



SUNFLOWER
ASSOCIATION OF REALTORS®, INC.

March 2023 Sunflower MLS Statistics

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**March
2023**

Sunflower MLS Statistics



Entire MLS System Housing Report



Market Overview

Sunflower MLS Home Sales Fell in March

Total home sales in the Sunflower multiple listing service fell last month to 278 units, compared to 280 units in March 2022. Total sales volume was \$54.9 million, down from a year earlier.

The median sale price in March was \$168,050, down from \$169,450 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.

Sunflower MLS Active Listings Up at End of March

The total number of active listings in the Sunflower multiple listing service at the end of March was 238 units, up from 176 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 \$269,000.

During March, a total of 288 contracts were written down from 379 in March 2022. At the end of the month, there were 316 contracts still pending.

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**March
2023**

Sunflower MLS Statistics



Entire MLS System Summary Statistics

March MLS Statistics Three-year History		Current Month			Year-to-Date		
		2023	2022	2021	2023	2022	2021
Home Sales		278	280	313	695	756	784
Change from prior year		-0.7%	-10.5%	-2.5%	-8.1%	-3.6%	3.0%
Active Listings		238	176	227	N/A	N/A	N/A
Change from prior year		35.2%	-22.5%	-61.4%			
Months' Supply		0.8	0.5	0.6	N/A	N/A	N/A
Change from prior year		60.0%	-16.7%	-66.7%			
New Listings		305	428	448	805	925	978
Change from prior year		-28.7%	-4.5%	-1.3%	-13.0%	-5.4%	-13.4%
Contracts Written		288	379	395	784	889	951
Change from prior year		-24.0%	-4.1%	8.8%	-11.8%	-6.5%	-0.8%
Pending Contracts		316	399	451	N/A	N/A	N/A
Change from prior year		-20.8%	-11.5%	7.6%			
Sales Volume (1,000s)		54,918	55,684	57,949	133,267	139,804	138,844
Change from prior year		-1.4%	-3.9%	10.2%	-4.7%	0.7%	19.4%
Average	Sale Price	197,546	198,872	185,141	191,751	184,926	177,097
	Change from prior year	-0.7%	7.4%	13.0%	3.7%	4.4%	15.9%
	List Price of Actives	352,597	277,392	225,919	N/A	N/A	N/A
	Change from prior year	27.1%	22.8%	10.9%			
	Days on Market	25	19	31	27	22	31
Change from prior year	31.6%	-38.7%	-26.2%	22.7%	-29.0%	-31.1%	
Percent of List	99.1%	99.9%	99.4%	98.1%	99.3%	98.7%	
Change from prior year	-0.8%	0.5%	1.7%	-1.2%	0.6%	2.1%	
Percent of Original	97.5%	99.3%	98.3%	96.1%	97.9%	97.5%	
Change from prior year	-1.8%	1.0%	3.0%	-1.8%	0.4%	3.4%	
Median	Sale Price	168,050	169,450	172,000	165,000	156,000	158,600
	Change from prior year	-0.8%	-1.5%	17.8%	5.8%	-1.6%	19.7%
	List Price of Actives	269,000	220,500	162,000	N/A	N/A	N/A
	Change from prior year	22.0%	36.1%	5.6%			
	Days on Market	5	3	3	8	5	5
Change from prior year	66.7%	0.0%	-76.9%	60.0%	0.0%	-73.7%	
Percent of List	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	
Change from prior year	0.0%	0.0%	1.3%	0.0%	0.0%	1.7%	
Percent of Original	100.0%	100.0%	100.0%	98.3%	100.0%	100.0%	
Change from prior year	0.0%	0.0%	2.2%	-1.7%	0.0%	3.3%	

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



**March
2023**

Sunflower MLS Statistics



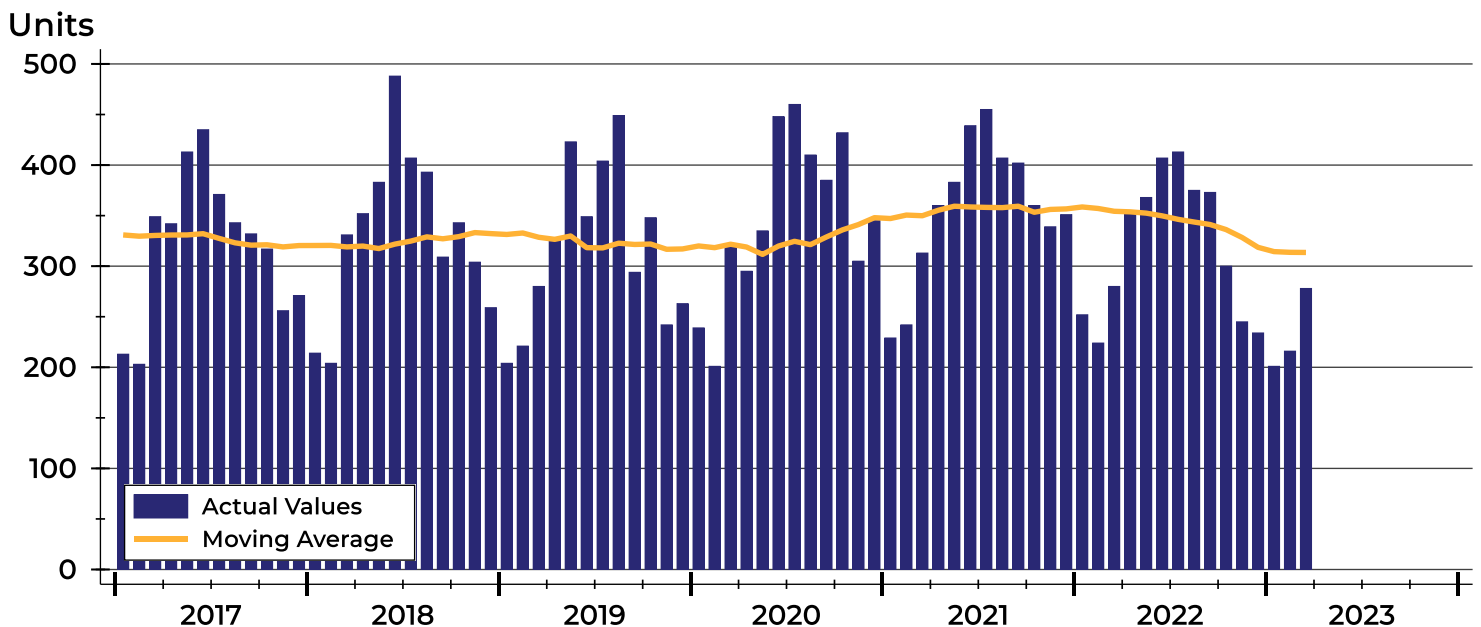
Entire MLS System Closed Listings Analysis

Summary Statistics for Closed Listings		2023	March 2022	Change	2023	Year-to-Date 2022	Change
Closed Listings		278	280	-0.7%	695	756	-8.1%
Volume (1,000s)		54,918	55,684	-1.4%	133,267	139,804	-4.7%
Months' Supply		0.8	0.5	60.0%	N/A	N/A	N/A
Average	Sale Price	197,546	198,872	-0.7%	191,751	184,926	3.7%
	Days on Market	25	19	31.6%	27	22	22.7%
	Percent of List	99.1%	99.9%	-0.8%	98.1%	99.3%	-1.2%
	Percent of Original	97.5%	99.3%	-1.8%	96.1%	97.9%	-1.8%
Median	Sale Price	168,050	169,450	-0.8%	165,000	156,000	5.8%
	Days on Market	5	3	66.7%	8	5	60.0%
	Percent of List	100.0%	100.0%	0.0%	100.0%	100.0%	0.0%
	Percent of Original	100.0%	100.0%	0.0%	98.3%	100.0%	-1.7%

A total of 278 homes sold in the Sunflower multiple listing service in March, down from 280 units in March 2022. Total sales volume fell to \$54.9 million compared to \$55.7 million in the previous year.

The median sales price in March was \$168,050, down 0.8% compared to the prior year. Median days on market was 5 days, down from 15 days in February, but up from 3 in March 2022.

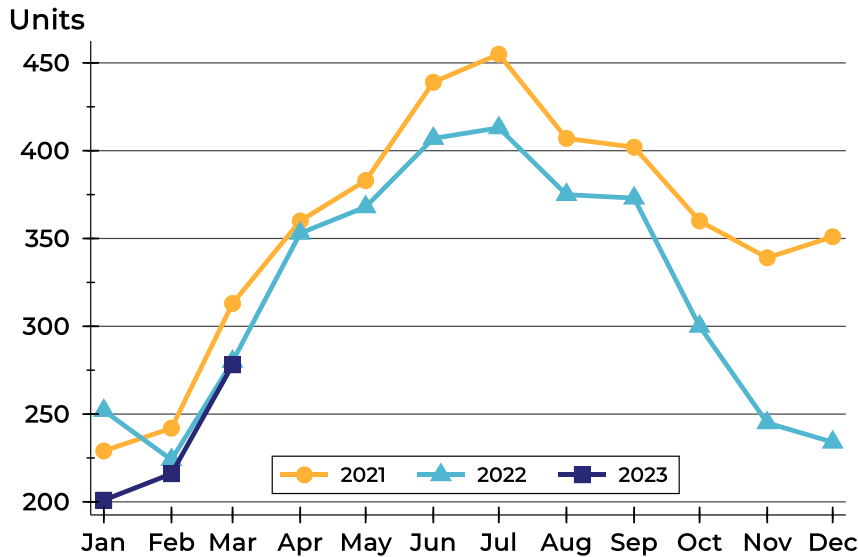
History of Closed Listings





Entire MLS System Closed Listings Analysis

Closed Listings by Month



Month	2021	2022	2023
January	229	252	201
February	242	224	216
March	313	280	278
April	360	353	
May	383	368	
June	439	407	
July	455	413	
August	407	375	
September	402	373	
October	360	300	
November	339	245	
December	351	234	

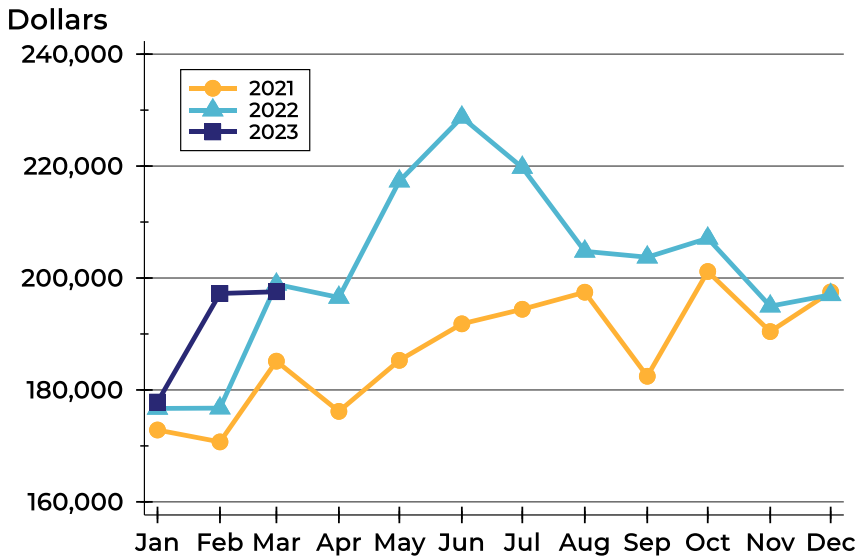
Closed Listings by Price Range

Price Range	Sales		Months' Supply	Sale Price		Days on Market		Price as % of List		Price as % of Orig.	
	Number	Percent		Average	Median	Avg.	Med.	Avg.	Med.	Avg.	Med.
Below \$25,000	3	1.1%	0.0	17,767	17,800	31	3	94.7%	94.2%	93.1%	90.0%
\$25,000-\$49,999	9	3.2%	0.5	33,561	32,500	28	2	93.8%	100.0%	90.6%	85.5%
\$50,000-\$99,999	53	19.1%	0.7	74,413	75,000	33	5	97.6%	100.0%	95.1%	100.0%
\$100,000-\$124,999	20	7.2%	0.3	110,025	110,000	15	7	101.2%	100.0%	99.4%	100.0%
\$125,000-\$149,999	28	10.1%	0.4	137,115	136,950	15	3	102.4%	100.3%	102.2%	100.3%
\$150,000-\$174,999	31	11.2%	0.5	159,775	160,000	25	8	99.1%	100.0%	97.2%	99.4%
\$175,000-\$199,999	21	7.6%	0.5	184,990	182,500	9	3	98.9%	100.0%	98.7%	100.0%
\$200,000-\$249,999	48	17.3%	0.5	221,352	221,750	25	4	99.5%	100.0%	97.8%	100.0%
\$250,000-\$299,999	22	7.9%	0.7	273,376	271,500	19	7	99.2%	100.0%	98.2%	99.6%
\$300,000-\$399,999	23	8.3%	1.3	335,300	330,000	31	5	100.1%	100.0%	99.1%	100.0%
\$400,000-\$499,999	8	2.9%	1.8	420,500	412,500	31	3	98.3%	99.4%	97.1%	99.4%
\$500,000-\$749,999	10	3.6%	2.6	623,090	652,450	48	16	98.9%	98.8%	97.8%	97.9%
\$750,000-\$999,999	2	0.7%	3.7	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



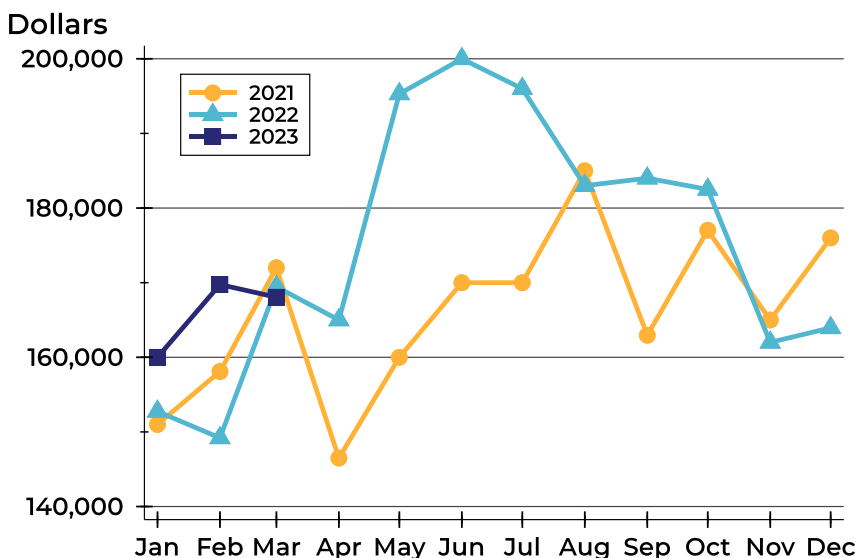
Entire MLS System Closed Listings Analysis

Average Price



Month	2021	2022	2023
January	172,842	176,696	177,842
February	170,718	176,753	197,235
March	185,141	198,872	197,546
April	176,171	196,526	
May	185,290	217,312	
June	191,814	228,721	
July	194,417	219,747	
August	197,463	204,770	
September	182,444	203,720	
October	201,167	207,098	
November	190,428	194,969	
December	197,504	197,001	

Median Price

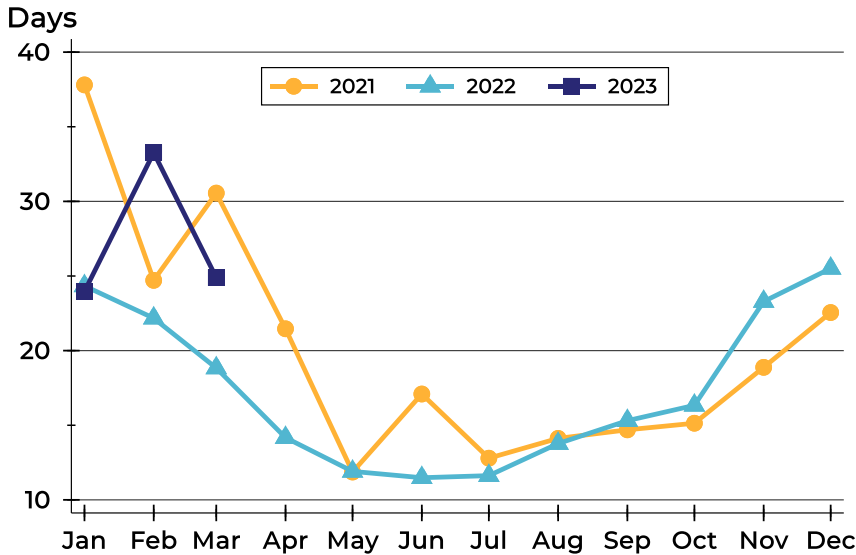


Month	2021	2022	2023
January	151,000	152,750	160,000
February	158,100	149,200	169,750
March	172,000	169,450	168,050
April	146,501	165,000	
May	160,000	195,300	
June	170,000	200,000	
July	170,000	196,000	
August	185,000	183,000	
September	162,950	184,000	
October	177,025	182,500	
November	165,000	162,000	
December	176,000	163,950	



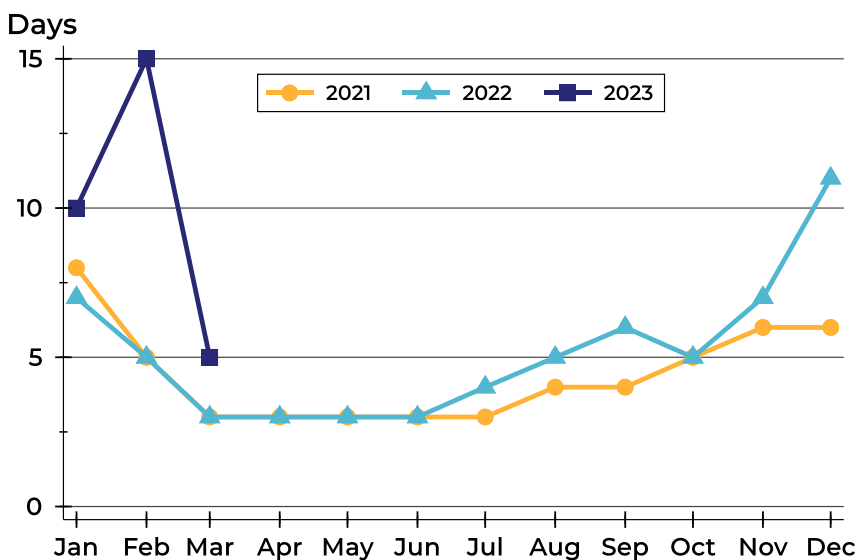
Entire MLS System Closed Listings Analysis

Average DOM



Month	2021	2022	2023
January	38	24	24
February	25	22	33
March	31	19	25
April	21	14	
May	12	12	
June	17	11	
July	13	12	
August	14	14	
September	15	15	
October	15	16	
November	19	23	
December	23	26	

Median DOM



Month	2021	2022	2023
January	8	7	10
February	5	5	15
March	3	3	5
April	3	3	
May	3	3	
June	3	3	
July	3	4	
August	4	5	
September	4	6	
October	5	5	
November	6	7	
December	6	11	



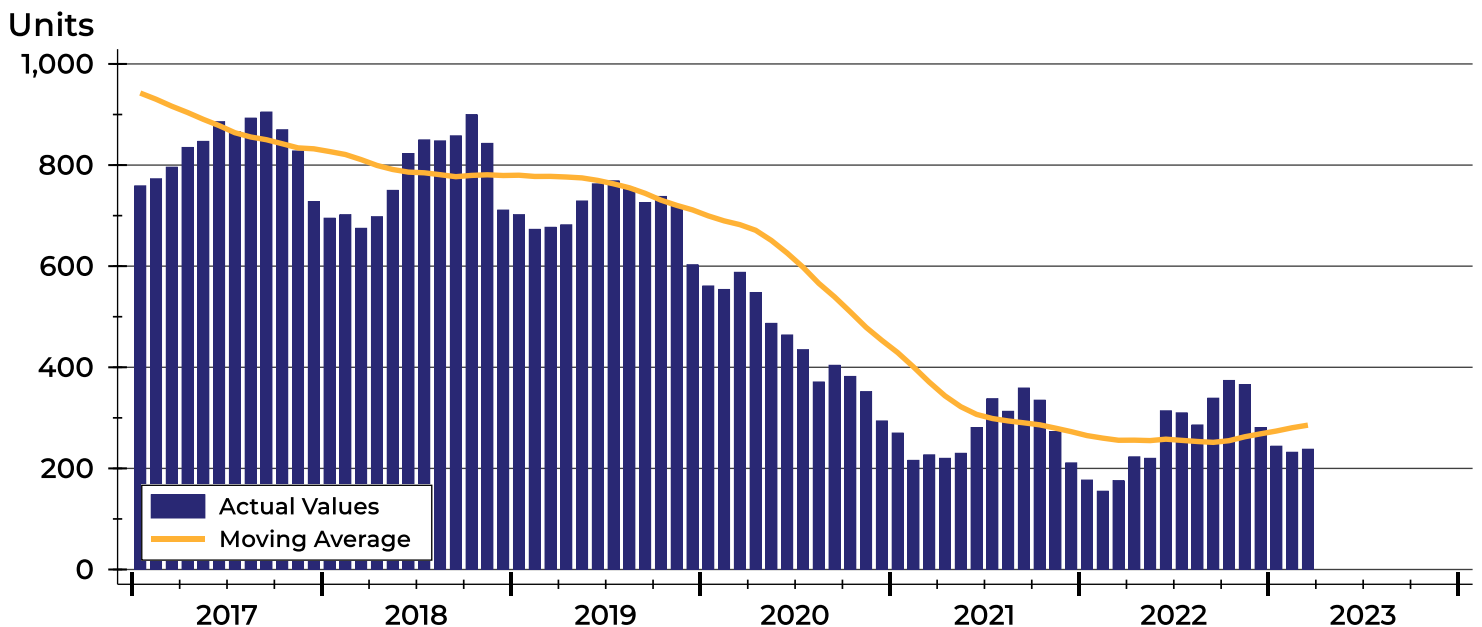
Entire MLS System Active Listings Analysis

Summary Statistics for Active Listings		2023	End of March 2022	Change
Active Listings		238	176	35.2%
Volume (1,000s)		83,918	48,821	71.9%
Months' Supply		0.8	0.5	60.0%
Average	List Price	352,597	277,392	27.1%
	Days on Market	68	51	33.3%
	Percent of Original	97.4%	97.6%	-0.2%
Median	List Price	269,000	220,500	22.0%
	Days on Market	33	22	50.0%
	Percent of Original	100.0%	100.0%	0.0%

A total of 238 homes were available for sale in the Sunflower multiple listing service 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 \$269,000, up 22.0% from 2022. The typical time on market for active listings was 33 days, up from 22 days a year earlier.

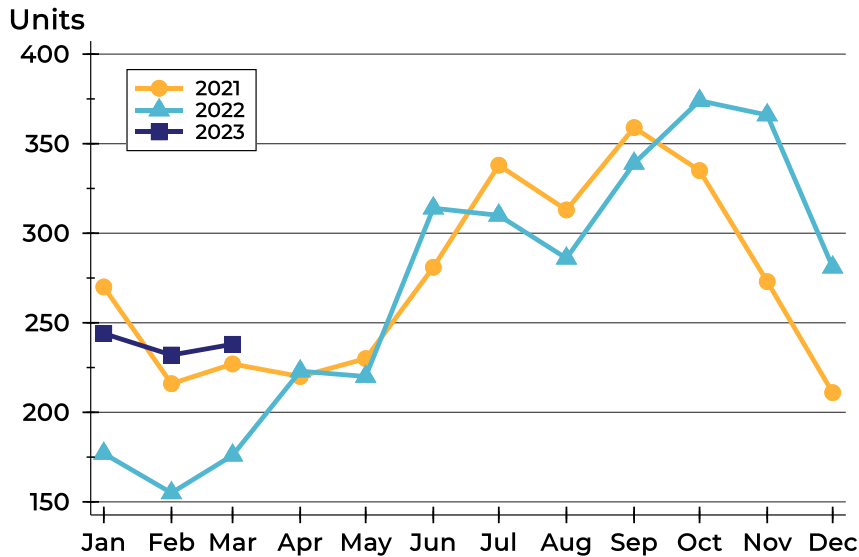
History of Active Listings





Entire MLS System Active Listings Analysis

Active Listings by Month



Month	2021	2022	2023
January	270	177	244
February	216	155	232
March	227	176	238
April	220	223	
May	230	220	
June	281	314	
July	338	310	
August	313	286	
September	359	339	
October	335	374	
November	273	366	
December	211	281	

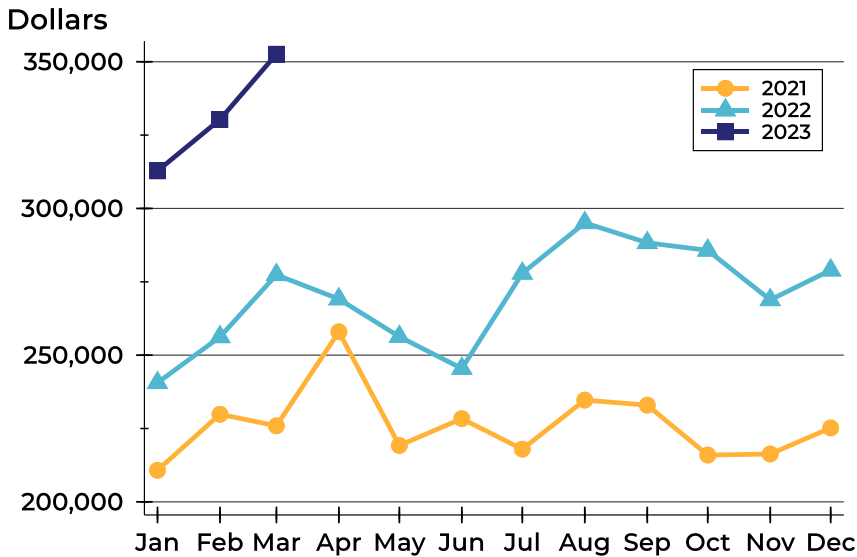
Active Listings by Price Range

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	6	2.5%	0.5	41,917	45,000	56	28	94.4%	100.0%
\$50,000-\$99,999	33	13.9%	0.7	77,873	80,000	45	19	97.6%	100.0%
\$100,000-\$124,999	8	3.4%	0.3	109,225	107,500	12	13	99.0%	100.0%
\$125,000-\$149,999	14	5.9%	0.4	137,375	137,450	92	33	96.7%	100.0%
\$150,000-\$174,999	14	5.9%	0.5	161,413	162,440	91	47	95.5%	100.0%
\$175,000-\$199,999	13	5.5%	0.5	188,777	189,900	63	31	97.2%	100.0%
\$200,000-\$249,999	24	10.1%	0.5	224,658	225,000	57	29	97.9%	100.0%
\$250,000-\$299,999	23	9.7%	0.7	276,165	274,900	68	41	99.0%	100.0%
\$300,000-\$399,999	43	18.1%	1.3	355,098	354,899	52	20	96.9%	100.0%
\$400,000-\$499,999	26	10.9%	1.8	460,019	465,500	104	40	98.5%	100.0%
\$500,000-\$749,999	24	10.1%	2.6	604,770	597,650	88	57	96.2%	100.0%
\$750,000-\$999,999	5	2.1%	3.7	862,800	849,000	101	70	98.6%	100.0%
\$1,000,000 and up	5	2.1%	N/A	3,156,800	1,600,000	77	34	97.5%	100.0%



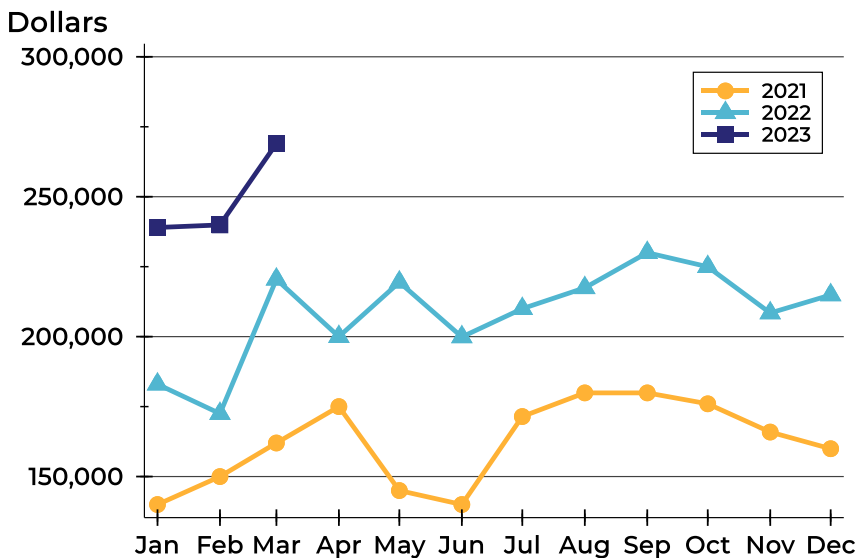
Entire MLS System Active Listings Analysis

Average Price



Month	2021	2022	2023
January	210,777	240,586	312,787
February	229,869	256,235	330,328
March	225,919	277,392	352,597
April	257,975	269,139	
May	219,212	256,311	
June	228,369	245,447	
July	217,968	277,893	
August	234,703	295,109	
September	232,958	288,305	
October	215,958	285,721	
November	216,313	268,840	
December	225,212	278,974	

Median Price

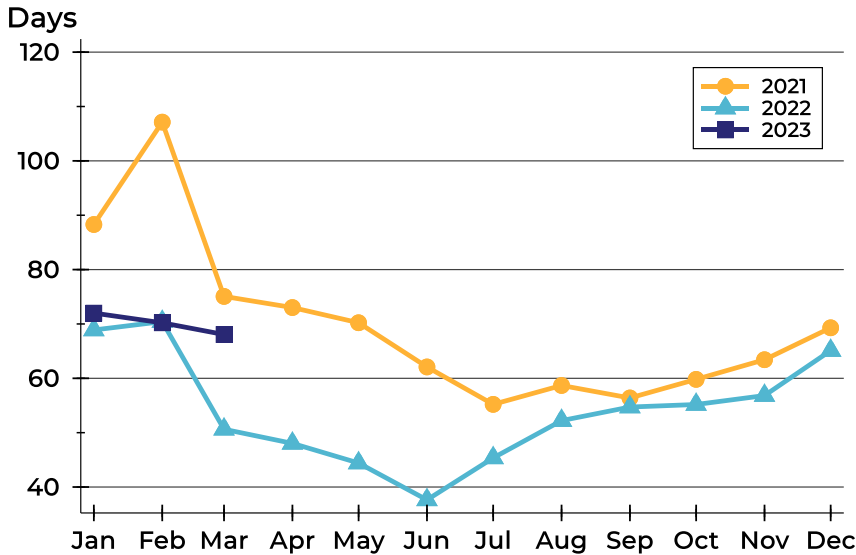


Month	2021	2022	2023
January	140,000	183,000	239,000
February	150,000	172,500	239,925
March	162,000	220,500	269,000
April	175,000	200,000	
May	145,000	219,450	
June	140,000	199,900	
July	171,450	210,000	
August	179,900	217,450	
September	179,900	230,000	
October	176,000	224,975	
November	165,900	208,450	
December	159,950	214,900	



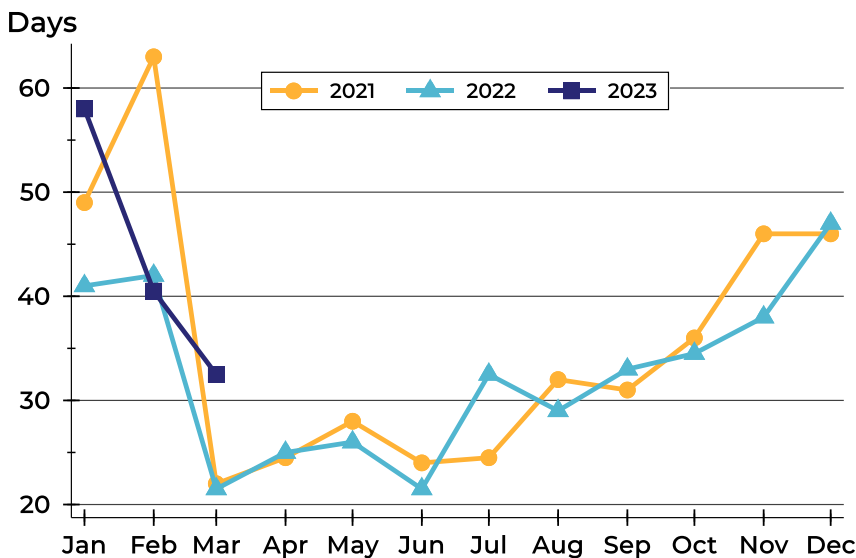
Entire MLS System Active Listings Analysis

Average DOM



Month	2021	2022	2023
January	88	69	72
February	107	70	70
March	75	51	68
April	73	48	
May	70	44	
June	62	38	
July	55	45	
August	59	52	
September	56	55	
October	60	55	
November	63	57	
December	69	65	

Median DOM

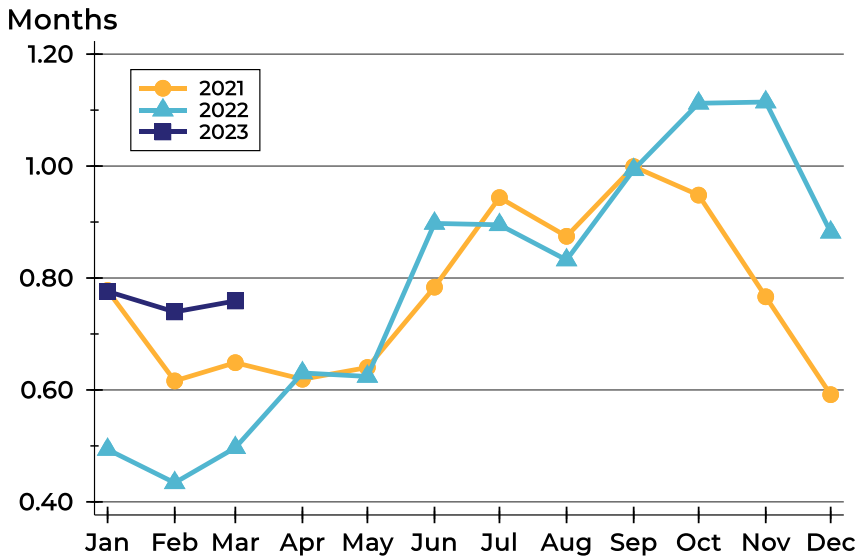


Month	2021	2022	2023
January	49	41	58
February	63	42	41
March	22	22	33
April	25	25	
May	28	26	
June	24	22	
July	25	33	
August	32	29	
September	31	33	
October	36	35	
November	46	38	
December	46	47	



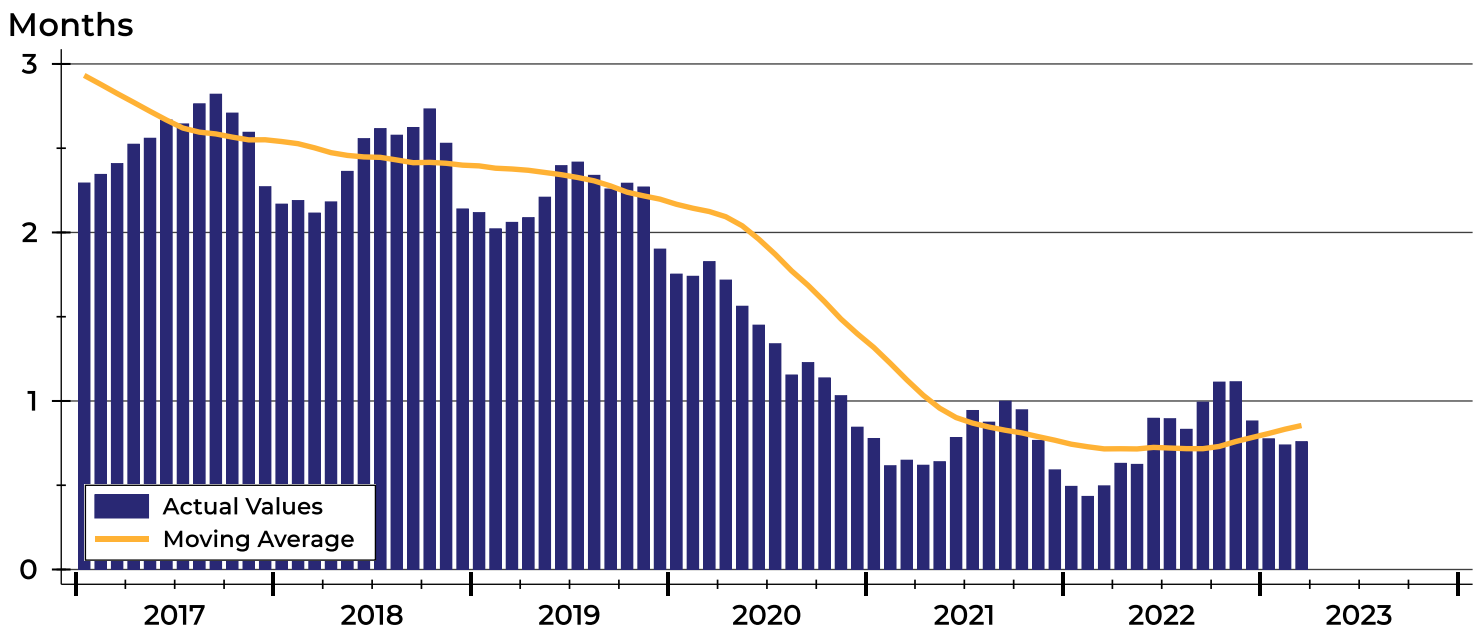
Entire MLS System Months' Supply Analysis

Months' Supply by Month



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

History of Month's Supply





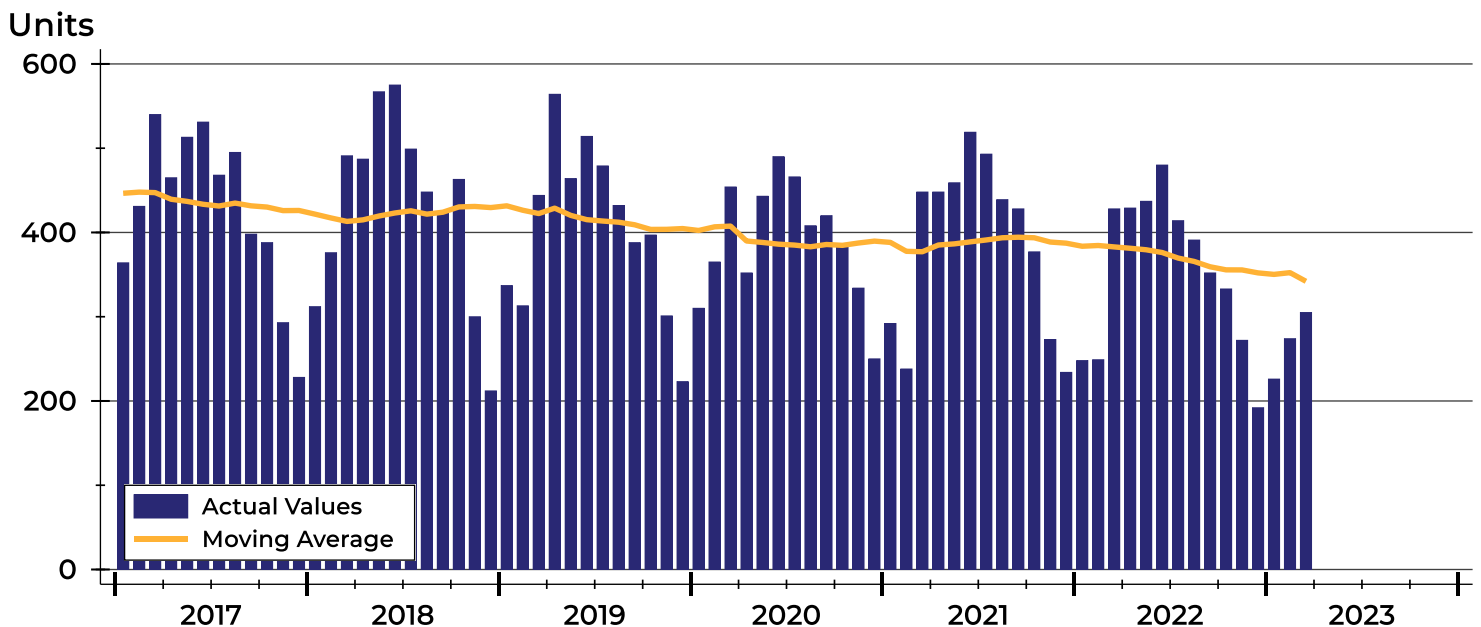
Entire MLS System New Listings Analysis

Summary Statistics for New Listings		2023	March 2022	Change
Current Month	New Listings	305	428	-28.7%
	Volume (1,000s)	69,695	91,618	-23.9%
	Average List Price	228,507	214,061	6.7%
	Median List Price	189,900	175,000	8.5%
Year-to-Date	New Listings	805	925	-13.0%
	Volume (1,000s)	177,288	192,343	-7.8%
	Average List Price	220,233	207,939	5.9%
	Median List Price	180,000	168,000	7.1%

A total of 305 new listings were added in the Sunflower multiple listing service during March, down 28.7% from the same month in 2022. Year-to-date the Sunflower multiple listing service has seen 805 new listings.

The median list price of these homes was \$189,900 up from \$175,000 in 2022.

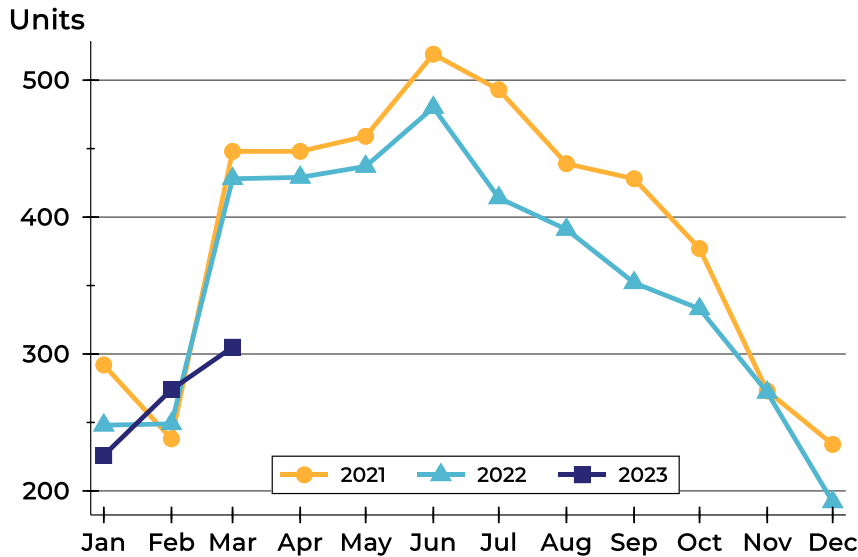
History of New Listings





Entire MLS System New Listings Analysis

New Listings by Month



Month	2021	2022	2023
January	292	248	226
February	238	249	274
March	448	428	305
April	448	429	
May	459	437	
June	519	480	
July	493	414	
August	439	391	
September	428	352	
October	377	333	
November	273	272	
December	234	192	

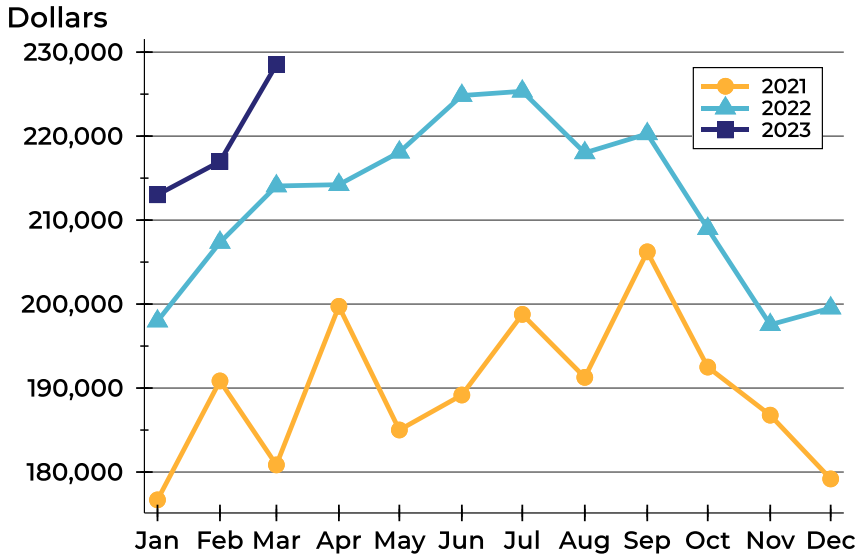
New Listings by Price Range

Price Range	New Listings		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	5	1.6%	14,639	17,500	5	4	98.2%	100.0%
\$25,000-\$49,999	9	3.0%	38,655	40,000	15	10	99.3%	100.0%
\$50,000-\$99,999	57	18.7%	76,449	79,900	8	6	98.9%	100.0%
\$100,000-\$124,999	18	5.9%	109,290	109,450	9	4	102.0%	100.0%
\$125,000-\$149,999	30	9.8%	139,163	139,900	6	3	99.3%	100.0%
\$150,000-\$174,999	19	6.2%	162,329	163,000	7	3	100.1%	100.0%
\$175,000-\$199,999	25	8.2%	187,888	185,000	4	2	100.4%	100.0%
\$200,000-\$249,999	44	14.4%	221,449	219,900	7	3	99.4%	100.0%
\$250,000-\$299,999	26	8.5%	275,207	273,400	8	5	99.3%	100.0%
\$300,000-\$399,999	40	13.1%	350,796	349,900	11	10	99.4%	100.0%
\$400,000-\$499,999	18	5.9%	455,477	449,000	14	9	99.7%	100.0%
\$500,000-\$749,999	11	3.6%	616,432	625,000	16	16	99.4%	100.0%
\$750,000-\$999,999	1	0.3%	895,000	895,000	2	2	100.0%	100.0%
\$1,000,000 and up	2	0.7%	2,093,500	2,093,500	28	28	90.6%	90.6%



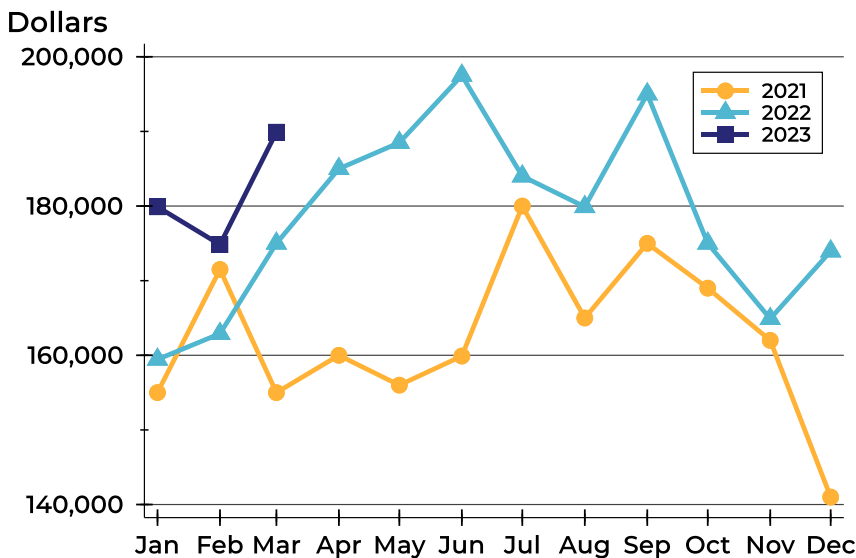
Entire MLS System New Listings Analysis

Average Price



Month	2021	2022	2023
January	176,687	197,975	213,018
February	190,848	207,340	216,975
March	180,851	214,061	228,507
April	199,732	214,224	
May	185,007	218,085	
June	189,174	224,830	
July	198,777	225,340	
August	191,272	218,009	
September	206,221	220,270	
October	192,498	208,983	
November	186,773	197,541	
December	179,184	199,524	

Median Price



Month	2021	2022	2023
January	155,000	159,450	179,900
February	171,500	162,900	174,839
March	155,000	175,000	189,900
April	160,000	185,000	
May	156,000	188,500	
June	159,900	197,500	
July	180,000	184,000	
August	165,000	179,900	
September	175,000	195,000	
October	169,000	175,000	
November	162,000	164,900	
December	141,000	173,950	



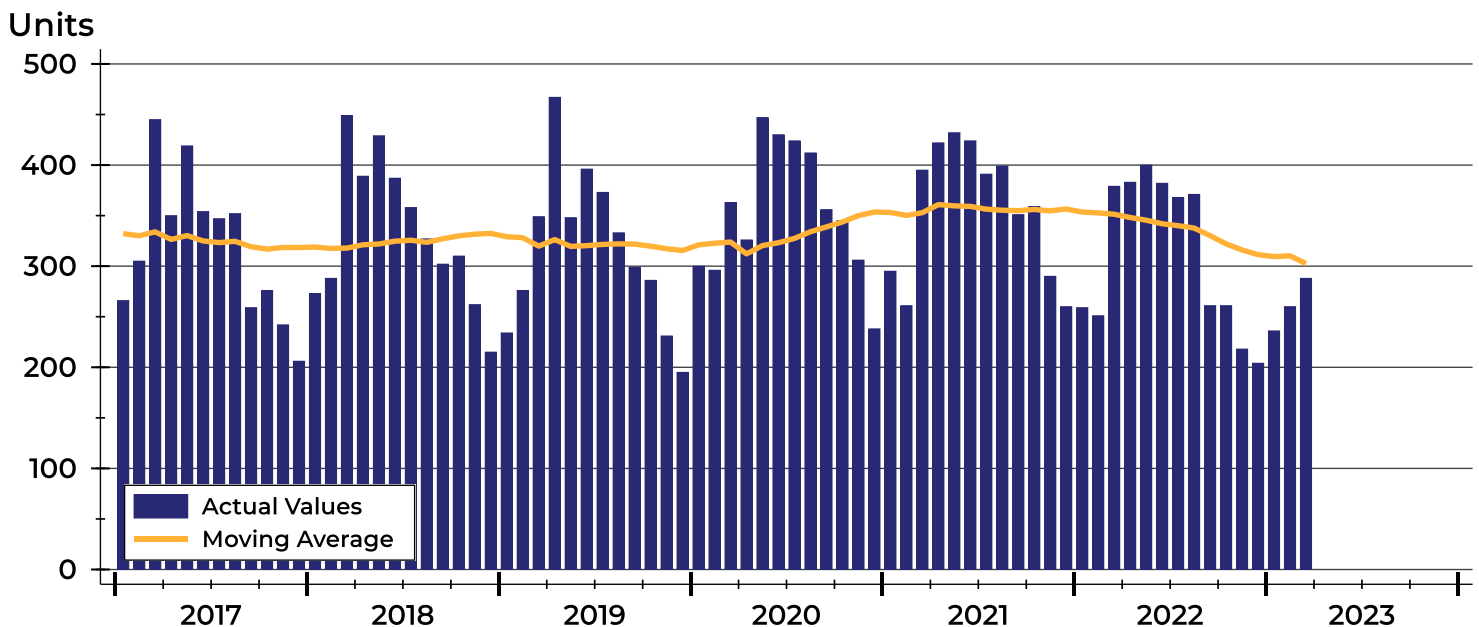
Entire MLS System Contracts Written Analysis

Summary Statistics for Contracts Written		2023	March 2022	Change	2023	Year-to-Date 2022	Change
Contracts Written		288	379	-24.0%	784	889	-11.8%
Volume (1,000s)		57,793	75,372	-23.3%	154,410	175,016	-11.8%
Average	Sale Price	200,671	198,870	0.9%	196,951	196,869	0.0%
	Days on Market	21	12	75.0%	25	17	47.1%
	Percent of Original	98.1%	101.1%	-3.0%	97.4%	99.8%	-2.4%
Median	Sale Price	179,900	159,000	13.1%	173,889	159,950	8.7%
	Days on Market	5	2	150.0%	6	3	100.0%
	Percent of Original	100.0%	100.0%	0.0%	100.0%	100.0%	0.0%

A total of 288 contracts for sale were written in the Sunflower multiple listing service during the month of March, down from 379 in 2022. The median list price of these homes was \$179,900, up from \$159,000 the prior year.

Half of the homes that went under contract in March were on the market less than 5 days, compared to 2 days in March 2022.

History of Contracts Written





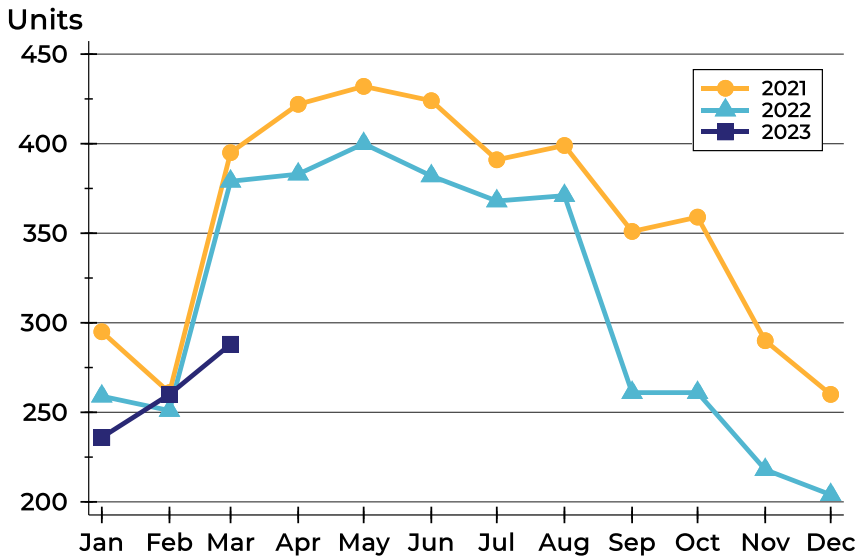
**March
2023**

Sunflower MLS Statistics



Entire MLS System Contracts Written Analysis

Contracts Written by Month



Month	2021	2022	2023
January	295	259	236
February	261	251	260
March	395	379	288
April	422	383	
May	432	400	
June	424	382	
July	391	368	
August	399	371	
September	351	261	
October	359	261	
November	290	218	
December	260	204	

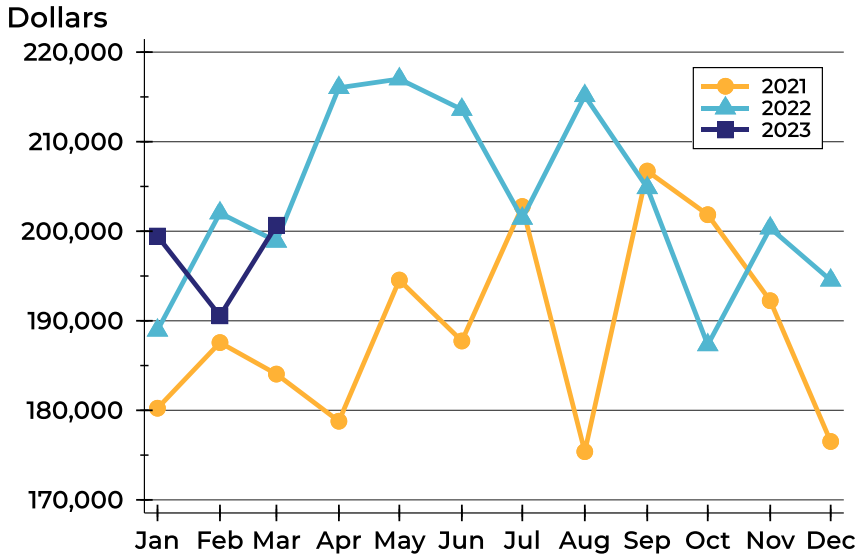
Contracts Written by Price Range

Price Range	Contracts Written		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	5	1.7%	18,080	18,900	21	4	95.9%	100.0%
\$25,000-\$49,999	8	2.8%	35,362	36,250	25	15	100.9%	102.5%
\$50,000-\$99,999	51	17.7%	76,593	78,000	22	7	95.6%	100.0%
\$100,000-\$124,999	23	8.0%	111,736	110,000	22	5	98.4%	100.0%
\$125,000-\$149,999	27	9.4%	139,265	139,900	10	3	99.8%	100.0%
\$150,000-\$174,999	21	7.3%	163,478	163,900	21	3	98.1%	100.0%
\$175,000-\$199,999	32	11.1%	186,519	185,000	19	4	98.0%	100.0%
\$200,000-\$249,999	46	16.0%	226,826	226,450	23	5	98.5%	100.0%
\$250,000-\$299,999	29	10.1%	275,727	274,900	23	5	99.1%	100.0%
\$300,000-\$399,999	27	9.4%	352,761	365,000	16	6	98.2%	100.0%
\$400,000-\$499,999	13	4.5%	450,837	440,000	19	8	99.1%	100.0%
\$500,000-\$749,999	5	1.7%	614,315	625,000	53	3	96.1%	100.0%
\$750,000-\$999,999	1	0.3%	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



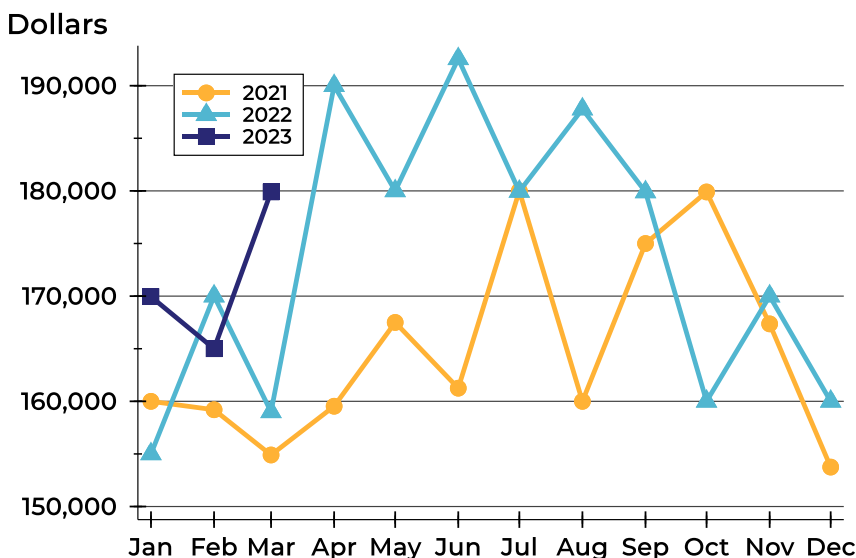
Entire MLS System Contracts Written Analysis

Average Price



Month	2021	2022	2023
January	180,237	188,936	199,463
February	187,565	202,031	190,551
March	184,047	198,870	200,671
April	178,785	216,026	
May	194,547	217,002	
June	187,744	213,594	
July	202,761	201,430	
August	175,386	215,127	
September	206,718	204,848	
October	201,849	187,308	
November	192,241	200,349	
December	176,519	194,526	

Median Price

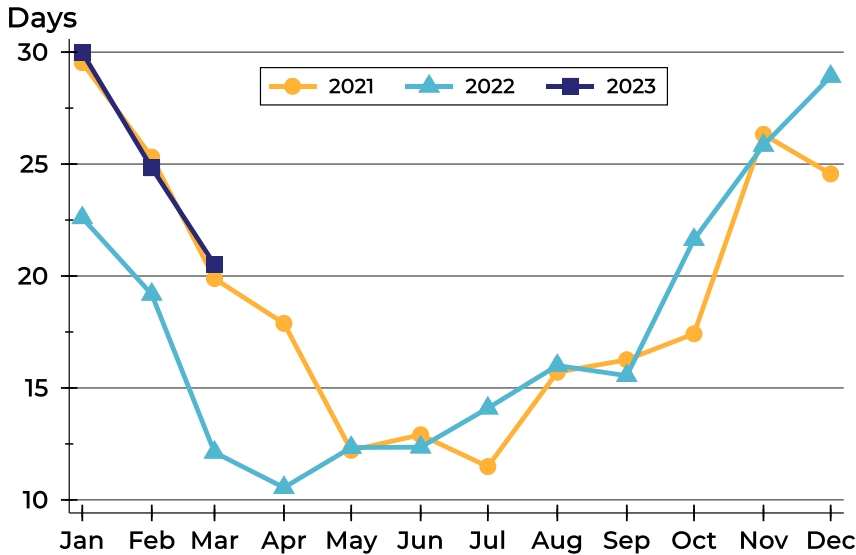


Month	2021	2022	2023
January	160,000	155,000	169,950
February	159,200	170,000	165,000
March	154,900	159,000	179,900
April	159,535	190,000	
May	167,500	180,000	
June	161,250	192,555	
July	180,000	179,950	
August	160,000	187,777	
September	175,000	179,900	
October	179,900	160,000	
November	167,364	170,000	
December	153,750	160,000	



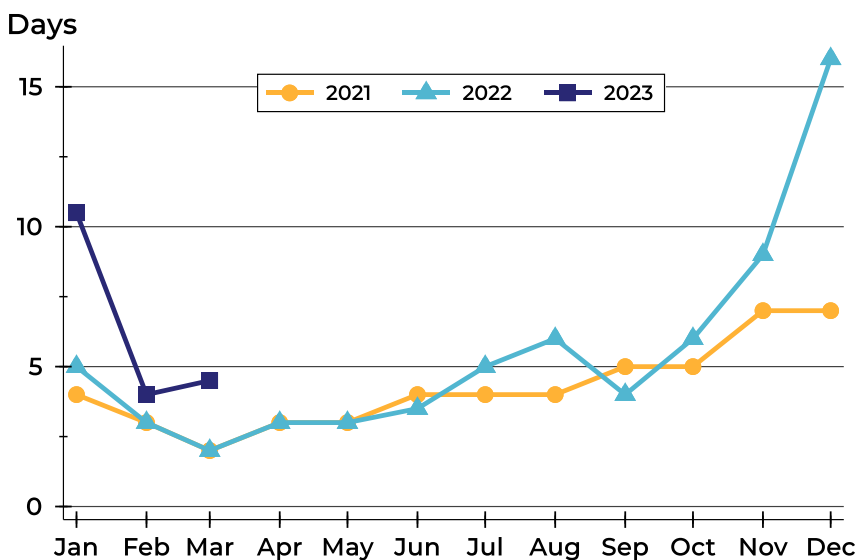
Entire MLS System Contracts Written Analysis

Average DOM



Month	2021	2022	2023
January	30	23	30
February	25	19	25
March	20	12	21
April	18	11	
May	12	12	
June	13	12	
July	11	14	
August	16	16	
September	16	16	
October	17	22	
November	26	26	
December	25	29	

Median DOM



Month	2021	2022	2023
January	4	5	11
February	3	3	4
March	2	2	5
April	3	3	
May	3	3	
June	4	4	
July	4	5	
August	4	6	
September	5	4	
October	5	6	
November	7	9	
December	7	16	



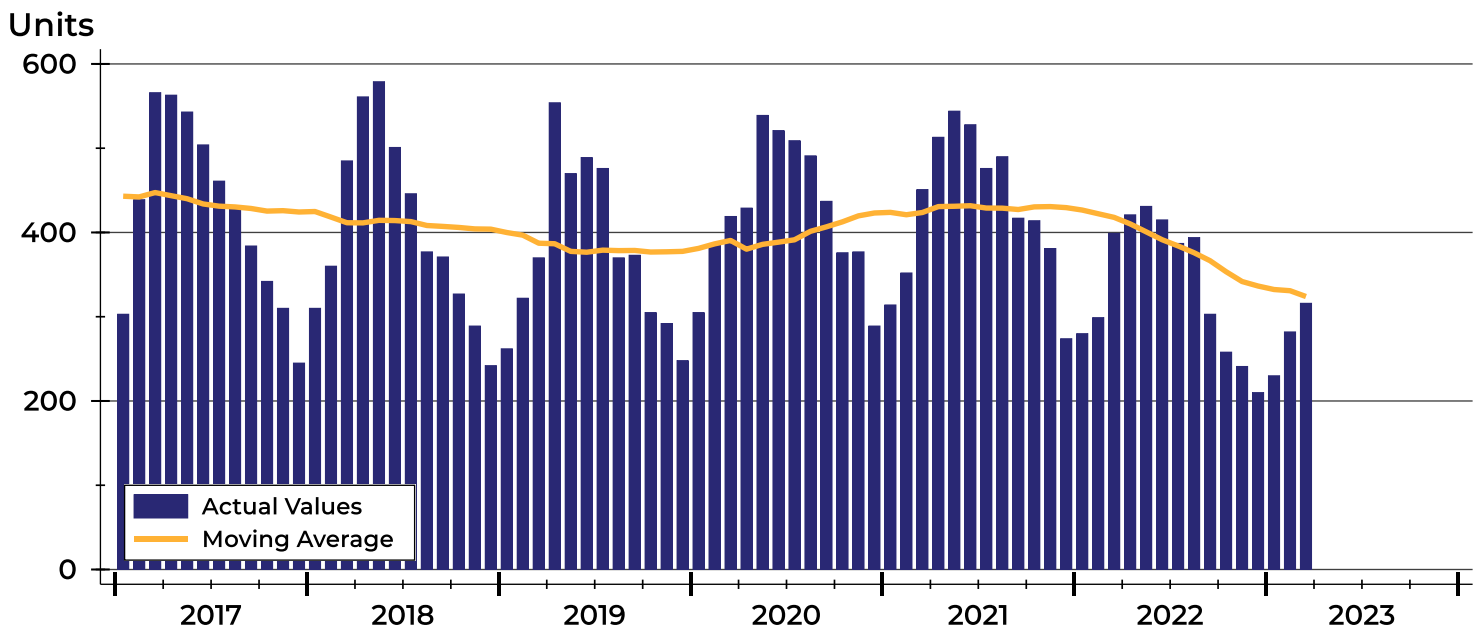
Entire MLS System Pending Contracts Analysis

Summary Statistics for Pending Contracts		2023	End of March 2022	Change
Pending Contracts		316	399	-20.8%
Volume (1,000s)		67,262	83,037	-19.0%
Average	List Price	212,853	208,113	2.3%
	Days on Market	20	16	25.0%
	Percent of Original	98.5%	99.2%	-0.7%
Median	List Price	187,000	175,000	6.9%
	Days on Market	5	3	66.7%
	Percent of Original	100.0%	100.0%	0.0%

A total of 316 listings in the Sunflower multiple listing service had contracts pending at the end of March, down from 399 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.

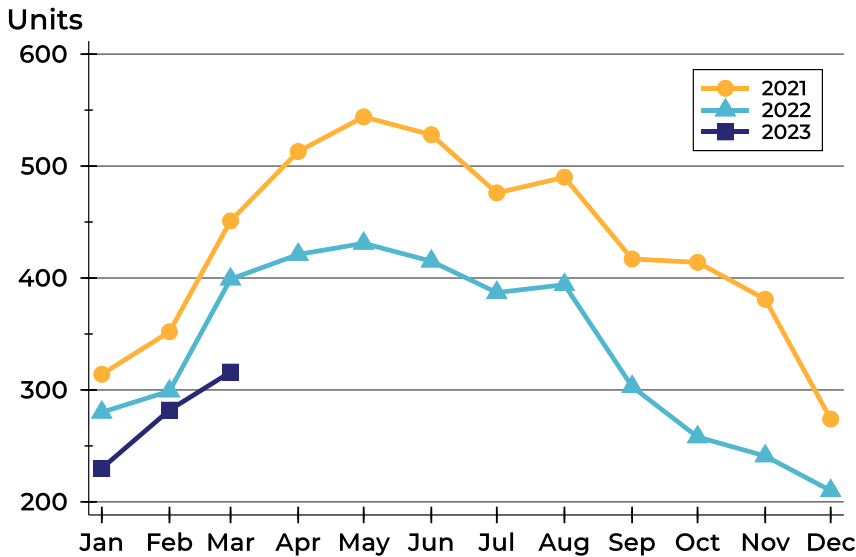
History of Pending Contracts





Entire MLS System Pending Contracts Analysis

Pending Contracts by Month



Month	2021	2022	2023
January	314	280	230
February	352	299	282
March	451	399	316
April	513	421	
May	544	431	
June	528	415	
July	476	387	
August	490	394	
September	417	303	
October	414	258	
November	381	241	
December	274	210	

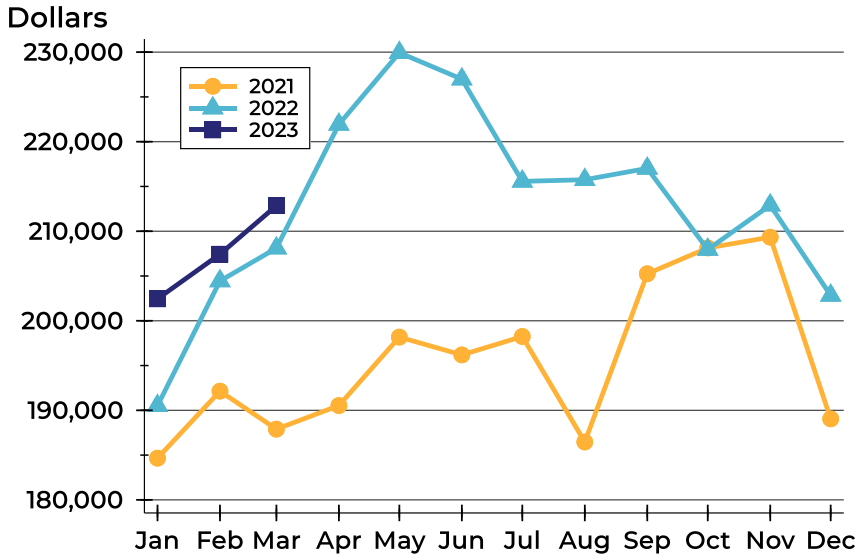
Pending Contracts by Price Range

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	0.6%	17,000	17,000	5	5	100.0%	100.0%
\$25,000-\$49,999	2	0.6%	35,250	35,250	7	7	86.7%	86.7%
\$50,000-\$99,999	52	16.5%	75,865	75,000	26	9	98.4%	100.0%
\$100,000-\$124,999	24	7.6%	114,008	113,250	20	7	99.0%	100.0%
\$125,000-\$149,999	35	11.1%	139,467	139,900	9	3	99.7%	100.0%
\$150,000-\$174,999	24	7.6%	162,897	163,450	26	3	98.5%	100.0%
\$175,000-\$199,999	34	10.8%	186,913	185,000	20	4	98.7%	100.0%
\$200,000-\$249,999	51	16.1%	227,986	227,500	22	3	98.0%	100.0%
\$250,000-\$299,999	37	11.7%	276,429	277,000	22	6	98.8%	100.0%
\$300,000-\$399,999	29	9.2%	354,119	365,000	15	6	98.1%	100.0%
\$400,000-\$499,999	18	5.7%	450,877	449,500	26	8	99.2%	100.0%
\$500,000-\$749,999	7	2.2%	599,225	600,000	20	2	97.5%	100.0%
\$750,000-\$999,999	1	0.3%	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



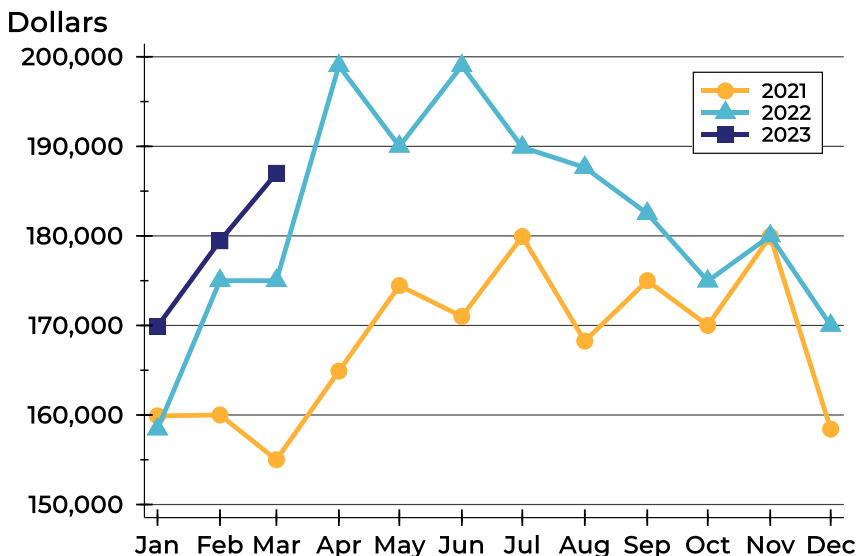
Entire MLS System Pending Contracts Analysis

Average Price



Month	2021	2022	2023
January	184,659	190,513	202,450
February	192,143	204,443	207,439
March	187,901	208,113	212,853
April	190,530	221,932	
May	198,180	229,938	
June	196,188	226,987	
July	198,247	215,573	
August	186,463	215,755	
September	205,251	217,017	
October	208,138	207,962	
November	209,336	212,909	
December	189,049	202,836	

Median Price

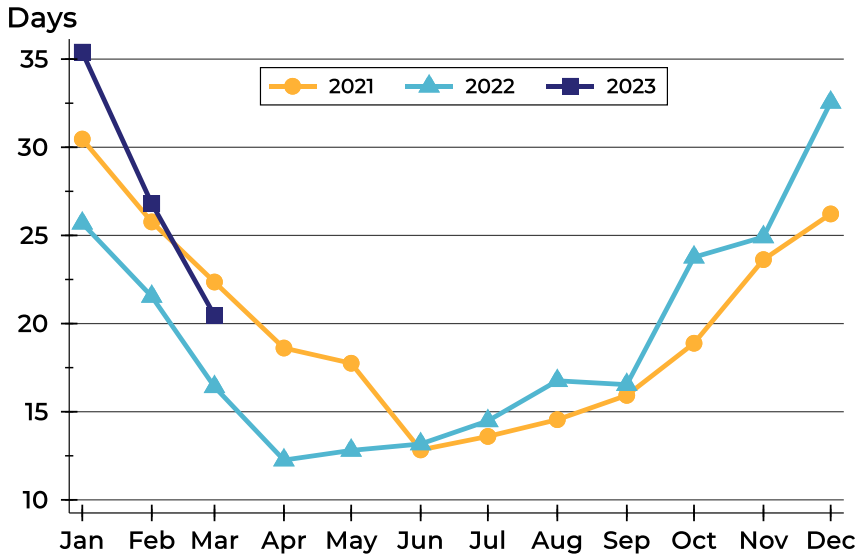


Month	2021	2022	2023
January	159,900	158,425	169,900
February	160,000	175,000	179,450
March	155,000	175,000	187,000
April	164,900	199,000	
May	174,450	190,000	
June	171,000	199,000	
July	179,925	189,900	
August	168,250	187,639	
September	175,000	182,500	
October	170,000	174,950	
November	179,950	180,000	
December	158,425	170,000	



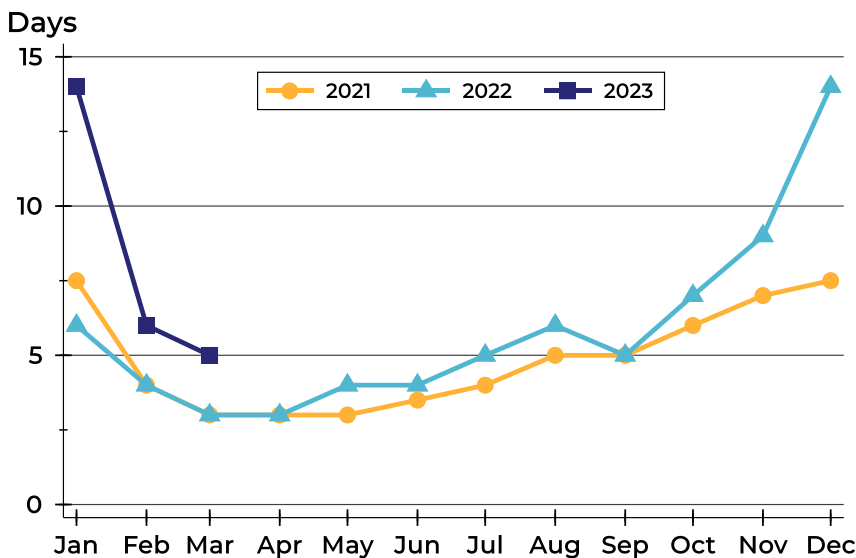
Entire MLS System Pending Contracts Analysis

Average DOM



Month	2021	2022	2023
January	30	26	35
February	26	22	27
March	22	16	20
April	19	12	
May	18	13	
June	13	13	
July	14	14	
August	15	17	
September	16	17	
October	19	24	
November	24	25	
December	26	33	

Median DOM



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



**March
2023**

Sunflower MLS Statistics



Coffey County Housing Report



Market Overview

Coffey County Home Sales Rose in March

Total home sales in Coffey County rose by 14.3% last month to 8 units, compared to 7 units in March 2022. Total sales volume was \$1.2 million, up 5.3% from a year earlier.

The median sale price in March was \$113,750, down from \$165,000 a year earlier. Homes that sold in March were typically on the market for 5 days and sold for 95.2% of their list prices.

Coffey County Active Listings Down at End of March

The total number of active listings in Coffey County at the end of March was 8 units, down from 11 at the same point in 2022. This represents a 1.5 months' supply of homes available for sale. The median list price of homes on the market at the end of March was \$229,000.

During March, a total of 6 contracts were written up from 3 in March 2022. At the end of the month, there were 9 contracts still pending.

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- 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



Coffey County 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		8 14.3%	7 40.0%	5 66.7%	20 53.8%	13 -18.8%	16 60.0%
Active Listings Change from prior year		8 -27.3%	11 -31.3%	16 -56.8%	N/A	N/A	N/A
Months' Supply Change from prior year		1.5 -11.8%	1.7 -26.1%	2.3 -63.5%	N/A	N/A	N/A
New Listings Change from prior year		6 -14.3%	7 -22.2%	9 12.5%	21 31.3%	16 -15.8%	19 -9.5%
Contracts Written Change from prior year		6 100.0%	3 -76.9%	13 62.5%	23 53.3%	15 -25.0%	20 33.3%
Pending Contracts Change from prior year		9 80.0%	5 -72.2%	18 100.0%	N/A	N/A	N/A
Sales Volume (1,000s) Change from prior year		1,175 5.3%	1,116 86.0%	600 130.8%	2,797 25.5%	2,228 9.0%	2,044 109.6%
Average	Sale Price Change from prior year	146,881 -7.8%	159,357 32.8%	120,000 38.2%	139,854 -18.4%	171,346 34.2%	127,726 31.0%
	List Price of Actives Change from prior year	218,113 39.3%	156,627 -9.5%	172,984 16.2%	N/A	N/A	N/A
	Days on Market Change from prior year	11 -88.3%	94 -36.1%	147 297.3%	41 -55.4%	92 -31.3%	134 74.0%
	Percent of List Change from prior year	97.8% 2.2%	95.7% 22.1%	78.4% -17.8%	95.9% 0.7%	95.2% 5.3%	90.4% -5.8%
	Percent of Original Change from prior year	97.0% 2.1%	95.0% 28.0%	74.2% -14.4%	93.7% 3.2%	90.8% 6.3%	85.4% -8.0%
Median	Sale Price Change from prior year	113,750 -31.1%	165,000 534.6%	26,000 -71.1%	124,313 -23.7%	163,000 50.2%	108,500 38.2%
	List Price of Actives Change from prior year	229,000 30.9%	175,000 48.3%	118,000 18.0%	N/A	N/A	N/A
	Days on Market Change from prior year	5 -94.6%	92 162.9%	35 133.3%	8 -91.3%	92 155.6%	36 -51.4%
	Percent of List Change from prior year	95.2% -2.7%	97.8% 20.3%	81.3% -14.8%	96.2% -1.6%	97.8% 2.3%	95.6% 3.2%
	Percent of Original Change from prior year	94.0% -3.9%	97.8% 29.0%	75.8% -20.5%	95.4% -2.5%	97.8% 9.2%	89.6% -2.4%

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



Coffey County Closed Listings Analysis

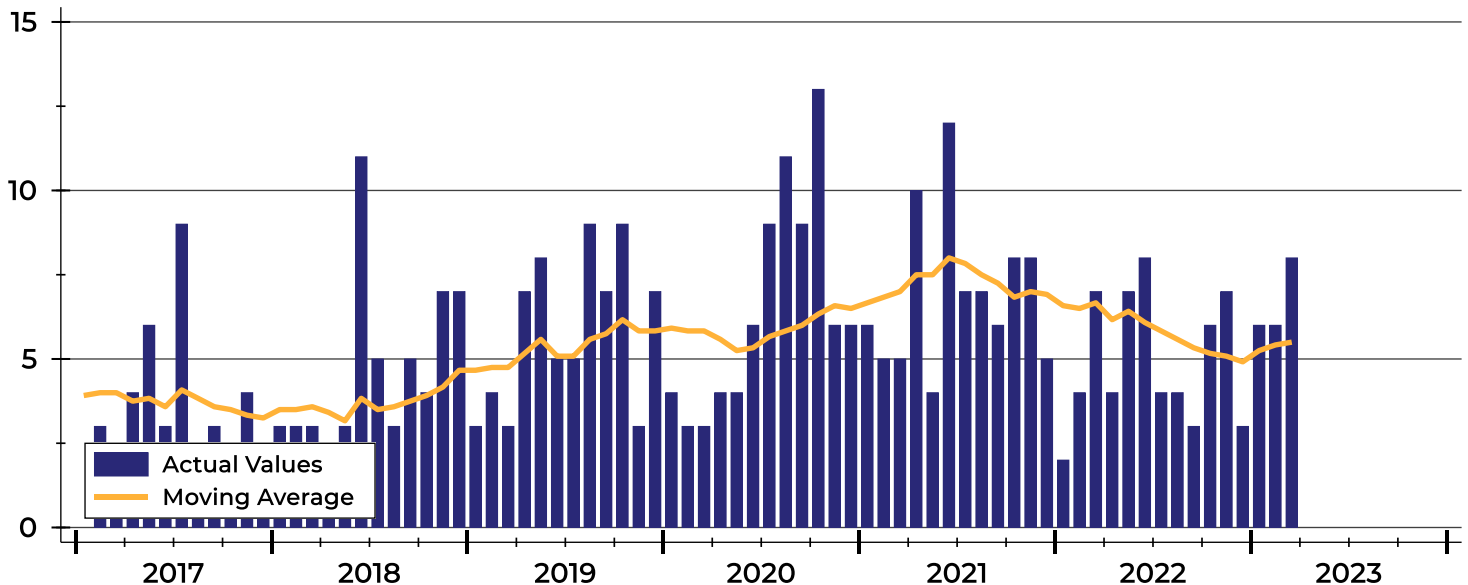
Summary Statistics for Closed Listings		2023	March 2022	Change	2023	Year-to-Date 2022	Change
Closed Listings		8	7	14.3%	20	13	53.8%
Volume (1,000s)		1,175	1,116	5.3%	2,797	2,228	25.5%
Months' Supply		1.5	1.7	-11.8%	N/A	N/A	N/A
Average	Sale Price	146,881	159,357	-7.8%	139,854	171,346	-18.4%
	Days on Market	11	94	-88.3%	41	92	-55.4%
	Percent of List	97.8%	95.7%	2.2%	95.9%	95.2%	0.7%
	Percent of Original	97.0%	95.0%	2.1%	93.7%	90.8%	3.2%
Median	Sale Price	113,750	165,000	-31.1%	124,313	163,000	-23.7%
	Days on Market	5	92	-94.6%	8	92	-91.3%
	Percent of List	95.2%	97.8%	-2.7%	96.2%	97.8%	-1.6%
	Percent of Original	94.0%	97.8%	-3.9%	95.4%	97.8%	-2.5%

A total of 8 homes sold in Coffey County in March, up from 7 units in March 2022. Total sales volume rose to \$1.2 million compared to \$1.1 million in the previous year.

The median sales price in March was \$113,750, down 31.1% compared to the prior year. Median days on market was 5 days, down from 90 days in February, and down from 92 in March 2022.

History of Closed Listings

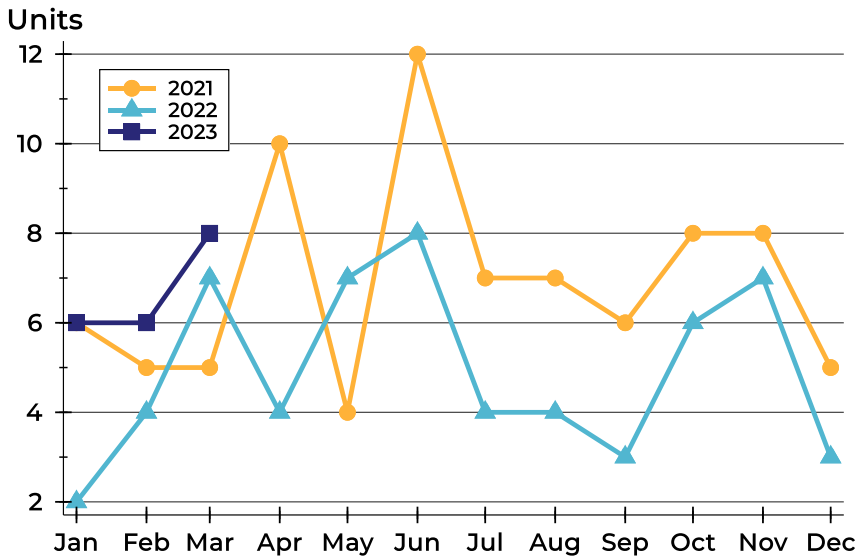
Units





Coffey County Closed Listings Analysis

Closed Listings by Month



Month	2021	2022	2023
January	6	2	6
February	5	4	6
March	5	7	8
April	10	4	
May	4	7	
June	12	8	
July	7	4	
August	7	4	
September	6	3	
October	8	6	
November	8	7	
December	5	3	

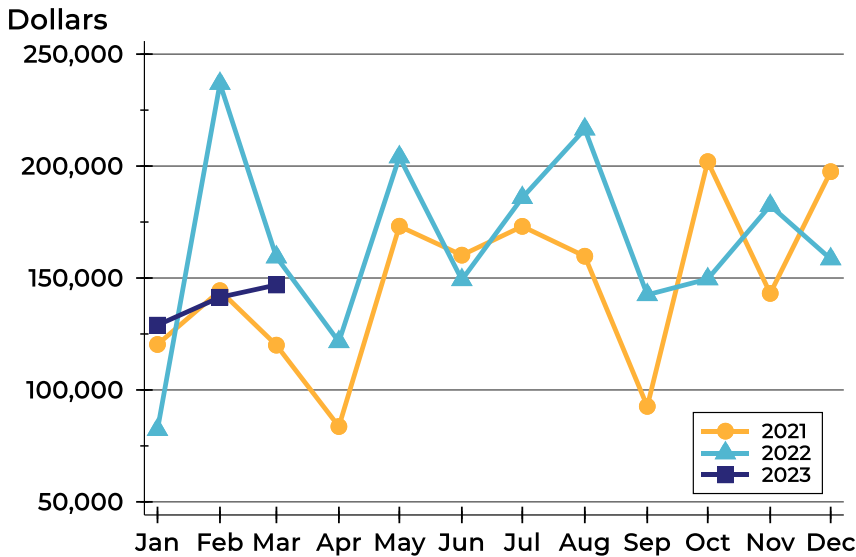
Closed Listings by Price Range

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	3	37.5%	1.7	73,633	69,900	5	4	104.3%	100.0%	104.3%	100.0%
\$100,000-\$124,999	1	12.5%	0.0	100,000	100,000	0	0	100.0%	100.0%	100.0%	100.0%
\$125,000-\$149,999	1	12.5%	0.0	127,500	127,500	5	5	93.1%	93.1%	93.1%	93.1%
\$150,000-\$174,999	0	0.0%	2.4	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$175,000-\$199,999	1	12.5%	0.0	194,000	194,000	1	1	88.2%	88.2%	88.2%	88.2%
\$200,000-\$249,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$250,000-\$299,999	2	25.0%	3.0	266,325	266,325	34	34	94.3%	94.3%	91.1%	91.1%
\$300,000-\$399,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$400,000-\$499,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$500,000-\$749,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$750,000-\$999,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A



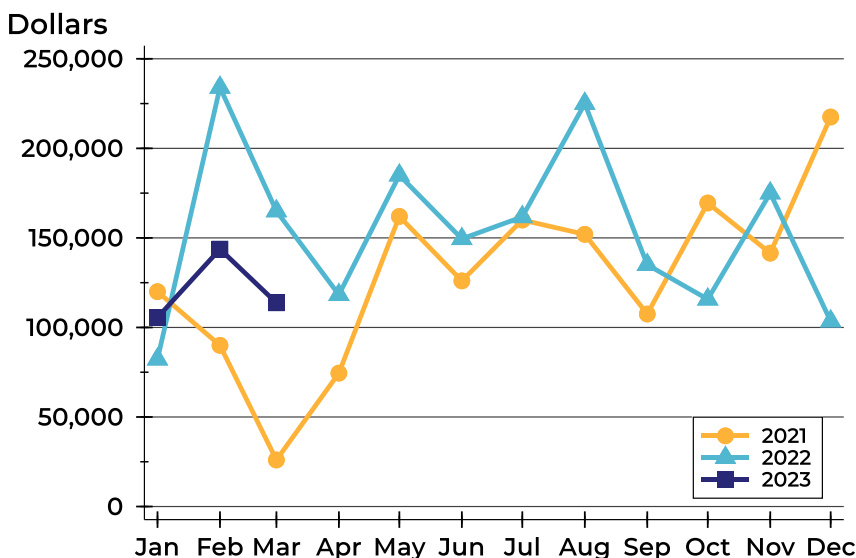
Coffey County Closed Listings Analysis

Average Price



Month	2021	2022	2023
January	120,311	82,250	128,938
February	144,350	236,875	141,400
March	120,000	159,357	146,881
April	83,661	121,500	
May	173,144	204,064	
June	160,208	149,188	
July	173,071	185,875	
August	159,728	216,500	
September	92,667	142,500	
October	201,988	149,567	
November	143,125	182,359	
December	197,500	158,505	

Median Price

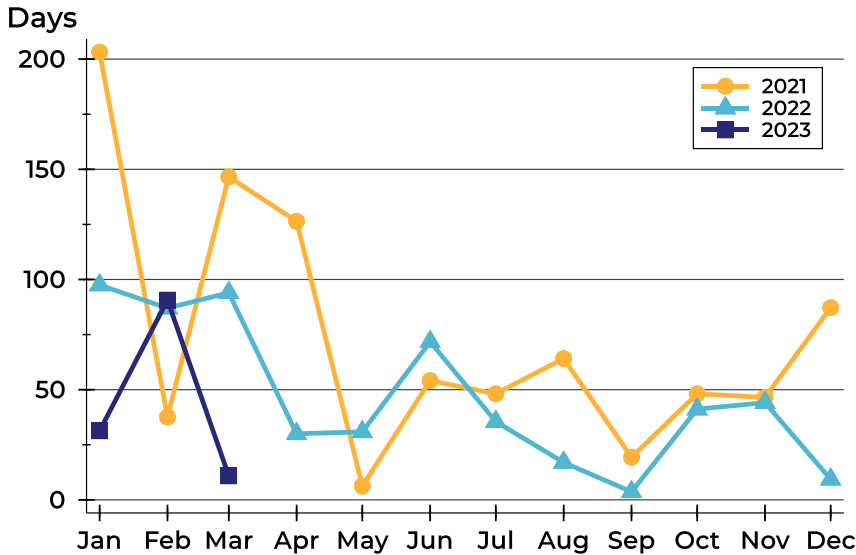


Month	2021	2022	2023
January	120,000	82,250	105,563
February	90,000	234,000	143,750
March	26,000	165,000	113,750
April	74,500	118,250	
May	162,000	185,000	
June	126,000	149,500	
July	160,000	161,750	
August	152,000	225,000	
September	107,500	135,000	
October	169,500	115,750	
November	141,500	175,000	
December	217,500	103,516	



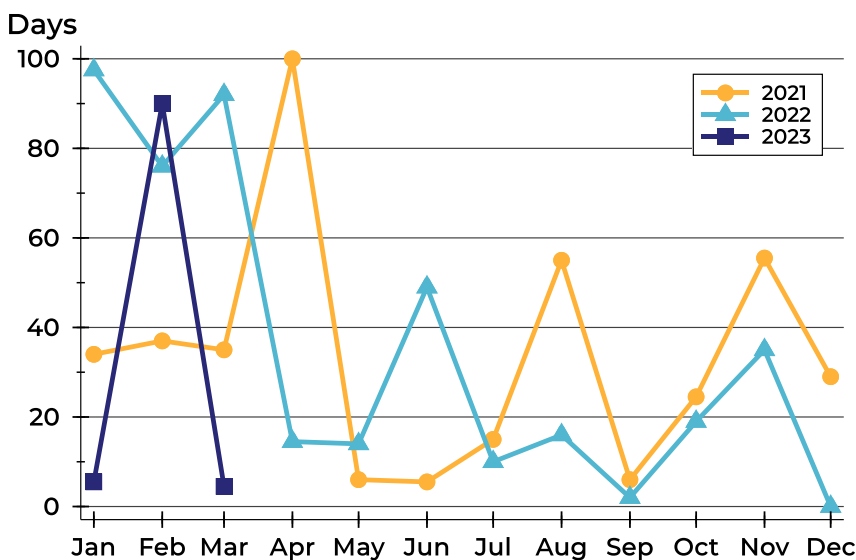
Coffey County Closed Listings Analysis

Average DOM



Month	2021	2022	2023
January	203	98	31
February	38	87	91
March	147	94	11
April	126	30	
May	6	31	
June	54	72	
July	48	36	
August	64	17	
September	19	4	
October	48	41	
November	47	44	
December	87	9	

Median DOM



Month	2021	2022	2023
January	34	98	6
February	37	76	90
March	35	92	5
April	100	15	
May	6	14	
June	6	49	
July	15	10	
August	55	16	
September	6	2	
October	25	19	
November	56	35	
December	29	N/A	



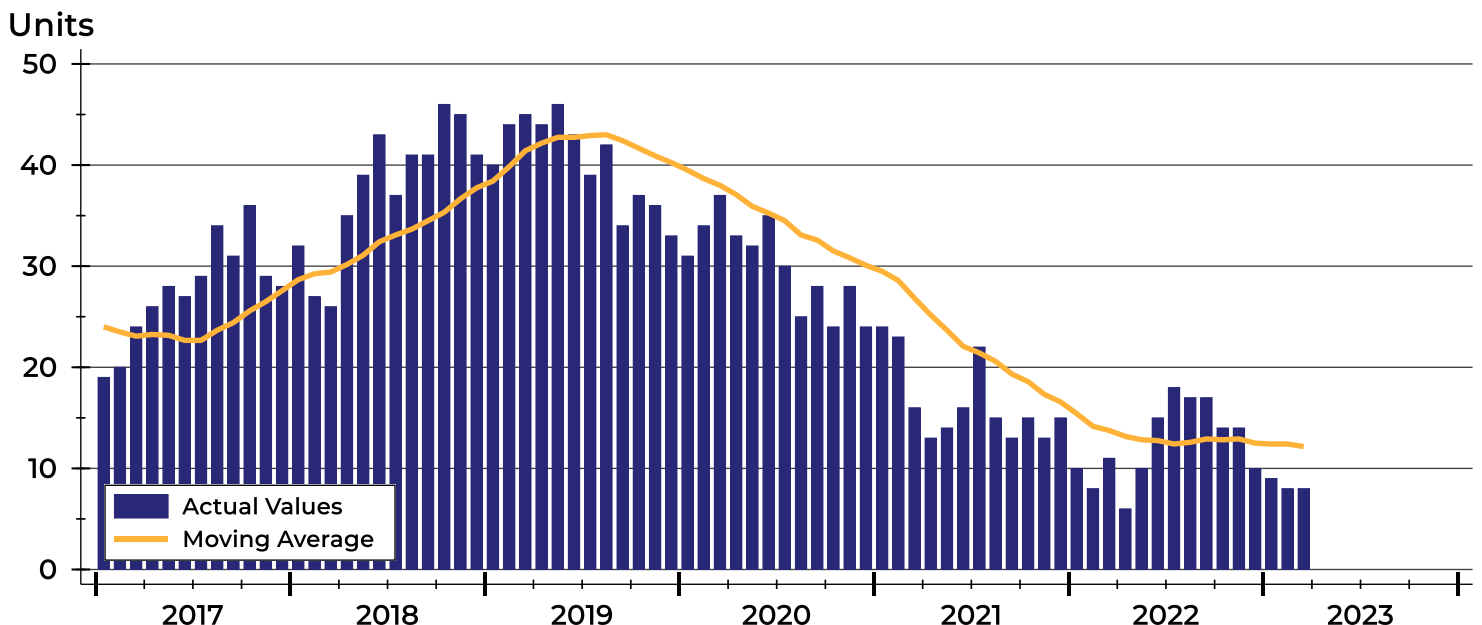
Coffey County Active Listings Analysis

Summary Statistics for Active Listings		2023	End of March 2022	Change
Active Listings		8	11	-27.3%
Volume (1,000s)		1,745	1,723	1.3%
Months' Supply		1.5	1.7	-11.8%
Average	List Price	218,113	156,627	39.3%
	Days on Market	63	100	-37.0%
	Percent of Original	94.9%	96.2%	-1.4%
Median	List Price	229,000	175,000	30.9%
	Days on Market	36	51	-29.4%
	Percent of Original	100.0%	100.0%	0.0%

A total of 8 homes were available for sale in Coffey County at the end of March. This represents a 1.5 months' supply of active listings.

The median list price of homes on the market at the end of March was \$229,000, up 30.9% from 2022. The typical time on market for active listings was 36 days, down from 51 days a year earlier.

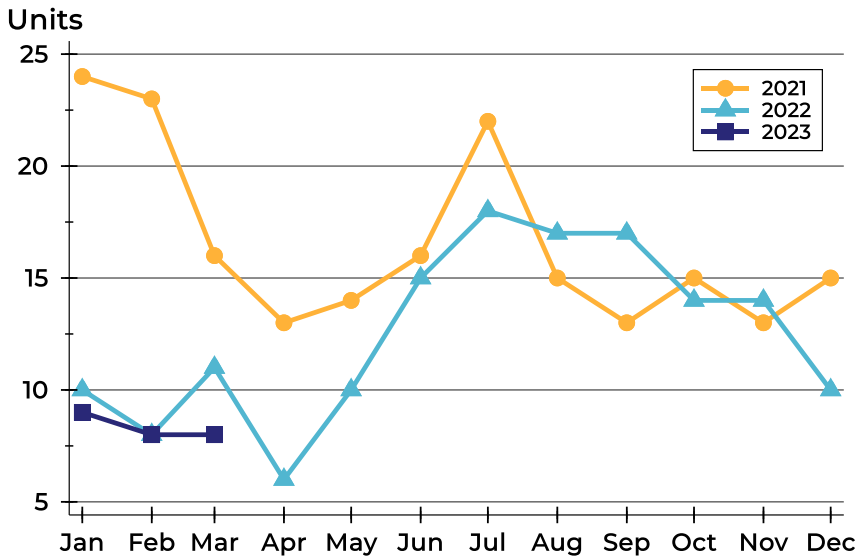
History of Active Listings





Coffey County Active Listings Analysis

Active Listings by Month



Month	2021	2022	2023
January	24	10	9
February	23	8	8
March	16	11	8
April	13	6	
May	14	10	
June	16	15	
July	22	18	
August	15	17	
September	13	17	
October	15	14	
November	13	14	
December	15	10	

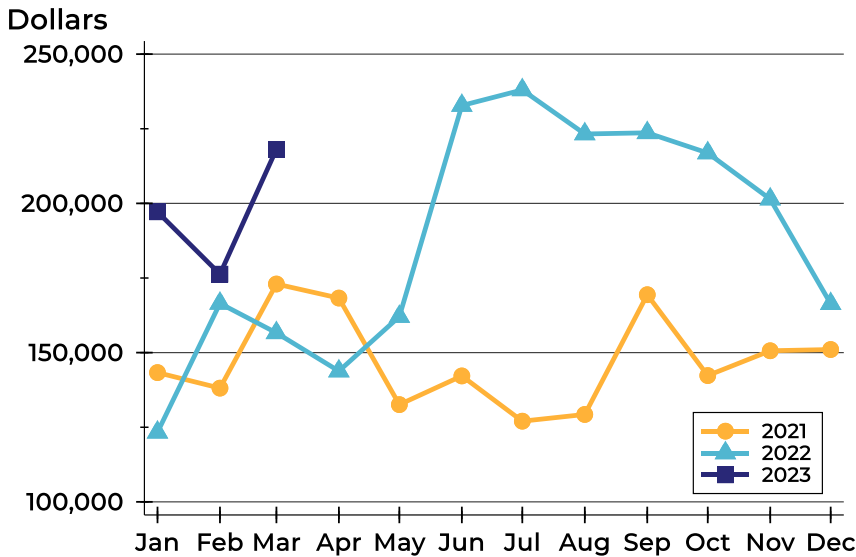
Active Listings by Price Range

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	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$50,000-\$99,999	2	25.0%	1.7	50,000	50,000	80	80	100.0%	100.0%
\$100,000-\$124,999	0	0.0%	0.0	N/A	N/A	N/A	N/A	N/A	N/A
\$125,000-\$149,999	0	0.0%	0.0	N/A	N/A	N/A	N/A	N/A	N/A
\$150,000-\$174,999	1	12.5%	2.4	150,000	150,000	24	24	100.0%	100.0%
\$175,000-\$199,999	0	0.0%	0.0	N/A	N/A	N/A	N/A	N/A	N/A
\$200,000-\$249,999	2	25.0%	N/A	229,000	229,000	67	67	94.9%	94.9%
\$250,000-\$299,999	1	12.5%	3.0	299,900	299,900	171	171	92.3%	92.3%
\$300,000-\$399,999	2	25.0%	N/A	368,500	368,500	7	7	88.4%	88.4%
\$400,000-\$499,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$500,000-\$749,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$750,000-\$999,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A



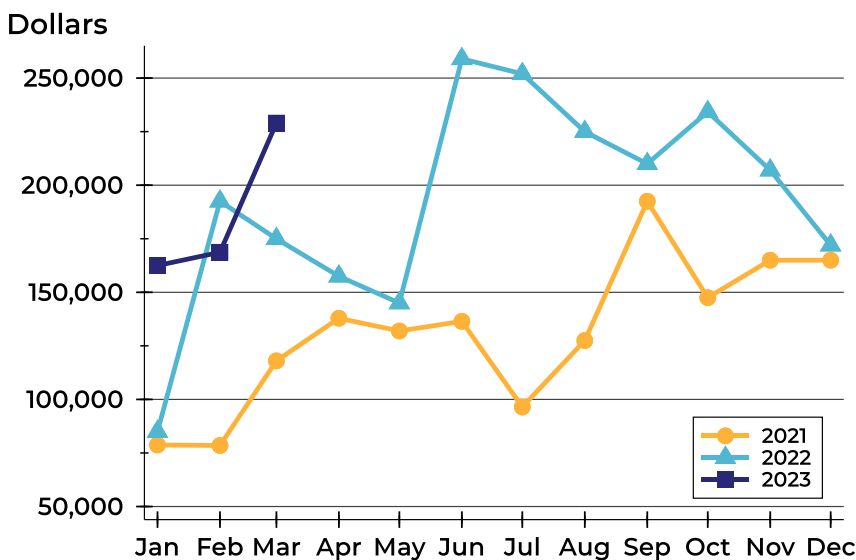
Coffey County Active Listings Analysis

Average Price



Month	2021	2022	2023
January	143,315	123,309	197,167
February	138,107	166,488	176,300
March	172,984	156,627	218,113
April	168,285	143,817	
May	132,582	162,080	
June	142,197	232,787	
July	127,036	238,017	
August	129,293	223,253	
September	169,400	223,641	
October	142,313	216,886	
November	150,630	201,421	
December	151,046	166,380	

Median Price

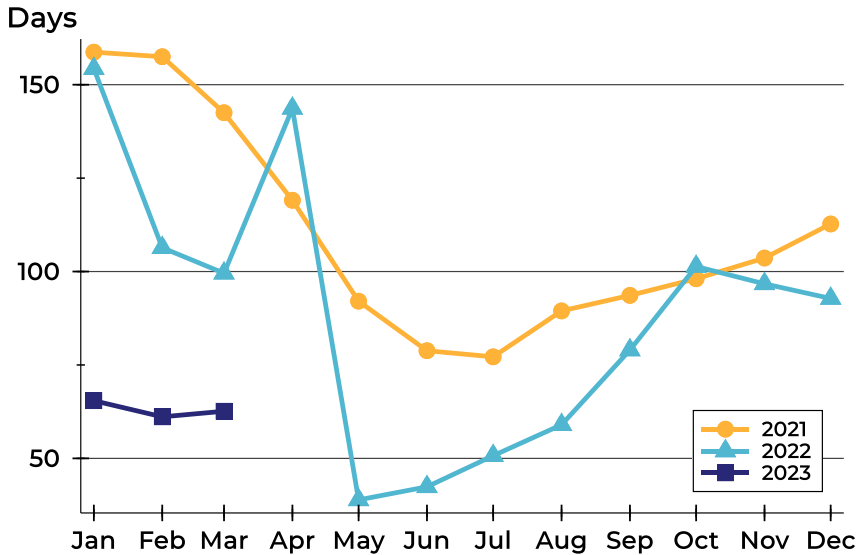


Month	2021	2022	2023
January	78,750	84,950	162,500
February	78,500	192,500	168,700
March	118,000	175,000	229,000
April	137,900	157,500	
May	131,950	145,000	
June	136,450	259,000	
July	96,500	252,000	
August	127,500	225,000	
September	192,500	210,000	
October	147,500	234,250	
November	165,000	207,000	
December	165,000	172,000	



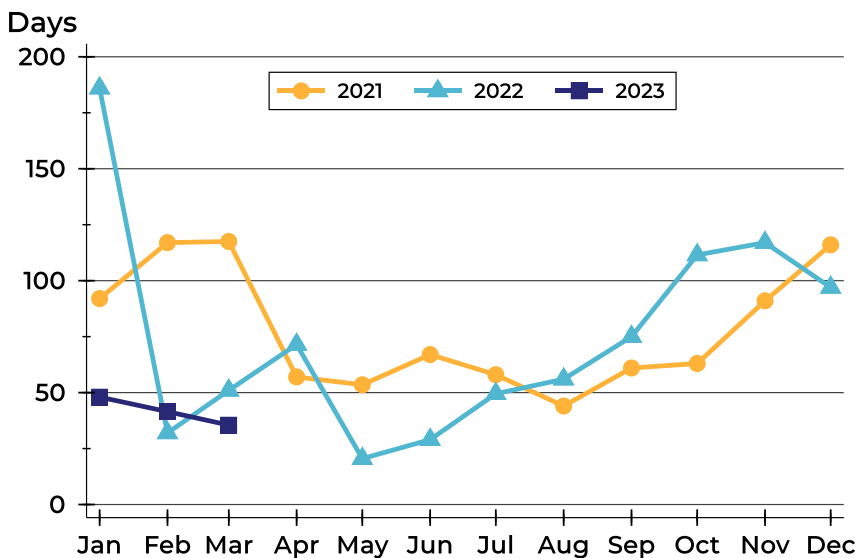
Coffey County Active Listings Analysis

Average DOM



Month	2021	2022	2023
January	159	154	65
February	157	106	61
March	143	100	63
April	119	144	
May	92	39	
June	79	42	
July	77	51	
August	89	59	
September	94	79	
October	98	101	
November	104	97	
December	113	93	

Median DOM

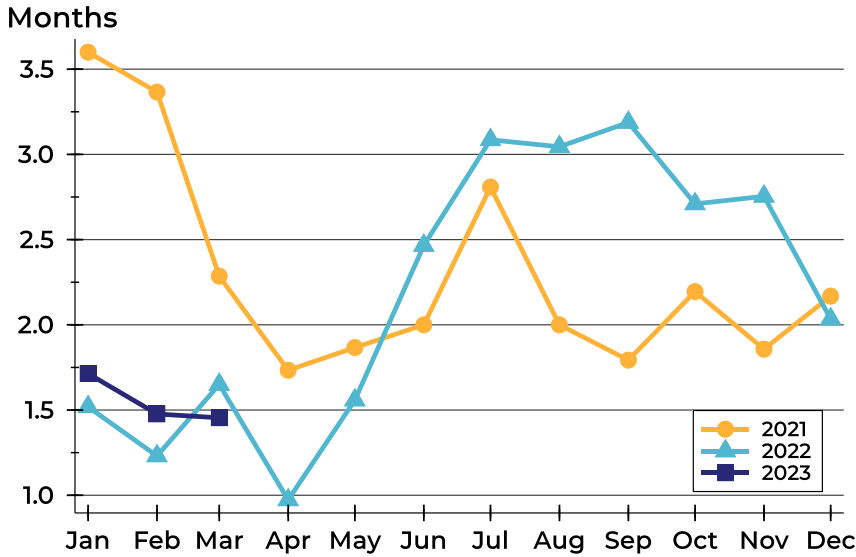


Month	2021	2022	2023
January	92	186	48
February	117	32	42
March	118	51	36
April	57	72	
May	54	21	
June	67	29	
July	58	50	
August	44	56	
September	61	75	
October	63	112	
November	91	117	
December	116	97	



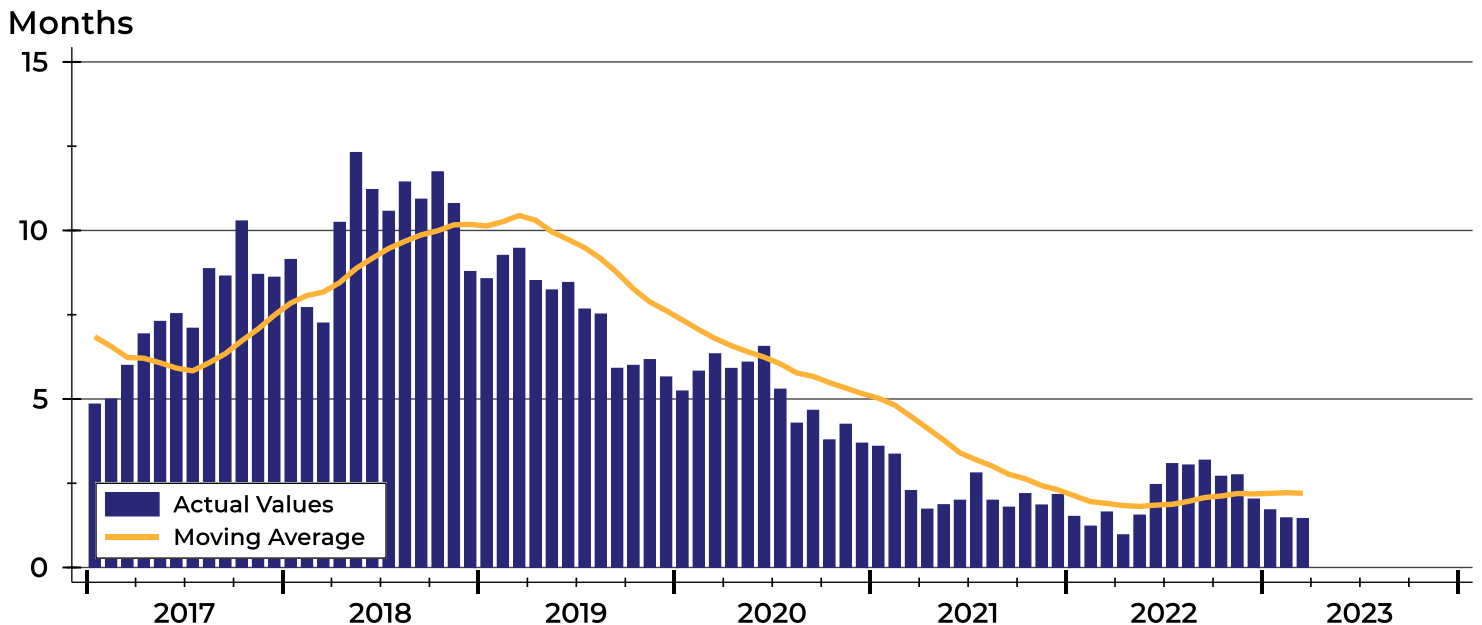
Coffey County Months' Supply Analysis

Months' Supply by Month



Month	2021	2022	2023
January	3.6	1.5	1.7
February	3.4	1.2	1.5
March	2.3	1.7	1.5
April	1.7	1.0	
May	1.9	1.6	
June	2.0	2.5	
July	2.8	3.1	
August	2.0	3.0	
September	1.8	3.2	
October	2.2	2.7	
November	1.9	2.8	
December	2.2	2.0	

History of Month's Supply





Coffey County New Listings Analysis

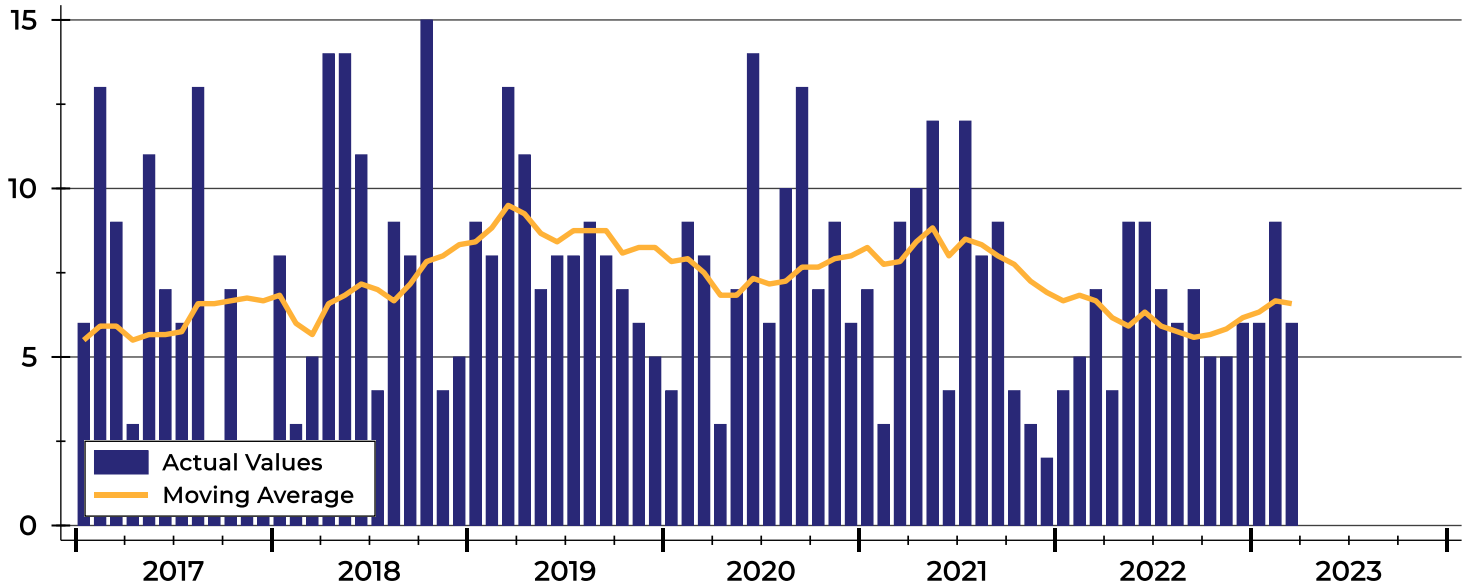
Summary Statistics for New Listings		2023	March 2022	Change
Current Month	New Listings	6	7	-14.3%
	Volume (1,000s)	1,292	1,054	22.6%
	Average List Price	215,333	150,557	43.0%
	Median List Price	210,000	170,000	23.5%
Year-to-Date	New Listings	21	16	31.3%
	Volume (1,000s)	3,598	2,953	21.8%
	Average List Price	171,324	184,550	-7.2%
	Median List Price	145,000	177,000	-18.1%

A total of 6 new listings were added in Coffey County during March, down 14.3% from the same month in 2022. Year-to-date Coffey County has seen 21 new listings.

The median list price of these homes was \$210,000 up from \$170,000 in 2022.

History of New Listings

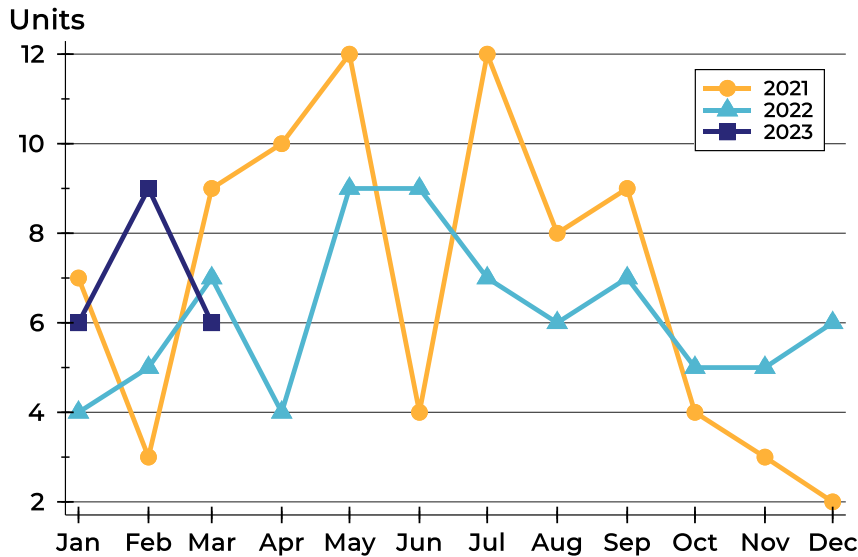
Units





Coffey County New Listings Analysis

New Listings by Month



Month	2021	2022	2023
January	7	4	6
February	3	5	9
March	9	7	6
April	10	4	
May	12	9	
June	4	9	
July	12	7	
August	8	6	
September	9	7	
October	4	5	
November	3	5	
December	2	6	

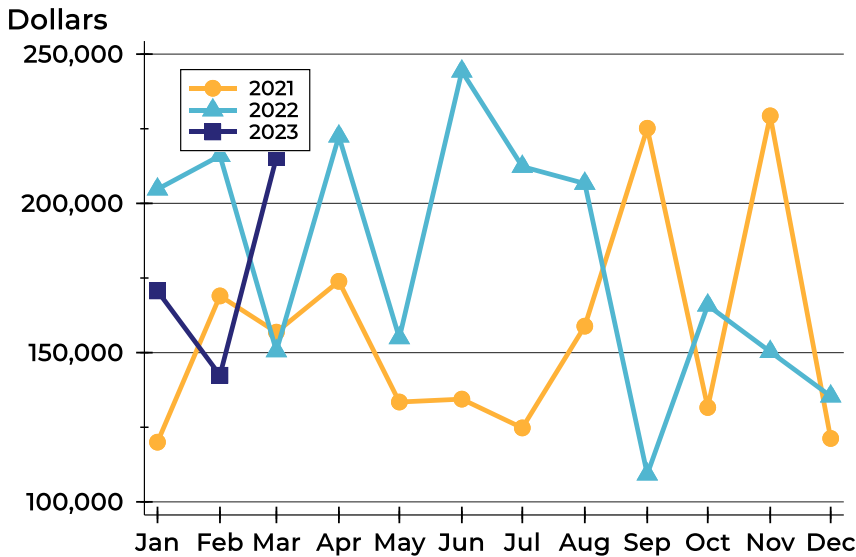
New Listings by Price Range

Price Range	New Listings		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$25,000-\$49,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$50,000-\$99,999	2	33.3%	67,500	67,500	6	6	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	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$150,000-\$174,999	1	16.7%	150,000	150,000	31	31	100.0%	100.0%
\$175,000-\$199,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$200,000-\$249,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$250,000-\$299,999	1	16.7%	270,000	270,000	6	6	100.0%	100.0%
\$300,000-\$399,999	2	33.3%	368,500	368,500	11	11	88.4%	88.4%
\$400,000-\$499,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$500,000-\$749,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$750,000-\$999,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



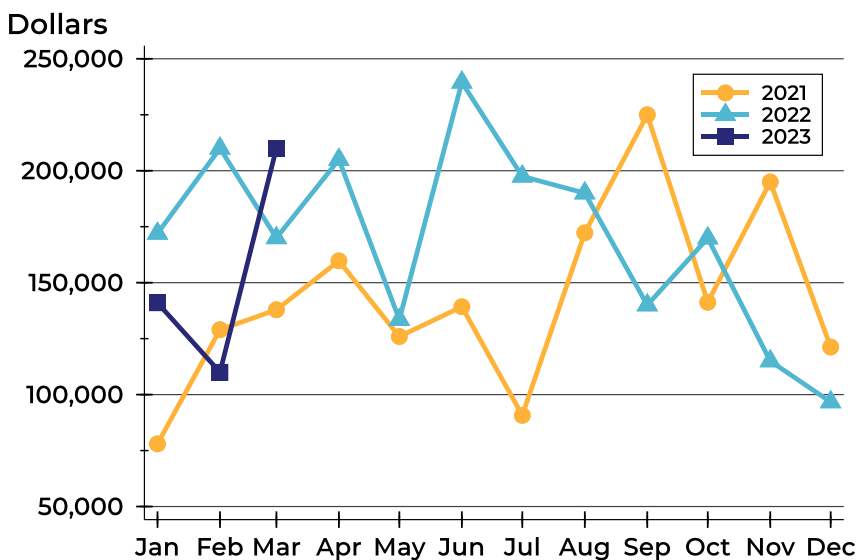
Coffey County New Listings Analysis

Average Price



Month	2021	2022	2023
January	120,000	204,750	170,667
February	169,000	215,980	142,422
March	156,856	150,557	215,333
April	173,890	222,500	
May	133,450	154,922	
June	134,425	244,256	
July	124,783	212,343	
August	158,875	206,650	
September	225,167	109,257	
October	131,625	165,860	
November	229,333	150,300	
December	121,250	135,400	

Median Price



Month	2021	2022	2023
January	78,000	172,000	141,000
February	129,000	210,000	110,000
March	137,900	170,000	210,000
April	159,750	205,000	
May	125,950	133,500	
June	139,250	239,500	
July	90,750	197,500	
August	172,250	190,000	
September	225,000	140,000	
October	141,250	169,900	
November	195,000	115,000	
December	121,250	96,700	



Coffey County Contracts Written Analysis

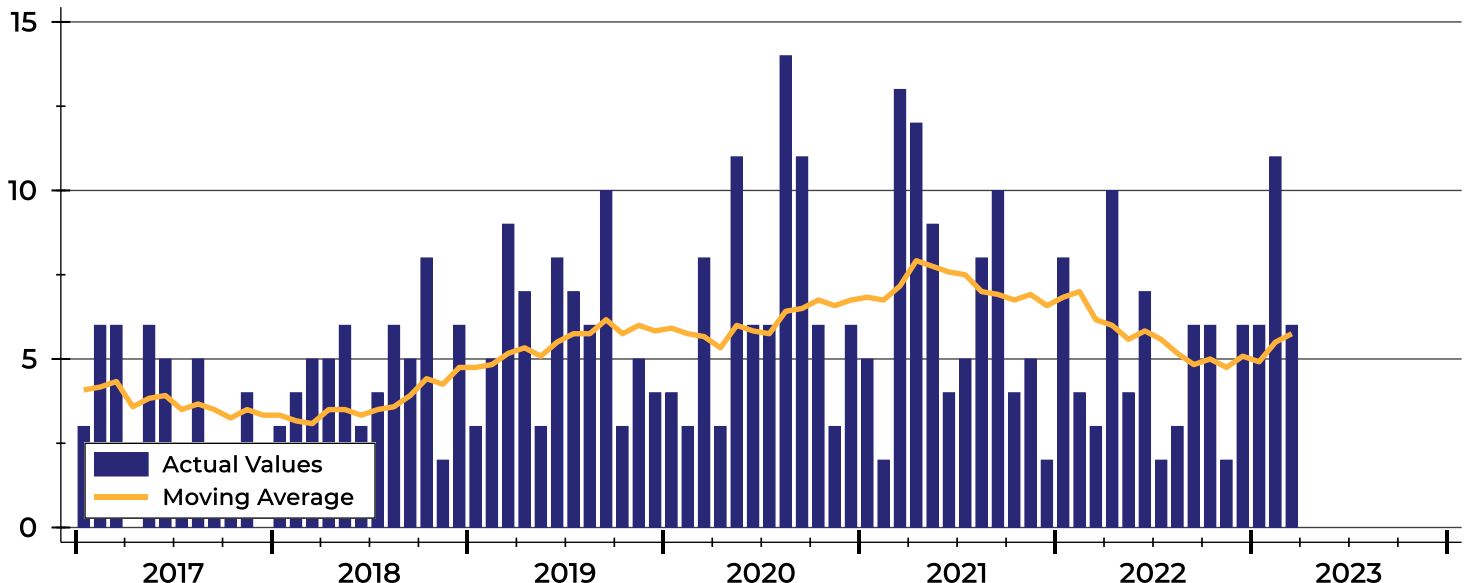
Summary Statistics for Contracts Written		2023	March 2022	Change	2023	Year-to-Date 2022	Change
Contracts Written		6	3	100.0%	23	15	53.3%
Volume (1,000s)		892	414	115.5%	3,398	2,427	40.0%
Average	Sale Price	148,733	137,833	7.9%	147,748	161,826	-8.7%
	Days on Market	35	14	150.0%	46	77	-40.3%
	Percent of Original	95.5%	103.3%	-7.6%	94.6%	96.6%	-2.1%
Median	Sale Price	136,250	130,000	4.8%	137,000	165,000	-17.0%
	Days on Market	17	12	41.7%	10	68	-85.3%
	Percent of Original	100.0%	102.7%	-2.6%	94.8%	98.8%	-4.0%

A total of 6 contracts for sale were written in Coffey County during the month of March, up from 3 in 2022. The median list price of these homes was \$136,250, up from \$130,000 the prior year.

Half of the homes that went under contract in March were on the market less than 17 days, compared to 12 days in March 2022.

History of Contracts Written

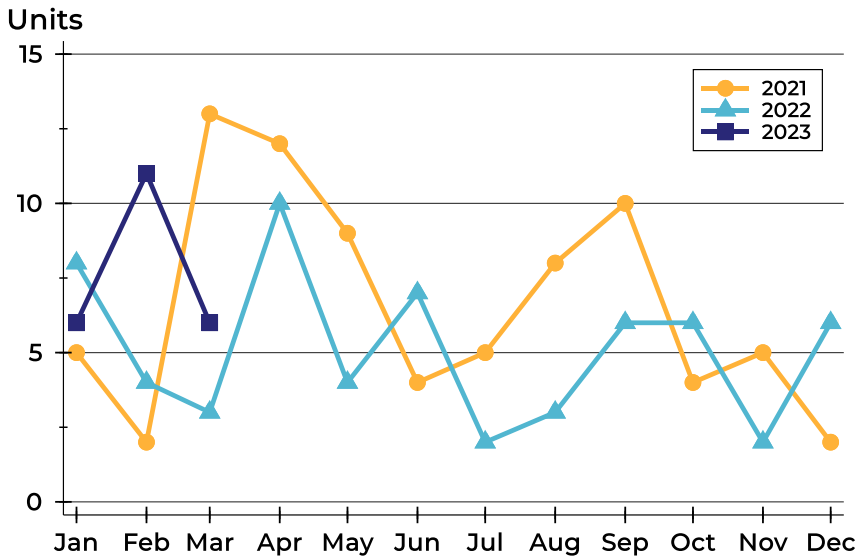
Units





Coffey County Contracts Written Analysis

Contracts Written by Month



Month	2021	2022	2023
January	5	8	6
February	2	4	11
March	13	3	6
April	12	10	
May	9	4	
June	4	7	
July	5	2	
August	8	3	
September	10	6	
October	4	6	
November	5	2	
December	2	6	

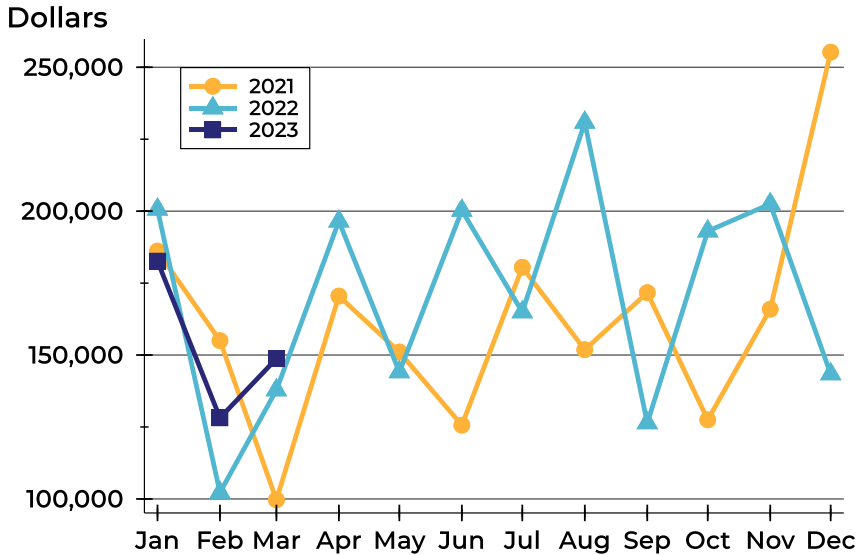
Contracts Written by Price Range

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	2	33.3%	90,000	90,000	7	7	100.0%	100.0%
\$100,000-\$124,999	1	16.7%	110,000	110,000	42	42	84.6%	84.6%
\$125,000-\$149,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$150,000-\$174,999	2	33.3%	166,200	166,200	75	75	94.1%	94.1%
\$175,000-\$199,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$200,000-\$249,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$250,000-\$299,999	1	16.7%	270,000	270,000	6	6	100.0%	100.0%
\$300,000-\$399,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$400,000-\$499,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$500,000-\$749,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$750,000-\$999,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



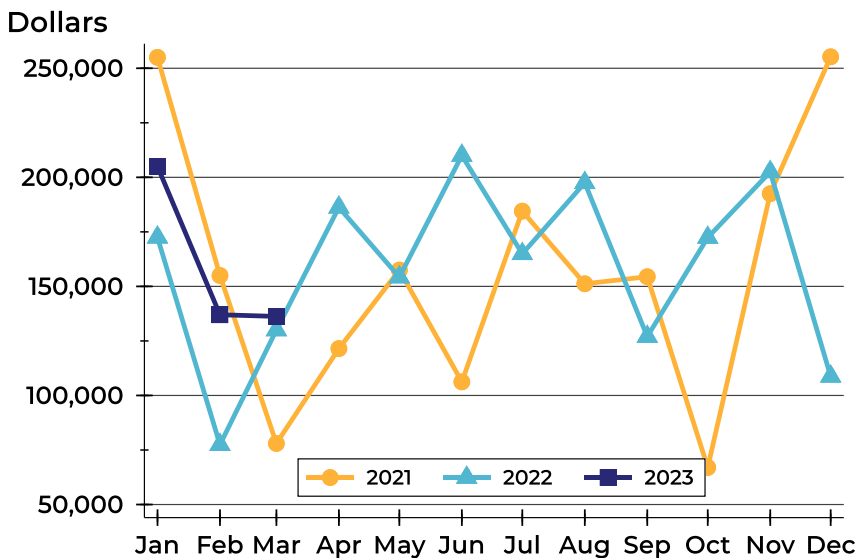
Coffey County Contracts Written Analysis

Average Price



Month	2021	2022	2023
January	186,130	200,625	182,650
February	155,000	102,223	128,173
March	99,677	137,833	148,733
April	170,500	196,490	
May	151,056	144,125	
June	125,625	200,243	
July	180,500	164,950	
August	151,863	230,833	
September	171,690	126,400	
October	127,500	193,050	
November	165,940	202,500	
December	255,250	143,417	

Median Price

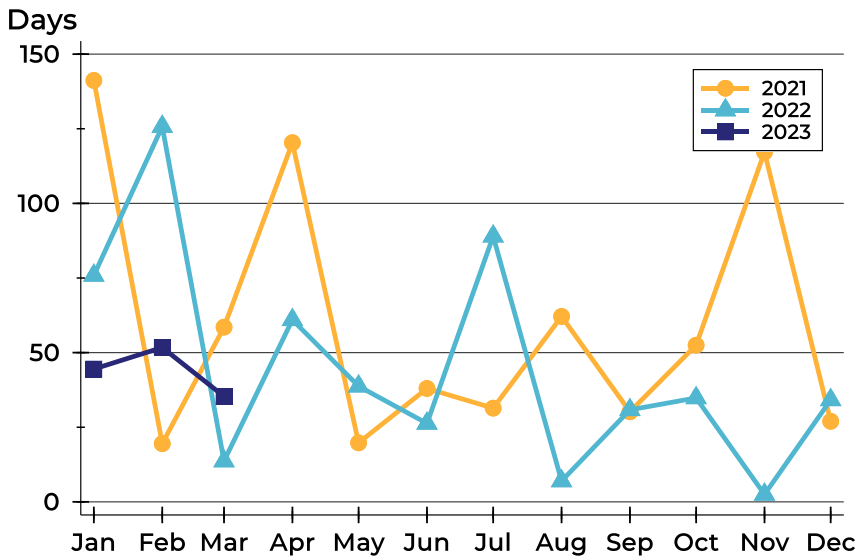


Month	2021	2022	2023
January	255,000	172,500	205,000
February	155,000	77,450	137,000
March	78,000	130,000	136,250
April	121,500	186,250	
May	157,500	154,250	
June	106,250	210,000	
July	184,500	164,950	
August	151,200	197,500	
September	154,450	127,000	
October	67,000	172,400	
November	192,500	202,500	
December	255,250	108,750	



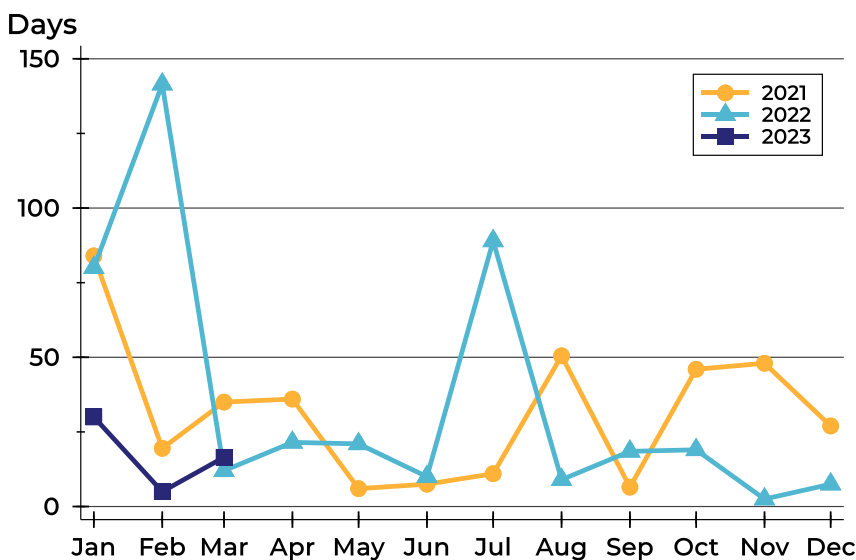
Coffey County Contracts Written Analysis

Average DOM



Month	2021	2022	2023
January	141	76	45
February	20	126	52
March	59	14	35
April	120	61	
May	20	39	
June	38	26	
July	31	89	
August	62	7	
September	30	31	
October	53	35	
November	117	3	
December	27	34	

Median DOM



Month	2021	2022	2023
January	84	80	30
February	20	142	5
March	35	12	17
April	36	22	
May	6	21	
June	8	10	
July	11	89	
August	51	9	
September	7	19	
October	46	19	
November	48	3	
December	27	8	



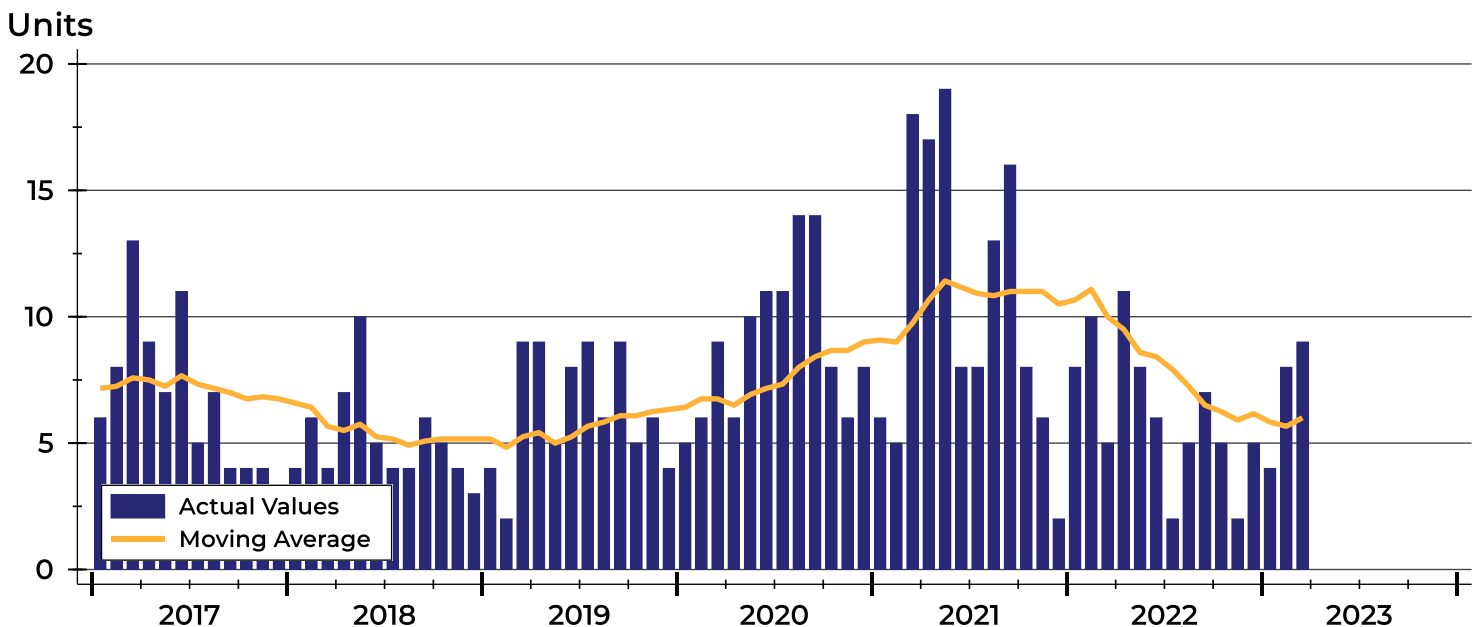
Coffey County Pending Contracts Analysis

Summary Statistics for Pending Contracts		2023	End of March 2022	Change
Pending Contracts		9	5	80.0%
Volume (1,000s)		1,551	823	88.5%
Average	List Price	172,378	164,680	4.7%
	Days on Market	50	34	47.1%
	Percent of Original	96.0%	100.0%	-4.0%
Median	List Price	162,500	184,000	-11.7%
	Days on Market	23	25	-8.0%
	Percent of Original	100.0%	100.0%	0.0%

A total of 9 listings in Coffey County had contracts pending at the end of March, up from 5 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.

