



SUNFLOWER
ASSOCIATION OF REALTORS®, INC.

October 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 October

Total home sales in Central Region fell last month to 201 units, compared to 249 units in October 2021. Total sales volume was \$40.1 million, down from a year earlier.

The median sale price in October was \$161,051, down from \$175,000 a year earlier. Homes that sold in October were typically on the market for 4 days and sold for 100.0% of their list prices.

Central Region Active Listings Up at End of October

The total number of active listings in Central Region at the end of October was 222 units, up from 170 at the same point in 2021. 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 October was \$204,500.

During October, a total of 192 contracts were written down from 233 in October 2021. At the end of the month, there were 178 contracts still pending.

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Central Region Summary Statistics

October MLS Statistics Three-year History		Current Month			Year-to-Date		
		2022	2021	2020	2022	2021	2020
Home Sales		201	249	317	2,308	2,505	2,454
Change from prior year		-19.3%	-21.5%	32.6%	-7.9%	2.1%	7.6%
Active Listings		222	170	194	N/A	N/A	N/A
Change from prior year		30.6%	-12.4%	-51.9%			
Months' Supply		1.0	0.7	0.8	N/A	N/A	N/A
Change from prior year		42.9%	-12.5%	-55.6%			
New Listings		248	258	257	2,568	2,837	2,827
Change from prior year		-3.9%	0.4%	-7.2%	-9.5%	0.4%	-3.0%
Contracts Written		192	233	236	2,281	2,571	2,551
Change from prior year		-17.6%	-1.3%	14.6%	-11.3%	0.8%	9.0%
Pending Contracts		178	275	250	N/A	N/A	N/A
Change from prior year		-35.3%	10.0%	13.1%			
Sales Volume (1,000s)		40,120	49,191	54,366	461,179	460,419	396,641
Change from prior year		-18.4%	-9.5%	63.5%	0.2%	16.1%	18.2%
Average	Sale Price	199,603	197,554	171,500	199,818	183,800	161,630
	Change from prior year	1.0%	15.2%	23.3%	8.7%	13.7%	9.9%
	List Price of Actives	283,047	197,471	206,650	N/A	N/A	N/A
	Change from prior year	43.3%	-4.4%	17.0%			
	Days on Market	11	15	18	13	14	25
Change from prior year	-26.7%	-16.7%	-51.4%	-7.1%	-44.0%	-30.6%	
Percent of List	99.9%	100.1%	98.9%	100.9%	100.6%	98.4%	
Change from prior year	-0.2%	1.2%	2.8%	0.3%	2.2%	1.1%	
Percent of Original	98.7%	98.9%	97.9%	99.7%	99.8%	97.3%	
Change from prior year	-0.2%	1.0%	4.3%	-0.1%	2.6%	2.0%	
Median	Sale Price	161,051	175,000	143,334	170,501	163,900	140,000
	Change from prior year	-8.0%	22.1%	17.0%	4.0%	17.1%	6.1%
	List Price of Actives	204,500	137,450	140,450	N/A	N/A	N/A
	Change from prior year	48.8%	-2.1%	4.1%			
	Days on Market	4	4	3	3	3	5
Change from prior year	0.0%	33.3%	-80.0%	0.0%	-40.0%	-54.5%	
Percent of List	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	
Change from prior year	0.0%	0.0%	1.7%	0.0%	0.0%	0.9%	
Percent of Original	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	
Change from prior year	0.0%	0.0%	3.4%	0.0%	0.0%	2.1%	

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



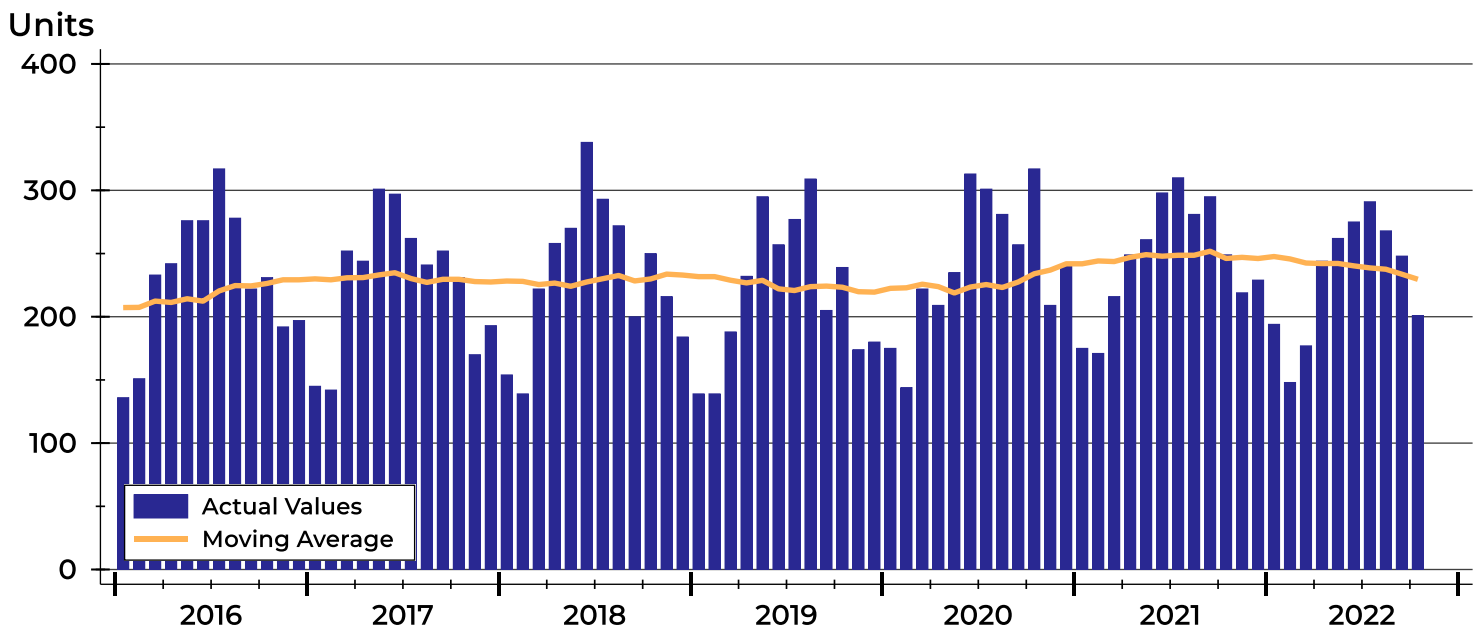
Central Region Closed Listings Analysis

Summary Statistics for Closed Listings		2022	October 2021	Change	2022	Year-to-Date 2021	Change
		Closed Listings	201	249	-19.3%	2,308	2,505
Volume (1,000s)	40,120	49,191	-18.4%	461,179	460,419	0.2%	
Months' Supply	1.0	0.7	42.9%	N/A	N/A	N/A	
Average	Sale Price	199,603	197,554	1.0%	199,818	183,800	8.7%
	Days on Market	11	15	-26.7%	13	14	-7.1%
	Percent of List	99.9%	100.1%	-0.2%	100.9%	100.6%	0.3%
	Percent of Original	98.7%	98.9%	-0.2%	99.7%	99.8%	-0.1%
Median	Sale Price	161,051	175,000	-8.0%	170,501	163,900	4.0%
	Days on Market	4	4	0.0%	3	3	0.0%
	Percent of List	100.0%	100.0%	0.0%	100.0%	100.0%	0.0%
	Percent of Original	100.0%	100.0%	0.0%	100.0%	100.0%	0.0%

A total of 201 homes sold in Central Region in October, down from 249 units in October 2021. Total sales volume fell to \$40.1 million compared to \$49.2 million in the previous year.

The median sales price in October was \$161,051, down 8.0% compared to the prior year. Median days on market was 4 days, down from 5 days in September, but similar to October 2021.

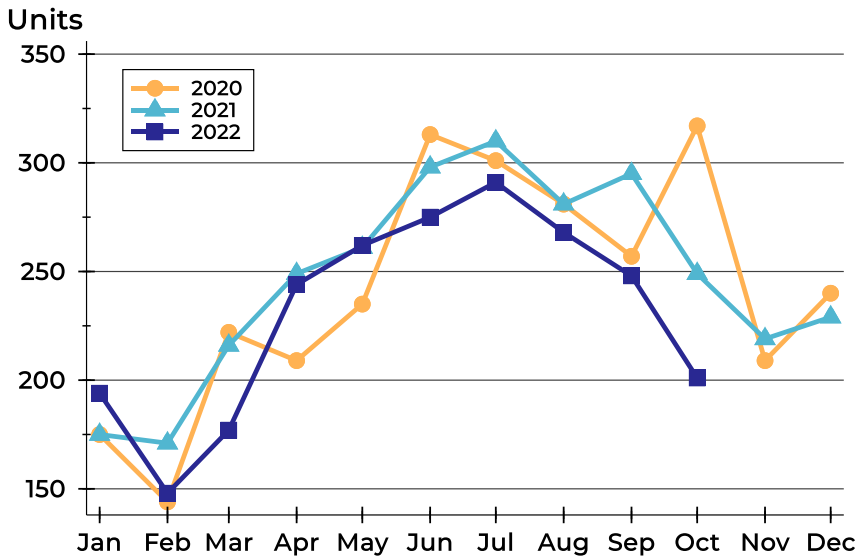
History of Closed Listings





Central Region Closed Listings Analysis

Closed Listings by Month



Month	2020	2021	2022
January	175	175	194
February	144	171	148
March	222	216	177
April	209	249	244
May	235	261	262
June	313	298	275
July	301	310	291
August	281	281	268
September	257	295	248
October	317	249	201
November	209	219	
December	240	229	

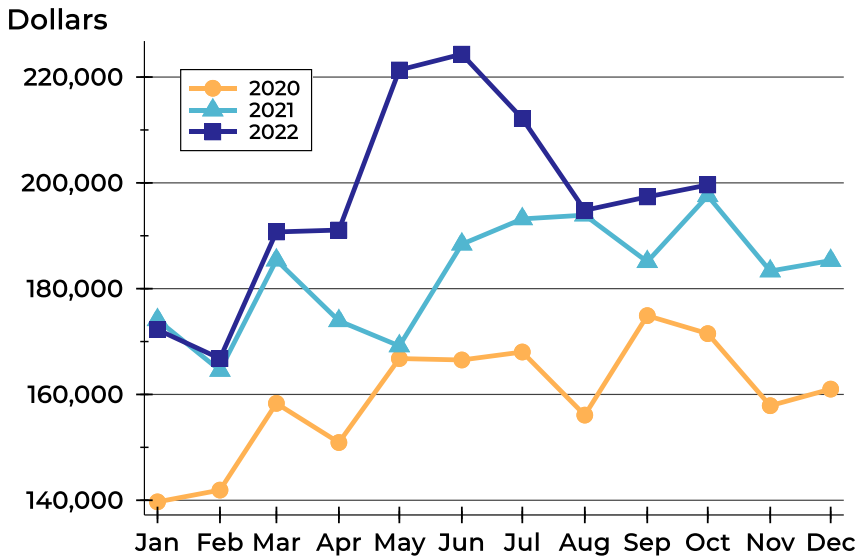
Closed Listings by Price Range

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	2	1.0%	0.6	23,500	23,500	16	16	74.6%	74.6%	70.6%	70.6%
\$25,000-\$49,999	14	7.0%	0.5	39,821	40,000	12	5	97.2%	92.6%	95.6%	89.0%
\$50,000-\$99,999	24	11.9%	1.0	79,476	83,000	14	4	96.6%	100.0%	95.8%	100.0%
\$100,000-\$124,999	21	10.4%	0.6	114,433	115,000	10	7	102.0%	100.0%	100.0%	100.0%
\$125,000-\$149,999	30	14.9%	0.8	135,290	135,000	9	3	102.2%	100.0%	102.3%	100.0%
\$150,000-\$174,999	13	6.5%	0.9	158,389	155,000	12	5	98.8%	100.0%	98.5%	100.0%
\$175,000-\$199,999	16	8.0%	0.7	186,806	182,500	10	5	100.4%	100.0%	98.8%	100.0%
\$200,000-\$249,999	24	11.9%	0.9	223,901	224,500	5	3	101.3%	100.2%	100.9%	100.0%
\$250,000-\$299,999	22	10.9%	1.0	271,582	275,725	6	4	100.3%	100.0%	99.8%	100.0%
\$300,000-\$399,999	22	10.9%	1.5	343,518	340,058	19	3	100.9%	100.0%	98.4%	100.0%
\$400,000-\$499,999	9	4.5%	1.2	447,556	451,000	6	4	100.3%	100.0%	99.6%	100.0%
\$500,000-\$749,999	1	0.5%	1.7	590,000	590,000	0	0	100.0%	100.0%	100.0%	100.0%
\$750,000-\$999,999	3	1.5%	7.5	858,259	835,000	41	44	95.8%	94.5%	84.4%	83.6%
\$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



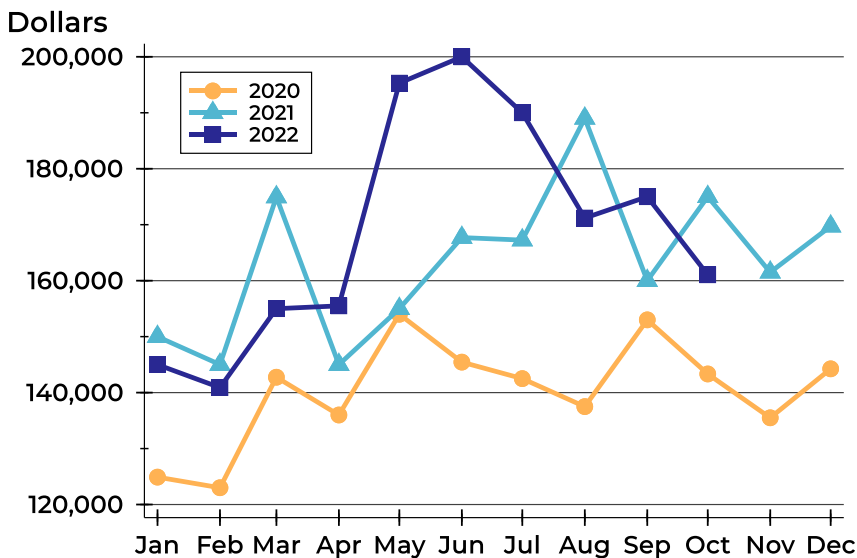
Central Region Closed Listings Analysis

Average Price



Month	2020	2021	2022
January	139,694	174,105	172,251
February	141,918	164,536	166,789
March	158,318	185,394	190,723
April	150,914	173,922	191,081
May	166,791	169,166	221,340
June	166,516	188,404	224,334
July	168,026	193,187	212,164
August	156,099	193,901	194,813
September	174,902	185,089	197,351
October	171,500	197,554	199,603
November	157,876	183,332	
December	161,010	185,311	

Median Price

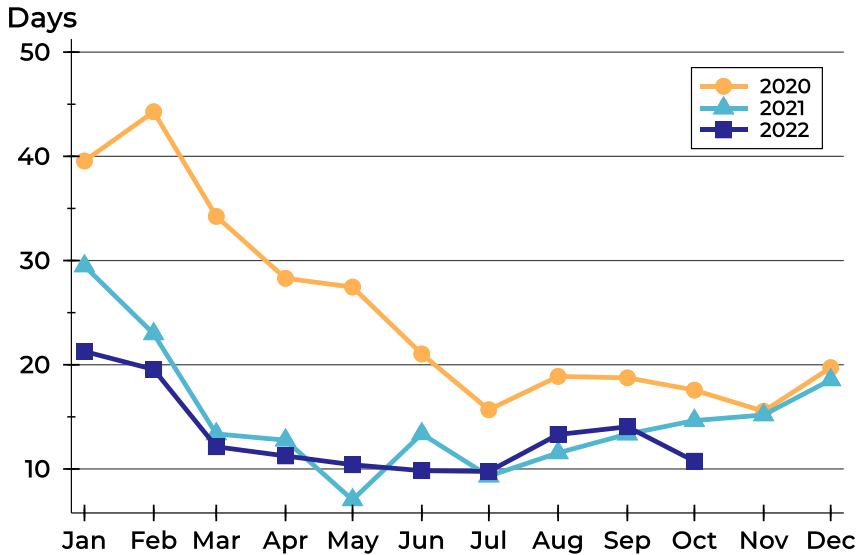


Month	2020	2021	2022
January	124,900	150,000	145,000
February	123,000	145,010	140,900
March	142,750	174,950	155,000
April	136,000	145,000	155,500
May	154,000	155,000	195,300
June	145,450	167,700	200,000
July	142,500	167,250	190,000
August	137,500	189,000	171,200
September	153,000	160,000	175,000
October	143,334	175,000	161,051
November	135,500	161,500	
December	144,250	169,727	



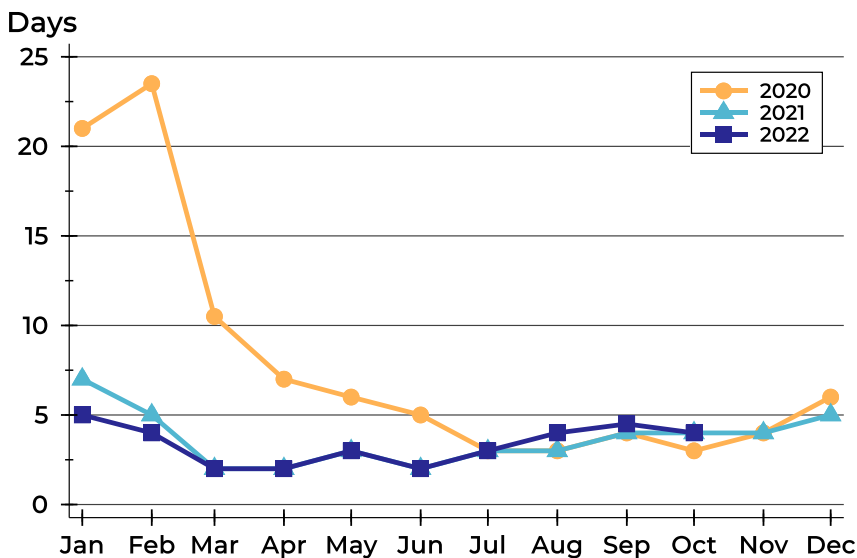
Central Region Closed Listings Analysis

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	
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	
December	6	5	



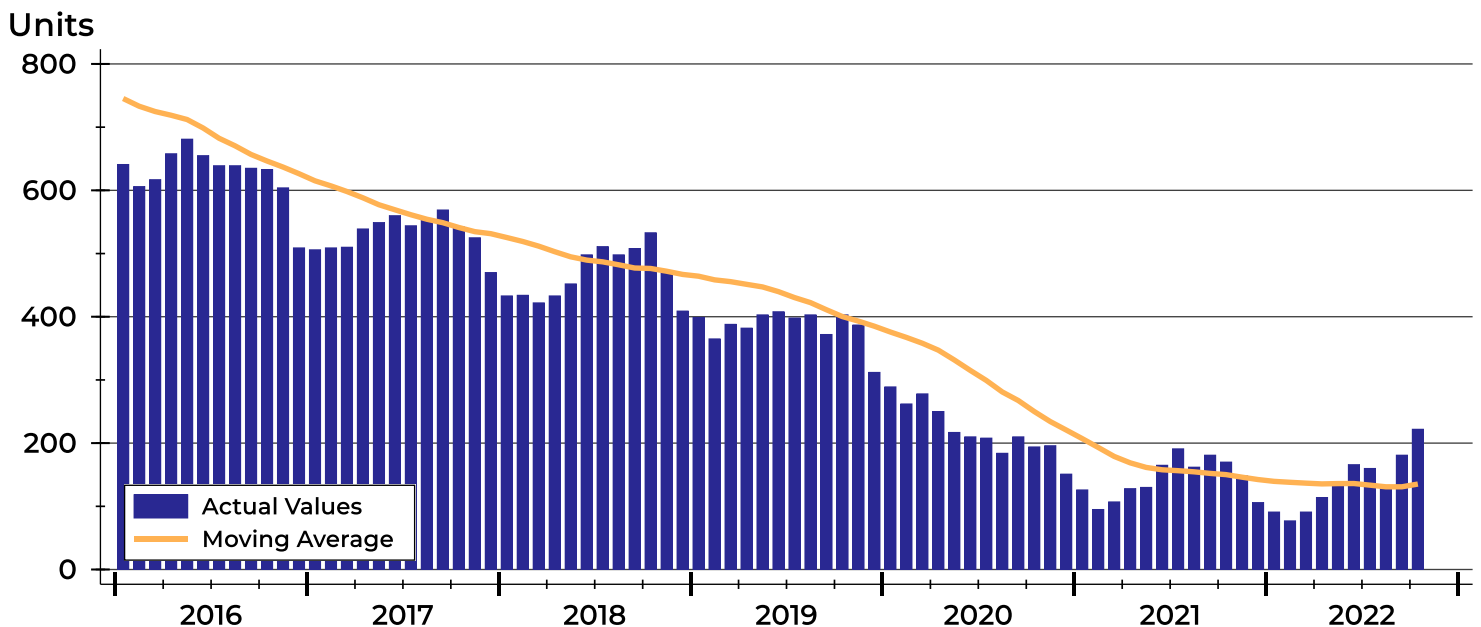
Central Region Active Listings Analysis

Summary Statistics for Active Listings		End of October		
		2022	2021	Change
Active Listings		222	170	30.6%
Volume (1,000s)		62,836	33,570	87.2%
Months' Supply		1.0	0.7	42.9%
Average	List Price	283,047	197,471	43.3%
	Days on Market	44	50	-12.0%
	Percent of Original	97.1%	97.6%	-0.5%
Median	List Price	204,500	137,450	48.8%
	Days on Market	27	28	-3.6%
	Percent of Original	100.0%	100.0%	0.0%

A total of 222 homes were available for sale in Central Region at the end of October. This represents a 1.0 months' supply of active listings.

The median list price of homes on the market at the end of October was \$204,500, up 48.8% from 2021. The typical time on market for active listings was 27 days, down from 28 days a year earlier.

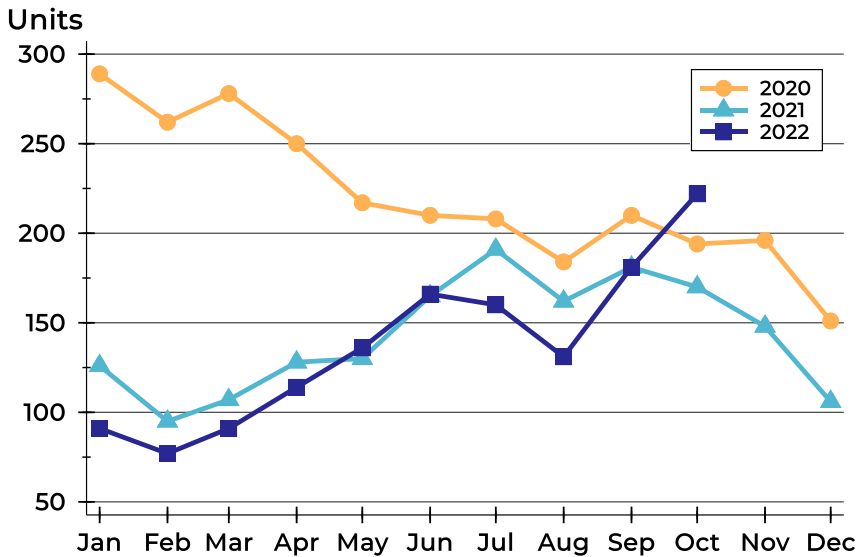
History of Active Listings





Central Region Active Listings Analysis

Active Listings by Month



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

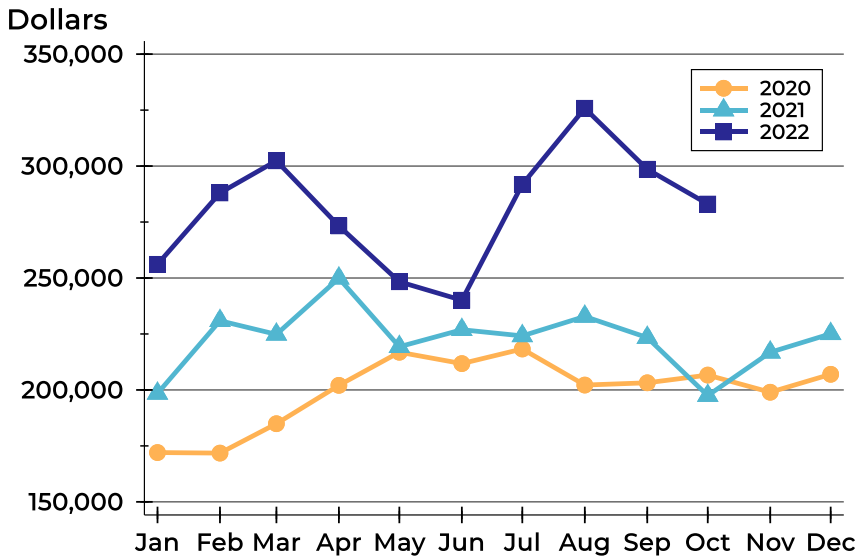
Active Listings by Price Range

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	2	0.9%	0.6	8,350	8,350	13	13	91.7%	91.7%
\$25,000-\$49,999	5	2.3%	0.5	40,960	44,900	63	36	94.3%	100.0%
\$50,000-\$99,999	38	17.1%	1.0	78,551	79,900	39	26	96.8%	100.0%
\$100,000-\$124,999	13	5.9%	0.6	117,688	119,900	38	19	97.1%	96.0%
\$125,000-\$149,999	21	9.5%	0.8	135,207	134,900	31	22	96.9%	100.0%
\$150,000-\$174,999	18	8.1%	0.9	162,744	164,950	48	31	95.2%	100.0%
\$175,000-\$199,999	13	5.9%	0.7	186,838	185,000	30	20	98.8%	100.0%
\$200,000-\$249,999	25	11.3%	0.9	227,606	229,900	32	27	97.0%	100.0%
\$250,000-\$299,999	26	11.7%	1.0	278,733	275,000	30	22	97.2%	100.0%
\$300,000-\$399,999	32	14.4%	1.5	353,656	354,450	66	43	97.2%	100.0%
\$400,000-\$499,999	13	5.9%	1.2	467,915	469,000	59	35	99.1%	100.0%
\$500,000-\$749,999	9	4.1%	1.7	610,033	590,000	100	90	98.8%	100.0%
\$750,000-\$999,999	5	2.3%	7.5	784,980	784,900	24	24	97.0%	100.0%
\$1,000,000 and up	2	0.9%	N/A	5,075,000	5,075,000	56	56	100.0%	100.0%



