



SUNFLOWER
ASSOCIATION OF REALTORS®, INC.

March 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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**March
2023**

Sunflower MLS Statistics



Central Region Housing Report



Market Overview

Central Region Home Sales Rose in March

Total home sales in Central Region rose by 10.7% last month to 196 units, compared to 177 units in March 2022. Total sales volume was \$38.3 million, up 13.3% from a year earlier.

The median sale price in March was \$166,550, up from \$155,000 a year earlier. Homes that sold in March were typically on the market for 4 days and sold for 100.0% of their list prices.

Central Region Active Listings Up at End of March

The total number of active listings in Central Region at the end of March was 125 units, up from 90 at the same point in 2022. This represents a 0.6 months' supply of homes available for sale. The median list price of homes on the market at the end of March was \$284,500.

During March, a total of 201 contracts were written down from 269 in March 2022. At the end of the month, there were 205 contracts still pending.

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**March
2023**

Sunflower MLS Statistics



Central Region Summary Statistics

| March MLS Statistics Three-year History | | Current Month | | | Year-to-Date | | |
|--|------------------------------|----------------|----------------|----------------|----------------|----------------|----------------|
| | | 2023 | 2022 | 2021 | 2023 | 2022 | 2021 |
| Home Sales | | 196 | 177 | 215 | 492 | 517 | 558 |
| Change from prior year | | 10.7% | -17.7% | -3.2% | -4.8% | -7.3% | 3.1% |
| Active Listings | | 125 | 90 | 107 | N/A | N/A | N/A |
| Change from prior year | | 38.9% | -15.9% | -61.2% | | | |
| Months' Supply | | 0.6 | 0.4 | 0.4 | N/A | N/A | N/A |
| Change from prior year | | 50.0% | 0.0% | -66.7% | | | |
| New Listings | | 209 | 295 | 306 | 544 | 629 | 673 |
| Change from prior year | | -29.2% | -3.6% | 1.3% | -13.5% | -6.5% | -10.3% |
| Contracts Written | | 201 | 269 | 273 | 549 | 611 | 653 |
| Change from prior year | | -25.3% | -1.5% | 10.1% | -10.1% | -6.4% | -2.0% |
| Pending Contracts | | 205 | 272 | 298 | N/A | N/A | N/A |
| Change from prior year | | -24.6% | -8.7% | 4.2% | | | |
| Sales Volume (1,000s) | | 38,256 | 33,758 | 39,940 | 91,217 | 91,757 | 98,144 |
| Change from prior year | | 13.3% | -15.5% | 13.6% | -0.6% | -6.5% | 22.6% |
| Average | Sale Price | 195,182 | 190,723 | 185,768 | 185,400 | 177,481 | 175,886 |
| | Change from prior year | 2.3% | 2.7% | 17.3% | 4.5% | 0.9% | 18.9% |
| | List Price of Actives | 363,785 | 285,717 | 224,819 | N/A | N/A | N/A |
| | Change from prior year | 27.3% | 27.1% | 21.7% | | | |
| | Days on Market | 23 | 12 | 13 | 24 | 18 | 21 |
| Change from prior year | 91.7% | -7.7% | -61.8% | 33.3% | -14.3% | -46.2% | |
| Percent of List | 100.1% | 100.9% | 100.8% | 99.0% | 99.9% | 99.4% | |
| Change from prior year | -0.8% | 0.1% | 2.9% | -0.9% | 0.5% | 2.7% | |
| Percent of Original | 98.3% | 100.3% | 100.2% | 96.9% | 98.6% | 98.6% | |
| Change from prior year | -2.0% | 0.1% | 4.6% | -1.7% | 0.0% | 4.2% | |
| Median | Sale Price | 166,550 | 155,000 | 175,000 | 160,000 | 145,000 | 156,500 |
| | Change from prior year | 7.5% | -11.4% | 22.6% | 10.3% | -7.3% | 20.4% |
| | List Price of Actives | 284,500 | 230,000 | 164,900 | N/A | N/A | N/A |
| | Change from prior year | 23.7% | 39.5% | 22.2% | | | |
| | Days on Market | 4 | 2 | 2 | 7 | 4 | 4 |
| Change from prior year | 100.0% | 0.0% | -81.8% | 75.0% | 0.0% | -75.0% | |
| Percent of List | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | |
| Change from prior year | 0.0% | 0.0% | 0.7% | 0.0% | 0.0% | 1.3% | |
| Percent of Original | 100.0% | 100.0% | 100.0% | 99.4% | 100.0% | 100.0% | |
| Change from prior year | 0.0% | 0.0% | 1.6% | -0.6% | 0.0% | 3.0% | |

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



**March
2023**

Sunflower MLS Statistics



Central Region Closed Listings Analysis

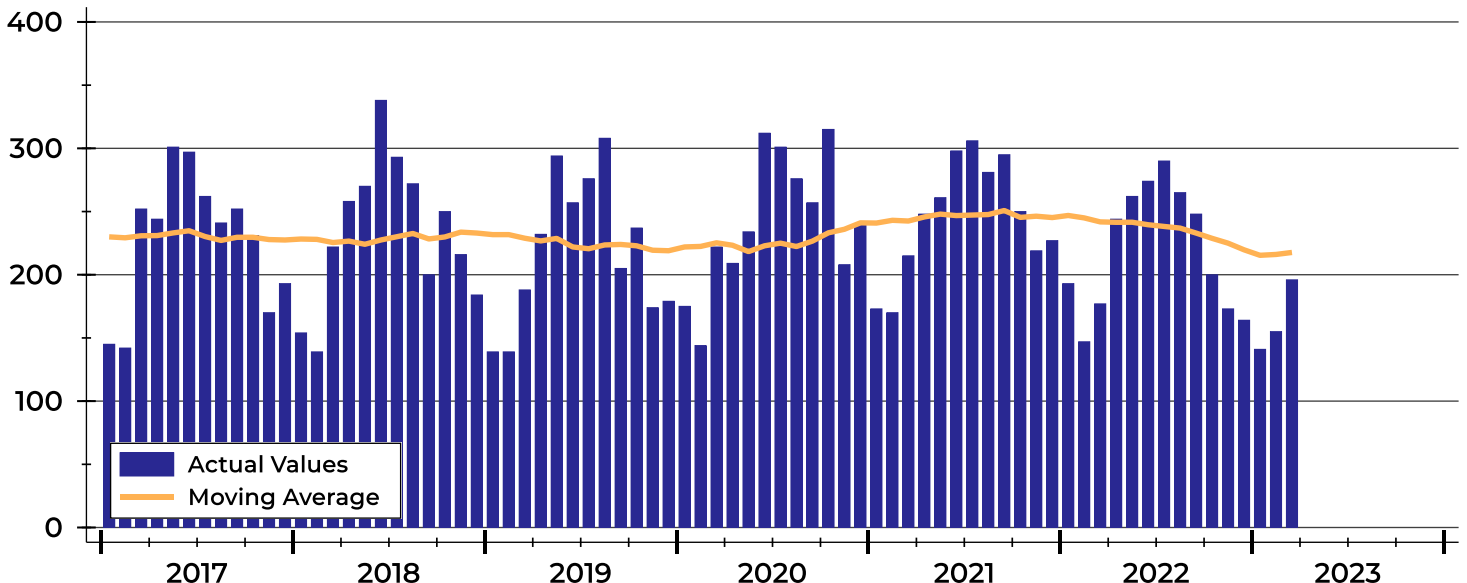
| Summary Statistics for Closed Listings | | 2023 | March 2022 | Change | 2023 | Year-to-Date 2022 | Change |
|--|---------------------|----------------|------------|--------|----------------|-------------------|--------|
| Closed Listings | | 196 | 177 | 10.7% | 492 | 517 | -4.8% |
| Volume (1,000s) | | 38,256 | 33,758 | 13.3% | 91,217 | 91,757 | -0.6% |
| Months' Supply | | 0.6 | 0.4 | 50.0% | N/A | N/A | N/A |
| Average | Sale Price | 195,182 | 190,723 | 2.3% | 185,400 | 177,481 | 4.5% |
| | Days on Market | 23 | 12 | 91.7% | 24 | 18 | 33.3% |
| | Percent of List | 100.1% | 100.9% | -0.8% | 99.0% | 99.9% | -0.9% |
| | Percent of Original | 98.3% | 100.3% | -2.0% | 96.9% | 98.6% | -1.7% |
| Median | Sale Price | 166,550 | 155,000 | 7.5% | 160,000 | 145,000 | 10.3% |
| | Days on Market | 4 | 2 | 100.0% | 7 | 4 | 75.0% |
| | Percent of List | 100.0% | 100.0% | 0.0% | 100.0% | 100.0% | 0.0% |
| | Percent of Original | 100.0% | 100.0% | 0.0% | 99.4% | 100.0% | -0.6% |

A total of 196 homes sold in Central Region in March, up from 177 units in March 2022. Total sales volume rose to \$38.3 million compared to \$33.8 million in the previous year.

The median sales price in March was \$166,550, up 7.5% compared to the prior year. Median days on market was 4 days, down from 10 days in February, but up from 2 in March 2022.

History of Closed Listings

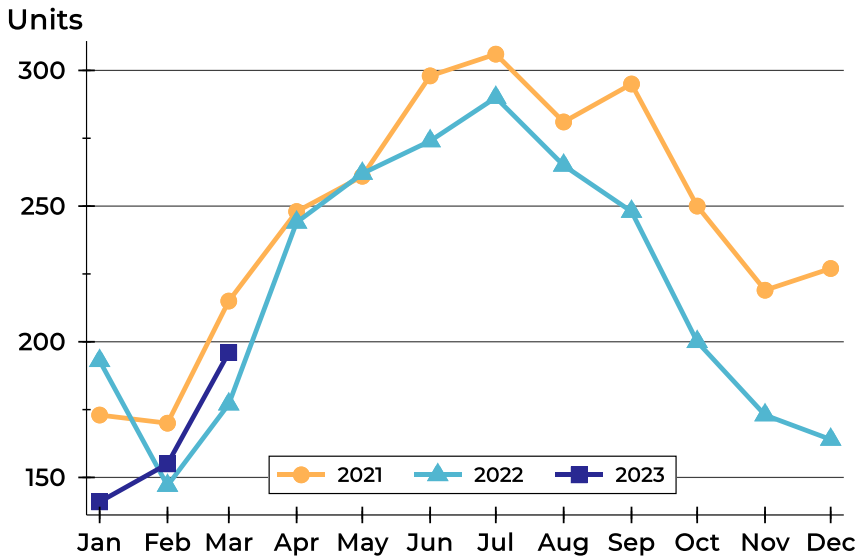
Units





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 | |
| May | 261 | 262 | |
| June | 298 | 274 | |
| July | 306 | 290 | |
| August | 281 | 265 | |
| September | 295 | 248 | |
| October | 250 | 200 | |
| November | 219 | 173 | |
| December | 227 | 164 | |

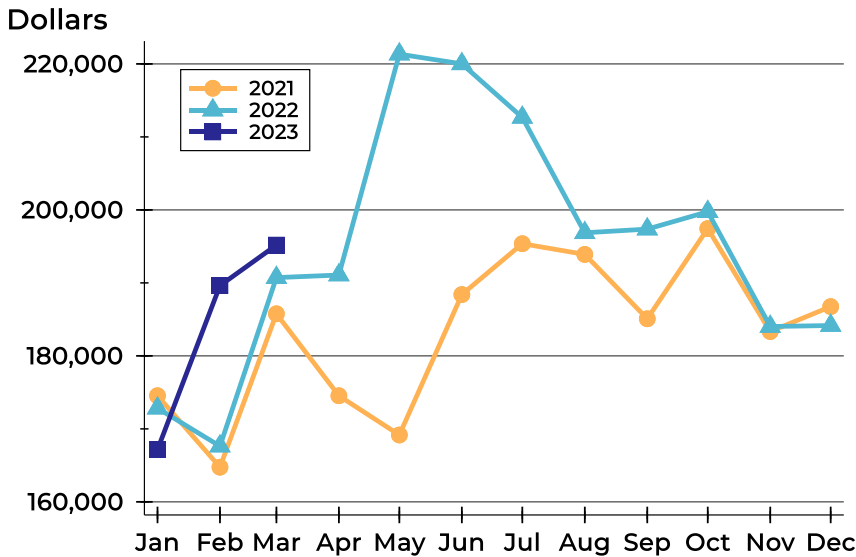
Closed Listings by Price Range

| Price Range | Sales | | Months' Supply | Sale Price | | Days on Market | | Price as % of List | | Price as % of Orig. | |
|---------------------|--------|---------|----------------|------------|---------|----------------|------|--------------------|--------|---------------------|--------|
| | Number | Percent | | Average | Median | Avg. | Med. | Avg. | Med. | Avg. | Med. |
| Below \$25,000 | 2 | 1.0% | 0.0 | 17,650 | 17,650 | 47 | 47 | 97.1% | 97.1% | 94.7% | 94.7% |
| \$25,000-\$49,999 | 7 | 3.6% | 0.3 | 33,793 | 31,500 | 18 | 2 | 99.8% | 103.0% | 95.7% | 100.0% |
| \$50,000-\$99,999 | 38 | 19.4% | 0.5 | 73,832 | 71,450 | 31 | 5 | 98.8% | 100.0% | 96.0% | 100.0% |
| \$100,000-\$124,999 | 15 | 7.7% | 0.3 | 110,567 | 111,000 | 16 | 7 | 101.5% | 100.0% | 99.6% | 100.0% |
| \$125,000-\$149,999 | 18 | 9.2% | 0.2 | 137,379 | 136,950 | 3 | 2 | 103.2% | 101.9% | 103.2% | 101.9% |
| \$150,000-\$174,999 | 23 | 11.7% | 0.3 | 159,853 | 160,000 | 19 | 6 | 99.0% | 100.0% | 97.6% | 100.0% |
| \$175,000-\$199,999 | 16 | 8.2% | 0.3 | 183,863 | 182,250 | 5 | 3 | 100.4% | 100.0% | 100.2% | 100.0% |
| \$200,000-\$249,999 | 35 | 17.9% | 0.4 | 223,169 | 224,900 | 24 | 4 | 99.8% | 100.0% | 97.9% | 100.0% |
| \$250,000-\$299,999 | 13 | 6.6% | 0.5 | 274,329 | 279,777 | 17 | 4 | 101.6% | 100.0% | 100.2% | 100.0% |
| \$300,000-\$399,999 | 15 | 7.7% | 1.2 | 340,027 | 340,000 | 45 | 15 | 100.7% | 100.0% | 99.9% | 98.4% |
| \$400,000-\$499,999 | 6 | 3.1% | 1.8 | 420,833 | 410,000 | 40 | 15 | 98.0% | 98.4% | 96.3% | 97.4% |
| \$500,000-\$749,999 | 6 | 3.1% | 2.4 | 605,150 | 602,450 | 24 | 13 | 100.6% | 98.8% | 100.6% | 98.8% |
| \$750,000-\$999,999 | 2 | 1.0% | 0.0 | 897,500 | 897,500 | 45 | 45 | 93.2% | 93.2% | 77.0% | 77.0% |
| \$1,000,000 and up | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A |



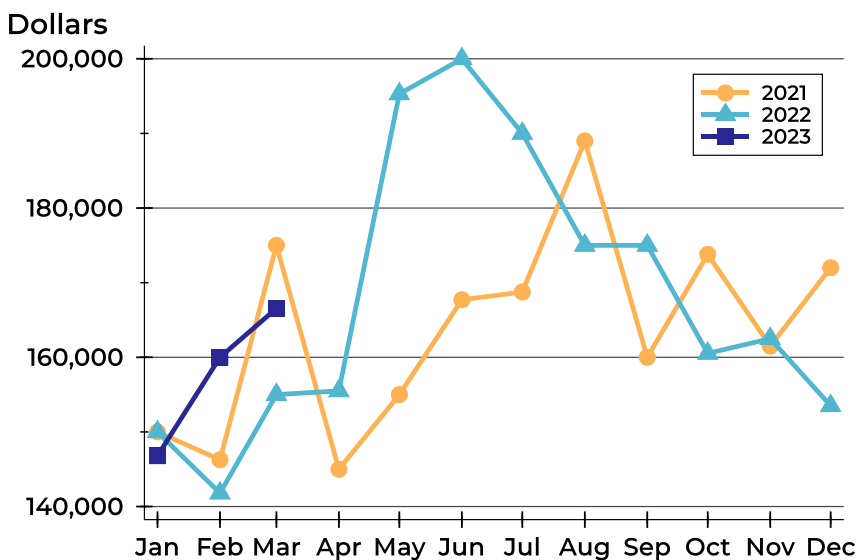
Central Region Closed Listings Analysis

Average Price



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

Median Price

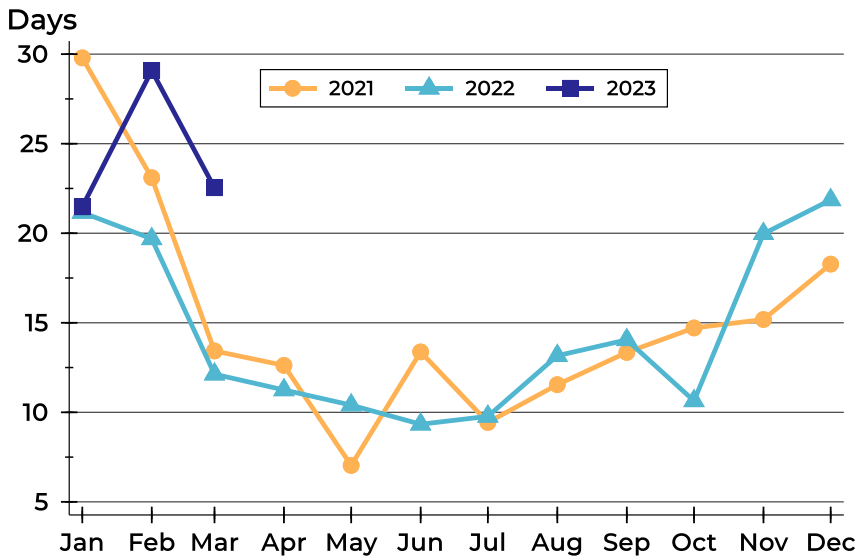


| Month | 2021 | 2022 | 2023 |
|-----------|---------|---------|----------------|
| January | 150,000 | 150,000 | 146,800 |
| February | 146,273 | 141,800 | 160,000 |
| March | 175,000 | 155,000 | 166,550 |
| April | 145,001 | 155,500 | |
| May | 155,000 | 195,300 | |
| June | 167,700 | 200,000 | |
|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



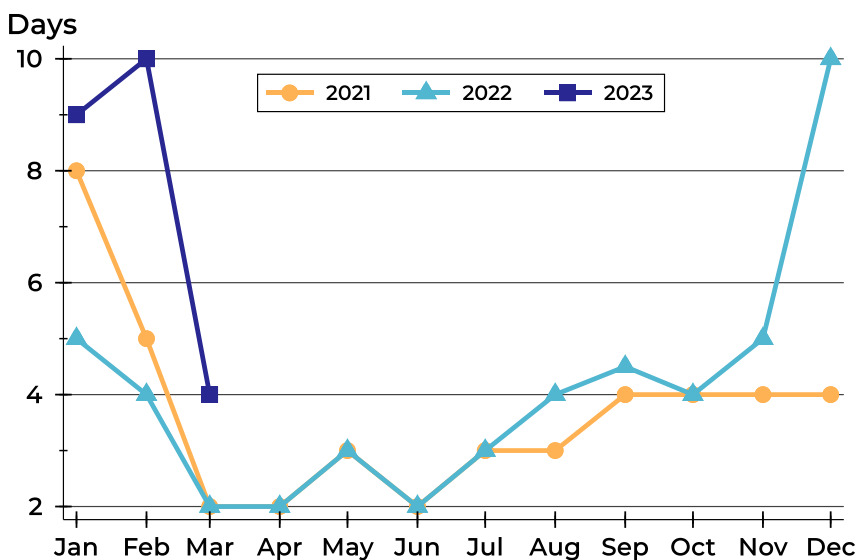
Central Region Closed Listings Analysis

Average DOM



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

Median DOM



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



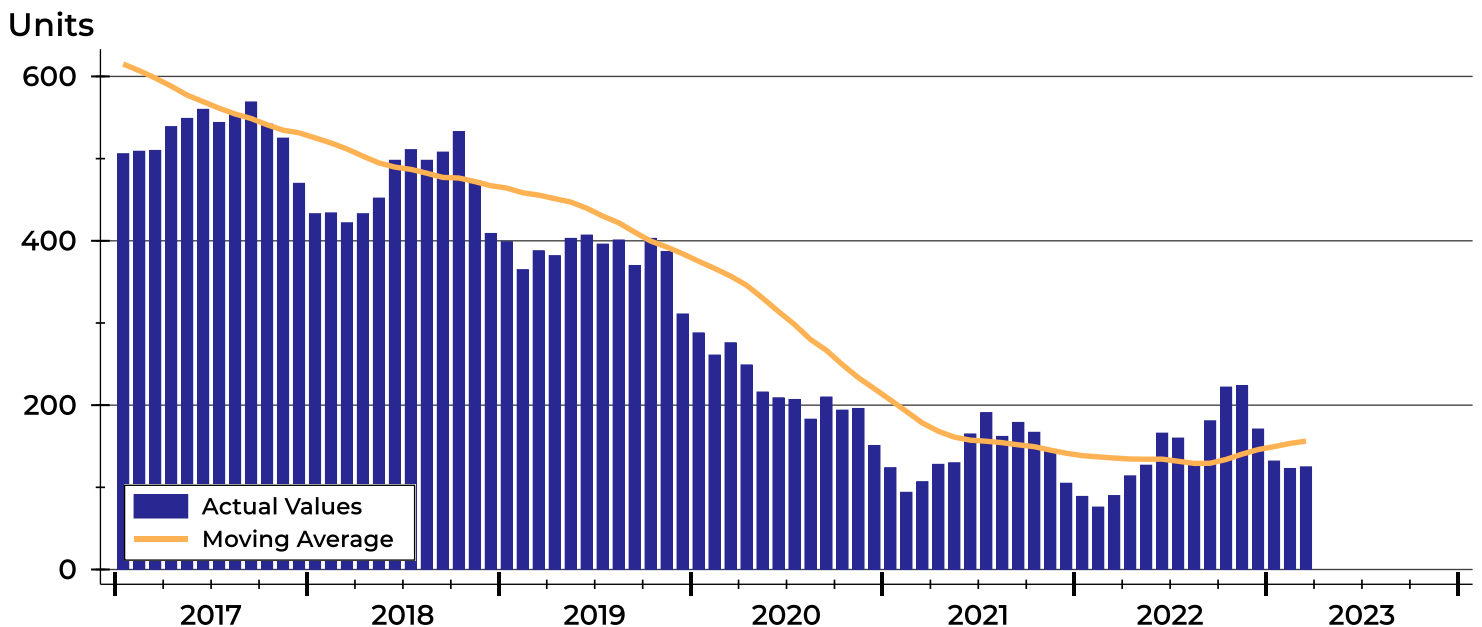
Central Region Active Listings Analysis

| Summary Statistics for Active Listings | | 2023 | End of March 2022 | Change |
|--|---------------------|---------|-------------------|--------|
| Active Listings | | 125 | 90 | 38.9% |
| Volume (1,000s) | | 45,473 | 25,714 | 76.8% |
| Months' Supply | | 0.6 | 0.4 | 50.0% |
| Average | List Price | 363,785 | 285,717 | 27.3% |
| | Days on Market | 59 | 48 | 22.9% |
| | Percent of Original | 98.2% | 97.7% | 0.5% |
| Median | List Price | 284,500 | 230,000 | 23.7% |
| | Days on Market | 20 | 18 | 11.1% |
| | Percent of Original | 100.0% | 100.0% | 0.0% |

A total of 125 homes were available for sale in Central Region at the end of March. This represents a 0.6 months' supply of active listings.

The median list price of homes on the market at the end of March was \$284,500, up 23.7% from 2022. The typical time on market for active listings was 20 days, up from 18 days a year earlier.

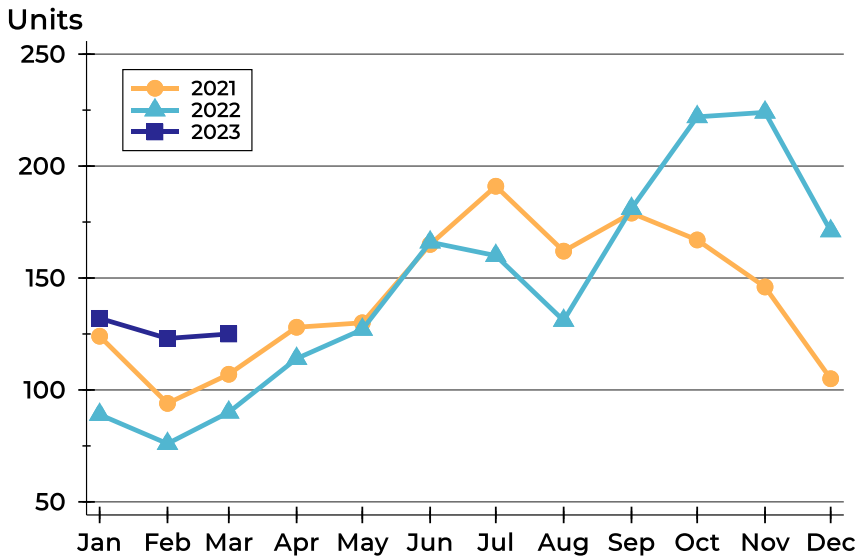
History of Active Listings





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 | |
| May | 130 | 127 | |
| June | 165 | 166 | |
| July | 191 | 160 | |
| August | 162 | 131 | |
| September | 179 | 181 | |
| October | 167 | 222 | |
| November | 146 | 224 | |
| December | 105 | 171 | |

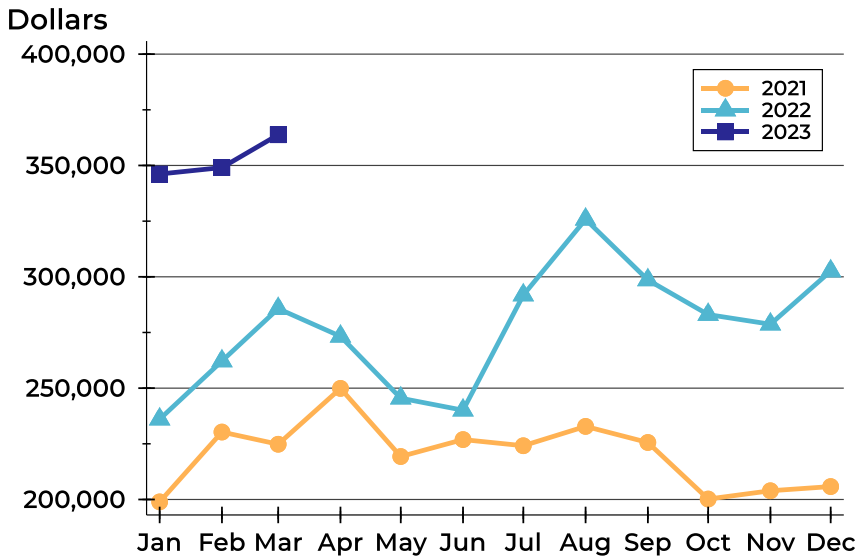
Active Listings by Price Range

| Price Range | Active Listings Number | 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% | 0.0 | N/A | N/A | N/A | N/A | N/A | N/A |
| \$25,000-\$49,999 | 3 | 2.4% | 0.3 | 37,333 | 35,000 | 71 | 25 | 88.8% | 88.6% |
| \$50,000-\$99,999 | 19 | 15.2% | 0.5 | 79,468 | 82,000 | 29 | 11 | 97.2% | 100.0% |
| \$100,000-\$124,999 | 5 | 4.0% | 0.3 | 107,780 | 100,000 | 6 | 3 | 100.0% | 100.0% |
| \$125,000-\$149,999 | 5 | 4.0% | 0.2 | 135,550 | 134,900 | 12 | 4 | 100.0% | 100.0% |
| \$150,000-\$174,999 | 6 | 4.8% | 0.3 | 161,330 | 162,490 | 43 | 3 | 100.0% | 100.0% |
| \$175,000-\$199,999 | 6 | 4.8% | 0.3 | 189,050 | 189,950 | 69 | 61 | 96.5% | 97.3% |
| \$200,000-\$249,999 | 10 | 8.0% | 0.4 | 221,410 | 222,450 | 57 | 24 | 98.3% | 98.9% |
| \$250,000-\$299,999 | 12 | 9.6% | 0.5 | 274,642 | 269,950 | 55 | 37 | 99.1% | 100.0% |
| \$300,000-\$399,999 | 25 | 20.0% | 1.2 | 360,868 | 366,900 | 51 | 18 | 98.2% | 100.0% |
| \$400,000-\$499,999 | 19 | 15.2% | 1.8 | 460,953 | 469,000 | 84 | 40 | 99.1% | 100.0% |
| \$500,000-\$749,999 | 14 | 11.2% | 2.4 | 595,904 | 593,000 | 109 | 60 | 98.0% | 100.0% |
| \$750,000-\$999,999 | 0 | 0.0% | 0.0 | N/A | N/A | N/A | N/A | N/A | N/A |
| \$1,000,000 and up | 1 | 0.8% | N/A | 8,900,000 | 8,900,000 | 246 | 246 | 100.0% | 100.0% |



