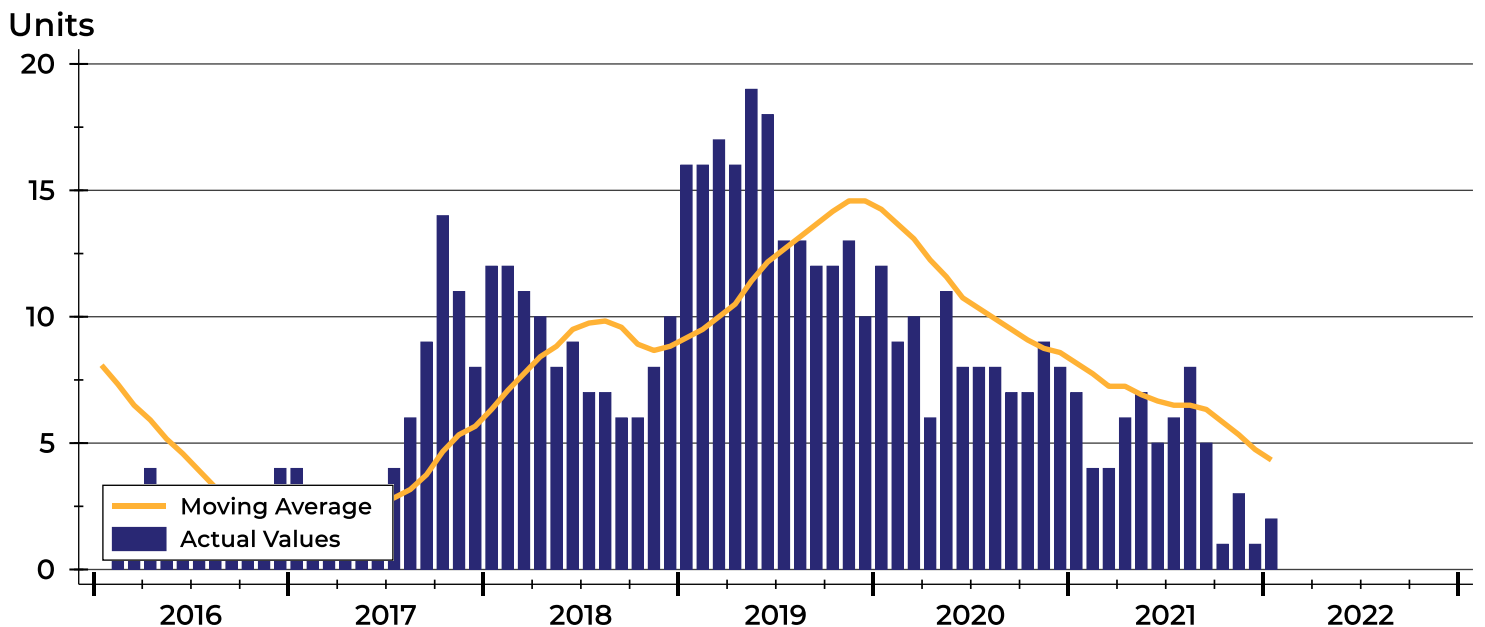
Nemaha County Active Listings Analysis

| Summary Statistics for Active Listings | | 2022 | End of January 2021 | Change |
|----------------------------------------|---------------------|---------------|---------------------|--------|
| Active Listings | | 2 | 7 | -71.4% |
| Volume (1,000s) | | 195 | 836 | -76.7% |
| Months' Supply | | 0.7 | 2.7 | -74.1% |
| Average | List Price | 97,500 | 119,429 | -18.4% |
| | Days on Market | 63 | 91 | -30.8% |
| | Percent of Original | 100.0% | 97.1% | 3.0% |
| Median | List Price | 97,500 | 85,000 | 14.7% |
| | Days on Market | 63 | 90 | -30.0% |
| | Percent of Original | 100.0% | 100.0% | 0.0% |

A total of 2 homes were available for sale in Nemaha County at the end of January. This represents a 0.7 months' supply of active listings.

The median list price of homes on the market at the end of January was \$97,500, up 14.7% from 2021. The typical time on market for active listings was 63 days, down from 90 days a year earlier.

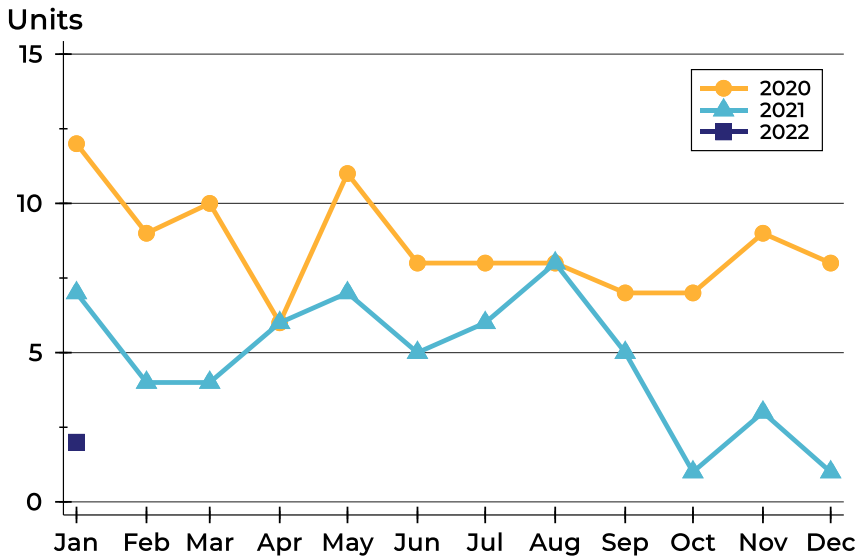
History of Active Listings





Nemaha County Active Listings Analysis

Active Listings by Month



| Month | 2020 | 2021 | 2022 |
|-----------|------|------|----------|
| January | 12 | 7 | 2 |
| February | 9 | 4 | |
| March | 10 | 4 | |
| April | 6 | 6 | |
| May | 11 | 7 | |
| June | 8 | 5 | |
| July | 8 | 6 | |
| August | 8 | 8 | |
| September | 7 | 5 | |
| October | 7 | 1 | |
| November | 9 | 3 | |
| December | 8 | 1 | |

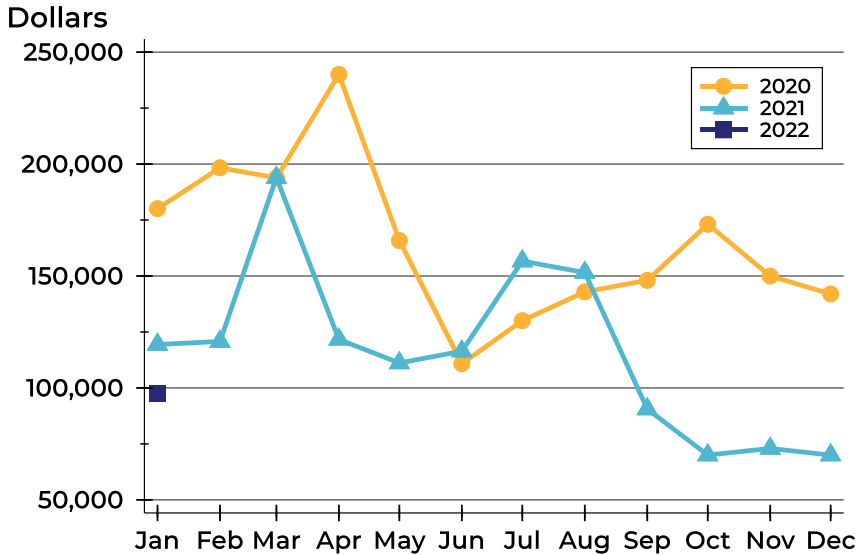
Active Listings by Price Range

| 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 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A | N/A |
| \$25,000-\$49,999 | 0 | 0.0% | 0.0 | N/A | N/A | N/A | N/A | N/A | N/A |
| \$50,000-\$99,999 | 1 | 50.0% | 0.7 | 70,000 | 70,000 | 119 | 119 | 100.0% | 100.0% |
| \$100,000-\$124,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A | N/A |
| \$125,000-\$149,999 | 1 | 50.0% | N/A | 125,000 | 125,000 | 7 | 7 | 100.0% | 100.0% |
| \$150,000-\$174,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A | N/A |
| \$175,000-\$199,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A | N/A |
| \$200,000-\$249,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A | N/A |
| \$250,000-\$299,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A | N/A |
| \$300,000-\$399,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A | N/A |
| \$400,000-\$499,999 | 0 | 0.0% | 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 |
| \$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 |



