



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

## November 2022 Region Total Statistics

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

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## Central Region Housing Report



### Market Overview

#### Central Region Home Sales Fell in November

Total home sales in Central Region fell last month to 173 units, compared to 219 units in November 2021. Total sales volume was \$31.9 million, down from a year earlier.

The median sale price in November was \$162,500, up from \$161,500 a year earlier. Homes that sold in November were typically on the market for 5 days and sold for 100.0% of their list prices.

#### Central Region Active Listings Up at End of November

The total number of active listings in Central Region at the end of November was 240 units, up from 148 at the same point in 2021. This represents a 1.1 months' supply of homes available for sale. The median list price of homes on the market at the end of November was \$210,000.

During November, a total of 154 contracts were written down from 191 in November 2021. At the end of the month, there were 164 contracts still pending.

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## Central Region Summary Statistics

November MLS Statistics Three-year History		Current Month			Year-to-Date		
		2022	2021	2020	2022	2021	2020
<b>Home Sales</b> Change from prior year	<b>173</b> -21.0%	<b>219</b> 4.8%	<b>209</b> 20.1%	<b>2,480</b> -9.0%	<b>2,725</b> 2.3%	<b>2,663</b> 8.5%	
<b>Active Listings</b> Change from prior year	<b>240</b> 62.2%	<b>148</b> -24.5%	<b>196</b> -49.4%	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>	
<b>Months' Supply</b> Change from prior year	<b>1.1</b> 83.3%	<b>0.6</b> -25.0%	<b>0.8</b> -55.6%	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>	
<b>New Listings</b> Change from prior year	<b>220</b> 15.8%	<b>190</b> -27.2%	<b>261</b> 20.3%	<b>2,814</b> -7.0%	<b>3,027</b> -2.0%	<b>3,088</b> -1.4%	
<b>Contracts Written</b> Change from prior year	<b>154</b> -19.4%	<b>191</b> -13.6%	<b>221</b> 40.8%	<b>2,455</b> -11.1%	<b>2,762</b> -0.4%	<b>2,772</b> 11.0%	
<b>Pending Contracts</b> Change from prior year	<b>164</b> -35.4%	<b>254</b> -2.7%	<b>261</b> 29.2%	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>	
<b>Sales Volume (1,000s)</b> Change from prior year	<b>31,886</b> -20.6%	<b>40,150</b> 21.7%	<b>32,996</b> 27.0%	<b>492,895</b> -1.6%	<b>500,739</b> 16.5%	<b>429,637</b> 18.9%	
<b>Average</b>	<b>Sale Price</b> Change from prior year	<b>184,314</b> 0.5%	<b>183,332</b> 16.1%	<b>157,876</b> 5.7%	<b>198,748</b> 8.2%	<b>183,757</b> 13.9%	<b>161,336</b> 9.5%
	<b>List Price of Actives</b> Change from prior year	<b>391,373</b> 80.5%	<b>216,817</b> 9.0%	<b>198,977</b> 17.9%	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
	<b>Days on Market</b> Change from prior year	<b>20</b> 33.3%	<b>15</b> -6.3%	<b>16</b> -36.0%	<b>13</b> -7.1%	<b>14</b> -41.7%	<b>24</b> -31.4%
	<b>Percent of List</b> Change from prior year	<b>98.6%</b> -1.6%	<b>100.2%</b> 1.3%	<b>98.9%</b> 1.1%	<b>100.7%</b> 0.2%	<b>100.5%</b> 2.0%	<b>98.5%</b> 1.1%
	<b>Percent of Original</b> Change from prior year	<b>97.0%</b> -1.8%	<b>98.8%</b> 1.4%	<b>97.4%</b> 1.0%	<b>99.5%</b> -0.2%	<b>99.7%</b> 2.5%	<b>97.3%</b> 1.9%
<b>Median</b>	<b>Sale Price</b> Change from prior year	<b>162,500</b> 0.6%	<b>161,500</b> 19.2%	<b>135,500</b> -0.3%	<b>170,000</b> 3.7%	<b>163,900</b> 17.1%	<b>140,000</b> 6.1%
	<b>List Price of Actives</b> Change from prior year	<b>210,000</b> 44.9%	<b>144,950</b> -0.9%	<b>146,225</b> 12.6%	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
	<b>Days on Market</b> Change from prior year	<b>5</b> 25.0%	<b>4</b> 0.0%	<b>4</b> -50.0%	<b>3</b> 0.0%	<b>3</b> -40.0%	<b>5</b> -54.5%
	<b>Percent of List</b> Change from prior year	<b>100.0%</b> 0.0%	<b>100.0%</b> 0.0%	<b>100.0%</b> 0.0%	<b>100.0%</b> 0.0%	<b>100.0%</b> 0.0%	<b>100.0%</b> 0.8%
	<b>Percent of Original</b> Change from prior year	<b>100.0%</b> 0.0%	<b>100.0%</b> 0.0%	<b>100.0%</b> 0.9%	<b>100.0%</b> 0.0%	<b>100.0%</b> 0.0%	<b>100.0%</b> 2.0%

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



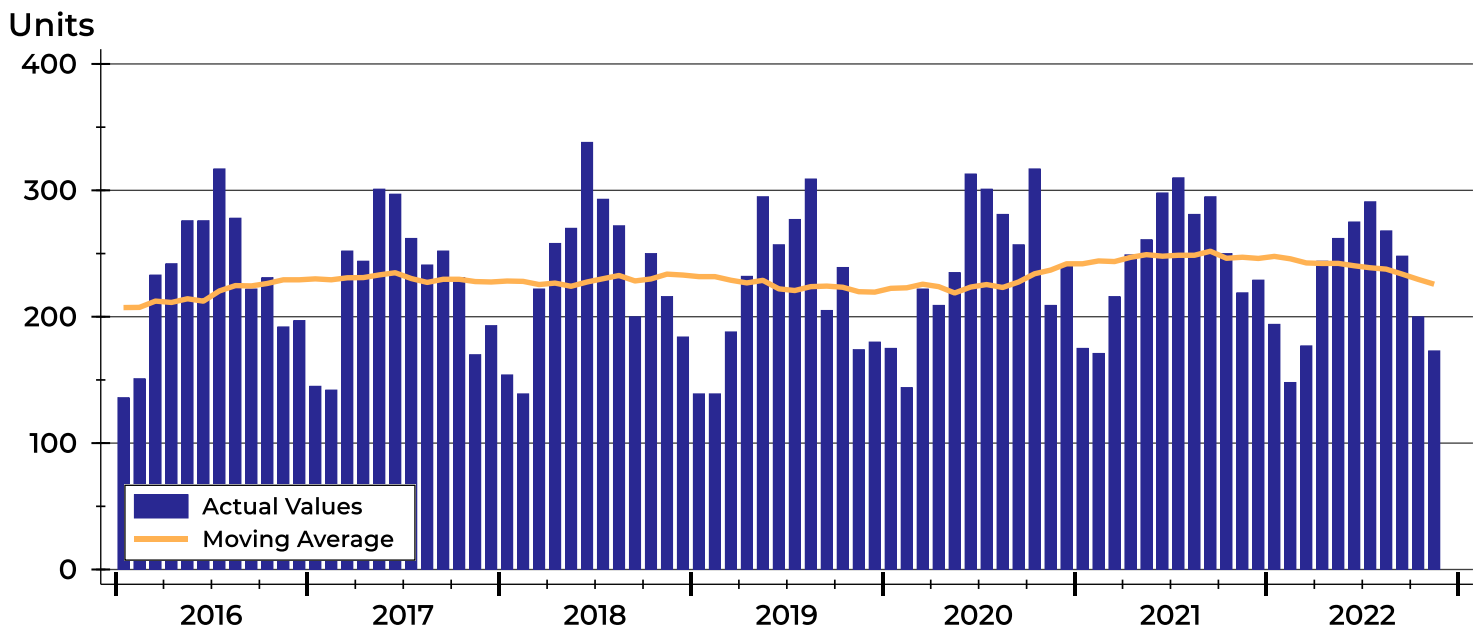
## Central Region Closed Listings Analysis

Summary Statistics for Closed Listings		November			Year-to-Date		
		2022	2021	Change	2022	2021	Change
Closed Listings		<b>173</b>	219	-21.0%	<b>2,480</b>	2,725	-9.0%
Volume (1,000s)		<b>31,886</b>	40,150	-20.6%	<b>492,895</b>	500,739	-1.6%
Months' Supply		<b>1.1</b>	0.6	83.3%	<b>N/A</b>	N/A	N/A
Average	Sale Price	<b>184,314</b>	183,332	0.5%	<b>198,748</b>	183,757	8.2%
	Days on Market	<b>20</b>	15	33.3%	<b>13</b>	14	-7.1%
	Percent of List	<b>98.6%</b>	100.2%	-1.6%	<b>100.7%</b>	100.5%	0.2%
	Percent of Original	<b>97.0%</b>	98.8%	-1.8%	<b>99.5%</b>	99.7%	-0.2%
Median	Sale Price	<b>162,500</b>	161,500	0.6%	<b>170,000</b>	163,900	3.7%
	Days on Market	<b>5</b>	4	25.0%	<b>3</b>	3	0.0%
	Percent of List	<b>100.0%</b>	100.0%	0.0%	<b>100.0%</b>	100.0%	0.0%
	Percent of Original	<b>100.0%</b>	100.0%	0.0%	<b>100.0%</b>	100.0%	0.0%

A total of 173 homes sold in Central Region in November, down from 219 units in November 2021. Total sales volume fell to \$31.9 million compared to \$40.1 million in the previous year.

The median sales price in November was \$162,500, up 0.6% compared to the prior year. Median days on market was 5 days, up from 4 days in October, and up from 4 in November 2021.

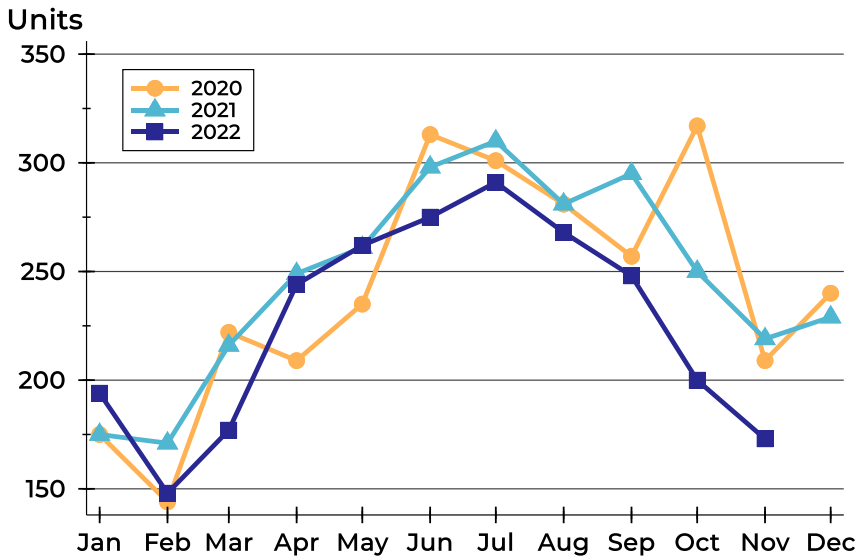
## History of Closed Listings





## Central Region Closed Listings Analysis

### Closed Listings by Month



Month	2020	2021	2022
January	175	175	<b>194</b>
February	144	171	<b>148</b>
March	222	216	<b>177</b>
April	209	249	<b>244</b>
May	235	261	<b>262</b>
June	313	298	<b>275</b>
July	301	310	<b>291</b>
August	281	281	<b>268</b>
September	257	295	<b>248</b>
October	317	250	<b>200</b>
November	209	219	<b>173</b>
December	240	229	

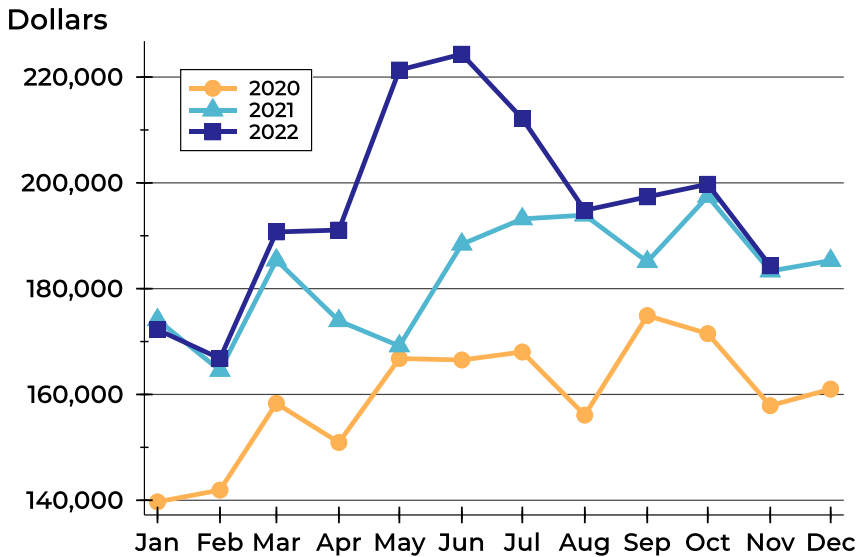
### Closed Listings by Price Range

Price Range	Sales		Months' Supply	Sale Price		Days on Market		Price as % of List		Price as % of Orig.	
	Number	Percent		Average	Median	Avg.	Med.	Avg.	Med.	Avg.	Med.
Below \$25,000	1	0.6%	0.0	13,000	13,000	31	31	86.7%	86.7%	72.2%	72.2%
\$25,000-\$49,999	8	4.6%	0.9	37,500	36,500	60	13	85.9%	87.7%	82.4%	84.4%
\$50,000-\$99,999	34	19.7%	1.0	75,656	74,500	30	5	97.2%	99.0%	94.9%	94.8%
\$100,000-\$124,999	18	10.4%	0.9	113,439	114,950	9	7	99.3%	100.0%	98.2%	100.0%
\$125,000-\$149,999	12	6.9%	0.9	134,866	133,250	15	4	103.6%	100.0%	102.7%	100.0%
\$150,000-\$174,999	22	12.7%	0.8	160,123	160,000	23	5	97.8%	99.6%	95.9%	99.3%
\$175,000-\$199,999	19	11.0%	0.8	184,422	180,925	14	14	98.1%	100.0%	96.6%	100.0%
\$200,000-\$249,999	16	9.2%	0.9	218,416	219,000	14	5	100.1%	99.1%	98.0%	98.1%
\$250,000-\$299,999	19	11.0%	0.9	266,192	264,000	3	2	101.1%	100.0%	101.1%	100.0%
\$300,000-\$399,999	15	8.7%	1.5	348,116	350,000	16	4	102.0%	100.0%	101.4%	99.7%
\$400,000-\$499,999	5	2.9%	1.4	460,000	450,000	42	34	98.9%	99.0%	97.7%	96.8%
\$500,000-\$749,999	4	2.3%	1.8	560,000	535,000	21	12	96.1%	97.6%	96.1%	97.6%
\$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%	102.0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A



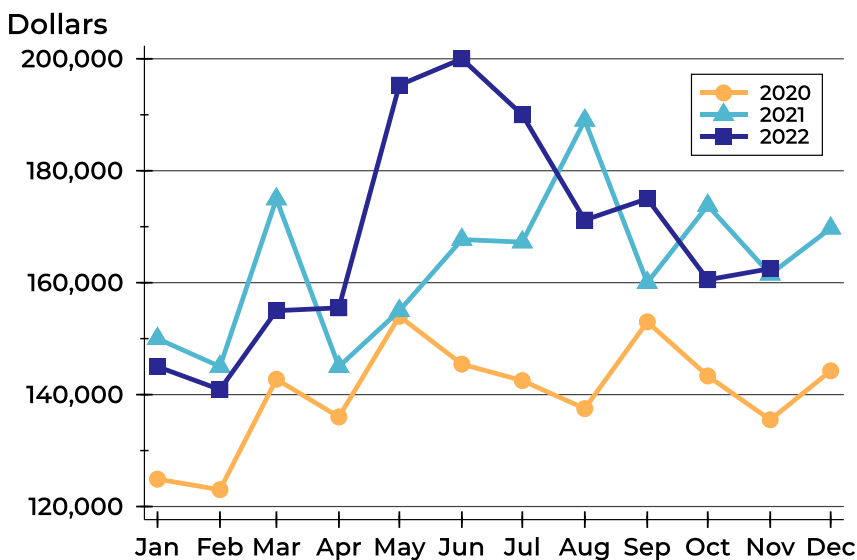
## Central Region Closed Listings Analysis

### Average Price



Month	2020	2021	2022
<b>January</b>	139,694	174,105	<b>172,251</b>
<b>February</b>	141,918	164,536	<b>166,789</b>
<b>March</b>	158,318	185,394	<b>190,723</b>
<b>April</b>	150,914	173,922	<b>191,081</b>
<b>May</b>	166,791	169,166	<b>221,340</b>
<b>June</b>	166,516	188,404	<b>224,334</b>
<b>July</b>	168,026	193,187	<b>212,164</b>
<b>August</b>	156,099	193,901	<b>194,813</b>
<b>September</b>	174,902	185,089	<b>197,351</b>
<b>October</b>	171,500	197,444	<b>199,751</b>
<b>November</b>	157,876	183,332	<b>184,314</b>
<b>December</b>	161,010	185,311	

### Median Price

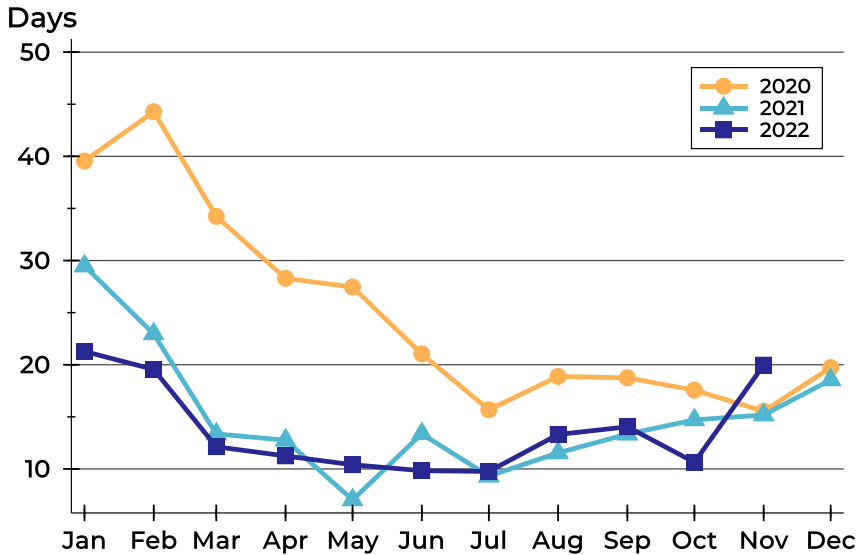


Month	2020	2021	2022
<b>January</b>	124,900	150,000	<b>145,000</b>
<b>February</b>	123,000	145,010	<b>140,900</b>
<b>March</b>	142,750	174,950	<b>155,000</b>
<b>April</b>	136,000	145,000	<b>155,500</b>
<b>May</b>	154,000	155,000	<b>195,300</b>
<b>June</b>	145,450	167,700	<b>200,000</b>
<b>July</b>	142,500	167,250	<b>190,000</b>
<b>August</b>	137,500	189,000	<b>171,200</b>
<b>September</b>	153,000	160,000	<b>175,000</b>
<b>October</b>	143,334	173,800	<b>160,526</b>
<b>November</b>	135,500	161,500	<b>162,500</b>
<b>December</b>	144,250	169,727	



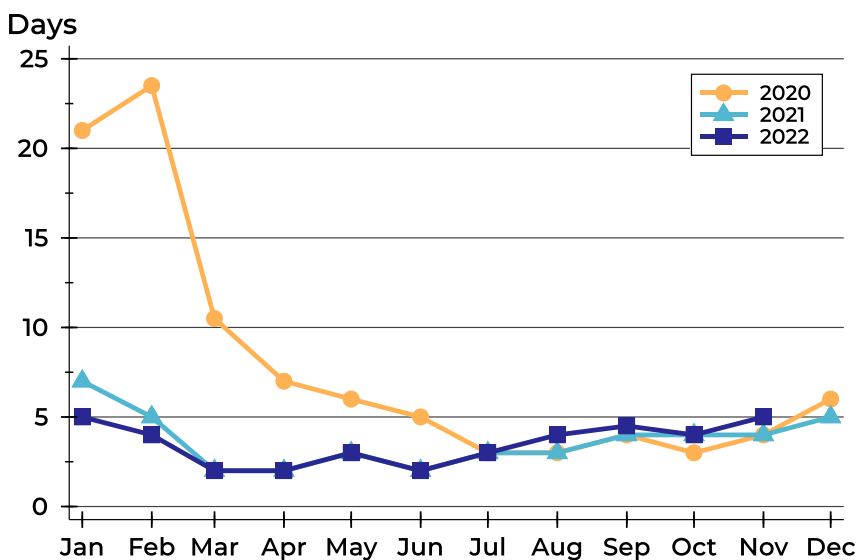
## Central Region Closed Listings Analysis

### Average DOM



Month	2020	2021	2022
January	40	29	21
February	44	23	20
March	34	13	12
April	28	13	11
May	27	7	10
June	21	13	10
July	16	9	10
August	19	12	13
September	19	13	14
October	18	15	11
November	16	15	20
December	20	19	

### Median DOM



Month	2020	2021	2022
January	21	7	5
February	24	5	4
March	11	2	2
April	7	2	2
May	6	3	3
June	5	2	2
July	3	3	3
August	3	3	4
September	4	4	5
October	3	4	4
November	4	4	5
December	6	5	



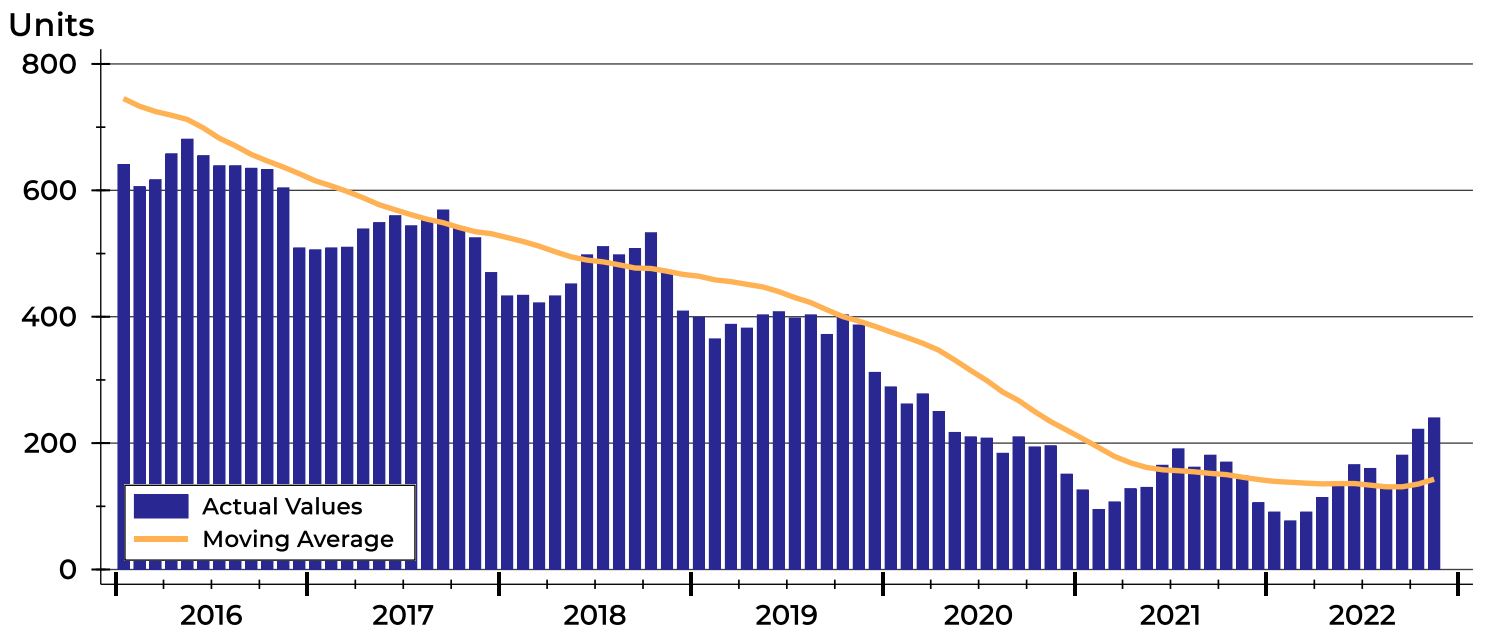
## Central Region Active Listings Analysis

Summary Statistics for Active Listings		2022	2021	Change
Active Listings		<b>240</b>	148	62.2%
Volume (1,000s)		<b>93,930</b>	32,089	192.7%
Months' Supply		<b>1.1</b>	0.6	83.3%
Average	List Price	<b>391,373</b>	216,817	80.5%
	Days on Market	<b>48</b>	55	-12.7%
	Percent of Original	<b>97.1%</b>	97.2%	-0.1%
Median	List Price	<b>210,000</b>	144,950	44.9%
	Days on Market	<b>32</b>	37	-13.5%
	Percent of Original	<b>100.0%</b>	100.0%	0.0%

A total of 240 homes were available for sale in Central Region at the end of November. This represents a 1.1 months' supply of active listings.

The median list price of homes on the market at the end of November was \$210,000, up 44.9% from 2021. The typical time on market for active listings was 32 days, down from 37 days a year earlier.

## History of Active Listings

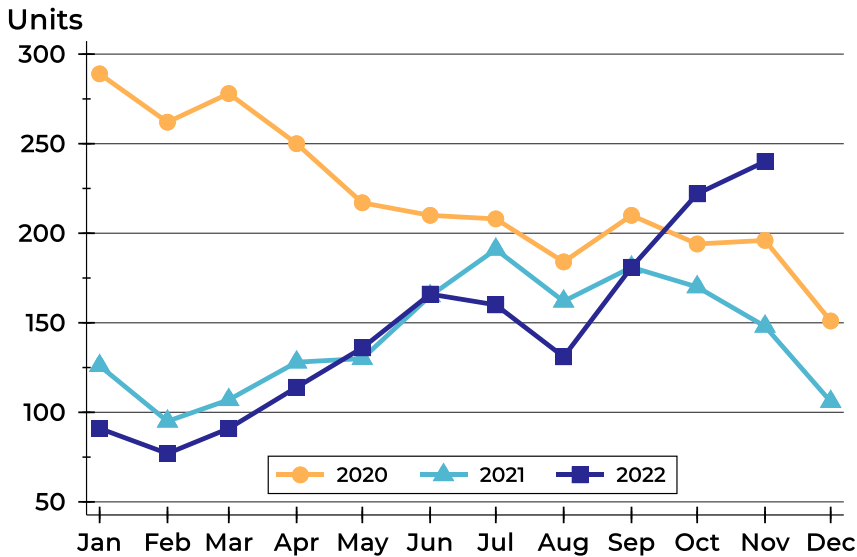






## Central Region Active Listings Analysis

### Active Listings by Month



Month	2020	2021	2022
<b>January</b>	289	126	<b>91</b>
<b>February</b>	262	95	<b>77</b>
<b>March</b>	278	107	<b>91</b>
<b>April</b>	250	128	<b>114</b>
<b>May</b>	217	130	<b>136</b>
<b>June</b>	210	165	<b>166</b>
<b>July</b>	208	191	<b>160</b>
<b>August</b>	184	162	<b>131</b>
<b>September</b>	210	181	<b>181</b>
<b>October</b>	194	170	<b>222</b>
<b>November</b>	196	148	<b>240</b>
<b>December</b>	151	106	

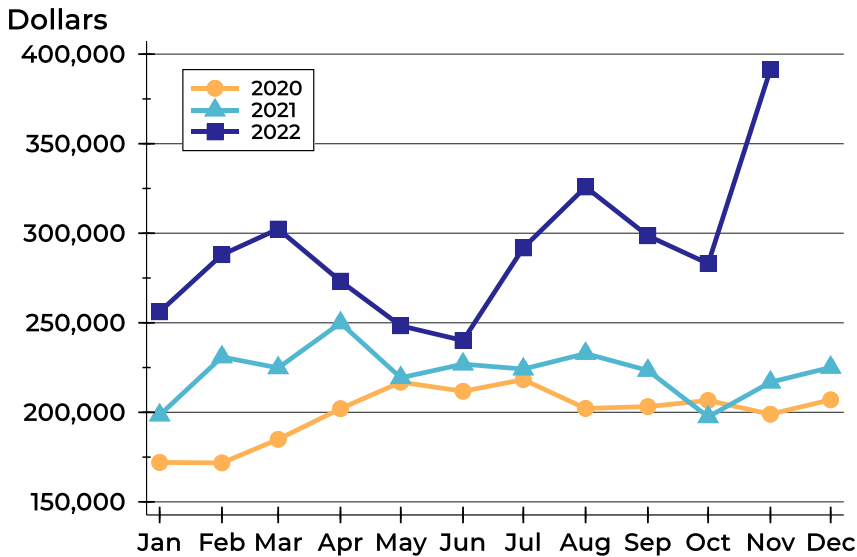
### Active Listings by Price Range

Price Range	Active Listings Number	Active Listings Percent	Months' Supply	List Price Average	List Price Median	Days on Market Avg.	Days on Market Med.	Price as % of Orig. Avg.	Price as % of Orig. Med.
Below \$25,000	0	0.0%	0.0	N/A	N/A	N/A	N/A	N/A	N/A
\$25,000-\$49,999	9	3.8%	0.9	39,711	42,000	31	4	98.5%	100.0%
\$50,000-\$99,999	38	15.8%	1.0	74,101	72,400	34	31	95.7%	100.0%
\$100,000-\$124,999	17	7.1%	0.9	116,003	115,000	48	21	97.2%	100.0%
\$125,000-\$149,999	21	8.8%	0.9	136,047	135,000	42	32	95.8%	96.5%
\$150,000-\$174,999	16	6.7%	0.8	159,922	160,000	52	46	97.4%	100.0%
\$175,000-\$199,999	15	6.3%	0.8	185,420	185,000	32	28	98.6%	100.0%
\$200,000-\$249,999	25	10.4%	0.9	228,505	230,000	37	33	96.0%	98.0%
\$250,000-\$299,999	22	9.2%	0.9	278,014	277,450	43	35	95.3%	97.3%
\$300,000-\$399,999	31	12.9%	1.5	359,635	365,000	80	45	96.6%	99.3%
\$400,000-\$499,999	15	6.3%	1.4	462,320	464,950	63	29	99.7%	100.0%
\$500,000-\$749,999	10	4.2%	1.8	600,690	607,500	94	84	98.9%	100.0%
\$750,000-\$999,999	4	1.7%	N/A	768,750	750,000	54	50	97.1%	100.0%
\$1,000,000 and up	17	7.1%	102.0	2,446,647	2,096,200	30	22	100.0%	100.0%