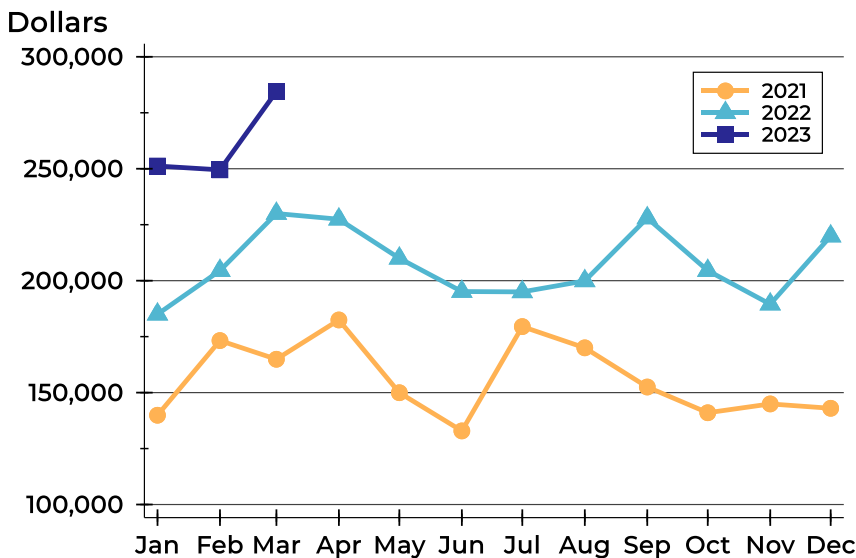
Central Region Active Listings Analysis

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 | |
| May | 219,300 | 245,494 | |
| June | 226,905 | 240,087 | |
| July | 224,147 | 291,803 | |
| August | 232,825 | 325,826 | |
| September | 225,610 | 298,584 | |
| October | 200,211 | 283,047 | |
| November | 203,924 | 278,713 | |
| December | 205,804 | 302,572 | |

Median Price

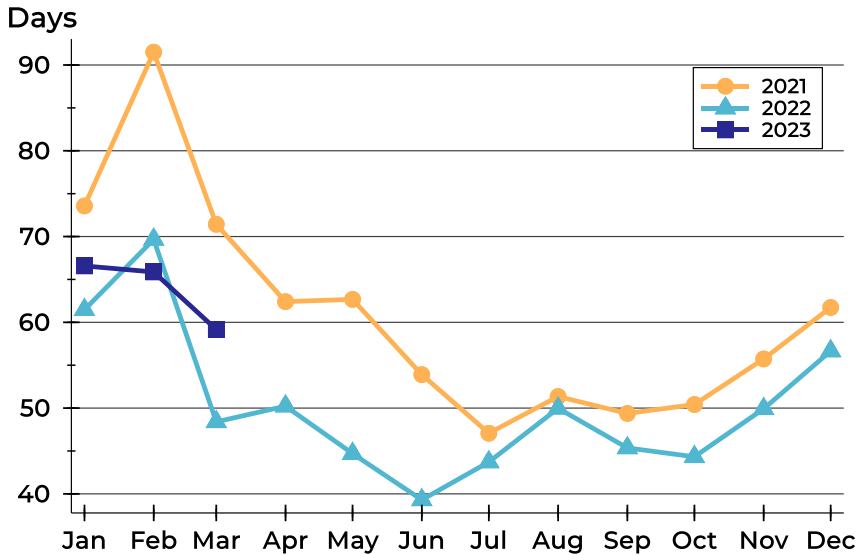


| Month | 2021 | 2022 | 2023 |
|------------------|---------|---------|----------------|
| January | 139,900 | 185,000 | 251,225 |
| February | 173,250 | 204,500 | 249,500 |
| March | 164,900 | 230,000 | 284,500 |
| April | 182,450 | 227,450 | |
| May | 149,950 | 210,000 | |
| June | 132,900 | 195,150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



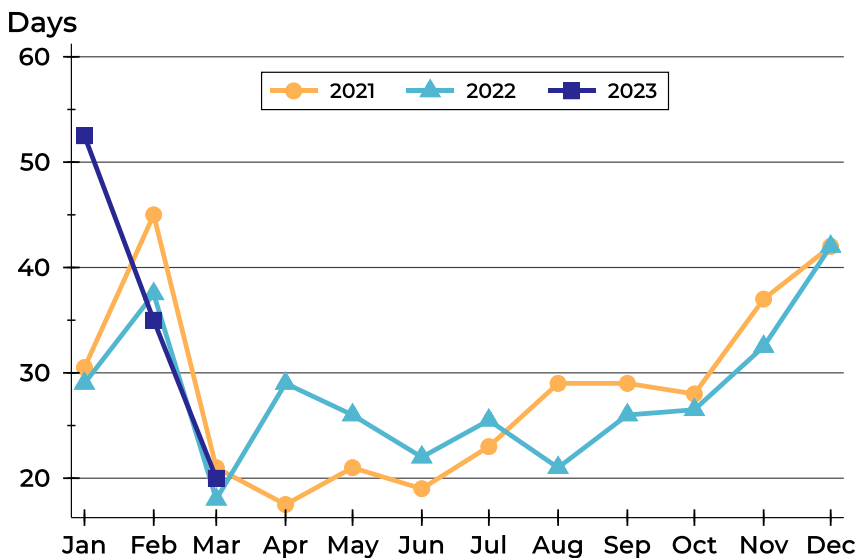
Central Region Active Listings Analysis

Average DOM



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

Median DOM

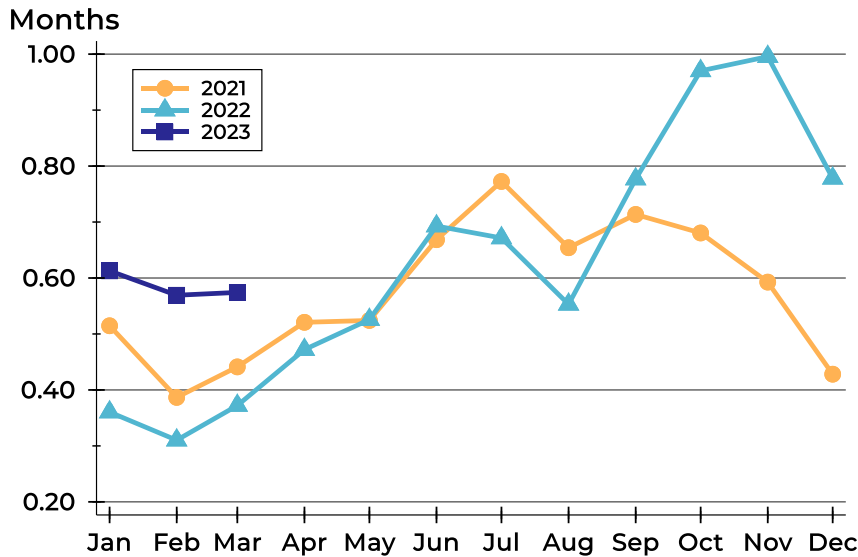


| Month | 2021 | 2022 | 2023 |
|-----------|------|------|-----------|
| January | 31 | 29 | 53 |
| February | 45 | 38 | 35 |
| March | 21 | 18 | 20 |
| April | 18 | 29 | |
| May | 21 | 26 | |
| June | 19 | 22 | |
| July | 23 | 26 | |
| August | 29 | 21 | |
| September | 29 | 26 | |
| October | 28 |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



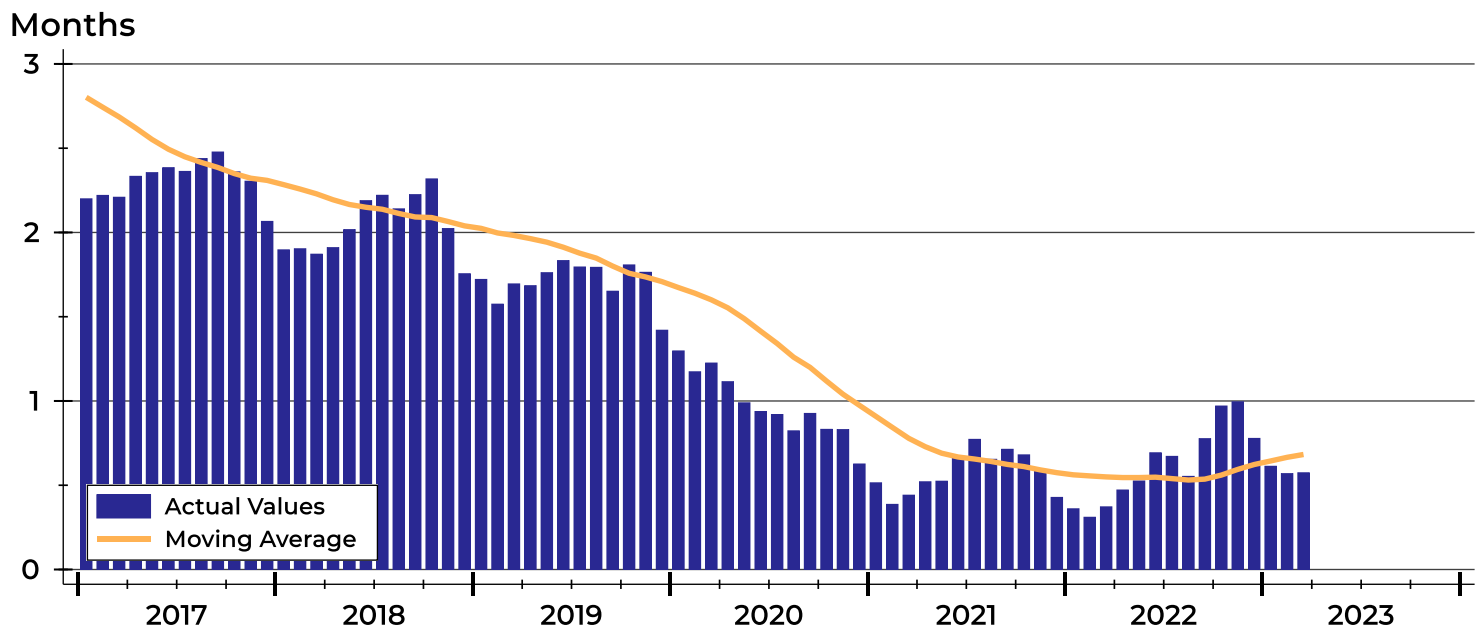
Central Region Months' Supply Analysis

Months' Supply by Month



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

History of Month's Supply





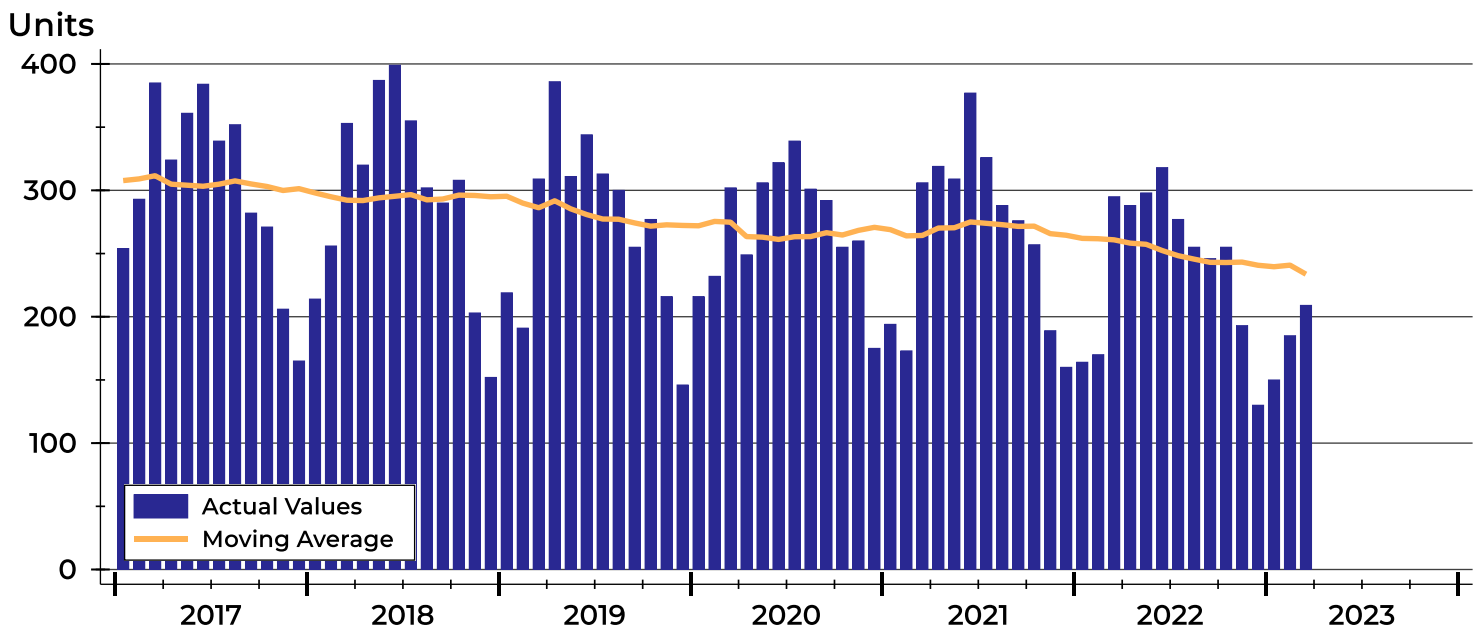
Central Region New Listings Analysis

| Summary Statistics for New Listings | | 2023 | March 2022 | Change |
|-------------------------------------|--------------------|----------------|------------|--------|
| Current Month | New Listings | 209 | 295 | -29.2% |
| | Volume (1,000s) | 44,087 | 61,930 | -28.8% |
| | Average List Price | 210,941 | 209,932 | 0.5% |
| | Median List Price | 182,500 | 174,900 | 4.3% |
| Year-to-Date | New Listings | 544 | 629 | -13.5% |
| | Volume (1,000s) | 109,169 | 126,938 | -14.0% |
| | Average List Price | 200,678 | 201,809 | -0.6% |
| | Median List Price | 170,000 | 155,000 | 9.7% |

A total of 209 new listings were added in Central Region during March, down 29.2% from the same month in 2022. Year-to-date Central Region has seen 544 new listings.

The median list price of these homes was \$182,500 up from \$174,900 in 2022.

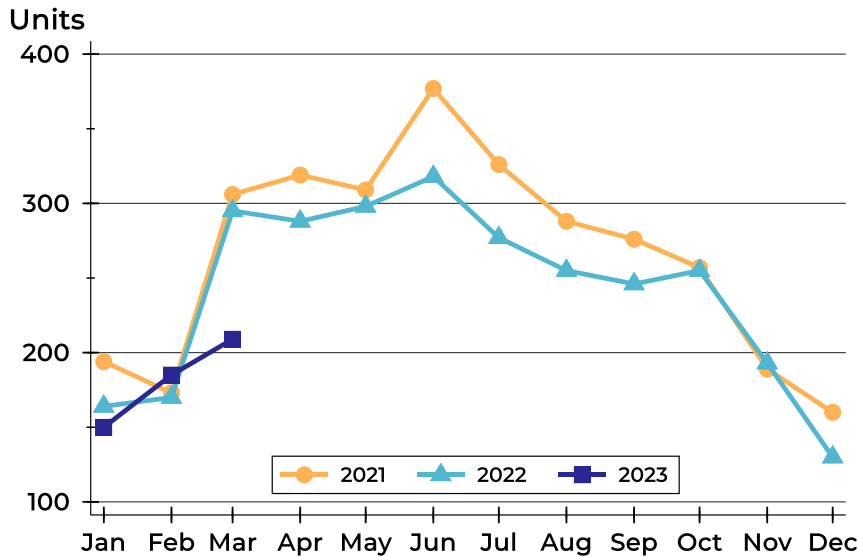
History of New Listings





Central Region New Listings Analysis

New Listings by Month



| Month | 2021 | 2022 | 2023 |
|-----------|------|------|------------|
| January | 194 | 164 | 150 |
| February | 173 | 170 | 185 |
| March | 306 | 295 | 209 |
| April | 319 | 288 | |
| May | 309 | 298 | |
| June | 377 | 318 | |
| July | 326 | 277 | |
| August | 288 | 255 | |
| September | 276 | 246 | |
| October | 257 | 255 | |
| November | 189 | 193 | |
| December | 160 | 130 | |

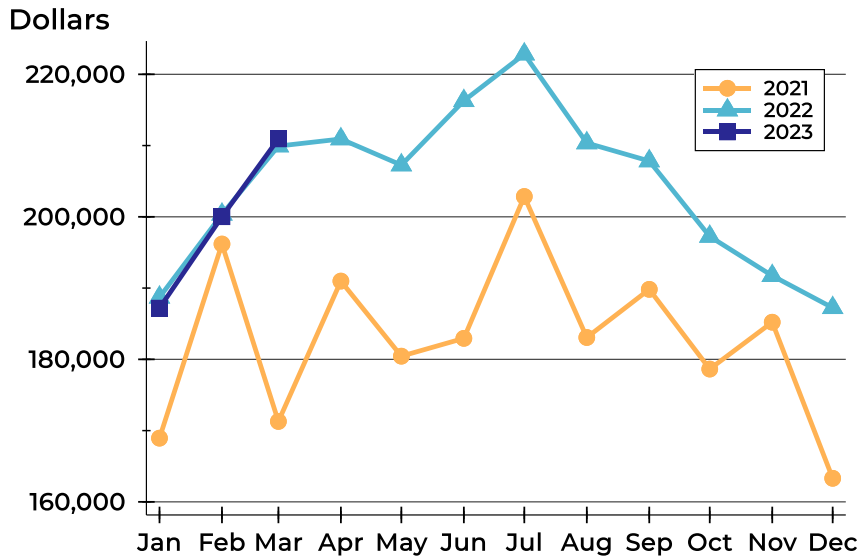
New Listings by Price Range

| Price Range | New Listings | | List Price | | Days on Market | | Price as % of Orig. | |
|---------------------|--------------|---------|------------|---------|----------------|------|---------------------|--------|
| | Number | Percent | Average | Median | Avg. | Med. | Avg. | Med. |
| Below \$25,000 | 4 | 1.9% | 13,299 | 16,250 | 6 | 5 | 100.3% | 100.0% |
| \$25,000-\$49,999 | 7 | 3.3% | 36,200 | 39,900 | 11 | 6 | 99.0% | 100.0% |
| \$50,000-\$99,999 | 44 | 21.1% | 75,614 | 78,500 | 7 | 6 | 98.6% | 100.0% |
| \$100,000-\$124,999 | 15 | 7.2% | 109,548 | 109,900 | 7 | 4 | 102.4% | 100.0% |
| \$125,000-\$149,999 | 18 | 8.6% | 140,161 | 139,950 | 6 | 3 | 99.3% | 100.0% |
| \$150,000-\$174,999 | 13 | 6.2% | 162,151 | 160,000 | 3 | 3 | 100.8% | 100.0% |
| \$175,000-\$199,999 | 17 | 8.1% | 188,118 | 189,500 | 3 | 2 | 100.5% | 100.0% |
| \$200,000-\$249,999 | 29 | 13.9% | 219,719 | 219,000 | 6 | 3 | 99.1% | 100.0% |
| \$250,000-\$299,999 | 16 | 7.7% | 276,974 | 275,950 | 4 | 3 | 99.9% | 100.0% |
| \$300,000-\$399,999 | 23 | 11.0% | 348,615 | 349,900 | 12 | 10 | 100.3% | 100.0% |
| \$400,000-\$499,999 | 13 | 6.2% | 447,583 | 439,900 | 15 | 9 | 99.6% | 100.0% |
| \$500,000-\$749,999 | 9 | 4.3% | 605,095 | 599,300 | 13 | 8 | 99.6% | 100.0% |
| \$750,000-\$999,999 | 1 | 0.5% | 895,000 | 895,000 | 2 | 2 | 100.0% | 100.0% |
| \$1,000,000 and up | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A |



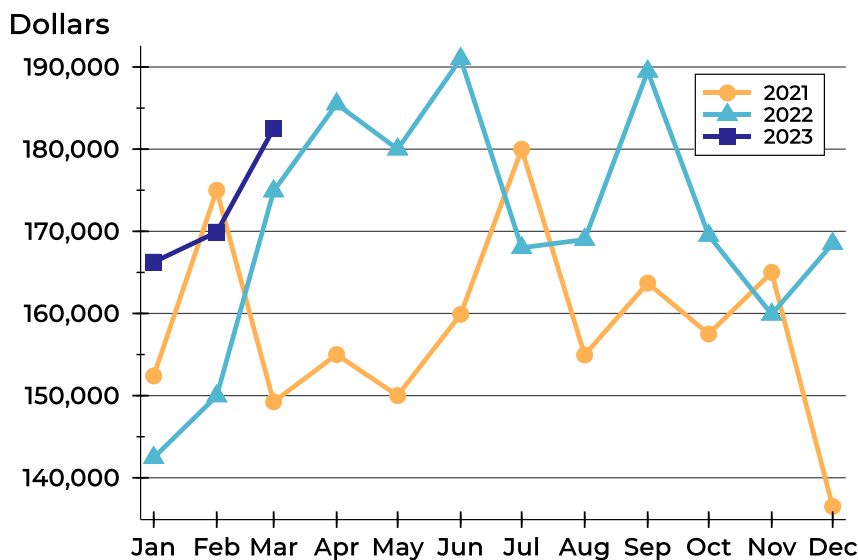
Central Region New Listings Analysis

Average Price



| Month | 2021 | 2022 | 2023 |
|------------------|---------|---------|----------------|
| January | 168,945 | 188,707 | 187,193 |
| February | 196,183 | 200,354 | 200,018 |
| March | 171,288 | 209,932 | 210,941 |
| April | 190,982 | 210,925 | |
| May | 180,446 | 207,269 | |
| June | 182,948 | 216,292 | |
| July | 202,855 | 222,832 | |
| August | 183,067 | 210,362 | |
| September | 189,825 | 207,838 | |
| October | 178,641 | 197,247 | |
| November | 185,214 | 191,737 | |
| December | 163,310 | 187,241 | |

Median Price



| Month | 2021 | 2022 | 2023 |
|------------------|---------|---------|----------------|
| January | 152,400 | 142,450 | 166,250 |
| February | 175,000 | 149,950 | 169,900 |
| March | 149,250 | 174,900 | 182,500 |
| April | 155,000 | 185,500 | |
| May | 150,000 | 180,000 | |
| June | 159,900 | 191,000 | |
| July | 180,000 | 168,000 | |
| August | 154,950 | 169,000 | |
| September | 163,700 | 189,475 | |
| October | 157,500 | 169,500 | |
| November | 165,000 | 159,900 | |
| December | 136,500 | 168,500 | |

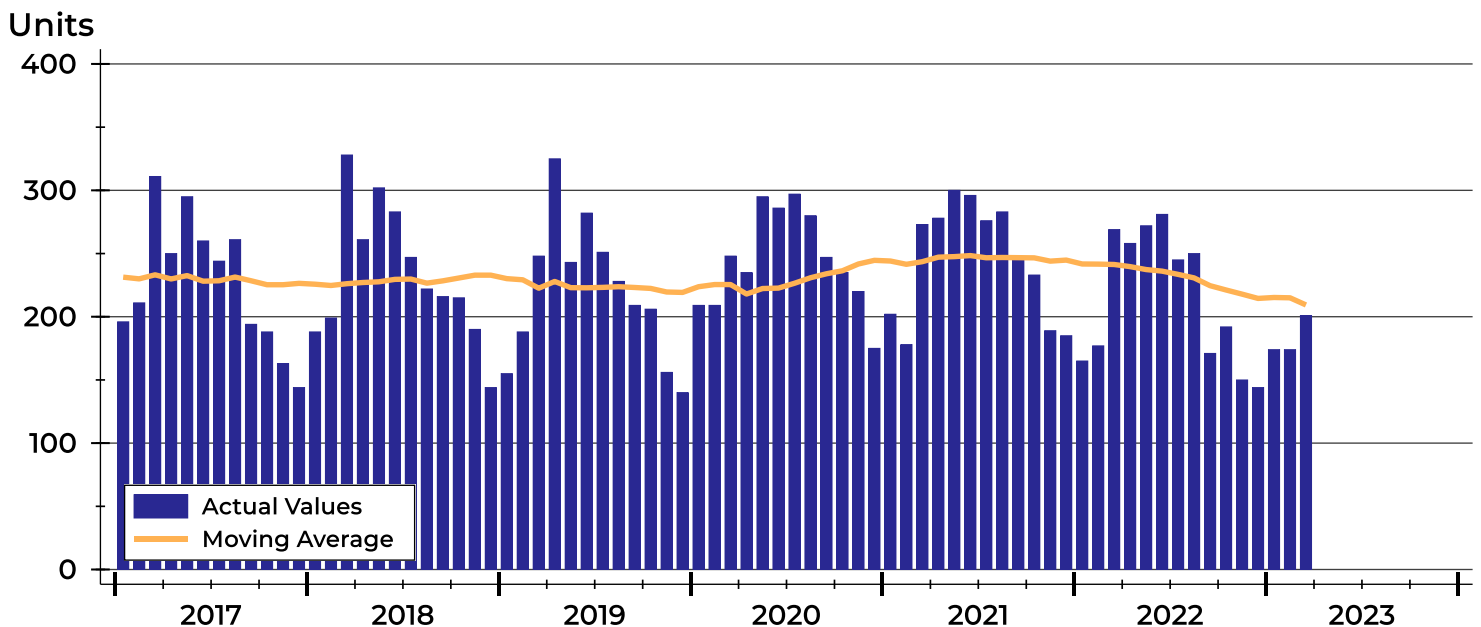


Central Region Contracts Written Analysis

| Summary Statistics for Contracts Written | | March | | | Year-to-Date | | |
|--|---------------------|----------------|---------|--------|----------------|---------|--------|
| | | 2023 | 2022 | Change | 2023 | 2022 | Change |
| Contracts Written | | 201 | 269 | -25.3% | 549 | 611 | -10.1% |
| Volume (1,000s) | | 38,948 | 53,516 | -27.2% | 105,040 | 116,161 | -9.6% |
| Average | Sale Price | 193,771 | 198,943 | -2.6% | 191,330 | 190,117 | 0.6% |
| | Days on Market | 19 | 9 | 111.1% | 22 | 13 | 69.2% |
| | Percent of Original | 98.4% | 102.0% | -3.5% | 97.9% | 100.5% | -2.6% |
| Median | Sale Price | 179,900 | 156,500 | 15.0% | 169,900 | 149,990 | 13.3% |
| | Days on Market | 4 | 2 | 100.0% | 4 | 2 | 100.0% |
| | Percent of Original | 100.0% | 100.8% | -0.8% | 100.0% | 100.0% | 0.0% |

A total of 201 contracts for sale were written in Central Region during the month of March, down from 269 in 2022. The median list price of these homes was \$179,900, up from \$156,500 the prior year. Half of the homes that went under contract in March were on the market less than 4 days, compared to 2 days in March 2022.

