



SUNFLOWER
ASSOCIATION OF REALTORS®, INC.

October 2023 Region Total Statistics

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

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**October
2023**

Sunflower MLS Statistics



Central Region Housing Report



Market Overview

Central Region Home Sales Fell in October

Total home sales in Central Region fell last month to 199 units, compared to 200 units in October 2022. Total sales volume was \$44.4 million, up from a year earlier.

The median sale price in October was \$190,155, up from \$160,526 a year earlier. Homes that sold in October were typically on the market for 6 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 267 units, up from 222 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 October was \$210,000.

During October, a total of 183 contracts were written down from 192 in October 2022. At the end of the month, there were 178 contracts still pending.

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**October
2023**

Sunflower MLS Statistics



Central Region Summary Statistics

October MLS Statistics Three-year History		Current Month			Year-to-Date		
		2023	2022	2021	2023	2022	2021
Home Sales		199	200	250	2,039	2,300	2,497
Change from prior year		-0.5%	-20.0%	-20.6%	-11.3%	-7.9%	2.1%
Active Listings		267	222	167	N/A	N/A	N/A
Change from prior year		20.3%	32.9%	-13.9%			
Months' Supply		1.3	1.0	0.7	N/A	N/A	N/A
Change from prior year		30.0%	42.9%	-12.5%			
New Listings		242	255	257	2,379	2,567	2,825
Change from prior year		-5.1%	-0.8%	0.8%	-7.3%	-9.1%	0.4%
Contracts Written		183	192	233	2,077	2,281	2,564
Change from prior year		-4.7%	-17.6%	-0.9%	-8.9%	-11.0%	0.9%
Pending Contracts		178	178	275	N/A	N/A	N/A
Change from prior year		0.0%	-35.3%	10.4%			
Sales Volume (1,000s)		44,445	39,950	49,361	428,173	459,398	459,959
Change from prior year		11.3%	-19.1%	-8.8%	-6.8%	-0.1%	16.3%
Average	Sale Price	223,343	199,751	197,444	209,992	199,738	184,205
	Change from prior year	11.8%	1.2%	15.0%	5.1%	8.4%	13.9%
	List Price of Actives	265,896	283,047	200,211	N/A	N/A	N/A
	Change from prior year	-6.1%	41.4%	-3.1%			
	Days on Market	17	11	15	17	13	14
Change from prior year	54.5%	-26.7%	-16.7%	30.8%	-7.1%	-44.0%	
	Percent of List	98.8%	99.9%	100.1%	99.9%	101.0%	100.7%
Change from prior year	-1.1%	-0.2%	1.2%	-1.1%	0.3%	2.3%	
	Percent of Original	97.0%	98.7%	98.8%	98.6%	99.8%	99.9%
Change from prior year	-1.7%	-0.1%	0.9%	-1.2%	-0.1%	2.8%	
Median	Sale Price	190,155	160,526	173,800	180,000	172,000	164,000
	Change from prior year	18.5%	-7.6%	21.3%	4.7%	4.9%	17.1%
	List Price of Actives	210,000	204,500	141,000	N/A	N/A	N/A
	Change from prior year	2.7%	45.0%	0.4%			
	Days on Market	6	4	4	4	3	3
Change from prior year	50.0%	0.0%	33.3%	33.3%	0.0%	-40.0%	
	Percent of List	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
Change from prior year	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	
	Percent of Original	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
Change from prior year	0.0%	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.



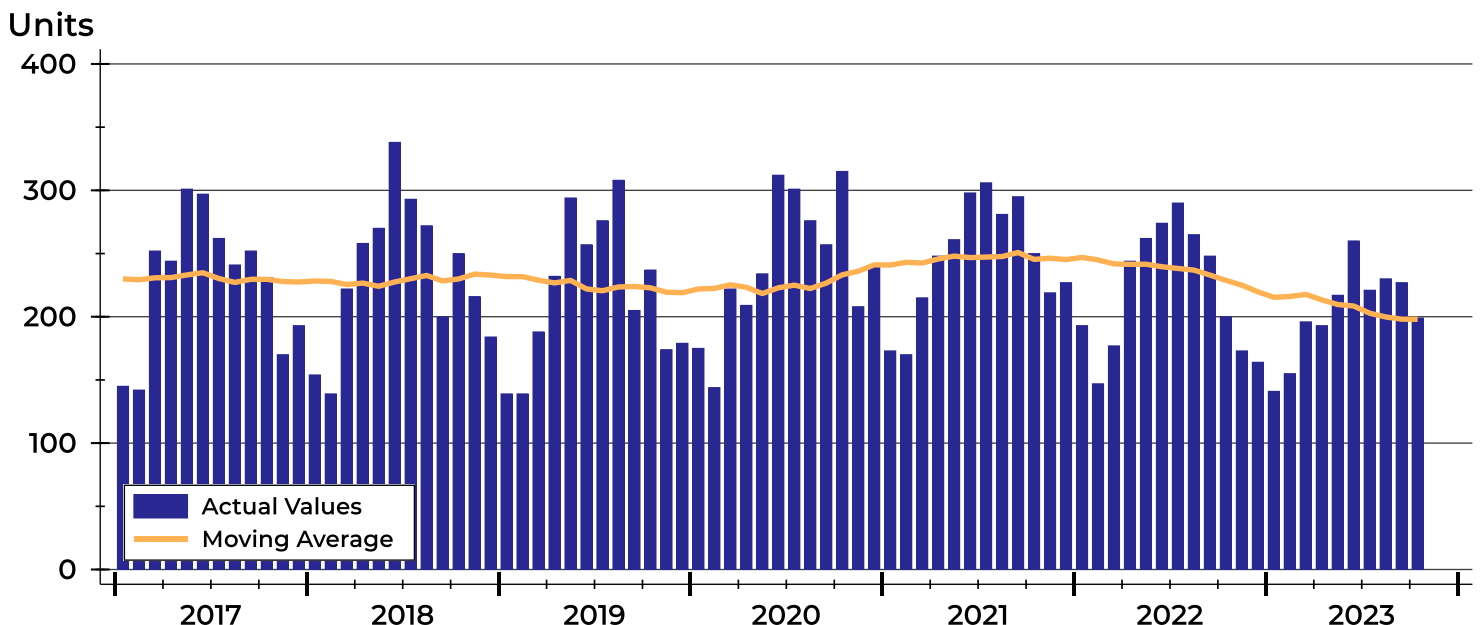
Central Region Closed Listings Analysis

Summary Statistics for Closed Listings		2023	October 2022	Change	2023	Year-to-Date 2022	Change
		Closed Listings	199	200	-0.5%	2,039	2,300
Volume (1,000s)	44,445	39,950	11.3%	428,173	459,398	-6.8%	
Months' Supply	1.3	1.0	30.0%	N/A	N/A	N/A	
Average	Sale Price	223,343	199,751	11.8%	209,992	199,738	5.1%
	Days on Market	17	11	54.5%	17	13	30.8%
	Percent of List	98.8%	99.9%	-1.1%	99.9%	101.0%	-1.1%
	Percent of Original	97.0%	98.7%	-1.7%	98.6%	99.8%	-1.2%
Median	Sale Price	190,155	160,526	18.5%	180,000	172,000	4.7%
	Days on Market	6	4	50.0%	4	3	33.3%
	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 199 homes sold in Central Region in October, down from 200 units in October 2022. Total sales volume rose to \$44.4 million compared to \$40.0 million in the previous year.

The median sales price in October was \$190,155, up 18.5% compared to the prior year. Median days on market was 6 days, up from 5 days in September, and up from 4 in October 2022.

