



SUNFLOWER
ASSOCIATION OF REALTORS®, INC.

January 2022 Region Total Statistics

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

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Central Region Housing Report



Market Overview

Central Region Home Sales Rose in January

Total home sales in Central Region rose by 10.9% last month to 194 units, compared to 175 units in January 2021. Total sales volume was \$33.4 million, up 9.7% from a year earlier.

The median sale price in January was \$145,000, down from \$150,000 a year earlier. Homes that sold in January were typically on the market for 5 days and sold for 100.0% of their list prices.

Central Region Active Listings Down at End of January

The total number of active listings in Central Region at the end of January was 91 units, down from 126 at the same point in 2021. This represents a 0.4 months' supply of homes available for sale. The median list price of homes on the market at the end of January was \$185,000.

During January, a total of 160 contracts were written down from 204 in January 2021. At the end of the month, there were 172 contracts still pending.

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Central Region 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		194 10.9%	175 0.0%	175 25.9%	194 10.9%	175 0.0%	175 25.9%
Active Listings Change from prior year		91 -27.8%	126 -56.4%	289 -27.6%	N/A	N/A	N/A
Months' Supply Change from prior year		0.4 -20.0%	0.5 -61.5%	1.3 -23.5%	N/A	N/A	N/A
New Listings Change from prior year		156 -21.6%	199 -7.9%	216 -1.4%	156 -21.6%	199 -7.9%	216 -1.4%
Contracts Written Change from prior year		160 -21.6%	204 -2.4%	209 34.8%	160 -21.6%	204 -2.4%	209 34.8%
Pending Contracts Change from prior year		172 -19.6%	214 2.4%	209 26.7%	N/A	N/A	N/A
Sales Volume (1,000s) Change from prior year		33,417 9.7%	30,468 24.6%	24,446 29.5%	33,417 9.7%	30,468 24.6%	24,446 29.5%
Average	Sale Price Change from prior year	172,251 -1.1%	174,105 24.6%	139,694 2.8%	172,251 -1.1%	174,105 24.6%	139,694 2.8%
	List Price of Actives Change from prior year	256,111 29.1%	198,444 15.4%	172,033 2.9%	N/A	N/A	N/A
	Days on Market Change from prior year	21 -27.6%	29 -27.5%	40 -14.9%	21 -27.6%	29 -27.5%	40 -14.9%
	Percent of List Change from prior year	98.8% 0.8%	98.0% 2.9%	95.2% -0.8%	98.8% 0.8%	98.0% 2.9%	95.2% -0.8%
	Percent of Original Change from prior year	96.9% -0.1%	97.0% 4.5%	92.8% 0.7%	96.9% -0.1%	97.0% 4.5%	92.8% 0.7%
Median	Sale Price Change from prior year	145,000 -3.3%	150,000 20.1%	124,900 8.6%	145,000 -3.3%	150,000 20.1%	124,900 8.6%
	List Price of Actives Change from prior year	185,000 32.2%	139,900 2.1%	137,000 25.1%	N/A	N/A	N/A
	Days on Market Change from prior year	5 -28.6%	7 -66.7%	21 0.0%	5 -28.6%	7 -66.7%	21 0.0%
	Percent of List Change from prior year	100.0% 0.0%	100.0% 3.5%	96.6% -1.0%	100.0% 0.0%	100.0% 3.5%	96.6% -1.0%
	Percent of Original Change from prior year	100.0% 0.0%	100.0% 5.3%	95.0% -0.4%	100.0% 0.0%	100.0% 5.3%	95.0% -0.4%

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



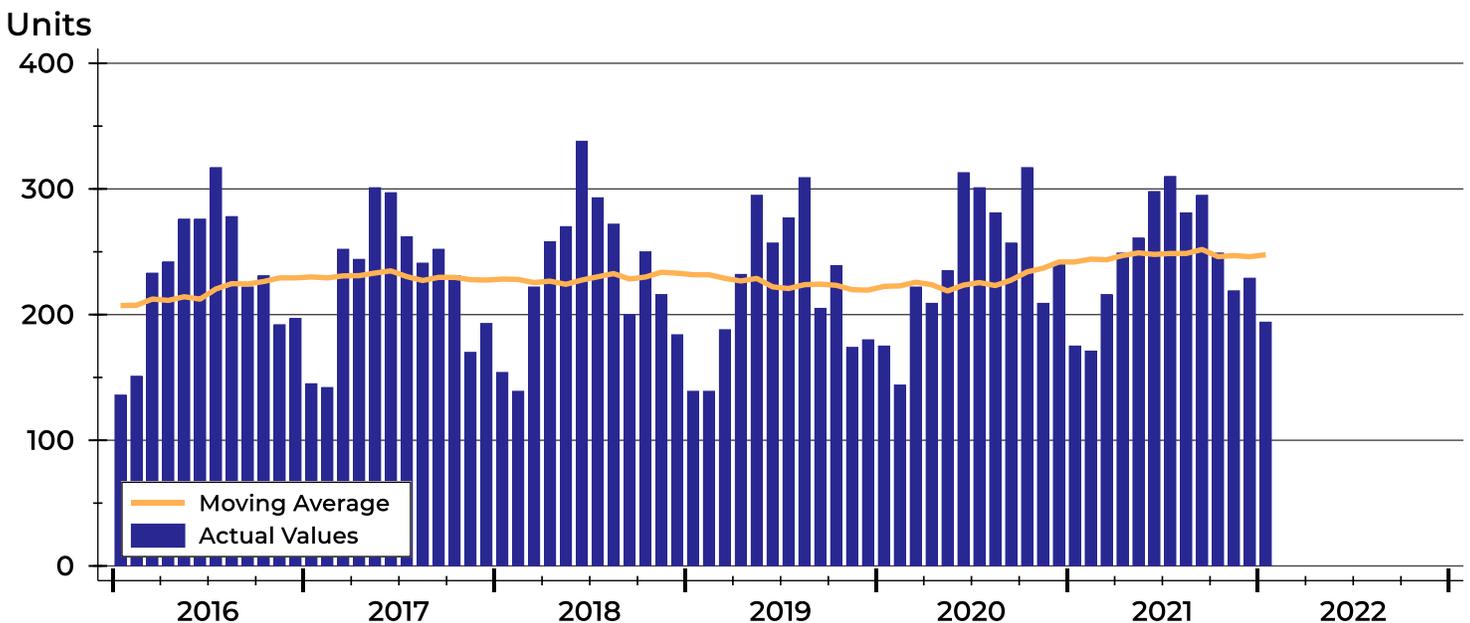
Central Region Closed Listings Analysis

Summary Statistics for Closed Listings		January			Year-to-Date		
		2022	2021	Change	2022	2021	Change
Closed Listings		194	175	10.9%	194	175	10.9%
Volume (1,000s)		33,417	30,468	9.7%	33,417	30,468	9.7%
Months' Supply		0.4	0.5	-20.0%	N/A	N/A	N/A
Average	Sale Price	172,251	174,105	-1.1%	172,251	174,105	-1.1%
	Days on Market	21	29	-27.6%	21	29	-27.6%
	Percent of List	98.8%	98.0%	0.8%	98.8%	98.0%	0.8%
	Percent of Original	96.9%	97.0%	-0.1%	96.9%	97.0%	-0.1%
Median	Sale Price	145,000	150,000	-3.3%	145,000	150,000	-3.3%
	Days on Market	5	7	-28.6%	5	7	-28.6%
	Percent of List	100.0%	100.0%	0.0%	100.0%	100.0%	0.0%
	Percent of Original	100.0%	100.0%	0.0%	100.0%	100.0%	0.0%

A total of 194 homes sold in Central Region in January, up from 175 units in January 2021. Total sales volume rose to \$33.4 million compared to \$30.5 million in the previous year.

The median sales price in January was \$145,000, down 3.3% compared to the prior year. Median days on market was 5 days, the same as December, and down from 7 in January 2021.

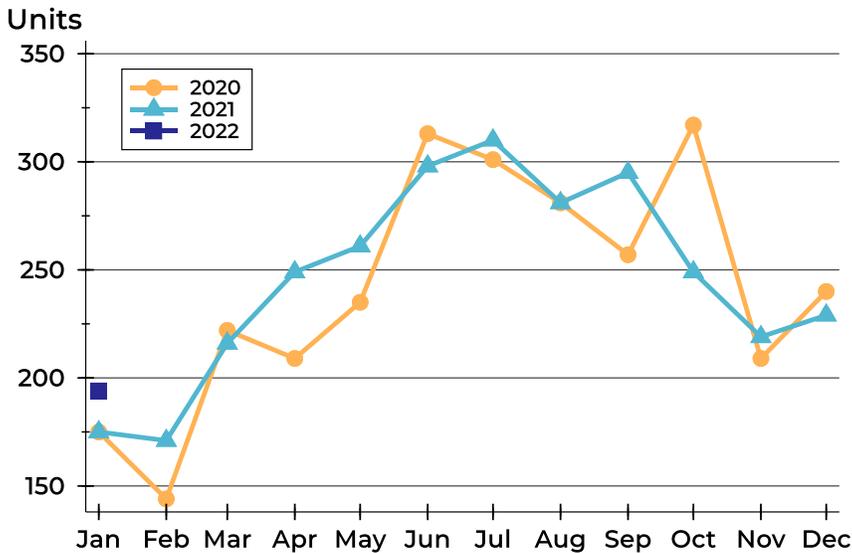
History of Closed Listings





Central Region Closed Listings Analysis

Closed Listings by Month



Month	2020	2021	2022
January	175	175	194
February	144	171	
March	222	216	
April	209	249	
May	235	261	
June	313	298	
July	301	310	
August	281	281	
September	257	295	
October	317	249	
November	209	219	
December	240	229	

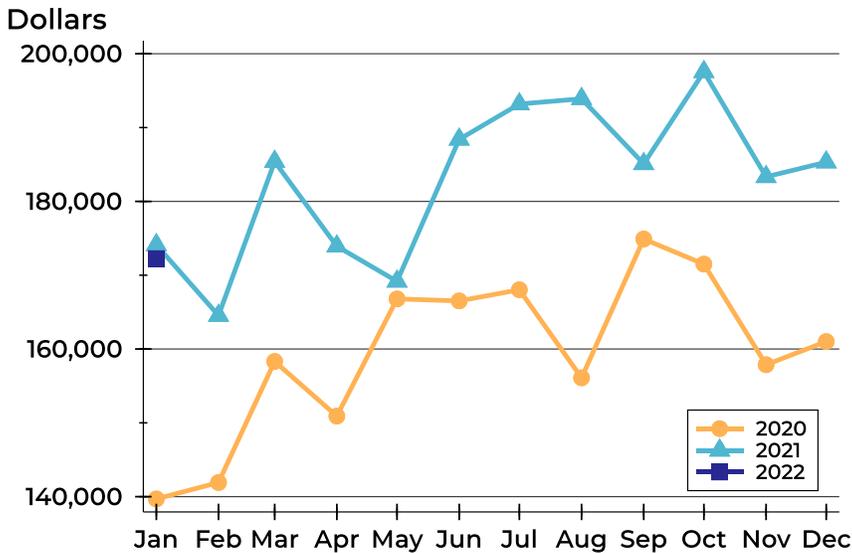
Closed Listings by Price Range

Price Range	Sales		Months' Supply	Sale Price		Days on Market		Price as % of List		Price as % of Orig.	
	Number	Percent		Average	Median	Avg.	Med.	Avg.	Med.	Avg.	Med.
Below \$25,000	3	1.5%	0.6	6,333	6,000	47	0	93.3%	100.0%	84.4%	100.0%
\$25,000-\$49,999	11	5.7%	0.9	32,136	29,000	22	3	90.4%	92.9%	88.2%	92.9%
\$50,000-\$99,999	43	22.2%	0.5	70,849	70,000	23	7	97.0%	100.0%	93.6%	95.3%
\$100,000-\$124,999	19	9.8%	0.1	110,767	110,000	21	3	101.6%	100.0%	99.8%	100.0%
\$125,000-\$149,999	21	10.8%	0.2	131,417	130,000	25	3	100.0%	100.0%	98.0%	100.0%
\$150,000-\$174,999	24	12.4%	0.0	159,856	158,000	22	14	99.6%	100.2%	98.0%	98.3%
\$175,000-\$199,999	15	7.7%	0.3	186,357	188,500	17	7	98.8%	100.0%	97.7%	100.0%
\$200,000-\$249,999	18	9.3%	0.1	225,300	231,450	8	5	100.5%	101.2%	99.8%	101.1%
\$250,000-\$299,999	19	9.8%	0.3	273,432	275,000	12	4	101.6%	101.8%	101.4%	101.8%
\$300,000-\$399,999	13	6.7%	0.6	343,531	335,000	39	8	100.4%	100.0%	98.6%	100.0%
\$400,000-\$499,999	3	1.5%	1.1	462,667	465,000	16	9	98.5%	97.9%	98.9%	97.9%
\$500,000-\$749,999	4	2.1%	1.1	574,250	560,000	11	1	97.8%	97.3%	97.3%	97.3%
\$750,000-\$999,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	1	0.5%	9.0	1,100,000	1,100,000	64	64	91.7%	91.7%	84.6%	84.6%



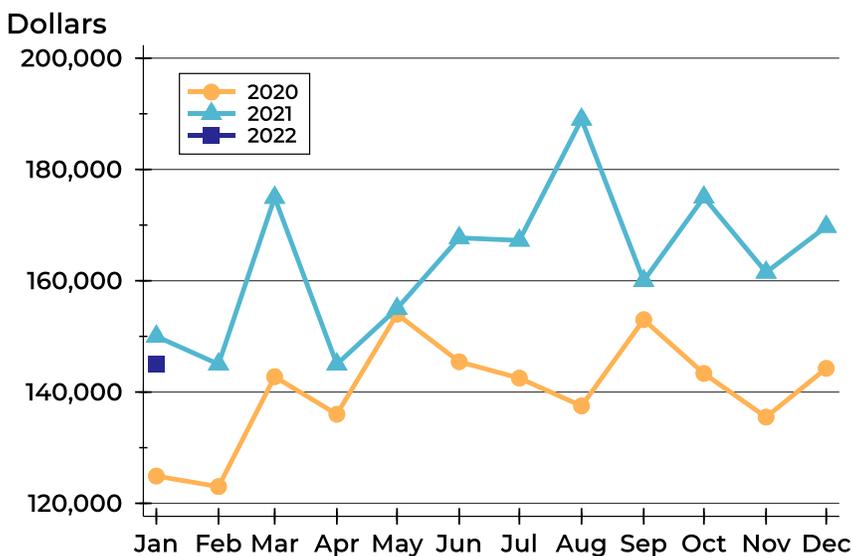
Central Region Closed Listings Analysis

Average Price



Month	2020	2021	2022
January	139,694	174,105	172,251
February	141,918	164,536	
March	158,318	185,394	
April	150,914	173,922	
May	166,791	169,166	
June	166,516	188,404	
July	168,026	193,187	
August	156,099	193,901	
September	174,902	185,089	
October	171,500	197,554	
November	157,876	183,332	
December	161,010	185,311	

Median Price

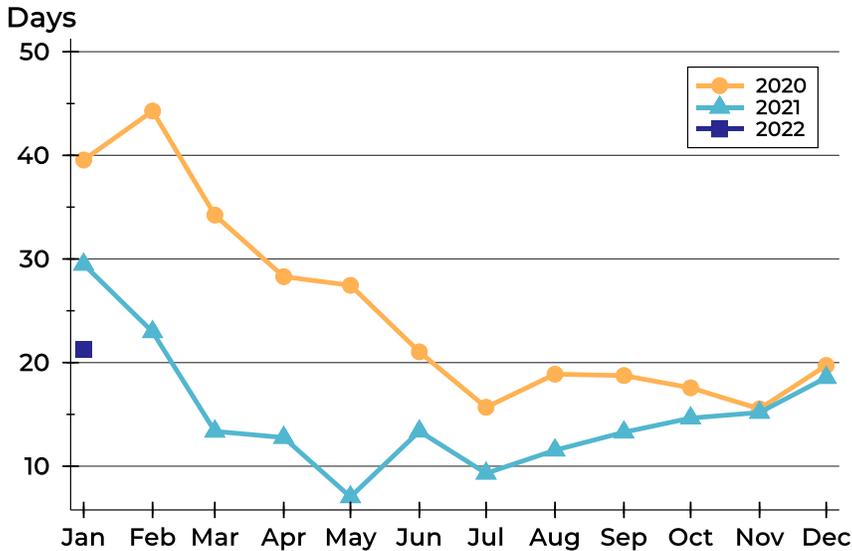


Month	2020	2021	2022
January	124,900	150,000	145,000
February	123,000	145,010	
March	142,750	174,950	
April	136,000	145,000	
May	154,000	155,000	
June	145,450	167,700	
July	142,500	167,250	
August	137,500	189,000	
September	153,000	160,000	
October	143,334	175,000	
November	135,500	161,500	
December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



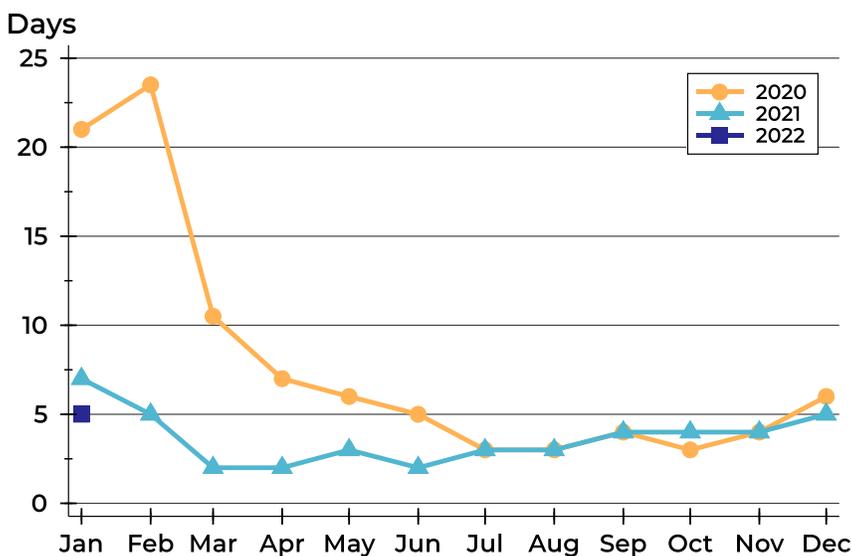
Central Region Closed Listings Analysis

Average DOM



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

Median DOM



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



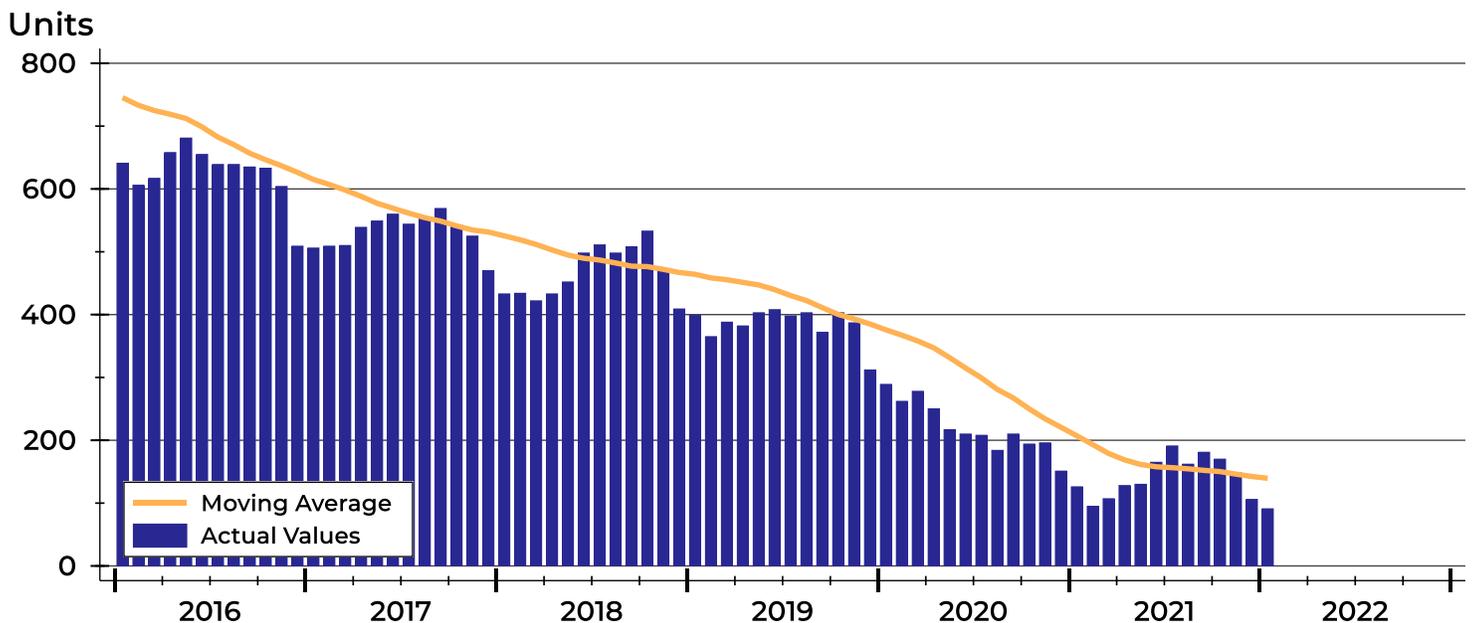
Central Region Active Listings Analysis

Summary Statistics for Active Listings		2022	End of January 2021	Change
Active Listings		91	126	-27.8%
Volume (1,000s)		23,306	25,004	-6.8%
Months' Supply		0.4	0.5	-20.0%
Average	List Price	256,111	198,444	29.1%
	Days on Market	61	73	-16.4%
	Percent of Original	97.7%	97.8%	-0.1%
Median	List Price	185,000	139,900	32.2%
	Days on Market	29	26	11.5%
	Percent of Original	100.0%	100.0%	0.0%

A total of 91 homes were available for sale in Central Region at the end of January. This represents a 0.4 months' supply of active listings.

The median list price of homes on the market at the end of January was \$185,000, up 32.2% from 2021. The typical time on market for active listings was 29 days, up from 26 days a year earlier.

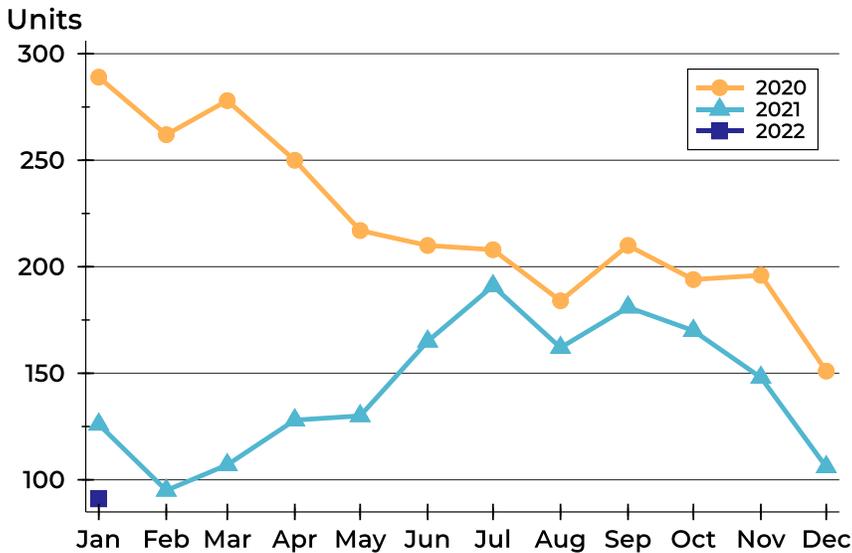
History of Active Listings





Central Region Active Listings Analysis

Active Listings by Month



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

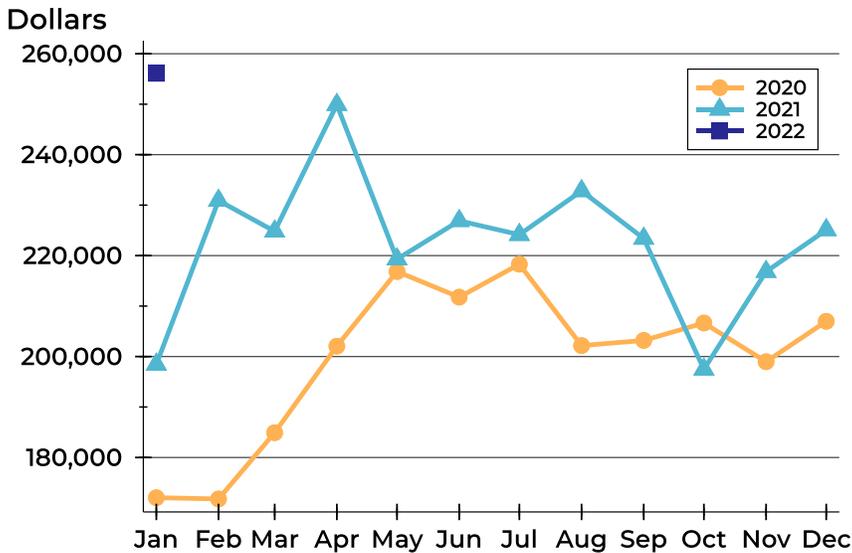
Active Listings by Price Range

Price Range	Active Listings Number	Percent	Months' Supply	List Price Average	Median	Days on Market Avg.	Med.	Price as % of Orig. Avg.	Med.
Below \$25,000	2	2.2%	0.6	19,000	19,000	5	5	100.0%	100.0%
\$25,000-\$49,999	11	12.1%	0.9	38,545	38,400	35	17	97.7%	100.0%
\$50,000-\$99,999	24	26.4%	0.5	73,365	76,000	61	38	96.1%	100.0%
\$100,000-\$124,999	3	3.3%	0.1	112,100	109,900	84	61	96.7%	97.7%
\$125,000-\$149,999	4	4.4%	0.2	140,700	141,500	26	18	98.4%	100.0%
\$150,000-\$174,999	1	1.1%	0.0	168,000	168,000	126	126	98.8%	98.8%
\$175,000-\$199,999	6	6.6%	0.3	189,950	188,700	23	9	98.5%	100.0%
\$200,000-\$249,999	3	3.3%	0.1	221,000	219,000	221	18	99.1%	100.0%
\$250,000-\$299,999	7	7.7%	0.3	279,543	279,000	45	19	95.8%	100.0%
\$300,000-\$399,999	15	16.5%	0.6	368,157	379,900	52	22	99.6%	100.0%
\$400,000-\$499,999	8	8.8%	1.1	453,200	457,400	66	28	98.5%	100.0%
\$500,000-\$749,999	3	3.3%	1.1	637,333	649,000	138	143	98.3%	98.3%
\$750,000-\$999,999	1	1.1%	N/A	800,000	800,000	160	160	94.1%	94.1%
\$1,000,000 and up	3	3.3%	9.0	1,465,610	1,146,830	71	71	100.0%	100.0%



