



SUNFLOWER
ASSOCIATION OF REALTORS®, INC.

June 2023 Region Total Statistics

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

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**June
2023**

Sunflower MLS Statistics



Central Region Housing Report



Market Overview

Central Region Home Sales Fell in June

Total home sales in Central Region fell last month to 260 units, compared to 274 units in June 2022. Total sales volume was \$58.7 million, down from a year earlier.

The median sale price in June was \$202,750, up from \$200,000 a year earlier. Homes that sold in June were typically on the market for 3 days and sold for 100.0% of their list prices.

Central Region Active Listings Up at End of June

The total number of active listings in Central Region at the end of June was 177 units, up from 166 at the same point in 2022. This represents a 0.8 months' supply of homes available for sale. The median list price of homes on the market at the end of June was \$299,999.

During June, a total of 216 contracts were written down from 281 in June 2022. At the end of the month, there were 227 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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**June
2023**

Sunflower MLS Statistics



Central Region Summary Statistics

June MLS Statistics Three-year History		Current Month			Year-to-Date		
		2023	2022	2021	2023	2022	2021
Home Sales		260	274	298	1,162	1,297	1,365
Change from prior year		-5.1%	-8.1%	-4.5%	-10.4%	-5.0%	5.3%
Active Listings		177	166	165	N/A	N/A	N/A
Change from prior year		6.6%	0.6%	-21.1%			
Months' Supply		0.8	0.7	0.7	N/A	N/A	N/A
Change from prior year		14.3%	0.0%	-22.2%			
New Listings		261	318	377	1,344	1,533	1,678
Change from prior year		-17.9%	-15.6%	17.1%	-12.3%	-8.6%	3.1%
Contracts Written		216	281	296	1,246	1,422	1,527
Change from prior year		-23.1%	-5.1%	3.5%	-12.4%	-6.9%	3.0%
Pending Contracts		227	291	361	N/A	N/A	N/A
Change from prior year		-22.0%	-19.4%	5.9%			
Sales Volume (1,000s)		58,697	60,283	56,144	234,194	256,655	241,728
Change from prior year		-2.6%	7.4%	7.9%	-8.8%	6.2%	19.4%
Average	Sale Price	225,758	220,010	188,404	201,544	197,884	177,090
	Change from prior year	2.6%	16.8%	13.0%	1.8%	11.7%	13.3%
	List Price of Actives	364,083	240,087	226,905	N/A	N/A	N/A
	Change from prior year	51.6%	5.8%	7.4%			
	Days on Market	11	9	13	18	13	15
Change from prior year	22.2%	-30.8%	-38.1%	38.5%	-13.3%	-51.6%	
	Percent of List	100.5%	102.3%	101.8%	100.1%	101.4%	100.7%
Change from prior year	-1.8%	0.5%	2.6%	-1.3%	0.7%	2.8%	
	Percent of Original	99.7%	101.4%	101.3%	98.7%	100.4%	100.1%
Change from prior year	-1.7%	0.1%	2.7%	-1.7%	0.3%	3.7%	
Median	Sale Price	202,750	200,000	167,700	175,000	166,000	155,100
	Change from prior year	1.4%	19.3%	15.1%	5.4%	7.0%	11.6%
	List Price of Actives	299,999	195,150	132,900	N/A	N/A	N/A
	Change from prior year	53.7%	46.8%	-14.3%			
	Days on Market	3	2	2	4	3	3
Change from prior year	50.0%	0.0%	-60.0%	33.3%	0.0%	-66.7%	
	Percent of List	100.0%	100.0%	100.3%	100.0%	100.0%	100.0%
Change from prior year	0.0%	-0.3%	0.3%	0.0%	0.0%	0.0%	
	Percent of Original	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
Change from prior year	0.0%	0.0%	0.0%	0.0%	0.0%	1.2%	

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



Central Region Closed Listings Analysis

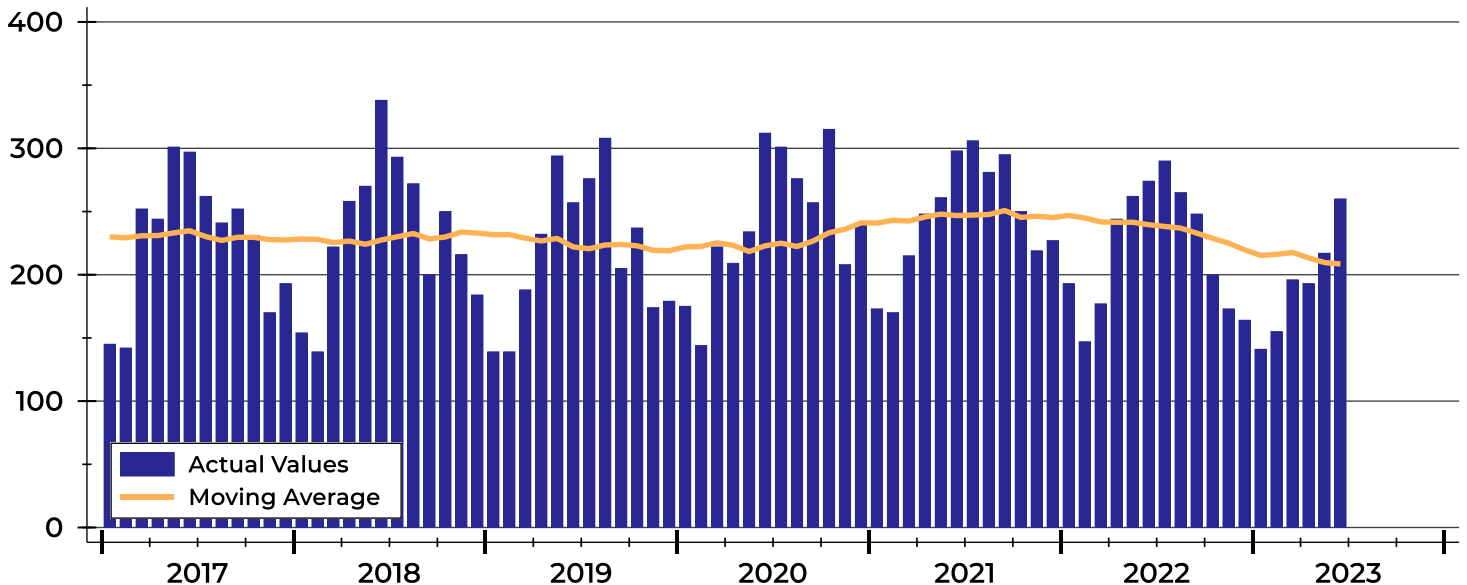
Summary Statistics for Closed Listings		2023	June 2022	Change	2023	Year-to-Date 2022	Change
Closed Listings		260	274	-5.1%	1,162	1,297	-10.4%
Volume (1,000s)		58,697	60,283	-2.6%	234,194	256,655	-8.8%
Months' Supply		0.8	0.7	14.3%	N/A	N/A	N/A
Average	Sale Price	225,758	220,010	2.6%	201,544	197,884	1.8%
	Days on Market	11	9	22.2%	18	13	38.5%
	Percent of List	100.5%	102.3%	-1.8%	100.1%	101.4%	-1.3%
	Percent of Original	99.7%	101.4%	-1.7%	98.7%	100.4%	-1.7%
Median	Sale Price	202,750	200,000	1.4%	175,000	166,000	5.4%
	Days on Market	3	2	50.0%	4	3	33.3%
	Percent of List	100.0%	100.0%	0.0%	100.0%	100.0%	0.0%
	Percent of Original	100.0%	100.0%	0.0%	100.0%	100.0%	0.0%

A total of 260 homes sold in Central Region in June, down from 274 units in June 2022. Total sales volume fell to \$58.7 million compared to \$60.3 million in the previous year.

The median sales price in June was \$202,750, up 1.4% compared to the prior year. Median days on market was 3 days, the same as May, and up from 2 in June 2022.

History of Closed Listings

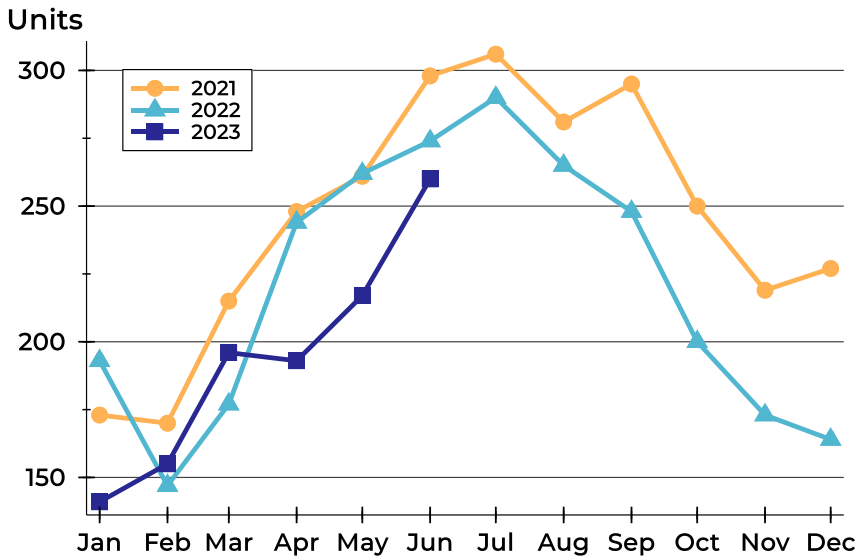
Units





Central Region Closed Listings Analysis

Closed Listings by Month



Month	2021	2022	2023
January	173	193	141
February	170	147	155
March	215	177	196
April	248	244	193
May	261	262	217
June	298	274	260
July	306	290	
August	281	265	
September	295	248	
October	250	200	
November	219	173	
December	227	164	

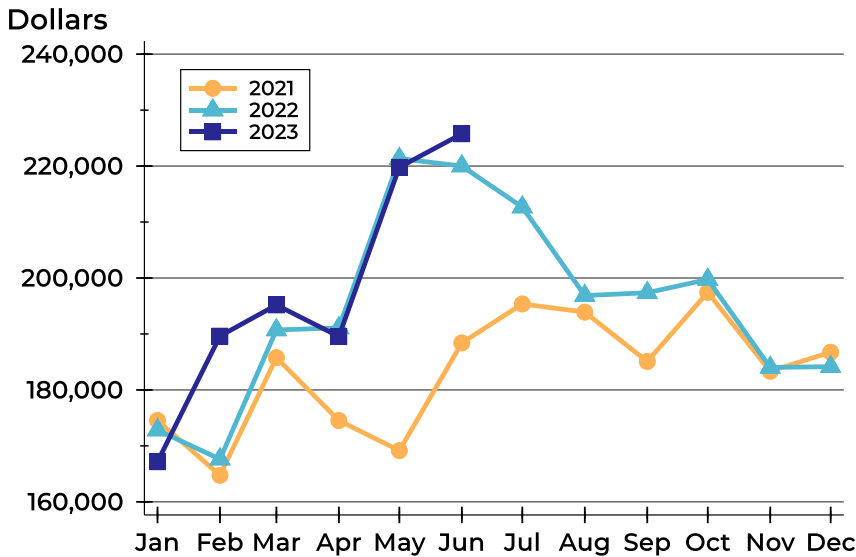
Closed Listings by Price Range

Price Range	Sales		Months' Supply	Sale Price		Days on Market		Price as % of List		Price as % of Orig.	
	Number	Percent		Average	Median	Avg.	Med.	Avg.	Med.	Avg.	Med.
Below \$25,000	2	0.8%	0.4	18,375	18,375	33	33	108.3%	108.3%	108.3%	108.3%
\$25,000-\$49,999	11	4.2%	0.2	36,291	35,000	11	2	94.3%	100.0%	93.9%	100.0%
\$50,000-\$99,999	30	11.5%	0.6	71,729	67,375	14	3	98.4%	100.0%	97.1%	100.0%
\$100,000-\$124,999	17	6.5%	0.9	110,876	110,000	4	3	100.4%	100.0%	100.4%	100.0%
\$125,000-\$149,999	22	8.5%	0.4	138,566	140,000	9	3	103.4%	101.2%	102.9%	101.2%
\$150,000-\$174,999	24	9.2%	0.3	159,954	160,000	9	3	102.8%	101.5%	102.2%	101.5%
\$175,000-\$199,999	20	7.7%	0.2	186,300	185,000	7	3	101.3%	100.0%	100.5%	100.0%
\$200,000-\$249,999	36	13.8%	0.5	225,550	228,400	10	5	101.7%	100.0%	100.9%	100.3%
\$250,000-\$299,999	33	12.7%	0.8	271,244	270,000	6	3	100.5%	100.0%	99.8%	100.0%
\$300,000-\$399,999	38	14.6%	1.4	336,175	336,250	16	4	99.2%	100.0%	97.9%	100.0%
\$400,000-\$499,999	17	6.5%	3.6	437,094	435,000	14	6	99.6%	100.0%	99.2%	100.0%
\$500,000-\$749,999	8	3.1%	4.3	551,250	547,500	7	5	100.7%	101.5%	98.8%	101.5%
\$750,000-\$999,999	1	0.4%	2.4	829,900	829,900	10	10	100.0%	100.0%	100.0%	100.0%
\$1,000,000 and up	1	0.4%	12.0	1,095,000	1,095,000	16	16	95.2%	95.2%	95.2%	95.2%



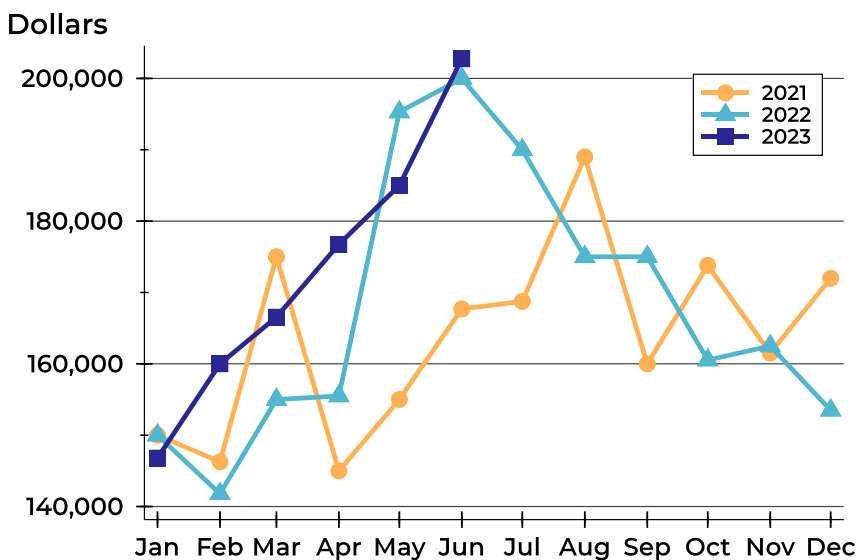
Central Region Closed Listings Analysis

Average Price



Month	2021	2022	2023
January	174,546	172,833	167,154
February	164,751	167,638	189,627
March	185,768	190,723	195,182
April	174,543	191,081	189,557
May	169,166	221,340	219,796
June	188,404	220,010	225,758
July	195,369	212,671	
August	193,901	196,867	
September	185,089	197,371	
October	197,444	199,751	
November	183,332	184,025	
December	186,750	184,162	

Median Price

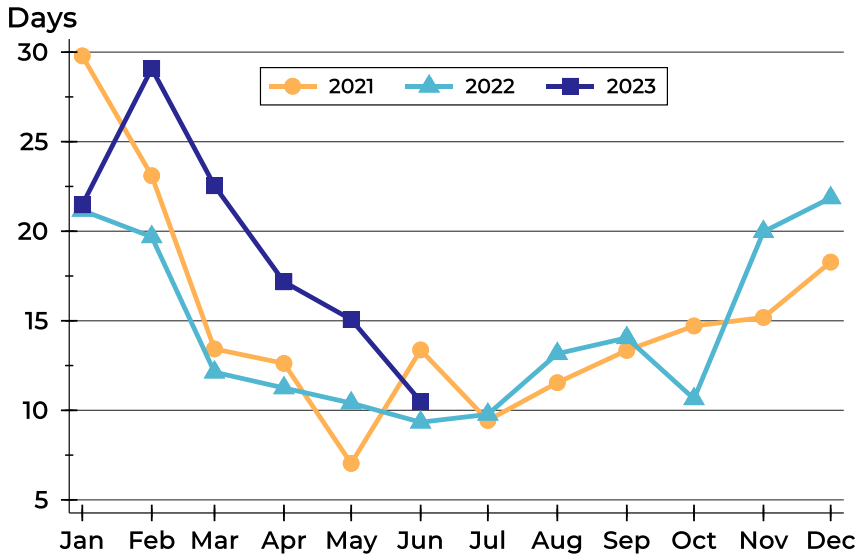


Month	2021	2022	2023
January	150,000	150,000	146,800
February	146,273	141,800	160,000
March	175,000	155,000	166,550
April	145,001	155,500	176,750
May	155,000	195,300	185,000
June	167,700	200,000	202,750
July	168,750	190,000	
August	189,000	175,000	
September	160,000	175,000	
October	173,800	160,526	
November	161,500	162,500	
December	172,000	153,500	



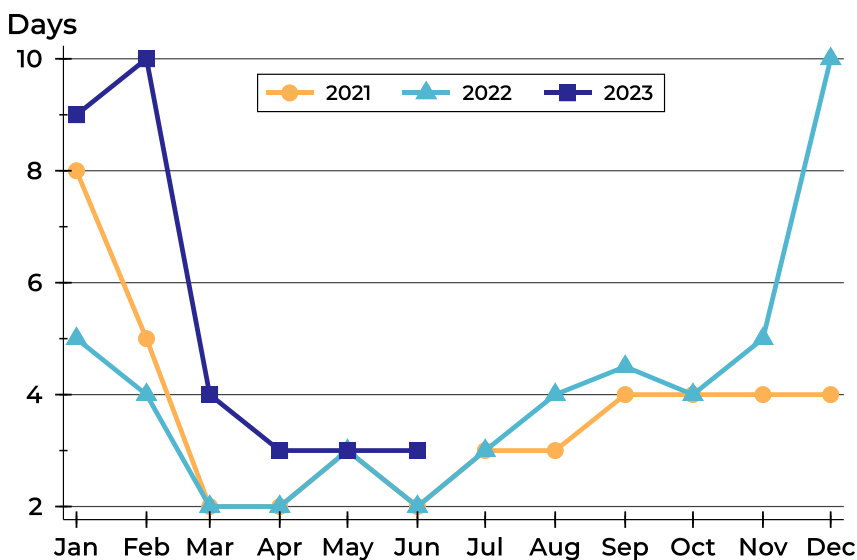
Central Region Closed Listings Analysis

Average DOM



Month	2021	2022	2023
January	30	21	21
February	23	20	29
March	13	12	23
April	13	11	17
May	7	10	15
June	13	9	11
July	9	10	
August	12	13	
September	13	14	
October	15	11	
November	15	20	
December	18	22	

Median DOM



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



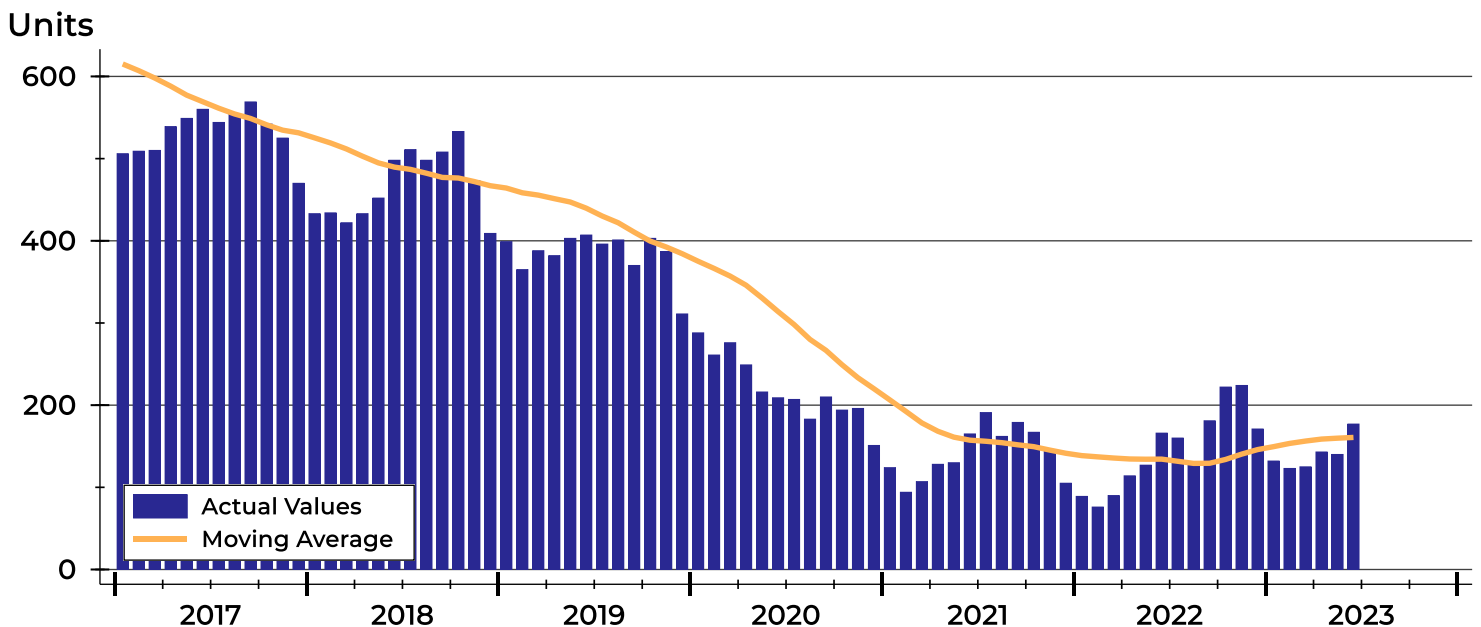
Central Region Active Listings Analysis

Summary Statistics for Active Listings		2023	End of June 2022	Change
Active Listings		177	166	6.6%
Volume (1,000s)		64,443	39,854	61.7%
Months' Supply		0.8	0.7	14.3%
Average	List Price	364,083	240,087	51.6%
	Days on Market	47	39	20.5%
	Percent of Original	98.0%	96.4%	1.7%
Median	List Price	299,999	195,150	53.7%
	Days on Market	22	22	0.0%
	Percent of Original	100.0%	100.0%	0.0%

A total of 177 homes were available for sale in Central Region at the end of June. This represents a 0.8 months' supply of active listings.

The median list price of homes on the market at the end of June was \$299,999, up 53.7% from 2022. The typical time on market for active listings was 22 days, the same as in June 2022.

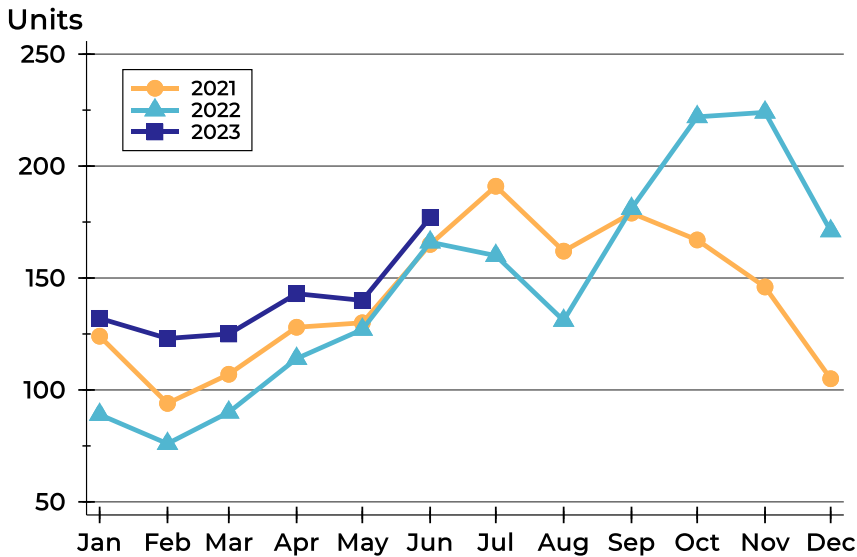
History of Active Listings





Central Region Active Listings Analysis

Active Listings by Month



Month	2021	2022	2023
January	124	89	132
February	94	76	123
March	107	90	125
April	128	114	143
May	130	127	140
June	165	166	177
July	191	160	
August	162	131	
September	179	181	
October	167	222	
November	146	224	
December	105	171	

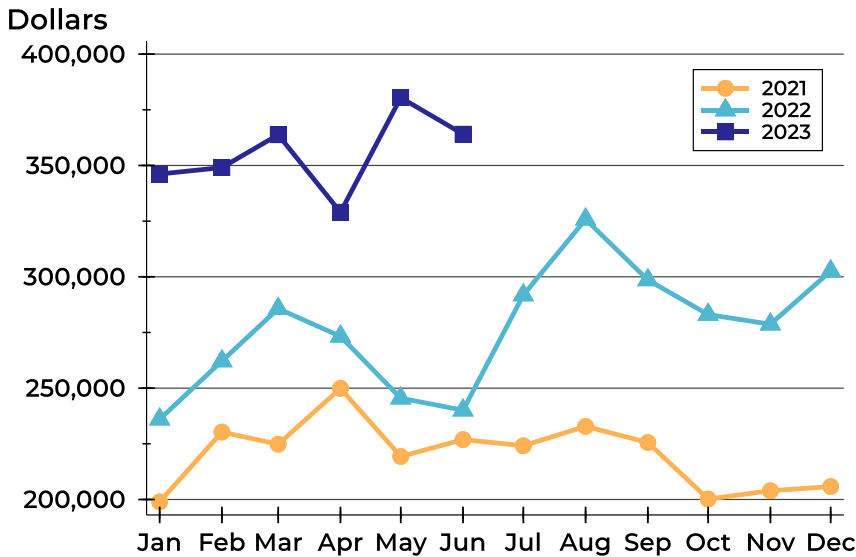
Active Listings by Price Range

Price Range	Active Listings Number	Percent	Months' Supply	List Price Average	Median	Days on Market Avg.	Med.	Price as % of Orig. Avg.	Med.
Below \$25,000	1	0.6%	0.4	1,995	1,995	3	3	100.0%	100.0%
\$25,000-\$49,999	2	1.1%	0.2	35,950	35,950	68	68	76.2%	76.2%
\$50,000-\$99,999	22	12.4%	0.6	77,252	79,975	52	31	99.0%	100.0%
\$100,000-\$124,999	14	7.9%	0.9	114,129	115,000	24	14	100.4%	100.0%
\$125,000-\$149,999	10	5.6%	0.4	137,260	137,250	13	5	98.8%	100.0%
\$150,000-\$174,999	6	3.4%	0.3	160,633	159,950	6	3	98.4%	100.0%
\$175,000-\$199,999	3	1.7%	0.2	187,967	189,000	37	46	96.7%	95.2%
\$200,000-\$249,999	12	6.8%	0.5	226,104	225,000	55	10	97.4%	100.0%
\$250,000-\$299,999	19	10.7%	0.8	280,259	279,900	23	16	97.7%	98.2%
\$300,000-\$399,999	30	16.9%	1.4	350,273	362,450	37	25	99.0%	100.0%
\$400,000-\$499,999	34	19.2%	3.6	449,834	444,750	77	42	97.6%	99.5%
\$500,000-\$749,999	20	11.3%	4.3	608,319	597,000	56	24	96.4%	100.0%
\$750,000-\$999,999	2	1.1%	2.4	786,998	786,998	28	28	100.0%	100.0%
\$1,000,000 and up	2	1.1%	12.0	5,295,000	5,295,000	189	189	100.0%	100.0%



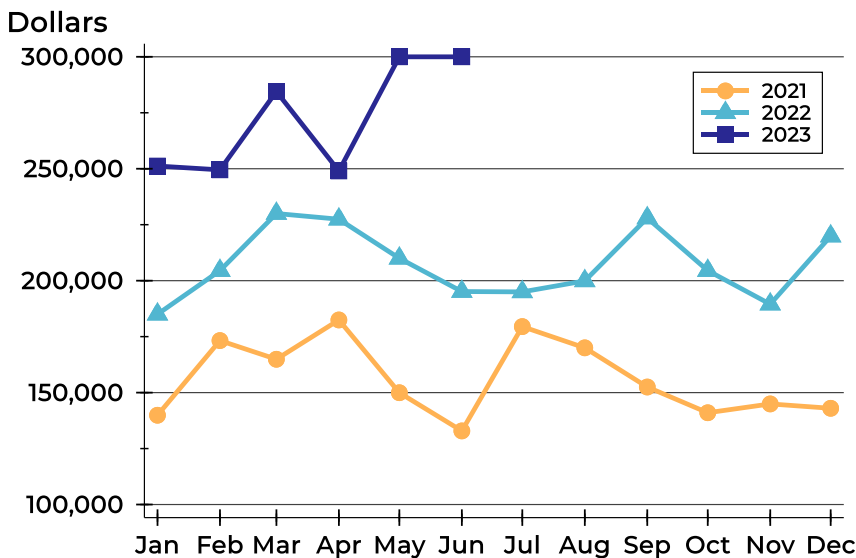
Central Region Active Listings Analysis

Average Price



Month	2021	2022	2023
January	198,931	236,063	346,174
February	230,295	262,189	349,073
March	224,819	285,717	363,785
April	249,896	273,269	329,023
May	219,300	245,494	380,449
June	226,905	240,087	364,083
July	224,147	291,803	
August	232,825	325,826	
September	225,610	298,584	
October	200,211	283,047	
November	203,924	278,713	
December	205,804	302,572	

