



SUNFLOWER
ASSOCIATION OF REALTORS®, INC.

July 2023 NE Kansas Market Statistics

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

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Northeast Kansas Housing Report



Market Overview

Northeast Kansas Home Sales Rose in July

Total home sales in the Northeast Kansas MLS system rose by 150.0% last month to 15 units, compared to 6 units in July 2022. Total sales volume was \$2.2 million, up 90.3% from a year earlier.

The median sale price in July was \$125,000, down from \$158,750 a year earlier. Homes that sold in July were typically on the market for 14 days and sold for 98.3% of their list prices.

Northeast Kansas Active Listings Down at End of July

The total number of active listings in the Northeast Kansas MLS system at the end of July was 32 units, down from 33 at the same point in 2022. This represents a 3.3 months' supply of homes available for sale. The median list price of homes on the market at the end of July was \$125,000.

During July, a total of 10 contracts were written up from 8 in July 2022. At the end of the month, there were 17 contracts still pending.

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**July
2023**

Northeast Kansas MLS Statistics



Northeast Kansas Summary Statistics

| July MLS Statistics Three-year History | | Current Month | | | Year-to-Date | | |
|---|------------------------------|----------------|----------------|----------------|----------------|----------------|---------------|
| | | 2023 | 2022 | 2021 | 2023 | 2022 | 2021 |
| Home Sales | | 15 | 6 | 9 | 71 | 68 | 60 |
| Change from prior year | | 150.0% | -33.3% | 50.0% | 4.4% | 13.3% | -16.7% |
| Active Listings | | 32 | 33 | 32 | N/A | N/A | N/A |
| Change from prior year | | -3.0% | 3.1% | -27.3% | | | |
| Months' Supply | | 3.3 | 3.2 | 3.3 | N/A | N/A | N/A |
| Change from prior year | | 3.1% | -3.0% | -21.4% | | | |
| New Listings | | 10 | 13 | 14 | 94 | 103 | 86 |
| Change from prior year | | -23.1% | -7.1% | -26.3% | -8.7% | 19.8% | -3.4% |
| Contracts Written | | 10 | 8 | 11 | 76 | 75 | 62 |
| Change from prior year | | 25.0% | -27.3% | -21.4% | 1.3% | 21.0% | -21.5% |
| Pending Contracts | | 17 | 9 | 14 | N/A | N/A | N/A |
| Change from prior year | | 88.9% | -35.7% | -22.2% | | | |
| Sales Volume (1,000s) | | 2,165 | 1,138 | 464 | 10,497 | 10,759 | 5,630 |
| Change from prior year | | 90.2% | 145.3% | -54.4% | -2.4% | 91.1% | -29.1% |
| Average | Sale Price | 144,310 | 189,583 | 51,500 | 147,840 | 158,213 | 93,829 |
| | Change from prior year | -23.9% | 268.1% | -69.6% | -6.6% | 68.6% | -14.9% |
| | List Price of Actives | 132,141 | 146,897 | 102,340 | N/A | N/A | N/A |
| | Change from prior year | -10.0% | 43.5% | 5.3% | | | |
| | Days on Market | 26 | 19 | 59 | 52 | 35 | 84 |
| Change from prior year | 36.8% | -67.8% | 293.3% | 48.6% | -58.3% | -42.9% | |
| Percent of List | 97.6% | 96.7% | 90.2% | 91.8% | 96.3% | 96.6% | |
| Change from prior year | 0.9% | 7.2% | -8.5% | -4.7% | -0.3% | 2.4% | |
| Percent of Original | 93.4% | 96.7% | 87.1% | 88.7% | 94.7% | 95.1% | |
| Change from prior year | -3.4% | 11.0% | -11.7% | -6.3% | -0.4% | 7.1% | |
| Median | Sale Price | 125,000 | 158,750 | 35,000 | 130,000 | 132,000 | 74,450 |
| | Change from prior year | -21.3% | 353.6% | -81.1% | -1.5% | 77.3% | -9.5% |
| | List Price of Actives | 125,000 | 115,000 | 59,500 | N/A | N/A | N/A |
| | Change from prior year | 8.7% | 93.3% | -26.8% | | | |
| | Days on Market | 14 | 12 | 9 | 27 | 12 | 45 |
| Change from prior year | 16.7% | 33.3% | 80.0% | 125.0% | -73.3% | -63.4% | |
| Percent of List | 98.3% | 97.9% | 87.5% | 94.3% | 97.2% | 97.9% | |
| Change from prior year | 0.4% | 11.9% | -12.5% | -3.0% | -0.7% | 0.9% | |
| Percent of Original | 97.7% | 97.9% | 87.5% | 93.3% | 96.8% | 95.8% | |
| Change from prior year | -0.2% | 11.9% | -12.5% | -3.6% | 1.0% | 6.7% | |

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



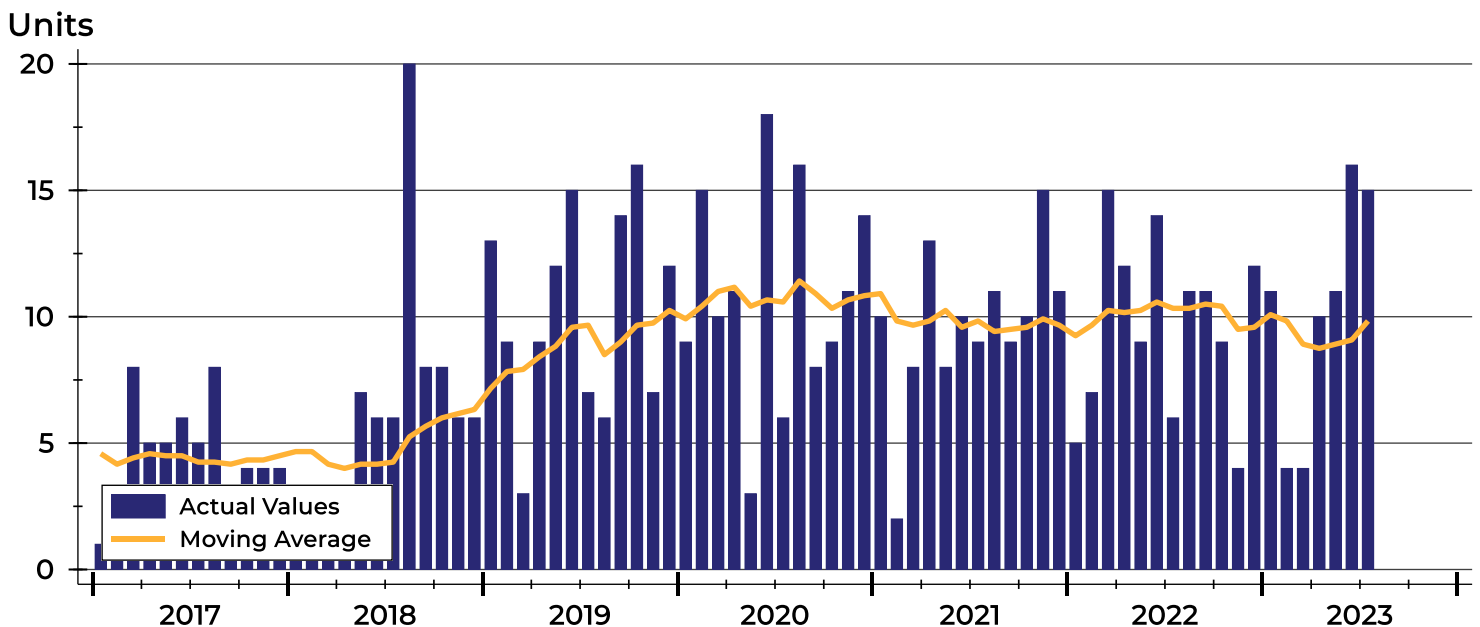
Northeast Kansas Closed Listings Analysis

| Summary Statistics for Closed Listings | | 2023 | July 2022 | Change | 2023 | Year-to-Date 2022 | Change |
|--|---------------------|---------|-----------|--------|---------|-------------------|--------|
| Closed Listings | | 15 | 6 | 150.0% | 71 | 68 | 4.4% |
| Volume (1,000s) | | 2,165 | 1,138 | 90.2% | 10,497 | 10,759 | -2.4% |
| Months' Supply | | 3.3 | 3.2 | 3.1% | N/A | N/A | N/A |
| Average | Sale Price | 144,310 | 189,583 | -23.9% | 147,840 | 158,213 | -6.6% |
| | Days on Market | 26 | 19 | 36.8% | 52 | 35 | 48.6% |
| | Percent of List | 97.6% | 96.7% | 0.9% | 91.8% | 96.3% | -4.7% |
| | Percent of Original | 93.4% | 96.7% | -3.4% | 88.7% | 94.7% | -6.3% |
| Median | Sale Price | 125,000 | 158,750 | -21.3% | 130,000 | 132,000 | -1.5% |
| | Days on Market | 14 | 12 | 16.7% | 27 | 12 | 125.0% |
| | Percent of List | 98.3% | 97.9% | 0.4% | 94.3% | 97.2% | -3.0% |
| | Percent of Original | 97.7% | 97.9% | -0.2% | 93.3% | 96.8% | -3.6% |

A total of 15 homes sold in the Northeast Kansas MLS system in July, up from 6 units in July 2022. Total sales volume rose to \$2.2 million compared to \$1.1 million in the previous year.

The median sales price in July was \$125,000, down 21.3% compared to the prior year. Median days on market was 14 days, down from 34 days in June, but up from 12 in July 2022.

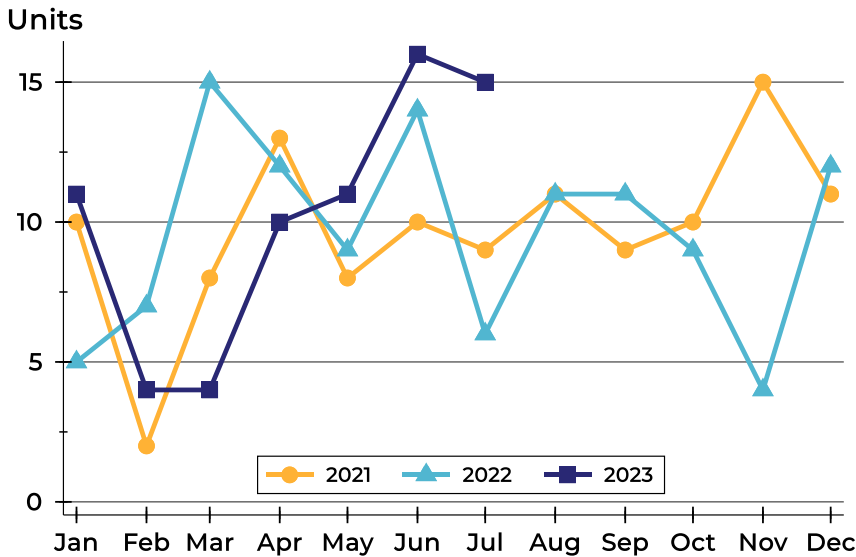
History of Closed Listings





Northeast Kansas Closed Listings Analysis

Closed Listings by Month



| Month | 2021 | 2022 | 2023 |
|-----------|------|------|------|
| January | 10 | 5 | 11 |
| February | 2 | 7 | 4 |
| March | 8 | 15 | 4 |
| April | 13 | 12 | 10 |
| May | 8 | 9 | 11 |
| June | 10 | 14 | 16 |
| July | 9 | 6 | 15 |
| August | 11 | 11 | 11 |
| September | 9 | 11 | 11 |
| October | 10 | 9 | 11 |
| November | 15 | 4 | 11 |
| December | 11 | 12 | 11 |

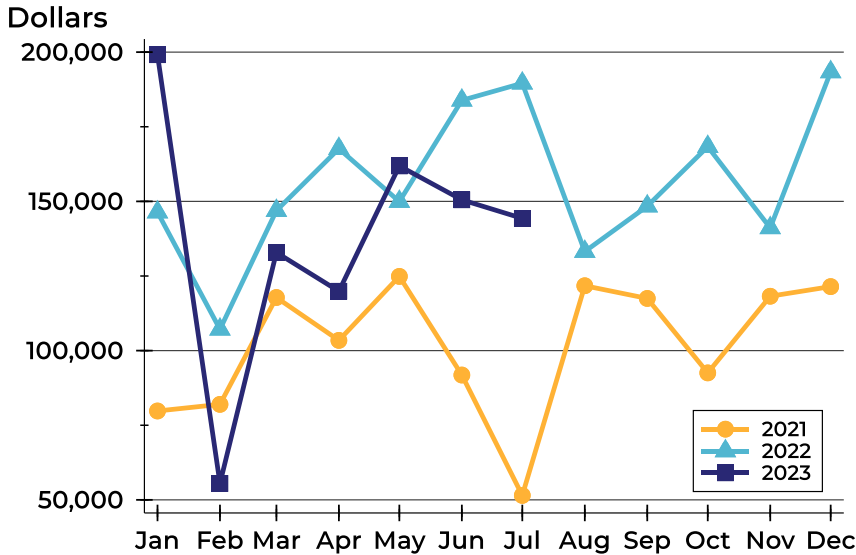
Closed Listings by Price Range

| Price Range | Sales | | Months' Supply | Sale Price | | Days on Market | | Price as % of List | | Price as % of Orig. | |
|---------------------|--------|---------|----------------|------------|---------|----------------|------|--------------------|--------|---------------------|--------|
| | Number | Percent | | Average | Median | Avg. | Med. | Avg. | Med. | Avg. | Med. |
| Below \$25,000 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A |
| \$25,000-\$49,999 | 4 | 26.7% | 10.8 | 36,663 | 35,000 | 45 | 46 | 94.4% | 92.7% | 79.9% | 79.7% |
| \$50,000-\$99,999 | 1 | 6.7% | 2.2 | 60,000 | 60,000 | 14 | 14 | 92.4% | 92.4% | 92.4% | 92.4% |
| \$100,000-\$124,999 | 2 | 13.3% | 0.0 | 117,000 | 117,000 | 17 | 17 | 96.8% | 96.8% | 93.9% | 93.9% |
| \$125,000-\$149,999 | 3 | 20.0% | 4.0 | 131,667 | 135,000 | 35 | 3 | 97.5% | 100.0% | 97.5% | 100.0% |
| \$150,000-\$174,999 | 0 | 0.0% | 3.6 | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A |
| \$175,000-\$199,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A |
| \$200,000-\$249,999 | 2 | 13.3% | 4.0 | 214,500 | 214,500 | 16 | 16 | 104.0% | 104.0% | 104.0% | 104.0% |
| \$250,000-\$299,999 | 2 | 13.3% | 4.5 | 275,000 | 275,000 | 12 | 12 | 100.0% | 100.0% | 100.0% | 100.0% |
| \$300,000-\$399,999 | 1 | 6.7% | 0.0 | 350,000 | 350,000 | 5 | 5 | 100.0% | 100.0% | 100.0% | 100.0% |
| \$400,000-\$499,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A |
| \$500,000-\$749,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A |
| \$750,000-\$999,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A |
| \$1,000,000 and up | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A |



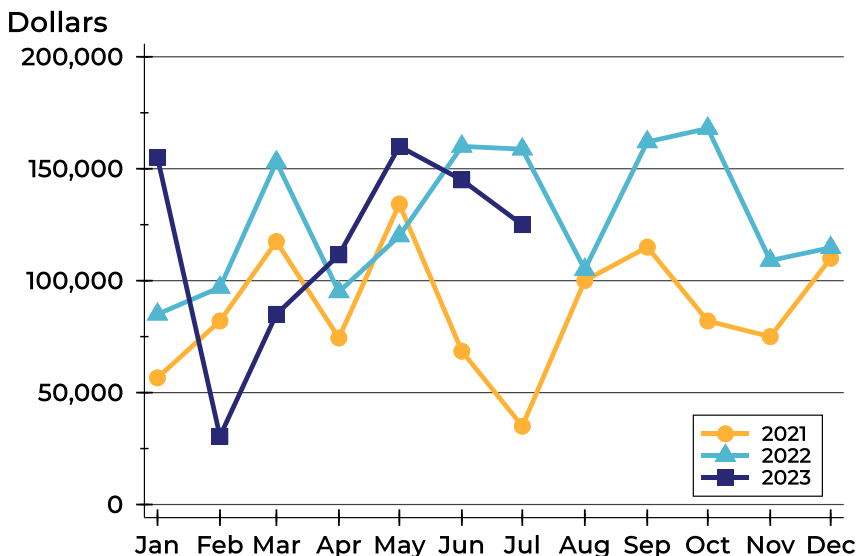
Northeast Kansas Closed Listings Analysis

Average Price



| Month | 2021 | 2022 | 2023 |
|------------------|---------|---------|----------------|
| January | 79,780 | 146,400 | 199,136 |
| February | 82,000 | 107,143 | 55,500 |
| March | 117,806 | 146,900 | 132,875 |
| April | 103,438 | 167,667 | 119,900 |
| May | 124,875 | 149,944 | 161,873 |
| June | 91,830 | 183,857 | 150,525 |
| July | 51,500 | 189,583 | 144,310 |
| August | 121,736 | 133,191 | |
| September | 117,489 | 148,409 | |
| October | 92,550 | 168,333 | |
| November | 118,227 | 141,125 | |
| December | 121,455 | 193,358 | |

Median Price

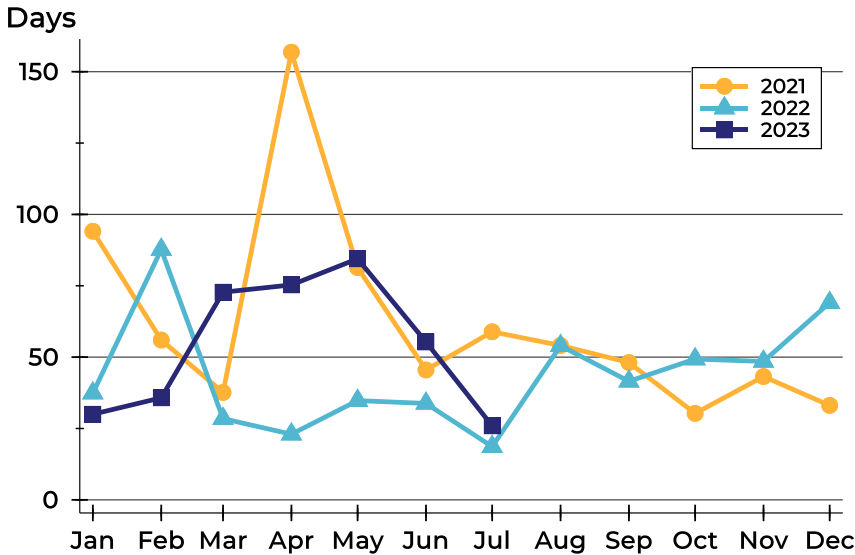


| Month | 2021 | 2022 | 2023 |
|------------------|---------|---------|----------------|
| January | 56,600 | 85,000 | 155,000 |
| February | 82,000 | 97,000 | 30,500 |
| March | 117,500 | 153,000 | 85,000 |
| April | 74,400 | 95,000 | 111,500 |
| May | 134,250 | 120,000 | 160,000 |
| June | 68,500 | 160,000 | 145,000 |
| July | 35,000 | 158,750 | 125,000 |
| August | 100,000 | 105,000 | |
| September | 115,000 | 162,000 | |
| October | 82,000 | 168,000 | |
| November | 75,000 | 109,000 | |
| December | 110,000 | 114,750 | |



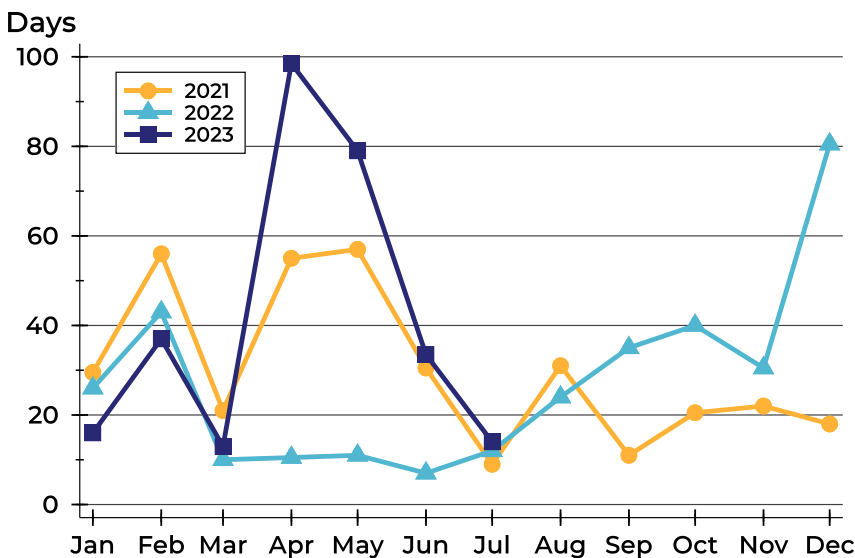
Northeast Kansas Closed Listings Analysis

Average DOM



| Month | 2021 | 2022 | 2023 |
|-----------|------|------|-----------|
| January | 94 | 37 | 30 |
| February | 56 | 88 | 36 |
| March | 38 | 28 | 73 |
| April | 157 | 23 | 75 |
| May | 81 | 35 | 84 |
| June | 46 | 34 | 55 |
| July | 59 | 19 | 26 |
| August | 54 | 54 | |
| September | 48 | 42 | |
| October | 30 | 49 | |
| November | 43 | 49 | |
| December | 33 | 69 | |

Median DOM



| Month | 2021 | 2022 | 2023 |
|-----------|------|------|-----------|
| January | 30 | 26 | 16 |
| February | 56 | 43 | 37 |
| March | 21 | 10 | 13 |
| April | 55 | 11 | 99 |
| May | 57 | 11 | 79 |
| June | 31 | 7 | 34 |
| July | 9 | 12 | 14 |
| August | 31 | 24 | |
| September | 11 | 35 | |
| October | 21 | 40 | |
| November | 22 | 31 | |
| December | 18 | 81 | |



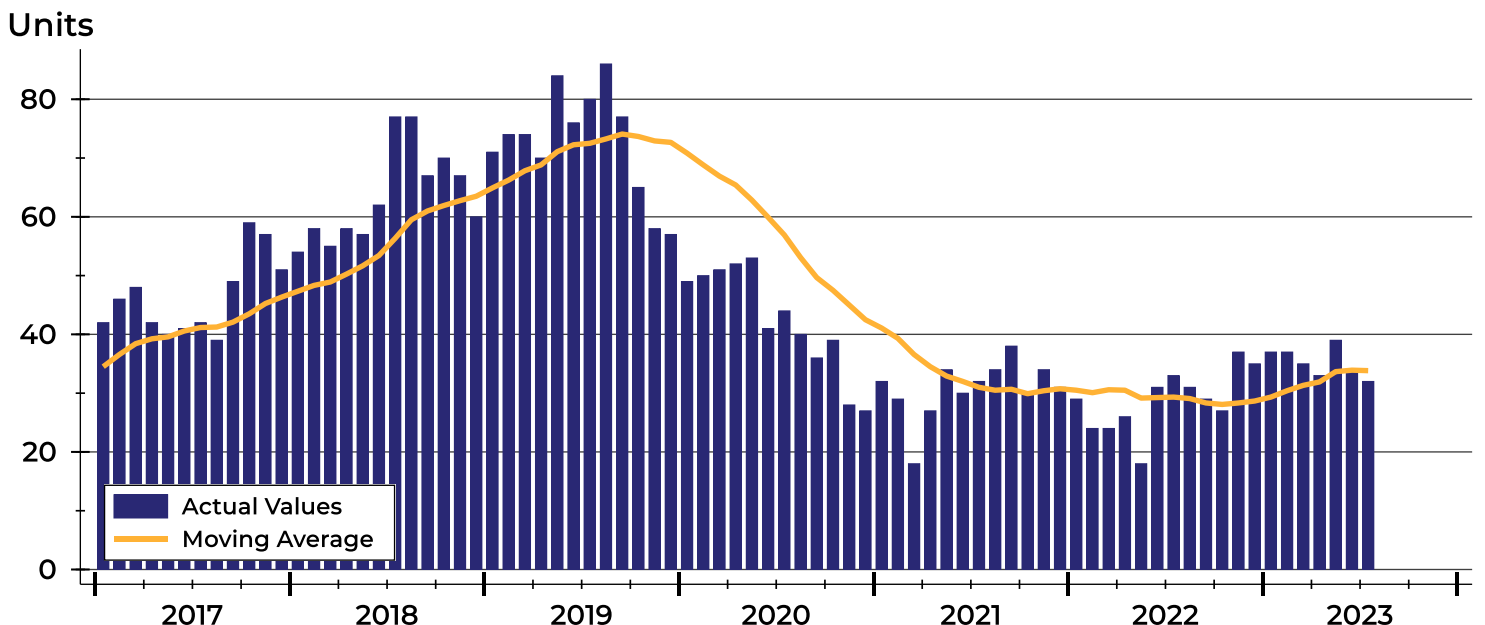
Northeast Kansas Active Listings Analysis

| Summary Statistics for Active Listings | | 2023 | End of July 2022 | Change |
|--|---------------------|---------|------------------|--------|
| Active Listings | | 32 | 33 | -3.0% |
| Volume (1,000s) | | 4,229 | 4,848 | -12.8% |
| Months' Supply | | 3.3 | 3.2 | 3.1% |
| Average | List Price | 132,141 | 146,897 | -10.0% |
| | Days on Market | 96 | 82 | 17.1% |
| | Percent of Original | 92.6% | 93.8% | -1.3% |
| Median | List Price | 125,000 | 115,000 | 8.7% |
| | Days on Market | 79 | 52 | 51.9% |
| | Percent of Original | 100.0% | 100.0% | 0.0% |

A total of 32 homes were available for sale in the Northeast Kansas MLS system at the end of July. This represents a 3.3 months' supply of active listings.

The median list price of homes on the market at the end of July was \$125,000, up 8.7% from 2022. The typical time on market for active listings was 79 days, up from 52 days a year earlier.

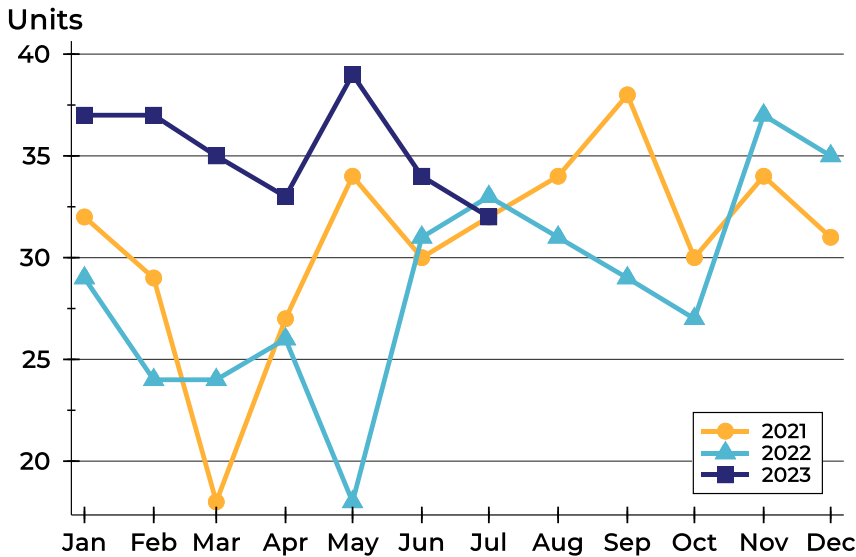
History of Active Listings





Northeast Kansas Active Listings Analysis

Active Listings by Month



| Month | 2021 | 2022 | 2023 |
|------------------|------|------|-----------|
| January | 32 | 29 | 37 |
| February | 29 | 24 | 37 |
| March | 18 | 24 | 35 |
| April | 27 | 26 | 33 |
| May | 34 | 18 | 39 |
| June | 30 | 31 | 34 |
| July | 32 | 33 | 32 |
| August | 34 | 31 | 34 |
| September | 38 | 29 | 34 |
| October | 30 | 27 | 34 |
| November | 34 | 37 | 37 |
| December | 31 | 35 | 37 |

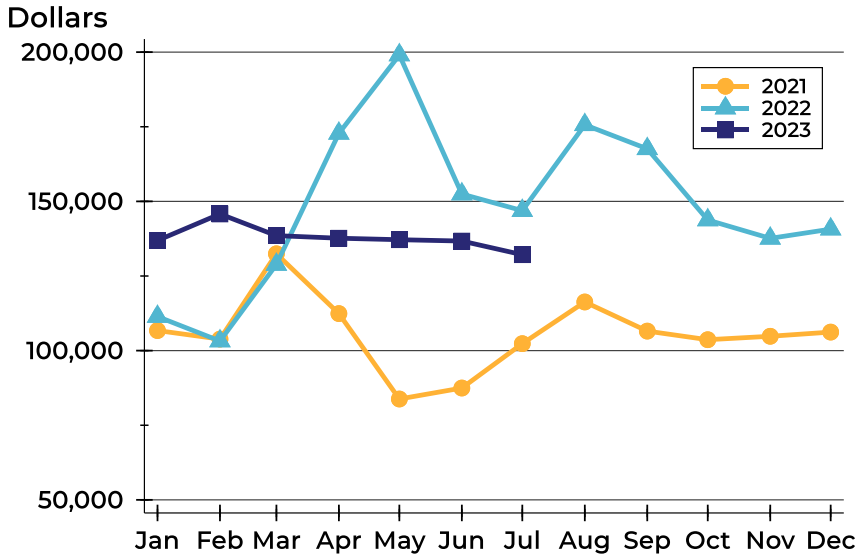
Active Listings by Price Range

| Price Range | Active Listings | | Months' Supply | List Price | | Days on Market | | Price as % of Orig. | |
|---------------------|-----------------|---------|----------------|------------|---------|----------------|------|---------------------|--------|
| | Number | Percent | | Average | Median | Avg. | Med. | Avg. | Med. |
| Below \$25,000 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A | N/A |
| \$25,000-\$49,999 | 9 | 28.1% | 10.8 | 37,078 | 35,000 | 94 | 84 | 89.0% | 87.8% |
| \$50,000-\$99,999 | 6 | 18.8% | 2.2 | 74,650 | 72,000 | 130 | 124 | 92.4% | 100.0% |
| \$100,000-\$124,999 | 0 | 0.0% | 0.0 | N/A | N/A | N/A | N/A | N/A | N/A |
| \$125,000-\$149,999 | 5 | 15.6% | 4.0 | 133,880 | 130,000 | 65 | 69 | 96.2% | 100.0% |
| \$150,000-\$174,999 | 3 | 9.4% | 3.6 | 153,333 | 155,000 | 90 | 90 | 91.4% | 88.6% |
| \$175,000-\$199,999 | 1 | 3.1% | N/A | 187,500 | 187,500 | 38 | 38 | 100.0% | 100.0% |
| \$200,000-\$249,999 | 4 | 12.5% | 4.0 | 220,000 | 225,000 | 156 | 75 | 92.1% | 100.0% |
| \$250,000-\$299,999 | 3 | 9.4% | 4.5 | 283,333 | 285,000 | 34 | 49 | 94.3% | 100.0% |
| \$300,000-\$399,999 | 0 | 0.0% | 0.0 | N/A | N/A | N/A | N/A | N/A | N/A |
| \$400,000-\$499,999 | 1 | 3.1% | N/A | 400,000 | 400,000 | 86 | 86 | 100.0% | 100.0% |
| \$500,000-\$749,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A | N/A |
| \$750,000-\$999,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A | N/A |
| \$1,000,000 and up | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A | N/A |