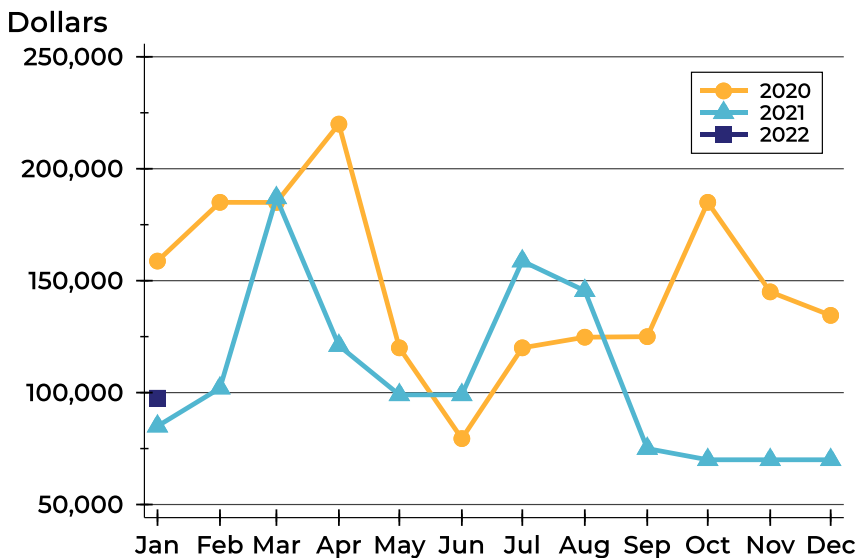
Nemaha County Active Listings Analysis

Average Price



| Month | 2020 | 2021 | 2022 |
|------------------|---------|---------|---------------|
| January | 180,083 | 119,429 | 97,500 |
| February | 198,333 | 120,750 | |
| March | 193,840 | 194,000 | |
| April | 240,067 | 121,683 | |
| May | 165,854 | 111,157 | |
| June | 110,863 | 116,420 | |
| July | 130,050 | 156,650 | |
| August | 142,925 | 151,550 | |
| September | 148,071 | 90,580 | |
| October | 173,114 | 70,000 | |
| November | 149,989 | 72,967 | |
| December | 141,988 | 70,000 | |

Median Price

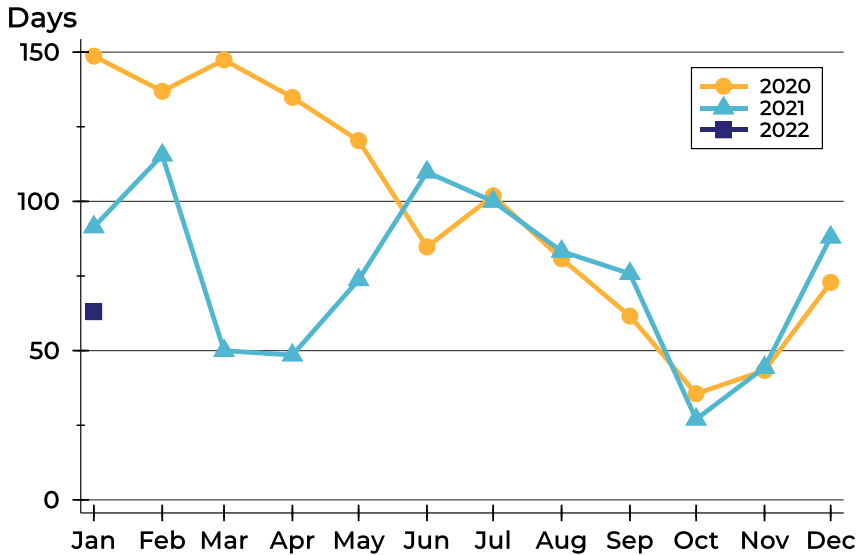


| Month | 2020 | 2021 | 2022 |
|------------------|---------|---------|---------------|
| January | 158,750 | 85,000 | 97,500 |
| February | 185,000 | 102,000 | |
| March | 184,950 | 187,000 | |
| April | 219,950 | 121,000 | |
| May | 120,000 | 99,000 | |
| June | 79,450 | 99,000 | |
| July | 120,000 | 158,750 | |
| August | 124,750 | 145,500 | |
| September | 125,000 | 75,000 | |
| October | 185,000 | 70,000 | |
| November | 145,000 | 70,000 | |
| December | 134,500 | 70,000 | |



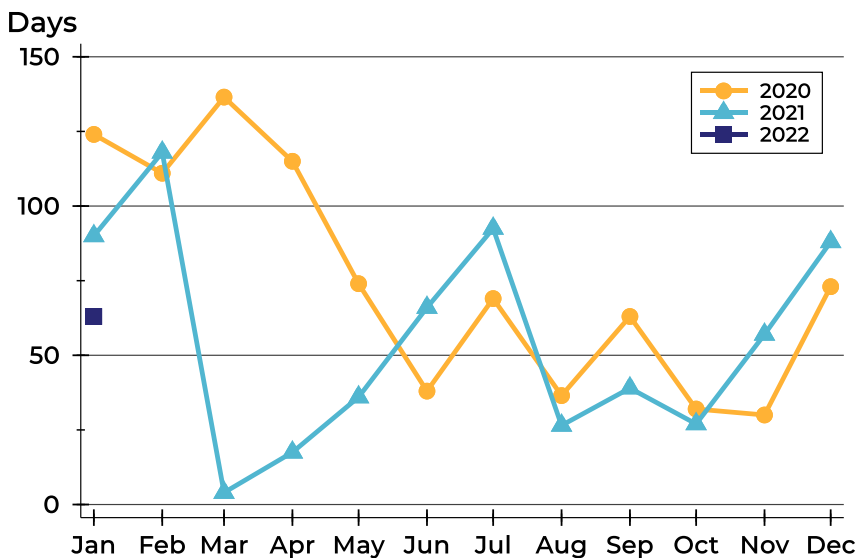
Nemaha County Active Listings Analysis

Average DOM



| Month | 2020 | 2021 | 2022 |
|-----------|------|------|-----------|
| January | 149 | 91 | 63 |
| February | 137 | 116 | |
| March | 147 | 50 | |
| April | 135 | 49 | |
| May | 120 | 74 | |
| June | 85 | 110 | |
| July | 102 | 100 | |
| August | 81 | 83 | |
| September | 62 | 76 | |
| October | 36 | 27 | |
| November | 43 | 44 | |
| December | 73 | 88 | |