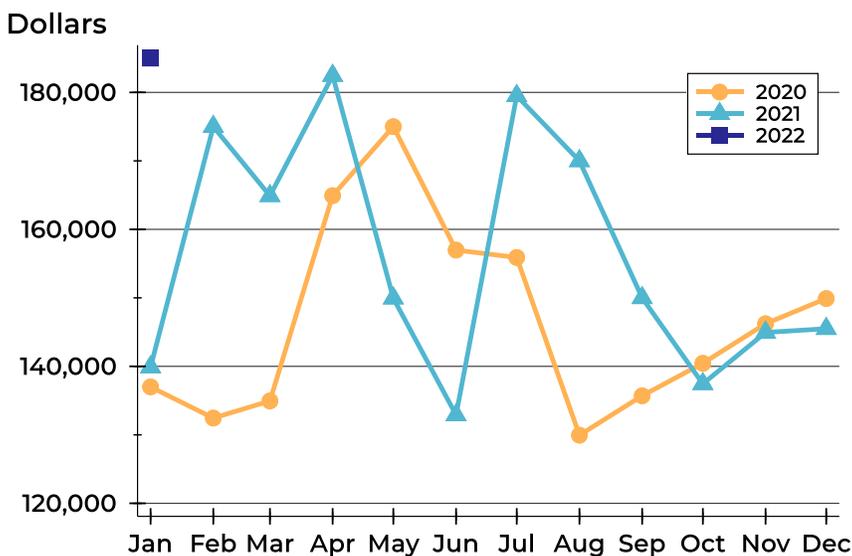
Central Region Active Listings Analysis

Average Price



Month	2020	2021	2022
January	172,033	198,444	256,111
February	171,788	230,913	
March	184,917	224,819	
April	202,058	249,896	
May	216,849	219,300	
June	211,772	226,905	
July	218,300	224,147	
August	202,178	232,825	
September	203,198	223,398	
October	206,650	197,471	
November	198,977	216,817	
December	206,988	225,089	

Median Price

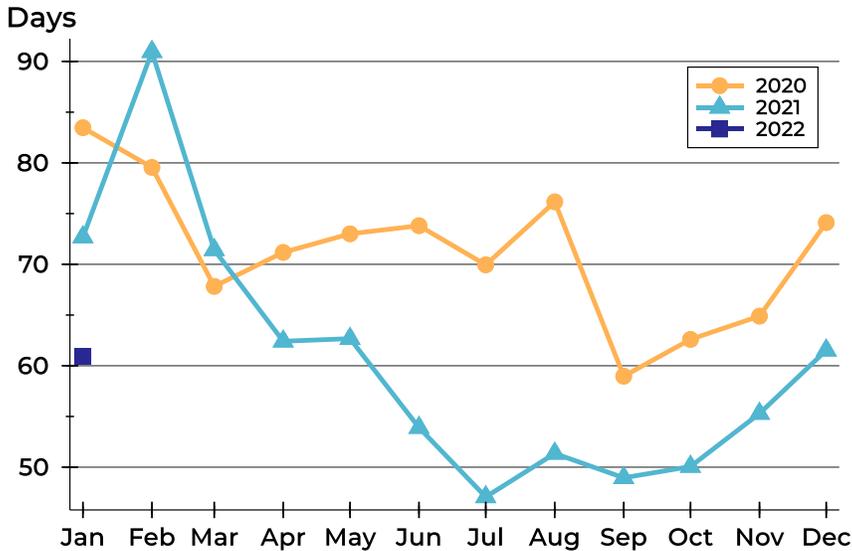


Month	2020	2021	2022
January	137,000	139,900	185,000
February	132,450	175,000	
March	134,950	164,900	
April	164,925	182,450	
May	175,000	149,950	
June	156,975	132,900	
July	155,900	179,500	
August	129,950	170,000	
September	135,700	150,000	
October	140,450	137,450	
November	146,225	144,950	
December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



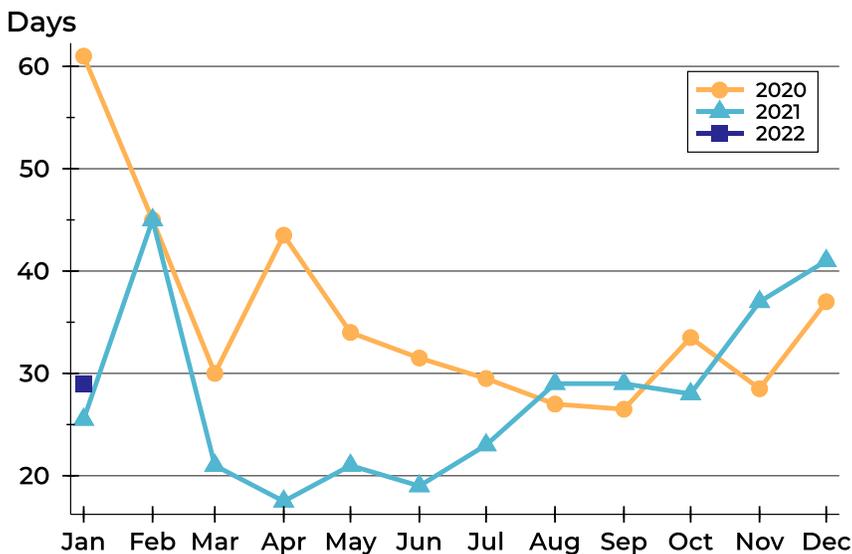
Central Region Active Listings Analysis

Average DOM



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

Median DOM

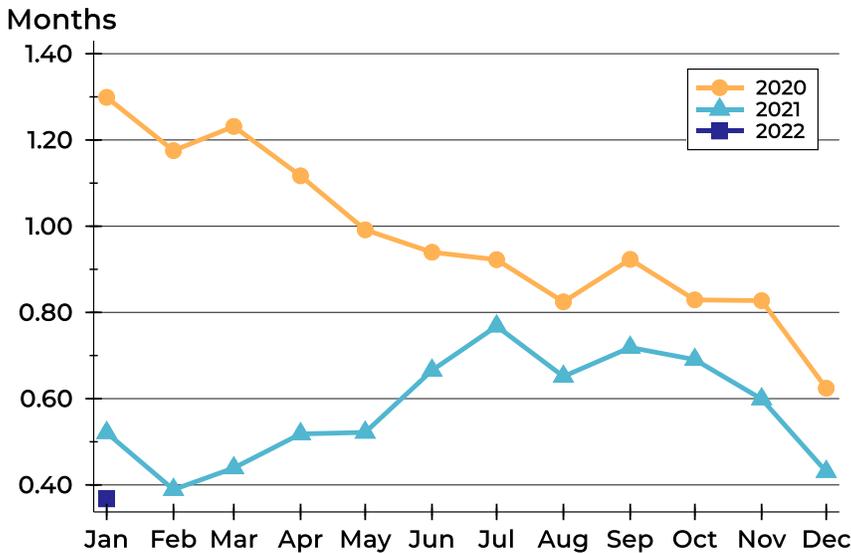


Month	2020	2021	2022
January	61	26	29
February	45	45	
March	30	21	
April	44	18	
May	34	21	
June	32	19	
July	30	23	
August	27	29	
September	27	29	
October	34	28	
November	29	37	
December	37	41	



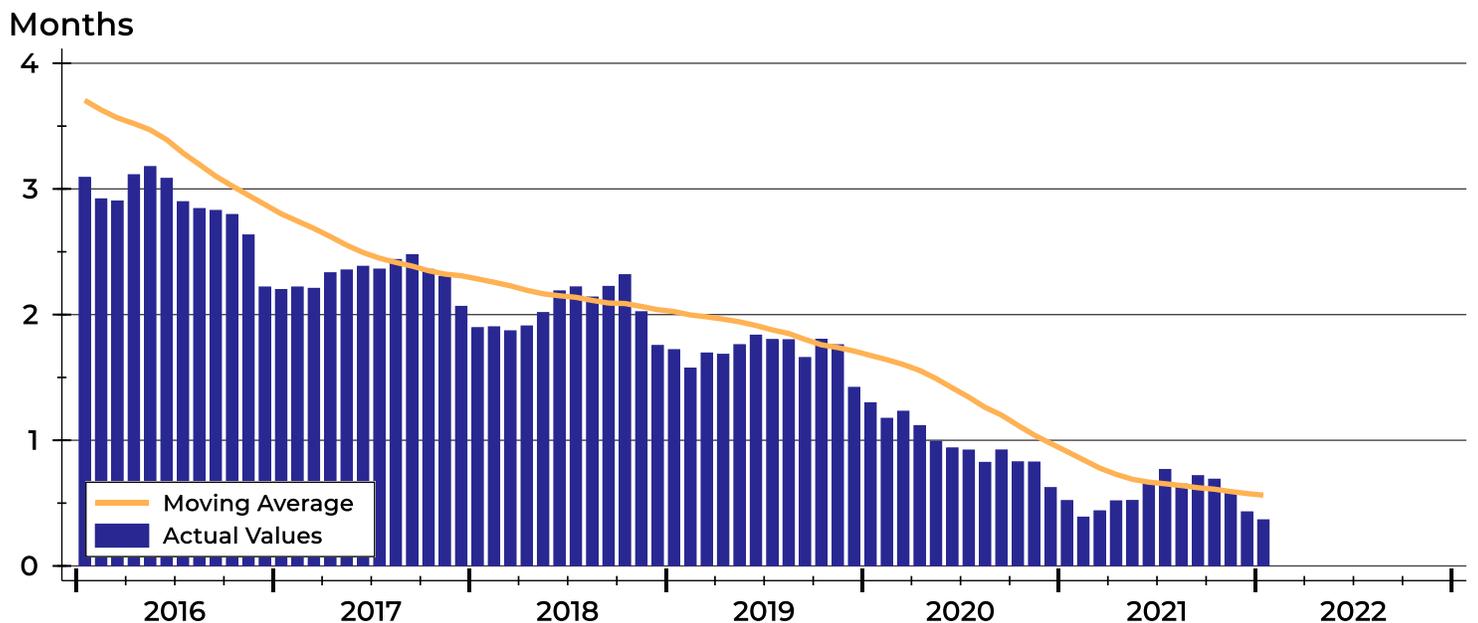
Central Region Months' Supply Analysis

Months' Supply by Month



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

History of Month's Supply





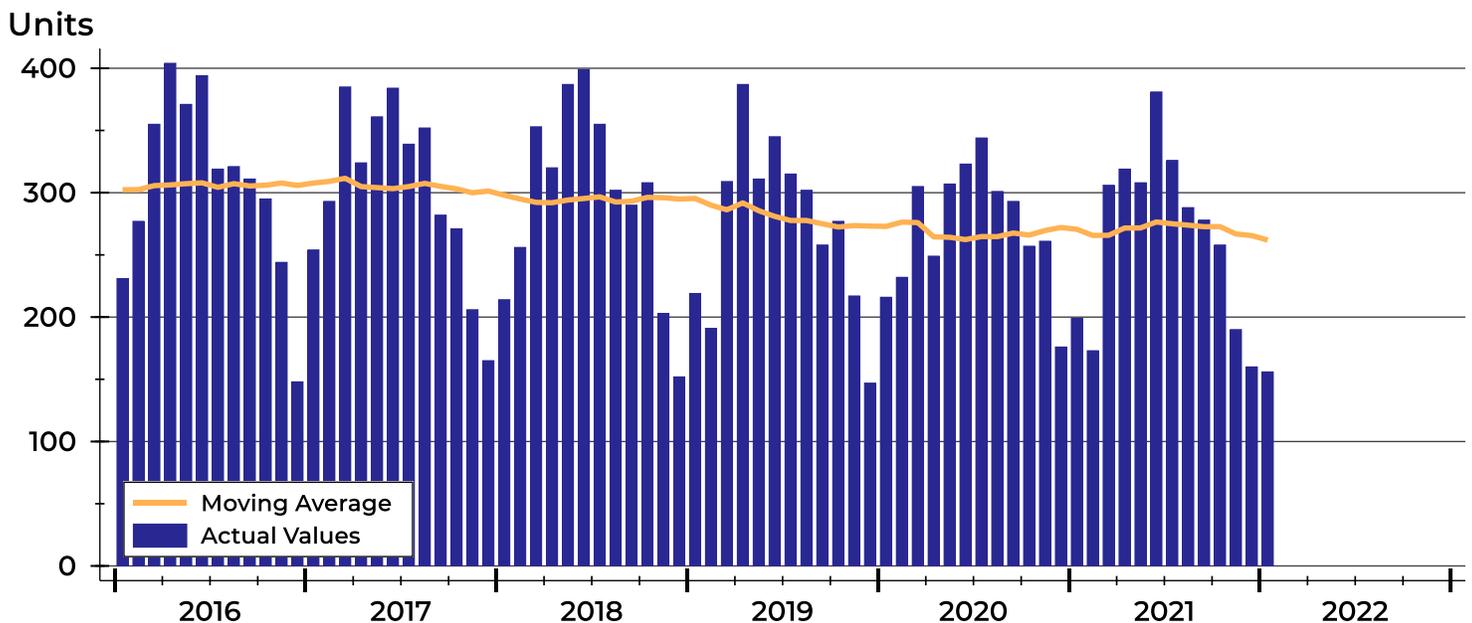
Central Region New Listings Analysis

Summary Statistics for New Listings		2022	January 2021	Change
Current Month	New Listings	156	199	-21.6%
	Volume (1,000s)	29,303	33,380	-12.2%
	Average List Price	187,840	167,738	12.0%
	Median List Price	142,450	149,900	-5.0%
Year-to-Date	New Listings	156	199	-21.6%
	Volume (1,000s)	29,303	33,380	-12.2%
	Average List Price	187,840	167,738	12.0%
	Median List Price	142,450	149,900	-5.0%

A total of 156 new listings were added in Central Region during January, down 21.6% from the same month in 2021.

The median list price of these homes was \$142,450 down from \$149,900 in 2021.

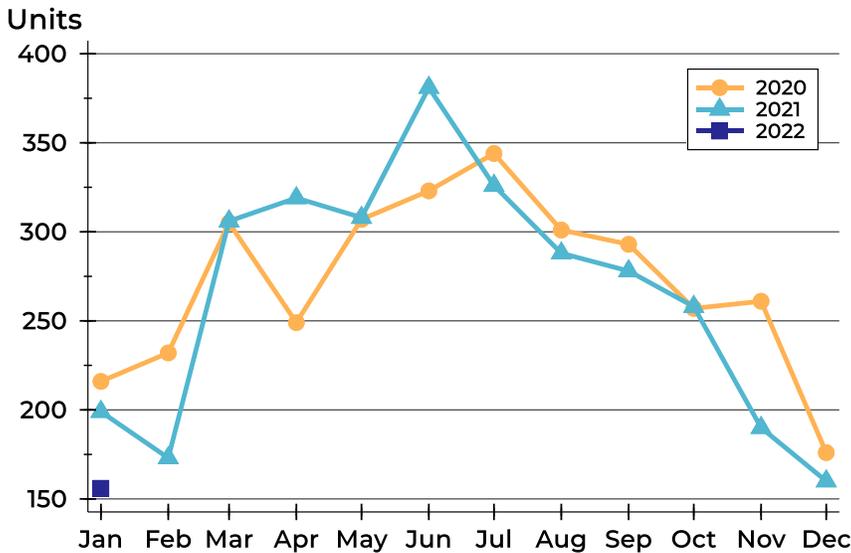
History of New Listings





Central Region New Listings Analysis

New Listings by Month



Month	2020	2021	2022
January	216	199	156
February	232	173	
March	305	306	
April	249	319	
May	307	308	
June	323	381	
July	344	326	
August	301	288	
September	293	278	
October	257	258	
November	261	190	
December	176	160	

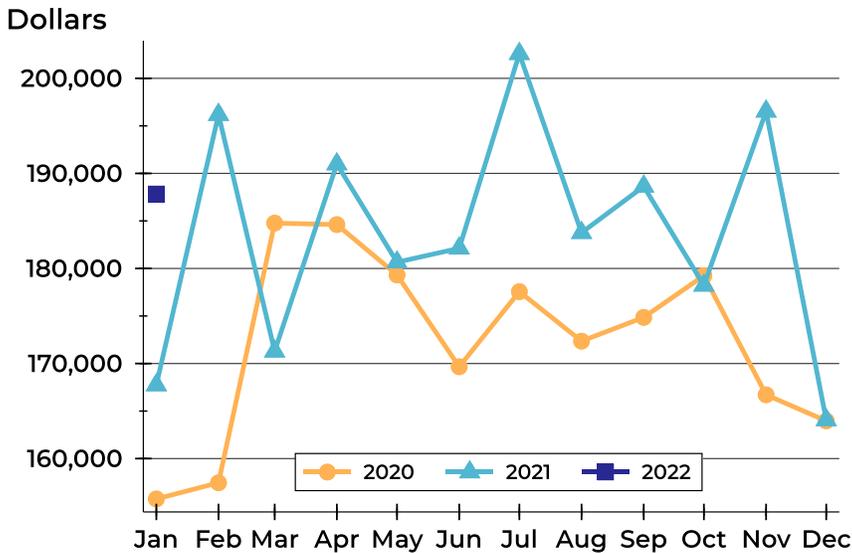
New Listings by Price Range

Price Range	New Listings		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	4	2.6%	11,188	12,000	6	4	100.0%	100.0%
\$25,000-\$49,999	12	7.7%	37,379	37,950	6	4	96.4%	100.0%
\$50,000-\$99,999	34	21.8%	79,015	82,450	9	5	99.0%	100.0%
\$100,000-\$124,999	15	9.6%	113,993	110,000	5	2	99.5%	100.0%
\$125,000-\$149,999	17	10.9%	137,818	139,000	4	3	99.8%	100.0%
\$150,000-\$174,999	10	6.4%	160,775	159,975	3	2	100.0%	100.0%
\$175,000-\$199,999	10	6.4%	183,990	184,750	5	5	99.6%	100.0%
\$200,000-\$249,999	11	7.1%	228,244	234,900	4	2	100.9%	100.0%
\$250,000-\$299,999	13	8.3%	273,610	269,900	9	4	99.3%	100.0%
\$300,000-\$399,999	16	10.3%	361,522	355,450	12	7	99.6%	100.0%
\$400,000-\$499,999	10	6.4%	447,585	438,750	10	6	100.0%	100.0%
\$500,000-\$749,999	4	2.6%	573,725	552,450	6	1	100.4%	100.0%
\$750,000-\$999,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



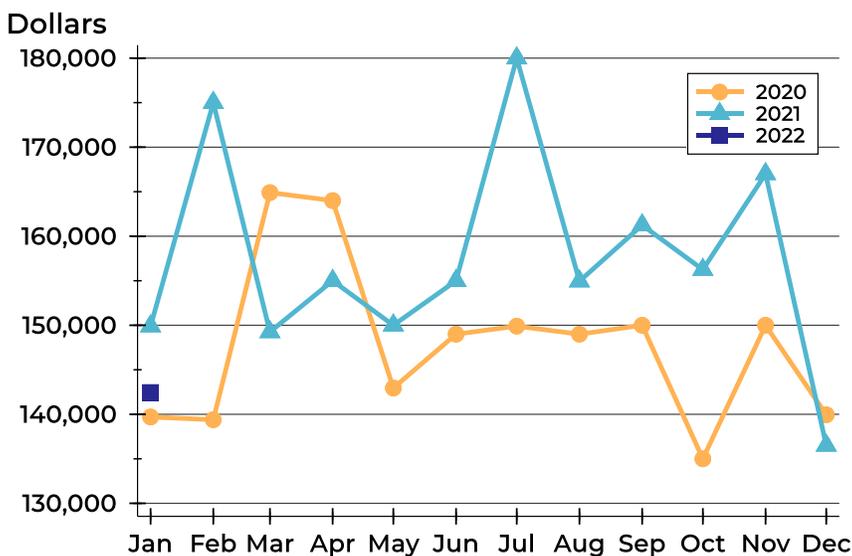
Central Region New Listings Analysis

Average Price



Month	2020	2021	2022
January	155,757	167,738	187,840
February	157,457	196,183	
March	184,771	171,288	
April	184,616	190,982	
May	179,319	180,659	
June	169,663	182,123	
July	177,563	202,587	
August	172,357	183,762	
September	174,855	188,639	
October	179,248	178,222	
November	166,714	196,528	
December	163,968	164,068	

Median Price



Month	2020	2021	2022
January	139,700	149,900	142,450
February	139,389	175,000	
March	164,900	149,250	
April	164,000	155,000	
May	142,950	150,000	
June	149,000	155,000	
July	149,900	180,000	
August	149,000	154,950	
September	150,000	161,250	
October	135,000	156,250	
November	150,000	167,000	
December	139,950	136,500	



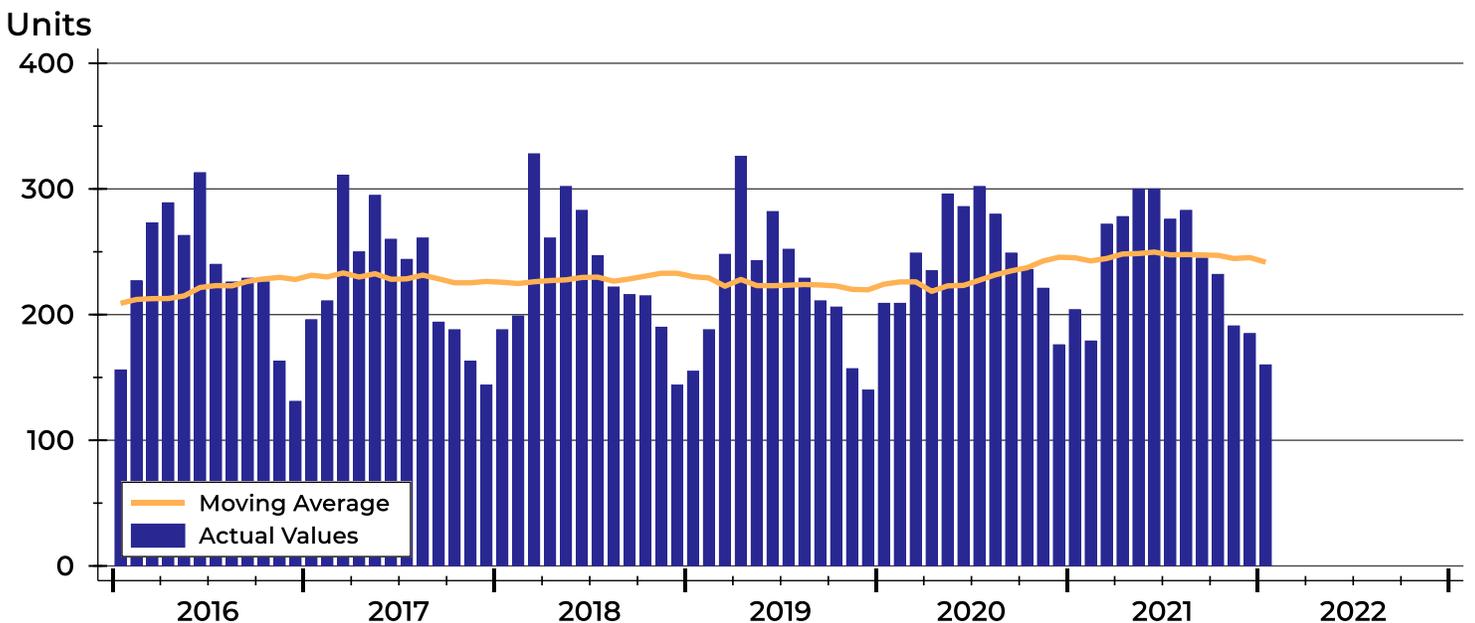
Central Region Contracts Written Analysis

Summary Statistics for Contracts Written		January 2021			Year-to-Date 2021		
		2022	2021	Change	2022	2021	Change
Contracts Written		160	204	-21.6%	160	204	-21.6%
Volume (1,000s)		26,409	35,449	-25.5%	26,409	35,449	-25.5%
Average	Sale Price	165,057	173,769	-5.0%	165,057	173,769	-5.0%
	Days on Market	22	22	0.0%	22	22	0.0%
	Percent of Original	97.6%	98.6%	-1.0%	97.6%	98.6%	-1.0%
Median	Sale Price	134,900	155,900	-13.5%	134,900	155,900	-13.5%
	Days on Market	4	3	33.3%	4	3	33.3%
	Percent of Original	100.0%	100.0%	0.0%	100.0%	100.0%	0.0%

A total of 160 contracts for sale were written in Central Region during the month of January, down from 204 in 2021. The median list price of these homes was \$134,900, down from \$155,900 the prior year.

Half of the homes that went under contract in January were on the market less than 4 days, compared to 3 days in January 2021.