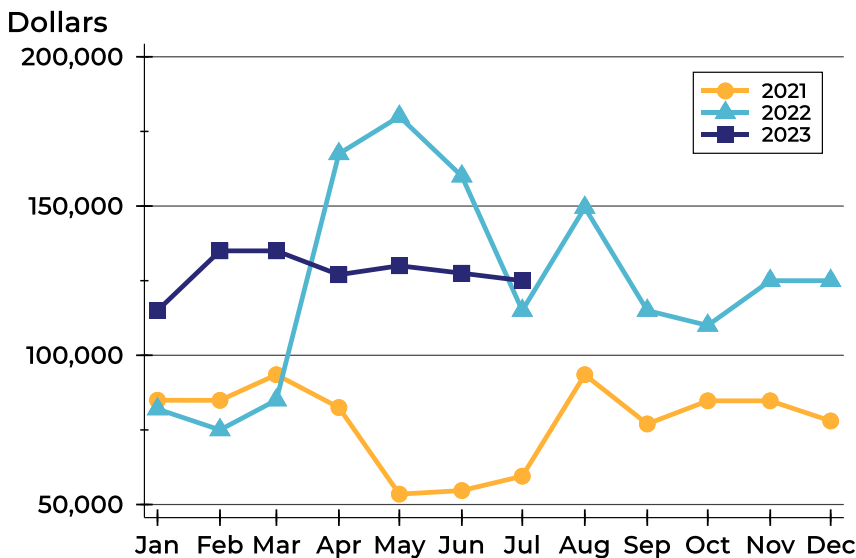
Northeast Kansas Active Listings Analysis

Average Price



| Month | 2021 | 2022 | 2023 |
|-----------|---------|---------|----------------|
| January | 106,728 | 111,416 | 136,893 |
| February | 103,869 | 103,211 | 145,786 |
| March | 132,444 | 128,861 | 138,526 |
| April | 112,411 | 172,787 | 137,670 |
| May | 83,790 | 199,050 | 137,159 |
| June | 87,476 | 152,458 | 136,712 |
| July | 102,340 | 146,897 | 132,141 |
| August | 116,305 | 175,655 | |
| September | 106,547 | 167,621 | |
| October | 103,662 | 143,772 | |
| November | 104,817 | 137,617 | |
| December | 106,212 | 140,701 | |

Median Price

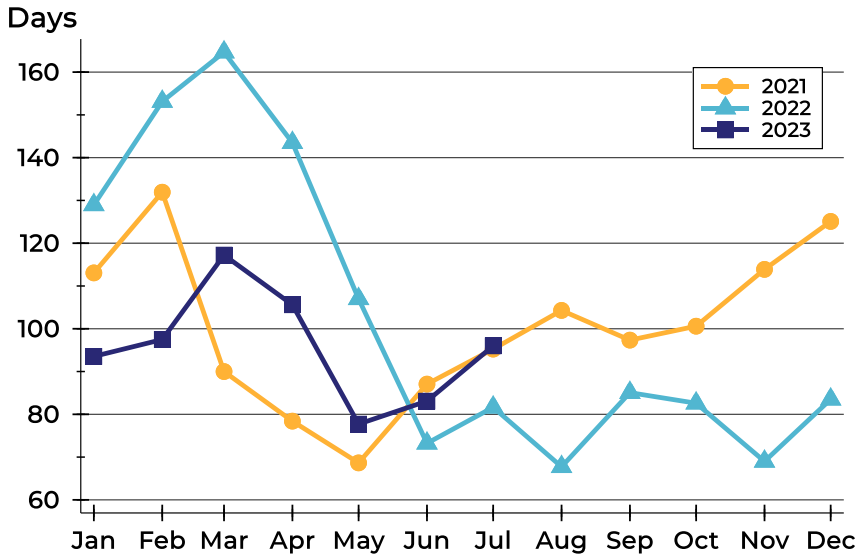


| Month | 2021 | 2022 | 2023 |
|-----------|--------|---------|----------------|
| January | 84,950 | 82,000 | 115,000 |
| February | 84,900 | 75,000 | 135,000 |
| March | 93,500 | 85,000 | 135,000 |
| April | 82,500 | 167,500 | 127,000 |
| May | 53,484 | 180,000 | 130,000 |
| June | 54,684 | 160,000 | 127,500 |
| July | 59,500 | 115,000 | 125,000 |
| August | 93,500 | 149,500 | |
| September | 77,000 | 115,000 | |
| October | 84,750 | 110,000 | |
| November | 84,750 | 125,000 | |
| December | 78,000 | 125,000 | |



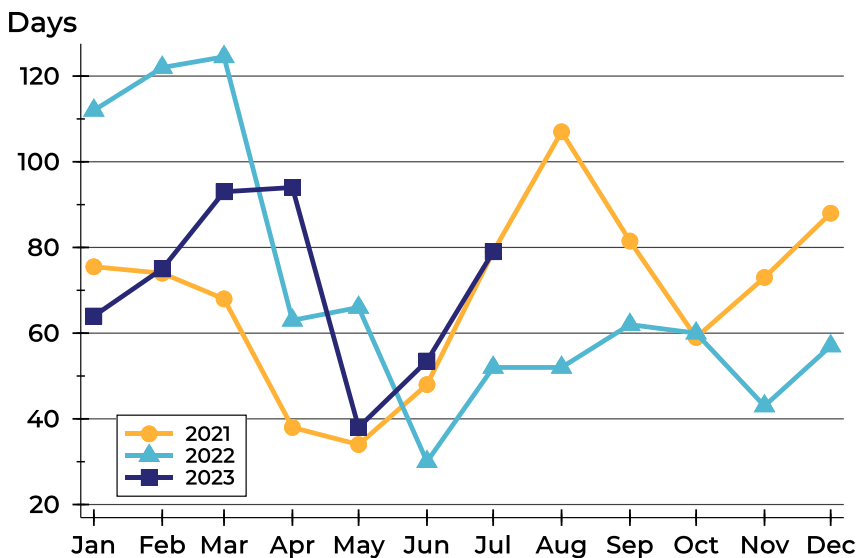
Northeast Kansas Active Listings Analysis

Average DOM



| Month | 2021 | 2022 | 2023 |
|-----------|------|------|------------|
| January | 113 | 129 | 94 |
| February | 132 | 153 | 97 |
| March | 90 | 165 | 117 |
| April | 78 | 144 | 106 |
| May | 69 | 107 | 78 |
| June | 87 | 73 | 83 |
| July | 95 | 82 | 96 |
| August | 104 | 68 | |
| September | 97 | 85 | |
| October | 101 | 83 | |
| November | 114 | 69 | |
| December | 125 | 84 | |

Median DOM

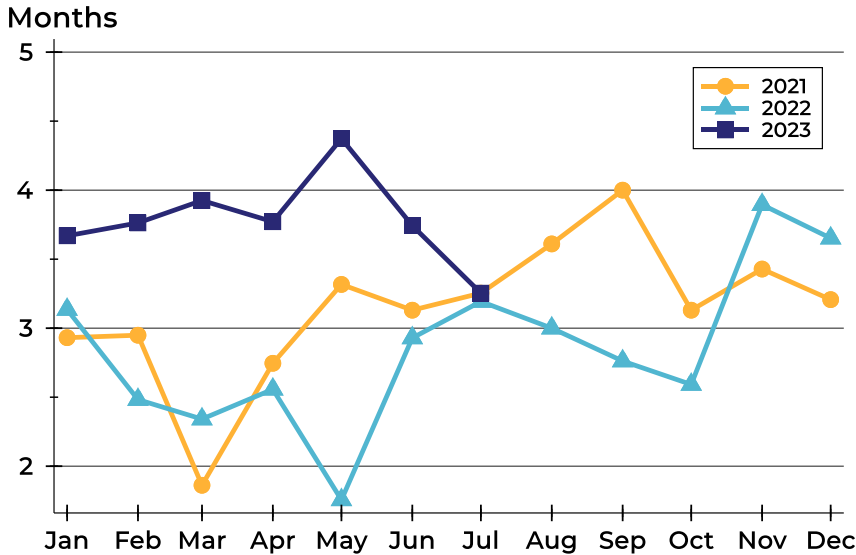


| Month | 2021 | 2022 | 2023 |
|-----------|------|------|-----------|
| January | 76 | 112 | 64 |
| February | 74 | 122 | 75 |
| March | 68 | 125 | 93 |
| April | 38 | 63 | 94 |
| May | 34 | 66 | 38 |
| June | 48 | 30 | 54 |
| July | 79 | 52 | 79 |
| August | 107 | 52 | |
| September | 82 | 62 | |
| October | 59 | 60 | |
| November | 73 | 43 | |
| December | 88 | 57 | |



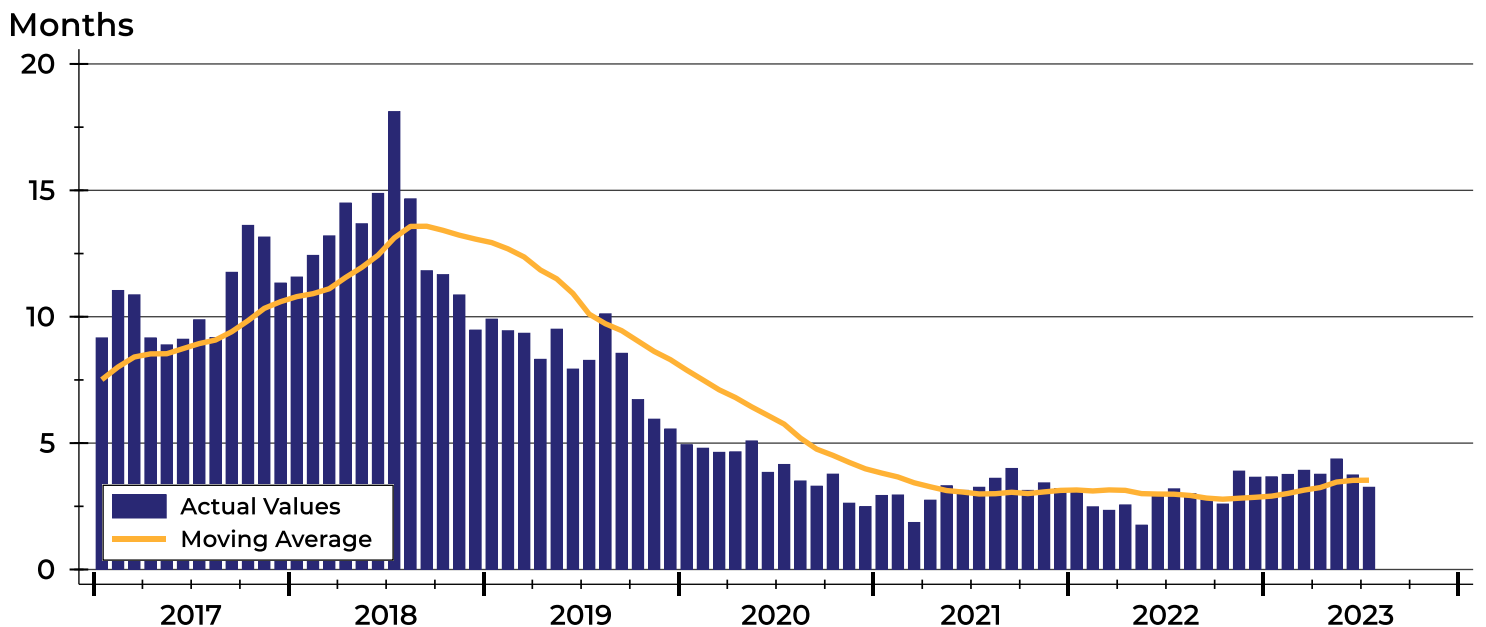
Northeast Kansas Months' Supply Analysis

Months' Supply by Month



| Month | 2021 | 2022 | 2023 |
|-----------|------|------|------------|
| January | 2.9 | 3.1 | 3.7 |
| February | 2.9 | 2.5 | 3.8 |
| March | 1.9 | 2.3 | 3.9 |
| April | 2.7 | 2.6 | 3.8 |
| May | 3.3 | 1.8 | 4.4 |
| June | 3.1 | 2.9 | 3.7 |
| July | 3.3 | 3.2 | 3.3 |
| August | 3.6 | 3.0 | |
| September | 4.0 | 2.8 | |
| October | 3.1 | 2.6 | |
| November | 3.4 | 3.9 | |
| December | 3.2 | 3.7 | |

History of Month's Supply





Northeast Kansas New Listings Analysis

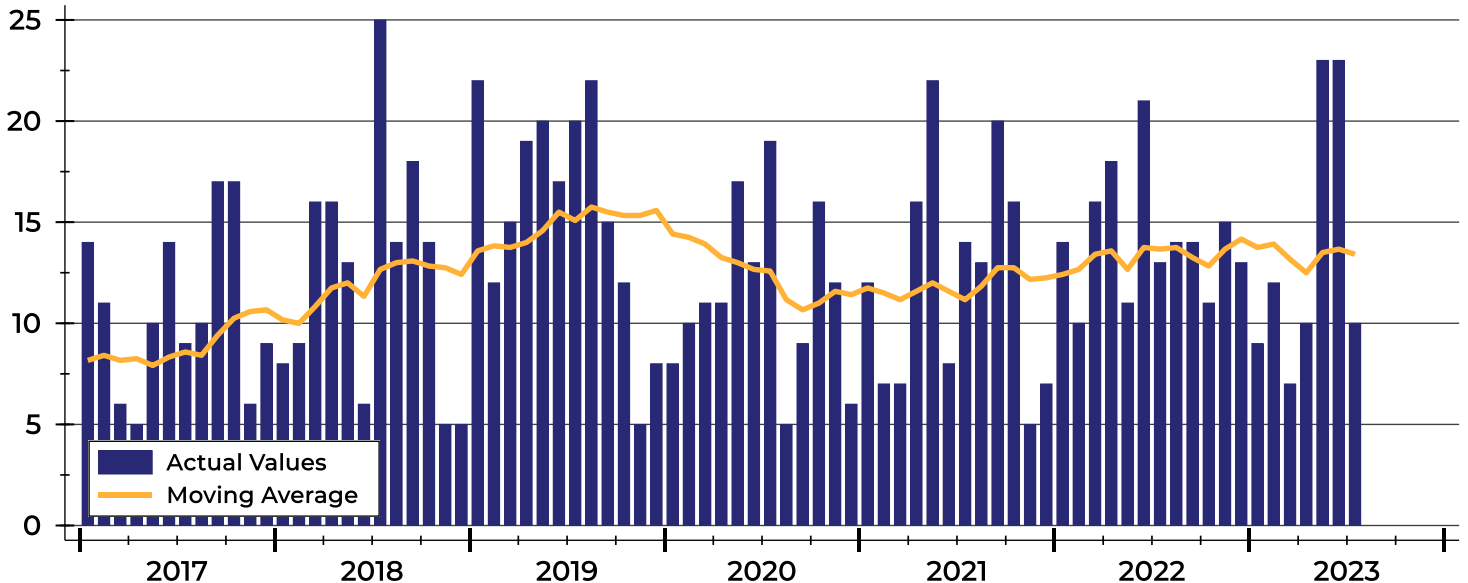
| Summary Statistics for New Listings | | 2023 | July 2022 | Change |
|-------------------------------------|--------------------|---------|-----------|--------|
| Current Month | New Listings | 10 | 13 | -23.1% |
| | Volume (1,000s) | 1,727 | 1,721 | 0.3% |
| | Average List Price | 172,690 | 132,369 | 30.5% |
| | Median List Price | 150,000 | 105,000 | 42.9% |
| Year-to-Date | New Listings | 94 | 103 | -8.7% |
| | Volume (1,000s) | 14,231 | 15,860 | -10.3% |
| | Average List Price | 151,399 | 153,983 | -1.7% |
| | Median List Price | 135,950 | 134,500 | 1.1% |

A total of 10 new listings were added in the Northeast Kansas MLS system during July, down 23.1% from the same month in 2022. Year-to-date the Northeast Kansas MLS system has seen 94 new listings.

The median list price of these homes was \$150,000 up from \$105,000 in 2022.

History of New Listings

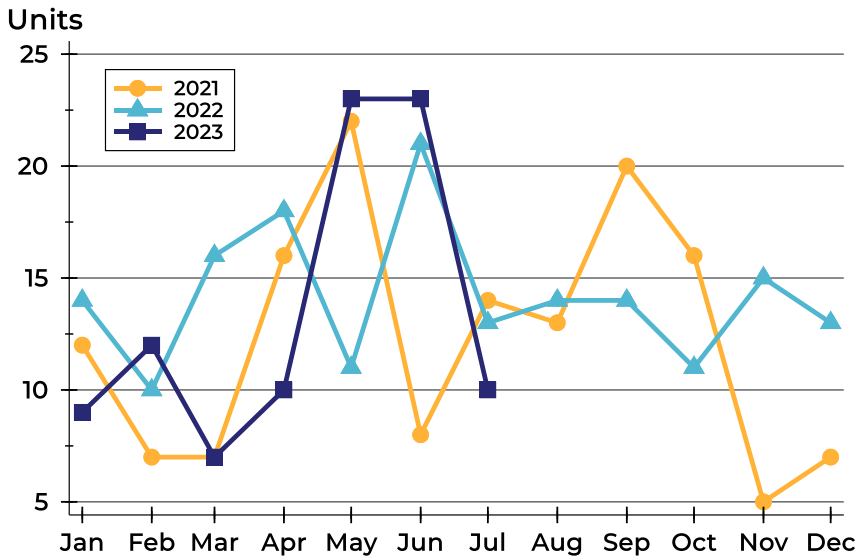
Units





Northeast Kansas New Listings Analysis

New Listings by Month



| Month | 2021 | 2022 | 2023 |
|-----------|------|------|-----------|
| January | 12 | 14 | 9 |
| February | 7 | 10 | 12 |
| March | 7 | 16 | 7 |
| April | 16 | 18 | 10 |
| May | 22 | 11 | 23 |
| June | 8 | 21 | 23 |
| July | 14 | 13 | 10 |
| August | 13 | 14 | |
| September | 20 | 14 | |
| October | 16 | 11 | |
| November | 5 | 15 | |
| December | 7 | 13 | |

New Listings by Price Range

| Price Range | New Listings | | List Price | | Days on Market | | Price as % of Orig. | |
|---------------------|--------------|---------|------------|---------|----------------|------|---------------------|--------|
| | Number | Percent | Average | Median | Avg. | Med. | Avg. | Med. |
| Below \$25,000 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A |
| \$25,000-\$49,999 | 1 | 10.0% | 34,900 | 34,900 | 18 | 18 | 100.0% | 100.0% |
| \$50,000-\$99,999 | 1 | 10.0% | 75,000 | 75,000 | 7 | 7 | 100.0% | 100.0% |
| \$100,000-\$124,999 | 1 | 10.0% | 115,000 | 115,000 | 23 | 23 | 100.0% | 100.0% |
| \$125,000-\$149,999 | 2 | 20.0% | 143,500 | 143,500 | 19 | 19 | 97.4% | 97.4% |
| \$150,000-\$174,999 | 1 | 10.0% | 155,000 | 155,000 | 1 | 1 | 100.0% | 100.0% |
| \$175,000-\$199,999 | 1 | 10.0% | 185,000 | 185,000 | 5 | 5 | 100.0% | 100.0% |
| \$200,000-\$249,999 | 1 | 10.0% | 225,000 | 225,000 | 9 | 9 | 100.0% | 100.0% |
| \$250,000-\$299,999 | 1 | 10.0% | 285,000 | 285,000 | 6 | 6 | 100.0% | 100.0% |
| \$300,000-\$399,999 | 1 | 10.0% | 365,000 | 365,000 | 5 | 5 | 100.0% | 100.0% |
| \$400,000-\$499,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A |
| \$500,000-\$749,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A |
| \$750,000-\$999,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A |
| \$1,000,000 and up | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A |



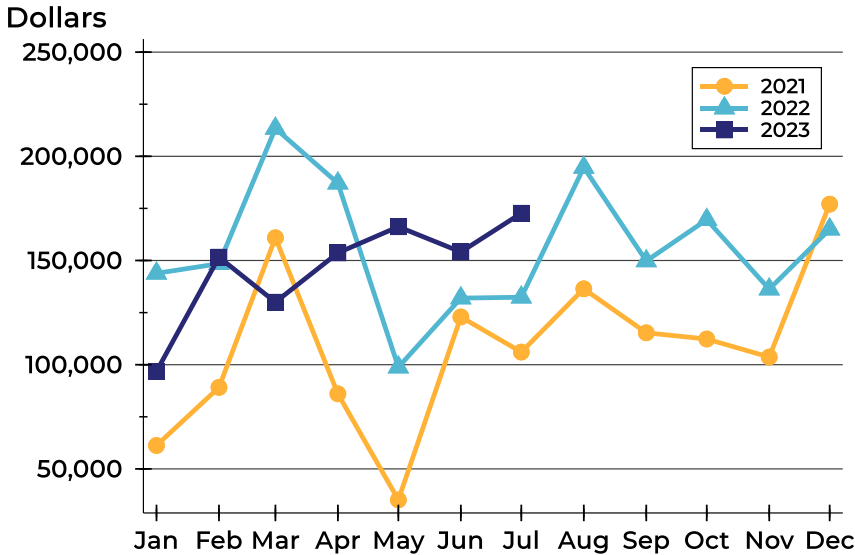
**July
2023**

Northeast Kansas MLS Statistics



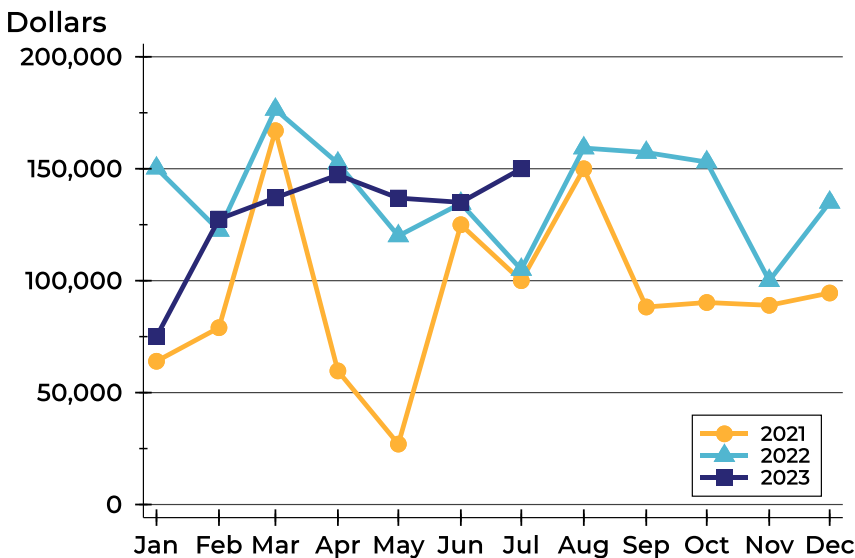
Northeast Kansas New Listings Analysis

Average Price



| Month | 2021 | 2022 | 2023 |
|-----------|---------|---------|----------------|
| January | 61,233 | 143,857 | 96,778 |
| February | 89,114 | 148,480 | 151,617 |
| March | 160,929 | 213,400 | 130,000 |
| April | 86,038 | 187,106 | 153,650 |
| May | 35,134 | 98,818 | 166,217 |
| June | 122,938 | 131,967 | 154,117 |
| July | 106,064 | 132,369 | 172,690 |
| August | 136,423 | 194,664 | |
| September | 115,305 | 149,786 | |
| October | 112,331 | 169,591 | |
| November | 103,680 | 136,260 | |
| December | 177,057 | 165,015 | |

Median Price



| Month | 2021 | 2022 | 2023 |
|-----------|---------|---------|----------------|
| January | 64,000 | 150,250 | 75,000 |
| February | 79,000 | 122,450 | 127,500 |
| March | 167,000 | 176,500 | 137,000 |
| April | 59,700 | 152,500 | 147,250 |
| May | 27,000 | 120,000 | 136,900 |
| June | 125,000 | 134,500 | 135,000 |
| July | 100,000 | 105,000 | 150,000 |
| August | 150,000 | 159,250 | |
| September | 88,250 | 157,250 | |
| October | 90,250 | 153,000 | |
| November | 89,000 | 100,000 | |
| December | 94,500 | 135,000 | |



Northeast Kansas Contracts Written Analysis

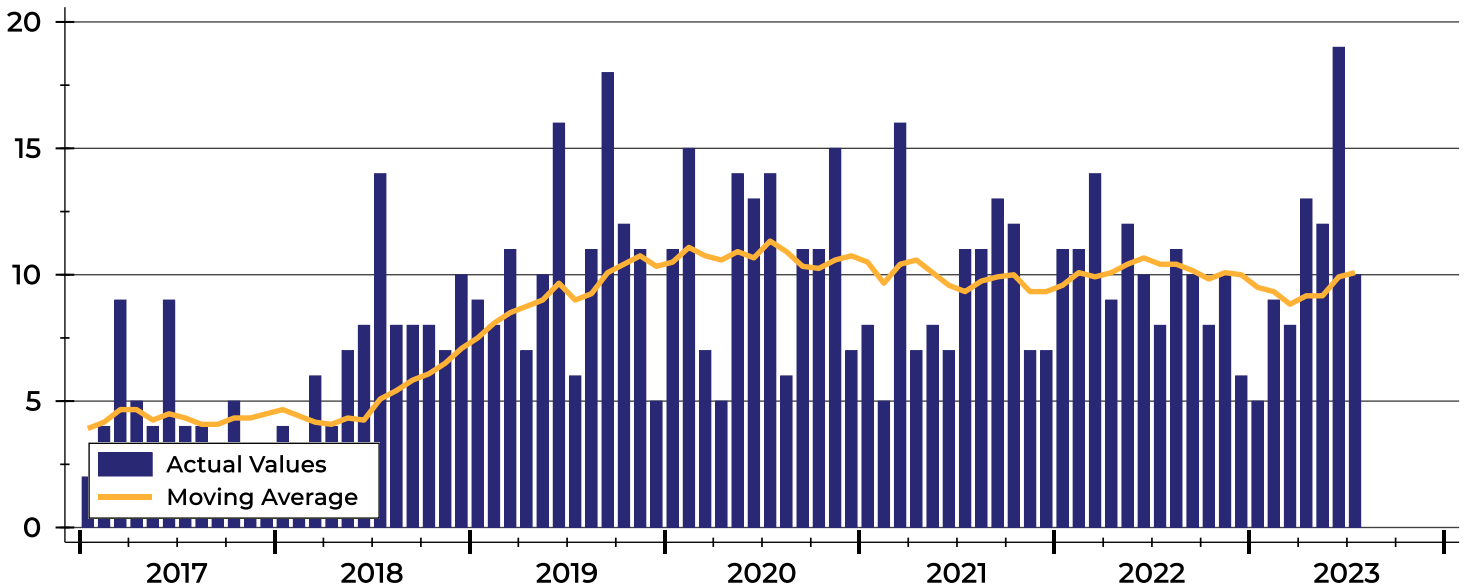
| Summary Statistics for Contracts Written | | 2023 | July 2022 | Change | 2023 | Year-to-Date 2022 | Change |
|--|---------------------|---------|-----------|--------|---------|-------------------|--------|
| Contracts Written | | 10 | 8 | 25.0% | 76 | 75 | 1.3% |
| Volume (1,000s) | | 1,845 | 1,142 | 61.6% | 11,630 | 11,918 | -2.4% |
| Average | Sale Price | 184,500 | 142,738 | 29.3% | 153,021 | 158,904 | -3.7% |
| | Days on Market | 39 | 72 | -45.8% | 51 | 38 | 34.2% |
| | Percent of Original | 99.8% | 97.7% | 2.1% | 90.4% | 96.2% | -6.0% |
| Median | Sale Price | 175,000 | 147,250 | 18.8% | 135,000 | 125,000 | 8.0% |
| | Days on Market | 37 | 34 | 8.8% | 29 | 12 | 141.7% |
| | Percent of Original | 100.0% | 94.9% | 5.4% | 95.4% | 97.6% | -2.3% |

A total of 10 contracts for sale were written in the Northeast Kansas MLS system during the month of July, up from 8 in 2022. The median list price of these homes was \$175,000, up from \$147,250 the prior year.

Half of the homes that went under contract in July were on the market less than 37 days, compared to 34 days in July 2022.