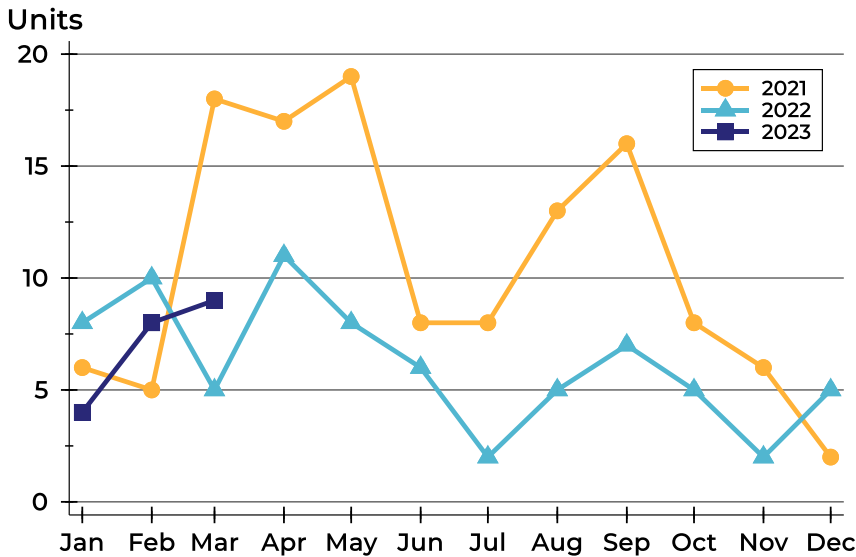
History of Pending Contracts





Coffey County Pending Contracts Analysis

Pending Contracts by Month



Month	2021	2022	2023
January	6	8	4
February	5	10	8
March	18	5	9
April	17	11	
May	19	8	
June	8	6	
July	8	2	
August	13	5	
September	16	7	
October	8	5	
November	6	2	
December	2	5	

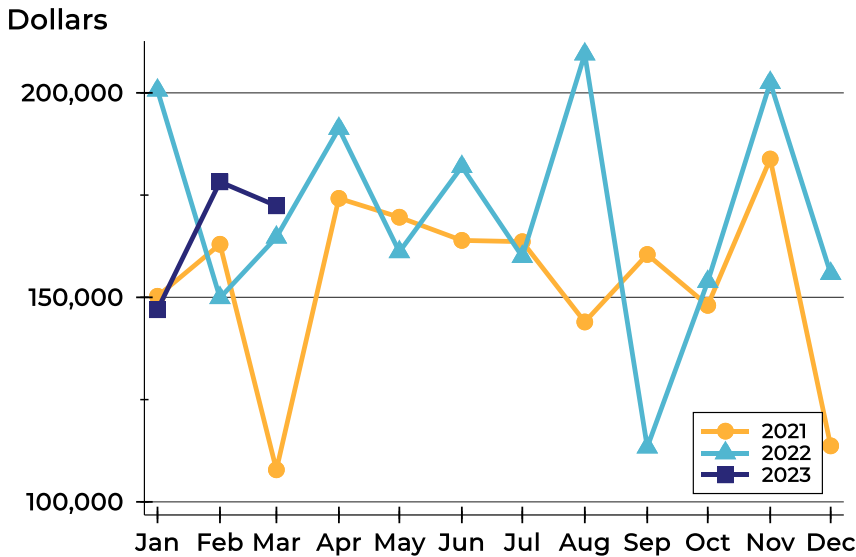
Pending Contracts by Price Range

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	2	22.2%	90,000	90,000	7	7	100.0%	100.0%
\$100,000-\$124,999	1	11.1%	110,000	110,000	42	42	84.6%	84.6%
\$125,000-\$149,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$150,000-\$174,999	3	33.3%	162,467	162,500	116	127	95.3%	93.9%
\$175,000-\$199,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$200,000-\$249,999	1	11.1%	229,000	229,000	0	0	100.0%	100.0%
\$250,000-\$299,999	2	22.2%	272,500	272,500	23	23	96.6%	96.6%
\$300,000-\$399,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$400,000-\$499,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$500,000-\$749,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$750,000-\$999,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



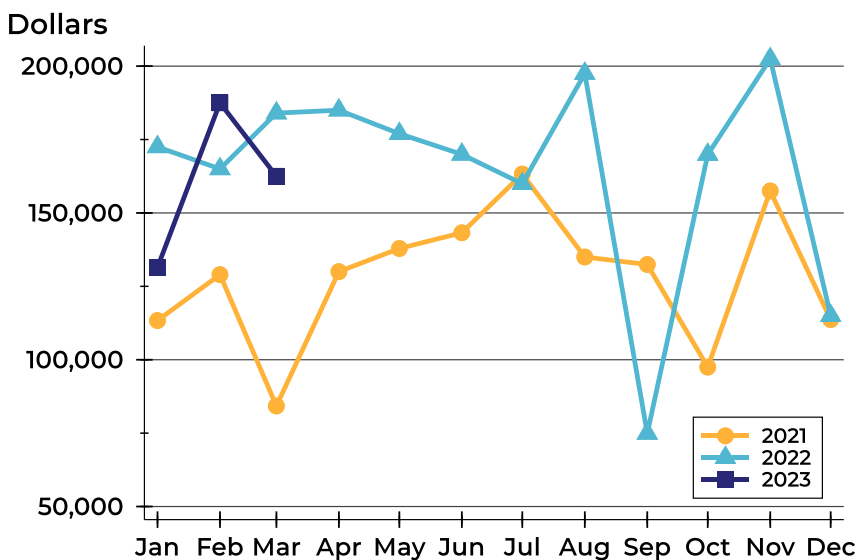
Coffey County Pending Contracts Analysis

Average Price



Month	2021	2022	2023
January	150,267	200,625	146,975
February	162,980	149,889	178,238
March	107,844	164,680	172,378
April	174,200	191,264	
May	169,595	161,113	
June	163,925	181,950	
July	163,613	159,950	
August	143,985	209,460	
September	160,488	113,371	
October	148,050	153,840	
November	183,817	202,500	
December	113,700	155,800	

Median Price

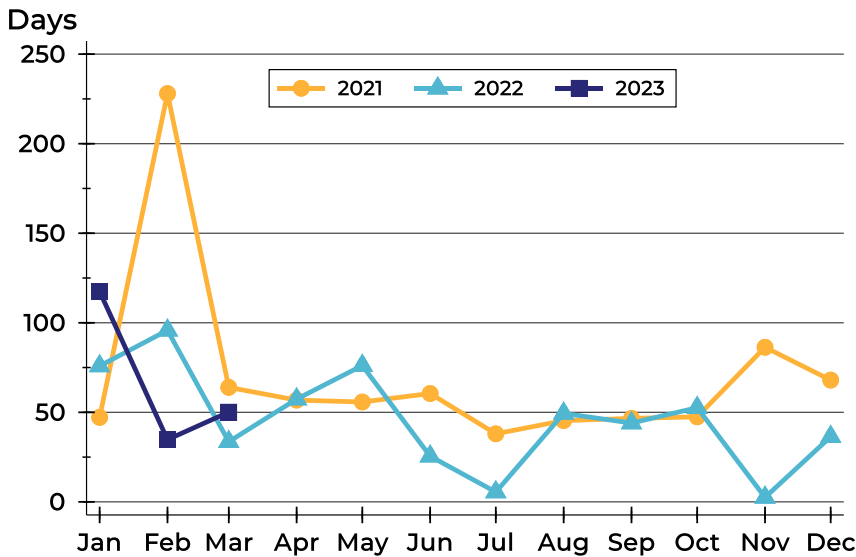


Month	2021	2022	2023
January	113,350	172,500	131,450
February	129,000	165,000	187,500
March	84,250	184,000	162,500
April	130,000	185,000	
May	137,900	177,000	
June	143,250	169,950	
July	163,250	159,950	
August	135,000	197,500	
September	132,450	74,900	
October	97,500	169,900	
November	157,500	202,500	
December	113,700	115,000	



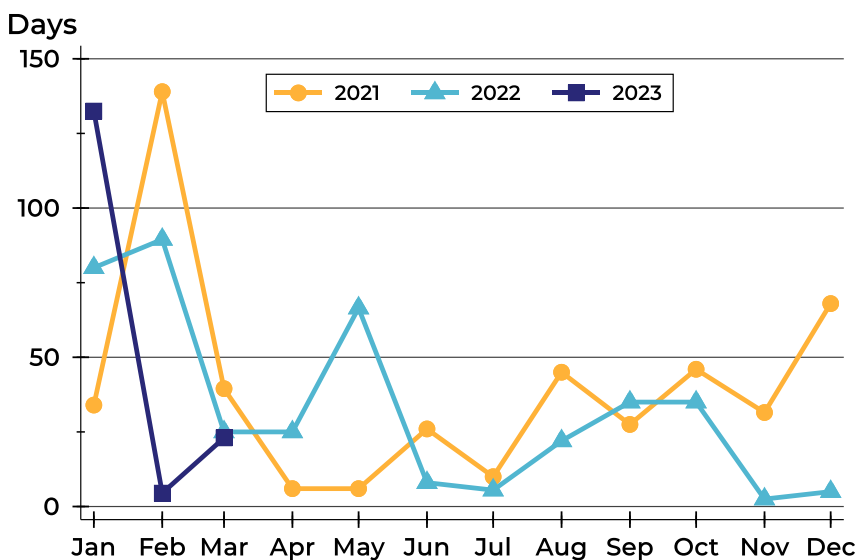
Coffey County Pending Contracts Analysis

Average DOM



Month	2021	2022	2023
January	47	76	118
February	228	96	35
March	64	34	50
April	57	57	
May	56	76	
June	61	26	
July	38	6	
August	45	49	
September	47	44	
October	48	53	
November	86	3	
December	68	36	

Median DOM



Month	2021	2022	2023
January	34	80	133
February	139	90	5
March	40	25	23
April	6	25	
May	6	67	
June	26	8	
July	10	6	
August	45	22	
September	28	35	
October	46	35	
November	32	3	
December	68	5	



**March
2023**

Sunflower MLS Statistics



Douglas County Housing Report



Market Overview

Douglas County Home Sales Rose in March

Total home sales in Douglas County rose by 20.0% last month to 12 units, compared to 10 units in March 2022. Total sales volume was \$4.6 million, up 51.2% from a year earlier.

The median sale price in March was \$283,000, up from \$267,648 a year earlier. Homes that sold in March were typically on the market for 29 days and sold for 96.6% of their list prices.

Douglas County Active Listings Up at End of March

The total number of active listings in Douglas County at the end of March was 14 units, up from 11 at the same point in 2022. This represents a 1.0 months' supply of homes available for sale. The median list price of homes on the market at the end of March was \$487,450.

During March, a total of 10 contracts were written down from 16 in March 2022. At the end of the month, there were 10 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



Douglas County Summary Statistics

March MLS Statistics Three-year History		Current Month			Year-to-Date			
		2023	2022	2021	2023	2022	2021	
Home Sales		12	10	10	30	24	19	
	Change from prior year	20.0%	0.0%	-41.2%	25.0%	26.3%	-54.8%	
Active Listings		14	11	9	N/A	N/A	N/A	
	Change from prior year	27.3%	22.2%	-69.0%				
Months' Supply		1.0	0.7	0.6	N/A	N/A	N/A	
	Change from prior year	42.9%	16.7%	-68.4%				
New Listings		13	23	21	33	39	42	
	Change from prior year	-43.5%	9.5%	-8.7%	-15.4%	-7.1%	-25.0%	
Contracts Written		10	16	18	27	35	39	
	Change from prior year	-37.5%	-11.1%	-10.0%	-22.9%	-10.3%	-20.4%	
Pending Contracts		10	16	20	N/A	N/A	N/A	
	Change from prior year	-37.5%	-20.0%	-4.8%				
Sales Volume (1,000s)		4,577	3,026	3,817	10,172	7,070	5,901	
	Change from prior year	51.3%	-20.7%	-19.0%	43.9%	19.8%	-46.2%	
Average	Sale Price	381,375	302,610	381,740	339,067	294,587	310,568	
		Change from prior year	26.0%	-20.7%	37.7%	15.1%	-5.1%	18.9%
	List Price of Actives	617,400	554,341	270,078	N/A	N/A	N/A	
		Change from prior year	11.4%	105.3%	-27.1%			
	Days on Market	57	23	32	39	27	25	
	Change from prior year	147.8%	-28.1%	-59.5%	44.4%	8.0%	-67.5%	
	Percent of List	96.2%	102.5%	98.9%	96.0%	100.6%	100.2%	
	Change from prior year	-6.1%	3.6%	0.3%	-4.6%	0.4%	1.5%	
	Percent of Original	94.6%	101.8%	98.9%	94.5%	99.9%	100.1%	
	Change from prior year	-7.1%	2.9%	2.1%	-5.4%	-0.2%	4.1%	
Median	Sale Price	283,000	267,648	326,000	291,500	276,798	280,000	
		Change from prior year	5.7%	-17.9%	17.7%	5.3%	-1.1%	25.4%
	List Price of Actives	487,450	559,000	255,000	N/A	N/A	N/A	
		Change from prior year	-12.8%	119.2%	-34.6%			
	Days on Market	29	6	4	11	8	4	
	Change from prior year	383.3%	50.0%	-71.4%	37.5%	100.0%	-89.7%	
	Percent of List	96.6%	103.4%	100.0%	96.4%	100.0%	100.0%	
	Change from prior year	-6.6%	3.4%	0.3%	-3.6%	0.0%	1.0%	
	Percent of Original	96.2%	103.4%	100.0%	95.4%	100.0%	100.0%	
	Change from prior year	-7.0%	3.4%	2.9%	-4.6%	0.0%	2.9%	

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



Douglas County Closed Listings Analysis

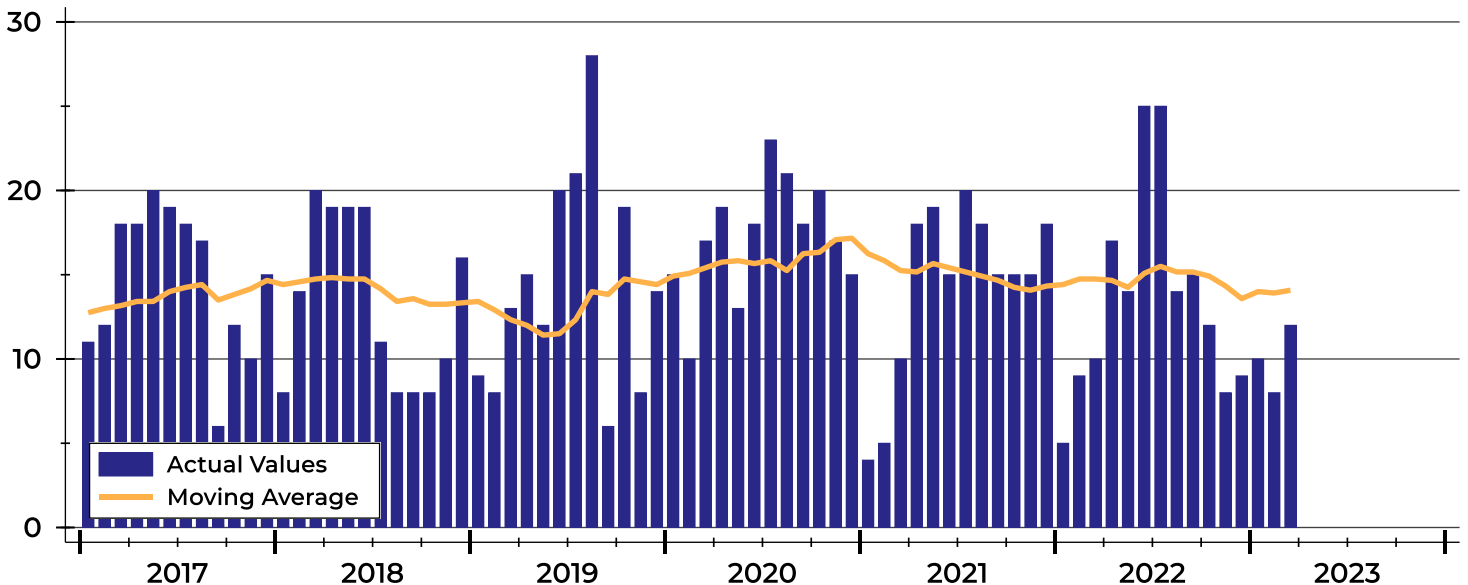
Summary Statistics for Closed Listings		2023	March 2022	Change	2023	Year-to-Date 2022	Change
Closed Listings		12	10	20.0%	30	24	25.0%
Volume (1,000s)		4,577	3,026	51.3%	10,172	7,070	43.9%
Months' Supply		1.0	0.7	42.9%	N/A	N/A	N/A
Average	Sale Price	381,375	302,610	26.0%	339,067	294,587	15.1%
	Days on Market	57	23	147.8%	39	27	44.4%
	Percent of List	96.2%	102.5%	-6.1%	96.0%	100.6%	-4.6%
	Percent of Original	94.6%	101.8%	-7.1%	94.5%	99.9%	-5.4%
Median	Sale Price	283,000	267,648	5.7%	291,500	276,798	5.3%
	Days on Market	29	6	383.3%	11	8	37.5%
	Percent of List	96.6%	103.4%	-6.6%	96.4%	100.0%	-3.6%
	Percent of Original	96.2%	103.4%	-7.0%	95.4%	100.0%	-4.6%

A total of 12 homes sold in Douglas County in March, up from 10 units in March 2022. Total sales volume rose to \$4.6 million compared to \$3.0 million in the previous year.

The median sales price in March was \$283,000, up 5.7% compared to the prior year. Median days on market was 29 days, up from 6 days in February, and up from 6 in March 2022.

History of Closed Listings

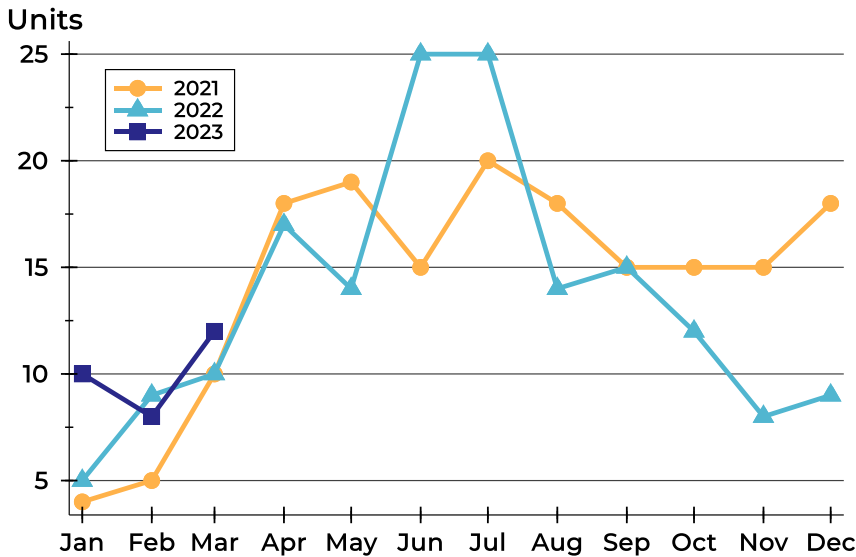
Units





Douglas County Closed Listings Analysis

Closed Listings by Month



Month	2021	2022	2023
January	4	5	10
February	5	9	8
March	10	10	12
April	18	17	
May	19	14	
June	15	25	
July	20	25	
August	18	14	
September	15	15	
October	15	12	
November	15	8	
December	18	9	

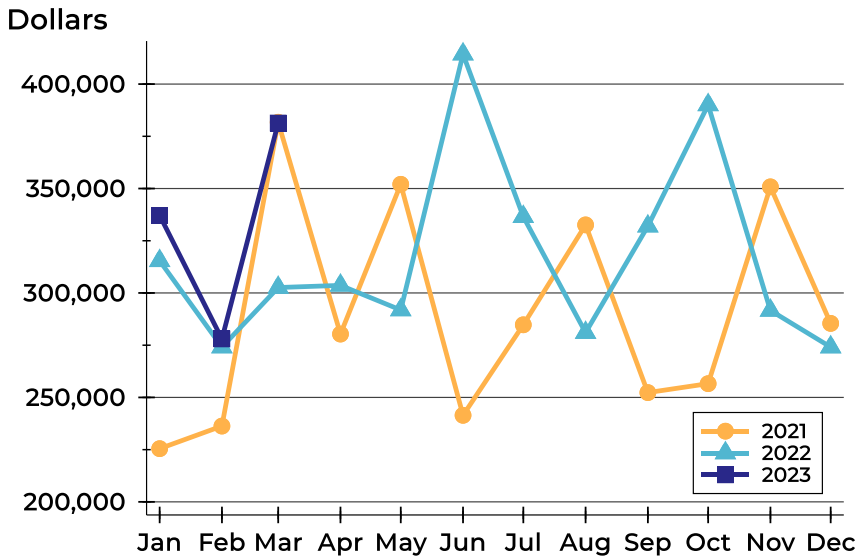
Closed Listings by Price Range

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	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$100,000-\$124,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$125,000-\$149,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$150,000-\$174,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$175,000-\$199,999	2	16.7%	0.0	188,750	188,750	54	54	92.0%	92.0%	92.0%	92.0%
\$200,000-\$249,999	3	25.0%	0.3	207,667	210,000	72	31	94.0%	91.3%	90.8%	87.3%
\$250,000-\$299,999	1	8.3%	0.5	266,000	266,000	13	13	100.4%	100.4%	100.4%	100.4%
\$300,000-\$399,999	1	8.3%	0.7	300,000	300,000	2	2	104.2%	104.2%	104.2%	104.2%
\$400,000-\$499,999	1	8.3%	1.3	410,000	410,000	4	4	98.8%	98.8%	98.8%	98.8%
\$500,000-\$749,999	4	33.3%	1.0	650,000	675,000	85	95	96.2%	97.2%	93.7%	96.2%
\$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



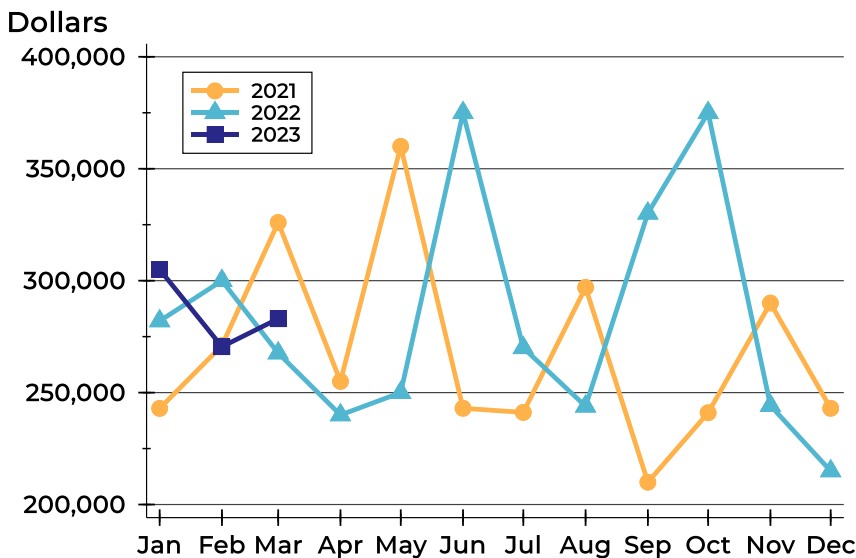
Douglas County Closed Listings Analysis

Average Price



Month	2021	2022	2023
January	225,475	315,400	337,150
February	236,300	274,111	278,000
March	381,740	302,610	381,375
April	280,328	303,650	
May	352,028	291,857	
June	241,440	414,334	
July	284,769	336,523	
August	332,592	281,029	
September	252,320	331,973	
October	256,602	390,042	
November	350,817	291,657	
December	285,444	274,100	

Median Price

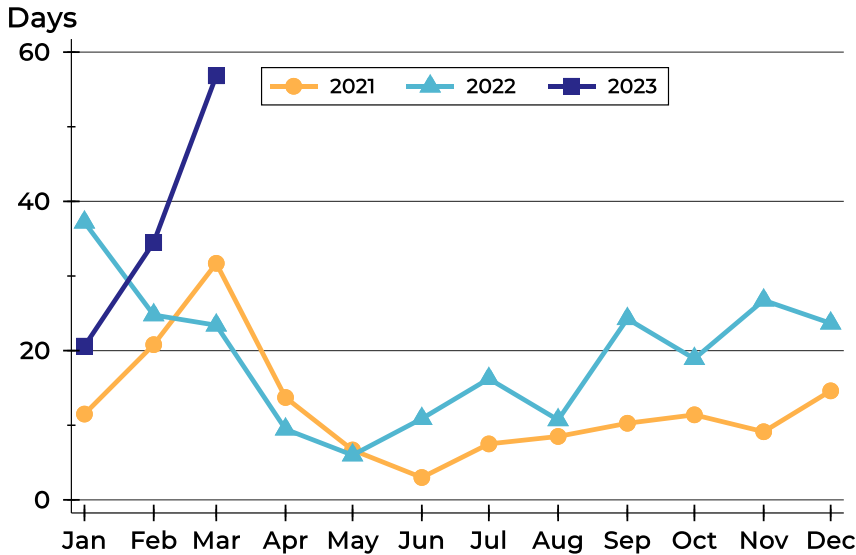


Month	2021	2022	2023
January	242,950	282,000	305,000
February	271,000	300,000	270,500
March	326,000	267,648	283,000
April	255,000	240,000	
May	360,000	250,000	
June	243,000	375,000	
July	241,150	270,000	
August	297,000	243,900	
September	210,000	330,100	
October	241,000	375,000	
November	290,000	244,226	
December	243,000	215,000	



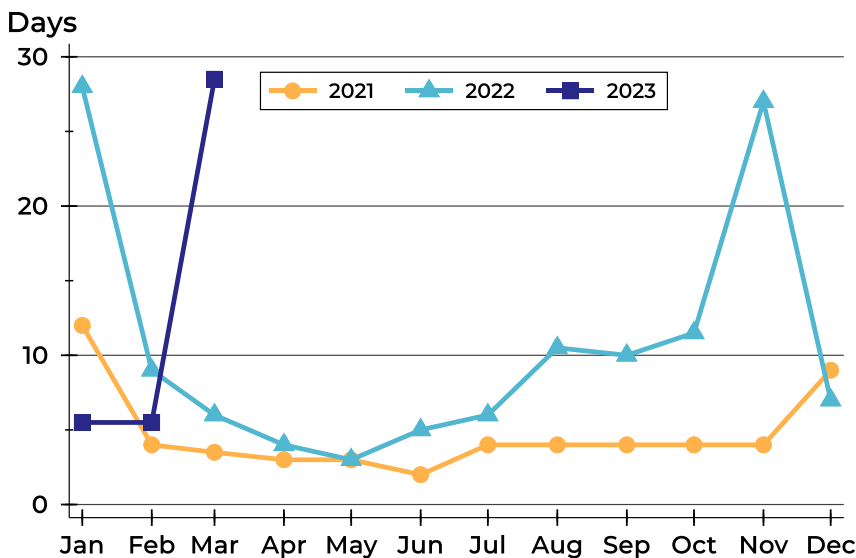
Douglas County Closed Listings Analysis

Average DOM



Month	2021	2022	2023
January	12	37	21
February	21	25	35
March	32	23	57
April	14	9	
May	7	6	
June	3	11	
July	8	16	
August	9	11	
September	10	24	
October	11	19	
November	9	27	
December	15	24	

Median DOM



Month	2021	2022	2023
January	12	28	6
February	4	9	6
March	4	6	29
April	3	4	
May	3	3	
June	2	5	
July	4	6	
August	4	11	
September	4	10	
October	4	12	
November	4	27	
December	9	7	



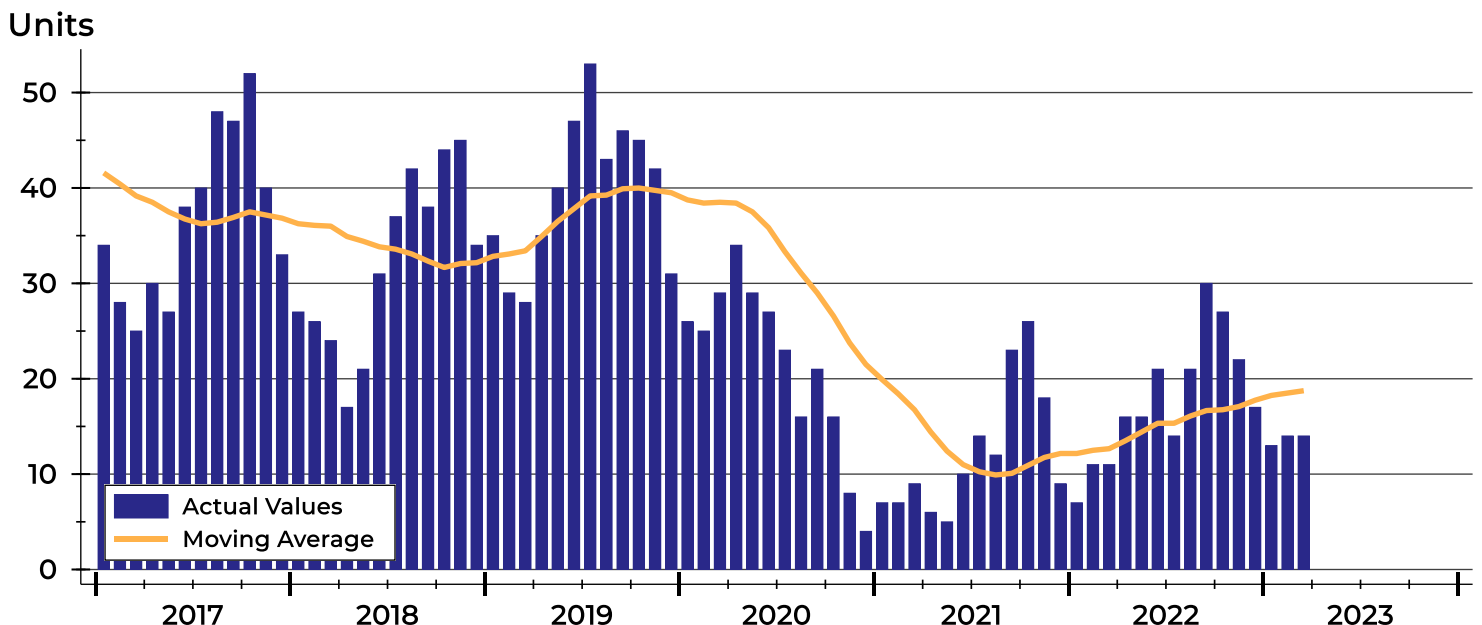
Douglas County Active Listings Analysis

Summary Statistics for Active Listings		2023	End of March 2022	Change
Active Listings		14	11	27.3%
Volume (1,000s)		8,644	6,098	41.8%
Months' Supply		1.0	0.7	42.9%
Average	List Price	617,400	554,341	11.4%
	Days on Market	61	57	7.0%
	Percent of Original	96.9%	96.5%	0.4%
Median	List Price	487,450	559,000	-12.8%
	Days on Market	37	21	76.2%
	Percent of Original	100.0%	100.0%	0.0%

A total of 14 homes were available for sale in Douglas County at the end of March. This represents a 1.0 months' supply of active listings.

The median list price of homes on the market at the end of March was \$487,450, down 12.8% from 2022. The typical time on market for active listings was 37 days, up from 21 days a year earlier.

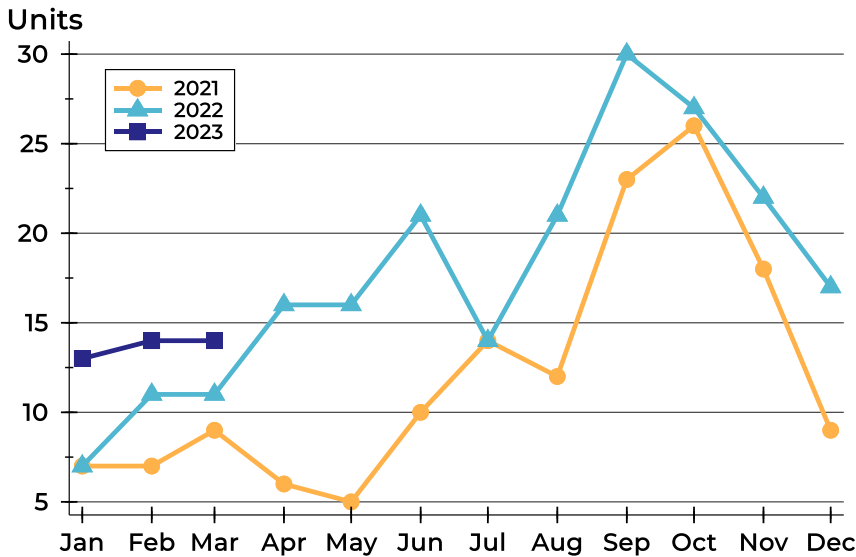
History of Active Listings





Douglas County Active Listings Analysis

Active Listings by Month



Month	2021	2022	2023
January	7	7	13
February	7	11	14
March	9	11	14
April	6	16	
May	5	16	
June	10	21	
July	14	14	
August	12	21	
September	23	30	
October	26	27	
November	18	22	
December	9	17	

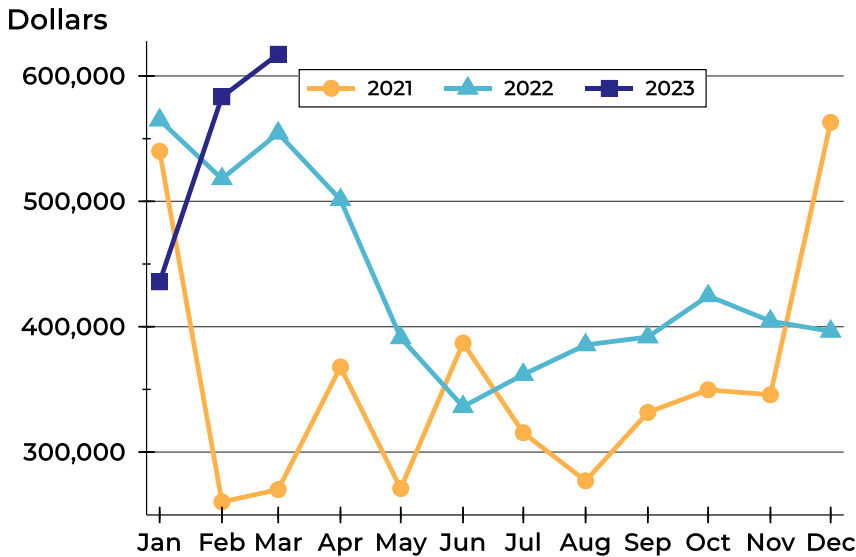
Active Listings by Price Range

Price Range	Active Listings Number	Percent	Months' Supply	List Price Average	Median	Days on Market Avg.	Med.	Price as % of Orig. Avg.	Med.
Below \$25,000	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$25,000-\$49,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$50,000-\$99,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$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	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$150,000-\$174,999	1	7.1%	N/A	169,900	169,900	115	115	77.3%	77.3%
\$175,000-\$199,999	0	0.0%	0.0	N/A	N/A	N/A	N/A	N/A	N/A
\$200,000-\$249,999	1	7.1%	0.3	225,000	225,000	5	5	100.0%	100.0%
\$250,000-\$299,999	1	7.1%	0.5	260,000	260,000	15	15	96.3%	96.3%
\$300,000-\$399,999	2	14.3%	0.7	359,950	359,950	5	5	100.0%	100.0%
\$400,000-\$499,999	2	14.3%	1.3	449,450	449,450	195	195	92.8%	92.8%
\$500,000-\$749,999	2	14.3%	1.0	582,450	582,450	53	53	99.4%	99.4%
\$750,000-\$999,999	3	21.4%	N/A	868,333	815,000	55	43	99.6%	100.0%
\$1,000,000 and up	2	14.3%	N/A	1,300,000	1,300,000	22	22	100.0%	100.0%



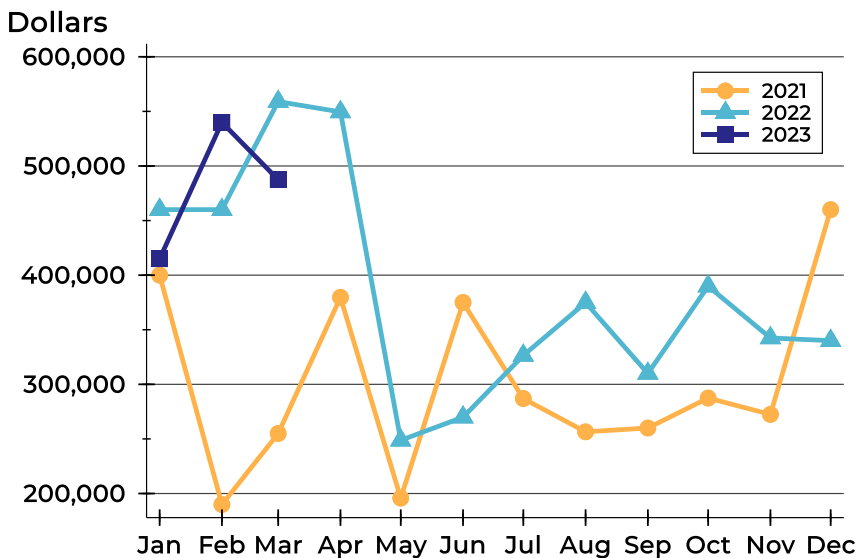
Douglas County Active Listings Analysis

Average Price



Month	2021	2022	2023
January	539,971	564,814	435,738
February	260,286	517,973	583,329
March	270,078	554,341	617,400
April	367,900	501,256	
May	270,955	391,125	
June	386,980	336,252	
July	315,414	361,820	
August	277,058	385,476	
September	331,626	391,790	
October	349,685	424,604	
November	345,689	404,441	
December	562,967	396,341	

Median Price

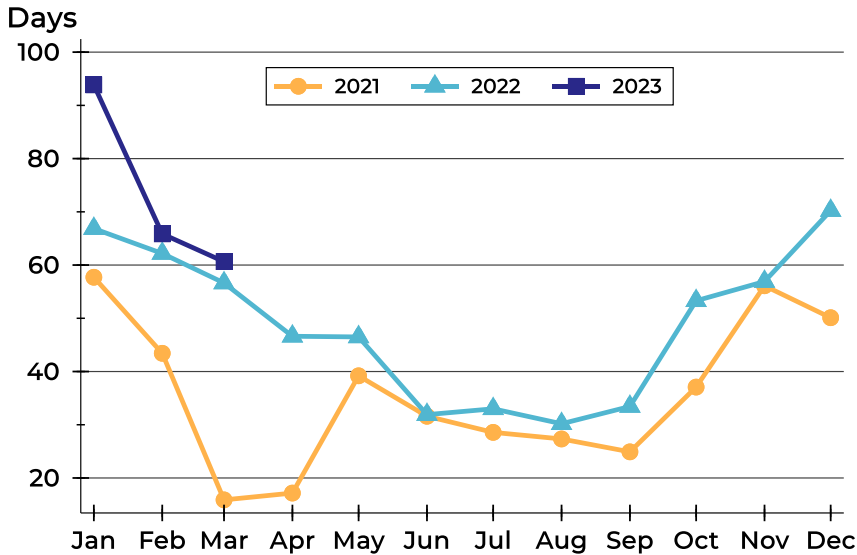


Month	2021	2022	2023
January	400,000	460,000	415,000
February	189,900	460,000	539,950
March	255,000	559,000	487,450
April	379,700	549,500	
May	195,777	248,750	
June	375,000	269,900	
July	287,000	326,450	
August	256,500	374,900	
September	260,000	310,000	
October	287,450	389,900	
November	272,450	342,500	
December	460,000	340,000	



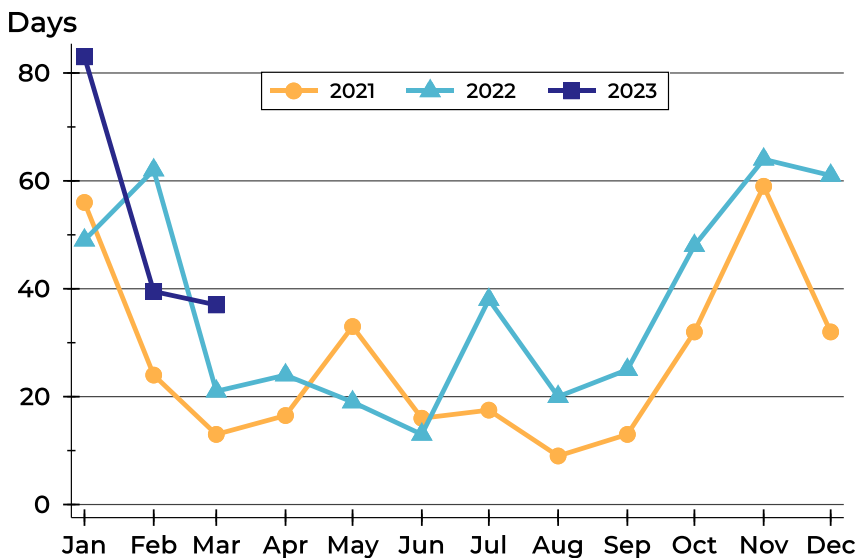
Douglas County Active Listings Analysis

Average DOM



Month	2021	2022	2023
January	58	67	94
February	43	62	66
March	16	57	61
April	17	47	
May	39	47	
June	32	32	
July	29	33	
August	27	30	
September	25	33	
October	37	53	
November	56	57	
December	50	70	

Median DOM

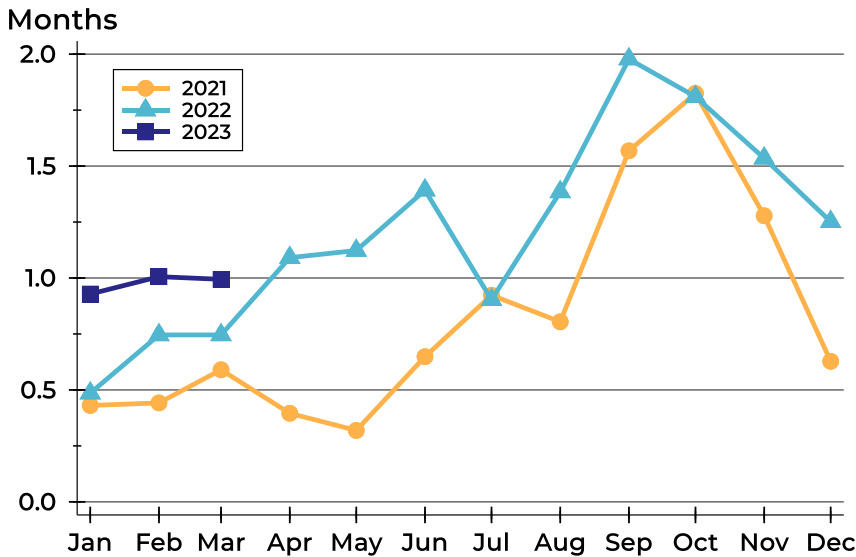


Month	2021	2022	2023
January	56	49	83
February	24	62	40
March	13	21	37
April	17	24	
May	33	19	
June	16	13	
July	18	38	
August	9	20	
September	13	25	
October	32	48	
November	59	64	
December	32	61	



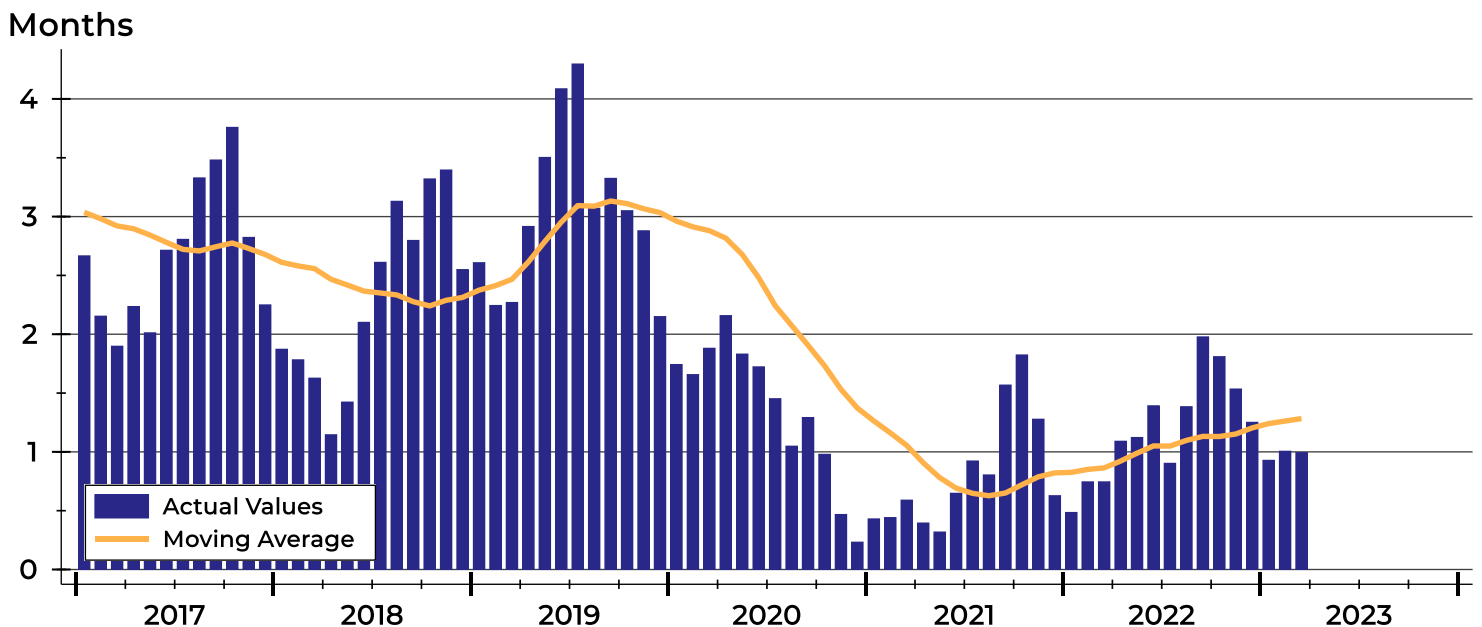
Douglas County Months' Supply Analysis

Months' Supply by Month



Month	2021	2022	2023
January	0.4	0.5	0.9
February	0.4	0.7	1.0
March	0.6	0.7	1.0
April	0.4	1.1	
May	0.3	1.1	
June	0.6	1.4	
July	0.9	0.9	
August	0.8	1.4	
September	1.6	2.0	
October	1.8	1.8	
November	1.3	1.5	
December	0.6	1.3	

History of Month's Supply





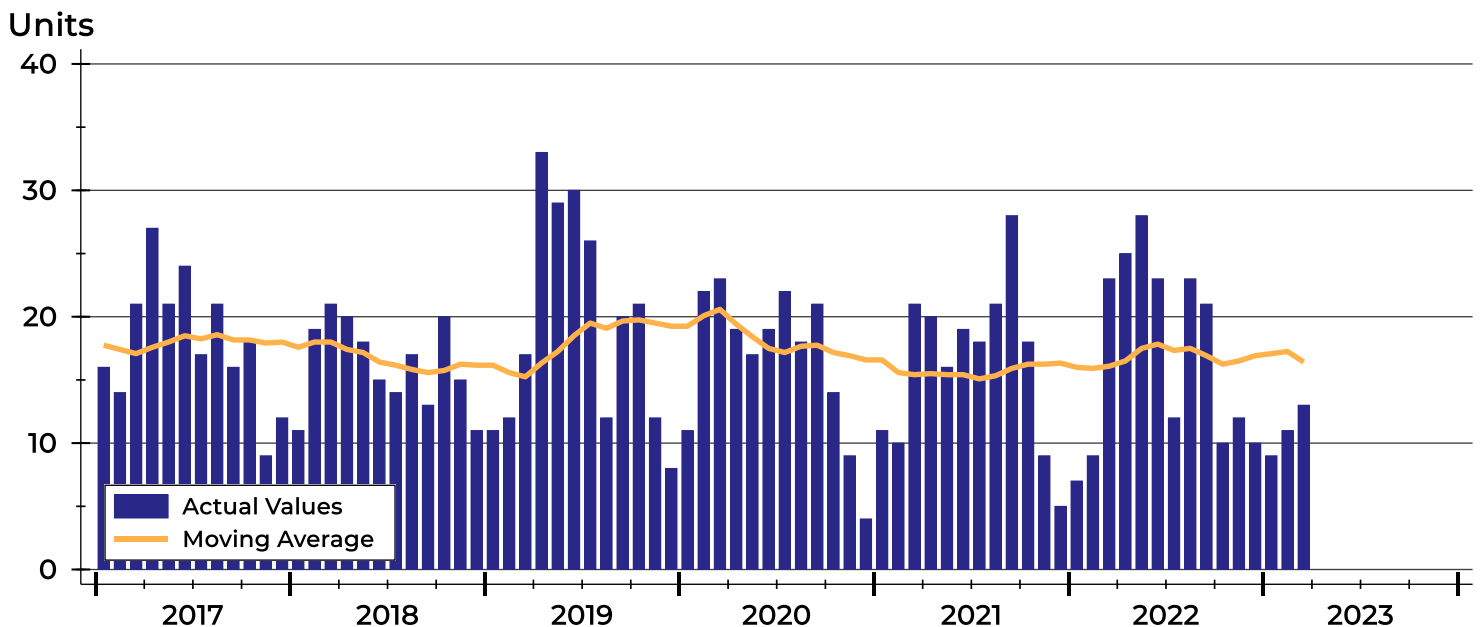
Douglas County New Listings Analysis

Summary Statistics for New Listings		2023	March 2022	Change
Current Month	New Listings	13	23	-43.5%
	Volume (1,000s)	5,209	7,196	-27.6%
	Average List Price	400,677	312,877	28.1%
	Median List Price	349,900	254,900	37.3%
Year-to-Date	New Listings	33	39	-15.4%
	Volume (1,000s)	14,664	11,750	24.8%
	Average List Price	444,376	301,287	47.5%
	Median List Price	365,000	259,900	40.4%

A total of 13 new listings were added in Douglas County during March, down 43.5% from the same month in 2022. Year-to-date Douglas County has seen 33 new listings.

The median list price of these homes was \$349,900 up from \$254,900 in 2022.

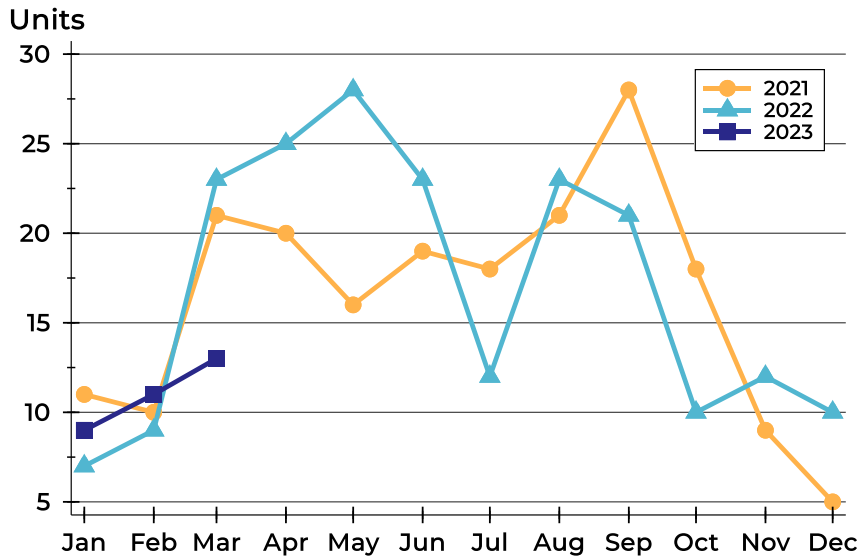
History of New Listings





Douglas County New Listings Analysis

New Listings by Month



Month	2021	2022	2023
January	11	7	9
February	10	9	11
March	21	23	13
April	20	25	
May	16	28	
June	19	23	
July	18	12	
August	21	23	
September	28	21	
October	18	10	
November	9	12	
December	5	10	

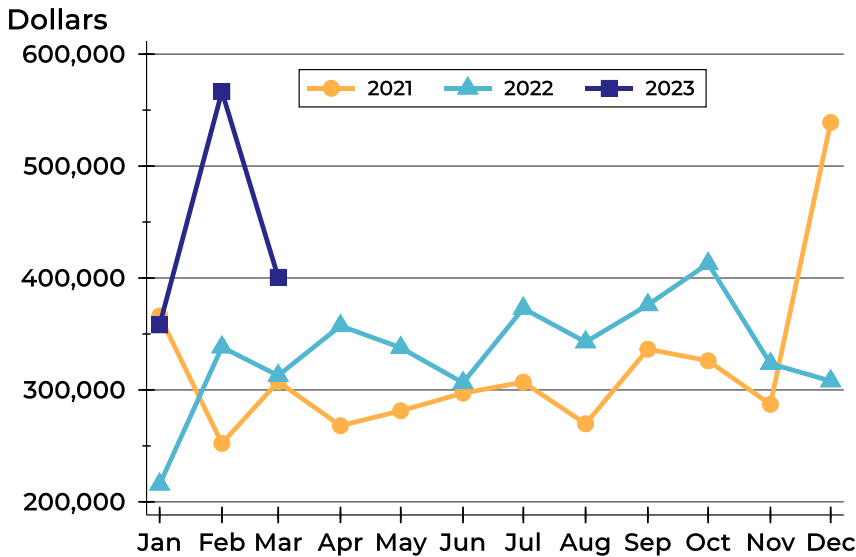
New Listings by Price Range

Price Range	New Listings		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$25,000-\$49,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$50,000-\$99,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$100,000-\$124,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$125,000-\$149,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$150,000-\$174,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$175,000-\$199,999	2	15.4%	192,450	192,450	1	1	100.0%	100.0%
\$200,000-\$249,999	1	7.7%	225,000	225,000	5	5	100.0%	100.0%
\$250,000-\$299,999	2	15.4%	274,000	274,000	12	12	100.2%	100.2%
\$300,000-\$399,999	5	38.5%	362,380	365,000	10	8	99.4%	100.0%
\$400,000-\$499,999	2	15.4%	469,500	469,500	9	9	100.0%	100.0%
\$500,000-\$749,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$750,000-\$999,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	1	7.7%	1,300,000	1,300,000	17	17	81.3%	81.3%



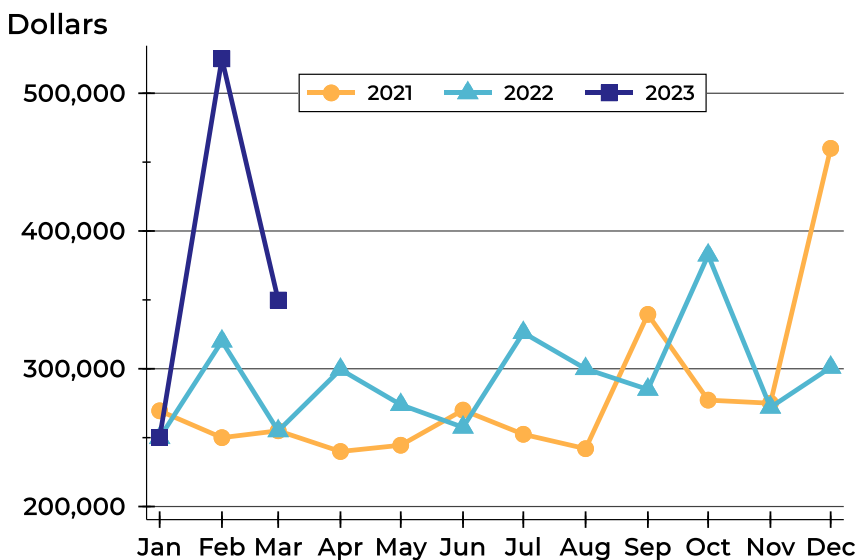
Douglas County New Listings Analysis

Average Price



Month	2021	2022	2023
January	366,032	215,700	358,089
February	252,280	338,233	566,618
March	307,405	312,877	400,677
April	268,000	357,280	
May	281,361	337,738	
June	297,145	306,378	
July	306,967	372,849	
August	269,733	342,817	
September	336,400	376,000	
October	326,061	412,880	
November	287,144	323,550	
December	538,980	307,970	

Median Price



Month	2021	2022	2023
January	269,500	249,900	250,000
February	250,000	320,000	525,000
March	255,000	254,900	349,900
April	239,950	299,500	
May	244,500	273,930	
June	270,000	257,500	
July	252,450	326,200	
August	242,000	300,000	
September	339,500	285,000	
October	277,250	382,450	
November	275,000	272,000	
December	460,000	301,000	



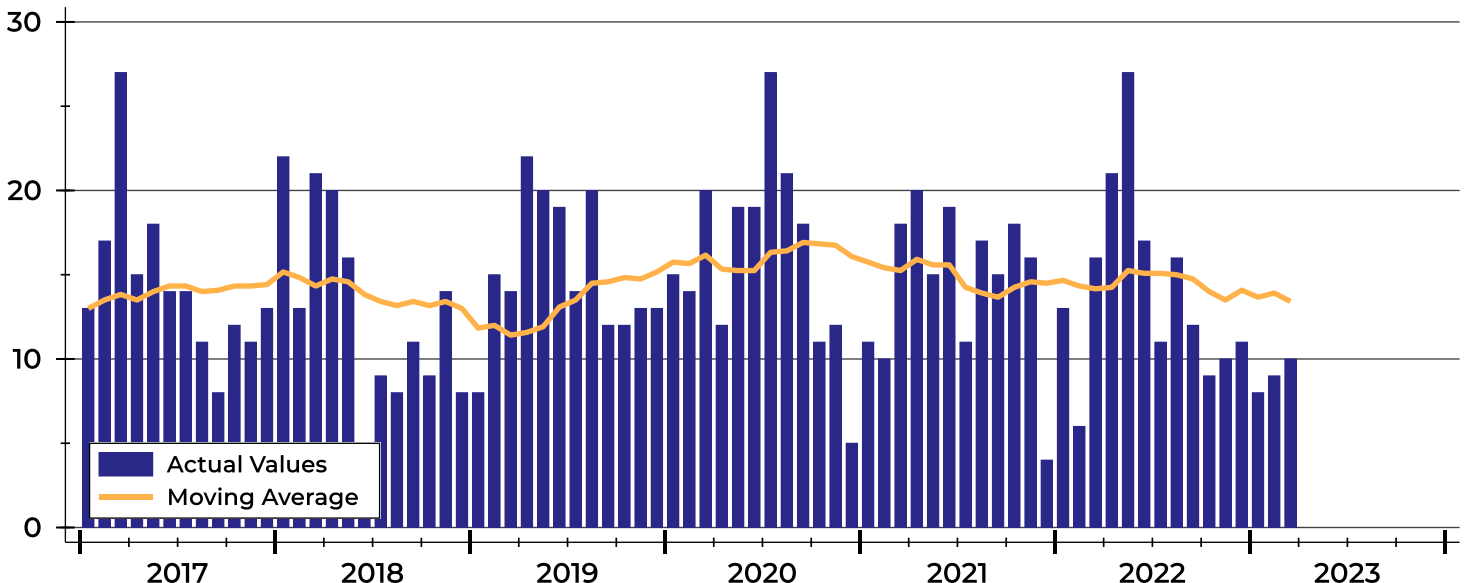
Douglas County Contracts Written Analysis

Summary Statistics for Contracts Written		2023	March 2022	Change	2023	Year-to-Date 2022	Change
Contracts Written		10	16	-37.5%	27	35	-22.9%
Volume (1,000s)		3,329	4,005	-16.9%	9,446	10,159	-7.0%
Average	Sale Price	332,880	250,336	33.0%	349,833	290,245	20.5%
	Days on Market	23	4	475.0%	36	17	111.8%
	Percent of Original	99.7%	108.3%	-7.9%	96.4%	103.5%	-6.9%
Median	Sale Price	353,500	222,500	58.9%	288,000	259,900	10.8%
	Days on Market	7	2	250.0%	12	4	200.0%
	Percent of Original	100.0%	103.0%	-2.9%	100.0%	102.2%	-2.2%

A total of 10 contracts for sale were written in Douglas County during the month of March, down from 16 in 2022. The median list price of these homes was \$353,500, up from \$222,500 the prior year. Half of the homes that went under contract in March were on the market less than 7 days, compared to 2 days in March 2022.

History of Contracts Written

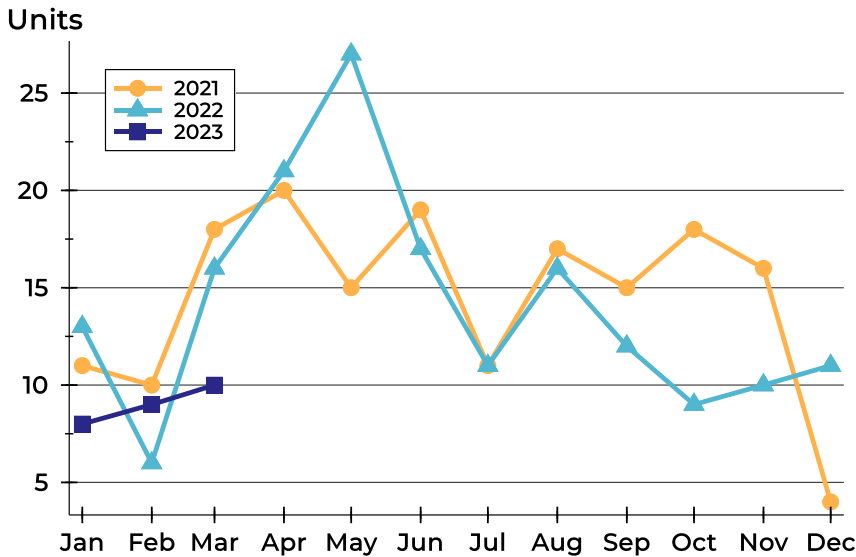
Units





Douglas County Contracts Written Analysis

Contracts Written by Month



Month	2021	2022	2023
January	11	13	8
February	10	6	9
March	18	16	10
April	20	21	
May	15	27	
June	19	17	
July	11	11	
August	17	16	
September	15	12	
October	18	9	
November	16	10	
December	4	11	

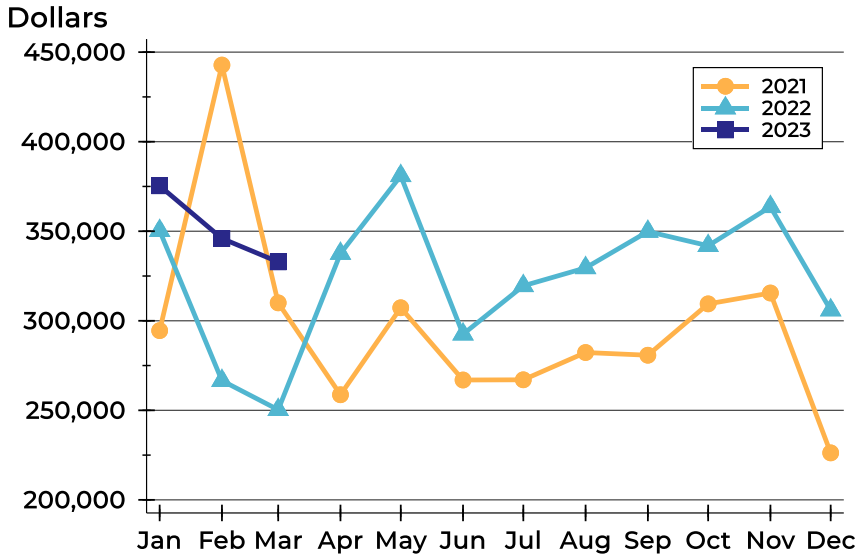
Contracts Written by Price Range

Price Range	Contracts Written		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$25,000-\$49,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$50,000-\$99,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$100,000-\$124,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$125,000-\$149,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$150,000-\$174,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$175,000-\$199,999	3	30.0%	187,967	185,000	8	1	100.0%	100.0%
\$200,000-\$249,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$250,000-\$299,999	1	10.0%	288,000	288,000	2	2	104.2%	104.2%
\$300,000-\$399,999	4	40.0%	364,250	365,000	15	16	98.7%	98.7%
\$400,000-\$499,999	1	10.0%	490,000	490,000	6	6	100.0%	100.0%
\$500,000-\$749,999	1	10.0%	529,900	529,900	134	134	98.1%	98.1%
\$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



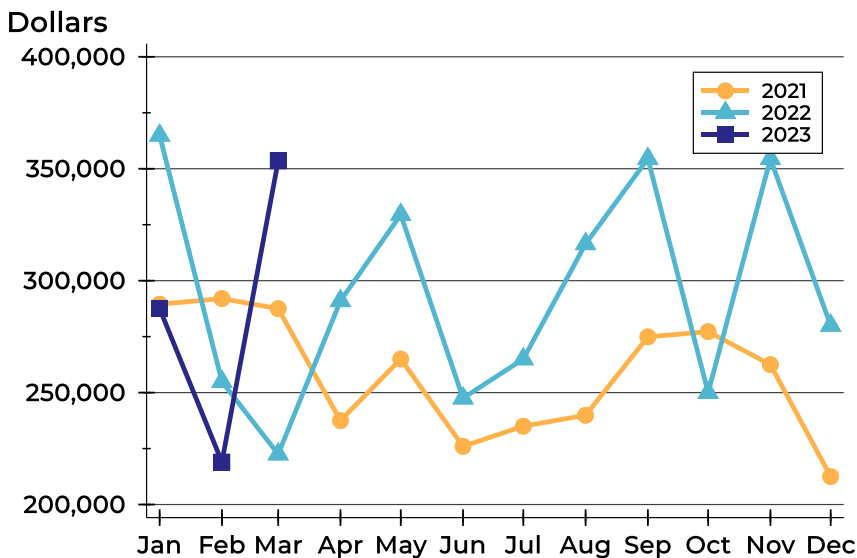
Douglas County Contracts Written Analysis

Average Price



Month	2021	2022	2023
January	294,523	350,285	375,375
February	442,780	266,583	345,967
March	310,017	250,336	332,880
April	258,690	337,552	
May	307,267	380,954	
June	266,933	292,494	
July	267,045	319,518	
August	282,276	329,549	
September	280,767	349,833	
October	309,439	341,911	
November	315,513	363,650	
December	226,250	305,973	

Median Price

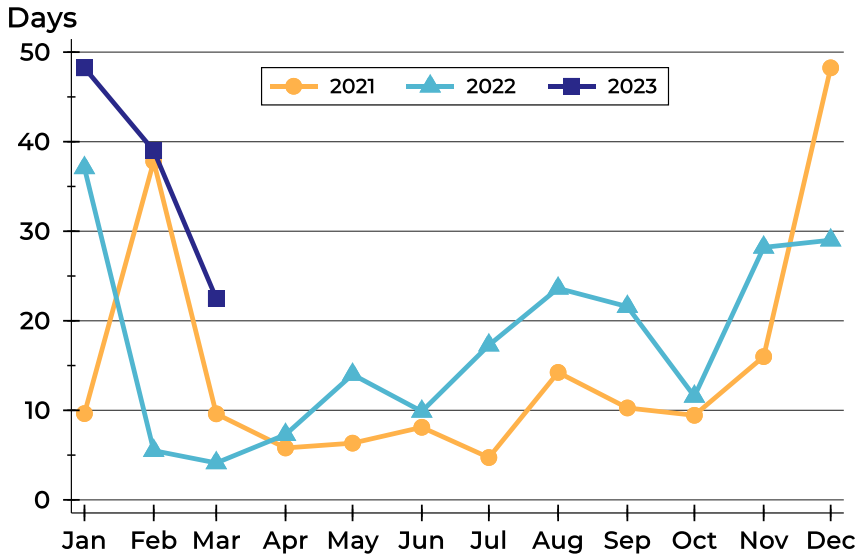


Month	2021	2022	2023
January	289,500	364,900	287,500
February	292,000	254,900	219,000
March	287,500	222,500	353,500
April	237,500	291,000	
May	265,000	329,500	
June	226,000	247,500	
July	235,000	265,000	
August	239,900	316,450	
September	274,900	354,500	
October	277,250	250,000	
November	262,500	354,450	
December	212,500	280,000	



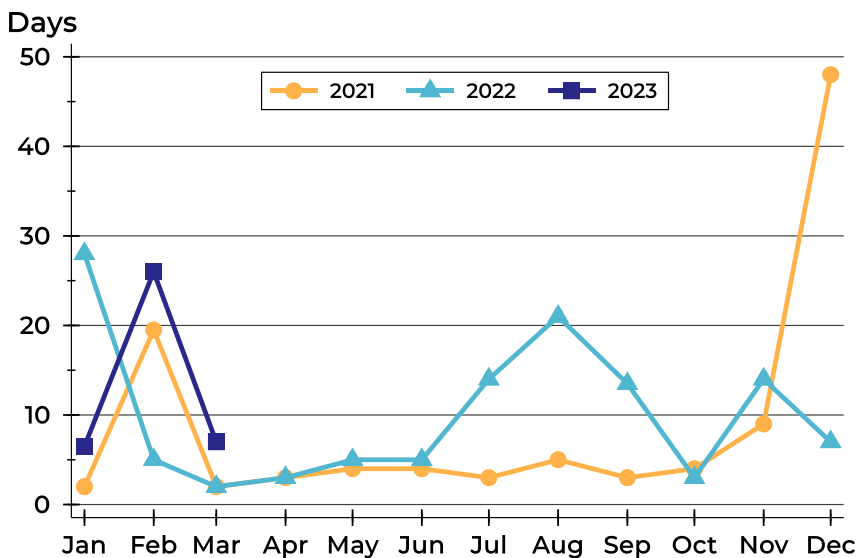
Douglas County Contracts Written Analysis

Average DOM



Month	2021	2022	2023
January	10	37	48
February	38	6	39
March	10	4	23
April	6	7	
May	6	14	
June	8	10	
July	5	17	
August	14	24	
September	10	22	
October	9	12	
November	16	28	
December	48	29	

Median DOM



Month	2021	2022	2023
January	2	28	7
February	20	5	26
March	2	2	7
April	3	3	
May	4	5	
June	4	5	
July	3	14	
August	5	21	
September	3	14	
October	4	3	
November	9	14	
December	48	7	



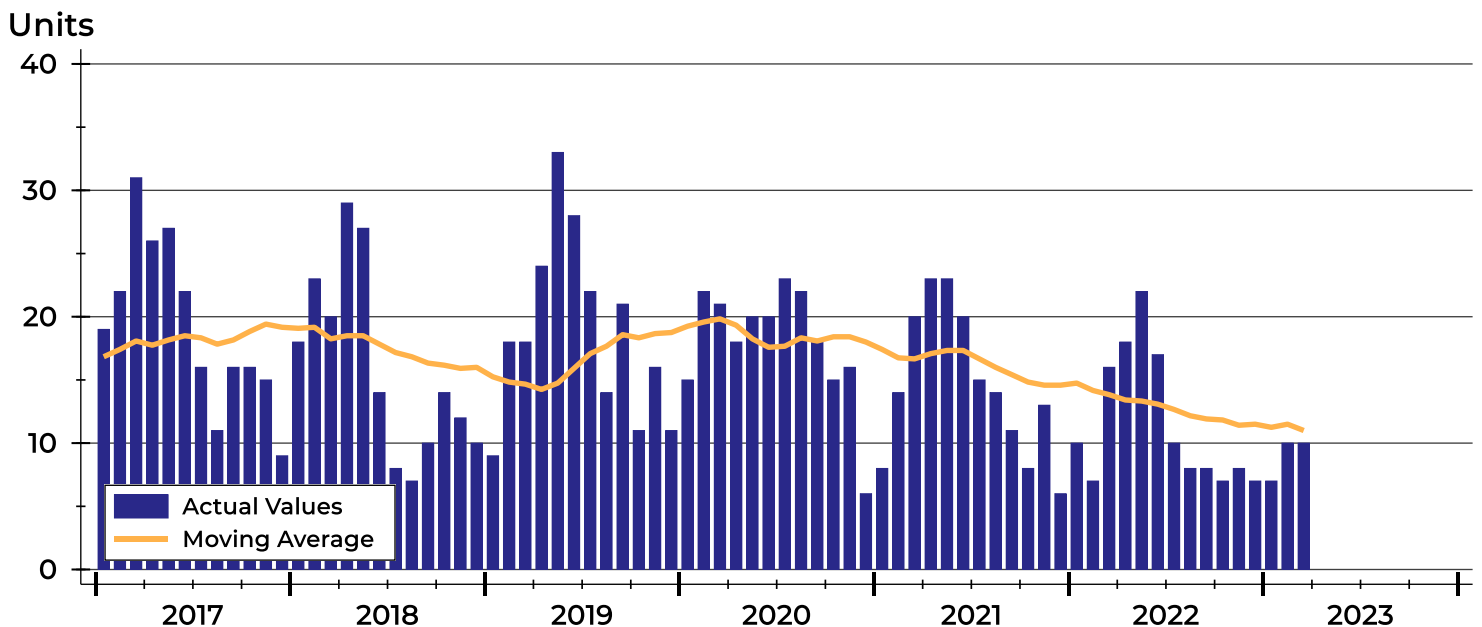
Douglas County Pending Contracts Analysis

Summary Statistics for Pending Contracts		2023	End of March 2022	Change
Pending Contracts		10	16	-37.5%
Volume (1,000s)		3,270	4,012	-18.5%
Average	List Price	326,980	250,774	30.4%
	Days on Market	10	4	150.0%
	Percent of Original	99.5%	99.7%	-0.2%
Median	List Price	353,500	222,500	58.9%
	Days on Market	7	2	250.0%
	Percent of Original	100.0%	100.0%	0.0%

A total of 10 listings in Douglas County had contracts pending at the end of March, down from 16 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.

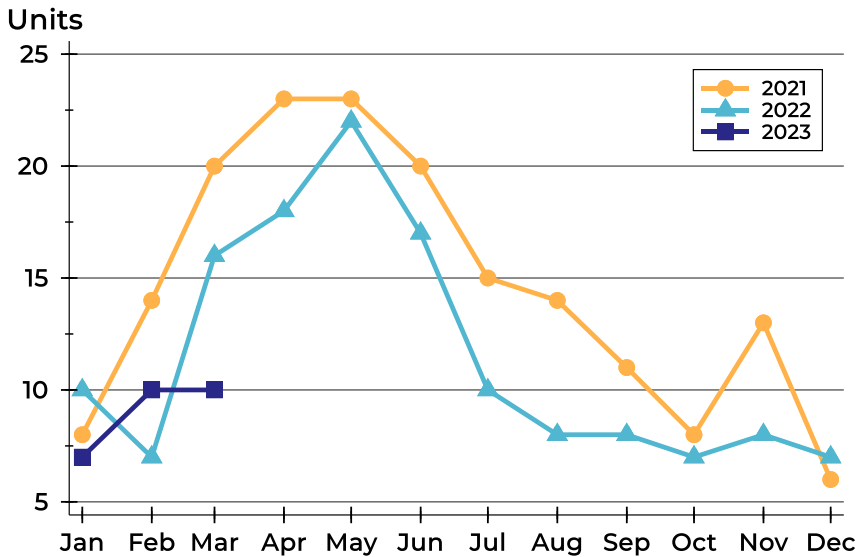
History of Pending Contracts





Douglas County Pending Contracts Analysis

Pending Contracts by Month



Month	2021	2022	2023
January	8	10	7
February	14	7	10
March	20	16	10
April	23	18	
May	23	22	
June	20	17	
July	15	10	
August	14	8	
September	11	8	
October	8	7	
November	13	8	
December	6	7	

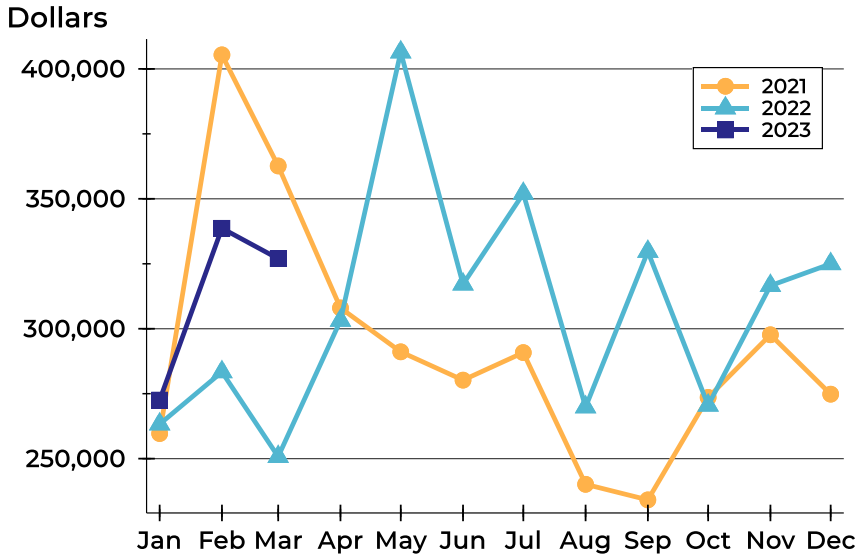
Pending Contracts by Price Range

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	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$100,000-\$124,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$125,000-\$149,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$150,000-\$174,999	1	10.0%	158,900	158,900	0	0	100.0%	100.0%
\$175,000-\$199,999	3	30.0%	187,967	185,000	8	1	100.0%	100.0%
\$200,000-\$249,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$250,000-\$299,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$300,000-\$399,999	4	40.0%	364,250	365,000	15	16	98.7%	98.7%
\$400,000-\$499,999	1	10.0%	490,000	490,000	6	6	100.0%	100.0%
\$500,000-\$749,999	1	10.0%	600,000	600,000	8	8	100.0%	100.0%
\$750,000-\$999,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



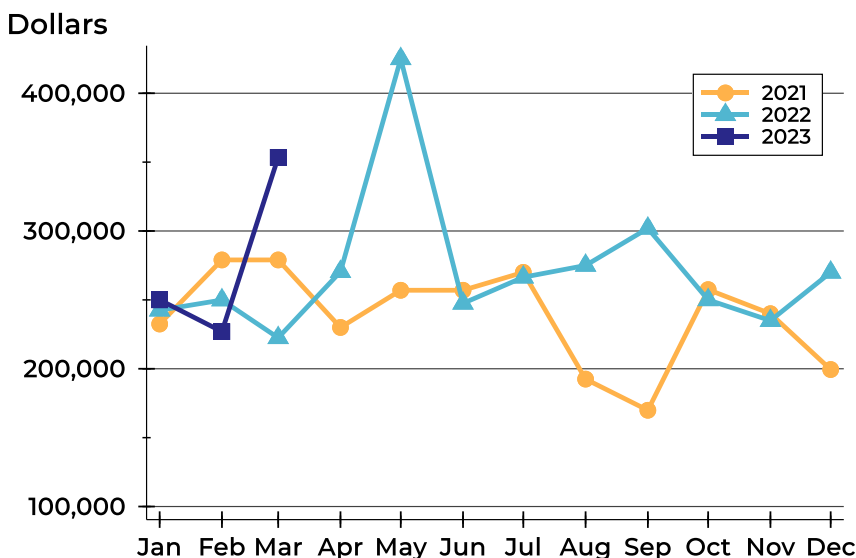
Douglas County Pending Contracts Analysis

Average Price



Month	2021	2022	2023
January	259,669	263,280	272,557
February	405,407	283,371	338,670
March	362,660	250,774	326,980
April	308,013	303,178	
May	291,113	406,453	
June	280,216	317,118	
July	290,823	352,020	
August	240,136	269,863	
September	234,136	329,713	
October	273,575	270,514	
November	297,677	316,588	
December	274,817	324,971	

Median Price

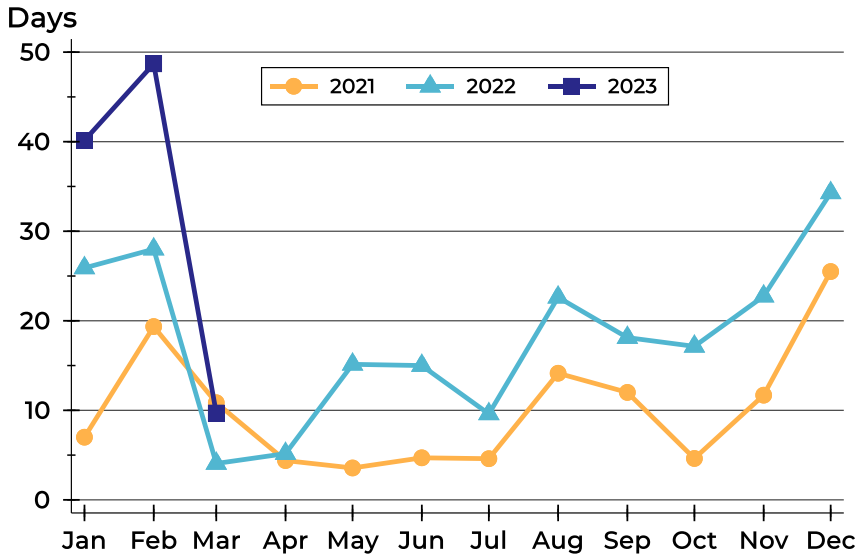


Month	2021	2022	2023
January	232,500	242,500	250,000
February	279,000	249,900	227,000
March	279,000	222,500	353,500
April	230,000	270,450	
May	257,000	425,000	
June	257,000	247,500	
July	270,000	266,450	
August	192,500	275,000	
September	169,900	301,950	
October	257,450	250,000	
November	240,000	234,950	
December	199,450	270,000	



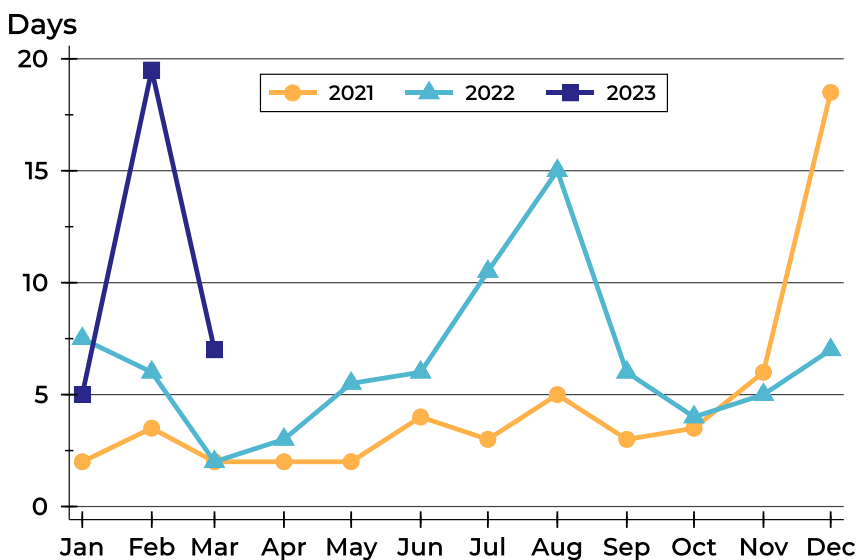
Douglas County Pending Contracts Analysis

Average DOM



Month	2021	2022	2023
January	7	26	40
February	19	28	49
March	11	4	10
April	4	5	
May	4	15	
June	5	15	
July	5	10	
August	14	23	
September	12	18	
October	5	17	
November	12	23	
December	26	34	

Median DOM



Month	2021	2022	2023
January	2	8	5
February	4	6	20
March	2	2	7
April	2	3	
May	2	6	
June	4	6	
July	3	11	
August	5	15	
September	3	6	
October	4	4	
November	6	5	
December	19	7	



**March
2023**

Sunflower MLS Statistics



Emporia Area Housing Report



Market Overview

Emporia Area Home Sales Fell in March

Total home sales in the Emporia area fell last month to 34 units, compared to 37 units in March 2022. Total sales volume was \$5.8 million, down from a year earlier.

The median sale price in March was \$155,000, down from \$163,000 a year earlier. Homes that sold in March were typically on the market for 5 days and sold for 99.9% of their list prices.

Emporia Area Active Listings Up at End of March

The total number of active listings in the Emporia area at the end of March was 36 units, up from 35 at the same point in 2022. This represents a 1.0 months' supply of homes available for sale. The median list price of homes on the market at the end of March was \$234,750.

During March, a total of 33 contracts were written down from 43 in March 2022. At the end of the month, there were 49 contracts still pending.

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- 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



Emporia Area Summary Statistics

March MLS Statistics Three-year History		Current Month			Year-to-Date		
		2023	2022	2021	2023	2022	2021
Home Sales		34	37	37	74	89	97
Change from prior year		-8.1%	0.0%	-5.1%	-16.9%	-8.2%	26.0%
Active Listings		36	35	46	N/A	N/A	N/A
Change from prior year		2.9%	-23.9%	-58.6%			
Months' Supply		1.0	0.8	1.1	N/A	N/A	N/A
Change from prior year		25.0%	-27.3%	-63.3%			
New Listings		42	56	50	107	112	119
Change from prior year		-25.0%	12.0%	-7.4%	-4.5%	-5.9%	-19.6%
Contracts Written		33	43	47	97	101	116
Change from prior year		-23.3%	-8.5%	9.3%	-4.0%	-12.9%	3.6%
Pending Contracts		49	57	62	N/A	N/A	N/A
Change from prior year		-14.0%	-8.1%	6.9%			
Sales Volume (1,000s)		5,794	6,921	5,088	12,102	14,929	14,421
Change from prior year		-16.3%	36.0%	-6.1%	-18.9%	3.5%	39.6%
Average	Sale Price	170,425	187,054	137,505	163,540	167,741	148,674
	Change from prior year	-8.9%	36.0%	-1.0%	-2.5%	12.8%	10.8%
	List Price of Actives	289,508	173,041	169,781	N/A	N/A	N/A
	Change from prior year	67.3%	1.9%	1.3%			
	Days on Market	13	41	49	33	33	52
Change from prior year	-68.3%	-16.3%	-22.2%	0.0%	-36.5%	-17.5%	
Percent of List	97.6%	98.4%	92.8%	96.5%	97.4%	94.9%	
Change from prior year	-0.8%	6.0%	-2.9%	-0.9%	2.6%	-0.4%	
Percent of Original	97.0%	96.8%	90.1%	94.7%	95.5%	92.6%	
Change from prior year	0.2%	7.4%	-1.9%	-0.8%	3.1%	0.4%	
Median	Sale Price	155,000	163,000	136,000	152,500	132,500	139,000
	Change from prior year	-4.9%	19.9%	2.3%	15.1%	-4.7%	5.3%
	List Price of Actives	234,750	140,000	129,998	N/A	N/A	N/A
	Change from prior year	67.7%	7.7%	-7.1%			
	Days on Market	5	6	17	8	8	11
Change from prior year	-16.7%	-64.7%	6.3%	0.0%	-27.3%	-57.7%	
Percent of List	99.9%	99.2%	97.9%	96.9%	98.7%	97.9%	
Change from prior year	0.7%	1.3%	1.9%	-1.8%	0.8%	1.9%	
Percent of Original	97.8%	99.0%	94.9%	96.1%	98.0%	97.0%	
Change from prior year	-1.2%	4.3%	-0.3%	-1.9%	1.0%	2.0%	

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



Emporia Area Closed Listings Analysis

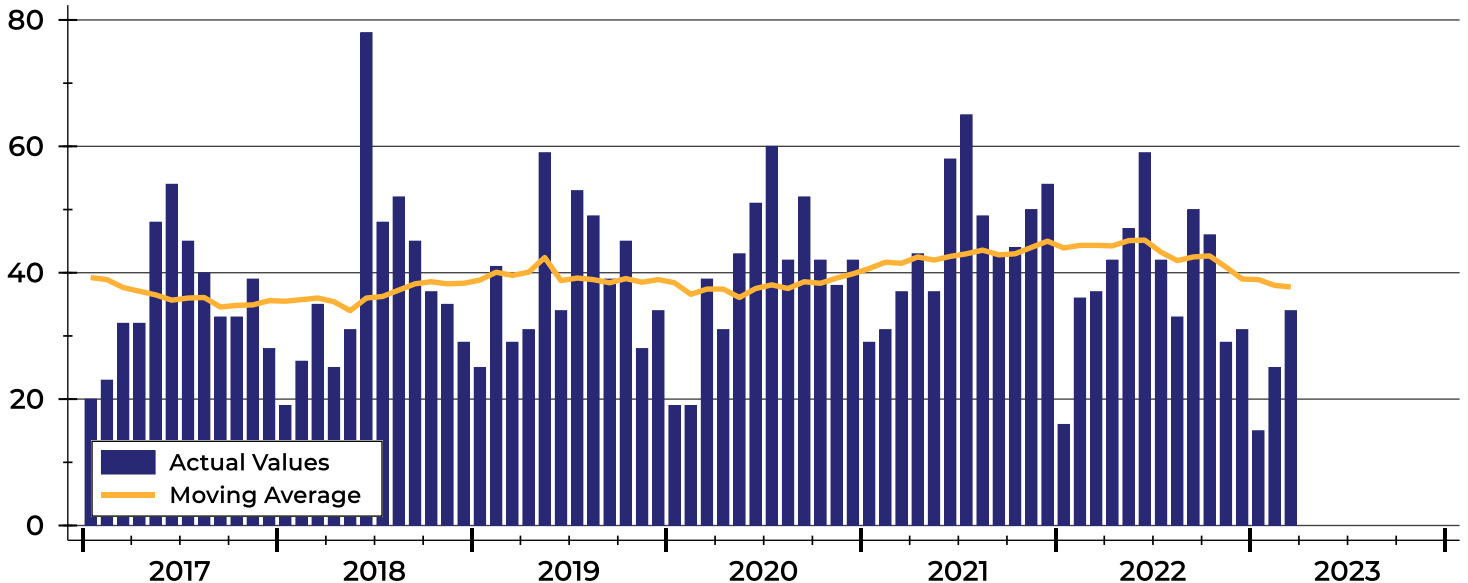
Summary Statistics for Closed Listings		2023	March 2022	Change	2023	Year-to-Date 2022	Change
Closed Listings		34	37	-8.1%	74	89	-16.9%
Volume (1,000s)		5,794	6,921	-16.3%	12,102	14,929	-18.9%
Months' Supply		1.0	0.8	25.0%	N/A	N/A	N/A
Average	Sale Price	170,425	187,054	-8.9%	163,540	167,741	-2.5%
	Days on Market	13	41	-68.3%	33	33	0.0%
	Percent of List	97.6%	98.4%	-0.8%	96.5%	97.4%	-0.9%
	Percent of Original	97.0%	96.8%	0.2%	94.7%	95.5%	-0.8%
Median	Sale Price	155,000	163,000	-4.9%	152,500	132,500	15.1%
	Days on Market	5	6	-16.7%	8	8	0.0%
	Percent of List	99.9%	99.2%	0.7%	96.9%	98.7%	-1.8%
	Percent of Original	97.8%	99.0%	-1.2%	96.1%	98.0%	-1.9%

A total of 34 homes sold in the Emporia area in March, down from 37 units in March 2022. Total sales volume fell to \$5.8 million compared to \$6.9 million in the previous year.

The median sales price in March was \$155,000, down 4.9% compared to the prior year. Median days on market was 5 days, down from 30 days in February, and down from 6 in March 2022.

History of Closed Listings

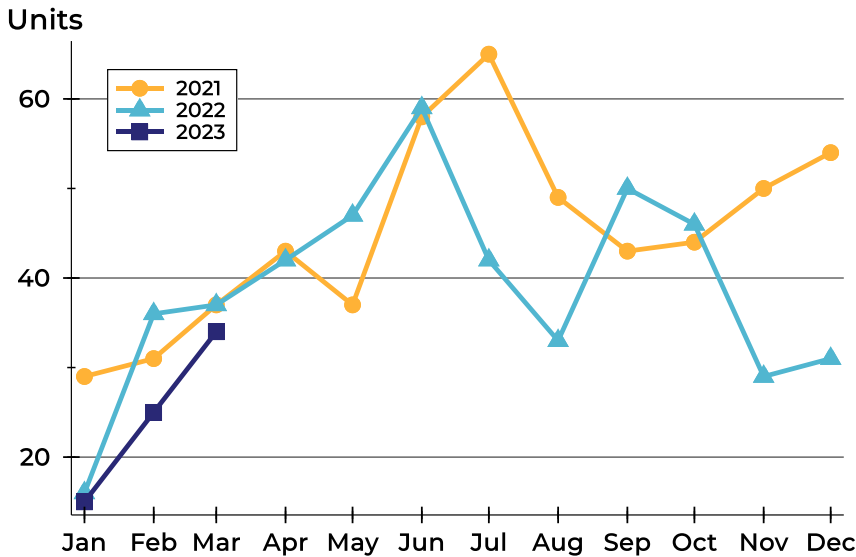
Units





Emporia Area Closed Listings Analysis

Closed Listings by Month



Month	2021	2022	2023
January	29	16	15
February	31	36	25
March	37	37	34
April	43	42	
May	37	47	
June	58	59	
July	65	42	
August	49	33	
September	43	50	
October	44	46	
November	50	29	
December	54	31	

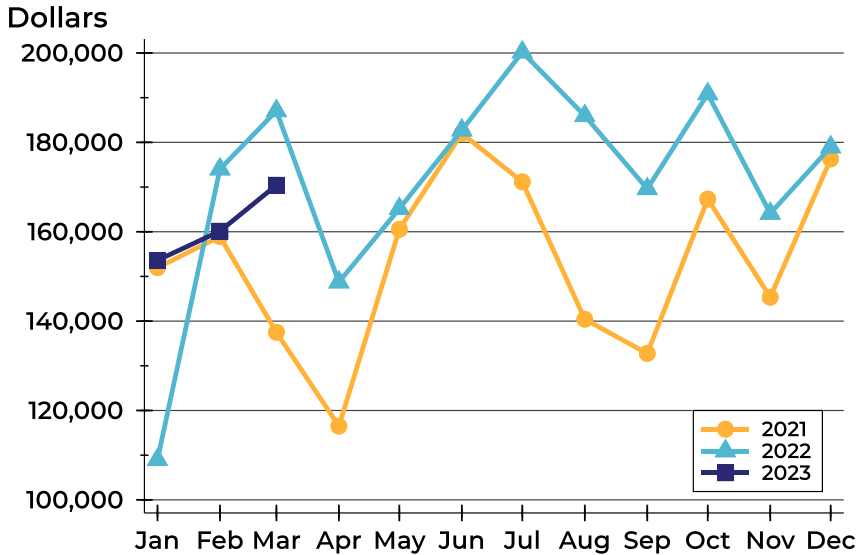
Closed Listings by Price Range

Price Range	Sales		Months' Supply	Sale Price		Days on Market		Price as % of List		Price as % of Orig.	
	Number	Percent		Average	Median	Avg.	Med.	Avg.	Med.	Avg.	Med.
Below \$25,000	1	2.9%	0.0	18,000	18,000	0	0	90.0%	90.0%	90.0%	90.0%
\$25,000-\$49,999	1	2.9%	0.6	33,000	33,000	99	99	82.7%	82.7%	82.7%	82.7%
\$50,000-\$99,999	5	14.7%	0.6	75,160	75,000	10	5	99.6%	100.0%	99.6%	100.0%
\$100,000-\$124,999	4	11.8%	0.4	110,000	110,000	17	7	100.4%	100.0%	98.5%	96.2%
\$125,000-\$149,999	5	14.7%	0.5	134,500	130,000	4	5	98.8%	100.0%	98.8%	100.0%
\$150,000-\$174,999	4	11.8%	1.1	159,375	158,750	14	16	97.0%	96.3%	96.4%	94.9%
\$175,000-\$199,999	3	8.8%	1.1	188,500	194,000	3	1	95.1%	95.9%	95.1%	95.9%
\$200,000-\$249,999	4	11.8%	0.5	215,750	214,000	19	2	99.7%	100.0%	99.0%	99.1%
\$250,000-\$299,999	3	8.8%	1.3	260,883	262,650	22	27	93.2%	93.1%	91.0%	90.9%
\$300,000-\$399,999	3	8.8%	3.9	325,833	322,500	0	0	99.9%	100.0%	99.9%	100.0%
\$400,000-\$499,999	1	2.9%	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



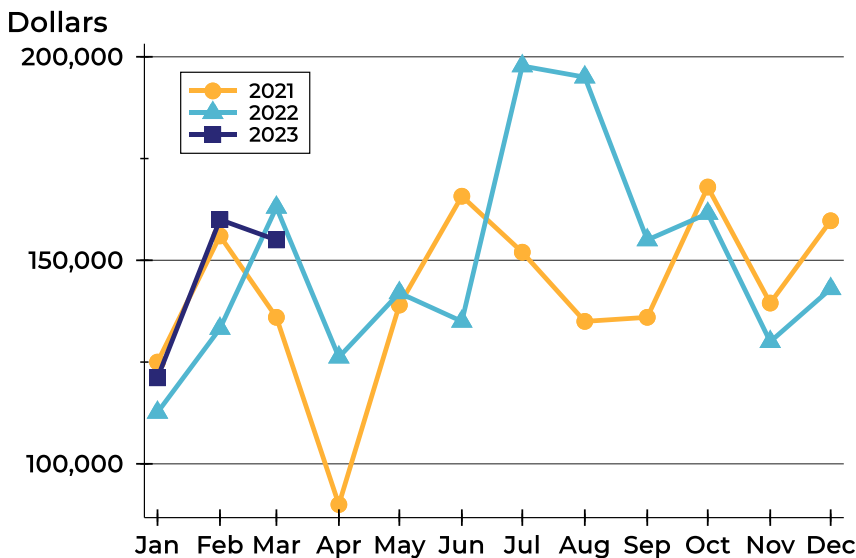
Emporia Area Closed Listings Analysis

Average Price



Month	2021	2022	2023
January	151,975	108,978	153,608
February	158,916	174,009	160,136
March	137,505	187,054	170,425
April	116,497	148,729	
May	160,530	165,169	
June	182,016	182,726	
July	171,170	200,190	
August	140,422	185,948	
September	132,756	169,608	
October	167,314	190,841	
November	145,343	164,098	
December	176,288	178,955	

Median Price

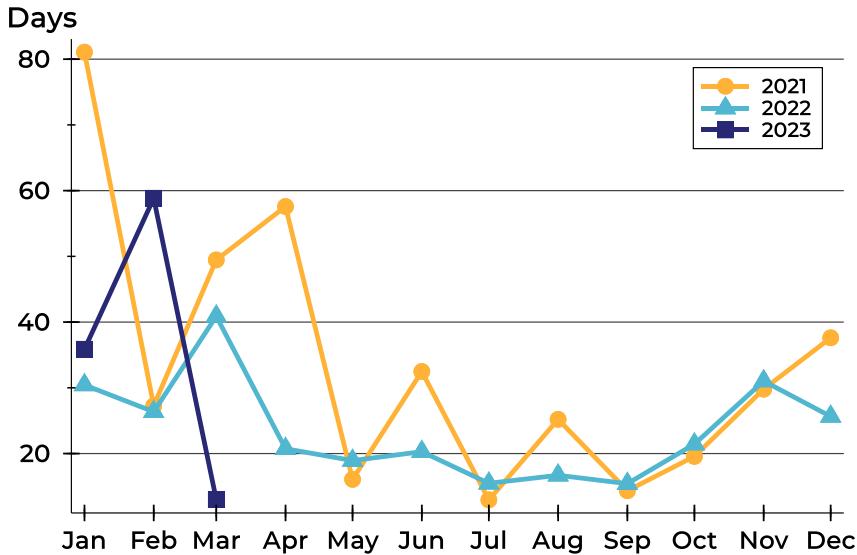


Month	2021	2022	2023
January	125,000	112,625	121,125
February	156,000	133,250	160,000
March	136,000	163,000	155,000
April	90,000	126,200	
May	139,000	142,000	
June	165,750	135,000	
July	152,000	197,750	
August	135,000	195,000	
September	136,000	155,000	
October	168,000	161,500	
November	139,500	130,000	
December	159,721	143,000	



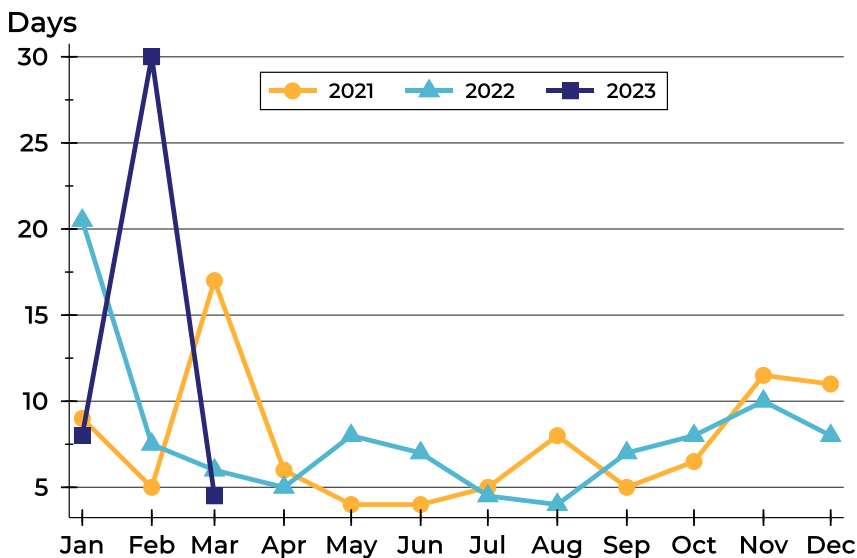
Emporia Area Closed Listings Analysis

Average DOM



Month	2021	2022	2023
January	81	30	36
February	27	26	59
March	49	41	13
April	58	21	
May	16	19	
June	32	20	
July	13	15	
August	25	17	
September	14	15	
October	20	21	
November	30	31	
December	38	26	

Median DOM



Month	2021	2022	2023
January	9	21	8
February	5	8	30
March	17	6	5
April	6	5	
May	4	8	
June	4	7	
July	5	5	
August	8	4	
September	5	7	
October	7	8	
November	12	10	
December	11	8	



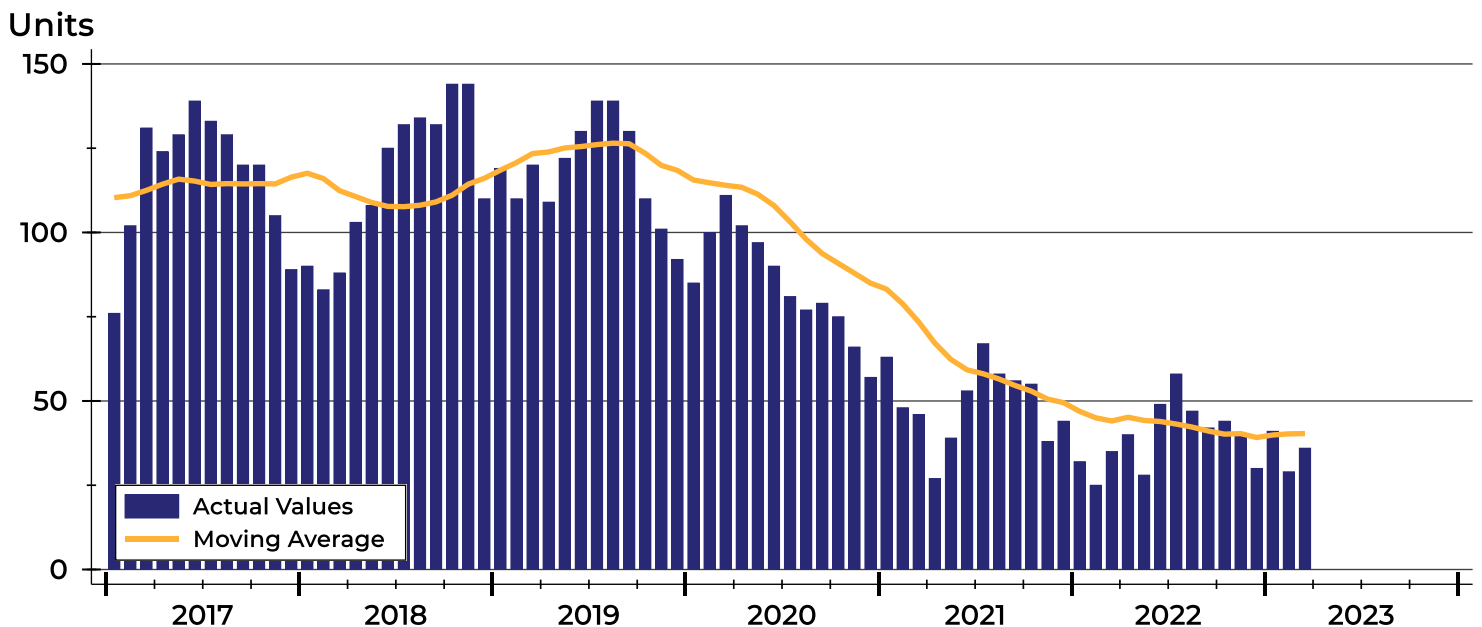
Emporia Area Active Listings Analysis

Summary Statistics for Active Listings		2023	End of March 2022	Change
Active Listings		36	35	2.9%
Volume (1,000s)		10,422	6,056	72.1%
Months' Supply		1.0	0.8	25.0%
Average	List Price	289,508	173,041	67.3%
	Days on Market	54	49	10.2%
	Percent of Original	96.3%	98.0%	-1.7%
Median	List Price	234,750	140,000	67.7%
	Days on Market	32	21	52.4%
	Percent of Original	99.6%	100.0%	-0.4%

A total of 36 homes were available for sale in the Emporia area at the end of March. This represents a 1.0 months' supply of active listings.

The median list price of homes on the market at the end of March was \$234,750, up 67.7% from 2022. The typical time on market for active listings was 32 days, up from 21 days a year earlier.

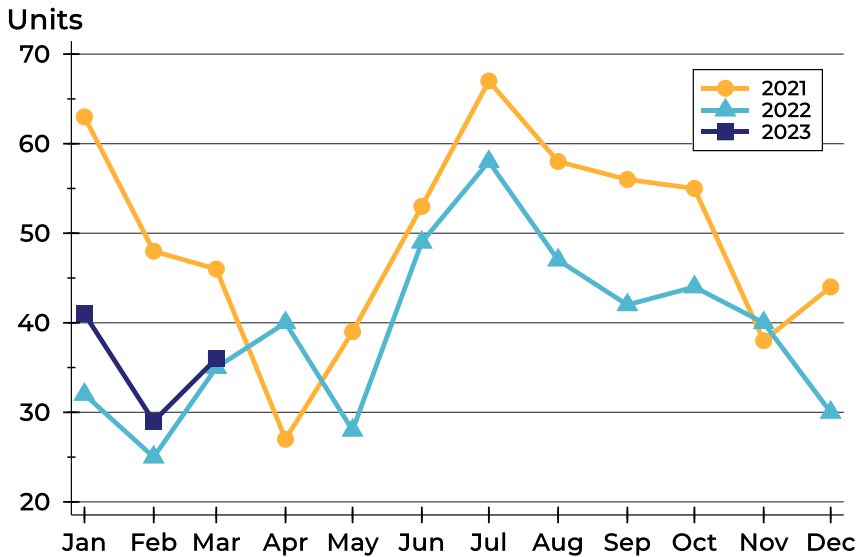
History of Active Listings





Emporia Area Active Listings Analysis

Active Listings by Month



Month	2021	2022	2023
January	63	32	41
February	48	25	29
March	46	35	36
April	27	40	
May	39	28	
June	53	49	
July	67	58	
August	58	47	
September	56	42	
October	55	44	
November	38	40	
December	44	30	

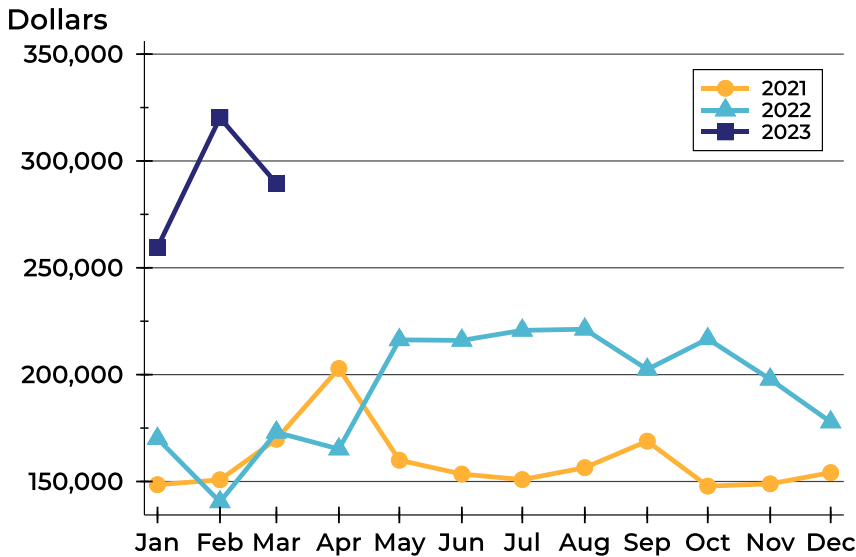
Active Listings by Price Range

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	1	2.8%	0.6	49,500	49,500	21	21	100.0%	100.0%
\$50,000-\$99,999	4	11.1%	0.6	58,350	57,450	72	64	97.8%	100.0%
\$100,000-\$124,999	2	5.6%	0.4	112,450	112,450	24	24	96.2%	96.2%
\$125,000-\$149,999	2	5.6%	0.5	142,400	142,400	10	10	100.0%	100.0%
\$150,000-\$174,999	3	8.3%	1.1	161,133	164,900	79	24	99.7%	100.0%
\$175,000-\$199,999	4	11.1%	1.1	188,975	188,750	21	18	99.0%	99.4%
\$200,000-\$249,999	3	8.3%	0.5	229,833	231,500	90	86	94.2%	92.8%
\$250,000-\$299,999	3	8.3%	1.3	294,133	299,000	62	14	97.4%	100.0%
\$300,000-\$399,999	10	27.8%	3.9	343,760	334,500	50	22	94.3%	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	5.6%	N/A	567,450	567,450	73	73	93.5%	93.5%
\$750,000-\$999,999	1	2.8%	N/A	849,000	849,000	70	70	94.4%	94.4%
\$1,000,000 and up	1	2.8%	N/A	1,397,000	1,397,000	66	66	87.5%	87.5%



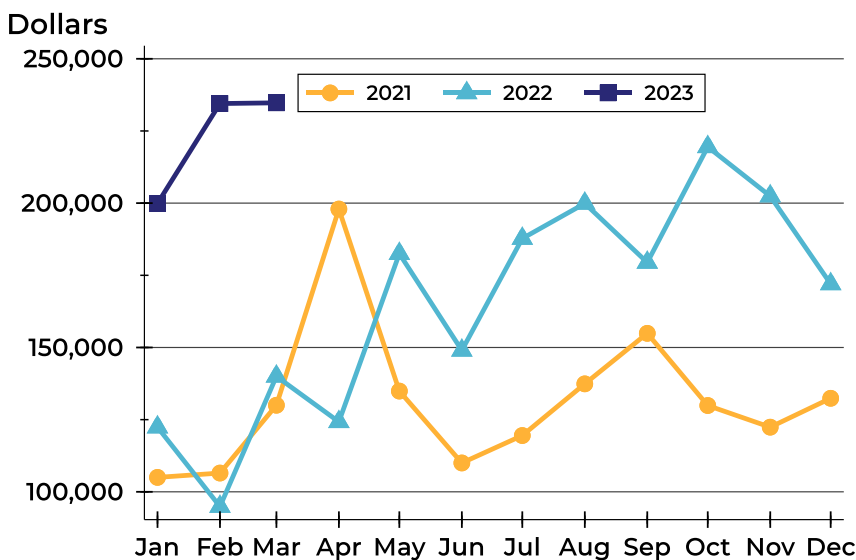
Emporia Area Active Listings Analysis

Average Price



Month	2021	2022	2023
January	148,507	170,090	259,538
February	150,776	140,460	320,231
March	169,781	173,041	289,508
April	202,906	165,172	
May	159,958	216,288	
June	153,479	216,044	
July	150,890	220,734	
August	156,467	221,258	
September	168,879	202,443	
October	147,832	216,745	
November	148,897	197,828	
December	154,141	177,827	

Median Price

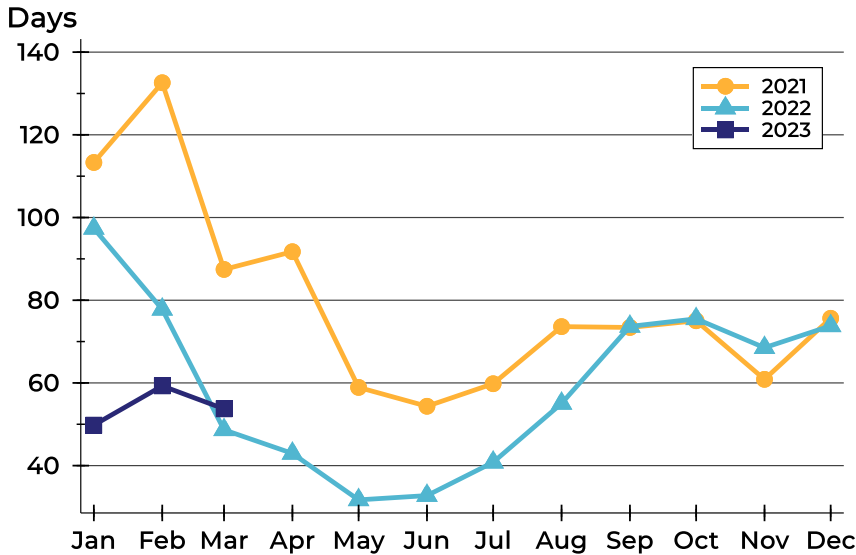


Month	2021	2022	2023
January	105,000	122,400	199,900
February	106,500	94,900	234,500
March	129,998	140,000	234,750
April	197,950	124,250	
May	134,900	182,500	
June	110,000	149,000	
July	119,500	187,750	
August	137,400	199,900	
September	154,900	179,450	
October	129,900	219,500	
November	122,400	202,450	
December	132,400	172,000	



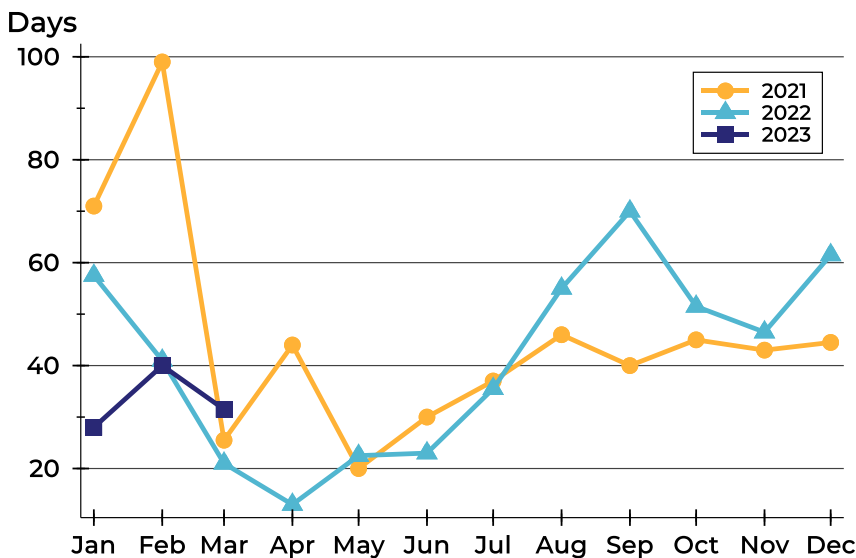
Emporia Area Active Listings Analysis

Average DOM



Month	2021	2022	2023
January	113	97	50
February	133	78	59
March	87	49	54
April	92	43	
May	59	32	
June	54	33	
July	60	41	
August	74	55	
September	73	74	
October	75	76	
November	61	69	
December	76	74	

Median DOM

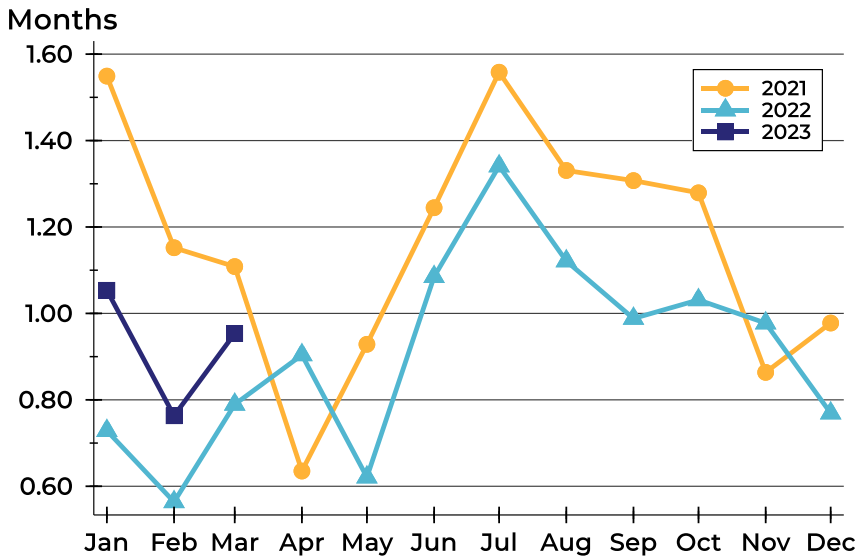


Month	2021	2022	2023
January	71	58	28
February	99	41	40
March	26	21	32
April	44	13	
May	20	23	
June	30	23	
July	37	36	
August	46	55	
September	40	70	
October	45	52	
November	43	47	
December	45	62	



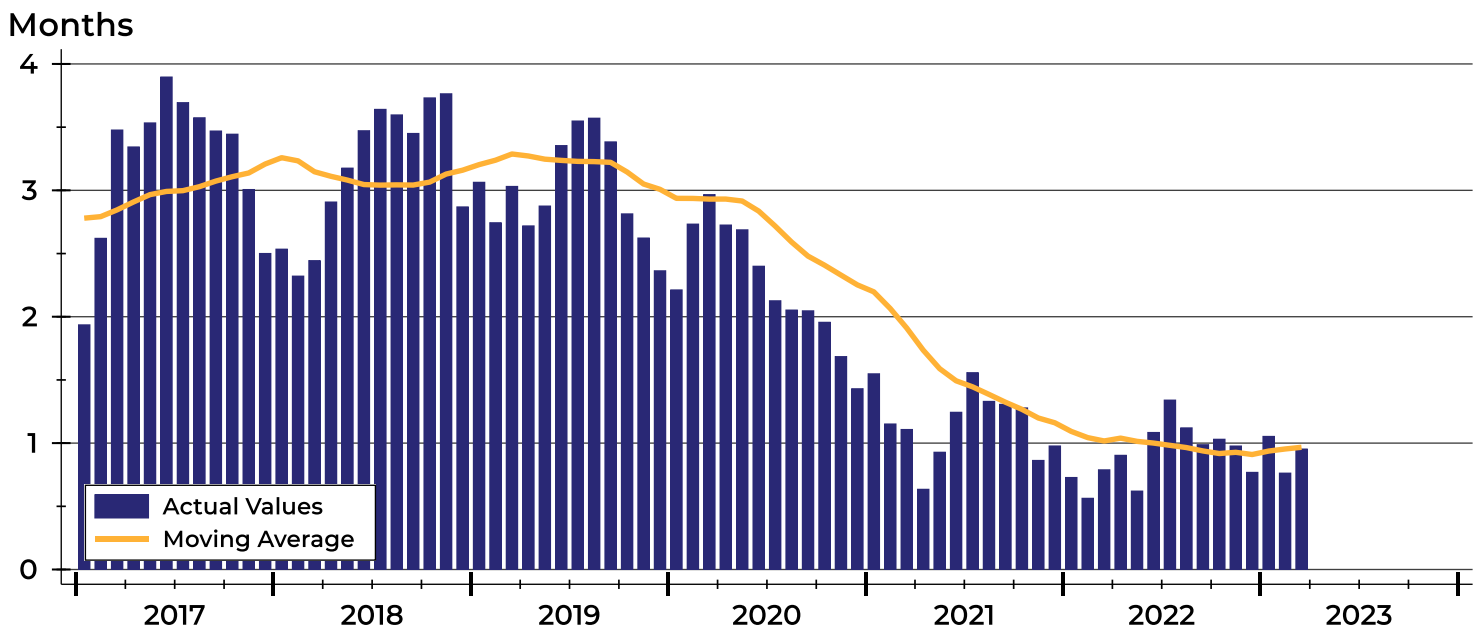
Emporia Area Months' Supply Analysis

Months' Supply by Month



Month	2021	2022	2023
January	1.5	0.7	1.1
February	1.2	0.6	0.8
March	1.1	0.8	1.0
April	0.6	0.9	
May	0.9	0.6	
June	1.2	1.1	
July	1.6	1.3	
August	1.3	1.1	
September	1.3	1.0	
October	1.3	1.0	
November	0.9	1.0	
December	1.0	0.8	

History of Month's Supply





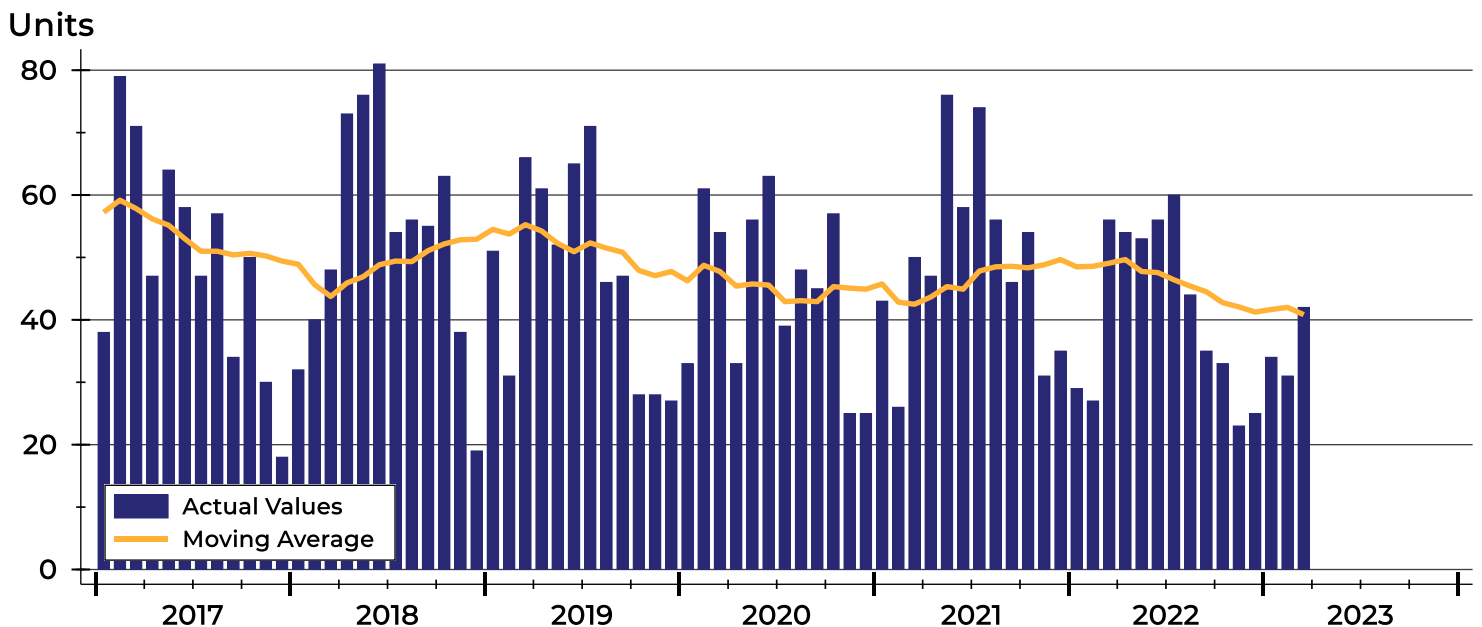
Emporia Area New Listings Analysis

Summary Statistics for New Listings		2023	March 2022	Change
Current Month	New Listings	42	56	-25.0%
	Volume (1,000s)	7,661	9,634	-20.5%
	Average List Price	182,402	172,033	6.0%
	Median List Price	169,900	139,200	22.1%
Year-to-Date	New Listings	107	112	-4.5%
	Volume (1,000s)	22,414	19,657	14.0%
	Average List Price	209,477	175,508	19.4%
	Median List Price	173,000	142,250	21.6%

A total of 42 new listings were added in the Emporia area during March, down 25.0% from the same month in 2022. Year-to-date the Emporia area has seen 107 new listings.

The median list price of these homes was \$169,900 up from \$139,200 in 2022.

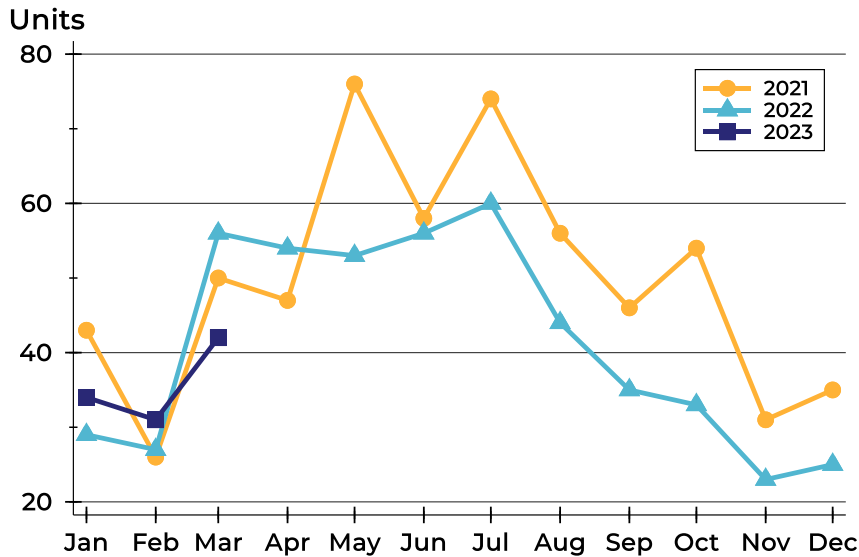
History of New Listings





Emporia Area New Listings Analysis

New Listings by Month



Month	2021	2022	2023
January	43	29	34
February	26	27	31
March	50	56	42
April	47	54	
May	76	53	
June	58	56	
July	74	60	
August	56	44	
September	46	35	
October	54	33	
November	31	23	
December	35	25	

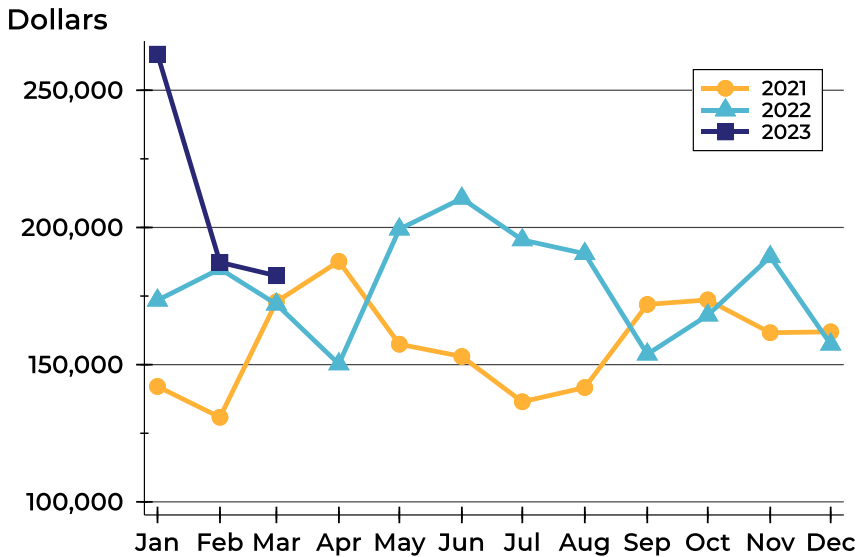
New Listings by Price Range

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	2.4%	20,000	20,000	0	0	90.0%	90.0%
\$25,000-\$49,999	1	2.4%	49,500	49,500	28	28	100.0%	100.0%
\$50,000-\$99,999	7	16.7%	77,114	85,000	6	5	100.0%	100.0%
\$100,000-\$124,999	2	4.8%	107,000	107,000	14	14	100.0%	100.0%
\$125,000-\$149,999	7	16.7%	139,014	137,000	5	3	99.0%	100.0%
\$150,000-\$174,999	4	9.5%	164,575	169,200	23	27	97.8%	99.6%
\$175,000-\$199,999	5	11.9%	187,860	185,000	5	4	100.0%	100.0%
\$200,000-\$249,999	5	11.9%	222,520	219,900	4	2	100.1%	100.0%
\$250,000-\$299,999	3	7.1%	274,167	270,000	11	7	96.7%	100.0%
\$300,000-\$399,999	7	16.7%	333,114	320,000	10	10	95.8%	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



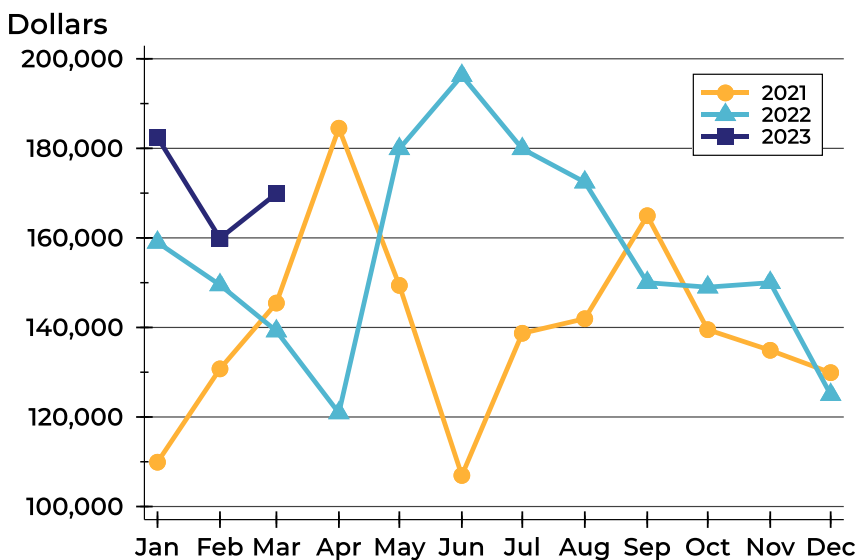
Emporia Area New Listings Analysis

Average Price



Month	2021	2022	2023
January	142,071	173,452	263,154
February	130,829	184,924	187,287
March	172,920	172,033	182,402
April	187,638	150,236	
May	157,453	199,364	
June	152,972	210,593	
July	136,485	195,452	
August	141,668	190,442	
September	171,949	153,797	
October	173,602	168,030	
November	161,645	189,300	
December	161,977	157,432	

Median Price



Month	2021	2022	2023
January	109,900	159,000	182,450
February	130,750	149,500	159,900
March	145,450	139,200	169,900
April	184,500	120,900	
May	149,400	179,900	
June	106,950	196,250	
July	138,700	179,900	
August	141,950	172,450	
September	164,950	150,000	
October	139,500	149,000	
November	134,900	150,000	
December	129,900	125,000	



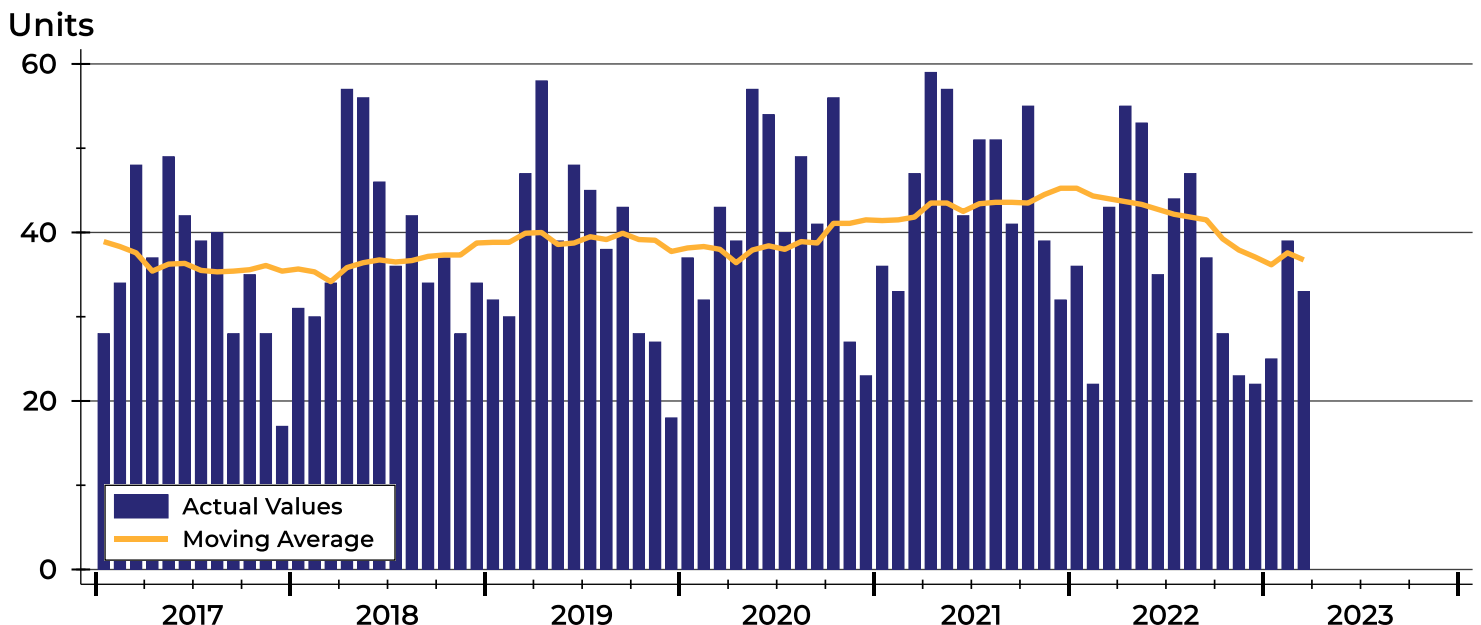
Emporia Area Contracts Written Analysis

Summary Statistics for Contracts Written		2023	March 2022	Change	2023	Year-to-Date 2022	Change
Contracts Written		33	43	-23.3%	97	101	-4.0%
Volume (1,000s)		5,531	7,525	-26.5%	16,609	17,101	-2.9%
Average	Sale Price	167,606	175,007	-4.2%	171,227	169,316	1.1%
	Days on Market	17	23	-26.1%	28	32	-12.5%
	Percent of Original	98.4%	97.4%	1.0%	96.8%	97.2%	-0.4%
Median	Sale Price	169,900	134,500	26.3%	159,900	137,900	16.0%
	Days on Market	5	4	25.0%	6	6	0.0%
	Percent of Original	100.0%	99.3%	0.7%	100.0%	98.7%	1.3%

A total of 33 contracts for sale were written in the Emporia area during the month of March, down from 43 in 2022. The median list price of these homes was \$169,900, up from \$134,500 the prior year.

Half of the homes that went under contract in March were on the market less than 5 days, compared to 4 days in March 2022.