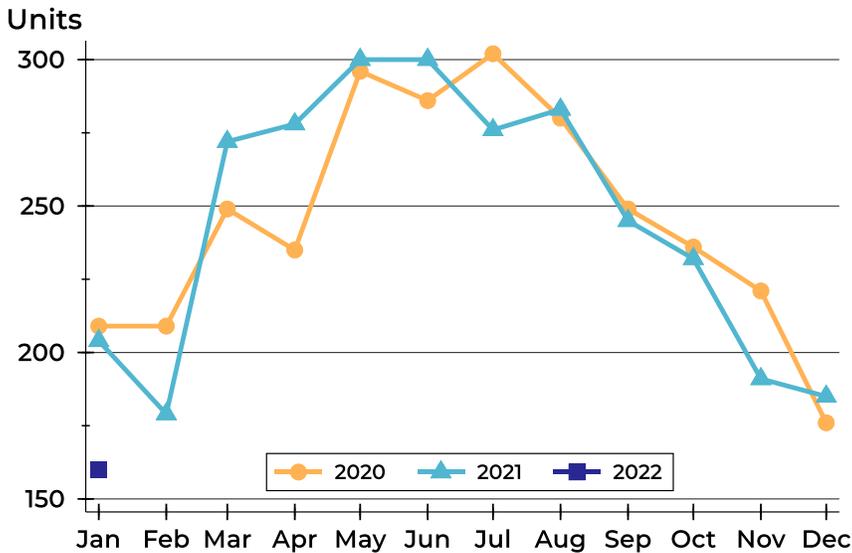
History of Contracts Written





Central Region Contracts Written Analysis

Contracts Written by Month



Month	2020	2021	2022
January	209	204	160
February	209	179	
March	249	272	
April	235	278	
May	296	300	
June	286	300	
July	302	276	
August	280	283	
September	249	245	
October	236	232	
November	221	191	
December	176	185	

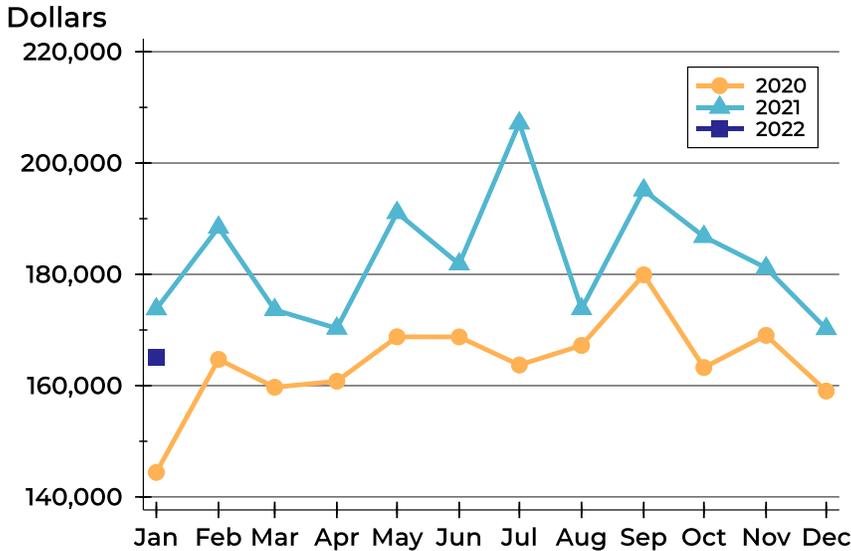
Contracts Written by Price Range

Price Range	Contracts Written		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	2	1.3%	14,950	14,950	2	2	102.3%	102.3%
\$25,000-\$49,999	12	7.5%	38,675	38,700	36	4	91.6%	93.8%
\$50,000-\$99,999	34	21.3%	79,883	84,750	24	5	96.2%	100.0%
\$100,000-\$124,999	25	15.6%	113,732	110,000	21	5	97.4%	100.0%
\$125,000-\$149,999	22	13.8%	137,155	138,500	22	5	98.2%	100.0%
\$150,000-\$174,999	13	8.1%	159,008	159,500	12	3	99.5%	100.0%
\$175,000-\$199,999	10	6.3%	186,780	187,200	17	9	98.8%	100.0%
\$200,000-\$249,999	16	10.0%	233,336	242,492	38	5	98.0%	100.0%
\$250,000-\$299,999	7	4.4%	273,479	260,000	2	1	100.3%	100.0%
\$300,000-\$399,999	10	6.3%	354,110	349,950	12	6	99.4%	100.0%
\$400,000-\$499,999	7	4.4%	444,264	435,000	23	4	99.4%	100.0%
\$500,000-\$749,999	2	1.3%	552,450	552,450	1	1	100.0%	100.0%
\$750,000-\$999,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



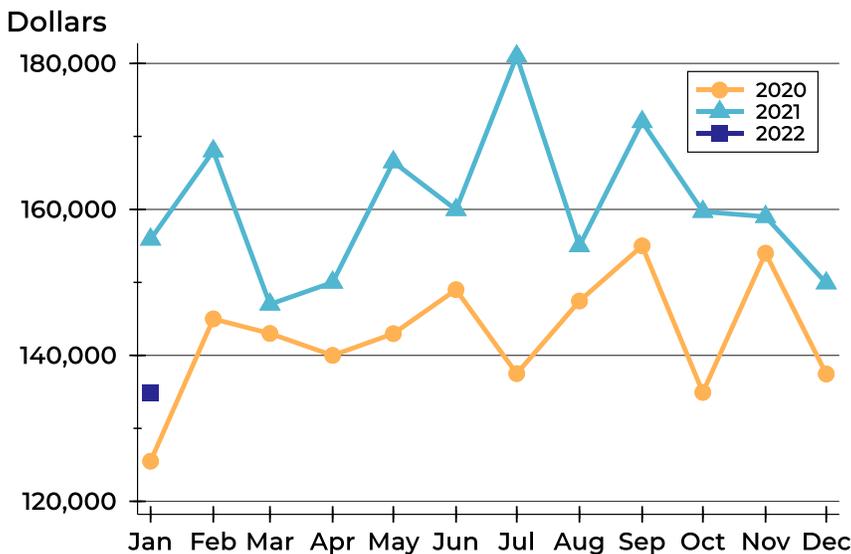
Central Region Contracts Written Analysis

Average Price



Month	2020	2021	2022
January	144,414	173,769	165,057
February	164,713	188,428	
March	159,714	173,629	
April	160,796	170,296	
May	168,773	191,077	
June	168,752	181,836	
July	163,705	207,173	
August	167,222	173,790	
September	179,914	195,130	
October	163,252	186,781	
November	169,030	181,152	
December	159,028	170,205	

Median Price

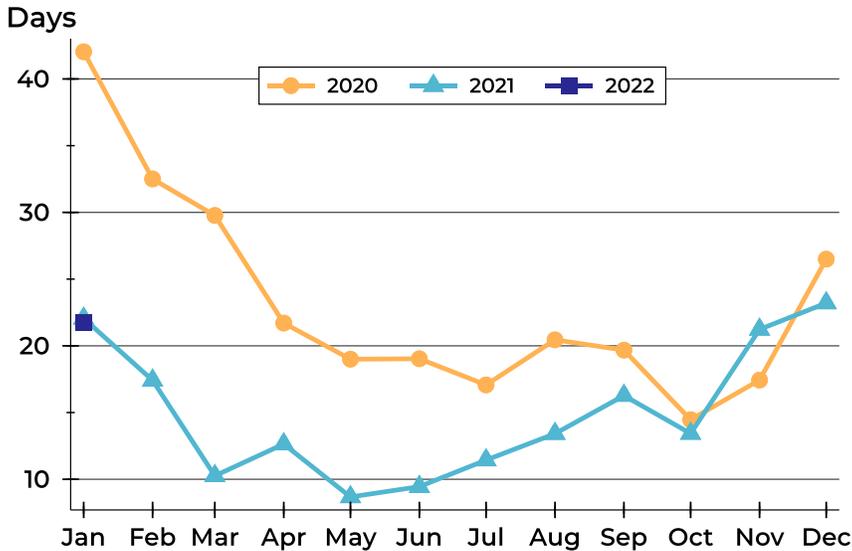


Month	2020	2021	2022
January	125,500	155,900	134,900
February	145,000	168,000	
March	143,000	147,000	
April	140,000	150,000	
May	142,975	166,500	
June	149,000	159,950	
July	137,500	181,000	
August	147,450	155,000	
September	155,000	172,000	
October	134,925	159,700	
November	154,000	159,000	
December	137,450	149,900	



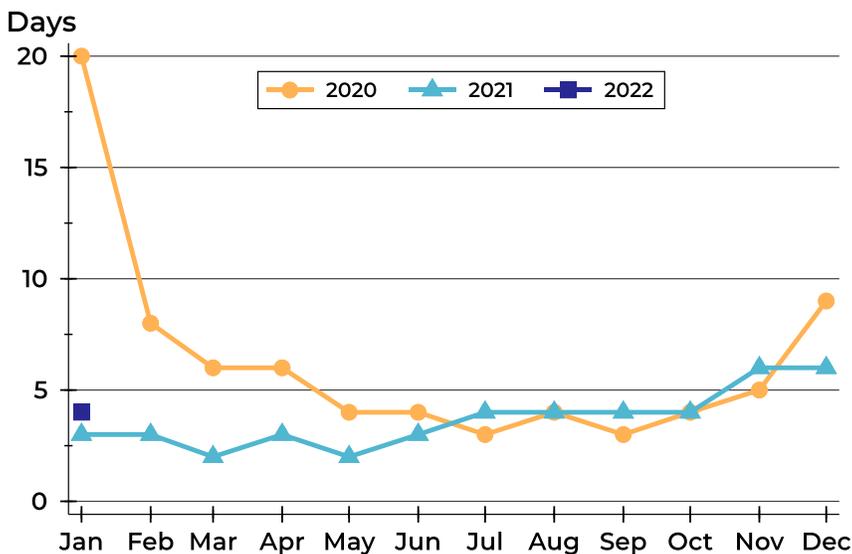
Central Region Contracts Written Analysis

Average DOM



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

Median DOM



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



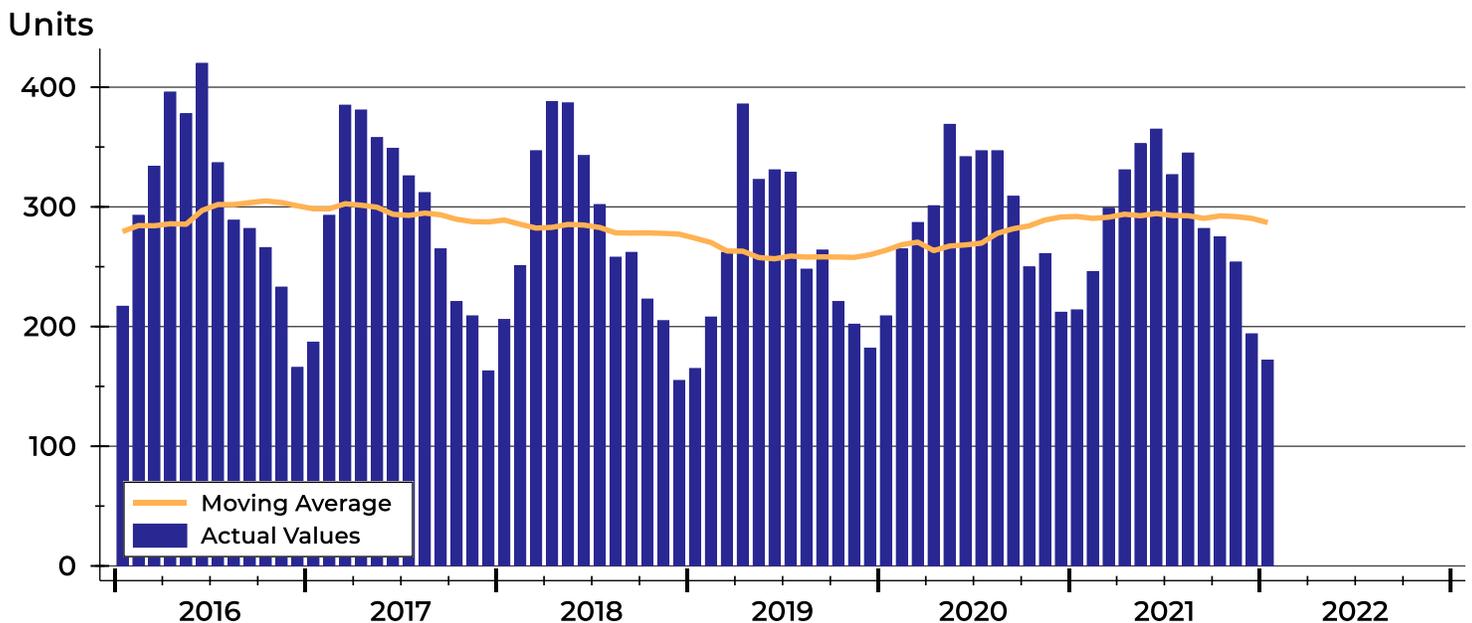
Central Region Pending Contracts Analysis

Summary Statistics for Pending Contracts		End of January		
		2022	2021	Change
Pending Contracts		172	214	-19.6%
Volume (1,000s)		32,306	38,580	-16.3%
Average	List Price	187,823	180,278	4.2%
	Days on Market	23	26	-11.5%
	Percent of Original	98.5%	98.9%	-0.4%
Median	List Price	154,900	153,900	0.6%
	Days on Market	5	5	0.0%
	Percent of Original	100.0%	100.0%	0.0%

A total of 172 listings in Central Region had contracts pending at the end of January, down from 214 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.

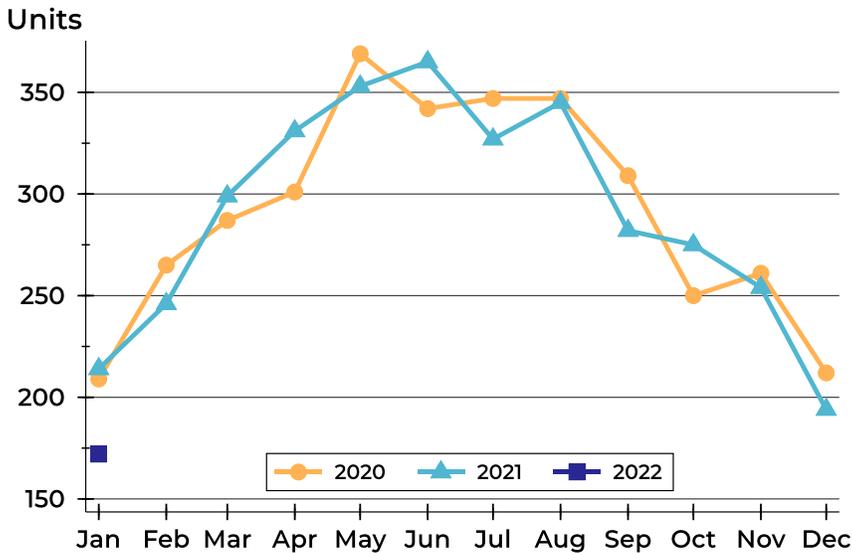
History of Pending Contracts





Central Region Pending Contracts Analysis

Pending Contracts by Month



Month	2020	2021	2022
January	209	214	172
February	265	246	
March	287	299	
April	301	331	
May	369	353	
June	342	365	
July	347	327	
August	347	345	
September	309	282	
October	250	275	
November	261	254	
December	212	194	

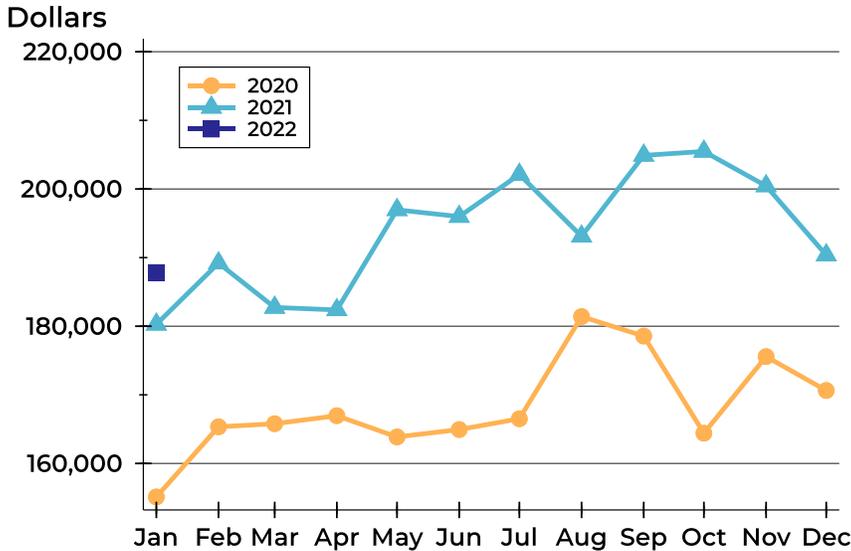
Pending Contracts by Price Range

Price Range	Pending Contracts		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$25,000-\$49,999	6	3.5%	37,800	38,950	50	40	95.2%	100.0%
\$50,000-\$99,999	34	19.8%	80,244	84,200	31	7	97.1%	100.0%
\$100,000-\$124,999	24	14.0%	114,205	111,755	24	12	98.5%	100.0%
\$125,000-\$149,999	21	12.2%	138,540	139,000	18	6	98.8%	100.0%
\$150,000-\$174,999	17	9.9%	159,379	159,000	15	3	99.6%	100.0%
\$175,000-\$199,999	11	6.4%	187,309	184,500	13	5	98.3%	100.0%
\$200,000-\$249,999	22	12.8%	231,057	230,000	30	5	98.7%	100.0%
\$250,000-\$299,999	12	7.0%	271,077	262,389	11	2	98.6%	100.0%
\$300,000-\$399,999	13	7.6%	362,662	359,950	20	5	99.9%	100.0%
\$400,000-\$499,999	9	5.2%	453,306	440,000	22	4	99.5%	100.0%
\$500,000-\$749,999	3	1.7%	599,967	554,900	2	2	100.0%	100.0%
\$750,000-\$999,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



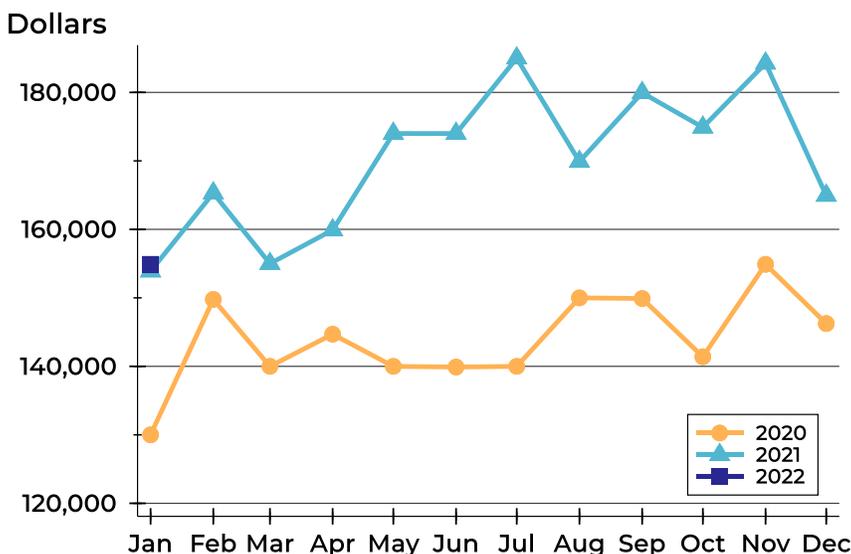
Central Region Pending Contracts Analysis

Average Price



Month	2020	2021	2022
January	155,122	180,278	187,823
February	165,341	189,199	
March	165,793	182,733	
April	166,959	182,378	
May	163,862	196,965	
June	164,941	195,977	
July	166,517	202,110	
August	181,401	193,109	
September	178,568	204,896	
October	164,410	205,475	
November	175,577	200,445	
December	170,636	190,368	

Median Price

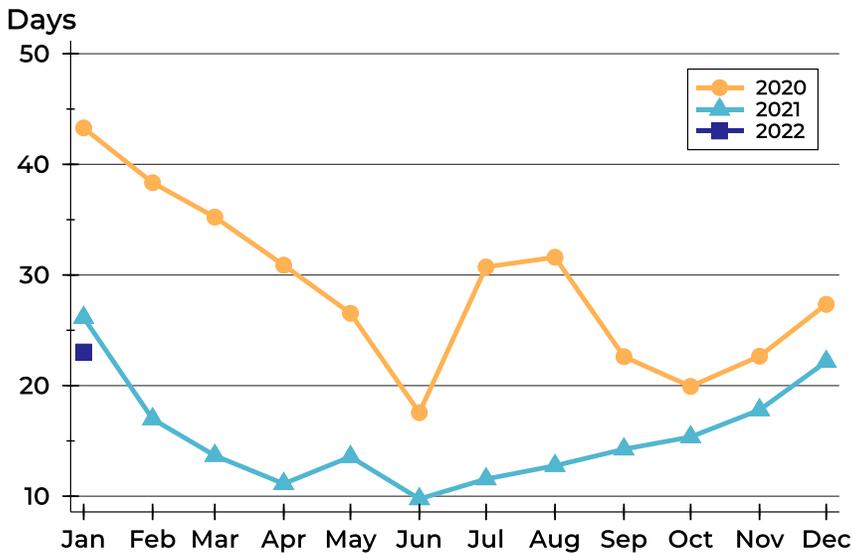


Month	2020	2021	2022
January	130,000	153,900	154,900
February	149,777	165,300	
March	140,000	155,000	
April	144,700	159,900	
May	140,000	174,000	
June	139,900	174,000	
July	140,000	185,000	
August	150,000	169,900	
September	149,900	179,950	
October	141,400	174,900	
November	154,900	184,250	
December	146,250	164,950	



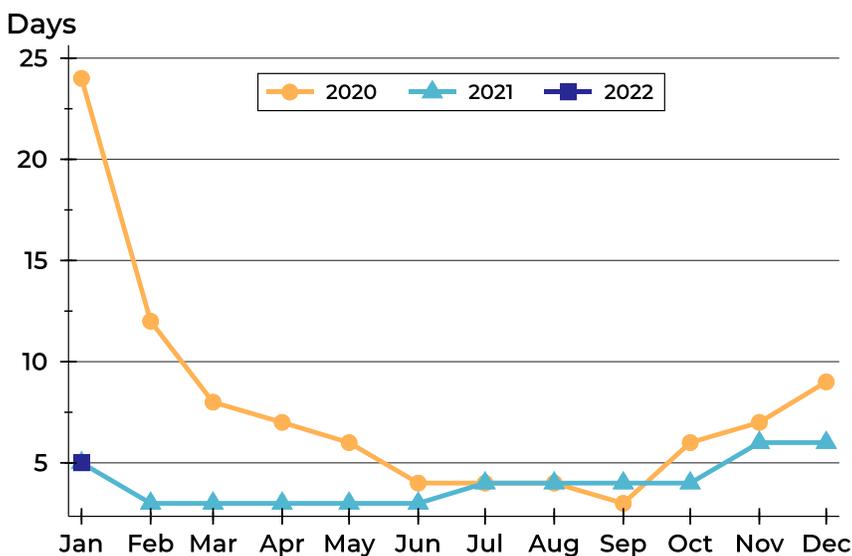
Central Region Pending Contracts Analysis

Average DOM



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

Median DOM



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



North Region Housing Report



Market Overview

North Region Home Sales Rose in January

Total home sales in North Region rose by 138.5% last month to 31 units, compared to 13 units in January 2021. Total sales volume was \$6.5 million, up 219.5% from a year earlier.

The median sale price in January was \$189,000, up from \$165,000 a year earlier. Homes that sold in January were typically on the market for 15 days and sold for 100.0% of their list prices.

North Region Active Listings Down at End of January

The total number of active listings in North Region at the end of January was 20 units, down from 37 at the same point in 2021. This represents a 0.6 months' supply of homes available for sale. The median list price of homes on the market at the end of January was \$214,700.

During January, a total of 27 contracts were written up from 25 in January 2021. At the end of the month, there were 31 contracts still pending.

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- Summary Statistics – Page 2
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- 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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North Region Summary Statistics

January MLS Statistics Three-year History		Current Month			Year-to-Date		
		2022	2021	2020	2022	2021	2020
Home Sales		31	13	15	31	13	15
Change from prior year		138.5%	-13.3%	-21.1%	138.5%	-13.3%	-21.1%
Active Listings		20	37	73	N/A	N/A	N/A
Change from prior year		-45.9%	-49.3%	17.7%			
Months' Supply		0.6	1.3	3.2	N/A	N/A	N/A
Change from prior year		-53.8%	-59.4%	39.1%			
New Listings		25	23	28	25	23	28
Change from prior year		8.7%	-17.9%	7.7%	8.7%	-17.9%	7.7%
Contracts Written		27	25	20	27	25	20
Change from prior year		8.0%	25.0%	11.1%	8.0%	25.0%	11.1%
Pending Contracts		31	32	22	N/A	N/A	N/A
Change from prior year		-3.1%	45.5%	-21.4%			
Sales Volume (1,000s)		6,483	2,029	2,726	6,483	2,029	2,726
Change from prior year		219.5%	-25.6%	-16.8%	219.5%	-25.6%	-16.8%
Average	Sale Price	209,145	156,100	181,713	209,145	156,100	181,713
	Change from prior year	34.0%	-14.1%	5.4%	34.0%	-14.1%	5.4%
	List Price of Actives	265,863	137,698	183,987	N/A	N/A	N/A
	Change from prior year	93.1%	-25.2%	-9.8%			
	Days on Market	33	21	47	33	21	47
Change from prior year	57.1%	-55.3%	-25.4%	57.1%	-55.3%	-25.4%	
Percent of List	97.5%	98.8%	93.6%	97.5%	98.8%	93.6%	
Change from prior year	-1.3%	5.6%	-0.1%	-1.3%	5.6%	-0.1%	
Percent of Original	95.0%	97.2%	89.7%	95.0%	97.2%	89.7%	
Change from prior year	-2.3%	8.4%	-2.1%	-2.3%	8.4%	-2.1%	
Median	Sale Price	189,000	165,000	151,000	189,000	165,000	151,000
	Change from prior year	14.5%	9.3%	-6.2%	14.5%	9.3%	-6.2%
	List Price of Actives	214,700	124,000	149,500	N/A	N/A	N/A
	Change from prior year	73.1%	-17.1%	7.0%			
	Days on Market	15	5	24	15	5	24
Change from prior year	200.0%	-79.2%	-35.1%	200.0%	-79.2%	-35.1%	
Percent of List	100.0%	98.4%	97.9%	100.0%	98.4%	97.9%	
Change from prior year	1.6%	0.5%	1.1%	1.6%	0.5%	1.1%	
Percent of Original	100.0%	97.2%	94.8%	100.0%	97.2%	94.8%	
Change from prior year	2.9%	2.5%	-0.1%	2.9%	2.5%	-0.1%	

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



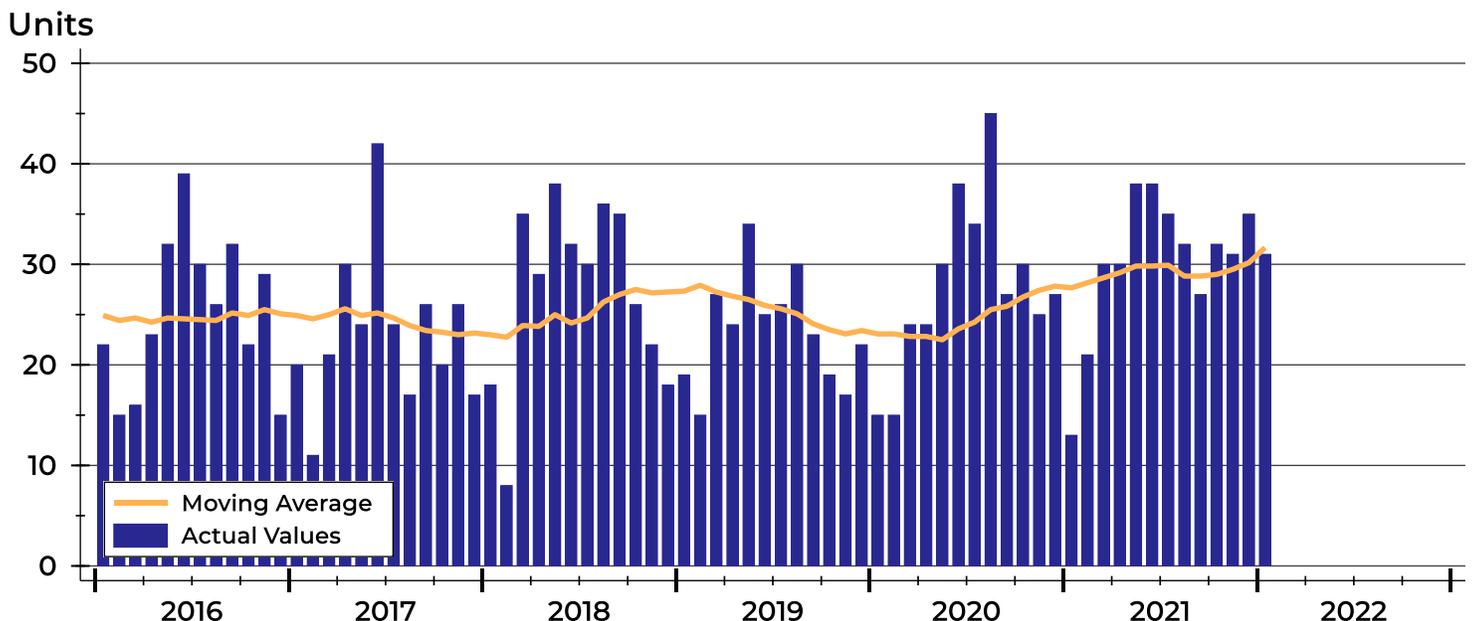
North Region Closed Listings Analysis

Summary Statistics for Closed Listings		January			Year-to-Date		
		2022	2021	Change	2022	2021	Change
Closed Listings		31	13	138.5%	31	13	138.5%
Volume (1,000s)		6,483	2,029	219.5%	6,483	2,029	219.5%
Months' Supply		0.6	1.3	-53.8%	N/A	N/A	N/A
Average	Sale Price	209,145	156,100	34.0%	209,145	156,100	34.0%
	Days on Market	33	21	57.1%	33	21	57.1%
	Percent of List	97.5%	98.8%	-1.3%	97.5%	98.8%	-1.3%
	Percent of Original	95.0%	97.2%	-2.3%	95.0%	97.2%	-2.3%
Median	Sale Price	189,000	165,000	14.5%	189,000	165,000	14.5%
	Days on Market	15	5	200.0%	15	5	200.0%
	Percent of List	100.0%	98.4%	1.6%	100.0%	98.4%	1.6%
	Percent of Original	100.0%	97.2%	2.9%	100.0%	97.2%	2.9%

A total of 31 homes sold in North Region in January, up from 13 units in January 2021. Total sales volume rose to \$6.5 million compared to \$2.0 million in the previous year.

