



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

## January 2023 Region Total Statistics

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

**Sunflower MLS, Inc.**

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

Phone: 785/267-3215  
Fax: 785/267-4993  
E-mail: [linda@sunflowerrealtors.com](mailto:linda@sunflowerrealtors.com)



# Central Region Housing Report



## Market Overview

### Central Region Home Sales Fell in January

Total home sales in Central Region fell last month to 141 units, compared to 193 units in January 2022. Total sales volume was \$23.6 million, down from a year earlier.

The median sale price in January was \$146,800, down from \$150,000 a year earlier. Homes that sold in January were typically on the market for 9 days and sold for 100.0% of their list prices.

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

The total number of active listings in Central Region at the end of January was 133 units, up from 89 at the same point in 2022. This represents a 0.6 months' supply of homes available for sale. The median list price of homes on the market at the end of January was \$252,500.

During January, a total of 167 contracts were written up from 165 in January 2022. At the end of the month, there were 163 contracts still pending.

## Report Contents

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

## Contact Information

Linda Briden, Chief Executive Officer  
 Sunflower Association of REALTORS®  
 3646 SW Plass  
 Topeka, KS 66611  
 785-267-3215  
[Linda@SunflowerRealtors.com](mailto:Linda@SunflowerRealtors.com)  
[www.SunflowerRealtors.com](http://www.SunflowerRealtors.com)



## Central Region Summary Statistics

January MLS Statistics Three-year History		Current Month			Year-to-Date		
		2023	2022	2021	2023	2022	2021
<b>Home Sales</b> Change from prior year		<b>141</b> -26.9%	<b>193</b> 11.6%	<b>173</b> -1.1%	<b>141</b> -26.9%	<b>193</b> 11.6%	<b>173</b> -1.1%
<b>Active Listings</b> Change from prior year		<b>133</b> 49.4%	<b>89</b> -28.2%	<b>124</b> -56.9%	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
<b>Months' Supply</b> Change from prior year		<b>0.6</b> 50.0%	<b>0.4</b> -20.0%	<b>0.5</b> -61.5%	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
<b>New Listings</b> Change from prior year		<b>144</b> -12.2%	<b>164</b> -15.5%	<b>194</b> -10.2%	<b>144</b> -12.2%	<b>164</b> -15.5%	<b>194</b> -10.2%
<b>Contracts Written</b> Change from prior year		<b>167</b> 1.2%	<b>165</b> -18.3%	<b>202</b> -3.3%	<b>167</b> 1.2%	<b>165</b> -18.3%	<b>202</b> -3.3%
<b>Pending Contracts</b> Change from prior year		<b>163</b> -5.2%	<b>172</b> -19.2%	<b>213</b> 1.9%	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
<b>Sales Volume (1,000s)</b> Change from prior year		<b>23,569</b> -29.3%	<b>33,357</b> 10.5%	<b>30,196</b> 23.5%	<b>23,569</b> -29.3%	<b>33,357</b> 10.5%	<b>30,196</b> 23.5%
<b>Average</b>	<b>Sale Price</b> Change from prior year	<b>167,154</b> -3.3%	<b>172,833</b> -1.0%	<b>174,546</b> 24.9%	<b>167,154</b> -3.3%	<b>172,833</b> -1.0%	<b>174,546</b> 24.9%
	<b>List Price of Actives</b> Change from prior year	<b>346,015</b> 46.6%	<b>236,063</b> 18.7%	<b>198,931</b> 15.6%	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
	<b>Days on Market</b> Change from prior year	<b>21</b> 0.0%	<b>21</b> -30.0%	<b>30</b> -25.0%	<b>21</b> 0.0%	<b>21</b> -30.0%	<b>30</b> -25.0%
	<b>Percent of List</b> Change from prior year	<b>97.7%</b> -1.2%	<b>98.9%</b> 0.9%	<b>98.0%</b> 2.9%	<b>97.7%</b> -1.2%	<b>98.9%</b> 0.9%	<b>98.0%</b> 2.9%
	<b>Percent of Original</b> Change from prior year	<b>95.5%</b> -1.5%	<b>97.0%</b> 0.0%	<b>97.0%</b> 4.5%	<b>95.5%</b> -1.5%	<b>97.0%</b> 0.0%	<b>97.0%</b> 4.5%
<b>Median</b>	<b>Sale Price</b> Change from prior year	<b>146,800</b> -2.1%	<b>150,000</b> 0.0%	<b>150,000</b> 20.1%	<b>146,800</b> -2.1%	<b>150,000</b> 0.0%	<b>150,000</b> 20.1%
	<b>List Price of Actives</b> Change from prior year	<b>252,500</b> 36.5%	<b>185,000</b> 32.2%	<b>139,900</b> 2.9%	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
	<b>Days on Market</b> Change from prior year	<b>9</b> 80.0%	<b>5</b> -37.5%	<b>8</b> -61.9%	<b>9</b> 80.0%	<b>5</b> -37.5%	<b>8</b> -61.9%
	<b>Percent of List</b> Change from prior year	<b>100.0%</b> 0.0%	<b>100.0%</b> 0.0%	<b>100.0%</b> 3.5%	<b>100.0%</b> 0.0%	<b>100.0%</b> 0.0%	<b>100.0%</b> 3.5%
	<b>Percent of Original</b> Change from prior year	<b>97.9%</b> -2.1%	<b>100.0%</b> 0.6%	<b>99.4%</b> 4.6%	<b>97.9%</b> -2.1%	<b>100.0%</b> 0.6%	<b>99.4%</b> 4.6%

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



## Central Region Closed Listings Analysis

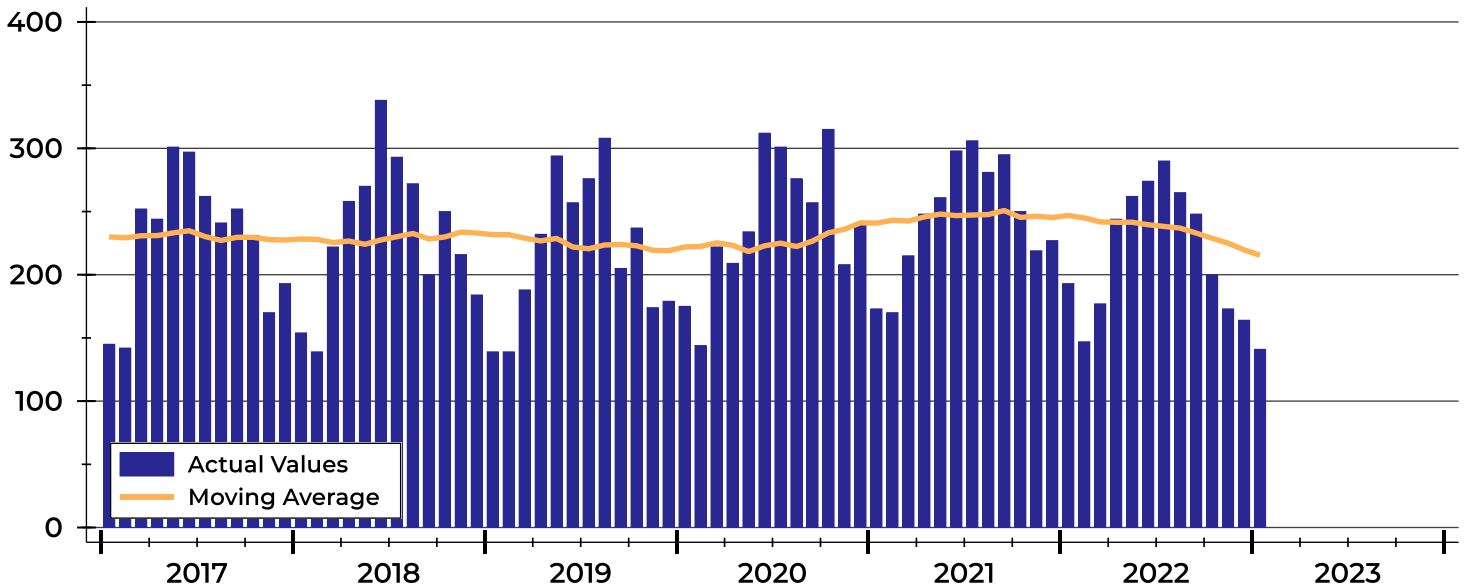
Summary Statistics for Closed Listings		January			Year-to-Date		
		2023	2022	Change	2023	2022	Change
Closed Listings		141	193	-26.9%	141	193	-26.9%
Volume (1,000s)		23,569	33,357	-29.3%	23,569	33,357	-29.3%
Months' Supply		0.6	0.4	50.0%	N/A	N/A	N/A
Average	Sale Price	167,154	172,833	-3.3%	167,154	172,833	-3.3%
	Days on Market	21	21	0.0%	21	21	0.0%
	Percent of List	97.7%	98.9%	-1.2%	97.7%	98.9%	-1.2%
	Percent of Original	95.5%	97.0%	-1.5%	95.5%	97.0%	-1.5%
Median	Sale Price	146,800	150,000	-2.1%	146,800	150,000	-2.1%
	Days on Market	9	5	80.0%	9	5	80.0%
	Percent of List	100.0%	100.0%	0.0%	100.0%	100.0%	0.0%
	Percent of Original	97.9%	100.0%	-2.1%	97.9%	100.0%	-2.1%

A total of 141 homes sold in Central Region in January, down from 193 units in January 2022. Total sales volume fell to \$23.6 million compared to \$33.4 million in the previous year.

The median sales price in January was \$146,800, down 2.1% compared to the prior year. Median days on market was 9 days, down from 10 days in December, but up from 5 in January 2022.

## History of Closed Listings

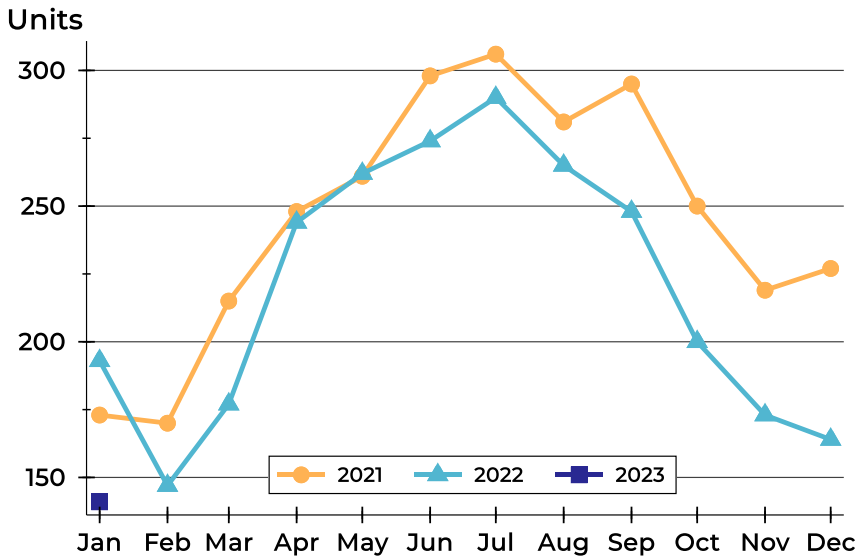
Units





## Central Region Closed Listings Analysis

### Closed Listings by Month



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

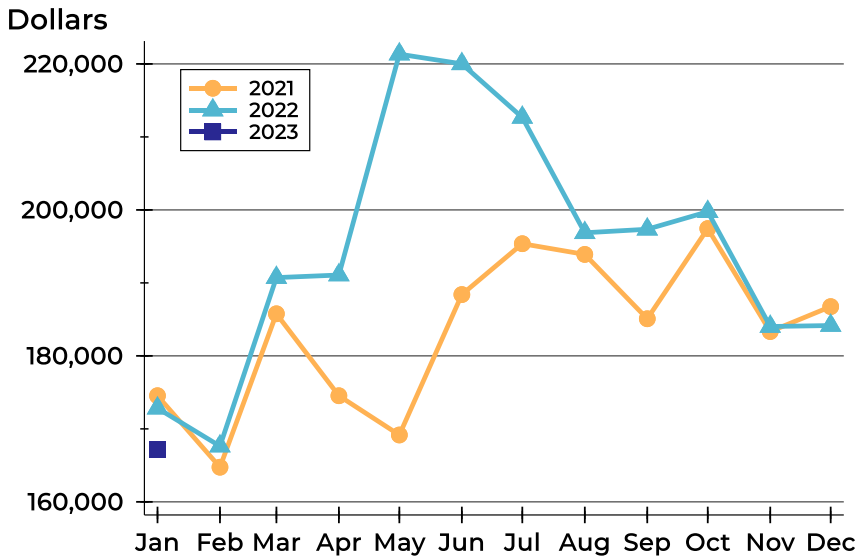
### Closed Listings by Price Range

Price Range	Sales		Months' Supply	Sale Price		Days on Market		Price as % of List		Price as % of Orig.	
	Number	Percent		Average	Median	Avg.	Med.	Avg.	Med.	Avg.	Med.
Below \$25,000	5	3.5%	0.7	16,100	16,000	12	9	76.1%	77.8%	69.0%	77.8%
\$25,000-\$49,999	9	6.4%	0.8	36,500	35,000	15	13	91.5%	91.4%	87.9%	91.4%
\$50,000-\$99,999	32	22.7%	0.4	77,466	76,500	17	7	96.3%	99.4%	94.2%	97.1%
\$100,000-\$124,999	5	3.5%	0.3	114,380	122,000	7	3	101.5%	100.0%	100.0%	97.6%
\$125,000-\$149,999	21	14.9%	0.0	135,935	135,500	29	14	100.9%	102.6%	98.7%	97.9%
\$150,000-\$174,999	14	9.9%	0.2	163,301	164,140	17	7	99.6%	100.0%	99.0%	100.0%
\$175,000-\$199,999	11	7.8%	0.7	183,782	183,000	27	19	97.6%	99.2%	96.2%	97.3%
\$200,000-\$249,999	18	12.8%	0.6	221,046	221,500	17	9	99.8%	100.0%	97.8%	99.1%
\$250,000-\$299,999	8	5.7%	0.7	272,425	274,950	19	13	99.9%	100.0%	97.7%	99.0%
\$300,000-\$399,999	13	9.2%	1.0	341,300	330,000	33	18	100.0%	100.0%	96.6%	97.0%
\$400,000-\$499,999	4	2.8%	1.7	457,600	459,950	59	43	100.2%	100.0%	100.5%	100.6%
\$500,000-\$749,999	1	0.7%	1.8	521,000	521,000	0	0	100.0%	100.0%	100.0%	100.0%
\$750,000-\$999,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A



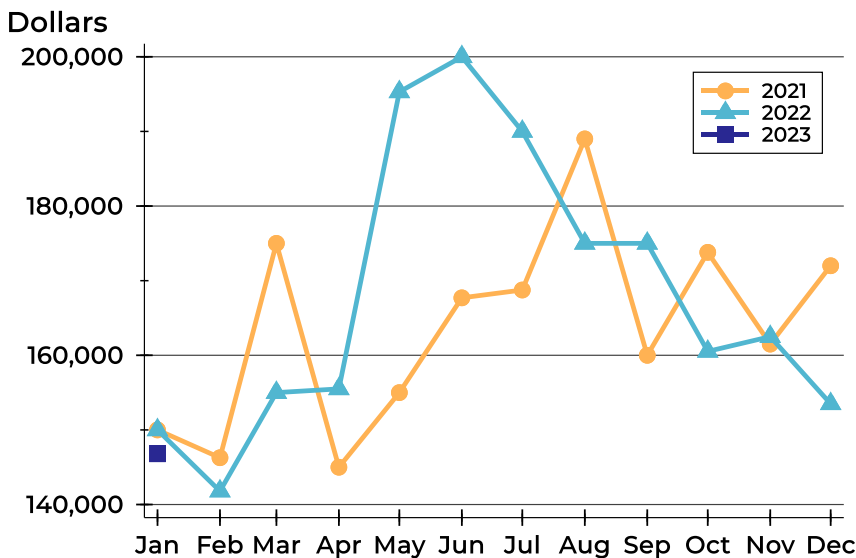
## Central Region Closed Listings Analysis

### Average Price



Month	2021	2022	2023
January	174,546	172,833	<b>167,154</b>
February	164,751	167,638	
March	185,768	190,723	
April	174,543	191,081	
May	169,166	221,340	
June	188,404	220,010	
July	195,369	212,671	
August	193,901	196,867	
September	185,089	197,351	
October	197,444	199,751	
November	183,332	184,025	
December	186,750	184,162	

### Median Price

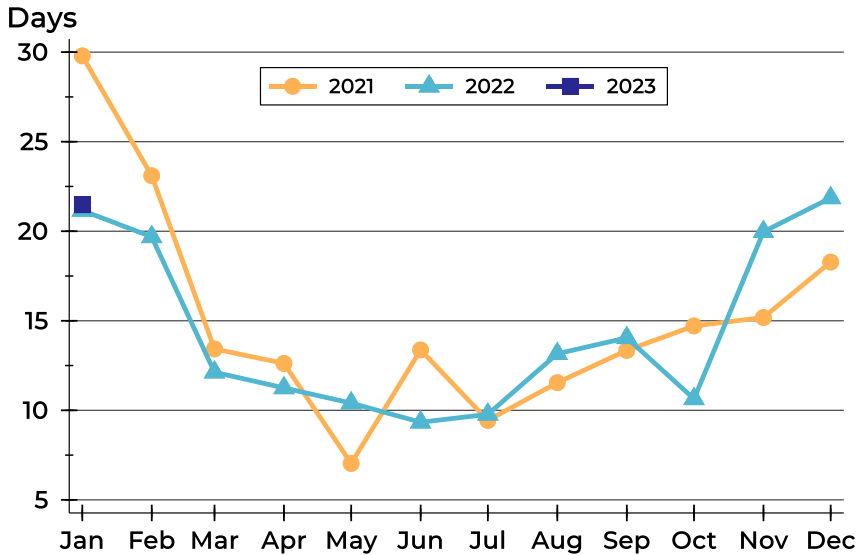


Month	2021	2022	2023
January	150,000	150,000	<b>146,800</b>
February	146,273	141,800	
March	175,000	155,000	
April	145,001	155,500	
May	155,000	195,300	
June	167,700	200,000	
July	168,750	190,000	
August	189,000	175,000	
September	160,000	175,000	
October	173,800	160,526	
November	161,500	162,500	
December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



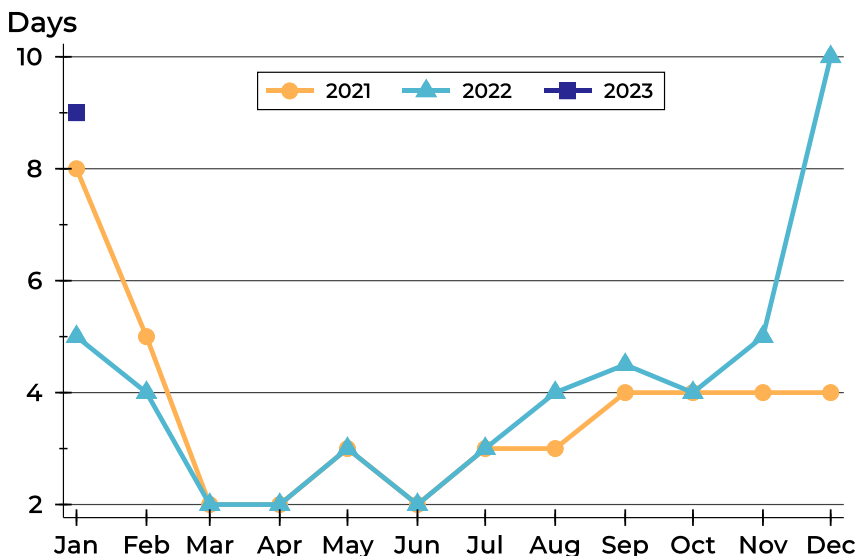
## Central Region Closed Listings Analysis

### Average DOM



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

### Median DOM



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



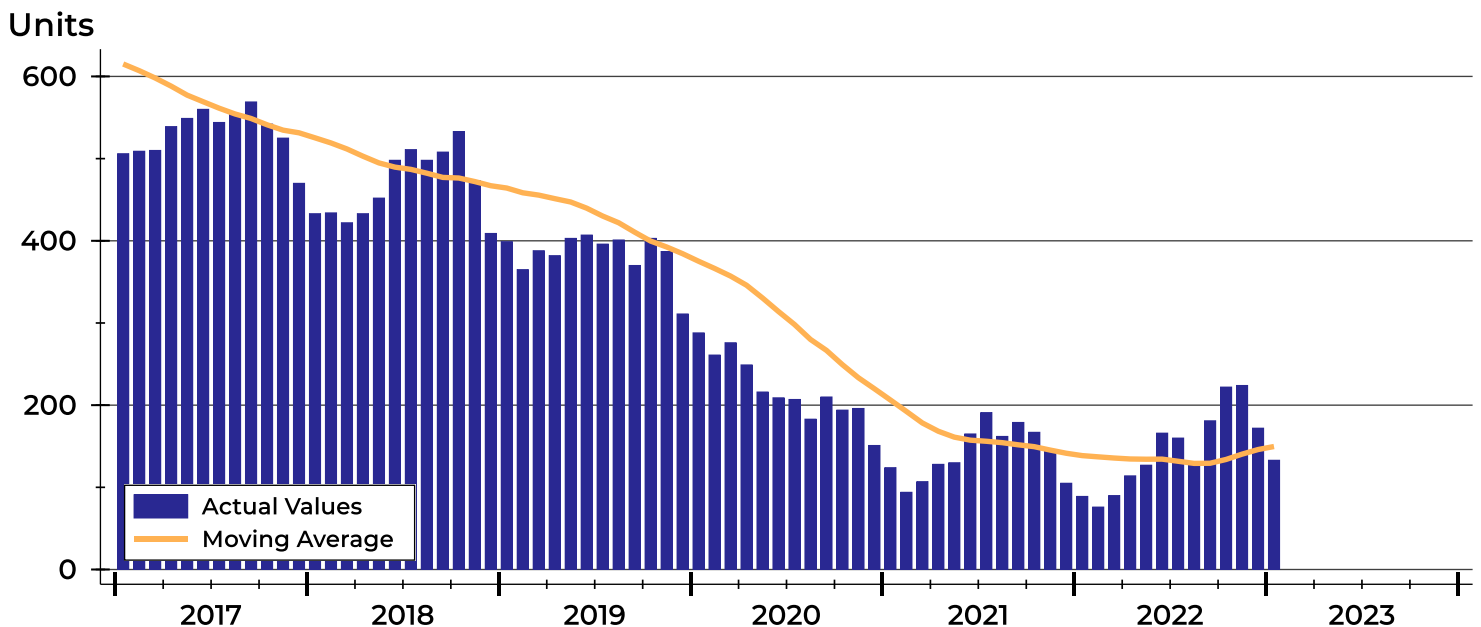
## Central Region Active Listings Analysis

Summary Statistics for Active Listings		2023	End of January 2022	Change
Active Listings		<b>133</b>	89	49.4%
Volume (1,000s)		<b>46,020</b>	21,010	119.0%
Months' Supply		<b>0.6</b>	0.4	50.0%
Average	List Price	<b>346,015</b>	236,063	46.6%
	Days on Market	<b>66</b>	61	8.2%
	Percent of Original	<b>97.4%</b>	97.7%	-0.3%
Median	List Price	<b>252,500</b>	185,000	36.5%
	Days on Market	<b>50</b>	29	72.4%
	Percent of Original	<b>100.0%</b>	100.0%	0.0%

A total of 133 homes were available for sale in Central 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 \$252,500, up 36.5% from 2022. The typical time on market for active listings was 50 days, up from 29 days a year earlier.

## History of Active Listings

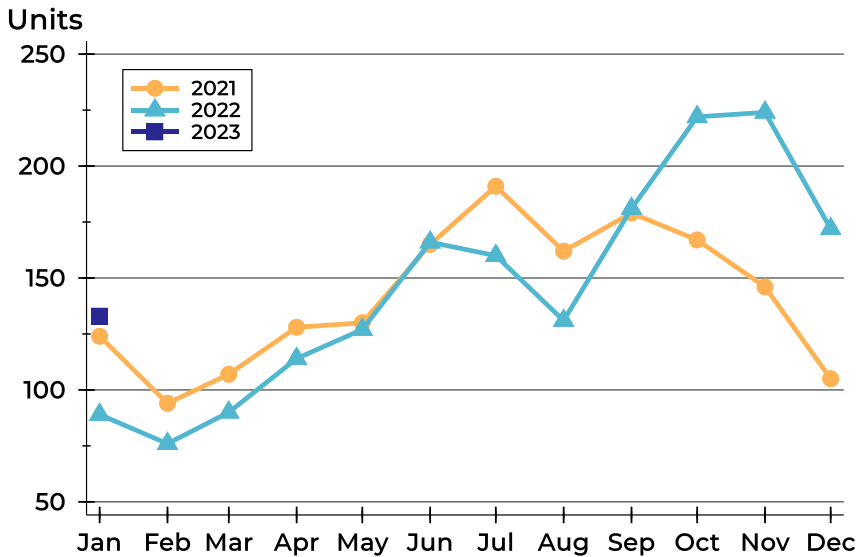






## Central Region Active Listings Analysis

### Active Listings by Month



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

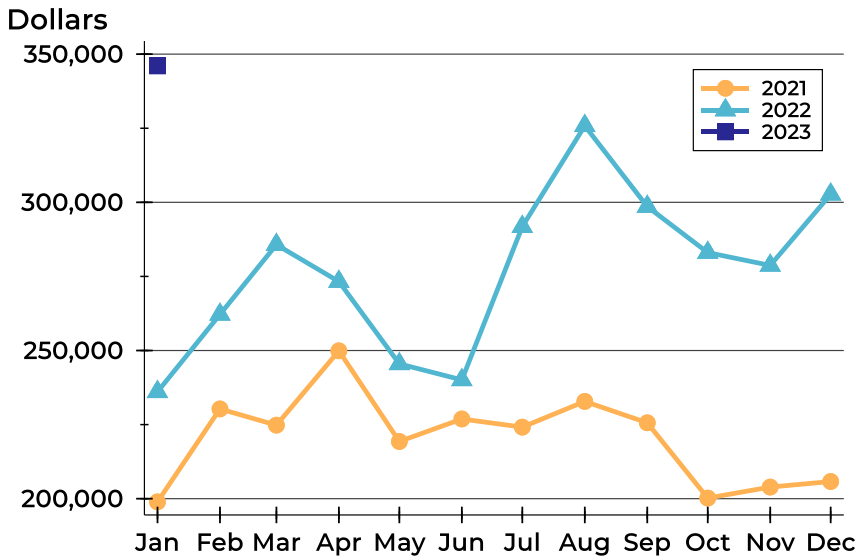
### Active Listings by Price Range

Price Range	Active Listings		Months' Supply	List Price		Days on Market		Price as % of Orig.	
	Number	Percent		Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	2	1.5%	0.7	10,700	10,700	35	35	100.0%	100.0%
\$25,000-\$49,999	7	5.3%	0.8	36,511	37,500	37	21	98.4%	100.0%
\$50,000-\$99,999	16	12.0%	0.4	75,534	75,000	45	28	96.5%	100.0%
\$100,000-\$124,999	6	4.5%	0.3	113,550	114,450	90	61	98.0%	100.0%
\$125,000-\$149,999	1	0.8%	0.0	125,000	125,000	9	9	100.0%	100.0%
\$150,000-\$174,999	4	3.0%	0.2	159,975	162,450	84	75	96.5%	97.1%
\$175,000-\$199,999	13	9.8%	0.7	189,285	190,000	52	55	94.3%	97.2%
\$200,000-\$249,999	17	12.8%	0.6	235,747	239,900	54	49	96.6%	97.8%
\$250,000-\$299,999	16	12.0%	0.7	277,866	274,900	61	62	98.2%	98.9%
\$300,000-\$399,999	20	15.0%	1.0	349,387	344,700	66	46	97.5%	100.0%
\$400,000-\$499,999	18	13.5%	1.7	462,628	469,000	85	59	98.3%	100.0%
\$500,000-\$749,999	10	7.5%	1.8	595,890	570,000	107	75	98.9%	100.0%
\$750,000-\$999,999	1	0.8%	N/A	750,000	750,000	96	96	100.0%	100.0%
\$1,000,000 and up	2	1.5%	N/A	5,075,000	5,075,000	148	148	100.0%	100.0%