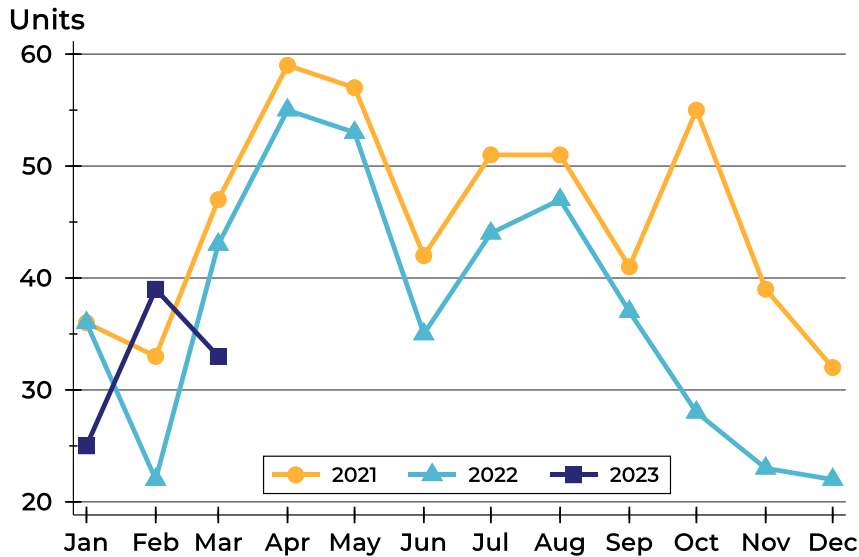
History of Contracts Written





Emporia Area Contracts Written Analysis

Contracts Written by Month



Month	2021	2022	2023
January	36	36	25
February	33	22	39
March	47	43	33
April	59	55	
May	57	53	
June	42	35	
July	51	44	
August	51	47	
September	41	37	
October	55	28	
November	39	23	
December	32	22	

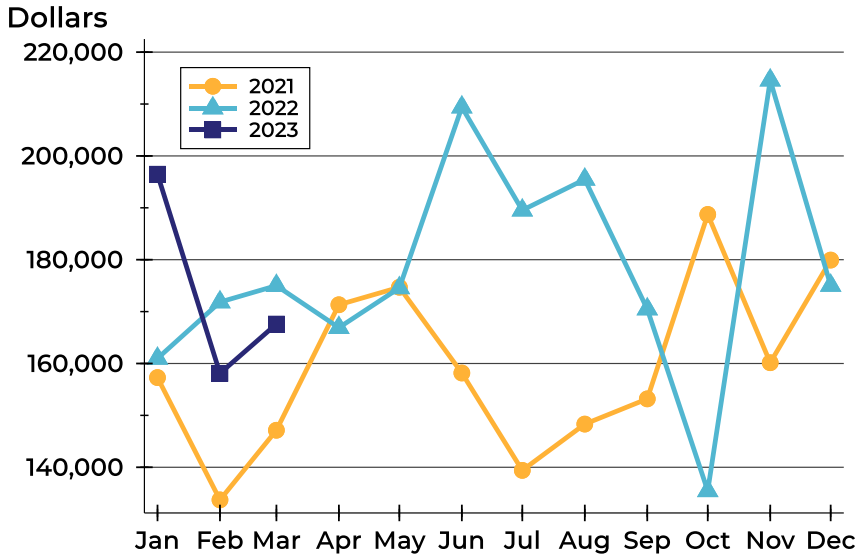
Contracts Written by Price Range

Price Range	Contracts Written		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	1	3.0%	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	6	18.2%	86,650	90,500	5	5	100.0%	100.0%
\$100,000-\$124,999	2	6.1%	109,500	109,500	24	24	92.3%	92.3%
\$125,000-\$149,999	6	18.2%	138,867	138,450	14	3	100.0%	100.0%
\$150,000-\$174,999	3	9.1%	167,433	169,900	50	23	96.1%	100.0%
\$175,000-\$199,999	6	18.2%	186,767	182,450	25	23	98.1%	100.0%
\$200,000-\$249,999	6	18.2%	222,750	221,900	15	5	99.0%	100.0%
\$250,000-\$299,999	1	3.0%	270,000	270,000	6	6	100.0%	100.0%
\$300,000-\$399,999	2	6.1%	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



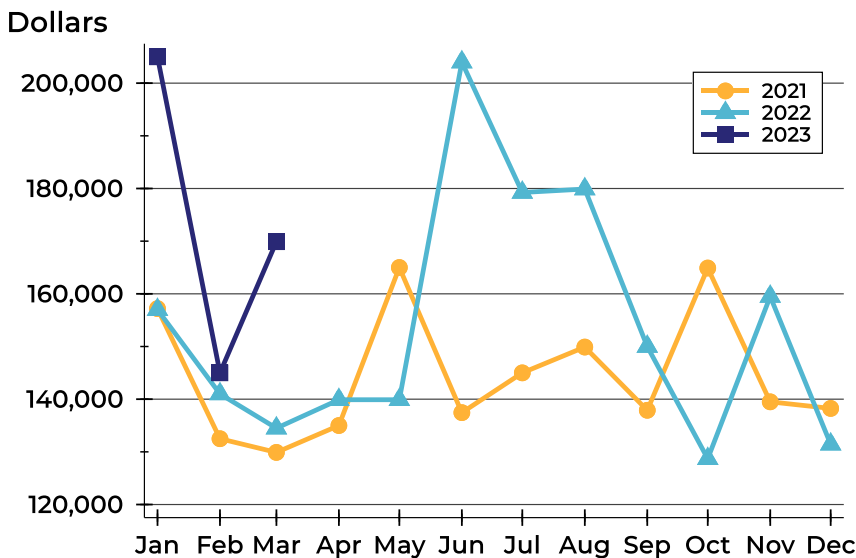
Emporia Area Contracts Written Analysis

Average Price



Month	2021	2022	2023
January	157,288	160,978	196,480
February	133,718	171,836	158,104
March	147,138	175,007	167,606
April	171,322	166,905	
May	174,690	174,564	
June	158,171	209,397	
July	139,408	189,539	
August	148,322	195,481	
September	153,183	170,488	
October	188,725	135,454	
November	160,150	214,591	
December	179,928	175,032	

Median Price

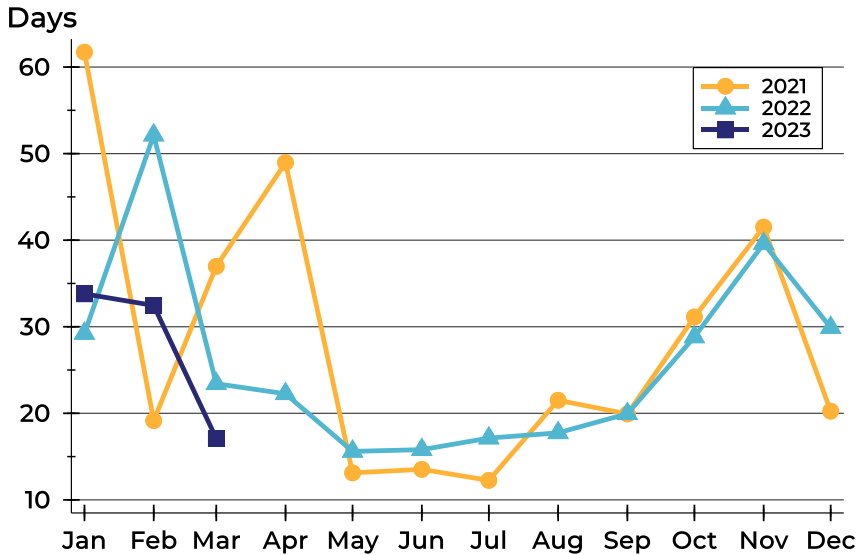


Month	2021	2022	2023
January	157,200	157,000	205,000
February	132,500	141,000	145,000
March	129,900	134,500	169,900
April	135,000	139,900	
May	165,000	139,900	
June	137,450	204,000	
July	145,000	179,250	
August	149,900	179,900	
September	137,900	150,000	
October	164,900	128,700	
November	139,500	159,500	
December	138,250	131,450	



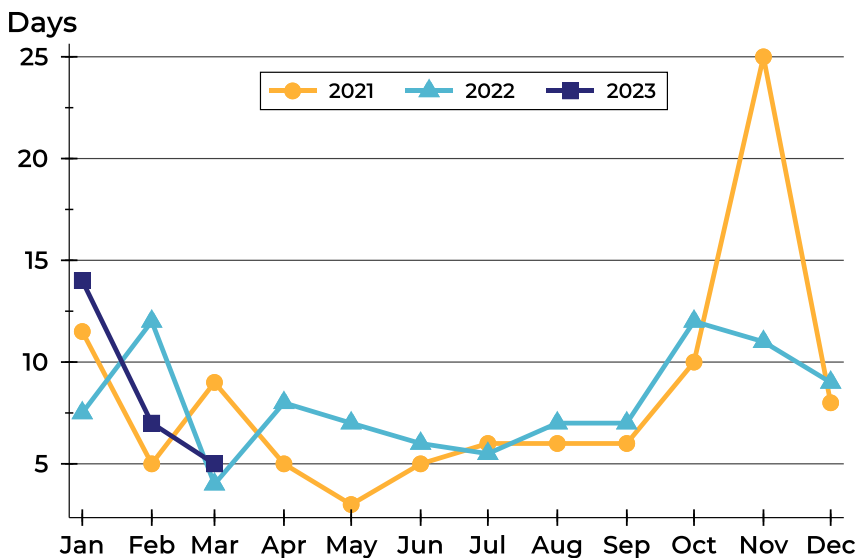
Emporia Area Contracts Written Analysis

Average DOM



Month	2021	2022	2023
January	62	29	34
February	19	52	32
March	37	23	17
April	49	22	
May	13	16	
June	14	16	
July	12	17	
August	22	18	
September	20	20	
October	31	29	
November	42	40	
December	20	30	

Median DOM



Month	2021	2022	2023
January	12	8	14
February	5	12	7
March	9	4	5
April	5	8	
May	3	7	
June	5	6	
July	6	6	
August	6	7	
September	6	7	
October	10	12	
November	25	11	
December	8	9	



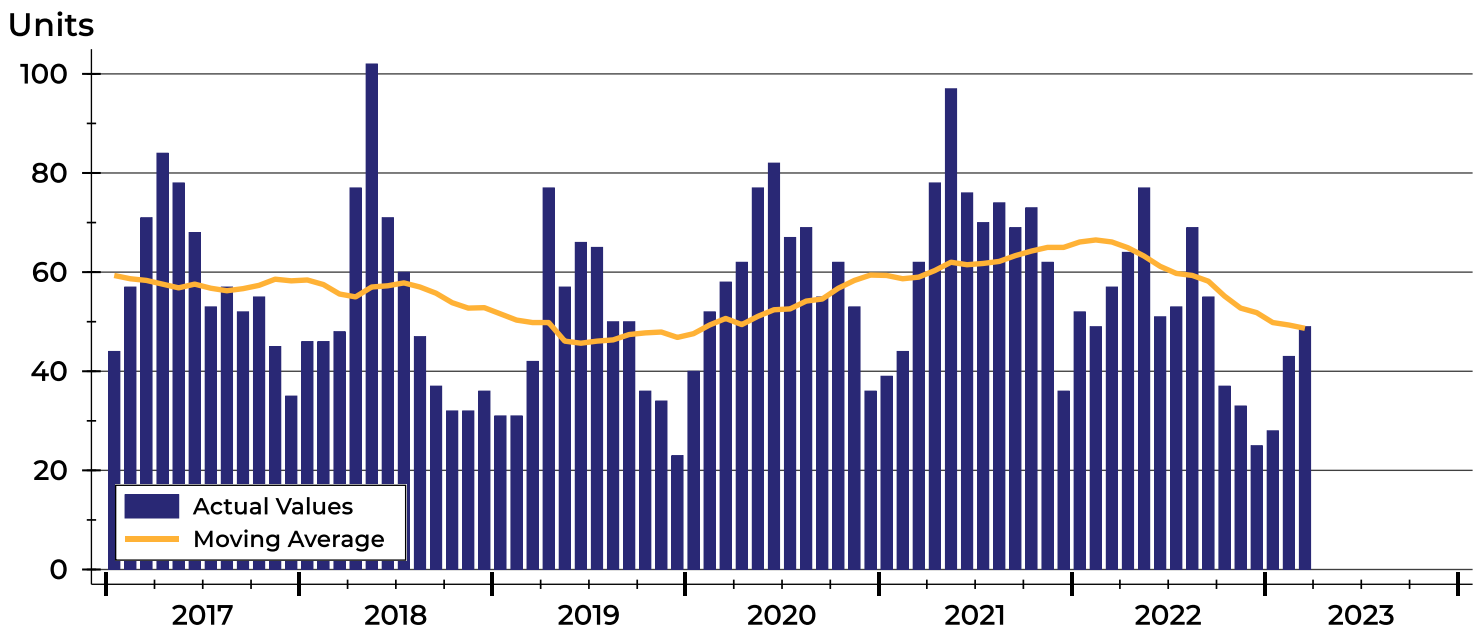
Emporia Area Pending Contracts Analysis

Summary Statistics for Pending Contracts		2023	End of March 2022	Change
Pending Contracts		49	57	-14.0%
Volume (1,000s)		9,019	9,252	-2.5%
Average	List Price	184,071	162,322	13.4%
	Days on Market	24	21	14.3%
	Percent of Original	98.2%	99.0%	-0.8%
Median	List Price	169,900	139,500	21.8%
	Days on Market	5	5	0.0%
	Percent of Original	100.0%	100.0%	0.0%

A total of 49 listings in the Emporia area had contracts pending at the end of March, down from 57 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.

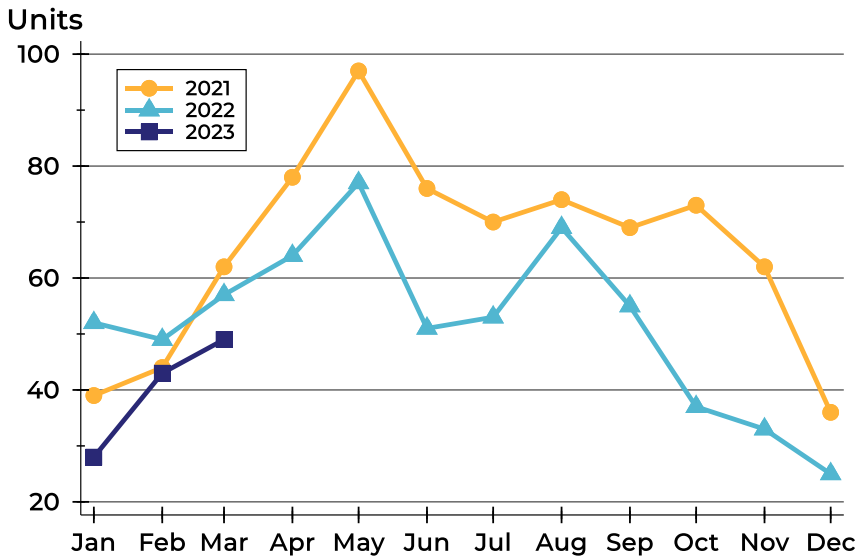
History of Pending Contracts





Emporia Area Pending Contracts Analysis

Pending Contracts by Month



Month	2021	2022	2023
January	39	52	28
February	44	49	43
March	62	57	49
April	78	64	
May	97	77	
June	76	51	
July	70	53	
August	74	69	
September	69	55	
October	73	37	
November	62	33	
December	36	25	

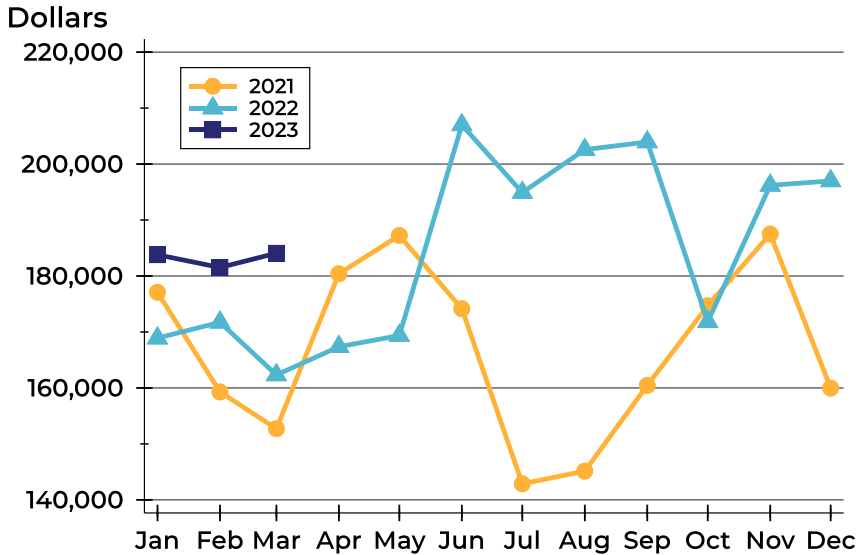
Pending Contracts by Price Range

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	8	16.3%	81,787	85,500	17	5	99.9%	100.0%
\$100,000-\$124,999	7	14.3%	118,157	118,500	17	7	97.3%	100.0%
\$125,000-\$149,999	7	14.3%	140,400	139,900	13	3	100.5%	100.0%
\$150,000-\$174,999	4	8.2%	164,325	166,200	88	75	96.5%	97.0%
\$175,000-\$199,999	6	12.2%	186,767	182,450	25	23	98.1%	100.0%
\$200,000-\$249,999	10	20.4%	225,290	225,700	27	5	96.1%	100.0%
\$250,000-\$299,999	3	6.1%	278,333	275,000	17	6	97.7%	100.0%
\$300,000-\$399,999	2	4.1%	354,750	354,750	3	3	100.0%	100.0%
\$400,000-\$499,999	1	2.0%	435,000	435,000	8	8	96.8%	96.8%
\$500,000-\$749,999	1	2.0%	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



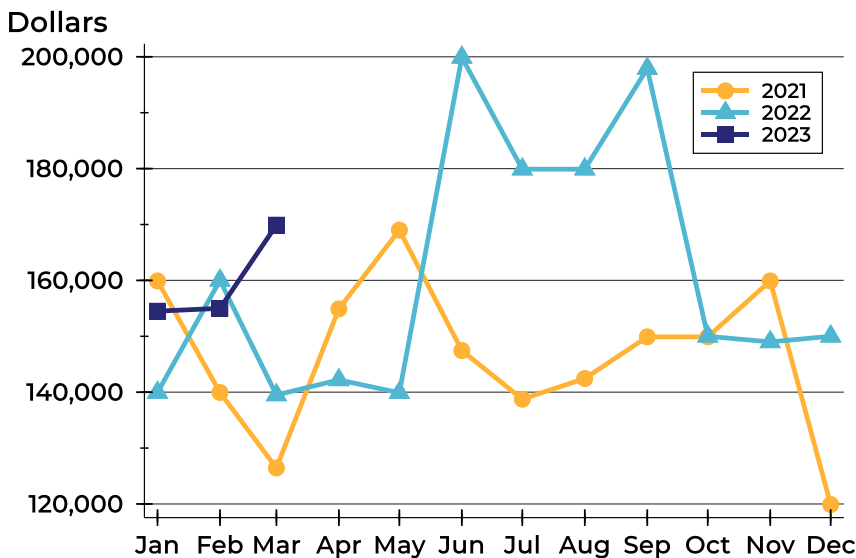
Emporia Area Pending Contracts Analysis

Average Price



Month	2021	2022	2023
January	177,100	168,904	183,800
February	159,286	171,734	181,521
March	152,719	162,322	184,071
April	180,399	167,365	
May	187,243	169,369	
June	174,154	207,006	
July	142,871	194,911	
August	145,141	202,583	
September	160,443	203,950	
October	174,700	171,833	
November	187,504	196,197	
December	159,969	196,996	

Median Price

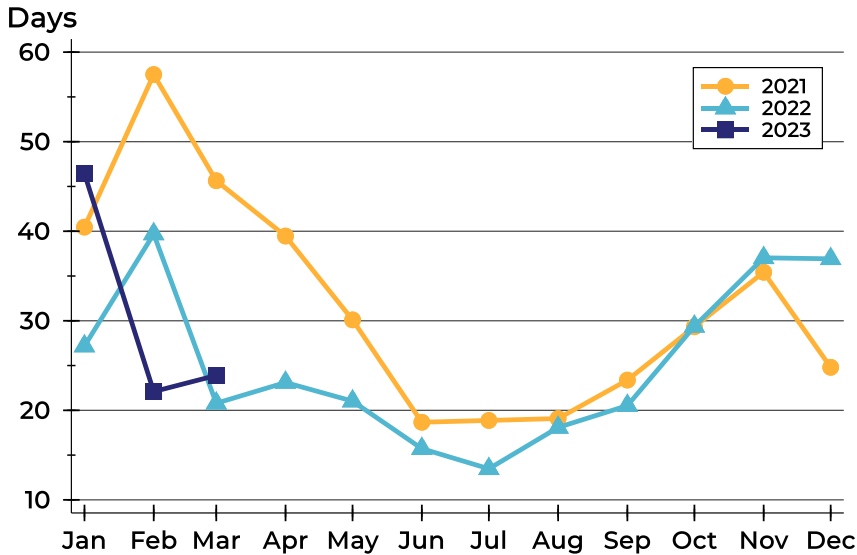


Month	2021	2022	2023
January	159,900	139,950	154,500
February	139,950	160,000	155,000
March	126,450	139,500	169,900
April	154,900	142,200	
May	169,000	139,900	
June	147,450	199,900	
July	138,750	179,900	
August	142,450	179,900	
September	149,900	197,900	
October	149,900	150,000	
November	159,900	149,000	
December	119,900	150,000	



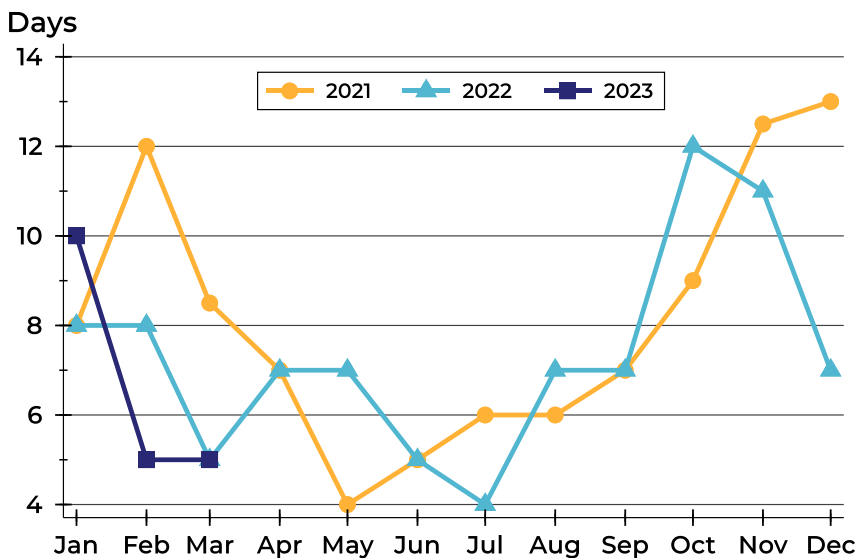
Emporia Area Pending Contracts Analysis

Average DOM



Month	2021	2022	2023
January	40	27	46
February	58	40	22
March	46	21	24
April	39	23	
May	30	21	
June	19	16	
July	19	13	
August	19	18	
September	23	21	
October	29	29	
November	35	37	
December	25	37	

Median DOM



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



**March
2023**

Sunflower MLS Statistics



Greenwood County Housing Report



Market Overview

Greenwood County Home Sales Rose in March

Total home sales in Greenwood County rose by 200.0% last month to 3 units, compared to 1 unit in March 2022. Total sales volume was \$0.3 million, up 689.5% from a year earlier.

The median sale price in March was \$96,000, up from \$39,000 a year earlier. Homes that sold in March were typically on the market for 50 days and sold for 100.0% of their list prices.

Greenwood County Has No Active Listings at End of March

The total number of active listings in Greenwood County at the end of March was 0 units, compared to 0 in March 2022. The median list price of homes on the market at the end of March 2022 was \$.

During March, a total of 0 contracts were written down from 2 in March 2022. At the end of the month, there were 0 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



Greenwood County Summary Statistics

March MLS Statistics Three-year History		Current Month			Year-to-Date		
		2023	2022	2021	2023	2022	2021
Home Sales		3	1	0	3	1	1
Change from prior year		200.0%	N/A	-100.0%	200.0%	0.0%	-66.7%
Active Listings		0	0	2	N/A	N/A	N/A
Change from prior year		N/A	-100.0%	-33.3%			
Months' Supply		N/A	N/A	3.0	N/A	N/A	N/A
Change from prior year		N/A	-100.0%	-9.1%			
New Listings		0	1	2	1	2	4
Change from prior year		-100.0%	-50.0%	0.0%	-50.0%	-50.0%	-20.0%
Contracts Written		0	2	0	3	3	3
Change from prior year		-100.0%	N/A	-100.0%	0.0%	0.0%	50.0%
Pending Contracts		0	2	3	N/A	N/A	N/A
Change from prior year		-100.0%	-33.3%	N/A			
Sales Volume (1,000s)		308	39	0	308	39	19
Change from prior year		689.7%	N/A	-100.0%	689.7%	105.3%	-85.9%
Average	Sale Price	102,633	39,000	N/A	102,633	39,000	19,001
	Change from prior year	163.2%	N/A	N/A	163.2%	105.3%	-57.6%
	List Price of Actives	N/A	N/A	37,000	N/A	N/A	N/A
	Change from prior year	N/A	N/A	-75.1%			
	Days on Market	43	70	N/A	43	70	19
Change from prior year	-38.6%	N/A	N/A	-38.6%	268.4%	-76.8%	
Percent of List	102.2%	86.7%	N/A	102.2%	86.7%	114.5%	
Change from prior year	17.9%	N/A	N/A	17.9%	-24.3%	21.8%	
Percent of Original	102.2%	78.2%	N/A	102.2%	78.2%	114.5%	
Change from prior year	30.7%	N/A	N/A	30.7%	-31.7%	27.8%	
Median	Sale Price	96,000	39,000	N/A	96,000	39,000	19,001
	Change from prior year	146.2%	N/A	N/A	146.2%	105.3%	-63.5%
	List Price of Actives	N/A	N/A	37,000	N/A	N/A	N/A
	Change from prior year	N/A	N/A	-65.1%			
	Days on Market	50	70	N/A	50	70	19
Change from prior year	-28.6%	N/A	N/A	-28.6%	268.4%	-48.6%	
Percent of List	100.0%	86.7%	N/A	100.0%	86.7%	114.5%	
Change from prior year	15.3%	N/A	N/A	15.3%	-24.3%	21.2%	
Percent of Original	100.0%	78.2%	N/A	100.0%	78.2%	114.5%	
Change from prior year	27.9%	N/A	N/A	27.9%	-31.7%	24.3%	

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



Greenwood County Closed Listings Analysis

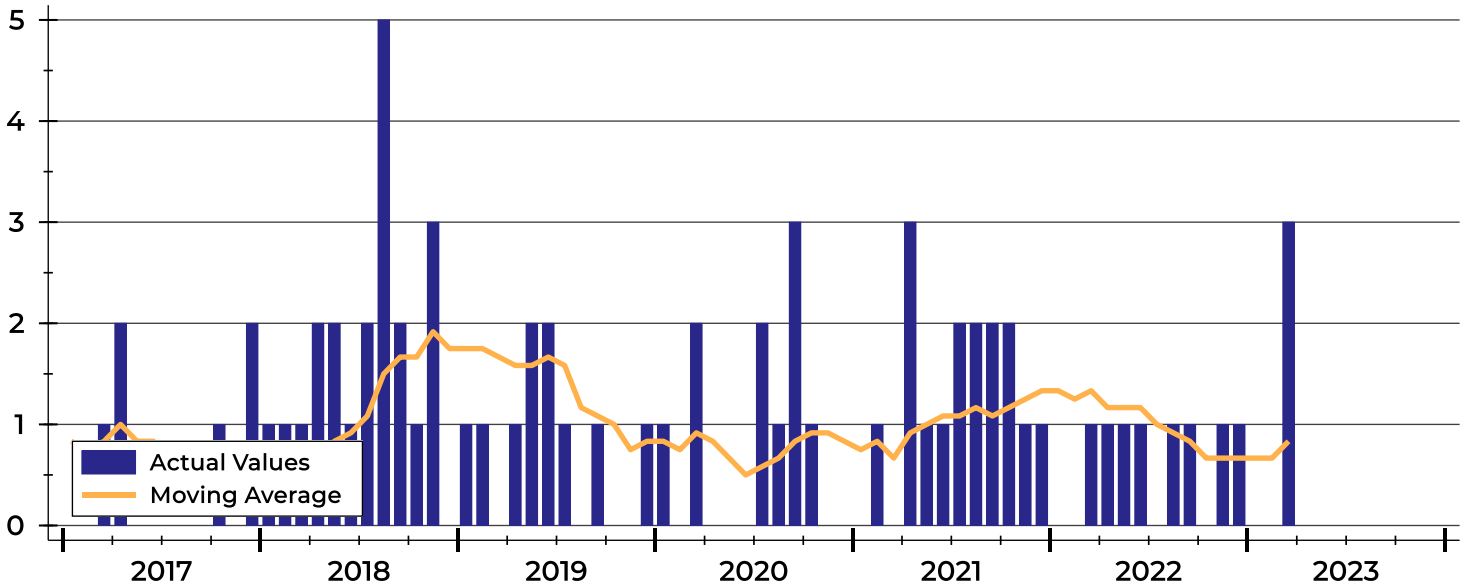
Summary Statistics for Closed Listings		2023	March 2022	Change	2023	Year-to-Date 2022	Change
Closed Listings		3	1	200.0%	3	1	200.0%
Volume (1,000s)		308	39	689.7%	308	39	689.7%
Months' Supply		N/A	0.0	N/A	N/A	N/A	N/A
Average	Sale Price	102,633	39,000	163.2%	102,633	39,000	163.2%
	Days on Market	43	70	-38.6%	43	70	-38.6%
	Percent of List	102.2%	86.7%	17.9%	102.2%	86.7%	17.9%
	Percent of Original	102.2%	78.2%	30.7%	102.2%	78.2%	30.7%
Median	Sale Price	96,000	39,000	146.2%	96,000	39,000	146.2%
	Days on Market	50	70	-28.6%	50	70	-28.6%
	Percent of List	100.0%	86.7%	15.3%	100.0%	86.7%	15.3%
	Percent of Original	100.0%	78.2%	27.9%	100.0%	78.2%	27.9%

A total of 3 homes sold in Greenwood County in March, up from 1 unit in March 2022. Total sales volume rose to \$0.3 million compared to \$0.0 million in the previous year.

The median sales price in March was \$96,000, up 146.2% compared to the prior year. Median days on market in March was 50 days.

History of Closed Listings

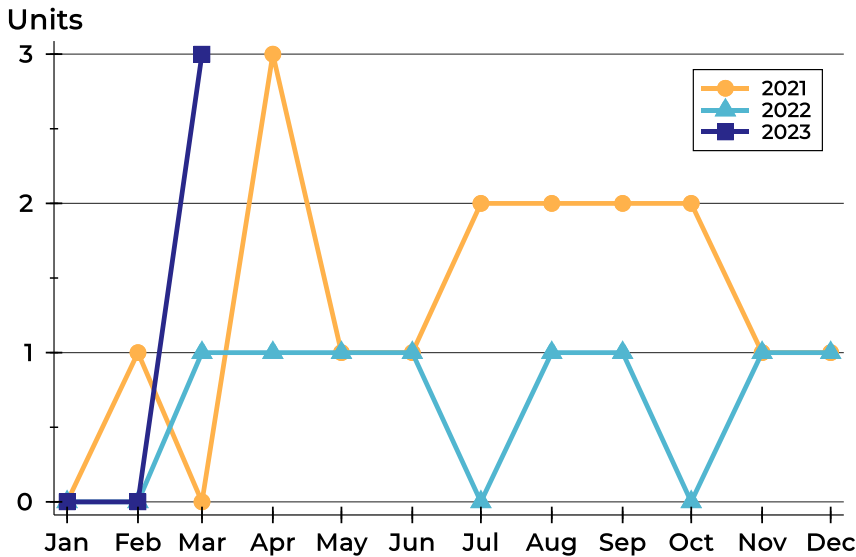
Units





Greenwood County Closed Listings Analysis

Closed Listings by Month



Month	2021	2022	2023
January	0	0	0
February	1	0	0
March	0	1	3
April	3	1	0
May	1	1	0
June	1	1	0
July	2	0	0
August	2	1	0
September	2	1	0
October	2	0	0
November	1	1	0
December	1	1	0

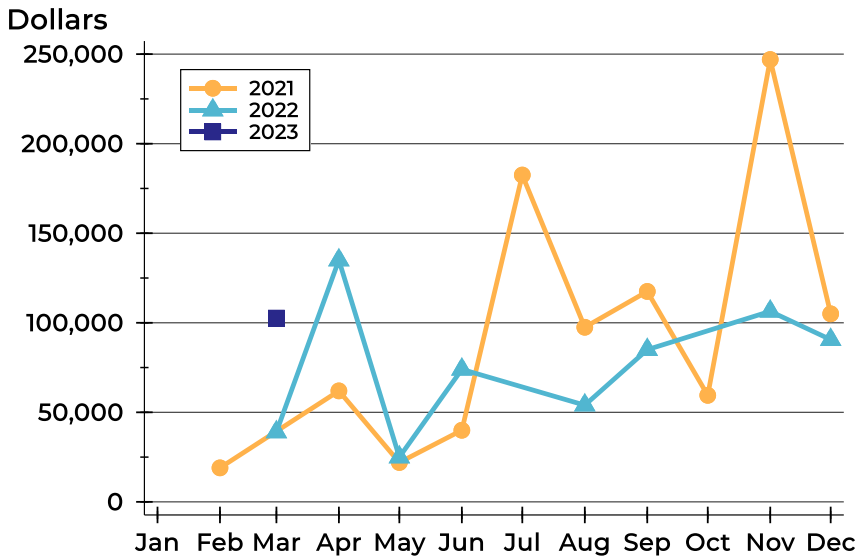
Closed Listings by Price Range

Price Range	Sales		Months' Supply	Sale Price		Days on Market		Price as % of List		Price as % of Orig.	
	Number	Percent		Average	Median	Avg.	Med.	Avg.	Med.	Avg.	Med.
Below \$25,000	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$25,000-\$49,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$50,000-\$99,999	2	66.7%	0.0	89,000	89,000	40	40	103.3%	103.3%	103.3%	103.3%
\$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	1	33.3%	0.0	129,900	129,900	50	50	100.0%	100.0%	100.0%	100.0%
\$150,000-\$174,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$175,000-\$199,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$200,000-\$249,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$250,000-\$299,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$300,000-\$399,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$400,000-\$499,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$500,000-\$749,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$750,000-\$999,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A



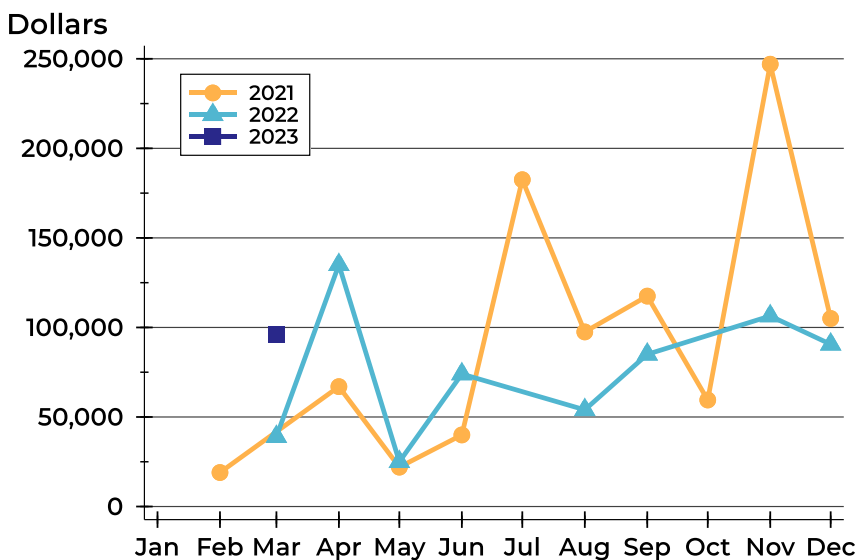
Greenwood County Closed Listings Analysis

Average Price



Month	2021	2022	2023
January	N/A	N/A	N/A
February	19,001	N/A	N/A
March	N/A	39,000	102,633
April	61,983	135,000	
May	22,000	25,000	
June	40,000	74,000	
July	182,500	N/A	
August	97,500	54,000	
September	117,500	85,000	
October	59,500	N/A	
November	247,000	106,400	
December	105,000	90,591	

Median Price

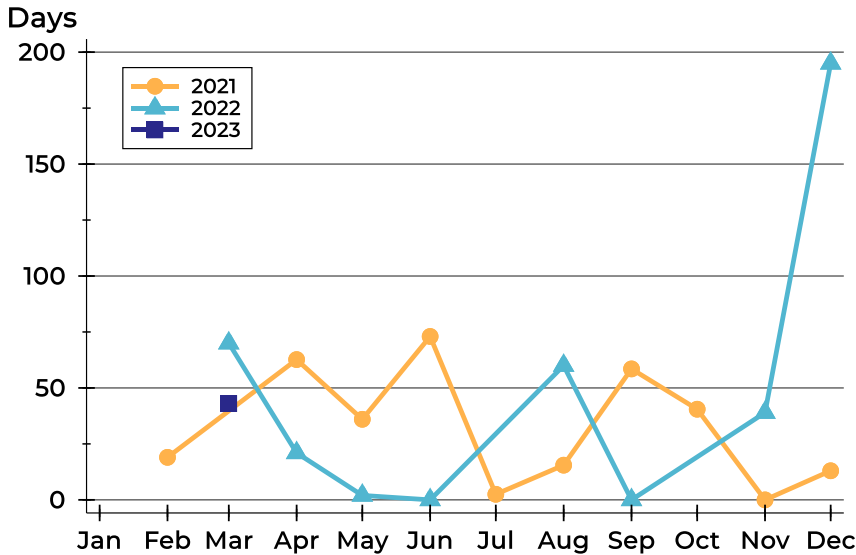


Month	2021	2022	2023
January	N/A	N/A	N/A
February	19,001	N/A	N/A
March	N/A	39,000	96,000
April	66,950	135,000	
May	22,000	25,000	
June	40,000	74,000	
July	182,500	N/A	
August	97,500	54,000	
September	117,500	85,000	
October	59,500	N/A	
November	247,000	106,400	
December	105,000	90,591	



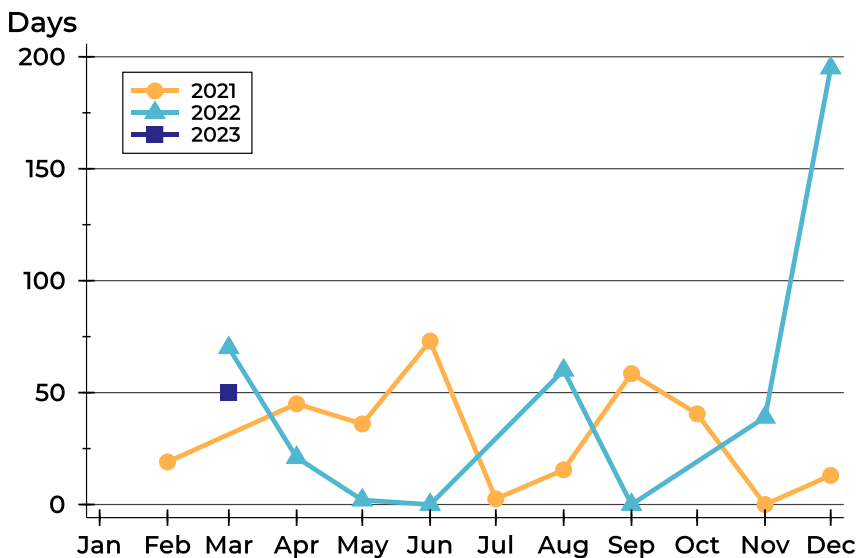
Greenwood County Closed Listings Analysis

Average DOM



Month	2021	2022	2023
January	N/A	N/A	N/A
February	19	N/A	N/A
March	N/A	70	43
April	63	21	
May	36	2	
June	73	N/A	
July	3	N/A	
August	16	60	
September	59	N/A	
October	41	N/A	
November	N/A	39	
December	13	195	

Median DOM



Month	2021	2022	2023
January	N/A	N/A	N/A
February	19	N/A	N/A
March	N/A	70	50
April	45	21	
May	36	2	
June	73	N/A	
July	3	N/A	
August	16	60	
September	59	N/A	
October	41	N/A	
November	N/A	39	
December	13	195	



Greenwood County Active Listings Analysis

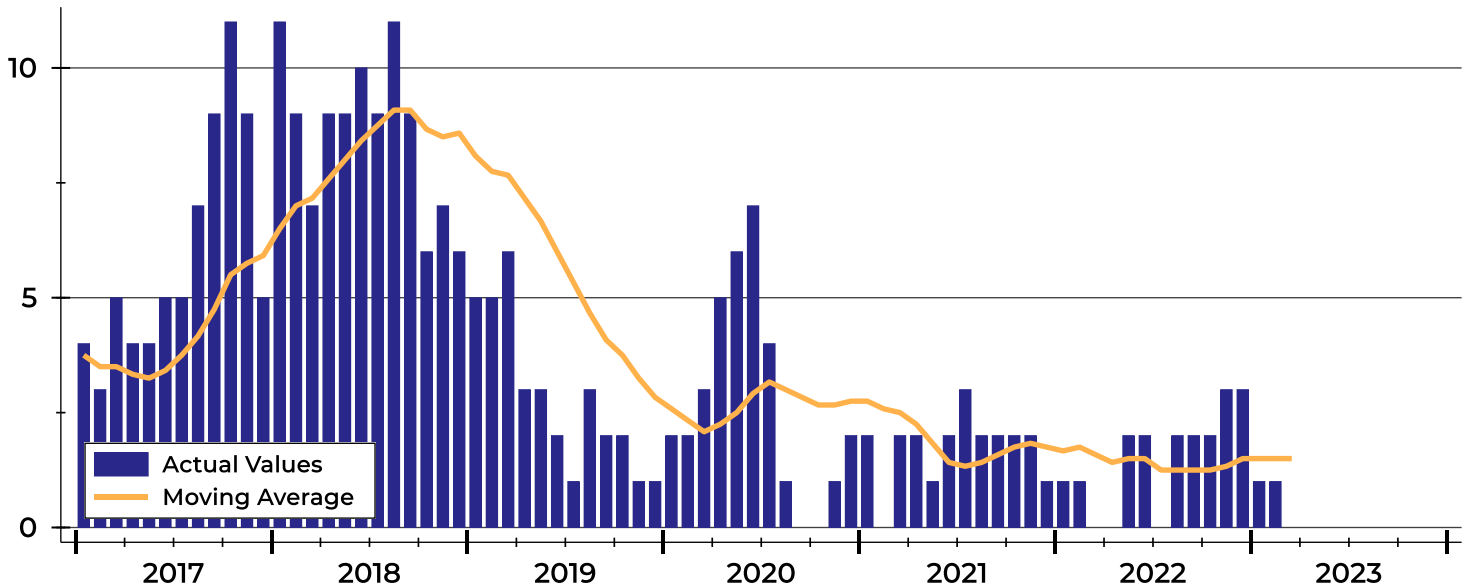
Summary Statistics for Active Listings		2023	End of March 2022	Change
Active Listings		0	0	N/A
Volume (1,000s)		0	0	N/A
Months' Supply		0.0	0.0	N/A
Average	List Price	N/A	N/A	N/A
	Days on Market	N/A	N/A	N/A
	Percent of Original	N/A	N/A	N/A
Median	List Price	N/A	N/A	N/A
	Days on Market	N/A	N/A	N/A
	Percent of Original	N/A	N/A	N/A

A total of 0 homes were available for sale in Greenwood County at the end of March. This represents a 0.0 months' supply of active listings.

The median list price of homes on the market at the end of March 2022 was \$. The typical time on market for active listings during the same period was . days.

History of Active Listings

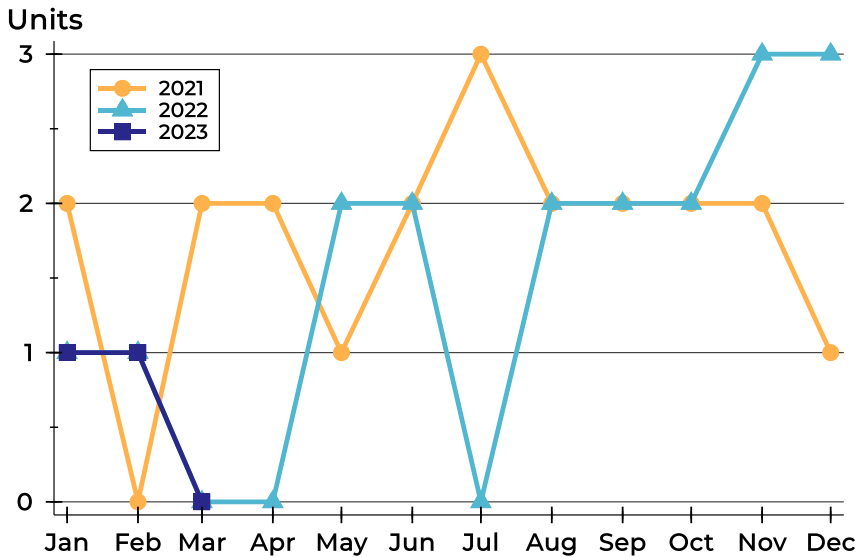
Units





Greenwood County Active Listings Analysis

Active Listings by Month



Month	2021	2022	2023
January	2	1	1
February	0	1	1
March	2	0	0
April	2	0	
May	1	2	
June	2	2	
July	3	0	
August	2	2	
September	2	2	
October	2	2	
November	2	3	
December	1	3	

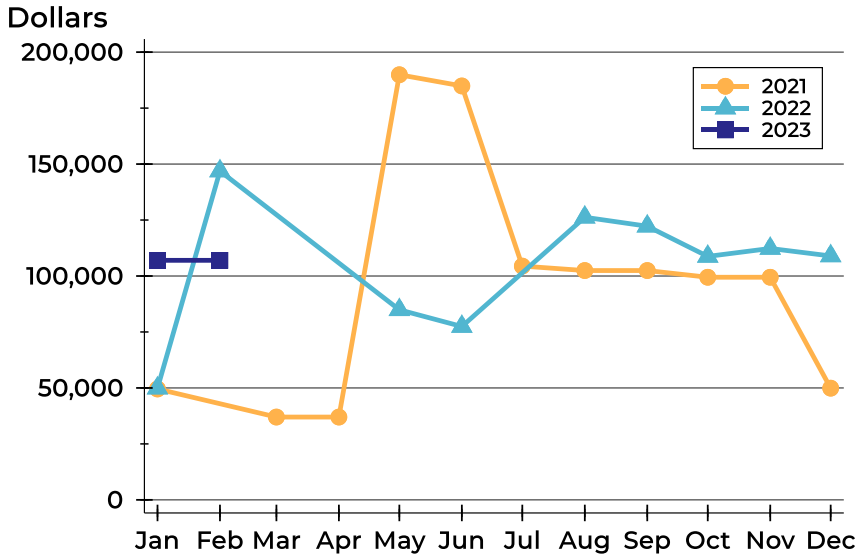
Active Listings by Price Range

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	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$25,000-\$49,999	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$50,000-\$99,999	0	N/A	0.0	N/A	N/A	N/A	N/A	N/A	N/A
\$100,000-\$124,999	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$125,000-\$149,999	0	N/A	0.0	N/A	N/A	N/A	N/A	N/A	N/A
\$150,000-\$174,999	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$175,000-\$199,999	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$200,000-\$249,999	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$250,000-\$299,999	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$300,000-\$399,999	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$400,000-\$499,999	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$500,000-\$749,999	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$750,000-\$999,999	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A



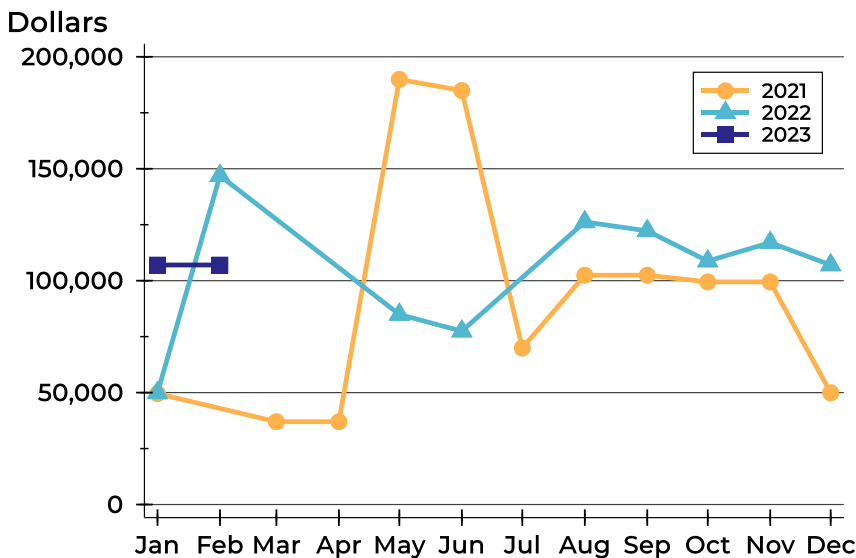
Greenwood County Active Listings Analysis

Average Price



Month	2021	2022	2023
January	49,550	49,900	107,000
February	N/A	146,900	107,000
March	37,000	N/A	N/A
April	37,000	N/A	
May	189,900	84,900	
June	184,900	77,450	
July	104,433	N/A	
August	102,450	126,250	
September	102,450	122,250	
October	99,450	108,750	
November	99,450	112,300	
December	49,900	108,967	

Median Price

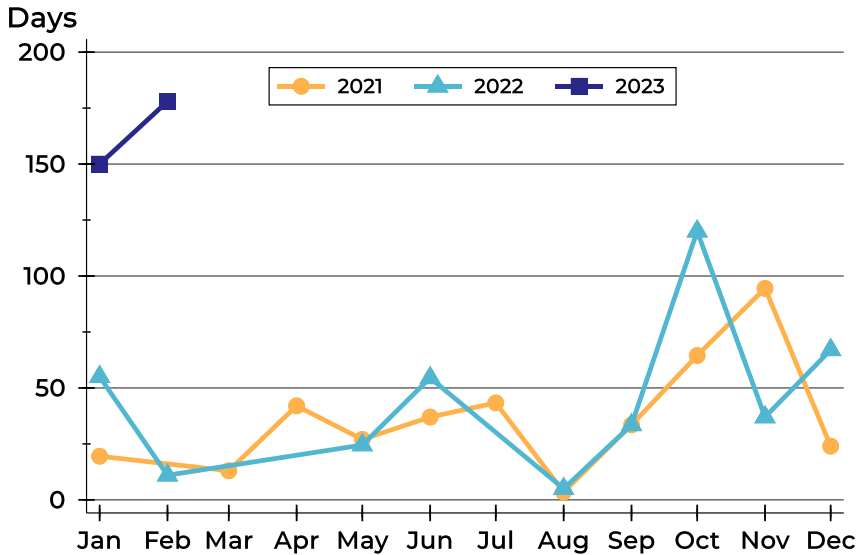


Month	2021	2022	2023
January	49,550	49,900	107,000
February	N/A	146,900	107,000
March	37,000	N/A	N/A
April	37,000	N/A	
May	189,900	84,900	
June	184,900	77,450	
July	69,900	N/A	
August	102,450	126,250	
September	102,450	122,250	
October	99,450	108,750	
November	99,450	117,000	
December	49,900	107,000	



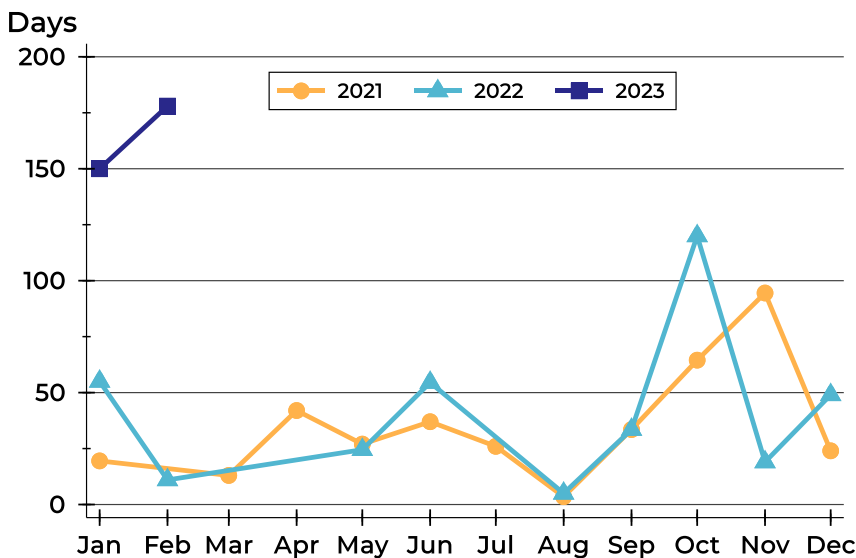
Greenwood County Active Listings Analysis

Average DOM



Month	2021	2022	2023
January	20	55	150
February	N/A	11	178
March	13	N/A	N/A
April	42	N/A	
May	27	25	
June	37	55	
July	43	N/A	
August	4	5	
September	34	34	
October	65	120	
November	95	37	
December	24	67	

Median DOM

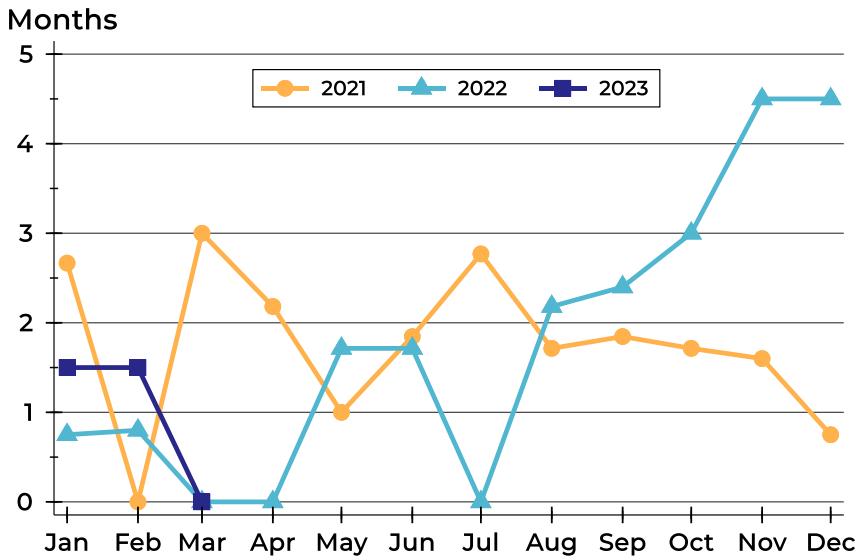


Month	2021	2022	2023
January	20	55	150
February	N/A	11	178
March	13	N/A	N/A
April	42	N/A	
May	27	25	
June	37	55	
July	26	N/A	
August	4	5	
September	34	34	
October	65	120	
November	95	19	
December	24	49	



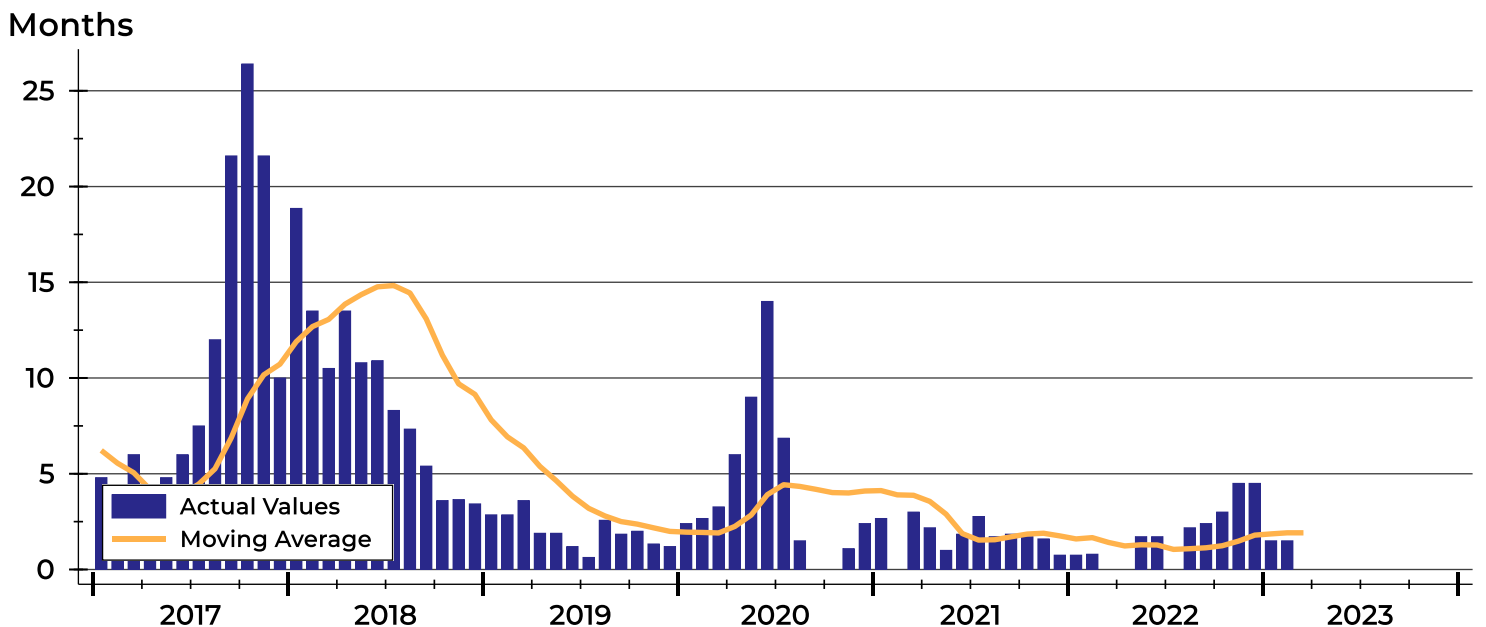
Greenwood County Months' Supply Analysis

Months' Supply by Month



Month	2021	2022	2023
January	2.7	0.8	1.5
February	0.0	0.8	1.5
March	3.0	0.0	0.0
April	2.2	0.0	0.0
May	1.0	1.7	0.0
June	1.8	1.7	0.0
July	2.8	0.0	0.0
August	1.7	2.2	0.0
September	1.8	2.4	0.0
October	1.7	3.0	0.0
November	1.6	4.5	0.0
December	0.8	4.5	0.0

History of Month's Supply





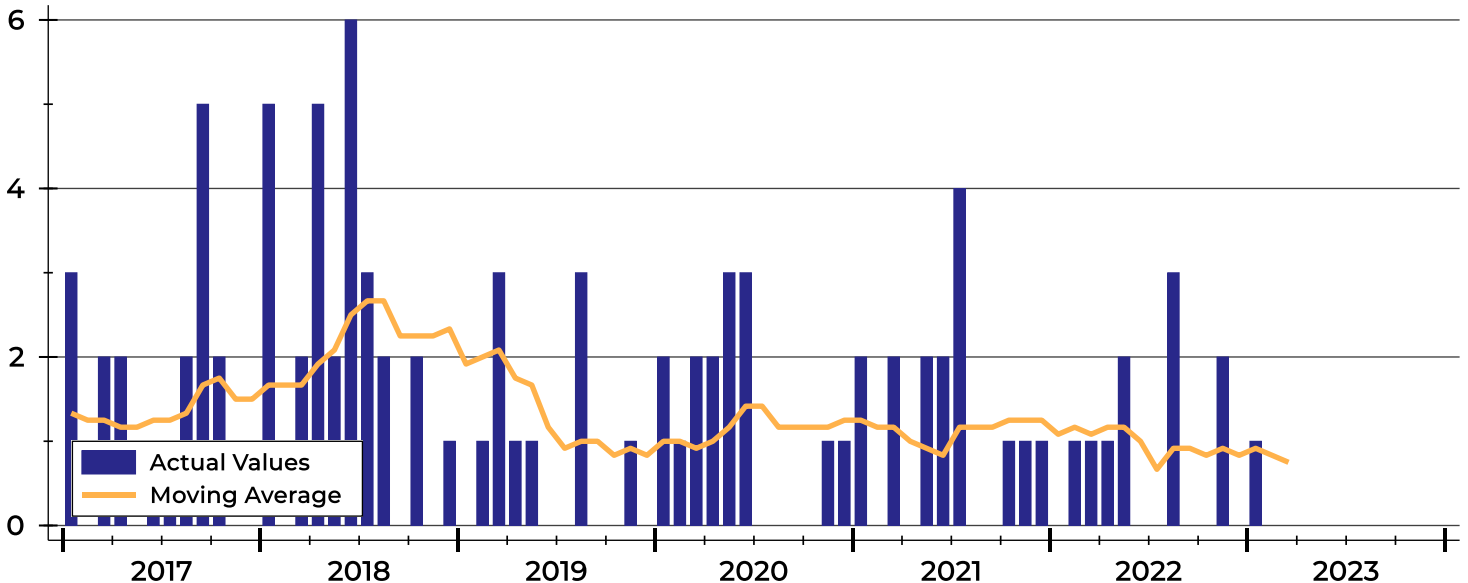
Greenwood County New Listings Analysis

Summary Statistics for New Listings		2023	March 2022	Change
Current Month	New Listings	0	1	-100.0%
	Volume (1,000s)	0	52	-100.0%
	Average List Price	N/A	52,000	N/A
	Median List Price	N/A	52,000	N/A
Year-to-Date	New Listings	1	2	-50.0%
	Volume (1,000s)	82	199	-58.8%
	Average List Price	82,000	99,450	-17.5%
	Median List Price	82,000	99,450	-17.5%

No new listings were added in Greenwood County during March. In comparison, 1 new listings were added in March 2022. Year-to-date Greenwood County has seen 1 new listings.

History of New Listings

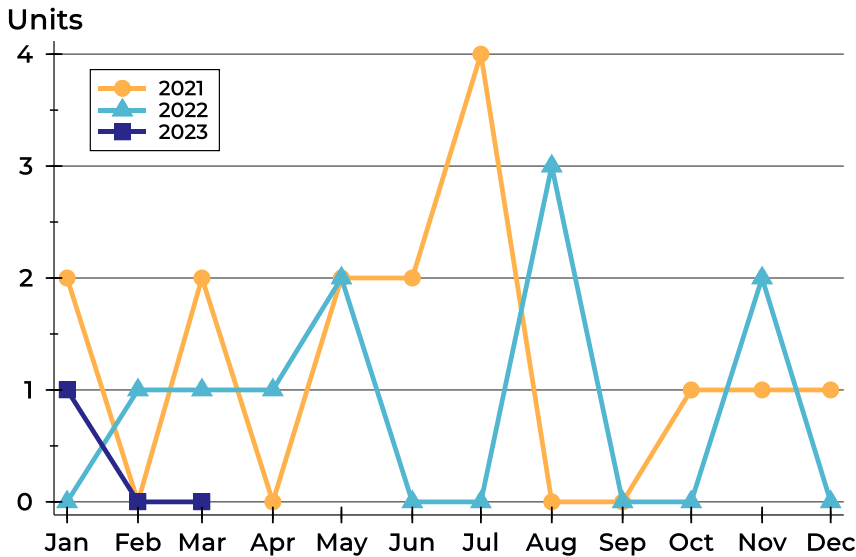
Units





Greenwood County New Listings Analysis

New Listings by Month



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

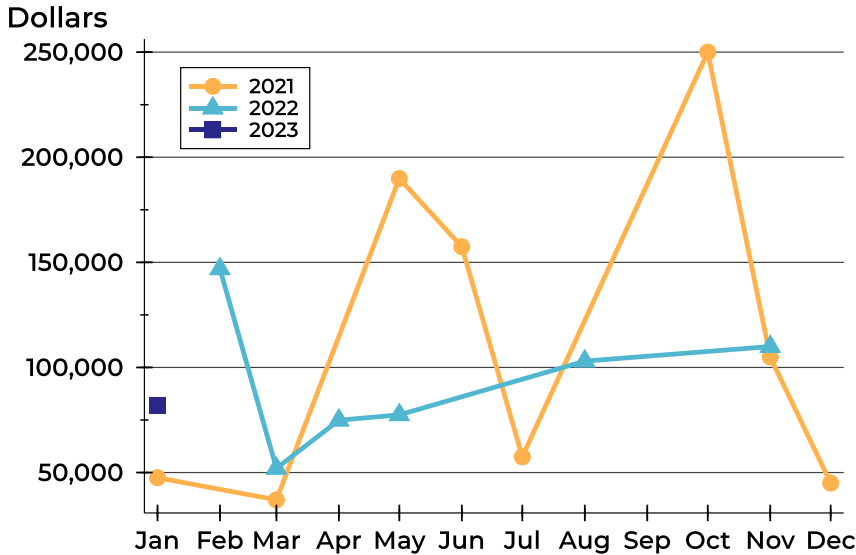
New Listings by Price Range

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	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$25,000-\$49,999	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$50,000-\$99,999	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$100,000-\$124,999	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$125,000-\$149,999	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$150,000-\$174,999	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$175,000-\$199,999	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$200,000-\$249,999	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$250,000-\$299,999	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$300,000-\$399,999	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$400,000-\$499,999	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$500,000-\$749,999	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$750,000-\$999,999	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A



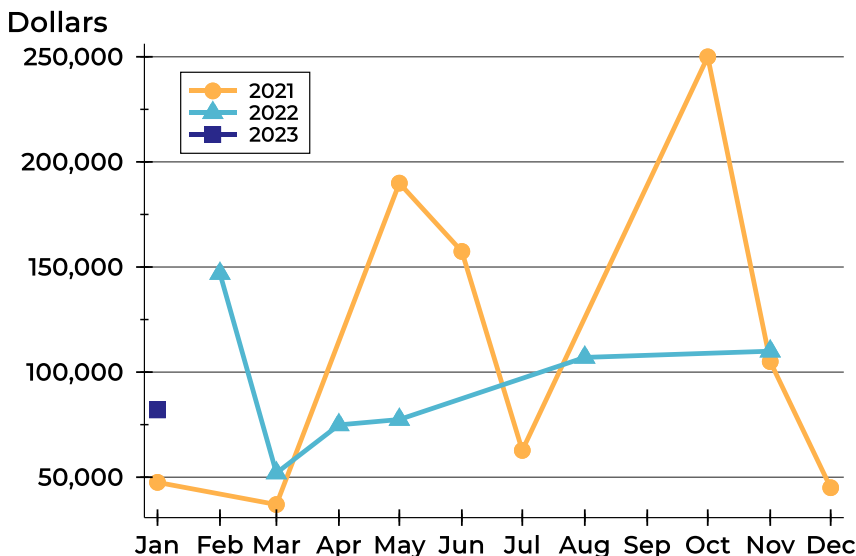
Greenwood County New Listings Analysis

Average Price



Month	2021	2022	2023
January	47,550	N/A	82,000
February	N/A	146,900	N/A
March	37,000	52,000	N/A
April	N/A	74,900	
May	189,900	77,450	
June	157,400	N/A	
July	57,475	N/A	
August	N/A	103,000	
September	N/A	N/A	
October	250,000	N/A	
November	105,000	109,950	
December	45,000	N/A	

Median Price



Month	2021	2022	2023
January	47,550	N/A	82,000
February	N/A	146,900	N/A
March	37,000	52,000	N/A
April	N/A	74,900	
May	189,900	77,450	
June	157,400	N/A	
July	62,750	N/A	
August	N/A	107,000	
September	N/A	N/A	
October	250,000	N/A	
November	105,000	109,950	
December	45,000	N/A	



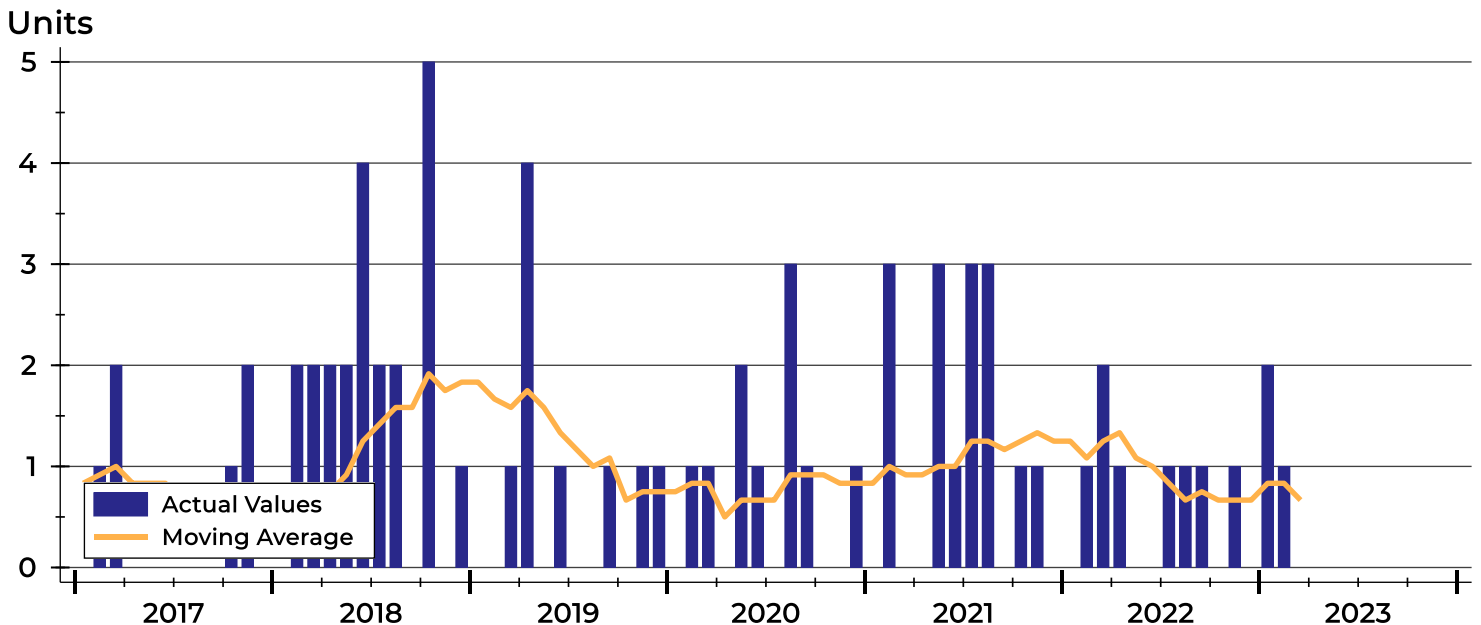
Greenwood County Contracts Written Analysis

Summary Statistics for Contracts Written		2023	March 2022	Change	2023	Year-to-Date 2022	Change
Contracts Written		0	2	-100.0%	3	3	0.0%
Volume (1,000s)		0	199	-100.0%	302	244	23.8%
Average	Sale Price	N/A	99,450	N/A	100,633	81,300	23.8%
	Days on Market	N/A	12	N/A	43	31	38.7%
	Percent of Original	N/A	56.5%	N/A	102.2%	63.7%	60.4%
Median	Sale Price	N/A	99,450	N/A	90,000	52,000	73.1%
	Days on Market	N/A	12	N/A	50	21	138.1%
	Percent of Original	N/A	56.5%	N/A	100.0%	67.5%	48.1%

A total of 0 contracts for sale were written in Greenwood County during the month of March, down from 2 in 2022. The median list price of these homes in March 2022 was \$99,450.

Half of the homes that went under contract during this period were on the market less than 12 days.

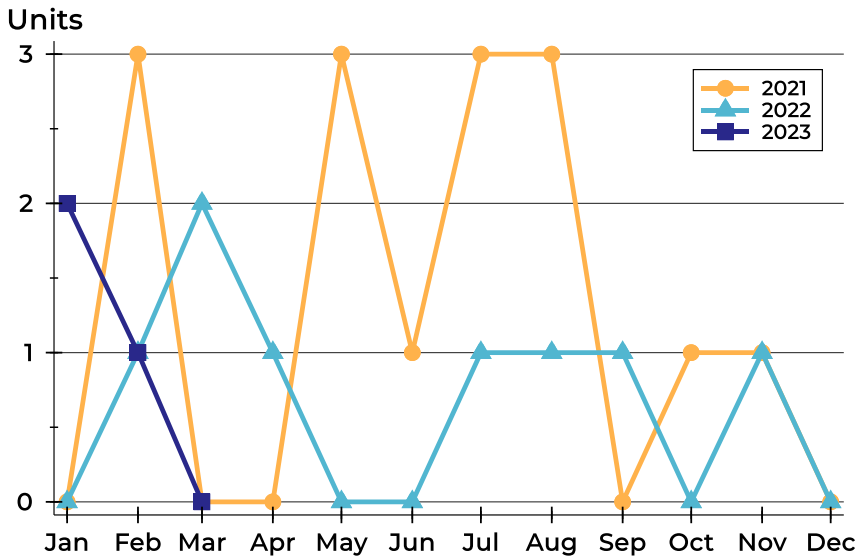
History of Contracts Written





Greenwood County Contracts Written Analysis

Contracts Written by Month



Month	2021	2022	2023
January	N/A	N/A	2
February	3	1	1
March	N/A	2	N/A
April	N/A	1	
May	3	N/A	
June	1	N/A	
July	3	1	
August	3	1	
September	N/A	1	
October	1	N/A	
November	1	1	
December	N/A	N/A	

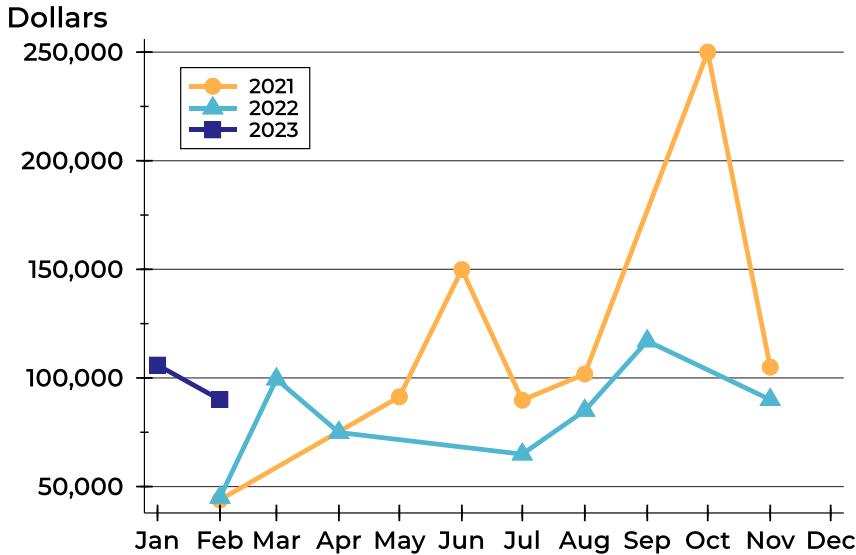
Contracts Written by Price Range

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	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$25,000-\$49,999	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$50,000-\$99,999	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$100,000-\$124,999	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$125,000-\$149,999	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$150,000-\$174,999	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$175,000-\$199,999	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$200,000-\$249,999	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$250,000-\$299,999	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$300,000-\$399,999	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$400,000-\$499,999	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$500,000-\$749,999	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$750,000-\$999,999	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A



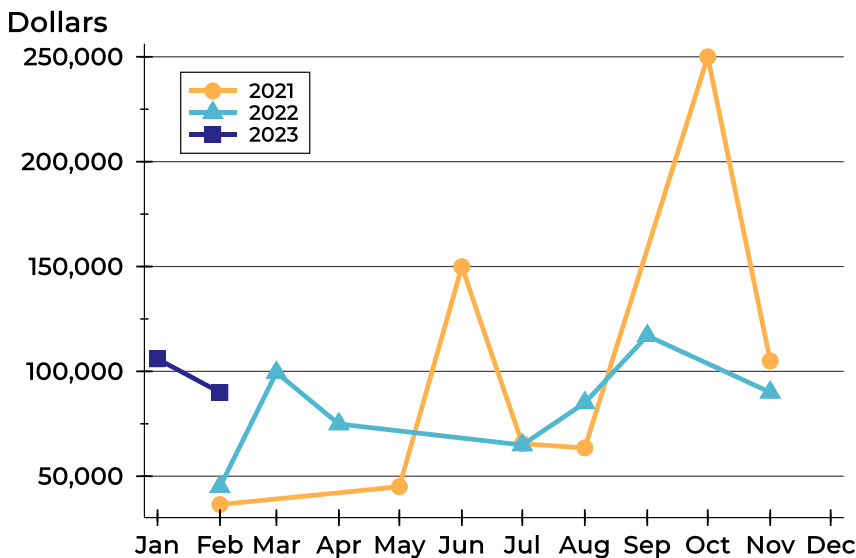
Greenwood County Contracts Written Analysis

Average Price



Month	2021	2022	2023
January	N/A	N/A	105,950
February	43,867	45,000	90,000
March	N/A	99,450	N/A
April	N/A	74,900	
May	91,300	N/A	
June	149,900	N/A	
July	89,767	64,900	
August	101,800	85,000	
September	N/A	117,000	
October	250,000	N/A	
November	105,000	90,000	
December	N/A	N/A	

Median Price

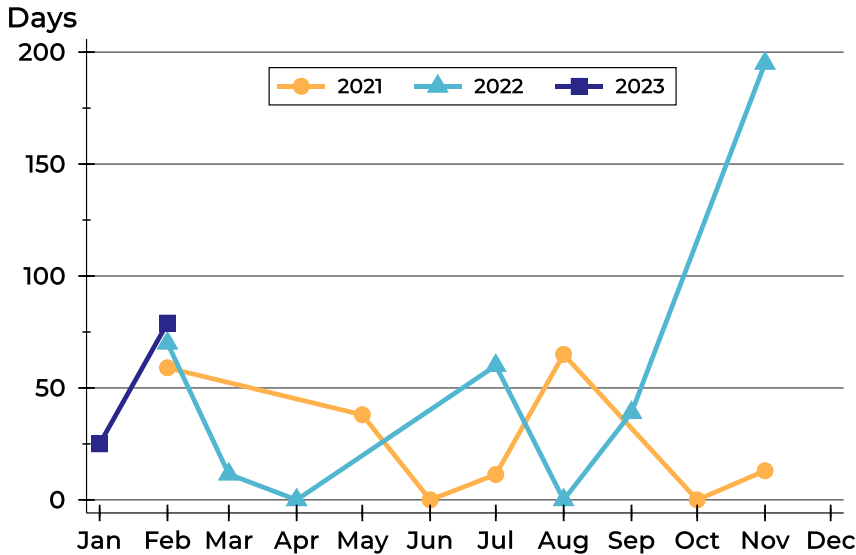


Month	2021	2022	2023
January	N/A	N/A	105,950
February	36,500	45,000	90,000
March	N/A	99,450	N/A
April	N/A	74,900	
May	45,000	N/A	
June	149,900	N/A	
July	65,500	64,900	
August	63,500	85,000	
September	N/A	117,000	
October	250,000	N/A	
November	105,000	90,000	
December	N/A	N/A	



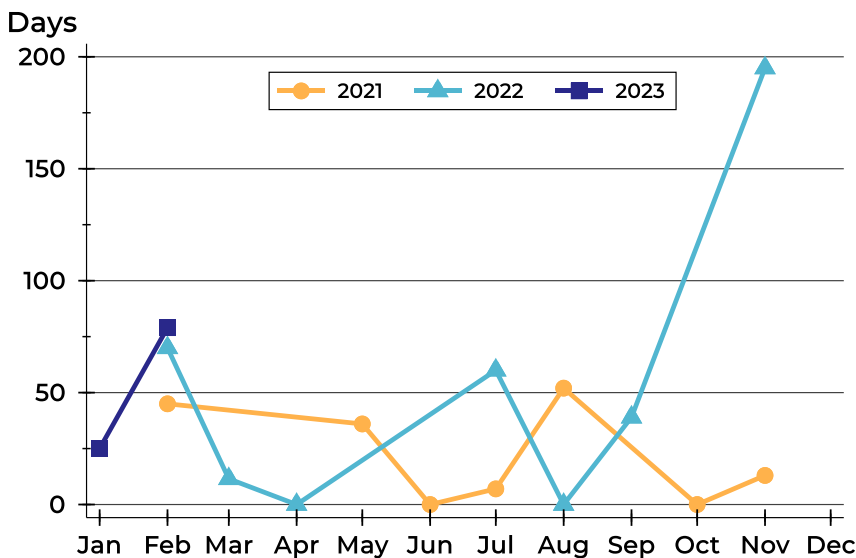
Greenwood County Contracts Written Analysis

Average DOM



Month	2021	2022	2023
January	N/A	N/A	25
February	59	70	79
March	N/A	12	N/A
April	N/A	N/A	
May	38	N/A	
June	N/A	N/A	
July	11	60	
August	65	N/A	
September	N/A	39	
October	N/A	N/A	
November	13	195	
December	N/A	N/A	

Median DOM



Month	2021	2022	2023
January	N/A	N/A	25
February	45	70	79
March	N/A	12	N/A
April	N/A	N/A	
May	36	N/A	
June	N/A	N/A	
July	7	60	
August	52	N/A	
September	N/A	39	
October	N/A	N/A	
November	13	195	
December	N/A	N/A	



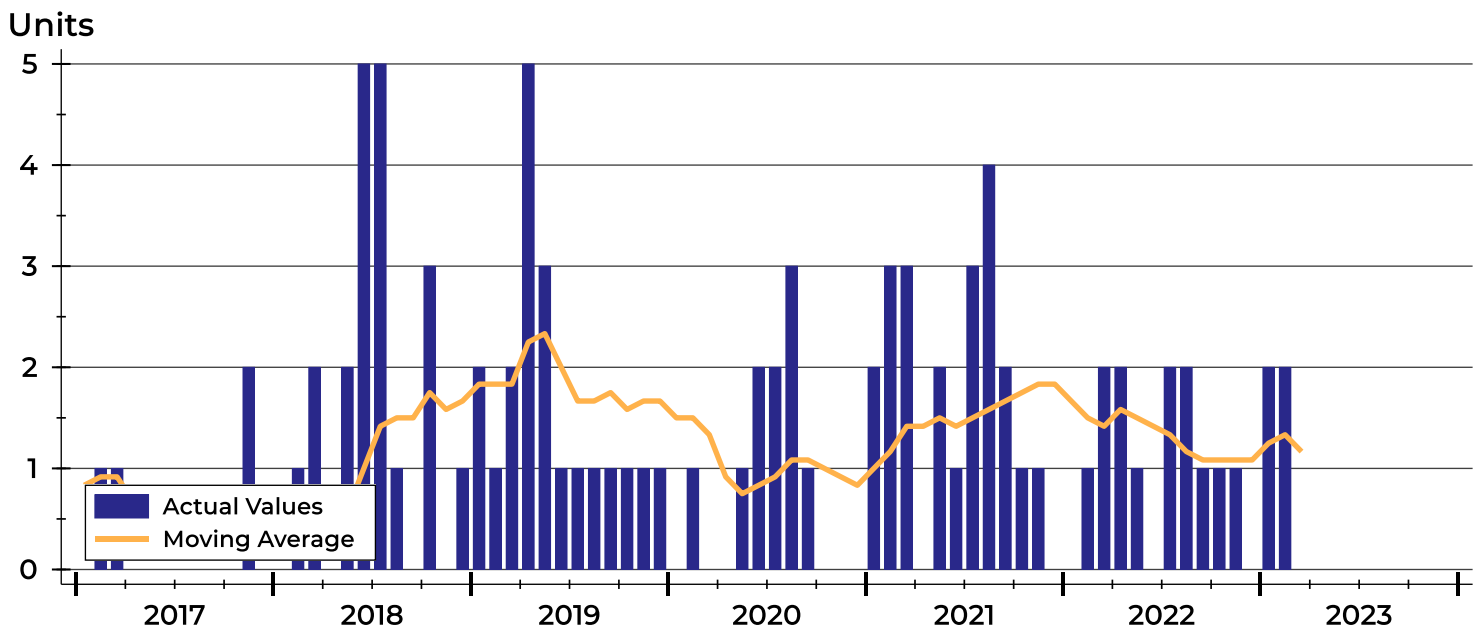
Greenwood County Pending Contracts Analysis

Summary Statistics for Pending Contracts		2023	End of March 2022	Change
Pending Contracts		0	2	-100.0%
Volume (1,000s)		0	199	-100.0%
Average	List Price	N/A	99,450	N/A
	Days on Market	N/A	12	N/A
	Percent of Original	N/A	84.0%	N/A
Median	List Price	N/A	99,450	N/A
	Days on Market	N/A	12	N/A
	Percent of Original	N/A	84.0%	N/A

A total of 0 listings in Greenwood County had contracts pending at the end of March, down from 2 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.

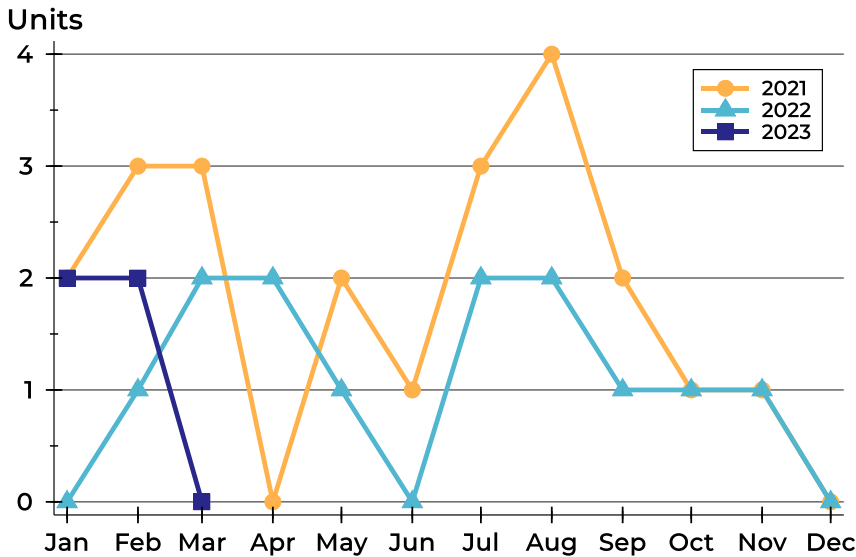
History of Pending Contracts





Greenwood County Pending Contracts Analysis

Pending Contracts by Month



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

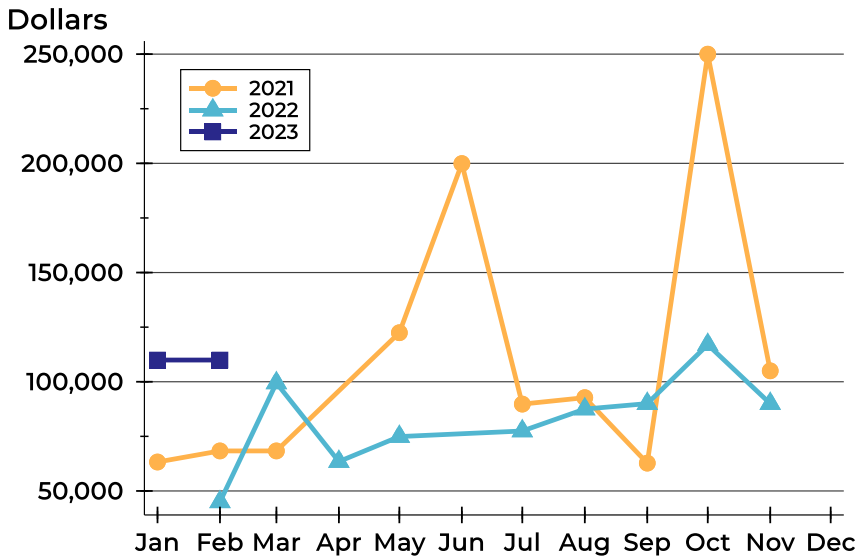
Pending Contracts by Price Range

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	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$25,000-\$49,999	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$50,000-\$99,999	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$100,000-\$124,999	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$125,000-\$149,999	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$150,000-\$174,999	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$175,000-\$199,999	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$200,000-\$249,999	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$250,000-\$299,999	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$300,000-\$399,999	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$400,000-\$499,999	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$500,000-\$749,999	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$750,000-\$999,999	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A



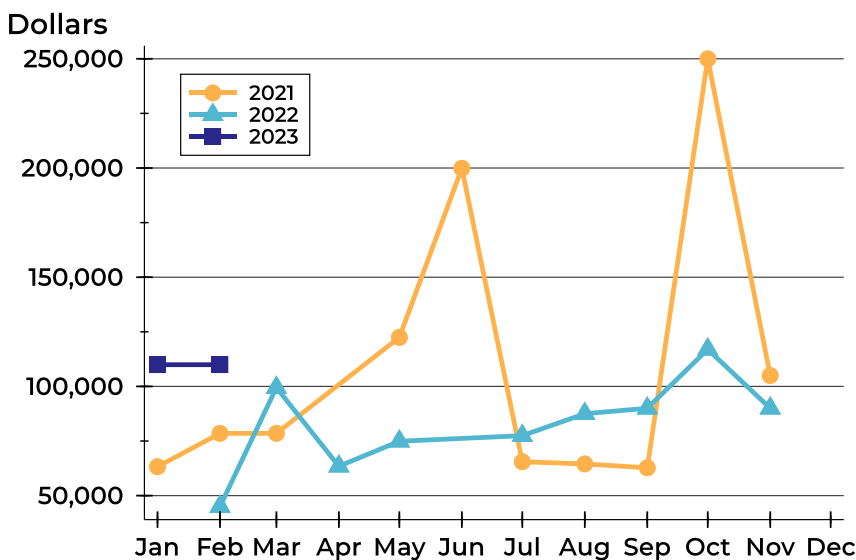
Greenwood County Pending Contracts Analysis

Average Price



Month	2021	2022	2023
January	63,250	N/A	109,950
February	68,333	45,000	109,950
March	68,333	99,450	N/A
April	N/A	63,450	
May	122,450	74,900	
June	199,900	N/A	
July	89,767	77,450	
August	92,725	87,500	
September	62,750	90,000	
October	250,000	117,000	
November	105,000	90,000	
December	N/A	N/A	

Median Price

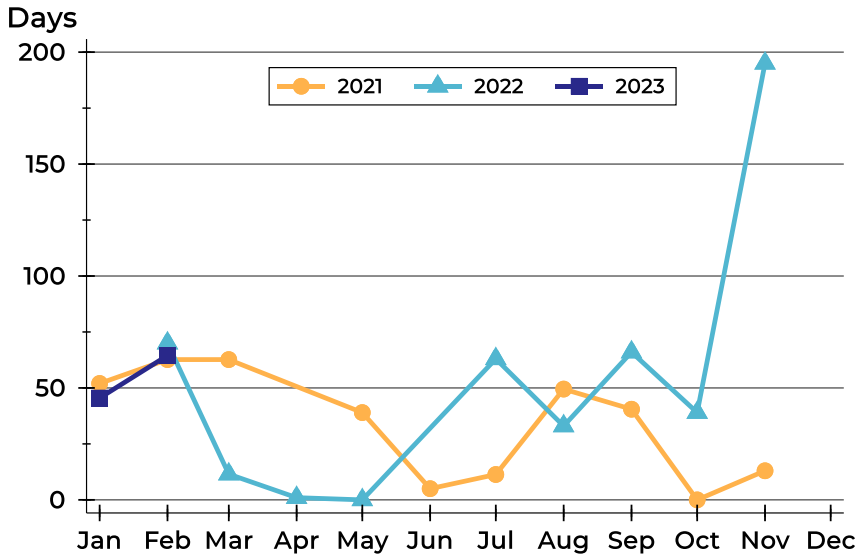


Month	2021	2022	2023
January	63,250	N/A	109,950
February	78,500	45,000	109,950
March	78,500	99,450	N/A
April	N/A	63,450	
May	122,450	74,900	
June	199,900	N/A	
July	65,500	77,450	
August	64,500	87,500	
September	62,750	90,000	
October	250,000	117,000	
November	105,000	90,000	
December	N/A	N/A	



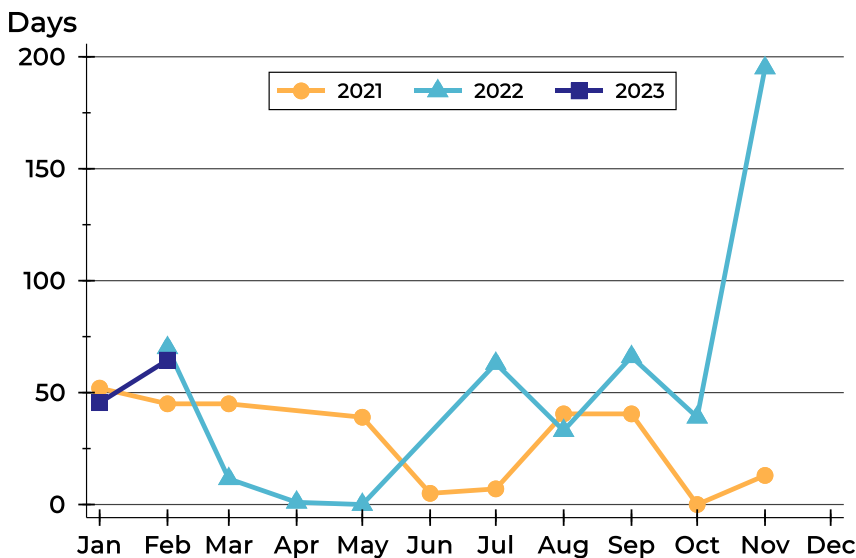
Greenwood County Pending Contracts Analysis

Average DOM



Month	2021	2022	2023
January	52	N/A	46
February	63	70	65
March	63	12	N/A
April	N/A	1	
May	39	N/A	
June	5	N/A	
July	11	63	
August	50	33	
September	41	66	
October	N/A	39	
November	13	195	
December	N/A	N/A	

Median DOM



Month	2021	2022	2023
January	52	N/A	46
February	45	70	65
March	45	12	N/A
April	N/A	1	
May	39	N/A	
June	5	N/A	
July	7	63	
August	41	33	
September	41	66	
October	N/A	39	
November	13	195	
December	N/A	N/A	



**March
2023**

Sunflower MLS Statistics



Jackson County Housing Report



Market Overview

Jackson County Home Sales Fell in March

Total home sales in Jackson County fell last month to 5 units, compared to 13 units in March 2022. Total sales volume was \$0.9 million, down from a year earlier.

The median sale price in March was \$160,500, down from \$170,000 a year earlier. Homes that sold in March were typically on the market for 9 days and sold for 100.0% of their list prices.

Jackson County Active Listings Up at End of March

The total number of active listings in Jackson County at the end of March was 12 units, up from 11 at the same point in 2022. This represents a 1.2 months' supply of homes available for sale. The median list price of homes on the market at the end of March was \$204,700.

During March, a total of 12 contracts were written up from 9 in March 2022. At the end of the month, there were 13 contracts still pending.

Report Contents

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

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www.SunflowerRealtors.com



**March
2023**

Sunflower MLS Statistics



Jackson County Summary Statistics

March MLS Statistics Three-year History		Current Month			Year-to-Date		
		2023	2022	2021	2023	2022	2021
Home Sales		5	13	14	14	36	27
Change from prior year		-61.5%	-7.1%	16.7%	-61.1%	33.3%	22.7%
Active Listings		12	11	15	N/A	N/A	N/A
Change from prior year		9.1%	-26.7%	-60.5%			
Months' Supply		1.2	1.0	1.3	N/A	N/A	N/A
Change from prior year		20.0%	-23.1%	-64.9%			
New Listings		11	13	15	23	36	32
Change from prior year		-15.4%	-13.3%	-25.0%	-36.1%	12.5%	-33.3%
Contracts Written		12	9	10	19	34	32
Change from prior year		33.3%	-10.0%	-16.7%	-44.1%	6.3%	-3.0%
Pending Contracts		13	10	10	N/A	N/A	N/A
Change from prior year		30.0%	0.0%	-37.5%			
Sales Volume (1,000s)		865	2,675	1,942	2,477	7,354	4,728
Change from prior year		-67.7%	37.7%	1.7%	-66.3%	55.5%	14.5%
Average	Sale Price	173,090	205,800	138,737	176,898	204,278	175,104
	Change from prior year	-15.9%	48.3%	-12.8%	-13.4%	16.7%	-6.7%
	List Price of Actives	233,967	339,282	134,793	N/A	N/A	N/A
	Change from prior year	-31.0%	151.7%	-28.0%			
	Days on Market	20	8	53	34	23	36
Change from prior year	150.0%	-84.9%	55.9%	47.8%	-36.1%	-37.9%	
Percent of List	98.6%	97.9%	98.0%	96.1%	98.0%	98.6%	
Change from prior year	0.7%	-0.1%	-0.9%	-1.9%	-0.6%	3.0%	
Percent of Original	96.9%	97.1%	91.2%	91.6%	97.1%	95.4%	
Change from prior year	-0.2%	6.5%	-7.4%	-5.7%	1.8%	1.2%	
Median	Sale Price	160,500	170,000	115,000	182,500	172,500	175,000
	Change from prior year	-5.6%	47.8%	-30.1%	5.8%	-1.4%	4.8%
	List Price of Actives	204,700	319,000	90,000	N/A	N/A	N/A
	Change from prior year	-35.8%	254.4%	-51.3%			
	Days on Market	9	5	14	13	5	9
Change from prior year	80.0%	-64.3%	-26.3%	160.0%	-44.4%	-69.0%	
Percent of List	100.0%	100.0%	100.0%	98.6%	100.0%	100.0%	
Change from prior year	0.0%	0.0%	3.3%	-1.4%	0.0%	3.3%	
Percent of Original	100.0%	100.0%	97.8%	95.0%	99.4%	99.4%	
Change from prior year	0.0%	2.2%	1.1%	-4.4%	0.0%	2.8%	

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



Jackson County Closed Listings Analysis

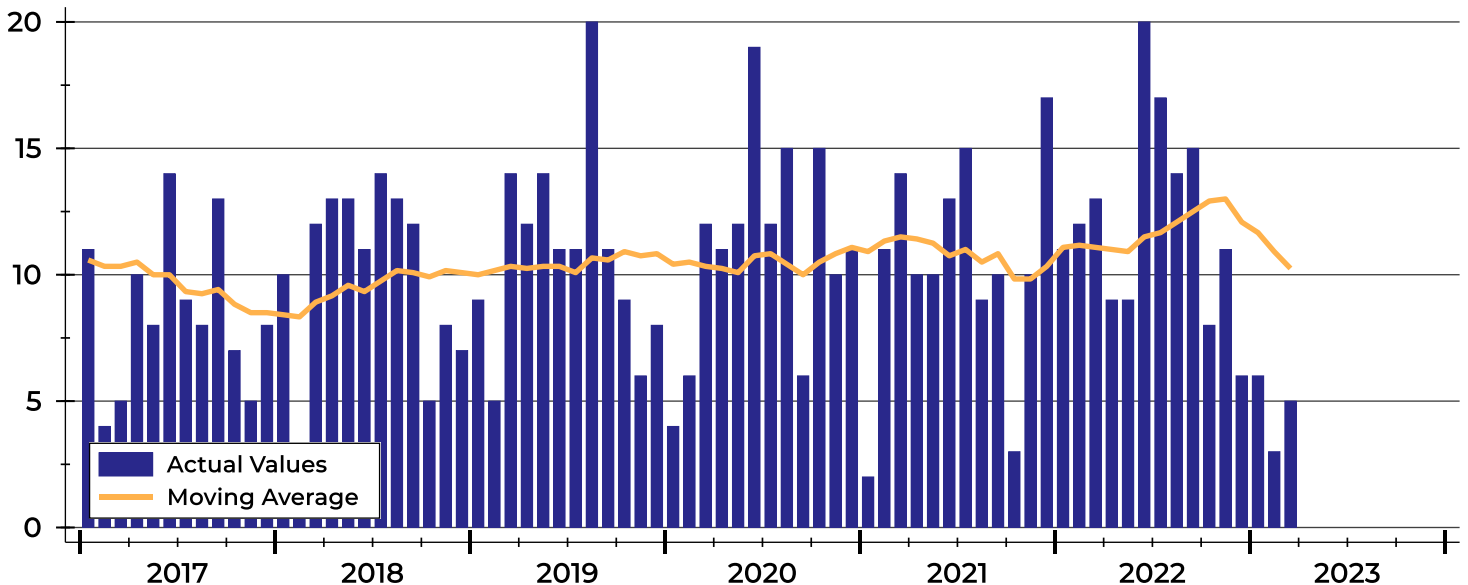
Summary Statistics for Closed Listings		2023	March 2022	Change	2023	Year-to-Date 2022	Change
Closed Listings		5	13	-61.5%	14	36	-61.1%
Volume (1,000s)		865	2,675	-67.7%	2,477	7,354	-66.3%
Months' Supply		1.2	1.0	20.0%	N/A	N/A	N/A
Average	Sale Price	173,090	205,800	-15.9%	176,898	204,278	-13.4%
	Days on Market	20	8	150.0%	34	23	47.8%
	Percent of List	98.6%	97.9%	0.7%	96.1%	98.0%	-1.9%
	Percent of Original	96.9%	97.1%	-0.2%	91.6%	97.1%	-5.7%
Median	Sale Price	160,500	170,000	-5.6%	182,500	172,500	5.8%
	Days on Market	9	5	80.0%	13	5	160.0%
	Percent of List	100.0%	100.0%	0.0%	98.6%	100.0%	-1.4%
	Percent of Original	100.0%	100.0%	0.0%	95.0%	99.4%	-4.4%

A total of 5 homes sold in Jackson County in March, down from 13 units in March 2022. Total sales volume fell to \$0.9 million compared to \$2.7 million in the previous year.

The median sales price in March was \$160,500, down 5.6% compared to the prior year. Median days on market was 9 days, down from 35 days in February, but up from 5 in March 2022.

History of Closed Listings

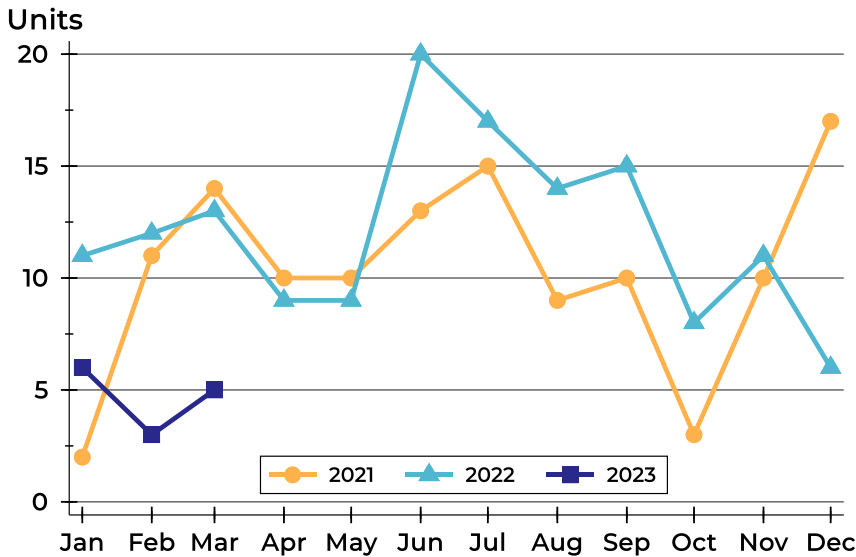
Units





Jackson County Closed Listings Analysis

Closed Listings by Month



Month	2021	2022	2023
January	2	11	6
February	11	12	3
March	14	13	5
April	10	9	
May	10	9	
June	13	20	
July	15	17	
August	9	14	
September	10	15	
October	3	8	
November	10	11	
December	17	6	

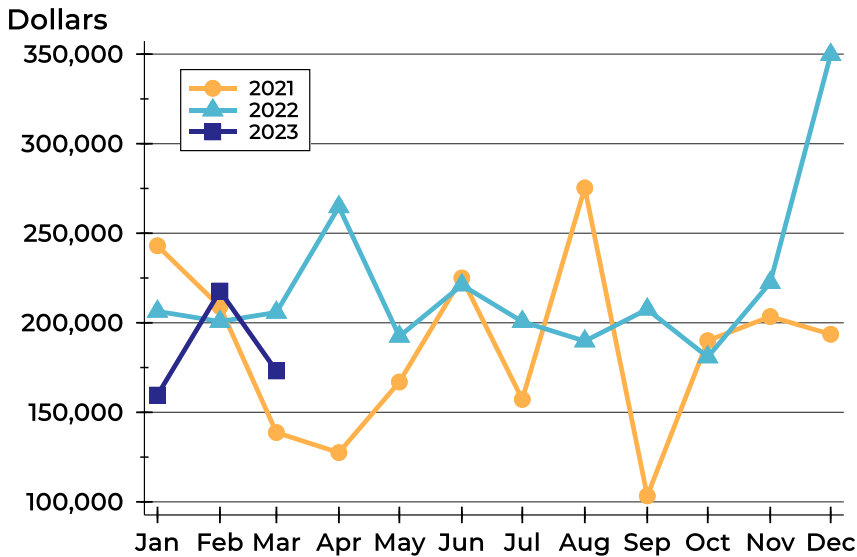
Closed Listings by Price Range

Price Range	Sales		Months' Supply	Sale Price		Days on Market		Price as % of List		Price as % of Orig.	
	Number	Percent		Average	Median	Avg.	Med.	Avg.	Med.	Avg.	Med.
Below \$25,000	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$25,000-\$49,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$50,000-\$99,999	2	40.0%	2.4	72,500	72,500	5	5	102.9%	102.9%	102.9%	102.9%
\$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	0	0.0%	0.0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$150,000-\$174,999	1	20.0%	1.0	160,500	160,500	72	72	100.4%	100.4%	91.7%	91.7%
\$175,000-\$199,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$200,000-\$249,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$250,000-\$299,999	2	40.0%	0.0	279,975	279,975	10	10	93.3%	93.3%	93.3%	93.3%
\$300,000-\$399,999	0	0.0%	0.9	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$400,000-\$499,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$500,000-\$749,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$750,000-\$999,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A



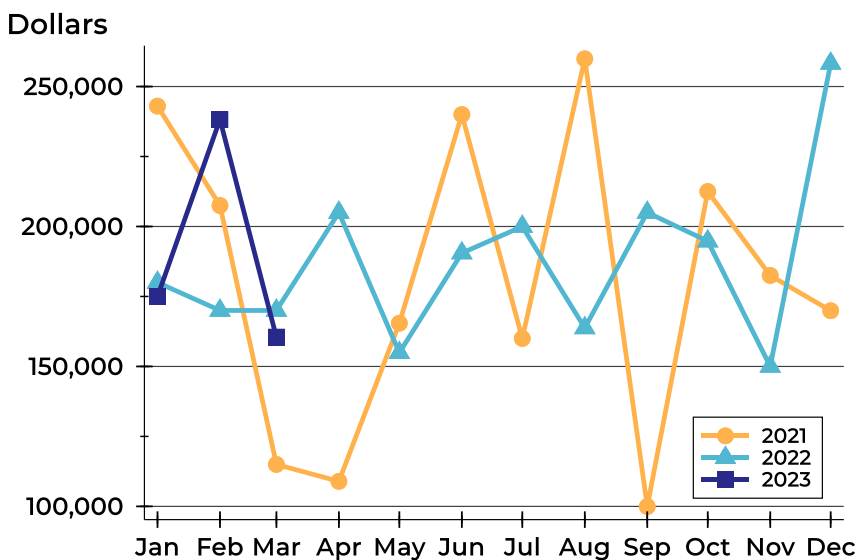
Jackson County Closed Listings Analysis

Average Price



Month	2021	2022	2023
January	243,000	206,357	159,650
February	209,045	200,723	217,742
March	138,737	205,800	173,090
April	127,500	264,722	
May	166,940	192,422	
June	225,000	221,075	
July	157,217	200,641	
August	275,329	189,771	
September	103,355	207,533	
October	190,000	180,875	
November	203,450	222,404	
December	193,589	349,750	

Median Price

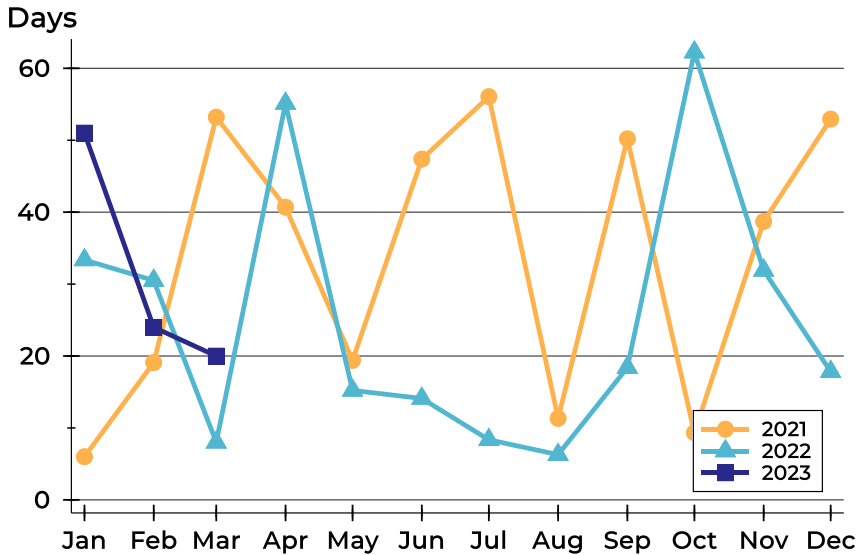


Month	2021	2022	2023
January	243,000	180,000	174,950
February	207,500	170,000	238,225
March	115,000	170,000	160,500
April	108,950	205,000	
May	165,450	154,900	
June	240,000	190,500	
July	160,000	200,000	
August	259,900	163,750	
September	99,950	205,000	
October	212,500	194,750	
November	182,500	150,000	
December	169,900	258,250	



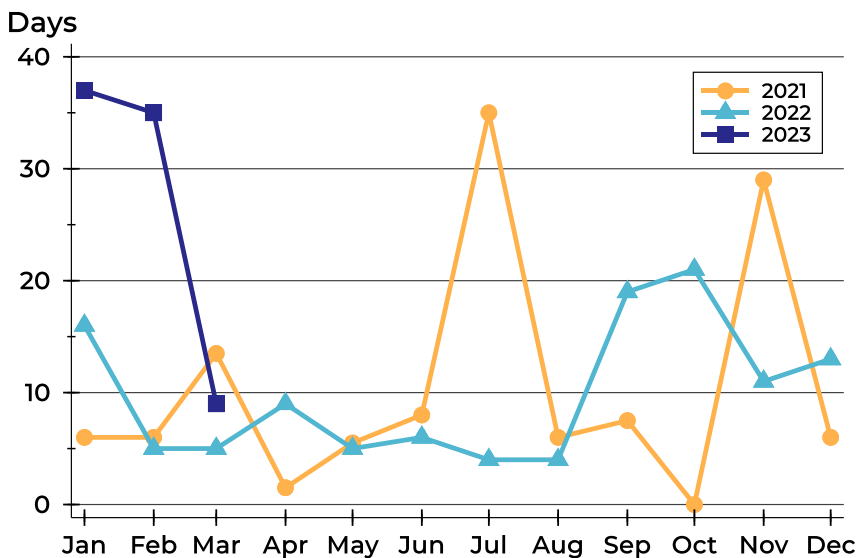
Jackson County Closed Listings Analysis

Average DOM



Month	2021	2022	2023
January	6	33	51
February	19	31	24
March	53	8	20
April	41	55	
May	19	15	
June	47	14	
July	56	8	
August	11	6	
September	50	18	
October	9	62	
November	39	32	
December	53	18	

Median DOM



Month	2021	2022	2023
January	6	16	37
February	6	5	35
March	14	5	9
April	2	9	
May	6	5	
June	8	6	
July	35	4	
August	6	4	
September	8	19	
October	N/A	21	
November	29	11	
December	6	13	



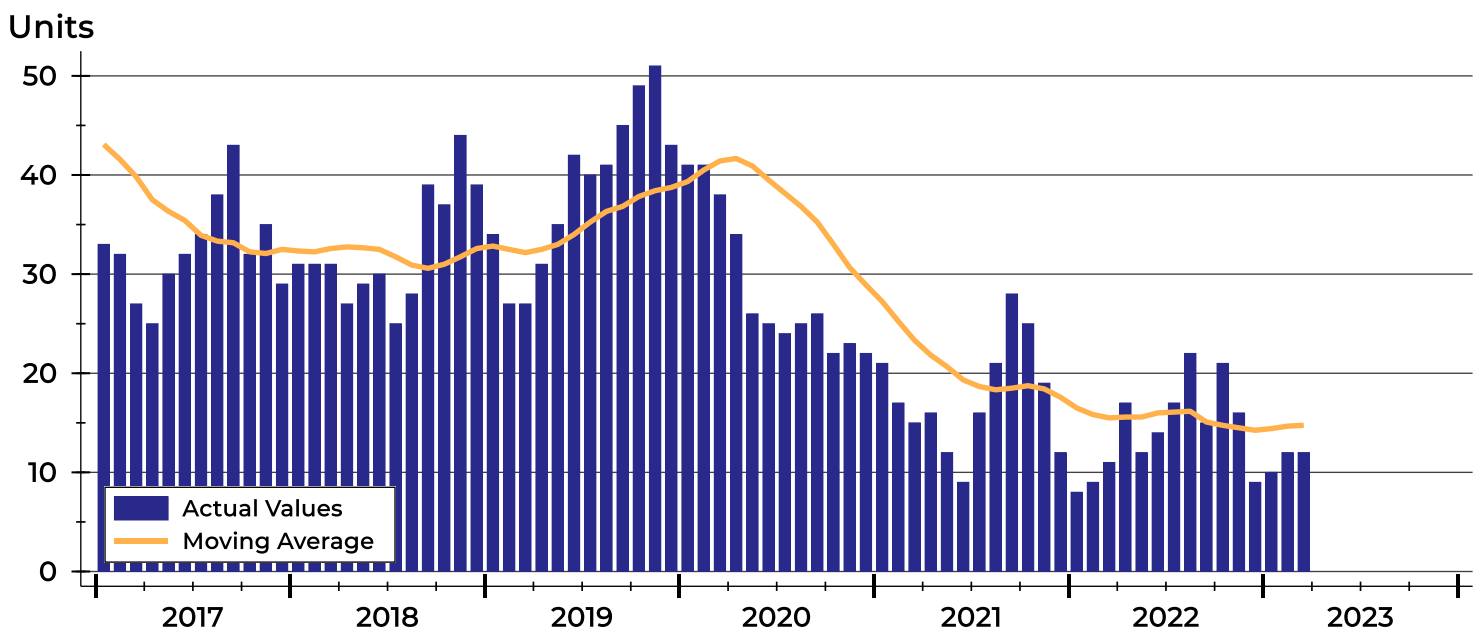
Jackson County Active Listings Analysis

Summary Statistics for Active Listings		2023	End of March 2022	Change
Active Listings		12	11	9.1%
Volume (1,000s)		2,808	3,732	-24.8%
Months' Supply		1.2	1.0	20.0%
Average	List Price	233,967	339,282	-31.0%
	Days on Market	108	52	107.7%
	Percent of Original	94.3%	96.2%	-2.0%
Median	List Price	204,700	319,000	-35.8%
	Days on Market	63	16	293.8%
	Percent of Original	100.0%	100.0%	0.0%

A total of 12 homes were available for sale in Jackson County at the end of March. This represents a 1.2 months' supply of active listings.

The median list price of homes on the market at the end of March was \$204,700, down 35.8% from 2022. The typical time on market for active listings was 63 days, up from 16 days a year earlier.

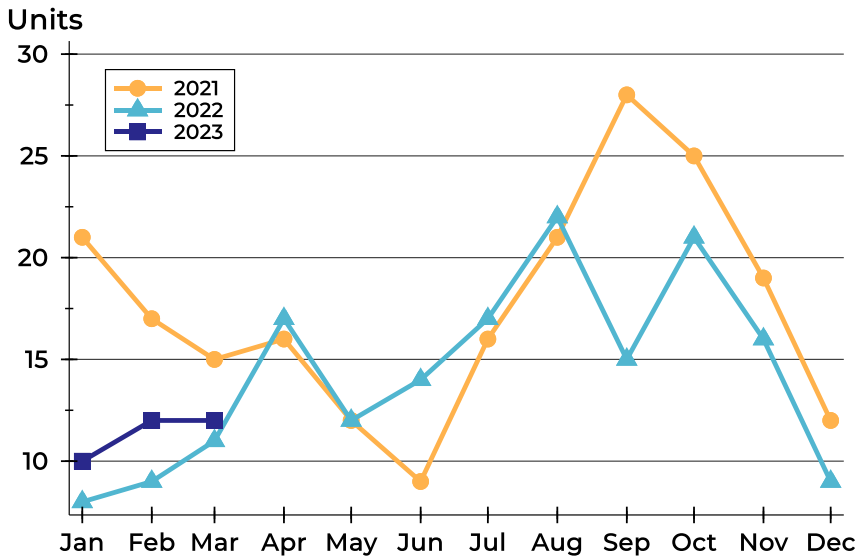
History of Active Listings





Jackson County Active Listings Analysis

Active Listings by Month



Month	2021	2022	2023
January	21	8	10
February	17	9	12
March	15	11	12
April	16	17	
May	12	12	
June	9	14	
July	16	17	
August	21	22	
September	28	15	
October	25	21	
November	19	16	
December	12	9	

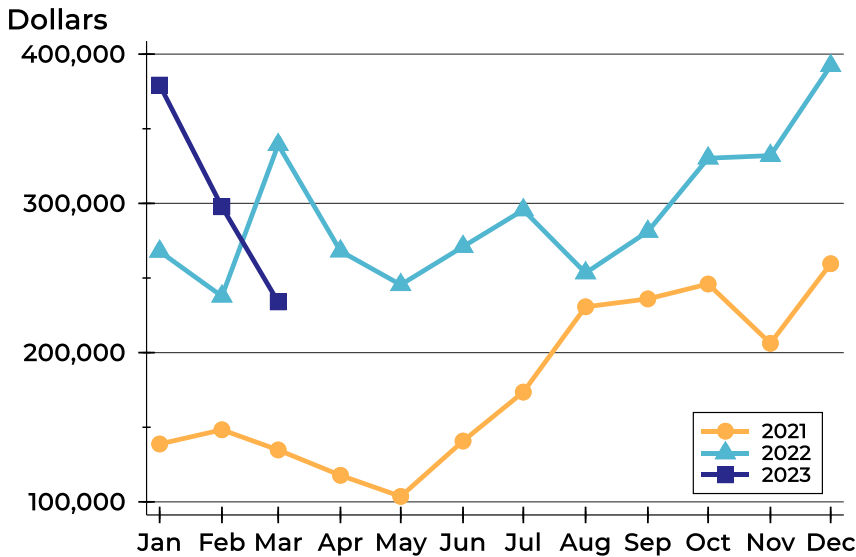
Active Listings by Price Range

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	8.3%	N/A	45,000	45,000	30	30	100.0%	100.0%
\$50,000-\$99,999	3	25.0%	2.4	89,767	89,900	22	9	100.0%	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	0	0.0%	0.0	N/A	N/A	N/A	N/A	N/A	N/A
\$150,000-\$174,999	1	8.3%	1.0	159,000	159,000	79	79	100.0%	100.0%
\$175,000-\$199,999	1	8.3%	N/A	189,900	189,900	258	258	88.3%	88.3%
\$200,000-\$249,999	3	25.0%	N/A	229,800	220,000	29	12	100.0%	100.0%
\$250,000-\$299,999	0	0.0%	0.0	N/A	N/A	N/A	N/A	N/A	N/A
\$300,000-\$399,999	1	8.3%	0.9	310,000	310,000	113	113	95.4%	95.4%
\$400,000-\$499,999	1	8.3%	N/A	495,000	495,000	509	509	94.3%	94.3%
\$500,000-\$749,999	1	8.3%	N/A	650,000	650,000	155	155	54.2%	54.2%
\$750,000-\$999,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A



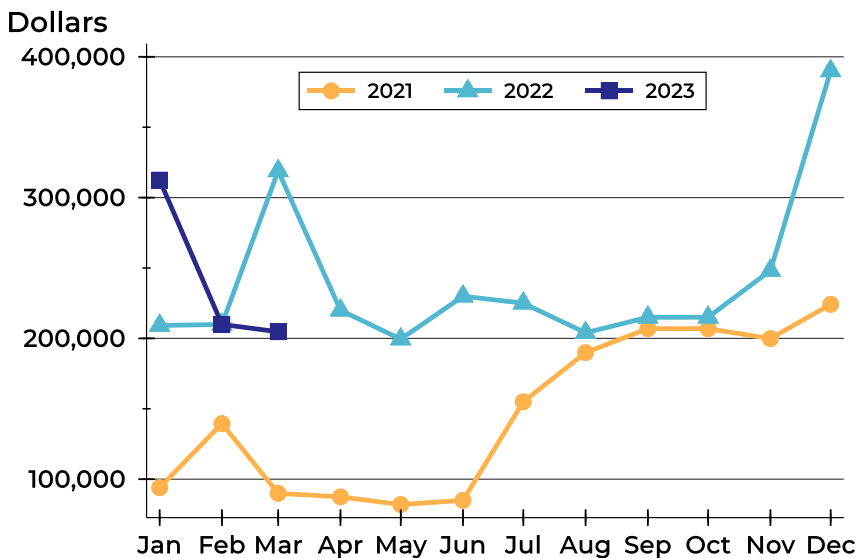
Jackson County Active Listings Analysis

Average Price



Month	2021	2022	2023
January	138,791	267,850	379,285
February	148,312	237,789	297,717
March	134,793	339,282	233,967
April	117,781	268,035	
May	103,667	245,450	
June	140,756	271,021	
July	173,559	295,600	
August	230,698	253,373	
September	235,988	281,178	
October	245,990	330,275	
November	206,242	332,016	
December	259,579	392,256	

Median Price

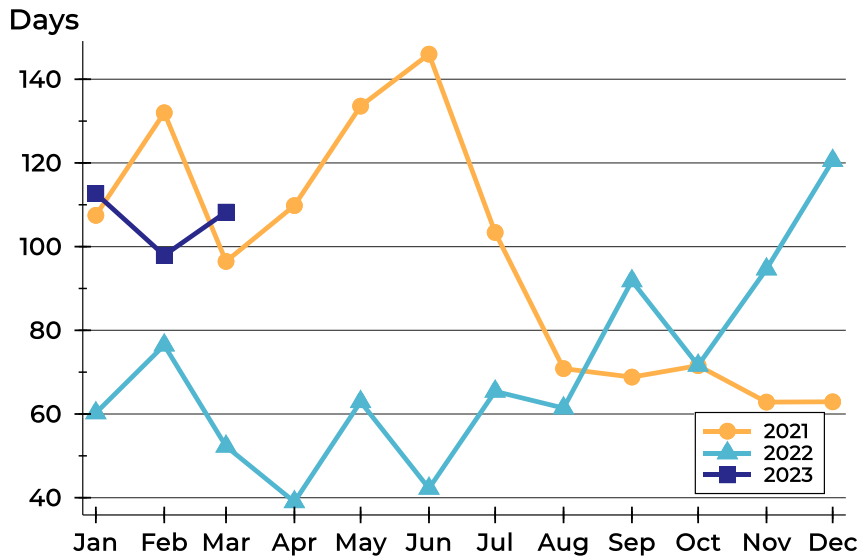


Month	2021	2022	2023
January	94,000	209,200	312,475
February	139,500	209,900	209,950
March	90,000	319,000	204,700
April	87,450	220,000	
May	82,000	199,499	
June	85,000	229,950	
July	154,950	225,000	
August	189,900	204,000	
September	206,950	215,000	
October	206,900	215,000	
November	199,900	248,250	
December	224,200	390,000	



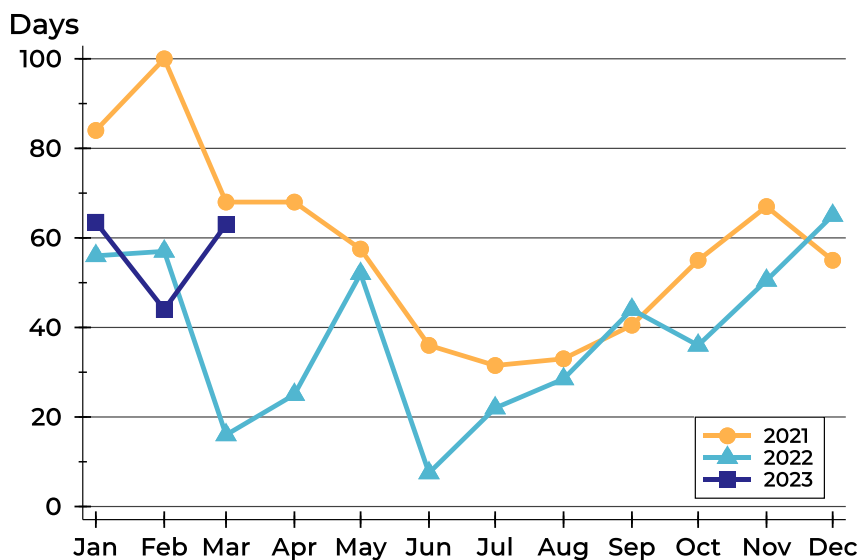
Jackson County Active Listings Analysis

Average DOM



Month	2021	2022	2023
January	107	60	113
February	132	76	98
March	96	52	108
April	110	39	
May	134	63	
June	146	42	
July	103	65	
August	71	61	
September	69	92	
October	72	72	
November	63	95	
December	63	121	

Median DOM



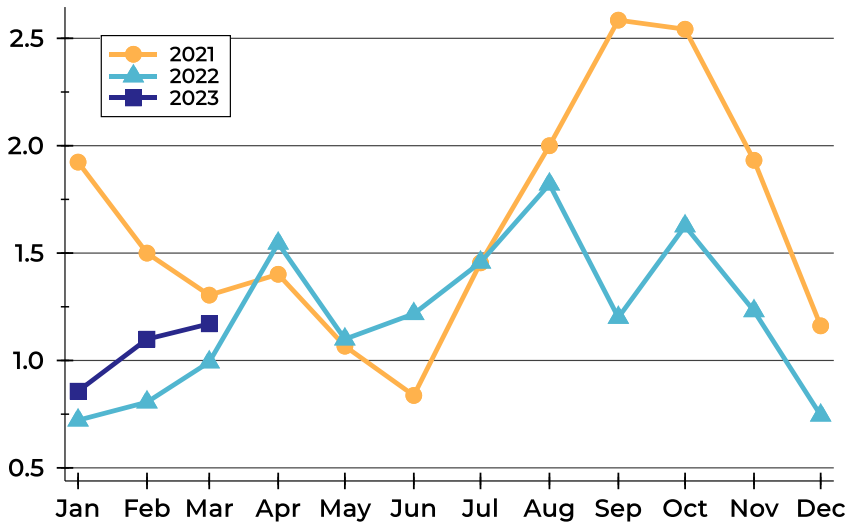
Month	2021	2022	2023
January	84	56	64
February	100	57	44
March	68	16	63
April	68	25	
May	58	52	
June	36	8	
July	32	22	
August	33	29	
September	41	44	
October	55	36	
November	67	51	
December	55	65	



Jackson County Months' Supply Analysis

Months' Supply by Month

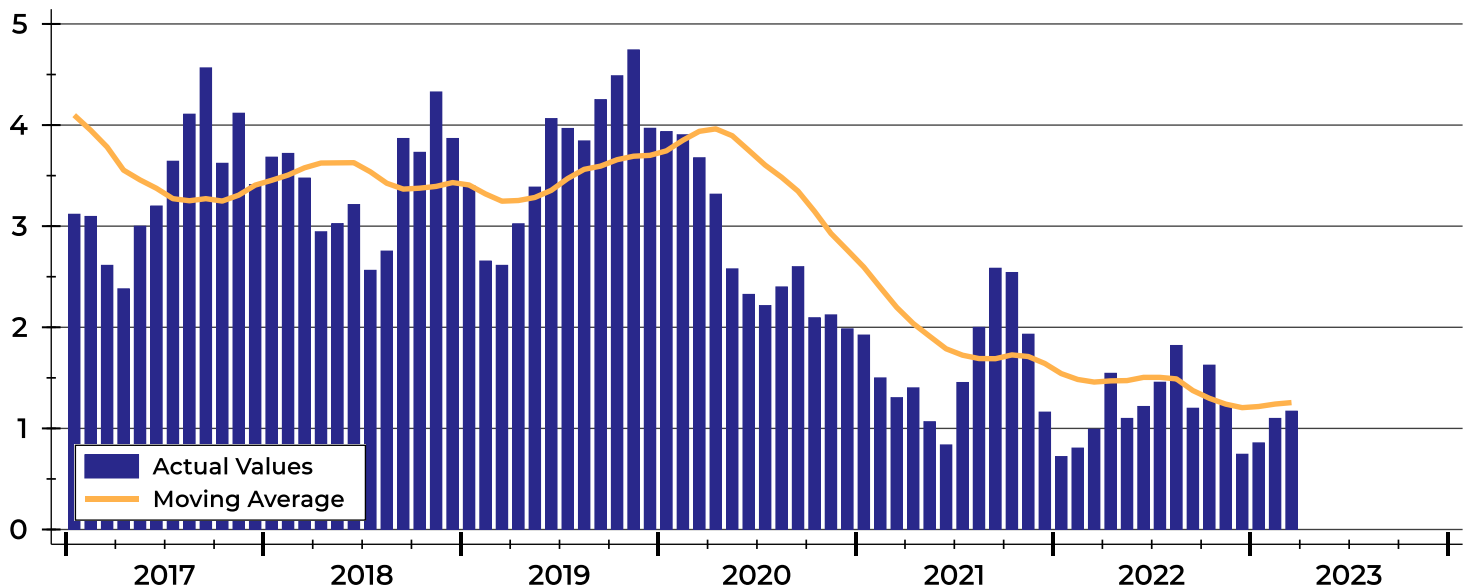
Months



Month	2021	2022	2023
January	1.9	0.7	0.9
February	1.5	0.8	1.1
March	1.3	1.0	1.2
April	1.4	1.5	
May	1.1	1.1	
June	0.8	1.2	
July	1.5	1.5	
August	2.0	1.8	
September	2.6	1.2	
October	2.5	1.6	
November	1.9	1.2	
December	1.2	0.7	

History of Month's Supply

Months





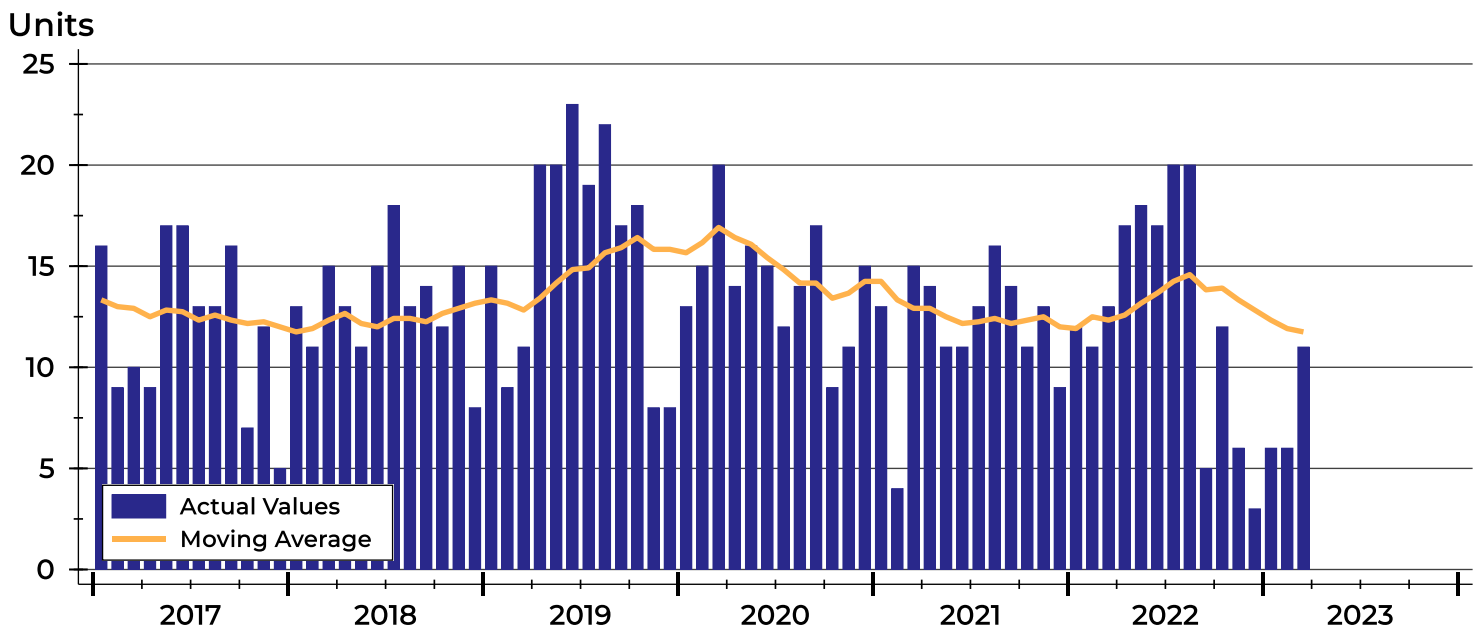
Jackson County New Listings Analysis

Summary Statistics for New Listings		2023	March 2022	Change
Current Month	New Listings	11	13	-15.4%
	Volume (1,000s)	2,263	3,716	-39.1%
	Average List Price	205,700	285,862	-28.0%
	Median List Price	219,500	307,500	-28.6%
Year-to-Date	New Listings	23	36	-36.1%
	Volume (1,000s)	4,615	8,401	-45.1%
	Average List Price	200,667	233,374	-14.0%
	Median List Price	219,500	204,725	7.2%

A total of 11 new listings were added in Jackson County during March, down 15.4% from the same month in 2022. Year-to-date Jackson County has seen 23 new listings.

The median list price of these homes was \$219,500 down from \$307,500 in 2022.

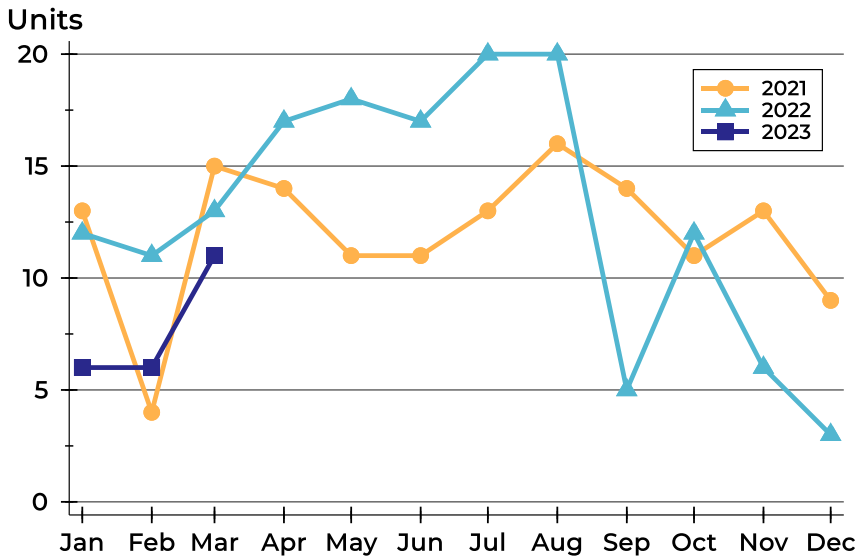
History of New Listings





Jackson County New Listings Analysis

New Listings by Month



Month	2021	2022	2023
January	13	12	6
February	4	11	6
March	15	13	11
April	14	17	
May	11	18	
June	11	17	
July	13	20	
August	16	20	
September	14	5	
October	11	12	
November	13	6	
December	9	3	

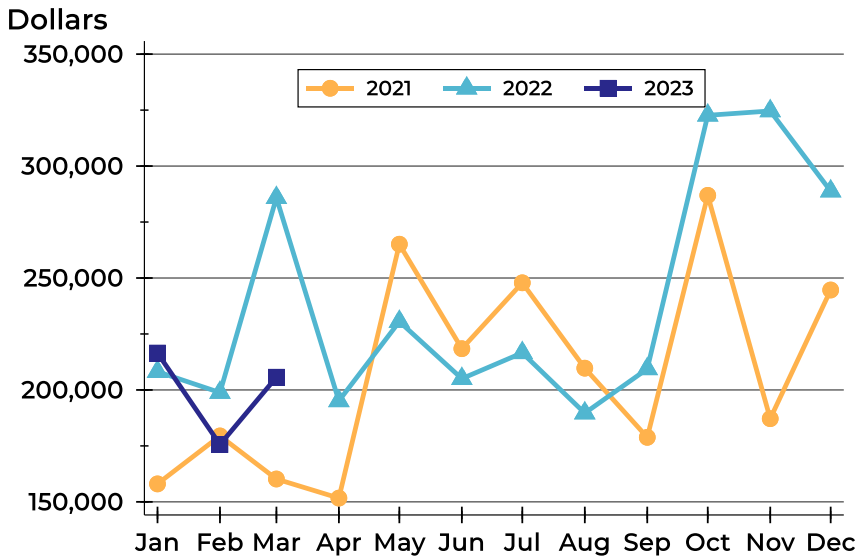
New Listings by Price Range

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	9.1%	45,000	45,000	37	37	100.0%	100.0%
\$50,000-\$99,999	2	18.2%	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	2	18.2%	137,000	137,000	2	2	100.0%	100.0%
\$150,000-\$174,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$175,000-\$199,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$200,000-\$249,999	3	27.3%	238,133	245,000	11	10	100.0%	100.0%
\$250,000-\$299,999	1	9.1%	289,900	289,900	7	7	100.0%	100.0%
\$300,000-\$399,999	2	18.2%	380,000	380,000	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



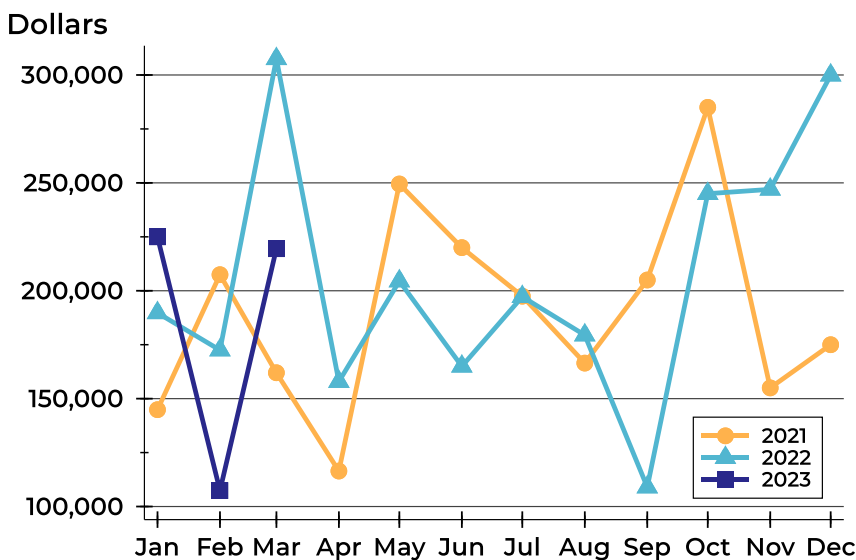
Jackson County New Listings Analysis

Average Price



Month	2021	2022	2023
January	158,029	208,175	216,492
February	179,450	198,832	175,617
March	160,220	285,862	205,700
April	151,686	195,112	
May	265,105	230,539	
June	218,427	205,038	
July	247,854	216,580	
August	209,725	189,645	
September	178,843	209,400	
October	286,936	322,683	
November	187,173	324,617	
December	244,644	288,800	

Median Price



Month	2021	2022	2023
January	144,900	189,750	225,000
February	207,450	172,500	107,400
March	162,000	307,500	219,500
April	116,450	157,900	
May	249,500	204,499	
June	220,000	165,000	
July	197,500	197,250	
August	166,475	179,450	
September	205,000	109,000	
October	285,000	245,000	
November	155,000	247,000	
December	175,000	299,900	



Jackson County Contracts Written Analysis

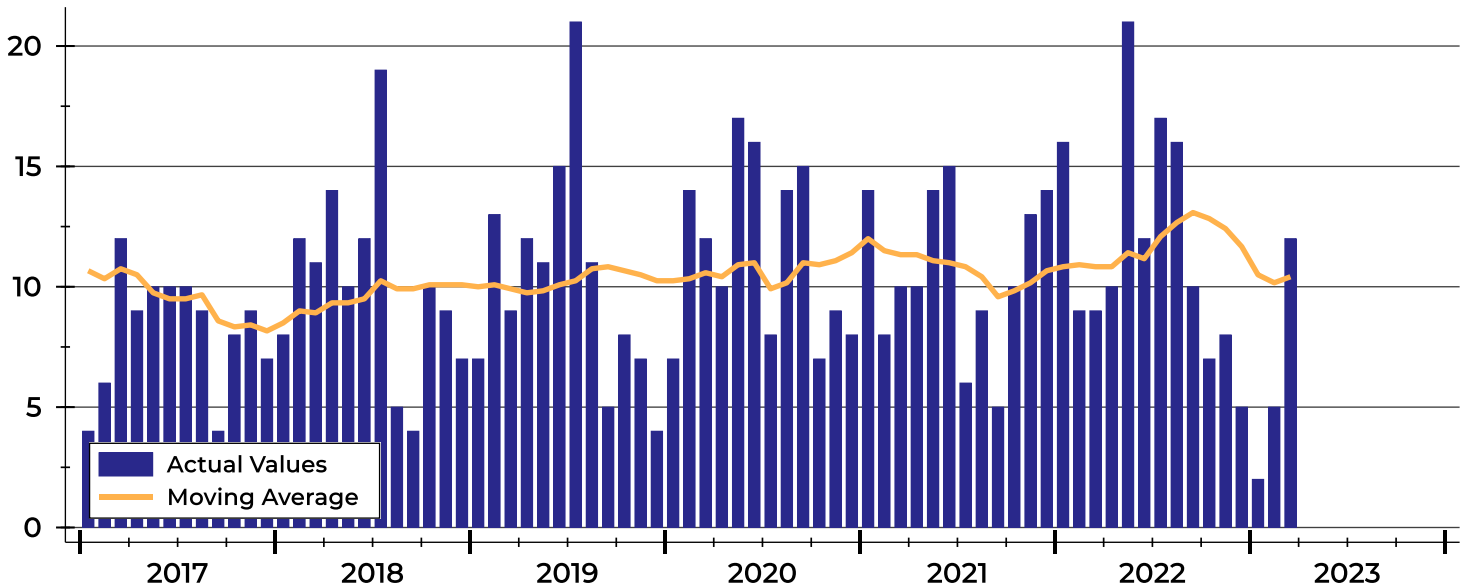
Summary Statistics for Contracts Written		2023	March 2022	Change	2023	Year-to-Date 2022	Change
Contracts Written		12	9	33.3%	19	34	-44.1%
Volume (1,000s)		3,247	1,704	90.6%	4,801	7,463	-35.7%
Average	Sale Price	270,558	189,356	42.9%	252,697	219,513	15.1%
	Days on Market	26	30	-13.3%	34	19	78.9%
	Percent of Original	95.8%	95.0%	0.8%	95.6%	97.0%	-1.4%
Median	Sale Price	237,500	189,500	25.3%	245,000	194,725	25.8%
	Days on Market	10	9	11.1%	10	6	66.7%
	Percent of Original	100.0%	96.0%	4.2%	100.0%	98.9%	1.1%

A total of 12 contracts for sale were written in Jackson County during the month of March, up from 9 in 2022. The median list price of these homes was \$237,500, up from \$189,500 the prior year.