The median sales price in January was \$189,000, up 14.5% compared to the prior year. Median days on market was 15 days, up from 6 days in December, and up from 5 in January 2021.

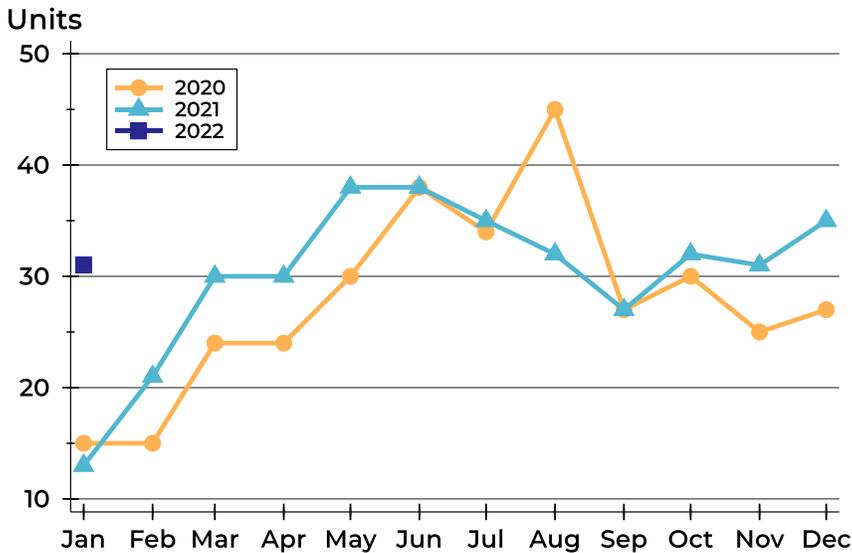
History of Closed Listings





North Region Closed Listings Analysis

Closed Listings by Month



Month	2020	2021	2022
January	15	13	31
February	15	21	
March	24	30	
April	24	30	
May	30	38	
June	38	38	
July	34	35	
August	45	32	
September	27	27	
October	30	32	
November	25	31	
December	27	35	

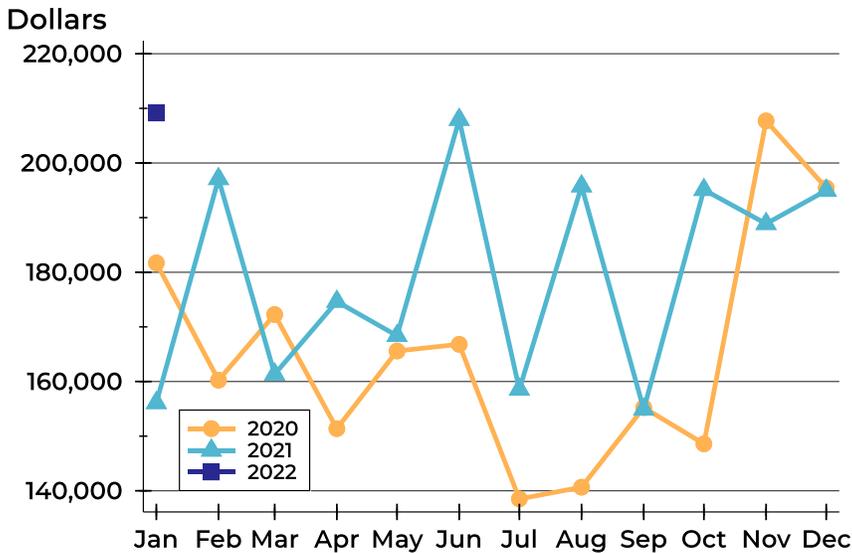
Closed Listings by Price Range

Price Range	Sales		Months' Supply	Sale Price		Days on Market		Price as % of List		Price as % of Orig.	
	Number	Percent		Average	Median	Avg.	Med.	Avg.	Med.	Avg.	Med.
Below \$25,000	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	6	19.4%	0.4	69,154	65,000	25	21	95.2%	97.5%	89.8%	92.8%
\$100,000-\$124,999	0	0.0%	0.0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$125,000-\$149,999	4	12.9%	0.3	135,540	136,079	23	9	97.2%	100.0%	97.2%	100.0%
\$150,000-\$174,999	3	9.7%	0.3	160,667	155,000	3	3	103.1%	103.3%	103.1%	103.3%
\$175,000-\$199,999	4	12.9%	0.9	187,250	187,000	43	41	92.9%	96.7%	92.1%	95.2%
\$200,000-\$249,999	5	16.1%	1.1	214,480	210,000	23	5	99.2%	100.0%	97.7%	100.0%
\$250,000-\$299,999	3	9.7%	0.0	261,667	250,000	82	86	99.4%	100.0%	93.0%	89.6%
\$300,000-\$399,999	4	12.9%	0.4	347,500	352,500	13	10	98.4%	99.3%	98.5%	99.4%
\$400,000-\$499,999	1	3.2%	4.4	498,000	498,000	8	8	100.0%	100.0%	100.0%	100.0%
\$500,000-\$749,999	1	3.2%	6.0	550,000	550,000	193	193	95.7%	95.7%	78.7%	78.7%
\$750,000-\$999,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A



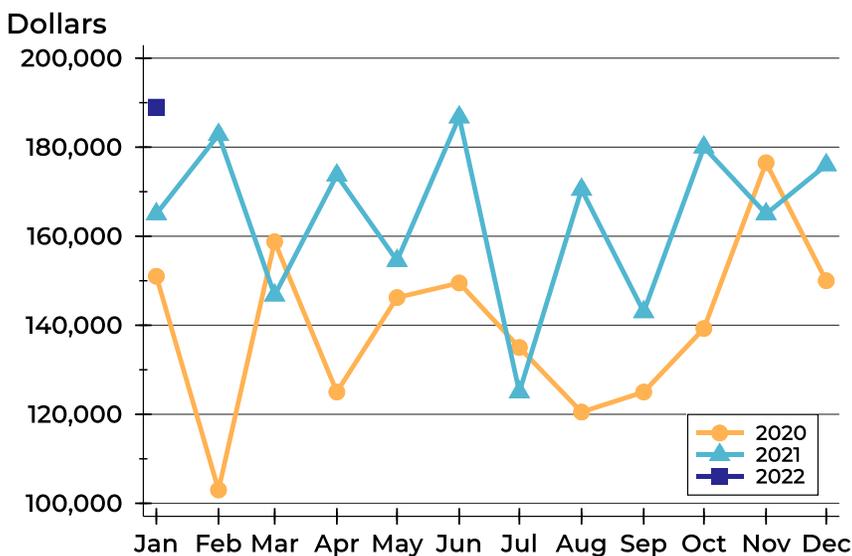
North Region Closed Listings Analysis

Average Price



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

Median Price

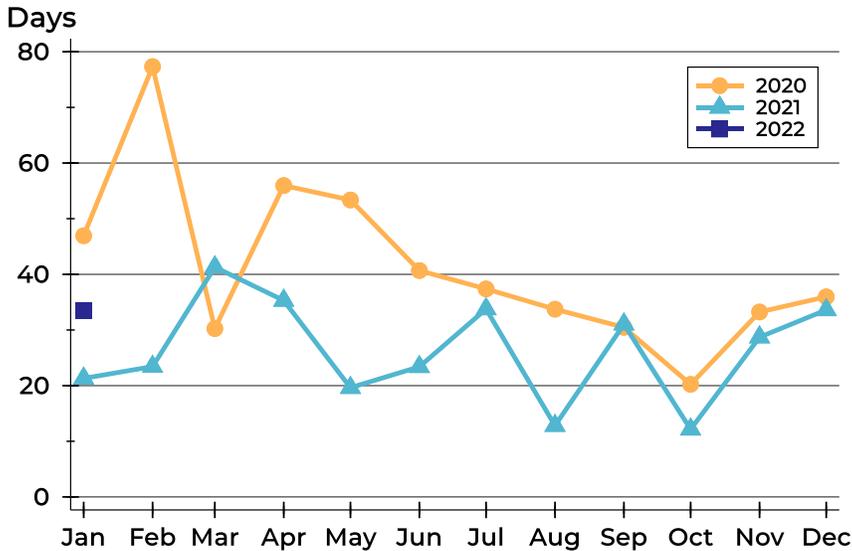


Month	2020	2021	2022
January	151,000	165,000	189,000
February	103,000	182,800	
March	158,750	146,750	
April	125,000	173,700	
May	146,225	154,500	
June	149,500	186,750	
July	135,000	125,000	
August	120,500	170,500	
September	125,000	143,000	
October	139,268	180,000	
November	176,500	165,000	
December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



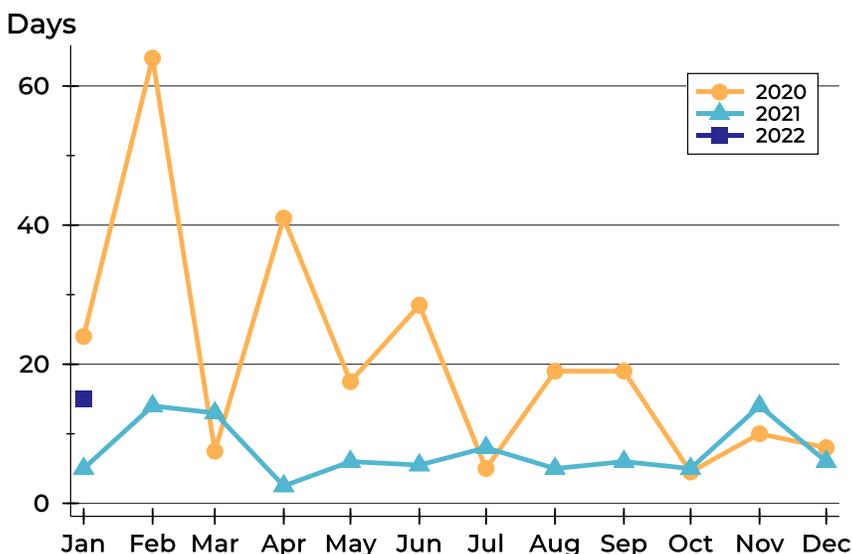
North Region Closed Listings Analysis

Average DOM



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

Median DOM



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



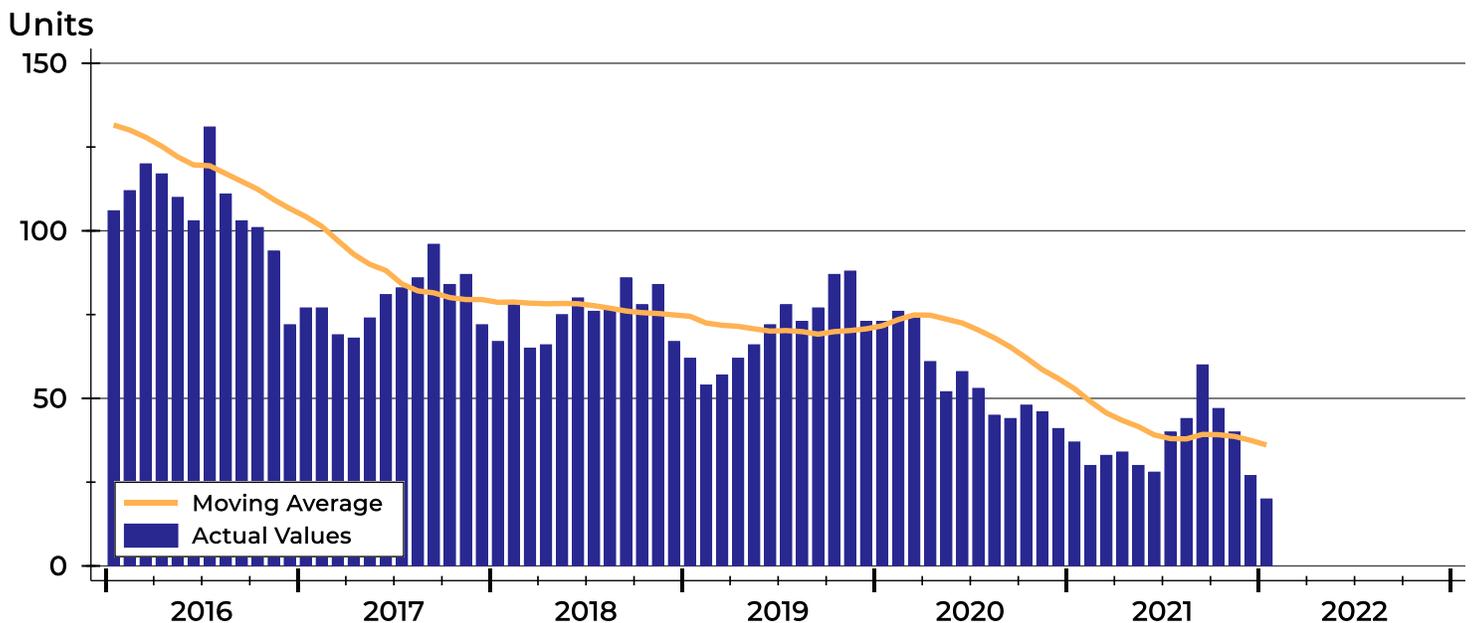
North Region Active Listings Analysis

Summary Statistics for Active Listings		2022	End of January 2021	Change
Active Listings		20	37	-45.9%
Volume (1,000s)		5,317	5,095	4.4%
Months' Supply		0.6	1.3	-53.8%
Average	List Price	265,863	137,698	93.1%
	Days on Market	72	94	-23.4%
	Percent of Original	99.5%	94.4%	5.4%
Median	List Price	214,700	124,000	73.1%
	Days on Market	50	84	-40.5%
	Percent of Original	100.0%	100.0%	0.0%

A total of 20 homes were available for sale in North Region at the end of January. This represents a 0.6 months' supply of active listings.

The median list price of homes on the market at the end of January was \$214,700, up 73.1% from 2021. The typical time on market for active listings was 50 days, down from 84 days a year earlier.

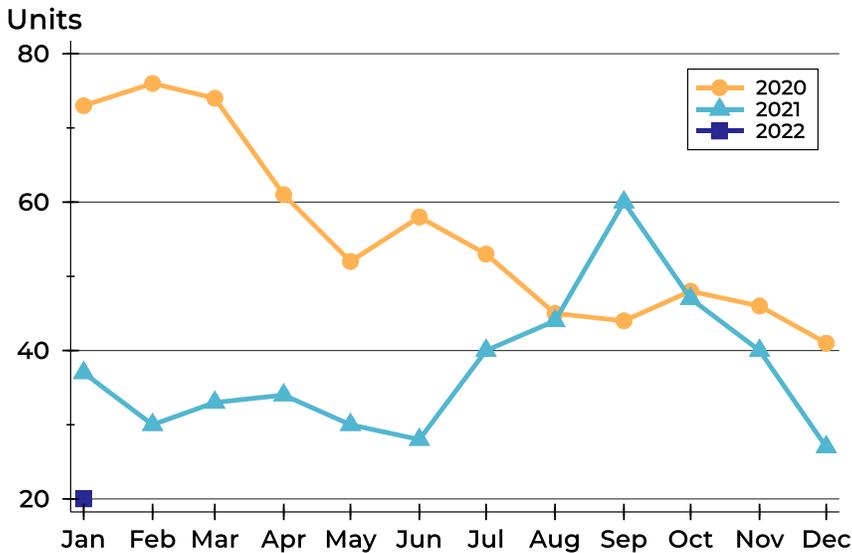
History of Active Listings





North Region Active Listings Analysis

Active Listings by Month



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

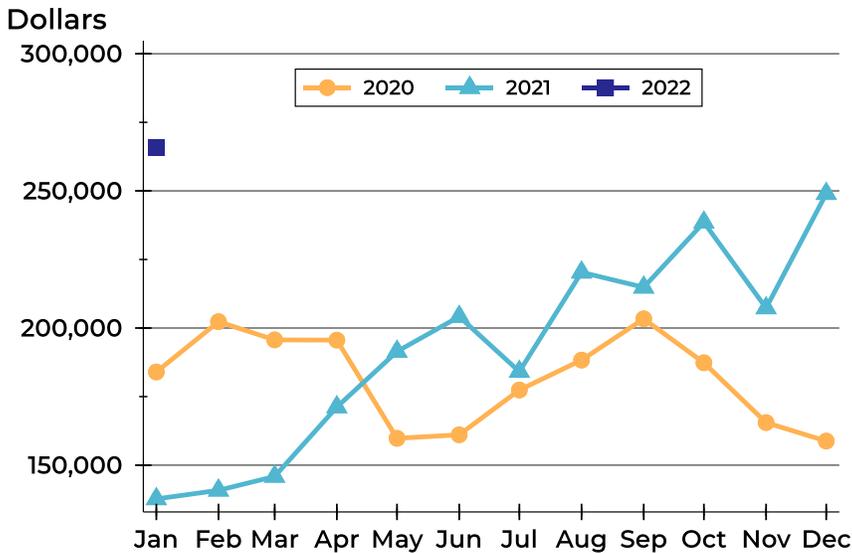
Active Listings by Price Range

Price Range	Active Listings Number	Active Listings Percent	Months' Supply	List Price Average	List Price Median	Days on Market Avg.	Days on Market Med.	Price as % of Orig. Avg.	Price as % of Orig. Med.
Below \$25,000	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$25,000-\$49,999	1	5.0%	N/A	42,500	42,500	176	176	81.0%	81.0%
\$50,000-\$99,999	2	10.0%	0.4	84,950	84,950	104	104	100.0%	100.0%
\$100,000-\$124,999	0	0.0%	0.0	N/A	N/A	N/A	N/A	N/A	N/A
\$125,000-\$149,999	1	5.0%	0.3	125,000	125,000	24	24	100.0%	100.0%
\$150,000-\$174,999	1	5.0%	0.3	170,000	170,000	117	117	94.5%	94.5%
\$175,000-\$199,999	3	15.0%	0.9	184,500	180,000	32	13	98.3%	100.0%
\$200,000-\$249,999	5	25.0%	1.1	225,470	219,500	55	46	93.2%	95.5%
\$250,000-\$299,999	0	0.0%	0.0	N/A	N/A	N/A	N/A	N/A	N/A
\$300,000-\$399,999	1	5.0%	0.4	335,000	335,000	54	54	100.0%	100.0%
\$400,000-\$499,999	4	20.0%	4.4	439,750	425,000	109	101	113.6%	100.0%
\$500,000-\$749,999	2	10.0%	6.0	517,500	517,500	22	22	100.0%	100.0%
\$750,000-\$999,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A



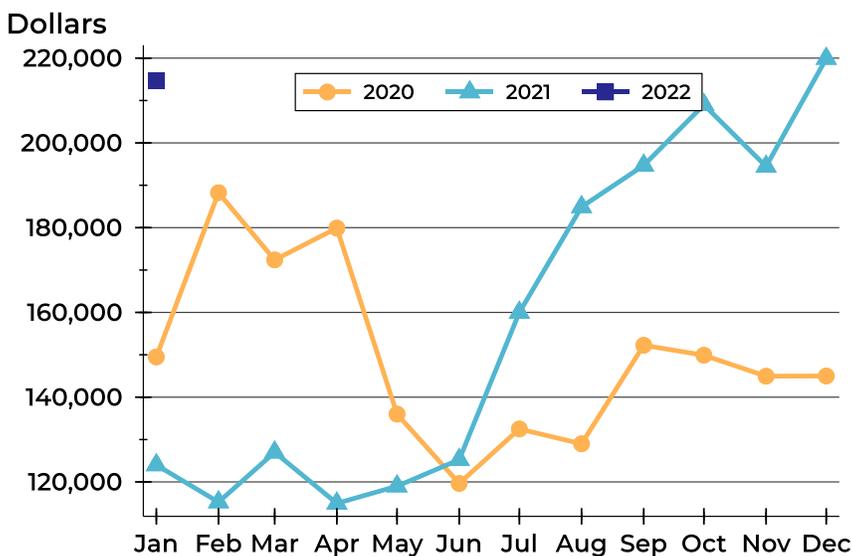
North Region Active Listings Analysis

Average Price



Month	2020	2021	2022
January	183,987	137,698	265,863
February	202,324	140,834	
March	195,674	145,894	
April	195,593	171,199	
May	159,788	191,455	
June	161,084	204,160	
July	177,407	184,122	
August	188,315	220,323	
September	203,356	214,848	
October	187,350	238,537	
November	165,529	207,303	
December	158,790	248,989	

Median Price

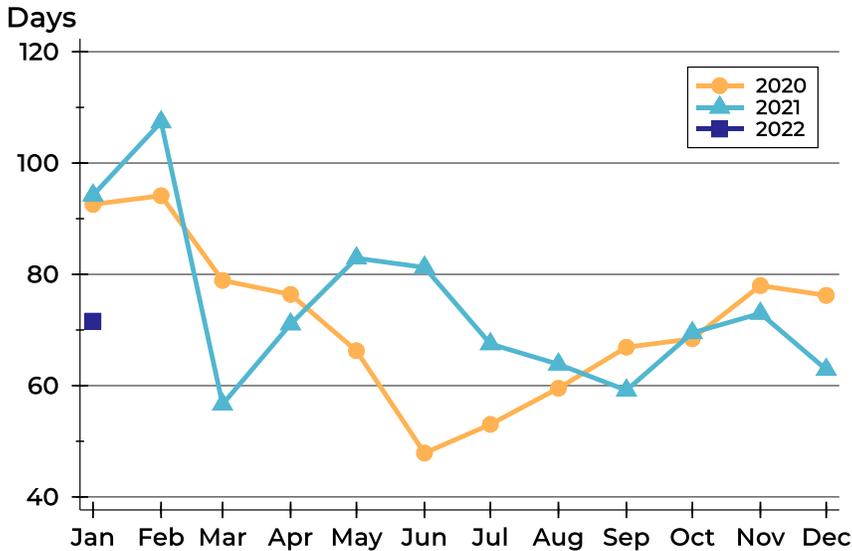


Month	2020	2021	2022
January	149,500	124,000	214,700
February	188,250	115,250	
March	172,400	127,000	
April	179,900	114,950	
May	136,000	119,000	
June	119,650	125,250	
July	132,500	160,000	
August	129,000	184,900	
September	152,250	194,700	
October	149,900	209,000	
November	144,950	194,450	
December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



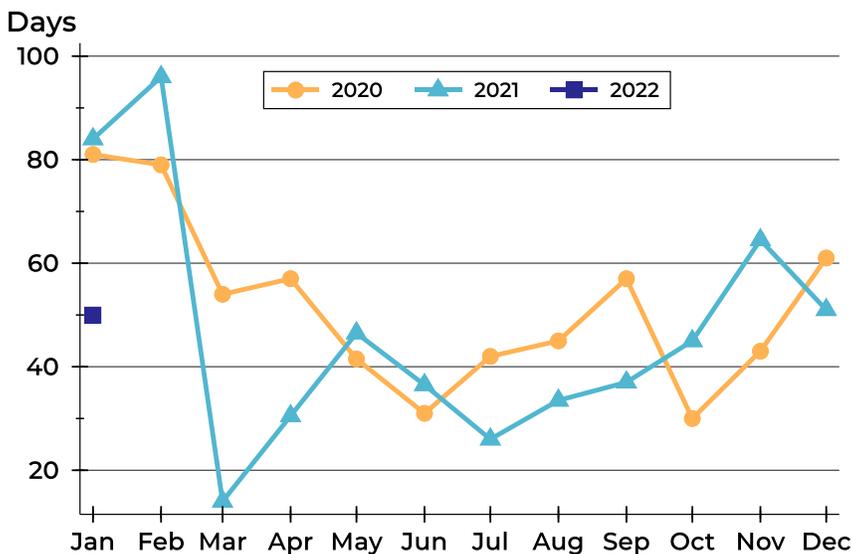
North Region Active Listings Analysis

Average DOM



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

Median DOM

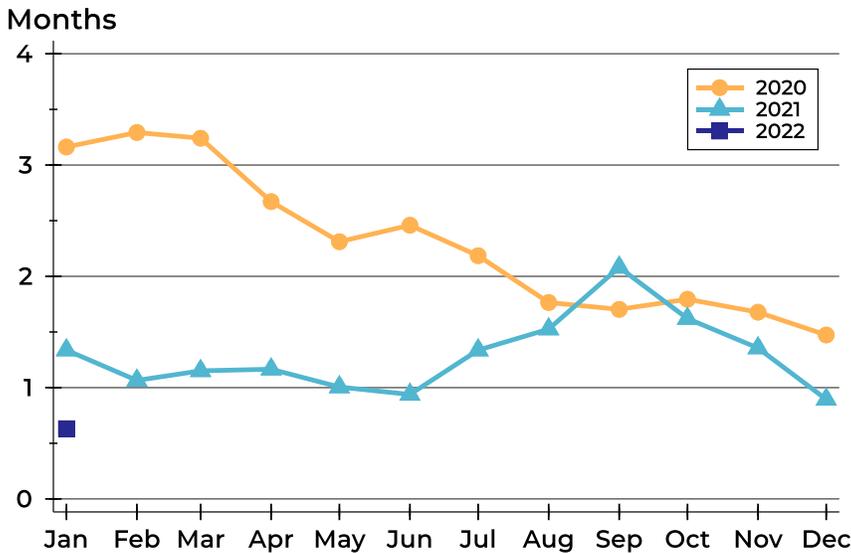


Month	2020	2021	2022
January	81	84	50
February	79	96	
March	54	14	
April	57	31	
May	42	47	
June	31	37	
July	42	26	
August	45	34	
September	57	37	
October	30	45	
November	43	65	
December	61	51	



