



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

## July 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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**July  
2022**

# Sunflower MLS Statistics



## Central Region Housing Report



### Market Overview

#### Central Region Home Sales Fell in July

Total home sales in Central Region fell last month to 291 units, compared to 310 units in July 2021. Total sales volume was \$61.7 million, up from a year earlier.

The median sale price in July was \$190,000, up from \$167,250 a year earlier. Homes that sold in July were typically on the market for 3 days and sold for 100.0% of their list prices.

#### Central Region Active Listings Down at End of July

The total number of active listings in Central Region at the end of July was 160 units, down from 191 at the same point in 2021. This represents a 0.7 months' supply of homes available for sale. The median list price of homes on the market at the end of July was \$195,000.

During July, a total of 235 contracts were written down from 276 in July 2021. At the end of the month, there were 264 contracts still pending.

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**July  
2022**

# Sunflower MLS Statistics



## Central Region Summary Statistics

July MLS Statistics Three-year History		Current Month			Year-to-Date		
		2022	2021	2020	2022	2021	2020
<b>Home Sales</b>		<b>291</b>	<b>310</b>	<b>301</b>	<b>1,591</b>	<b>1,680</b>	<b>1,599</b>
Change from prior year		-6.1%	3.0%	8.7%	-5.3%	5.1%	4.7%
<b>Active Listings</b>		<b>160</b>	<b>191</b>	<b>208</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
Change from prior year		-16.2%	-8.2%	-47.7%			
<b>Months' Supply</b>		<b>0.7</b>	<b>0.8</b>	<b>0.9</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
Change from prior year		-12.5%	-11.1%	-50.0%			
<b>New Listings</b>		<b>269</b>	<b>326</b>	<b>344</b>	<b>1,815</b>	<b>2,013</b>	<b>1,976</b>
Change from prior year		-17.5%	-5.2%	9.2%	-9.8%	1.9%	-4.9%
<b>Contracts Written</b>		<b>235</b>	<b>276</b>	<b>302</b>	<b>1,657</b>	<b>1,810</b>	<b>1,786</b>
Change from prior year		-14.9%	-8.6%	19.8%	-8.5%	1.3%	5.4%
<b>Pending Contracts</b>		<b>264</b>	<b>327</b>	<b>347</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
Change from prior year		-19.3%	-5.8%	5.5%			
<b>Sales Volume (1,000s)</b>		<b>61,740</b>	<b>59,888</b>	<b>50,576</b>	<b>319,906</b>	<b>302,141</b>	<b>253,461</b>
Change from prior year		3.1%	18.4%	21.4%	5.9%	19.2%	14.5%
Average	<b>Sale Price</b>	<b>212,164</b>	<b>193,187</b>	<b>168,026</b>	<b>201,072</b>	<b>179,846</b>	<b>158,512</b>
	Change from prior year	9.8%	15.0%	11.7%	11.8%	13.5%	9.4%
	<b>List Price of Actives</b>	<b>291,803</b>	<b>224,147</b>	<b>218,300</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
	Change from prior year	30.2%	2.7%	27.5%			
	<b>Days on Market</b>	<b>10</b>	<b>9</b>	<b>16</b>	<b>13</b>	<b>14</b>	<b>28</b>
Change from prior year	11.1%	-43.8%	-38.5%	-7.1%	-50.0%	-22.2%	
<b>Percent of List</b>	<b>102.1%</b>	<b>101.3%</b>	<b>99.2%</b>	<b>101.5%</b>	<b>100.8%</b>	<b>98.2%</b>	
Change from prior year	0.8%	2.1%	1.5%	0.7%	2.6%	0.7%	
<b>Percent of Original</b>	<b>101.1%</b>	<b>100.7%</b>	<b>98.5%</b>	<b>100.5%</b>	<b>100.2%</b>	<b>96.9%</b>	
Change from prior year	0.4%	2.2%	2.2%	0.3%	3.4%	1.4%	
Median	<b>Sale Price</b>	<b>190,000</b>	<b>167,250</b>	<b>142,500</b>	<b>170,000</b>	<b>159,900</b>	<b>139,000</b>
	Change from prior year	13.6%	17.4%	-0.7%	6.3%	15.0%	7.0%
	<b>List Price of Actives</b>	<b>195,000</b>	<b>179,500</b>	<b>155,900</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
	Change from prior year	8.6%	15.1%	14.4%			
	<b>Days on Market</b>	<b>3</b>	<b>3</b>	<b>3</b>	<b>3</b>	<b>3</b>	<b>7</b>
Change from prior year	0.0%	0.0%	-66.7%	0.0%	-57.1%	-36.4%	
<b>Percent of List</b>	<b>100.0%</b>	<b>100.7%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	
Change from prior year	-0.7%	0.7%	0.0%	0.0%	0.0%	0.8%	
<b>Percent of Original</b>	<b>100.0%</b>	<b>100.6%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>99.2%</b>	
Change from prior year	-0.6%	0.6%	0.0%	0.0%	0.8%	1.0%	

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



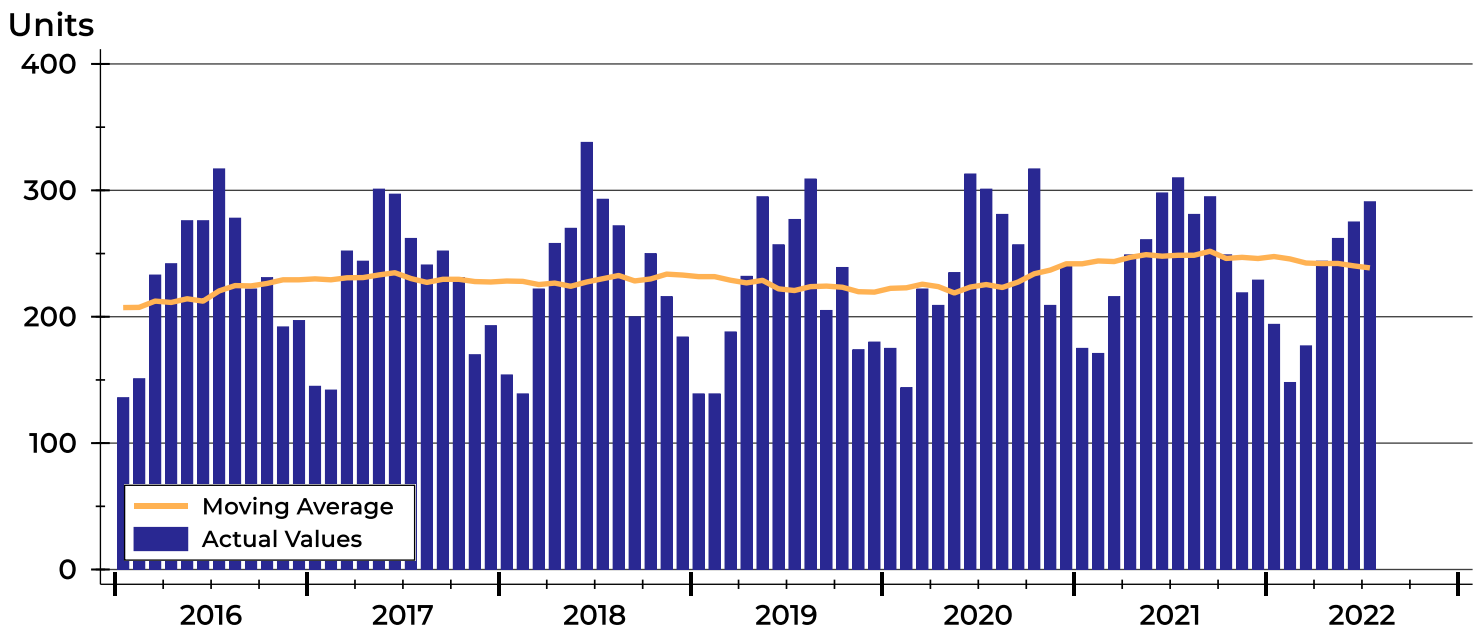
## Central Region Closed Listings Analysis

Summary Statistics for Closed Listings		2022	July 2021	Change	Year-to-Date		
					2022	2021	Change
Closed Listings		291	310	-6.1%	1,591	1,680	-5.3%
Volume (1,000s)		61,740	59,888	3.1%	319,906	302,141	5.9%
Months' Supply		0.7	0.8	-12.5%	N/A	N/A	N/A
Average	Sale Price	212,164	193,187	9.8%	201,072	179,846	11.8%
	Days on Market	10	9	11.1%	13	14	-7.1%
	Percent of List	102.1%	101.3%	0.8%	101.5%	100.8%	0.7%
	Percent of Original	101.1%	100.7%	0.4%	100.5%	100.2%	0.3%
Median	Sale Price	190,000	167,250	13.6%	170,000	159,900	6.3%
	Days on Market	3	3	0.0%	3	3	0.0%
	Percent of List	100.0%	100.7%	-0.7%	100.0%	100.0%	0.0%
	Percent of Original	100.0%	100.6%	-0.6%	100.0%	100.0%	0.0%

A total of 291 homes sold in Central Region in July, down from 310 units in July 2021. Total sales volume rose to \$61.7 million compared to \$59.9 million in the previous year.

The median sales price in July was \$190,000, up 13.6% compared to the prior year. Median days on market was 3 days, up from 2 days in June, but similar to July 2021.

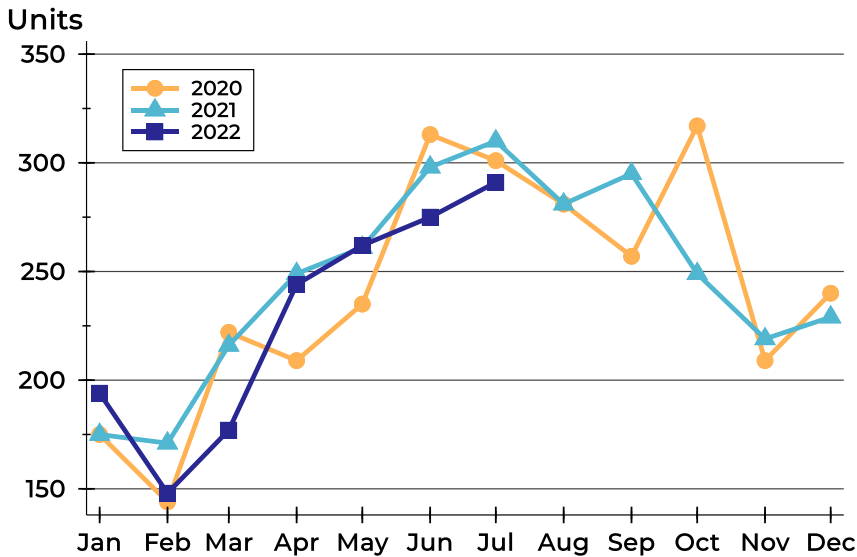
## History of Closed Listings





## Central Region Closed Listings Analysis

### Closed Listings by Month



Month	2020	2021	2022
January	175	175	194
February	144	171	148
March	222	216	177
April	209	249	244
May	235	261	262
June	313	298	275
July	301	310	291
August	281	281	
September	257	295	
October	317	249	
November	209	219	
December	240	229	

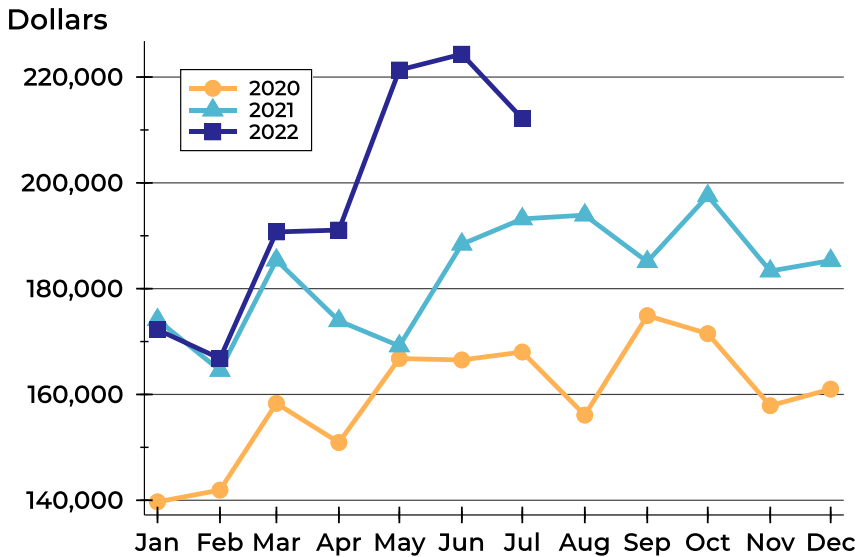
### Closed Listings by Price Range

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	1.0%	0.3	16,833	16,500	17	9	86.0%	83.0%	86.0%	83.0%
\$25,000-\$49,999	5	1.7%	1.1	31,300	28,000	7	5	98.9%	100.0%	98.9%	100.0%
\$50,000-\$99,999	42	14.4%	0.7	73,545	68,125	12	2	99.2%	100.0%	97.8%	100.0%
\$100,000-\$124,999	22	7.6%	0.4	113,499	114,950	7	5	102.3%	100.0%	101.0%	100.0%
\$125,000-\$149,999	32	11.0%	0.4	136,724	136,250	11	3	105.0%	102.6%	104.2%	101.8%
\$150,000-\$174,999	30	10.3%	0.4	159,407	159,950	3	2	104.9%	103.4%	105.1%	103.8%
\$175,000-\$199,999	28	9.6%	0.8	189,582	190,000	6	4	101.3%	100.0%	99.8%	100.0%
\$200,000-\$249,999	34	11.7%	0.5	220,514	220,000	5	3	105.3%	102.3%	104.4%	101.8%
\$250,000-\$299,999	39	13.4%	0.7	270,310	268,000	8	3	101.3%	100.4%	100.1%	100.0%
\$300,000-\$399,999	29	10.0%	0.9	345,252	340,000	18	4	101.1%	100.0%	100.2%	100.0%
\$400,000-\$499,999	19	6.5%	1.0	448,548	451,018	20	3	101.1%	100.0%	99.7%	100.0%
\$500,000-\$749,999	7	2.4%	1.5	586,688	610,000	7	2	101.0%	100.0%	100.6%	100.0%
\$750,000-\$999,999	1	0.3%	7.2	800,000	800,000	13	13	95.8%	95.8%	95.8%	95.8%
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A



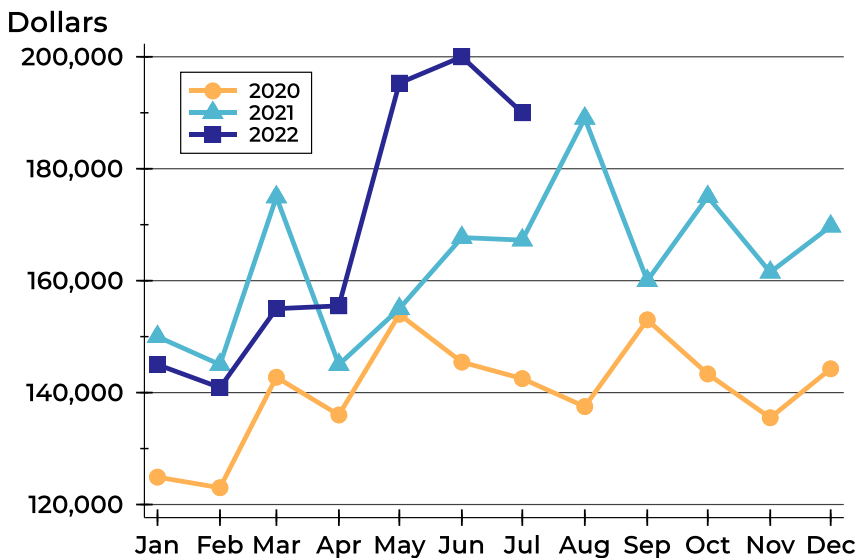
## Central Region Closed Listings Analysis

### Average Price



Month	2020	2021	2022
January	139,694	174,105	172,251
February	141,918	164,536	166,789
March	158,318	185,394	190,723
April	150,914	173,922	191,081
May	166,791	169,166	221,340
June	166,516	188,404	224,334
July	168,026	193,187	212,164
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

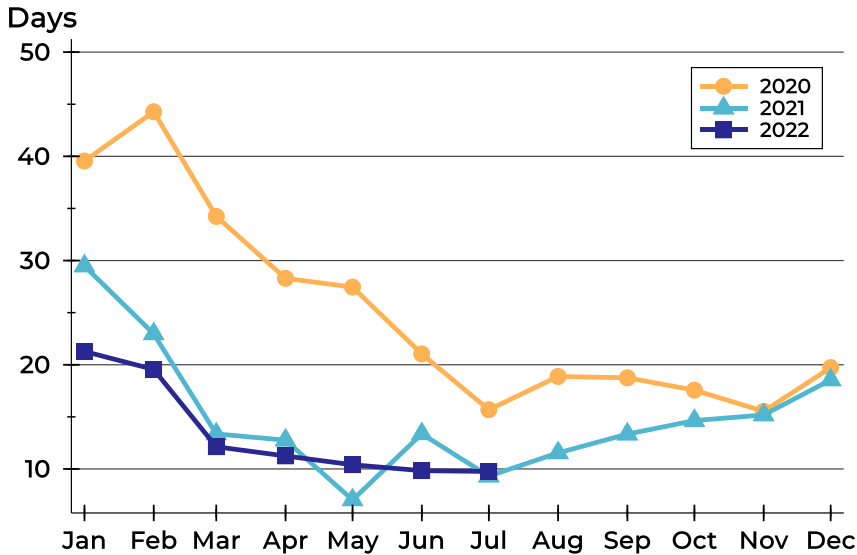


Month	2020	2021	2022
January	124,900	150,000	145,000
February	123,000	145,010	140,900
March	142,750	174,950	155,000
April	136,000	145,000	155,500
May	154,000	155,000	195,300
June	145,450	167,700	200,000
July	142,500	167,250	190,000
August	137,500	189,000	
September	153,000	160,000	
October	143,334	175,000	
November	135,500	161,500	
December	144,250	169,727	



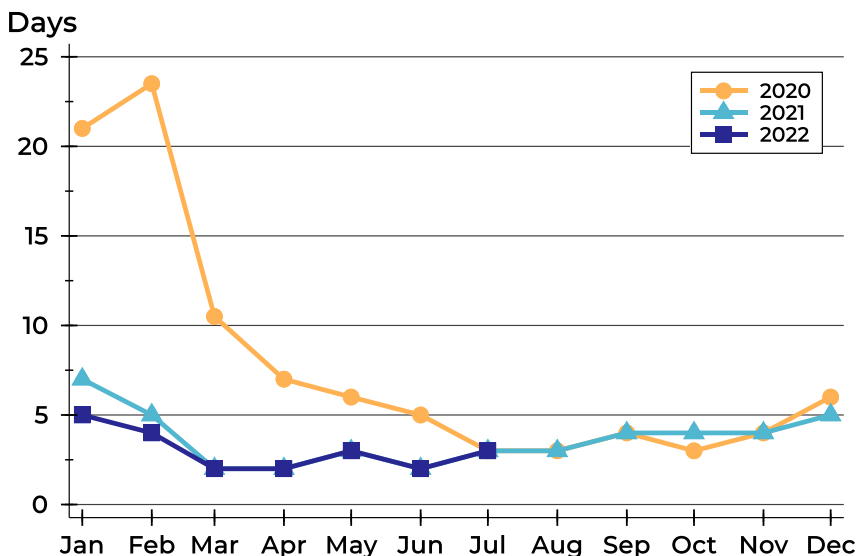
## Central Region Closed Listings Analysis

### Average DOM



Month	2020	2021	2022
January	40	29	21
February	44	23	20
March	34	13	12
April	28	13	11
May	27	7	10
June	21	13	10
July	16	9	10
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	4
March	11	2	2
April	7	2	2
May	6	3	3
June	5	2	2
July	3	3	3
August	3	3	
September	4	4	
October	3	4	
November	4	4	
December	6	5	



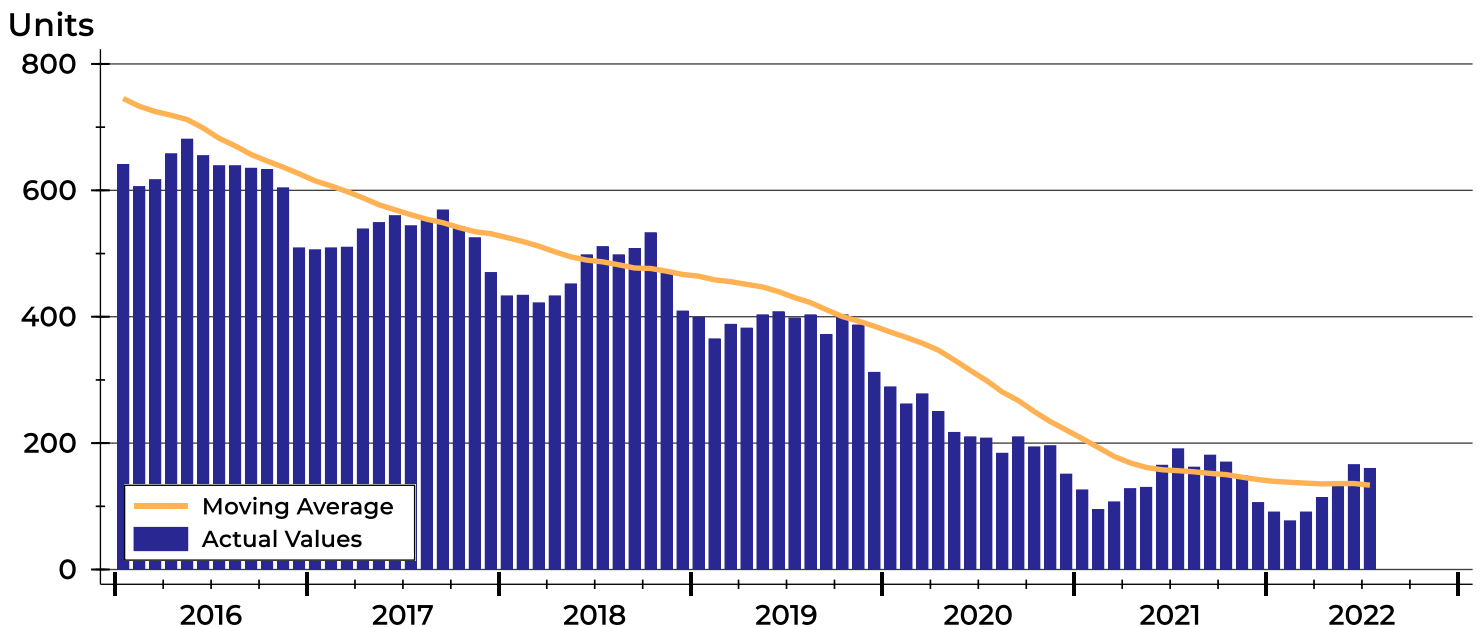
# Central Region Active Listings Analysis

Summary Statistics for Active Listings		2022	End of July 2021	Change
Active Listings		160	191	-16.2%
Volume (1,000s)		46,688	42,812	9.1%
Months' Supply		0.7	0.8	-12.5%
Average	List Price	291,803	224,147	30.2%
	Days on Market	44	47	-6.4%
	Percent of Original	96.2%	97.6%	-1.4%
Median	List Price	195,000	179,500	8.6%
	Days on Market	26	23	13.0%
	Percent of Original	100.0%	100.0%	0.0%

A total of 160 homes were available for sale in Central Region at the end of July. This represents a 0.7 months' supply of active listings.

The median list price of homes on the market at the end of July was \$195,000, up 8.6% from 2021. The typical time on market for active listings was 26 days, up from 23 days a year earlier.

## History of Active Listings

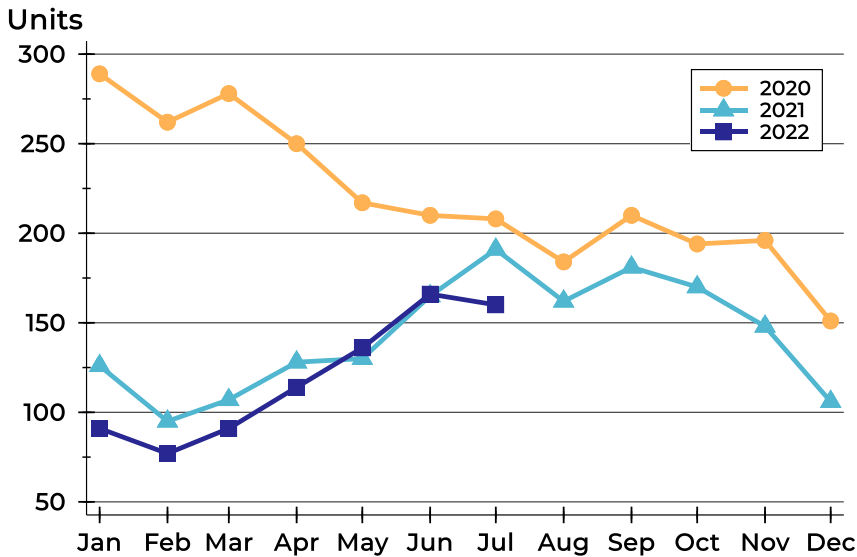






## Central Region Active Listings Analysis

### Active Listings by Month



Month	2020	2021	2022
January	289	126	91
February	262	95	77
March	278	107	91
April	250	128	114
May	217	130	136
June	210	165	166
July	208	191	160
August	184	162	
September	210	181	
October	194	170	
November	196	148	
December	151	106	

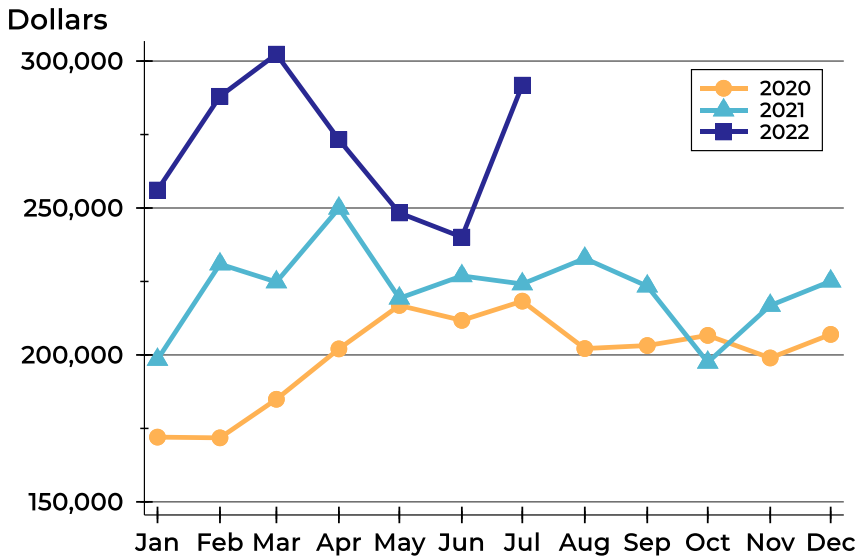
### Active Listings by Price Range

Price Range	Active Listings Number	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	1	0.6%	0.3	9,900	9,900	133	133	28.4%	28.4%
\$25,000-\$49,999	12	7.5%	1.1	34,450	32,550	46	44	90.4%	100.0%
\$50,000-\$99,999	29	18.1%	0.7	76,951	78,000	45	26	97.1%	100.0%
\$100,000-\$124,999	8	5.0%	0.4	112,113	113,500	29	18	97.2%	100.0%
\$125,000-\$149,999	10	6.3%	0.4	136,930	135,250	43	21	95.9%	96.0%
\$150,000-\$174,999	9	5.6%	0.4	162,989	169,000	28	13	98.7%	100.0%
\$175,000-\$199,999	17	10.6%	0.8	191,619	190,000	35	25	94.7%	100.0%
\$200,000-\$249,999	14	8.8%	0.5	223,871	220,000	23	15	98.3%	100.0%
\$250,000-\$299,999	17	10.6%	0.7	273,547	269,900	31	18	98.2%	100.0%
\$300,000-\$399,999	20	12.5%	0.9	341,153	329,545	67	46	96.6%	98.7%
\$400,000-\$499,999	10	6.3%	1.0	463,710	472,250	62	64	99.6%	100.0%
\$500,000-\$749,999	8	5.0%	1.5	606,162	582,450	57	57	98.7%	100.0%
\$750,000-\$999,999	3	1.9%	7.2	849,667	899,000	39	52	90.2%	95.6%
\$1,000,000 and up	2	1.3%	N/A	5,200,000	5,200,000	48	48	100.0%	100.0%



