



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

## November 2023 Region Total Statistics

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

**Sunflower MLS, Inc.**

3646 S.W. Plass Ave.  
Topeka, Kansas 66611

Phone: 785/267-3215  
Fax: 785/267-4993  
E-mail: [denise@sunflowerrealtors.com](mailto:denise@sunflowerrealtors.com)



## Central Region Housing Report



### Market Overview

#### Central Region Home Sales Rose in November

Total home sales in Central Region rose by 0.6% last month to 174 units, compared to 173 units in November 2022. Total sales volume was \$34.0 million, up 6.7% from a year earlier.

The median sale price in November was \$169,450, up from \$162,500 a year earlier. Homes that sold in November were typically on the market for 8 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 251 units, up from 224 at the same point in 2022. This represents a 1.3 months' supply of homes available for sale. The median list price of homes on the market at the end of November was \$220,000.

During November, a total of 158 contracts were written up from 150 in November 2022. At the end of the month, there were 170 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

### Contact Information

Denise Humphrey, Chief Executive Officer  
 Sunflower Association of REALTORS®  
 3646 SW Plasm  
 Topeka, KS 66611  
 785-267-3215  
[denise@sunflowerrealtors.com](mailto:denise@sunflowerrealtors.com)  
[www.SunflowerRealtors.com](http://www.SunflowerRealtors.com)



## Central Region Summary Statistics

November MLS Statistics Three-year History		Current Month			Year-to-Date		
		2023	2022	2021	2023	2022	2021
<b>Home Sales</b>		<b>174</b>	<b>173</b>	<b>219</b>	<b>2,213</b>	<b>2,473</b>	<b>2,716</b>
Change from prior year		0.6%	-21.0%	5.3%	-10.5%	-8.9%	2.4%
<b>Active Listings</b>		<b>251</b>	<b>224</b>	<b>146</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
Change from prior year		12.1%	53.4%	-25.5%			
<b>Months' Supply</b>		<b>1.3</b>	<b>1.0</b>	<b>0.6</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
Change from prior year		30.0%	66.7%	-25.0%			
<b>New Listings</b>		<b>187</b>	<b>193</b>	<b>189</b>	<b>2,569</b>	<b>2,760</b>	<b>3,014</b>
Change from prior year		-3.1%	2.1%	-27.3%	-6.9%	-8.4%	-2.0%
<b>Contracts Written</b>		<b>159</b>	<b>150</b>	<b>189</b>	<b>2,241</b>	<b>2,431</b>	<b>2,753</b>
Change from prior year		6.0%	-20.6%	-14.1%	-7.8%	-11.7%	-0.3%
<b>Pending Contracts</b>		<b>170</b>	<b>164</b>	<b>252</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
Change from prior year		3.7%	-34.9%	-3.4%			
<b>Sales Volume (1,000s)</b>		<b>33,979</b>	<b>31,836</b>	<b>40,150</b>	<b>461,942</b>	<b>491,234</b>	<b>500,109</b>
Change from prior year		6.7%	-20.7%	21.9%	-6.0%	-1.8%	16.7%
Average	<b>Sale Price</b>	<b>195,282</b>	<b>184,025</b>	<b>183,332</b>	<b>208,740</b>	<b>198,639</b>	<b>184,134</b>
	Change from prior year	6.1%	0.4%	15.8%	5.1%	7.9%	14.0%
	<b>List Price of Actives</b>	<b>274,200</b>	<b>278,713</b>	<b>203,924</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
	Change from prior year	-1.6%	36.7%	2.5%			
	<b>Days on Market</b>	<b>18</b>	<b>20</b>	<b>15</b>	<b>17</b>	<b>13</b>	<b>14</b>
Change from prior year	-10.0%	33.3%	-6.3%	30.8%	-7.1%	-41.7%	
	<b>Percent of List</b>	<b>99.0%</b>	<b>98.6%</b>	<b>100.2%</b>	<b>99.8%</b>	<b>100.9%</b>	<b>100.6%</b>
Change from prior year	0.4%	-1.6%	1.2%	-1.1%	0.3%	2.1%	
	<b>Percent of Original</b>	<b>96.9%</b>	<b>97.0%</b>	<b>98.8%</b>	<b>98.4%</b>	<b>99.6%</b>	<b>99.8%</b>
Change from prior year	-0.1%	-1.8%	1.2%	-1.2%	-0.2%	2.6%	
Median	<b>Sale Price</b>	<b>169,450</b>	<b>162,500</b>	<b>161,500</b>	<b>180,000</b>	<b>170,000</b>	<b>164,000</b>
	Change from prior year	4.3%	0.6%	18.5%	5.9%	3.7%	17.1%
	<b>List Price of Actives</b>	<b>220,000</b>	<b>189,500</b>	<b>144,950</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
	Change from prior year	16.1%	30.7%	-0.9%			
	<b>Days on Market</b>	<b>8</b>	<b>5</b>	<b>4</b>	<b>4</b>	<b>3</b>	<b>3</b>
Change from prior year	60.0%	25.0%	0.0%	33.3%	0.0%	-40.0%	
	<b>Percent of List</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>
Change from prior year	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	
	<b>Percent of Original</b>	<b>98.5%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>
Change from prior year	-1.5%	0.0%	0.0%	0.0%	0.0%	0.0%	

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



## Central Region Closed Listings Analysis

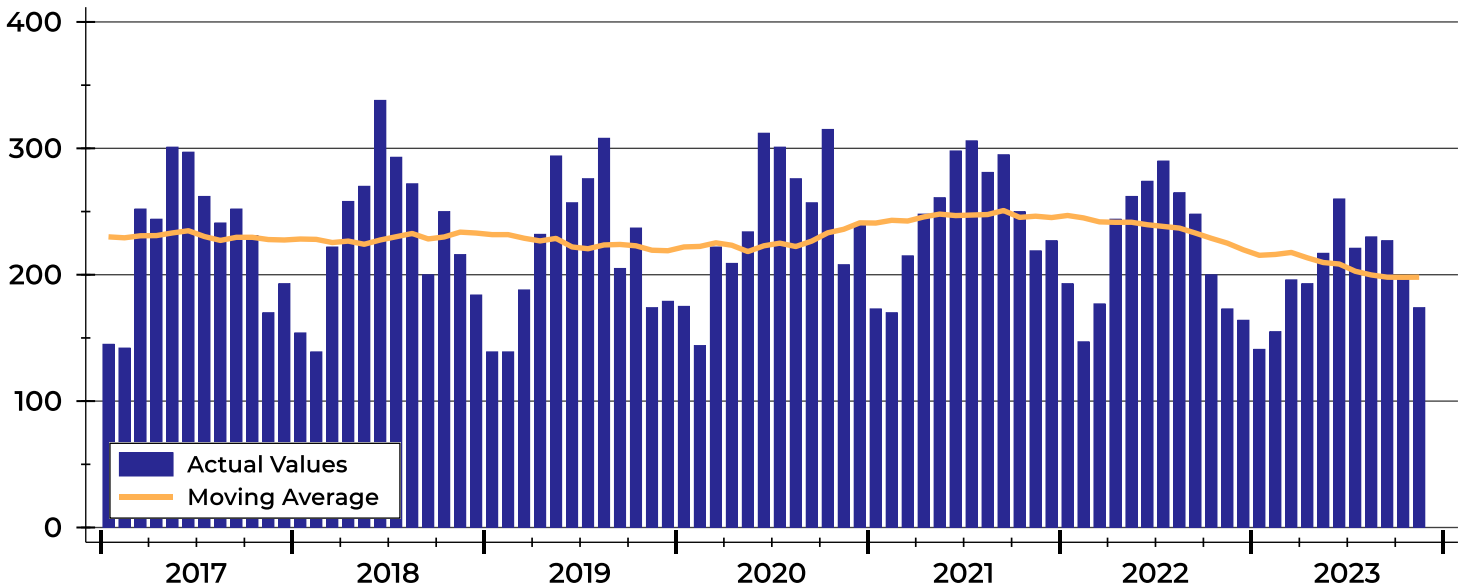
Summary Statistics for Closed Listings		November			Year-to-Date		
		2023	2022	Change	2023	2022	Change
Closed Listings		<b>174</b>	173	0.6%	<b>2,213</b>	2,473	-10.5%
Volume (1,000s)		<b>33,979</b>	31,836	6.7%	<b>461,942</b>	491,234	-6.0%
Months' Supply		<b>1.3</b>	1.0	30.0%	<b>N/A</b>	N/A	N/A
Average	Sale Price	<b>195,282</b>	184,025	6.1%	<b>208,740</b>	198,639	5.1%
	Days on Market	<b>18</b>	20	-10.0%	<b>17</b>	13	30.8%
	Percent of List	<b>99.0%</b>	98.6%	0.4%	<b>99.8%</b>	100.9%	-1.1%
	Percent of Original	<b>96.9%</b>	97.0%	-0.1%	<b>98.4%</b>	99.6%	-1.2%
Median	Sale Price	<b>169,450</b>	162,500	4.3%	<b>180,000</b>	170,000	5.9%
	Days on Market	<b>8</b>	5	60.0%	<b>4</b>	3	33.3%
	Percent of List	<b>100.0%</b>	100.0%	0.0%	<b>100.0%</b>	100.0%	0.0%
	Percent of Original	<b>98.5%</b>	100.0%	-1.5%	<b>100.0%</b>	100.0%	0.0%

A total of 174 homes sold in Central Region in November, up from 173 units in November 2022. Total sales volume rose to \$34.0 million compared to \$31.8 million in the previous year.

The median sales price in November was \$169,450, up 4.3% compared to the prior year. Median days on market was 8 days, up from 6 days in October, and up from 5 in November 2022.

## History of Closed Listings

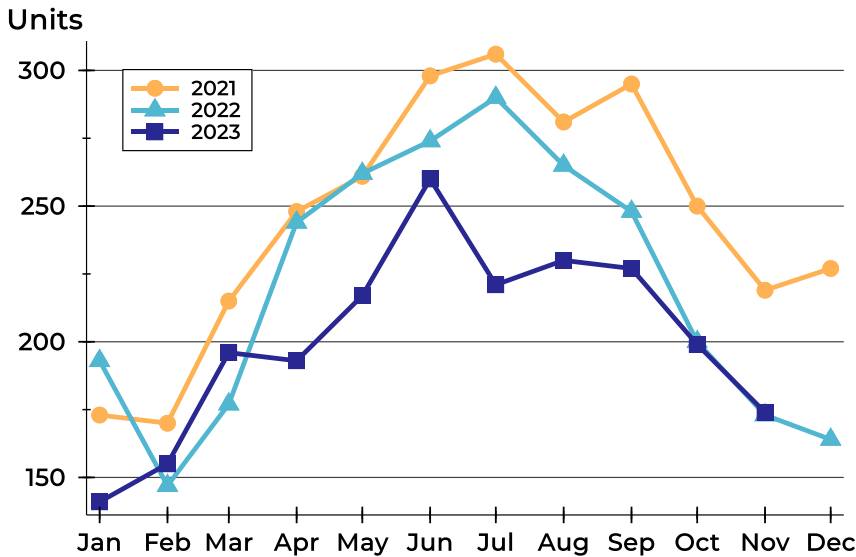
Units





## Central Region Closed Listings Analysis

### Closed Listings by Month



Month	2021	2022	2023
January	173	193	141
February	170	147	155
March	215	177	196
April	248	244	193
May	261	262	217
June	298	274	260
July	306	290	221
August	281	265	230
September	295	248	227
October	250	200	199
November	219	173	174
December	227	164	

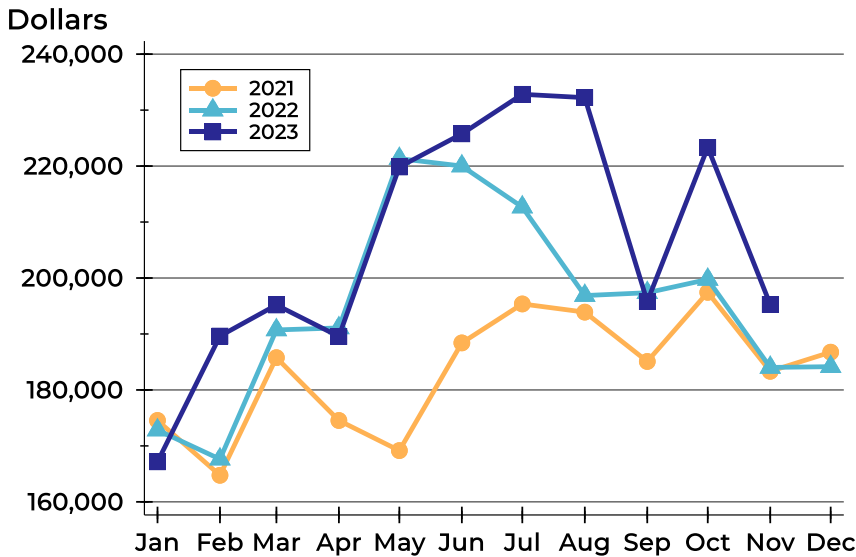
### Closed Listings by Price Range

Price Range	Sales		Months' Supply	Sale Price		Days on Market		Price as % of List		Price as % of Orig.	
	Number	Percent		Average	Median	Avg.	Med.	Avg.	Med.	Avg.	Med.
Below \$25,000	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	5	2.9%	2.4	34,801	33,500	17	9	91.3%	93.3%	88.2%	87.5%
\$50,000-\$99,999	27	15.5%	0.9	70,900	67,000	20	10	97.5%	100.0%	93.9%	94.2%
\$100,000-\$124,999	16	9.2%	0.8	110,627	109,500	14	5	99.0%	100.0%	97.9%	99.5%
\$125,000-\$149,999	20	11.5%	0.8	135,920	136,000	12	6	98.6%	99.7%	97.2%	98.6%
\$150,000-\$174,999	22	12.6%	0.8	159,942	159,660	11	7	100.9%	100.0%	99.3%	100.0%
\$175,000-\$199,999	11	6.3%	1.3	187,918	187,500	20	11	97.9%	97.9%	95.8%	96.0%
\$200,000-\$249,999	25	14.4%	1.4	219,941	220,000	16	11	100.7%	100.0%	98.9%	100.0%
\$250,000-\$299,999	22	12.6%	1.2	272,582	273,000	25	21	99.2%	100.0%	96.9%	97.4%
\$300,000-\$399,999	15	8.6%	1.6	344,982	338,225	11	4	100.5%	100.0%	99.2%	100.0%
\$400,000-\$499,999	9	5.2%	1.6	449,600	462,500	39	10	96.6%	96.5%	93.3%	94.5%
\$500,000-\$749,999	2	1.1%	3.4	550,000	550,000	17	17	100.7%	100.7%	100.7%	100.7%
\$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



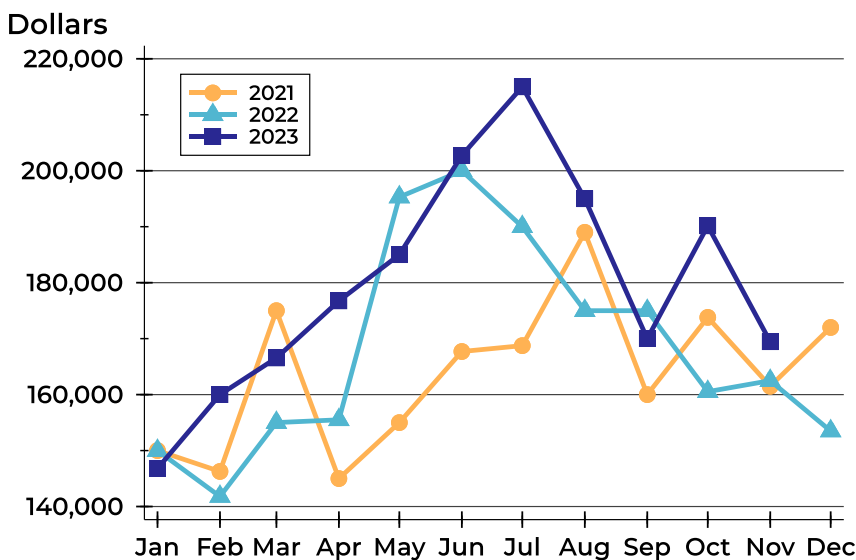
## Central Region Closed Listings Analysis

### Average Price



Month	2021	2022	2023
<b>January</b>	174,546	172,833	<b>167,154</b>
<b>February</b>	164,751	167,638	<b>189,627</b>
<b>March</b>	185,768	190,723	<b>195,182</b>
<b>April</b>	174,543	191,081	<b>189,557</b>
<b>May</b>	169,166	221,340	<b>219,842</b>
<b>June</b>	188,404	220,010	<b>225,758</b>
<b>July</b>	195,369	212,671	<b>232,828</b>
<b>August</b>	193,901	196,867	<b>232,231</b>
<b>September</b>	185,089	197,371	<b>195,798</b>
<b>October</b>	197,444	199,751	<b>223,343</b>
<b>November</b>	183,332	184,025	<b>195,282</b>
<b>December</b>	186,750	184,162	

### Median Price

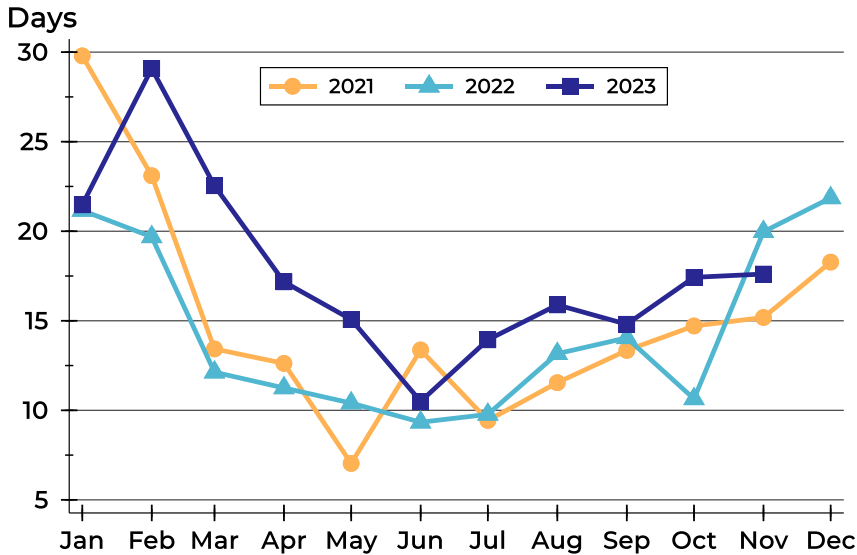


Month	2021	2022	2023
<b>January</b>	150,000	150,000	<b>146,800</b>
<b>February</b>	146,273	141,800	<b>160,000</b>
<b>March</b>	175,000	155,000	<b>166,550</b>
<b>April</b>	145,001	155,500	<b>176,750</b>
<b>May</b>	155,000	195,300	<b>185,000</b>
<b>June</b>	167,700	200,000	<b>202,750</b>
<b>July</b>	168,750	190,000	<b>215,000</b>
<b>August</b>	189,000	175,000	<b>195,000</b>
<b>September</b>	160,000	175,000	<b>170,000</b>
<b>October</b>	173,800	160,526	<b>190,155</b>
<b>November</b>	161,500	162,500	<b>169,450</b>
<b>December</b>	172,000	153,500	



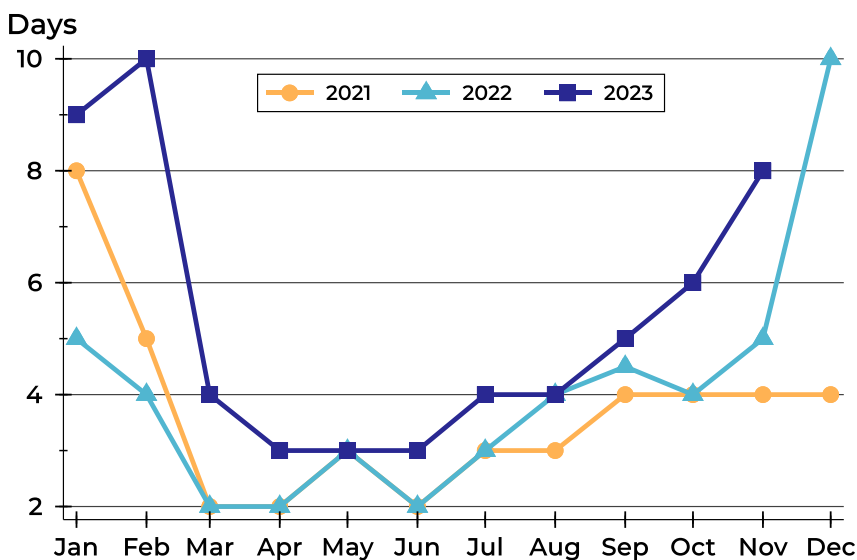
## Central Region Closed Listings Analysis

### Average DOM



Month	2021	2022	2023
January	30	21	<b>21</b>
February	23	20	<b>29</b>
March	13	12	<b>23</b>
April	13	11	<b>17</b>
May	7	10	<b>15</b>
June	13	9	<b>11</b>
July	9	10	<b>14</b>
August	12	13	<b>16</b>
September	13	14	<b>15</b>
October	15	11	<b>17</b>
November	15	20	<b>18</b>
December	18	22	

### Median DOM



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



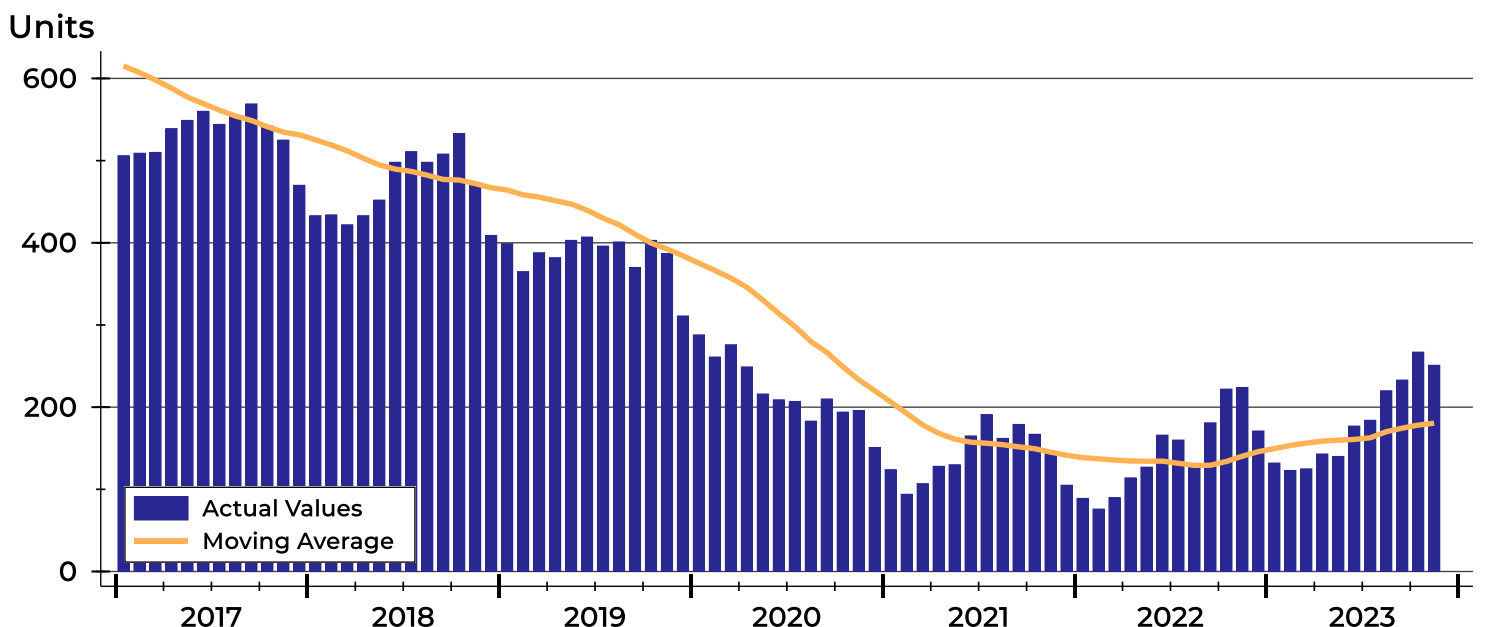
## Central Region Active Listings Analysis

Summary Statistics for Active Listings		2023	2022	Change
Active Listings		<b>251</b>	224	12.1%
Volume (1,000s)		<b>68,824</b>	62,432	10.2%
Months' Supply		<b>1.3</b>	1.0	30.0%
Average	List Price	<b>274,200</b>	278,713	-1.6%
	Days on Market	<b>58</b>	50	16.0%
	Percent of Original	<b>95.5%</b>	96.8%	-1.3%
Median	List Price	<b>220,000</b>	189,500	16.1%
	Days on Market	<b>39</b>	33	18.2%
	Percent of Original	<b>100.0%</b>	100.0%	0.0%

A total of 251 homes were available for sale in Central Region at the end of November. This represents a 1.3 months' supply of active listings.

The median list price of homes on the market at the end of November was \$220,000, up 16.1% from 2022. The typical time on market for active listings was 39 days, up from 33 days a year earlier.

## History of Active Listings

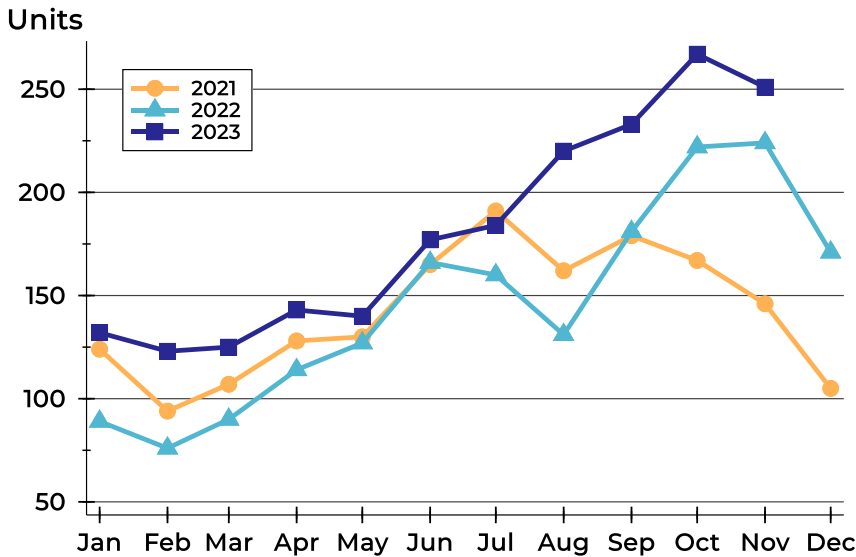






## Central Region Active Listings Analysis

### Active Listings by Month



Month	2021	2022	2023
January	124	89	<b>132</b>
February	94	76	<b>123</b>
March	107	90	<b>125</b>
April	128	114	<b>143</b>
May	130	127	<b>140</b>
June	165	166	<b>177</b>
July	191	160	<b>184</b>
August	162	131	<b>220</b>
September	179	181	<b>233</b>
October	167	222	<b>267</b>
November	146	224	<b>251</b>
December	105	171	

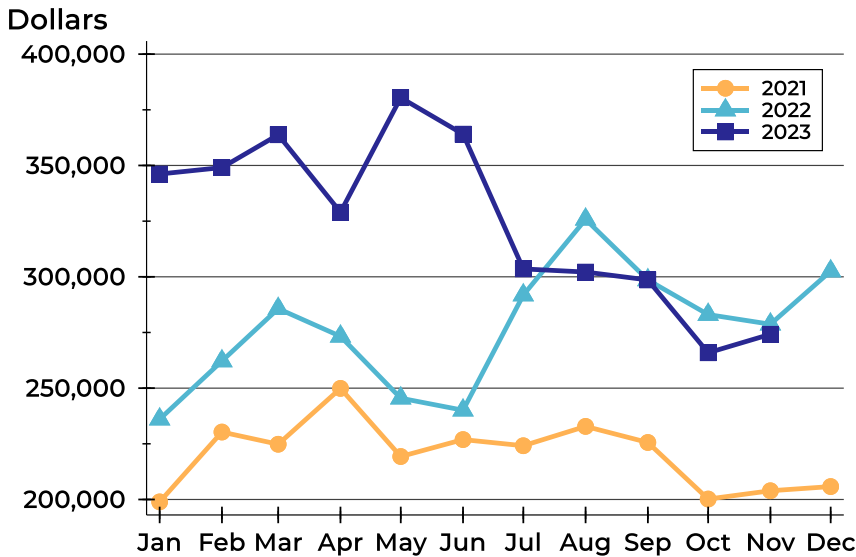
### Active Listings by Price Range

Price Range	Active Listings Number	Active Listings Percent	Months' Supply	List Price Average	List Price Median	Days on Market Avg.	Days on Market Med.	Price as % of Orig. Avg.	Price as % of Orig. Med.
Below \$25,000	3	1.2%	N/A	8,783	1,850	14	3	100.0%	100.0%
\$25,000-\$49,999	16	6.4%	2.4	39,506	38,900	52	25	91.1%	100.0%
\$50,000-\$99,999	28	11.2%	0.9	76,680	77,450	67	43	92.7%	98.0%
\$100,000-\$124,999	12	4.8%	0.8	115,042	115,000	59	46	95.4%	98.2%
\$125,000-\$149,999	16	6.4%	0.8	140,627	140,000	51	38	94.8%	94.9%
\$150,000-\$174,999	15	6.0%	0.8	161,753	160,000	35	19	96.6%	100.0%
\$175,000-\$199,999	21	8.4%	1.3	185,780	184,300	64	51	94.5%	97.3%
\$200,000-\$249,999	36	14.3%	1.4	227,146	226,950	50	38	95.9%	97.1%
\$250,000-\$299,999	26	10.4%	1.2	281,198	279,450	44	33	97.5%	100.0%
\$300,000-\$399,999	36	14.3%	1.6	338,020	335,000	57	33	96.3%	98.5%
\$400,000-\$499,999	15	6.0%	1.6	448,893	449,500	79	28	98.7%	100.0%
\$500,000-\$749,999	20	8.0%	3.4	622,300	622,500	81	54	95.6%	96.8%
\$750,000-\$999,999	4	1.6%	N/A	860,975	849,450	74	71	98.5%	100.0%
\$1,000,000 and up	3	1.2%	N/A	1,926,667	1,690,000	122	95	95.4%	97.0%



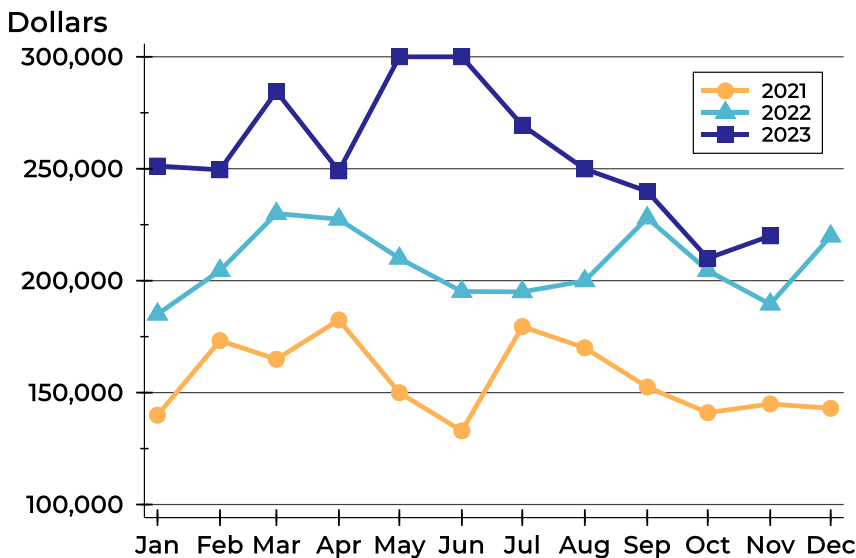
## Central Region Active Listings Analysis