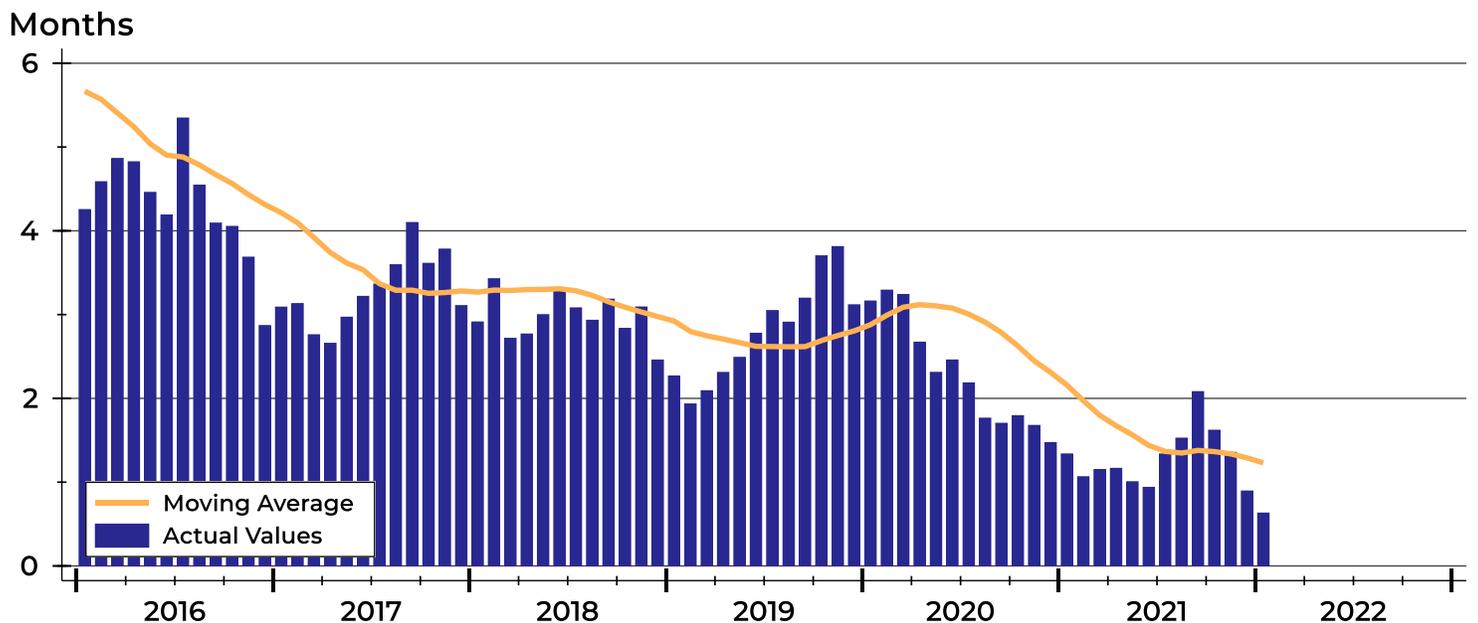
North Region Months' Supply Analysis

Months' Supply by Month



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

History of Month's Supply





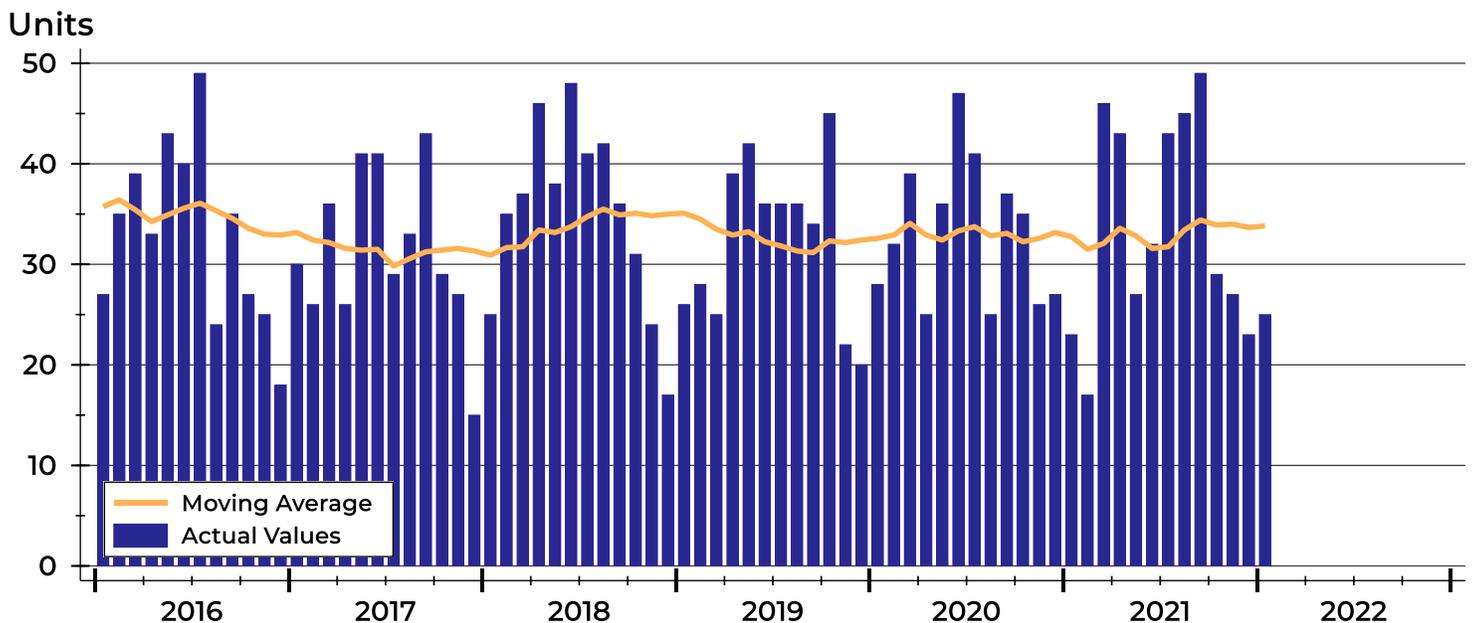
North Region New Listings Analysis

Summary Statistics for New Listings		2022	January 2021	Change
Current Month	New Listings	25	23	8.7%
	Volume (1,000s)	5,672	3,577	58.6%
	Average List Price	226,872	155,521	45.9%
	Median List Price	209,500	149,900	39.8%
Year-to-Date	New Listings	25	23	8.7%
	Volume (1,000s)	5,672	3,577	58.6%
	Average List Price	226,872	155,521	45.9%
	Median List Price	209,500	149,900	39.8%

A total of 25 new listings were added in North Region during January, up 8.7% from the same month in 2021.

The median list price of these homes was \$209,500 up from \$149,900 in 2021.

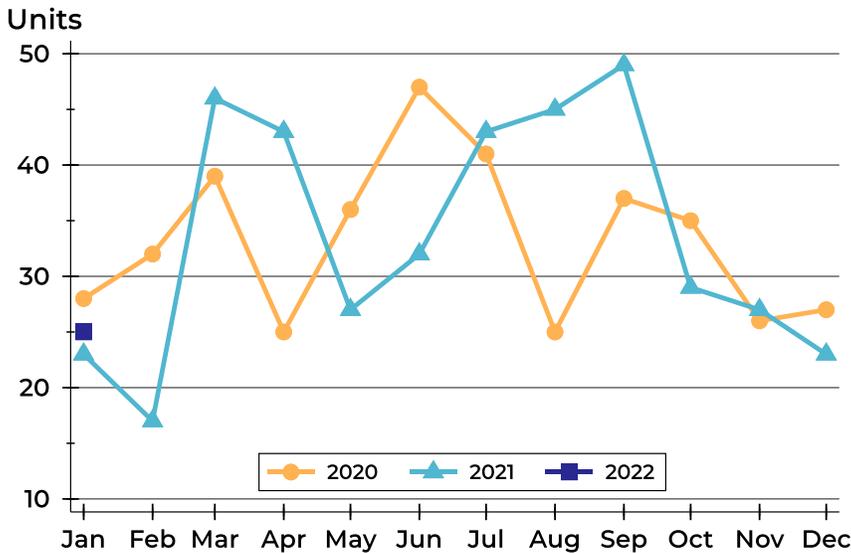
History of New Listings





North Region New Listings Analysis

New Listings by Month



Month	2020	2021	2022
January	28	23	25
February	32	17	
March	39	46	
April	25	43	
May	36	27	
June	47	32	
July	41	43	
August	25	45	
September	37	49	
October	35	29	
November	26	27	
December	27	23	

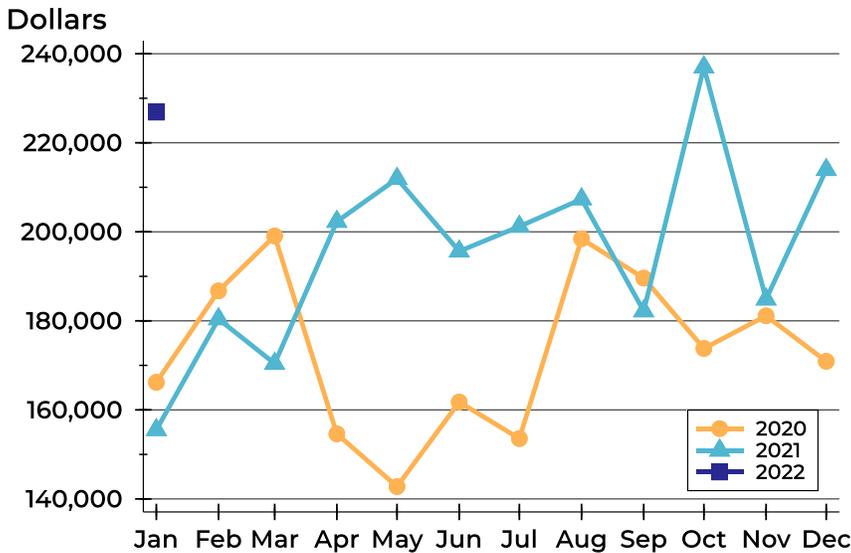
New Listings by Price Range

Price Range	New Listings		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$25,000-\$49,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$50,000-\$99,999	2	8.0%	59,600	59,600	9	9	91.3%	91.3%
\$100,000-\$124,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$125,000-\$149,999	5	20.0%	134,520	132,900	10	5	100.0%	100.0%
\$150,000-\$174,999	1	4.0%	159,900	159,900	6	6	100.0%	100.0%
\$175,000-\$199,999	4	16.0%	184,500	182,500	7	4	100.0%	100.0%
\$200,000-\$249,999	5	20.0%	222,760	219,500	13	7	99.1%	100.0%
\$250,000-\$299,999	4	16.0%	266,100	260,950	6	5	100.0%	100.0%
\$300,000-\$399,999	1	4.0%	349,900	349,900	4	4	100.0%	100.0%
\$400,000-\$499,999	1	4.0%	419,000	419,000	25	25	168.3%	168.3%
\$500,000-\$749,999	2	8.0%	517,500	517,500	17	17	100.0%	100.0%
\$750,000-\$999,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



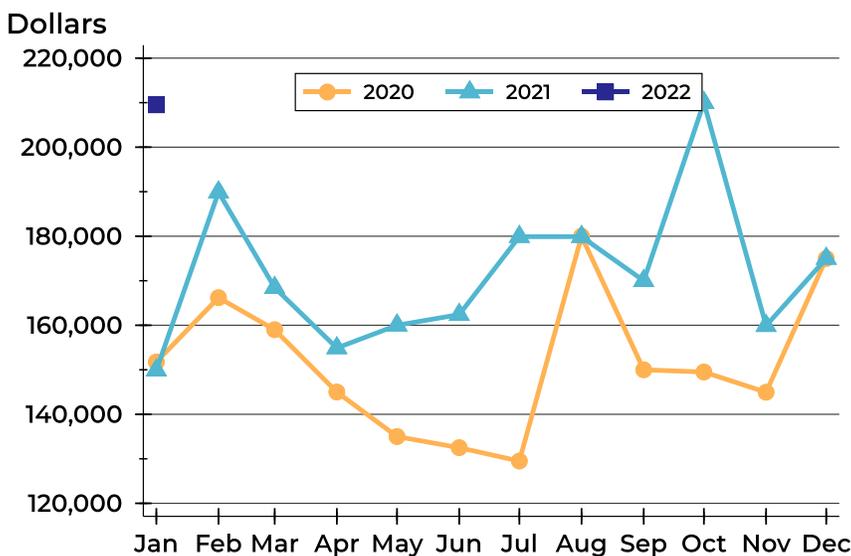
North Region New Listings Analysis

Average Price



Month	2020	2021	2022
January	166,198	155,521	226,872
February	186,736	180,419	
March	199,071	170,404	
April	154,616	202,303	
May	142,772	211,946	
June	161,766	195,626	
July	153,566	201,188	
August	198,448	207,362	
September	189,604	182,199	
October	173,799	236,996	
November	181,135	184,854	
December	170,910	213,941	

Median Price



Month	2020	2021	2022
January	151,750	149,900	209,500
February	166,200	189,900	
March	159,000	168,450	
April	145,000	154,900	
May	135,000	160,000	
June	132,500	162,400	
July	129,500	179,900	
August	180,000	179,900	
September	150,000	170,000	
October	149,500	210,000	
November	144,950	159,900	
December	175,000	175,000	



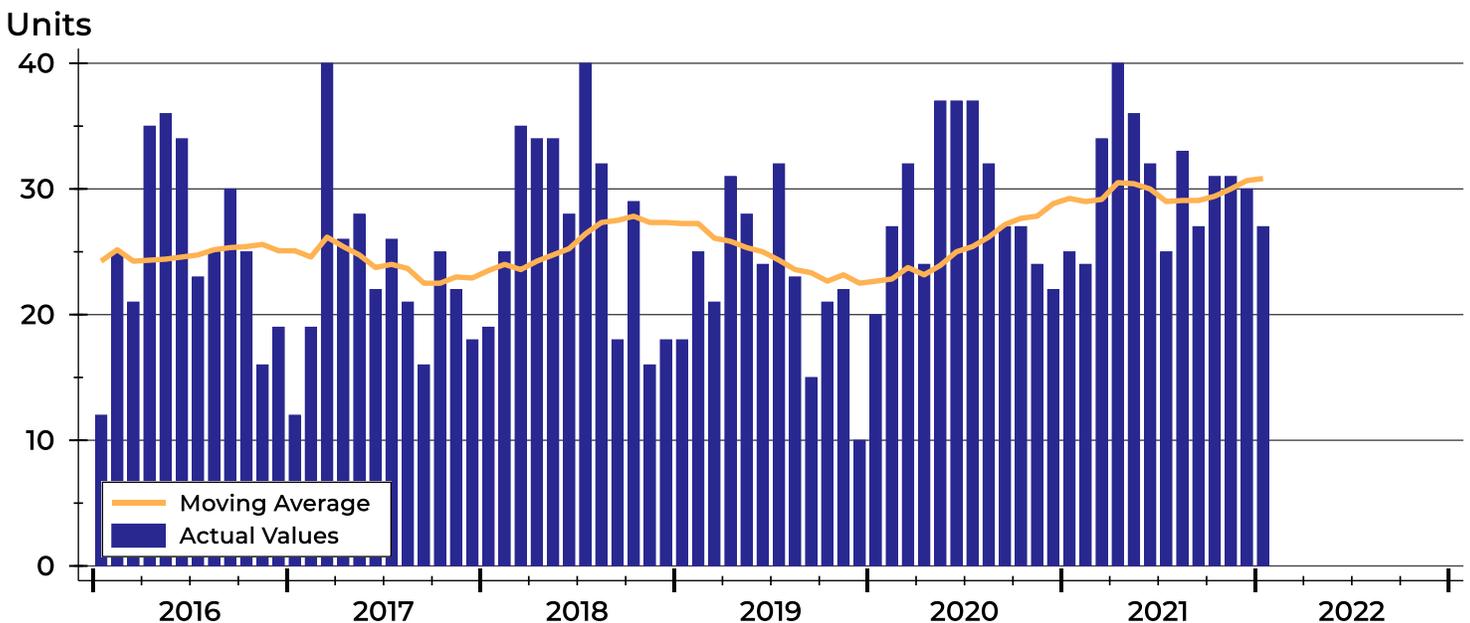
North Region Contracts Written Analysis

Summary Statistics for Contracts Written		January			Year-to-Date		
		2022	2021	Change	2022	2021	Change
Contracts Written		27	25	8.0%	27	25	8.0%
Volume (1,000s)		6,038	4,844	24.6%	6,038	4,844	24.6%
Average	Sale Price	223,615	193,759	15.4%	223,615	193,759	15.4%
	Days on Market	20	27	-25.9%	20	27	-25.9%
	Percent of Original	98.8%	97.9%	0.9%	98.8%	97.9%	0.9%
Median	Sale Price	175,000	180,000	-2.8%	175,000	180,000	-2.8%
	Days on Market	5	13	-61.5%	5	13	-61.5%
	Percent of Original	100.0%	98.7%	1.3%	100.0%	98.7%	1.3%

A total of 27 contracts for sale were written in North Region during the month of January, up from 25 in 2021. The median list price of these homes was \$175,000, down from \$180,000 the prior year.

Half of the homes that went under contract in January were on the market less than 5 days, compared to 13 days in January 2021.

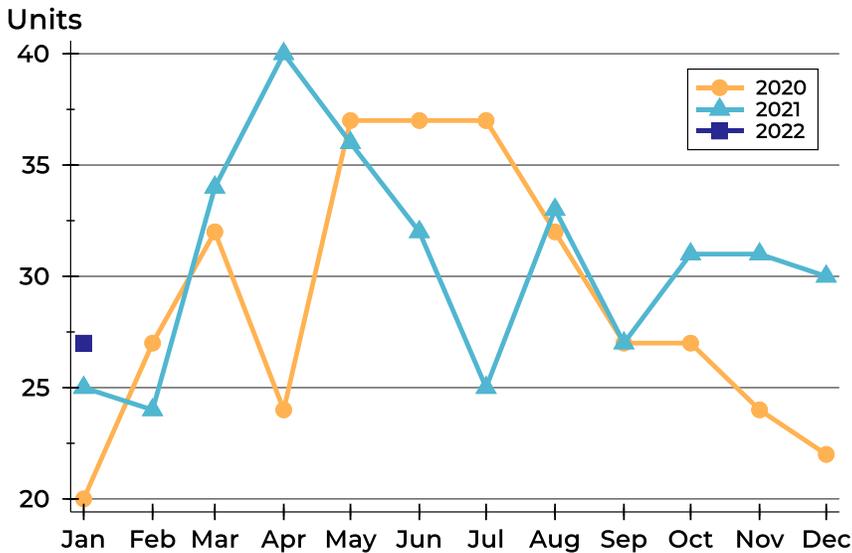
History of Contracts Written





North Region Contracts Written Analysis

Contracts Written by Month



Month	2020	2021	2022
January	20	25	27
February	27	24	
March	32	34	
April	24	40	
May	37	36	
June	37	32	
July	37	25	
August	32	33	
September	27	27	
October	27	31	
November	24	31	
December	22	30	

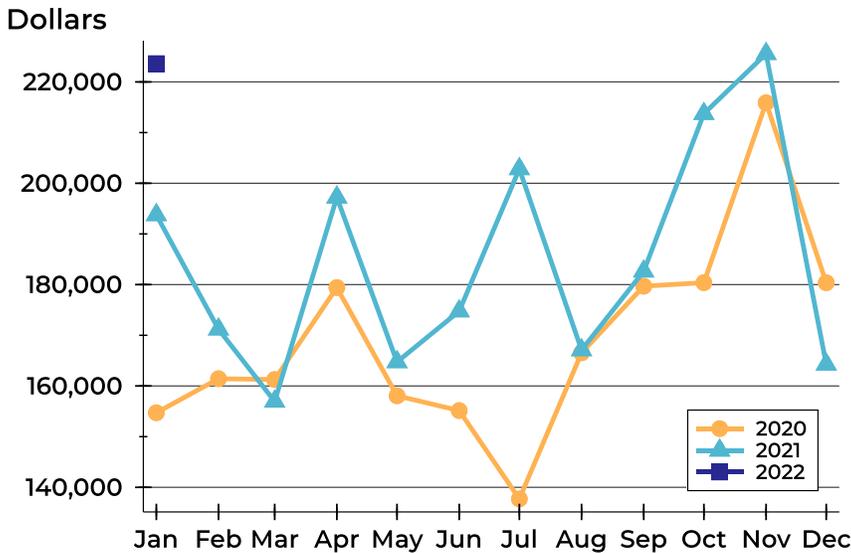
Contracts Written by Price Range

Price Range	Contracts Written		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$25,000-\$49,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$50,000-\$99,999	3	11.1%	69,567	64,200	21	15	92.5%	95.0%
\$100,000-\$124,999	1	3.7%	112,000	112,000	27	27	100.0%	100.0%
\$125,000-\$149,999	5	18.5%	137,320	139,000	7	5	100.0%	100.0%
\$150,000-\$174,999	4	14.8%	165,425	166,400	42	24	99.7%	100.0%
\$175,000-\$199,999	2	7.4%	180,000	180,000	0	0	100.0%	100.0%
\$200,000-\$249,999	3	11.1%	229,800	230,000	15	4	100.0%	100.0%
\$250,000-\$299,999	4	14.8%	266,100	260,950	6	5	100.0%	100.0%
\$300,000-\$399,999	2	7.4%	374,900	374,900	5	5	100.0%	100.0%
\$400,000-\$499,999	1	3.7%	400,000	400,000	117	117	100.0%	100.0%
\$500,000-\$749,999	2	7.4%	552,500	552,500	22	22	96.1%	96.1%
\$750,000-\$999,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



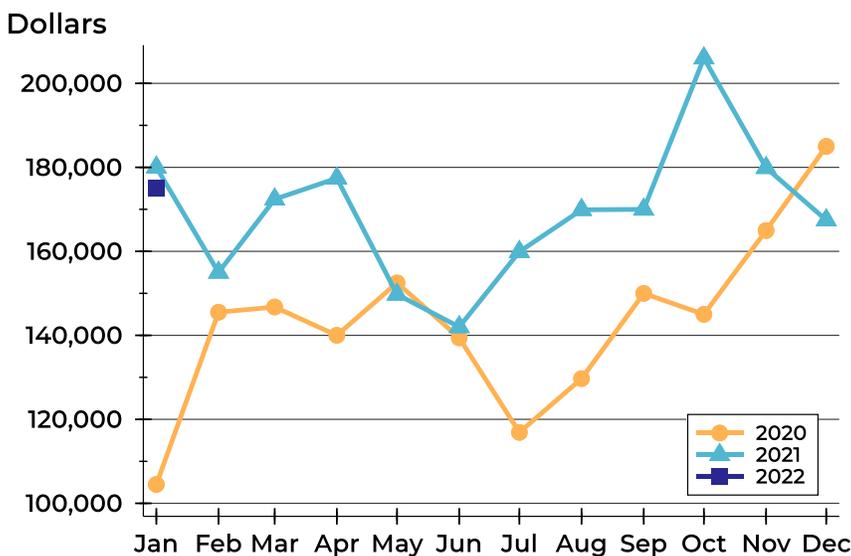
North Region Contracts Written Analysis

Average Price



Month	2020	2021	2022
January	154,720	193,759	223,615
February	161,431	171,195	
March	161,275	156,956	
April	179,415	197,234	
May	158,062	164,746	
June	155,146	174,770	
July	137,709	202,832	
August	166,542	167,100	
September	179,683	182,633	
October	180,383	213,726	
November	215,881	225,556	
December	180,371	164,277	

Median Price

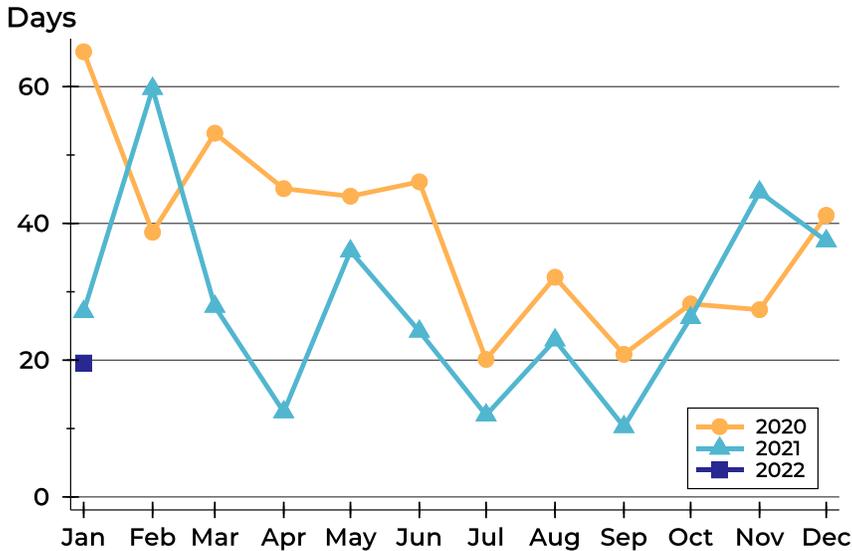


Month	2020	2021	2022
January	104,500	180,000	175,000
February	145,500	154,975	
March	146,750	172,400	
April	140,000	177,400	
May	152,500	149,750	
June	139,400	142,000	
July	116,900	159,900	
August	129,700	169,900	
September	150,000	170,000	
October	145,000	206,000	
November	164,950	179,900	
December	185,000	167,450	



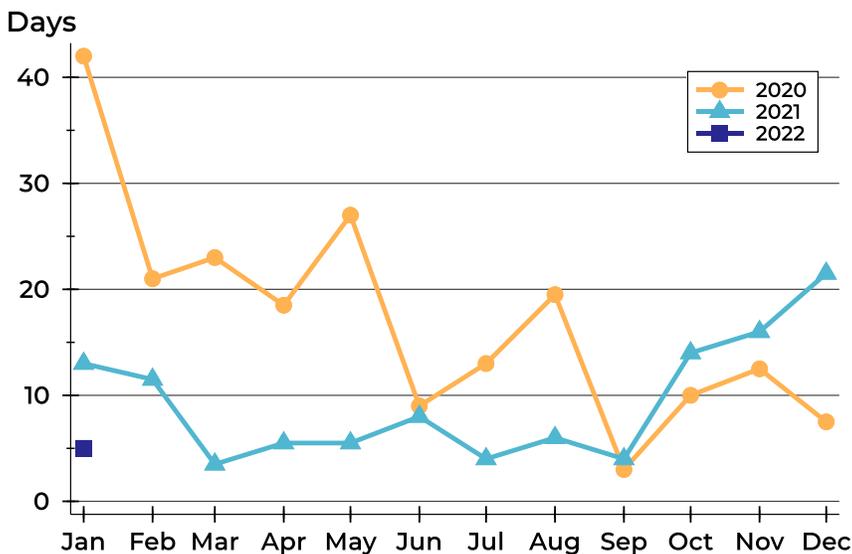
North Region Contracts Written Analysis

Average DOM



Month	2020	2021	2022
January	65	27	20
February	39	60	
March	53	28	
April	45	12	
May	44	36	
June	46	24	
July	20	12	
August	32	23	
September	21	10	
October	28	26	
November	27	45	
December	41	37	

Median DOM



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



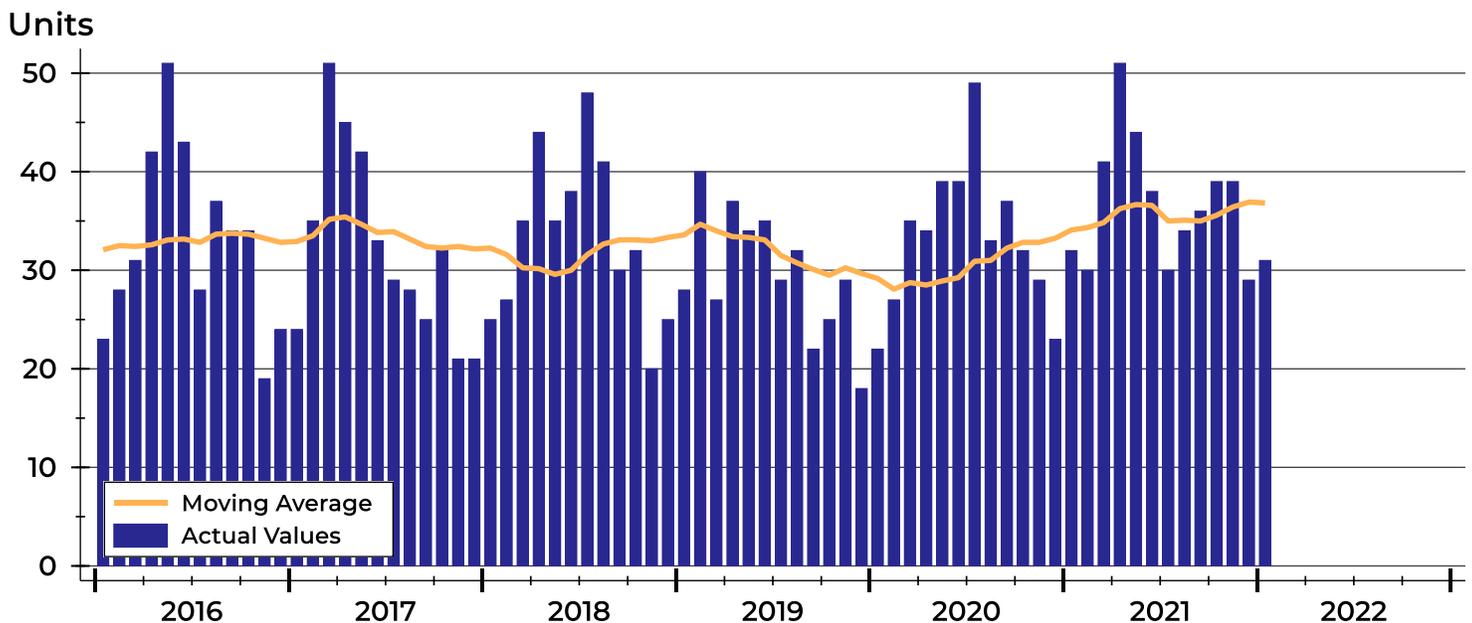
North Region Pending Contracts Analysis

Summary Statistics for Pending Contracts		End of January		
		2022	2021	Change
Pending Contracts		31	32	-3.1%
Volume (1,000s)		6,434	6,125	5.0%
Average	List Price	207,539	191,421	8.4%
	Days on Market	32	30	6.7%
	Percent of Original	98.4%	99.5%	-1.1%
Median	List Price	175,000	180,000	-2.8%
	Days on Market	7	14	-50.0%
	Percent of Original	100.0%	100.0%	0.0%

A total of 31 listings in North Region had contracts pending at the end of January, down from 32 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.