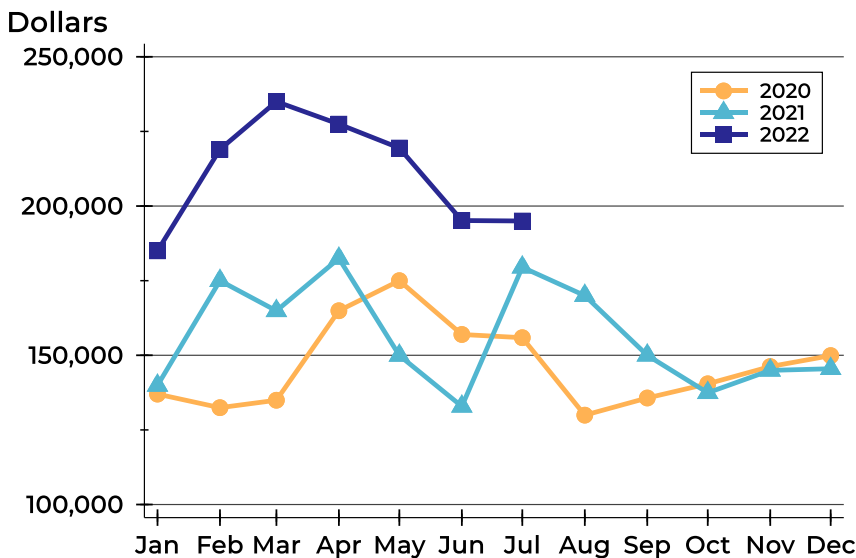
# Central Region Active Listings Analysis

## Average Price



Month	2020	2021	2022
January	172,033	198,444	256,111
February	171,788	230,913	288,004
March	184,917	224,819	302,357
April	202,058	249,896	273,269
May	216,849	219,300	248,326
June	211,772	226,905	240,087
July	218,300	224,147	291,803
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

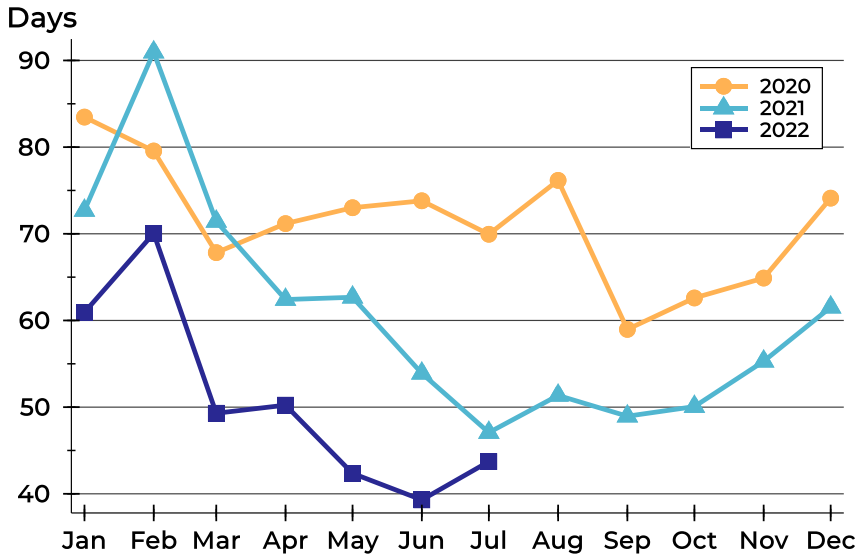


Month	2020	2021	2022
January	137,000	139,900	185,000
February	132,450	175,000	219,000
March	134,950	164,900	235,000
April	164,925	182,450	227,450
May	175,000	149,950	219,450
June	156,975	132,900	195,150
July	155,900	179,500	195,000
August	129,950	170,000	
September	135,700	150,000	
October	140,450	137,450	
November	146,225	144,950	
December	149,900	145,500	



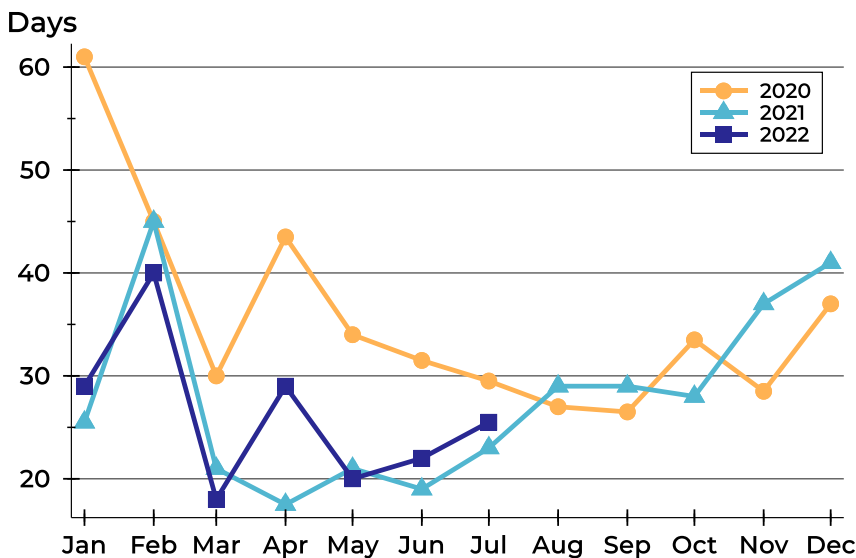
## Central Region Active Listings Analysis

### Average DOM



Month	2020	2021	2022
January	83	73	61
February	80	91	70
March	68	71	49
April	71	62	50
May	73	63	42
June	74	54	39
July	70	47	44
August	76	51	
September	59	49	
October	63	50	
November	65	55	
December	74	62	

### Median DOM

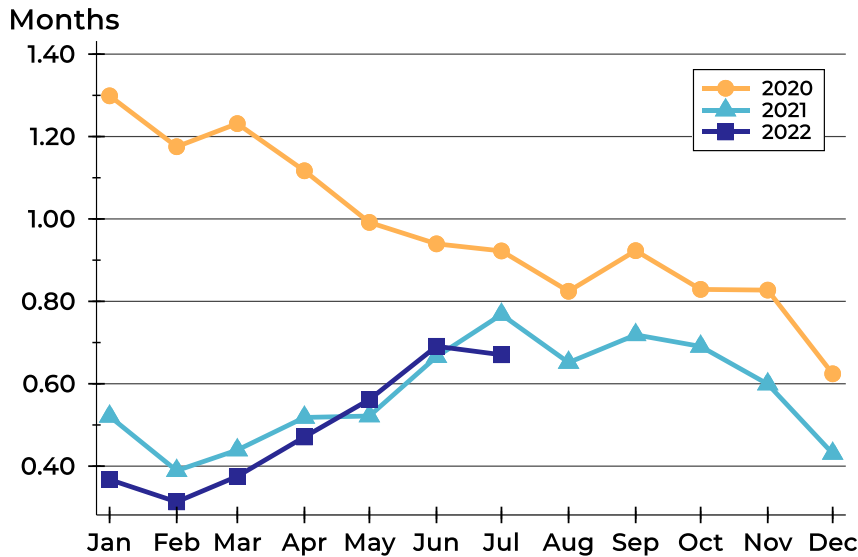


Month	2020	2021	2022
January	61	26	29
February	45	45	40
March	30	21	18
April	44	18	29
May	34	21	20
June	32	19	22
July	30	23	26
August	27	29	
September	27	29	
October	34	28	
November	29	37	
December	37	41	



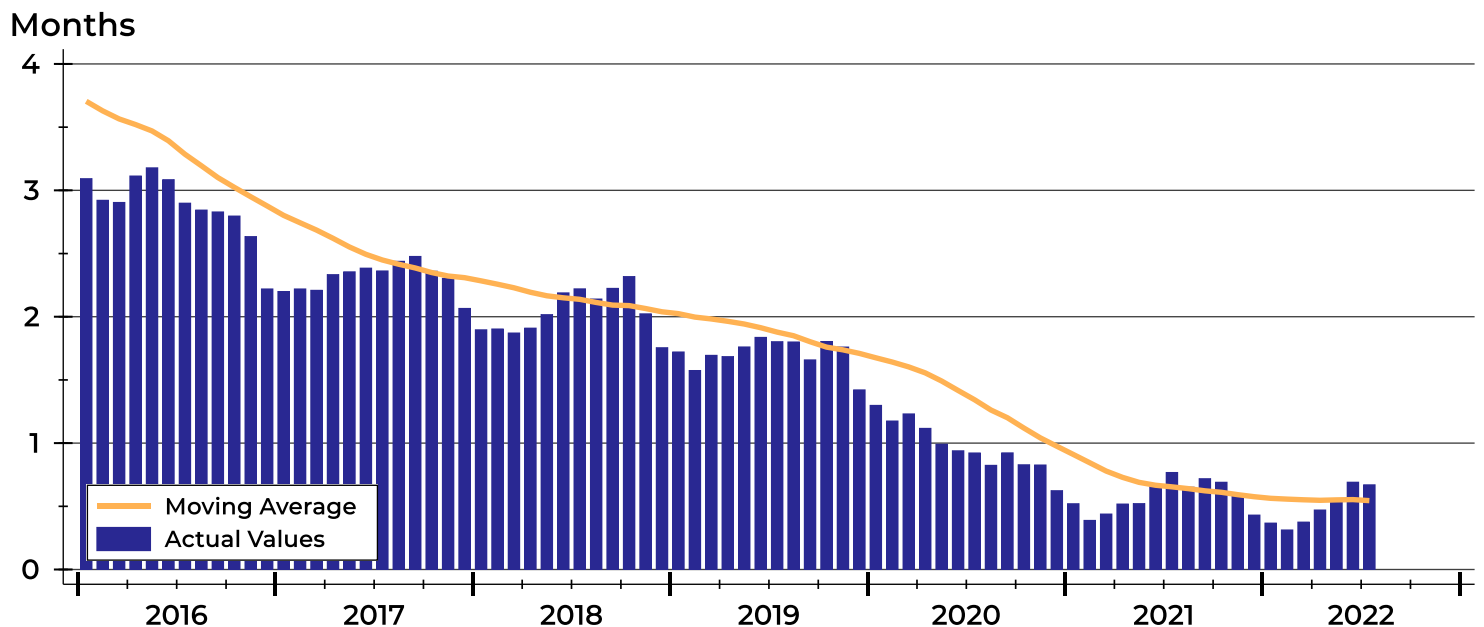
## Central Region Months' Supply Analysis

### Months' Supply by Month



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

### History of Month's Supply





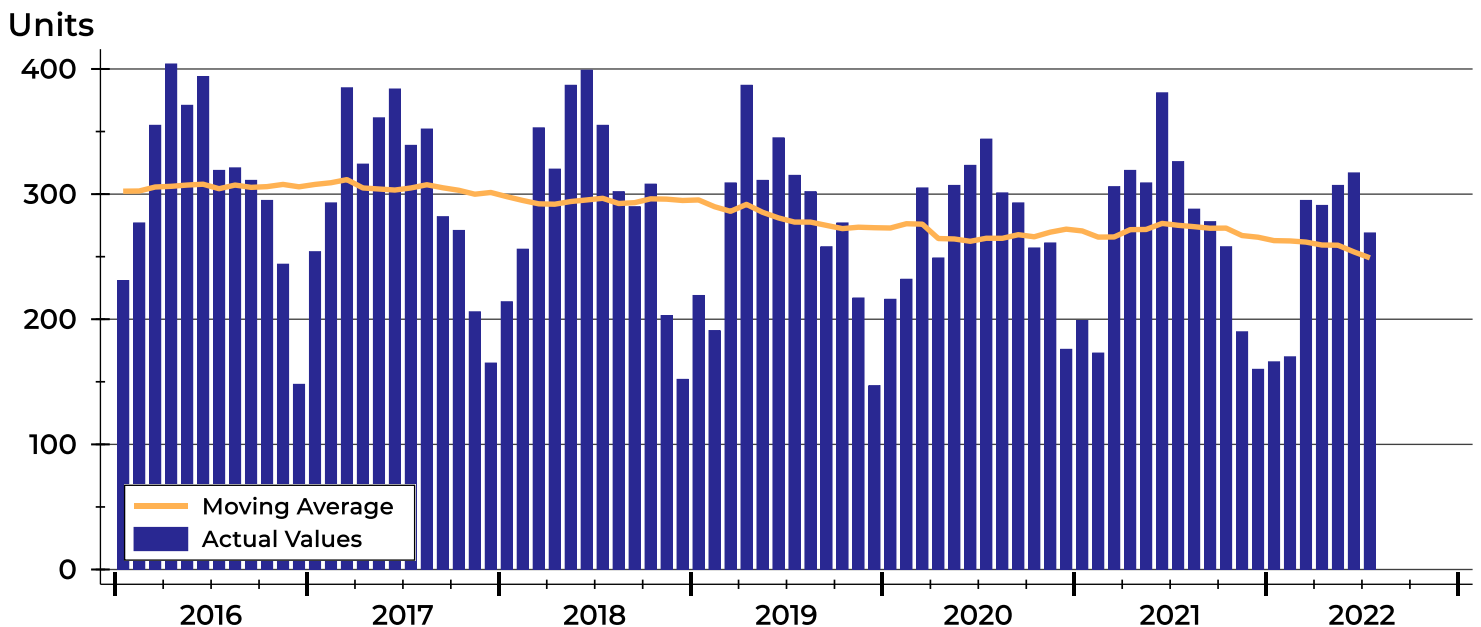
## Central Region New Listings Analysis

Summary Statistics for New Listings		2022	July 2021	Change
Current Month	New Listings	<b>269</b>	326	-17.5%
	Volume (1,000s)	<b>61,181</b>	66,131	-7.5%
	Average List Price	<b>227,437</b>	202,855	12.1%
	Median List Price	<b>169,900</b>	180,000	-5.6%
Year-to-Date	New Listings	<b>1,815</b>	2,013	-9.8%
	Volume (1,000s)	<b>382,875</b>	371,937	2.9%
	Average List Price	<b>210,950</b>	184,768	14.2%
	Median List Price	<b>175,000</b>	159,900	9.4%

A total of 269 new listings were added in Central Region during July, down 17.5% from the same month in 2021. Year-to-date Central Region has seen 1,815 new listings.

The median list price of these homes was \$169,900 down from \$180,000 in 2021.

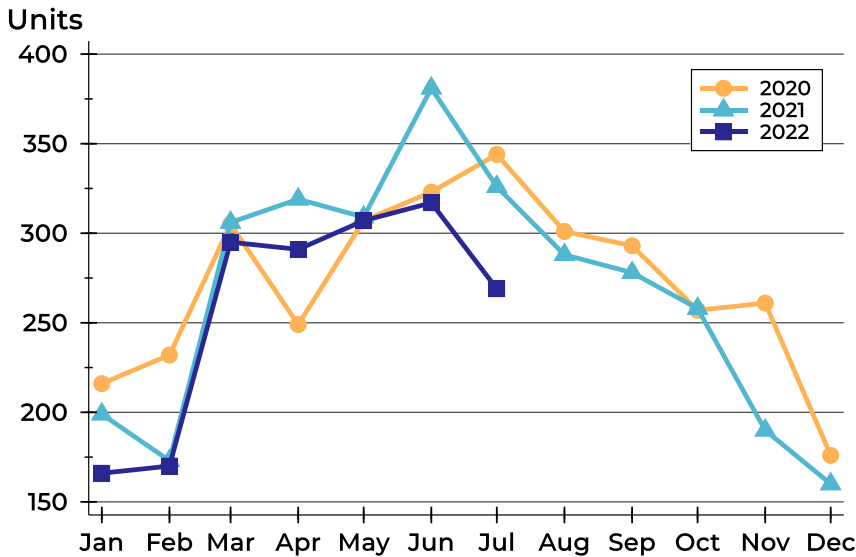
## History of New Listings





## Central Region New Listings Analysis

### New Listings by Month



Month	2020	2021	2022
January	216	199	166
February	232	173	170
March	305	306	295
April	249	319	291
May	307	309	307
June	323	381	317
July	344	326	269
August	301	288	
September	293	278	
October	257	258	
November	261	190	
December	176	160	

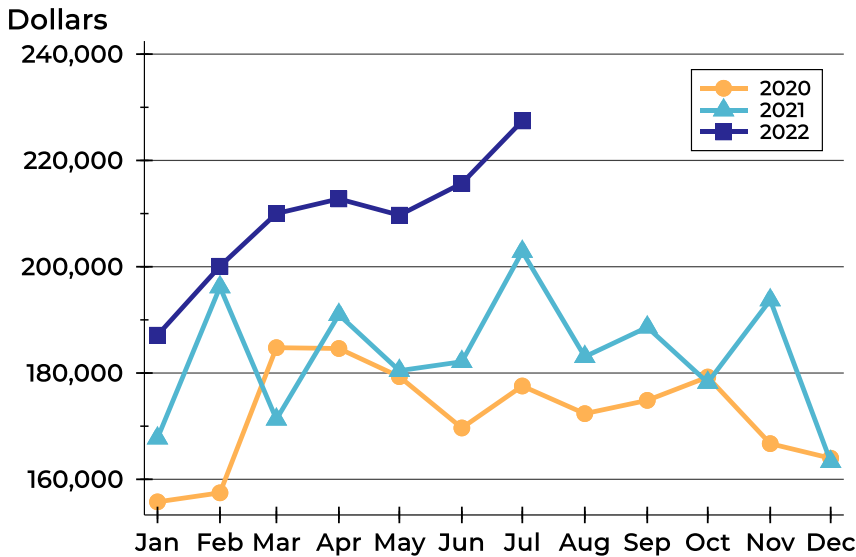
### New Listings by Price Range

Price Range	New Listings		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	3	1.1%	22,900	22,900	3	0	94.5%	100.0%
\$25,000-\$49,999	9	3.3%	35,767	37,000	8	2	100.0%	100.0%
\$50,000-\$99,999	54	20.1%	75,788	74,950	8	3	99.8%	100.0%
\$100,000-\$124,999	14	5.2%	111,436	110,000	9	3	99.5%	100.0%
\$125,000-\$149,999	33	12.3%	139,775	139,900	7	3	100.3%	100.0%
\$150,000-\$174,999	24	8.9%	161,641	161,250	6	4	99.6%	100.0%
\$175,000-\$199,999	31	11.5%	189,796	190,000	10	7	97.5%	100.0%
\$200,000-\$249,999	30	11.2%	225,367	225,000	10	7	99.0%	100.0%
\$250,000-\$299,999	30	11.2%	270,518	269,975	9	5	98.8%	100.0%
\$300,000-\$399,999	19	7.1%	338,231	325,000	10	8	99.1%	100.0%
\$400,000-\$499,999	14	5.2%	454,346	450,000	9	6	99.3%	100.0%
\$500,000-\$749,999	6	2.2%	574,650	574,000	18	17	98.2%	98.8%
\$750,000-\$999,999	1	0.4%	750,000	750,000	12	12	100.0%	100.0%
\$1,000,000 and up	1	0.4%	8,900,000	8,900,000	10	10	100.0%	100.0%



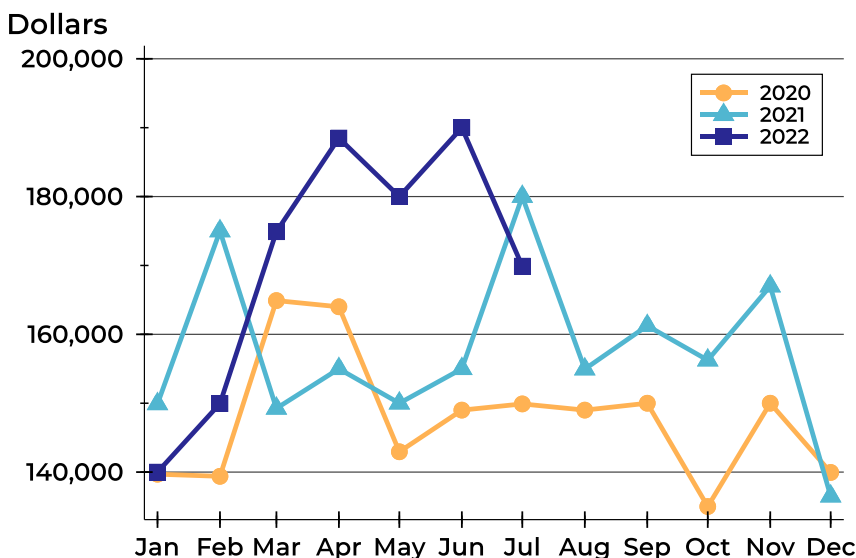
## Central Region New Listings Analysis

### Average Price



Month	2020	2021	2022
January	155,757	167,738	187,118
February	157,457	196,183	200,090
March	184,771	171,288	210,006
April	184,616	190,982	212,764
May	179,319	180,446	209,703
June	169,663	182,130	215,687
July	177,563	202,855	227,437
August	172,357	183,067	
September	174,855	188,621	
October	179,248	178,204	
November	166,714	193,739	
December	163,968	163,310	

### Median Price



Month	2020	2021	2022
January	139,700	149,900	140,000
February	139,389	175,000	149,950
March	164,900	149,250	174,900
April	164,000	155,000	188,500
May	142,950	150,000	180,000
June	149,000	155,000	190,000
July	149,900	180,000	169,900
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	



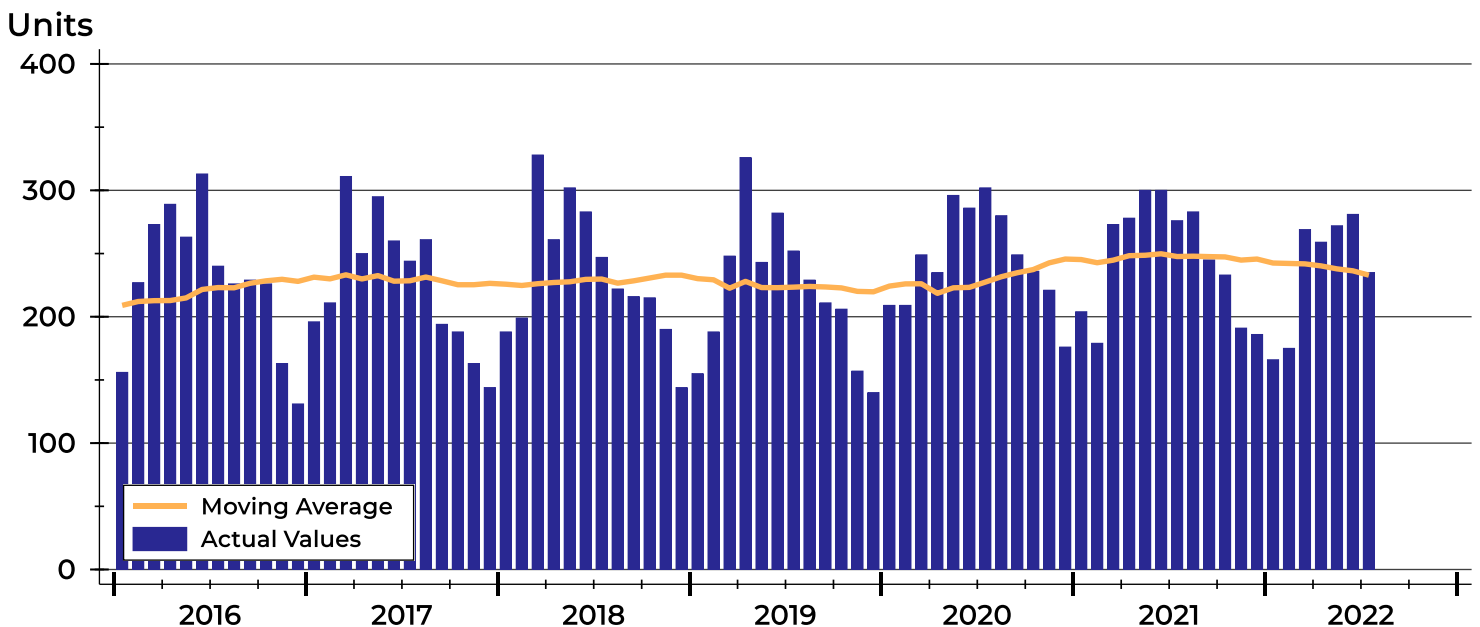
# Central Region Contracts Written Analysis

Summary Statistics for Contracts Written		2022	July 2021	Change	Year-to-Date		
		2022	2021		2022	2021	Change
Contracts Written		235	276	-14.9%	1,657	1,810	-8.5%
Volume (1,000s)		46,067	57,180	-19.4%	331,428	333,366	-0.6%
Average	Sale Price	196,030	207,173	-5.4%	200,017	184,180	8.6%
	Days on Market	13	11	18.2%	12	12	0.0%
	Percent of Original	98.1%	99.6%	-1.5%	100.4%	100.4%	0.0%
Median	Sale Price	169,900	181,000	-6.1%	169,500	160,000	5.9%
	Days on Market	5	4	25.0%	3	3	0.0%
	Percent of Original	100.0%	100.0%	0.0%	100.0%	100.0%	0.0%

A total of 235 contracts for sale were written in Central Region during the month of July, down from 276 in 2021. The median list price of these homes was \$169,900, down from \$181,000 the prior year.

Half of the homes that went under contract in July were on the market less than 5 days, compared to 4 days in July 2021.