Median Price

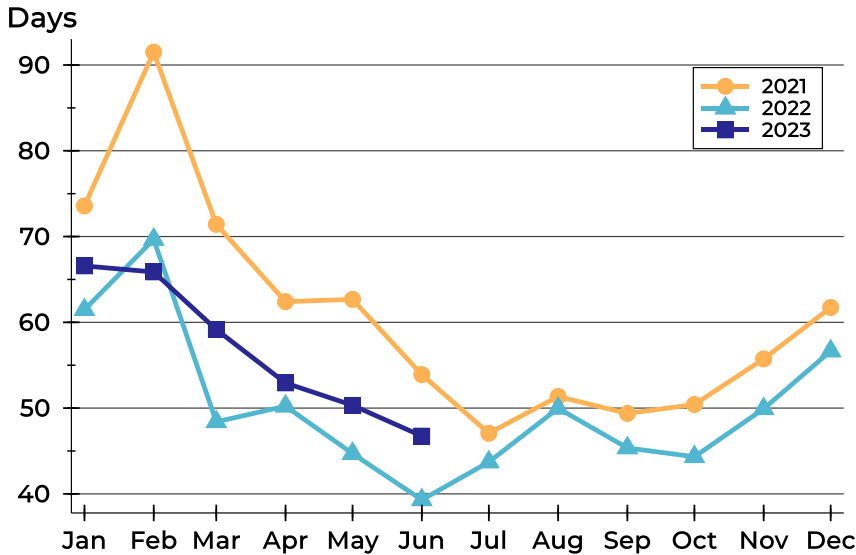


Month	2021	2022	2023
January	139,900	185,000	251,225
February	173,250	204,500	249,500
March	164,900	230,000	284,500
April	182,450	227,450	249,000
May	149,950	210,000	300,000
June	132,900	195,150	299,999
July	179,500	195,000	
August	170,000	199,900	
September	152,500	228,000	
October	141,000	204,500	
November	144,950	189,500	
December	143,000	219,900	



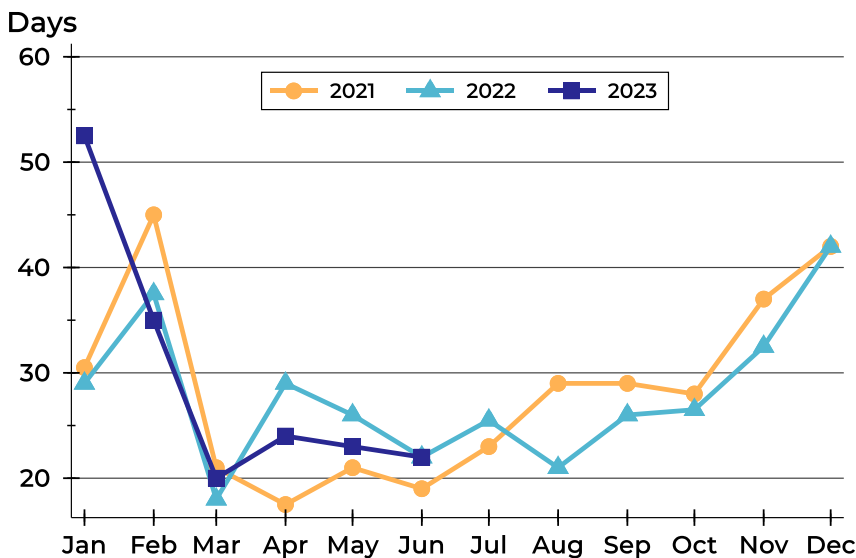
Central Region Active Listings Analysis

Average DOM



Month	2021	2022	2023
January	74	61	67
February	92	70	66
March	71	48	59
April	62	50	53
May	63	45	50
June	54	39	47
July	47	44	
August	51	50	
September	49	45	
October	50	44	
November	56	50	
December	62	57	

Median DOM

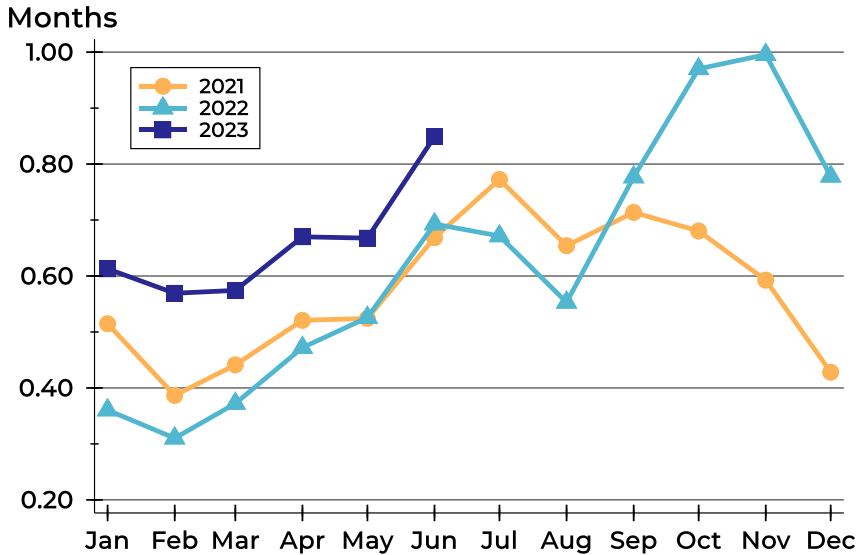


Month	2021	2022	2023
January	31	29	53
February	45	38	35
March	21	18	20
April	18	29	24
May	21	26	23
June	19	22	22
July	23	26	
August	29	21	
September	29	26	
October	28	27	
November	37	33	
December	42	42	



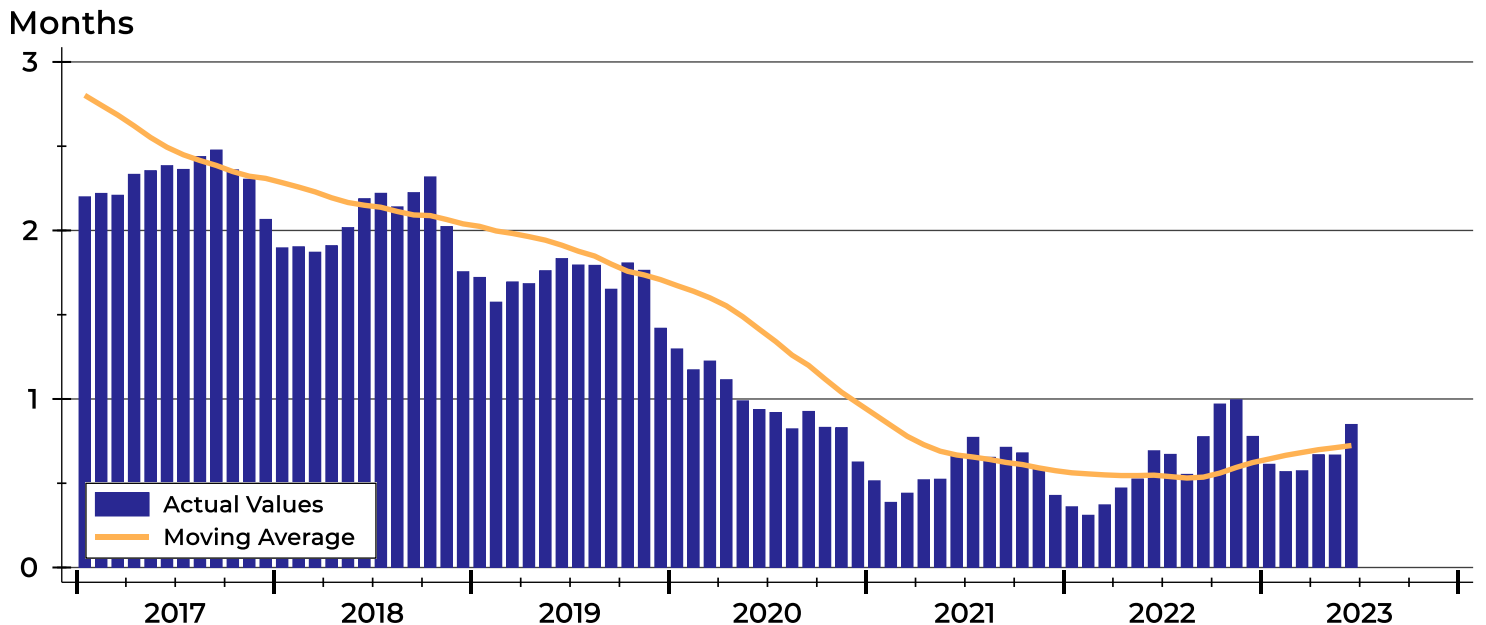
Central Region Months' Supply Analysis

Months' Supply by Month



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

History of Month's Supply





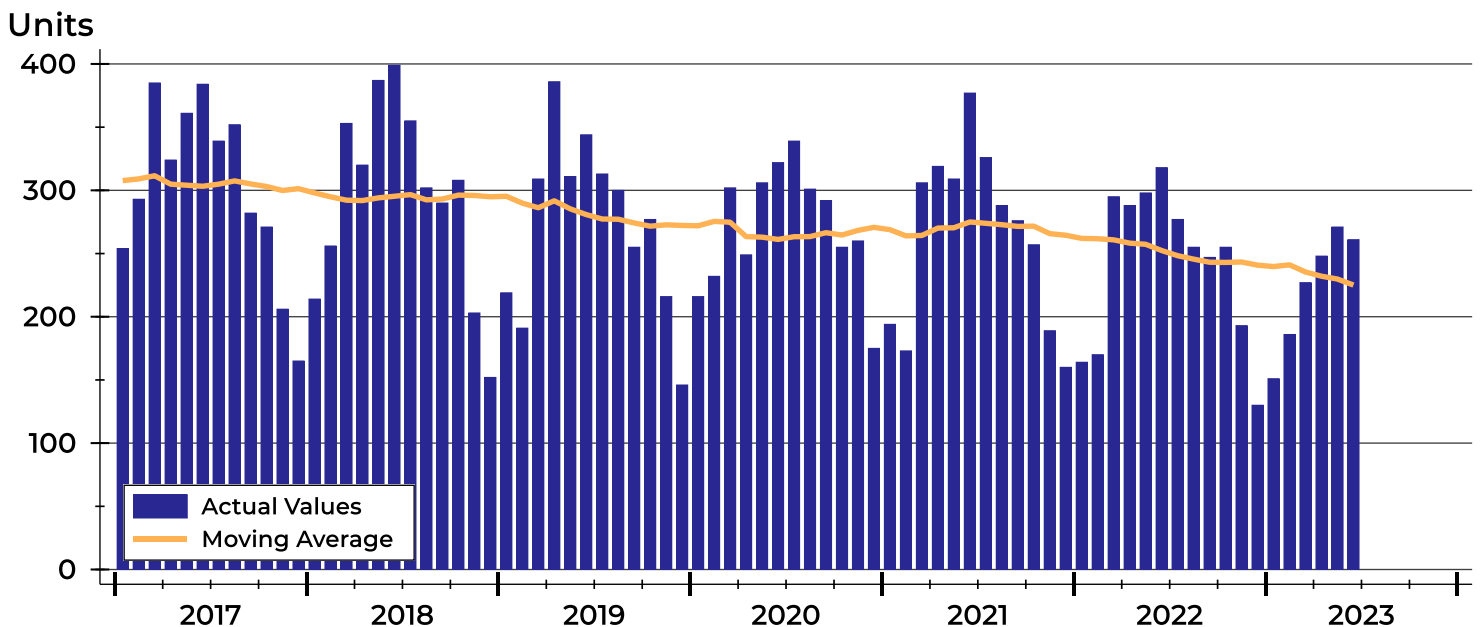
Central Region New Listings Analysis

Summary Statistics for New Listings		2023	June 2022	Change
Current Month	New Listings	261	318	-17.9%
	Volume (1,000s)	65,172	68,781	-5.2%
	Average List Price	249,703	216,292	15.4%
	Median List Price	225,000	191,000	17.8%
Year-to-Date	New Listings	1,344	1,533	-12.3%
	Volume (1,000s)	295,282	318,212	-7.2%
	Average List Price	219,704	207,574	5.8%
	Median List Price	185,000	175,000	5.7%

A total of 261 new listings were added in Central Region during June, down 17.9% from the same month in 2022. Year-to-date Central Region has seen 1,344 new listings.

The median list price of these homes was \$225,000 up from \$191,000 in 2022.

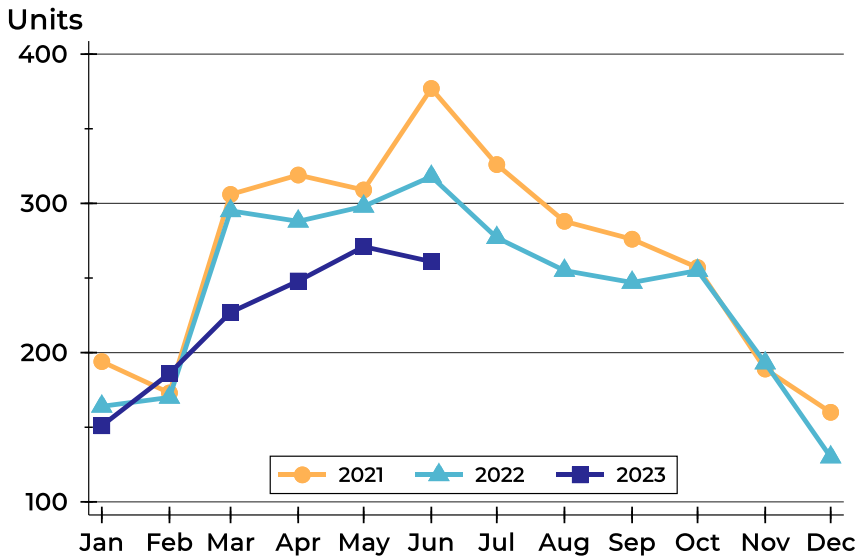
History of New Listings





Central Region New Listings Analysis

New Listings by Month



Month	2021	2022	2023
January	194	164	151
February	173	170	186
March	306	295	227
April	319	288	248
May	309	298	271
June	377	318	261
July	326	277	
August	288	255	
September	276	247	
October	257	255	
November	189	193	
December	160	130	

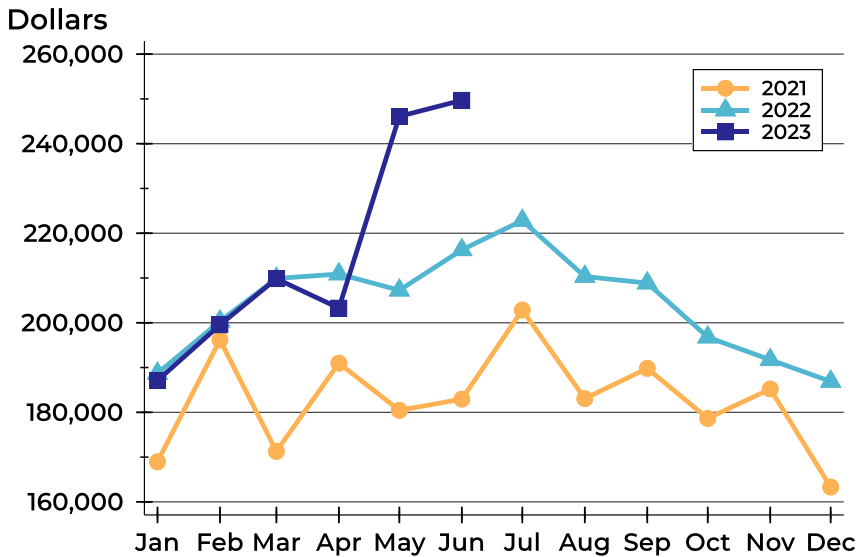
New Listings by Price Range

Price Range	New Listings		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	3	1.1%	6,898	1,995	8	11	100.0%	100.0%
\$25,000-\$49,999	5	1.9%	35,000	35,000	4	2	97.1%	100.0%
\$50,000-\$99,999	28	10.7%	78,511	79,950	12	9	100.4%	100.0%
\$100,000-\$124,999	20	7.7%	115,609	118,750	11	11	99.7%	100.0%
\$125,000-\$149,999	31	11.9%	137,797	139,500	7	3	99.8%	100.0%
\$150,000-\$174,999	18	6.9%	162,533	164,450	6	3	100.4%	100.0%
\$175,000-\$199,999	8	3.1%	182,538	179,400	11	9	100.1%	100.0%
\$200,000-\$249,999	37	14.2%	226,029	225,000	6	4	99.8%	100.0%
\$250,000-\$299,999	31	11.9%	276,911	279,000	11	9	99.0%	100.0%
\$300,000-\$399,999	40	15.3%	348,544	349,450	12	10	99.2%	100.0%
\$400,000-\$499,999	21	8.0%	448,475	440,000	12	11	99.1%	100.0%
\$500,000-\$749,999	18	6.9%	595,922	590,000	18	21	97.3%	100.0%
\$750,000-\$999,999	1	0.4%	774,995	774,995	24	24	100.0%	100.0%
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



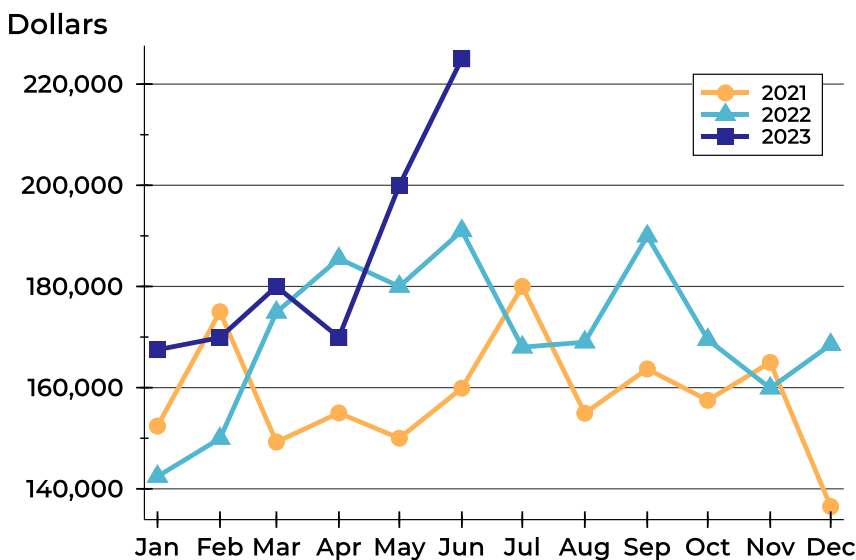
Central Region New Listings Analysis

Average Price



Month	2021	2022	2023
January	168,945	188,707	187,103
February	196,183	200,354	199,536
March	171,288	209,898	209,845
April	190,982	210,891	203,285
May	180,446	207,269	246,103
June	182,948	216,292	249,703
July	202,855	222,832	
August	183,067	210,342	
September	189,825	208,859	
October	178,641	196,796	
November	185,214	191,737	
December	163,310	186,891	

Median Price



Month	2021	2022	2023
January	152,400	142,450	167,500
February	175,000	149,950	169,900
March	149,250	174,900	180,000
April	155,000	185,500	169,950
May	150,000	180,000	200,000
June	159,900	191,000	225,000
July	180,000	168,000	
August	154,950	169,000	
September	163,700	189,950	
October	157,500	169,500	
November	165,000	159,900	
December	136,500	168,500	



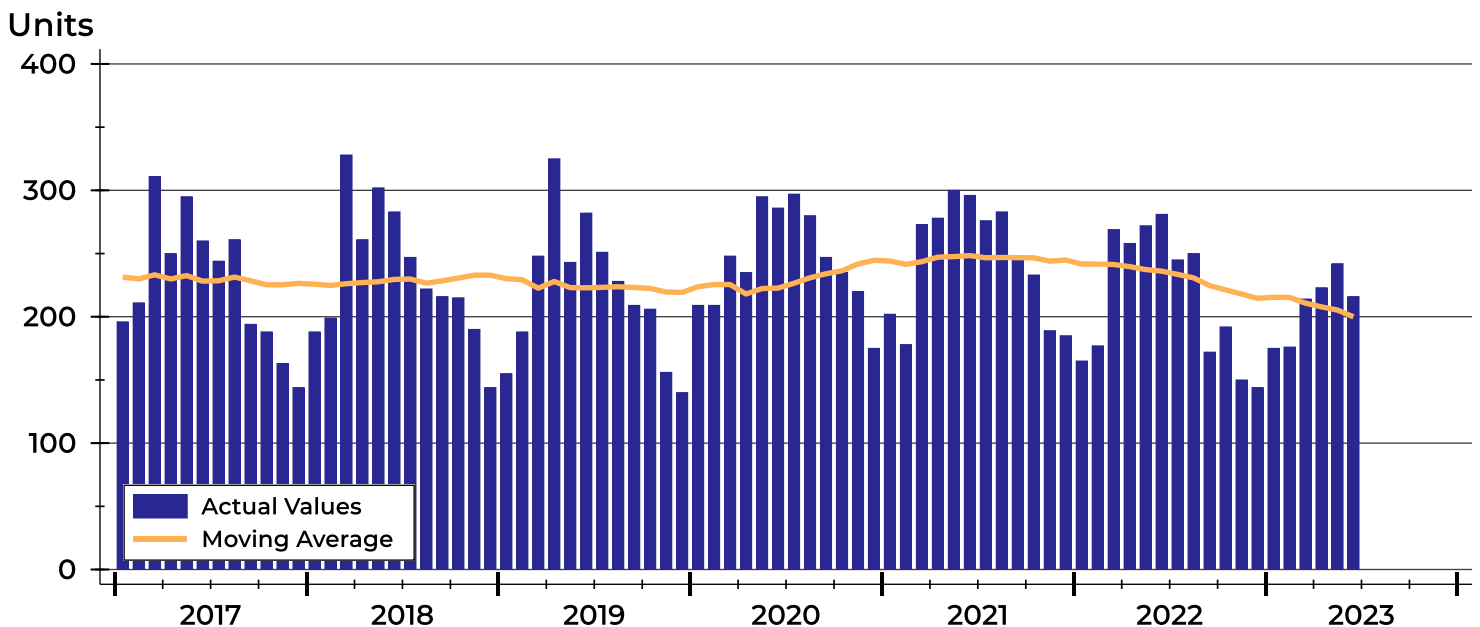
Central Region Contracts Written Analysis

Summary Statistics for Contracts Written		2023	June 2022	Change	2023	Year-to-Date 2022	Change
Contracts Written		216	281	-23.1%	1,246	1,422	-12.4%
Volume (1,000s)		50,588	58,193	-13.1%	259,002	285,539	-9.3%
Average	Sale Price	234,206	207,092	13.1%	207,867	200,801	3.5%
	Days on Market	15	11	36.4%	17	12	41.7%
	Percent of Original	98.6%	100.8%	-2.2%	99.1%	101.0%	-1.9%
Median	Sale Price	215,500	190,000	13.4%	179,600	169,800	5.8%
	Days on Market	5	3	66.7%	4	3	33.3%
	Percent of Original	100.0%	100.0%	0.0%	100.0%	100.0%	0.0%

A total of 216 contracts for sale were written in Central Region during the month of June, down from 281 in 2022. The median list price of these homes was \$215,500, up from \$190,000 the prior year.

Half of the homes that went under contract in June were on the market less than 5 days, compared to 3 days in June 2022.

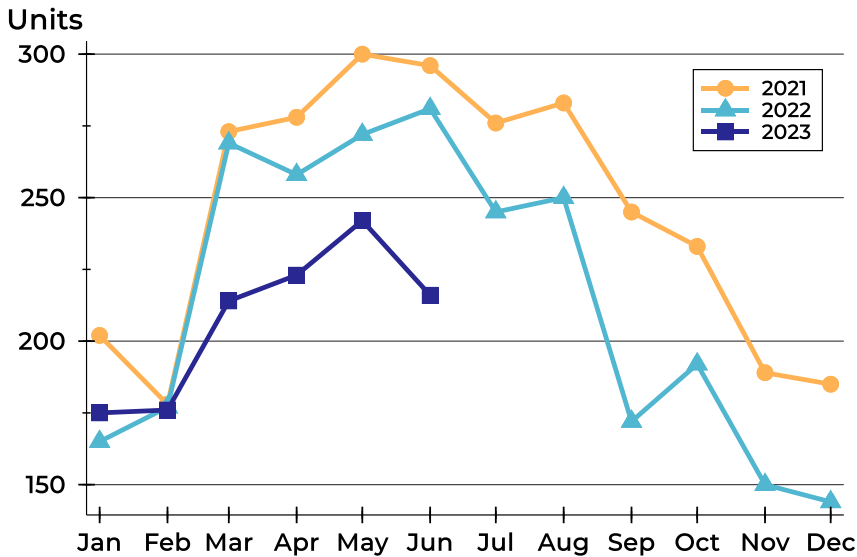
History of Contracts Written





Central Region Contracts Written Analysis

Contracts Written by Month



Month	2021	2022	2023
January	202	165	175
February	178	177	176
March	273	269	214
April	278	258	223
May	300	272	242
June	296	281	216
July	276	245	
August	283	250	
September	245	172	
October	233	192	
November	189	150	
December	185	144	

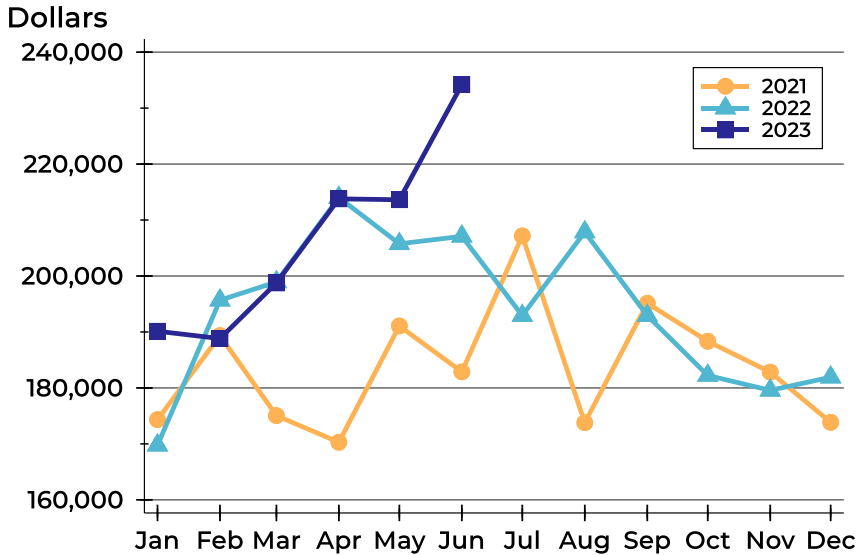
Contracts Written by Price Range

Price Range	Contracts Written		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	3	1.4%	17,333	17,000	22	6	105.6%	100.0%
\$25,000-\$49,999	5	2.3%	35,000	35,000	4	2	97.1%	100.0%
\$50,000-\$99,999	26	12.0%	78,935	80,000	13	8	98.2%	100.0%
\$100,000-\$124,999	16	7.4%	116,480	119,000	16	7	99.2%	100.0%
\$125,000-\$149,999	23	10.6%	135,570	132,500	8	3	99.9%	100.0%
\$150,000-\$174,999	16	7.4%	163,066	165,000	11	5	99.7%	100.0%
\$175,000-\$199,999	9	4.2%	182,244	179,900	14	15	99.5%	100.0%
\$200,000-\$249,999	36	16.7%	227,091	225,000	8	4	99.7%	100.0%
\$250,000-\$299,999	26	12.0%	278,249	277,450	15	5	97.7%	100.0%
\$300,000-\$399,999	33	15.3%	341,701	338,000	28	8	97.4%	100.0%
\$400,000-\$499,999	13	6.0%	454,160	459,900	17	3	99.2%	100.0%
\$500,000-\$749,999	9	4.2%	566,467	559,900	22	9	93.3%	94.3%
\$750,000-\$999,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	1	0.5%	1,390,000	1,390,000	6	6	100.0%	100.0%