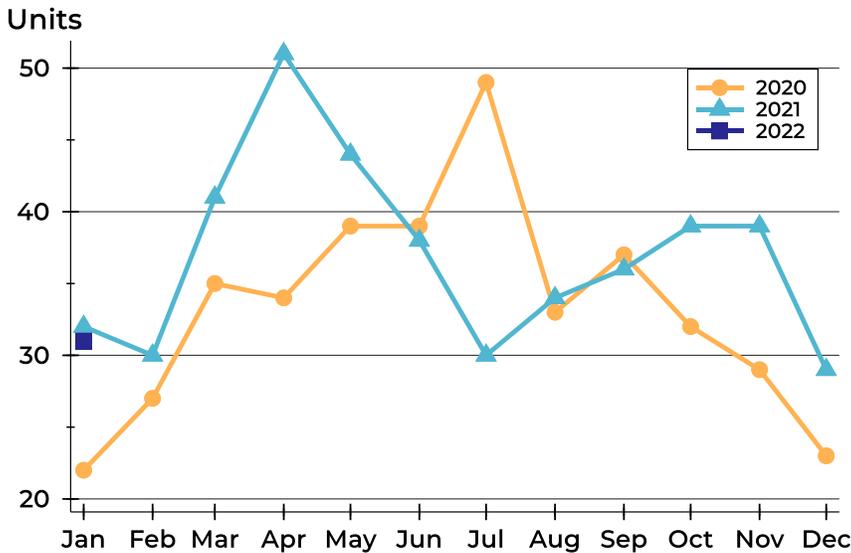
History of Pending Contracts





North Region Pending Contracts Analysis

Pending Contracts by Month



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

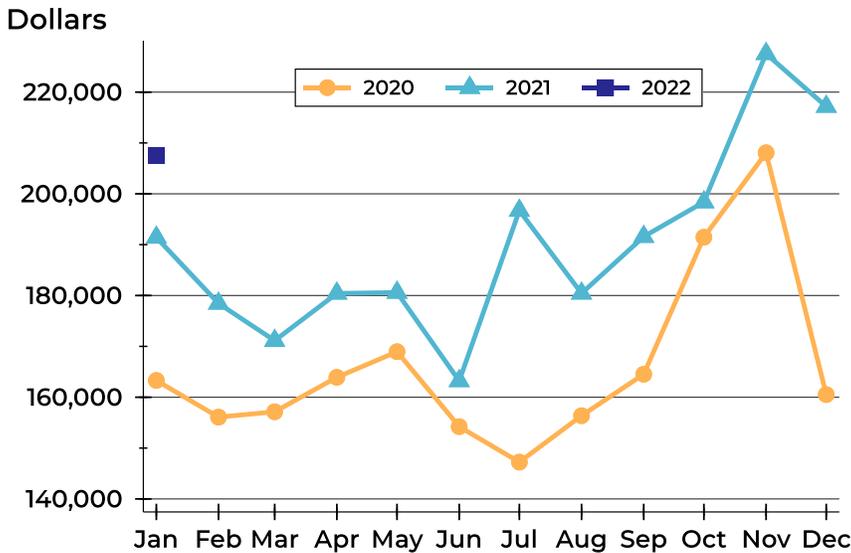
Pending Contracts by Price Range

Price Range	Pending Contracts		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$25,000-\$49,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$50,000-\$99,999	2	6.5%	62,450	62,450	16	16	96.9%	96.9%
\$100,000-\$124,999	3	9.7%	115,333	112,000	75	54	94.9%	100.0%
\$125,000-\$149,999	5	16.1%	137,320	139,000	7	5	100.0%	100.0%
\$150,000-\$174,999	5	16.1%	161,520	159,900	72	69	96.0%	97.1%
\$175,000-\$199,999	4	12.9%	180,000	180,000	4	2	100.0%	100.0%
\$200,000-\$249,999	3	9.7%	229,800	230,000	15	4	100.0%	100.0%
\$250,000-\$299,999	5	16.1%	262,880	256,900	22	7	100.0%	100.0%
\$300,000-\$399,999	2	6.5%	374,900	374,900	5	5	100.0%	100.0%
\$400,000-\$499,999	1	3.2%	400,000	400,000	117	117	100.0%	100.0%
\$500,000-\$749,999	1	3.2%	595,000	595,000	41	41	92.2%	92.2%
\$750,000-\$999,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



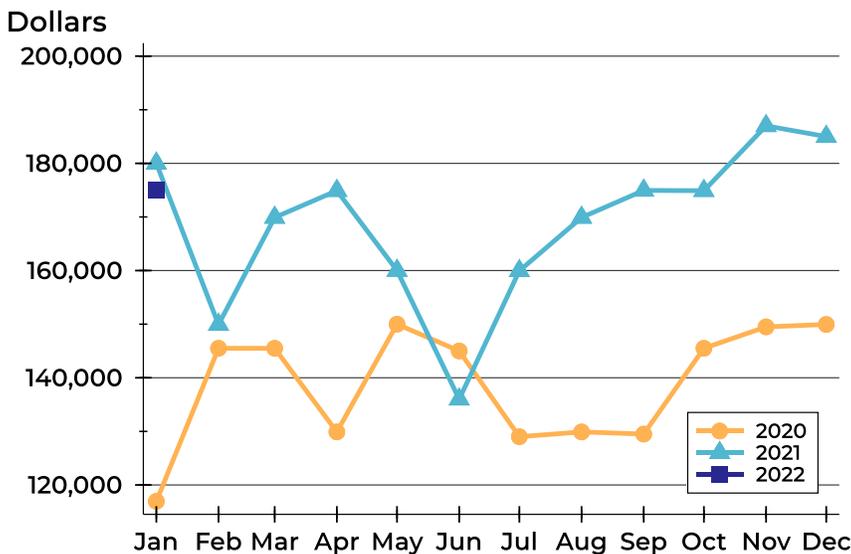
North Region Pending Contracts Analysis

Average Price



Month	2020	2021	2022
January	163,298	191,421	207,539
February	156,085	178,453	
March	157,137	171,130	
April	163,916	180,417	
May	168,951	180,589	
June	154,218	163,214	
July	147,238	196,710	
August	156,370	180,431	
September	164,520	191,582	
October	191,464	198,377	
November	208,074	227,543	
December	160,524	217,167	

Median Price

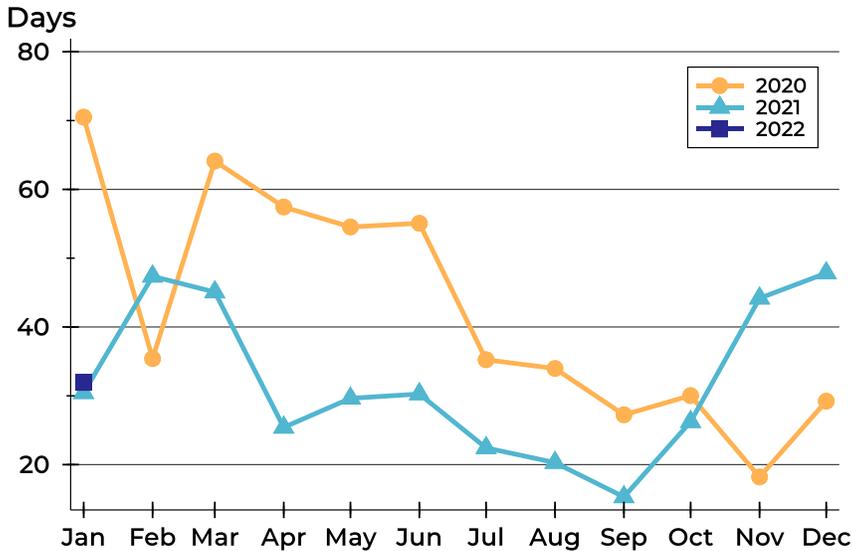


Month	2020	2021	2022
January	116,950	180,000	175,000
February	145,500	149,925	
March	145,500	169,900	
April	129,900	174,900	
May	150,000	160,000	
June	145,000	136,000	
July	129,000	159,950	
August	129,900	169,900	
September	129,500	174,950	
October	145,500	174,900	
November	149,500	187,000	
December	149,950	185,000	



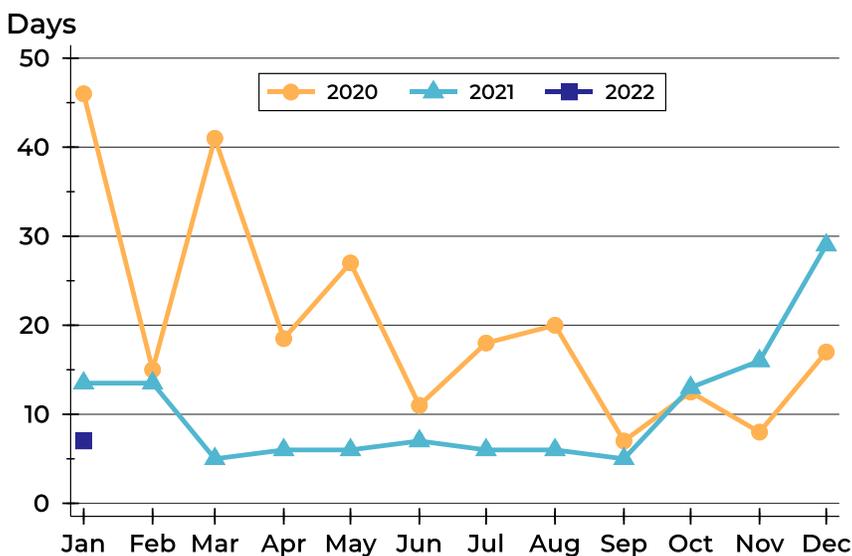
North Region Pending Contracts Analysis

Average DOM



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

Median DOM



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



South Region Housing Report



Market Overview

South Region Home Sales Fell in January

Total home sales in South Region fell last month to 14 units, compared to 23 units in January 2021. Total sales volume was \$1.6 million, down from a year earlier.

The median sale price in January was \$112,625, down from \$163,000 a year earlier. Homes that sold in January were typically on the market for 15 days and sold for 97.2% of their list prices.

South Region Active Listings Down at End of January

The total number of active listings in South Region at the end of January was 23 units, down from 41 at the same point in 2021. This represents a 0.6 months' supply of homes available for sale. The median list price of homes on the market at the end of January was \$129,900.

During January, a total of 23 contracts were written down from 31 in January 2021. At the end of the month, there were 44 contracts still pending.

Report Contents

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

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South Region Summary Statistics

January MLS Statistics Three-year History		Current Month			Year-to-Date		
		2022	2021	2020	2022	2021	2020
Home Sales		14	23	17	14	23	17
Change from prior year		-39.1%	35.3%	-26.1%	-39.1%	35.3%	-26.1%
Active Listings		23	41	56	N/A	N/A	N/A
Change from prior year		-43.9%	-26.8%	-33.3%			
Months' Supply		0.6	1.2	1.7	N/A	N/A	N/A
Change from prior year		-50.0%	-29.4%	-26.1%			
New Listings		23	38	31	23	38	31
Change from prior year		-39.5%	22.6%	-26.2%	-39.5%	22.6%	-26.2%
Contracts Written		23	31	33	23	31	33
Change from prior year		-25.8%	-6.1%	13.8%	-25.8%	-6.1%	13.8%
Pending Contracts		44	35	35	N/A	N/A	N/A
Change from prior year		25.7%	0.0%	20.7%			
Sales Volume (1,000s)		1,579	3,685	2,147	1,579	3,685	2,147
Change from prior year		-57.2%	71.6%	-29.3%	-57.2%	71.6%	-29.3%
Average	Sale Price	112,796	160,235	126,265	112,796	160,235	126,265
	Change from prior year	-29.6%	26.9%	-4.3%	-29.6%	26.9%	-4.3%
	List Price of Actives	185,204	146,720	137,880	N/A	N/A	N/A
	Change from prior year	26.2%	6.4%	1.1%			
	Days on Market	21	49	63	21	49	63
Change from prior year	-57.1%	-22.2%	-6.0%	-57.1%	-22.2%	-6.0%	
Percent of List	95.4%	95.0%	97.8%	95.4%	95.0%	97.8%	
Change from prior year	0.4%	-2.9%	5.3%	0.4%	-2.9%	5.3%	
Percent of Original	93.3%	93.5%	95.0%	93.3%	93.5%	95.0%	
Change from prior year	-0.2%	-1.6%	6.5%	-0.2%	-1.6%	6.5%	
Median	Sale Price	112,625	163,000	132,000	112,625	163,000	132,000
	Change from prior year	-30.9%	23.5%	15.5%	-30.9%	23.5%	15.5%
	List Price of Actives	129,900	114,500	92,450	N/A	N/A	N/A
	Change from prior year	13.4%	23.9%	-17.4%			
	Days on Market	15	9	28	15	9	28
Change from prior year	66.7%	-67.9%	-46.2%	66.7%	-67.9%	-46.2%	
Percent of List	97.2%	97.9%	98.5%	97.2%	97.9%	98.5%	
Change from prior year	-0.7%	-0.6%	3.0%	-0.7%	-0.6%	3.0%	
Percent of Original	95.8%	97.4%	96.4%	95.8%	97.4%	96.4%	
Change from prior year	-1.6%	1.0%	4.8%	-1.6%	1.0%	4.8%	

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



South Region Closed Listings Analysis

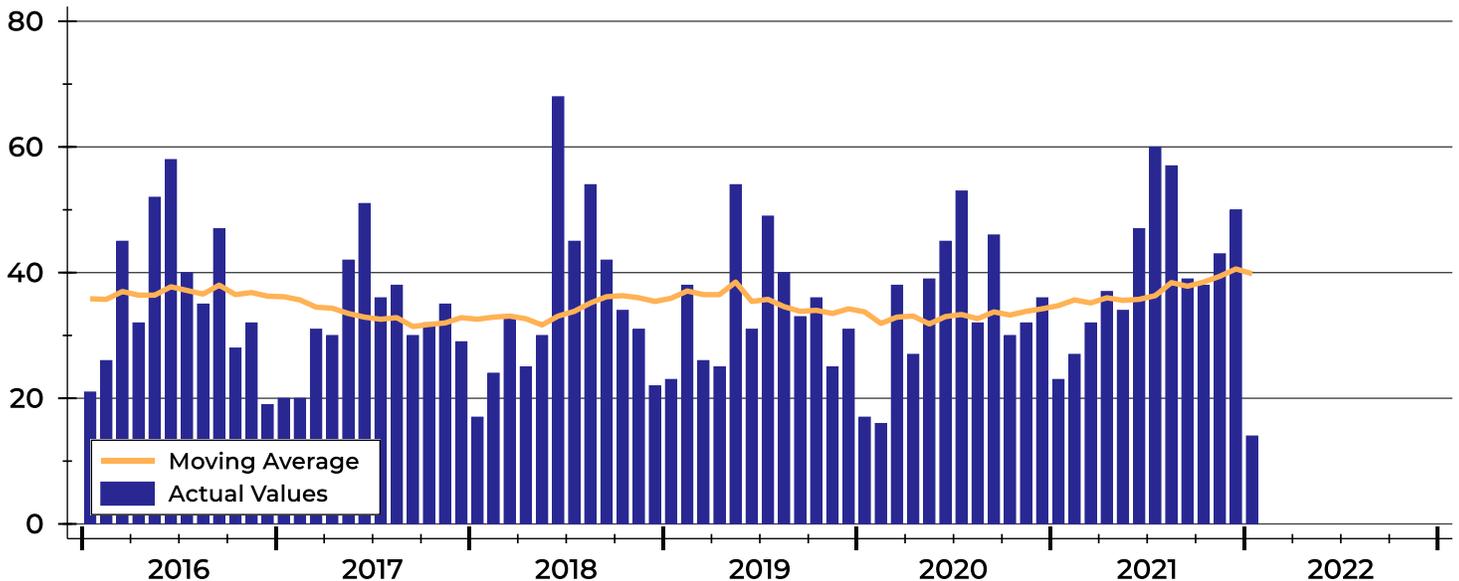
Summary Statistics for Closed Listings		January			Year-to-Date		
		2022	2021	Change	2022	2021	Change
Closed Listings		14	23	-39.1%	14	23	-39.1%
Volume (1,000s)		1,579	3,685	-57.2%	1,579	3,685	-57.2%
Months' Supply		0.6	1.2	-50.0%	N/A	N/A	N/A
Average	Sale Price	112,796	160,235	-29.6%	112,796	160,235	-29.6%
	Days on Market	21	49	-57.1%	21	49	-57.1%
	Percent of List	95.4%	95.0%	0.4%	95.4%	95.0%	0.4%
	Percent of Original	93.3%	93.5%	-0.2%	93.3%	93.5%	-0.2%
Median	Sale Price	112,625	163,000	-30.9%	112,625	163,000	-30.9%
	Days on Market	15	9	66.7%	15	9	66.7%
	Percent of List	97.2%	97.9%	-0.7%	97.2%	97.9%	-0.7%
	Percent of Original	95.8%	97.4%	-1.6%	95.8%	97.4%	-1.6%

A total of 14 homes sold in South Region in January, down from 23 units in January 2021. Total sales volume fell to \$1.6 million compared to \$3.7 million in the previous year.

The median sales price in January was \$112,625, down 30.9% compared to the prior year. Median days on market was 15 days, up from 11 days in December, and up from 9 in January 2021.

History of Closed Listings

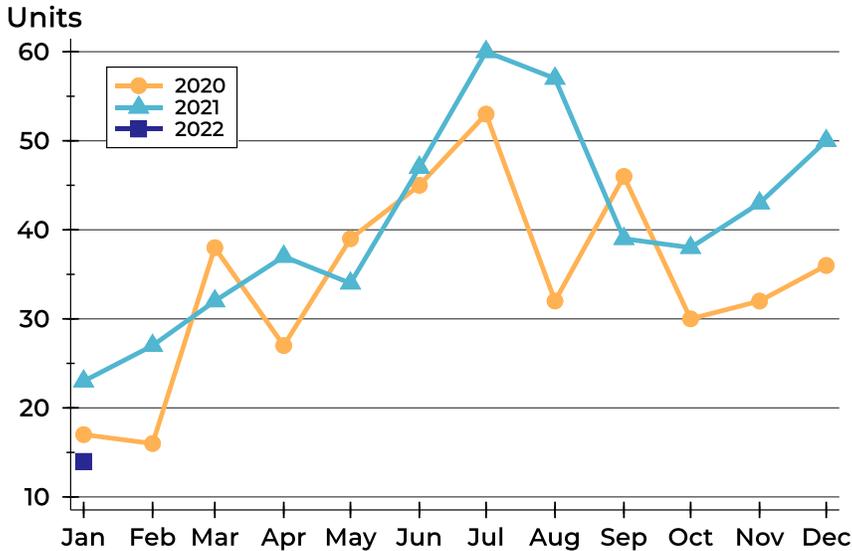
Units





South Region Closed Listings Analysis

Closed Listings by Month



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

Closed Listings by Price Range

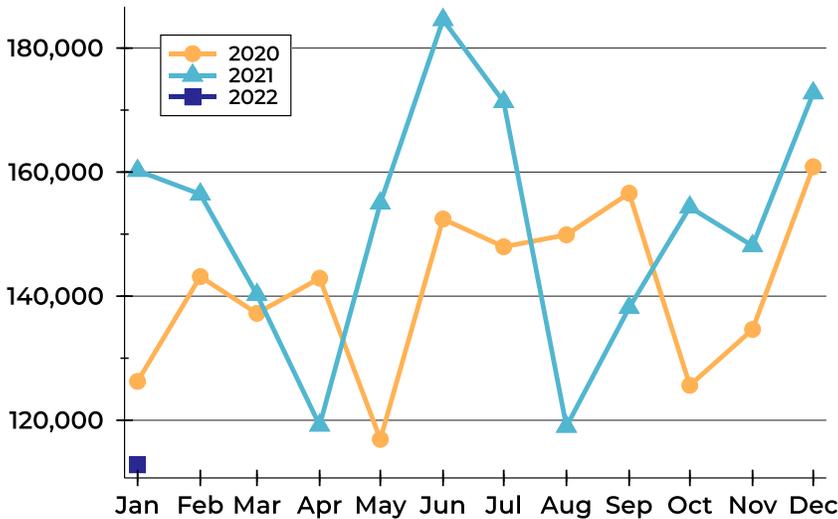
Price Range	Sales		Months' Supply	Sale Price		Days on Market		Price as % of List		Price as % of Orig.	
	Number	Percent		Average	Median	Avg.	Med.	Avg.	Med.	Avg.	Med.
Below \$25,000	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$25,000-\$49,999	1	7.1%	0.7	48,000	48,000	69	69	87.4%	87.4%	74.0%	74.0%
\$50,000-\$99,999	4	28.6%	0.6	75,725	78,500	20	15	90.2%	91.6%	88.7%	91.6%
\$100,000-\$124,999	5	35.7%	0.9	114,850	113,250	14	8	100.3%	100.0%	99.1%	100.0%
\$125,000-\$149,999	2	14.3%	0.5	129,500	129,500	28	28	96.0%	96.0%	94.2%	94.2%
\$150,000-\$174,999	1	7.1%	0.2	160,000	160,000	4	4	97.0%	97.0%	97.0%	97.0%
\$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	1	7.1%	0.8	235,000	235,000	13	13	96.9%	96.9%	96.9%	96.9%
\$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%	0.0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$500,000-\$749,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$750,000-\$999,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A



South Region Closed Listings Analysis

Average Price

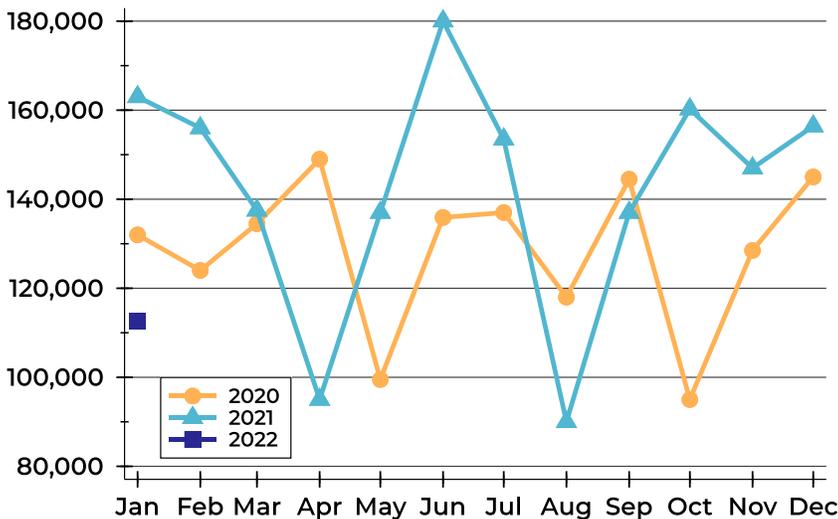
Dollars



Month	2020	2021	2022
January	126,265	160,235	112,796
February	143,155	156,432	
March	137,224	140,241	
April	142,899	119,181	
May	116,921	154,972	
June	152,440	184,562	
July	147,962	171,326	
August	149,894	118,993	
September	156,602	138,141	
October	125,620	154,339	
November	134,630	148,120	
December	160,870	172,741	

Median Price

Dollars

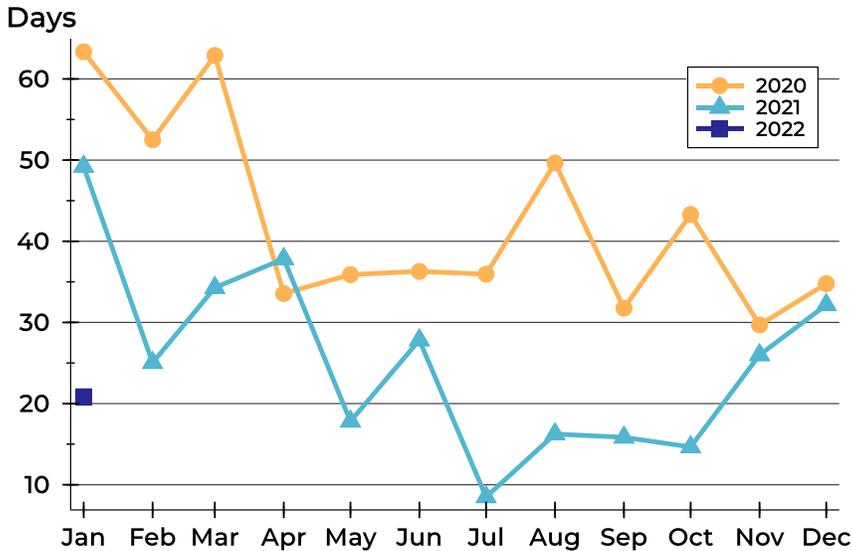


Month	2020	2021	2022
January	132,000	163,000	112,625
February	124,000	156,000	
March	134,500	137,500	
April	149,000	95,000	
May	99,500	137,000	
June	135,900	180,000	
July	137,000	153,500	
August	118,000	90,000	
September	144,500	137,000	
October	95,000	160,250	
November	128,500	147,000	
December	145,000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



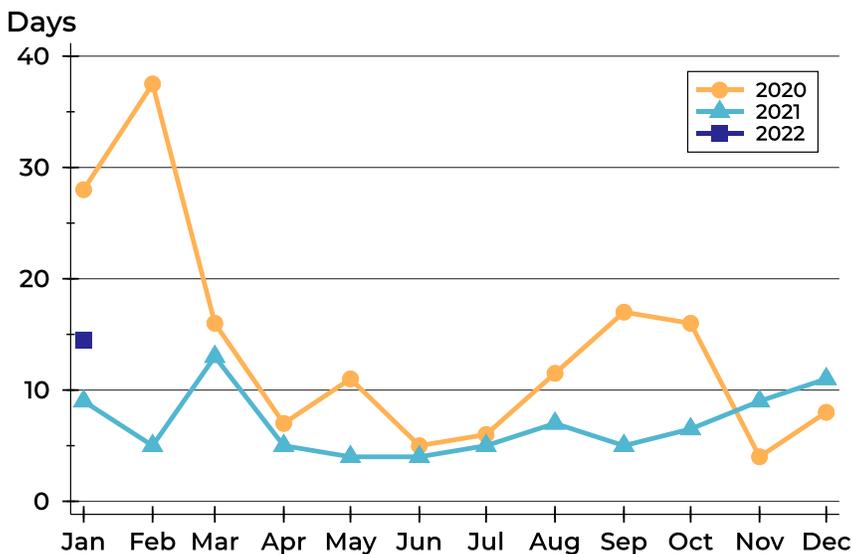
South Region Closed Listings Analysis

Average DOM



Month	2020	2021	2022
January	63	49	21
February	53	25	
March	63	34	
April	34	38	
May	36	18	
June	36	28	
July	36	9	
August	50	16	
September	32	16	
October	43	15	
November	30	26	
December	35	32	

Median DOM



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



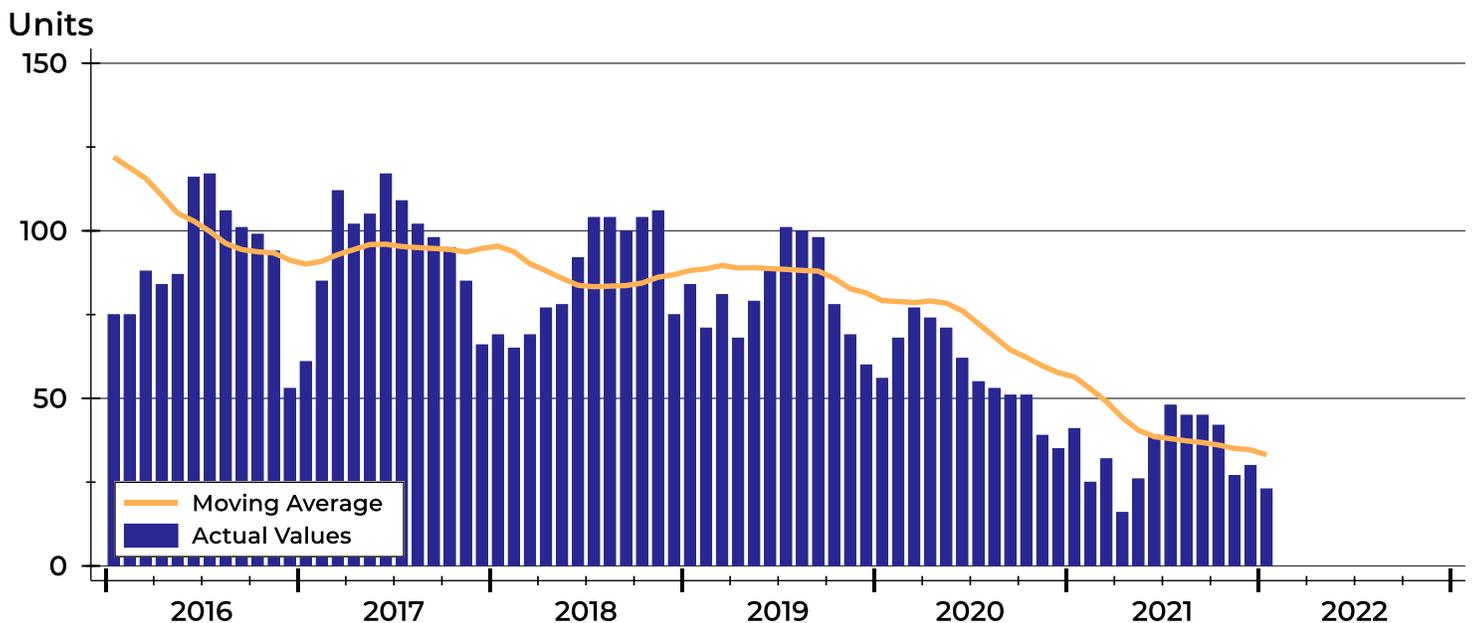
South Region Active Listings Analysis

Summary Statistics for Active Listings		End of January		
		2022	2021	Change
Active Listings		23	41	-43.9%
Volume (1,000s)		4,260	6,016	-29.2%
Months' Supply		0.6	1.2	-50.0%
Average	List Price	185,204	146,720	26.2%
	Days on Market	71	82	-13.4%
	Percent of Original	96.0%	96.3%	-0.3%
Median	List Price	129,900	114,500	13.4%
	Days on Market	45	36	25.0%
	Percent of Original	100.0%	99.7%	0.3%

A total of 23 homes were available for sale in South Region at the end of January. This represents a 0.6 months' supply of active listings.