## History of Contracts Written

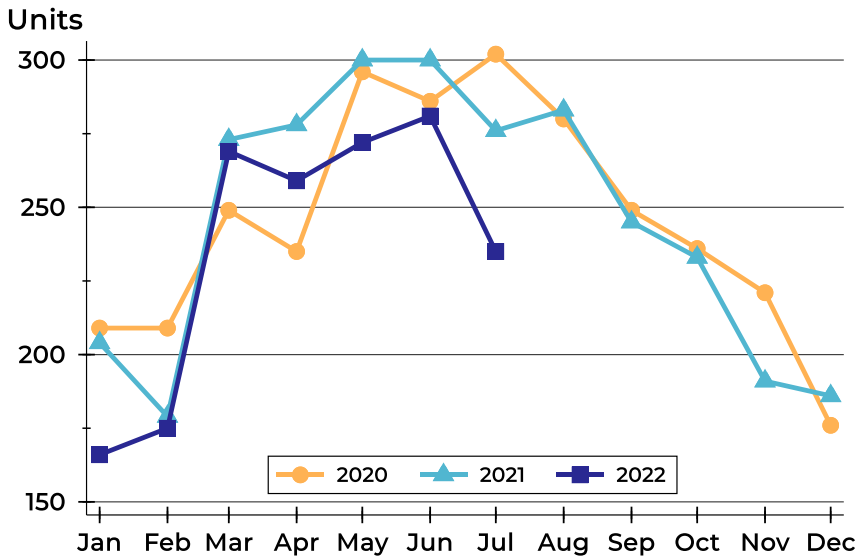






## Central Region Contracts Written Analysis

### Contracts Written by Month



Month	2020	2021	2022
January	209	204	166
February	209	179	175
March	249	273	269
April	235	278	259
May	296	300	272
June	286	300	281
July	302	276	235
August	280	283	
September	249	245	
October	236	233	
November	221	191	
December	176	186	

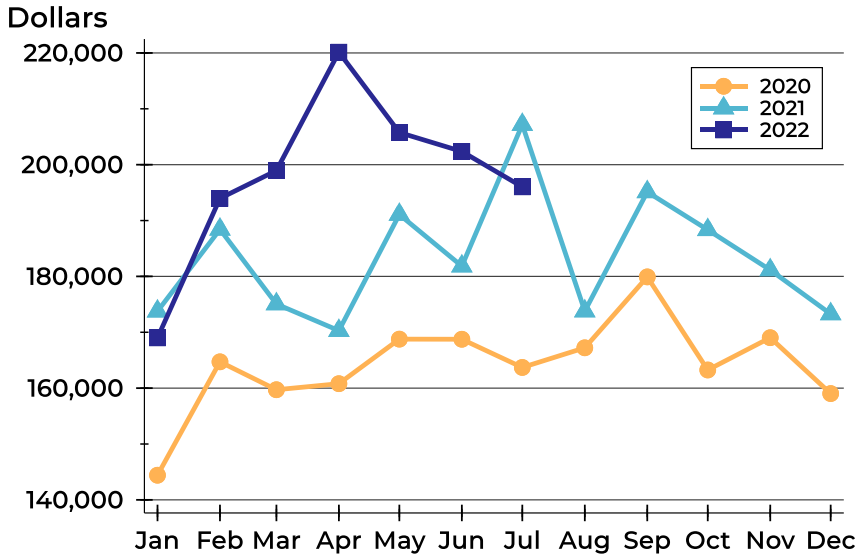
### Contracts Written by Price Range

Price Range	Contracts Written		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	4	1.7%	22,675	22,450	13	5	89.6%	91.5%
\$25,000-\$49,999	6	2.6%	38,317	40,750	2	1	100.0%	100.0%
\$50,000-\$99,999	47	20.0%	73,718	72,500	17	5	97.6%	100.0%
\$100,000-\$124,999	15	6.4%	112,733	114,900	10	3	98.3%	100.0%
\$125,000-\$149,999	28	11.9%	139,641	139,900	6	3	100.1%	100.0%
\$150,000-\$174,999	19	8.1%	163,038	161,500	8	4	99.3%	100.0%
\$175,000-\$199,999	29	12.3%	190,640	190,900	11	7	97.3%	100.0%
\$200,000-\$249,999	26	11.1%	224,735	225,000	10	7	97.4%	100.0%
\$250,000-\$299,999	23	9.8%	273,723	274,900	11	4	99.1%	100.0%
\$300,000-\$399,999	22	9.4%	350,274	349,500	27	13	97.2%	100.0%
\$400,000-\$499,999	11	4.7%	454,708	445,000	17	6	98.4%	100.0%
\$500,000-\$749,999	4	1.7%	614,500	604,500	18	17	97.1%	96.7%
\$750,000-\$999,999	1	0.4%	750,000	750,000	24	24	100.0%	100.0%
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



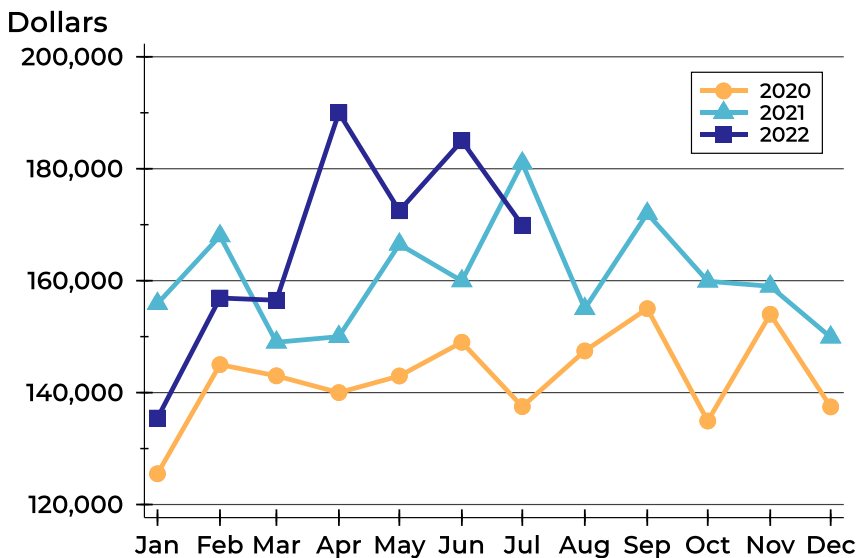
## Central Region Contracts Written Analysis

### Average Price



Month	2020	2021	2022
January	144,414	173,769	168,995
February	164,713	188,428	193,967
March	159,714	175,063	198,943
April	160,796	170,296	220,145
May	168,773	191,077	205,760
June	168,752	181,836	202,362
July	163,705	207,173	196,030
August	167,222	173,790	
September	179,914	195,130	
October	163,252	188,340	
November	169,030	181,152	
December	159,028	173,277	

### Median Price

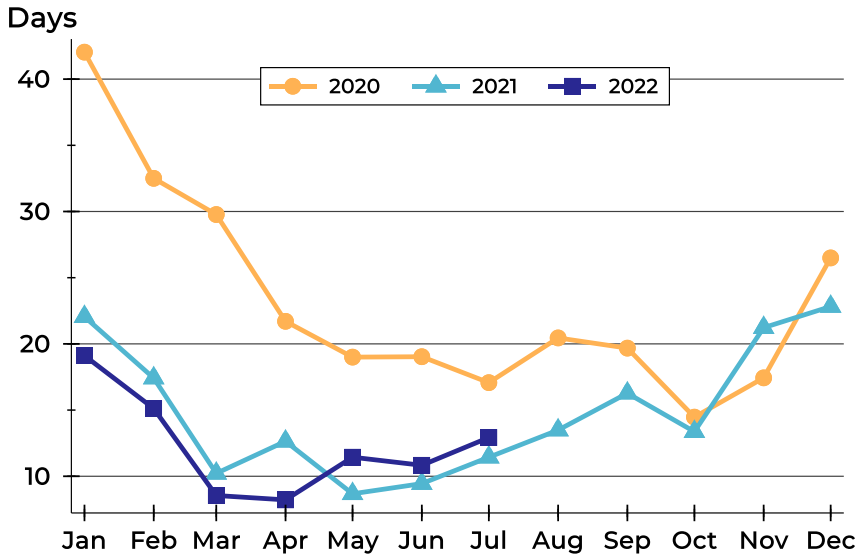


Month	2020	2021	2022
January	125,500	155,900	135,450
February	145,000	168,000	156,900
March	143,000	149,000	156,500
April	140,000	150,000	190,000
May	142,975	166,500	172,500
June	149,000	159,950	185,000
July	137,500	181,000	169,900
August	147,450	155,000	
September	155,000	172,000	
October	134,925	159,900	
November	154,000	159,000	
December	137,450	149,900	



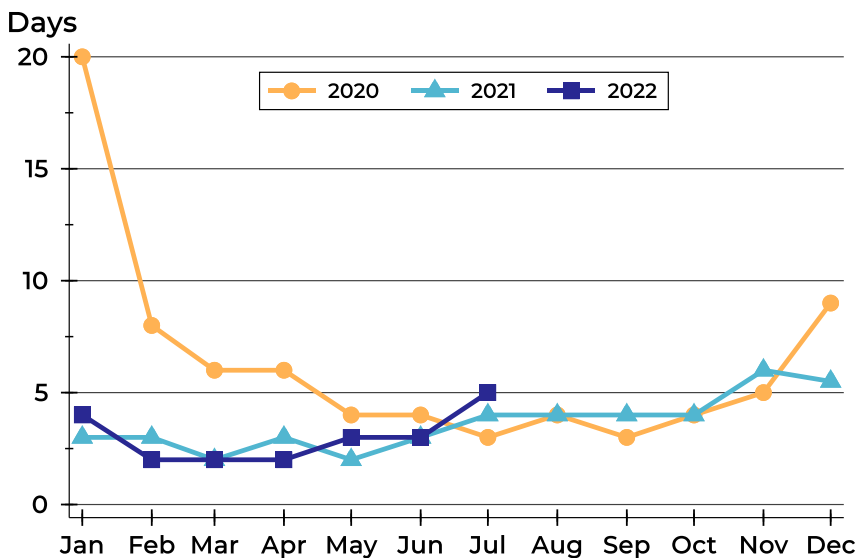
## Central Region Contracts Written Analysis

### Average DOM



Month	2020	2021	2022
January	42	22	19
February	33	17	15
March	30	10	9
April	22	13	8
May	19	9	11
June	19	9	11
July	17	11	13
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	2
March	6	2	2
April	6	3	2
May	4	2	3
June	4	3	3
July	3	4	5
August	4	4	
September	3	4	
October	4	4	
November	5	6	
December	9	6	



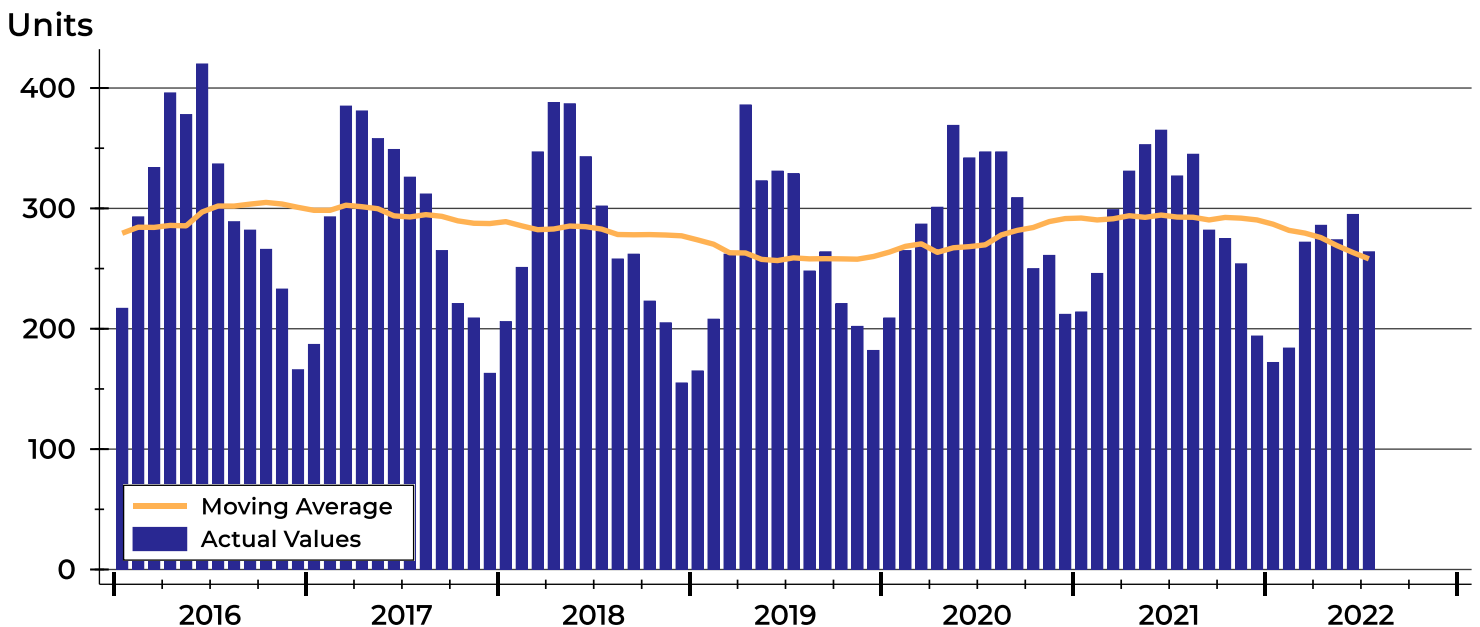
# Central Region Pending Contracts Analysis

Summary Statistics for Pending Contracts		2022	End of July 2021	Change
Pending Contracts		264	327	-19.3%
Volume (1,000s)		56,325	66,090	-14.8%
Average	List Price	213,354	202,110	5.6%
	Days on Market	14	12	16.7%
	Percent of Original	98.3%	99.1%	-0.8%
Median	List Price	188,700	185,000	2.0%
	Days on Market	4	4	0.0%
	Percent of Original	100.0%	100.0%	0.0%

A total of 264 listings in Central Region had contracts pending at the end of July, down from 327 contracts pending at the end of July 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.

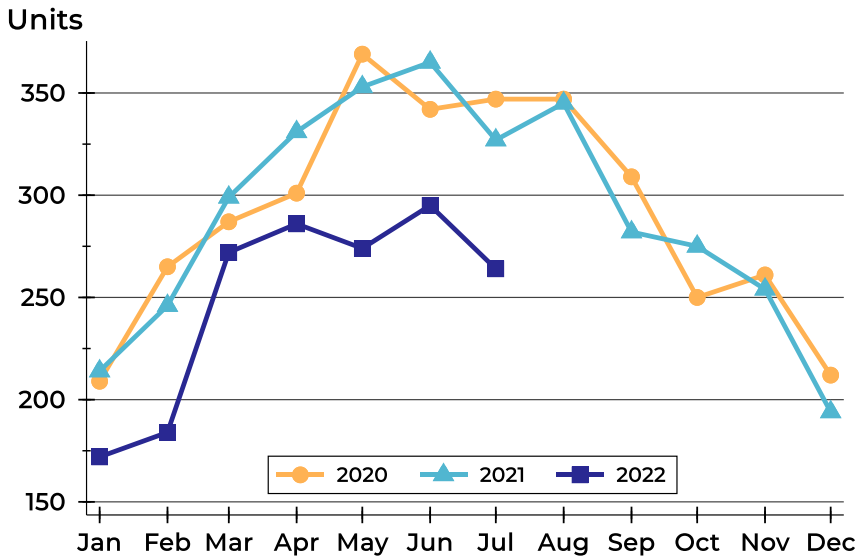
## History of Pending Contracts





## Central Region Pending Contracts Analysis

### Pending Contracts by Month



Month	2020	2021	2022
January	209	214	172
February	265	246	184
March	287	299	272
April	301	331	286
May	369	353	274
June	342	365	295
July	347	327	264
August	347	345	
September	309	282	
October	250	275	
November	261	254	
December	212	194	

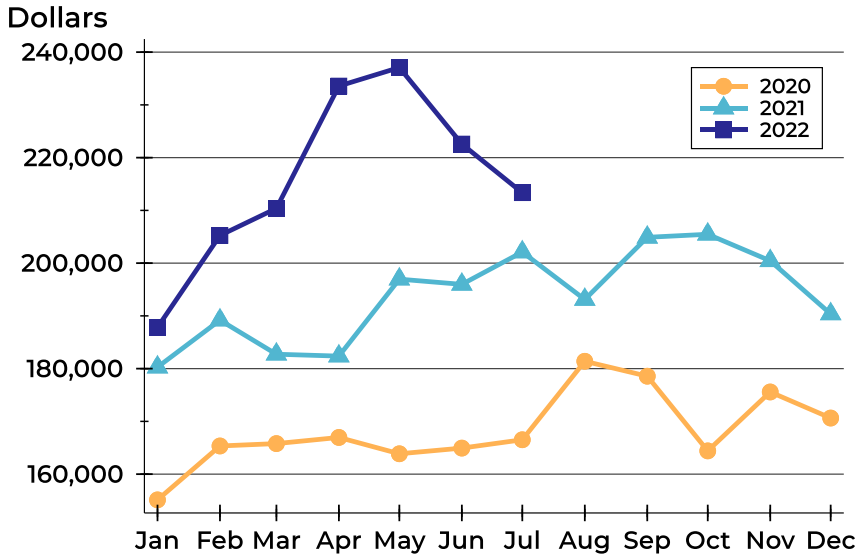
### Pending Contracts by Price Range

Price Range	Pending Contracts		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	1	0.4%	20,900	20,900	0	0	100.0%	100.0%
\$25,000-\$49,999	6	2.3%	46,033	47,450	14	14	100.0%	100.0%
\$50,000-\$99,999	49	18.6%	74,935	75,000	16	5	98.0%	100.0%
\$100,000-\$124,999	17	6.4%	112,941	114,900	10	3	97.1%	100.0%
\$125,000-\$149,999	29	11.0%	140,397	139,900	7	3	99.4%	100.0%
\$150,000-\$174,999	18	6.8%	162,874	160,750	6	3	99.1%	100.0%
\$175,000-\$199,999	32	12.1%	190,553	190,450	10	6	97.8%	100.0%
\$200,000-\$249,999	30	11.4%	223,337	225,000	8	5	98.3%	100.0%
\$250,000-\$299,999	27	10.2%	272,816	272,000	12	3	99.2%	100.0%
\$300,000-\$399,999	28	10.6%	353,831	350,000	21	8	98.0%	100.0%
\$400,000-\$499,999	20	7.6%	455,675	452,450	35	7	97.7%	100.0%
\$500,000-\$749,999	6	2.3%	583,117	599,000	13	12	98.1%	98.8%
\$750,000-\$999,999	1	0.4%	750,000	750,000	24	24	100.0%	100.0%
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



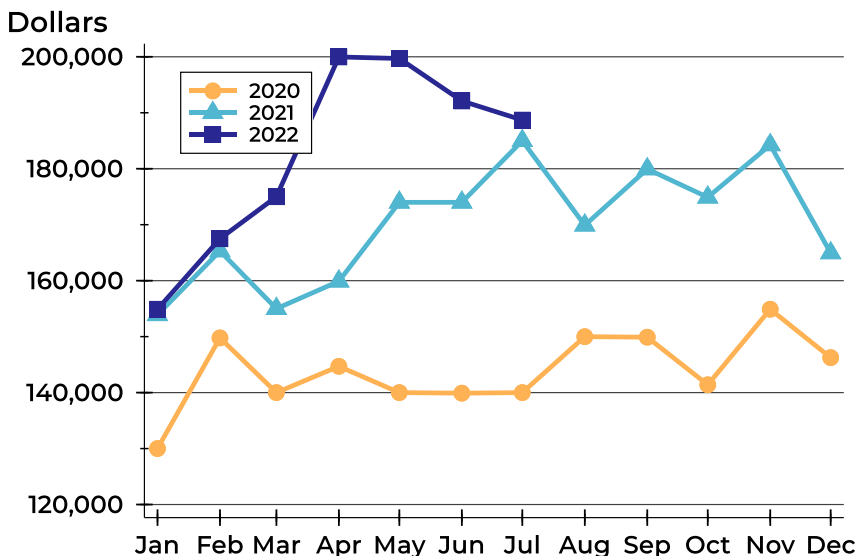
## Central Region Pending Contracts Analysis

### Average Price



Month	2020	2021	2022
January	155,122	180,278	187,823
February	165,341	189,199	205,248
March	165,793	182,733	210,381
April	166,959	182,378	233,578
May	163,862	196,965	237,085
June	164,941	195,977	222,581
July	166,517	202,110	213,354
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

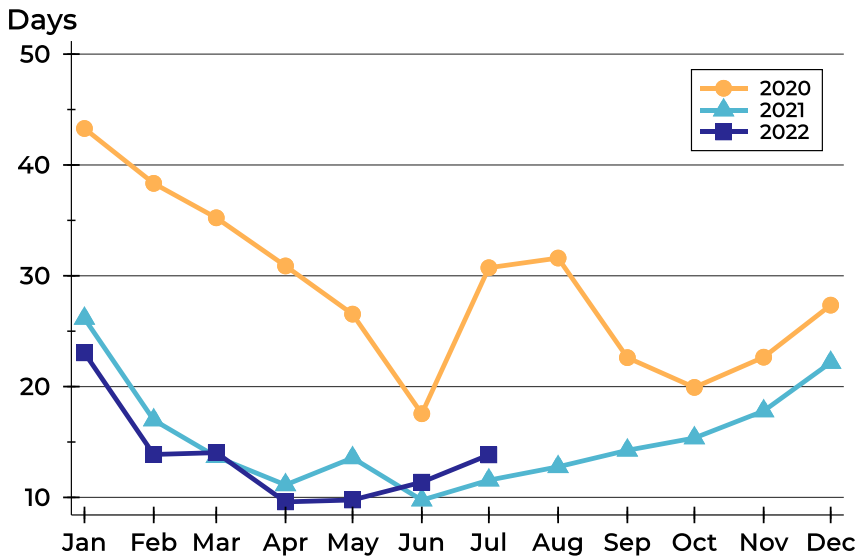


Month	2020	2021	2022
January	130,000	153,900	154,900
February	149,777	165,300	167,500
March	140,000	155,000	174,999
April	144,700	159,900	199,975
May	140,000	174,000	199,700
June	139,900	174,000	192,110
July	140,000	185,000	188,700
August	150,000	169,900	
September	149,900	179,950	
October	141,400	174,900	
November	154,900	184,250	
December	146,250	164,950	



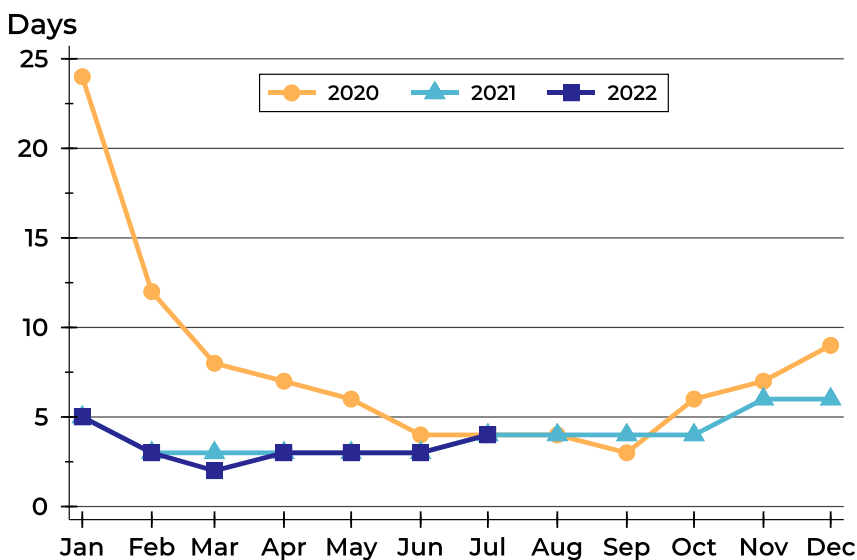
## Central Region Pending Contracts Analysis

### Average DOM



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

### Median DOM



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



**July  
2022**

# Sunflower MLS Statistics



## North Region Housing Report



### Market Overview

#### North Region Home Sales Rose in July

Total home sales in North Region rose by 14.3% last month to 40 units, compared to 35 units in July 2021. Total sales volume was \$8.4 million, up 51.8% from a year earlier.

The median sale price in July was \$205,000, up from \$125,000 a year earlier. Homes that sold in July were typically on the market for 4 days and sold for 100.0% of their list prices.

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

The total number of active listings in North Region at the end of July was 48 units, up from 40 at the same point in 2021. This represents a 1.6 months' supply of homes available for sale. The median list price of homes on the market at the end of July was \$204,750.

During July, a total of 40 contracts were written up from 25 in July 2021. At the end of the month, there were 38 contracts still pending.

### Report Contents

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

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**July  
2022**

# Sunflower MLS Statistics



## North Region Summary Statistics

July MLS Statistics Three-year History		Current Month			Year-to-Date		
		2022	2021	2020	2022	2021	2020
<b>Home Sales</b>		<b>40</b>	<b>35</b>	<b>34</b>	<b>213</b>	<b>205</b>	<b>180</b>
Change from prior year		14.3%	2.9%	30.8%	3.9%	13.9%	5.9%
<b>Active Listings</b>		<b>48</b>	<b>40</b>	<b>53</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
Change from prior year		20.0%	-24.5%	-32.1%			
<b>Months' Supply</b>		<b>1.6</b>	<b>1.3</b>	<b>2.2</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
Change from prior year		23.1%	-40.9%	-26.7%			
<b>New Listings</b>		<b>43</b>	<b>43</b>	<b>41</b>	<b>255</b>	<b>231</b>	<b>248</b>
Change from prior year		0.0%	4.9%	13.9%	10.4%	-6.9%	6.9%
<b>Contracts Written</b>		<b>40</b>	<b>25</b>	<b>37</b>	<b>216</b>	<b>215</b>	<b>214</b>
Change from prior year		60.0%	-32.4%	15.6%	0.5%	0.5%	19.6%
<b>Pending Contracts</b>		<b>38</b>	<b>30</b>	<b>49</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
Change from prior year		26.7%	-38.8%	69.0%			
<b>Sales Volume (1,000s)</b>		<b>8,423</b>	<b>5,549</b>	<b>4,709</b>	<b>44,705</b>	<b>36,098</b>	<b>28,913</b>
Change from prior year		51.8%	17.8%	11.4%	23.8%	24.9%	6.6%
Average	<b>Sale Price</b>	<b>210,585</b>	<b>158,553</b>	<b>138,506</b>	<b>209,884</b>	<b>176,087</b>	<b>160,625</b>
	Change from prior year	32.8%	14.5%	-14.8%	19.2%	9.6%	0.7%
	<b>List Price of Actives</b>	<b>233,242</b>	<b>184,122</b>	<b>177,407</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
	Change from prior year	26.7%	3.8%	-19.4%			
	<b>Days on Market</b>	<b>10</b>	<b>34</b>	<b>37</b>	<b>20</b>	<b>29</b>	<b>46</b>
Change from prior year	-70.6%	-8.1%	-22.9%	-31.0%	-37.0%	-24.6%	
	<b>Percent of List</b>	<b>98.1%</b>	<b>98.8%</b>	<b>97.9%</b>	<b>99.3%</b>	<b>99.5%</b>	<b>96.9%</b>
Change from prior year	-0.7%	0.9%	2.7%	-0.2%	2.7%	0.8%	
	<b>Percent of Original</b>	<b>97.2%</b>	<b>96.9%</b>	<b>97.2%</b>	<b>98.4%</b>	<b>97.9%</b>	<b>94.4%</b>
Change from prior year	0.3%	-0.3%	5.3%	0.5%	3.7%	0.5%	
Median	<b>Sale Price</b>	<b>205,000</b>	<b>125,000</b>	<b>135,000</b>	<b>189,000</b>	<b>165,000</b>	<b>145,200</b>
	Change from prior year	64.0%	-7.4%	-6.9%	14.5%	13.6%	-3.2%
	<b>List Price of Actives</b>	<b>204,750</b>	<b>160,000</b>	<b>132,500</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
	Change from prior year	28.0%	20.8%	-29.1%			
	<b>Days on Market</b>	<b>4</b>	<b>8</b>	<b>5</b>	<b>6</b>	<b>6</b>	<b>20</b>
Change from prior year	-50.0%	60.0%	-77.3%	0.0%	-70.0%	-39.4%	
	<b>Percent of List</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>97.9%</b>
Change from prior year	0.0%	0.0%	1.4%	0.0%	2.1%	-0.9%	
	<b>Percent of Original</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>97.0%</b>
Change from prior year	0.0%	0.0%	3.4%	0.0%	3.1%	0.1%	

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



## North Region Closed Listings Analysis

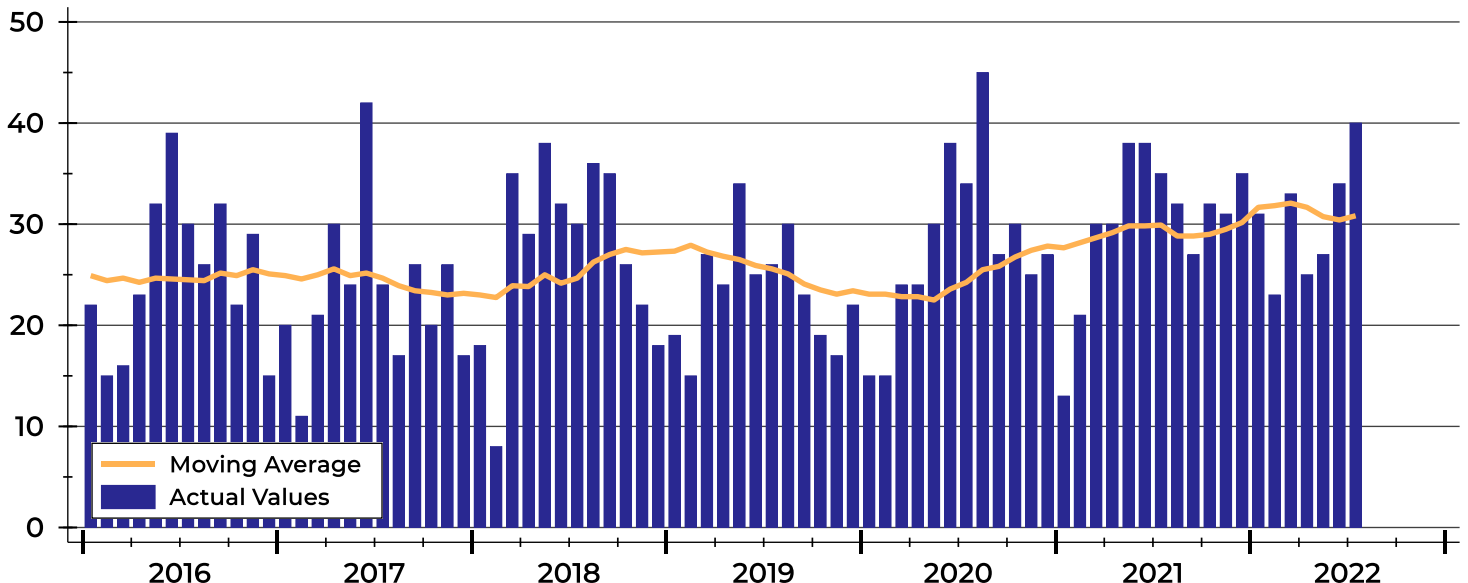
Summary Statistics for Closed Listings		2022	July 2021	Change	2022	Year-to-Date 2021	Change
Closed Listings		40	35	14.3%	213	205	3.9%
Volume (1,000s)		8,423	5,549	51.8%	44,705	36,098	23.8%
Months' Supply		1.6	1.3	23.1%	N/A	N/A	N/A
Average	Sale Price	210,585	158,553	32.8%	209,884	176,087	19.2%
	Days on Market	10	34	-70.6%	20	29	-31.0%
	Percent of List	98.1%	98.8%	-0.7%	99.3%	99.5%	-0.2%
	Percent of Original	97.2%	96.9%	0.3%	98.4%	97.9%	0.5%
Median	Sale Price	205,000	125,000	64.0%	189,000	165,000	14.5%
	Days on Market	4	8	-50.0%	6	6	0.0%
	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 40 homes sold in North Region in July, up from 35 units in July 2021. Total sales volume rose to \$8.4 million compared to \$5.5 million in the previous year.

The median sales price in July was \$205,000, up 64.0% compared to the prior year. Median days on market was 4 days, down from 6 days in June, and down from 8 in July 2021.