Half of the homes that went under contract in March were on the market less than 10 days, compared to 9 days in March 2022.

History of Contracts Written

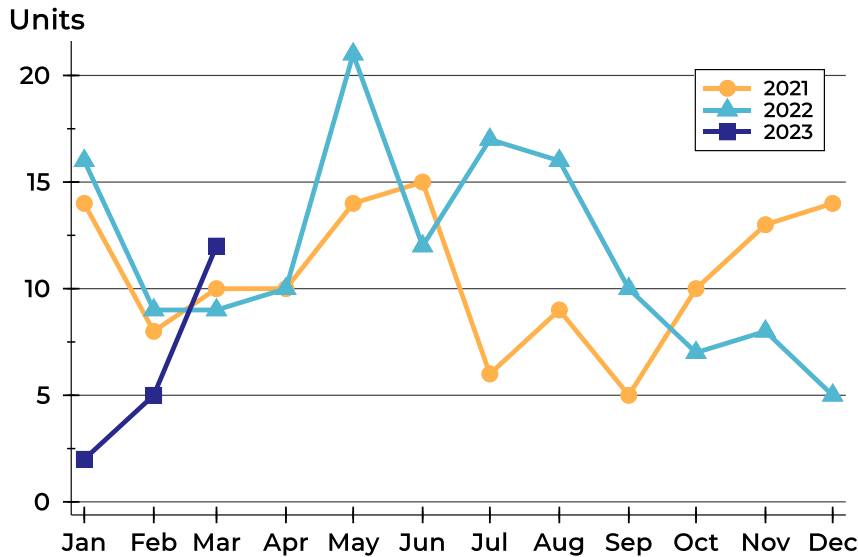
Units





Jackson County Contracts Written Analysis

Contracts Written by Month



Month	2021	2022	2023
January	14	16	2
February	8	9	5
March	10	9	12
April	10	10	
May	14	21	
June	15	12	
July	6	17	
August	9	16	
September	5	10	
October	10	7	
November	13	8	
December	14	5	

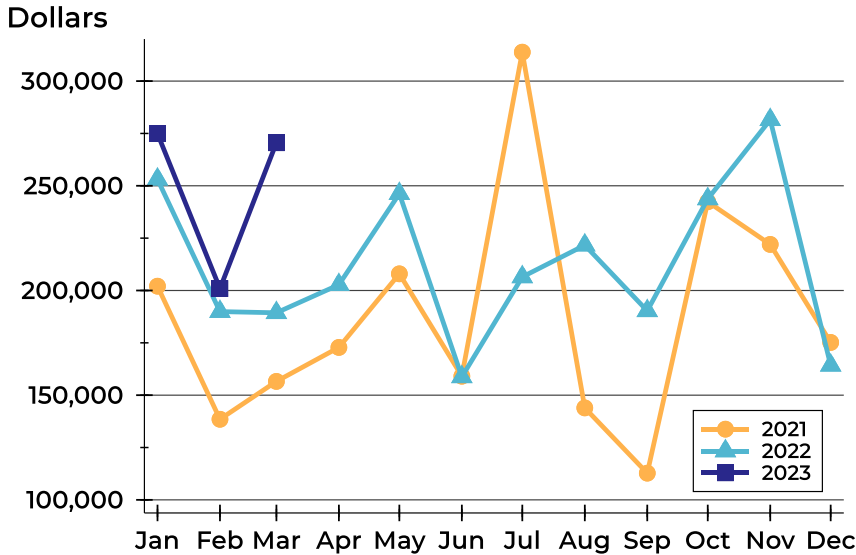
Contracts Written by Price Range

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	1	8.3%	85,000	85,000	9	9	105.9%	105.9%
\$100,000-\$124,999	1	8.3%	124,900	124,900	33	33	100.0%	100.0%
\$125,000-\$149,999	3	25.0%	138,000	140,000	16	2	95.3%	100.0%
\$150,000-\$174,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$175,000-\$199,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$200,000-\$249,999	2	16.7%	237,500	237,500	28	28	100.0%	100.0%
\$250,000-\$299,999	1	8.3%	289,900	289,900	7	7	100.0%	100.0%
\$300,000-\$399,999	3	25.0%	386,333	385,000	12	6	92.0%	100.0%
\$400,000-\$499,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$500,000-\$749,999	1	8.3%	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



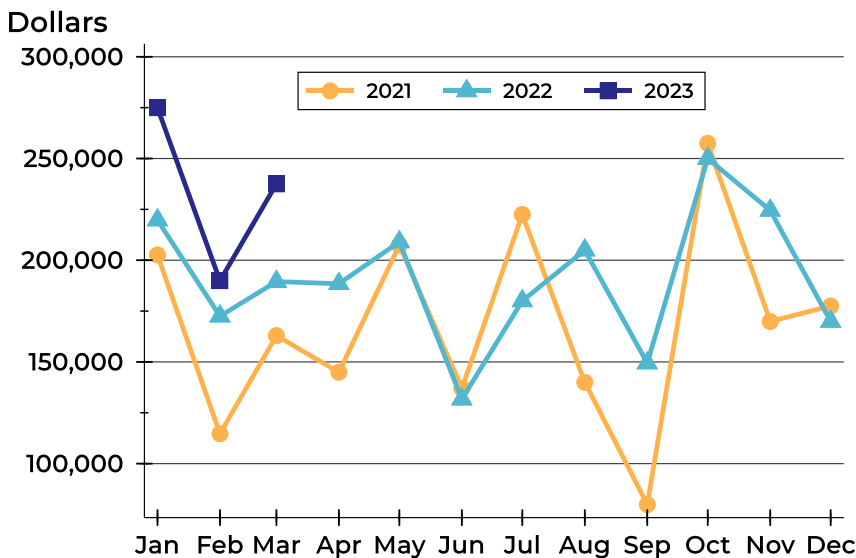
Jackson County Contracts Written Analysis

Average Price



Month	2021	2022	2023
January	202,055	253,125	274,950
February	138,500	189,917	200,930
March	156,580	189,356	270,558
April	172,820	202,750	
May	207,968	246,243	
June	159,073	158,737	
July	313,833	206,476	
August	143,933	221,638	
September	112,770	190,290	
October	242,380	243,743	
November	222,011	281,550	
December	175,186	164,260	

Median Price

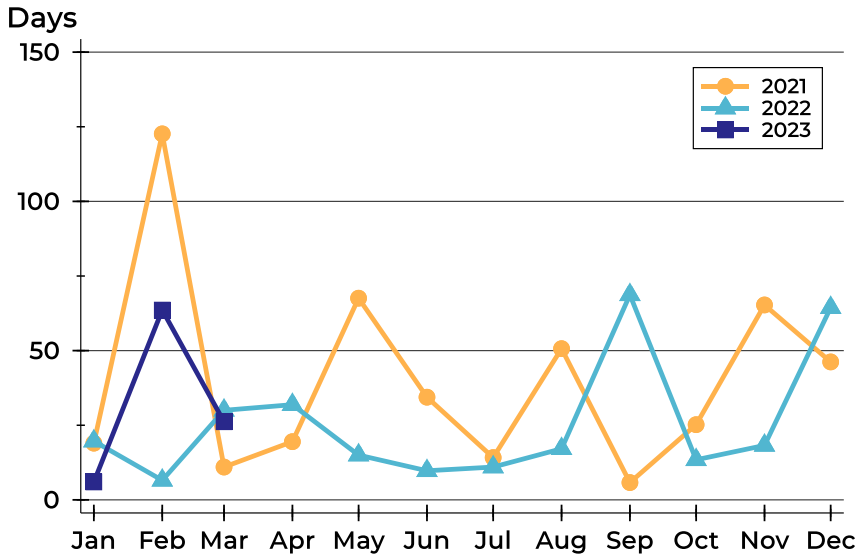


Month	2021	2022	2023
January	202,613	219,750	274,950
February	114,700	172,500	189,900
March	162,950	189,500	237,500
April	144,950	188,450	
May	207,450	209,000	
June	137,000	131,700	
July	222,500	180,000	
August	140,000	204,950	
September	79,900	149,450	
October	257,450	250,000	
November	169,900	224,500	
December	177,500	169,900	



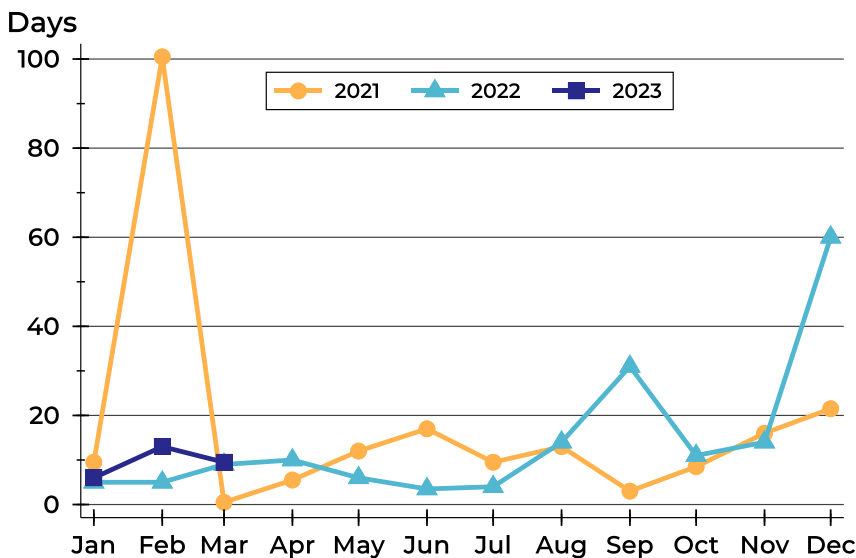
Jackson County Contracts Written Analysis

Average DOM



Month	2021	2022	2023
January	19	20	6
February	123	7	64
March	11	30	26
April	20	32	
May	68	15	
June	34	10	
July	14	11	
August	51	17	
September	6	69	
October	25	13	
November	65	18	
December	46	64	

Median DOM



Month	2021	2022	2023
January	10	5	6
February	101	5	13
March	1	9	10
April	6	10	
May	12	6	
June	17	4	
July	10	4	
August	13	14	
September	3	31	
October	9	11	
November	16	14	
December	22	60	



Jackson County Pending Contracts Analysis

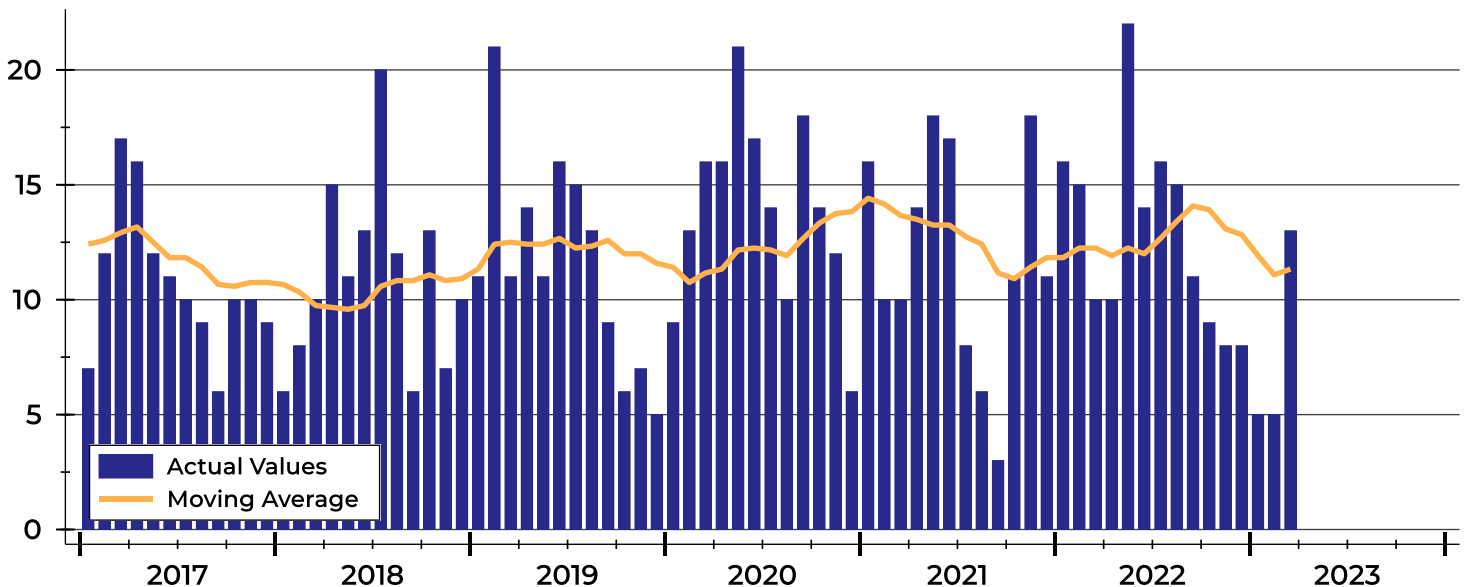
Summary Statistics for Pending Contracts		2023	End of March 2022	Change
Pending Contracts		13	10	30.0%
Volume (1,000s)		3,547	2,407	47.4%
Average	List Price	272,815	240,725	13.3%
	Days on Market	25	29	-13.8%
	Percent of Original	95.8%	97.8%	-2.0%
Median	List Price	245,000	204,925	19.6%
	Days on Market	10	9	11.1%
	Percent of Original	100.0%	100.0%	0.0%

A total of 13 listings in Jackson County had contracts pending at the end of March, up from 10 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

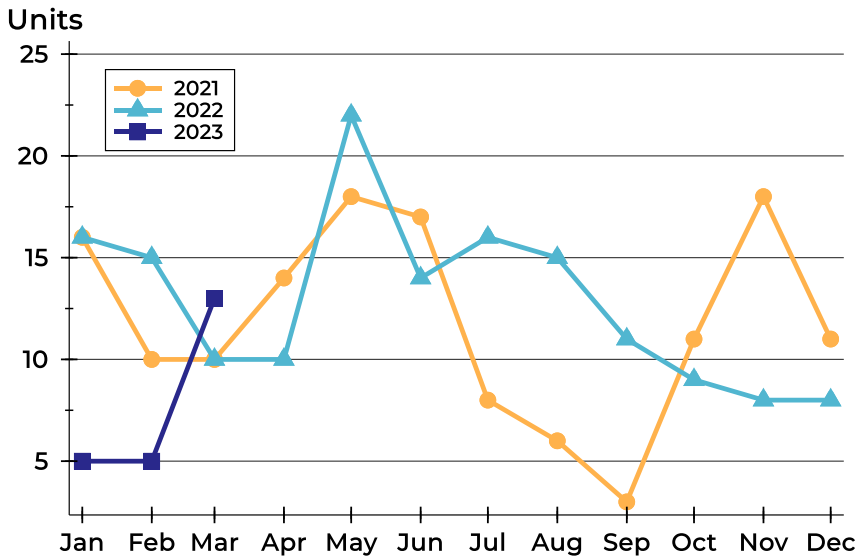
Units





Jackson County Pending Contracts Analysis

Pending Contracts by Month



Month	2021	2022	2023
January	16	16	5
February	10	15	5
March	10	10	13
April	14	10	
May	18	22	
June	17	14	
July	8	16	
August	6	15	
September	3	11	
October	11	9	
November	18	8	
December	11	8	

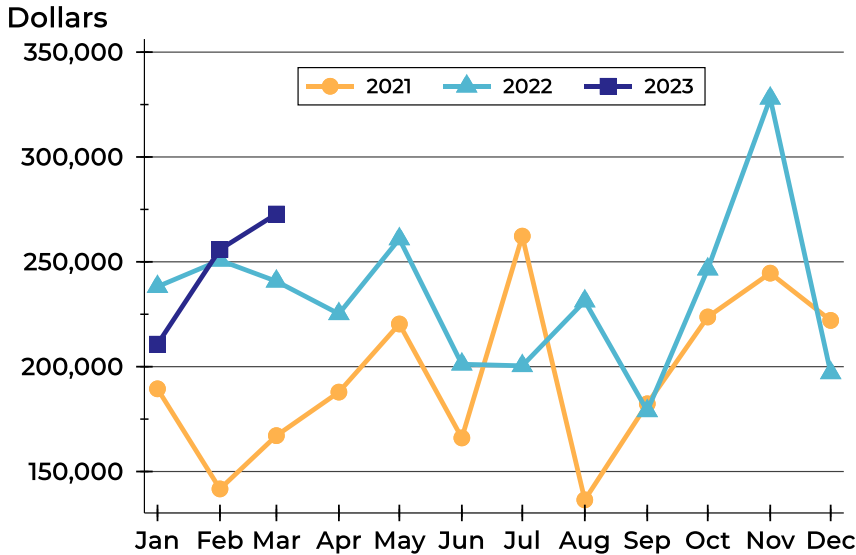
Pending Contracts by Price Range

Price Range	Pending Contracts		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$25,000-\$49,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$50,000-\$99,999	1	7.7%	85,000	85,000	9	9	100.0%	100.0%
\$100,000-\$124,999	1	7.7%	124,900	124,900	33	33	100.0%	100.0%
\$125,000-\$149,999	3	23.1%	138,000	140,000	16	2	95.8%	100.0%
\$150,000-\$174,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$175,000-\$199,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$200,000-\$249,999	2	15.4%	237,500	237,500	28	28	100.0%	100.0%
\$250,000-\$299,999	2	15.4%	294,900	294,900	10	10	100.0%	100.0%
\$300,000-\$399,999	3	23.1%	386,333	385,000	12	6	92.0%	100.0%
\$400,000-\$499,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$500,000-\$749,999	1	7.7%	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



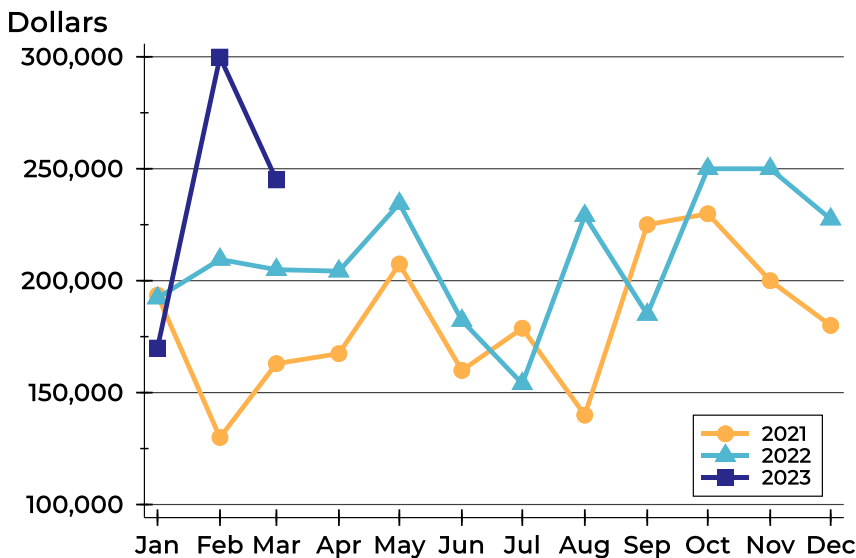
Jackson County Pending Contracts Analysis

Average Price



Month	2021	2022	2023
January	189,445	238,169	210,740
February	141,700	250,723	255,930
March	167,120	240,725	272,815
April	187,879	225,210	
May	220,358	260,918	
June	166,029	201,161	
July	262,263	200,419	
August	136,483	231,287	
September	182,300	178,927	
October	223,700	246,511	
November	244,611	327,999	
December	222,059	197,038	

Median Price

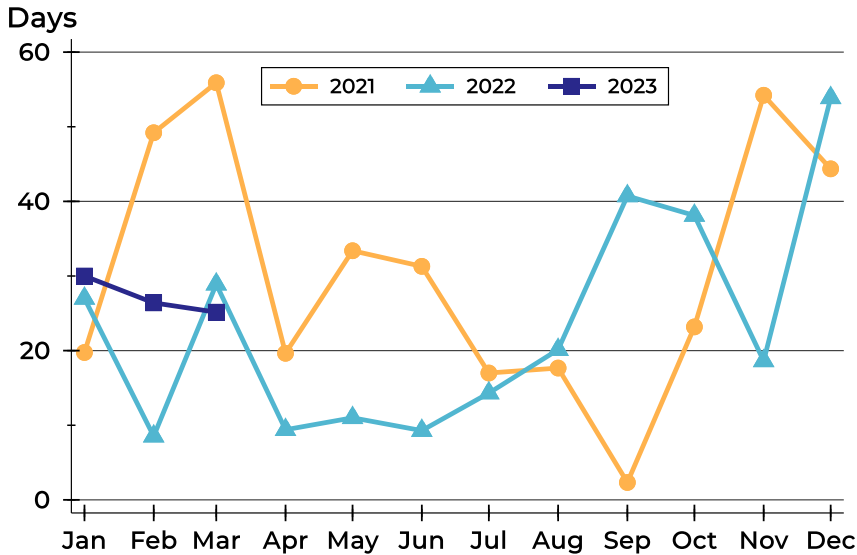


Month	2021	2022	2023
January	193,500	192,250	169,900
February	129,950	209,500	299,900
March	162,950	204,925	245,000
April	167,400	204,250	
May	207,450	234,450	
June	159,900	182,200	
July	178,750	154,000	
August	139,950	229,000	
September	225,000	184,900	
October	229,900	250,000	
November	199,975	250,000	
December	180,000	227,500	



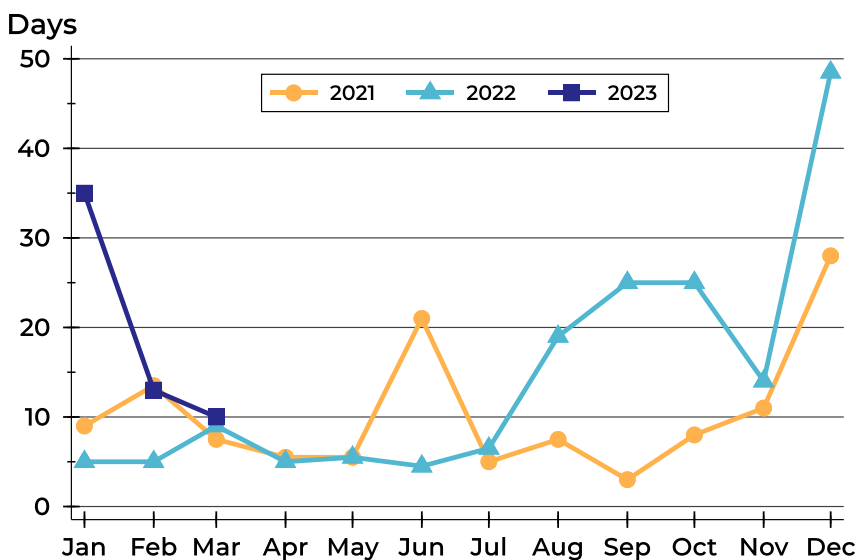
Jackson County Pending Contracts Analysis

Average DOM



Month	2021	2022	2023
January	20	27	30
February	49	9	26
March	56	29	25
April	20	9	
May	33	11	
June	31	9	
July	17	14	
August	18	20	
September	2	41	
October	23	38	
November	54	19	
December	44	54	

Median DOM



Month	2021	2022	2023
January	9	5	35
February	14	5	13
March	8	9	10
April	6	5	
May	6	6	
June	21	5	
July	5	7	
August	8	19	
September	3	25	
October	8	25	
November	11	14	
December	28	49	



**March
2023**

Sunflower MLS Statistics



Jefferson County Housing Report



Market Overview

Jefferson County Home Sales Fell in March

Total home sales in Jefferson County fell last month to 11 units, compared to 14 units in March 2022. Total sales volume was \$2.1 million, down from a year earlier.

The median sale price in March was \$170,000, down from \$177,950 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.

Jefferson County Active Listings Up at End of March

The total number of active listings in Jefferson County at the end of March was 11 units, up from 6 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 \$284,900.

During March, a total of 14 contracts were written down from 15 in March 2022. At the end of the month, there were 14 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



Jefferson County Summary Statistics

March MLS Statistics Three-year History		Current Month			Year-to-Date		
		2023	2022	2021	2023	2022	2021
Home Sales		11	14	12	30	38	29
Change from prior year		-21.4%	16.7%	9.1%	-21.1%	31.0%	3.6%
Active Listings		11	6	13	N/A	N/A	N/A
Change from prior year		83.3%	-53.8%	-61.8%			
Months' Supply		0.8	0.4	0.9	N/A	N/A	N/A
Change from prior year		100.0%	-55.6%	-70.0%			
New Listings		9	15	29	34	33	48
Change from prior year		-40.0%	-48.3%	70.6%	3.0%	-31.3%	0.0%
Contracts Written		14	15	19	34	37	42
Change from prior year		-6.7%	-21.1%	0.0%	-8.1%	-11.9%	0.0%
Pending Contracts		14	12	26	N/A	N/A	N/A
Change from prior year		16.7%	-53.8%	44.4%			
Sales Volume (1,000s)		2,100	2,920	2,328	6,100	8,529	5,195
Change from prior year		-28.1%	25.4%	12.6%	-28.5%	64.2%	7.9%
Average	Sale Price	190,909	208,539	194,023	203,327	224,450	179,134
	Change from prior year	-8.5%	7.5%	3.3%	-9.4%	25.3%	4.2%
	List Price of Actives	312,145	252,467	157,554	N/A	N/A	N/A
	Change from prior year	23.6%	60.2%	-24.9%			
	Days on Market	35	46	24	30	38	24
Change from prior year	-23.9%	91.7%	-17.2%	-21.1%	58.3%	-31.4%	
	Percent of List	97.3%	97.2%	101.0%	96.2%	99.5%	100.0%
Change from prior year	0.1%	-3.8%	3.4%	-3.3%	-0.5%	2.9%	
	Percent of Original	96.9%	99.3%	100.7%	94.6%	98.5%	98.6%
Change from prior year	-2.4%	-1.4%	4.9%	-4.0%	-0.1%	5.3%	
Median	Sale Price	170,000	177,950	182,300	187,450	187,500	166,500
	Change from prior year	-4.5%	-2.4%	19.9%	0.0%	12.6%	9.9%
	List Price of Actives	284,900	229,950	135,000	N/A	N/A	N/A
	Change from prior year	23.9%	70.3%	-22.6%			
	Days on Market	5	9	2	12	11	17
Change from prior year	-44.4%	350.0%	-66.7%	9.1%	-35.3%	70.0%	
	Percent of List	100.0%	99.0%	100.0%	97.8%	100.0%	100.0%
Change from prior year	1.0%	-1.0%	0.0%	-2.2%	0.0%	0.6%	
	Percent of Original	100.0%	100.3%	100.0%	95.3%	100.0%	100.0%
Change from prior year	-0.3%	0.3%	0.0%	-4.7%	0.0%	1.8%	

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



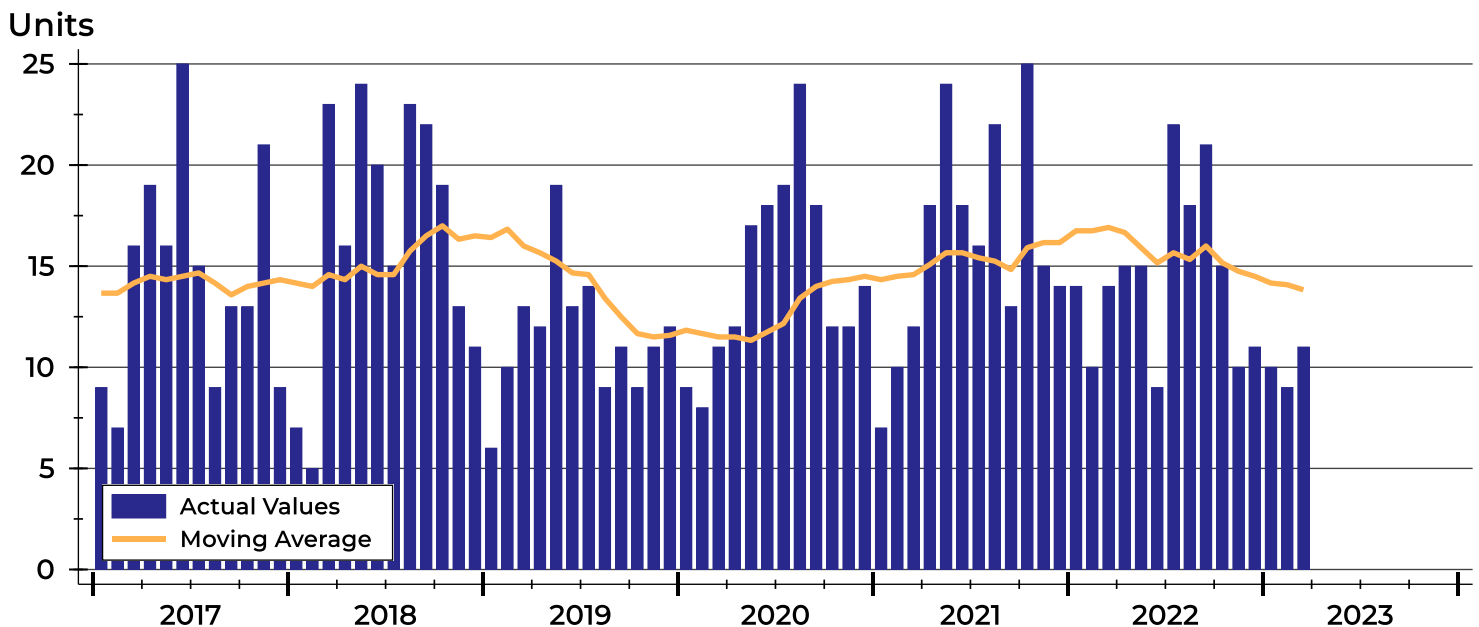
Jefferson County Closed Listings Analysis

Summary Statistics for Closed Listings		2023	March 2022	Change	2023	Year-to-Date 2022	Change
Closed Listings		11	14	-21.4%	30	38	-21.1%
Volume (1,000s)		2,100	2,920	-28.1%	6,100	8,529	-28.5%
Months' Supply		0.8	0.4	100.0%	N/A	N/A	N/A
Average	Sale Price	190,909	208,539	-8.5%	203,327	224,450	-9.4%
	Days on Market	35	46	-23.9%	30	38	-21.1%
	Percent of List	97.3%	97.2%	0.1%	96.2%	99.5%	-3.3%
	Percent of Original	96.9%	99.3%	-2.4%	94.6%	98.5%	-4.0%
Median	Sale Price	170,000	177,950	-4.5%	187,450	187,500	0.0%
	Days on Market	5	9	-44.4%	12	11	9.1%
	Percent of List	100.0%	99.0%	1.0%	97.8%	100.0%	-2.2%
	Percent of Original	100.0%	100.3%	-0.3%	95.3%	100.0%	-4.7%

A total of 11 homes sold in Jefferson County in March, down from 14 units in March 2022. Total sales volume fell to \$2.1 million compared to \$2.9 million in the previous year.

The median sales price in March was \$170,000, down 4.5% compared to the prior year. Median days on market was 5 days, down from 14 days in February, and down from 9 in March 2022.

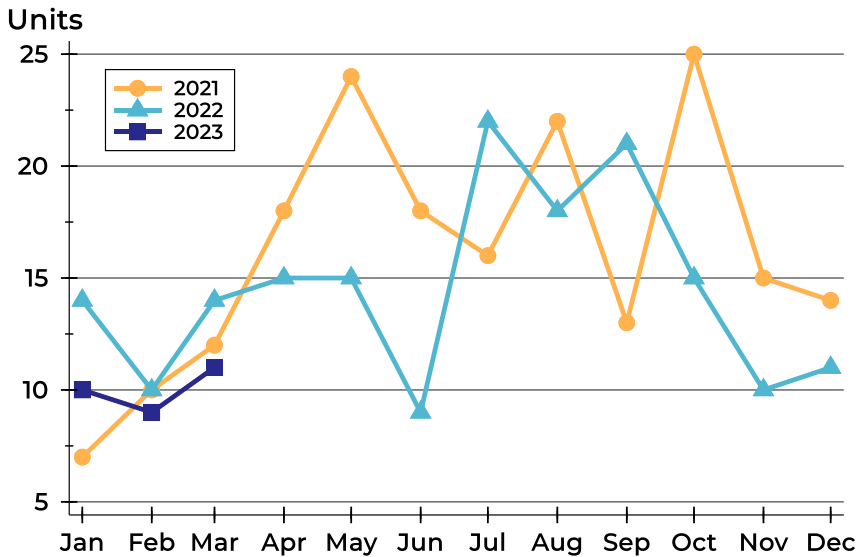
History of Closed Listings





Jefferson County Closed Listings Analysis

Closed Listings by Month



Month	2021	2022	2023
January	7	14	10
February	10	10	9
March	12	14	11
April	18	15	
May	24	15	
June	18	9	
July	16	22	
August	22	18	
September	13	21	
October	25	15	
November	15	10	
December	14	11	

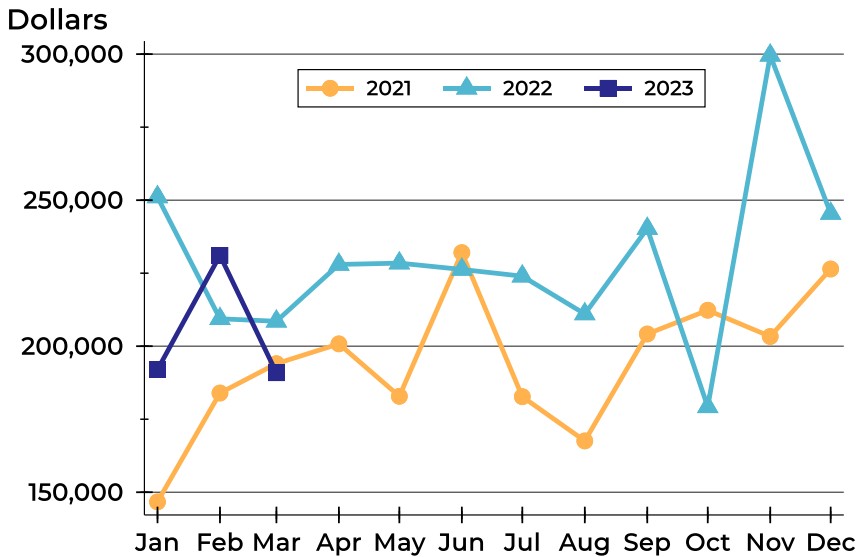
Closed Listings by Price Range

Price Range	Sales		Months' Supply	Sale Price		Days on Market		Price as % of List		Price as % of Orig.	
	Number	Percent		Average	Median	Avg.	Med.	Avg.	Med.	Avg.	Med.
Below \$25,000	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$25,000-\$49,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$50,000-\$99,999	2	18.2%	0.0	83,000	83,000	3	3	82.6%	82.6%	82.6%	82.6%
\$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	27.3%	1.7	139,667	140,000	99	7	103.7%	103.8%	102.4%	103.8%
\$150,000-\$174,999	1	9.1%	0.0	170,000	170,000	3	3	106.3%	106.3%	106.3%	106.3%
\$175,000-\$199,999	0	0.0%	0.5	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$200,000-\$249,999	3	27.3%	0.4	222,000	225,000	23	20	97.4%	96.4%	97.4%	96.4%
\$250,000-\$299,999	0	0.0%	1.1	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$300,000-\$399,999	2	18.2%	1.2	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



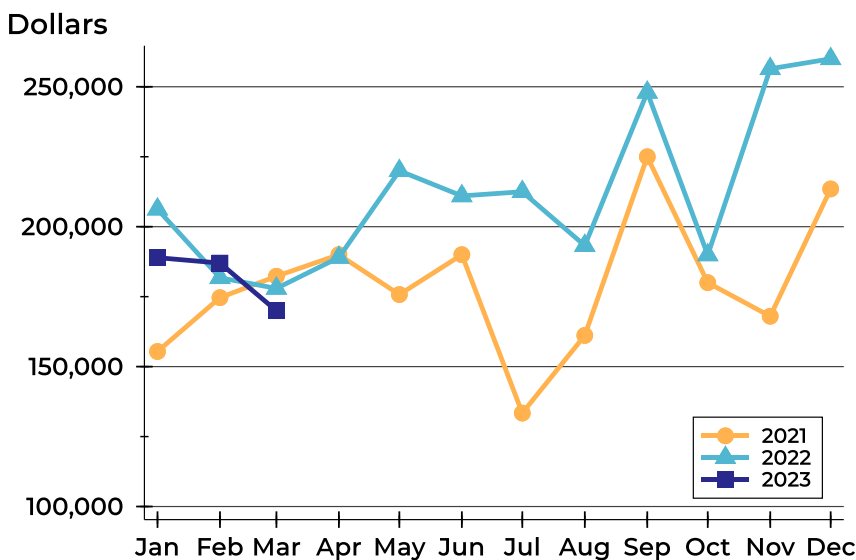
Jefferson County Closed Listings Analysis

Average Price



Month	2021	2022	2023
January	146,700	251,111	191,980
February	183,970	209,400	231,111
March	194,023	208,539	190,909
April	200,800	227,993	
May	182,850	228,443	
June	232,050	226,278	
July	182,725	223,977	
August	167,578	211,039	
September	204,181	240,283	
October	212,322	179,240	
November	203,333	299,590	
December	226,429	245,447	

Median Price

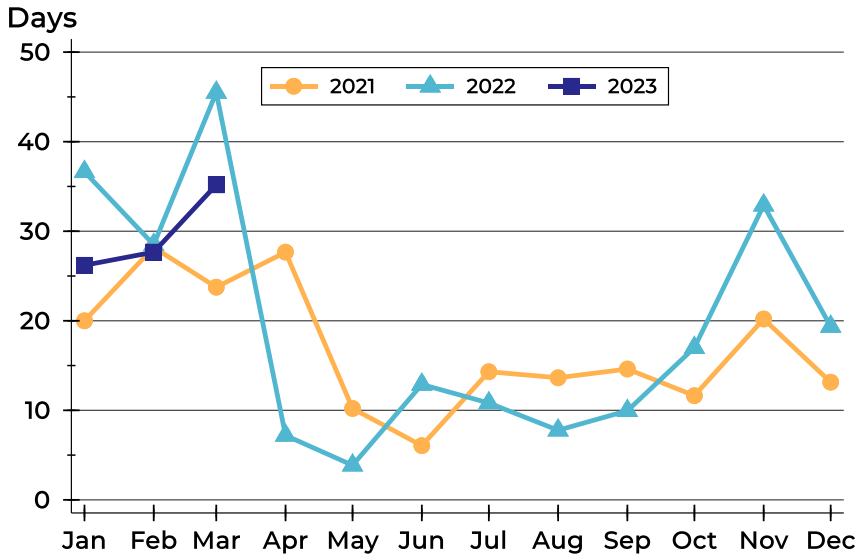


Month	2021	2022	2023
January	155,400	206,250	188,950
February	174,650	181,750	187,000
March	182,300	177,950	170,000
April	190,000	189,000	
May	175,750	220,000	
June	190,000	211,000	
July	133,400	212,500	
August	161,150	193,250	
September	225,000	248,000	
October	180,000	189,900	
November	168,000	256,450	
December	213,500	260,000	



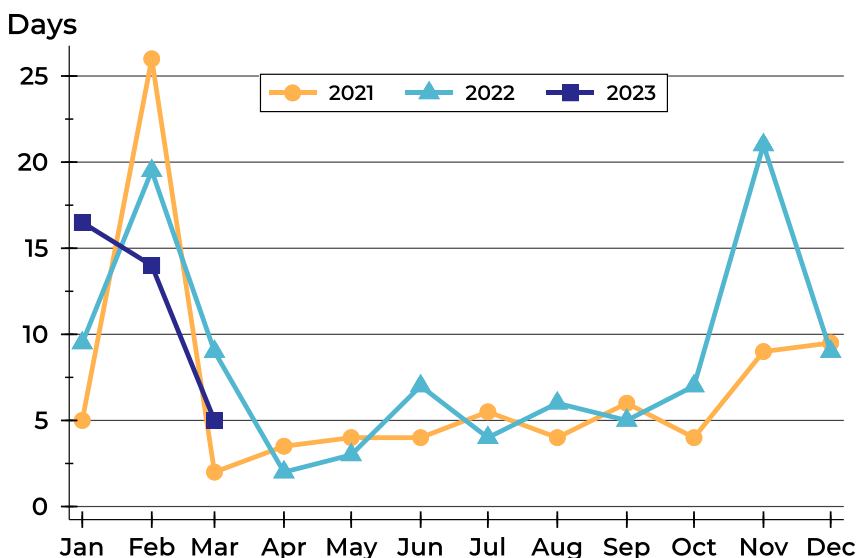
Jefferson County Closed Listings Analysis

Average DOM



Month	2021	2022	2023
January	20	37	26
February	28	29	28
March	24	46	35
April	28	7	
May	10	4	
June	6	13	
July	14	11	
August	14	8	
September	15	10	
October	12	17	
November	20	33	
December	13	19	

Median DOM



Month	2021	2022	2023
January	5	10	17
February	26	20	14
March	2	9	5
April	4	2	
May	4	3	
June	4	7	
July	6	4	
August	4	6	
September	6	5	
October	4	7	
November	9	21	
December	10	9	



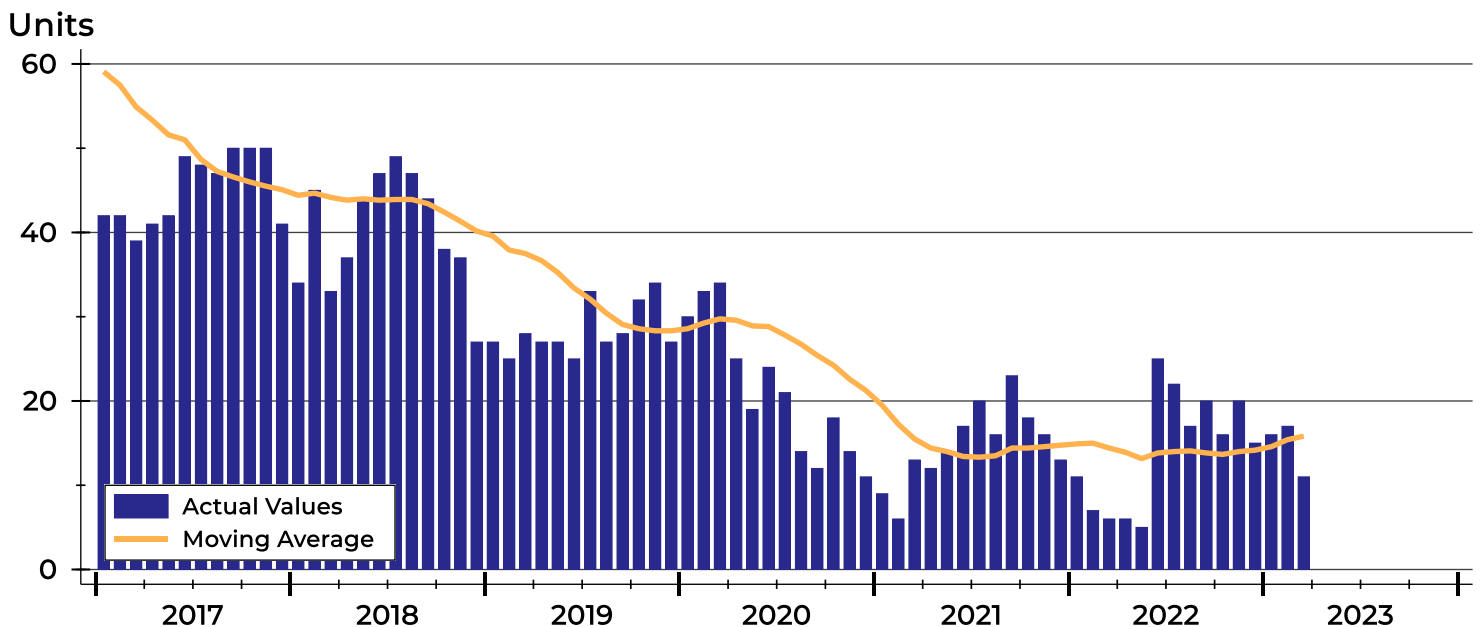
Jefferson County Active Listings Analysis

Summary Statistics for Active Listings		2023	End of March 2022	Change
Active Listings		11	6	83.3%
Volume (1,000s)		3,434	1,515	126.7%
Months' Supply		0.8	0.4	100.0%
Average	List Price	312,145	252,467	23.6%
	Days on Market	90	43	109.3%
	Percent of Original	96.9%	100.0%	-3.1%
Median	List Price	284,900	229,950	23.9%
	Days on Market	87	32	171.9%
	Percent of Original	100.0%	100.0%	0.0%

A total of 11 homes were available for sale in Jefferson County 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 \$284,900, up 23.9% from 2022. The typical time on market for active listings was 87 days, up from 32 days a year earlier.

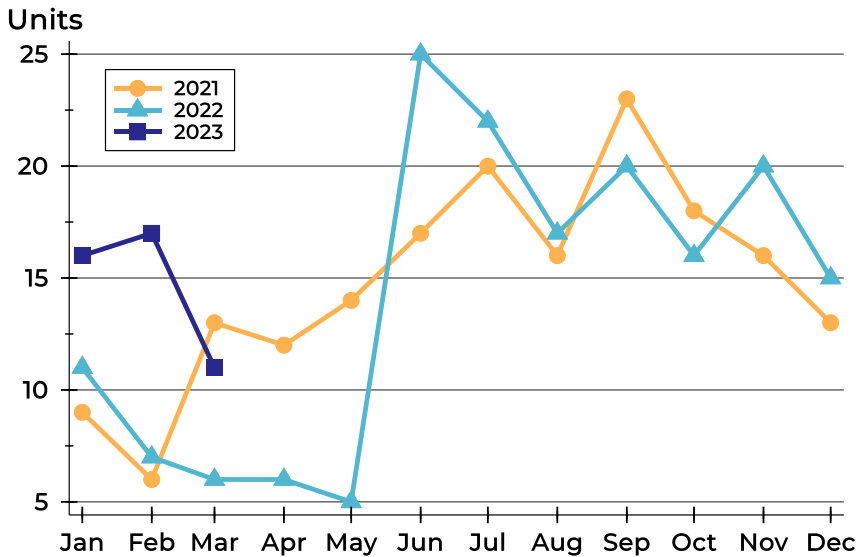
History of Active Listings





Jefferson County Active Listings Analysis

Active Listings by Month



Month	2021	2022	2023
January	9	11	16
February	6	7	17
March	13	6	11
April	12	6	
May	14	5	
June	17	25	
July	20	22	
August	16	17	
September	23	20	
October	18	16	
November	16	20	
December	13	15	

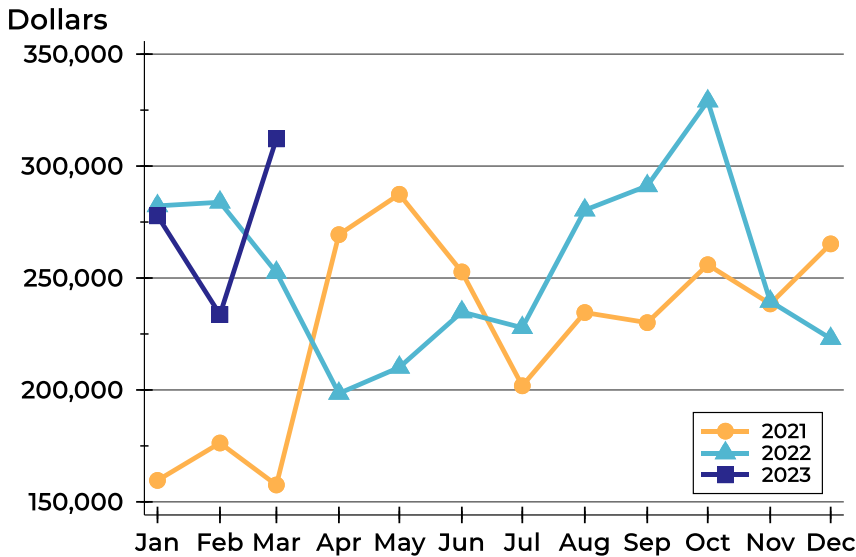
Active Listings by Price Range

Price Range	Active Listings		Months' Supply	List Price		Days on Market		Price as % of Orig.	
	Number	Percent		Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$25,000-\$49,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$50,000-\$99,999	0	0.0%	0.0	N/A	N/A	N/A	N/A	N/A	N/A
\$100,000-\$124,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$125,000-\$149,999	2	18.2%	1.7	145,450	145,450	121	121	94.9%	94.9%
\$150,000-\$174,999	0	0.0%	0.0	N/A	N/A	N/A	N/A	N/A	N/A
\$175,000-\$199,999	1	9.1%	0.5	175,000	175,000	16	16	100.0%	100.0%
\$200,000-\$249,999	1	9.1%	0.4	249,000	249,000	87	87	100.0%	100.0%
\$250,000-\$299,999	2	18.2%	1.1	282,400	282,400	184	184	100.0%	100.0%
\$300,000-\$399,999	3	27.3%	1.2	348,333	345,000	83	68	93.3%	90.5%
\$400,000-\$499,999	1	9.1%	N/A	449,000	449,000	2	2	100.0%	100.0%
\$500,000-\$749,999	1	9.1%	N/A	659,900	659,900	30	30	96.3%	96.3%
\$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



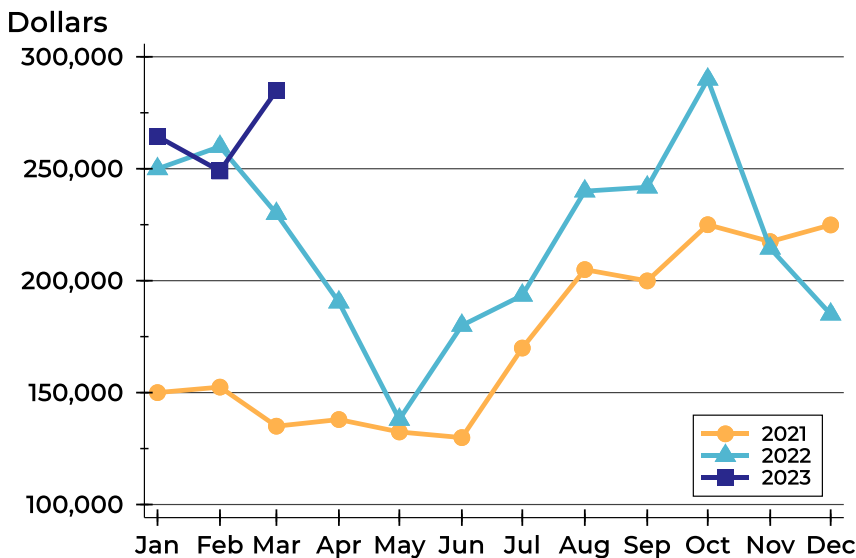
Jefferson County Active Listings Analysis

Average Price



Month	2021	2022	2023
January	159,589	282,223	277,778
February	176,300	283,843	233,685
March	157,554	252,467	312,145
April	269,371	198,433	
May	287,411	210,080	
June	252,723	234,824	
July	201,852	227,791	
August	234,578	280,318	
September	230,057	291,175	
October	255,944	329,038	
November	238,444	239,568	
December	265,250	222,940	

Median Price

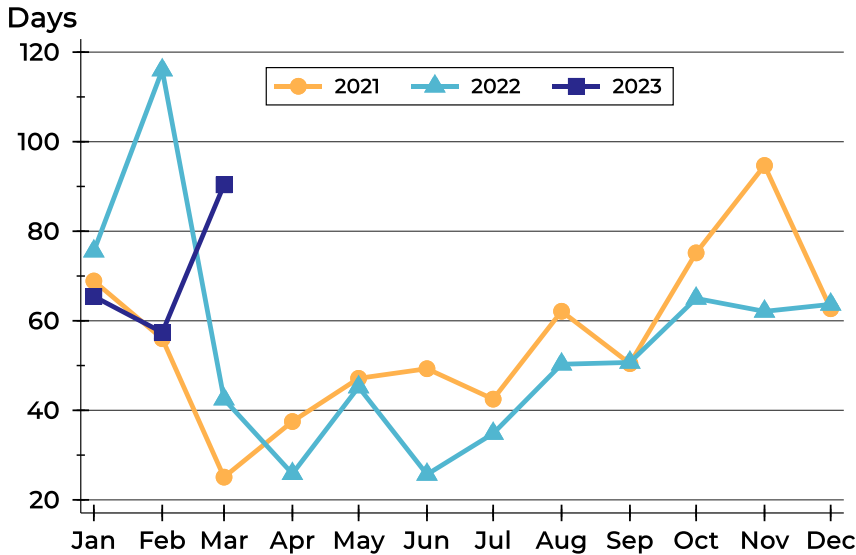


Month	2021	2022	2023
January	150,000	249,950	264,450
February	152,450	259,900	249,000
March	135,000	229,950	284,900
April	137,975	190,400	
May	132,425	138,000	
June	129,900	180,000	
July	169,900	193,450	
August	204,950	240,000	
September	199,900	241,750	
October	225,000	289,950	
November	217,450	214,450	
December	224,900	185,000	



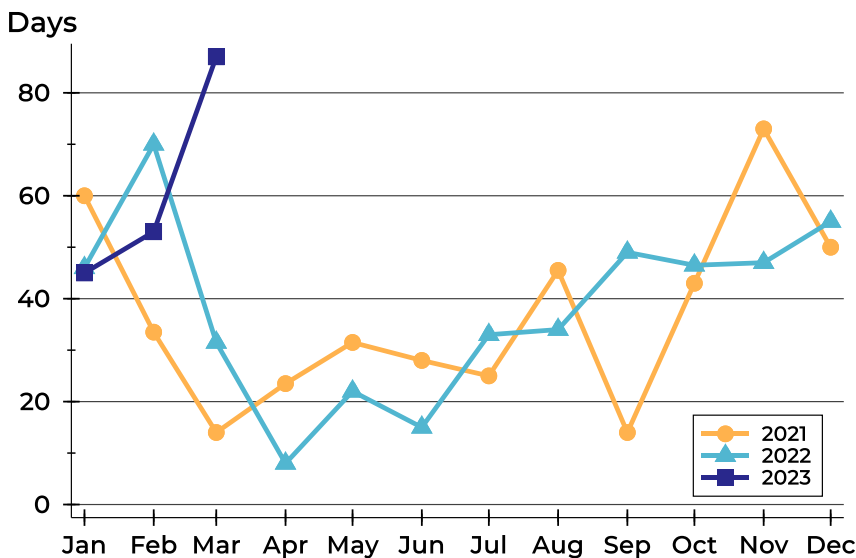
Jefferson County Active Listings Analysis

Average DOM



Month	2021	2022	2023
January	69	76	65
February	56	116	57
March	25	43	90
April	38	26	
May	47	45	
June	49	26	
July	43	35	
August	62	50	
September	50	51	
October	75	65	
November	95	62	
December	63	64	

Median DOM

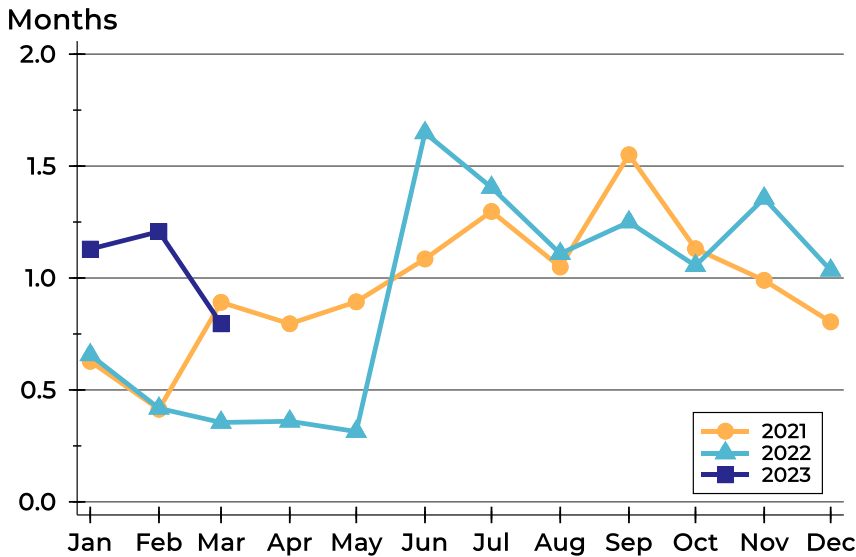


Month	2021	2022	2023
January	60	46	45
February	34	70	53
March	14	32	87
April	24	8	
May	32	22	
June	28	15	
July	25	33	
August	46	34	
September	14	49	
October	43	47	
November	73	47	
December	50	55	



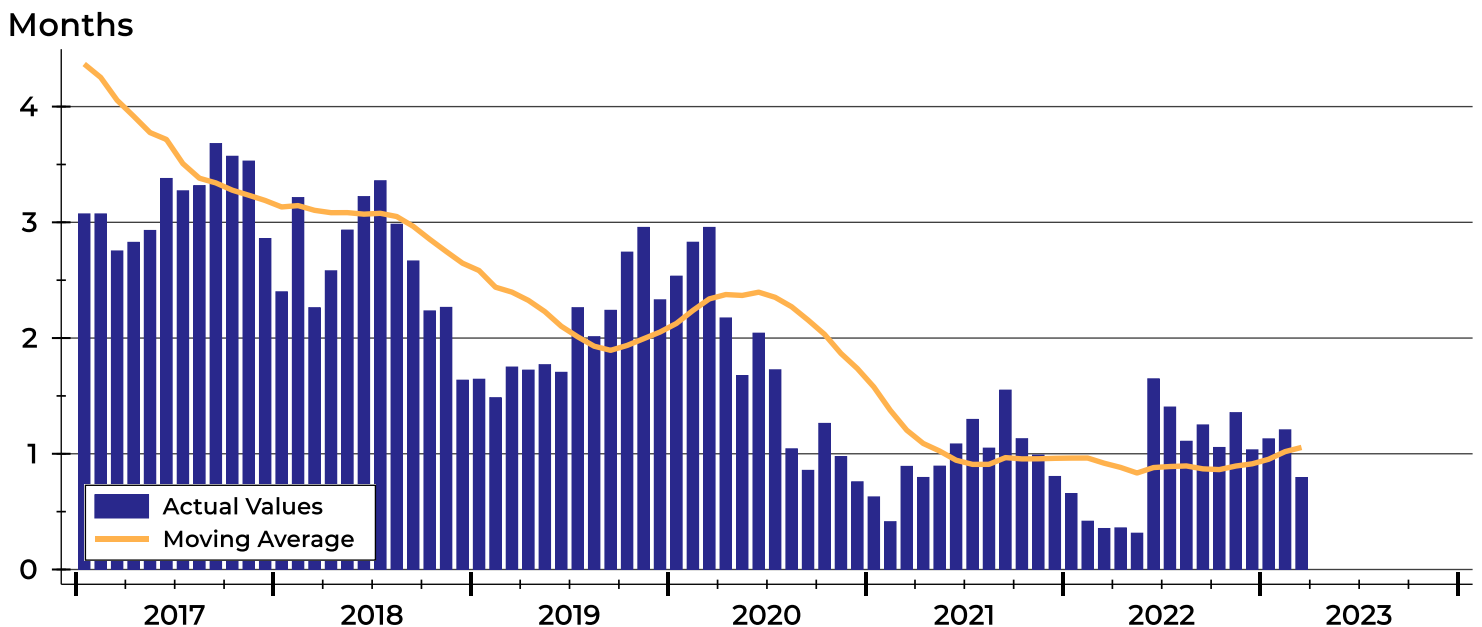
Jefferson County Months' Supply Analysis

Months' Supply by Month



Month	2021	2022	2023
January	0.6	0.7	1.1
February	0.4	0.4	1.2
March	0.9	0.4	0.8
April	0.8	0.4	
May	0.9	0.3	
June	1.1	1.6	
July	1.3	1.4	
August	1.0	1.1	
September	1.6	1.3	
October	1.1	1.1	
November	1.0	1.4	
December	0.8	1.0	

History of Month's Supply





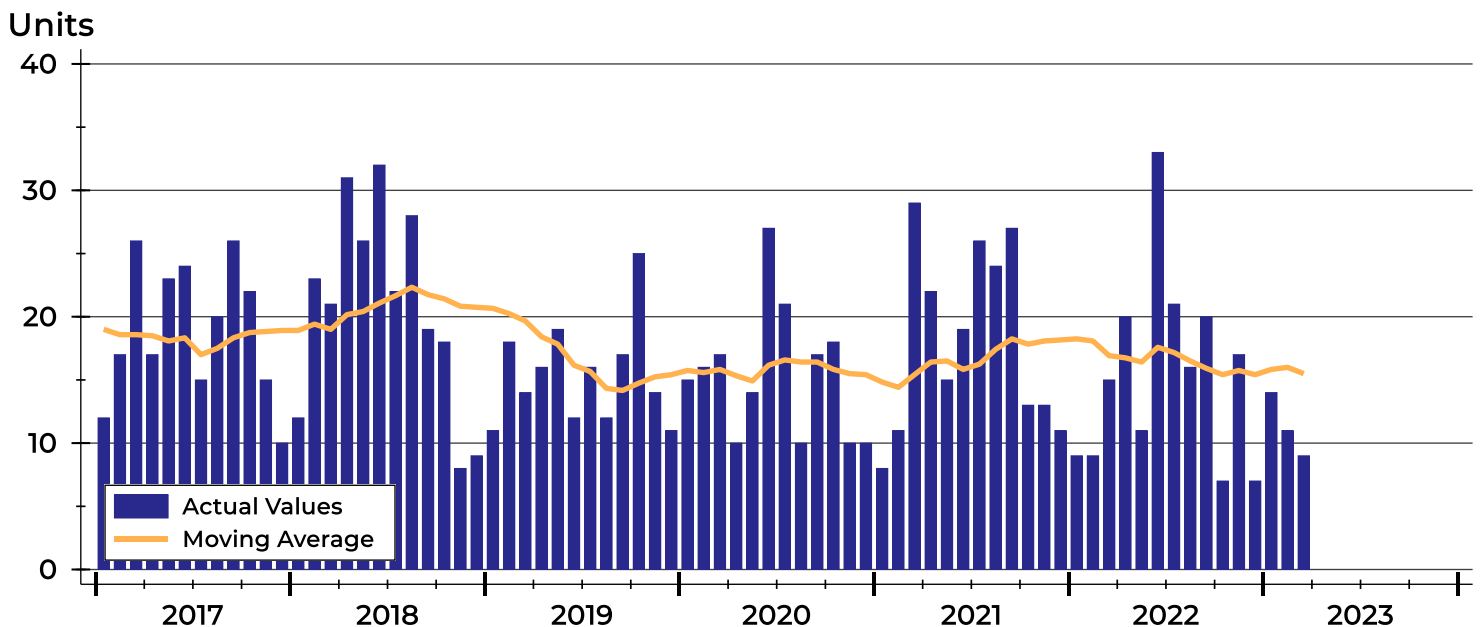
Jefferson County New Listings Analysis

Summary Statistics for New Listings		2023	March 2022	Change
Current Month	New Listings	9	15	-40.0%
	Volume (1,000s)	2,886	2,882	0.1%
	Average List Price	320,644	192,133	66.9%
	Median List Price	255,000	179,900	41.7%
Year-to-Date	New Listings	34	33	3.0%
	Volume (1,000s)	9,184	6,636	38.4%
	Average List Price	270,129	201,098	34.3%
	Median List Price	240,000	179,900	33.4%

A total of 9 new listings were added in Jefferson County during March, down 40.0% from the same month in 2022. Year-to-date Jefferson County has seen 34 new listings.

The median list price of these homes was \$255,000 up from \$179,900 in 2022.

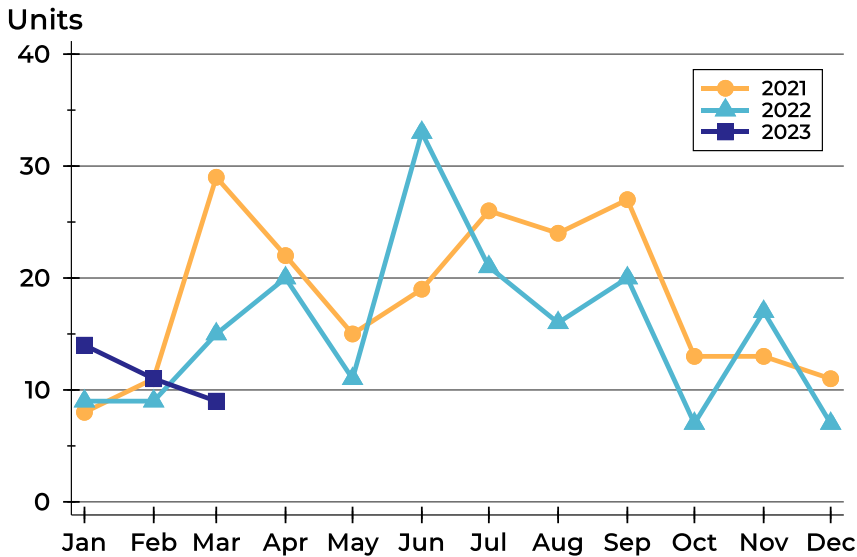
History of New Listings





Jefferson County New Listings Analysis

New Listings by Month



Month	2021	2022	2023
January	8	9	14
February	11	9	11
March	29	15	9
April	22	20	
May	15	11	
June	19	33	
July	26	21	
August	24	16	
September	27	20	
October	13	7	
November	13	17	
December	11	7	

New Listings by Price Range

Price Range	New Listings		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$25,000-\$49,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$50,000-\$99,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$100,000-\$124,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$125,000-\$149,999	2	22.2%	134,950	134,950	4	4	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	11.1%	175,000	175,000	23	23	100.0%	100.0%
\$200,000-\$249,999	1	11.1%	235,000	235,000	5	5	100.0%	100.0%
\$250,000-\$299,999	1	11.1%	255,000	255,000	5	5	100.0%	100.0%
\$300,000-\$399,999	1	11.1%	345,000	345,000	18	18	100.0%	100.0%
\$400,000-\$499,999	2	22.2%	473,000	473,000	5	5	100.0%	100.0%
\$500,000-\$749,999	1	11.1%	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



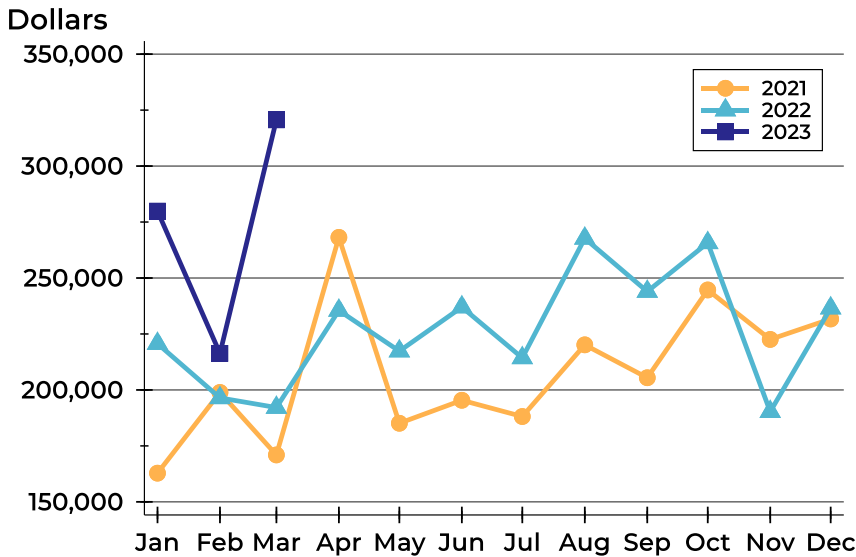
**March
2023**

Sunflower MLS Statistics



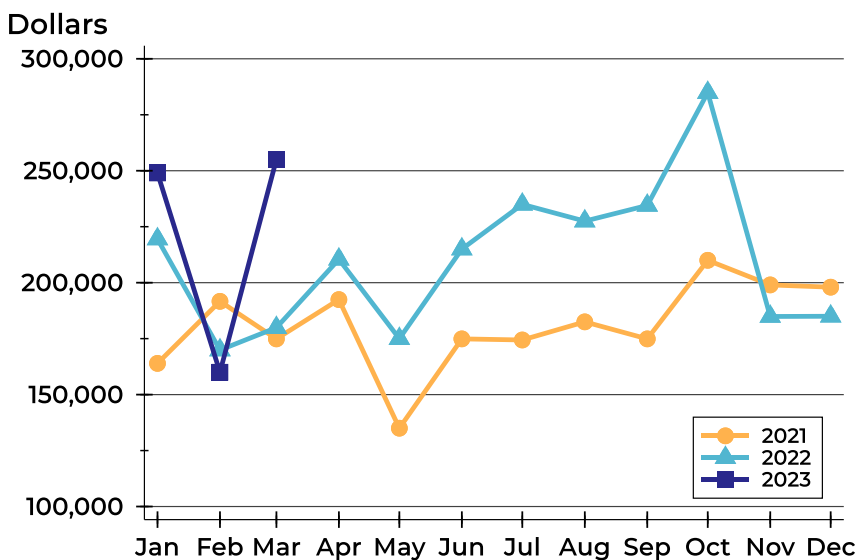
Jefferson County New Listings Analysis

Average Price



Month	2021	2022	2023
January	162,825	220,689	279,921
February	198,893	196,450	216,336
March	170,976	192,133	320,644
April	268,161	235,508	
May	185,127	217,345	
June	195,386	237,012	
July	188,135	214,314	
August	220,154	267,700	
September	205,450	243,980	
October	244,662	265,700	
November	222,569	190,299	
December	231,714	236,543	

Median Price



Month	2021	2022	2023
January	163,950	219,500	249,000
February	191,675	169,900	160,000
March	174,900	179,900	255,000
April	192,450	210,450	
May	135,000	175,000	
June	174,900	215,000	
July	174,400	235,000	
August	182,500	227,500	
September	174,900	234,500	
October	210,000	284,900	
November	199,000	184,900	
December	198,000	185,000	



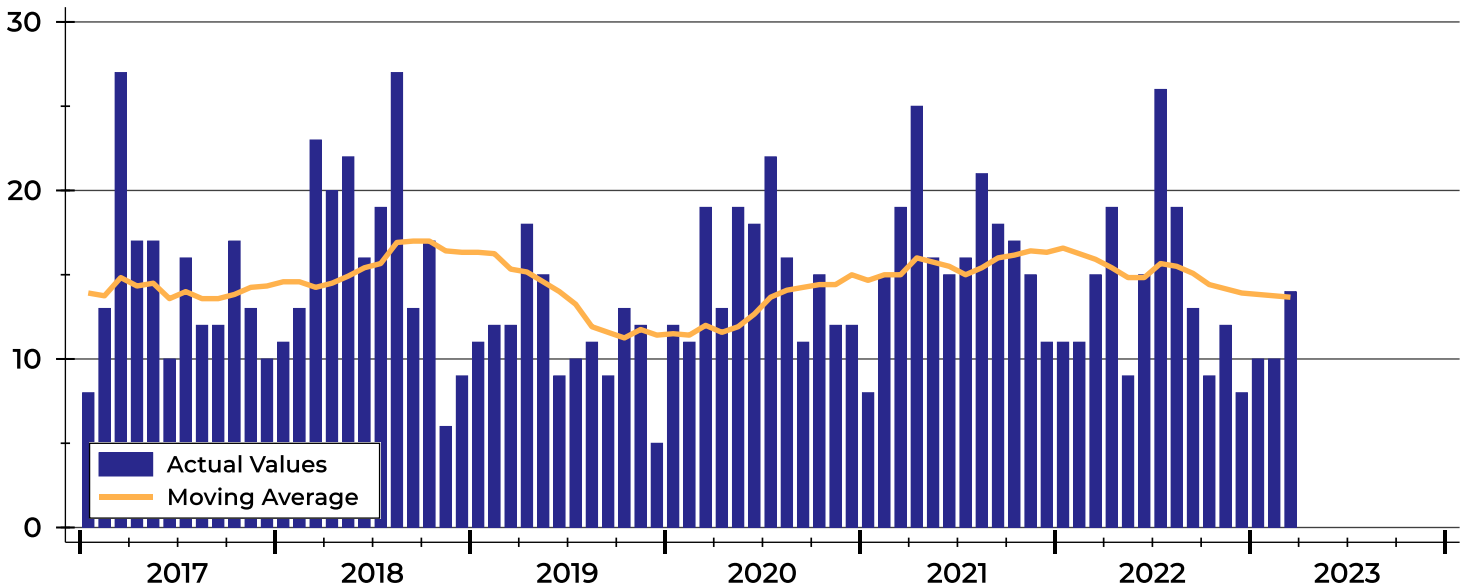
Jefferson County Contracts Written Analysis

Summary Statistics for Contracts Written		2023	March 2022	Change	2023	Year-to-Date 2022	Change
Contracts Written		14	15	-6.7%	34	37	-8.1%
Volume (1,000s)		3,480	2,580	34.9%	7,769	7,786	-0.2%
Average	Sale Price	248,553	171,967	44.5%	228,498	210,445	8.6%
	Days on Market	26	22	18.2%	29	24	20.8%
	Percent of Original	95.7%	100.3%	-4.6%	96.3%	102.2%	-5.8%
Median	Sale Price	215,000	165,000	30.3%	205,000	175,500	16.8%
	Days on Market	6	7	-14.3%	8	7	14.3%
	Percent of Original	100.0%	100.7%	-0.7%	100.0%	100.7%	-0.7%

A total of 14 contracts for sale were written in Jefferson County during the month of March, down from 15 in 2022. The median list price of these homes was \$215,000, up from \$165,000 the prior year. Half of the homes that went under contract in March were on the market less than 6 days, compared to 7 days in March 2022.

History of Contracts Written

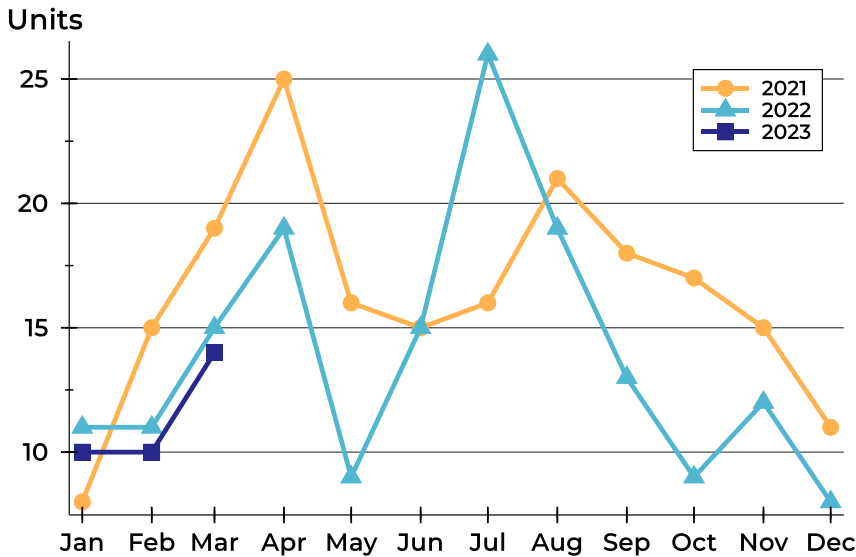
Units





Jefferson County Contracts Written Analysis

Contracts Written by Month



Month	2021	2022	2023
January	8	11	10
February	15	11	10
March	19	15	14
April	25	19	
May	16	9	
June	15	15	
July	16	26	
August	21	19	
September	18	13	
October	17	9	
November	15	12	
December	11	8	

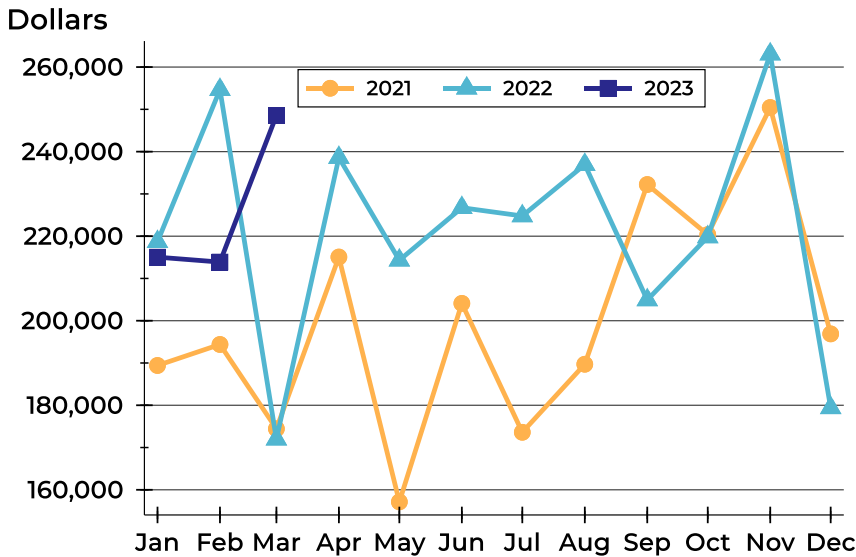
Contracts Written by Price Range

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	3	21.4%	81,646	89,900	85	114	91.3%	97.5%
\$100,000-\$124,999	1	7.1%	114,900	114,900	5	5	65.3%	65.3%
\$125,000-\$149,999	2	14.3%	134,950	134,950	4	4	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	7.1%	195,000	195,000	2	2	100.0%	100.0%
\$200,000-\$249,999	1	7.1%	235,000	235,000	5	5	100.0%	100.0%
\$250,000-\$299,999	2	14.3%	257,000	257,000	6	6	103.1%	103.1%
\$300,000-\$399,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$400,000-\$499,999	4	28.6%	476,500	480,000	20	13	98.7%	100.0%
\$500,000-\$749,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$750,000-\$999,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



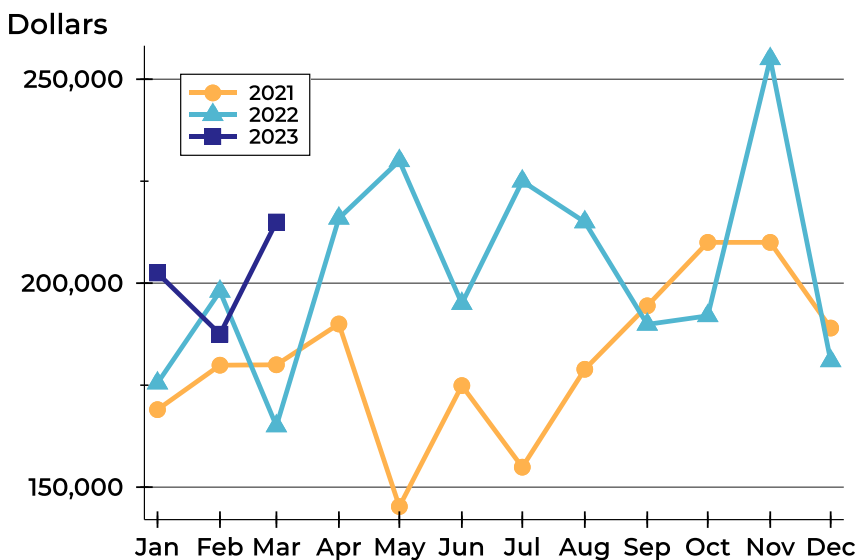
Jefferson County Contracts Written Analysis

Average Price



Month	2021	2022	2023
January	189,413	218,691	215,040
February	194,378	254,668	213,880
March	174,437	171,967	248,553
April	215,066	238,592	
May	157,144	214,311	
June	204,103	226,740	
July	173,613	224,781	
August	189,710	236,932	
September	232,219	204,908	
October	220,365	219,811	
November	250,440	263,063	
December	196,886	179,388	

Median Price

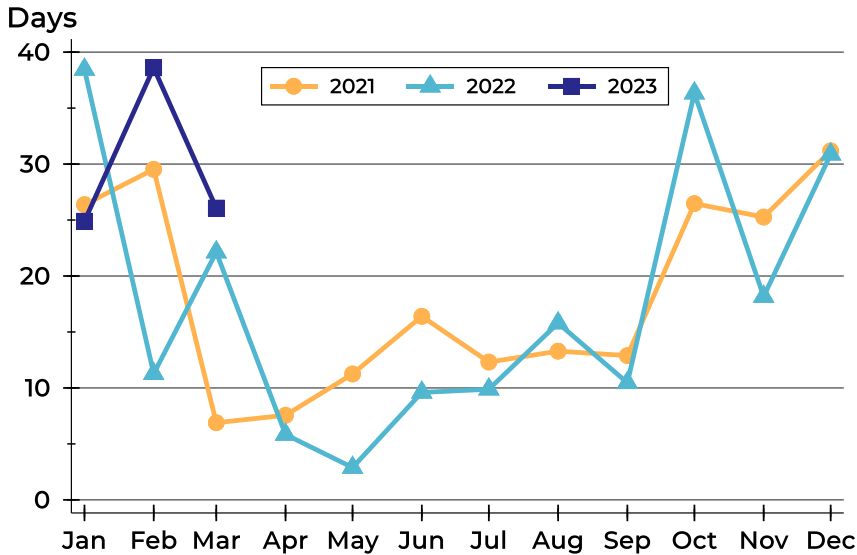


Month	2021	2022	2023
January	169,000	175,500	202,500
February	179,900	198,000	187,500
March	180,000	165,000	215,000
April	190,000	215,900	
May	145,250	230,000	
June	174,900	195,000	
July	154,900	225,000	
August	178,900	215,000	
September	194,450	189,900	
October	210,000	192,000	
November	210,000	255,000	
December	189,000	180,950	



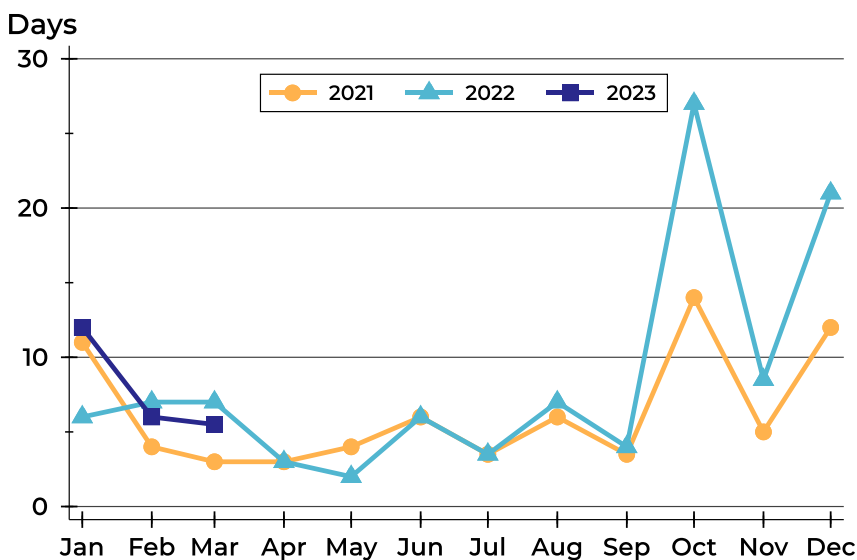
Jefferson County Contracts Written Analysis

Average DOM



Month	2021	2022	2023
January	26	38	25
February	30	11	39
March	7	22	26
April	8	6	
May	11	3	
June	16	10	
July	12	10	
August	13	16	
September	13	10	
October	26	36	
November	25	18	
December	31	31	

Median DOM



Month	2021	2022	2023
January	11	6	12
February	4	7	6
March	3	7	6
April	3	3	
May	4	2	
June	6	6	
July	4	4	
August	6	7	
September	4	4	
October	14	27	
November	5	9	
December	12	21	



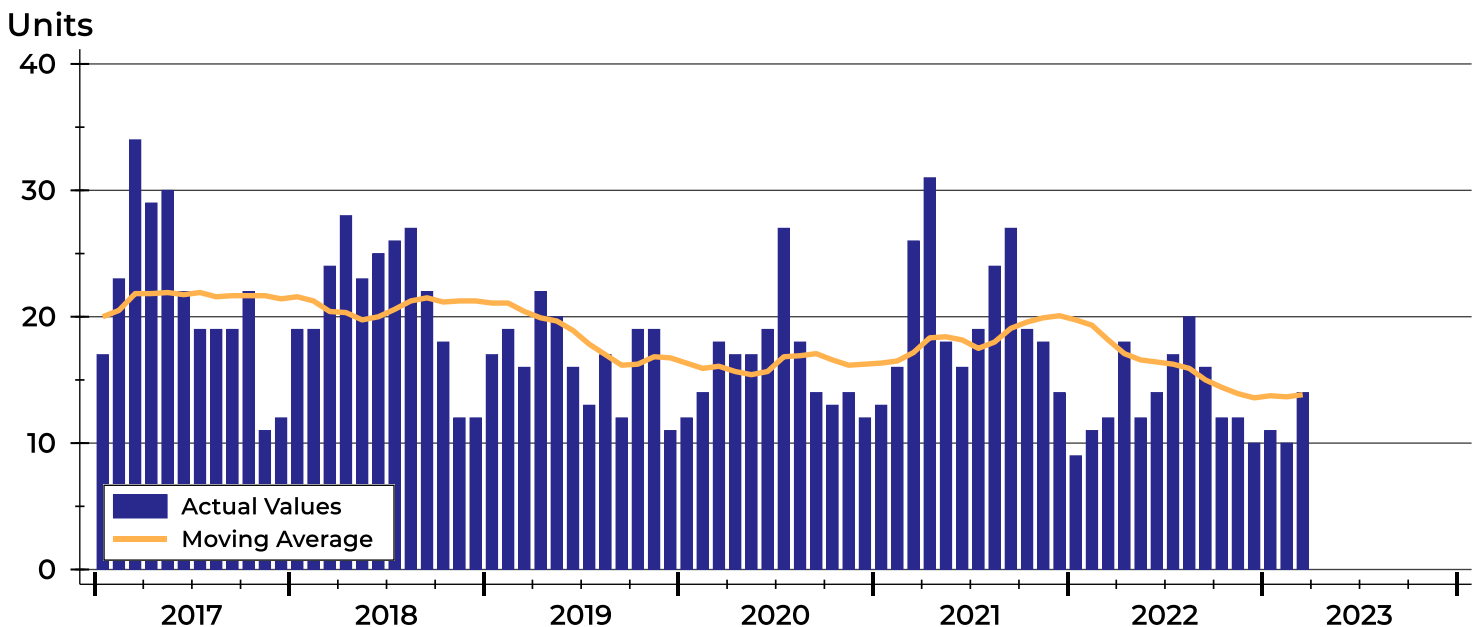
Jefferson County Pending Contracts Analysis

Summary Statistics for Pending Contracts		2023	End of March 2022	Change
Pending Contracts		14	12	16.7%
Volume (1,000s)		3,301	2,226	48.3%
Average	List Price	235,767	185,508	27.1%
	Days on Market	27	4	575.0%
	Percent of Original	97.8%	100.0%	-2.2%
Median	List Price	215,000	169,950	26.5%
	Days on Market	7	4	75.0%
	Percent of Original	100.0%	100.0%	0.0%

A total of 14 listings in Jefferson County had contracts pending at the end of March, up from 12 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.

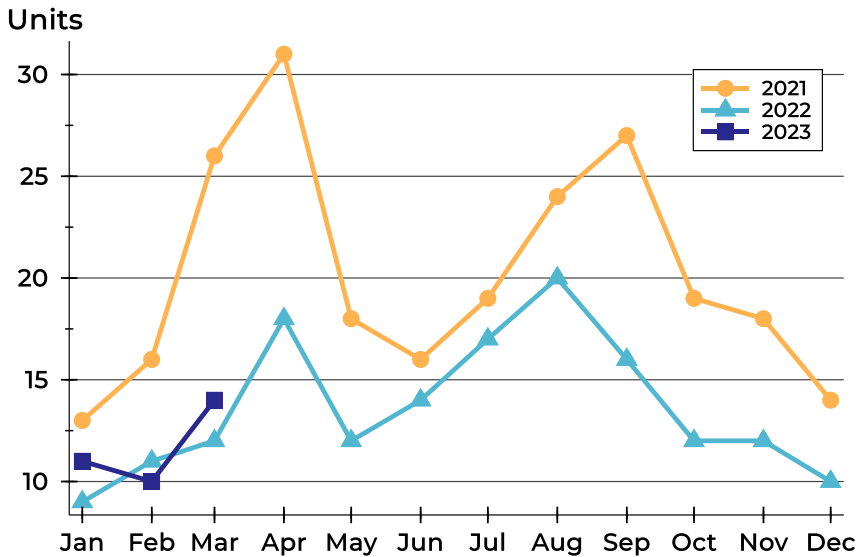
History of Pending Contracts





Jefferson County Pending Contracts Analysis

Pending Contracts by Month



Month	2021	2022	2023
January	13	9	11
February	16	11	10
March	26	12	14
April	31	18	
May	18	12	
June	16	14	
July	19	17	
August	24	20	
September	27	16	
October	19	12	
November	18	12	
December	14	10	

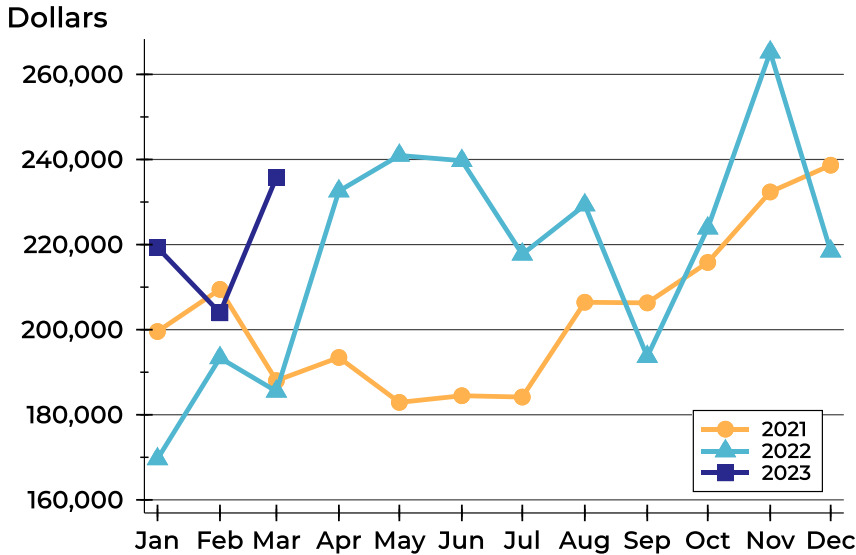
Pending Contracts by Price Range

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	3	21.4%	81,646	89,900	85	114	91.3%	97.5%
\$100,000-\$124,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$125,000-\$149,999	3	21.4%	136,600	139,900	7	4	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	7.1%	195,000	195,000	2	2	100.0%	100.0%
\$200,000-\$249,999	2	14.3%	240,000	240,000	4	4	100.0%	100.0%
\$250,000-\$299,999	2	14.3%	257,000	257,000	6	6	100.0%	100.0%
\$300,000-\$399,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$400,000-\$499,999	3	21.4%	485,667	495,000	26	17	98.3%	100.0%
\$500,000-\$749,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$750,000-\$999,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



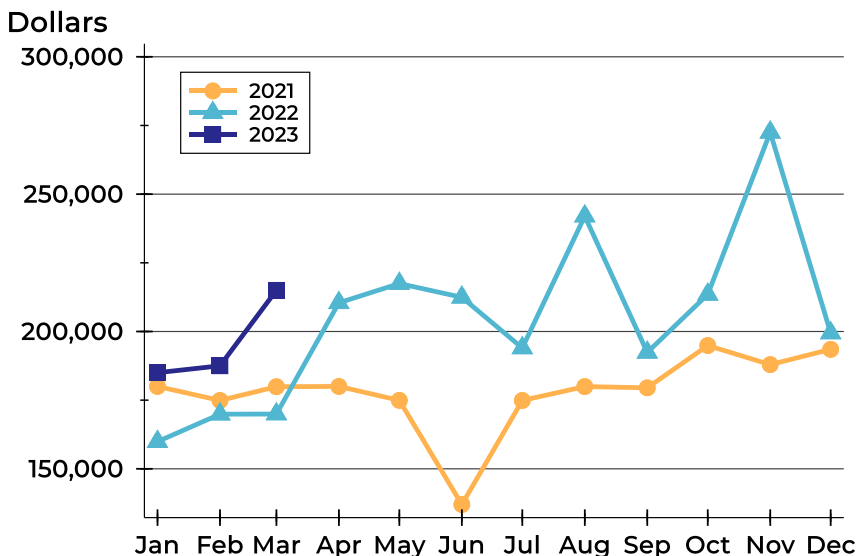
Jefferson County Pending Contracts Analysis

Average Price



Month	2021	2022	2023
January	199,573	169,622	219,300
February	209,481	193,368	203,970
March	188,029	185,508	235,767
April	193,466	232,581	
May	182,914	240,958	
June	184,478	239,721	
July	184,168	217,724	
August	206,448	229,295	
September	206,306	193,663	
October	215,800	223,850	
November	232,372	265,233	
December	238,664	218,450	

Median Price

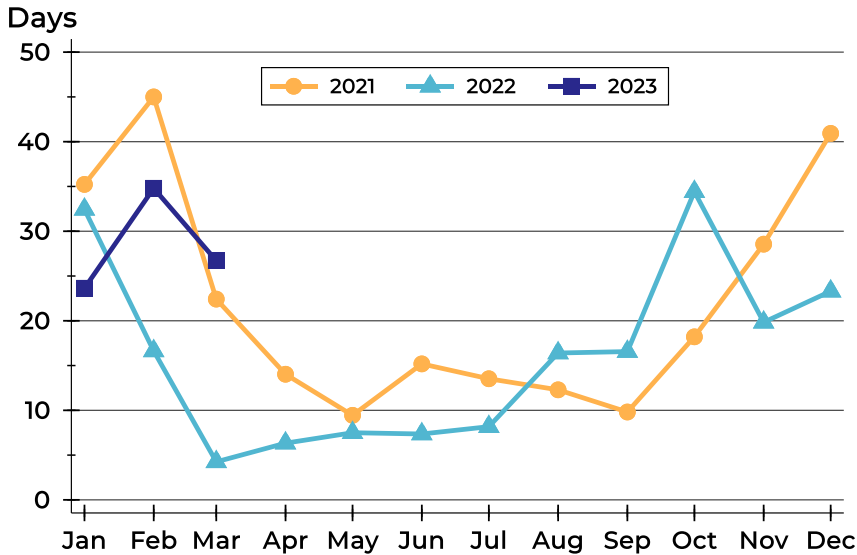


Month	2021	2022	2023
January	180,000	159,900	185,000
February	174,900	169,900	187,500
March	179,900	169,950	215,000
April	180,000	210,450	
May	174,925	217,450	
June	137,000	212,450	
July	174,900	194,000	
August	179,950	242,000	
September	179,500	192,400	
October	194,900	213,500	
November	187,950	272,500	
December	193,500	199,450	



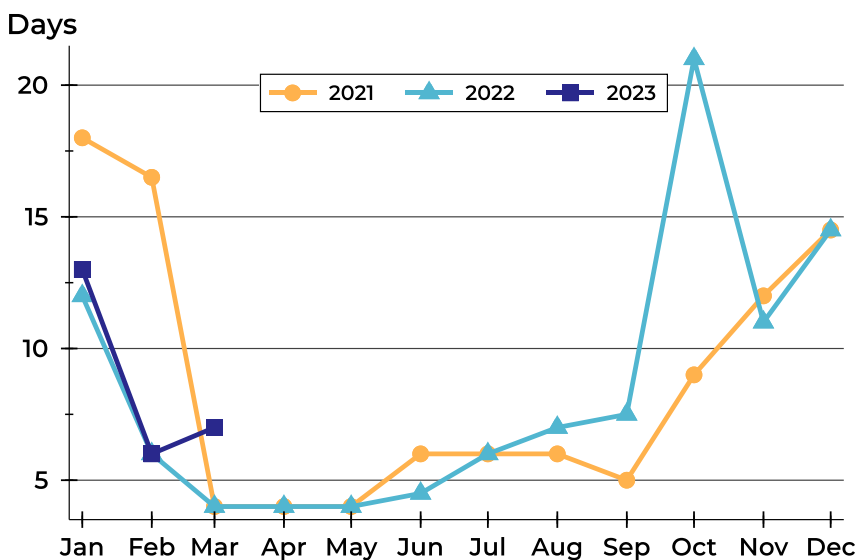
Jefferson County Pending Contracts Analysis

Average DOM



Month	2021	2022	2023
January	35	32	24
February	45	17	35
March	22	4	27
April	14	6	
May	9	8	
June	15	7	
July	14	8	
August	12	16	
September	10	17	
October	18	34	
November	29	20	
December	41	23	

Median DOM



Month	2021	2022	2023
January	18	12	13
February	17	6	6
March	4	4	7
April	4	4	
May	4	4	
June	6	5	
July	6	6	
August	6	7	
September	5	8	
October	9	21	
November	12	11	
December	15	15	



**March
2023**

Sunflower MLS Statistics



Lyon County Housing Report



Market Overview

Lyon County Home Sales Fell in March

Total home sales in Lyon County fell last month to 26 units, compared to 30 units in March 2022. Total sales volume was \$4.6 million, down from a year earlier.

The median sale price in March was \$158,750, down from \$159,750 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.

Lyon County Active Listings Up at End of March

The total number of active listings in Lyon County at the end of March was 28 units, up from 24 at the same point in 2022. This represents a 0.9 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 40 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



Lyon County Summary Statistics

March MLS Statistics Three-year History		Current Month			Year-to-Date		
		2023	2022	2021	2023	2022	2021
Home Sales		26	30	32	54	76	81
Change from prior year		-13.3%	-6.3%	-11.1%	-28.9%	-6.2%	20.9%
Active Listings		28	24	30	N/A	N/A	N/A
Change from prior year		16.7%	-20.0%	-59.5%			
Months' Supply		0.9	0.6	0.9	N/A	N/A	N/A
Change from prior year		50.0%	-33.3%	-60.9%			
New Listings		36	49	41	86	96	100
Change from prior year		-26.5%	19.5%	-10.9%	-10.4%	-4.0%	-21.3%
Contracts Written		27	40	34	74	86	96
Change from prior year		-32.5%	17.6%	-2.9%	-14.0%	-10.4%	-1.0%
Pending Contracts		40	52	44	N/A	N/A	N/A
Change from prior year		-23.1%	18.2%	-10.2%			
Sales Volume (1,000s)		4,619	5,806	4,488	9,305	12,701	12,378
Change from prior year		-20.4%	29.4%	-13.0%	-26.7%	2.6%	32.3%
Average	Sale Price	177,669	193,517	140,241	172,313	167,125	152,812
	Change from prior year	-8.2%	38.0%	-2.1%	3.1%	9.4%	9.4%
	List Price of Actives	309,907	180,565	168,073	N/A	N/A	N/A
	Change from prior year	71.6%	7.4%	-5.0%			
	Days on Market	14	29	34	30	23	36
Change from prior year	-51.7%	-14.7%	-47.7%	30.4%	-36.1%	-41.0%	
Percent of List	97.5%	99.0%	95.1%	96.7%	97.7%	95.8%	
Change from prior year	-1.5%	4.1%	-0.5%	-1.0%	2.0%	0.6%	
Percent of Original	97.0%	97.3%	92.6%	95.1%	96.3%	94.0%	
Change from prior year	-0.3%	5.1%	0.4%	-1.2%	2.4%	2.1%	
Median	Sale Price	158,750	159,750	137,500	163,750	131,750	146,000
	Change from prior year	-0.6%	16.2%	-0.3%	24.3%	-9.8%	9.8%
	List Price of Actives	257,500	124,700	137,448	N/A	N/A	N/A
	Change from prior year	106.5%	-9.3%	-16.4%			
	Days on Market	4	5	13	8	7	9
Change from prior year	-20.0%	-61.5%	-18.8%	14.3%	-22.2%	-55.0%	
Percent of List	100.0%	100.0%	98.1%	97.3%	98.9%	98.0%	
Change from prior year	0.0%	1.9%	1.8%	-1.6%	0.9%	1.4%	
Percent of Original	99.0%	100.0%	96.1%	96.5%	98.0%	97.4%	
Change from prior year	-1.0%	4.1%	0.9%	-1.5%	0.6%	2.3%	

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



Lyon County Closed Listings Analysis

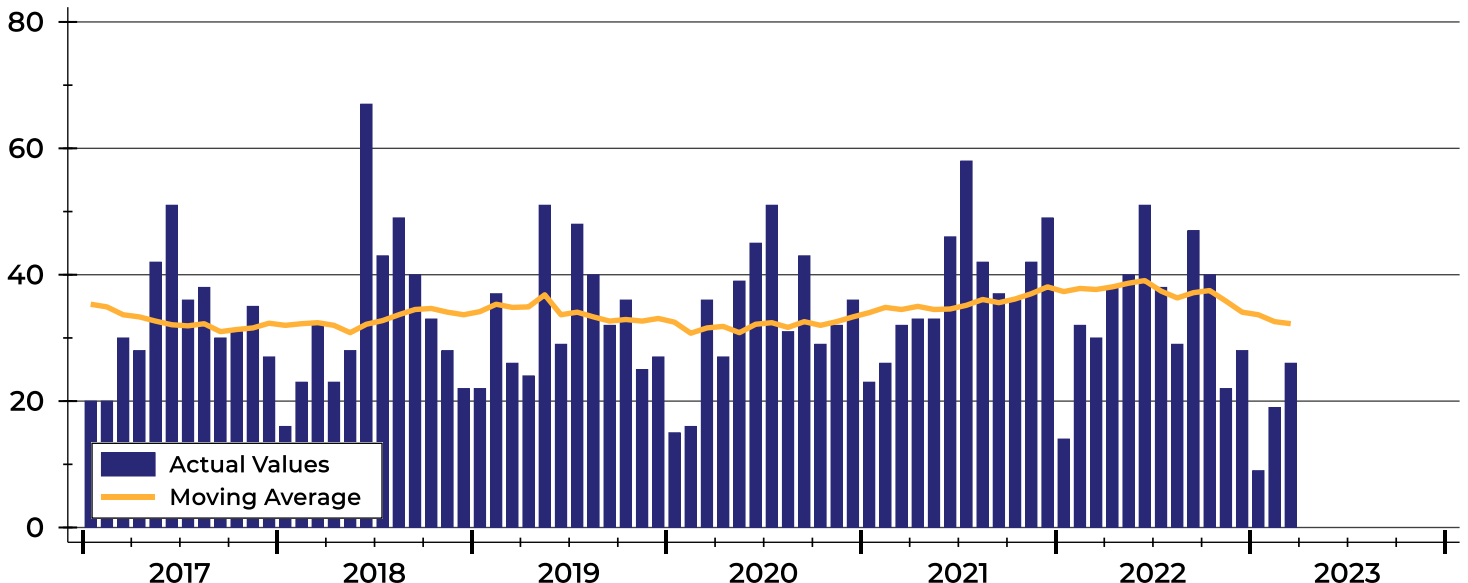
Summary Statistics for Closed Listings		2023	March 2022	Change	2023	Year-to-Date 2022	Change
		Closed Listings	26	30	-13.3%	54	76
Volume (1,000s)	4,619	5,806	-20.4%	9,305	12,701	-26.7%	
Months' Supply	0.9	0.6	50.0%	N/A	N/A	N/A	
Average	Sale Price	177,669	193,517	-8.2%	172,313	167,125	3.1%
	Days on Market	14	29	-51.7%	30	23	30.4%
	Percent of List	97.5%	99.0%	-1.5%	96.7%	97.7%	-1.0%
	Percent of Original	97.0%	97.3%	-0.3%	95.1%	96.3%	-1.2%
Median	Sale Price	158,750	159,750	-0.6%	163,750	131,750	24.3%
	Days on Market	4	5	-20.0%	8	7	14.3%
	Percent of List	100.0%	100.0%	0.0%	97.3%	98.9%	-1.6%
	Percent of Original	99.0%	100.0%	-1.0%	96.5%	98.0%	-1.5%

A total of 26 homes sold in Lyon County in March, down from 30 units in March 2022. Total sales volume fell to \$4.6 million compared to \$5.8 million in the previous year.

The median sales price in March was \$158,750, down 0.6% compared to the prior year. Median days on market was 4 days, down from 27 days in February, and down from 5 in March 2022.

History of Closed Listings

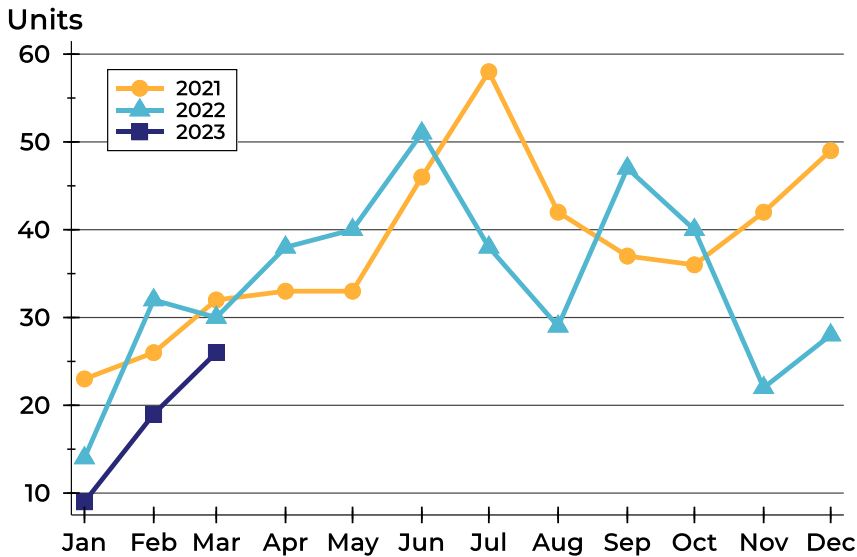
Units





Lyon County Closed Listings Analysis

Closed Listings by Month



Month	2021	2022	2023
January	23	14	9
February	26	32	19
March	32	30	26
April	33	38	
May	33	40	
June	46	51	
July	58	38	
August	42	29	
September	37	47	
October	36	40	
November	42	22	
December	49	28	

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	3.8%	0.0	18,000	18,000	0	0	90.0%	90.0%	90.0%	90.0%
\$25,000-\$49,999	1	3.8%	0.7	33,000	33,000	99	99	82.7%	82.7%	82.7%	82.7%
\$50,000-\$99,999	2	7.7%	0.4	77,450	77,450	17	17	92.6%	92.6%	92.6%	92.6%
\$100,000-\$124,999	3	11.5%	0.5	113,333	110,000	23	7	100.6%	100.0%	98.0%	92.3%
\$125,000-\$149,999	4	15.4%	0.6	136,250	134,750	3	3	100.2%	100.2%	100.2%	100.2%
\$150,000-\$174,999	4	15.4%	0.9	159,375	158,750	14	16	97.0%	96.3%	96.4%	94.9%
\$175,000-\$199,999	2	7.7%	1.4	185,750	185,750	5	5	98.5%	98.5%	98.5%	98.5%
\$200,000-\$249,999	4	15.4%	0.2	215,750	214,000	19	2	99.7%	100.0%	99.0%	99.1%
\$250,000-\$299,999	1	3.8%	1.0	250,000	250,000	0	0	90.9%	90.9%	90.9%	90.9%
\$300,000-\$399,999	3	11.5%	3.7	325,833	322,500	0	0	99.9%	100.0%	99.9%	100.0%
\$400,000-\$499,999	1	3.8%	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



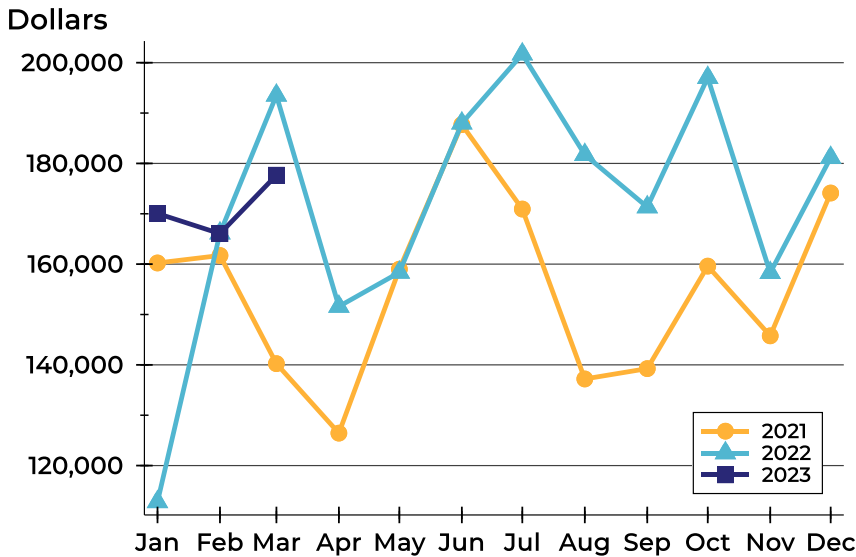
**March
2023**

Sunflower MLS Statistics



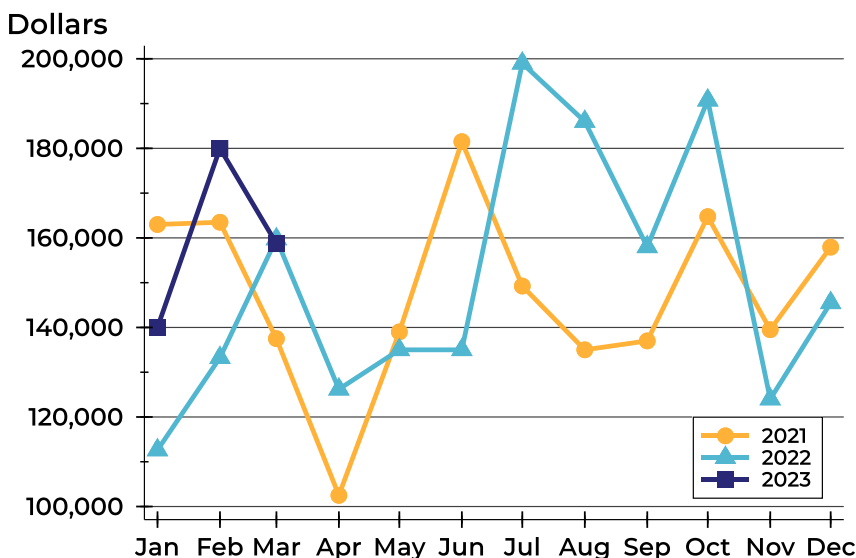
Lyon County Closed Listings Analysis

Average Price



Month	2021	2022	2023
January	160,235	112,796	170,056
February	161,717	166,151	166,053
March	140,241	193,517	177,669
April	126,447	151,595	
May	159,001	158,363	
June	187,704	187,987	
July	170,941	201,697	
August	137,205	181,734	
September	139,257	171,338	
October	159,608	197,033	
November	145,765	158,288	
December	174,124	181,146	

Median Price

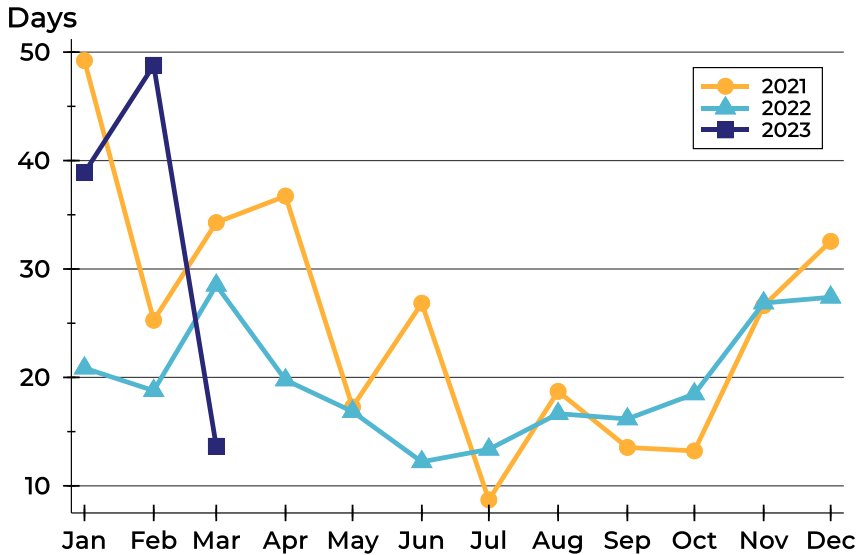


Month	2021	2022	2023
January	163,000	112,625	140,000
February	163,500	133,250	180,000
March	137,500	159,750	158,750
April	102,500	126,200	
May	139,000	135,000	
June	181,500	135,000	
July	149,250	199,000	
August	135,000	186,000	
September	137,000	158,000	
October	164,750	190,750	
November	139,500	124,000	
December	157,941	145,500	



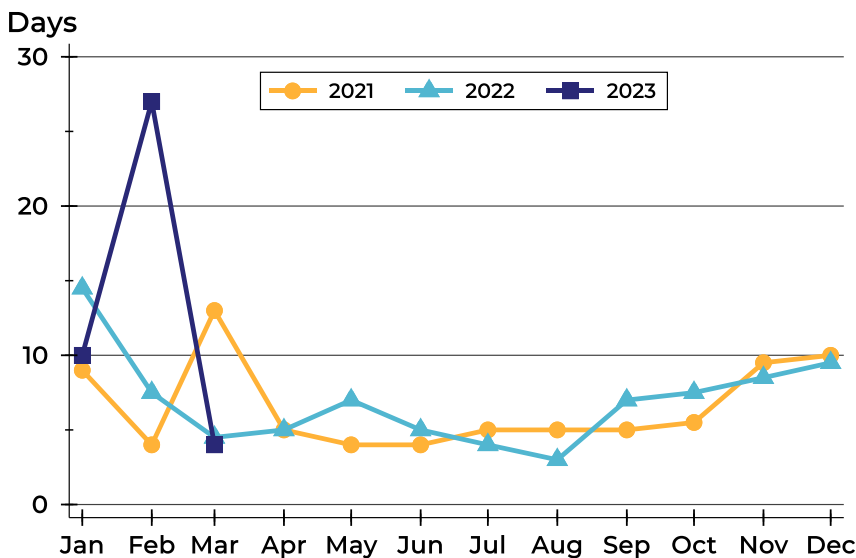
Lyon County Closed Listings Analysis

Average DOM



Month	2021	2022	2023
January	49	21	39
February	25	19	49
March	34	29	14
April	37	20	
May	17	17	
June	27	12	
July	9	13	
August	19	17	
September	14	16	
October	13	18	
November	27	27	
December	33	27	

Median DOM



Month	2021	2022	2023
January	9	15	10
February	4	8	27
March	13	5	4
April	5	5	
May	4	7	
June	4	5	
July	5	4	
August	5	3	
September	5	7	
October	6	8	
November	10	9	
December	10	10	



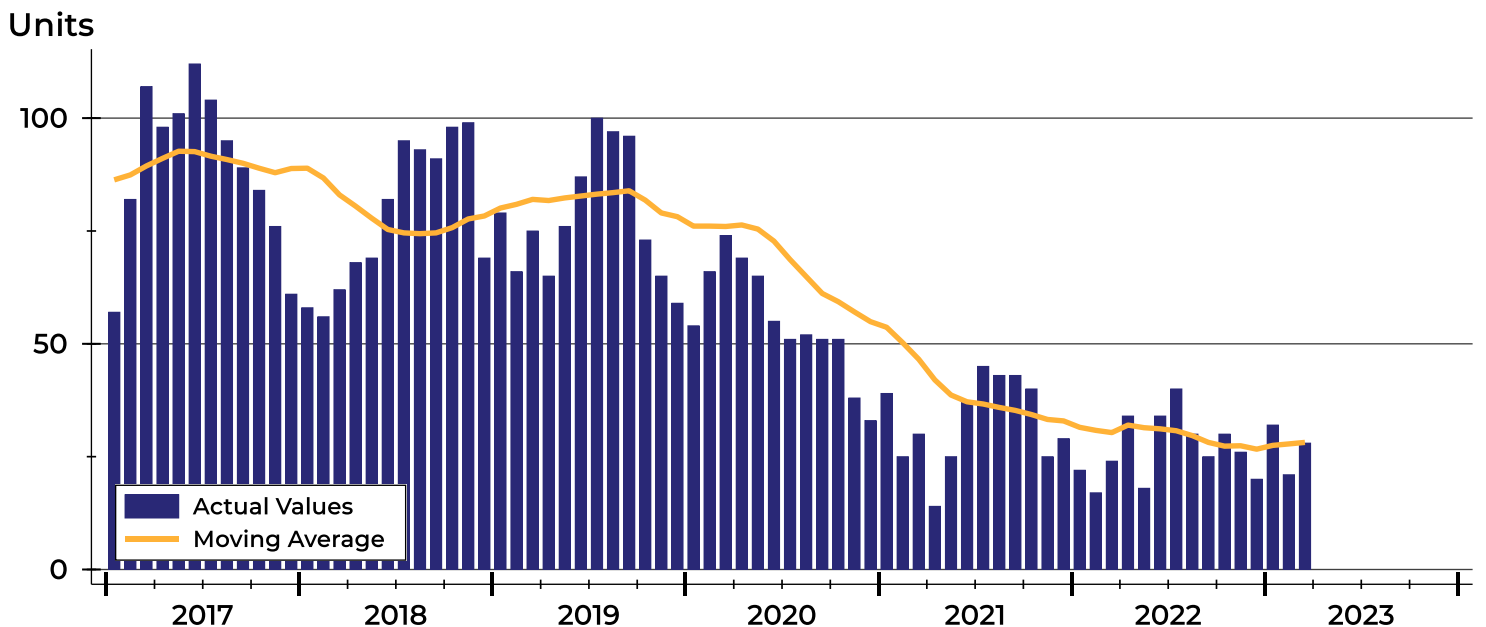
Lyon County Active Listings Analysis

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		0.9	0.6	50.0%
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 Lyon County at the end of March. This represents a 0.9 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.

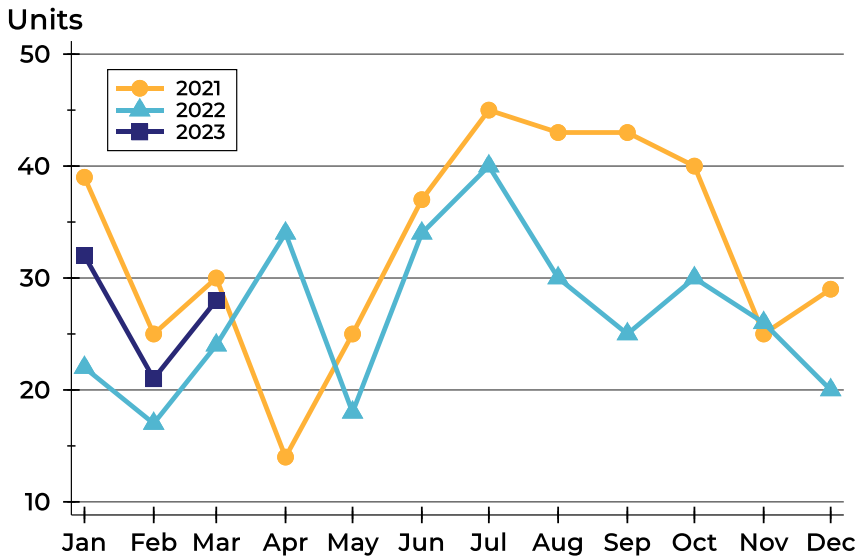
History of Active Listings





Lyon County Active Listings Analysis

Active Listings by Month



Month	2021	2022	2023
January	39	22	32
February	25	17	21
March	30	24	28
April	14	34	
May	25	18	
June	37	34	
July	45	40	
August	43	30	
September	43	25	
October	40	30	
November	25	26	
December	29	20	

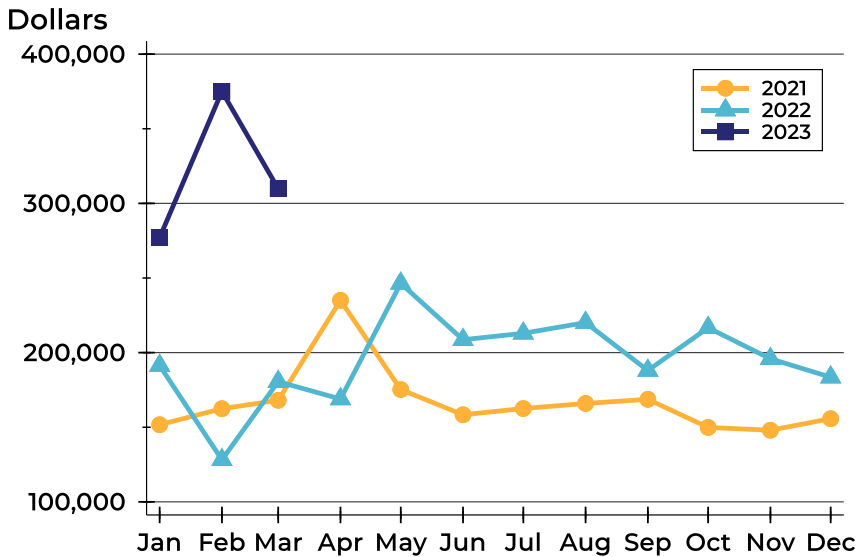
Active Listings by Price Range

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%	0.4	66,700	66,700	64	64	95.7%	95.7%
\$100,000-\$124,999	2	7.1%	0.5	112,450	112,450	24	24	96.2%	96.2%
\$125,000-\$149,999	2	7.1%	0.6	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%



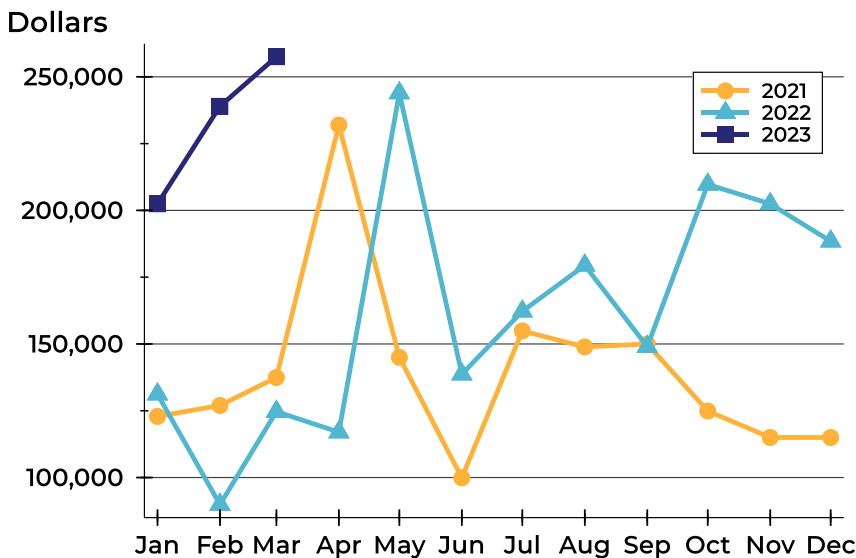
Lyon County Active Listings Analysis

Average Price



Month	2021	2022	2023
January	151,703	191,355	277,080
February	162,432	128,212	375,062
March	168,073	180,565	309,907
April	235,054	168,941	
May	175,288	246,403	
June	158,358	208,657	
July	162,551	212,957	
August	165,947	220,128	
September	168,722	188,028	
October	149,901	216,680	
November	147,996	195,892	
December	155,741	183,550	

Median Price

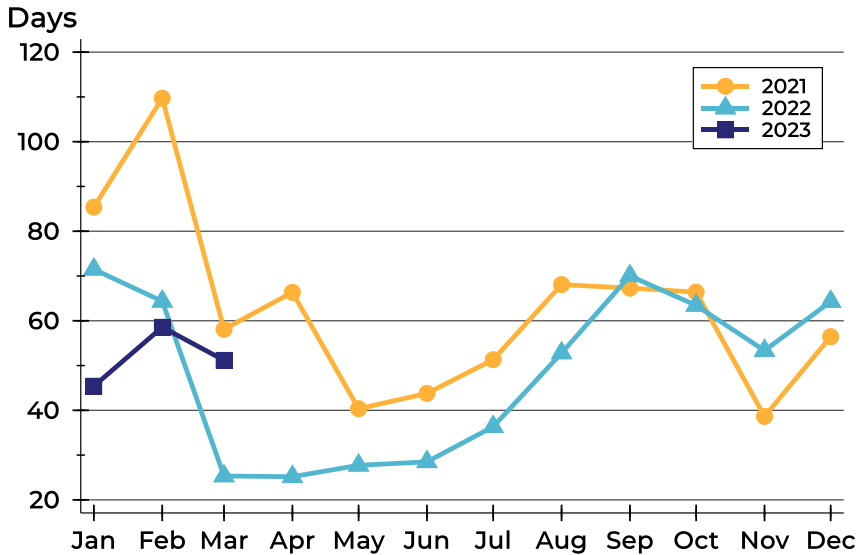


Month	2021	2022	2023
January	122,900	131,200	202,450
February	127,000	89,900	239,000
March	137,448	124,700	257,500
April	231,950	117,000	
May	145,000	243,950	
June	99,900	138,700	
July	154,900	162,250	
August	148,900	179,450	
September	149,999	149,000	
October	124,900	209,750	
November	115,000	202,450	
December	115,000	188,450	



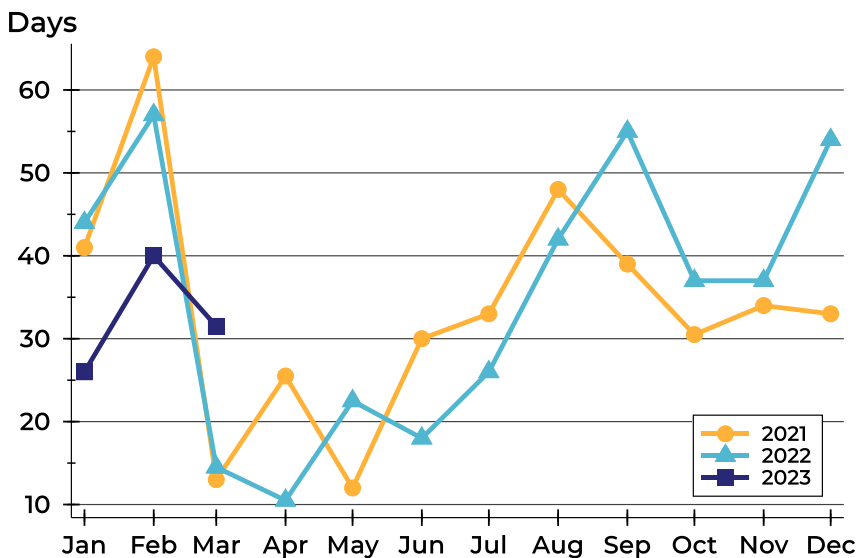
Lyon County Active Listings Analysis

Average DOM



Month	2021	2022	2023
January	85	72	45
February	110	64	59
March	58	25	51
April	66	25	
May	40	28	
June	44	29	
July	51	36	
August	68	53	
September	67	70	
October	66	63	
November	39	53	
December	56	64	

Median DOM

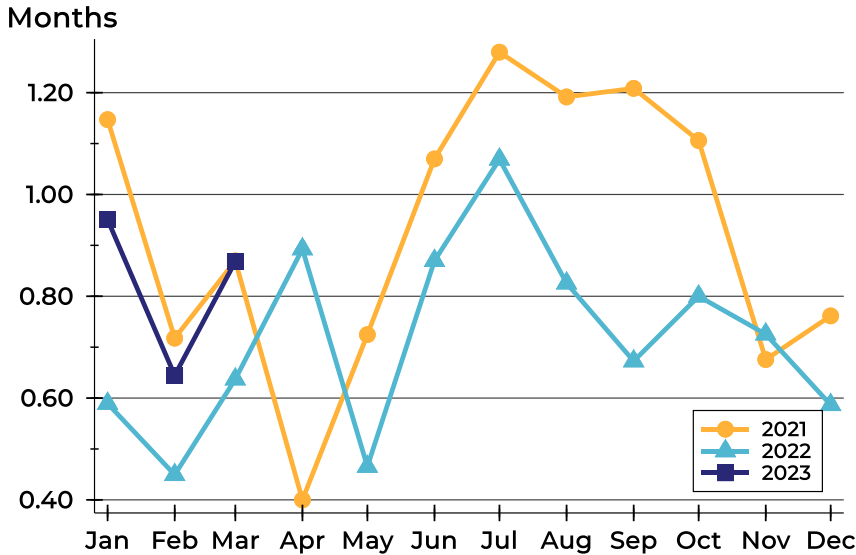


Month	2021	2022	2023
January	41	44	26
February	64	57	40
March	13	15	32
April	26	11	
May	12	23	
June	30	18	
July	33	26	
August	48	42	
September	39	55	
October	31	37	
November	34	37	
December	33	54	



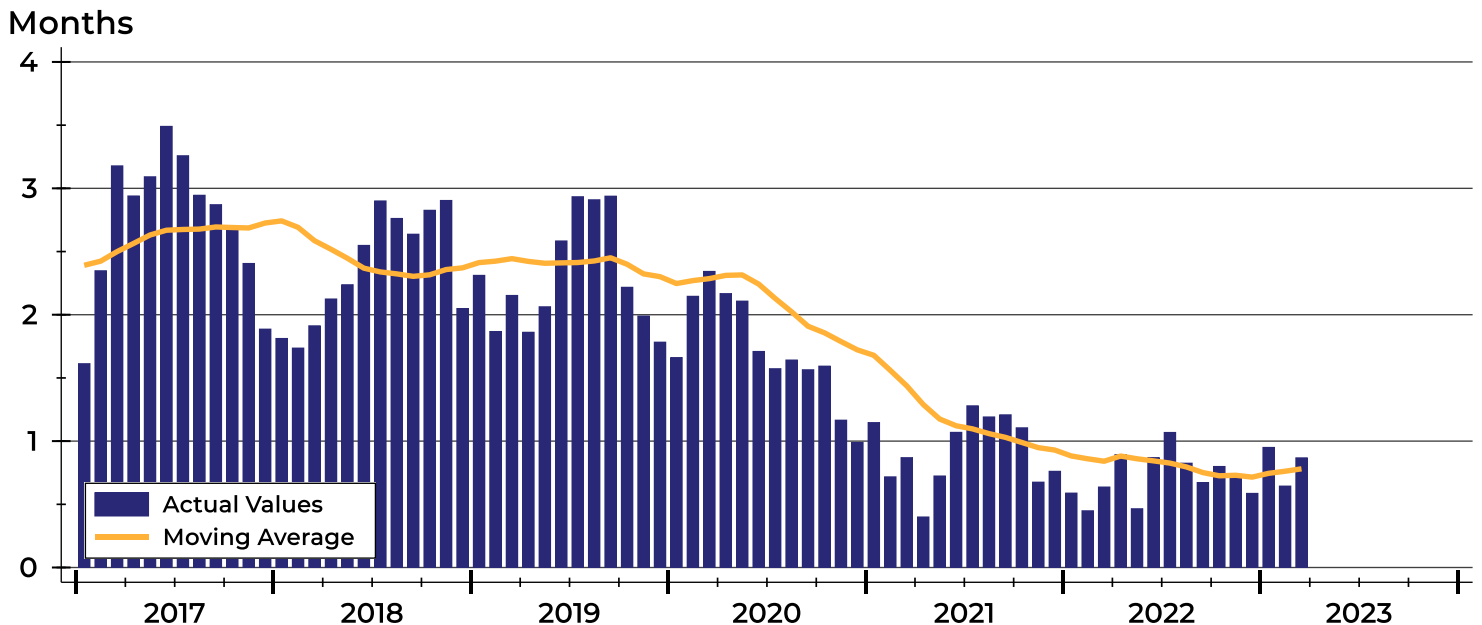
Lyon County Months' Supply Analysis

Months' Supply by Month



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

History of Month's Supply





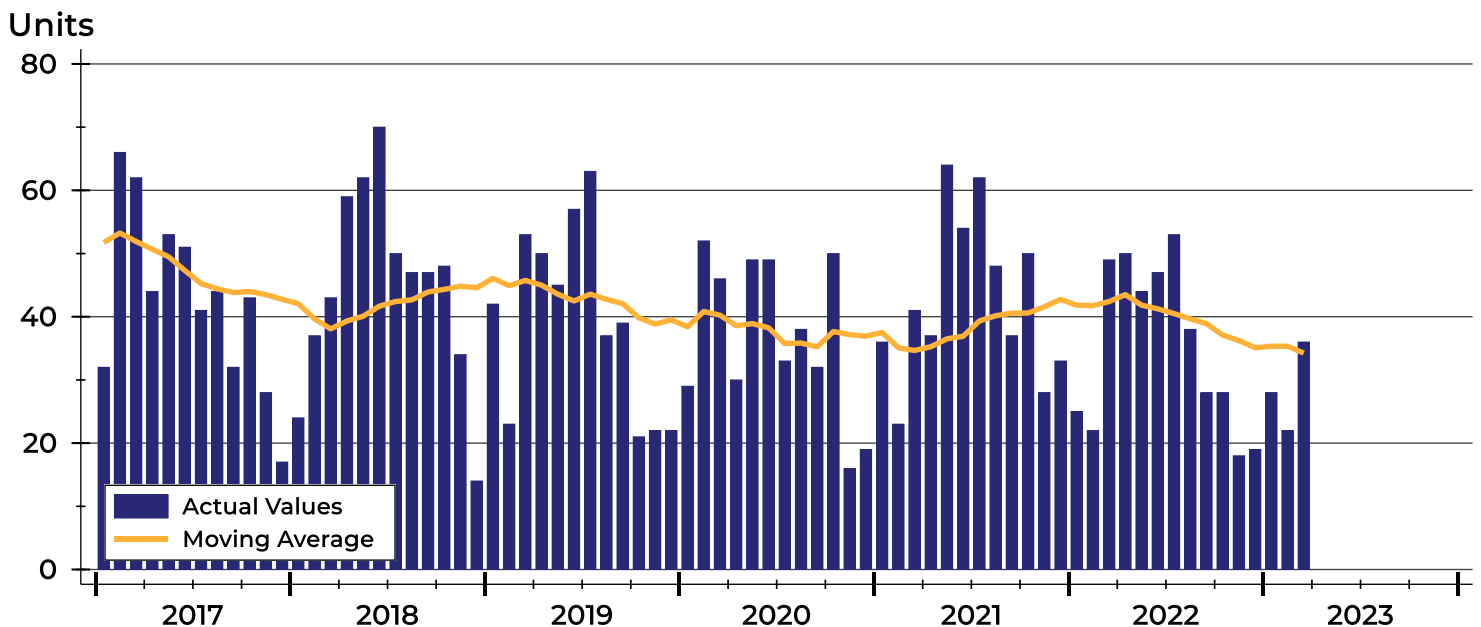
Lyon County New Listings Analysis

Summary Statistics for New Listings		2023	March 2022	Change
Current Month	New Listings	36	49	-26.5%
	Volume (1,000s)	6,369	8,580	-25.8%
	Average List Price	176,914	175,101	1.0%
	Median List Price	169,900	137,900	23.2%
Year-to-Date	New Listings	86	96	-10.4%
	Volume (1,000s)	18,816	16,704	12.6%
	Average List Price	218,794	174,001	25.7%
	Median List Price	179,450	138,200	29.8%

A total of 36 new listings were added in Lyon County during March, down 26.5% from the same month in 2022. Year-to-date Lyon County has seen 86 new listings.

The median list price of these homes was \$169,900 up from \$137,900 in 2022.