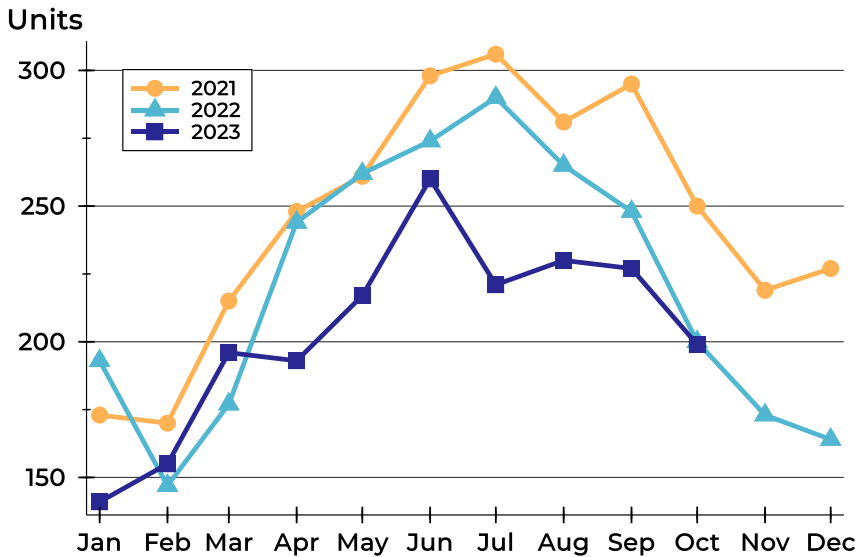
History of Closed Listings





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	
December	227	164	

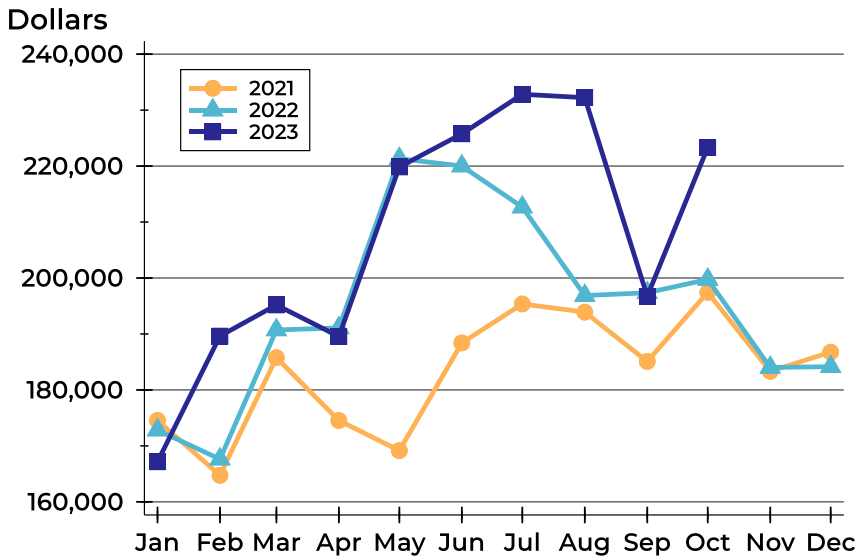
Closed Listings by Price Range

Price Range	Sales		Months' Supply	Sale Price		Days on Market		Price as % of List		Price as % of Orig.	
	Number	Percent		Average	Median	Avg.	Med.	Avg.	Med.	Avg.	Med.
Below \$25,000	2	1.0%	0.9	19,100	19,100	3	3	90.2%	90.2%	89.9%	89.9%
\$25,000-\$49,999	8	4.0%	1.9	36,588	37,500	16	4	94.0%	100.0%	94.0%	100.0%
\$50,000-\$99,999	30	15.1%	1.1	75,035	77,000	21	8	97.8%	100.0%	95.0%	98.0%
\$100,000-\$124,999	17	8.5%	0.9	115,494	115,000	13	5	98.3%	98.7%	96.2%	95.9%
\$125,000-\$149,999	18	9.0%	0.9	135,106	135,000	11	3	99.9%	100.0%	99.3%	100.0%
\$150,000-\$174,999	15	7.5%	1.0	162,533	163,000	28	15	98.9%	98.6%	94.9%	96.6%
\$175,000-\$199,999	14	7.0%	1.2	186,261	190,000	6	2	102.1%	101.4%	101.4%	101.4%
\$200,000-\$249,999	26	13.1%	1.4	226,639	225,255	12	6	99.0%	100.0%	97.3%	100.0%
\$250,000-\$299,999	24	12.1%	1.5	271,175	274,950	15	5	100.1%	100.0%	99.3%	100.0%
\$300,000-\$399,999	22	11.1%	1.6	358,925	360,000	25	9	98.9%	100.0%	96.2%	98.6%
\$400,000-\$499,999	10	5.0%	1.7	439,040	427,000	21	15	97.7%	98.8%	96.1%	95.2%
\$500,000-\$749,999	12	6.0%	2.8	568,317	582,450	30	13	99.2%	99.3%	96.8%	96.9%
\$750,000-\$999,999	1	0.5%	7.5	915,000	915,000	9	9	94.8%	94.8%	94.8%	94.8%
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A



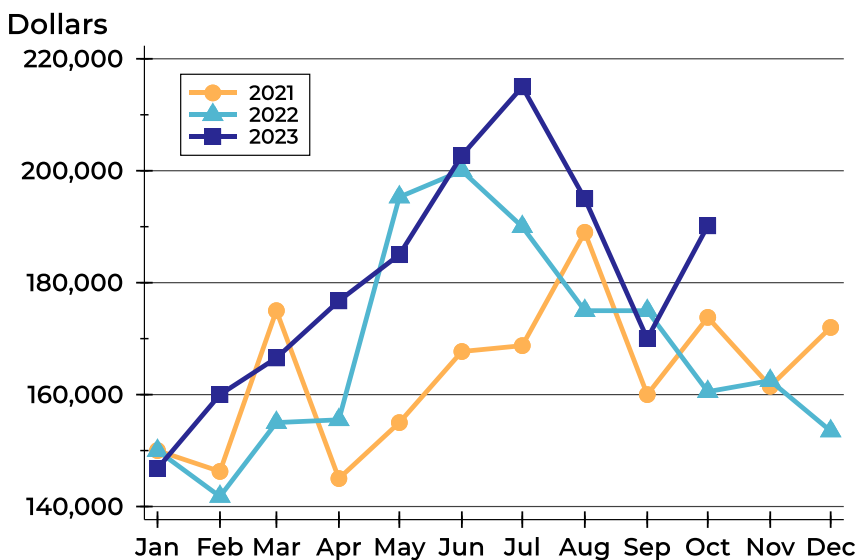
Central Region Closed Listings Analysis

Average Price



Month	2021	2022	2023
January	174,546	172,833	167,154
February	164,751	167,638	189,627
March	185,768	190,723	195,182
April	174,543	191,081	189,557
May	169,166	221,340	219,842
June	188,404	220,010	225,758
July	195,369	212,671	232,828
August	193,901	196,867	232,231
September	185,089	197,371	196,724
October	197,444	199,751	223,343
November	183,332	184,025	
December	186,750	184,162	

Median Price

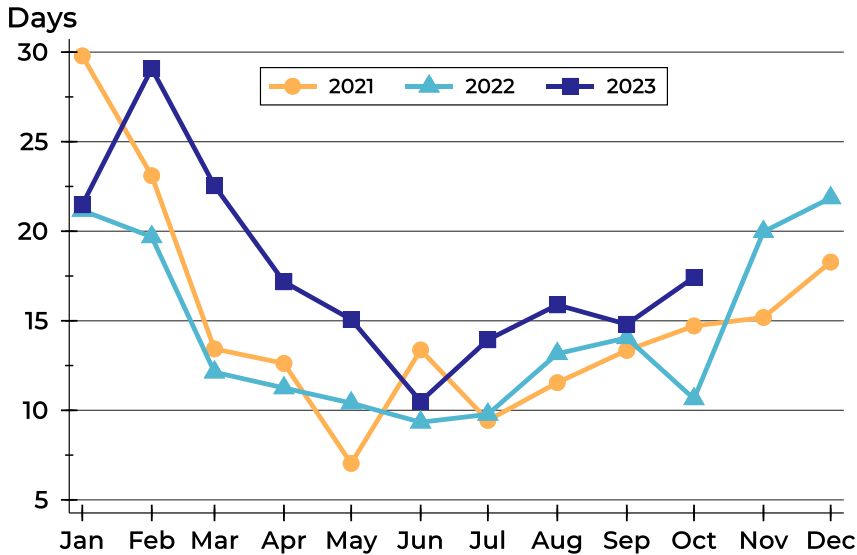


Month	2021	2022	2023
January	150,000	150,000	146,800
February	146,273	141,800	160,000
March	175,000	155,000	166,550
April	145,001	155,500	176,750
May	155,000	195,300	185,000
June	167,700	200,000	202,750
July	168,750	190,000	215,000
August	189,000	175,000	195,000
September	160,000	175,000	170,000
October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