History of Contracts Written

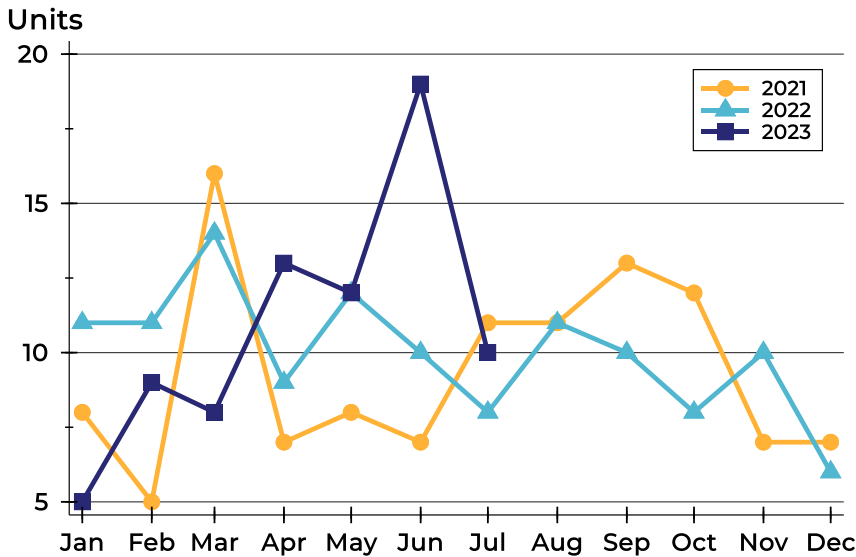
Units





Northeast Kansas Contracts Written Analysis

Contracts Written by Month



| Month | 2021 | 2022 | 2023 |
|-----------|------|------|------|
| January | 8 | 11 | 5 |
| February | 5 | 11 | 9 |
| March | 16 | 14 | 8 |
| April | 7 | 9 | 13 |
| May | 8 | 12 | 12 |
| June | 7 | 10 | 19 |
| July | 11 | 8 | 10 |
| August | 11 | 11 | 11 |
| September | 13 | 10 | 13 |
| October | 12 | 8 | 12 |
| November | 7 | 10 | 7 |
| December | 7 | 6 | 7 |

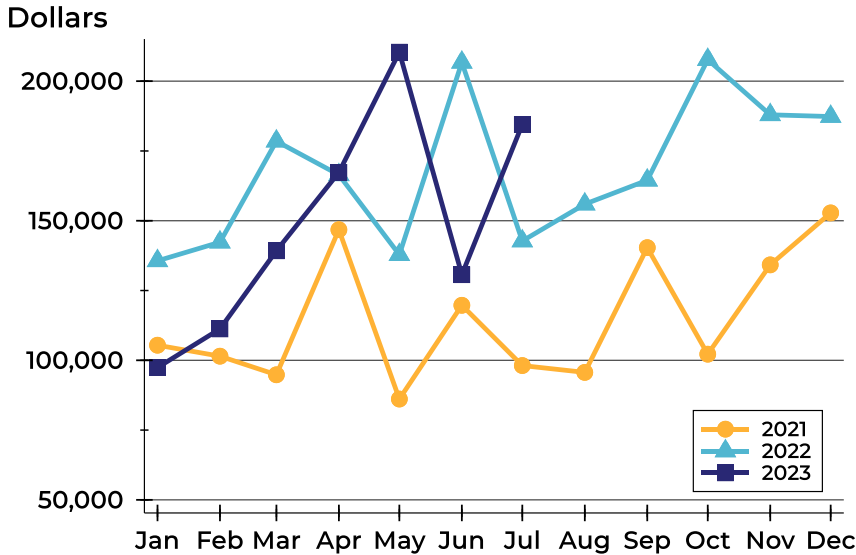
Contracts Written by Price Range

| Price Range | Contracts Written | | List Price | | Days on Market | | Price as % of Orig. | |
|---------------------|-------------------|---------|------------|---------|----------------|------|---------------------|--------|
| | Number | Percent | Average | Median | Avg. | Med. | Avg. | Med. |
| Below \$25,000 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A |
| \$25,000-\$49,999 | 1 | 10.0% | 38,000 | 38,000 | 86 | 86 | 60.3% | 60.3% |
| \$50,000-\$99,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A |
| \$100,000-\$124,999 | 1 | 10.0% | 115,000 | 115,000 | 49 | 49 | 100.0% | 100.0% |
| \$125,000-\$149,999 | 2 | 20.0% | 137,500 | 137,500 | 50 | 50 | 97.4% | 97.4% |
| \$150,000-\$174,999 | 1 | 10.0% | 165,000 | 165,000 | 30 | 30 | 100.0% | 100.0% |
| \$175,000-\$199,999 | 3 | 30.0% | 192,333 | 193,000 | 25 | 28 | 96.0% | 100.0% |
| \$200,000-\$249,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A |
| \$250,000-\$299,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A |
| \$300,000-\$399,999 | 2 | 20.0% | 337,500 | 337,500 | 25 | 25 | 127.2% | 127.2% |
| \$400,000-\$499,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A |
| \$500,000-\$749,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A |
| \$750,000-\$999,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A |
| \$1,000,000 and up | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A |



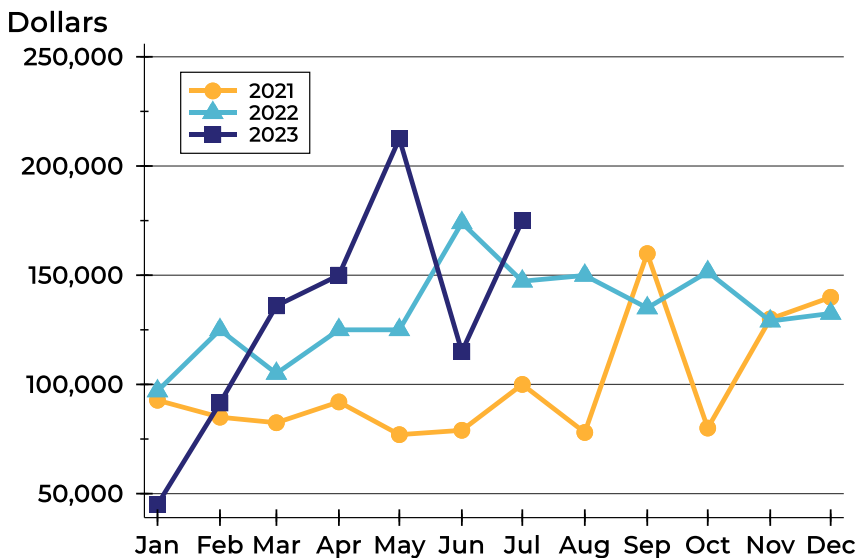
Northeast Kansas Contracts Written Analysis

Average Price



| Month | 2021 | 2022 | 2023 |
|-----------|---------|---------|---------|
| January | 105,413 | 135,636 | 97,400 |
| February | 101,480 | 142,318 | 111,244 |
| March | 94,819 | 178,500 | 139,238 |
| April | 146,786 | 166,444 | 167,308 |
| May | 86,125 | 137,825 | 210,400 |
| June | 119,714 | 206,750 | 130,668 |
| July | 98,127 | 142,738 | 184,500 |
| August | 95,673 | 155,945 | |
| September | 140,369 | 164,500 | |
| October | 102,200 | 207,725 | |
| November | 134,200 | 187,950 | |
| December | 152,814 | 187,333 | |

Median Price

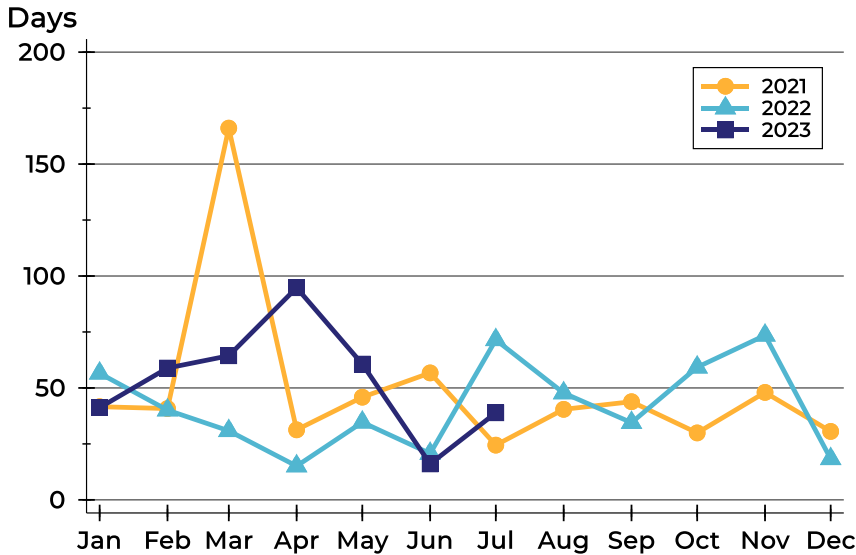


| Month | 2021 | 2022 | 2023 |
|-----------|---------|---------|---------|
| January | 92,750 | 97,000 | 45,000 |
| February | 85,000 | 125,000 | 91,500 |
| March | 82,450 | 105,000 | 136,000 |
| April | 92,000 | 125,000 | 150,000 |
| May | 77,000 | 125,000 | 212,500 |
| June | 79,000 | 174,000 | 115,000 |
| July | 100,000 | 147,250 | 175,000 |
| August | 78,000 | 149,900 | |
| September | 159,900 | 135,000 | |
| October | 80,000 | 151,500 | |
| November | 130,000 | 129,000 | |
| December | 139,900 | 132,500 | |



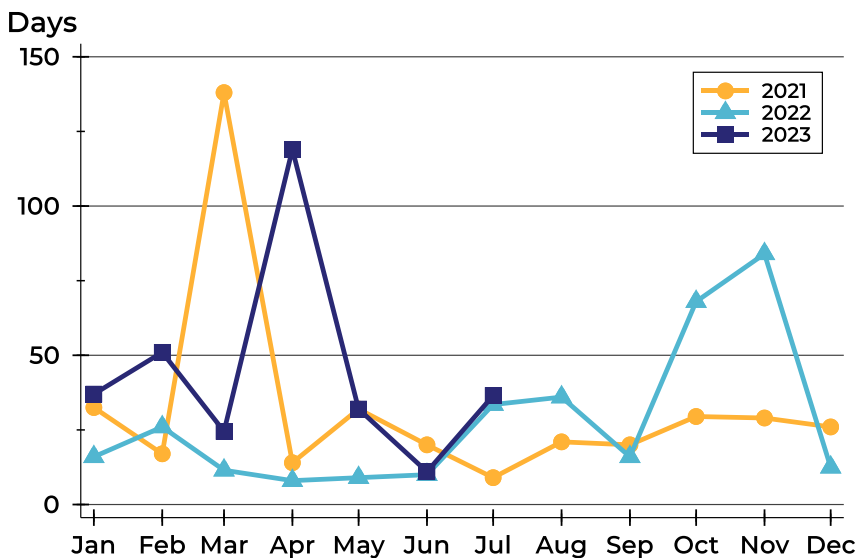
Northeast Kansas Contracts Written Analysis

Average DOM



| Month | 2021 | 2022 | 2023 |
|-----------|------|------|------|
| January | 42 | 57 | 41 |
| February | 41 | 40 | 59 |
| March | 166 | 31 | 64 |
| April | 31 | 15 | 95 |
| May | 46 | 35 | 61 |
| June | 57 | 21 | 16 |
| July | 24 | 72 | 39 |
| August | 40 | 48 | |
| September | 44 | 35 | |
| October | 30 | 59 | |
| November | 48 | 74 | |
| December | 31 | 18 | |

Median DOM



| Month | 2021 | 2022 | 2023 |
|-----------|------|------|------|
| January | 33 | 16 | 37 |
| February | 17 | 26 | 51 |
| March | 138 | 12 | 25 |
| April | 14 | 8 | 119 |
| May | 32 | 9 | 32 |
| June | 20 | 10 | 11 |
| July | 9 | 34 | 37 |
| August | 21 | 36 | |
| September | 20 | 16 | |
| October | 30 | 68 | |
| November | 29 | 84 | |
| December | 26 | 13 | |



Northeast Kansas Pending Contracts Analysis

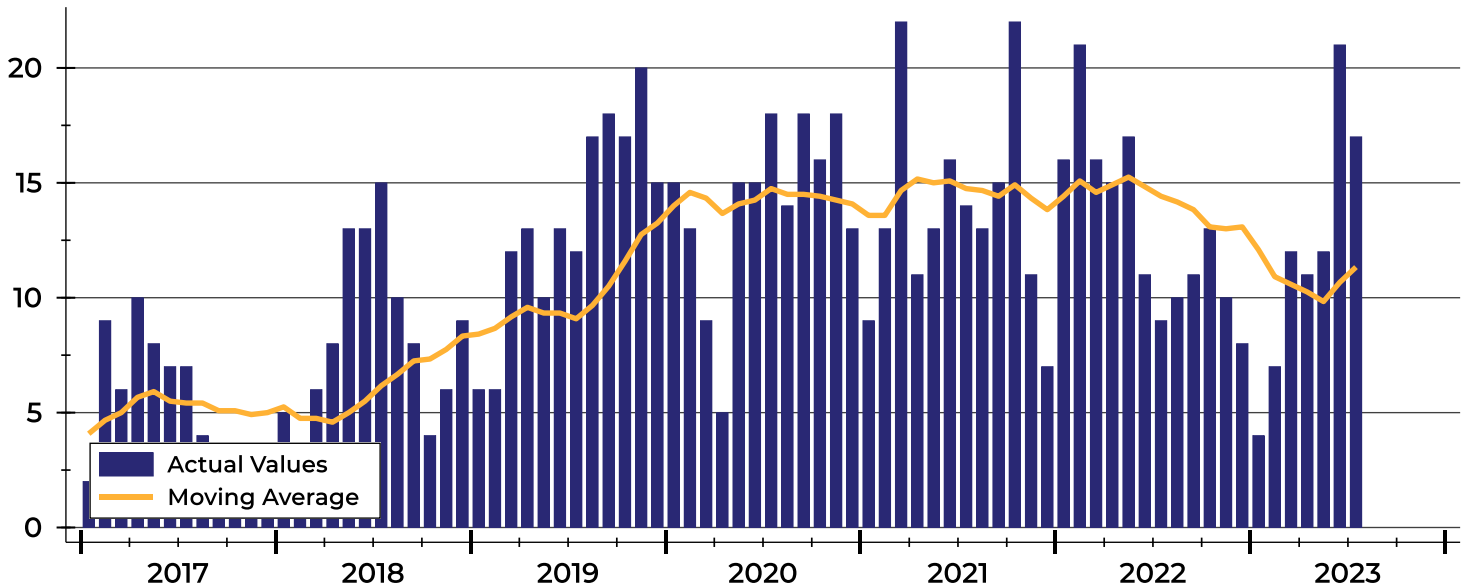
| Summary Statistics for Pending Contracts | | 2023 | End of July 2022 | Change |
|--|---------------------|---------|------------------|--------|
| Pending Contracts | | 17 | 9 | 88.9% |
| Volume (1,000s) | | 2,802 | 1,330 | 110.7% |
| Average | List Price | 164,812 | 147,822 | 11.5% |
| | Days on Market | 33 | 19 | 73.7% |
| | Percent of Original | 102.7% | 99.3% | 3.4% |
| Median | List Price | 150,000 | 159,500 | -6.0% |
| | Days on Market | 28 | 12 | 133.3% |
| | Percent of Original | 100.0% | 100.0% | 0.0% |

A total of 17 listings in the Northeast Kansas MLS system had contracts pending at the end of July, up from 9 contracts pending at the end of July 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

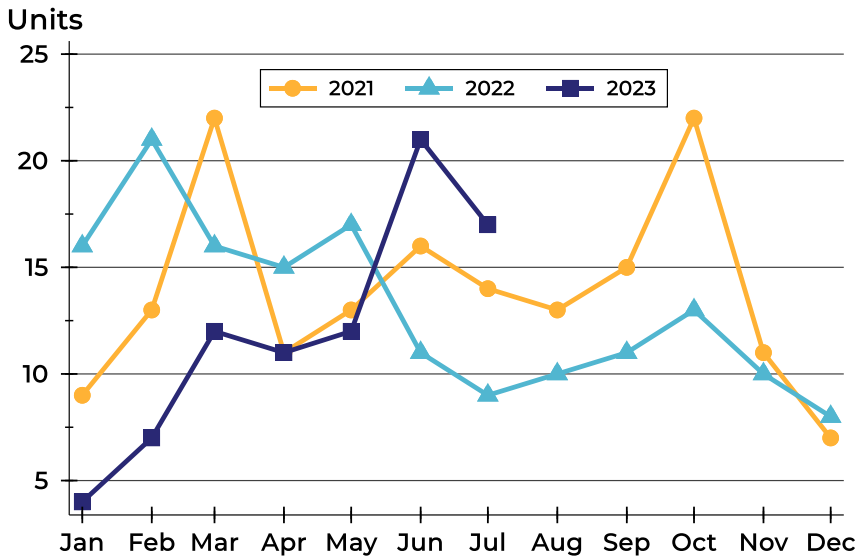
Units





Northeast Kansas Pending Contracts Analysis

Pending Contracts by Month



| Month | 2021 | 2022 | 2023 |
|-----------|------|------|-----------|
| January | 9 | 16 | 4 |
| February | 13 | 21 | 7 |
| March | 22 | 16 | 12 |
| April | 11 | 15 | 11 |
| May | 13 | 17 | 12 |
| June | 16 | 11 | 21 |
| July | 14 | 9 | 17 |
| August | 13 | 10 | |
| September | 15 | 11 | |
| October | 22 | 13 | |
| November | 11 | 10 | |
| December | 7 | 8 | |

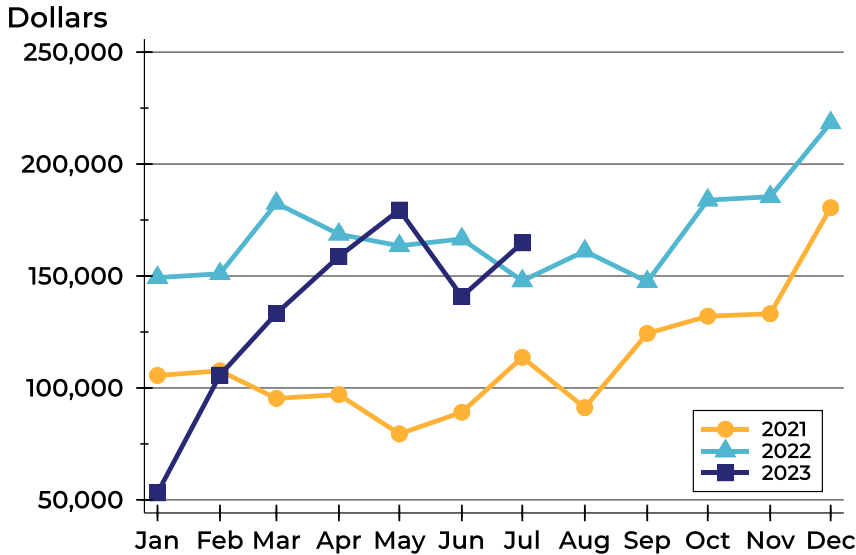
Pending Contracts by Price Range

| Price Range | Pending Contracts | | List Price | | Days on Market | | Price as % of Orig. | |
|---------------------|-------------------|---------|------------|---------|----------------|------|---------------------|--------|
| | Number | Percent | Average | Median | Avg. | Med. | Avg. | Med. |
| Below \$25,000 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A |
| \$25,000-\$49,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A |
| \$50,000-\$99,999 | 5 | 29.4% | 71,560 | 69,900 | 19 | 11 | 99.3% | 100.0% |
| \$100,000-\$124,999 | 1 | 5.9% | 115,000 | 115,000 | 49 | 49 | 100.0% | 100.0% |
| \$125,000-\$149,999 | 2 | 11.8% | 137,500 | 137,500 | 50 | 50 | 97.4% | 97.4% |
| \$150,000-\$174,999 | 2 | 11.8% | 157,500 | 157,500 | 61 | 61 | 100.0% | 100.0% |
| \$175,000-\$199,999 | 3 | 17.6% | 192,333 | 193,000 | 25 | 28 | 100.0% | 100.0% |
| \$200,000-\$249,999 | 1 | 5.9% | 212,000 | 212,000 | 3 | 3 | 100.0% | 100.0% |
| \$250,000-\$299,999 | 1 | 5.9% | 275,000 | 275,000 | 61 | 61 | 100.0% | 100.0% |
| \$300,000-\$399,999 | 2 | 11.8% | 337,500 | 337,500 | 25 | 25 | 127.2% | 127.2% |
| \$400,000-\$499,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A |
| \$500,000-\$749,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A |
| \$750,000-\$999,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A |
| \$1,000,000 and up | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A |



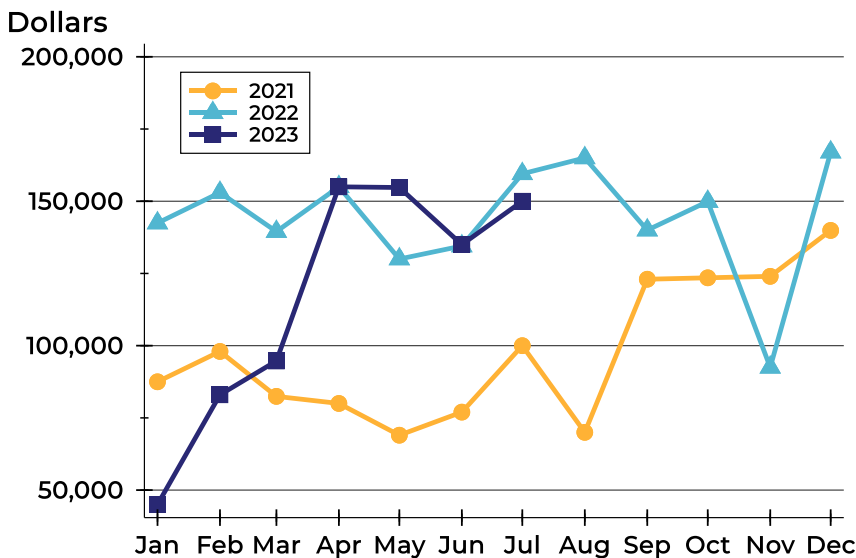
Northeast Kansas Pending Contracts Analysis

Average Price



| Month | 2021 | 2022 | 2023 |
|-----------|---------|---------|----------------|
| January | 105,589 | 149,300 | 53,125 |
| February | 107,631 | 151,019 | 105,714 |
| March | 95,314 | 182,500 | 133,283 |
| April | 97,000 | 168,667 | 158,700 |
| May | 79,484 | 163,494 | 179,492 |
| June | 89,143 | 166,545 | 140,838 |
| July | 113,693 | 147,822 | 164,812 |
| August | 91,184 | 161,150 | |
| September | 124,353 | 147,445 | |
| October | 132,055 | 183,900 | |
| November | 133,136 | 185,430 | |
| December | 180,529 | 218,438 | |

Median Price

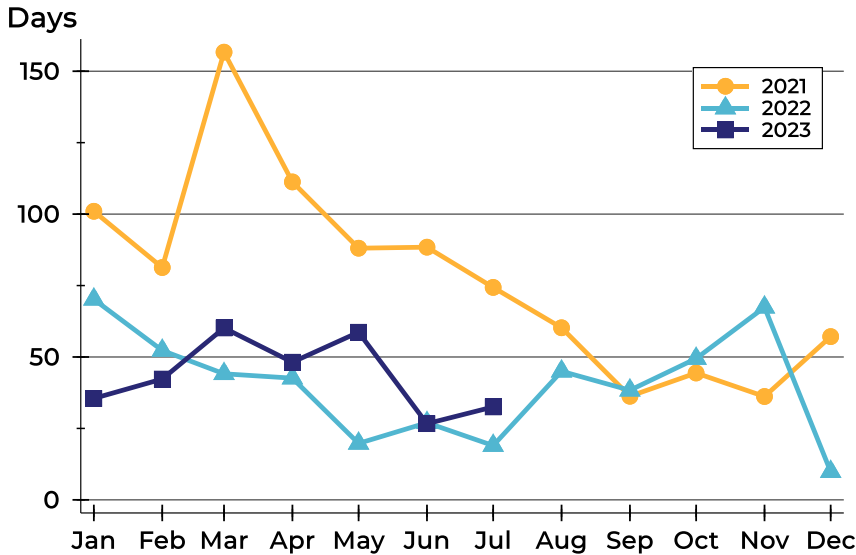


| Month | 2021 | 2022 | 2023 |
|-----------|---------|---------|----------------|
| January | 87,500 | 142,450 | 45,000 |
| February | 98,000 | 153,000 | 83,000 |
| March | 82,450 | 139,500 | 94,700 |
| April | 80,000 | 155,000 | 155,000 |
| May | 68,999 | 130,000 | 154,750 |
| June | 77,000 | 134,500 | 135,000 |
| July | 100,000 | 159,500 | 150,000 |
| August | 69,999 | 165,000 | |
| September | 123,000 | 140,000 | |
| October | 123,500 | 149,900 | |
| November | 124,000 | 92,500 | |
| December | 139,900 | 167,000 | |



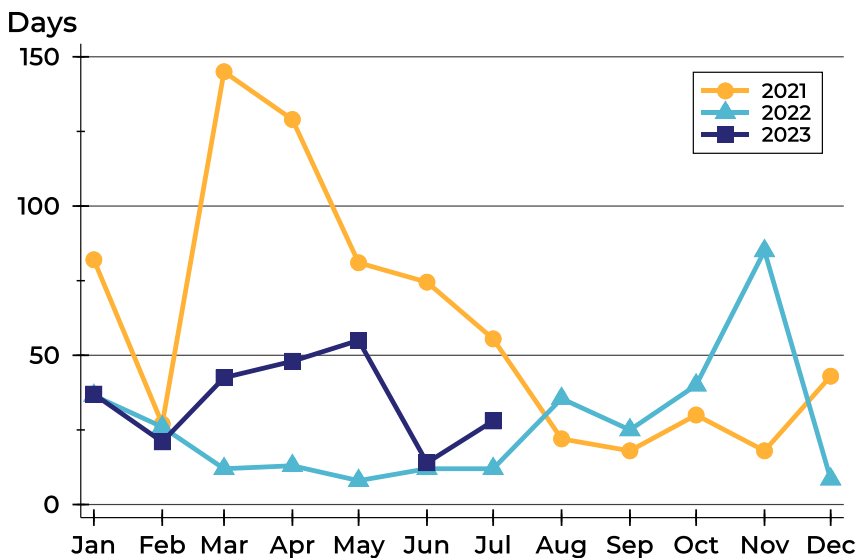
Northeast Kansas Pending Contracts Analysis

Average DOM



| Month | 2021 | 2022 | 2023 |
|-----------|------|------|-----------|
| January | 101 | 70 | 36 |
| February | 81 | 52 | 42 |
| March | 157 | 44 | 60 |
| April | 111 | 43 | 48 |
| May | 88 | 20 | 59 |
| June | 88 | 27 | 27 |
| July | 74 | 19 | 33 |
| August | 60 | 45 | |
| September | 36 | 38 | |
| October | 44 | 49 | |
| November | 36 | 67 | |
| December | 57 | 10 | |

Median DOM



| Month | 2021 | 2022 | 2023 |
|-----------|------|------|-----------|
| January | 82 | 37 | 37 |
| February | 27 | 26 | 21 |
| March | 145 | 12 | 43 |
| April | 129 | 13 | 48 |
| May | 81 | 8 | 55 |
| June | 75 | 12 | 14 |
| July | 56 | 12 | 28 |
| August | 22 | 36 | |
| September | 18 | 25 | |
| October | 30 | 40 | |
| November | 18 | 85 | |
| December | 43 | 9 | |



**July
2023**

Northeast Kansas MLS Statistics



Brown County Housing Report



Market Overview

Brown County Home Sales Rose in July

Total home sales in Brown County rose by 300.0% last month to 12 units, compared to 3 units in July 2022. Total sales volume was \$2.0 million, up 390.1% from a year earlier.

The median sale price in July was \$135,000, up from \$134,500 a year earlier. Homes that sold in July were typically on the market for 12 days and sold for 98.9% of their list prices.

Brown County Active Listings Down at End of July

The total number of active listings in Brown County at the end of July was 24 units, down from 27 at the same point in 2022. This represents a 3.4 months' supply of homes available for sale. The median list price of homes on the market at the end of July was \$112,450.

During July, a total of 7 contracts were written up from 4 in July 2022. At the end of the month, there were 13 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
2023**

Northeast Kansas MLS Statistics



Brown County Summary Statistics

| July MLS Statistics Three-year History | | Current Month | | | Year-to-Date | | |
|--|--|--------------------------|--------------------------|-------------------------|--------------------------|-------------------------|-------------------------|
| | | 2023 | 2022 | 2021 | 2023 | 2022 | 2021 |
| Home Sales Change from prior year | 12 300.0% | 3 -57.1% | 7 75.0% | 49 4.3% | 47 9.3% | 43 -25.9% | |
| Active Listings Change from prior year | 24 -11.1% | 27 3.8% | 26 -27.8% | N/A | N/A | N/A | |
| Months' Supply Change from prior year | 3.4 -12.8% | 3.9 5.4% | 3.7 -7.5% | N/A | N/A | N/A | |
| New Listings Change from prior year | 6 -50.0% | 12 0.0% | 12 0.0% | 67 -9.5% | 74 7.2% | 69 4.5% | |
| Contracts Written Change from prior year | 7 75.0% | 4 -55.6% | 9 -10.0% | 56 9.8% | 51 13.3% | 45 -27.4% | |
| Pending Contracts Change from prior year | 13 116.7% | 6 -33.3% | 9 -35.7% | N/A | N/A | N/A | |
| Sales Volume (1,000s) Change from prior year | 1,973 389.6% | 403 10.7% | 364 -43.7% | 6,526 -7.6% | 7,064 99.0% | 3,549 -42.0% | |
| Average | Sale Price Change from prior year | 164,388 22.5% | 134,167 158.4% | 51,929 -67.9% | 133,177 -11.4% | 150,287 82.1% | 82,541 -21.7% |
| | List Price of Actives Change from prior year | 117,863 -11.0% | 132,448 47.5% | 89,806 -0.1% | N/A | N/A | N/A |
| | Days on Market Change from prior year | 23 228.6% | 7 -84.1% | 44 120.0% | 56 40.0% | 40 -60.0% | 100 -25.9% |
| | Percent of List Change from prior year | 97.8% 1.7% | 96.2% 5.0% | 91.6% -7.3% | 90.6% -6.5% | 96.9% 0.7% | 96.2% 2.2% |
| | Percent of Original Change from prior year | 95.6% -0.6% | 96.2% 9.8% | 87.6% -11.3% | 87.8% -7.9% | 95.3% 0.7% | 94.6% 6.2% |
| Median | Sale Price Change from prior year | 135,000 0.4% | 134,500 284.3% | 35,000 -76.8% | 120,000 -9.1% | 132,000 82.1% | 72,500 -9.7% |
| | List Price of Actives Change from prior year | 112,450 7.1% | 105,000 96.3% | 53,484 -31.0% | N/A | N/A | N/A |
| | Days on Market Change from prior year | 12 500.0% | 2 -77.8% | 9 12.5% | 37 208.3% | 12 -76.0% | 50 -57.6% |
| | Percent of List Change from prior year | 98.9% -1.1% | 100.0% 14.3% | 87.5% -12.5% | 93.5% -4.3% | 97.7% 0.6% | 97.1% 0.1% |
| | Percent of Original Change from prior year | 98.9% -1.1% | 100.0% 14.3% | 87.5% -12.5% | 93.3% -3.8% | 97.0% 0.9% | 96.1% 5.3% |

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



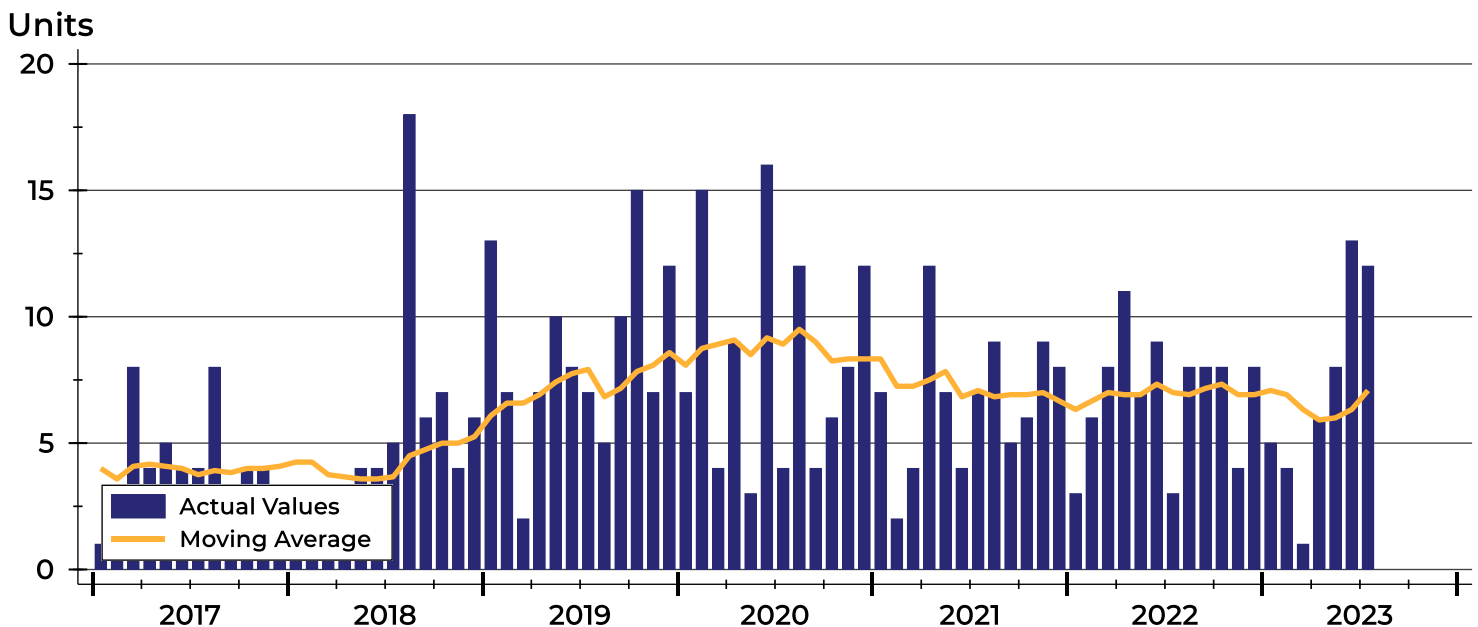
Brown County Closed Listings Analysis

| Summary Statistics for Closed Listings | | 2023 | July 2022 | Change | 2023 | Year-to-Date 2022 | Change |
|--|---------------------|---------|-----------|--------|---------|-------------------|--------|
| Closed Listings | | 12 | 3 | 300.0% | 49 | 47 | 4.3% |
| Volume (1,000s) | | 1,973 | 403 | 389.6% | 6,526 | 7,064 | -7.6% |
| Months' Supply | | 3.4 | 3.9 | -12.8% | N/A | N/A | N/A |
| Average | Sale Price | 164,388 | 134,167 | 22.5% | 133,177 | 150,287 | -11.4% |
| | Days on Market | 23 | 7 | 228.6% | 56 | 40 | 40.0% |
| | Percent of List | 97.8% | 96.2% | 1.7% | 90.6% | 96.9% | -6.5% |
| | Percent of Original | 95.6% | 96.2% | -0.6% | 87.8% | 95.3% | -7.9% |
| Median | Sale Price | 135,000 | 134,500 | 0.4% | 120,000 | 132,000 | -9.1% |
| | Days on Market | 12 | 2 | 500.0% | 37 | 12 | 208.3% |
| | Percent of List | 98.9% | 100.0% | -1.1% | 93.5% | 97.7% | -4.3% |
| | Percent of Original | 98.9% | 100.0% | -1.1% | 93.3% | 97.0% | -3.8% |

A total of 12 homes sold in Brown County in July, up from 3 units in July 2022. Total sales volume rose to \$2.0 million compared to \$0.4 million in the previous year.

The median sales price in July was \$135,000, up 0.4% compared to the prior year. Median days on market was 12 days, down from 13 days in June, but up from 2 in July 2022.