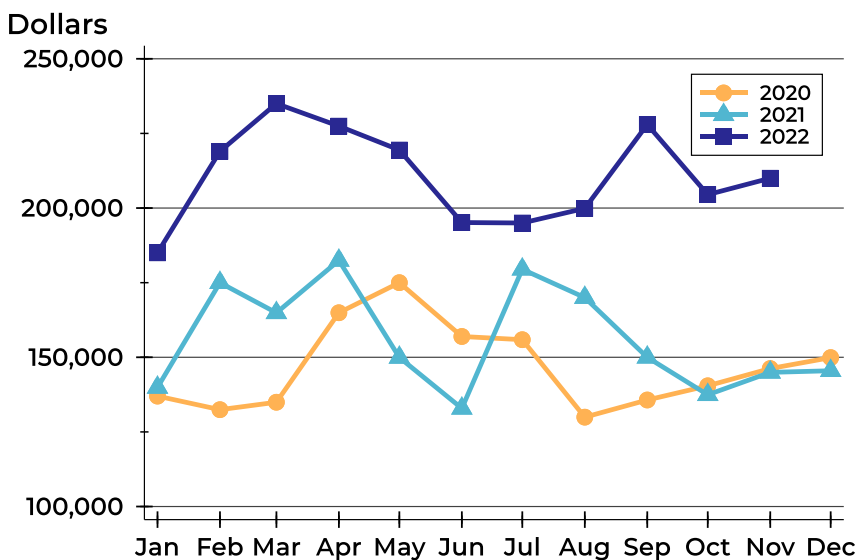
## Central Region Active Listings Analysis

### Average Price



Month	2020	2021	2022
January	172,033	198,444	<b>256,111</b>
February	171,788	230,913	<b>288,004</b>
March	184,917	224,819	<b>302,357</b>
April	202,058	249,896	<b>273,269</b>
May	216,849	219,300	<b>248,326</b>
June	211,772	226,905	<b>240,087</b>
July	218,300	224,147	<b>291,803</b>
August	202,178	232,825	<b>325,826</b>
September	203,198	223,398	<b>298,584</b>
October	206,650	197,471	<b>283,047</b>
November	198,977	216,817	<b>391,373</b>
December	206,988	225,089	

### Median Price

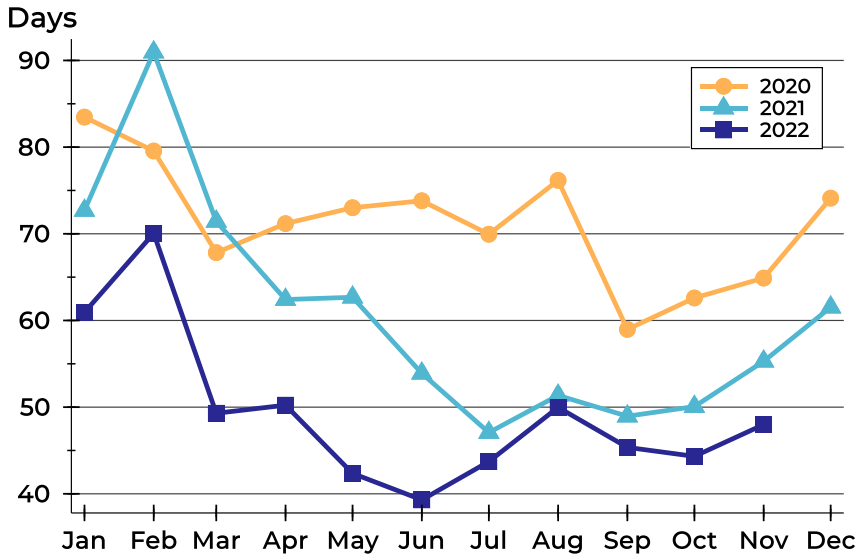


Month	2020	2021	2022
January	137,000	139,900	<b>185,000</b>
February	132,450	175,000	<b>219,000</b>
March	134,950	164,900	<b>235,000</b>
April	164,925	182,450	<b>227,450</b>
May	175,000	149,950	<b>219,450</b>
June	156,975	132,900	<b>195,150</b>
July	155,900	179,500	<b>195,000</b>
August	129,950	170,000	<b>199,900</b>
September	135,700	150,000	<b>228,000</b>
October	140,450	137,450	<b>204,500</b>
November	146,225	144,950	<b>210,000</b>
December	149,900	145,500	



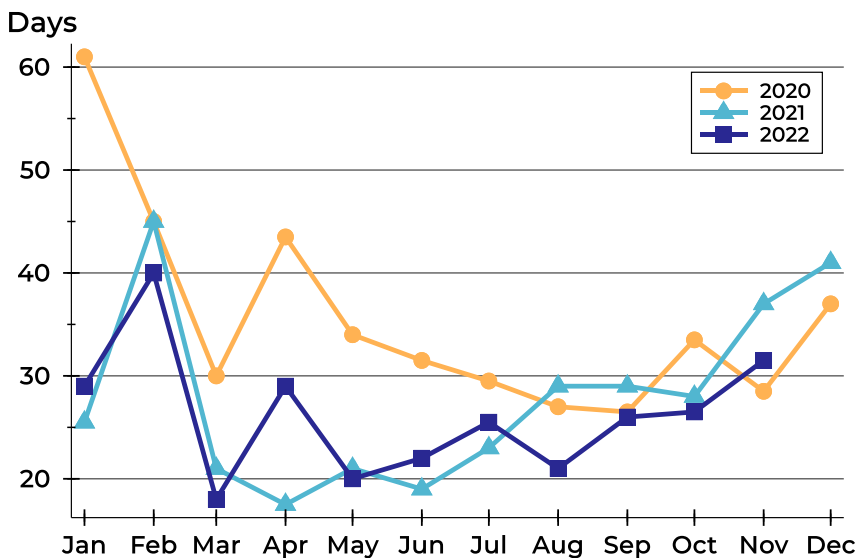
## Central Region Active Listings Analysis

### Average DOM



Month	2020	2021	2022
January	83	73	<b>61</b>
February	80	91	<b>70</b>
March	68	71	<b>49</b>
April	71	62	<b>50</b>
May	73	63	<b>42</b>
June	74	54	<b>39</b>
July	70	47	<b>44</b>
August	76	51	<b>50</b>
September	59	49	<b>45</b>
October	63	50	<b>44</b>
November	65	55	<b>48</b>
December	74	62	

### Median DOM

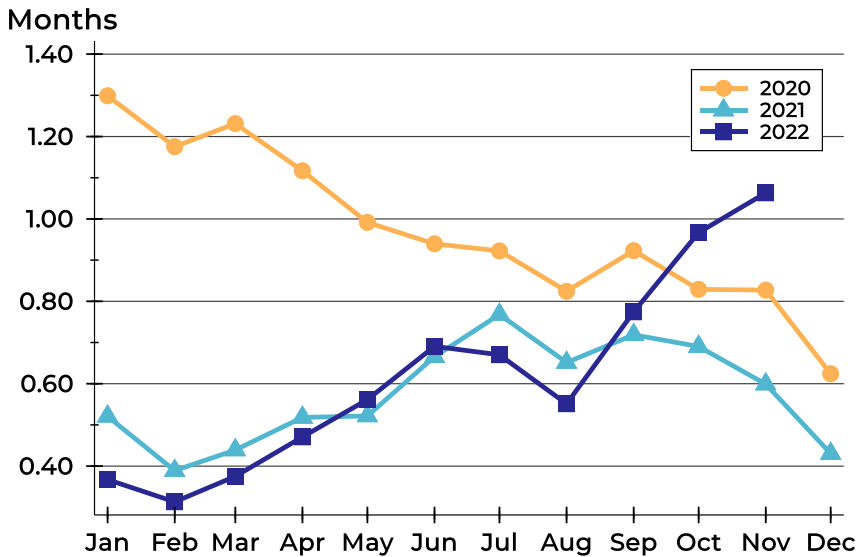


Month	2020	2021	2022
January	61	26	<b>29</b>
February	45	45	<b>40</b>
March	30	21	<b>18</b>
April	44	18	<b>29</b>
May	34	21	<b>20</b>
June	32	19	<b>22</b>
July	30	23	<b>26</b>
August	27	29	<b>21</b>
September	27	29	<b>26</b>
October	34	28	<b>27</b>
November	29	37	<b>32</b>
December	37	41	



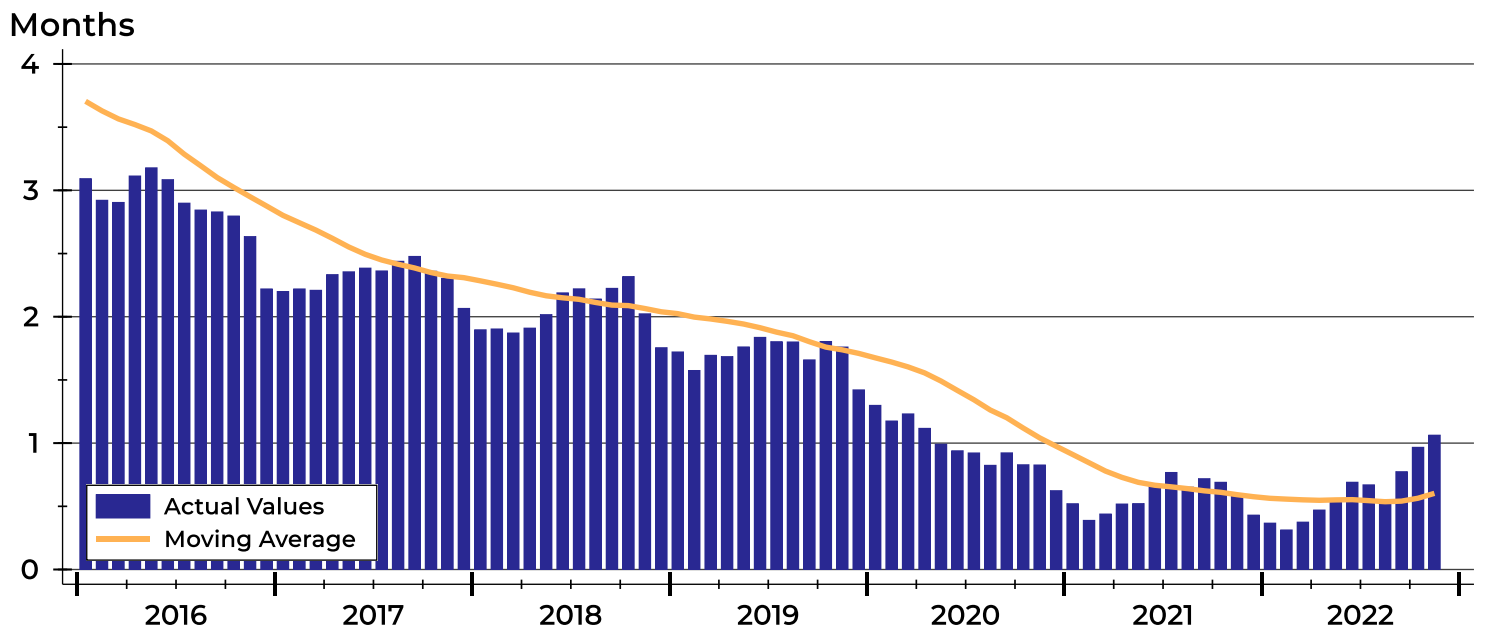
## Central Region Months' Supply Analysis

### Months' Supply by Month



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

### History of Month's Supply





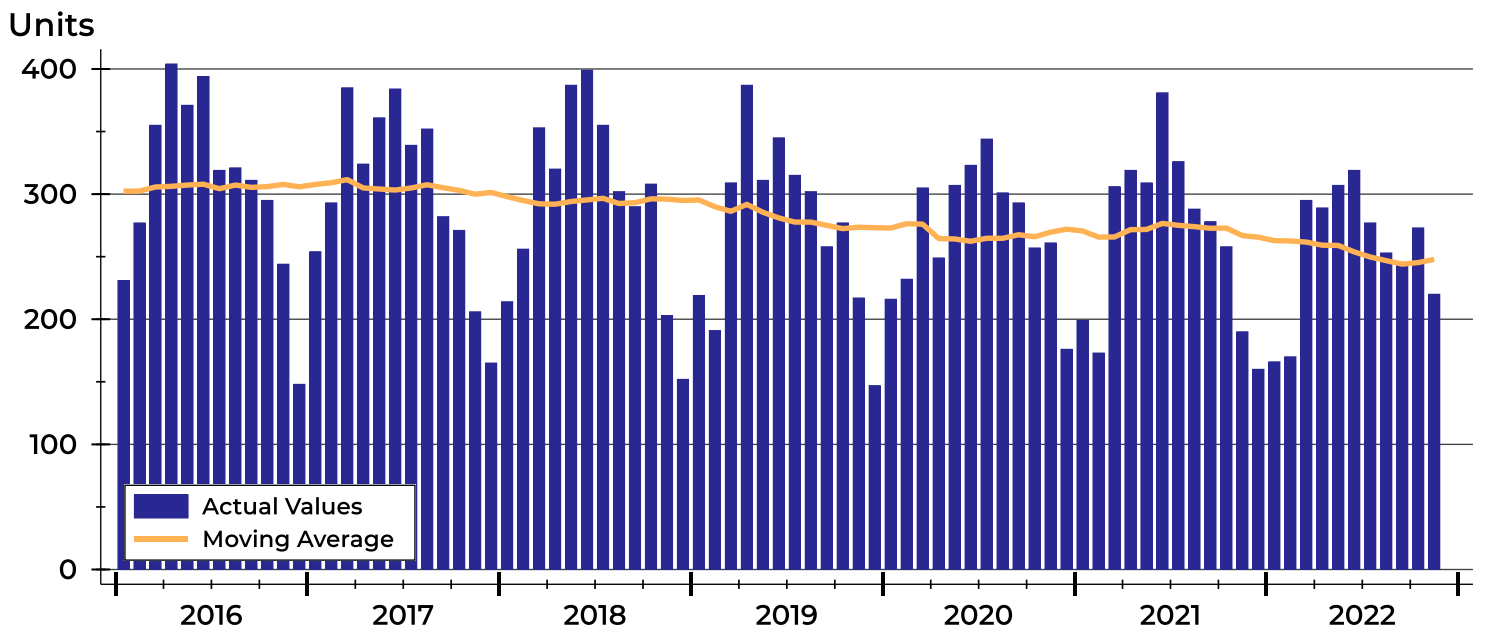
## Central Region New Listings Analysis

Summary Statistics for New Listings		2022	November 2021	Change
Current Month	New Listings	<b>220</b>	190	15.8%
	Volume (1,000s)	<b>72,928</b>	36,805	98.1%
	Average List Price	<b>331,493</b>	193,713	71.1%
	Median List Price	<b>180,875</b>	167,000	8.3%
Year-to-Date	New Listings	<b>2,814</b>	3,027	-7.0%
	Volume (1,000s)	<b>631,940</b>	559,879	12.9%
	Average List Price	<b>224,570</b>	184,962	21.4%
	Median List Price	<b>175,000</b>	159,900	9.4%

A total of 220 new listings were added in Central Region during November, up 15.8% from the same month in 2021. Year-to-date Central Region has seen 2,814 new listings.

The median list price of these homes was \$180,875 up from \$167,000 in 2021.

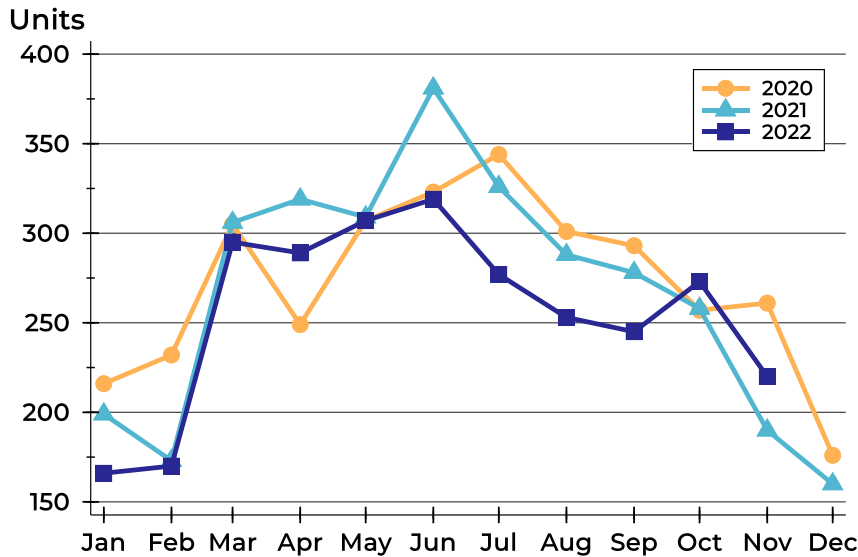
## History of New Listings





## Central Region New Listings Analysis

### New Listings by Month



Month	2020	2021	2022
<b>January</b>	216	199	<b>166</b>
<b>February</b>	232	173	<b>170</b>
<b>March</b>	305	306	<b>295</b>
<b>April</b>	249	319	<b>289</b>
<b>May</b>	307	309	<b>307</b>
<b>June</b>	323	381	<b>319</b>
<b>July</b>	344	326	<b>277</b>
<b>August</b>	301	288	<b>253</b>
<b>September</b>	293	278	<b>245</b>
<b>October</b>	257	258	<b>273</b>
<b>November</b>	261	190	<b>220</b>
<b>December</b>	176	160	

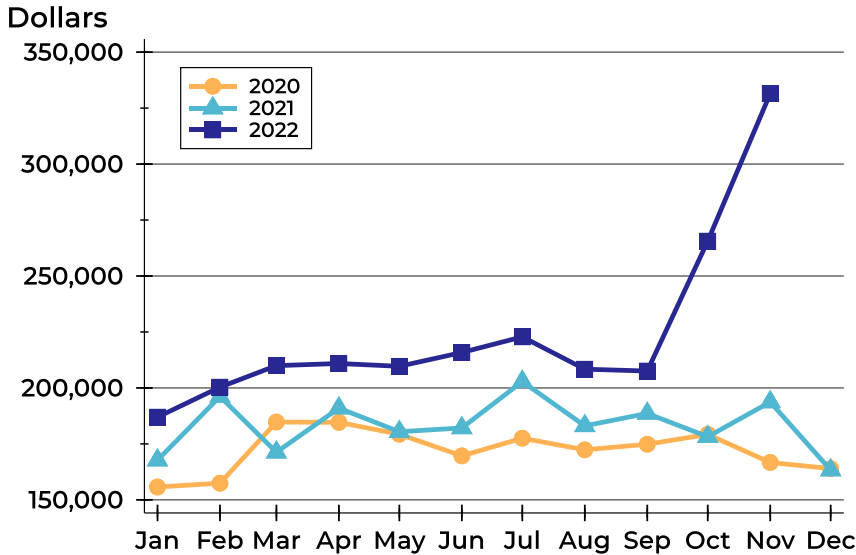
### New Listings by Price Range

Price Range	New Listings		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	1	0.5%	10,000	10,000	0	0	100.0%	100.0%
\$25,000-\$49,999	11	5.0%	38,591	40,000	6	9	97.0%	100.0%
\$50,000-\$99,999	38	17.3%	72,001	69,950	9	8	98.2%	100.0%
\$100,000-\$124,999	18	8.2%	113,811	115,000	16	20	97.7%	100.0%
\$125,000-\$149,999	20	9.1%	137,976	135,000	11	8	99.4%	100.0%
\$150,000-\$174,999	18	8.2%	160,052	160,000	12	8	99.4%	100.0%
\$175,000-\$199,999	15	6.8%	186,077	185,000	15	14	98.1%	100.0%
\$200,000-\$249,999	24	10.9%	225,060	221,500	14	9	99.4%	100.0%
\$250,000-\$299,999	13	5.9%	281,015	283,500	20	17	96.7%	98.1%
\$300,000-\$399,999	29	13.2%	339,579	319,900	12	11	99.5%	100.0%
\$400,000-\$499,999	12	5.5%	456,392	463,475	13	10	99.6%	100.0%
\$500,000-\$749,999	6	2.7%	575,930	549,900	9	6	100.3%	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	15	6.8%	2,096,200	2,096,200	27	27	100.0%	100.0%



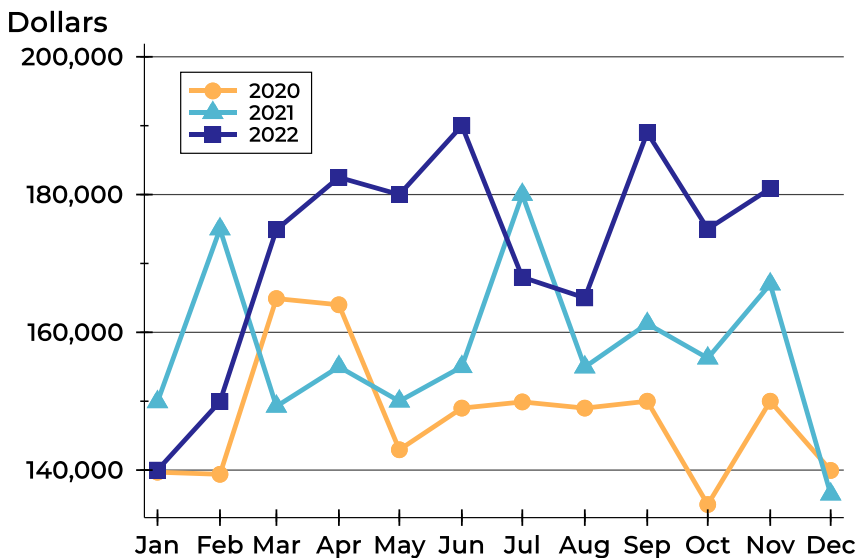
## Central Region New Listings Analysis

### Average Price



Month	2020	2021	2022
January	155,757	167,738	<b>186,967</b>
February	157,457	196,183	<b>200,354</b>
March	184,771	171,288	<b>209,965</b>
April	184,616	190,982	<b>210,922</b>
May	179,319	180,446	<b>209,663</b>
June	169,663	182,130	<b>215,834</b>
July	177,563	202,855	<b>222,832</b>
August	172,357	183,067	<b>208,380</b>
September	174,855	188,621	<b>207,552</b>
October	179,248	178,204	<b>265,590</b>
November	166,714	193,713	<b>331,493</b>
December	163,968	163,310	

### Median Price



Month	2020	2021	2022
January	139,700	149,900	<b>140,000</b>
February	139,389	175,000	<b>149,950</b>
March	164,900	149,250	<b>174,900</b>
April	164,000	155,000	<b>182,500</b>
May	142,950	150,000	<b>180,000</b>
June	149,000	155,000	<b>190,000</b>
July	149,900	180,000	<b>168,000</b>
August	149,000	154,950	<b>165,000</b>
September	150,000	161,250	<b>189,000</b>
October	135,000	156,250	<b>175,000</b>
November	150,000	167,000	<b>180,875</b>
December	139,950	136,500	



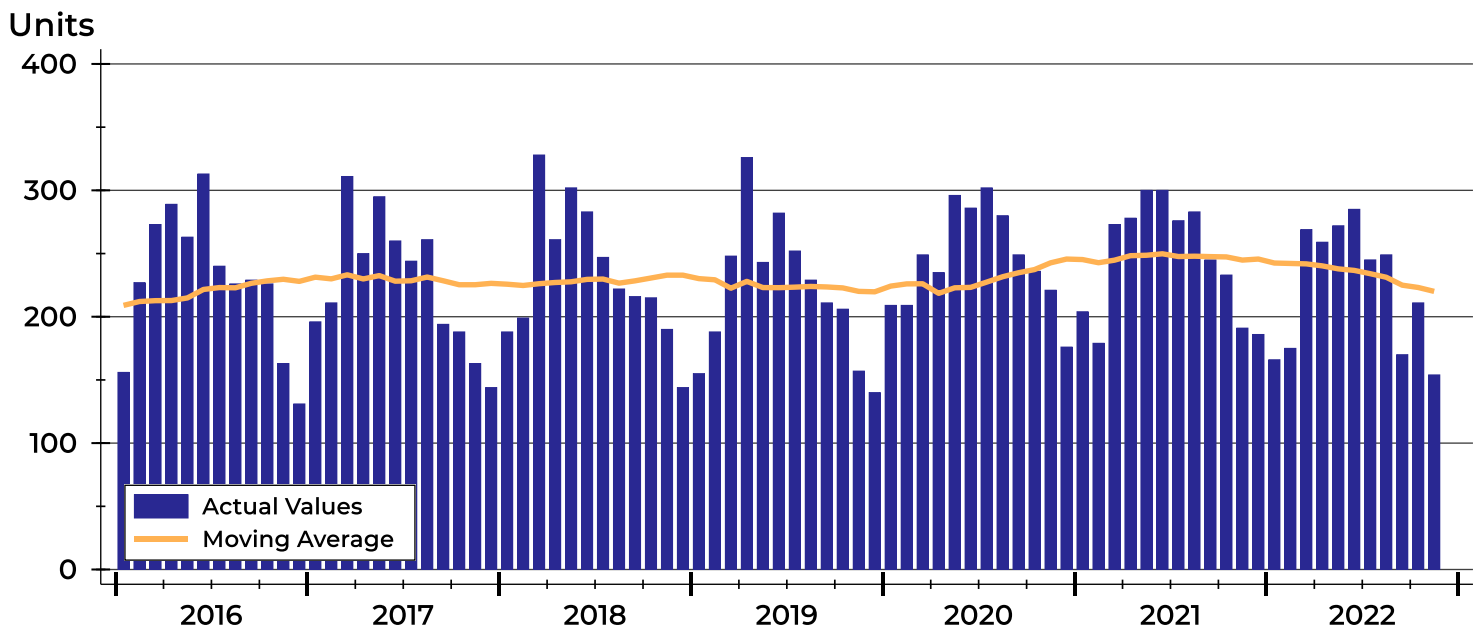
## Central Region Contracts Written Analysis

Summary Statistics for Contracts Written		November			Year-to-Date		
		2022	2021	Change	2022	2021	Change
Contracts Written		<b>154</b>	191	-19.4%	<b>2,455</b>	2,762	-11.1%
Volume (1,000s)		<b>27,801</b>	34,600	-19.7%	<b>502,461</b>	508,838	-1.3%
Average	Sale Price	<b>180,528</b>	181,152	-0.3%	<b>204,668</b>	184,228	11.1%
	Days on Market	<b>20</b>	21	-4.8%	<b>13</b>	14	-7.1%
	Percent of Original	<b>96.1%</b>	98.1%	-2.0%	<b>99.5%</b>	99.7%	-0.2%
Median	Sale Price	<b>160,000</b>	159,000	0.6%	<b>169,700</b>	160,000	6.1%
	Days on Market	<b>8</b>	6	33.3%	<b>3</b>	3	0.0%
	Percent of Original	<b>100.0%</b>	100.0%	0.0%	<b>100.0%</b>	100.0%	0.0%

A total of 154 contracts for sale were written in Central Region during the month of November, down from 191 in 2021. The median list price of these homes was \$160,000, up from \$159,000 the prior year.

Half of the homes that went under contract in November were on the market less than 8 days, compared to 6 days in November 2021.