The median list price of homes on the market at the end of January was \$129,900, up 13.4% from 2021. The typical time on market for active listings was 45 days, up from 36 days a year earlier.

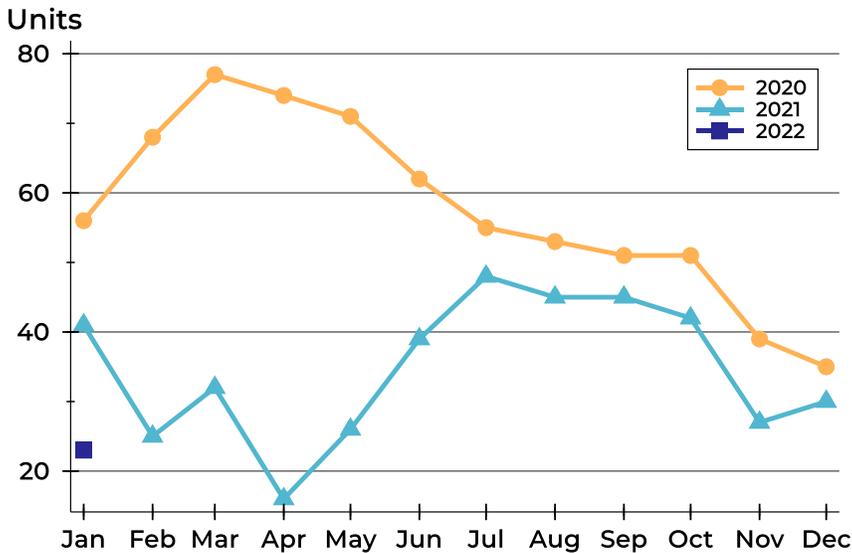
History of Active Listings





South Region Active Listings Analysis

Active Listings by Month



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

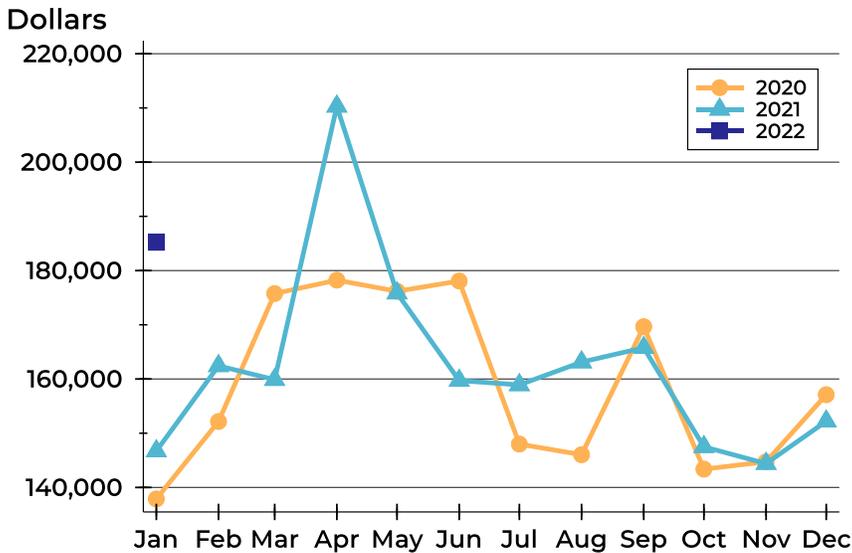
Active Listings by Price Range

Price Range	Active Listings		Months' Supply	List Price		Days on Market		Price as % of Orig.	
	Number	Percent		Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$25,000-\$49,999	2	8.7%	0.7	48,700	48,700	63	63	100.0%	100.0%
\$50,000-\$99,999	5	21.7%	0.6	76,160	79,900	104	43	93.0%	98.2%
\$100,000-\$124,999	4	17.4%	0.9	105,925	103,450	96	84	93.9%	95.0%
\$125,000-\$149,999	2	8.7%	0.5	131,200	131,200	12	12	100.0%	100.0%
\$150,000-\$174,999	1	4.3%	0.2	168,900	168,900	130	130	96.5%	96.5%
\$175,000-\$199,999	2	8.7%	N/A	186,000	186,000	34	34	97.7%	97.7%
\$200,000-\$249,999	4	17.4%	0.8	237,875	239,750	74	20	95.6%	96.3%
\$250,000-\$299,999	1	4.3%	N/A	270,000	270,000	13	13	93.1%	93.1%
\$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%	0.0	N/A	N/A	N/A	N/A	N/A	N/A
\$500,000-\$749,999	2	8.7%	N/A	666,500	666,500	34	34	100.0%	100.0%
\$750,000-\$999,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A



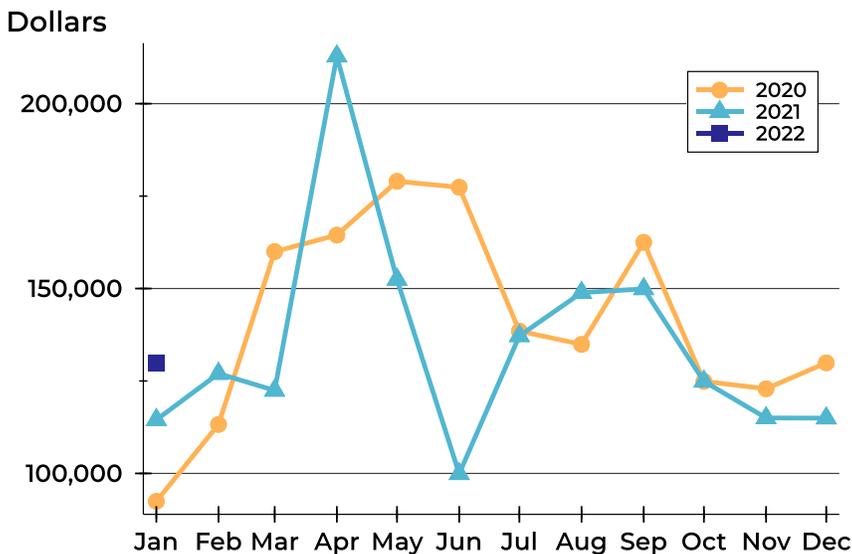
South Region Active Listings Analysis

Average Price



Month	2020	2021	2022
January	137,880	146,720	185,204
February	152,168	162,432	
March	175,756	159,881	
April	178,239	210,297	
May	176,189	175,850	
June	178,075	159,719	
July	147,997	158,919	
August	146,040	163,124	
September	169,654	165,777	
October	143,375	147,499	
November	144,738	144,400	
December	157,104	152,213	

Median Price

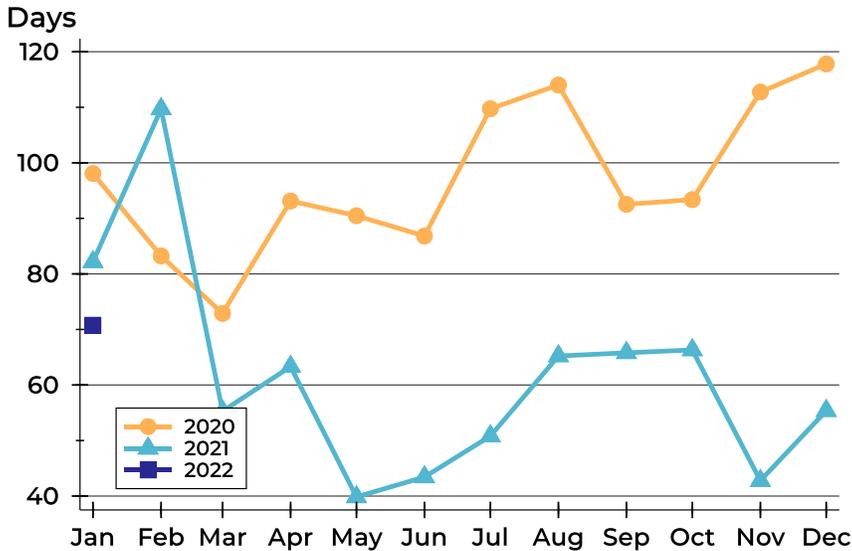


Month	2020	2021	2022
January	92,450	114,500	129,900
February	113,250	127,000	
March	160,000	122,448	
April	164,450	212,850	
May	179,000	152,450	
June	177,400	99,900	
July	138,500	137,200	
August	134,900	148,900	
September	162,500	149,900	
October	124,900	124,900	
November	122,900	115,000	
December	129,900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



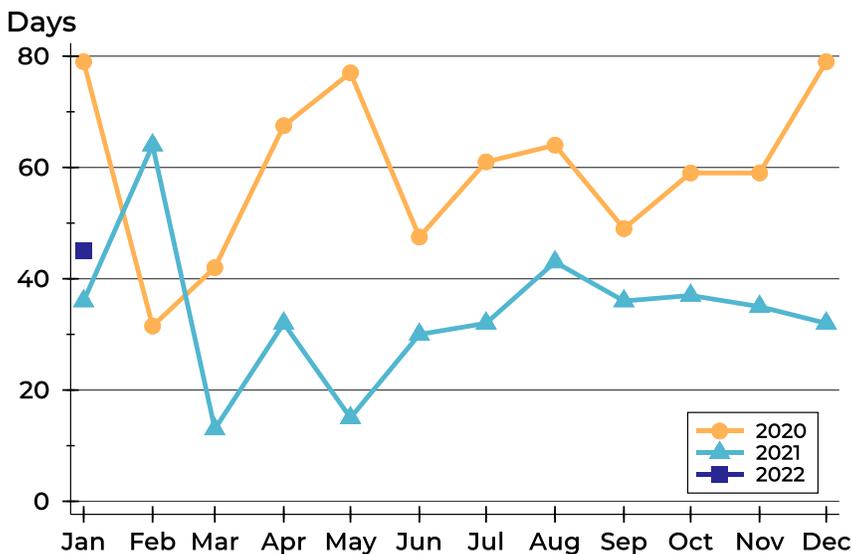
South Region Active Listings Analysis

Average DOM



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

Median DOM

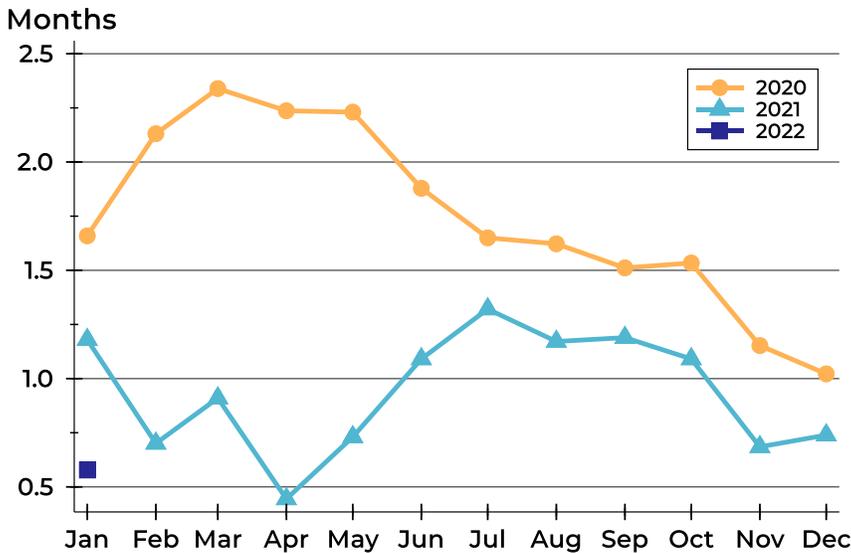


Month	2020	2021	2022
January	79	36	45
February	32	64	
March	42	13	
April	68	32	
May	77	15	
June	48	30	
July	61	32	
August	64	43	
September	49	36	
October	59	37	
November	59	35	
December	79	32	



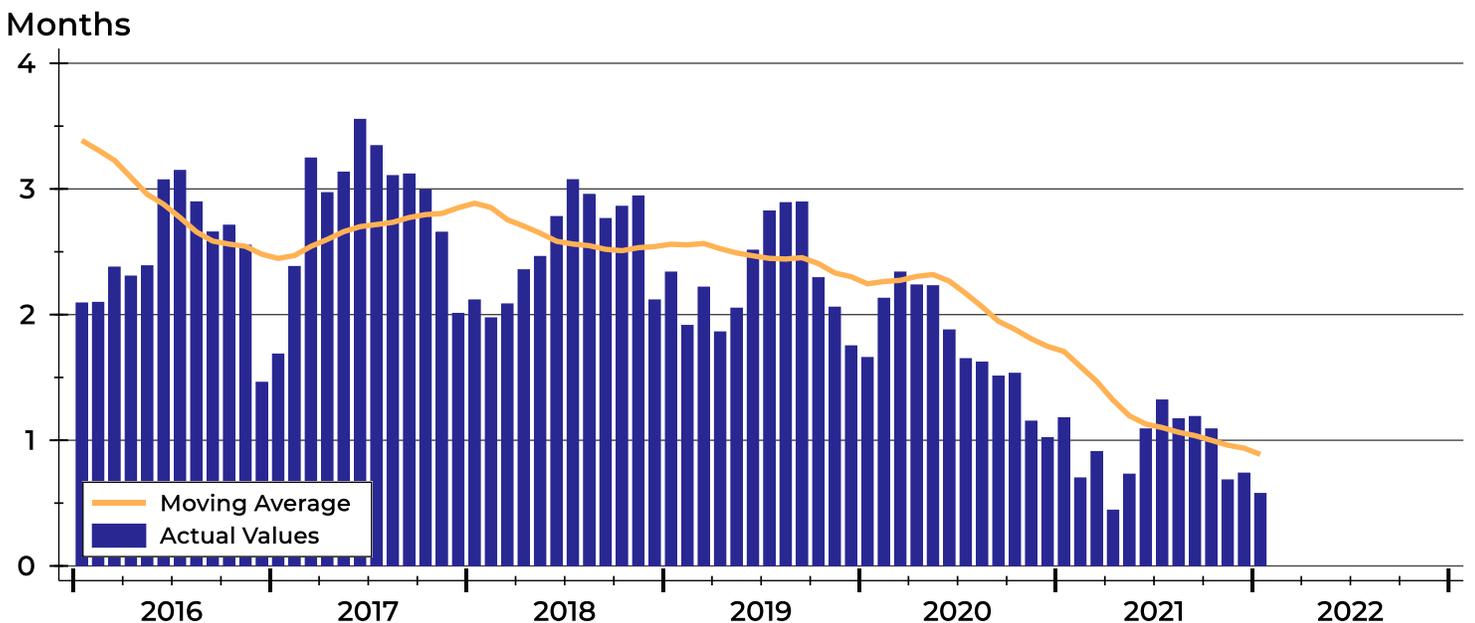
South Region Months' Supply Analysis

Months' Supply by Month



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

History of Month's Supply





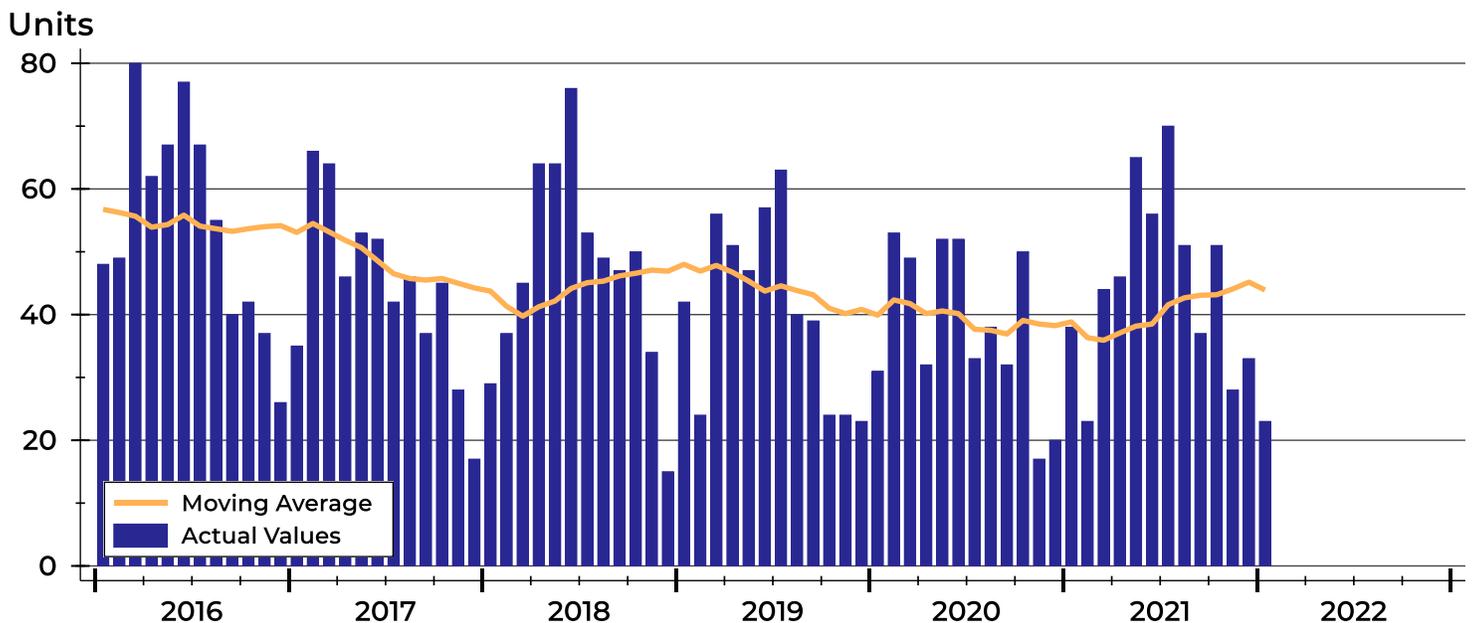
South Region New Listings Analysis

Summary Statistics for New Listings		2022	January 2021	Change
Current Month	New Listings	23	38	-39.5%
	Volume (1,000s)	3,828	5,364	-28.6%
	Average List Price	166,448	141,162	17.9%
	Median List Price	132,500	107,450	23.3%
Year-to-Date	New Listings	23	38	-39.5%
	Volume (1,000s)	3,828	5,364	-28.6%
	Average List Price	166,448	141,162	17.9%
	Median List Price	132,500	107,450	23.3%

A total of 23 new listings were added in South Region during January, down 39.5% from the same month in 2021.

The median list price of these homes was \$132,500 up from \$107,450 in 2021.

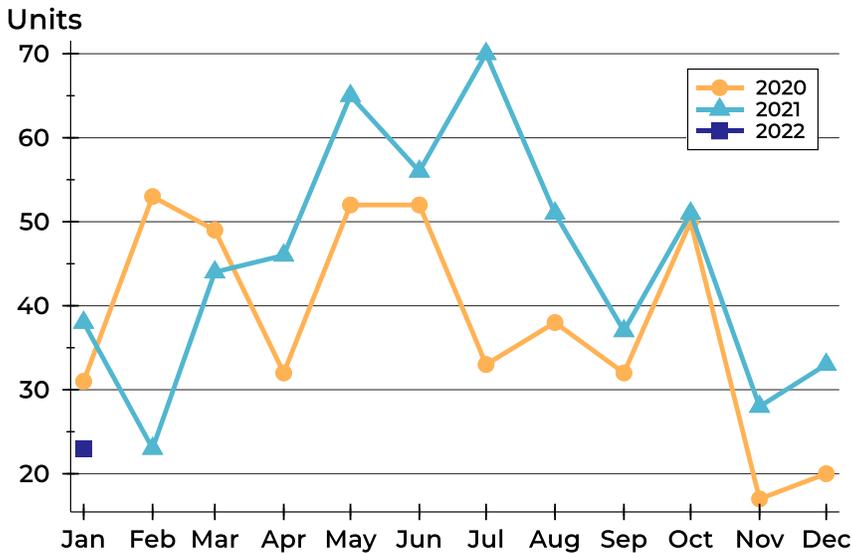
History of New Listings





South Region New Listings Analysis

New Listings by Month



Month	2020	2021	2022
January	31	38	23
February	53	23	
March	49	44	
April	32	46	
May	52	65	
June	52	56	
July	33	70	
August	38	51	
September	32	37	
October	50	51	
November	17	28	
December	20	33	

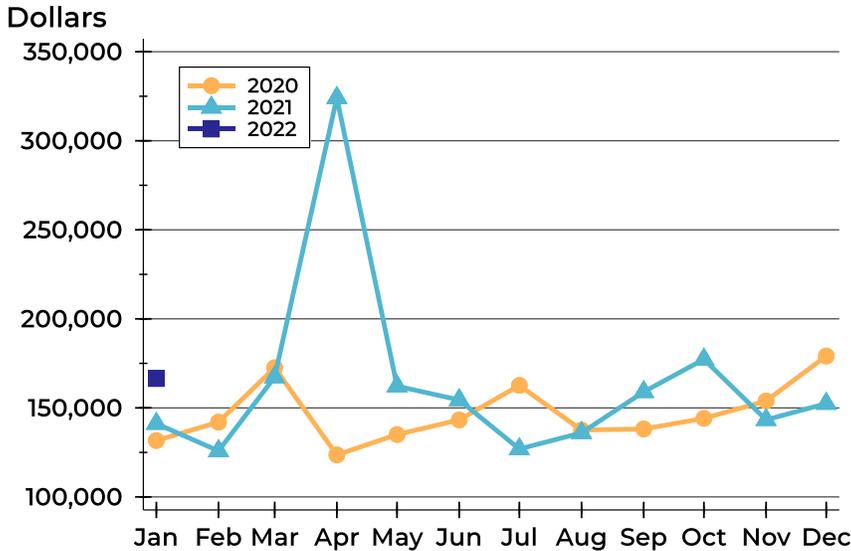
New Listings by Price Range

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	3	13.0%	32,267	29,900	5	6	97.3%	100.0%
\$50,000-\$99,999	4	17.4%	77,100	78,450	19	18	100.0%	100.0%
\$100,000-\$124,999	1	4.3%	119,900	119,900	3	3	100.0%	100.0%
\$125,000-\$149,999	4	17.4%	129,325	129,900	9	6	100.0%	100.0%
\$150,000-\$174,999	2	8.7%	158,000	158,000	5	5	100.0%	100.0%
\$175,000-\$199,999	3	13.0%	188,133	188,900	6	2	100.0%	100.0%
\$200,000-\$249,999	5	21.7%	244,100	245,000	18	15	95.4%	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	1	4.3%	685,000	685,000	28	28	100.0%	100.0%
\$750,000-\$999,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



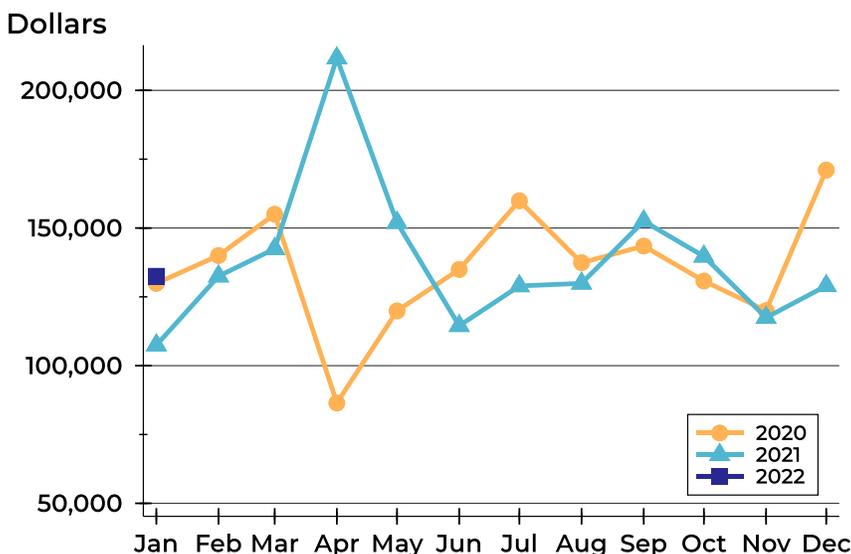
South Region New Listings Analysis

Average Price



Month	2020	2021	2022
January	131,644	141,162	166,448
February	142,031	125,850	
March	172,563	167,257	
April	123,622	324,133	
May	135,032	162,228	
June	143,258	154,455	
July	162,645	126,920	
August	137,534	136,006	
September	138,174	159,004	
October	144,087	177,286	
November	153,906	143,321	
December	179,135	152,415	