### Average Price



Month	2021	2022	2023
<b>January</b>	198,931	236,063	<b>346,174</b>
<b>February</b>	230,295	262,189	<b>349,073</b>
<b>March</b>	224,819	285,717	<b>363,785</b>
<b>April</b>	249,896	273,269	<b>329,023</b>
<b>May</b>	219,300	245,494	<b>380,449</b>
<b>June</b>	226,905	240,087	<b>364,083</b>
<b>July</b>	224,147	291,803	<b>303,543</b>
<b>August</b>	232,825	325,826	<b>302,144</b>
<b>September</b>	225,610	298,584	<b>298,592</b>
<b>October</b>	200,211	283,047	<b>265,896</b>
<b>November</b>	203,924	278,713	<b>274,200</b>
<b>December</b>	205,804	302,572	-

### Median Price

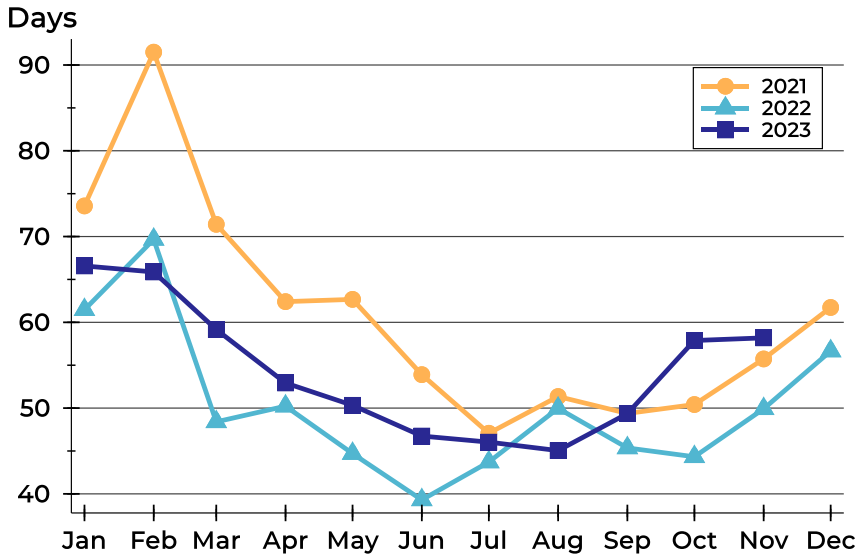


Month	2021	2022	2023
<b>January</b>	139,900	185,000	<b>251,225</b>
<b>February</b>	173,250	204,500	<b>249,500</b>
<b>March</b>	164,900	230,000	<b>284,500</b>
<b>April</b>	182,450	227,450	<b>249,000</b>
<b>May</b>	149,950	210,000	<b>300,000</b>
<b>June</b>	132,900	195,150	<b>299,999</b>
<b>July</b>	179,500	195,000	<b>269,450</b>
<b>August</b>	170,000	199,900	<b>249,900</b>
<b>September</b>	152,500	228,000	<b>239,900</b>
<b>October</b>	141,000	204,500	<b>210,000</b>
<b>November</b>	144,950	189,500	<b>220,000</b>
<b>December</b>	143,000	219,900	-



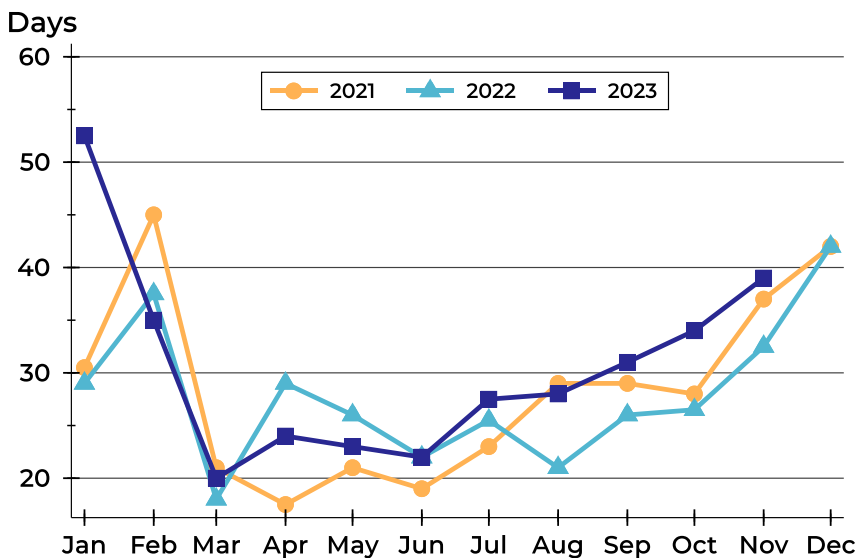
## Central Region Active Listings Analysis

### Average DOM



Month	2021	2022	2023
January	74	61	<b>67</b>
February	92	70	<b>66</b>
March	71	48	<b>59</b>
April	62	50	<b>53</b>
May	63	45	<b>50</b>
June	54	39	<b>47</b>
July	47	44	<b>46</b>
August	51	50	<b>45</b>
September	49	45	<b>49</b>
October	50	44	<b>58</b>
November	56	50	<b>58</b>
December	62	57	

### Median DOM

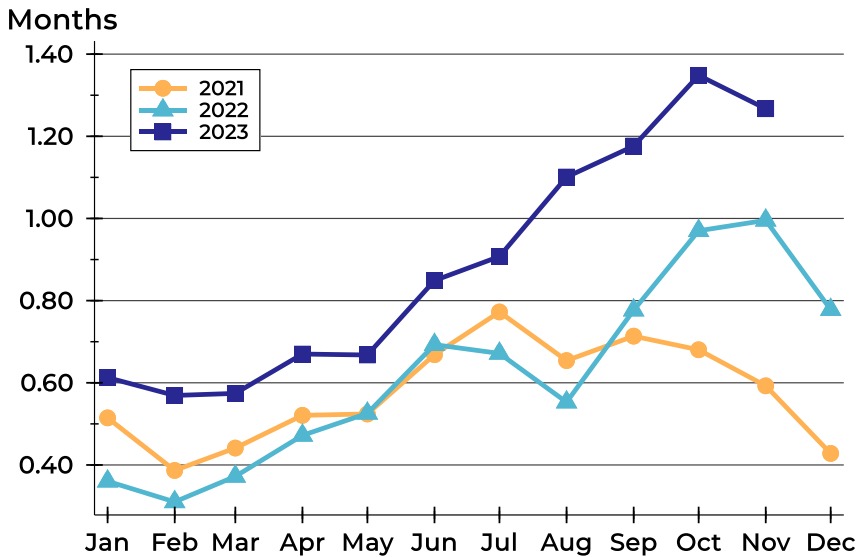


Month	2021	2022	2023
January	31	29	<b>53</b>
February	45	38	<b>35</b>
March	21	18	<b>20</b>
April	18	29	<b>24</b>
May	21	26	<b>23</b>
June	19	22	<b>22</b>
July	23	26	<b>28</b>
August	29	21	<b>28</b>
September	29	26	<b>31</b>
October	28	27	<b>34</b>
November	37	33	<b>39</b>
December	42	42	



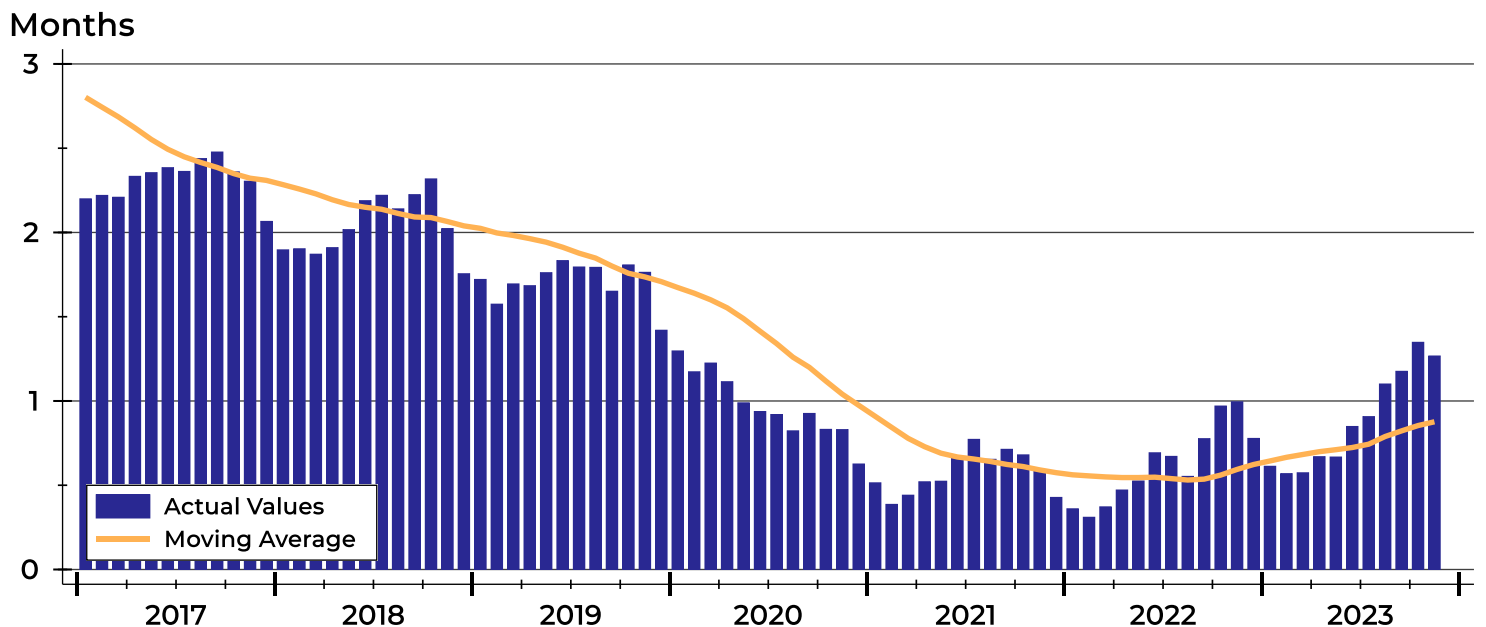
## Central Region Months' Supply Analysis

### Months' Supply by Month



Month	2021	2022	2023
January	0.5	0.4	<b>0.6</b>
February	0.4	0.3	<b>0.6</b>
March	0.4	0.4	<b>0.6</b>
April	0.5	0.5	<b>0.7</b>
May	0.5	0.5	<b>0.7</b>
June	0.7	0.7	<b>0.8</b>
July	0.8	0.7	<b>0.9</b>
August	0.7	0.6	<b>1.1</b>
September	0.7	0.8	<b>1.2</b>
October	0.7	1.0	<b>1.3</b>
November	0.6	1.0	<b>1.3</b>
December	0.4	0.8	

### History of Month's Supply





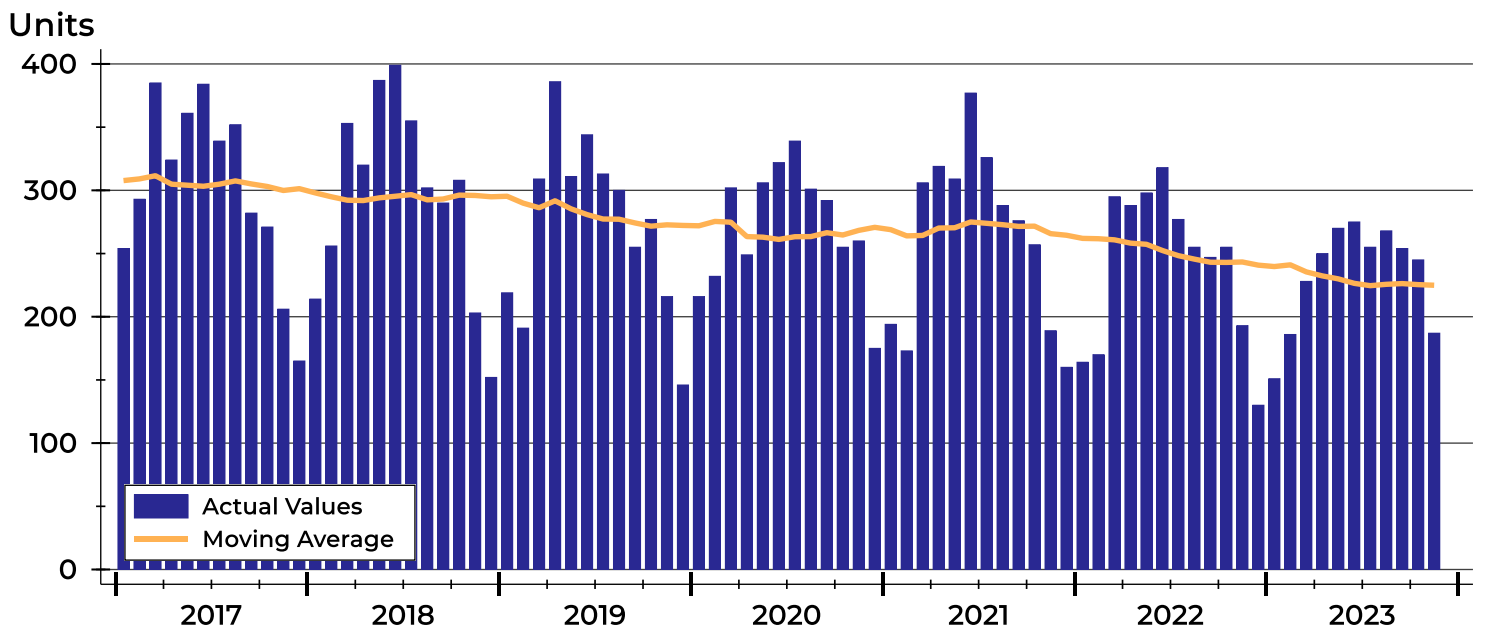
# Central Region New Listings Analysis

Summary Statistics for New Listings		2023	November 2022	Change
Current Month	New Listings	<b>187</b>	193	-3.1%
	Volume (1,000s)	<b>41,977</b>	37,005	13.4%
	Average List Price	<b>224,475</b>	191,737	17.1%
	Median List Price	<b>200,000</b>	159,900	25.1%
Year-to-Date	New Listings	<b>2,569</b>	2,760	-6.9%
	Volume (1,000s)	<b>563,483</b>	572,315	-1.5%
	Average List Price	<b>219,339</b>	207,360	5.8%
	Median List Price	<b>185,000</b>	170,000	8.8%

A total of 187 new listings were added in Central Region during November, down 3.1% from the same month in 2022. Year-to-date Central Region has seen 2,569 new listings.

The median list price of these homes was \$200,000 up from \$159,900 in 2022.

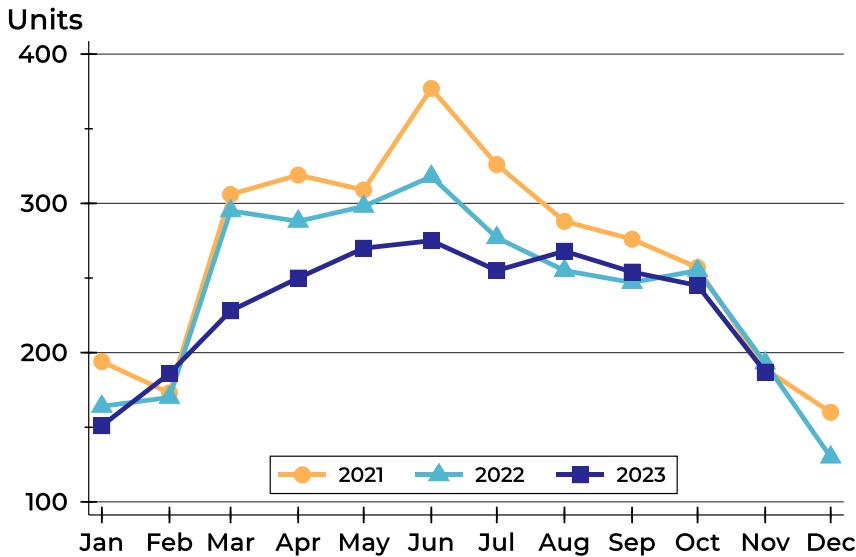
## History of New Listings





## Central Region New Listings Analysis

### New Listings by Month



Month	2021	2022	2023
January	194	164	<b>151</b>
February	173	170	<b>186</b>
March	306	295	<b>228</b>
April	319	288	<b>250</b>
May	309	298	<b>270</b>
June	377	318	<b>275</b>
July	326	277	<b>255</b>
August	288	255	<b>268</b>
September	276	247	<b>254</b>
October	257	255	<b>245</b>
November	189	193	<b>187</b>
December	160	130	

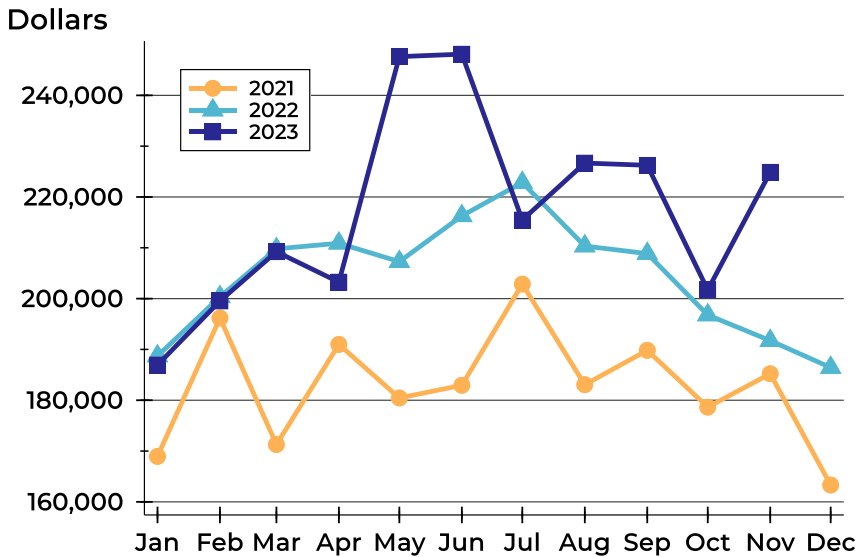
### New Listings by Price Range

Price Range	New Listings		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	2	1.1%	1,675	1,675	8	8	100.0%	100.0%
\$25,000-\$49,999	12	6.4%	42,075	46,750	8	3	101.0%	100.0%
\$50,000-\$99,999	26	13.9%	78,310	83,700	11	10	96.8%	100.0%
\$100,000-\$124,999	10	5.3%	112,770	112,500	11	8	98.7%	100.0%
\$125,000-\$149,999	11	5.9%	142,107	143,900	17	13	98.1%	100.0%
\$150,000-\$174,999	17	9.1%	161,224	160,000	12	10	107.2%	100.0%
\$175,000-\$199,999	15	8.0%	188,949	189,900	11	7	97.4%	100.0%
\$200,000-\$249,999	27	14.4%	226,181	225,000	15	13	99.6%	100.0%
\$250,000-\$299,999	20	10.7%	278,740	275,250	16	17	98.9%	100.0%
\$300,000-\$399,999	26	13.9%	333,655	329,900	16	15	99.1%	100.0%
\$400,000-\$499,999	13	7.0%	444,800	439,900	21	23	99.6%	100.0%
\$500,000-\$749,999	8	4.3%	637,550	685,000	23	21	98.1%	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



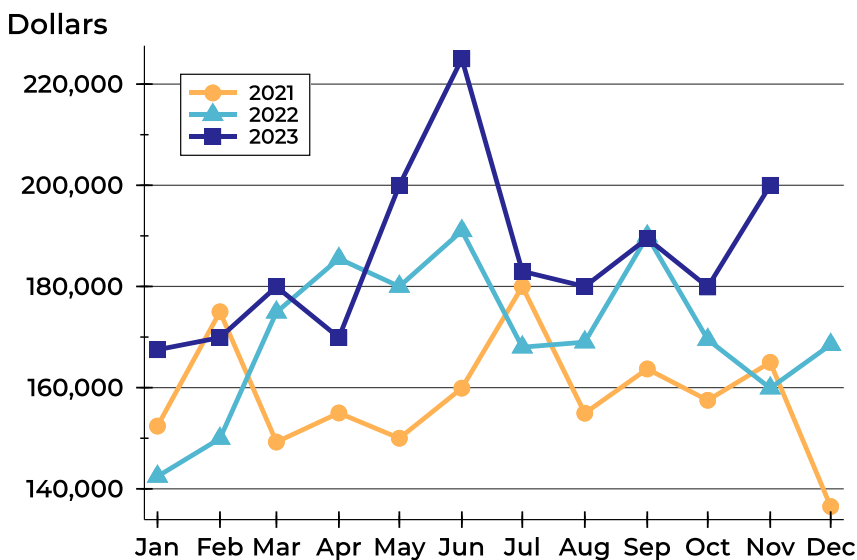
## Central Region New Listings Analysis

### Average Price



Month	2021	2022	2023
<b>January</b>	168,945	188,707	<b>186,937</b>
<b>February</b>	196,183	200,354	<b>199,536</b>
<b>March</b>	171,288	209,796	<b>209,227</b>
<b>April</b>	190,982	210,891	<b>203,250</b>
<b>May</b>	180,446	207,269	<b>247,619</b>
<b>June</b>	182,948	216,292	<b>248,111</b>
<b>July</b>	202,855	222,832	<b>215,470</b>
<b>August</b>	183,067	210,342	<b>226,681</b>
<b>September</b>	189,825	208,859	<b>226,200</b>
<b>October</b>	178,641	196,776	<b>201,708</b>
<b>November</b>	185,214	191,737	<b>224,475</b>
<b>December</b>	163,310	186,429	

### Median Price



Month	2021	2022	2023
<b>January</b>	152,400	142,450	<b>167,500</b>
<b>February</b>	175,000	149,950	<b>169,900</b>
<b>March</b>	149,250	174,900	<b>179,950</b>
<b>April</b>	155,000	185,500	<b>169,900</b>
<b>May</b>	150,000	180,000	<b>200,000</b>
<b>June</b>	159,900	191,000	<b>225,000</b>
<b>July</b>	180,000	168,000	<b>183,000</b>
<b>August</b>	154,950	169,000	<b>180,000</b>
<b>September</b>	163,700	189,950	<b>189,500</b>
<b>October</b>	157,500	169,500	<b>179,900</b>
<b>November</b>	165,000	159,900	<b>200,000</b>
<b>December</b>	136,500	168,500	



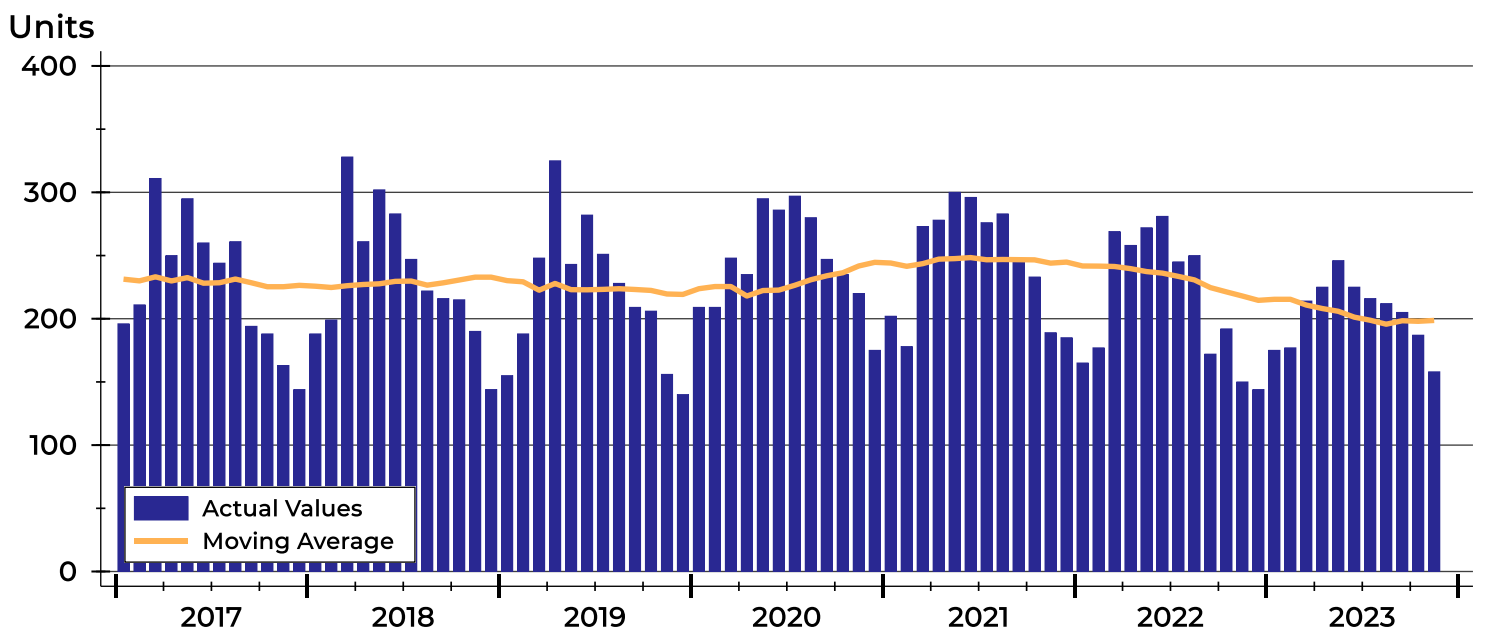
## Central Region Contracts Written Analysis

Summary Statistics for Contracts Written		November			Year-to-Date		
		2023	2022	Change	2023	2022	Change
Contracts Written		<b>159</b>	150	6.0%	<b>2,241</b>	2,431	-7.8%
Volume (1,000s)		<b>31,498</b>	26,936	16.9%	<b>470,197</b>	479,879	-2.0%
Average	Sale Price	<b>198,102</b>	179,574	10.3%	<b>209,816</b>	197,400	6.3%
	Days on Market	<b>25</b>	20	25.0%	<b>17</b>	13	30.8%
	Percent of Original	<b>97.4%</b>	95.6%	1.9%	<b>98.5%</b>	99.6%	-1.1%
Median	Sale Price	<b>180,000</b>	158,250	13.7%	<b>180,000</b>	169,000	6.5%
	Days on Market	<b>16</b>	7	128.6%	<b>5</b>	3	66.7%
	Percent of Original	<b>100.0%</b>	97.1%	3.0%	<b>100.0%</b>	100.0%	0.0%

A total of 158 contracts for sale were written in Central Region during the month of November, up from 150 in 2022. The median list price of these homes was \$177,500, up from \$158,250 the prior year.

Half of the homes that went under contract in November were on the market less than 16 days, compared to 7 days in November 2022.