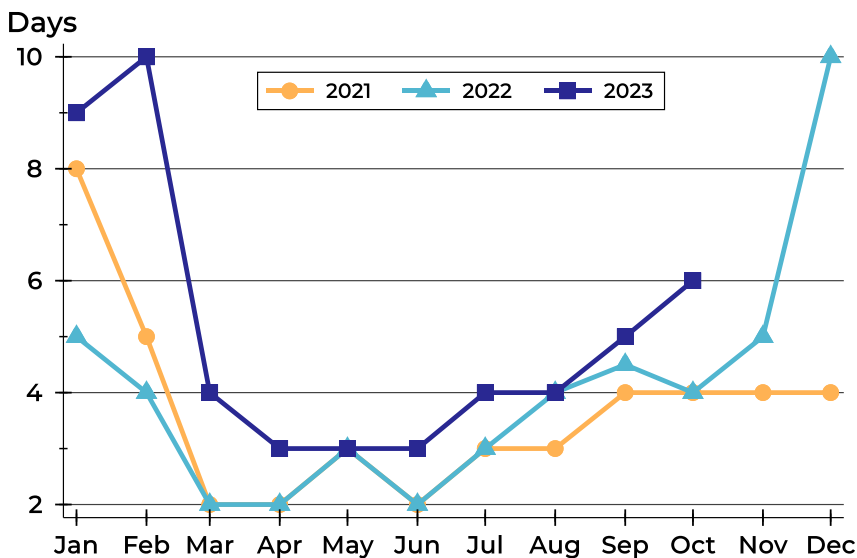
Central Region Closed Listings Analysis

Average DOM



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

Median DOM



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



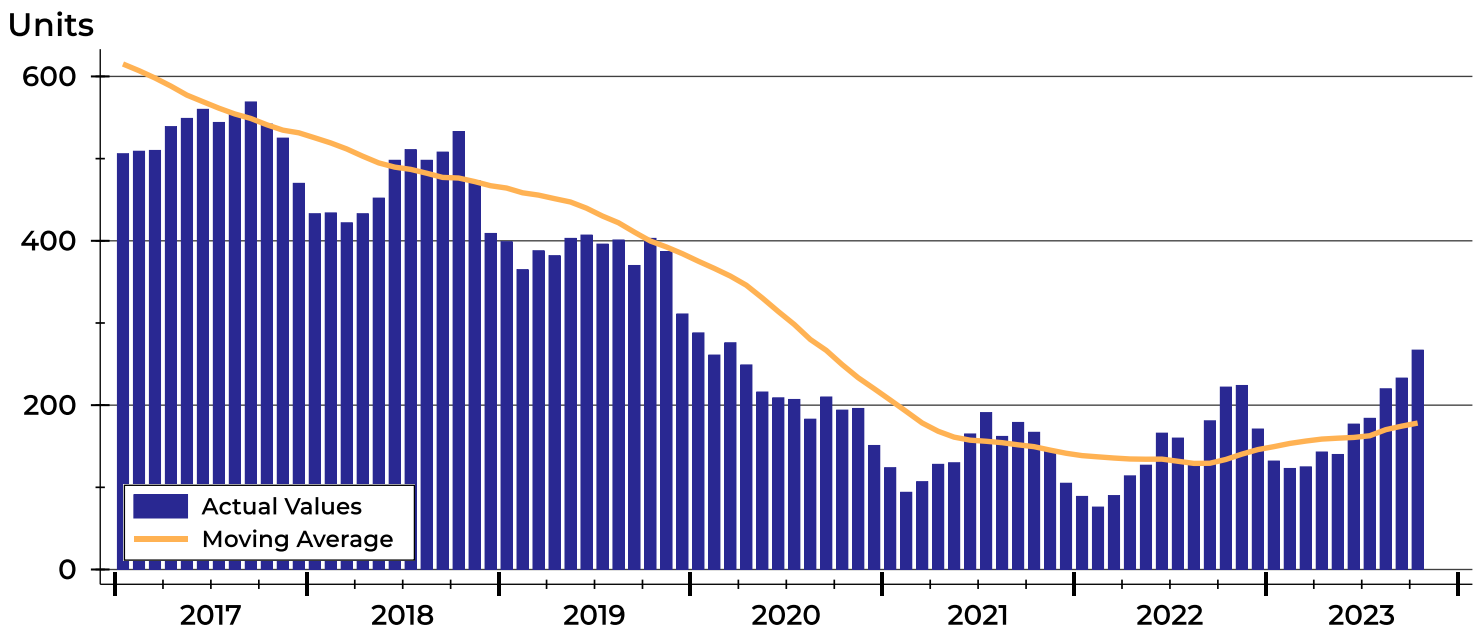
Central Region Active Listings Analysis

Summary Statistics for Active Listings		2023	End of October 2022	Change
Active Listings		267	222	20.3%
Volume (1,000s)		70,994	62,836	13.0%
Months' Supply		1.3	1.0	30.0%
Average	List Price	265,896	283,047	-6.1%
	Days on Market	58	44	31.8%
	Percent of Original	95.9%	97.1%	-1.2%
Median	List Price	210,000	204,500	2.7%
	Days on Market	34	27	25.9%
	Percent of Original	100.0%	100.0%	0.0%

A total of 267 homes were available for sale in Central Region at the end of October. This represents a 1.3 months' supply of active listings.

The median list price of homes on the market at the end of October was \$210,000, up 2.7% from 2022. The typical time on market for active listings was 34 days, up from 27 days a year earlier.

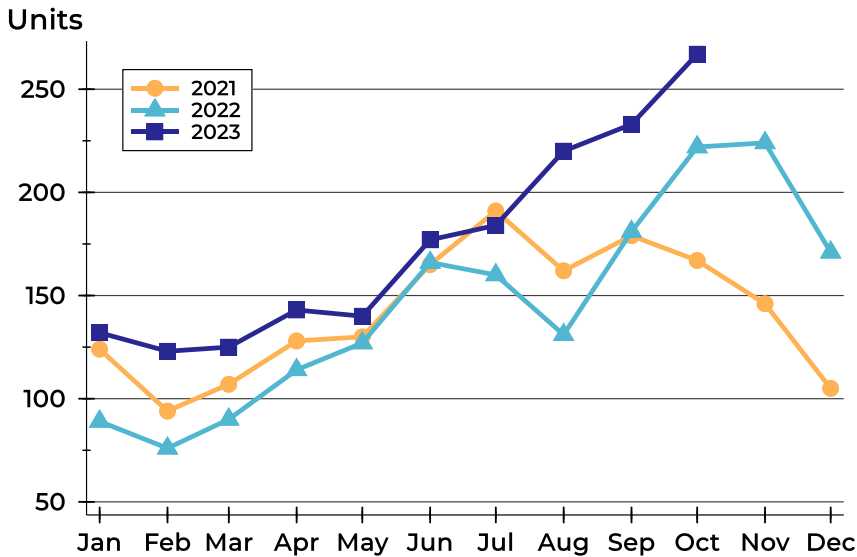
History of Active Listings





Central Region Active Listings Analysis

Active Listings by Month



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

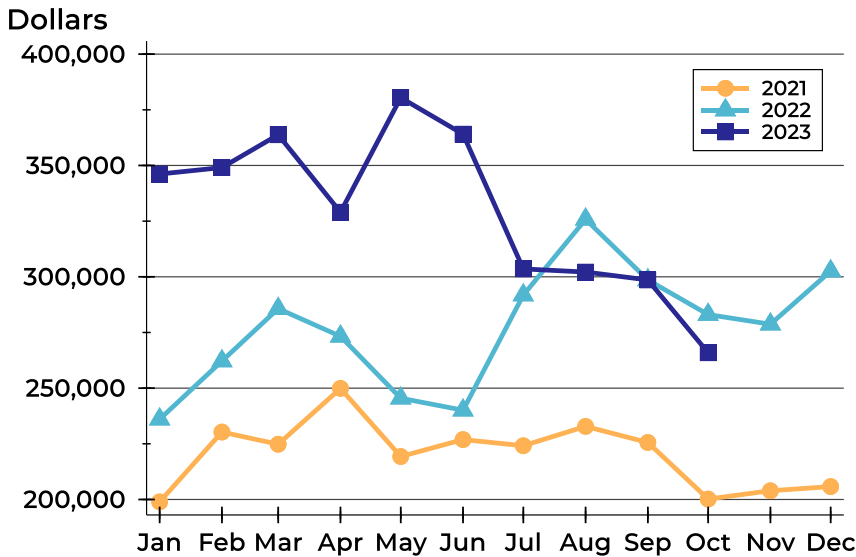
Active Listings by Price Range

Price Range	Active Listings Number	Active Listings Percent	Months' Supply	List Price Average	List Price Median	Days on Market Avg.	Days on Market Med.	Price as % of Orig. Avg.	Price as % of Orig. Med.
Below \$25,000	2	0.7%	0.9	12,775	12,775	46	46	88.6%	88.6%
\$25,000-\$49,999	13	4.9%	1.9	37,122	37,000	44	33	89.7%	100.0%
\$50,000-\$99,999	37	13.9%	1.1	76,473	75,000	50	29	96.6%	100.0%
\$100,000-\$124,999	14	5.2%	0.9	114,350	115,000	46	33	94.6%	96.3%
\$125,000-\$149,999	18	6.7%	0.9	138,518	139,900	38	25	96.0%	100.0%
\$150,000-\$174,999	20	7.5%	1.0	161,749	159,950	40	27	95.8%	97.0%
\$175,000-\$199,999	21	7.9%	1.2	185,657	185,000	35	21	97.6%	100.0%
\$200,000-\$249,999	36	13.5%	1.4	228,021	229,450	56	38	95.5%	98.0%
\$250,000-\$299,999	30	11.2%	1.5	278,467	279,900	39	28	96.8%	99.4%
\$300,000-\$399,999	35	13.1%	1.6	352,293	349,900	61	56	96.5%	97.3%
\$400,000-\$499,999	16	6.0%	1.7	459,206	457,450	153	84	96.2%	96.9%
\$500,000-\$749,999	17	6.4%	2.8	597,310	599,900	108	94	95.0%	96.8%
\$750,000-\$999,999	5	1.9%	7.5	850,780	850,000	41	40	100.0%	100.0%
\$1,000,000 and up	3	1.1%	N/A	1,926,667	1,690,000	92	65	95.4%	97.0%