## History of Contracts Written

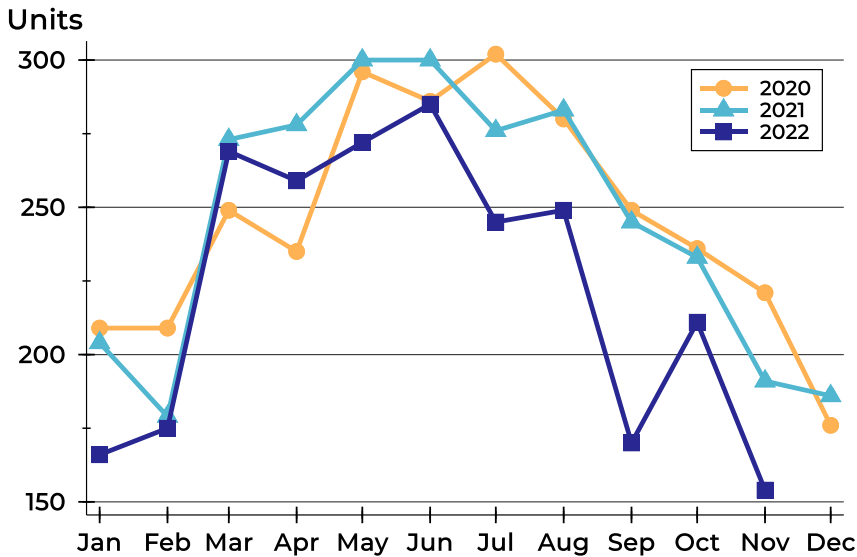






## Central Region Contracts Written Analysis

### Contracts Written by Month



Month	2020	2021	2022
January	209	204	166
February	209	179	175
March	249	273	269
April	235	278	259
May	296	300	272
June	286	300	285
July	302	276	245
August	280	283	249
September	249	245	170
October	236	233	211
November	221	191	154
December	176	186	

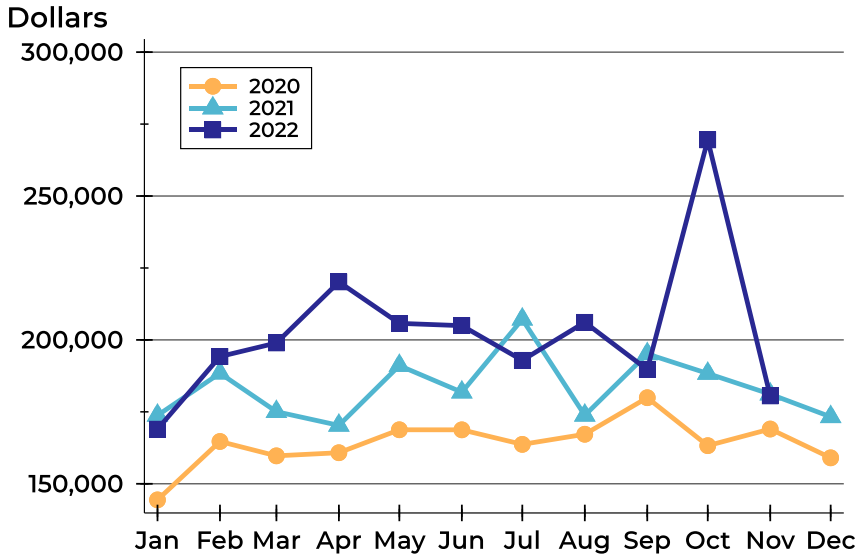
### Contracts Written by Price Range

Price Range	Contracts Written		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	2	1.3%	12,500	12,500	16	16	86.1%	86.1%
\$25,000-\$49,999	7	4.5%	38,843	40,000	24	2	88.7%	90.6%
\$50,000-\$99,999	34	22.1%	76,737	79,700	17	8	94.7%	96.4%
\$100,000-\$124,999	15	9.7%	116,750	119,900	17	7	96.5%	100.0%
\$125,000-\$149,999	16	10.4%	135,750	130,000	10	3	99.1%	100.0%
\$150,000-\$174,999	16	10.4%	165,045	164,900	30	7	95.5%	100.0%
\$175,000-\$199,999	11	7.1%	188,414	189,000	20	16	95.7%	100.0%
\$200,000-\$249,999	19	12.3%	224,026	223,000	21	16	97.1%	100.0%
\$250,000-\$299,999	13	8.4%	280,969	279,000	37	33	97.5%	100.0%
\$300,000-\$399,999	13	8.4%	345,783	335,000	16	3	97.6%	100.0%
\$400,000-\$499,999	6	3.9%	460,817	472,500	7	6	99.5%	100.0%
\$500,000-\$749,999	2	1.3%	544,839	544,839	3	3	100.9%	100.9%
\$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



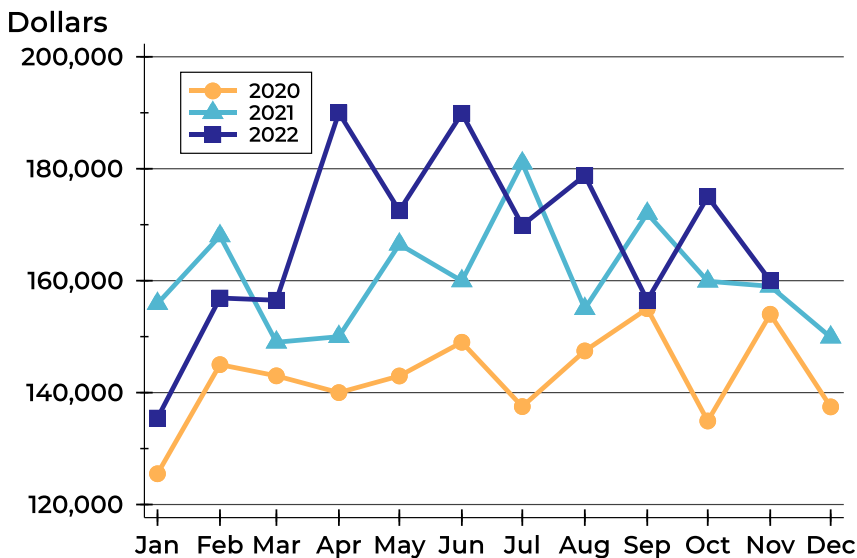
## Central Region Contracts Written Analysis

### Average Price



Month	2020	2021	2022
January	144,414	173,769	<b>168,995</b>
February	164,713	188,428	<b>194,225</b>
March	159,714	175,063	<b>198,943</b>
April	160,796	170,296	<b>220,145</b>
May	168,773	191,077	<b>205,760</b>
June	168,752	181,836	<b>204,956</b>
July	163,705	207,173	<b>192,922</b>
August	167,222	173,790	<b>206,125</b>
September	179,914	195,130	<b>189,683</b>
October	163,252	188,340	<b>269,512</b>
November	169,030	181,152	<b>180,528</b>
December	159,028	173,277	

### Median Price

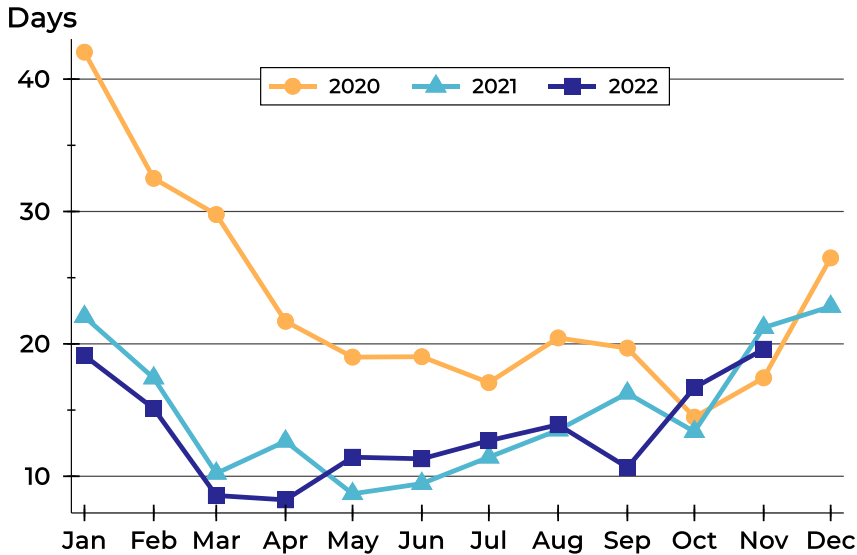


Month	2020	2021	2022
January	125,500	155,900	<b>135,450</b>
February	145,000	168,000	<b>156,900</b>
March	143,000	149,000	<b>156,500</b>
April	140,000	150,000	<b>190,000</b>
May	142,975	166,500	<b>172,500</b>
June	149,000	159,950	<b>189,900</b>
July	137,500	181,000	<b>169,900</b>
August	147,450	155,000	<b>178,800</b>
September	155,000	172,000	<b>156,500</b>
October	134,925	159,900	<b>175,000</b>
November	154,000	159,000	<b>160,000</b>
December	137,450	149,900	



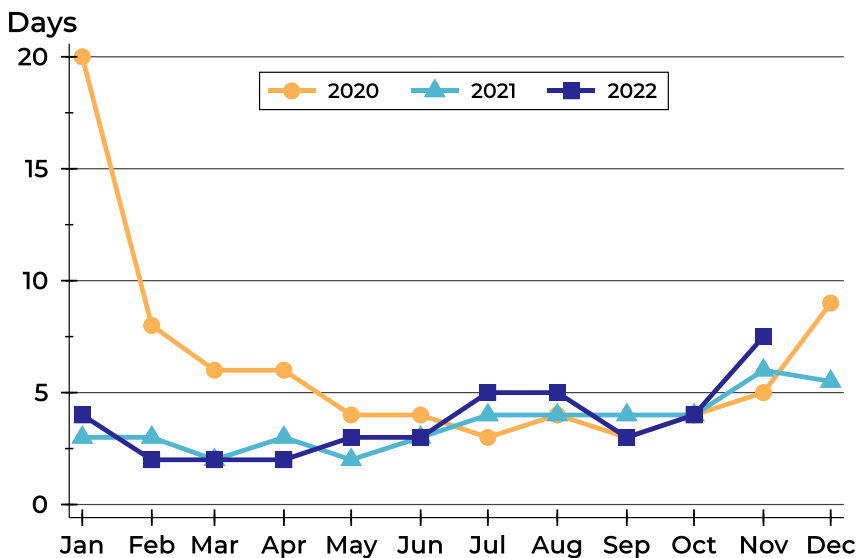
## Central Region Contracts Written Analysis

### Average DOM



Month	2020	2021	2022
January	42	22	19
February	33	17	15
March	30	10	9
April	22	13	8
May	19	9	11
June	19	9	11
July	17	11	13
August	20	13	14
September	20	16	11
October	14	13	17
November	17	21	20
December	26	23	

### Median DOM



Month	2020	2021	2022
January	20	3	4
February	8	3	2
March	6	2	2
April	6	3	2
May	4	2	3
June	4	3	3
July	3	4	5
August	4	4	5
September	3	4	3
October	4	4	4
November	5	6	8
December	9	6	



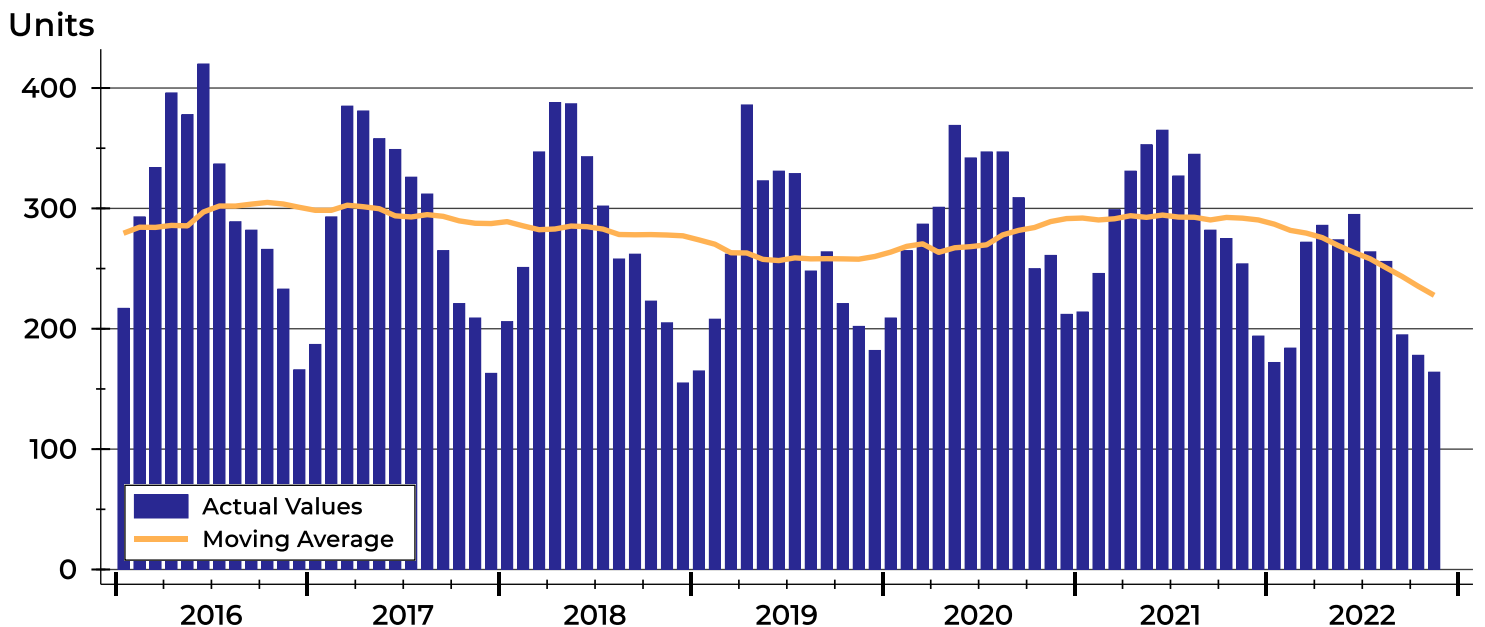
## Central Region Pending Contracts Analysis

Summary Statistics for Pending Contracts		End of November		
		2022	2021	Change
Pending Contracts		<b>164</b>	254	-35.4%
Volume (1,000s)		<b>33,098</b>	50,913	-35.0%
Average	List Price	<b>201,817</b>	200,445	0.7%
	Days on Market	<b>18</b>	18	0.0%
	Percent of Original	<b>98.3%</b>	98.1%	0.2%
Median	List Price	<b>169,925</b>	184,250	-7.8%
	Days on Market	<b>8</b>	6	33.3%
	Percent of Original	<b>100.0%</b>	100.0%	0.0%

A total of 164 listings in Central Region had contracts pending at the end of November, down from 254 contracts pending at the end of November 2021.

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

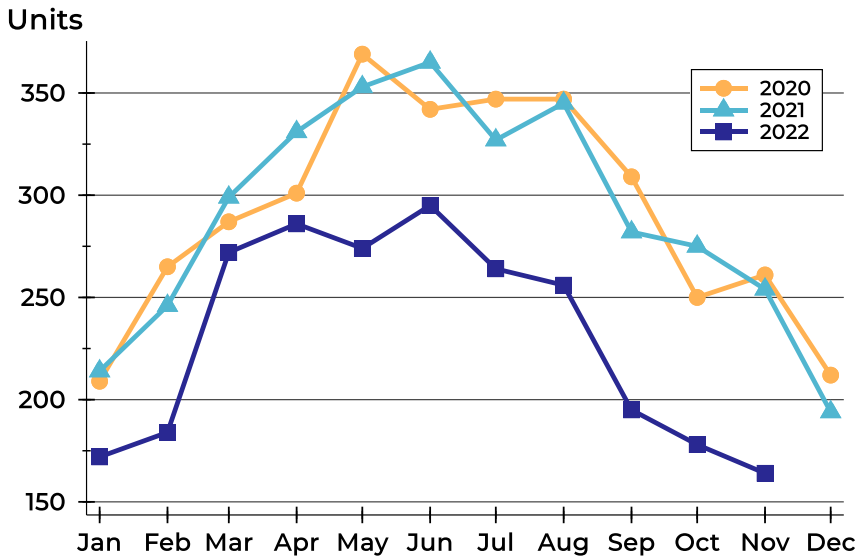
### History of Pending Contracts





## Central Region Pending Contracts Analysis

### Pending Contracts by Month



Month	2020	2021	2022
January	209	214	<b>172</b>
February	265	246	<b>184</b>
March	287	299	<b>272</b>
April	301	331	<b>286</b>
May	369	353	<b>274</b>
June	342	365	<b>295</b>
July	347	327	<b>264</b>
August	347	345	<b>256</b>
September	309	282	<b>195</b>
October	250	275	<b>178</b>
November	261	254	<b>164</b>
December	212	194	

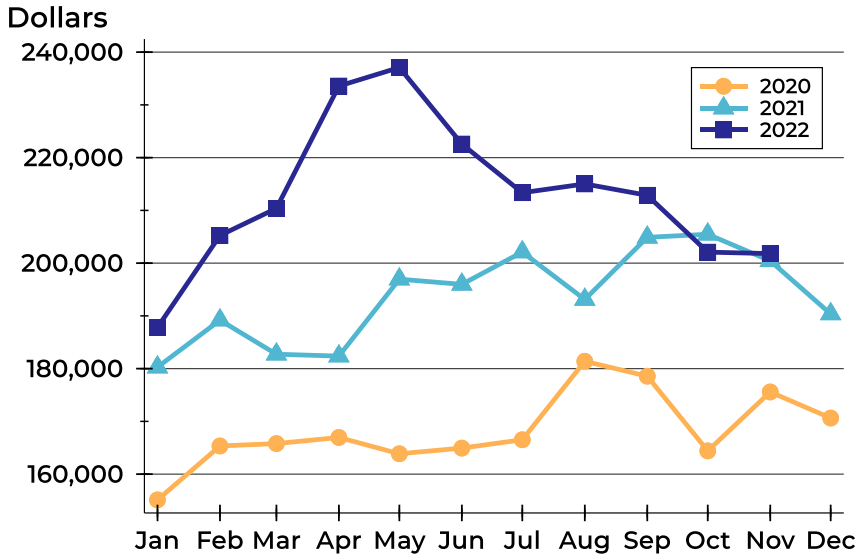
### Pending Contracts by Price Range

Price Range	Pending Contracts		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	1	0.6%	10,000	10,000	0	0	100.0%	100.0%
\$25,000-\$49,999	4	2.4%	44,450	46,450	23	17	95.0%	100.0%
\$50,000-\$99,999	27	16.5%	74,304	75,000	15	6	98.0%	100.0%
\$100,000-\$124,999	16	9.8%	116,578	118,950	17	8	96.5%	100.0%
\$125,000-\$149,999	20	12.2%	137,140	130,000	10	4	99.2%	100.0%
\$150,000-\$174,999	18	11.0%	162,442	160,000	12	6	99.4%	100.0%
\$175,000-\$199,999	13	7.9%	186,700	185,000	18	7	97.9%	100.0%
\$200,000-\$249,999	23	14.0%	223,087	224,900	23	12	98.6%	100.0%
\$250,000-\$299,999	14	8.5%	277,907	272,450	31	26	97.6%	100.0%
\$300,000-\$399,999	13	7.9%	349,091	339,900	29	6	97.8%	100.0%
\$400,000-\$499,999	9	5.5%	449,933	435,000	24	8	100.0%	100.0%
\$500,000-\$749,999	6	3.7%	555,930	549,950	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



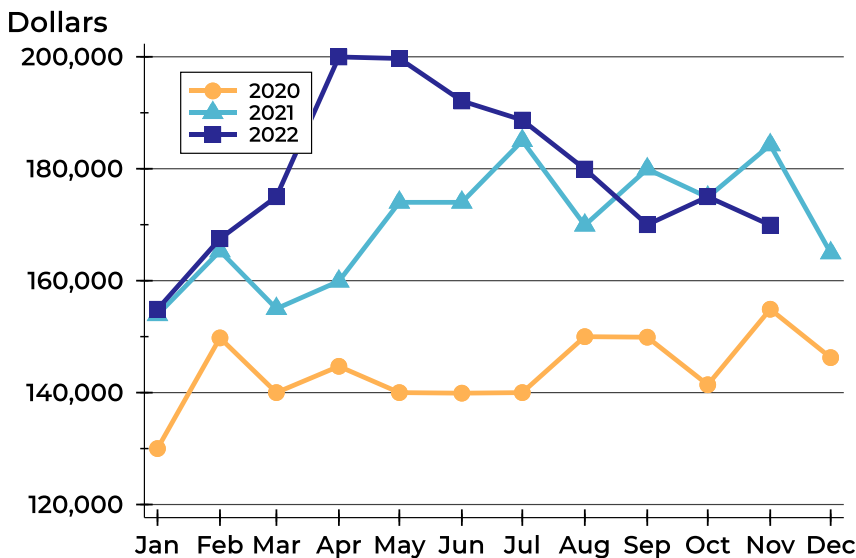
## Central Region Pending Contracts Analysis

### Average Price



Month	2020	2021	2022
<b>January</b>	155,122	180,278	<b>187,823</b>
<b>February</b>	165,341	189,199	<b>205,248</b>
<b>March</b>	165,793	182,733	<b>210,381</b>
<b>April</b>	166,959	182,378	<b>233,578</b>
<b>May</b>	163,862	196,965	<b>237,085</b>
<b>June</b>	164,941	195,977	<b>222,581</b>
<b>July</b>	166,517	202,110	<b>213,354</b>
<b>August</b>	181,401	193,109	<b>215,015</b>
<b>September</b>	178,568	204,896	<b>212,865</b>
<b>October</b>	164,410	205,475	<b>202,086</b>
<b>November</b>	175,577	200,445	<b>201,817</b>
<b>December</b>	170,636	190,368	

### Median Price

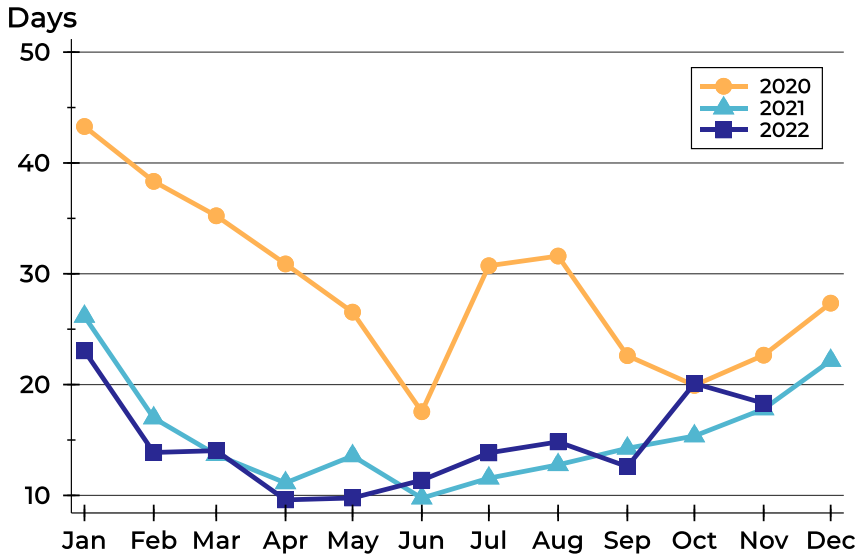


Month	2020	2021	2022
<b>January</b>	130,000	153,900	<b>154,900</b>
<b>February</b>	149,777	165,300	<b>167,500</b>
<b>March</b>	140,000	155,000	<b>174,999</b>
<b>April</b>	144,700	159,900	<b>199,975</b>
<b>May</b>	140,000	174,000	<b>199,700</b>
<b>June</b>	139,900	174,000	<b>192,110</b>
<b>July</b>	140,000	185,000	<b>188,700</b>
<b>August</b>	150,000	169,900	<b>179,950</b>
<b>September</b>	149,900	179,950	<b>170,000</b>
<b>October</b>	141,400	174,900	<b>175,000</b>
<b>November</b>	154,900	184,250	<b>169,925</b>
<b>December</b>	146,250	164,950	



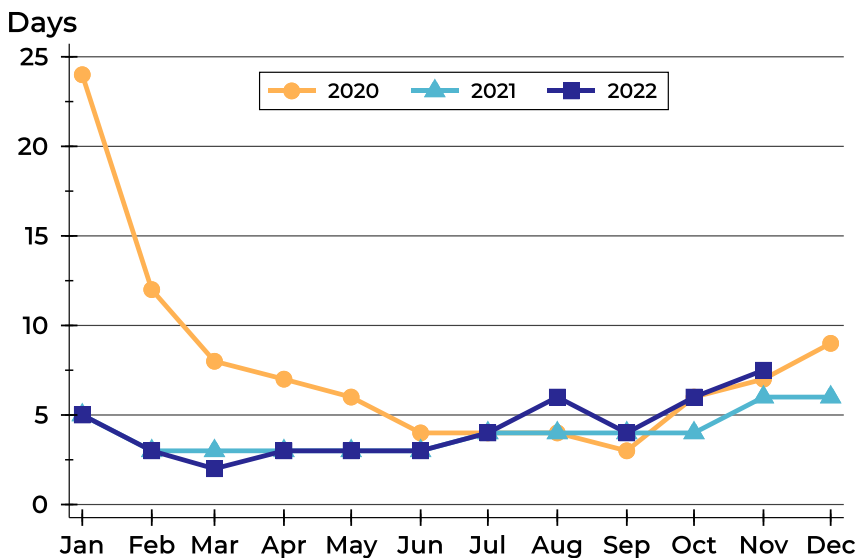
## Central Region Pending Contracts Analysis

### Average DOM



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

### Median DOM



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



## North Region Housing Report



### Market Overview

#### North Region Home Sales Fell in November

Total home sales in North Region fell last month to 23 units, compared to 31 units in November 2021. Total sales volume was \$5.9 million, up from a year earlier.

The median sale price in November was \$198,000, up from \$165,000 a year earlier. Homes that sold in November were typically on the market for 15 days and sold for 100.0% of their list prices.

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

The total number of active listings in North Region at the end of November was 45 units, up from 40 at the same point in 2021. This represents a 1.4 months' supply of homes available for sale. The median list price of homes on the market at the end of November was \$189,900.

During November, a total of 21 contracts were written down from 31 in November 2021. At the end of the month, there were 24 contracts still pending.

### Report Contents

- Summary Statistics – Page 2
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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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## North Region Summary Statistics

November MLS Statistics Three-year History		Current Month			Year-to-Date		
		2022	2021	2020	2022	2021	2020
<b>Home Sales</b>		<b>23</b>	<b>31</b>	<b>25</b>	<b>338</b>	<b>327</b>	<b>307</b>
Change from prior year		-25.8%	24.0%	47.1%	3.4%	6.5%	18.5%
<b>Active Listings</b>		<b>45</b>	<b>40</b>	<b>46</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
Change from prior year		12.5%	-13.0%	-47.7%			
<b>Months' Supply</b>		<b>1.4</b>	<b>1.4</b>	<b>1.7</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
Change from prior year		0.0%	-17.6%	-55.3%			
<b>New Listings</b>		<b>25</b>	<b>28</b>	<b>26</b>	<b>373</b>	<b>381</b>	<b>371</b>
Change from prior year		-10.7%	7.7%	18.2%	-2.1%	2.7%	0.5%
<b>Contracts Written</b>		<b>21</b>	<b>31</b>	<b>24</b>	<b>326</b>	<b>338</b>	<b>324</b>
Change from prior year		-32.3%	29.2%	9.1%	-3.6%	4.3%	24.6%
<b>Pending Contracts</b>		<b>24</b>	<b>39</b>	<b>29</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
Change from prior year		-38.5%	34.5%	0.0%			
<b>Sales Volume (1,000s)</b>		<b>5,875</b>	<b>5,856</b>	<b>5,193</b>	<b>71,219</b>	<b>58,644</b>	<b>49,084</b>
Change from prior year		0.3%	12.8%	80.3%	21.4%	19.5%	18.4%
Average	<b>Sale Price</b>	<b>255,428</b>	<b>188,887</b>	<b>207,711</b>	<b>210,706</b>	<b>179,339</b>	<b>159,881</b>
	Change from prior year	35.2%	-9.1%	22.6%	17.5%	12.2%	-0.1%
	<b>List Price of Actives</b>	<b>247,280</b>	<b>207,303</b>	<b>165,529</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
	Change from prior year	19.3%	25.2%	-25.9%			
	<b>Days on Market</b>	<b>32</b>	<b>29</b>	<b>33</b>	<b>20</b>	<b>26</b>	<b>40</b>
Change from prior year	10.3%	-12.1%	-23.3%	-23.1%	-35.0%	-28.6%	
<b>Percent of List</b>	<b>97.5%</b>	<b>98.9%</b>	<b>96.6%</b>	<b>99.1%</b>	<b>99.3%</b>	<b>97.0%</b>	
Change from prior year	-1.4%	2.4%	0.1%	-0.2%	2.4%	1.1%	
<b>Percent of Original</b>	<b>95.0%</b>	<b>96.2%</b>	<b>95.7%</b>	<b>97.8%</b>	<b>97.6%</b>	<b>95.2%</b>	
Change from prior year	-1.2%	0.5%	1.5%	0.2%	2.5%	1.6%	
Median	<b>Sale Price</b>	<b>198,000</b>	<b>165,000</b>	<b>176,500</b>	<b>190,000</b>	<b>167,500</b>	<b>140,000</b>
	Change from prior year	20.0%	-6.5%	1.1%	13.4%	19.6%	-7.3%
	<b>List Price of Actives</b>	<b>189,900</b>	<b>194,450</b>	<b>144,950</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
	Change from prior year	-2.3%	34.1%	-19.3%			
	<b>Days on Market</b>	<b>15</b>	<b>14</b>	<b>10</b>	<b>6</b>	<b>6</b>	<b>17</b>
Change from prior year	7.1%	40.0%	0.0%	0.0%	-64.7%	-37.0%	
<b>Percent of List</b>	<b>100.0%</b>	<b>100.0%</b>	<b>97.7%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>99.0%</b>	
Change from prior year	0.0%	2.4%	-0.7%	0.0%	1.0%	0.9%	
<b>Percent of Original</b>	<b>96.3%</b>	<b>100.0%</b>	<b>97.2%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>97.0%</b>	
Change from prior year	-3.7%	2.9%	-1.2%	0.0%	3.1%	0.3%	

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



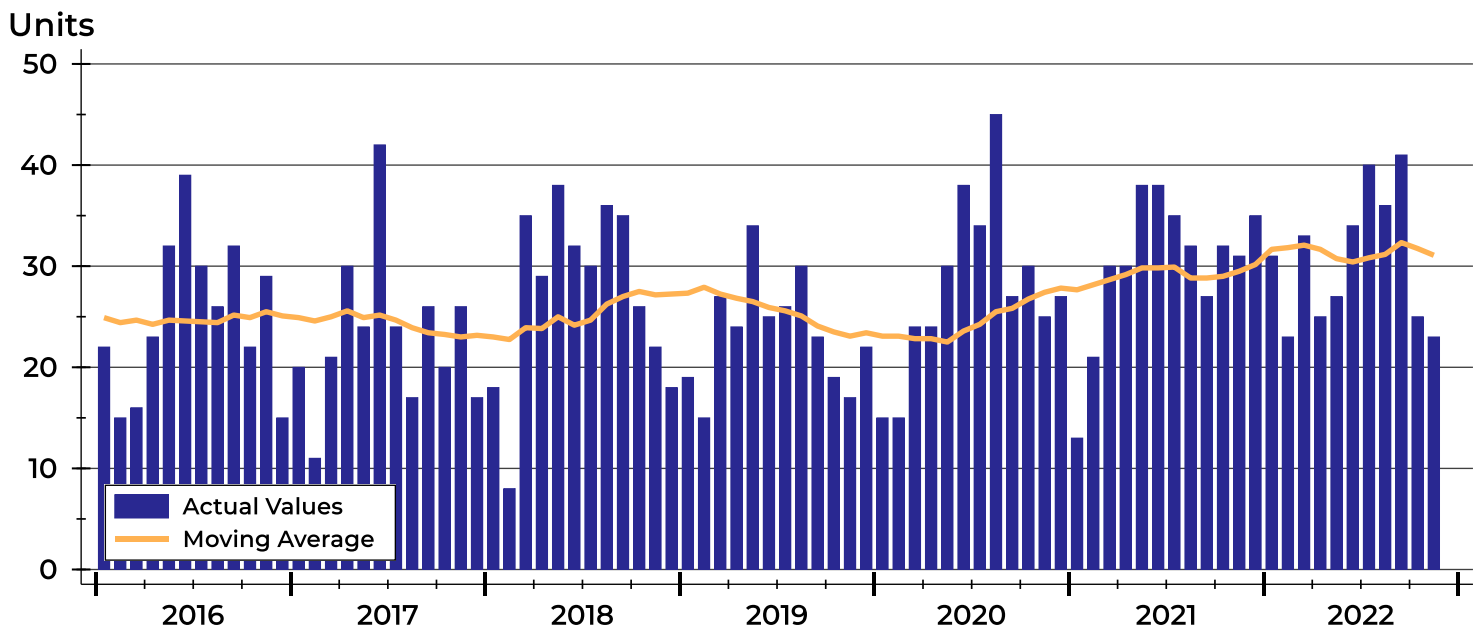
## North Region Closed Listings Analysis

Summary Statistics for Closed Listings		November			Year-to-Date		
		2022	2021	Change	2022	2021	Change
Closed Listings		<b>23</b>	31	-25.8%	<b>338</b>	327	3.4%
Volume (1,000s)		<b>5,875</b>	5,856	0.3%	<b>71,219</b>	58,644	21.4%
Months' Supply		<b>1.4</b>	1.4	0.0%	<b>N/A</b>	N/A	N/A
Average	Sale Price	<b>255,428</b>	188,887	35.2%	<b>210,706</b>	179,339	17.5%
	Days on Market	<b>32</b>	29	10.3%	<b>20</b>	26	-23.1%
	Percent of List	<b>97.5%</b>	98.9%	-1.4%	<b>99.1%</b>	99.3%	-0.2%
	Percent of Original	<b>95.0%</b>	96.2%	-1.2%	<b>97.8%</b>	97.6%	0.2%
Median	Sale Price	<b>198,000</b>	165,000	20.0%	<b>190,000</b>	167,500	13.4%
	Days on Market	<b>15</b>	14	7.1%	<b>6</b>	6	0.0%
	Percent of List	<b>100.0%</b>	100.0%	0.0%	<b>100.0%</b>	100.0%	0.0%
	Percent of Original	<b>96.3%</b>	100.0%	-3.7%	<b>100.0%</b>	100.0%	0.0%

A total of 23 homes sold in North Region in November, down from 31 units in November 2021. Total sales volume was essentially unchanged from the previous year's figure of \$5.9 million.

The median sales price in November was \$198,000, up 20.0% compared to the prior year. Median days on market was 15 days, up from 9 days in October, and up from 14 in November 2021.