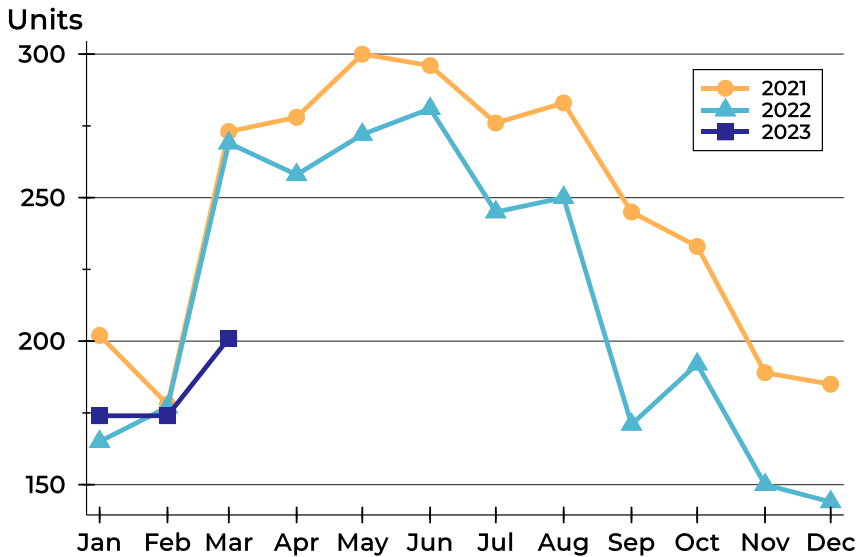
History of Contracts Written





Central Region Contracts Written Analysis

Contracts Written by Month



| Month | 2021 | 2022 | 2023 |
|-----------|------|------|------------|
| January | 202 | 165 | 174 |
| February | 178 | 177 | 174 |
| March | 273 | 269 | 201 |
| April | 278 | 258 | |
| May | 300 | 272 | |
| June | 296 | 281 | |
| July | 276 | 245 | |
| August | 283 | 250 | |
| September | 245 | 171 | |
| October | 233 | 192 | |
| November | 189 | 150 | |
| December | 185 | 144 | |

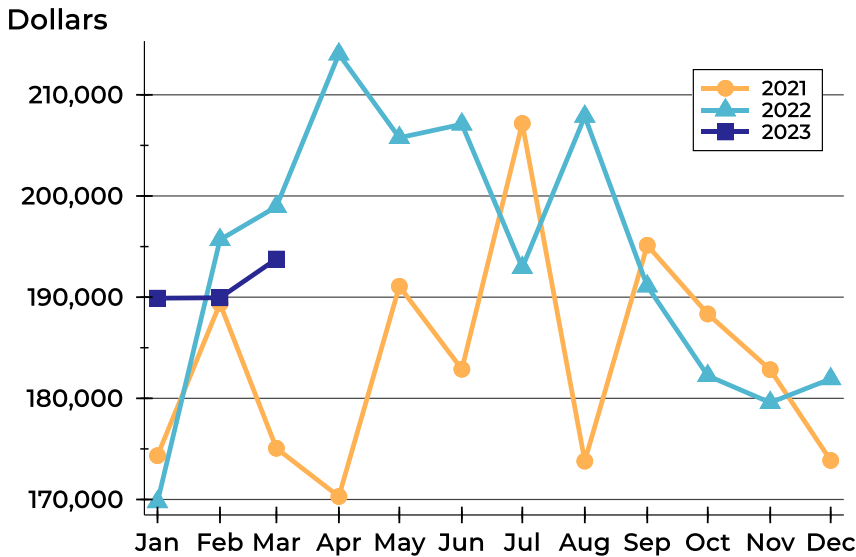
Contracts Written by Price Range

| Price Range | Contracts Written | | List Price | | Days on Market | | Price as % of Orig. | |
|---------------------|-------------------|---------|------------|---------|----------------|------|---------------------|--------|
| | Number | Percent | Average | Median | Avg. | Med. | Avg. | Med. |
| Below \$25,000 | 4 | 2.0% | 17,600 | 18,200 | 26 | 5 | 97.4% | 100.0% |
| \$25,000-\$49,999 | 8 | 4.0% | 35,362 | 36,250 | 25 | 15 | 100.9% | 102.5% |
| \$50,000-\$99,999 | 36 | 17.9% | 75,081 | 75,000 | 14 | 6 | 96.1% | 100.0% |
| \$100,000-\$124,999 | 17 | 8.5% | 111,543 | 110,000 | 18 | 4 | 100.7% | 100.0% |
| \$125,000-\$149,999 | 16 | 8.0% | 140,191 | 139,950 | 7 | 3 | 100.6% | 100.0% |
| \$150,000-\$174,999 | 14 | 7.0% | 163,416 | 164,450 | 11 | 3 | 98.3% | 100.0% |
| \$175,000-\$199,999 | 22 | 10.9% | 185,868 | 185,000 | 20 | 3 | 97.6% | 100.0% |
| \$200,000-\$249,999 | 34 | 16.9% | 226,279 | 225,000 | 24 | 3 | 98.4% | 100.0% |
| \$250,000-\$299,999 | 22 | 10.9% | 274,785 | 273,400 | 28 | 4 | 98.3% | 100.0% |
| \$300,000-\$399,999 | 16 | 8.0% | 339,628 | 333,225 | 20 | 5 | 98.8% | 100.0% |
| \$400,000-\$499,999 | 8 | 4.0% | 433,110 | 427,450 | 20 | 12 | 99.2% | 100.0% |
| \$500,000-\$749,999 | 3 | 1.5% | 614,259 | 625,000 | 2 | 2 | 100.0% | 100.0% |
| \$750,000-\$999,999 | 1 | 0.5% | 895,000 | 895,000 | 2 | 2 | 100.0% | 100.0% |
| \$1,000,000 and up | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A |



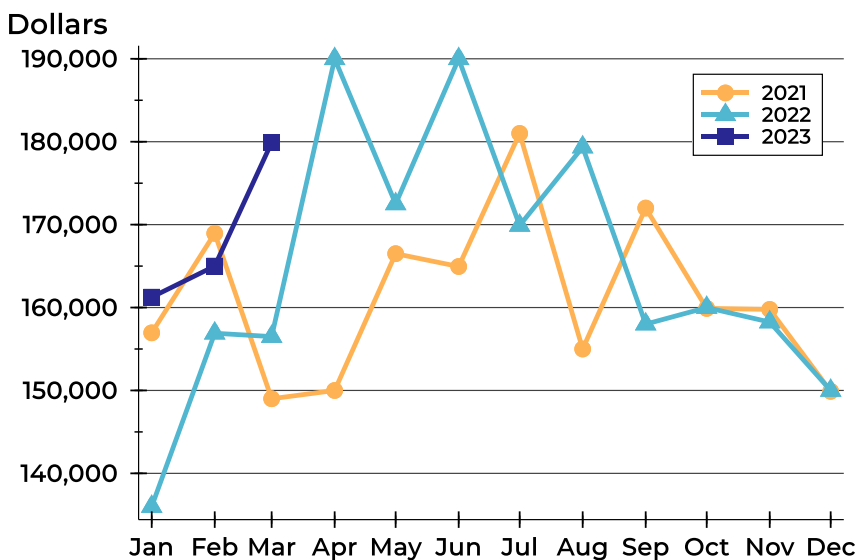
Central Region Contracts Written Analysis

Average Price



| Month | 2021 | 2022 | 2023 |
|-----------|---------|---------|----------------|
| January | 174,336 | 169,765 | 189,901 |
| February | 189,360 | 195,674 | 189,941 |
| March | 175,063 | 198,943 | 193,771 |
| April | 170,296 | 214,021 | |
| May | 191,077 | 205,760 | |
| June | 182,875 | 207,092 | |
| July | 207,173 | 192,922 | |
| August | 173,790 | 207,866 | |
| September | 195,130 | 191,089 | |
| October | 188,340 | 182,235 | |
| November | 182,831 | 179,574 | |
| December | 173,857 | 181,923 | |

Median Price

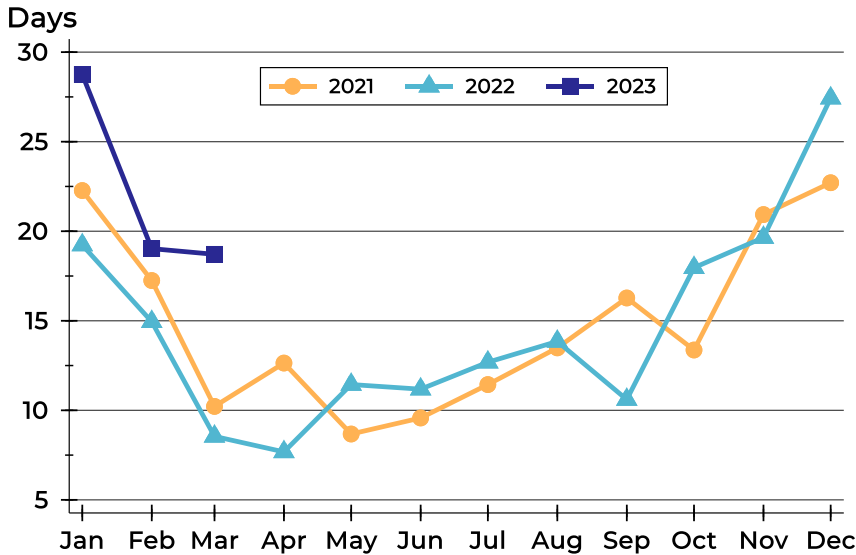


| Month | 2021 | 2022 | 2023 |
|-----------|---------|---------|----------------|
| January | 156,950 | 136,000 | 161,250 |
| February | 168,950 | 156,900 | 165,000 |
| March | 149,000 | 156,500 | 179,900 |
| April | 150,000 | 190,000 | |
| May | 166,500 | 172,500 | |
| June | 164,950 | 190,000 | |
| July | 181,000 | 169,900 | |
| August | 155,000 | 179,350 | |
| September | 172,000 | 158,000 | |
| October | 159,900 | 160,000 | |
| November | 159,777 | 158,250 | |
| December | 149,900 | 150,000 | |



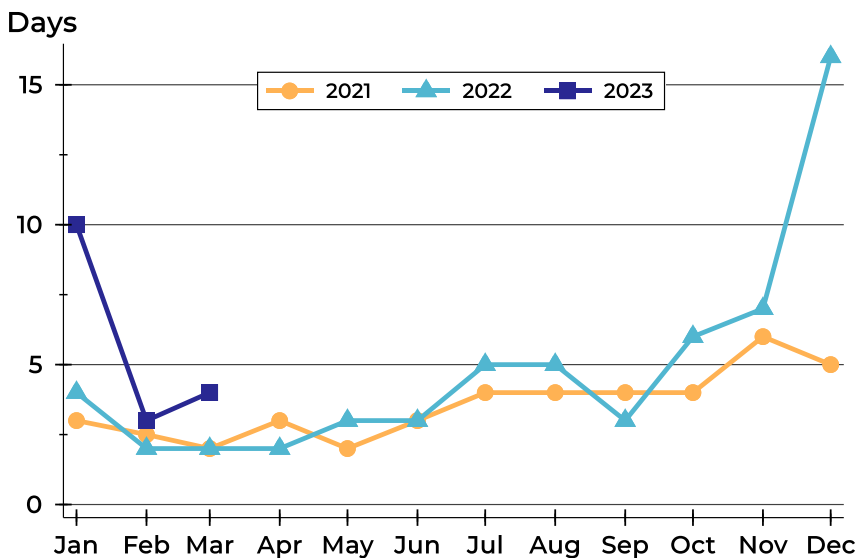
Central Region Contracts Written Analysis

Average DOM



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

Median DOM



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



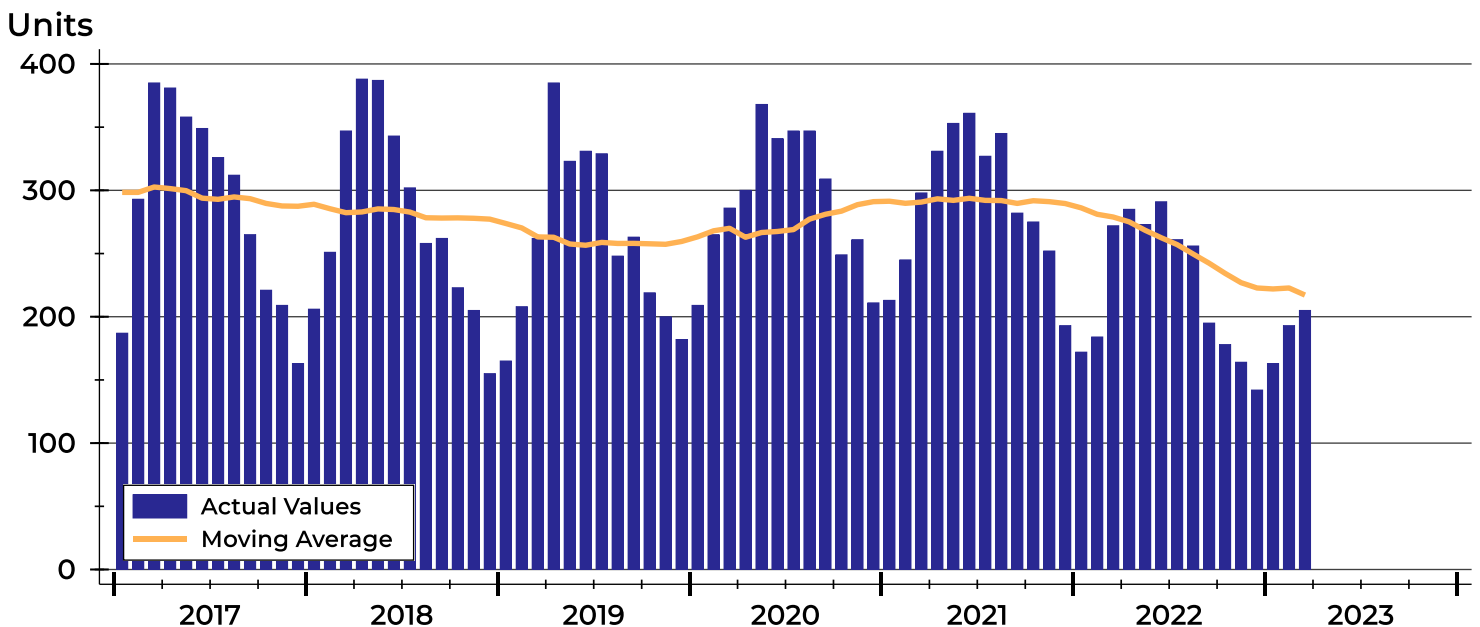
Central Region Pending Contracts Analysis

| Summary Statistics for Pending Contracts | | 2023 | End of March 2022 | Change |
|--|---------------------|---------|-------------------|--------|
| Pending Contracts | | 205 | 272 | -24.6% |
| Volume (1,000s) | | 43,540 | 57,224 | -23.9% |
| Average | List Price | 212,388 | 210,381 | 1.0% |
| | Days on Market | 18 | 14 | 28.6% |
| | Percent of Original | 98.8% | 99.3% | -0.5% |
| Median | List Price | 189,900 | 174,999 | 8.5% |
| | Days on Market | 4 | 2 | 100.0% |
| | Percent of Original | 100.0% | 100.0% | 0.0% |

A total of 205 listings in Central Region had contracts pending at the end of March, down from 272 contracts pending at the end of March 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.

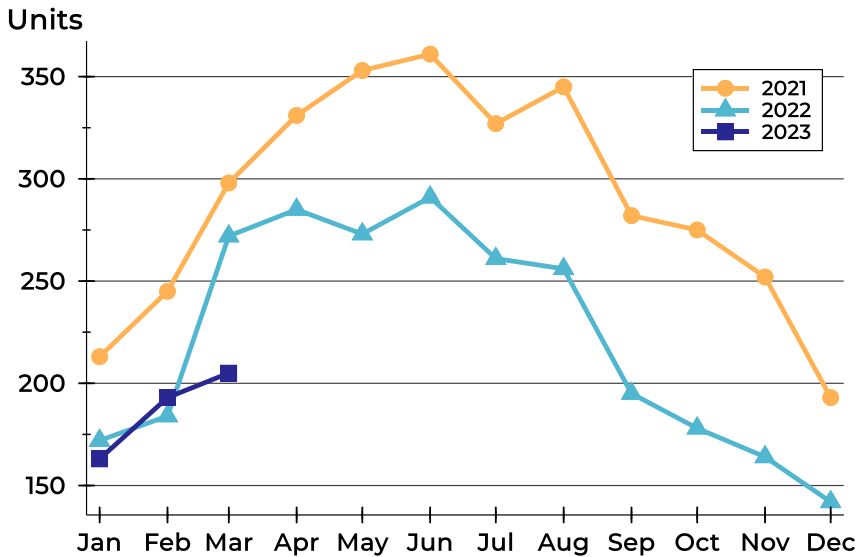
History of Pending Contracts





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 | |
| May | 353 | 273 | |
| June | 361 | 291 | |
| July | 327 | 261 | |
| August | 345 | 256 | |
| September | 282 | 195 | |
| October | 275 | 178 | |
| November | 252 | 164 | |
| December | 193 | 142 | |

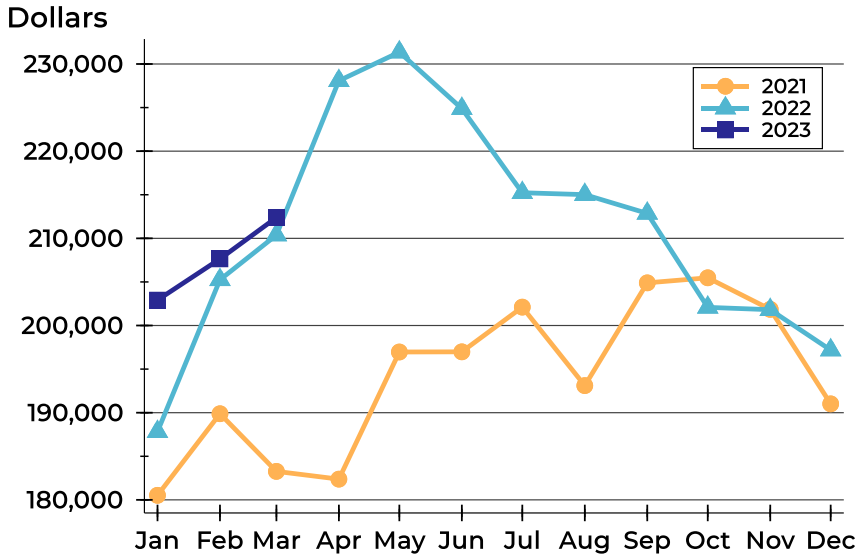
Pending Contracts by Price Range

| Price Range | Pending Contracts | | List Price | | Days on Market | | Price as % of Orig. | |
|---------------------|-------------------|---------|------------|---------|----------------|------|---------------------|--------|
| | Number | Percent | Average | Median | Avg. | Med. | Avg. | Med. |
| Below \$25,000 | 2 | 1.0% | 17,000 | 17,000 | 5 | 5 | 100.0% | 100.0% |
| \$25,000-\$49,999 | 2 | 1.0% | 35,250 | 35,250 | 7 | 7 | 86.7% | 86.7% |
| \$50,000-\$99,999 | 33 | 16.1% | 74,845 | 75,000 | 21 | 7 | 98.9% | 100.0% |
| \$100,000-\$124,999 | 14 | 6.8% | 112,091 | 111,000 | 16 | 6 | 99.7% | 100.0% |
| \$125,000-\$149,999 | 20 | 9.8% | 139,613 | 139,900 | 7 | 3 | 100.0% | 100.0% |
| \$150,000-\$174,999 | 15 | 7.3% | 162,522 | 163,900 | 10 | 3 | 98.5% | 100.0% |
| \$175,000-\$199,999 | 23 | 11.2% | 186,122 | 185,000 | 22 | 3 | 98.5% | 100.0% |
| \$200,000-\$249,999 | 33 | 16.1% | 226,830 | 225,000 | 23 | 3 | 98.3% | 100.0% |
| \$250,000-\$299,999 | 28 | 13.7% | 275,006 | 275,950 | 25 | 7 | 98.6% | 100.0% |
| \$300,000-\$399,999 | 18 | 8.8% | 343,275 | 337,750 | 18 | 4 | 98.5% | 100.0% |
| \$400,000-\$499,999 | 12 | 5.9% | 439,565 | 432,450 | 16 | 6 | 99.5% | 100.0% |
| \$500,000-\$749,999 | 4 | 2.0% | 587,669 | 577,500 | 1 | 1 | 100.0% | 100.0% |
| \$750,000-\$999,999 | 1 | 0.5% | 895,000 | 895,000 | 2 | 2 | 100.0% | 100.0% |
| \$1,000,000 and up | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A |



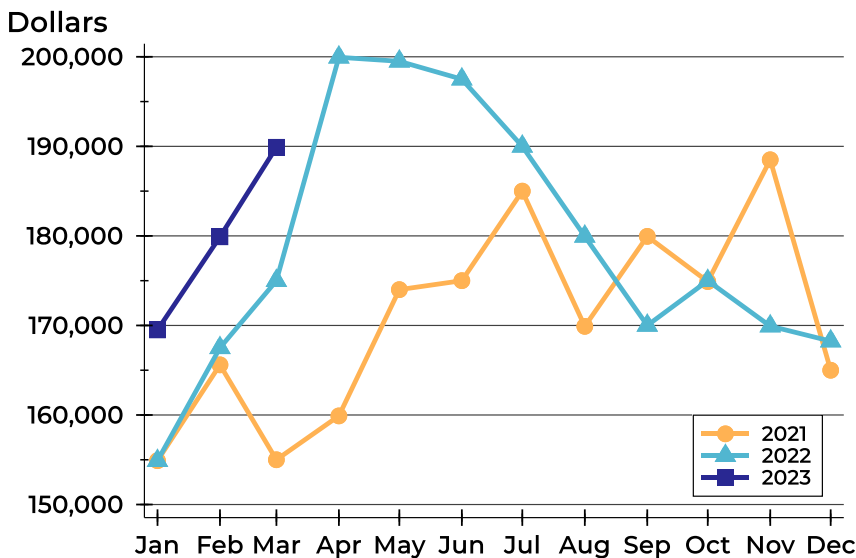
Central Region Pending Contracts Analysis

Average Price



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

Median Price

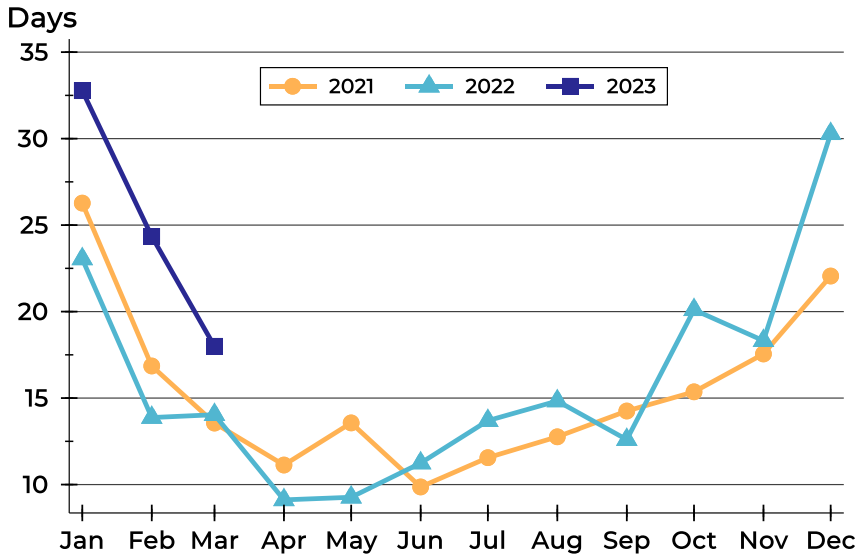


| Month | 2021 | 2022 | 2023 |
|------------------|---------|---------|----------------|
| January | 154,900 | 154,900 | 169,500 |
| February | 165,600 | 167,500 | 179,900 |
| March | 155,000 | 174,999 | 189,900 |
| April | 159,900 | 199,950 | |
| May | 174,000 | 199,500 | |
| June | 175,000 | 197,500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



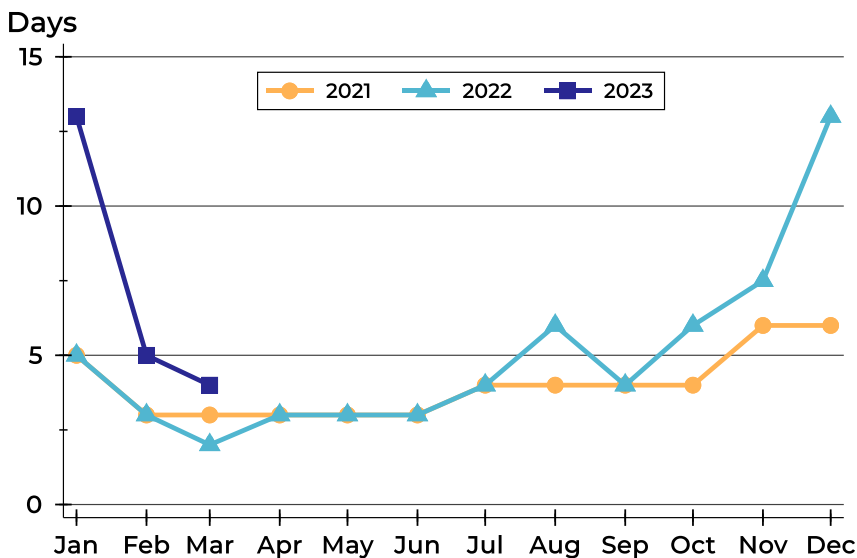
Central Region Pending Contracts Analysis

Average DOM



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

Median DOM



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



**March
2023**

Sunflower MLS Statistics



North Region Housing Report



Market Overview

North Region Home Sales Fell in March

Total home sales in North Region fell last month to 19 units, compared to 33 units in March 2022. Total sales volume was \$3.4 million, down from a year earlier.

The median sale price in March was \$160,500, down from \$175,000 a year earlier. Homes that sold in March were typically on the market for 7 days and sold for 100.0% of their list prices.

North Region Active Listings Up at End of March

The total number of active listings in North Region at the end of March was 30 units, up from 19 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 March was \$204,700.

During March, a total of 29 contracts were written up from 27 in March 2022. At the end of the month, there were 30 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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**March
2023**

Sunflower MLS Statistics



North Region Summary Statistics

| March MLS Statistics Three-year History | | Current Month | | | Year-to-Date | | |
|--|------------------------------|----------------|----------------|----------------|----------------|----------------|----------------|
| | | 2023 | 2022 | 2021 | 2023 | 2022 | 2021 |
| Home Sales | | 19 | 33 | 30 | 52 | 84 | 64 |
| Change from prior year | | -42.4% | 10.0% | 25.0% | -38.1% | 31.3% | 18.5% |
| Active Listings | | 30 | 19 | 33 | N/A | N/A | N/A |
| Change from prior year | | 57.9% | -42.4% | -55.4% | | | |
| Months' Supply | | 1.1 | 0.6 | 1.2 | N/A | N/A | N/A |
| Change from prior year | | 83.3% | -50.0% | -62.5% | | | |
| New Listings | | 21 | 32 | 46 | 63 | 79 | 86 |
| Change from prior year | | -34.4% | -30.4% | 17.9% | -20.3% | -8.1% | -13.1% |
| Contracts Written | | 29 | 27 | 33 | 60 | 81 | 82 |
| Change from prior year | | 7.4% | -18.2% | 3.1% | -25.9% | -1.2% | 3.8% |
| Pending Contracts | | 30 | 26 | 41 | N/A | N/A | N/A |
| Change from prior year | | 15.4% | -36.6% | 17.1% | | | |
| Sales Volume (1,000s) | | 3,427 | 6,551 | 4,840 | 10,074 | 17,252 | 11,009 |
| Change from prior year | | -47.7% | 35.4% | 17.0% | -41.6% | 56.7% | 18.8% |
| Average | Sale Price | 180,366 | 198,514 | 161,336 | 193,728 | 205,382 | 172,009 |
| | Change from prior year | -9.1% | 23.0% | -6.3% | -5.7% | 19.4% | 0.3% |
| | List Price of Actives | 239,003 | 302,679 | 145,894 | N/A | N/A | N/A |
| | Change from prior year | -21.0% | 107.5% | -25.4% | | | |
| | Days on Market | 40 | 28 | 41 | 33 | 31 | 31 |
| Change from prior year | 42.9% | -31.7% | 36.7% | 6.5% | 0.0% | -35.4% | |
| | Percent of List | 97.5% | 97.2% | 99.3% | 95.6% | 98.2% | 99.1% |
| Change from prior year | 0.3% | -2.1% | 0.9% | -2.6% | -0.9% | 2.5% | |
| | Percent of Original | 96.4% | 97.8% | 96.0% | 93.2% | 96.9% | 97.0% |
| Change from prior year | -1.4% | 1.9% | -1.4% | -3.8% | -0.1% | 3.9% | |
| Median | Sale Price | 160,500 | 175,000 | 146,750 | 183,500 | 179,250 | 167,635 |
| | Change from prior year | -8.3% | 19.3% | -7.6% | 2.4% | 6.9% | 8.3% |
| | List Price of Actives | 204,700 | 259,900 | 127,000 | N/A | N/A | N/A |
| | Change from prior year | -21.2% | 104.6% | -26.3% | | | |
| | Days on Market | 7 | 7 | 13 | 13 | 11 | 11 |
| Change from prior year | 0.0% | -46.2% | 62.5% | 18.2% | 0.0% | -47.6% | |
| | Percent of List | 100.0% | 100.0% | 100.0% | 97.8% | 100.0% | 100.0% |
| Change from prior year | 0.0% | 0.0% | 2.5% | -2.2% | 0.0% | 2.1% | |
| | Percent of Original | 100.0% | 100.0% | 100.0% | 95.9% | 98.6% | 99.7% |
| Change from prior year | 0.0% | 0.0% | 3.1% | -2.7% | -1.1% | 2.8% | |

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



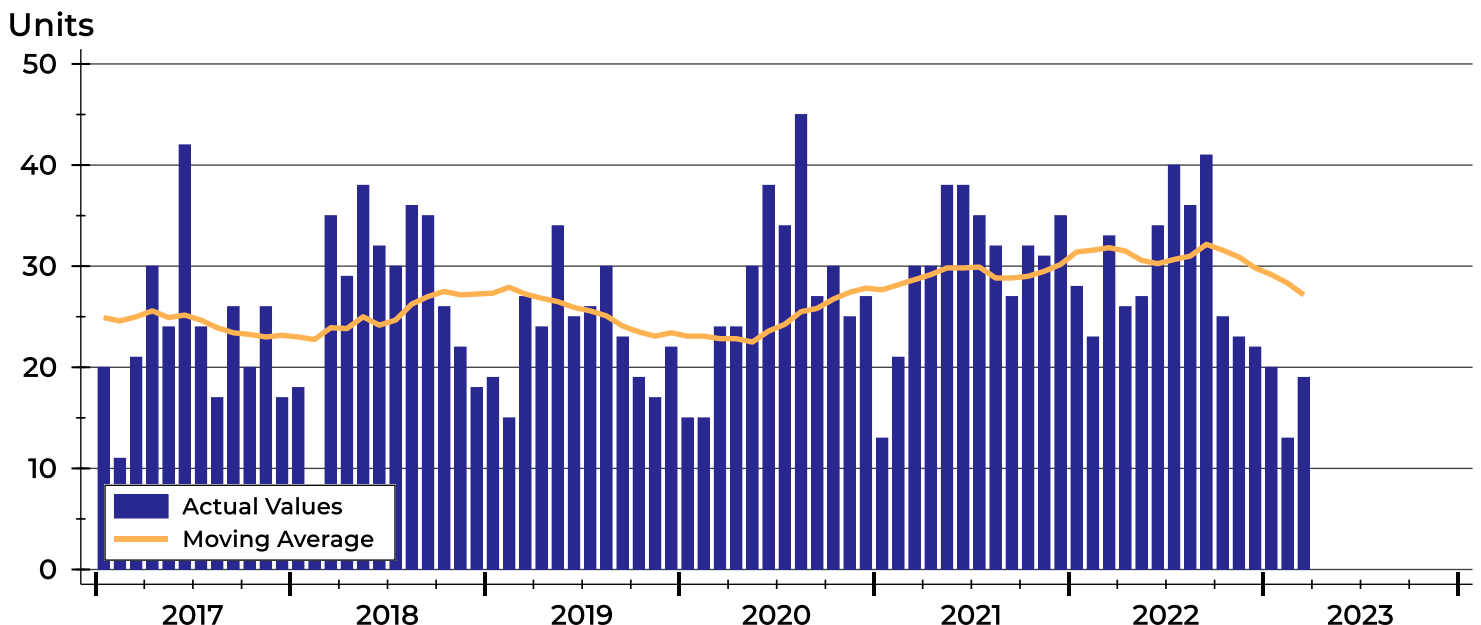
North Region Closed Listings Analysis

| Summary Statistics for Closed Listings | | 2023 | March 2022 | Change | 2023 | Year-to-Date 2022 | Change |
|--|---------------------|-----------------|------------|---------------|----------------|-------------------|--------|
| | | Closed Listings | 19 | 33 | -42.4% | 52 | 84 |
| Volume (1,000s) | 3,427 | 6,551 | -47.7% | 10,074 | 17,252 | -41.6% | |
| Months' Supply | 1.1 | 0.6 | 83.3% | N/A | N/A | N/A | |
| Average | Sale Price | 180,366 | 198,514 | -9.1% | 193,728 | 205,382 | -5.7% |
| | Days on Market | 40 | 28 | 42.9% | 33 | 31 | 6.5% |
| | Percent of List | 97.5% | 97.2% | 0.3% | 95.6% | 98.2% | -2.6% |
| | Percent of Original | 96.4% | 97.8% | -1.4% | 93.2% | 96.9% | -3.8% |
| Median | Sale Price | 160,500 | 175,000 | -8.3% | 183,500 | 179,250 | 2.4% |
| | Days on Market | 7 | 7 | 0.0% | 13 | 11 | 18.2% |
| | Percent of List | 100.0% | 100.0% | 0.0% | 97.8% | 100.0% | -2.2% |
| | Percent of Original | 100.0% | 100.0% | 0.0% | 95.9% | 98.6% | -2.7% |

A total of 19 homes sold in North Region in March, down from 33 units in March 2022. Total sales volume fell to \$3.4 million compared to \$6.6 million in the previous year.