## History of Contracts Written

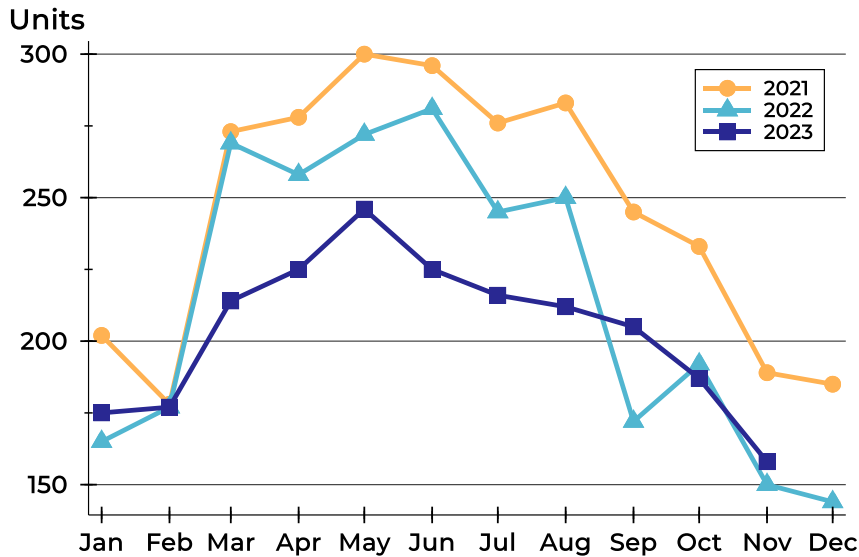






## Central Region Contracts Written Analysis

### Contracts Written by Month



Month	2021	2022	2023
January	202	165	<b>175</b>
February	178	177	<b>177</b>
March	273	269	<b>214</b>
April	278	258	<b>225</b>
May	300	272	<b>246</b>
June	296	281	<b>225</b>
July	276	245	<b>216</b>
August	283	250	<b>212</b>
September	245	172	<b>205</b>
October	233	192	<b>187</b>
November	189	150	<b>159</b>
December	185	144	

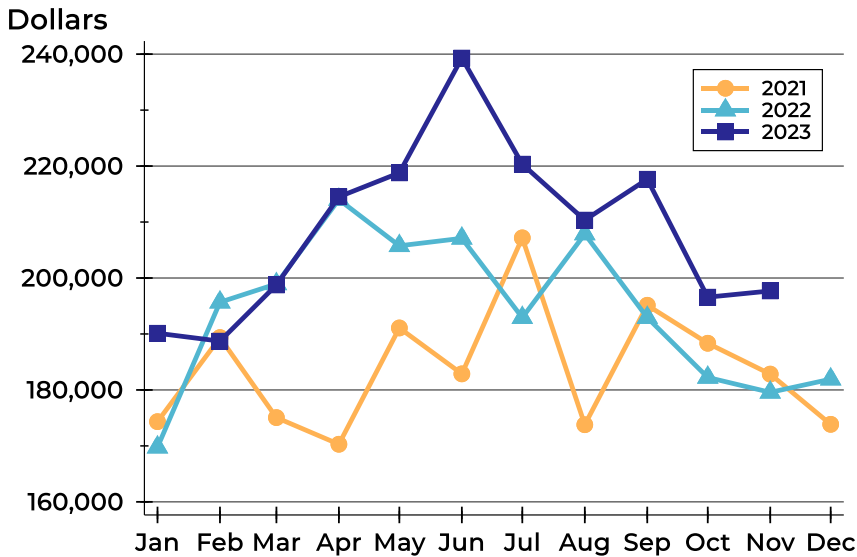
### Contracts Written by Price Range

Price Range	Contracts Written		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$25,000-\$49,999	10	6.3%	38,340	36,500	28	12	92.4%	92.5%
\$50,000-\$99,999	29	18.4%	77,209	77,500	19	12	94.7%	100.0%
\$100,000-\$124,999	10	6.3%	111,990	111,250	22	11	96.7%	100.0%
\$125,000-\$149,999	14	8.9%	140,172	140,389	27	27	95.8%	100.0%
\$150,000-\$174,999	13	8.2%	164,423	165,900	25	17	108.1%	100.0%
\$175,000-\$199,999	14	8.9%	187,936	189,500	14	9	98.7%	100.0%
\$200,000-\$249,999	23	14.6%	221,941	219,900	30	14	96.8%	100.0%
\$250,000-\$299,999	18	11.4%	278,389	279,900	26	25	97.6%	97.8%
\$300,000-\$399,999	17	10.8%	341,358	340,000	26	19	97.9%	100.0%
\$400,000-\$499,999	8	5.1%	458,450	449,950	51	25	97.4%	100.0%
\$500,000-\$749,999	2	1.3%	587,500	587,500	19	19	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



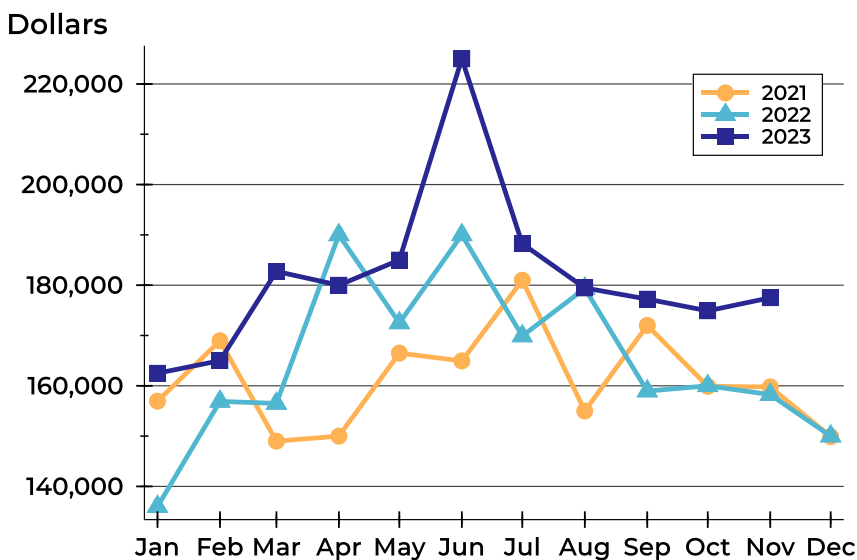
## Central Region Contracts Written Analysis

### Average Price



Month	2021	2022	2023
January	174,336	169,765	<b>190,130</b>
February	189,360	195,674	<b>188,721</b>
March	175,063	198,943	<b>198,761</b>
April	170,296	214,021	<b>214,501</b>
May	191,077	205,760	<b>218,786</b>
June	182,875	207,092	<b>239,304</b>
July	207,173	192,922	<b>220,350</b>
August	173,790	207,866	<b>210,348</b>
September	195,130	192,925	<b>217,649</b>
October	188,340	182,235	<b>196,581</b>
November	182,831	179,574	<b>198,102</b>
December	173,857	181,923	

### Median Price

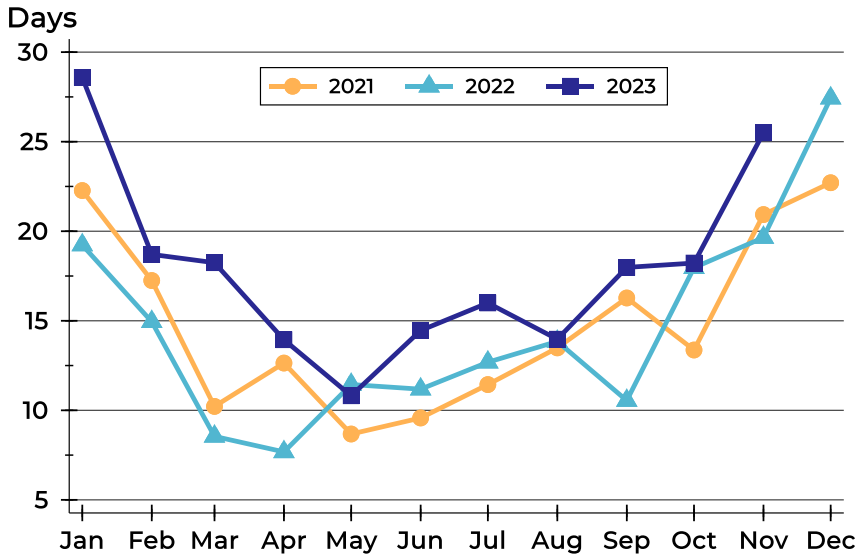


Month	2021	2022	2023
January	156,950	136,000	<b>162,500</b>
February	168,950	156,900	<b>165,000</b>
March	149,000	156,500	<b>182,750</b>
April	150,000	190,000	<b>180,000</b>
May	166,500	172,500	<b>185,000</b>
June	164,950	190,000	<b>225,000</b>
July	181,000	169,900	<b>188,250</b>
August	155,000	179,350	<b>179,450</b>
September	172,000	158,950	<b>177,240</b>
October	159,900	160,000	<b>174,900</b>
November	159,777	158,250	<b>180,000</b>
December	149,900	150,000	



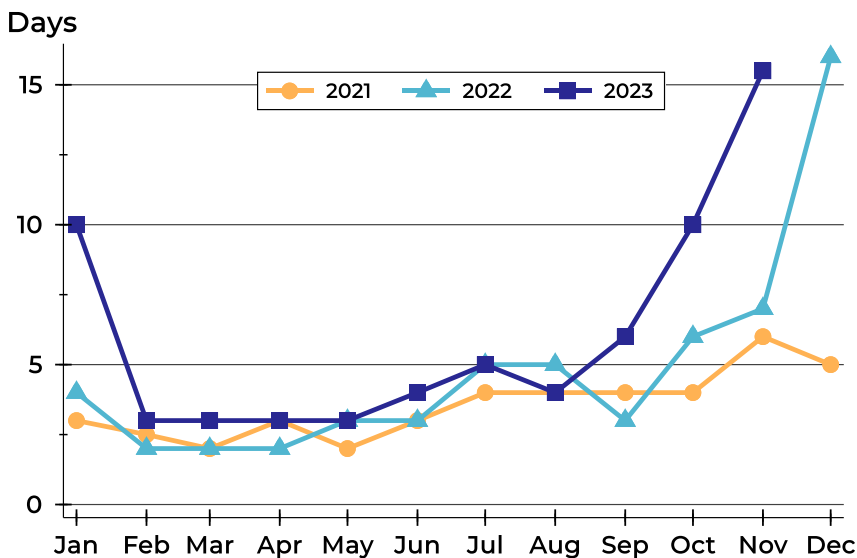
## Central Region Contracts Written Analysis

### Average DOM



Month	2021	2022	2023
January	22	19	<b>29</b>
February	17	15	<b>19</b>
March	10	9	<b>18</b>
April	13	8	<b>14</b>
May	9	11	<b>11</b>
June	10	11	<b>14</b>
July	11	13	<b>16</b>
August	13	14	<b>14</b>
September	16	11	<b>18</b>
October	13	18	<b>18</b>
November	21	20	<b>25</b>
December	23	27	

### Median DOM



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



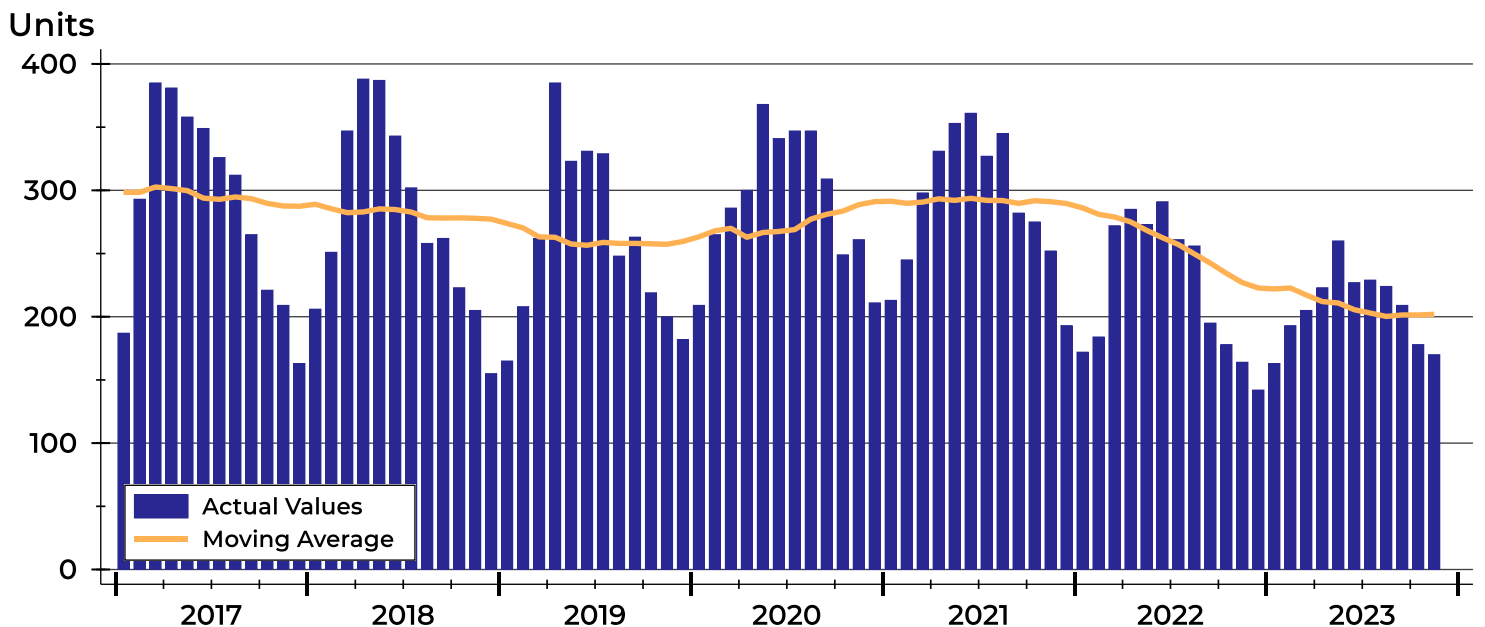
## Central Region Pending Contracts Analysis

Summary Statistics for Pending Contracts		End of November		
		2023	2022	Change
Pending Contracts		<b>170</b>	164	3.7%
Volume (1,000s)		<b>36,383</b>	33,098	9.9%
Average	List Price	<b>214,019</b>	201,817	6.0%
	Days on Market	<b>25</b>	18	38.9%
	Percent of Original	<b>98.0%</b>	98.3%	-0.3%
Median	List Price	<b>199,700</b>	169,925	17.5%
	Days on Market	<b>17</b>	8	112.5%
	Percent of Original	<b>100.0%</b>	100.0%	0.0%

A total of 170 listings in Central Region had contracts pending at the end of November, up from 164 contracts pending at the end of November 2022.

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

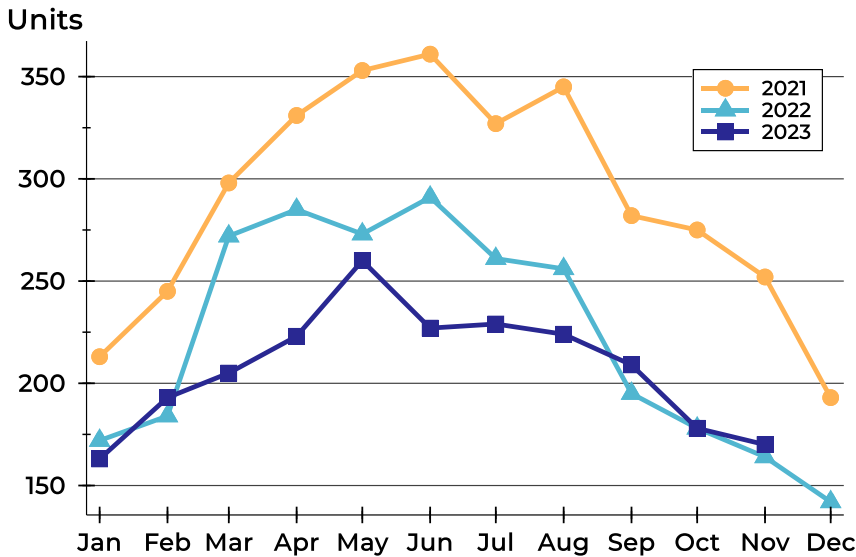
### History of Pending Contracts





## Central Region Pending Contracts Analysis

### Pending Contracts by Month



Month	2021	2022	2023
<b>January</b>	213	172	<b>163</b>
<b>February</b>	245	184	<b>193</b>
<b>March</b>	298	272	<b>205</b>
<b>April</b>	331	285	<b>223</b>
<b>May</b>	353	273	<b>260</b>
<b>June</b>	361	291	<b>227</b>
<b>July</b>	327	261	<b>229</b>
<b>August</b>	345	256	<b>224</b>
<b>September</b>	282	195	<b>209</b>
<b>October</b>	275	178	<b>178</b>
<b>November</b>	252	164	<b>170</b>
<b>December</b>	193	142	

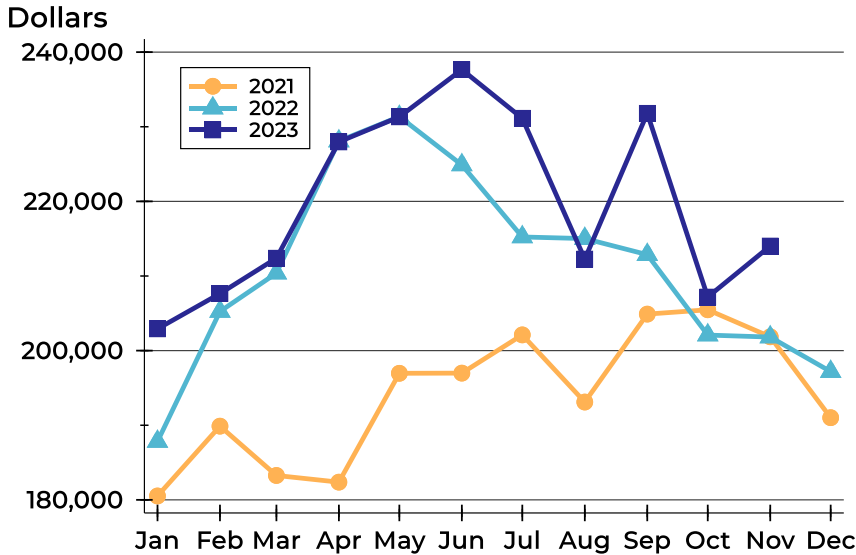
### Pending Contracts by Price Range

Price Range	Pending Contracts		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$25,000-\$49,999	6	3.5%	38,633	37,500	30	13	92.7%	100.0%
\$50,000-\$99,999	23	13.5%	78,767	77,500	29	28	94.8%	100.0%
\$100,000-\$124,999	9	5.3%	112,322	110,000	13	4	97.7%	100.0%
\$125,000-\$149,999	16	9.4%	142,019	142,339	22	22	97.0%	100.0%
\$150,000-\$174,999	17	10.0%	163,347	165,000	25	17	105.7%	100.0%
\$175,000-\$199,999	15	8.8%	187,840	189,500	13	8	99.2%	100.0%
\$200,000-\$249,999	31	18.2%	225,383	225,000	28	18	96.6%	100.0%
\$250,000-\$299,999	20	11.8%	279,325	275,000	22	19	98.5%	100.0%
\$300,000-\$399,999	21	12.4%	341,956	340,000	31	24	98.1%	100.0%
\$400,000-\$499,999	10	5.9%	453,260	444,950	43	12	97.9%	100.0%
\$500,000-\$749,999	2	1.2%	587,500	587,500	19	19	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



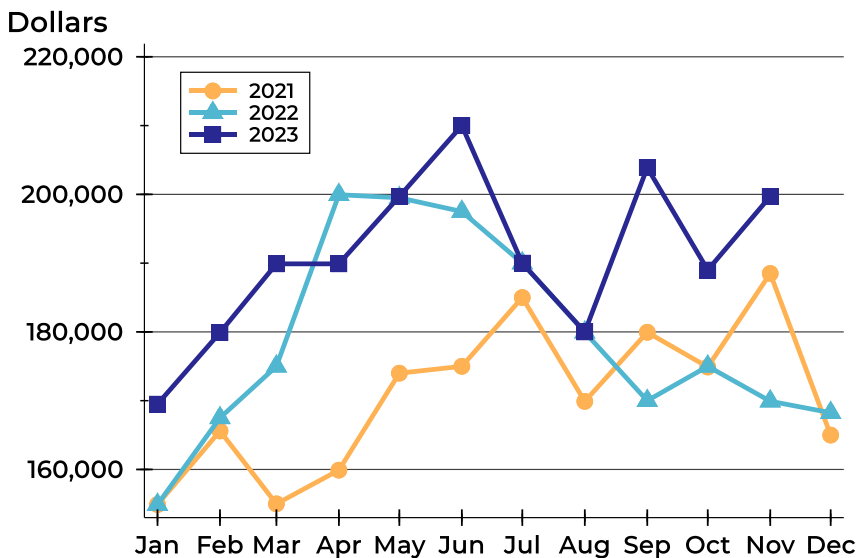
## Central Region Pending Contracts Analysis

### Average Price



Month	2021	2022	2023
<b>January</b>	180,524	187,823	<b>202,917</b>
<b>February</b>	189,879	205,248	<b>207,644</b>
<b>March</b>	183,270	210,381	<b>212,388</b>
<b>April</b>	182,378	228,082	<b>227,967</b>
<b>May</b>	196,965	231,360	<b>231,327</b>
<b>June</b>	196,985	224,885	<b>237,662</b>
<b>July</b>	202,110	215,233	<b>231,141</b>
<b>August</b>	193,109	215,015	<b>212,271</b>
<b>September</b>	204,896	212,865	<b>231,804</b>
<b>October</b>	205,475	202,086	<b>207,183</b>
<b>November</b>	201,857	201,817	<b>214,019</b>
<b>December</b>	191,013	197,188	

### Median Price

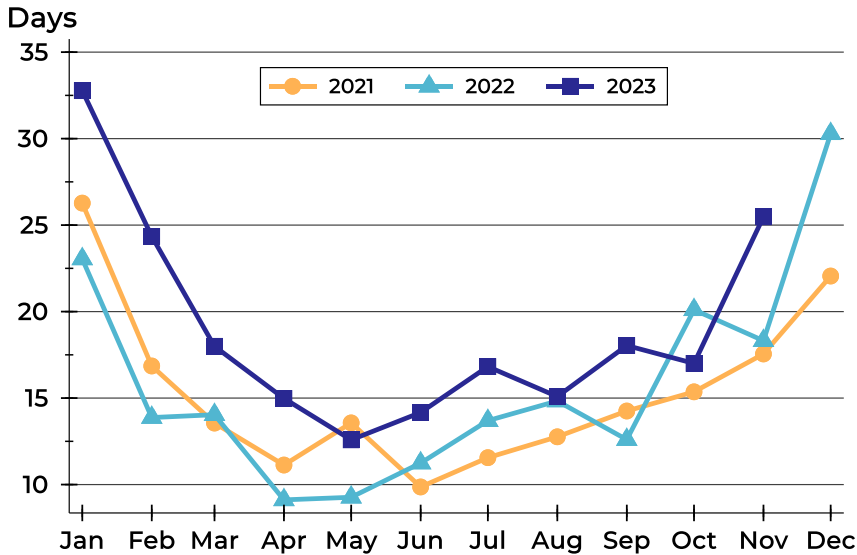


Month	2021	2022	2023
<b>January</b>	154,900	154,900	<b>169,500</b>
<b>February</b>	165,600	167,500	<b>179,900</b>
<b>March</b>	155,000	174,999	<b>189,900</b>
<b>April</b>	159,900	199,950	<b>189,900</b>
<b>May</b>	174,000	199,500	<b>199,700</b>
<b>June</b>	175,000	197,500	<b>210,000</b>
<b>July</b>	185,000	190,000	<b>190,000</b>
<b>August</b>	169,900	179,950	<b>180,000</b>
<b>September</b>	179,950	170,000	<b>203,889</b>
<b>October</b>	174,900	175,000	<b>189,000</b>
<b>November</b>	188,500	169,925	<b>199,700</b>
<b>December</b>	165,000	168,250	



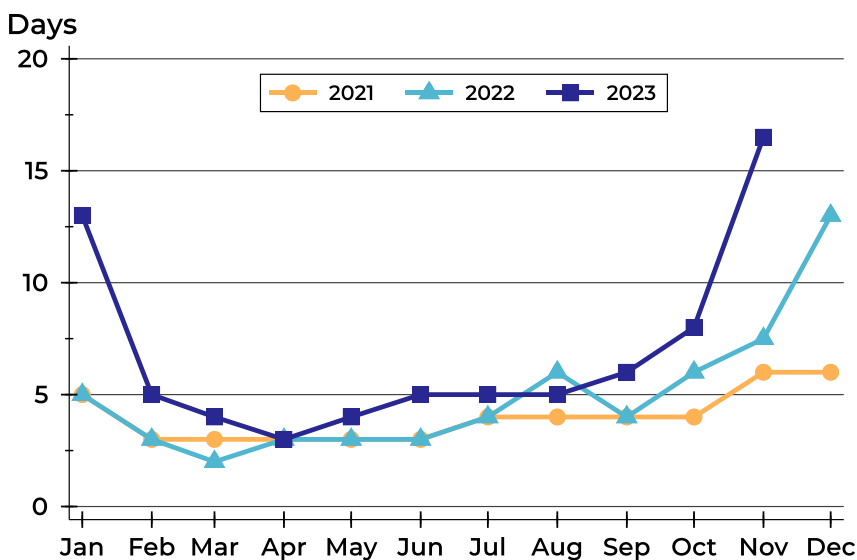
## Central Region Pending Contracts Analysis

### Average DOM



Month	2021	2022	2023
January	26	23	<b>33</b>
February	17	14	<b>24</b>
March	14	14	<b>18</b>
April	11	9	<b>15</b>
May	14	9	<b>13</b>
June	10	11	<b>14</b>
July	12	14	<b>17</b>
August	13	15	<b>15</b>
September	14	13	<b>18</b>
October	15	20	<b>17</b>
November	18	18	<b>25</b>
December	22	30	

### Median DOM



Month	2021	2022	2023
January	5	5	<b>13</b>
February	3	3	<b>5</b>
March	3	2	<b>4</b>
April	3	3	<b>3</b>
May	3	3	<b>4</b>
June	3	3	<b>5</b>
July	4	4	<b>5</b>
August	4	6	<b>5</b>
September	4	4	<b>6</b>
October	4	6	<b>8</b>
November	6	8	<b>17</b>
December	6	13	



## North Region Housing Report



### Market Overview

#### North Region Home Sales Rose in November

Total home sales in North Region rose by 17.4% last month to 27 units, compared to 23 units in November 2022. Total sales volume was \$5.0 million, down 15.1% from a year earlier.

The median sale price in November was \$200,000, up from \$198,000 a year earlier. Homes that sold in November were typically on the market for 8 days and sold for 97.4% 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 51 units, up from 45 at the same point in 2022. This represents a 2.1 months' supply of homes available for sale. The median list price of homes on the market at the end of November was \$214,900.

During November, a total of 16 contracts were written down from 23 in November 2022. At the end of the month, there were 16 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

### Contact Information

Denise Humphrey, Chief Executive Officer  
 Sunflower Association of REALTORS®  
 3646 SW Plasm  
 Topeka, KS 66611  
 785-267-3215  
[denise@sunflowerrealtors.com](mailto:denise@sunflowerrealtors.com)  
[www.SunflowerRealtors.com](http://www.SunflowerRealtors.com)





## North Region Summary Statistics

November MLS Statistics Three-year History		Current Month			Year-to-Date		
		2023	2022	2021	2023	2022	2021
<b>Home Sales</b>		<b>27</b>	<b>23</b>	<b>31</b>	<b>267</b>	<b>336</b>	<b>327</b>
Change from prior year		17.4%	-25.8%	24.0%	-20.5%	2.8%	6.5%
<b>Active Listings</b>		<b>51</b>	<b>45</b>	<b>40</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
Change from prior year		13.3%	12.5%	-13.0%			
<b>Months' Supply</b>		<b>2.1</b>	<b>1.5</b>	<b>1.4</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
Change from prior year		40.0%	7.1%	-17.6%			
<b>New Listings</b>		<b>13</b>	<b>27</b>	<b>28</b>	<b>318</b>	<b>374</b>	<b>381</b>
Change from prior year		-51.9%	-3.6%	7.7%	-15.0%	-1.8%	2.7%
<b>Contracts Written</b>		<b>16</b>	<b>23</b>	<b>31</b>	<b>261</b>	<b>329</b>	<b>338</b>
Change from prior year		-30.4%	-25.8%	29.2%	-20.7%	-2.7%	4.3%
<b>Pending Contracts</b>		<b>16</b>	<b>24</b>	<b>39</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
Change from prior year		-33.3%	-38.5%	34.5%			
<b>Sales Volume (1,000s)</b>		<b>4,987</b>	<b>5,875</b>	<b>5,856</b>	<b>59,088</b>	<b>71,351</b>	<b>58,644</b>
Change from prior year		-15.1%	0.3%	12.8%	-17.2%	21.7%	19.5%
Average	<b>Sale Price</b>	<b>184,714</b>	<b>255,428</b>	<b>188,887</b>	<b>221,305</b>	<b>212,353</b>	<b>179,339</b>
	Change from prior year	-27.7%	35.2%	-9.1%	4.2%	18.4%	12.2%
	<b>List Price of Actives</b>	<b>251,704</b>	<b>247,280</b>	<b>207,303</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
	Change from prior year	1.8%	19.3%	25.2%			
	<b>Days on Market</b>	<b>31</b>	<b>32</b>	<b>29</b>	<b>30</b>	<b>20</b>	<b>26</b>
Change from prior year	-3.1%	10.3%	-12.1%	50.0%	-23.1%	-35.0%	
<b>Percent of List</b>	<b>95.5%</b>	<b>97.5%</b>	<b>98.9%</b>	<b>97.9%</b>	<b>99.0%</b>	<b>99.3%</b>	
Change from prior year	-2.1%	-1.4%	2.4%	-1.1%	-0.3%	2.4%	
<b>Percent of Original</b>	<b>91.6%</b>	<b>95.0%</b>	<b>96.2%</b>	<b>95.2%</b>	<b>97.8%</b>	<b>97.6%</b>	
Change from prior year	-3.6%	-1.2%	0.5%	-2.7%	0.2%	2.5%	
Median	<b>Sale Price</b>	<b>200,000</b>	<b>198,000</b>	<b>165,000</b>	<b>195,000</b>	<b>190,000</b>	<b>167,500</b>
	Change from prior year	1.0%	20.0%	-6.5%	2.6%	13.4%	19.6%
	<b>List Price of Actives</b>	<b>214,900</b>	<b>189,900</b>	<b>194,450</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
	Change from prior year	13.2%	-2.3%	34.1%			
	<b>Days on Market</b>	<b>8</b>	<b>15</b>	<b>14</b>	<b>8</b>	<b>7</b>	<b>6</b>
Change from prior year	-46.7%	7.1%	40.0%	14.3%	16.7%	-64.7%	
<b>Percent of List</b>	<b>97.4%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	
Change from prior year	-2.6%	0.0%	2.4%	0.0%	0.0%	1.0%	
<b>Percent of Original</b>	<b>94.4%</b>	<b>96.3%</b>	<b>100.0%</b>	<b>99.4%</b>	<b>100.0%</b>	<b>100.0%</b>	
Change from prior year	-2.0%	-3.7%	2.9%	-0.6%	0.0%	3.1%	

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



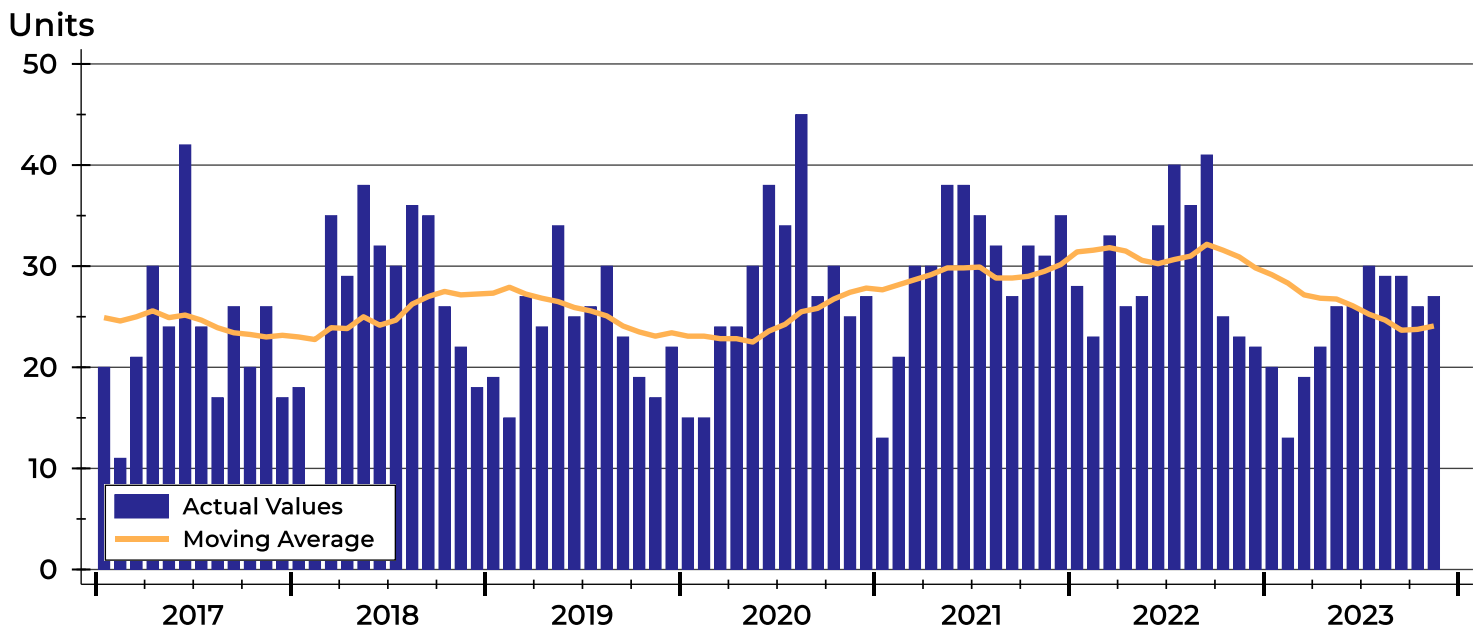
## North Region Closed Listings Analysis

Summary Statistics for Closed Listings		November			Year-to-Date		
		2023	2022	Change	2023	2022	Change
Closed Listings		<b>27</b>	23	17.4%	<b>267</b>	336	-20.5%
Volume (1,000s)		<b>4,987</b>	5,875	-15.1%	<b>59,088</b>	71,351	-17.2%
Months' Supply		<b>2.1</b>	1.5	40.0%	<b>N/A</b>	N/A	N/A
Average	Sale Price	<b>184,714</b>	255,428	-27.7%	<b>221,305</b>	212,353	4.2%
	Days on Market	<b>31</b>	32	-3.1%	<b>30</b>	20	50.0%
	Percent of List	<b>95.5%</b>	97.5%	-2.1%	<b>97.9%</b>	99.0%	-1.1%
	Percent of Original	<b>91.6%</b>	95.0%	-3.6%	<b>95.2%</b>	97.8%	-2.7%
Median	Sale Price	<b>200,000</b>	198,000	1.0%	<b>195,000</b>	190,000	2.6%
	Days on Market	<b>8</b>	15	-46.7%	<b>8</b>	7	14.3%
	Percent of List	<b>97.4%</b>	100.0%	-2.6%	<b>100.0%</b>	100.0%	0.0%
	Percent of Original	<b>94.4%</b>	96.3%	-2.0%	<b>99.4%</b>	100.0%	-0.6%

A total of 27 homes sold in North Region in November, up from 23 units in November 2022. Total sales volume fell to \$5.0 million compared to \$5.9 million in the previous year.