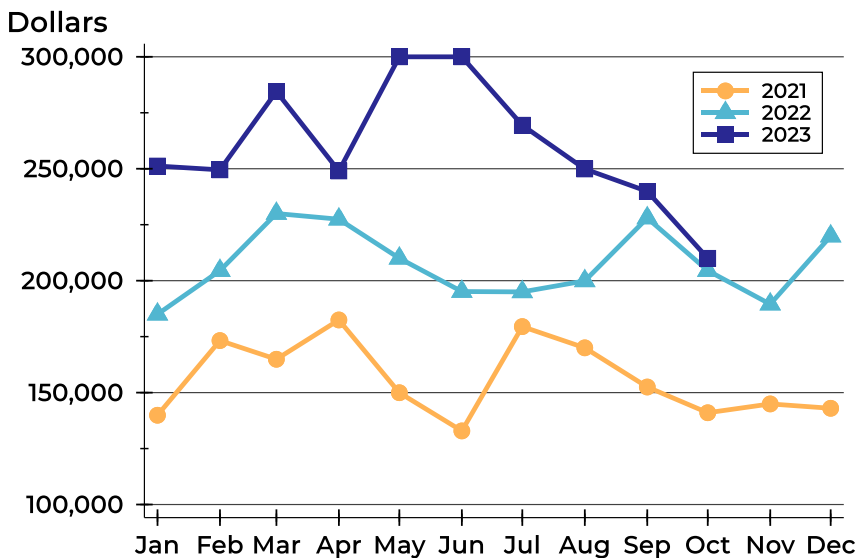
Central Region Active Listings Analysis

Average Price



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

Median Price

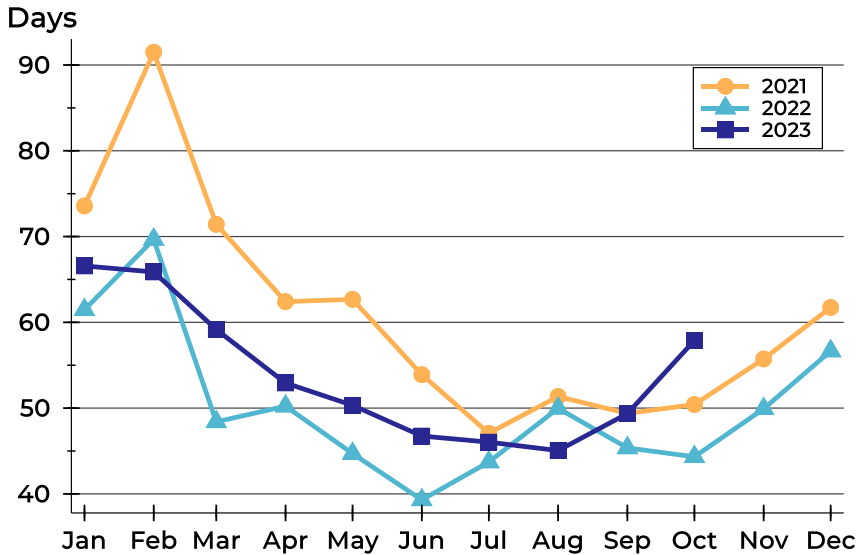


Month	2021	2022	2023
January	139,900	185,000	251,225
February	173,250	204,500	249,500
March	164,900	230,000	284,500
April	182,450	227,450	249,000
May	149,950	210,000	300,000
June	132,900	195,150	299,999
July	179,500	195,000	269,450
August	170,000	199,900	249,900
September	152,500	228,000	239,900
October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



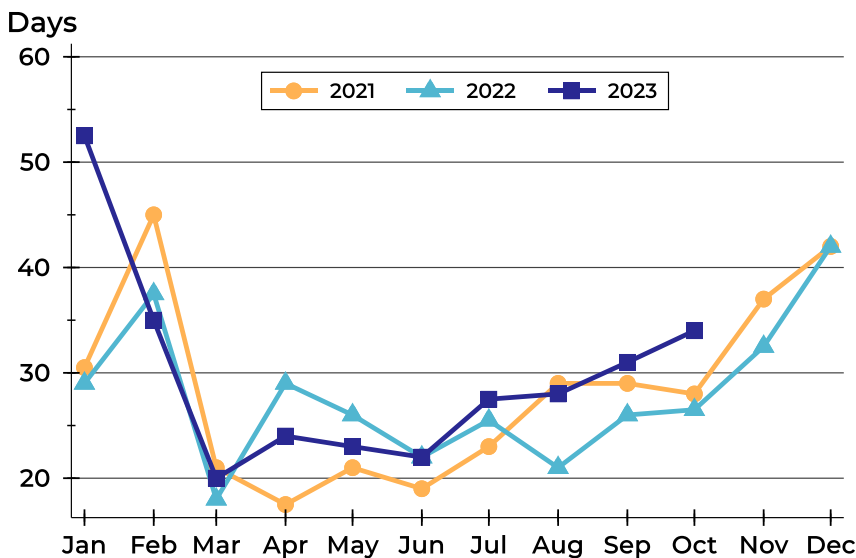
Central Region Active Listings Analysis

Average DOM



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

Median DOM

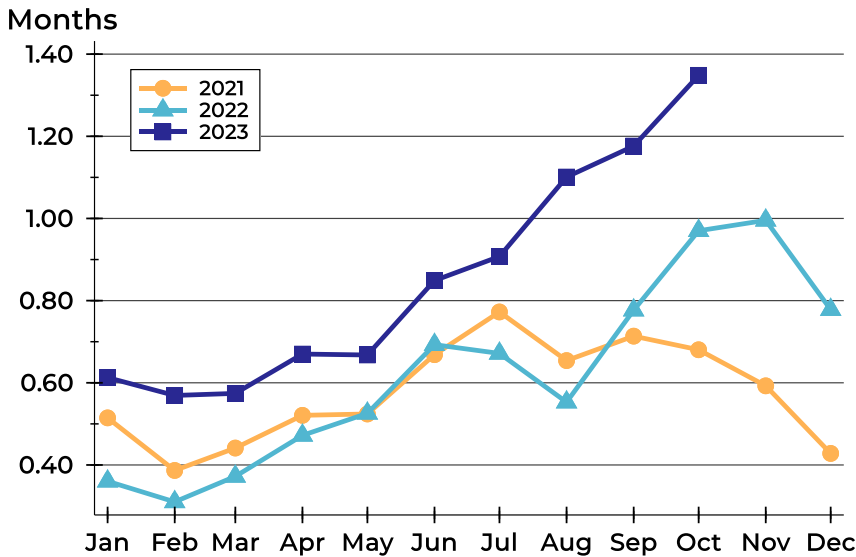


Month	2021	2022	2023
January	31	29	53
February	45	38	35
March	21	18	20
April	18	29	24
May	21	26	23
June	19	22	22
July	23	26	28
August	29	21	28
September	29	26	31
October	28	27	34
November	37	33	
December	42	42	