Median Price



Month	2020	2021	2022
January	129,900	107,450	132,500
February	140,000	132,500	
March	155,000	142,450	
April	86,450	211,700	
May	119,900	152,000	
June	134,950	114,500	
July	159,900	128,950	
August	137,400	129,900	
September	143,450	152,500	
October	130,750	139,700	
November	120,000	117,450	
December	171,050	129,000	

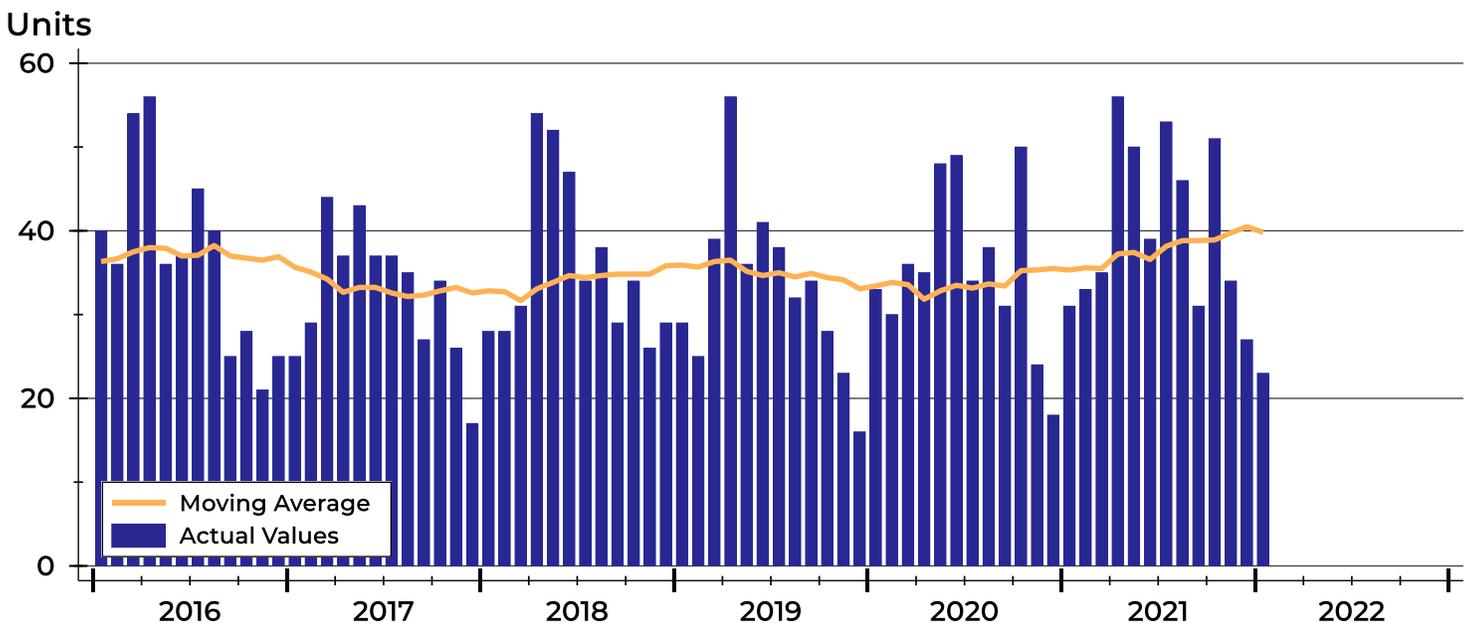


South Region Contracts Written Analysis

Summary Statistics for Contracts Written		January			Year-to-Date		
		2022	2021	Change	2022	2021	Change
Contracts Written		23	31	-25.8%	23	31	-25.8%
Volume (1,000s)		2,687	4,732	-43.2%	2,687	4,732	-43.2%
Average	Sale Price	116,839	152,635	-23.5%	116,839	152,635	-23.5%
	Days on Market	19	49	-61.2%	19	49	-61.2%
	Percent of Original	99.2%	93.3%	6.3%	99.2%	93.3%	6.3%
Median	Sale Price	125,000	154,900	-19.3%	125,000	154,900	-19.3%
	Days on Market	7	10	-30.0%	7	10	-30.0%
	Percent of Original	100.0%	96.1%	4.1%	100.0%	96.1%	4.1%

A total of 23 contracts for sale were written in South Region during the month of January, down from 31 in 2021. The median list price of these homes was \$125,000, down from \$154,900 the prior year. Half of the homes that went under contract in January were on the market less than 7 days, compared to 10 days in January 2021.

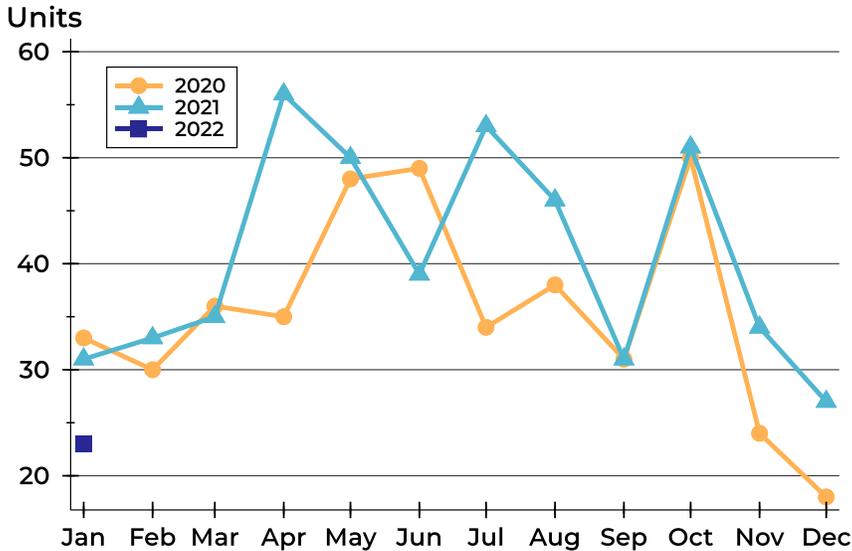
History of Contracts Written





South Region Contracts Written Analysis

Contracts Written by Month



Month	2020	2021	2022
January	33	31	23
February	30	33	
March	36	35	
April	35	56	
May	48	50	
June	49	39	
July	34	53	
August	38	46	
September	31	31	
October	50	51	
November	24	34	
December	18	27	

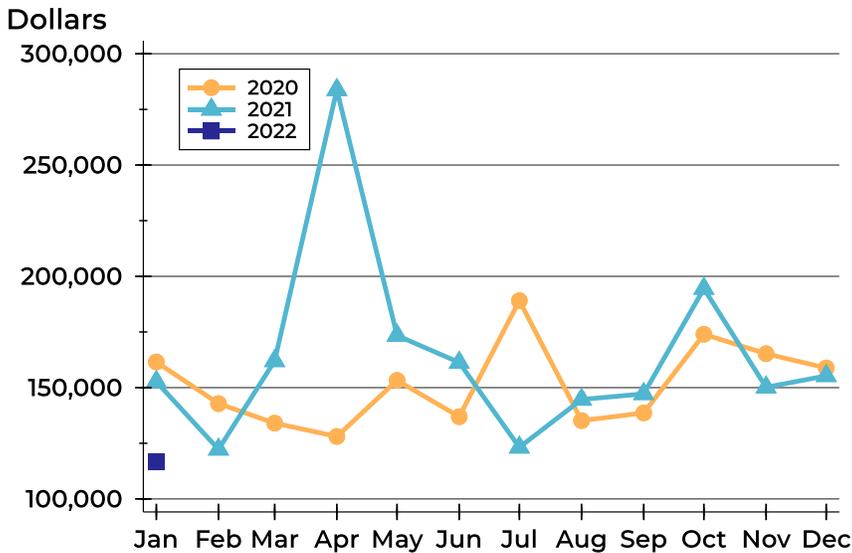
Contracts Written by Price Range

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	13.0%	32,267	29,900	5	6	97.3%	100.0%
\$50,000-\$99,999	7	30.4%	76,814	79,900	30	19	99.6%	100.0%
\$100,000-\$124,999	1	4.3%	119,900	119,900	3	3	100.0%	100.0%
\$125,000-\$149,999	5	21.7%	129,920	129,900	21	8	98.6%	100.0%
\$150,000-\$174,999	3	13.0%	157,667	157,000	12	7	100.0%	100.0%
\$175,000-\$199,999	3	13.0%	187,100	188,900	17	2	100.0%	100.0%
\$200,000-\$249,999	1	4.3%	249,000	249,000	13	13	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



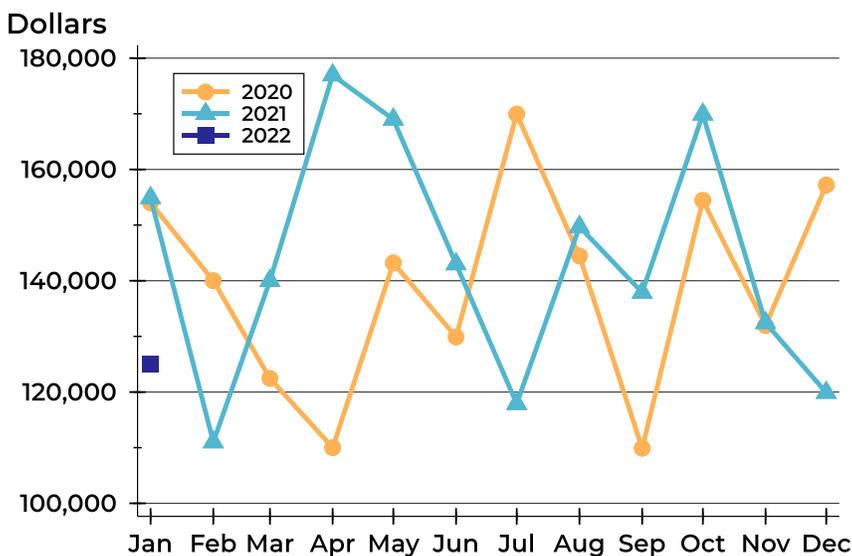
South Region Contracts Written Analysis

Average Price



Month	2020	2021	2022
January	161,533	152,635	116,839
February	142,817	122,282	
March	134,064	162,020	
April	128,069	283,786	
May	153,267	173,435	
June	136,953	161,297	
July	189,050	123,181	
August	135,189	144,672	
September	138,637	147,213	
October	173,968	194,508	
November	165,229	150,181	
December	158,842	155,304	

Median Price

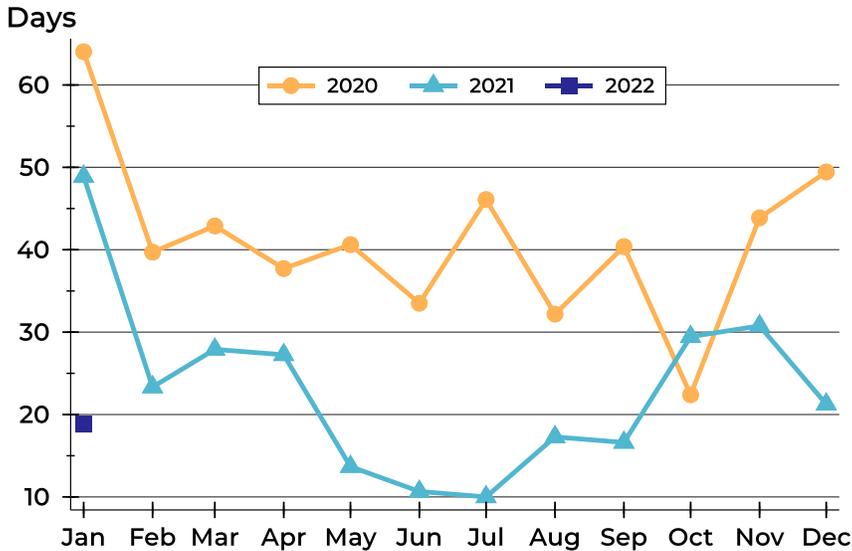


Month	2020	2021	2022
January	154,000	154,900	125,000
February	140,000	111,000	
March	122,450	140,000	
April	110,000	176,950	
May	143,200	169,000	
June	129,900	143,000	
July	169,950	117,900	
August	144,450	149,700	
September	109,900	137,900	
October	154,450	169,900	
November	131,950	132,425	
December	157,200	119,900	



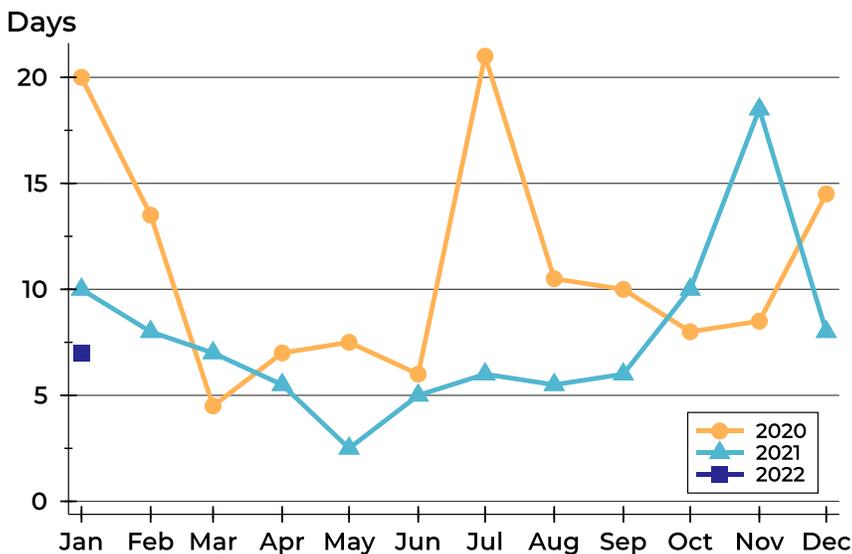
South Region Contracts Written Analysis

Average DOM



Month	2020	2021	2022
January	64	49	19
February	40	23	
March	43	28	
April	38	27	
May	41	14	
June	34	11	
July	46	10	
August	32	17	
September	40	17	
October	22	29	
November	44	31	
December	49	21	

Median DOM



Month	2020	2021	2022
January	20	10	7
February	14	8	
March	5	7	
April	7	6	
May	8	3	
June	6	5	
July	21	6	
August	11	6	
September	10	6	
October	8	10	
November	9	19	
December	15	8	



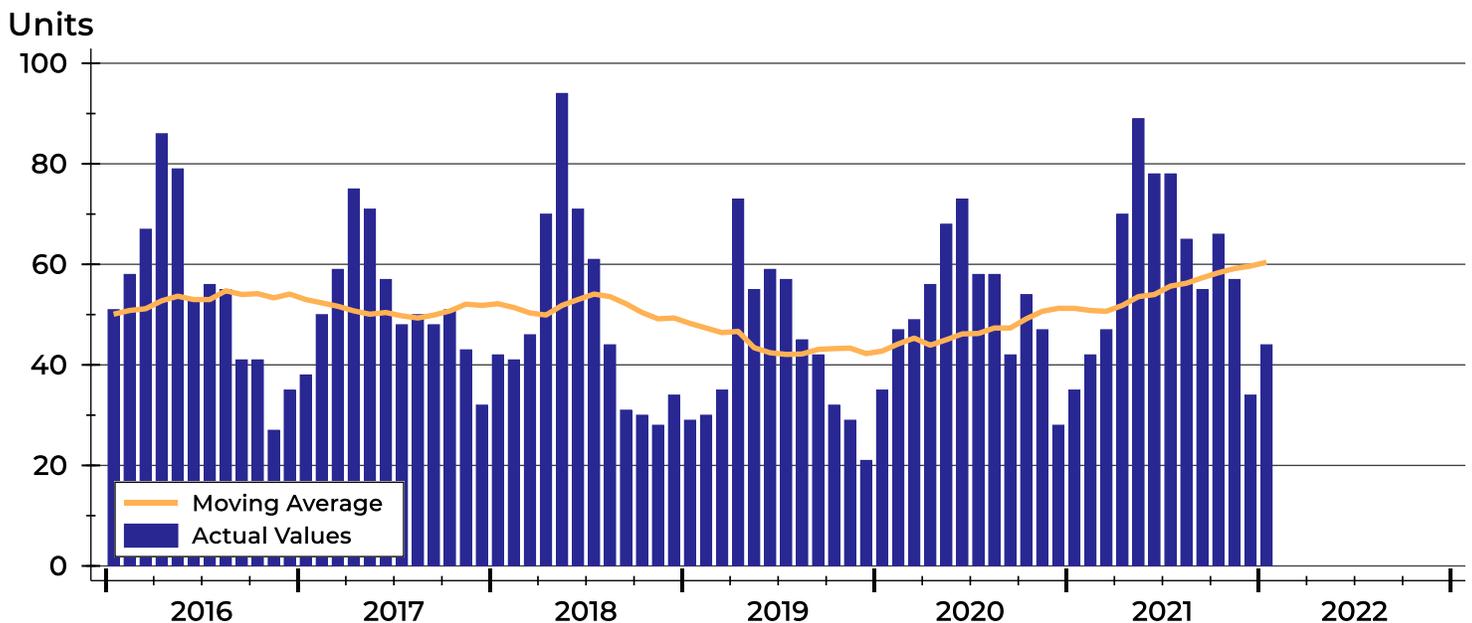
South Region Pending Contracts Analysis

Summary Statistics for Pending Contracts		End of January		
		2022	2021	Change
Pending Contracts		44	35	25.7%
Volume (1,000s)		7,178	6,132	17.1%
Average	List Price	163,136	175,194	-6.9%
	Days on Market	18	40	-55.0%
	Percent of Original	99.3%	99.4%	-0.1%
Median	List Price	129,900	159,900	-18.8%
	Days on Market	7	10	-30.0%
	Percent of Original	100.0%	100.0%	0.0%

A total of 44 listings in South Region had contracts pending at the end of January, up from 35 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.

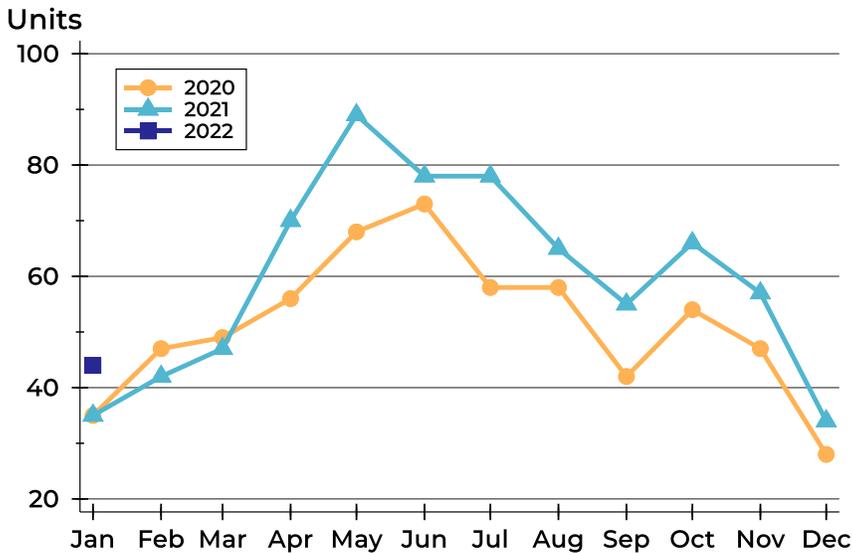
History of Pending Contracts





South Region Pending Contracts Analysis

Pending Contracts by Month



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

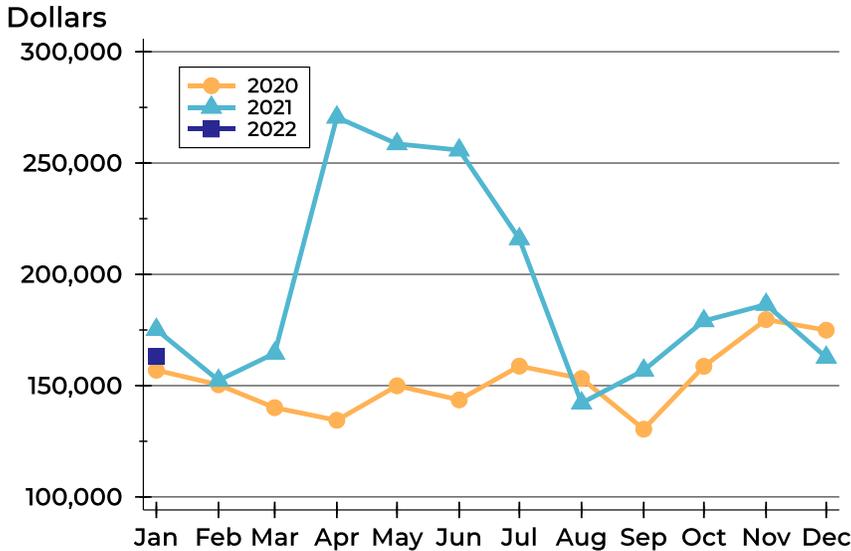
Pending Contracts by Price Range

Price Range	Pending Contracts		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$25,000-\$49,999	3	6.8%	32,267	29,900	5	6	100.0%	100.0%
\$50,000-\$99,999	12	27.3%	76,158	74,900	26	8	99.9%	100.0%
\$100,000-\$124,999	4	9.1%	118,300	119,200	21	12	99.0%	100.0%
\$125,000-\$149,999	7	15.9%	131,943	129,900	17	8	99.0%	100.0%
\$150,000-\$174,999	4	9.1%	159,725	158,000	10	5	100.0%	100.0%
\$175,000-\$199,999	3	6.8%	187,100	188,900	17	2	100.0%	100.0%
\$200,000-\$249,999	4	9.1%	238,425	249,450	24	16	95.9%	100.0%
\$250,000-\$299,999	2	4.5%	272,400	272,400	18	18	100.0%	100.0%
\$300,000-\$399,999	2	4.5%	369,900	369,900	11	11	100.0%	100.0%
\$400,000-\$499,999	3	6.8%	444,000	421,000	10	13	100.0%	100.0%
\$500,000-\$749,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$750,000-\$999,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



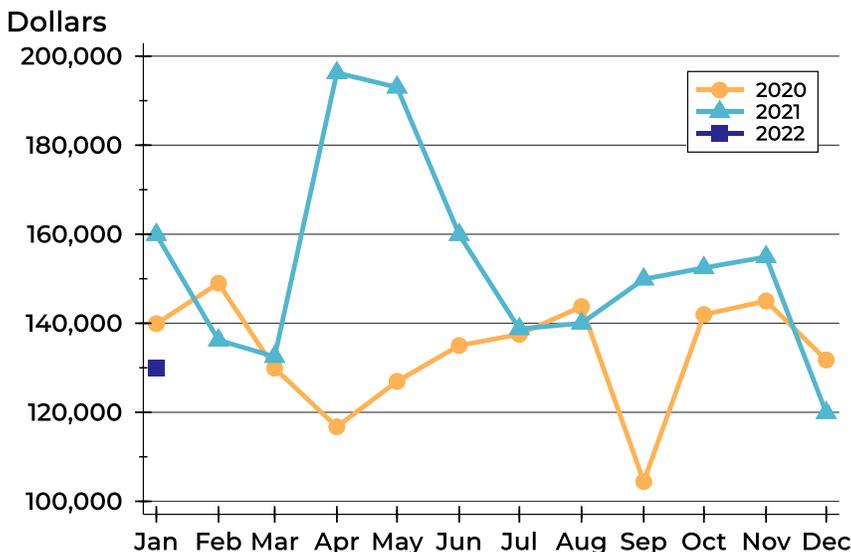
South Region Pending Contracts Analysis

Average Price



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

Median Price

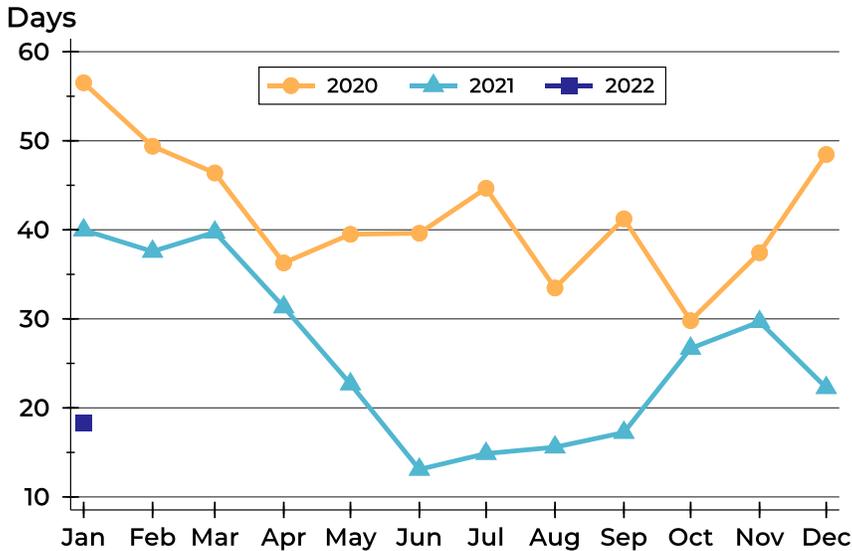


Month	2020	2021	2022
January	139,900	159,900	129,900
February	149,000	136,200	
March	129,900	132,500	
April	116,750	196,250	
May	126,950	193,000	
June	135,000	159,900	
July	137,500	138,750	
August	143,750	140,000	
September	104,450	149,900	
October	141,950	152,450	
November	145,000	154,900	
December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



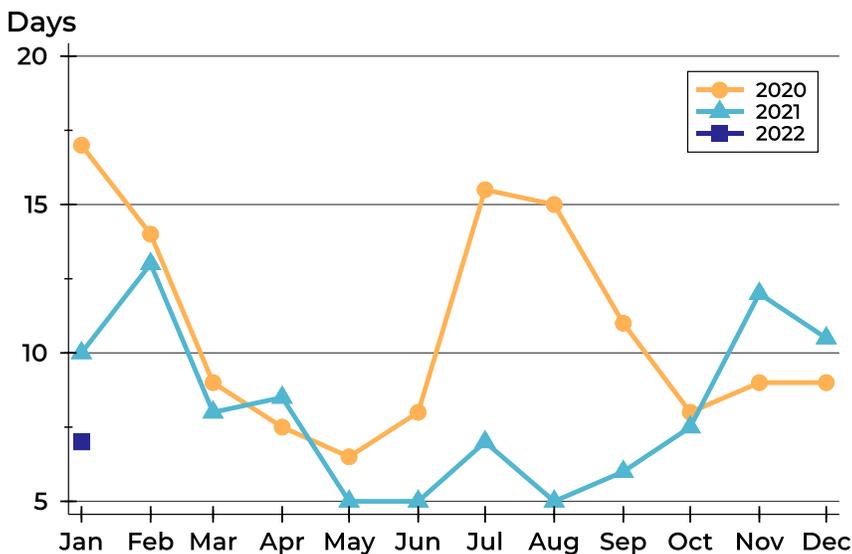
South Region Pending Contracts Analysis

Average DOM



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

Median DOM



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