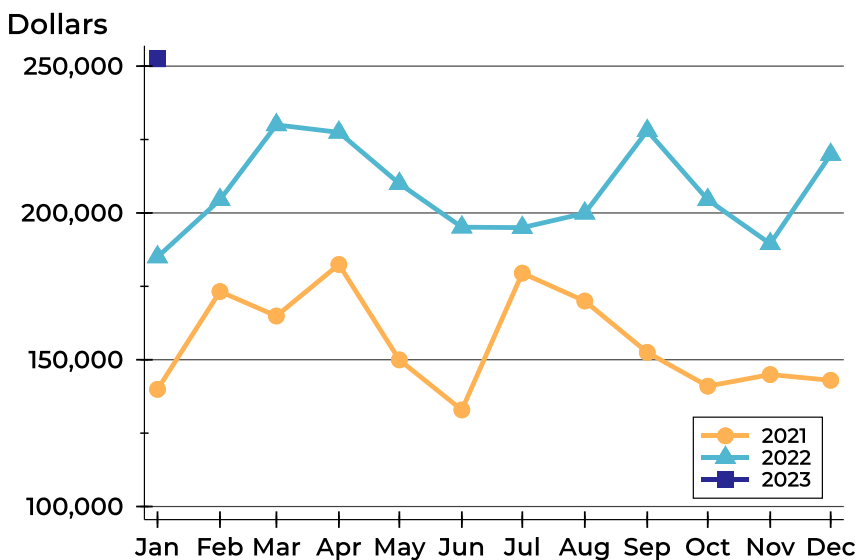
## Central Region Active Listings Analysis

### Average Price



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

### Median Price

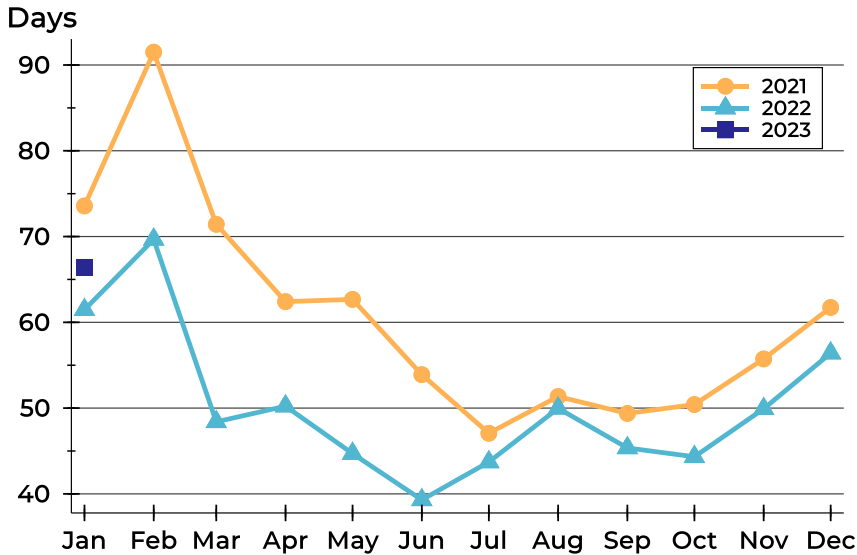


Month	2021	2022	2023
January	139,900	185,000	252,500
February	173,250	204,500	
March	164,900	230,000	
April	182,450	227,450	
May	149,950	210,000	
June	132,900	195,150	
July	179,500	195,000	
August	170,000	199,900	
September	152,500	228,000	
October	141,000	204,500	
November	144,950	189,500	
December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



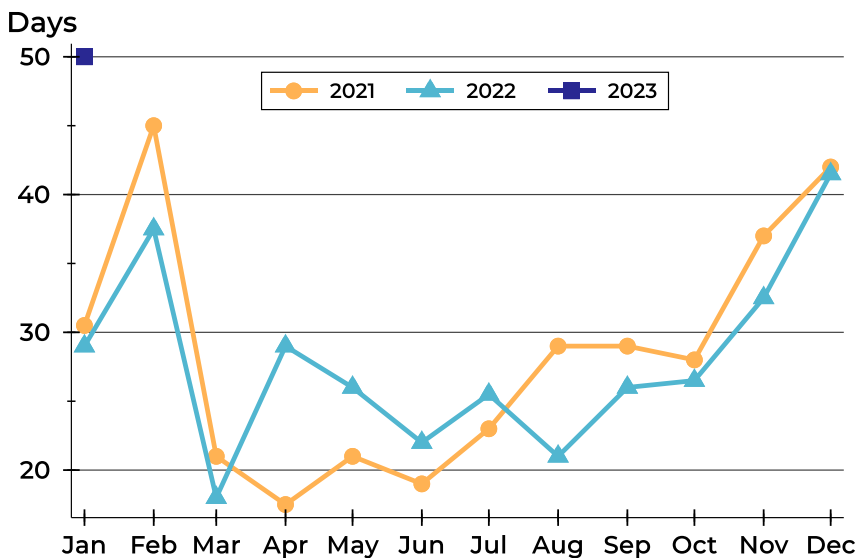
## Central Region Active Listings Analysis

### Average DOM



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

### Median DOM

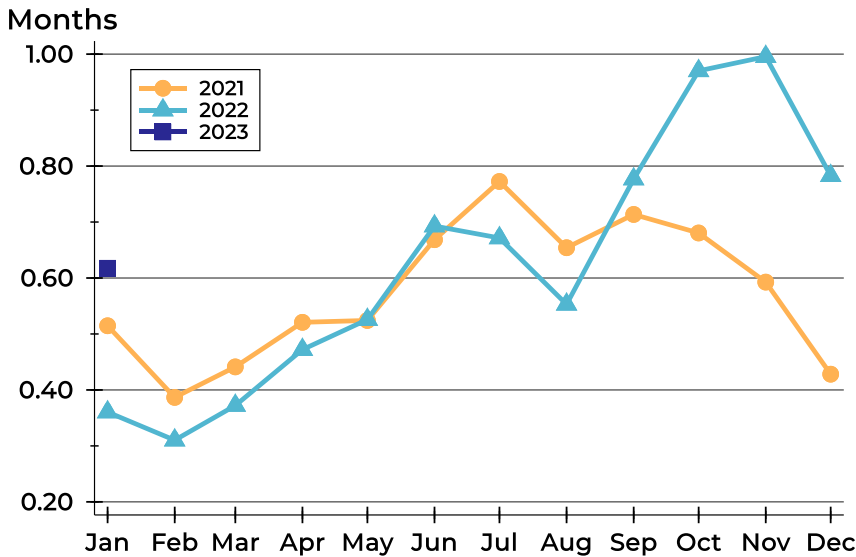


Month	2021	2022	2023
January	31	29	<b>50</b>
February	45	38	
March	21	18	
April	18	29	
May	21	26	
June	19	22	
July	23	26	
August	29	21	
September	29	26	
October	28	27	
November	37	33	
December	42	42	



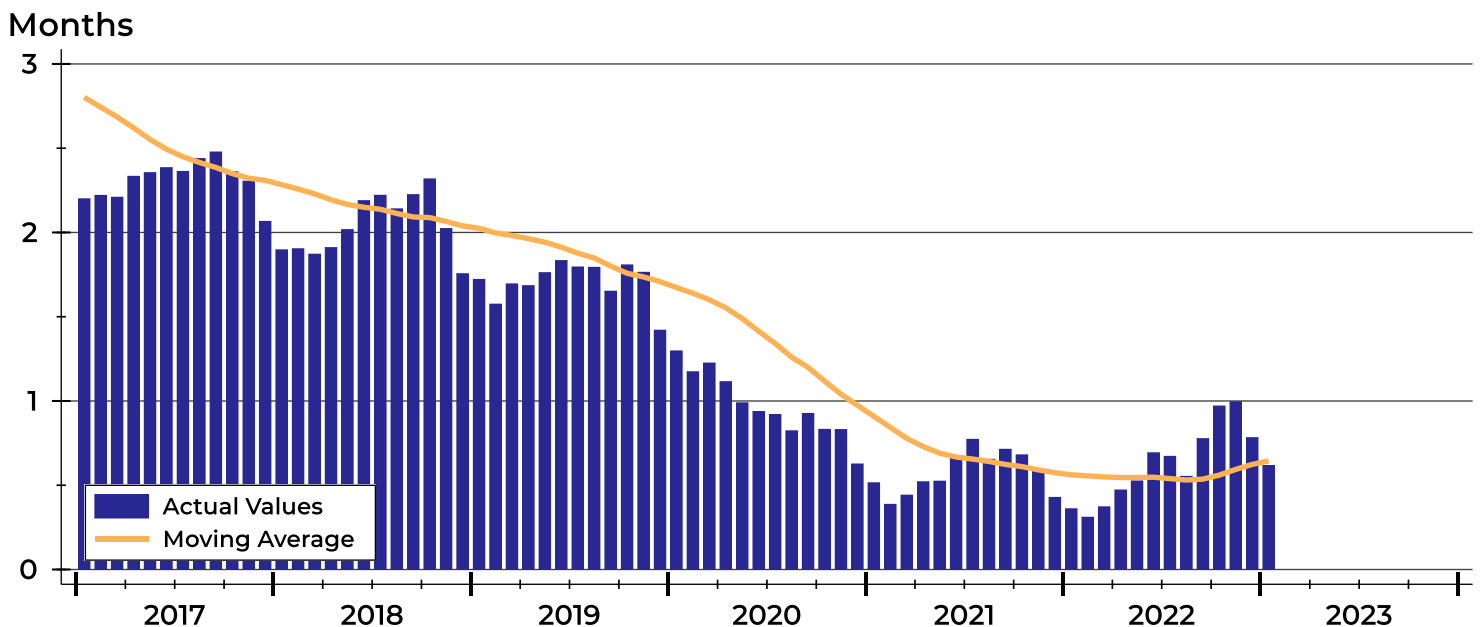
## Central Region Months' Supply Analysis

### Months' Supply by Month



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

### History of Month's Supply





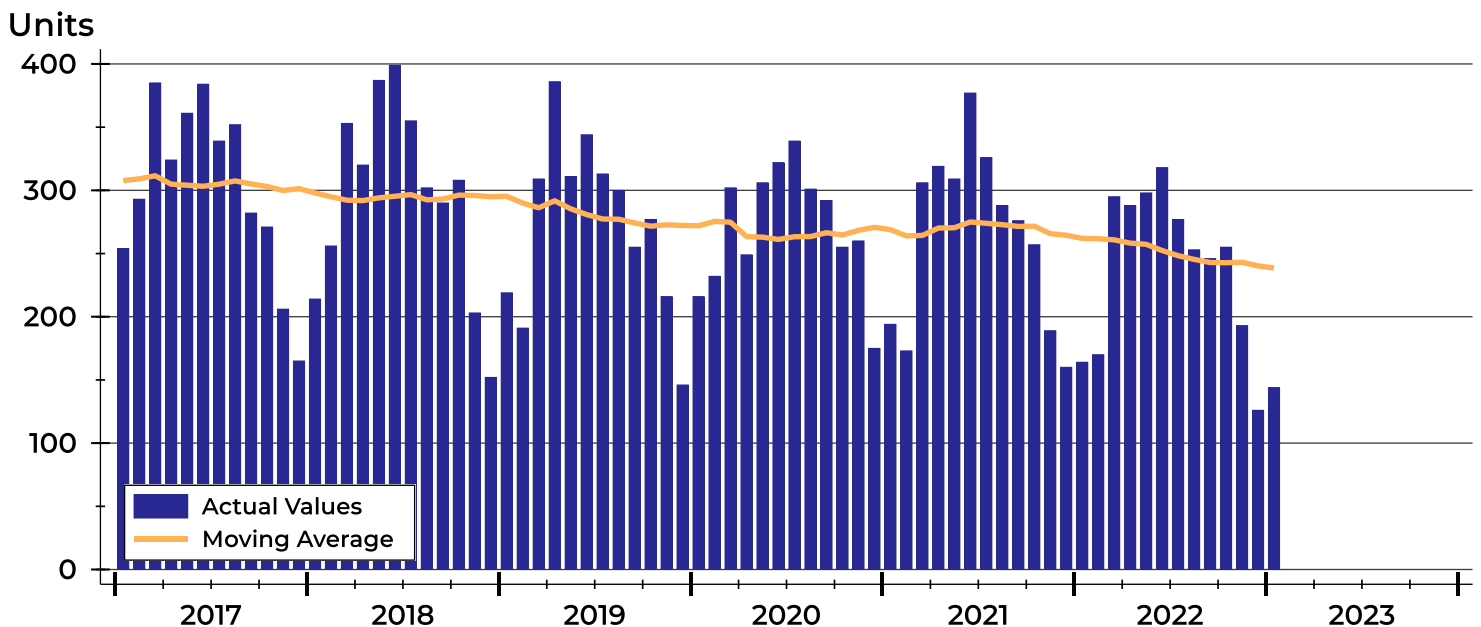
## Central Region New Listings Analysis

Summary Statistics for New Listings		2023	January 2022	Change
Current Month	New Listings	<b>144</b>	164	-12.2%
	Volume (1,000s)	<b>26,833</b>	30,948	-13.3%
	Average List Price	<b>186,340</b>	188,707	-1.3%
	Median List Price	<b>164,950</b>	142,450	15.8%
Year-to-Date	New Listings	<b>144</b>	164	-12.2%
	Volume (1,000s)	<b>26,833</b>	30,948	-13.3%
	Average List Price	<b>186,340</b>	188,707	-1.3%
	Median List Price	<b>164,950</b>	142,450	15.8%

A total of 144 new listings were added in Central Region during January, down 12.2% from the same month in 2022.

The median list price of these homes was \$164,950 up from \$142,450 in 2022.

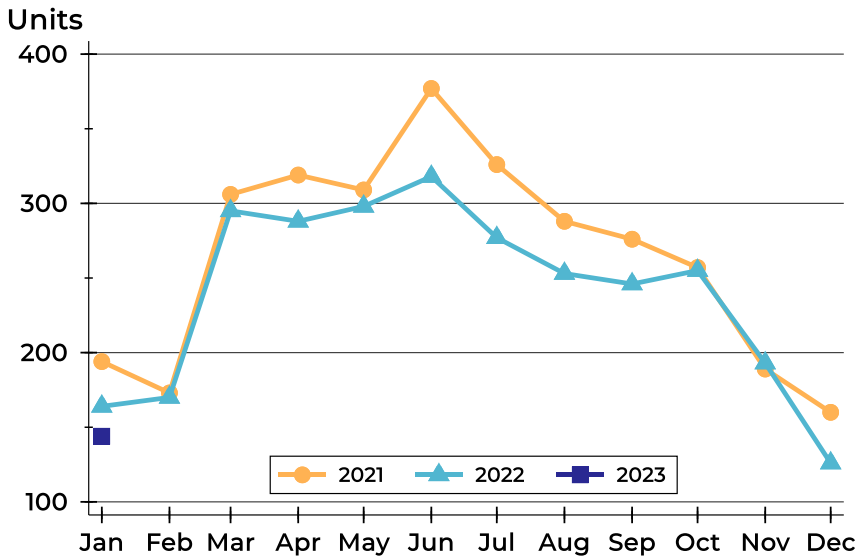
## History of New Listings





## Central Region New Listings Analysis

### New Listings by Month



Month	2021	2022	2023
January	194	164	<b>144</b>
February	173	170	
March	306	295	
April	319	288	
May	309	298	
June	377	318	
July	326	277	
August	288	253	
September	276	246	
October	257	255	
November	189	193	
December	160	126	

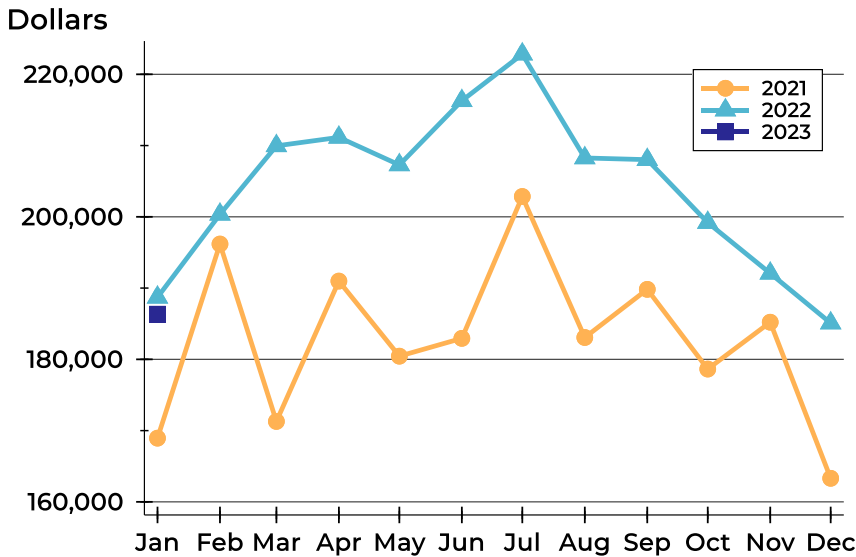
### New Listings by Price Range

Price Range	New Listings		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	2	1.4%	1,350	1,350	16	16	100.0%	100.0%
\$25,000-\$49,999	9	6.3%	38,609	40,000	15	9	93.2%	100.0%
\$50,000-\$99,999	30	20.8%	80,000	82,450	11	3	99.2%	100.0%
\$100,000-\$124,999	15	10.4%	112,247	114,500	8	7	98.1%	100.0%
\$125,000-\$149,999	10	6.9%	135,770	134,450	5	4	100.2%	100.0%
\$150,000-\$174,999	11	7.6%	163,807	164,900	13	7	99.1%	100.0%
\$175,000-\$199,999	13	9.0%	186,515	189,000	7	7	98.6%	100.0%
\$200,000-\$249,999	19	13.2%	230,479	234,900	11	4	99.9%	100.0%
\$250,000-\$299,999	15	10.4%	275,510	275,000	10	10	99.7%	100.0%
\$300,000-\$399,999	11	7.6%	337,877	329,000	9	5	99.7%	100.0%
\$400,000-\$499,999	5	3.5%	453,980	459,900	23	22	99.1%	100.0%
\$500,000-\$749,999	4	2.8%	579,125	542,500	10	11	99.8%	100.0%
\$750,000-\$999,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



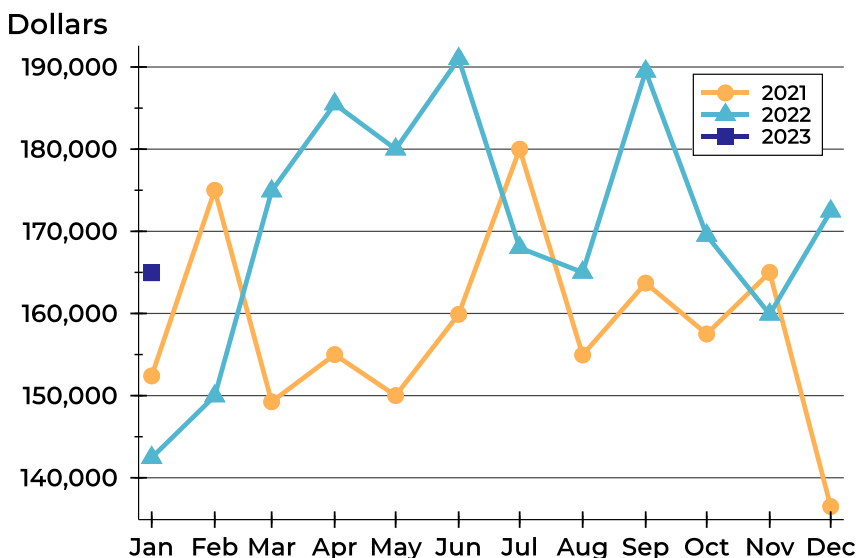
## Central Region New Listings Analysis

### Average Price



Month	2021	2022	2023
January	168,945	188,707	<b>186,340</b>
February	196,183	200,354	
March	171,288	209,965	
April	190,982	211,151	
May	180,446	207,288	
June	182,948	216,292	
July	202,855	222,832	
August	183,067	208,265	
September	189,825	208,024	
October	178,641	199,196	
November	185,214	192,074	
December	163,310	185,091	

### Median Price



Month	2021	2022	2023
January	152,400	142,450	<b>164,950</b>
February	175,000	149,950	
March	149,250	174,900	
April	155,000	185,500	
May	150,000	180,000	
June	159,900	191,000	
July	180,000	168,000	
August	154,950	165,000	
September	163,700	189,475	
October	157,500	169,500	
November	165,000	159,900	
December	136,500	172,450	



## Central Region Contracts Written Analysis

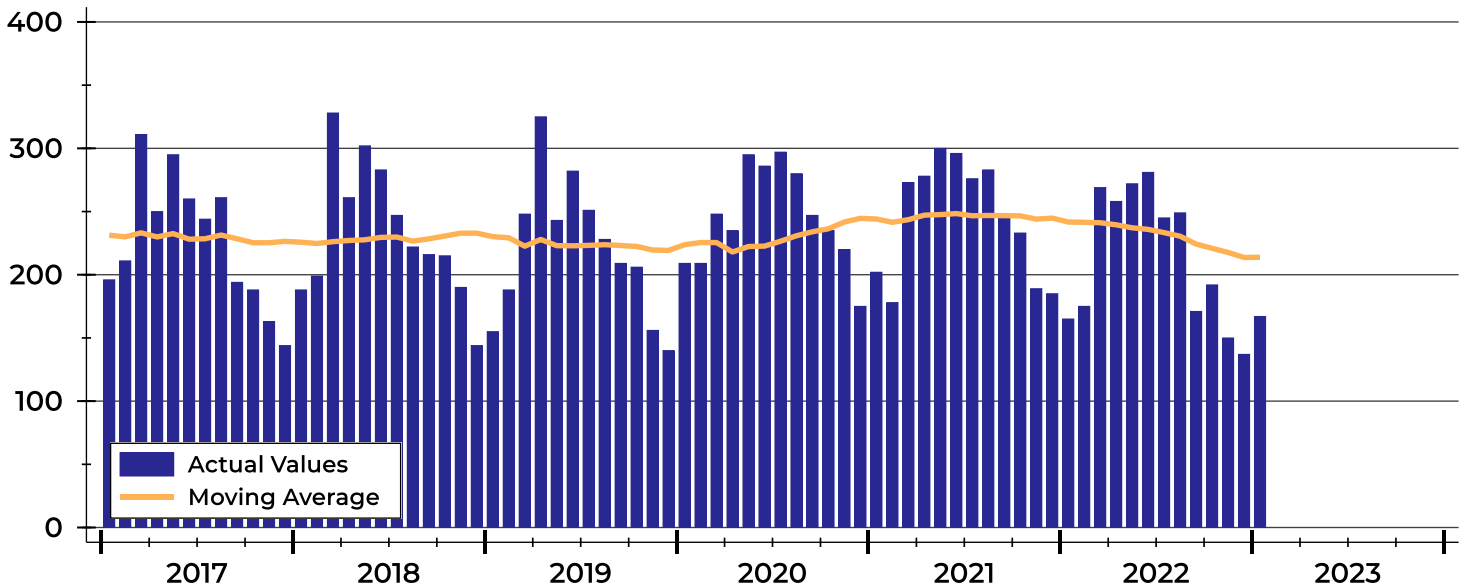
Summary Statistics for Contracts Written		2023	January 2022	Change	2023	Year-to-Date 2022	Change
Contracts Written		<b>167</b>	165	1.2%	<b>167</b>	165	1.2%
Volume (1,000s)		<b>30,143</b>	28,011	7.6%	<b>30,143</b>	28,011	7.6%
Average	Sale Price	<b>180,495</b>	169,765	6.3%	<b>180,495</b>	169,765	6.3%
	Days on Market	<b>29</b>	19	52.6%	<b>29</b>	19	52.6%
	Percent of Original	<b>96.7%</b>	98.1%	-1.4%	<b>96.7%</b>	98.1%	-1.4%
Median	Sale Price	<b>150,000</b>	136,000	10.3%	<b>150,000</b>	136,000	10.3%
	Days on Market	<b>11</b>	4	175.0%	<b>11</b>	4	175.0%
	Percent of Original	<b>100.0%</b>	100.0%	0.0%	<b>100.0%</b>	100.0%	0.0%

A total of 167 contracts for sale were written in Central Region during the month of January, up from 165 in 2022. The median list price of these homes was \$150,000, up from \$136,000 the prior year.

Half of the homes that went under contract in January were on the market less than 11 days, compared to 4 days in January 2022.