Median DOM

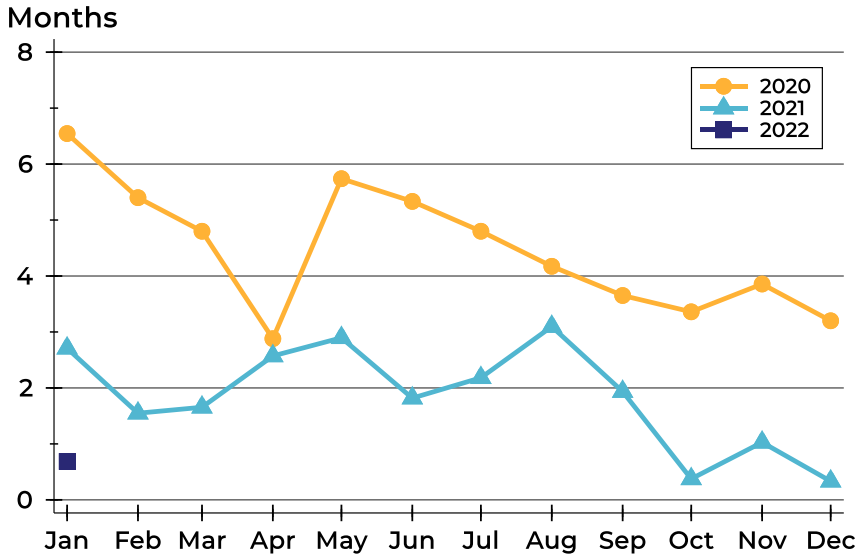


| Month | 2020 | 2021 | 2022 |
|-----------|------|------|-----------|
| January | 124 | 90 | 63 |
| February | 111 | 118 | |
| March | 137 | 4 | |
| April | 115 | 18 | |
| May | 74 | 36 | |
| June | 38 | 66 | |
| July | 69 | 93 | |
| August | 37 | 27 | |
| September | 63 | 39 | |
| October | 32 | 27 | |
| November | 30 | 57 | |
| December | 73 | 88 | |



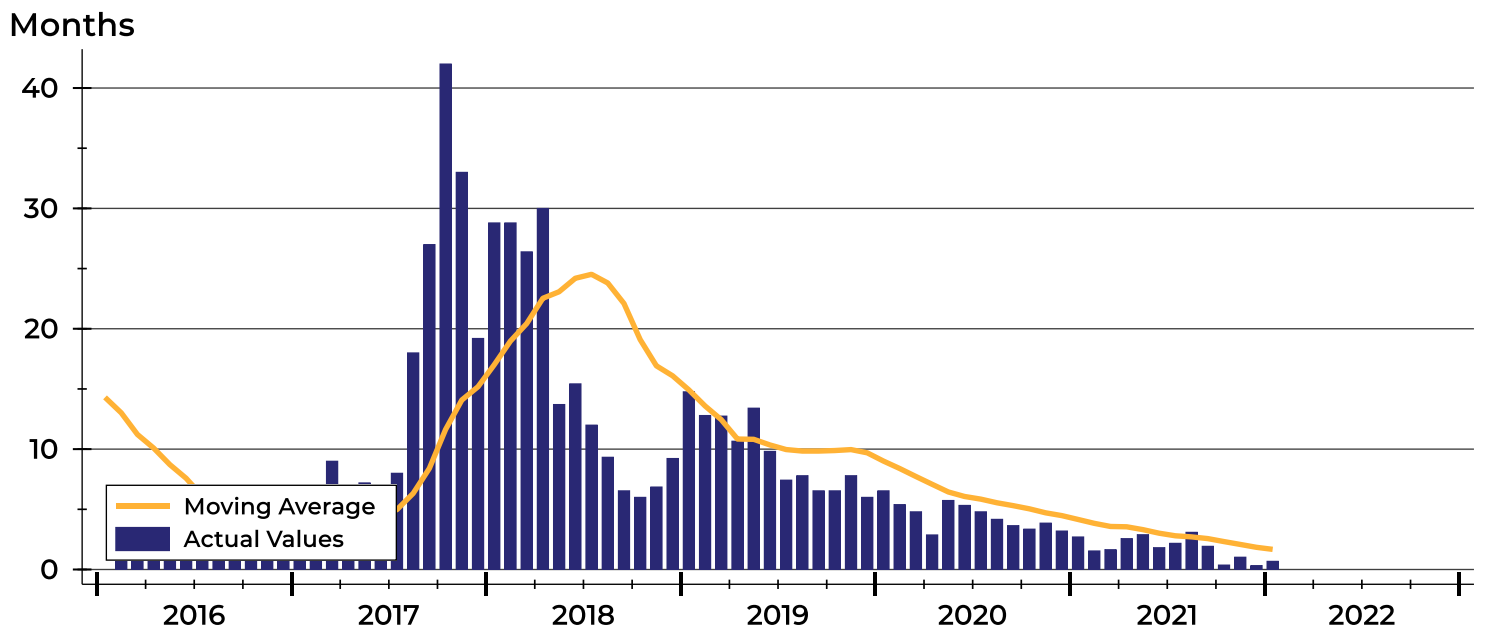
Nemaha County Months' Supply Analysis

Months' Supply by Month



| Month | 2020 | 2021 | 2022 |
|------------------|------|------|------------|
| January | 6.5 | 2.7 | 0.7 |
| February | 5.4 | 1.5 | |
| March | 4.8 | 1.7 | |
| April | 2.9 | 2.6 | |
| May | 5.7 | 2.9 | |
| June | 5.3 | 1.8 | |
| July | 4.8 | 2.2 | |
| August | 4.2 | 3.1 | |
| September | 3.7 | 1.9 | |
| October | 3.4 | 0.4 | |
| November | 3.9 | 1.0 | |
| December | 3.2 | 0.3 | |