The median sales price in November was \$200,000, up 1.0% compared to the prior year. Median days on market was 8 days, down from 12 days in October, and down from 15 in November 2022.

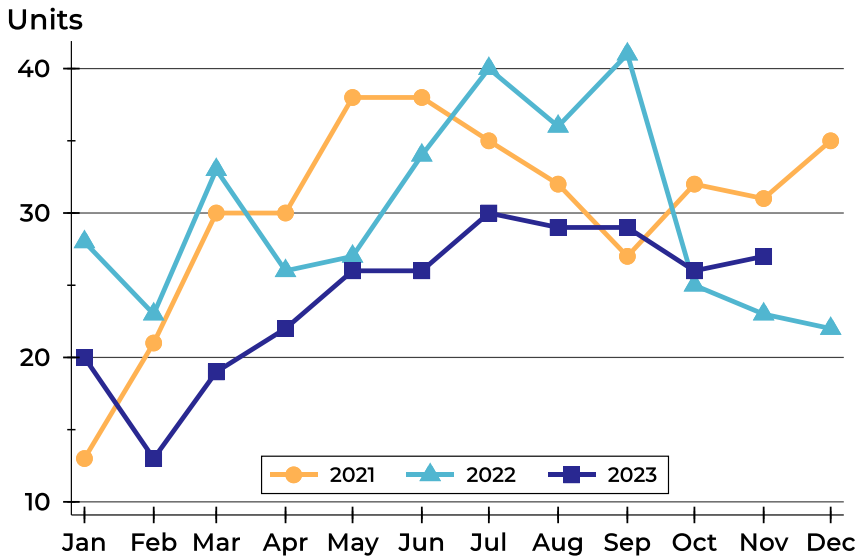
## History of Closed Listings





## North Region Closed Listings Analysis

### Closed Listings by Month



Month	2021	2022	2023
January	13	28	20
February	21	23	13
March	30	33	19
April	30	26	22
May	38	27	26
June	38	34	26
July	35	40	30
August	32	36	29
September	27	41	29
October	32	25	26
November	31	23	27
December	35	22	

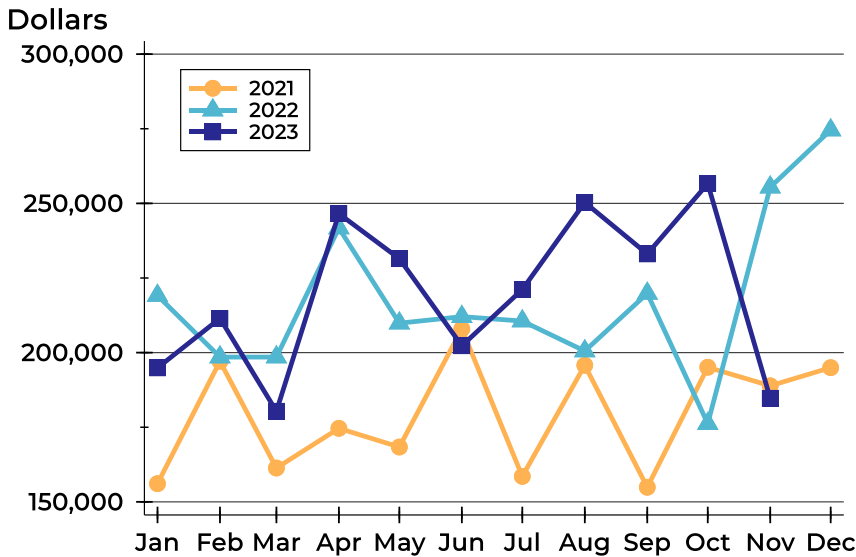
### Closed Listings by Price Range

Price Range	Sales		Months' Supply	Sale Price		Days on Market		Price as % of List		Price as % of Orig.	
	Number	Percent		Average	Median	Avg.	Med.	Avg.	Med.	Avg.	Med.
Below \$25,000	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$25,000-\$49,999	2	7.4%	3.0	31,750	31,750	90	90	85.6%	85.6%	68.6%	68.6%
\$50,000-\$99,999	4	14.8%	1.3	71,000	69,500	69	14	98.9%	97.5%	87.5%	86.5%
\$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	2	7.4%	3.0	139,500	139,500	30	30	87.2%	87.2%	83.4%	83.4%
\$150,000-\$174,999	3	11.1%	1.7	150,333	150,000	5	4	99.3%	100.0%	99.3%	100.0%
\$175,000-\$199,999	2	7.4%	2.0	187,000	187,000	20	20	89.9%	89.9%	86.6%	86.6%
\$200,000-\$249,999	7	25.9%	2.9	215,571	215,000	12	3	99.0%	100.0%	99.0%	100.0%
\$250,000-\$299,999	4	14.8%	2.0	266,695	264,000	29	31	95.4%	95.5%	92.8%	92.9%
\$300,000-\$399,999	3	11.1%	1.0	320,000	325,000	20	12	95.0%	94.4%	95.0%	94.4%
\$400,000-\$499,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$500,000-\$749,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$750,000-\$999,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A



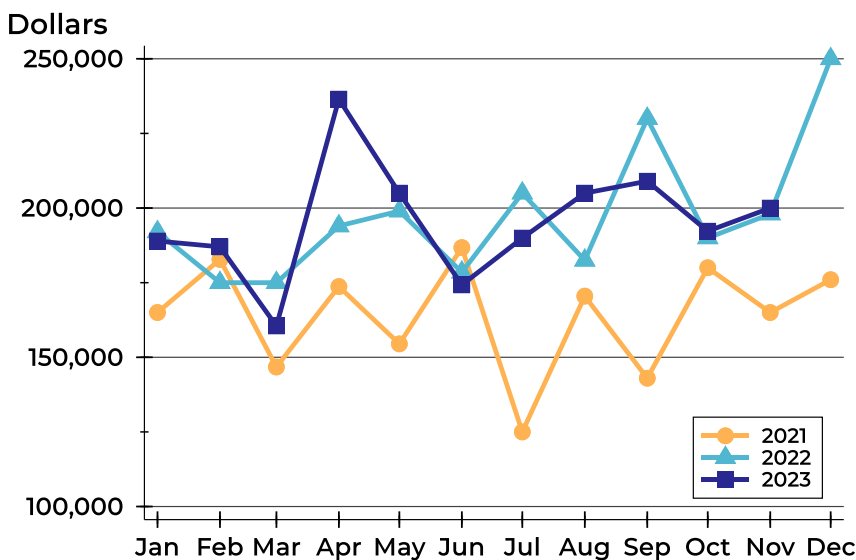
## North Region Closed Listings Analysis

### Average Price



Month	2021	2022	2023
January	156,100	219,124	<b>194,885</b>
February	197,105	198,508	<b>211,479</b>
March	161,336	198,514	<b>180,366</b>
April	174,644	241,746	<b>246,559</b>
May	168,376	209,869	<b>231,473</b>
June	207,953	212,059	<b>202,304</b>
July	158,553	210,585	<b>221,141</b>
August	195,771	200,542	<b>250,331</b>
September	154,904	219,840	<b>233,062</b>
October	195,111	176,224	<b>256,621</b>
November	188,887	255,428	<b>184,714</b>
December	194,972	274,560	

### Median Price

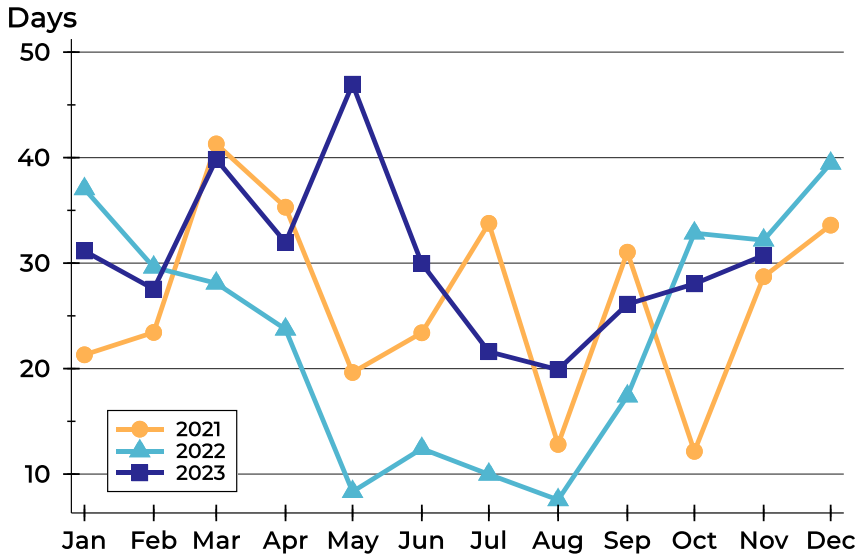


Month	2021	2022	2023
January	165,000	192,000	<b>188,950</b>
February	182,800	175,000	<b>187,000</b>
March	146,750	175,000	<b>160,500</b>
April	173,700	194,000	<b>236,500</b>
May	154,500	199,000	<b>205,000</b>
June	186,750	178,500	<b>174,250</b>
July	125,000	205,000	<b>189,950</b>
August	170,500	182,500	<b>205,000</b>
September	143,000	230,000	<b>209,000</b>
October	180,000	190,000	<b>192,250</b>
November	165,000	198,000	<b>200,000</b>
December	176,000	250,000	



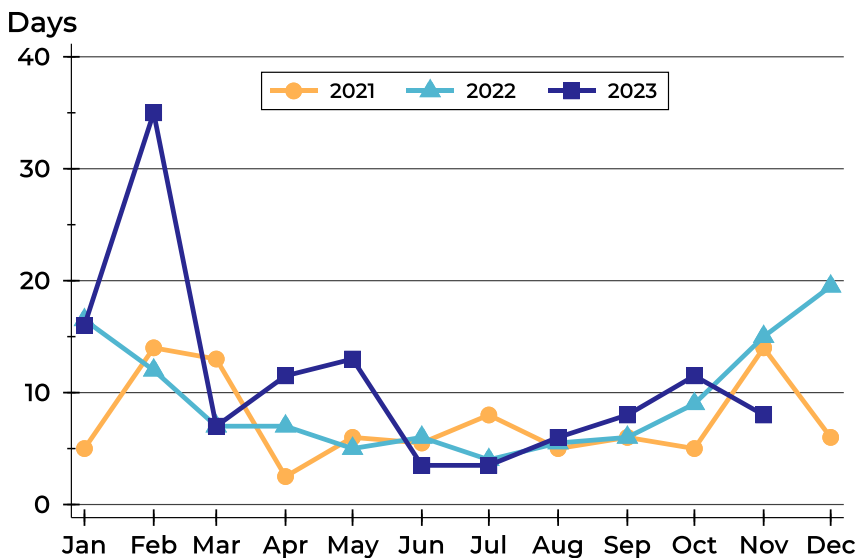
## North Region Closed Listings Analysis

### Average DOM



Month	2021	2022	2023
January	21	37	<b>31</b>
February	23	30	<b>28</b>
March	41	28	<b>40</b>
April	35	24	<b>32</b>
May	20	8	<b>47</b>
June	23	12	<b>30</b>
July	34	10	<b>22</b>
August	13	8	<b>20</b>
September	31	17	<b>26</b>
October	12	33	<b>28</b>
November	29	32	<b>31</b>
December	34	39	

### Median DOM



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



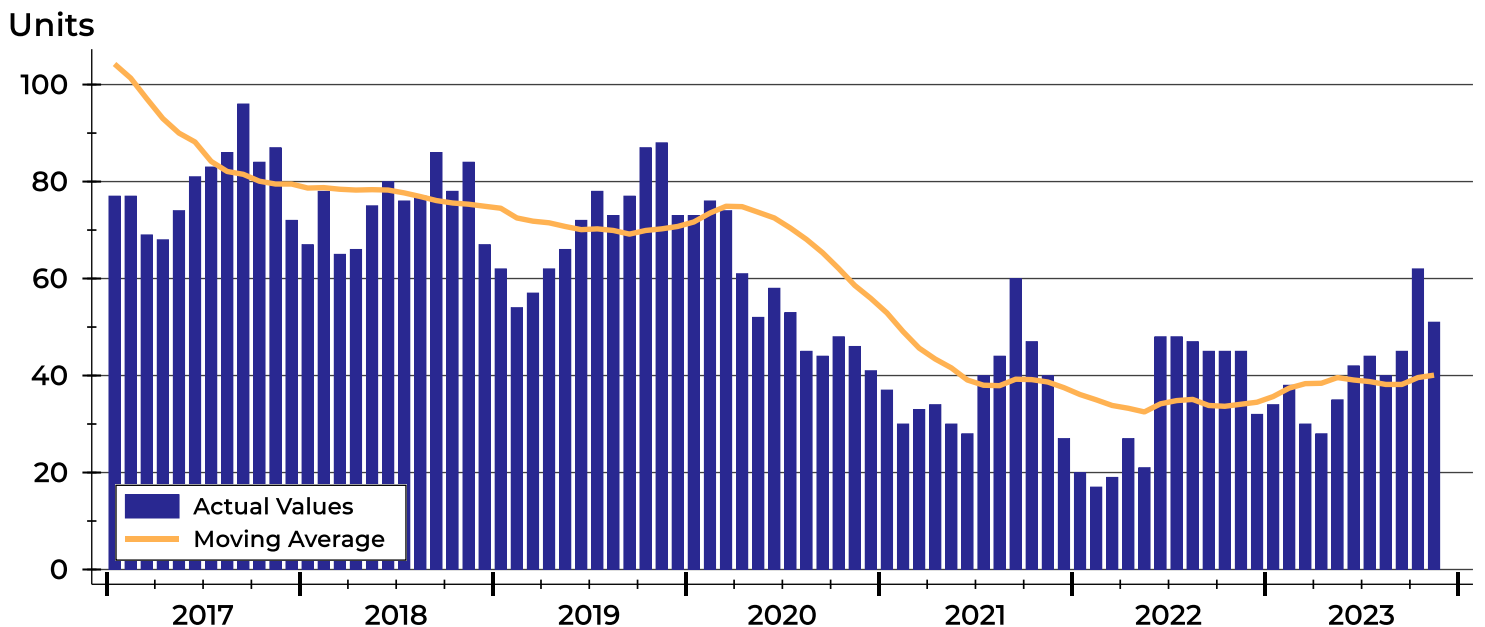
## North Region Active Listings Analysis

Summary Statistics for Active Listings		2023	2022	Change
Active Listings		<b>51</b>	45	13.3%
Volume (1,000s)		<b>12,837</b>	11,128	15.4%
Months' Supply		<b>2.1</b>	1.5	40.0%
Average	List Price	<b>251,704</b>	247,280	1.8%
	Days on Market	<b>75</b>	75	0.0%
	Percent of Original	<b>96.1%</b>	94.5%	1.7%
Median	List Price	<b>214,900</b>	189,900	13.2%
	Days on Market	<b>57</b>	51	11.8%
	Percent of Original	<b>100.0%</b>	97.1%	3.0%

A total of 51 homes were available for sale in North Region at the end of November. This represents a 2.1 months' supply of active listings.

The median list price of homes on the market at the end of November was \$214,900, up 13.2% from 2022. The typical time on market for active listings was 57 days, up from 51 days a year earlier.

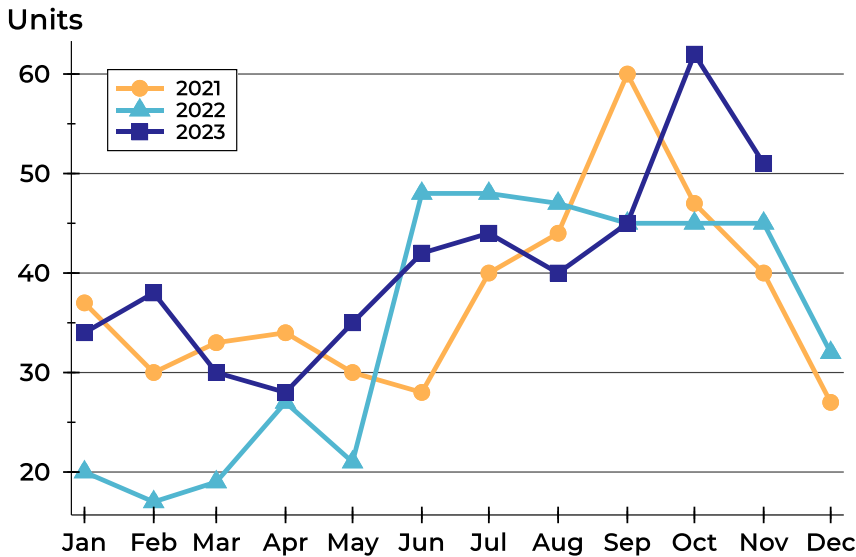
## History of Active Listings





## North Region Active Listings Analysis

### Active Listings by Month



Month	2021	2022	2023
January	37	20	<b>34</b>
February	30	17	<b>38</b>
March	33	19	<b>30</b>
April	34	27	<b>28</b>
May	30	21	<b>35</b>
June	28	48	<b>42</b>
July	40	48	<b>44</b>
August	44	47	<b>40</b>
September	60	45	<b>45</b>
October	47	45	<b>62</b>
November	40	45	<b>51</b>
December	27	32	

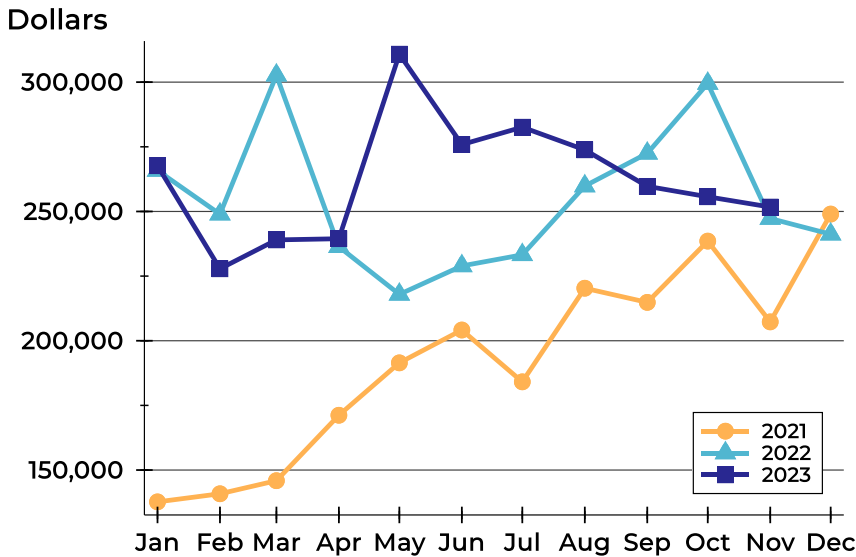
### Active Listings by Price Range

Price Range	Active Listings Number	Active Listings Percent	Months' Supply	List Price Average	List Price Median	Days on Market Avg.	Days on Market Med.	Price as % of Orig. Avg.	Price as % of Orig. Med.
Below \$25,000	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$25,000-\$49,999	2	3.9%	3.0	40,000	40,000	235	235	100.0%	100.0%
\$50,000-\$99,999	4	7.8%	1.3	90,498	91,000	62	65	89.2%	88.4%
\$100,000-\$124,999	2	3.9%	N/A	107,500	107,500	67	67	85.0%	85.0%
\$125,000-\$149,999	6	11.8%	3.0	135,983	135,950	63	61	95.9%	100.0%
\$150,000-\$174,999	4	7.8%	1.7	159,750	161,500	35	32	102.5%	100.0%
\$175,000-\$199,999	5	9.8%	2.0	187,500	185,000	27	23	98.4%	100.0%
\$200,000-\$249,999	10	19.6%	2.9	227,264	222,000	76	45	94.9%	96.9%
\$250,000-\$299,999	7	13.7%	2.0	273,700	269,000	91	70	99.2%	100.0%
\$300,000-\$399,999	3	5.9%	1.0	327,667	314,000	60	58	97.3%	98.4%
\$400,000-\$499,999	4	7.8%	N/A	458,250	454,500	84	88	91.7%	91.8%
\$500,000-\$749,999	3	5.9%	N/A	644,333	699,000	71	63	97.7%	100.0%
\$750,000-\$999,999	1	2.0%	N/A	850,000	850,000	210	210	100.0%	100.0%
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A



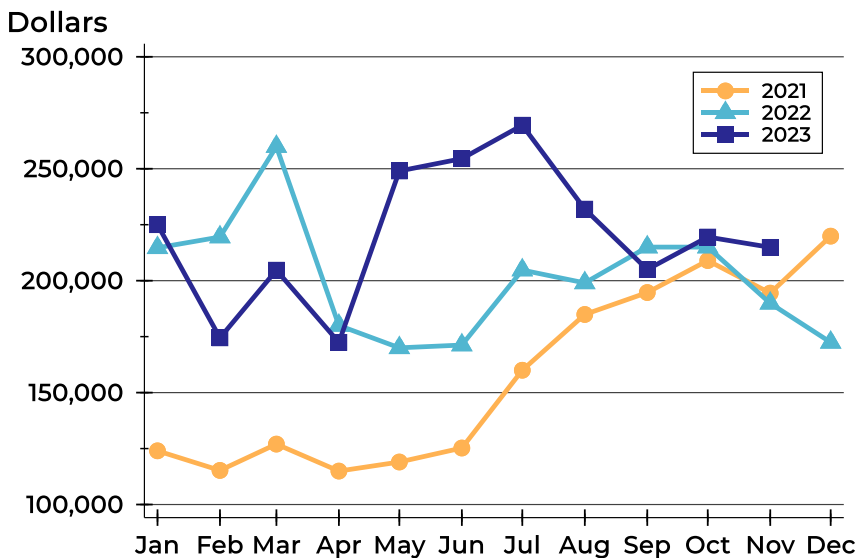
## North Region Active Listings Analysis

### Average Price



Month	2021	2022	2023
January	137,698	265,863	<b>267,685</b>
February	140,834	248,941	<b>227,835</b>
March	145,894	302,679	<b>239,003</b>
April	171,199	236,378	<b>239,464</b>
May	191,455	217,943	<b>310,831</b>
June	204,160	228,946	<b>275,879</b>
July	184,122	233,242	<b>282,590</b>
August	220,323	259,832	<b>273,833</b>
September	214,848	272,488	<b>259,720</b>
October	238,537	299,486	<b>255,678</b>
November	207,303	247,280	<b>251,704</b>
December	248,989	241,200	

### Median Price



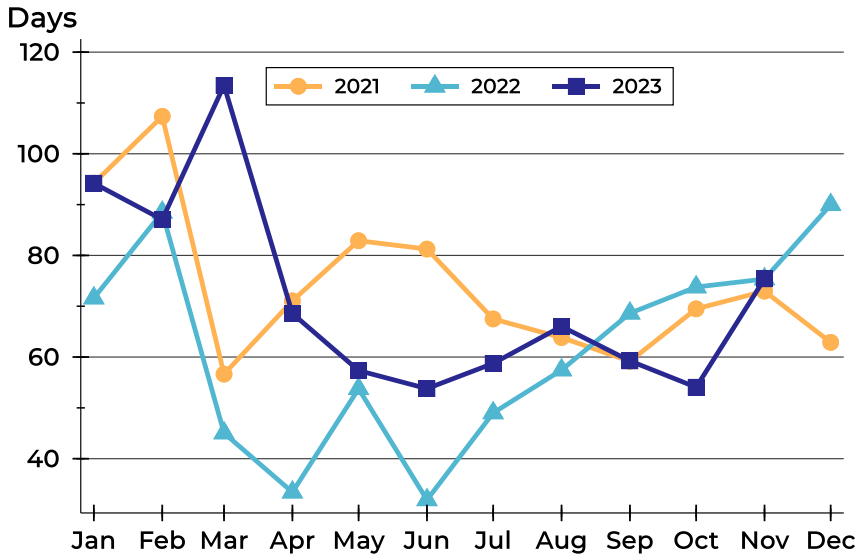
Month	2021	2022	2023
January	124,000	214,700	<b>225,000</b>
February	115,250	219,500	<b>174,450</b>
March	127,000	259,900	<b>204,700</b>
April	114,950	180,000	<b>172,450</b>
May	119,000	170,000	<b>249,000</b>
June	125,250	171,250	<b>254,500</b>
July	160,000	204,750	<b>269,450</b>
August	184,900	199,000	<b>231,975</b>
September	194,700	215,000	<b>205,000</b>
October	209,000	215,000	<b>219,500</b>
November	194,450	189,900	<b>214,900</b>
December	219,900	172,450	





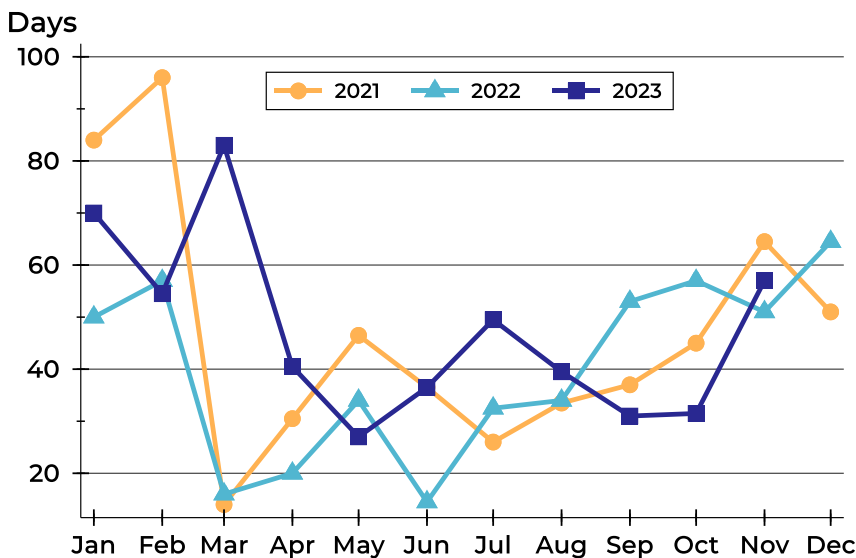
## North Region Active Listings Analysis

### Average DOM



Month	2021	2022	2023
January	94	72	94
February	107	88	87
March	57	45	113
April	71	33	69
May	83	54	57
June	81	32	54
July	68	49	59
August	64	57	66
September	59	69	59
October	69	74	54
November	73	75	75
December	63	90	

### Median DOM

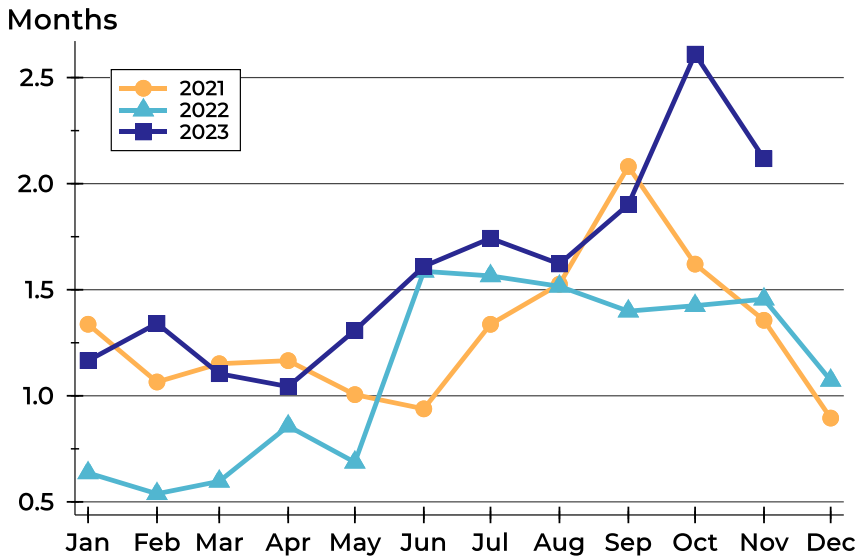


Month	2021	2022	2023
January	84	50	70
February	96	57	55
March	14	16	83
April	31	20	41
May	47	34	27
June	37	15	37
July	26	33	50
August	34	34	40
September	37	53	31
October	45	57	32
November	65	51	57
December	51	65	



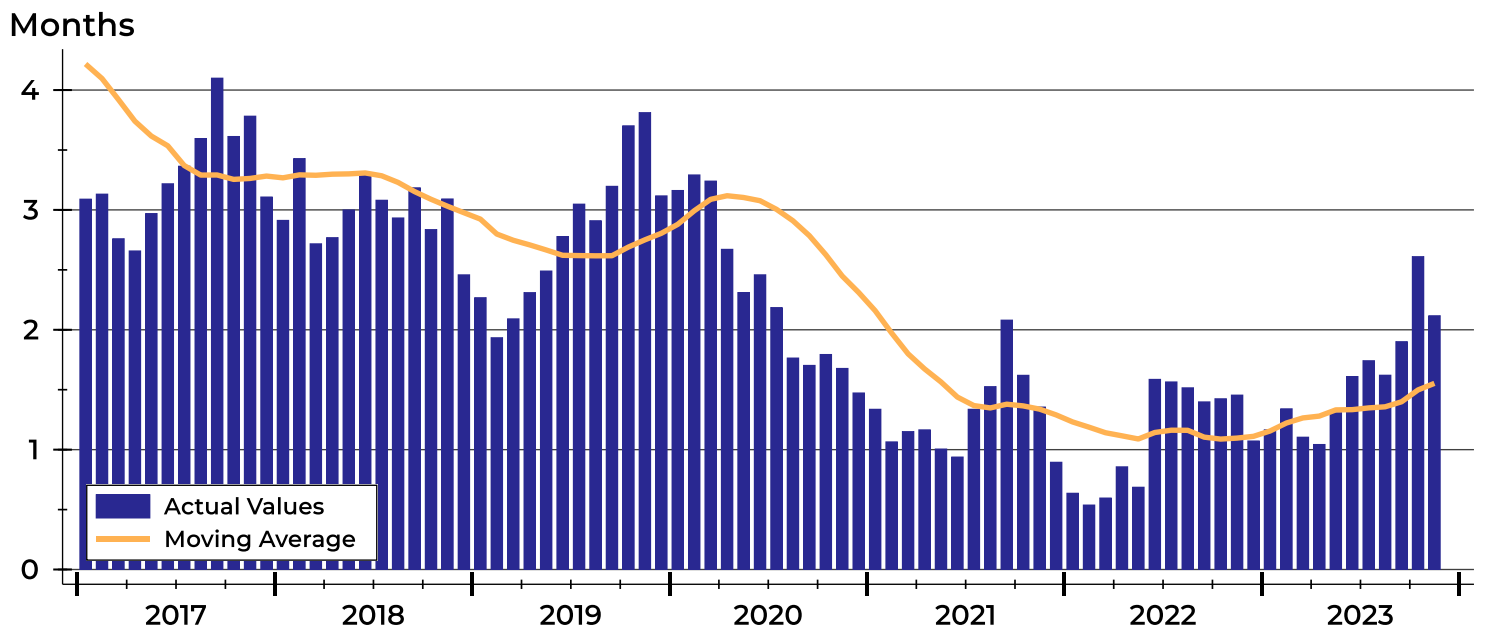
## North Region Months' Supply Analysis

### Months' Supply by Month



Month	2021	2022	2023
January	1.3	0.6	1.2
February	1.1	0.5	1.3
March	1.2	0.6	1.1
April	1.2	0.9	1.0
May	1.0	0.7	1.3
June	0.9	1.6	1.6
July	1.3	1.6	1.7
August	1.5	1.5	1.6
September	2.1	1.4	1.9
October	1.6	1.4	2.6
November	1.4	1.5	2.1
December	0.9	1.1	1.1