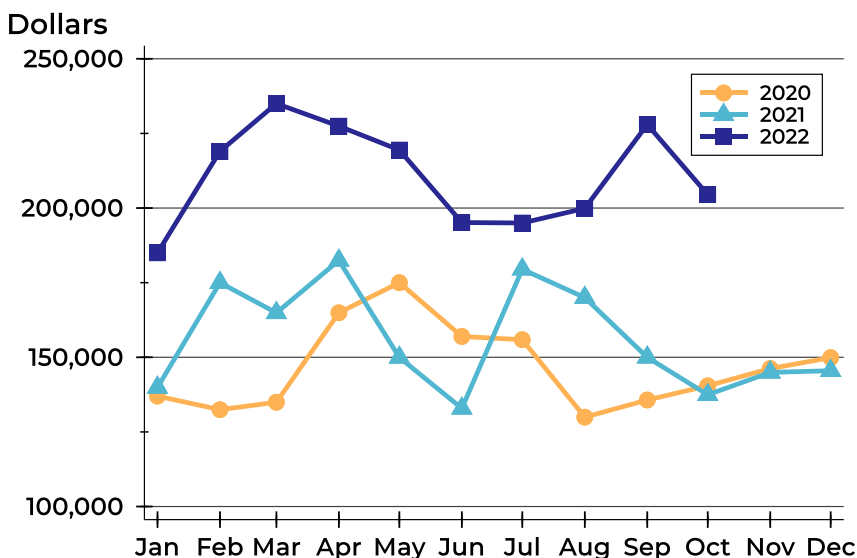
Central Region Active Listings Analysis

Average Price



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

Median Price

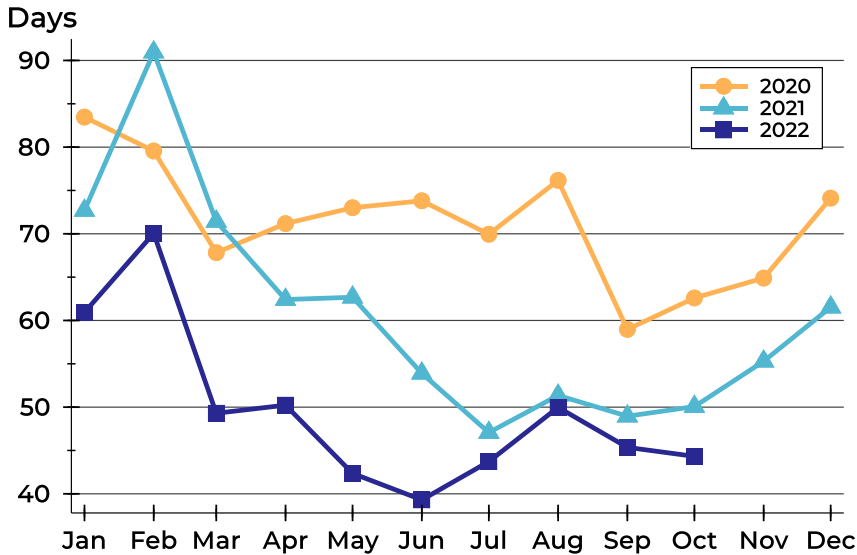


Month	2020	2021	2022
January	137,000	139,900	185,000
February	132,450	175,000	219,000
March	134,950	164,900	235,000
April	164,925	182,450	227,450
May	175,000	149,950	219,450
June	156,975	132,900	195,150
July	155,900	179,500	195,000
August	129,950	170,000	199,900
September	135,700	150,000	228,000
October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



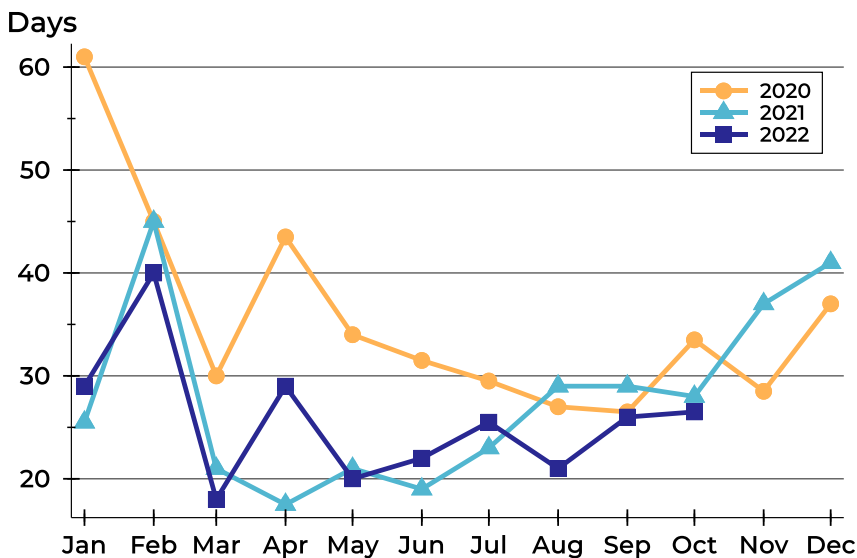
Central Region Active Listings Analysis

Average DOM



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

Median DOM

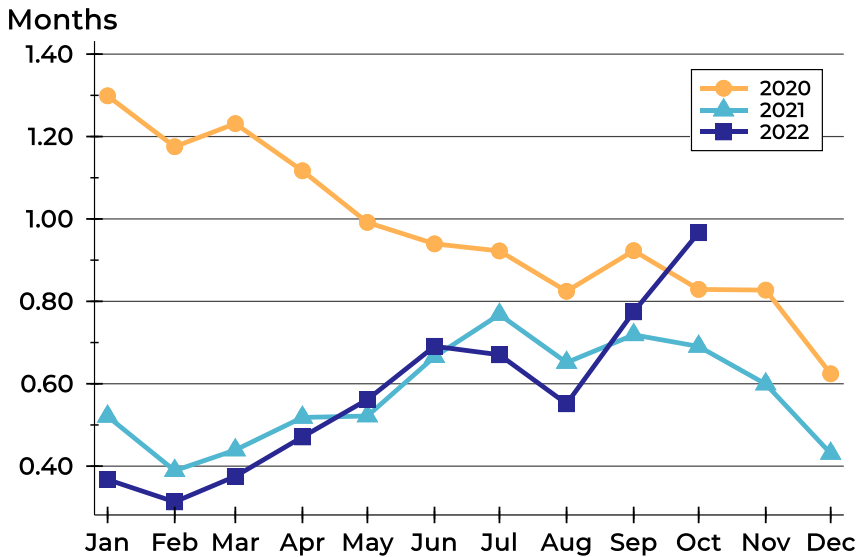


Month	2020	2021	2022
January	61	26	29
February	45	45	40
March	30	21	18
April	44	18	29
May	34	21	20
June	32	19	22
July	30	23	26
August	27	29	21
September	27	29	26
October	34	28	27
November	29	37	
December	37	41	



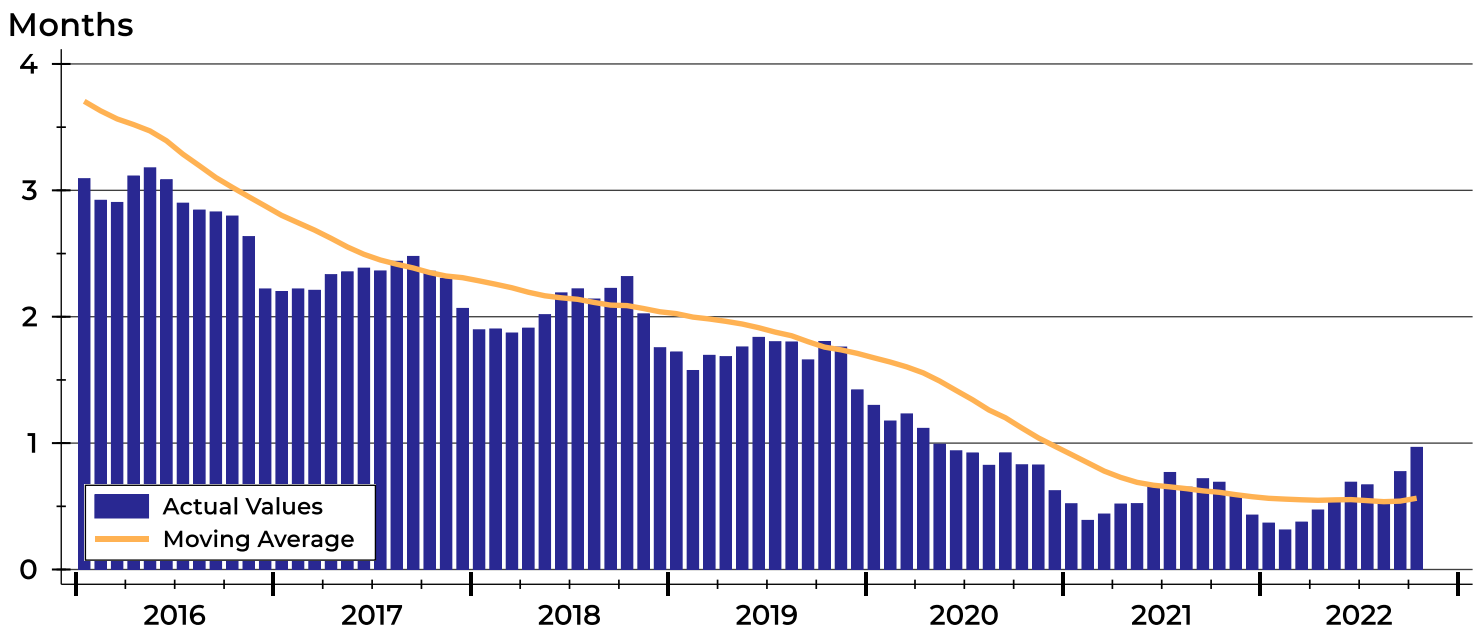
Central Region Months' Supply Analysis

Months' Supply by Month



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

History of Month's Supply





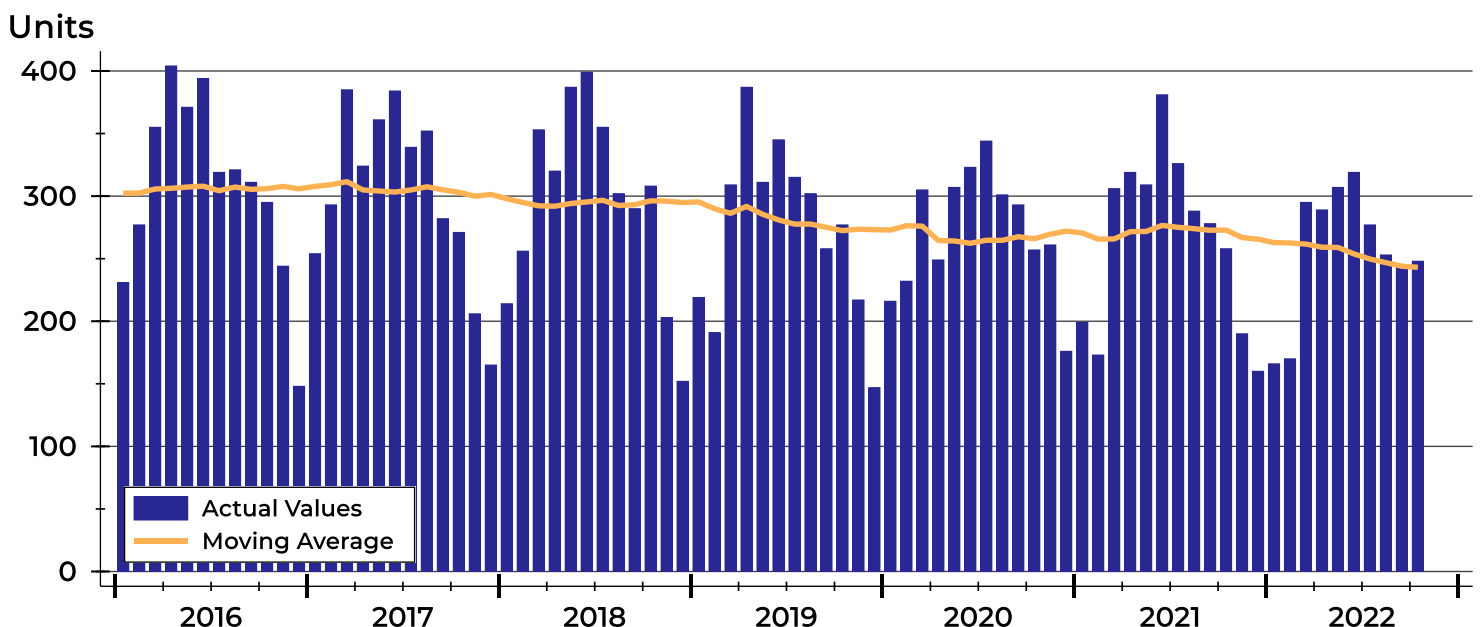
Central Region New Listings Analysis

Summary Statistics for New Listings		2022	October 2021	Change
Current Month	New Listings	248	258	-3.9%
	Volume (1,000s)	50,361	45,977	9.5%
	Average List Price	203,070	178,204	14.0%
	Median List Price	169,950	156,250	8.8%
Year-to-Date	New Listings	2,568	2,837	-9.5%
	Volume (1,000s)	536,691	523,074	2.6%
	Average List Price	208,992	184,376	13.4%
	Median List Price	174,900	159,900	9.4%

A total of 248 new listings were added in Central Region during October, down 3.9% from the same month in 2021. Year-to-date Central Region has seen 2,568 new listings.

The median list price of these homes was \$169,950 up from \$156,250 in 2021.

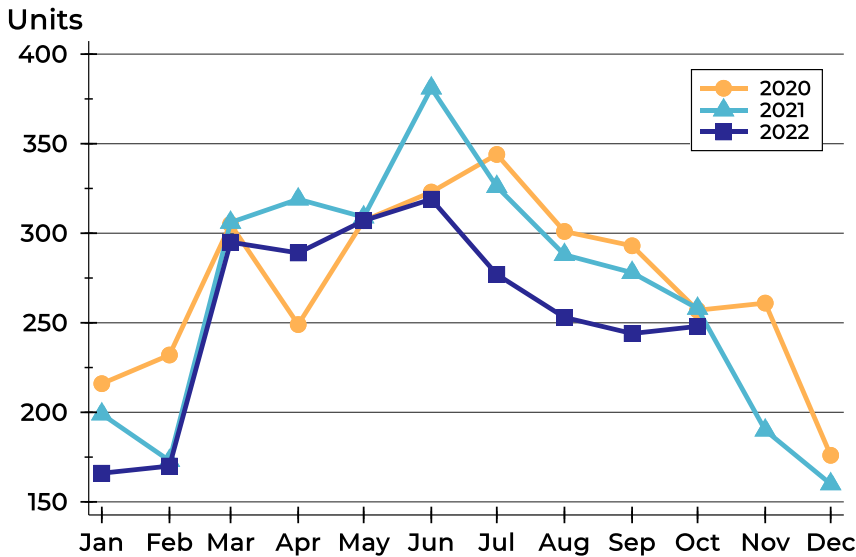
History of New Listings





Central Region New Listings Analysis

New Listings by Month



Month	2020	2021	2022
January	216	199	166
February	232	173	170
March	305	306	295
April	249	319	289
May	307	309	307
June	323	381	319
July	344	326	277
August	301	288	253
September	293	278	244
October	257	258	248
November	261	190	
December	176	160	

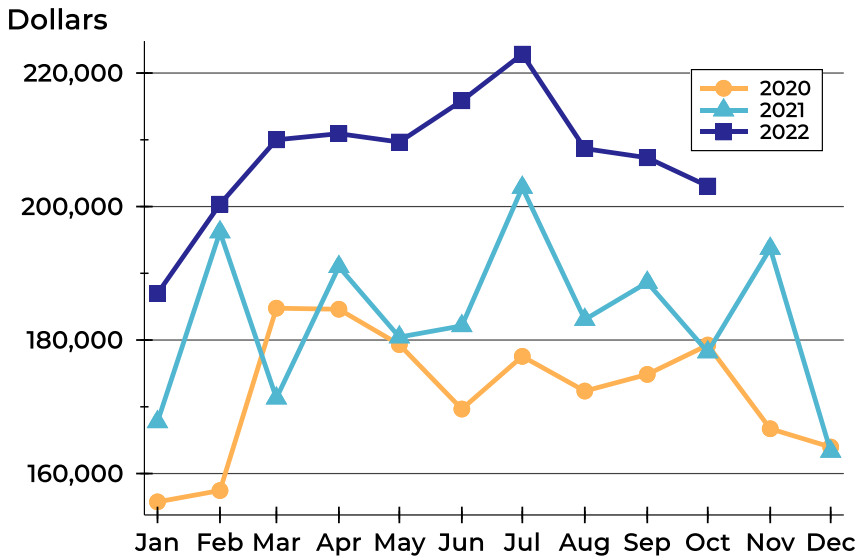
New Listings by Price Range

Price Range	New Listings		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	3	1.2%	6,175	1,825	15	11	94.4%	100.0%
\$25,000-\$49,999	6	2.4%	41,800	44,950	9	4	92.5%	92.2%
\$50,000-\$99,999	43	17.3%	78,240	79,000	13	10	98.2%	100.0%
\$100,000-\$124,999	26	10.5%	114,856	116,250	10	6	100.4%	100.0%
\$125,000-\$149,999	27	10.9%	135,778	134,900	8	6	98.6%	100.0%
\$150,000-\$174,999	24	9.7%	162,971	165,000	8	6	100.1%	100.0%
\$175,000-\$199,999	25	10.1%	184,268	182,000	15	12	99.1%	100.0%
\$200,000-\$249,999	25	10.1%	225,936	225,000	14	12	98.0%	100.0%
\$250,000-\$299,999	33	13.3%	274,278	274,900	13	8	99.2%	100.0%
\$300,000-\$399,999	18	7.3%	345,628	339,475	14	13	98.4%	100.0%
\$400,000-\$499,999	10	4.0%	444,870	432,500	14	14	98.9%	100.0%
\$500,000-\$749,999	3	1.2%	587,633	575,000	16	14	100.0%	100.0%
\$750,000-\$999,999	4	1.6%	793,725	799,950	25	26	96.2%	96.3%
\$1,000,000 and up	1	0.4%	1,250,000	1,250,000	24	24	100.0%	100.0%



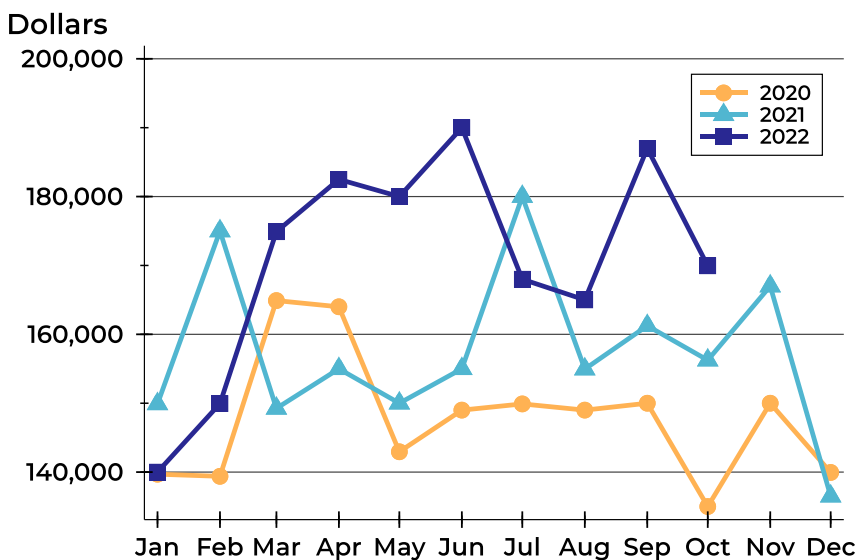
Central Region New Listings Analysis

Average Price



Month	2020	2021	2022
January	155,757	167,738	186,967
February	157,457	196,183	200,354
March	184,771	171,288	210,000
April	184,616	190,982	210,922
May	179,319	180,446	209,663
June	169,663	182,130	215,851
July	177,563	202,855	222,832
August	172,357	183,067	208,677
September	174,855	188,621	207,313
October	179,248	178,204	203,070
November	166,714	193,713	
December	163,968	163,310	

Median Price



Month	2020	2021	2022
January	139,700	149,900	140,000
February	139,389	175,000	149,950
March	164,900	149,250	174,900
April	164,000	155,000	182,500
May	142,950	150,000	180,000
June	149,000	155,000	190,000
July	149,900	180,000	168,000
August	149,000	154,950	165,000
September	150,000	161,250	187,000
October	135,000	156,250	169,950
November	150,000	167,000	
December	139,950	136,500	



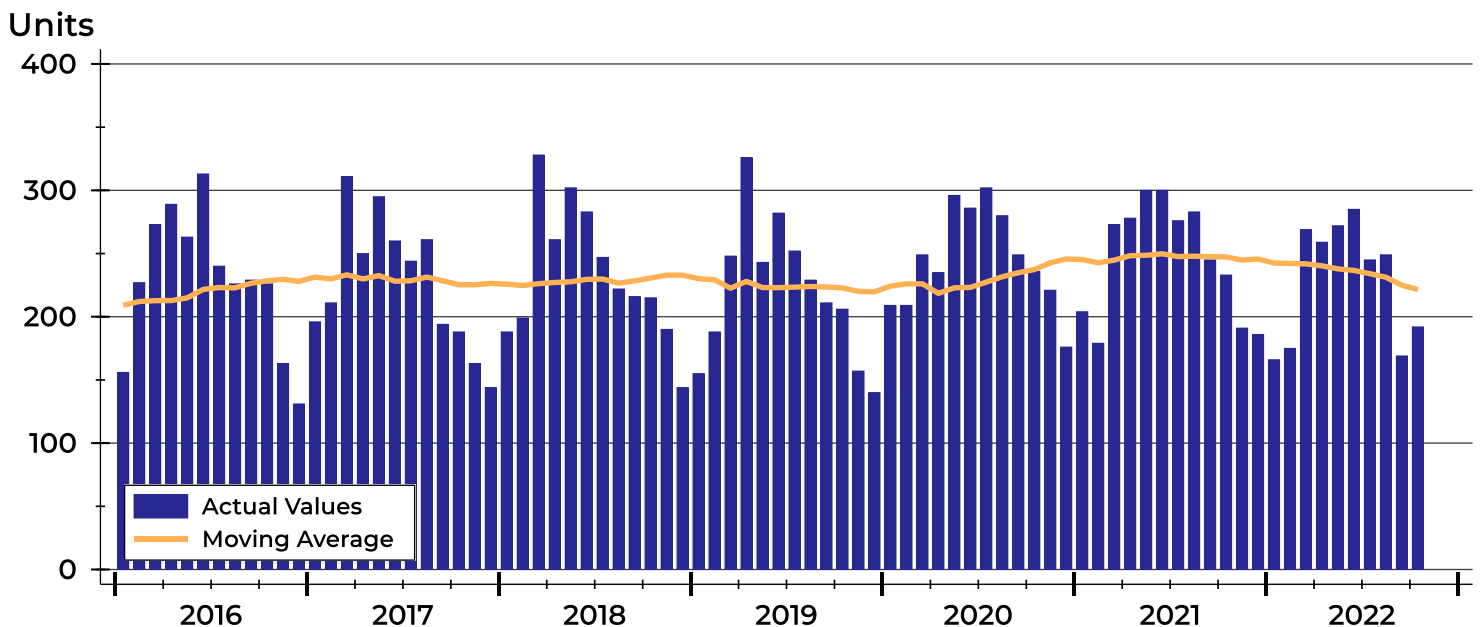
Central Region Contracts Written Analysis

Summary Statistics for Contracts Written		October			Year-to-Date		
		2022	2021	Change	2022	2021	Change
Contracts Written		192	233	-17.6%	2,281	2,571	-11.3%
Volume (1,000s)		34,959	43,883	-20.3%	452,301	474,238	-4.6%
Average	Sale Price	182,076	188,340	-3.3%	198,291	184,457	7.5%
	Days on Market	18	13	38.5%	12	13	-7.7%
	Percent of Original	98.2%	98.2%	0.0%	99.8%	99.8%	0.0%
Median	Sale Price	159,950	159,900	0.0%	169,000	160,000	5.6%
	Days on Market	6	4	50.0%	3	3	0.0%
	Percent of Original	100.0%	100.0%	0.0%	100.0%	100.0%	0.0%

A total of 192 contracts for sale were written in Central Region during the month of October, down from 233 in 2021. The median list price of these homes was \$159,950, up from \$159,900 the prior year.

Half of the homes that went under contract in October were on the market less than 6 days, compared to 4 days in October 2021.