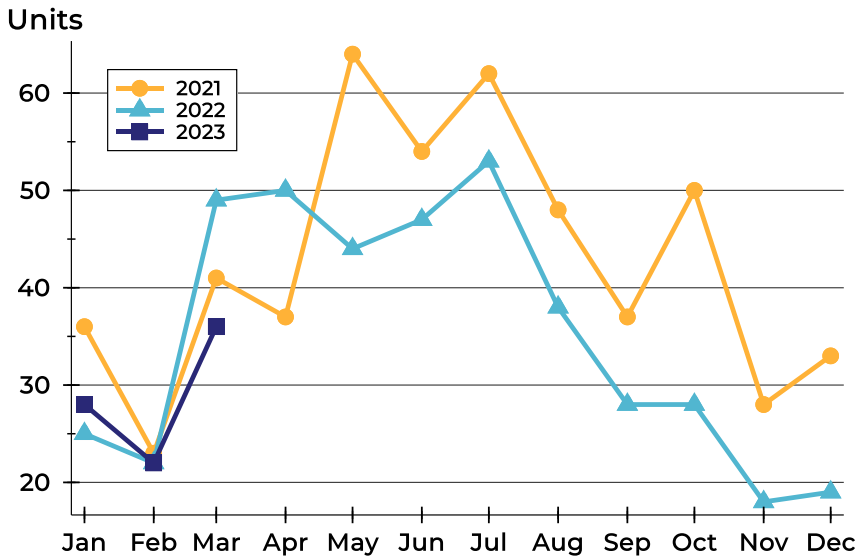
History of New Listings





Lyon County New Listings Analysis

New Listings by Month



Month	2021	2022	2023
January	36	25	28
February	23	22	22
March	41	49	36
April	37	50	
May	64	44	
June	54	47	
July	62	53	
August	48	38	
September	37	28	
October	50	28	
November	28	18	
December	33	19	

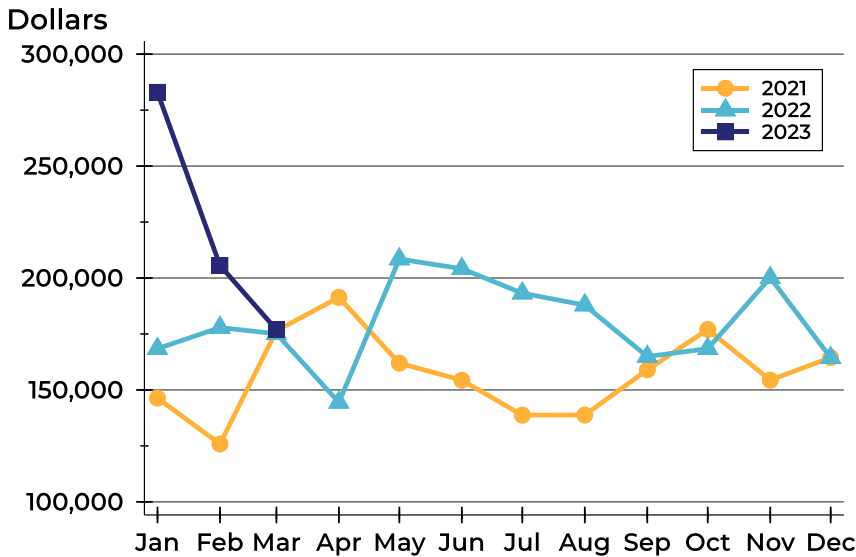
New Listings by Price Range

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



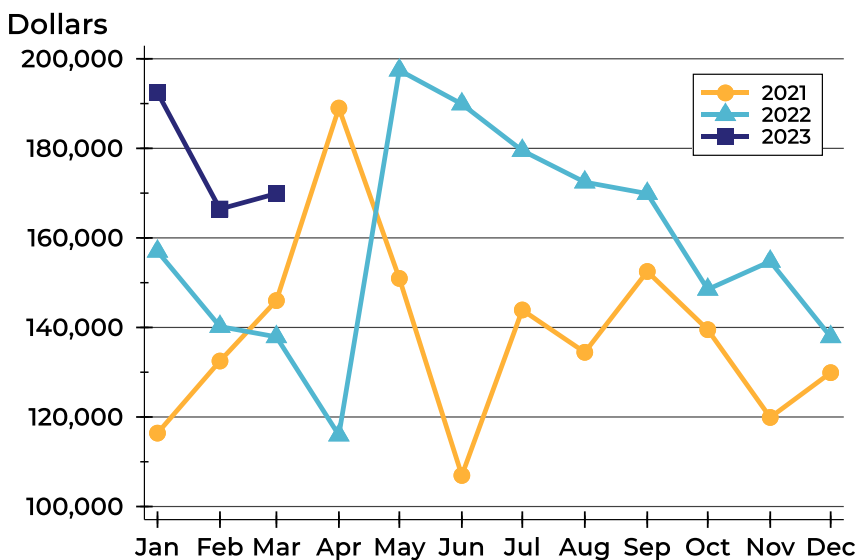
Lyon County New Listings Analysis

Average Price



Month	2021	2022	2023
January	146,363	168,444	282,973
February	125,850	177,866	205,641
March	176,446	175,101	176,914
April	191,354	144,455	
May	161,953	208,455	
June	154,346	204,147	
July	138,750	193,221	
August	138,800	187,883	
September	159,004	164,932	
October	177,029	168,418	
November	154,393	200,133	
December	164,445	164,389	

Median Price



Month	2021	2022	2023
January	116,400	157,000	192,450
February	132,500	140,200	166,450
March	146,000	137,900	169,900
April	189,000	115,950	
May	150,950	197,450	
June	106,950	189,900	
July	143,900	179,500	
August	134,450	172,450	
September	152,500	169,900	
October	139,500	148,500	
November	119,900	154,750	
December	129,900	137,900	



Lyon County Contracts Written Analysis

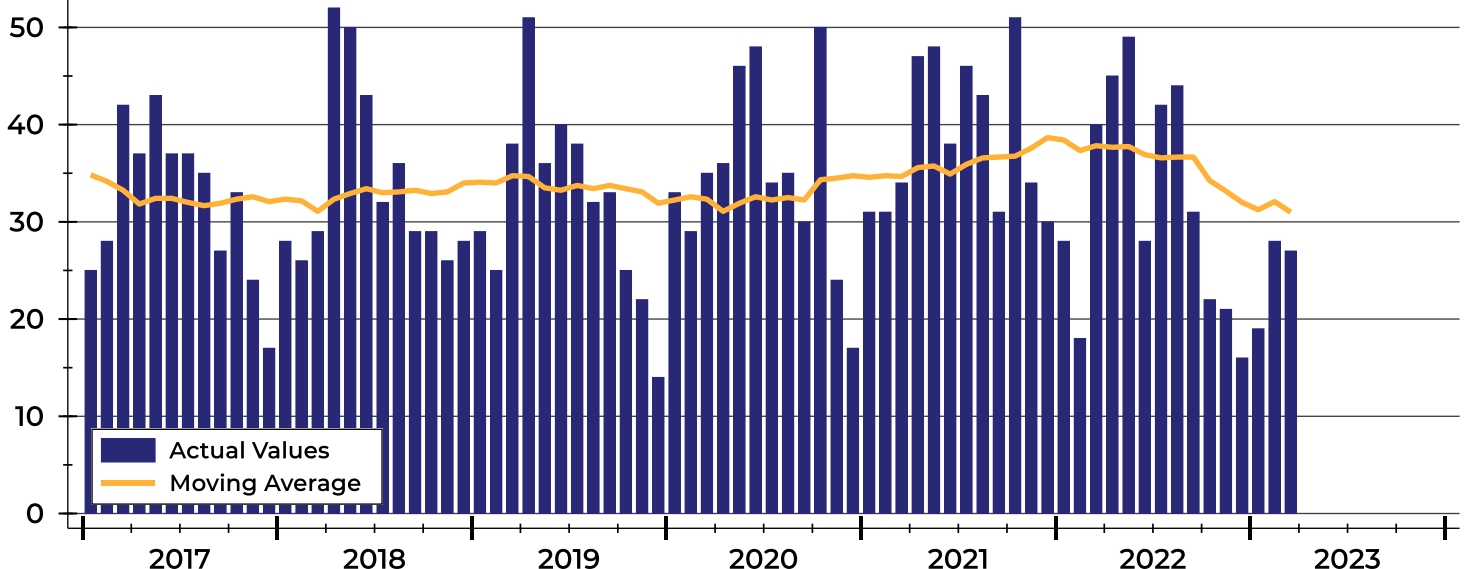
Summary Statistics for Contracts Written		2023	March 2022	Change	2023	Year-to-Date 2022	Change
Contracts Written		27	40	-32.5%	74	86	-14.0%
Volume (1,000s)		4,639	7,112	-34.8%	13,211	14,674	-10.0%
Average	Sale Price	171,800	177,795	-3.4%	178,525	170,622	4.6%
	Days on Market	13	24	-45.8%	22	24	-8.3%
	Percent of Original	99.0%	97.0%	2.1%	97.5%	97.2%	0.3%
Median	Sale Price	176,000	136,200	29.2%	171,450	134,700	27.3%
	Days on Market	4	4	0.0%	5	5	0.0%
	Percent of Original	100.0%	98.4%	1.6%	100.0%	98.7%	1.3%

A total of 27 contracts for sale were written in Lyon County during the month of March, down from 40 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

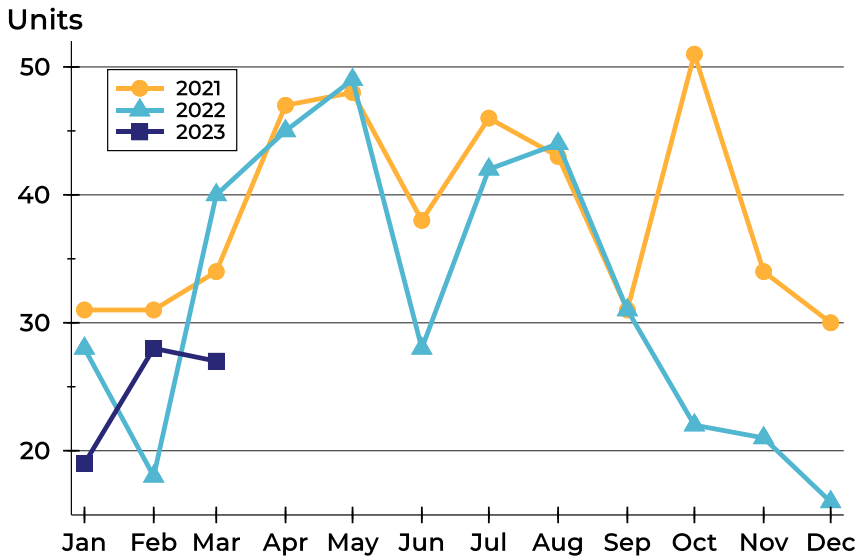
Units





Lyon County Contracts Written Analysis

Contracts Written by Month



Month	2021	2022	2023
January	31	28	19
February	31	18	28
March	34	40	27
April	47	45	
May	48	49	
June	38	28	
July	46	42	
August	43	44	
September	31	31	
October	51	22	
November	34	21	
December	30	16	

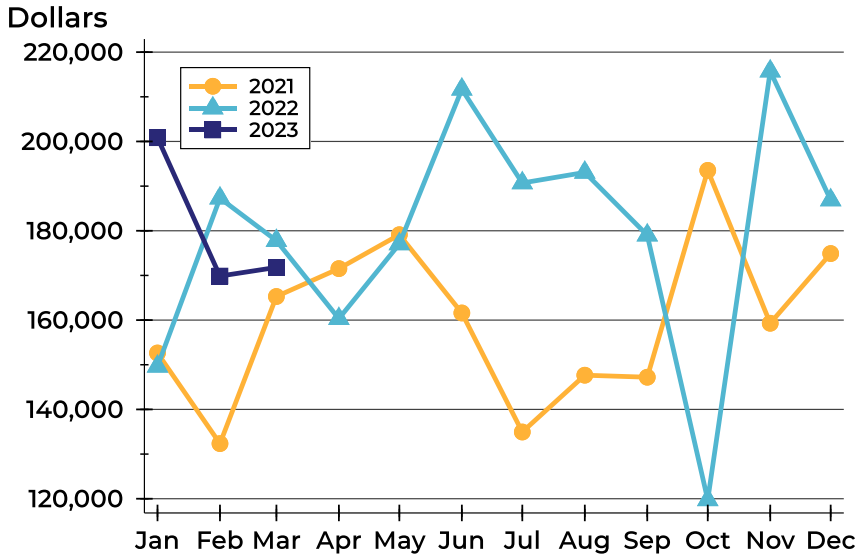
Contracts Written by Price Range

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



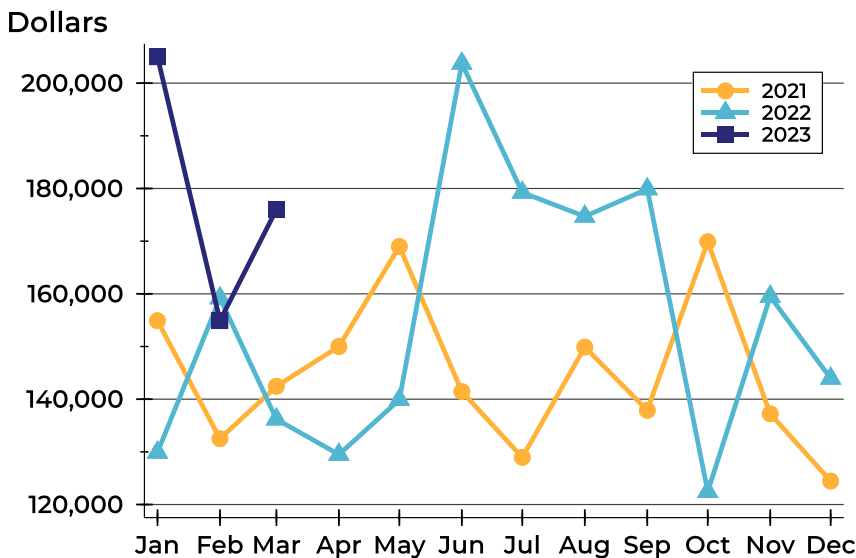
Lyon County Contracts Written Analysis

Average Price



Month	2021	2022	2023
January	152,635	149,650	200,847
February	132,345	187,306	169,863
March	165,285	177,795	171,800
April	171,532	160,330	
May	179,122	177,049	
June	161,597	211,686	
July	134,941	190,710	
August	147,663	193,070	
September	147,213	179,021	
October	193,527	119,745	
November	159,299	215,743	
December	174,907	186,888	

Median Price

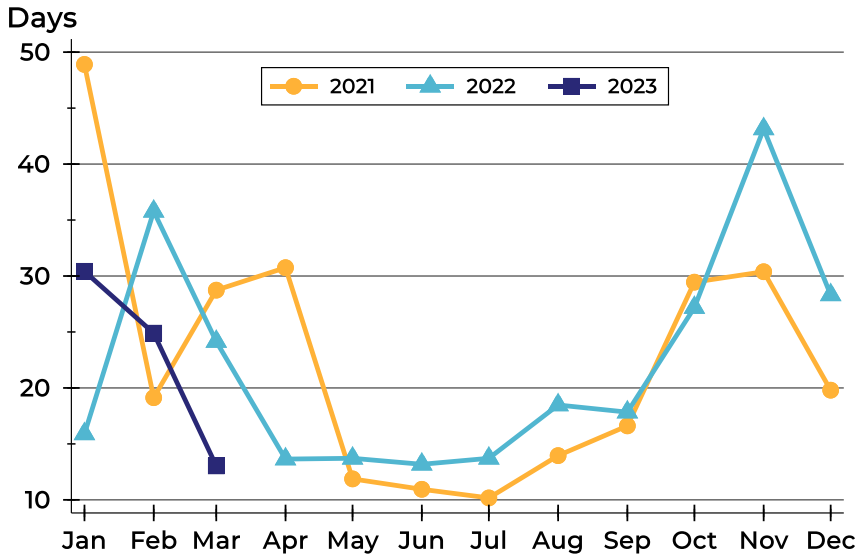


Month	2021	2022	2023
January	154,900	129,900	205,000
February	132,500	159,200	154,900
March	142,450	136,200	176,000
April	150,000	129,500	
May	169,000	139,900	
June	141,450	203,750	
July	128,950	179,250	
August	149,900	174,700	
September	137,900	179,900	
October	169,900	122,450	
November	137,225	159,500	
December	124,450	143,950	



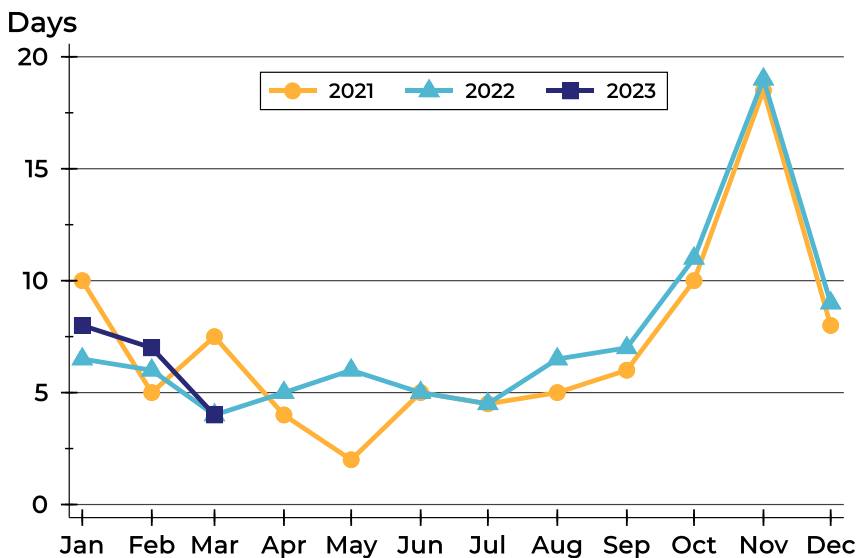
Lyon County Contracts Written Analysis

Average DOM



Month	2021	2022	2023
January	49	16	30
February	19	36	25
March	29	24	13
April	31	14	
May	12	14	
June	11	13	
July	10	14	
August	14	18	
September	17	18	
October	29	27	
November	30	43	
December	20	28	

Median DOM



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



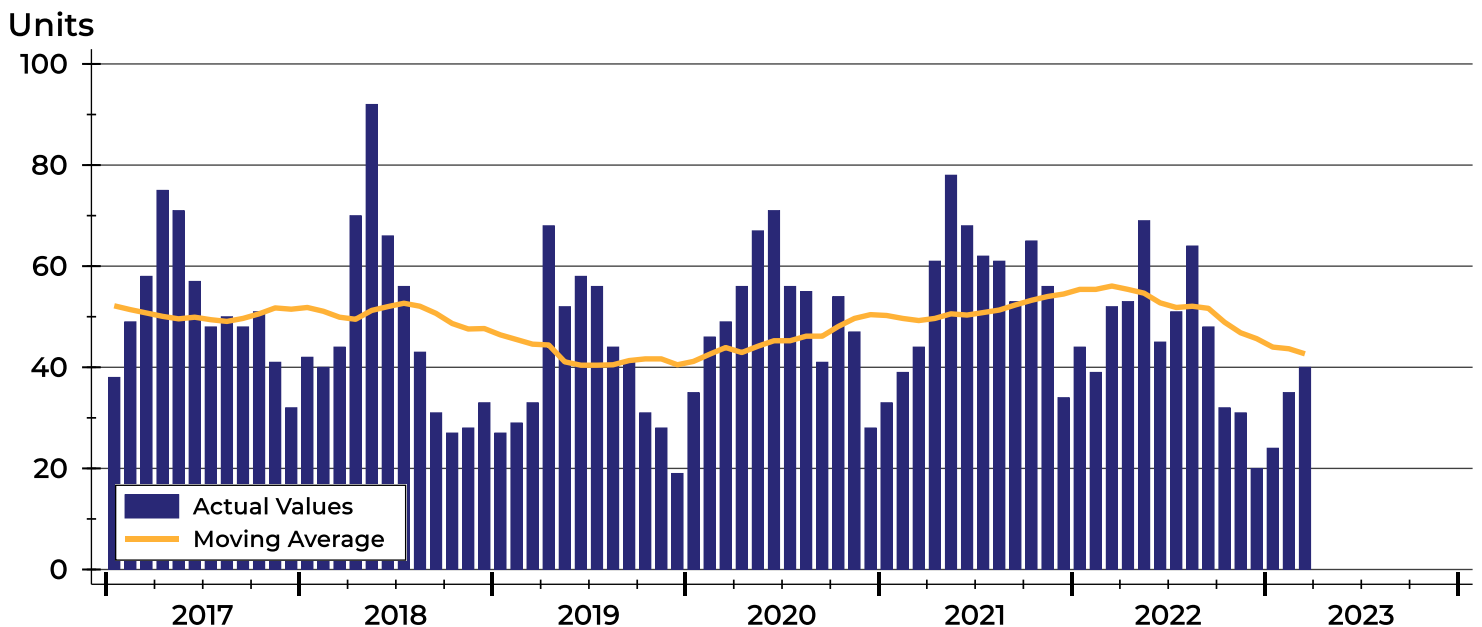
Lyon County Pending Contracts Analysis

Summary Statistics for Pending Contracts		2023	End of March 2022	Change
Pending Contracts		40	52	-23.1%
Volume (1,000s)		7,468	8,429	-11.4%
Average	List Price	186,702	162,095	15.2%
	Days on Market	18	20	-10.0%
	Percent of Original	98.6%	98.9%	-0.3%
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 Lyon County had contracts pending at the end of March, down from 52 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 during the month measures the number of listings put under contract during the month.

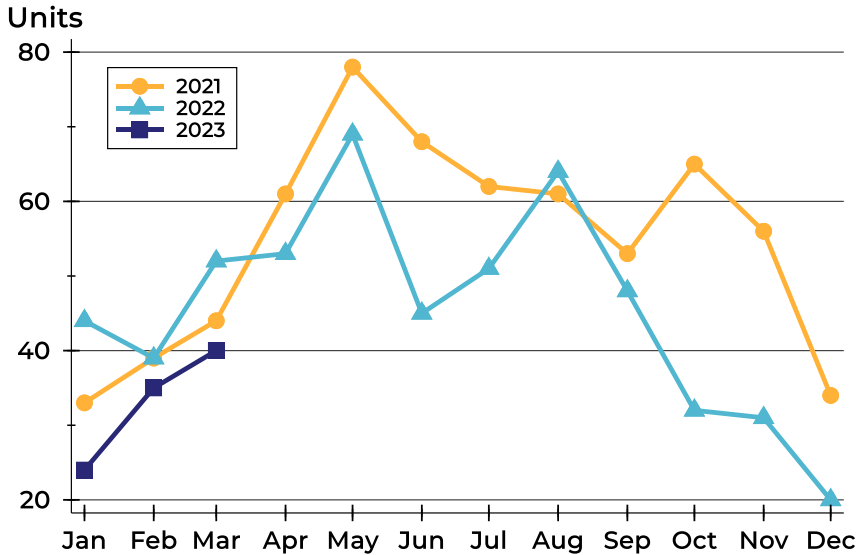
History of Pending Contracts





Lyon County Pending Contracts Analysis

Pending Contracts by Month



Month	2021	2022	2023
January	33	44	24
February	39	39	35
March	44	52	40
April	61	53	
May	78	69	
June	68	45	
July	62	51	
August	61	64	
September	53	48	
October	65	32	
November	56	31	
December	34	20	

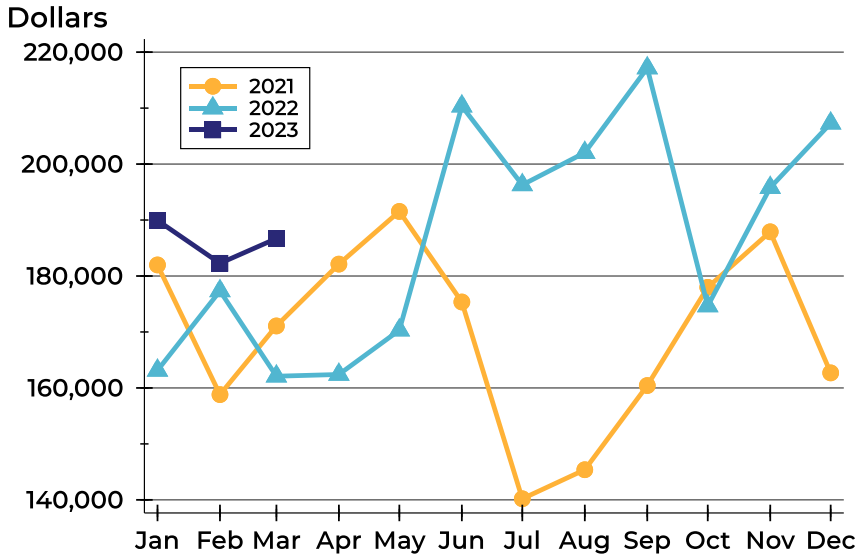
Pending Contracts by Price Range

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



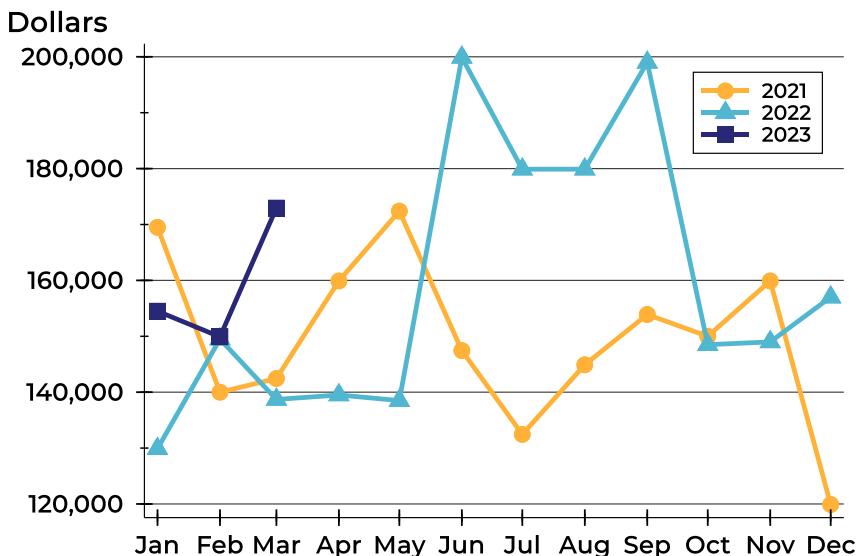
Lyon County Pending Contracts Analysis

Average Price



Month	2021	2022	2023
January	181,979	163,136	189,938
February	158,813	177,336	182,271
March	171,077	162,095	186,702
April	182,126	162,405	
May	191,542	170,326	
June	175,357	210,347	
July	140,195	196,282	
August	145,387	202,045	
September	160,430	217,159	
October	177,980	174,645	
November	187,899	195,790	
December	162,691	207,295	

Median Price

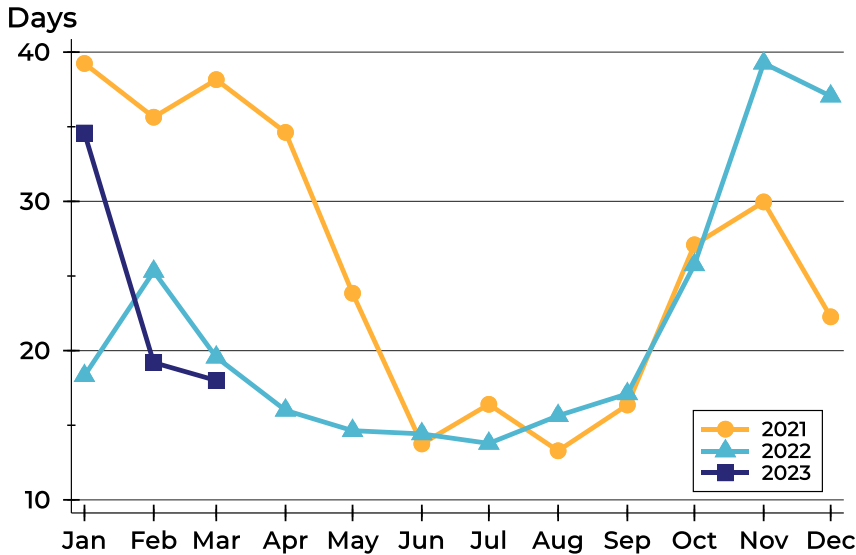


Month	2021	2022	2023
January	169,500	129,900	154,500
February	140,000	149,500	149,900
March	142,450	138,700	172,950
April	159,900	139,500	
May	172,400	138,500	
June	147,450	199,900	
July	132,450	179,900	
August	144,900	179,900	
September	153,900	199,000	
October	149,999	148,500	
November	159,900	149,000	
December	119,900	157,000	



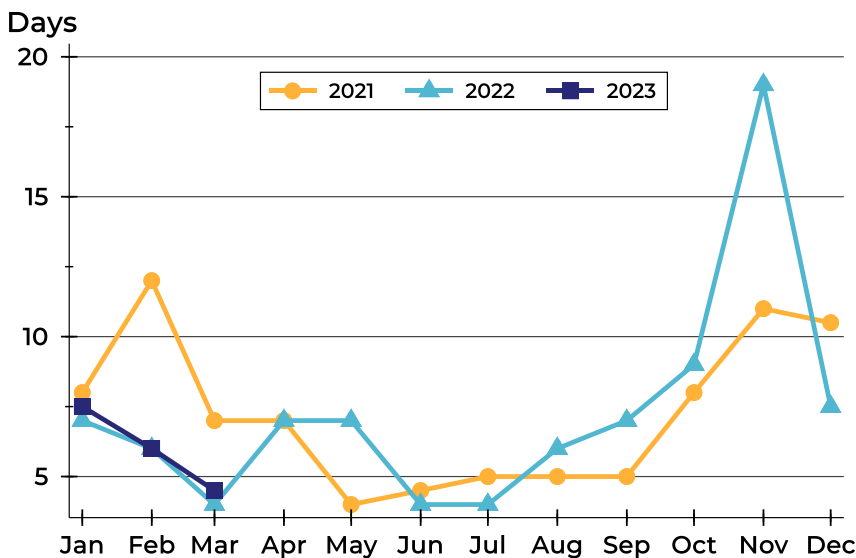
Lyon County Pending Contracts Analysis

Average DOM



Month	2021	2022	2023
January	39	18	35
February	36	25	19
March	38	20	18
April	35	16	
May	24	15	
June	14	14	
July	16	14	
August	13	16	
September	16	17	
October	27	26	
November	30	39	
December	22	37	

Median DOM



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



**March
2023**

Sunflower MLS Statistics



Osage County Housing Report



Market Overview

Osage County Home Sales Fell in March

Total home sales in Osage County fell last month to 13 units, compared to 16 units in March 2022. Total sales volume was \$2.6 million, down from a year earlier.

The median sale price in March was \$153,175, down from \$195,900 a year earlier. Homes that sold in March were typically on the market for 21 days and sold for 100.0% of their list prices.

Osage County Active Listings Up at End of March

The total number of active listings in Osage County at the end of March was 22 units, up from 8 at the same point in 2022. This represents a 1.5 months' supply of homes available for sale. The median list price of homes on the market at the end of March was \$222,450.

During March, a total of 15 contracts were written up from 14 in March 2022. At the end of the month, there were 14 contracts still pending.

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- 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



Osage County 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		13 -18.8%	16 6.7%	15 36.4%	32 -23.8%	42 27.3%	33 22.2%
Active Listings Change from prior year		22 175.0%	8 -46.7%	15 -58.3%	N/A	N/A	N/A
Months' Supply Change from prior year		1.5 200.0%	0.5 -44.4%	0.9 -67.9%	N/A	N/A	N/A
New Listings Change from prior year		17 54.5%	11 -26.7%	15 -40.0%	41 17.1%	35 0.0%	35 -30.0%
Contracts Written Change from prior year		15 7.1%	14 16.7%	12 -14.3%	34 -15.0%	40 17.6%	34 -2.9%
Pending Contracts Change from prior year		14 -17.6%	17 41.7%	12 -33.3%	N/A	N/A	N/A
Sales Volume (1,000s) Change from prior year		2,564 -29.4%	3,633 47.3%	2,467 60.3%	6,772 -21.3%	8,601 61.8%	5,315 75.9%
Average	Sale Price Change from prior year	197,213 -13.1%	227,041 38.1%	164,448 17.6%	211,632 3.3%	204,790 27.2%	161,049 43.9%
	List Price of Actives Change from prior year	642,477 161.8%	245,425 13.2%	216,793 22.6%	N/A	N/A	N/A
	Days on Market Change from prior year	45 36.4%	33 32.0%	25 -44.4%	33 -15.4%	39 -42.6%	68 9.7%
	Percent of List Change from prior year	97.7% -1.3%	99.0% 0.3%	98.7% 2.4%	97.8% 0.1%	97.7% 0.7%	97.0% 0.4%
	Percent of Original Change from prior year	97.1% -1.0%	98.1% 0.4%	97.7% 6.8%	96.1% 0.1%	96.0% 1.2%	94.9% 3.8%
Median	Sale Price Change from prior year	153,175 -21.8%	195,900 57.9%	124,100 2.6%	154,088 2.7%	150,000 9.3%	137,225 53.3%
	List Price of Actives Change from prior year	222,450 -14.1%	259,000 59.9%	162,000 52.1%	N/A	N/A	N/A
	Days on Market Change from prior year	21 250.0%	6 50.0%	4 -55.6%	14 -12.5%	16 166.7%	6 -87.2%
	Percent of List Change from prior year	100.0% 0.0%	100.0% 0.0%	100.0% 1.3%	100.0% 0.0%	100.0% 0.0%	100.0% 2.8%
	Percent of Original Change from prior year	100.0% 0.0%	100.0% 0.0%	100.0% 8.0%	97.7% -2.3%	100.0% 1.0%	99.0% 5.9%

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



Osage County Closed Listings Analysis

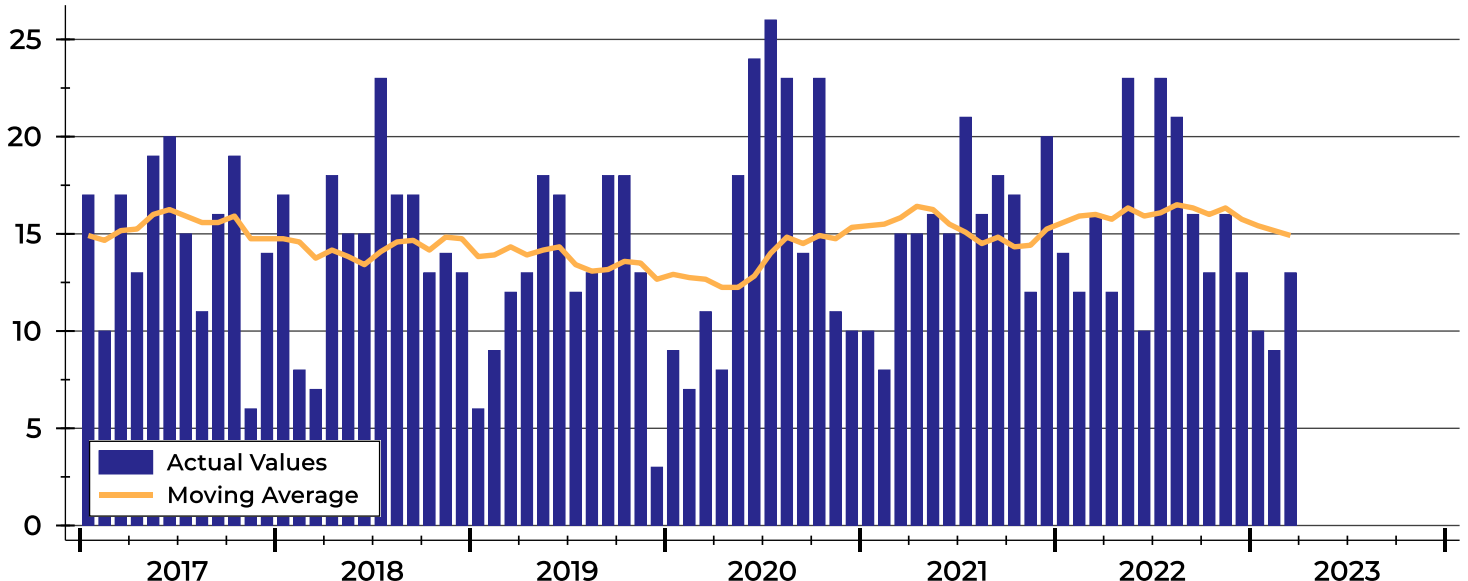
Summary Statistics for Closed Listings		2023	March 2022	Change	2023	Year-to-Date 2022	Change
Closed Listings		13	16	-18.8%	32	42	-23.8%
Volume (1,000s)		2,564	3,633	-29.4%	6,772	8,601	-21.3%
Months' Supply		1.5	0.5	200.0%	N/A	N/A	N/A
Average	Sale Price	197,213	227,041	-13.1%	211,632	204,790	3.3%
	Days on Market	45	33	36.4%	33	39	-15.4%
	Percent of List	97.7%	99.0%	-1.3%	97.8%	97.7%	0.1%
	Percent of Original	97.1%	98.1%	-1.0%	96.1%	96.0%	0.1%
Median	Sale Price	153,175	195,900	-21.8%	154,088	150,000	2.7%
	Days on Market	21	6	250.0%	14	16	-12.5%
	Percent of List	100.0%	100.0%	0.0%	100.0%	100.0%	0.0%
	Percent of Original	100.0%	100.0%	0.0%	97.7%	100.0%	-2.3%

A total of 13 homes sold in Osage County in March, down from 16 units in March 2022. Total sales volume fell to \$2.6 million compared to \$3.6 million in the previous year.

The median sales price in March was \$153,175, down 21.8% compared to the prior year. Median days on market was 21 days, up from 9 days in February, and up from 6 in March 2022.

History of Closed Listings

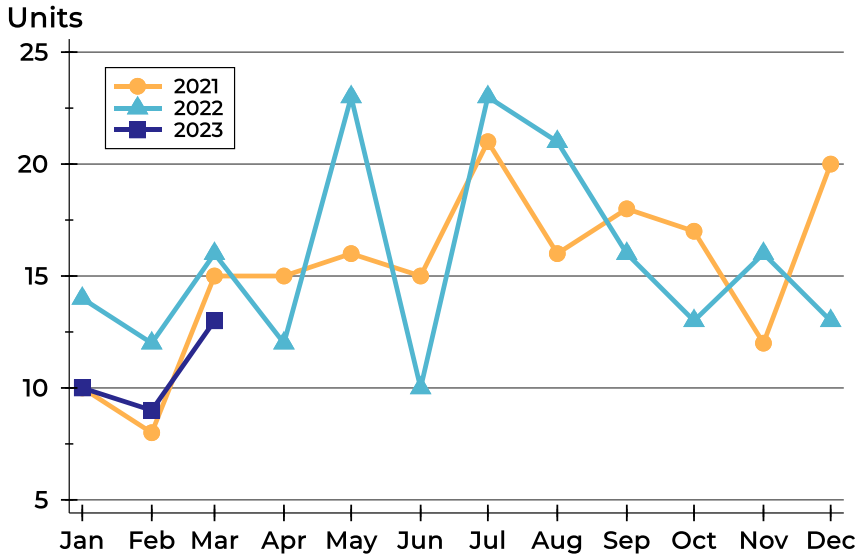
Units





Osage County Closed Listings Analysis

Closed Listings by Month



Month	2021	2022	2023
January	10	14	10
February	8	12	9
March	15	16	13
April	15	12	
May	16	23	
June	15	10	
July	21	23	
August	16	21	
September	18	16	
October	17	13	
November	12	16	
December	20	13	

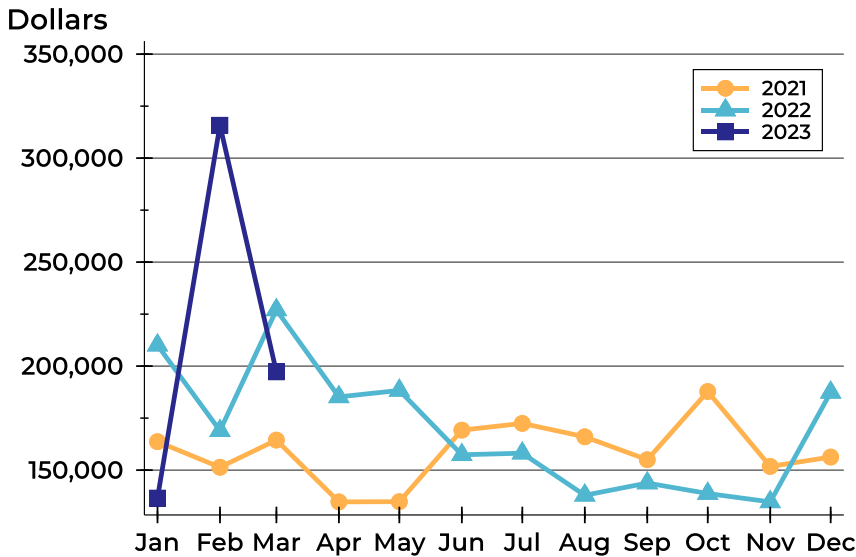
Closed Listings by Price Range

Price Range	Sales		Months' Supply	Sale Price		Days on Market		Price as % of List		Price as % of Orig.	
	Number	Percent		Average	Median	Avg.	Med.	Avg.	Med.	Avg.	Med.
Below \$25,000	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$25,000-\$49,999	2	15.4%	1.7	28,250	28,250	27	27	94.2%	94.2%	94.2%	94.2%
\$50,000-\$99,999	2	15.4%	1.3	65,000	65,000	30	30	86.7%	86.7%	86.7%	86.7%
\$100,000-\$124,999	1	7.7%	0.0	110,000	110,000	21	21	129.6%	129.6%	129.6%	129.6%
\$125,000-\$149,999	1	7.7%	0.8	135,000	135,000	7	7	98.2%	98.2%	98.2%	98.2%
\$150,000-\$174,999	2	15.4%	0.0	160,138	160,138	65	65	97.1%	97.1%	93.2%	93.2%
\$175,000-\$199,999	1	7.7%	2.0	177,000	177,000	8	8	101.1%	101.1%	101.1%	101.1%
\$200,000-\$249,999	1	7.7%	1.6	205,000	205,000	0	0	100.0%	100.0%	100.0%	100.0%
\$250,000-\$299,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$300,000-\$399,999	2	15.4%	1.6	352,500	352,500	107	107	98.7%	98.7%	98.7%	98.7%
\$400,000-\$499,999	0	0.0%	4.0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$500,000-\$749,999	1	7.7%	36.0	725,000	725,000	99	99	87.9%	87.9%	87.9%	87.9%
\$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



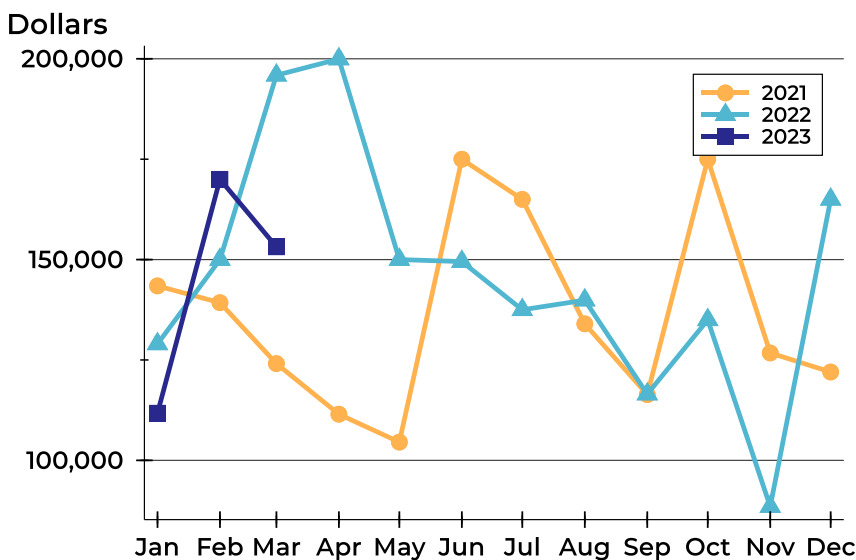
Osage County Closed Listings Analysis

Average Price



Month	2021	2022	2023
January	163,685	210,071	136,595
February	151,379	168,960	315,833
March	164,448	227,041	197,213
April	134,733	185,215	
May	134,834	188,326	
June	169,227	157,371	
July	172,469	158,142	
August	166,025	137,903	
September	155,008	143,794	
October	187,782	138,754	
November	151,783	134,734	
December	156,295	187,385	

Median Price

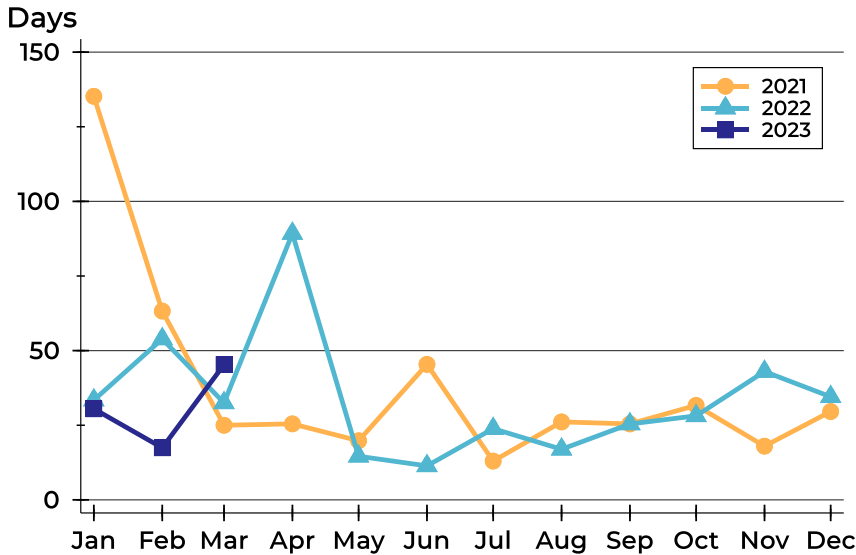


Month	2021	2022	2023
January	143,450	129,000	111,750
February	139,268	150,000	170,000
March	124,100	195,900	153,175
April	111,500	199,950	
May	104,550	150,000	
June	175,000	149,500	
July	165,000	137,500	
August	134,000	139,900	
September	116,375	116,500	
October	175,000	135,000	
November	126,750	88,500	
December	122,000	165,000	



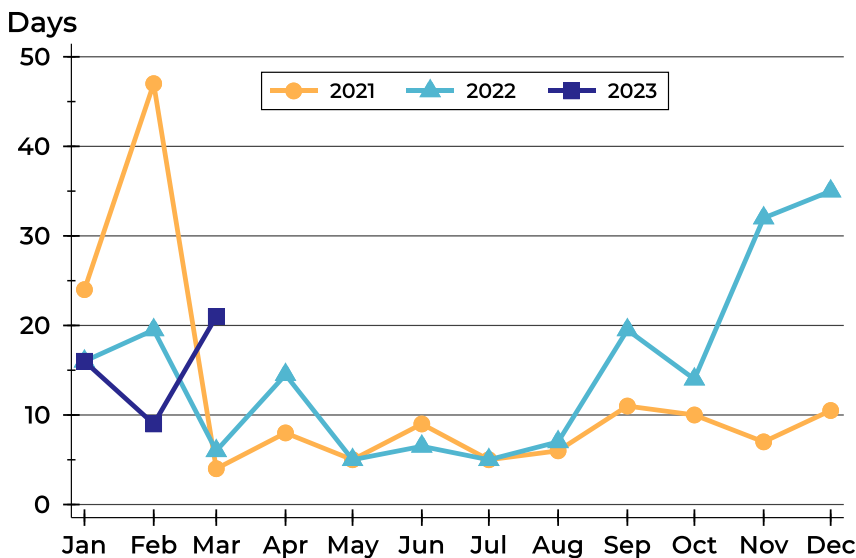
Osage County Closed Listings Analysis

Average DOM



Month	2021	2022	2023
January	135	33	31
February	63	54	17
March	25	33	45
April	25	89	
May	20	15	
June	45	11	
July	13	24	
August	26	17	
September	25	25	
October	32	28	
November	18	43	
December	30	35	

Median DOM



Month	2021	2022	2023
January	24	16	16
February	47	20	9
March	4	6	21
April	8	15	
May	5	5	
June	9	7	
July	5	5	
August	6	7	
September	11	20	
October	10	14	
November	7	32	
December	11	35	



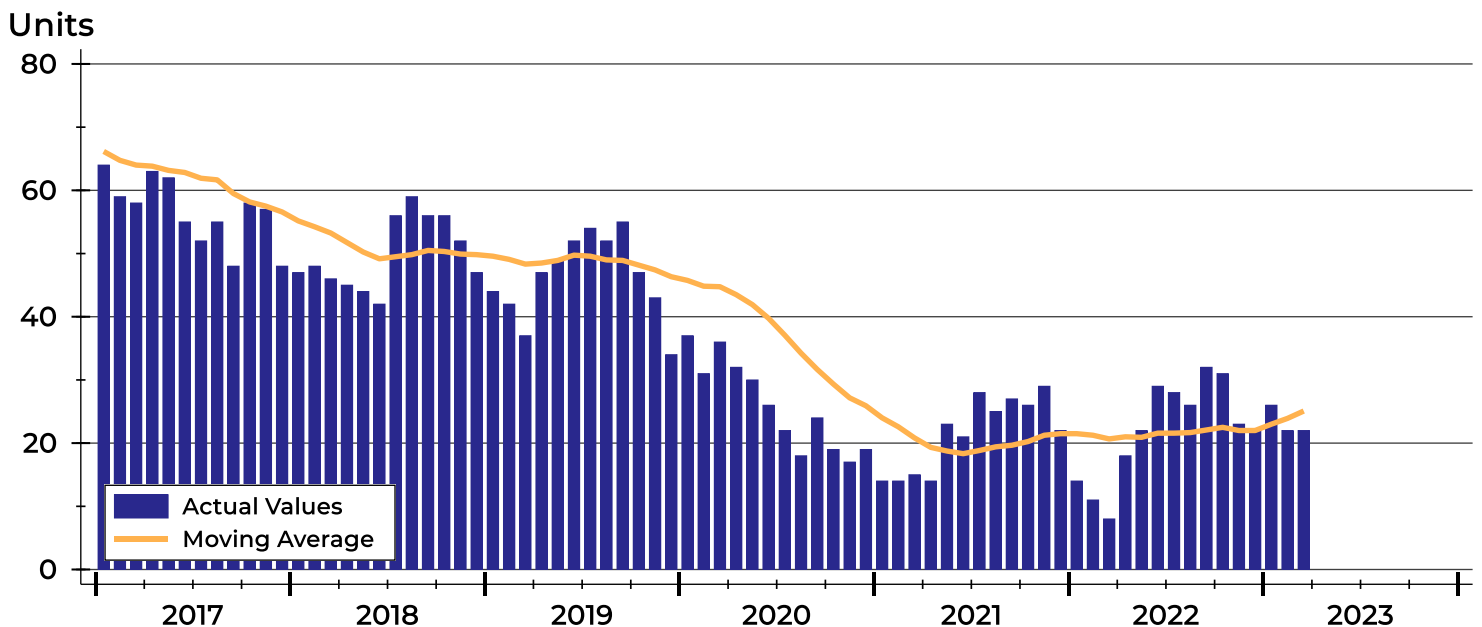
Osage County Active Listings Analysis

Summary Statistics for Active Listings		2023	End of March 2022	Change
Active Listings		22	8	175.0%
Volume (1,000s)		14,135	1,963	620.1%
Months' Supply		1.5	0.5	200.0%
Average	List Price	642,477	245,425	161.8%
	Days on Market	98	62	58.1%
	Percent of Original	95.4%	96.5%	-1.1%
Median	List Price	222,450	259,000	-14.1%
	Days on Market	65	22	195.5%
	Percent of Original	100.0%	100.0%	0.0%

A total of 22 homes were available for sale in Osage County at the end of March. This represents a 1.5 months' supply of active listings.

The median list price of homes on the market at the end of March was \$222,450, down 14.1% from 2022. The typical time on market for active listings was 65 days, up from 22 days a year earlier.

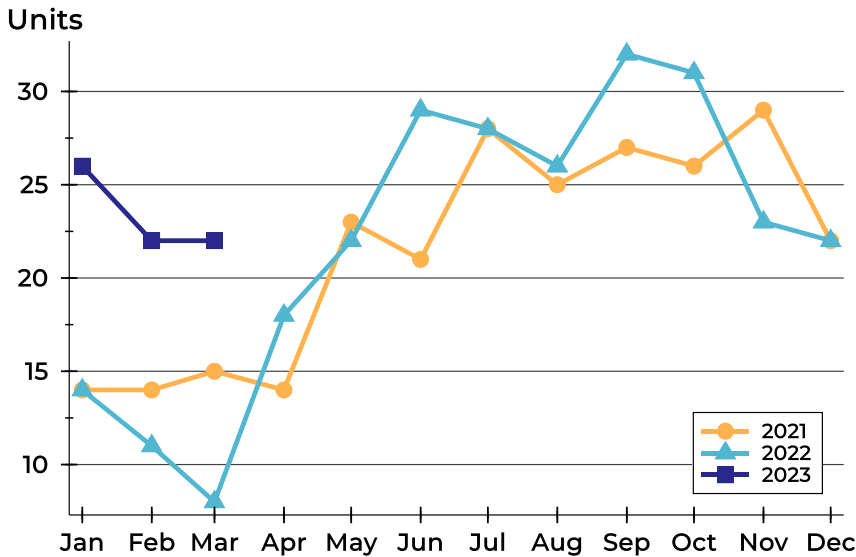
History of Active Listings





Osage County Active Listings Analysis

Active Listings by Month



Month	2021	2022	2023
January	14	14	26
February	14	11	22
March	15	8	22
April	14	18	
May	23	22	
June	21	29	
July	28	28	
August	25	26	
September	27	32	
October	26	31	
November	29	23	
December	22	22	

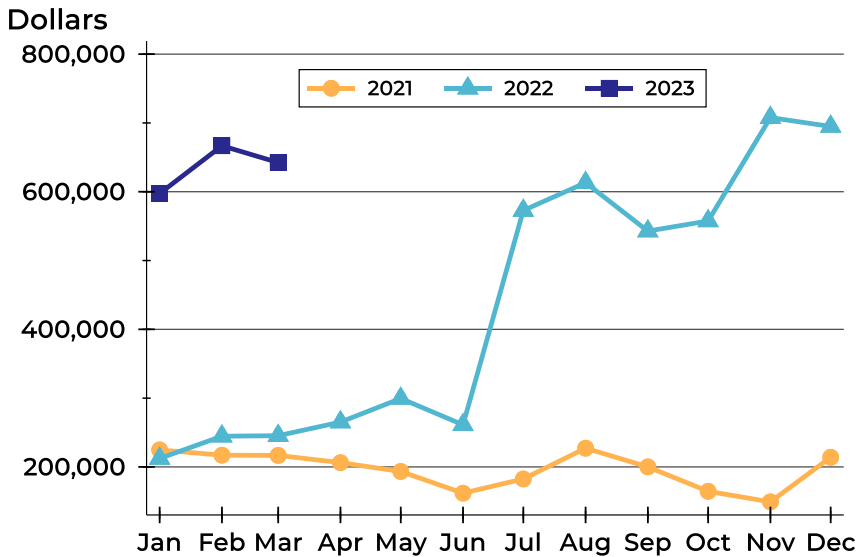
Active Listings by Price Range

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	4.5%	1.7	35,000	35,000	186	186	78.0%	78.0%
\$50,000-\$99,999	5	22.7%	1.3	84,700	89,500	15	5	98.0%	100.0%
\$100,000-\$124,999	0	0.0%	0.0	N/A	N/A	N/A	N/A	N/A	N/A
\$125,000-\$149,999	2	9.1%	0.8	136,450	136,450	4	4	100.0%	100.0%
\$150,000-\$174,999	0	0.0%	0.0	N/A	N/A	N/A	N/A	N/A	N/A
\$175,000-\$199,999	2	9.1%	2.0	187,450	187,450	64	64	95.3%	95.3%
\$200,000-\$249,999	2	9.1%	1.6	222,450	222,450	143	143	97.8%	97.8%
\$250,000-\$299,999	3	13.6%	N/A	275,133	269,900	110	123	91.3%	93.6%
\$300,000-\$399,999	2	9.1%	1.6	354,500	354,500	98	98	89.1%	89.1%
\$400,000-\$499,999	1	4.5%	4.0	499,000	499,000	9	9	100.0%	100.0%
\$500,000-\$749,999	3	13.6%	36.0	549,967	550,000	228	310	97.9%	100.0%
\$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	1	4.5%	N/A	8,900,000	8,900,000	246	246	100.0%	100.0%



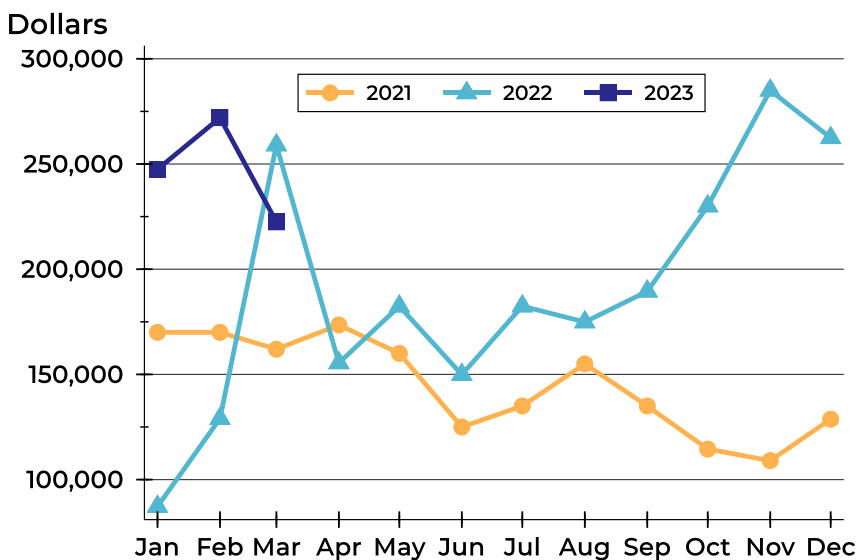
Osage County Active Listings Analysis

Average Price



Month	2021	2022	2023
January	224,736	212,281	597,438
February	217,064	244,655	666,846
March	216,793	245,425	642,477
April	206,236	265,206	
May	193,437	299,541	
June	161,893	261,248	
July	182,550	572,721	
August	227,264	613,177	
September	200,093	542,797	
October	164,588	557,571	
November	149,220	707,765	
December	214,046	694,918	

Median Price

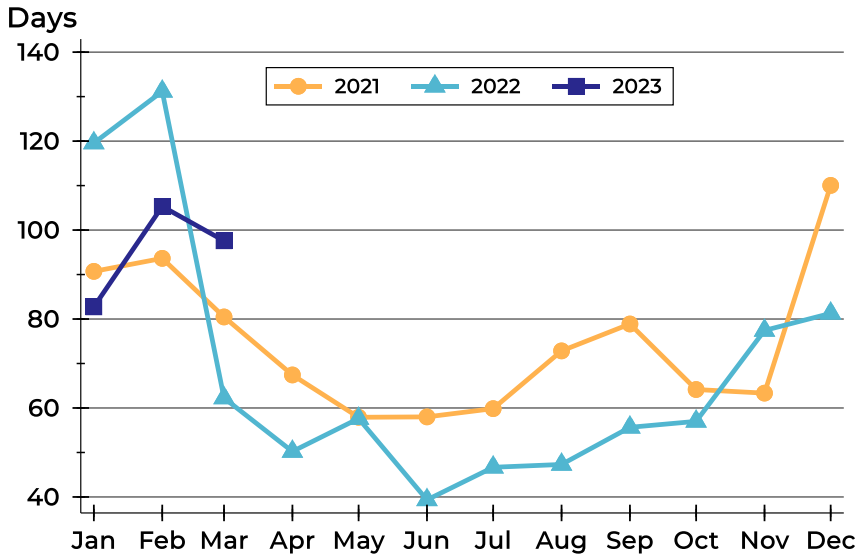


Month	2021	2022	2023
January	170,000	87,200	247,450
February	170,000	129,000	272,000
March	162,000	259,000	222,450
April	173,500	155,450	
May	160,000	182,400	
June	125,000	149,900	
July	135,000	182,450	
August	155,000	174,900	
September	135,000	189,500	
October	114,500	230,000	
November	109,000	285,000	
December	128,713	262,450	



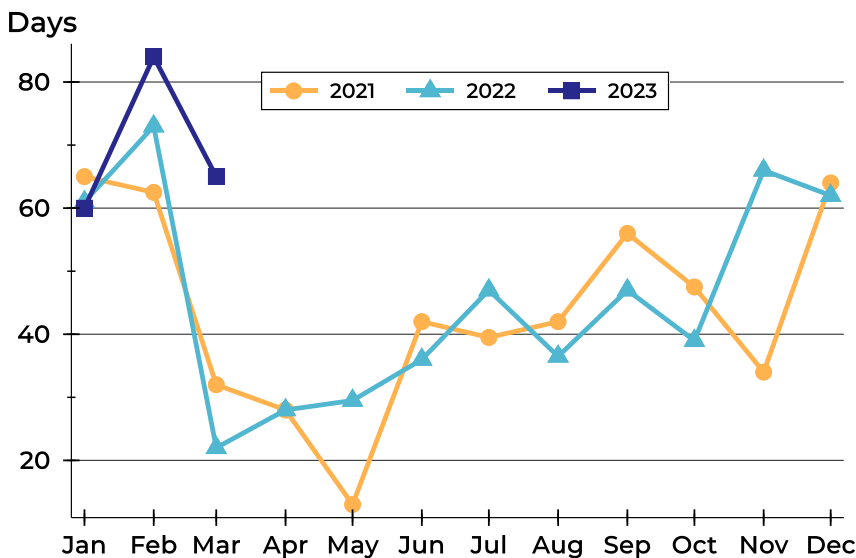
Osage County Active Listings Analysis

Average DOM



Month	2021	2022	2023
January	91	120	83
February	94	131	105
March	80	62	98
April	67	50	
May	58	58	
June	58	39	
July	60	47	
August	73	47	
September	79	56	
October	64	57	
November	63	77	
December	110	81	

Median DOM

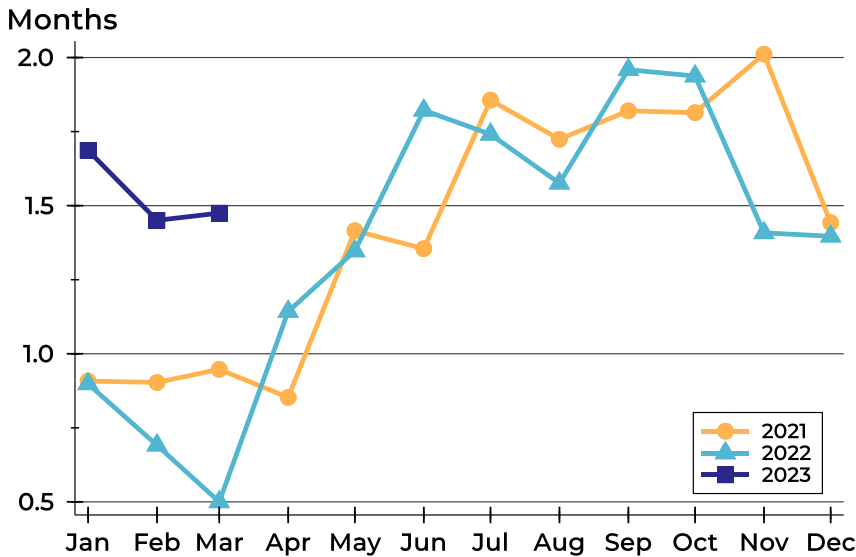


Month	2021	2022	2023
January	65	61	60
February	63	73	84
March	32	22	65
April	28	28	
May	13	30	
June	42	36	
July	40	47	
August	42	37	
September	56	47	
October	48	39	
November	34	66	
December	64	62	



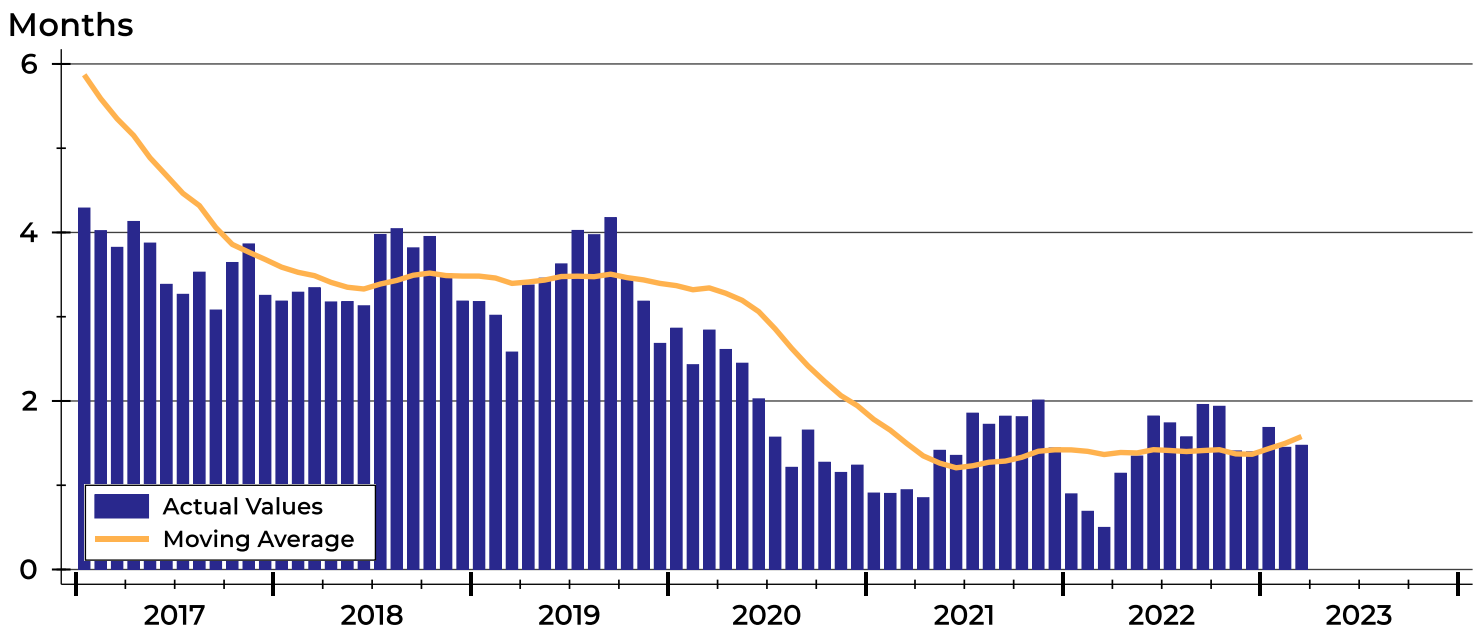
Osage County Months' Supply Analysis

Months' Supply by Month



Month	2021	2022	2023
January	0.9	0.9	1.7
February	0.9	0.7	1.5
March	0.9	0.5	1.5
April	0.9	1.1	
May	1.4	1.3	
June	1.4	1.8	
July	1.9	1.7	
August	1.7	1.6	
September	1.8	2.0	
October	1.8	1.9	
November	2.0	1.4	
December	1.4	1.4	

History of Month's Supply





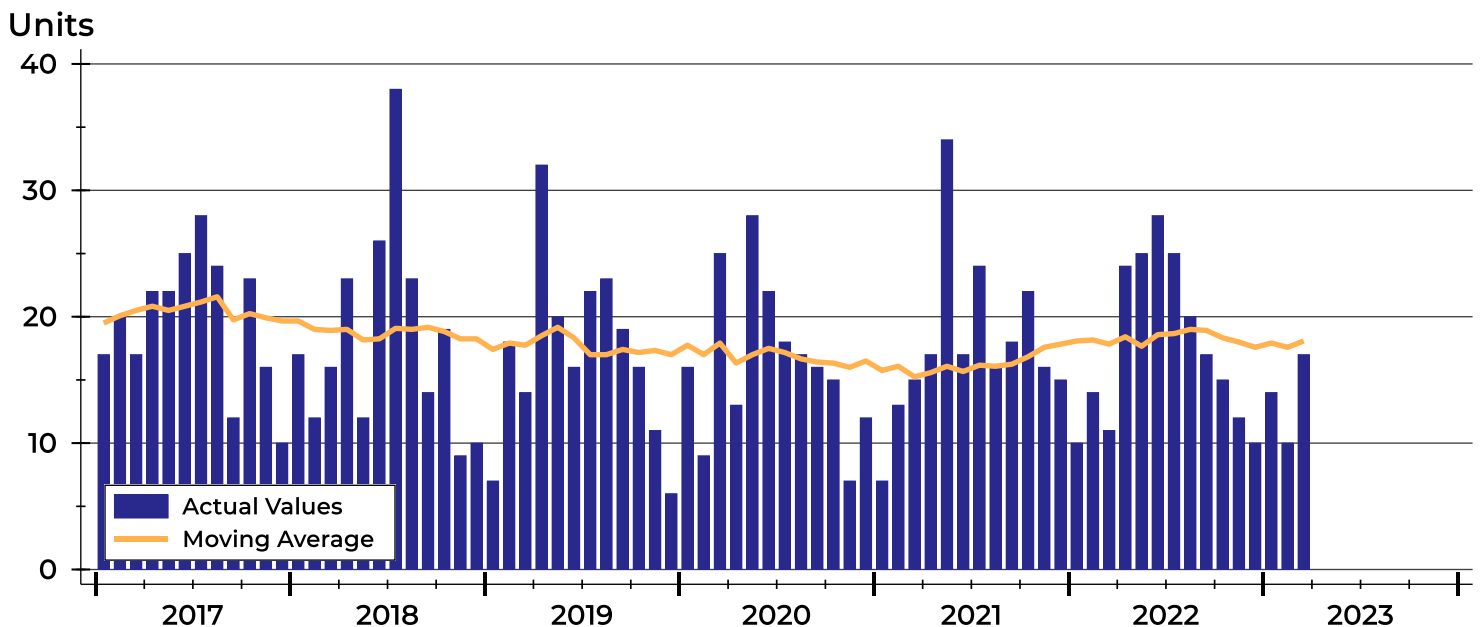
Osage County New Listings Analysis

Summary Statistics for New Listings		2023	March 2022	Change
Current Month	New Listings	17	11	54.5%
	Volume (1,000s)	2,445	2,736	-10.6%
	Average List Price	143,818	248,700	-42.2%
	Median List Price	98,000	220,000	-55.5%
Year-to-Date	New Listings	41	35	17.1%
	Volume (1,000s)	7,428	7,017	5.9%
	Average List Price	181,163	200,494	-9.6%
	Median List Price	137,500	170,000	-19.1%

A total of 17 new listings were added in Osage County during March, up 54.5% from the same month in 2022. Year-to-date Osage County has seen 41 new listings.

The median list price of these homes was \$98,000 down from \$220,000 in 2022.

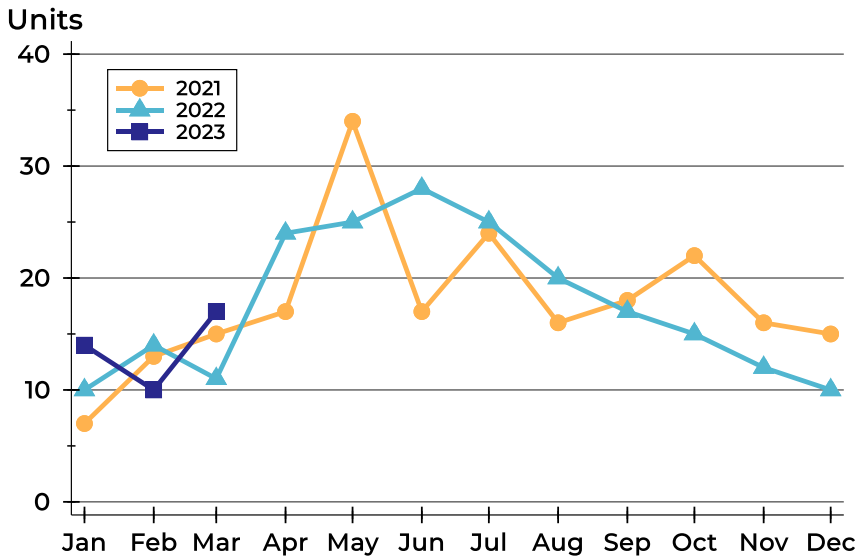
History of New Listings





Osage County New Listings Analysis

New Listings by Month



Month	2021	2022	2023
January	7	10	14
February	13	14	10
March	15	11	17
April	17	24	
May	34	25	
June	17	28	
July	24	25	
August	16	20	
September	18	17	
October	22	15	
November	16	12	
December	15	10	

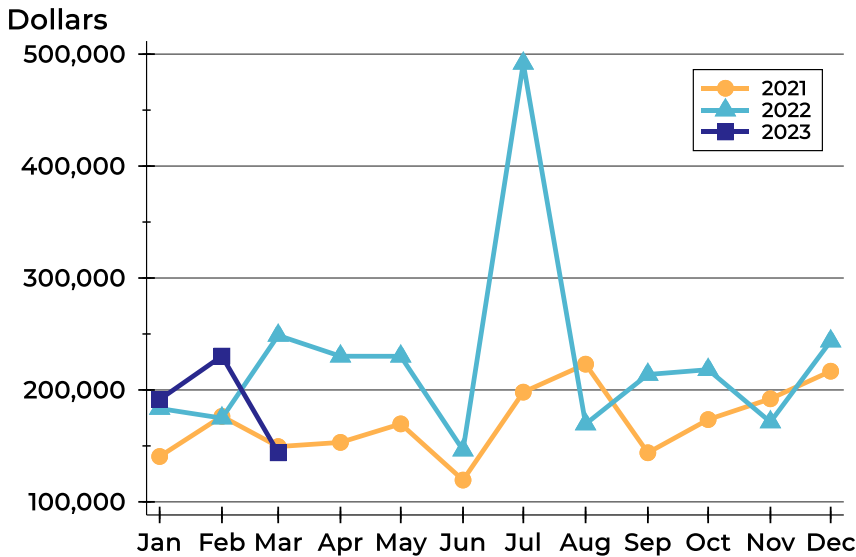
New Listings by Price Range

Price Range	New Listings		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	1	5.9%	19,000	19,000	6	6	100.0%	100.0%
\$25,000-\$49,999	2	11.8%	28,750	28,750	6	6	89.2%	89.2%
\$50,000-\$99,999	6	35.3%	80,083	77,500	8	8	98.0%	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	2	11.8%	136,450	136,450	11	11	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	2	11.8%	177,500	177,500	6	6	100.0%	100.0%
\$200,000-\$249,999	2	11.8%	221,000	221,000	2	2	100.0%	100.0%
\$250,000-\$299,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$300,000-\$399,999	1	5.9%	319,000	319,000	17	17	100.0%	100.0%
\$400,000-\$499,999	1	5.9%	499,000	499,000	16	16	100.0%	100.0%
\$500,000-\$749,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$750,000-\$999,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



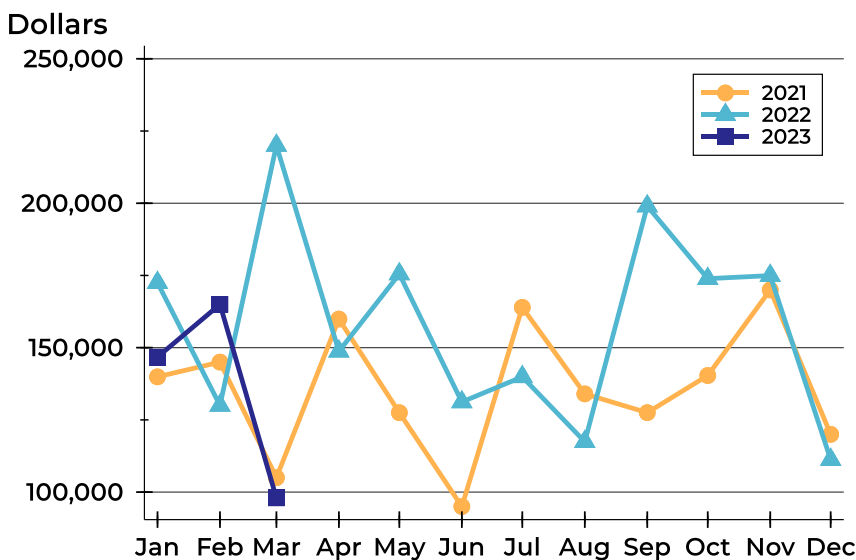
Osage County New Listings Analysis

Average Price



Month	2021	2022	2023
January	140,550	183,420	191,457
February	176,408	174,814	230,240
March	149,393	248,700	143,818
April	153,141	230,113	
May	169,679	230,080	
June	119,471	146,211	
July	198,033	491,756	
August	223,025	169,525	
September	143,872	213,794	
October	173,518	218,120	
November	192,084	171,354	
December	216,733	243,600	

Median Price



Month	2021	2022	2023
January	139,900	172,500	146,750
February	145,000	130,000	165,000
March	105,000	220,000	98,000
April	159,900	148,750	
May	127,500	175,500	
June	95,000	131,200	
July	163,950	139,900	
August	134,000	117,450	
September	127,500	199,005	
October	140,361	173,900	
November	170,000	174,950	
December	120,000	111,250	



Osage County Contracts Written Analysis

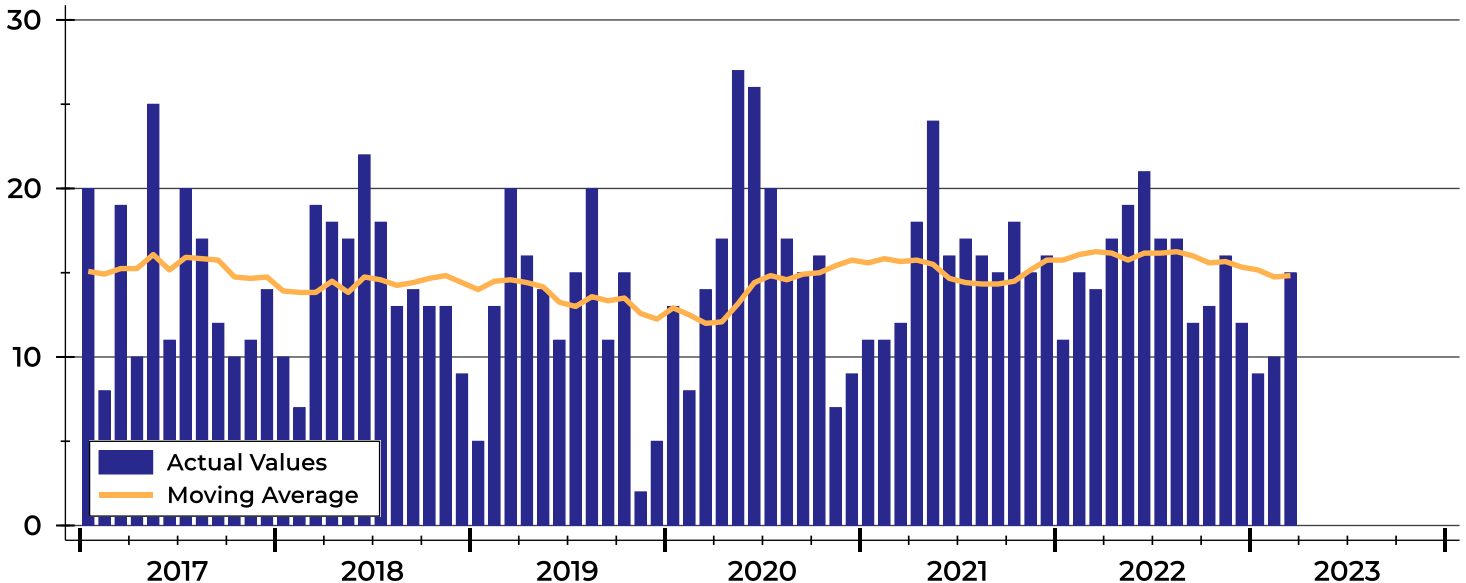
Summary Statistics for Contracts Written		2023	March 2022	Change	2023	Year-to-Date 2022	Change
Contracts Written		15	14	7.1%	34	40	-15.0%
Volume (1,000s)		2,176	2,470	-11.9%	6,091	7,542	-19.2%
Average	Sale Price	145,060	176,407	-17.8%	179,141	188,544	-5.0%
	Days on Market	43	27	59.3%	37	55	-32.7%
	Percent of Original	89.4%	99.3%	-10.0%	95.0%	97.2%	-2.3%
Median	Sale Price	75,000	129,950	-42.3%	151,250	159,000	-4.9%
	Days on Market	10	6	66.7%	9	19	-52.6%
	Percent of Original	97.2%	100.0%	-2.8%	99.7%	100.0%	-0.3%

A total of 15 contracts for sale were written in Osage County during the month of March, up from 14 in 2022. The median list price of these homes was \$75,000, down from \$129,950 the prior year.

Half of the homes that went under contract in March were on the market less than 10 days, compared to 6 days in March 2022.

History of Contracts Written

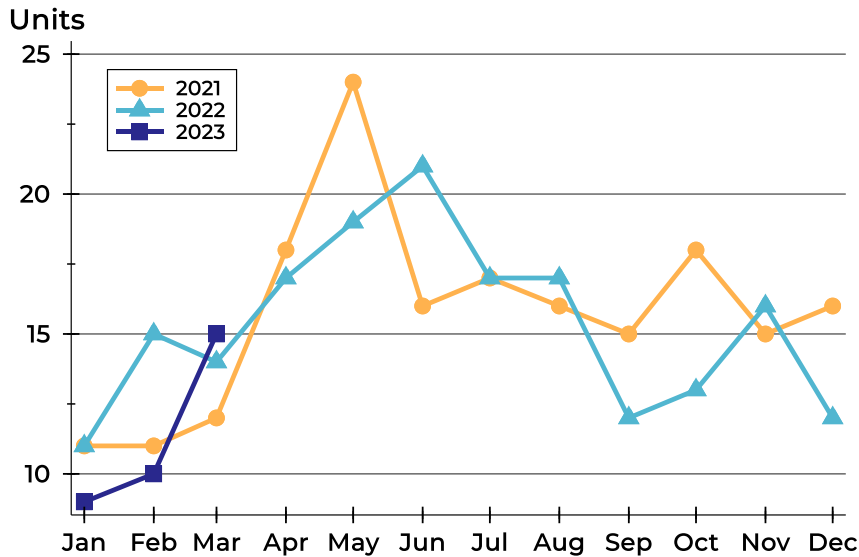
Units





Osage County Contracts Written Analysis

Contracts Written by Month



Month	2021	2022	2023
January	11	11	9
February	11	15	10
March	12	14	15
April	18	17	
May	24	19	
June	16	21	
July	17	17	
August	16	17	
September	15	12	
October	18	13	
November	15	16	
December	16	12	

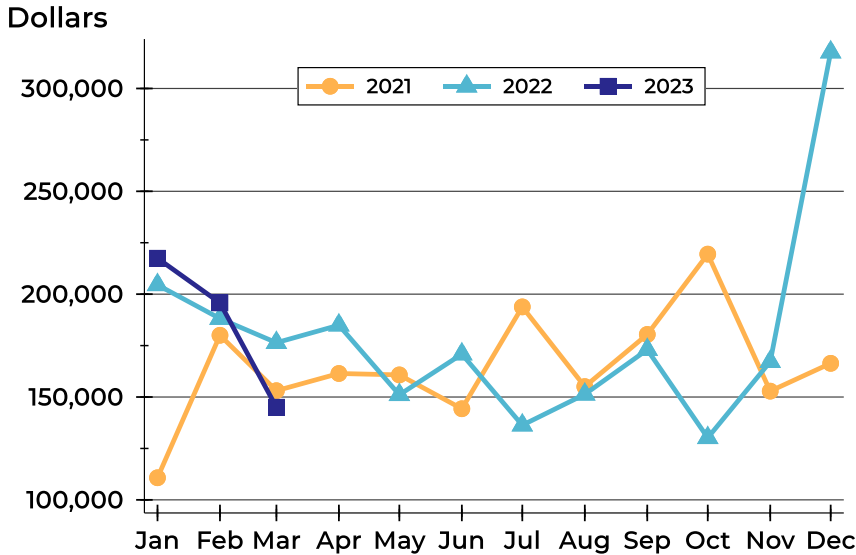
Contracts Written by Price Range

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	6.7%	19,000	19,000	6	6	100.0%	100.0%
\$25,000-\$49,999	3	20.0%	29,166	29,999	21	10	87.2%	83.3%
\$50,000-\$99,999	4	26.7%	69,875	73,500	33	33	85.6%	85.9%
\$100,000-\$124,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$125,000-\$149,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$150,000-\$174,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$175,000-\$199,999	2	13.3%	187,003	187,003	87	87	80.6%	80.6%
\$200,000-\$249,999	3	20.0%	230,333	225,000	60	3	92.2%	100.0%
\$250,000-\$299,999	1	6.7%	295,000	295,000	59	59	100.0%	100.0%
\$300,000-\$399,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$400,000-\$499,999	1	6.7%	429,900	429,900	30	30	99.3%	99.3%
\$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



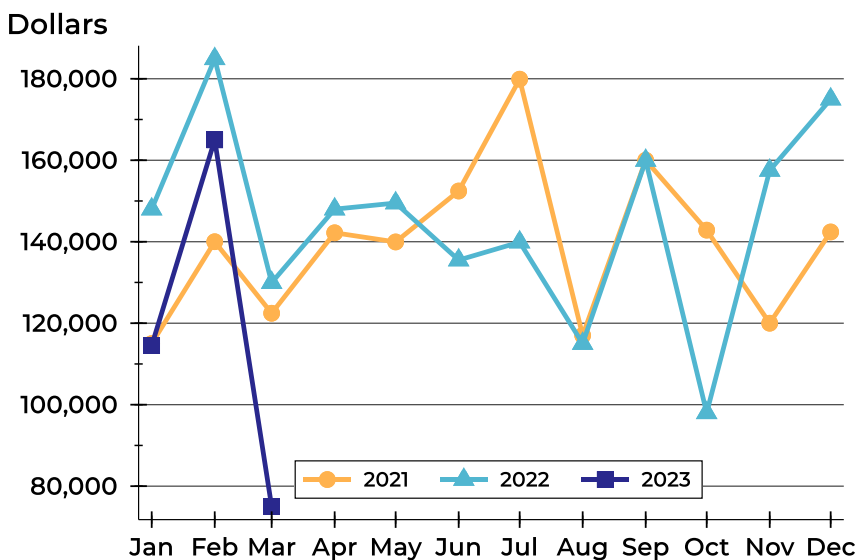
Osage County Contracts Written Analysis

Average Price



Month	2021	2022	2023
January	110,759	204,523	217,489
February	180,027	188,153	195,750
March	153,075	176,407	145,060
April	161,450	184,918	
May	160,767	151,085	
June	144,300	170,855	
July	193,829	136,309	
August	155,069	151,324	
September	180,420	173,017	
October	219,476	130,177	
November	152,853	167,184	
December	166,381	317,658	

Median Price

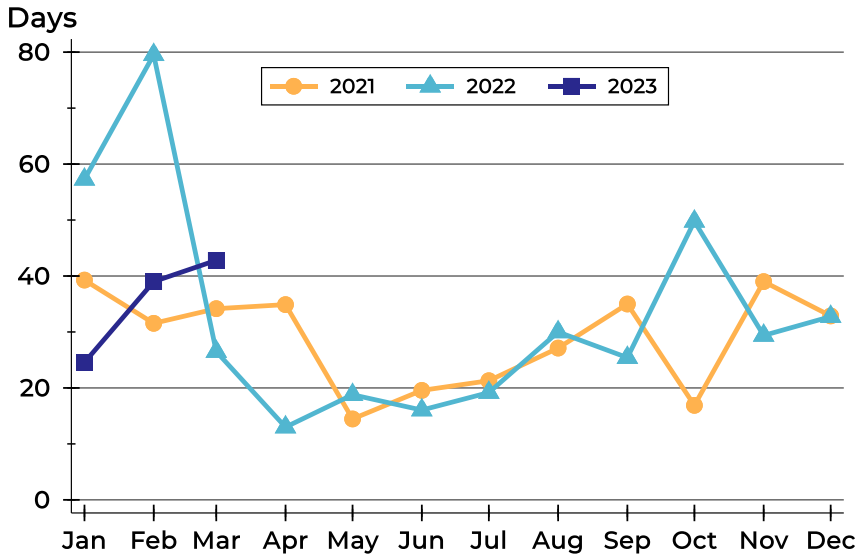


Month	2021	2022	2023
January	115,000	148,000	114,500
February	140,000	184,900	165,000
March	122,450	129,950	75,000
April	142,200	148,000	
May	139,950	149,500	
June	152,450	135,500	
July	179,900	139,900	
August	117,000	115,000	
September	160,000	159,950	
October	142,848	98,000	
November	120,000	157,500	
December	142,400	175,000	



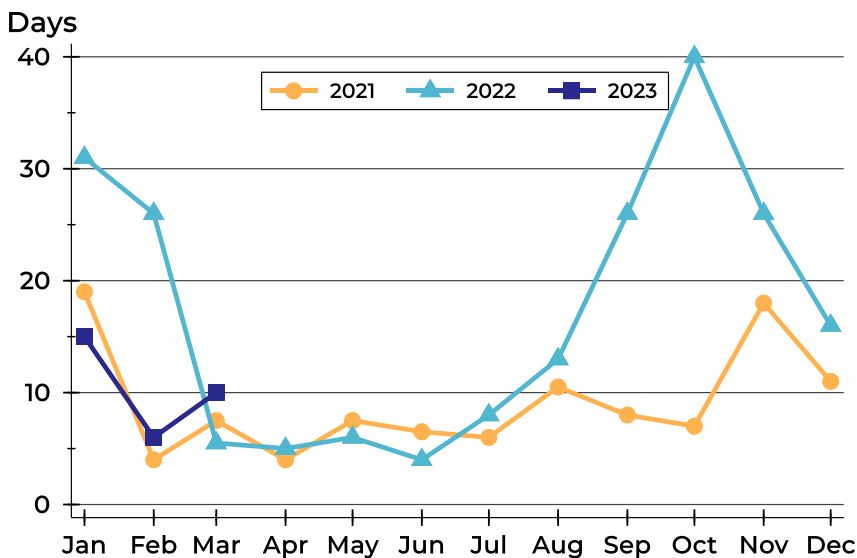
Osage County Contracts Written Analysis

Average DOM



Month	2021	2022	2023
January	39	57	25
February	32	80	39
March	34	27	43
April	35	13	
May	14	19	
June	20	16	
July	21	19	
August	27	30	
September	35	25	
October	17	50	
November	39	29	
December	33	33	

Median DOM



Month	2021	2022	2023
January	19	31	15
February	4	26	6
March	8	6	10
April	4	5	
May	8	6	
June	7	4	
July	6	8	
August	11	13	
September	8	26	
October	7	40	
November	18	26	
December	11	16	



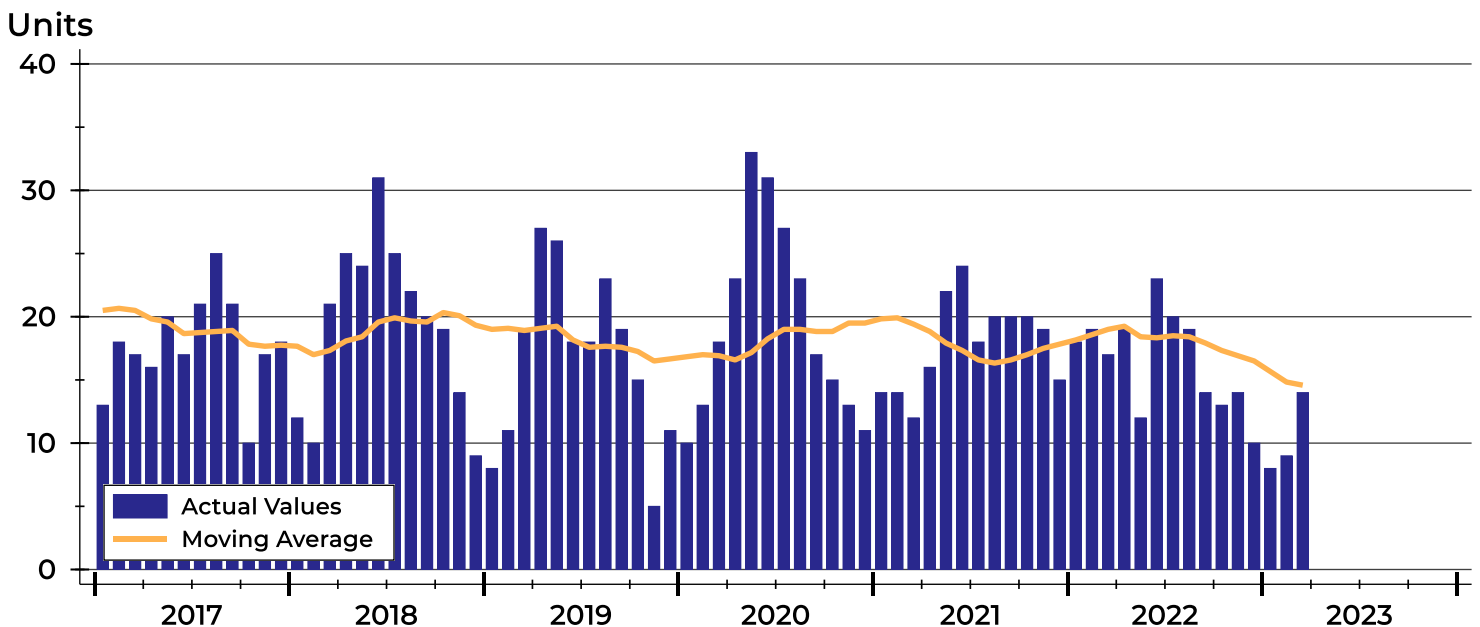
Osage County Pending Contracts Analysis

Summary Statistics for Pending Contracts		2023	End of March 2022	Change
Pending Contracts		14	17	-17.6%
Volume (1,000s)		2,690	3,048	-11.7%
Average	List Price	192,136	179,271	7.2%
	Days on Market	43	72	-40.3%
	Percent of Original	93.4%	97.2%	-3.9%
Median	List Price	194,003	184,900	4.9%
	Days on Market	8	24	-66.7%
	Percent of Original	100.0%	100.0%	0.0%

A total of 14 listings in Osage County had contracts pending at the end of March, down from 17 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.

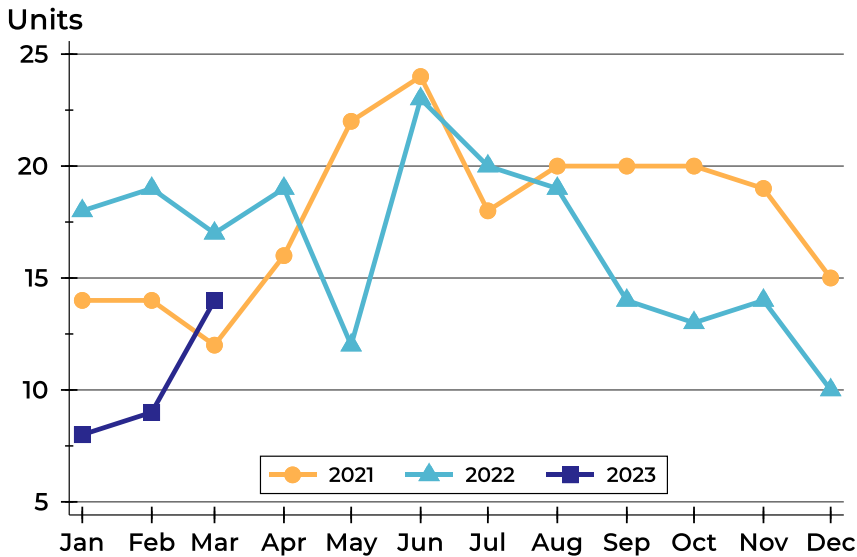
History of Pending Contracts





Osage County Pending Contracts Analysis

Pending Contracts by Month



Month	2021	2022	2023
January	14	18	8
February	14	19	9
March	12	17	14
April	16	19	
May	22	12	
June	24	23	
July	18	20	
August	20	19	
September	20	14	
October	20	13	
November	19	14	
December	15	10	

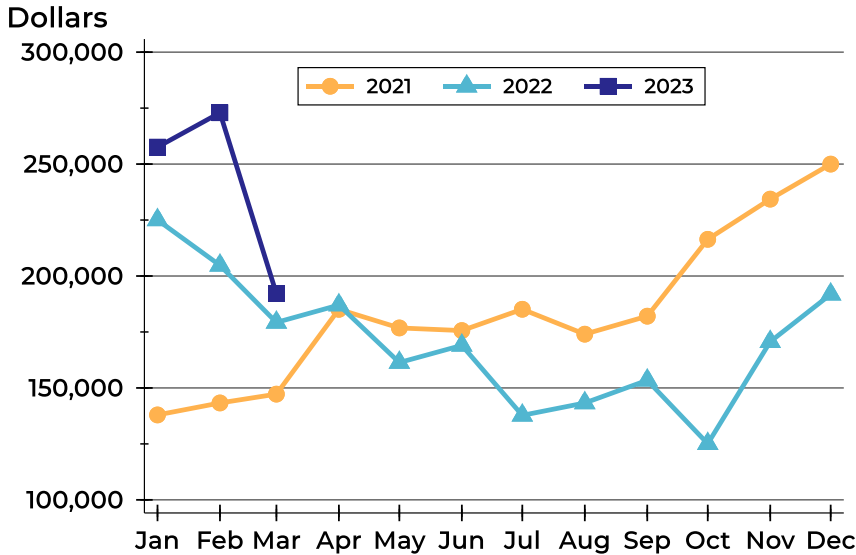
Pending Contracts by Price Range

Price Range	Pending Contracts		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	1	7.1%	19,000	19,000	6	6	100.0%	100.0%
\$25,000-\$49,999	1	7.1%	27,500	27,500	10	10	73.3%	73.3%
\$50,000-\$99,999	3	21.4%	68,167	72,000	24	6	94.4%	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	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$150,000-\$174,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$175,000-\$199,999	3	21.4%	187,668	189,000	79	62	91.2%	100.0%
\$200,000-\$249,999	3	21.4%	230,333	225,000	60	3	92.2%	100.0%
\$250,000-\$299,999	1	7.1%	295,000	295,000	59	59	100.0%	100.0%
\$300,000-\$399,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$400,000-\$499,999	2	14.3%	444,950	444,950	18	18	100.0%	100.0%
\$500,000-\$749,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$750,000-\$999,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



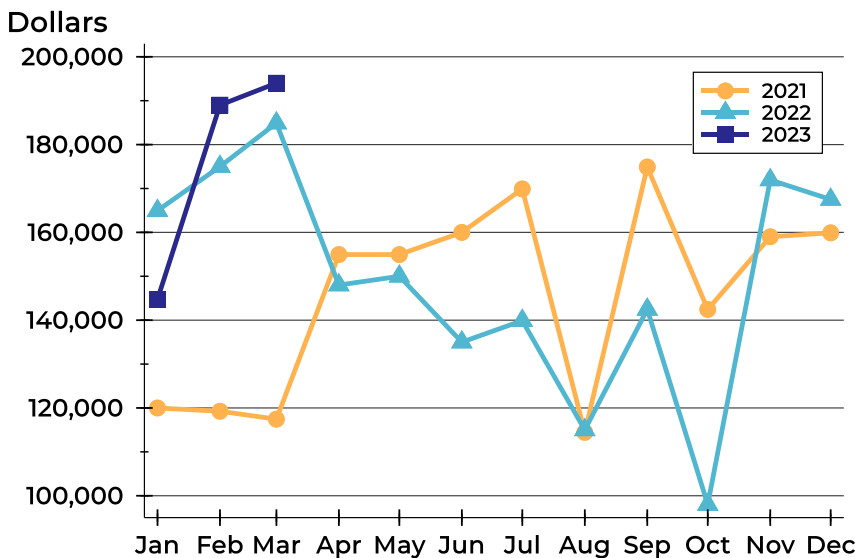
Osage County Pending Contracts Analysis

Average Price



Month	2021	2022	2023
January	137,946	225,058	257,600
February	143,296	204,761	272,922
March	147,238	179,271	192,136
April	185,131	187,026	
May	176,814	161,350	
June	175,629	169,024	
July	185,150	137,757	
August	174,025	143,279	
September	182,055	153,414	
October	216,394	125,092	
November	234,342	170,661	
December	249,993	191,845	

Median Price

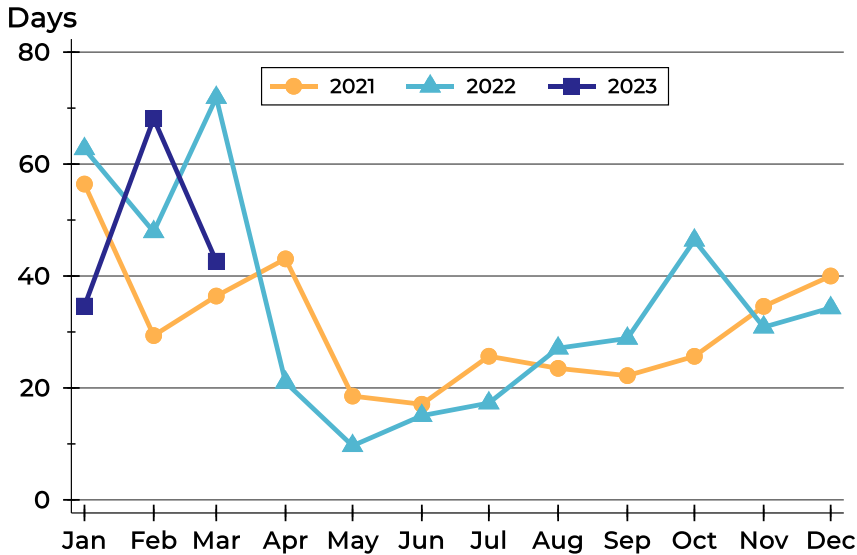


Month	2021	2022	2023
January	120,000	164,950	144,750
February	119,250	175,000	189,000
March	117,450	184,900	194,003
April	154,950	148,000	
May	154,950	150,000	
June	160,000	135,000	
July	169,900	139,900	
August	114,450	115,000	
September	174,900	142,450	
October	142,450	98,000	
November	159,000	171,950	
December	159,900	167,500	



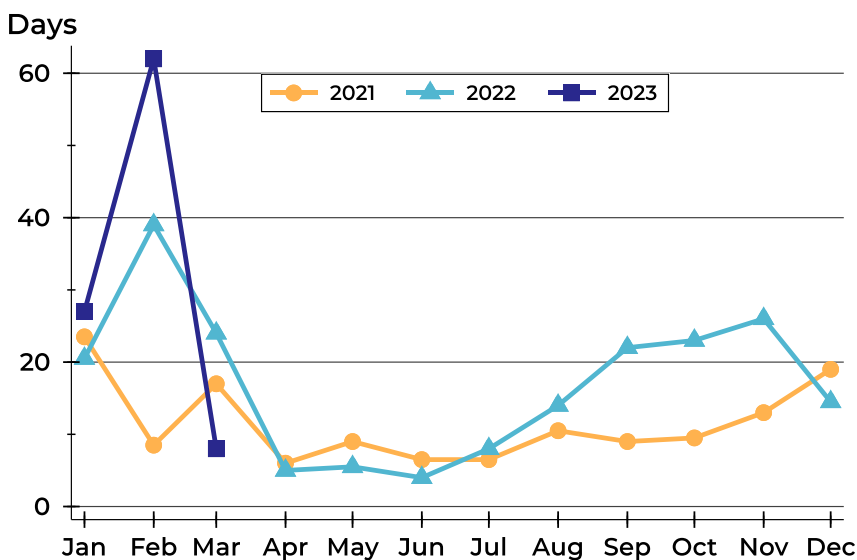
Osage County Pending Contracts Analysis

Average DOM



Month	2021	2022	2023
January	56	63	35
February	29	48	68
March	36	72	43
April	43	21	
May	19	10	
June	17	15	
July	26	17	
August	24	27	
September	22	29	
October	26	46	
November	35	31	
December	40	34	

Median DOM



Month	2021	2022	2023
January	24	21	27
February	9	39	62
March	17	24	8
April	6	5	
May	9	6	
June	7	4	
July	7	8	
August	11	14	
September	9	22	
October	10	23	
November	13	26	
December	19	15	



**March
2023**

Sunflower MLS Statistics



Other Sunflower MLS Counties Housing Report



Market Overview

Other Sunflower MLS Counties Home Sales Fell in March

Total home sales in other counties in the Sunflower MLS fell last month to 14 units, compared to 25 units in March 2022. Total sales volume was \$2.6 million, down from a year earlier.

The median sale price in March was \$183,200, up from \$175,000 a year earlier. Homes that sold in March were typically on the market for 7 days and sold for 99.6% of their list prices.

Other Sunflower MLS Counties Active Listings Up at End of March

The total number of active listings in other counties in the Sunflower MLS at the end of March was 23 units, up from 17 at the same point in 2022. This represents a 1.7 months' supply of homes available for sale. The median list price of homes on the market at the end of March was \$174,500.

During March, a total of 12 contracts were written down from 18 in March 2022. At the end of the month, there were 17 contracts still pending.

Report Contents

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

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**March
2023**

Sunflower MLS Statistics



Other Sunflower MLS Counties Summary Statistics

March MLS Statistics Three-year History		Current Month			Year-to-Date		
		2023	2022	2021	2023	2022	2021
Home Sales		14	25	19	35	40	39
Change from prior year		-44.0%	31.6%	90.0%	-12.5%	2.6%	21.9%
Active Listings		23	17	25	N/A	N/A	N/A
Change from prior year		35.3%	-32.0%	-57.6%			
Months' Supply		1.7	1.0	1.5	N/A	N/A	N/A
Change from prior year		70.0%	-33.3%	-63.4%			
New Listings		10	17	20	38	55	39
Change from prior year		-41.2%	-15.0%	-4.8%	-30.9%	41.0%	-13.3%
Contracts Written		12	18	24	38	53	49
Change from prior year		-33.3%	-25.0%	100.0%	-28.3%	8.2%	40.0%
Pending Contracts		17	22	25	N/A	N/A	N/A
Change from prior year		-22.7%	-12.0%	108.3%			
Sales Volume (1,000s)		2,595	5,853	3,839	7,241	7,921	8,244
Change from prior year		-55.7%	52.5%	105.0%	-8.6%	-3.9%	106.3%
Average	Sale Price	185,379	234,131	202,063	206,876	198,030	211,384
	Change from prior year	-20.8%	15.9%	7.9%	4.5%	-6.3%	69.3%
	List Price of Actives	346,191	254,500	329,412	N/A	N/A	N/A
	Change from prior year	36.0%	-22.7%	20.1%			
	Days on Market	45	22	157	38	25	99
Change from prior year	104.5%	-86.0%	201.9%	52.0%	-74.7%	98.0%	
Percent of List	96.0%	99.1%	96.6%	95.3%	96.5%	96.5%	
Change from prior year	-3.1%	2.6%	0.8%	-1.2%	0.0%	-2.3%	
Percent of Original	93.2%	98.6%	95.4%	92.8%	94.8%	95.3%	
Change from prior year	-5.5%	3.4%	0.5%	-2.1%	-0.5%	-1.3%	
Median	Sale Price	183,200	175,000	150,500	200,000	170,000	185,500
	Change from prior year	4.7%	16.3%	-6.8%	17.6%	-8.4%	49.6%
	List Price of Actives	174,500	179,000	189,000	N/A	N/A	N/A
	Change from prior year	-2.5%	-5.3%	21.9%			
	Days on Market	7	6	38	16	7	29
Change from prior year	16.7%	-84.2%	100.0%	128.6%	-75.9%	26.1%	
Percent of List	99.6%	100.0%	100.0%	99.3%	99.1%	97.4%	
Change from prior year	-0.4%	0.0%	4.1%	0.2%	1.7%	-1.3%	
Percent of Original	97.9%	100.0%	100.0%	96.5%	97.1%	96.7%	
Change from prior year	-2.1%	0.0%	4.1%	-0.6%	0.4%	-0.4%	

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



Other Sunflower MLS Counties Closed Listings Analysis

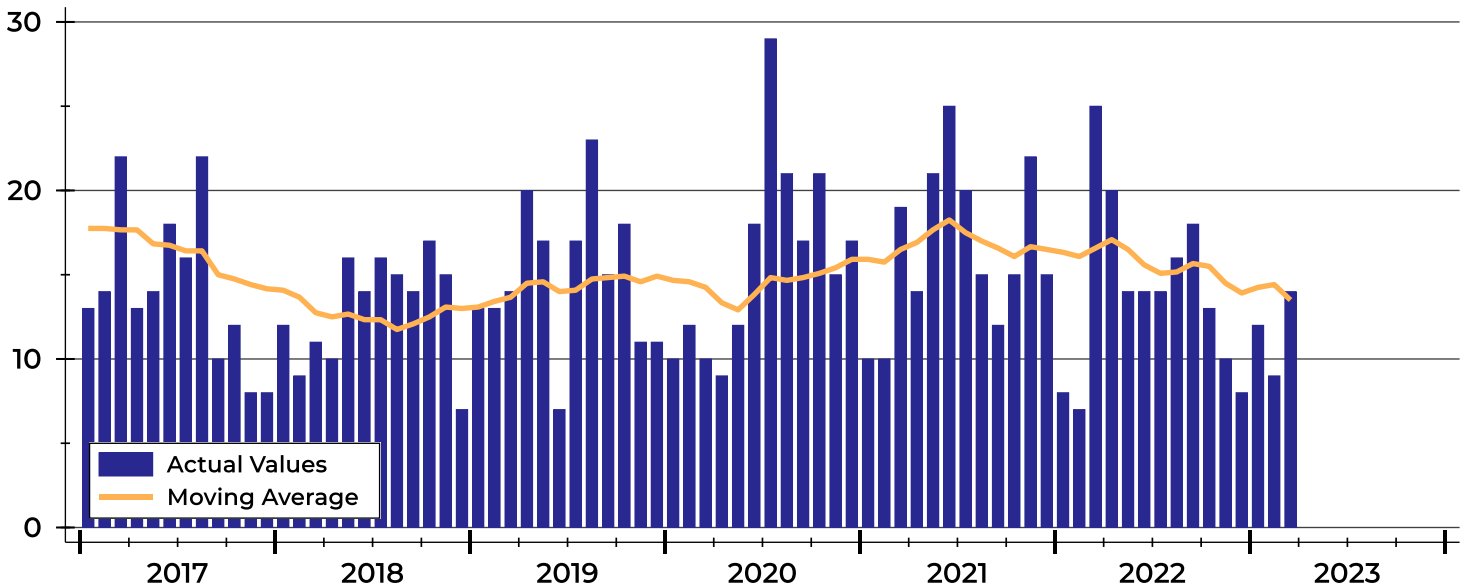
Summary Statistics for Closed Listings		2023	March 2022	Change	2023	Year-to-Date 2022	Change
Closed Listings		14	25	-44.0%	35	40	-12.5%
Volume (1,000s)		2,595	5,853	-55.7%	7,241	7,921	-8.6%
Months' Supply		1.7	1.0	70.0%	N/A	N/A	N/A
Average	Sale Price	185,379	234,131	-20.8%	206,876	198,030	4.5%
	Days on Market	45	22	104.5%	38	25	52.0%
	Percent of List	96.0%	99.1%	-3.1%	95.3%	96.5%	-1.2%
	Percent of Original	93.2%	98.6%	-5.5%	92.8%	94.8%	-2.1%
Median	Sale Price	183,200	175,000	4.7%	200,000	170,000	17.6%
	Days on Market	7	6	16.7%	16	7	128.6%
	Percent of List	99.6%	100.0%	-0.4%	99.3%	99.1%	0.2%
	Percent of Original	97.9%	100.0%	-2.1%	96.5%	97.1%	-0.6%

A total of 14 homes sold in other counties in the Sunflower MLS in March, down from 25 units in March 2022. Total sales volume fell to \$2.6 million compared to \$5.9 million in the previous year.

The median sales price in March was \$183,200, up 4.7% compared to the prior year. Median days on market was 7 days, down from 25 days in February, but up from 6 in March 2022.

History of Closed Listings

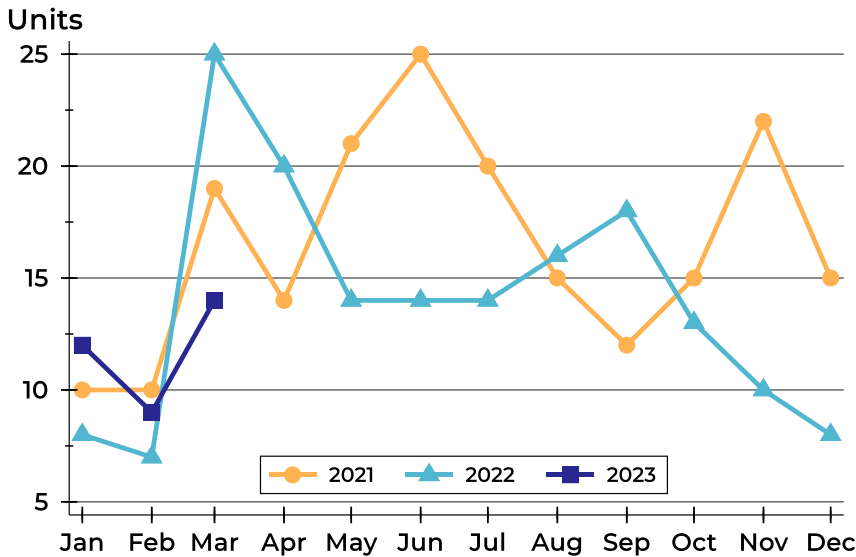
Units





Other Sunflower MLS Counties Closed Listings Analysis

Closed Listings by Month



Month	2021	2022	2023
January	10	8	12
February	10	7	9
March	19	25	14
April	14	20	
May	21	14	
June	25	14	
July	20	14	
August	15	16	
September	12	18	
October	15	13	
November	22	10	
December	15	8	

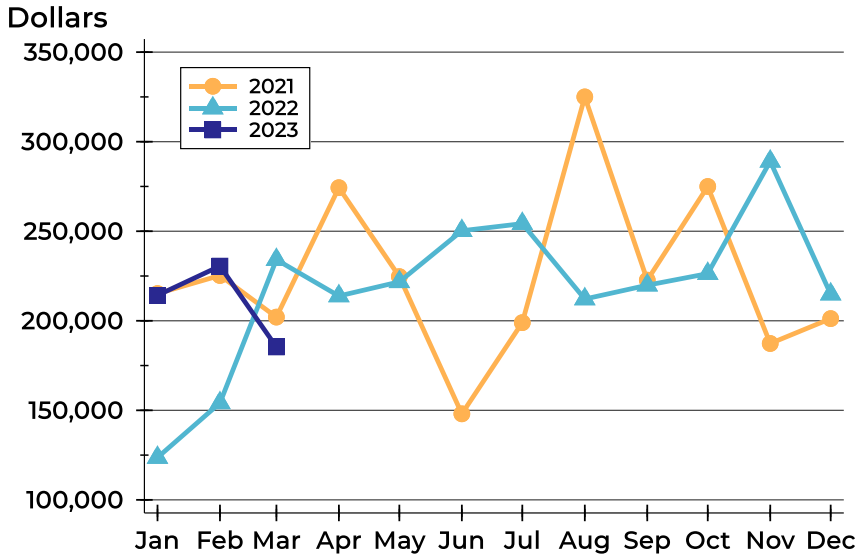
Closed Listings by Price Range

Price Range	Sales		Months' Supply	Sale Price		Days on Market		Price as % of List		Price as % of Orig.	
	Number	Percent		Average	Median	Avg.	Med.	Avg.	Med.	Avg.	Med.
Below \$25,000	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$25,000-\$49,999	1	7.1%	12.0	32,500	32,500	22	22	62.5%	62.5%	62.5%	62.5%
\$50,000-\$99,999	3	21.4%	3.1	73,667	75,000	88	5	94.0%	92.7%	91.2%	92.7%
\$100,000-\$124,999	1	7.1%	0.0	102,000	102,000	0	0	100.0%	100.0%	100.0%	100.0%
\$125,000-\$149,999	0	0.0%	2.0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$150,000-\$174,999	2	14.3%	1.4	154,200	154,200	105	105	99.6%	99.6%	91.3%	91.3%
\$175,000-\$199,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$200,000-\$249,999	2	14.3%	1.1	218,500	218,500	3	3	104.4%	104.4%	104.4%	104.4%
\$250,000-\$299,999	3	21.4%	1.6	279,800	274,900	30	8	98.8%	99.3%	98.8%	99.3%
\$300,000-\$399,999	2	14.3%	0.5	327,500	327,500	18	18	97.1%	97.1%	90.6%	90.6%
\$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



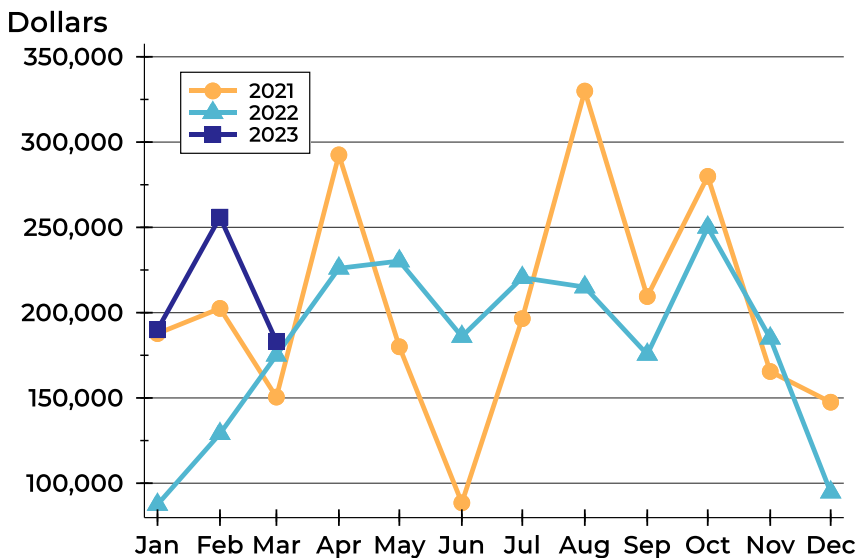
Other Sunflower MLS Counties Closed Listings Analysis

Average Price



Month	2021	2022	2023
January	215,190	123,625	214,200
February	225,290	154,129	230,550
March	202,063	234,131	185,379
April	274,321	213,845	
May	224,670	221,750	
June	148,048	250,279	
July	198,975	254,254	
August	325,020	212,156	
September	222,692	219,856	
October	274,987	226,338	
November	187,314	289,037	
December	201,220	214,863	

Median Price

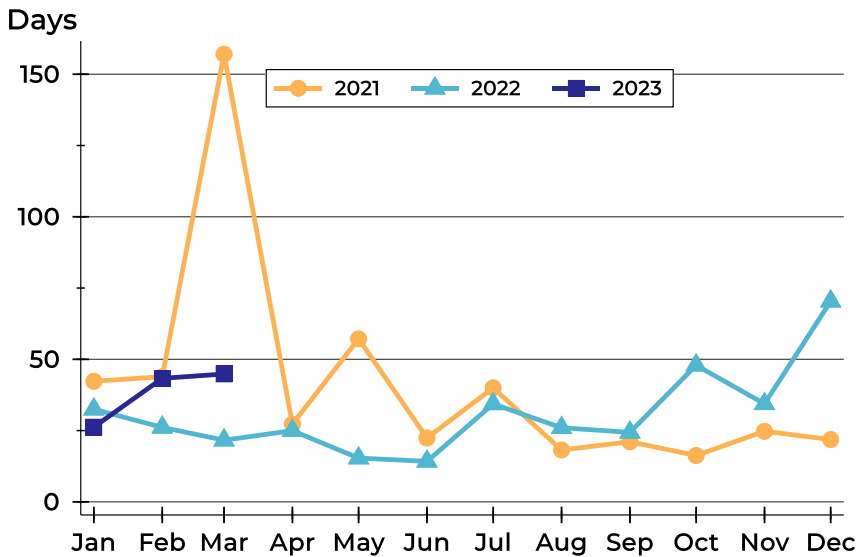


Month	2021	2022	2023
January	187,750	87,500	190,000
February	202,500	129,000	256,000
March	150,500	175,000	183,200
April	292,500	226,000	
May	180,000	230,250	
June	88,500	186,000	
July	196,500	220,500	
August	329,900	215,000	
September	209,450	175,500	
October	279,900	250,000	
November	165,500	185,000	
December	147,500	94,750	



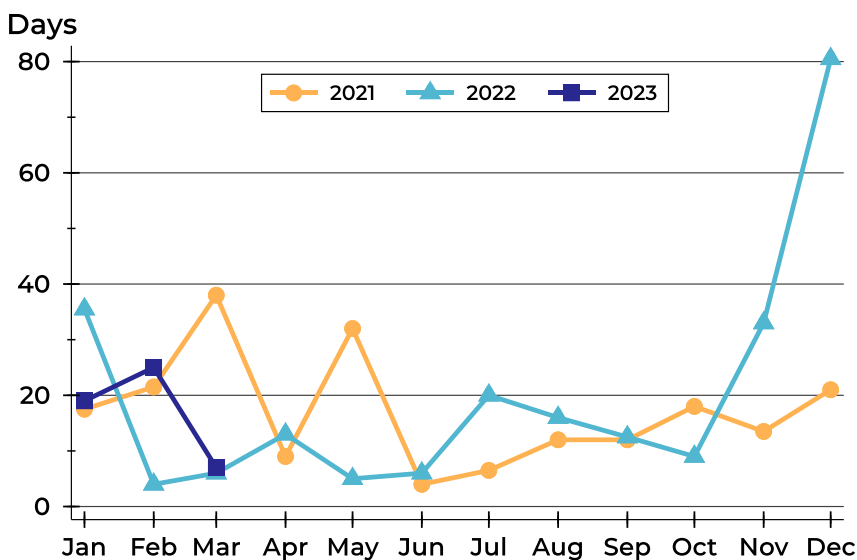
Other Sunflower MLS Counties Closed Listings Analysis

Average DOM



Month	2021	2022	2023
January	42	33	26
February	44	26	43
March	157	22	45
April	27	25	
May	57	15	
June	22	14	
July	40	34	
August	18	26	
September	21	24	
October	16	48	
November	25	34	
December	22	70	

Median DOM



Month	2021	2022	2023
January	18	36	19
February	22	4	25
March	38	6	7
April	9	13	
May	32	5	
June	4	6	
July	7	20	
August	12	16	
September	12	13	
October	18	9	
November	14	33	
December	21	81	



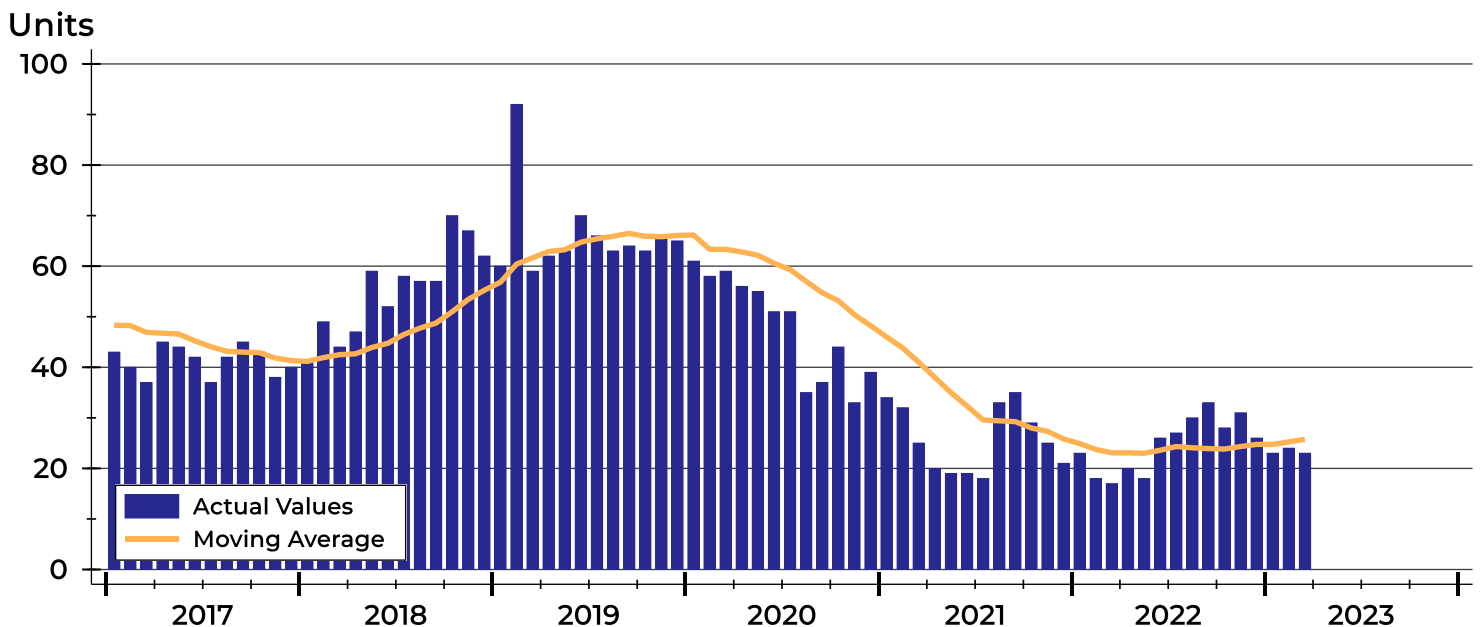
Other Sunflower MLS Counties Active Listings Analysis

Summary Statistics for Active Listings		2023	End of March 2022	Change
Active Listings		23	17	35.3%
Volume (1,000s)		7,962	4,327	84.0%
Months' Supply		1.7	1.0	70.0%
Average	List Price	346,191	254,500	36.0%
	Days on Market	119	72	65.3%
	Percent of Original	96.8%	96.1%	0.7%
Median	List Price	174,500	179,000	-2.5%
	Days on Market	65	63	3.2%
	Percent of Original	100.0%	100.0%	0.0%

A total of 23 homes were available for sale in other counties in the Sunflower MLS at the end of March. This represents a 1.7 months' supply of active listings.

The median list price of homes on the market at the end of March was \$174,500, down 2.5% from 2022. The typical time on market for active listings was 65 days, up from 63 days a year earlier.

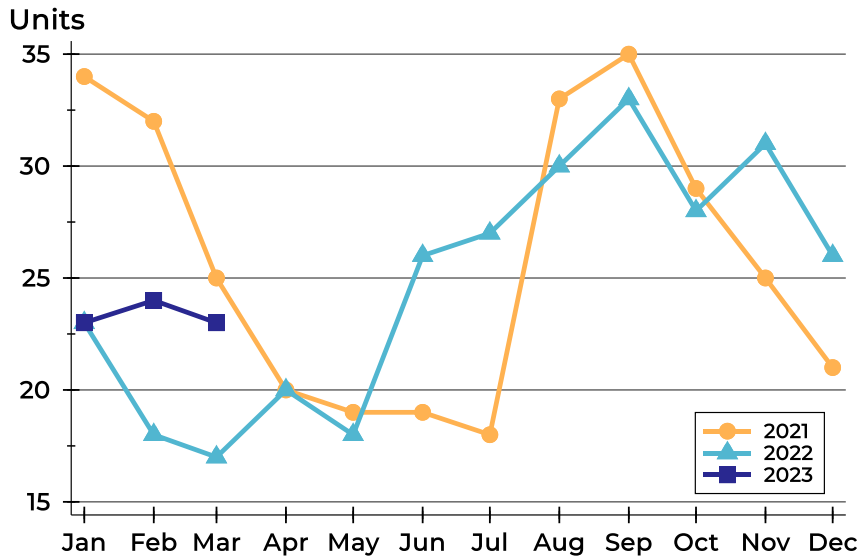
History of Active Listings





Other Sunflower MLS Counties Active Listings Analysis

Active Listings by Month



Month	2021	2022	2023
January	34	23	23
February	32	18	24
March	25	17	23
April	20	20	
May	19	18	
June	19	26	
July	18	27	
August	33	30	
September	35	33	
October	29	28	
November	25	31	
December	21	26	

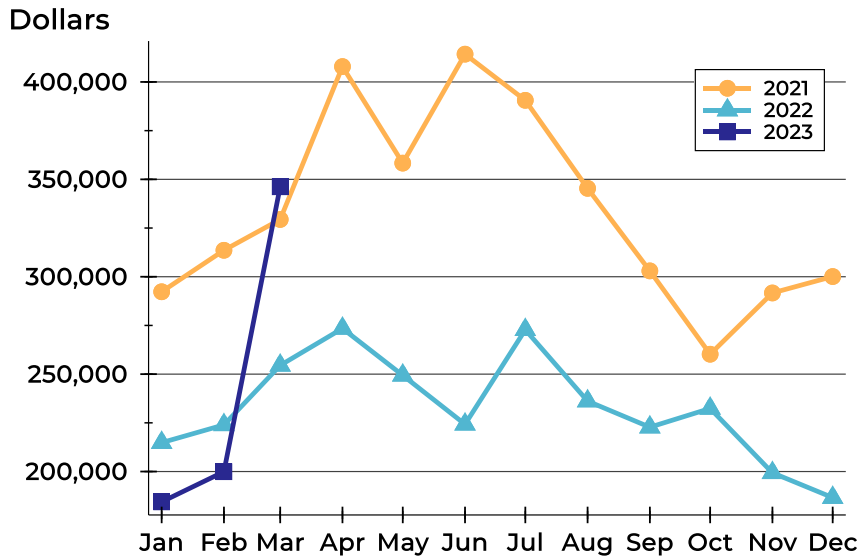
Active Listings by Price Range

Price Range	Active Listings		Months' Supply	List Price		Days on Market		Price as % of Orig.	
	Number	Percent		Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$25,000-\$49,999	1	4.3%	12.0	45,000	45,000	75	75	100.0%	100.0%
\$50,000-\$99,999	7	30.4%	3.1	79,600	79,900	83	65	97.7%	100.0%
\$100,000-\$124,999	0	0.0%	0.0	N/A	N/A	N/A	N/A	N/A	N/A
\$125,000-\$149,999	2	8.7%	2.0	132,450	132,450	356	356	92.2%	92.2%
\$150,000-\$174,999	2	8.7%	1.4	162,250	162,250	267	267	83.4%	83.4%
\$175,000-\$199,999	1	4.3%	N/A	199,000	199,000	52	52	100.0%	100.0%
\$200,000-\$249,999	2	8.7%	1.1	224,950	224,950	99	99	98.1%	98.1%
\$250,000-\$299,999	3	13.0%	1.6	271,633	270,000	64	41	99.5%	100.0%
\$300,000-\$399,999	1	4.3%	0.5	385,000	385,000	32	32	96.2%	96.2%
\$400,000-\$499,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$500,000-\$749,999	2	8.7%	N/A	587,500	587,500	38	38	100.0%	100.0%
\$750,000-\$999,999	1	4.3%	N/A	860,000	860,000	269	269	100.0%	100.0%
\$1,000,000 and up	1	4.3%	N/A	2,887,000	2,887,000	31	31	100.0%	100.0%



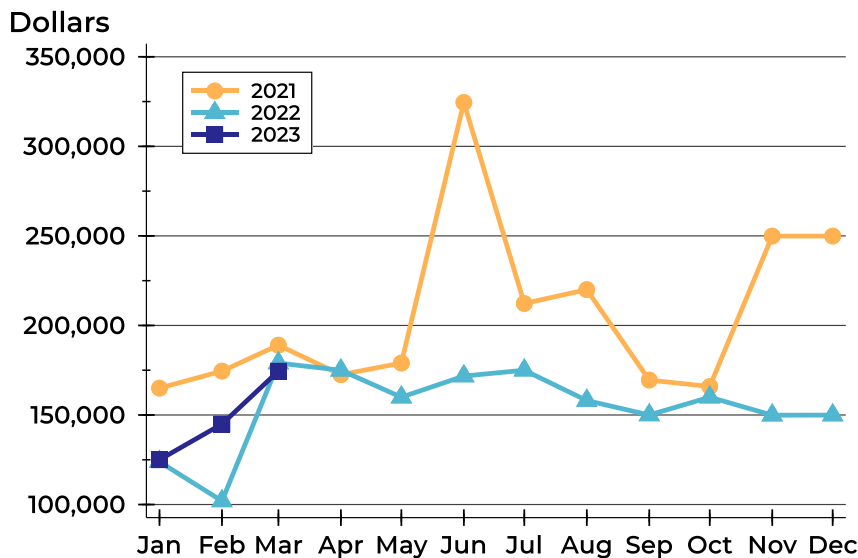
Other Sunflower MLS Counties Active Listings Analysis

Average Price



Month	2021	2022	2023
January	292,297	214,843	184,428
February	313,600	223,958	199,913
March	329,412	254,500	346,191
April	407,905	273,461	
May	358,335	249,394	
June	414,280	224,254	
July	390,579	272,802	
August	345,389	236,167	
September	303,016	222,776	
October	260,232	232,386	
November	291,684	199,360	
December	300,114	186,629	

Median Price

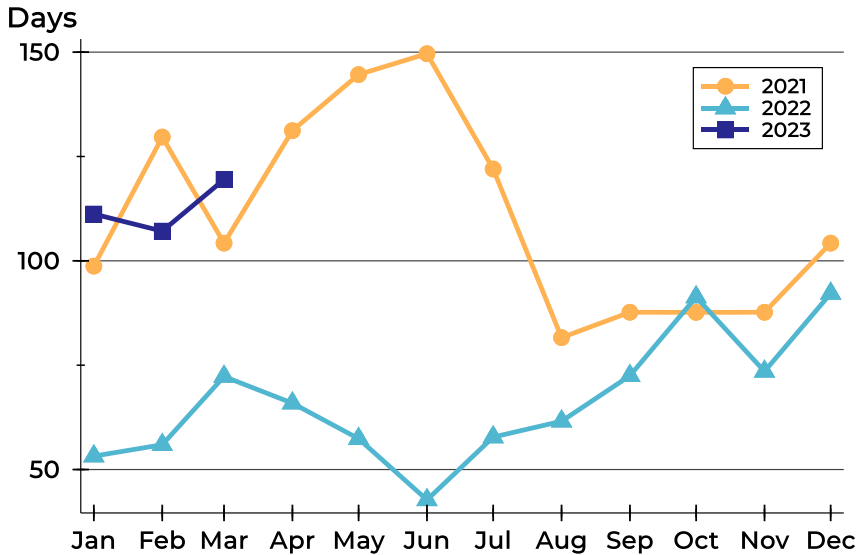


Month	2021	2022	2023
January	165,000	123,900	125,000
February	174,500	102,000	144,950
March	189,000	179,000	174,500
April	172,500	175,000	
May	179,000	159,950	
June	324,500	171,750	
July	212,248	175,000	
August	220,000	158,078	
September	169,500	150,000	
October	165,900	159,950	
November	249,900	149,900	
December	249,900	149,950	



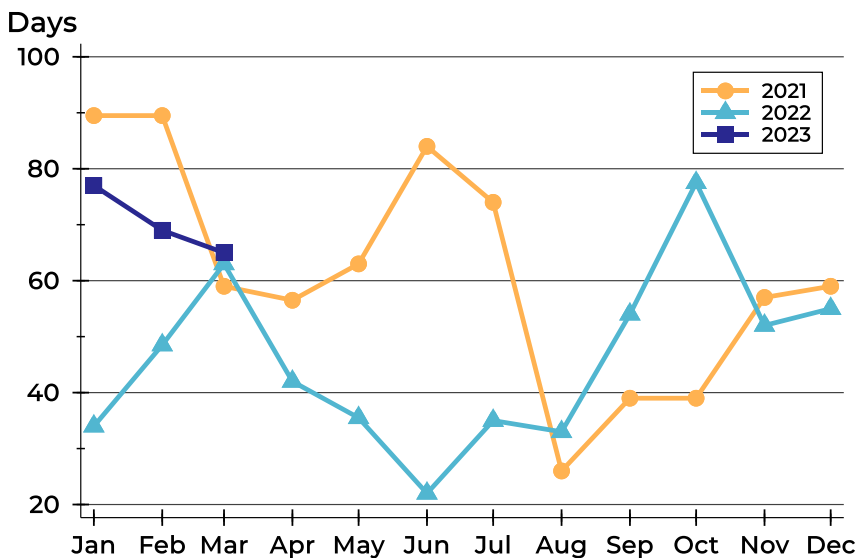
Other Sunflower MLS Counties Active Listings Analysis

Average DOM



Month	2021	2022	2023
January	99	53	111
February	130	56	107
March	104	72	119
April	131	66	
May	145	57	
June	150	43	
July	122	58	
August	82	62	
September	88	72	
October	88	91	
November	88	74	
December	104	92	

Median DOM

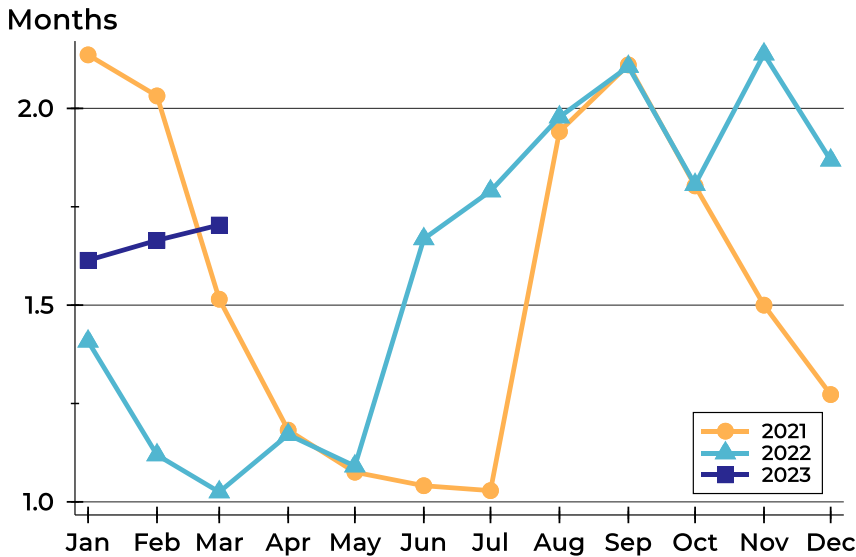


Month	2021	2022	2023
January	90	34	77
February	90	49	69
March	59	63	65
April	57	42	
May	63	36	
June	84	22	
July	74	35	
August	26	33	
September	39	54	
October	39	78	
November	57	52	
December	59	55	



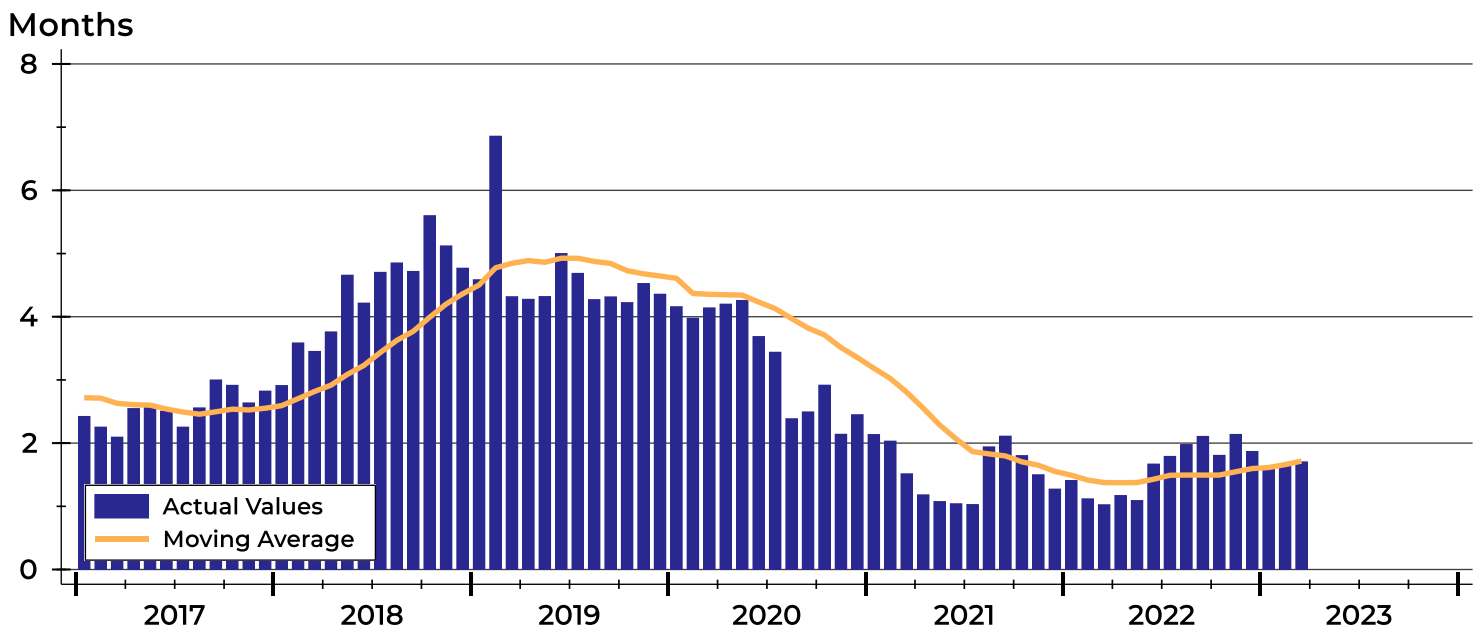
Other Sunflower MLS Counties Months' Supply Analysis

Months' Supply by Month



Month	2021	2022	2023
January	2.1	1.4	1.6
February	2.0	1.1	1.7
March	1.5	1.0	1.7
April	1.2	1.2	
May	1.1	1.1	
June	1.0	1.7	
July	1.0	1.8	
August	1.9	2.0	
September	2.1	2.1	
October	1.8	1.8	
November	1.5	2.1	
December	1.3	1.9	

History of Month's Supply





Other Sunflower MLS Counties New Listings Analysis

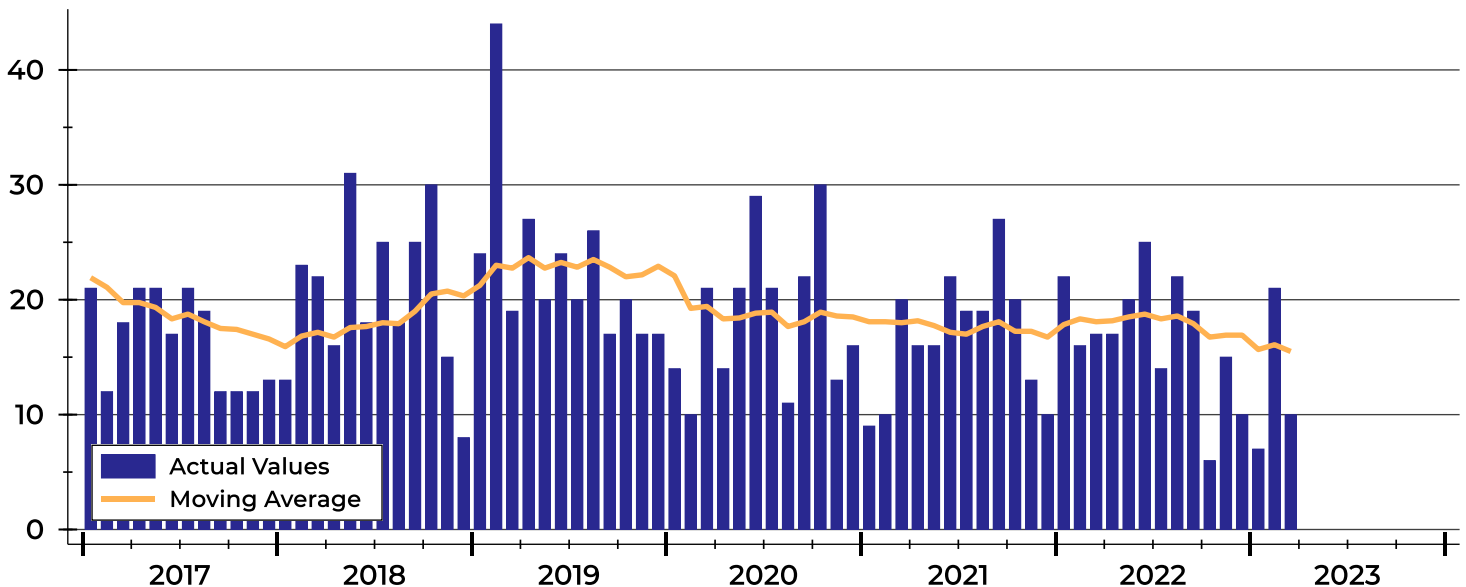
Summary Statistics for New Listings		2023	March 2022	Change
Current Month	New Listings	10	17	-41.2%
	Volume (1,000s)	5,159	3,810	35.4%
	Average List Price	515,930	224,124	130.2%
	Median List Price	232,250	219,900	5.6%
Year-to-Date	New Listings	38	55	-30.9%
	Volume (1,000s)	10,955	12,953	-15.4%
	Average List Price	288,291	235,510	22.4%
	Median List Price	217,500	180,000	20.8%

A total of 10 new listings were added in other counties in the Sunflower MLS during March, down 41.2% from the same month in 2022. Year-to-date other counties in the Sunflower MLS has seen 38 new listings.