History of Month's Supply





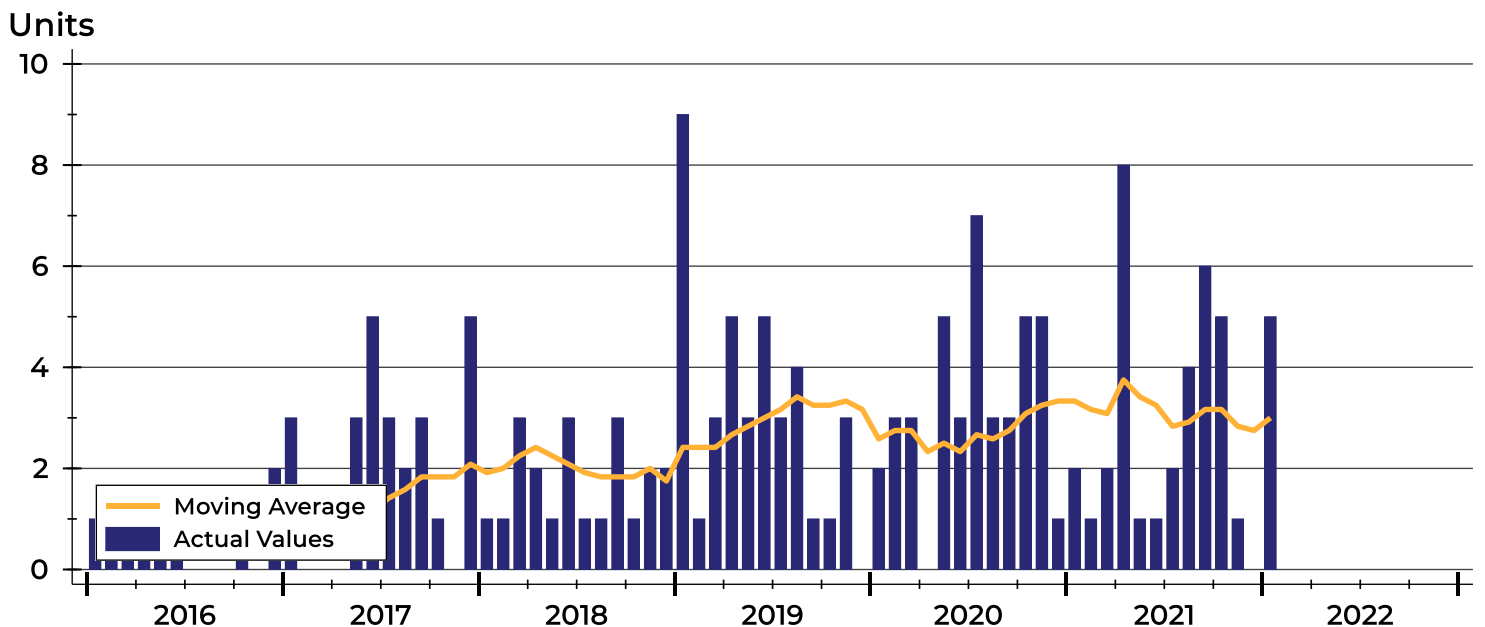
Nemaha County New Listings Analysis

| Summary Statistics for New Listings | | 2022 | January 2021 | Change |
|-------------------------------------|--------------------|----------------|--------------|--------|
| Current Month | New Listings | 5 | 2 | 150.0% |
| | Volume (1,000s) | 827 | 220 | 275.9% |
| | Average List Price | 165,400 | 110,000 | 50.4% |
| | Median List Price | 175,000 | 110,000 | 59.1% |
| Year-to-Date | New Listings | 5 | 2 | 150.0% |
| | Volume (1,000s) | 827 | 220 | 275.9% |
| | Average List Price | 165,400 | 110,000 | 50.4% |
| | Median List Price | 175,000 | 110,000 | 59.1% |

A total of 5 new listings were added in Nemaha County during January, up 150.0% from the same month in 2021.

The median list price of these homes was \$175,000 up from \$110,000 in 2021.

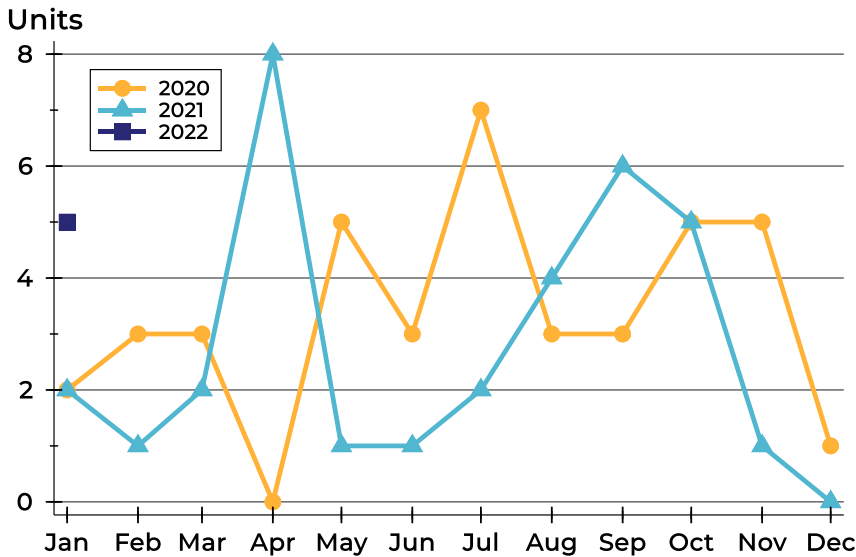
History of New Listings





Nemaha County New Listings Analysis

New Listings by Month



| Month | 2020 | 2021 | 2022 |
|-----------|------|------|----------|
| January | 2 | 2 | 5 |
| February | 3 | 1 | |
| March | 3 | 2 | |
| April | 0 | 8 | |
| May | 5 | 1 | |
| June | 3 | 1 | |
| July | 7 | 2 | |
| August | 3 | 4 | |
| September | 3 | 6 | |
| October | 5 | 5 | |
| November | 5 | 1 | |
| December | 1 | 0 | |

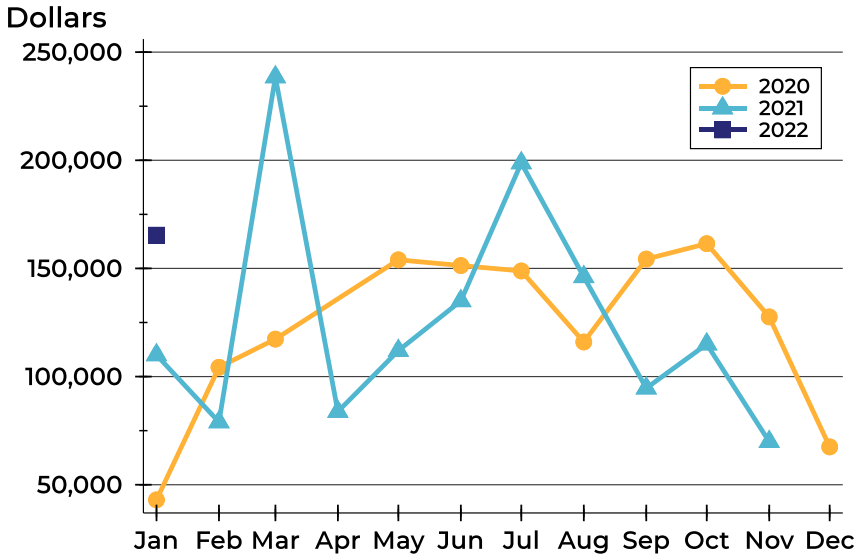
New Listings by Price Range

| 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 | 1 | 20.0% | 49,500 | 49,500 | 16 | 16 | 74.7% | 74.7% |
| \$50,000-\$99,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A |
| \$100,000-\$124,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A |
| \$125,000-\$149,999 | 1 | 20.0% | 125,000 | 125,000 | 7 | 7 | 100.0% | 100.0% |
| \$150,000-\$174,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A |
| \$175,000-\$199,999 | 2 | 40.0% | 180,000 | 180,000 | 0 | 0 | 100.0% | 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 | 20.0% | 292,500 | 292,500 | 7 | 7 | 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 | 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 |



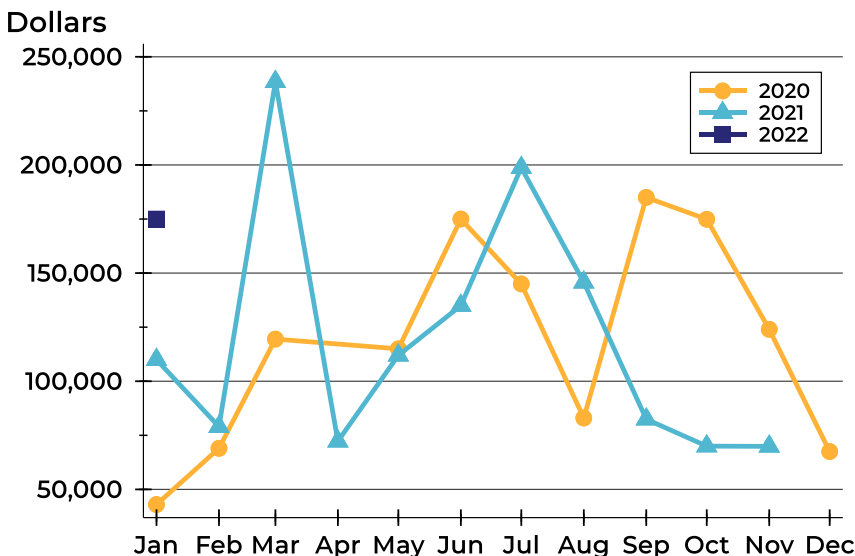
Nemaha County New Listings Analysis

Average Price



| Month | 2020 | 2021 | 2022 |
|------------------|---------|---------|----------------|
| January | 43,000 | 110,000 | 165,400 |
| February | 104,300 | 79,000 | |
| March | 117,333 | 238,500 | |
| April | N/A | 83,825 | |
| May | 153,980 | 112,000 | |
| June | 151,333 | 135,000 | |
| July | 148,843 | 198,750 | |
| August | 116,000 | 146,125 | |
| September | 154,333 | 94,633 | |
| October | 161,460 | 115,000 | |
| November | 127,600 | 69,900 | |
| December | 67,500 | N/A | |