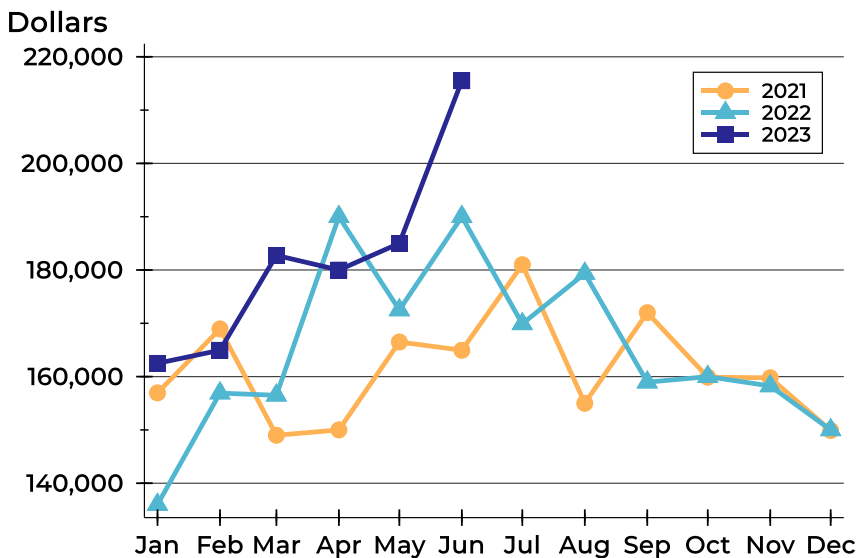
Central Region Contracts Written Analysis

Average Price



Month	2021	2022	2023
January	174,336	169,765	190,130
February	189,360	195,674	188,827
March	175,063	198,943	198,761
April	170,296	214,021	213,784
May	191,077	205,760	213,629
June	182,875	207,092	234,206
July	207,173	192,922	
August	173,790	207,866	
September	195,130	192,925	
October	188,340	182,235	
November	182,831	179,574	
December	173,857	181,923	

Median Price

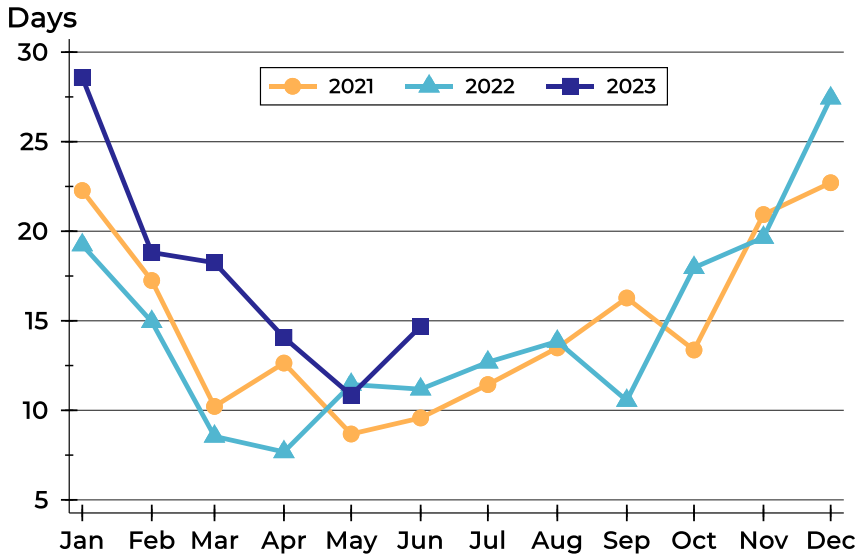


Month	2021	2022	2023
January	156,950	136,000	162,500
February	168,950	156,900	164,950
March	149,000	156,500	182,750
April	150,000	190,000	180,000
May	166,500	172,500	185,000
June	164,950	190,000	215,500
July	181,000	169,900	
August	155,000	179,350	
September	172,000	158,950	
October	159,900	160,000	
November	159,777	158,250	
December	149,900	150,000	



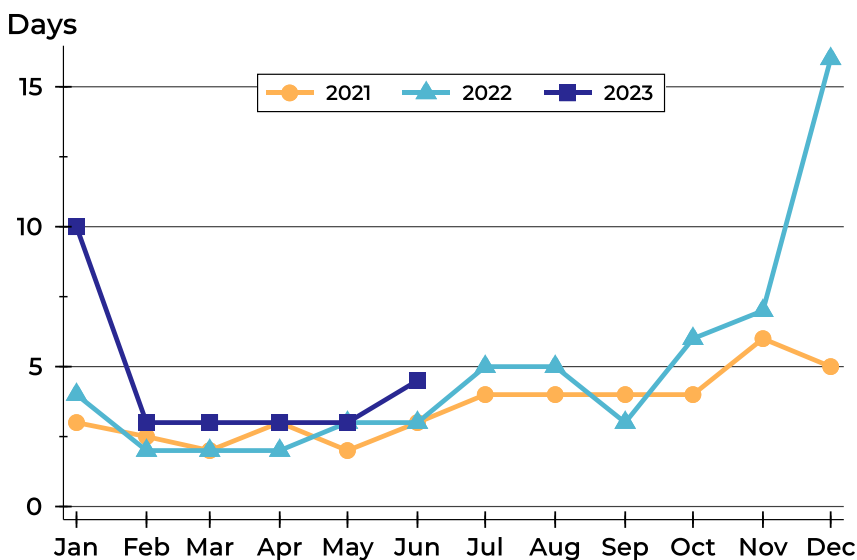
Central Region Contracts Written Analysis

Average DOM



Month	2021	2022	2023
January	22	19	29
February	17	15	19
March	10	9	18
April	13	8	14
May	9	11	11
June	10	11	15
July	11	13	
August	13	14	
September	16	11	
October	13	18	
November	21	20	
December	23	27	

Median DOM



Month	2021	2022	2023
January	3	4	10
February	3	2	3
March	2	2	3
April	3	2	3
May	2	3	3
June	3	3	5
July	4	5	
August	4	5	
September	4	3	
October	4	6	
November	6	7	
December	5	16	



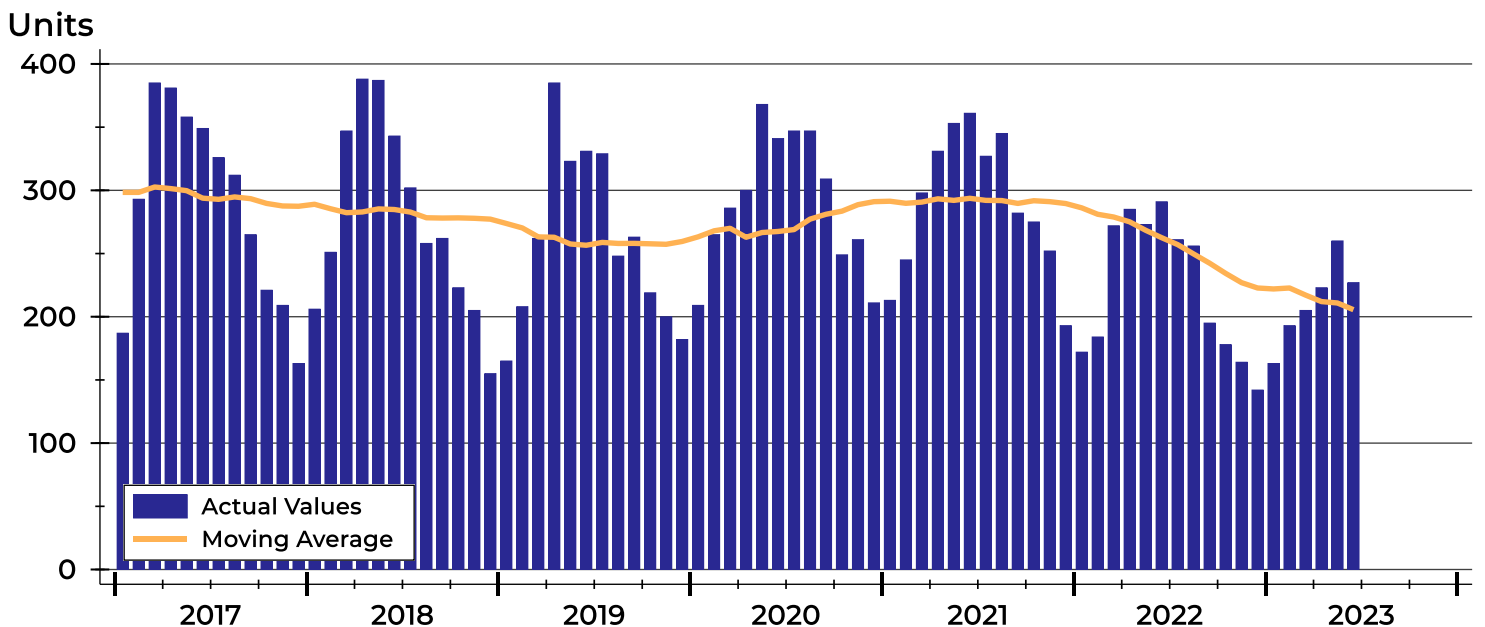
Central Region Pending Contracts Analysis

Summary Statistics for Pending Contracts		2023	End of June 2022	Change
Pending Contracts		227	291	-22.0%
Volume (1,000s)		53,949	65,442	-17.6%
Average	List Price	237,662	224,885	5.7%
	Days on Market	14	11	27.3%
	Percent of Original	98.9%	98.9%	0.0%
Median	List Price	210,000	197,500	6.3%
	Days on Market	5	3	66.7%
	Percent of Original	100.0%	100.0%	0.0%

A total of 227 listings in Central Region had contracts pending at the end of June, down from 291 contracts pending at the end of June 2022.

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

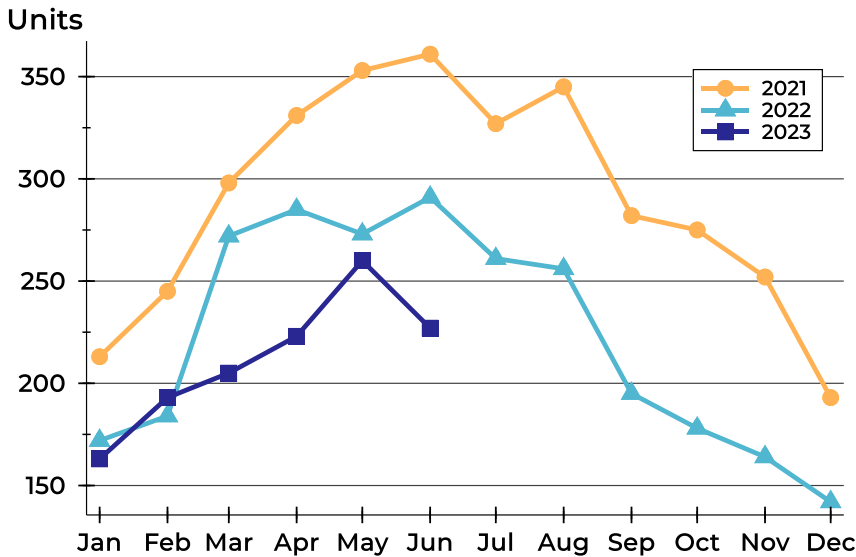
History of Pending Contracts





Central Region Pending Contracts Analysis

Pending Contracts by Month



Month	2021	2022	2023
January	213	172	163
February	245	184	193
March	298	272	205
April	331	285	223
May	353	273	260
June	361	291	227
July	327	261	
August	345	256	
September	282	195	
October	275	178	
November	252	164	
December	193	142	

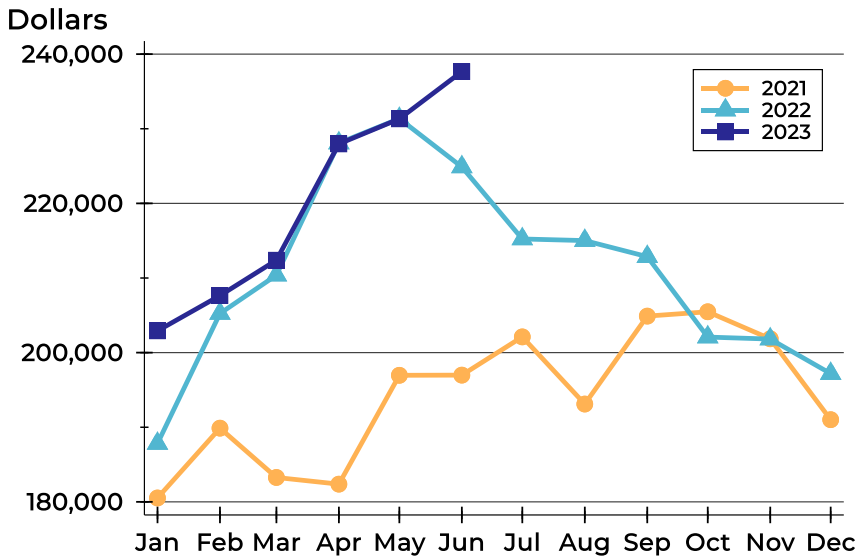
Pending Contracts by Price Range

Price Range	Pending Contracts		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	1	0.4%	17,000	17,000	0	0	100.0%	100.0%
\$25,000-\$49,999	2	0.9%	40,000	40,000	6	6	100.0%	100.0%
\$50,000-\$99,999	23	10.1%	81,983	89,950	14	6	98.7%	100.0%
\$100,000-\$124,999	18	7.9%	116,354	119,000	12	4	98.9%	100.0%
\$125,000-\$149,999	25	11.0%	135,186	135,000	10	3	100.0%	100.0%
\$150,000-\$174,999	24	10.6%	163,156	165,000	8	3	99.6%	100.0%
\$175,000-\$199,999	13	5.7%	186,269	185,000	24	8	98.0%	100.0%
\$200,000-\$249,999	38	16.7%	227,576	226,500	10	4	99.4%	100.0%
\$250,000-\$299,999	21	9.3%	275,043	275,000	14	5	98.1%	100.0%
\$300,000-\$399,999	36	15.9%	342,079	339,000	19	6	98.3%	100.0%
\$400,000-\$499,999	17	7.5%	452,288	450,000	24	3	98.9%	100.0%
\$500,000-\$749,999	8	3.5%	542,225	539,450	17	1	97.4%	100.0%
\$750,000-\$999,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	1	0.4%	1,390,000	1,390,000	6	6	100.0%	100.0%



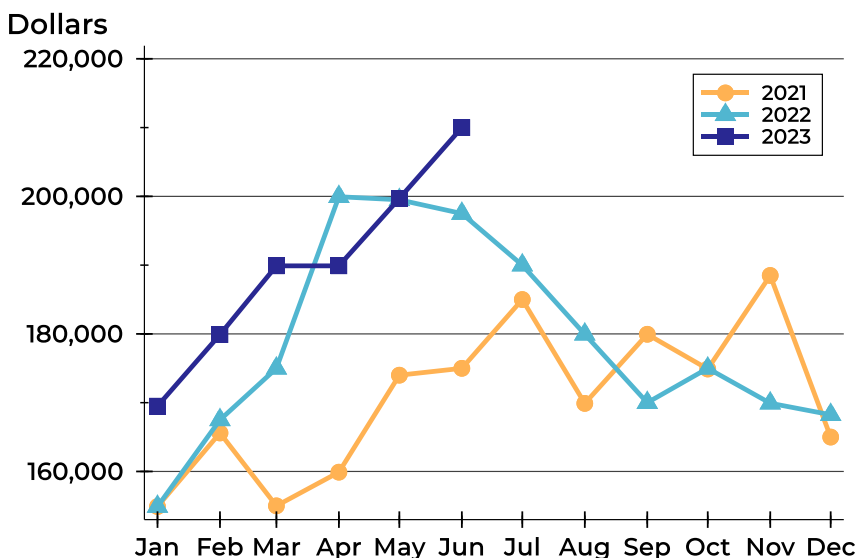
Central Region Pending Contracts Analysis

Average Price



Month	2021	2022	2023
January	180,524	187,823	202,917
February	189,879	205,248	207,644
March	183,270	210,381	212,388
April	182,378	228,082	227,967
May	196,965	231,360	231,327
June	196,985	224,885	237,662
July	202,110	215,233	
August	193,109	215,015	
September	204,896	212,865	
October	205,475	202,086	
November	201,857	201,817	
December	191,013	197,188	

Median Price

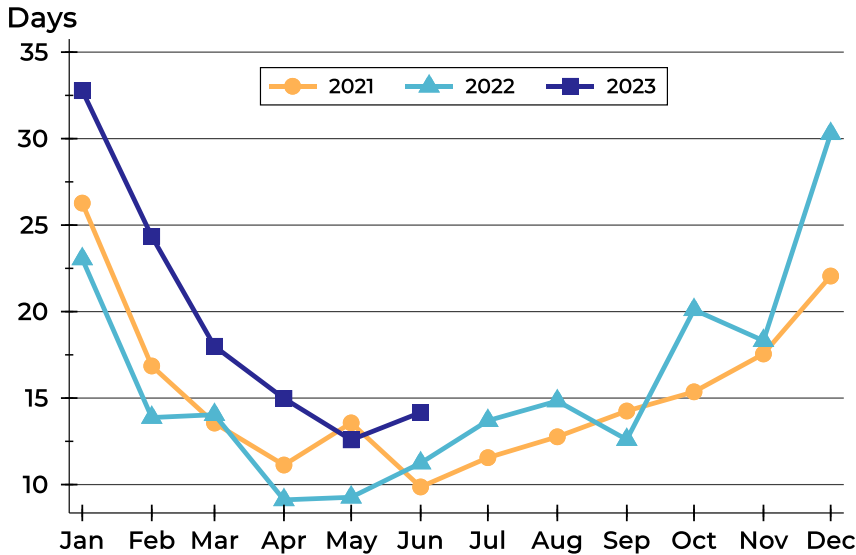


Month	2021	2022	2023
January	154,900	154,900	169,500
February	165,600	167,500	179,900
March	155,000	174,999	189,900
April	159,900	199,950	189,900
May	174,000	199,500	199,700
June	175,000	197,500	210,000
July	185,000	190,000	
August	169,900	179,950	
September	179,950	170,000	
October	174,900	175,000	
November	188,500	169,925	
December	165,000	168,250	



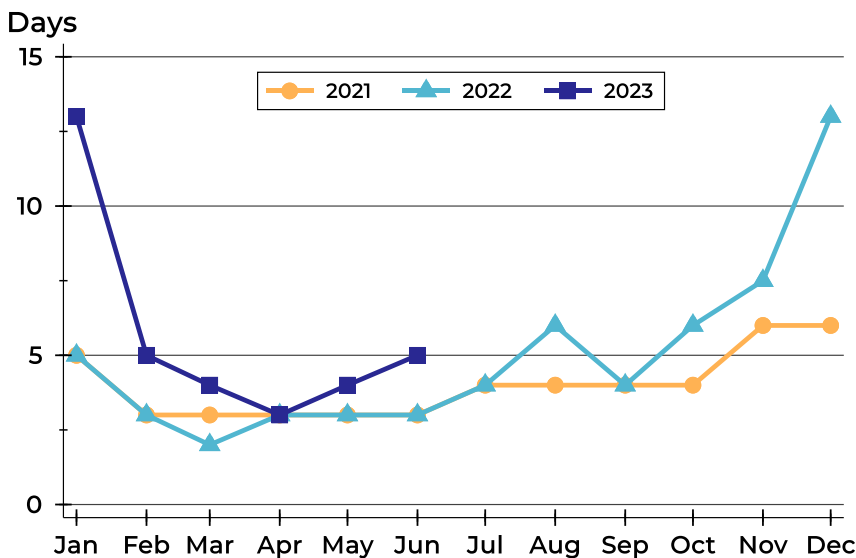
Central Region Pending Contracts Analysis

Average DOM



Month	2021	2022	2023
January	26	23	33
February	17	14	24
March	14	14	18
April	11	9	15
May	14	9	13
June	10	11	14
July	12	14	
August	13	15	
September	14	13	
October	15	20	
November	18	18	
December	22	30	

Median DOM



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



**June
2023**

Sunflower MLS Statistics



North Region Housing Report



Market Overview

North Region Home Sales Fell in June

Total home sales in North Region fell last month to 26 units, compared to 34 units in June 2022. Total sales volume was \$5.3 million, down from a year earlier.

The median sale price in June was \$174,250, down from \$178,500 a year earlier. Homes that sold in June were typically on the market for 4 days and sold for 100.0% of their list prices.

North Region Active Listings Down at End of June

The total number of active listings in North Region at the end of June was 42 units, down from 48 at the same point in 2022. This represents a 1.6 months' supply of homes available for sale. The median list price of homes on the market at the end of June was \$254,500.

During June, a total of 25 contracts were written down from 31 in June 2022. At the end of the month, there were 28 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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**June
2023**

Sunflower MLS Statistics



North Region Summary Statistics

June MLS Statistics Three-year History		Current Month			Year-to-Date		
		2023	2022	2021	2023	2022	2021
Home Sales		26	34	38	126	171	170
Change from prior year		-23.5%	-10.5%	0.0%	-26.3%	0.6%	16.4%
Active Listings		42	48	28	N/A	N/A	N/A
Change from prior year		-12.5%	71.4%	-51.7%			
Months' Supply		1.6	1.6	0.9	N/A	N/A	N/A
Change from prior year		0.0%	77.8%	-64.0%			
New Listings		35	58	32	158	212	188
Change from prior year		-39.7%	81.3%	-31.9%	-25.5%	12.8%	-9.2%
Contracts Written		25	31	32	135	178	190
Change from prior year		-19.4%	-3.1%	-13.5%	-24.2%	-6.3%	7.3%
Pending Contracts		28	31	38	N/A	N/A	N/A
Change from prior year		-9.7%	-18.4%	-2.6%			
Sales Volume (1,000s)		5,260	7,210	7,902	26,776	36,414	30,548
Change from prior year		-27.0%	-8.8%	24.7%	-26.5%	19.2%	26.2%
Average	Sale Price	202,304	212,059	207,953	212,511	212,947	179,696
	Change from prior year	-4.6%	2.0%	24.7%	-0.2%	18.5%	8.4%
	List Price of Actives	275,879	228,946	204,160	N/A	N/A	N/A
	Change from prior year	20.5%	12.1%	26.7%			
	Days on Market	30	12	23	35	23	28
Change from prior year	150.0%	-47.8%	-43.9%	52.2%	-17.9%	-41.7%	
Percent of List	99.4%	101.8%	99.5%	97.4%	99.5%	99.6%	
Change from prior year	-2.4%	2.3%	2.6%	-2.1%	-0.1%	3.1%	
Percent of Original	98.1%	101.8%	98.4%	94.9%	98.7%	98.1%	
Change from prior year	-3.6%	3.5%	2.6%	-3.9%	0.6%	4.7%	
Median	Sale Price	174,250	178,500	186,750	188,950	185,000	169,700
	Change from prior year	-2.4%	-4.4%	24.9%	2.1%	9.0%	14.3%
	List Price of Actives	254,500	171,250	125,250	N/A	N/A	N/A
	Change from prior year	48.6%	36.7%	4.7%			
	Days on Market	4	6	6	10	7	6
Change from prior year	-33.3%	0.0%	-79.3%	42.9%	16.7%	-76.0%	
Percent of List	100.0%	102.2%	100.0%	100.0%	100.0%	100.0%	
Change from prior year	-2.2%	2.2%	3.2%	0.0%	0.0%	2.5%	
Percent of Original	100.0%	102.2%	100.0%	98.2%	100.0%	100.0%	
Change from prior year	-2.2%	2.2%	3.5%	-1.8%	0.0%	3.4%	

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



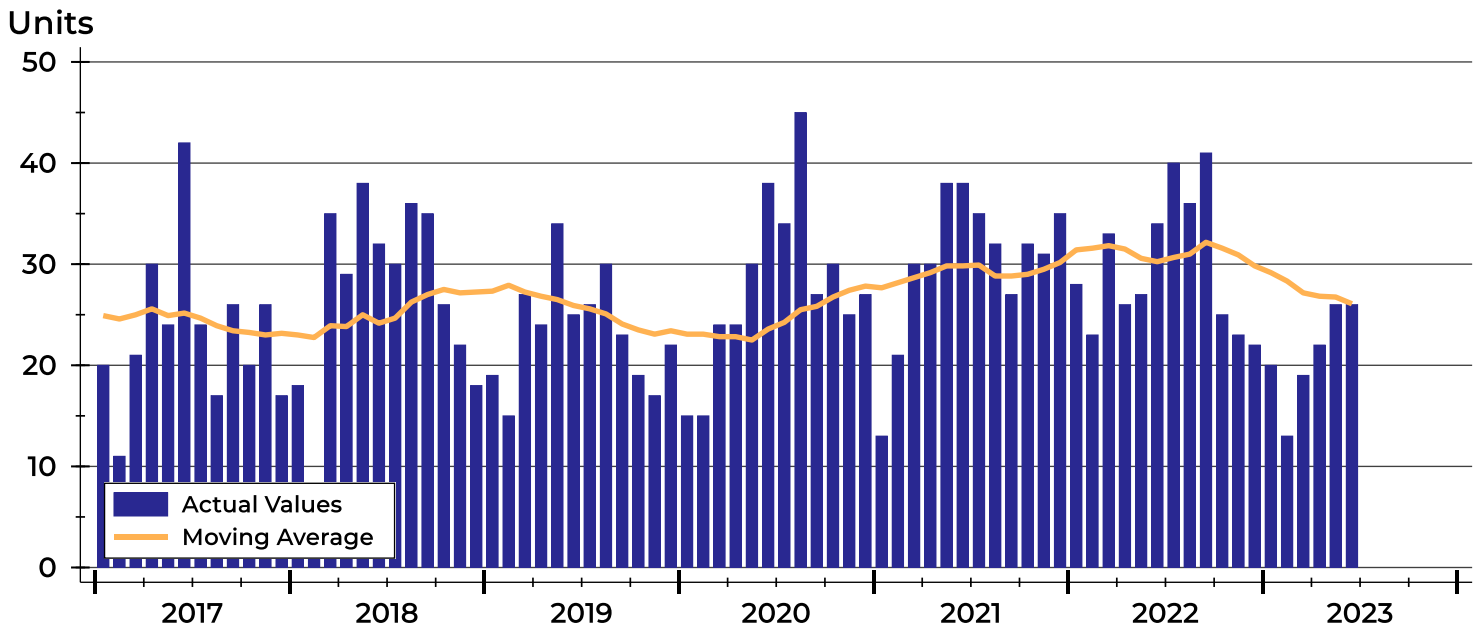
North Region Closed Listings Analysis

Summary Statistics for Closed Listings		2023	June 2022	Change	2023	Year-to-Date 2022	Change
Closed Listings		26	34	-23.5%	126	171	-26.3%
Volume (1,000s)		5,260	7,210	-27.0%	26,776	36,414	-26.5%
Months' Supply		1.6	1.6	0.0%	N/A	N/A	N/A
Average	Sale Price	202,304	212,059	-4.6%	212,511	212,947	-0.2%
	Days on Market	30	12	150.0%	35	23	52.2%
	Percent of List	99.4%	101.8%	-2.4%	97.4%	99.5%	-2.1%
	Percent of Original	98.1%	101.8%	-3.6%	94.9%	98.7%	-3.9%
Median	Sale Price	174,250	178,500	-2.4%	188,950	185,000	2.1%
	Days on Market	4	6	-33.3%	10	7	42.9%
	Percent of List	100.0%	102.2%	-2.2%	100.0%	100.0%	0.0%
	Percent of Original	100.0%	102.2%	-2.2%	98.2%	100.0%	-1.8%

A total of 26 homes sold in North Region in June, down from 34 units in June 2022. Total sales volume fell to \$5.3 million compared to \$7.2 million in the previous year.

The median sales price in June was \$174,250, down 2.4% compared to the prior year. Median days on market was 4 days, down from 13 days in May, and down from 6 in June 2022.