### History of Month's Supply





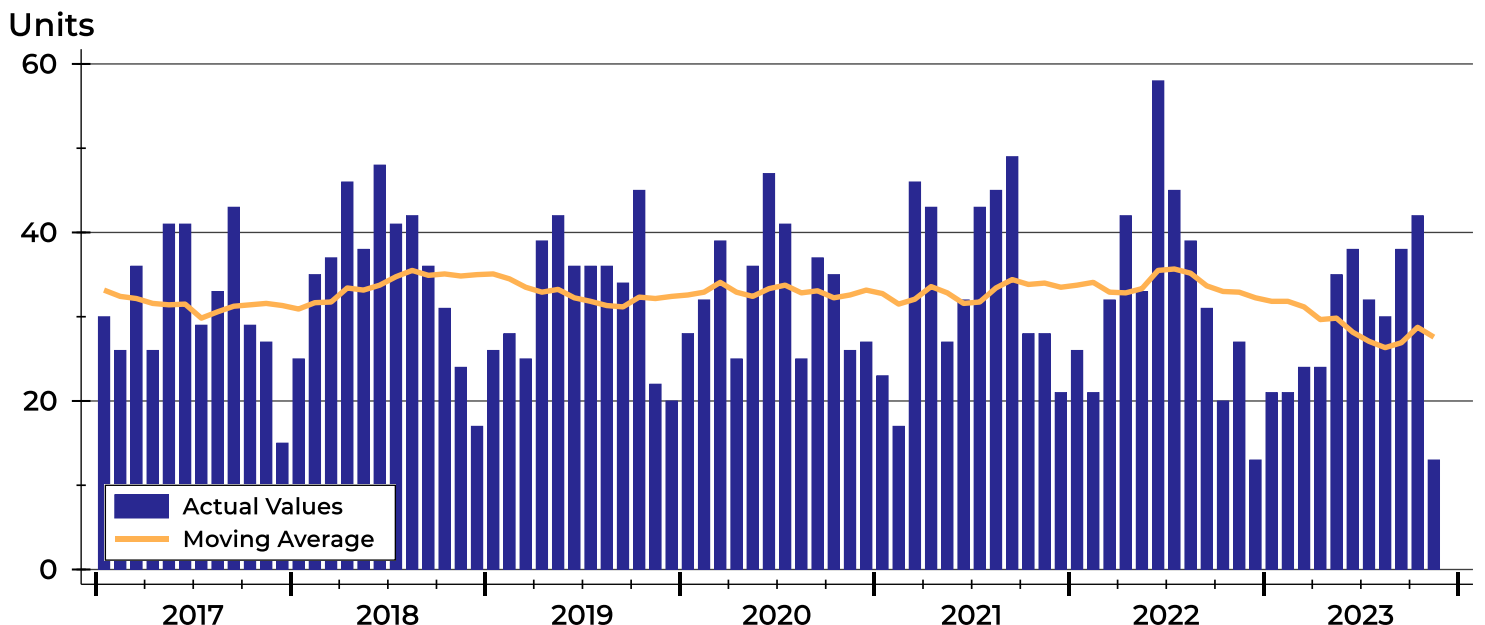
## North Region New Listings Analysis

Summary Statistics for New Listings		2023	November 2022	Change
Current Month	New Listings	<b>13</b>	27	-51.9%
	Volume (1,000s)	<b>2,662</b>	5,538	-51.9%
	Average List Price	<b>204,800</b>	205,103	-0.1%
	Median List Price	<b>179,000</b>	182,000	-1.6%
Year-to-Date	New Listings	<b>318</b>	374	-15.0%
	Volume (1,000s)	<b>75,147</b>	82,329	-8.7%
	Average List Price	<b>236,312</b>	220,131	7.4%
	Median List Price	<b>210,000</b>	193,000	8.8%

A total of 13 new listings were added in North Region during November, down 51.9% from the same month in 2022. Year-to-date North Region has seen 318 new listings.

The median list price of these homes was \$179,000 down from \$182,000 in 2022.

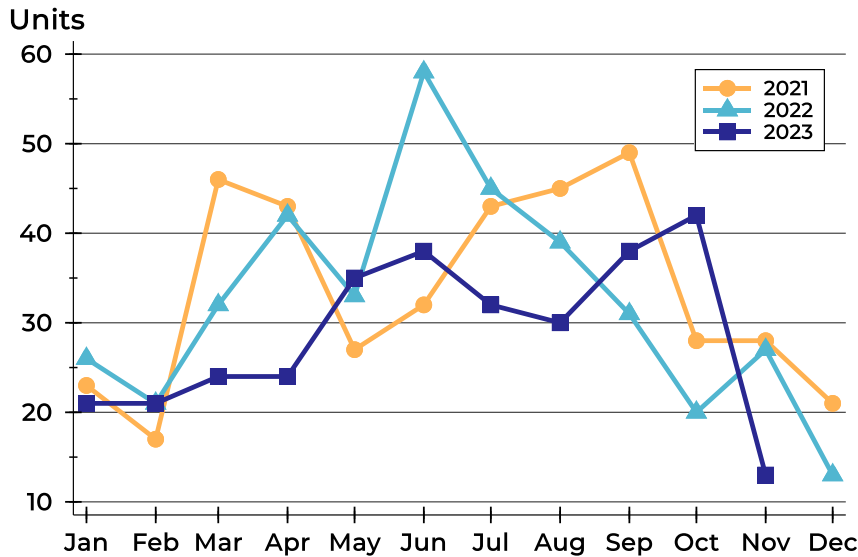
## History of New Listings





## North Region New Listings Analysis

### New Listings by Month



Month	2021	2022	2023
<b>January</b>	23	26	<b>21</b>
<b>February</b>	17	21	<b>21</b>
<b>March</b>	46	32	<b>24</b>
<b>April</b>	43	42	<b>24</b>
<b>May</b>	27	33	<b>35</b>
<b>June</b>	32	58	<b>38</b>
<b>July</b>	43	45	<b>32</b>
<b>August</b>	45	39	<b>30</b>
<b>September</b>	49	31	<b>38</b>
<b>October</b>	28	20	<b>42</b>
<b>November</b>	28	27	<b>13</b>
<b>December</b>	21	13	

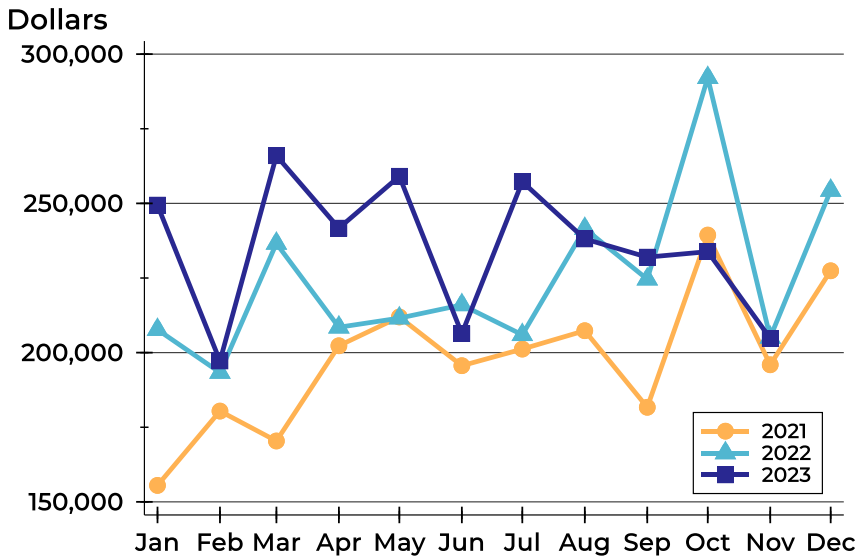
### New Listings by Price Range

Price Range	New Listings		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$25,000-\$49,999	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	7.7%	100,000	100,000	0	0	95.0%	95.0%
\$125,000-\$149,999	2	15.4%	132,450	132,450	28	28	100.0%	100.0%
\$150,000-\$174,999	3	23.1%	156,667	159,000	23	30	98.1%	100.0%
\$175,000-\$199,999	3	23.1%	187,833	185,000	18	13	98.9%	100.0%
\$200,000-\$249,999	2	15.4%	215,000	215,000	15	15	100.0%	100.0%
\$250,000-\$299,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$300,000-\$399,999	1	7.7%	385,000	385,000	3	3	100.0%	100.0%
\$400,000-\$499,999	1	7.7%	449,000	449,000	10	10	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



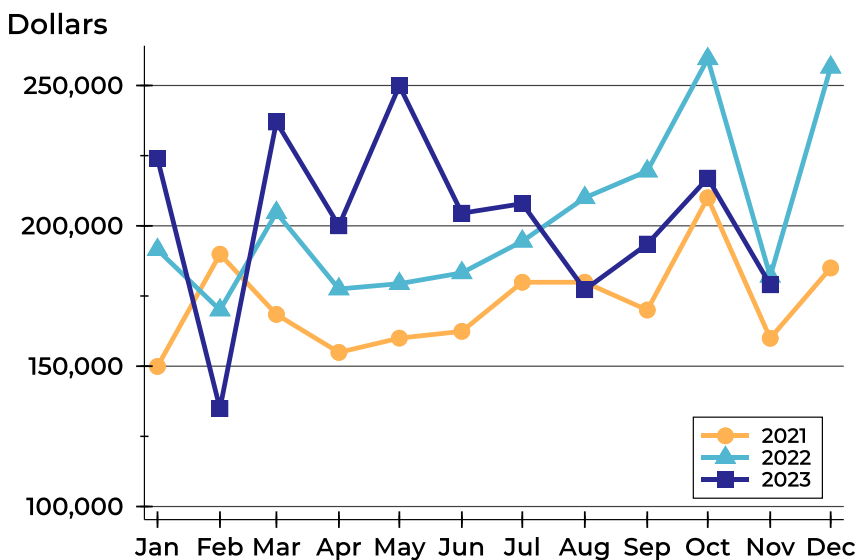
## North Region New Listings Analysis

### Average Price



Month	2021	2022	2023
<b>January</b>	155,521	207,704	<b>249,421</b>
<b>February</b>	180,419	193,343	<b>197,210</b>
<b>March</b>	170,404	236,584	<b>265,979</b>
<b>April</b>	202,303	208,501	<b>241,704</b>
<b>May</b>	211,946	211,561	<b>259,089</b>
<b>June</b>	195,626	215,984	<b>206,364</b>
<b>July</b>	201,188	205,980	<b>257,259</b>
<b>August</b>	207,351	241,554	<b>238,088</b>
<b>September</b>	181,699	224,600	<b>231,991</b>
<b>October</b>	239,389	292,105	<b>233,827</b>
<b>November</b>	195,930	205,103	<b>204,800</b>
<b>December</b>	227,412	254,323	

### Median Price



Month	2021	2022	2023
<b>January</b>	149,900	191,500	<b>224,000</b>
<b>February</b>	189,900	170,000	<b>134,900</b>
<b>March</b>	168,450	204,700	<b>237,000</b>
<b>April</b>	154,900	177,500	<b>200,000</b>
<b>May</b>	160,000	179,400	<b>249,900</b>
<b>June</b>	162,400	183,250	<b>204,500</b>
<b>July</b>	179,900	194,500	<b>207,900</b>
<b>August</b>	179,900	210,000	<b>177,250</b>
<b>September</b>	170,000	219,500	<b>193,500</b>
<b>October</b>	210,000	259,500	<b>217,000</b>
<b>November</b>	159,950	182,000	<b>179,000</b>
<b>December</b>	185,000	256,500	



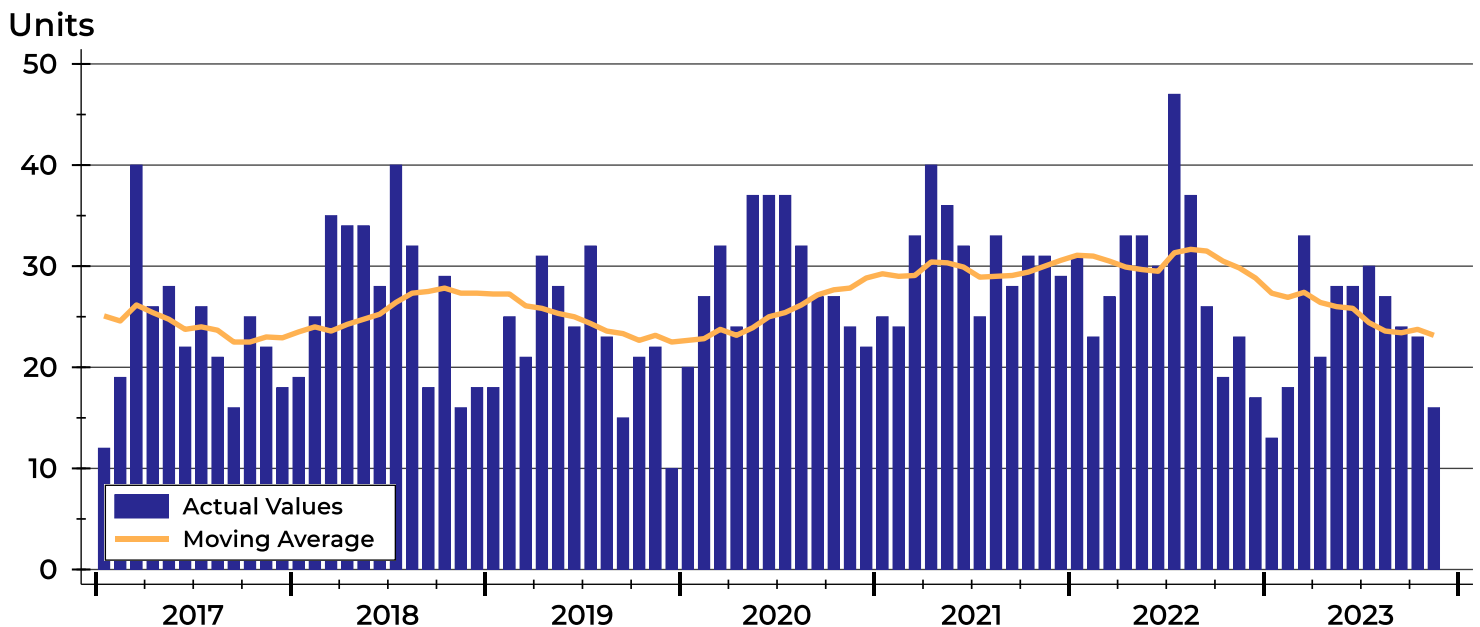
## North Region Contracts Written Analysis

Summary Statistics for Contracts Written		November			Year-to-Date		
		2023	2022	Change	2023	2022	Change
Contracts Written		<b>16</b>	23	-30.4%	<b>261</b>	329	-20.7%
Volume (1,000s)		<b>3,362</b>	6,037	-44.3%	<b>58,957</b>	71,743	-17.8%
Average	Sale Price	<b>210,109</b>	262,463	-19.9%	<b>225,889</b>	218,063	3.6%
	Days on Market	<b>34</b>	33	3.0%	<b>30</b>	20	50.0%
	Percent of Original	<b>90.8%</b>	93.0%	-2.4%	<b>95.3%</b>	97.8%	-2.6%
Median	Sale Price	<b>167,325</b>	244,000	-31.4%	<b>195,000</b>	194,000	0.5%
	Days on Market	<b>29</b>	16	81.3%	<b>8</b>	6	33.3%
	Percent of Original	<b>94.3%</b>	97.1%	-2.9%	<b>100.0%</b>	100.0%	0.0%

A total of 16 contracts for sale were written in North Region during the month of November, down from 23 in 2022. The median list price of these homes was \$167,325, down from \$244,000 the prior year.

Half of the homes that went under contract in November were on the market less than 29 days, compared to 16 days in November 2022.

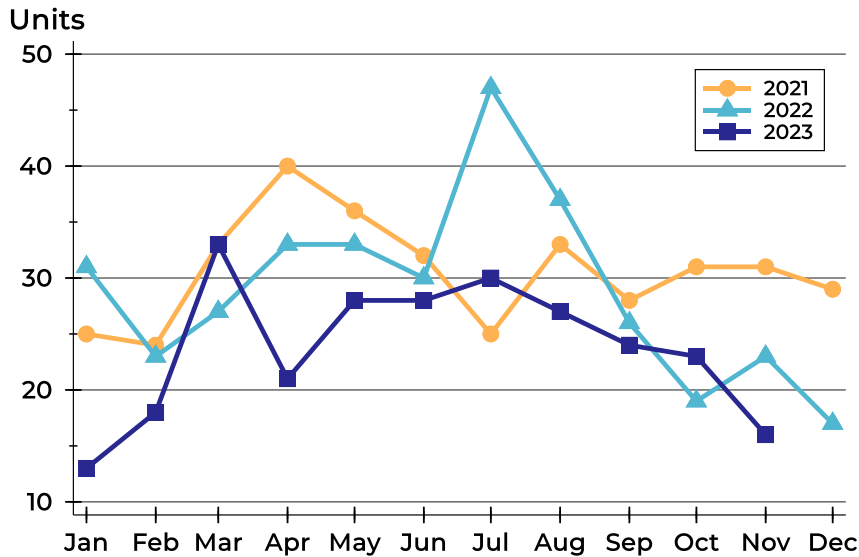
## History of Contracts Written





## North Region Contracts Written Analysis

### Contracts Written by Month



Month	2021	2022	2023
<b>January</b>	25	31	<b>13</b>
<b>February</b>	24	23	<b>18</b>
<b>March</b>	33	27	<b>33</b>
<b>April</b>	40	33	<b>21</b>
<b>May</b>	36	33	<b>28</b>
<b>June</b>	32	30	<b>28</b>
<b>July</b>	25	47	<b>30</b>
<b>August</b>	33	37	<b>27</b>
<b>September</b>	28	26	<b>24</b>
<b>October</b>	31	19	<b>23</b>
<b>November</b>	31	23	<b>16</b>
<b>December</b>	29	17	

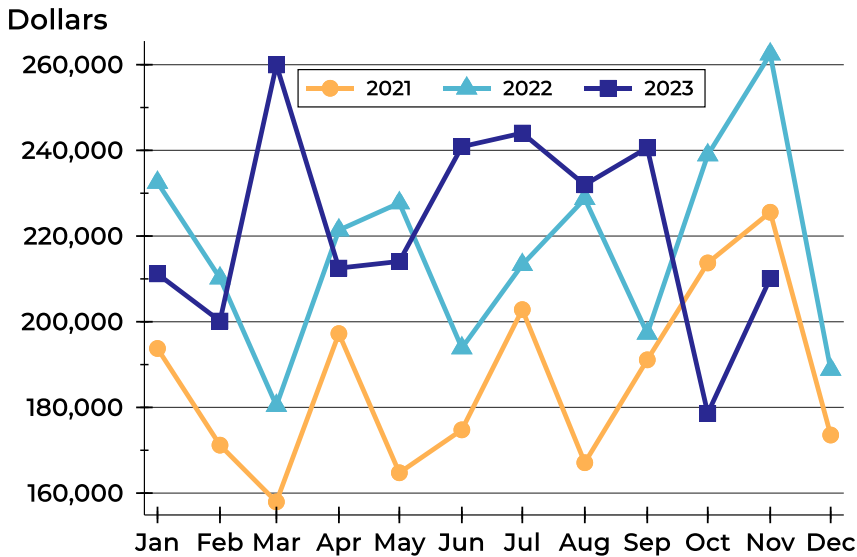
### Contracts Written by Price Range

Price Range	Contracts Written		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$25,000-\$49,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$50,000-\$99,999	2	12.5%	71,500	71,500	69	69	77.3%	77.3%
\$100,000-\$124,999	1	6.3%	100,000	100,000	0	0	95.0%	95.0%
\$125,000-\$149,999	1	6.3%	134,900	134,900	30	30	89.9%	89.9%
\$150,000-\$174,999	5	31.3%	161,930	160,000	37	46	90.9%	94.2%
\$175,000-\$199,999	1	6.3%	199,500	199,500	66	66	95.5%	95.5%
\$200,000-\$249,999	1	6.3%	220,000	220,000	0	0	100.0%	100.0%
\$250,000-\$299,999	2	12.5%	284,945	284,945	38	38	81.4%	81.4%
\$300,000-\$399,999	2	12.5%	379,950	379,950	9	9	100.0%	100.0%
\$400,000-\$499,999	1	6.3%	424,900	424,900	30	30	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



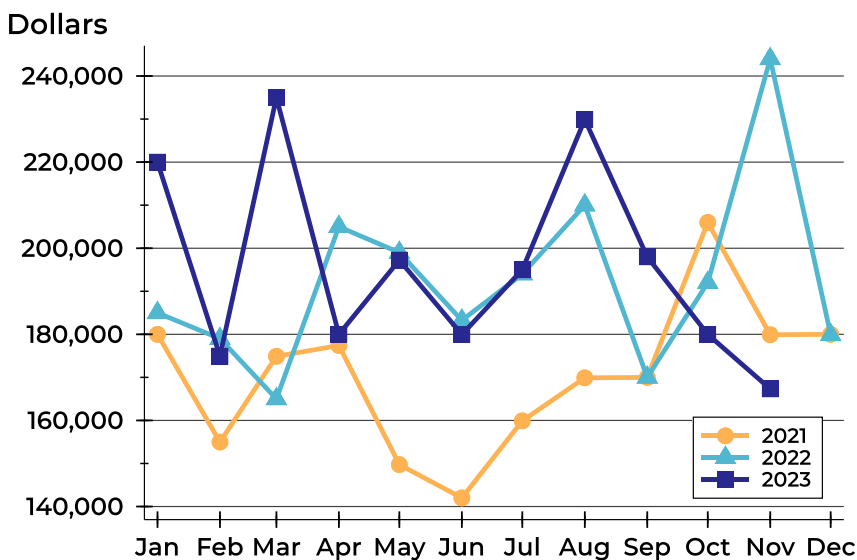
## North Region Contracts Written Analysis

### Average Price



Month	2021	2022	2023
<b>January</b>	193,759	232,503	<b>211,177</b>
<b>February</b>	171,195	210,178	<b>200,164</b>
<b>March</b>	157,955	180,415	<b>259,953</b>
<b>April</b>	197,234	221,386	<b>212,524</b>
<b>May</b>	164,746	227,724	<b>214,082</b>
<b>June</b>	174,770	193,868	<b>240,868</b>
<b>July</b>	202,832	213,306	<b>244,043</b>
<b>August</b>	167,100	228,714	<b>231,974</b>
<b>September</b>	191,111	197,277	<b>240,583</b>
<b>October</b>	213,726	238,916	<b>178,630</b>
<b>November</b>	225,556	262,463	<b>210,109</b>
<b>December</b>	173,560	188,847	

### Median Price



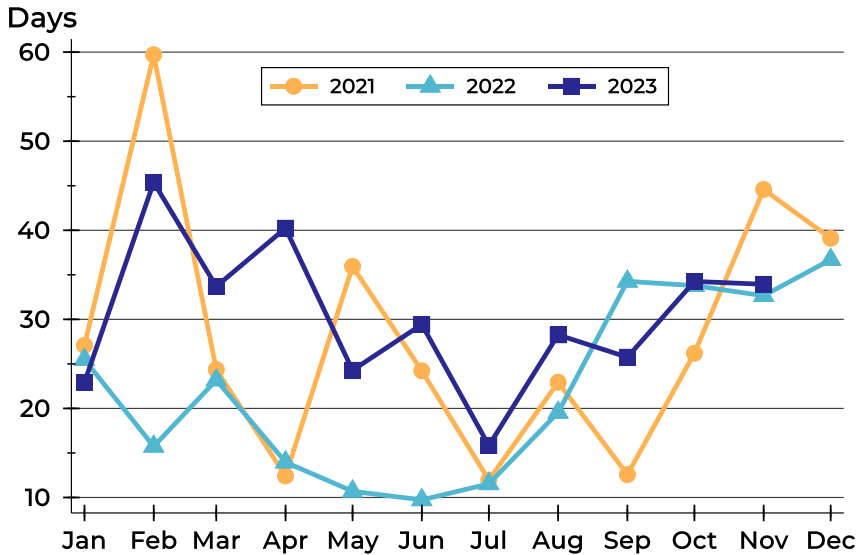
Month	2021	2022	2023
<b>January</b>	180,000	185,000	<b>220,000</b>
<b>February</b>	154,975	179,000	<b>174,950</b>
<b>March</b>	174,900	165,000	<b>235,000</b>
<b>April</b>	177,400	205,000	<b>180,000</b>
<b>May</b>	149,750	199,000	<b>197,250</b>
<b>June</b>	142,000	183,250	<b>179,950</b>
<b>July</b>	159,900	194,000	<b>195,000</b>
<b>August</b>	169,900	210,000	<b>229,900</b>
<b>September</b>	170,000	170,000	<b>198,000</b>
<b>October</b>	206,000	192,000	<b>180,000</b>
<b>November</b>	179,900	244,000	<b>167,325</b>
<b>December</b>	180,000	179,900	





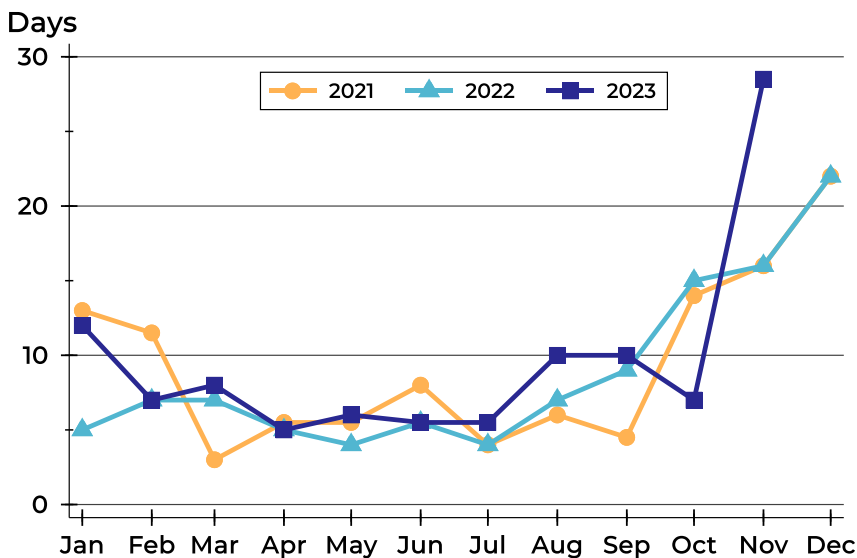
## North Region Contracts Written Analysis

### Average DOM



Month	2021	2022	2023
January	27	25	<b>23</b>
February	60	16	<b>45</b>
March	24	23	<b>34</b>
April	12	14	<b>40</b>
May	36	11	<b>24</b>
June	24	10	<b>29</b>
July	12	12	<b>16</b>
August	23	20	<b>28</b>
September	13	34	<b>26</b>
October	26	34	<b>34</b>
November	45	33	<b>34</b>
December	39	37	

### Median DOM



Month	2021	2022	2023
January	13	5	<b>12</b>
February	12	7	<b>7</b>
March	3	7	<b>8</b>
April	6	5	<b>5</b>
May	6	4	<b>6</b>
June	8	6	<b>6</b>
July	4	4	<b>6</b>
August	6	7	<b>10</b>
September	5	9	<b>10</b>
October	14	15	<b>7</b>
November	16	16	<b>29</b>
December	22	22	



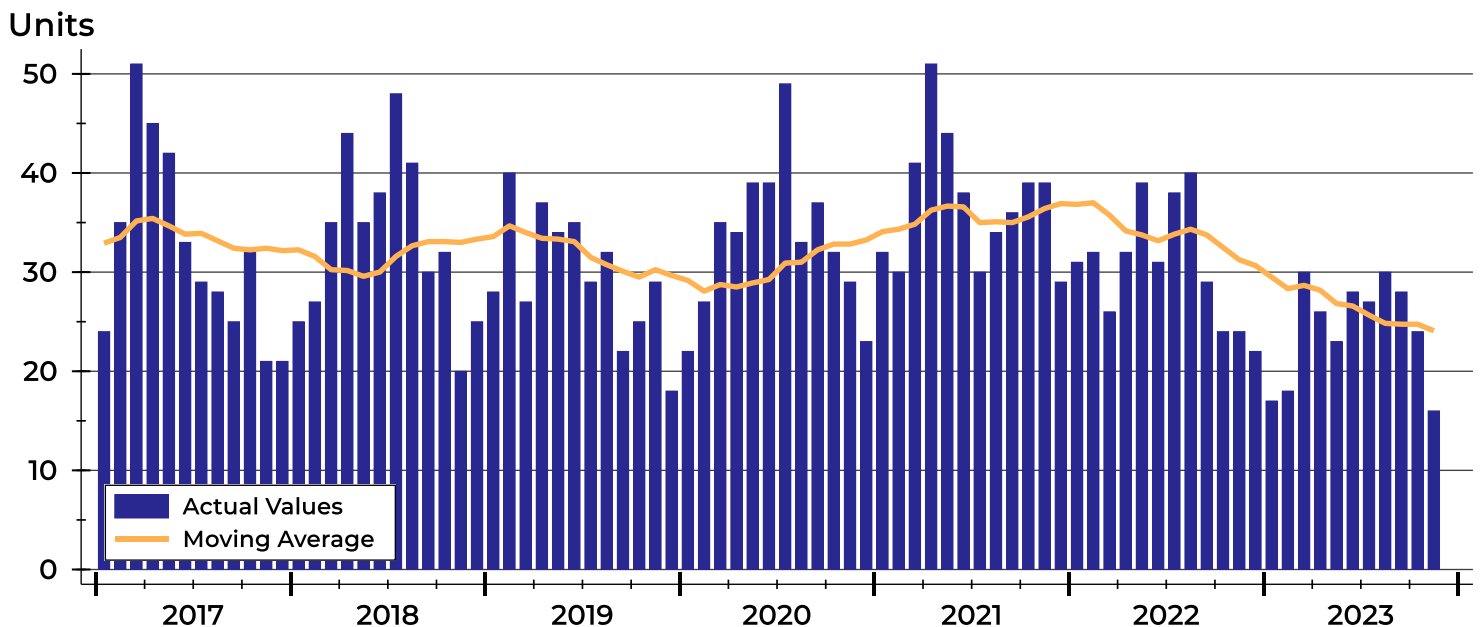
## North Region Pending Contracts Analysis

Summary Statistics for Pending Contracts		End of November		
		2023	2022	Change
Pending Contracts		<b>16</b>	24	-33.3%
Volume (1,000s)		<b>3,473</b>	6,489	-46.5%
Average	List Price	<b>217,041</b>	270,383	-19.7%
	Days on Market	<b>30</b>	36	-16.7%
	Percent of Original	<b>96.0%</b>	97.1%	-1.1%
Median	List Price	<b>167,375</b>	250,000	-33.1%
	Days on Market	<b>19</b>	16	18.8%
	Percent of Original	<b>100.0%</b>	100.0%	0.0%

A total of 16 listings in North Region had contracts pending at the end of November, down from 24 contracts pending at the end of November 2022.