Median Price



| Month | 2020 | 2021 | 2022 |
|------------------|---------|---------|----------------|
| January | 43,000 | 110,000 | 175,000 |
| February | 69,000 | 79,000 | |
| March | 119,500 | 238,500 | |
| April | N/A | 72,250 | |
| May | 115,000 | 112,000 | |
| June | 175,000 | 135,000 | |
| July | 145,000 | 198,750 | |
| August | 83,000 | 145,750 | |
| September | 185,000 | 82,450 | |
| October | 174,900 | 70,000 | |
| November | 124,000 | 69,900 | |
| December | 67,500 | N/A | |



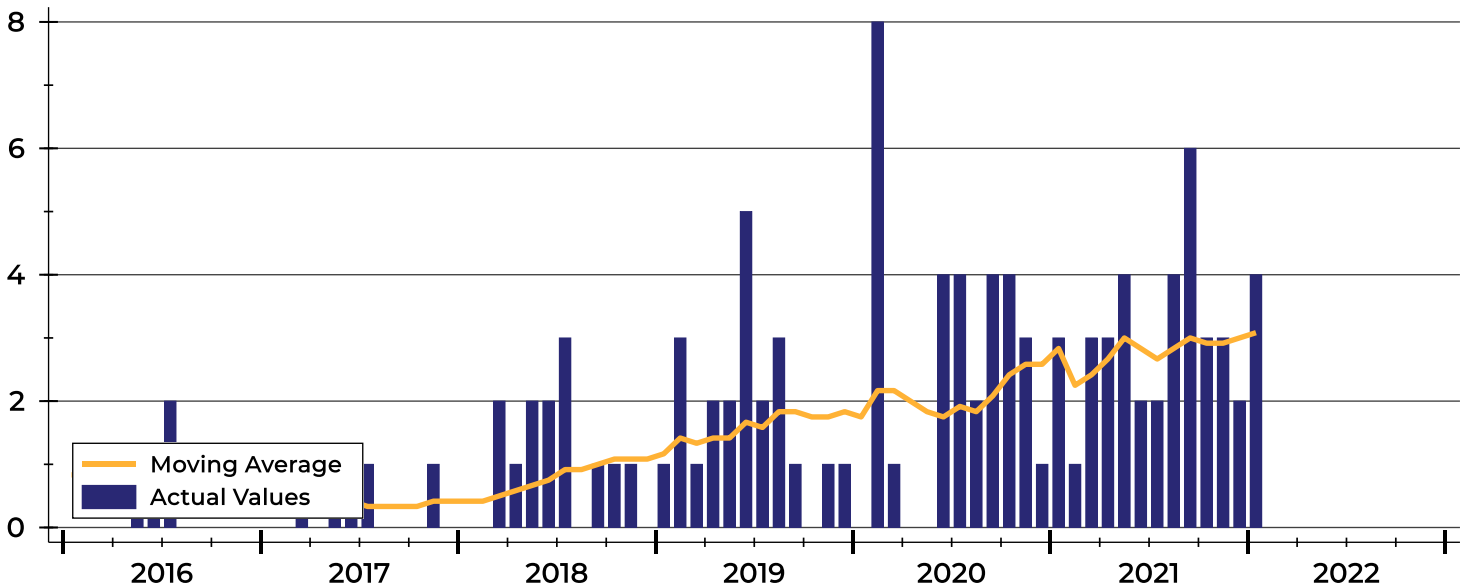
Nemaha County Contracts Written Analysis

| Summary Statistics for Contracts Written | | January | | | Year-to-Date | | |
|------------------------------------------|---------------------|----------------|---------|--------|----------------|---------|--------|
| | | 2022 | 2021 | Change | 2022 | 2021 | Change |
| Contracts Written | | 4 | 3 | 33.3% | 4 | 3 | 33.3% |
| Volume (1,000s) | | 702 | 500 | 40.4% | 702 | 500 | 40.4% |
| Average | Sale Price | 175,500 | 166,633 | 5.3% | 175,500 | 166,633 | 5.3% |
| | Days on Market | 6 | 67 | -91.0% | 6 | 67 | -91.0% |
| | Percent of Original | 93.7% | 96.5% | -2.9% | 93.7% | 96.5% | -2.9% |
| Median | Sale Price | 180,000 | 145,000 | 24.1% | 180,000 | 145,000 | 24.1% |
| | Days on Market | 4 | 82 | -95.1% | 4 | 82 | -95.1% |
| | Percent of Original | 100.0% | 93.2% | 7.3% | 100.0% | 93.2% | 7.3% |

A total of 4 contracts for sale were written in Nemaha County during the month of January, up from 3 in 2021. The median list price of these homes was \$180,000, up from \$145,000 the prior year. Half of the homes that went under contract in January were on the market less than 4 days, compared to 82 days in January 2021.

History of Contracts Written

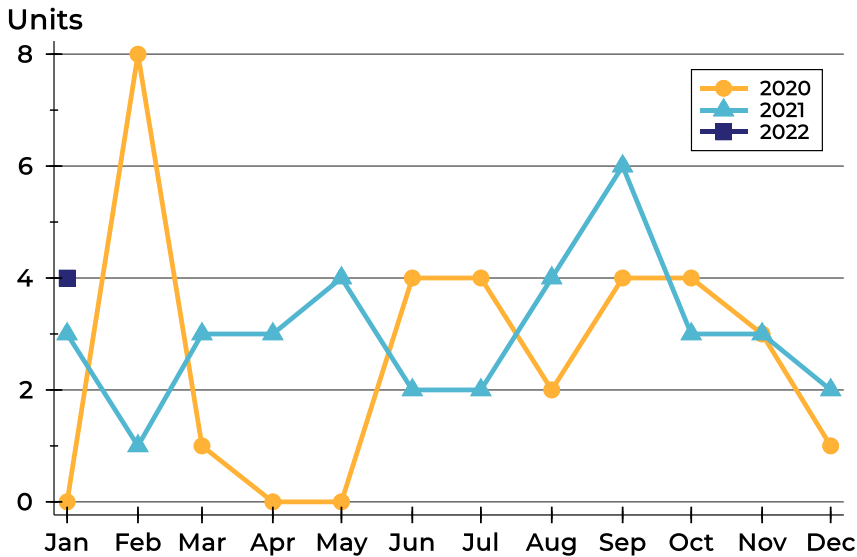
Units





Nemaha County Contracts Written Analysis

Contracts Written by Month



| Month | 2020 | 2021 | 2022 |
|-----------|------|------|----------|
| January | N/A | 3 | 4 |
| February | 8 | 1 | |
| March | 1 | 3 | |
| April | N/A | 3 | |
| May | N/A | 4 | |
| June | 4 | 2 | |
| July | 4 | 2 | |
| August | 2 | 4 | |
| September | 4 | 6 | |
| October | 4 | 3 | |
| November | 3 | 3 | |
| December | 1 | 2 | |