History of Closed Listings





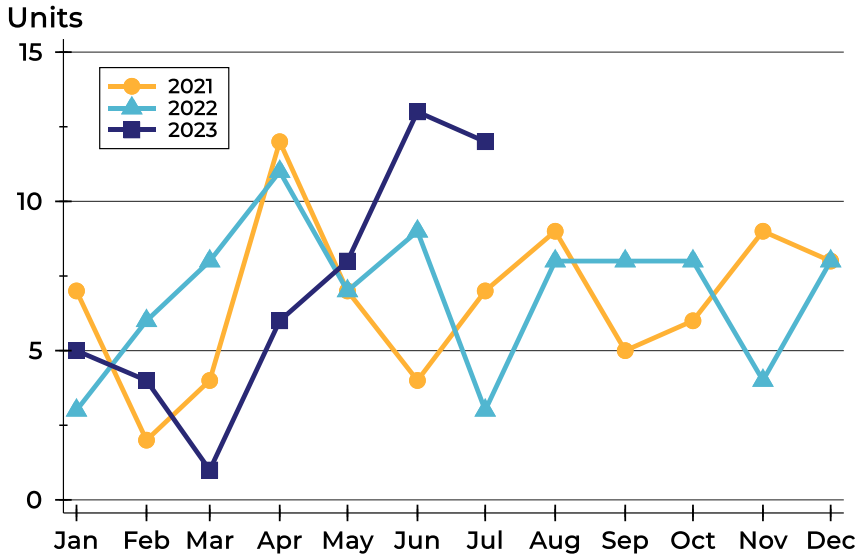
**July
2023**

Northeast Kansas MLS Statistics



Brown County Closed Listings Analysis

Closed Listings by Month



| Month | 2021 | 2022 | 2023 |
|-----------|------|------|------|
| January | 7 | 3 | 5 |
| February | 2 | 6 | 4 |
| March | 4 | 8 | 1 |
| April | 12 | 11 | 6 |
| May | 7 | 7 | 8 |
| June | 4 | 9 | 13 |
| July | 7 | 3 | 12 |
| August | 9 | 8 | |
| September | 5 | 8 | |
| October | 6 | 8 | |
| November | 9 | 4 | |
| December | 8 | 8 | |

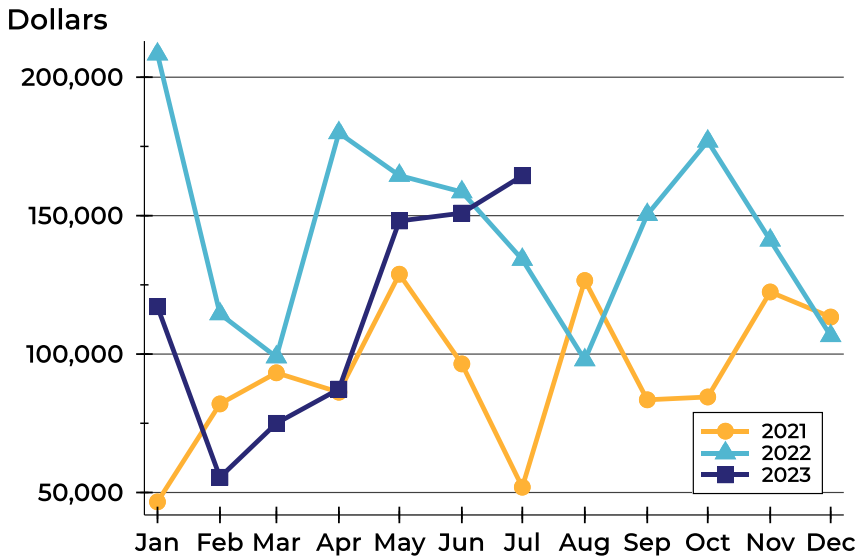
Closed Listings by Price Range

| Price Range | Sales | | Months' Supply | Sale Price | | Days on Market | | Price as % of List | | Price as % of Orig. | |
|---------------------|--------|---------|----------------|------------|---------|----------------|------|--------------------|--------|---------------------|--------|
| | Number | Percent | | Average | Median | Avg. | Med. | Avg. | Med. | Avg. | Med. |
| Below \$25,000 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A |
| \$25,000-\$49,999 | 2 | 16.7% | 10.5 | 33,827 | 33,827 | 46 | 46 | 92.7% | 92.7% | 79.7% | 79.7% |
| \$50,000-\$99,999 | 1 | 8.3% | 2.1 | 60,000 | 60,000 | 14 | 14 | 92.4% | 92.4% | 92.4% | 92.4% |
| \$100,000-\$124,999 | 1 | 8.3% | 0.0 | 121,000 | 121,000 | 9 | 9 | 95.3% | 95.3% | 95.3% | 95.3% |
| \$125,000-\$149,999 | 3 | 25.0% | 5.0 | 131,667 | 135,000 | 35 | 3 | 97.5% | 100.0% | 97.5% | 100.0% |
| \$150,000-\$174,999 | 0 | 0.0% | 4.0 | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A |
| \$175,000-\$199,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A |
| \$200,000-\$249,999 | 2 | 16.7% | 4.0 | 214,500 | 214,500 | 16 | 16 | 104.0% | 104.0% | 104.0% | 104.0% |
| \$250,000-\$299,999 | 2 | 16.7% | 3.4 | 275,000 | 275,000 | 12 | 12 | 100.0% | 100.0% | 100.0% | 100.0% |
| \$300,000-\$399,999 | 1 | 8.3% | 0.0 | 350,000 | 350,000 | 5 | 5 | 100.0% | 100.0% | 100.0% | 100.0% |
| \$400,000-\$499,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A |
| \$500,000-\$749,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A |
| \$750,000-\$999,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A |
| \$1,000,000 and up | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A |



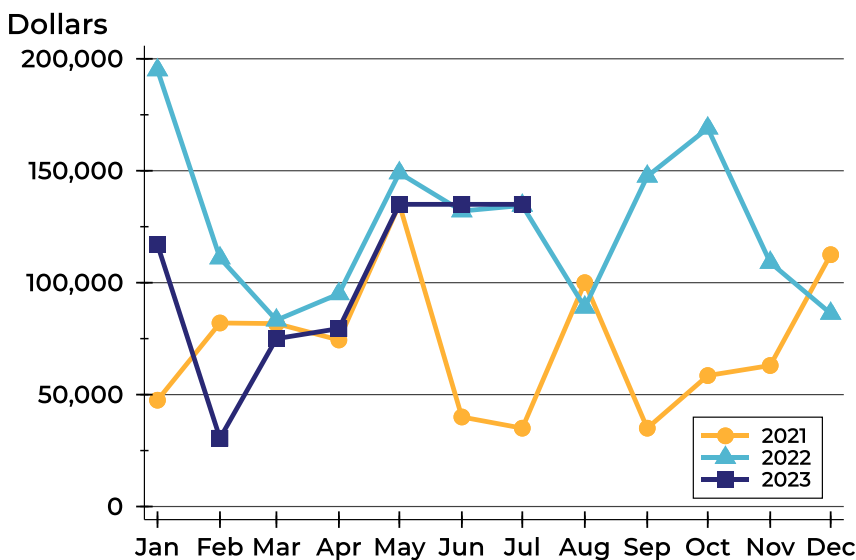
Brown County Closed Listings Analysis

Average Price



| Month | 2021 | 2022 | 2023 |
|-----------|---------|---------|---------|
| January | 46,614 | 208,333 | 117,100 |
| February | 82,000 | 114,500 | 55,500 |
| March | 93,238 | 98,938 | 75,000 |
| April | 86,225 | 179,909 | 87,333 |
| May | 128,857 | 164,500 | 148,075 |
| June | 96,450 | 158,556 | 150,915 |
| July | 51,929 | 134,167 | 164,388 |
| August | 126,567 | 97,875 | |
| September | 83,480 | 150,375 | |
| October | 84,500 | 176,875 | |
| November | 122,433 | 141,125 | |
| December | 113,375 | 106,600 | |

Median Price

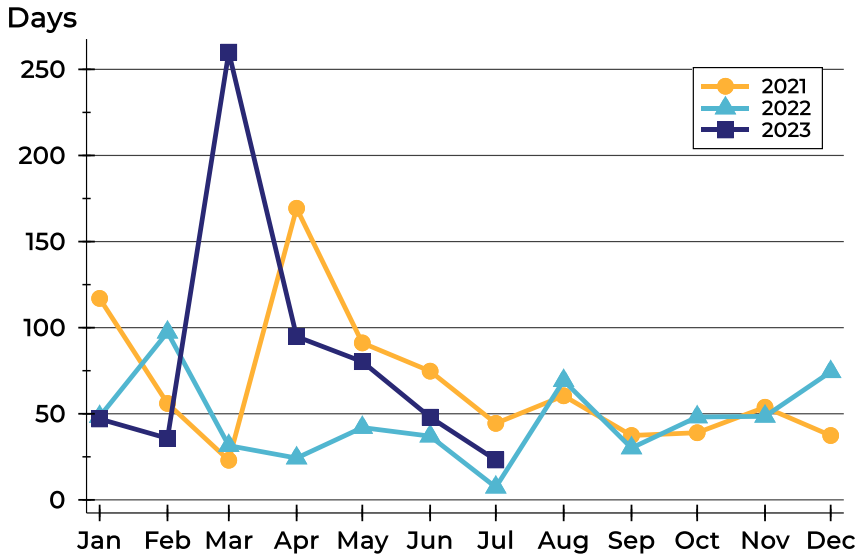


| Month | 2021 | 2022 | 2023 |
|-----------|---------|---------|---------|
| January | 47,500 | 195,000 | 117,000 |
| February | 82,000 | 111,000 | 30,500 |
| March | 81,725 | 83,250 | 75,000 |
| April | 74,400 | 95,000 | 79,500 |
| May | 135,000 | 149,000 | 135,000 |
| June | 40,000 | 132,000 | 135,000 |
| July | 35,000 | 134,500 | 135,000 |
| August | 100,000 | 89,000 | |
| September | 35,000 | 147,500 | |
| October | 58,500 | 169,000 | |
| November | 63,000 | 109,000 | |
| December | 112,500 | 86,250 | |



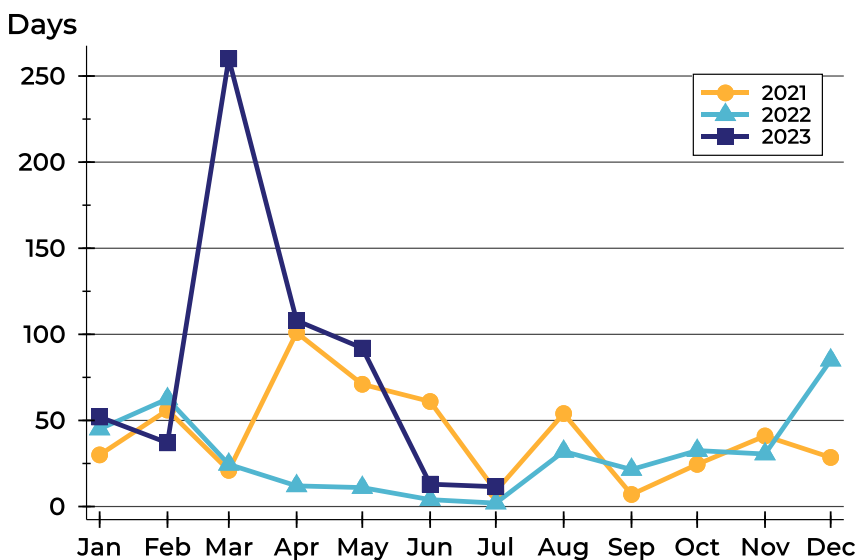
Brown County Closed Listings Analysis

Average DOM



| Month | 2021 | 2022 | 2023 |
|-----------|------|------|------------|
| January | 117 | 48 | 47 |
| February | 56 | 97 | 36 |
| March | 23 | 32 | 260 |
| April | 169 | 24 | 95 |
| May | 91 | 42 | 80 |
| June | 75 | 37 | 48 |
| July | 44 | 7 | 23 |
| August | 60 | 69 | |
| September | 37 | 30 | |
| October | 39 | 48 | |
| November | 54 | 49 | |
| December | 37 | 74 | |

Median DOM



| Month | 2021 | 2022 | 2023 |
|-----------|------|------|------------|
| January | 30 | 45 | 52 |
| February | 56 | 63 | 37 |
| March | 21 | 25 | 260 |
| April | 101 | 12 | 108 |
| May | 71 | 11 | 92 |
| June | 61 | 4 | 13 |
| July | 9 | 2 | 12 |
| August | 54 | 32 | |
| September | 7 | 22 | |
| October | 25 | 33 | |
| November | 41 | 31 | |
| December | 29 | 85 | |



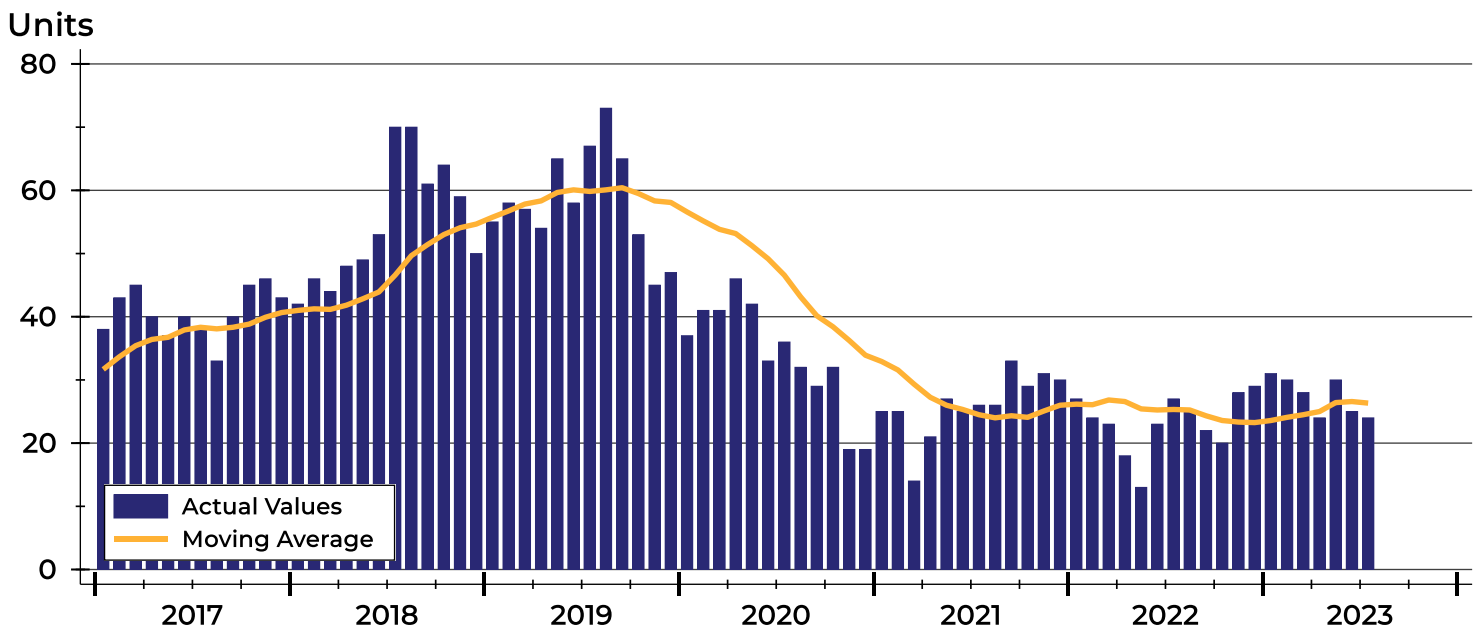
Brown County Active Listings Analysis

| Summary Statistics for Active Listings | | 2023 | End of July 2022 | Change |
|--|---------------------|---------|------------------|--------|
| Active Listings | | 24 | 27 | -11.1% |
| Volume (1,000s) | | 2,829 | 3,576 | -20.9% |
| Months' Supply | | 3.4 | 3.9 | -12.8% |
| Average | List Price | 117,863 | 132,448 | -11.0% |
| | Days on Market | 103 | 83 | 24.1% |
| | Percent of Original | 93.0% | 96.7% | -3.8% |
| Median | List Price | 112,450 | 105,000 | 7.1% |
| | Days on Market | 74 | 52 | 42.3% |
| | Percent of Original | 100.0% | 100.0% | 0.0% |

A total of 24 homes were available for sale in Brown County at the end of July. This represents a 3.4 months' supply of active listings.

The median list price of homes on the market at the end of July was \$112,450, up 7.1% from 2022. The typical time on market for active listings was 74 days, up from 52 days a year earlier.

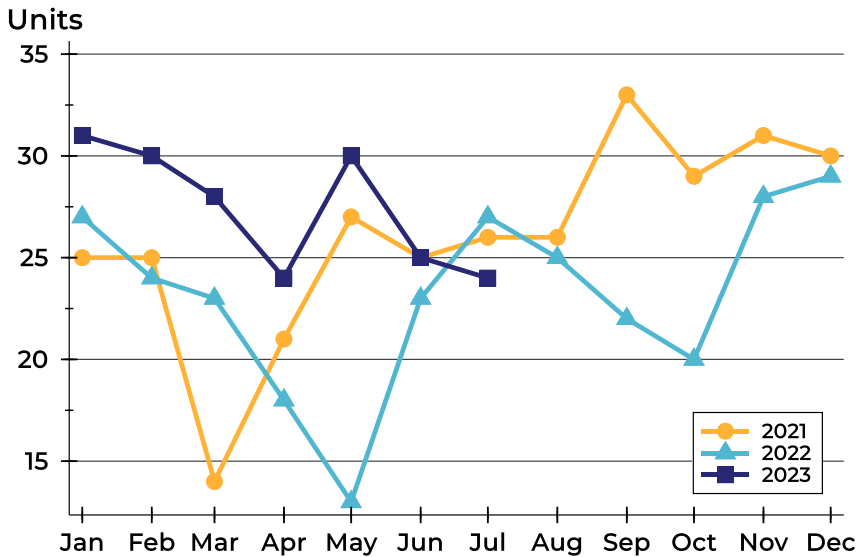
History of Active Listings





Brown County Active Listings Analysis

Active Listings by Month



| Month | 2021 | 2022 | 2023 |
|------------------|------|------|-----------|
| January | 25 | 27 | 31 |
| February | 25 | 24 | 30 |
| March | 14 | 23 | 28 |
| April | 21 | 18 | 24 |
| May | 27 | 13 | 30 |
| June | 25 | 23 | 25 |
| July | 26 | 27 | 24 |
| August | 26 | 25 | 25 |
| September | 33 | 22 | 25 |
| October | 29 | 20 | 25 |
| November | 31 | 28 | 25 |
| December | 30 | 29 | 25 |

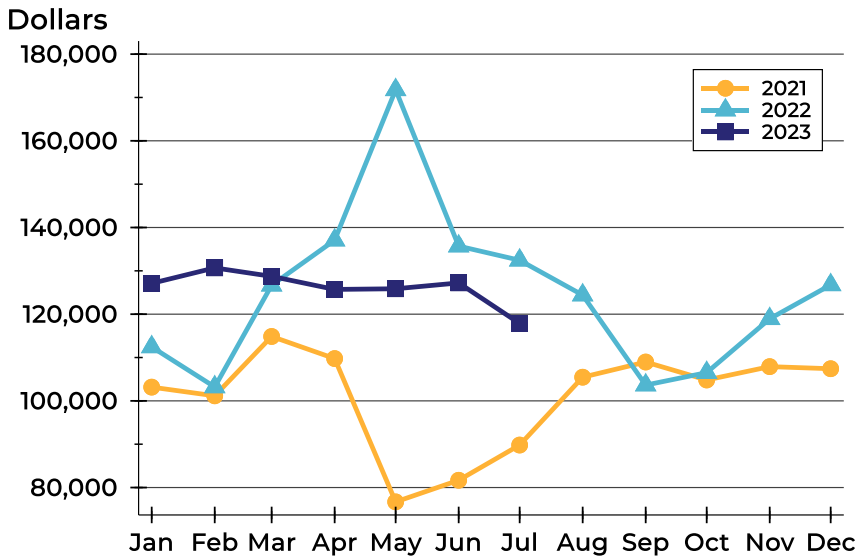
Active Listings by Price Range

| Price Range | Active Listings Number | Percent | Months' Supply | List Price Average | Median | Days on Market Avg. | Med. | Price as % of Orig. Avg. | Med. |
|---------------------|---------------------------|---------|-------------------|-----------------------|---------|------------------------|------|-----------------------------|--------|
| Below \$25,000 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A | N/A |
| \$25,000-\$49,999 | 7 | 29.2% | 10.5 | 37,700 | 35,000 | 97 | 74 | 89.5% | 100.0% |
| \$50,000-\$99,999 | 5 | 20.8% | 2.1 | 74,580 | 70,000 | 156 | 164 | 90.9% | 100.0% |
| \$100,000-\$124,999 | 0 | 0.0% | 0.0 | N/A | N/A | N/A | N/A | N/A | N/A |
| \$125,000-\$149,999 | 5 | 20.8% | 5.0 | 133,880 | 130,000 | 65 | 69 | 96.2% | 100.0% |
| \$150,000-\$174,999 | 2 | 8.3% | 4.0 | 155,000 | 155,000 | 45 | 45 | 94.3% | 94.3% |
| \$175,000-\$199,999 | 1 | 4.2% | N/A | 187,500 | 187,500 | 38 | 38 | 100.0% | 100.0% |
| \$200,000-\$249,999 | 2 | 8.3% | 4.0 | 225,000 | 225,000 | 256 | 256 | 100.0% | 100.0% |
| \$250,000-\$299,999 | 2 | 8.3% | 3.4 | 287,500 | 287,500 | 26 | 26 | 91.4% | 91.4% |
| \$300,000-\$399,999 | 0 | 0.0% | 0.0 | N/A | N/A | N/A | N/A | N/A | N/A |
| \$400,000-\$499,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A | N/A |
| \$500,000-\$749,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A | N/A |
| \$750,000-\$999,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A | N/A |
| \$1,000,000 and up | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A | N/A |



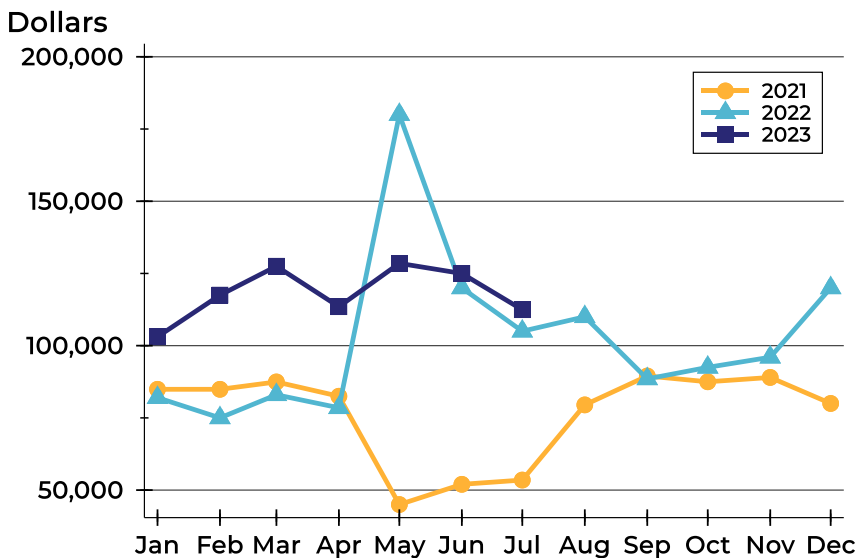
Brown County Active Listings Analysis

Average Price



| Month | 2021 | 2022 | 2023 |
|-----------|---------|---------|----------------|
| January | 103,172 | 112,447 | 127,114 |
| February | 101,168 | 103,211 | 130,687 |
| March | 114,857 | 126,681 | 128,729 |
| April | 109,762 | 137,087 | 125,713 |
| May | 76,695 | 171,769 | 125,867 |
| June | 81,687 | 135,709 | 127,216 |
| July | 89,806 | 132,448 | 117,863 |
| August | 105,460 | 124,412 | |
| September | 108,966 | 103,641 | |
| October | 104,823 | 106,518 | |
| November | 107,899 | 118,941 | |
| December | 107,419 | 126,760 | |

Median Price

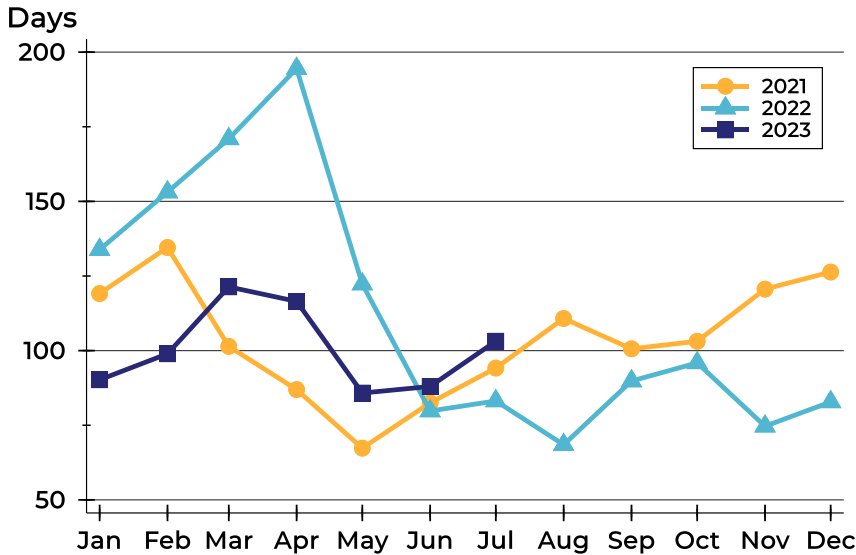


| Month | 2021 | 2022 | 2023 |
|-----------|--------|---------|----------------|
| January | 84,900 | 82,000 | 103,075 |
| February | 84,900 | 75,000 | 117,500 |
| March | 87,450 | 83,000 | 127,500 |
| April | 82,500 | 78,500 | 113,500 |
| May | 45,000 | 180,000 | 128,500 |
| June | 52,000 | 120,000 | 125,000 |
| July | 53,484 | 105,000 | 112,450 |
| August | 79,500 | 110,000 | |
| September | 89,500 | 88,500 | |
| October | 87,500 | 92,500 | |
| November | 89,000 | 96,000 | |
| December | 80,000 | 120,000 | |



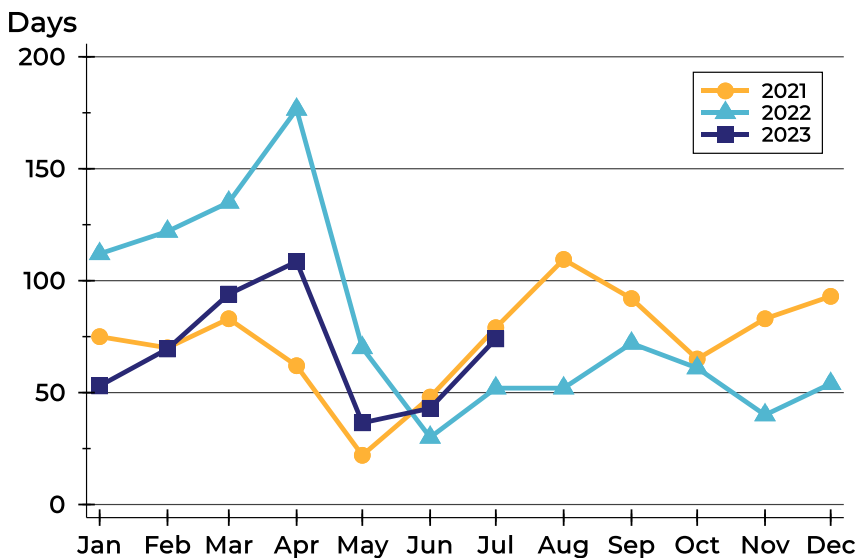
Brown County Active Listings Analysis

Average DOM



| Month | 2021 | 2022 | 2023 |
|-----------|------|------|------------|
| January | 119 | 134 | 90 |
| February | 135 | 153 | 99 |
| March | 101 | 171 | 121 |
| April | 87 | 195 | 117 |
| May | 67 | 122 | 86 |
| June | 83 | 80 | 88 |
| July | 94 | 83 | 103 |
| August | 111 | 68 | |
| September | 101 | 90 | |
| October | 103 | 96 | |
| November | 121 | 75 | |
| December | 126 | 83 | |

Median DOM

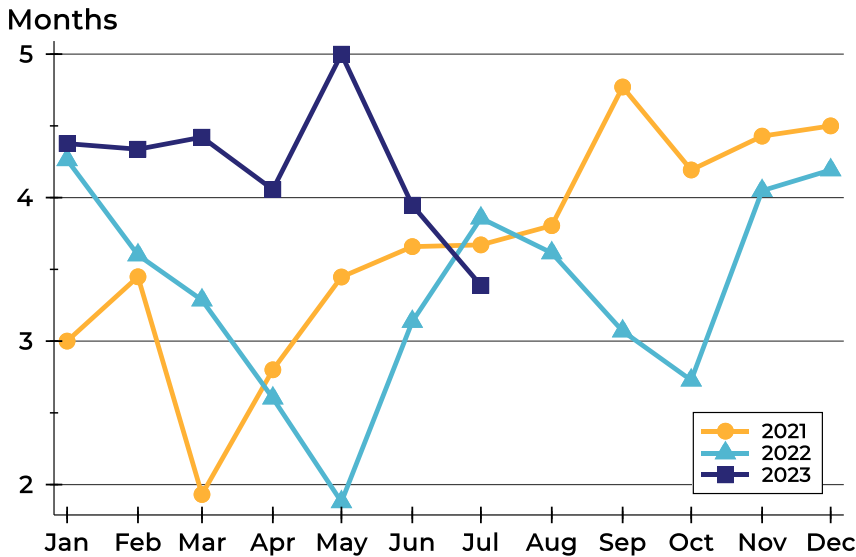


| Month | 2021 | 2022 | 2023 |
|-----------|------|------|------------|
| January | 75 | 112 | 53 |
| February | 70 | 122 | 70 |
| March | 83 | 135 | 94 |
| April | 62 | 177 | 109 |
| May | 22 | 70 | 37 |
| June | 48 | 30 | 43 |
| July | 79 | 52 | 74 |
| August | 110 | 52 | |
| September | 92 | 72 | |
| October | 65 | 61 | |
| November | 83 | 40 | |
| December | 93 | 54 | |



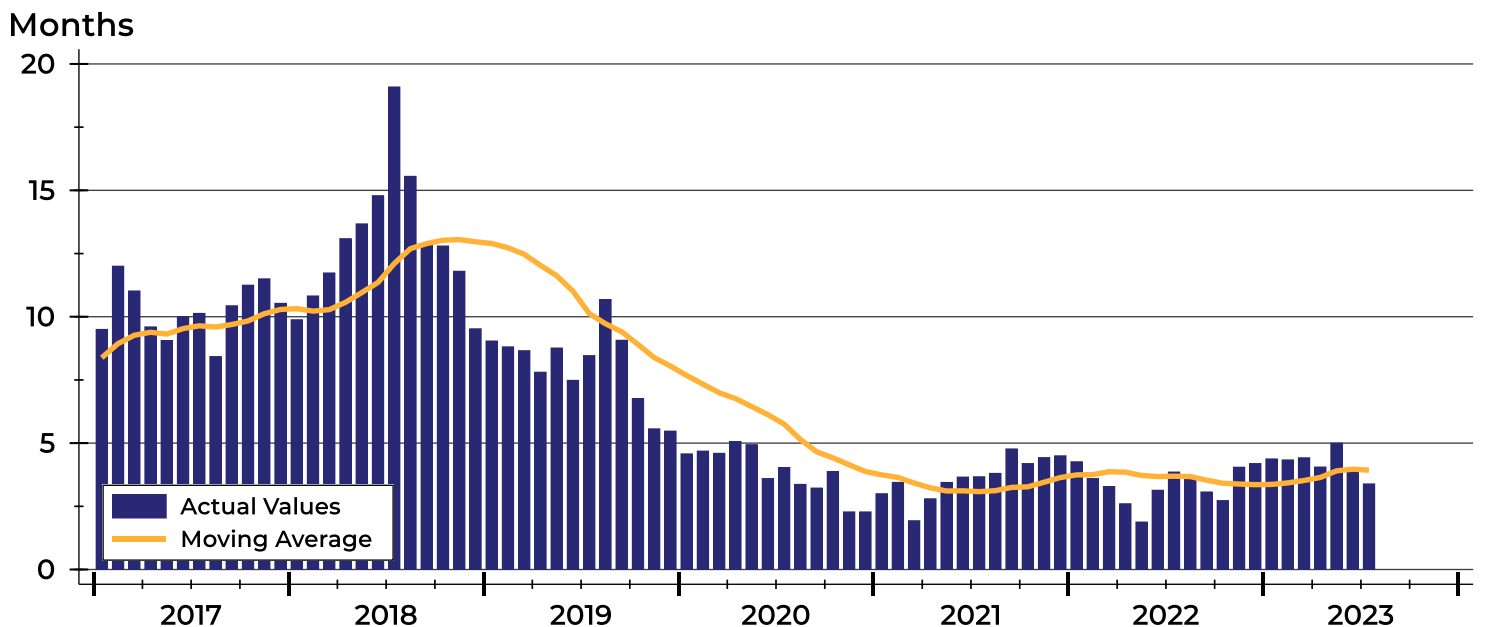
Brown County Months' Supply Analysis

Months' Supply by Month



| Month | 2021 | 2022 | 2023 |
|-----------|------|------|------|
| January | 3.0 | 4.3 | 4.4 |
| February | 3.4 | 3.6 | 4.3 |
| March | 1.9 | 3.3 | 4.4 |
| April | 2.8 | 2.6 | 4.1 |
| May | 3.4 | 1.9 | 5.0 |
| June | 3.7 | 3.1 | 3.9 |
| July | 3.7 | 3.9 | 3.4 |
| August | 3.8 | 3.6 | 3.4 |
| September | 4.8 | 3.1 | 3.4 |
| October | 4.2 | 2.7 | 3.4 |
| November | 4.4 | 4.0 | 3.4 |
| December | 4.5 | 4.2 | 3.4 |