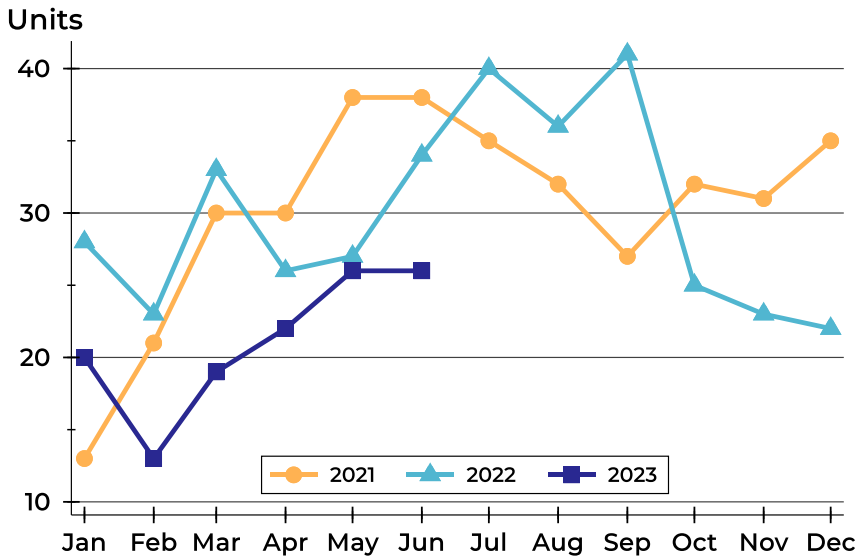
History of Closed Listings





North Region Closed Listings Analysis

Closed Listings by Month



Month	2021	2022	2023
January	13	28	20
February	21	23	13
March	30	33	19
April	30	26	22
May	38	27	26
June	38	34	26
July	35	40	
August	32	36	
September	27	41	
October	32	25	
November	31	23	
December	35	22	

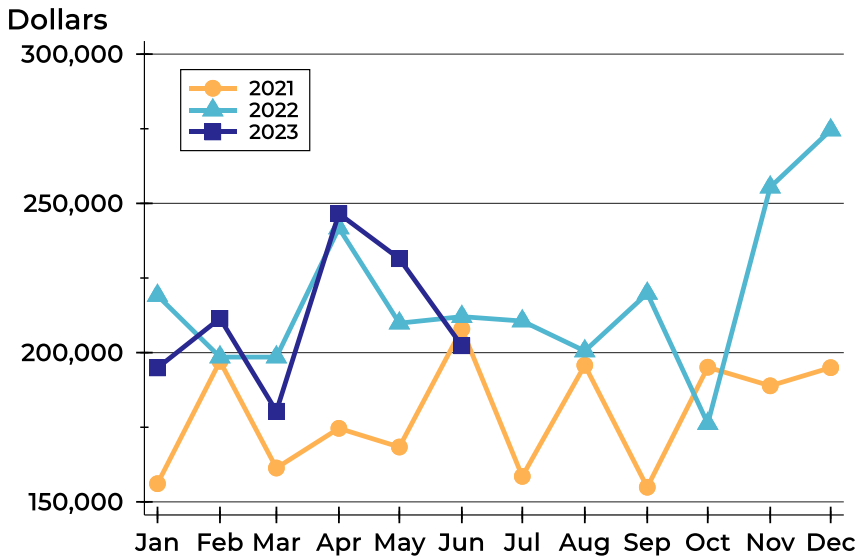
Closed Listings by Price Range

Price Range	Sales		Months' Supply	Sale Price		Days on Market		Price as % of List		Price as % of Orig.	
	Number	Percent		Average	Median	Avg.	Med.	Avg.	Med.	Avg.	Med.
Below \$25,000	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$25,000-\$49,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$50,000-\$99,999	4	15.4%	1.0	81,000	82,000	102	95	89.1%	92.2%	84.9%	91.2%
\$100,000-\$124,999	1	3.8%	0.0	100,000	100,000	23	23	80.0%	80.0%	80.0%	80.0%
\$125,000-\$149,999	3	11.5%	0.0	139,000	140,500	13	6	111.9%	117.2%	111.9%	117.2%
\$150,000-\$174,999	6	23.1%	1.5	166,750	167,500	44	13	101.3%	100.0%	98.5%	100.0%
\$175,000-\$199,999	1	3.8%	0.0	190,000	190,000	0	0	105.6%	105.6%	105.6%	105.6%
\$200,000-\$249,999	2	7.7%	1.7	224,950	224,950	5	5	98.8%	98.8%	98.8%	98.8%
\$250,000-\$299,999	6	23.1%	2.0	275,833	271,000	5	3	99.6%	101.3%	99.6%	101.3%
\$300,000-\$399,999	2	7.7%	1.5	325,000	325,000	1	1	101.6%	101.6%	101.6%	101.6%
\$400,000-\$499,999	1	3.8%	3.7	473,500	473,500	4	4	99.7%	99.7%	99.7%	99.7%
\$500,000-\$749,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$750,000-\$999,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A



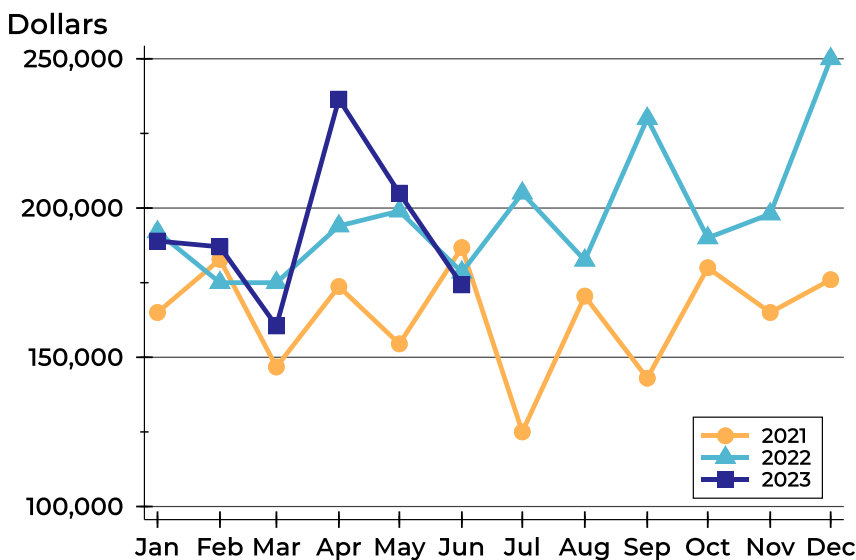
North Region Closed Listings Analysis

Average Price



Month	2021	2022	2023
January	156,100	219,124	194,885
February	197,105	198,508	211,479
March	161,336	198,514	180,366
April	174,644	241,746	246,559
May	168,376	209,869	231,473
June	207,953	212,059	202,304
July	158,553	210,585	
August	195,771	200,542	
September	154,904	219,840	
October	195,111	176,224	
November	188,887	255,428	
December	194,972	274,560	

Median Price

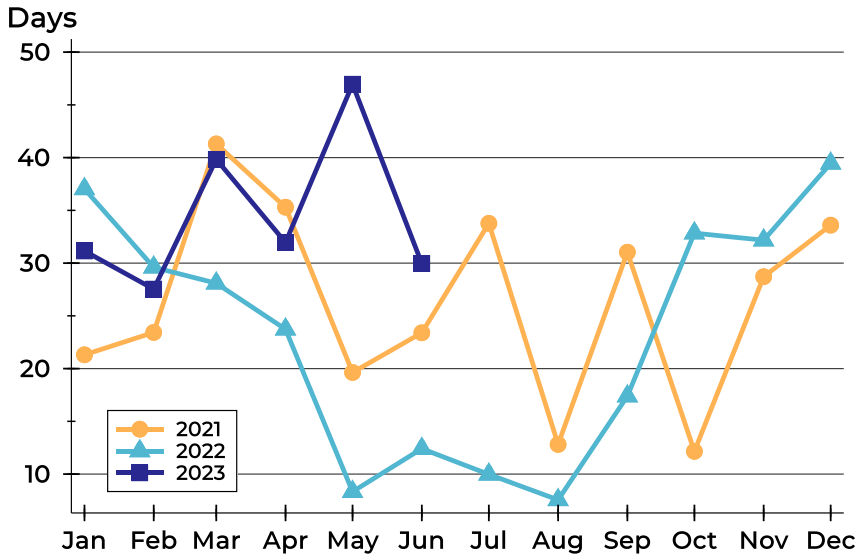


Month	2021	2022	2023
January	165,000	192,000	188,950
February	182,800	175,000	187,000
March	146,750	175,000	160,500
April	173,700	194,000	236,500
May	154,500	199,000	205,000
June	186,750	178,500	174,250
July	125,000	205,000	
August	170,500	182,500	
September	143,000	230,000	
October	180,000	190,000	
November	165,000	198,000	
December	176,000	250,000	



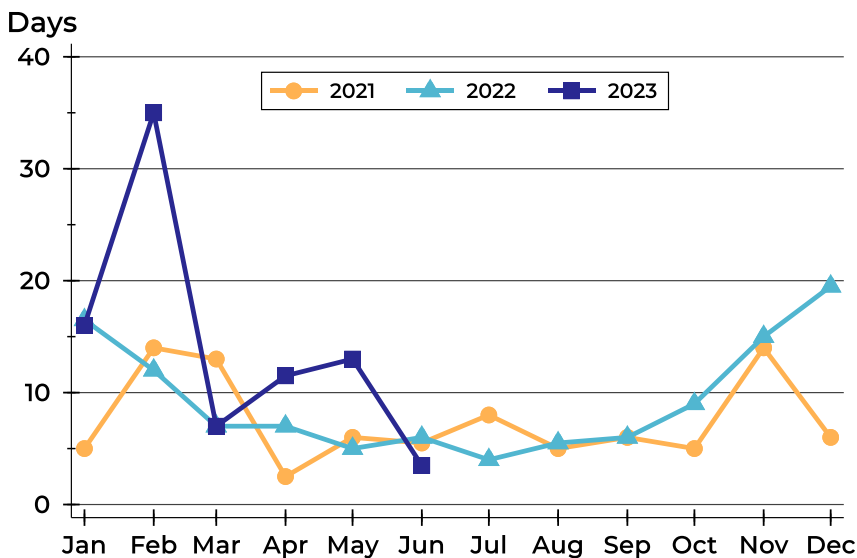
North Region Closed Listings Analysis

Average DOM



Month	2021	2022	2023
January	21	37	31
February	23	30	28
March	41	28	40
April	35	24	32
May	20	8	47
June	23	12	30
July	34	10	
August	13	8	
September	31	17	
October	12	33	
November	29	32	
December	34	39	

Median DOM



Month	2021	2022	2023
January	5	17	16
February	14	12	35
March	13	7	7
April	3	7	12
May	6	5	13
June	6	6	4
July	8	4	
August	5	6	
September	6	6	
October	5	9	
November	14	15	
December	6	20	



North Region Active Listings Analysis

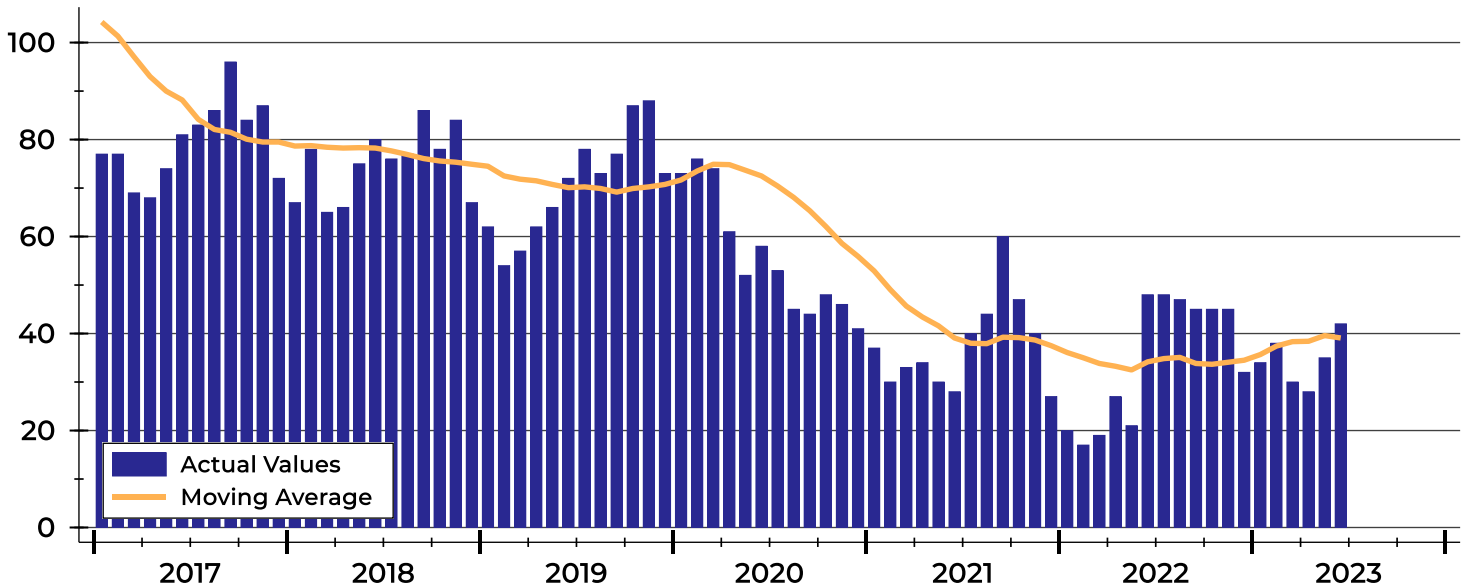
Summary Statistics for Active Listings		2023	End of June 2022	Change
Active Listings		42	48	-12.5%
Volume (1,000s)		11,587	10,989	5.4%
Months' Supply		1.6	1.6	0.0%
Average	List Price	275,879	228,946	20.5%
	Days on Market	54	32	68.8%
	Percent of Original	94.0%	96.5%	-2.6%
Median	List Price	254,500	171,250	48.6%
	Days on Market	37	15	146.7%
	Percent of Original	100.0%	100.0%	0.0%

A total of 42 homes were available for sale in North Region at the end of June. This represents a 1.6 months' supply of active listings.

The median list price of homes on the market at the end of June was \$254,500, up 48.6% from 2022. The typical time on market for active listings was 37 days, up from 15 days a year earlier.

History of Active Listings

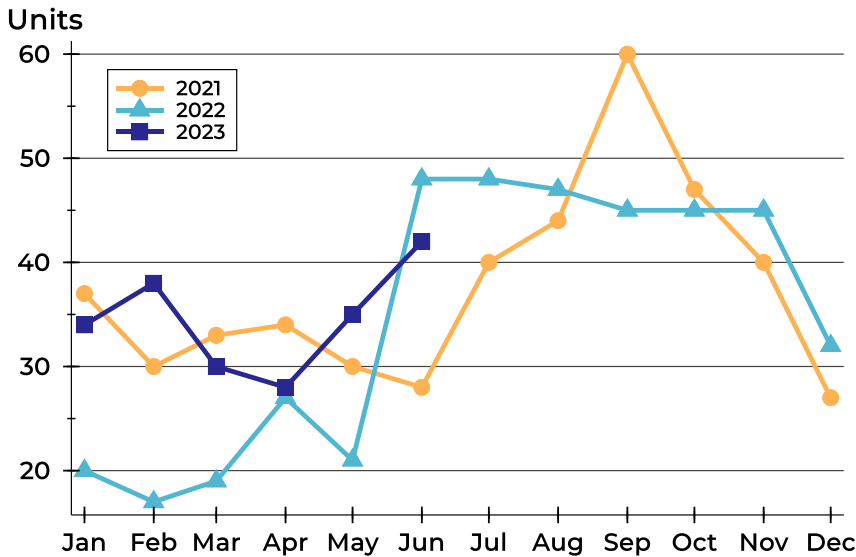
Units





North Region Active Listings Analysis

Active Listings by Month



Month	2021	2022	2023
January	37	20	34
February	30	17	38
March	33	19	30
April	34	27	28
May	30	21	35
June	28	48	42
July	40	48	
August	44	47	
September	60	45	
October	47	45	
November	40	45	
December	27	32	

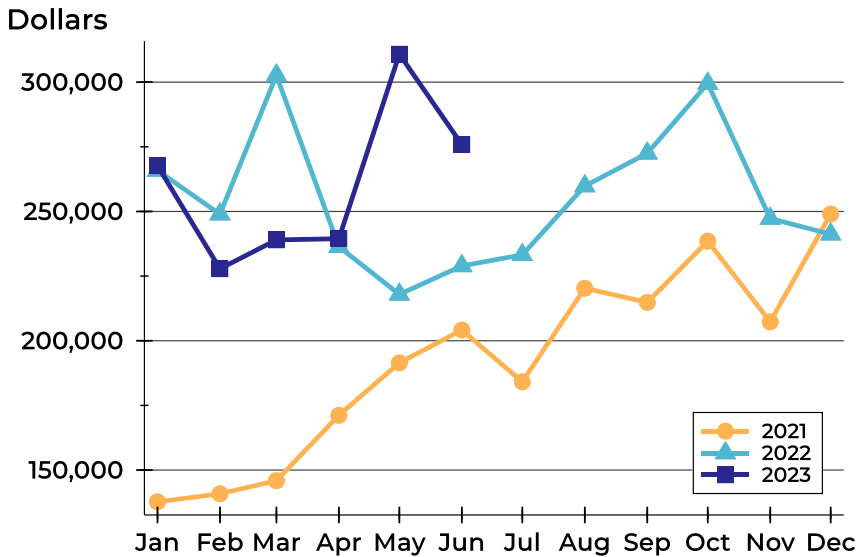
Active Listings by Price Range

Price Range	Active Listings Number	Active Listings Percent	Months' Supply	List Price Average	List Price Median	Days on Market Avg.	Days on Market Med.	Price as % of Orig. Avg.	Price as % of Orig. Med.
Below \$25,000	1	2.4%	N/A	15,000	15,000	19	19	75.0%	75.0%
\$25,000-\$49,999	6	14.3%	N/A	39,567	38,750	79	65	85.0%	87.6%
\$50,000-\$99,999	3	7.1%	1.0	67,333	72,000	33	37	94.9%	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	0	0.0%	0.0	N/A	N/A	N/A	N/A	N/A	N/A
\$150,000-\$174,999	4	9.5%	1.5	162,475	162,500	7	3	100.0%	100.0%
\$175,000-\$199,999	0	0.0%	0.0	N/A	N/A	N/A	N/A	N/A	N/A
\$200,000-\$249,999	7	16.7%	1.7	224,414	228,000	67	50	93.9%	100.0%
\$250,000-\$299,999	7	16.7%	2.0	276,814	275,000	51	15	99.5%	100.0%
\$300,000-\$399,999	5	11.9%	1.5	347,460	348,500	38	40	98.9%	100.0%
\$400,000-\$499,999	4	9.5%	3.7	472,975	483,500	39	42	96.2%	95.0%
\$500,000-\$749,999	4	9.5%	N/A	623,700	622,400	104	85	86.2%	95.2%
\$750,000-\$999,999	1	2.4%	N/A	850,000	850,000	57	57	100.0%	100.0%
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A



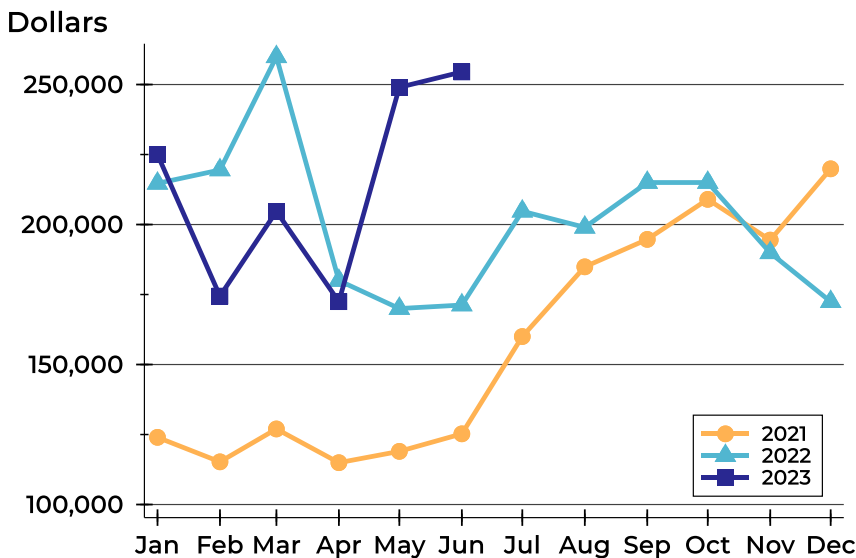
North Region Active Listings Analysis

Average Price



Month	2021	2022	2023
January	137,698	265,863	267,685
February	140,834	248,941	227,835
March	145,894	302,679	239,003
April	171,199	236,378	239,464
May	191,455	217,943	310,831
June	204,160	228,946	275,879
July	184,122	233,242	
August	220,323	259,832	
September	214,848	272,488	
October	238,537	299,486	
November	207,303	247,280	
December	248,989	241,200	

Median Price

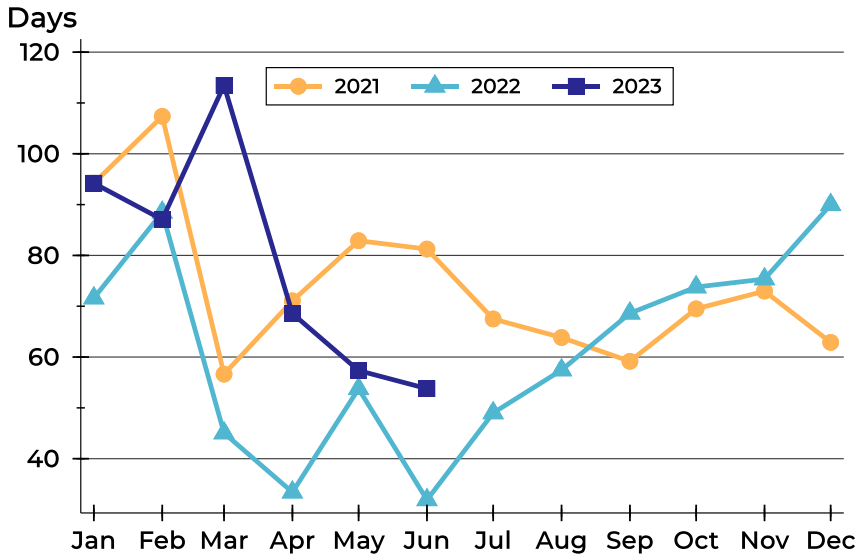


Month	2021	2022	2023
January	124,000	214,700	225,000
February	115,250	219,500	174,450
March	127,000	259,900	204,700
April	114,950	180,000	172,450
May	119,000	170,000	249,000
June	125,250	171,250	254,500
July	160,000	204,750	
August	184,900	199,000	
September	194,700	215,000	
October	209,000	215,000	
November	194,450	189,900	
December	219,900	172,450	



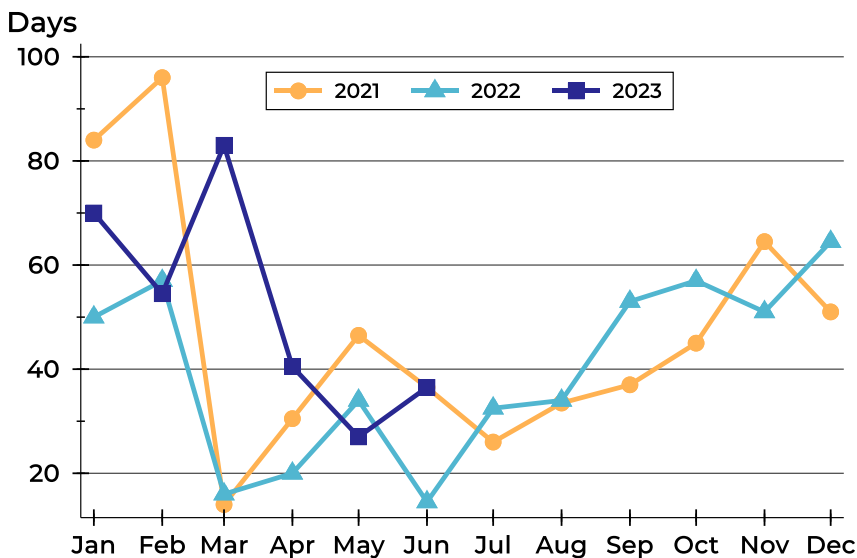
North Region Active Listings Analysis

Average DOM



Month	2021	2022	2023
January	94	72	94
February	107	88	87
March	57	45	113
April	71	33	69
May	83	54	57
June	81	32	54
July	68	49	
August	64	57	
September	59	69	
October	69	74	
November	73	75	
December	63	90	

Median DOM

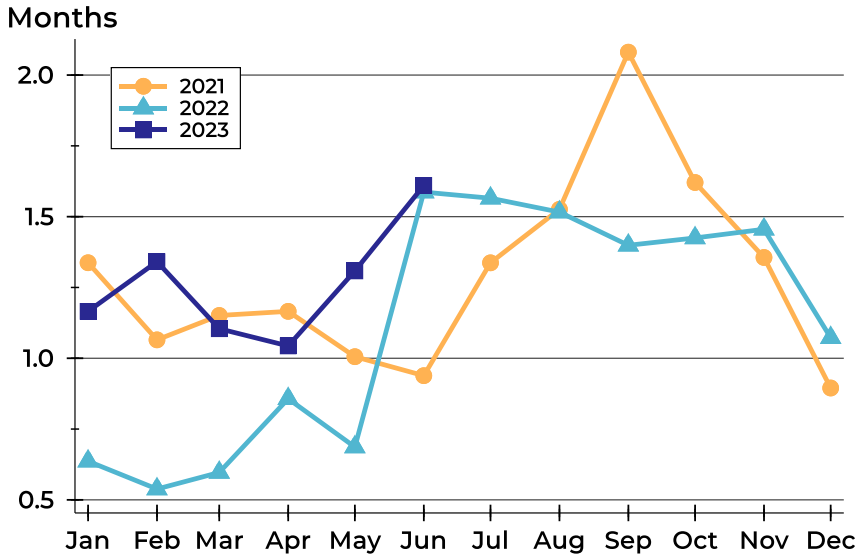


Month	2021	2022	2023
January	84	50	70
February	96	57	55
March	14	16	83
April	31	20	41
May	47	34	27
June	37	15	37
July	26	33	
August	34	34	
September	37	53	
October	45	57	
November	65	51	
December	51	65	



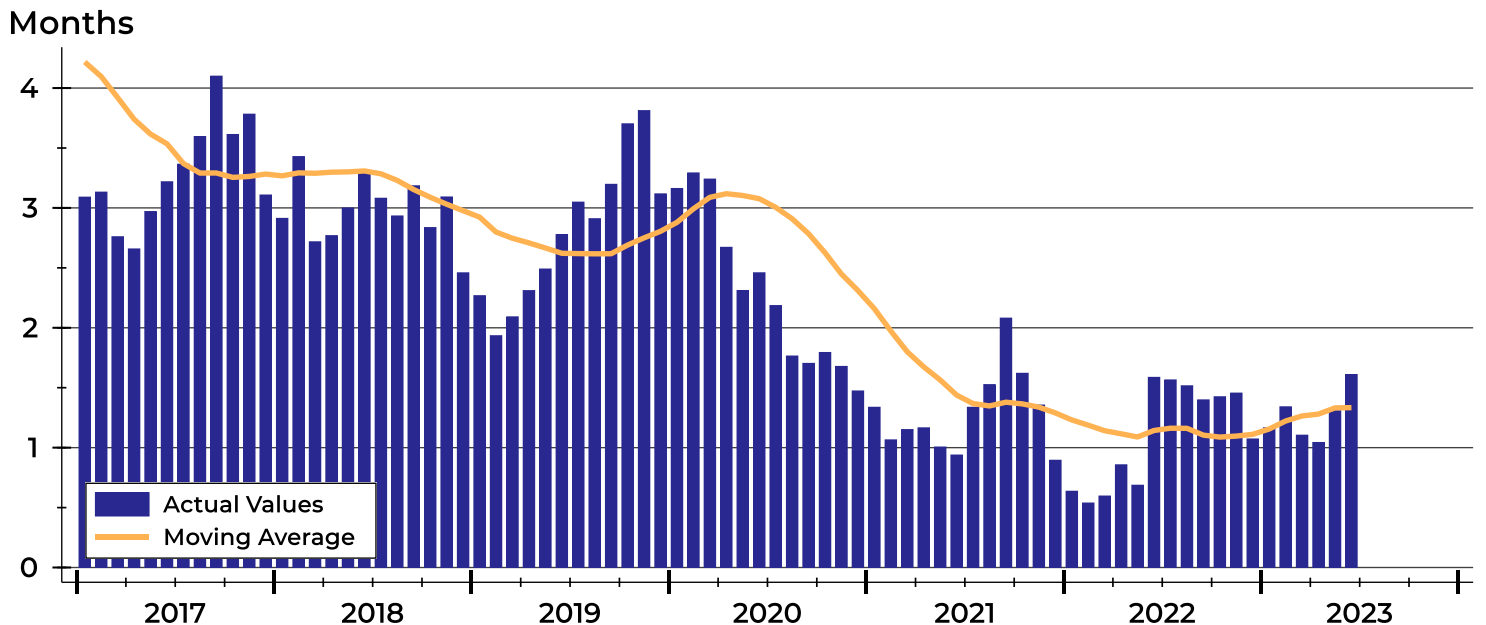
North Region Months' Supply Analysis

Months' Supply by Month



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

History of Month's Supply





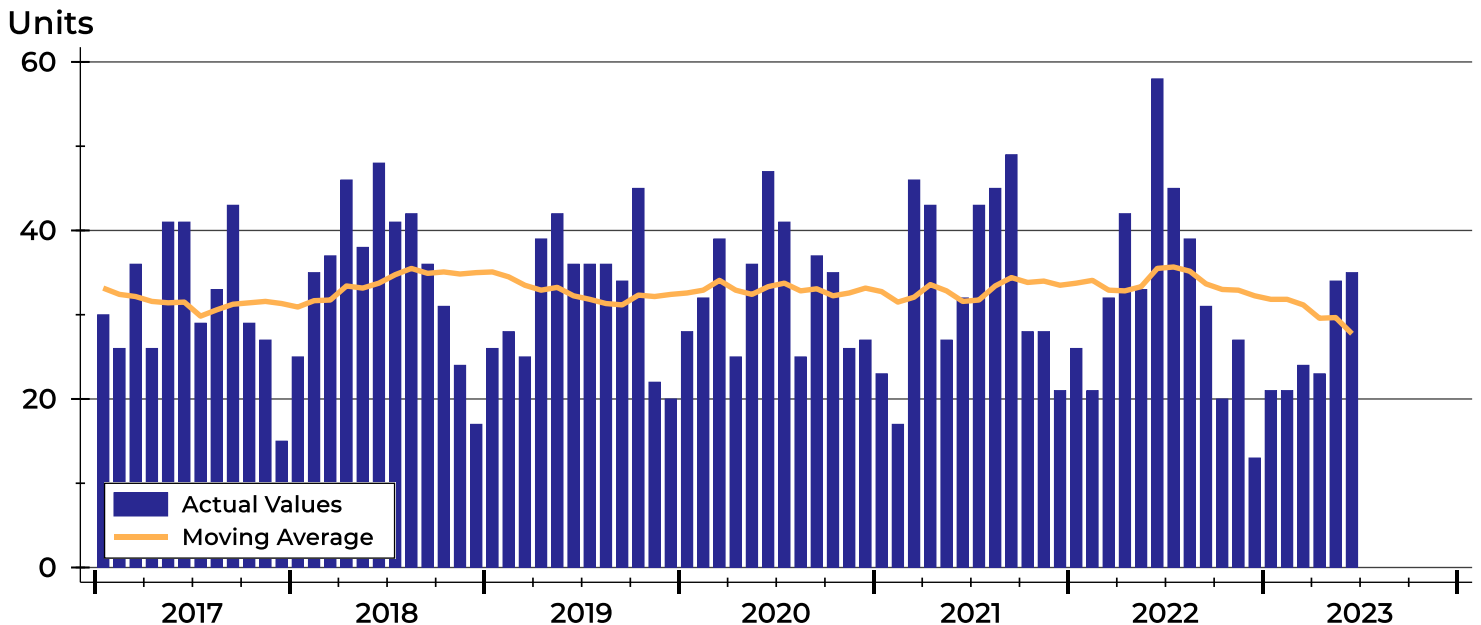
North Region New Listings Analysis

Summary Statistics for New Listings		2023	June 2022	Change
Current Month	New Listings	35	58	-39.7%
	Volume (1,000s)	7,581	12,527	-39.5%
	Average List Price	216,611	215,984	0.3%
	Median List Price	209,000	183,250	14.1%
Year-to-Date	New Listings	158	212	-25.5%
	Volume (1,000s)	37,817	45,297	-16.5%
	Average List Price	239,347	213,664	12.0%
	Median List Price	219,250	180,750	21.3%

A total of 35 new listings were added in North Region during June, down 39.7% from the same month in 2022. Year-to-date North Region has seen 158 new listings.