The median sales price in March was \$160,500, down 8.3% compared to the prior year. Median days on market was 7 days, down from 35 days in February, but similar to March 2022.

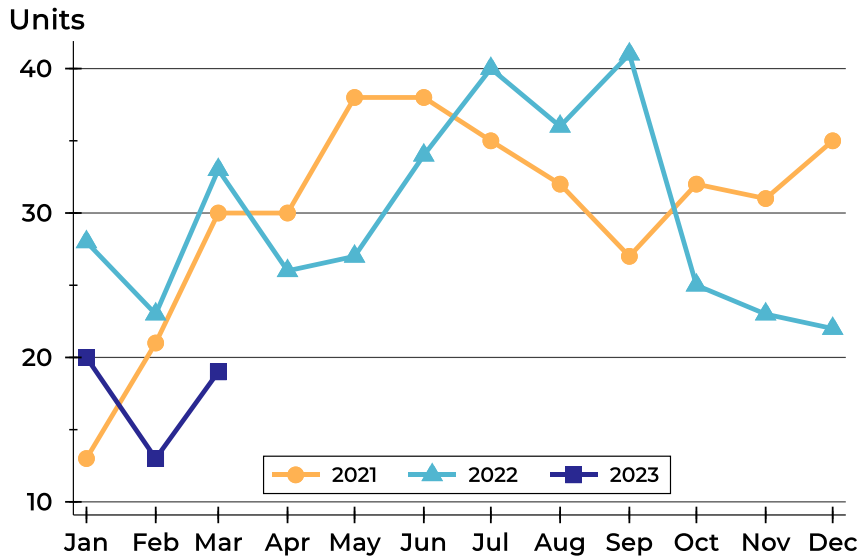
History of Closed Listings





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 | |
| May | 38 | 27 | |
| June | 38 | 34 | |
| July | 35 | 40 | |
| August | 32 | 36 | |
| September | 27 | 41 | |
| October | 32 | 25 | |
| November | 31 | 23 | |
| December | 35 | 22 | |

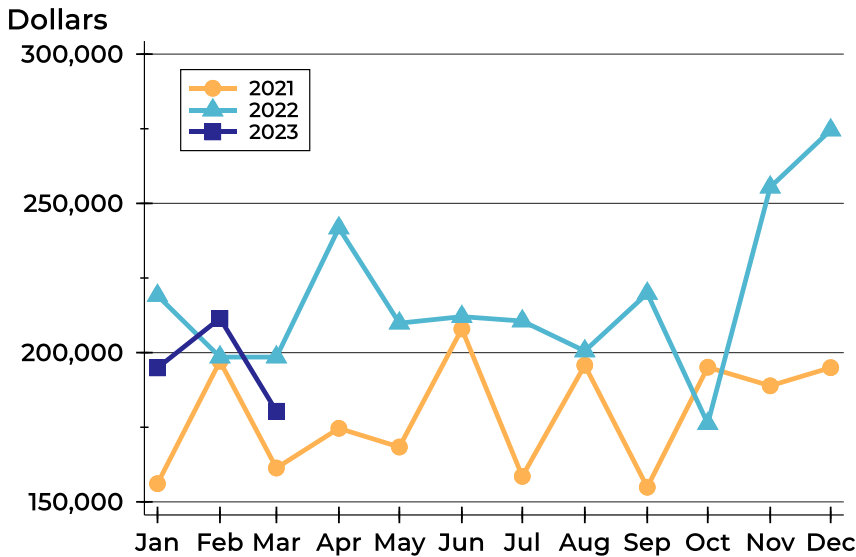
Closed Listings by Price Range

| 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 | 6 | 31.6% | 2.2 | 80,167 | 82,500 | 47 | 5 | 93.4% | 100.0% | 92.0% | 100.0% |
| \$100,000-\$124,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A |
| \$125,000-\$149,999 | 3 | 15.8% | 1.2 | 139,667 | 140,000 | 99 | 7 | 103.7% | 103.8% | 102.4% | 103.8% |
| \$150,000-\$174,999 | 2 | 10.5% | 1.0 | 165,250 | 165,250 | 38 | 38 | 103.3% | 103.3% | 99.0% | 99.0% |
| \$175,000-\$199,999 | 0 | 0.0% | 0.6 | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A |
| \$200,000-\$249,999 | 3 | 15.8% | 0.9 | 222,000 | 225,000 | 23 | 20 | 97.4% | 96.4% | 97.4% | 96.4% |
| \$250,000-\$299,999 | 3 | 15.8% | 1.0 | 283,817 | 291,500 | 8 | 7 | 95.8% | 100.0% | 95.8% | 100.0% |
| \$300,000-\$399,999 | 2 | 10.5% | 1.0 | 339,500 | 339,500 | 7 | 7 | 97.6% | 97.6% | 97.6% | 97.6% |
| \$400,000-\$499,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A |
| \$500,000-\$749,999 | 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 |



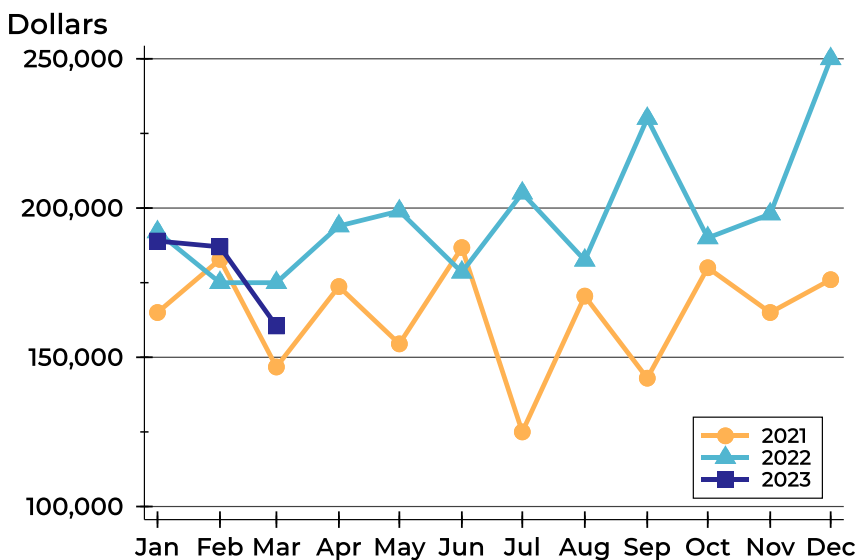
North Region Closed Listings Analysis

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 | |
| May | 168,376 | 209,869 | |
| June | 207,953 | 212,059 | |
| July | 158,553 | 210,585 | |
| August | 195,771 | 200,542 | |
| September | 154,904 | 219,840 | |
| October | 195,111 | 176,224 | |
| November | 188,887 | 255,428 | |
| December | 194,972 | 274,560 | |

Median Price

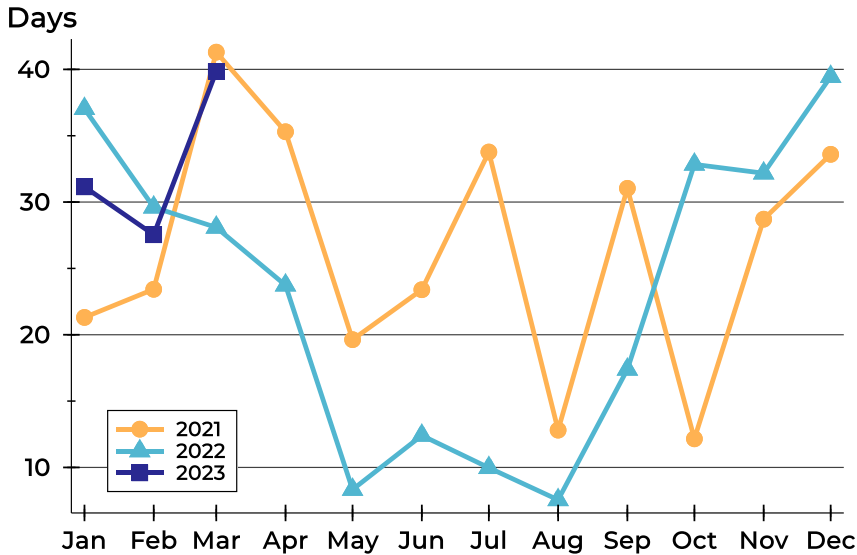


| Month | 2021 | 2022 | 2023 |
|------------------|---------|---------|----------------|
| January | 165,000 | 192,000 | 188,950 |
| February | 182,800 | 175,000 | 187,000 |
| March | 146,750 | 175,000 | 160,500 |
| April | 173,700 | 194,000 | |
| May | 154,500 | 199,000 | |
| June | 186,750 | 178,500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



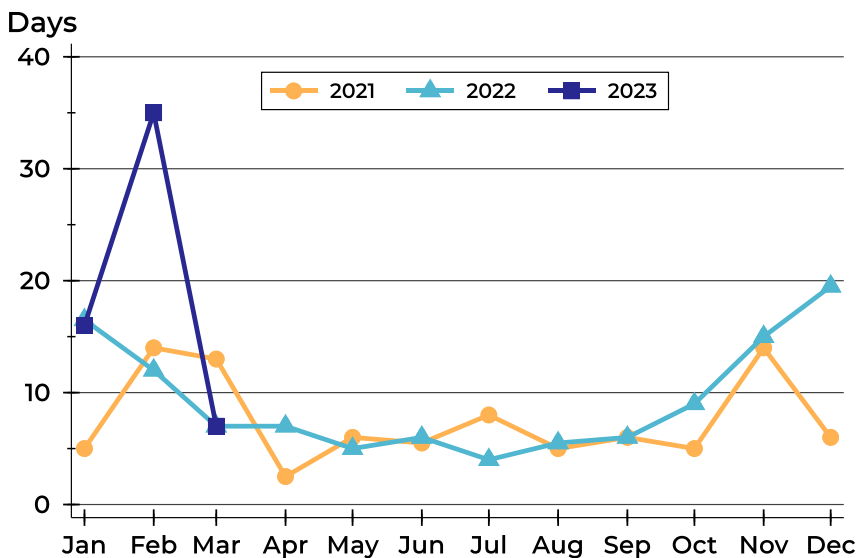
North Region Closed Listings Analysis

Average DOM



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

Median DOM



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



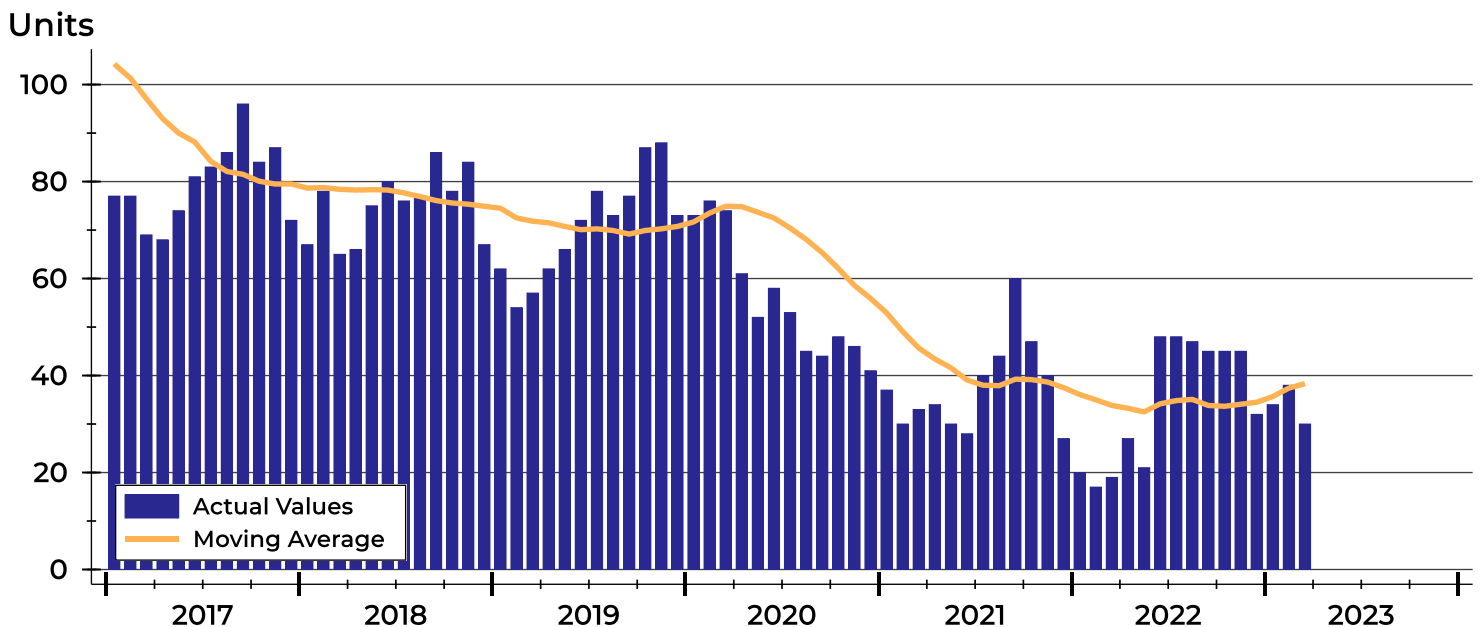
North Region Active Listings Analysis

| Summary Statistics for Active Listings | | 2023 | End of March 2022 | Change |
|--|---------------------|---------|-------------------|--------|
| Active Listings | | 30 | 19 | 57.9% |
| Volume (1,000s) | | 7,170 | 5,751 | 24.7% |
| Months' Supply | | 1.1 | 0.6 | 83.3% |
| Average | List Price | 239,003 | 302,679 | -21.0% |
| | Days on Market | 113 | 45 | 151.1% |
| | Percent of Original | 95.0% | 97.8% | -2.9% |
| Median | List Price | 204,700 | 259,900 | -21.2% |
| | Days on Market | 83 | 16 | 418.8% |
| | Percent of Original | 100.0% | 100.0% | 0.0% |

A total of 30 homes were available for sale in North Region at the end of March. This represents a 1.1 months' supply of active listings.

The median list price of homes on the market at the end of March was \$204,700, down 21.2% from 2022. The typical time on market for active listings was 83 days, up from 16 days a year earlier.

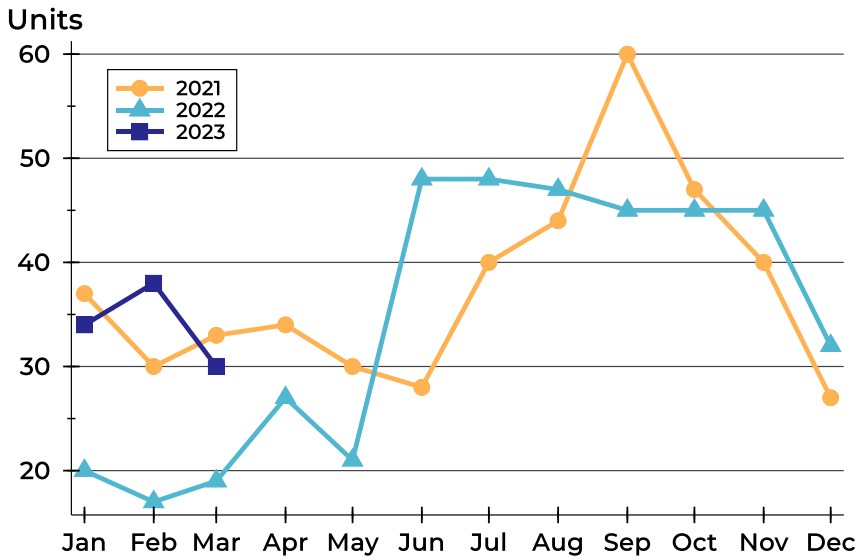
History of Active Listings





North Region Active Listings Analysis

Active Listings by Month



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

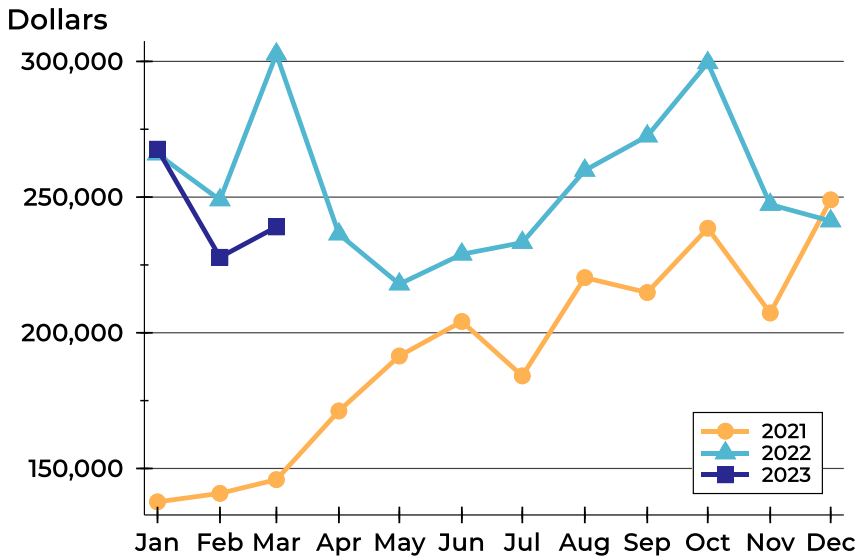
Active Listings by Price Range

| Price Range | Active Listings Number | Active Listings Percent | Months' Supply | List Price Average | List Price Median | Days on Market Avg. | Days on Market Med. | Price as % of Orig. Avg. | Price as % of Orig. Med. |
|---------------------|------------------------|-------------------------|----------------|--------------------|-------------------|---------------------|---------------------|--------------------------|--------------------------|
| Below \$25,000 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A | N/A |
| \$25,000-\$49,999 | 1 | 3.3% | N/A | 45,000 | 45,000 | 30 | 30 | 100.0% | 100.0% |
| \$50,000-\$99,999 | 6 | 20.0% | 2.2 | 79,783 | 89,700 | 74 | 59 | 97.3% | 100.0% |
| \$100,000-\$124,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A | N/A |
| \$125,000-\$149,999 | 3 | 10.0% | 1.2 | 138,633 | 142,900 | 138 | 148 | 96.6% | 100.0% |
| \$150,000-\$174,999 | 3 | 10.0% | 1.0 | 161,167 | 159,000 | 204 | 186 | 88.9% | 83.5% |
| \$175,000-\$199,999 | 2 | 6.7% | 0.6 | 182,450 | 182,450 | 137 | 137 | 94.2% | 94.2% |
| \$200,000-\$249,999 | 4 | 13.3% | 0.9 | 234,600 | 234,500 | 44 | 43 | 100.0% | 100.0% |
| \$250,000-\$299,999 | 3 | 10.0% | 1.0 | 278,267 | 279,900 | 133 | 158 | 100.0% | 100.0% |
| \$300,000-\$399,999 | 4 | 13.3% | 1.0 | 338,750 | 342,500 | 91 | 91 | 93.8% | 92.9% |
| \$400,000-\$499,999 | 2 | 6.7% | N/A | 472,000 | 472,000 | 256 | 256 | 97.1% | 97.1% |
| \$500,000-\$749,999 | 2 | 6.7% | N/A | 654,950 | 654,950 | 93 | 93 | 75.3% | 75.3% |
| \$750,000-\$999,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A | N/A |
| \$1,000,000 and up | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A | N/A |



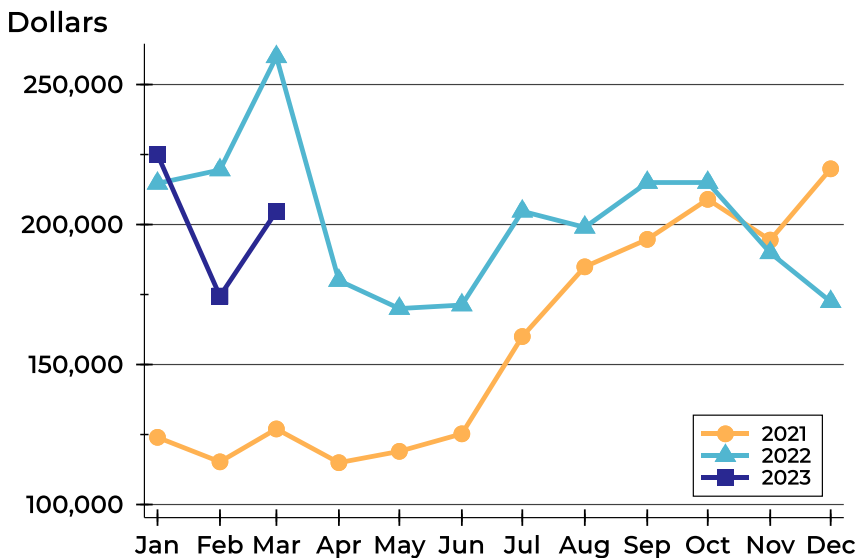
North Region Active Listings Analysis

Average Price



| Month | 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 | |
| May | 191,455 | 217,943 | |
| June | 204,160 | 228,946 | |
| July | 184,122 | 233,242 | |
| August | 220,323 | 259,832 | |
| September | 214,848 | 272,488 | |
| October | 238,537 | 299,486 | |
| November | 207,303 | 247,280 | |
| December | 248,989 | 241,200 | |

Median Price

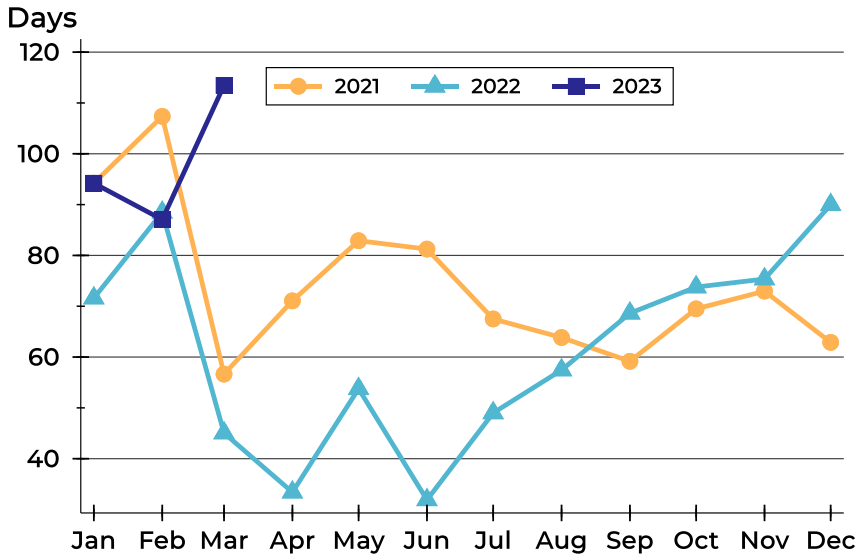


| Month | 2021 | 2022 | 2023 |
|------------------|---------|---------|----------------|
| January | 124,000 | 214,700 | 225,000 |
| February | 115,250 | 219,500 | 174,450 |
| March | 127,000 | 259,900 | 204,700 |
| April | 114,950 | 180,000 | |
| May | 119,000 | 170,000 | |
| June | 125,250 | 171,250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



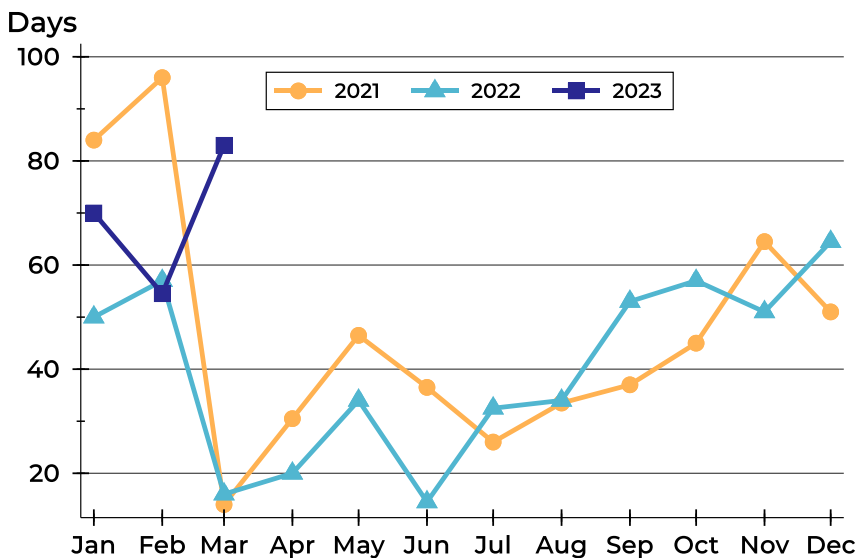
North Region Active Listings Analysis

Average DOM



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

Median DOM

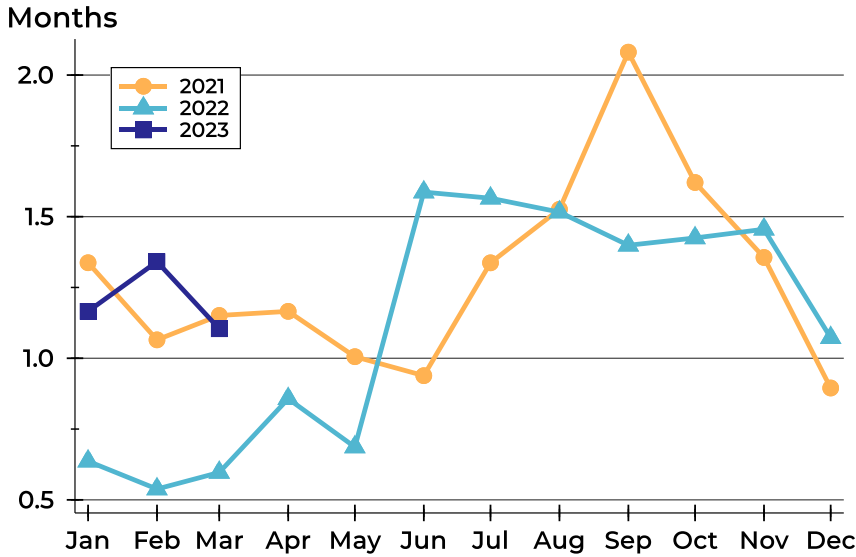


| Month | 2021 | 2022 | 2023 |
|-----------|------|------|-----------|
| January | 84 | 50 | 70 |
| February | 96 | 57 | 55 |
| March | 14 | 16 | 83 |
| April | 31 | 20 | |
| May | 47 | 34 | |
| June | 37 | 15 | |
| July | 26 | 33 | |
| August | 34 | 34 | |
| September | 37 | 53 | |
| October | 45 |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