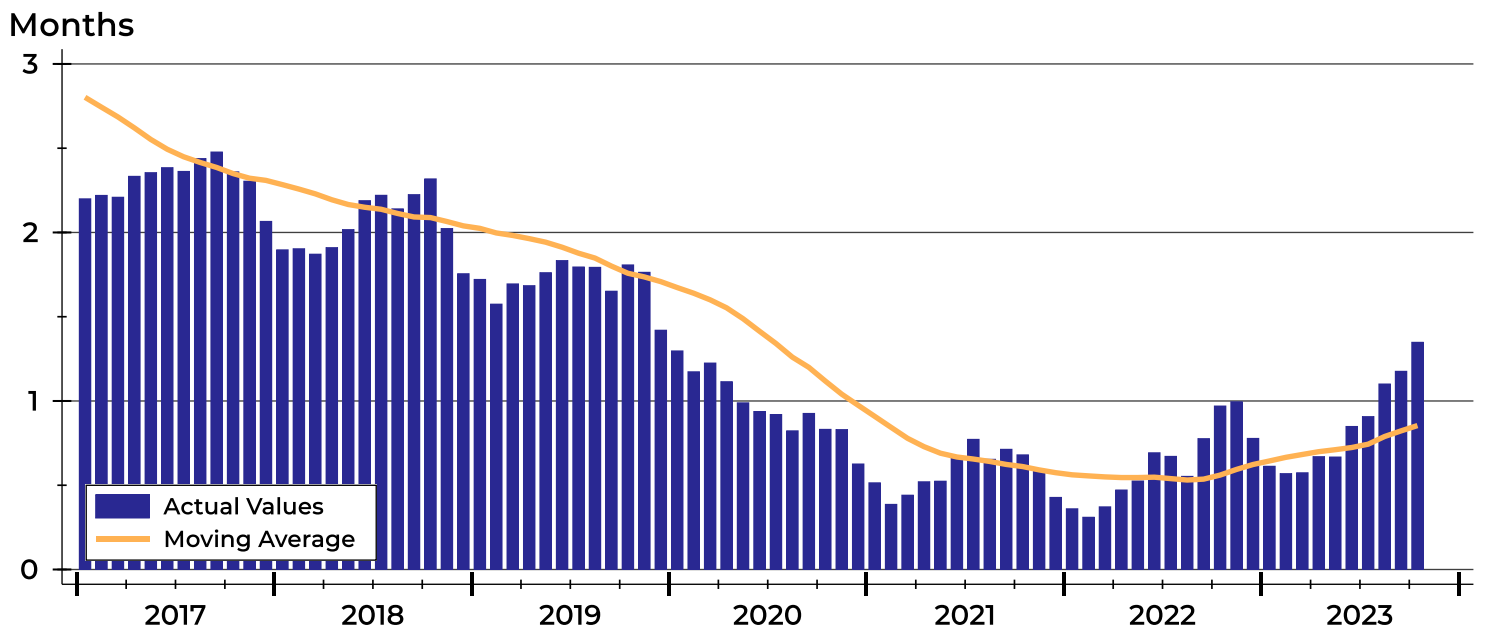
Central Region Months' Supply Analysis

Months' Supply by Month



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

History of Month's Supply





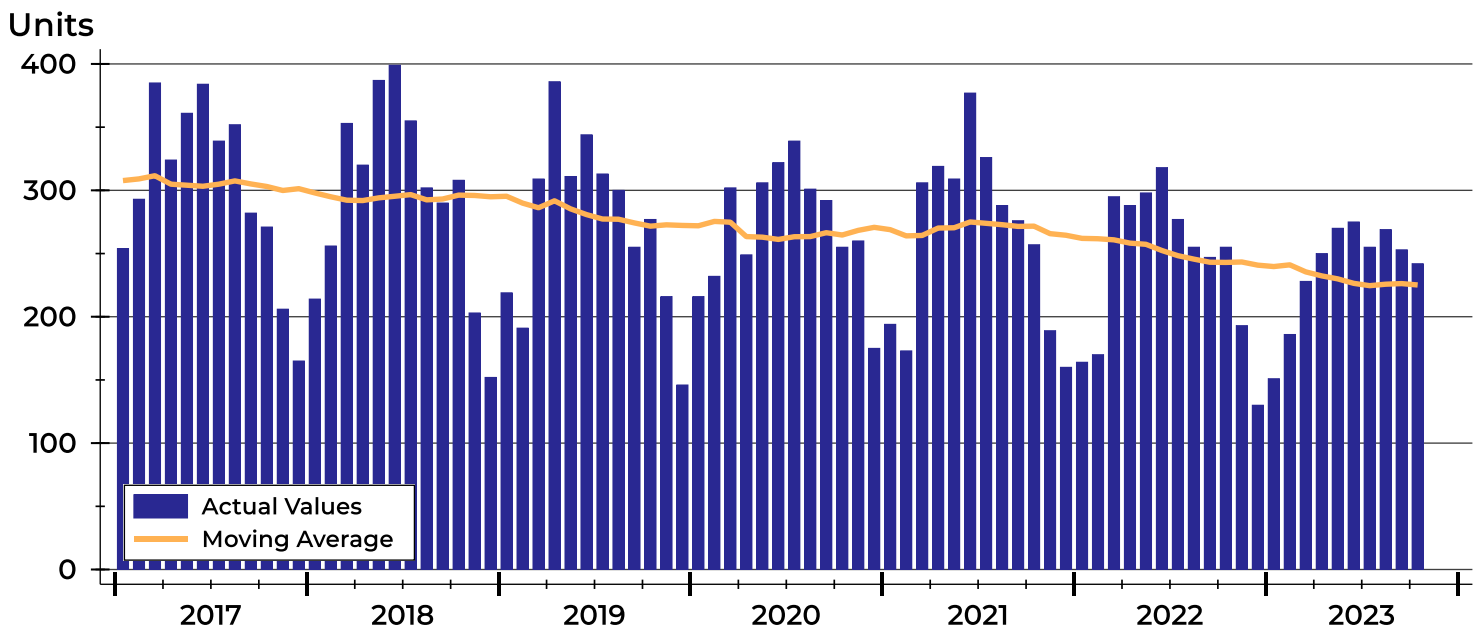
Central Region New Listings Analysis

Summary Statistics for New Listings		2023	October 2022	Change
Current Month	New Listings	242	255	-5.1%
	Volume (1,000s)	49,082	50,178	-2.2%
	Average List Price	202,817	196,776	3.1%
	Median List Price	179,950	169,500	6.2%
Year-to-Date	New Listings	2,379	2,567	-7.3%
	Volume (1,000s)	521,281	535,310	-2.6%
	Average List Price	219,118	208,535	5.1%
	Median List Price	184,250	174,900	5.3%

A total of 242 new listings were added in Central Region during October, down 5.1% from the same month in 2022. Year-to-date Central Region has seen 2,379 new listings.

The median list price of these homes was \$179,950 up from \$169,500 in 2022.

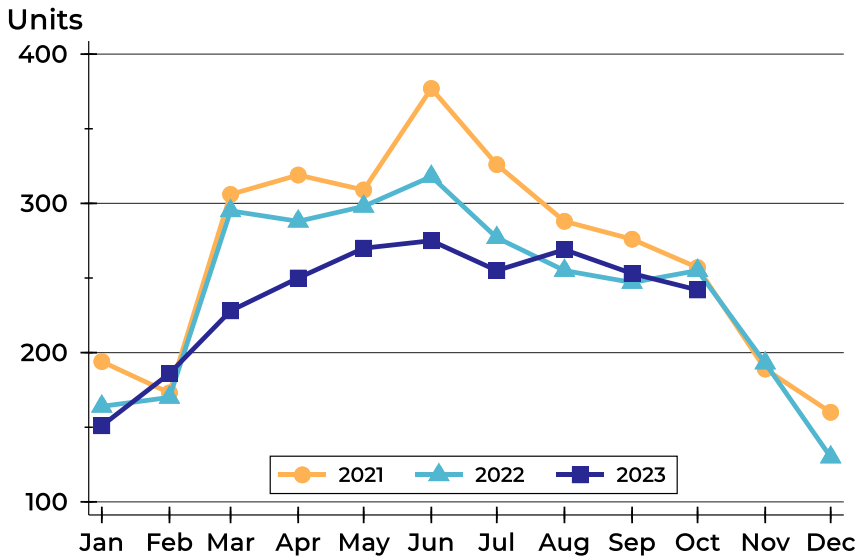
History of New Listings





Central Region New Listings Analysis

New Listings by Month



Month	2021	2022	2023
January	194	164	151
February	173	170	186
March	306	295	228
April	319	288	250
May	309	298	270
June	377	318	275
July	326	277	255
August	288	255	269
September	276	247	253
October	257	255	242
November	189	193	
December	160	130	