History of Month's Supply





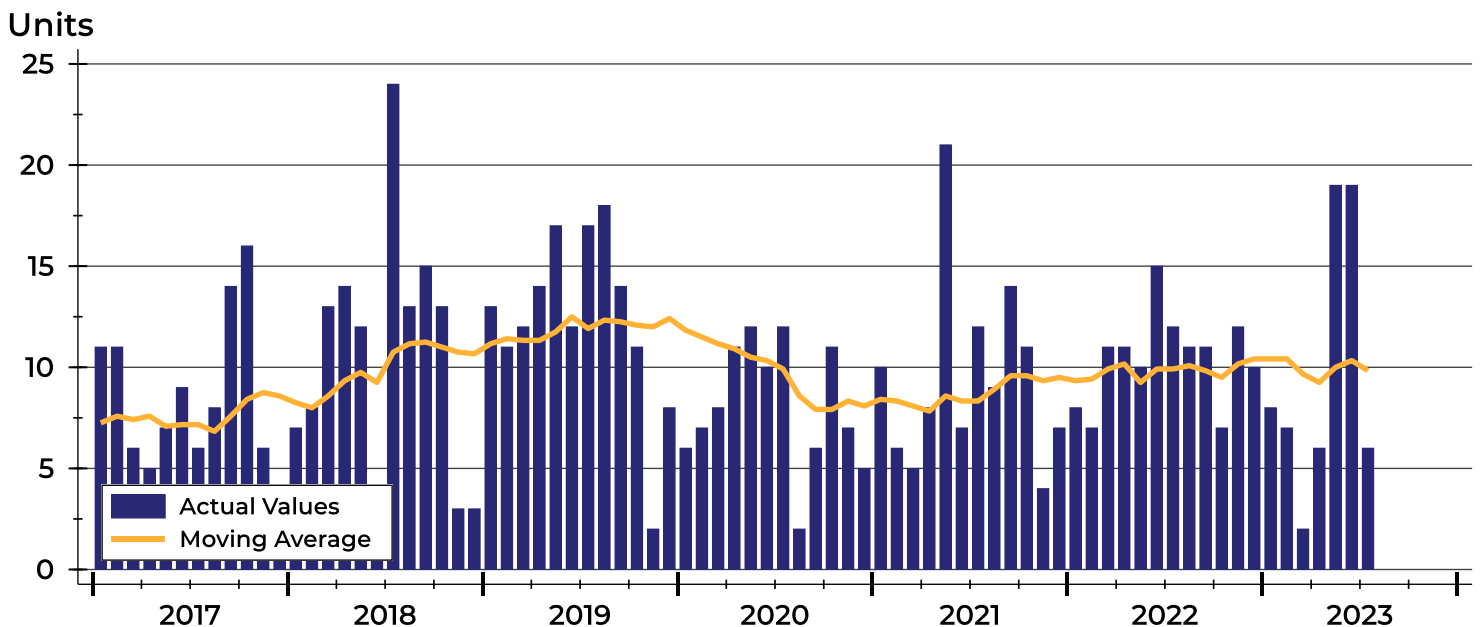
Brown County New Listings Analysis

| Summary Statistics for New Listings | | 2023 | July 2022 | Change |
|-------------------------------------|--------------------|---------|-----------|--------|
| Current Month | New Listings | 6 | 12 | -50.0% |
| | Volume (1,000s) | 917 | 1,591 | -42.4% |
| | Average List Price | 152,817 | 132,567 | 15.3% |
| | Median List Price | 148,500 | 98,750 | 50.4% |
| Year-to-Date | New Listings | 67 | 74 | -9.5% |
| | Volume (1,000s) | 9,451 | 10,070 | -6.1% |
| | Average List Price | 141,063 | 136,086 | 3.7% |
| | Median List Price | 130,000 | 117,500 | 10.6% |

A total of 6 new listings were added in Brown County during July, down 50.0% from the same month in 2022. Year-to-date Brown County has seen 67 new listings.

The median list price of these homes was \$148,500 up from \$98,750 in 2022.

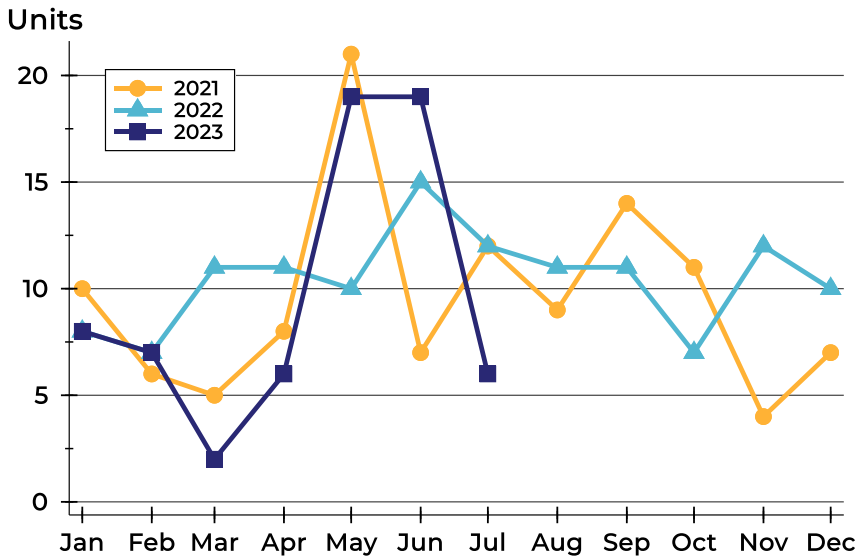
History of New Listings





Brown County New Listings Analysis

New Listings by Month



| Month | 2021 | 2022 | 2023 |
|-----------|------|------|-----------|
| January | 10 | 8 | 8 |
| February | 6 | 7 | 7 |
| March | 5 | 11 | 2 |
| April | 8 | 11 | 6 |
| May | 21 | 10 | 19 |
| June | 7 | 15 | 19 |
| July | 12 | 12 | 6 |
| August | 9 | 11 | |
| September | 14 | 11 | |
| October | 11 | 7 | |
| November | 4 | 12 | |
| December | 7 | 10 | |

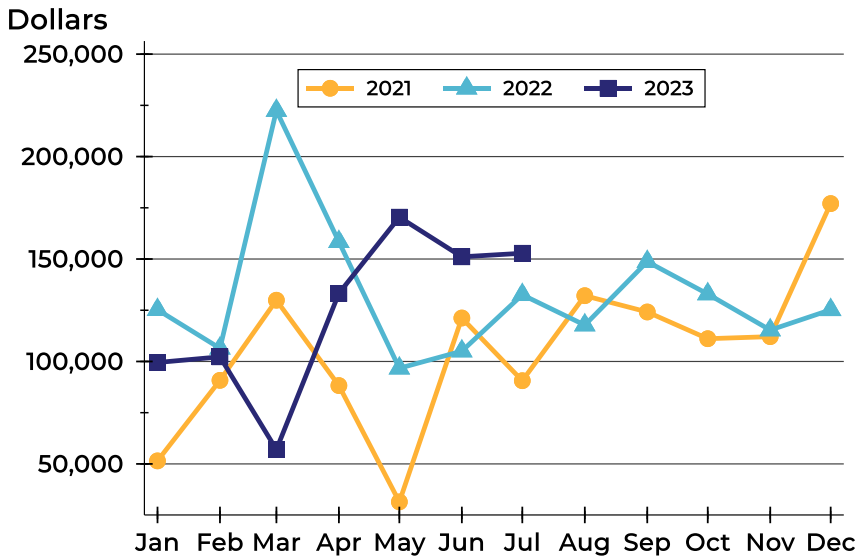
New Listings by Price Range

| Price Range | New Listings | | List Price | | Days on Market | | Price as % of Orig. | |
|---------------------|--------------|---------|------------|---------|----------------|------|---------------------|--------|
| | Number | Percent | Average | Median | Avg. | Med. | Avg. | Med. |
| Below \$25,000 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A |
| \$25,000-\$49,999 | 1 | 16.7% | 34,900 | 34,900 | 18 | 18 | 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 | 16.7% | 115,000 | 115,000 | 23 | 23 | 100.0% | 100.0% |
| \$125,000-\$149,999 | 1 | 16.7% | 142,000 | 142,000 | 31 | 31 | 94.7% | 94.7% |
| \$150,000-\$174,999 | 1 | 16.7% | 155,000 | 155,000 | 1 | 1 | 100.0% | 100.0% |
| \$175,000-\$199,999 | 1 | 16.7% | 185,000 | 185,000 | 5 | 5 | 100.0% | 100.0% |
| \$200,000-\$249,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A |
| \$250,000-\$299,999 | 1 | 16.7% | 285,000 | 285,000 | 6 | 6 | 100.0% | 100.0% |
| \$300,000-\$399,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A |
| \$400,000-\$499,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A |
| \$500,000-\$749,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A |
| \$750,000-\$999,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A |
| \$1,000,000 and up | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A |



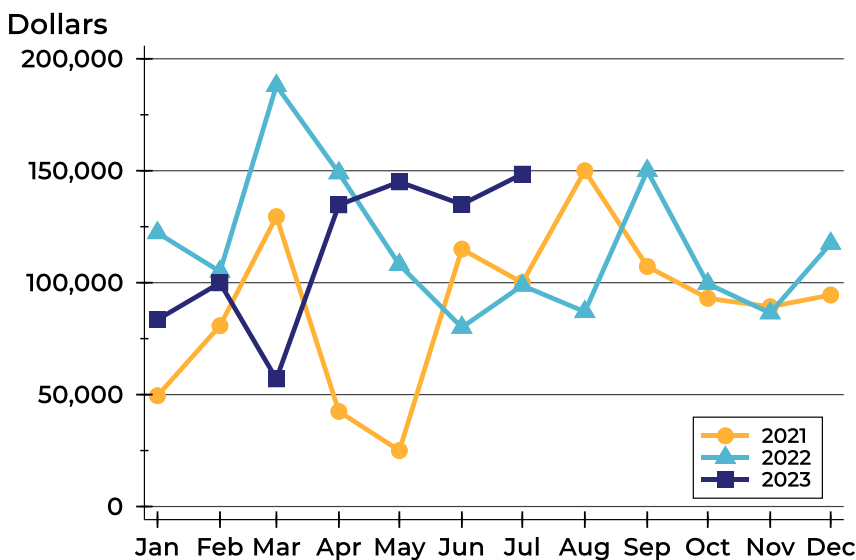
Brown County New Listings Analysis

Average Price



| Month | 2021 | 2022 | 2023 |
|-----------|---------|---------|----------------|
| January | 51,480 | 125,250 | 99,500 |
| February | 90,800 | 106,429 | 102,271 |
| March | 129,900 | 222,445 | 57,000 |
| April | 88,250 | 158,445 | 133,250 |
| May | 31,474 | 96,700 | 170,432 |
| June | 121,214 | 105,053 | 151,089 |
| July | 90,617 | 132,567 | 152,817 |
| August | 132,111 | 117,755 | |
| September | 124,164 | 148,727 | |
| October | 111,118 | 132,929 | |
| November | 112,125 | 115,325 | |
| December | 177,057 | 125,220 | |

Median Price



| Month | 2021 | 2022 | 2023 |
|-----------|---------|---------|----------------|
| January | 49,500 | 122,250 | 83,500 |
| February | 80,750 | 105,000 | 99,900 |
| March | 129,500 | 188,000 | 57,000 |
| April | 42,500 | 149,000 | 134,750 |
| May | 25,000 | 108,000 | 145,000 |
| June | 115,000 | 80,000 | 135,000 |
| July | 100,000 | 98,750 | 148,500 |
| August | 150,000 | 87,000 | |
| September | 107,250 | 150,000 | |
| October | 93,000 | 99,500 | |
| November | 89,250 | 86,450 | |
| December | 94,500 | 117,500 | |



Brown County Contracts Written Analysis

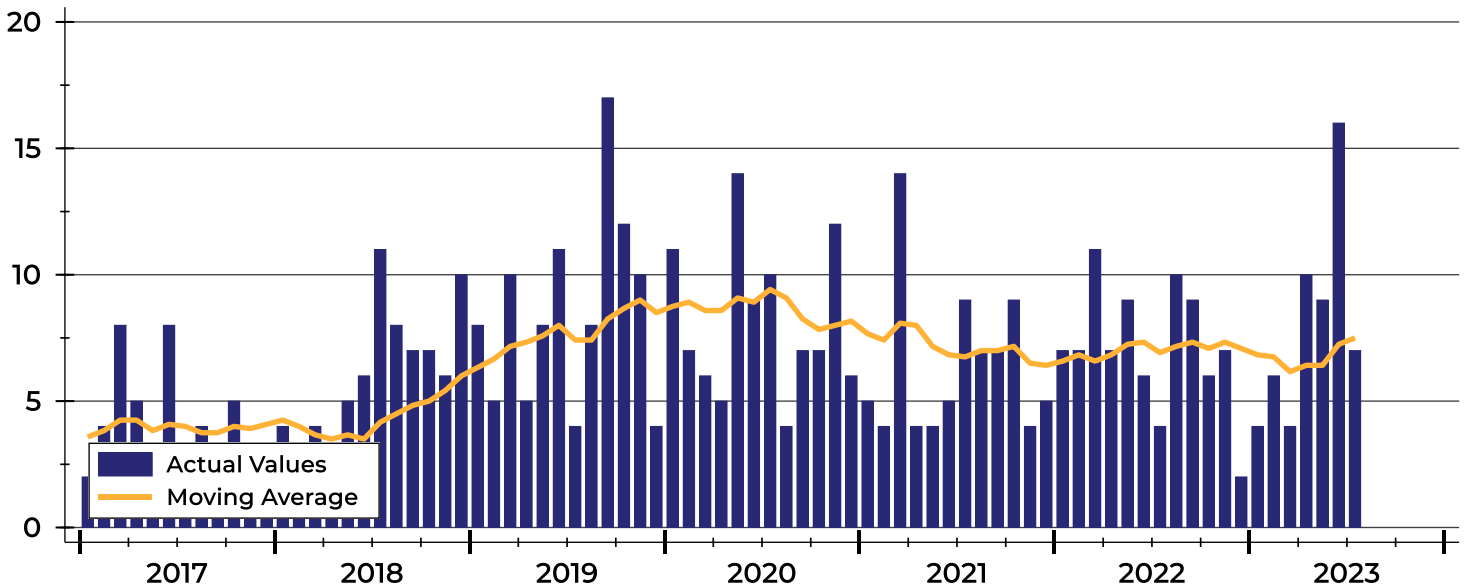
| Summary Statistics for Contracts Written | | 2023 | July 2022 | Change | 2023 | Year-to-Date 2022 | Change |
|--|---------------------|---------|-----------|--------|---------|-------------------|--------|
| Contracts Written | | 7 | 4 | 75.0% | 56 | 51 | 9.8% |
| Volume (1,000s) | | 1,297 | 495 | 162.0% | 8,230 | 7,283 | 13.0% |
| Average | Sale Price | 185,286 | 123,850 | 49.6% | 146,957 | 142,800 | 2.9% |
| | Days on Market | 42 | 117 | -64.1% | 53 | 44 | 20.5% |
| | Percent of Original | 105.3% | 97.7% | 7.8% | 90.7% | 96.3% | -5.8% |
| Median | Sale Price | 185,000 | 128,750 | 43.7% | 135,000 | 120,000 | 12.5% |
| | Days on Market | 43 | 91 | -52.7% | 37 | 12 | 208.3% |
| | Percent of Original | 100.0% | 90.7% | 10.3% | 96.3% | 97.7% | -1.4% |

A total of 7 contracts for sale were written in Brown County during the month of July, up from 4 in 2022. The median list price of these homes was \$185,000, up from \$128,750 the prior year.

Half of the homes that went under contract in July were on the market less than 43 days, compared to 91 days in July 2022.

History of Contracts Written

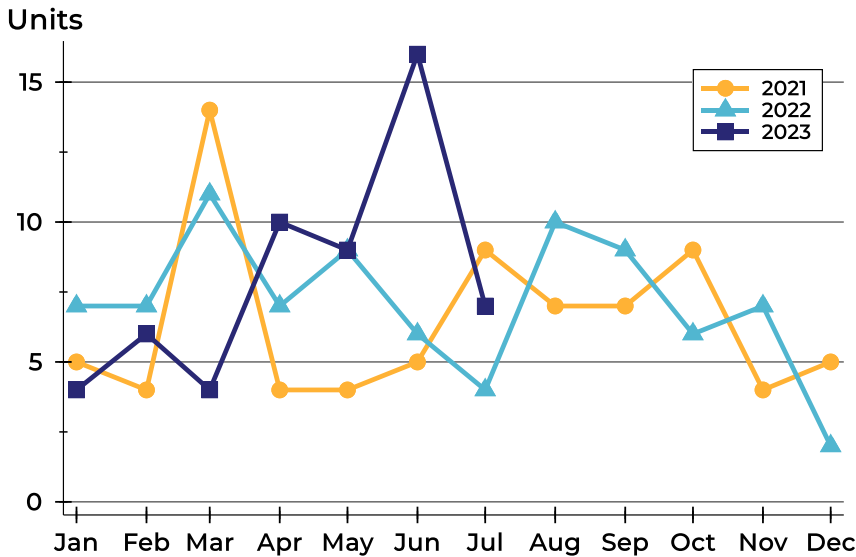
Units





Brown County Contracts Written Analysis

Contracts Written by Month



| Month | 2021 | 2022 | 2023 |
|-----------|------|------|------|
| January | 5 | 7 | 4 |
| February | 4 | 7 | 6 |
| March | 14 | 11 | 4 |
| April | 4 | 7 | 10 |
| May | 4 | 9 | 9 |
| June | 5 | 6 | 16 |
| July | 9 | 4 | 7 |
| August | 7 | 10 | 7 |
| September | 7 | 9 | 7 |
| October | 9 | 6 | 7 |
| November | 4 | 7 | 4 |
| December | 5 | 2 | 4 |

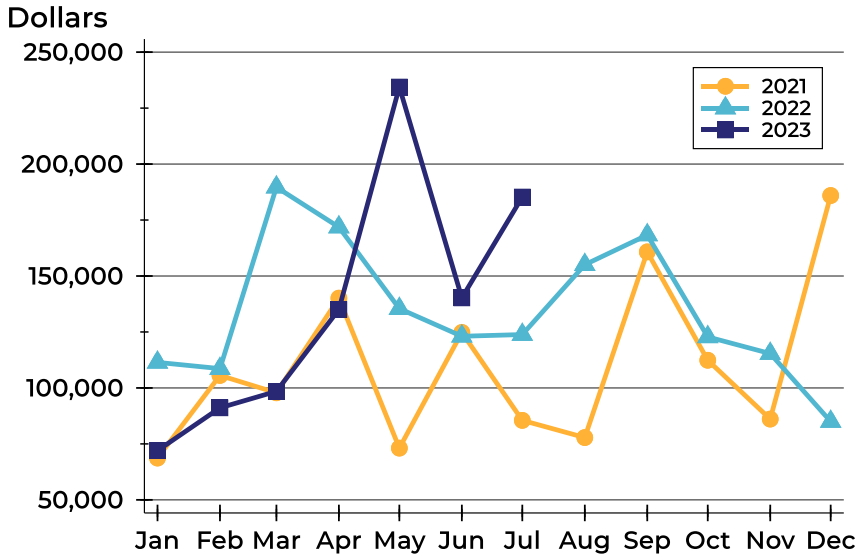
Contracts Written by Price Range

| Price Range | Contracts Written | | List Price | | Days on Market | | Price as % of Orig. | |
|---------------------|-------------------|---------|------------|---------|----------------|------|---------------------|--------|
| | Number | Percent | Average | Median | Avg. | Med. | Avg. | Med. |
| Below \$25,000 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A |
| \$25,000-\$49,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A |
| \$50,000-\$99,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A |
| \$100,000-\$124,999 | 1 | 14.3% | 115,000 | 115,000 | 49 | 49 | 100.0% | 100.0% |
| \$125,000-\$149,999 | 1 | 14.3% | 130,000 | 130,000 | 92 | 92 | 94.9% | 94.9% |
| \$150,000-\$174,999 | 1 | 14.3% | 165,000 | 165,000 | 30 | 30 | 100.0% | 100.0% |
| \$175,000-\$199,999 | 3 | 42.9% | 192,333 | 193,000 | 25 | 28 | 96.0% | 100.0% |
| \$200,000-\$249,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A |
| \$250,000-\$299,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A |
| \$300,000-\$399,999 | 1 | 14.3% | 310,000 | 310,000 | 44 | 44 | 154.4% | 154.4% |
| \$400,000-\$499,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A |
| \$500,000-\$749,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A |
| \$750,000-\$999,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A |
| \$1,000,000 and up | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A |



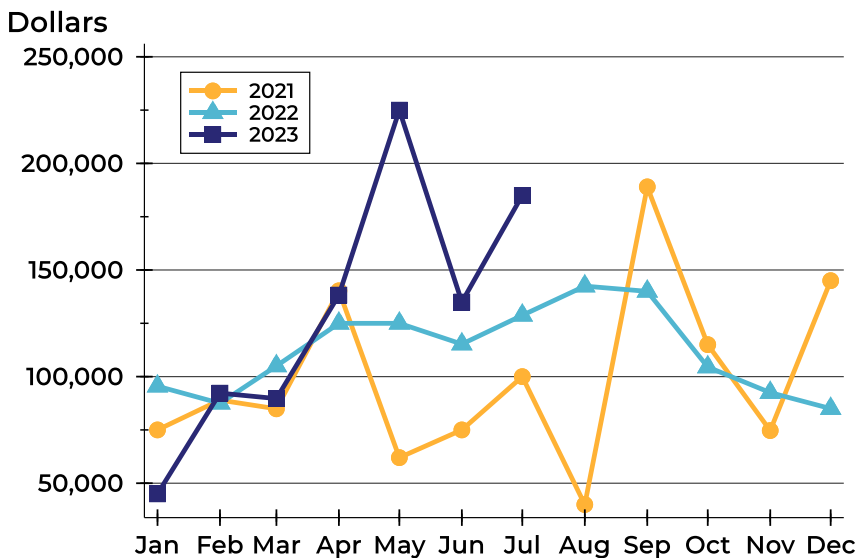
Brown County Contracts Written Analysis

Average Price



| Month | 2021 | 2022 | 2023 |
|-----------|---------|---------|----------------|
| January | 68,680 | 111,429 | 72,000 |
| February | 105,600 | 108,643 | 91,117 |
| March | 97,829 | 189,682 | 98,475 |
| April | 140,125 | 171,857 | 135,050 |
| May | 73,125 | 135,433 | 234,422 |
| June | 124,800 | 123,083 | 140,231 |
| July | 85,522 | 123,850 | 185,286 |
| August | 77,843 | 155,040 | |
| September | 160,786 | 168,333 | |
| October | 112,378 | 122,800 | |
| November | 86,100 | 115,357 | |
| December | 185,960 | 84,998 | |

Median Price

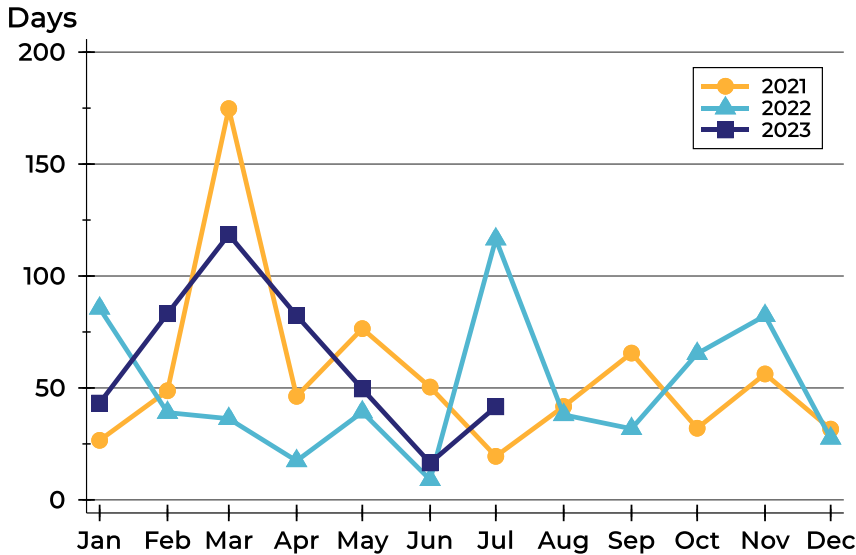


| Month | 2021 | 2022 | 2023 |
|-----------|---------|---------|----------------|
| January | 75,000 | 95,500 | 45,000 |
| February | 89,000 | 87,500 | 92,250 |
| March | 84,900 | 105,000 | 89,700 |
| April | 140,250 | 125,000 | 138,250 |
| May | 62,000 | 125,000 | 225,000 |
| June | 75,000 | 115,250 | 135,000 |
| July | 100,000 | 128,750 | 185,000 |
| August | 40,000 | 142,450 | |
| September | 189,000 | 140,000 | |
| October | 115,000 | 104,500 | |
| November | 74,700 | 92,500 | |
| December | 145,000 | 84,998 | |



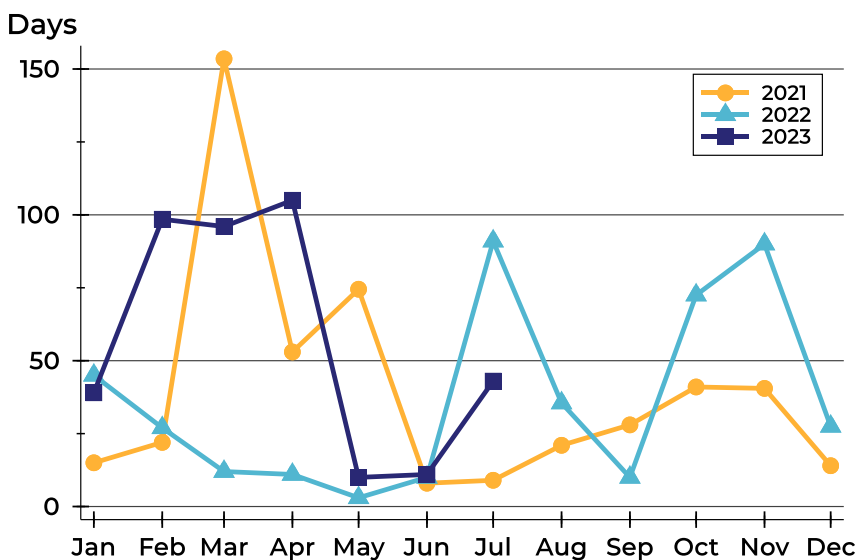
Brown County Contracts Written Analysis

Average DOM



| Month | 2021 | 2022 | 2023 |
|-----------|------|------|------------|
| January | 27 | 86 | 43 |
| February | 49 | 39 | 83 |
| March | 175 | 36 | 119 |
| April | 46 | 17 | 82 |
| May | 77 | 39 | 50 |
| June | 50 | 9 | 17 |
| July | 19 | 117 | 42 |
| August | 42 | 38 | |
| September | 66 | 32 | |
| October | 32 | 65 | |
| November | 56 | 82 | |
| December | 32 | 28 | |

Median DOM



| Month | 2021 | 2022 | 2023 |
|-----------|------|------|------------|
| January | 15 | 45 | 39 |
| February | 22 | 27 | 99 |
| March | 154 | 12 | 96 |
| April | 53 | 11 | 105 |
| May | 75 | 3 | 10 |
| June | 8 | 10 | 11 |
| July | 9 | 91 | 43 |
| August | 21 | 36 | |
| September | 28 | 10 | |
| October | 41 | 73 | |
| November | 41 | 90 | |
| December | 14 | 28 | |



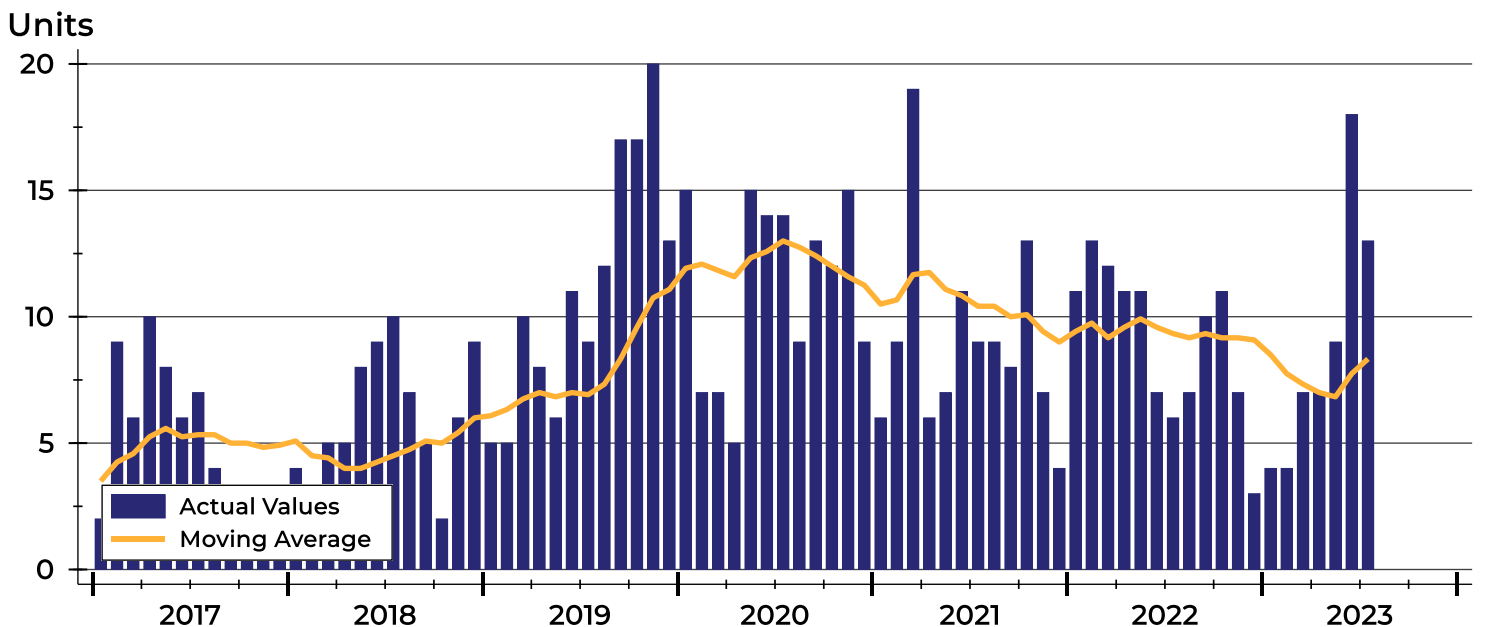
Brown County Pending Contracts Analysis

| Summary Statistics for Pending Contracts | | 2023 | End of July 2022 | Change |
|--|---------------------|---------|------------------|--------|
| Pending Contracts | | 13 | 6 | 116.7% |
| Volume (1,000s) | | 1,937 | 721 | 168.7% |
| Average | List Price | 148,985 | 120,233 | 23.9% |
| | Days on Market | 36 | 18 | 100.0% |
| | Percent of Original | 103.5% | 99.1% | 4.4% |
| Median | List Price | 150,000 | 119,750 | 25.3% |
| | Days on Market | 30 | 12 | 150.0% |
| | Percent of Original | 100.0% | 100.0% | 0.0% |

A total of 13 listings in Brown County had contracts pending at the end of July, up from 6 contracts pending at the end of July 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.