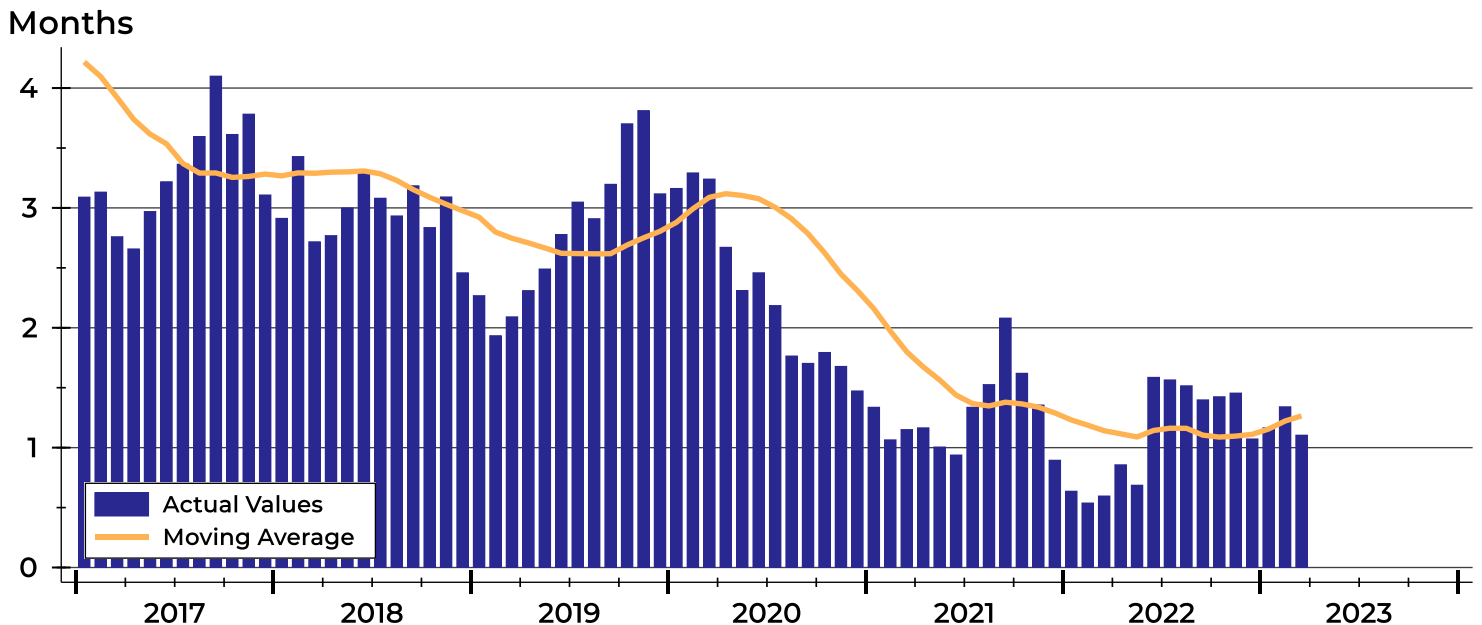
North Region Months' Supply Analysis

Months' Supply by Month



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

History of Month's Supply





North Region New Listings Analysis

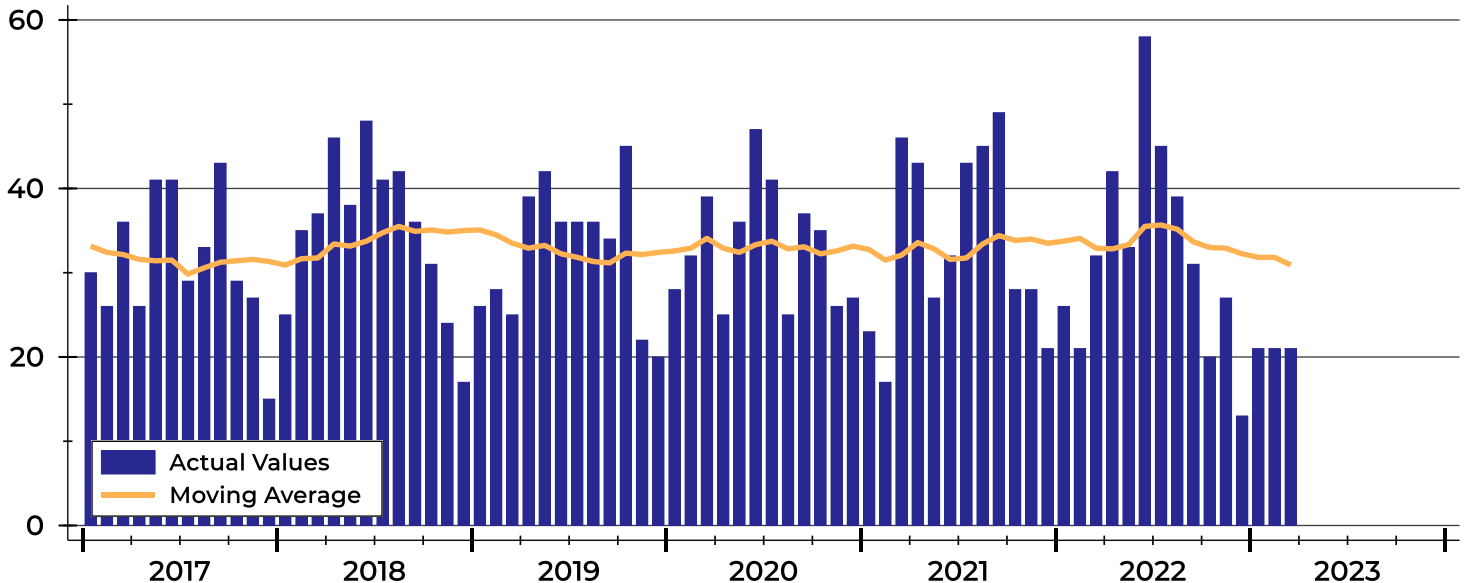
| Summary Statistics for New Listings | | 2023 | March 2022 | Change |
|-------------------------------------|--------------------|----------------|------------|--------|
| Current Month | New Listings | 21 | 32 | -34.4% |
| | Volume (1,000s) | 5,403 | 7,571 | -28.6% |
| | Average List Price | 257,286 | 236,584 | 8.8% |
| | Median List Price | 245,000 | 204,700 | 19.7% |
| Year-to-Date | New Listings | 63 | 79 | -20.3% |
| | Volume (1,000s) | 14,822 | 17,031 | -13.0% |
| | Average List Price | 235,272 | 215,585 | 9.1% |
| | Median List Price | 220,000 | 185,000 | 18.9% |

A total of 21 new listings were added in North Region during March, down 34.4% from the same month in 2022. Year-to-date North Region has seen 63 new listings.

The median list price of these homes was \$245,000 up from \$204,700 in 2022.

History of New Listings

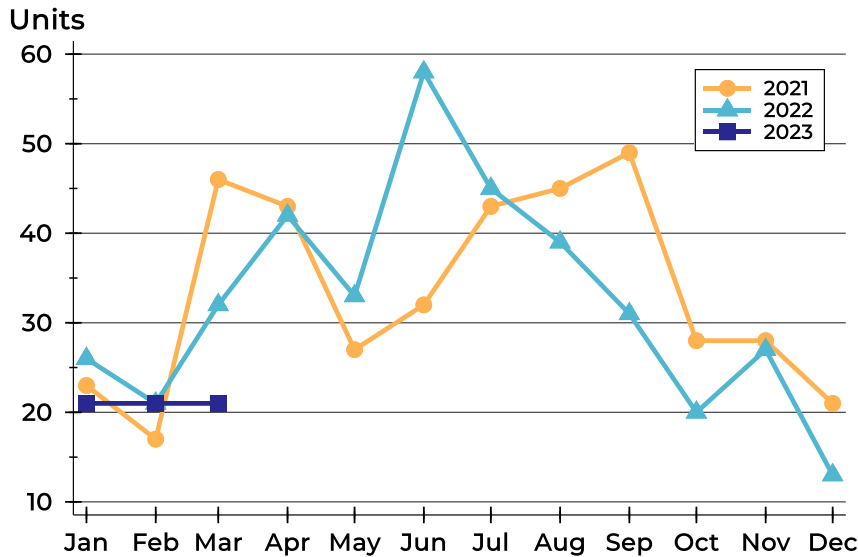
Units





North Region New Listings Analysis

New Listings by Month



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

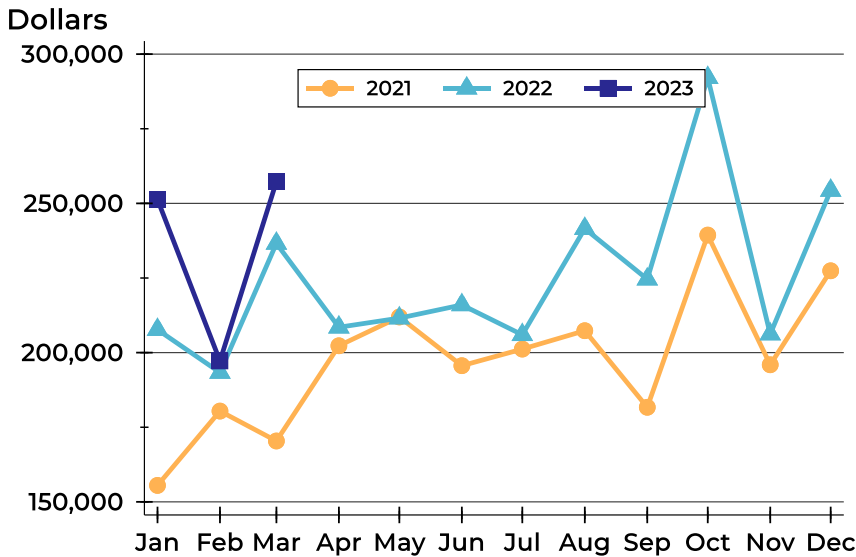
New Listings by Price Range

| 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 | 4.8% | 45,000 | 45,000 | 37 | 37 | 100.0% | 100.0% |
| \$50,000-\$99,999 | 2 | 9.5% | 89,700 | 89,700 | 12 | 12 | 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 | 4 | 19.0% | 135,975 | 134,950 | 3 | 3 | 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 | 1 | 4.8% | 175,000 | 175,000 | 23 | 23 | 100.0% | 100.0% |
| \$200,000-\$249,999 | 4 | 19.0% | 237,350 | 240,000 | 10 | 8 | 100.0% | 100.0% |
| \$250,000-\$299,999 | 3 | 14.3% | 266,467 | 255,000 | 17 | 7 | 98.1% | 100.0% |
| \$300,000-\$399,999 | 3 | 14.3% | 368,333 | 375,000 | 8 | 6 | 100.0% | 100.0% |
| \$400,000-\$499,999 | 2 | 9.5% | 473,000 | 473,000 | 5 | 5 | 100.0% | 100.0% |
| \$500,000-\$749,999 | 1 | 4.8% | 659,900 | 659,900 | 37 | 37 | 96.3% | 96.3% |
| \$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 |



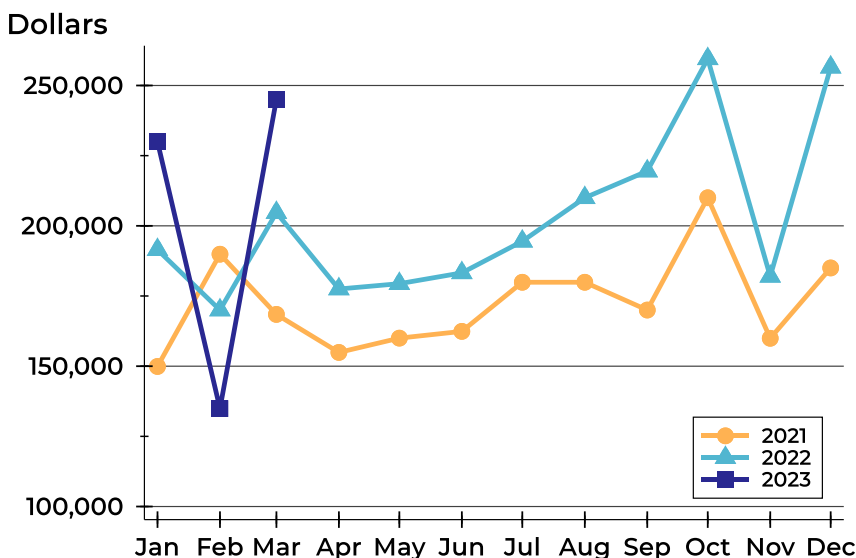
North Region New Listings Analysis

Average Price



| Month | 2021 | 2022 | 2023 |
|-----------|---------|---------|----------------|
| January | 155,521 | 207,704 | 251,321 |
| February | 180,419 | 193,343 | 197,210 |
| March | 170,404 | 236,584 | 257,286 |
| April | 202,303 | 208,501 | |
| May | 211,946 | 211,561 | |
| June | 195,626 | 215,984 | |
| July | 201,188 | 205,980 | |
| August | 207,351 | 241,554 | |
| September | 181,699 | 224,600 | |
| October | 239,389 | 292,105 | |
| November | 195,930 | 206,214 | |
| 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 | 245,000 |
| April | 154,900 | 177,500 | |
| May | 160,000 | 179,400 | |
| June | 162,400 | 183,250 | |
| 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 | |



**March
2023**

Sunflower MLS Statistics

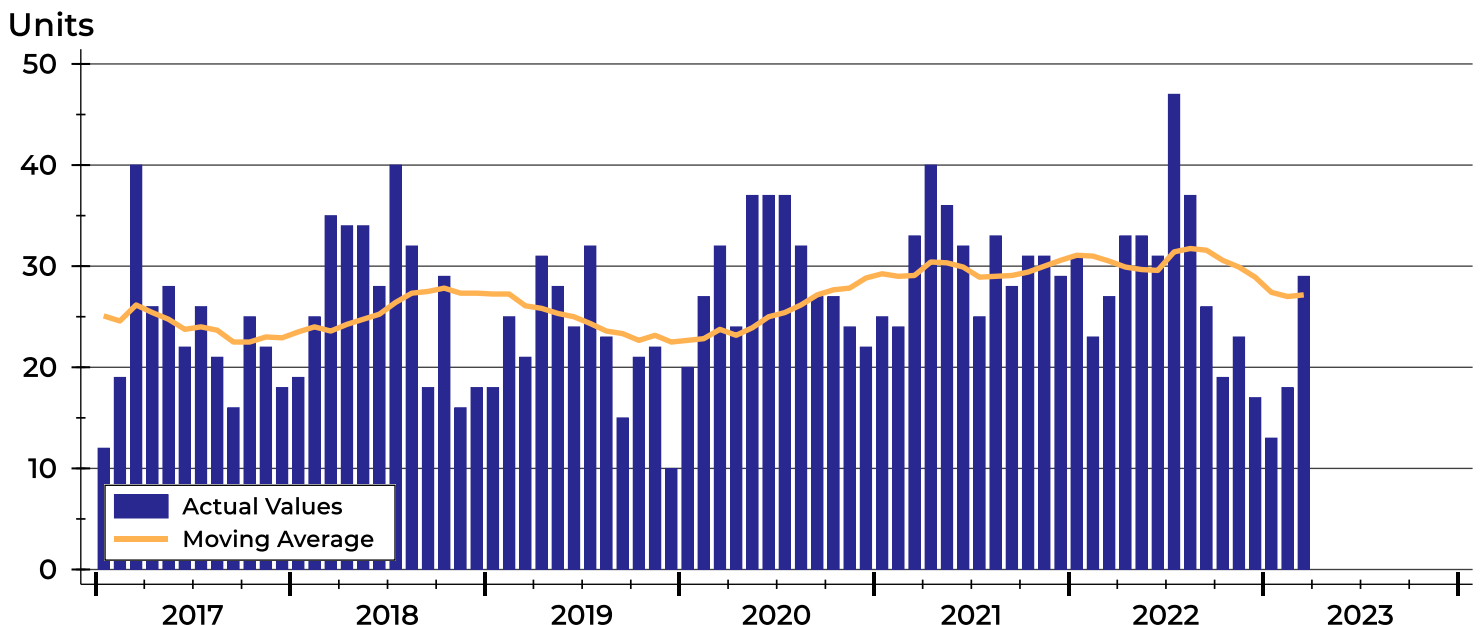


North Region Contracts Written Analysis

| Summary Statistics for Contracts Written | | 2023 | March 2022 | Change | 2023 | Year-to-Date 2022 | Change |
|--|---------------------|----------------|------------|--------|----------------|-------------------|--------|
| Contracts Written | | 29 | 27 | 7.4% | 60 | 81 | -25.9% |
| Volume (1,000s) | | 7,144 | 4,871 | 46.7% | 13,493 | 16,913 | -20.2% |
| Average | Sale Price | 246,360 | 180,415 | 36.6% | 224,878 | 208,801 | 7.7% |
| | Days on Market | 34 | 23 | 47.8% | 35 | 22 | 59.1% |
| | Percent of Original | 95.4% | 97.9% | -2.6% | 95.0% | 99.2% | -4.2% |
| Median | Sale Price | 230,000 | 165,000 | 39.4% | 205,000 | 175,500 | 16.8% |
| | Days on Market | 9 | 7 | 28.6% | 10 | 7 | 42.9% |
| | Percent of Original | 100.0% | 100.0% | 0.0% | 100.0% | 100.0% | 0.0% |

A total of 29 contracts for sale were written in North Region during the month of March, up from 27 in 2022. The median list price of these homes was \$230,000, up from \$165,000 the prior year. Half of the homes that went under contract in March were on the market less than 9 days, compared to 7 days in March 2022.

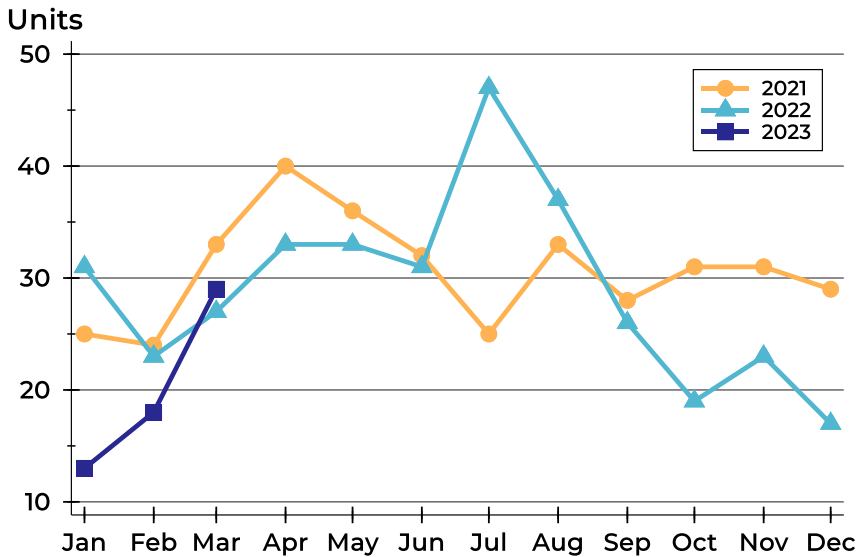
History of Contracts Written





North Region Contracts Written Analysis

Contracts Written by Month



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

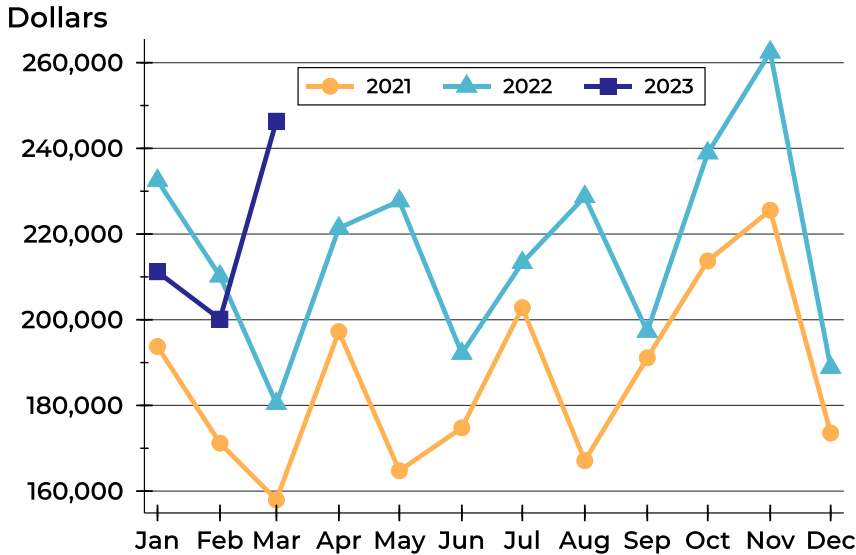
Contracts Written by Price Range

| Price Range | Contracts Written | | List Price | | Days on Market | | Price as % of Orig. | |
|---------------------|-------------------|---------|------------|---------|----------------|------|---------------------|--------|
| | Number | Percent | Average | Median | Avg. | Med. | Avg. | Med. |
| Below \$25,000 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A |
| \$25,000-\$49,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A |
| \$50,000-\$99,999 | 6 | 20.7% | 83,156 | 87,250 | 91 | 68 | 92.5% | 98.7% |
| \$100,000-\$124,999 | 2 | 6.9% | 119,900 | 119,900 | 19 | 19 | 82.6% | 82.6% |
| \$125,000-\$149,999 | 5 | 17.2% | 136,780 | 139,900 | 11 | 4 | 97.2% | 100.0% |
| \$150,000-\$174,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A |
| \$175,000-\$199,999 | 1 | 3.4% | 195,000 | 195,000 | 2 | 2 | 100.0% | 100.0% |
| \$200,000-\$249,999 | 4 | 13.8% | 239,750 | 240,000 | 22 | 19 | 100.0% | 100.0% |
| \$250,000-\$299,999 | 3 | 10.3% | 267,967 | 259,000 | 6 | 6 | 102.1% | 100.0% |
| \$300,000-\$399,999 | 3 | 10.3% | 386,333 | 385,000 | 12 | 6 | 92.0% | 100.0% |
| \$400,000-\$499,999 | 4 | 13.8% | 476,500 | 480,000 | 20 | 13 | 98.7% | 100.0% |
| \$500,000-\$749,999 | 1 | 3.4% | 698,900 | 698,900 | 127 | 127 | 82.3% | 82.3% |
| \$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 |



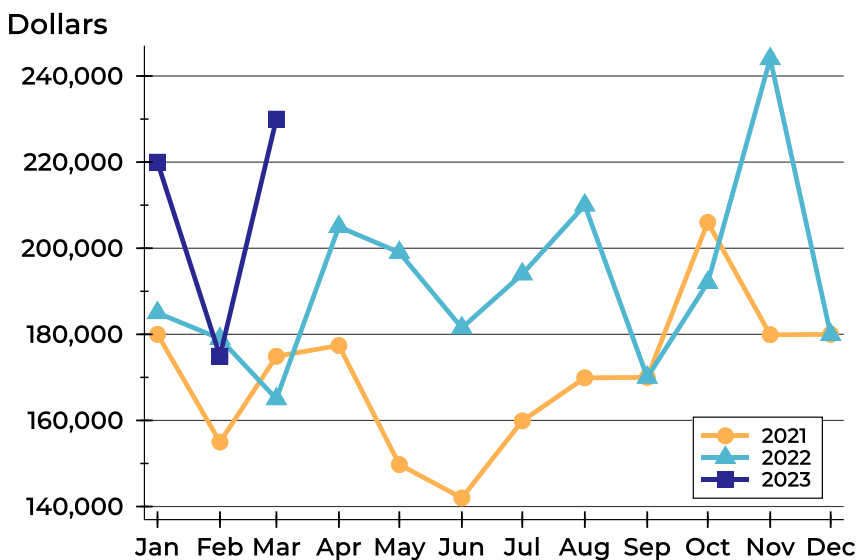
North Region Contracts Written Analysis

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 | 246,360 |
| April | 197,234 | 221,386 | |
| May | 164,746 | 227,724 | |
| June | 174,770 | 192,127 | |
| July | 202,832 | 213,306 | |
| August | 167,100 | 228,714 | |
| September | 191,111 | 197,277 | |
| October | 213,726 | 238,916 | |
| November | 225,556 | 262,463 | |
| December | 173,560 | 188,847 | |

Median Price

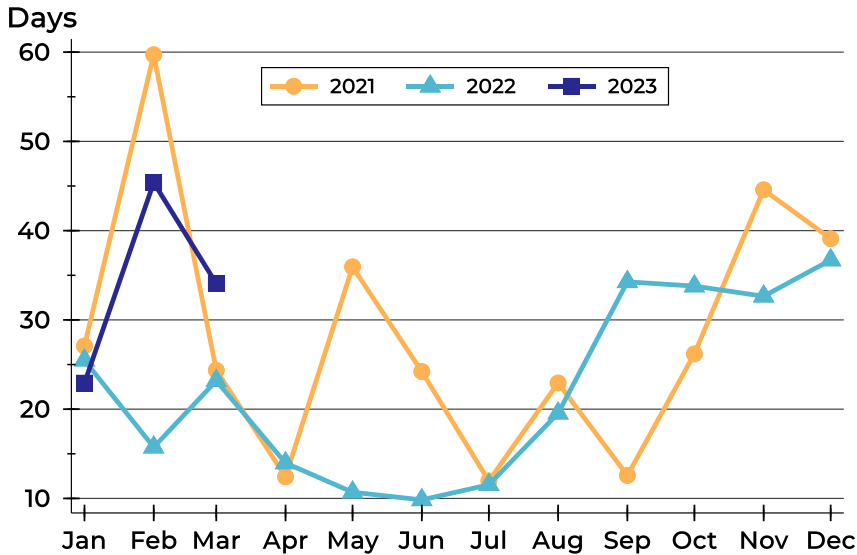


| Month | 2021 | 2022 | 2023 |
|-----------|---------|---------|----------------|
| January | 180,000 | 185,000 | 220,000 |
| February | 154,975 | 179,000 | 174,950 |
| March | 174,900 | 165,000 | 230,000 |
| April | 177,400 | 205,000 | |
| May | 149,750 | 199,000 | |
| June | 142,000 | 181,500 | |
| July | 159,900 | 194,000 | |
| August | 169,900 | 210,000 | |
| September | 170,000 | 170,000 | |
| October | 206,000 | 192,000 | |
| November | 179,900 | 244,000 | |
| December | 180,000 | 179,900 | |



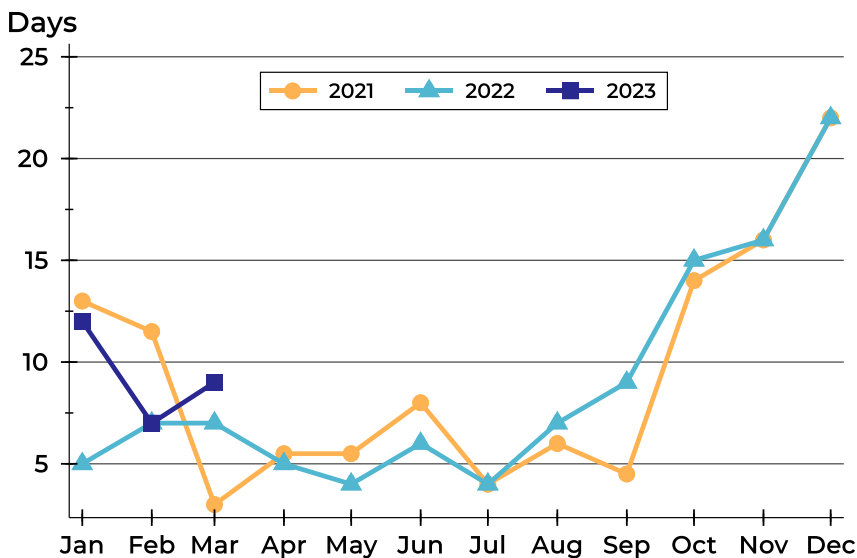
North Region Contracts Written Analysis

Average DOM



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

Median DOM



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



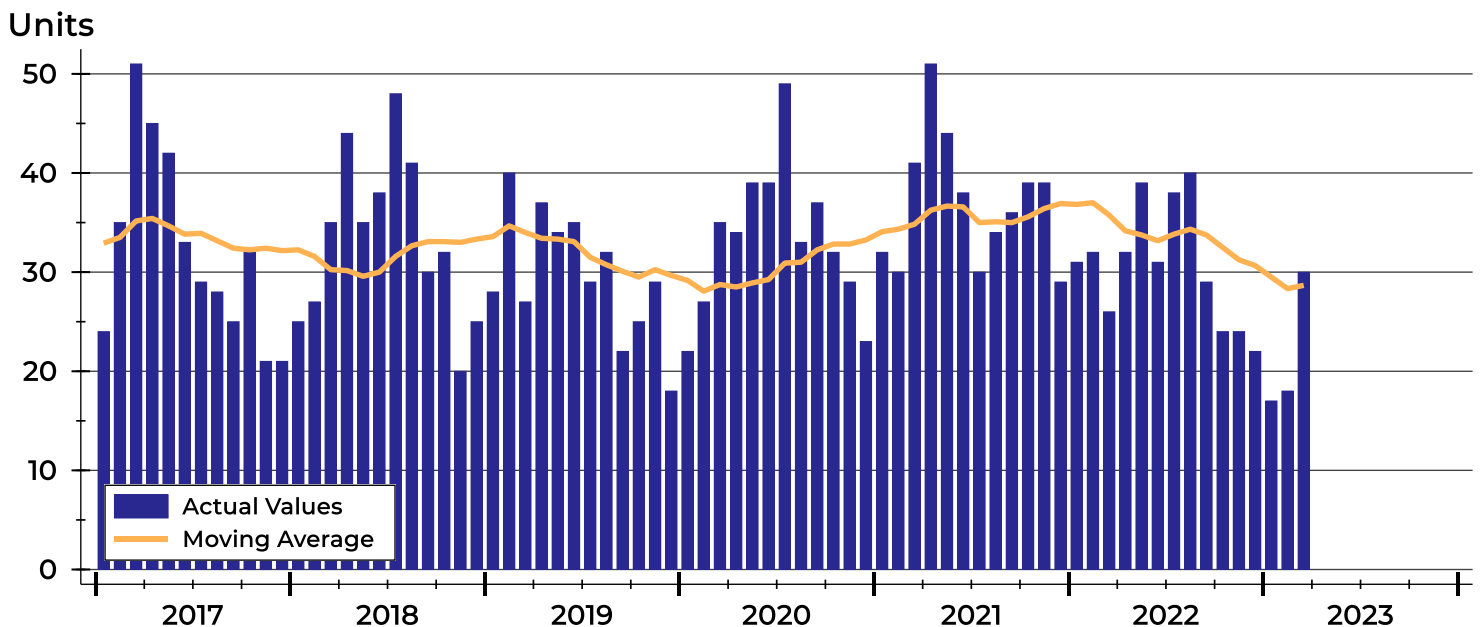
North Region Pending Contracts Analysis

| Summary Statistics for Pending Contracts | | 2023 | End of March 2022 | Change |
|--|---------------------|---------|-------------------|--------|
| Pending Contracts | | 30 | 26 | 15.4% |
| Volume (1,000s) | | 7,256 | 5,345 | 35.8% |
| Average | List Price | 241,861 | 205,571 | 17.7% |
| | Days on Market | 28 | 20 | 40.0% |
| | Percent of Original | 96.8% | 99.1% | -2.3% |
| Median | List Price | 232,500 | 177,400 | 31.1% |
| | Days on Market | 12 | 8 | 50.0% |
| | Percent of Original | 100.0% | 100.0% | 0.0% |

A total of 30 listings in North Region had contracts pending at the end of March, up from 26 contracts pending at the end of March 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.