## History of Contracts Written

Units

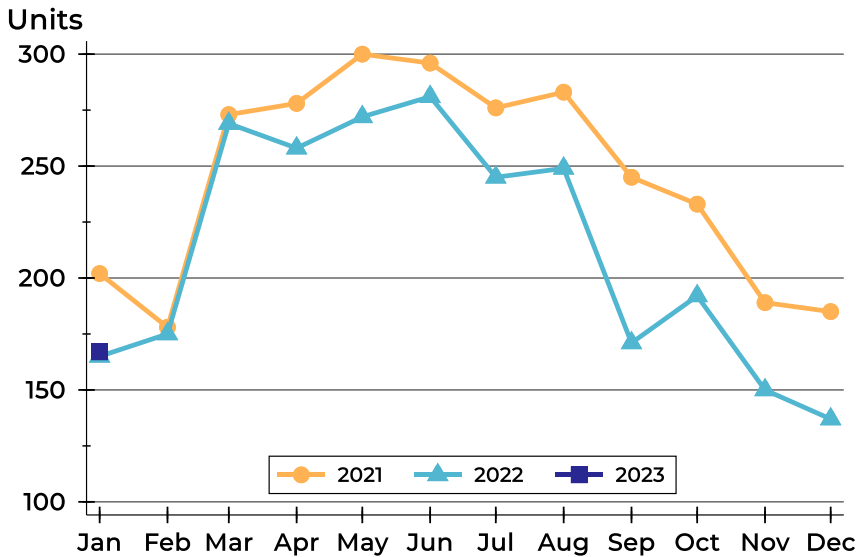






## Central Region Contracts Written Analysis

### Contracts Written by Month



Month	2021	2022	2023
January	202	165	<b>167</b>
February	178	175	
March	273	269	
April	278	258	
May	300	272	
June	296	281	
July	276	245	
August	283	249	
September	245	171	
October	233	192	
November	189	150	
December	185	137	

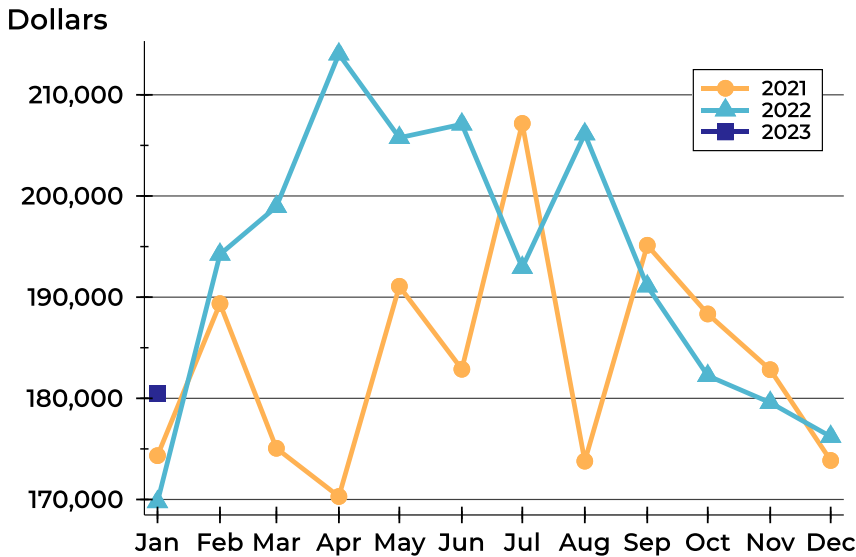
### Contracts Written by Price Range

Price Range	Contracts Written		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	1	0.6%	15,500	15,500	15	15	80.4%	80.4%
\$25,000-\$49,999	7	4.2%	39,257	40,000	28	19	84.0%	100.0%
\$50,000-\$99,999	40	24.0%	82,379	85,000	23	7	96.1%	100.0%
\$100,000-\$124,999	17	10.2%	112,924	114,500	21	8	96.3%	100.0%
\$125,000-\$149,999	15	9.0%	135,940	134,900	23	4	99.4%	100.0%
\$150,000-\$174,999	17	10.2%	161,085	162,500	34	24	97.0%	100.0%
\$175,000-\$199,999	17	10.2%	185,671	189,000	19	11	97.4%	100.0%
\$200,000-\$249,999	17	10.2%	227,412	229,000	29	4	99.3%	100.0%
\$250,000-\$299,999	15	9.0%	277,707	279,000	45	15	96.7%	100.0%
\$300,000-\$399,999	13	7.8%	342,700	329,000	39	30	97.9%	100.0%
\$400,000-\$499,999	6	3.6%	479,883	484,700	64	46	97.5%	98.9%
\$500,000-\$749,999	1	0.6%	512,500	512,500	0	0	100.0%	100.0%
\$750,000-\$999,999	1	0.6%	825,000	825,000	99	99	100.0%	100.0%
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



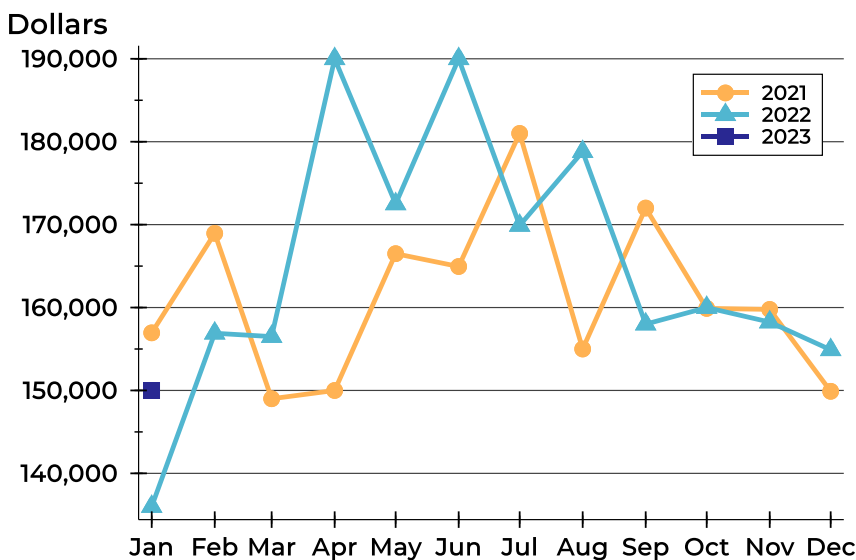
## Central Region Contracts Written Analysis

### Average Price



Month	2021	2022	2023
January	174,336	169,765	<b>180,495</b>
February	189,360	194,225	
March	175,063	198,943	
April	170,296	214,021	
May	191,077	205,760	
June	182,875	207,092	
July	207,173	192,922	
August	173,790	206,125	
September	195,130	191,089	
October	188,340	182,235	
November	182,831	179,574	
December	173,857	176,218	

### Median Price

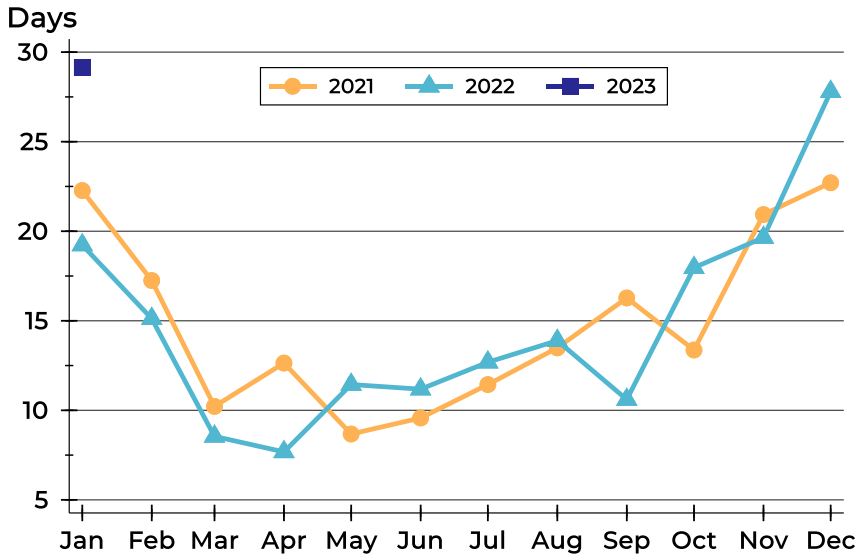


Month	2021	2022	2023
January	156,950	136,000	<b>150,000</b>
February	168,950	156,900	
March	149,000	156,500	
April	150,000	190,000	
May	166,500	172,500	
June	164,950	190,000	
July	181,000	169,900	
August	155,000	178,800	
September	172,000	158,000	
October	159,900	160,000	
November	159,777	158,250	
December	149,900	154,900	



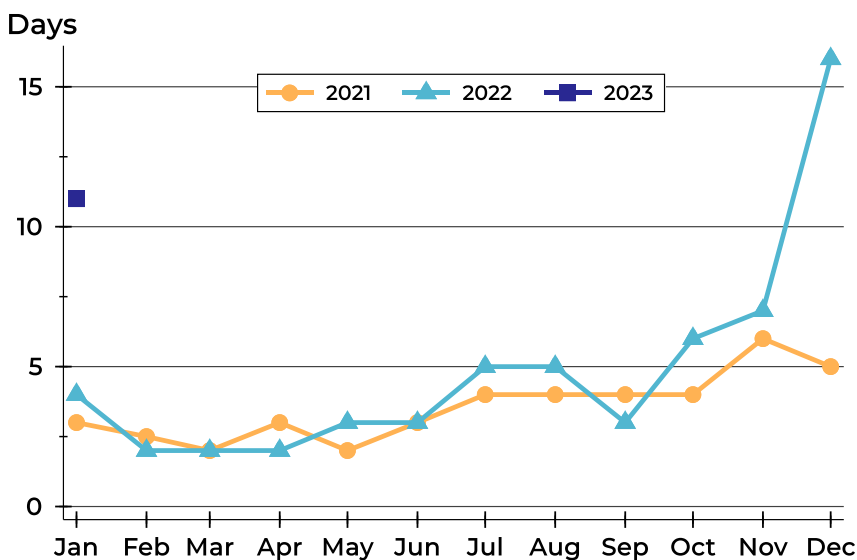
## Central Region Contracts Written Analysis

### Average DOM



Month	2021	2022	2023
January	22	19	29
February	17	15	
March	10	9	
April	13	8	
May	9	11	
June	10	11	
July	11	13	
August	13	14	
September	16	11	
October	13	18	
November	21	20	
December	23	28	

### Median DOM



Month	2021	2022	2023
January	3	4	11
February	3	2	
March	2	2	
April	3	2	
May	2	3	
June	3	3	
July	4	5	
August	4	5	
September	4	3	
October	4	6	
November	6	7	
December	5	16	



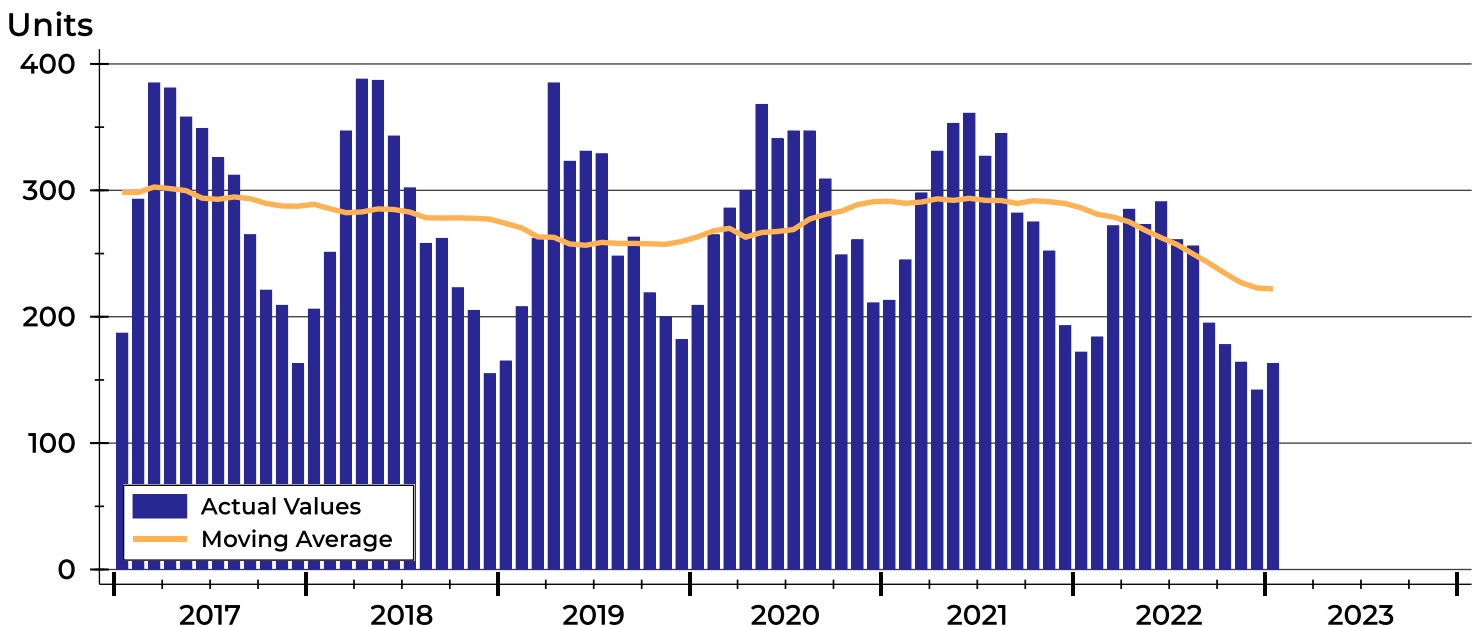
# Central Region Pending Contracts Analysis

Summary Statistics for Pending Contracts		End of January		
		2023	2022	Change
Pending Contracts		163	172	-5.2%
Volume (1,000s)		33,075	32,306	2.4%
Average	List Price	202,917	187,823	8.0%
	Days on Market	33	23	43.5%
	Percent of Original	97.5%	98.5%	-1.0%
Median	List Price	169,500	154,900	9.4%
	Days on Market	13	5	160.0%
	Percent of Original	100.0%	100.0%	0.0%

A total of 163 listings in Central Region had contracts pending at the end of January, down from 172 contracts pending at the end of January 2022.

Pending contracts reflect listings with a contract in place at the end of the month. In contrast, contracts written measures the number of listings put under contract during the month.

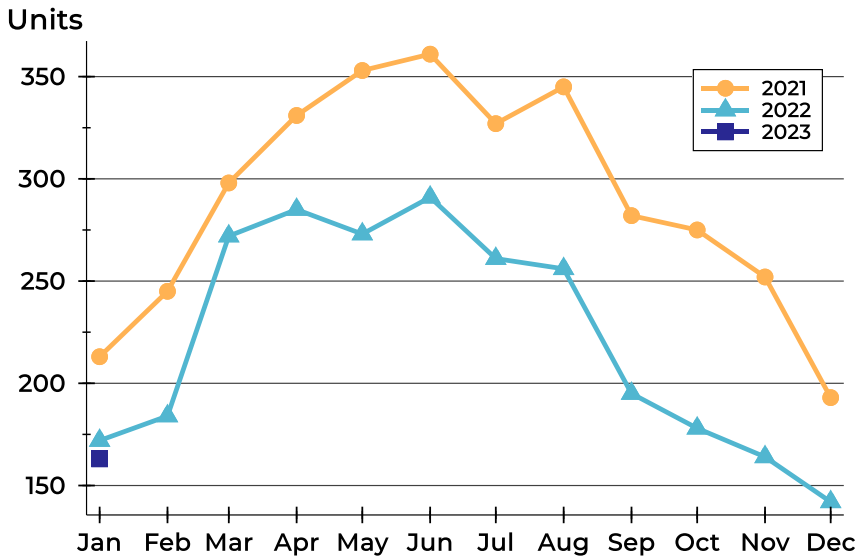
## History of Pending Contracts





## Central Region Pending Contracts Analysis

### Pending Contracts by Month



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

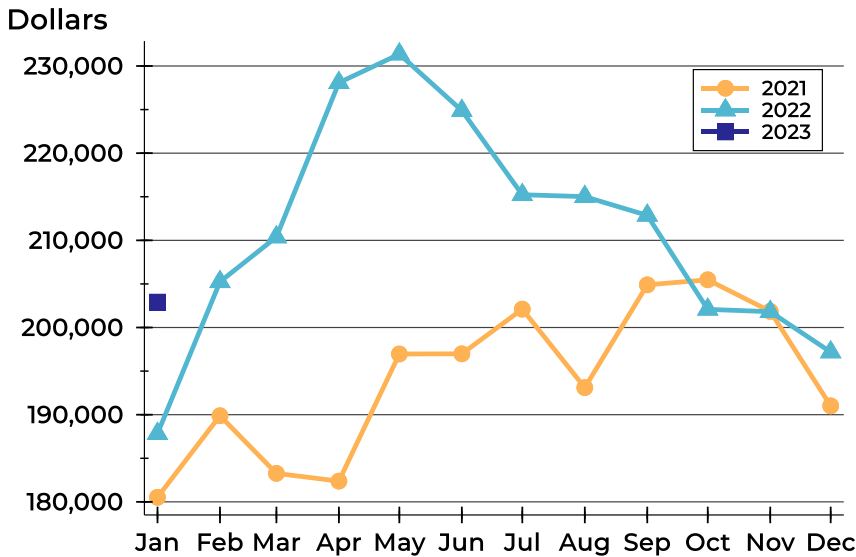
### Pending Contracts by Price Range

Price Range	Pending Contracts		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$25,000-\$49,999	5	3.1%	40,980	40,000	35	49	91.1%	100.0%
\$50,000-\$99,999	28	17.2%	83,568	85,250	44	17	96.0%	100.0%
\$100,000-\$124,999	18	11.0%	112,206	113,250	20	8	97.6%	100.0%
\$125,000-\$149,999	15	9.2%	137,607	138,000	26	4	98.7%	100.0%
\$150,000-\$174,999	19	11.7%	161,222	162,500	30	17	98.2%	100.0%
\$175,000-\$199,999	16	9.8%	185,100	188,500	21	14	97.9%	100.0%
\$200,000-\$249,999	16	9.8%	229,878	229,950	31	15	98.3%	100.0%
\$250,000-\$299,999	20	12.3%	277,010	275,000	44	23	96.7%	100.0%
\$300,000-\$399,999	13	8.0%	348,346	349,900	41	5	98.4%	100.0%
\$400,000-\$499,999	8	4.9%	450,238	454,475	34	32	99.3%	100.0%
\$500,000-\$749,999	4	2.5%	562,100	560,450	4	2	100.0%	100.0%
\$750,000-\$999,999	1	0.6%	825,000	825,000	99	99	100.0%	100.0%
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



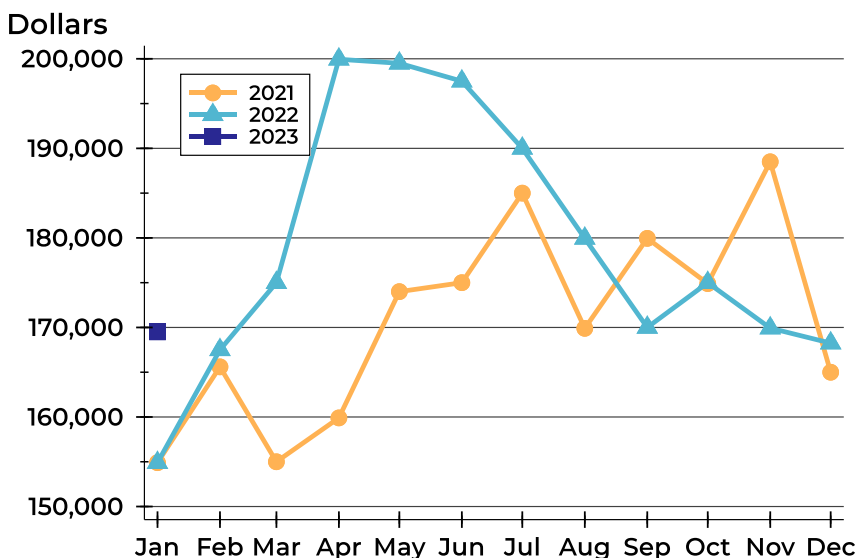
## Central Region Pending Contracts Analysis

### Average Price



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

### Median Price

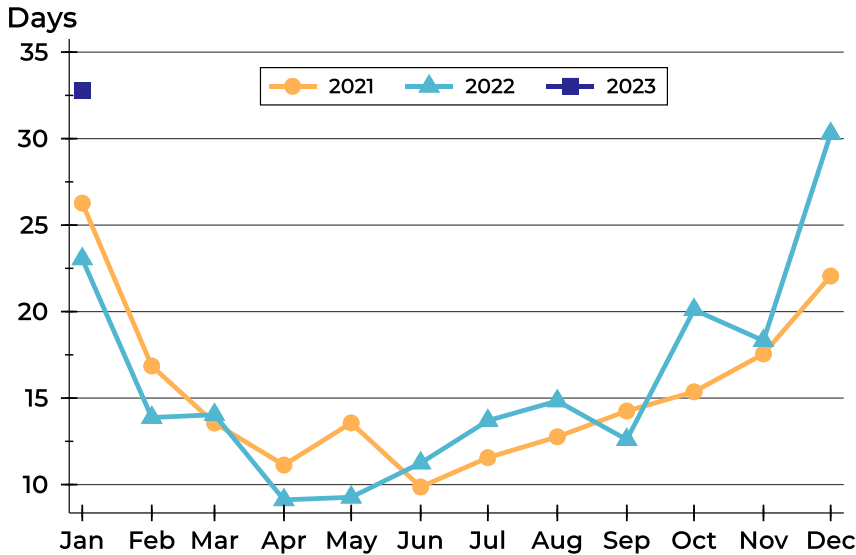


Month	2021	2022	2023
January	154,900	154,900	<b>169,500</b>
February	165,600	167,500	
March	155,000	174,999	
April	159,900	199,950	
May	174,000	199,500	
June	175,000	197,500	
July	185,000	190,000	
August	169,900	179,950	
September	179,950	170,000	
October	174,900	175,000	
November	188,500	169,925	
December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



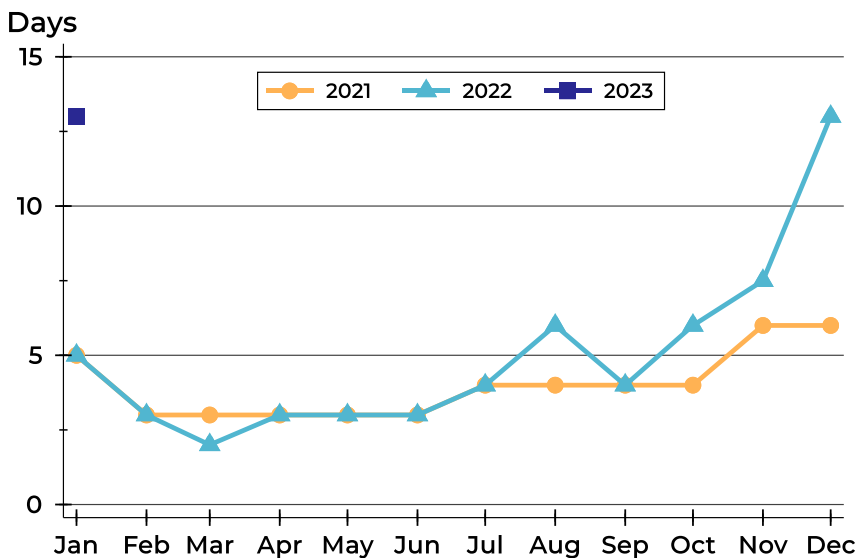
## Central Region Pending Contracts Analysis

### Average DOM



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

### Median DOM



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



## North Region Housing Report



### Market Overview

#### North Region Home Sales Fell in January

Total home sales in North Region fell last month to 20 units, compared to 28 units in January 2022. Total sales volume was \$3.9 million, down from a year earlier.

The median sale price in January was \$188,950, down from \$192,000 a year earlier. Homes that sold in January were typically on the market for 16 days and sold for 96.8% of their list prices.

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

The total number of active listings in North Region at the end of January was 34 units, up from 20 at the same point in 2022. This represents a 1.2 months' supply of homes available for sale. The median list price of homes on the market at the end of January was \$225,000.

During January, a total of 14 contracts were written down from 31 in January 2022. At the end of the month, there were 17 contracts still pending.

### Report Contents

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

### Contact Information

Linda Briden, Chief Executive Officer  
 Sunflower Association of REALTORS®  
 3646 SW Plass  
 Topeka, KS 66611  
 785-267-3215  
[Linda@SunflowerRealtors.com](mailto:Linda@SunflowerRealtors.com)  
[www.SunflowerRealtors.com](http://www.SunflowerRealtors.com)





## North Region Summary Statistics

January MLS Statistics Three-year History		Current Month			Year-to-Date		
		2023	2022	2021	2023	2022	2021
<b>Home Sales</b>		<b>20</b>	<b>28</b>	<b>13</b>	<b>20</b>	<b>28</b>	<b>13</b>
Change from prior year		-28.6%	115.4%	-13.3%	-28.6%	115.4%	-13.3%
<b>Active Listings</b>		<b>34</b>	<b>20</b>	<b>37</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
Change from prior year		70.0%	-45.9%	-49.3%			
<b>Months' Supply</b>		<b>1.2</b>	<b>0.6</b>	<b>1.3</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
Change from prior year		100.0%	-53.8%	-59.4%			
<b>New Listings</b>		<b>21</b>	<b>26</b>	<b>23</b>	<b>21</b>	<b>26</b>	<b>23</b>
Change from prior year		-19.2%	13.0%	-17.9%	-19.2%	13.0%	-17.9%
<b>Contracts Written</b>		<b>14</b>	<b>31</b>	<b>25</b>	<b>14</b>	<b>31</b>	<b>25</b>
Change from prior year		-54.8%	24.0%	25.0%	-54.8%	24.0%	25.0%
<b>Pending Contracts</b>		<b>17</b>	<b>31</b>	<b>32</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
Change from prior year		-45.2%	-3.1%	45.5%			
<b>Sales Volume (1,000s)</b>		<b>3,898</b>	<b>6,135</b>	<b>2,029</b>	<b>3,898</b>	<b>6,135</b>	<b>2,029</b>
Change from prior year		-36.5%	202.4%	-25.6%	-36.5%	202.4%	-25.6%
<b>Average</b>	<b>Sale Price</b>	<b>194,885</b>	<b>219,124</b>	<b>156,100</b>	<b>194,885</b>	<b>219,124</b>	<b>156,100</b>
	Change from prior year	-11.1%	40.4%	-14.1%	-11.1%	40.4%	-14.1%
	<b>List Price of Actives</b>	<b>267,685</b>	<b>265,863</b>	<b>137,698</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
	Change from prior year	0.7%	93.1%	-25.2%			
	<b>Days on Market</b>	<b>31</b>	<b>37</b>	<b>21</b>	<b>31</b>	<b>37</b>	<b>21</b>
Change from prior year	-16.2%	76.2%	-55.3%	-16.2%	76.2%	-55.3%	
<b>Percent of List</b>	<b>96.0%</b>	<b>97.2%</b>	<b>98.8%</b>	<b>96.0%</b>	<b>97.2%</b>	<b>98.8%</b>	
Change from prior year	-1.2%	-1.6%	5.6%	-1.2%	-1.6%	5.6%	
<b>Percent of Original</b>	<b>92.4%</b>	<b>94.4%</b>	<b>97.2%</b>	<b>92.4%</b>	<b>94.4%</b>	<b>97.2%</b>	
Change from prior year	-2.1%	-2.9%	8.4%	-2.1%	-2.9%	8.4%	
<b>Median</b>	<b>Sale Price</b>	<b>188,950</b>	<b>192,000</b>	<b>165,000</b>	<b>188,950</b>	<b>192,000</b>	<b>165,000</b>
	Change from prior year	-1.6%	16.4%	9.3%	-1.6%	16.4%	9.3%
	<b>List Price of Actives</b>	<b>225,000</b>	<b>214,700</b>	<b>124,000</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
	Change from prior year	4.8%	73.1%	-17.1%			
	<b>Days on Market</b>	<b>16</b>	<b>17</b>	<b>5</b>	<b>16</b>	<b>17</b>	<b>5</b>
Change from prior year	-5.9%	240.0%	-79.2%	-5.9%	240.0%	-79.2%	
<b>Percent of List</b>	<b>96.8%</b>	<b>100.0%</b>	<b>98.4%</b>	<b>96.8%</b>	<b>100.0%</b>	<b>98.4%</b>	
Change from prior year	-3.2%	1.6%	0.5%	-3.2%	1.6%	0.5%	
<b>Percent of Original</b>	<b>94.4%</b>	<b>97.8%</b>	<b>97.2%</b>	<b>94.4%</b>	<b>97.8%</b>	<b>97.2%</b>	
Change from prior year	-3.5%	0.6%	2.5%	-3.5%	0.6%	2.5%	

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



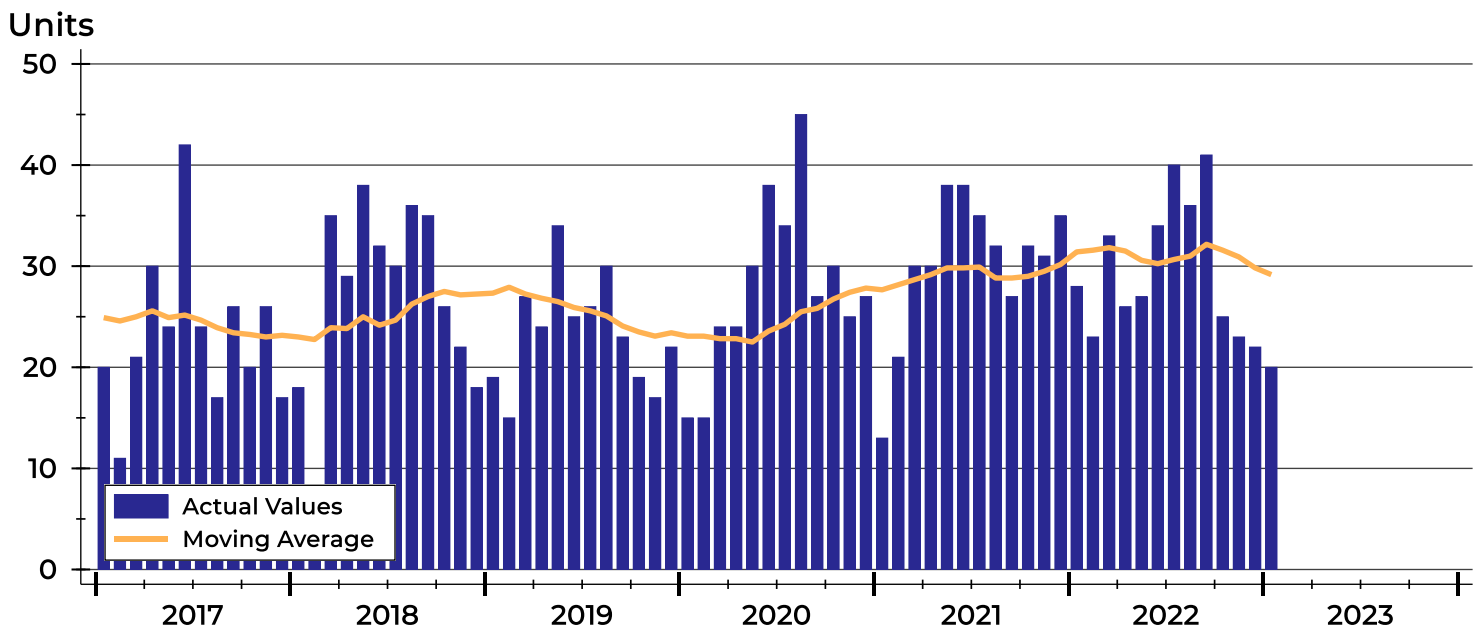
## North Region Closed Listings Analysis

Summary Statistics for Closed Listings		January			Year-to-Date		
		2023	2022	Change	2023	2022	Change
Closed Listings		20	28	-28.6%	20	28	-28.6%
Volume (1,000s)		3,898	6,135	-36.5%	3,898	6,135	-36.5%
Months' Supply		1.2	0.6	100.0%	N/A	N/A	N/A
Average	Sale Price	194,885	219,124	-11.1%	194,885	219,124	-11.1%
	Days on Market	31	37	-16.2%	31	37	-16.2%
	Percent of List	96.0%	97.2%	-1.2%	96.0%	97.2%	-1.2%
	Percent of Original	92.4%	94.4%	-2.1%	92.4%	94.4%	-2.1%
Median	Sale Price	188,950	192,000	-1.6%	188,950	192,000	-1.6%
	Days on Market	16	17	-5.9%	16	17	-5.9%
	Percent of List	96.8%	100.0%	-3.2%	96.8%	100.0%	-3.2%
	Percent of Original	94.4%	97.8%	-3.5%	94.4%	97.8%	-3.5%

A total of 20 homes sold in North Region in January, down from 28 units in January 2022. Total sales volume fell to \$3.9 million compared to \$6.1 million in the previous year.