## History of Closed Listings

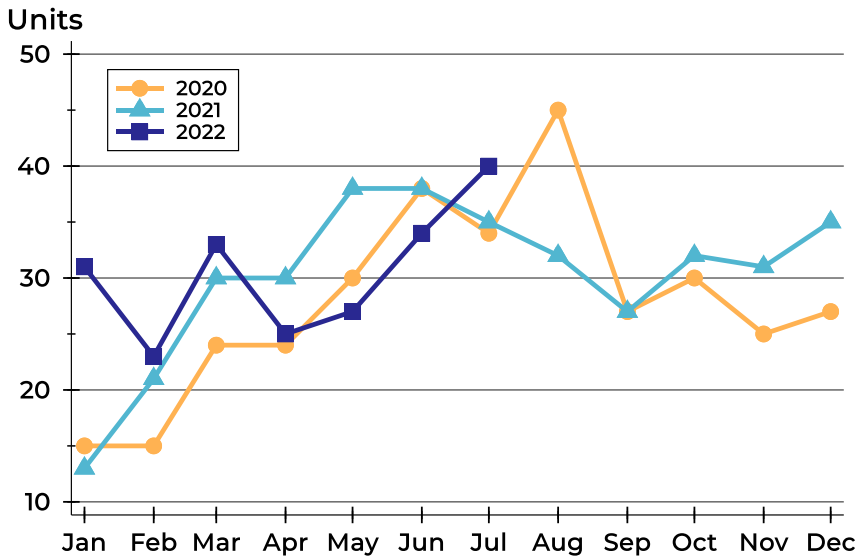
Units





## North Region Closed Listings Analysis

### Closed Listings by Month



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

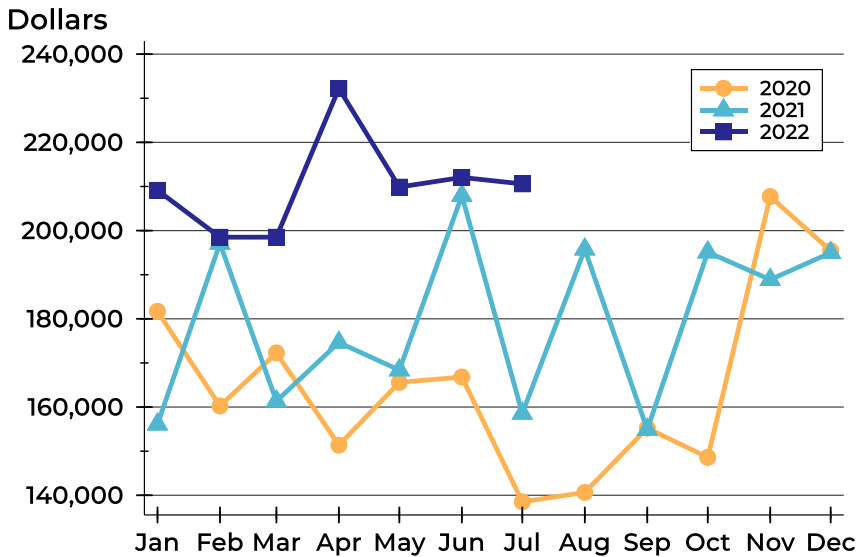
### Closed Listings by Price Range

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	2.5%	0.0	19,000	19,000	2	2	86.4%	86.4%	86.4%	86.4%
\$25,000-\$49,999	1	2.5%	1.7	35,000	35,000	0	0	100.0%	100.0%	100.0%	100.0%
\$50,000-\$99,999	4	10.0%	2.0	70,875	67,500	24	23	92.6%	90.9%	92.6%	90.9%
\$100,000-\$124,999	1	2.5%	2.2	119,000	119,000	5	5	100.0%	100.0%	100.0%	100.0%
\$125,000-\$149,999	2	5.0%	0.7	127,500	127,500	59	59	100.8%	100.8%	97.1%	97.1%
\$150,000-\$174,999	3	7.5%	1.6	158,800	156,000	3	3	103.7%	101.8%	103.7%	101.8%
\$175,000-\$199,999	6	15.0%	0.3	183,733	182,950	4	4	102.1%	101.4%	102.1%	101.4%
\$200,000-\$249,999	8	20.0%	2.0	213,888	212,500	7	6	98.1%	98.8%	96.5%	98.8%
\$250,000-\$299,999	7	17.5%	2.1	268,429	260,000	9	3	98.0%	100.0%	96.0%	96.5%
\$300,000-\$399,999	5	12.5%	0.5	329,200	320,000	3	2	94.8%	100.0%	94.8%	100.0%
\$400,000-\$499,999	2	5.0%	3.3	448,500	448,500	9	9	99.7%	99.7%	97.7%	97.7%
\$500,000-\$749,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$750,000-\$999,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A



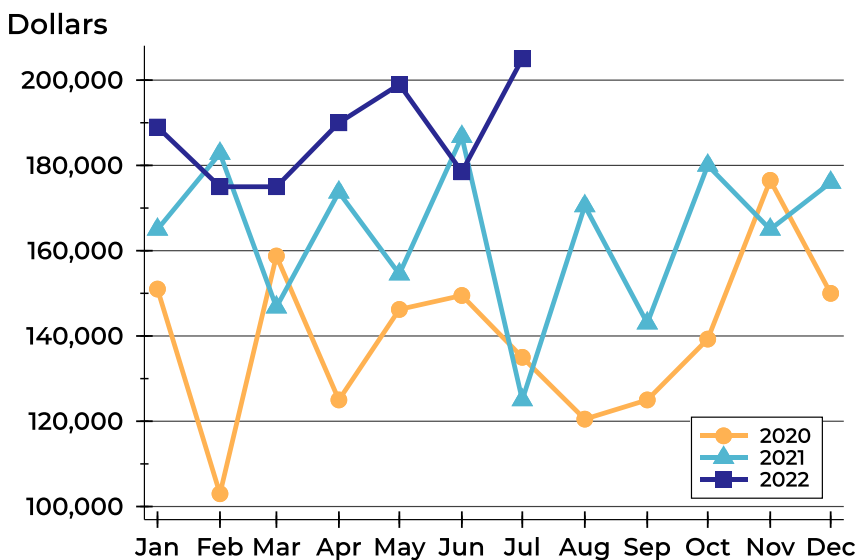
## North Region Closed Listings Analysis

### Average Price



Month	2020	2021	2022
January	181,713	156,100	209,145
February	160,248	197,105	198,508
March	172,271	161,336	198,514
April	151,371	174,644	232,216
May	165,592	168,376	209,869
June	166,811	207,953	212,059
July	138,506	158,553	210,585
August	140,654	195,771	
September	155,230	154,904	
October	148,585	195,111	
November	207,711	188,887	
December	195,442	194,972	

### Median Price

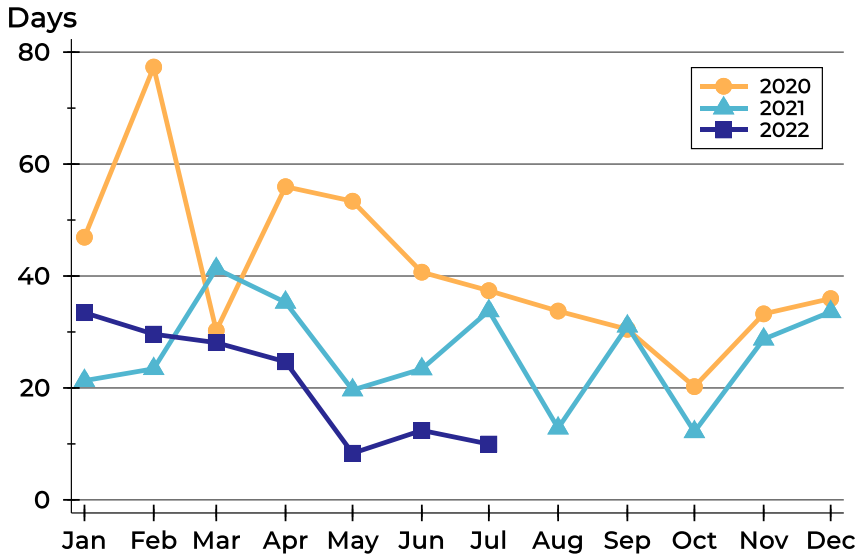


Month	2020	2021	2022
January	151,000	165,000	189,000
February	103,000	182,800	175,000
March	158,750	146,750	175,000
April	125,000	173,700	190,000
May	146,225	154,500	199,000
June	149,500	186,750	178,500
July	135,000	125,000	205,000
August	120,500	170,500	
September	125,000	143,000	
October	139,268	180,000	
November	176,500	165,000	
December	150,000	176,000	



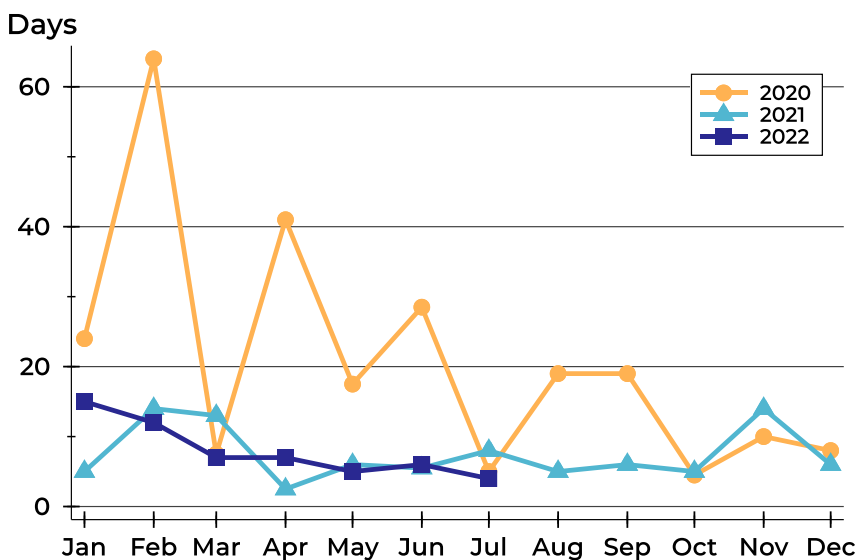
## North Region Closed Listings Analysis

### Average DOM



Month	2020	2021	2022
January	47	21	33
February	77	23	30
March	30	41	28
April	56	35	25
May	53	20	8
June	41	23	12
July	37	34	10
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	12
March	8	13	7
April	41	3	7
May	18	6	5
June	29	6	6
July	5	8	4
August	19	5	
September	19	6	
October	5	5	
November	10	14	
December	8	6	



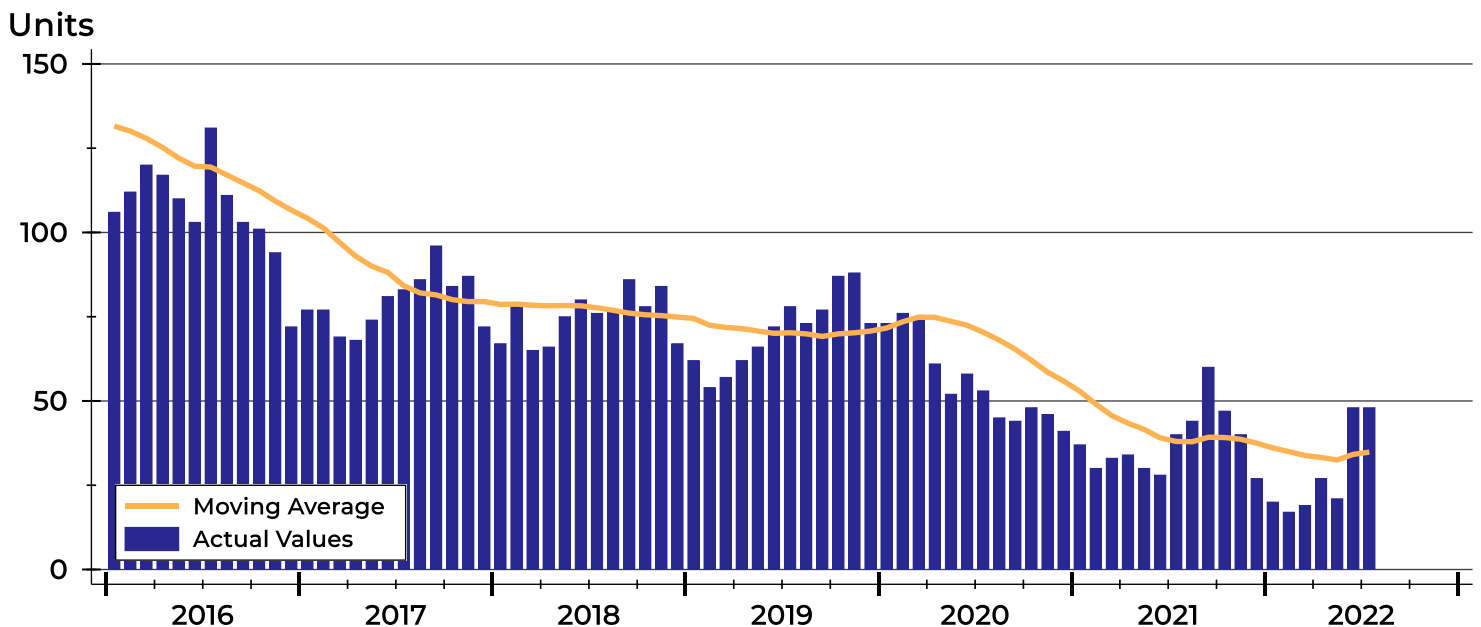
# North Region Active Listings Analysis

Summary Statistics for Active Listings		2022	End of July 2021	Change
Active Listings		48	40	20.0%
Volume (1,000s)		11,196	7,365	52.0%
Months' Supply		1.6	1.3	23.1%
Average	List Price	233,242	184,122	26.7%
	Days on Market	49	68	-27.9%
	Percent of Original	96.2%	97.0%	-0.8%
Median	List Price	204,750	160,000	28.0%
	Days on Market	33	26	26.9%
	Percent of Original	100.0%	100.0%	0.0%

A total of 48 homes were available for sale in North Region at the end of July. This represents a 1.6 months' supply of active listings.

The median list price of homes on the market at the end of July was \$204,750, up 28.0% from 2021. The typical time on market for active listings was 33 days, up from 26 days a year earlier.

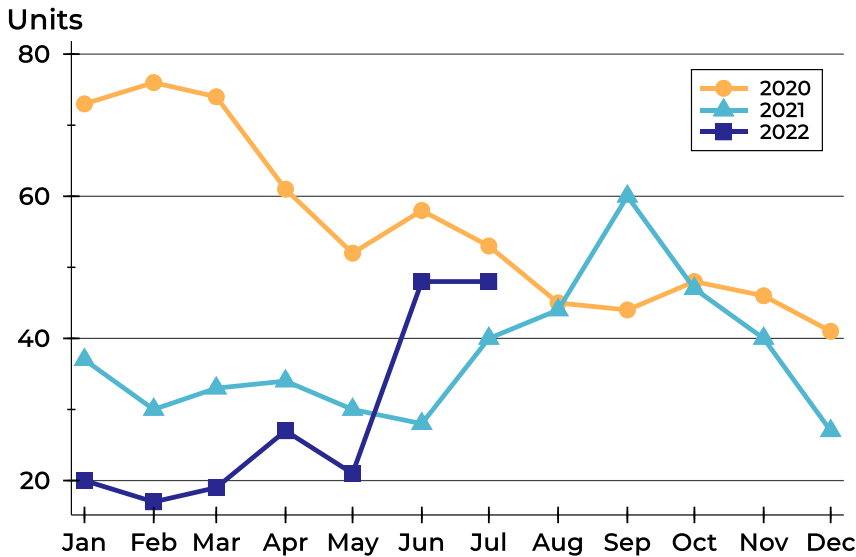
## History of Active Listings





## North Region Active Listings Analysis

### Active Listings by Month



Month	2020	2021	2022
January	73	37	20
February	76	30	17
March	74	33	19
April	61	34	27
May	52	30	21
June	58	28	48
July	53	40	48
August	45	44	
September	44	60	
October	44	47	
November	46	40	
December	41	27	

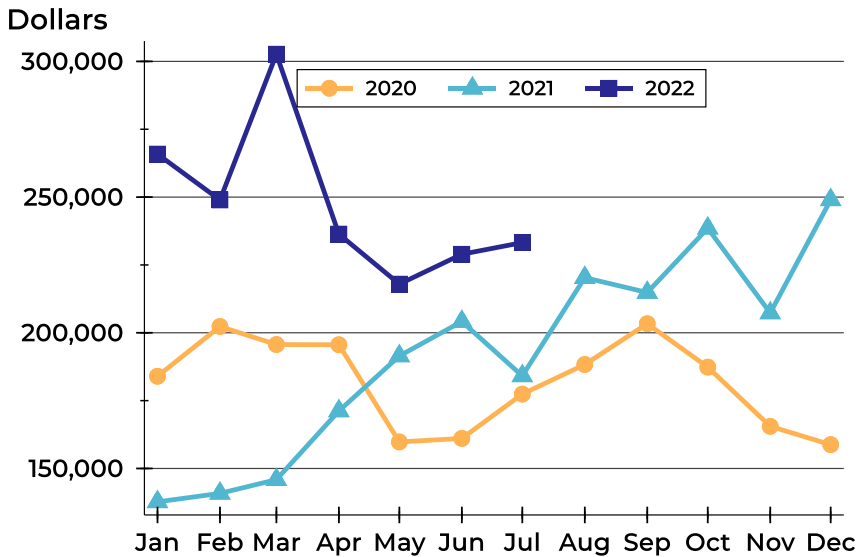
### Active Listings by Price Range

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	2	4.2%	1.7	37,500	37,500	10	10	100.0%	100.0%
\$50,000-\$99,999	8	16.7%	2.0	88,363	92,200	38	35	95.4%	100.0%
\$100,000-\$124,999	4	8.3%	2.2	113,750	113,750	65	58	93.1%	95.5%
\$125,000-\$149,999	2	4.2%	0.7	140,500	140,500	53	53	98.2%	98.2%
\$150,000-\$174,999	7	14.6%	1.6	157,686	159,000	68	35	94.0%	92.2%
\$175,000-\$199,999	1	2.1%	0.3	194,500	194,500	25	25	99.7%	99.7%
\$200,000-\$249,999	9	18.8%	2.0	230,433	225,000	46	15	95.6%	100.0%
\$250,000-\$299,999	6	12.5%	2.1	288,017	289,900	20	21	99.4%	100.0%
\$300,000-\$399,999	2	4.2%	0.5	359,950	359,950	16	16	98.7%	98.7%
\$400,000-\$499,999	3	6.3%	3.3	482,667	499,000	47	34	95.3%	95.0%
\$500,000-\$749,999	4	8.3%	N/A	602,375	617,750	113	86	97.3%	97.6%
\$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



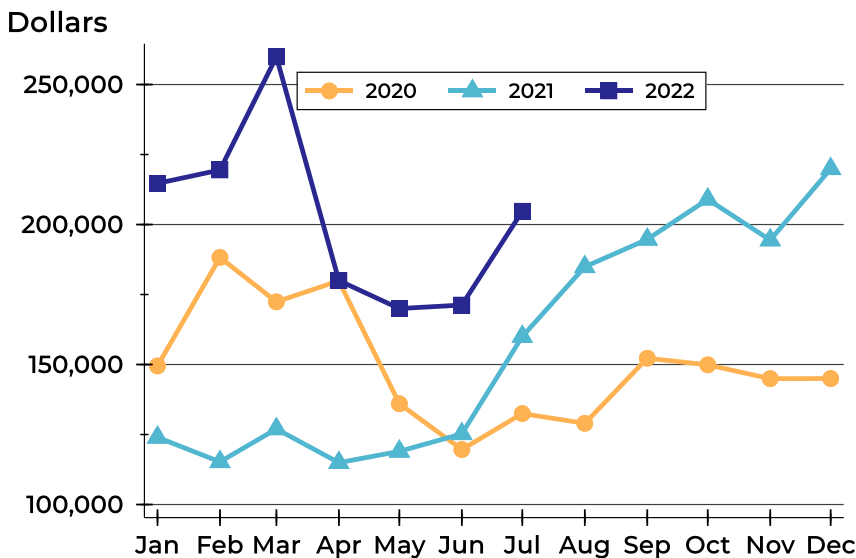
## North Region Active Listings Analysis

### Average Price



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

### Median Price



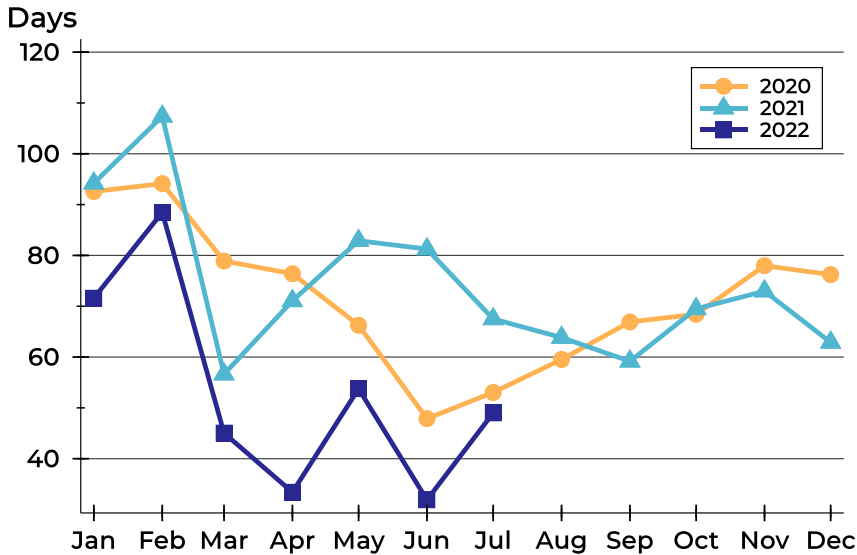
Month	2020	2021	2022
January	149,500	124,000	214,700
February	188,250	115,250	219,500
March	172,400	127,000	259,900
April	179,900	114,950	180,000
May	136,000	119,000	170,000
June	119,650	125,250	171,250
July	132,500	160,000	204,750
August	129,000	184,900	
September	152,250	194,700	
October	149,900	209,000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





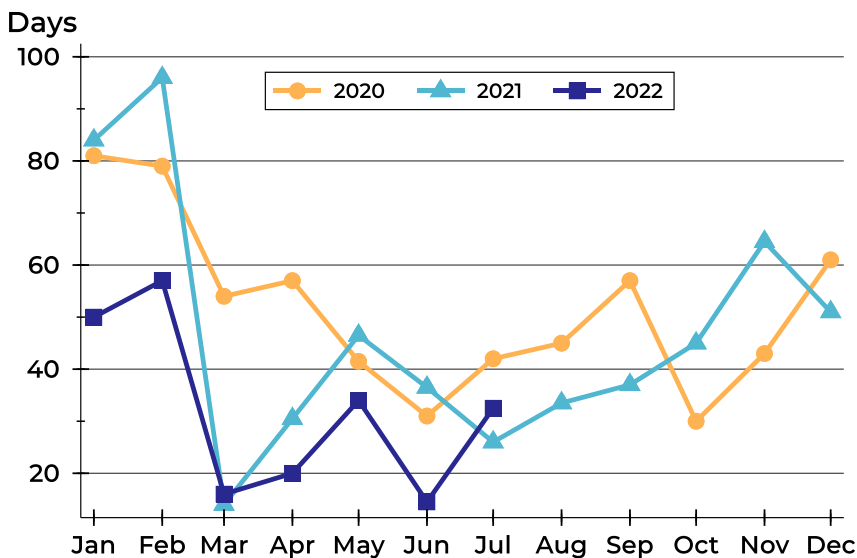
## North Region Active Listings Analysis

### Average DOM



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

### Median DOM

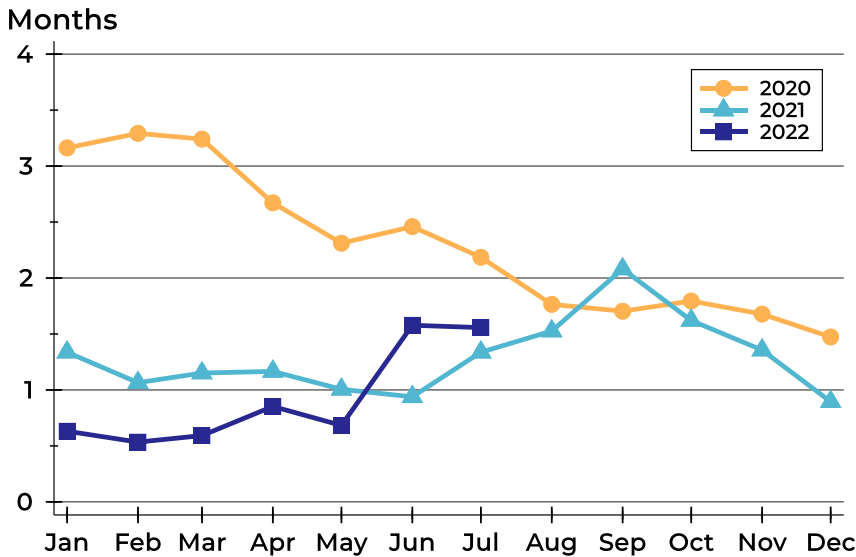


Month	2020	2021	2022
January	81	84	50
February	79	96	57
March	54	14	16
April	57	31	20
May	42	47	34
June	31	37	15
July	42	26	33
August	45	34	45
September	57	37	57
October	30	45	30
November	43	65	43
December	61	51	51



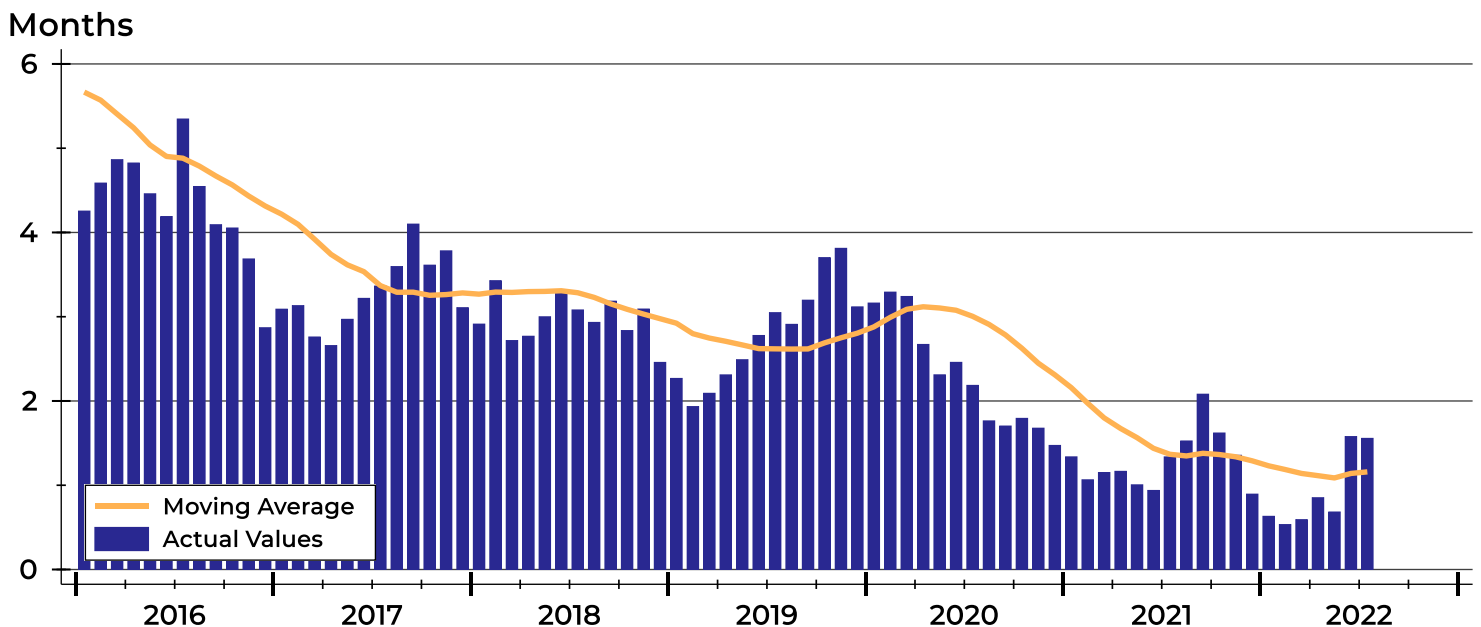
## North Region Months' Supply Analysis

### Months' Supply by Month



Month	2020	2021	2022
January	3.2	1.3	<b>0.6</b>
February	3.3	1.1	<b>0.5</b>
March	3.2	1.2	<b>0.6</b>
April	2.7	1.2	<b>0.9</b>
May	2.3	1.0	<b>0.7</b>
June	2.5	0.9	<b>1.6</b>
July	2.2	1.3	<b>1.6</b>
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

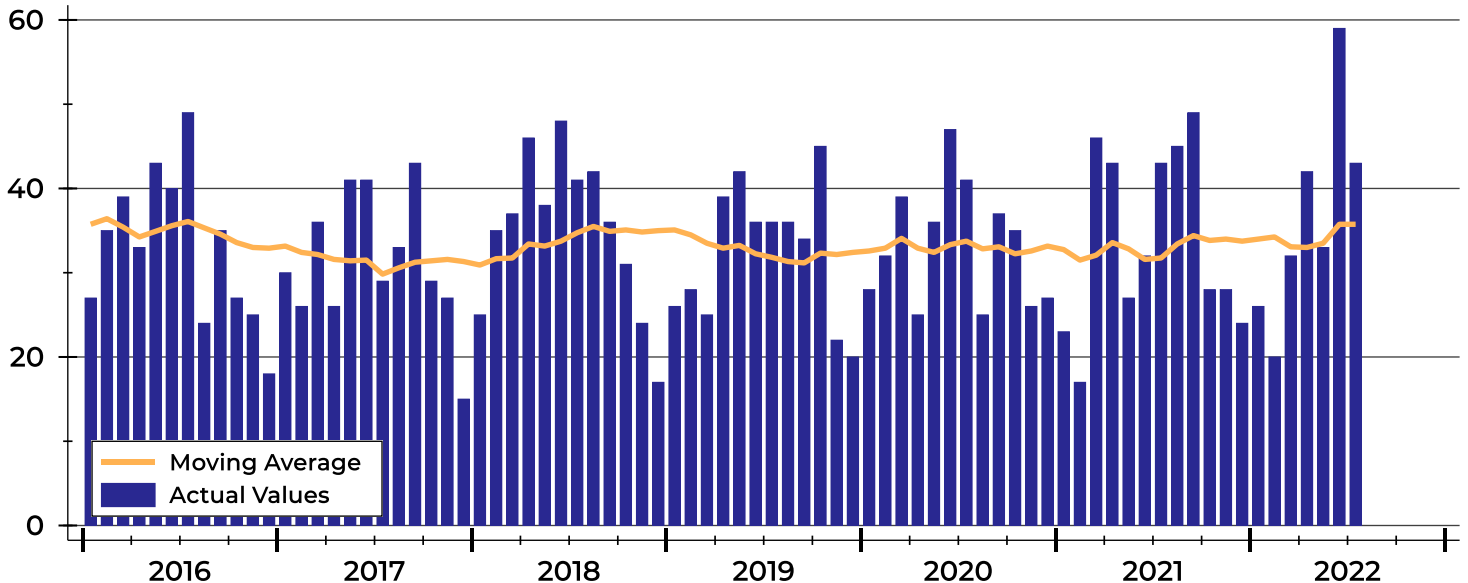
Summary Statistics for New Listings		2022	July 2021	Change
Current Month	New Listings	<b>43</b>	43	0.0%
	Volume (1,000s)	<b>9,047</b>	8,651	4.6%
	Average List Price	<b>210,402</b>	201,188	4.6%
	Median List Price	<b>209,000</b>	179,900	16.2%
Year-to-Date	New Listings	<b>255</b>	231	10.4%
	Volume (1,000s)	<b>54,456</b>	43,815	24.3%
	Average List Price	<b>213,552</b>	189,677	12.6%
	Median List Price	<b>185,000</b>	162,000	14.2%

A total of 43 new listings were added in North Region during July, the same figure as reported in 2021. Year-to-date North Region has seen 255 new listings.