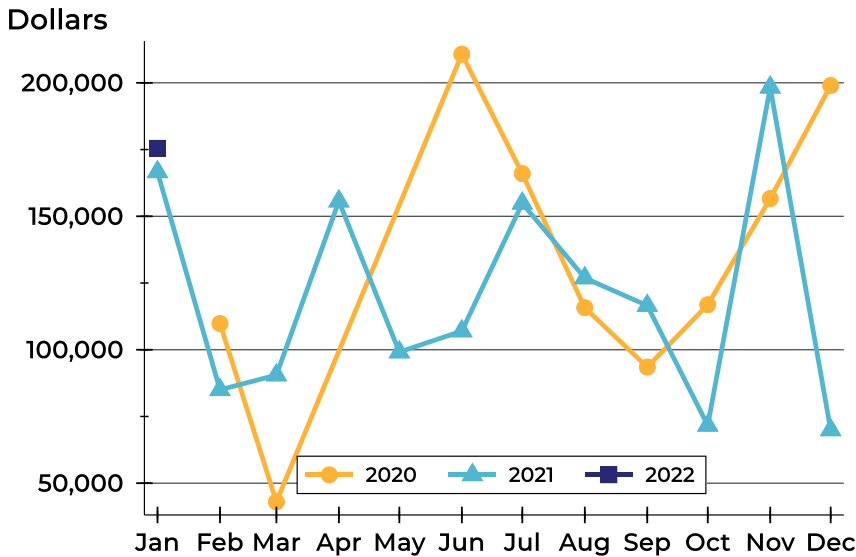
Contracts Written by Price Range

| 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 | 25.0% | 49,500 | 49,500 | 16 | 16 | 74.7% | 74.7% |
| \$50,000-\$99,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A |
| \$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 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A |
| \$175,000-\$199,999 | 2 | 50.0% | 180,000 | 180,000 | 0 | 0 | 100.0% | 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 | 25.0% | 292,500 | 292,500 | 7 | 7 | 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 | 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 |



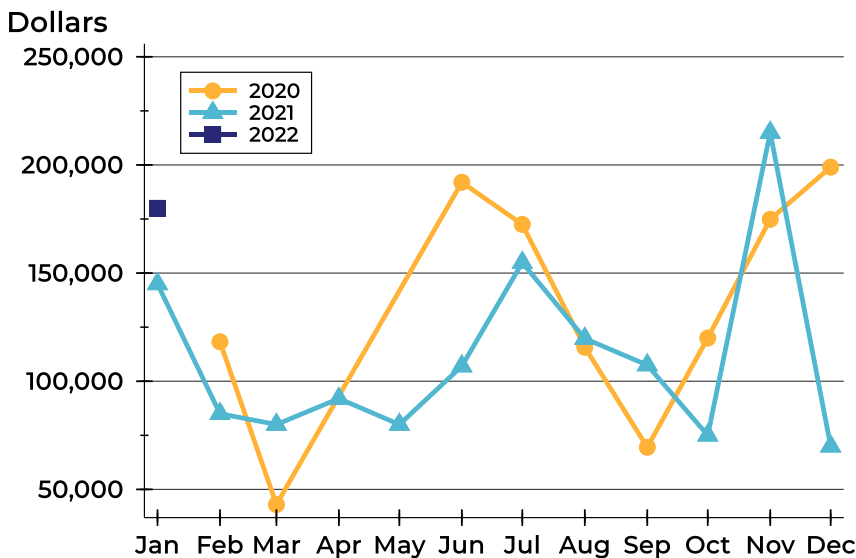
Nemaha County Contracts Written Analysis

Average Price



| Month | 2020 | 2021 | 2022 |
|------------------|---------|---------|----------------|
| January | N/A | 166,633 | 175,500 |
| February | 109,813 | 85,000 | |
| March | 43,000 | 90,500 | |
| April | N/A | 155,667 | |
| May | N/A | 99,125 | |
| June | 210,750 | 107,000 | |
| July | 165,975 | 154,850 | |
| August | 115,750 | 126,875 | |
| September | 93,500 | 116,550 | |
| October | 116,875 | 71,667 | |
| November | 156,633 | 198,333 | |
| December | 199,000 | 69,950 | |

Median Price

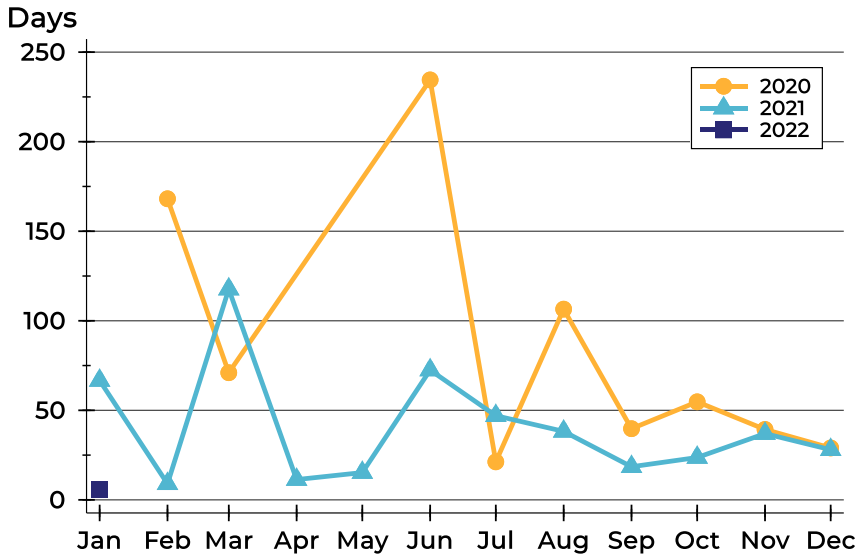


| Month | 2020 | 2021 | 2022 |
|------------------|---------|---------|----------------|
| January | N/A | 145,000 | 180,000 |
| February | 118,250 | 85,000 | |
| March | 43,000 | 80,000 | |
| April | N/A | 92,000 | |
| May | N/A | 80,000 | |
| June | 192,000 | 107,000 | |
| July | 172,500 | 154,850 | |
| August | 115,750 | 119,750 | |
| September | 69,500 | 107,500 | |
| October | 120,000 | 75,000 | |
| November | 174,900 | 215,000 | |
| December | 199,000 | 69,950 | |



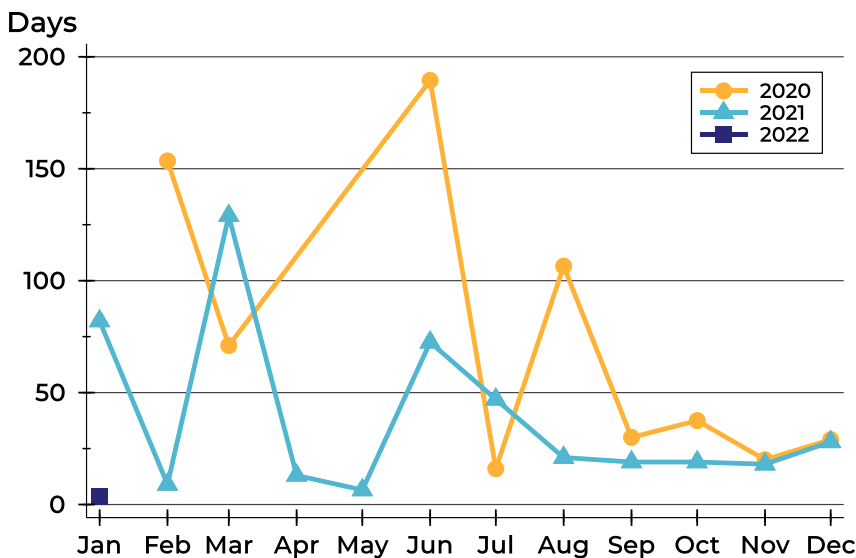
Nemaha County Contracts Written Analysis

Average DOM



| Month | 2020 | 2021 | 2022 |
|------------------|------|------|----------|
| January | N/A | 67 | 6 |
| February | 168 | 9 | |
| March | 71 | 118 | |
| April | N/A | 11 | |
| May | N/A | 15 | |
| June | 235 | 73 | |
| July | 21 | 47 | |
| August | 107 | 38 | |
| September | 40 | 19 | |
| October | 55 | 24 | |
| November | 39 | 37 | |
| December | 29 | 28 | |