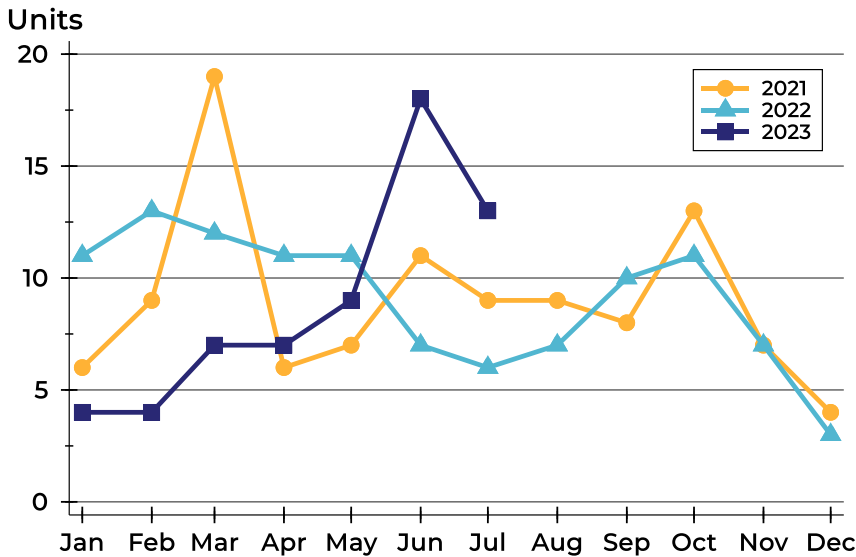
History of Pending Contracts





Brown County Pending Contracts Analysis

Pending Contracts by Month



| Month | 2021 | 2022 | 2023 |
|-----------|------|------|------|
| January | 6 | 11 | 4 |
| February | 9 | 13 | 4 |
| March | 19 | 12 | 7 |
| April | 6 | 11 | 7 |
| May | 7 | 11 | 9 |
| June | 11 | 7 | 18 |
| July | 9 | 6 | 13 |
| August | 9 | 7 | 7 |
| September | 8 | 10 | 10 |
| October | 13 | 11 | 11 |
| November | 7 | 7 | 7 |
| December | 4 | 3 | 3 |

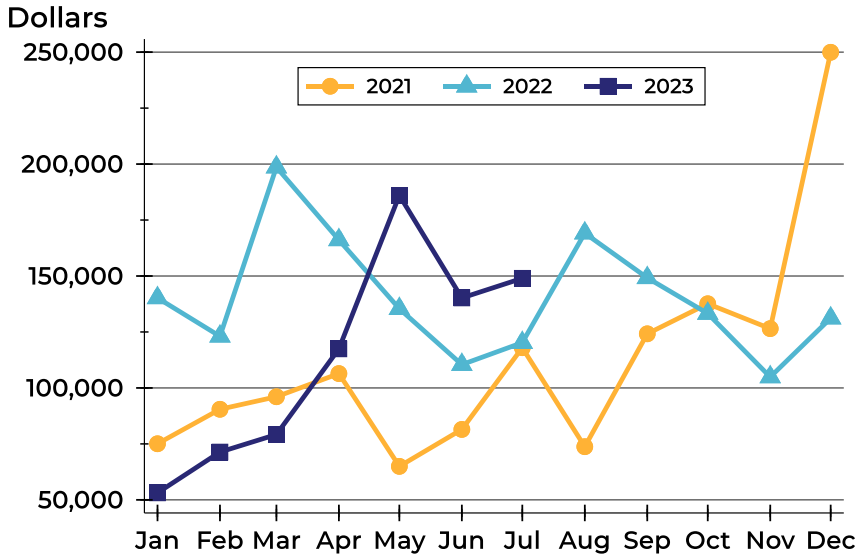
Pending Contracts by Price Range

| Price Range | Pending Contracts | | List Price | | Days on Market | | Price as % of Orig. | |
|---------------------|-------------------|---------|------------|---------|----------------|------|---------------------|--------|
| | Number | Percent | Average | Median | Avg. | Med. | Avg. | Med. |
| Below \$25,000 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A |
| \$25,000-\$49,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A |
| \$50,000-\$99,999 | 4 | 30.8% | 69,450 | 69,900 | 20 | 11 | 99.2% | 100.0% |
| \$100,000-\$124,999 | 1 | 7.7% | 115,000 | 115,000 | 49 | 49 | 100.0% | 100.0% |
| \$125,000-\$149,999 | 1 | 7.7% | 130,000 | 130,000 | 92 | 92 | 94.9% | 94.9% |
| \$150,000-\$174,999 | 2 | 15.4% | 157,500 | 157,500 | 61 | 61 | 100.0% | 100.0% |
| \$175,000-\$199,999 | 3 | 23.1% | 192,333 | 193,000 | 25 | 28 | 100.0% | 100.0% |
| \$200,000-\$249,999 | 1 | 7.7% | 212,000 | 212,000 | 3 | 3 | 100.0% | 100.0% |
| \$250,000-\$299,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A |
| \$300,000-\$399,999 | 1 | 7.7% | 310,000 | 310,000 | 44 | 44 | 154.4% | 154.4% |
| \$400,000-\$499,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A |
| \$500,000-\$749,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A |
| \$750,000-\$999,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A |
| \$1,000,000 and up | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A |



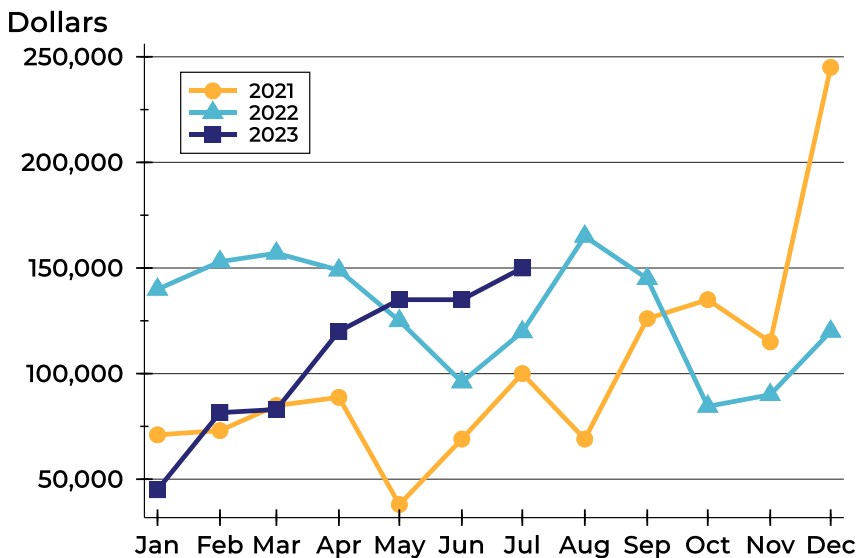
Brown County Pending Contracts Analysis

Average Price



| Month | 2021 | 2022 | 2023 |
|-----------|---------|---------|----------------|
| January | 75,067 | 140,218 | 53,125 |
| February | 90,478 | 123,077 | 71,375 |
| March | 96,074 | 198,625 | 79,200 |
| April | 106,417 | 166,136 | 117,457 |
| May | 64,970 | 135,400 | 186,044 |
| June | 81,481 | 110,429 | 140,200 |
| July | 117,967 | 120,233 | 148,985 |
| August | 73,766 | 169,143 | |
| September | 124,187 | 149,190 | |
| October | 137,608 | 133,245 | |
| November | 126,500 | 104,900 | |
| December | 249,950 | 131,167 | |

Median Price

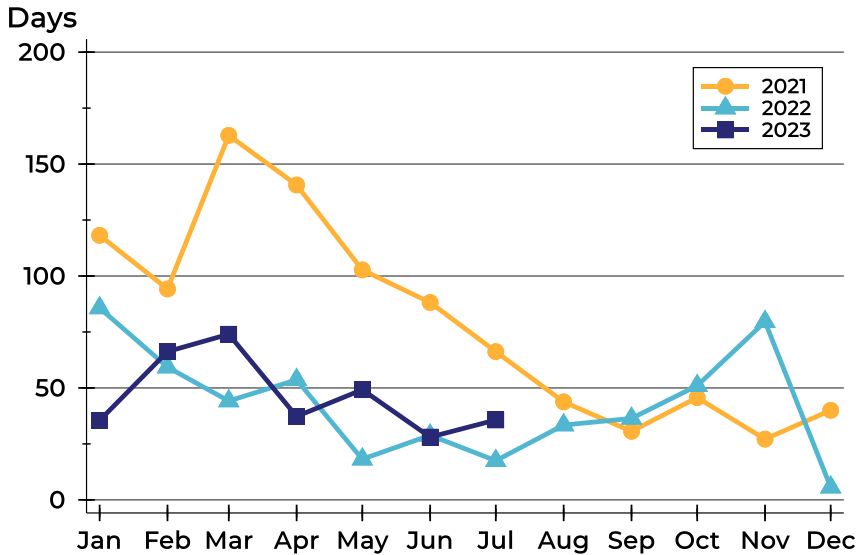


| Month | 2021 | 2022 | 2023 |
|-----------|---------|---------|----------------|
| January | 71,000 | 139,900 | 45,000 |
| February | 73,000 | 153,000 | 81,500 |
| March | 84,900 | 157,000 | 83,000 |
| April | 88,750 | 149,000 | 120,000 |
| May | 38,000 | 125,000 | 135,000 |
| June | 68,999 | 96,000 | 135,000 |
| July | 100,000 | 119,750 | 150,000 |
| August | 68,999 | 165,000 | |
| September | 126,000 | 144,950 | |
| October | 135,000 | 84,500 | |
| November | 115,000 | 90,000 | |
| December | 245,000 | 120,000 | |



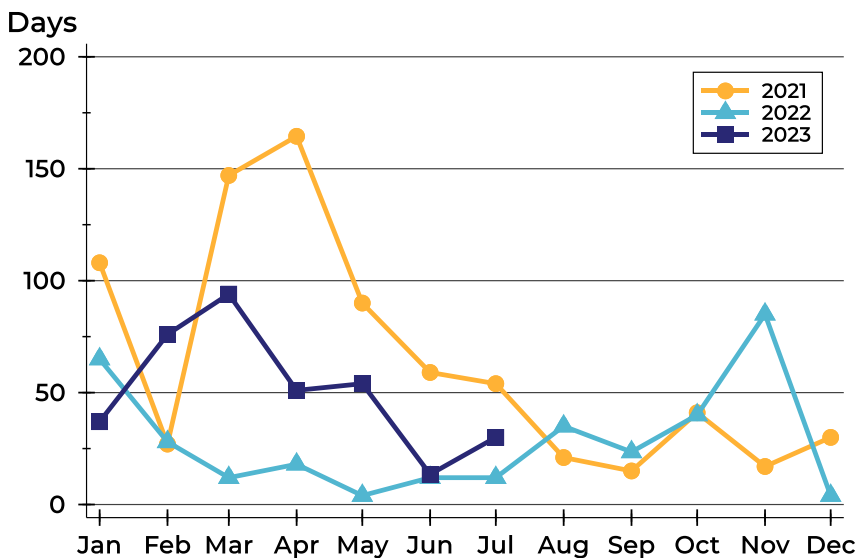
Brown County Pending Contracts Analysis

Average DOM



| Month | 2021 | 2022 | 2023 |
|-----------|------|------|-----------|
| January | 118 | 86 | 36 |
| February | 94 | 59 | 66 |
| March | 163 | 44 | 74 |
| April | 141 | 54 | 37 |
| May | 103 | 18 | 49 |
| June | 88 | 29 | 28 |
| July | 66 | 18 | 36 |
| August | 44 | 33 | |
| September | 31 | 36 | |
| October | 46 | 51 | |
| November | 27 | 80 | |
| December | 40 | 6 | |

Median DOM



| Month | 2021 | 2022 | 2023 |
|-----------|------|------|-----------|
| January | 108 | 65 | 37 |
| February | 27 | 28 | 76 |
| March | 147 | 12 | 94 |
| April | 165 | 18 | 51 |
| May | 90 | 4 | 54 |
| June | 59 | 12 | 14 |
| July | 54 | 12 | 30 |
| August | 21 | 35 | |
| September | 15 | 24 | |
| October | 41 | 40 | |
| November | 17 | 85 | |
| December | 30 | 4 | |

Nemaha County Housing Report



Market Overview

Nemaha County Home Sales Remained Constant in July

Total home sales in Nemaha County remained at 3 units last month, the same as in July 2022. Total sales volume was \$0.2 million, down from a year earlier.

The median sale price in July was \$44,000, down from \$230,000 a year earlier. Homes that sold in July were typically on the market for 25 days and sold for 98.3% of their list prices.

Nemaha County Active Listings Up at End of July

The total number of active listings in Nemaha County at the end of July was 8 units, up from 6 at the same point in 2022. This represents a 2.9 months' supply of homes available for sale. The median list price of homes on the market at the end of July was \$177,500.

During July, a total of 3 contracts were written down from 4 in July 2022. At the end of the month, there were 4 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
2023**

Northeast Kansas MLS Statistics



Nemaha County Summary Statistics

| July MLS Statistics Three-year History | | Current Month | | | Year-to-Date | | |
|--|--|--------------------------|--------------------------|-------------------------|-------------------------|-------------------------|-------------------------|
| | | 2023 | 2022 | 2021 | 2023 | 2022 | 2021 |
| Home Sales Change from prior year | | 3 0.0% | 3 50.0% | 2 0.0% | 22 4.8% | 21 23.5% | 17 21.4% |
| Active Listings Change from prior year | | 8 33.3% | 6 0.0% | 6 -25.0% | N/A | N/A | N/A |
| Months' Supply Change from prior year | | 2.9 61.1% | 1.8 -18.2% | 2.2 -54.2% | N/A | N/A | N/A |
| New Listings Change from prior year | | 4 300.0% | 1 -50.0% | 2 -71.4% | 27 -6.9% | 29 70.6% | 17 -26.1% |
| Contracts Written Change from prior year | | 3 -25.0% | 4 100.0% | 2 -50.0% | 20 -16.7% | 24 41.2% | 17 0.0% |
| Pending Contracts Change from prior year | | 4 33.3% | 3 -40.0% | 5 25.0% | N/A | N/A | N/A |
| Sales Volume (1,000s) Change from prior year | | 192 -73.9% | 735 635.0% | 100 -73.0% | 3,971 7.5% | 3,695 77.6% | 2,081 14.1% |
| Average | Sale Price Change from prior year | 64,000 -73.9% | 245,000 390.0% | 50,000 -73.0% | 180,500 2.6% | 175,952 43.8% | 122,382 -6.1% |
| | List Price of Actives Change from prior year | 174,975 -17.4% | 211,917 35.3% | 156,650 20.5% | N/A | N/A | N/A |
| | Days on Market Change from prior year | 37 23.3% | 30 -72.7% | 110 3566.7% | 44 83.3% | 24 -44.2% | 43 -78.1% |
| | Percent of List Change from prior year | 96.8% -0.4% | 97.2% 14.1% | 85.2% -13.1% | 94.5% -0.7% | 95.2% -2.7% | 97.8% 2.9% |
| | Percent of Original Change from prior year | 84.3% -13.3% | 97.2% 14.1% | 85.2% -13.1% | 90.8% -2.9% | 93.5% -3.1% | 96.5% 10.4% |
| Median | Sale Price Change from prior year | 44,000 -80.9% | 230,000 360.0% | 50,000 -73.0% | 164,750 -0.2% | 165,000 85.4% | 89,000 -21.4% |
| | List Price of Actives Change from prior year | 177,500 -14.3% | 207,000 30.4% | 158,750 32.3% | N/A | N/A | N/A |
| | Days on Market Change from prior year | 25 31.6% | 19 -82.7% | 110 3566.7% | 19 72.7% | 11 -21.4% | 14 -90.9% |
| | Percent of List Change from prior year | 98.3% 2.6% | 95.8% 12.4% | 85.2% -13.1% | 95.8% 0.0% | 95.8% -4.2% | 100.0% 3.4% |
| | Percent of Original Change from prior year | 92.6% -3.3% | 95.8% 12.4% | 85.2% -13.1% | 93.4% -2.5% | 95.8% 0.3% | 95.5% 8.2% |

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



Nemaha County Closed Listings Analysis

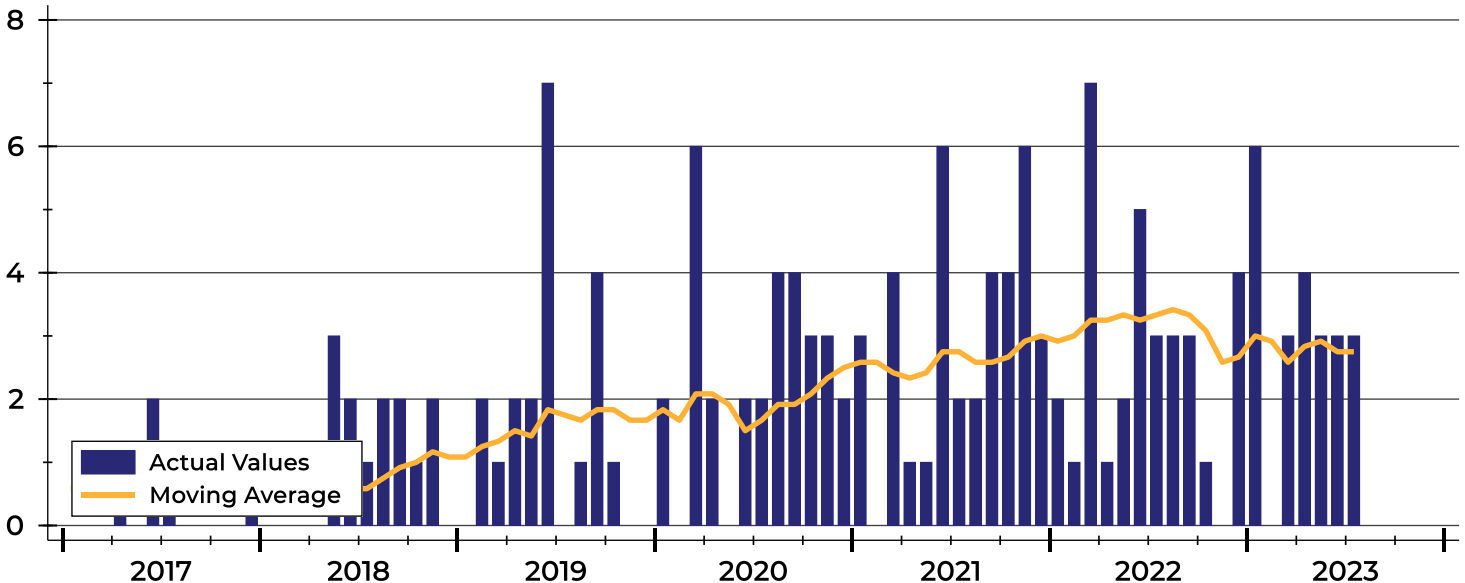
| Summary Statistics for Closed Listings | | 2023 | July 2022 | Change | 2023 | Year-to-Date 2022 | Change |
|--|---------------------|--------|-----------|--------|---------|-------------------|--------|
| Closed Listings | | 3 | 3 | 0.0% | 22 | 21 | 4.8% |
| Volume (1,000s) | | 192 | 735 | -73.9% | 3,971 | 3,695 | 7.5% |
| Months' Supply | | 2.9 | 1.8 | 61.1% | N/A | N/A | N/A |
| Average | Sale Price | 64,000 | 245,000 | -73.9% | 180,500 | 175,952 | 2.6% |
| | Days on Market | 37 | 30 | 23.3% | 44 | 24 | 83.3% |
| | Percent of List | 96.8% | 97.2% | -0.4% | 94.5% | 95.2% | -0.7% |
| | Percent of Original | 84.3% | 97.2% | -13.3% | 90.8% | 93.5% | -2.9% |
| Median | Sale Price | 44,000 | 230,000 | -80.9% | 164,750 | 165,000 | -0.2% |
| | Days on Market | 25 | 19 | 31.6% | 19 | 11 | 72.7% |
| | Percent of List | 98.3% | 95.8% | 2.6% | 95.8% | 95.8% | 0.0% |
| | Percent of Original | 92.6% | 95.8% | -3.3% | 93.4% | 95.8% | -2.5% |

A total of 3 homes sold in Nemaha County in July, showing no change from July 2022. Total sales volume fell to \$0.2 million compared to \$0.7 million in the previous year.

The median sales price in July was \$44,000, down 80.9% compared to the prior year. Median days on market was 25 days, down from 64 days in June, but up from 19 in July 2022.

History of Closed Listings

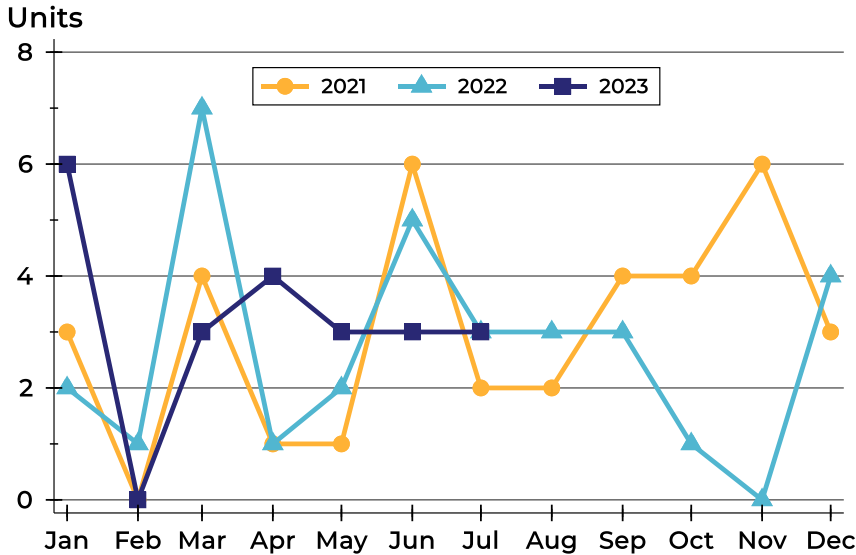
Units





Nemaha County Closed Listings Analysis

Closed Listings by Month



| Month | 2021 | 2022 | 2023 |
|-----------|------|------|----------|
| January | 3 | 2 | 6 |
| February | 0 | 1 | 0 |
| March | 4 | 7 | 3 |
| April | 1 | 1 | 4 |
| May | 1 | 2 | 3 |
| June | 6 | 5 | 3 |
| July | 2 | 3 | 3 |
| August | 2 | 3 | |
| September | 4 | 3 | |
| October | 4 | 1 | |
| November | 6 | 0 | |
| December | 3 | 4 | |

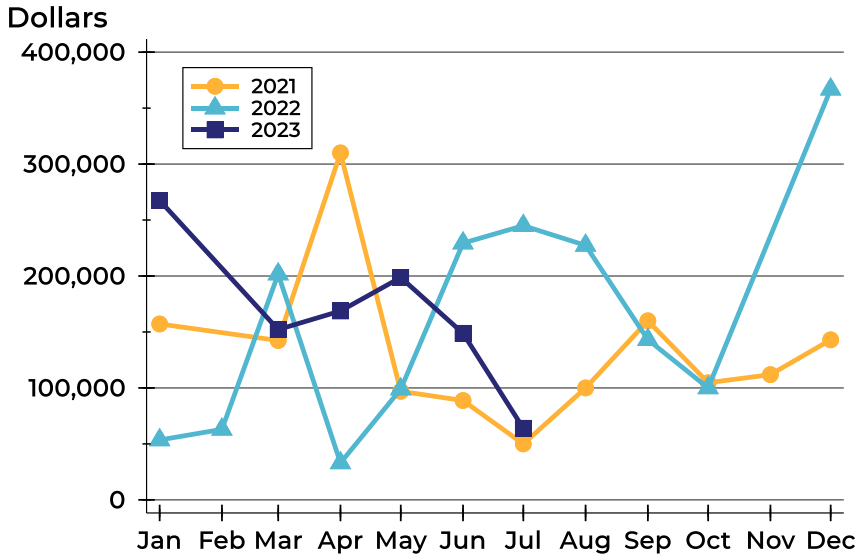
Closed Listings by Price Range

| 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 | 2 | 66.7% | 12.0 | 39,500 | 39,500 | 43 | 43 | 96.1% | 96.1% | 80.2% | 80.2% |
| \$50,000-\$99,999 | 0 | 0.0% | 2.4 | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A |
| \$100,000-\$124,999 | 1 | 33.3% | 0.0 | 113,000 | 113,000 | 25 | 25 | 98.3% | 98.3% | 92.6% | 92.6% |
| \$125,000-\$149,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A |
| \$150,000-\$174,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A |
| \$175,000-\$199,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A |
| \$200,000-\$249,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A |
| \$250,000-\$299,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A |
| \$300,000-\$399,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A |
| \$400,000-\$499,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A |
| \$500,000-\$749,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A |
| \$750,000-\$999,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A |
| \$1,000,000 and up | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A |



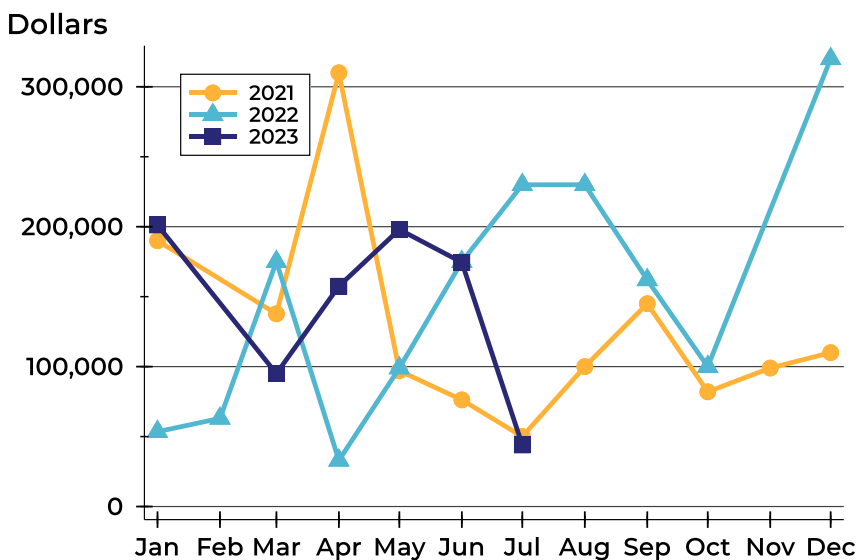
Nemaha County Closed Listings Analysis

Average Price



| Month | 2021 | 2022 | 2023 |
|-----------|---------|---------|----------------|
| January | 157,167 | 53,500 | 267,500 |
| February | N/A | 63,000 | N/A |
| March | 142,375 | 201,714 | 152,167 |
| April | 310,000 | 33,000 | 168,750 |
| May | 97,000 | 99,000 | 198,667 |
| June | 88,750 | 229,400 | 148,833 |
| July | 50,000 | 245,000 | 64,000 |
| August | 100,000 | 227,367 | |
| September | 160,000 | 143,167 | |
| October | 104,625 | 100,000 | |
| November | 111,917 | N/A | |
| December | 143,000 | 366,875 | |

Median Price

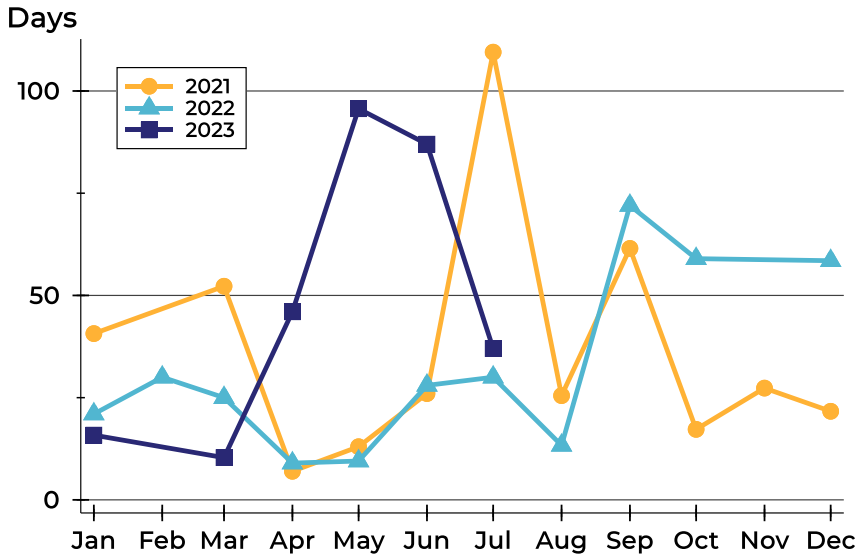


| Month | 2021 | 2022 | 2023 |
|-----------|---------|---------|----------------|
| January | 190,000 | 53,500 | 201,250 |
| February | N/A | 63,000 | N/A |
| March | 137,750 | 175,000 | 95,000 |
| April | 310,000 | 33,000 | 157,500 |
| May | 97,000 | 99,000 | 198,000 |
| June | 76,250 | 175,000 | 174,500 |
| July | 50,000 | 230,000 | 44,000 |
| August | 100,000 | 230,000 | |
| September | 145,000 | 162,000 | |
| October | 82,000 | 100,000 | |
| November | 99,000 | N/A | |
| December | 110,000 | 320,000 | |



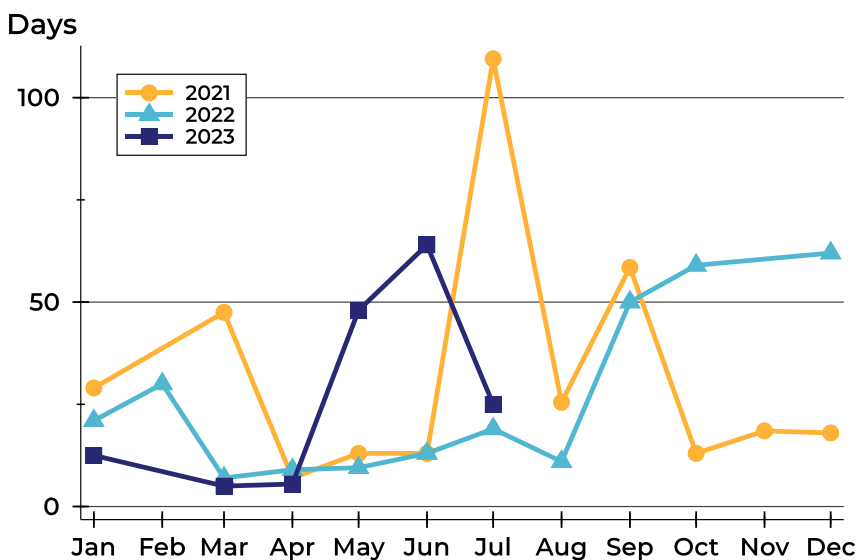
Nemaha County Closed Listings Analysis

Average DOM



| Month | 2021 | 2022 | 2023 |
|-----------|------|------|------------|
| January | 41 | 21 | 16 |
| February | N/A | 30 | N/A |
| March | 52 | 25 | 10 |
| April | 7 | 9 | 46 |
| May | 13 | 10 | 96 |
| June | 26 | 28 | 87 |
| July | 110 | 30 | 37 |
| August | 26 | 13 | |
| September | 62 | 72 | |
| October | 17 | 59 | |
| November | 27 | N/A | |
| December | 22 | 59 | |

Median DOM



| Month | 2021 | 2022 | 2023 |
|-----------|------|------|------------|
| January | 29 | 21 | 13 |
| February | N/A | 30 | N/A |
| March | 48 | 7 | 5 |
| April | 7 | 9 | 6 |
| May | 13 | 10 | 48 |
| June | 13 | 13 | 64 |
| July | 110 | 19 | 25 |
| August | 26 | 11 | |
| September | 59 | 50 | |
| October | 13 | 59 | |
| November | 19 | N/A | |
| December | 18 | 62 | |



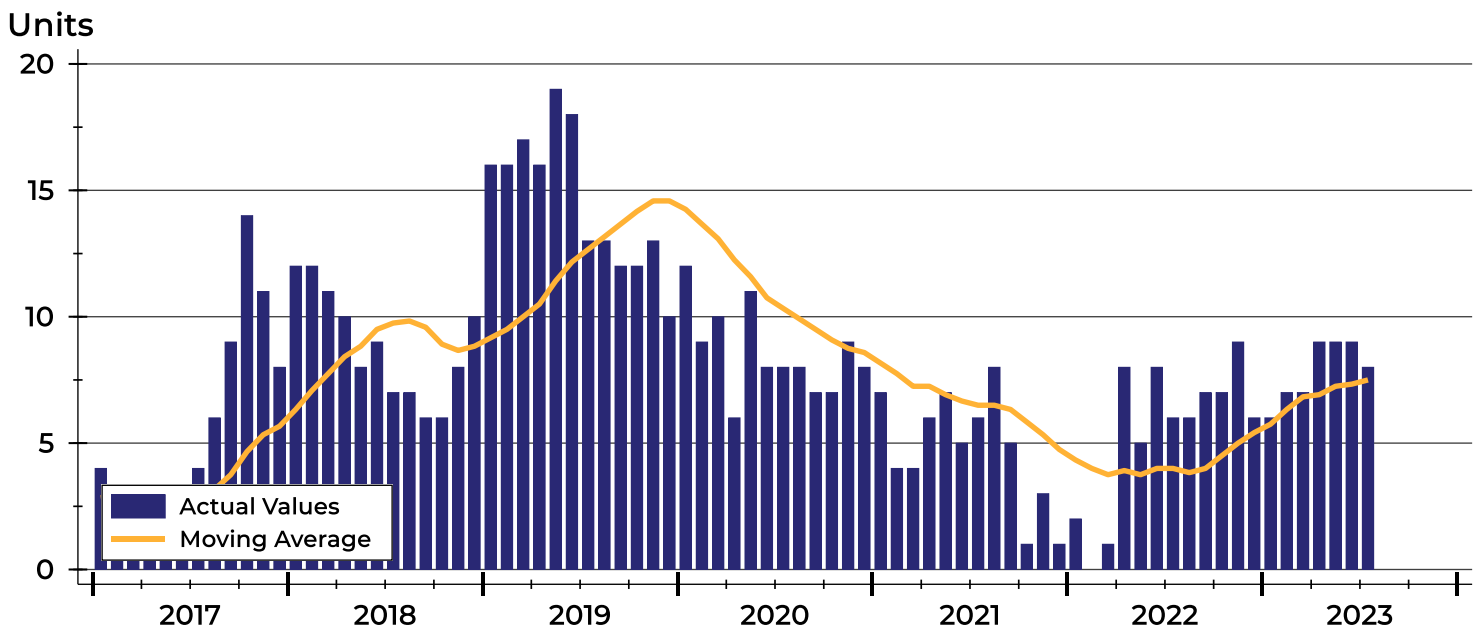
Nemaha County Active Listings Analysis

| Summary Statistics for Active Listings | | 2023 | End of July 2022 | Change |
|--|---------------------|---------|------------------|--------|
| Active Listings | | 8 | 6 | 33.3% |
| Volume (1,000s) | | 1,400 | 1,272 | 10.1% |
| Months' Supply | | 2.9 | 1.8 | 61.1% |
| Average | List Price | 174,975 | 211,917 | -17.4% |
| | Days on Market | 75 | 75 | 0.0% |
| | Percent of Original | 91.2% | 80.8% | 12.9% |
| Median | List Price | 177,500 | 207,000 | -14.3% |
| | Days on Market | 85 | 69 | 23.2% |
| | Percent of Original | 93.7% | 93.1% | 0.6% |

A total of 8 homes were available for sale in Nemaha County at the end of July. This represents a 2.9 months' supply of active listings.