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

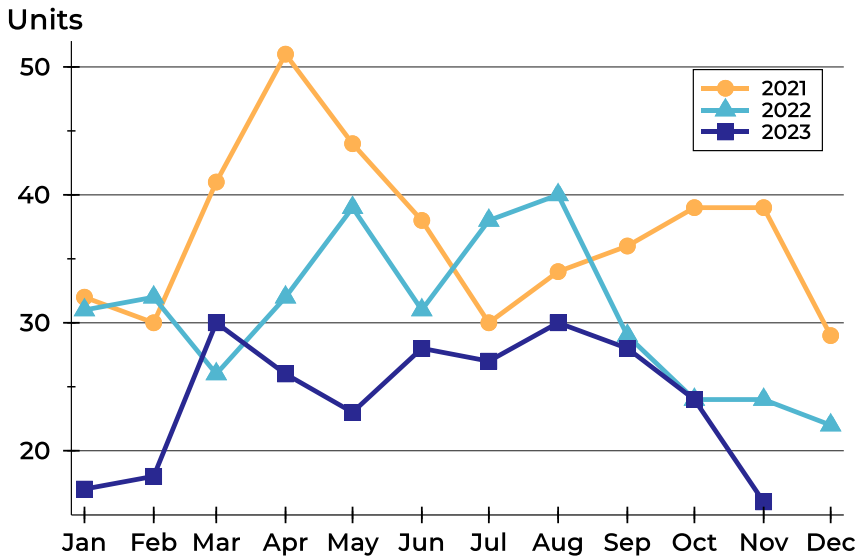
## History of Pending Contracts





## North Region Pending Contracts Analysis

### Pending Contracts by Month



Month	2021	2022	2023
January	32	31	17
February	30	32	18
March	41	26	30
April	51	32	26
May	44	39	23
June	38	31	28
July	30	38	27
August	34	40	30
September	36	29	28
October	39	24	24
November	39	24	16
December	29	22	

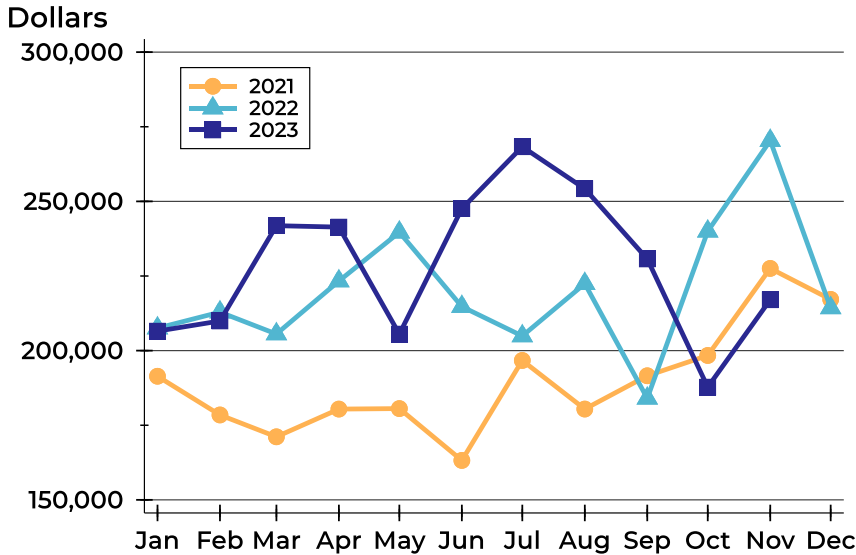
### Pending Contracts by Price Range

Price Range	Pending Contracts		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$25,000-\$49,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$50,000-\$99,999	2	12.5%	83,000	83,000	78	78	88.4%	88.4%
\$100,000-\$124,999	1	6.3%	123,000	123,000	0	0	100.0%	100.0%
\$125,000-\$149,999	2	12.5%	142,400	142,400	17	17	95.0%	95.0%
\$150,000-\$174,999	4	25.0%	164,913	164,950	32	26	95.3%	97.1%
\$175,000-\$199,999	1	6.3%	199,500	199,500	66	66	95.5%	95.5%
\$200,000-\$249,999	1	6.3%	225,000	225,000	5	5	100.0%	100.0%
\$250,000-\$299,999	1	6.3%	279,900	279,900	23	23	100.0%	100.0%
\$300,000-\$399,999	3	18.8%	369,967	374,900	11	15	97.8%	100.0%
\$400,000-\$499,999	1	6.3%	424,900	424,900	30	30	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



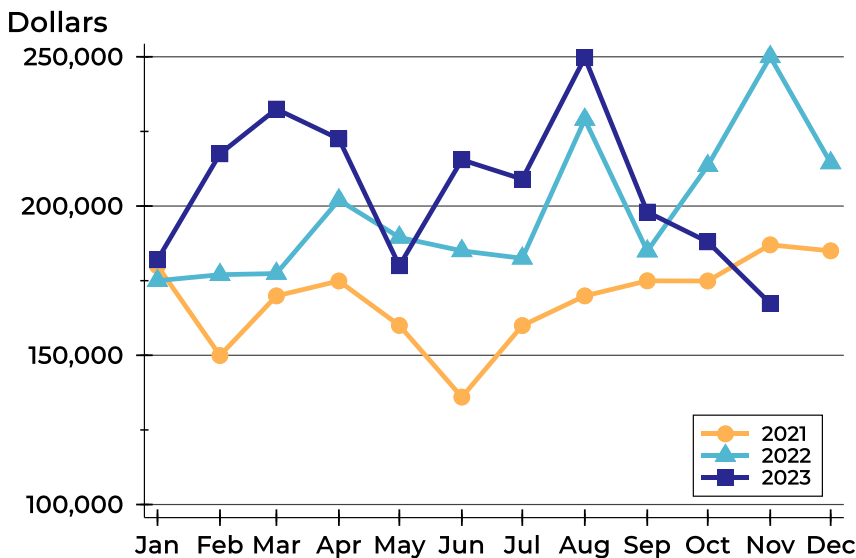
## North Region Pending Contracts Analysis

### Average Price



Month	2021	2022	2023
<b>January</b>	191,421	207,539	<b>206,529</b>
<b>February</b>	178,453	212,903	<b>209,936</b>
<b>March</b>	171,130	205,571	<b>241,861</b>
<b>April</b>	180,417	223,314	<b>241,394</b>
<b>May</b>	180,589	239,659	<b>205,548</b>
<b>June</b>	163,214	214,753	<b>247,564</b>
<b>July</b>	196,710	204,908	<b>268,311</b>
<b>August</b>	180,431	222,430	<b>254,242</b>
<b>September</b>	191,582	184,028	<b>230,713</b>
<b>October</b>	198,377	239,988	<b>187,777</b>
<b>November</b>	227,543	270,383	<b>217,041</b>
<b>December</b>	217,167	214,309	

### Median Price

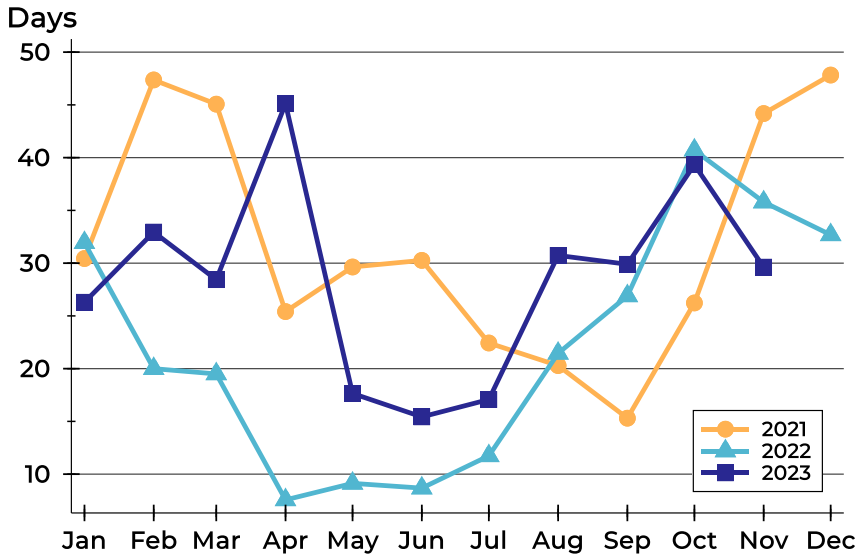


Month	2021	2022	2023
<b>January</b>	180,000	175,000	<b>182,000</b>
<b>February</b>	149,925	177,000	<b>217,500</b>
<b>March</b>	169,900	177,400	<b>232,500</b>
<b>April</b>	174,900	202,000	<b>222,500</b>
<b>May</b>	160,000	189,500	<b>180,000</b>
<b>June</b>	136,000	185,000	<b>215,500</b>
<b>July</b>	159,950	182,500	<b>209,000</b>
<b>August</b>	169,900	229,000	<b>249,700</b>
<b>September</b>	174,950	184,900	<b>198,000</b>
<b>October</b>	174,900	213,500	<b>188,000</b>
<b>November</b>	187,000	250,000	<b>167,375</b>
<b>December</b>	185,000	214,450	



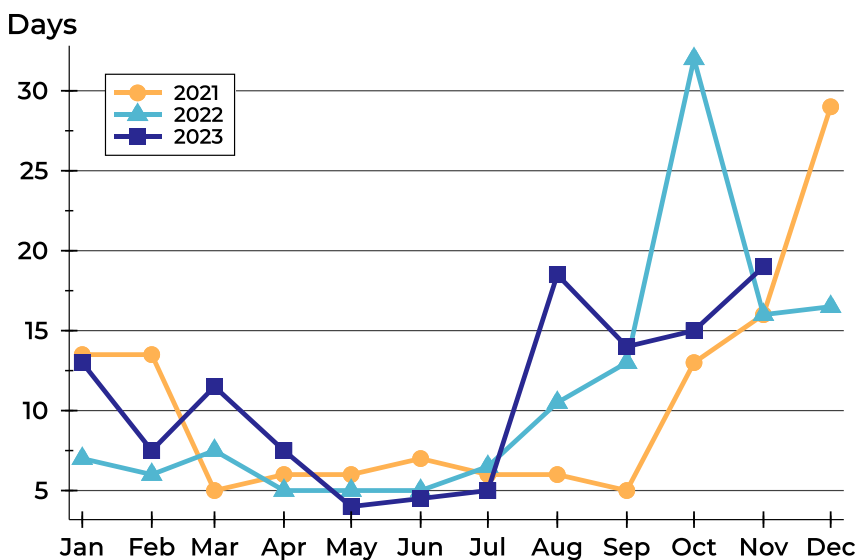
## North Region Pending Contracts Analysis

### Average DOM



Month	2021	2022	2023
January	30	32	<b>26</b>
February	47	20	<b>33</b>
March	45	20	<b>28</b>
April	25	8	<b>45</b>
May	30	9	<b>18</b>
June	30	9	<b>15</b>
July	22	12	<b>17</b>
August	20	21	<b>31</b>
September	15	27	<b>30</b>
October	26	41	<b>39</b>
November	44	36	<b>30</b>
December	48	33	<b>30</b>

### Median DOM



Month	2021	2022	2023
January	14	7	<b>13</b>
February	14	6	<b>8</b>
March	5	8	<b>12</b>
April	6	5	<b>8</b>
May	6	5	<b>4</b>
June	7	5	<b>5</b>
July	6	7	<b>5</b>
August	6	11	<b>19</b>
September	5	13	<b>14</b>
October	13	32	<b>15</b>
November	16	16	<b>19</b>
December	29	17	<b>19</b>



## South Region Housing Report



### Market Overview

#### South Region Home Sales Rose in November

Total home sales in South Region rose by 34.8% last month to 31 units, compared to 23 units in November 2022. Total sales volume was \$5.5 million, up 54.2% from a year earlier.

The median sale price in November was \$158,700, up from \$123,000 a year earlier. Homes that sold in November were typically on the market for 7 days and sold for 98.0% 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 30 units, up from 29 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 November was \$167,500.

During November, a total of 23 contracts were written up from 22 in November 2022. At the end of the month, there were 29 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

### Contact Information

Denise Humphrey, Chief Executive Officer  
 Sunflower Association of REALTORS®  
 3646 SW Plass  
 Topeka, KS 66611  
 785-267-3215  
[denise@sunflowerrealtors.com](mailto:denise@sunflowerrealtors.com)  
[www.SunflowerRealtors.com](http://www.SunflowerRealtors.com)



## South Region Summary Statistics

November MLS Statistics Three-year History		Current Month			Year-to-Date		
		2023	2022	2021	2023	2022	2021
<b>Home Sales</b>		<b>31</b>	<b>23</b>	<b>43</b>	<b>340</b>	<b>389</b>	<b>423</b>
Change from prior year		34.8%	-46.5%	34.4%	-12.6%	-8.0%	13.1%
<b>Active Listings</b>		<b>30</b>	<b>29</b>	<b>27</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
Change from prior year		3.4%	7.4%	-30.8%			
<b>Months' Supply</b>		<b>1.0</b>	<b>0.8</b>	<b>0.7</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
Change from prior year		25.0%	14.3%	-41.7%			
<b>New Listings</b>		<b>18</b>	<b>20</b>	<b>29</b>	<b>400</b>	<b>413</b>	<b>494</b>
Change from prior year		-10.0%	-31.0%	70.6%	-3.1%	-16.4%	12.8%
<b>Contracts Written</b>		<b>22</b>	<b>22</b>	<b>35</b>	<b>348</b>	<b>377</b>	<b>449</b>
Change from prior year		0.0%	-37.1%	45.8%	-7.7%	-16.0%	9.8%
<b>Pending Contracts</b>		<b>29</b>	<b>32</b>	<b>57</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
Change from prior year		-9.4%	-43.9%	21.3%			
<b>Sales Volume (1,000s)</b>		<b>5,535</b>	<b>3,589</b>	<b>6,369</b>	<b>63,732</b>	<b>67,318</b>	<b>64,558</b>
Change from prior year		54.2%	-43.6%	47.8%	-5.3%	4.3%	22.5%
<b>Average</b>	<b>Sale Price</b>	<b>178,562</b>	<b>156,032</b>	<b>148,120</b>	<b>187,447</b>	<b>173,053</b>	<b>152,618</b>
	Change from prior year	14.4%	5.3%	10.0%	8.3%	13.4%	8.3%
	<b>List Price of Actives</b>	<b>248,407</b>	<b>187,245</b>	<b>144,400</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
	Change from prior year	32.7%	29.7%	-0.2%			
	<b>Days on Market</b>	<b>17</b>	<b>27</b>	<b>26</b>	<b>20</b>	<b>18</b>	<b>23</b>
Change from prior year	-37.0%	3.8%	-13.3%	11.1%	-21.7%	-43.9%	
<b>Percent of List</b>	<b>95.8%</b>	<b>94.2%</b>	<b>95.9%</b>	<b>97.6%</b>	<b>97.4%</b>	<b>96.9%</b>	
Change from prior year	1.7%	-1.8%	0.5%	0.2%	0.5%	0.9%	
<b>Percent of Original</b>	<b>94.4%</b>	<b>92.9%</b>	<b>93.5%</b>	<b>96.1%</b>	<b>95.8%</b>	<b>95.8%</b>	
Change from prior year	1.6%	-0.6%	2.4%	0.3%	0.0%	2.1%	
<b>Median</b>	<b>Sale Price</b>	<b>158,700</b>	<b>123,000</b>	<b>147,000</b>	<b>165,000</b>	<b>142,000</b>	<b>142,000</b>
	Change from prior year	29.0%	-16.3%	14.4%	16.2%	0.0%	7.0%
	<b>List Price of Actives</b>	<b>167,500</b>	<b>164,900</b>	<b>115,000</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
	Change from prior year	1.6%	43.4%	-6.4%			
	<b>Days on Market</b>	<b>7</b>	<b>9</b>	<b>9</b>	<b>6</b>	<b>6</b>	<b>5</b>
Change from prior year	-22.2%	0.0%	125.0%	0.0%	20.0%	-58.3%	
<b>Percent of List</b>	<b>98.0%</b>	<b>94.7%</b>	<b>98.1%</b>	<b>99.3%</b>	<b>99.3%</b>	<b>98.6%</b>	
Change from prior year	3.5%	-3.5%	0.0%	0.0%	0.7%	1.0%	
<b>Percent of Original</b>	<b>95.8%</b>	<b>94.7%</b>	<b>97.3%</b>	<b>98.3%</b>	<b>98.4%</b>	<b>98.0%</b>	
Change from prior year	1.2%	-2.7%	1.5%	-0.1%	0.4%	1.1%	

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



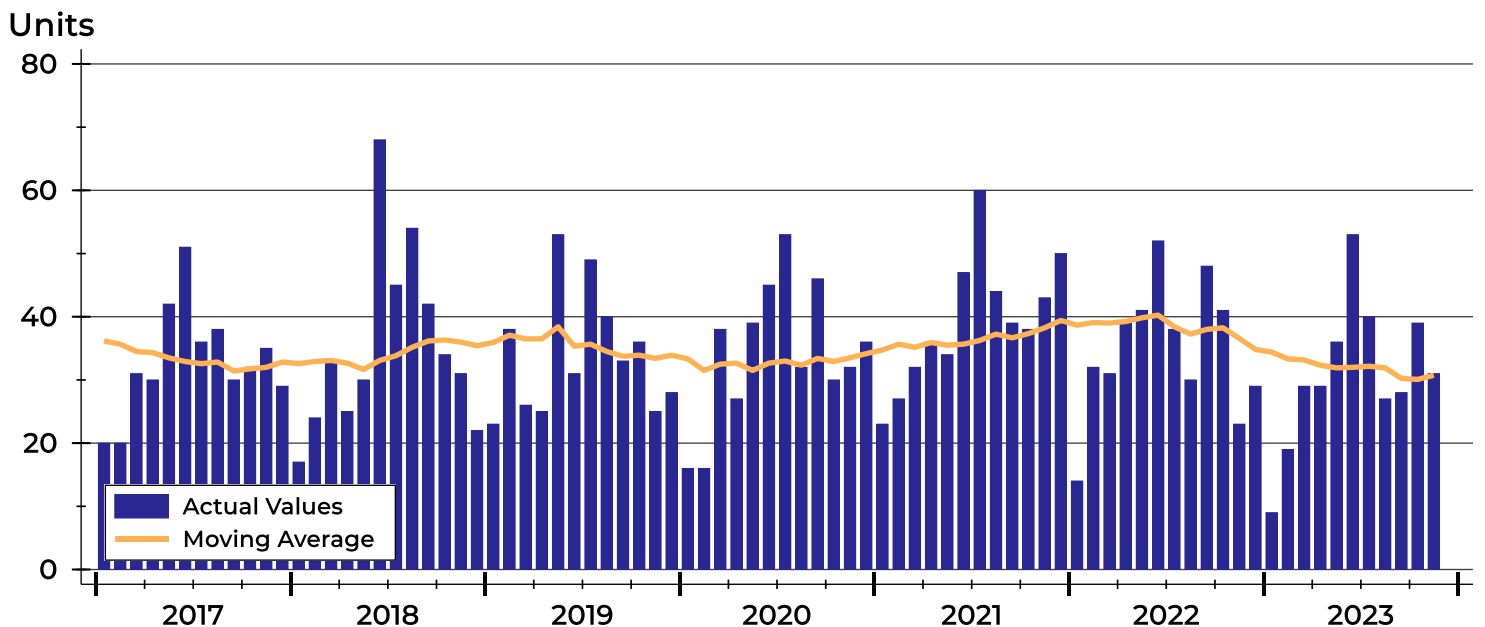
## South Region Closed Listings Analysis

Summary Statistics for Closed Listings		November			Year-to-Date		
		2023	2022	Change	2023	2022	Change
Closed Listings		<b>31</b>	23	34.8%	<b>340</b>	389	-12.6%
Volume (1,000s)		<b>5,535</b>	3,589	54.2%	<b>63,732</b>	67,318	-5.3%
Months' Supply		<b>1.0</b>	0.8	25.0%	<b>N/A</b>	N/A	N/A
Average	Sale Price	<b>178,562</b>	156,032	14.4%	<b>187,447</b>	173,053	8.3%
	Days on Market	<b>17</b>	27	-37.0%	<b>20</b>	18	11.1%
	Percent of List	<b>95.8%</b>	94.2%	1.7%	<b>97.6%</b>	97.4%	0.2%
	Percent of Original	<b>94.4%</b>	92.9%	1.6%	<b>96.1%</b>	95.8%	0.3%
Median	Sale Price	<b>158,700</b>	123,000	29.0%	<b>165,000</b>	142,000	16.2%
	Days on Market	<b>7</b>	9	-22.2%	<b>6</b>	6	0.0%
	Percent of List	<b>98.0%</b>	94.7%	3.5%	<b>99.3%</b>	99.3%	0.0%
	Percent of Original	<b>95.8%</b>	94.7%	1.2%	<b>98.3%</b>	98.4%	-0.1%

A total of 31 homes sold in South Region in November, up from 23 units in November 2022. Total sales volume rose to \$5.5 million compared to \$3.6 million in the previous year.

The median sales price in November was \$158,700, up 29.0% compared to the prior year. Median days on market was 7 days, the same as October, and down from 9 in November 2022.

## History of Closed Listings

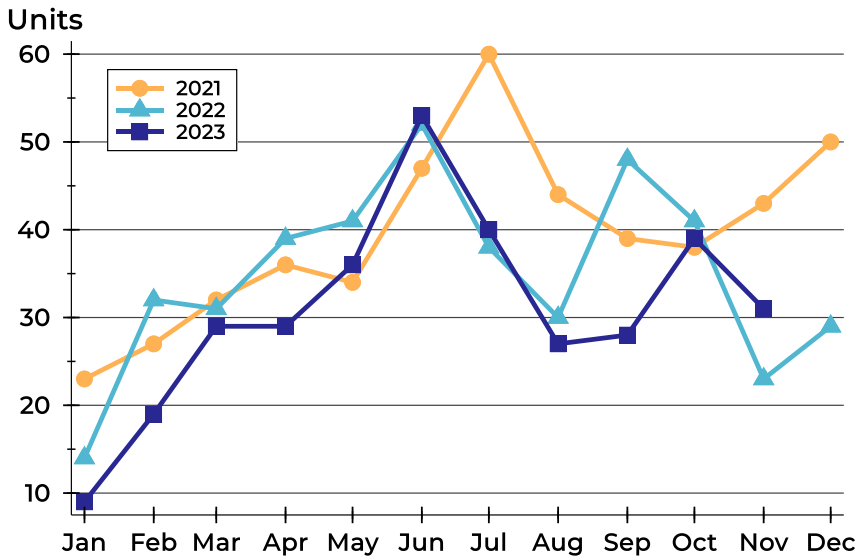






## South Region Closed Listings Analysis

### Closed Listings by Month



Month	2021	2022	2023
January	23	14	9
February	27	32	19
March	32	31	29
April	36	39	29
May	34	41	36
June	47	52	53
July	60	38	40
August	44	30	27
September	39	48	28
October	38	41	39
November	43	23	31
December	50	29	

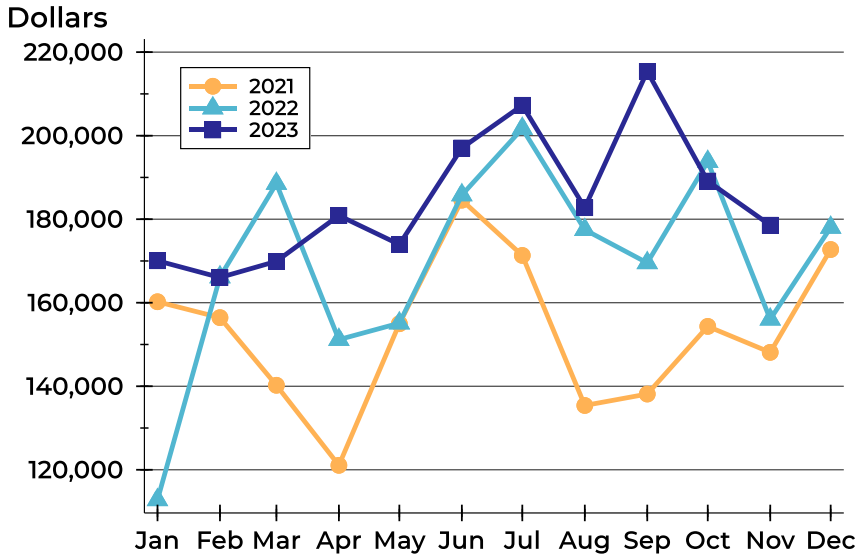
### Closed Listings by Price Range

Price Range	Sales		Months' Supply	Sale Price		Days on Market		Price as % of List		Price as % of Orig.	
	Number	Percent		Average	Median	Avg.	Med.	Avg.	Med.	Avg.	Med.
Below \$25,000	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	6.5%	0.8	46,000	46,000	10	10	88.0%	88.0%	88.0%	88.0%
\$50,000-\$99,999	6	19.4%	1.4	72,175	70,525	23	19	91.5%	92.7%	87.0%	85.4%
\$100,000-\$124,999	3	9.7%	1.3	103,333	105,000	6	7	97.4%	96.8%	97.4%	96.8%
\$125,000-\$149,999	4	12.9%	0.0	131,000	128,500	28	17	97.6%	98.2%	96.5%	96.6%
\$150,000-\$174,999	2	6.5%	2.1	161,000	161,000	44	44	97.8%	97.8%	97.0%	97.0%
\$175,000-\$199,999	5	16.1%	0.4	182,600	180,000	9	4	98.1%	100.0%	98.1%	100.0%
\$200,000-\$249,999	3	9.7%	0.6	224,833	225,000	31	45	95.7%	100.0%	92.4%	93.8%
\$250,000-\$299,999	1	3.2%	0.9	279,900	279,900	4	4	100.0%	100.0%	100.0%	100.0%
\$300,000-\$399,999	3	9.7%	1.0	351,600	355,000	4	5	96.3%	95.2%	96.3%	95.2%
\$400,000-\$499,999	1	3.2%	1.1	432,160	432,160	0	0	100.0%	100.0%	100.0%	100.0%
\$500,000-\$749,999	1	3.2%	6.0	500,000	500,000	0	0	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



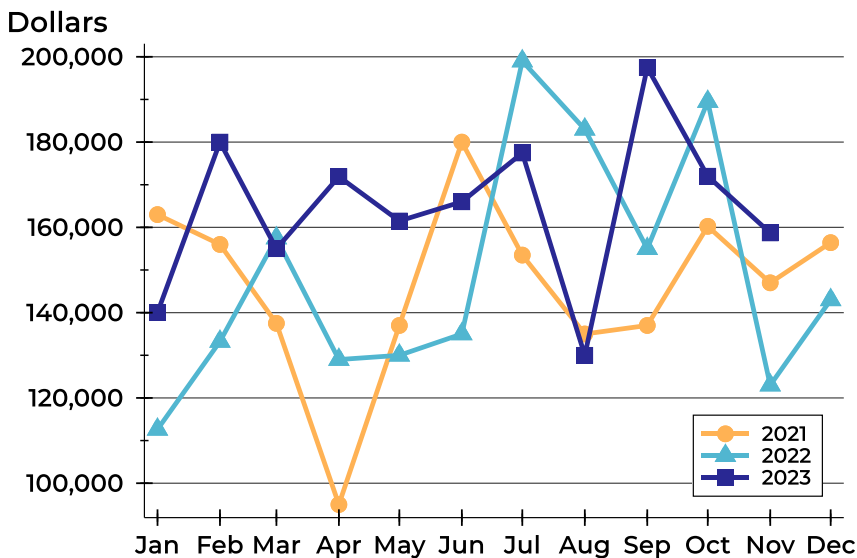
## South Region Closed Listings Analysis

### Average Price



Month	2021	2022	2023
January	160,235	112,796	<b>170,056</b>
February	156,432	166,151	<b>166,053</b>
March	140,241	188,532	<b>169,907</b>
April	121,075	151,170	<b>180,879</b>
May	154,972	155,110	<b>173,943</b>
June	184,562	185,795	<b>197,045</b>
July	171,326	201,697	<b>207,278</b>
August	135,400	177,477	<b>182,759</b>
September	138,141	169,540	<b>215,396</b>
October	154,339	193,788	<b>189,132</b>
November	148,120	156,032	<b>178,562</b>
December	172,741	178,024	

### Median Price

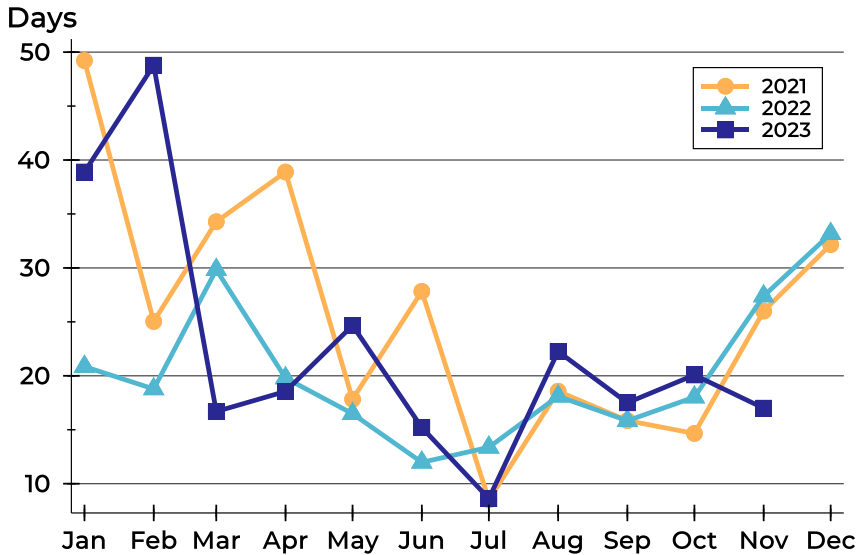


Month	2021	2022	2023
January	163,000	112,625	<b>140,000</b>
February	156,000	133,250	<b>180,000</b>
March	137,500	157,500	<b>155,000</b>
April	95,000	129,000	<b>171,900</b>
May	137,000	130,000	<b>161,500</b>
June	180,000	135,000	<b>166,000</b>
July	153,500	199,000	<b>177,450</b>
August	135,000	183,000	<b>130,000</b>
September	137,000	155,000	<b>197,500</b>
October	160,250	189,500	<b>172,000</b>
November	147,000	123,000	<b>158,700</b>
December	156,421	143,000	