Median DOM



| Month | 2020 | 2021 | 2022 |
|------------------|------|------|----------|
| January | N/A | 82 | 4 |
| February | 154 | 9 | |
| March | 71 | 129 | |
| April | N/A | 13 | |
| May | N/A | 7 | |
| June | 190 | 73 | |
| July | 16 | 47 | |
| August | 107 | 21 | |
| September | 30 | 19 | |
| October | 38 | 19 | |
| November | 20 | 18 | |
| December | 29 | 28 | |



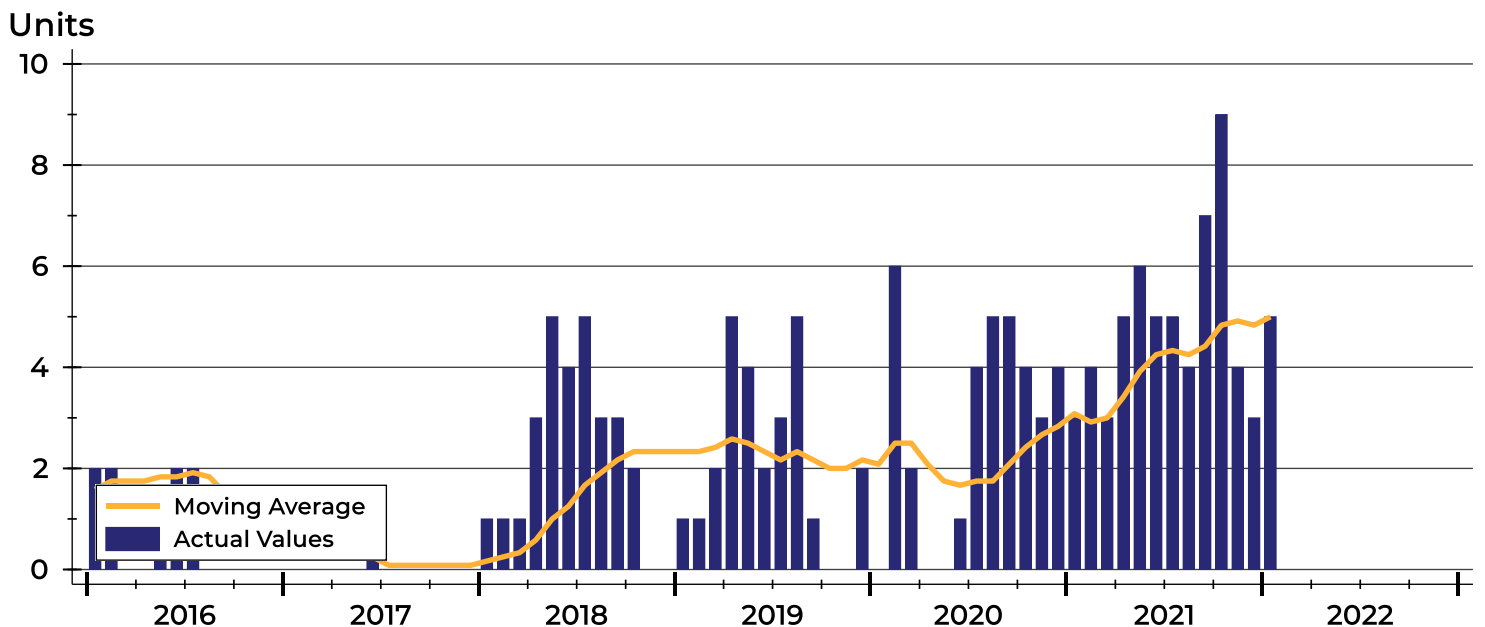
Nemaha County Pending Contracts Analysis

| Summary Statistics for Pending Contracts | | End of January | | |
|------------------------------------------|---------------------|----------------|---------|--------|
| | | 2022 | 2021 | Change |
| Pending Contracts | | 5 | 3 | 66.7% |
| Volume (1,000s) | | 846 | 500 | 69.2% |
| Average | List Price | 169,280 | 166,633 | 1.6% |
| | Days on Market | 36 | 67 | -46.3% |
| | Percent of Original | 98.8% | 100.0% | -1.2% |
| Median | List Price | 175,000 | 145,000 | 20.7% |
| | Days on Market | 7 | 82 | -91.5% |
| | Percent of Original | 100.0% | 100.0% | 0.0% |

A total of 5 listings in Nemaha County had contracts pending at the end of January, up from 3 contracts pending at the end of January 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.

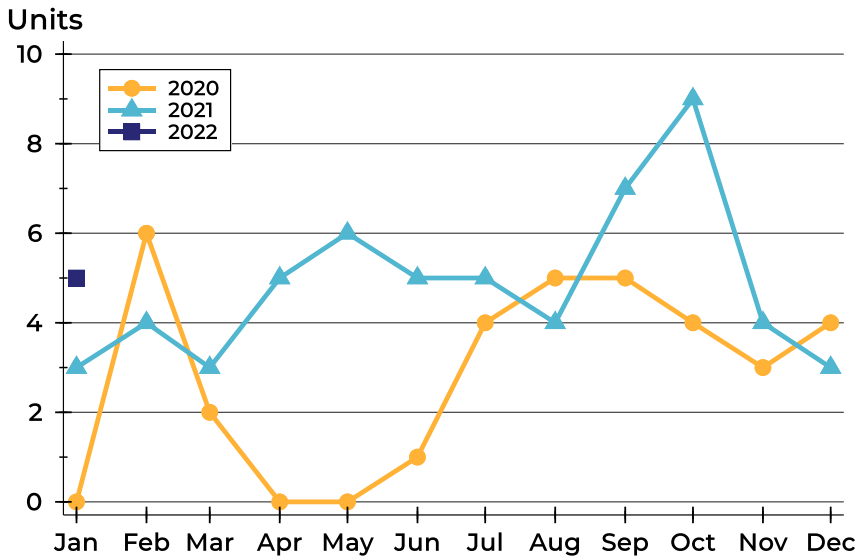
History of Pending Contracts





Nemaha County Pending Contracts Analysis

Pending Contracts by Month



| Month | 2020 | 2021 | 2022 |
|-----------|------|------|------|
| January | 0 | 3 | 5 |
| February | 6 | 4 | |
| March | 2 | 3 | |
| April | 0 | 5 | |
| May | 0 | 6 | |
| June | 1 | 5 | |
| July | 4 | 5 | |
| August | 5 | 4 | |
| September | 5 | 7 | |
| October | 4 | 9 | |
| November | 3 | 4 | |
| December | 4 | 3 | |

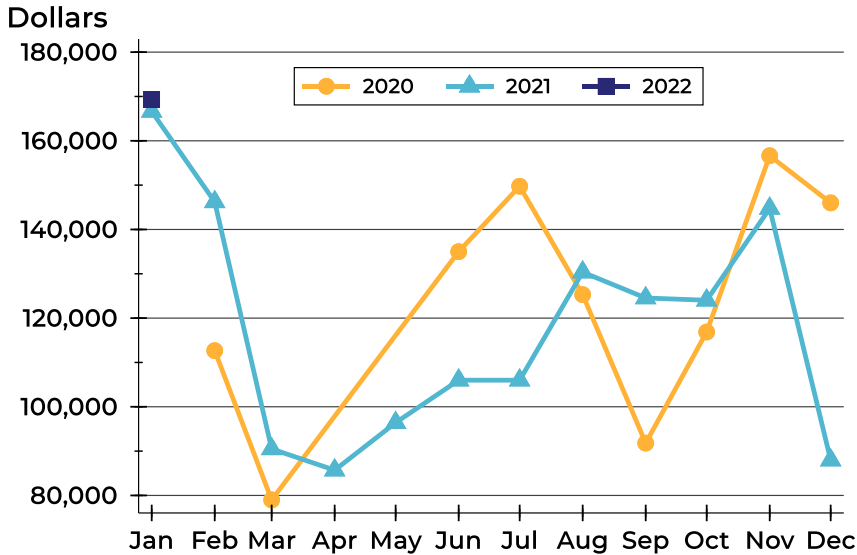
Pending Contracts by Price Range

| 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 | 1 | 20.0% | 69,900 | 69,900 | 30 | 30 | 93.8% | 93.8% |
| \$100,000-\$124,999 | 1 | 20.0% | 124,000 | 124,000 | 143 | 143 | 100.0% | 100.0% |
| \$125,000-\$149,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A |
| \$150,000-\$174,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A |
| \$175,000-\$199,999 | 2 | 40.0% | 180,000 | 180,000 | 0 | 0 | 100.0% | 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 | 20.0% | 292,500 | 292,500 | 7 | 7 | 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 | 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 |