The median list price of homes on the market at the end of July was \$177,500, down 14.3% from 2022. The typical time on market for active listings was 85 days, up from 69 days a year earlier.

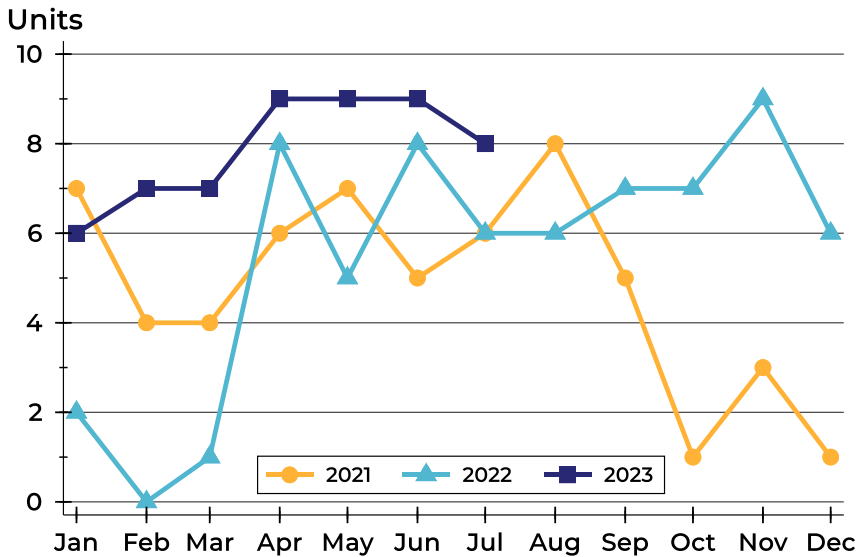
History of Active Listings





Nemaha County Active Listings Analysis

Active Listings by Month



| Month | 2021 | 2022 | 2023 |
|-----------|------|------|----------|
| January | 7 | 2 | 6 |
| February | 4 | 0 | 7 |
| March | 4 | 1 | 7 |
| April | 6 | 8 | 9 |
| May | 7 | 5 | 9 |
| June | 5 | 8 | 9 |
| July | 6 | 6 | 8 |
| August | 8 | 6 | |
| September | 5 | 7 | |
| October | 1 | 7 | |
| November | 3 | 9 | |
| December | 1 | 6 | |

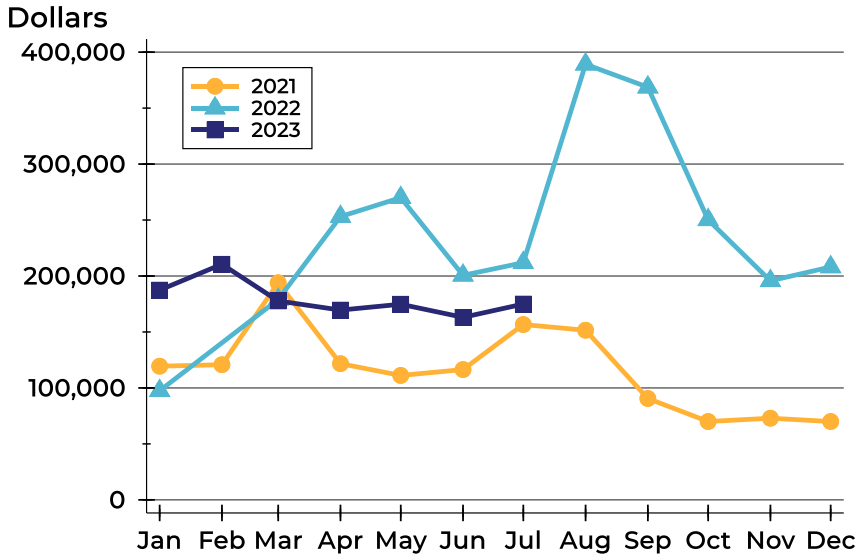
Active Listings by Price Range

| Price Range | Active Listings Number | Active Listings Percent | Months' Supply | List Price Average | List Price Median | Days on Market Avg. | Days on Market Med. | Price as % of Orig. Avg. | Price as % of Orig. Med. |
|---------------------|------------------------|-------------------------|----------------|--------------------|-------------------|---------------------|---------------------|--------------------------|--------------------------|
| Below \$25,000 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A | N/A |
| \$25,000-\$49,999 | 2 | 25.0% | 12.0 | 34,900 | 34,900 | 85 | 85 | 87.5% | 87.5% |
| \$50,000-\$99,999 | 1 | 12.5% | 2.4 | 75,000 | 75,000 | 1 | 1 | 100.0% | 100.0% |
| \$100,000-\$124,999 | 0 | 0.0% | 0.0 | N/A | N/A | N/A | N/A | N/A | N/A |
| \$125,000-\$149,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A | N/A |
| \$150,000-\$174,999 | 1 | 12.5% | N/A | 150,000 | 150,000 | 179 | 179 | 85.7% | 85.7% |
| \$175,000-\$199,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A | N/A |
| \$200,000-\$249,999 | 2 | 25.0% | N/A | 215,000 | 215,000 | 56 | 56 | 84.3% | 84.3% |
| \$250,000-\$299,999 | 1 | 12.5% | N/A | 275,000 | 275,000 | 49 | 49 | 100.0% | 100.0% |
| \$300,000-\$399,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A | N/A |
| \$400,000-\$499,999 | 1 | 12.5% | N/A | 400,000 | 400,000 | 86 | 86 | 100.0% | 100.0% |
| \$500,000-\$749,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A | N/A |
| \$750,000-\$999,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A | N/A |
| \$1,000,000 and up | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A | N/A |



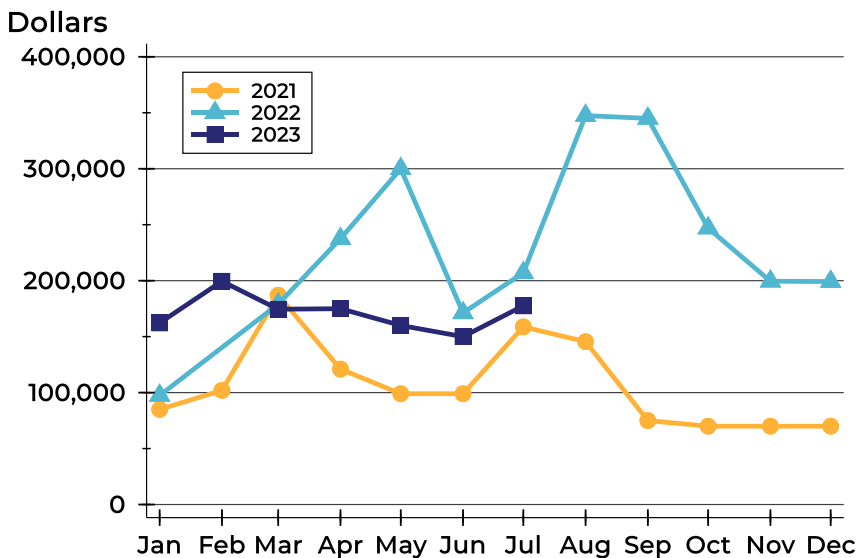
Nemaha County Active Listings Analysis

Average Price



| Month | 2021 | 2022 | 2023 |
|-----------|---------|---------|----------------|
| January | 119,429 | 97,500 | 187,417 |
| February | 120,750 | N/A | 210,500 |
| March | 194,000 | 179,000 | 177,714 |
| April | 121,683 | 253,113 | 169,555 |
| May | 111,157 | 269,980 | 174,800 |
| June | 116,420 | 200,613 | 163,089 |
| July | 156,650 | 211,917 | 174,975 |
| August | 151,550 | 389,167 | |
| September | 90,580 | 368,700 | |
| October | 70,000 | 250,214 | |
| November | 72,967 | 195,722 | |
| December | 70,000 | 208,083 | |

Median Price

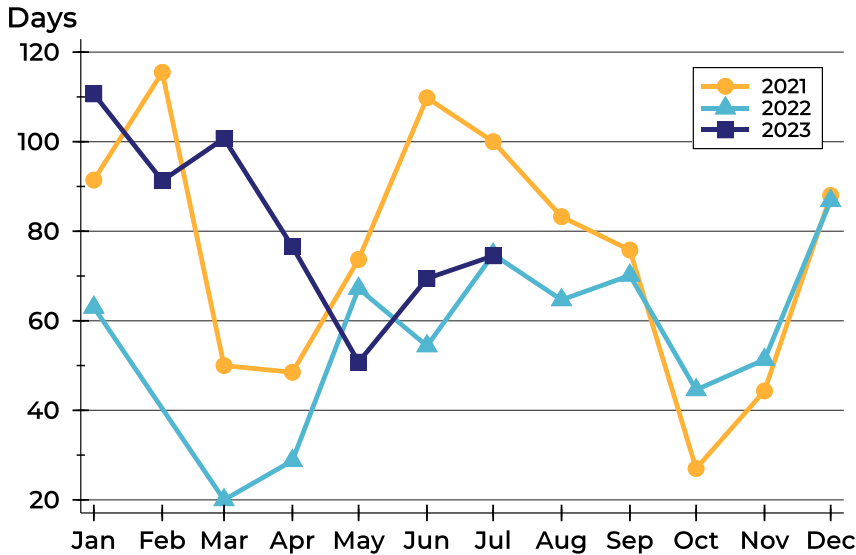


| Month | 2021 | 2022 | 2023 |
|-----------|---------|---------|----------------|
| January | 85,000 | 97,500 | 162,250 |
| February | 102,000 | N/A | 199,500 |
| March | 187,000 | 179,000 | 174,500 |
| April | 121,000 | 237,500 | 175,000 |
| May | 99,000 | 300,000 | 160,000 |
| June | 99,000 | 171,250 | 150,000 |
| July | 158,750 | 207,000 | 177,500 |
| August | 145,500 | 347,500 | |
| September | 75,000 | 345,000 | |
| October | 70,000 | 247,000 | |
| November | 70,000 | 199,500 | |
| December | 70,000 | 199,250 | |



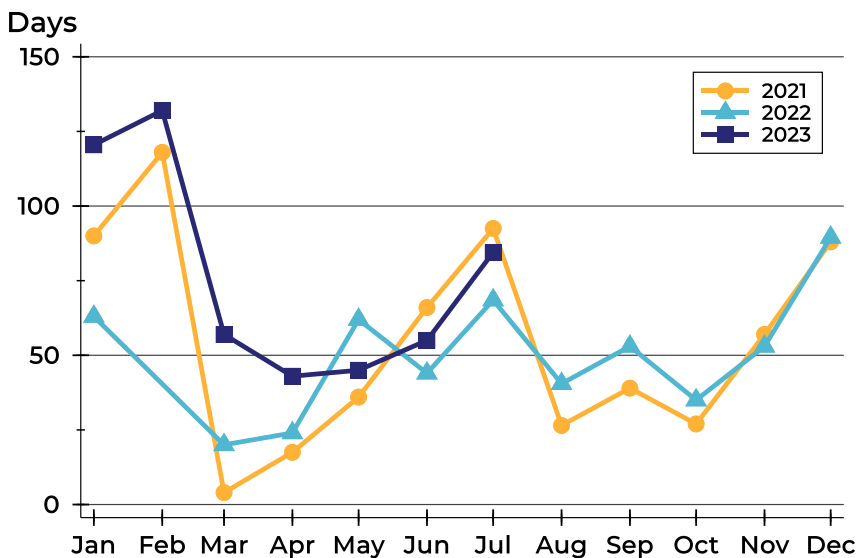
Nemaha County Active Listings Analysis

Average DOM



| Month | 2021 | 2022 | 2023 |
|-----------|------|------|------------|
| January | 91 | 63 | 111 |
| February | 116 | N/A | 91 |
| March | 50 | 20 | 101 |
| April | 49 | 29 | 77 |
| May | 74 | 67 | 51 |
| June | 110 | 54 | 69 |
| July | 100 | 75 | 75 |
| August | 83 | 65 | |
| September | 76 | 70 | |
| October | 27 | 45 | |
| November | 44 | 51 | |
| December | 88 | 87 | |

Median DOM

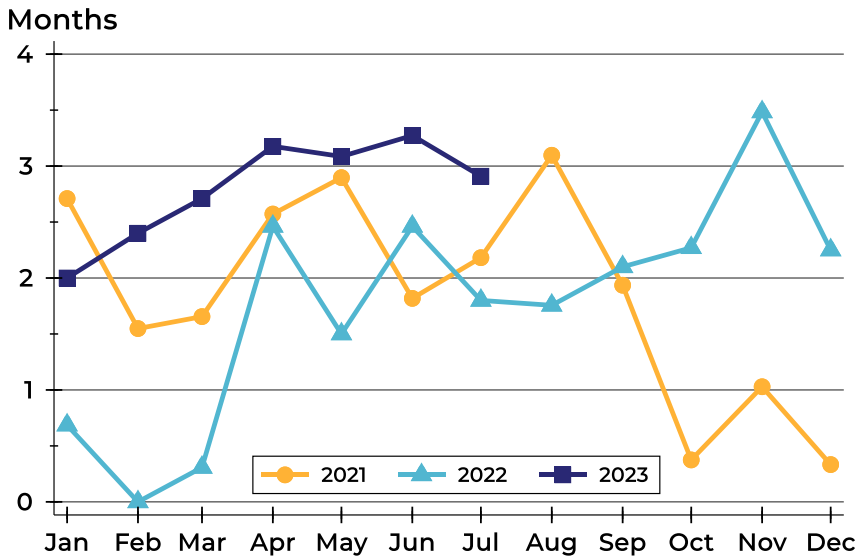


| Month | 2021 | 2022 | 2023 |
|-----------|------|------|------------|
| January | 90 | 63 | 121 |
| February | 118 | N/A | 132 |
| March | 4 | 20 | 57 |
| April | 18 | 24 | 43 |
| May | 36 | 62 | 45 |
| June | 66 | 44 | 55 |
| July | 93 | 69 | 85 |
| August | 27 | 41 | |
| September | 39 | 53 | |
| October | 27 | 35 | |
| November | 57 | 53 | |
| December | 88 | 90 | |



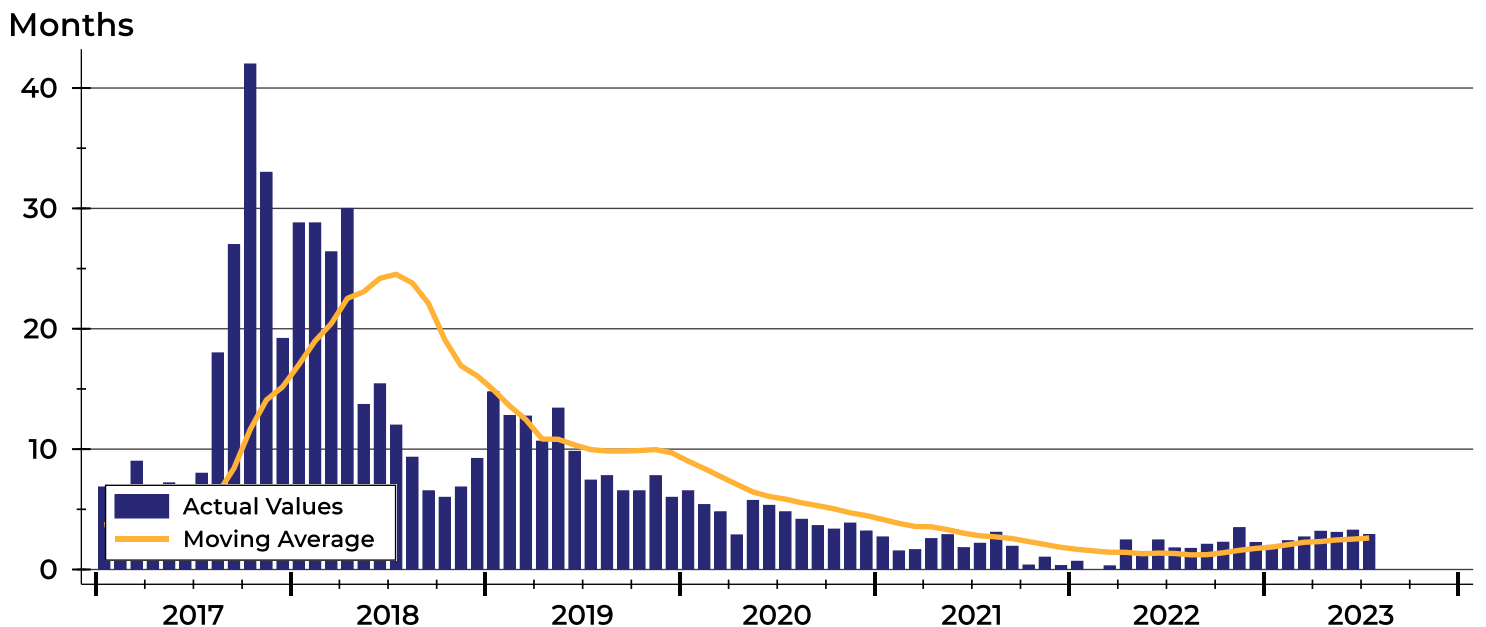
Nemaha County Months' Supply Analysis

Months' Supply by Month



| Month | 2021 | 2022 | 2023 |
|-----------|------|------|------------|
| January | 2.7 | 0.7 | 2.0 |
| February | 1.5 | 0.0 | 2.4 |
| March | 1.7 | 0.3 | 2.7 |
| April | 2.6 | 2.5 | 3.2 |
| May | 2.9 | 1.5 | 3.1 |
| June | 1.8 | 2.5 | 3.3 |
| July | 2.2 | 1.8 | 2.9 |
| August | 3.1 | 1.8 | |
| September | 1.9 | 2.1 | |
| October | 0.4 | 2.3 | |
| November | 1.0 | 3.5 | |
| December | 0.3 | 2.3 | |

History of Month's Supply





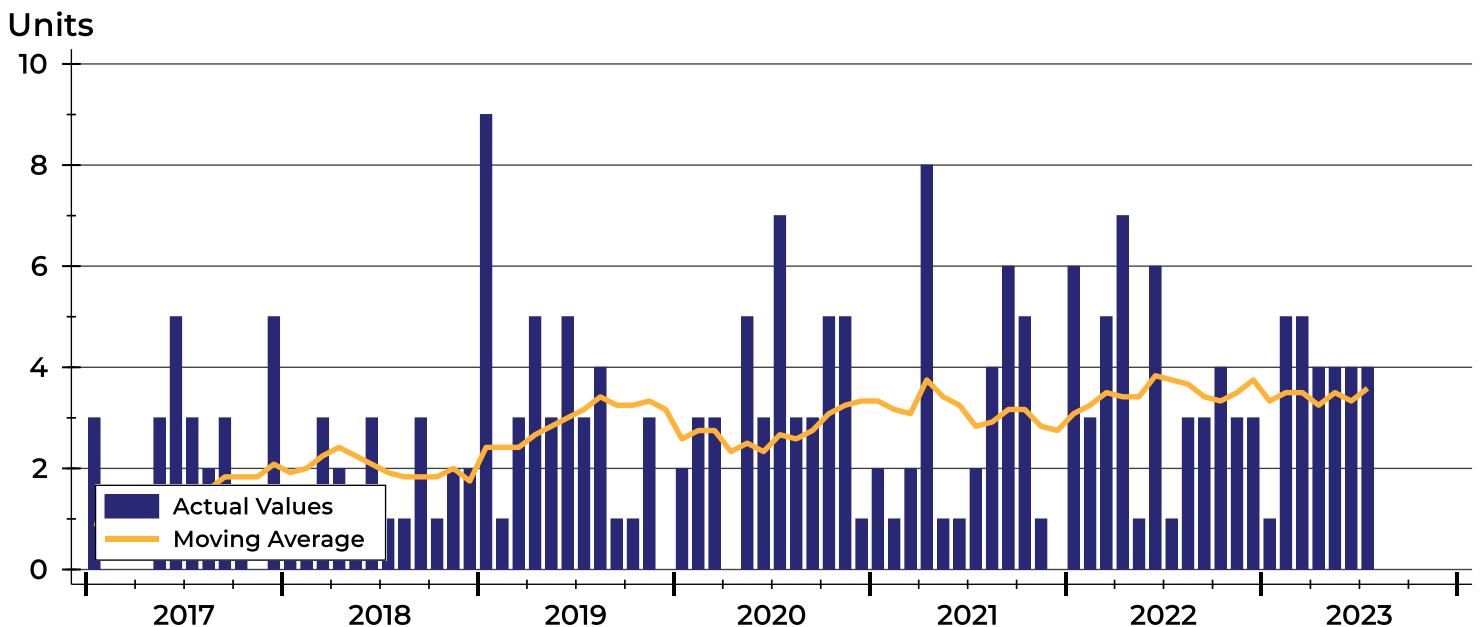
Nemaha County New Listings Analysis

| Summary Statistics for New Listings | | 2023 | July 2022 | Change |
|-------------------------------------|--------------------|---------|-----------|--------|
| Current Month | New Listings | 4 | 1 | 300.0% |
| | Volume (1,000s) | 810 | 130 | 523.1% |
| | Average List Price | 202,500 | 130,000 | 55.8% |
| | Median List Price | 185,000 | 130,000 | 42.3% |
| Year-to-Date | New Listings | 27 | 29 | -6.9% |
| | Volume (1,000s) | 4,780 | 5,790 | -17.4% |
| | Average List Price | 177,048 | 199,648 | -11.3% |
| | Median List Price | 159,000 | 165,000 | -3.6% |

A total of 4 new listings were added in Nemaha County during July, up 300.0% from the same month in 2022. Year-to-date Nemaha County has seen 27 new listings.

The median list price of these homes was \$185,000 up from \$130,000 in 2022.

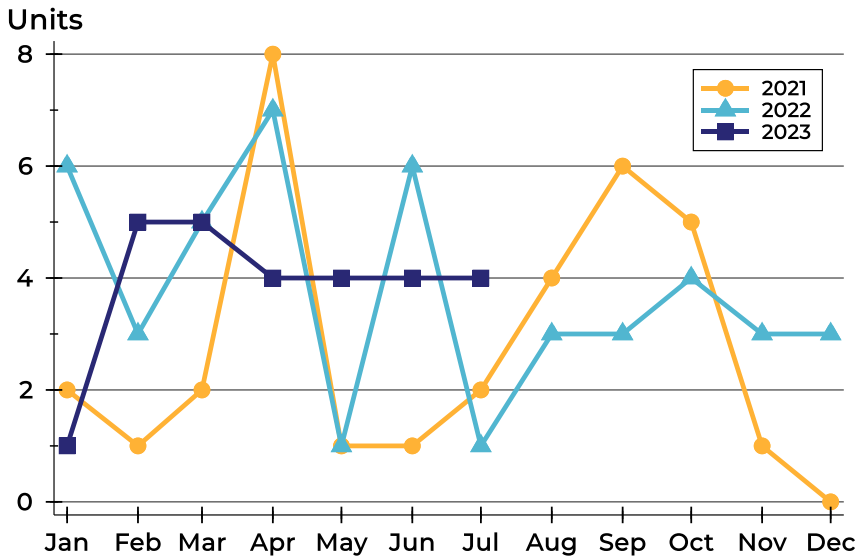
History of New Listings





Nemaha County New Listings Analysis

New Listings by Month



| Month | 2021 | 2022 | 2023 |
|-----------|------|------|------|
| January | 2 | 6 | 1 |
| February | 1 | 3 | 5 |
| March | 2 | 5 | 5 |
| April | 8 | 7 | 4 |
| May | 1 | 1 | 4 |
| June | 1 | 6 | 4 |
| July | 2 | 1 | 4 |
| August | 4 | 3 | 4 |
| September | 6 | 3 | 4 |
| October | 5 | 4 | 4 |
| November | 1 | 3 | 4 |
| December | 0 | 3 | 4 |

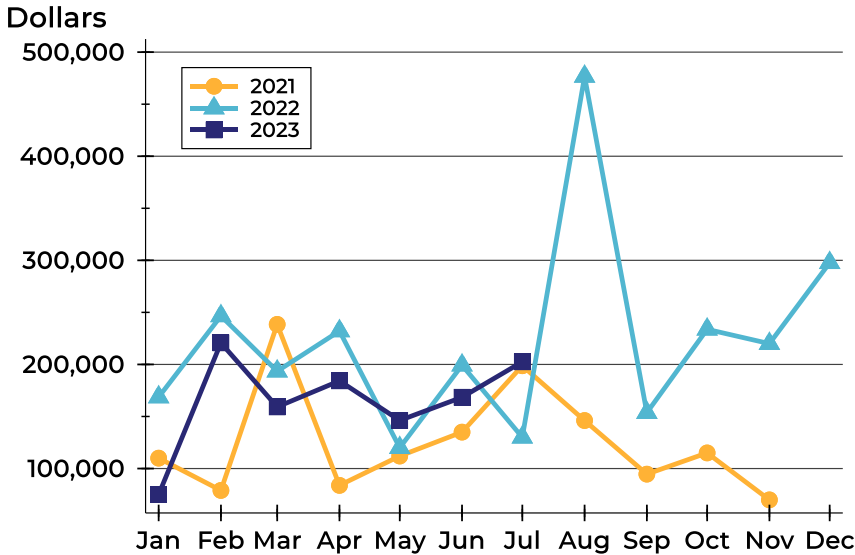
New Listings by Price Range

| 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 | 25.0% | 75,000 | 75,000 | 7 | 7 | 100.0% | 100.0% |
| \$100,000-\$124,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A |
| \$125,000-\$149,999 | 1 | 25.0% | 145,000 | 145,000 | 7 | 7 | 100.0% | 100.0% |
| \$150,000-\$174,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A |
| \$175,000-\$199,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A |
| \$200,000-\$249,999 | 1 | 25.0% | 225,000 | 225,000 | 9 | 9 | 100.0% | 100.0% |
| \$250,000-\$299,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A |
| \$300,000-\$399,999 | 1 | 25.0% | 365,000 | 365,000 | 5 | 5 | 100.0% | 100.0% |
| \$400,000-\$499,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A |
| \$500,000-\$749,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A |
| \$750,000-\$999,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A |
| \$1,000,000 and up | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A |



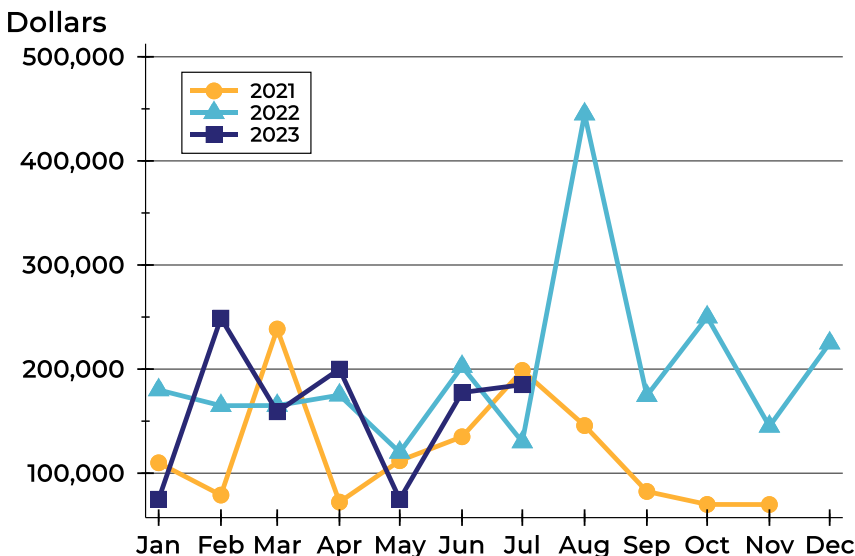
Nemaha County New Listings Analysis

Average Price



| Month | 2021 | 2022 | 2023 |
|-----------|---------|---------|----------------|
| January | 110,000 | 168,667 | 75,000 |
| February | 79,000 | 246,600 | 220,700 |
| March | 238,500 | 193,500 | 159,200 |
| April | 83,825 | 232,143 | 184,250 |
| May | 112,000 | 120,000 | 146,200 |
| June | 135,000 | 199,250 | 168,500 |
| July | 198,750 | 130,000 | 202,500 |
| August | 146,125 | 476,667 | |
| September | 94,633 | 153,667 | |
| October | 115,000 | 233,750 | |
| November | 69,900 | 220,000 | |
| December | N/A | 297,667 | |