The median sales price in January was \$188,950, down 1.6% compared to the prior year. Median days on market was 16 days, down from 20 days in December, and down from 17 in January 2022.

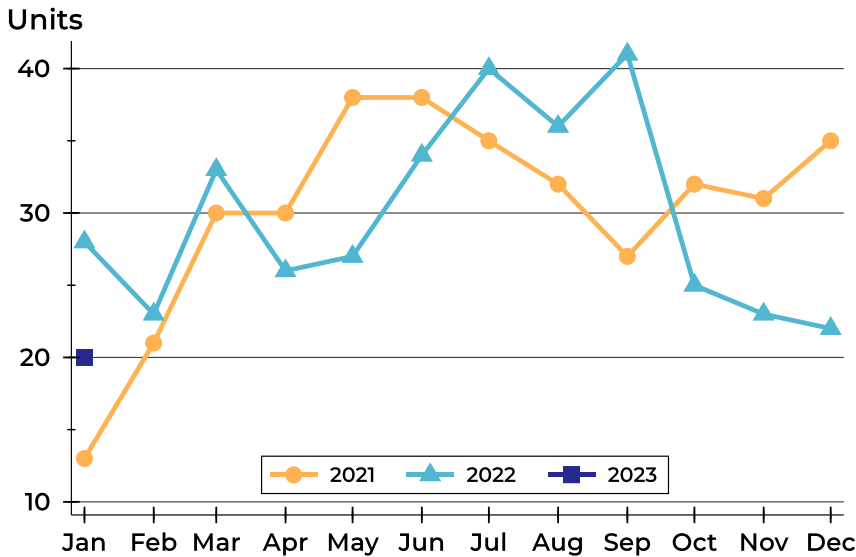
## History of Closed Listings





## North Region Closed Listings Analysis

### Closed Listings by Month



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

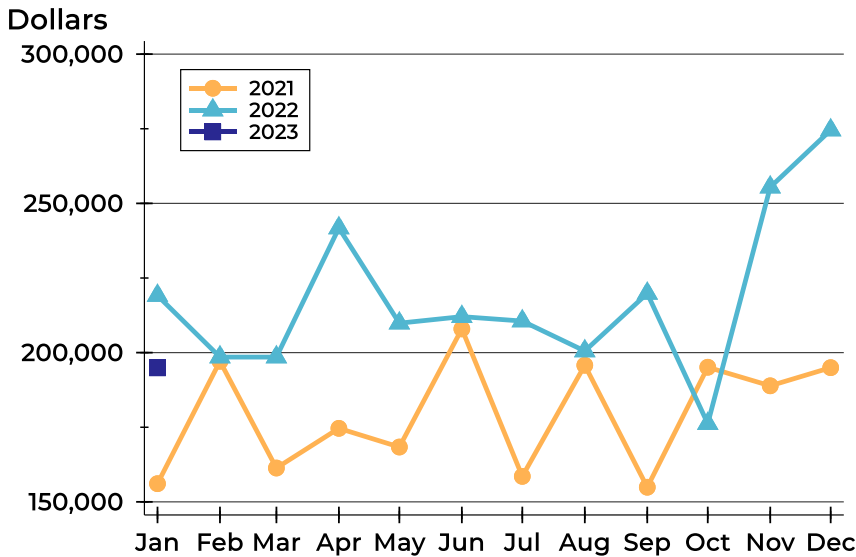
### Closed Listings by Price Range

Price Range	Sales		Months' Supply	Sale Price		Days on Market		Price as % of List		Price as % of Orig.	
	Number	Percent		Average	Median	Avg.	Med.	Avg.	Med.	Avg.	Med.
Below \$25,000	1	5.0%	0.0	23,000	23,000	108	108	76.7%	76.7%	46.0%	46.0%
\$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	2	10.0%	2.2	66,000	66,000	28	28	91.8%	91.8%	88.5%	88.5%
\$100,000-\$124,999	2	10.0%	0.7	103,750	103,750	31	31	94.4%	94.4%	94.4%	94.4%
\$125,000-\$149,999	2	10.0%	1.5	144,900	144,900	104	104	100.0%	100.0%	84.3%	84.3%
\$150,000-\$174,999	2	10.0%	0.5	160,000	160,000	13	13	99.3%	99.3%	99.3%	99.3%
\$175,000-\$199,999	2	10.0%	0.5	188,950	188,950	12	12	88.8%	88.8%	88.8%	88.8%
\$200,000-\$249,999	5	25.0%	1.1	211,500	215,000	23	17	94.6%	93.1%	93.8%	93.0%
\$250,000-\$299,999	1	5.0%	1.0	280,000	280,000	5	5	109.2%	109.2%	109.2%	109.2%
\$300,000-\$399,999	2	10.0%	1.8	335,000	335,000	6	6	98.6%	98.6%	98.6%	98.6%
\$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	1	5.0%	3.4	540,000	540,000	9	9	115.1%	115.1%	115.1%	115.1%
\$750,000-\$999,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A



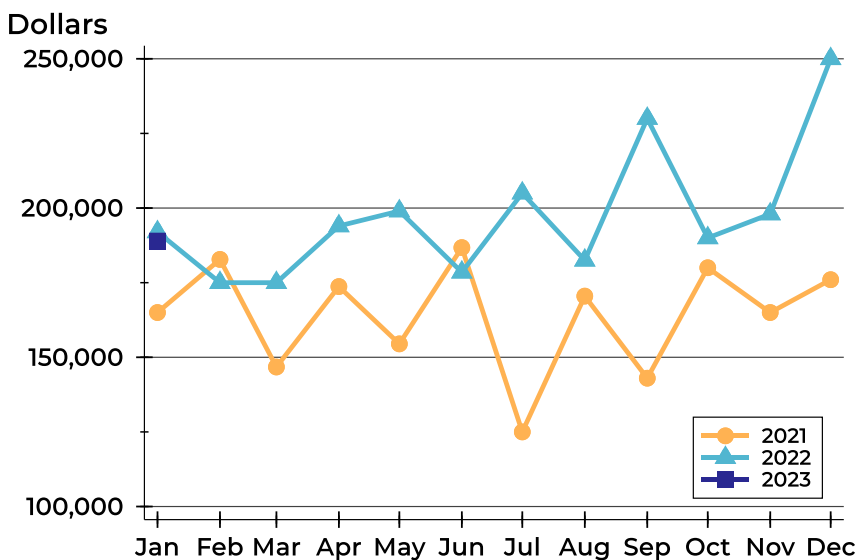
## North Region Closed Listings Analysis

### Average Price



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

### Median Price

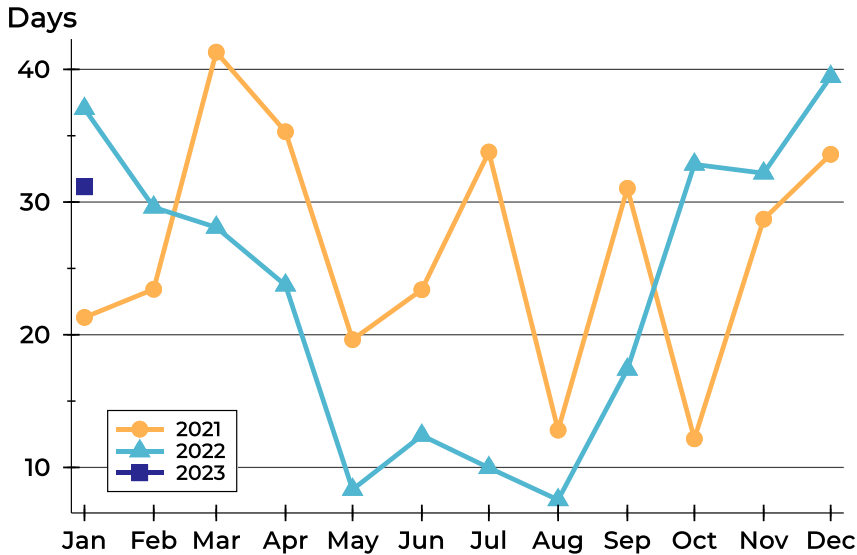


Month	2021	2022	2023
January	165,000	192,000	<b>188,950</b>
February	182,800	175,000	
March	146,750	175,000	
April	173,700	194,000	
May	154,500	199,000	
June	186,750	178,500	
July	125,000	205,000	
August	170,500	182,500	
September	143,000	230,000	
October	180,000	190,000	
November	165,000	198,000	
December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



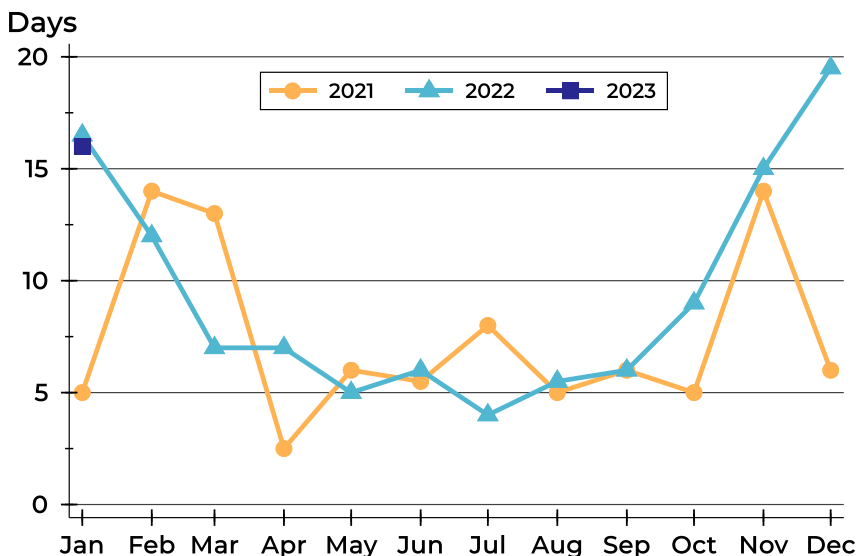
## North Region Closed Listings Analysis

### Average DOM



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

### Median DOM



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



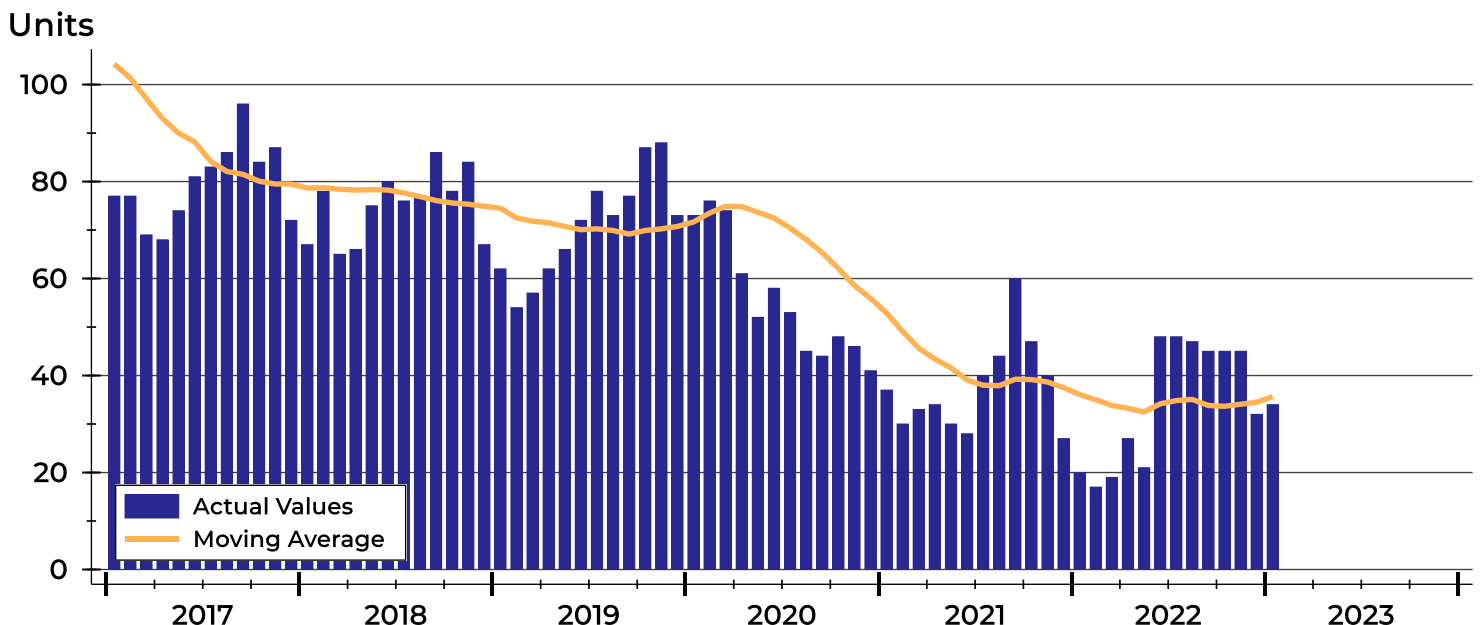
## North Region Active Listings Analysis

Summary Statistics for Active Listings		2023	End of January 2022	Change
Active Listings		<b>34</b>	20	70.0%
Volume (1,000s)		<b>9,101</b>	5,317	71.2%
Months' Supply		<b>1.2</b>	0.6	100.0%
Average	List Price	<b>267,685</b>	265,863	0.7%
	Days on Market	<b>94</b>	72	30.6%
	Percent of Original	<b>95.2%</b>	99.5%	-4.3%
Median	List Price	<b>225,000</b>	214,700	4.8%
	Days on Market	<b>70</b>	50	40.0%
	Percent of Original	<b>100.0%</b>	100.0%	0.0%

A total of 34 homes were available for sale in North Region at the end of January. This represents a 1.2 months' supply of active listings.

The median list price of homes on the market at the end of January was \$225,000, up 4.8% from 2022. The typical time on market for active listings was 70 days, up from 50 days a year earlier.

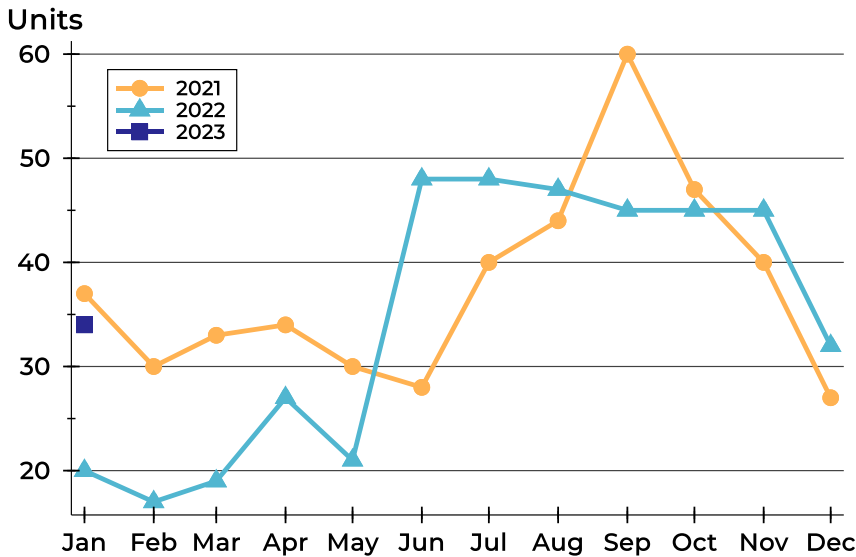
## History of Active Listings





## North Region Active Listings Analysis

### Active Listings by Month



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

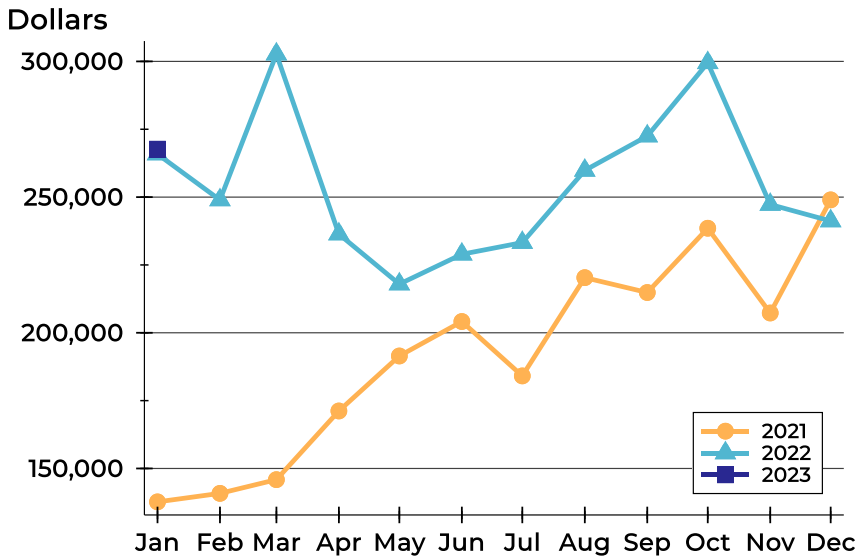
### Active Listings by Price Range

Price Range	Active Listings		Months' Supply	List Price		Days on Market		Price as % of Orig.	
	Number	Percent		Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	0	0.0%	0.0	N/A	N/A	N/A	N/A	N/A	N/A
\$25,000-\$49,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$50,000-\$99,999	6	17.6%	2.2	74,750	72,500	95	74	96.5%	100.0%
\$100,000-\$124,999	1	2.9%	0.7	114,750	114,750	70	70	90.0%	90.0%
\$125,000-\$149,999	4	11.8%	1.5	140,475	143,950	126	102	97.4%	97.9%
\$150,000-\$174,999	2	5.9%	0.5	155,000	155,000	150	150	91.7%	91.7%
\$175,000-\$199,999	2	5.9%	0.5	194,700	194,700	163	163	91.9%	91.9%
\$200,000-\$249,999	5	14.7%	1.1	232,600	230,000	19	19	100.0%	100.0%
\$250,000-\$299,999	3	8.8%	1.0	288,250	284,900	84	99	100.0%	100.0%
\$300,000-\$399,999	7	20.6%	1.8	369,286	379,000	66	54	95.1%	100.0%
\$400,000-\$499,999	1	2.9%	N/A	495,000	495,000	450	450	94.3%	94.3%
\$500,000-\$749,999	2	5.9%	3.4	692,000	692,000	50	50	78.7%	78.7%
\$750,000-\$999,999	1	2.9%	N/A	785,000	785,000	73	73	92.4%	92.4%
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A



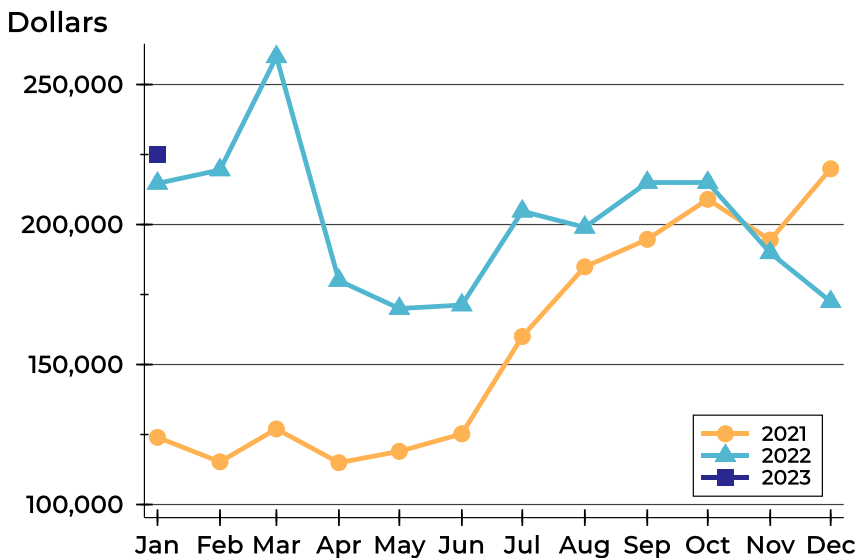
## North Region Active Listings Analysis

### Average Price



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

### Median Price



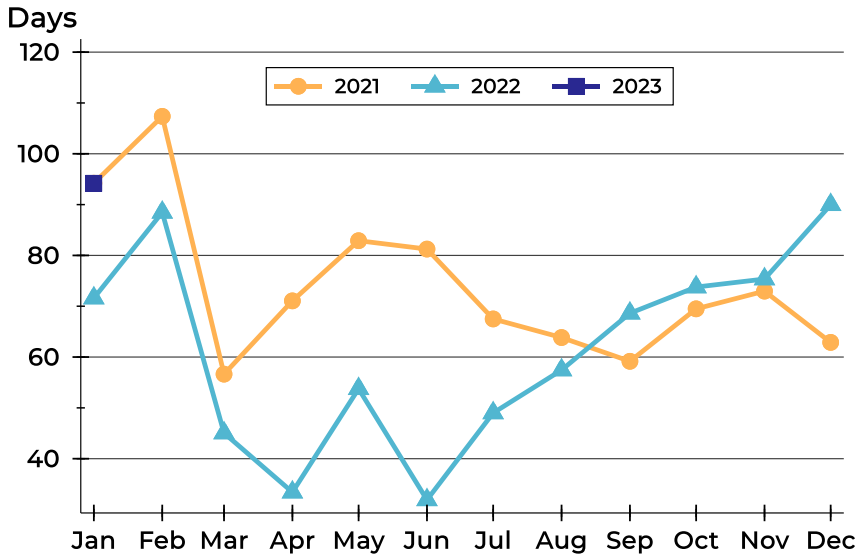
Month	2021	2022	2023
January	124,000	214,700	<b>225,000</b>
February	115,250	219,500	
March	127,000	259,900	
April	114,950	180,000	
May	119,000	170,000	
June	125,250	171,250	
July	160,000	204,750	
August	184,900	199,000	
September	194,700	215,000	
October	209,000	215,000	
November	194,450	189,900	
December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





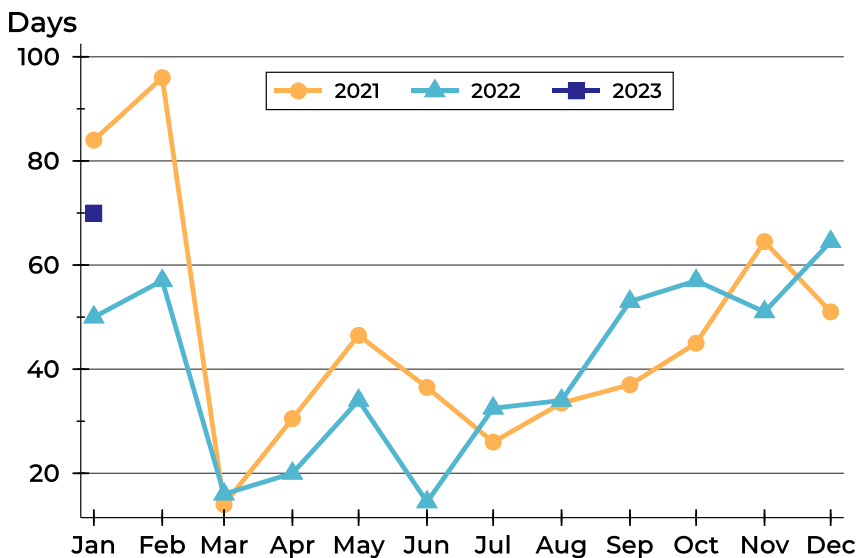
## North Region Active Listings Analysis

### Average DOM



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

### Median DOM

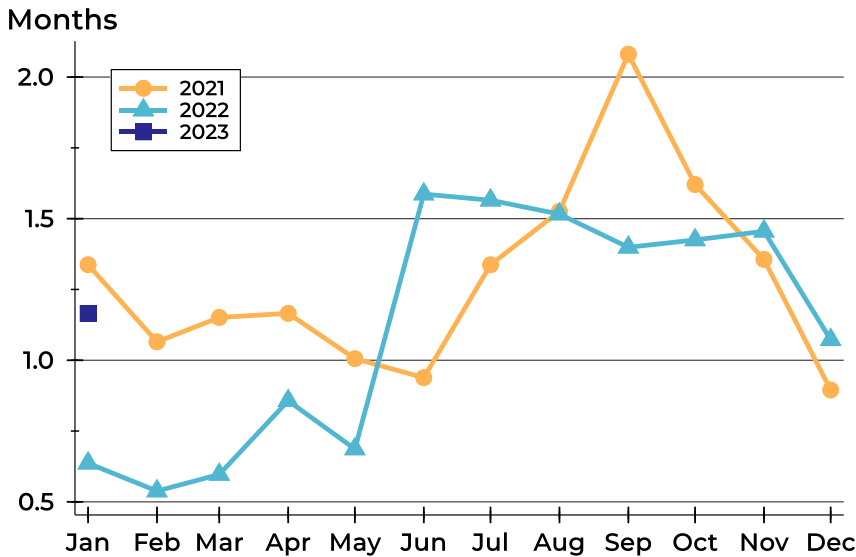


Month	2021	2022	2023
January	84	50	70
February	96	57	
March	14	16	
April	31	20	
May	47	34	
June	37	15	
July	26	33	
August	34	34	
September	37	53	
October	45	57	
November	65	51	
December	51	65	