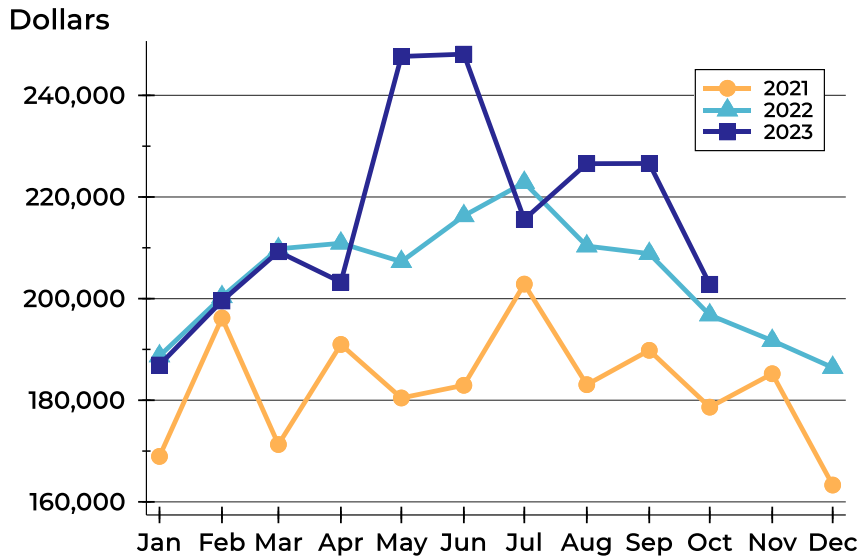
New Listings by Price Range

Price Range	New Listings		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	3	1.2%	15,467	22,500	9	12	96.3%	100.0%
\$25,000-\$49,999	11	4.5%	35,982	35,000	14	9	95.0%	100.0%
\$50,000-\$99,999	31	12.8%	80,287	84,900	14	13	98.1%	100.0%
\$100,000-\$124,999	17	7.0%	114,718	115,000	16	14	97.3%	100.0%
\$125,000-\$149,999	33	13.6%	140,551	140,000	14	10	97.3%	100.0%
\$150,000-\$174,999	22	9.1%	160,466	159,900	13	13	98.4%	100.0%
\$175,000-\$199,999	27	11.2%	187,542	189,000	15	13	98.7%	100.0%
\$200,000-\$249,999	33	13.6%	228,275	229,900	17	19	98.9%	100.0%
\$250,000-\$299,999	28	11.6%	274,877	274,950	16	15	98.8%	100.0%
\$300,000-\$399,999	23	9.5%	343,812	340,000	14	12	99.1%	100.0%
\$400,000-\$499,999	6	2.5%	451,200	443,750	16	12	100.0%	100.0%
\$500,000-\$749,999	6	2.5%	602,467	619,950	20	23	98.9%	100.0%
\$750,000-\$999,999	2	0.8%	754,500	754,500	32	32	100.0%	100.0%
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



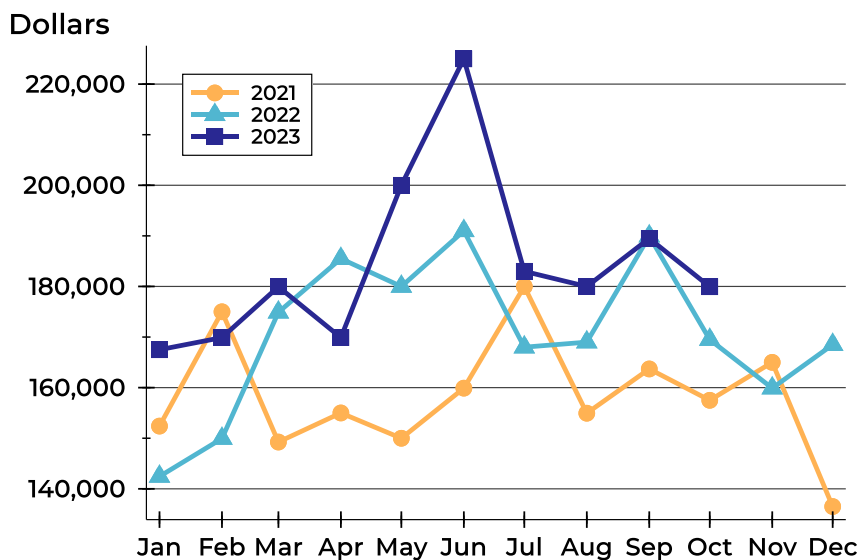
Central Region New Listings Analysis

Average Price



Month	2021	2022	2023
January	168,945	188,707	186,937
February	196,183	200,354	199,536
March	171,288	209,796	209,227
April	190,982	210,891	203,250
May	180,446	207,269	247,659
June	182,948	216,292	248,111
July	202,855	222,832	215,598
August	183,067	210,342	226,559
September	189,825	208,859	226,599
October	178,641	196,776	202,817
November	185,214	191,737	
December	163,310	186,429	

Median Price



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



Central Region Contracts Written Analysis

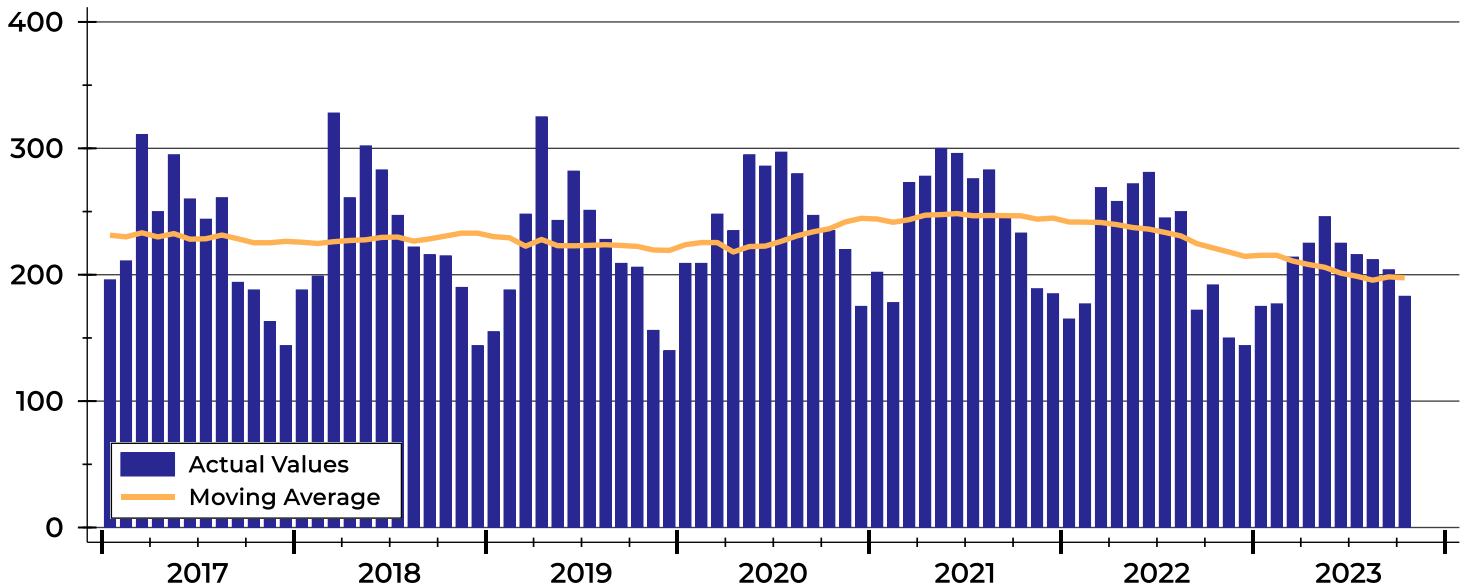
Summary Statistics for Contracts Written		October			Year-to-Date		
		2023	2022	Change	2023	2022	Change
Contracts Written		183	192	-4.7%	2,077	2,281	-8.9%
Volume (1,000s)		35,679	34,989	2.0%	437,280	452,943	-3.5%
Average	Sale Price	194,968	182,235	7.0%	210,534	198,572	6.0%
	Days on Market	18	18	0.0%	17	12	41.7%
	Percent of Original	96.4%	98.1%	-1.7%	98.6%	99.9%	-1.3%
Median	Sale Price	169,900	160,000	6.2%	179,944	169,900	5.9%
	Days on Market	10	6	66.7%	4	3	33.3%
	Percent of Original	100.0%	100.0%	0.0%	100.0%	100.0%	0.0%

A total of 183 contracts for sale were written in Central Region during the month of October, down from 192 in 2022. The median list price of these homes was \$169,900, up from \$160,000 the prior year.