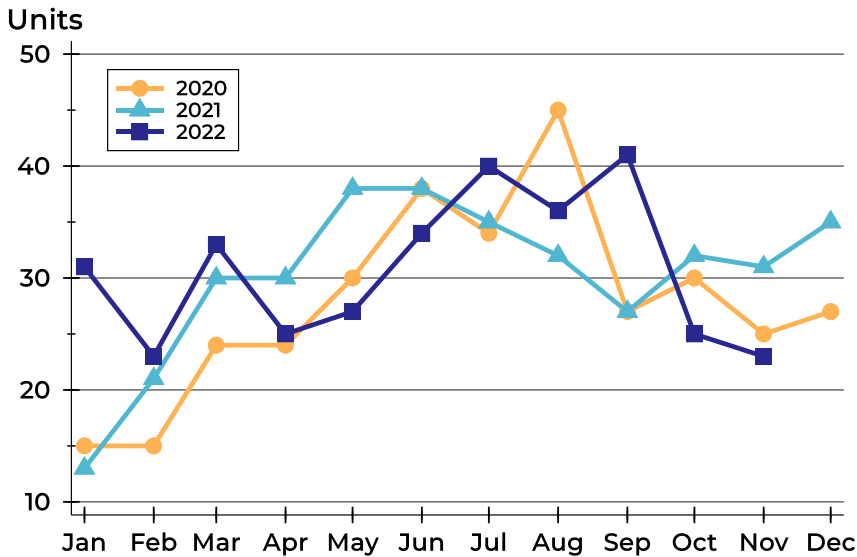
## History of Closed Listings





## North Region Closed Listings Analysis

### Closed Listings by Month



Month	2020	2021	2022
January	15	13	<b>31</b>
February	15	21	<b>23</b>
March	24	30	<b>33</b>
April	24	30	<b>25</b>
May	30	38	<b>27</b>
June	38	38	<b>34</b>
July	34	35	<b>40</b>
August	45	32	<b>36</b>
September	27	27	<b>41</b>
October	30	32	<b>25</b>
November	25	31	<b>23</b>
December	27	35	

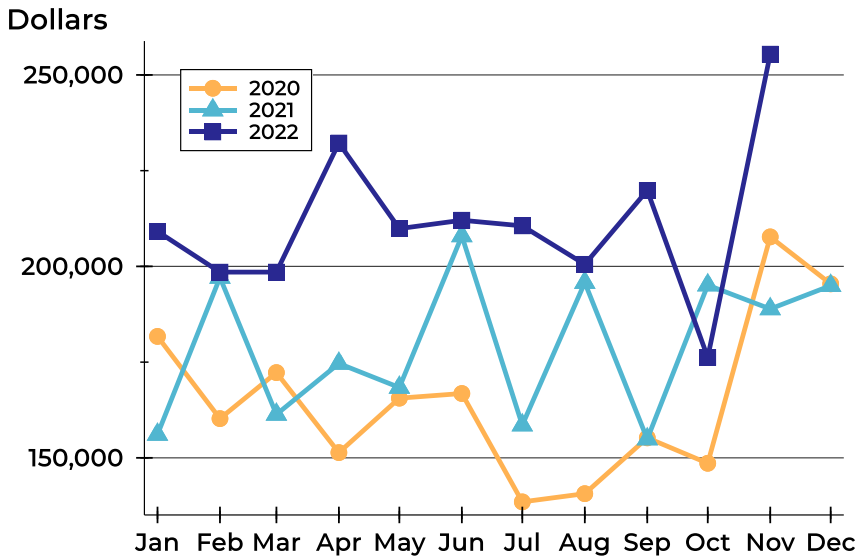
### Closed Listings by Price Range

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	4.3%	2.6	32,000	32,000	36	36	83.1%	83.1%	83.1%	83.1%
\$50,000-\$99,999	0	0.0%	1.6	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$100,000-\$124,999	3	13.0%	0.6	108,300	109,900	6	5	98.8%	100.0%	98.8%	100.0%
\$125,000-\$149,999	5	21.7%	2.5	138,300	140,000	47	37	95.9%	96.4%	92.6%	92.0%
\$150,000-\$174,999	2	8.7%	1.0	156,823	156,823	110	110	95.5%	95.5%	84.8%	84.8%
\$175,000-\$199,999	1	4.3%	1.0	198,000	198,000	15	15	103.1%	103.1%	103.1%	103.1%
\$200,000-\$249,999	1	4.3%	1.0	228,000	228,000	27	27	97.0%	97.0%	91.2%	91.2%
\$250,000-\$299,999	2	8.7%	1.7	288,700	288,700	34	34	100.0%	100.0%	98.3%	98.3%
\$300,000-\$399,999	5	21.7%	1.0	340,400	333,000	23	11	98.4%	99.4%	96.2%	99.4%
\$400,000-\$499,999	1	4.3%	1.7	403,400	403,400	5	5	100.9%	100.9%	100.9%	100.9%
\$500,000-\$749,999	1	4.3%	6.9	515,000	515,000	0	0	100.0%	100.0%	100.0%	100.0%
\$750,000-\$999,999	1	4.3%	12.0	889,000	889,000	6	6	100.0%	100.0%	100.0%	100.0%
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A



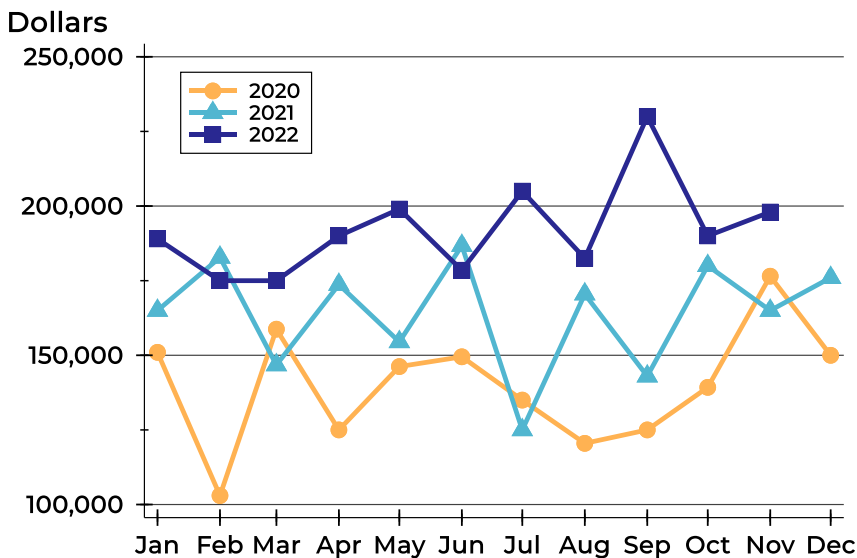
## North Region Closed Listings Analysis

### Average Price



Month	2020	2021	2022
<b>January</b>	181,713	156,100	<b>209,145</b>
<b>February</b>	160,248	197,105	<b>198,508</b>
<b>March</b>	172,271	161,336	<b>198,514</b>
<b>April</b>	151,371	174,644	<b>232,216</b>
<b>May</b>	165,592	168,376	<b>209,869</b>
<b>June</b>	166,811	207,953	<b>212,059</b>
<b>July</b>	138,506	158,553	<b>210,585</b>
<b>August</b>	140,654	195,771	<b>200,542</b>
<b>September</b>	155,230	154,904	<b>219,840</b>
<b>October</b>	148,585	195,111	<b>176,224</b>
<b>November</b>	207,711	188,887	<b>255,428</b>
<b>December</b>	195,442	194,972	-

### Median Price

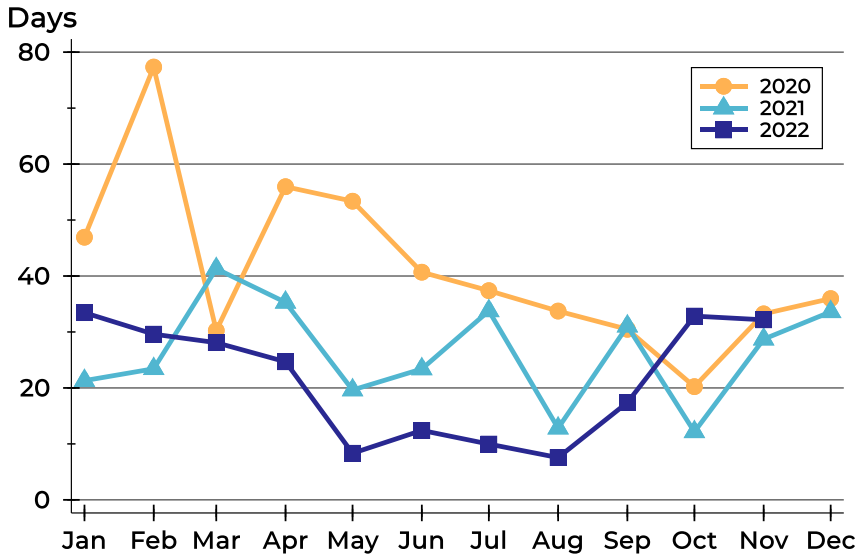


Month	2020	2021	2022
<b>January</b>	151,000	165,000	<b>189,000</b>
<b>February</b>	103,000	182,800	<b>175,000</b>
<b>March</b>	158,750	146,750	<b>175,000</b>
<b>April</b>	125,000	173,700	<b>190,000</b>
<b>May</b>	146,225	154,500	<b>199,000</b>
<b>June</b>	149,500	186,750	<b>178,500</b>
<b>July</b>	135,000	125,000	<b>205,000</b>
<b>August</b>	120,500	170,500	<b>182,500</b>
<b>September</b>	125,000	143,000	<b>230,000</b>
<b>October</b>	139,268	180,000	<b>190,000</b>
<b>November</b>	176,500	165,000	<b>198,000</b>
<b>December</b>	150,000	176,000	-



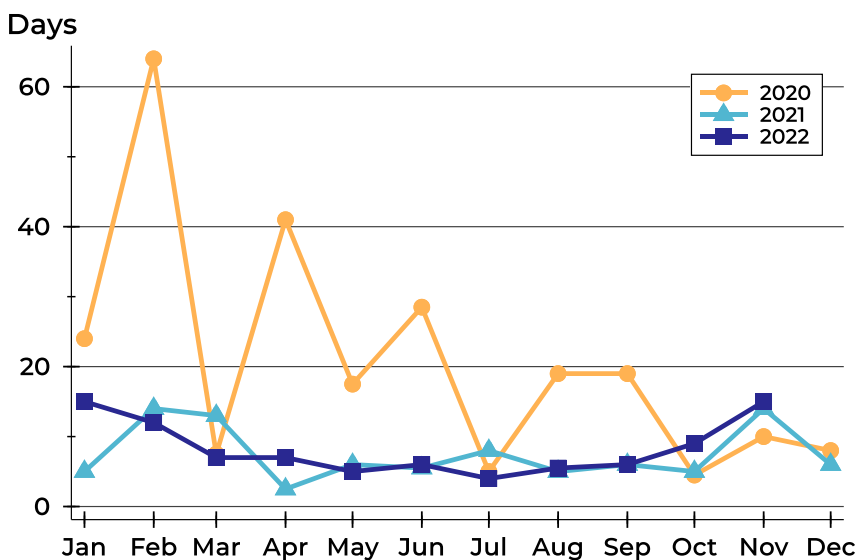
## North Region Closed Listings Analysis

### Average DOM



Month	2020	2021	2022
January	47	21	<b>33</b>
February	77	23	<b>30</b>
March	30	41	<b>28</b>
April	56	35	<b>25</b>
May	53	20	<b>8</b>
June	41	23	<b>12</b>
July	37	34	<b>10</b>
August	34	13	<b>8</b>
September	30	31	<b>17</b>
October	20	12	<b>33</b>
November	33	29	<b>32</b>
December	36	34	

### Median DOM



Month	2020	2021	2022
January	24	5	<b>15</b>
February	64	14	<b>12</b>
March	8	13	<b>7</b>
April	41	3	<b>7</b>
May	18	6	<b>5</b>
June	29	6	<b>6</b>
July	5	8	<b>4</b>
August	19	5	<b>6</b>
September	19	6	<b>6</b>
October	5	5	<b>9</b>
November	10	14	<b>15</b>
December	8	6	



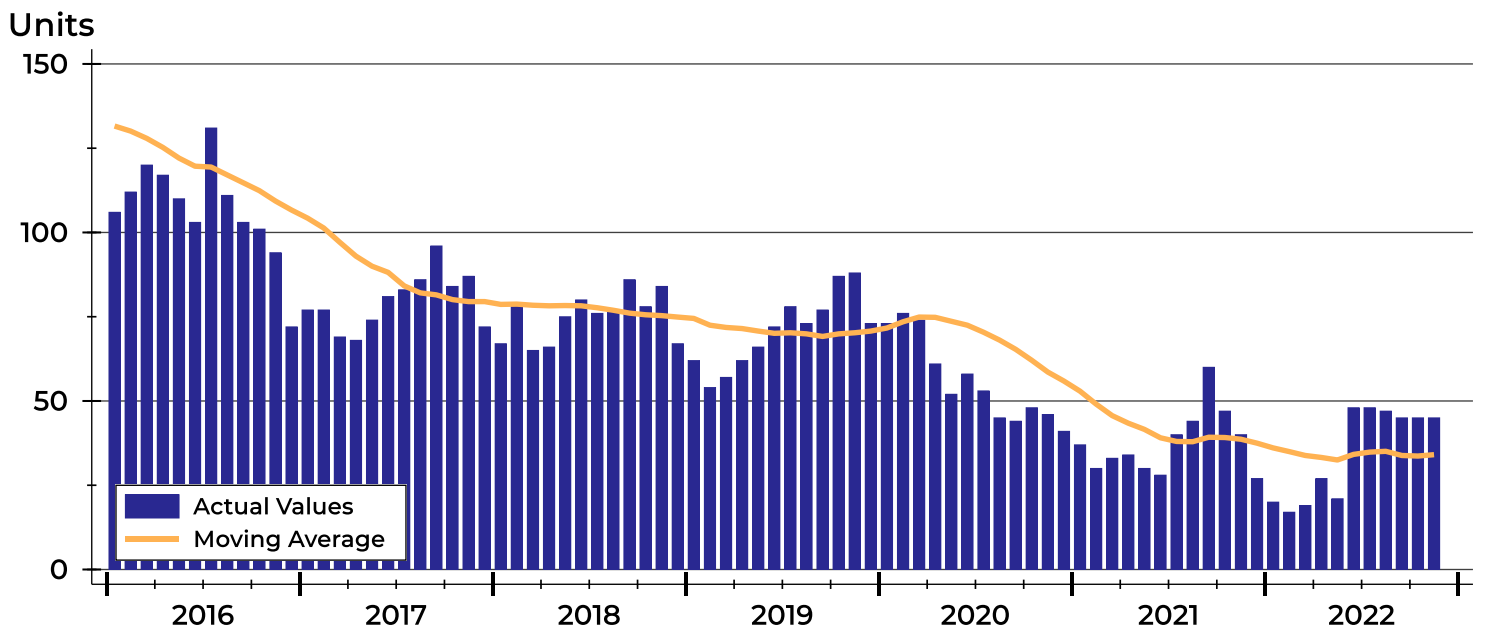
## North Region Active Listings Analysis

Summary Statistics for Active Listings		2022	2021	Change
Active Listings		<b>45</b>	40	12.5%
Volume (1,000s)		<b>11,128</b>	8,292	34.2%
Months' Supply		<b>1.4</b>	1.4	0.0%
Average	List Price	<b>247,280</b>	207,303	19.3%
	Days on Market	<b>75</b>	73	2.7%
	Percent of Original	<b>94.5%</b>	96.2%	-1.8%
Median	List Price	<b>189,900</b>	194,450	-2.3%
	Days on Market	<b>51</b>	65	-21.5%
	Percent of Original	<b>97.1%</b>	99.5%	-2.4%

A total of 45 homes were available for sale in North Region at the end of November. This represents a 1.4 months' supply of active listings.

The median list price of homes on the market at the end of November was \$189,900, down 2.3% from 2021. The typical time on market for active listings was 51 days, down from 65 days a year earlier.

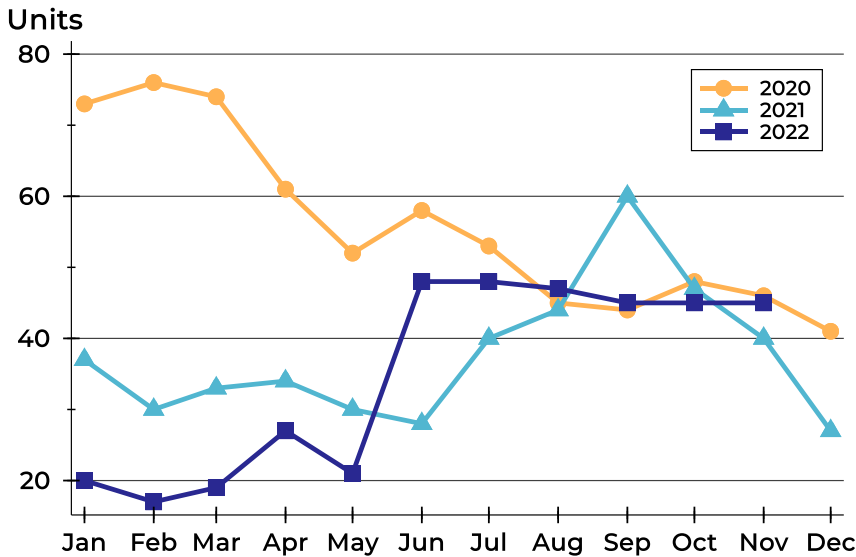
## History of Active Listings





## North Region Active Listings Analysis

### Active Listings by Month



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

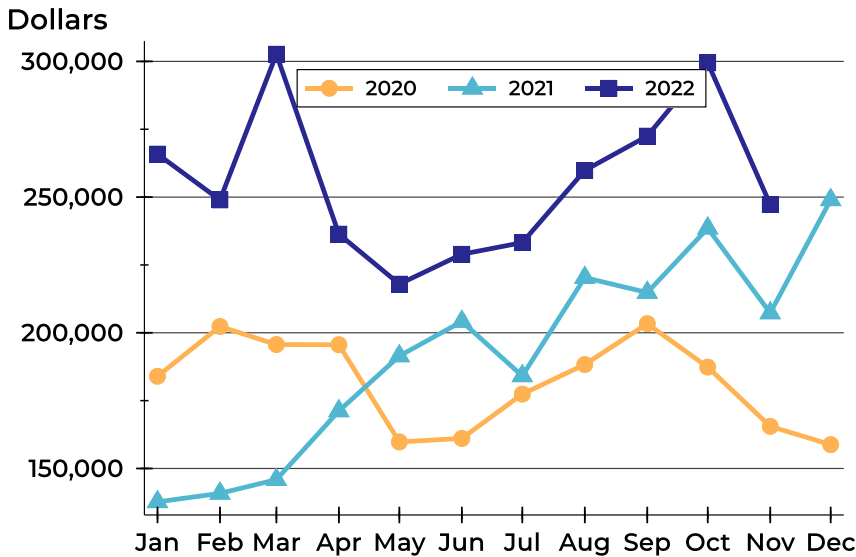
### Active Listings by Price Range

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	3	6.7%	2.6	44,833	45,000	37	10	93.3%	100.0%
\$50,000-\$99,999	5	11.1%	1.6	77,200	82,500	63	47	98.0%	100.0%
\$100,000-\$124,999	1	2.2%	0.6	115,000	115,000	11	11	100.0%	100.0%
\$125,000-\$149,999	7	15.6%	2.5	137,900	139,900	71	53	97.1%	100.0%
\$150,000-\$174,999	4	8.9%	1.0	160,913	161,875	94	64	90.3%	91.7%
\$175,000-\$199,999	4	8.9%	1.0	188,350	189,450	61	47	94.7%	95.2%
\$200,000-\$249,999	5	11.1%	1.0	219,780	215,000	52	50	96.3%	95.6%
\$250,000-\$299,999	5	11.1%	1.7	280,040	279,900	55	43	97.1%	100.0%
\$300,000-\$399,999	4	8.9%	1.0	375,500	374,500	50	55	96.3%	96.7%
\$400,000-\$499,999	2	4.4%	1.7	444,950	444,950	123	123	87.2%	87.2%
\$500,000-\$749,999	4	8.9%	6.9	604,875	610,250	211	209	85.4%	93.5%
\$750,000-\$999,999	1	2.2%	12.0	819,250	819,250	12	12	96.4%	96.4%
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A



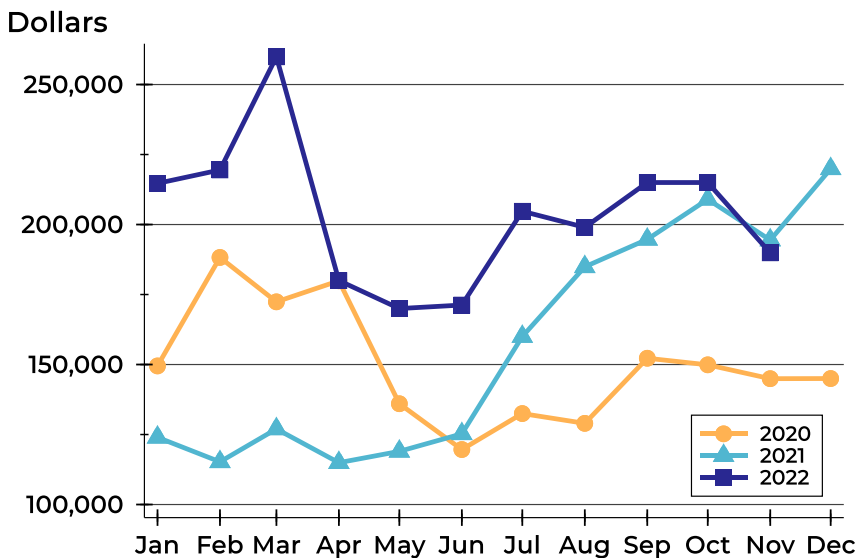
## North Region Active Listings Analysis

### Average Price



Month	2020	2021	2022
January	183,987	137,698	<b>265,863</b>
February	202,324	140,834	<b>248,941</b>
March	195,674	145,894	<b>302,679</b>
April	195,593	171,199	<b>236,378</b>
May	159,788	191,455	<b>217,943</b>
June	161,084	204,160	<b>228,946</b>
July	177,407	184,122	<b>233,242</b>
August	188,315	220,323	<b>259,832</b>
September	203,356	214,848	<b>272,488</b>
October	187,350	238,537	<b>299,486</b>
November	165,529	207,303	<b>247,280</b>
December	158,790	248,989	

### Median Price



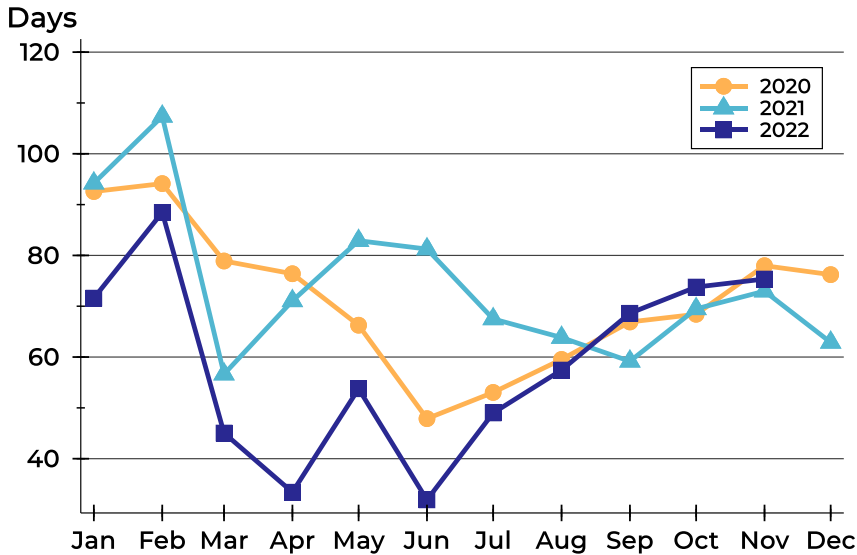
Month	2020	2021	2022
January	149,500	124,000	<b>214,700</b>
February	188,250	115,250	<b>219,500</b>
March	172,400	127,000	<b>259,900</b>
April	179,900	114,950	<b>180,000</b>
May	136,000	119,000	<b>170,000</b>
June	119,650	125,250	<b>171,250</b>
July	132,500	160,000	<b>204,750</b>
August	129,000	184,900	<b>199,000</b>
September	152,250	194,700	<b>215,000</b>
October	149,900	209,000	<b>215,000</b>
November	144,950	194,450	<b>189,900</b>
December	145,000	219,900	





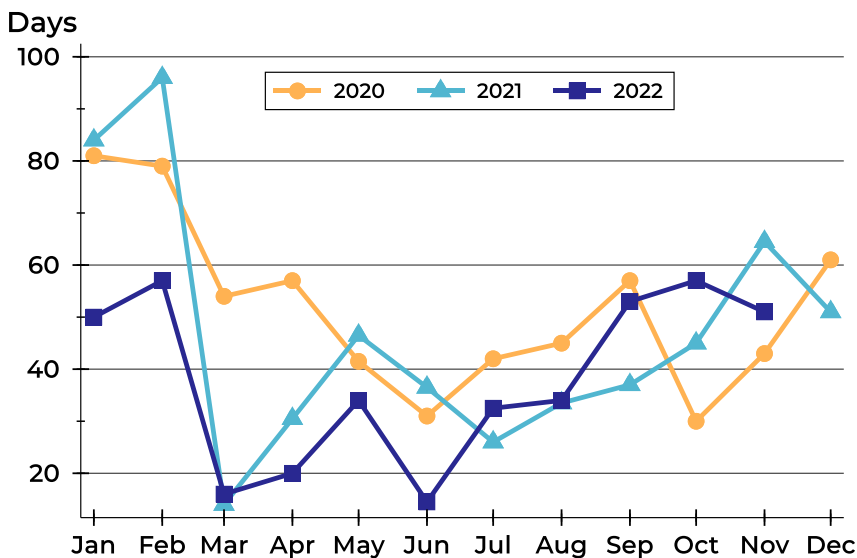
## North Region Active Listings Analysis

### Average DOM



Month	2020	2021	2022
January	93	94	<b>72</b>
February	94	107	<b>88</b>
March	79	57	<b>45</b>
April	76	71	<b>33</b>
May	66	83	<b>54</b>
June	48	81	<b>32</b>
July	53	68	<b>49</b>
August	60	64	<b>57</b>
September	67	59	<b>69</b>
October	68	69	<b>74</b>
November	78	73	<b>75</b>
December	76	63	

### Median DOM

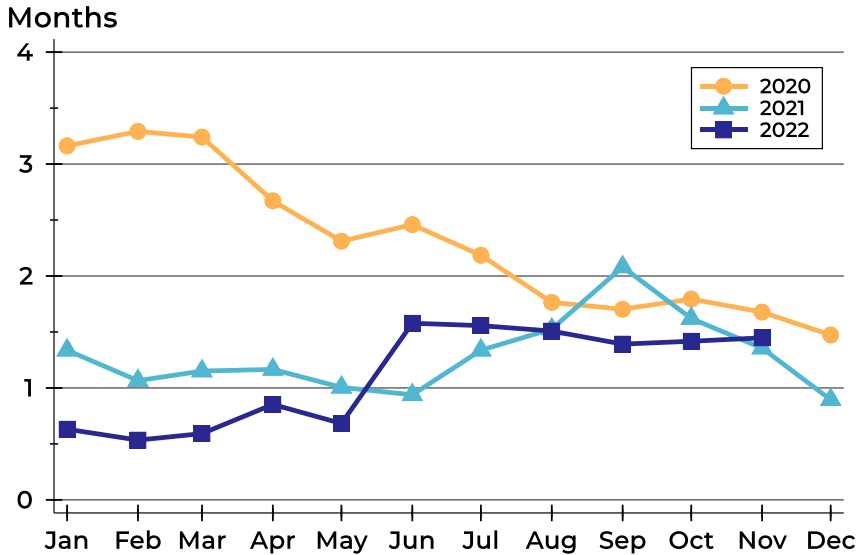


Month	2020	2021	2022
January	81	84	<b>50</b>
February	79	96	<b>57</b>
March	54	14	<b>16</b>
April	57	31	<b>20</b>
May	42	47	<b>34</b>
June	31	37	<b>15</b>
July	42	26	<b>33</b>
August	45	34	<b>34</b>
September	57	37	<b>53</b>
October	30	45	<b>57</b>
November	43	65	<b>51</b>
December	61	51	



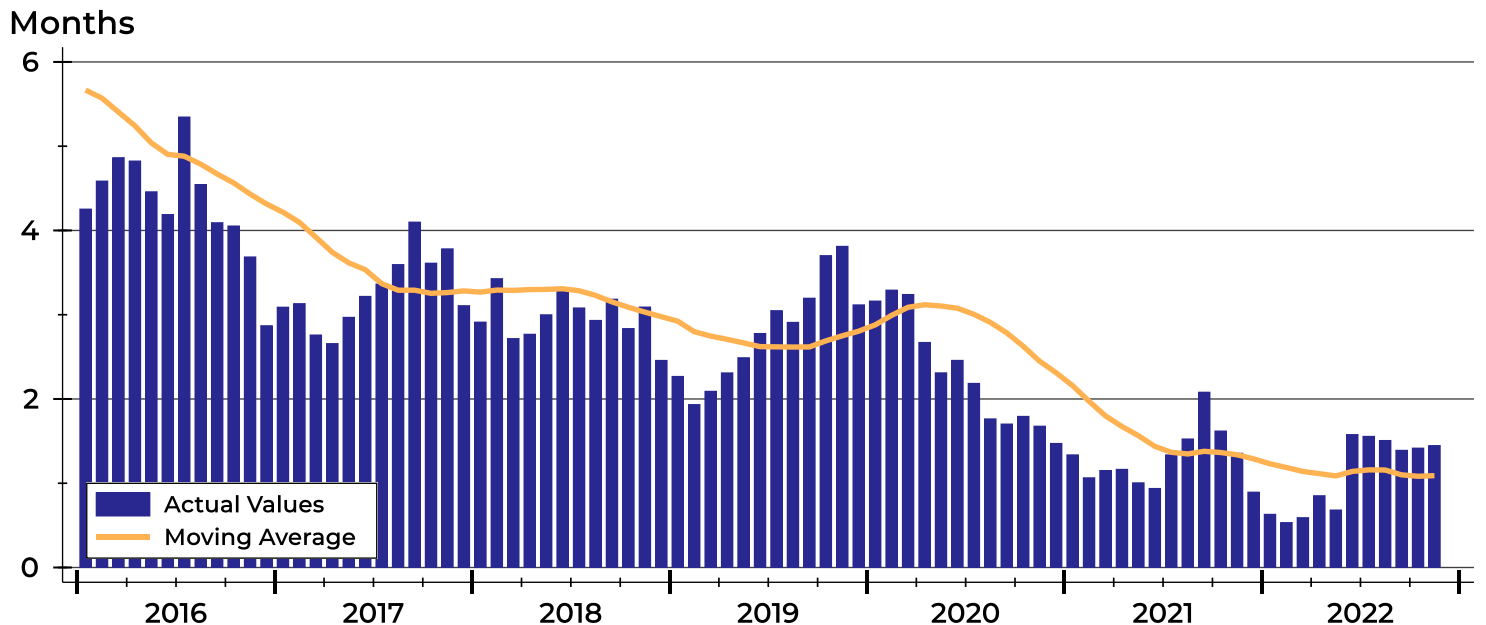
## North Region Months' Supply Analysis

### Months' Supply by Month



Month	2020	2021	2022
January	3.2	1.3	<b>0.6</b>
February	3.3	1.1	<b>0.5</b>
March	3.2	1.2	<b>0.6</b>
April	2.7	1.2	<b>0.9</b>
May	2.3	1.0	<b>0.7</b>
June	2.5	0.9	<b>1.6</b>
July	2.2	1.3	<b>1.6</b>
August	1.8	1.5	<b>1.5</b>
September	1.7	2.1	<b>1.4</b>
October	1.8	1.6	<b>1.4</b>
November	1.7	1.4	<b>1.4</b>
December	1.5	0.9	<b>1.4</b>

### History of Month's Supply





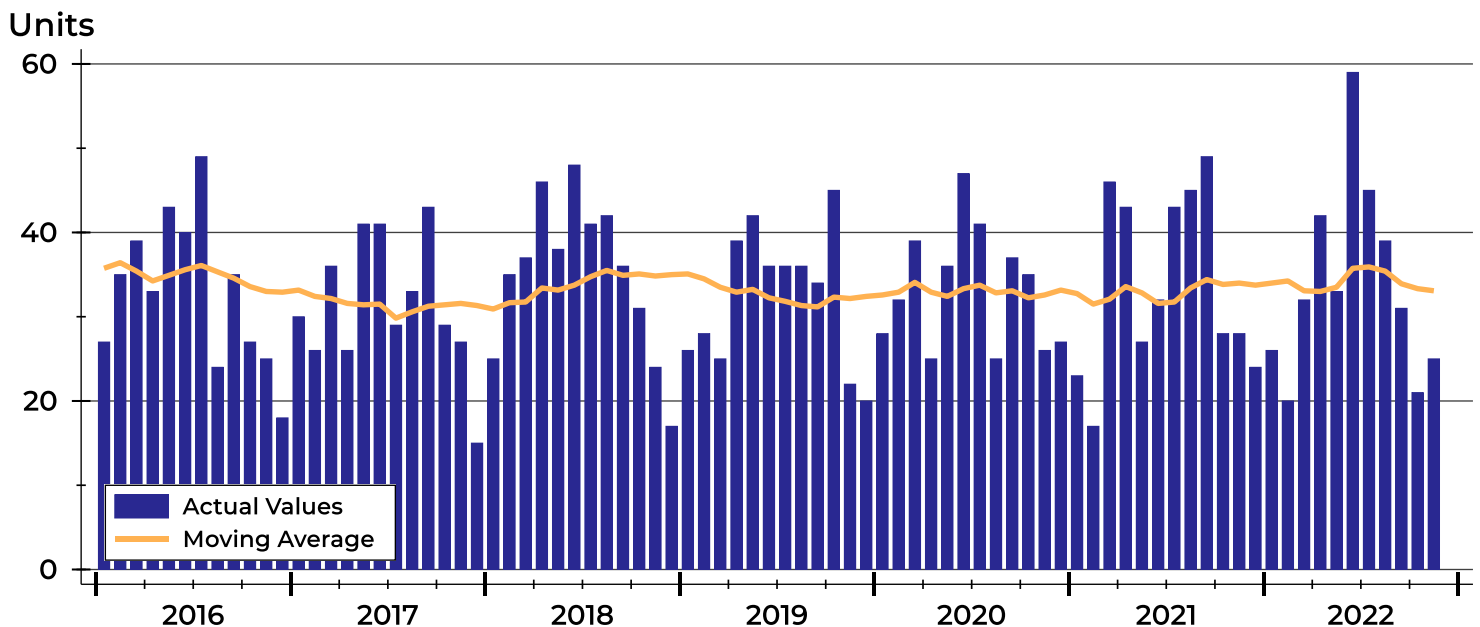
## North Region New Listings Analysis

Summary Statistics for New Listings		2022	November 2021	Change
Current Month	New Listings	<b>25</b>	28	-10.7%
	Volume (1,000s)	<b>5,372</b>	5,501	-2.3%
	Average List Price	<b>214,868</b>	196,466	9.4%
	Median List Price	<b>184,900</b>	159,950	15.6%
Year-to-Date	New Listings	<b>373</b>	381	-2.1%
	Volume (1,000s)	<b>82,630</b>	74,253	11.3%
	Average List Price	<b>221,529</b>	194,891	13.7%
	Median List Price	<b>194,000</b>	174,900	10.9%

A total of 25 new listings were added in North Region during November, down 10.7% from the same month in 2021. Year-to-date North Region has seen 373 new listings.