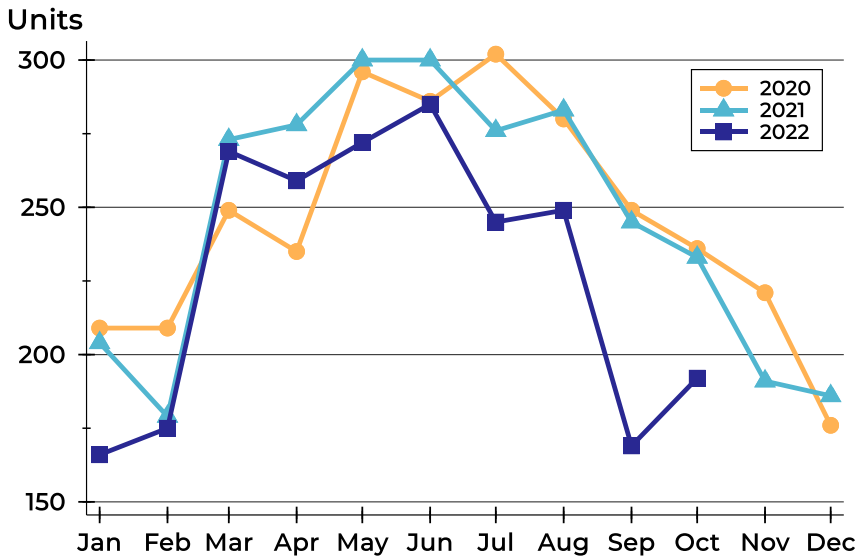
History of Contracts Written





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	169
October	236	233	192
November	221	191	
December	176	186	

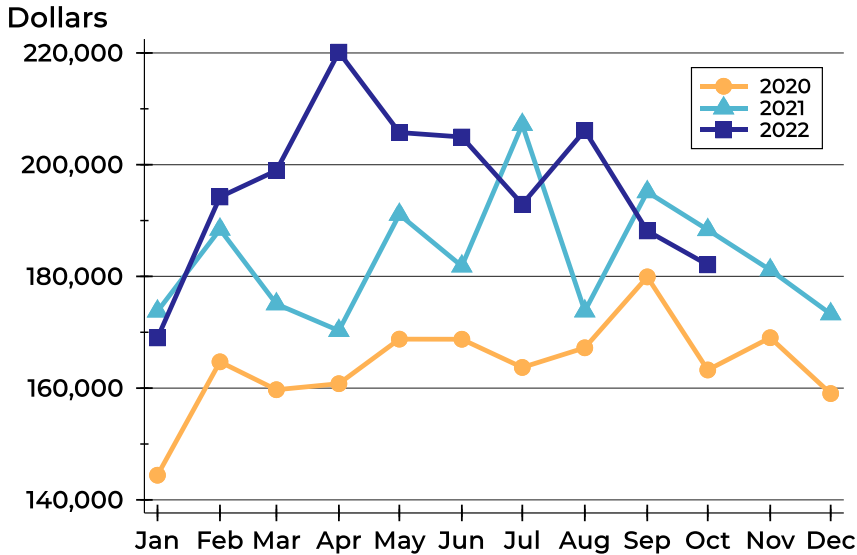
Contracts Written by Price Range

Price Range	Contracts Written		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$25,000-\$49,999	10	5.2%	41,570	44,250	26	14	88.3%	85.5%
\$50,000-\$99,999	34	17.7%	75,076	75,000	35	8	96.5%	100.0%
\$100,000-\$124,999	20	10.4%	112,625	114,900	11	6	99.2%	100.0%
\$125,000-\$149,999	22	11.5%	135,997	134,925	15	4	98.1%	100.0%
\$150,000-\$174,999	19	9.9%	160,289	159,900	11	4	100.2%	100.0%
\$175,000-\$199,999	25	13.0%	185,422	182,000	14	9	99.3%	100.0%
\$200,000-\$249,999	19	9.9%	229,662	229,500	17	6	98.1%	100.0%
\$250,000-\$299,999	21	10.9%	272,935	269,900	6	4	99.6%	100.0%
\$300,000-\$399,999	12	6.3%	351,962	354,975	19	6	101.2%	100.0%
\$400,000-\$499,999	7	3.6%	443,000	435,000	31	26	99.4%	100.0%
\$500,000-\$749,999	3	1.6%	548,333	550,000	14	14	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



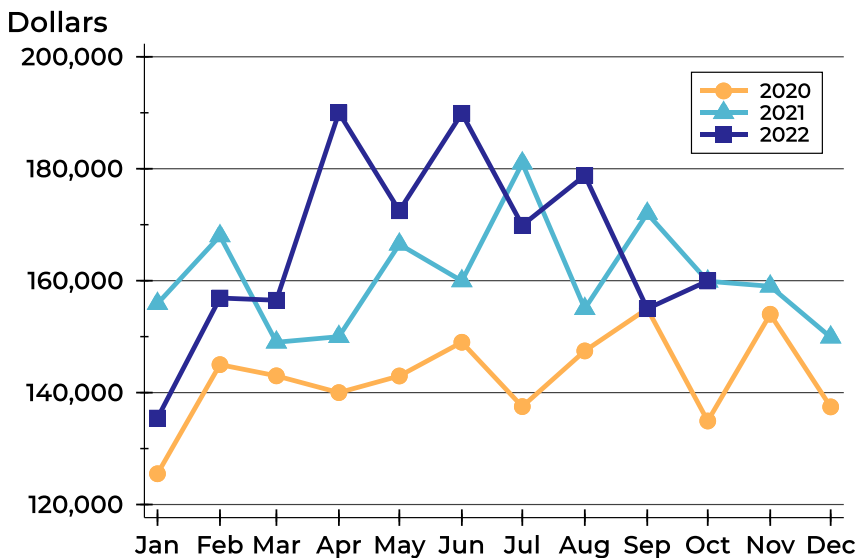
Central Region Contracts Written Analysis

Average Price



Month	2020	2021	2022
January	144,414	173,769	168,995
February	164,713	188,428	194,225
March	159,714	175,063	198,943
April	160,796	170,296	220,145
May	168,773	191,077	205,760
June	168,752	181,836	204,956
July	163,705	207,173	192,922
August	167,222	173,790	206,125
September	179,914	195,130	188,143
October	163,252	188,340	182,076
November	169,030	181,152	
December	159,028	173,277	

Median Price

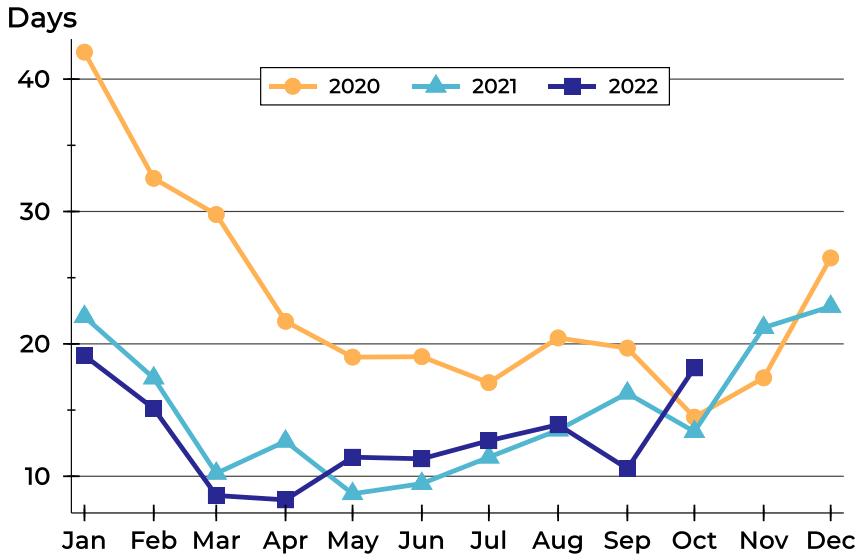


Month	2020	2021	2022
January	125,500	155,900	135,450
February	145,000	168,000	156,900
March	143,000	149,000	156,500
April	140,000	150,000	190,000
May	142,975	166,500	172,500
June	149,000	159,950	189,900
July	137,500	181,000	169,900
August	147,450	155,000	178,800
September	155,000	172,000	155,000
October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



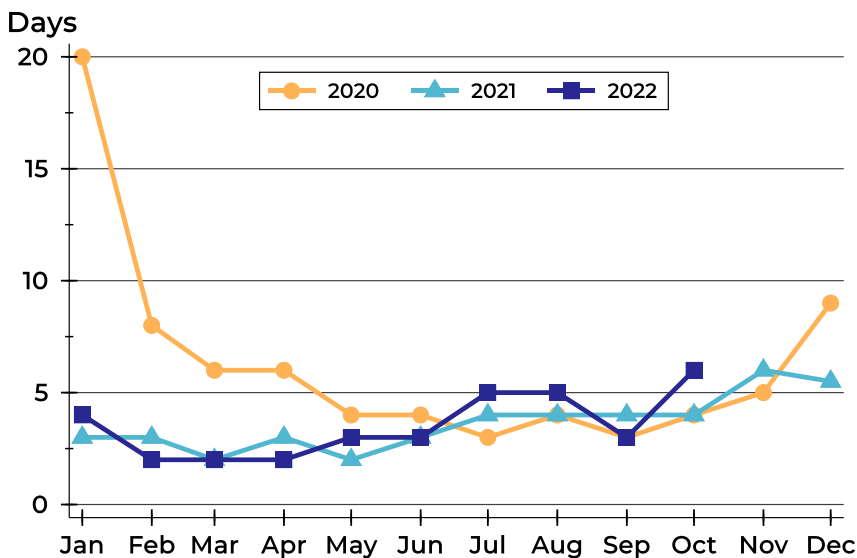
Central Region Contracts Written Analysis

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	18
November	17	21	
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	6
November	5	6	
December	9	6	



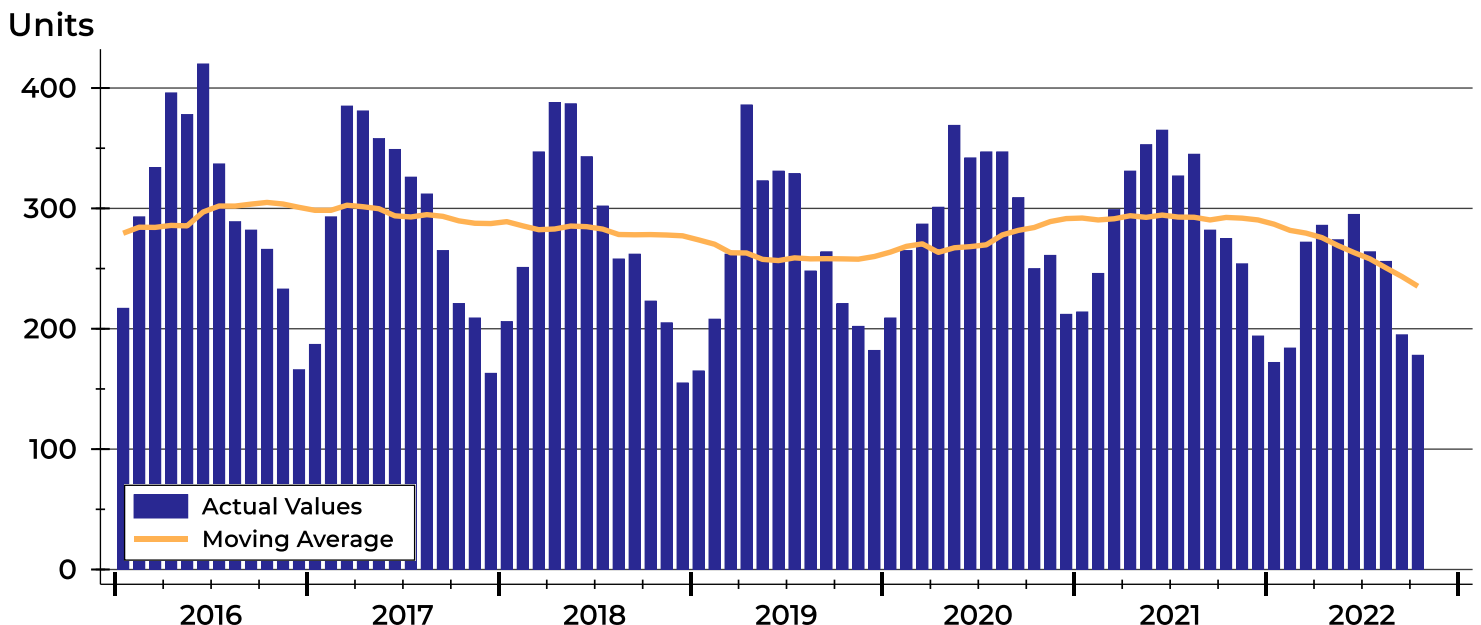
Central Region Pending Contracts Analysis

Summary Statistics for Pending Contracts		End of October		
		2022	2021	Change
Pending Contracts		178	275	-35.3%
Volume (1,000s)		35,971	56,506	-36.3%
Average	List Price	202,086	205,475	-1.6%
	Days on Market	20	15	33.3%
	Percent of Original	98.5%	98.3%	0.2%
Median	List Price	175,000	174,900	0.1%
	Days on Market	6	4	50.0%
	Percent of Original	100.0%	100.0%	0.0%

A total of 178 listings in Central Region had contracts pending at the end of October, down from 275 contracts pending at the end of October 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.

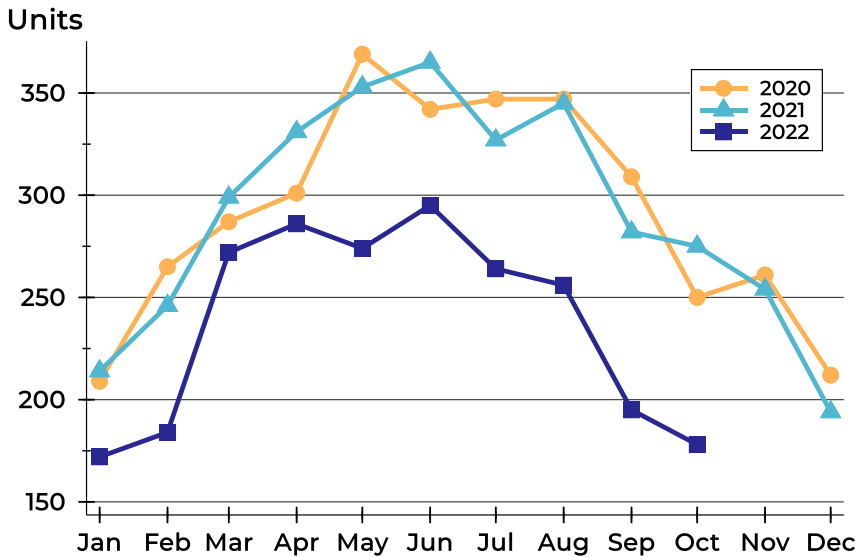
History of Pending Contracts





Central Region Pending Contracts Analysis

Pending Contracts by Month



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

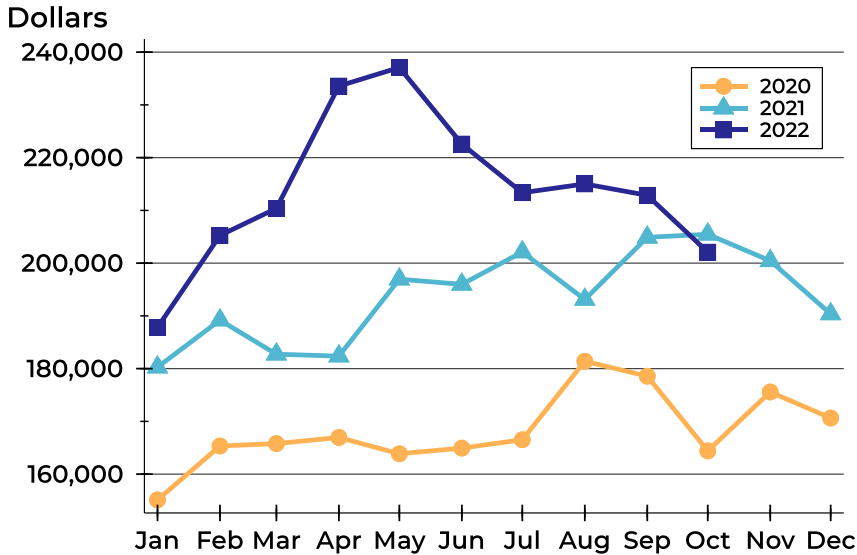
Pending Contracts by Price Range

Price Range	Pending Contracts		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$25,000-\$49,999	5	2.8%	42,880	45,000	47	28	87.3%	84.9%
\$50,000-\$99,999	31	17.4%	78,816	75,000	34	6	97.9%	100.0%
\$100,000-\$124,999	15	8.4%	113,007	114,900	11	7	97.6%	100.0%
\$125,000-\$149,999	18	10.1%	135,582	134,700	16	4	98.0%	100.0%
\$150,000-\$174,999	20	11.2%	160,017	157,000	11	4	99.7%	100.0%
\$175,000-\$199,999	22	12.4%	185,416	181,000	14	7	99.1%	100.0%
\$200,000-\$249,999	19	10.7%	225,762	225,000	12	6	98.5%	100.0%
\$250,000-\$299,999	22	12.4%	269,494	269,839	7	4	99.8%	100.0%
\$300,000-\$399,999	11	6.2%	346,249	349,950	43	23	99.2%	100.0%
\$400,000-\$499,999	7	3.9%	451,500	439,000	52	34	99.2%	100.0%
\$500,000-\$749,999	7	3.9%	565,843	550,000	9	12	100.0%	100.0%
\$750,000-\$999,999	1	0.6%	750,000	750,000	51	51	100.0%	100.0%
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



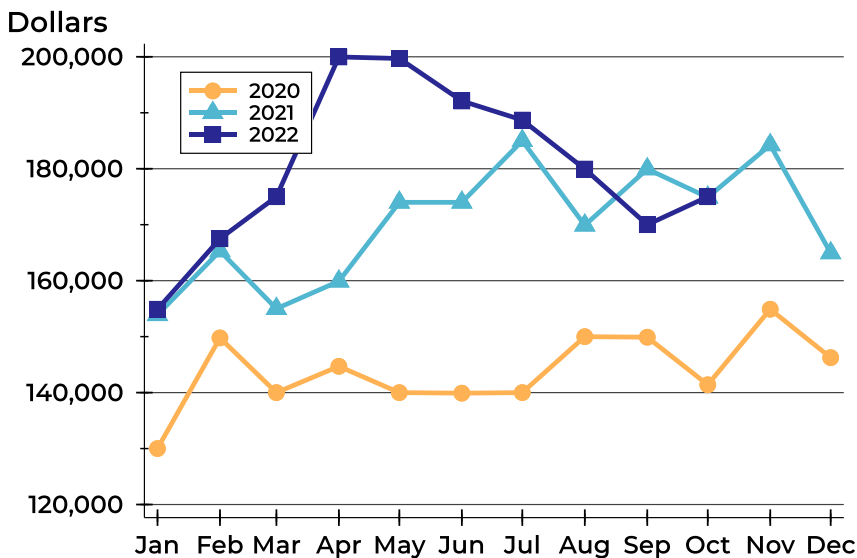
Central Region Pending Contracts Analysis

Average Price



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

Median Price

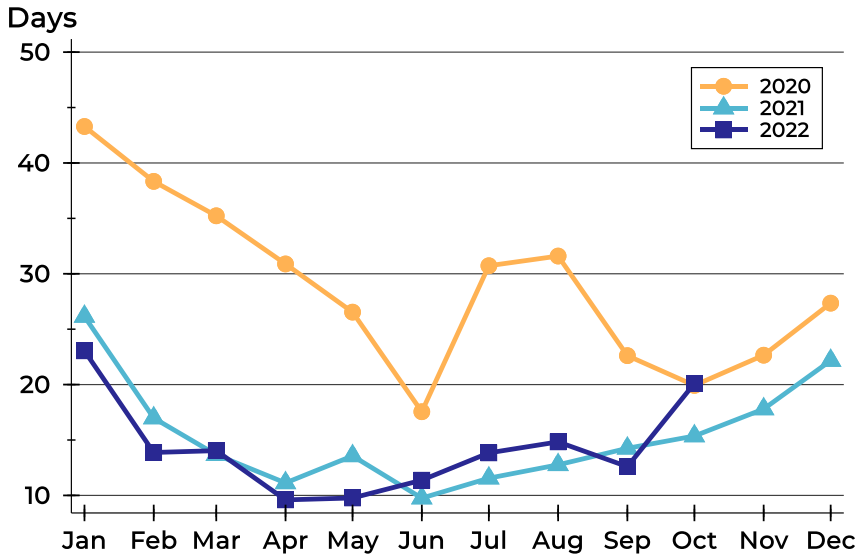


Month	2020	2021	2022
January	130,000	153,900	154,900
February	149,777	165,300	167,500
March	140,000	155,000	174,999
April	144,700	159,900	199,975
May	140,000	174,000	199,700
June	139,900	174,000	192,110
July	140,000	185,000	188,700
August	150,000	169,900	179,950
September	149,900	179,950	170,000
October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



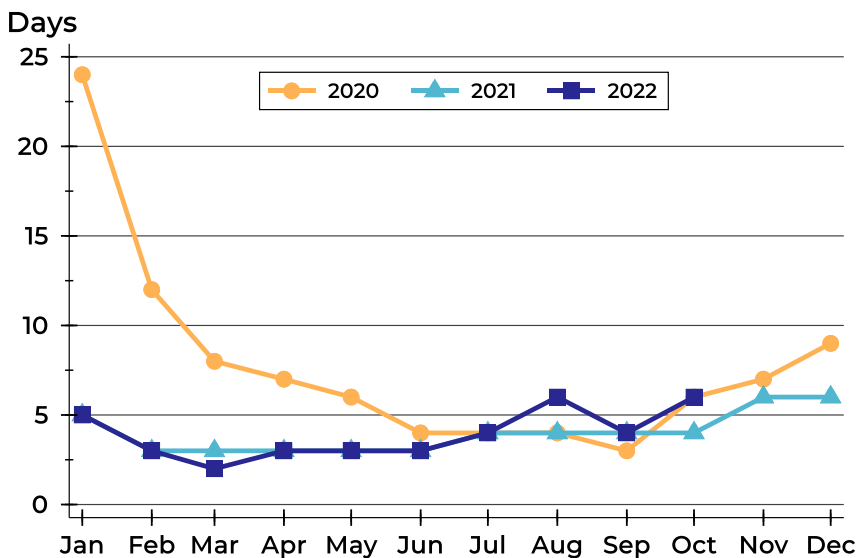
Central Region Pending Contracts Analysis

Average DOM



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

Median DOM



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



**October
2022**

Sunflower MLS Statistics



North Region Housing Report



Market Overview

North Region Home Sales Fell in October

Total home sales in North Region fell last month to 25 units, compared to 32 units in October 2021. Total sales volume was \$4.4 million, down from a year earlier.

The median sale price in October was \$190,000, up from \$180,000 a year earlier. Homes that sold in October were typically on the market for 9 days and sold for 100.0% of their list prices.

North Region Active Listings Down at End of October

The total number of active listings in North Region at the end of October was 45 units, down from 47 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 October was \$215,000.

During October, a total of 17 contracts were written down from 31 in October 2021. At the end of the month, there were 24 contracts still pending.

Report Contents

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

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**October
2022**

Sunflower MLS Statistics



North Region Summary Statistics

October MLS Statistics Three-year History		Current Month			Year-to-Date		
		2022	2021	2020	2022	2021	2020
Home Sales		25	32	30	315	296	282
Change from prior year		-21.9%	6.7%	57.9%	6.4%	5.0%	16.5%
Active Listings		45	47	48	N/A	N/A	N/A
Change from prior year		-4.3%	-2.1%	-44.8%			
Months' Supply		1.4	1.6	1.8	N/A	N/A	N/A
Change from prior year		-12.5%	-11.1%	-51.4%			
New Listings		21	28	35	346	353	345
Change from prior year		-25.0%	-20.0%	-22.2%	-2.0%	2.3%	-0.6%
Contracts Written		17	31	27	301	307	300
Change from prior year		-45.2%	14.8%	28.6%	-2.0%	2.3%	26.1%
Pending Contracts		24	39	32	N/A	N/A	N/A
Change from prior year		-38.5%	21.9%	28.0%			
Sales Volume (1,000s)		4,406	6,244	4,458	65,344	52,788	43,891
Change from prior year		-29.4%	40.1%	64.1%	23.8%	20.3%	13.8%
Average	Sale Price	176,224	195,111	148,585	207,441	178,339	155,641
	Change from prior year	-9.7%	31.3%	3.9%	16.3%	14.6%	-2.4%
	List Price of Actives	299,486	238,537	187,350	N/A	N/A	N/A
	Change from prior year	25.6%	27.3%	-8.3%			
	Days on Market	33	12	20	19	25	40
Change from prior year	175.0%	-40.0%	-58.3%	-24.0%	-37.5%	-29.8%	
Percent of List	99.1%	100.4%	98.8%	99.2%	99.4%	97.1%	
Change from prior year	-1.3%	1.6%	2.4%	-0.2%	2.4%	1.3%	
Percent of Original	95.5%	99.6%	99.2%	98.0%	97.8%	95.2%	
Change from prior year	-4.1%	0.4%	7.1%	0.2%	2.7%	1.7%	
Median	Sale Price	190,000	180,000	139,268	190,000	168,135	137,000
	Change from prior year	5.6%	29.2%	-4.6%	13.0%	22.7%	-8.7%
	List Price of Actives	215,000	209,000	149,900	N/A	N/A	N/A
	Change from prior year	2.9%	39.4%	7.1%			
	Days on Market	9	5	5	6	6	18
Change from prior year	80.0%	0.0%	-64.3%	0.0%	-66.7%	-35.7%	
Percent of List	100.0%	100.0%	100.0%	100.0%	100.0%	99.0%	
Change from prior year	0.0%	0.0%	0.0%	0.0%	1.0%	0.9%	
Percent of Original	99.3%	100.0%	100.0%	100.0%	100.0%	97.0%	
Change from prior year	-0.7%	0.0%	2.0%	0.0%	3.1%	0.3%	

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



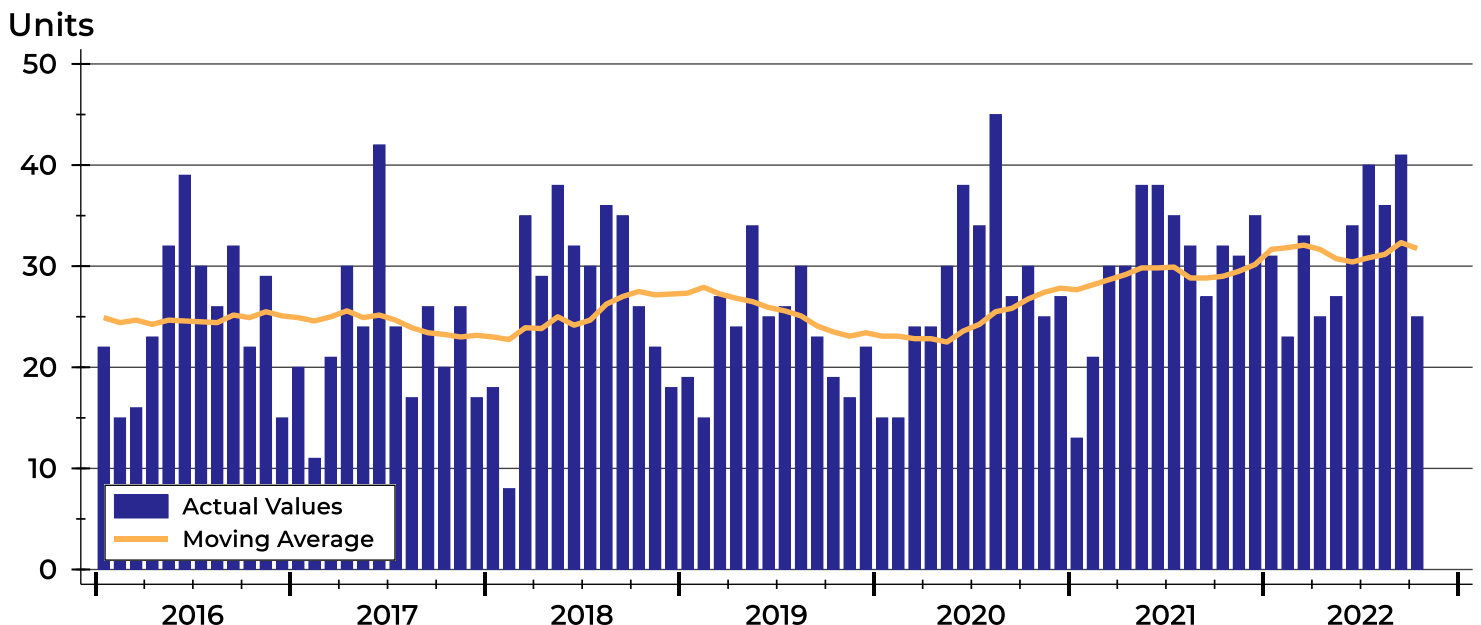
North Region Closed Listings Analysis

Summary Statistics for Closed Listings		2022	October 2021	Change	2022	Year-to-Date 2021	Change
		Closed Listings	25	32	-21.9%	315	296
Volume (1,000s)	4,406	6,244	-29.4%	65,344	52,788	23.8%	
Months' Supply	1.4	1.6	-12.5%	N/A	N/A	N/A	
Average	Sale Price	176,224	195,111	-9.7%	207,441	178,339	16.3%
	Days on Market	33	12	175.0%	19	25	-24.0%
	Percent of List	99.1%	100.4%	-1.3%	99.2%	99.4%	-0.2%
	Percent of Original	95.5%	99.6%	-4.1%	98.0%	97.8%	0.2%
Median	Sale Price	190,000	180,000	5.6%	190,000	168,135	13.0%
	Days on Market	9	5	80.0%	6	6	0.0%
	Percent of List	100.0%	100.0%	0.0%	100.0%	100.0%	0.0%
	Percent of Original	99.3%	100.0%	-0.7%	100.0%	100.0%	0.0%

A total of 25 homes sold in North Region in October, down from 32 units in October 2021. Total sales volume fell to \$4.4 million compared to \$6.2 million in the previous year.