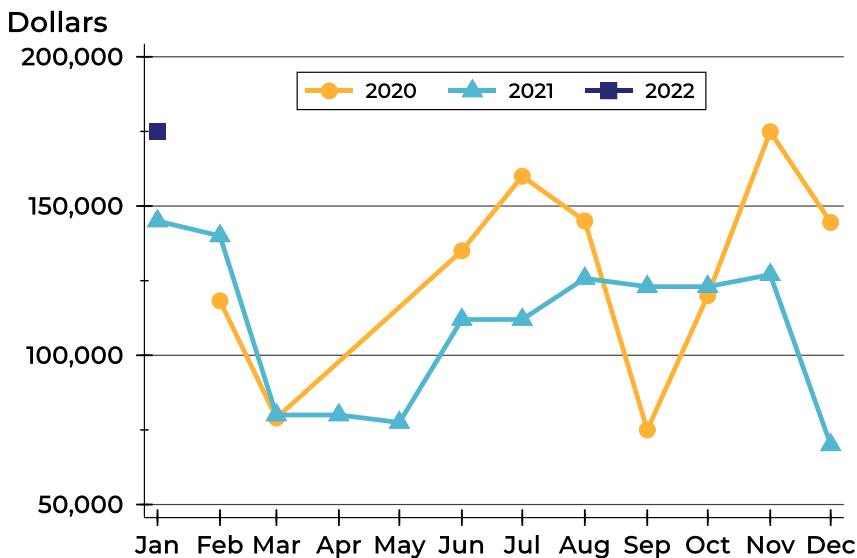
Nemaha County Pending Contracts Analysis

Average Price



| Month | 2020 | 2021 | 2022 |
|------------------|---------|---------|----------------|
| January | N/A | 166,633 | 169,280 |
| February | 112,667 | 146,225 | |
| March | 79,000 | 90,500 | |
| April | N/A | 85,700 | |
| May | N/A | 96,417 | |
| June | 135,000 | 106,000 | |
| July | 149,750 | 106,000 | |
| August | 125,300 | 130,375 | |
| September | 91,800 | 124,543 | |
| October | 116,875 | 124,033 | |
| November | 156,633 | 144,750 | |
| December | 146,000 | 87,967 | |

Median Price

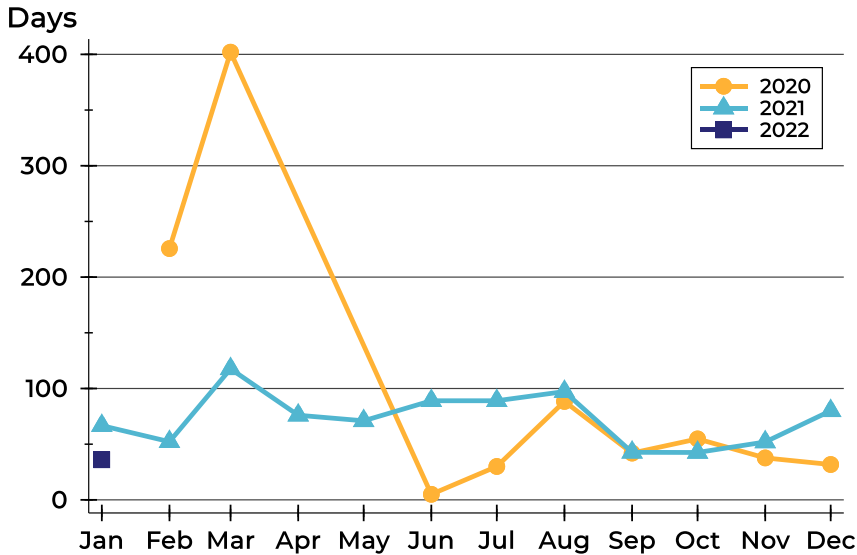


| Month | 2020 | 2021 | 2022 |
|------------------|---------|---------|----------------|
| January | N/A | 145,000 | 175,000 |
| February | 118,250 | 140,000 | |
| March | 79,000 | 80,000 | |
| April | N/A | 80,000 | |
| May | N/A | 77,500 | |
| June | 135,000 | 112,000 | |
| July | 160,000 | 112,000 | |
| August | 145,000 | 125,750 | |
| September | 75,000 | 123,000 | |
| October | 120,000 | 123,000 | |
| November | 174,900 | 127,000 | |
| December | 144,500 | 70,000 | |



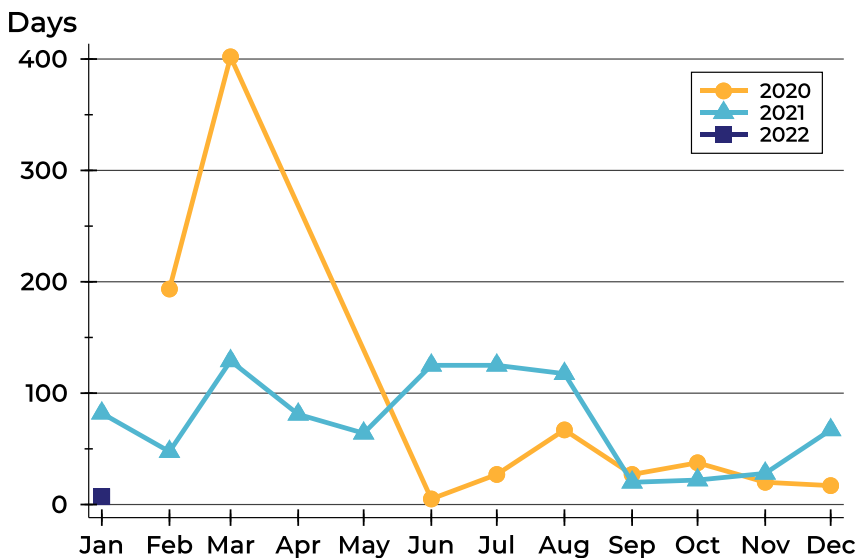
Nemaha County Pending Contracts Analysis

Average DOM



| Month | 2020 | 2021 | 2022 |
|------------------|------|------|-----------|
| January | N/A | 67 | 36 |
| February | 226 | 52 | |
| March | 402 | 118 | |
| April | N/A | 76 | |
| May | N/A | 71 | |
| June | 5 | 89 | |
| July | 30 | 89 | |
| August | 88 | 97 | |
| September | 42 | 43 | |
| October | 55 | 43 | |
| November | 38 | 52 | |
| December | 32 | 80 | |

Median DOM



| Month | 2020 | 2021 | 2022 |
|------------------|------|------|----------|
| January | N/A | 82 | 7 |
| February | 194 | 48 | |
| March | 402 | 129 | |
| April | N/A | 81 | |
| May | N/A | 64 | |
| June | 5 | 125 | |
| July | 27 | 125 | |
| August | 67 | 118 | |
| September | 27 | 20 | |
| October | 38 | 22 | |
| November | 20 | 28 | |
| December | 17 | 67 | |