The median list price of these homes was \$209,000 up from \$183,250 in 2022.

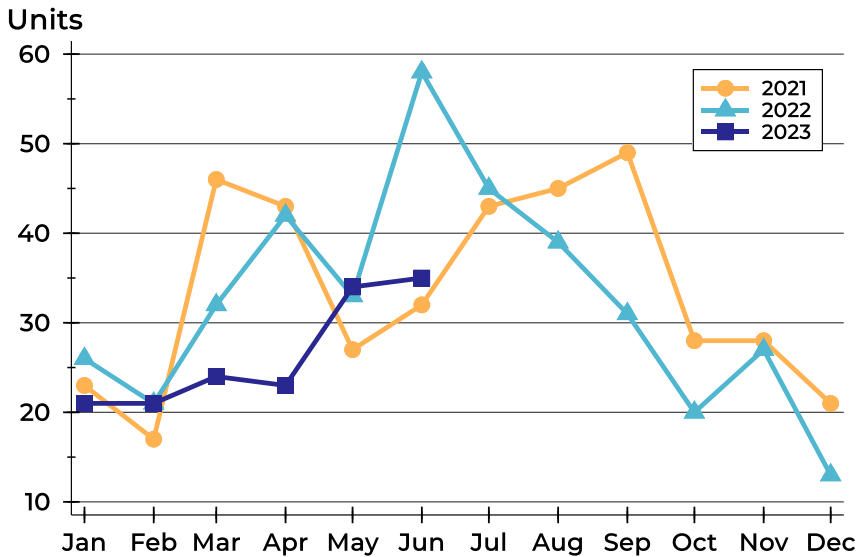
History of New Listings





North Region New Listings Analysis

New Listings by Month



Month	2021	2022	2023
January	23	26	21
February	17	21	21
March	46	32	24
April	43	42	23
May	27	33	34
June	32	58	35
July	43	45	45
August	45	39	39
September	49	31	31
October	28	20	20
November	28	27	27
December	21	13	13

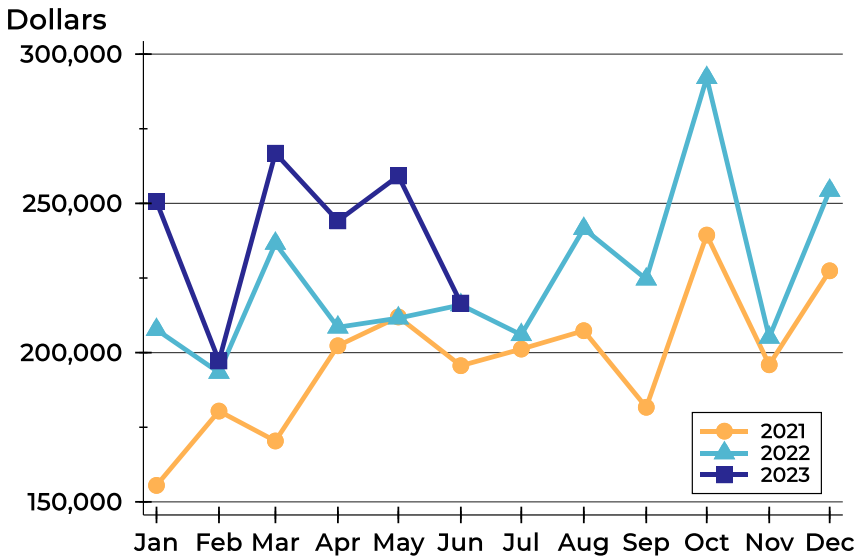
New Listings by Price Range

Price Range	New Listings		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	1	2.9%	15,000	15,000	27	27	75.0%	75.0%
\$25,000-\$49,999	2	5.7%	41,750	41,750	17	17	93.9%	93.9%
\$50,000-\$99,999	4	11.4%	69,950	67,450	19	18	100.0%	100.0%
\$100,000-\$124,999	2	5.7%	112,450	112,450	8	8	104.6%	104.6%
\$125,000-\$149,999	1	2.9%	145,000	145,000	3	3	90.6%	90.6%
\$150,000-\$174,999	5	14.3%	159,980	155,000	10	10	100.0%	100.0%
\$175,000-\$199,999	1	2.9%	175,000	175,000	2	2	100.0%	100.0%
\$200,000-\$249,999	6	17.1%	221,817	220,950	11	10	99.5%	100.0%
\$250,000-\$299,999	7	20.0%	279,843	275,000	16	22	99.5%	100.0%
\$300,000-\$399,999	3	8.6%	353,833	348,500	10	4	100.0%	100.0%
\$400,000-\$499,999	2	5.7%	453,500	453,500	12	12	97.4%	97.4%
\$500,000-\$749,999	1	2.9%	600,000	600,000	9	9	100.0%	100.0%
\$750,000-\$999,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



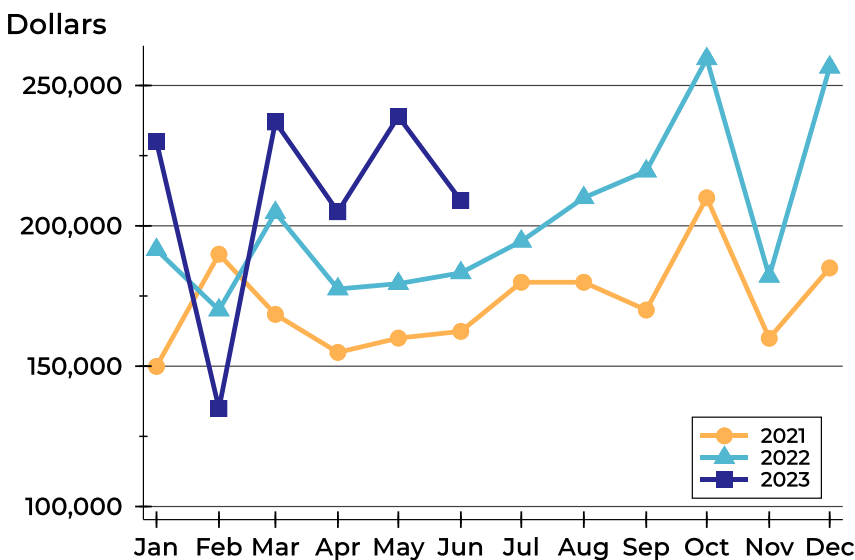
North Region New Listings Analysis

Average Price



Month	2021	2022	2023
January	155,521	207,704	250,612
February	180,419	193,343	197,210
March	170,404	236,584	266,813
April	202,303	208,501	244,139
May	211,946	211,561	259,191
June	195,626	215,984	216,611
July	201,188	205,980	
August	207,351	241,554	
September	181,699	224,600	
October	239,389	292,105	
November	195,930	205,103	
December	227,412	254,323	

Median Price



Month	2021	2022	2023
January	149,900	191,500	230,000
February	189,900	170,000	134,900
March	168,450	204,700	237,000
April	154,900	177,500	205,000
May	160,000	179,400	238,950
June	162,400	183,250	209,000
July	179,900	194,500	
August	179,900	210,000	
September	170,000	219,500	
October	210,000	259,500	
November	159,950	182,000	
December	185,000	256,500	



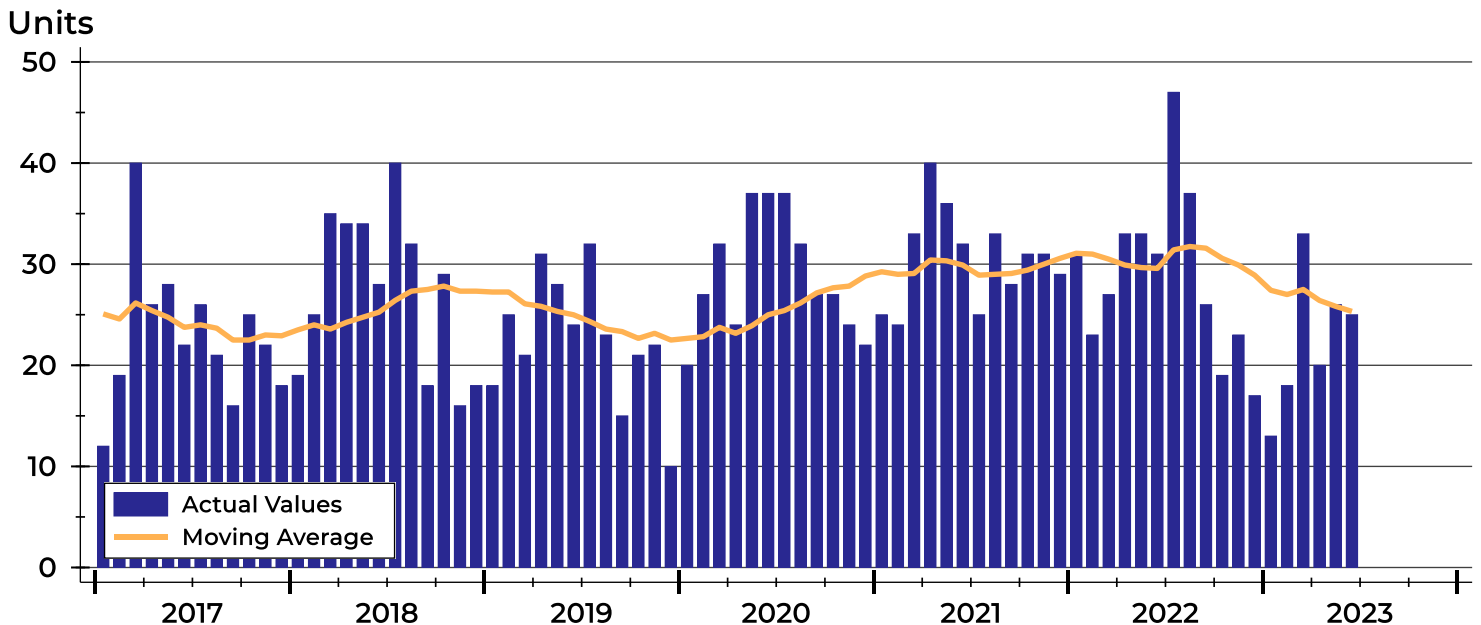
North Region Contracts Written Analysis

Summary Statistics for Contracts Written		2023	June 2022	Change	2023	Year-to-Date 2022	Change
Contracts Written		25	31	-19.4%	135	178	-24.2%
Volume (1,000s)		6,173	5,956	3.6%	30,650	37,689	-18.7%
Average	Sale Price	246,936	192,127	28.5%	227,040	211,739	7.2%
	Days on Market	25	10	150.0%	32	16	100.0%
	Percent of Original	98.0%	99.2%	-1.2%	95.9%	99.5%	-3.6%
Median	Sale Price	212,000	181,500	16.8%	195,000	185,000	5.4%
	Days on Market	5	6	-16.7%	8	6	33.3%
	Percent of Original	100.0%	100.0%	0.0%	100.0%	100.0%	0.0%

A total of 25 contracts for sale were written in North Region during the month of June, down from 31 in 2022. The median list price of these homes was \$212,000, up from \$181,500 the prior year.

Half of the homes that went under contract in June were on the market less than 5 days, compared to 6 days in June 2022.

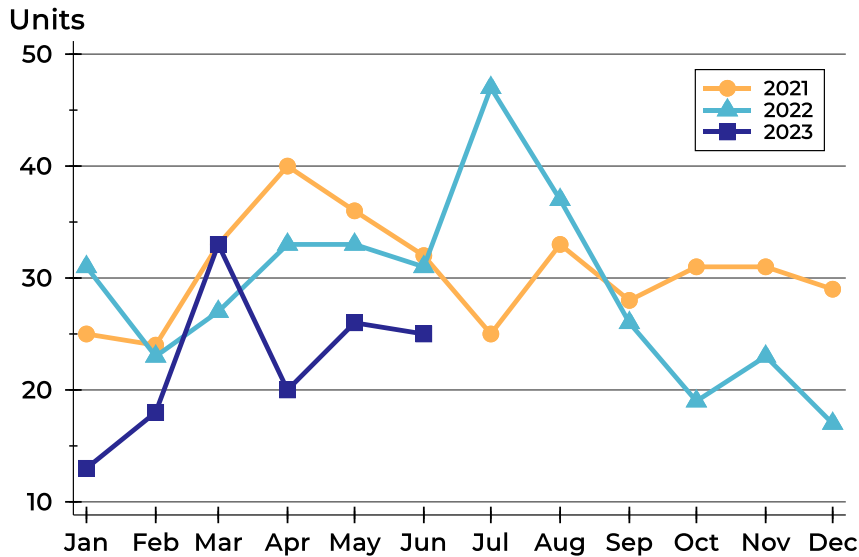
History of Contracts Written





North Region Contracts Written Analysis

Contracts Written by Month



Month	2021	2022	2023
January	25	31	13
February	24	23	18
March	33	27	33
April	40	33	20
May	36	33	26
June	32	31	25
July	25	47	
August	33	37	
September	28	26	
October	31	19	
November	31	23	
December	29	17	

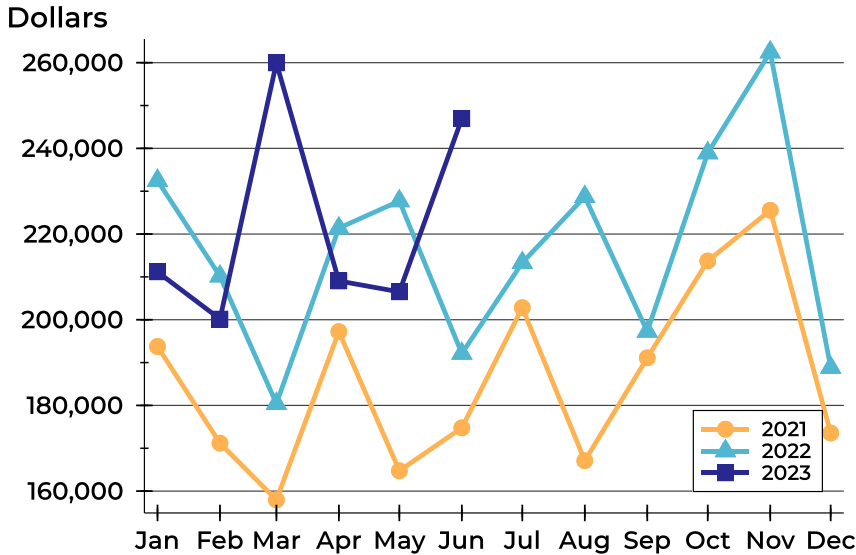
Contracts Written by Price Range

Price Range	Contracts Written		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$25,000-\$49,999	1	4.0%	44,000	44,000	0	0	100.0%	100.0%
\$50,000-\$99,999	3	12.0%	66,600	65,000	16	14	100.0%	100.0%
\$100,000-\$124,999	3	12.0%	114,300	115,000	82	25	87.0%	94.3%
\$125,000-\$149,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$150,000-\$174,999	4	16.0%	160,975	159,950	11	2	100.0%	100.0%
\$175,000-\$199,999	1	4.0%	175,000	175,000	2	2	100.0%	100.0%
\$200,000-\$249,999	5	20.0%	230,000	235,000	23	3	99.1%	100.0%
\$250,000-\$299,999	2	8.0%	293,000	293,000	3	3	100.0%	100.0%
\$300,000-\$399,999	3	12.0%	373,967	374,900	28	16	100.0%	100.0%
\$400,000-\$499,999	1	4.0%	435,000	435,000	3	3	100.0%	100.0%
\$500,000-\$749,999	1	4.0%	699,900	699,900	10	10	100.0%	100.0%
\$750,000-\$999,999	1	4.0%	775,000	775,000	63	63	94.5%	94.5%
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



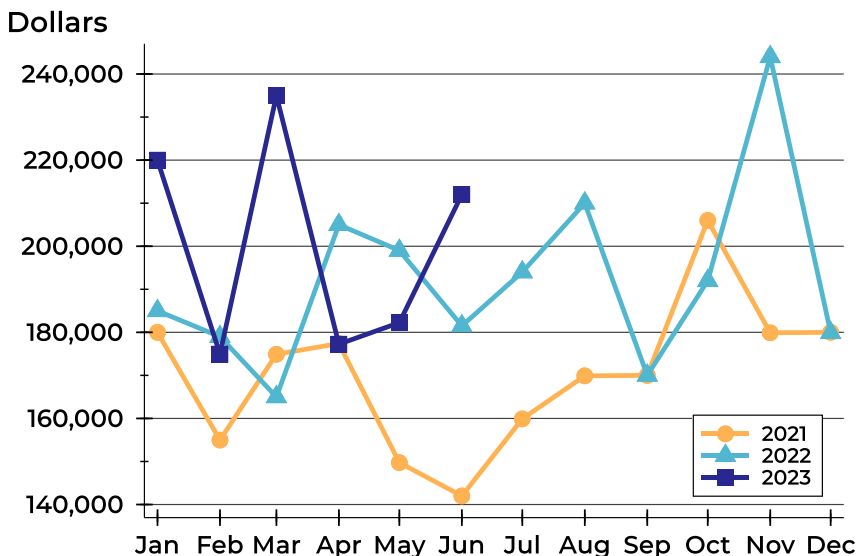
North Region Contracts Written Analysis

Average Price



Month	2021	2022	2023
January	193,759	232,503	211,177
February	171,195	210,178	200,164
March	157,955	180,415	259,953
April	197,234	221,386	209,050
May	164,746	227,724	206,512
June	174,770	192,127	246,936
July	202,832	213,306	
August	167,100	228,714	
September	191,111	197,277	
October	213,726	238,916	
November	225,556	262,463	
December	173,560	188,847	

Median Price

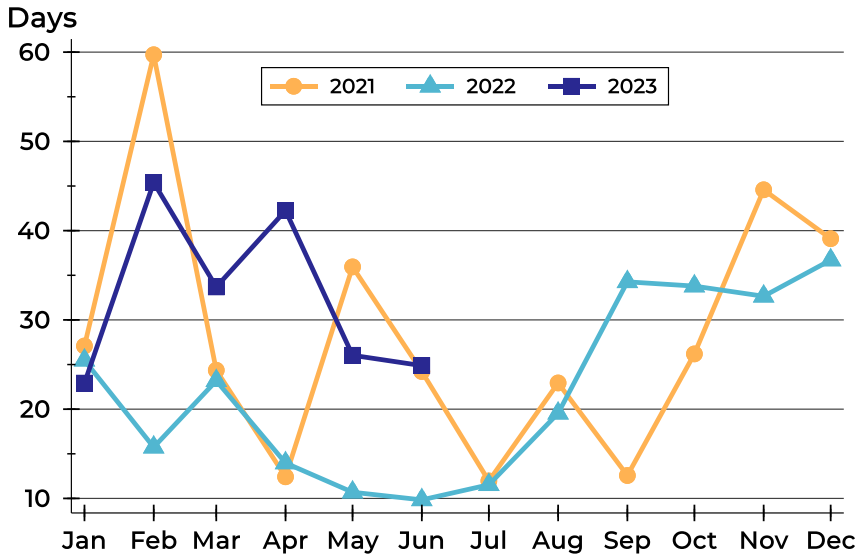


Month	2021	2022	2023
January	180,000	185,000	220,000
February	154,975	179,000	174,950
March	174,900	165,000	235,000
April	177,400	205,000	177,250
May	149,750	199,000	182,250
June	142,000	181,500	212,000
July	159,900	194,000	
August	169,900	210,000	
September	170,000	170,000	
October	206,000	192,000	
November	179,900	244,000	
December	180,000	179,900	



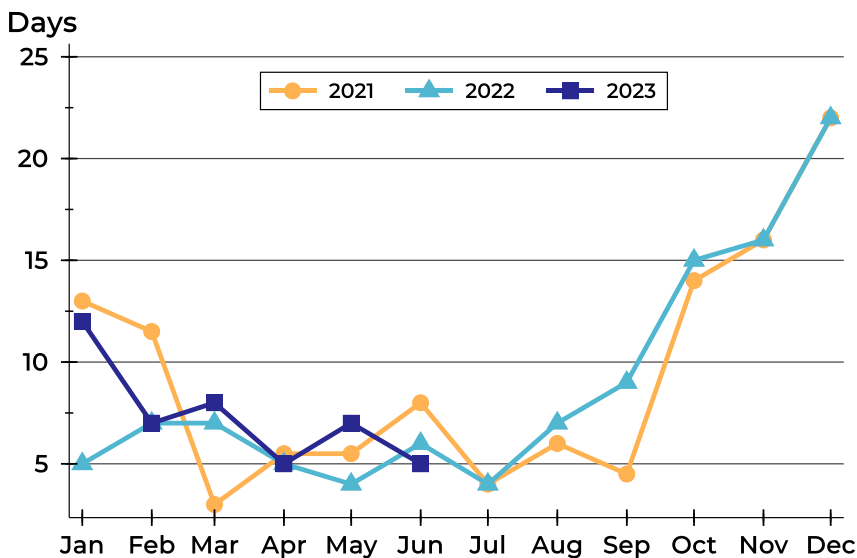
North Region Contracts Written Analysis

Average DOM



Month	2021	2022	2023
January	27	25	23
February	60	16	45
March	24	23	34
April	12	14	42
May	36	11	26
June	24	10	25
July	12	12	
August	23	20	
September	13	34	
October	26	34	
November	45	33	
December	39	37	

Median DOM



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



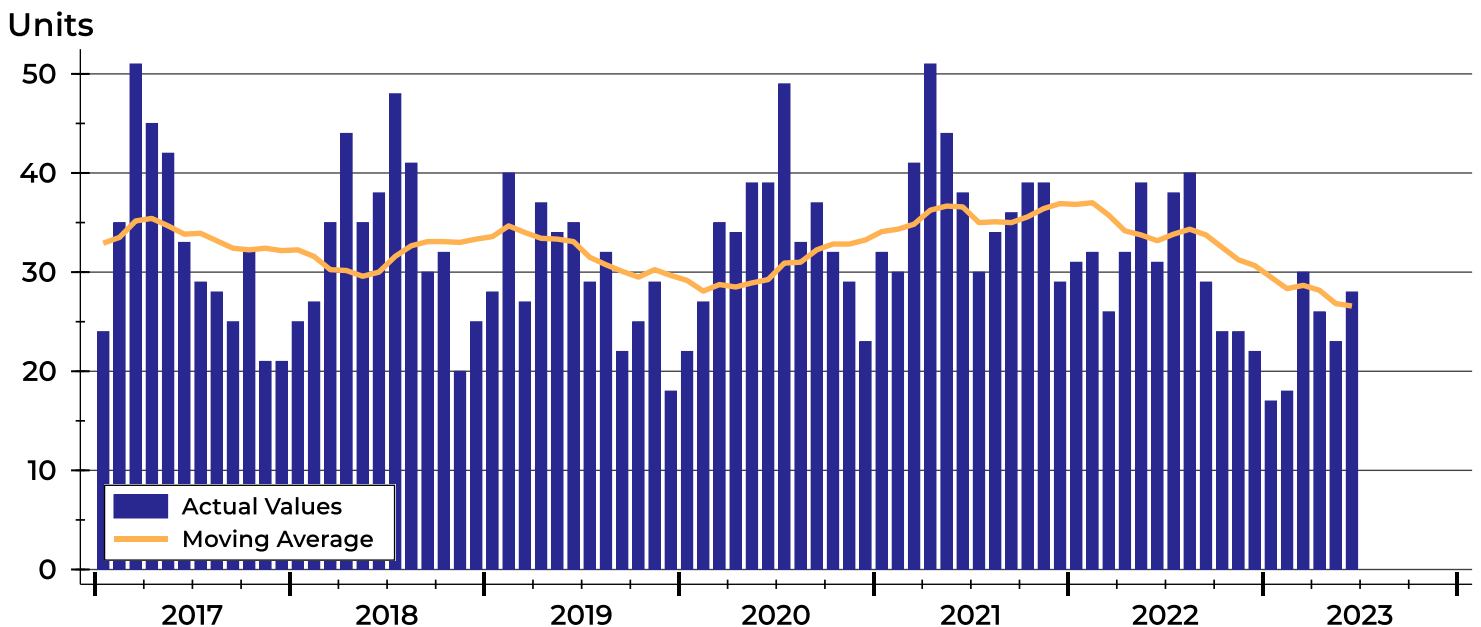
North Region Pending Contracts Analysis

Summary Statistics for Pending Contracts		2023	End of June 2022	Change
Pending Contracts		28	31	-9.7%
Volume (1,000s)		6,932	6,657	4.1%
Average	List Price	247,564	214,753	15.3%
	Days on Market	15	9	66.7%
	Percent of Original	99.4%	99.9%	-0.5%
Median	List Price	215,500	185,000	16.5%
	Days on Market	5	5	0.0%
	Percent of Original	100.0%	100.0%	0.0%

A total of 28 listings in North Region had contracts pending at the end of June, down from 31 contracts pending at the end of June 2022.