The median list price of these homes was \$184,900 up from \$159,950 in 2021.

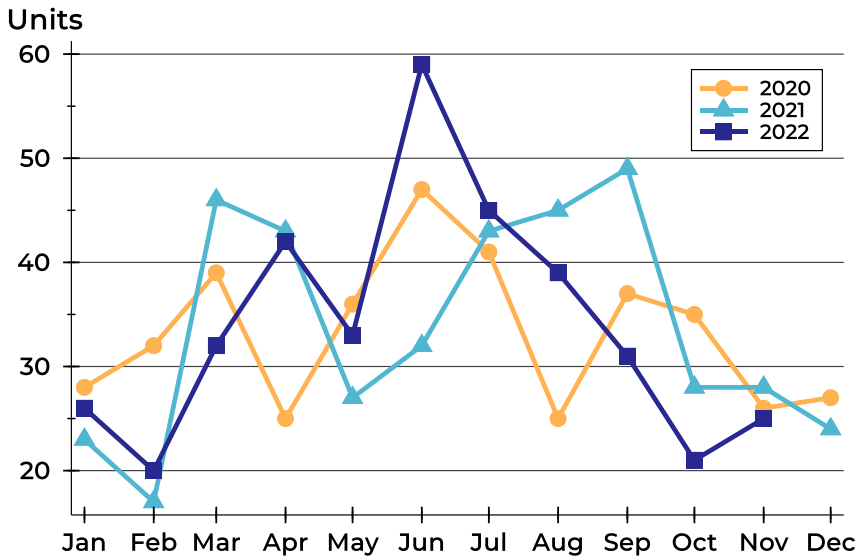
## History of New Listings





## North Region New Listings Analysis

### New Listings by Month



Month	2020	2021	2022
<b>January</b>	28	23	<b>26</b>
<b>February</b>	32	17	<b>20</b>
<b>March</b>	39	46	<b>32</b>
<b>April</b>	25	43	<b>42</b>
<b>May</b>	36	27	<b>33</b>
<b>June</b>	47	32	<b>59</b>
<b>July</b>	41	43	<b>45</b>
<b>August</b>	25	45	<b>39</b>
<b>September</b>	37	49	<b>31</b>
<b>October</b>	35	28	<b>21</b>
<b>November</b>	26	28	<b>25</b>
<b>December</b>	27	24	

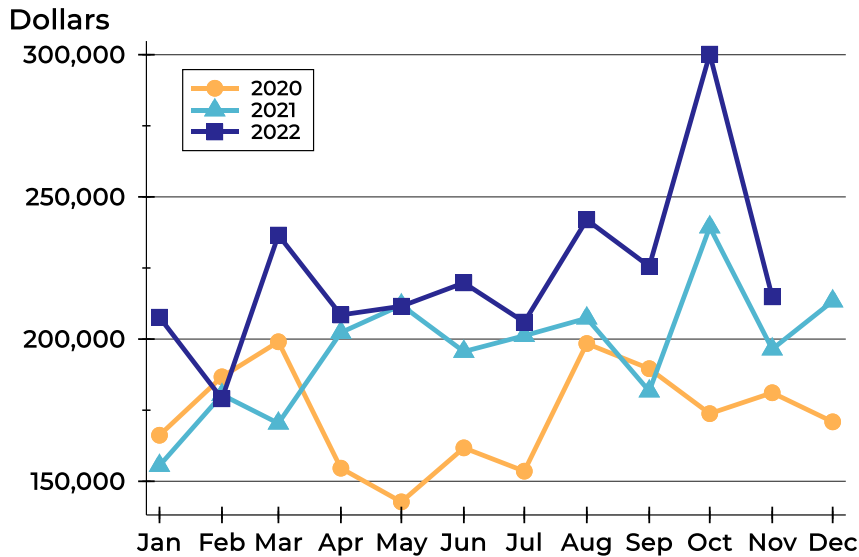
### New Listings by Price Range

Price Range	New Listings		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$25,000-\$49,999	2	8.0%	47,250	47,250	12	12	100.0%	100.0%
\$50,000-\$99,999	2	8.0%	74,500	74,500	18	18	100.0%	100.0%
\$100,000-\$124,999	1	4.0%	115,000	115,000	16	16	100.0%	100.0%
\$125,000-\$149,999	3	12.0%	140,167	145,000	21	16	100.0%	100.0%
\$150,000-\$174,999	3	12.0%	166,217	168,850	23	25	97.1%	100.0%
\$175,000-\$199,999	4	16.0%	185,975	186,950	12	6	98.7%	100.0%
\$200,000-\$249,999	4	16.0%	219,475	214,450	15	17	98.9%	100.0%
\$250,000-\$299,999	2	8.0%	250,000	250,000	11	11	100.0%	100.0%
\$300,000-\$399,999	2	8.0%	364,000	364,000	6	6	100.0%	100.0%
\$400,000-\$499,999	1	4.0%	425,000	425,000	1	1	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	1	4.0%	819,250	819,250	17	17	96.4%	96.4%
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



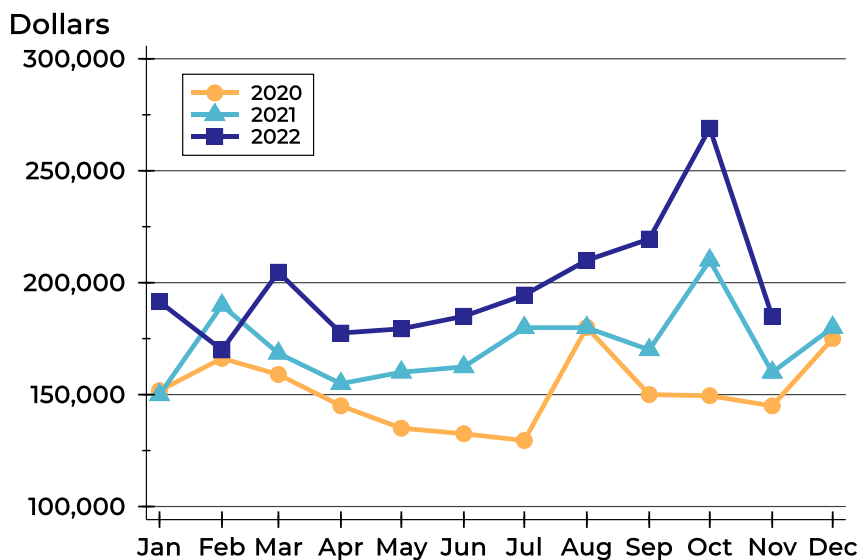
## North Region New Listings Analysis

### Average Price



Month	2020	2021	2022
January	166,198	155,521	<b>207,704</b>
February	186,736	180,419	<b>179,010</b>
March	199,071	170,404	<b>236,584</b>
April	154,616	202,303	<b>208,501</b>
May	142,772	211,946	<b>211,561</b>
June	161,766	195,626	<b>219,779</b>
July	153,566	201,188	<b>205,980</b>
August	198,448	207,351	<b>241,938</b>
September	189,604	181,699	<b>225,584</b>
October	173,799	239,389	<b>300,195</b>
November	181,135	196,466	<b>214,868</b>
December	170,910	213,360	

### Median Price



Month	2020	2021	2022
January	151,750	149,900	<b>191,500</b>
February	166,200	189,900	<b>169,950</b>
March	159,000	168,450	<b>204,700</b>
April	145,000	154,900	<b>177,500</b>
May	135,000	160,000	<b>179,400</b>
June	132,500	162,400	<b>185,000</b>
July	129,500	179,900	<b>194,500</b>
August	180,000	179,900	<b>210,000</b>
September	150,000	170,000	<b>219,500</b>
October	149,500	210,000	<b>269,000</b>
November	144,950	159,950	<b>184,900</b>
December	175,000	180,000	



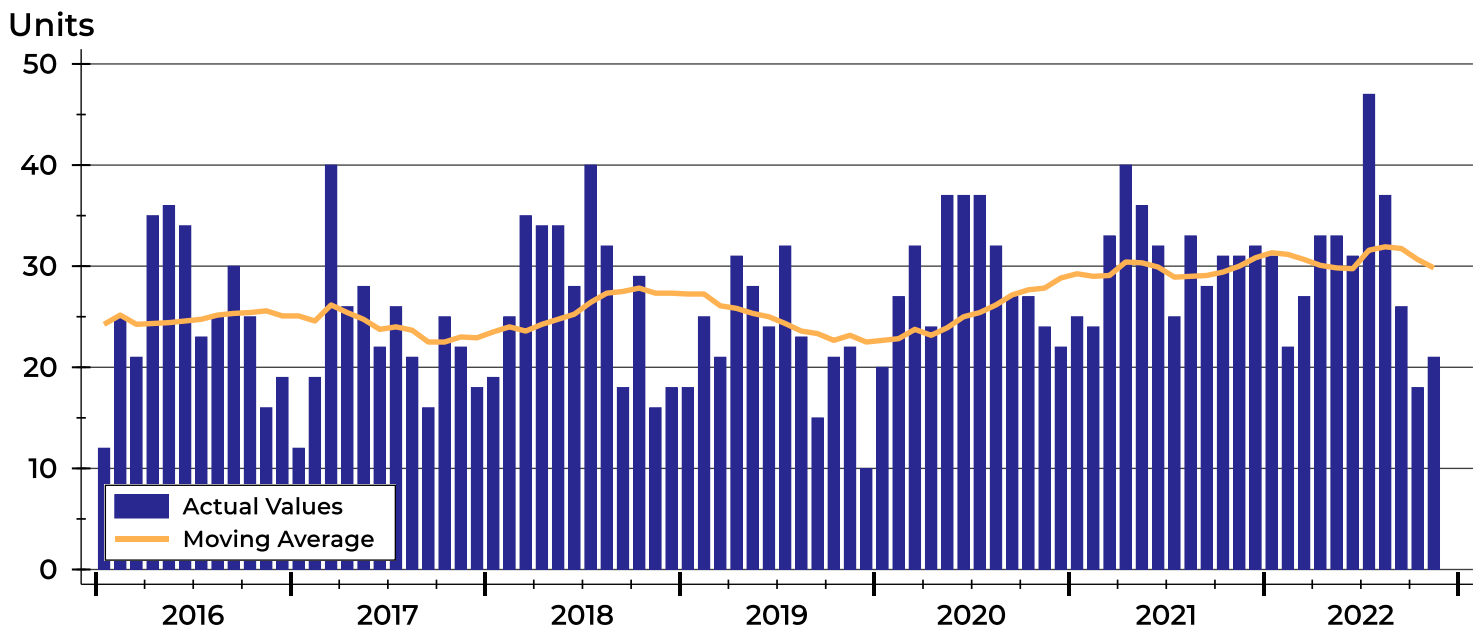
## North Region Contracts Written Analysis

Summary Statistics for Contracts Written		November			Year-to-Date		
		2022	2021	Change	2022	2021	Change
Contracts Written		<b>21</b>	31	-32.3%	<b>326</b>	338	-3.6%
Volume (1,000s)		<b>5,613</b>	6,992	-19.7%	<b>70,896</b>	63,132	12.3%
Average	Sale Price	<b>267,276</b>	225,556	18.5%	<b>217,473</b>	186,781	16.4%
	Days on Market	<b>36</b>	45	-20.0%	<b>20</b>	27	-25.9%
	Percent of Original	<b>96.0%</b>	95.9%	0.1%	<b>98.0%</b>	97.5%	0.5%
Median	Sale Price	<b>244,000</b>	179,900	35.6%	<b>193,000</b>	169,900	13.6%
	Days on Market	<b>16</b>	16	0.0%	<b>7</b>	6	16.7%
	Percent of Original	<b>100.0%</b>	100.0%	0.0%	<b>100.0%</b>	100.0%	0.0%

A total of 21 contracts for sale were written in North Region during the month of November, down from 31 in 2021. The median list price of these homes was \$244,000, up from \$179,900 the prior year.

Half of the homes that went under contract in November were on the market less than 16 days, compared to 16 days in November 2021.

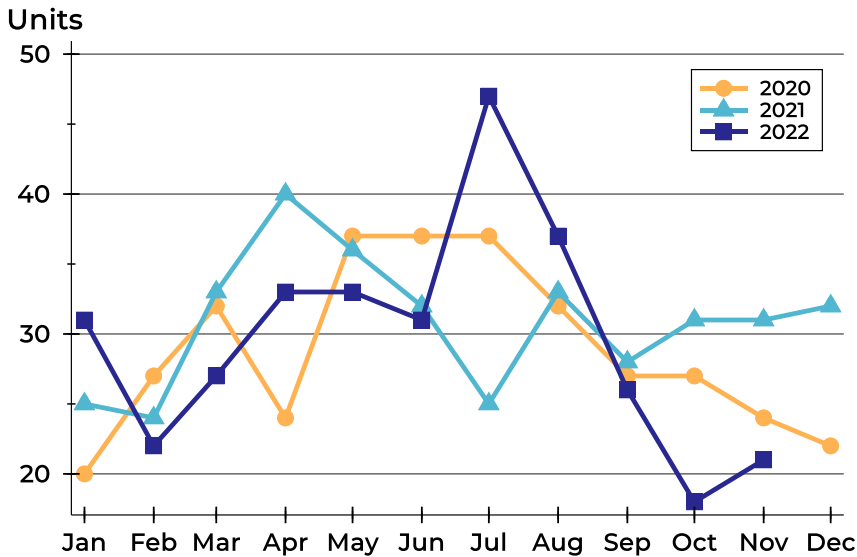
## History of Contracts Written





## North Region Contracts Written Analysis

### Contracts Written by Month



Month	2020	2021	2022
January	20	25	31
February	27	24	22
March	32	33	27
April	24	40	33
May	37	36	33
June	37	32	31
July	37	25	47
August	32	33	37
September	27	28	26
October	27	31	18
November	24	31	21
December	22	32	

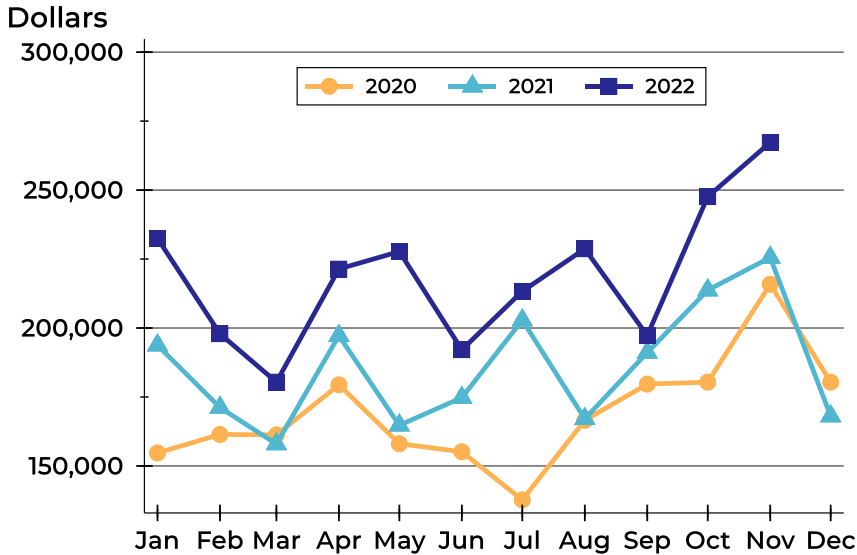
### Contracts Written by Price Range

Price Range	Contracts Written		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$25,000-\$49,999	1	4.8%	38,500	38,500	36	36	83.1%	83.1%
\$50,000-\$99,999	2	9.5%	91,250	91,250	142	142	82.2%	82.2%
\$100,000-\$124,999	1	4.8%	109,900	109,900	1	1	100.0%	100.0%
\$125,000-\$149,999	1	4.8%	134,990	134,990	23	23	93.1%	93.1%
\$150,000-\$174,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$175,000-\$199,999	3	14.3%	184,967	184,900	4	4	100.0%	100.0%
\$200,000-\$249,999	3	14.3%	218,000	205,000	21	16	97.8%	100.0%
\$250,000-\$299,999	3	14.3%	265,000	250,000	20	16	100.0%	100.0%
\$300,000-\$399,999	4	19.0%	355,750	347,500	33	27	96.8%	99.6%
\$400,000-\$499,999	2	9.5%	435,000	435,000	53	53	97.8%	97.8%
\$500,000-\$749,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$750,000-\$999,999	1	4.8%	850,000	850,000	32	32	100.0%	100.0%
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



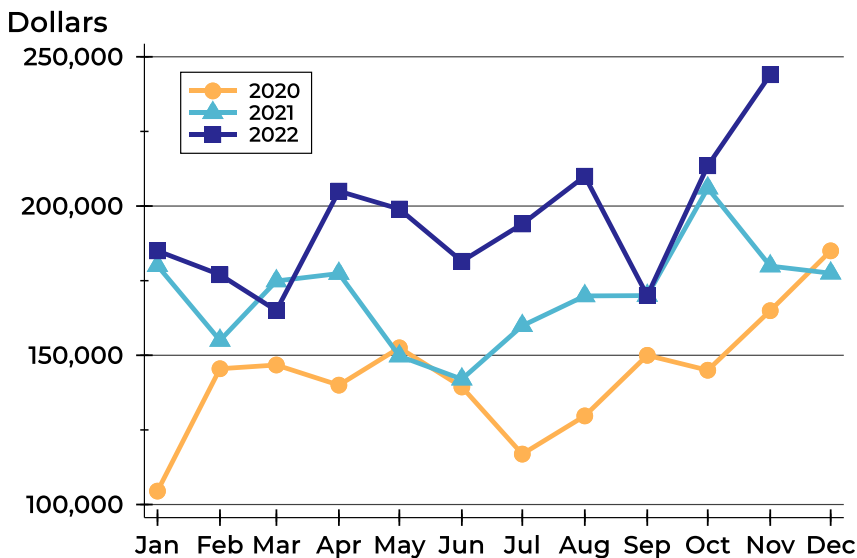
## North Region Contracts Written Analysis

### Average Price



Month	2020	2021	2022
<b>January</b>	154,720	193,759	<b>232,503</b>
<b>February</b>	161,431	171,195	<b>197,914</b>
<b>March</b>	161,275	157,955	<b>180,415</b>
<b>April</b>	179,415	197,234	<b>221,386</b>
<b>May</b>	158,062	164,746	<b>227,724</b>
<b>June</b>	155,146	174,770	<b>192,127</b>
<b>July</b>	137,709	202,832	<b>213,306</b>
<b>August</b>	166,542	167,100	<b>228,714</b>
<b>September</b>	179,683	191,111	<b>197,277</b>
<b>October</b>	180,383	213,726	<b>247,606</b>
<b>November</b>	215,881	225,556	<b>267,276</b>
<b>December</b>	180,371	168,070	

### Median Price



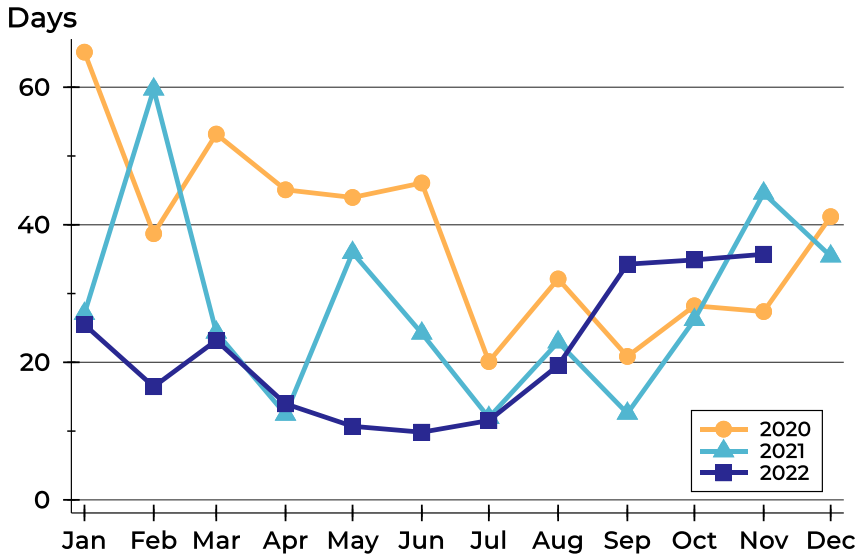
Month	2020	2021	2022
<b>January</b>	104,500	180,000	<b>185,000</b>
<b>February</b>	145,500	154,975	<b>177,000</b>
<b>March</b>	146,750	174,900	<b>165,000</b>
<b>April</b>	140,000	177,400	<b>205,000</b>
<b>May</b>	152,500	149,750	<b>199,000</b>
<b>June</b>	139,400	142,000	<b>181,500</b>
<b>July</b>	116,900	159,900	<b>194,000</b>
<b>August</b>	129,700	169,900	<b>210,000</b>
<b>September</b>	150,000	170,000	<b>170,000</b>
<b>October</b>	145,000	206,000	<b>213,500</b>
<b>November</b>	164,950	179,900	<b>244,000</b>
<b>December</b>	185,000	177,500	





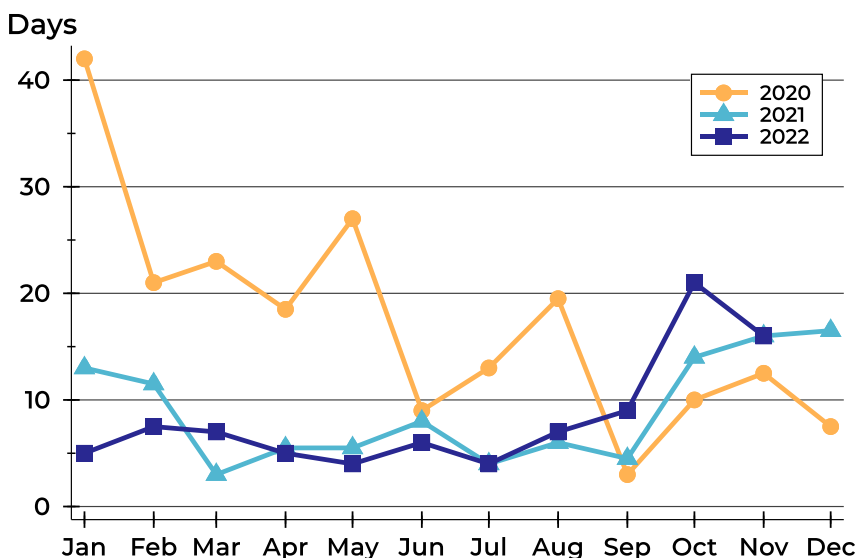
## North Region Contracts Written Analysis

### Average DOM



Month	2020	2021	2022
January	65	27	25
February	39	60	16
March	53	24	23
April	45	12	14
May	44	36	11
June	46	24	10
July	20	12	12
August	32	23	20
September	21	13	34
October	28	26	35
November	27	45	36
December	41	35	

### Median DOM



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



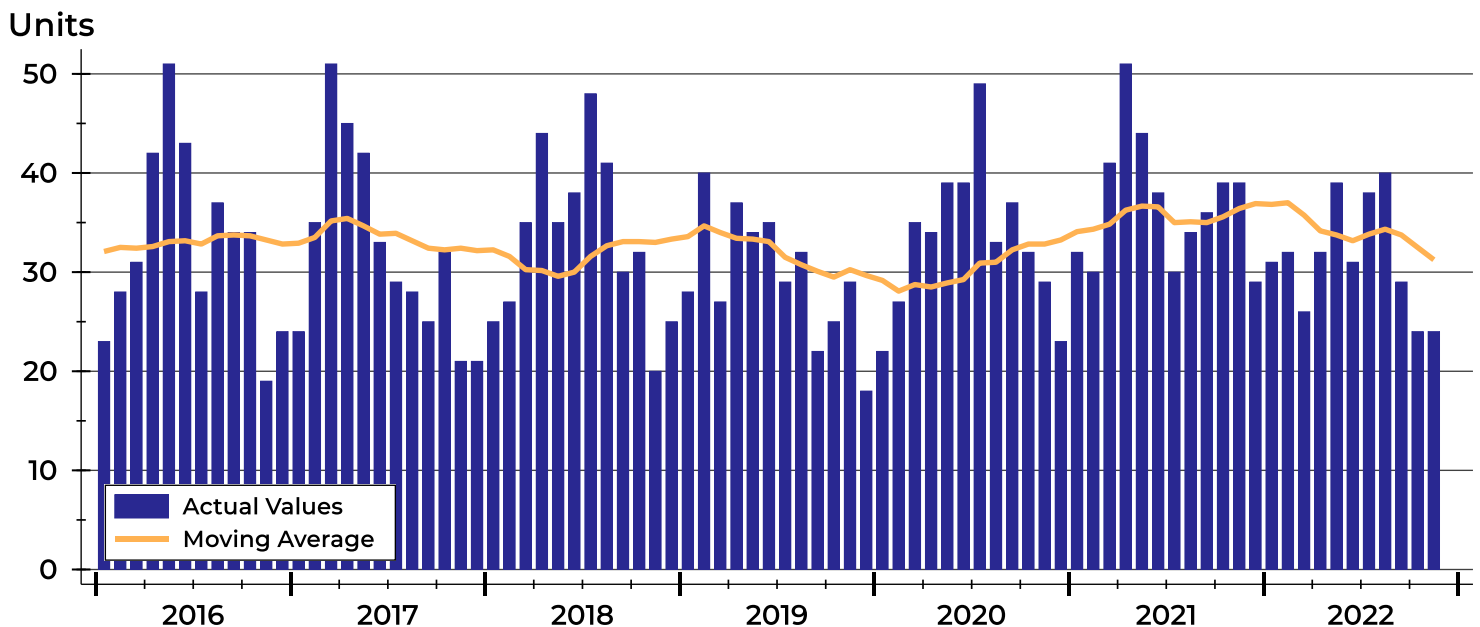
## North Region Pending Contracts Analysis

Summary Statistics for Pending Contracts		End of November		
		2022	2021	Change
Pending Contracts		<b>24</b>	39	-38.5%
Volume (1,000s)		<b>6,489</b>	8,874	-26.9%
Average	List Price	<b>270,383</b>	227,543	18.8%
	Days on Market	<b>36</b>	44	-18.2%
	Percent of Original	<b>97.1%</b>	96.8%	0.3%
Median	List Price	<b>250,000</b>	187,000	33.7%
	Days on Market	<b>16</b>	16	0.0%
	Percent of Original	<b>100.0%</b>	100.0%	0.0%

A total of 24 listings in North Region had contracts pending at the end of November, down from 39 contracts pending at the end of November 2021.