The median list price of these homes was \$209,000 up from \$179,900 in 2021.

## History of New Listings

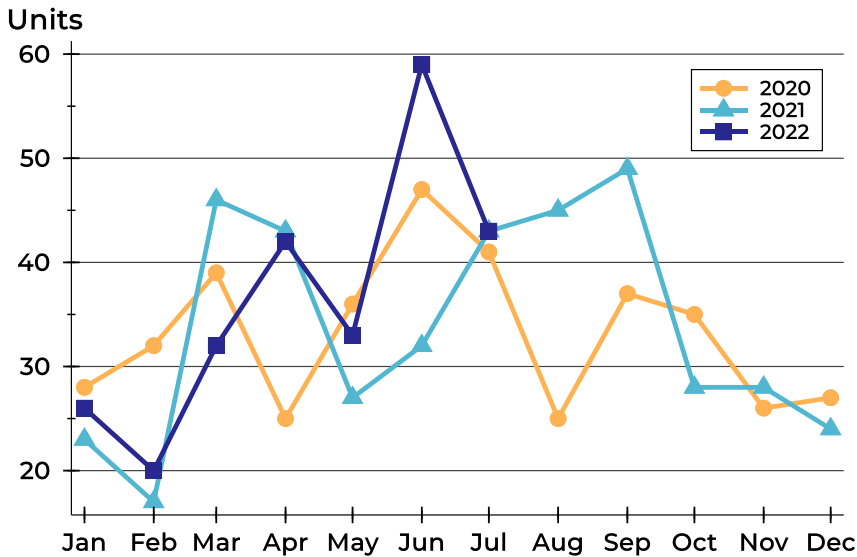
Units





## North Region New Listings Analysis

### New Listings by Month



Month	2020	2021	2022
January	28	23	26
February	32	17	20
March	39	46	32
April	25	43	42
May	36	27	33
June	47	32	59
July	41	43	43
August	25	45	25
September	37	49	37
October	35	28	28
November	26	28	26
December	27	24	27

### 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	1	2.3%	22,000	22,000	2	2	86.4%	86.4%
\$25,000-\$49,999	3	7.0%	36,667	37,500	7	10	100.0%	100.0%
\$50,000-\$99,999	5	11.6%	76,500	80,000	13	9	99.0%	100.0%
\$100,000-\$124,999	2	4.7%	113,700	113,700	18	18	96.7%	96.7%
\$125,000-\$149,999	3	7.0%	136,633	135,000	18	19	95.6%	96.4%
\$150,000-\$174,999	1	2.3%	159,500	159,500	3	3	90.9%	90.9%
\$175,000-\$199,999	5	11.6%	189,480	194,000	8	3	99.9%	100.0%
\$200,000-\$249,999	10	23.3%	227,100	227,000	12	12	99.7%	100.0%
\$250,000-\$299,999	6	14.0%	280,133	284,950	18	16	97.2%	100.0%
\$300,000-\$399,999	5	11.6%	346,580	350,000	11	8	99.4%	100.0%
\$400,000-\$499,999	1	2.3%	454,900	454,900	20	20	97.8%	97.8%
\$500,000-\$749,999	1	2.3%	649,000	649,000	20	20	100.0%	100.0%
\$750,000-\$999,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



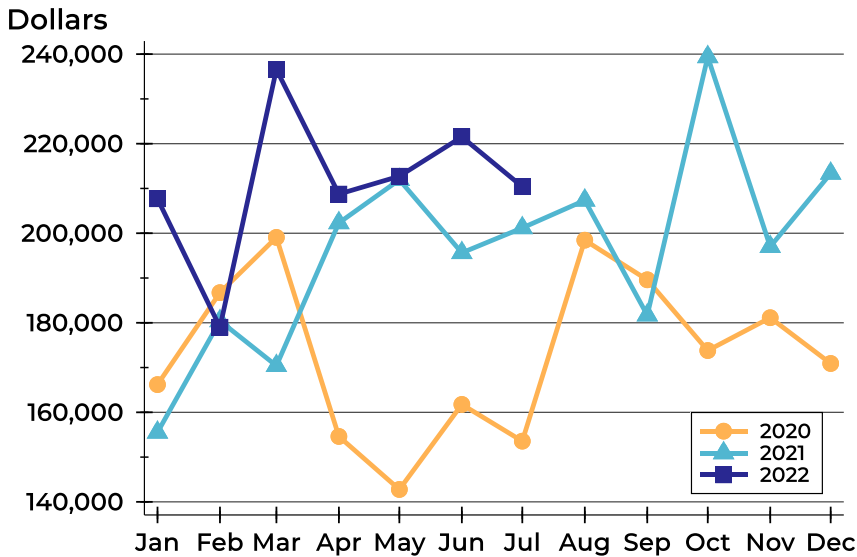
**July  
2022**

# Sunflower MLS Statistics



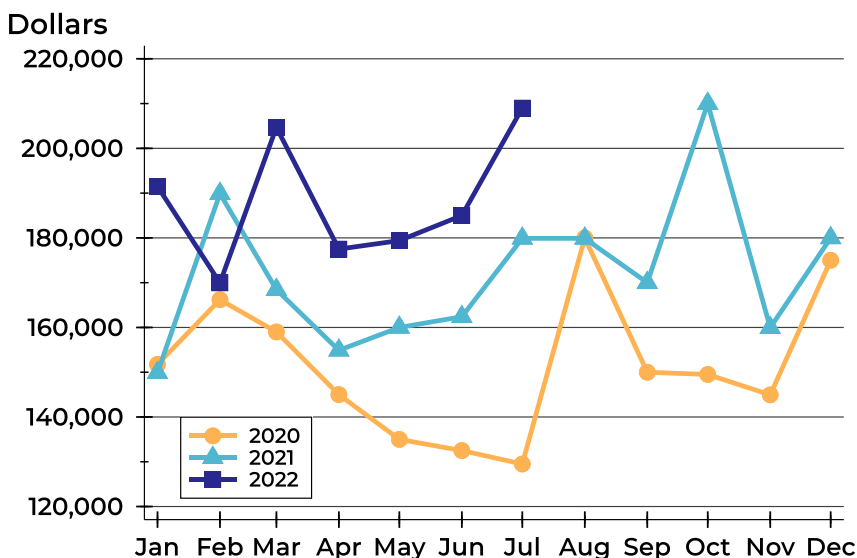
## North Region New Listings Analysis

### Average Price



Month	2020	2021	2022
January	166,198	155,521	207,704
February	186,736	180,419	179,010
March	199,071	170,404	236,584
April	154,616	202,303	208,739
May	142,772	211,946	212,733
June	161,766	195,626	221,526
July	153,566	201,188	210,402
August	198,448	207,351	
September	189,604	181,699	
October	173,799	239,389	
November	181,135	197,002	
December	170,910	213,360	

### Median Price



Month	2020	2021	2022
January	151,750	149,900	191,500
February	166,200	189,900	169,950
March	159,000	168,450	204,700
April	145,000	154,900	177,500
May	135,000	160,000	179,400
June	132,500	162,400	185,000
July	129,500	179,900	209,000
August	180,000	179,900	
September	150,000	170,000	
October	149,500	210,000	
November	144,950	159,950	
December	175,000	180,000	



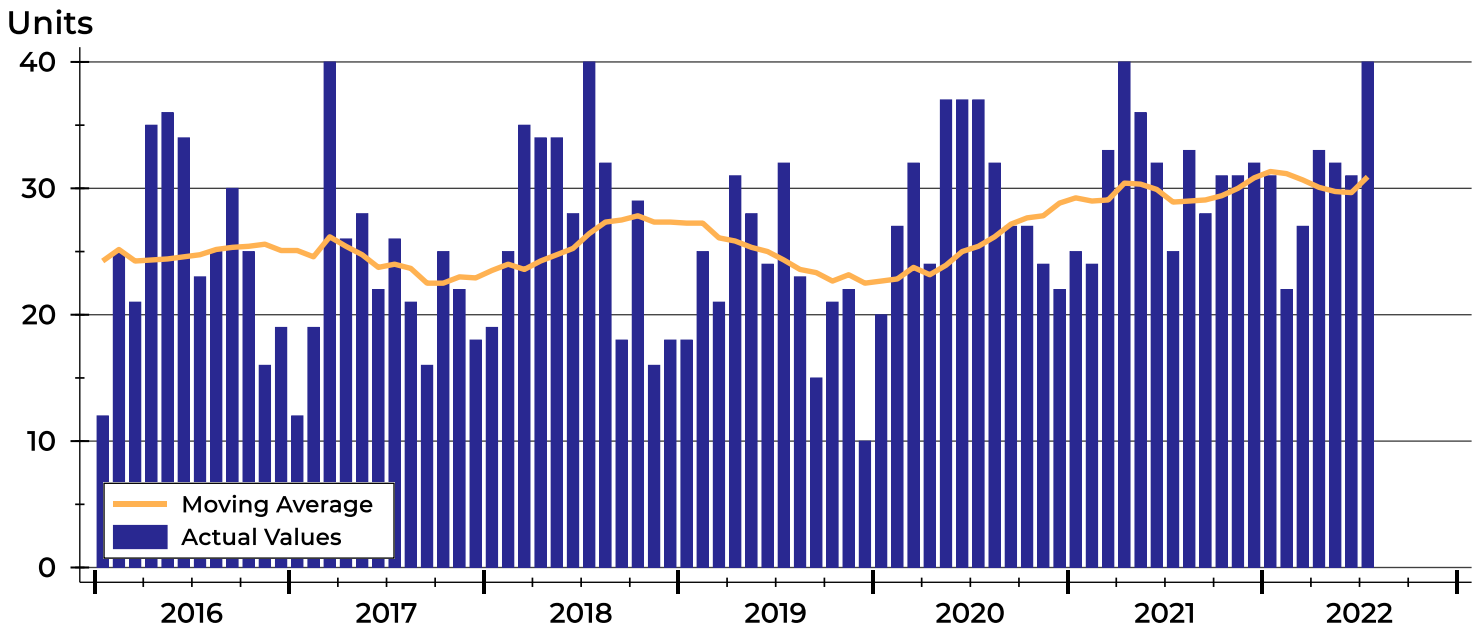
# North Region Contracts Written Analysis

Summary Statistics for Contracts Written		2022	July 2021	Change	Year-to-Date		
		2022	2021		2022	2021	Change
Contracts Written		40	25	60.0%	216	215	0.5%
Volume (1,000s)		8,621	5,071	70.0%	45,600	38,649	18.0%
Average	Sale Price	215,525	202,832	6.3%	211,113	179,762	17.4%
	Days on Market	11	12	-8.3%	15	27	-44.4%
	Percent of Original	97.3%	98.8%	-1.5%	99.1%	97.8%	1.3%
Median	Sale Price	204,500	159,900	27.9%	185,000	159,900	15.7%
	Days on Market	4	4	0.0%	5	6	-16.7%
	Percent of Original	100.0%	100.0%	0.0%	100.0%	100.0%	0.0%

A total of 40 contracts for sale were written in North Region during the month of July, up from 25 in 2021. The median list price of these homes was \$204,500, up from \$159,900 the prior year.

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

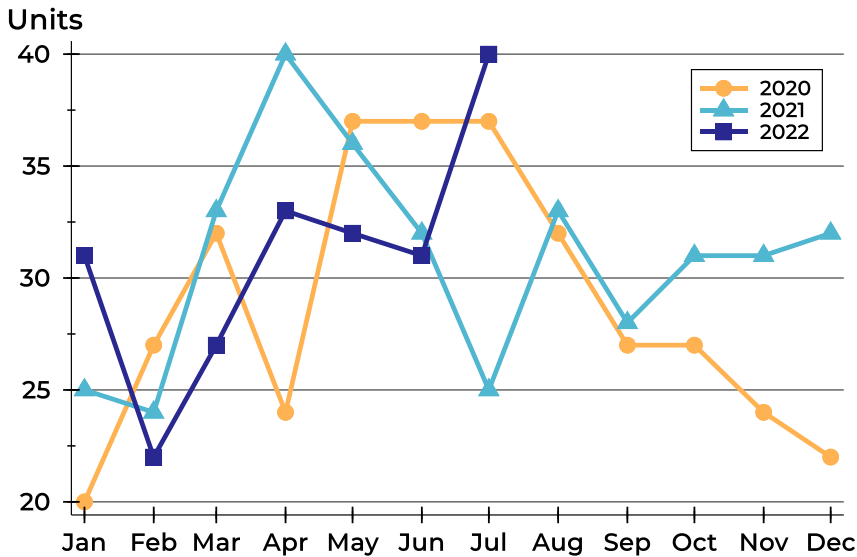
## History of Contracts Written





## North Region Contracts Written Analysis

### Contracts Written by Month



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

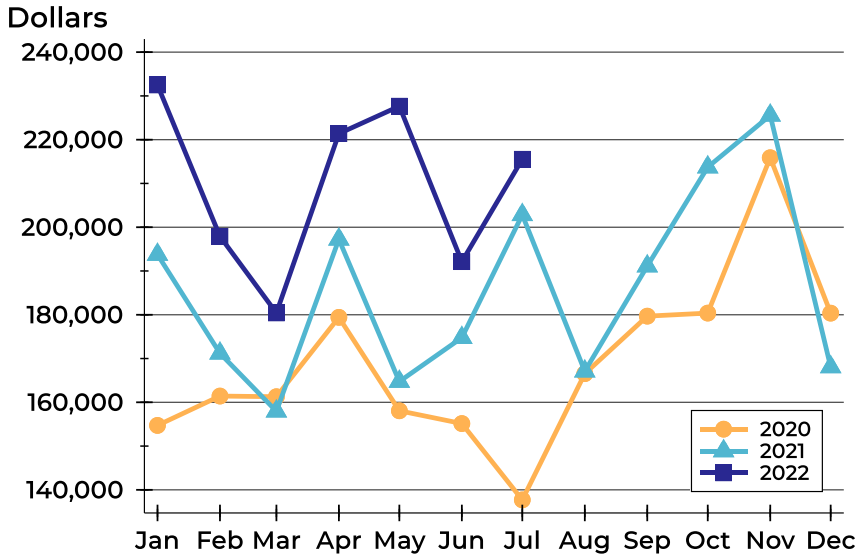
### Contracts Written by Price Range

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	2.5%	22,000	22,000	2	2	86.4%	86.4%
\$25,000-\$49,999	1	2.5%	35,000	35,000	0	0	100.0%	100.0%
\$50,000-\$99,999	3	7.5%	63,333	55,000	2	2	97.0%	100.0%
\$100,000-\$124,999	1	2.5%	109,900	109,900	1	1	100.0%	100.0%
\$125,000-\$149,999	5	12.5%	137,860	138,500	30	16	96.5%	95.3%
\$150,000-\$174,999	4	10.0%	163,625	165,000	22	17	94.4%	93.3%
\$175,000-\$199,999	5	12.5%	186,580	189,900	2	3	100.0%	100.0%
\$200,000-\$249,999	8	20.0%	231,450	232,000	7	7	99.2%	100.0%
\$250,000-\$299,999	3	7.5%	260,000	250,000	10	15	95.1%	96.2%
\$300,000-\$399,999	6	15.0%	334,817	332,450	12	6	96.1%	96.9%
\$400,000-\$499,999	3	7.5%	448,967	450,000	9	6	100.0%	100.0%
\$500,000-\$749,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$750,000-\$999,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



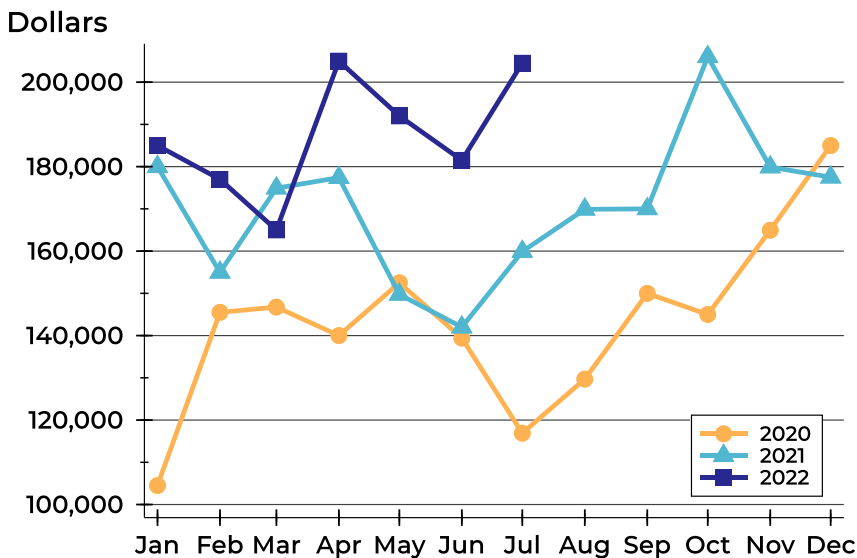
## North Region Contracts Written Analysis

### Average Price



Month	2020	2021	2022
January	154,720	193,759	232,503
February	161,431	171,195	197,914
March	161,275	157,955	180,415
April	179,415	197,234	221,386
May	158,062	164,746	227,653
June	155,146	174,770	192,127
July	137,709	202,832	215,525
August	166,542	167,100	
September	179,683	191,111	
October	180,383	213,726	
November	215,881	225,556	
December	180,371	168,070	

### Median Price



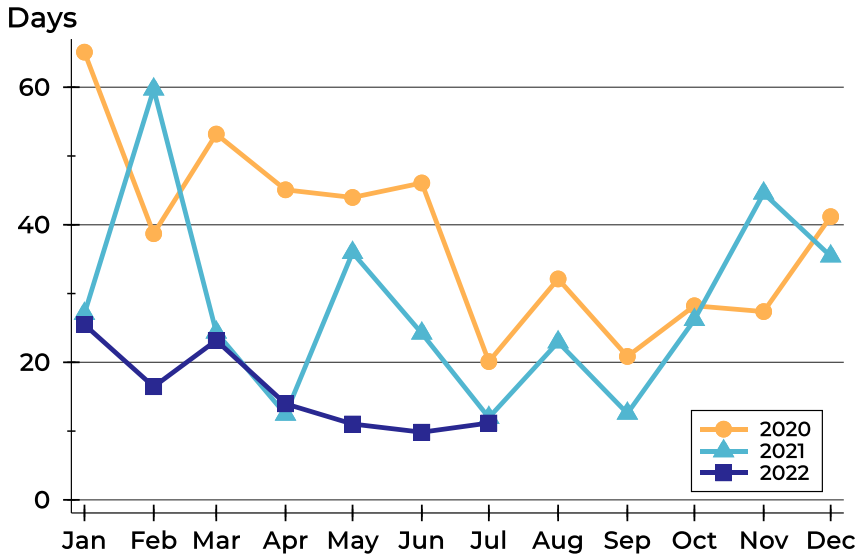
Month	2020	2021	2022
January	104,500	180,000	185,000
February	145,500	154,975	177,000
March	146,750	174,900	165,000
April	140,000	177,400	205,000
May	152,500	149,750	192,000
June	139,400	142,000	181,500
July	116,900	159,900	204,500
August	129,700	169,900	
September	150,000	170,000	
October	145,000	206,000	
November	164,950	179,900	
December	185,000	177,500	





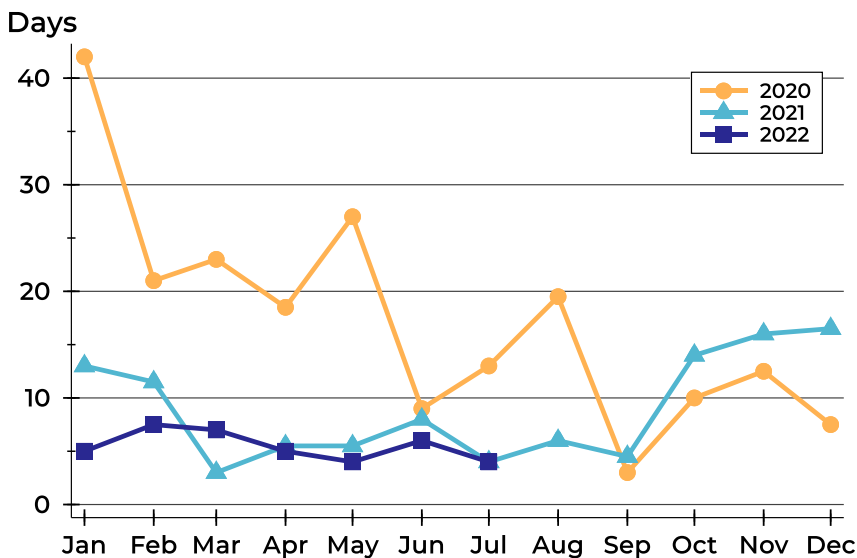
## North Region Contracts Written Analysis

### Average DOM



Month	2020	2021	2022
January	65	27	25
February	39	60	16
March	53	24	23
April	45	12	14
May	44	36	11
June	46	24	10
July	20	12	11
August	32	23	
September	21	13	
October	28	26	
November	27	45	
December	41	35	

### Median DOM



Month	2020	2021	2022
January	42	13	5
February	21	12	8
March	23	3	7
April	19	6	5
May	27	6	4
June	9	8	6
July	13	4	4
August	20	6	
September	3	5	
October	10	14	
November	13	16	
December	8	17	



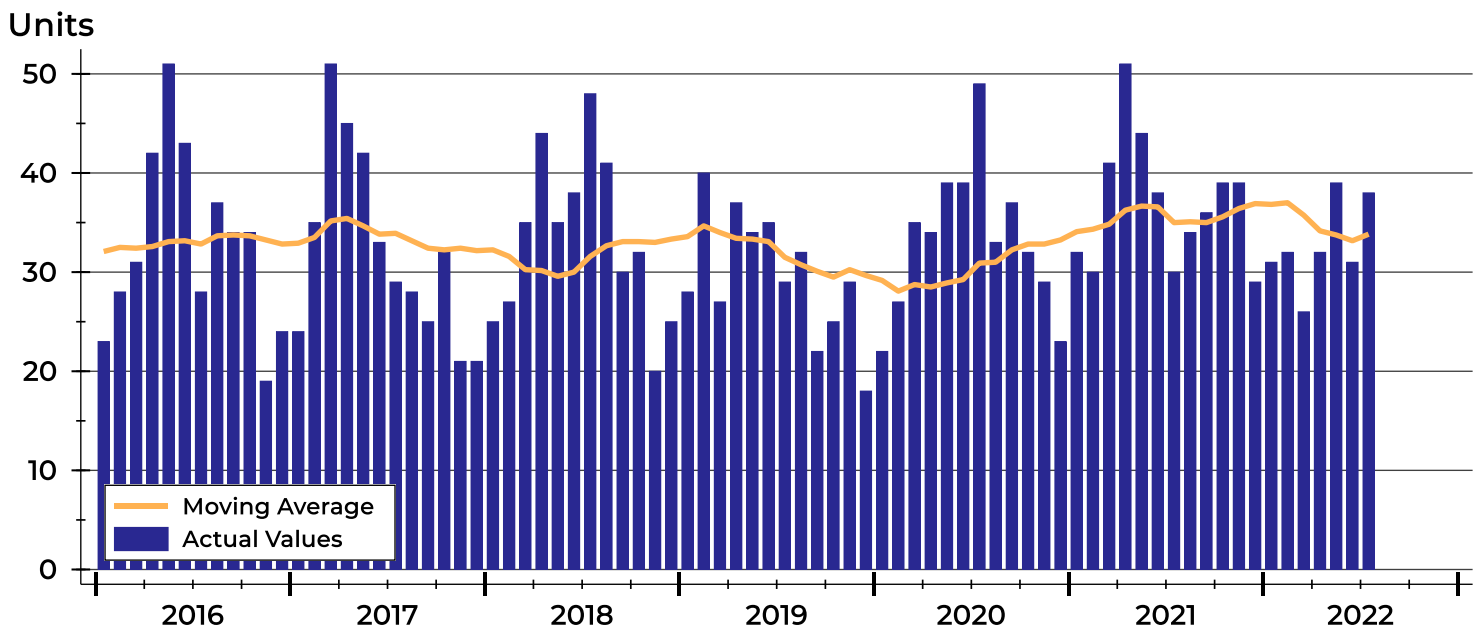
## North Region Pending Contracts Analysis

Summary Statistics for Pending Contracts		2022	End of July 2021	Change
Pending Contracts		<b>38</b>	30	26.7%
Volume (1,000s)		<b>7,787</b>	5,901	32.0%
Average	List Price	<b>204,908</b>	196,710	4.2%
	Days on Market	<b>12</b>	22	-45.5%
	Percent of Original	<b>98.8%</b>	98.7%	0.1%
Median	List Price	<b>182,500</b>	159,950	14.1%
	Days on Market	<b>7</b>	6	16.7%
	Percent of Original	<b>100.0%</b>	100.0%	0.0%

A total of 38 listings in North Region had contracts pending at the end of July, up from 30 contracts pending at the end of July 2021.