The median list price of these homes was \$232,250 up from \$219,900 in 2022.

History of New Listings

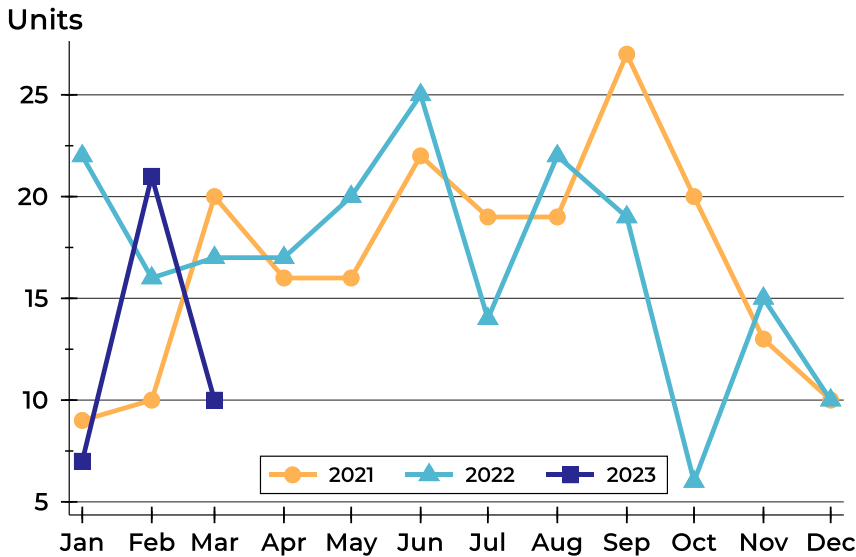
Units





Other Sunflower MLS Counties New Listings Analysis

New Listings by Month



Month	2021	2022	2023
January	9	22	7
February	10	16	21
March	20	17	10
April	16	17	
May	16	20	
June	22	25	
July	19	14	
August	19	22	
September	27	19	
October	20	6	
November	13	15	
December	10	10	

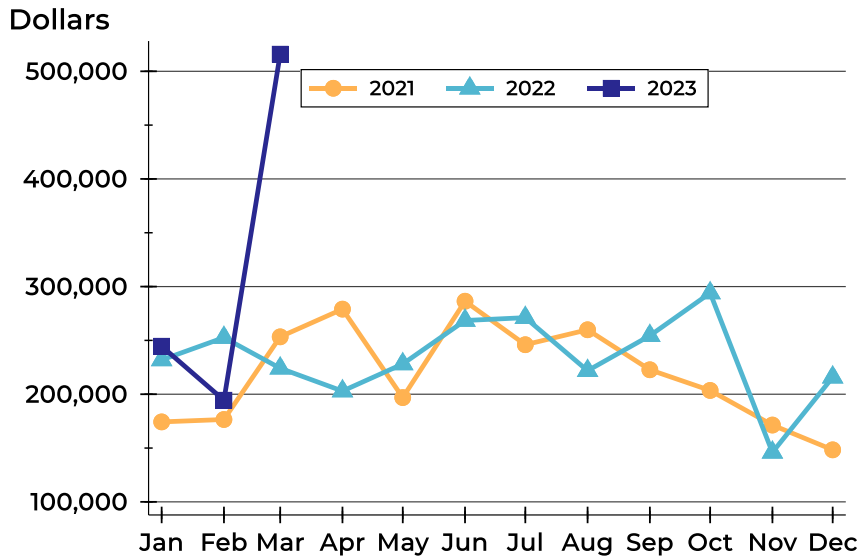
New Listings by Price Range

Price Range	New Listings		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$25,000-\$49,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$50,000-\$99,999	3	30.0%	81,300	79,900	17	11	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	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$150,000-\$174,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$175,000-\$199,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$200,000-\$249,999	2	20.0%	205,000	205,000	17	17	98.8%	98.8%
\$250,000-\$299,999	2	20.0%	276,700	276,700	20	20	97.1%	97.1%
\$300,000-\$399,999	1	10.0%	390,000	390,000	6	6	100.0%	100.0%
\$400,000-\$499,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$500,000-\$749,999	1	10.0%	675,000	675,000	23	23	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	1	10.0%	2,887,000	2,887,000	38	38	100.0%	100.0%



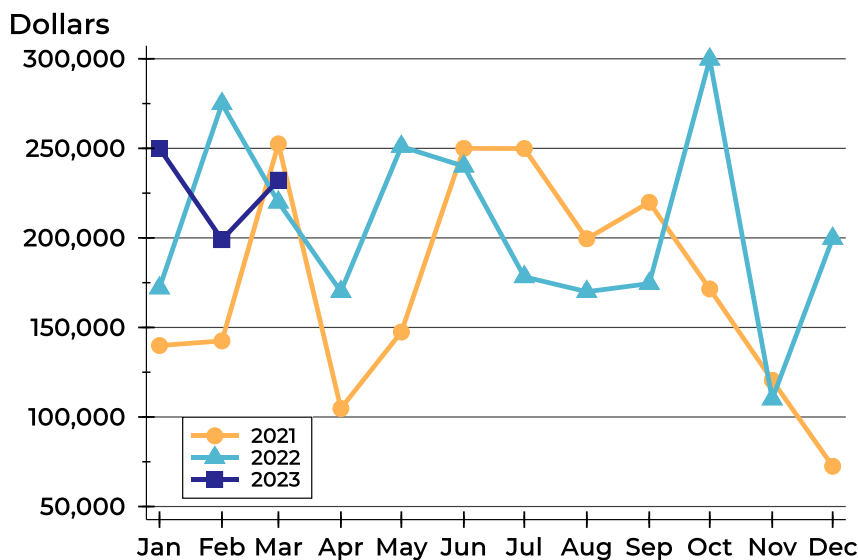
Other Sunflower MLS Counties New Listings Analysis

Average Price



Month	2021	2022	2023
January	174,311	231,859	244,607
February	176,530	252,629	194,452
March	253,330	224,124	515,930
April	279,050	202,936	
May	196,888	228,105	
June	286,409	268,488	
July	245,987	271,132	
August	259,900	221,862	
September	222,730	254,405	
October	203,515	294,050	
November	171,369	146,017	
December	148,330	215,780	

Median Price



Month	2021	2022	2023
January	139,900	172,000	250,000
February	142,500	274,900	199,000
March	252,500	219,900	232,250
April	104,750	170,000	
May	147,450	251,000	
June	250,000	240,000	
July	249,900	178,250	
August	199,500	169,950	
September	219,900	174,500	
October	171,500	299,750	
November	120,500	110,000	
December	72,500	199,700	



**March
2023**

Sunflower MLS Statistics



Other Sunflower MLS Counties Contracts Written Analysis

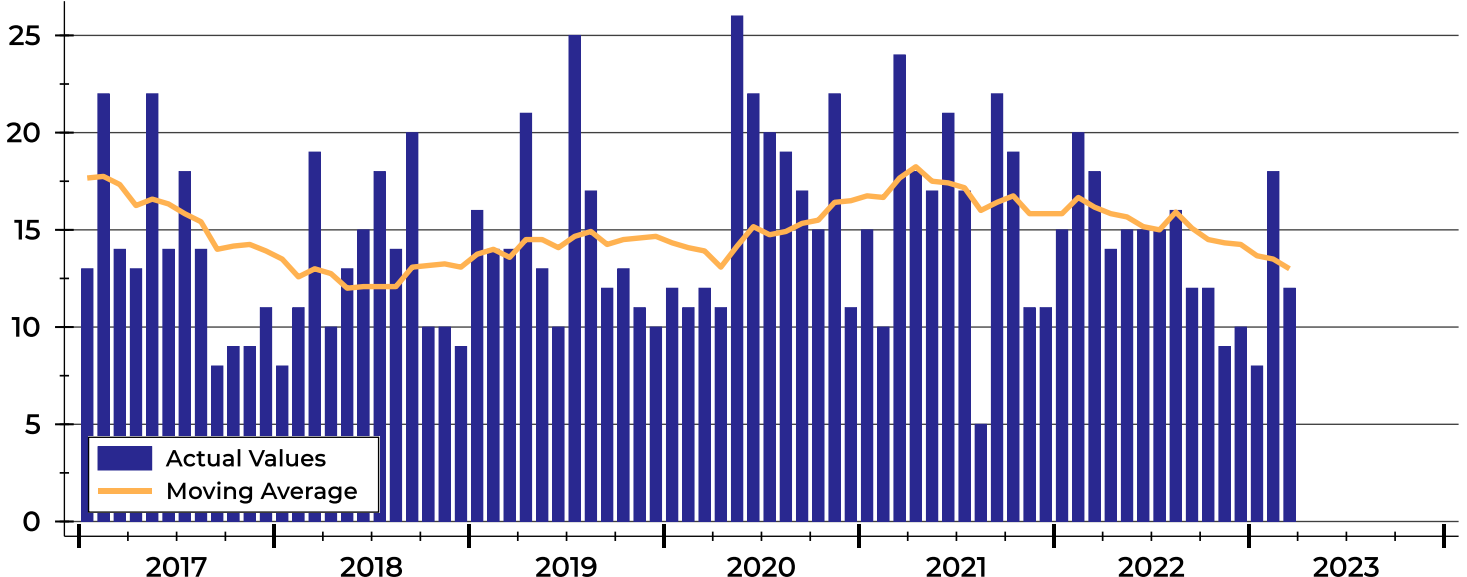
Summary Statistics for Contracts Written		2023	March 2022	Change	2023	Year-to-Date 2022	Change
Contracts Written		12	18	-33.3%	38	53	-28.3%
Volume (1,000s)		2,229	3,749	-40.5%	7,424	12,003	-38.1%
Average	Sale Price	185,725	208,275	-10.8%	195,372	226,467	-13.7%
	Days on Market	45	13	246.2%	38	24	58.3%
	Percent of Original	93.9%	98.9%	-5.1%	93.7%	97.8%	-4.2%
Median	Sale Price	184,950	168,950	9.5%	197,125	185,000	6.6%
	Days on Market	22	4	450.0%	13	7	85.7%
	Percent of Original	100.0%	100.0%	0.0%	100.0%	100.0%	0.0%

A total of 12 contracts for sale were written in other counties in the Sunflower MLS during the month of March, down from 18 in 2022. The median list price of these homes was \$184,950, up from \$168,950 the prior year.

Half of the homes that went under contract in March were on the market less than 22 days, compared to 4 days in March 2022.

History of Contracts Written

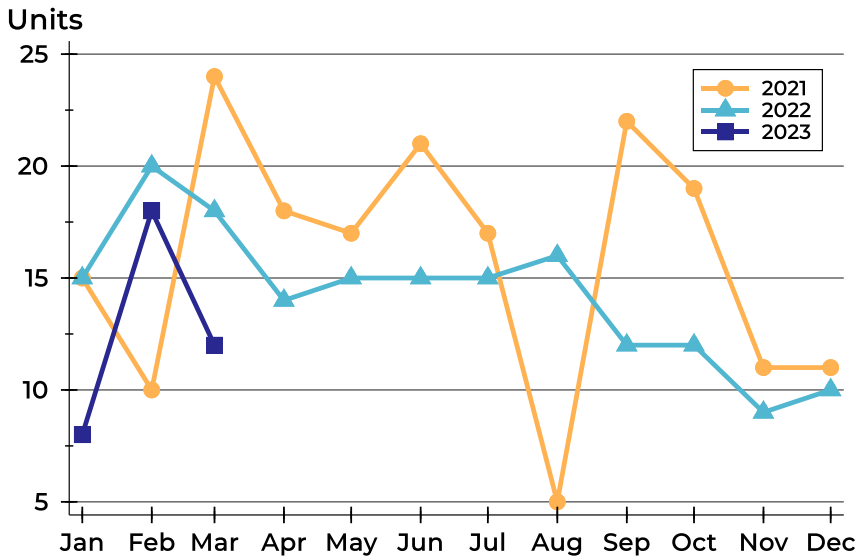
Units





Other Sunflower MLS Counties Contracts Written Analysis

Contracts Written by Month



Month	2021	2022	2023
January	15	15	8
February	10	20	18
March	24	18	12
April	18	14	
May	17	15	
June	21	15	
July	17	15	
August	5	16	
September	22	12	
October	19	12	
November	11	9	
December	11	10	

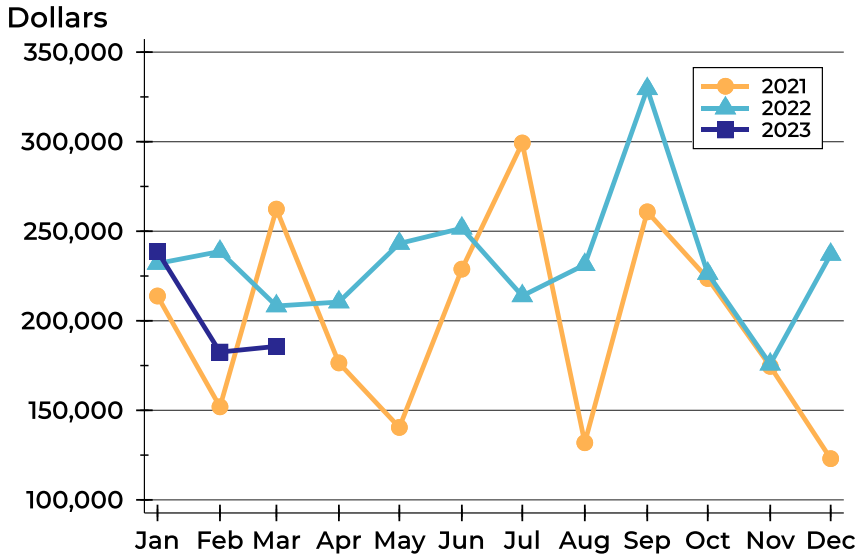
Contracts Written by Price Range

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	4	33.3%	71,500	72,250	78	22	84.5%	87.7%
\$100,000-\$124,999	1	8.3%	109,900	109,900	107	107	100.0%	100.0%
\$125,000-\$149,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$150,000-\$174,999	1	8.3%	159,900	159,900	31	31	96.3%	96.3%
\$175,000-\$199,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$200,000-\$249,999	3	25.0%	231,333	235,000	21	27	97.5%	97.6%
\$250,000-\$299,999	2	16.7%	294,450	294,450	10	10	100.0%	100.0%
\$300,000-\$399,999	1	8.3%	390,000	390,000	6	6	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



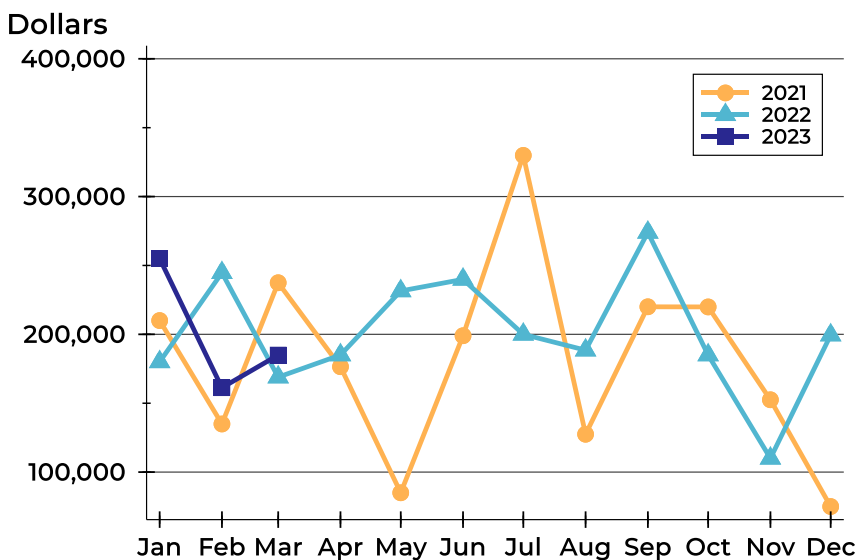
Other Sunflower MLS Counties Contracts Written Analysis

Average Price



Month	2021	2022	2023
January	213,840	231,987	238,744
February	151,970	238,700	182,528
March	262,350	208,275	185,725
April	176,483	210,464	
May	140,453	243,174	
June	228,843	251,680	
July	299,271	213,920	
August	131,899	231,319	
September	260,823	329,542	
October	223,611	226,425	
November	174,564	175,744	
December	123,018	237,040	

Median Price

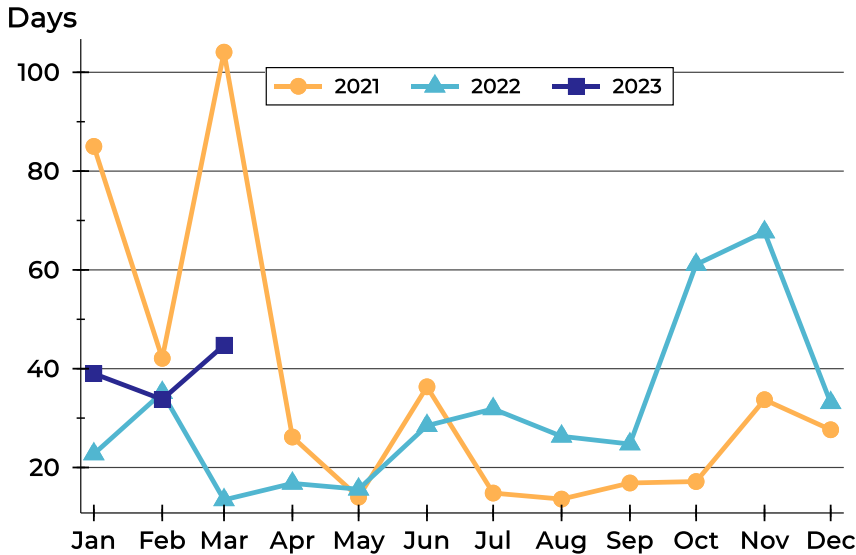


Month	2021	2022	2023
January	210,000	180,000	255,000
February	134,950	244,700	161,250
March	237,450	168,950	184,950
April	176,500	185,000	
May	85,000	231,500	
June	199,000	239,900	
July	329,900	200,000	
August	127,500	188,500	
September	220,000	274,000	
October	219,900	185,000	
November	152,500	110,000	
December	75,000	199,450	



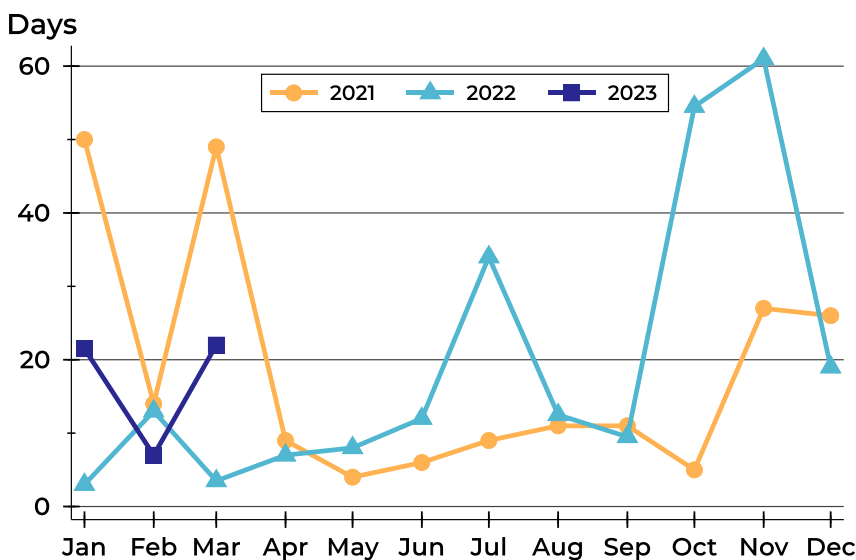
Other Sunflower MLS Counties Contracts Written Analysis

Average DOM



Month	2021	2022	2023
January	85	23	39
February	42	35	34
March	104	13	45
April	26	17	
May	14	16	
June	36	28	
July	15	32	
August	14	26	
September	17	25	
October	17	61	
November	34	68	
December	28	33	

Median DOM



Month	2021	2022	2023
January	50	3	22
February	14	13	7
March	49	4	22
April	9	7	
May	4	8	
June	6	12	
July	9	34	
August	11	13	
September	11	10	
October	5	55	
November	27	61	
December	26	19	



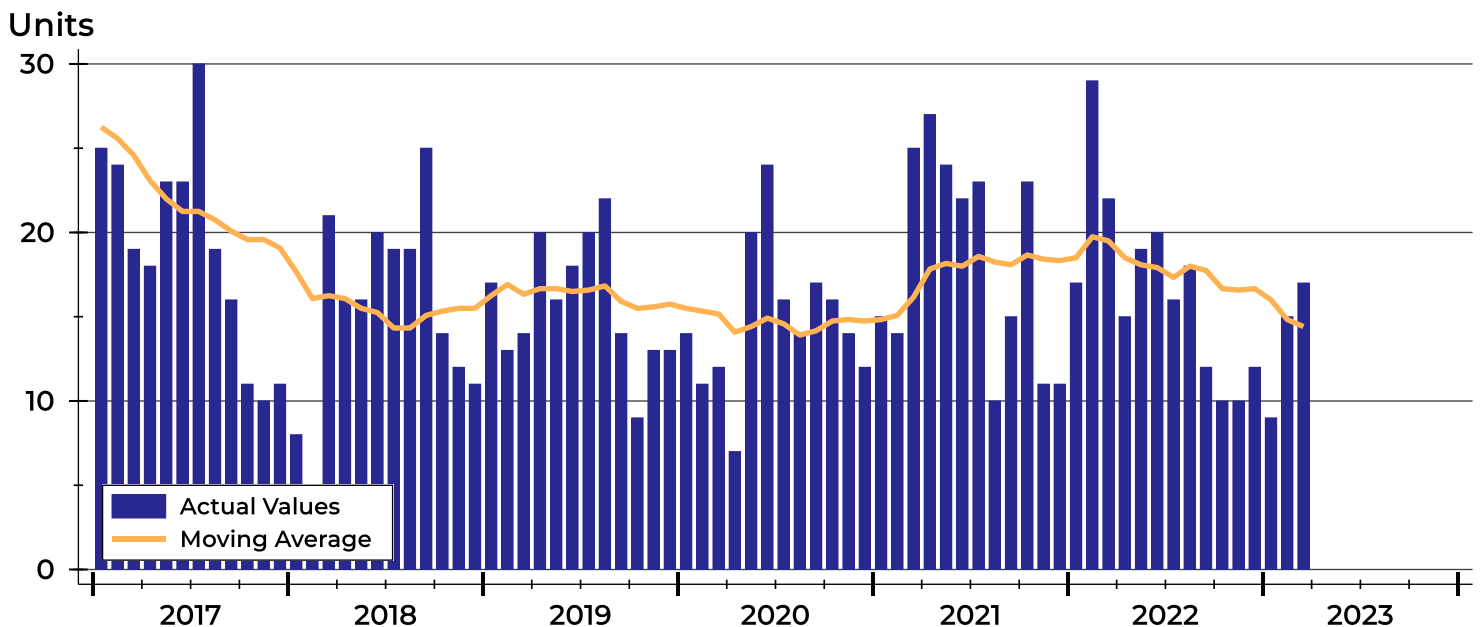
Other Sunflower MLS Counties Pending Contracts Analysis

Summary Statistics for Pending Contracts		2023	End of March 2022	Change
Pending Contracts		17	22	-22.7%
Volume (1,000s)		3,175	5,211	-39.1%
Average	List Price	186,759	236,875	-21.2%
	Days on Market	39	34	14.7%
	Percent of Original	98.4%	99.9%	-1.5%
Median	List Price	172,500	224,900	-23.3%
	Days on Market	18	13	38.5%
	Percent of Original	100.0%	100.0%	0.0%

A total of 17 listings in other counties in the Sunflower MLS had contracts pending at the end of March, down from 22 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.

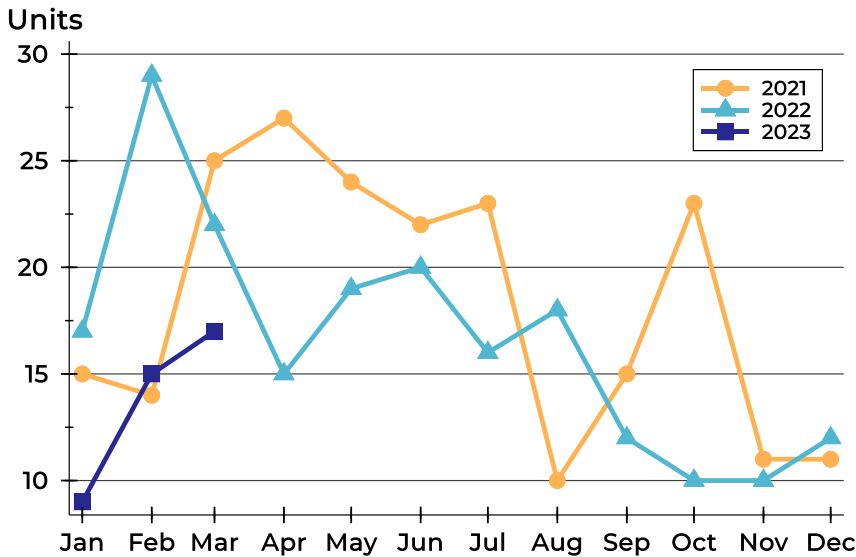
History of Pending Contracts





Other Sunflower MLS Counties Pending Contracts Analysis

Pending Contracts by Month



Month	2021	2022	2023
January	15	17	9
February	14	29	15
March	25	22	17
April	27	15	
May	24	19	
June	22	20	
July	23	16	
August	10	18	
September	15	12	
October	23	10	
November	11	10	
December	11	12	

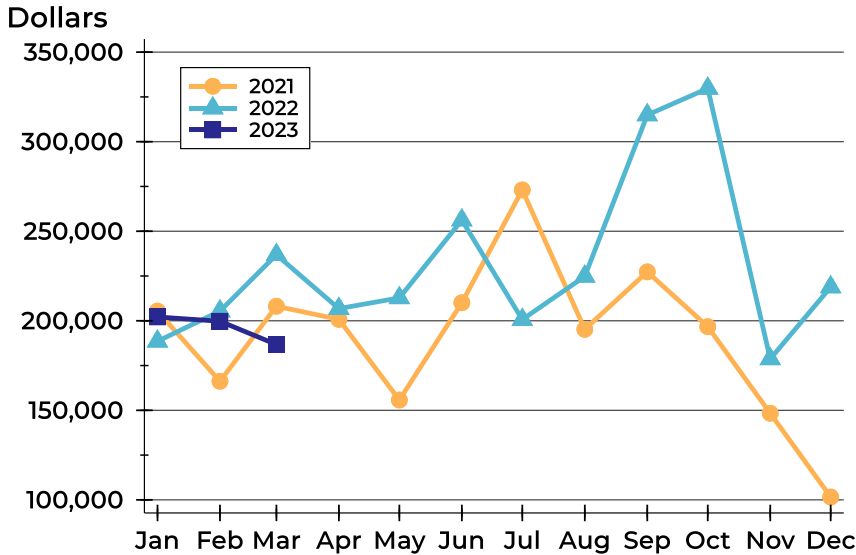
Pending Contracts by Price Range

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	35.3%	70,558	72,875	43	30	96.5%	100.0%
\$100,000-\$124,999	1	5.9%	109,900	109,900	107	107	100.0%	100.0%
\$125,000-\$149,999	1	5.9%	142,500	142,500	14	14	100.0%	100.0%
\$150,000-\$174,999	1	5.9%	172,500	172,500	2	2	100.0%	100.0%
\$175,000-\$199,999	1	5.9%	194,750	194,750	6	6	100.0%	100.0%
\$200,000-\$249,999	3	17.6%	231,333	235,000	21	27	98.3%	100.0%
\$250,000-\$299,999	2	11.8%	294,450	294,450	10	10	100.0%	100.0%
\$300,000-\$399,999	1	5.9%	390,000	390,000	6	6	100.0%	100.0%
\$400,000-\$499,999	1	5.9%	459,000	459,000	185	185	100.0%	100.0%
\$500,000-\$749,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$750,000-\$999,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



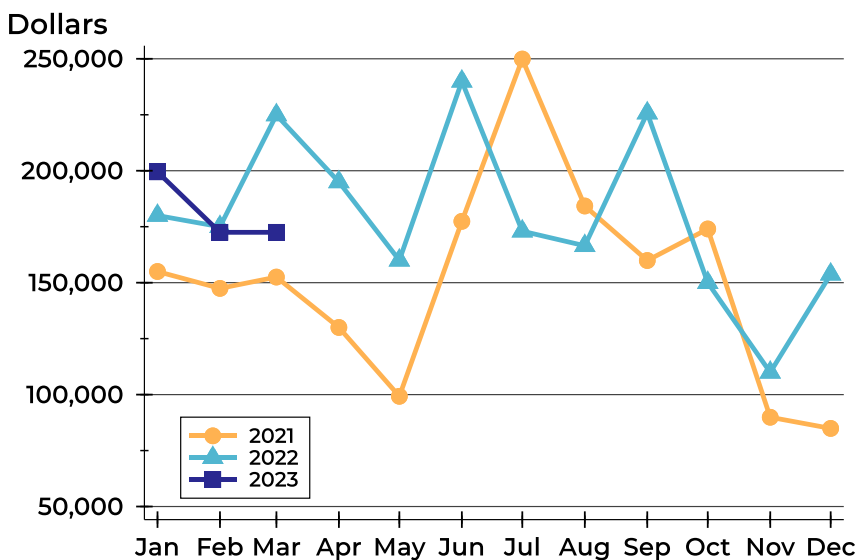
Other Sunflower MLS Counties Pending Contracts Analysis

Average Price



Month	2021	2022	2023
January	205,413	188,541	202,144
February	166,214	205,390	199,740
March	208,124	236,875	186,759
April	200,781	206,793	
May	155,771	212,785	
June	210,091	256,226	
July	273,059	200,675	
August	195,240	224,806	
September	227,313	314,917	
October	196,713	329,760	
November	148,364	178,710	
December	101,600	218,850	

Median Price

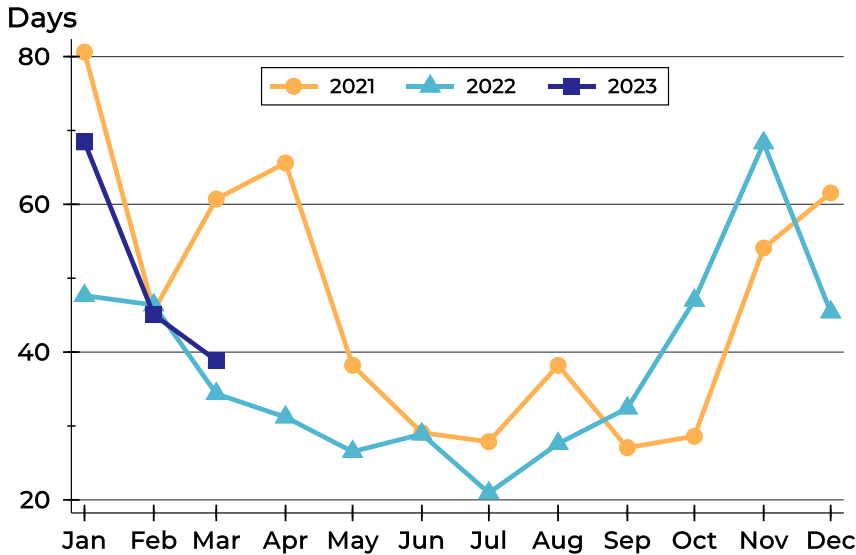


Month	2021	2022	2023
January	155,000	180,000	199,500
February	147,450	175,000	172,500
March	152,500	224,900	172,500
April	130,000	195,000	
May	99,250	160,000	
June	177,400	239,950	
July	249,900	173,000	
August	184,250	166,500	
September	159,900	225,750	
October	174,000	150,000	
November	89,900	109,950	
December	84,900	153,750	



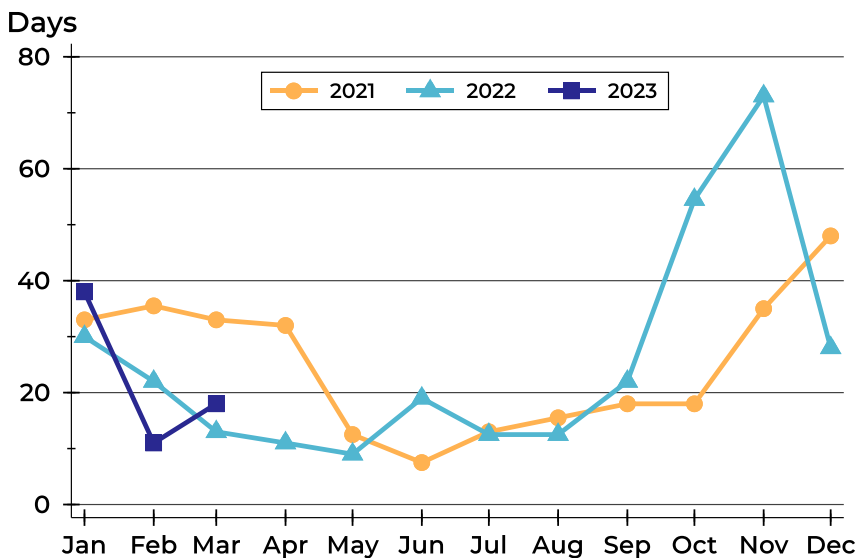
Other Sunflower MLS Counties Pending Contracts Analysis

Average DOM



Month	2021	2022	2023
January	81	48	68
February	46	46	45
March	61	34	39
April	66	31	
May	38	27	
June	29	29	
July	28	21	
August	38	28	
September	27	32	
October	29	47	
November	54	68	
December	62	45	

Median DOM



Month	2021	2022	2023
January	33	30	38
February	36	22	11
March	33	13	18
April	32	11	
May	13	9	
June	8	19	
July	13	13	
August	16	13	
September	18	22	
October	18	55	
November	35	73	
December	48	28	



**March
2023**

Sunflower MLS Statistics



Pottawatomie County Housing Report



Market Overview

Pottawatomie County Home Sales Remained Constant in March

Total home sales in Pottawatomie County remained at 2 units last month, the same as in March 2022. Total sales volume was \$0.3 million, up from a year earlier.

The median sale price in March was \$138,750, up from \$128,500 a year earlier. Homes that sold in March were typically on the market for 67 days and sold for 79.2% of their list prices.

Pottawatomie County Active Listings Up at End of March

The total number of active listings in Pottawatomie County at the end of March was 13 units, up from 4 at the same point in 2022. This represents a 5.8 months' supply of homes available for sale. The median list price of homes on the market at the end of March was \$279,000.

During March, a total of 5 contracts were written up from 2 in March 2022. At the end of the month, there were 5 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



Pottawatomie County 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		2 0.0%	2 -33.3%	3 0.0%	7 0.0%	7 16.7%	6 0.0%
Active Listings Change from prior year		13 225.0%	4 -20.0%	5 -80.0%	N/A	N/A	N/A
Months' Supply Change from prior year		5.8 383.3%	1.2 -25.0%	1.6 -85.6%	N/A	N/A	N/A
New Listings Change from prior year		7 133.3%	3 0.0%	3 -66.7%	14 27.3%	11 0.0%	11 -35.3%
Contracts Written Change from prior year		5 150.0%	2 -33.3%	3 0.0%	9 12.5%	8 -27.3%	11 37.5%
Pending Contracts Change from prior year		5 66.7%	3 -50.0%	6 100.0%	N/A	N/A	N/A
Sales Volume (1,000s) Change from prior year		278 8.2%	257 -51.1%	526 -12.3%	1,166 -15.6%	1,381 10.8%	1,246 45.7%
Average	Sale Price Change from prior year	138,750 8.0%	128,500 -26.7%	175,223 -12.4%	166,610 -15.5%	197,286 -5.0%	207,612 45.7%
	List Price of Actives Change from prior year	339,271 39.3%	243,500 -44.2%	436,300 114.4%	N/A	N/A	N/A
	Days on Market Change from prior year	67 857.1%	7 -95.9%	170 19.7%	48 54.8%	31 -82.6%	178 79.8%
	Percent of List Change from prior year	79.2% -9.7%	87.7% -10.5%	98.0% 1.6%	90.6% -5.0%	95.4% 2.3%	93.3% -4.0%
	Percent of Original Change from prior year	71.9% -18.0%	87.7% -10.5%	98.0% 9.4%	88.1% -7.0%	94.7% 5.6%	89.7% -2.3%
Median	Sale Price Change from prior year	138,750 8.0%	128,500 -15.5%	152,000 -14.6%	167,500 -15.8%	199,000 3.2%	192,835 91.7%
	List Price of Actives Change from prior year	279,000 26.8%	220,000 10.6%	199,000 30.9%	N/A	N/A	N/A
	Days on Market Change from prior year	67 857.1%	7 -75.9%	29 -80.3%	41 310.0%	10 -60.0%	25 -62.1%
	Percent of List Change from prior year	79.2% -9.7%	87.7% -11.8%	99.4% 1.4%	95.3% -0.9%	96.2% -0.3%	96.5% -2.2%
	Percent of Original Change from prior year	71.9% -18.0%	87.7% -11.8%	99.4% 15.6%	95.3% -0.9%	96.2% -0.3%	96.5% 6.2%

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



Pottawatomie County Closed Listings Analysis

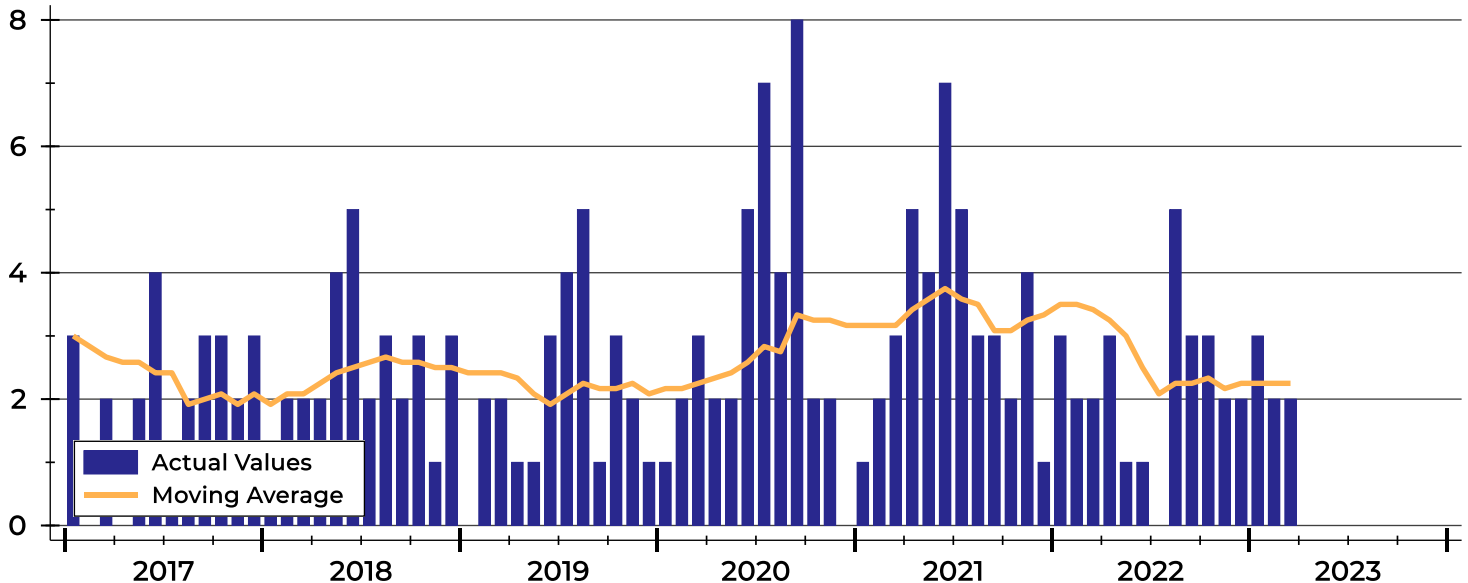
Summary Statistics for Closed Listings		2023	March 2022	Change	2023	Year-to-Date 2022	Change
Closed Listings		2	2	0.0%	7	7	0.0%
Volume (1,000s)		278	257	8.2%	1,166	1,381	-15.6%
Months' Supply		5.8	1.2	383.3%	N/A	N/A	N/A
Average	Sale Price	138,750	128,500	8.0%	166,610	197,286	-15.5%
	Days on Market	67	7	857.1%	48	31	54.8%
	Percent of List	79.2%	87.7%	-9.7%	90.6%	95.4%	-5.0%
	Percent of Original	71.9%	87.7%	-18.0%	88.1%	94.7%	-7.0%
Median	Sale Price	138,750	128,500	8.0%	167,500	199,000	-15.8%
	Days on Market	67	7	857.1%	41	10	310.0%
	Percent of List	79.2%	87.7%	-9.7%	95.3%	96.2%	-0.9%
	Percent of Original	71.9%	87.7%	-18.0%	95.3%	96.2%	-0.9%

A total of 2 homes sold in Pottawatomie County in March, showing no change from March 2022. Total sales volume was essentially unchanged from the previous year's figure of \$0.3 million.

The median sales price in March was \$138,750, up 8.0% compared to the prior year. Median days on market was 67 days, down from 81 days in February, but up from 7 in March 2022.

History of Closed Listings

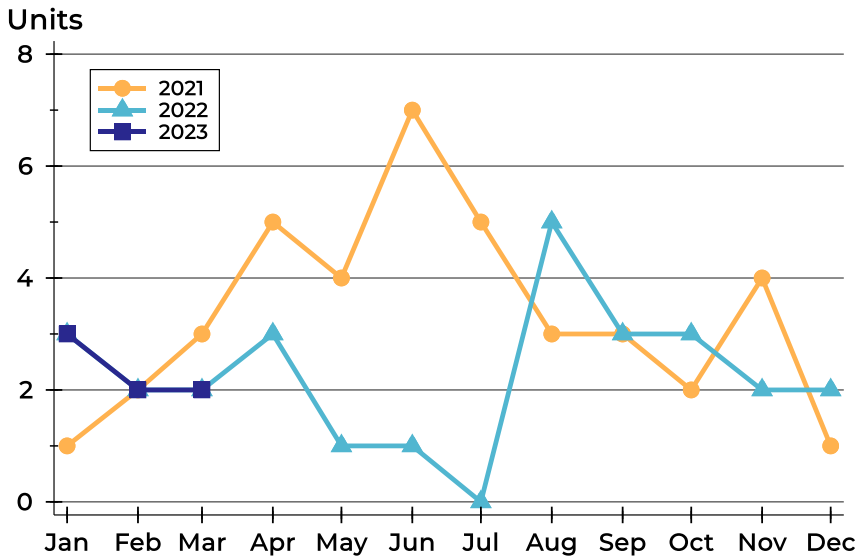
Units





Pottawatomie County Closed Listings Analysis

Closed Listings by Month



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

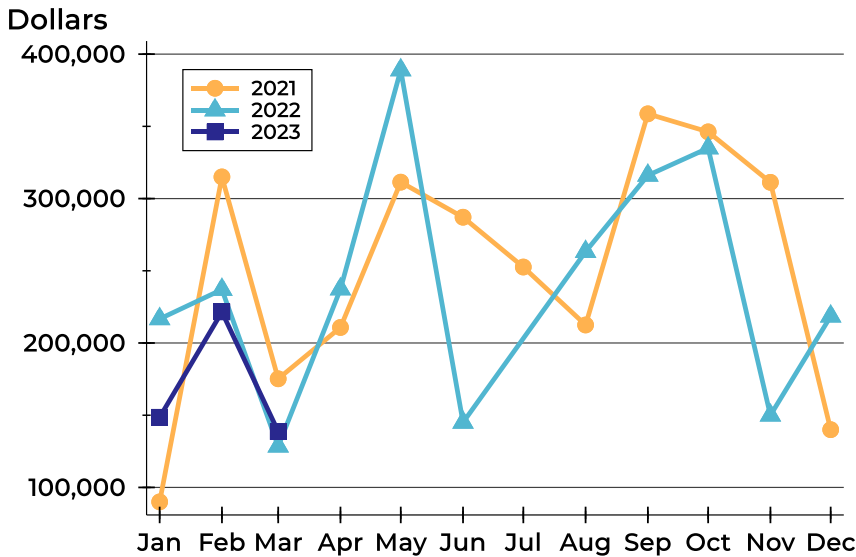
Closed Listings by Price Range

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	1	50.0%	0.0	52,500	52,500	130	130	58.3%	58.3%	43.8%	43.8%
\$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	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$150,000-\$174,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$175,000-\$199,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$200,000-\$249,999	1	50.0%	4.8	225,000	225,000	3	3	100.0%	100.0%	100.0%	100.0%
\$250,000-\$299,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$300,000-\$399,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$400,000-\$499,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$500,000-\$749,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$750,000-\$999,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A



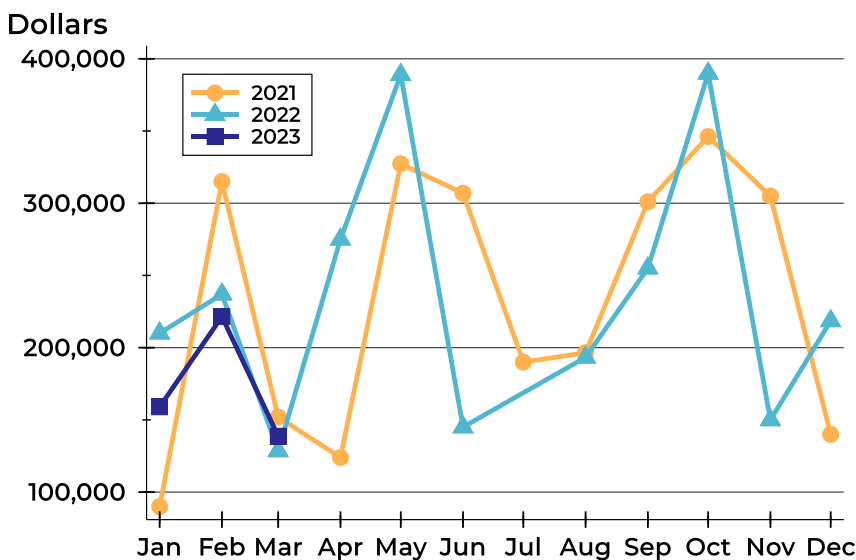
Pottawatomie County Closed Listings Analysis

Average Price



Month	2021	2022	2023
January	90,000	216,667	148,590
February	315,000	237,000	221,500
March	175,223	128,500	138,750
April	210,780	237,333	
May	311,375	389,000	
June	287,100	145,000	
July	252,600	N/A	
August	212,500	263,255	
September	358,667	316,058	
October	346,200	334,967	
November	311,250	149,950	
December	140,000	218,500	

Median Price

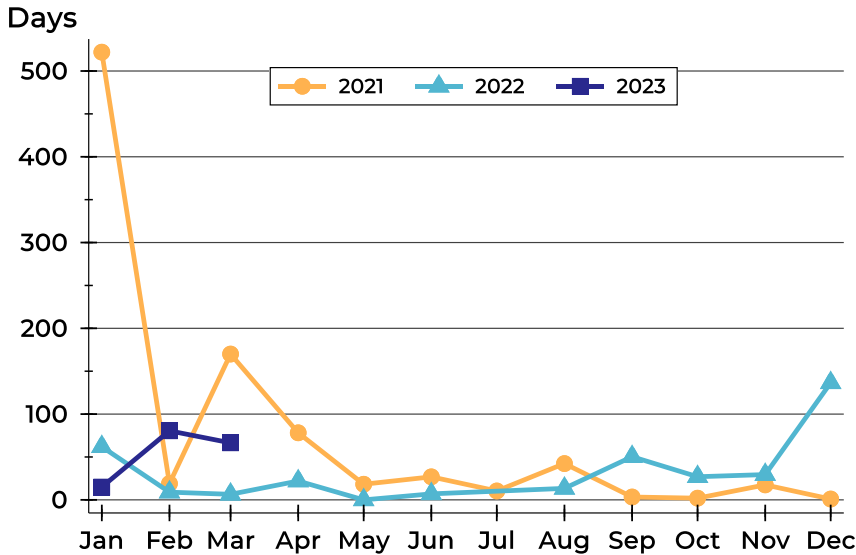


Month	2021	2022	2023
January	90,000	210,000	159,000
February	315,000	237,000	221,500
March	152,000	128,500	138,750
April	124,000	275,000	
May	327,250	389,000	
June	307,000	145,000	
July	190,000	N/A	
August	196,500	193,300	
September	301,000	255,000	
October	346,200	389,900	
November	305,000	149,950	
December	140,000	218,500	



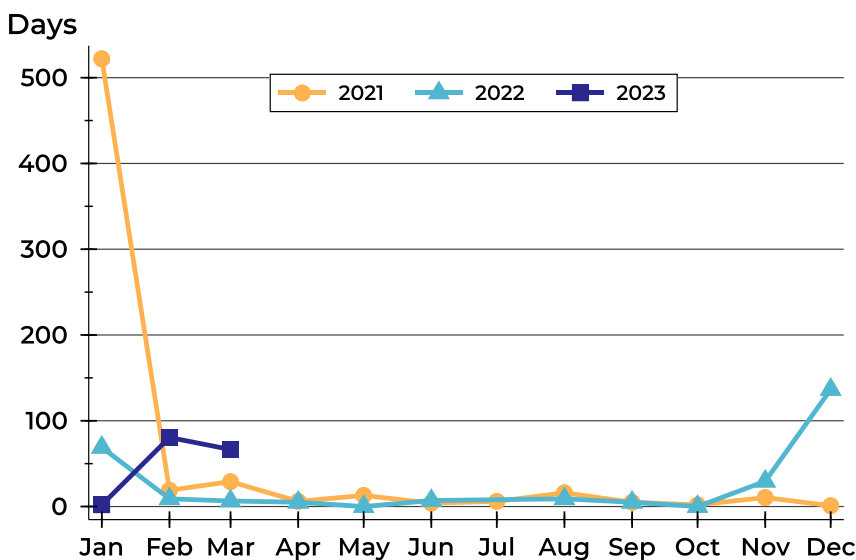
Pottawatomie County Closed Listings Analysis

Average DOM



Month	2021	2022	2023
January	522	62	15
February	19	9	81
March	170	7	67
April	78	22	
May	18	N/A	
June	27	7	
July	10	N/A	
August	42	13	
September	3	50	
October	2	27	
November	18	30	
December	1	137	

Median DOM



Month	2021	2022	2023
January	522	69	2
February	19	9	81
March	29	7	67
April	6	5	
May	13	N/A	
June	4	7	
July	6	N/A	
August	16	9	
September	5	5	
October	2	N/A	
November	11	30	
December	1	137	



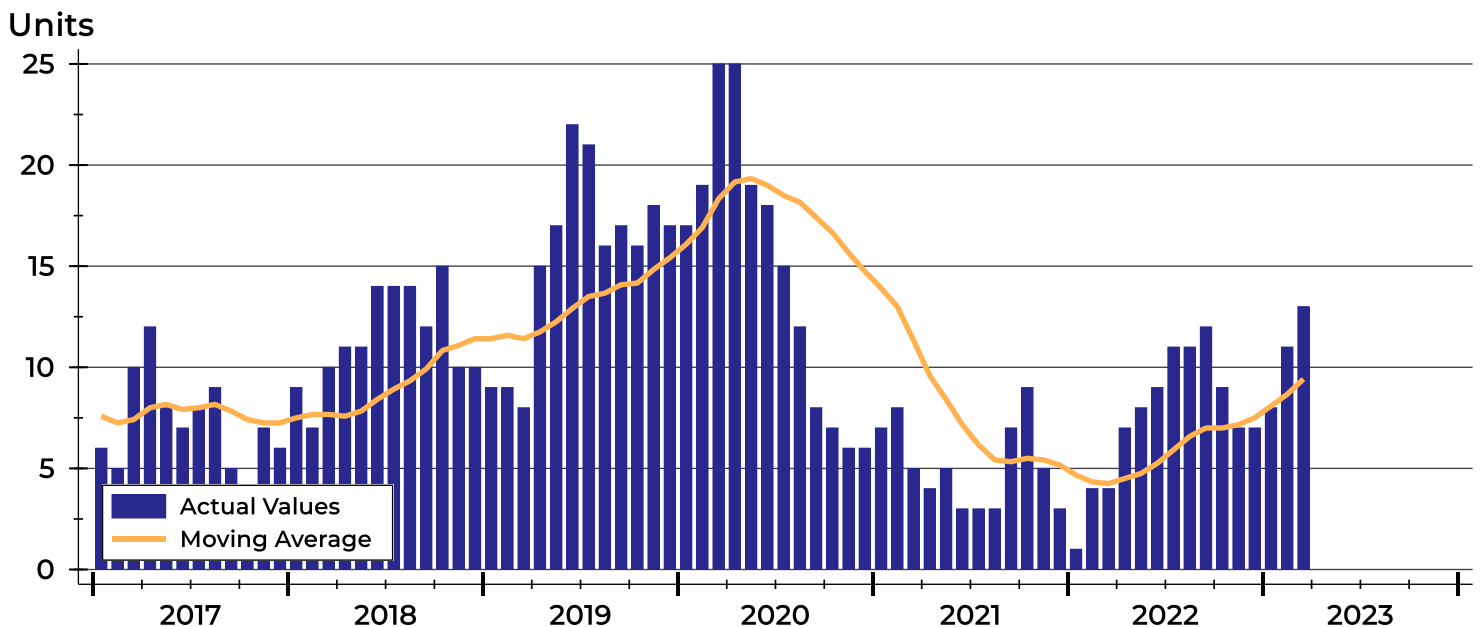
Pottawatomie County Active Listings Analysis

Summary Statistics for Active Listings		2023	End of March 2022	Change
Active Listings		13	4	225.0%
Volume (1,000s)		4,411	974	352.9%
Months' Supply		5.8	1.2	383.3%
Average	List Price	339,271	243,500	39.3%
	Days on Market	68	14	385.7%
	Percent of Original	97.5%	100.0%	-2.5%
Median	List Price	279,000	220,000	26.8%
	Days on Market	46	5	820.0%
	Percent of Original	100.0%	100.0%	0.0%

A total of 13 homes were available for sale in Pottawatomie County at the end of March. This represents a 5.8 months' supply of active listings.

The median list price of homes on the market at the end of March was \$279,000, up 26.8% from 2022. The typical time on market for active listings was 46 days, up from 5 days a year earlier.

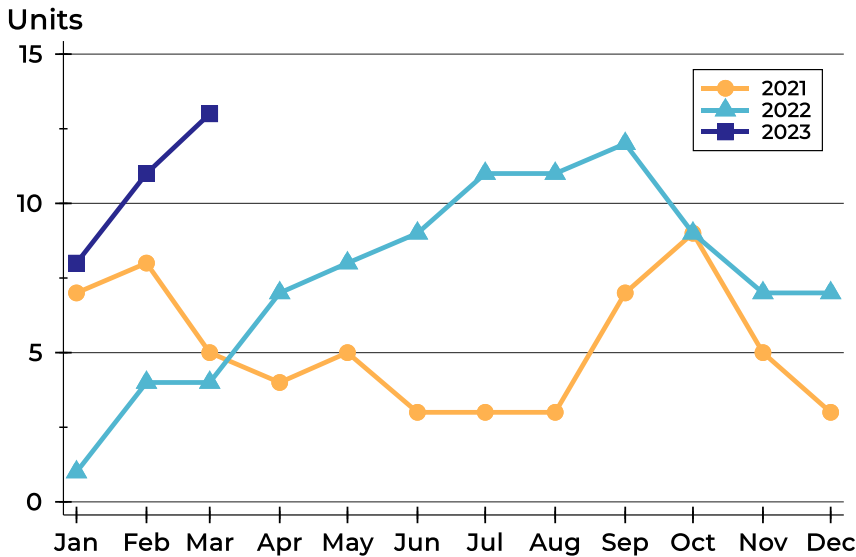
History of Active Listings





Pottawatomie County Active Listings Analysis

Active Listings by Month



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

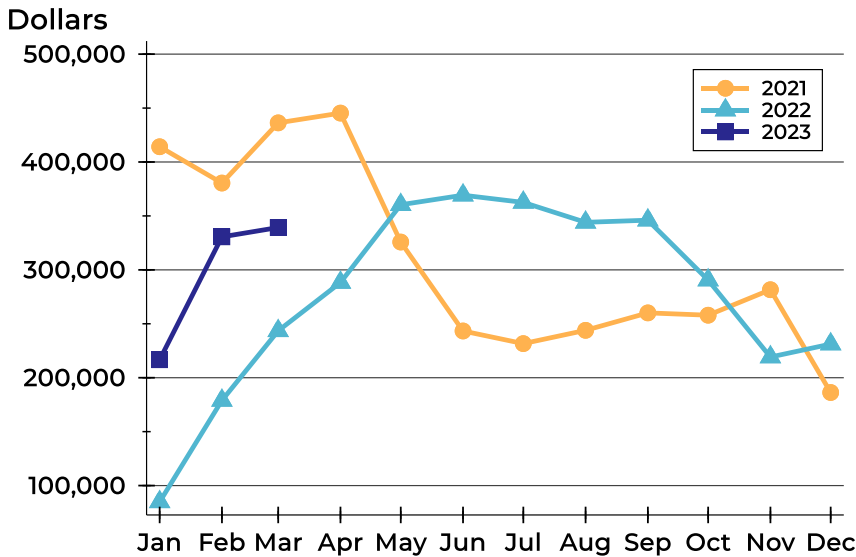
Active Listings by Price Range

Price Range	Active Listings Number	Percent	Months' Supply	List Price Average	Median	Days on Market Avg.	Med.	Price as % of Orig. Avg.	Med.
Below \$25,000	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$25,000-\$49,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$50,000-\$99,999	0	0.0%	0.0	N/A	N/A	N/A	N/A	N/A	N/A
\$100,000-\$124,999	1	7.7%	N/A	110,000	110,000	14	14	100.0%	100.0%
\$125,000-\$149,999	2	15.4%	N/A	134,950	134,950	116	116	90.0%	90.0%
\$150,000-\$174,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$175,000-\$199,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$200,000-\$249,999	2	15.4%	4.8	200,000	200,000	74	74	94.4%	94.4%
\$250,000-\$299,999	2	15.4%	N/A	267,000	267,000	66	66	100.0%	100.0%
\$300,000-\$399,999	1	7.7%	N/A	350,000	350,000	59	59	100.0%	100.0%
\$400,000-\$499,999	3	23.1%	N/A	453,167	449,500	72	40	100.0%	100.0%
\$500,000-\$749,999	2	15.4%	N/A	693,563	693,563	42	42	99.5%	99.5%
\$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



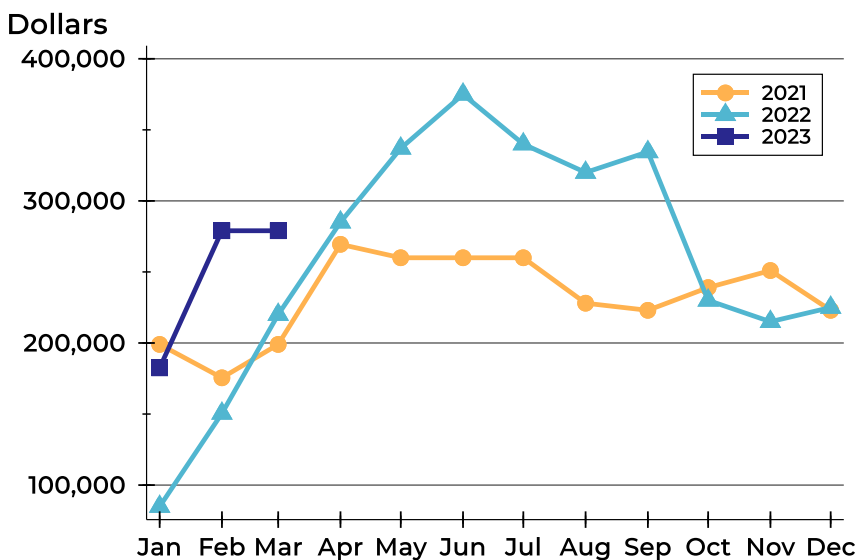
Pottawatomie County Active Listings Analysis

Average Price



Month	2021	2022	2023
January	414,142	84,900	216,675
February	380,499	178,950	330,602
March	436,300	243,500	339,271
April	445,350	288,286	
May	325,800	360,375	
June	243,333	369,222	
July	231,633	362,545	
August	243,967	344,073	
September	260,129	346,088	
October	257,978	290,506	
November	281,580	219,186	
December	186,300	231,186	

Median Price

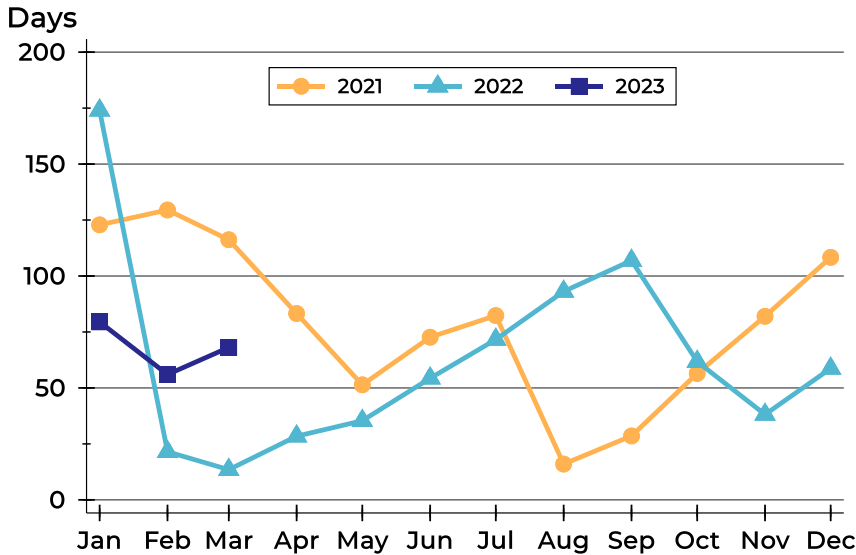


Month	2021	2022	2023
January	199,000	84,900	182,500
February	175,500	150,450	279,000
March	199,000	220,000	279,000
April	269,450	285,000	
May	260,000	337,000	
June	260,000	375,000	
July	260,000	340,000	
August	228,000	320,000	
September	223,000	334,500	
October	239,000	230,000	
November	251,000	215,000	
December	223,000	225,000	



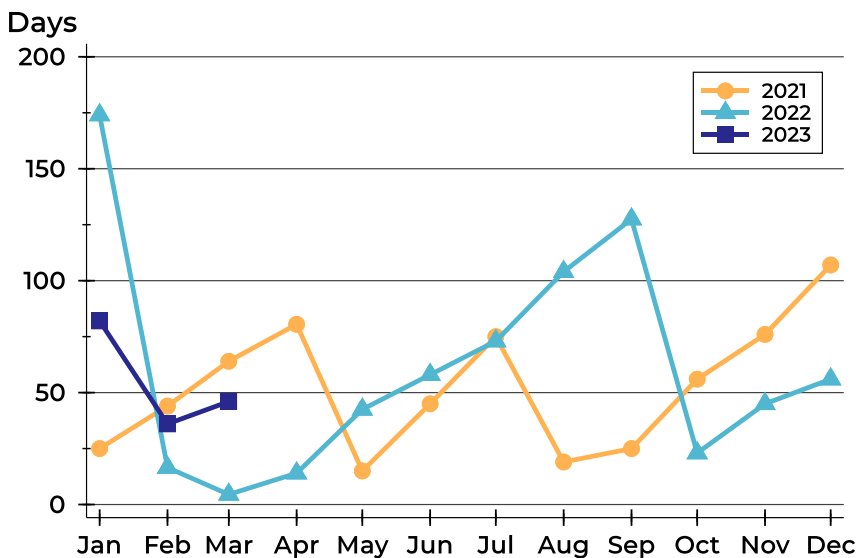
Pottawatomie County Active Listings Analysis

Average DOM



Month	2021	2022	2023
January	123	174	80
February	130	22	56
March	116	14	68
April	83	28	
May	51	35	
June	73	54	
July	82	72	
August	16	93	
September	29	107	
October	56	62	
November	82	38	
December	108	59	

Median DOM

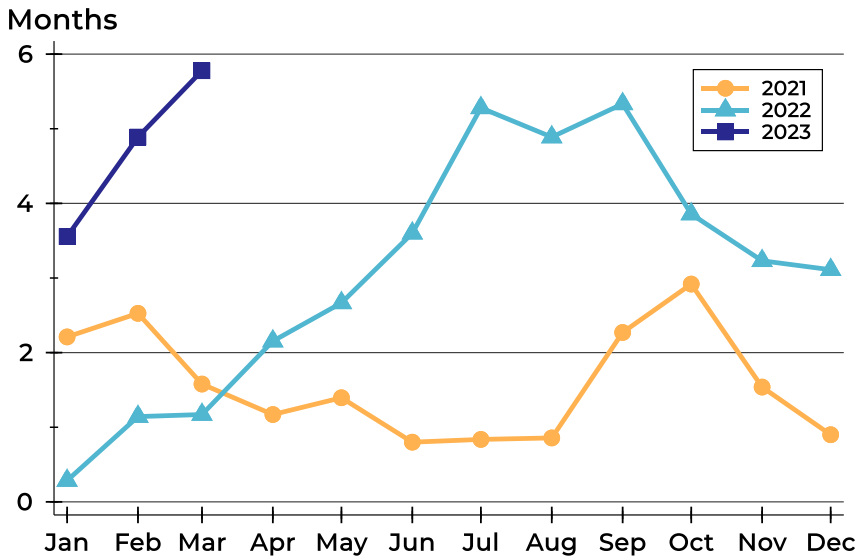


Month	2021	2022	2023
January	25	174	82
February	44	17	36
March	64	5	46
April	81	14	
May	15	43	
June	45	58	
July	75	73	
August	19	104	
September	25	128	
October	56	23	
November	76	45	
December	107	56	



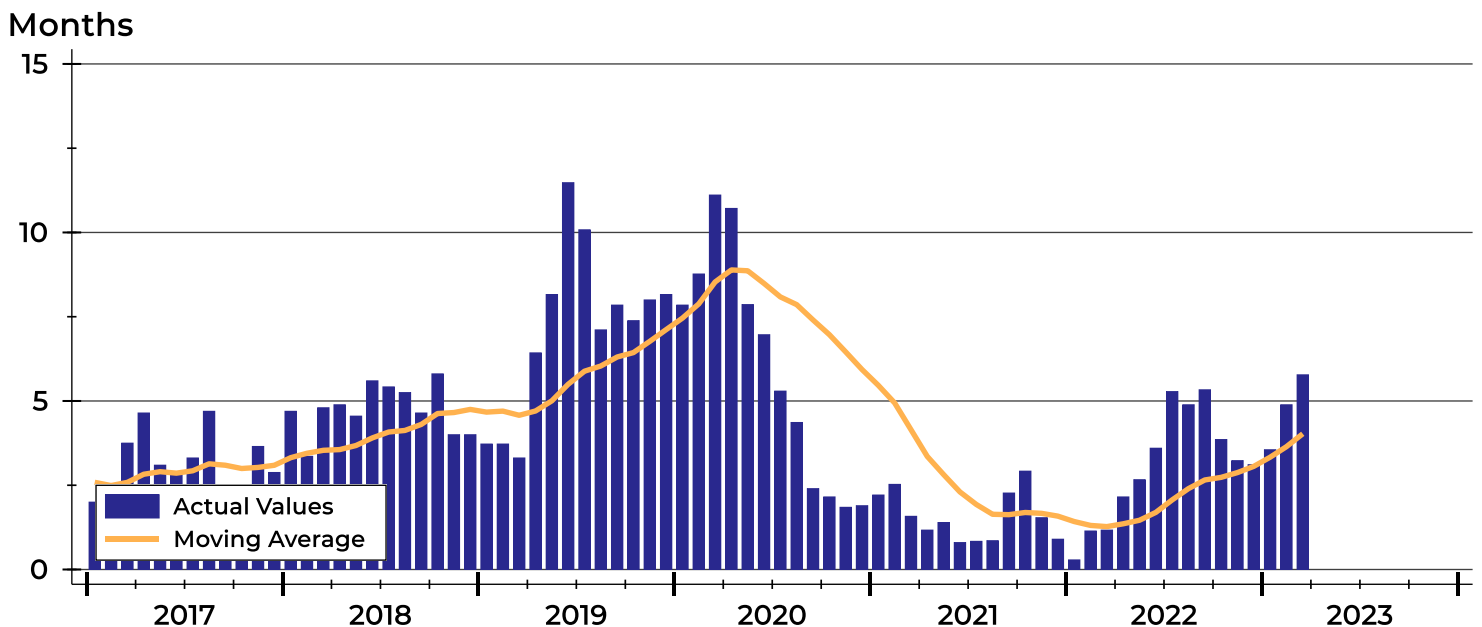
Pottawatomie County Months' Supply Analysis

Months' Supply by Month



Month	2021	2022	2023
January	2.2	0.3	3.6
February	2.5	1.1	4.9
March	1.6	1.2	5.8
April	1.2	2.2	
May	1.4	2.7	
June	0.8	3.6	
July	0.8	5.3	
August	0.9	4.9	
September	2.3	5.3	
October	2.9	3.9	
November	1.5	3.2	
December	0.9	3.1	

History of Month's Supply





Pottawatomie County New Listings Analysis

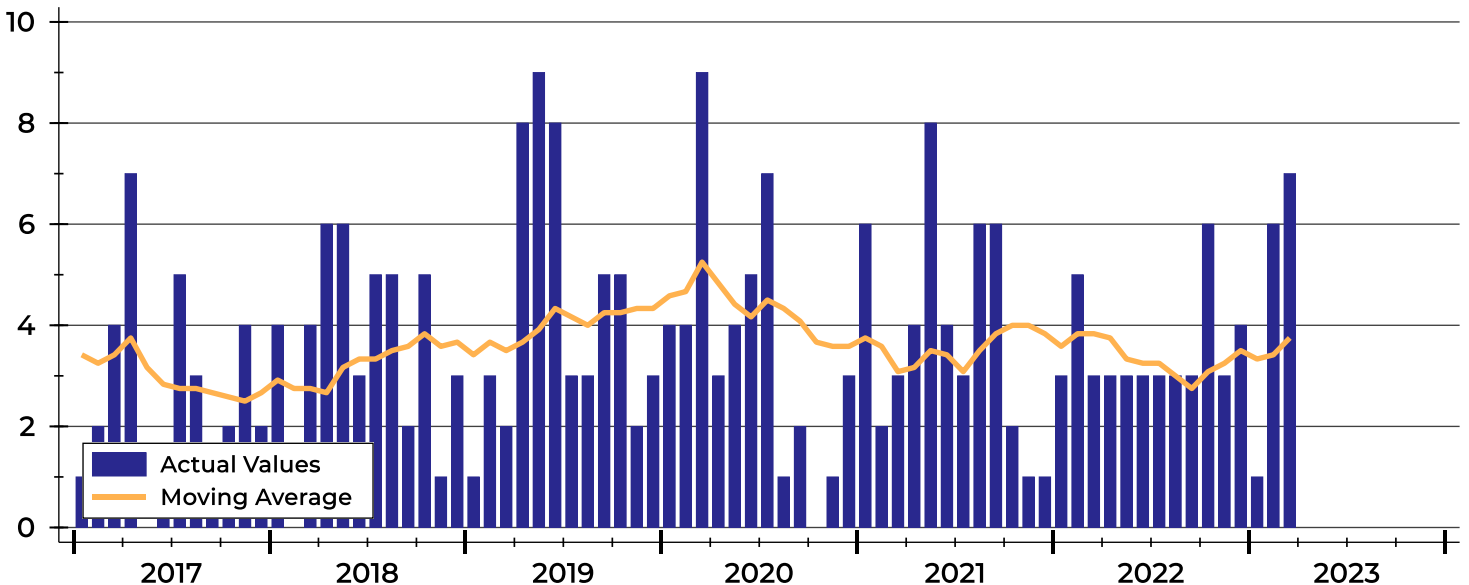
Summary Statistics for New Listings		2023	March 2022	Change
Current Month	New Listings	7	3	133.3%
	Volume (1,000s)	1,753	809	116.7%
	Average List Price	250,429	269,667	-7.1%
	Median List Price	200,000	265,000	-24.5%
Year-to-Date	New Listings	14	11	27.3%
	Volume (1,000s)	4,355	2,795	55.8%
	Average List Price	311,073	254,073	22.4%
	Median List Price	240,000	265,000	-9.4%

A total of 7 new listings were added in Pottawatomie County during March, up 133.3% from the same month in 2022. Year-to-date Pottawatomie County has seen 14 new listings.

The median list price of these homes was \$200,000 down from \$265,000 in 2022.

History of New Listings

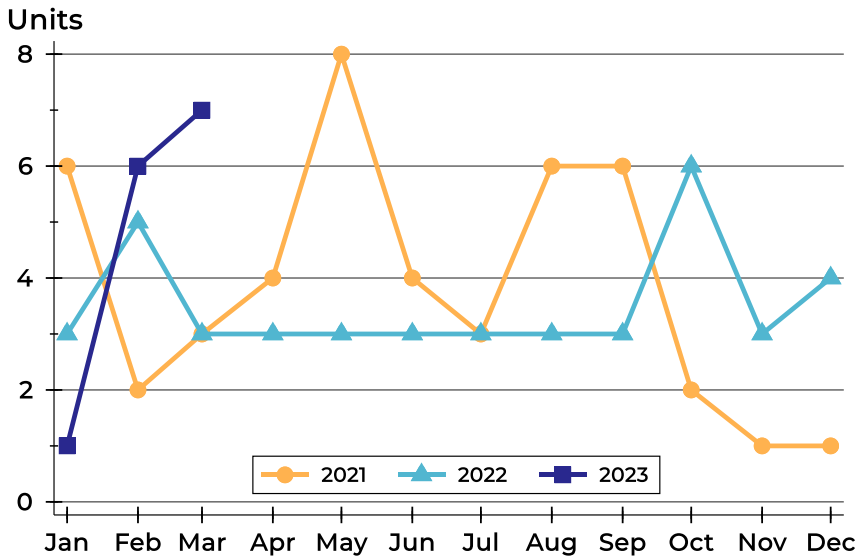
Units





Pottawatomie County New Listings Analysis

New Listings by Month



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

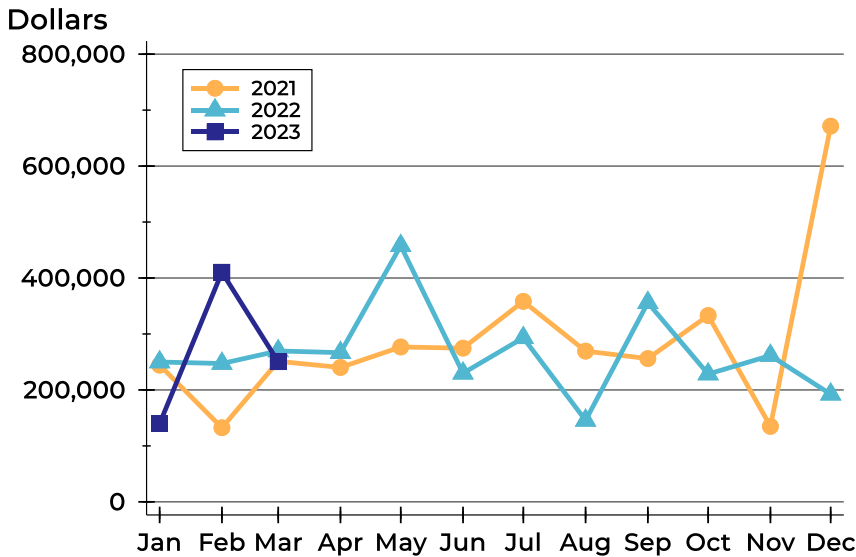
New Listings by Price Range

Price Range	New Listings		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$25,000-\$49,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$50,000-\$99,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$100,000-\$124,999	1	14.3%	110,000	110,000	21	21	100.0%	100.0%
\$125,000-\$149,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$150,000-\$174,999	2	28.6%	159,000	159,000	2	2	100.0%	100.0%
\$175,000-\$199,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$200,000-\$249,999	1	14.3%	200,000	200,000	19	19	100.0%	100.0%
\$250,000-\$299,999	1	14.3%	255,000	255,000	29	29	100.0%	100.0%
\$300,000-\$399,999	1	14.3%	375,000	375,000	17	17	100.0%	100.0%
\$400,000-\$499,999	1	14.3%	495,000	495,000	38	38	100.0%	100.0%
\$500,000-\$749,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$750,000-\$999,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



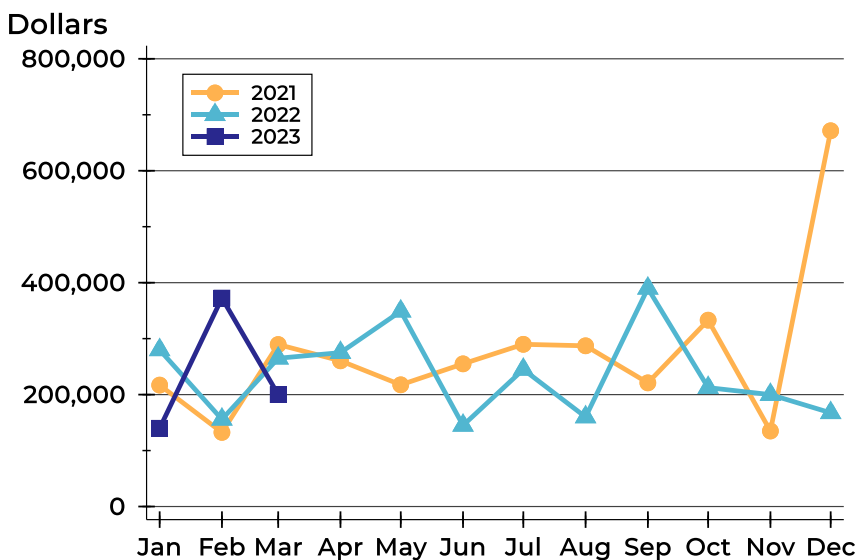
Pottawatomie County New Listings Analysis

Average Price



Month	2021	2022	2023
January	244,316	249,900	139,900
February	132,500	247,220	410,354
March	251,133	269,667	250,429
April	240,175	266,633	
May	276,750	457,667	
June	274,675	229,833	
July	358,300	293,167	
August	269,377	145,617	
September	256,000	355,933	
October	333,000	228,333	
November	135,000	261,500	
December	671,474	192,313	

Median Price



Month	2021	2022	2023
January	217,000	279,900	139,900
February	132,500	155,900	372,500
March	289,500	265,000	200,000
April	260,400	275,000	
May	217,500	349,000	
June	254,950	145,000	
July	289,900	245,000	
August	287,230	159,950	
September	221,000	389,900	
October	333,000	212,500	
November	135,000	200,000	
December	671,474	167,475	



Pottawatomie County Contracts Written Analysis

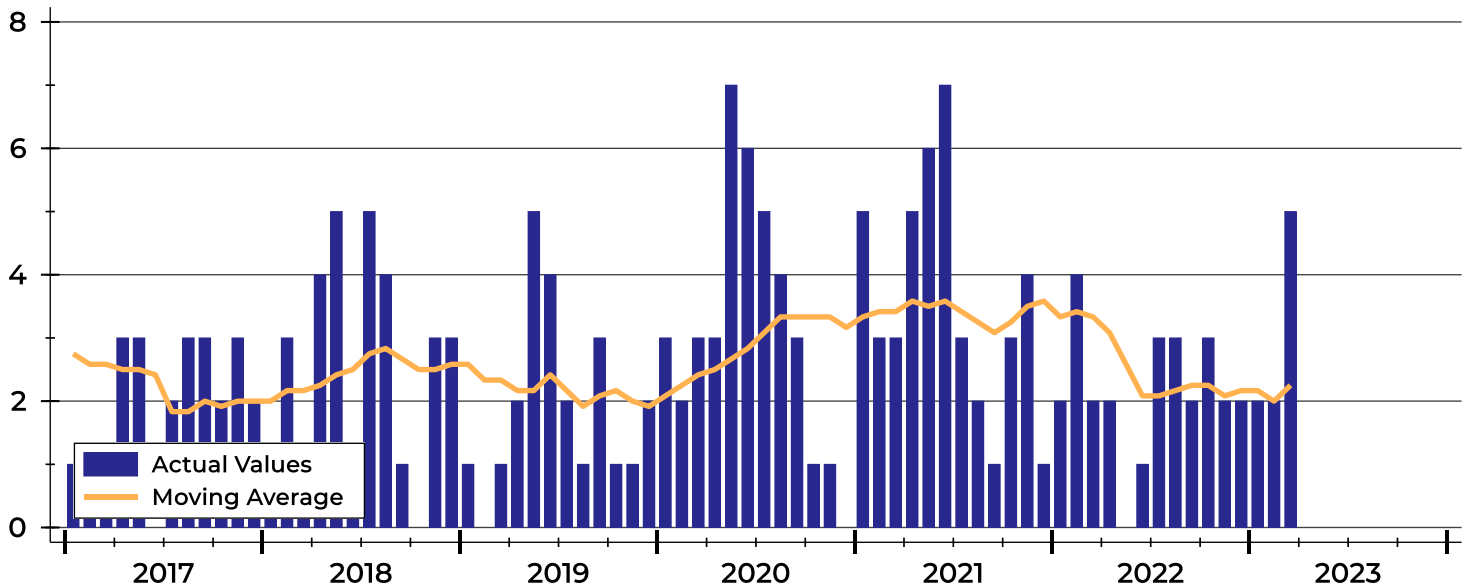
Summary Statistics for Contracts Written		March			Year-to-Date		
		2023	2022	Change	2023	2022	Change
Contracts Written		5	2	150.0%	9	8	12.5%
Volume (1,000s)		963	669	43.9%	1,673	2,230	-25.0%
Average	Sale Price	192,600	334,450	-42.4%	185,878	278,725	-33.3%
	Days on Market	28	30	-6.7%	48	12	300.0%
	Percent of Original	100.0%	103.1%	-3.0%	91.2%	98.4%	-7.3%
Median	Sale Price	163,000	334,450	-51.3%	163,000	277,450	-41.3%
	Days on Market	12	30	-60.0%	17	7	142.9%
	Percent of Original	100.0%	103.1%	-3.0%	100.0%	100.0%	0.0%

A total of 5 contracts for sale were written in Pottawatomie County during the month of March, up from 2 in 2022. The median list price of these homes was \$163,000, down from \$334,450 the prior year.

Half of the homes that went under contract in March were on the market less than 12 days, compared to 30 days in March 2022.

History of Contracts Written

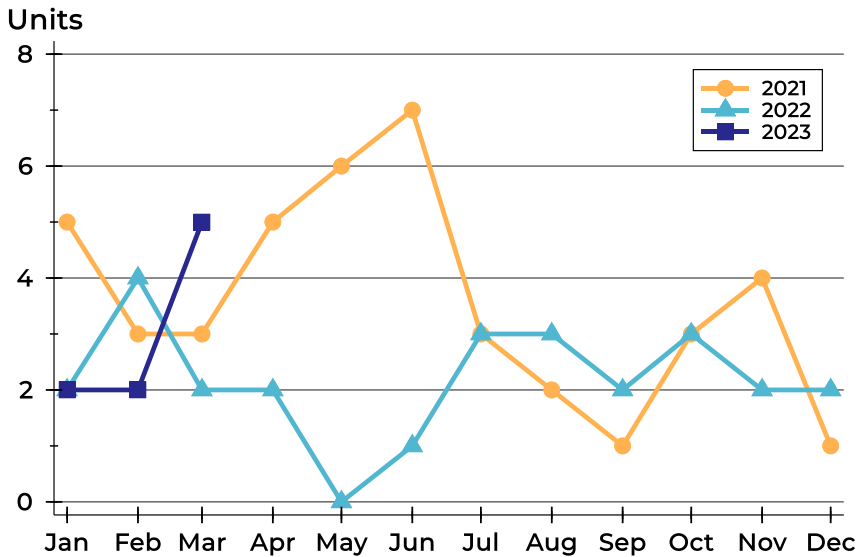
Units





Pottawatomie County Contracts Written Analysis

Contracts Written by Month



Month	2021	2022	2023
January	5	2	2
February	3	4	2
March	3	2	5
April	5	2	
May	6	N/A	
June	7	1	
July	3	3	
August	2	3	
September	1	2	
October	3	3	
November	4	2	
December	1	2	

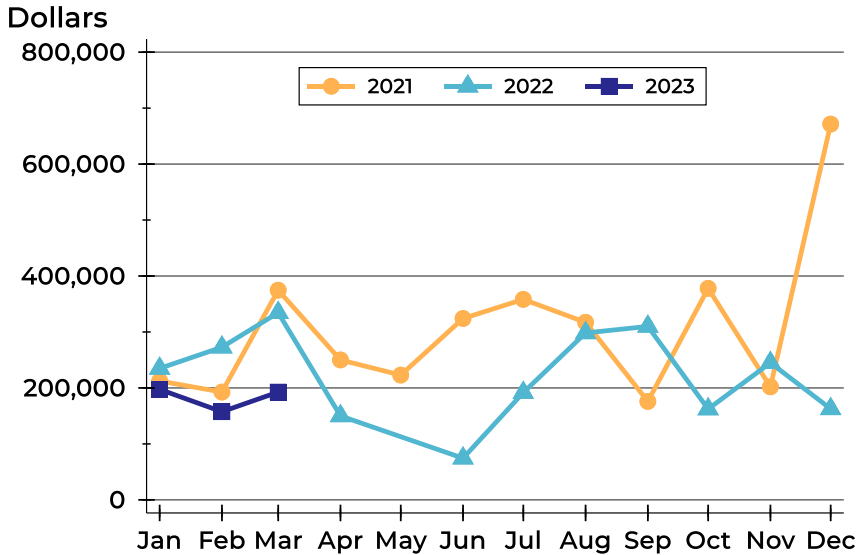
Contracts Written by Price Range

Price Range	Contracts Written		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$25,000-\$49,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$50,000-\$99,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$100,000-\$124,999	1	20.0%	105,000	105,000	12	12	100.0%	100.0%
\$125,000-\$149,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$150,000-\$174,999	3	60.0%	161,000	163,000	38	2	100.0%	100.0%
\$175,000-\$199,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$200,000-\$249,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$250,000-\$299,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$300,000-\$399,999	1	20.0%	375,000	375,000	17	17	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



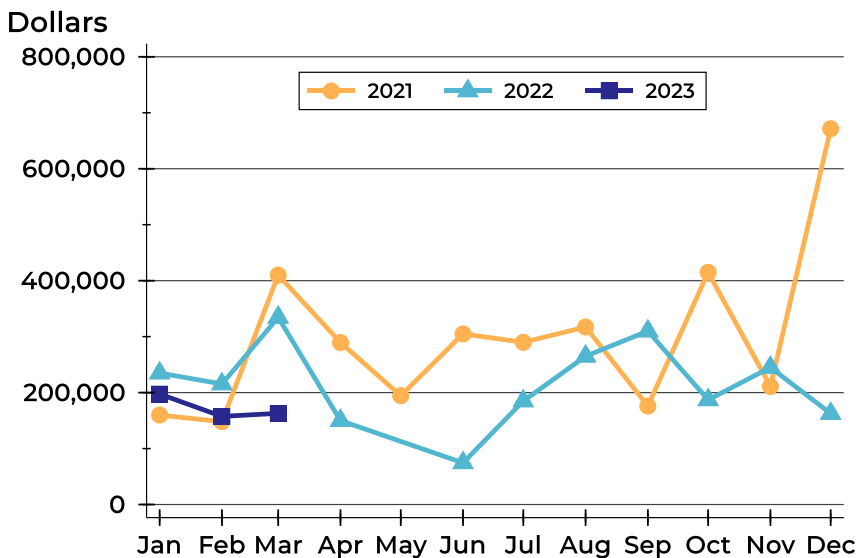
Pottawatomie County Contracts Written Analysis

Average Price



Month	2021	2022	2023
January	212,360	234,900	197,450
February	192,667	272,775	157,500
March	374,665	334,450	192,600
April	250,040	150,000	
May	222,983	N/A	
June	324,100	74,500	
July	358,300	191,667	
August	317,230	298,317	
September	176,000	309,950	
October	378,000	162,300	
November	202,000	245,000	
December	671,474	162,625	

Median Price

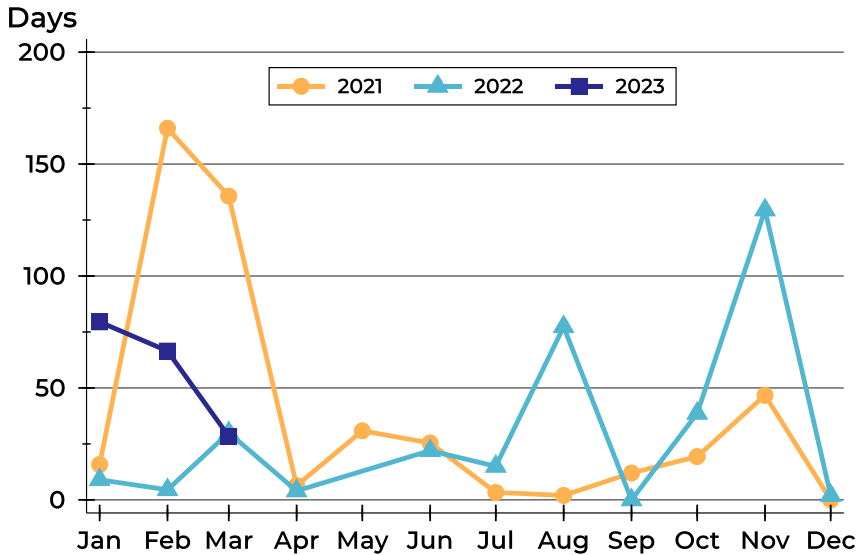


Month	2021	2022	2023
January	159,900	234,900	197,450
February	148,000	215,450	157,500
March	409,995	334,450	163,000
April	289,500	150,000	
May	194,500	N/A	
June	304,900	74,500	
July	289,900	185,000	
August	317,230	265,000	
September	176,000	309,950	
October	415,000	187,000	
November	211,000	245,000	
December	671,474	162,625	



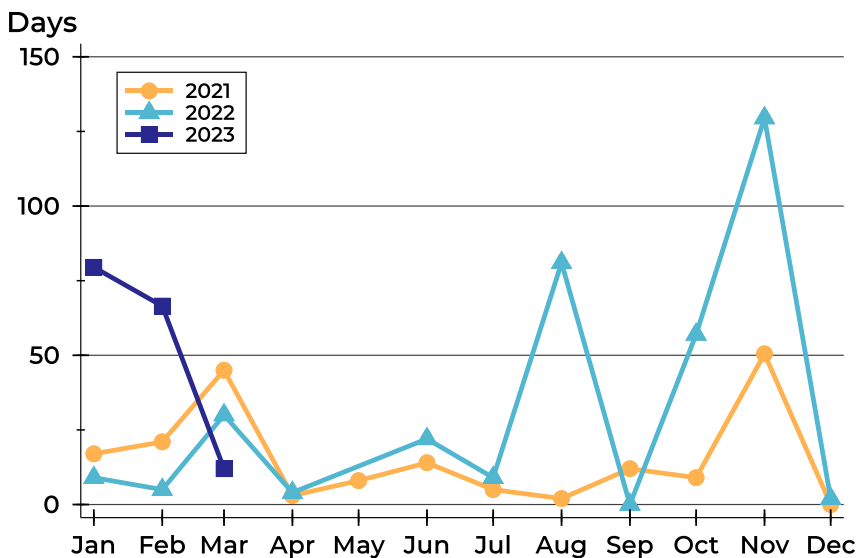
Pottawatomie County Contracts Written Analysis

Average DOM



Month	2021	2022	2023
January	16	9	80
February	166	5	67
March	136	30	28
April	6	4	
May	31	N/A	
June	25	22	
July	3	15	
August	2	77	
September	12	N/A	
October	19	39	
November	47	130	
December	N/A	2	

Median DOM



Month	2021	2022	2023
January	17	9	80
February	21	5	67
March	45	30	12
April	3	4	
May	8	N/A	
June	14	22	
July	5	9	
August	2	81	
September	12	N/A	
October	9	57	
November	51	130	
December	N/A	2	



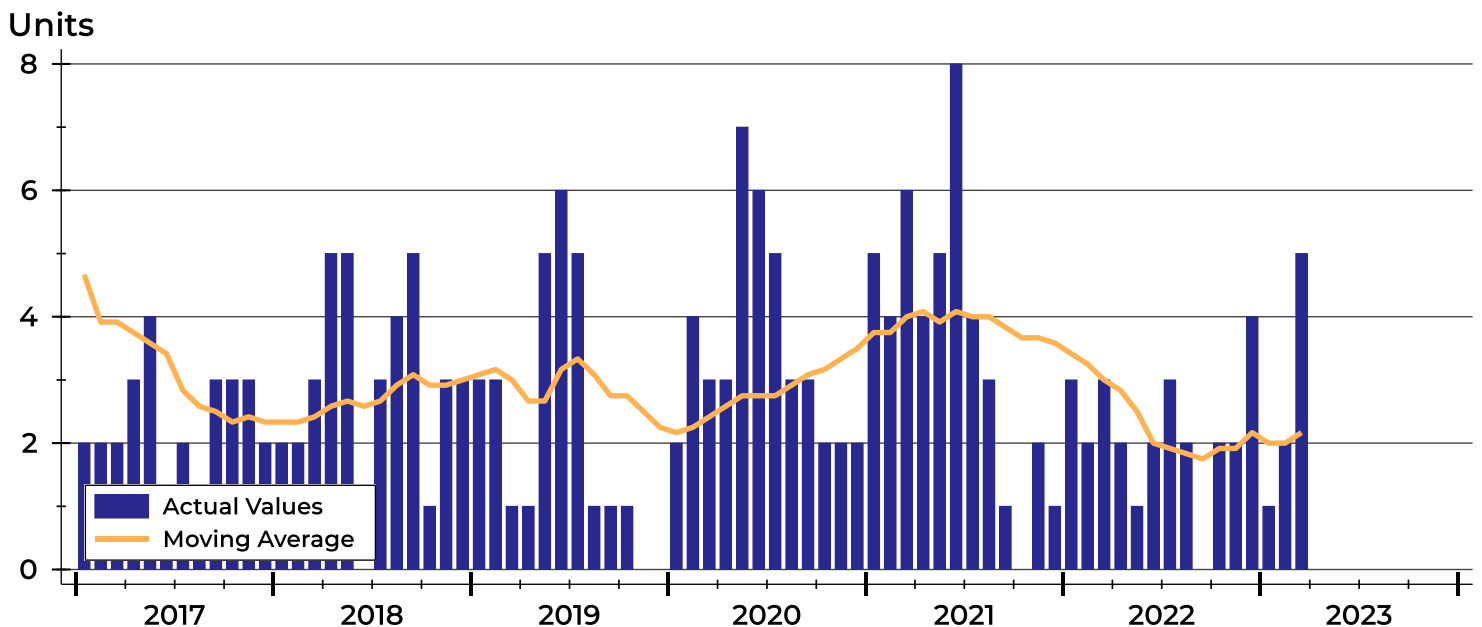
Pottawatomie County Pending Contracts Analysis

Summary Statistics for Pending Contracts		2023	End of March 2022	Change
Pending Contracts		5	3	66.7%
Volume (1,000s)		963	1,080	-10.8%
Average	List Price	192,600	360,033	-46.5%
	Days on Market	28	22	27.3%
	Percent of Original	100.0%	102.6%	-2.5%
Median	List Price	163,000	279,900	-41.8%
	Days on Market	12	5	140.0%
	Percent of Original	100.0%	100.0%	0.0%

A total of 5 listings in Pottawatomie County had contracts pending at the end of March, up from 3 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.

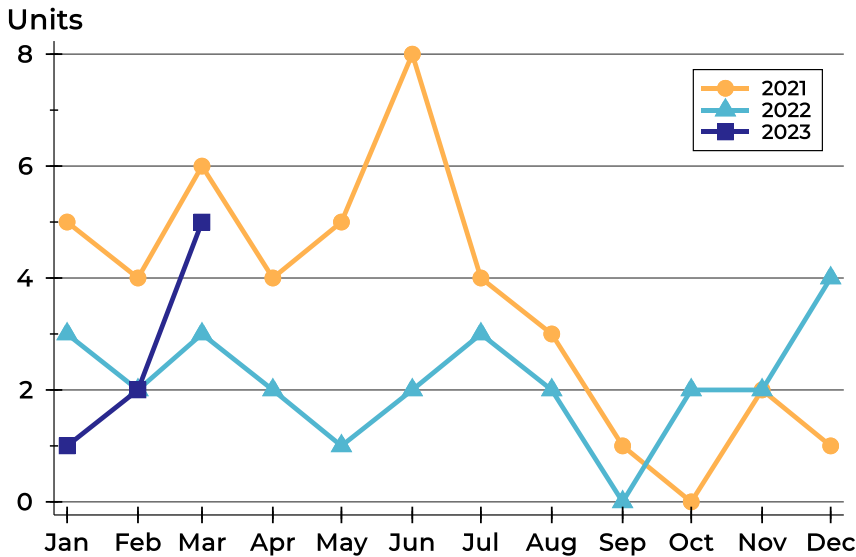
History of Pending Contracts





Pottawatomie County Pending Contracts Analysis

Pending Contracts by Month



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

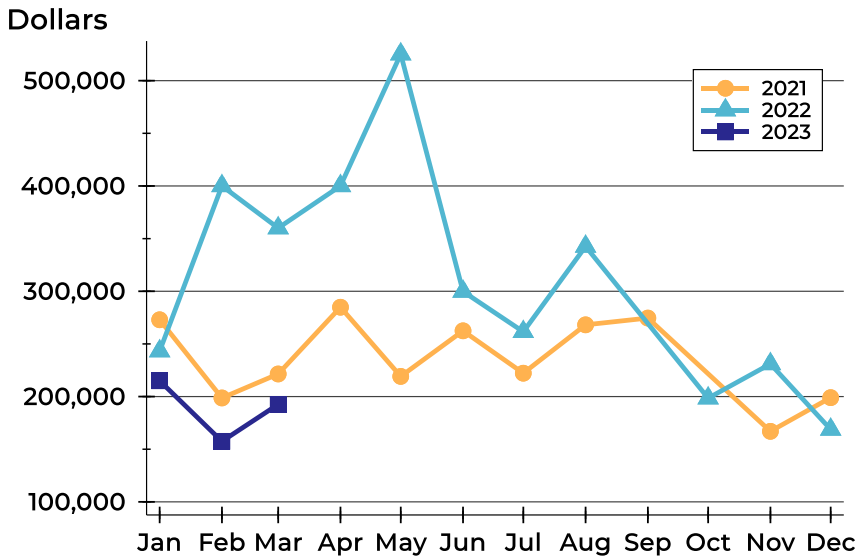
Pending Contracts by Price Range

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	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$100,000-\$124,999	1	20.0%	105,000	105,000	12	12	100.0%	100.0%
\$125,000-\$149,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$150,000-\$174,999	3	60.0%	161,000	163,000	38	2	100.0%	100.0%
\$175,000-\$199,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$200,000-\$249,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$250,000-\$299,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$300,000-\$399,999	1	20.0%	375,000	375,000	17	17	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



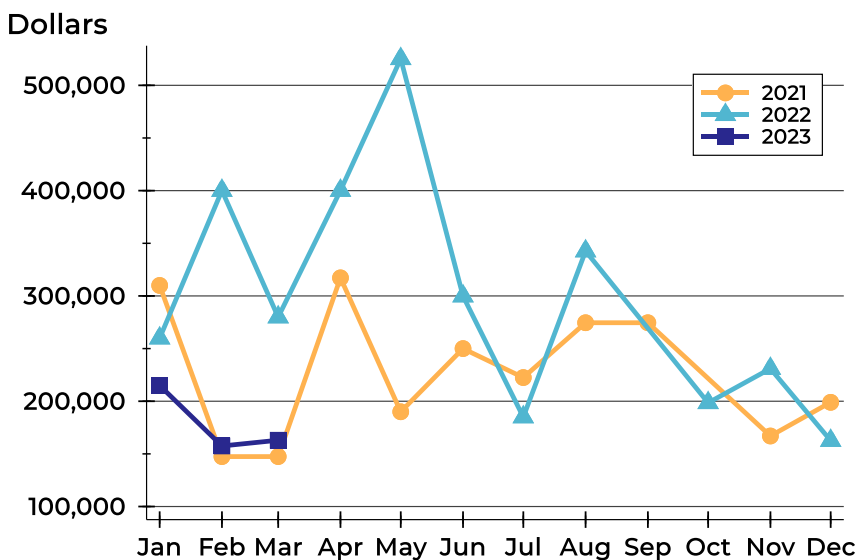
Pottawatomie County Pending Contracts Analysis

Average Price



Month	2021	2022	2023
January	272,940	243,233	215,000
February	198,700	400,100	157,500
March	221,466	360,033	192,600
April	284,849	400,100	
May	219,180	525,200	
June	262,450	299,850	
July	222,200	261,567	
August	268,153	342,575	
September	274,559	N/A	
October	N/A	198,500	
November	167,000	231,000	
December	199,000	168,813	

Median Price

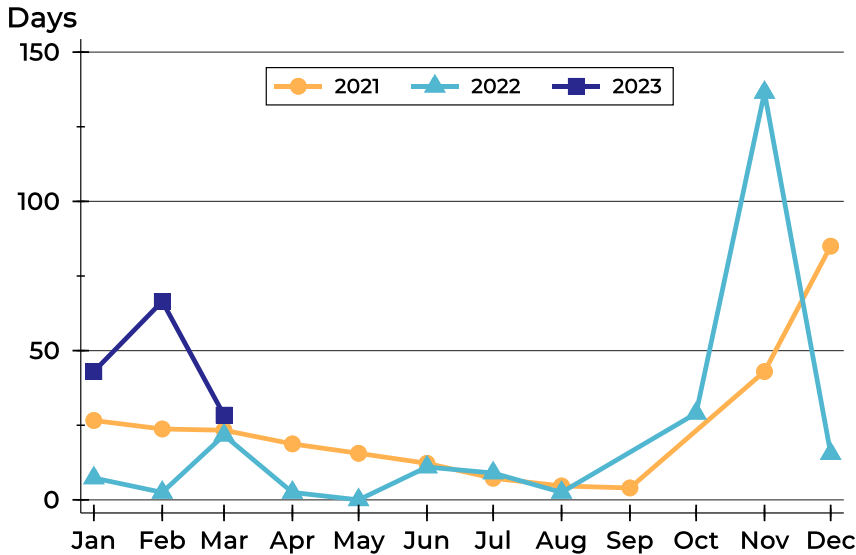


Month	2021	2022	2023
January	310,000	259,900	215,000
February	147,450	400,100	157,500
March	147,450	279,900	163,000
April	317,200	400,100	
May	190,000	525,200	
June	250,000	299,850	
July	222,500	185,000	
August	274,559	342,575	
September	274,559	N/A	
October	N/A	198,500	
November	167,000	231,000	
December	199,000	162,625	



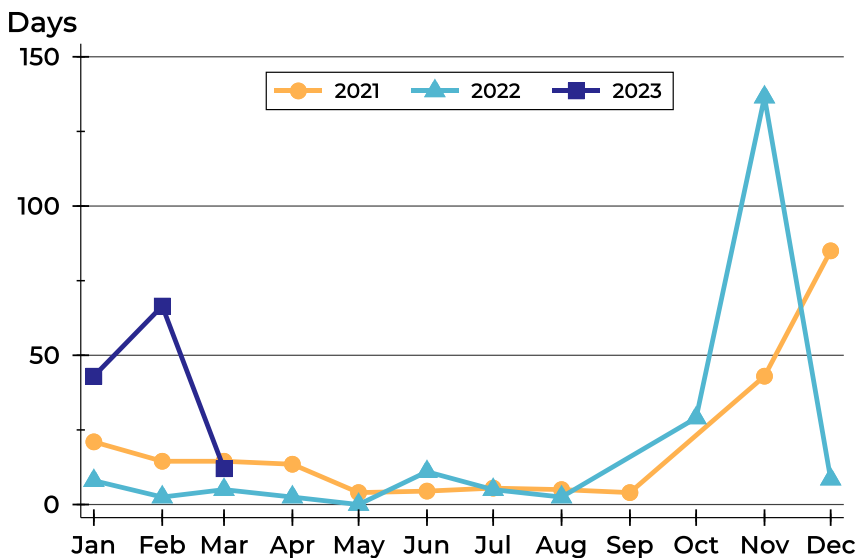
Pottawatomie County Pending Contracts Analysis

Average DOM



Month	2021	2022	2023
January	27	7	43
February	24	3	67
March	23	22	28
April	19	3	
May	16	N/A	
June	12	11	
July	7	9	
August	5	3	
September	4	N/A	
October	N/A	29	
November	43	137	
December	85	16	

Median DOM



Month	2021	2022	2023
January	21	8	43
February	15	3	67
March	15	5	12
April	14	3	
May	4	N/A	
June	5	11	
July	6	5	
August	5	3	
September	4	N/A	
October	N/A	29	
November	43	137	
December	85	9	



**March
2023**

Sunflower MLS Statistics



Shawnee County Housing Report



Market Overview

Shawnee County Home Sales Rose in March

Total home sales in Shawnee County rose by 13.7% last month to 183 units, compared to 161 units in March 2022. Total sales volume was \$35.7 million, up 18.5% from a year earlier.

The median sale price in March was \$169,000, up from \$154,000 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.

Shawnee County Active Listings Up at End of March

The total number of active listings in Shawnee County at the end of March was 103 units, up from 82 at the same point in 2022. This represents a 0.5 months' supply of homes available for sale. The median list price of homes on the market at the end of March was \$320,000.

During March, a total of 186 contracts were written down from 255 in March 2022. At the end of the month, there were 191 contracts still pending.

Report Contents

- Summary Statistics – Page 2
- Closed Listing Analysis – Page 3
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- 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



Shawnee County Summary Statistics

March MLS Statistics Three-year History		Current Month			Year-to-Date		
		2023	2022	2021	2023	2022	2021
Home Sales		183	161	200	460	475	525
Change from prior year		13.7%	-19.5%	-5.2%	-3.2%	-9.5%	2.1%
Active Listings		103	82	92	N/A	N/A	N/A
Change from prior year		25.6%	-10.9%	-61.7%			
Months' Supply		0.5	0.4	0.4	N/A	N/A	N/A
Change from prior year		25.0%	0.0%	-63.6%			
New Listings		192	284	291	503	594	638
Change from prior year		-32.4%	-2.4%	5.1%	-15.3%	-6.9%	-8.9%
Contracts Written		186	255	261	515	571	619
Change from prior year		-27.1%	-2.3%	11.5%	-9.8%	-7.8%	-1.9%
Pending Contracts		191	255	286	N/A	N/A	N/A
Change from prior year		-25.1%	-10.8%	6.7%			
Sales Volume (1,000s)		35,692	30,125	37,473	84,444	83,156	92,830
Change from prior year		18.5%	-19.6%	11.5%	1.5%	-10.4%	20.5%
Average	Sale Price	195,038	187,113	187,367	183,575	175,066	176,818
	Change from prior year	4.2%	-0.1%	17.6%	4.9%	-1.0%	18.0%
	List Price of Actives	304,258	289,648	226,127	N/A	N/A	N/A
	Change from prior year	5.0%	28.1%	21.6%			
	Days on Market	21	10	13	24	16	19
Change from prior year	110.0%	-23.1%	-61.8%	50.0%	-15.8%	-48.6%	
Percent of List	100.2%	101.1%	101.0%	99.0%	100.1%	99.6%	
Change from prior year	-0.9%	0.1%	3.0%	-1.1%	0.5%	2.9%	
Percent of Original	98.4%	100.5%	100.4%	97.0%	98.9%	98.8%	
Change from prior year	-2.1%	0.1%	4.6%	-1.9%	0.1%	4.3%	
Median	Sale Price	169,000	154,000	180,000	160,000	144,900	159,900
	Change from prior year	9.7%	-14.4%	23.3%	10.4%	-9.4%	18.9%
	List Price of Actives	320,000	230,000	164,900	N/A	N/A	N/A
	Change from prior year	39.1%	39.5%	15.8%			
	Days on Market	4	2	2	7	3	3
Change from prior year	100.0%	0.0%	-81.8%	133.3%	0.0%	-80.0%	
Percent of List	100.0%	100.1%	100.0%	100.0%	100.0%	100.0%	
Change from prior year	-0.1%	0.1%	0.7%	0.0%	0.0%	1.3%	
Percent of Original	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	
Change from prior year	0.0%	0.0%	1.6%	0.0%	0.0%	2.9%	

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



Shawnee County Closed Listings Analysis

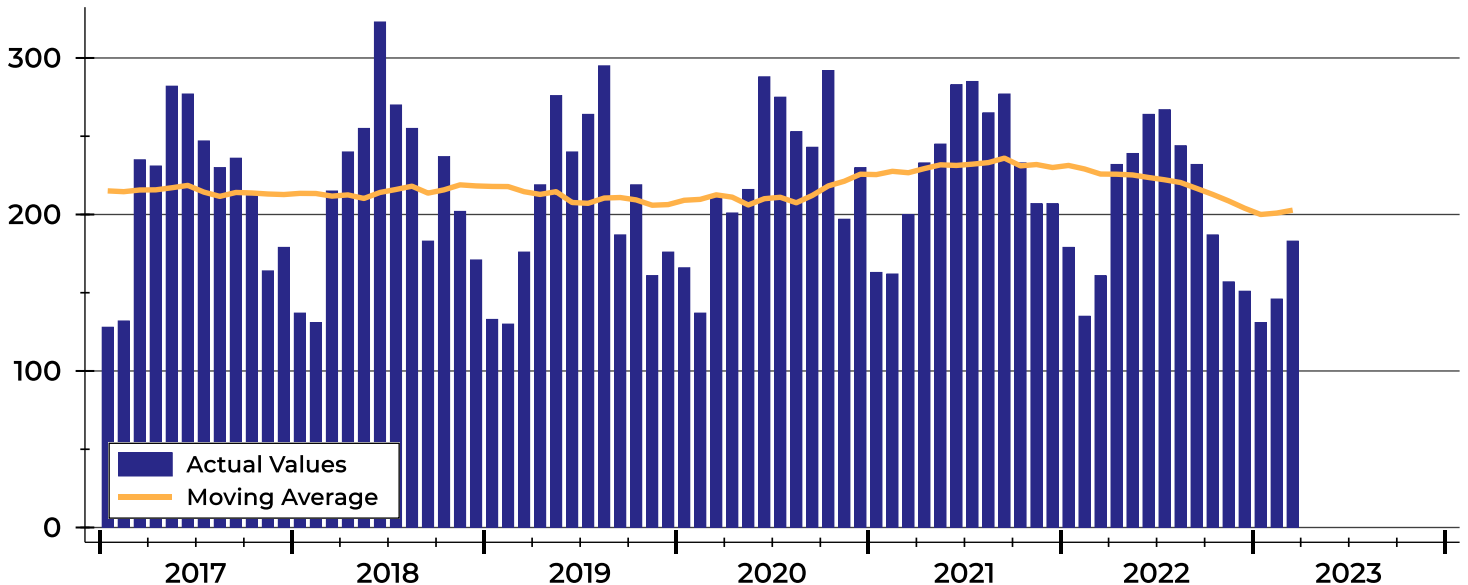
Summary Statistics for Closed Listings		2023	March 2022	Change	2023	Year-to-Date 2022	Change
Closed Listings		183	161	13.7%	460	475	-3.2%
Volume (1,000s)		35,692	30,125	18.5%	84,444	83,156	1.5%
Months' Supply		0.5	0.4	25.0%	N/A	N/A	N/A
Average	Sale Price	195,038	187,113	4.2%	183,575	175,066	4.9%
	Days on Market	21	10	110.0%	24	16	50.0%
	Percent of List	100.2%	101.1%	-0.9%	99.0%	100.1%	-1.1%
	Percent of Original	98.4%	100.5%	-2.1%	97.0%	98.9%	-1.9%
Median	Sale Price	169,000	154,000	9.7%	160,000	144,900	10.4%
	Days on Market	4	2	100.0%	7	3	133.3%
	Percent of List	100.0%	100.1%	-0.1%	100.0%	100.0%	0.0%
	Percent of Original	100.0%	100.0%	0.0%	100.0%	100.0%	0.0%

A total of 183 homes sold in Shawnee County in March, up from 161 units in March 2022. Total sales volume rose to \$35.7 million compared to \$30.1 million in the previous year.

The median sales price in March was \$169,000, up 9.7% compared to the prior year. Median days on market was 4 days, down from 12 days in February, but up from 2 in March 2022.

History of Closed Listings

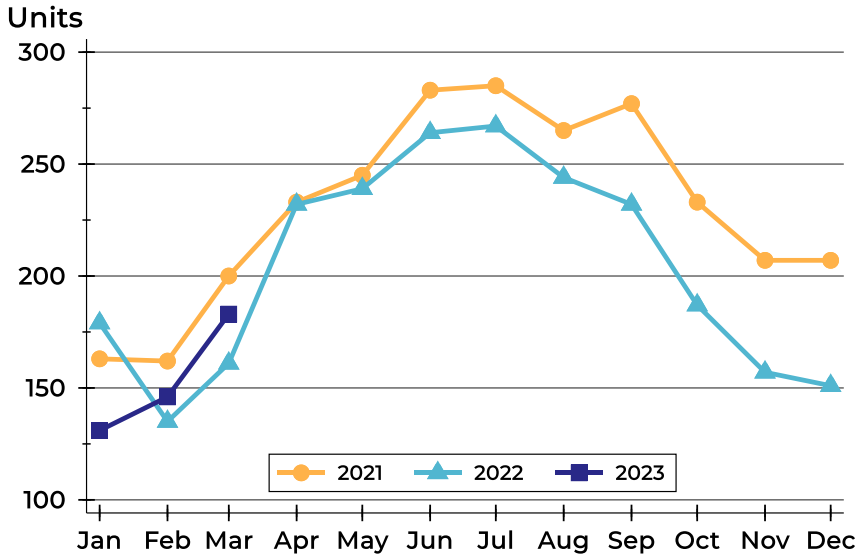
Units





Shawnee County Closed Listings Analysis

Closed Listings by Month



Month	2021	2022	2023
January	163	179	131
February	162	135	146
March	200	161	183
April	233	232	
May	245	239	
June	283	264	
July	285	267	
August	265	244	
September	277	232	
October	233	187	
November	207	157	
December	207	151	

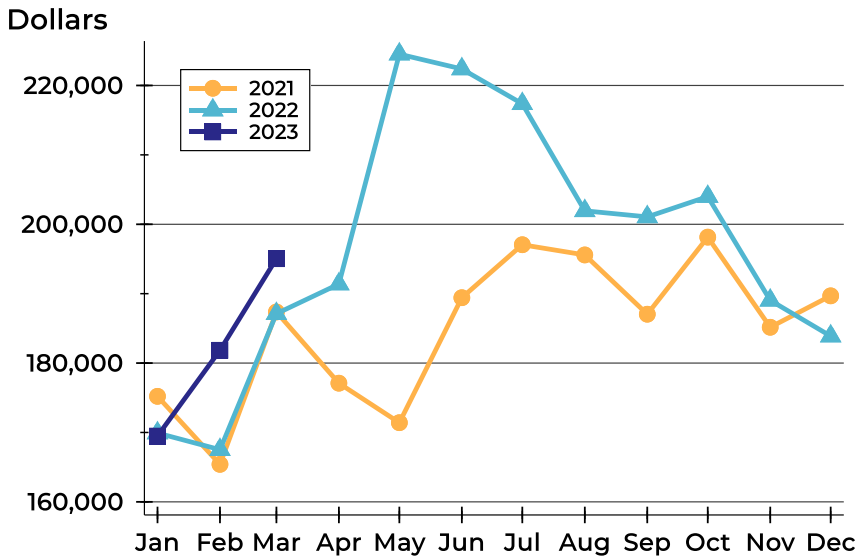
Closed Listings by Price Range

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	1.1%	0.0	17,650	17,650	47	47	97.1%	97.1%	94.7%	94.7%
\$25,000-\$49,999	5	2.7%	0.2	36,010	36,050	15	2	102.1%	103.0%	96.4%	100.0%
\$50,000-\$99,999	36	19.7%	0.4	74,322	71,450	32	5	99.5%	100.0%	96.5%	100.0%
\$100,000-\$124,999	14	7.7%	0.3	110,607	112,000	15	5	99.5%	100.0%	97.4%	99.6%
\$125,000-\$149,999	17	9.3%	0.1	137,519	138,000	3	2	103.5%	103.6%	103.5%	103.6%
\$150,000-\$174,999	21	11.5%	0.3	159,826	160,000	15	6	99.2%	100.0%	98.1%	100.0%
\$175,000-\$199,999	15	8.2%	0.2	184,320	182,500	5	3	100.4%	100.0%	100.1%	100.0%
\$200,000-\$249,999	34	18.6%	0.3	223,703	224,950	25	4	99.8%	100.0%	97.9%	99.5%
\$250,000-\$299,999	13	7.1%	0.4	274,329	279,777	17	4	101.6%	100.0%	100.2%	100.0%
\$300,000-\$399,999	13	7.1%	1.2	338,108	340,000	35	7	101.0%	100.0%	100.1%	98.4%
\$400,000-\$499,999	6	3.3%	1.8	420,833	410,000	40	15	98.0%	98.4%	96.3%	97.4%
\$500,000-\$749,999	5	2.7%	1.9	581,180	550,000	9	12	103.2%	100.0%	103.2%	100.0%
\$750,000-\$999,999	2	1.1%	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



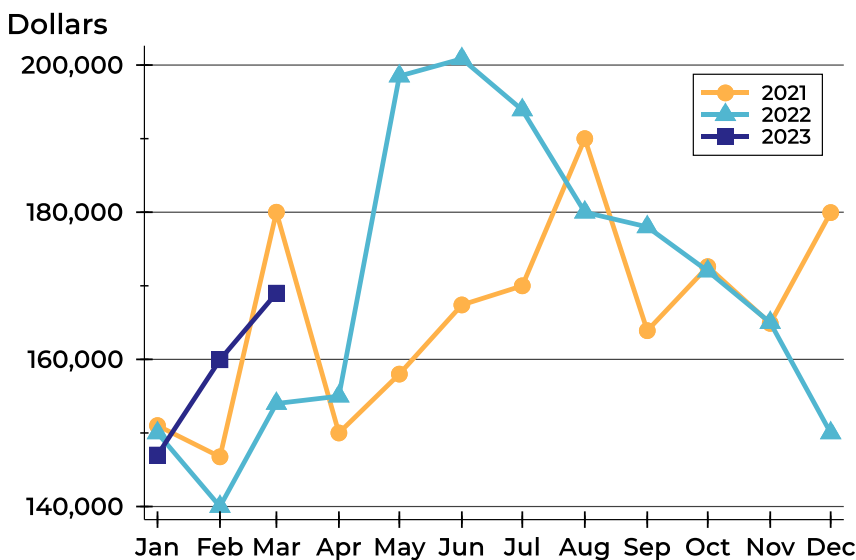
Shawnee County Closed Listings Analysis

Average Price



Month	2021	2022	2023
January	175,212	169,920	169,487
February	165,412	167,521	181,847
March	187,367	187,113	195,038
April	177,106	191,385	
May	171,408	224,517	
June	189,421	222,383	
July	197,056	217,368	
August	195,584	201,942	
September	187,043	201,066	
October	198,149	203,992	
November	185,161	189,048	
December	189,692	183,885	

Median Price

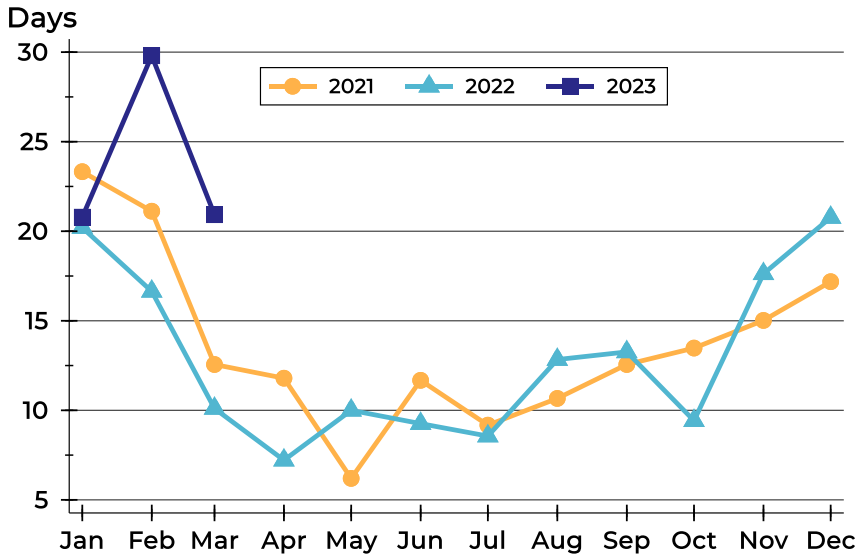


Month	2021	2022	2023
January	151,000	150,000	147,000
February	146,755	140,000	159,950
March	180,000	154,000	169,000
April	150,000	155,000	
May	158,000	198,500	
June	167,400	200,850	
July	170,000	193,900	
August	190,000	180,000	
September	163,900	178,006	
October	172,600	172,000	
November	164,900	165,000	
December	179,950	150,000	



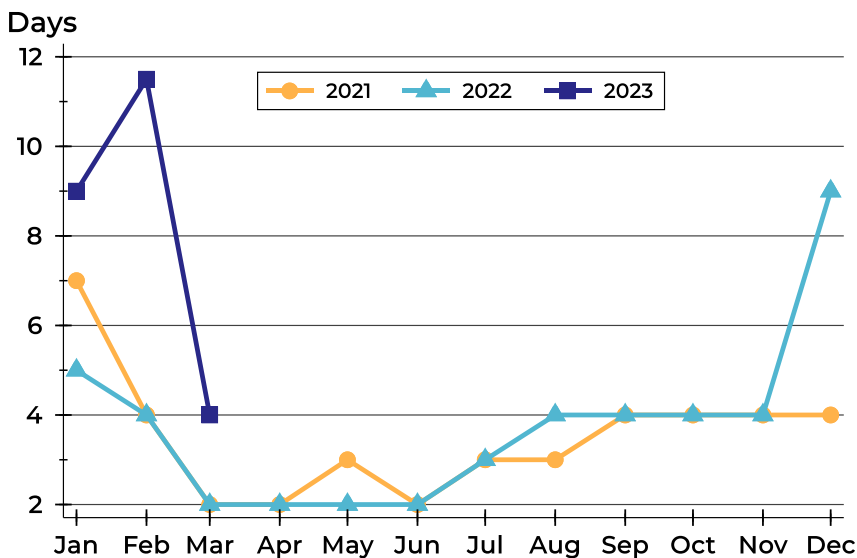
Shawnee County Closed Listings Analysis

Average DOM



Month	2021	2022	2023
January	23	20	21
February	21	17	30
March	13	10	21
April	12	7	
May	6	10	
June	12	9	
July	9	9	
August	11	13	
September	13	13	
October	13	9	
November	15	18	
December	17	21	

Median DOM



Month	2021	2022	2023
January	7	5	9
February	4	4	12
March	2	2	4
April	2	2	
May	3	2	
June	2	2	
July	3	3	
August	3	4	
September	4	4	
October	4	4	
November	4	4	
December	4	9	



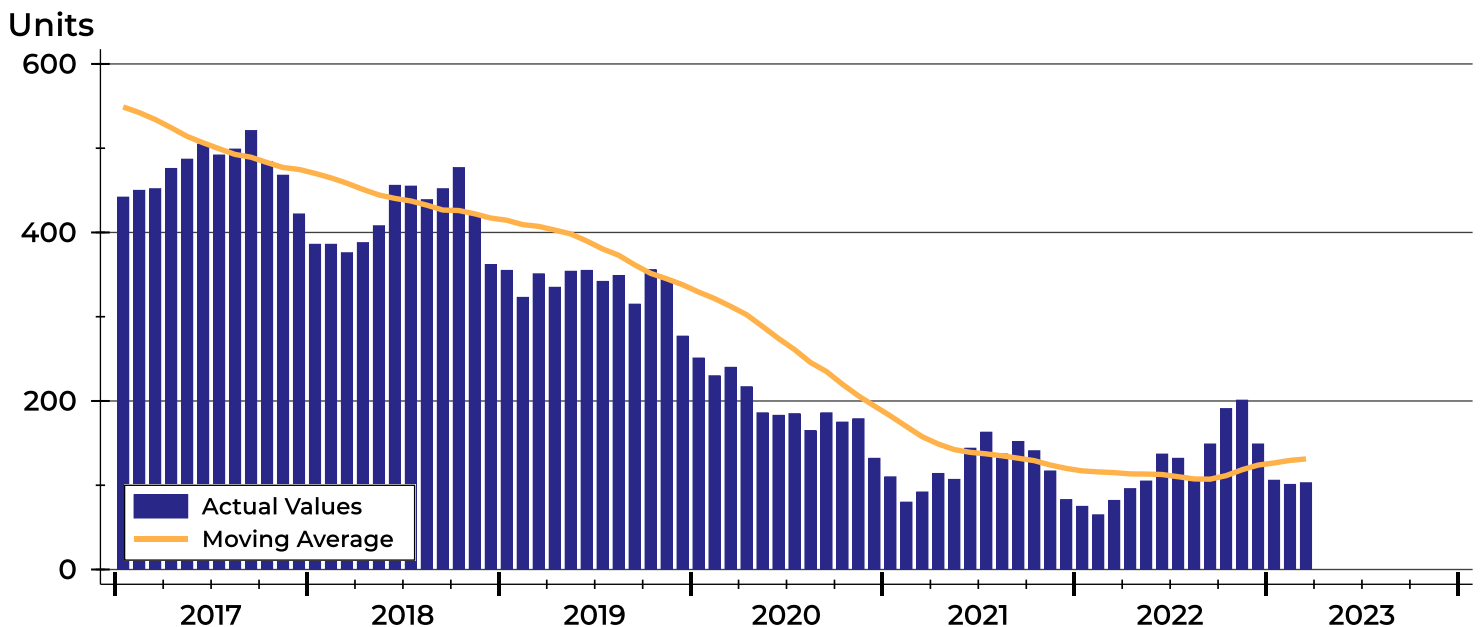
Shawnee County Active Listings Analysis

Summary Statistics for Active Listings		2023	End of March 2022	Change
Active Listings		103	82	25.6%
Volume (1,000s)		31,339	23,751	31.9%
Months' Supply		0.5	0.4	25.0%
Average	List Price	304,258	289,648	5.0%
	Days on Market	51	47	8.5%
	Percent of Original	98.8%	97.8%	1.0%
Median	List Price	320,000	230,000	39.1%
	Days on Market	19	18	5.6%
	Percent of Original	100.0%	100.0%	0.0%

A total of 103 homes were available for sale in Shawnee County at the end of March. This represents a 0.5 months' supply of active listings.

The median list price of homes on the market at the end of March was \$320,000, up 39.1% from 2022. The typical time on market for active listings was 19 days, up from 18 days a year earlier.

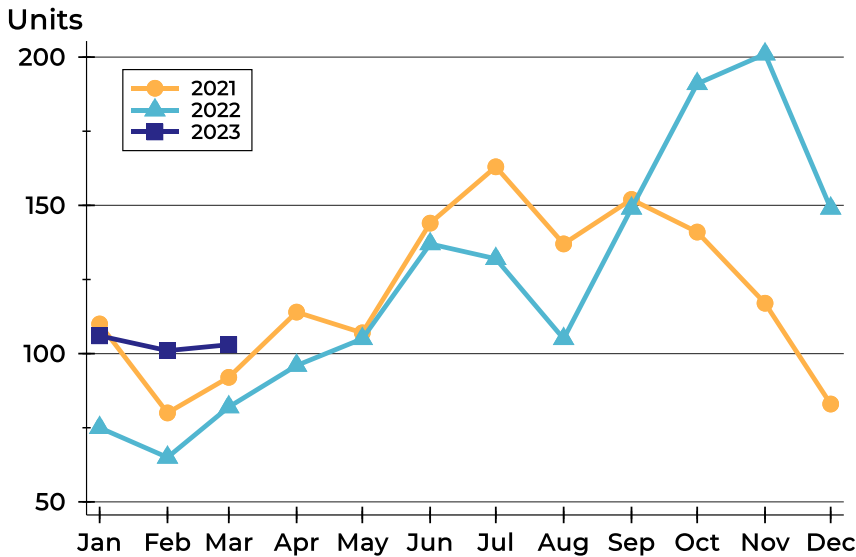
History of Active Listings





Shawnee County Active Listings Analysis

Active Listings by Month



Month	2021	2022	2023
January	110	75	106
February	80	65	101
March	92	82	103
April	114	96	
May	107	105	
June	144	137	
July	163	132	
August	137	105	
September	152	149	
October	141	191	
November	117	201	
December	83	149	

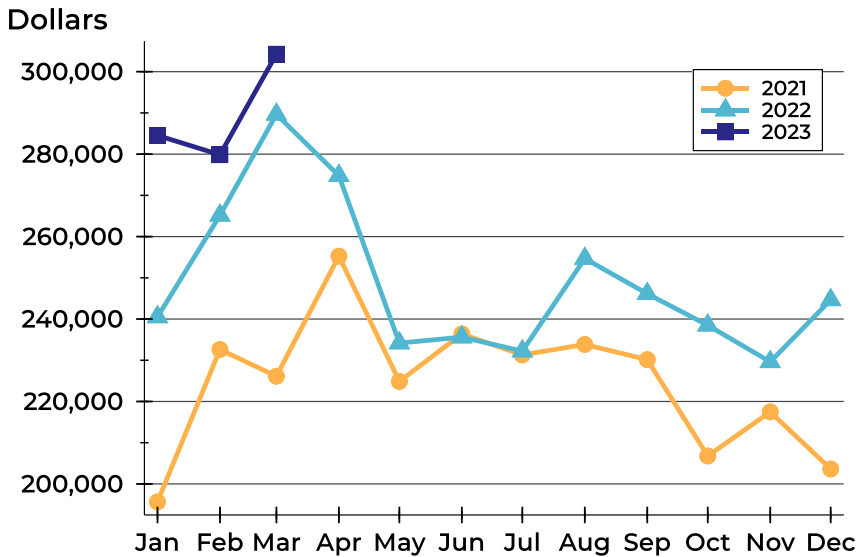
Active Listings by Price Range

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	2	1.9%	0.2	38,500	38,500	13	13	94.3%	94.3%
\$50,000-\$99,999	14	13.6%	0.4	77,600	80,500	34	17	96.9%	100.0%
\$100,000-\$124,999	5	4.9%	0.3	107,780	100,000	6	3	100.0%	100.0%
\$125,000-\$149,999	3	2.9%	0.1	134,950	134,900	18	8	100.0%	100.0%
\$150,000-\$174,999	6	5.8%	0.3	161,330	162,490	43	3	100.0%	100.0%
\$175,000-\$199,999	4	3.9%	0.2	189,850	190,000	72	61	97.1%	97.3%
\$200,000-\$249,999	8	7.8%	0.3	221,150	222,450	35	12	98.4%	100.0%
\$250,000-\$299,999	9	8.7%	0.4	274,478	270,000	37	8	101.7%	100.0%
\$300,000-\$399,999	23	22.3%	1.2	361,422	366,900	47	18	99.0%	100.0%
\$400,000-\$499,999	18	17.5%	1.8	458,839	469,000	88	42	99.0%	100.0%
\$500,000-\$749,999	11	10.7%	1.9	608,432	599,300	76	45	98.1%	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	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A



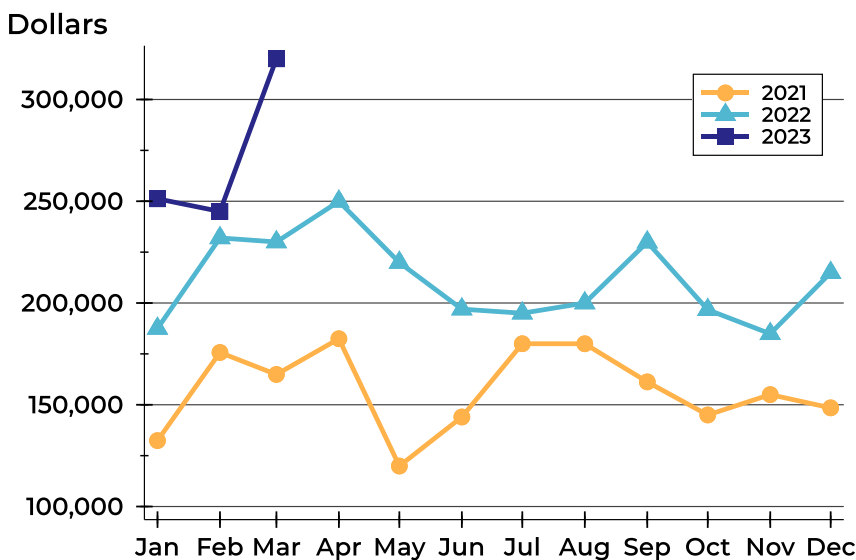
Shawnee County Active Listings Analysis

Average Price



Month	2021	2022	2023
January	195,646	240,503	284,543
February	232,611	265,156	279,856
March	226,127	289,648	304,258
April	255,258	274,781	
May	224,860	234,169	
June	236,386	235,608	
July	231,293	232,214	
August	233,840	254,672	
September	230,142	246,136	
October	206,780	238,490	
November	217,484	229,617	
December	203,619	244,641	

Median Price

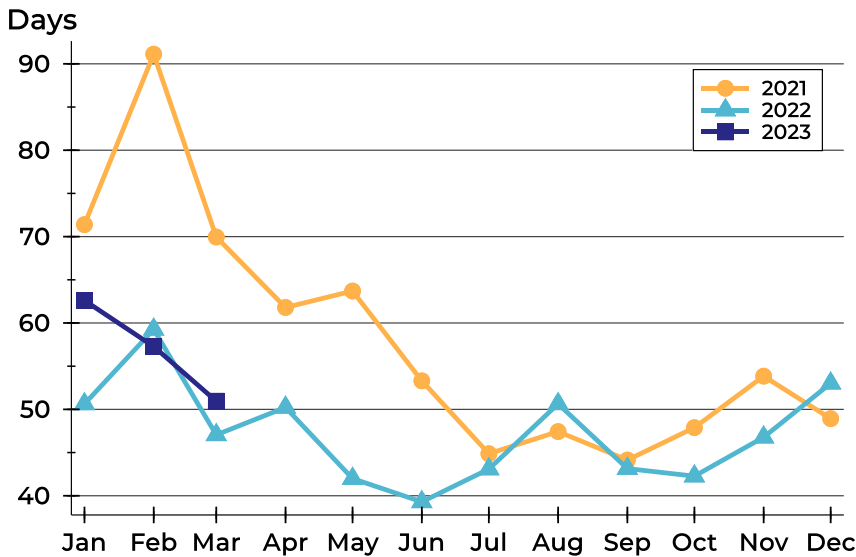


Month	2021	2022	2023
January	132,400	187,500	251,225
February	175,700	232,000	245,000
March	164,900	230,000	320,000
April	182,450	249,950	
May	119,900	219,900	
June	144,000	197,000	
July	180,000	195,000	
August	179,990	200,000	
September	161,250	229,900	
October	145,000	196,700	
November	155,000	184,900	
December	148,500	214,900	



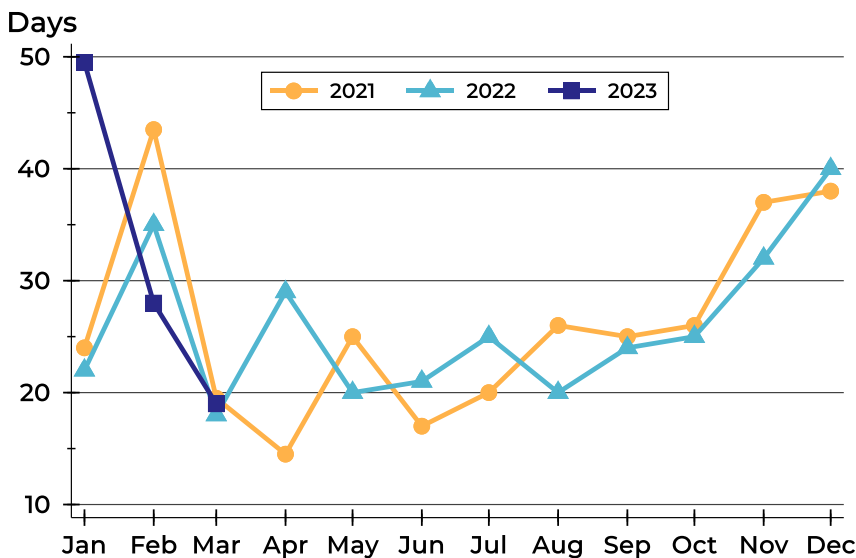
Shawnee County Active Listings Analysis

Average DOM



Month	2021	2022	2023
January	71	51	63
February	91	59	57
March	70	47	51
April	62	50	
May	64	42	
June	53	39	
July	45	43	
August	47	51	
September	44	43	
October	48	42	
November	54	47	
December	49	53	

Median DOM

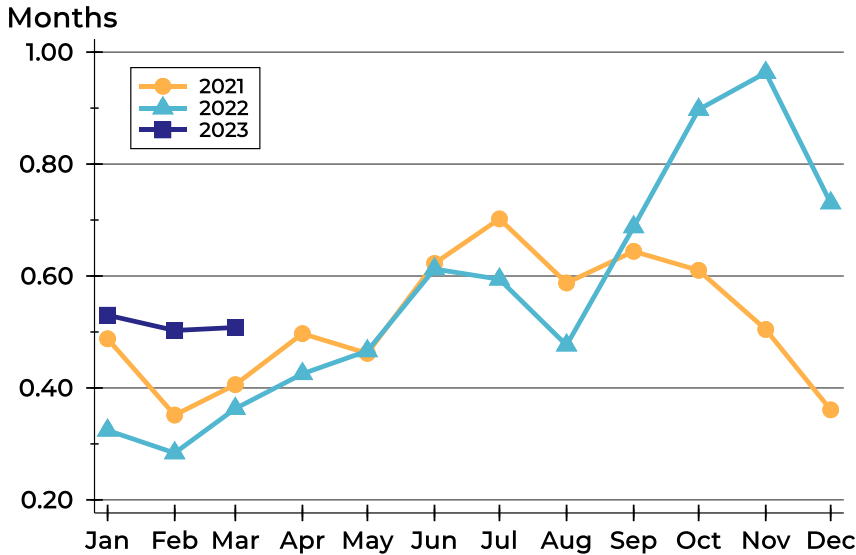


Month	2021	2022	2023
January	24	22	50
February	44	35	28
March	20	18	19
April	15	29	
May	25	20	
June	17	21	
July	20	25	
August	26	20	
September	25	24	
October	26	25	
November	37	32	
December	38	40	



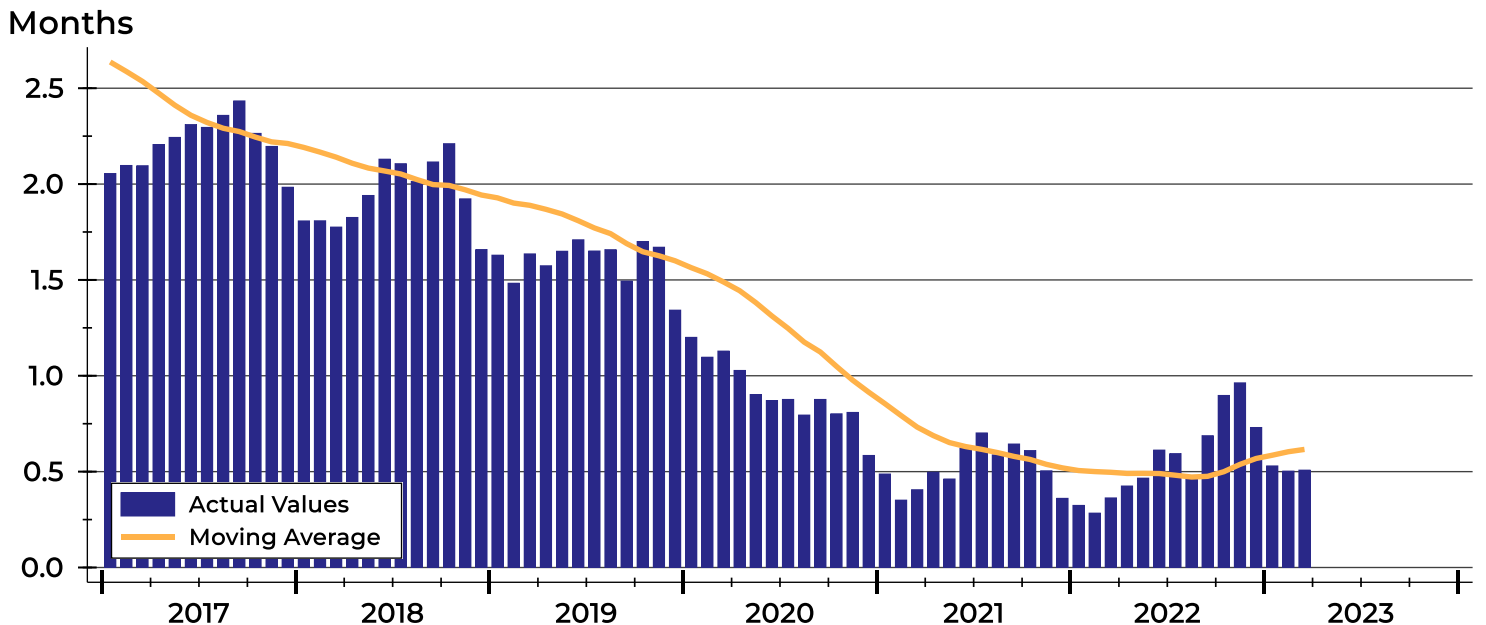
Shawnee County Months' Supply Analysis

Months' Supply by Month



Month	2021	2022	2023
January	0.5	0.3	0.5
February	0.4	0.3	0.5
March	0.4	0.4	0.5
April	0.5	0.4	
May	0.5	0.5	
June	0.6	0.6	
July	0.7	0.6	
August	0.6	0.5	
September	0.6	0.7	
October	0.6	0.9	
November	0.5	1.0	
December	0.4	0.7	

History of Month's Supply





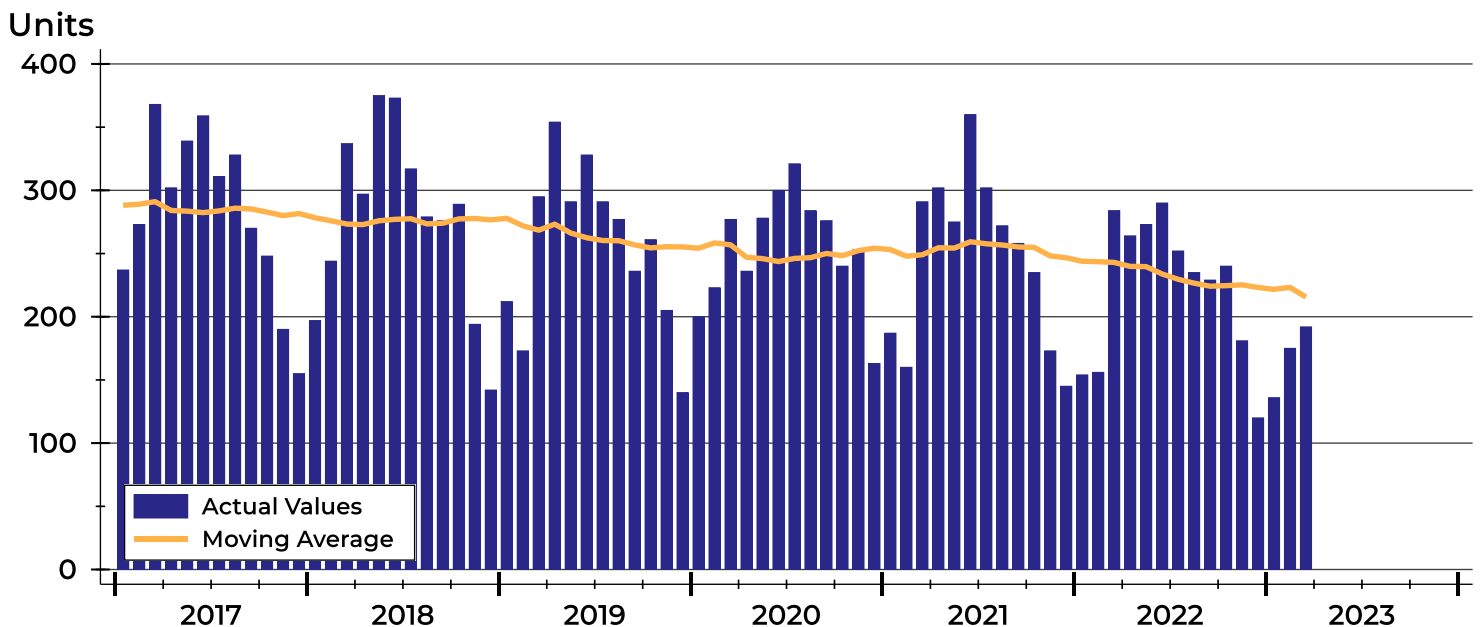
Shawnee County New Listings Analysis

Summary Statistics for New Listings		2023	March 2022	Change
Current Month	New Listings	192	284	-32.4%
	Volume (1,000s)	41,642	59,194	-29.7%
	Average List Price	216,884	208,430	4.1%
	Median List Price	187,250	169,200	10.7%
Year-to-Date	New Listings	503	594	-15.3%
	Volume (1,000s)	101,741	119,921	-15.2%
	Average List Price	202,269	201,887	0.2%
	Median List Price	174,900	155,000	12.8%

A total of 192 new listings were added in Shawnee County during March, down 32.4% from the same month in 2022. Year-to-date Shawnee County has seen 503 new listings.