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

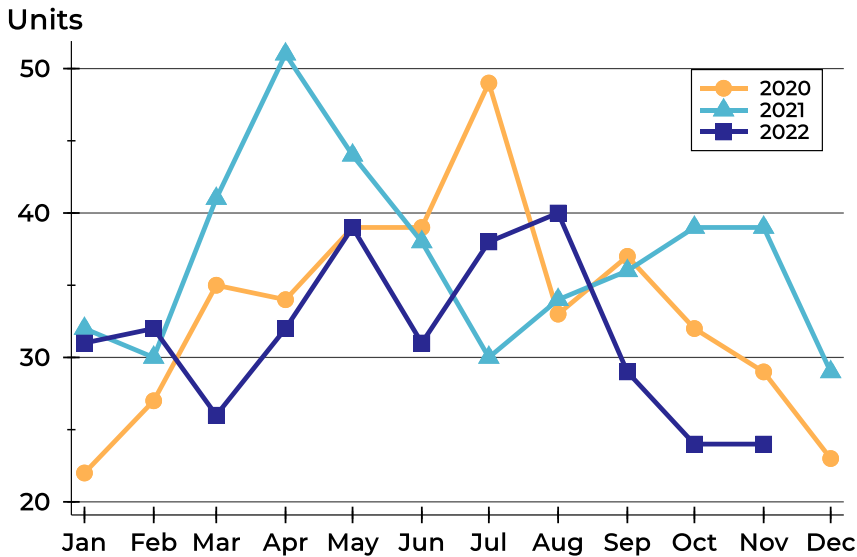
## History of Pending Contracts





## North Region Pending Contracts Analysis

### Pending Contracts by Month



Month	2020	2021	2022
January	22	32	31
February	27	30	32
March	35	41	26
April	34	51	32
May	39	44	39
June	39	38	31
July	49	30	38
August	33	34	40
September	37	36	29
October	32	39	24
November	29	39	24
December	23	29	

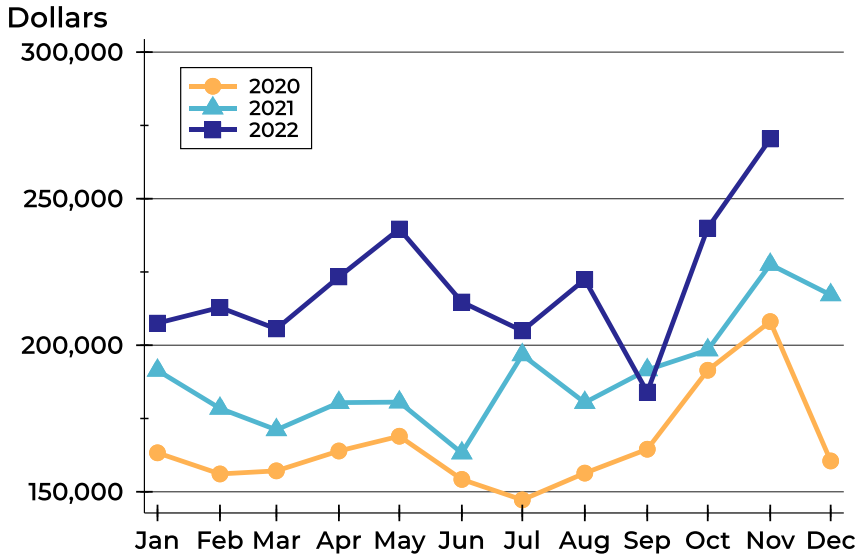
### Pending Contracts by Price Range

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	12.5%	79,133	90,000	123	108	85.4%	84.5%
\$100,000-\$124,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$125,000-\$149,999	2	8.3%	137,445	137,445	18	18	96.5%	96.5%
\$150,000-\$174,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$175,000-\$199,999	3	12.5%	184,967	184,900	4	4	100.0%	100.0%
\$200,000-\$249,999	3	12.5%	218,000	205,000	21	16	97.8%	100.0%
\$250,000-\$299,999	5	20.8%	262,000	250,000	20	16	100.0%	100.0%
\$300,000-\$399,999	5	20.8%	347,600	345,000	28	9	98.5%	100.0%
\$400,000-\$499,999	2	8.3%	435,000	435,000	53	53	97.8%	97.8%
\$500,000-\$749,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$750,000-\$999,999	1	4.2%	850,000	850,000	32	32	100.0%	100.0%
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



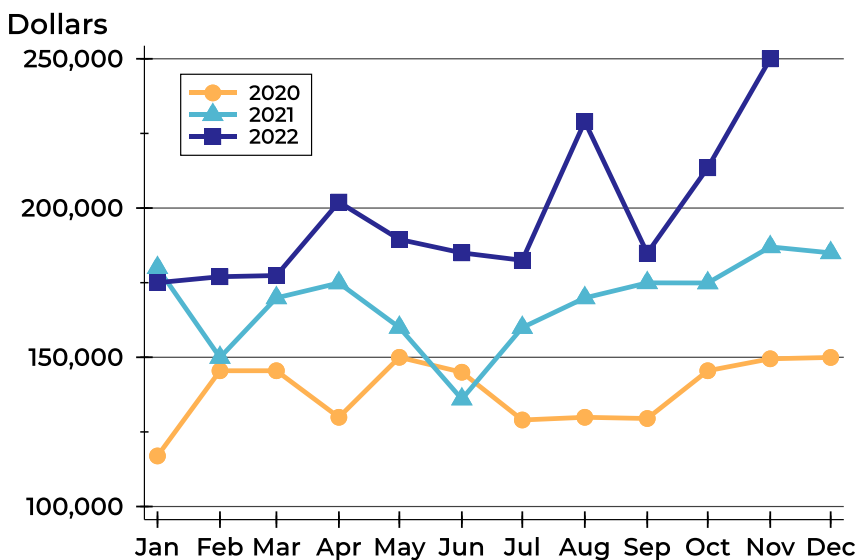
## North Region Pending Contracts Analysis

### Average Price



Month	2020	2021	2022
January	163,298	191,421	<b>207,539</b>
February	156,085	178,453	<b>212,903</b>
March	157,137	171,130	<b>205,571</b>
April	163,916	180,417	<b>223,314</b>
May	168,951	180,589	<b>239,659</b>
June	154,218	163,214	<b>214,753</b>
July	147,238	196,710	<b>204,908</b>
August	156,370	180,431	<b>222,430</b>
September	164,520	191,582	<b>184,028</b>
October	191,464	198,377	<b>239,988</b>
November	208,074	227,543	<b>270,383</b>
December	160,524	217,167	

### Median Price

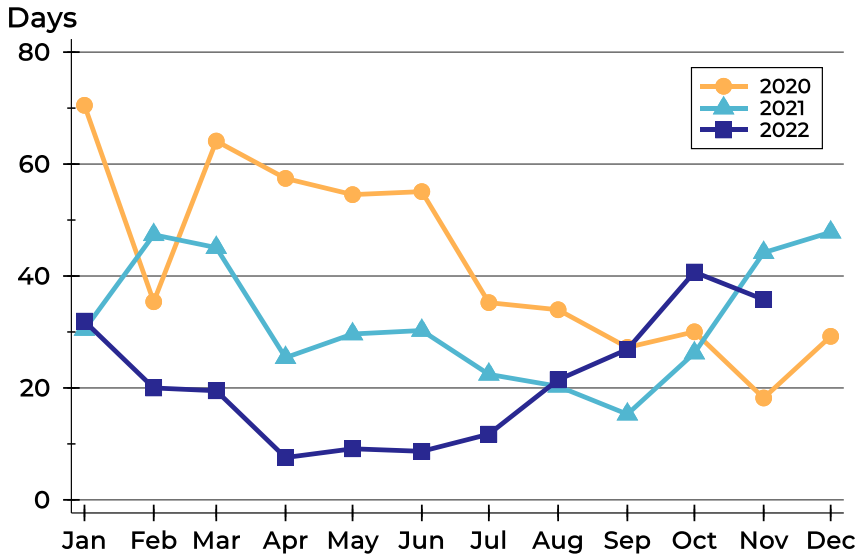


Month	2020	2021	2022
January	116,950	180,000	<b>175,000</b>
February	145,500	149,925	<b>177,000</b>
March	145,500	169,900	<b>177,400</b>
April	129,900	174,900	<b>202,000</b>
May	150,000	160,000	<b>189,500</b>
June	145,000	136,000	<b>185,000</b>
July	129,000	159,950	<b>182,500</b>
August	129,900	169,900	<b>229,000</b>
September	129,500	174,950	<b>184,900</b>
October	145,500	174,900	<b>213,500</b>
November	149,500	187,000	<b>250,000</b>
December	149,950	185,000	



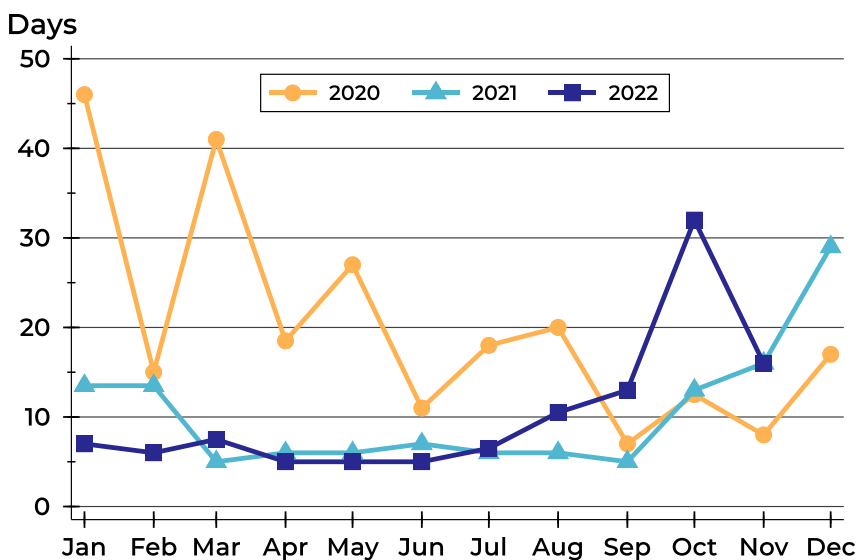
## North Region Pending Contracts Analysis

### Average DOM



Month	2020	2021	2022
January	71	30	<b>32</b>
February	35	47	<b>20</b>
March	64	45	<b>20</b>
April	57	25	<b>8</b>
May	55	30	<b>9</b>
June	55	30	<b>9</b>
July	35	22	<b>12</b>
August	34	20	<b>21</b>
September	27	15	<b>27</b>
October	30	26	<b>41</b>
November	18	44	<b>36</b>
December	29	48	

### Median DOM



Month	2020	2021	2022
January	46	14	<b>7</b>
February	15	14	<b>6</b>
March	41	5	<b>8</b>
April	19	6	<b>5</b>
May	27	6	<b>5</b>
June	11	7	<b>5</b>
July	18	6	<b>7</b>
August	20	6	<b>11</b>
September	7	5	<b>13</b>
October	13	13	<b>32</b>
November	8	16	<b>16</b>
December	17	29	



## South Region Housing Report



### Market Overview

#### South Region Home Sales Fell in November

Total home sales in South Region fell last month to 23 units, compared to 43 units in November 2021. Total sales volume was \$3.6 million, down from a year earlier.

The median sale price in November was \$123,000, down from \$147,000 a year earlier. Homes that sold in November were typically on the market for 9 days and sold for 94.7% of their list prices.

#### South Region Active Listings Up at End of November

The total number of active listings in South Region at the end of November was 29 units, up from 27 at the same point in 2021. 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 November was \$164,900.

During November, a total of 21 contracts were written down from 35 in November 2021. At the end of the month, there were 32 contracts still pending.

### Report Contents

- Summary Statistics – Page 2
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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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## South Region Summary Statistics

November MLS Statistics Three-year History		Current Month			Year-to-Date		
		2022	2021	2020	2022	2021	2020
<b>Home Sales</b>		<b>23</b>	<b>43</b>	<b>32</b>	<b>397</b>	<b>437</b>	<b>375</b>
Change from prior year		-46.5%	34.4%	28.0%	-9.2%	16.5%	-1.3%
<b>Active Listings</b>		<b>29</b>	<b>27</b>	<b>39</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
Change from prior year		7.4%	-30.8%	-43.5%			
<b>Months' Supply</b>		<b>0.8</b>	<b>0.7</b>	<b>1.2</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
Change from prior year		14.3%	-41.7%	-42.9%			
<b>New Listings</b>		<b>19</b>	<b>29</b>	<b>17</b>	<b>419</b>	<b>508</b>	<b>438</b>
Change from prior year		-34.5%	70.6%	-26.1%	-17.5%	16.0%	-6.0%
<b>Contracts Written</b>		<b>21</b>	<b>35</b>	<b>24</b>	<b>382</b>	<b>463</b>	<b>409</b>
Change from prior year		-40.0%	45.8%	4.3%	-17.5%	13.2%	7.3%
<b>Pending Contracts</b>		<b>32</b>	<b>57</b>	<b>47</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
Change from prior year		-43.9%	21.3%	62.1%			
<b>Sales Volume (1,000s)</b>		<b>3,589</b>	<b>6,369</b>	<b>4,308</b>	<b>68,060</b>	<b>65,434</b>	<b>52,849</b>
Change from prior year		-43.6%	47.8%	41.5%	4.0%	23.8%	12.5%
<b>Average</b>	<b>Sale Price</b>	<b>156,032</b>	<b>148,120</b>	<b>134,630</b>	<b>171,435</b>	<b>149,734</b>	<b>140,929</b>
	Change from prior year	5.3%	10.0%	10.6%	14.5%	6.2%	14.0%
	<b>List Price of Actives</b>	<b>187,245</b>	<b>144,400</b>	<b>144,738</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
	Change from prior year	29.7%	-0.2%	-8.0%			
	<b>Days on Market</b>	<b>27</b>	<b>26</b>	<b>30</b>	<b>18</b>	<b>23</b>	<b>41</b>
Change from prior year	3.8%	-13.3%	-53.1%	-21.7%	-43.9%	-12.8%	
<b>Percent of List</b>	<b>94.2%</b>	<b>95.9%</b>	<b>95.4%</b>	<b>96.4%</b>	<b>94.5%</b>	<b>96.1%</b>	
Change from prior year	-1.8%	0.5%	-0.1%	2.0%	-1.7%	0.7%	
<b>Percent of Original</b>	<b>92.9%</b>	<b>93.5%</b>	<b>91.3%</b>	<b>94.8%</b>	<b>93.5%</b>	<b>94.0%</b>	
Change from prior year	-0.6%	2.4%	0.1%	1.4%	-0.5%	0.6%	
<b>Median</b>	<b>Sale Price</b>	<b>123,000</b>	<b>147,000</b>	<b>128,500</b>	<b>137,000</b>	<b>139,000</b>	<b>133,000</b>
	Change from prior year	-16.3%	14.4%	22.4%	-1.4%	4.5%	21.9%
	<b>List Price of Actives</b>	<b>164,900</b>	<b>115,000</b>	<b>122,900</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
	Change from prior year	43.4%	-6.4%	2.5%			
	<b>Days on Market</b>	<b>9</b>	<b>9</b>	<b>4</b>	<b>6</b>	<b>6</b>	<b>11</b>
Change from prior year	0.0%	125.0%	-93.0%	0.0%	-45.5%	-31.3%	
<b>Percent of List</b>	<b>94.7%</b>	<b>98.1%</b>	<b>98.1%</b>	<b>99.2%</b>	<b>98.4%</b>	<b>97.6%</b>	
Change from prior year	-3.5%	0.0%	2.5%	0.8%	0.8%	1.0%	
<b>Percent of Original</b>	<b>94.7%</b>	<b>97.3%</b>	<b>95.9%</b>	<b>98.3%</b>	<b>97.9%</b>	<b>97.0%</b>	
Change from prior year	-2.7%	1.5%	4.5%	0.4%	0.9%	2.0%	

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



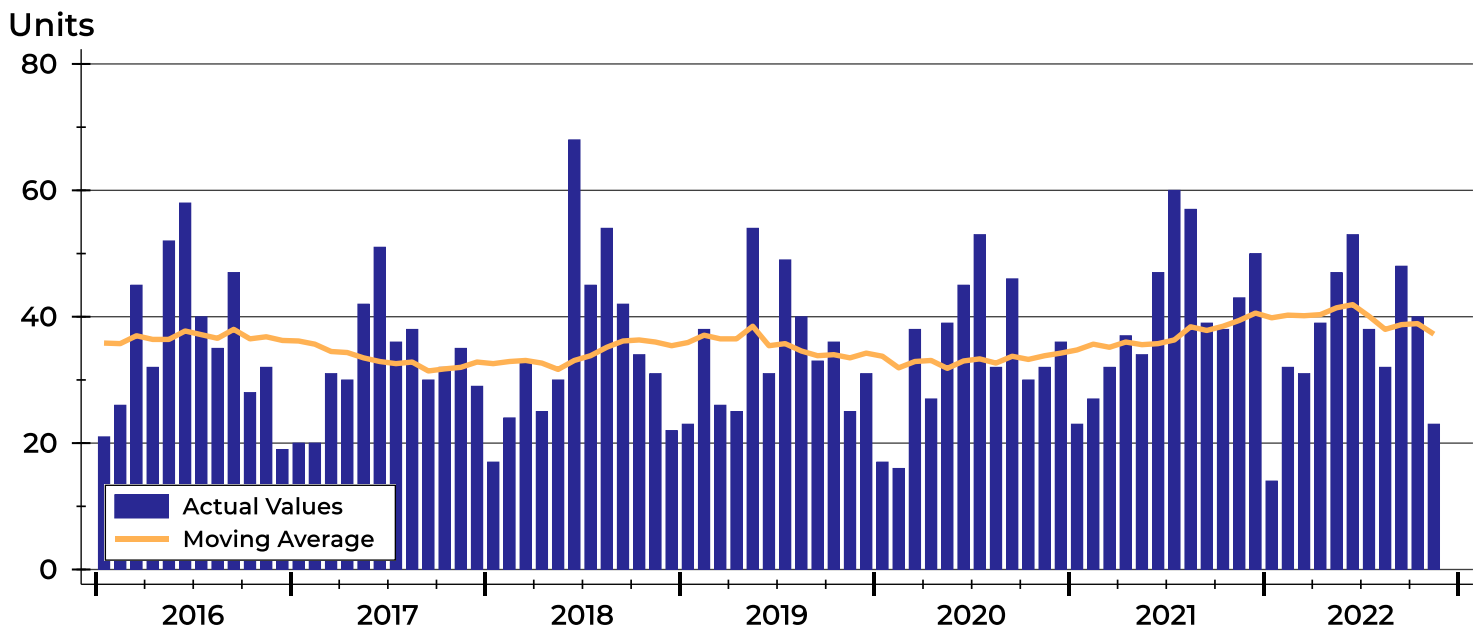
## South Region Closed Listings Analysis

Summary Statistics for Closed Listings		November			Year-to-Date		
		2022	2021	Change	2022	2021	Change
Closed Listings		<b>23</b>	43	-46.5%	<b>397</b>	437	-9.2%
Volume (1,000s)		<b>3,589</b>	6,369	-43.6%	<b>68,060</b>	65,434	4.0%
Months' Supply		<b>0.8</b>	0.7	14.3%	<b>N/A</b>	N/A	N/A
Average	Sale Price	<b>156,032</b>	148,120	5.3%	<b>171,435</b>	149,734	14.5%
	Days on Market	<b>27</b>	26	3.8%	<b>18</b>	23	-21.7%
	Percent of List	<b>94.2%</b>	95.9%	-1.8%	<b>96.4%</b>	94.5%	2.0%
	Percent of Original	<b>92.9%</b>	93.5%	-0.6%	<b>94.8%</b>	93.5%	1.4%
Median	Sale Price	<b>123,000</b>	147,000	-16.3%	<b>137,000</b>	139,000	-1.4%
	Days on Market	<b>9</b>	9	0.0%	<b>6</b>	6	0.0%
	Percent of List	<b>94.7%</b>	98.1%	-3.5%	<b>99.2%</b>	98.4%	0.8%
	Percent of Original	<b>94.7%</b>	97.3%	-2.7%	<b>98.3%</b>	97.9%	0.4%

A total of 23 homes sold in South Region in November, down from 43 units in November 2021. Total sales volume fell to \$3.6 million compared to \$6.4 million in the previous year.

The median sales price in November was \$123,000, down 16.3% compared to the prior year. Median days on market was 9 days, up from 8 days in October, but similar to November 2021.

## History of Closed Listings

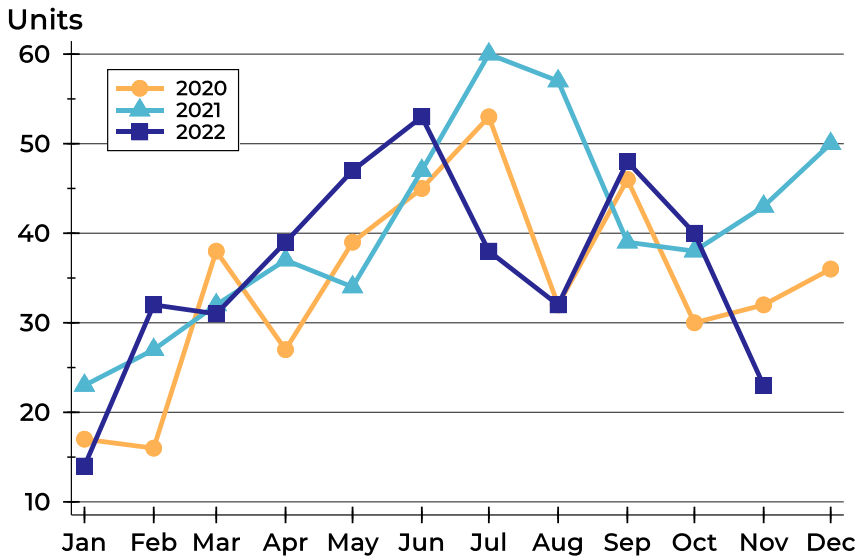






## South Region Closed Listings Analysis

### Closed Listings by Month



Month	2020	2021	2022
<b>January</b>	17	23	<b>14</b>
<b>February</b>	16	27	<b>32</b>
<b>March</b>	38	32	<b>31</b>
<b>April</b>	27	37	<b>39</b>
<b>May</b>	39	34	<b>47</b>
<b>June</b>	45	47	<b>53</b>
<b>July</b>	53	60	<b>38</b>
<b>August</b>	32	57	<b>32</b>
<b>September</b>	46	39	<b>48</b>
<b>October</b>	30	38	<b>40</b>
<b>November</b>	32	43	<b>23</b>
<b>December</b>	36	50	

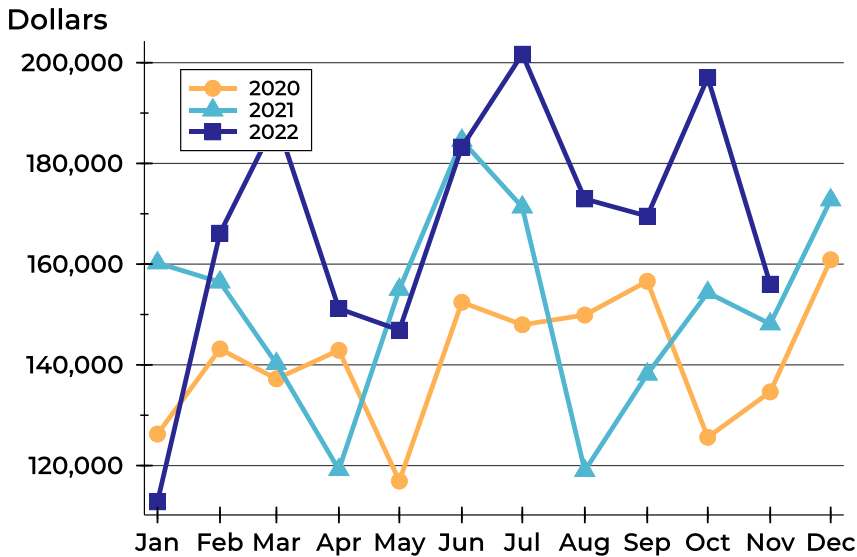
### Closed Listings by Price Range

Price Range	Sales		Months' Supply	Sale Price		Days on Market		Price as % of List		Price as % of Orig.	
	Number	Percent		Average	Median	Avg.	Med.	Avg.	Med.	Avg.	Med.
Below \$25,000	1	4.3%	0.0	14,000	14,000	0	0	100.0%	100.0%	100.0%	100.0%
\$25,000-\$49,999	2	8.7%	0.4	33,500	33,500	1	1	100.0%	100.0%	100.0%	100.0%
\$50,000-\$99,999	2	8.7%	1.2	76,500	76,500	78	78	91.6%	91.6%	88.3%	88.3%
\$100,000-\$124,999	7	30.4%	0.4	111,843	111,000	41	39	91.9%	92.6%	90.2%	93.1%
\$125,000-\$149,999	4	17.4%	0.3	133,975	131,950	7	8	97.3%	95.6%	95.9%	95.6%
\$150,000-\$174,999	2	8.7%	0.7	157,000	157,000	10	10	84.2%	84.2%	84.2%	84.2%
\$175,000-\$199,999	0	0.0%	0.3	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$200,000-\$249,999	2	8.7%	1.4	224,750	224,750	51	51	87.8%	87.8%	83.9%	83.9%
\$250,000-\$299,999	2	8.7%	0.5	262,500	262,500	7	7	104.0%	104.0%	104.0%	104.0%
\$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	1	4.3%	0.0	747,440	747,440	20	20	100.0%	100.0%	100.0%	100.0%
\$750,000-\$999,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A



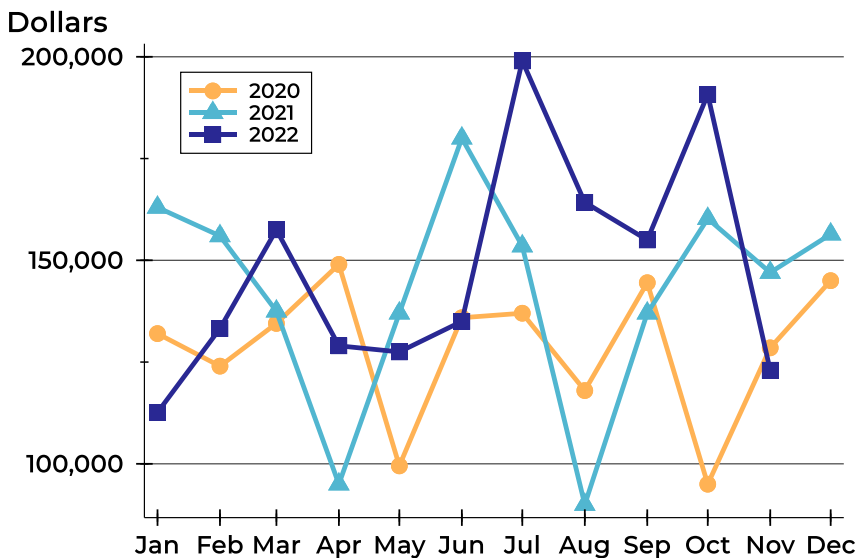
## South Region Closed Listings Analysis

### Average Price



Month	2020	2021	2022
<b>January</b>	126,265	160,235	<b>112,796</b>
<b>February</b>	143,155	156,432	<b>166,151</b>
<b>March</b>	137,224	140,241	<b>188,532</b>
<b>April</b>	142,899	119,181	<b>151,170</b>
<b>May</b>	116,921	154,972	<b>146,904</b>
<b>June</b>	152,440	184,562	<b>183,252</b>
<b>July</b>	147,962	171,326	<b>201,697</b>
<b>August</b>	149,894	118,993	<b>172,947</b>
<b>September</b>	156,602	138,141	<b>169,540</b>
<b>October</b>	125,620	154,339	<b>197,033</b>
<b>November</b>	134,630	148,120	<b>156,032</b>
<b>December</b>	160,870	172,741	

### Median Price

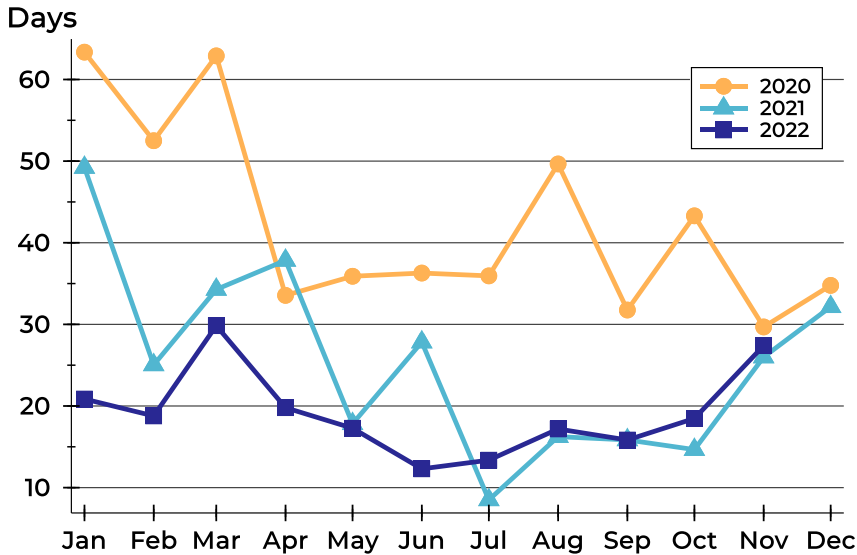


Month	2020	2021	2022
<b>January</b>	132,000	163,000	<b>112,625</b>
<b>February</b>	124,000	156,000	<b>133,250</b>
<b>March</b>	134,500	137,500	<b>157,500</b>
<b>April</b>	149,000	95,000	<b>129,000</b>
<b>May</b>	99,500	137,000	<b>127,500</b>
<b>June</b>	135,900	180,000	<b>135,000</b>
<b>July</b>	137,000	153,500	<b>199,000</b>
<b>August</b>	118,000	90,000	<b>164,250</b>
<b>September</b>	144,500	137,000	<b>155,000</b>
<b>October</b>	95,000	160,250	<b>190,750</b>
<b>November</b>	128,500	147,000	<b>123,000</b>
<b>December</b>	145,000	156,421	



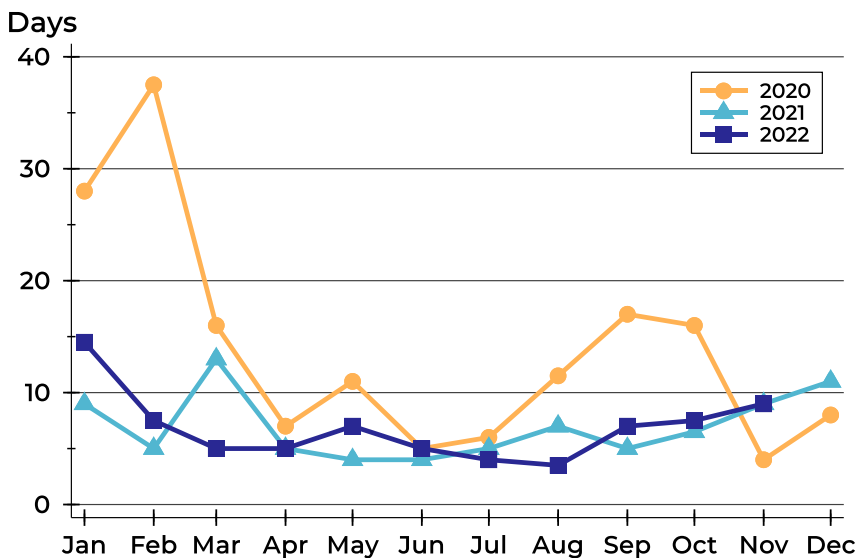
## South Region Closed Listings Analysis

### Average DOM



Month	2020	2021	2022
January	63	49	<b>21</b>
February	53	25	<b>19</b>
March	63	34	<b>30</b>
April	34	38	<b>20</b>
May	36	18	<b>17</b>
June	36	28	<b>12</b>
July	36	9	<b>13</b>
August	50	16	<b>17</b>
September	32	16	<b>16</b>
October	43	15	<b>18</b>
November	30	26	<b>27</b>
December	35	32	

### Median DOM



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



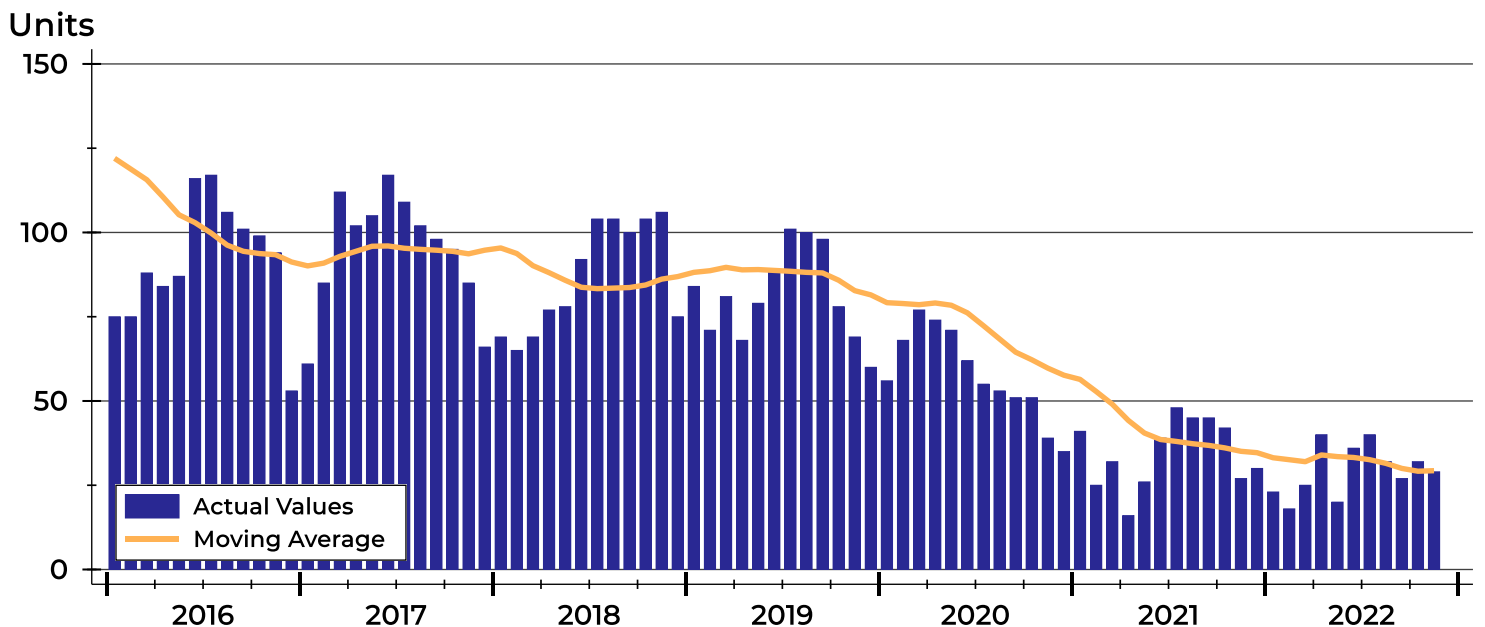
## South Region Active Listings Analysis

Summary Statistics for Active Listings		End of November		
		2022	2021	Change
Active Listings		<b>29</b>	27	7.4%
Volume (1,000s)		<b>5,430</b>	3,899	39.3%
Months' Supply		<b>0.8</b>	0.7	14.3%
Average	List Price	<b>187,245</b>	144,400	29.7%
	Days on Market	<b>52</b>	43	20.9%
	Percent of Original	<b>96.7%</b>	95.8%	0.9%
Median	List Price	<b>164,900</b>	115,000	43.4%
	Days on Market	<b>36</b>	35	2.9%
	Percent of Original	<b>97.6%</b>	97.6%	0.0%

A total of 29 homes were available for sale in South Region at the end of November. This represents a 0.8 months' supply of active listings.