The median sales price in October was \$190,000, up 5.6% compared to the prior year. Median days on market was 9 days, up from 6 days in September, and up from 5 in October 2021.

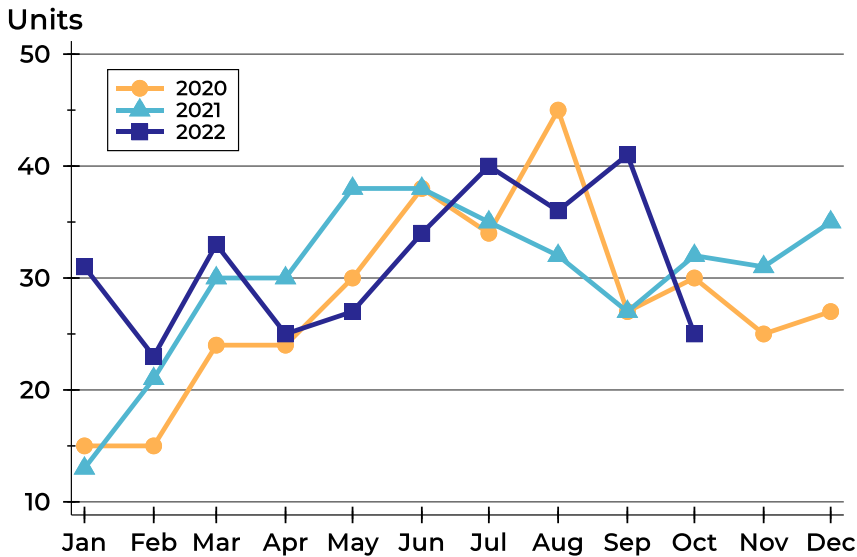
History of Closed Listings





North Region Closed Listings Analysis

Closed Listings by Month



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

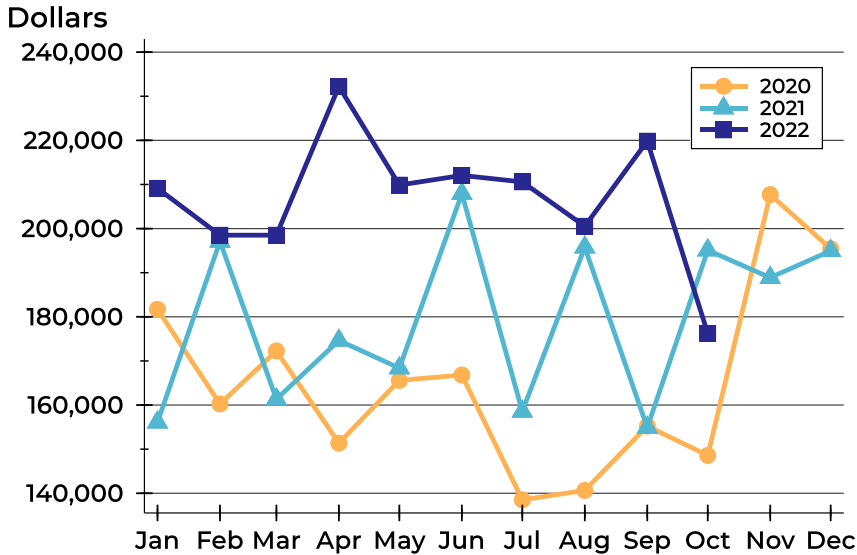
Closed Listings by Price Range

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	1	4.0%	0.0	13,000	13,000	14	14	108.3%	108.3%	108.3%	108.3%
\$25,000-\$49,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$50,000-\$99,999	3	12.0%	1.7	70,667	67,000	55	69	90.7%	89.3%	83.5%	89.3%
\$100,000-\$124,999	1	4.0%	2.1	100,000	100,000	59	59	76.9%	76.9%	71.4%	71.4%
\$125,000-\$149,999	1	4.0%	1.9	135,500	135,500	19	19	97.1%	97.1%	97.1%	97.1%
\$150,000-\$174,999	3	12.0%	0.4	158,900	154,900	10	9	106.5%	100.0%	106.5%	100.0%
\$175,000-\$199,999	7	28.0%	0.5	189,057	190,000	17	9	100.9%	100.0%	99.4%	100.0%
\$200,000-\$249,999	7	28.0%	0.7	225,714	220,000	59	7	100.0%	100.0%	92.7%	95.2%
\$250,000-\$299,999	1	4.0%	1.6	250,000	250,000	3	3	100.0%	100.0%	100.0%	100.0%
\$300,000-\$399,999	1	4.0%	1.3	315,000	315,000	4	4	96.9%	96.9%	96.9%	96.9%
\$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



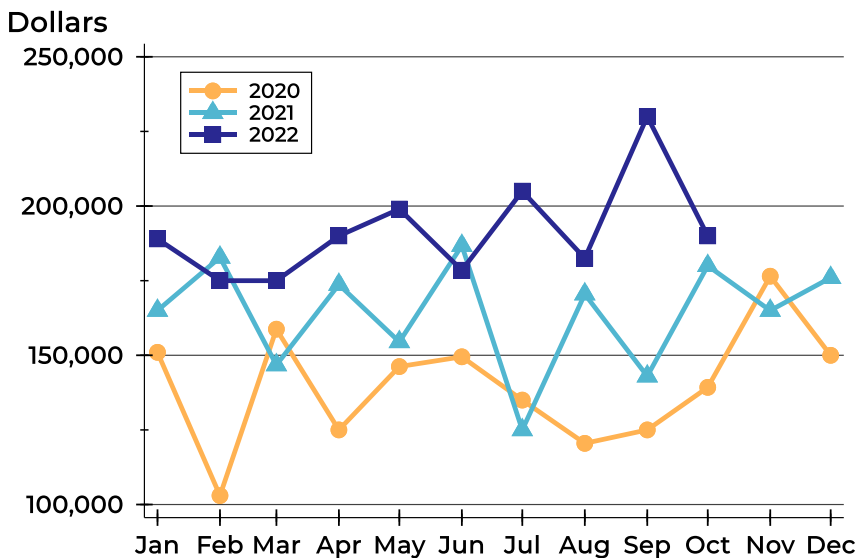
North Region Closed Listings Analysis

Average Price



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

Median Price

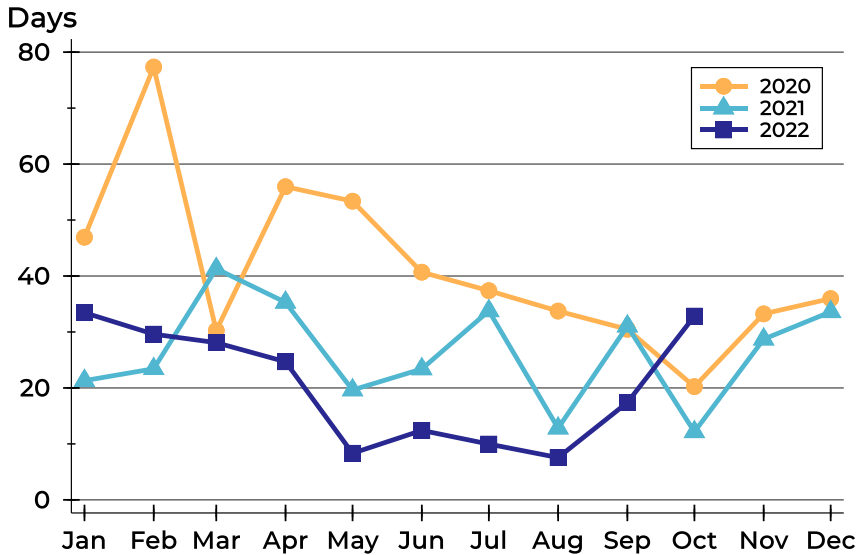


Month	2020	2021	2022
January	151,000	165,000	189,000
February	103,000	182,800	175,000
March	158,750	146,750	175,000
April	125,000	173,700	190,000
May	146,225	154,500	199,000
June	149,500	186,750	178,500
July	135,000	125,000	205,000
August	120,500	170,500	182,500
September	125,000	143,000	230,000
October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



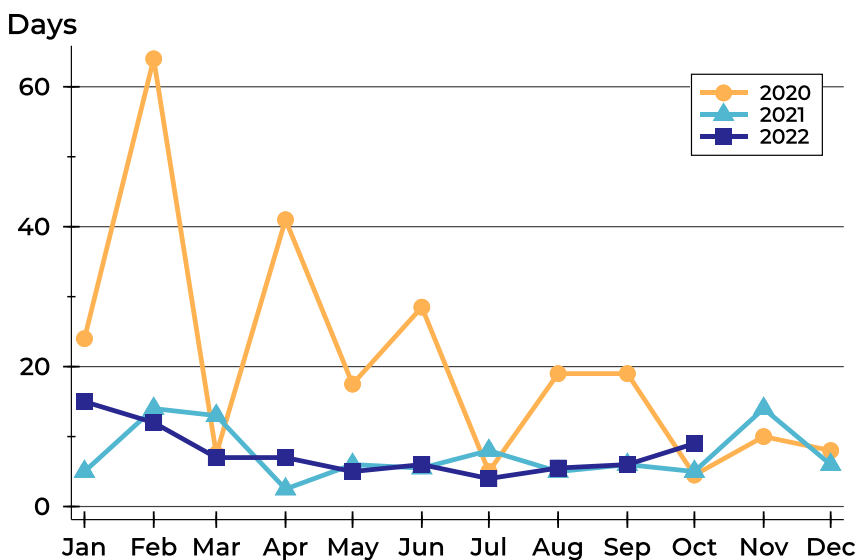
North Region Closed Listings Analysis

Average DOM



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

Median DOM



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



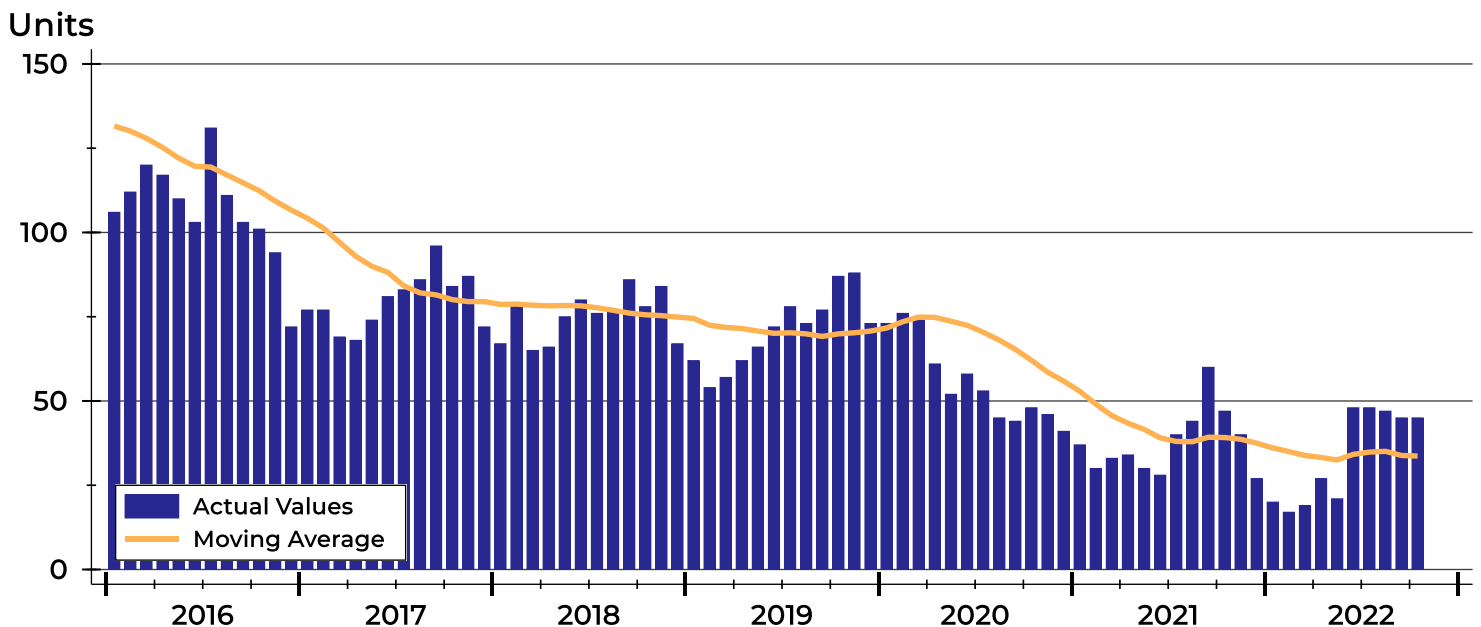
North Region Active Listings Analysis

Summary Statistics for Active Listings		2022	End of October 2021	Change
Active Listings		45	47	-4.3%
Volume (1,000s)		13,477	11,211	20.2%
Months' Supply		1.4	1.6	-12.5%
Average	List Price	299,486	238,537	25.6%
	Days on Market	74	69	7.2%
	Percent of Original	95.5%	96.1%	-0.6%
Median	List Price	215,000	209,000	2.9%
	Days on Market	57	45	26.7%
	Percent of Original	97.7%	99.6%	-1.9%

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

The median list price of homes on the market at the end of October was \$215,000, up 2.9% from 2021. The typical time on market for active listings was 57 days, up from 45 days a year earlier.

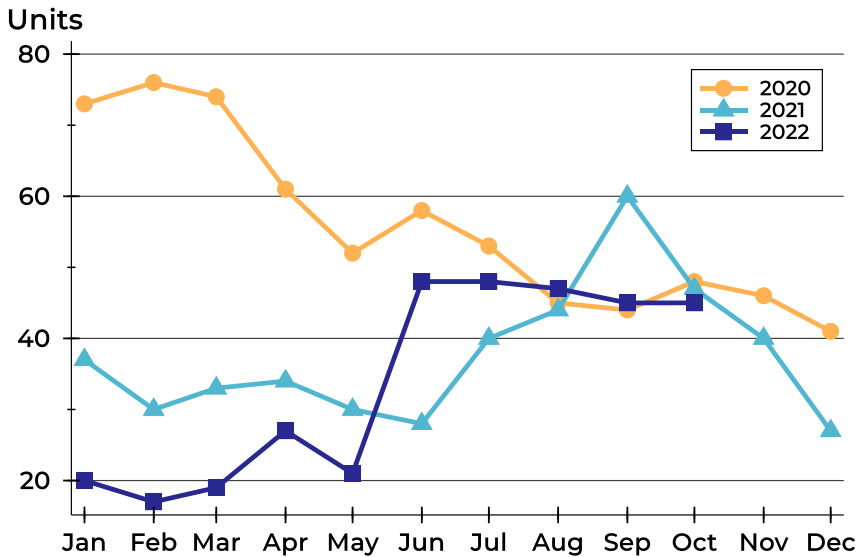
History of Active Listings





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	
December	41	27	

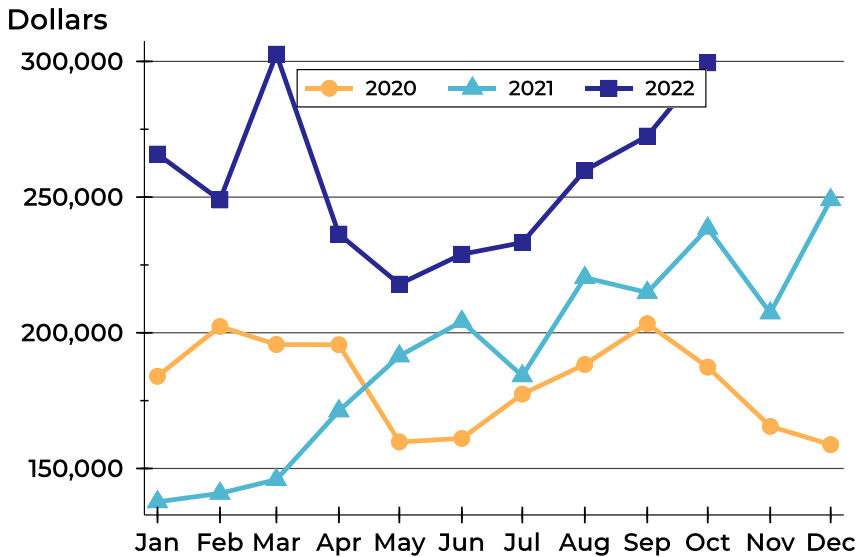
Active Listings by Price Range

Price Range	Active Listings Number	Active Listings Percent	Months' Supply	List Price Average	List Price Median	Days on Market Avg.	Days on Market Med.	Price as % of Orig. Avg.	Price as % of Orig. Med.
Below \$25,000	0	0.0%	0.0	N/A	N/A	N/A	N/A	N/A	N/A
\$25,000-\$49,999	2	4.4%	N/A	39,250	39,250	52	52	90.0%	90.0%
\$50,000-\$99,999	6	13.3%	1.7	79,817	83,700	91	85	93.6%	96.4%
\$100,000-\$124,999	3	6.7%	2.1	109,633	109,900	64	32	93.8%	100.0%
\$125,000-\$149,999	5	11.1%	1.9	138,980	140,000	65	35	96.6%	96.7%
\$150,000-\$174,999	2	4.4%	0.4	159,500	159,500	135	135	84.1%	84.1%
\$175,000-\$199,999	2	4.4%	0.5	199,738	199,738	71	71	94.2%	94.2%
\$200,000-\$249,999	4	8.9%	0.7	222,125	215,000	61	58	97.8%	97.9%
\$250,000-\$299,999	5	11.1%	1.6	277,760	279,900	22	12	98.9%	100.0%
\$300,000-\$399,999	5	11.1%	1.3	362,300	359,000	37	27	98.7%	100.0%
\$400,000-\$499,999	4	8.9%	N/A	447,475	447,500	69	73	93.9%	93.1%
\$500,000-\$749,999	4	8.9%	N/A	589,875	604,500	205	178	95.3%	95.6%
\$750,000-\$999,999	2	4.4%	N/A	869,500	869,500	55	55	100.0%	100.0%
\$1,000,000 and up	1	2.2%	N/A	1,200,000	1,200,000	4	4	100.0%	100.0%



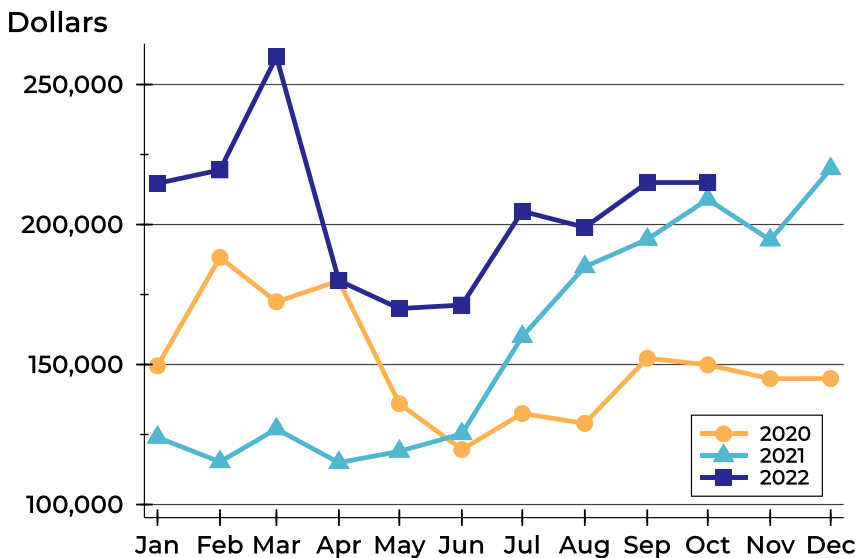
North Region Active Listings Analysis

Average Price



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

Median Price

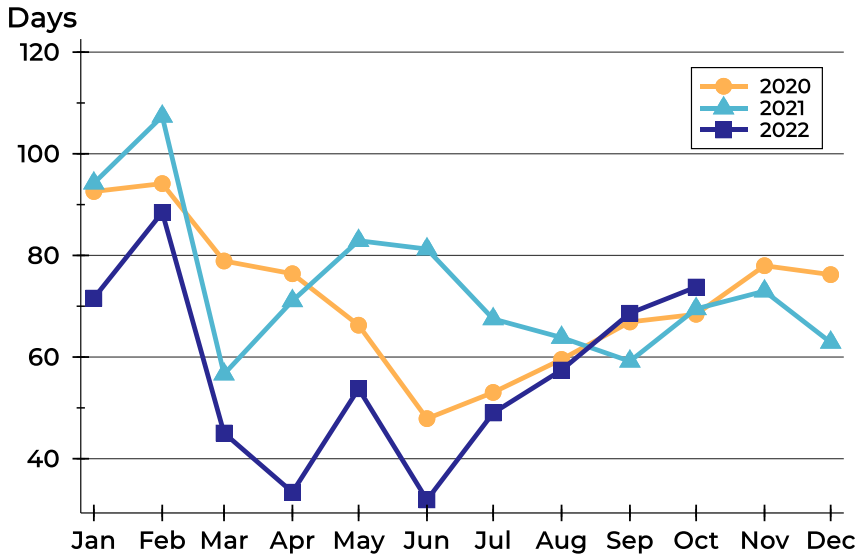


Month	2020	2021	2022
January	149,500	124,000	214,700
February	188,250	115,250	219,500
March	172,400	127,000	259,900
April	179,900	114,950	180,000
May	136,000	119,000	170,000
June	119,650	125,250	171,250
July	132,500	160,000	204,750
August	129,000	184,900	199,000
September	152,250	194,700	215,000
October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



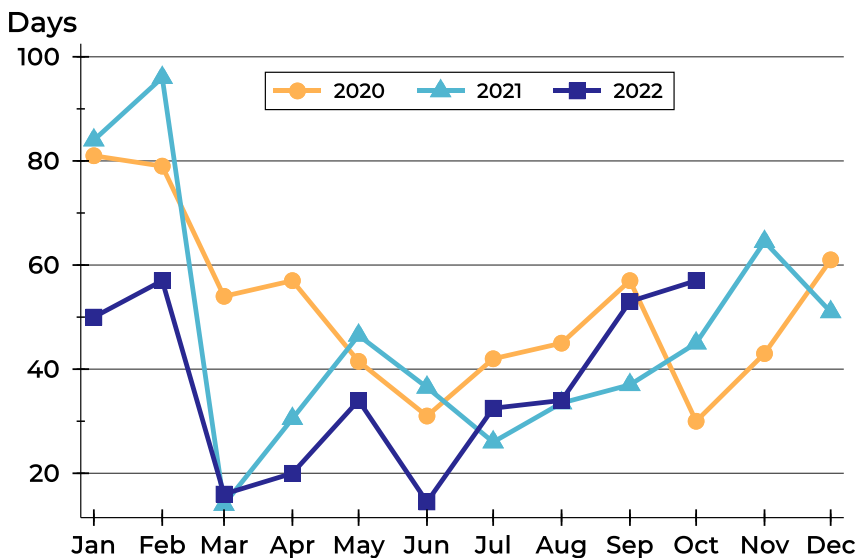
North Region Active Listings Analysis

Average DOM



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

Median DOM

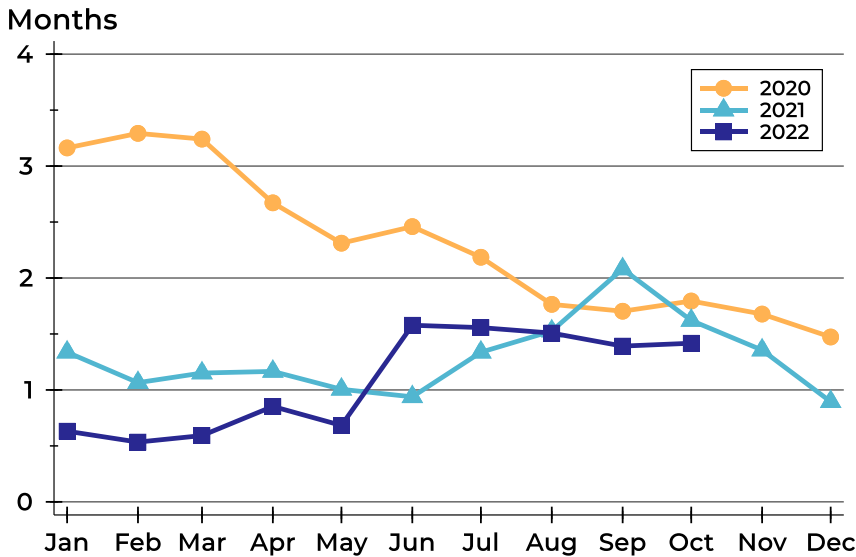


Month	2020	2021	2022
January	81	84	50
February	79	96	57
March	54	14	16
April	57	31	20
May	42	47	34
June	31	37	15
July	42	26	33
August	45	34	34
September	57	37	53
October	30	45	57
November	43	65	
December	61	51	