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

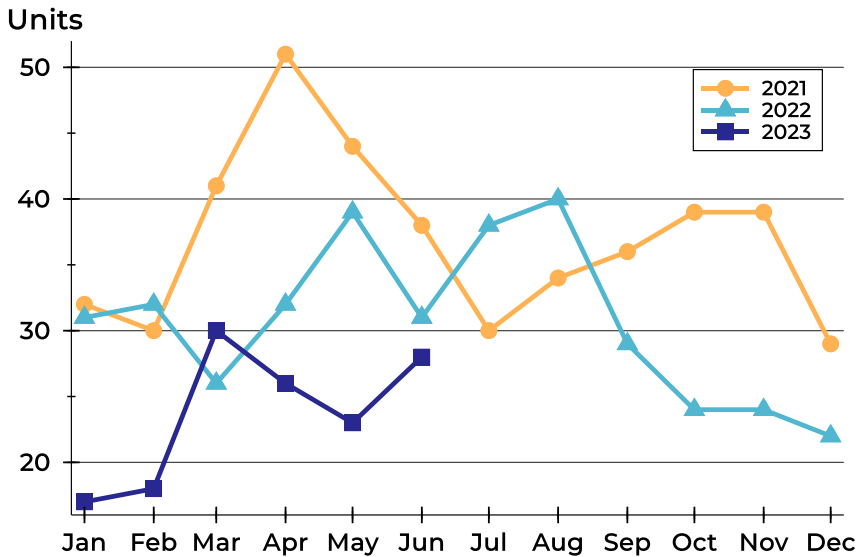
History of Pending Contracts





North Region Pending Contracts Analysis

Pending Contracts by Month



Month	2021	2022	2023
January	32	31	17
February	30	32	18
March	41	26	30
April	51	32	26
May	44	39	23
June	38	31	28
July	30	38	
August	34	40	
September	36	29	
October	39	24	
November	39	24	
December	29	22	

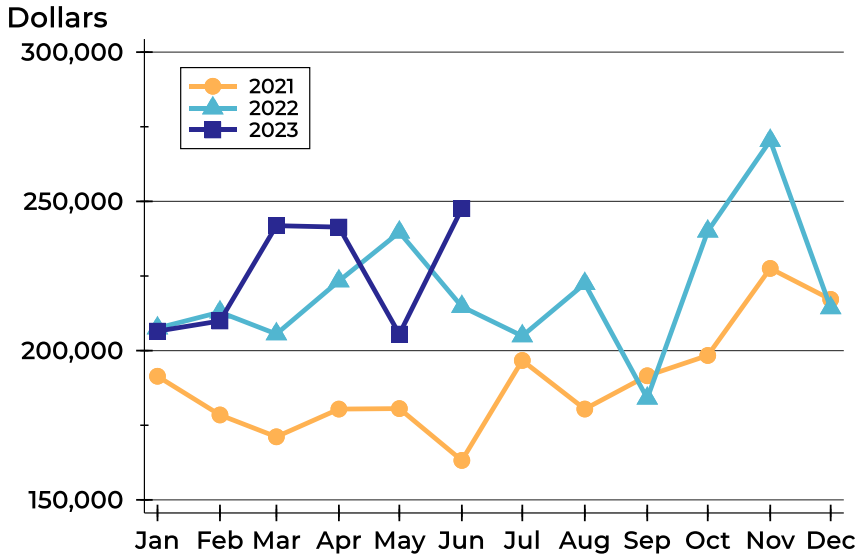
Pending Contracts by Price Range

Price Range	Pending Contracts		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$25,000-\$49,999	1	3.6%	44,000	44,000	0	0	100.0%	100.0%
\$50,000-\$99,999	3	10.7%	66,600	65,000	16	14	100.0%	100.0%
\$100,000-\$124,999	2	7.1%	112,450	112,450	15	15	97.1%	97.1%
\$125,000-\$149,999	2	7.1%	132,450	132,450	7	7	100.0%	100.0%
\$150,000-\$174,999	3	10.7%	162,967	164,900	15	2	100.0%	100.0%
\$175,000-\$199,999	2	7.1%	182,250	182,250	3	3	100.0%	100.0%
\$200,000-\$249,999	5	17.9%	230,000	235,000	23	3	99.1%	100.0%
\$250,000-\$299,999	3	10.7%	279,333	287,000	5	4	100.0%	100.0%
\$300,000-\$399,999	4	14.3%	361,725	366,950	21	10	100.0%	100.0%
\$400,000-\$499,999	1	3.6%	435,000	435,000	3	3	100.0%	100.0%
\$500,000-\$749,999	1	3.6%	699,900	699,900	10	10	100.0%	100.0%
\$750,000-\$999,999	1	3.6%	775,000	775,000	63	63	94.5%	94.5%
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



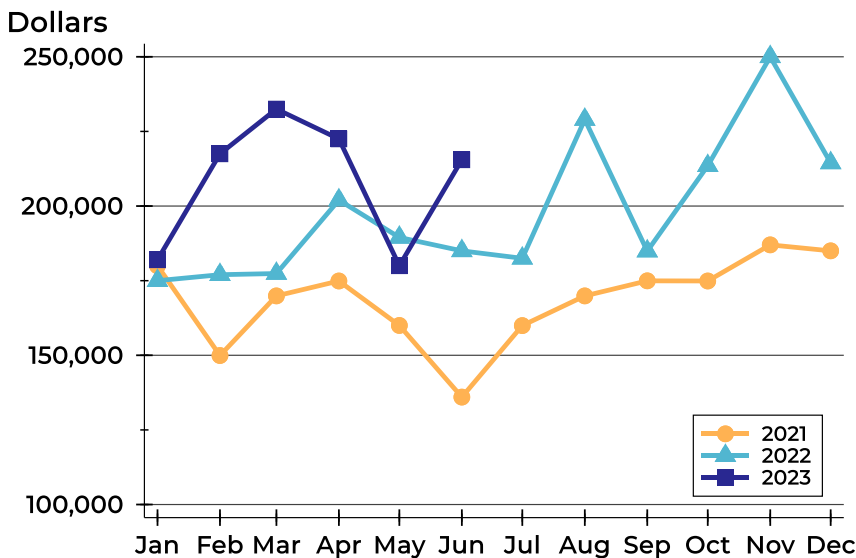
North Region Pending Contracts Analysis

Average Price



Month	2021	2022	2023
January	191,421	207,539	206,529
February	178,453	212,903	209,936
March	171,130	205,571	241,861
April	180,417	223,314	241,394
May	180,589	239,659	205,548
June	163,214	214,753	247,564
July	196,710	204,908	
August	180,431	222,430	
September	191,582	184,028	
October	198,377	239,988	
November	227,543	270,383	
December	217,167	214,309	

Median Price

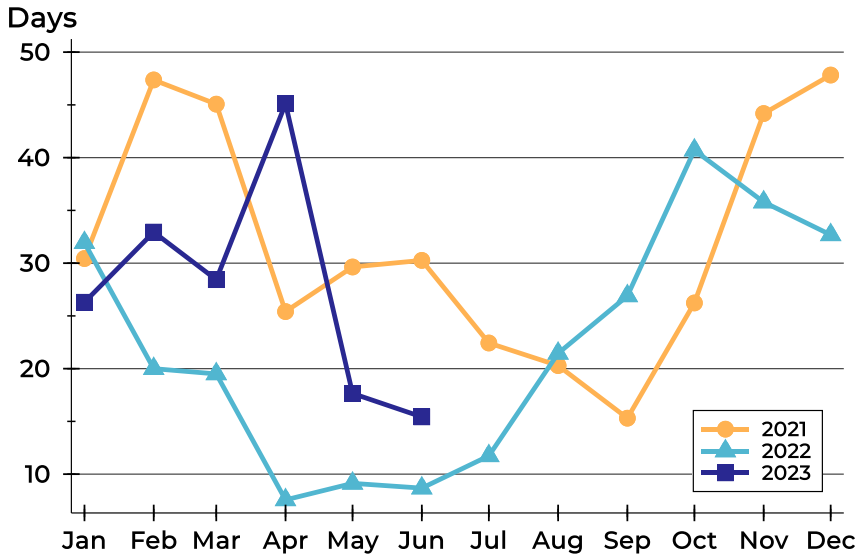


Month	2021	2022	2023
January	180,000	175,000	182,000
February	149,925	177,000	217,500
March	169,900	177,400	232,500
April	174,900	202,000	222,500
May	160,000	189,500	180,000
June	136,000	185,000	215,500
July	159,950	182,500	
August	169,900	229,000	
September	174,950	184,900	
October	174,900	213,500	
November	187,000	250,000	
December	185,000	214,450	



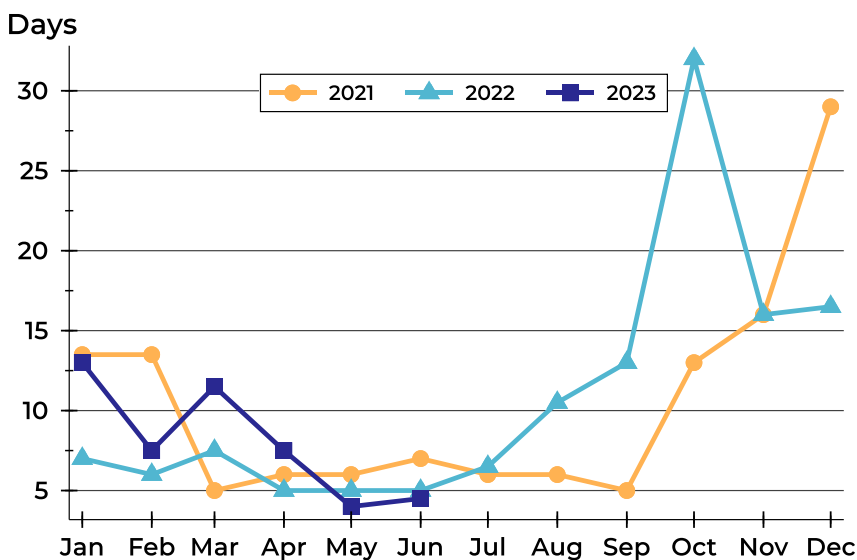
North Region Pending Contracts Analysis

Average DOM



Month	2021	2022	2023
January	30	32	26
February	47	20	33
March	45	20	28
April	25	8	45
May	30	9	18
June	30	9	15
July	22	12	
August	20	21	
September	15	27	
October	26	41	
November	44	36	
December	48	33	

Median DOM



Month	2021	2022	2023
January	14	7	13
February	14	6	8
March	5	8	12
April	6	5	8
May	6	5	4
June	7	5	5
July	6	7	
August	6	11	
September	5	13	
October	13	32	
November	16	16	
December	29	17	



**June
2023**

Sunflower MLS Statistics



South Region Housing Report



Market Overview

South Region Home Sales Rose in June

Total home sales in South Region rose by 1.9% last month to 53 units, compared to 52 units in June 2022. Total sales volume was \$10.4 million, up 8.1% from a year earlier.

The median sale price in June was \$166,000, up from \$135,000 a year earlier. Homes that sold in June were typically on the market for 5 days and sold for 98.7% of their list prices.

South Region Active Listings Down at End of June

The total number of active listings in South Region at the end of June was 34 units, down from 36 at the same point in 2022. This represents a 1.1 months' supply of homes available for sale. The median list price of homes on the market at the end of June was \$209,900.

During June, a total of 36 contracts were written up from 28 in June 2022. At the end of the month, there were 45 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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**June
2023**

Sunflower MLS Statistics



South Region Summary Statistics

June MLS Statistics Three-year History		Current Month			Year-to-Date		
		2023	2022	2021	2023	2022	2021
Home Sales		53	52	47	175	209	199
Change from prior year		1.9%	10.6%	4.4%	-16.3%	5.0%	9.9%
Active Listings		34	36	39	N/A	N/A	N/A
Change from prior year		-5.6%	-7.7%	-37.1%			
Months' Supply		1.1	0.9	1.1	N/A	N/A	N/A
Change from prior year		22.2%	-18.2%	-42.1%			
New Listings		42	47	56	224	242	263
Change from prior year		-10.6%	-16.1%	7.7%	-7.4%	-8.0%	-1.9%
Contracts Written		36	28	39	201	212	236
Change from prior year		28.6%	-28.2%	-20.4%	-5.2%	-10.2%	1.7%
Pending Contracts		45	45	69	N/A	N/A	N/A
Change from prior year		0.0%	-34.8%	-5.5%			
Sales Volume (1,000s)		10,443	9,661	8,674	31,564	34,657	30,699
Change from prior year		8.1%	11.4%	26.4%	-8.9%	12.9%	23.9%
Average	Sale Price	197,045	185,795	184,562	180,364	165,823	154,266
	Change from prior year	6.1%	0.7%	21.1%	8.8%	7.5%	12.7%
	List Price of Actives	276,956	201,368	159,719	N/A	N/A	N/A
	Change from prior year	37.5%	26.1%	-10.3%			
	Days on Market	15	12	28	23	19	31
Change from prior year	25.0%	-57.1%	-22.2%	21.1%	-38.7%	-32.6%	
	Percent of List	97.8%	96.6%	97.4%	97.4%	97.9%	96.5%
Change from prior year	1.2%	-0.8%	1.0%	-0.5%	1.5%	0.9%	
	Percent of Original	96.5%	95.3%	96.2%	95.8%	96.6%	95.3%
Change from prior year	1.3%	-0.9%	1.5%	-0.8%	1.4%	1.8%	
Median	Sale Price	166,000	135,000	180,000	165,000	131,500	139,000
	Change from prior year	23.0%	-25.0%	32.5%	25.5%	-5.4%	5.3%
	List Price of Actives	209,900	133,700	99,900	N/A	N/A	N/A
	Change from prior year	57.0%	33.8%	-43.7%			
	Days on Market	5	5	4	6	6	6
Change from prior year	0.0%	25.0%	-20.0%	0.0%	0.0%	-57.1%	
	Percent of List	98.7%	98.2%	100.0%	98.6%	98.7%	98.4%
Change from prior year	0.5%	-1.8%	2.4%	-0.1%	0.3%	1.0%	
	Percent of Original	98.5%	97.0%	99.5%	97.8%	98.3%	98.0%
Change from prior year	1.5%	-2.5%	2.6%	-0.5%	0.3%	1.6%	

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



South Region Closed Listings Analysis

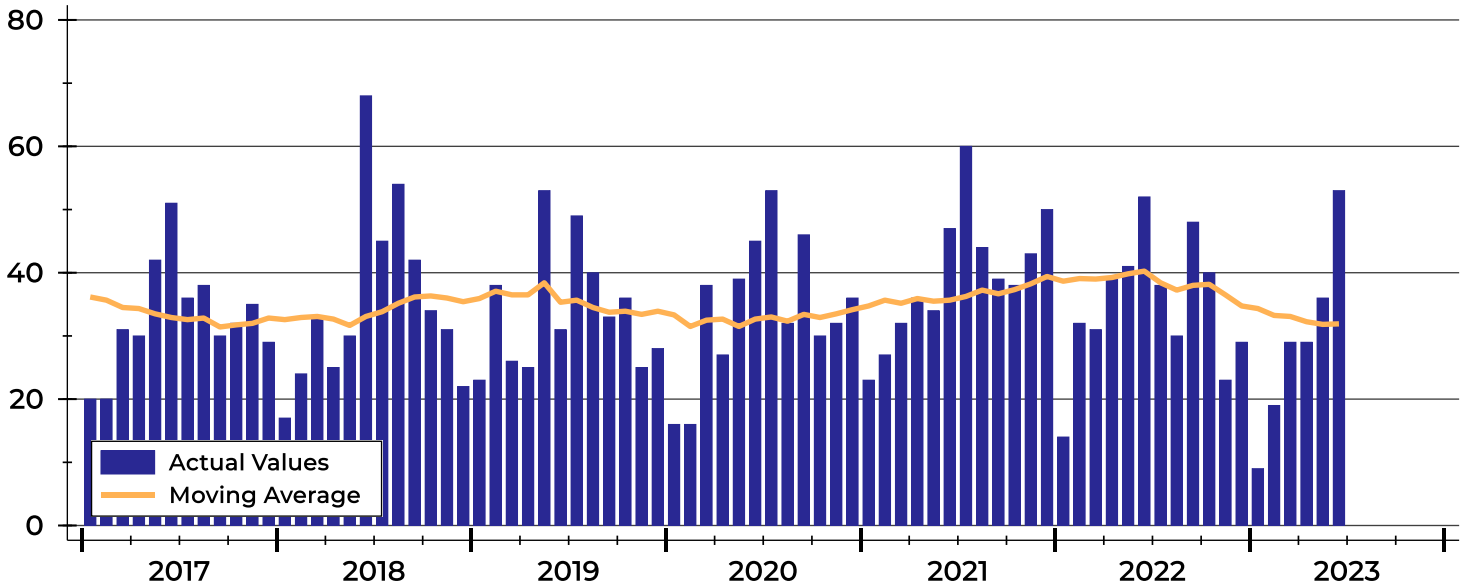
Summary Statistics for Closed Listings		2023	June 2022	Change	2023	Year-to-Date 2022	Change
Closed Listings		53	52	1.9%	175	209	-16.3%
Volume (1,000s)		10,443	9,661	8.1%	31,564	34,657	-8.9%
Months' Supply		1.1	0.9	22.2%	N/A	N/A	N/A
Average	Sale Price	197,045	185,795	6.1%	180,364	165,823	8.8%
	Days on Market	15	12	25.0%	23	19	21.1%
	Percent of List	97.8%	96.6%	1.2%	97.4%	97.9%	-0.5%
	Percent of Original	96.5%	95.3%	1.3%	95.8%	96.6%	-0.8%
Median	Sale Price	166,000	135,000	23.0%	165,000	131,500	25.5%
	Days on Market	5	5	0.0%	6	6	0.0%
	Percent of List	98.7%	98.2%	0.5%	98.6%	98.7%	-0.1%
	Percent of Original	98.5%	97.0%	1.5%	97.8%	98.3%	-0.5%

A total of 53 homes sold in South Region in June, up from 52 units in June 2022. Total sales volume rose to \$10.4 million compared to \$9.7 million in the previous year.

The median sales price in June was \$166,000, up 23.0% compared to the prior year. Median days on market was 5 days, the same as May, and as June 2022.

History of Closed Listings

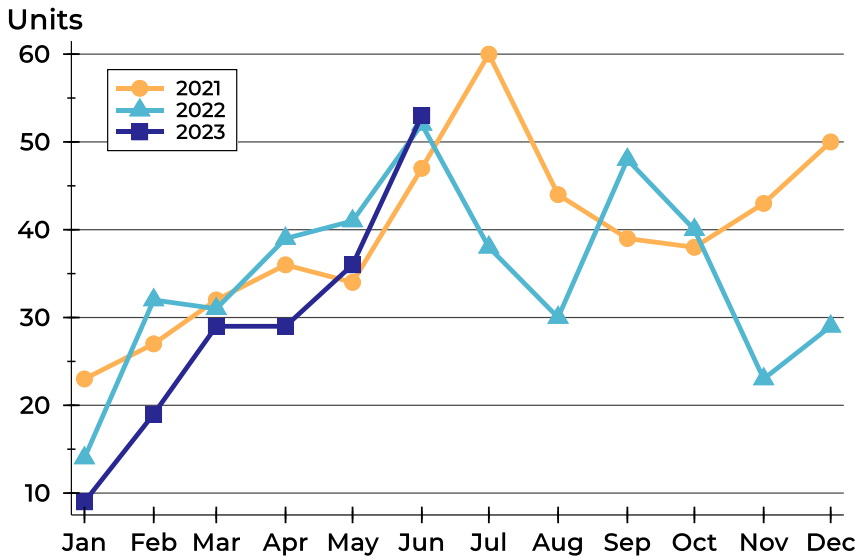
Units





South Region Closed Listings Analysis

Closed Listings by Month



Month	2021	2022	2023
January	23	14	9
February	27	32	19
March	32	31	29
April	36	39	29
May	34	41	36
June	47	52	53
July	60	38	
August	44	30	
September	39	48	
October	38	40	
November	43	23	
December	50	29	

Closed Listings by Price Range

Price Range	Sales		Months' Supply	Sale Price		Days on Market		Price as % of List		Price as % of Orig.	
	Number	Percent		Average	Median	Avg.	Med.	Avg.	Med.	Avg.	Med.
Below \$25,000	1	1.9%	0.0	8,000	8,000	0	0	100.0%	100.0%	100.0%	100.0%
\$25,000-\$49,999	1	1.9%	1.0	38,000	38,000	15	15	84.6%	84.6%	76.2%	76.2%
\$50,000-\$99,999	5	9.4%	0.6	77,480	82,400	48	23	94.2%	95.5%	90.8%	95.5%
\$100,000-\$124,999	8	15.1%	1.2	115,488	118,000	29	22	97.2%	97.2%	96.0%	94.9%
\$125,000-\$149,999	8	15.1%	0.3	136,363	137,500	12	4	99.9%	99.2%	98.7%	98.2%
\$150,000-\$174,999	5	9.4%	1.5	163,100	164,000	13	13	98.8%	99.4%	98.2%	97.7%
\$175,000-\$199,999	2	3.8%	1.1	184,500	184,500	4	4	102.6%	102.6%	102.6%	102.6%
\$200,000-\$249,999	10	18.9%	0.7	225,770	223,750	5	2	99.7%	100.0%	99.5%	100.0%
\$250,000-\$299,999	3	5.7%	1.9	269,333	275,000	6	3	98.1%	98.6%	98.1%	98.6%
\$300,000-\$399,999	9	17.0%	1.9	331,167	327,500	10	6	96.4%	98.7%	94.8%	98.4%
\$400,000-\$499,999	0	0.0%	0.0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$500,000-\$749,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$750,000-\$999,999	1	1.9%	12.0	764,500	764,500	0	0	89.9%	89.9%	89.9%	89.9%
\$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



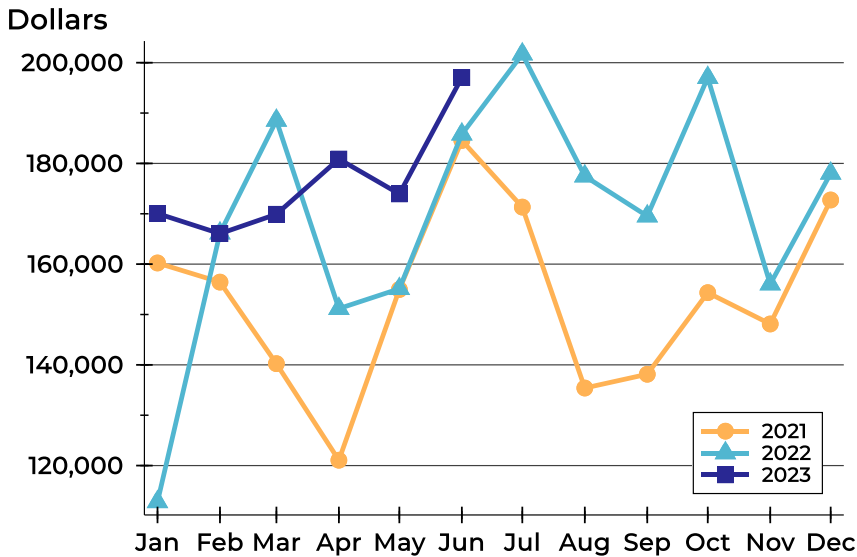
**June
2023**

Sunflower MLS Statistics



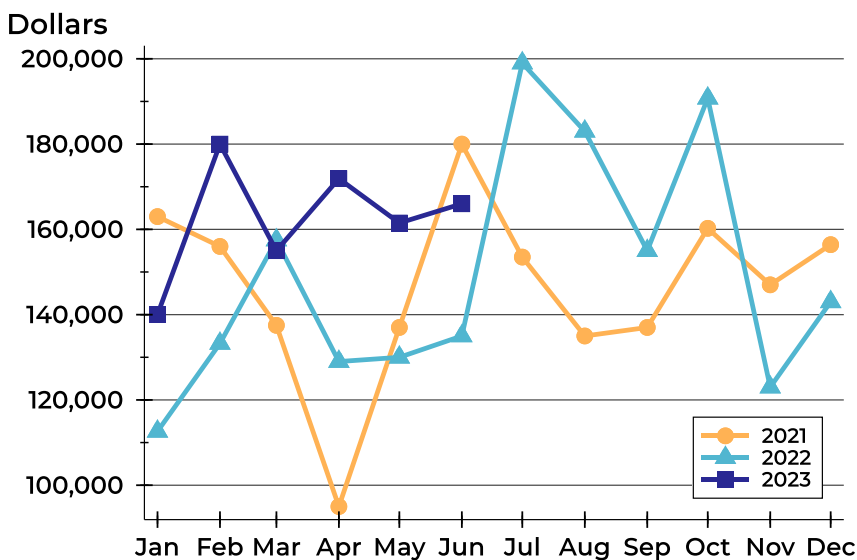
South Region Closed Listings Analysis

Average Price



Month	2021	2022	2023
January	160,235	112,796	170,056
February	156,432	166,151	166,053
March	140,241	188,532	169,907
April	121,075	151,170	180,879
May	154,972	155,110	173,943
June	184,562	185,795	197,045
July	171,326	201,697	
August	135,400	177,477	
September	138,141	169,540	
October	154,339	197,033	
November	148,120	156,032	
December	172,741	178,024	

Median Price

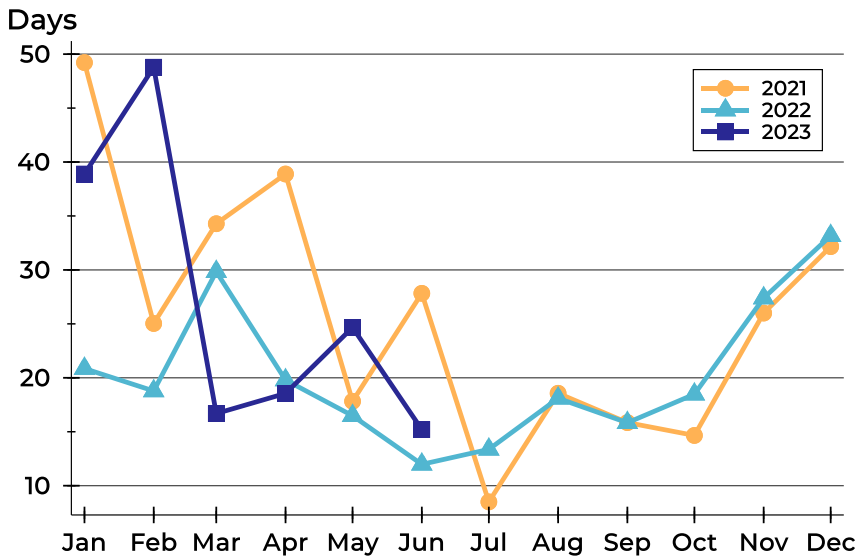


Month	2021	2022	2023
January	163,000	112,625	140,000
February	156,000	133,250	180,000
March	137,500	157,500	155,000
April	95,000	129,000	171,900
May	137,000	130,000	161,500
June	180,000	135,000	166,000
July	153,500	199,000	
August	135,000	183,000	
September	137,000	155,000	
October	160,250	190,750	
November	147,000	123,000	
December	156,421	143,000	



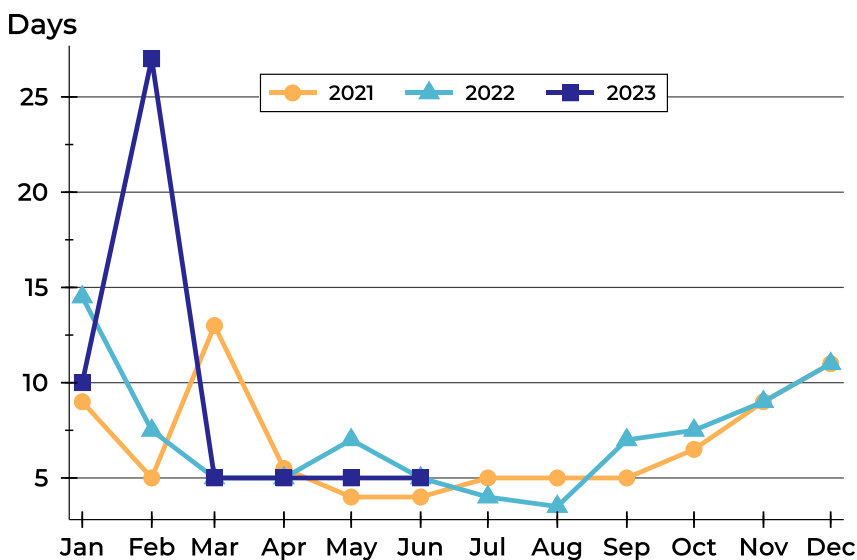
South Region Closed Listings Analysis

Average DOM



Month	2021	2022	2023
January	49	21	39
February	25	19	49
March	34	30	17
April	39	20	19
May	18	16	25
June	28	12	15
July	9	13	
August	19	18	
September	16	16	
October	15	18	
November	26	27	
December	32	33	

Median DOM



Month	2021	2022	2023
January	9	15	10
February	5	8	27
March	13	5	5
April	6	5	5
May	4	7	5
June	4	5	5
July	5	4	
August	5	4	
September	5	7	
October	7	8	
November	9	9	
December	11	11	



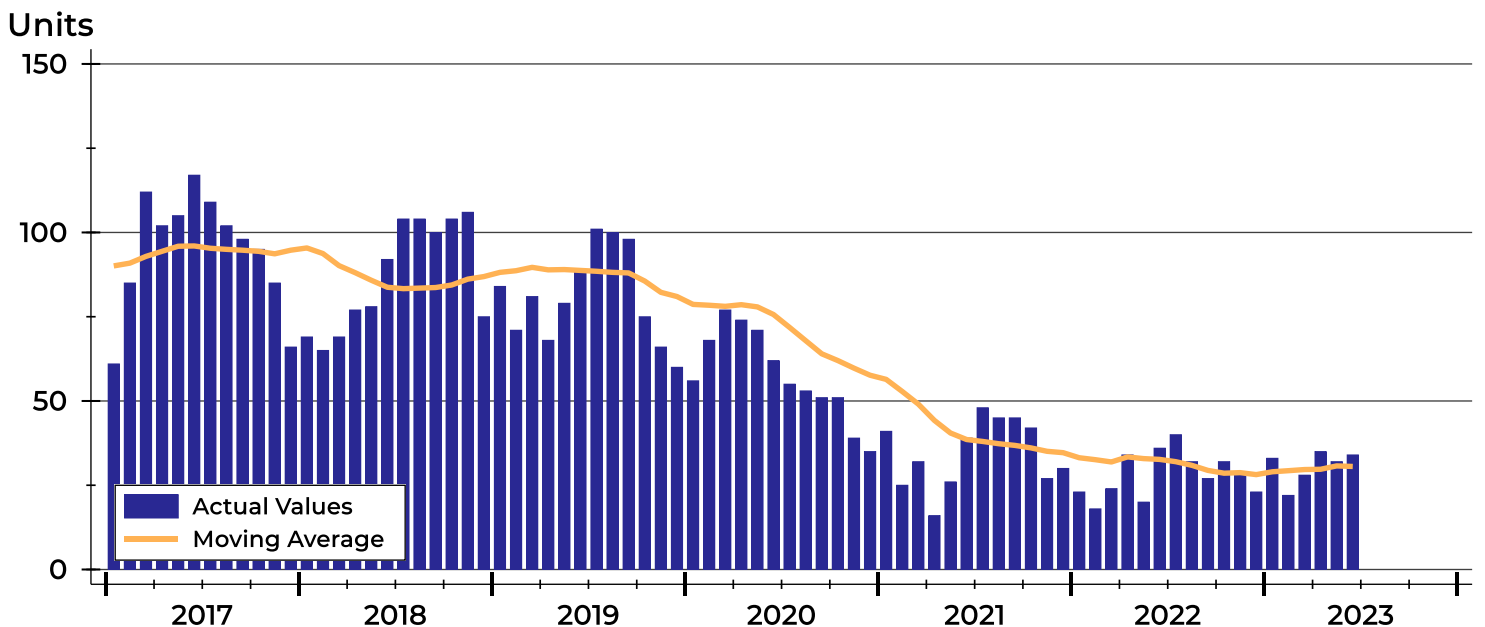
South Region Active Listings Analysis

Summary Statistics for Active Listings		2023	End of June 2022	Change
Active Listings		34	36	-5.6%
Volume (1,000s)		9,417	7,249	29.9%
Months' Supply		1.1	0.9	22.2%
Average	List Price	276,956	201,368	37.5%
	Days on Market	45	30	50.0%
	Percent of Original	96.1%	96.6%	-0.5%
Median	List Price	209,900	133,700	57.0%
	Days on Market	24	20	20.0%
	Percent of Original	100.0%	100.0%	0.0%

A total of 34 homes were available for sale in South Region at the end of June. This represents a 1.1 months' supply of active listings.