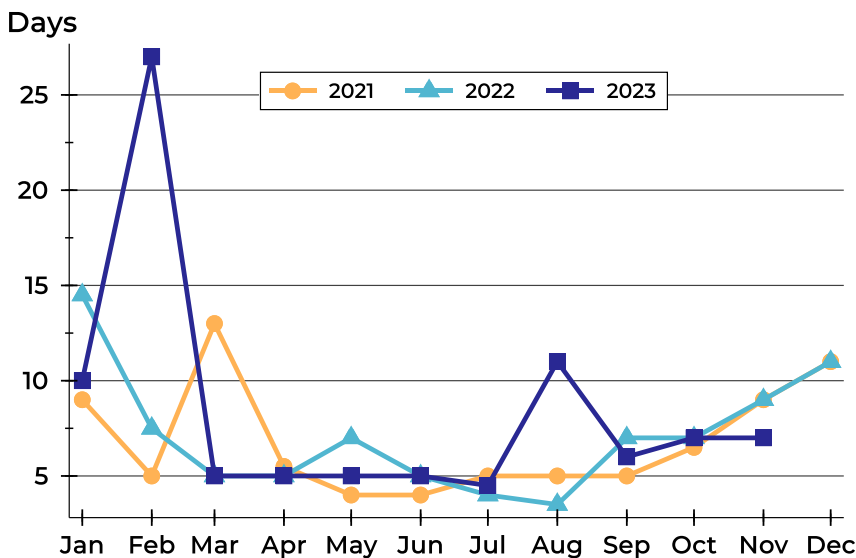
## South Region Closed Listings Analysis

### Average DOM



Month	2021	2022	2023
January	49	21	<b>39</b>
February	25	19	<b>49</b>
March	34	30	<b>17</b>
April	39	20	<b>19</b>
May	18	16	<b>25</b>
June	28	12	<b>15</b>
July	9	13	<b>9</b>
August	19	18	<b>22</b>
September	16	16	<b>18</b>
October	15	18	<b>20</b>
November	26	27	<b>17</b>
December	32	33	

### Median DOM



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



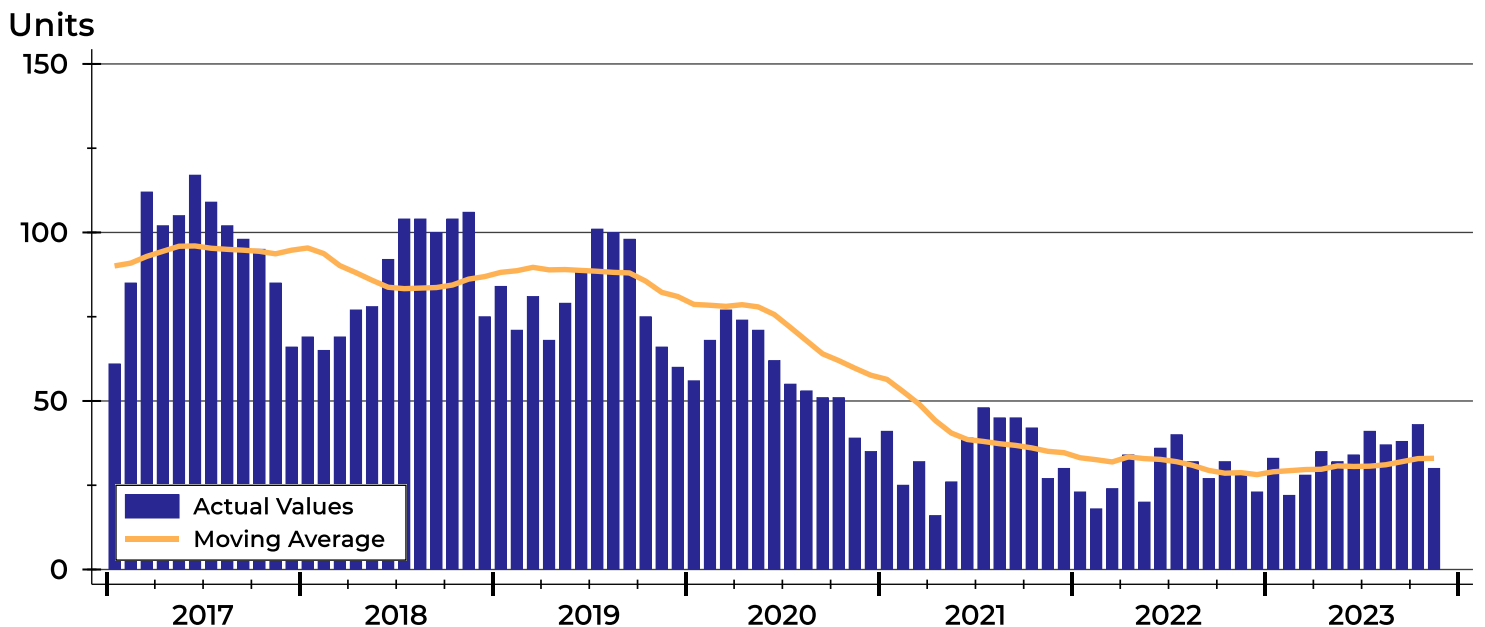
## South Region Active Listings Analysis

Summary Statistics for Active Listings		End of November		
		2023	2022	Change
Active Listings		<b>30</b>	29	3.4%
Volume (1,000s)		<b>7,452</b>	5,430	37.2%
Months' Supply		<b>1.0</b>	0.8	25.0%
Average	List Price	<b>248,407</b>	187,245	32.7%
	Days on Market	<b>78</b>	52	50.0%
	Percent of Original	<b>96.5%</b>	96.7%	-0.2%
Median	List Price	<b>167,500</b>	164,900	1.6%
	Days on Market	<b>60</b>	36	66.7%
	Percent of Original	<b>99.3%</b>	97.6%	1.7%

A total of 30 homes were available for sale in South Region at the end of November. This represents a 1.0 months' supply of active listings.

The median list price of homes on the market at the end of November was \$167,500, up 1.6% from 2022. The typical time on market for active listings was 60 days, up from 36 days a year earlier.

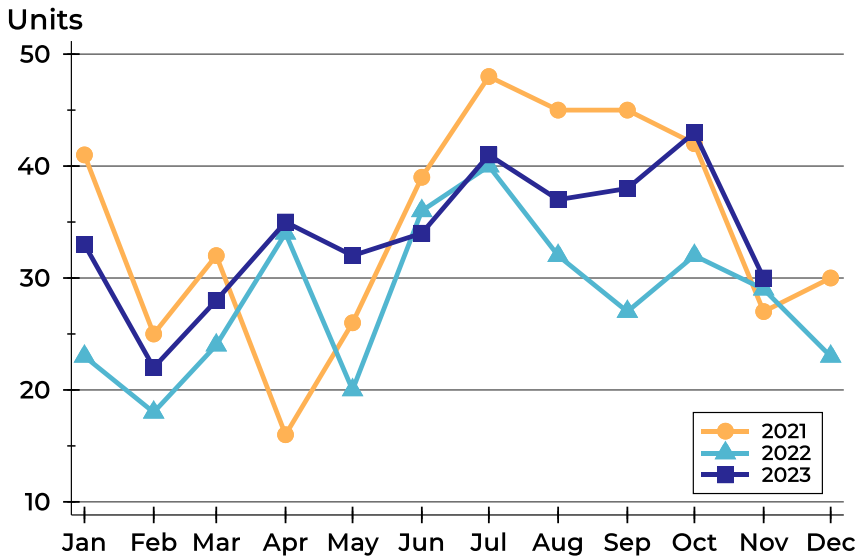
## History of Active Listings





## South Region Active Listings Analysis

### Active Listings by Month



Month	2021	2022	2023
January	41	23	<b>33</b>
February	25	18	<b>22</b>
March	32	24	<b>28</b>
April	16	34	<b>35</b>
May	26	20	<b>32</b>
June	39	36	<b>34</b>
July	48	40	<b>41</b>
August	45	32	<b>37</b>
September	45	27	<b>38</b>
October	42	32	<b>43</b>
November	27	29	<b>30</b>
December	30	23	30

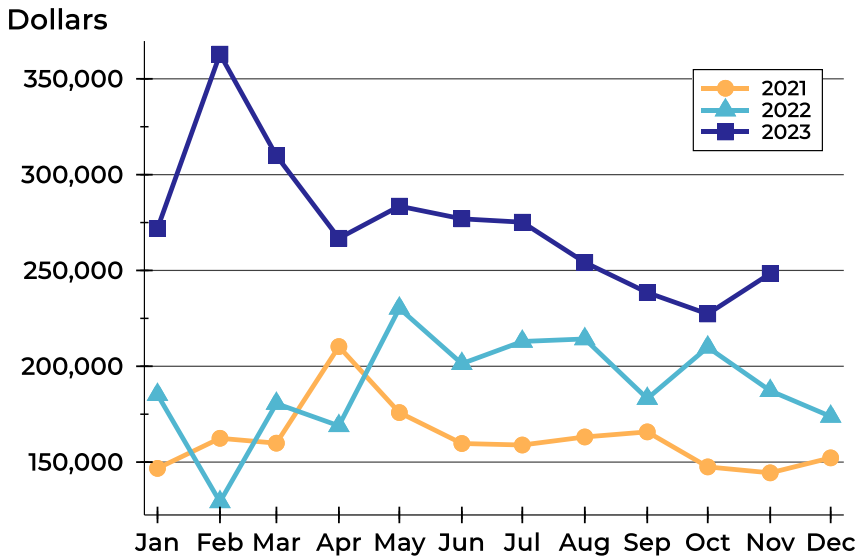
### Active Listings by Price Range

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%	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$25,000-\$49,999	1	3.3%	0.8	37,500	37,500	97	97	94.0%	94.0%
\$50,000-\$99,999	5	16.7%	1.4	71,460	69,900	32	36	97.3%	100.0%
\$100,000-\$124,999	5	16.7%	1.3	114,920	114,900	71	64	94.7%	95.8%
\$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	6	20.0%	2.1	163,300	166,200	86	87	96.3%	100.0%
\$175,000-\$199,999	1	3.3%	0.4	189,000	189,000	70	70	95.9%	95.9%
\$200,000-\$249,999	3	10.0%	0.6	222,800	214,900	37	49	100.7%	100.0%
\$250,000-\$299,999	2	6.7%	0.9	287,500	287,500	134	134	97.0%	97.0%
\$300,000-\$399,999	3	10.0%	1.0	369,933	370,000	31	23	97.1%	100.0%
\$400,000-\$499,999	1	3.3%	1.1	419,000	419,000	107	107	98.6%	98.6%
\$500,000-\$749,999	2	6.7%	6.0	572,400	572,400	185	185	91.2%	91.2%
\$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	1	3.3%	N/A	1,397,000	1,397,000	198	198	100.0%	100.0%



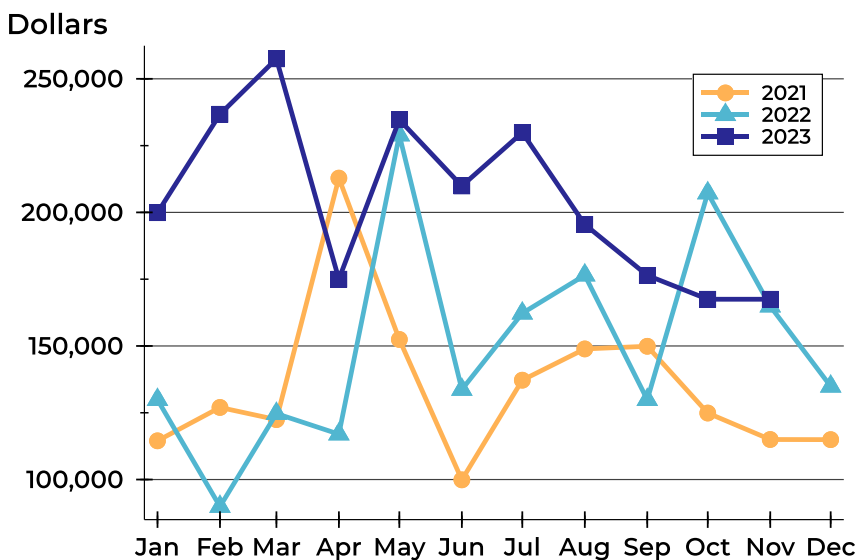
## South Region Active Listings Analysis

### Average Price



Month	2021	2022	2023
January	146,720	185,204	<b>271,926</b>
February	162,432	129,250	<b>362,877</b>
March	159,881	180,565	<b>309,907</b>
April	210,297	168,941	<b>266,806</b>
May	175,850	230,253	<b>283,563</b>
June	159,719	201,368	<b>276,956</b>
July	158,919	212,957	<b>275,188</b>
August	163,124	214,261	<b>254,205</b>
September	165,777	183,156	<b>238,491</b>
October	147,499	209,934	<b>227,314</b>
November	144,400	187,245	<b>248,407</b>
December	152,213	173,822	

### Median Price

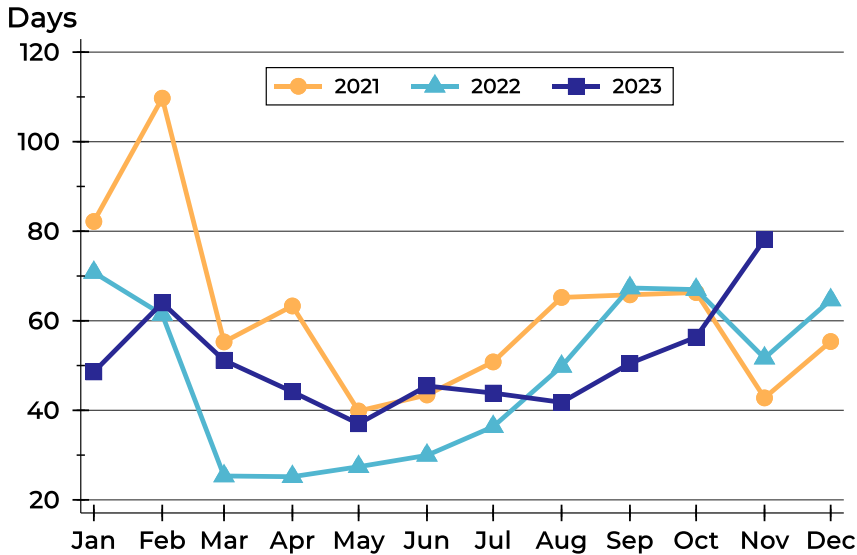


Month	2021	2022	2023
January	114,500	129,900	<b>199,900</b>
February	127,000	89,900	<b>236,750</b>
March	122,448	124,700	<b>257,500</b>
April	212,850	117,000	<b>175,000</b>
May	152,450	228,950	<b>234,700</b>
June	99,900	133,700	<b>209,900</b>
July	137,200	162,250	<b>229,900</b>
August	148,900	176,500	<b>195,500</b>
September	149,900	129,900	<b>176,450</b>
October	124,900	207,250	<b>167,500</b>
November	115,000	164,900	<b>167,500</b>
December	114,950	134,900	



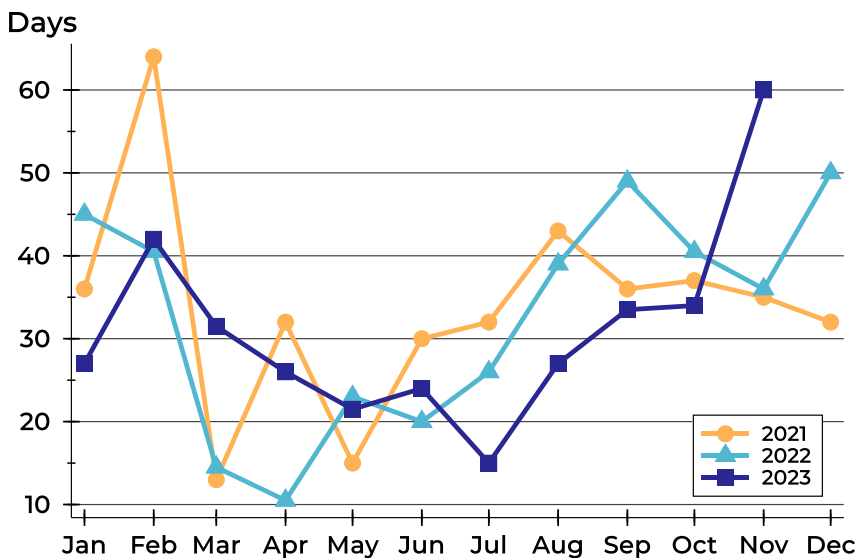
## South Region Active Listings Analysis

### Average DOM



Month	2021	2022	2023
January	82	71	49
February	110	61	64
March	55	25	51
April	63	25	44
May	40	27	37
June	43	30	45
July	51	36	44
August	65	50	42
September	66	67	51
October	66	67	56
November	43	52	78
December	55	65	

### Median DOM

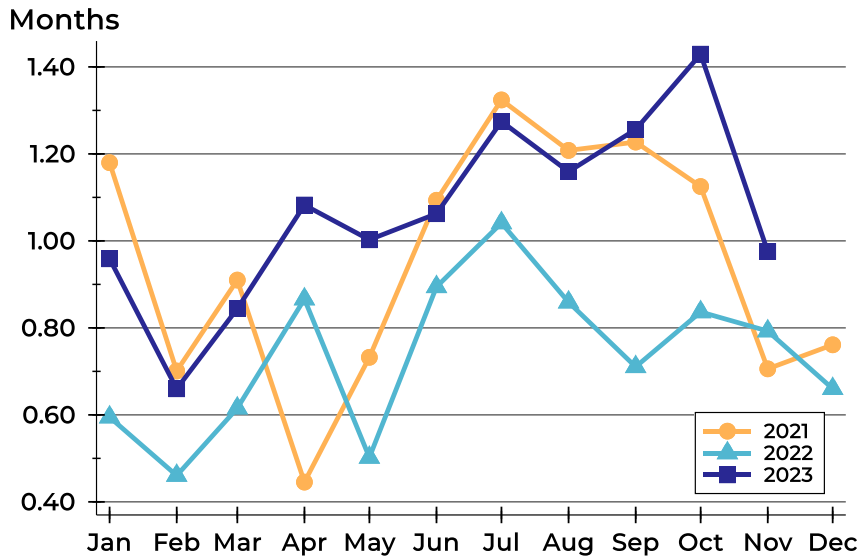


Month	2021	2022	2023
January	36	45	27
February	64	41	42
March	13	15	32
April	32	11	26
May	15	23	22
June	30	20	24
July	32	26	15
August	43	39	27
September	36	49	34
October	37	41	34
November	35	36	60
December	32	50	



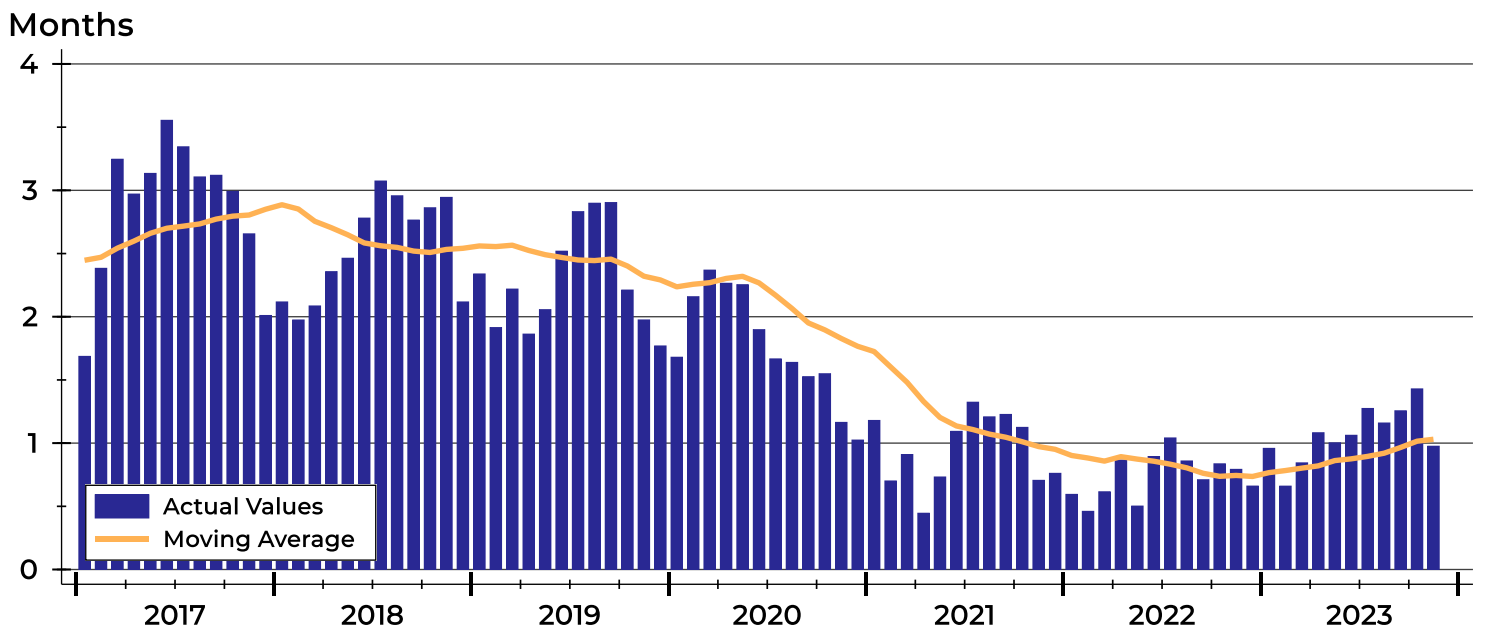
## South Region Months' Supply Analysis

### Months' Supply by Month



Month	2021	2022	2023
January	1.2	0.6	<b>1.0</b>
February	0.7	0.5	<b>0.7</b>
March	0.9	0.6	<b>0.8</b>
April	0.4	0.9	<b>1.1</b>
May	0.7	0.5	<b>1.0</b>
June	1.1	0.9	<b>1.1</b>
July	1.3	1.0	<b>1.3</b>
August	1.2	0.9	<b>1.2</b>
September	1.2	0.7	<b>1.3</b>
October	1.1	0.8	<b>1.4</b>
November	0.7	0.8	<b>1.0</b>
December	0.8	0.7	-

### History of Month's Supply







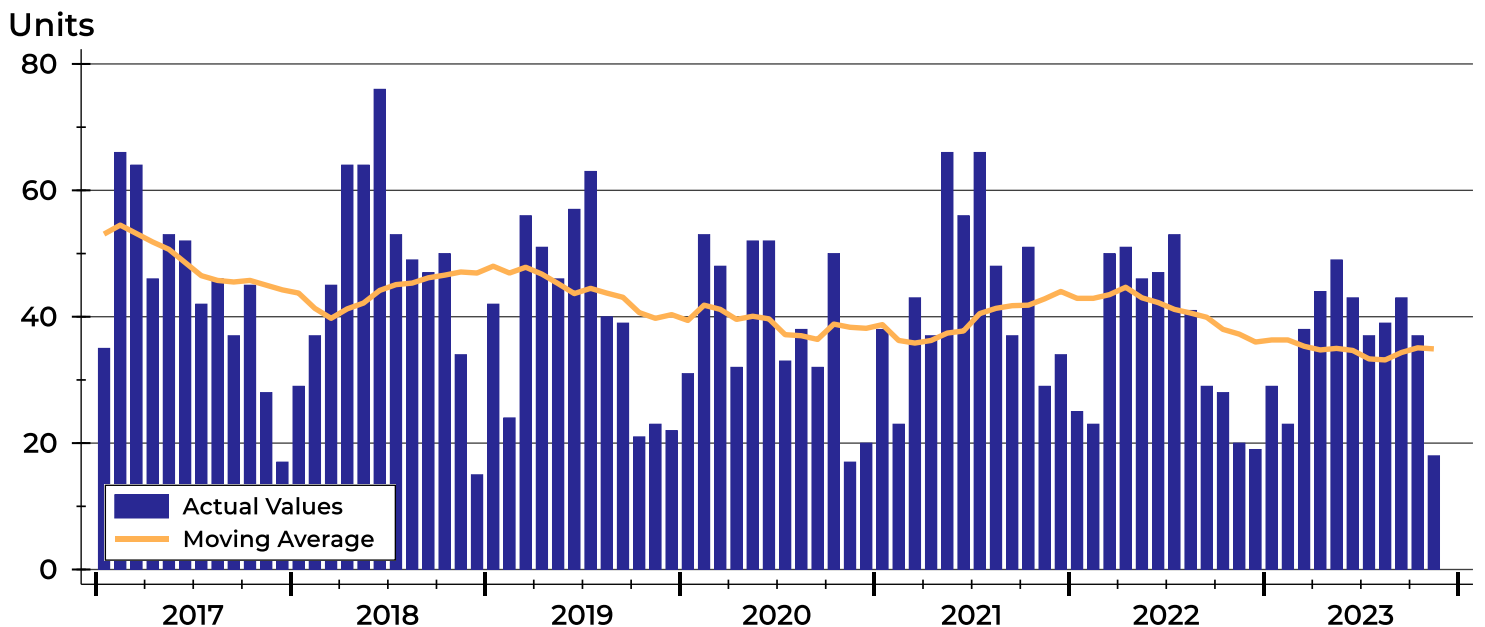
## South Region New Listings Analysis

Summary Statistics for New Listings		2023	November 2022	Change
Current Month	New Listings	<b>18</b>	20	-10.0%
	Volume (1,000s)	<b>3,188</b>	3,822	-16.6%
	Average List Price	<b>177,133</b>	191,115	-7.3%
	Median List Price	<b>134,900</b>	146,500	-7.9%
Year-to-Date	New Listings	<b>400</b>	413	-3.1%
	Volume (1,000s)	<b>79,029</b>	74,158	6.6%
	Average List Price	<b>197,574</b>	179,559	10.0%
	Median List Price	<b>166,450</b>	149,900	11.0%

A total of 18 new listings were added in South Region during November, down 10.0% from the same month in 2022. Year-to-date South Region has seen 400 new listings.

The median list price of these homes was \$134,900 down from \$146,500 in 2022.

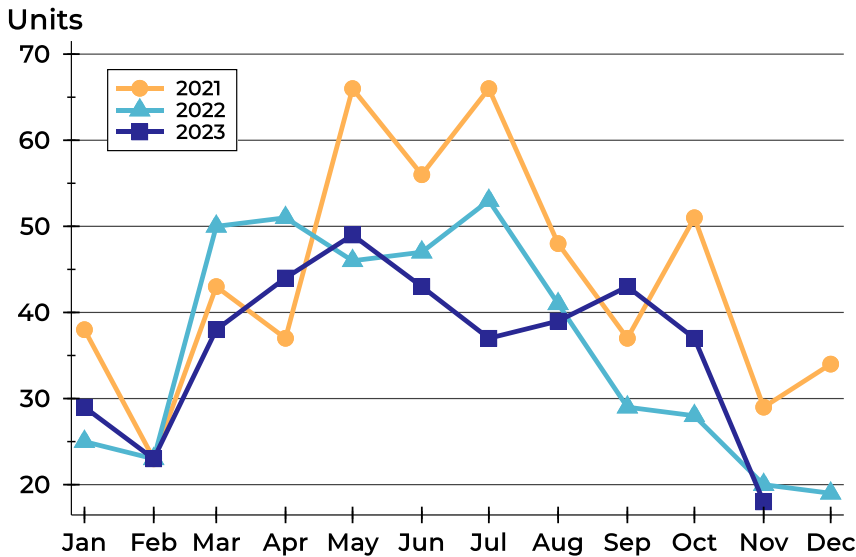
## History of New Listings





## South Region New Listings Analysis

### New Listings by Month



Month	2021	2022	2023
January	38	25	<b>29</b>
February	23	23	<b>23</b>
March	43	50	<b>38</b>
April	37	51	<b>44</b>
May	66	46	<b>49</b>
June	56	47	<b>43</b>
July	66	53	<b>37</b>
August	48	41	<b>39</b>
September	37	29	<b>43</b>
October	51	28	<b>37</b>
November	29	20	<b>18</b>
December	34	19	

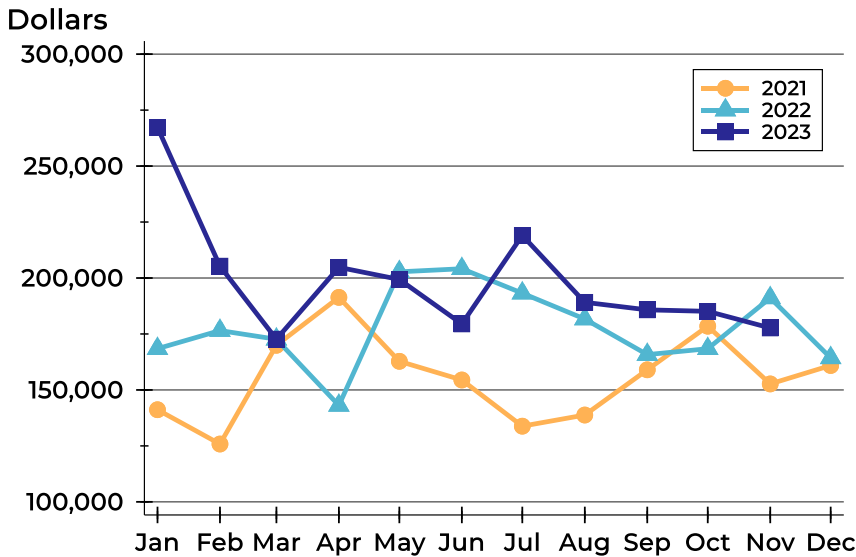
### New Listings by Price Range

Price Range	New Listings		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$25,000-\$49,999	1	5.6%	49,900	49,900	0	0	110.2%	110.2%
\$50,000-\$99,999	6	33.3%	78,100	79,900	6	3	100.9%	100.0%
\$100,000-\$124,999	2	11.1%	102,450	102,450	9	9	102.5%	102.5%
\$125,000-\$149,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$150,000-\$174,999	1	5.6%	164,900	164,900	1	1	100.0%	100.0%
\$175,000-\$199,999	1	5.6%	179,000	179,000	0	0	100.0%	100.0%
\$200,000-\$249,999	2	11.1%	213,700	213,700	5	5	100.0%	100.0%
\$250,000-\$299,999	2	11.1%	287,200	287,200	6	6	100.0%	100.0%
\$300,000-\$399,999	3	16.7%	376,433	389,500	16	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



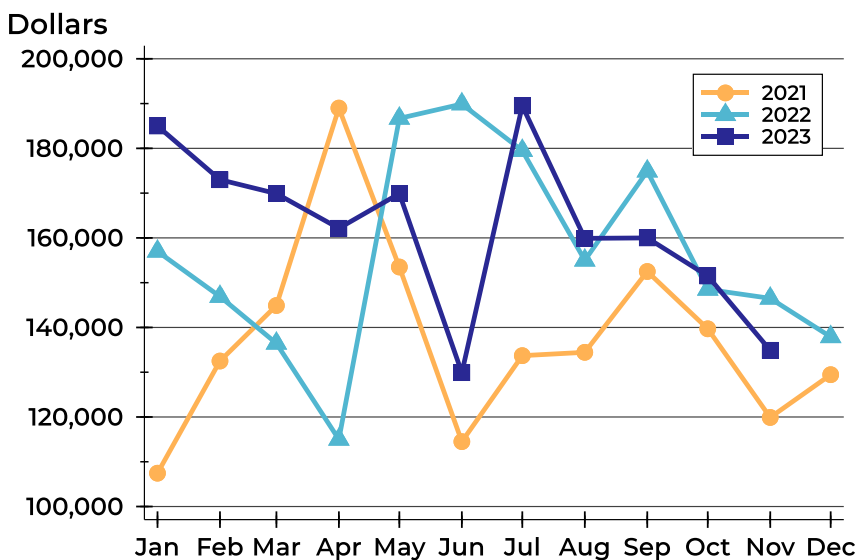
## South Region New Listings Analysis

### Average Price



Month	2021	2022	2023
<b>January</b>	141,162	168,444	<b>267,281</b>
<b>February</b>	125,850	176,520	<b>205,309</b>
<b>March</b>	169,960	172,639	<b>172,682</b>
<b>April</b>	191,354	143,091	<b>204,777</b>
<b>May</b>	162,800	202,759	<b>199,347</b>
<b>June</b>	154,455	204,147	<b>179,479</b>
<b>July</b>	133,824	193,221	<b>219,032</b>
<b>August</b>	138,800	181,672	<b>189,141</b>
<b>September</b>	159,004	165,793	<b>185,775</b>
<b>October</b>	178,488	168,418	<b>184,894</b>
<b>November</b>	152,690	191,115	<b>177,133</b>
<b>December</b>	160,932	164,337	