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

History of Contracts Written

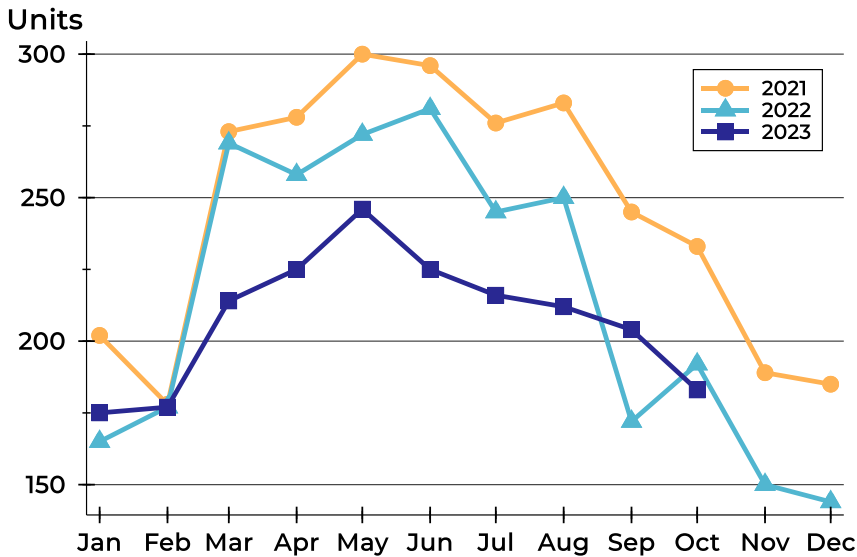
Units





Central Region Contracts Written Analysis

Contracts Written by Month



Month	2021	2022	2023
January	202	165	175
February	178	177	177
March	273	269	214
April	278	258	225
May	300	272	246
June	296	281	225
July	276	245	216
August	283	250	212
September	245	172	204
October	233	192	183
November	189	150	
December	185	144	

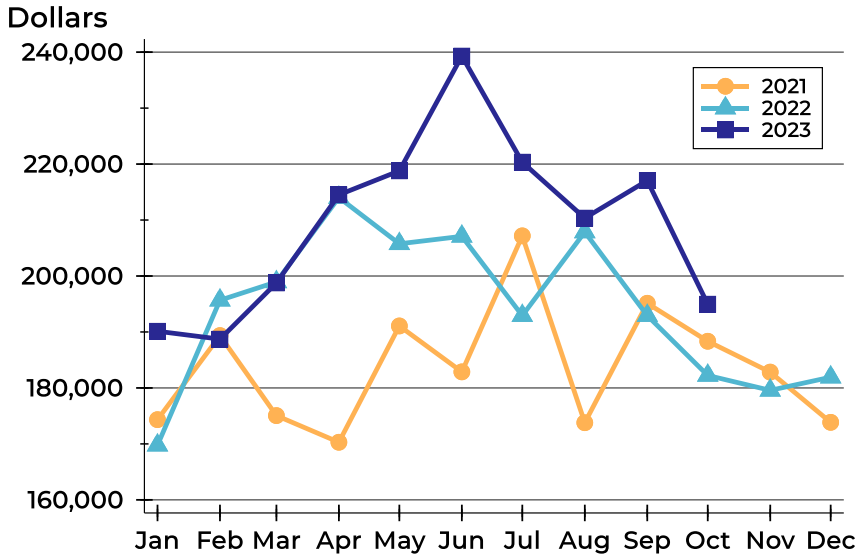
Contracts Written by Price Range

Price Range	Contracts Written		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	2	1.1%	21,200	21,200	3	3	89.9%	89.9%
\$25,000-\$49,999	8	4.4%	38,488	38,750	20	9	95.8%	100.0%
\$50,000-\$99,999	27	14.8%	78,685	79,000	26	14	92.4%	99.0%
\$100,000-\$124,999	13	7.1%	114,315	119,000	11	8	95.9%	100.0%
\$125,000-\$149,999	25	13.7%	140,288	140,000	9	6	97.1%	100.0%
\$150,000-\$174,999	20	10.9%	161,783	159,900	12	9	97.7%	100.0%
\$175,000-\$199,999	14	7.7%	191,096	189,700	8	4	100.0%	100.0%
\$200,000-\$249,999	30	16.4%	226,961	229,900	19	18	96.1%	98.1%
\$250,000-\$299,999	19	10.4%	273,342	274,900	20	10	97.8%	100.0%
\$300,000-\$399,999	14	7.7%	340,463	332,500	19	18	98.2%	100.0%
\$400,000-\$499,999	8	4.4%	462,038	472,400	46	20	95.0%	96.1%
\$500,000-\$749,999	3	1.6%	611,633	599,900	24	34	99.4%	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



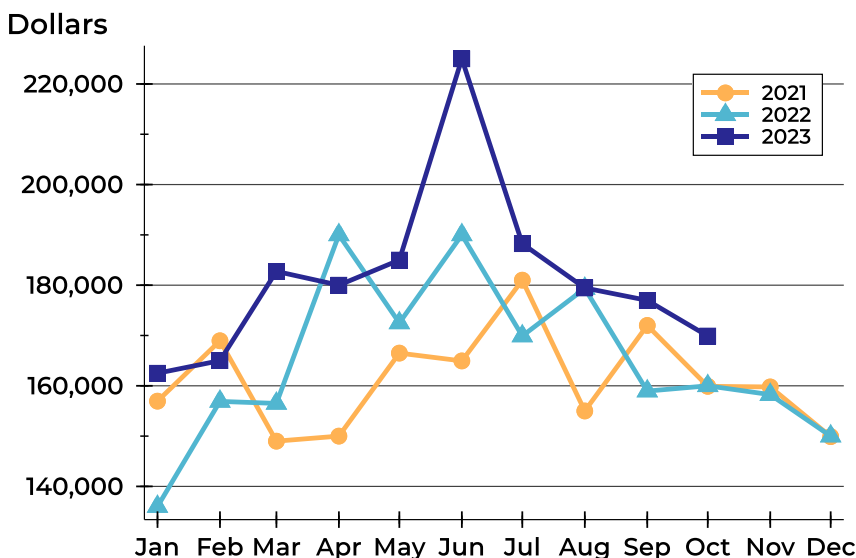
Central Region Contracts Written Analysis

Average Price



Month	2021	2022	2023
January	174,336	169,765	190,130
February	189,360	195,674	188,721
March	175,063	198,943	198,761
April	170,296	214,021	214,501
May	191,077	205,760	218,786
June	182,875	207,092	239,304
July	207,173	192,922	220,350
August	173,790	207,866	210,348
September	195,130	192,925	217,054
October	188,340	182,235	194,968
November	182,831	179,574	
December	173,857	181,923	

Median Price

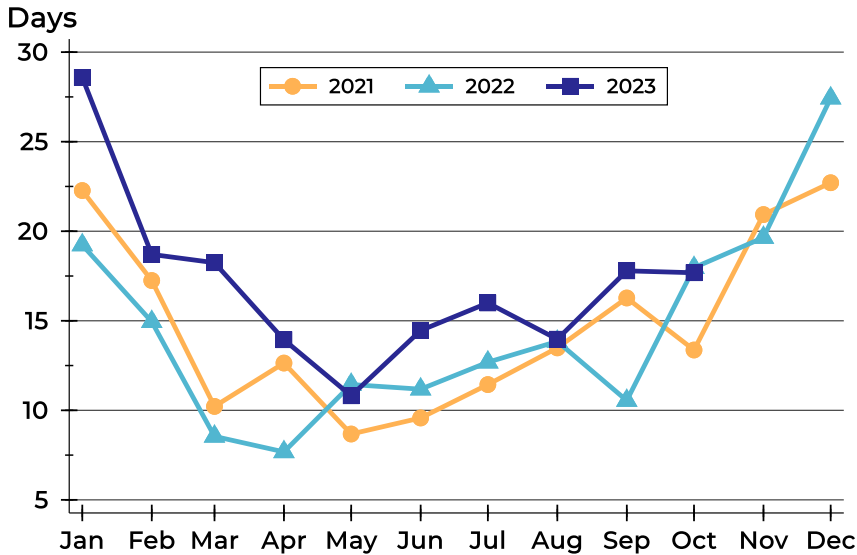


Month	2021	2022	2023
January	156,950	136,000	162,500
February	168,950	156,900	165,000
March	149,000	156,500	182,750
April	150,000	190,000	180,000
May	166,500	172,500	185,000
June	164,950	190,000	225,000
July	181,000	169,900	188,250
August	155,000	179,350	179,450
September	172,000	158,950	176,980
October	159,900	160,000	169,900
November	159,777	158,250	
December	149,900	150,000	