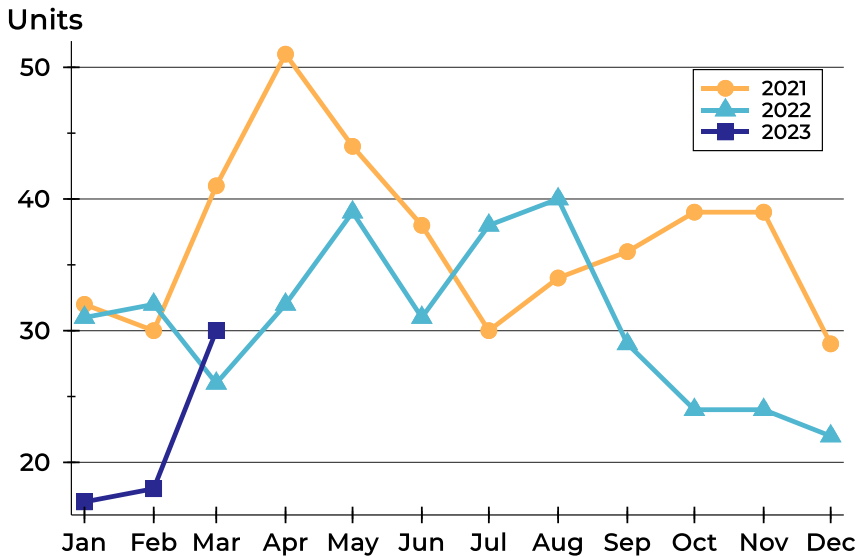
History of Pending Contracts





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 | |
| May | 44 | 39 | |
| June | 38 | 31 | |
| July | 30 | 38 | |
| August | 34 | 40 | |
| September | 36 | 29 | |
| October | 39 | 24 | |
| November | 39 | 24 | |
| December | 29 | 22 | |

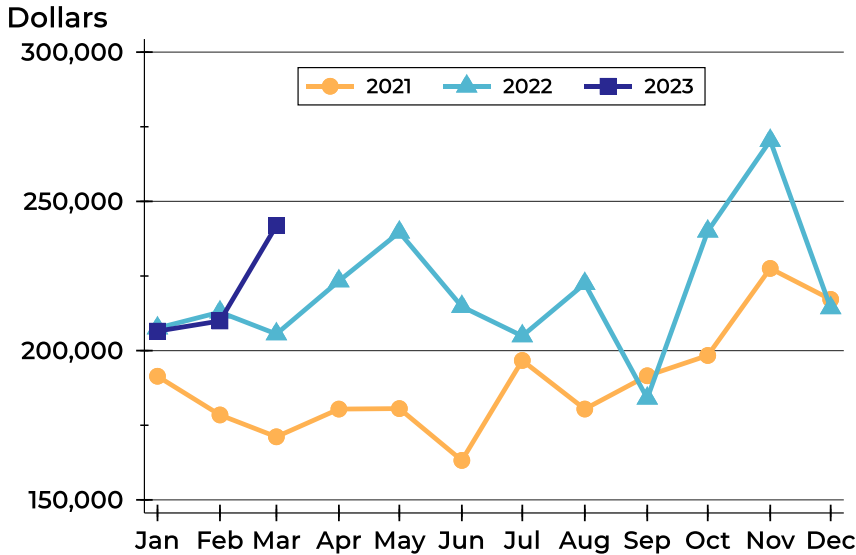
Pending Contracts by Price Range

| Price Range | Pending Contracts | | List Price | | Days on Market | | Price as % of Orig. | |
|---------------------|-------------------|---------|------------|---------|----------------|------|---------------------|--------|
| | Number | Percent | Average | Median | Avg. | Med. | Avg. | Med. |
| Below \$25,000 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A |
| \$25,000-\$49,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A |
| \$50,000-\$99,999 | 6 | 20.0% | 81,573 | 82,500 | 65 | 63 | 93.8% | 98.7% |
| \$100,000-\$124,999 | 1 | 3.3% | 124,900 | 124,900 | 33 | 33 | 100.0% | 100.0% |
| \$125,000-\$149,999 | 6 | 20.0% | 137,300 | 139,900 | 11 | 4 | 97.9% | 100.0% |
| \$150,000-\$174,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A |
| \$175,000-\$199,999 | 1 | 3.3% | 195,000 | 195,000 | 2 | 2 | 100.0% | 100.0% |
| \$200,000-\$249,999 | 5 | 16.7% | 240,800 | 245,000 | 18 | 10 | 100.0% | 100.0% |
| \$250,000-\$299,999 | 4 | 13.3% | 275,950 | 274,450 | 8 | 7 | 100.0% | 100.0% |
| \$300,000-\$399,999 | 3 | 10.0% | 386,333 | 385,000 | 12 | 6 | 92.0% | 100.0% |
| \$400,000-\$499,999 | 3 | 10.0% | 485,667 | 495,000 | 26 | 17 | 98.3% | 100.0% |
| \$500,000-\$749,999 | 1 | 3.3% | 698,900 | 698,900 | 127 | 127 | 82.3% | 82.3% |
| \$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 |



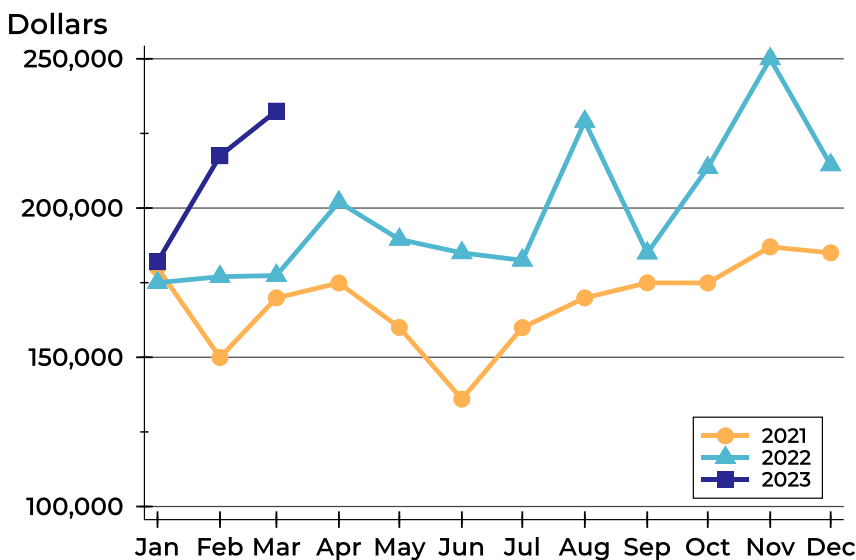
North Region Pending Contracts Analysis

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 | |
| May | 180,589 | 239,659 | |
| June | 163,214 | 214,753 | |
| July | 196,710 | 204,908 | |
| August | 180,431 | 222,430 | |
| September | 191,582 | 184,028 | |
| October | 198,377 | 239,988 | |
| November | 227,543 | 270,383 | |
| December | 217,167 | 214,309 | |

Median Price

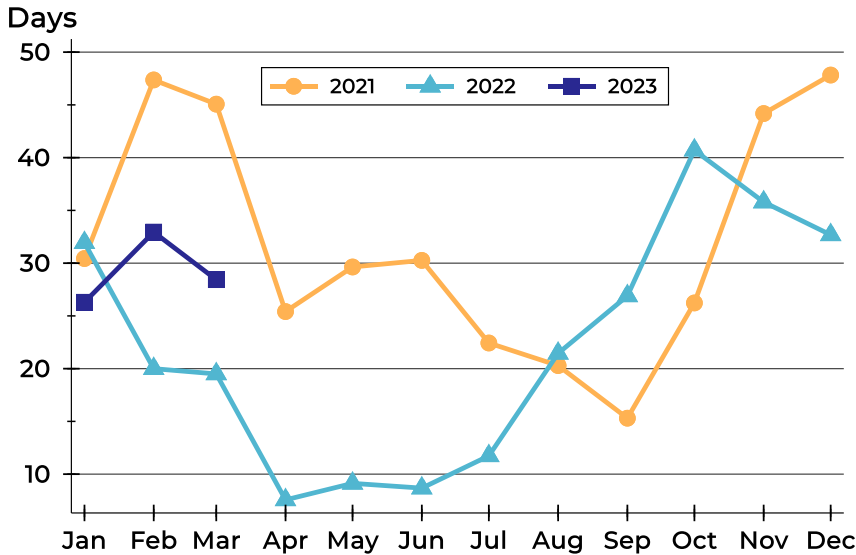


| Month | 2021 | 2022 | 2023 |
|-----------|---------|---------|----------------|
| January | 180,000 | 175,000 | 182,000 |
| February | 149,925 | 177,000 | 217,500 |
| March | 169,900 | 177,400 | 232,500 |
| April | 174,900 | 202,000 | |
| May | 160,000 | 189,500 | |
| June | 136,000 | 185,000 | |
|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



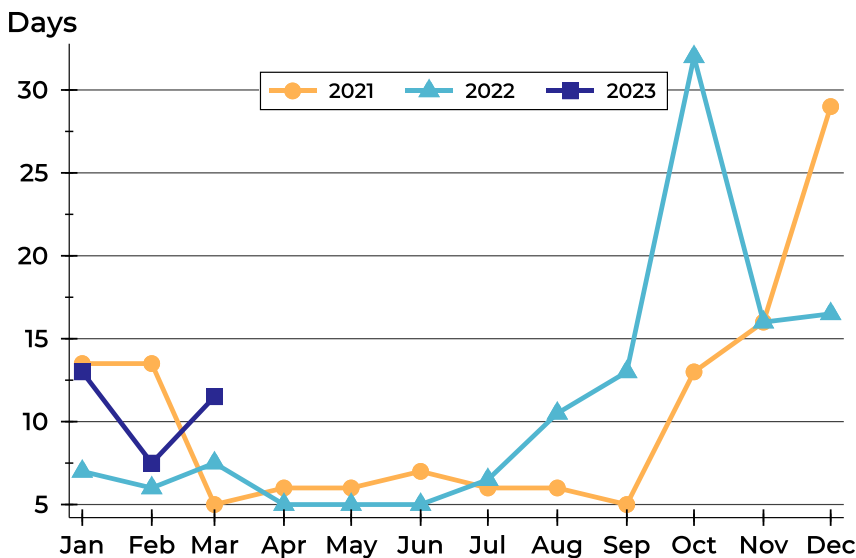
North Region Pending Contracts Analysis

Average DOM



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

Median DOM



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



**March
2023**

Sunflower MLS Statistics



South Region Housing Report



Market Overview

South Region Home Sales Fell in March

Total home sales in South Region fell last month to 29 units, compared to 31 units in March 2022. Total sales volume was \$4.9 million, down from a year earlier.

The median sale price in March was \$155,000, down from \$157,500 a year earlier. Homes that sold in March were typically on the market for 5 days and sold for 100.0% of their list prices.

South Region Active Listings Up at End of March

The total number of active listings in South Region at the end of March was 28 units, up from 24 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 March was \$257,500.

During March, a total of 27 contracts were written down from 42 in March 2022. At the end of the month, there were 40 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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**March
2023**

Sunflower MLS Statistics



South Region Summary Statistics

| March MLS Statistics Three-year History | | Current Month | | | Year-to-Date | | |
|--|--|--------------------------|-------------------------|--------------------------|-------------------------|-------------------------|-------------------------|
| | | 2023 | 2022 | 2021 | 2023 | 2022 | 2021 |
| Home Sales Change from prior year | 29 -6.5% | 31 -3.1% | 32 -15.8% | 57 -26.0% | 77 -6.1% | 82 17.1% | |
| Active Listings Change from prior year | 28 16.7% | 24 -25.0% | 32 -58.4% | N/A | N/A | N/A | |
| Months' Supply Change from prior year | 0.8 33.3% | 0.6 -33.3% | 0.9 -62.5% | N/A | N/A | N/A | |
| New Listings Change from prior year | 36 -28.0% | 50 16.3% | 43 -10.4% | 87 -11.2% | 98 -5.8% | 104 -21.2% | |
| Contracts Written Change from prior year | 27 -35.7% | 42 23.5% | 34 -5.6% | 77 -13.5% | 89 -10.1% | 99 0.0% | |
| Pending Contracts Change from prior year | 40 -25.9% | 54 14.9% | 47 -4.1% | N/A | N/A | N/A | |
| Sales Volume (1,000s) Change from prior year | 4,927 -15.7% | 5,845 30.2% | 4,488 -13.9% | 9,613 -24.5% | 12,740 2.8% | 12,397 30.6% | |
| Average | Sale Price Change from prior year | 169,907 -9.9% | 188,532 34.4% | 140,241 2.2% | 168,646 1.9% | 165,461 9.4% | 151,180 11.5% |
| | List Price of Actives Change from prior year | 309,907 71.6% | 180,565 12.9% | 159,881 -9.0% | N/A | N/A | N/A |
| | Days on Market Change from prior year | 17 -43.3% | 30 -11.8% | 34 -46.0% | 31 29.2% | 24 -31.4% | 35 -42.6% |
| | Percent of List Change from prior year | 98.0% -0.6% | 98.6% 3.7% | 95.1% -0.4% | 97.0% -0.6% | 97.6% 1.7% | 96.0% 0.8% |
| | Percent of Original Change from prior year | 97.5% 0.8% | 96.7% 4.4% | 92.6% 0.7% | 95.4% -0.7% | 96.1% 1.9% | 94.3% 2.5% |
| Median | Sale Price Change from prior year | 155,000 -1.6% | 157,500 14.5% | 137,500 2.2% | 155,000 17.9% | 131,500 -9.6% | 145,500 9.6% |
| | List Price of Actives Change from prior year | 257,500 106.5% | 124,700 1.8% | 122,448 -23.5% | N/A | N/A | N/A |
| | Days on Market Change from prior year | 5 0.0% | 5 -61.5% | 13 -18.8% | 8 14.3% | 7 -22.2% | 9 -60.9% |
| | Percent of List Change from prior year | 100.0% 0.0% | 100.0% 1.9% | 98.1% 1.8% | 98.0% -0.7% | 98.7% 0.6% | 98.1% 1.7% |
| | Percent of Original Change from prior year | 100.0% 0.0% | 100.0% 4.1% | 96.1% 0.9% | 96.9% -1.1% | 98.0% 0.5% | 97.5% 2.4% |

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



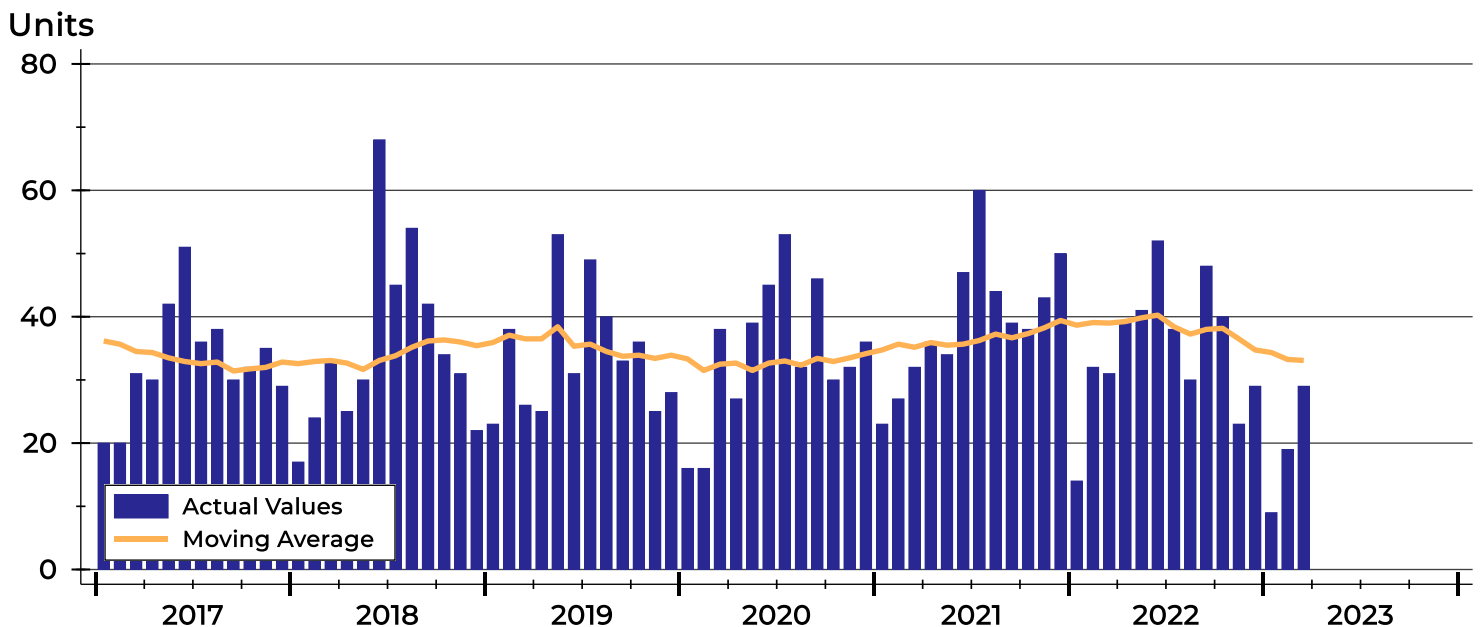
South Region Closed Listings Analysis

| Summary Statistics for Closed Listings | | 2023 | March 2022 | Change | 2023 | Year-to-Date 2022 | Change |
|--|---------------------|---------|------------|--------|---------|-------------------|--------|
| Closed Listings | | 29 | 31 | -6.5% | 57 | 77 | -26.0% |
| Volume (1,000s) | | 4,927 | 5,845 | -15.7% | 9,613 | 12,740 | -24.5% |
| Months' Supply | | 0.8 | 0.6 | 33.3% | N/A | N/A | N/A |
| Average | Sale Price | 169,907 | 188,532 | -9.9% | 168,646 | 165,461 | 1.9% |
| | Days on Market | 17 | 30 | -43.3% | 31 | 24 | 29.2% |
| | Percent of List | 98.0% | 98.6% | -0.6% | 97.0% | 97.6% | -0.6% |
| | Percent of Original | 97.5% | 96.7% | 0.8% | 95.4% | 96.1% | -0.7% |
| Median | Sale Price | 155,000 | 157,500 | -1.6% | 155,000 | 131,500 | 17.9% |
| | Days on Market | 5 | 5 | 0.0% | 8 | 7 | 14.3% |
| | Percent of List | 100.0% | 100.0% | 0.0% | 98.0% | 98.7% | -0.7% |
| | Percent of Original | 100.0% | 100.0% | 0.0% | 96.9% | 98.0% | -1.1% |

A total of 29 homes sold in South Region in March, down from 31 units in March 2022. Total sales volume fell to \$4.9 million compared to \$5.8 million in the previous year.

The median sales price in March was \$155,000, down 1.6% compared to the prior year. Median days on market was 5 days, down from 27 days in February, but similar to March 2022.

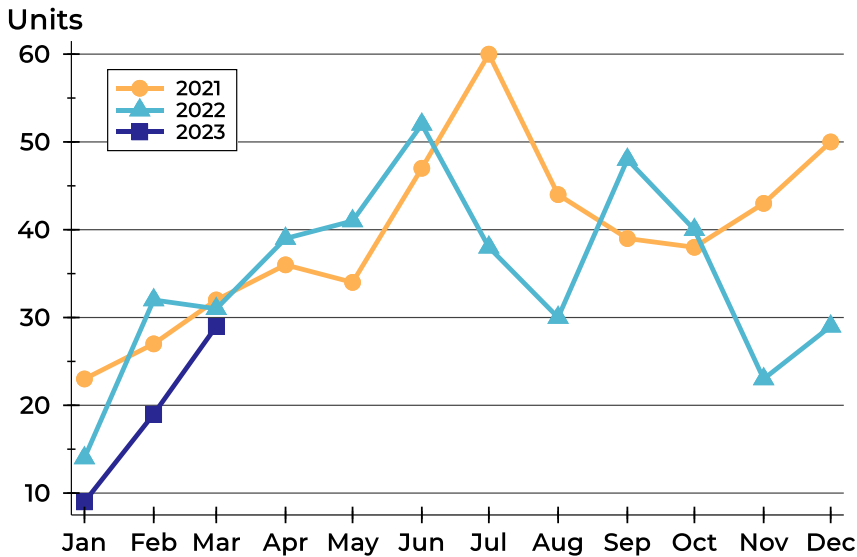
History of Closed Listings





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 | |
| May | 34 | 41 | |
| June | 47 | 52 | |
| July | 60 | 38 | |
| August | 44 | 30 | |
| September | 39 | 48 | |
| October | 38 | 40 | |
| November | 43 | 23 | |
| December | 50 | 29 | |

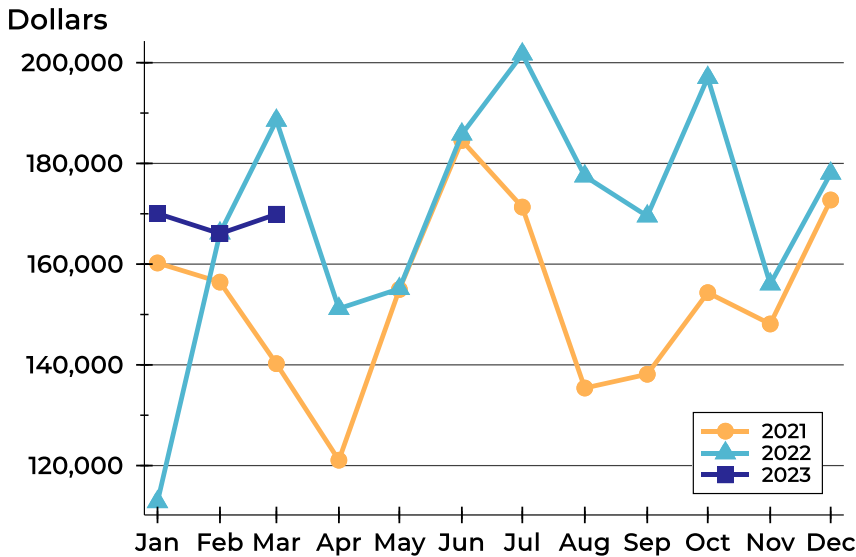
Closed Listings by Price Range

| Price Range | Sales | | Months' Supply | Sale Price | | Days on Market | | Price as % of List | | Price as % of Orig. | |
|---------------------|--------|---------|----------------|------------|---------|----------------|------|--------------------|--------|---------------------|--------|
| | Number | Percent | | Average | Median | Avg. | Med. | Avg. | Med. | Avg. | Med. |
| Below \$25,000 | 1 | 3.4% | 0.0 | 18,000 | 18,000 | 0 | 0 | 90.0% | 90.0% | 90.0% | 90.0% |
| \$25,000-\$49,999 | 1 | 3.4% | 0.7 | 33,000 | 33,000 | 99 | 99 | 82.7% | 82.7% | 82.7% | 82.7% |
| \$50,000-\$99,999 | 4 | 13.8% | 0.3 | 83,225 | 80,950 | 28 | 17 | 98.0% | 100.0% | 98.0% | 100.0% |
| \$100,000-\$124,999 | 3 | 10.3% | 0.4 | 113,333 | 110,000 | 23 | 7 | 100.6% | 100.0% | 98.0% | 92.3% |
| \$125,000-\$149,999 | 5 | 17.2% | 0.5 | 134,980 | 130,000 | 13 | 5 | 100.2% | 100.0% | 100.2% | 100.0% |
| \$150,000-\$174,999 | 4 | 13.8% | 0.9 | 159,375 | 158,750 | 14 | 16 | 97.0% | 96.3% | 96.4% | 94.9% |
| \$175,000-\$199,999 | 2 | 6.9% | 1.4 | 185,750 | 185,750 | 5 | 5 | 98.5% | 98.5% | 98.5% | 98.5% |
| \$200,000-\$249,999 | 4 | 13.8% | 0.2 | 215,750 | 214,000 | 19 | 2 | 99.7% | 100.0% | 99.0% | 99.1% |
| \$250,000-\$299,999 | 1 | 3.4% | 1.0 | 250,000 | 250,000 | 0 | 0 | 90.9% | 90.9% | 90.9% | 90.9% |
| \$300,000-\$399,999 | 3 | 10.3% | 3.7 | 325,833 | 322,500 | 0 | 0 | 99.9% | 100.0% | 99.9% | 100.0% |
| \$400,000-\$499,999 | 1 | 3.4% | 0.0 | 429,000 | 429,000 | 0 | 0 | 100.0% | 100.0% | 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 | N/A | N/A |
| \$750,000-\$999,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A |
| \$1,000,000 and up | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A |



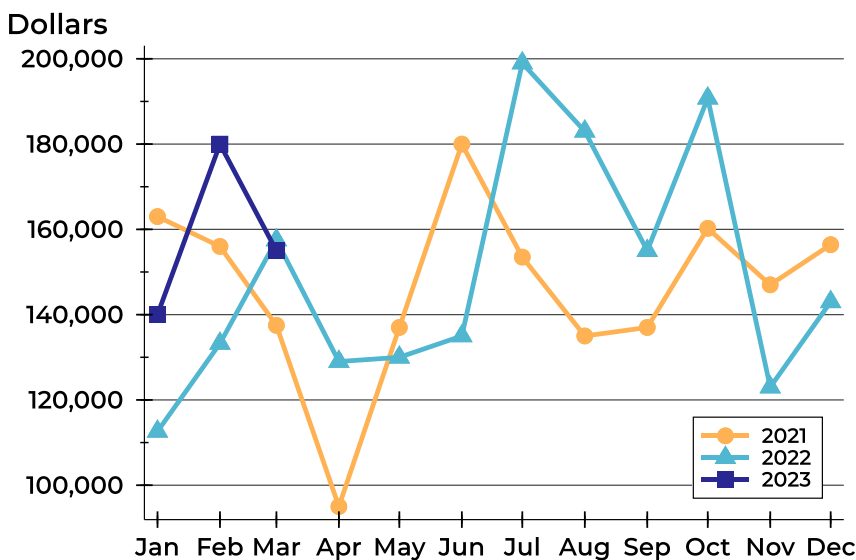
South Region Closed Listings Analysis

Average Price



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

Median Price

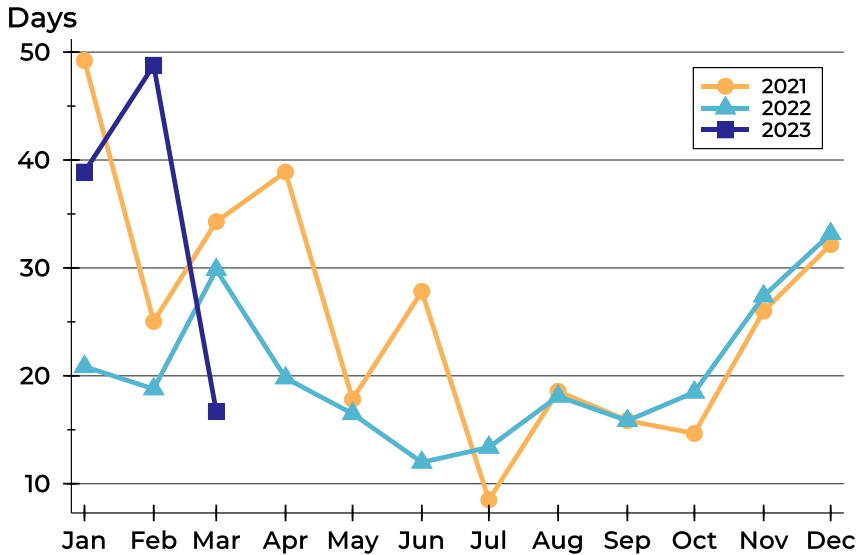


| Month | 2021 | 2022 | 2023 |
|------------------|---------|---------|----------------|
| January | 163,000 | 112,625 | 140,000 |
| February | 156,000 | 133,250 | 180,000 |
| March | 137,500 | 157,500 | 155,000 |
| April | 95,000 | 129,000 | |
| May | 137,000 | 130,000 | |
| June | 180,000 | 135,000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



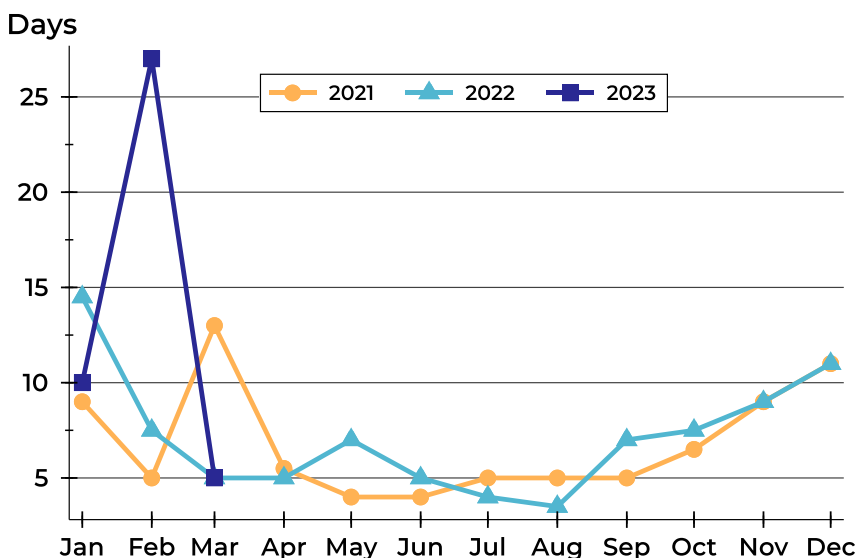
South Region Closed Listings Analysis

Average DOM



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

Median DOM



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



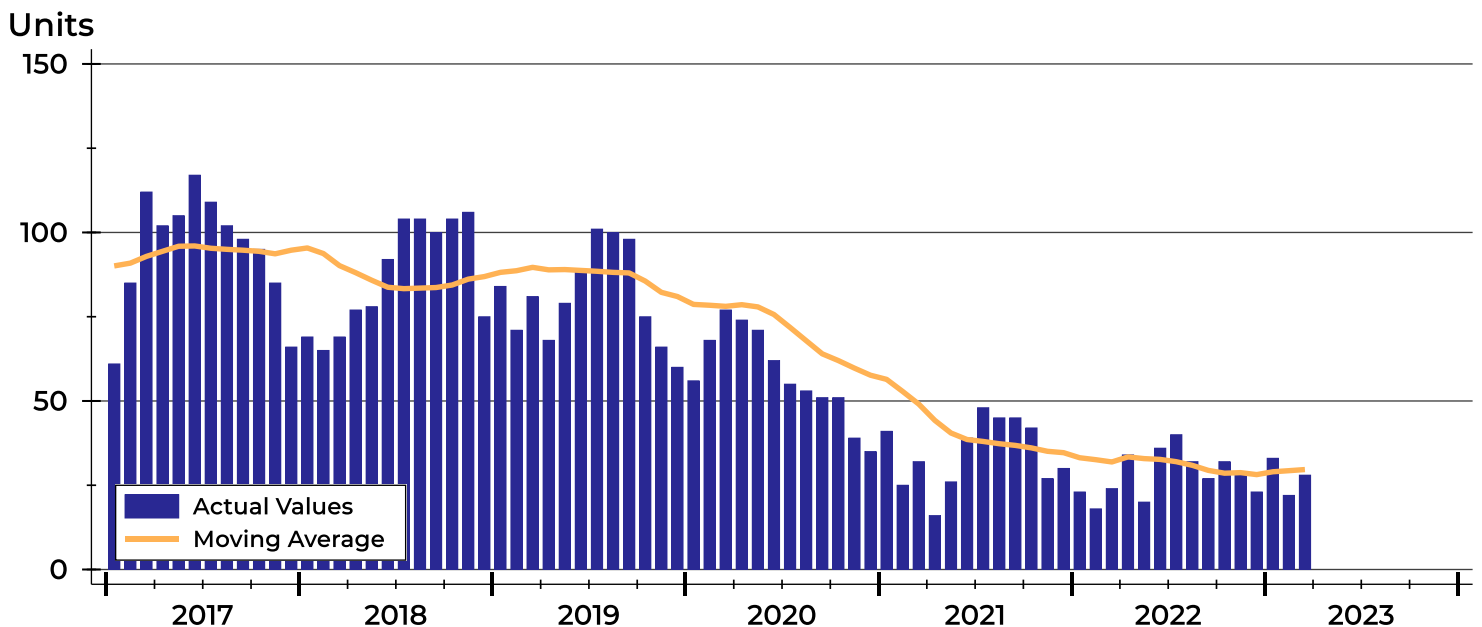
South Region Active Listings Analysis

| Summary Statistics for Active Listings | | 2023 | End of March 2022 | Change |
|--|---------------------|---------|-------------------|--------|
| Active Listings | | 28 | 24 | 16.7% |
| Volume (1,000s) | | 8,677 | 4,334 | 100.2% |
| Months' Supply | | 0.8 | 0.6 | 33.3% |
| Average | List Price | 309,907 | 180,565 | 71.6% |
| | Days on Market | 51 | 25 | 104.0% |
| | Percent of Original | 96.6% | 98.8% | -2.2% |
| Median | List Price | 257,500 | 124,700 | 106.5% |
| | Days on Market | 32 | 15 | 113.3% |
| | Percent of Original | 98.9% | 100.0% | -1.1% |

A total of 28 homes were available for sale in South Region at the end of March. This represents a 0.8 months' supply of active listings.