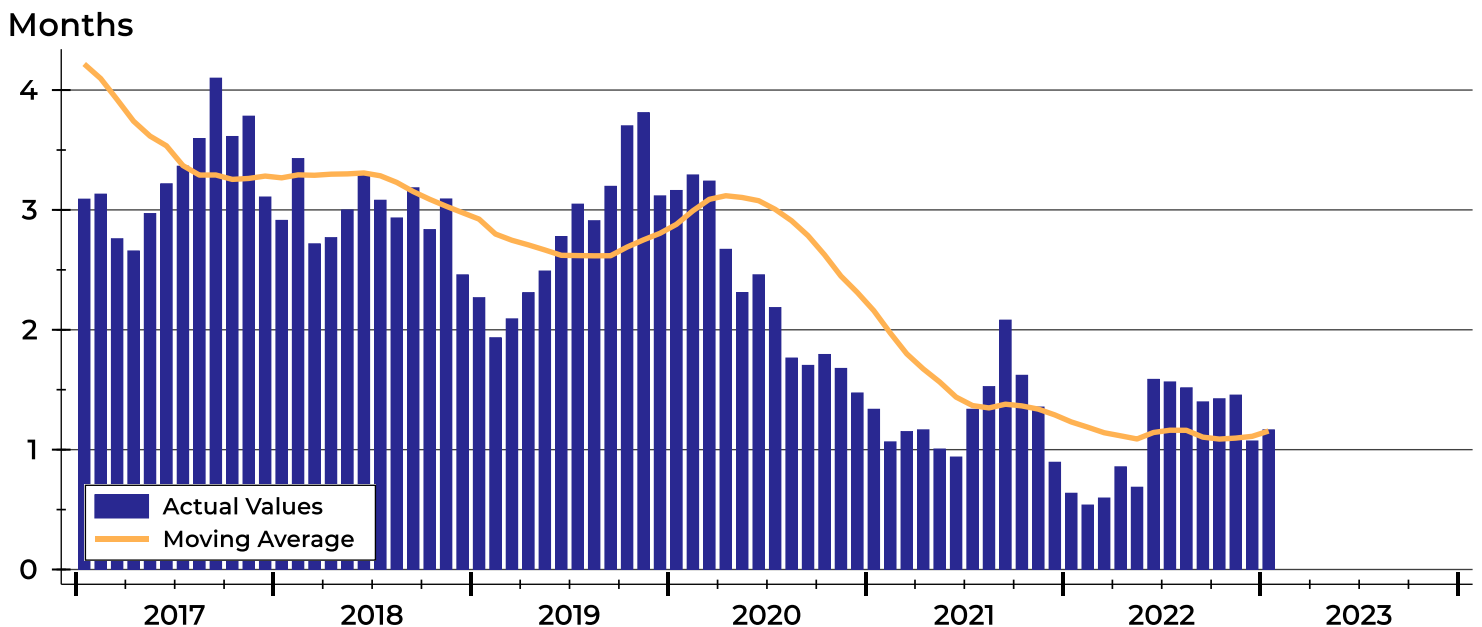
# North Region Months' Supply Analysis

## Months' Supply by Month



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

## History of Month's Supply





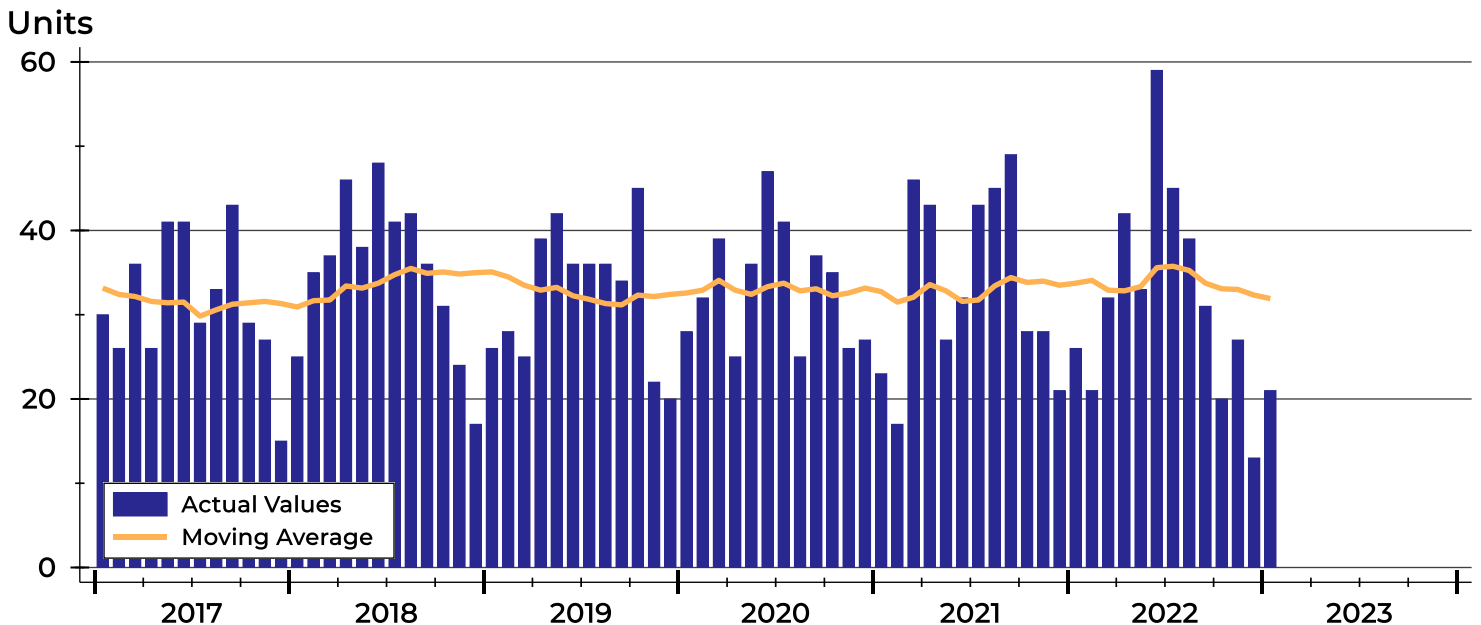
# North Region New Listings Analysis

Summary Statistics for New Listings		2023	January 2022	Change
Current Month	New Listings	21	26	-19.2%
	Volume (1,000s)	5,303	5,400	-1.8%
	Average List Price	252,517	207,704	21.6%
	Median List Price	230,000	191,500	20.1%
Year-to-Date	New Listings	21	26	-19.2%
	Volume (1,000s)	5,303	5,400	-1.8%
	Average List Price	252,517	207,704	21.6%
	Median List Price	230,000	191,500	20.1%

A total of 21 new listings were added in North Region during January, down 19.2% from the same month in 2022.

The median list price of these homes was \$230,000 up from \$191,500 in 2022.

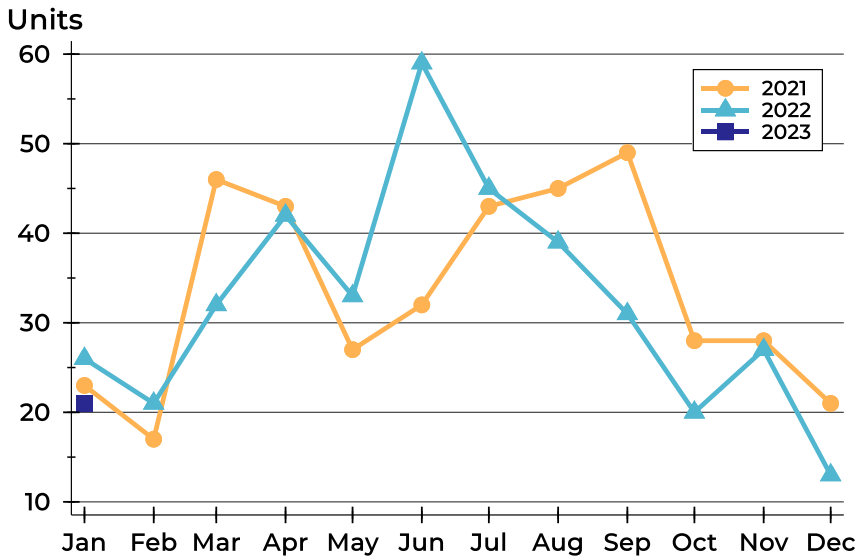
## History of New Listings





## North Region New Listings Analysis

### New Listings by Month



Month	2021	2022	2023
January	23	26	21
February	17	21	21
March	46	32	21
April	43	42	21
May	27	33	21
June	32	59	21
July	43	45	21
August	45	39	21
September	49	31	21
October	28	20	21
November	28	27	21
December	21	13	21

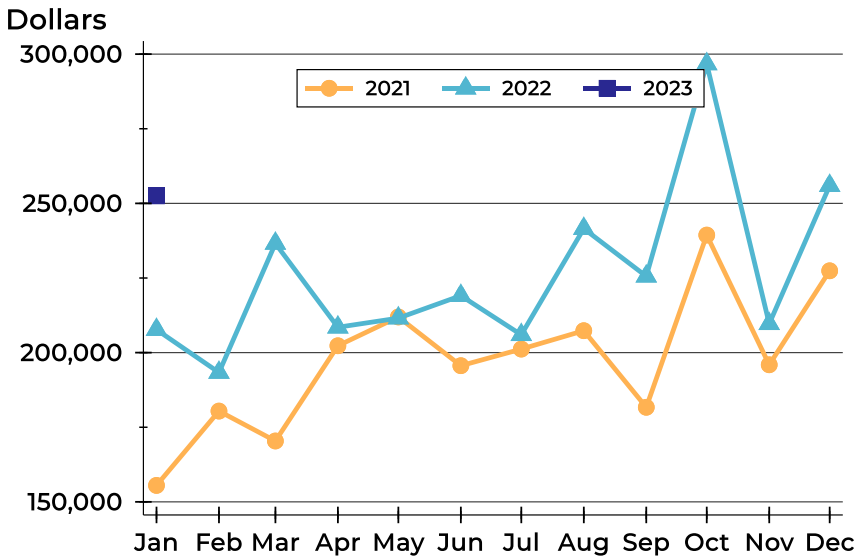
### New Listings by Price Range

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	1	4.8%	65,000	65,000	13	13	100.0%	100.0%
\$100,000-\$124,999	1	4.8%	112,500	112,500	11	11	93.3%	93.3%
\$125,000-\$149,999	2	9.5%	137,250	137,250	11	11	100.0%	100.0%
\$150,000-\$174,999	3	14.3%	159,633	159,000	18	19	97.9%	100.0%
\$175,000-\$199,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$200,000-\$249,999	6	28.6%	230,500	225,000	21	21	100.0%	100.0%
\$250,000-\$299,999	2	9.5%	274,975	274,975	4	4	100.0%	100.0%
\$300,000-\$399,999	5	23.8%	348,800	350,000	9	8	98.4%	100.0%
\$400,000-\$499,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$500,000-\$749,999	1	4.8%	695,000	695,000	11	11	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



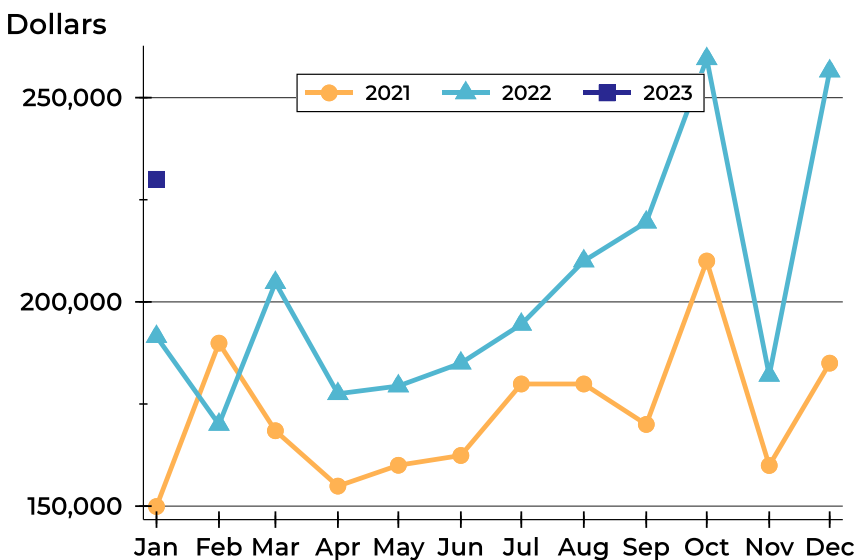
## North Region New Listings Analysis

### Average Price



Month	2021	2022	2023
January	155,521	207,704	252,517
February	180,419	193,343	
March	170,404	236,584	
April	202,303	208,501	
May	211,946	211,561	
June	195,626	219,086	
July	201,188	205,980	
August	207,351	241,554	
September	181,699	225,584	
October	239,389	296,705	
November	195,930	209,670	
December	227,412	255,946	

### Median Price



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



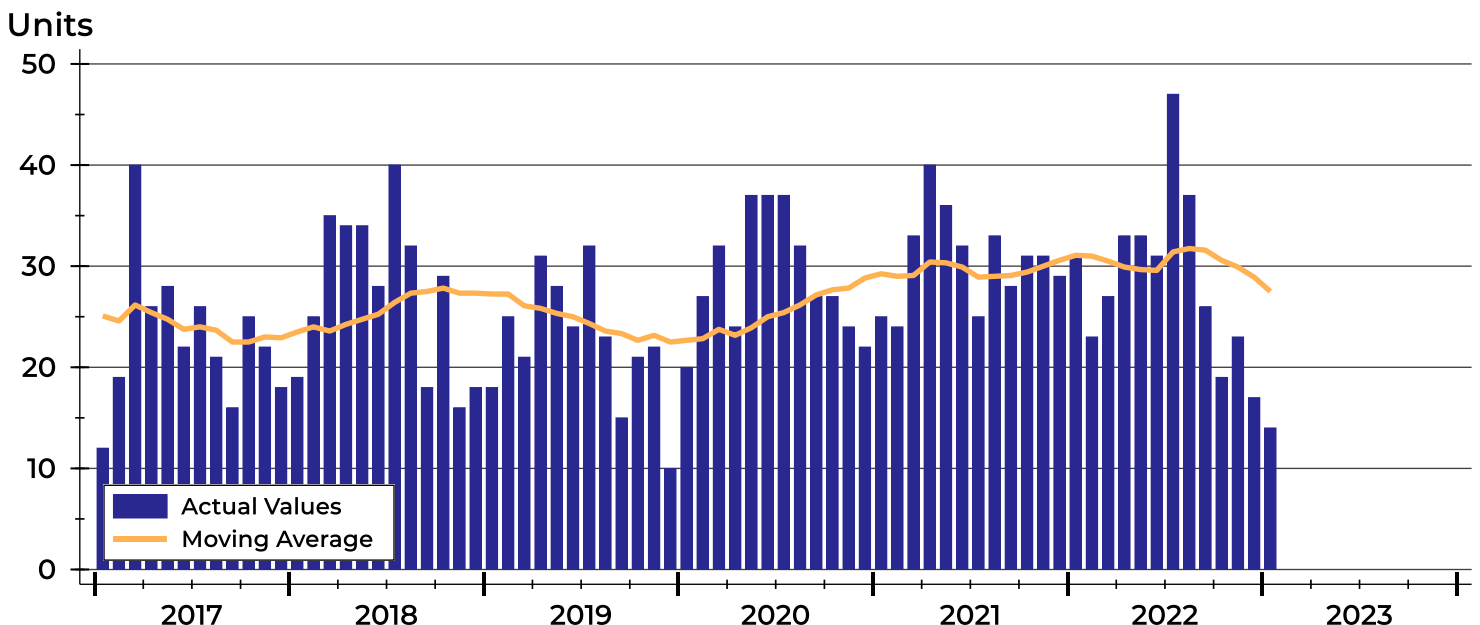
## North Region Contracts Written Analysis

Summary Statistics for Contracts Written		January			Year-to-Date		
		2023	2022	Change	2023	2022	Change
Contracts Written		14	31	-54.8%	14	31	-54.8%
Volume (1,000s)		2,905	7,208	-59.7%	2,905	7,208	-59.7%
Average	Sale Price	207,514	232,503	-10.7%	207,514	232,503	-10.7%
	Days on Market	25	25	0.0%	25	25	0.0%
	Percent of Original	96.1%	98.3%	-2.2%	96.1%	98.3%	-2.2%
Median	Sale Price	202,500	185,000	9.5%	202,500	185,000	9.5%
	Days on Market	13	5	160.0%	13	5	160.0%
	Percent of Original	100.0%	98.3%	1.7%	100.0%	98.3%	1.7%

A total of 14 contracts for sale were written in North Region during the month of January, down from 31 in 2022. The median list price of these homes was \$202,500, up from \$185,000 the prior year.

Half of the homes that went under contract in January were on the market less than 13 days, compared to 5 days in January 2022.

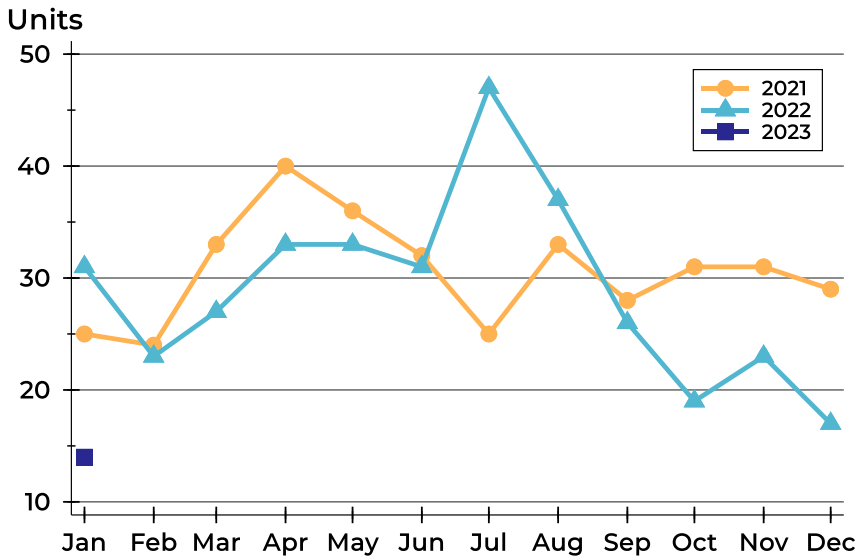
## History of Contracts Written





## North Region Contracts Written Analysis

### Contracts Written by Month



Month	2021	2022	2023
January	25	31	14
February	24	23	
March	33	27	
April	40	33	
May	36	33	
June	32	31	
July	25	47	
August	33	37	
September	28	26	
October	31	19	
November	31	23	
December	29	17	

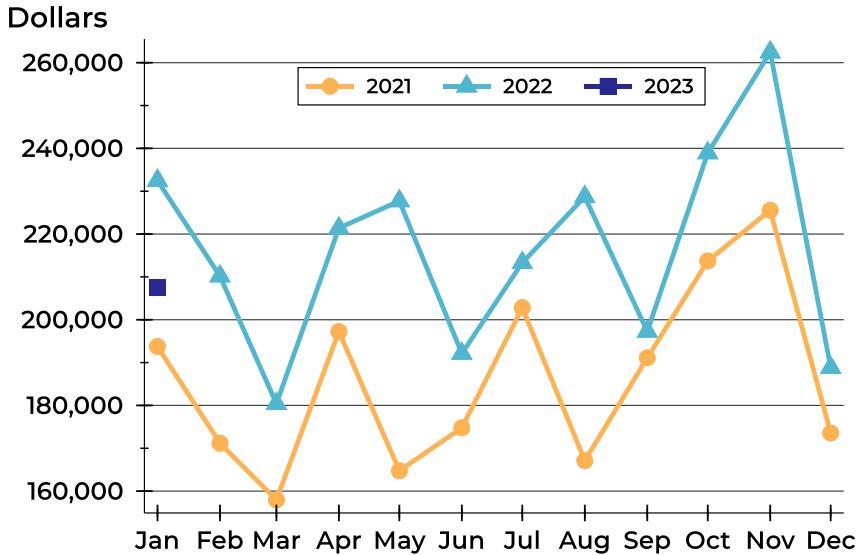
### Contracts Written by Price Range

Price Range	Contracts Written		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$25,000-\$49,999	1	7.1%	45,000	45,000	37	37	100.0%	100.0%
\$50,000-\$99,999	1	7.1%	60,000	60,000	41	41	80.0%	80.0%
\$100,000-\$124,999	1	7.1%	112,500	112,500	11	11	93.3%	93.3%
\$125,000-\$149,999	1	7.1%	125,000	125,000	13	13	100.0%	100.0%
\$150,000-\$174,999	2	14.3%	164,900	164,900	32	32	95.7%	95.7%
\$175,000-\$199,999	1	7.1%	185,000	185,000	36	36	92.7%	92.7%
\$200,000-\$249,999	1	7.1%	220,000	220,000	4	4	100.0%	100.0%
\$250,000-\$299,999	3	21.4%	272,967	269,000	34	12	98.8%	100.0%
\$300,000-\$399,999	3	21.4%	336,333	315,000	15	8	97.2%	100.0%
\$400,000-\$499,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$500,000-\$749,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$750,000-\$999,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



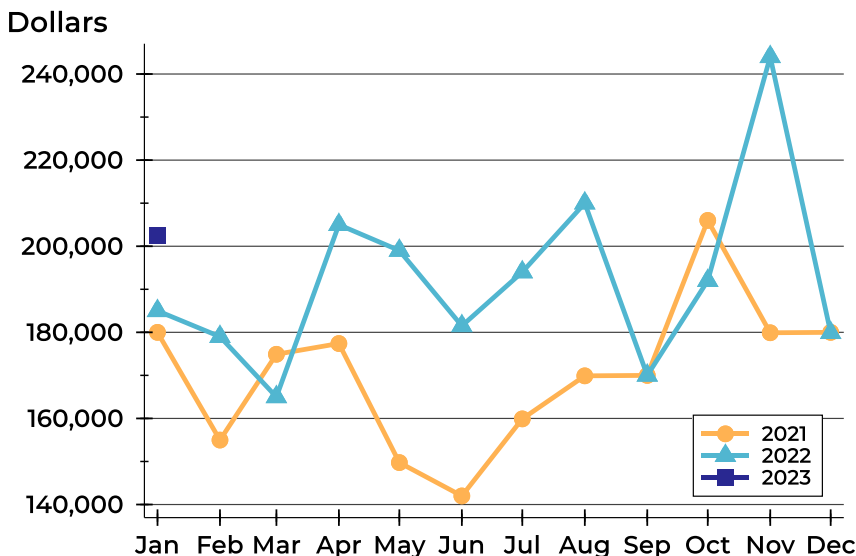
## North Region Contracts Written Analysis

### Average Price



Month	2021	2022	2023
January	193,759	232,503	207,514
February	171,195	210,178	
March	157,955	180,415	
April	197,234	221,386	
May	164,746	227,724	
June	174,770	192,127	
July	202,832	213,306	
August	167,100	228,714	
September	191,111	197,277	
October	213,726	238,916	
November	225,556	262,463	
December	173,560	188,847	

### Median Price



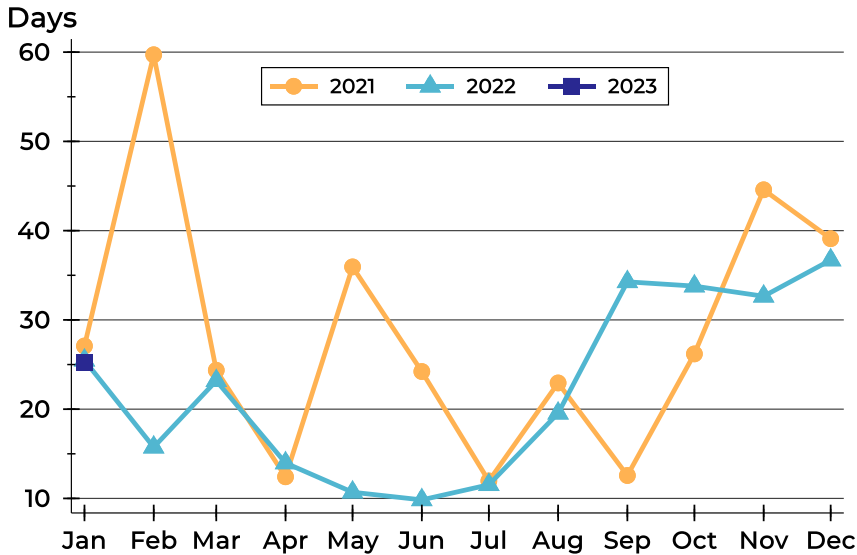
Month	2021	2022	2023
January	180,000	185,000	202,500
February	154,975	179,000	
March	174,900	165,000	
April	177,400	205,000	
May	149,750	199,000	
June	142,000	181,500	
July	159,900	194,000	
August	169,900	210,000	
September	170,000	170,000	
October	206,000	192,000	
November	179,900	244,000	
December	180,000	179,900	





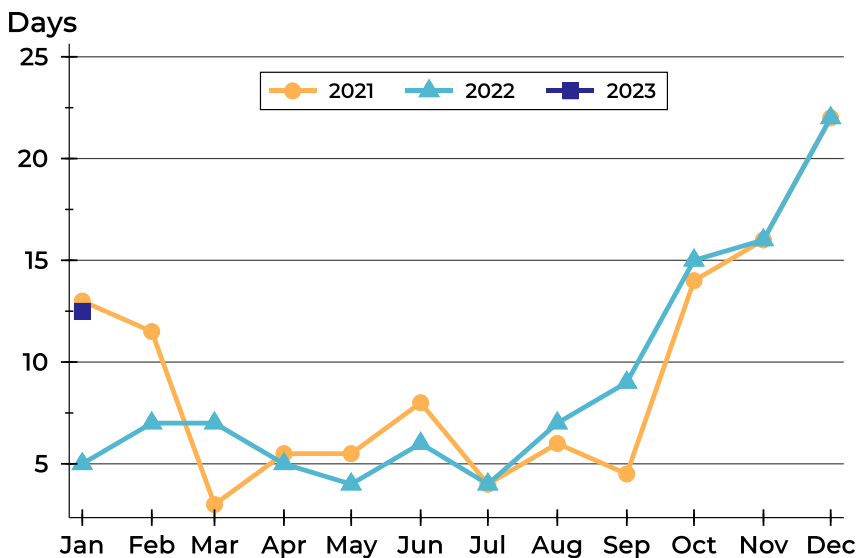
## North Region Contracts Written Analysis

### Average DOM



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

### Median DOM



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



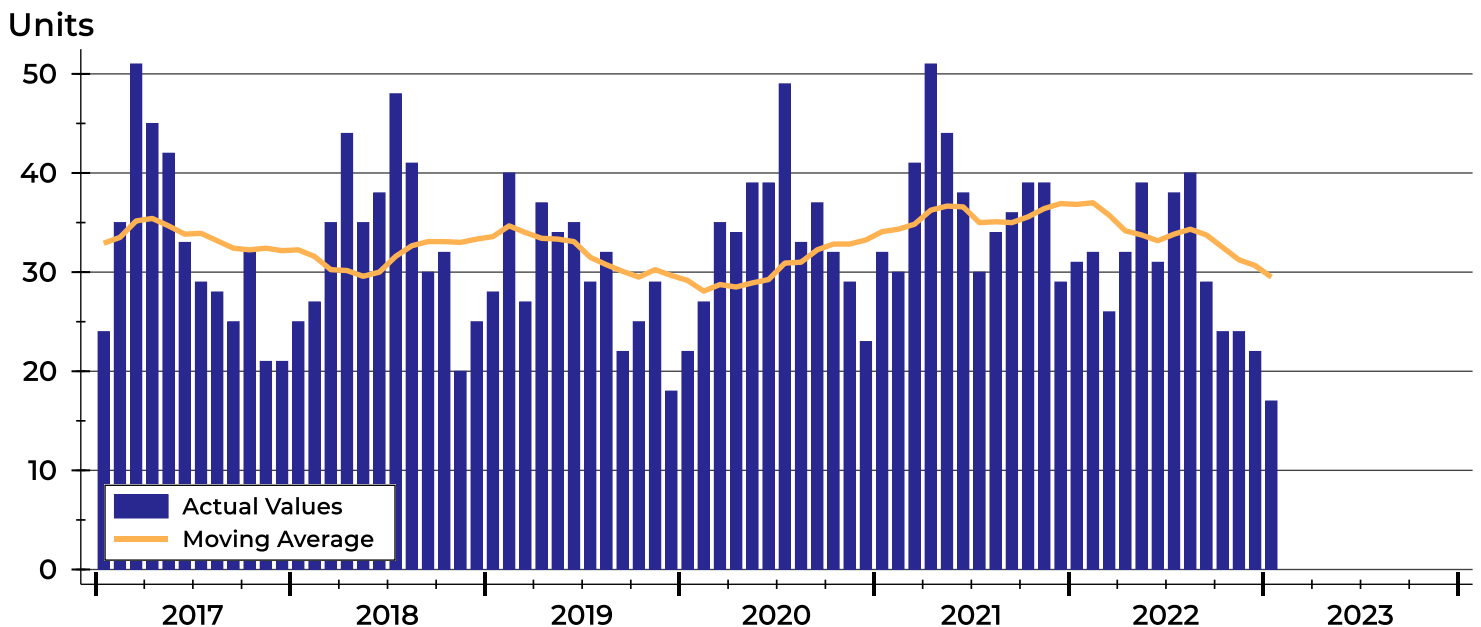
## North Region Pending Contracts Analysis

Summary Statistics for Pending Contracts		End of January		
		2023	2022	Change
Pending Contracts		17	31	-45.2%
Volume (1,000s)		3,511	6,434	-45.4%
Average	List Price	206,529	207,539	-0.5%
	Days on Market	26	32	-18.8%
	Percent of Original	97.9%	98.4%	-0.5%
Median	List Price	182,000	175,000	4.0%
	Days on Market	13	7	85.7%
	Percent of Original	100.0%	100.0%	0.0%

A total of 17 listings in North Region had contracts pending at the end of January, down from 31 contracts pending at the end of January 2022.