The median list price of homes on the market at the end of June was \$209,900, up 57.0% from 2022. The typical time on market for active listings was 24 days, up from 20 days a year earlier.

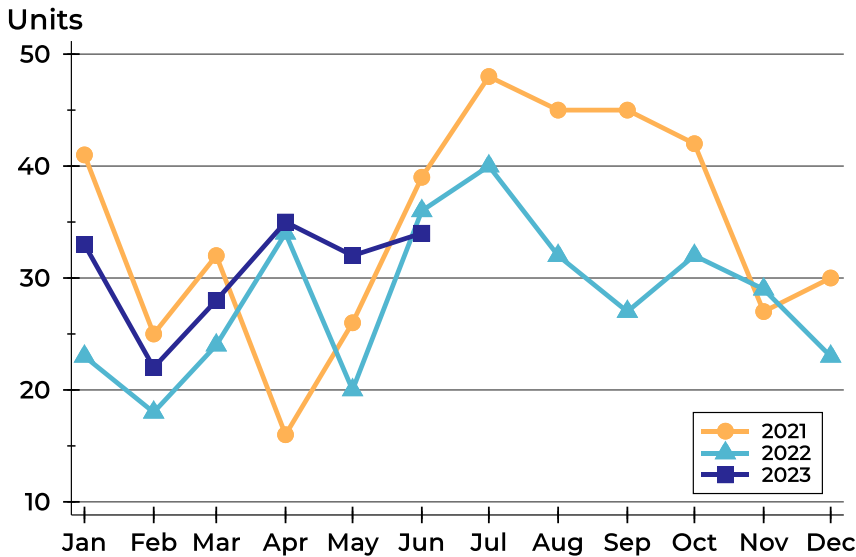
History of Active Listings





South Region Active Listings Analysis

Active Listings by Month



Month	2021	2022	2023
January	41	23	33
February	25	18	22
March	32	24	28
April	16	34	35
May	26	20	32
June	39	36	34
July	48	40	
August	45	32	
September	45	27	
October	42	32	
November	27	29	
December	30	23	

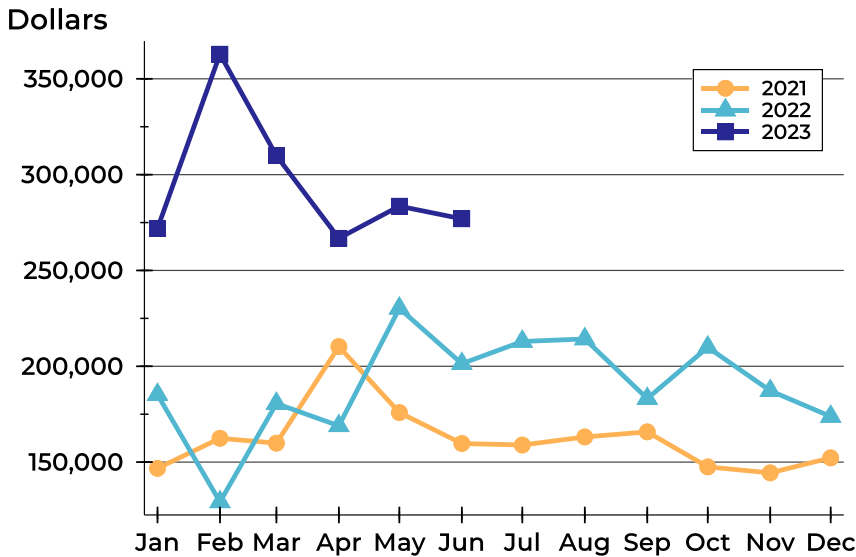
Active Listings by Price Range

Price Range	Active Listings 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%	0.0	N/A	N/A	N/A	N/A	N/A	N/A
\$25,000-\$49,999	1	2.9%	1.0	38,000	38,000	28	28	95.2%	95.2%
\$50,000-\$99,999	3	8.8%	0.6	74,800	69,500	8	5	90.7%	100.0%
\$100,000-\$124,999	5	14.7%	1.2	116,960	115,000	17	4	98.4%	100.0%
\$125,000-\$149,999	1	2.9%	0.3	139,900	139,900	44	44	93.3%	93.3%
\$150,000-\$174,999	4	11.8%	1.5	163,400	164,850	99	50	93.1%	98.7%
\$175,000-\$199,999	3	8.8%	1.1	188,600	189,000	27	26	96.2%	95.0%
\$200,000-\$249,999	4	11.8%	0.7	239,900	239,900	29	30	99.0%	100.0%
\$250,000-\$299,999	4	11.8%	1.9	276,950	274,950	16	14	98.8%	99.3%
\$300,000-\$399,999	5	14.7%	1.9	363,360	360,000	66	53	97.7%	100.0%
\$400,000-\$499,999	0	0.0%	0.0	N/A	N/A	N/A	N/A	N/A	N/A
\$500,000-\$749,999	2	5.9%	N/A	569,900	569,900	86	86	92.4%	92.4%
\$750,000-\$999,999	1	2.9%	12.0	789,000	789,000	161	161	87.8%	87.8%
\$1,000,000 and up	1	2.9%	N/A	1,397,000	1,397,000	45	45	100.0%	100.0%



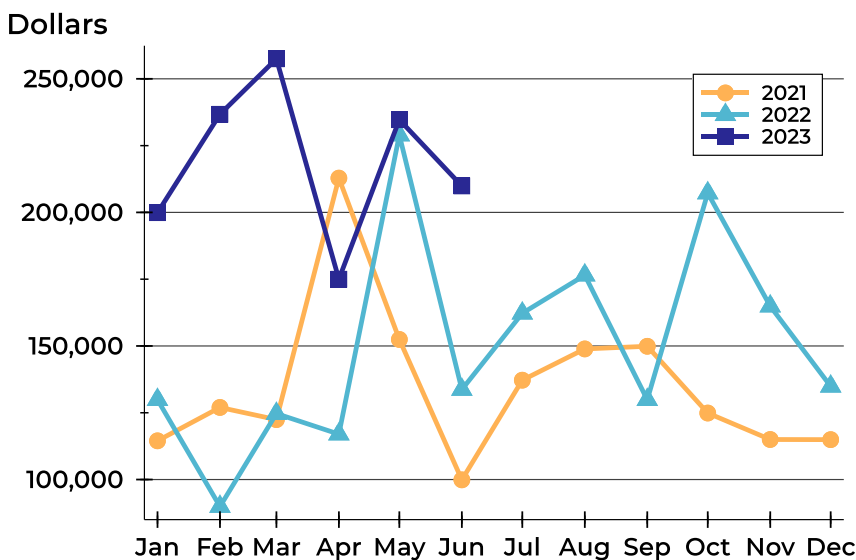
South Region Active Listings Analysis

Average Price



Month	2021	2022	2023
January	146,720	185,204	271,926
February	162,432	129,250	362,877
March	159,881	180,565	309,907
April	210,297	168,941	266,806
May	175,850	230,253	283,563
June	159,719	201,368	276,956
July	158,919	212,957	
August	163,124	214,261	
September	165,777	183,156	
October	147,499	209,934	
November	144,400	187,245	
December	152,213	173,822	

Median Price

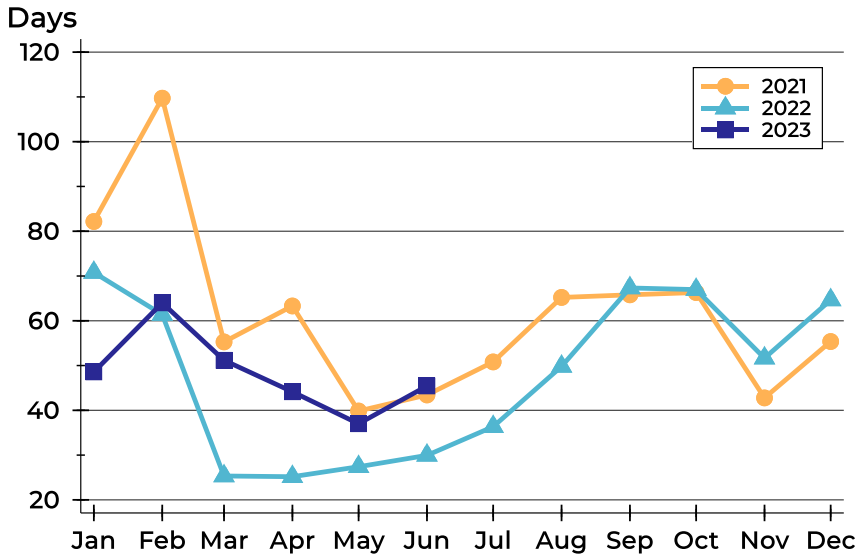


Month	2021	2022	2023
January	114,500	129,900	199,900
February	127,000	89,900	236,750
March	122,448	124,700	257,500
April	212,850	117,000	175,000
May	152,450	228,950	234,700
June	99,900	133,700	209,900
July	137,200	162,250	
August	148,900	176,500	
September	149,900	129,900	
October	124,900	207,250	
November	115,000	164,900	
December	114,950	134,900	



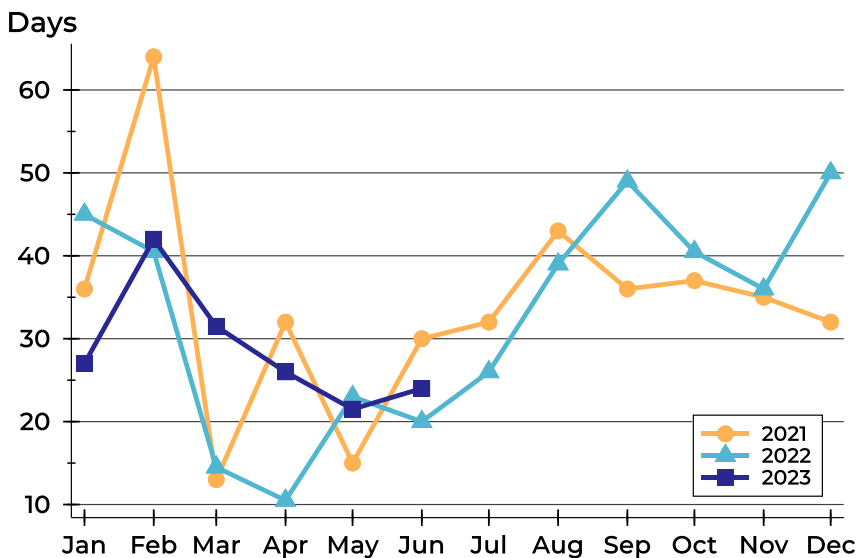
South Region Active Listings Analysis

Average DOM



Month	2021	2022	2023
January	82	71	49
February	110	61	64
March	55	25	51
April	63	25	44
May	40	27	37
June	43	30	45
July	51	36	
August	65	50	
September	66	67	
October	66	67	
November	43	52	
December	55	65	

Median DOM

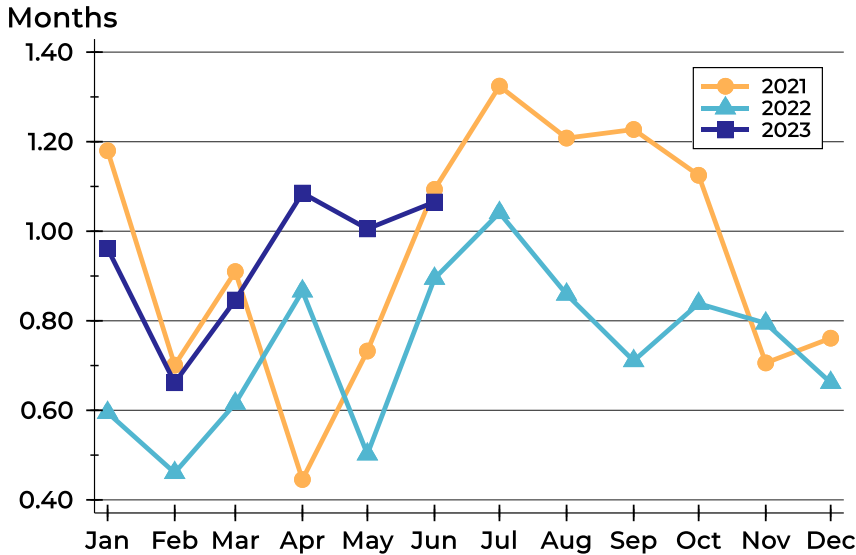


Month	2021	2022	2023
January	36	45	27
February	64	41	42
March	13	15	32
April	32	11	26
May	15	23	22
June	30	20	24
July	32	26	
August	43	39	
September	36	49	
October	37	41	
November	35	36	
December	32	50	



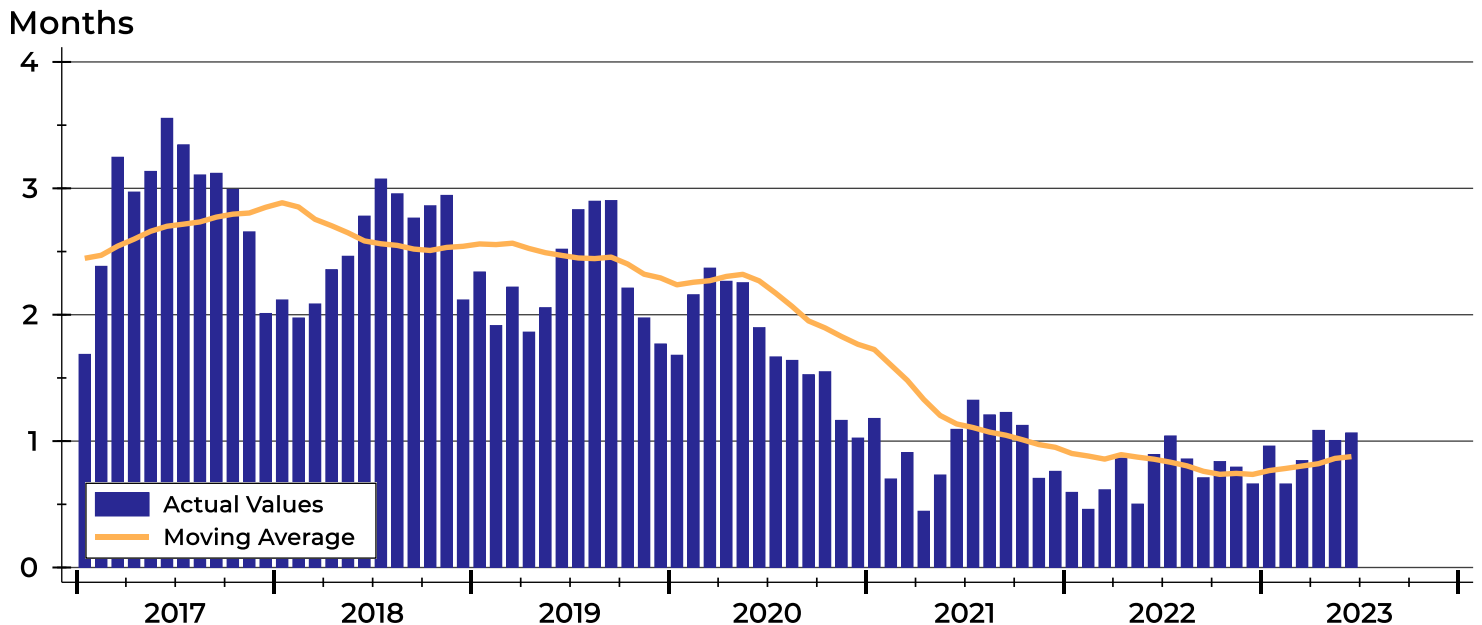
South Region Months' Supply Analysis

Months' Supply by Month



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

History of Month's Supply





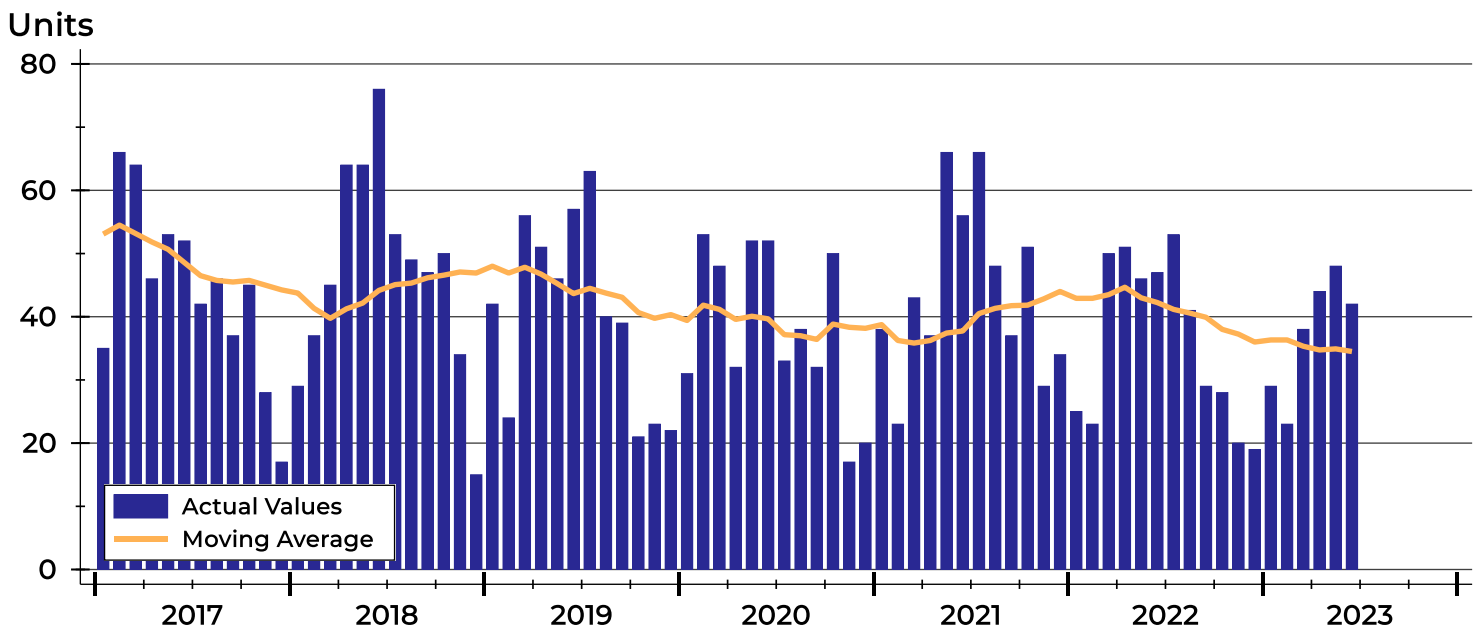
South Region New Listings Analysis

Summary Statistics for New Listings		2023	June 2022	Change
Current Month	New Listings	42	47	-10.6%
	Volume (1,000s)	7,735	9,595	-19.4%
	Average List Price	184,167	204,147	-9.8%
	Median List Price	143,450	189,900	-24.5%
Year-to-Date	New Listings	224	242	-7.4%
	Volume (1,000s)	45,700	43,122	6.0%
	Average List Price	204,017	178,192	14.5%
	Median List Price	169,900	142,200	19.5%

A total of 42 new listings were added in South Region during June, down 10.6% from the same month in 2022. Year-to-date South Region has seen 224 new listings.

The median list price of these homes was \$143,450 down from \$189,900 in 2022.

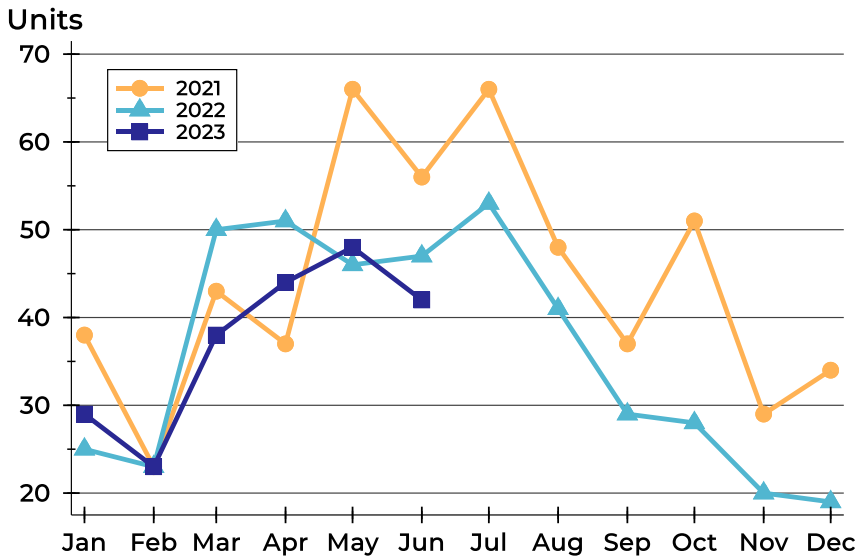
History of New Listings





South Region New Listings Analysis

New Listings by Month



Month	2021	2022	2023
January	38	25	29
February	23	23	23
March	43	50	38
April	37	51	44
May	66	46	48
June	56	47	42
July	66	53	
August	48	41	
September	37	29	
October	51	28	
November	29	20	
December	34	19	

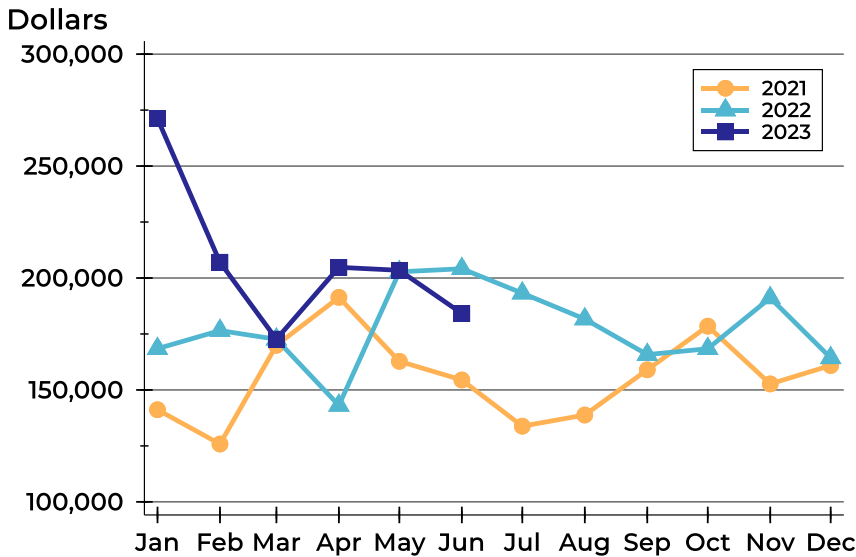
New Listings by Price Range

Price Range	New Listings		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$25,000-\$49,999	2	4.8%	35,950	35,950	21	21	94.8%	94.8%
\$50,000-\$99,999	6	14.3%	74,883	74,700	9	5	95.0%	100.0%
\$100,000-\$124,999	6	14.3%	115,950	117,450	8	8	99.4%	100.0%
\$125,000-\$149,999	7	16.7%	129,429	129,900	6	3	100.9%	100.0%
\$150,000-\$174,999	3	7.1%	163,300	159,000	18	18	92.8%	98.9%
\$175,000-\$199,999	3	7.1%	192,933	189,900	13	3	98.3%	100.0%
\$200,000-\$249,999	5	11.9%	239,400	239,000	7	3	100.0%	100.0%
\$250,000-\$299,999	6	14.3%	281,117	278,500	10	5	98.6%	100.0%
\$300,000-\$399,999	3	7.1%	349,933	349,900	5	4	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	1	2.4%	609,900	609,900	8	8	100.0%	100.0%
\$750,000-\$999,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



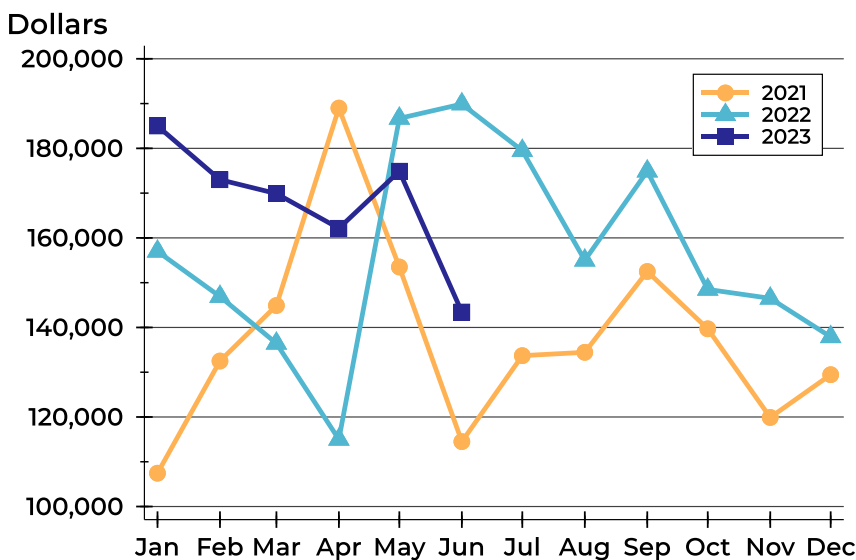
South Region New Listings Analysis

Average Price



Month	2021	2022	2023
January	141,162	168,444	271,212
February	125,850	176,520	207,048
March	169,960	172,639	172,682
April	191,354	143,091	204,777
May	162,800	202,759	203,448
June	154,455	204,147	184,167
July	133,824	193,221	
August	138,800	181,672	
September	159,004	165,793	
October	178,488	168,418	
November	152,690	191,115	
December	160,932	164,337	