The median list price of homes on the market at the end of March was \$257,500, up 106.5% from 2022. The typical time on market for active listings was 32 days, up from 15 days a year earlier.

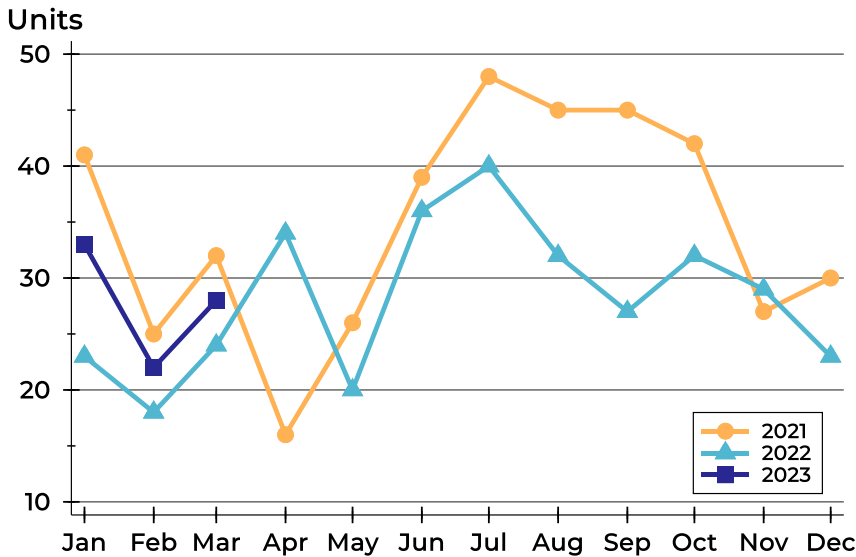
History of Active Listings





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 | |
| May | 26 | 20 | |
| June | 39 | 36 | |
| July | 48 | 40 | |
| August | 45 | 32 | |
| September | 45 | 27 | |
| October | 42 | 32 | |
| November | 27 | 29 | |
| December | 30 | 23 | |

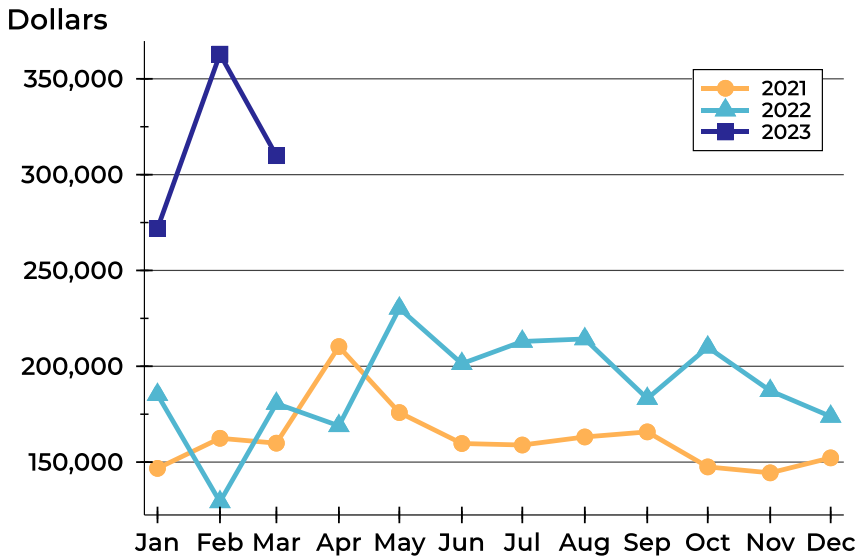
Active Listings by Price Range

| Price Range | Active Listings 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 | 3.6% | 0.7 | 49,500 | 49,500 | 21 | 21 | 100.0% | 100.0% |
| \$50,000-\$99,999 | 2 | 7.1% | 0.3 | 66,700 | 66,700 | 64 | 64 | 95.7% | 95.7% |
| \$100,000-\$124,999 | 2 | 7.1% | 0.4 | 112,450 | 112,450 | 24 | 24 | 96.2% | 96.2% |
| \$125,000-\$149,999 | 2 | 7.1% | 0.5 | 142,400 | 142,400 | 10 | 10 | 100.0% | 100.0% |
| \$150,000-\$174,999 | 2 | 7.1% | 0.9 | 166,700 | 166,700 | 107 | 107 | 99.6% | 99.6% |
| \$175,000-\$199,999 | 4 | 14.3% | 1.4 | 188,975 | 188,750 | 21 | 18 | 99.0% | 99.4% |
| \$200,000-\$249,999 | 1 | 3.6% | 0.2 | 231,500 | 231,500 | 136 | 136 | 92.8% | 92.8% |
| \$250,000-\$299,999 | 2 | 7.1% | 1.0 | 291,250 | 291,250 | 8 | 8 | 100.0% | 100.0% |
| \$300,000-\$399,999 | 8 | 28.6% | 3.7 | 337,575 | 322,450 | 61 | 43 | 95.7% | 96.0% |
| \$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 | 7.1% | N/A | 567,450 | 567,450 | 73 | 73 | 93.5% | 93.5% |
| \$750,000-\$999,999 | 1 | 3.6% | N/A | 849,000 | 849,000 | 70 | 70 | 94.4% | 94.4% |
| \$1,000,000 and up | 1 | 3.6% | N/A | 1,397,000 | 1,397,000 | 66 | 66 | 87.5% | 87.5% |



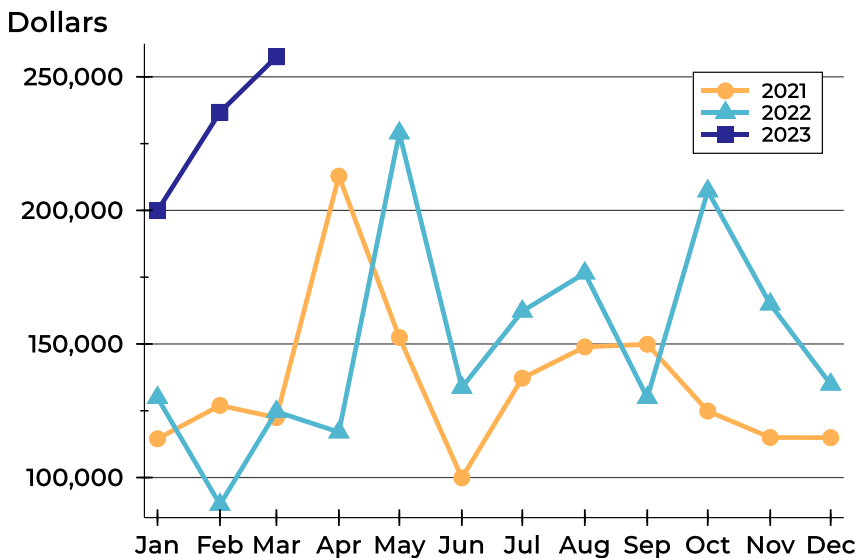
South Region Active Listings Analysis

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 | |
| May | 175,850 | 230,253 | |
| June | 159,719 | 201,368 | |
| July | 158,919 | 212,957 | |
| August | 163,124 | 214,261 | |
| September | 165,777 | 183,156 | |
| October | 147,499 | 209,934 | |
| November | 144,400 | 187,245 | |
| December | 152,213 | 173,822 | |

Median Price

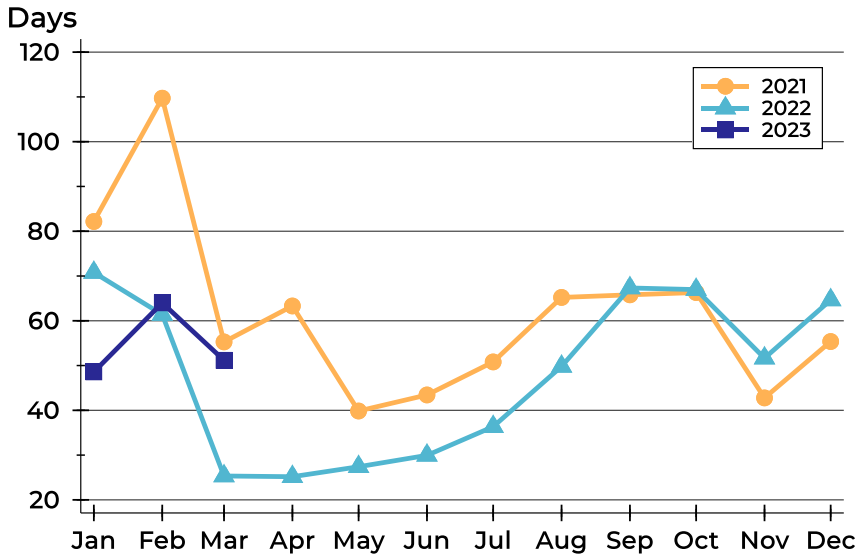


| Month | 2021 | 2022 | 2023 |
|-----------|---------|---------|----------------|
| January | 114,500 | 129,900 | 199,900 |
| February | 127,000 | 89,900 | 236,750 |
| March | 122,448 | 124,700 | 257,500 |
| April | 212,850 | 117,000 | |
| May | 152,450 | 228,950 | |
| June | 99,900 | 133,700 | |
| July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



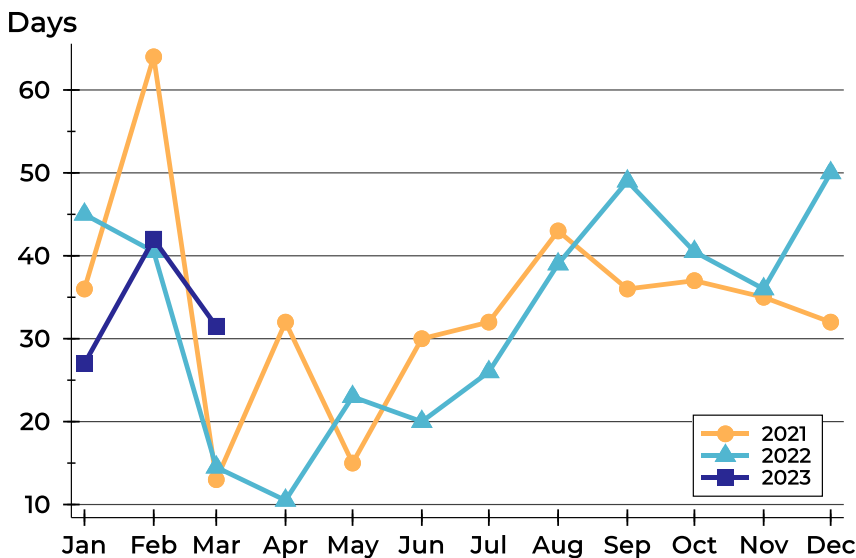
South Region Active Listings Analysis

Average DOM



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

Median DOM

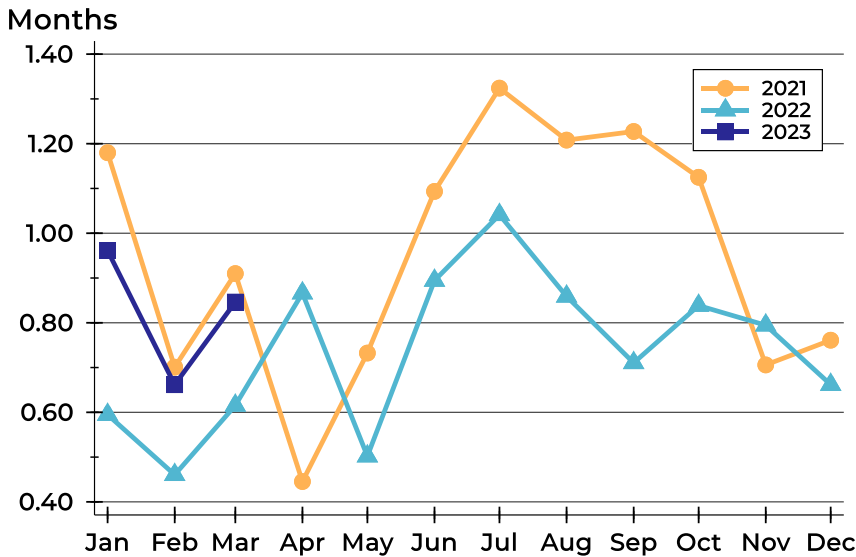


| Month | 2021 | 2022 | 2023 |
|-----------|------|------|-----------|
| January | 36 | 45 | 27 |
| February | 64 | 41 | 42 |
| March | 13 | 15 | 32 |
| April | 32 | 11 | |
| May | 15 | 23 | |
| June | 30 | 20 | |
| July | 32 | 26 | |
| August | 43 | 39 | |
| September | 36 | 49 | |
| October | 37 |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



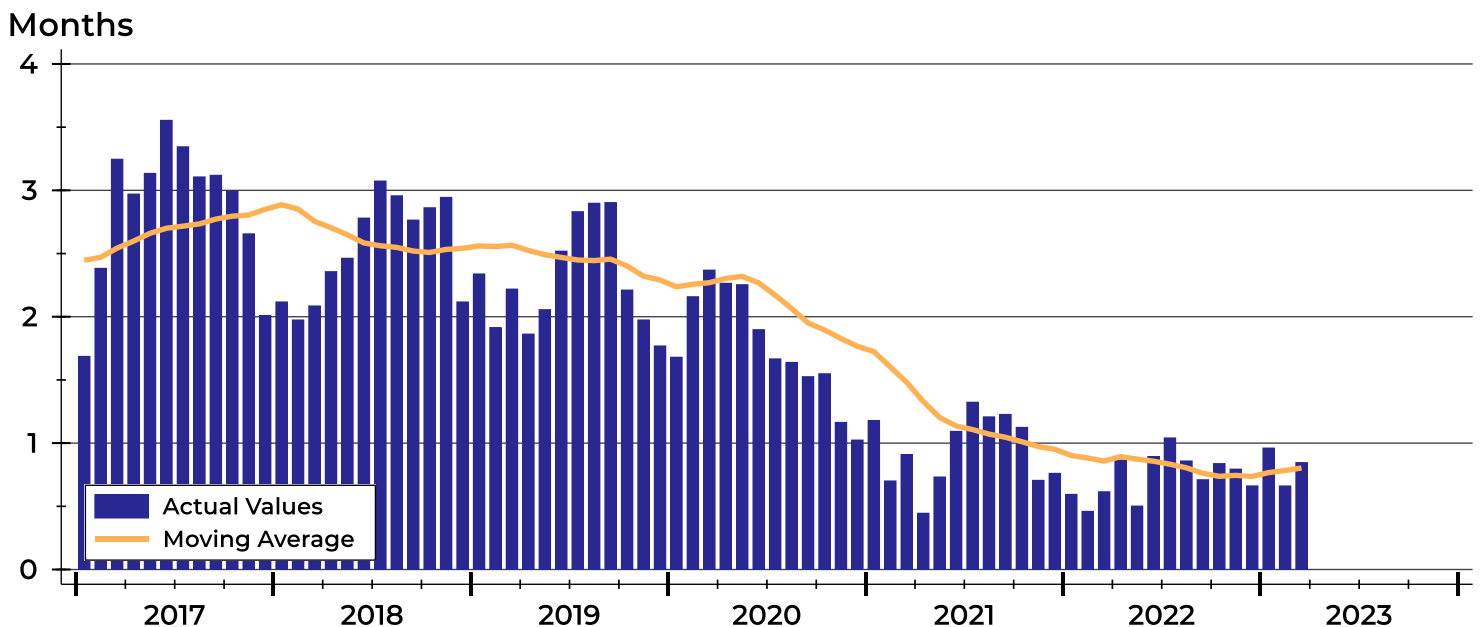
South Region Months' Supply Analysis

Months' Supply by Month



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

History of Month's Supply





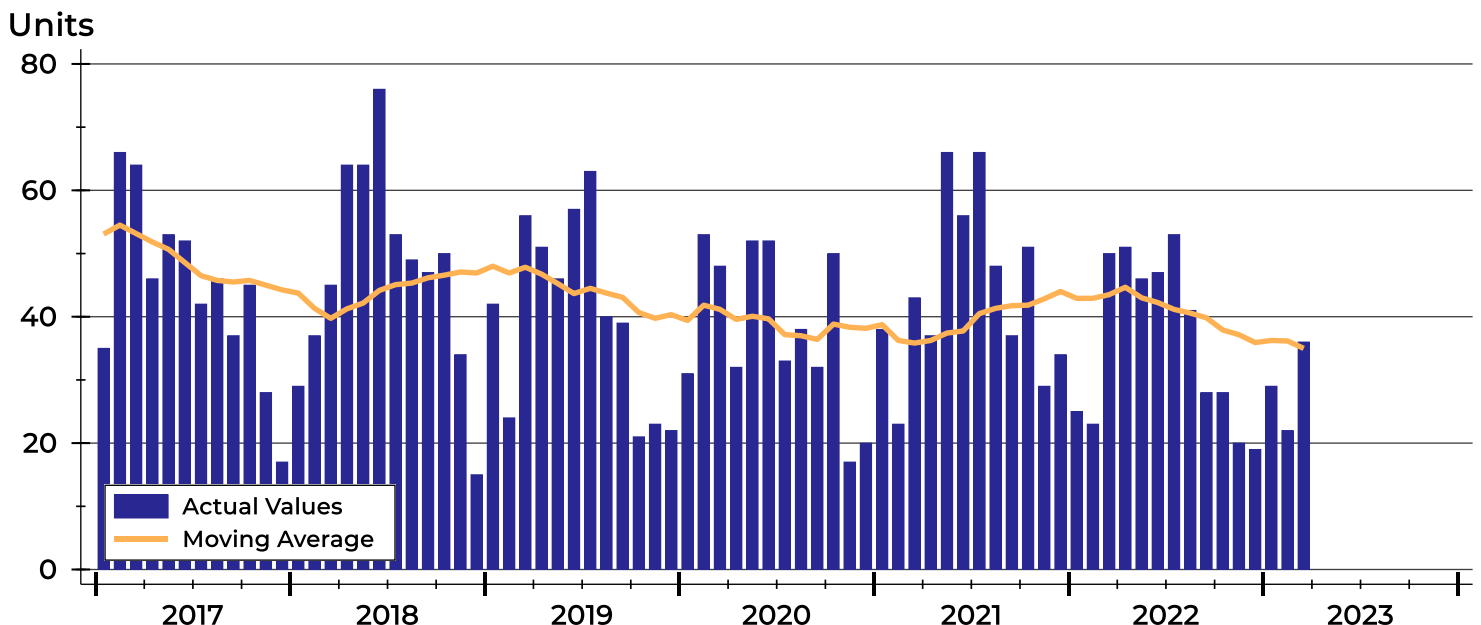
South Region New Listings Analysis

| Summary Statistics for New Listings | | 2023 | March 2022 | Change |
|-------------------------------------|--------------------|----------------|------------|--------|
| Current Month | New Listings | 36 | 50 | -28.0% |
| | Volume (1,000s) | 6,369 | 8,632 | -26.2% |
| | Average List Price | 176,914 | 172,639 | 2.5% |
| | Median List Price | 169,900 | 136,450 | 24.5% |
| Year-to-Date | New Listings | 87 | 98 | -11.2% |
| | Volume (1,000s) | 18,898 | 16,903 | 11.8% |
| | Average List Price | 217,221 | 172,480 | 25.9% |
| | Median List Price | 179,000 | 138,200 | 29.5% |

A total of 36 new listings were added in South Region during March, down 28.0% from the same month in 2022. Year-to-date South Region has seen 87 new listings.

The median list price of these homes was \$169,900 up from \$136,450 in 2022.

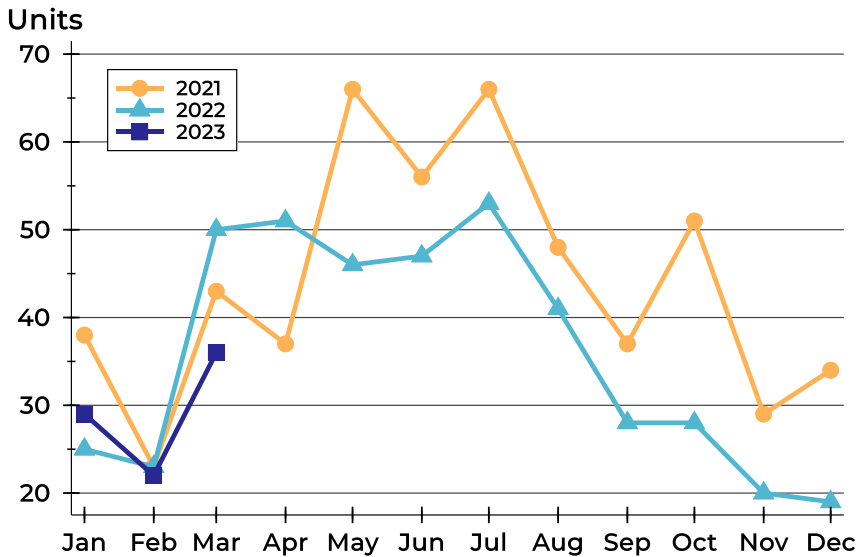
History of New Listings





South Region New Listings Analysis

New Listings by Month



| Month | 2021 | 2022 | 2023 |
|-----------|------|------|------|
| January | 38 | 25 | 29 |
| February | 23 | 23 | 22 |
| March | 43 | 50 | 36 |
| April | 37 | 51 | |
| May | 66 | 46 | |
| June | 56 | 47 | |
| July | 66 | 53 | |
| August | 48 | 41 | |
| September | 37 | 28 | |
| October | 51 | 28 | |
| November | 29 | 20 | |
| December | 34 | 19 | |

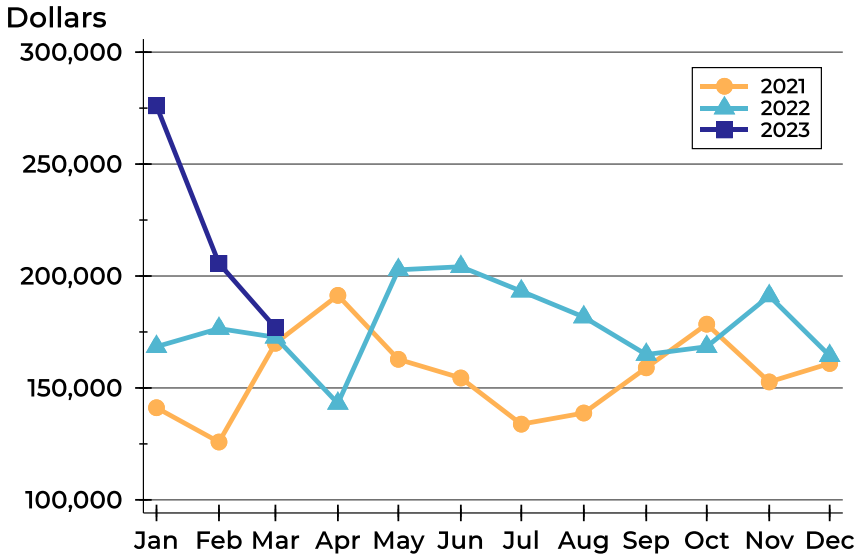
New Listings by Price Range

| Price Range | New Listings | | List Price | | Days on Market | | Price as % of Orig. | |
|---------------------|--------------|---------|------------|---------|----------------|------|---------------------|--------|
| | Number | Percent | Average | Median | Avg. | Med. | Avg. | Med. |
| Below \$25,000 | 1 | 2.8% | 20,000 | 20,000 | 0 | 0 | 90.0% | 90.0% |
| \$25,000-\$49,999 | 1 | 2.8% | 49,500 | 49,500 | 28 | 28 | 100.0% | 100.0% |
| \$50,000-\$99,999 | 5 | 13.9% | 80,960 | 86,000 | 6 | 5 | 100.0% | 100.0% |
| \$100,000-\$124,999 | 2 | 5.6% | 107,000 | 107,000 | 14 | 14 | 100.0% | 100.0% |
| \$125,000-\$149,999 | 7 | 19.4% | 139,014 | 137,000 | 5 | 3 | 99.0% | 100.0% |
| \$150,000-\$174,999 | 3 | 8.3% | 169,433 | 169,900 | 21 | 23 | 97.0% | 99.2% |
| \$175,000-\$199,999 | 5 | 13.9% | 187,860 | 185,000 | 5 | 4 | 100.0% | 100.0% |
| \$200,000-\$249,999 | 5 | 13.9% | 222,520 | 219,900 | 4 | 2 | 100.1% | 100.0% |
| \$250,000-\$299,999 | 2 | 5.6% | 276,250 | 276,250 | 14 | 14 | 95.0% | 95.0% |
| \$300,000-\$399,999 | 5 | 13.9% | 318,960 | 309,000 | 10 | 10 | 98.7% | 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 |



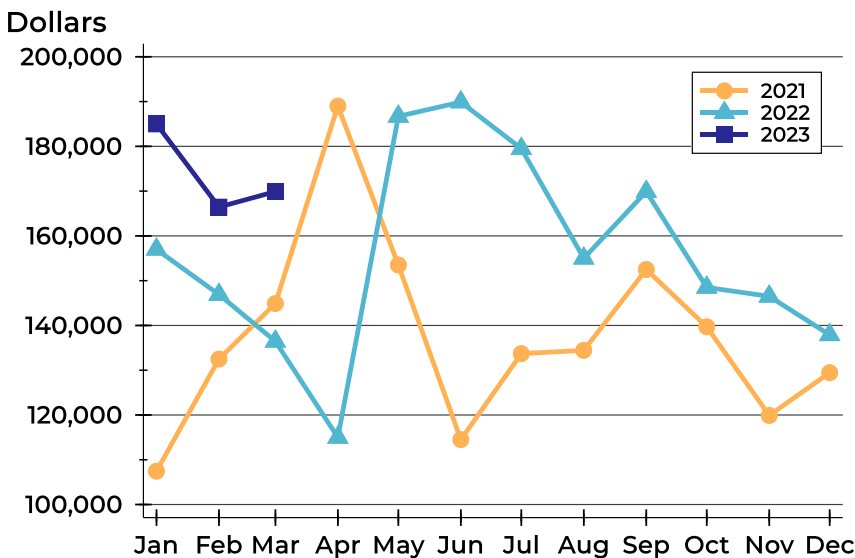
South Region New Listings Analysis

Average Price



| Month | 2021 | 2022 | 2023 |
|------------------|---------|---------|----------------|
| January | 141,162 | 168,444 | 276,043 |
| February | 125,850 | 176,520 | 205,641 |
| March | 169,960 | 172,639 | 176,914 |
| April | 191,354 | 143,091 | |
| May | 162,800 | 202,759 | |
| June | 154,455 | 204,147 | |
| July | 133,824 | 193,221 | |
| August | 138,800 | 181,672 | |
| September | 159,004 | 164,932 | |
| October | 178,488 | 168,418 | |
| November | 152,690 | 191,115 | |
| December | 160,932 | 164,389 | |