Pending contracts reflect listings with a contract in place at the end of the month. In contrast, contracts written measures the number of listings put under contract during the month.

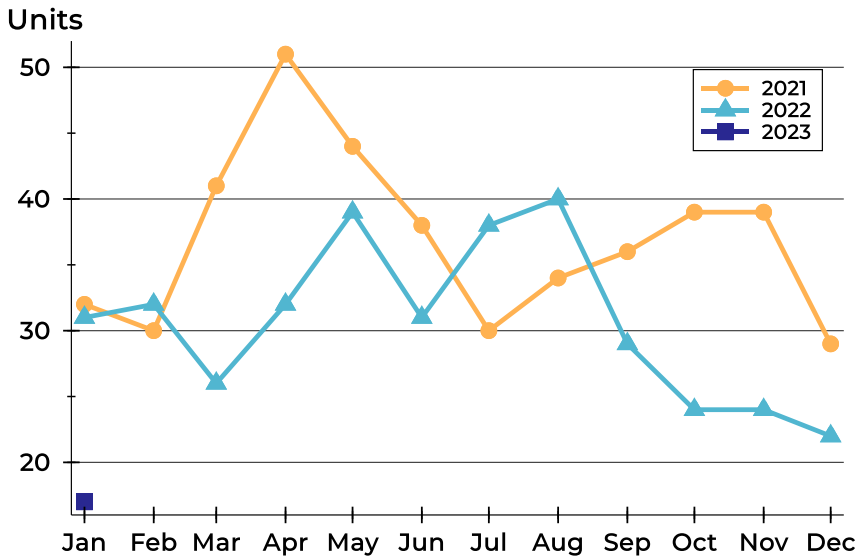
### History of Pending Contracts





## North Region Pending Contracts Analysis

### Pending Contracts by Month



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

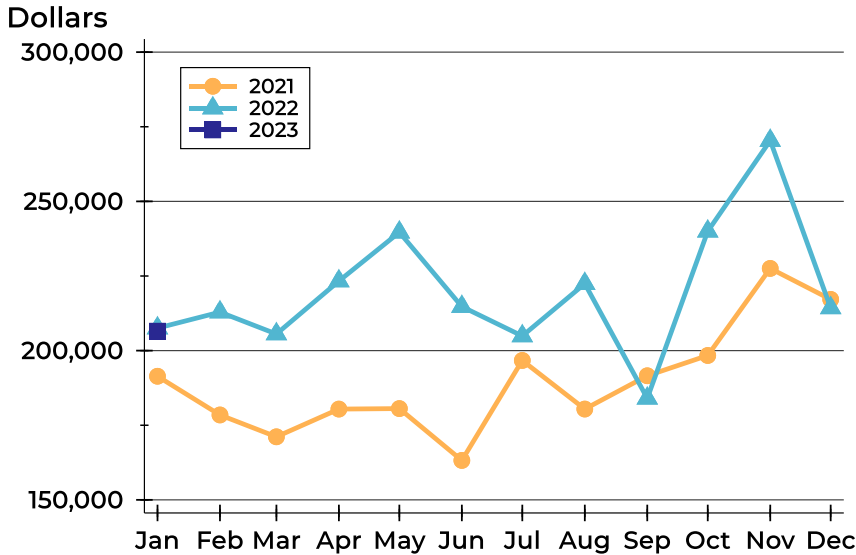
### Pending Contracts by Price Range

Price Range	Pending Contracts		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$25,000-\$49,999	1	5.9%	45,000	45,000	37	37	100.0%	100.0%
\$50,000-\$99,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$100,000-\$124,999	1	5.9%	112,500	112,500	11	11	100.0%	100.0%
\$125,000-\$149,999	2	11.8%	132,450	132,450	13	13	100.0%	100.0%
\$150,000-\$174,999	4	23.5%	164,675	164,900	27	23	97.8%	100.0%
\$175,000-\$199,999	2	11.8%	183,500	183,500	38	38	92.1%	92.1%
\$200,000-\$249,999	1	5.9%	220,000	220,000	4	4	100.0%	100.0%
\$250,000-\$299,999	3	17.6%	277,967	269,000	46	37	98.8%	100.0%
\$300,000-\$399,999	3	17.6%	336,333	315,000	15	8	97.2%	100.0%
\$400,000-\$499,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$500,000-\$749,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$750,000-\$999,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



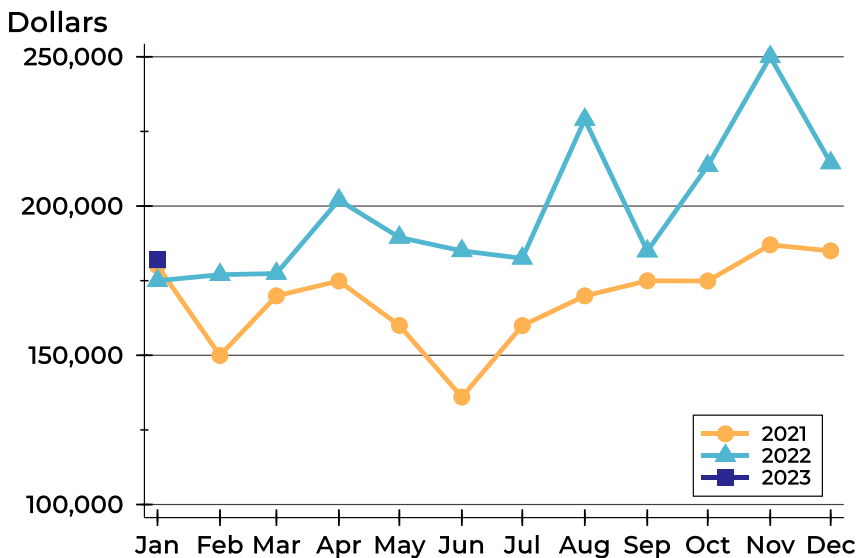
## North Region Pending Contracts Analysis

### Average Price



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

### Median Price

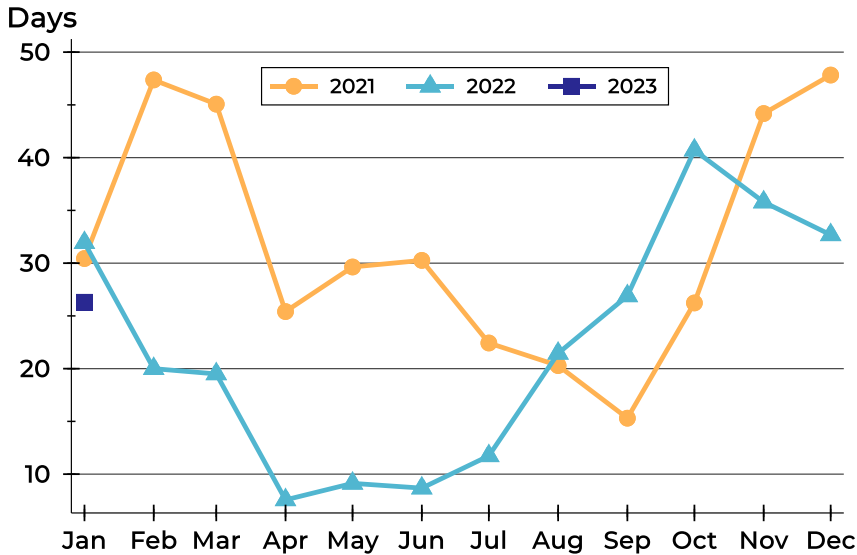


Month	2021	2022	2023
January	180,000	175,000	182,000
February	149,925	177,000	
March	169,900	177,400	
April	174,900	202,000	
May	160,000	189,500	
June	136,000	185,000	
July	159,950	182,500	
August	169,900	229,000	
September	174,950	184,900	
October	174,900	213,500	
November	187,000	250,000	
December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



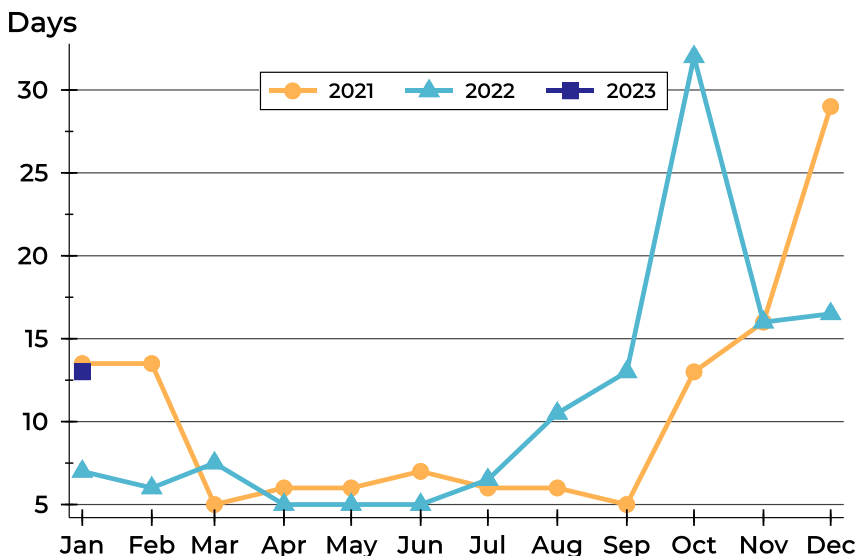
## North Region Pending Contracts Analysis

### Average DOM



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

### Median DOM



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



## South Region Housing Report



### Market Overview

#### South Region Home Sales Fell in January

Total home sales in South Region fell last month to 9 units, compared to 14 units in January 2022. Total sales volume was \$1.5 million, down from a year earlier.

The median sale price in January was \$140,000, up from \$112,625 a year earlier. Homes that sold in January were typically on the market for 10 days and sold for 95.3% of their list prices.

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

The total number of active listings in South Region at the end of January was 33 units, up from 23 at the same point in 2022. This represents a 1.0 months' supply of homes available for sale. The median list price of homes on the market at the end of January was \$199,900.

During January, a total of 18 contracts were written down from 28 in January 2022. At the end of the month, there were 26 contracts still pending.

### Report Contents

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

### Contact Information

Linda Briden, Chief Executive Officer  
 Sunflower Association of REALTORS®  
 3646 SW Plass  
 Topeka, KS 66611  
 785-267-3215  
[Linda@SunflowerRealtors.com](mailto:Linda@SunflowerRealtors.com)  
[www.SunflowerRealtors.com](http://www.SunflowerRealtors.com)



## South Region Summary Statistics

January MLS Statistics Three-year History		Current Month			Year-to-Date		
		2023	2022	2021	2023	2022	2021
<b>Home Sales</b>		<b>9</b>	<b>14</b>	<b>23</b>	<b>9</b>	<b>14</b>	<b>23</b>
Change from prior year		-35.7%	-39.1%	43.8%	-35.7%	-39.1%	43.8%
<b>Active Listings</b>		<b>33</b>	<b>23</b>	<b>41</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
Change from prior year		43.5%	-43.9%	-26.8%			
<b>Months' Supply</b>		<b>1.0</b>	<b>0.6</b>	<b>1.2</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
Change from prior year		66.7%	-50.0%	-29.4%			
<b>New Listings</b>		<b>26</b>	<b>25</b>	<b>38</b>	<b>26</b>	<b>25</b>	<b>38</b>
Change from prior year		4.0%	-34.2%	22.6%	4.0%	-34.2%	22.6%
<b>Contracts Written</b>		<b>18</b>	<b>28</b>	<b>31</b>	<b>18</b>	<b>28</b>	<b>31</b>
Change from prior year		-35.7%	-9.7%	-6.1%	-35.7%	-9.7%	-6.1%
<b>Pending Contracts</b>		<b>26</b>	<b>44</b>	<b>35</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
Change from prior year		-40.9%	25.7%	0.0%			
<b>Sales Volume (1,000s)</b>		<b>1,531</b>	<b>1,579</b>	<b>3,685</b>	<b>1,531</b>	<b>1,579</b>	<b>3,685</b>
Change from prior year		-3.0%	-57.2%	85.5%	-3.0%	-57.2%	85.5%
<b>Average</b>	<b>Sale Price</b>	<b>170,056</b>	<b>112,796</b>	<b>160,235</b>	<b>170,056</b>	<b>112,796</b>	<b>160,235</b>
	Change from prior year	50.8%	-29.6%	29.1%	50.8%	-29.6%	29.1%
	<b>List Price of Actives</b>	<b>271,926</b>	<b>185,204</b>	<b>146,720</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
	Change from prior year	46.8%	26.2%	6.4%			
	<b>Days on Market</b>	<b>39</b>	<b>21</b>	<b>49</b>	<b>39</b>	<b>21</b>	<b>49</b>
Change from prior year	85.7%	-57.1%	-26.9%	85.7%	-57.1%	-26.9%	
<b>Percent of List</b>	<b>92.7%</b>	<b>95.4%</b>	<b>95.0%</b>	<b>92.7%</b>	<b>95.4%</b>	<b>95.0%</b>	
Change from prior year	-2.8%	0.4%	0.3%	-2.8%	0.4%	0.3%	
<b>Percent of Original</b>	<b>89.1%</b>	<b>93.3%</b>	<b>93.5%</b>	<b>89.1%</b>	<b>93.3%</b>	<b>93.5%</b>	
Change from prior year	-4.5%	-0.2%	1.9%	-4.5%	-0.2%	1.9%	
<b>Median</b>	<b>Sale Price</b>	<b>140,000</b>	<b>112,625</b>	<b>163,000</b>	<b>140,000</b>	<b>112,625</b>	<b>163,000</b>
	Change from prior year	24.3%	-30.9%	27.3%	24.3%	-30.9%	27.3%
	<b>List Price of Actives</b>	<b>199,900</b>	<b>129,900</b>	<b>114,500</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
	Change from prior year	53.9%	13.4%	23.9%			
	<b>Days on Market</b>	<b>10</b>	<b>15</b>	<b>9</b>	<b>10</b>	<b>15</b>	<b>9</b>
Change from prior year	-33.3%	66.7%	-79.1%	-33.3%	66.7%	-79.1%	
<b>Percent of List</b>	<b>95.3%</b>	<b>97.2%</b>	<b>97.9%</b>	<b>95.3%</b>	<b>97.2%</b>	<b>97.9%</b>	
Change from prior year	-2.0%	-0.7%	-0.1%	-2.0%	-0.7%	-0.1%	
<b>Percent of Original</b>	<b>90.0%</b>	<b>95.8%</b>	<b>97.4%</b>	<b>90.0%</b>	<b>95.8%</b>	<b>97.4%</b>	
Change from prior year	-6.1%	-1.6%	3.4%	-6.1%	-1.6%	3.4%	

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



## South Region Closed Listings Analysis

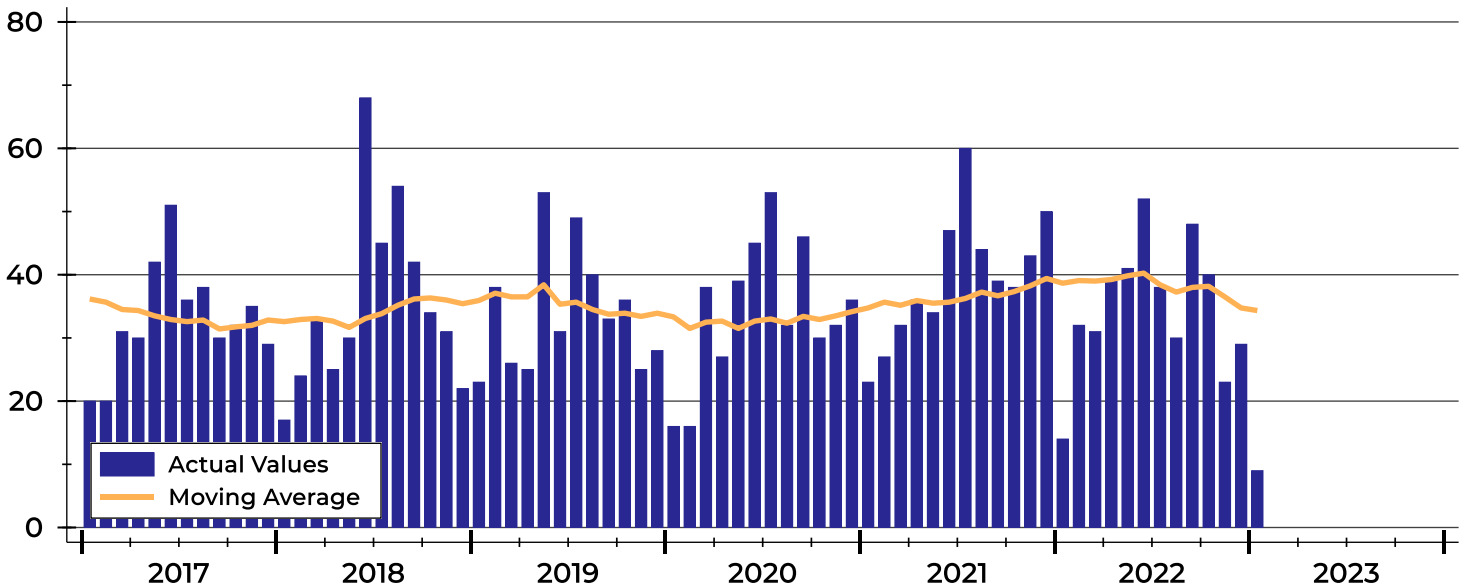
Summary Statistics for Closed Listings		January			Year-to-Date		
		2023	2022	Change	2023	2022	Change
Closed Listings		9	14	-35.7%	9	14	-35.7%
Volume (1,000s)		1,531	1,579	-3.0%	1,531	1,579	-3.0%
Months' Supply		1.0	0.6	66.7%	N/A	N/A	N/A
Average	Sale Price	170,056	112,796	50.8%	170,056	112,796	50.8%
	Days on Market	39	21	85.7%	39	21	85.7%
	Percent of List	92.7%	95.4%	-2.8%	92.7%	95.4%	-2.8%
	Percent of Original	89.1%	93.3%	-4.5%	89.1%	93.3%	-4.5%
Median	Sale Price	140,000	112,625	24.3%	140,000	112,625	24.3%
	Days on Market	10	15	-33.3%	10	15	-33.3%
	Percent of List	95.3%	97.2%	-2.0%	95.3%	97.2%	-2.0%
	Percent of Original	90.0%	95.8%	-6.1%	90.0%	95.8%	-6.1%

A total of 9 homes sold in South Region in January, down from 14 units in January 2022. Total sales volume was essentially unchanged from the previous year's figure of \$1.6 million.

The median sales price in January was \$140,000, up 24.3% compared to the prior year. Median days on market was 10 days, down from 11 days in December, and down from 15 in January 2022.

## History of Closed Listings

Units

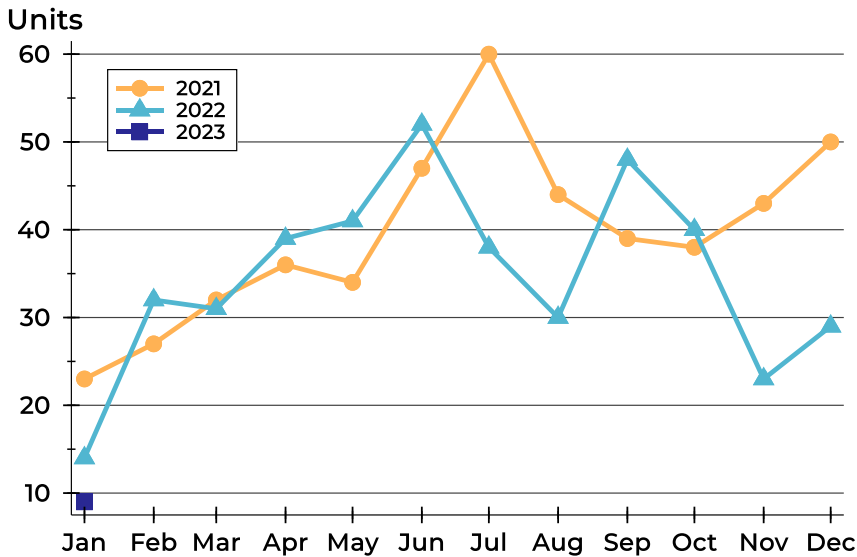






## South Region Closed Listings Analysis

### Closed Listings by Month



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

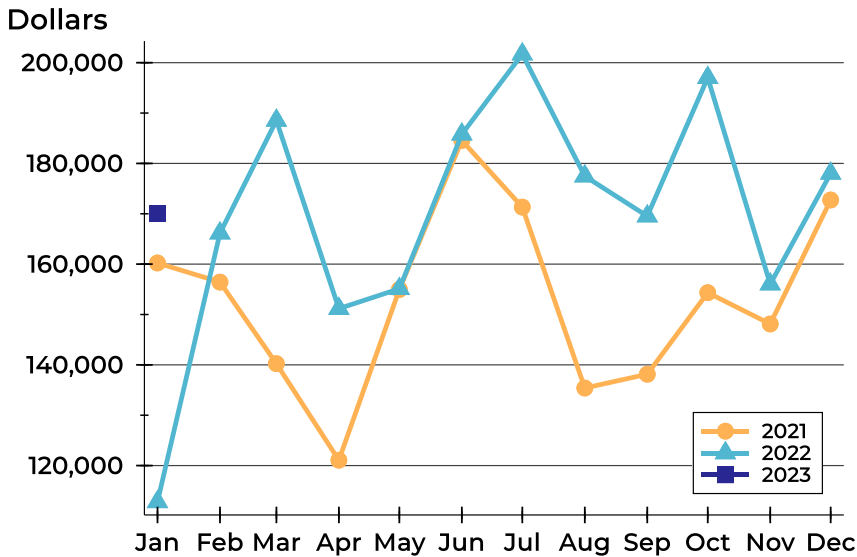
### Closed Listings by Price Range

Price Range	Sales		Months' Supply	Sale Price		Days on Market		Price as % of List		Price as % of Orig.	
	Number	Percent		Average	Median	Avg.	Med.	Avg.	Med.	Avg.	Med.
Below \$25,000	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	2	22.2%	0.6	94,500	94,500	28	28	89.1%	89.1%	87.5%	87.5%
\$100,000-\$124,999	2	22.2%	0.7	112,250	112,250	6	6	86.5%	86.5%	86.5%	86.5%
\$125,000-\$149,999	1	11.1%	0.5	140,000	140,000	36	36	94.0%	94.0%	90.4%	90.4%
\$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	2	22.2%	1.4	191,500	191,500	27	27	98.5%	98.5%	93.8%	93.8%
\$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	1	11.1%	0.0	289,000	289,000	8	8	96.7%	96.7%	96.7%	96.7%
\$300,000-\$399,999	1	11.1%	1.0	305,000	305,000	187	187	95.3%	95.3%	79.2%	79.2%
\$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



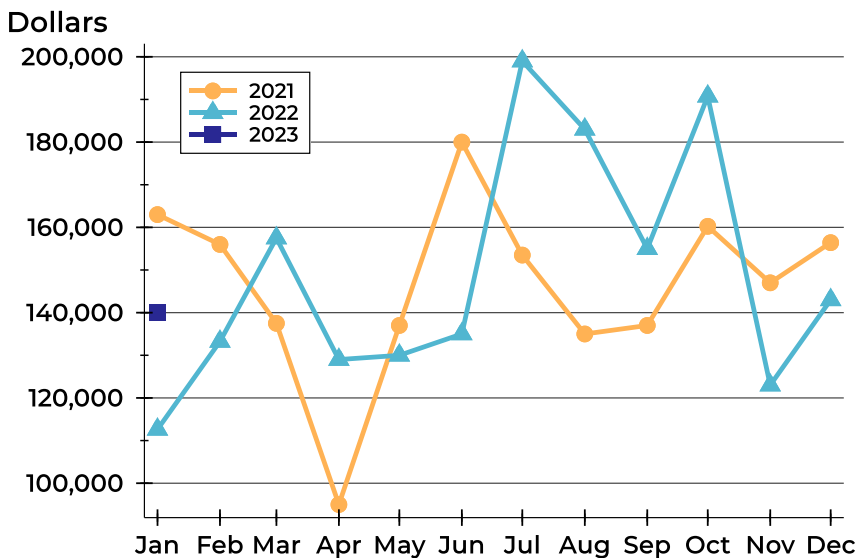
## South Region Closed Listings Analysis

### Average Price



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

### Median Price

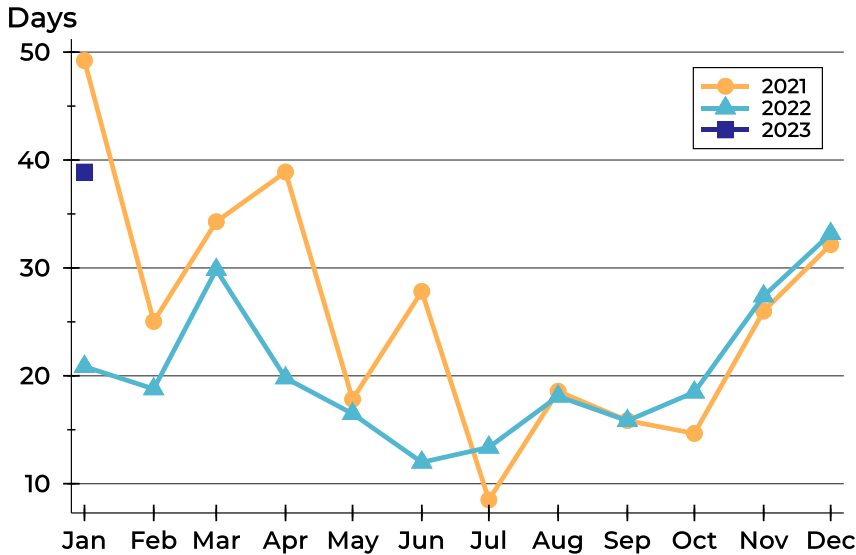


Month	2021	2022	2023
January	163,000	112,625	<b>140,000</b>
February	156,000	133,250	
March	137,500	157,500	
April	95,000	129,000	
May	137,000	130,000	
June	180,000	135,000	
July	153,500	199,000	
August	135,000	183,000	
September	137,000	155,000	
October	160,250	190,750	
November	147,000	123,000	
December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



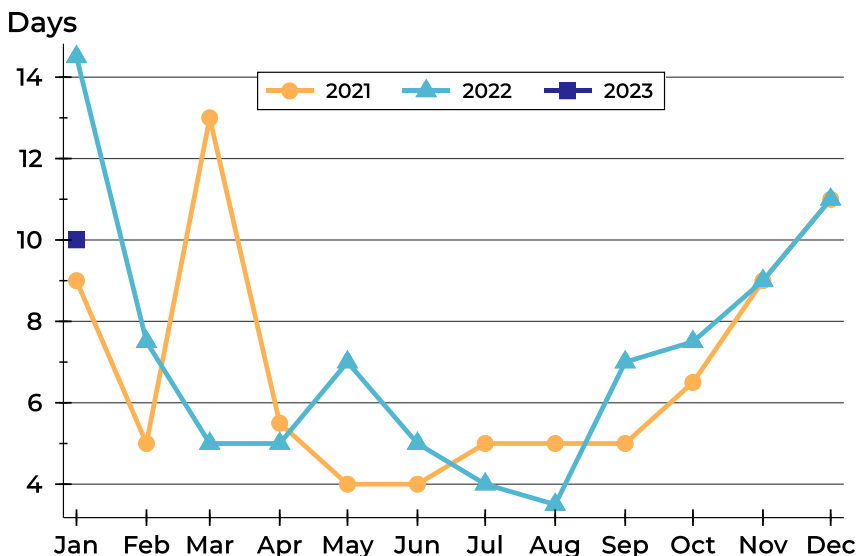
## South Region Closed Listings Analysis

### Average DOM



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

### Median DOM



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



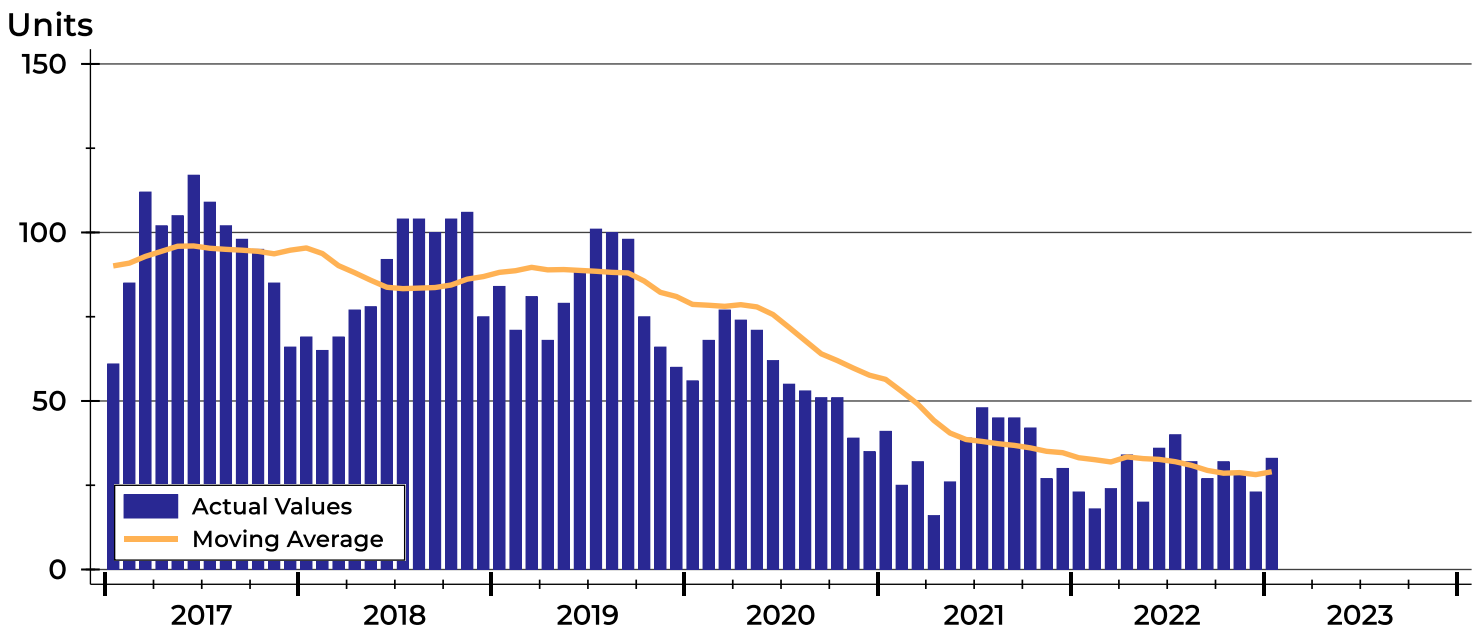
# South Region Active Listings Analysis

Summary Statistics for Active Listings		2023	End of January 2022	Change
Active Listings		33	23	43.5%
Volume (1,000s)		8,974	4,260	110.7%
Months' Supply		1.0	0.6	66.7%
Average	List Price	271,926	185,204	46.8%
	Days on Market	49	71	-31.0%
	Percent of Original	97.0%	96.0%	1.0%
Median	List Price	199,900	129,900	53.9%
	Days on Market	27	45	-40.0%
	Percent of Original	100.0%	100.0%	0.0%

A total of 33 homes were available for sale in South Region at the end of January. This represents a 1.0 months' supply of active listings.