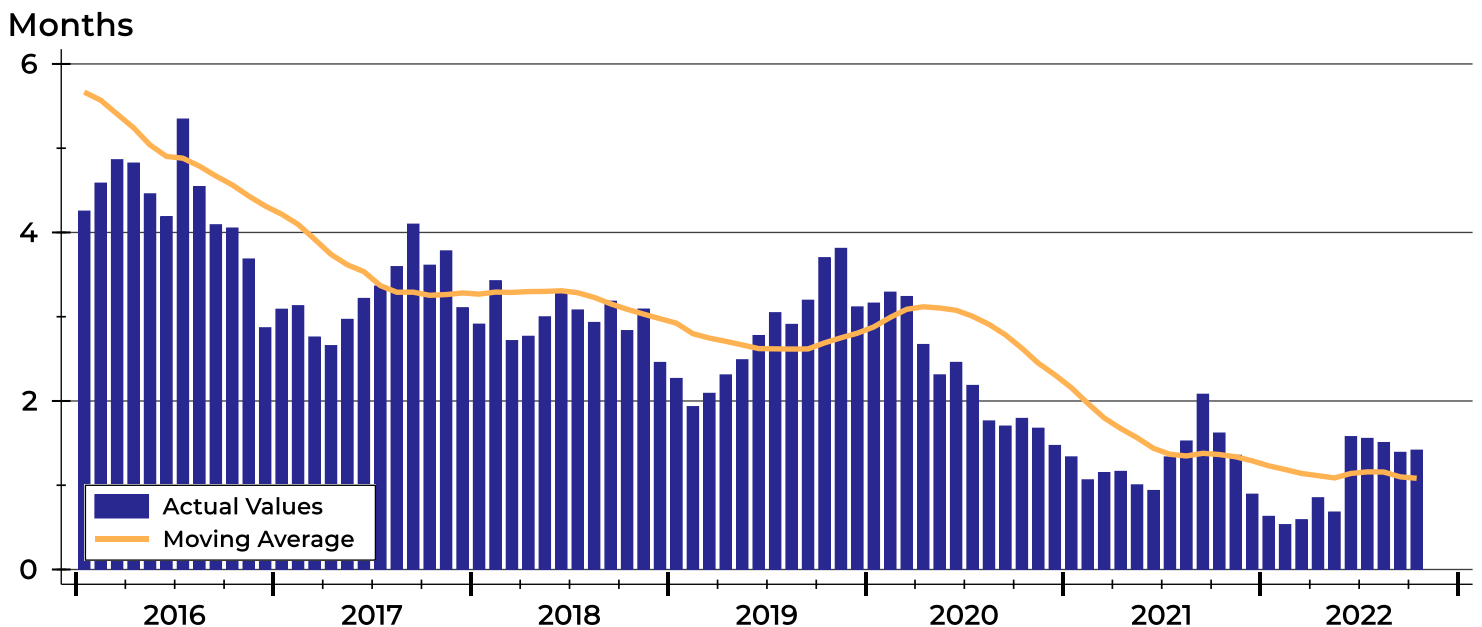
North Region Months' Supply Analysis

Months' Supply by Month



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

History of Month's Supply





North Region New Listings Analysis

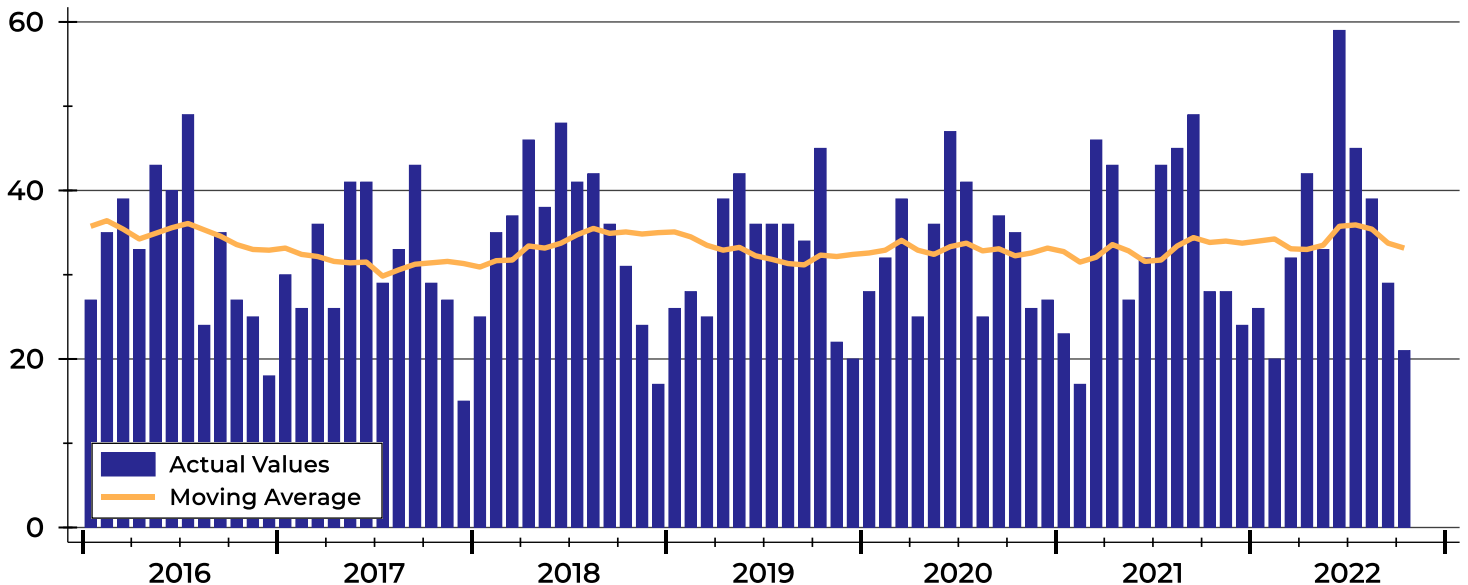
Summary Statistics for New Listings		2022	October 2021	Change
Current Month	New Listings	21	28	-25.0%
	Volume (1,000s)	6,880	6,703	2.6%
	Average List Price	327,619	239,389	36.9%
	Median List Price	279,000	210,000	32.9%
Year-to-Date	New Listings	346	353	-2.0%
	Volume (1,000s)	77,121	68,752	12.2%
	Average List Price	222,894	194,766	14.4%
	Median List Price	194,950	174,900	11.5%

A total of 21 new listings were added in North Region during October, down 25.0% from the same month in 2021. Year-to-date North Region has seen 346 new listings.

The median list price of these homes was \$279,000 up from \$210,000 in 2021.

History of New Listings

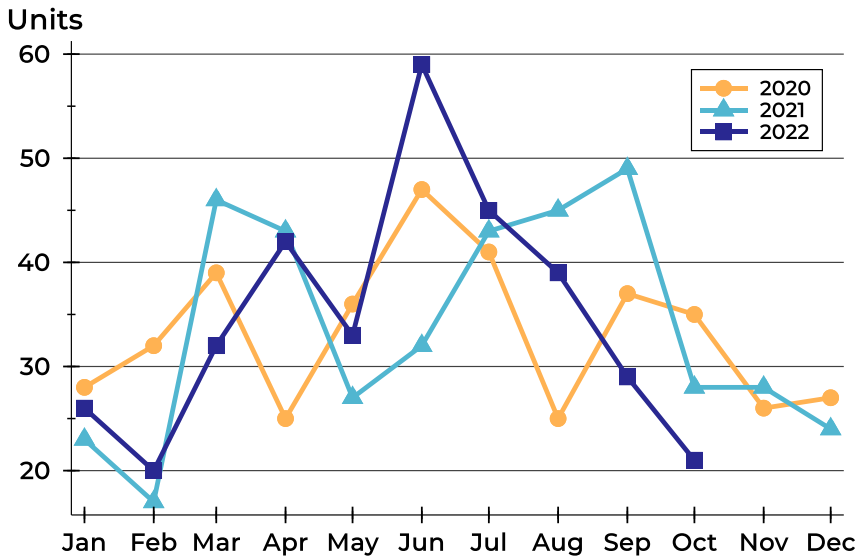
Units





North Region New Listings Analysis

New Listings by Month



Month	2020	2021	2022
January	28	23	26
February	32	17	20
March	39	46	32
April	25	43	42
May	36	27	33
June	47	32	59
July	41	43	45
August	25	45	39
September	37	49	29
October	35	28	21
November	26	28	
December	27	24	

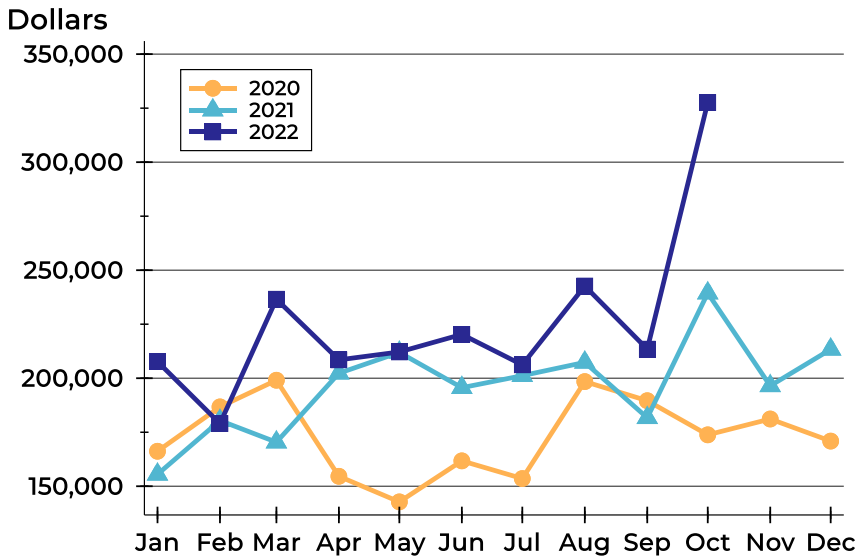
New Listings by Price Range

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	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$50,000-\$99,999	1	4.8%	82,500	82,500	23	23	100.0%	100.0%
\$100,000-\$124,999	2	9.5%	109,950	109,950	3	3	97.7%	97.7%
\$125,000-\$149,999	2	9.5%	132,450	132,450	20	20	98.2%	98.2%
\$150,000-\$174,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$175,000-\$199,999	1	4.8%	192,000	192,000	15	15	100.0%	100.0%
\$200,000-\$249,999	2	9.5%	210,000	210,000	29	29	96.7%	96.7%
\$250,000-\$299,999	5	23.8%	271,780	279,000	16	19	98.9%	100.0%
\$300,000-\$399,999	5	23.8%	373,360	360,000	21	27	98.9%	100.0%
\$400,000-\$499,999	1	4.8%	425,000	425,000	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	1	4.8%	850,000	850,000	32	32	100.0%	100.0%
\$1,000,000 and up	1	4.8%	1,200,000	1,200,000	11	11	100.0%	100.0%



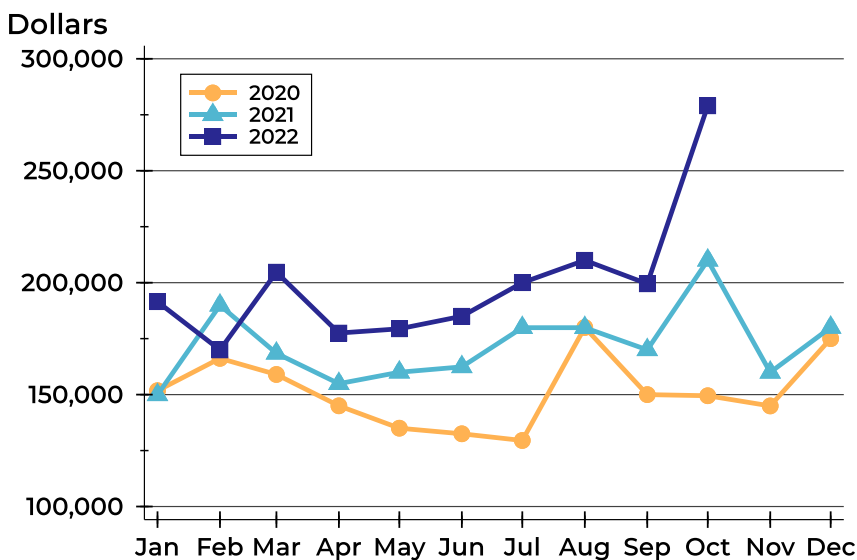
North Region New Listings Analysis

Average Price



Month	2020	2021	2022
January	166,198	155,521	207,704
February	186,736	180,419	179,010
March	199,071	170,404	236,584
April	154,616	202,303	208,501
May	142,772	211,946	212,167
June	161,766	195,626	220,287
July	153,566	201,188	206,204
August	198,448	207,351	242,685
September	189,604	181,699	213,472
October	173,799	239,389	327,619
November	181,135	196,466	
December	170,910	213,360	

Median Price



Month	2020	2021	2022
January	151,750	149,900	191,500
February	166,200	189,900	169,950
March	159,000	168,450	204,700
April	145,000	154,900	177,500
May	135,000	160,000	179,400
June	132,500	162,400	185,000
July	129,500	179,900	199,975
August	180,000	179,900	210,000
September	150,000	170,000	199,500
October	149,500	210,000	279,000
November	144,950	159,950	
December	175,000	180,000	



North Region Contracts Written Analysis

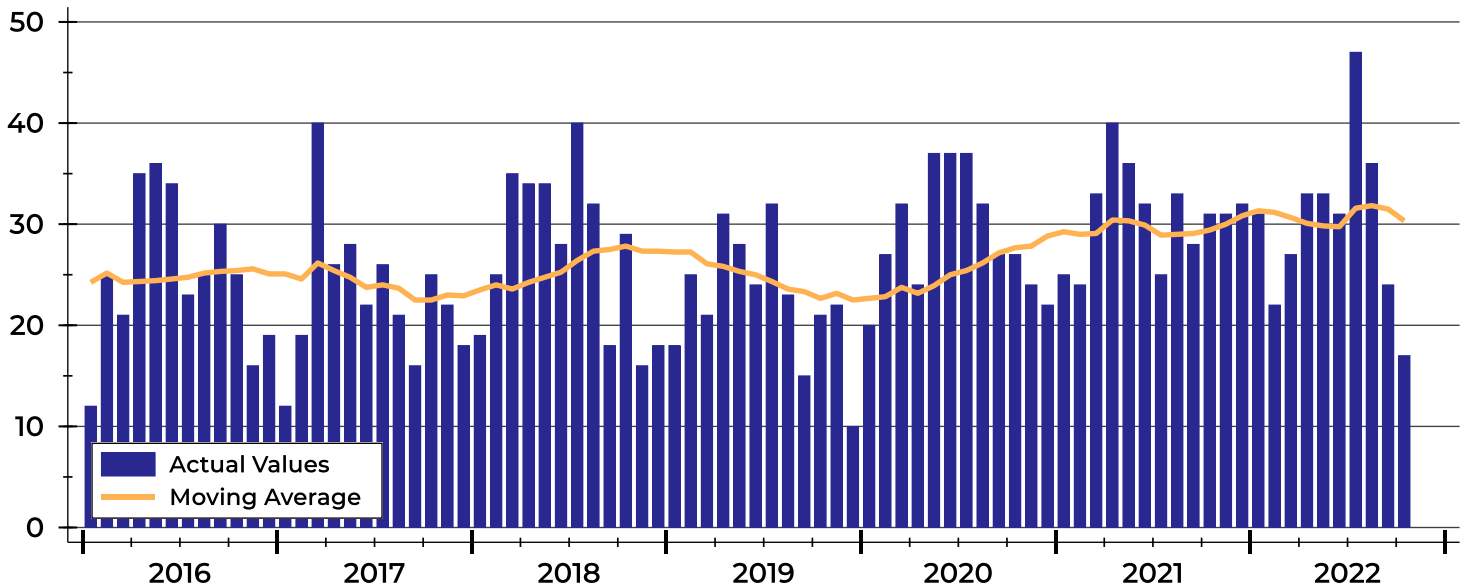
Summary Statistics for Contracts Written		2022	October 2021	Change	2022	Year-to-Date 2021	Change
Contracts Written		17	31	-45.2%	301	307	-2.0%
Volume (1,000s)		4,348	6,626	-34.4%	63,478	56,140	13.1%
Average	Sale Price	255,759	213,726	19.7%	210,890	182,865	15.3%
	Days on Market	36	26	38.5%	19	25	-24.0%
	Percent of Original	95.7%	95.7%	0.0%	98.2%	97.6%	0.6%
Median	Sale Price	235,000	206,000	14.1%	189,500	169,900	11.5%
	Days on Market	27	14	92.9%	6	6	0.0%
	Percent of Original	96.6%	96.9%	-0.3%	100.0%	100.0%	0.0%

A total of 17 contracts for sale were written in North Region during the month of October, down from 31 in 2021. The median list price of these homes was \$235,000, up from \$206,000 the prior year.

Half of the homes that went under contract in October were on the market less than 27 days, compared to 14 days in October 2021.

History of Contracts Written

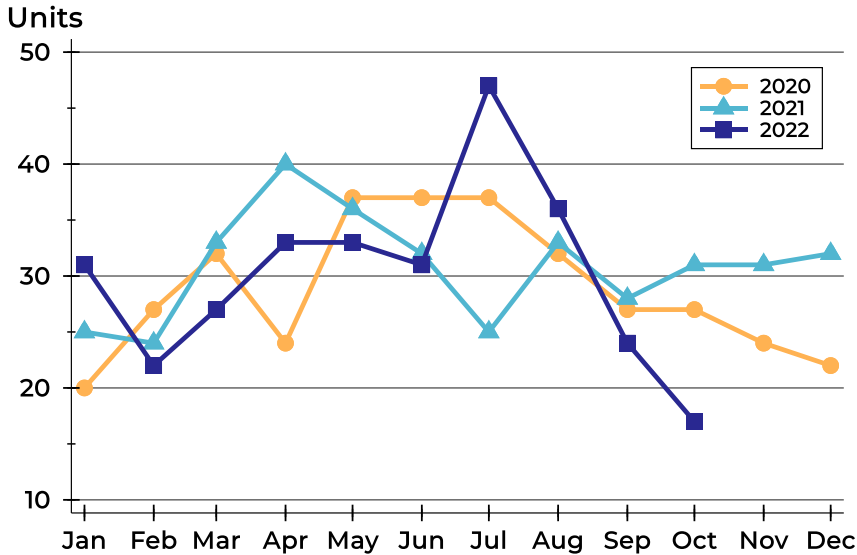
Units





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	36
September	27	28	24
October	27	31	17
November	24	31	
December	22	32	

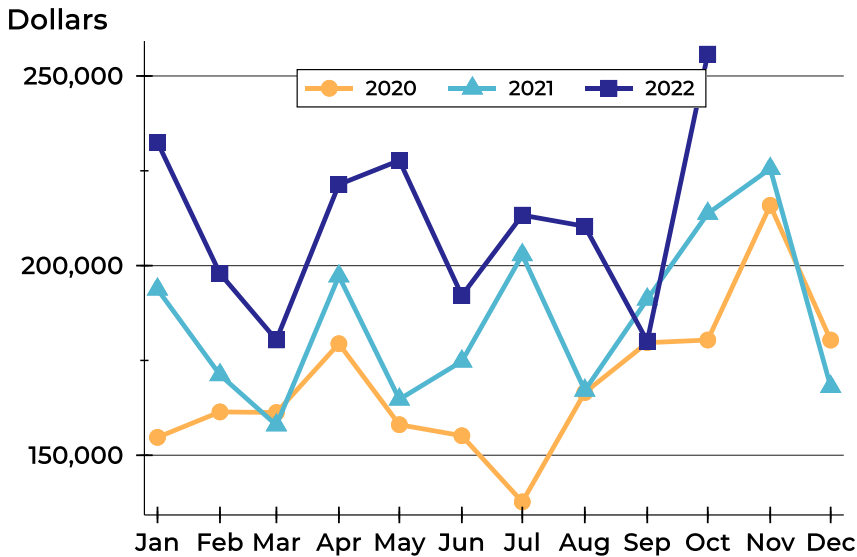
Contracts Written by Price Range

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	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$50,000-\$99,999	1	5.9%	54,900	54,900	85	85	84.5%	84.5%
\$100,000-\$124,999	1	5.9%	110,000	110,000	5	5	95.5%	95.5%
\$125,000-\$149,999	2	11.8%	141,200	141,200	56	56	98.2%	98.2%
\$150,000-\$174,999	2	11.8%	152,500	152,500	36	36	99.0%	99.0%
\$175,000-\$199,999	2	11.8%	185,950	185,950	30	30	96.1%	96.1%
\$200,000-\$249,999	1	5.9%	235,000	235,000	27	27	94.0%	94.0%
\$250,000-\$299,999	2	11.8%	267,450	267,450	36	36	98.3%	98.3%
\$300,000-\$399,999	5	29.4%	360,760	349,900	22	11	97.6%	99.4%
\$400,000-\$499,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$500,000-\$749,999	1	5.9%	650,000	650,000	76	76	82.3%	82.3%
\$750,000-\$999,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



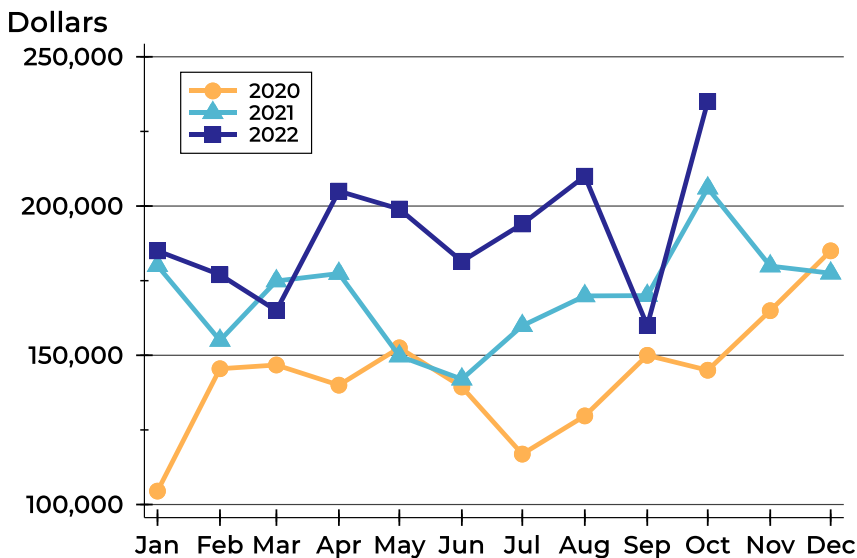
North Region Contracts Written Analysis

Average Price



Month	2020	2021	2022
January	154,720	193,759	232,503
February	161,431	171,195	197,914
March	161,275	157,955	180,415
April	179,415	197,234	221,386
May	158,062	164,746	227,724
June	155,146	174,770	192,127
July	137,709	202,832	213,306
August	166,542	167,100	210,372
September	179,683	191,111	180,071
October	180,383	213,726	255,759
November	215,881	225,556	-
December	180,371	168,070	-

Median Price

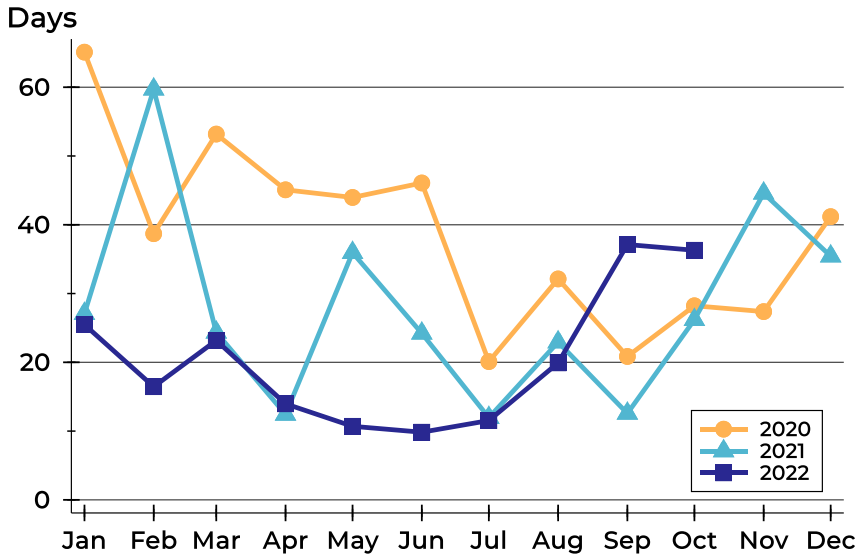


Month	2020	2021	2022
January	104,500	180,000	185,000
February	145,500	154,975	177,000
March	146,750	174,900	165,000
April	140,000	177,400	205,000
May	152,500	149,750	199,000
June	139,400	142,000	181,500
July	116,900	159,900	194,000
August	129,700	169,900	210,000
September	150,000	170,000	159,950
October	145,000	206,000	235,000
November	164,950	179,900	-
December	185,000	177,500	-



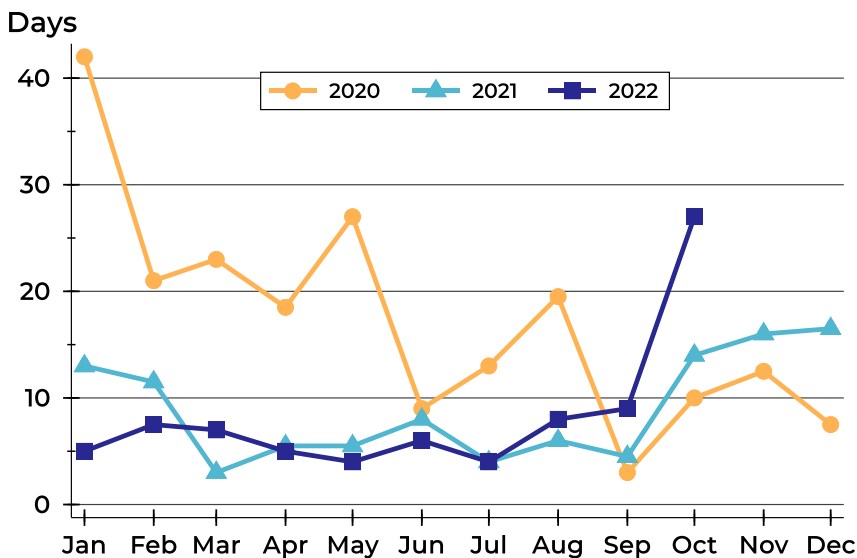
North Region Contracts Written Analysis

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	37
October	28	26	36
November	27	45	
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	8
September	3	5	9
October	10	14	27
November	13	16	
December	8	17	



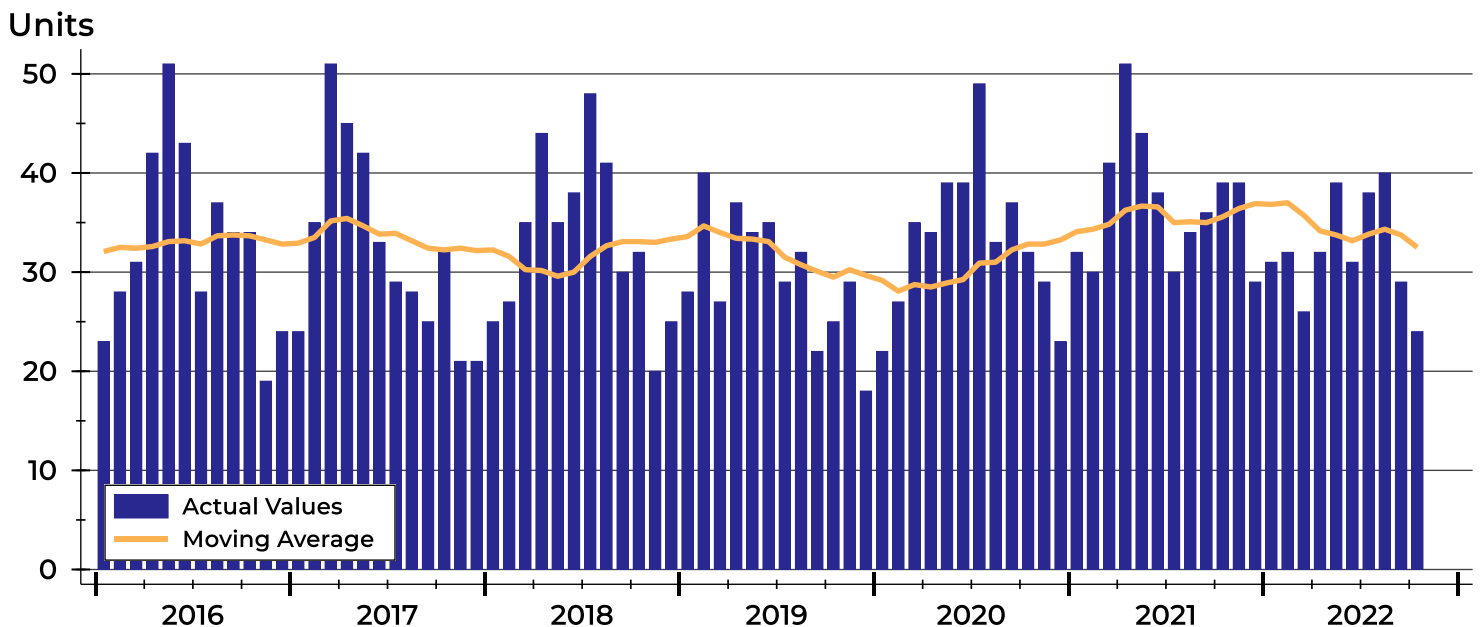
North Region Pending Contracts Analysis

Summary Statistics for Pending Contracts		End of October		
		2022	2021	Change
Pending Contracts		24	39	-38.5%
Volume (1,000s)		5,760	7,737	-25.6%
Average	List Price	239,988	198,377	21.0%
	Days on Market	41	26	57.7%
	Percent of Original	95.8%	97.8%	-2.0%
Median	List Price	213,500	174,900	22.1%
	Days on Market	32	13	146.2%
	Percent of Original	98.3%	100.0%	-1.7%