Median Price



| Month | 2021 | 2022 | 2023 |
|------------------|---------|---------|----------------|
| January | 107,450 | 157,000 | 185,000 |
| February | 132,500 | 146,900 | 166,450 |
| March | 144,900 | 136,450 | 169,900 |
| April | 189,000 | 115,000 | |
| May | 153,500 | 186,700 | |
| June | 114,500 | 189,900 | |
| July | 133,700 | 179,500 | |
| August | 134,450 | 155,000 | |
| September | 152,500 | 169,900 | |
| October | 139,700 | 148,500 | |
| November | 119,900 | 146,500 | |
| December | 129,450 | 137,900 | |



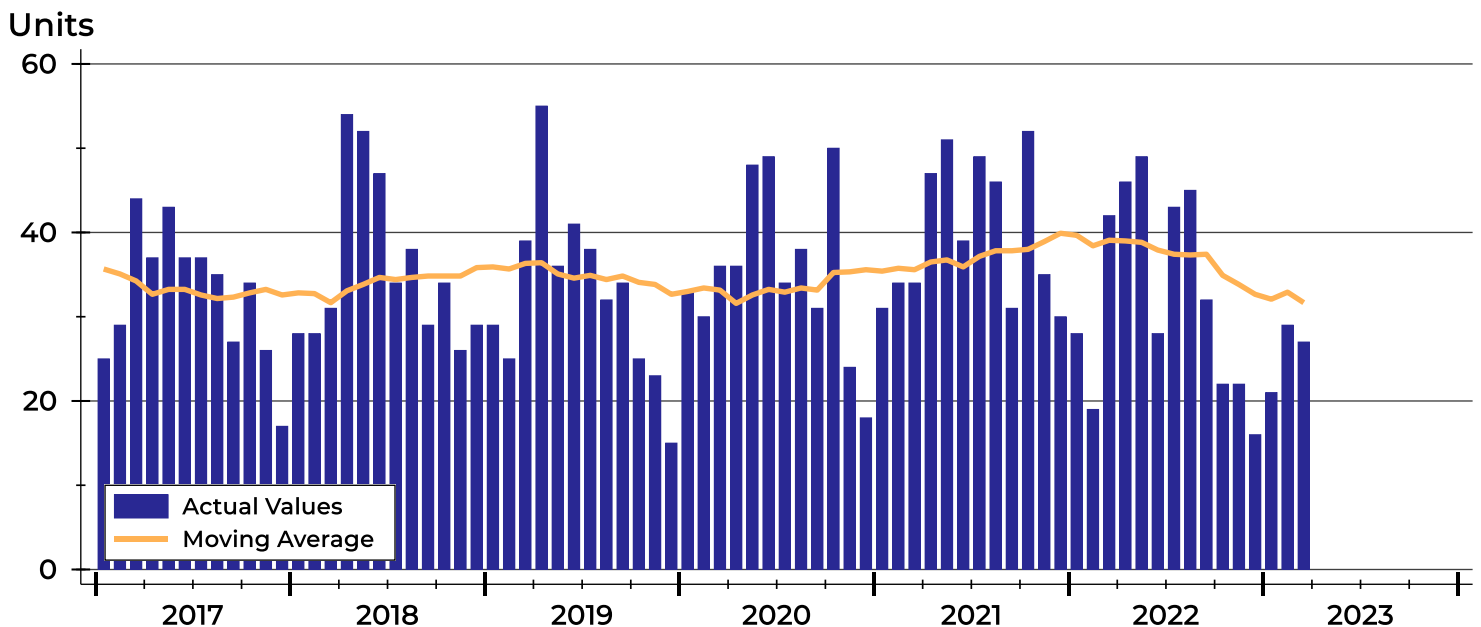
South Region Contracts Written Analysis

| Summary Statistics for Contracts Written | | 2023 | March 2022 | Change | 2023 | Year-to-Date 2022 | Change |
|--|---------------------|---------|------------|--------|---------|-------------------|--------|
| Contracts Written | | 27 | 42 | -35.7% | 77 | 89 | -13.5% |
| Volume (1,000s) | | 4,639 | 7,311 | -36.5% | 13,513 | 14,917 | -9.4% |
| Average | Sale Price | 171,800 | 174,064 | -1.3% | 175,490 | 167,611 | 4.7% |
| | Days on Market | 13 | 24 | -45.8% | 23 | 24 | -4.2% |
| | Percent of Original | 99.0% | 95.0% | 4.2% | 97.7% | 96.1% | 1.7% |
| Median | Sale Price | 176,000 | 136,200 | 29.2% | 169,900 | 134,500 | 26.3% |
| | Days on Market | 4 | 4 | 0.0% | 5 | 5 | 0.0% |
| | Percent of Original | 100.0% | 97.9% | 2.1% | 100.0% | 98.6% | 1.4% |

A total of 27 contracts for sale were written in South Region during the month of March, down from 42 in 2022. The median list price of these homes was \$176,000, up from \$136,200 the prior year.

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

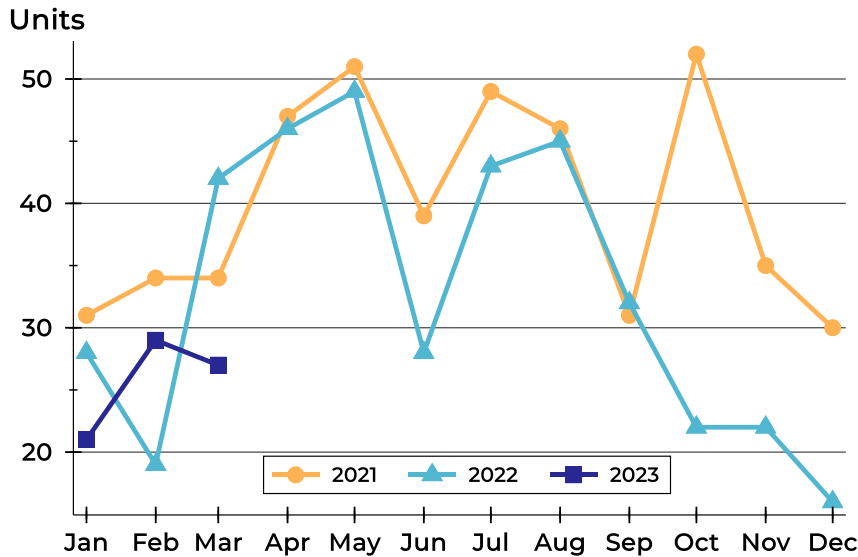
History of Contracts Written





South Region Contracts Written Analysis

Contracts Written by Month



| Month | 2021 | 2022 | 2023 |
|------------------|------|------|-----------|
| January | 31 | 28 | 21 |
| February | 34 | 19 | 29 |
| March | 34 | 42 | 27 |
| April | 47 | 46 | |
| May | 51 | 49 | |
| June | 39 | 28 | |
| July | 49 | 43 | |
| August | 46 | 45 | |
| September | 31 | 32 | |
| October | 52 | 22 | |
| November | 35 | 22 | |
| December | 30 | 16 | |

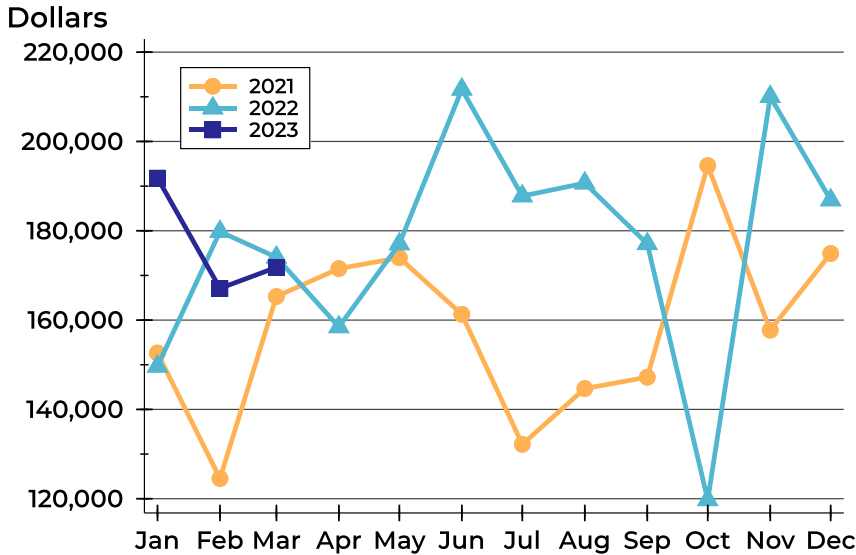
Contracts Written by Price Range

| Price Range | Contracts Written | | List Price | | Days on Market | | Price as % of Orig. | |
|---------------------|-------------------|---------|------------|---------|----------------|------|---------------------|--------|
| | Number | Percent | Average | Median | Avg. | Med. | Avg. | Med. |
| Below \$25,000 | 1 | 3.7% | 20,000 | 20,000 | 0 | 0 | 90.0% | 90.0% |
| \$25,000-\$49,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A |
| \$50,000-\$99,999 | 4 | 14.8% | 84,975 | 92,950 | 4 | 4 | 100.0% | 100.0% |
| \$100,000-\$124,999 | 1 | 3.7% | 109,000 | 109,000 | 5 | 5 | 100.0% | 100.0% |
| \$125,000-\$149,999 | 6 | 22.2% | 138,867 | 138,450 | 14 | 3 | 100.0% | 100.0% |
| \$150,000-\$174,999 | 1 | 3.7% | 169,900 | 169,900 | 1 | 1 | 100.0% | 100.0% |
| \$175,000-\$199,999 | 6 | 22.2% | 186,767 | 182,450 | 25 | 23 | 98.1% | 100.0% |
| \$200,000-\$249,999 | 6 | 22.2% | 222,750 | 221,900 | 15 | 5 | 99.0% | 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 | 2 | 7.4% | 354,750 | 354,750 | 3 | 3 | 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 |



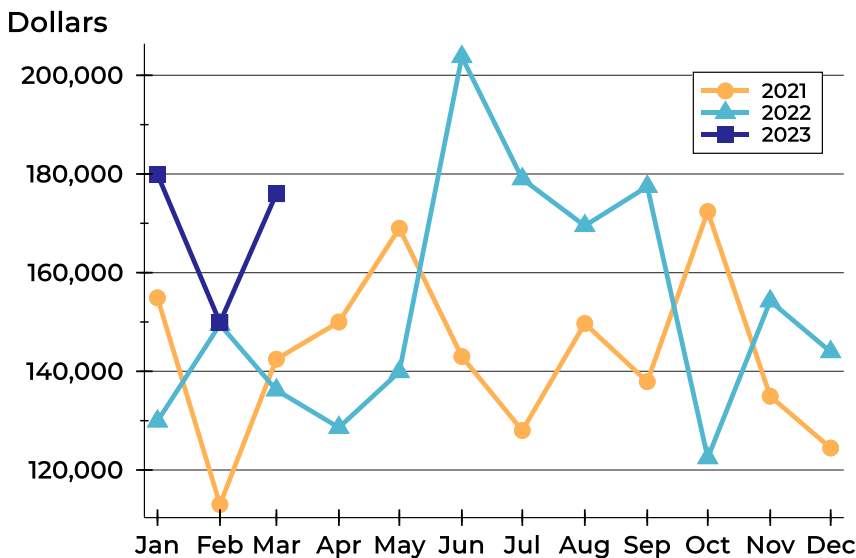
South Region Contracts Written Analysis

Average Price



| Month | 2021 | 2022 | 2023 |
|------------------|---------|---------|----------------|
| January | 152,635 | 149,650 | 191,810 |
| February | 124,538 | 179,816 | 167,109 |
| March | 165,285 | 174,064 | 171,800 |
| April | 171,532 | 158,473 | |
| May | 173,956 | 177,049 | |
| June | 161,297 | 211,686 | |
| 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

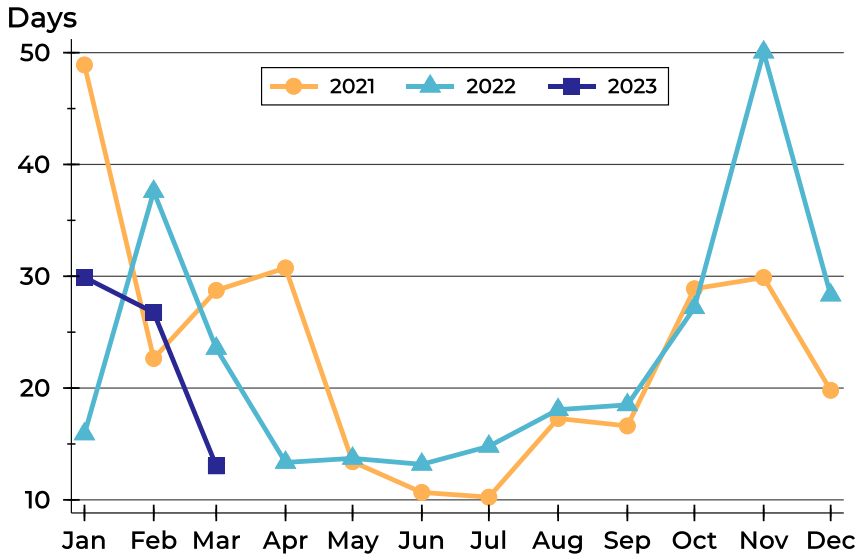


| Month | 2021 | 2022 | 2023 |
|------------------|---------|---------|----------------|
| January | 154,900 | 129,900 | 179,900 |
| February | 113,000 | 149,500 | 149,900 |
| March | 142,450 | 136,200 | 176,000 |
| April | 150,000 | 128,600 | |
| May | 169,000 | 139,900 | |
| June | 143,000 | 203,750 | |
| 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 | |



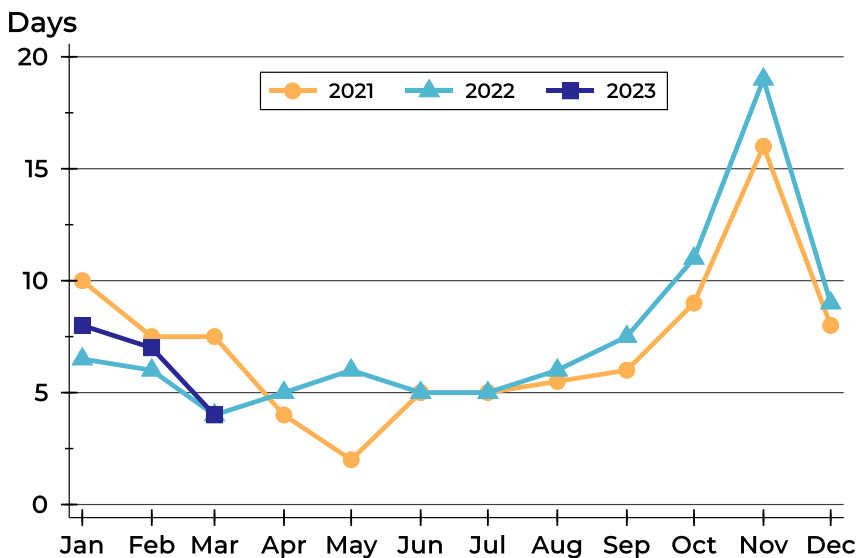
South Region Contracts Written Analysis

Average DOM



| Month | 2021 | 2022 | 2023 |
|-----------|------|------|-----------|
| January | 49 | 16 | 30 |
| February | 23 | 38 | 27 |
| March | 29 | 24 | 13 |
| April | 31 | 13 | |
| May | 13 | 14 | |
| June | 11 | 13 | |
| 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 | |
| May | 2 | 6 | |
| June | 5 | 5 | |
| July | 5 | 5 | |
| August | 6 | 6 | |
| September | 6 | 8 | |
| October | 9 | 11 | |
| November | 16 | 19 | |
| December | 8 | 9 | |



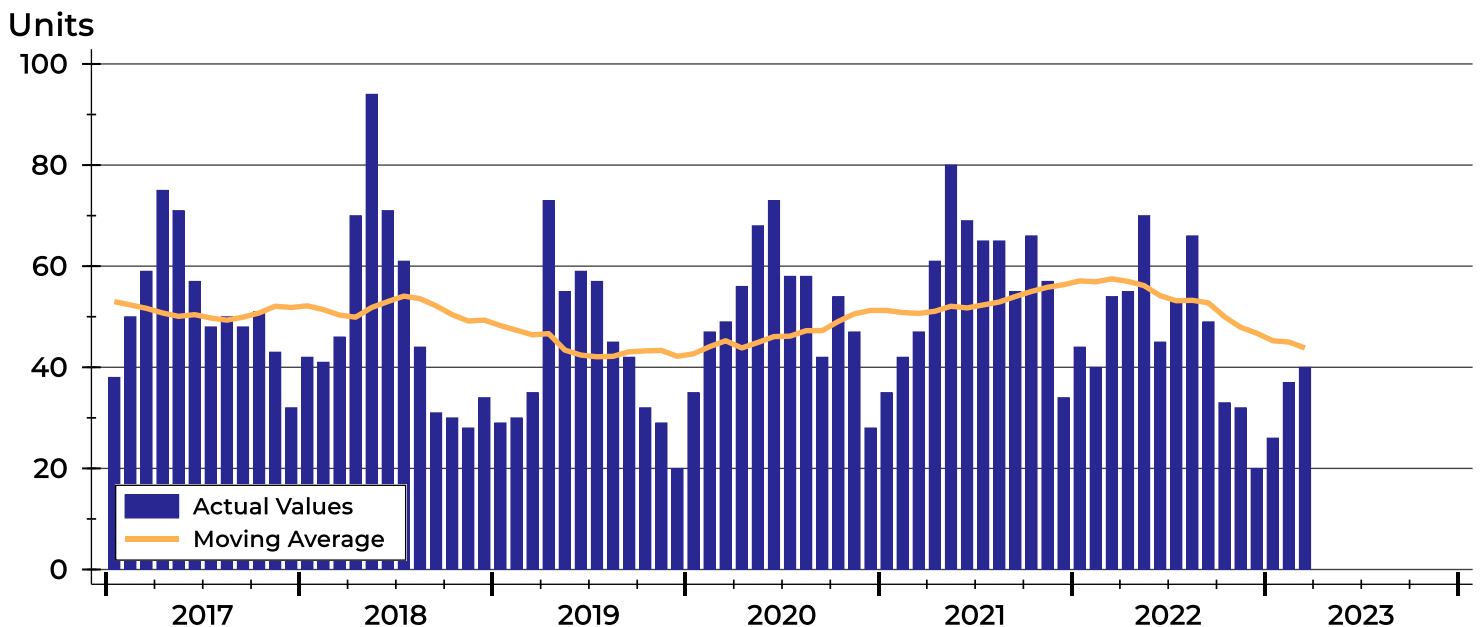
South Region Pending Contracts Analysis

| Summary Statistics for Pending Contracts | | 2023 | End of March 2022 | Change |
|--|---------------------|---------|-------------------|--------|
| Pending Contracts | | 40 | 54 | -25.9% |
| Volume (1,000s) | | 7,468 | 8,628 | -13.4% |
| Average | List Price | 186,702 | 159,775 | 16.9% |
| | Days on Market | 18 | 19 | -5.3% |
| | Percent of Original | 98.6% | 98.4% | 0.2% |
| Median | List Price | 172,950 | 138,700 | 24.7% |
| | Days on Market | 5 | 4 | 25.0% |
| | Percent of Original | 100.0% | 100.0% | 0.0% |

A total of 40 listings in South Region had contracts pending at the end of March, down from 54 contracts pending at the end of March 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.

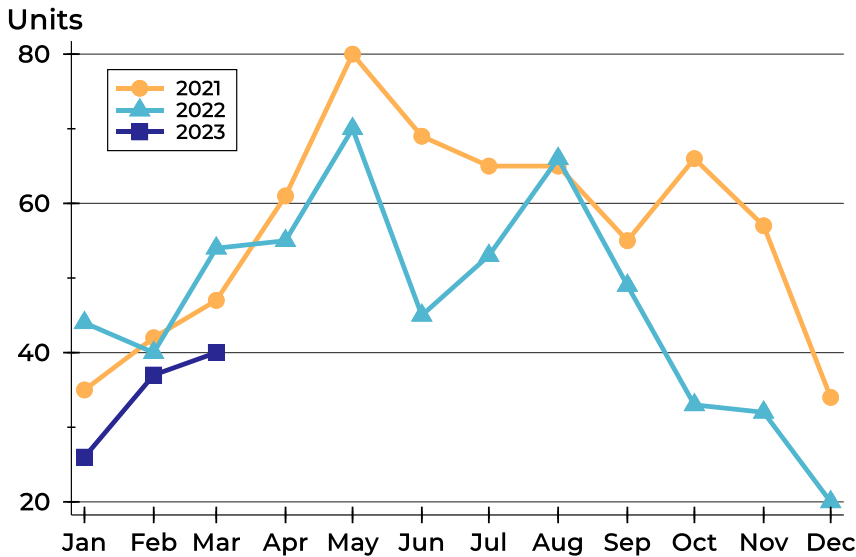
History of Pending Contracts





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 | |
| May | 80 | 70 | |
| June | 69 | 45 | |
| July | 65 | 53 | |
| August | 65 | 66 | |
| September | 55 | 49 | |
| October | 66 | 33 | |
| November | 57 | 32 | |
| December | 34 | 20 | |

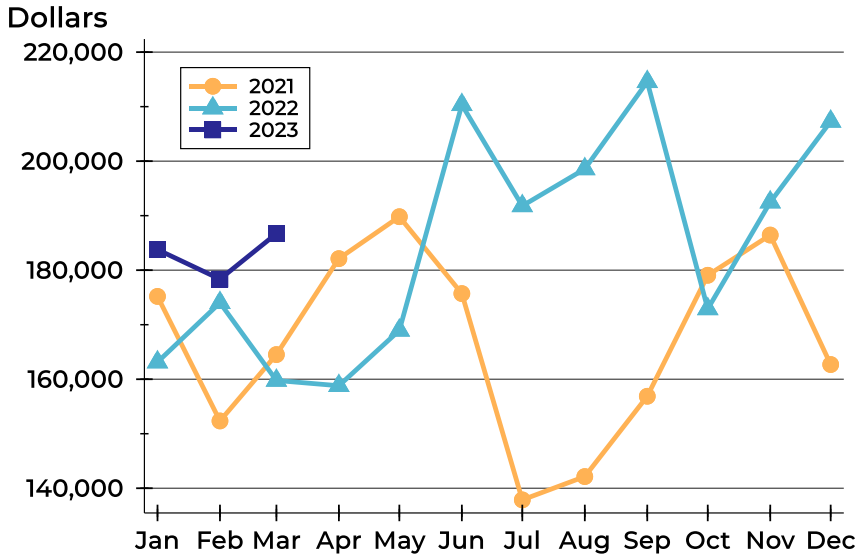
Pending Contracts by Price Range

| Price Range | Pending Contracts | | List Price | | Days on Market | | Price as % of Orig. | |
|---------------------|-------------------|---------|------------|---------|----------------|------|---------------------|--------|
| | Number | Percent | Average | Median | Avg. | Med. | Avg. | Med. |
| Below \$25,000 | 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 | 6 | 15.0% | 79,050 | 77,700 | 20 | 4 | 99.9% | 100.0% |
| \$100,000-\$124,999 | 6 | 15.0% | 119,517 | 121,700 | 13 | 6 | 99.4% | 100.0% |
| \$125,000-\$149,999 | 7 | 17.5% | 140,400 | 139,900 | 13 | 3 | 100.5% | 100.0% |
| \$150,000-\$174,999 | 1 | 2.5% | 169,900 | 169,900 | 1 | 1 | 100.0% | 100.0% |
| \$175,000-\$199,999 | 6 | 15.0% | 186,767 | 182,450 | 25 | 23 | 98.1% | 100.0% |
| \$200,000-\$249,999 | 9 | 22.5% | 224,878 | 223,900 | 29 | 7 | 95.7% | 100.0% |
| \$250,000-\$299,999 | 1 | 2.5% | 290,000 | 290,000 | 5 | 5 | 100.0% | 100.0% |
| \$300,000-\$399,999 | 2 | 5.0% | 354,750 | 354,750 | 3 | 3 | 100.0% | 100.0% |
| \$400,000-\$499,999 | 1 | 2.5% | 435,000 | 435,000 | 8 | 8 | 96.8% | 96.8% |
| \$500,000-\$749,999 | 1 | 2.5% | 545,000 | 545,000 | 0 | 0 | 100.0% | 100.0% |
| \$750,000-\$999,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A |
| \$1,000,000 and up | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A |



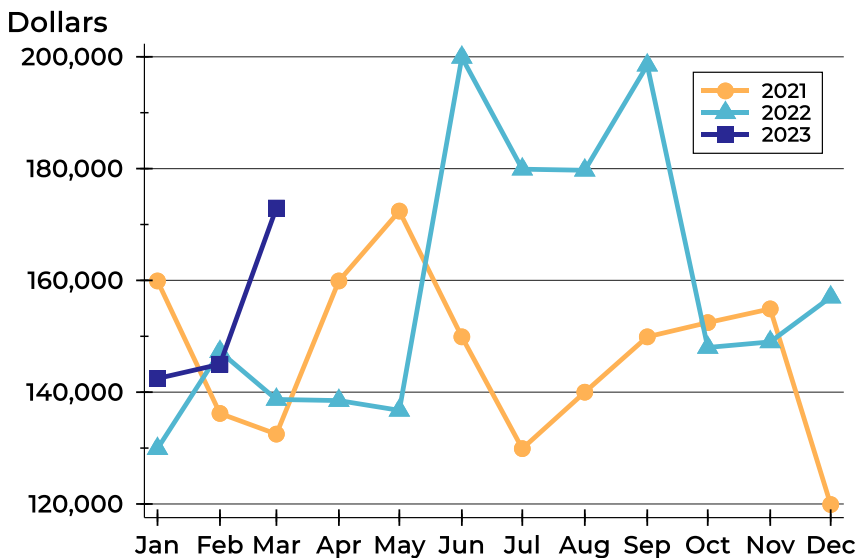
South Region Pending Contracts Analysis

Average Price



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

Median Price

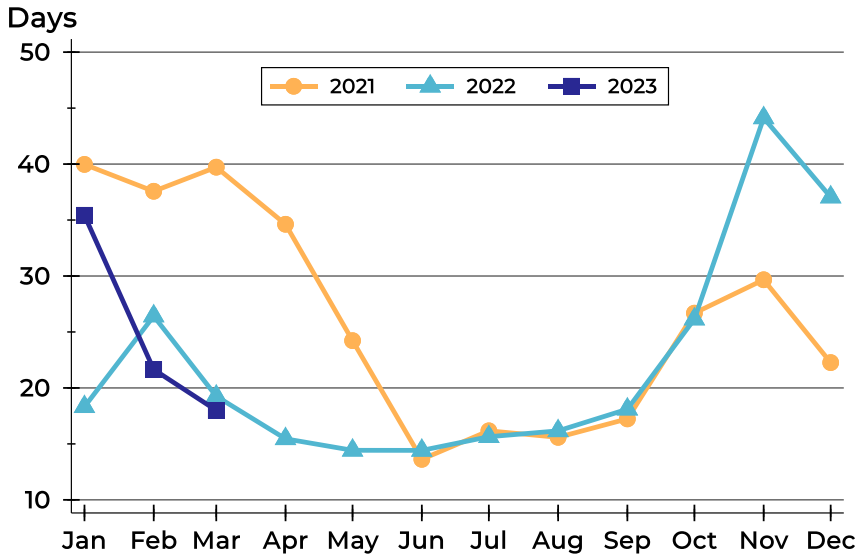


| Month | 2021 | 2022 | 2023 |
|------------------|---------|---------|----------------|
| January | 159,900 | 129,900 | 142,450 |
| February | 136,200 | 147,250 | 145,000 |
| March | 132,500 | 138,700 | 172,950 |
| April | 159,900 | 138,500 | |
| May | 172,400 | 136,750 | |
| June | 149,900 | 199,900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



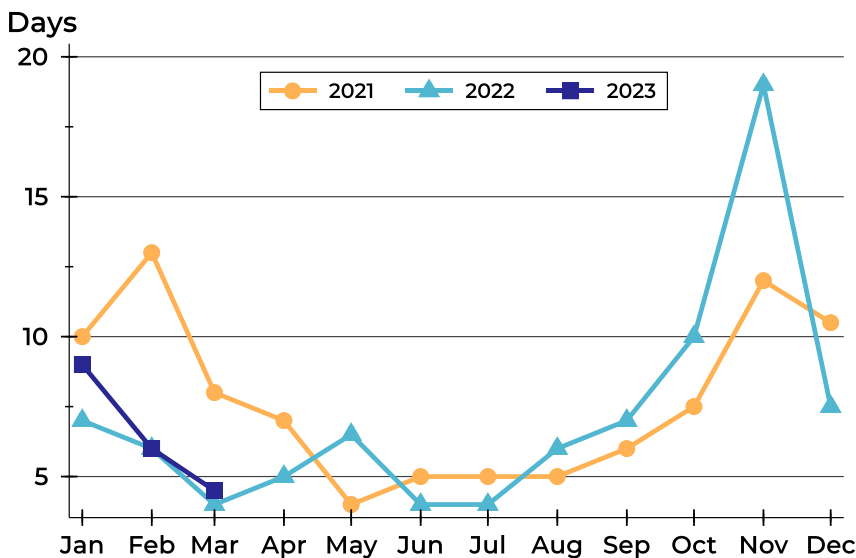
South Region Pending Contracts Analysis

Average DOM



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

Median DOM



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