The median list price of homes on the market at the end of November was \$164,900, up 43.4% from 2021. The typical time on market for active listings was 36 days, up from 35 days a year earlier.

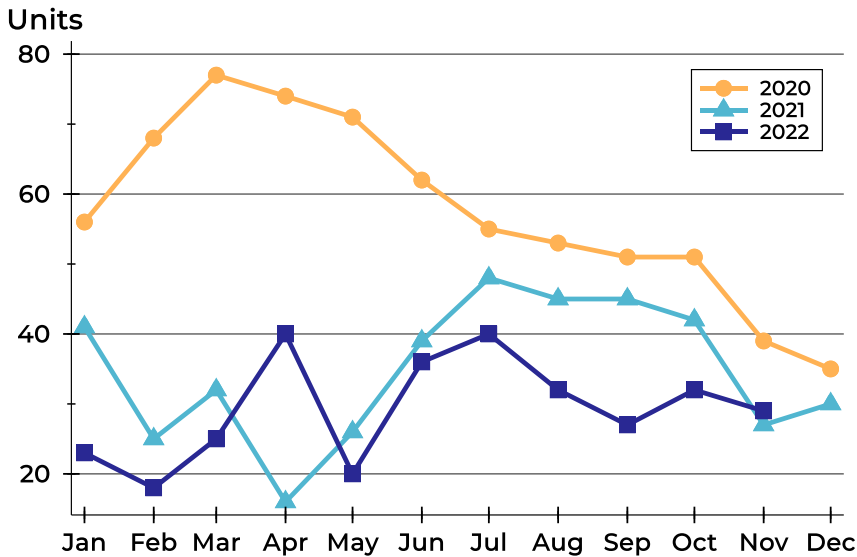
## History of Active Listings





## South Region Active Listings Analysis

### Active Listings by Month



Month	2020	2021	2022
<b>January</b>	56	41	<b>23</b>
<b>February</b>	68	25	<b>18</b>
<b>March</b>	77	32	<b>25</b>
<b>April</b>	74	16	<b>40</b>
<b>May</b>	71	26	<b>20</b>
<b>June</b>	62	39	<b>36</b>
<b>July</b>	55	48	<b>40</b>
<b>August</b>	53	45	<b>32</b>
<b>September</b>	51	45	<b>27</b>
<b>October</b>	51	42	<b>32</b>
<b>November</b>	39	27	<b>29</b>
<b>December</b>	35	30	

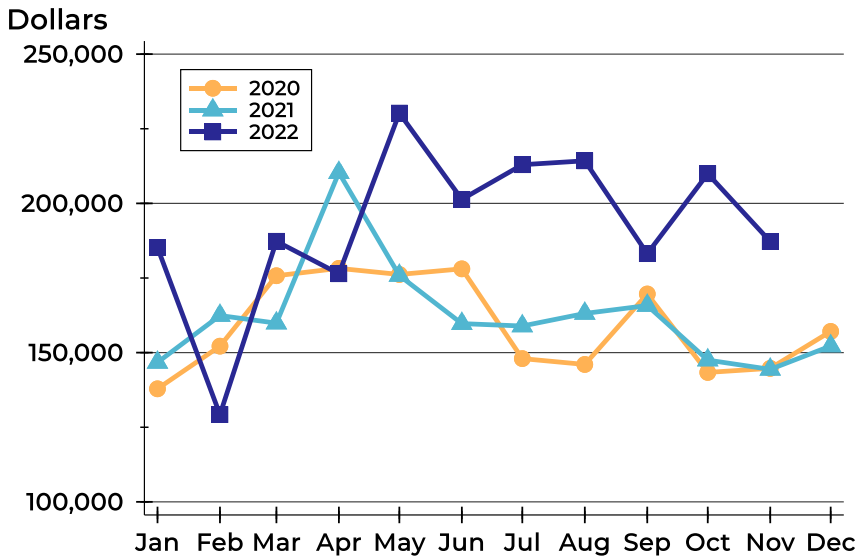
### Active Listings by Price Range

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	3.4%	0.4	39,900	39,900	51	51	100.0%	100.0%
\$50,000-\$99,999	9	31.0%	1.2	84,444	89,900	64	31	97.2%	100.0%
\$100,000-\$124,999	2	6.9%	0.4	118,500	118,500	60	60	95.9%	95.9%
\$125,000-\$149,999	1	3.4%	0.3	129,900	129,900	19	19	100.0%	100.0%
\$150,000-\$174,999	2	6.9%	0.7	157,450	157,450	39	39	100.0%	100.0%
\$175,000-\$199,999	1	3.4%	0.3	199,900	199,900	38	38	97.5%	97.5%
\$200,000-\$249,999	8	27.6%	1.4	231,288	236,950	50	30	95.7%	96.7%
\$250,000-\$299,999	1	3.4%	0.5	254,900	254,900	15	15	98.8%	98.8%
\$300,000-\$399,999	2	6.9%	N/A	359,250	359,250	57	57	93.5%	93.5%
\$400,000-\$499,999	2	6.9%	N/A	462,400	462,400	43	43	94.7%	94.7%
\$500,000-\$749,999	0	0.0%	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	N/A
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A



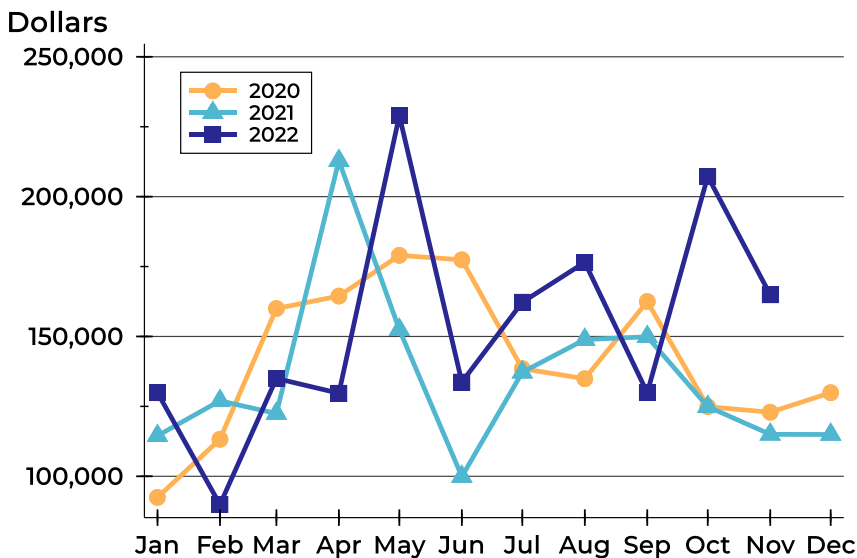
## South Region Active Listings Analysis

### Average Price



Month	2020	2021	2022
<b>January</b>	137,880	146,720	<b>185,204</b>
<b>February</b>	152,168	162,432	<b>129,250</b>
<b>March</b>	175,756	159,881	<b>187,302</b>
<b>April</b>	178,239	210,297	<b>176,425</b>
<b>May</b>	176,189	175,850	<b>230,253</b>
<b>June</b>	178,075	159,719	<b>201,368</b>
<b>July</b>	147,997	158,919	<b>212,957</b>
<b>August</b>	146,040	163,124	<b>214,261</b>
<b>September</b>	169,654	165,777	<b>183,156</b>
<b>October</b>	143,375	147,499	<b>209,934</b>
<b>November</b>	144,738	144,400	<b>187,245</b>
<b>December</b>	157,104	152,213	

### Median Price

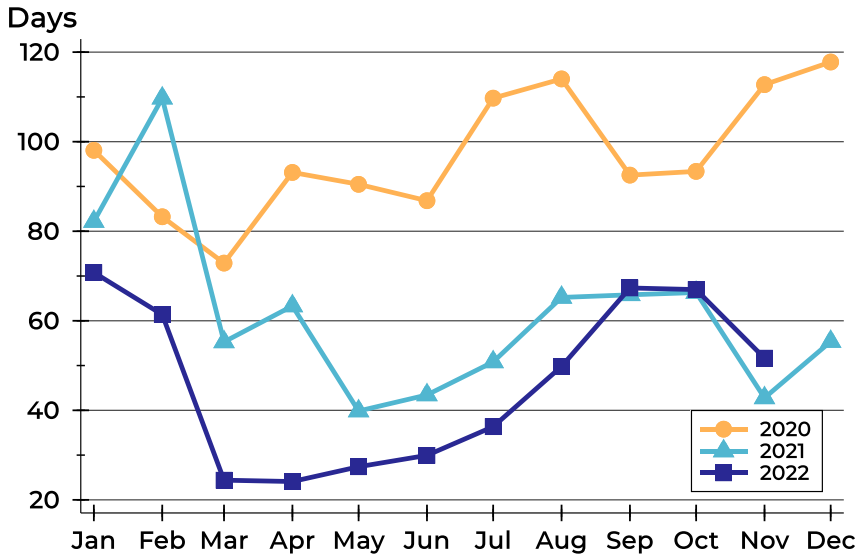


Month	2020	2021	2022
<b>January</b>	92,450	114,500	<b>129,900</b>
<b>February</b>	113,250	127,000	<b>89,900</b>
<b>March</b>	160,000	122,448	<b>135,000</b>
<b>April</b>	164,450	212,850	<b>129,700</b>
<b>May</b>	179,000	152,450	<b>228,950</b>
<b>June</b>	177,400	99,900	<b>133,700</b>
<b>July</b>	138,500	137,200	<b>162,250</b>
<b>August</b>	134,900	148,900	<b>176,500</b>
<b>September</b>	162,500	149,900	<b>129,900</b>
<b>October</b>	124,900	124,900	<b>207,250</b>
<b>November</b>	122,900	115,000	<b>164,900</b>
<b>December</b>	129,900	114,950	



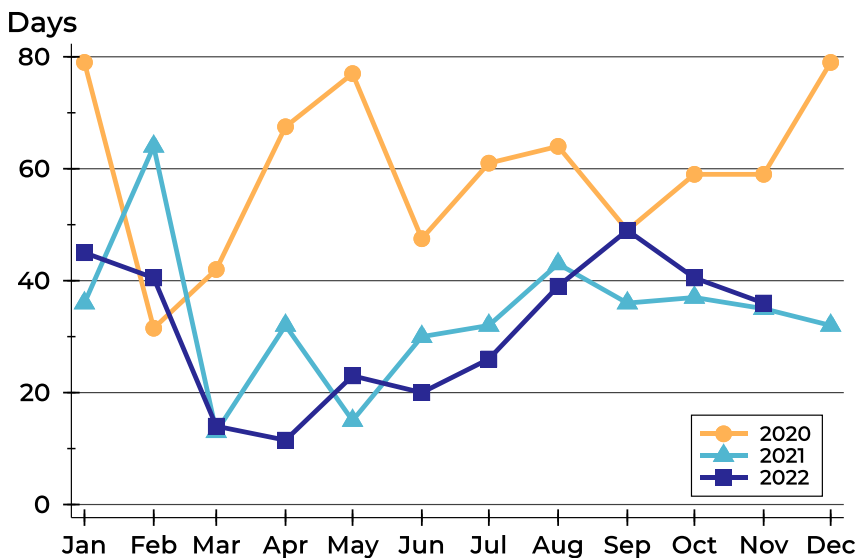
## South Region Active Listings Analysis

### Average DOM



Month	2020	2021	2022
January	98	82	<b>71</b>
February	83	110	<b>61</b>
March	73	55	<b>24</b>
April	93	63	<b>24</b>
May	90	40	<b>27</b>
June	87	43	<b>30</b>
July	110	51	<b>36</b>
August	114	65	<b>50</b>
September	93	66	<b>67</b>
October	93	66	<b>67</b>
November	113	43	<b>52</b>
December	118	55	

### Median DOM

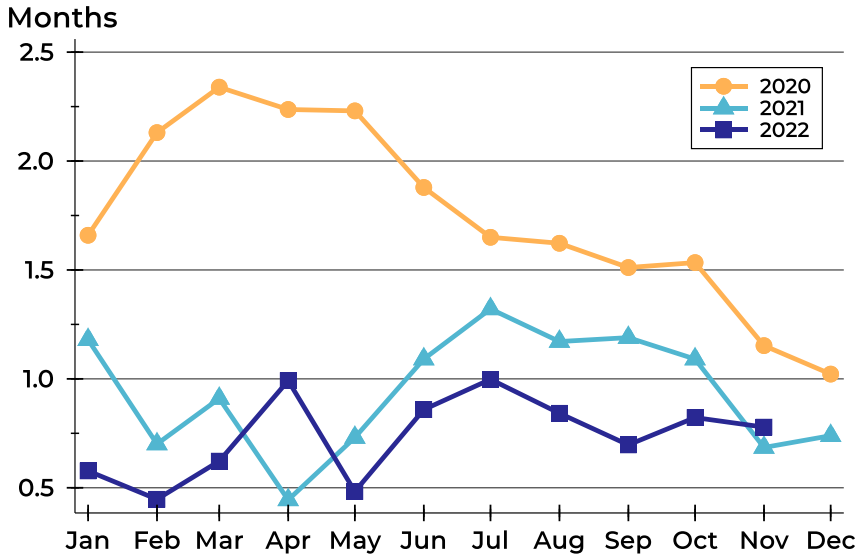


Month	2020	2021	2022
January	79	36	<b>45</b>
February	32	64	<b>41</b>
March	42	13	<b>14</b>
April	68	32	<b>12</b>
May	77	15	<b>23</b>
June	48	30	<b>20</b>
July	61	32	<b>26</b>
August	64	43	<b>39</b>
September	49	36	<b>49</b>
October	59	37	<b>41</b>
November	59	35	<b>36</b>
December	79	32	



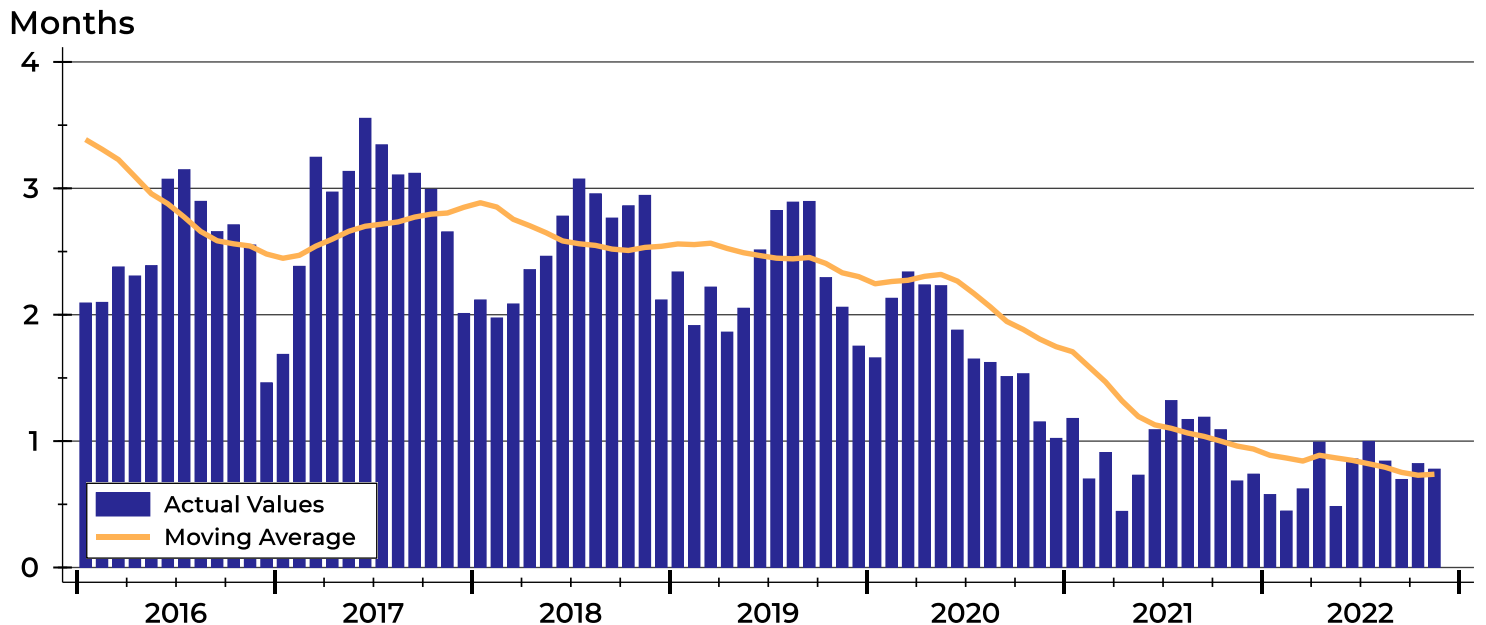
## South Region Months' Supply Analysis

### Months' Supply by Month



Month	2020	2021	2022
January	1.7	1.2	<b>0.6</b>
February	2.1	0.7	<b>0.4</b>
March	2.3	0.9	<b>0.6</b>
April	2.2	0.4	<b>1.0</b>
May	2.2	0.7	<b>0.5</b>
June	1.9	1.1	<b>0.9</b>
July	1.7	1.3	<b>1.0</b>
August	1.6	1.2	<b>0.8</b>
September	1.5	1.2	<b>0.7</b>
October	1.5	1.1	<b>0.8</b>
November	1.2	0.7	<b>0.8</b>
December	1.0	0.7	

### History of Month's Supply







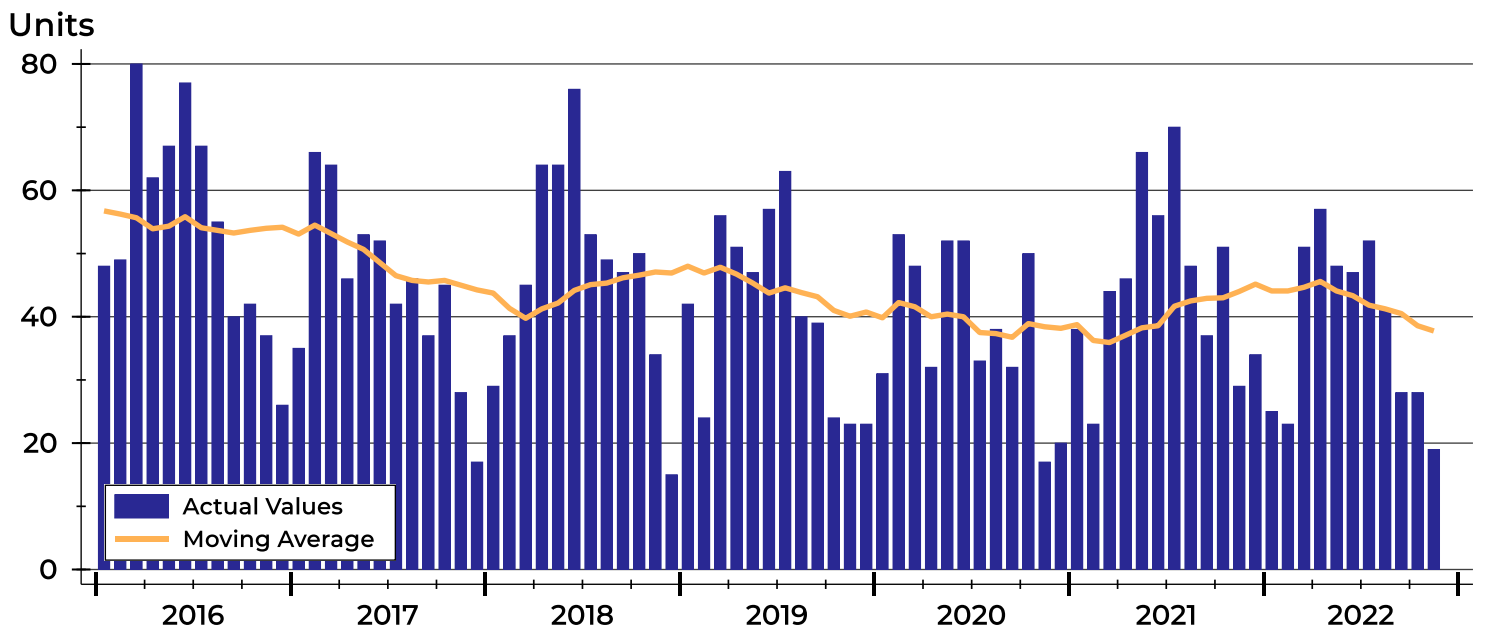
## South Region New Listings Analysis

Summary Statistics for New Listings		2022	November 2021	Change
Current Month	New Listings	<b>19</b>	29	-34.5%
	Volume (1,000s)	<b>3,592</b>	4,428	-18.9%
	Average List Price	<b>189,042</b>	152,690	23.8%
	Median List Price	<b>143,000</b>	119,900	19.3%
Year-to-Date	New Listings	<b>419</b>	508	-17.5%
	Volume (1,000s)	<b>75,513</b>	84,872	-11.0%
	Average List Price	<b>180,222</b>	167,071	7.9%
	Median List Price	<b>149,900</b>	139,900	7.1%

A total of 19 new listings were added in South Region during November, down 34.5% from the same month in 2021. Year-to-date South Region has seen 419 new listings.

The median list price of these homes was \$143,000 up from \$119,900 in 2021.

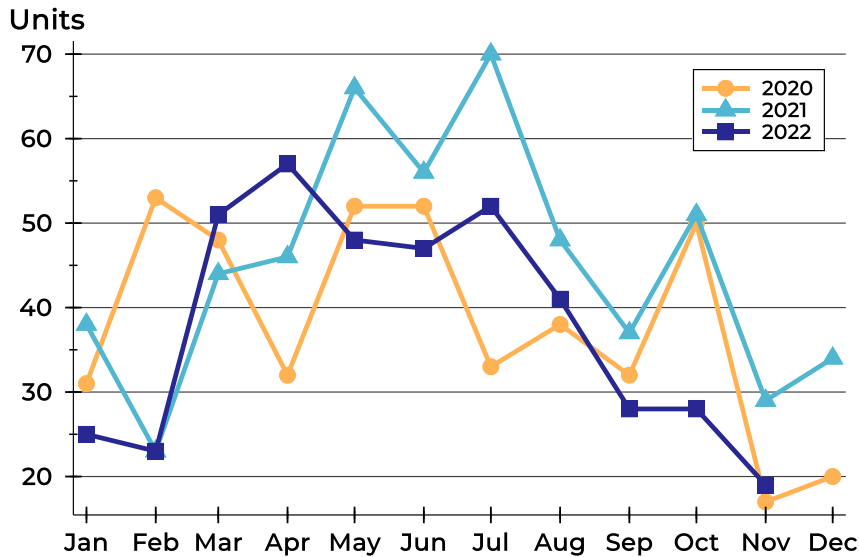
## History of New Listings





## South Region New Listings Analysis

### New Listings by Month



Month	2020	2021	2022
January	31	38	25
February	53	23	23
March	48	44	51
April	32	46	57
May	52	66	48
June	52	56	47
July	33	70	52
August	38	48	41
September	32	37	28
October	50	51	28
November	17	29	19
December	20	34	

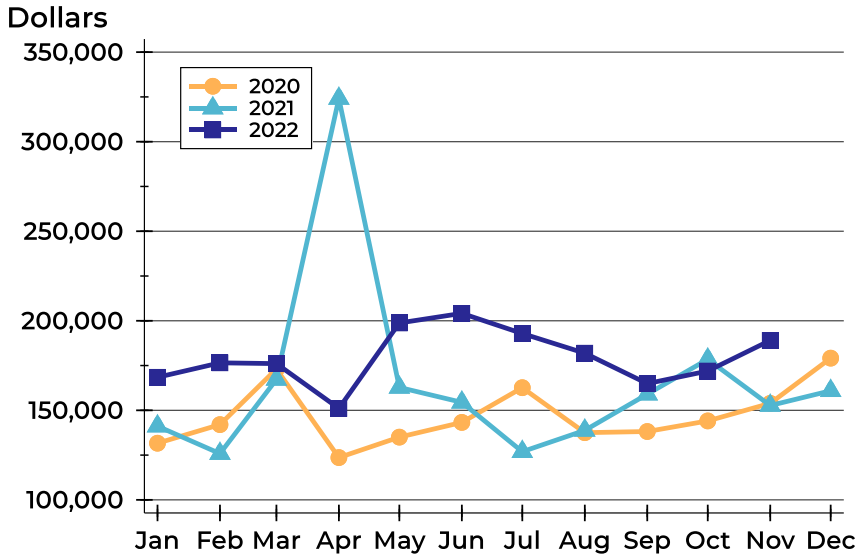
### New Listings by Price Range

Price Range	New Listings		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$25,000-\$49,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$50,000-\$99,999	4	21.1%	87,425	89,950	24	26	101.9%	100.0%
\$100,000-\$124,999	2	10.5%	122,450	122,450	20	20	100.0%	100.0%
\$125,000-\$149,999	4	21.1%	133,100	132,200	9	5	100.7%	100.0%
\$150,000-\$174,999	2	10.5%	154,750	154,750	5	5	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	4	21.1%	229,100	229,450	24	23	96.2%	97.9%
\$250,000-\$299,999	1	5.3%	254,900	254,900	20	20	98.8%	98.8%
\$300,000-\$399,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$400,000-\$499,999	1	5.3%	439,000	439,000	11	11	100.0%	100.0%
\$500,000-\$749,999	1	5.3%	545,000	545,000	0	0	100.0%	100.0%
\$750,000-\$999,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



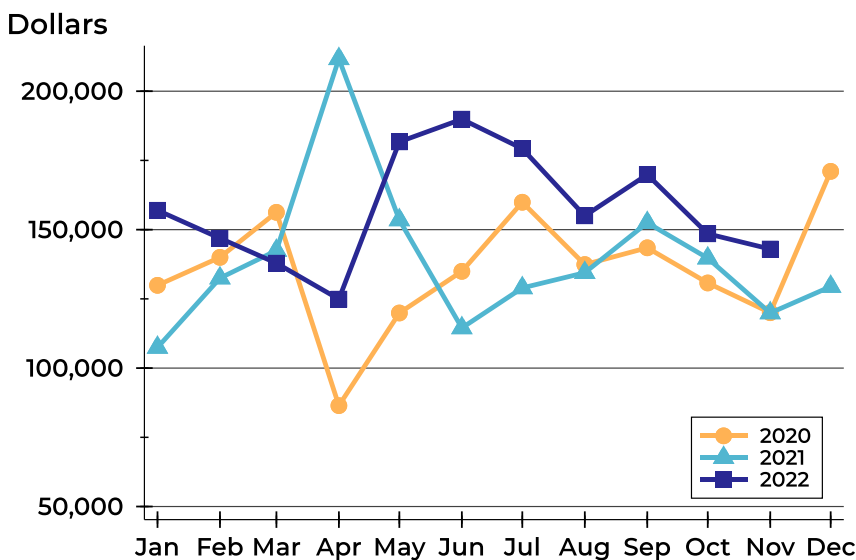
## South Region New Listings Analysis

### Average Price



Month	2020	2021	2022
<b>January</b>	131,644	141,162	<b>168,444</b>
<b>February</b>	142,031	125,850	<b>176,520</b>
<b>March</b>	173,054	167,257	<b>176,097</b>
<b>April</b>	123,622	324,133	<b>151,064</b>
<b>May</b>	135,032	162,800	<b>198,788</b>
<b>June</b>	143,258	154,455	<b>204,147</b>
<b>July</b>	162,645	126,920	<b>192,898</b>
<b>August</b>	137,534	138,800	<b>181,916</b>
<b>September</b>	138,174	159,004	<b>164,932</b>
<b>October</b>	144,087	178,488	<b>171,950</b>
<b>November</b>	153,906	152,690	<b>189,042</b>
<b>December</b>	179,135	160,932	-

### Median Price



Month	2020	2021	2022
<b>January</b>	129,900	107,450	<b>157,000</b>
<b>February</b>	140,000	132,500	<b>146,900</b>
<b>March</b>	156,250	142,450	<b>137,900</b>
<b>April</b>	86,450	211,700	<b>124,900</b>
<b>May</b>	119,900	153,500	<b>181,700</b>
<b>June</b>	134,950	114,500	<b>189,900</b>
<b>July</b>	159,900	128,950	<b>179,250</b>
<b>August</b>	137,400	134,450	<b>155,000</b>
<b>September</b>	143,450	152,500	<b>169,900</b>
<b>October</b>	130,750	139,700	<b>148,500</b>
<b>November</b>	120,000	119,900	<b>143,000</b>
<b>December</b>	171,050	129,450	-



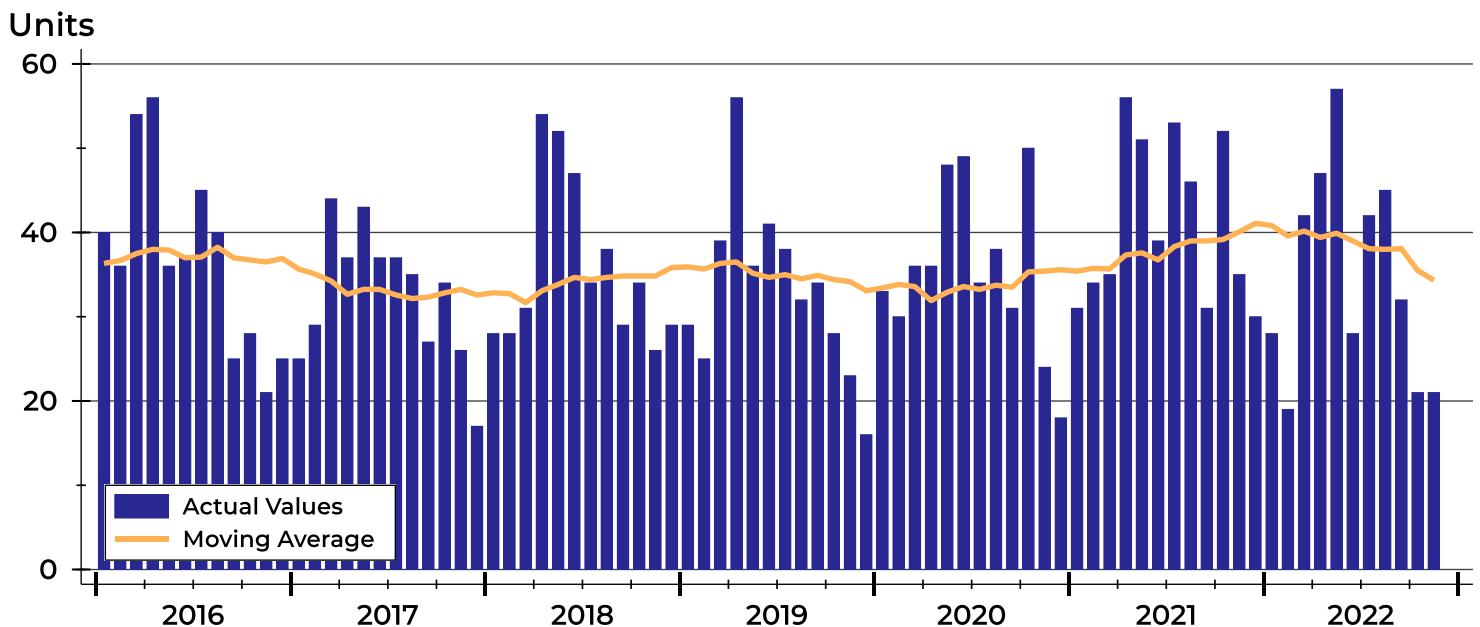
## South Region Contracts Written Analysis

Summary Statistics for Contracts Written		November			Year-to-Date		
		2022	2021	Change	2022	2021	Change
Contracts Written		<b>21</b>	35	-40.0%	<b>382</b>	463	-17.5%
Volume (1,000s)		<b>4,356</b>	5,521	-21.1%	<b>67,599</b>	79,079	-14.5%
Average	Sale Price	<b>207,410</b>	157,747	31.5%	<b>176,961</b>	170,797	3.6%
	Days on Market	<b>52</b>	30	73.3%	<b>20</b>	22	-9.1%
	Percent of Original	<b>92.5%</b>	94.5%	-2.1%	<b>94.6%</b>	93.5%	1.2%
Median	Sale Price	<b>149,000</b>	134,950	10.4%	<b>147,950</b>	145,000	2.0%
	Days on Market	<b>19</b>	16	18.8%	<b>6</b>	6	0.0%
	Percent of Original	<b>96.2%</b>	94.7%	1.6%	<b>98.3%</b>	97.8%	0.5%

A total of 21 contracts for sale were written in South Region during the month of November, down from 35 in 2021. The median list price of these homes was \$149,000, up from \$134,950 the prior year.