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

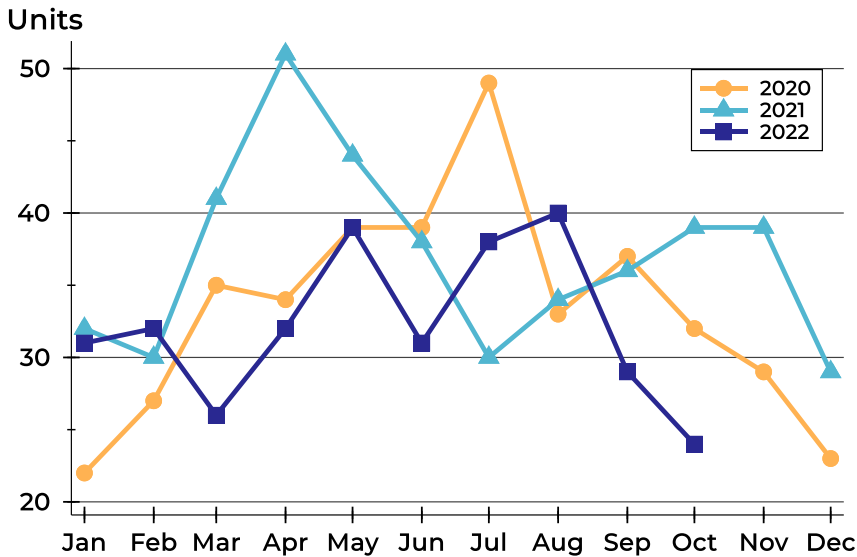
History of Pending Contracts





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	
December	23	29	

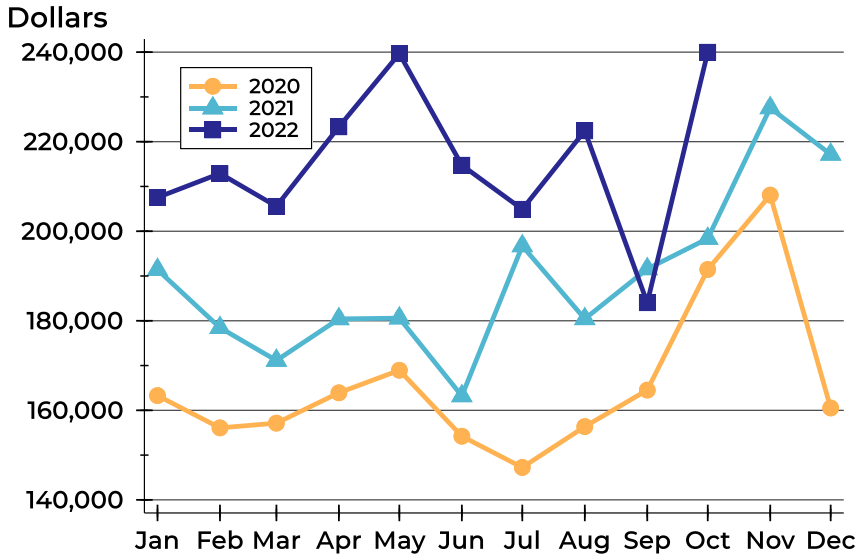
Pending Contracts by Price Range

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	2	8.3%	68,950	68,950	77	77	88.4%	88.4%
\$100,000-\$124,999	1	4.2%	110,000	110,000	5	5	100.0%	100.0%
\$125,000-\$149,999	6	25.0%	143,533	141,250	60	31	94.8%	95.0%
\$150,000-\$174,999	1	4.2%	150,000	150,000	60	60	100.0%	100.0%
\$175,000-\$199,999	2	8.3%	185,950	185,950	30	30	96.1%	96.1%
\$200,000-\$249,999	1	4.2%	235,000	235,000	27	27	94.0%	94.0%
\$250,000-\$299,999	3	12.5%	266,633	265,000	36	37	98.9%	100.0%
\$300,000-\$399,999	7	29.2%	349,114	335,000	18	8	98.4%	100.0%
\$400,000-\$499,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$500,000-\$749,999	1	4.2%	650,000	650,000	76	76	82.3%	82.3%
\$750,000-\$999,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



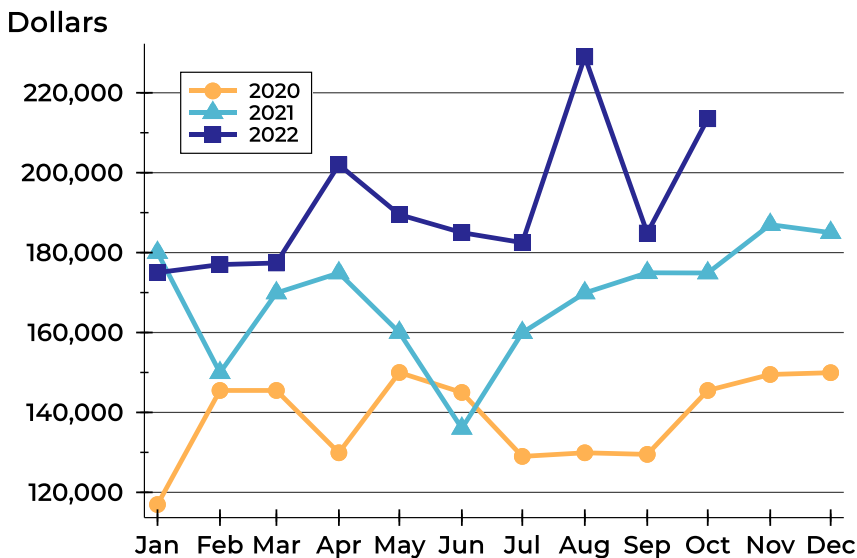
North Region Pending Contracts Analysis

Average Price



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

Median Price

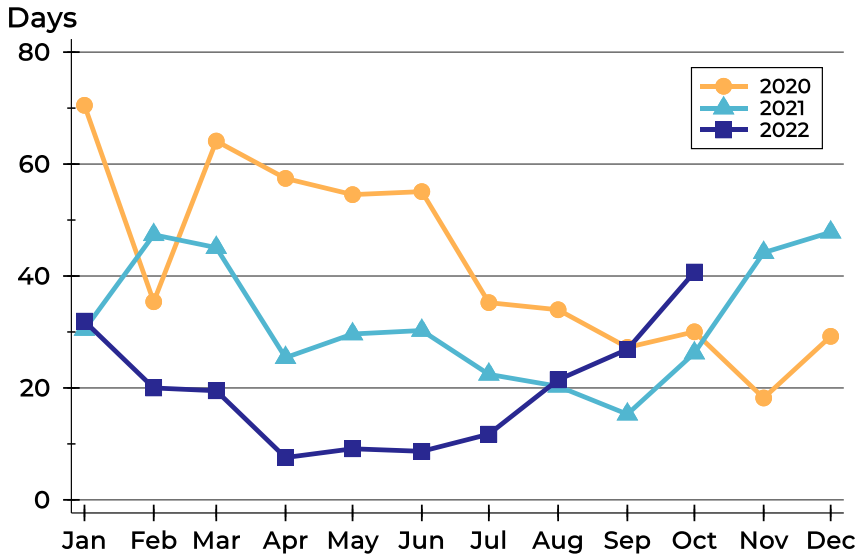


Month	2020	2021	2022
January	116,950	180,000	175,000
February	145,500	149,925	177,000
March	145,500	169,900	177,400
April	129,900	174,900	202,000
May	150,000	160,000	189,500
June	145,000	136,000	185,000
July	129,000	159,950	182,500
August	129,900	169,900	229,000
September	129,500	174,950	184,900
October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



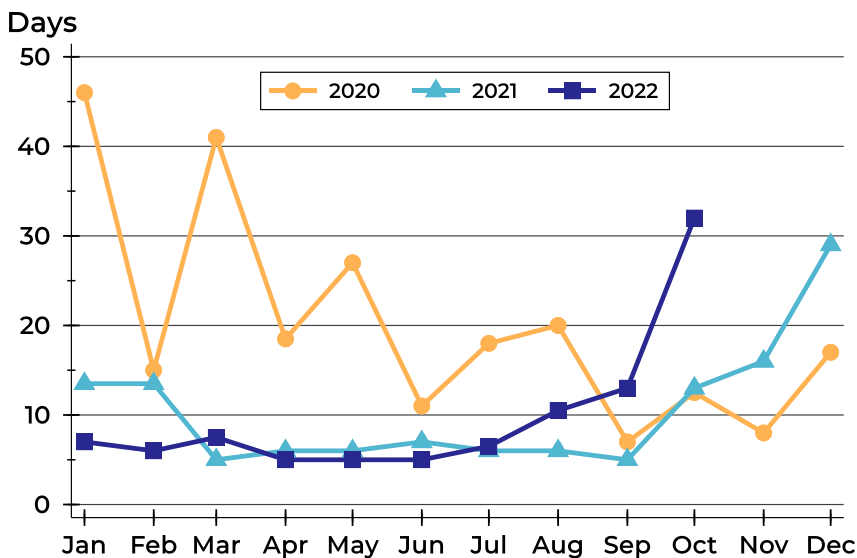
North Region Pending Contracts Analysis

Average DOM



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

Median DOM



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



**October
2022**

Sunflower MLS Statistics



South Region Housing Report



Market Overview

South Region Home Sales Rose in October

Total home sales in South Region rose by 5.3% last month to 40 units, compared to 38 units in October 2021. Total sales volume was \$7.9 million, up 34.4% from a year earlier.

The median sale price in October was \$190,750, up from \$160,250 a year earlier. Homes that sold in October were typically on the market for 8 days and sold for 99.9% of their list prices.

South Region Active Listings Down at End of October

The total number of active listings in South Region at the end of October was 32 units, down from 42 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 October was \$207,250.

During October, a total of 23 contracts were written down from 52 in October 2021. At the end of the month, there were 33 contracts still pending.

Report Contents

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

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South Region Summary Statistics

October MLS Statistics Three-year History		Current Month			Year-to-Date		
		2022	2021	2020	2022	2021	2020
Home Sales		40	38	30	374	394	343
Change from prior year		5.3%	26.7%	-16.7%	-5.1%	14.9%	-3.4%
Active Listings		32	42	51	N/A	N/A	N/A
Change from prior year		-23.8%	-17.6%	-34.6%			
Months' Supply		0.8	1.1	1.5	N/A	N/A	N/A
Change from prior year		-27.3%	-26.7%	-34.8%			
New Listings		27	51	50	398	479	421
Change from prior year		-47.1%	2.0%	108.3%	-16.9%	13.8%	-5.0%
Contracts Written		23	52	50	362	428	384
Change from prior year		-55.8%	4.0%	78.6%	-15.4%	11.5%	7.3%
Pending Contracts		33	66	54	N/A	N/A	N/A
Change from prior year		-50.0%	22.2%	68.8%			
Sales Volume (1,000s)		7,881	5,865	3,769	64,471	59,064	48,540
Change from prior year		34.4%	55.6%	-18.9%	9.2%	21.7%	10.5%
Average	Sale Price	197,033	154,339	125,620	172,382	149,910	141,517
	Change from prior year	27.7%	22.9%	-2.8%	15.0%	5.9%	14.4%
	List Price of Actives	209,934	147,499	143,375	N/A	N/A	N/A
	Change from prior year	42.3%	2.9%	-13.8%			
	Days on Market	18	15	43	18	22	42
Change from prior year	20.0%	-65.1%	4.9%	-18.2%	-47.6%	-6.7%	
Percent of List	96.5%	96.9%	94.9%	96.5%	94.3%	96.2%	
Change from prior year	-0.4%	2.1%	1.8%	2.3%	-2.0%	0.8%	
Percent of Original	94.9%	96.0%	91.3%	95.0%	93.5%	94.2%	
Change from prior year	-1.1%	5.1%	1.3%	1.6%	-0.7%	0.6%	
Median	Sale Price	190,750	160,250	95,000	142,000	139,000	133,000
	Change from prior year	19.0%	68.7%	-19.5%	2.2%	4.5%	21.0%
	List Price of Actives	207,250	124,900	124,900	N/A	N/A	N/A
	Change from prior year	65.9%	0.0%	-9.0%			
	Days on Market	8	7	16	6	6	12
Change from prior year	14.3%	-56.3%	-27.3%	0.0%	-50.0%	-20.0%	
Percent of List	99.9%	98.1%	96.9%	99.3%	98.5%	97.5%	
Change from prior year	1.8%	1.2%	3.4%	0.8%	1.0%	0.8%	
Percent of Original	99.3%	97.5%	94.5%	98.4%	97.9%	97.0%	
Change from prior year	1.8%	3.2%	4.7%	0.5%	0.9%	1.8%	

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



South Region Closed Listings Analysis

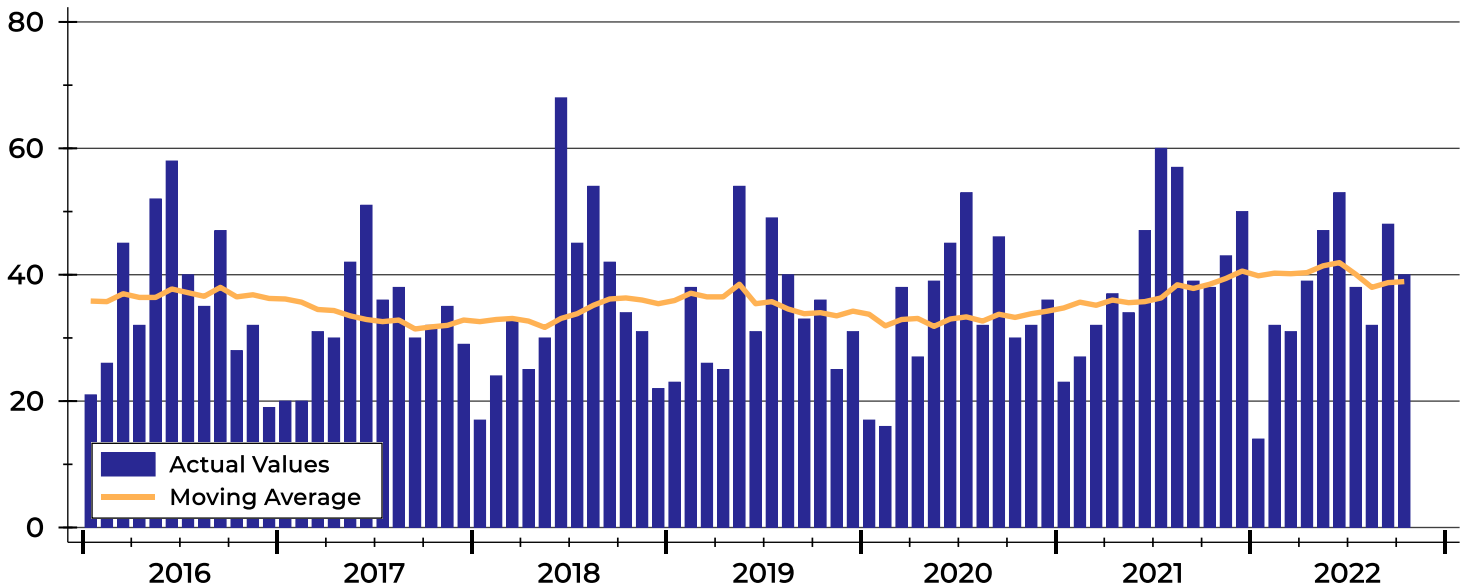
Summary Statistics for Closed Listings		2022	October 2021	Change	2022	Year-to-Date 2021	Change
		Closed Listings	40	38	5.3%	374	394
Volume (1,000s)	7,881	5,865	34.4%	64,471	59,064	9.2%	
Months' Supply	0.8	1.1	-27.3%	N/A	N/A	N/A	
Average	Sale Price	197,033	154,339	27.7%	172,382	149,910	15.0%
	Days on Market	18	15	20.0%	18	22	-18.2%
	Percent of List	96.5%	96.9%	-0.4%	96.5%	94.3%	2.3%
	Percent of Original	94.9%	96.0%	-1.1%	95.0%	93.5%	1.6%
Median	Sale Price	190,750	160,250	19.0%	142,000	139,000	2.2%
	Days on Market	8	7	14.3%	6	6	0.0%
	Percent of List	99.9%	98.1%	1.8%	99.3%	98.5%	0.8%
	Percent of Original	99.3%	97.5%	1.8%	98.4%	97.9%	0.5%

A total of 40 homes sold in South Region in October, up from 38 units in October 2021. Total sales volume rose to \$7.9 million compared to \$5.9 million in the previous year.

The median sales price in October was \$190,750, up 19.0% compared to the prior year. Median days on market was 8 days, up from 7 days in September, and up from 7 in October 2021.

History of Closed Listings

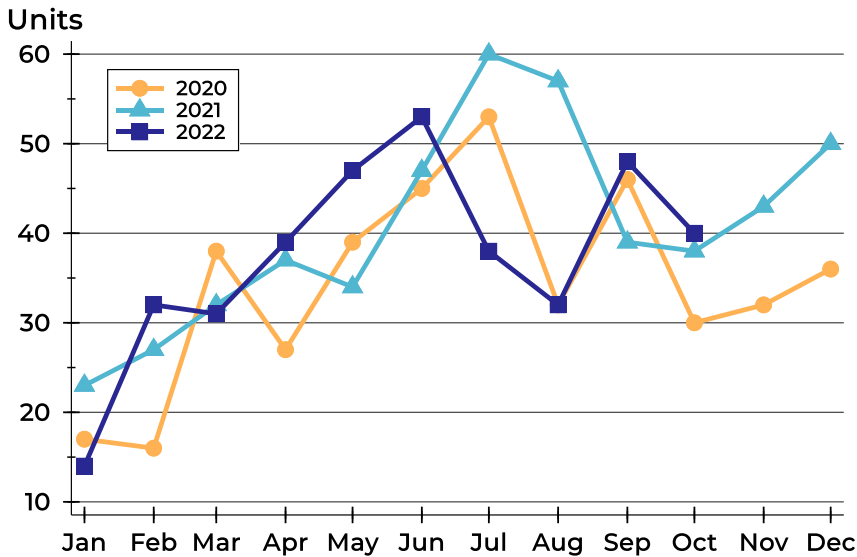
Units





South Region Closed Listings Analysis

Closed Listings by Month



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

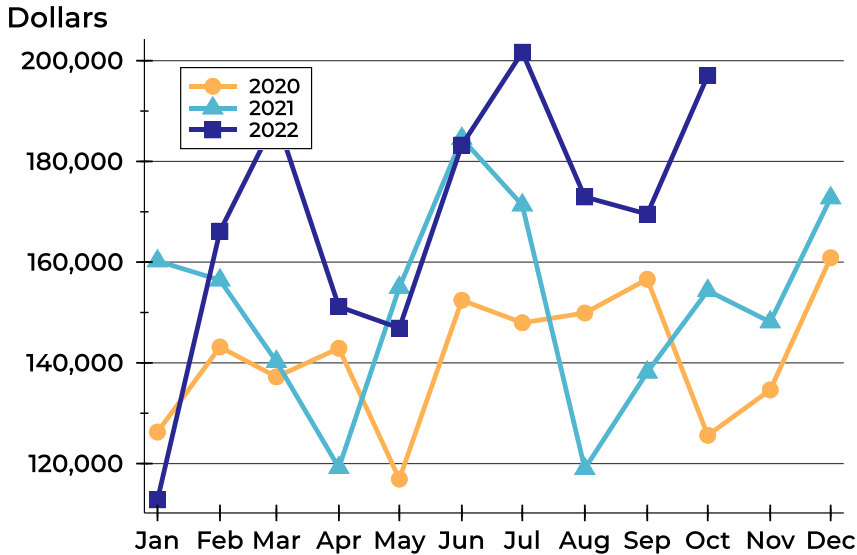
Closed Listings by Price Range

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	2	5.0%	0.0	15,000	15,000	10	10	65.9%	65.9%	65.9%	65.9%
\$25,000-\$49,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$50,000-\$99,999	8	20.0%	0.9	74,313	75,000	41	24	93.8%	90.8%	90.0%	86.2%
\$100,000-\$124,999	5	12.5%	0.2	114,960	114,900	16	5	98.8%	100.0%	97.5%	100.0%
\$125,000-\$149,999	2	5.0%	1.3	133,750	133,750	9	9	103.8%	103.8%	101.8%	101.8%
\$150,000-\$174,999	2	5.0%	0.3	161,500	161,500	36	36	92.0%	92.0%	86.5%	86.5%
\$175,000-\$199,999	5	12.5%	0.0	195,100	196,000	9	3	100.0%	99.5%	97.7%	97.1%
\$200,000-\$249,999	8	20.0%	1.3	224,288	220,450	8	6	99.0%	100.0%	99.0%	100.0%
\$250,000-\$299,999	1	2.5%	1.0	280,000	280,000	0	0	93.8%	93.8%	93.8%	93.8%
\$300,000-\$399,999	4	10.0%	2.3	343,675	344,850	7	4	101.6%	100.8%	101.6%	100.8%
\$400,000-\$499,999	1	2.5%	1.0	432,500	432,500	4	4	98.4%	98.4%	98.4%	98.4%
\$500,000-\$749,999	2	5.0%	1.2	617,250	617,250	44	44	101.5%	101.5%	100.2%	100.2%
\$750,000-\$999,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A



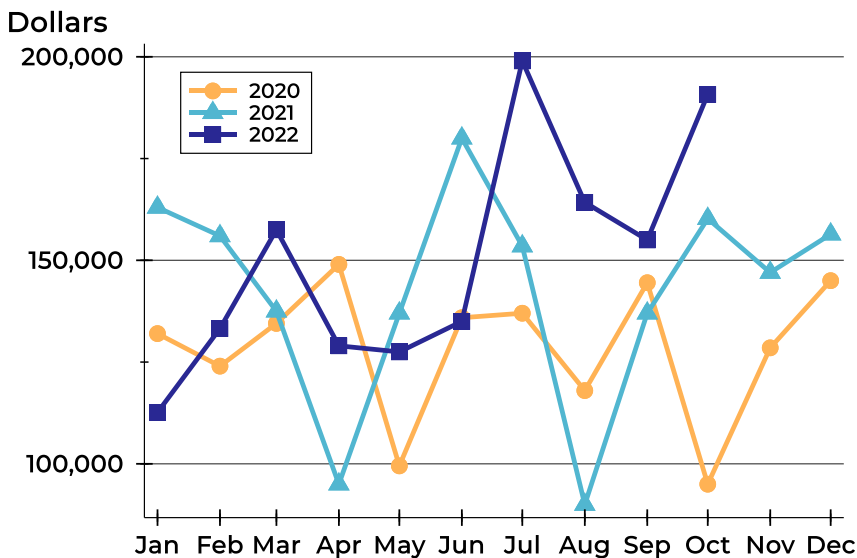
South Region Closed Listings Analysis

Average Price



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

Median Price

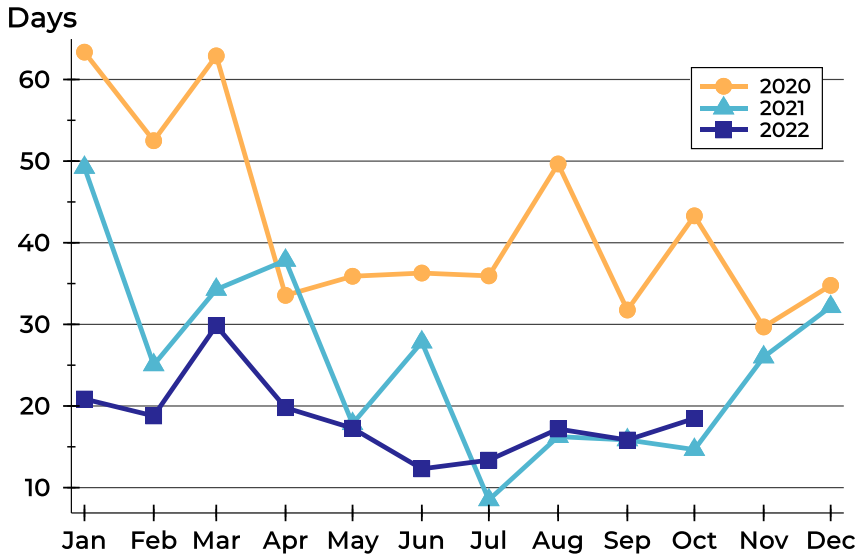


Month	2020	2021	2022
January	132,000	163,000	112,625
February	124,000	156,000	133,250
March	134,500	137,500	157,500
April	149,000	95,000	129,000
May	99,500	137,000	127,500
June	135,900	180,000	135,000
July	137,000	153,500	199,000
August	118,000	90,000	164,250
September	144,500	137,000	155,000
October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



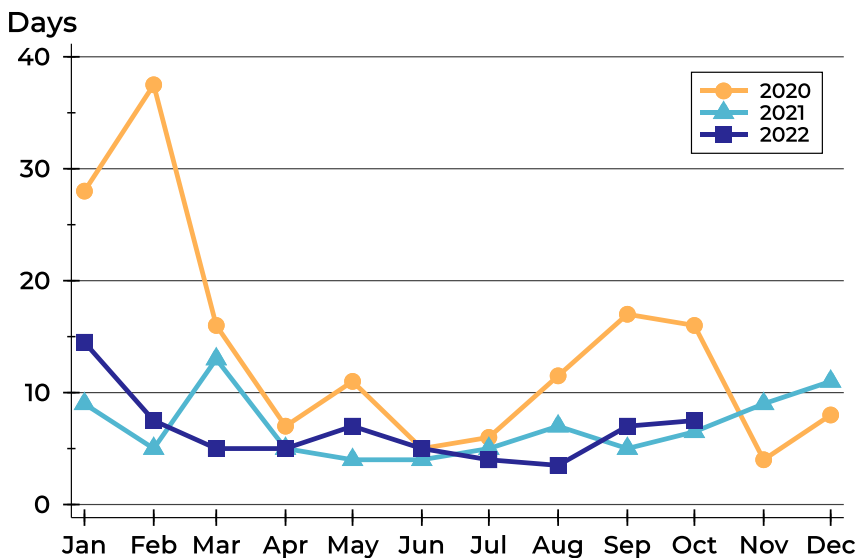
South Region Closed Listings Analysis

Average DOM



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

Median DOM



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



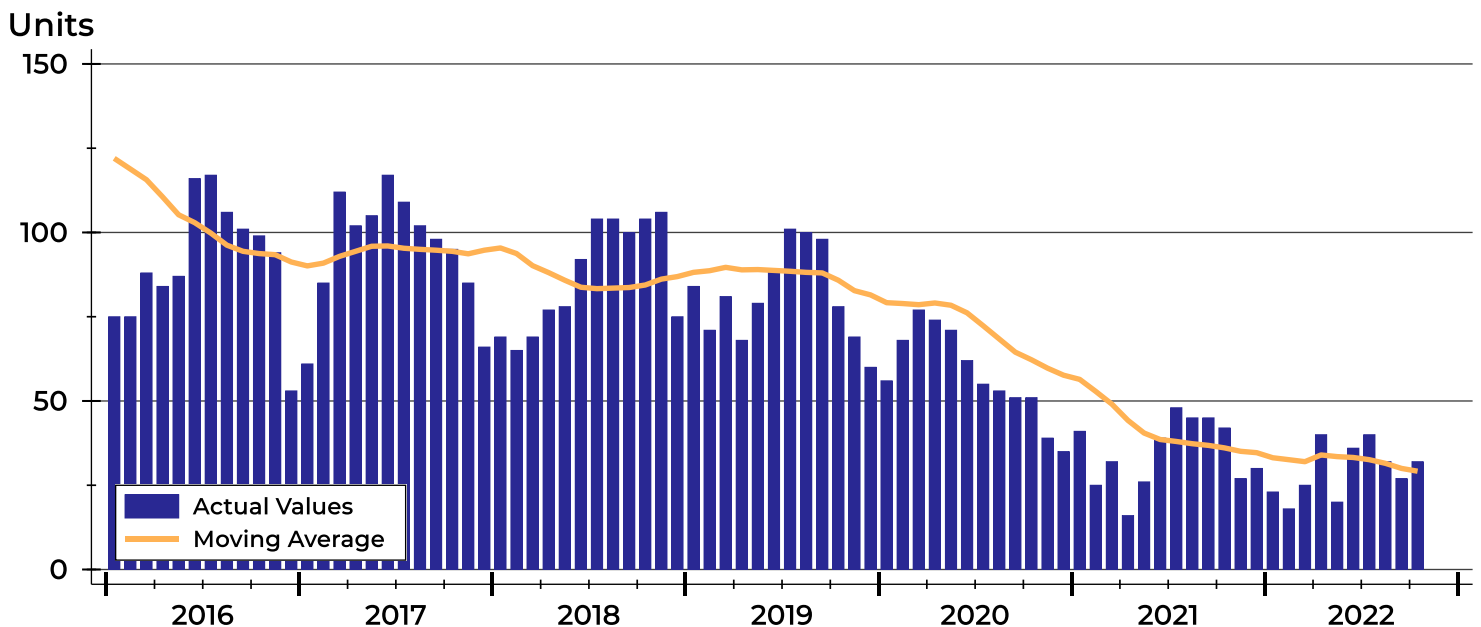
South Region Active Listings Analysis

Summary Statistics for Active Listings		2022	End of October 2021	Change
Active Listings		32	42	-23.8%
Volume (1,000s)		6,718	6,195	8.4%
Months' Supply		0.8	1.1	-27.3%
Average	List Price	209,934	147,499	42.3%
	Days on Market	67	66	1.5%
	Percent of Original	92.0%	97.6%	-5.7%
Median	List Price	207,250	124,900	65.9%
	Days on Market	41	37	10.8%
	Percent of Original	94.9%	100.0%	-5.1%

A total of 32 homes were available for sale in South Region at the end of October. This represents a 0.8 months' supply of active listings.