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

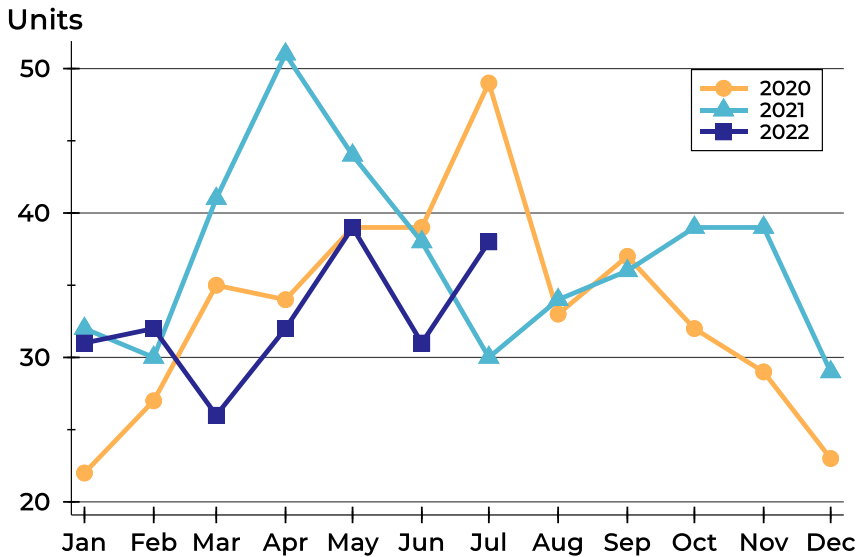
## History of Pending Contracts





## North Region Pending Contracts Analysis

### Pending Contracts by Month



Month	2020	2021	2022
January	22	32	31
February	27	30	32
March	35	41	26
April	34	51	32
May	39	44	39
June	39	38	31
July	49	30	38
August	33	34	33
September	37	36	37
October	32	39	32
November	29	39	29
December	23	29	23

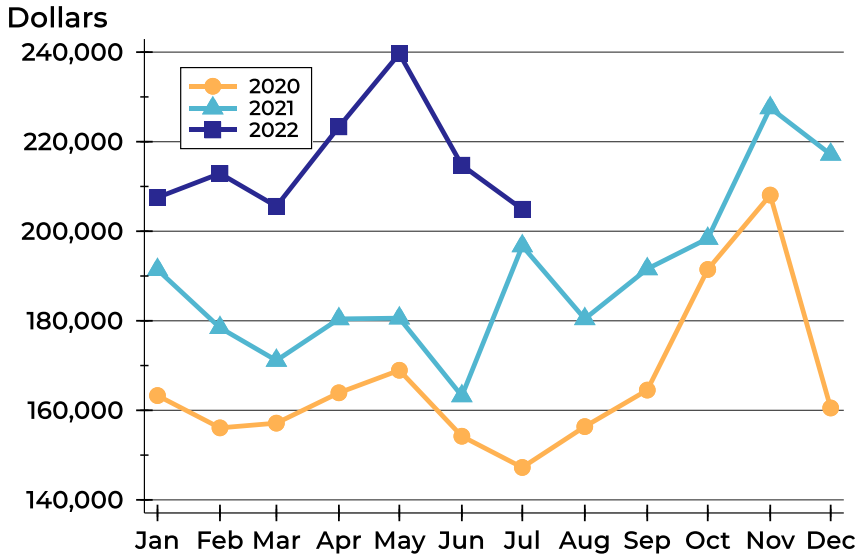
### Pending Contracts by Price Range

Price Range	Pending Contracts		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$25,000-\$49,999	1	2.6%	46,000	46,000	11	11	100.0%	100.0%
\$50,000-\$99,999	5	13.2%	71,900	80,000	13	2	100.0%	100.0%
\$100,000-\$124,999	1	2.6%	109,900	109,900	1	1	100.0%	100.0%
\$125,000-\$149,999	5	13.2%	140,240	139,900	21	13	97.7%	100.0%
\$150,000-\$174,999	5	13.2%	163,900	165,000	19	8	97.0%	100.0%
\$175,000-\$199,999	6	15.8%	186,317	187,450	3	3	100.0%	100.0%
\$200,000-\$249,999	5	13.2%	233,340	235,000	7	9	100.4%	100.0%
\$250,000-\$299,999	2	5.3%	265,000	265,000	8	8	98.1%	98.1%
\$300,000-\$399,999	5	13.2%	327,780	314,900	14	8	97.4%	100.0%
\$400,000-\$499,999	3	7.9%	432,300	442,000	11	7	99.3%	100.0%
\$500,000-\$749,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$750,000-\$999,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



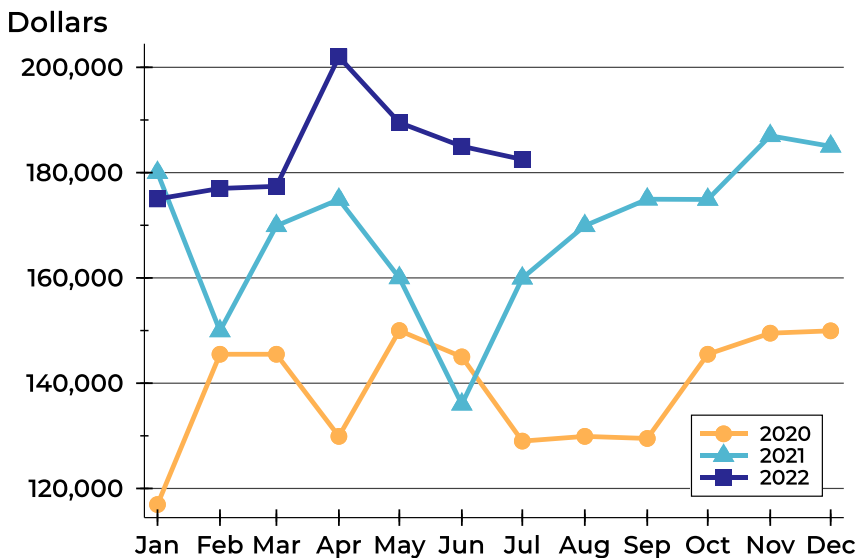
## North Region Pending Contracts Analysis

### Average Price



Month	2020	2021	2022
January	163,298	191,421	<b>207,539</b>
February	156,085	178,453	<b>212,903</b>
March	157,137	171,130	<b>205,571</b>
April	163,916	180,417	<b>223,314</b>
May	168,951	180,589	<b>239,659</b>
June	154,218	163,214	<b>214,753</b>
July	147,238	196,710	<b>204,908</b>
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

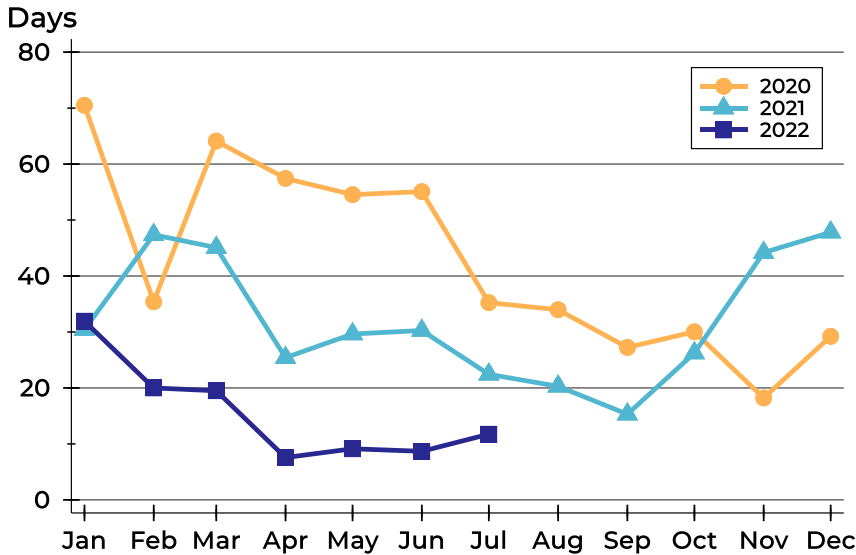


Month	2020	2021	2022
January	116,950	180,000	<b>175,000</b>
February	145,500	149,925	<b>177,000</b>
March	145,500	169,900	<b>177,400</b>
April	129,900	174,900	<b>202,000</b>
May	150,000	160,000	<b>189,500</b>
June	145,000	136,000	<b>185,000</b>
July	129,000	159,950	<b>182,500</b>
August	129,900	169,900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



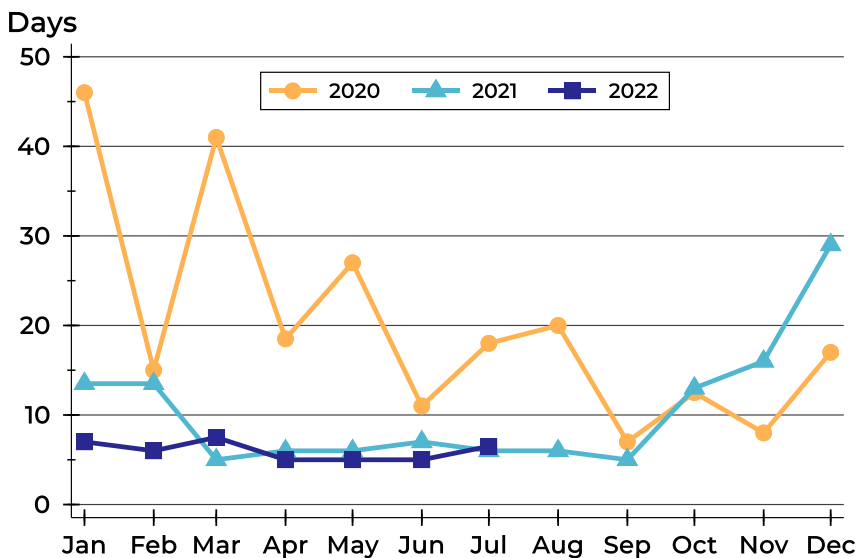
## North Region Pending Contracts Analysis

### Average DOM



Month	2020	2021	2022
January	71	30	32
February	35	47	20
March	64	45	20
April	57	25	8
May	55	30	9
June	55	30	9
July	35	22	12
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	6
March	41	5	8
April	19	6	5
May	27	6	5
June	11	7	5
July	18	6	7
August	20	6	
September	7	5	
October	13	13	
November	8	16	
December	17	29	



**July  
2022**

# Sunflower MLS Statistics



## South Region Housing Report



### Market Overview

#### South Region Home Sales Fell in July

Total home sales in South Region fell last month to 38 units, compared to 60 units in July 2021. Total sales volume was \$7.7 million, down from a year earlier.

The median sale price in July was \$199,000, up from \$153,500 a year earlier. Homes that sold in July were typically on the market for 4 days and sold for 99.8% of their list prices.

#### South Region Active Listings Down at End of July

The total number of active listings in South Region at the end of July was 40 units, down from 48 at the same point in 2021. 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 July was \$162,250.

During July, a total of 45 contracts were written down from 53 in July 2021. At the end of the month, there were 55 contracts still pending.

### Report Contents

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

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**July  
2022**

# Sunflower MLS Statistics



## South Region Summary Statistics

July MLS Statistics Three-year History		Current Month			Year-to-Date		
		2022	2021	2020	2022	2021	2020
<b>Home Sales</b> Change from prior year	<b>38</b> -36.7%	<b>60</b> 13.2%	<b>53</b> 8.2%	<b>254</b> -2.3%	<b>260</b> 10.6%	<b>235</b> -4.5%	
<b>Active Listings</b> Change from prior year	<b>40</b> -16.7%	<b>48</b> -12.7%	<b>55</b> -45.5%	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>	
<b>Months' Supply</b> Change from prior year	<b>1.0</b> -23.1%	<b>1.3</b> -23.5%	<b>1.7</b> -39.3%	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>	
<b>New Listings</b> Change from prior year	<b>52</b> -25.7%	<b>70</b> 112.1%	<b>33</b> -47.6%	<b>303</b> -11.4%	<b>342</b> 13.2%	<b>302</b> -11.2%	
<b>Contracts Written</b> Change from prior year	<b>45</b> -15.1%	<b>53</b> 55.9%	<b>34</b> -10.5%	<b>267</b> -10.4%	<b>298</b> 12.5%	<b>265</b> 0.4%	
<b>Pending Contracts</b> Change from prior year	<b>55</b> -29.5%	<b>78</b> 34.5%	<b>58</b> 1.8%	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>	
<b>Sales Volume (1,000s)</b> Change from prior year	<b>7,665</b> -25.4%	<b>10,280</b> 31.1%	<b>7,842</b> 22.5%	<b>42,912</b> 4.6%	<b>41,029</b> 25.2%	<b>32,771</b> 11.0%	
Average	<b>Sale Price</b> Change from prior year	<b>201,697</b> 17.7%	<b>171,326</b> 15.8%	<b>147,962</b> 13.3%	<b>168,947</b> 7.1%	<b>157,806</b> 13.2%	<b>139,453</b> 16.2%
	<b>List Price of Actives</b> Change from prior year	<b>212,957</b> 34.0%	<b>158,919</b> 7.4%	<b>147,997</b> -15.2%	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
	<b>Days on Market</b> Change from prior year	<b>13</b> 44.4%	<b>9</b> -75.0%	<b>36</b> -43.8%	<b>18</b> -30.8%	<b>26</b> -39.5%	<b>43</b> -12.2%
	<b>Percent of List</b> Change from prior year	<b>98.0%</b> 0.0%	<b>98.0%</b> 1.1%	<b>96.9%</b> 3.0%	<b>96.3%</b> -0.5%	<b>96.8%</b> 0.7%	<b>96.1%</b> 0.5%
	<b>Percent of Original</b> Change from prior year	<b>96.5%</b> -1.3%	<b>97.8%</b> 2.1%	<b>95.8%</b> 4.2%	<b>94.9%</b> -1.0%	<b>95.9%</b> 1.7%	<b>94.3%</b> 0.6%
Median	<b>Sale Price</b> Change from prior year	<b>199,000</b> 29.6%	<b>153,500</b> 12.0%	<b>137,000</b> 22.3%	<b>135,000</b> -4.9%	<b>142,000</b> 6.8%	<b>133,000</b> 23.1%
	<b>List Price of Actives</b> Change from prior year	<b>162,250</b> 18.3%	<b>137,200</b> -0.9%	<b>138,500</b> -0.4%	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
	<b>Days on Market</b> Change from prior year	<b>4</b> -20.0%	<b>5</b> -16.7%	<b>6</b> -60.0%	<b>6</b> 20.0%	<b>5</b> -54.5%	<b>11</b> -31.3%
	<b>Percent of List</b> Change from prior year	<b>99.8%</b> 0.3%	<b>99.5%</b> 0.8%	<b>98.7%</b> 2.9%	<b>99.1%</b> 0.4%	<b>98.7%</b> 1.1%	<b>97.6%</b> 0.8%
	<b>Percent of Original</b> Change from prior year	<b>99.6%</b> 0.1%	<b>99.5%</b> 1.8%	<b>97.7%</b> 4.9%	<b>98.3%</b> 0.1%	<b>98.2%</b> 1.2%	<b>97.0%</b> 1.5%

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



## South Region Closed Listings Analysis

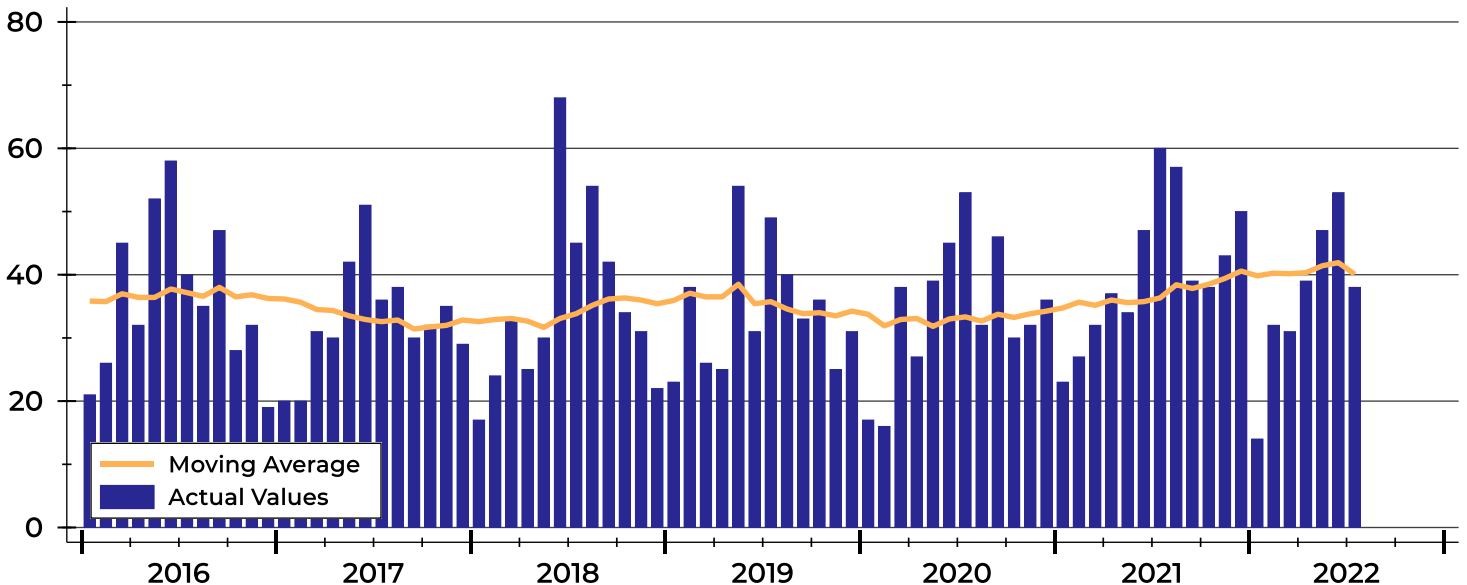
Summary Statistics for Closed Listings		2022	July 2021	Change	Year-to-Date		
		2022	2021	Change	2022	2021	Change
Closed Listings		<b>38</b>	60	-36.7%	<b>254</b>	260	-2.3%
Volume (1,000s)		<b>7,665</b>	10,280	-25.4%	<b>42,912</b>	41,029	4.6%
Months' Supply		<b>1.0</b>	1.3	-23.1%	<b>N/A</b>	N/A	N/A
Average	Sale Price	<b>201,697</b>	171,326	17.7%	<b>168,947</b>	157,806	7.1%
	Days on Market	<b>13</b>	9	44.4%	<b>18</b>	26	-30.8%
	Percent of List	<b>98.0%</b>	98.0%	0.0%	<b>96.3%</b>	96.8%	-0.5%
	Percent of Original	<b>96.5%</b>	97.8%	-1.3%	<b>94.9%</b>	95.9%	-1.0%
Median	Sale Price	<b>199,000</b>	153,500	29.6%	<b>135,000</b>	142,000	-4.9%
	Days on Market	<b>4</b>	5	-20.0%	<b>6</b>	5	20.0%
	Percent of List	<b>99.8%</b>	99.5%	0.3%	<b>99.1%</b>	98.7%	0.4%
	Percent of Original	<b>99.6%</b>	99.5%	0.1%	<b>98.3%</b>	98.2%	0.1%

A total of 38 homes sold in South Region in July, down from 60 units in July 2021. Total sales volume fell to \$7.7 million compared to \$10.3 million in the previous year.

The median sales price in July was \$199,000, up 29.6% compared to the prior year. Median days on market was 4 days, down from 5 days in June, and down from 5 in July 2021.

## History of Closed Listings

Units

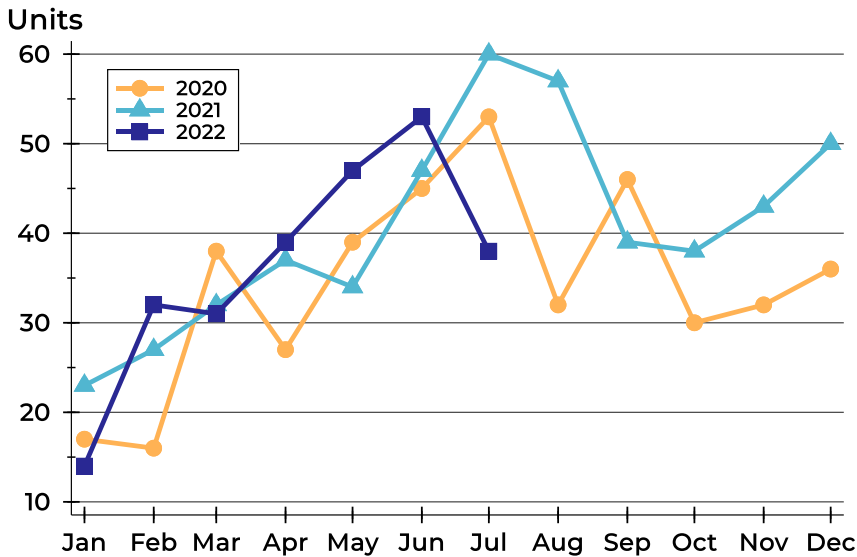






## South Region Closed Listings Analysis

### Closed Listings by Month



Month	2020	2021	2022
January	17	23	14
February	16	27	32
March	38	32	31
April	27	37	39
May	39	34	47
June	45	47	53
July	53	60	38
August	32	57	
September	46	39	
October	30	38	
November	32	43	
December	36	50	

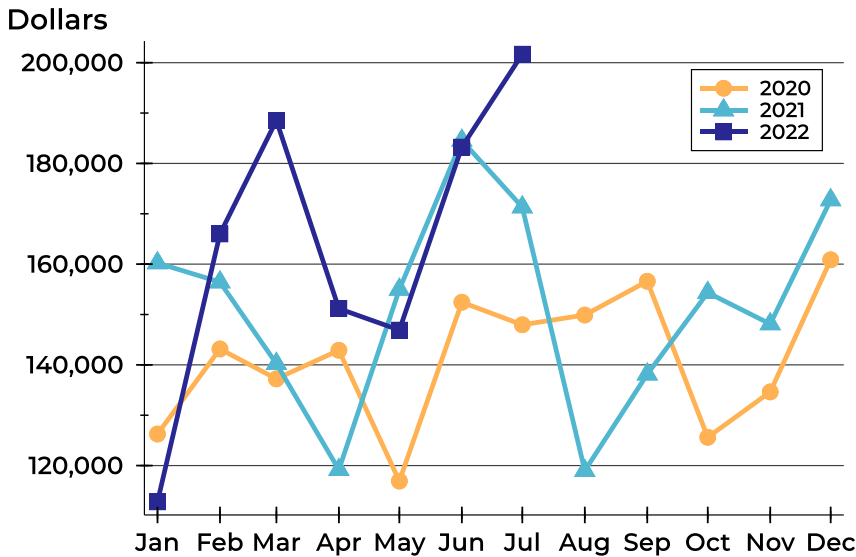
### Closed Listings by Price Range

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	1	2.6%	0.0	15,000	15,000	0	0	100.0%	100.0%	100.0%	100.0%
\$25,000-\$49,999	2	5.3%	0.0	35,000	35,000	0	0	84.9%	84.9%	84.9%	84.9%
\$50,000-\$99,999	3	7.9%	0.9	81,333	82,000	21	20	92.6%	96.6%	91.4%	96.6%
\$100,000-\$124,999	5	13.2%	0.9	110,000	110,000	19	27	89.4%	89.1%	88.7%	89.1%
\$125,000-\$149,999	2	5.3%	1.6	132,500	132,500	5	5	100.0%	100.0%	98.1%	98.1%
\$150,000-\$174,999	3	7.9%	0.6	164,800	164,500	15	20	95.5%	94.4%	92.5%	90.4%
\$175,000-\$199,999	3	7.9%	0.8	194,333	195,000	2	1	104.3%	102.7%	104.3%	102.7%
\$200,000-\$249,999	13	34.2%	0.3	229,585	236,500	15	3	101.6%	100.0%	99.9%	100.0%
\$250,000-\$299,999	1	2.6%	3.3	280,000	280,000	6	6	96.9%	96.9%	96.9%	96.9%
\$300,000-\$399,999	2	5.3%	2.7	348,500	348,500	29	29	100.6%	100.6%	93.0%	93.0%
\$400,000-\$499,999	2	5.3%	4.5	418,250	418,250	1	1	106.0%	106.0%	106.0%	106.0%
\$500,000-\$749,999	1	2.6%	1.5	645,000	645,000	28	28	99.4%	99.4%	99.4%	99.4%
\$750,000-\$999,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A



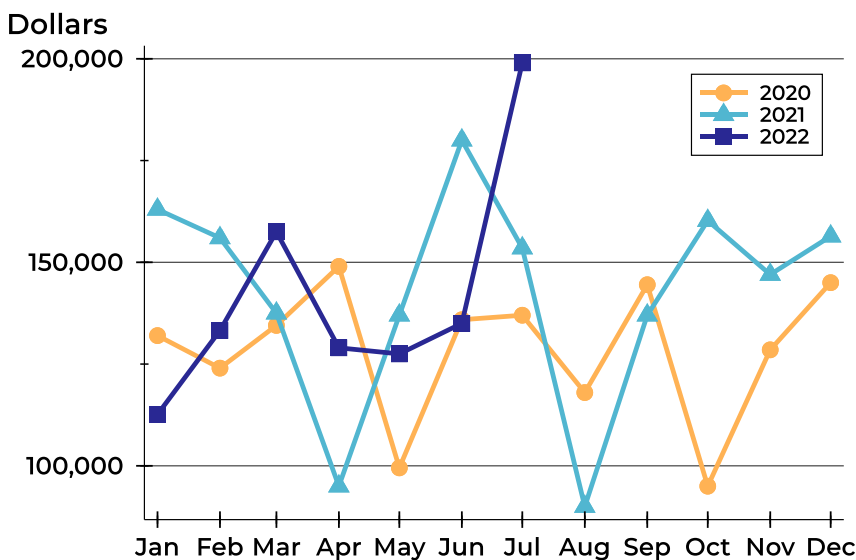
## South Region Closed Listings Analysis

### Average Price



Month	2020	2021	2022
January	126,265	160,235	112,796
February	143,155	156,432	165,995
March	137,224	140,241	188,532
April	142,899	119,181	151,170
May	116,921	154,972	146,904
June	152,440	184,562	183,252
July	147,962	171,326	201,697
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

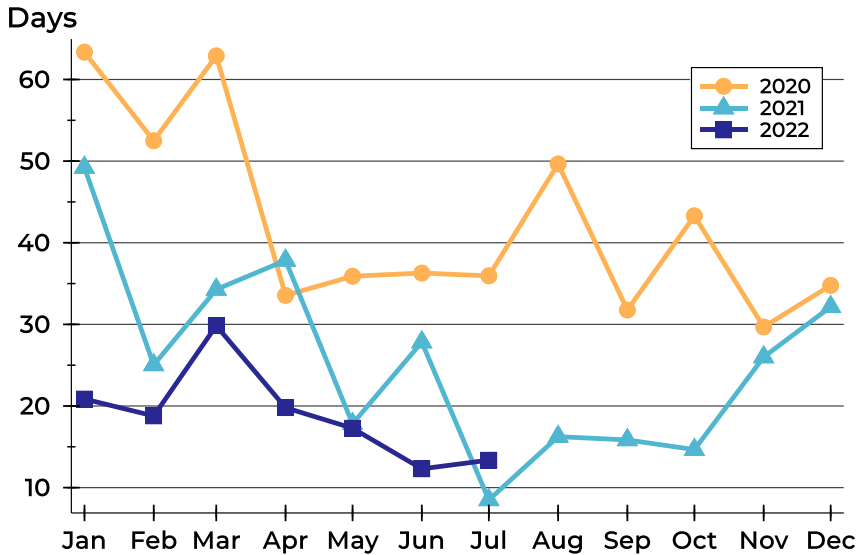


Month	2020	2021	2022
January	132,000	163,000	112,625
February	124,000	156,000	133,250
March	134,500	137,500	157,500
April	149,000	95,000	129,000
May	99,500	137,000	127,500
June	135,900	180,000	135,000
July	137,000	153,500	199,000
August	118,000	90,000	
September	144,500	137,000	
October	95,000	160,250	
November	128,500	147,000	
December	145,000	156,421	



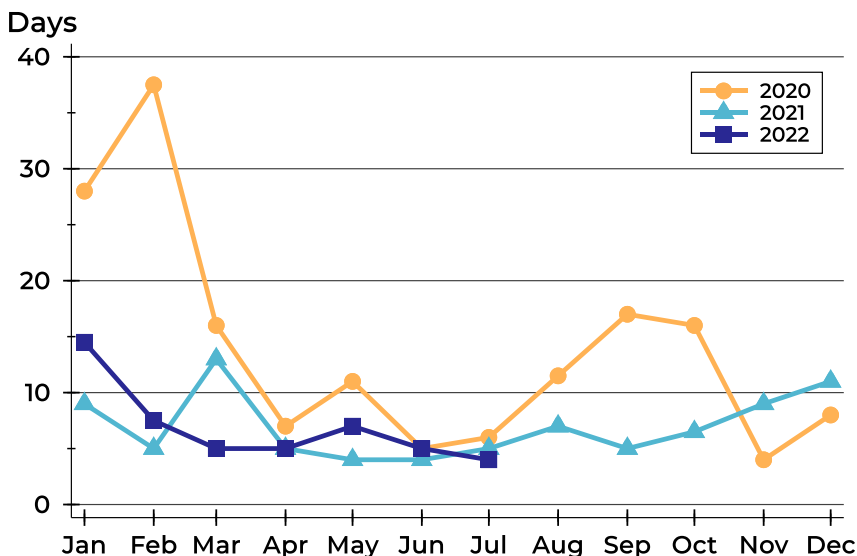
## South Region Closed Listings Analysis

### Average DOM



Month	2020	2021	2022
January	63	49	21
February	53	25	19
March	63	34	30
April	34	38	20
May	36	18	17
June	36	28	12
July	36	9	13
August	50	16	16
September	32	16	15
October	43	15	15
November	30	26	26
December	35	32	32

### Median DOM



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



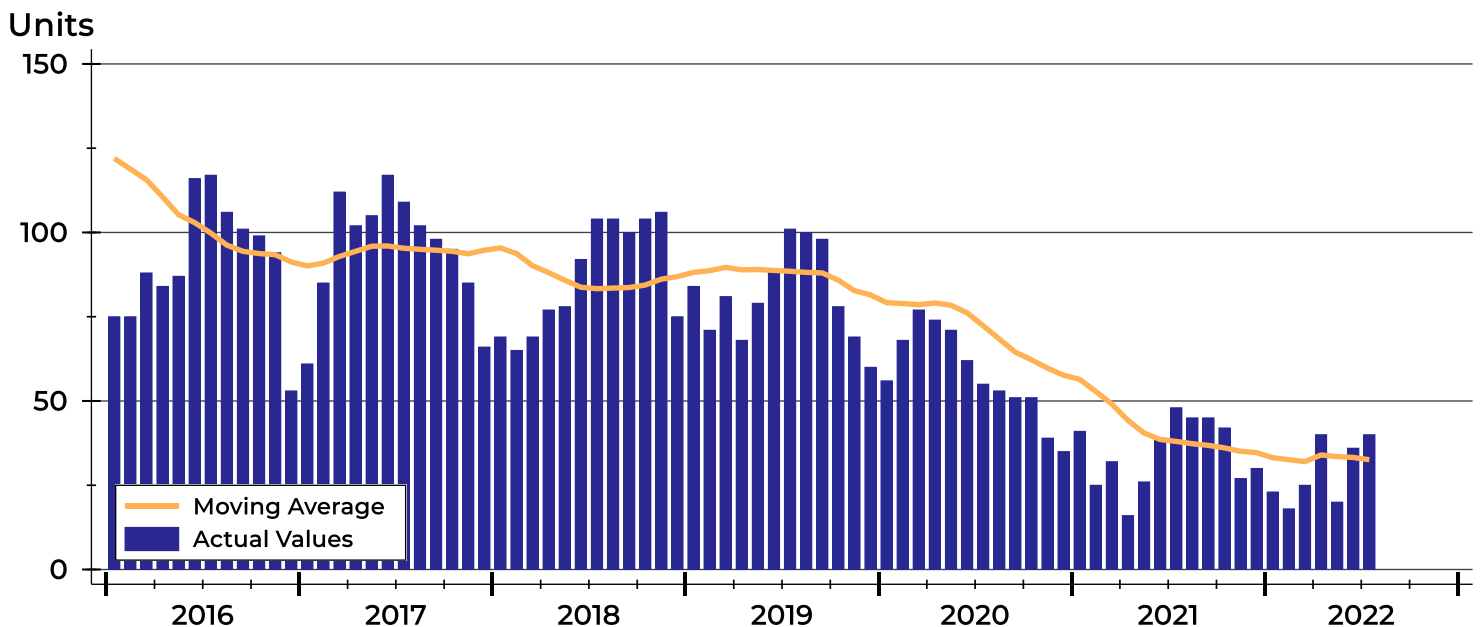
# South Region Active Listings Analysis

Summary Statistics for Active Listings		2022	End of July 2021	Change
Active Listings		40	48	-16.7%
Volume (1,000s)		8,518	7,628	11.7%
Months' Supply		1.0	1.3	-23.1%
Average	List Price	212,957	158,919	34.0%
	Days on Market	36	51	-29.4%
	Percent of Original	96.9%	98.6%	-1.7%
Median	List Price	162,250	137,200	18.3%
	Days on Market	26	32	-18.8%
	Percent of Original	100.0%	100.0%	0.0%

A total of 40 homes were available for sale in South Region at the end of July. This represents a 1.0 months' supply of active listings.