The median list price of homes on the market at the end of January was \$199,900, up 53.9% from 2022. The typical time on market for active listings was 27 days, down from 45 days a year earlier.

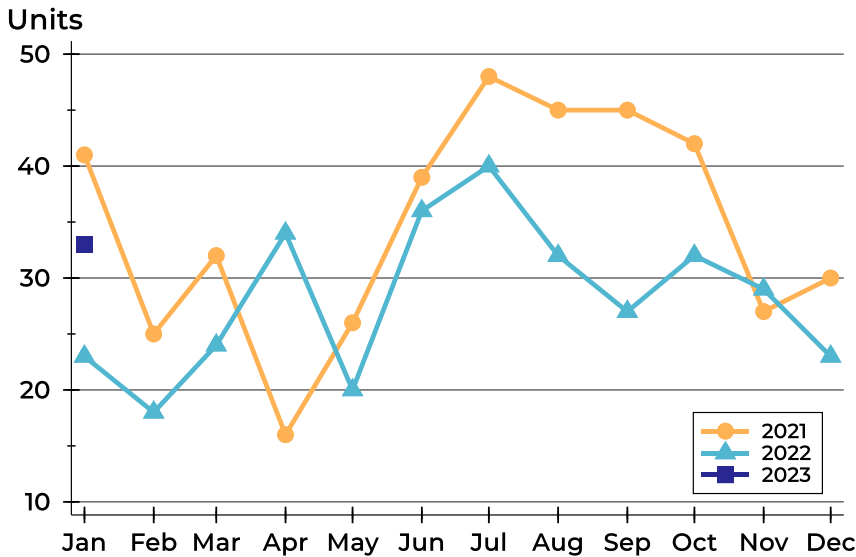
## History of Active Listings





## South Region Active Listings Analysis

### Active Listings by Month



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

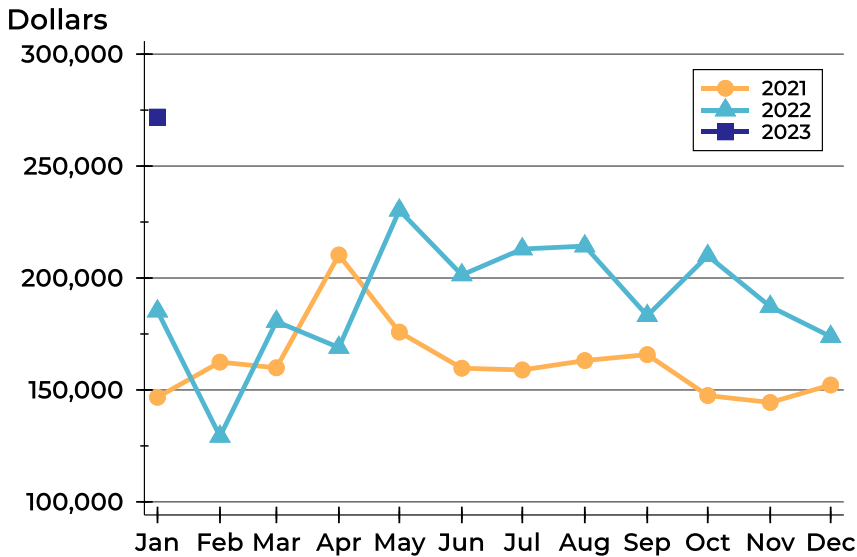
### Active Listings by Price Range

Price Range	Active Listings		Months' Supply	List Price		Days on Market		Price as % of Orig.	
	Number	Percent		Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	1	3.0%	N/A	800	800	19	19	100.0%	100.0%
\$25,000-\$49,999	1	3.0%	N/A	47,250	47,250	10	10	100.0%	100.0%
\$50,000-\$99,999	4	12.1%	0.6	80,575	81,900	48	42	96.7%	96.8%
\$100,000-\$124,999	3	9.1%	0.7	117,300	120,000	70	33	93.4%	96.2%
\$125,000-\$149,999	2	6.1%	0.5	144,900	144,900	23	23	101.9%	101.9%
\$150,000-\$174,999	2	6.1%	N/A	167,400	167,400	76	76	98.6%	98.6%
\$175,000-\$199,999	4	12.1%	1.4	185,950	182,450	33	15	99.4%	100.0%
\$200,000-\$249,999	9	27.3%	N/A	229,322	234,500	66	76	94.6%	96.9%
\$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	2	6.1%	1.0	349,000	349,000	55	55	96.2%	96.2%
\$400,000-\$499,999	1	3.0%	N/A	410,000	410,000	97	97	93.4%	93.4%
\$500,000-\$749,999	2	6.1%	N/A	607,500	607,500	14	14	100.0%	100.0%
\$750,000-\$999,999	1	3.0%	N/A	899,000	899,000	11	11	100.0%	100.0%
\$1,000,000 and up	1	3.0%	N/A	1,597,000	1,597,000	7	7	100.0%	100.0%



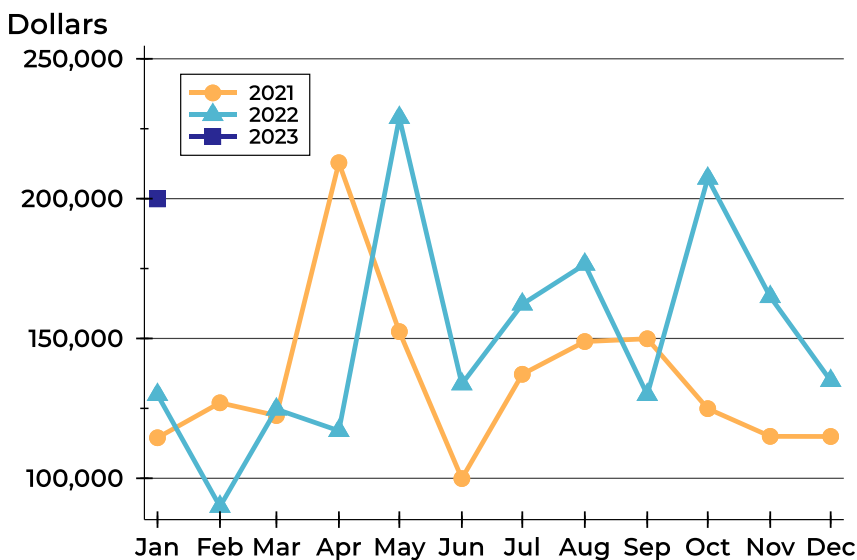
## South Region Active Listings Analysis

### Average Price



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

### Median Price

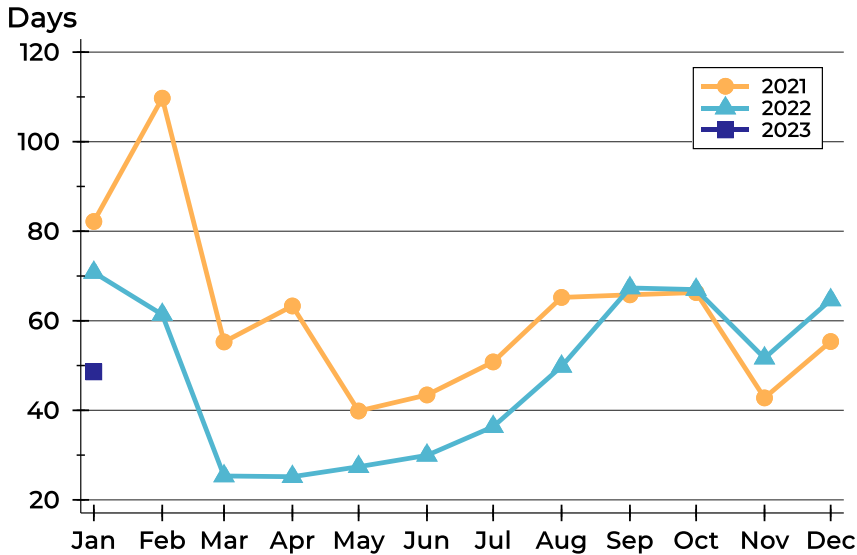


Month	2021	2022	2023
January	114,500	129,900	<b>199,900</b>
February	127,000	89,900	
March	122,448	124,700	
April	212,850	117,000	
May	152,450	228,950	
June	99,900	133,700	
July	137,200	162,250	
August	148,900	176,500	
September	149,900	129,900	
October	124,900	207,250	
November	115,000	164,900	
December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



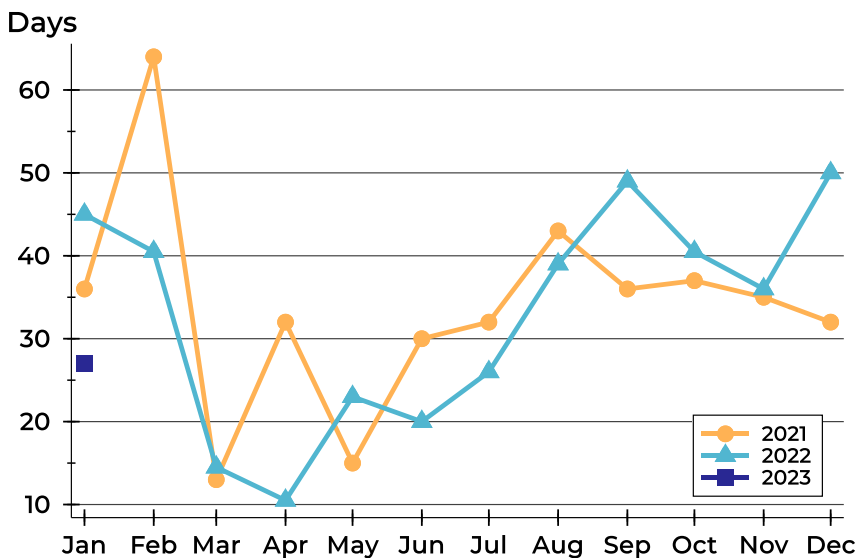
## South Region Active Listings Analysis

### Average DOM



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

### Median DOM

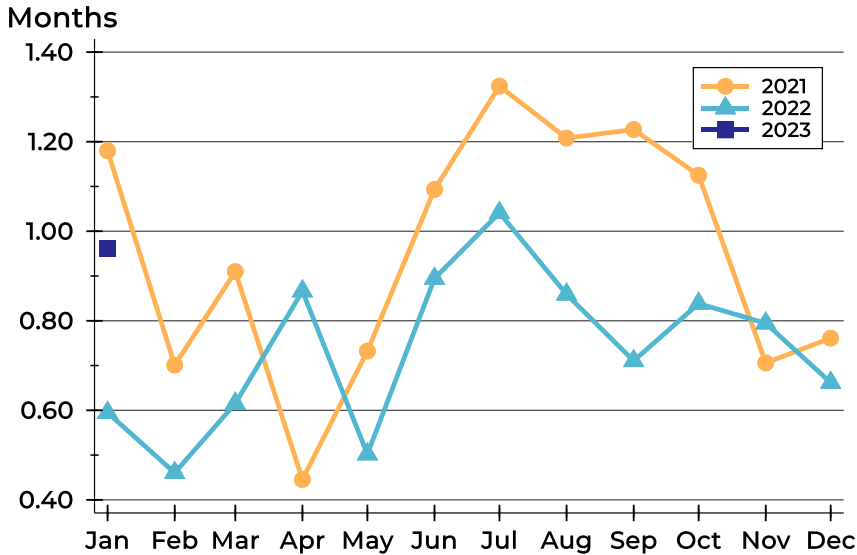


Month	2021	2022	2023
January	36	45	27
February	64	41	
March	13	15	
April	32	11	
May	15	23	
June	30	20	
July	32	26	
August	43	39	
September	36	49	
October	37	41	
November	35	36	
December	32	50	



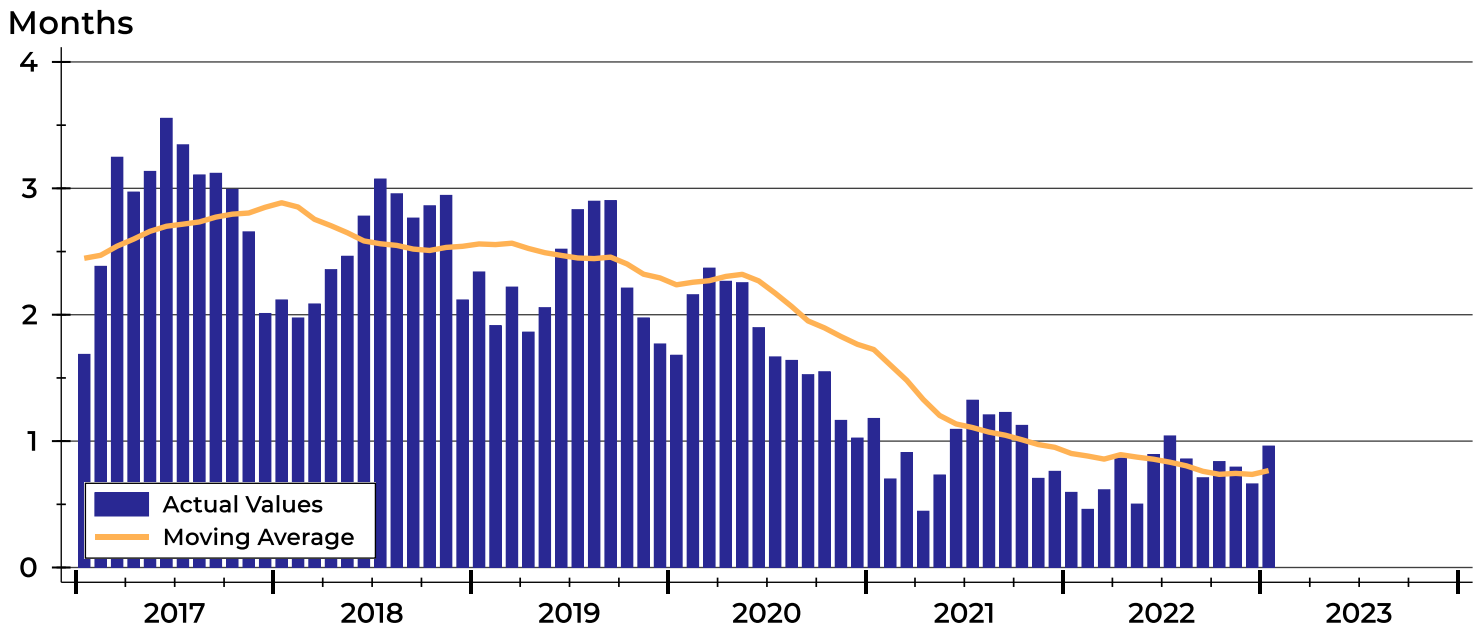
## South Region Months' Supply Analysis

### Months' Supply by Month



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

### History of Month's Supply







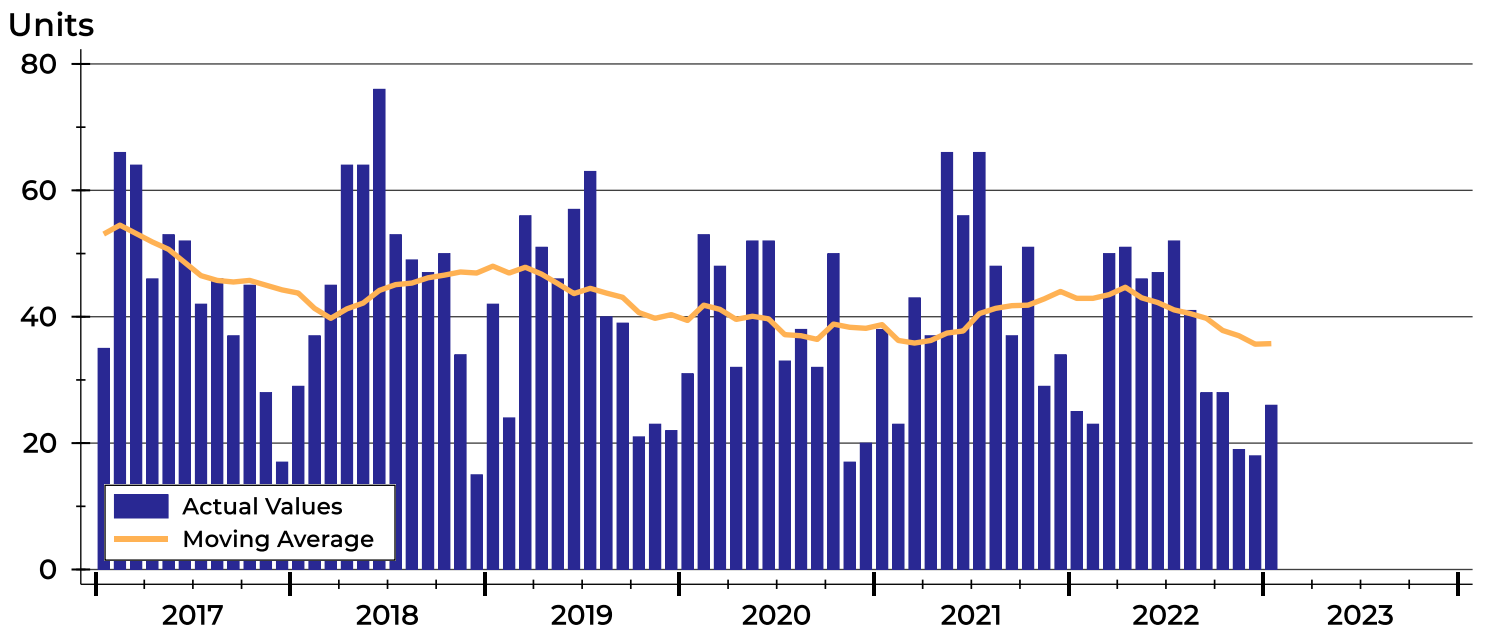
# South Region New Listings Analysis

Summary Statistics for New Listings		2023	January 2022	Change
Current Month	New Listings	26	25	4.0%
	Volume (1,000s)	7,636	4,211	81.3%
	Average List Price	293,694	168,444	74.4%
	Median List Price	182,450	157,000	16.2%
Year-to-Date	New Listings	26	25	4.0%
	Volume (1,000s)	7,636	4,211	81.3%
	Average List Price	293,694	168,444	74.4%
	Median List Price	182,450	157,000	16.2%

A total of 26 new listings were added in South Region during January, up 4.0% from the same month in 2022.

The median list price of these homes was \$182,450 up from \$157,000 in 2022.

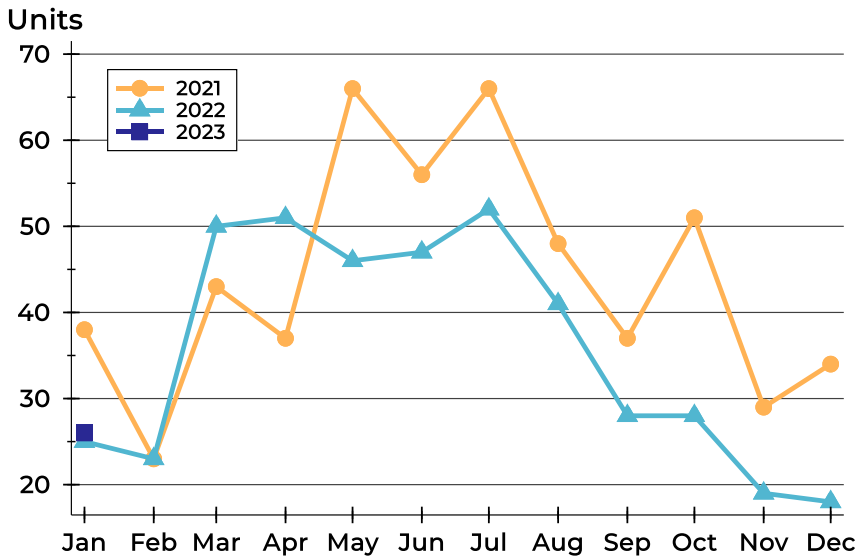
## History of New Listings





## South Region New Listings Analysis

### New Listings by Month



Month	2021	2022	2023
January	38	25	26
February	23	23	
March	43	50	
April	37	51	
May	66	46	
June	56	47	
July	66	52	
August	48	41	
September	37	28	
October	51	28	
November	29	19	
December	34	18	

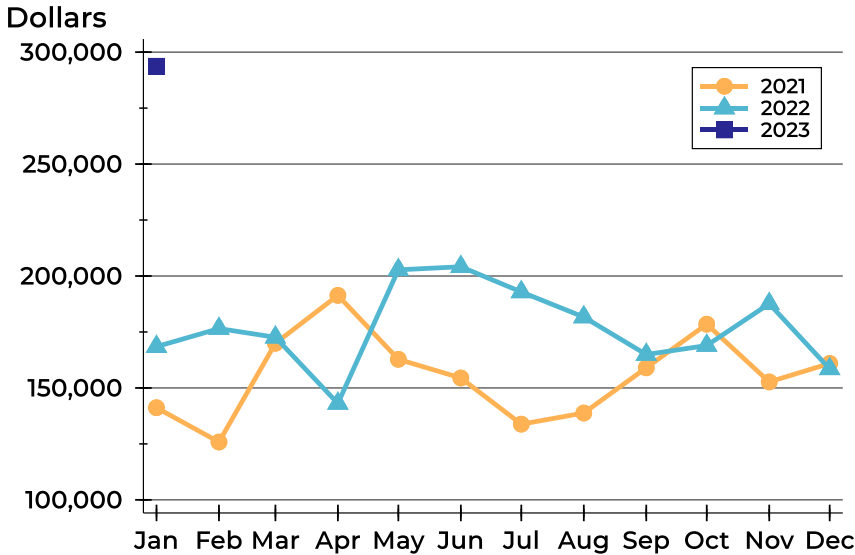
### New Listings by Price Range

Price Range	New Listings		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	2	7.7%	11,900	11,900	18	18	100.0%	100.0%
\$25,000-\$49,999	1	3.8%	47,250	47,250	17	17	100.0%	100.0%
\$50,000-\$99,999	2	7.7%	79,450	79,450	24	24	94.4%	94.4%
\$100,000-\$124,999	1	3.8%	124,900	124,900	34	34	96.2%	96.2%
\$125,000-\$149,999	3	11.5%	141,600	139,900	8	6	94.3%	100.0%
\$150,000-\$174,999	1	3.8%	169,900	169,900	16	16	97.1%	97.1%
\$175,000-\$199,999	4	15.4%	180,950	179,900	12	13	100.0%	100.0%
\$200,000-\$249,999	4	15.4%	220,450	220,950	13	9	99.5%	100.0%
\$250,000-\$299,999	1	3.8%	290,000	290,000	5	5	100.0%	100.0%
\$300,000-\$399,999	2	7.7%	322,450	322,450	6	6	100.0%	100.0%
\$400,000-\$499,999	1	3.8%	435,000	435,000	8	8	96.8%	96.8%
\$500,000-\$749,999	2	7.7%	607,500	607,500	21	21	100.0%	100.0%
\$750,000-\$999,999	1	3.8%	899,000	899,000	18	18	100.0%	100.0%
\$1,000,000 and up	1	3.8%	1,597,000	1,597,000	14	14	100.0%	100.0%



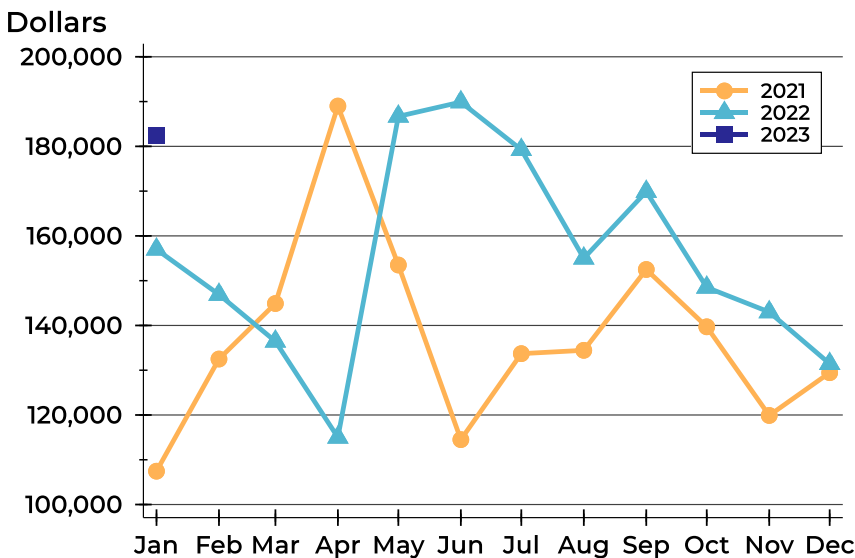
## South Region New Listings Analysis

### Average Price



Month	2021	2022	2023
January	141,162	168,444	293,694
February	125,850	176,520	
March	169,960	172,639	
April	191,354	143,091	
May	162,800	202,759	
June	154,455	204,147	
July	133,824	192,898	
August	138,800	181,672	
September	159,004	164,932	
October	178,488	168,954	
November	152,690	187,621	
December	160,932	158,528	