The median list price of homes on the market at the end of October was \$207,250, up 65.9% from 2021. The typical time on market for active listings was 41 days, up from 37 days a year earlier.

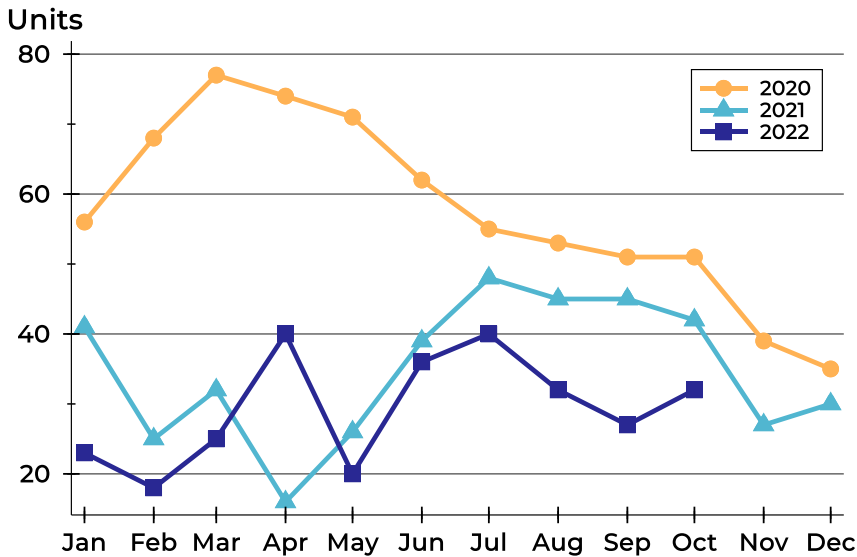
History of Active Listings





South Region Active Listings Analysis

Active Listings by Month



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

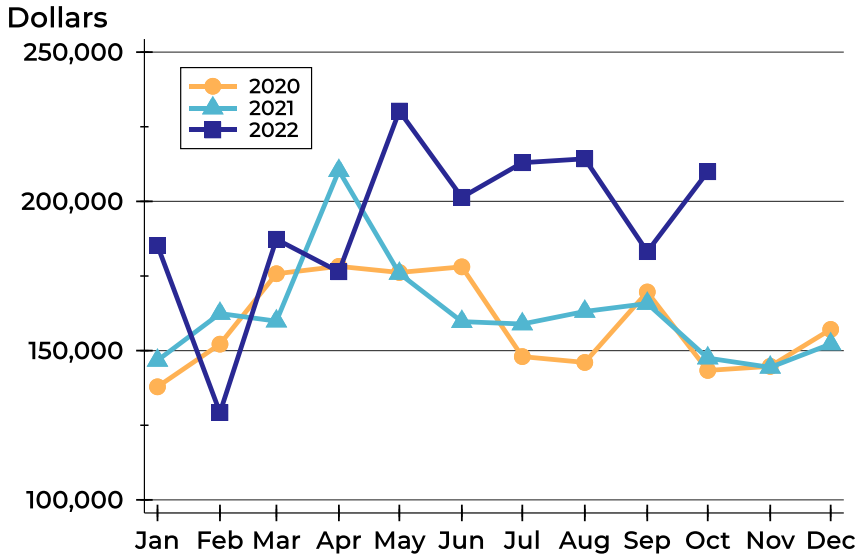
Active Listings by Price Range

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	3.1%	N/A	39,900	39,900	7	7	100.0%	100.0%
\$50,000-\$99,999	7	21.9%	0.9	82,600	85,000	105	53	87.9%	88.7%
\$100,000-\$124,999	1	3.1%	0.2	114,900	114,900	146	146	82.1%	82.1%
\$125,000-\$149,999	5	15.6%	1.3	137,240	139,900	60	50	86.7%	93.9%
\$150,000-\$174,999	1	3.1%	0.3	164,900	164,900	8	8	100.0%	100.0%
\$175,000-\$199,999	0	0.0%	0.0	N/A	N/A	N/A	N/A	N/A	N/A
\$200,000-\$249,999	8	25.0%	1.3	227,100	229,950	68	26	93.9%	97.6%
\$250,000-\$299,999	2	6.3%	1.0	279,950	279,950	25	25	98.3%	98.3%
\$300,000-\$399,999	5	15.6%	2.3	358,640	349,500	67	39	93.9%	94.5%
\$400,000-\$499,999	1	3.1%	1.0	439,000	439,000	5	5	100.0%	100.0%
\$500,000-\$749,999	1	3.1%	1.2	524,900	524,900	18	18	97.2%	97.2%
\$750,000-\$999,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A



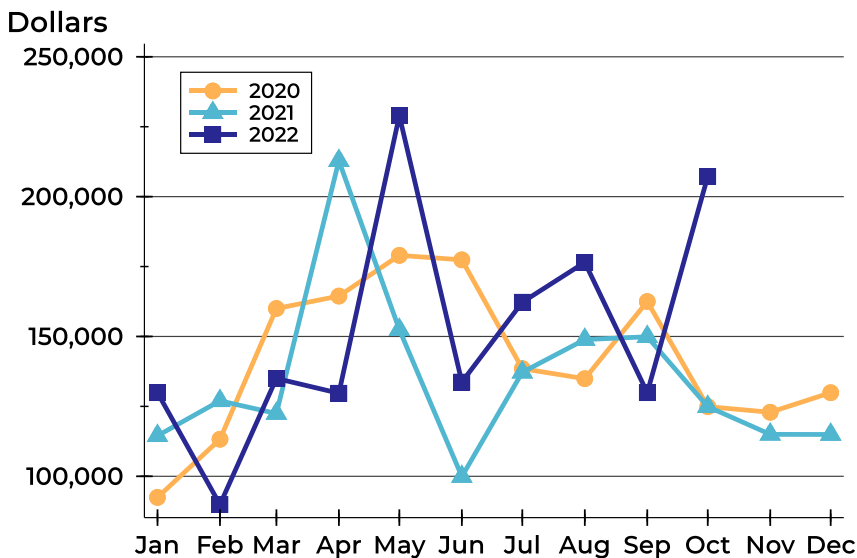
South Region Active Listings Analysis

Average Price



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

Median Price

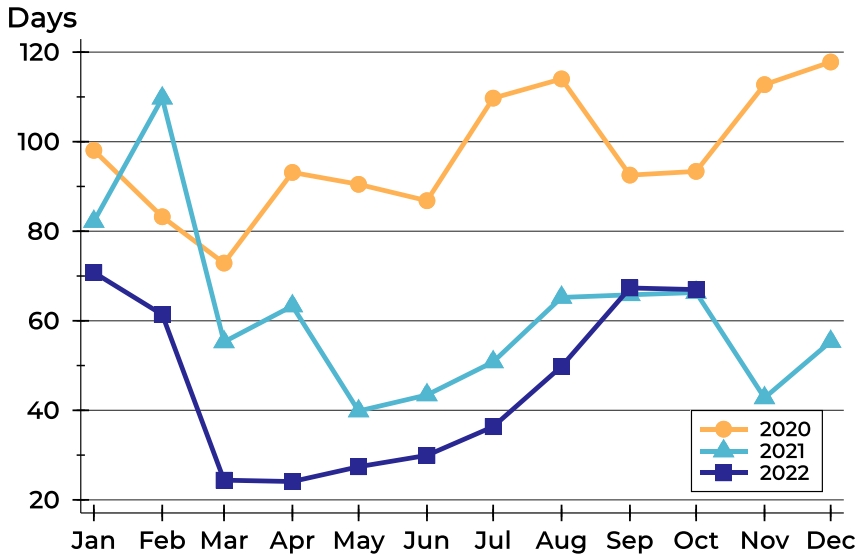


Month	2020	2021	2022
January	92,450	114,500	129,900
February	113,250	127,000	89,900
March	160,000	122,448	135,000
April	164,450	212,850	129,700
May	179,000	152,450	228,950
June	177,400	99,900	133,700
July	138,500	137,200	162,250
August	134,900	148,900	176,500
September	162,500	149,900	129,900
October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



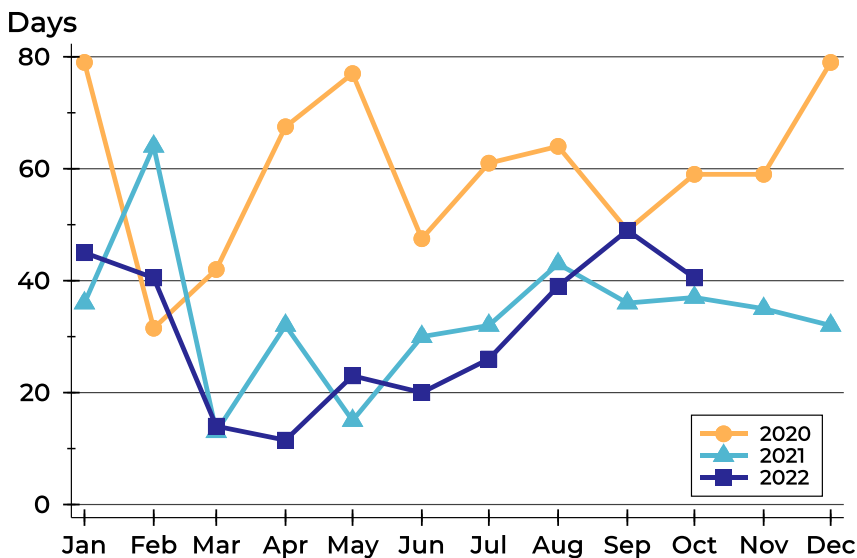
South Region Active Listings Analysis

Average DOM



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

Median DOM

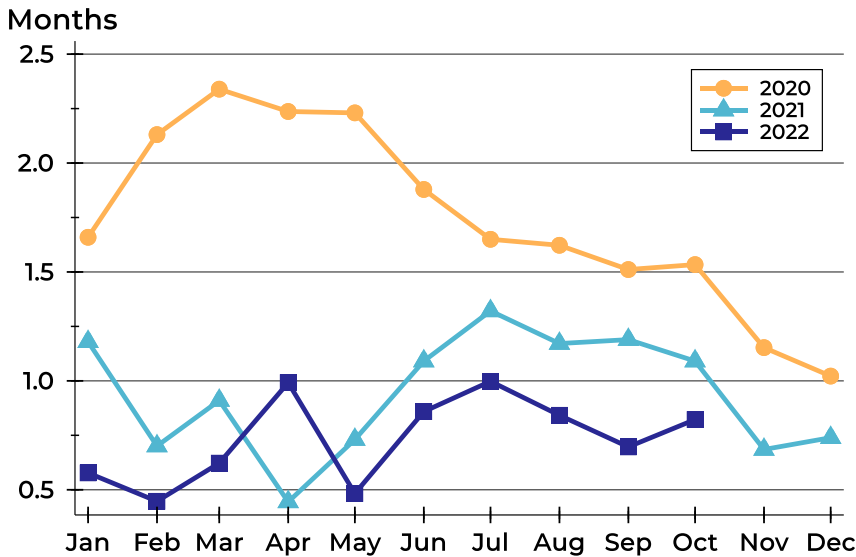


Month	2020	2021	2022
January	79	36	45
February	32	64	41
March	42	13	14
April	68	32	12
May	77	15	23
June	48	30	20
July	61	32	26
August	64	43	39
September	49	36	49
October	59	37	41
November	59	35	
December	79	32	



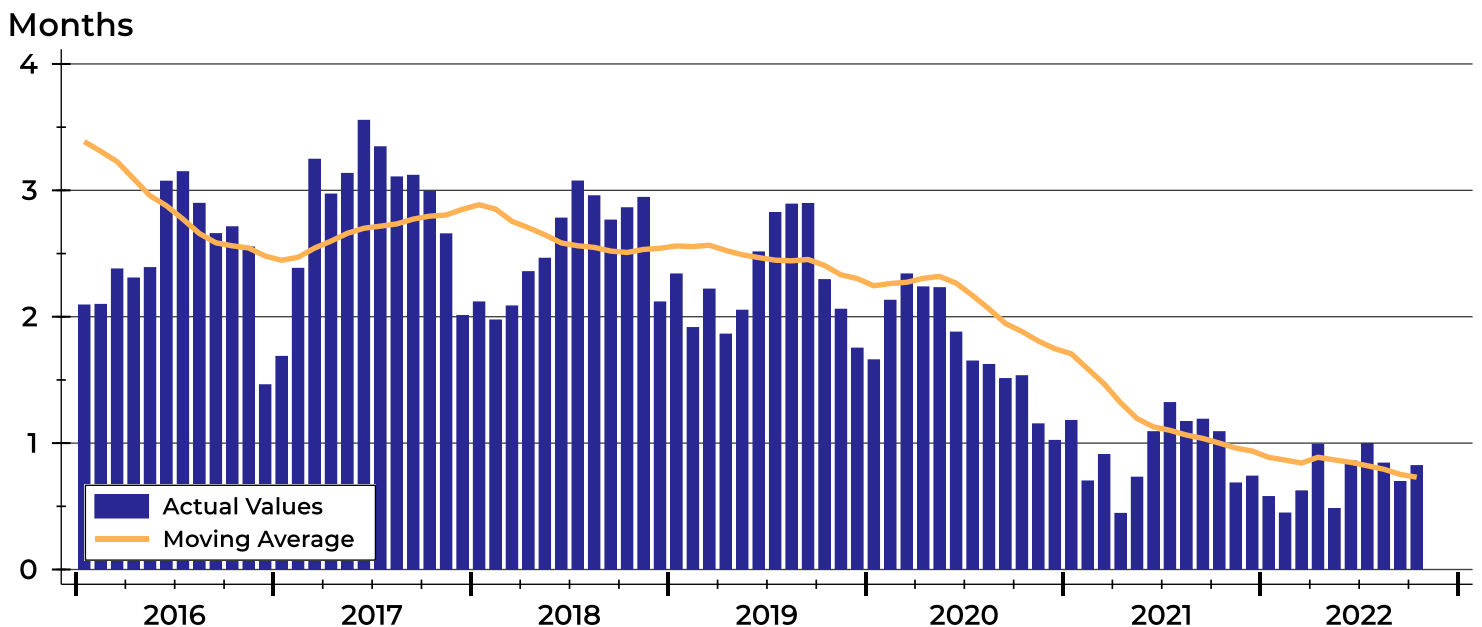
South Region Months' Supply Analysis

Months' Supply by Month



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

History of Month's Supply





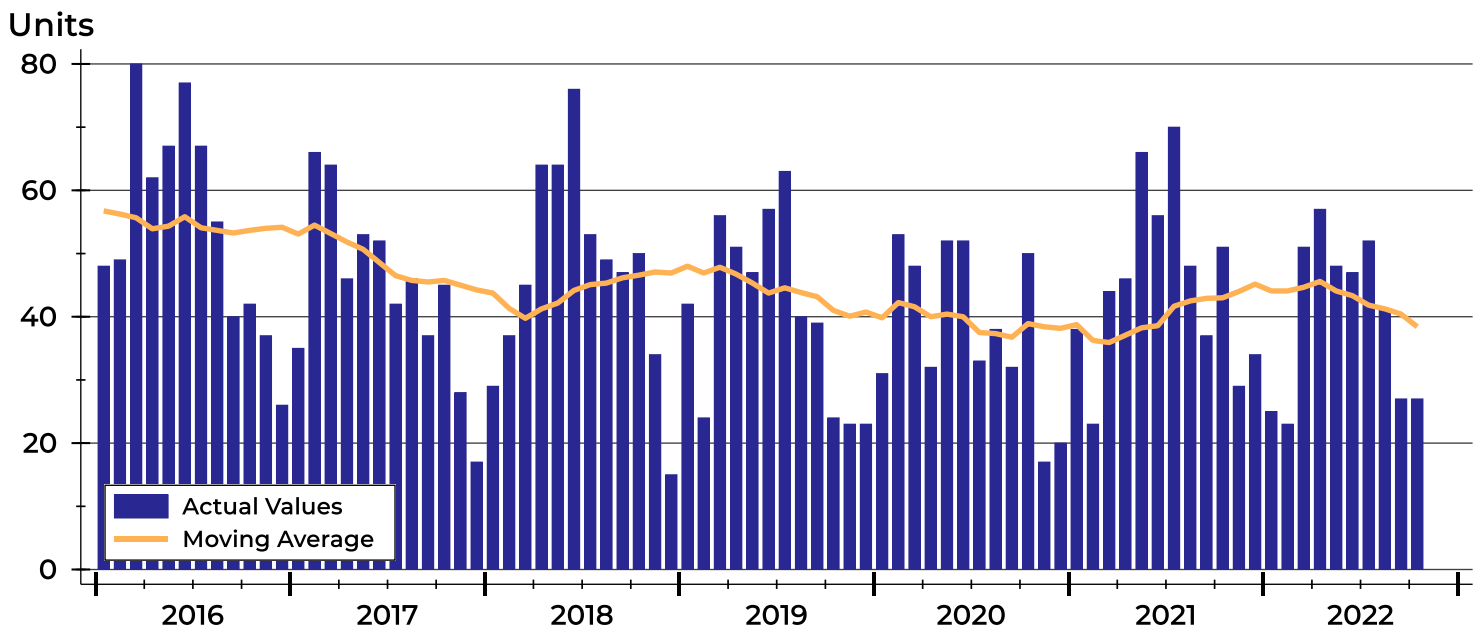
South Region New Listings Analysis

Summary Statistics for New Listings		2022	October 2021	Change
Current Month	New Listings	27	51	-47.1%
	Volume (1,000s)	4,884	9,103	-46.3%
	Average List Price	180,896	178,488	1.3%
	Median List Price	149,000	139,700	6.7%
Year-to-Date	New Listings	398	479	-16.9%
	Volume (1,000s)	71,973	80,445	-10.5%
	Average List Price	180,838	167,943	7.7%
	Median List Price	149,950	141,250	6.2%

A total of 27 new listings were added in South Region during October, down 47.1% from the same month in 2021. Year-to-date South Region has seen 398 new listings.

The median list price of these homes was \$149,000 up from \$139,700 in 2021.

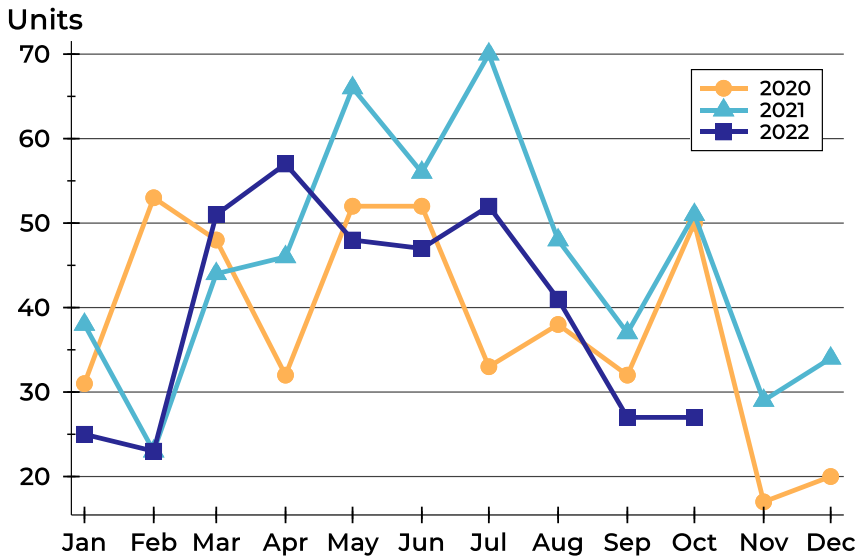
History of New Listings





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	27
October	50	51	27
November	17	29	
December	20	34	

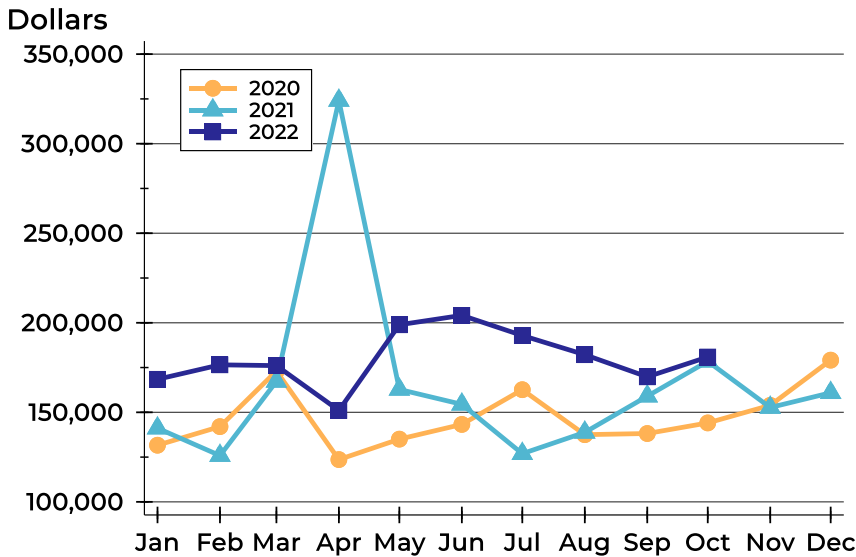
New Listings by Price Range

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	4	14.8%	32,450	32,450	5	5	93.5%	100.0%
\$50,000-\$99,999	2	7.4%	72,450	72,450	16	16	95.8%	95.8%
\$100,000-\$124,999	2	7.4%	114,450	114,450	4	4	100.0%	100.0%
\$125,000-\$149,999	6	22.2%	138,450	139,400	12	10	97.2%	98.1%
\$150,000-\$174,999	2	7.4%	159,950	159,950	8	8	100.0%	100.0%
\$175,000-\$199,999	1	3.7%	199,900	199,900	4	4	100.0%	100.0%
\$200,000-\$249,999	5	18.5%	217,480	210,000	20	14	98.6%	100.0%
\$250,000-\$299,999	1	3.7%	269,900	269,900	8	8	100.0%	100.0%
\$300,000-\$399,999	2	7.4%	354,450	354,450	17	17	96.2%	96.2%
\$400,000-\$499,999	1	3.7%	439,000	439,000	12	12	100.0%	100.0%
\$500,000-\$749,999	1	3.7%	524,900	524,900	25	25	97.2%	97.2%
\$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



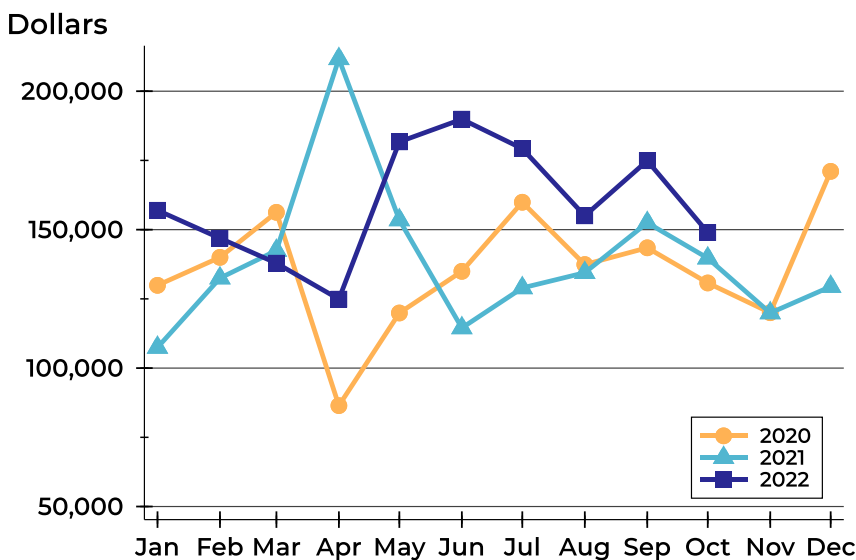
South Region New Listings Analysis

Average Price



Month	2020	2021	2022
January	131,644	141,162	168,444
February	142,031	125,850	176,520
March	173,054	167,257	176,097
April	123,622	324,133	151,064
May	135,032	162,800	198,892
June	143,258	154,455	204,147
July	162,645	126,920	192,898
August	137,534	138,800	182,172
September	138,174	159,004	169,818
October	144,087	178,488	180,896
November	153,906	152,690	
December	179,135	160,932	