The median list price of homes on the market at the end of July was \$162,250, up 18.3% from 2021. The typical time on market for active listings was 26 days, down from 32 days a year earlier.

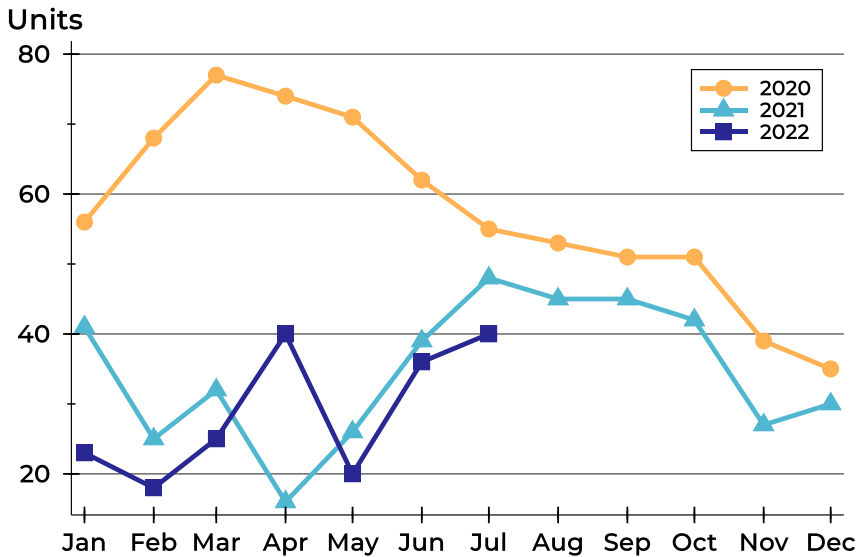
## History of Active Listings





## South Region Active Listings Analysis

### Active Listings by Month



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

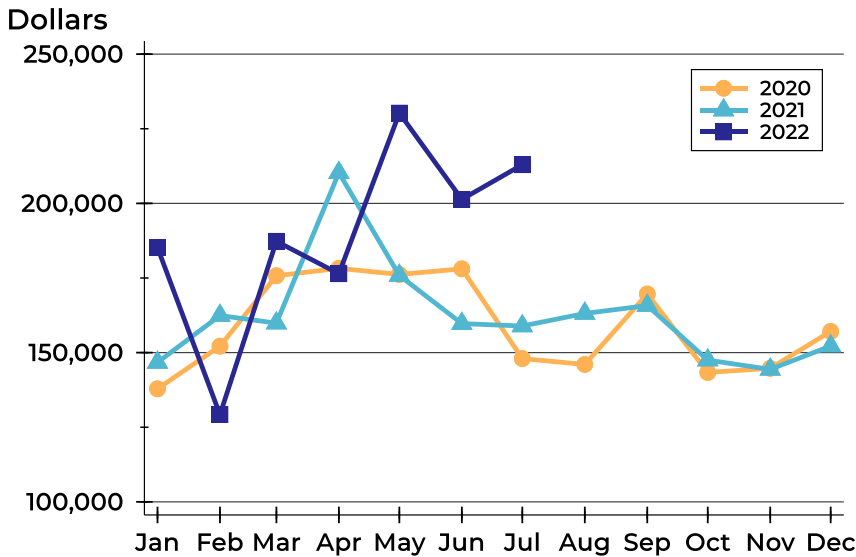
### Active Listings by Price Range

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%	0.0	N/A	N/A	N/A	N/A	N/A	N/A
\$25,000-\$49,999	0	0.0%	0.0	N/A	N/A	N/A	N/A	N/A	N/A
\$50,000-\$99,999	8	20.0%	0.9	80,813	84,900	59	48	95.9%	100.0%
\$100,000-\$124,999	4	10.0%	0.9	110,500	108,500	27	22	97.9%	100.0%
\$125,000-\$149,999	7	17.5%	1.6	134,086	134,900	20	9	99.5%	100.0%
\$150,000-\$174,999	2	5.0%	0.6	162,250	162,250	4	4	100.0%	100.0%
\$175,000-\$199,999	3	7.5%	0.8	189,167	189,000	35	34	83.1%	85.1%
\$200,000-\$249,999	2	5.0%	0.3	234,500	234,500	20	20	98.0%	98.0%
\$250,000-\$299,999	6	15.0%	3.3	283,317	288,450	35	30	97.8%	100.0%
\$300,000-\$399,999	4	10.0%	2.7	361,650	357,300	37	37	98.3%	98.7%
\$400,000-\$499,999	3	7.5%	4.5	428,233	424,900	59	59	100.0%	100.0%
\$500,000-\$749,999	1	2.5%	1.5	699,000	699,000	53	53	97.2%	97.2%
\$750,000-\$999,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A



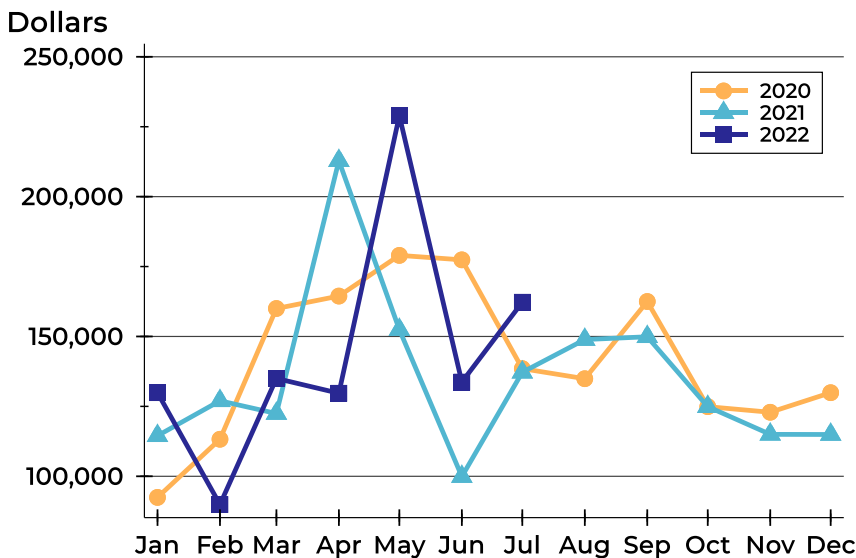
## South Region Active Listings Analysis

### Average Price



Month	2020	2021	2022
January	137,880	146,720	185,204
February	152,168	162,432	129,250
March	175,756	159,881	187,302
April	178,239	210,297	176,425
May	176,189	175,850	230,253
June	178,075	159,719	201,368
July	147,997	158,919	212,957
August	146,040	163,124	
September	169,654	165,777	
October	143,375	147,499	
November	144,738	144,400	
December	157,104	152,213	

### Median Price

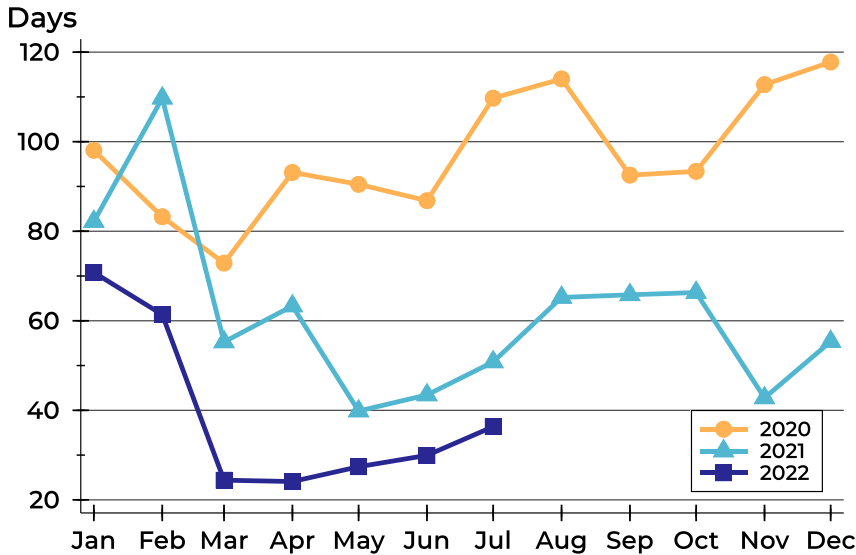


Month	2020	2021	2022
January	92,450	114,500	129,900
February	113,250	127,000	89,900
March	160,000	122,448	135,000
April	164,450	212,850	129,700
May	179,000	152,450	228,950
June	177,400	99,900	133,700
July	138,500	137,200	162,250
August	134,900	148,900	
September	162,500	149,900	
October	124,900	124,900	
November	122,900	115,000	
December	129,900	114,950	



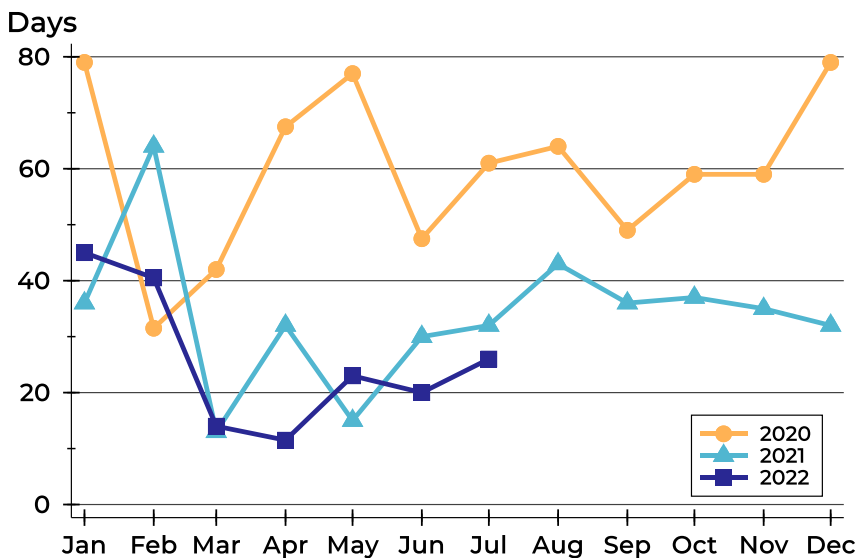
## South Region Active Listings Analysis

### Average DOM



Month	2020	2021	2022
January	98	82	71
February	83	110	61
March	73	55	24
April	93	63	24
May	90	40	27
June	87	43	30
July	110	51	36
August	114	65	
September	93	66	
October	93	66	
November	113	43	
December	118	55	

### Median DOM

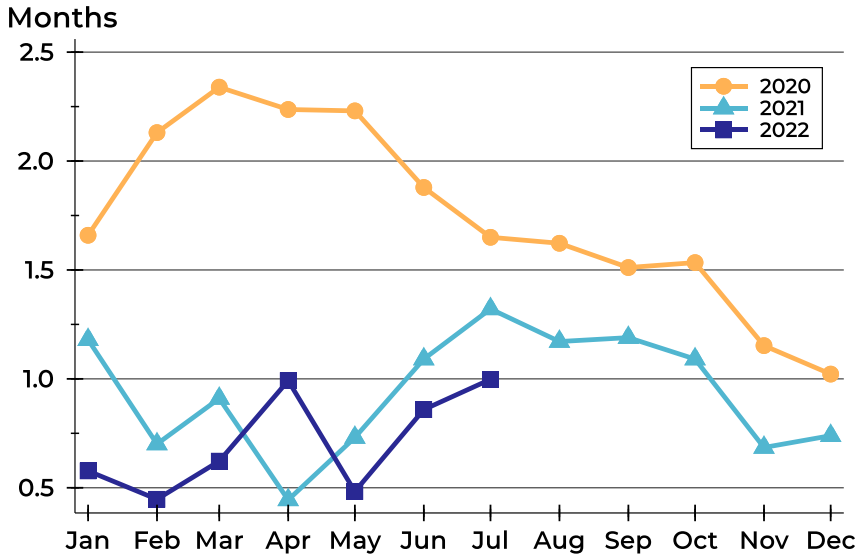


Month	2020	2021	2022
January	79	36	45
February	32	64	41
March	42	13	14
April	68	32	12
May	77	15	23
June	48	30	20
July	61	32	26
August	64	43	
September	49	36	
October	59	37	
November	59	35	
December	79	32	



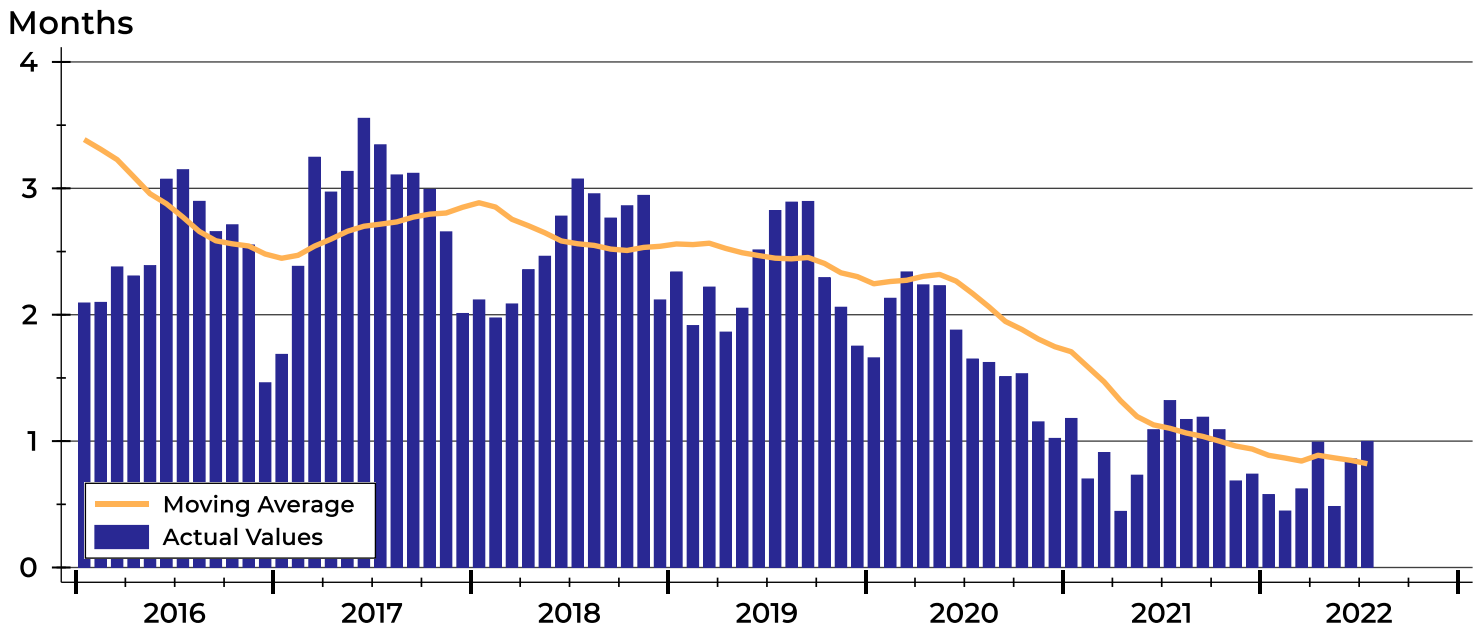
## South Region Months' Supply Analysis

### Months' Supply by Month



Month	2020	2021	2022
January	1.7	1.2	0.6
February	2.1	0.7	0.4
March	2.3	0.9	0.6
April	2.2	0.4	1.0
May	2.2	0.7	0.5
June	1.9	1.1	0.9
July	1.7	1.3	1.0
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







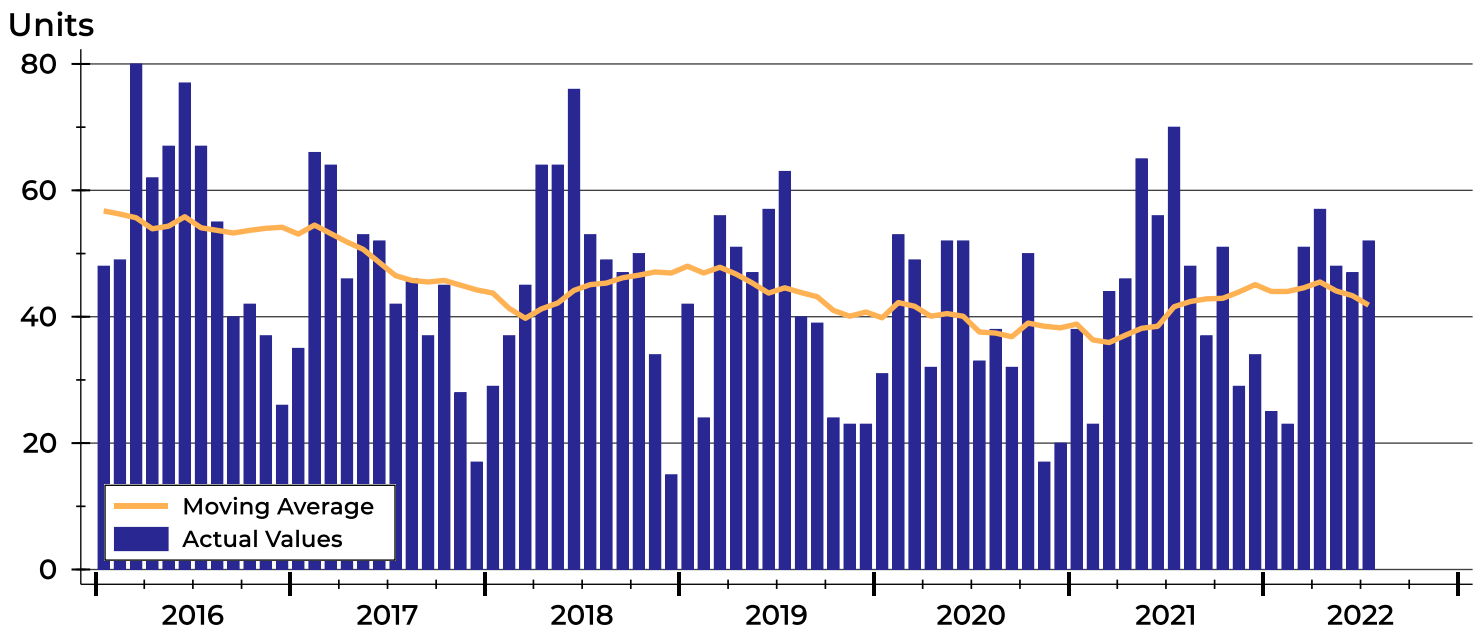
# South Region New Listings Analysis

Summary Statistics for New Listings		2022	July 2021	Change
Current Month	New Listings	52	70	-25.7%
	Volume (1,000s)	10,135	8,884	14.1%
	Average List Price	194,910	126,920	53.6%
	Median List Price	179,250	128,950	39.0%
Year-to-Date	New Listings	303	342	-11.4%
	Volume (1,000s)	55,387	58,607	-5.5%
	Average List Price	182,797	171,365	6.7%
	Median List Price	150,000	139,950	7.2%

A total of 52 new listings were added in South Region during July, down 25.7% from the same month in 2021. Year-to-date South Region has seen 303 new listings.

The median list price of these homes was \$179,250 up from \$128,950 in 2021.

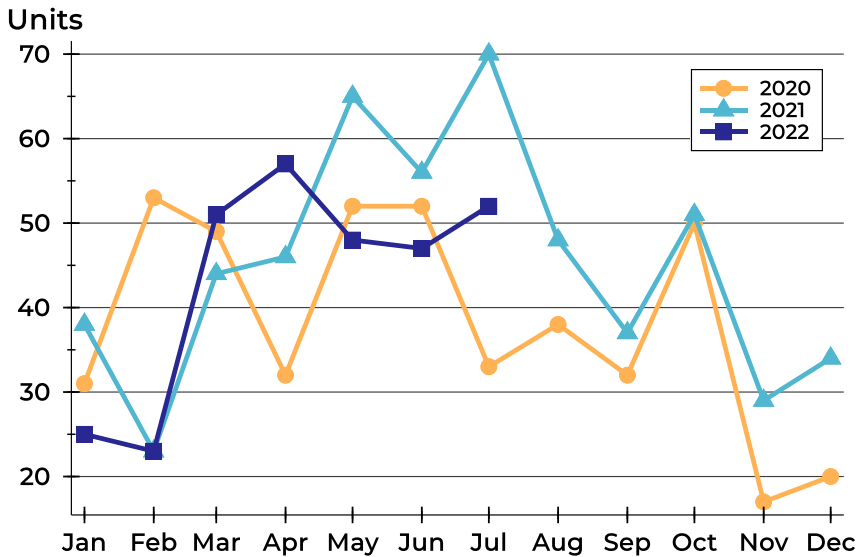
## History of New Listings





## South Region New Listings Analysis

### New Listings by Month



Month	2020	2021	2022
January	31	38	25
February	53	23	23
March	49	44	51
April	32	46	57
May	52	65	48
June	52	56	47
July	33	70	52
August	38	48	37
September	32	37	50
October	50	51	17
November	17	29	20
December	20	34	

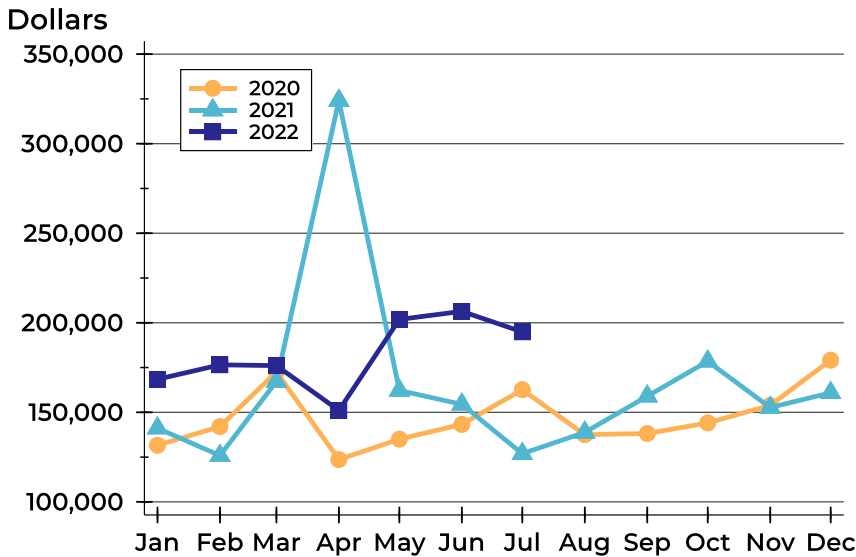
### New Listings by Price Range

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	2	3.8%	34,950	34,950	1	1	91.7%	91.7%
\$50,000-\$99,999	5	9.6%	76,140	78,000	12	14	92.8%	90.0%
\$100,000-\$124,999	6	11.5%	111,883	110,950	10	4	100.0%	100.0%
\$125,000-\$149,999	8	15.4%	134,025	133,700	11	11	99.0%	100.0%
\$150,000-\$174,999	4	7.7%	161,000	159,750	6	4	100.0%	100.0%
\$175,000-\$199,999	8	15.4%	188,150	184,900	6	1	102.6%	100.0%
\$200,000-\$249,999	6	11.5%	232,267	229,950	13	11	99.3%	100.0%
\$250,000-\$299,999	8	15.4%	285,475	292,750	6	6	100.0%	100.0%
\$300,000-\$399,999	2	3.8%	369,800	369,800	22	22	97.6%	97.6%
\$400,000-\$499,999	2	3.8%	425,000	425,000	0	0	100.0%	100.0%
\$500,000-\$749,999	1	1.9%	525,000	525,000	5	5	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



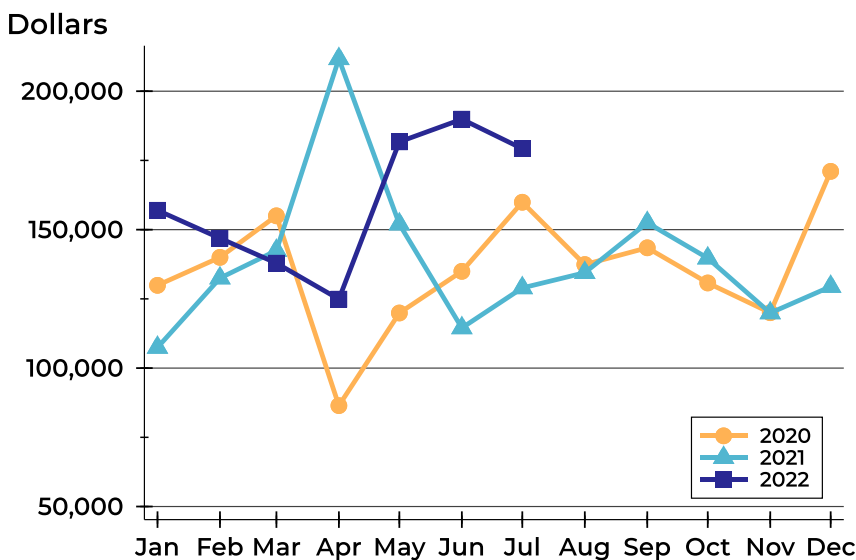
## South Region New Listings Analysis

### Average Price



Month	2020	2021	2022
January	131,644	141,162	168,444
February	142,031	125,850	176,520
March	172,563	167,257	176,097
April	123,622	324,133	151,064
May	135,032	162,228	201,875
June	143,258	154,455	206,372
July	162,645	126,920	194,910
August	137,534	138,800	
September	138,174	159,004	
October	144,087	178,488	
November	153,906	152,690	
December	179,135	160,932	

### Median Price



Month	2020	2021	2022
January	129,900	107,450	157,000
February	140,000	132,500	146,900
March	155,000	142,450	137,900
April	86,450	211,700	124,900
May	119,900	152,000	181,700
June	134,950	114,500	189,900
July	159,900	128,950	179,250
August	137,400	134,450	
September	143,450	152,500	
October	130,750	139,700	
November	120,000	119,900	
December	171,050	129,450	



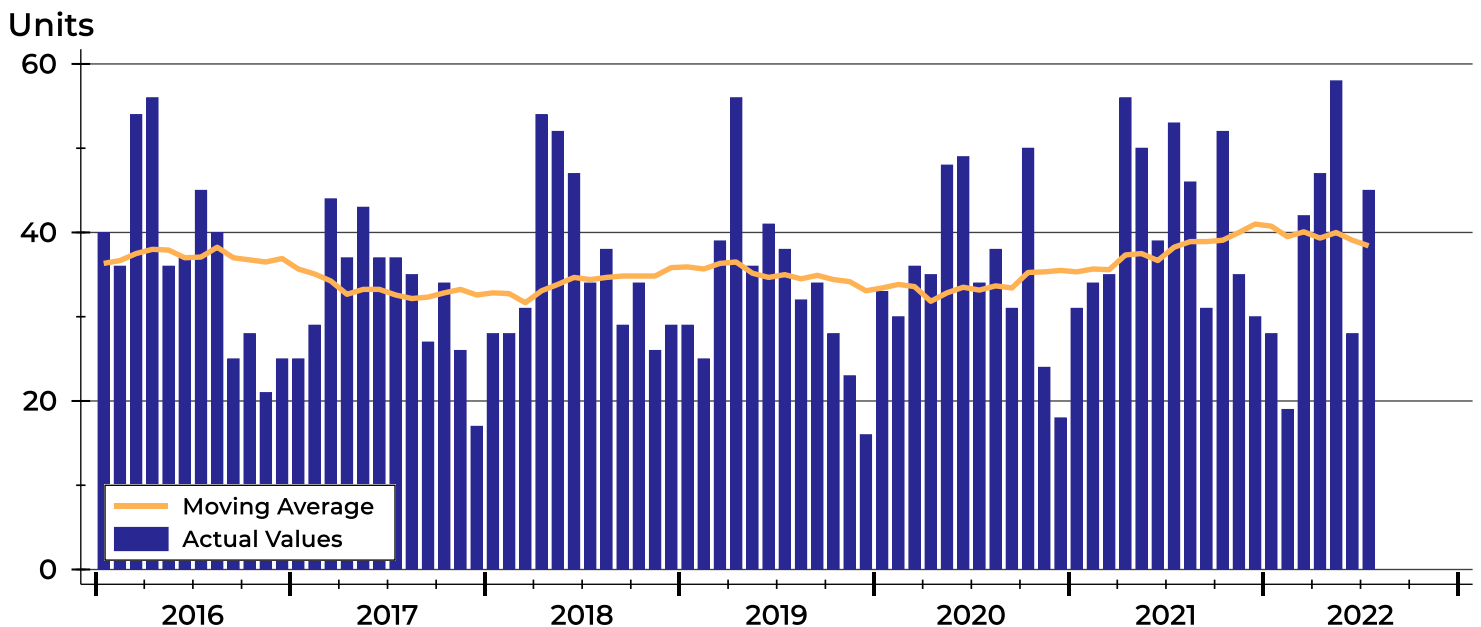
# South Region Contracts Written Analysis

Summary Statistics for Contracts Written		2022	July 2021	Change	Year-to-Date		
		2022	2021		2022	2021	Change
Contracts Written		45	53	-15.1%	267	298	-10.4%
Volume (1,000s)		8,148	6,529	24.8%	46,924	52,020	-9.8%
Average	Sale Price	181,058	123,181	47.0%	175,746	174,563	0.7%
	Days on Market	16	10	60.0%	18	22	-18.2%
	Percent of Original	96.3%	90.6%	6.3%	95.3%	92.8%	2.7%
Median	Sale Price	155,000	117,900	31.5%	146,900	142,750	2.9%
	Days on Market	6	6	0.0%	6	5	20.0%
	Percent of Original	100.0%	97.3%	2.8%	99.3%	98.0%	1.3%

A total of 45 contracts for sale were written in South Region during the month of July, down from 53 in 2021. The median list price of these homes was \$155,000, up from \$117,900 the prior year.