The median list price of these homes was \$187,250 up from \$169,200 in 2022.

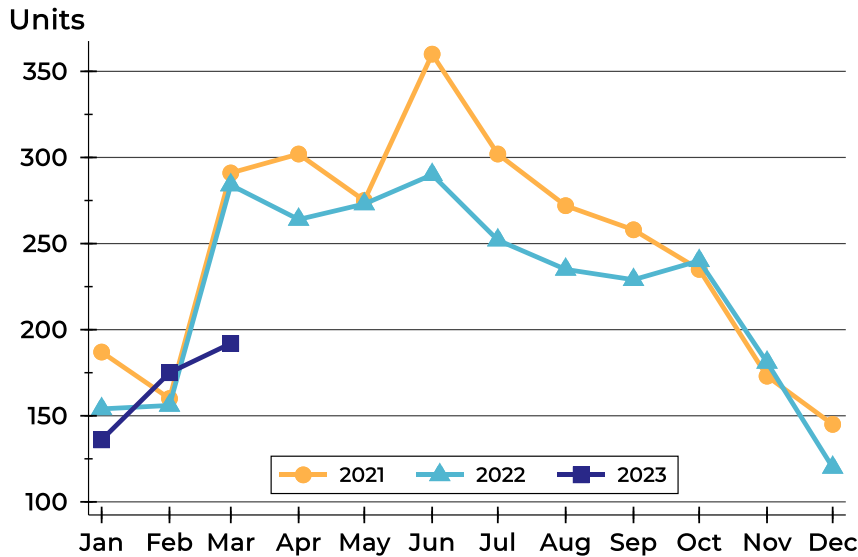
History of New Listings





Shawnee County New Listings Analysis

New Listings by Month



Month	2021	2022	2023
January	187	154	136
February	160	156	175
March	291	284	192
April	302	264	
May	275	273	
June	360	290	
July	302	252	
August	272	235	
September	258	229	
October	235	240	
November	173	181	
December	145	120	

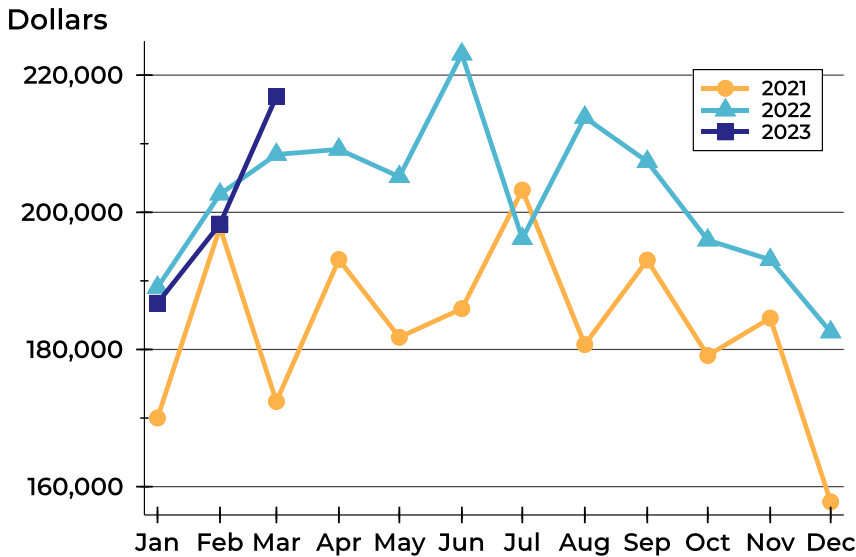
New Listings by Price Range

Price Range	New Listings		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	3	1.6%	11,398	15,000	6	4	100.4%	100.0%
\$25,000-\$49,999	5	2.6%	39,180	40,000	13	6	103.0%	100.0%
\$50,000-\$99,999	38	19.8%	74,908	78,500	7	5	98.7%	100.0%
\$100,000-\$124,999	15	7.8%	109,548	109,900	7	4	102.4%	100.0%
\$125,000-\$149,999	16	8.3%	140,625	139,950	5	3	99.2%	100.0%
\$150,000-\$174,999	13	6.8%	162,151	160,000	3	3	100.8%	100.0%
\$175,000-\$199,999	15	7.8%	189,533	189,900	3	2	100.6%	100.0%
\$200,000-\$249,999	27	14.1%	219,624	219,000	6	3	99.0%	100.0%
\$250,000-\$299,999	16	8.3%	276,974	275,950	4	3	99.9%	100.0%
\$300,000-\$399,999	22	11.5%	349,961	349,900	12	10	100.3%	100.0%
\$400,000-\$499,999	12	6.3%	443,298	437,450	15	8	99.6%	100.0%
\$500,000-\$749,999	9	4.7%	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



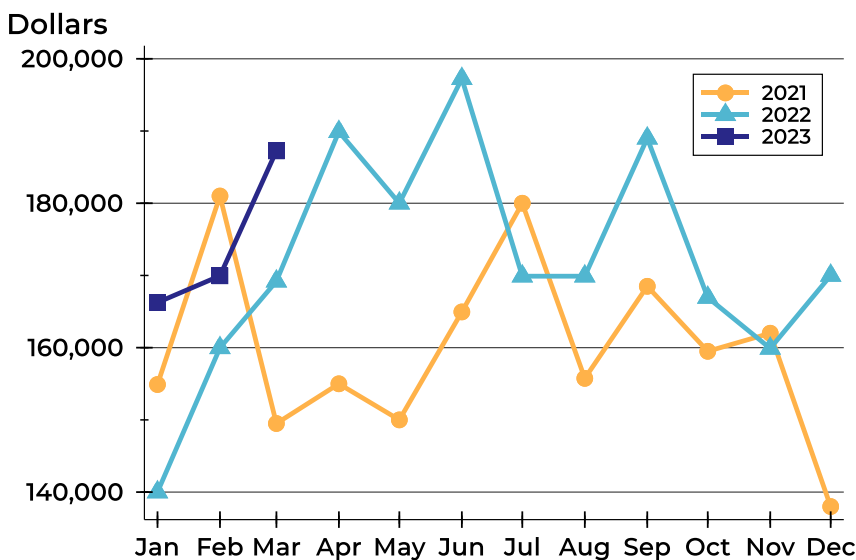
Shawnee County New Listings Analysis

Average Price



Month	2021	2022	2023
January	170,008	189,050	186,754
February	197,790	202,646	198,291
March	172,417	208,430	216,884
April	193,112	209,181	
May	181,778	205,180	
June	185,946	223,059	
July	203,238	196,153	
August	180,717	213,837	
September	193,031	207,396	
October	179,121	195,943	
November	184,578	193,089	
December	157,783	182,544	

Median Price



Month	2021	2022	2023
January	154,900	140,000	166,250
February	181,000	159,975	169,950
March	149,500	169,200	187,250
April	155,000	189,900	
May	150,000	180,000	
June	164,950	197,250	
July	180,000	169,900	
August	155,750	169,900	
September	168,500	189,000	
October	159,500	166,950	
November	162,000	159,900	
December	138,000	170,000	

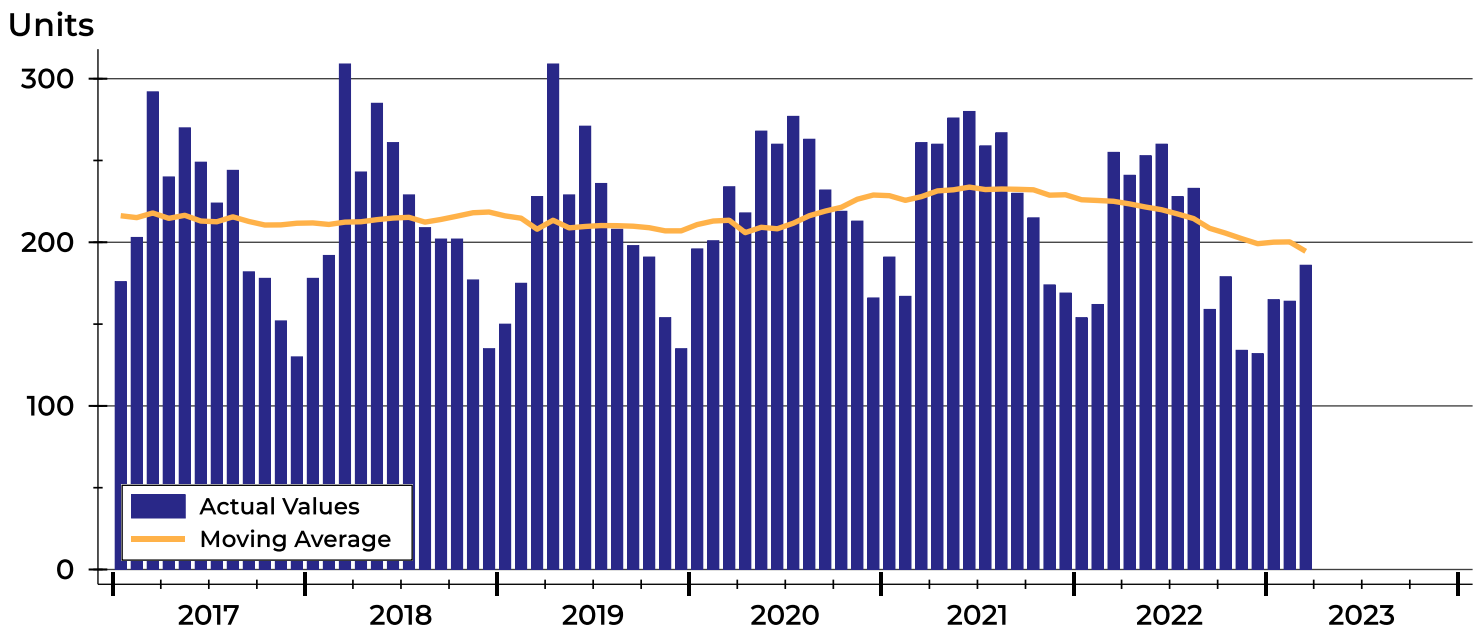


Shawnee County Contracts Written Analysis

Summary Statistics for Contracts Written		2023	March 2022	Change	2023	Year-to-Date 2022	Change
Contracts Written		186	255	-27.1%	515	571	-9.8%
Volume (1,000s)		36,772	51,046	-28.0%	98,949	108,620	-8.9%
Average	Sale Price	197,699	200,181	-1.2%	192,135	190,227	1.0%
	Days on Market	17	8	112.5%	21	10	110.0%
	Percent of Original	99.2%	102.1%	-2.8%	98.1%	100.7%	-2.6%
Median	Sale Price	181,250	159,000	14.0%	169,950	149,990	13.3%
	Days on Market	4	2	100.0%	4	2	100.0%
	Percent of Original	100.0%	101.1%	-1.1%	100.0%	100.0%	0.0%

A total of 186 contracts for sale were written in Shawnee County during the month of March, down from 255 in 2022. The median list price of these homes was \$181,250, up from \$159,000 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





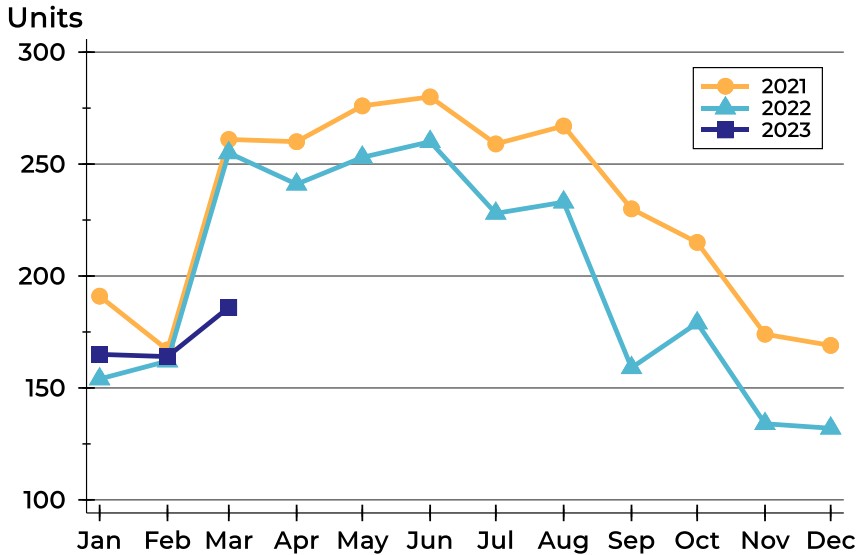
**March
2023**

Sunflower MLS Statistics



Shawnee County Contracts Written Analysis

Contracts Written by Month



Month	2021	2022	2023
January	191	154	165
February	167	162	164
March	261	255	186
April	260	241	
May	276	253	
June	280	260	
July	259	228	
August	267	233	
September	230	159	
October	215	179	
November	174	134	
December	169	132	

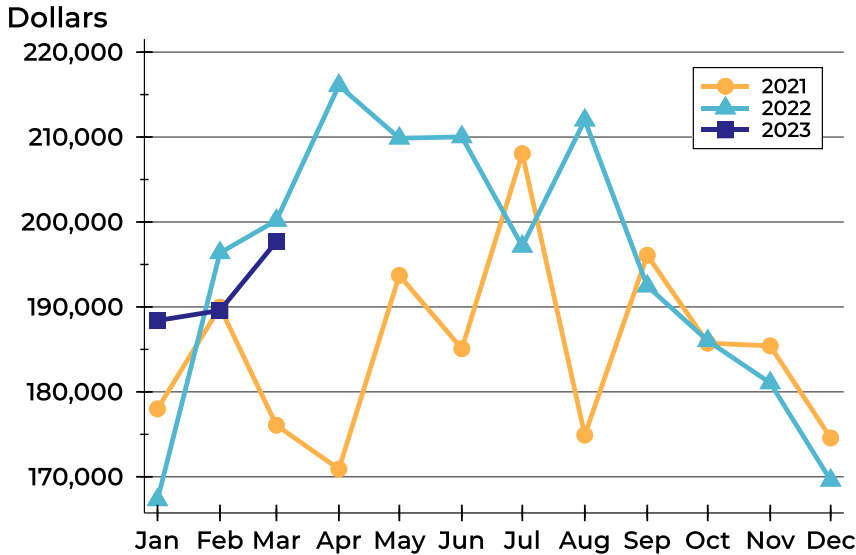
Contracts Written by Price Range

Price Range	Contracts Written		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	3	1.6%	17,133	17,500	33	4	96.5%	100.0%
\$25,000-\$49,999	5	2.7%	39,080	39,900	27	19	109.1%	110.0%
\$50,000-\$99,999	32	17.2%	75,731	77,250	12	5	97.4%	100.0%
\$100,000-\$124,999	17	9.1%	111,543	110,000	18	4	100.7%	100.0%
\$125,000-\$149,999	16	8.6%	140,191	139,950	7	3	100.6%	100.0%
\$150,000-\$174,999	14	7.5%	163,416	164,450	11	3	98.3%	100.0%
\$175,000-\$199,999	20	10.8%	185,755	185,000	13	3	99.3%	100.0%
\$200,000-\$249,999	31	16.7%	225,887	225,000	21	3	99.0%	100.0%
\$250,000-\$299,999	21	11.3%	273,823	271,900	26	4	98.2%	100.0%
\$300,000-\$399,999	16	8.6%	339,628	333,225	20	5	98.8%	100.0%
\$400,000-\$499,999	7	3.8%	433,569	425,000	18	6	99.2%	100.0%
\$500,000-\$749,999	3	1.6%	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



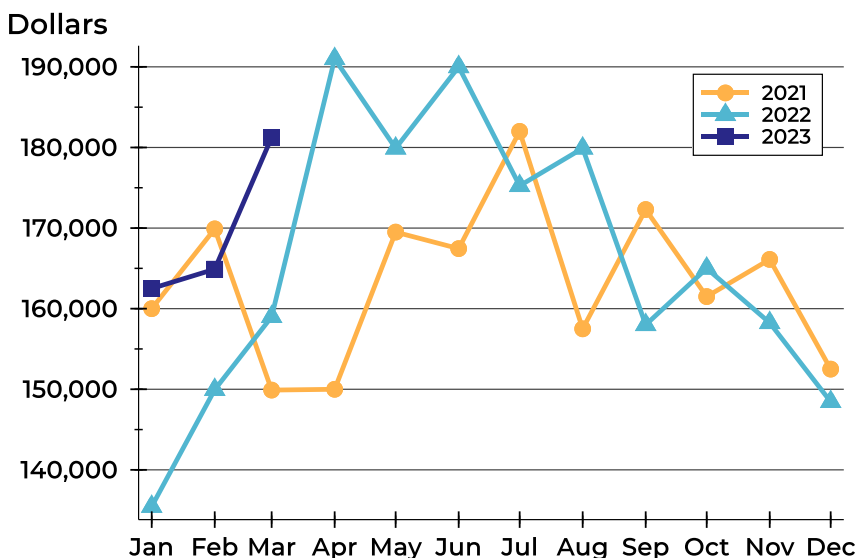
Shawnee County Contracts Written Analysis

Average Price



Month	2021	2022	2023
January	177,997	167,282	188,396
February	189,975	196,370	189,586
March	176,074	200,181	197,699
April	170,909	216,074	
May	193,713	209,866	
June	185,079	210,019	
July	208,049	197,143	
August	174,911	211,991	
September	196,089	192,453	
October	185,733	186,015	
November	185,415	181,053	
December	174,565	169,583	

Median Price

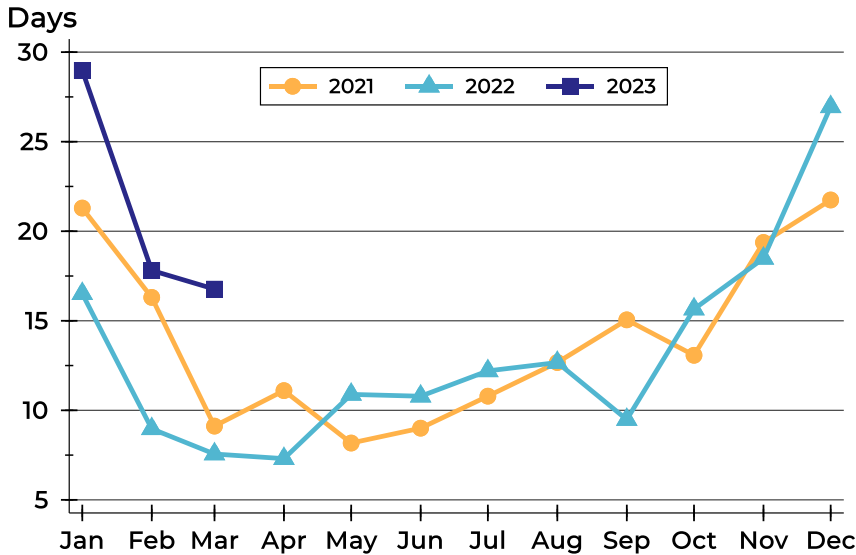


Month	2021	2022	2023
January	160,000	135,450	162,500
February	169,900	149,950	164,900
March	149,900	159,000	181,250
April	150,000	191,000	
May	169,500	179,900	
June	167,450	190,000	
July	182,000	175,250	
August	157,500	179,900	
September	172,300	158,000	
October	161,500	165,000	
November	166,114	158,250	
December	152,500	148,450	



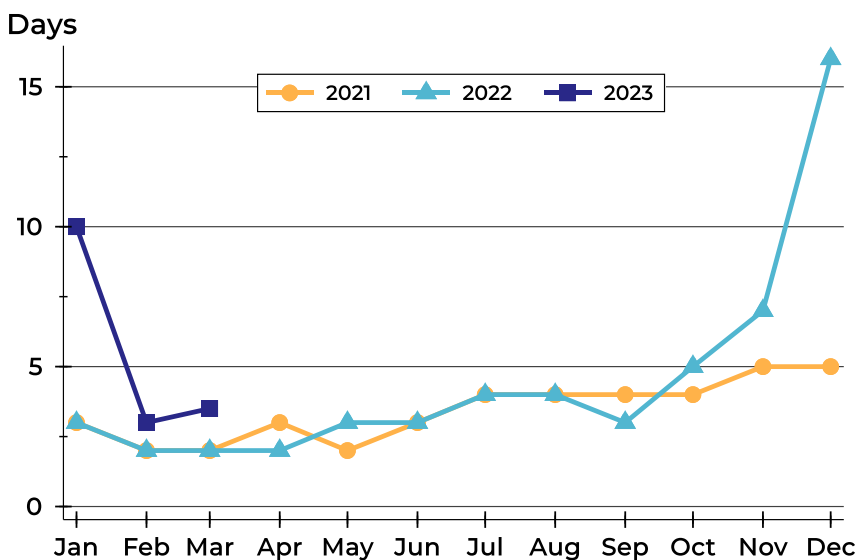
Shawnee County Contracts Written Analysis

Average DOM



Month	2021	2022	2023
January	21	17	29
February	16	9	18
March	9	8	17
April	11	7	
May	8	11	
June	9	11	
July	11	12	
August	13	13	
September	15	9	
October	13	16	
November	19	18	
December	22	27	

Median DOM



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



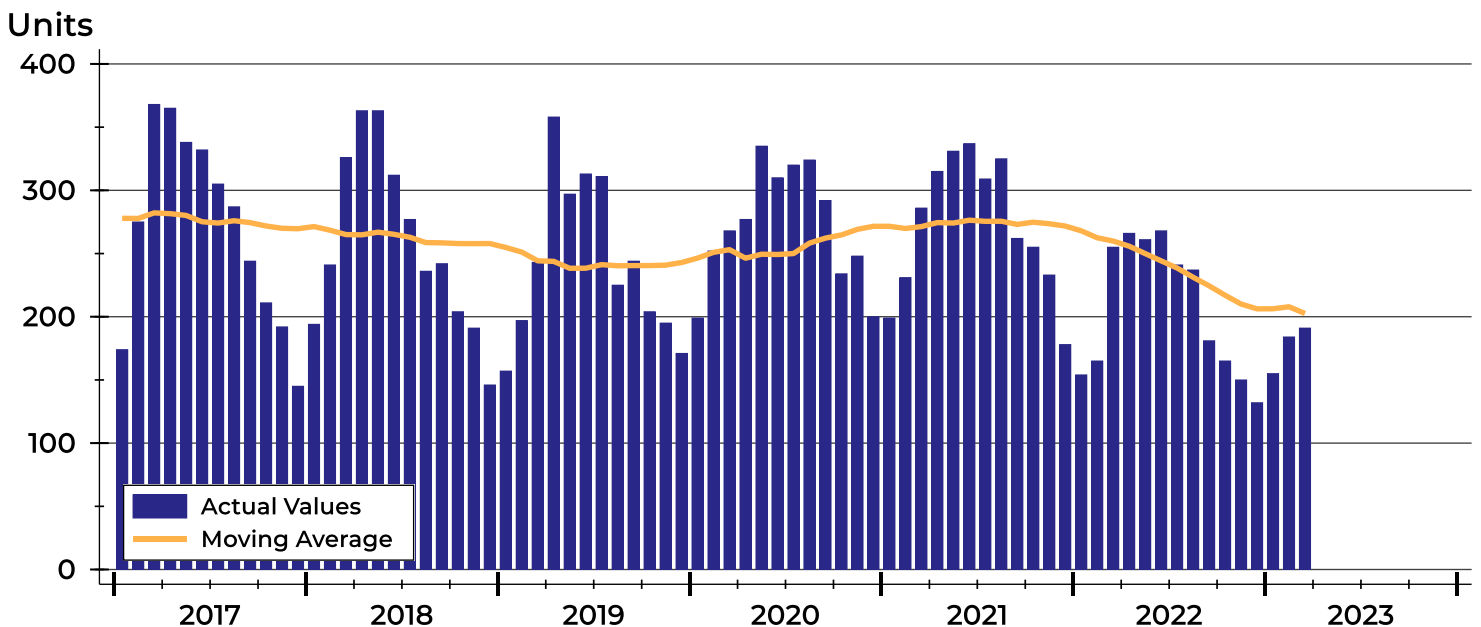
Shawnee County Pending Contracts Analysis

Summary Statistics for Pending Contracts		2023	End of March 2022	Change
Pending Contracts		191	255	-25.1%
Volume (1,000s)		40,850	54,176	-24.6%
Average	List Price	213,872	212,455	0.7%
	Days on Market	16	10	60.0%
	Percent of Original	99.2%	99.4%	-0.2%
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 191 listings in Shawnee County had contracts pending at the end of March, down from 255 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.

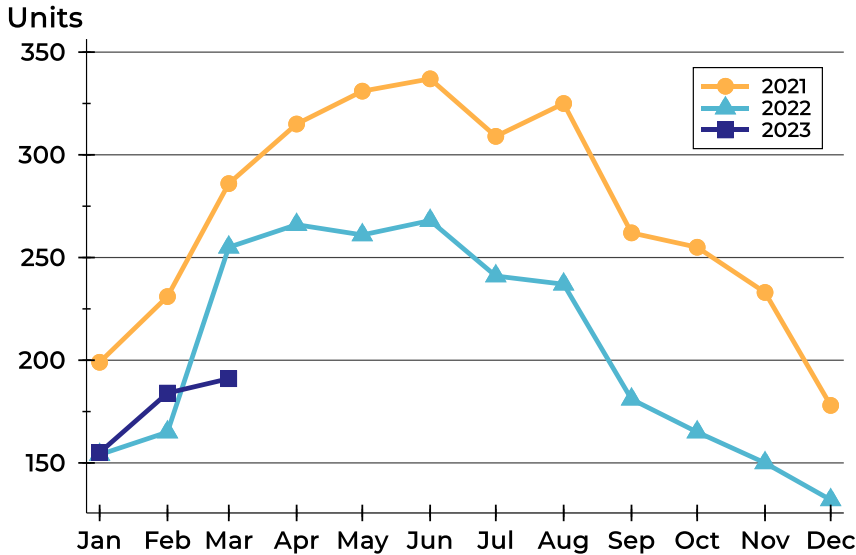
History of Pending Contracts





Shawnee County Pending Contracts Analysis

Pending Contracts by Month



Month	2021	2022	2023
January	199	154	155
February	231	165	184
March	286	255	191
April	315	266	
May	331	261	
June	337	268	
July	309	241	
August	325	237	
September	262	181	
October	255	165	
November	233	150	
December	178	132	

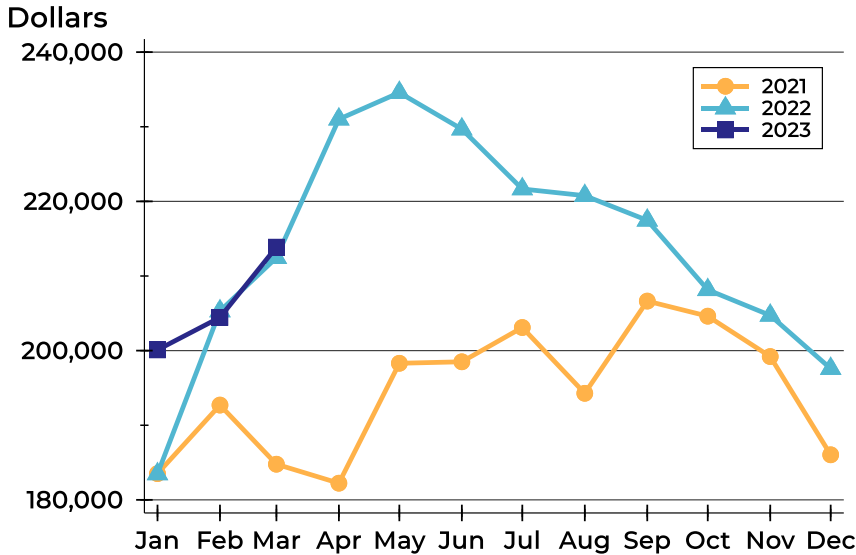
Pending Contracts by Price Range

Price Range	Pending Contracts		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	1	0.5%	15,000	15,000	4	4	100.0%	100.0%
\$25,000-\$49,999	1	0.5%	43,000	43,000	4	4	100.0%	100.0%
\$50,000-\$99,999	30	15.7%	75,513	75,000	20	8	99.3%	100.0%
\$100,000-\$124,999	14	7.3%	112,091	111,000	16	6	99.7%	100.0%
\$125,000-\$149,999	20	10.5%	139,613	139,900	7	3	100.0%	100.0%
\$150,000-\$174,999	15	7.9%	162,522	163,900	10	3	98.5%	100.0%
\$175,000-\$199,999	20	10.5%	185,890	185,000	13	2	99.6%	100.0%
\$200,000-\$249,999	30	15.7%	226,480	224,950	19	3	98.9%	100.0%
\$250,000-\$299,999	27	14.1%	274,266	274,900	24	4	98.6%	100.0%
\$300,000-\$399,999	18	9.4%	343,275	337,750	18	4	98.5%	100.0%
\$400,000-\$499,999	10	5.2%	438,488	430,000	16	5	99.5%	100.0%
\$500,000-\$749,999	4	2.1%	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



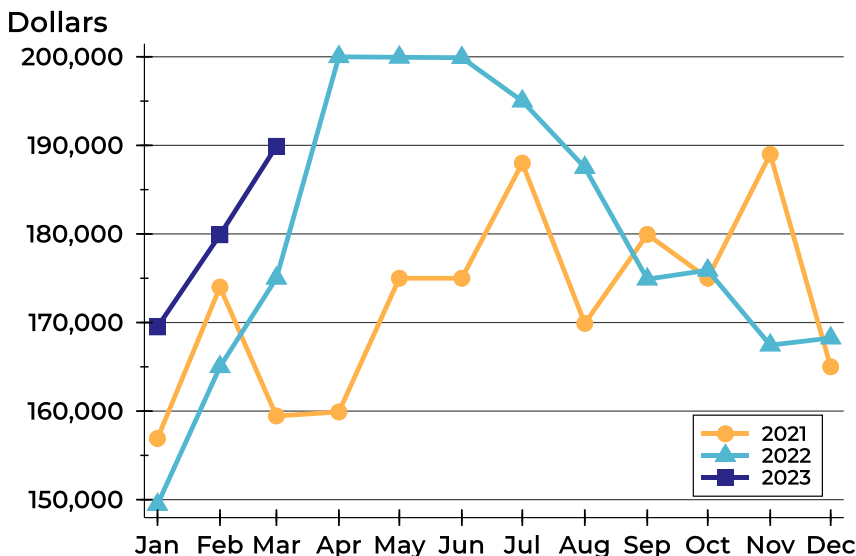
Shawnee County Pending Contracts Analysis

Average Price



Month	2021	2022	2023
January	183,519	183,471	200,095
February	192,703	205,304	204,451
March	184,782	212,455	213,872
April	182,238	231,014	
May	198,304	234,579	
June	198,506	229,679	
July	203,098	221,662	
August	194,284	220,766	
September	206,639	217,463	
October	204,619	208,152	
November	199,208	204,725	
December	186,043	197,592	

Median Price

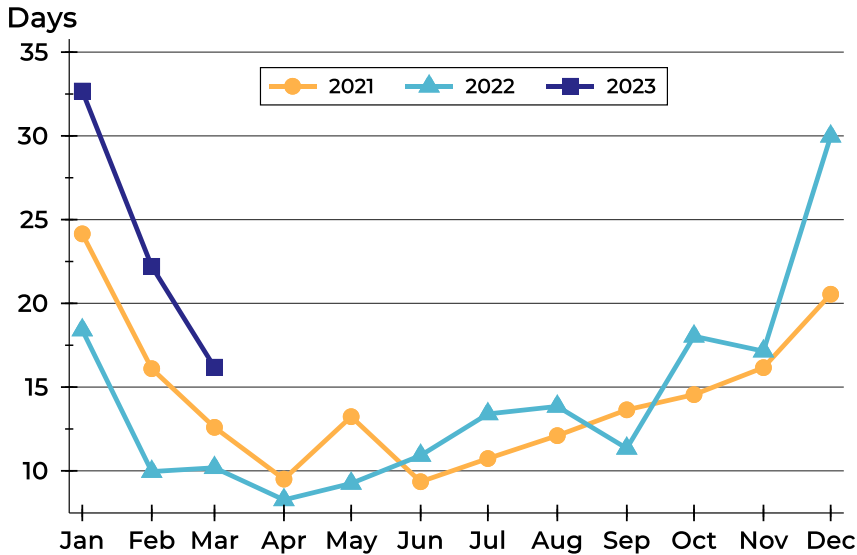


Month	2021	2022	2023
January	156,900	149,450	169,500
February	174,000	165,000	179,900
March	159,450	174,999	189,900
April	159,900	200,000	
May	175,000	199,950	
June	175,000	199,900	
July	188,000	195,000	
August	169,900	187,500	
September	179,950	174,900	
October	175,000	175,900	
November	189,000	167,450	
December	165,000	168,250	



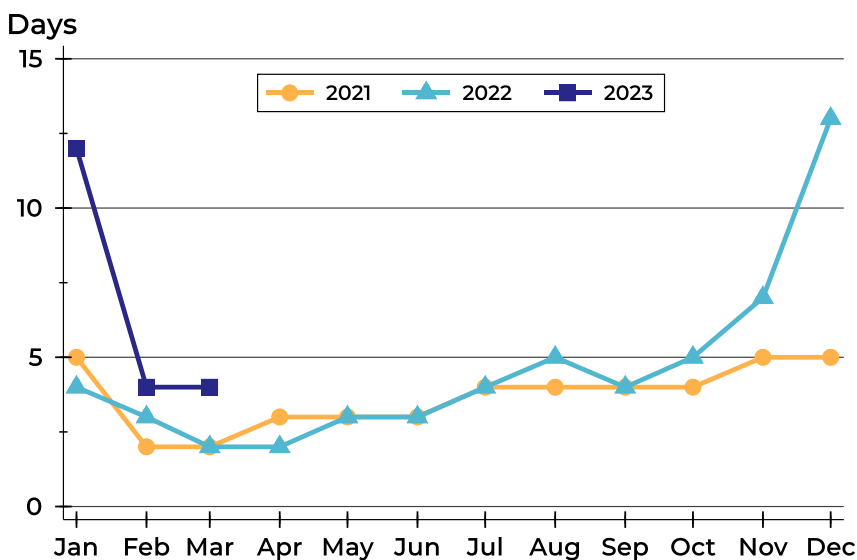
Shawnee County Pending Contracts Analysis

Average DOM



Month	2021	2022	2023
January	24	18	33
February	16	10	22
March	13	10	16
April	10	8	
May	13	9	
June	9	11	
July	11	13	
August	12	14	
September	14	11	
October	15	18	
November	16	17	
December	21	30	

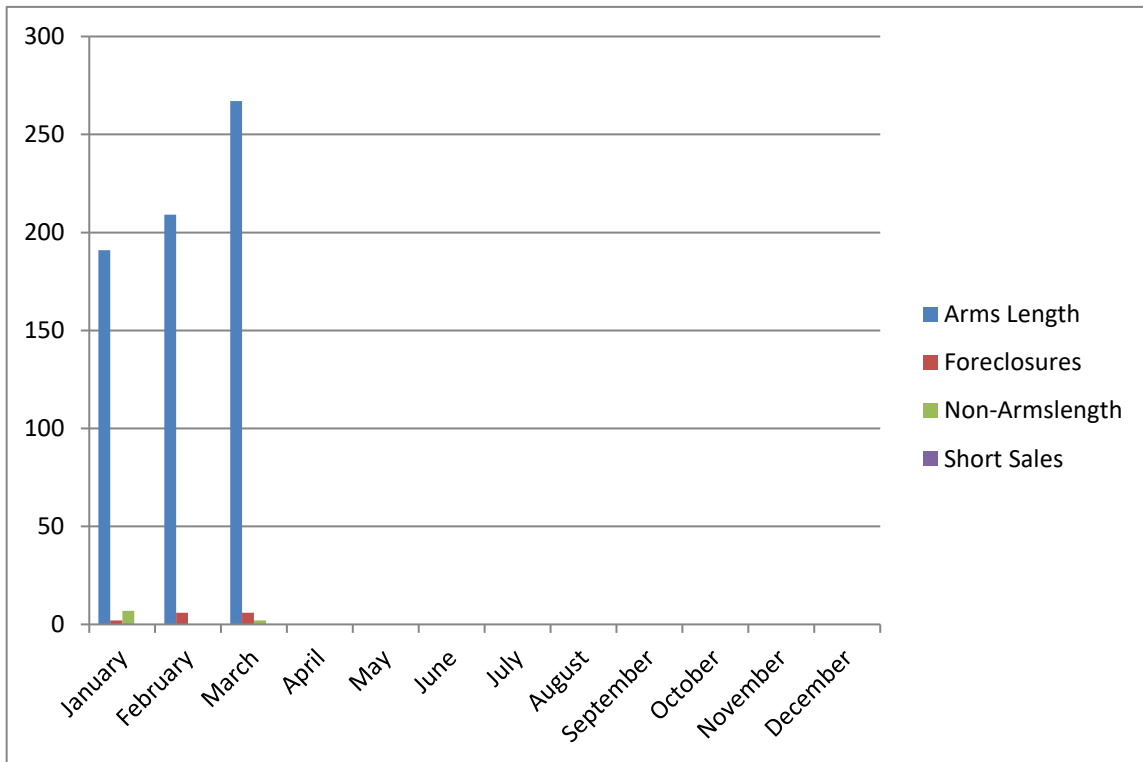
Median DOM



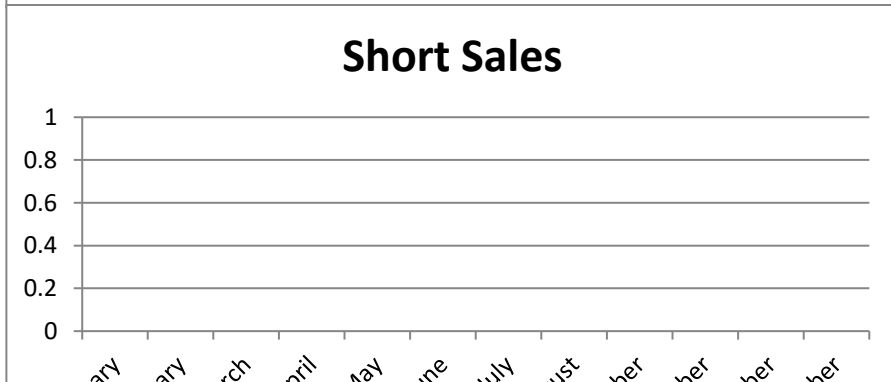
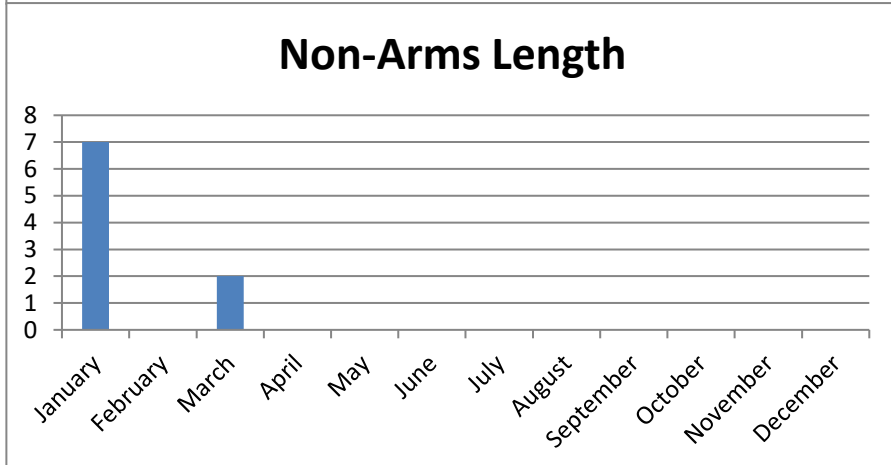
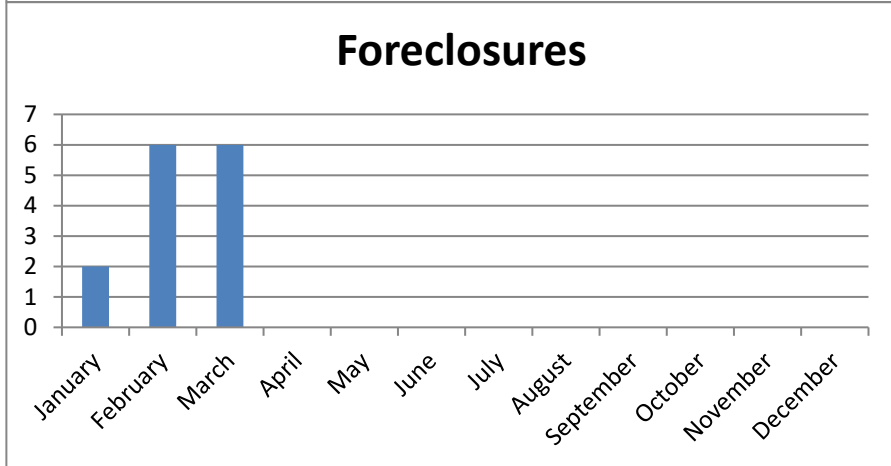
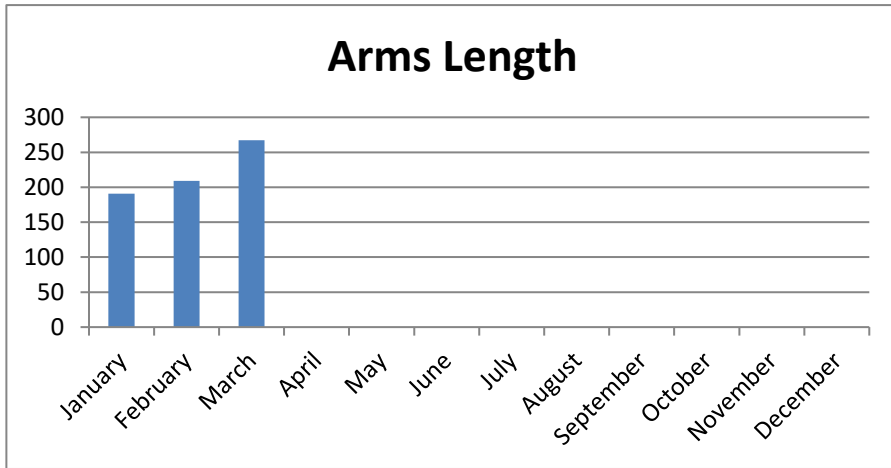
Month	2021	2022	2023
January	5	4	12
February	2	3	4
March	2	2	4
April	3	2	
May	3	3	
June	3	3	
July	4	4	
August	4	5	
September	4	4	
October	4	5	
November	5	7	
December	5	13	

Sunflower Multiple Listing Service March 2023 Distressed Sales Report

	<i>Total Sales</i>	<i>Arms Length</i>	<i>Foreclosures</i>	<i>Non-Armslength</i>	<i>Short Sales</i>	<i>Distressed Sales</i>	<i>Distressed as % of Total Sales</i>
January	200	191	2	7	0	2	1%
February	215	209	6	0	0	6	3%
March	275	267	6	2	0	6	2%
April							
May							
June							
July							
August							
September							
October							
November							
December							
YTD Totals	690	667	14	9	0	14	2%



**Sunflower Multiple Listing Service
March 2023 Distressed Sales Report**



Sold Listings by Price Range Year-to-Date for Entire Sunflower MLS System

March 2023																
	JAN	FEB	MAR	APR	MAY	JUNE	JULY	AUG	SEPT	OCT	NOV	DEC	YTD2023	YTD2022	YTD2021	YTD2020
\$1-\$29,999	10	4	6										20	26	31	40
\$30,000-\$39,999	7	5	6										18	17	15	31
\$40,000-\$49,999	12	5	2										19	12	20	30
\$50,000-\$59,999	8	7	11										26	23	28	41
\$60,000-\$69,999	6	11	13										30	30	24	35
\$70,000-\$79,999	6	5	7										18	31	22	30
\$80,000-\$89,999	5	9	9										23	38	24	39
\$90,000-\$99,999	14	12	15										41	25	33	21
\$100,000-\$119,999	9	18	19										46	55	62	55
\$120,000-\$139,999	21	13	20										54	82	72	84
\$140,000-\$159,999	16	13	26										55	53	69	60
\$160,000-\$179,999	15	18	23										56	60	57	59
\$180,000-\$199,999	16	16	14										46	47	58	52
\$200,000-\$249,999	27	20	48										95	81	108	68
\$250,000-\$299,999	14	31	22										67	69	67	44
\$300,000-\$399,999	20	19	23										62	60	70	47
\$400,000-\$499,999	6	10	8										24	33	17	16
\$500,000 or more	3	5	12										20	19	11	0
TOTALS	215	221	284	0	0	0	0	0	0	0	0	0	720	761	788	752



**March
2023**

Sunflower MLS Statistics



Topeka MSA & Douglas County Housing Report



Market Overview

Topeka MSA & Douglas County Home Sales Rose in March

Total home sales in the Topeka MSA & Douglas County rose by 4.7% last month to 225 units, compared to 215 units in March 2022. Total sales volume was \$45.9 million, up 7.8% from a year earlier.

The median sale price in March was \$173,000, up from \$169,900 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.

Topeka MSA & Douglas County Active Listings Up at End of March

The total number of active listings in the Topeka MSA & Douglas County at the end of March was 166 units, up from 120 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 \$282,200.

During March, a total of 238 contracts were written down from 314 in March 2022. At the end of the month, there were 245 contracts still pending.

Report Contents

- Summary Statistics – Page 2
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- 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



Topeka MSA & Douglas County 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		225 4.7%	215 -15.4%	254 -4.9%	576 -6.9%	619 -3.4%	641 -0.3%
Active Listings Change from prior year		166 38.3%	120 -19.5%	149 -61.8%	N/A	N/A	N/A
Months' Supply Change from prior year		0.6 50.0%	0.4 -20.0%	0.5 -66.7%	N/A	N/A	N/A
New Listings Change from prior year		246 -29.9%	351 -5.9%	373 1.4%	645 -13.4%	745 -7.5%	805 -11.9%
Contracts Written Change from prior year		238 -24.2%	314 -2.2%	321 5.6%	637 -12.0%	724 -6.2%	772 -3.7%
Pending Contracts Change from prior year		245 -22.2%	315 -11.3%	355 2.6%	N/A	N/A	N/A
Sales Volume (1,000s) Change from prior year		45,943 7.8%	42,614 -12.1%	48,497 8.7%	112,450 -2.7%	115,534 0.5%	114,914 13.8%
Average	Sale Price Change from prior year	204,189 3.0%	198,204 3.8%	190,932 14.2%	195,226 4.6%	186,646 4.1%	179,273 14.2%
	List Price of Actives Change from prior year	368,210 17.9%	312,200 41.0%	221,362 8.7%	N/A	N/A	N/A
	Days on Market Change from prior year	25 66.7%	15 -11.8%	17 -55.3%	25 25.0%	20 -9.1%	22 -47.6%
	Percent of List Change from prior year	99.7% -0.8%	100.5% -0.1%	100.6% 2.5%	98.6% -1.2%	99.8% 0.4%	99.4% 2.7%
	Percent of Original Change from prior year	98.1% -1.9%	100.0% 0.3%	99.7% 3.9%	96.5% -2.0%	98.5% 0.1%	98.4% 4.1%
Median	Sale Price Change from prior year	173,000 1.8%	169,900 -3.3%	175,750 19.6%	167,550 6.7%	157,000 -1.9%	160,000 17.4%
	List Price of Actives Change from prior year	282,200 10.7%	254,950 54.6%	164,900 1.0%	N/A	N/A	N/A
	Days on Market Change from prior year	5 66.7%	3 50.0%	2 -81.8%	8 100.0%	4 0.0%	4 -76.5%
	Percent of List Change from prior year	100.0% 0.0%	100.0% 0.0%	100.0% 0.9%	100.0% 0.0%	100.0% 0.0%	100.0% 1.3%
	Percent of Original Change from prior year	100.0% 0.0%	100.0% 0.0%	100.0% 1.8%	98.8% -1.2%	100.0% 0.0%	100.0% 3.0%

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



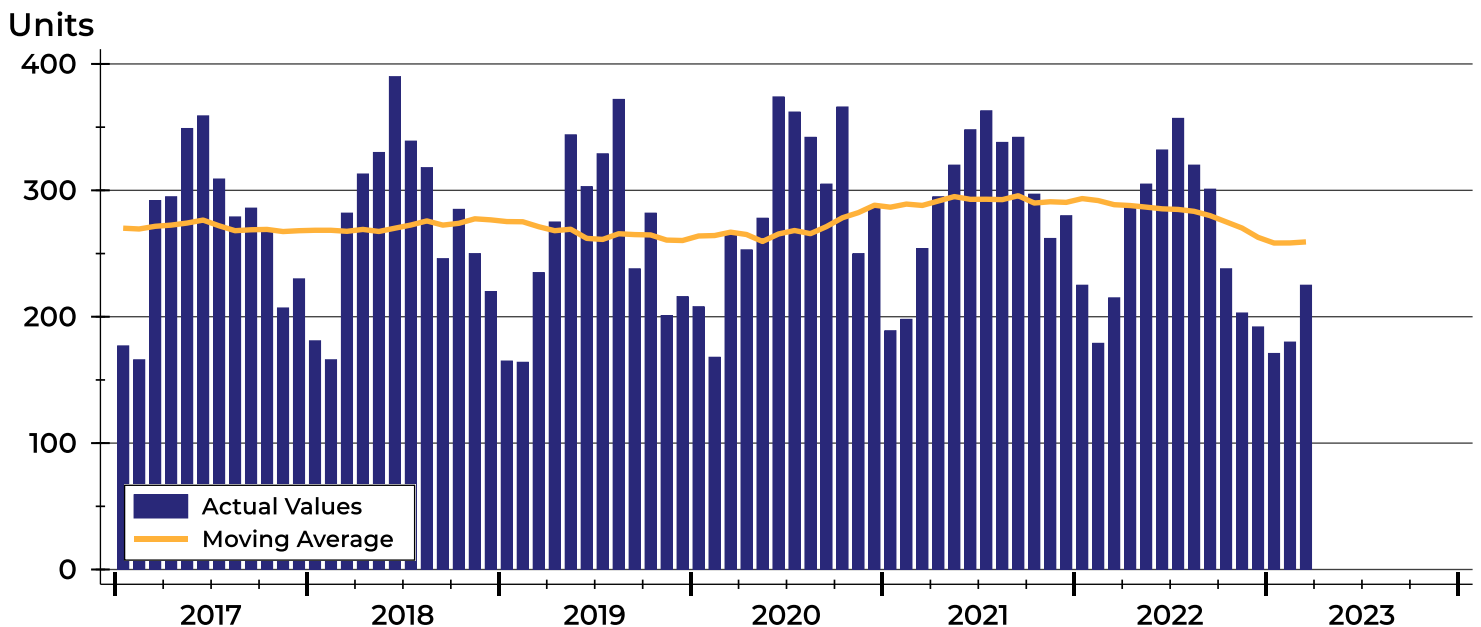
Topeka MSA & Douglas County Closed Listings Analysis

Summary Statistics for Closed Listings		2023	March 2022	Change	Year-to-Date		
		2023	2022	Change	2023	2022	Change
Closed Listings		225	215	4.7%	576	619	-6.9%
Volume (1,000s)		45,943	42,614	7.8%	112,450	115,534	-2.7%
Months' Supply		0.6	0.4	50.0%	N/A	N/A	N/A
Average	Sale Price	204,189	198,204	3.0%	195,226	186,646	4.6%
	Days on Market	25	15	66.7%	25	20	25.0%
	Percent of List	99.7%	100.5%	-0.8%	98.6%	99.8%	-1.2%
	Percent of Original	98.1%	100.0%	-1.9%	96.5%	98.5%	-2.0%
Median	Sale Price	173,000	169,900	1.8%	167,550	157,000	6.7%
	Days on Market	5	3	66.7%	8	4	100.0%
	Percent of List	100.0%	100.0%	0.0%	100.0%	100.0%	0.0%
	Percent of Original	100.0%	100.0%	0.0%	98.8%	100.0%	-1.2%

A total of 225 homes sold in the Topeka MSA & Douglas County in March, up from 215 units in March 2022. Total sales volume rose to \$45.9 million compared to \$42.6 million in the previous year.

The median sales price in March was \$173,000, up 1.8% compared to the prior year. Median days on market was 5 days, down from 11 days in February, but up from 3 in March 2022.

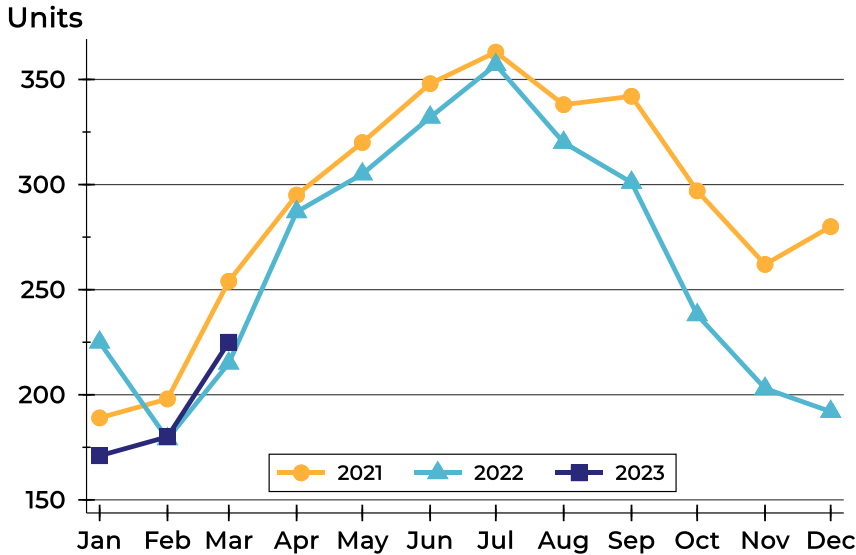
History of Closed Listings





Topeka MSA & Douglas County Closed Listings Analysis

Closed Listings by Month



Month	2021	2022	2023
January	189	225	171
February	198	179	180
March	254	215	225
April	295	287	
May	320	305	
June	348	332	
July	363	357	
August	338	320	
September	342	301	
October	297	238	
November	262	203	
December	280	192	

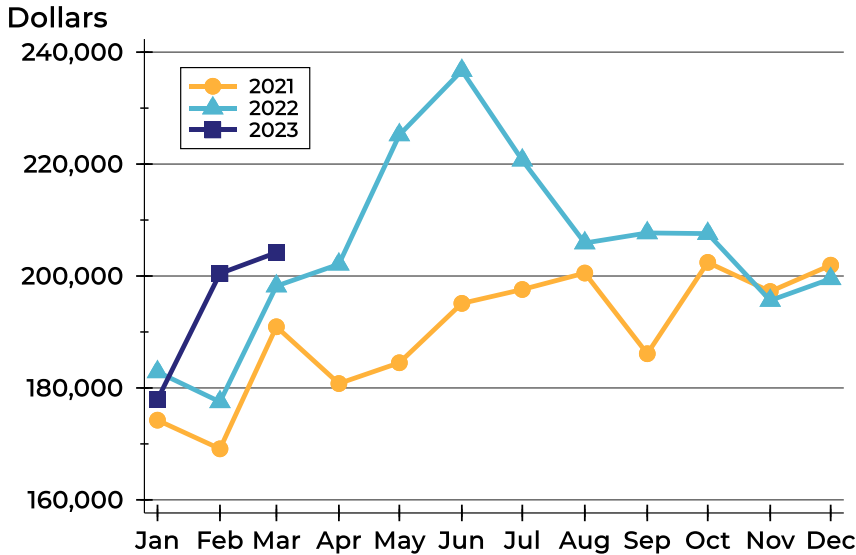
Closed Listings by Price Range

Price Range	Sales		Months' Supply	Sale Price		Days on Market		Price as % of List		Price as % of Orig.	
	Number	Percent		Average	Median	Avg.	Med.	Avg.	Med.	Avg.	Med.
Below \$25,000	2	0.9%	0.0	17,650	17,650	47	47	97.1%	97.1%	94.7%	94.7%
\$25,000-\$49,999	7	3.1%	0.4	33,793	31,500	18	2	99.8%	103.0%	95.7%	100.0%
\$50,000-\$99,999	42	18.7%	0.6	74,205	74,000	29	5	98.2%	100.0%	95.7%	100.0%
\$100,000-\$124,999	15	6.7%	0.3	110,567	111,000	16	7	101.5%	100.0%	99.6%	100.0%
\$125,000-\$149,999	22	9.8%	0.3	138,038	138,950	16	2	103.3%	103.6%	103.1%	103.6%
\$150,000-\$174,999	25	11.1%	0.4	160,285	160,000	20	6	99.3%	100.0%	97.8%	100.0%
\$175,000-\$199,999	18	8.0%	0.3	184,406	182,250	10	3	99.5%	100.0%	99.3%	100.0%
\$200,000-\$249,999	41	18.2%	0.5	221,949	223,500	27	7	99.2%	100.0%	97.4%	99.1%
\$250,000-\$299,999	16	7.1%	0.5	274,514	274,889	16	5	100.5%	100.0%	99.4%	100.0%
\$300,000-\$399,999	18	8.0%	1.1	337,744	335,000	38	8	100.5%	100.0%	99.9%	99.2%
\$400,000-\$499,999	7	3.1%	1.8	419,286	410,000	35	4	98.1%	98.8%	96.7%	98.8%
\$500,000-\$749,999	10	4.4%	2.2	623,090	652,450	48	16	98.9%	98.8%	97.8%	97.9%
\$750,000-\$999,999	2	0.9%	2.4	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



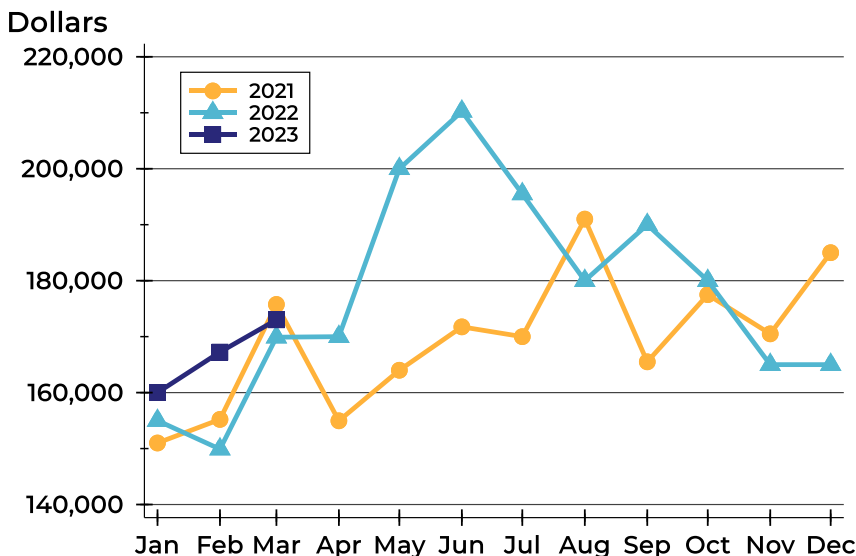
Topeka MSA & Douglas County Closed Listings Analysis

Average Price



Month	2021	2022	2023
January	174,242	182,865	177,930
February	169,118	177,517	200,452
March	190,932	198,204	204,189
April	180,786	202,102	
May	184,503	225,211	
June	195,111	236,704	
July	197,593	220,695	
August	200,530	205,899	
September	186,114	207,696	
October	202,431	207,577	
November	197,233	195,625	
December	201,933	199,500	

Median Price

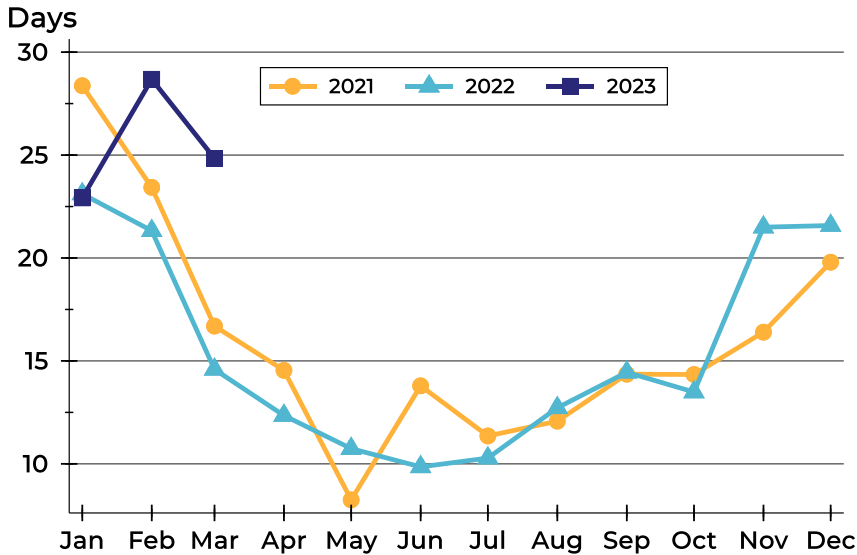


Month	2021	2022	2023
January	151,000	155,000	160,000
February	155,213	149,900	167,250
March	175,750	169,900	173,000
April	154,960	170,001	
May	164,000	200,000	
June	171,750	210,250	
July	170,000	195,500	
August	191,000	180,000	
September	165,500	190,000	
October	177,500	180,000	
November	170,500	165,000	
December	185,000	165,000	



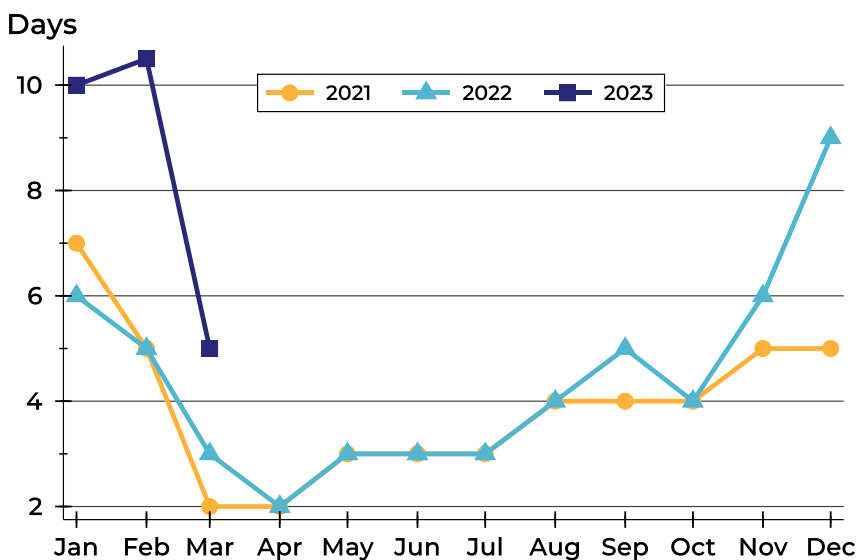
Topeka MSA & Douglas County Closed Listings Analysis

Average DOM



Month	2021	2022	2023
January	28	23	23
February	23	21	29
March	17	15	25
April	15	12	
May	8	11	
June	14	10	
July	11	10	
August	12	13	
September	14	14	
October	14	13	
November	16	21	
December	20	22	

Median DOM



Month	2021	2022	2023
January	7	6	10
February	5	5	11
March	2	3	5
April	2	2	
May	3	3	
June	3	3	
July	3	3	
August	4	4	
September	4	5	
October	4	4	
November	5	6	
December	5	9	



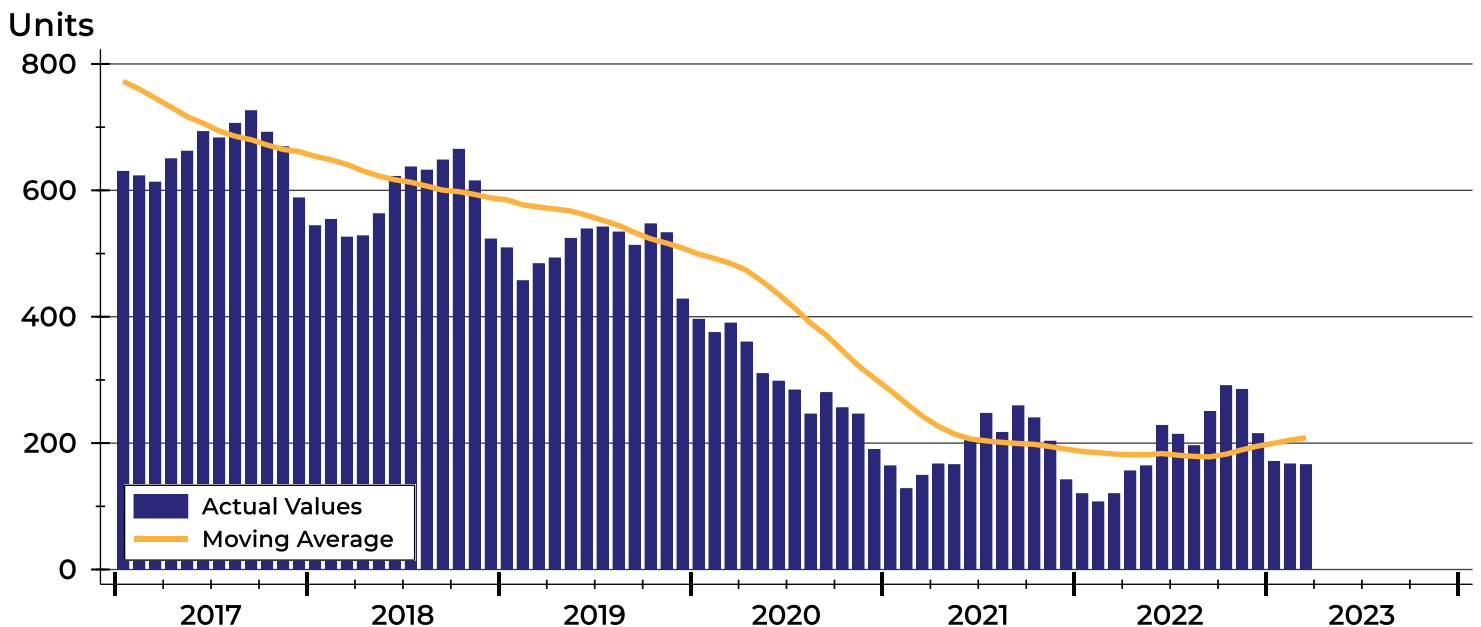
Topeka MSA & Douglas County Active Listings Analysis

Summary Statistics for Active Listings		2023	End of March 2022	Change
Active Listings		166	120	38.3%
Volume (1,000s)		61,123	37,464	63.2%
Months' Supply		0.6	0.4	50.0%
Average	List Price	368,210	312,200	17.9%
	Days on Market	64	49	30.6%
	Percent of Original	97.7%	97.6%	0.1%
Median	List Price	282,200	254,950	10.7%
	Days on Market	25	19	31.6%
	Percent of Original	100.0%	100.0%	0.0%

A total of 166 homes were available for sale in the Topeka MSA & Douglas County 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 \$282,200, up 10.7% from 2022. The typical time on market for active listings was 25 days, up from 19 days a year earlier.

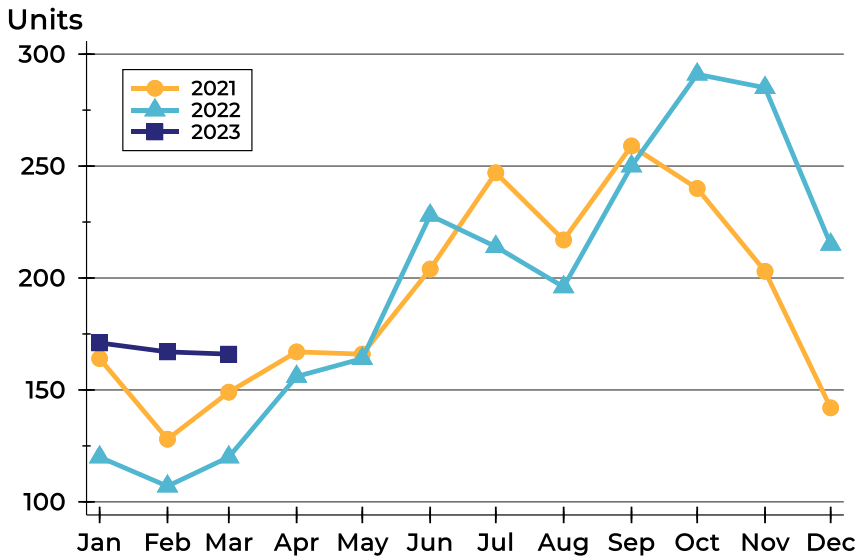
History of Active Listings





Topeka MSA & Douglas County Active Listings Analysis

Active Listings by Month



Month	2021	2022	2023
January	164	120	171
February	128	107	167
March	149	120	166
April	167	156	
May	166	164	
June	204	228	
July	247	214	
August	217	196	
September	259	250	
October	240	291	
November	203	285	
December	142	215	

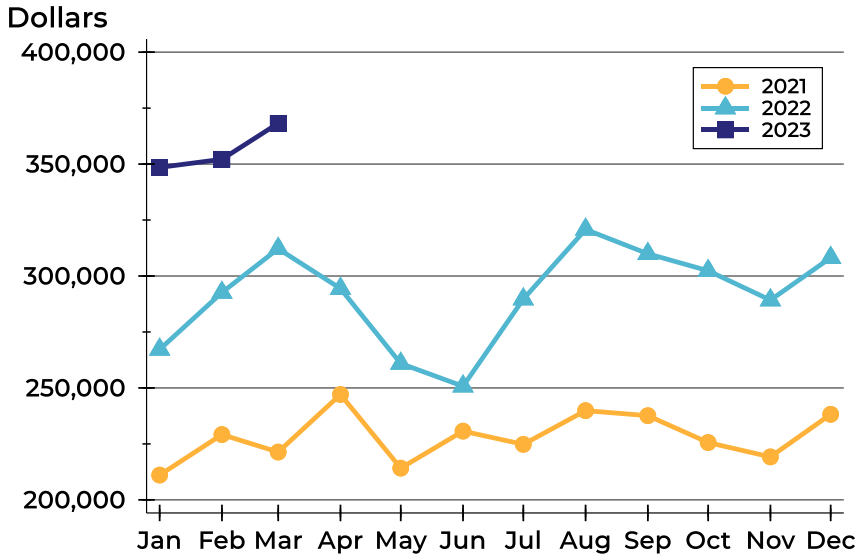
Active Listings by Price Range

Price Range	Active Listings		Months' Supply	List Price		Days on Market		Price as % of Orig.	
	Number	Percent		Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	0	0.0%	0.0	N/A	N/A	N/A	N/A	N/A	N/A
\$25,000-\$49,999	4	2.4%	0.4	39,250	40,000	61	28	91.6%	94.3%
\$50,000-\$99,999	22	13.3%	0.6	80,873	85,250	28	11	97.6%	100.0%
\$100,000-\$124,999	5	3.0%	0.3	107,780	100,000	6	3	100.0%	100.0%
\$125,000-\$149,999	8	4.8%	0.3	137,956	138,950	40	15	98.7%	100.0%
\$150,000-\$174,999	9	5.4%	0.4	161,320	159,980	57	33	96.8%	100.0%
\$175,000-\$199,999	8	4.8%	0.3	187,400	187,450	86	65	95.9%	97.3%
\$200,000-\$249,999	17	10.2%	0.5	226,612	225,000	45	12	99.0%	100.0%
\$250,000-\$299,999	15	9.0%	0.5	274,700	270,000	70	65	99.0%	100.0%
\$300,000-\$399,999	31	18.7%	1.1	357,955	360,000	53	18	97.7%	100.0%
\$400,000-\$499,999	23	13.9%	1.8	460,913	469,000	108	40	98.4%	100.0%
\$500,000-\$749,999	18	10.8%	2.2	600,970	597,650	101	57	95.7%	100.0%
\$750,000-\$999,999	3	1.8%	2.4	868,333	815,000	55	43	99.6%	100.0%
\$1,000,000 and up	3	1.8%	N/A	3,833,333	1,600,000	97	34	100.0%	100.0%



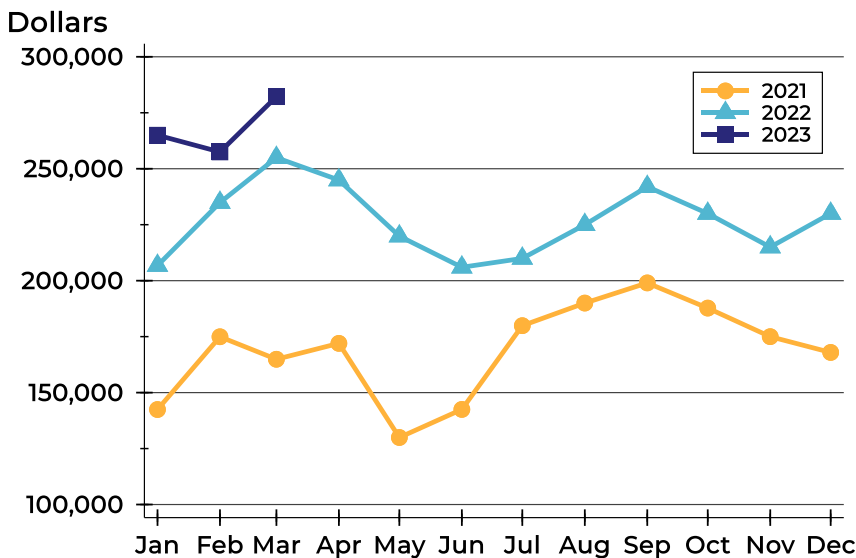
Topeka MSA & Douglas County Active Listings Analysis

Average Price



Month	2021	2022	2023
January	211,083	267,205	348,519
February	229,182	292,627	352,143
March	221,362	312,200	368,210
April	247,081	294,384	
May	214,175	260,918	
June	230,717	250,771	
July	224,797	289,675	
August	239,872	320,814	
September	237,619	309,934	
October	225,615	302,351	
November	219,195	289,231	
December	238,213	308,183	

Median Price

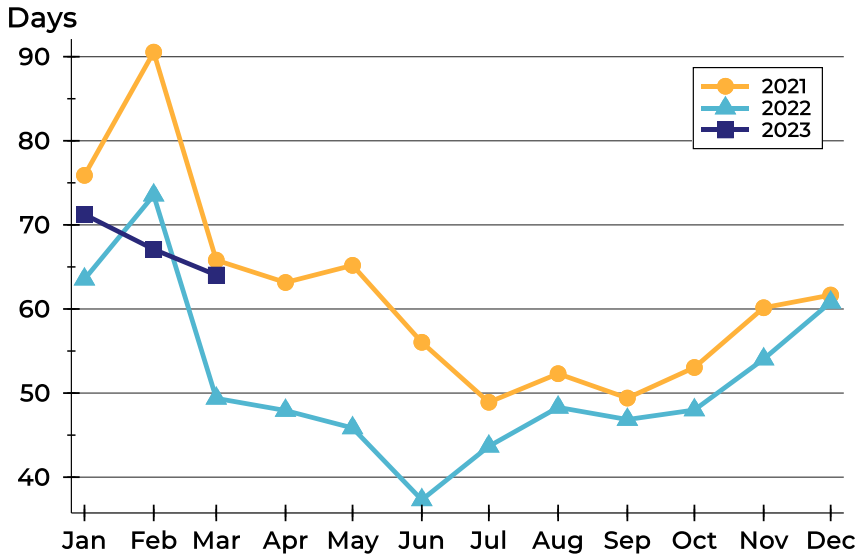


Month	2021	2022	2023
January	142,450	206,750	265,000
February	174,950	234,900	257,500
March	164,900	254,950	282,200
April	172,000	244,950	
May	129,950	219,900	
June	142,500	206,000	
July	179,900	209,950	
August	190,000	225,000	
September	199,000	241,985	
October	187,750	230,000	
November	175,000	215,000	
December	167,950	230,000	



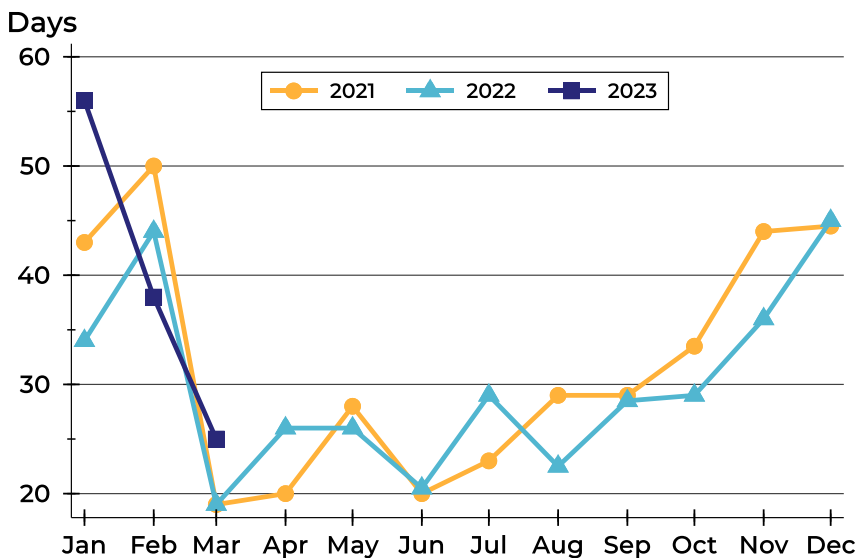
Topeka MSA & Douglas County Active Listings Analysis

Average DOM



Month	2021	2022	2023
January	76	64	71
February	91	74	67
March	66	49	64
April	63	48	
May	65	46	
June	56	37	
July	49	44	
August	52	48	
September	49	47	
October	53	48	
November	60	54	
December	62	61	

Median DOM

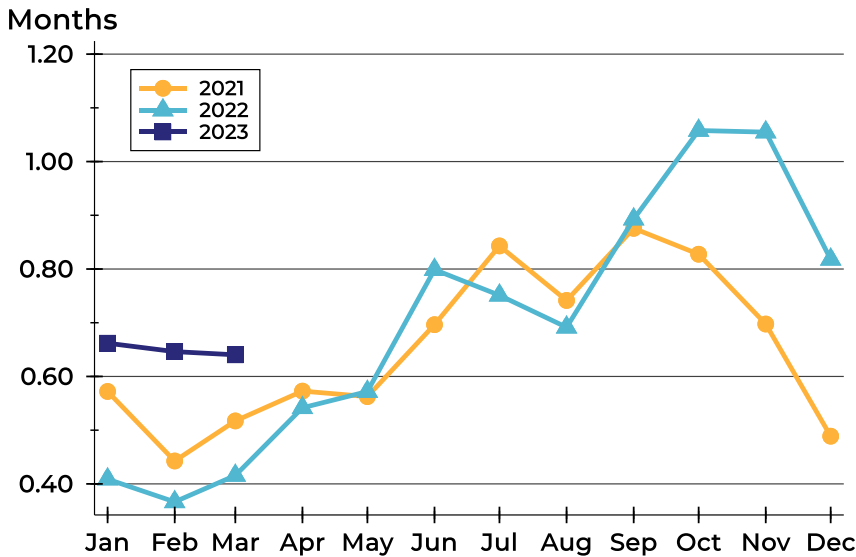


Month	2021	2022	2023
January	43	34	56
February	50	44	38
March	19	19	25
April	20	26	
May	28	26	
June	20	21	
July	23	29	
August	29	23	
September	29	29	
October	34	29	
November	44	36	
December	45	45	



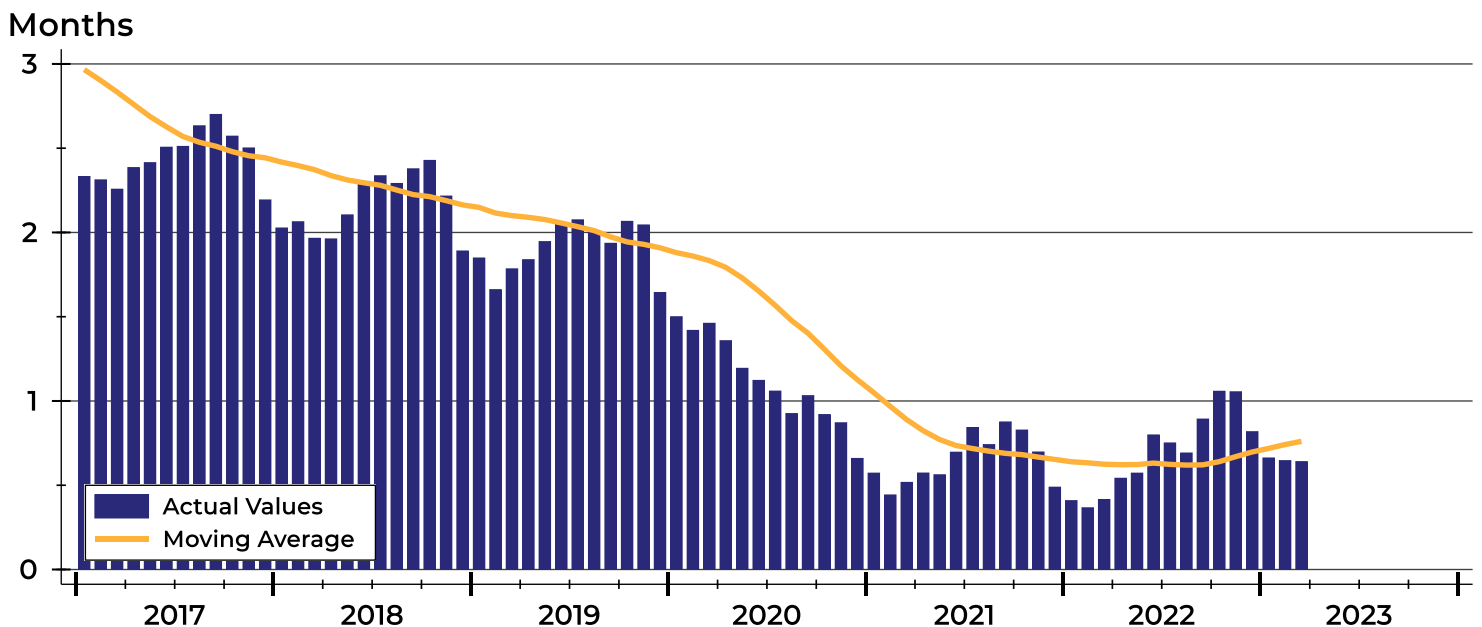
Topeka MSA & Douglas County Months' Supply Analysis

Months' Supply by Month



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

History of Month's Supply





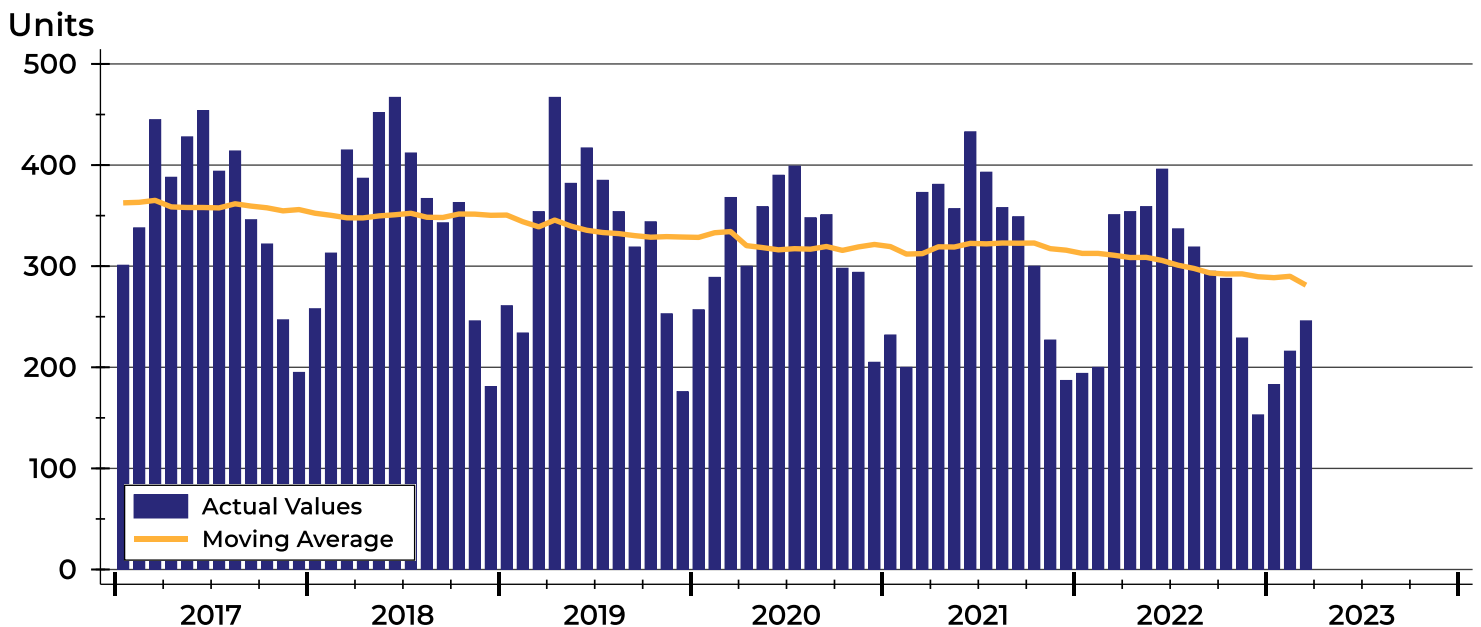
Topeka MSA & Douglas County New Listings Analysis

Summary Statistics for New Listings		2023	March 2022	Change
Current Month	New Listings	246	351	-29.9%
	Volume (1,000s)	55,121	77,313	-28.7%
	Average List Price	224,071	220,265	1.7%
	Median List Price	189,950	180,000	5.5%
Year-to-Date	New Listings	645	745	-13.4%
	Volume (1,000s)	139,481	156,740	-11.0%
	Average List Price	216,250	210,389	2.8%
	Median List Price	180,000	170,000	5.9%

A total of 246 new listings were added in the Topeka MSA & Douglas County during March, down 29.9% from the same month in 2022. Year-to-date the Topeka MSA & Douglas County has seen 645 new listings.

The median list price of these homes was \$189,950 up from \$180,000 in 2022.

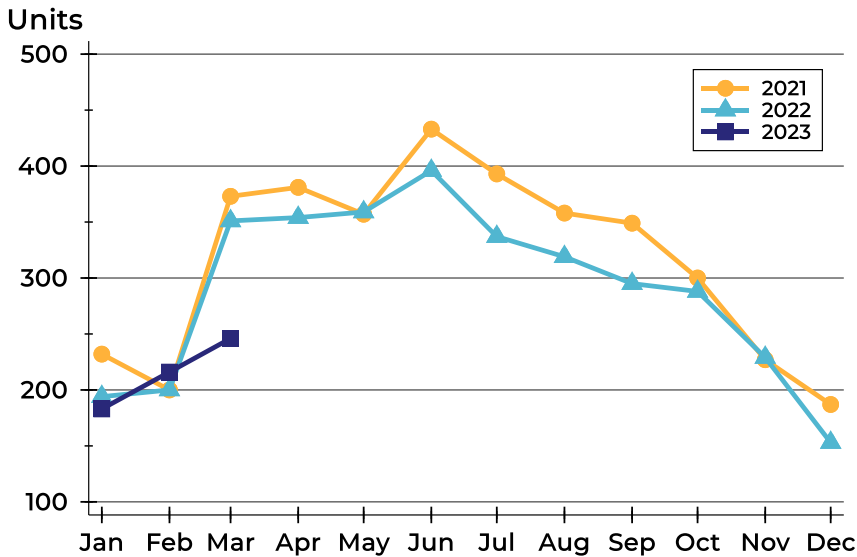
History of New Listings





Topeka MSA & Douglas County New Listings Analysis

New Listings by Month



Month	2021	2022	2023
January	232	194	183
February	200	200	216
March	373	351	246
April	381	354	
May	357	359	
June	433	396	
July	393	337	
August	358	319	
September	349	295	
October	300	288	
November	227	229	
December	187	153	

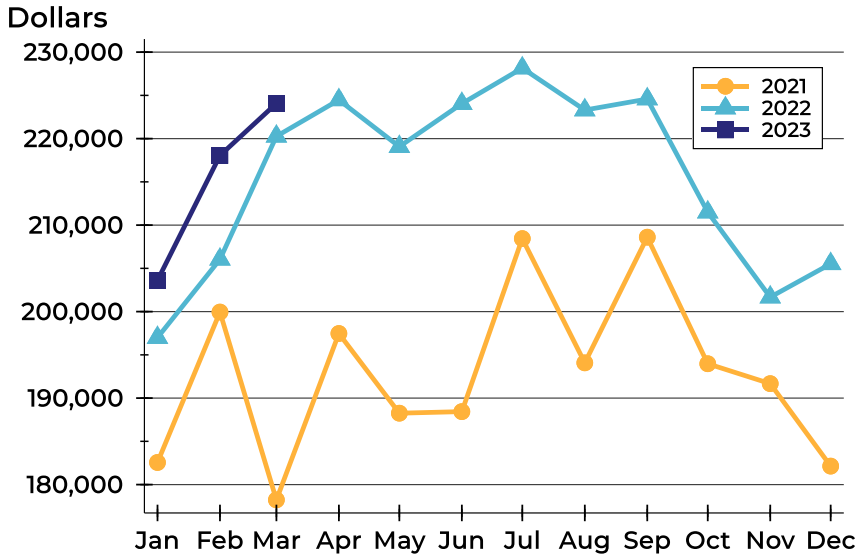
New Listings by Price Range

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	1.6%	13,299	16,250	6	5	100.3%	100.0%
\$25,000-\$49,999	8	3.3%	37,300	39,950	14	8	99.2%	100.0%
\$50,000-\$99,999	47	19.1%	76,040	79,000	7	6	98.7%	100.0%
\$100,000-\$124,999	15	6.1%	109,548	109,900	7	4	102.4%	100.0%
\$125,000-\$149,999	23	9.3%	139,209	139,900	6	3	99.5%	100.0%
\$150,000-\$174,999	13	5.3%	162,151	160,000	3	3	100.8%	100.0%
\$175,000-\$199,999	20	8.1%	187,895	187,250	4	2	100.5%	100.0%
\$200,000-\$249,999	36	14.6%	222,810	222,450	6	3	99.3%	100.0%
\$250,000-\$299,999	20	8.1%	276,224	275,950	5	3	99.9%	100.0%
\$300,000-\$399,999	31	12.6%	352,744	349,900	12	9	100.1%	100.0%
\$400,000-\$499,999	17	6.9%	453,152	449,000	13	8	99.7%	100.0%
\$500,000-\$749,999	10	4.1%	610,575	612,150	15	12	99.3%	100.0%
\$750,000-\$999,999	1	0.4%	895,000	895,000	2	2	100.0%	100.0%
\$1,000,000 and up	1	0.4%	1,300,000	1,300,000	17	17	81.3%	81.3%



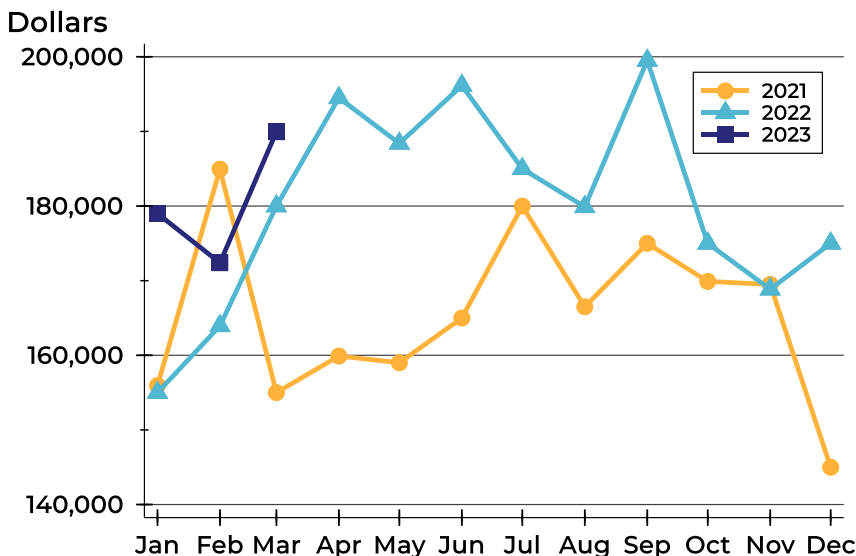
Topeka MSA & Douglas County New Listings Analysis

Average Price



Month	2021	2022	2023
January	182,559	196,996	203,610
February	199,950	206,048	218,053
March	178,234	220,265	224,071
April	197,469	224,476	
May	188,257	219,072	
June	188,439	224,050	
July	208,445	228,155	
August	194,080	223,308	
September	208,605	224,579	
October	193,974	211,500	
November	191,675	201,671	
December	182,140	205,528	

Median Price



Month	2021	2022	2023
January	155,950	155,000	179,000
February	184,950	163,950	172,389
March	155,000	180,000	189,950
April	159,900	194,500	
May	159,000	188,400	
June	165,000	196,150	
July	180,000	185,000	
August	166,500	179,900	
September	175,000	199,500	
October	169,900	175,000	
November	169,500	168,850	
December	145,000	175,000	



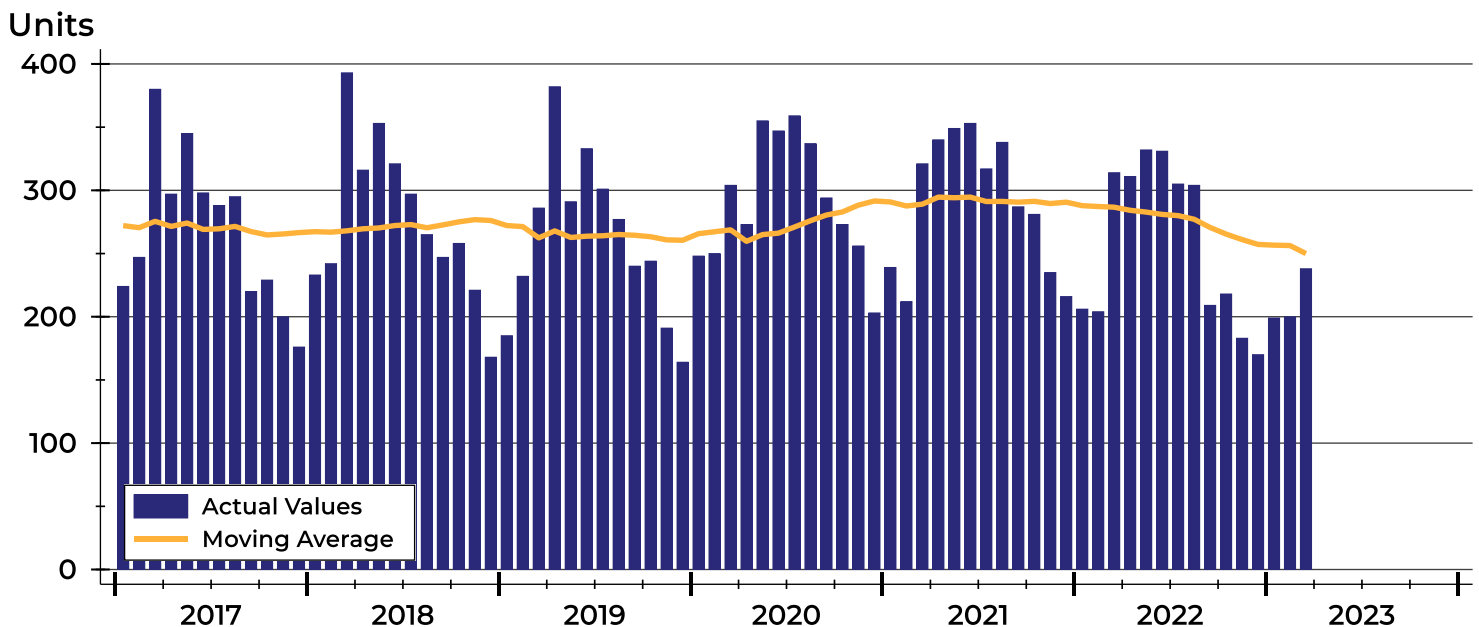
Topeka MSA & Douglas County Contracts Written Analysis

Summary Statistics for Contracts Written		2023	March 2022	Change	2023	Year-to-Date 2022	Change
Contracts Written		238	314	-24.2%	637	724	-12.0%
Volume (1,000s)		49,071	63,230	-22.4%	128,402	143,439	-10.5%
Average	Sale Price	206,179	201,369	2.4%	201,573	198,120	1.7%
	Days on Market	20	10	100.0%	23	15	53.3%
	Percent of Original	98.2%	102.0%	-3.7%	97.7%	100.5%	-2.8%
Median	Sale Price	185,000	169,700	9.0%	175,000	159,975	9.4%
	Days on Market	4	2	100.0%	5	3	66.7%
	Percent of Original	100.0%	100.4%	-0.4%	100.0%	100.0%	0.0%

A total of 238 contracts for sale were written in the Topeka MSA & Douglas County during the month of March, down from 314 in 2022. The median list price of these homes was \$185,000, up from \$169,700 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.

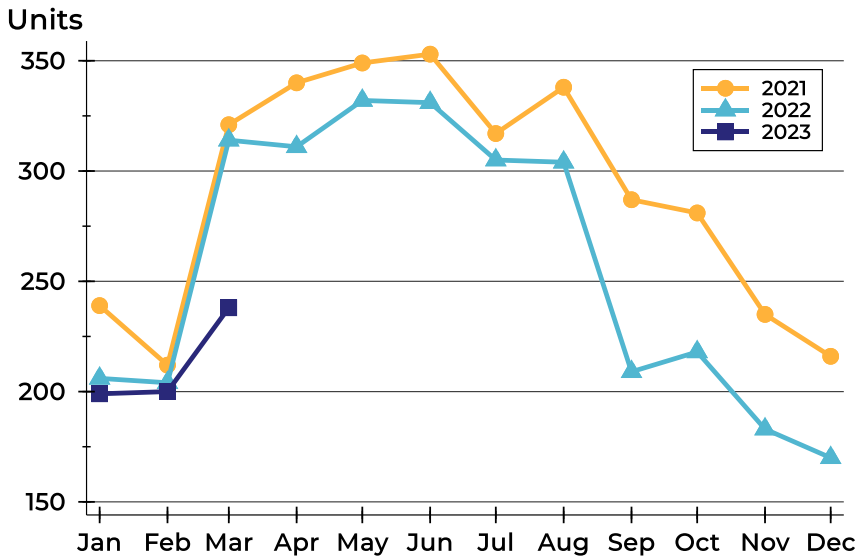
History of Contracts Written





Topeka MSA & Douglas County Contracts Written Analysis

Contracts Written by Month



Month	2021	2022	2023
January	239	206	199
February	212	204	200
March	321	314	238
April	340	311	
May	349	332	
June	353	331	
July	317	305	
August	338	304	
September	287	209	
October	281	218	
November	235	183	
December	216	170	

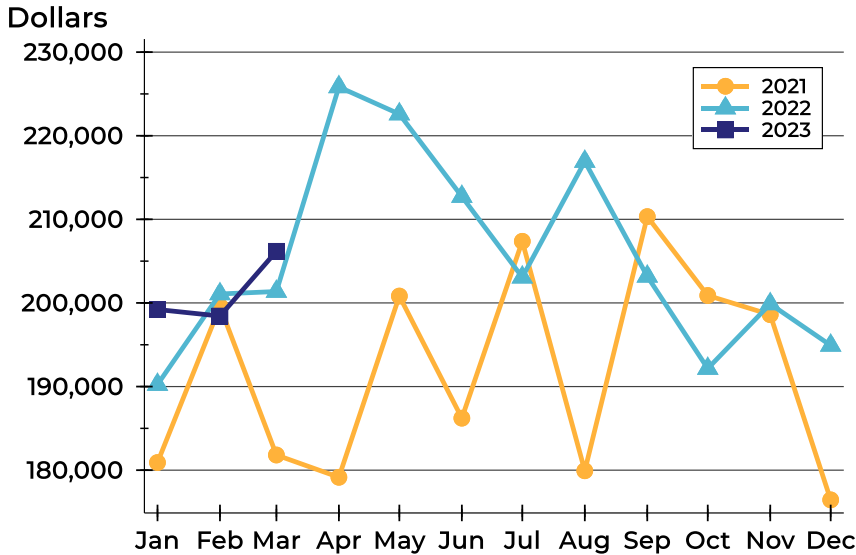
Contracts Written by Price Range

Price Range	Contracts Written		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	4	1.7%	17,600	18,200	26	5	97.4%	100.0%
\$25,000-\$49,999	8	3.4%	35,362	36,250	25	15	100.9%	102.5%
\$50,000-\$99,999	41	17.2%	75,618	75,000	19	7	96.1%	100.0%
\$100,000-\$124,999	19	8.0%	112,422	110,000	18	4	98.8%	100.0%
\$125,000-\$149,999	21	8.8%	139,379	139,900	8	3	99.8%	100.0%
\$150,000-\$174,999	14	5.9%	163,416	164,450	11	3	98.3%	100.0%
\$175,000-\$199,999	26	10.9%	186,462	185,000	18	3	98.0%	100.0%
\$200,000-\$249,999	37	15.5%	227,122	229,900	24	4	98.5%	100.0%
\$250,000-\$299,999	26	10.9%	274,507	273,400	24	5	99.0%	100.0%
\$300,000-\$399,999	23	9.7%	350,002	349,900	18	6	97.9%	100.0%
\$400,000-\$499,999	13	5.5%	450,837	440,000	19	8	99.1%	100.0%
\$500,000-\$749,999	5	2.1%	614,315	625,000	53	3	96.1%	100.0%
\$750,000-\$999,999	1	0.4%	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



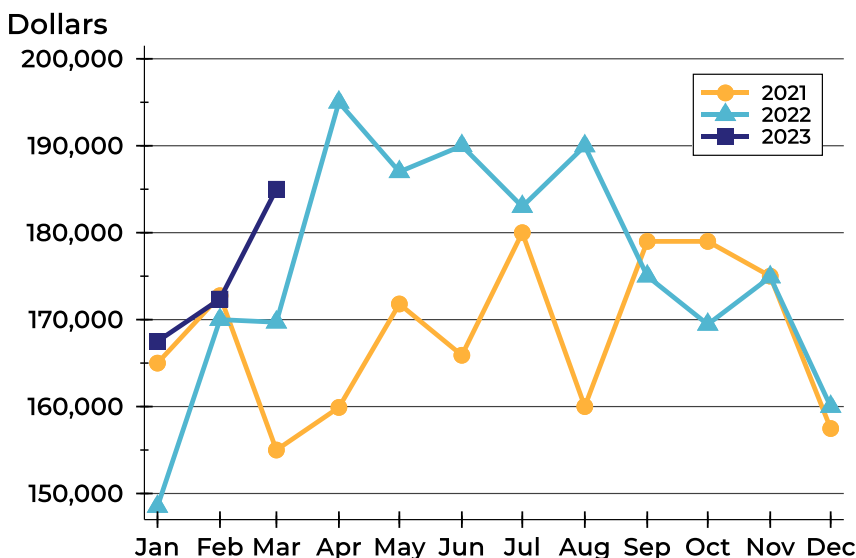
Topeka MSA & Douglas County Contracts Written Analysis

Average Price



Month	2021	2022	2023
January	180,913	190,241	199,219
February	199,587	201,076	198,434
March	181,815	201,369	206,179
April	179,154	225,842	
May	200,824	222,595	
June	186,220	212,732	
July	207,376	203,075	
August	179,926	216,919	
September	210,326	203,185	
October	200,894	192,159	
November	198,600	199,883	
December	176,447	194,924	

Median Price

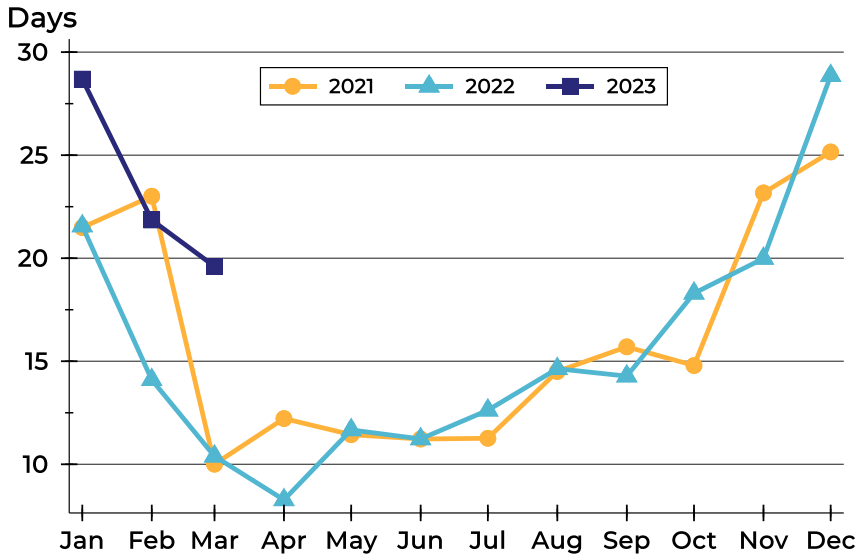


Month	2021	2022	2023
January	164,995	148,500	167,500
February	172,750	170,000	172,364
March	155,000	169,700	185,000
April	159,900	195,000	
May	171,800	187,000	
June	165,900	190,000	
July	180,000	183,000	
August	160,000	189,975	
September	179,000	175,000	
October	179,000	169,450	
November	175,000	174,900	
December	157,475	160,000	



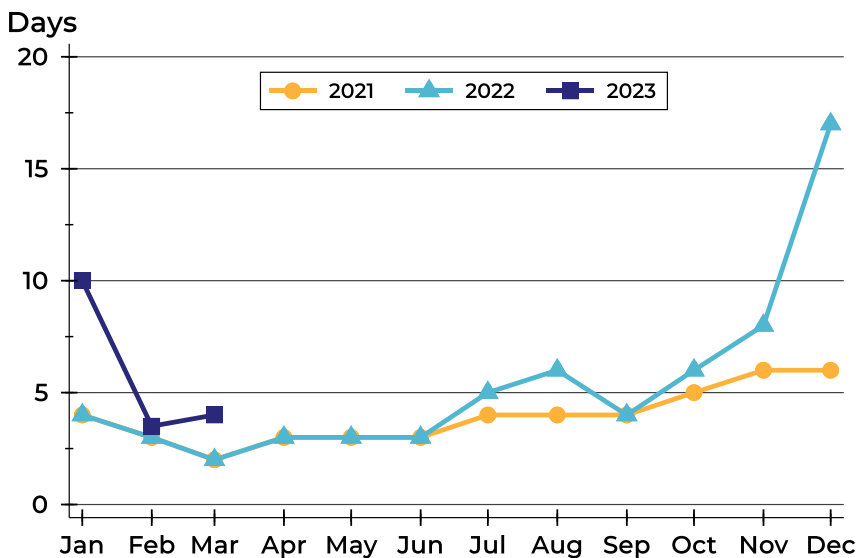
Topeka MSA & Douglas County Contracts Written Analysis

Average DOM



Month	2021	2022	2023
January	21	22	29
February	23	14	22
March	10	10	20
April	12	8	
May	11	12	
June	11	11	
July	11	13	
August	15	15	
September	16	14	
October	15	18	
November	23	20	
December	25	29	

Median DOM



Month	2021	2022	2023
January	4	4	10
February	3	3	4
March	2	2	4
April	3	3	
May	3	3	
June	3	3	
July	4	5	
August	4	6	
September	4	4	
October	5	6	
November	6	8	
December	6	17	



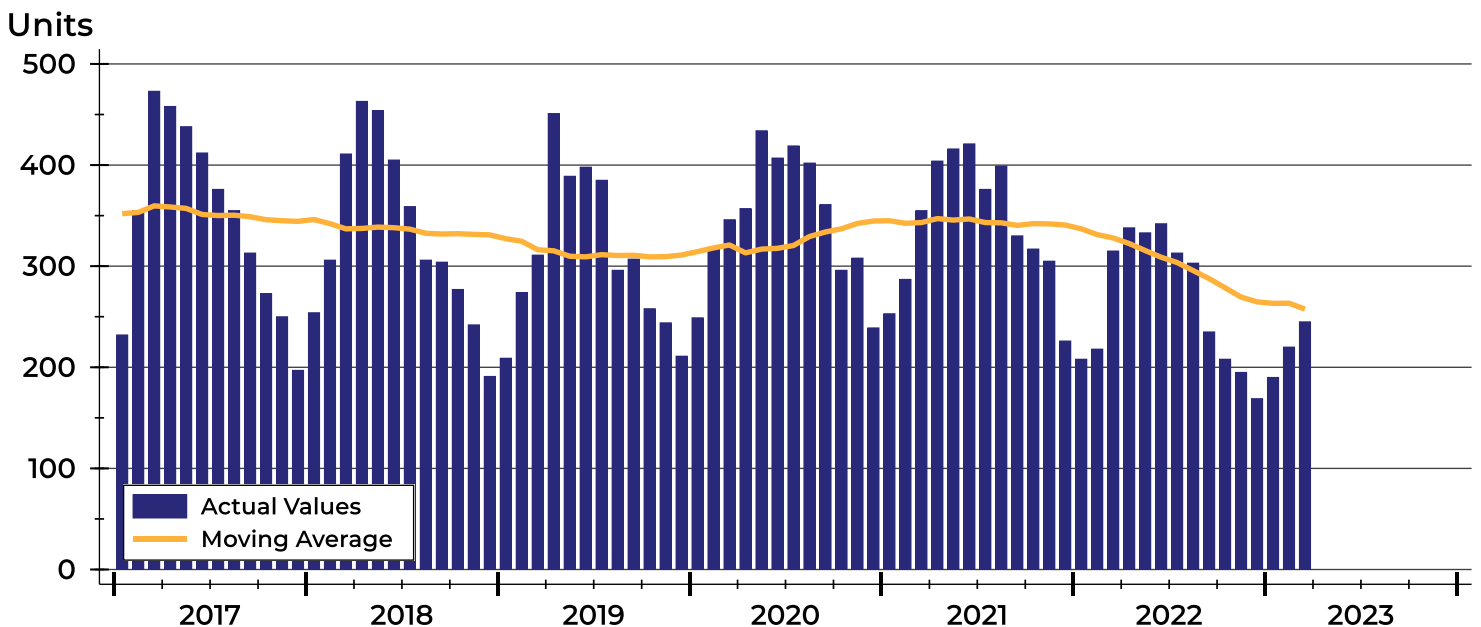
Topeka MSA & Douglas County Pending Contracts Analysis

Summary Statistics for Pending Contracts		2023	End of March 2022	Change
Pending Contracts		245	315	-22.2%
Volume (1,000s)		54,104	67,294	-19.6%
Average	List Price	220,833	213,633	3.4%
	Days on Market	18	14	28.6%
	Percent of Original	98.6%	99.3%	-0.7%
Median	List Price	195,000	179,900	8.4%
	Days on Market	4	2	100.0%
	Percent of Original	100.0%	100.0%	0.0%

A total of 245 listings in the Topeka MSA & Douglas County had contracts pending at the end of March, down from 315 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.

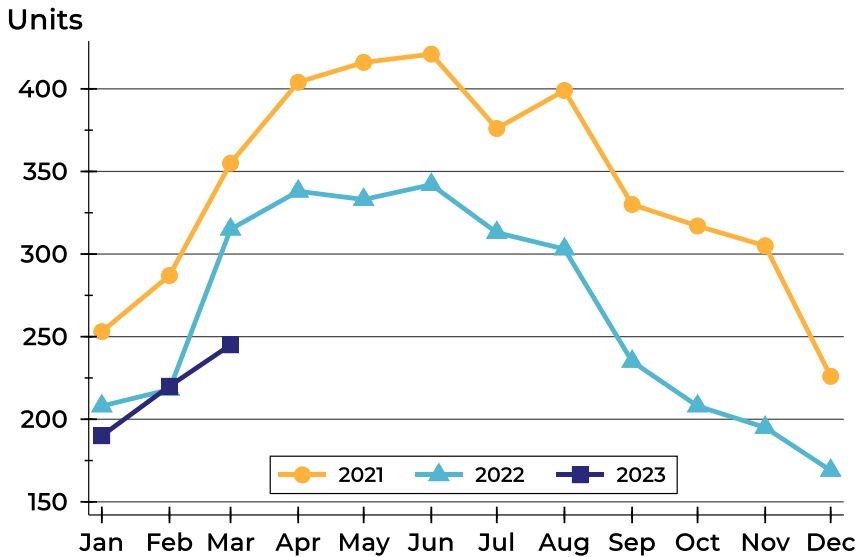
History of Pending Contracts





Topeka MSA & Douglas County Pending Contracts Analysis

Pending Contracts by Month



Month	2021	2022	2023
January	253	208	190
February	287	218	220
March	355	315	245
April	404	338	
May	416	333	
June	421	342	
July	376	313	
August	399	303	
September	330	235	
October	317	208	
November	305	195	
December	226	169	

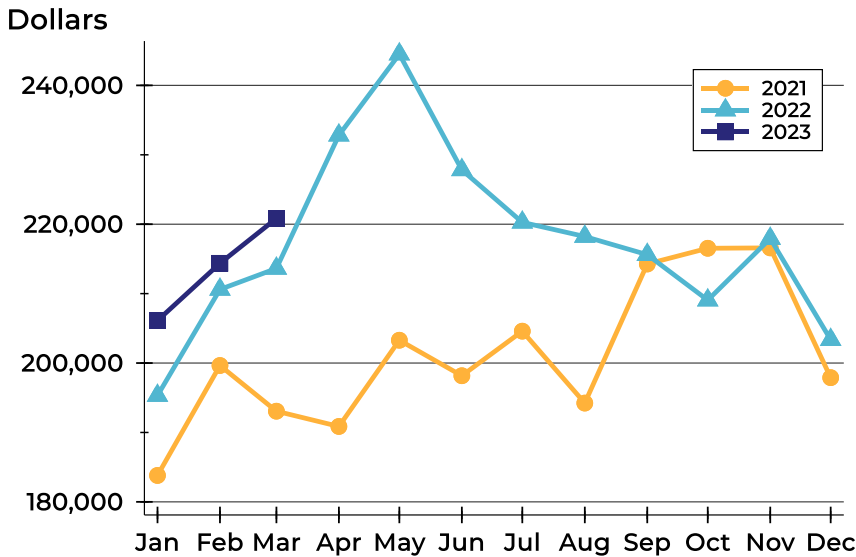
Pending Contracts by Price Range

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	0.8%	17,000	17,000	5	5	100.0%	100.0%
\$25,000-\$49,999	2	0.8%	35,250	35,250	7	7	86.7%	86.7%
\$50,000-\$99,999	38	15.5%	75,456	75,000	25	9	98.3%	100.0%
\$100,000-\$124,999	15	6.1%	112,945	112,000	17	7	99.7%	100.0%
\$125,000-\$149,999	27	11.0%	139,113	139,900	7	3	99.5%	100.0%
\$150,000-\$174,999	16	6.5%	162,296	161,950	10	3	98.6%	100.0%
\$175,000-\$199,999	27	11.0%	186,656	185,000	19	2	98.7%	100.0%
\$200,000-\$249,999	38	15.5%	228,431	227,450	21	3	98.5%	100.0%
\$250,000-\$299,999	32	13.1%	275,124	275,950	23	7	98.8%	100.0%
\$300,000-\$399,999	25	10.2%	351,798	365,000	17	6	97.8%	100.0%
\$400,000-\$499,999	16	6.5%	451,361	449,950	17	7	99.3%	100.0%
\$500,000-\$749,999	6	2.4%	608,263	612,500	23	3	97.0%	100.0%
\$750,000-\$999,999	1	0.4%	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



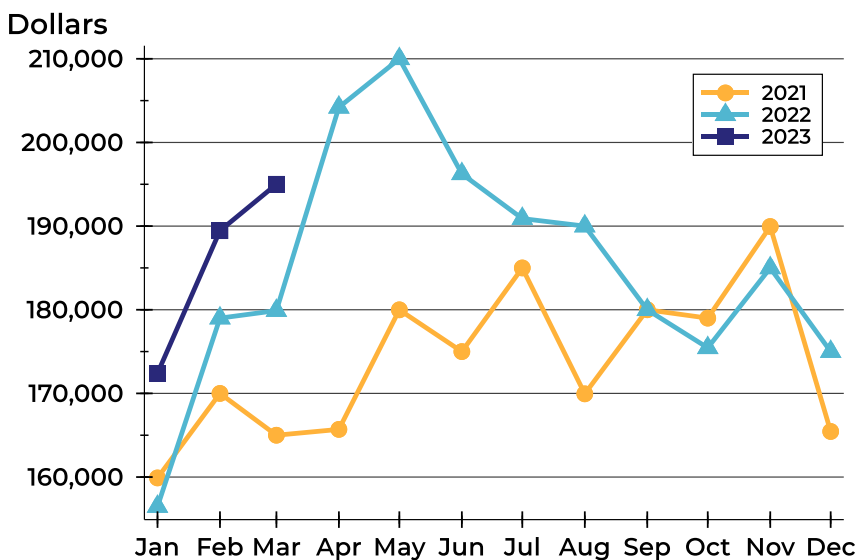
Topeka MSA & Douglas County Pending Contracts Analysis

Average Price



Month	2021	2022	2023
January	183,808	195,316	206,120
February	199,648	210,606	214,370
March	193,064	213,633	220,833
April	190,868	232,819	
May	203,289	244,501	
June	198,171	227,830	
July	204,591	220,275	
August	194,233	218,226	
September	214,271	215,617	
October	216,535	209,061	
November	216,593	217,936	
December	197,893	203,368	

Median Price

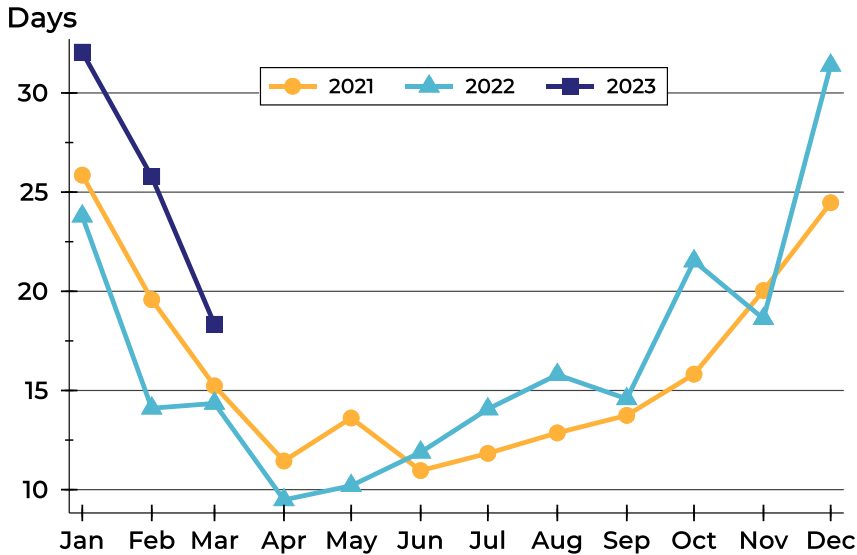


Month	2021	2022	2023
January	159,900	156,475	172,400
February	170,000	179,000	189,450
March	165,000	179,900	195,000
April	165,700	204,200	
May	179,993	210,000	
June	175,000	196,250	
July	185,000	190,900	
August	169,950	190,000	
September	180,000	180,000	
October	179,000	175,450	
November	189,950	185,000	
December	165,450	175,000	



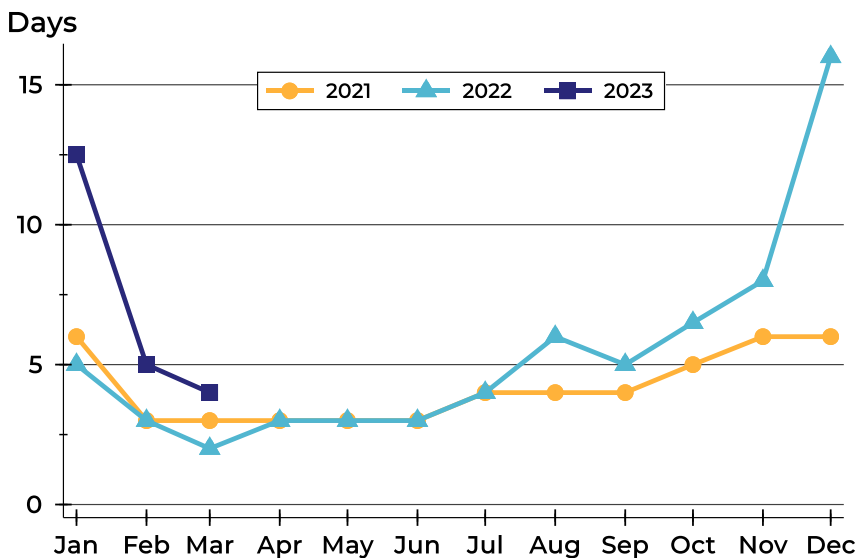
Topeka MSA & Douglas County Pending Contracts Analysis

Average DOM



Month	2021	2022	2023
January	26	24	32
February	20	14	26
March	15	14	18
April	11	9	
May	14	10	
June	11	12	
July	12	14	
August	13	16	
September	14	15	
October	16	22	
November	20	19	
December	24	31	

Median DOM



Month	2021	2022	2023
January	6	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	5	
October	5	7	
November	6	8	
December	6	16	



**March
2023**

Sunflower MLS Statistics



Topeka Metropolitan Area Housing Report



Market Overview

Topeka MSA Home Sales Rose in March

Total home sales in the Topeka MSA rose by 3.9% last month to 213 units, compared to 205 units in March 2022. Total sales volume was \$41.4 million, up 4.5% from a year earlier.

The median sale price in March was \$166,000, up from \$165,000 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.

Topeka MSA Active Listings Up at End of March

The total number of active listings in the Topeka MSA at the end of March was 152 units, up from 109 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 \$269,450.

During March, a total of 228 contracts were written down from 298 in March 2022. At the end of the month, there were 235 contracts still pending.

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- Summary Statistics – Page 2
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- 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



Topeka Metropolitan Area Summary Statistics

March MLS Statistics Three-year History		Current Month			Year-to-Date		
		2023	2022	2021	2023	2022	2021
Home Sales		213	205	244	546	595	622
Change from prior year		3.9%	-16.0%	-2.4%	-8.2%	-4.3%	3.5%
Active Listings		152	109	140	N/A	N/A	N/A
Change from prior year		39.4%	-22.1%	-61.2%			
Months' Supply		0.6	0.4	0.5	N/A	N/A	N/A
Change from prior year		50.0%	-20.0%	-64.3%			
New Listings		233	328	352	612	706	763
Change from prior year		-29.0%	-6.8%	2.0%	-13.3%	-7.5%	-11.1%
Contracts Written		228	298	303	610	689	733
Change from prior year		-23.5%	-1.7%	6.7%	-11.5%	-6.0%	-2.7%
Pending Contracts		235	299	335	N/A	N/A	N/A
Change from prior year		-21.4%	-10.7%	3.1%			
Sales Volume (1,000s)		41,366	39,588	44,679	102,278	108,464	109,013
Change from prior year		4.5%	-11.4%	11.9%	-5.7%	-0.5%	21.2%
Average	Sale Price	194,207	193,111	183,112	187,322	182,293	175,262
	Change from prior year	0.6%	5.5%	14.7%	2.8%	4.0%	17.1%
	List Price of Actives	345,258	287,764	218,230	N/A	N/A	N/A
	Change from prior year	20.0%	31.9%	14.7%			
	Days on Market	23	14	16	25	19	22
Change from prior year	64.3%	-12.5%	-54.3%	31.6%	-13.6%	-45.0%	
Percent of List	99.9%	100.4%	100.6%	98.7%	99.8%	99.4%	
Change from prior year	-0.5%	-0.2%	2.7%	-1.1%	0.4%	2.8%	
Percent of Original	98.2%	99.9%	99.7%	96.6%	98.5%	98.4%	
Change from prior year	-1.7%	0.2%	3.9%	-1.9%	0.1%	4.2%	
Median	Sale Price	166,000	165,000	172,000	160,000	155,000	158,000
	Change from prior year	0.6%	-4.1%	18.6%	3.2%	-1.9%	21.5%
	List Price of Actives	269,450	235,000	155,450	N/A	N/A	N/A
	Change from prior year	14.7%	51.2%	3.7%			
	Days on Market	4	3	2	8	4	4
Change from prior year	33.3%	50.0%	-81.8%	100.0%	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%	0.9%	0.0%	0.0%	1.4%	
Percent of Original	100.0%	100.0%	100.0%	99.0%	100.0%	100.0%	
Change from prior year	0.0%	0.0%	1.8%	-1.0%	0.0%	3.1%	

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



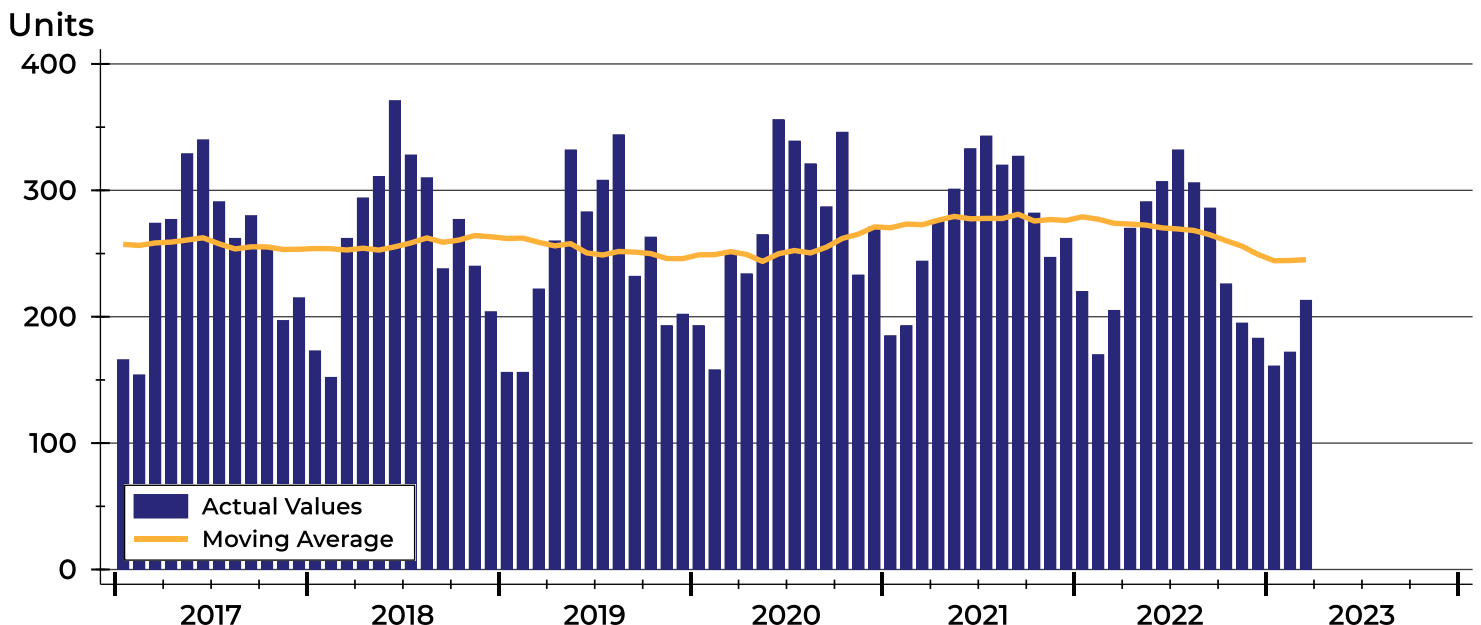
Topeka Metropolitan Area Closed Listings Analysis

Summary Statistics for Closed Listings		2023	March 2022	Change	2023	Year-to-Date 2022	Change
Closed Listings		213	205	3.9%	546	595	-8.2%
Volume (1,000s)		41,366	39,588	4.5%	102,278	108,464	-5.7%
Months' Supply		0.6	0.4	50.0%	N/A	N/A	N/A
Average	Sale Price	194,207	193,111	0.6%	187,322	182,293	2.8%
	Days on Market	23	14	64.3%	25	19	31.6%
	Percent of List	99.9%	100.4%	-0.5%	98.7%	99.8%	-1.1%
	Percent of Original	98.2%	99.9%	-1.7%	96.6%	98.5%	-1.9%
Median	Sale Price	166,000	165,000	0.6%	160,000	155,000	3.2%
	Days on Market	4	3	33.3%	8	4	100.0%
	Percent of List	100.0%	100.0%	0.0%	100.0%	100.0%	0.0%
	Percent of Original	100.0%	100.0%	0.0%	99.0%	100.0%	-1.0%

A total of 213 homes sold in the Topeka MSA in March, up from 205 units in March 2022. Total sales volume rose to \$41.4 million compared to \$39.6 million in the previous year.

The median sales price in March was \$166,000, up 0.6% compared to the prior year. Median days on market was 4 days, down from 12 days in February, but up from 3 in March 2022.