### Median Price



Month	2021	2022	2023
<b>January</b>	107,450	157,000	<b>185,000</b>
<b>February</b>	132,500	146,900	<b>173,000</b>
<b>March</b>	144,900	136,450	<b>169,900</b>
<b>April</b>	189,000	115,000	<b>162,150</b>
<b>May</b>	153,500	186,700	<b>169,900</b>
<b>June</b>	114,500	189,900	<b>129,900</b>
<b>July</b>	133,700	179,500	<b>189,500</b>
<b>August</b>	134,450	155,000	<b>159,900</b>
<b>September</b>	152,500	174,900	<b>160,000</b>
<b>October</b>	139,700	148,500	<b>151,500</b>
<b>November</b>	119,900	146,500	<b>134,900</b>
<b>December</b>	129,450	137,900	



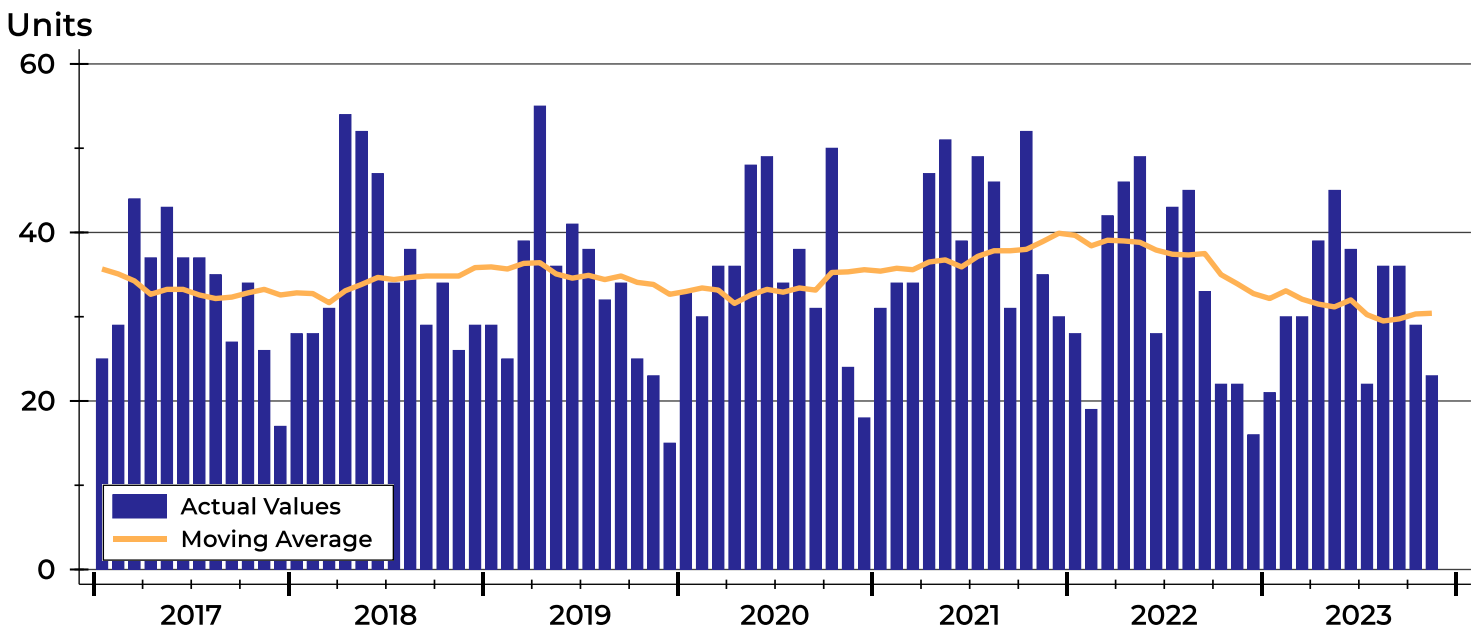
## South Region Contracts Written Analysis

Summary Statistics for Contracts Written		November			Year-to-Date		
		2023	2022	Change	2023	2022	Change
Contracts Written		<b>22</b>	22	0.0%	<b>348</b>	377	-7.7%
Volume (1,000s)		<b>3,713</b>	4,621	-19.6%	<b>66,717</b>	66,476	0.4%
Average	Sale Price	<b>168,786</b>	210,027	-19.6%	<b>191,714</b>	176,329	8.7%
	Days on Market	<b>27</b>	50	-46.0%	<b>20</b>	20	0.0%
	Percent of Original	<b>97.7%</b>	90.0%	8.6%	<b>96.4%</b>	95.4%	1.0%
Median	Sale Price	<b>142,400</b>	154,250	-7.7%	<b>169,900</b>	147,900	14.9%
	Days on Market	<b>6</b>	19	-68.4%	<b>6</b>	6	0.0%
	Percent of Original	<b>100.0%</b>	89.9%	11.2%	<b>98.7%</b>	98.3%	0.4%

A total of 23 contracts for sale were written in South Region during the month of November, up from 22 in 2022. The median list price of these homes was \$139,900, down from \$154,250 the prior year.

Half of the homes that went under contract in November were on the market less than 7 days, compared to 19 days in November 2022.

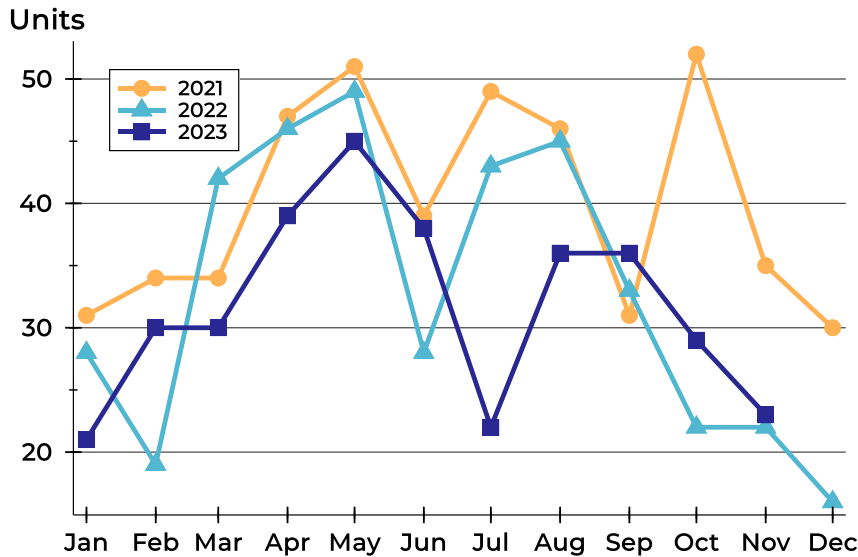
## History of Contracts Written





## South Region Contracts Written Analysis

### Contracts Written by Month



Month	2021	2022	2023
January	31	28	21
February	34	19	30
March	34	42	30
April	47	46	39
May	51	49	45
June	39	28	38
July	49	43	22
August	46	45	36
September	31	33	36
October	52	22	29
November	35	22	22
December	30	16	

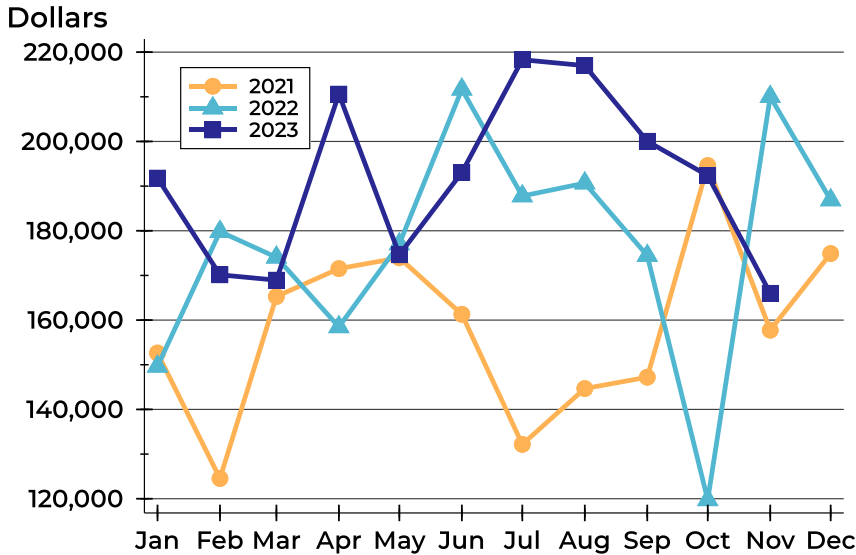
### Contracts Written by Price Range

Price Range	Contracts Written		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$25,000-\$49,999	1	4.3%	49,900	49,900	0	0	110.2%	110.2%
\$50,000-\$99,999	8	34.8%	74,813	69,400	13	4	96.7%	100.0%
\$100,000-\$124,999	2	8.7%	102,450	102,450	9	9	102.5%	102.5%
\$125,000-\$149,999	2	8.7%	142,400	142,400	62	62	93.5%	93.5%
\$150,000-\$174,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$175,000-\$199,999	3	13.0%	186,167	189,500	51	26	98.3%	100.0%
\$200,000-\$249,999	1	4.3%	212,900	212,900	1	1	100.0%	100.0%
\$250,000-\$299,999	3	13.0%	291,433	289,900	27	7	95.3%	100.0%
\$300,000-\$399,999	3	13.0%	344,800	329,900	48	31	99.5%	100.0%
\$400,000-\$499,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$500,000-\$749,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$750,000-\$999,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



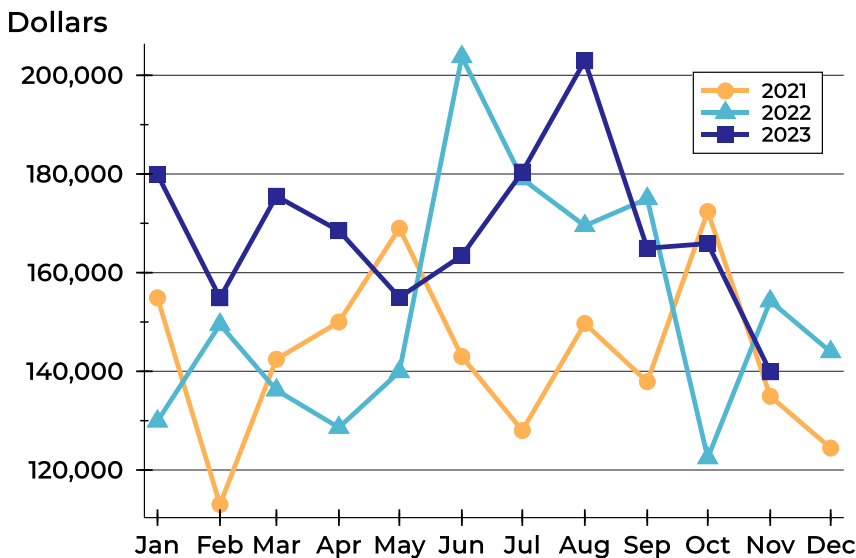
## South Region Contracts Written Analysis

### Average Price



Month	2021	2022	2023
January	152,635	149,650	<b>191,810</b>
February	124,538	179,816	<b>170,138</b>
March	165,285	174,064	<b>168,947</b>
April	171,532	158,473	<b>210,605</b>
May	173,956	177,049	<b>174,631</b>
June	161,297	211,686	<b>193,063</b>
July	132,176	187,784	<b>218,305</b>
August	144,672	190,669	<b>216,978</b>
September	147,213	174,441	<b>200,050</b>
October	194,613	119,745	<b>192,366</b>
November	157,747	210,027	<b>168,786</b>
December	174,907	186,888	

### Median Price

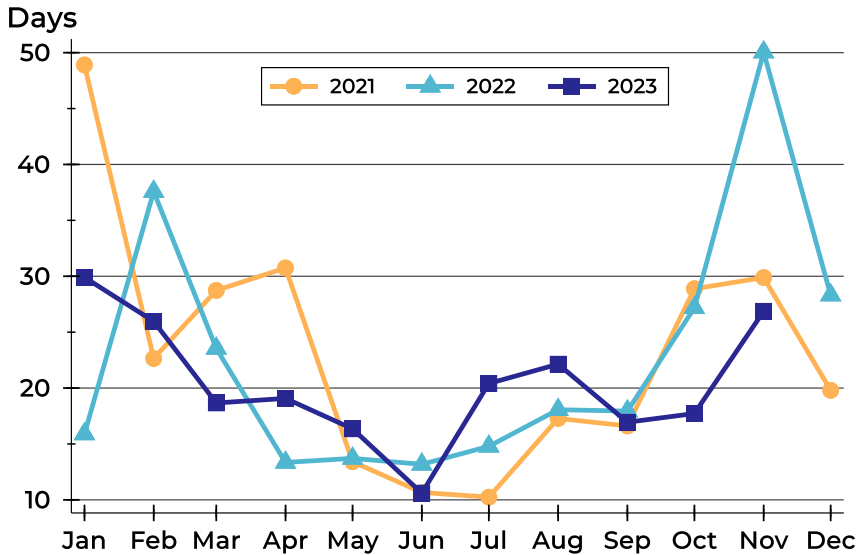


Month	2021	2022	2023
January	154,900	129,900	<b>179,900</b>
February	113,000	149,500	<b>154,900</b>
March	142,450	136,200	<b>175,500</b>
April	150,000	128,600	<b>168,500</b>
May	169,000	139,900	<b>155,000</b>
June	143,000	203,750	<b>163,450</b>
July	128,000	179,000	<b>180,400</b>
August	149,700	169,500	<b>202,950</b>
September	137,900	175,000	<b>164,950</b>
October	172,400	122,450	<b>165,900</b>
November	134,950	154,250	<b>142,400</b>
December	124,450	143,950	



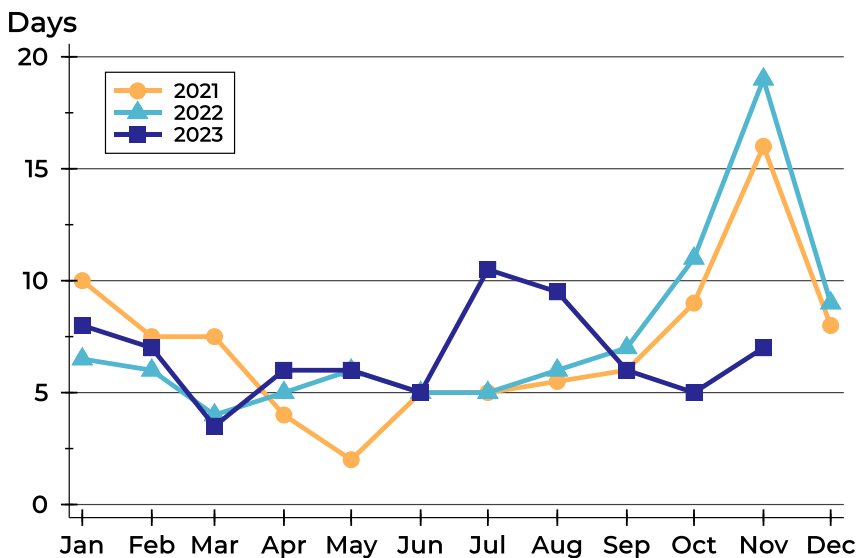
## South Region Contracts Written Analysis

### Average DOM



Month	2021	2022	2023
January	49	16	<b>30</b>
February	23	38	<b>26</b>
March	29	24	<b>19</b>
April	31	13	<b>19</b>
May	13	14	<b>16</b>
June	11	13	<b>11</b>
July	10	15	<b>20</b>
August	17	18	<b>22</b>
September	17	18	<b>17</b>
October	29	27	<b>18</b>
November	30	50	<b>27</b>
December	20	28	

### Median DOM



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



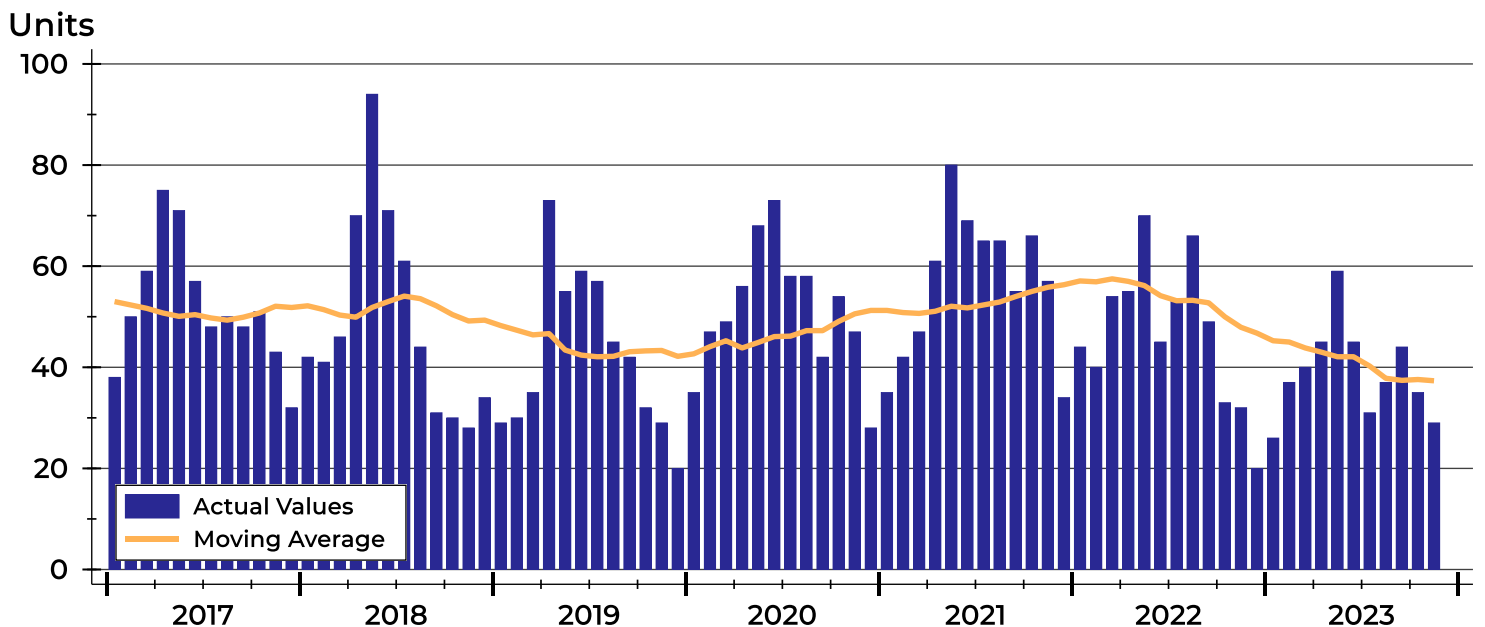
## South Region Pending Contracts Analysis

Summary Statistics for Pending Contracts		End of November		
		2023	2022	Change
Pending Contracts		<b>29</b>	32	-9.4%
Volume (1,000s)		<b>5,748</b>	6,159	-6.7%
Average	List Price	<b>198,207</b>	192,484	3.0%
	Days on Market	<b>28</b>	44	-36.4%
	Percent of Original	<b>98.2%</b>	94.9%	3.5%
Median	List Price	<b>179,000</b>	149,000	20.1%
	Days on Market	<b>7</b>	19	-63.2%
	Percent of Original	<b>100.0%</b>	100.0%	0.0%

A total of 29 listings in South Region had contracts pending at the end of November, down from 32 contracts pending at the end of November 2022.

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

## History of Pending Contracts

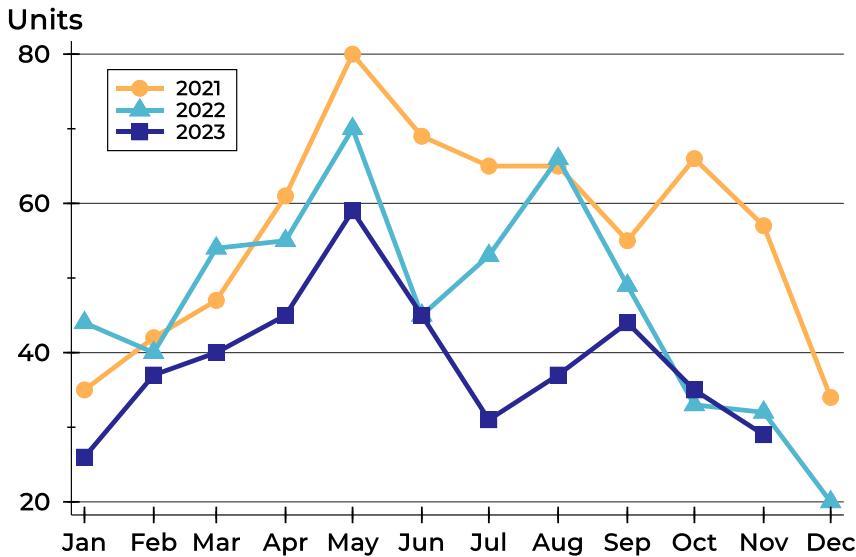






## South Region Pending Contracts Analysis

### Pending Contracts by Month



Month	2021	2022	2023
January	35	44	26
February	42	40	37
March	47	54	40
April	61	55	45
May	80	70	59
June	69	45	45
July	65	53	31
August	65	66	37
September	55	49	44
October	66	33	35
November	57	32	29
December	34	20	

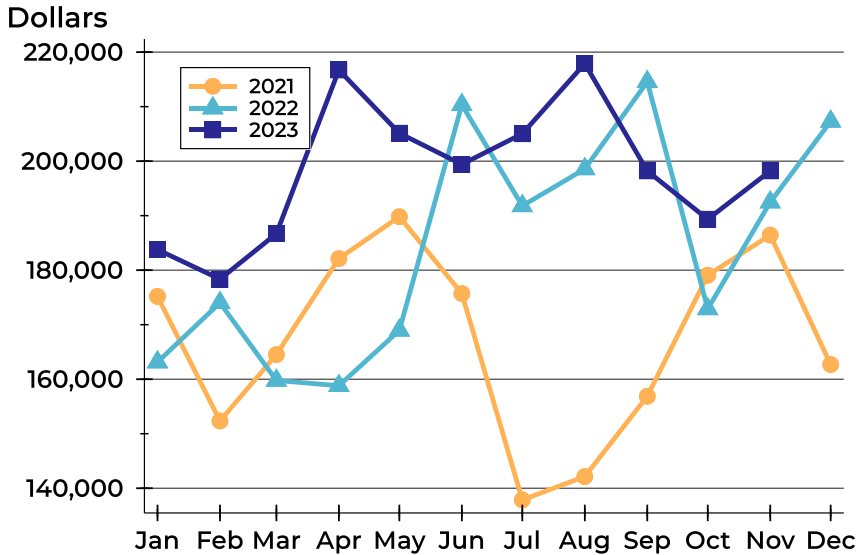
### Pending Contracts by Price Range

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	20.7%	78,533	74,650	27	4	99.9%	100.0%
\$100,000-\$124,999	2	6.9%	111,700	111,700	13	13	102.5%	102.5%
\$125,000-\$149,999	5	17.2%	137,520	139,900	28	13	97.4%	100.0%
\$150,000-\$174,999	1	3.4%	151,500	151,500	51	51	95.0%	95.0%
\$175,000-\$199,999	4	13.8%	188,375	189,750	50	37	94.1%	97.4%
\$200,000-\$249,999	2	6.9%	211,400	211,400	3	3	100.0%	100.0%
\$250,000-\$299,999	3	10.3%	291,433	289,900	27	7	95.3%	100.0%
\$300,000-\$399,999	5	17.2%	344,840	329,900	30	7	99.7%	100.0%
\$400,000-\$499,999	1	3.4%	439,500	439,500	3	3	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



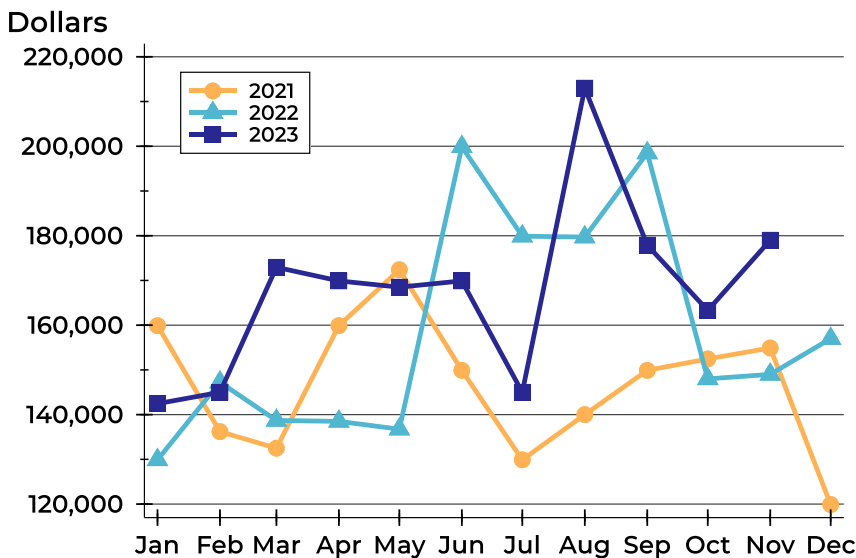
## South Region Pending Contracts Analysis

### Average Price



Month	2021	2022	2023
<b>January</b>	175,194	163,136	<b>183,785</b>
<b>February</b>	152,350	174,028	<b>178,362</b>
<b>March</b>	164,519	159,775	<b>186,702</b>
<b>April</b>	182,126	158,806	<b>216,731</b>
<b>May</b>	189,814	168,963	<b>205,136</b>
<b>June</b>	175,713	210,347	<b>199,416</b>
<b>July</b>	137,868	191,798	<b>205,029</b>
<b>August</b>	142,146	198,574	<b>217,905</b>
<b>September</b>	156,878	214,564	<b>198,211</b>
<b>October</b>	179,071	172,898	<b>189,350</b>
<b>November</b>	186,445	192,484	<b>198,207</b>
<b>December</b>	162,691	207,295	-

### Median Price

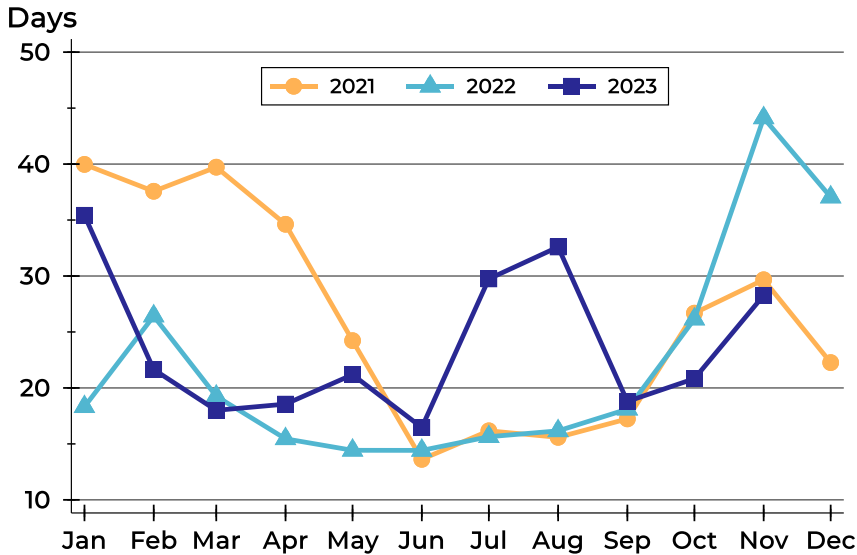


Month	2021	2022	2023
<b>January</b>	159,900	129,900	<b>142,450</b>
<b>February</b>	136,200	147,250	<b>145,000</b>
<b>March</b>	132,500	138,700	<b>172,950</b>
<b>April</b>	159,900	138,500	<b>169,900</b>
<b>May</b>	172,400	136,750	<b>168,500</b>
<b>June</b>	149,900	199,900	<b>169,900</b>
<b>July</b>	129,900	179,900	<b>145,000</b>
<b>August</b>	140,000	179,700	<b>213,000</b>
<b>September</b>	149,900	198,500	<b>177,900</b>
<b>October</b>	152,450	148,000	<b>163,300</b>
<b>November</b>	154,900	149,000	<b>179,000</b>
<b>December</b>	119,900	157,000	-



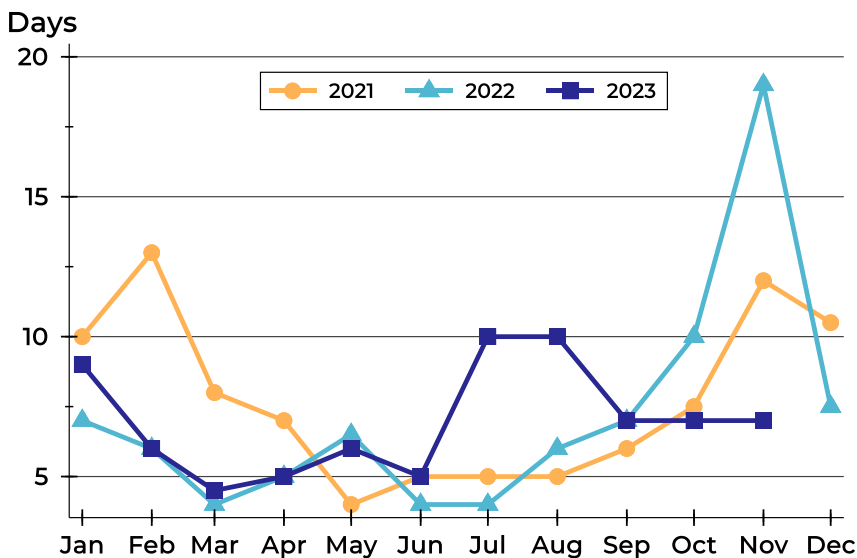
## South Region Pending Contracts Analysis

### Average DOM



Month	2021	2022	2023
January	40	18	<b>35</b>
February	38	26	<b>22</b>
March	40	19	<b>18</b>
April	35	15	<b>19</b>
May	24	14	<b>21</b>
June	14	14	<b>16</b>
July	16	16	<b>30</b>
August	16	16	<b>33</b>
September	17	18	<b>19</b>
October	27	26	<b>21</b>
November	30	44	<b>28</b>
December	22	37	

### Median DOM



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