Median Price



Month	2020	2021	2022
January	129,900	107,450	157,000
February	140,000	132,500	146,900
March	156,250	142,450	137,900
April	86,450	211,700	124,900
May	119,900	153,500	181,700
June	134,950	114,500	189,900
July	159,900	128,950	179,250
August	137,400	134,450	155,000
September	143,450	152,500	174,900
October	130,750	139,700	149,000
November	120,000	119,900	
December	171,050	129,450	



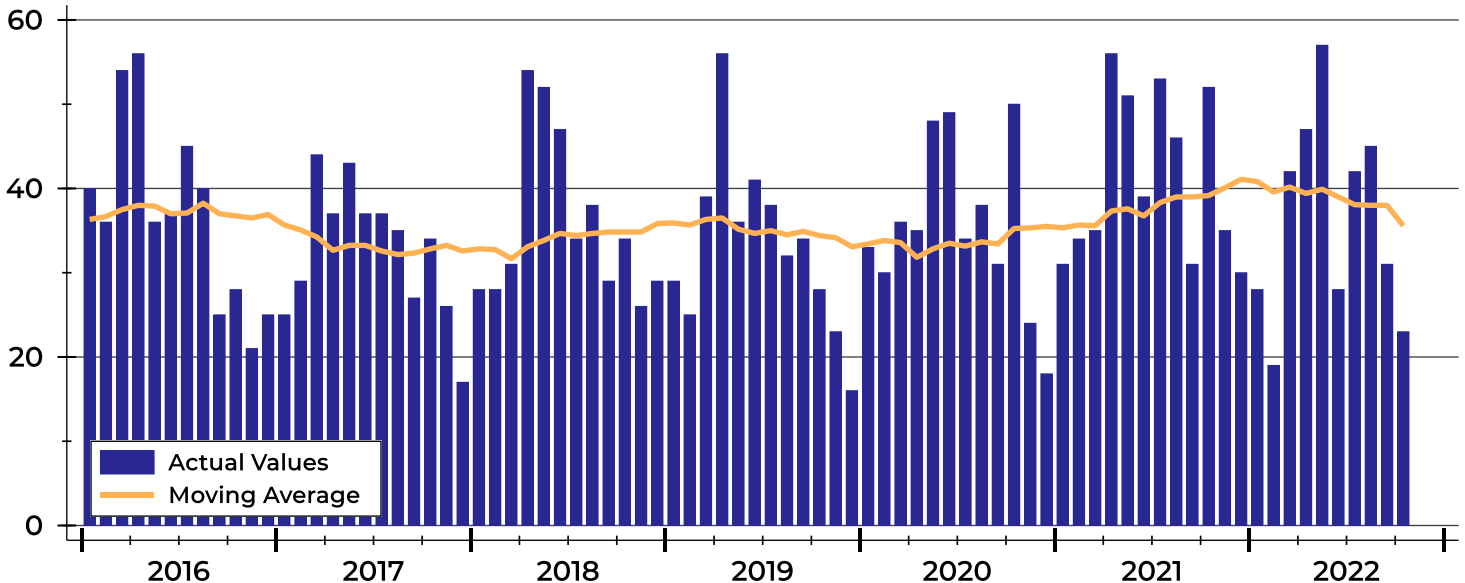
South Region Contracts Written Analysis

Summary Statistics for Contracts Written		2022	October 2021	Change	2022	Year-to-Date 2021	Change
Contracts Written		23	52	-55.8%	362	428	-15.4%
Volume (1,000s)		2,716	10,120	-73.2%	63,472	73,558	-13.7%
Average	Sale Price	118,096	194,613	-39.3%	175,338	171,865	2.0%
	Days on Market	29	29	0.0%	18	22	-18.2%
	Percent of Original	92.5%	91.7%	0.9%	95.0%	93.4%	1.7%
Median	Sale Price	119,900	172,400	-30.5%	147,950	146,950	0.7%
	Days on Market	13	9	44.4%	6	6	0.0%
	Percent of Original	95.9%	96.1%	-0.2%	98.6%	97.9%	0.7%

A total of 23 contracts for sale were written in South Region during the month of October, down from 52 in 2021. The median list price of these homes was \$119,900, down from \$172,400 the prior year. Half of the homes that went under contract in October were on the market less than 13 days, compared to 9 days in October 2021.

History of Contracts Written

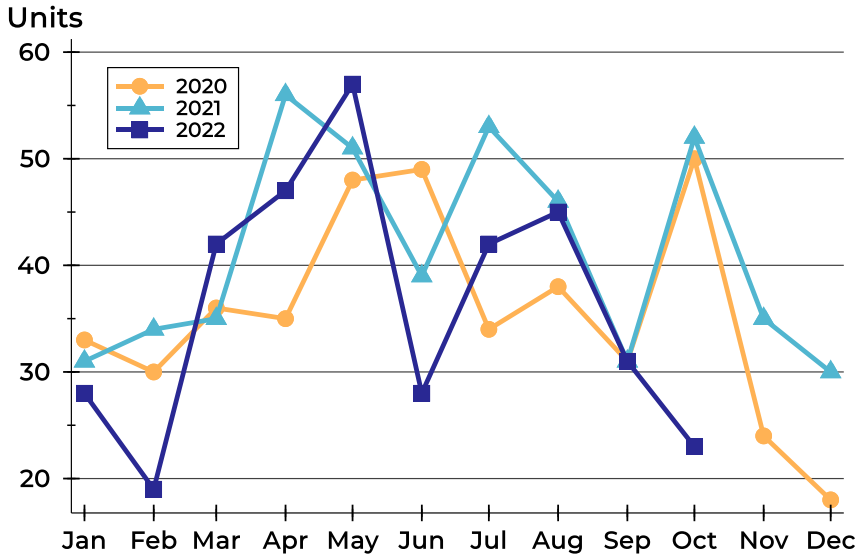
Units





South Region Contracts Written Analysis

Contracts Written by Month



Month	2020	2021	2022
January	33	31	28
February	30	34	19
March	36	35	42
April	35	56	47
May	48	51	57
June	49	39	28
July	34	53	42
August	38	46	45
September	31	31	31
October	50	52	23
November	24	35	
December	18	30	

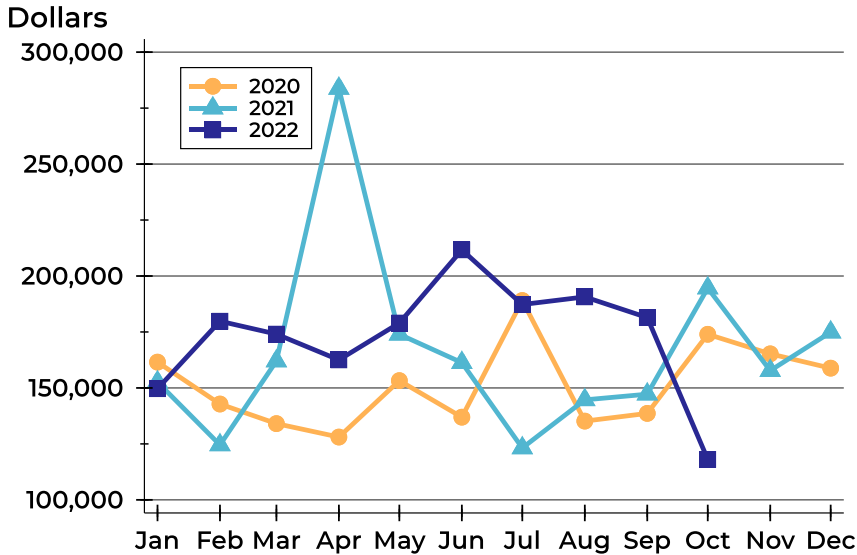
Contracts Written by Price Range

Price Range	Contracts Written		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	1	4.3%	19,900	19,900	13	13	57.8%	57.8%
\$25,000-\$49,999	3	13.0%	29,967	25,000	3	2	91.3%	100.0%
\$50,000-\$99,999	4	17.4%	77,450	77,500	31	24	89.9%	92.8%
\$100,000-\$124,999	4	17.4%	117,175	119,450	34	23	97.3%	98.0%
\$125,000-\$149,999	6	26.1%	136,383	134,400	34	12	95.2%	96.6%
\$150,000-\$174,999	3	13.0%	164,933	164,900	25	36	95.1%	100.0%
\$175,000-\$199,999	1	4.3%	199,900	199,900	4	4	100.0%	100.0%
\$200,000-\$249,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$250,000-\$299,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$300,000-\$399,999	1	4.3%	314,900	314,900	101	101	90.0%	90.0%
\$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



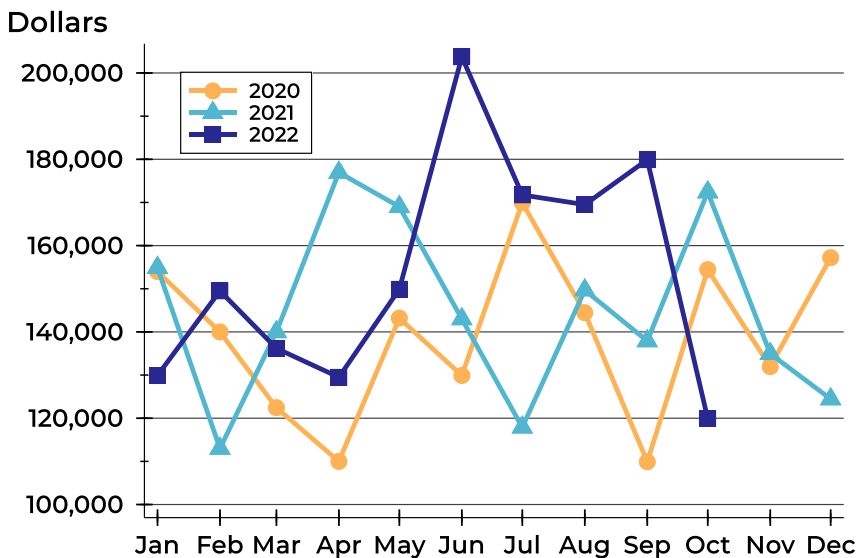
South Region Contracts Written Analysis

Average Price



Month	2020	2021	2022
January	161,533	152,635	149,650
February	142,817	124,538	179,816
March	134,064	162,020	174,064
April	128,069	283,786	162,527
May	153,267	173,956	179,005
June	136,953	161,297	211,686
July	189,050	123,181	187,255
August	135,189	144,672	190,669
September	138,637	147,213	181,440
October	173,968	194,613	118,096
November	165,229	157,747	
December	158,842	174,907	

Median Price

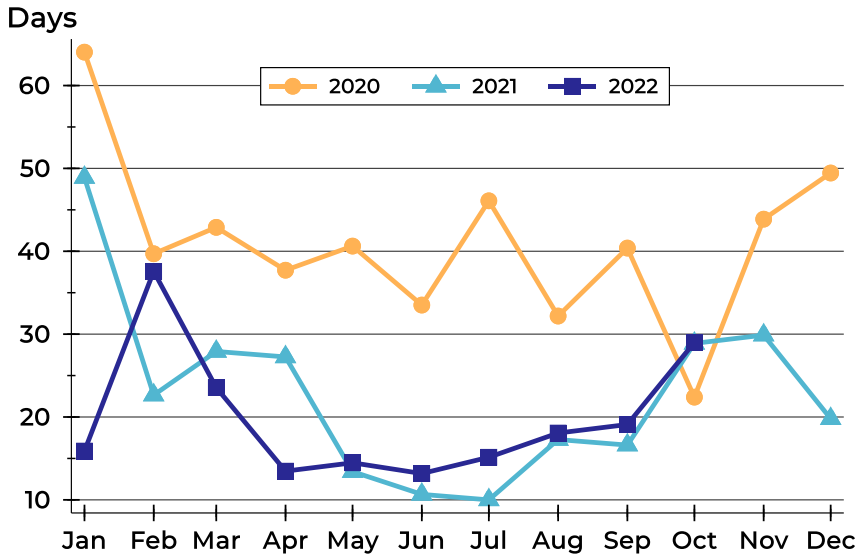


Month	2020	2021	2022
January	154,000	154,900	129,900
February	140,000	113,000	149,500
March	122,450	140,000	136,200
April	110,000	176,950	129,500
May	143,200	169,000	149,900
June	129,900	143,000	203,750
July	169,950	117,900	171,750
August	144,450	149,700	169,500
September	109,900	137,900	179,900
October	154,450	172,400	119,900
November	131,950	134,950	
December	157,200	124,450	



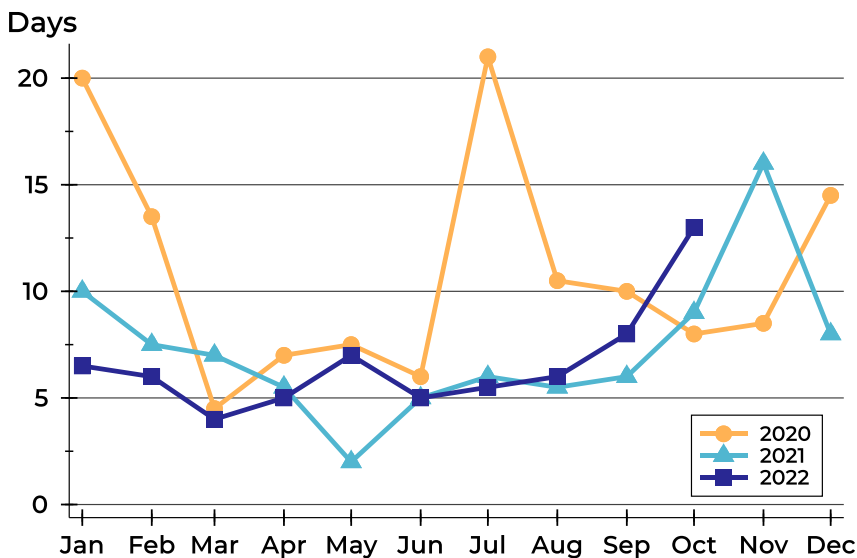
South Region Contracts Written Analysis

Average DOM



Month	2020	2021	2022
January	64	49	16
February	40	23	38
March	43	28	24
April	38	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	29
November	44	30	
December	49	20	

Median DOM



Month	2020	2021	2022
January	20	10	7
February	14	8	6
March	5	7	4
April	7	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	13
November	9	16	
December	15	8	



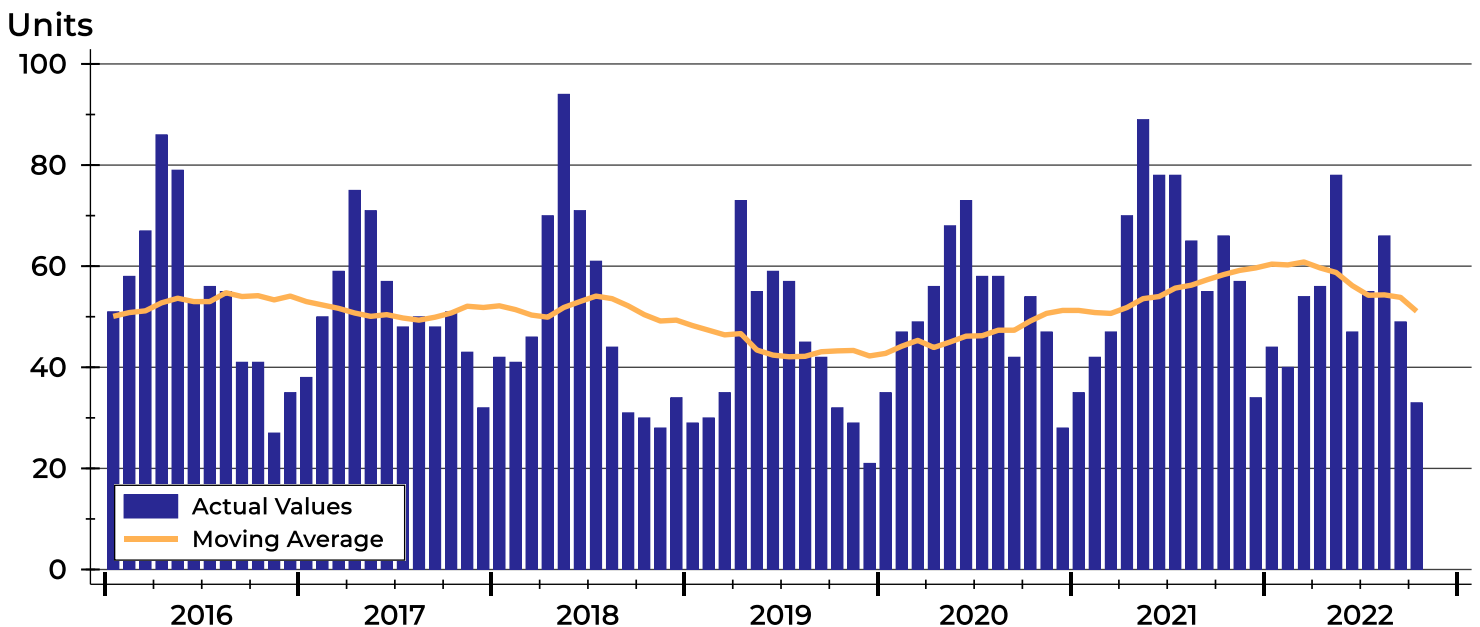
South Region Pending Contracts Analysis

Summary Statistics for Pending Contracts		End of October		
		2022	2021	Change
Pending Contracts		33	66	-50.0%
Volume (1,000s)		5,706	11,819	-51.7%
Average	List Price	172,898	179,071	-3.4%
	Days on Market	26	27	-3.7%
	Percent of Original	97.8%	97.2%	0.6%
Median	List Price	148,000	152,450	-2.9%
	Days on Market	10	8	25.0%
	Percent of Original	100.0%	100.0%	0.0%

A total of 33 listings in South Region had contracts pending at the end of October, down from 66 contracts pending at the end of October 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.

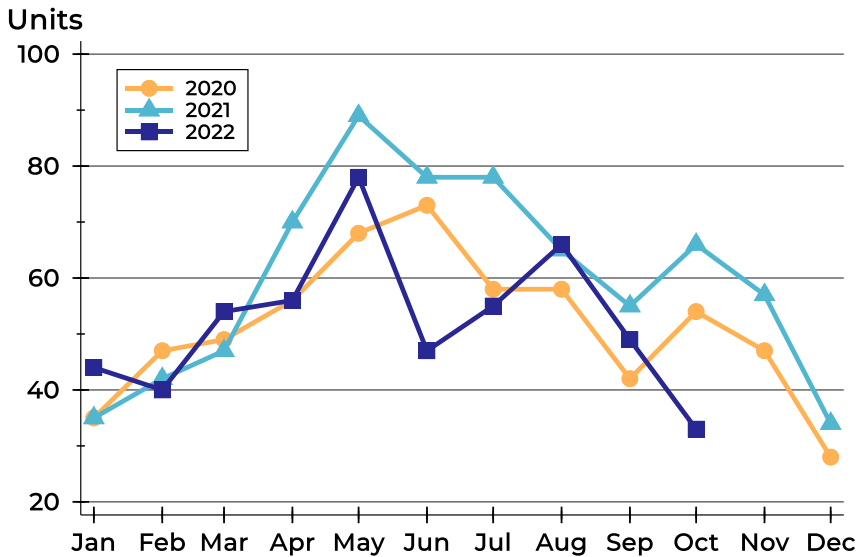
History of Pending Contracts





South Region Pending Contracts Analysis

Pending Contracts by Month



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

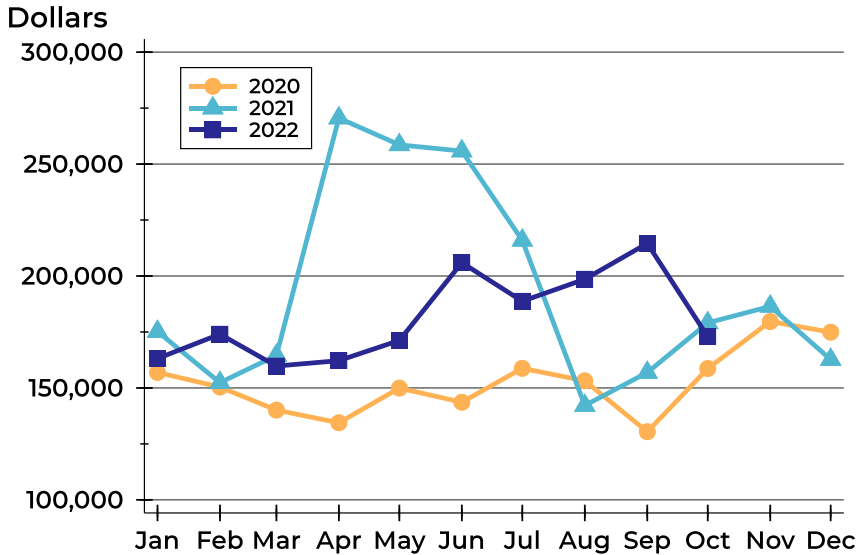
Pending Contracts by Price Range

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	2	6.1%	32,450	32,450	2	2	100.0%	100.0%
\$50,000-\$99,999	4	12.1%	72,350	72,200	39	24	98.4%	99.6%
\$100,000-\$124,999	5	15.2%	118,860	119,000	36	39	98.8%	100.0%
\$125,000-\$149,999	7	21.2%	137,614	138,900	29	10	96.8%	100.0%
\$150,000-\$174,999	3	9.1%	164,933	164,900	25	36	95.1%	100.0%
\$175,000-\$199,999	5	15.2%	194,540	199,900	19	4	97.4%	100.0%
\$200,000-\$249,999	3	9.1%	236,300	249,500	8	8	100.0%	100.0%
\$250,000-\$299,999	2	6.1%	277,500	277,500	5	5	100.0%	100.0%
\$300,000-\$399,999	1	3.0%	314,900	314,900	101	101	90.0%	90.0%
\$400,000-\$499,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$500,000-\$749,999	1	3.0%	747,440	747,440	20	20	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



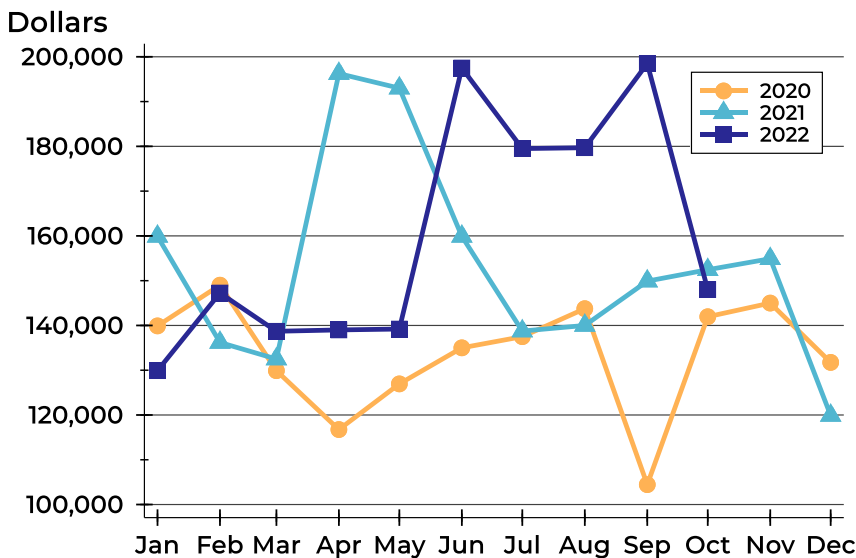
South Region Pending Contracts Analysis

Average Price



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

Median Price

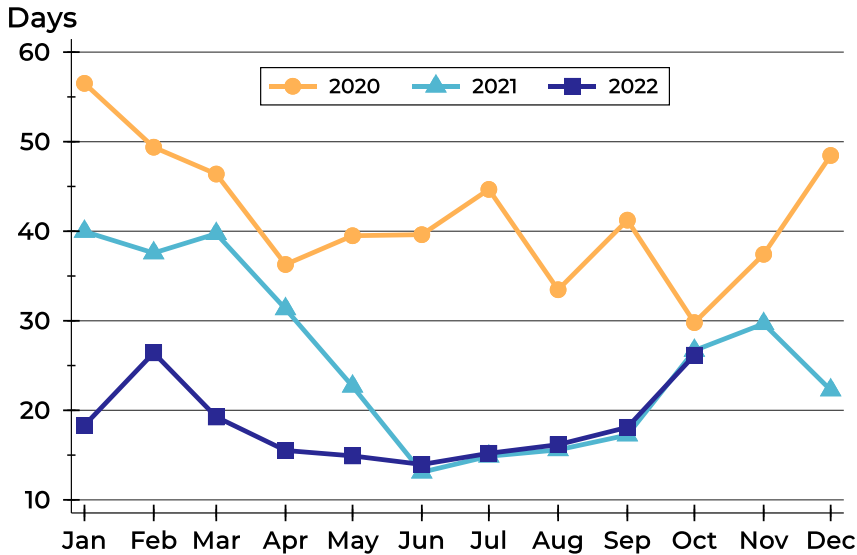


Month	2020	2021	2022
January	139,900	159,900	129,900
February	149,000	136,200	147,250
March	129,900	132,500	138,700
April	116,750	196,250	139,000
May	126,950	193,000	139,200
June	135,000	159,900	197,500
July	137,500	138,750	179,500
August	143,750	140,000	179,700
September	104,450	149,900	198,500
October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



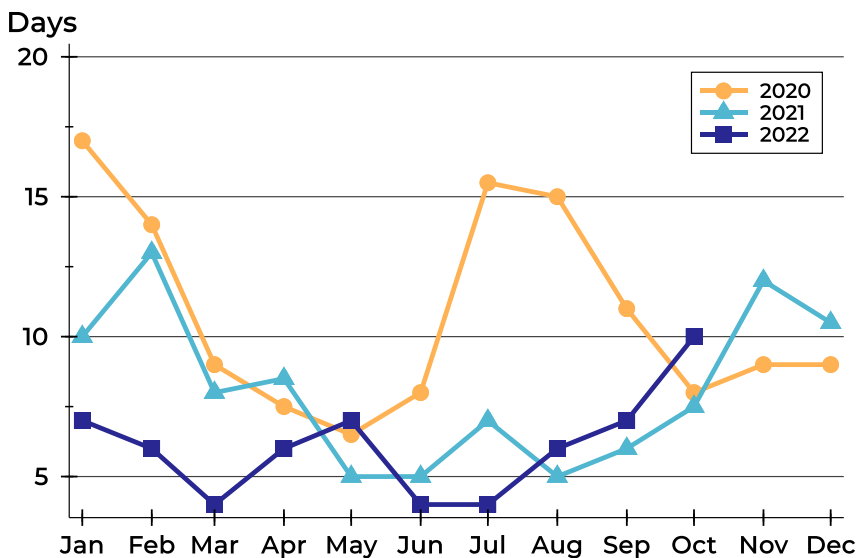
South Region Pending Contracts Analysis

Average DOM



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

Median DOM



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