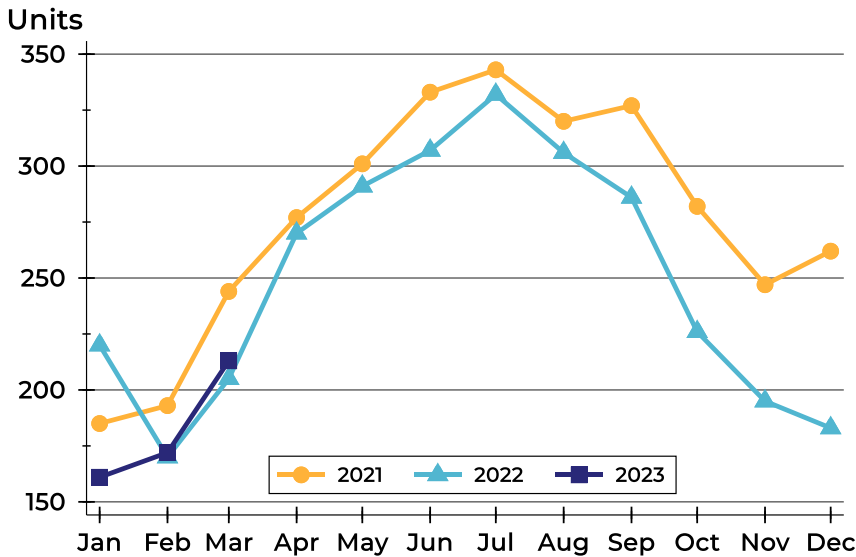
History of Closed Listings





Topeka Metropolitan Area Closed Listings Analysis

Closed Listings by Month



Month	2021	2022	2023
January	185	220	161
February	193	170	172
March	244	205	213
April	277	270	
May	301	291	
June	333	307	
July	343	332	
August	320	306	
September	327	286	
October	282	226	
November	247	195	
December	262	183	

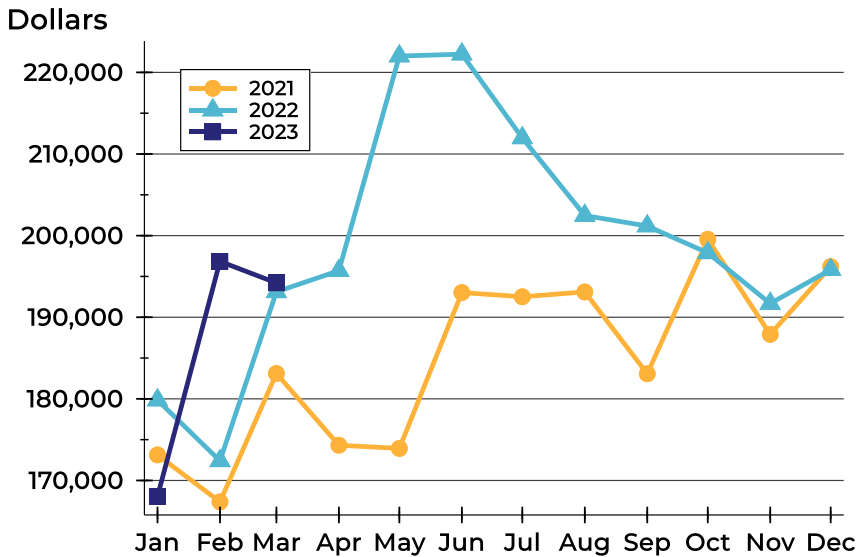
Closed Listings by Price Range

Price Range	Sales		Months' Supply	Sale Price		Days on Market		Price as % of List		Price as % of Orig.	
	Number	Percent		Average	Median	Avg.	Med.	Avg.	Med.	Avg.	Med.
Below \$25,000	2	0.9%	0.0	17,650	17,650	47	47	97.1%	97.1%	94.7%	94.7%
\$25,000-\$49,999	7	3.3%	0.4	33,793	31,500	18	2	99.8%	103.0%	95.7%	100.0%
\$50,000-\$99,999	42	19.7%	0.6	74,205	74,000	29	5	98.2%	100.0%	95.7%	100.0%
\$100,000-\$124,999	15	7.0%	0.3	110,567	111,000	16	7	101.5%	100.0%	99.6%	100.0%
\$125,000-\$149,999	22	10.3%	0.3	138,038	138,950	16	2	103.3%	103.6%	103.1%	103.6%
\$150,000-\$174,999	25	11.7%	0.3	160,285	160,000	20	6	99.3%	100.0%	97.8%	100.0%
\$175,000-\$199,999	16	7.5%	0.4	183,863	182,250	5	3	100.4%	100.0%	100.2%	100.0%
\$200,000-\$249,999	38	17.8%	0.5	223,076	224,950	24	4	99.6%	100.0%	97.9%	99.5%
\$250,000-\$299,999	15	7.0%	0.5	275,082	279,777	16	4	100.5%	100.0%	99.3%	100.0%
\$300,000-\$399,999	17	8.0%	1.2	339,965	340,000	40	8	100.3%	100.0%	99.6%	98.4%
\$400,000-\$499,999	6	2.8%	1.8	420,833	410,000	40	15	98.0%	98.4%	96.3%	97.4%
\$500,000-\$749,999	6	2.8%	2.5	605,150	602,450	24	13	100.6%	98.8%	100.6%	98.8%
\$750,000-\$999,999	2	0.9%	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



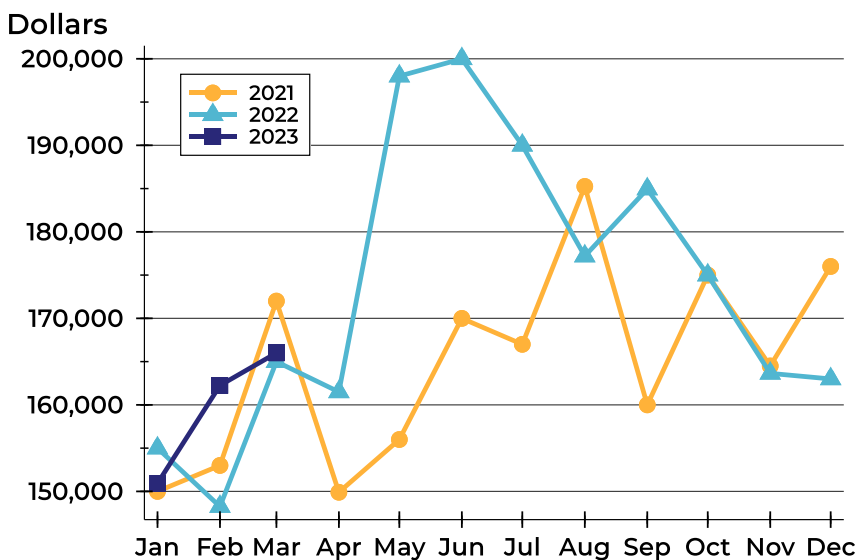
Topeka Metropolitan Area Closed Listings Analysis

Average Price



Month	2021	2022	2023
January	173,134	179,853	168,040
February	167,378	172,403	196,845
March	183,112	193,111	194,207
April	174,318	195,708	
May	173,928	222,005	
June	193,024	222,239	
July	192,509	211,973	
August	193,101	202,462	
September	183,077	201,178	
October	199,550	197,888	
November	187,906	191,686	
December	196,195	195,832	

Median Price

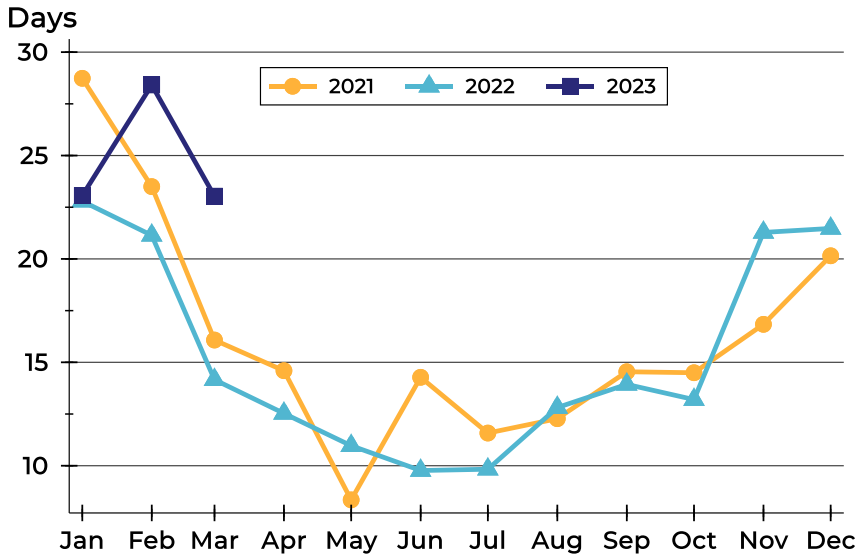


Month	2021	2022	2023
January	150,000	155,000	150,927
February	153,000	148,250	162,250
March	172,000	165,000	166,000
April	149,900	161,500	
May	156,000	198,000	
June	170,000	200,000	
July	167,000	190,000	
August	185,250	177,200	
September	160,000	184,950	
October	175,000	175,000	
November	164,500	163,645	
December	176,000	163,000	



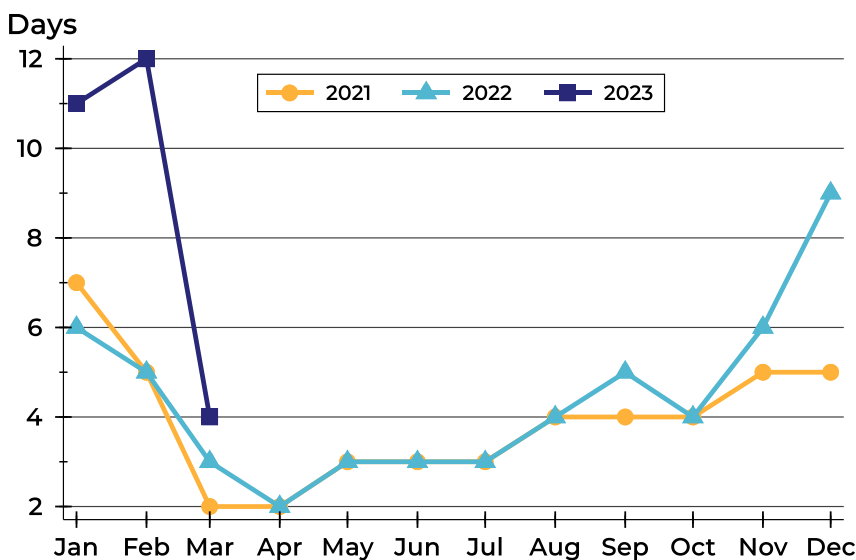
Topeka Metropolitan Area Closed Listings Analysis

Average DOM



Month	2021	2022	2023
January	29	23	23
February	23	21	28
March	16	14	23
April	15	13	
May	8	11	
June	14	10	
July	12	10	
August	12	13	
September	15	14	
October	14	13	
November	17	21	
December	20	21	

Median DOM



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



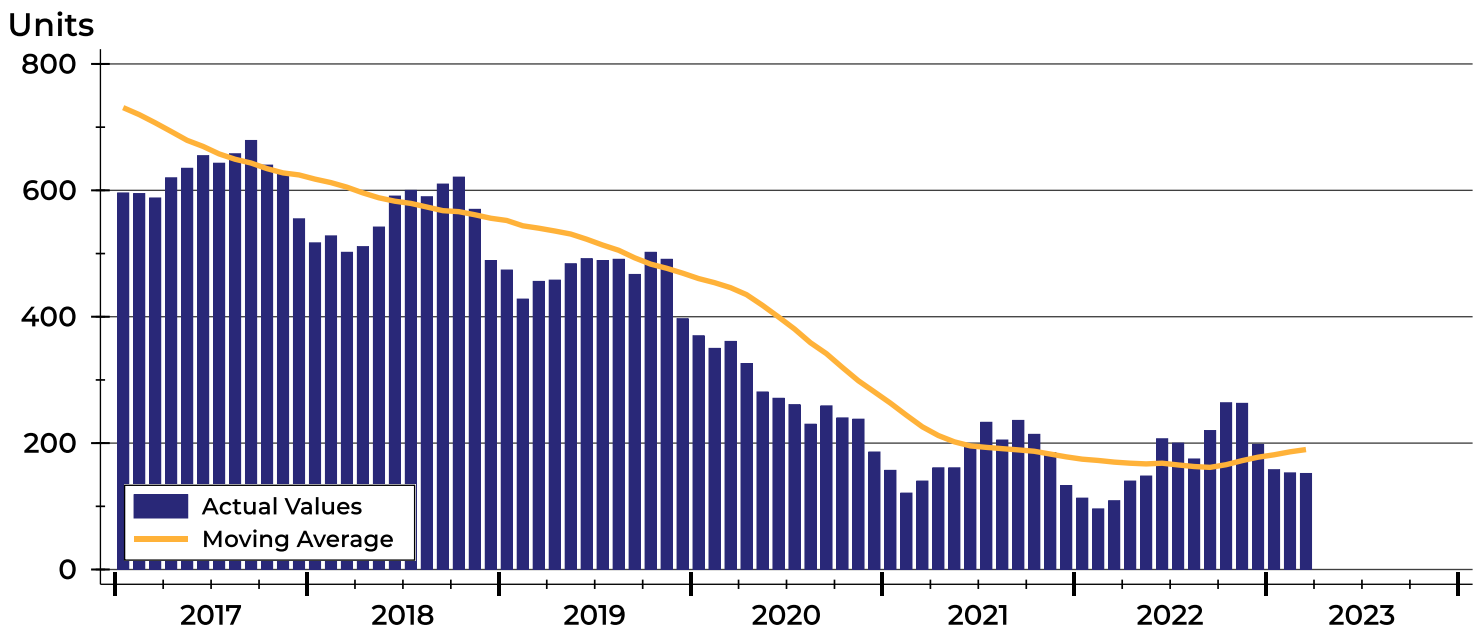
Topeka Metropolitan Area Active Listings Analysis

Summary Statistics for Active Listings		2023	End of March 2022	Change
Active Listings		152	109	39.4%
Volume (1,000s)		52,479	31,366	67.3%
Months' Supply		0.6	0.4	50.0%
Average	List Price	345,258	287,764	20.0%
	Days on Market	64	49	30.6%
	Percent of Original	97.8%	97.7%	0.1%
Median	List Price	269,450	235,000	14.7%
	Days on Market	25	18	38.9%
	Percent of Original	100.0%	100.0%	0.0%

A total of 152 homes were available for sale in the Topeka MSA 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 \$269,450, up 14.7% from 2022. The typical time on market for active listings was 25 days, up from 18 days a year earlier.

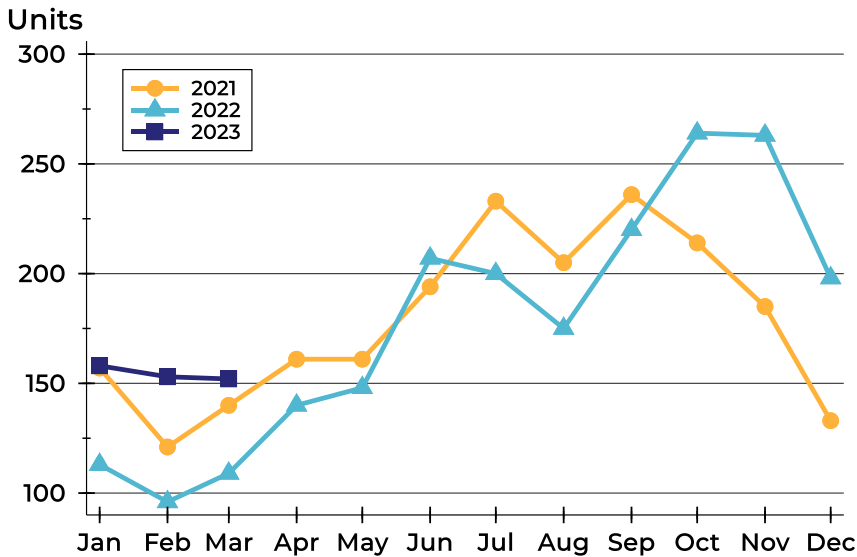
History of Active Listings





Topeka Metropolitan Area Active Listings Analysis

Active Listings by Month



Month	2021	2022	2023
January	157	113	158
February	121	96	153
March	140	109	152
April	161	140	
May	161	148	
June	194	207	
July	233	200	
August	205	175	
September	236	220	
October	214	264	
November	185	263	
December	133	198	

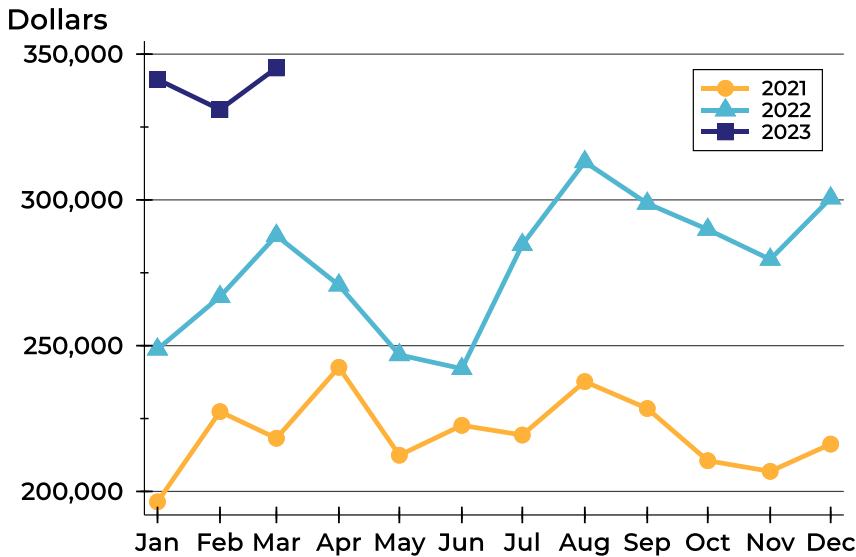
Active Listings by Price Range

Price Range	Active Listings		Months' Supply	List Price		Days on Market		Price as % of Orig.	
	Number	Percent		Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	0	0.0%	0.0	N/A	N/A	N/A	N/A	N/A	N/A
\$25,000-\$49,999	4	2.6%	0.4	39,250	40,000	61	28	91.6%	94.3%
\$50,000-\$99,999	22	14.5%	0.6	80,873	85,250	28	11	97.6%	100.0%
\$100,000-\$124,999	5	3.3%	0.3	107,780	100,000	6	3	100.0%	100.0%
\$125,000-\$149,999	8	5.3%	0.3	137,956	138,950	40	15	98.7%	100.0%
\$150,000-\$174,999	8	5.3%	0.3	160,248	159,490	49	18	99.2%	100.0%
\$175,000-\$199,999	8	5.3%	0.4	187,400	187,450	86	65	95.9%	97.3%
\$200,000-\$249,999	16	10.5%	0.5	226,713	225,000	47	14	98.9%	100.0%
\$250,000-\$299,999	14	9.2%	0.5	275,750	272,450	74	66	99.2%	100.0%
\$300,000-\$399,999	29	19.1%	1.2	357,817	360,000	56	20	97.6%	100.0%
\$400,000-\$499,999	21	13.8%	1.8	462,005	469,000	100	40	98.9%	100.0%
\$500,000-\$749,999	16	10.5%	2.5	603,285	597,650	107	60	95.2%	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	0.7%	N/A	8,900,000	8,900,000	246	246	100.0%	100.0%



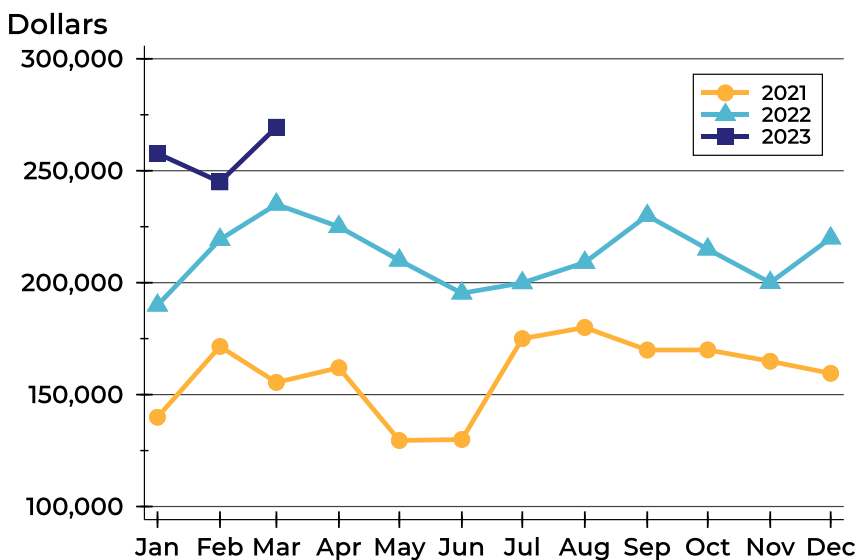
Topeka Metropolitan Area Active Listings Analysis

Average Price



Month	2021	2022	2023
January	196,419	248,769	341,343
February	227,383	266,806	330,989
March	218,230	287,764	345,258
April	242,578	270,742	
May	212,412	246,841	
June	222,662	242,098	
July	219,353	284,625	
August	237,695	313,055	
September	228,457	298,772	
October	210,541	289,847	
November	206,887	279,594	
December	216,238	300,614	

Median Price

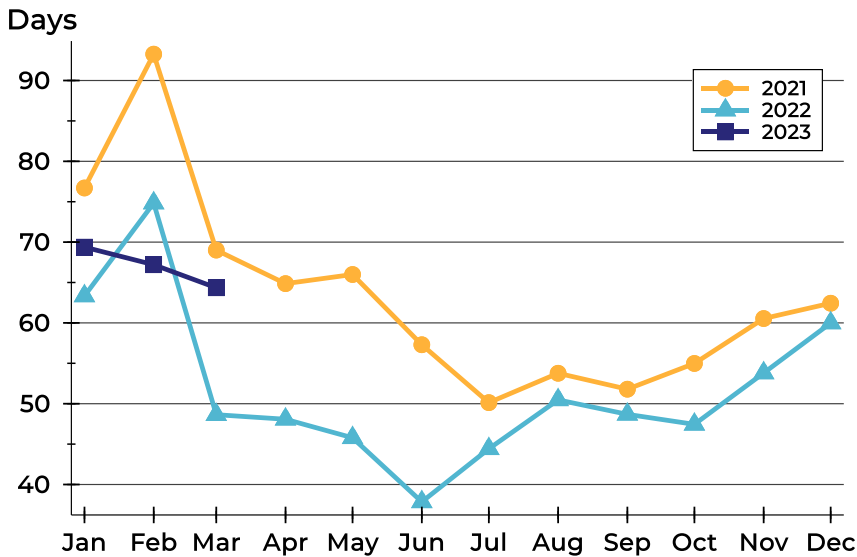


Month	2021	2022	2023
January	139,900	189,900	257,700
February	171,500	219,250	245,000
March	155,450	235,000	269,450
April	162,000	225,000	
May	129,500	210,000	
June	129,950	195,300	
July	175,000	199,900	
August	179,990	209,000	
September	169,900	229,950	
October	169,950	214,950	
November	164,900	200,000	
December	159,500	219,900	



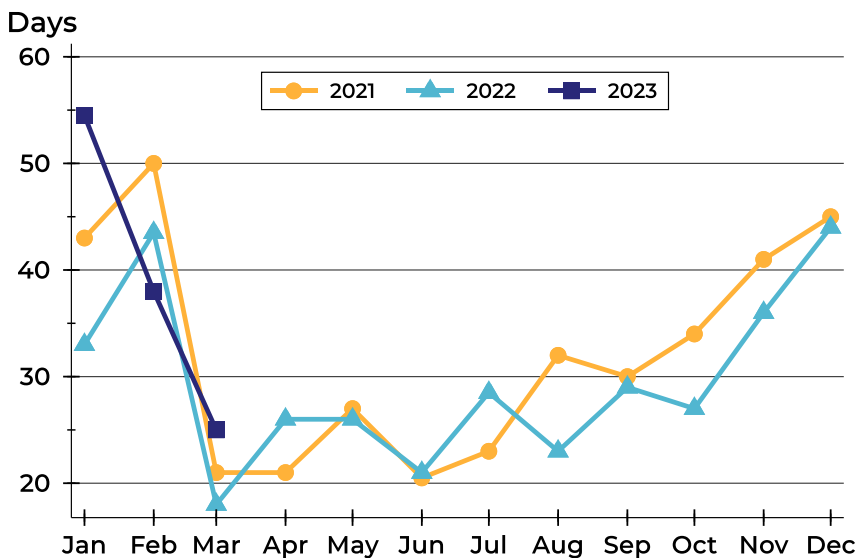
Topeka Metropolitan Area Active Listings Analysis

Average DOM



Month	2021	2022	2023
January	77	63	69
February	93	75	67
March	69	49	64
April	65	48	
May	66	46	
June	57	38	
July	50	44	
August	54	50	
September	52	49	
October	55	47	
November	61	54	
December	62	60	

Median DOM

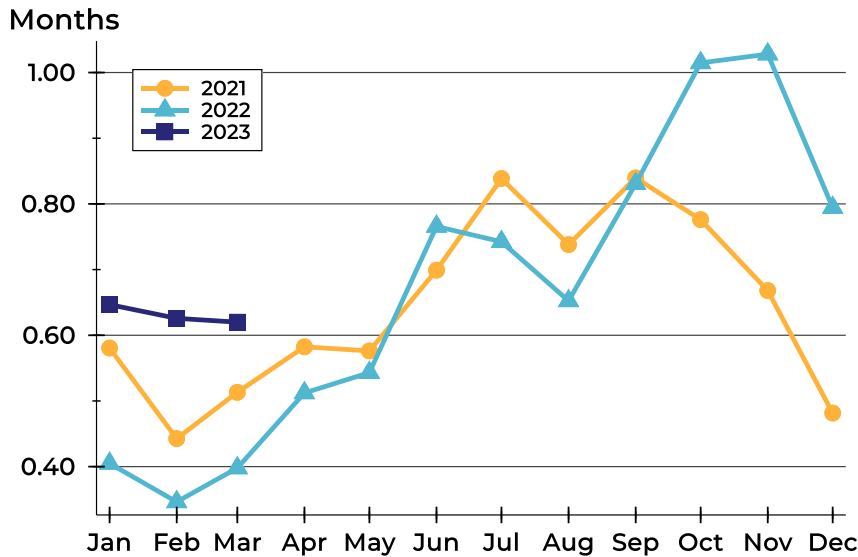


Month	2021	2022	2023
January	43	33	55
February	50	44	38
March	21	18	25
April	21	26	
May	27	26	
June	21	21	
July	23	29	
August	32	23	
September	30	29	
October	34	27	
November	41	36	
December	45	44	



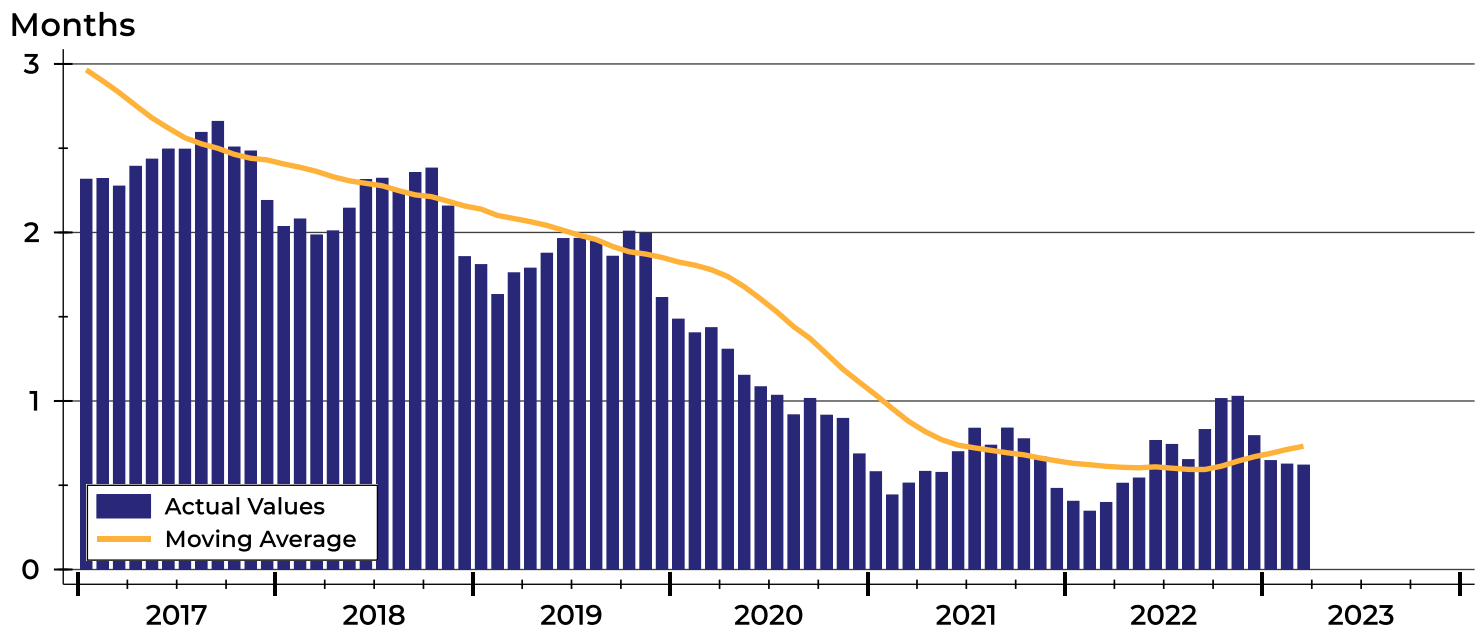
Topeka Metropolitan Area Months' Supply Analysis

Months' Supply by Month



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

History of Month's Supply





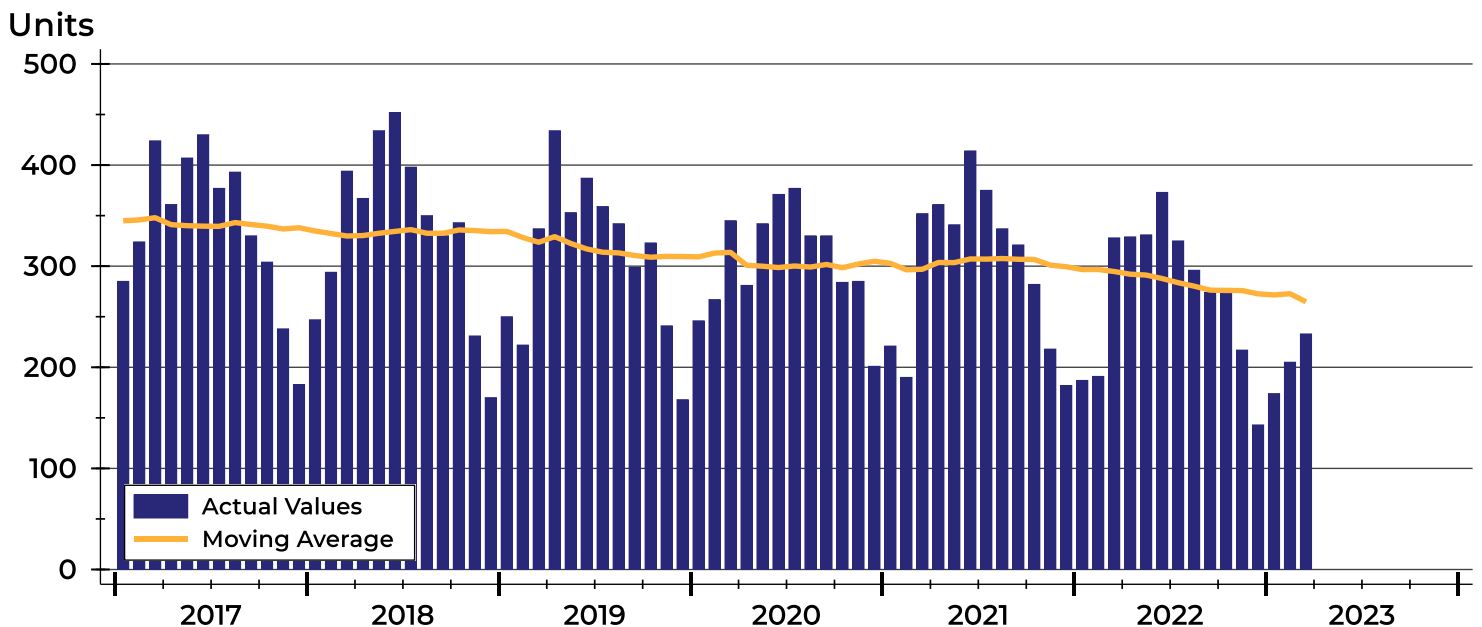
Topeka Metropolitan Area New Listings Analysis

Summary Statistics for New Listings		2023	March 2022	Change
Current Month	New Listings	233	328	-29.0%
	Volume (1,000s)	49,913	70,117	-28.8%
	Average List Price	214,217	213,771	0.2%
	Median List Price	183,500	175,000	4.9%
Year-to-Date	New Listings	612	706	-13.3%
	Volume (1,000s)	124,817	144,990	-13.9%
	Average List Price	203,949	205,368	-0.7%
	Median List Price	174,900	161,450	8.3%

A total of 233 new listings were added in the Topeka MSA during March, down 29.0% from the same month in 2022. Year-to-date the Topeka MSA has seen 612 new listings.

The median list price of these homes was \$183,500 up from \$175,000 in 2022.

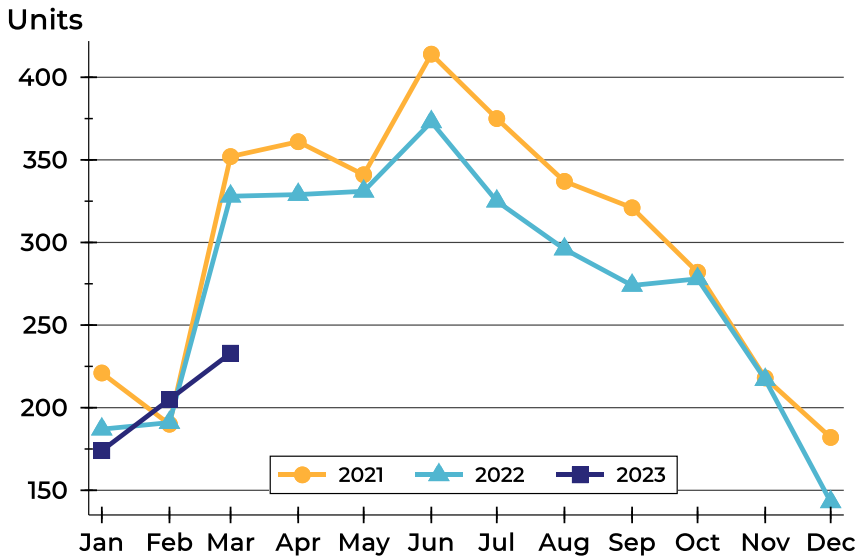
History of New Listings





Topeka Metropolitan Area New Listings Analysis

New Listings by Month



Month	2021	2022	2023
January	221	187	174
February	190	191	205
March	352	328	233
April	361	329	
May	341	331	
June	414	373	
July	375	325	
August	337	296	
September	321	274	
October	282	278	
November	218	217	
December	182	143	

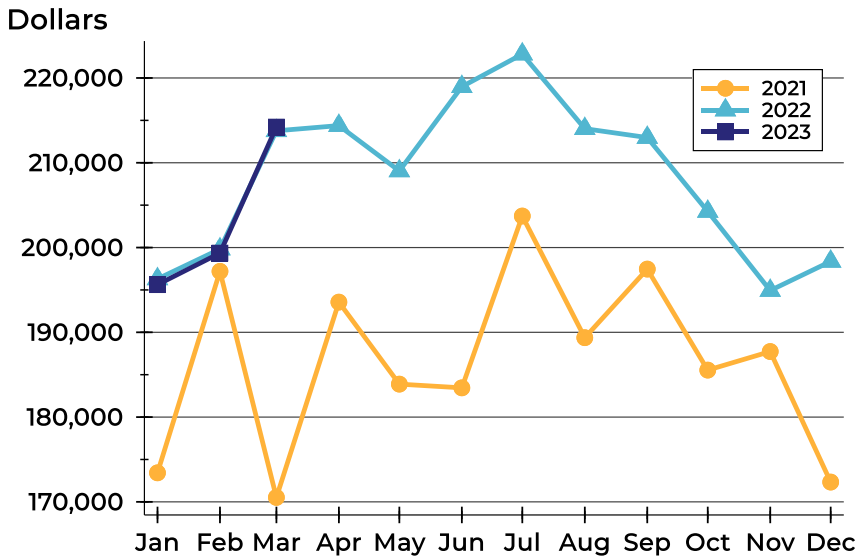
New Listings by Price Range

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	1.7%	13,299	16,250	6	5	100.3%	100.0%
\$25,000-\$49,999	8	3.4%	37,300	39,950	14	8	99.2%	100.0%
\$50,000-\$99,999	47	20.2%	76,040	79,000	7	6	98.7%	100.0%
\$100,000-\$124,999	15	6.4%	109,548	109,900	7	4	102.4%	100.0%
\$125,000-\$149,999	23	9.9%	139,209	139,900	6	3	99.5%	100.0%
\$150,000-\$174,999	13	5.6%	162,151	160,000	3	3	100.8%	100.0%
\$175,000-\$199,999	18	7.7%	187,389	187,250	4	2	100.5%	100.0%
\$200,000-\$249,999	35	15.0%	222,747	220,000	7	3	99.2%	100.0%
\$250,000-\$299,999	18	7.7%	276,471	275,950	4	3	99.9%	100.0%
\$300,000-\$399,999	26	11.2%	350,890	349,900	12	10	100.2%	100.0%
\$400,000-\$499,999	15	6.4%	450,972	440,000	13	8	99.7%	100.0%
\$500,000-\$749,999	10	4.3%	610,575	612,150	15	12	99.3%	100.0%
\$750,000-\$999,999	1	0.4%	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



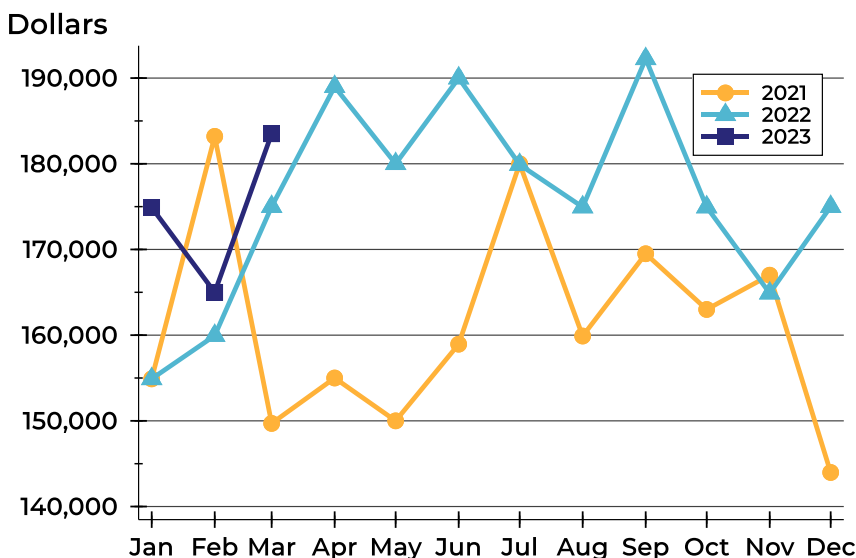
Topeka Metropolitan Area New Listings Analysis

Average Price



Month	2021	2022	2023
January	173,427	196,296	195,619
February	197,196	199,819	199,350
March	170,528	213,771	214,217
April	193,561	214,384	
May	183,889	209,033	
June	183,450	218,973	
July	203,716	222,812	
August	189,366	214,021	
September	197,458	212,973	
October	185,543	204,256	
November	187,734	194,931	
December	172,336	198,364	

Median Price



Month	2021	2022	2023
January	154,900	154,900	174,900
February	183,200	159,950	165,000
March	149,700	175,000	183,500
April	155,000	189,000	
May	150,000	180,000	
June	158,950	190,000	
July	180,000	179,900	
August	159,900	174,950	
September	169,500	192,250	
October	163,000	174,950	
November	167,000	164,900	
December	143,975	175,000	



**March
2023**

Sunflower MLS Statistics



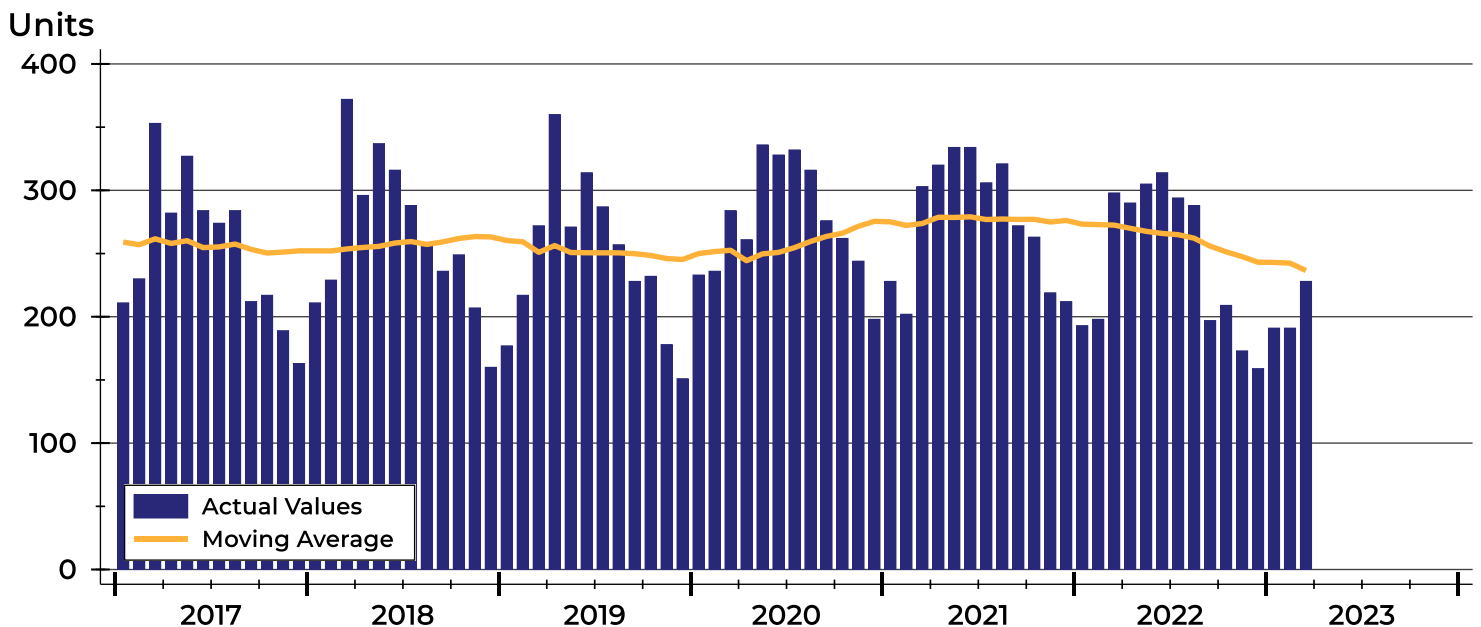
Topeka Metropolitan Area Contracts Written Analysis

Summary Statistics for Contracts Written		2023	March 2022	Change	2023	Year-to-Date 2022	Change
Contracts Written		228	298	-23.5%	610	689	-11.5%
Volume (1,000s)		45,742	59,224	-22.8%	118,956	133,280	-10.7%
Average	Sale Price	200,622	198,740	0.9%	195,011	193,440	0.8%
	Days on Market	19	11	72.7%	23	15	53.3%
	Percent of Original	98.1%	101.7%	-3.5%	97.8%	100.4%	-2.6%
Median	Sale Price	181,250	162,500	11.5%	169,950	155,000	9.6%
	Days on Market	4	2	100.0%	5	3	66.7%
	Percent of Original	100.0%	100.2%	-0.2%	100.0%	100.0%	0.0%

A total of 228 contracts for sale were written in the Topeka MSA during the month of March, down from 298 in 2022. The median list price of these homes was \$181,250, up from \$162,500 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.

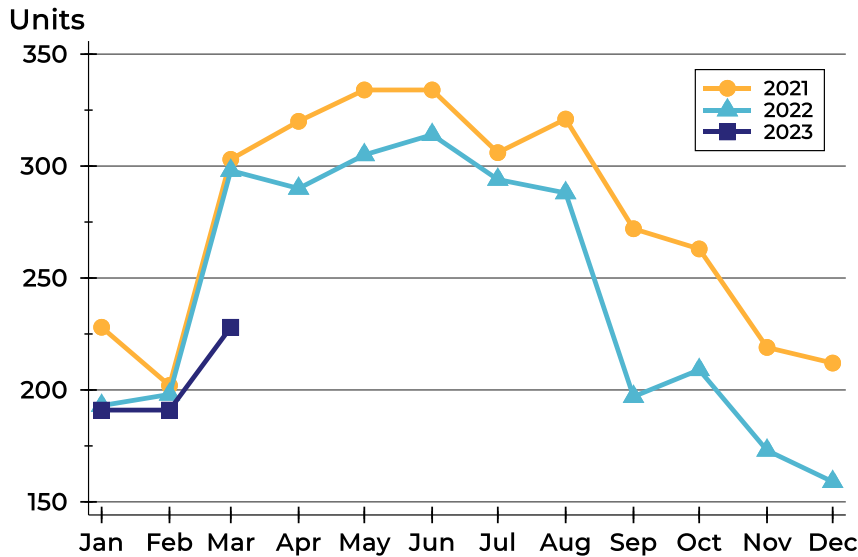
History of Contracts Written





Topeka Metropolitan Area Contracts Written Analysis

Contracts Written by Month



Month	2021	2022	2023
January	228	193	191
February	202	198	191
March	303	298	228
April	320	290	
May	334	305	
June	334	314	
July	306	294	
August	321	288	
September	272	197	
October	263	209	
November	219	173	
December	212	159	

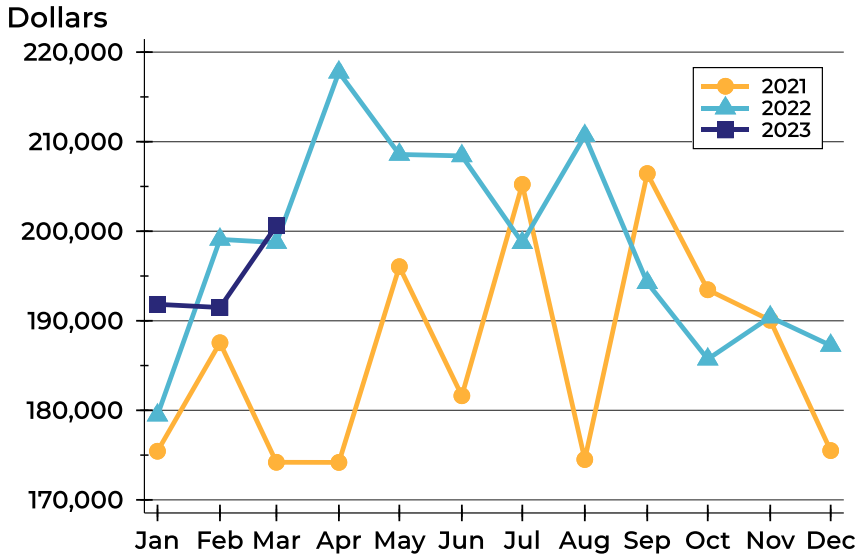
Contracts Written by Price Range

Price Range	Contracts Written		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	4	1.8%	17,600	18,200	26	5	97.4%	100.0%
\$25,000-\$49,999	8	3.5%	35,362	36,250	25	15	100.9%	102.5%
\$50,000-\$99,999	41	18.0%	75,618	75,000	19	7	96.1%	100.0%
\$100,000-\$124,999	19	8.3%	112,422	110,000	18	4	98.8%	100.0%
\$125,000-\$149,999	21	9.2%	139,379	139,900	8	3	99.8%	100.0%
\$150,000-\$174,999	14	6.1%	163,416	164,450	11	3	98.3%	100.0%
\$175,000-\$199,999	23	10.1%	186,265	185,000	19	3	97.7%	100.0%
\$200,000-\$249,999	37	16.2%	227,122	229,900	24	4	98.5%	100.0%
\$250,000-\$299,999	25	11.0%	273,967	271,900	25	5	98.8%	100.0%
\$300,000-\$399,999	19	8.3%	347,003	339,000	19	6	97.8%	100.0%
\$400,000-\$499,999	12	5.3%	447,573	437,500	20	13	99.1%	100.0%
\$500,000-\$749,999	4	1.8%	635,419	656,389	33	3	95.6%	100.0%
\$750,000-\$999,999	1	0.4%	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



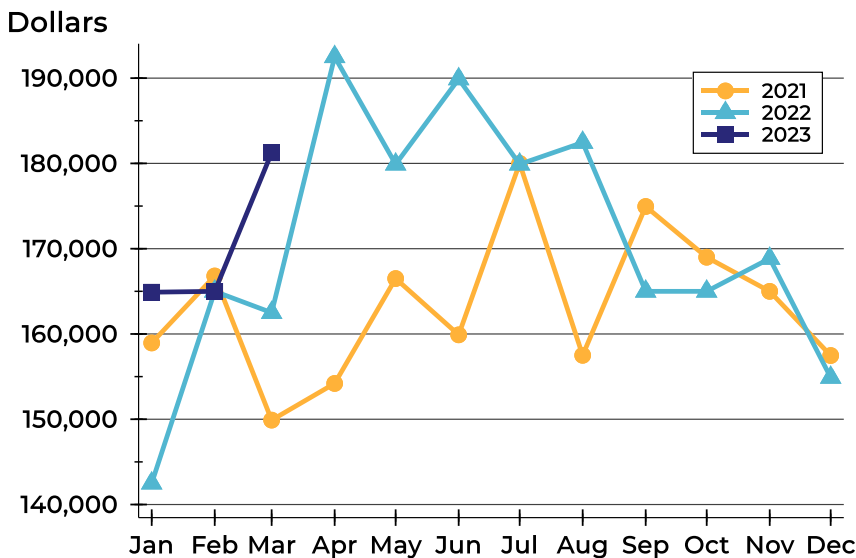
Topeka Metropolitan Area Contracts Written Analysis

Average Price



Month	2021	2022	2023
January	175,432	179,460	191,840
February	187,548	199,090	191,482
March	174,199	198,740	200,622
April	174,183	217,752	
May	196,043	208,576	
June	181,629	208,413	
July	205,231	198,718	
August	174,506	210,662	
September	206,441	194,253	
October	193,465	185,711	
November	190,058	190,417	
December	175,507	187,241	

Median Price

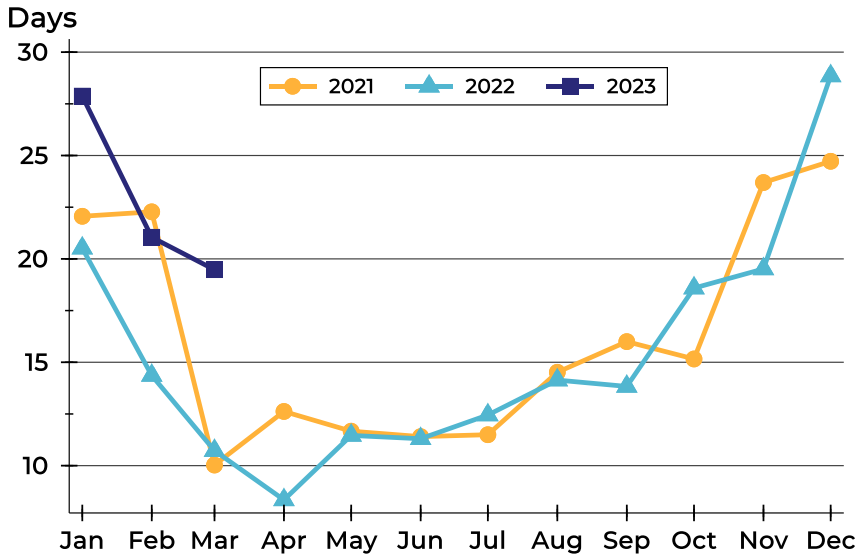


Month	2021	2022	2023
January	158,950	142,500	164,900
February	166,800	165,000	165,000
March	149,900	162,500	181,250
April	154,200	192,500	
May	166,500	179,900	
June	159,900	189,900	
July	180,000	179,900	
August	157,500	182,450	
September	174,950	165,000	
October	169,000	165,000	
November	165,000	168,850	
December	157,475	154,900	



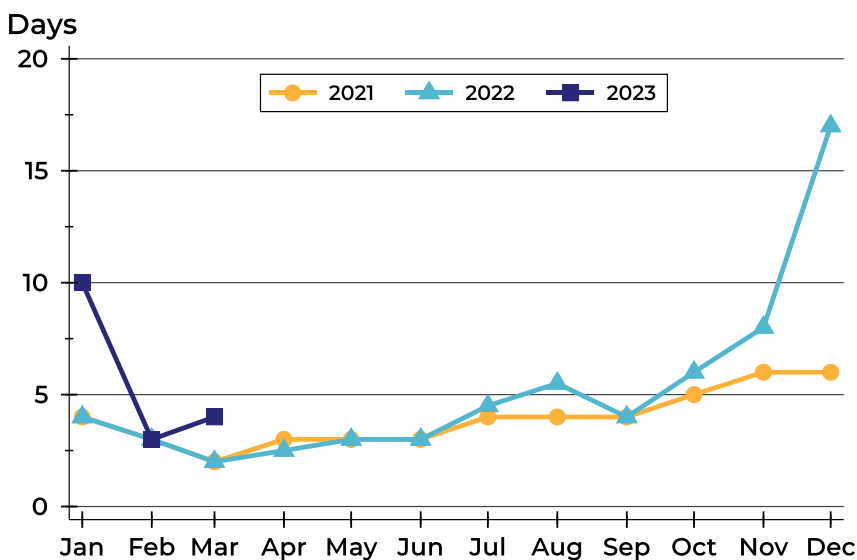
Topeka Metropolitan Area Contracts Written Analysis

Average DOM



Month	2021	2022	2023
January	22	21	28
February	22	14	21
March	10	11	19
April	13	8	
May	12	11	
June	11	11	
July	11	12	
August	15	14	
September	16	14	
October	15	19	
November	24	20	
December	25	29	

Median DOM



Month	2021	2022	2023
January	4	4	10
February	3	3	3
March	2	2	4
April	3	3	
May	3	3	
June	3	3	
July	4	5	
August	4	6	
September	4	4	
October	5	6	
November	6	8	
December	6	17	



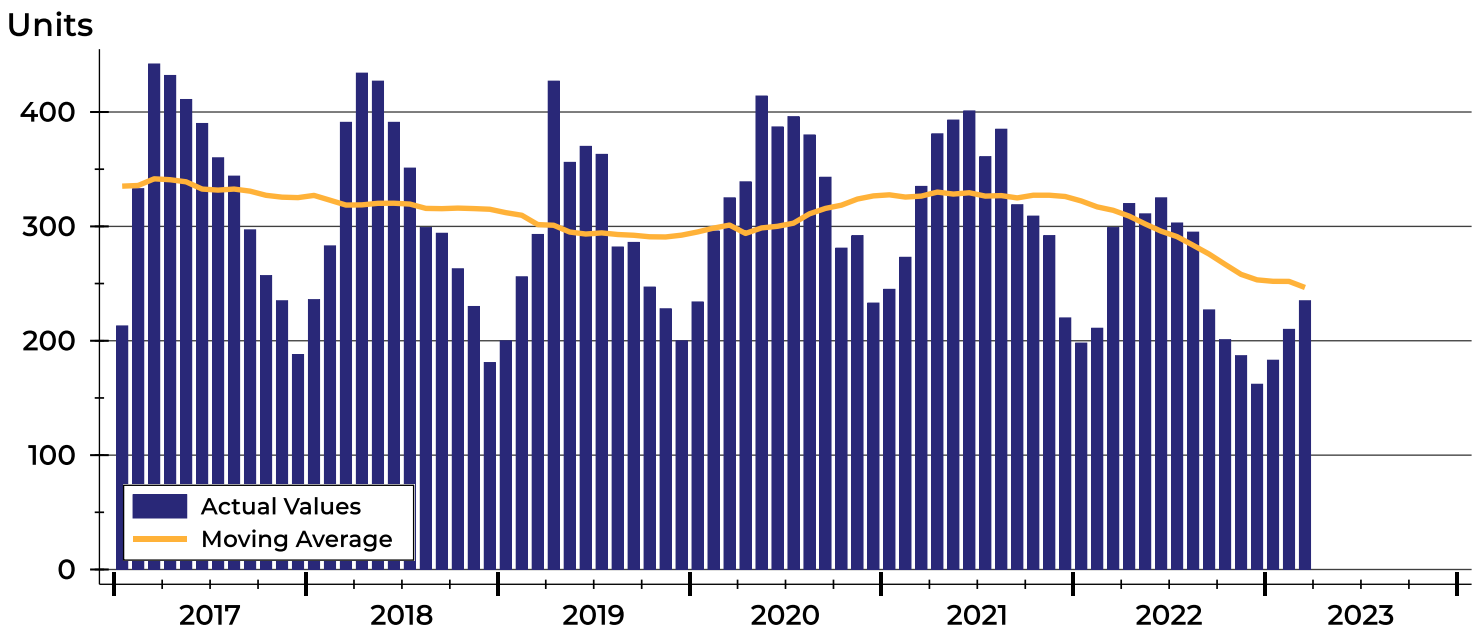
Topeka Metropolitan Area Pending Contracts Analysis

Summary Statistics for Pending Contracts		2023	End of March 2022	Change
Pending Contracts		235	299	-21.4%
Volume (1,000s)		50,834	63,282	-19.7%
Average	List Price	216,317	211,646	2.2%
	Days on Market	19	15	26.7%
	Percent of Original	98.6%	99.3%	-0.7%
Median	List Price	192,000	175,000	9.7%
	Days on Market	4	3	33.3%
	Percent of Original	100.0%	100.0%	0.0%

A total of 235 listings in the Topeka MSA had contracts pending at the end of March, down from 299 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.

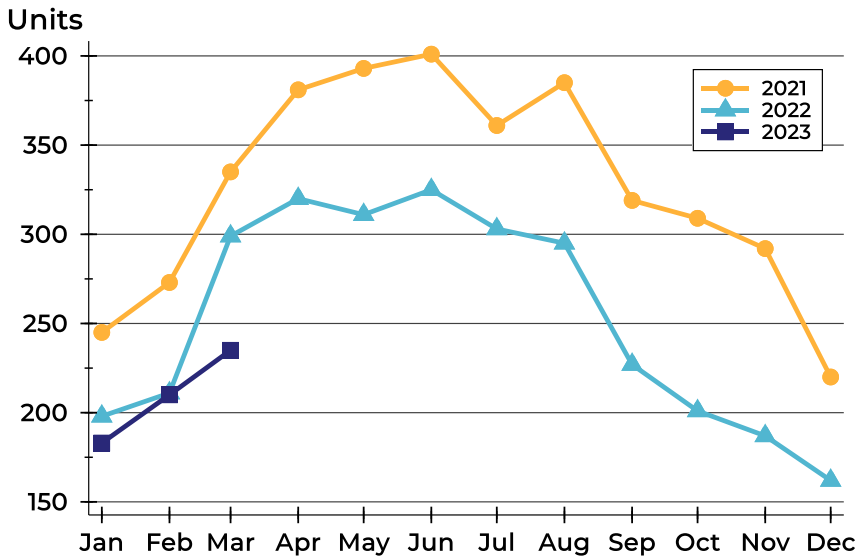
History of Pending Contracts





Topeka Metropolitan Area Pending Contracts Analysis

Pending Contracts by Month



Month	2021	2022	2023
January	245	198	183
February	273	211	210
March	335	299	235
April	381	320	
May	393	311	
June	401	325	
July	361	303	
August	385	295	
September	319	227	
October	309	201	
November	292	187	
December	220	162	

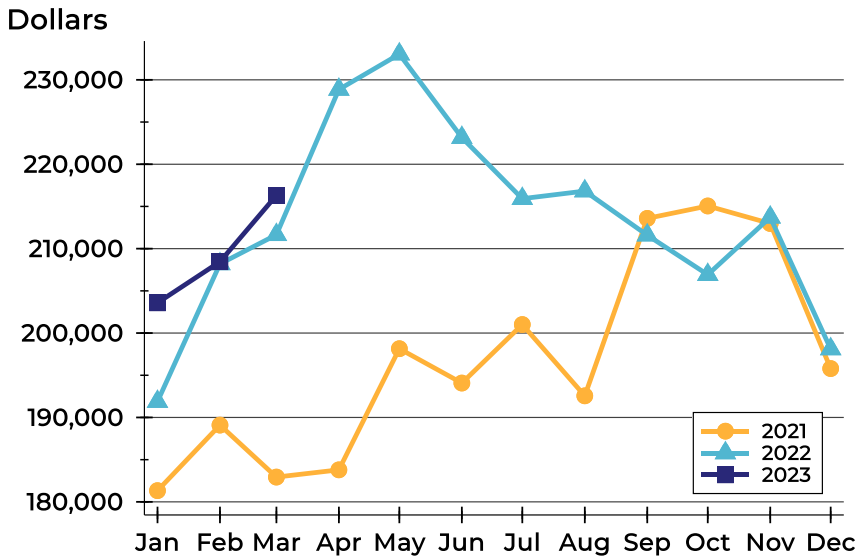
Pending Contracts by Price Range

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	0.9%	17,000	17,000	5	5	100.0%	100.0%
\$25,000-\$49,999	2	0.9%	35,250	35,250	7	7	86.7%	86.7%
\$50,000-\$99,999	38	16.2%	75,456	75,000	25	9	98.3%	100.0%
\$100,000-\$124,999	15	6.4%	112,945	112,000	17	7	99.7%	100.0%
\$125,000-\$149,999	27	11.5%	139,113	139,900	7	3	99.5%	100.0%
\$150,000-\$174,999	15	6.4%	162,522	163,900	10	3	98.5%	100.0%
\$175,000-\$199,999	24	10.2%	186,492	185,000	21	3	98.6%	100.0%
\$200,000-\$249,999	38	16.2%	228,431	227,450	21	3	98.5%	100.0%
\$250,000-\$299,999	32	13.6%	275,124	275,950	23	7	98.8%	100.0%
\$300,000-\$399,999	21	8.9%	349,426	349,900	17	4	97.6%	100.0%
\$400,000-\$499,999	15	6.4%	448,785	440,000	18	8	99.3%	100.0%
\$500,000-\$749,999	5	2.1%	609,915	625,000	26	2	96.5%	100.0%
\$750,000-\$999,999	1	0.4%	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



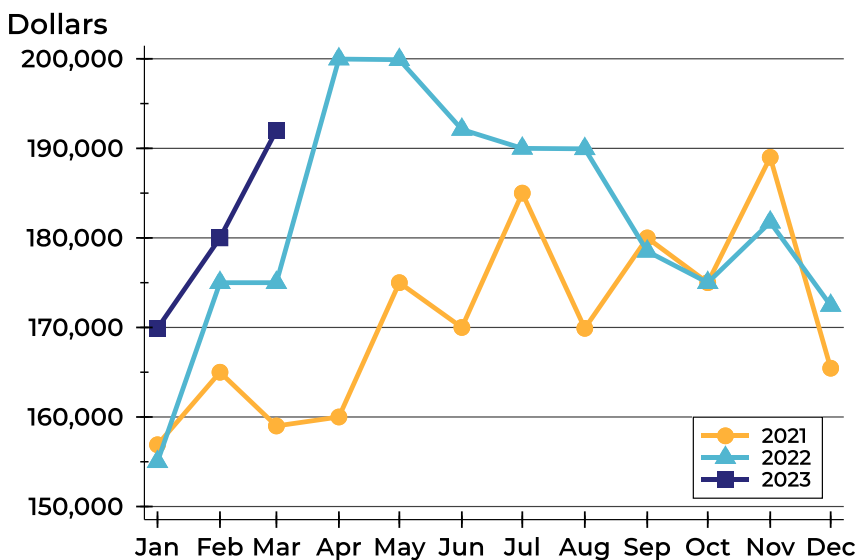
Topeka Metropolitan Area Pending Contracts Analysis

Average Price



Month	2021	2022	2023
January	181,331	191,884	203,579
February	189,096	208,192	208,451
March	182,939	211,646	216,317
April	183,796	228,862	
May	198,149	233,045	
June	194,079	223,160	
July	201,008	215,927	
August	192,564	216,826	
September	213,586	211,596	
October	215,058	206,921	
November	212,983	213,715	
December	195,795	198,114	

Median Price

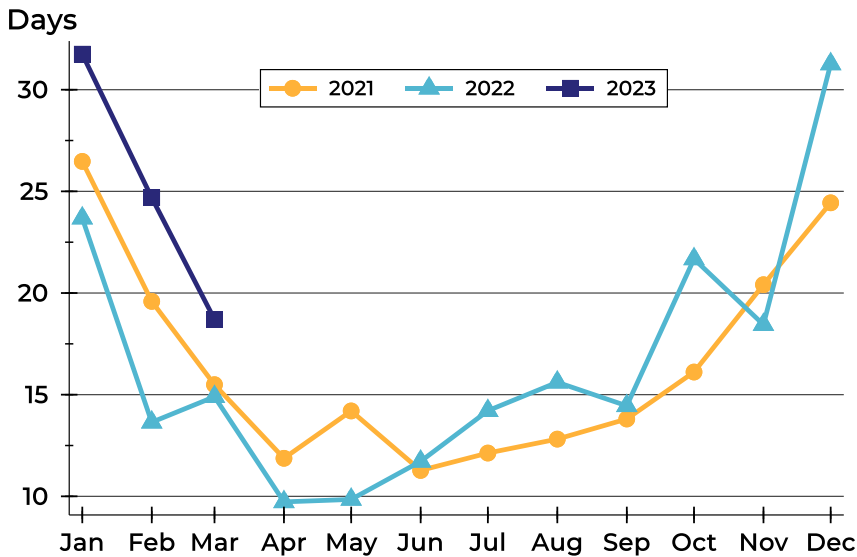


Month	2021	2022	2023
January	156,900	155,000	169,900
February	165,000	175,000	180,000
March	159,000	175,000	192,000
April	160,000	199,975	
May	175,000	199,900	
June	170,000	192,110	
July	185,000	190,000	
August	169,900	189,950	
September	180,000	178,500	
October	175,000	175,000	
November	189,000	181,750	
December	165,450	172,450	



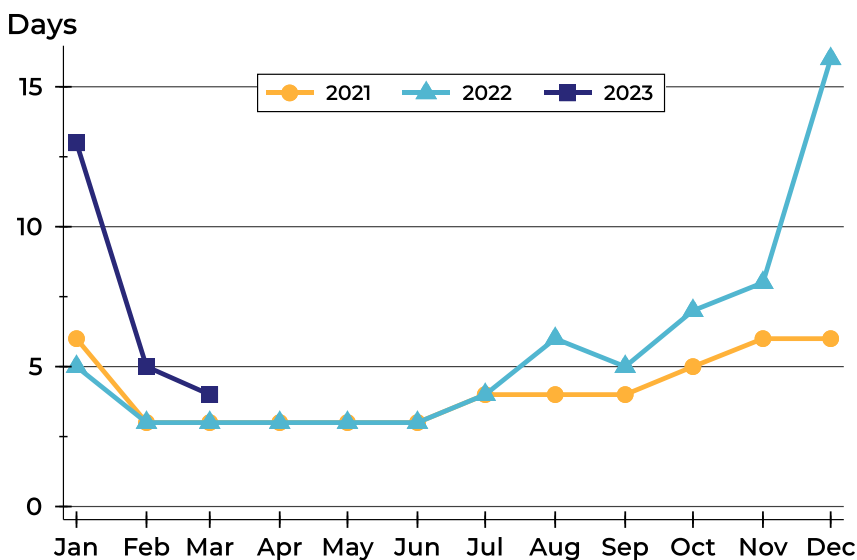
Topeka Metropolitan Area Pending Contracts Analysis

Average DOM



Month	2021	2022	2023
January	26	24	32
February	20	14	25
March	15	15	19
April	12	10	
May	14	10	
June	11	12	
July	12	14	
August	13	16	
September	14	14	
October	16	22	
November	20	18	
December	24	31	

Median DOM



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

Sold Listings by Price Range Year-to-Date for Sunflower

March 2023																
	JAN	FEB	MAR	APR	MAY	JUNE	JULY	AUG	SEPT	OCT	NOV	DEC	YTD2023	YTD2022	YTD2021	YTD2020
\$1-\$29,999	8	2	5										15	21	21	33
\$30,000-\$39,999	7	4	4										15	14	12	24
\$40,000-\$49,999	12	5	2										19	9	11	24
\$50,000-\$59,999	8	6	8										22	20	26	33
\$60,000-\$69,999	6	9	12										27	25	21	31
\$70,000-\$79,999	6	3	4										13	22	18	21
\$80,000-\$89,999	5	8	8										21	28	20	34
\$90,000-\$99,999	11	11	12										34	20	26	18
\$100,000-\$119,999	4	15	15										34	44	51	46
\$120,000-\$139,999	19	12	14										45	70	61	68
\$140,000-\$159,999	13	12	21										46	47	56	50
\$160,000-\$179,999	13	16	20										49	46	52	54
\$180,000-\$199,999	13	14	12										39	35	44	44
\$200,000-\$249,999	23	12	41										76	69	90	59
\$250,000-\$299,999	11	26	16										53	59	55	37
\$300,000-\$399,999	18	18	18										54	54	57	41
\$400,000-\$499,999	6	8	7										21	26	14	16
\$500,000 or more	2	4	12										18	15	10	0
TOTALS	185	185	231	0	0	0	0	0	0	0	0	0	601	624	645	633



**March
2023**

Sunflower MLS Statistics



Wabaunsee County Housing Report



Market Overview

Wabaunsee County Home Sales Remained Constant in March

Total home sales in Wabaunsee County remained at 1 unit last month, the same as in March 2022. Total sales volume was \$0.1 million, down from a year earlier.

The median sale price in March was \$145,000, down from \$235,000 a year earlier. Homes that sold in March were typically on the market for 2 days and sold for 103.6% of their list prices.

Wabaunsee County Active Listings Up at End of March

The total number of active listings in Wabaunsee County at the end of March was 4 units, up from 2 at the same point in 2022. This represents a 1.2 months' supply of homes available for sale. The median list price of homes on the market at the end of March was \$190,000.

During March, a total of 1 contract was written down from 5 in March 2022. At the end of the month, there were 3 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



Wabaunsee County Summary Statistics

March MLS Statistics Three-year History		Current Month			Year-to-Date		
		2023	2022	2021	2023	2022	2021
Home Sales		1	1	3	10	4	8
Change from prior year		0.0%	-66.7%	-40.0%	150.0%	-50.0%	-20.0%
Active Listings		4	2	5	N/A	N/A	N/A
Change from prior year		100.0%	-60.0%	-61.5%			
Months' Supply		1.2	0.5	1.2	N/A	N/A	N/A
Change from prior year		140.0%	-58.3%	-58.6%			
New Listings		4	5	2	11	8	10
Change from prior year		-20.0%	150.0%	-66.7%	37.5%	-20.0%	-16.7%
Contracts Written		1	5	1	8	7	6
Change from prior year		-80.0%	400.0%	-80.0%	14.3%	16.7%	-50.0%
Pending Contracts		3	5	1	N/A	N/A	N/A
Change from prior year		-40.0%	400.0%	-80.0%			
Sales Volume (1,000s)		145	235	469	2,485	824	946
Change from prior year		-38.3%	-49.9%	-41.1%	201.6%	-12.9%	-4.3%
Average	Sale Price	145,000	235,000	156,167	248,500	205,875	118,250
	Change from prior year	-38.3%	50.5%	-1.9%	20.7%	74.1%	19.7%
	List Price of Actives	191,225	202,450	485,295	N/A	N/A	N/A
	Change from prior year	-5.5%	-58.3%	81.3%			
	Days on Market	2	15	2	18	29	17
Change from prior year	-86.7%	650.0%	-97.6%	-37.9%	70.6%	-77.6%	
	Percent of List	103.6%	85.5%	98.9%	97.2%	95.5%	95.6%
Change from prior year	21.2%	-13.5%	0.5%	1.8%	-0.1%	2.5%	
	Percent of Original	103.6%	85.5%	98.9%	97.2%	91.6%	95.1%
Change from prior year	21.2%	-13.5%	3.0%	6.1%	-3.7%	7.0%	
Median	Sale Price	145,000	235,000	150,000	156,500	199,000	124,250
	Change from prior year	-38.3%	56.7%	30.4%	-21.4%	60.2%	147.3%
	List Price of Actives	190,000	202,450	224,000	N/A	N/A	N/A
	Change from prior year	-6.1%	-9.6%	1.8%			
	Days on Market	2	15	0	10	32	4
Change from prior year	-86.7%	#DIV/0!	-100.0%	-68.8%	700.0%	-91.7%	
	Percent of List	103.6%	85.5%	100.0%	97.7%	98.2%	98.4%
Change from prior year	21.2%	-14.5%	1.3%	-0.5%	-0.2%	4.3%	
	Percent of Original	103.6%	85.5%	100.0%	97.7%	90.5%	98.4%
Change from prior year	21.2%	-14.5%	7.4%	8.0%	-8.0%	7.3%	

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



Wabaunsee County Closed Listings Analysis

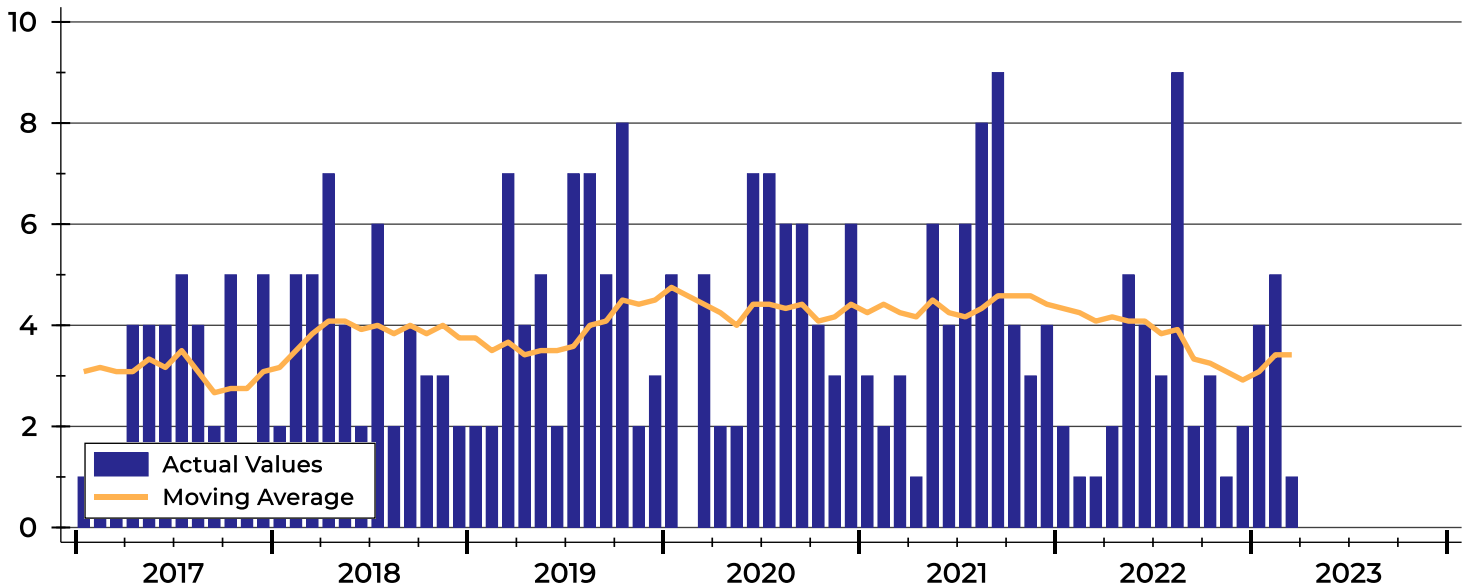
Summary Statistics for Closed Listings		2023	March 2022	Change	2023	Year-to-Date 2022	Change
Closed Listings		1	1	0.0%	10	4	150.0%
Volume (1,000s)		145	235	-38.3%	2,485	824	201.6%
Months' Supply		1.2	0.5	140.0%	N/A	N/A	N/A
Average	Sale Price	145,000	235,000	-38.3%	248,500	205,875	20.7%
	Days on Market	2	15	-86.7%	18	29	-37.9%
	Percent of List	103.6%	85.5%	21.2%	97.2%	95.5%	1.8%
	Percent of Original	103.6%	85.5%	21.2%	97.2%	91.6%	6.1%
Median	Sale Price	145,000	235,000	-38.3%	156,500	199,000	-21.4%
	Days on Market	2	15	-86.7%	10	32	-68.8%
	Percent of List	103.6%	85.5%	21.2%	97.7%	98.2%	-0.5%
	Percent of Original	103.6%	85.5%	21.2%	97.7%	90.5%	8.0%

A total of 1 home sold in Wabaunsee County in March, showing no change from March 2022. Total sales volume fell to \$0.1 million compared to \$0.2 million in the previous year.

The median sales price in March was \$145,000, down 38.3% compared to the prior year. Median days on market was 2 days, down from 5 days in February, and down from 15 in March 2022.

History of Closed Listings

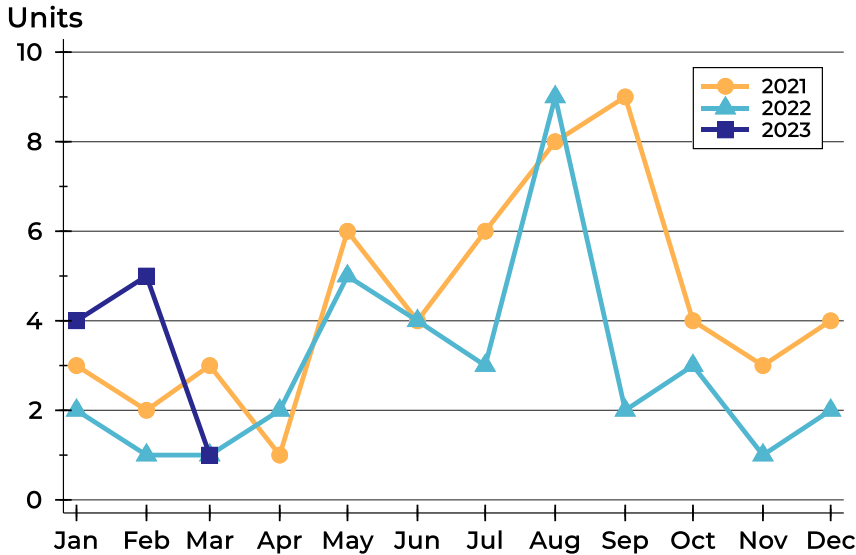
Units





Wabaunsee County Closed Listings Analysis

Closed Listings by Month



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

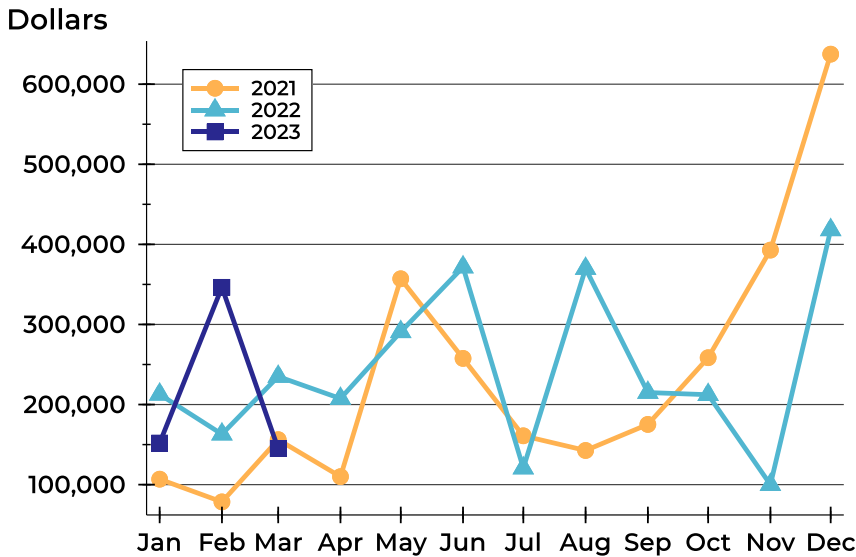
Closed Listings by Price Range

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	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$100,000-\$124,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$125,000-\$149,999	1	100.0%	2.4	145,000	145,000	2	2	103.6%	103.6%	103.6%	103.6%
\$150,000-\$174,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$175,000-\$199,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$200,000-\$249,999	0	0.0%	4.0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$250,000-\$299,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$300,000-\$399,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$400,000-\$499,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$500,000-\$749,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$750,000-\$999,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A



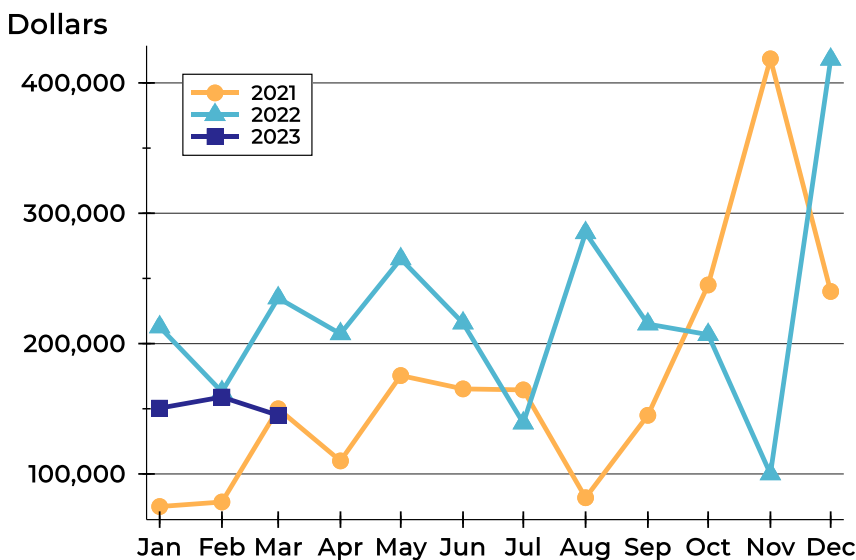
Wabaunsee County Closed Listings Analysis

Average Price



Month	2021	2022	2023
January	106,833	212,750	152,000
February	78,500	163,000	346,400
March	156,167	235,000	145,000
April	110,000	207,500	
May	357,050	290,800	
June	257,625	371,625	
July	161,000	120,667	
August	142,688	369,778	
September	175,222	215,000	
October	258,500	212,300	
November	392,833	100,000	
December	637,500	418,085	

Median Price

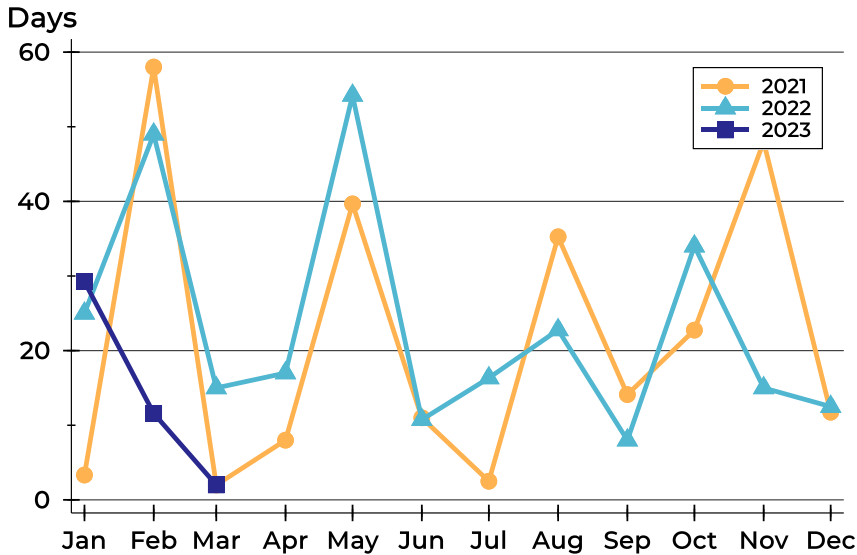


Month	2021	2022	2023
January	75,000	212,750	150,500
February	78,500	163,000	159,000
March	150,000	235,000	145,000
April	110,000	207,500	
May	175,500	265,000	
June	165,250	215,750	
July	164,500	139,000	
August	81,750	285,000	
September	145,000	215,000	
October	245,000	206,900	
November	418,500	100,000	
December	240,000	418,085	



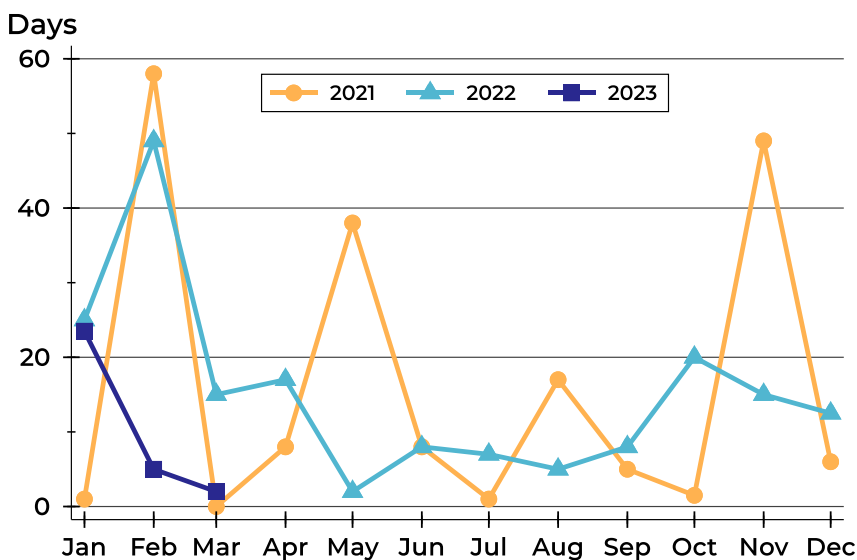
Wabaunsee County Closed Listings Analysis

Average DOM



Month	2021	2022	2023
January	3	25	29
February	58	49	12
March	2	15	2
April	8	17	
May	40	54	
June	11	11	
July	3	16	
August	35	23	
September	14	8	
October	23	34	
November	48	15	
December	12	13	

Median DOM



Month	2021	2022	2023
January	1	25	24
February	58	49	5
March	N/A	15	2
April	8	17	
May	38	2	
June	8	8	
July	1	7	
August	17	5	
September	5	8	
October	2	20	
November	49	15	
December	6	13	



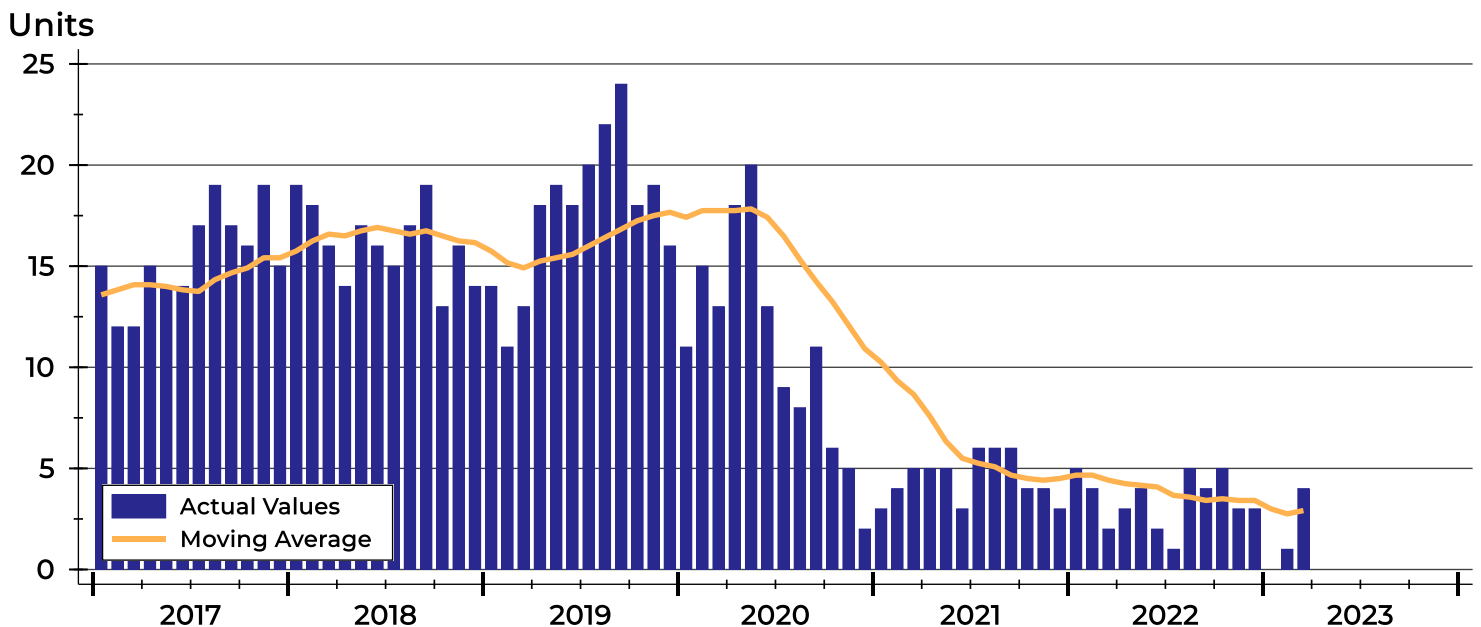
Wabaunsee County Active Listings Analysis

Summary Statistics for Active Listings		2023	End of March 2022	Change
Active Listings		4	2	100.0%
Volume (1,000s)		765	405	88.9%
Months' Supply		1.2	0.5	140.0%
Average	List Price	191,225	202,450	-5.5%
	Days on Market	23	58	-60.3%
	Percent of Original	98.5%	100.0%	-1.5%
Median	List Price	190,000	202,450	-6.1%
	Days on Market	15	58	-74.1%
	Percent of Original	100.0%	100.0%	0.0%

A total of 4 homes were available for sale in Wabaunsee County at the end of March. This represents a 1.2 months' supply of active listings.

The median list price of homes on the market at the end of March was \$190,000, down 6.1% from 2022. The typical time on market for active listings was 15 days, down from 58 days a year earlier.

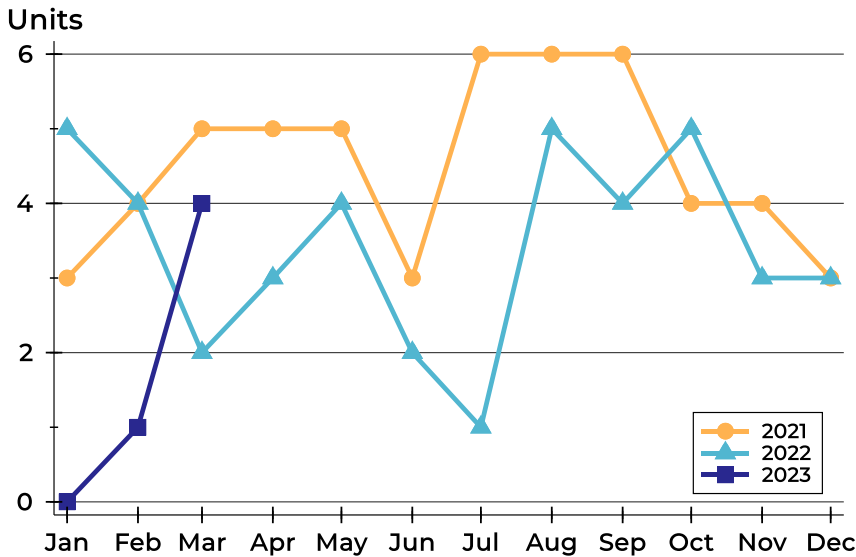
History of Active Listings





Wabaunsee County Active Listings Analysis

Active Listings by Month



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

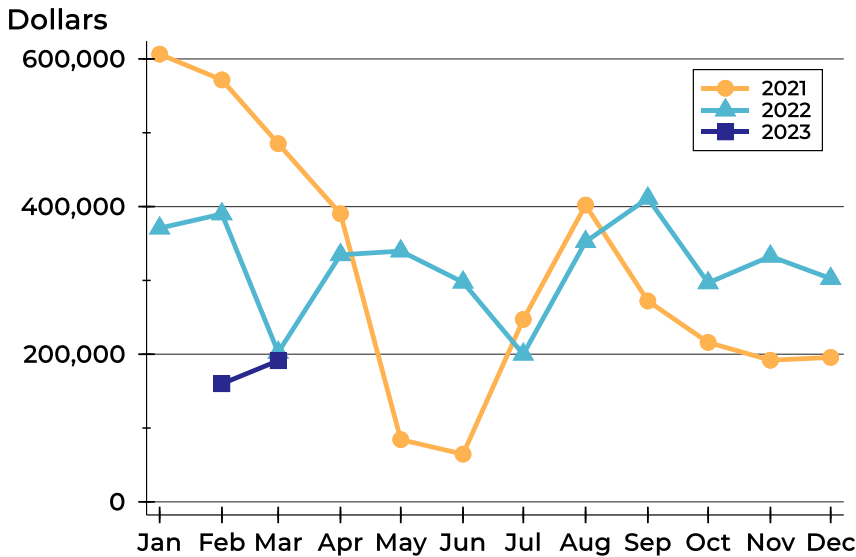
Active Listings by Price Range

Price Range	Active Listings		Months' Supply	List Price		Days on Market		Price as % of Orig.	
	Number	Percent		Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$25,000-\$49,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$50,000-\$99,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$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	1	25.0%	2.4	135,000	135,000	21	21	100.0%	100.0%
\$150,000-\$174,999	1	25.0%	N/A	155,000	155,000	60	60	93.9%	93.9%
\$175,000-\$199,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$200,000-\$249,999	2	50.0%	4.0	237,450	237,450	6	6	100.0%	100.0%
\$250,000-\$299,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$300,000-\$399,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$400,000-\$499,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$500,000-\$749,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$750,000-\$999,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A



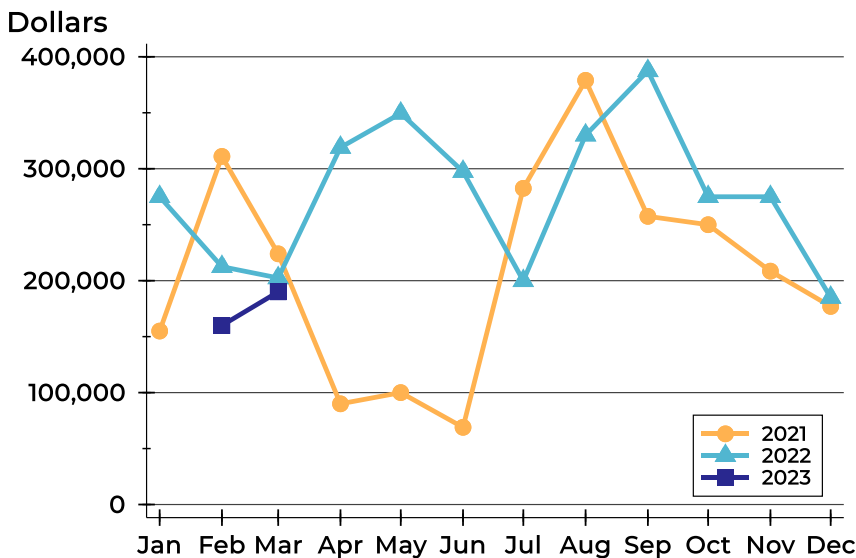
Wabaunsee County Active Listings Analysis

Average Price



Month	2021	2022	2023
January	606,492	370,800	N/A
February	571,619	390,000	160,000
March	485,295	202,450	191,225
April	390,295	334,667	
May	84,300	339,750	
June	64,667	297,500	
July	247,167	199,900	
August	402,000	352,360	
September	272,150	411,250	
October	215,975	296,600	
November	191,875	332,667	
December	195,667	302,500	

Median Price

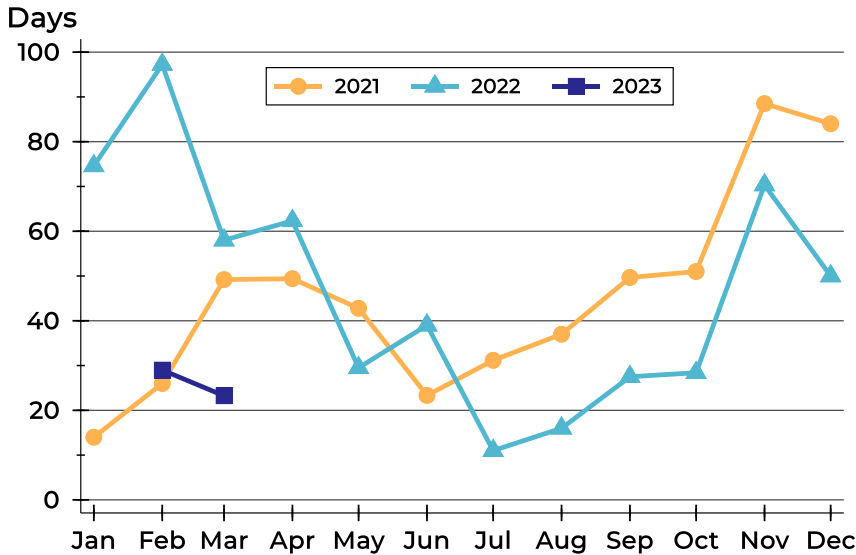


Month	2021	2022	2023
January	155,000	275,000	N/A
February	311,000	212,500	160,000
March	224,000	202,450	190,000
April	90,000	319,000	
May	100,000	349,500	
June	69,000	297,500	
July	282,500	199,900	
August	379,000	330,000	
September	257,500	387,500	
October	250,000	275,000	
November	208,500	275,000	
December	177,000	185,000	



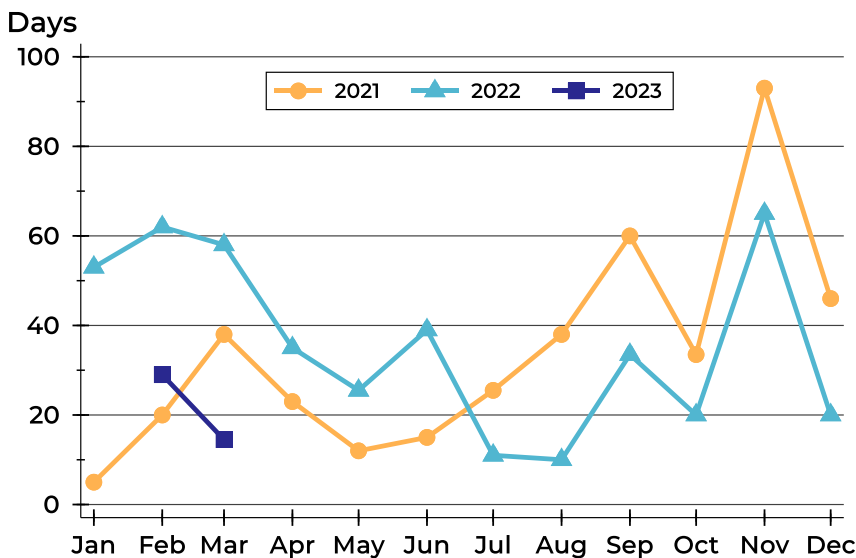
Wabaunsee County Active Listings Analysis

Average DOM



Month	2021	2022	2023
January	14	75	N/A
February	26	97	29
March	49	58	23
April	49	62	
May	43	30	
June	23	39	
July	31	11	
August	37	16	
September	50	28	
October	51	28	
November	89	70	
December	84	50	

Median DOM

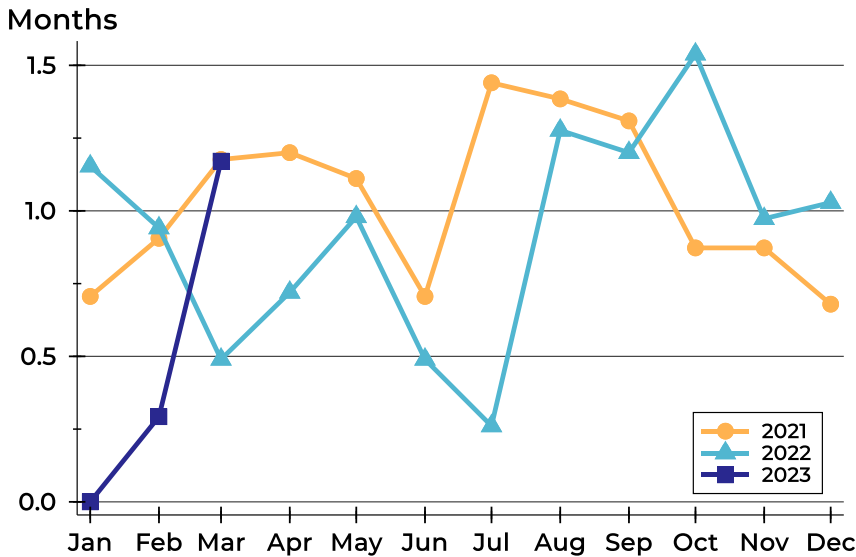


Month	2021	2022	2023
January	5	53	N/A
February	20	62	29
March	38	58	15
April	23	35	
May	12	26	
June	15	39	
July	26	11	
August	38	10	
September	60	34	
October	34	20	
November	93	65	
December	46	20	



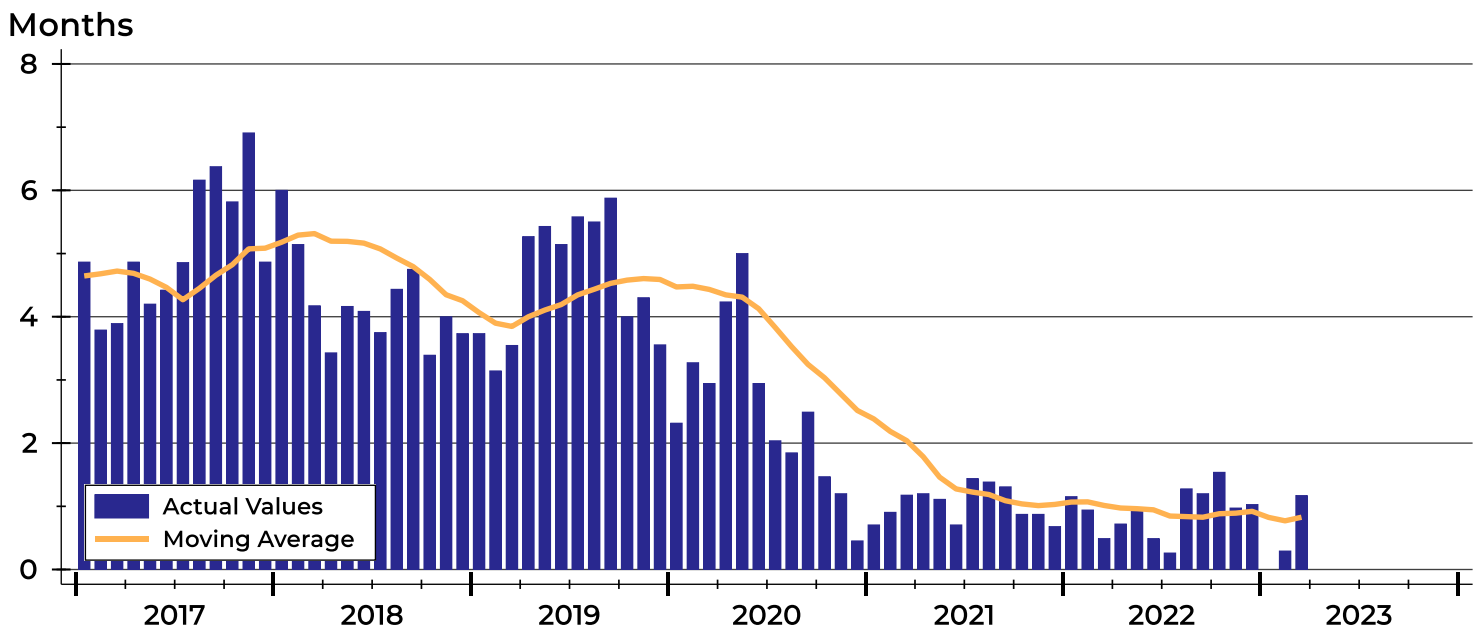
Wabaunsee County Months' Supply Analysis

Months' Supply by Month



Month	2021	2022	2023
January	0.7	1.2	0.0
February	0.9	0.9	0.3
March	1.2	0.5	1.2
April	1.2	0.7	
May	1.1	1.0	
June	0.7	0.5	
July	1.4	0.3	
August	1.4	1.3	
September	1.3	1.2	
October	0.9	1.5	
November	0.9	1.0	
December	0.7	1.0	

History of Month's Supply





Wabaunsee County New Listings Analysis

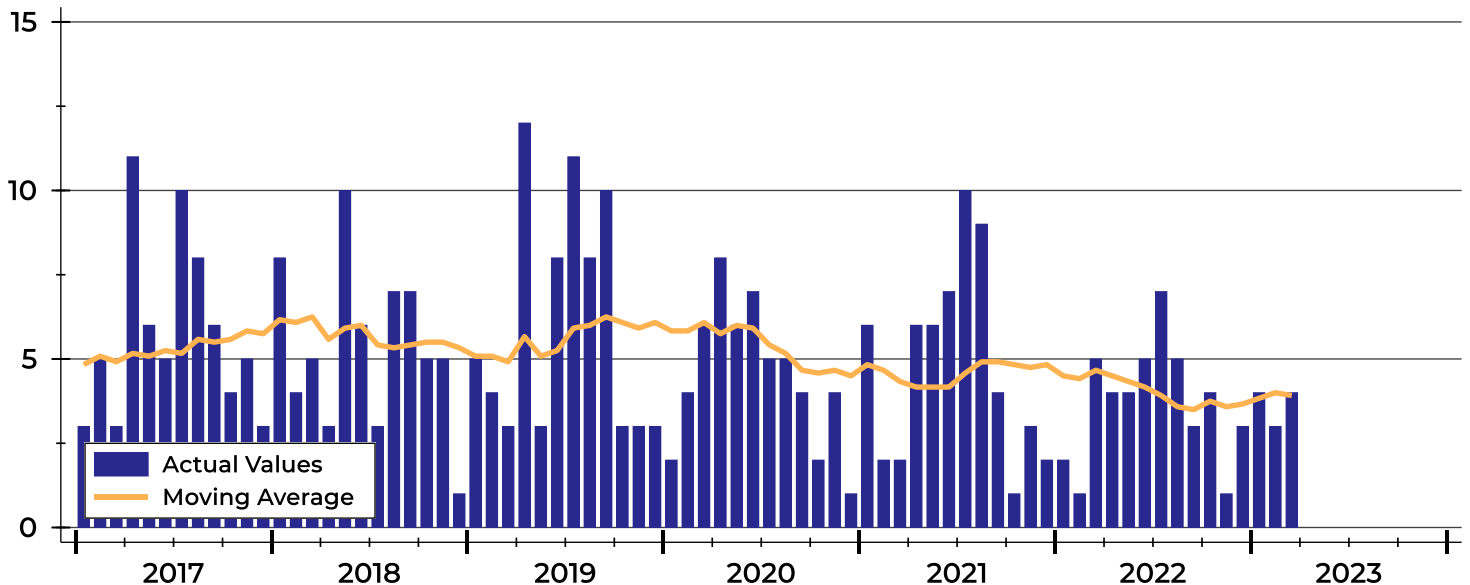
Summary Statistics for New Listings		2023	March 2022	Change
Current Month	New Listings	4	5	-20.0%
	Volume (1,000s)	677	1,589	-57.4%
	Average List Price	169,350	317,780	-46.7%
	Median List Price	180,000	269,900	-33.3%
Year-to-Date	New Listings	11	8	37.5%
	Volume (1,000s)	1,848	3,014	-38.7%
	Average List Price	168,036	376,738	-55.4%
	Median List Price	159,000	272,450	-41.6%

A total of 4 new listings were added in Wabaunsee County during March, down 20.0% from the same month in 2022. Year-to-date Wabaunsee County has seen 11 new listings.

The median list price of these homes was \$180,000 down from \$269,900 in 2022.

History of New Listings

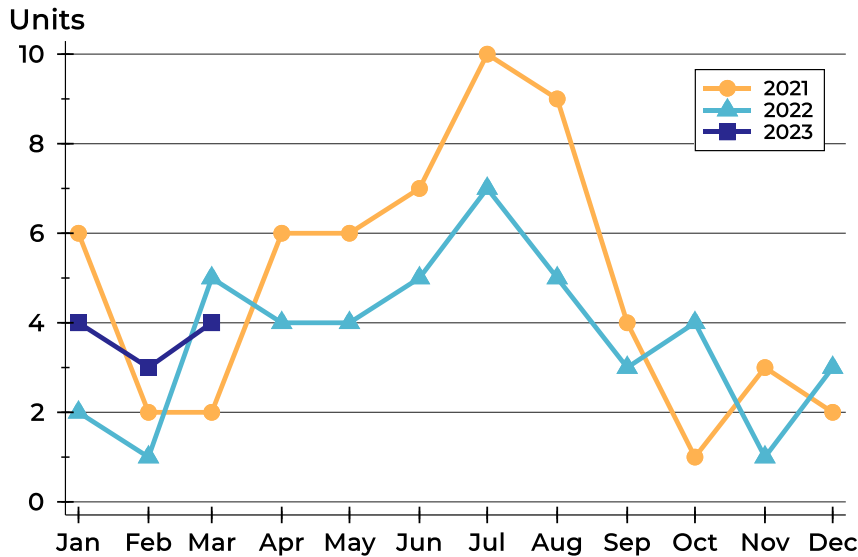
Units





Wabaunsee County New Listings Analysis

New Listings by Month



Month	2021	2022	2023
January	6	2	4
February	2	1	3
March	2	5	4
April	6	4	
May	6	4	
June	7	5	
July	10	7	
August	9	5	
September	4	3	
October	1	4	
November	3	1	
December	2	3	

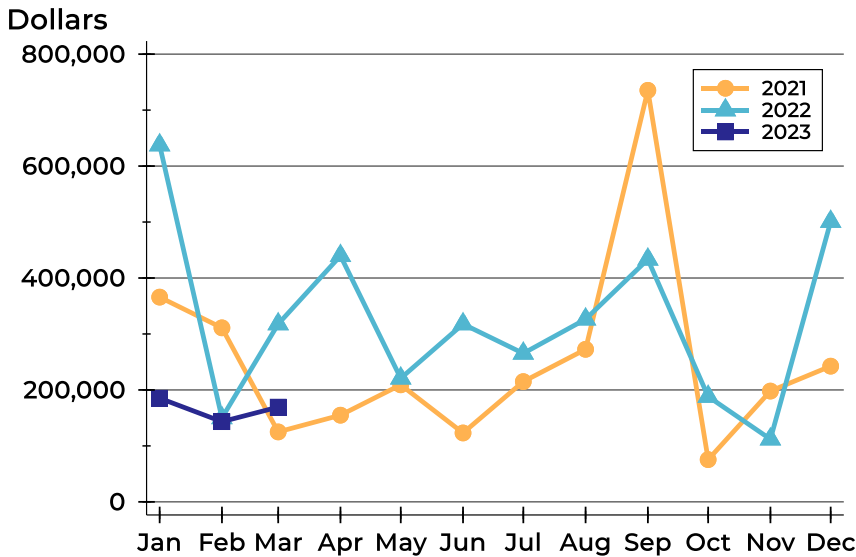
New Listings by Price Range

Price Range	New Listings		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$25,000-\$49,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$50,000-\$99,999	1	25.0%	67,500	67,500	1	1	100.0%	100.0%
\$100,000-\$124,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$125,000-\$149,999	1	25.0%	135,000	135,000	28	28	100.0%	100.0%
\$150,000-\$174,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$175,000-\$199,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$200,000-\$249,999	2	50.0%	237,450	237,450	13	13	100.0%	100.0%
\$250,000-\$299,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$300,000-\$399,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$400,000-\$499,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$500,000-\$749,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$750,000-\$999,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



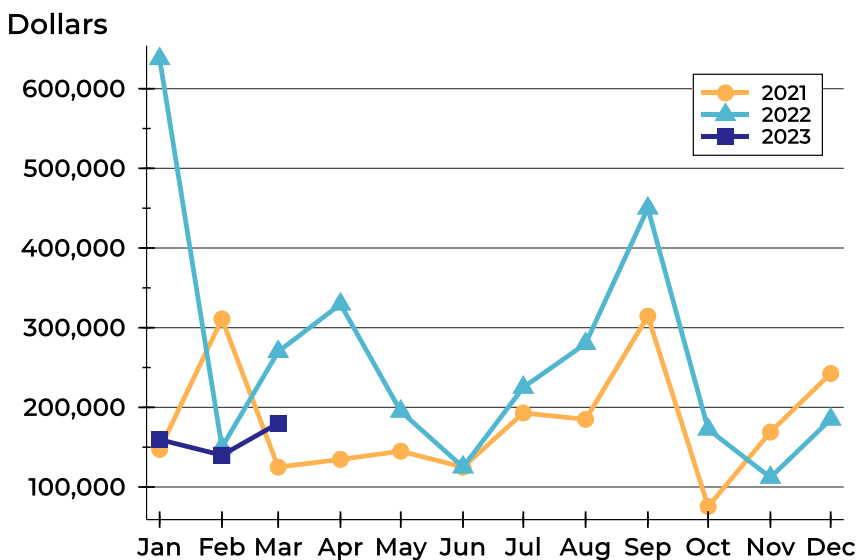
Wabaunsee County New Listings Analysis

Average Price



Month	2021	2022	2023
January	365,829	637,500	185,250
February	311,000	150,000	143,333
March	125,000	317,780	169,350
April	154,883	439,750	
May	209,167	220,841	
June	123,143	317,800	
July	214,900	265,343	
August	272,633	326,380	
September	735,350	433,333	
October	75,500	188,250	
November	197,967	112,000	
December	242,500	500,833	

Median Price



Month	2021	2022	2023
January	147,250	637,500	159,500
February	311,000	150,000	140,000
March	125,000	269,900	180,000
April	134,650	329,500	
May	145,000	195,000	
June	125,000	125,000	
July	193,000	225,000	
August	184,900	280,000	
September	314,450	450,000	
October	75,500	172,500	
November	169,000	112,000	
December	242,500	185,000	



Wabaunsee County Contracts Written Analysis

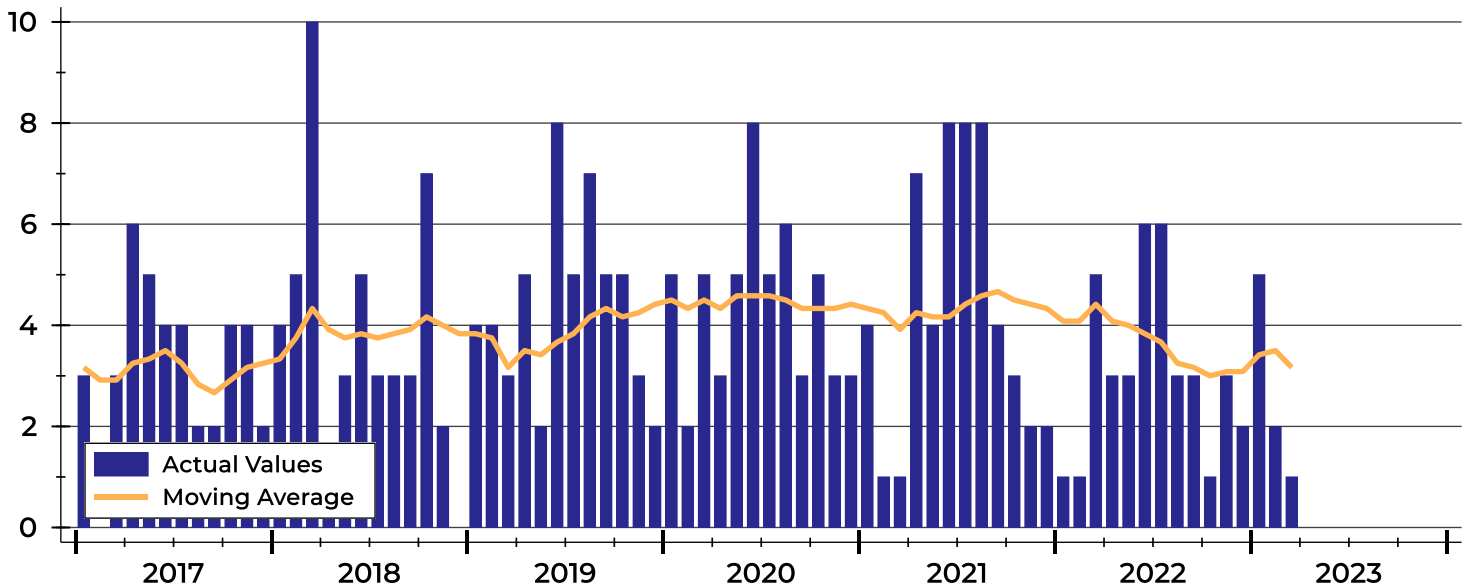
Summary Statistics for Contracts Written		2023	March 2022	Change	2023	Year-to-Date 2022	Change
Contracts Written		1	5	-80.0%	8	7	14.3%
Volume (1,000s)		68	1,425	-95.2%	1,346	1,869	-28.0%
Average	Sale Price	67,500	285,000	-76.3%	168,250	267,000	-37.0%
	Days on Market	1	59	-98.3%	8	51	-84.3%
	Percent of Original	100.0%	99.6%	0.4%	99.5%	96.5%	3.1%
Median	Sale Price	67,500	265,000	-74.5%	159,500	265,000	-39.8%
	Days on Market	1	8	-87.5%	3	15	-80.0%
	Percent of Original	100.0%	100.0%	0.0%	100.0%	98.1%	1.9%

A total of 1 contract for sale was written in Wabaunsee County during the month of March, down from 5 in 2022. The median list price of this home was \$67,500, down from \$265,000 the prior year.

Half of the homes that went under contract in March were on the market less than 1 days, compared to 8 days in March 2022.

History of Contracts Written

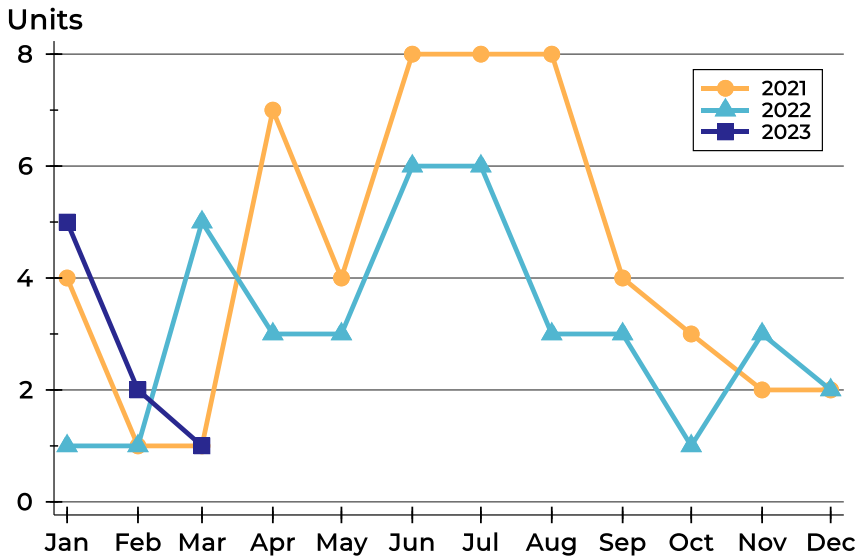
Units





Wabaunsee County Contracts Written Analysis

Contracts Written by Month



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

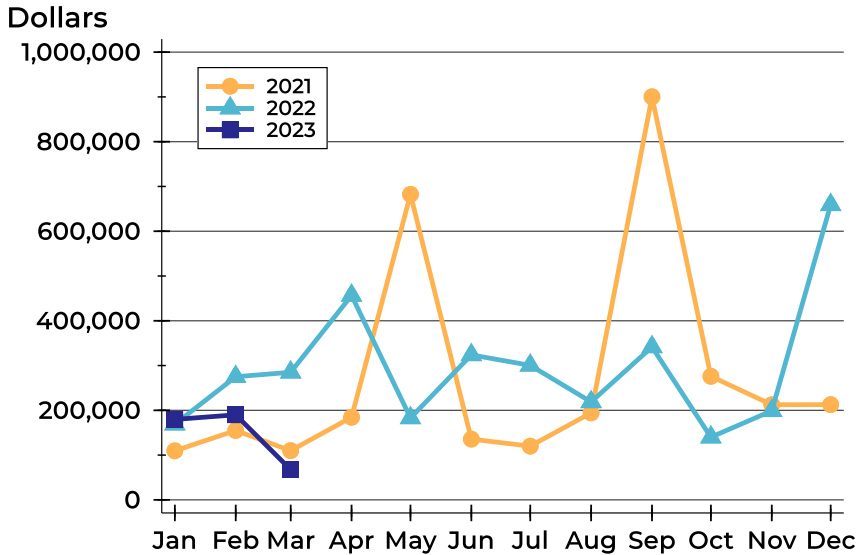
Contracts Written by Price Range

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	1	100.0%	67,500	67,500	1	1	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	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$150,000-\$174,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$175,000-\$199,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$200,000-\$249,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$250,000-\$299,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$300,000-\$399,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$400,000-\$499,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$500,000-\$749,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$750,000-\$999,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



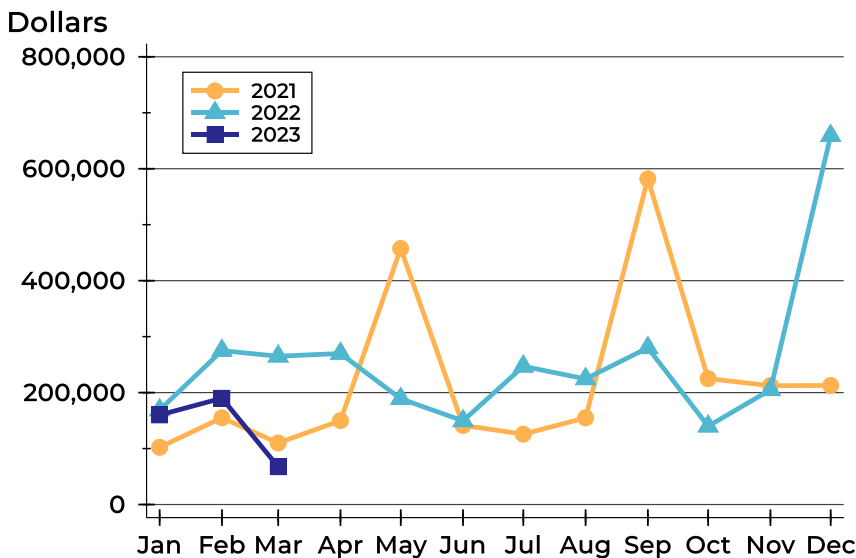
Wabaunsee County Contracts Written Analysis

Average Price



Month	2021	2022	2023
January	109,625	169,000	179,700
February	155,000	275,000	190,000
March	110,000	285,000	67,500
April	184,471	456,633	
May	682,369	183,000	
June	135,687	323,833	
July	120,000	300,500	
August	194,338	218,800	
September	900,350	341,633	
October	276,000	140,000	
November	212,450	199,000	
December	212,750	659,000	

Median Price

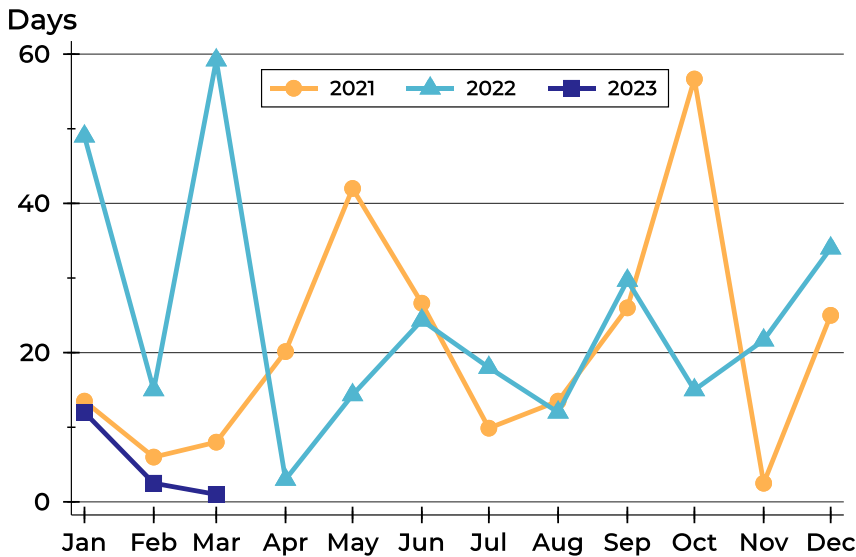


Month	2021	2022	2023
January	102,250	169,000	160,000
February	155,000	275,000	190,000
March	110,000	265,000	67,500
April	150,000	269,900	
May	457,500	189,000	
June	141,500	149,500	
July	125,750	247,000	
August	154,950	224,500	
September	582,000	280,000	
October	225,000	140,000	
November	212,450	205,000	
December	212,750	659,000	



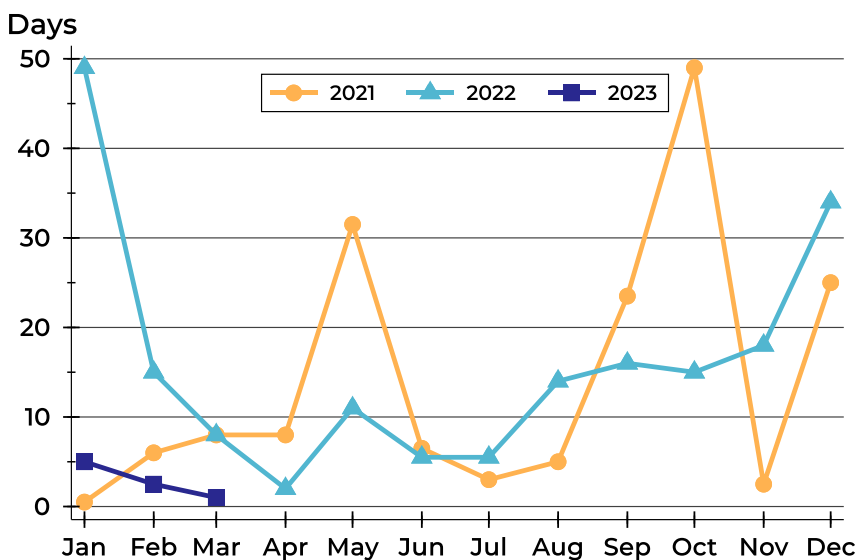
Wabaunsee County Contracts Written Analysis

Average DOM



Month	2021	2022	2023
January	14	49	12
February	6	15	3
March	8	59	1
April	20	3	
May	42	14	
June	27	24	
July	10	18	
August	14	12	
September	26	30	
October	57	15	
November	3	22	
December	25	34	

Median DOM



Month	2021	2022	2023
January	1	49	5
February	6	15	3
March	8	8	1
April	8	2	
May	32	11	
June	7	6	
July	3	6	
August	5	14	
September	24	16	
October	49	15	
November	3	18	
December	25	34	



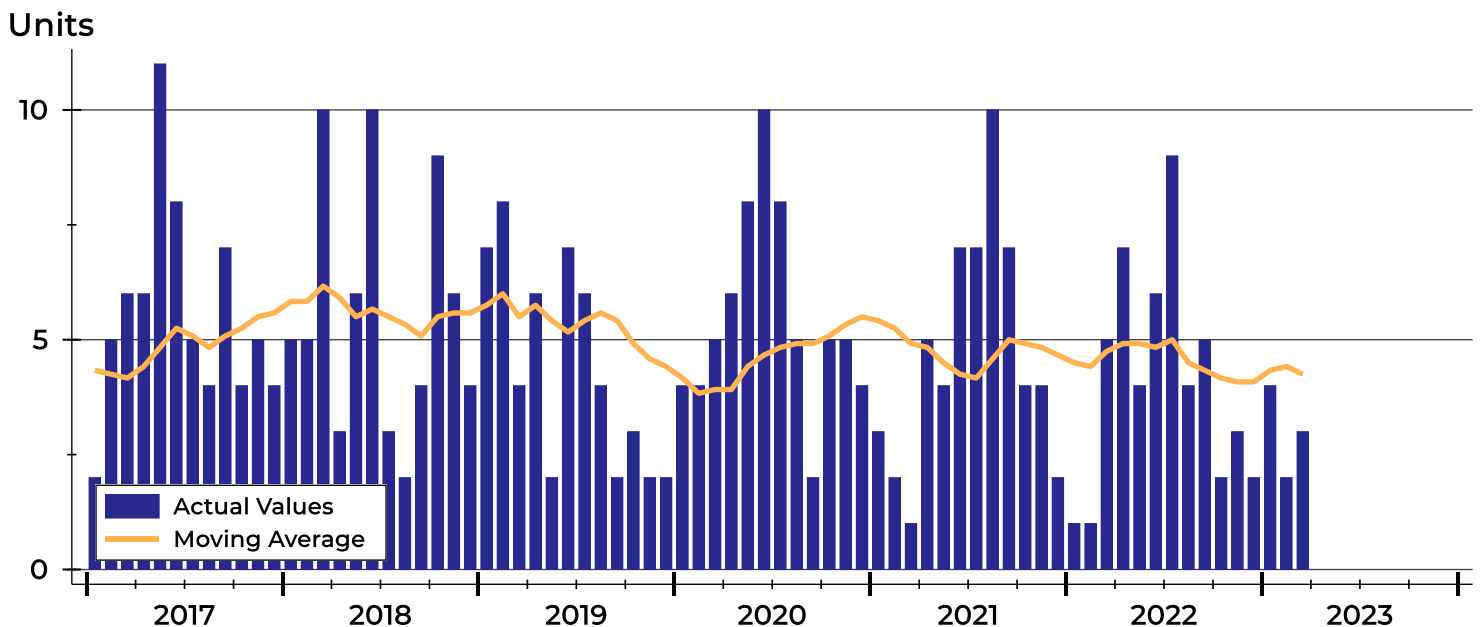
Wabaunsee County Pending Contracts Analysis

Summary Statistics for Pending Contracts		2023	End of March 2022	Change
Pending Contracts		3	5	-40.0%
Volume (1,000s)		448	1,425	-68.6%
Average	List Price	149,167	285,000	-47.7%
	Days on Market	2	59	-96.6%
	Percent of Original	100.0%	100.0%	0.0%
Median	List Price	140,000	265,000	-47.2%
	Days on Market	2	8	-75.0%
	Percent of Original	100.0%	100.0%	0.0%

A total of 3 listings in Wabaunsee County had contracts pending at the end of March, down from 5 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.

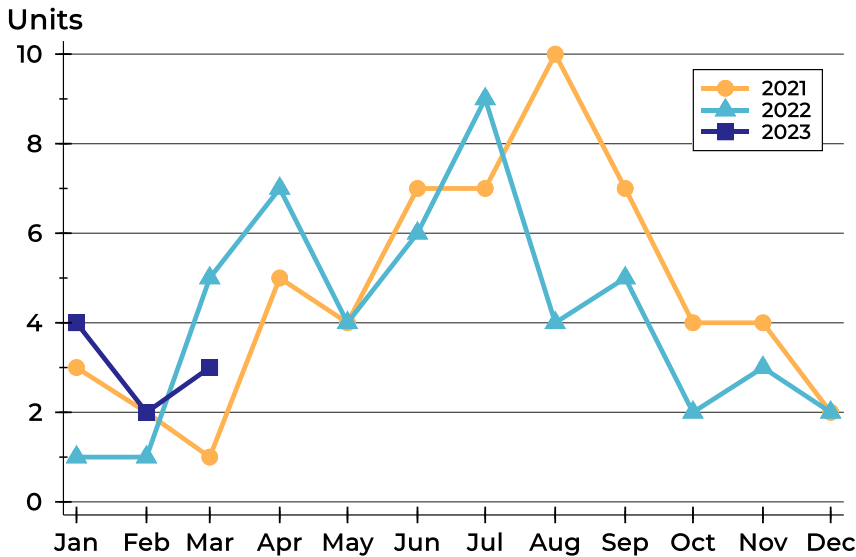
History of Pending Contracts





Wabaunsee County Pending Contracts Analysis

Pending Contracts by Month



Month	2021	2022	2023
January	3	1	4
February	2	1	2
March	1	5	3
April	5	7	
May	4	4	
June	7	6	
July	7	9	
August	10	4	
September	7	5	
October	4	2	
November	4	3	
December	2	2	

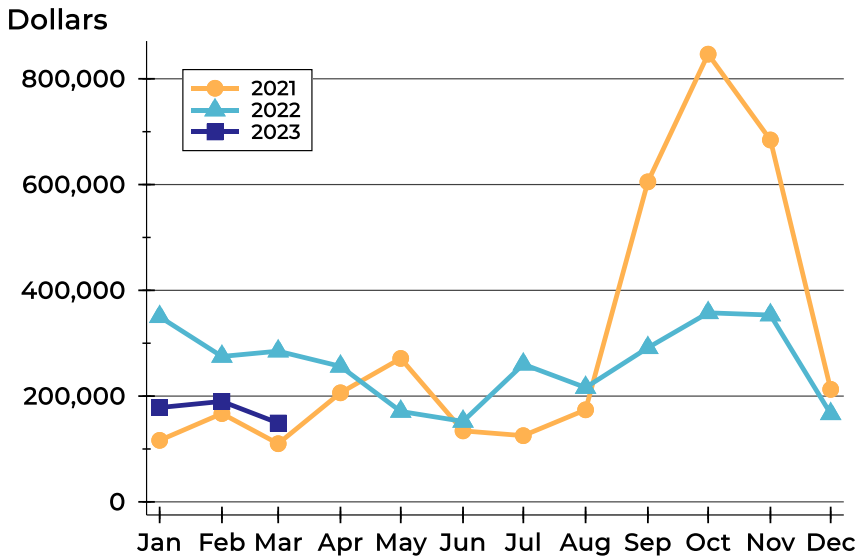
Pending Contracts by Price Range

Price Range	Pending Contracts		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$25,000-\$49,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$50,000-\$99,999	1	33.3%	67,500	67,500	1	1	100.0%	100.0%
\$100,000-\$124,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$125,000-\$149,999	1	33.3%	140,000	140,000	2	2	100.0%	100.0%
\$150,000-\$174,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$175,000-\$199,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$200,000-\$249,999	1	33.3%	240,000	240,000	3	3	100.0%	100.0%
\$250,000-\$299,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$300,000-\$399,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$400,000-\$499,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$500,000-\$749,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$750,000-\$999,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



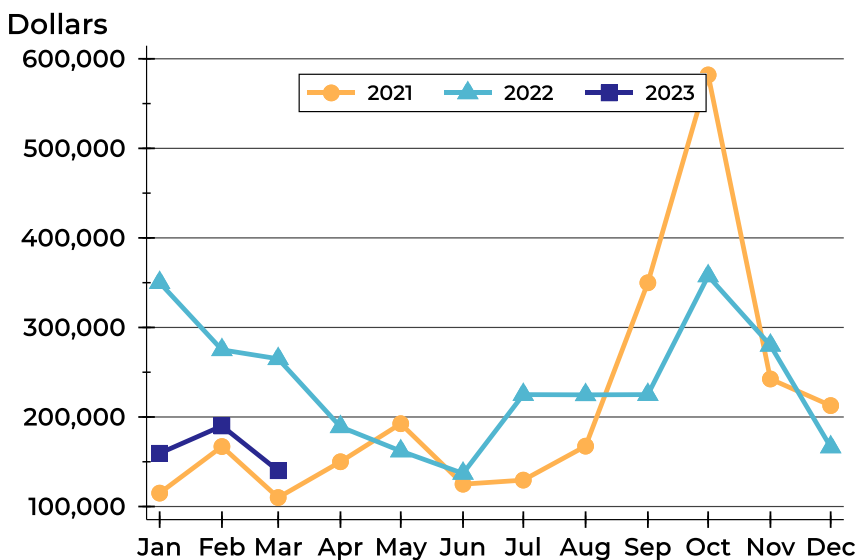
Wabaunsee County Pending Contracts Analysis

Average Price



Month	2021	2022	2023
January	116,333	350,000	178,375
February	167,000	275,000	190,000
March	110,000	285,000	149,167
April	206,260	256,271	
May	271,250	171,000	
June	134,286	152,167	
July	125,214	260,222	
August	174,070	216,125	
September	605,171	291,360	
October	846,625	357,500	
November	684,350	353,333	
December	212,750	166,500	

Median Price

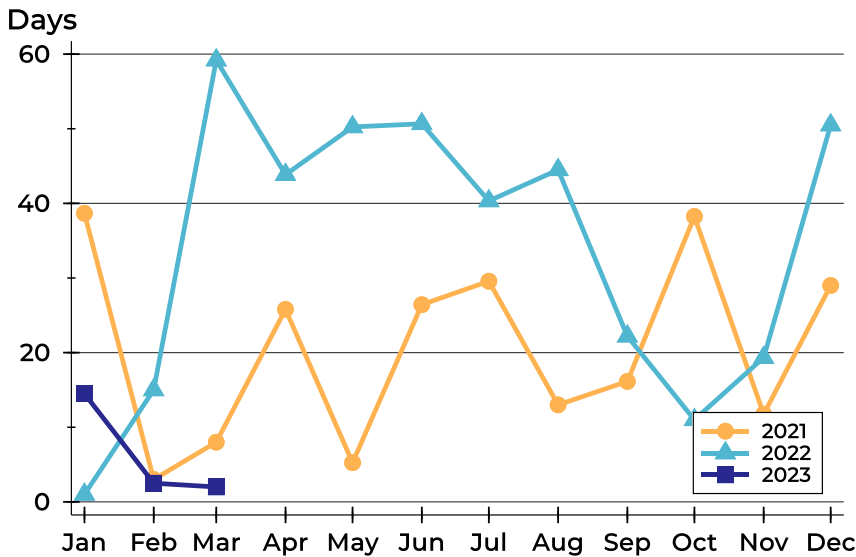


Month	2021	2022	2023
January	115,000	350,000	159,500
February	167,000	275,000	190,000
March	110,000	265,000	140,000
April	150,000	189,000	
May	192,500	162,000	
June	125,000	137,000	
July	129,500	225,000	
August	167,450	224,750	
September	349,900	225,000	
October	582,000	357,500	
November	242,450	280,000	
December	212,750	166,500	



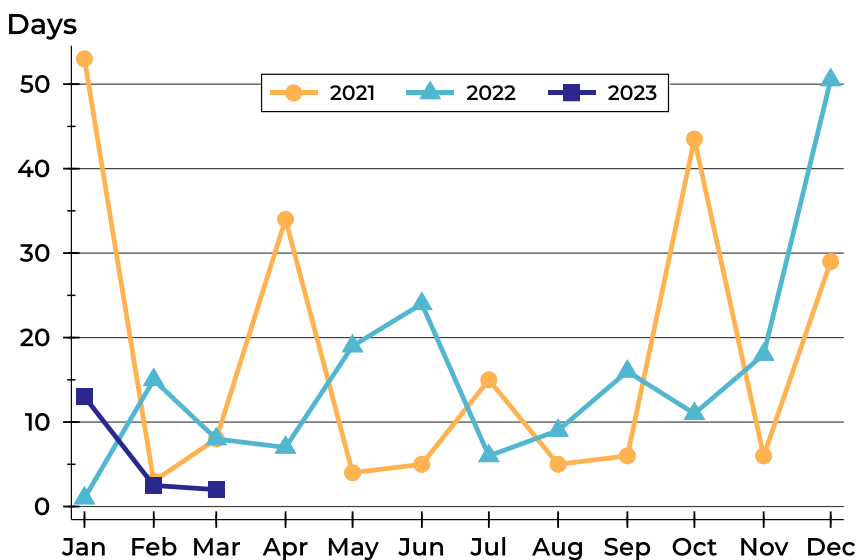
Wabaunsee County Pending Contracts Analysis

Average DOM



Month	2021	2022	2023
January	39	1	15
February	3	15	3
March	8	59	2
April	26	44	
May	5	50	
June	26	51	
July	30	40	
August	13	45	
September	16	22	
October	38	11	
November	12	19	
December	29	51	

Median DOM



Month	2021	2022	2023
January	53	1	13
February	3	15	3
March	8	8	2
April	34	7	
May	4	19	
June	5	24	
July	15	6	
August	5	9	
September	6	16	
October	44	11	
November	6	18	
December	29	51	