Median Price



| Month | 2021 | 2022 | 2023 |
|-----------|---------|---------|----------------|
| January | 110,000 | 180,000 | 75,000 |
| February | 79,000 | 164,900 | 249,000 |
| March | 238,500 | 165,000 | 159,000 |
| April | 72,250 | 175,000 | 200,000 |
| May | 112,000 | 120,000 | 74,950 |
| June | 135,000 | 202,500 | 177,500 |
| July | 198,750 | 130,000 | 185,000 |
| August | 145,750 | 445,000 | |
| September | 82,450 | 174,500 | |
| October | 70,000 | 250,000 | |
| November | 69,900 | 145,000 | |
| December | N/A | 225,000 | |



**July
2023**

Northeast Kansas MLS Statistics



Nemaha County Contracts Written Analysis

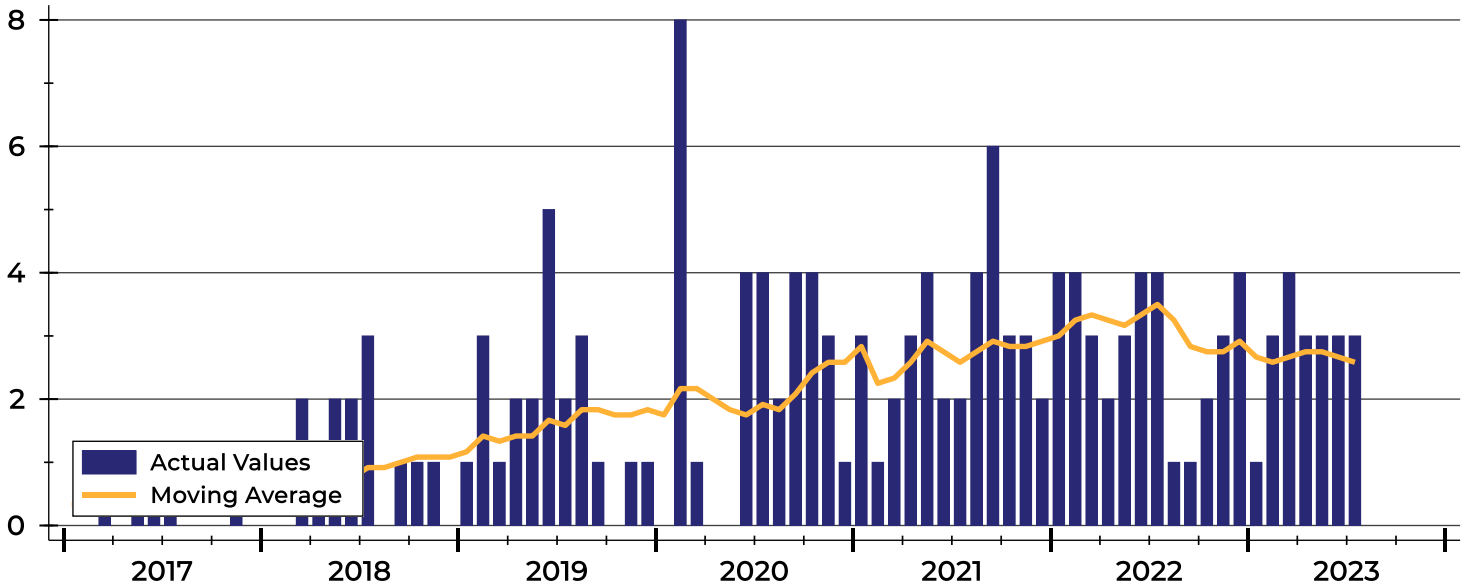
| Summary Statistics for Contracts Written | | 2023 | July 2022 | Change | Year-to-Date | | |
|--|---------------------|----------------|-----------|--------|----------------|---------|--------|
| | | 2023 | 2022 | | 2023 | 2022 | Change |
| Contracts Written | | 3 | 4 | -25.0% | 20 | 24 | -16.7% |
| Volume (1,000s) | | 548 | 647 | -15.3% | 3,400 | 4,635 | -26.6% |
| Average | Sale Price | 182,667 | 161,625 | 13.0% | 170,000 | 193,125 | -12.0% |
| | Days on Market | 33 | 27 | 22.2% | 47 | 23 | 104.3% |
| | Percent of Original | 86.8% | 97.7% | -11.2% | 89.3% | 95.9% | -6.9% |
| Median | Sale Price | 145,000 | 150,000 | -3.3% | 152,000 | 170,000 | -10.6% |
| | Days on Market | 7 | 23 | -69.6% | 19 | 11 | 72.7% |
| | Percent of Original | 100.0% | 99.1% | 0.9% | 93.1% | 96.8% | -3.8% |

A total of 3 contracts for sale were written in Nemaha County during the month of July, down from 4 in 2022. The median list price of these homes was \$145,000, down from \$150,000 the prior year.

Half of the homes that went under contract in July were on the market less than 7 days, compared to 23 days in July 2022.

History of Contracts Written

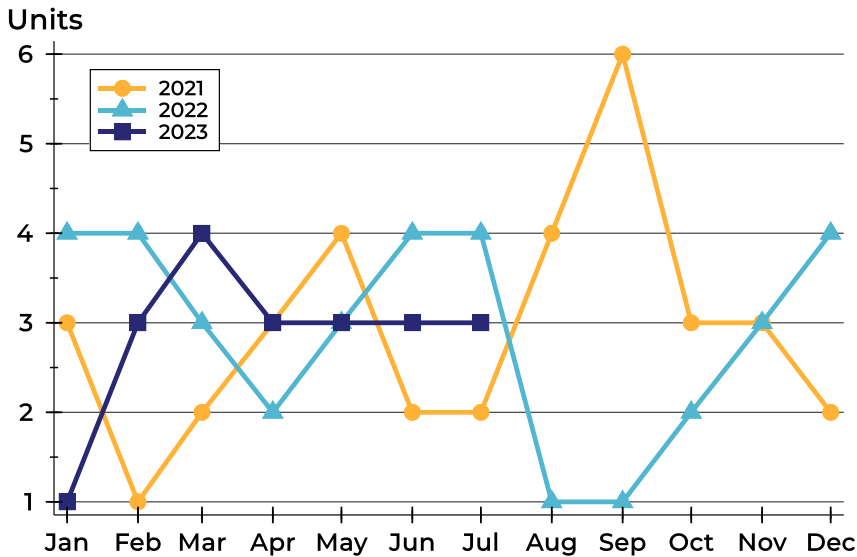
Units





Nemaha County Contracts Written Analysis

Contracts Written by Month



| Month | 2021 | 2022 | 2023 |
|-----------|------|------|------|
| January | 3 | 4 | 1 |
| February | 1 | 4 | 3 |
| March | 2 | 3 | 4 |
| April | 3 | 2 | 3 |
| May | 4 | 3 | 3 |
| June | 2 | 4 | 3 |
| July | 2 | 4 | 3 |
| August | 4 | 1 | 3 |
| September | 6 | 1 | 3 |
| October | 3 | 2 | 3 |
| November | 3 | 3 | 3 |
| December | 2 | 4 | 3 |

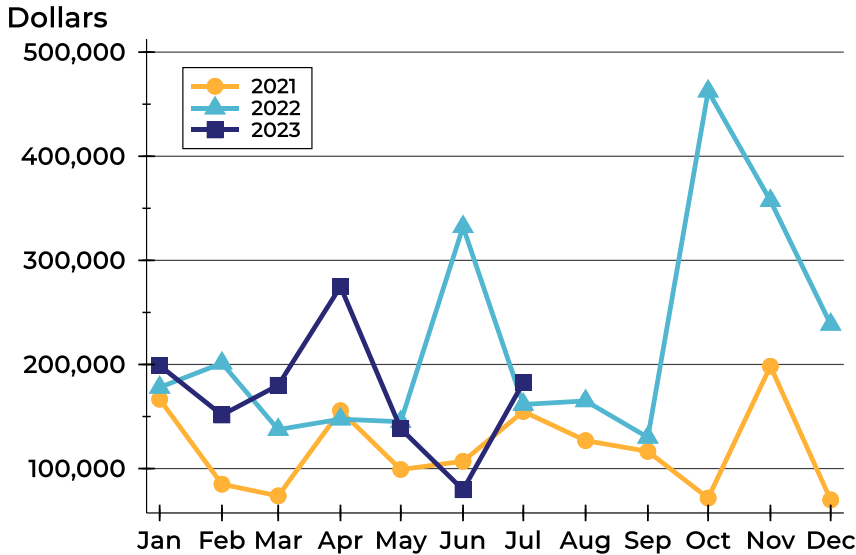
Contracts Written by Price Range

| 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 | 33.3% | 38,000 | 38,000 | 86 | 86 | 60.3% | 60.3% |
| \$50,000-\$99,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A |
| \$100,000-\$124,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A |
| \$125,000-\$149,999 | 1 | 33.3% | 145,000 | 145,000 | 7 | 7 | 100.0% | 100.0% |
| \$150,000-\$174,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A |
| \$175,000-\$199,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A |
| \$200,000-\$249,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A |
| \$250,000-\$299,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A |
| \$300,000-\$399,999 | 1 | 33.3% | 365,000 | 365,000 | 5 | 5 | 100.0% | 100.0% |
| \$400,000-\$499,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A |
| \$500,000-\$749,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A |
| \$750,000-\$999,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A |
| \$1,000,000 and up | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A |



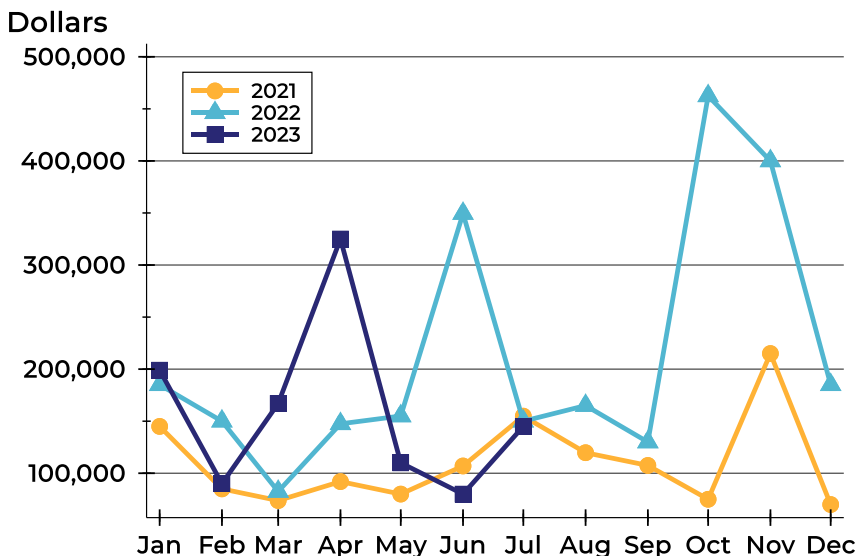
Nemaha County Contracts Written Analysis

Average Price



| Month | 2021 | 2022 | 2023 |
|------------------|---------|---------|----------------|
| January | 166,633 | 178,000 | 199,000 |
| February | 85,000 | 201,250 | 151,500 |
| March | 73,750 | 137,500 | 180,000 |
| April | 155,667 | 147,500 | 274,833 |
| May | 99,125 | 145,000 | 138,333 |
| June | 107,000 | 332,250 | 79,667 |
| July | 154,850 | 161,625 | 182,667 |
| August | 126,875 | 165,000 | |
| September | 116,550 | 130,000 | |
| October | 71,667 | 462,500 | |
| November | 198,333 | 357,333 | |
| December | 69,950 | 238,500 | |

Median Price

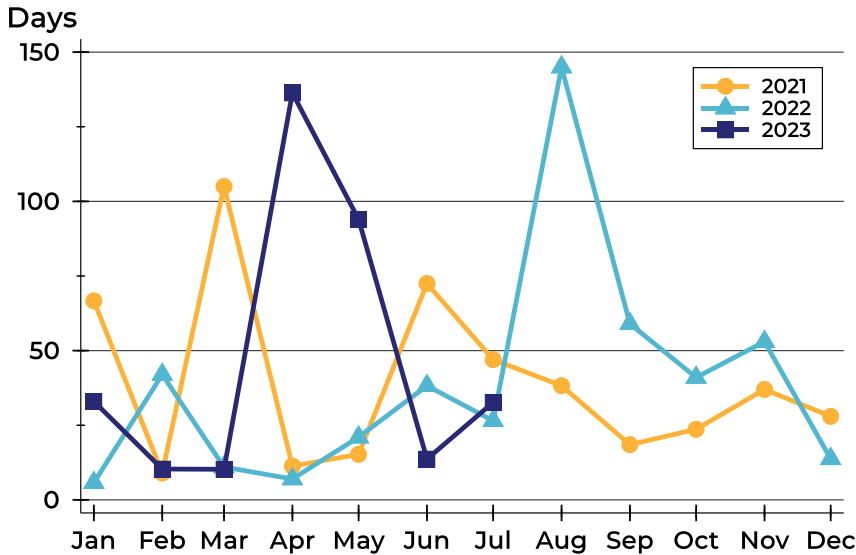


| Month | 2021 | 2022 | 2023 |
|------------------|---------|---------|----------------|
| January | 145,000 | 185,000 | 199,000 |
| February | 85,000 | 150,000 | 90,000 |
| March | 73,750 | 82,500 | 167,000 |
| April | 92,000 | 147,500 | 325,000 |
| May | 80,000 | 155,000 | 109,999 |
| June | 107,000 | 349,500 | 80,000 |
| July | 154,850 | 150,000 | 145,000 |
| August | 119,750 | 165,000 | |
| September | 107,500 | 130,000 | |
| October | 75,000 | 462,500 | |
| November | 215,000 | 400,000 | |
| December | 69,950 | 185,000 | |



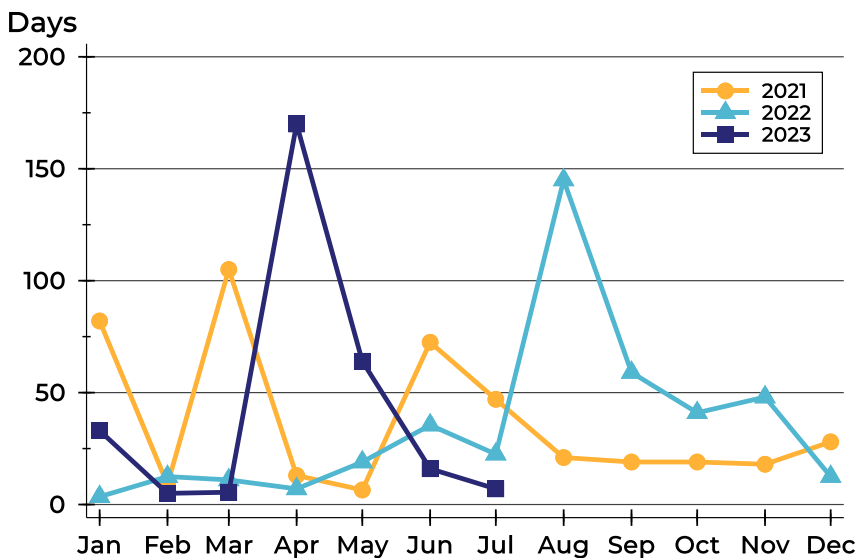
Nemaha County Contracts Written Analysis

Average DOM



| Month | 2021 | 2022 | 2023 |
|-----------|------|------|------------|
| January | 67 | 6 | 33 |
| February | 9 | 42 | 10 |
| March | 105 | 11 | 10 |
| April | 11 | 7 | 136 |
| May | 15 | 21 | 94 |
| June | 73 | 38 | 14 |
| July | 47 | 27 | 33 |
| August | 38 | 145 | |
| September | 19 | 59 | |
| October | 24 | 41 | |
| November | 37 | 53 | |
| December | 28 | 14 | |

Median DOM



| Month | 2021 | 2022 | 2023 |
|-----------|------|------|------------|
| January | 82 | 4 | 33 |
| February | 9 | 13 | 5 |
| March | 105 | 11 | 6 |
| April | 13 | 7 | 170 |
| May | 7 | 19 | 64 |
| June | 73 | 36 | 16 |
| July | 47 | 23 | 7 |
| August | 21 | 145 | |
| September | 19 | 59 | |
| October | 19 | 41 | |
| November | 18 | 48 | |
| December | 28 | 13 | |



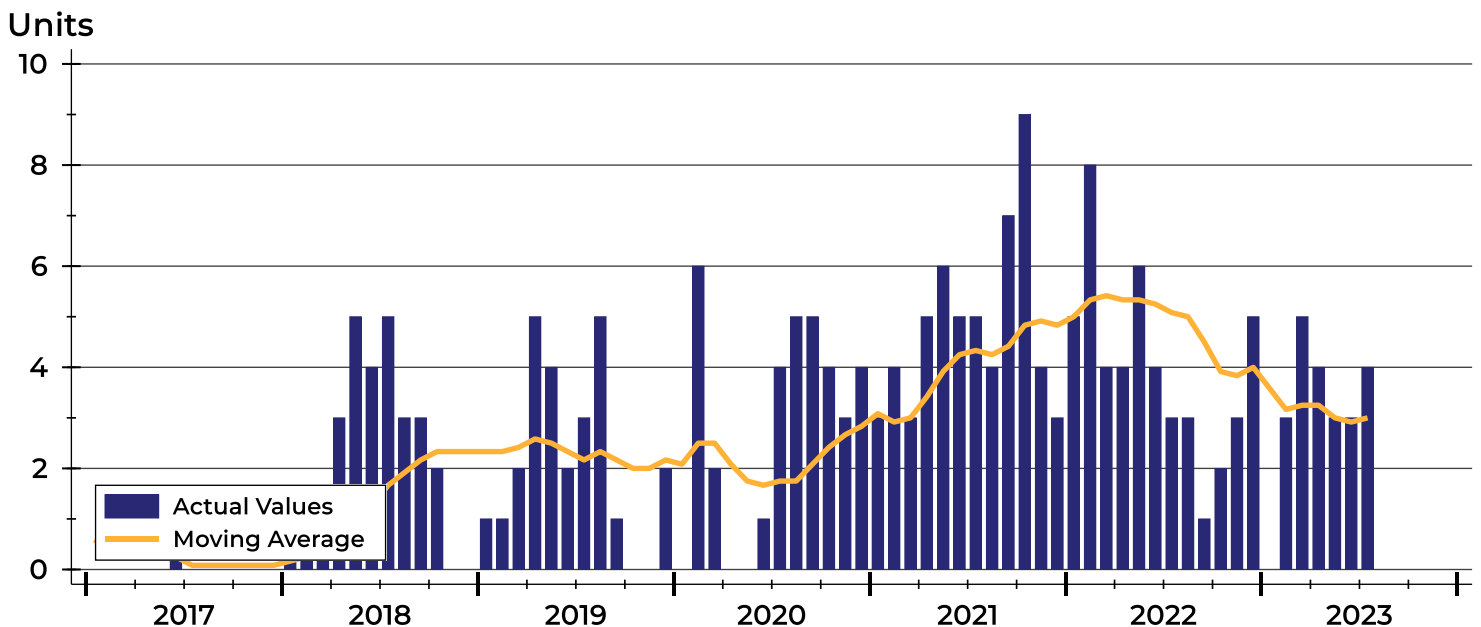
Nemaha County Pending Contracts Analysis

| Summary Statistics for Pending Contracts | | 2023 | End of July 2022 | Change |
|--|---------------------|----------------|------------------|--------|
| Pending Contracts | | 4 | 3 | 33.3% |
| Volume (1,000s) | | 865 | 609 | 42.0% |
| Average | List Price | 216,250 | 203,000 | 6.5% |
| | Days on Market | 22 | 22 | 0.0% |
| | Percent of Original | 100.0% | 99.7% | 0.3% |
| Median | List Price | 210,000 | 165,000 | 27.3% |
| | Days on Market | 12 | 11 | 9.1% |
| | Percent of Original | 100.0% | 100.0% | 0.0% |

A total of 4 listings in Nemaha County had contracts pending at the end of July, up from 3 contracts pending at the end of July 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.

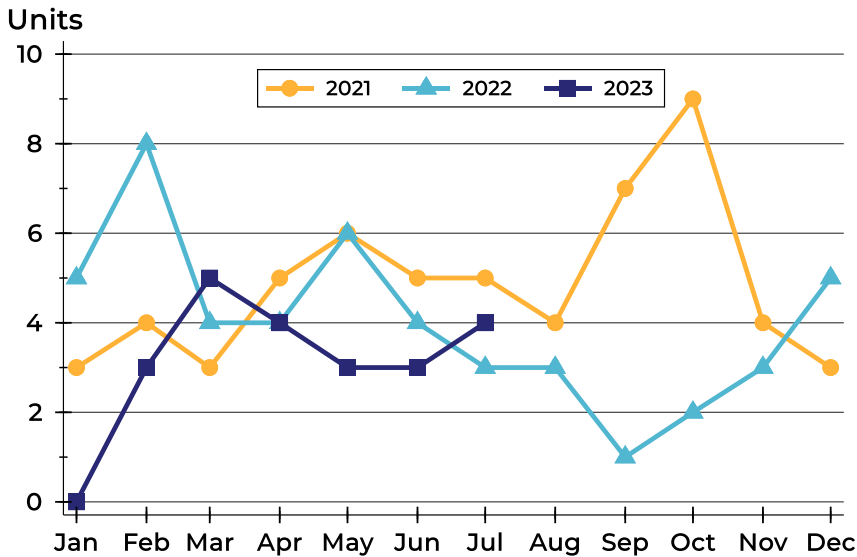
History of Pending Contracts





Nemaha County Pending Contracts Analysis

Pending Contracts by Month



| Month | 2021 | 2022 | 2023 |
|-----------|------|------|------|
| January | 3 | 5 | 0 |
| February | 4 | 8 | 3 |
| March | 3 | 4 | 5 |
| April | 5 | 4 | 4 |
| May | 6 | 6 | 3 |
| June | 5 | 4 | 3 |
| July | 5 | 3 | 4 |
| August | 4 | 3 | 4 |
| September | 7 | 1 | 4 |
| October | 9 | 2 | 4 |
| November | 4 | 3 | 4 |
| December | 3 | 5 | 4 |

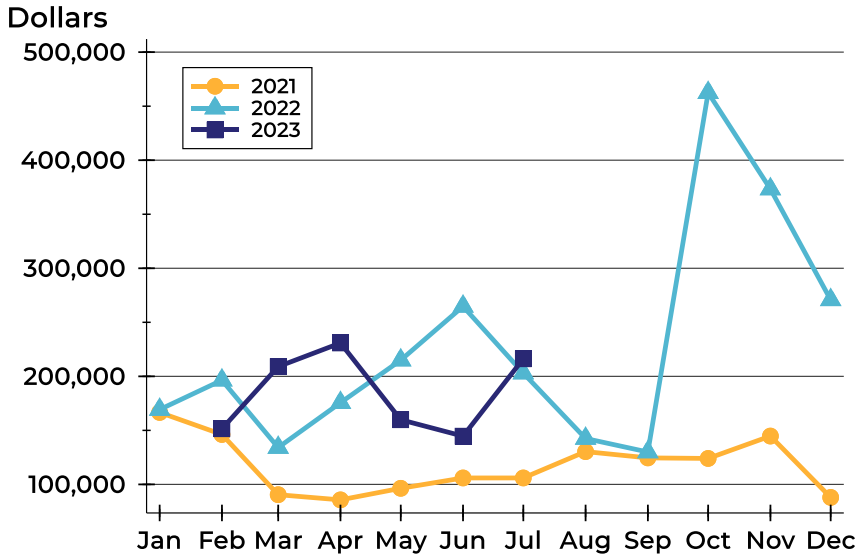
Pending Contracts by Price Range

| Price Range | Pending Contracts | | List Price | | Days on Market | | Price as % of Orig. | |
|---------------------|-------------------|---------|------------|---------|----------------|------|---------------------|--------|
| | Number | Percent | Average | Median | Avg. | Med. | Avg. | Med. |
| Below \$25,000 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A |
| \$25,000-\$49,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A |
| \$50,000-\$99,999 | 1 | 25.0% | 80,000 | 80,000 | 16 | 16 | 100.0% | 100.0% |
| \$100,000-\$124,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A |
| \$125,000-\$149,999 | 1 | 25.0% | 145,000 | 145,000 | 7 | 7 | 100.0% | 100.0% |
| \$150,000-\$174,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A |
| \$175,000-\$199,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A |
| \$200,000-\$249,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A |
| \$250,000-\$299,999 | 1 | 25.0% | 275,000 | 275,000 | 61 | 61 | 100.0% | 100.0% |
| \$300,000-\$399,999 | 1 | 25.0% | 365,000 | 365,000 | 5 | 5 | 100.0% | 100.0% |
| \$400,000-\$499,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A |
| \$500,000-\$749,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A |
| \$750,000-\$999,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A |
| \$1,000,000 and up | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A |



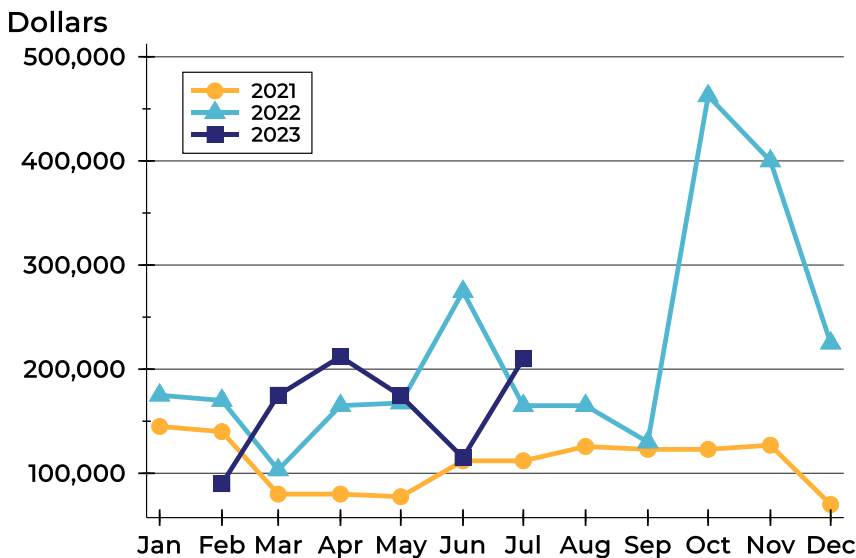
Nemaha County Pending Contracts Analysis

Average Price



| Month | 2021 | 2022 | 2023 |
|-----------|---------|---------|---------|
| January | 166,633 | 169,280 | N/A |
| February | 146,225 | 196,425 | 151,500 |
| March | 90,500 | 134,125 | 209,000 |
| April | 85,700 | 175,625 | 230,875 |
| May | 96,417 | 215,000 | 159,833 |
| June | 106,000 | 264,750 | 144,667 |
| July | 106,000 | 203,000 | 216,250 |
| August | 130,375 | 142,500 | |
| September | 124,543 | 130,000 | |
| October | 124,033 | 462,500 | |
| November | 144,750 | 373,333 | |
| December | 87,967 | 270,800 | |

Median Price

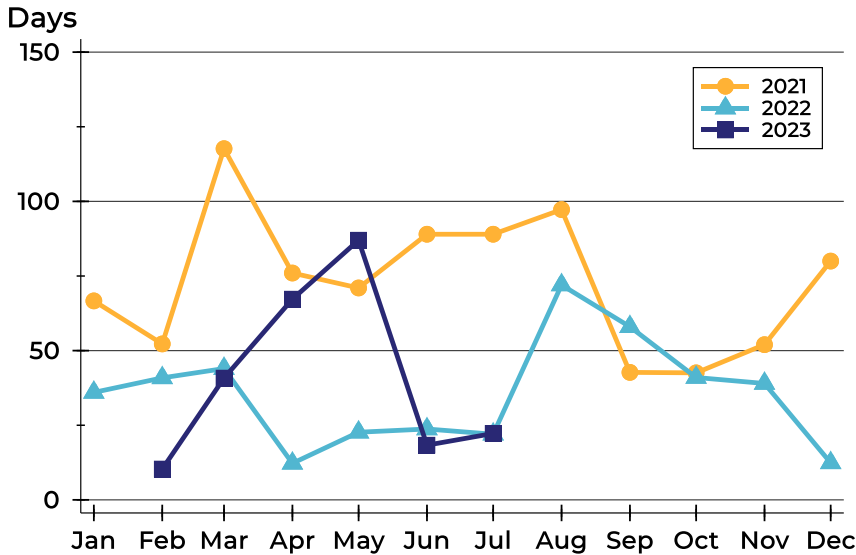


| Month | 2021 | 2022 | 2023 |
|-----------|---------|---------|---------|
| January | 145,000 | 175,000 | N/A |
| February | 140,000 | 169,950 | 90,000 |
| March | 80,000 | 103,250 | 175,000 |
| April | 80,000 | 165,000 | 212,000 |
| May | 77,500 | 167,500 | 174,500 |
| June | 112,000 | 274,500 | 115,000 |
| July | 112,000 | 165,000 | 210,000 |
| August | 125,750 | 165,000 | |
| September | 123,000 | 130,000 | |
| October | 123,000 | 462,500 | |
| November | 127,000 | 400,000 | |
| December | 70,000 | 225,000 | |



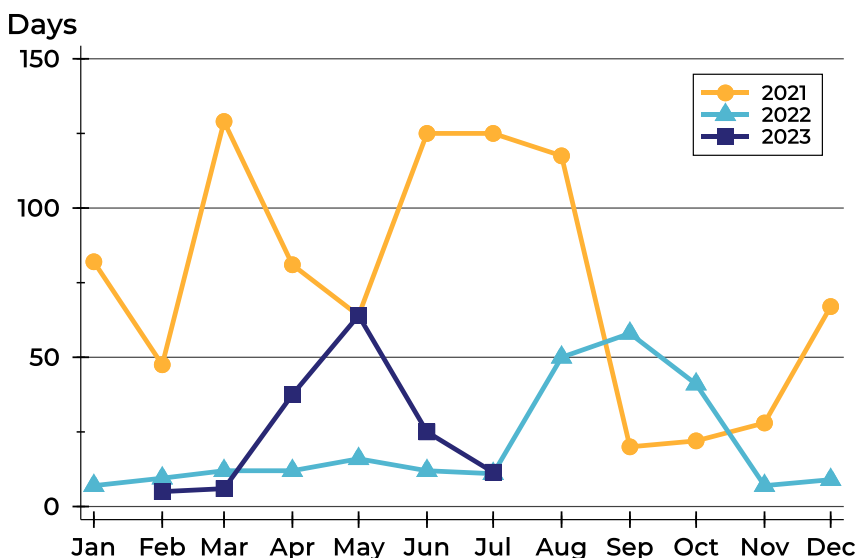
Nemaha County Pending Contracts Analysis

Average DOM



| Month | 2021 | 2022 | 2023 |
|-----------|------|------|------|
| January | 67 | 36 | N/A |
| February | 52 | 41 | 10 |
| March | 118 | 44 | 41 |
| April | 76 | 12 | 67 |
| May | 71 | 23 | 87 |
| June | 89 | 24 | 18 |
| July | 89 | 22 | 22 |
| August | 97 | 72 | |
| September | 43 | 58 | |
| October | 43 | 41 | |
| November | 52 | 39 | |
| December | 80 | 12 | |

Median DOM



| Month | 2021 | 2022 | 2023 |
|-----------|------|------|------|
| January | 82 | 7 | N/A |
| February | 48 | 10 | 5 |
| March | 129 | 12 | 6 |
| April | 81 | 12 | 38 |
| May | 64 | 16 | 64 |
| June | 125 | 12 | 25 |
| July | 125 | 11 | 12 |
| August | 118 | 50 | |
| September | 20 | 58 | |
| October | 22 | 41 | |
| November | 28 | 7 | |
| December | 67 | 9 | |