### Median Price



Month	2021	2022	2023
January	107,450	157,000	182,450
February	132,500	146,900	
March	144,900	136,450	
April	189,000	115,000	
May	153,500	186,700	
June	114,500	189,900	
July	133,700	179,250	
August	134,450	155,000	
September	152,500	169,900	
October	139,700	148,500	
November	119,900	143,000	
December	129,450	131,450	



## South Region Contracts Written Analysis

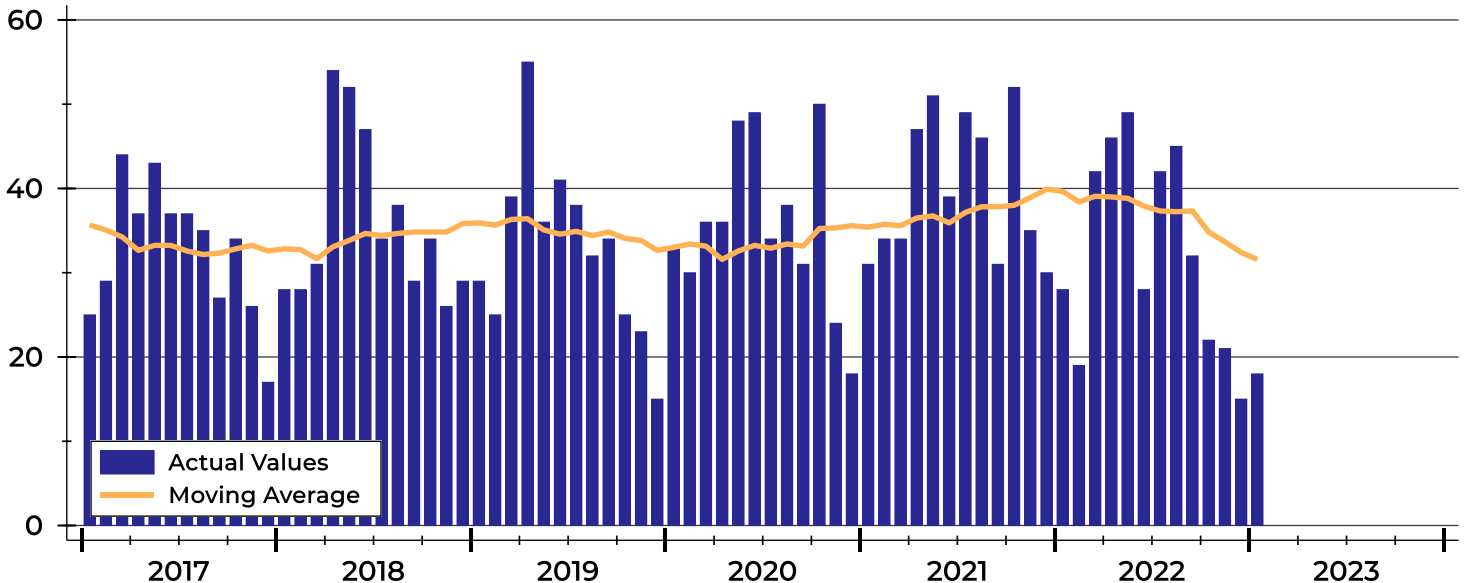
Summary Statistics for Contracts Written		January			Year-to-Date		
		2023	2022	Change	2023	2022	Change
Contracts Written		18	28	-35.7%	18	28	-35.7%
Volume (1,000s)		3,069	4,190	-26.8%	3,069	4,190	-26.8%
Average	Sale Price	170,478	149,650	13.9%	170,478	149,650	13.9%
	Days on Market	33	16	106.3%	33	16	106.3%
	Percent of Original	98.4%	98.0%	0.4%	98.4%	98.0%	0.4%
Median	Sale Price	137,450	129,900	5.8%	137,450	129,900	5.8%
	Days on Market	18	7	157.1%	18	7	157.1%
	Percent of Original	100.0%	98.7%	1.3%	100.0%	98.7%	1.3%

A total of 18 contracts for sale were written in South Region during the month of January, down from 28 in 2022. The median list price of these homes was \$137,450, up from \$129,900 the prior year.

Half of the homes that went under contract in January were on the market less than 18 days, compared to 7 days in January 2022.

## History of Contracts Written

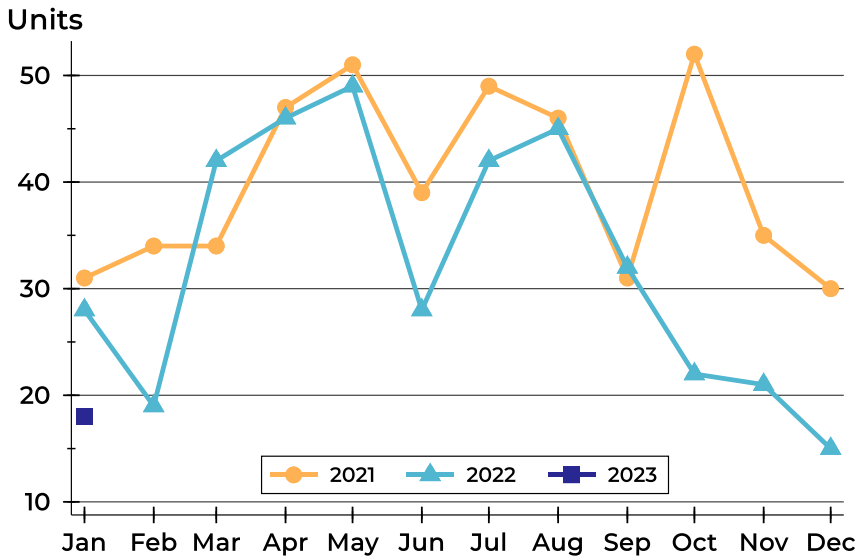
Units





## South Region Contracts Written Analysis

### Contracts Written by Month



Month	2021	2022	2023
January	31	28	<b>18</b>
February	34	19	
March	34	42	
April	47	46	
May	51	49	
June	39	28	
July	49	42	
August	46	45	
September	31	32	
October	52	22	
November	35	21	
December	30	15	

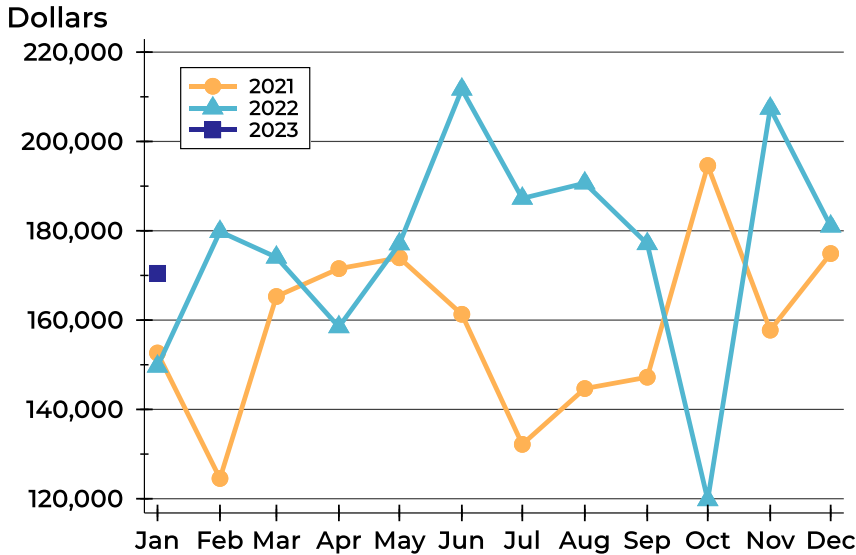
### Contracts Written by Price Range

Price Range	Contracts Written		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	1	5.6%	23,000	23,000	10	10	100.0%	100.0%
\$25,000-\$49,999	1	5.6%	39,900	39,900	99	99	100.0%	100.0%
\$50,000-\$99,999	3	16.7%	87,300	89,900	57	41	100.0%	100.0%
\$100,000-\$124,999	2	11.1%	120,750	120,750	30	30	96.0%	96.0%
\$125,000-\$149,999	3	16.7%	134,933	135,000	19	6	94.3%	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	5.6%	179,900	179,900	3	3	100.0%	100.0%
\$200,000-\$249,999	4	22.2%	219,175	218,400	47	38	99.7%	100.0%
\$250,000-\$299,999	1	5.6%	290,000	290,000	5	5	100.0%	100.0%
\$300,000-\$399,999	1	5.6%	315,900	315,900	0	0	100.0%	100.0%
\$400,000-\$499,999	1	5.6%	435,000	435,000	8	8	96.8%	96.8%
\$500,000-\$749,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$750,000-\$999,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



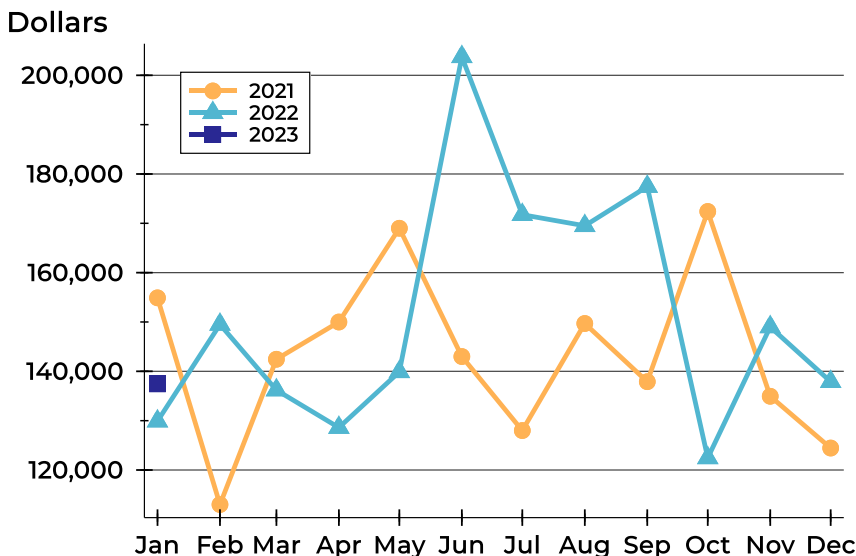
## South Region Contracts Written Analysis

### Average Price



Month	2021	2022	2023
<b>January</b>	152,635	149,650	<b>170,478</b>
February	124,538	179,816	
March	165,285	174,064	
April	171,532	158,473	
May	173,956	177,049	
June	161,297	211,686	
July	132,176	187,255	
August	144,672	190,669	
September	147,213	177,082	
October	194,613	119,745	
November	157,747	207,410	
December	174,907	181,013	

### Median Price

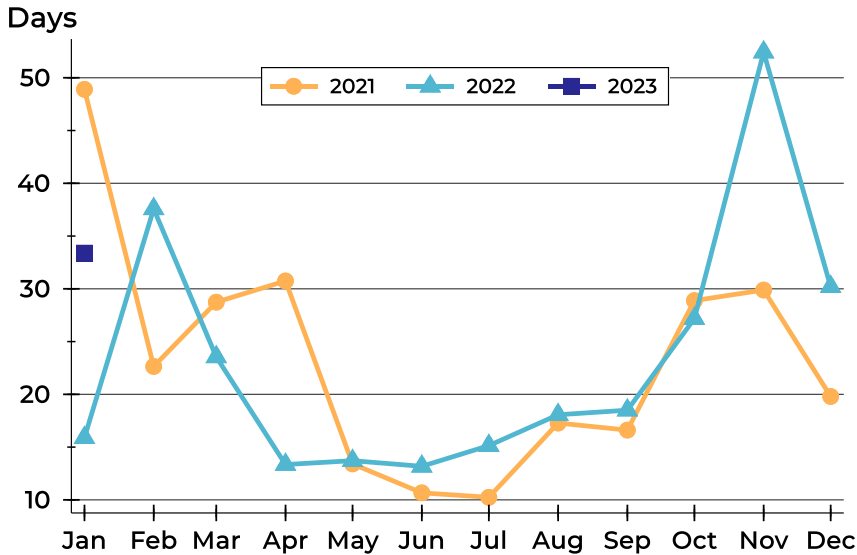


Month	2021	2022	2023
<b>January</b>	154,900	129,900	<b>137,450</b>
February	113,000	149,500	
March	142,450	136,200	
April	150,000	128,600	
May	169,000	139,900	
June	143,000	203,750	
July	128,000	171,750	
August	149,700	169,500	
September	137,900	177,450	
October	172,400	122,450	
November	134,950	149,000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



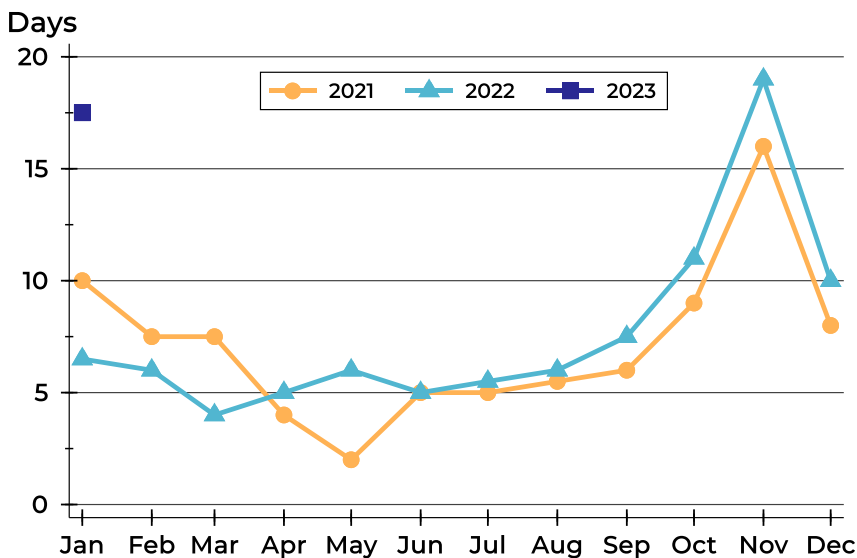
## South Region Contracts Written Analysis

### Average DOM



Month	2021	2022	2023
January	49	16	<b>33</b>
February	23	38	
March	29	24	
April	31	13	
May	13	14	
June	11	13	
July	10	15	
August	17	18	
September	17	19	
October	29	27	
November	30	52	
December	20	30	

### Median DOM



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



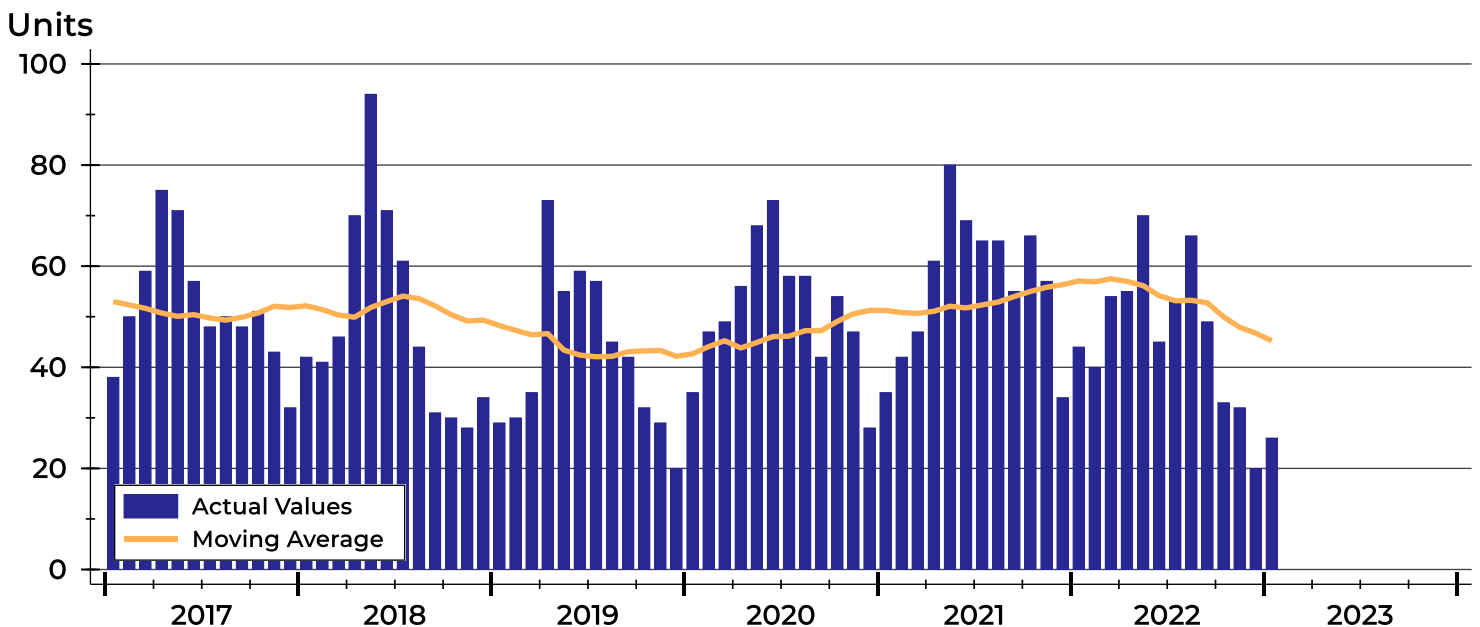
## South Region Pending Contracts Analysis

Summary Statistics for Pending Contracts		End of January		
		2023	2022	Change
Pending Contracts		26	44	-40.9%
Volume (1,000s)		4,778	7,178	-33.4%
Average	List Price	183,785	163,136	12.7%
	Days on Market	35	18	94.4%
	Percent of Original	98.8%	99.3%	-0.5%
Median	List Price	142,450	129,900	9.7%
	Days on Market	9	7	28.6%
	Percent of Original	100.0%	100.0%	0.0%

A total of 26 listings in South Region had contracts pending at the end of January, down from 44 contracts pending at the end of January 2022.

Pending contracts reflect listings with a contract in place at the end of the month. In contrast, contracts written measures the number of listings put under contract during the month.

### History of Pending Contracts

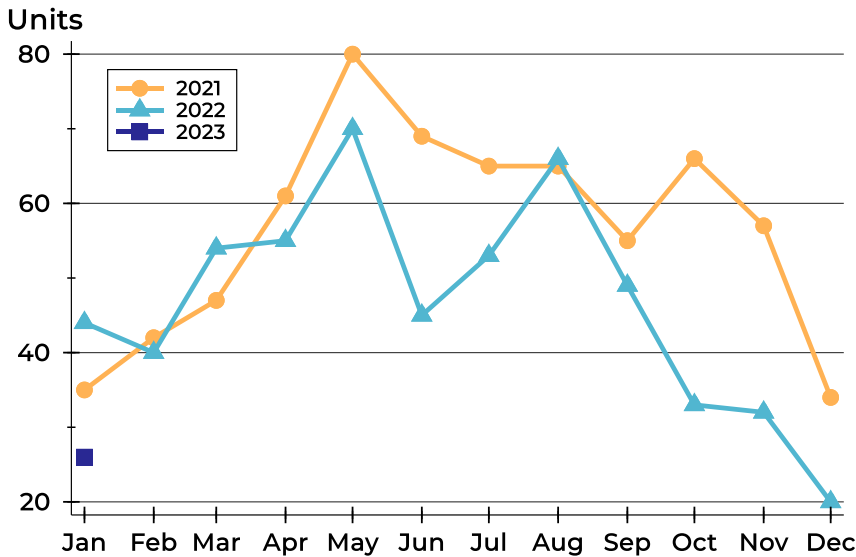






## South Region Pending Contracts Analysis

### Pending Contracts by Month



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

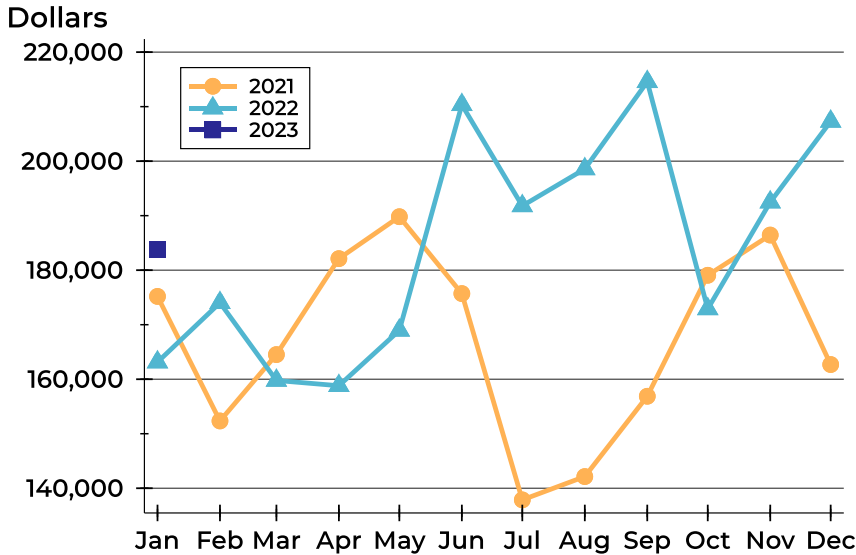
### Pending Contracts by Price Range

Price Range	Pending Contracts		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	1	3.8%	23,000	23,000	10	10	100.0%	100.0%
\$25,000-\$49,999	1	3.8%	39,900	39,900	99	99	100.0%	100.0%
\$50,000-\$99,999	5	19.2%	79,260	82,000	55	41	99.9%	100.0%
\$100,000-\$124,999	4	15.4%	118,725	119,000	66	30	93.6%	96.0%
\$125,000-\$149,999	3	11.5%	138,267	139,900	19	6	100.0%	100.0%
\$150,000-\$174,999	1	3.8%	164,000	164,000	3	3	100.0%	100.0%
\$175,000-\$199,999	2	7.7%	188,950	188,950	2	2	100.0%	100.0%
\$200,000-\$249,999	4	15.4%	219,175	218,400	47	38	99.7%	100.0%
\$250,000-\$299,999	1	3.8%	290,000	290,000	5	5	100.0%	100.0%
\$300,000-\$399,999	1	3.8%	315,900	315,900	0	0	100.0%	100.0%
\$400,000-\$499,999	2	7.7%	430,000	430,000	9	9	98.4%	98.4%
\$500,000-\$749,999	1	3.8%	545,000	545,000	0	0	100.0%	100.0%
\$750,000-\$999,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



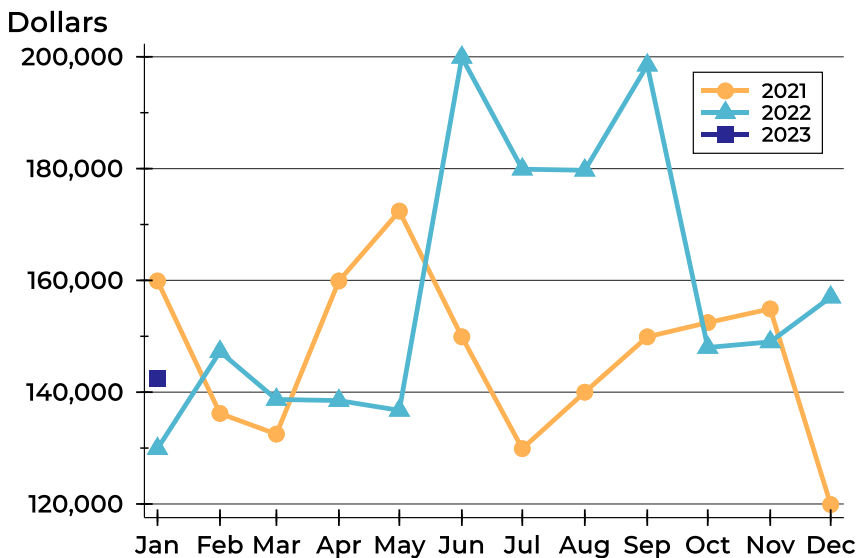
## South Region Pending Contracts Analysis

### Average Price



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

### Median Price

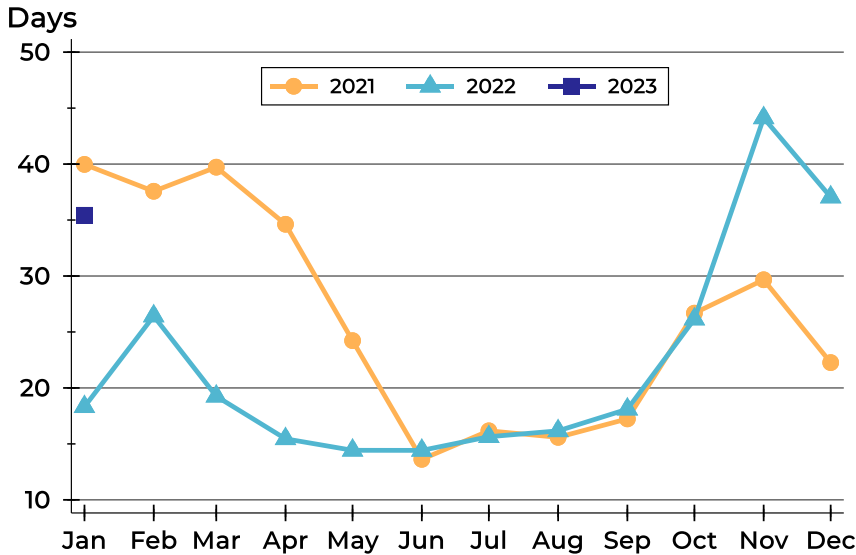


Month	2021	2022	2023
January	159,900	129,900	<b>142,450</b>
February	136,200	147,250	
March	132,500	138,700	
April	159,900	138,500	
May	172,400	136,750	
June	149,900	199,900	
July	129,900	179,900	
August	140,000	179,700	
September	149,900	198,500	
October	152,450	148,000	
November	154,900	149,000	
December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



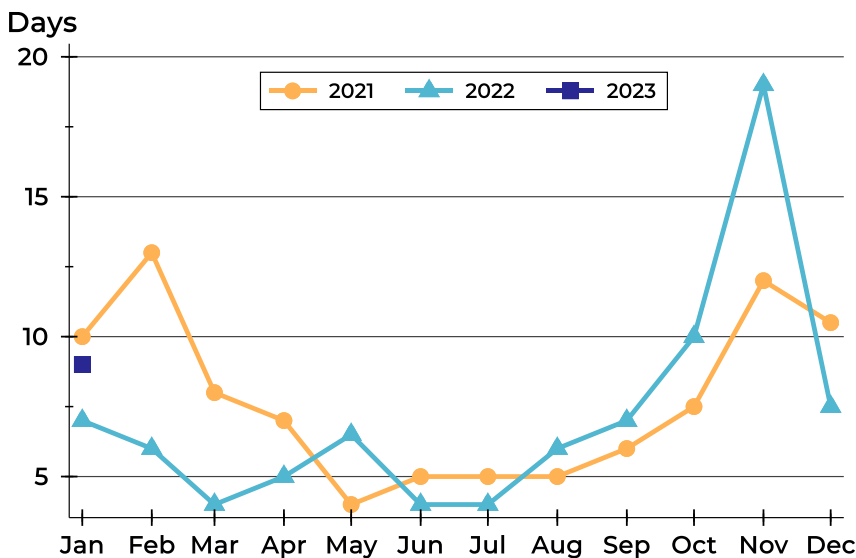
## South Region Pending Contracts Analysis

### Average DOM



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

### Median DOM



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