Median Price



Month	2021	2022	2023
January	107,450	157,000	185,000
February	132,500	146,900	173,000
March	144,900	136,450	169,900
April	189,000	115,000	162,150
May	153,500	186,700	174,900
June	114,500	189,900	143,450
July	133,700	179,500	
August	134,450	155,000	
September	152,500	174,900	
October	139,700	148,500	
November	119,900	146,500	
December	129,450	137,900	



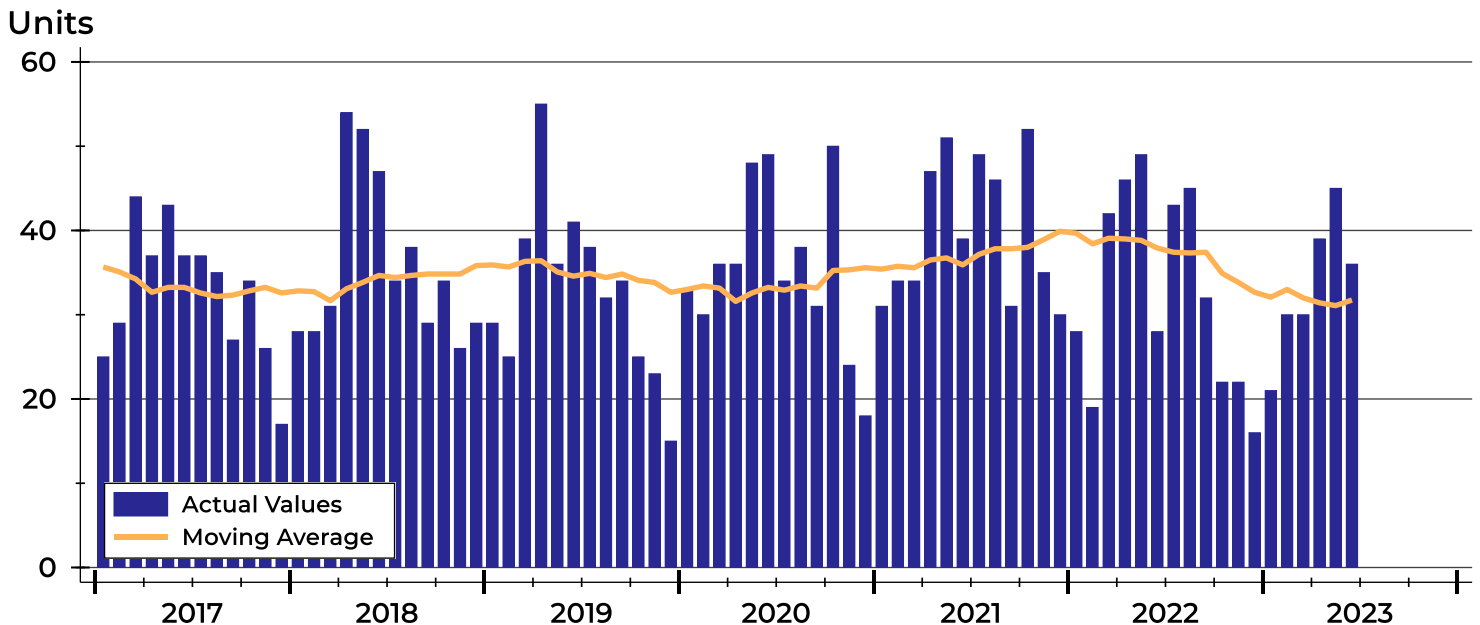
South Region Contracts Written Analysis

Summary Statistics for Contracts Written		2023	June 2022	Change	2023	Year-to-Date 2022	Change
Contracts Written		36	28	28.6%	201	212	-5.2%
Volume (1,000s)		6,859	5,927	15.7%	37,131	36,810	0.9%
Average	Sale Price	190,517	211,686	-10.0%	184,732	173,631	6.4%
	Days on Market	10	13	-23.1%	19	18	5.6%
	Percent of Original	100.0%	97.0%	3.1%	96.9%	97.0%	-0.1%
Median	Sale Price	153,450	203,750	-24.7%	167,000	139,900	19.4%
	Days on Market	5	5	0.0%	5	5	0.0%
	Percent of Original	100.0%	99.8%	0.2%	100.0%	98.8%	1.2%

A total of 36 contracts for sale were written in South Region during the month of June, up from 28 in 2022. The median list price of these homes was \$153,450, down from \$203,750 the prior year.

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

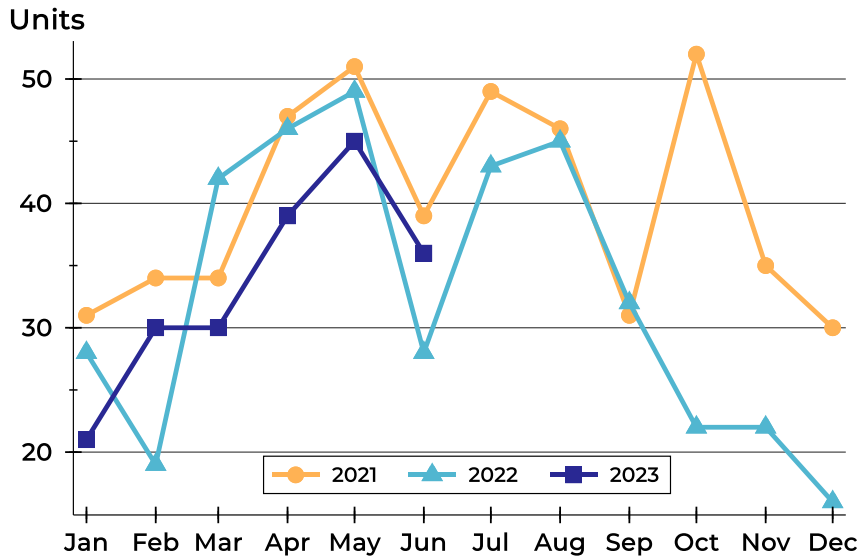
History of Contracts Written





South Region Contracts Written Analysis

Contracts Written by Month



Month	2021	2022	2023
January	31	28	21
February	34	19	30
March	34	42	30
April	47	46	39
May	51	49	45
June	39	28	36
July	49	43	
August	46	45	
September	31	32	
October	52	22	
November	35	22	
December	30	16	

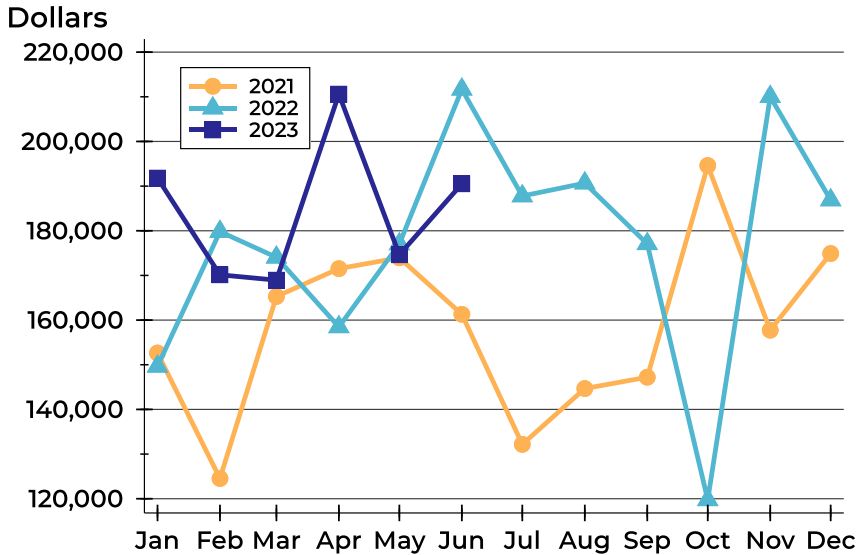
Contracts Written by Price Range

Price Range	Contracts Written		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$25,000-\$49,999	2	5.6%	39,400	39,400	10	10	85.3%	85.3%
\$50,000-\$99,999	5	13.9%	84,860	85,000	8	4	102.1%	100.0%
\$100,000-\$124,999	3	8.3%	118,267	120,000	4	5	100.0%	100.0%
\$125,000-\$149,999	8	22.2%	131,988	129,900	6	3	101.8%	100.0%
\$150,000-\$174,999	2	5.6%	163,450	163,450	20	20	101.5%	101.5%
\$175,000-\$199,999	1	2.8%	199,900	199,900	2	2	100.0%	100.0%
\$200,000-\$249,999	6	16.7%	235,833	237,350	14	10	100.1%	100.0%
\$250,000-\$299,999	4	11.1%	277,325	279,450	8	5	99.1%	100.0%
\$300,000-\$399,999	3	8.3%	349,933	349,900	5	4	100.0%	100.0%
\$400,000-\$499,999	2	5.6%	421,950	421,950	34	34	102.1%	102.1%
\$500,000-\$749,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$750,000-\$999,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



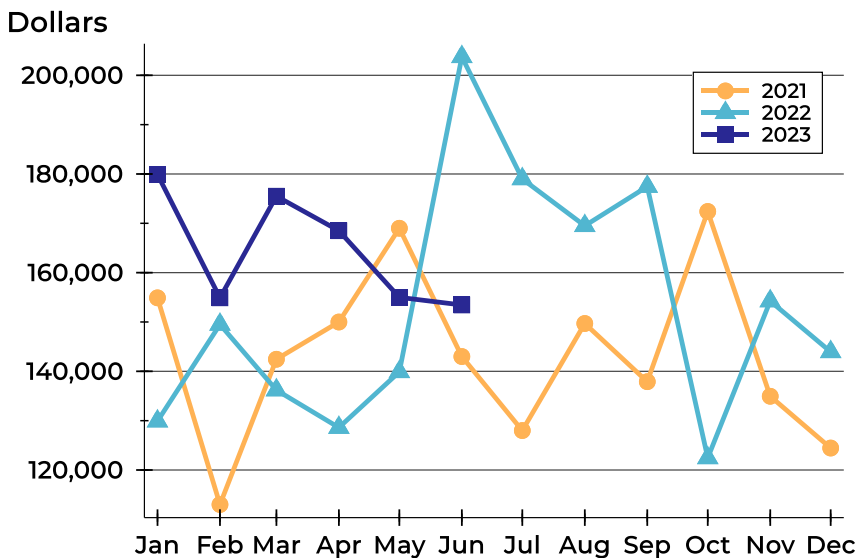
South Region Contracts Written Analysis

Average Price



Month	2021	2022	2023
January	152,635	149,650	191,810
February	124,538	179,816	170,138
March	165,285	174,064	168,947
April	171,532	158,473	210,605
May	173,956	177,049	174,631
June	161,297	211,686	190,517
July	132,176	187,784	
August	144,672	190,669	
September	147,213	177,082	
October	194,613	119,745	
November	157,747	210,027	
December	174,907	186,888	

Median Price

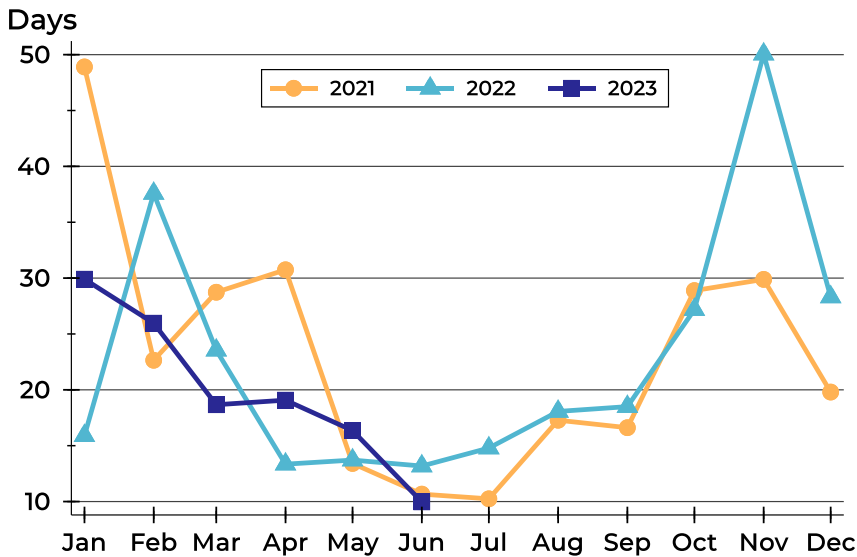


Month	2021	2022	2023
January	154,900	129,900	179,900
February	113,000	149,500	154,900
March	142,450	136,200	175,500
April	150,000	128,600	168,500
May	169,000	139,900	155,000
June	143,000	203,750	153,450
July	128,000	179,000	
August	149,700	169,500	
September	137,900	177,450	
October	172,400	122,450	
November	134,950	154,250	
December	124,450	143,950	



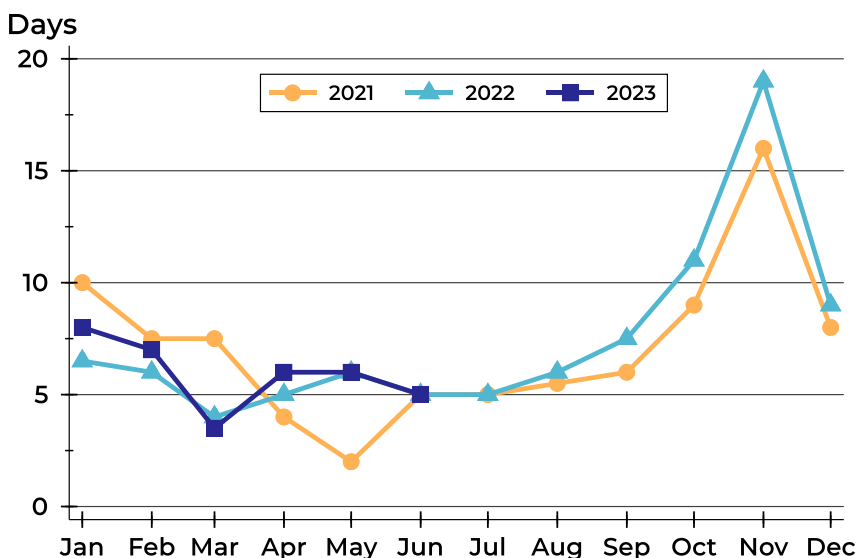
South Region Contracts Written Analysis

Average DOM



Month	2021	2022	2023
January	49	16	30
February	23	38	26
March	29	24	19
April	31	13	19
May	13	14	16
June	11	13	10
July	10	15	
August	17	18	
September	17	19	
October	29	27	
November	30	50	
December	20	28	

Median DOM



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



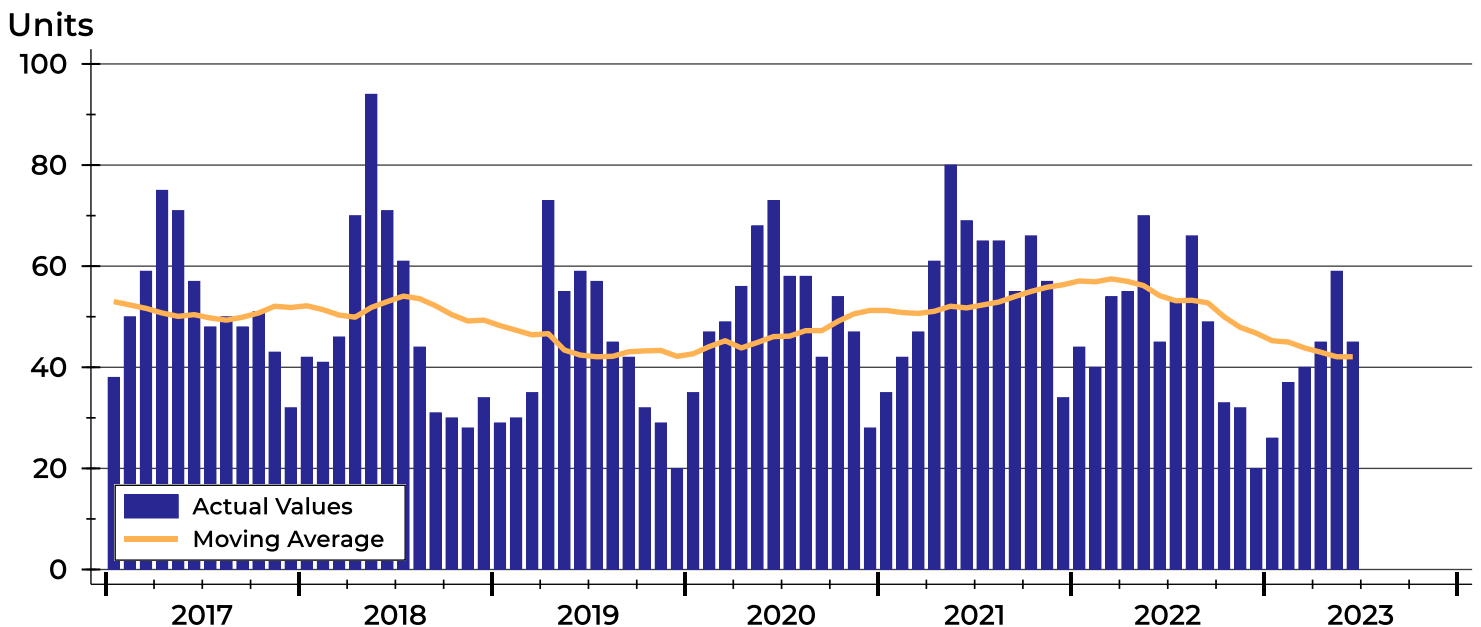
South Region Pending Contracts Analysis

Summary Statistics for Pending Contracts		2023	End of June 2022	Change
Pending Contracts		45	45	0.0%
Volume (1,000s)		8,974	9,466	-5.2%
Average	List Price	199,416	210,347	-5.2%
	Days on Market	16	14	14.3%
	Percent of Original	98.6%	98.3%	0.3%
Median	List Price	169,900	199,900	-15.0%
	Days on Market	5	4	25.0%
	Percent of Original	100.0%	100.0%	0.0%

A total of 45 listings in South Region had contracts pending at the end of June, the same number of contracts pending at the end of June 2022.

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

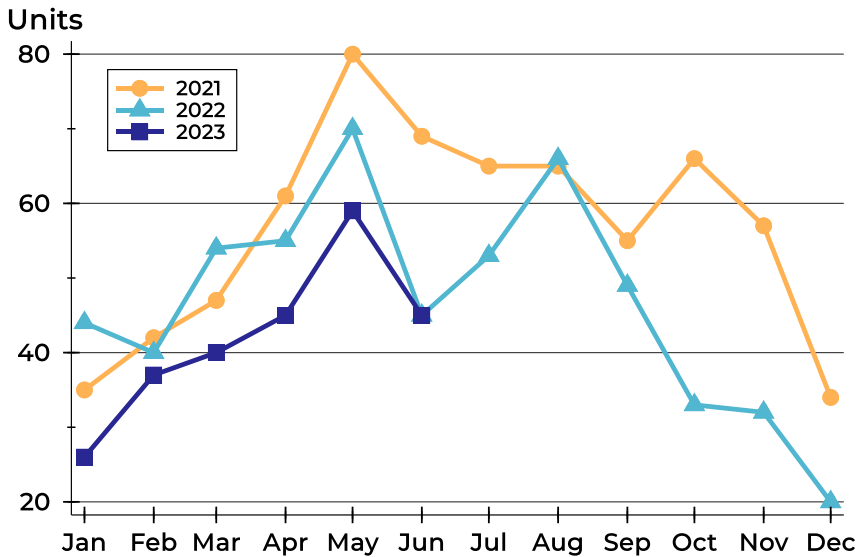
History of Pending Contracts





South Region Pending Contracts Analysis

Pending Contracts by Month



Month	2021	2022	2023
January	35	44	26
February	42	40	37
March	47	54	40
April	61	55	45
May	80	70	59
June	69	45	45
July	65	53	
August	65	66	
September	55	49	
October	66	33	
November	57	32	
December	34	20	

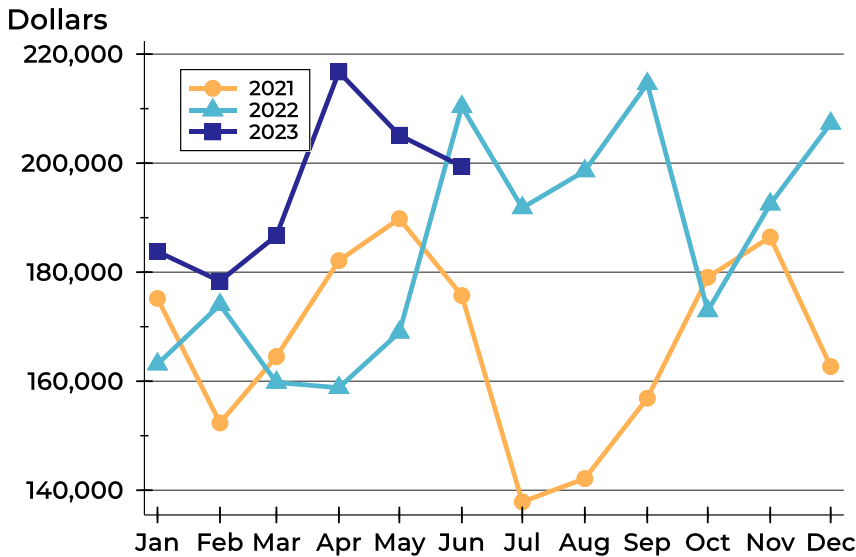
Pending Contracts by Price Range

Price Range	Pending Contracts		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$25,000-\$49,999	1	2.2%	33,900	33,900	5	5	100.0%	100.0%
\$50,000-\$99,999	5	11.1%	74,840	69,400	28	5	99.9%	100.0%
\$100,000-\$124,999	4	8.9%	117,100	119,250	5	6	100.0%	100.0%
\$125,000-\$149,999	11	24.4%	132,427	129,900	5	3	96.3%	100.0%
\$150,000-\$174,999	3	6.7%	165,600	169,900	14	5	100.0%	100.0%
\$175,000-\$199,999	3	6.7%	193,100	199,500	3	2	100.0%	100.0%
\$200,000-\$249,999	7	15.6%	238,443	239,900	13	5	100.1%	100.0%
\$250,000-\$299,999	5	11.1%	277,340	279,000	37	5	96.2%	100.0%
\$300,000-\$399,999	2	4.4%	349,950	349,950	4	4	100.0%	100.0%
\$400,000-\$499,999	3	6.7%	431,267	434,000	25	12	102.6%	100.0%
\$500,000-\$749,999	1	2.2%	514,900	514,900	115	115	87.3%	87.3%
\$750,000-\$999,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



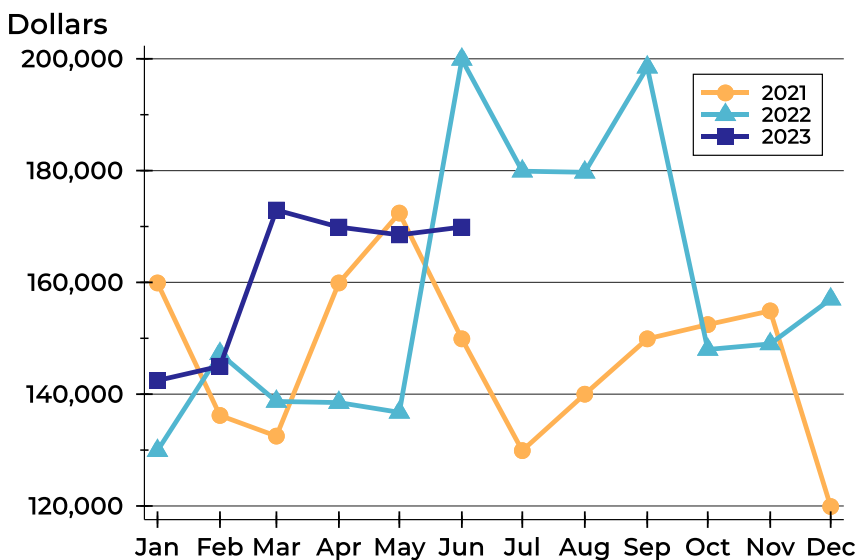
South Region Pending Contracts Analysis

Average Price



Month	2021	2022	2023
January	175,194	163,136	183,785
February	152,350	174,028	178,362
March	164,519	159,775	186,702
April	182,126	158,806	216,731
May	189,814	168,963	205,136
June	175,713	210,347	199,416
July	137,868	191,798	
August	142,146	198,574	
September	156,878	214,564	
October	179,071	172,898	
November	186,445	192,484	
December	162,691	207,295	

Median Price

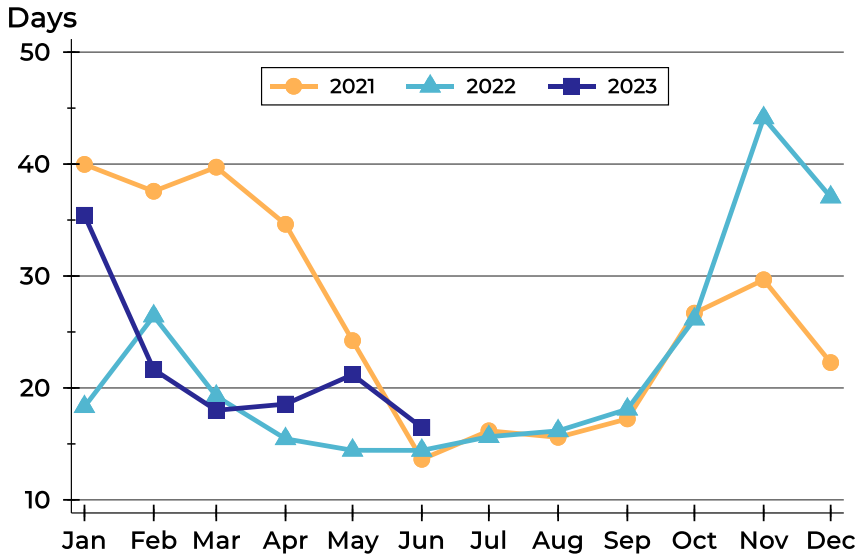


Month	2021	2022	2023
January	159,900	129,900	142,450
February	136,200	147,250	145,000
March	132,500	138,700	172,950
April	159,900	138,500	169,900
May	172,400	136,750	168,500
June	149,900	199,900	169,900
July	129,900	179,900	
August	140,000	179,700	
September	149,900	198,500	
October	152,450	148,000	
November	154,900	149,000	
December	119,900	157,000	



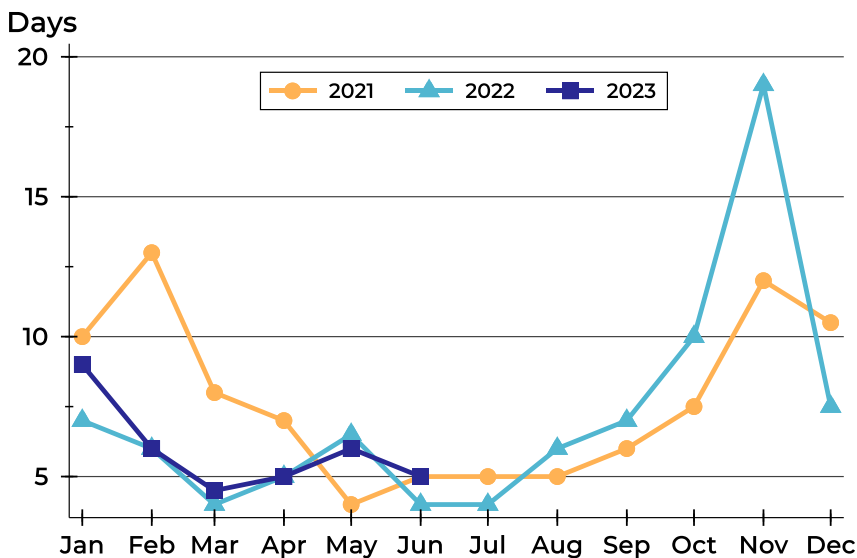
South Region Pending Contracts Analysis

Average DOM



Month	2021	2022	2023
January	40	18	35
February	38	26	22
March	40	19	18
April	35	15	19
May	24	14	21
June	14	14	16
July	16	16	
August	16	16	
September	17	18	
October	27	26	
November	30	44	
December	22	37	

Median DOM



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