Half of the homes that went under contract in July were on the market less than 6 days, compared to 6 days in July 2021.

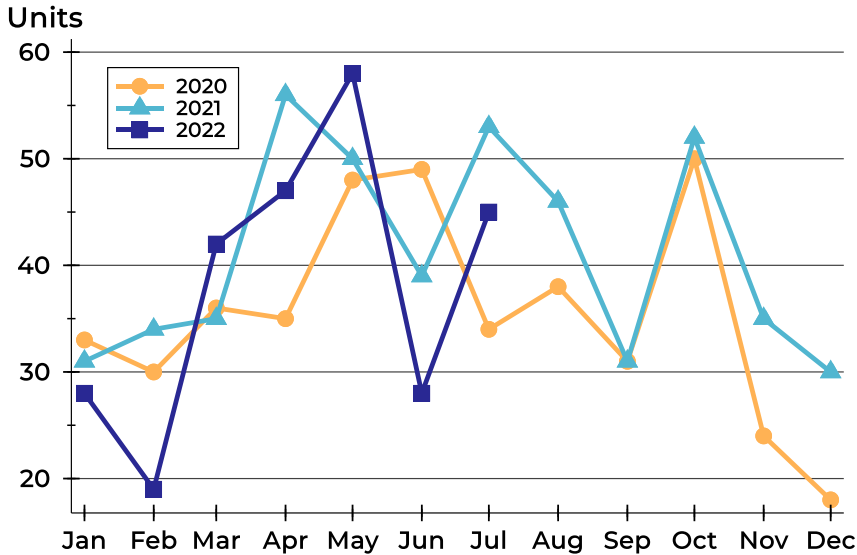
## History of Contracts Written





## South Region Contracts Written Analysis

### Contracts Written by Month



Month	2020	2021	2022
January	33	31	28
February	30	34	19
March	36	35	42
April	35	56	47
May	48	50	58
June	49	39	28
July	34	53	45
August	38	46	
September	31	31	
October	50	52	
November	24	35	
December	18	30	

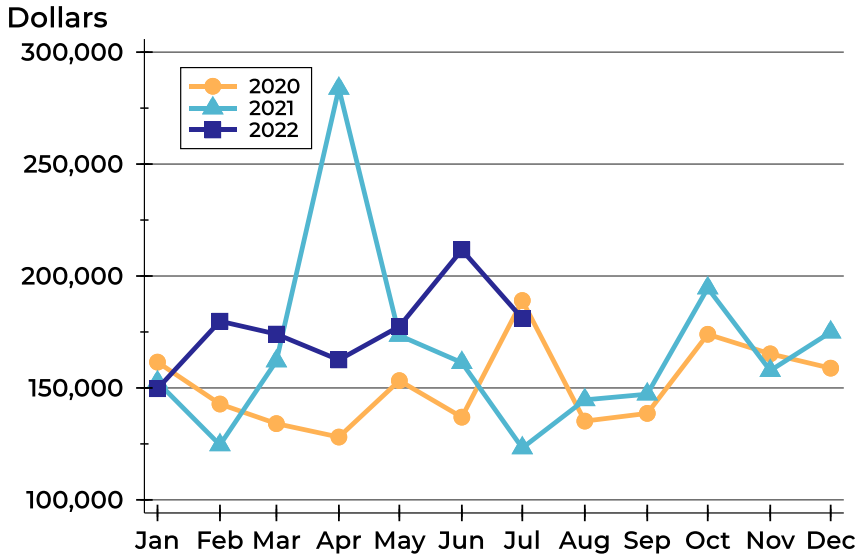
### Contracts Written by Price Range

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	3	6.7%	39,800	39,900	2	2	97.5%	100.0%
\$50,000-\$99,999	9	20.0%	78,267	79,900	33	37	89.8%	88.9%
\$100,000-\$124,999	6	13.3%	115,850	117,900	14	9	98.2%	100.0%
\$125,000-\$149,999	4	8.9%	138,200	138,000	19	8	97.7%	98.0%
\$150,000-\$174,999	2	4.4%	159,750	159,750	4	4	100.0%	100.0%
\$175,000-\$199,999	7	15.6%	186,314	179,900	10	1	98.6%	100.0%
\$200,000-\$249,999	4	8.9%	231,150	227,400	6	4	100.0%	100.0%
\$250,000-\$299,999	6	13.3%	281,283	284,700	8	6	98.7%	100.0%
\$300,000-\$399,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$400,000-\$499,999	3	6.7%	438,300	445,000	35	37	90.4%	100.0%
\$500,000-\$749,999	1	2.2%	525,000	525,000	5	5	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



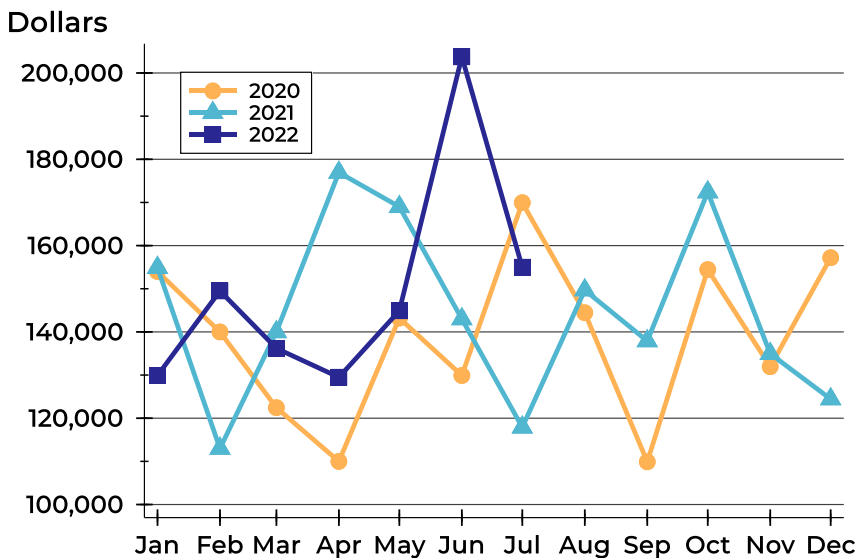
## South Region Contracts Written Analysis

### Average Price



Month	2020	2021	2022
January	161,533	152,635	<b>149,650</b>
February	142,817	124,538	<b>179,816</b>
March	134,064	162,020	<b>174,064</b>
April	128,069	283,786	<b>162,527</b>
May	153,267	173,435	<b>177,469</b>
June	136,953	161,297	<b>211,686</b>
July	189,050	123,181	<b>181,058</b>
August	135,189	144,672	
September	138,637	147,213	
October	173,968	194,613	
November	165,229	157,747	
December	158,842	174,907	

### Median Price

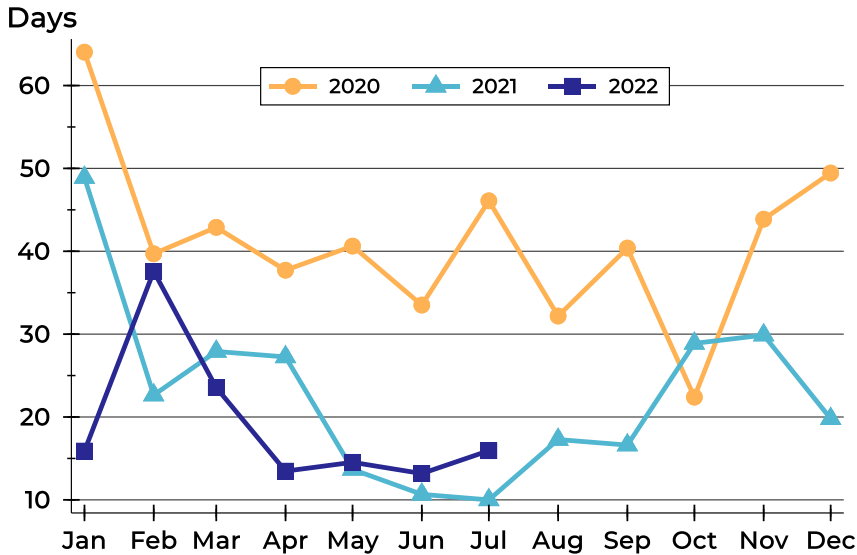


Month	2020	2021	2022
January	154,000	154,900	<b>129,900</b>
February	140,000	113,000	<b>149,500</b>
March	122,450	140,000	<b>136,200</b>
April	110,000	176,950	<b>129,500</b>
May	143,200	169,000	<b>144,900</b>
June	129,900	143,000	<b>203,750</b>
July	169,950	117,900	<b>155,000</b>
August	144,450	149,700	
September	109,900	137,900	
October	154,450	172,400	
November	131,950	134,950	
December	157,200	124,450	



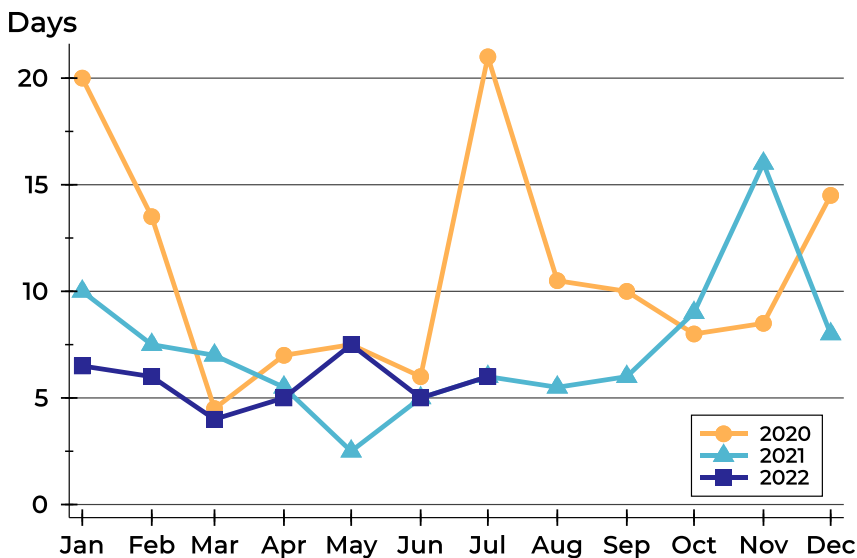
## South Region Contracts Written Analysis

### Average DOM



Month	2020	2021	2022
January	64	49	16
February	40	23	38
March	43	28	24
April	38	27	13
May	41	14	15
June	34	11	13
July	46	10	16
August	32	17	
September	40	17	
October	22	29	
November	44	30	
December	49	20	

### Median DOM



Month	2020	2021	2022
January	20	10	7
February	14	8	6
March	5	7	4
April	7	6	5
May	8	3	8
June	6	5	5
July	21	6	6
August	11	6	
September	10	6	
October	8	9	
November	9	16	
December	15	8	



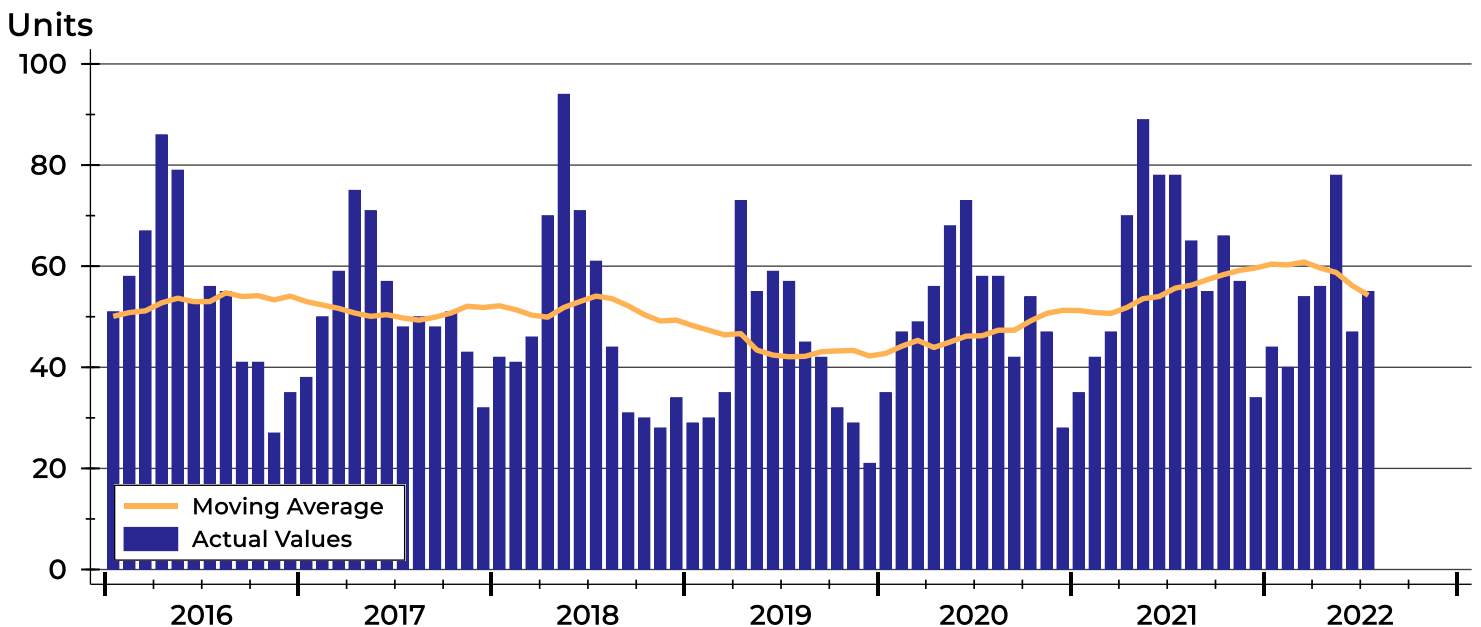
# South Region Pending Contracts Analysis

Summary Statistics for Pending Contracts		2022	End of July 2021	Change
Pending Contracts		55	78	-29.5%
Volume (1,000s)		10,380	16,843	-38.4%
Average	List Price	188,731	215,941	-12.6%
	Days on Market	15	15	0.0%
	Percent of Original	97.8%	99.3%	-1.5%
Median	List Price	179,500	138,750	29.4%
	Days on Market	4	7	-42.9%
	Percent of Original	100.0%	100.0%	0.0%

A total of 55 listings in South Region had contracts pending at the end of July, down from 78 contracts pending at the end of July 2021.

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

## History of Pending Contracts

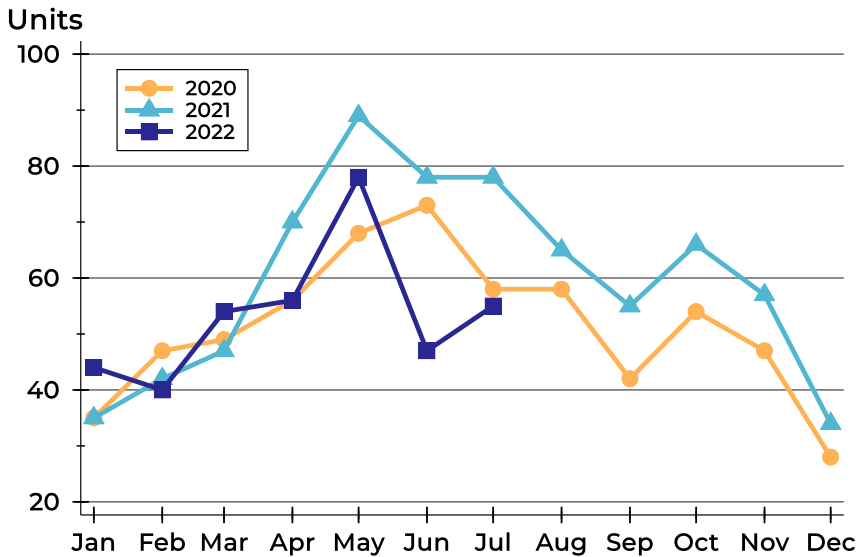






## South Region Pending Contracts Analysis

### Pending Contracts by Month



Month	2020	2021	2022
January	35	35	44
February	47	42	40
March	49	47	54
April	56	70	56
May	68	89	78
June	73	78	47
July	58	78	55
August	58	65	58
September	42	55	42
October	54	66	54
November	47	57	47
December	28	34	28

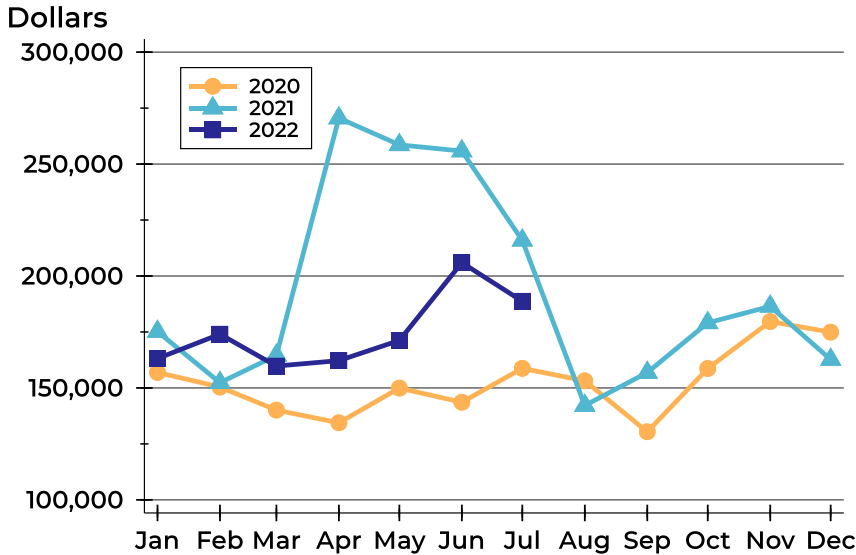
### Pending Contracts by Price Range

Price Range	Pending Contracts		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$25,000-\$49,999	2	3.6%	44,700	44,700	3	3	100.0%	100.0%
\$50,000-\$99,999	11	20.0%	79,700	79,900	38	37	93.7%	94.6%
\$100,000-\$124,999	7	12.7%	112,943	114,900	7	1	100.0%	100.0%
\$125,000-\$149,999	5	9.1%	139,560	143,500	15	4	98.2%	100.0%
\$150,000-\$174,999	1	1.8%	155,000	155,000	3	3	100.0%	100.0%
\$175,000-\$199,999	10	18.2%	188,260	186,700	6	2	100.0%	100.0%
\$200,000-\$249,999	6	10.9%	226,100	226,450	10	4	99.3%	100.0%
\$250,000-\$299,999	6	10.9%	281,283	284,700	8	6	98.7%	100.0%
\$300,000-\$399,999	3	5.5%	334,633	339,000	3	1	100.0%	100.0%
\$400,000-\$499,999	3	5.5%	438,300	445,000	35	37	90.4%	100.0%
\$500,000-\$749,999	1	1.8%	525,000	525,000	5	5	100.0%	100.0%
\$750,000-\$999,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



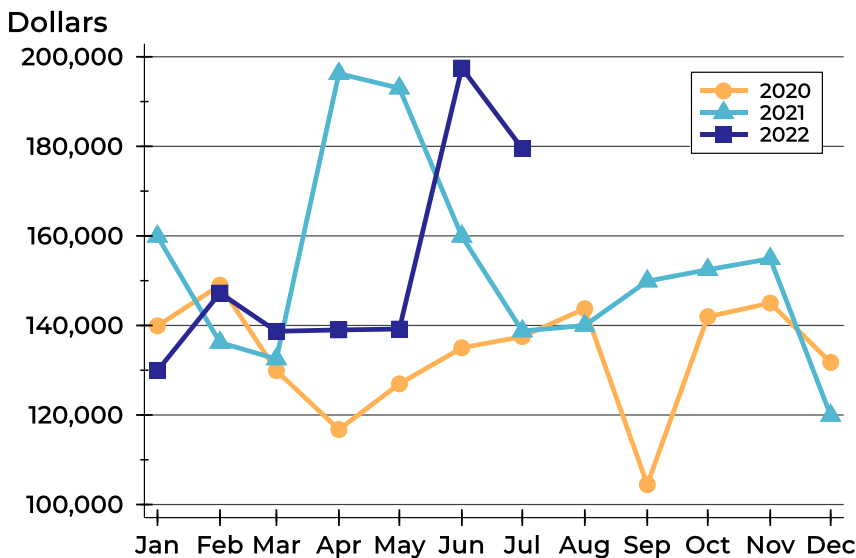
## South Region Pending Contracts Analysis

### Average Price



Month	2020	2021	2022
January	156,923	175,194	<b>163,136</b>
February	150,398	152,350	<b>174,028</b>
March	140,100	164,519	<b>159,775</b>
April	134,432	270,567	<b>162,203</b>
May	149,944	258,597	<b>171,222</b>
June	143,621	255,823	<b>205,968</b>
July	158,762	215,941	<b>188,731</b>
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

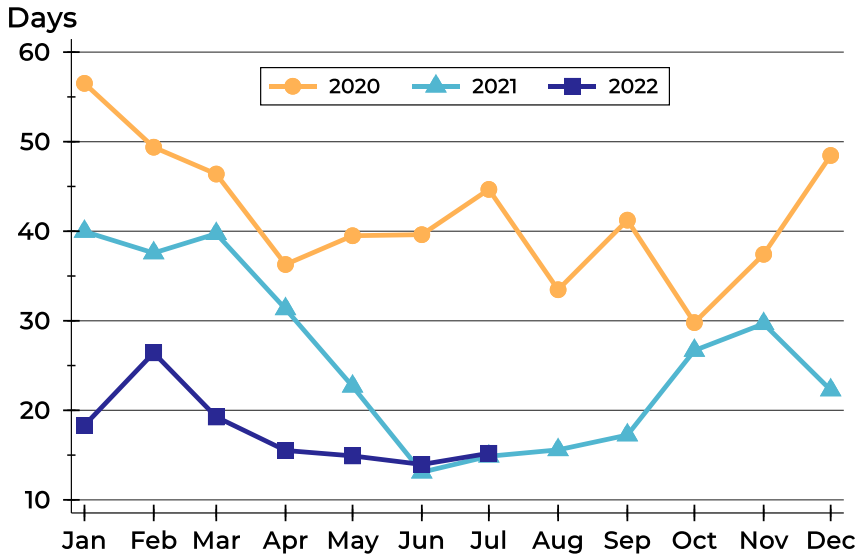


Month	2020	2021	2022
January	139,900	159,900	<b>129,900</b>
February	149,000	136,200	<b>147,250</b>
March	129,900	132,500	<b>138,700</b>
April	116,750	196,250	<b>139,000</b>
May	126,950	193,000	<b>139,200</b>
June	135,000	159,900	<b>197,500</b>
July	137,500	138,750	<b>179,500</b>
August	143,750	140,000	
September	104,450	149,900	
October	141,950	152,450	
November	145,000	154,900	
December	131,750	119,900	



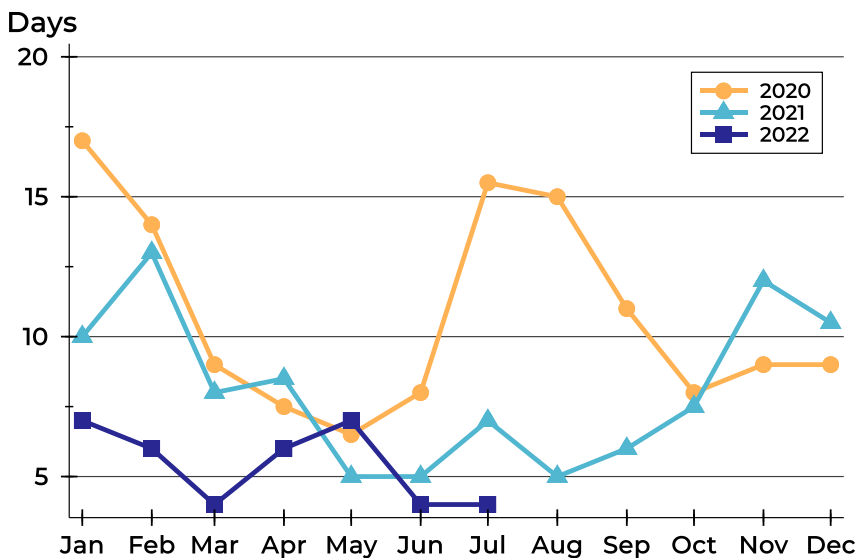
## South Region Pending Contracts Analysis

### Average DOM



Month	2020	2021	2022
January	57	40	18
February	49	38	26
March	46	40	19
April	36	31	16
May	40	23	15
June	40	13	14
July	45	15	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	6
March	9	8	4
April	8	9	6
May	7	5	7
June	8	5	4
July	16	7	4
August	15	5	
September	11	6	
October	8	8	
November	9	12	
December	9	11	