Half of the homes that went under contract in November were on the market less than 19 days, compared to 16 days in November 2021.

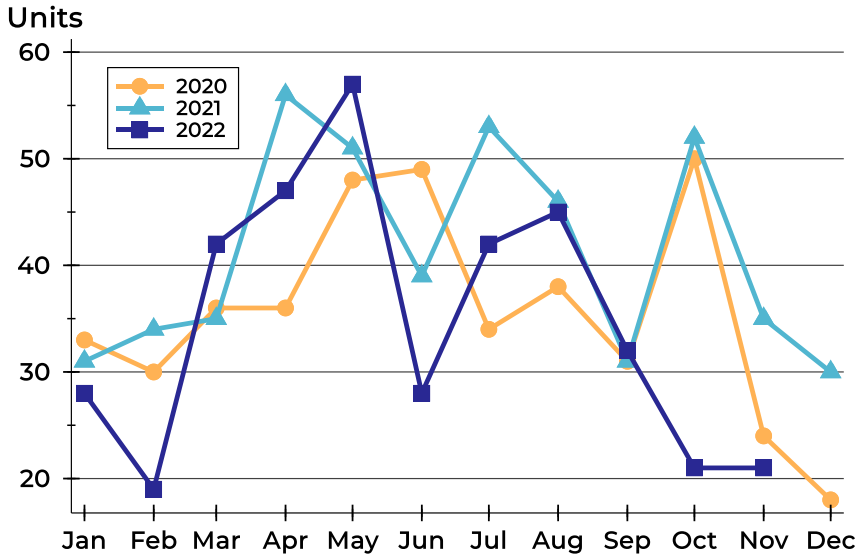
## History of Contracts Written





## South Region Contracts Written Analysis

### Contracts Written by Month



Month	2020	2021	2022
<b>January</b>	33	31	<b>28</b>
<b>February</b>	30	34	<b>19</b>
<b>March</b>	36	35	<b>42</b>
<b>April</b>	36	56	<b>47</b>
<b>May</b>	48	51	<b>57</b>
<b>June</b>	49	39	<b>28</b>
<b>July</b>	34	53	<b>42</b>
<b>August</b>	38	46	<b>45</b>
<b>September</b>	31	31	<b>32</b>
<b>October</b>	50	52	<b>21</b>
<b>November</b>	24	35	<b>21</b>
<b>December</b>	18	30	

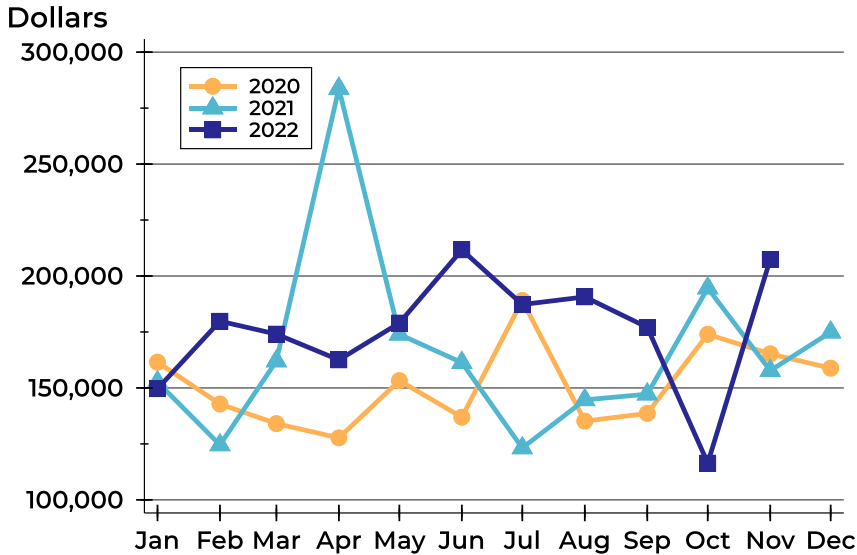
### Contracts Written by Price Range

Price Range	Contracts Written		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$25,000-\$49,999	1	4.8%	39,900	39,900	8	8	75.2%	75.2%
\$50,000-\$99,999	3	14.3%	88,967	90,000	127	137	80.5%	81.8%
\$100,000-\$124,999	1	4.8%	124,900	124,900	3	3	100.0%	100.0%
\$125,000-\$149,999	6	28.6%	136,883	137,200	20	7	96.6%	98.1%
\$150,000-\$174,999	2	9.5%	162,200	162,200	12	12	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	2	9.5%	237,250	237,250	84	84	89.3%	89.3%
\$250,000-\$299,999	1	4.8%	280,000	280,000	63	63	93.4%	93.4%
\$300,000-\$399,999	3	14.3%	346,567	339,900	109	120	91.2%	90.5%
\$400,000-\$499,999	1	4.8%	439,000	439,000	11	11	100.0%	100.0%
\$500,000-\$749,999	1	4.8%	545,000	545,000	0	0	100.0%	100.0%
\$750,000-\$999,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



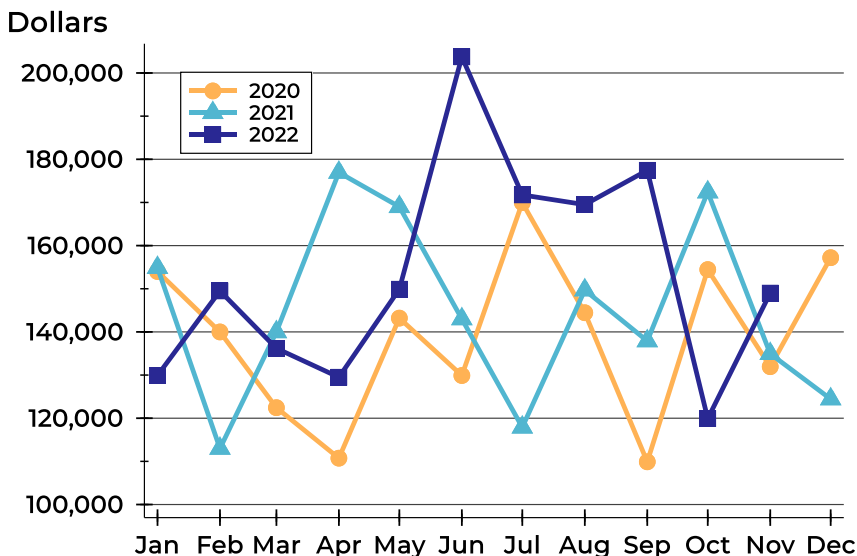
## South Region Contracts Written Analysis

### Average Price



Month	2020	2021	2022
<b>January</b>	161,533	152,635	<b>149,650</b>
<b>February</b>	142,817	124,538	<b>179,816</b>
<b>March</b>	134,064	162,020	<b>174,064</b>
<b>April</b>	127,706	283,786	<b>162,527</b>
<b>May</b>	153,267	173,956	<b>179,005</b>
<b>June</b>	136,953	161,297	<b>211,686</b>
<b>July</b>	189,050	123,181	<b>187,255</b>
<b>August</b>	135,189	144,672	<b>190,669</b>
<b>September</b>	138,637	147,213	<b>177,082</b>
<b>October</b>	173,968	194,613	<b>116,448</b>
<b>November</b>	165,229	157,747	<b>207,410</b>
<b>December</b>	158,842	174,907	-

### Median Price

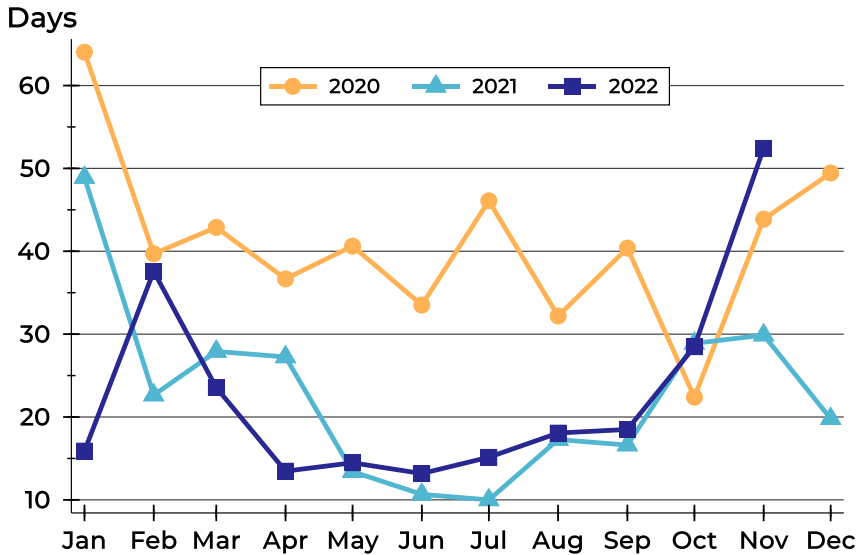


Month	2020	2021	2022
<b>January</b>	154,000	154,900	<b>129,900</b>
<b>February</b>	140,000	113,000	<b>149,500</b>
<b>March</b>	122,450	140,000	<b>136,200</b>
<b>April</b>	110,750	176,950	<b>129,500</b>
<b>May</b>	143,200	169,000	<b>149,900</b>
<b>June</b>	129,900	143,000	<b>203,750</b>
<b>July</b>	169,950	117,900	<b>171,750</b>
<b>August</b>	144,450	149,700	<b>169,500</b>
<b>September</b>	109,900	137,900	<b>177,450</b>
<b>October</b>	154,450	172,400	<b>119,900</b>
<b>November</b>	131,950	134,950	<b>149,000</b>
<b>December</b>	157,200	124,450	-



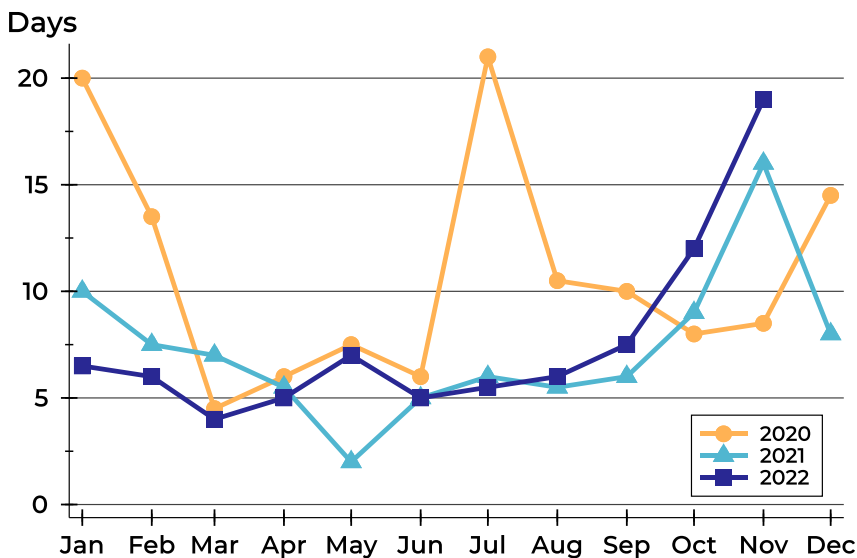
## South Region Contracts Written Analysis

### Average DOM



Month	2020	2021	2022
January	64	49	16
February	40	23	38
March	43	28	24
April	37	27	13
May	41	13	14
June	34	11	13
July	46	10	15
August	32	17	18
September	40	17	19
October	22	29	28
November	44	30	52
December	49	20	

### Median DOM



Month	2020	2021	2022
January	20	10	7
February	14	8	6
March	5	7	4
April	6	6	5
May	8	2	7
June	6	5	5
July	21	6	6
August	11	6	6
September	10	6	8
October	8	9	12
November	9	16	19
December	15	8	



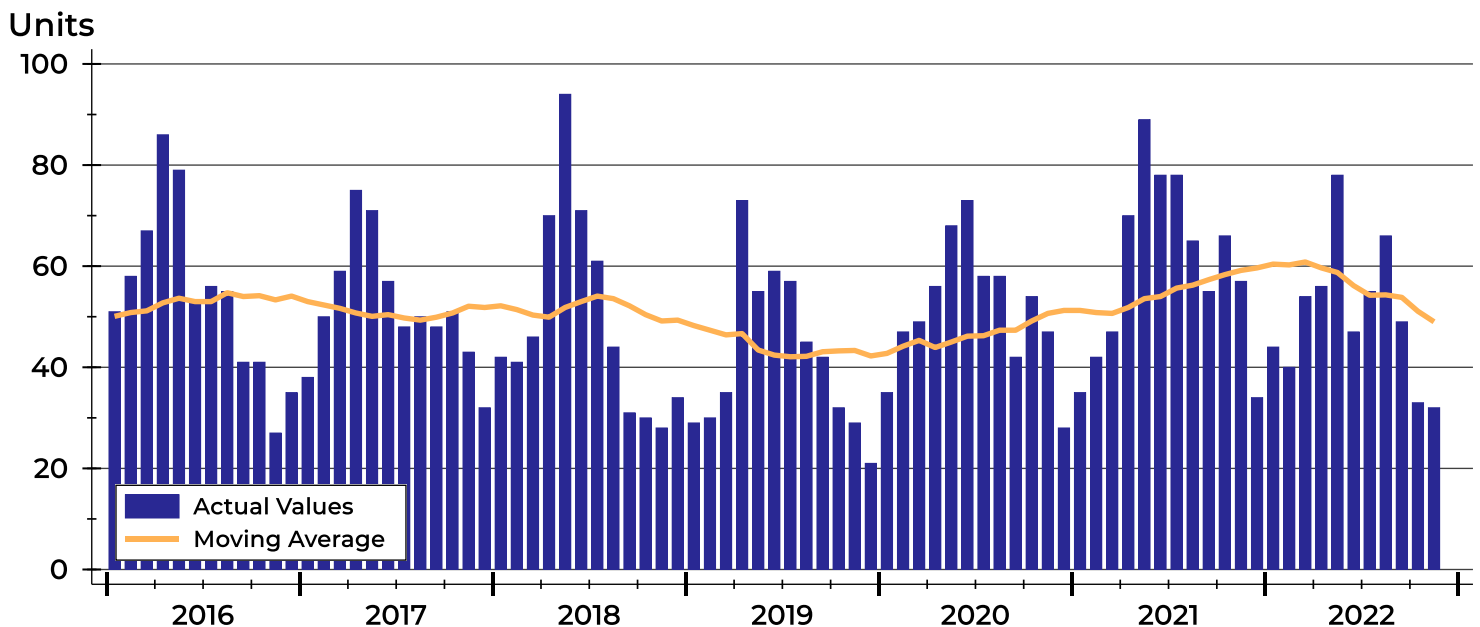
## South Region Pending Contracts Analysis

Summary Statistics for Pending Contracts		End of November		
		2022	2021	Change
Pending Contracts		<b>32</b>	57	-43.9%
Volume (1,000s)		<b>6,159</b>	10,627	-42.0%
Average	List Price	<b>192,484</b>	186,445	3.2%
	Days on Market	<b>44</b>	30	46.7%
	Percent of Original	<b>94.9%</b>	97.9%	-3.1%
Median	List Price	<b>149,000</b>	154,900	-3.8%
	Days on Market	<b>19</b>	12	58.3%
	Percent of Original	<b>100.0%</b>	100.0%	0.0%

A total of 32 listings in South Region had contracts pending at the end of November, down from 57 contracts pending at the end of November 2021.

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

## History of Pending Contracts

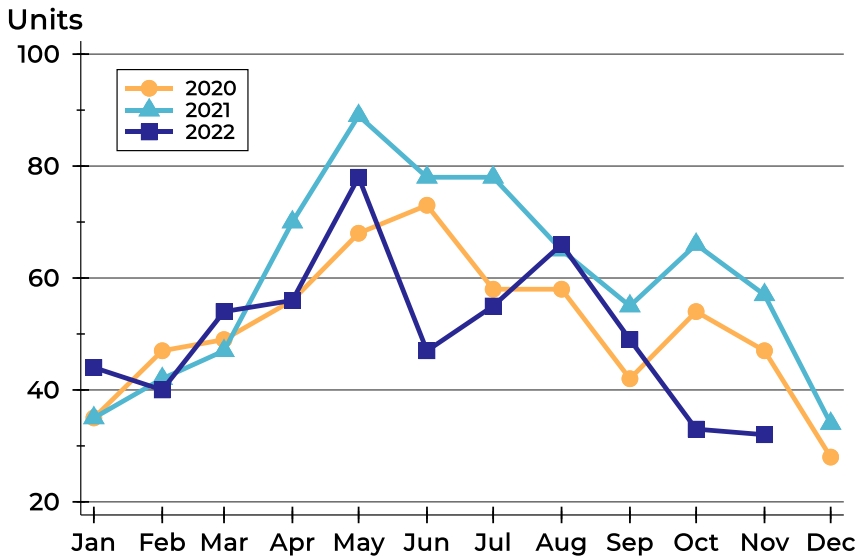






## South Region Pending Contracts Analysis

### Pending Contracts by Month



Month	2020	2021	2022
<b>January</b>	35	35	<b>44</b>
<b>February</b>	47	42	<b>40</b>
<b>March</b>	49	47	<b>54</b>
<b>April</b>	56	70	<b>56</b>
<b>May</b>	68	89	<b>78</b>
<b>June</b>	73	78	<b>47</b>
<b>July</b>	58	78	<b>55</b>
<b>August</b>	58	65	<b>66</b>
<b>September</b>	42	55	<b>49</b>
<b>October</b>	54	66	<b>33</b>
<b>November</b>	47	57	<b>32</b>
<b>December</b>	28	34	

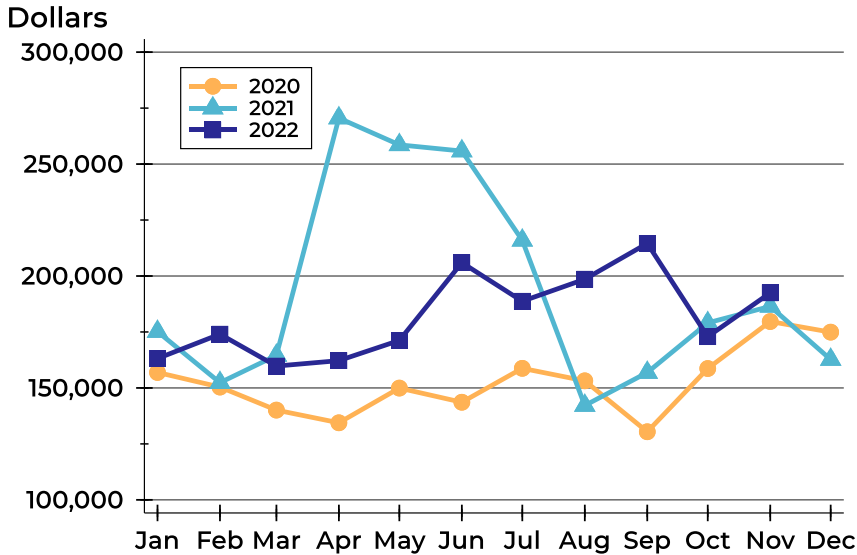
### Pending Contracts by Price Range

Price Range	Pending Contracts		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$25,000-\$49,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$50,000-\$99,999	5	15.6%	76,880	75,000	74	49	91.0%	99.3%
\$100,000-\$124,999	4	12.5%	119,325	118,750	48	7	95.5%	100.0%
\$125,000-\$149,999	8	25.0%	140,425	144,000	22	5	97.2%	100.0%
\$150,000-\$174,999	3	9.4%	166,433	164,900	20	19	95.1%	100.0%
\$175,000-\$199,999	3	9.4%	198,967	199,000	15	4	96.8%	100.0%
\$200,000-\$249,999	2	6.3%	237,250	237,250	84	84	89.3%	89.3%
\$250,000-\$299,999	2	6.3%	290,000	290,000	33	33	96.7%	96.7%
\$300,000-\$399,999	3	9.4%	346,567	339,900	109	120	91.2%	90.5%
\$400,000-\$499,999	1	3.1%	439,000	439,000	11	11	100.0%	100.0%
\$500,000-\$749,999	1	3.1%	545,000	545,000	0	0	100.0%	100.0%
\$750,000-\$999,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



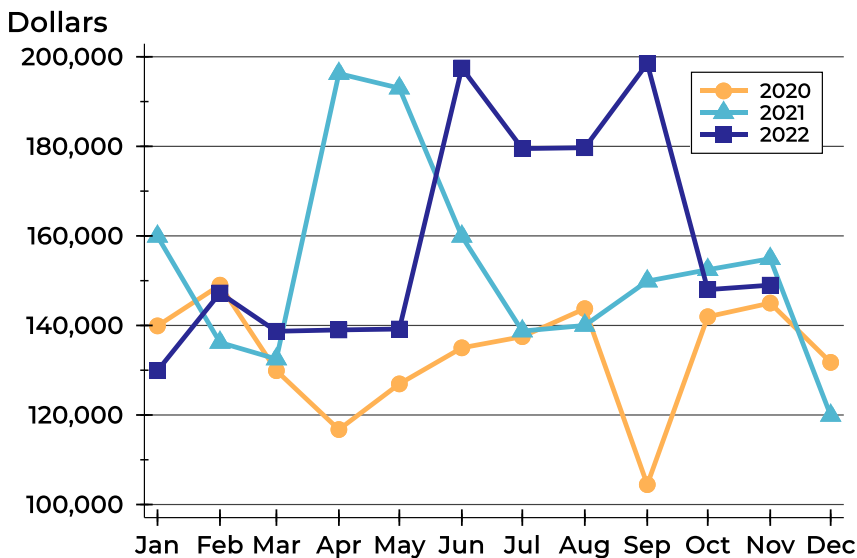
## South Region Pending Contracts Analysis

### Average Price



Month	2020	2021	2022
January	156,923	175,194	<b>163,136</b>
February	150,398	152,350	<b>174,028</b>
March	140,100	164,519	<b>159,775</b>
April	134,432	270,567	<b>162,203</b>
May	149,944	258,597	<b>171,222</b>
June	143,621	255,823	<b>205,968</b>
July	158,762	215,941	<b>188,731</b>
August	153,178	142,146	<b>198,574</b>
September	130,426	156,878	<b>214,564</b>
October	158,674	179,071	<b>172,898</b>
November	179,672	186,445	<b>192,484</b>
December	174,921	162,691	

### Median Price

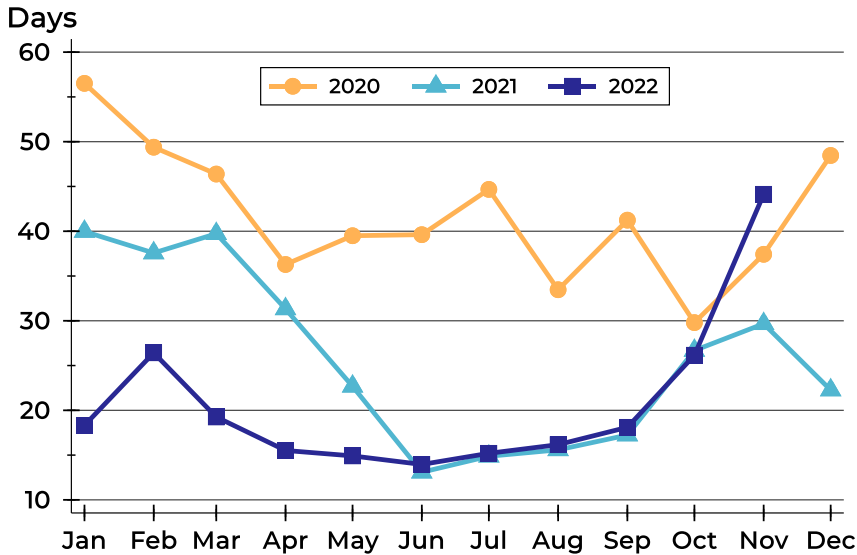


Month	2020	2021	2022
January	139,900	159,900	<b>129,900</b>
February	149,000	136,200	<b>147,250</b>
March	129,900	132,500	<b>138,700</b>
April	116,750	196,250	<b>139,000</b>
May	126,950	193,000	<b>139,200</b>
June	135,000	159,900	<b>197,500</b>
July	137,500	138,750	<b>179,500</b>
August	143,750	140,000	<b>179,700</b>
September	104,450	149,900	<b>198,500</b>
October	141,950	152,450	<b>148,000</b>
November	145,000	154,900	<b>149,000</b>
December	131,750	119,900	



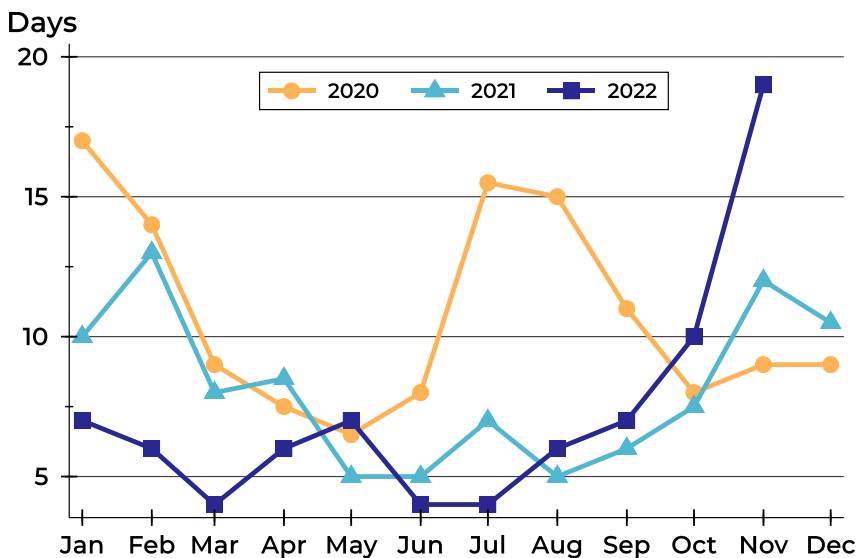
## South Region Pending Contracts Analysis

### Average DOM



Month	2020	2021	2022
January	57	40	<b>18</b>
February	49	38	<b>26</b>
March	46	40	<b>19</b>
April	36	31	<b>16</b>
May	40	23	<b>15</b>
June	40	13	<b>14</b>
July	45	15	<b>15</b>
August	33	16	<b>16</b>
September	41	17	<b>18</b>
October	30	27	<b>26</b>
November	37	30	<b>44</b>
December	48	22	

### Median DOM



Month	2020	2021	2022
January	17	10	<b>7</b>
February	14	13	<b>6</b>
March	9	8	<b>4</b>
April	8	9	<b>6</b>
May	7	5	<b>7</b>
June	8	5	<b>4</b>
July	16	7	<b>4</b>
August	15	5	<b>6</b>
September	11	6	<b>7</b>
October	8	8	<b>10</b>
November	9	12	<b>19</b>
December	9	11	