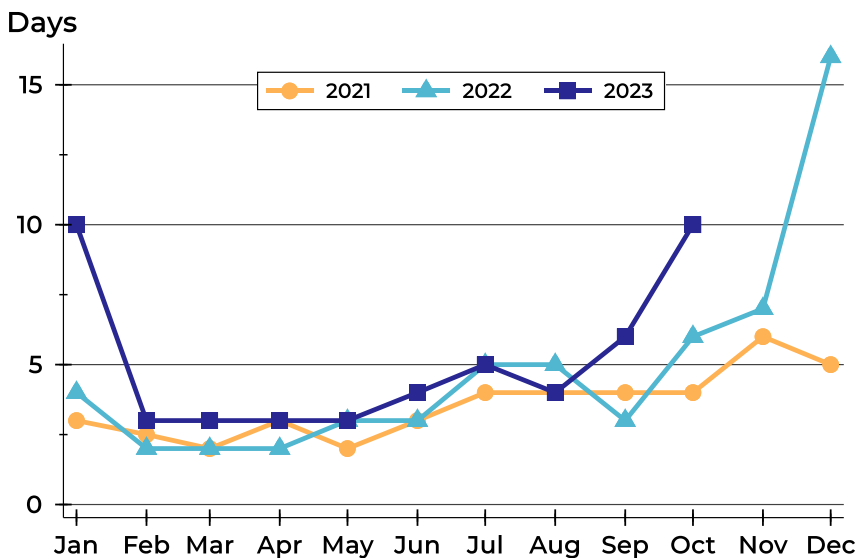
Central Region Contracts Written Analysis

Average DOM



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

Median DOM



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



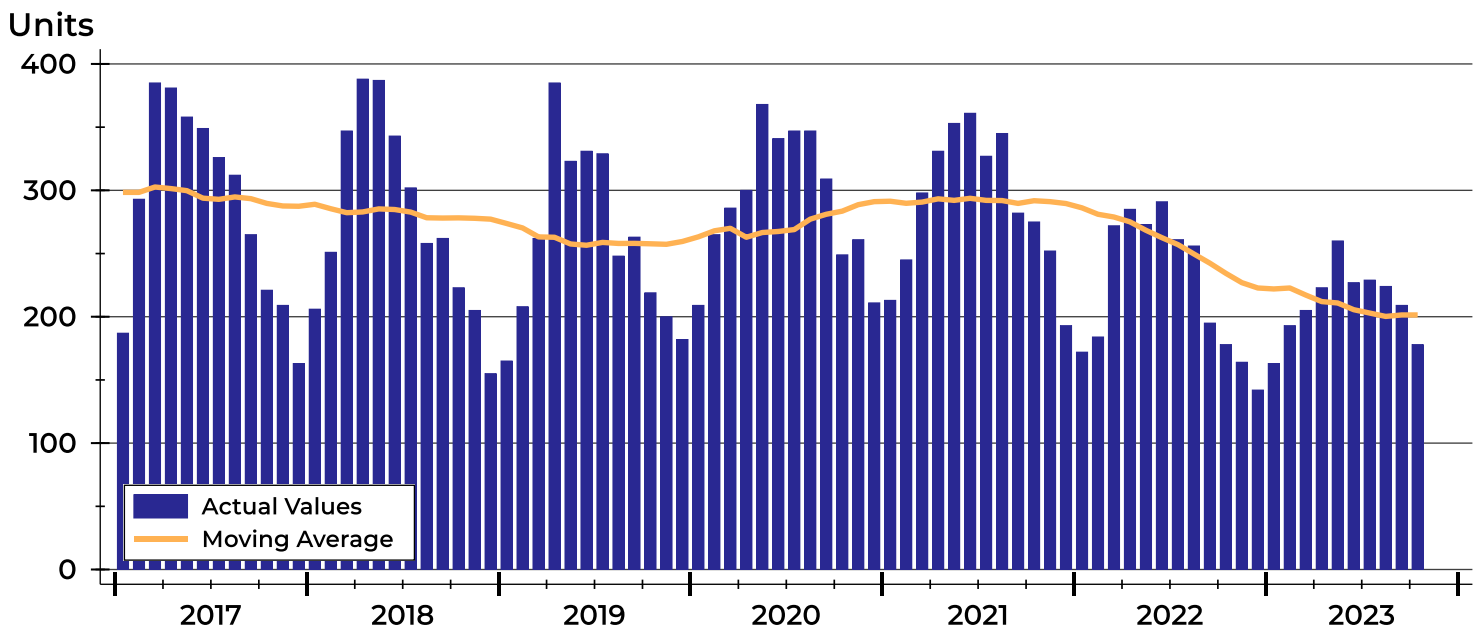
Central Region Pending Contracts Analysis

Summary Statistics for Pending Contracts		End of October		
		2023	2022	Change
Pending Contracts		178	178	0.0%
Volume (1,000s)		36,879	35,971	2.5%
Average	List Price	207,183	202,086	2.5%
	Days on Market	17	20	-15.0%
	Percent of Original	97.8%	98.5%	-0.7%
Median	List Price	189,000	175,000	8.0%
	Days on Market	8	6	33.3%
	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, the same number of contracts pending at the end of October 2022.

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

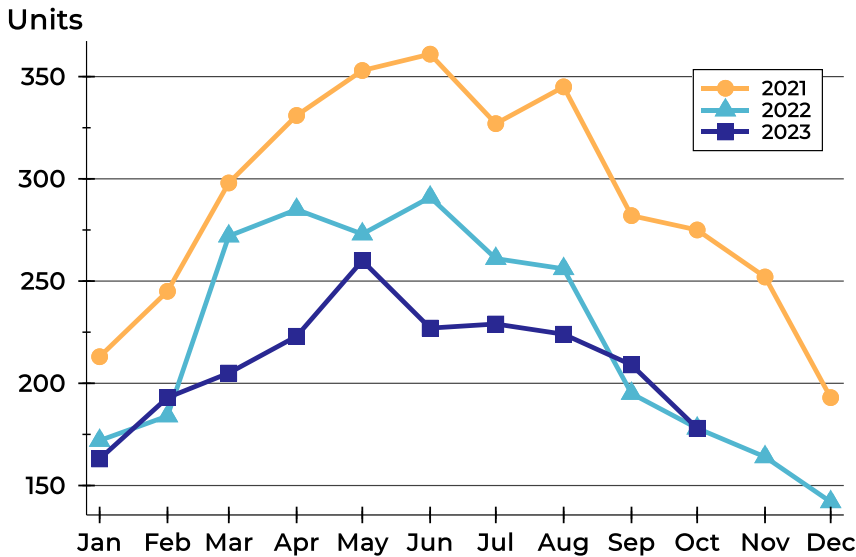
History of Pending Contracts





Central Region Pending Contracts Analysis

Pending Contracts by Month



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

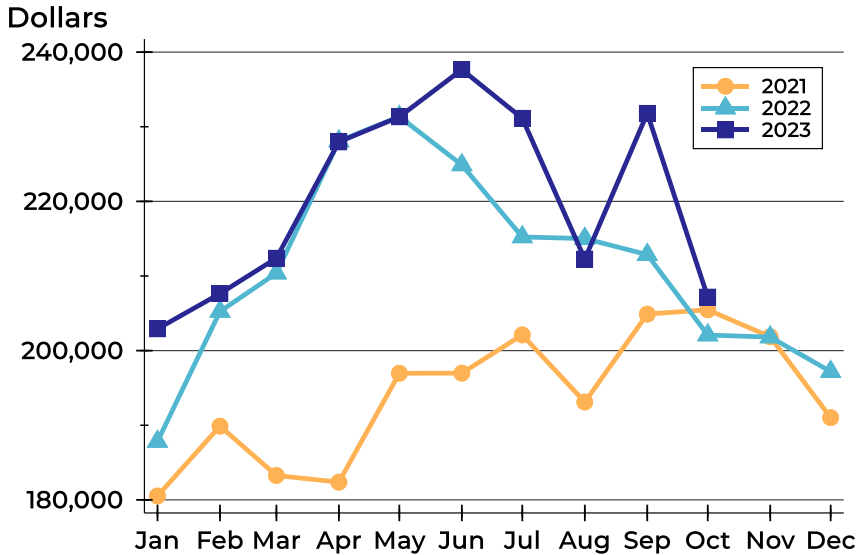
Pending Contracts by Price Range

Price Range	Pending Contracts		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$25,000-\$49,999	5	2.8%	39,480	40,000	25	12	98.8%	100.0%
\$50,000-\$99,999	20	11.2%	78,840	75,000	25	12	95.1%	100.0%
\$100,000-\$124,999	15	8.4%	115,920	119,500	11	8	98.9%	100.0%
\$125,000-\$149,999	23	12.9%	140,772	141,000	11	6	98.1%	100.0%
\$150,000-\$174,999	21	11.8%	160,745	159,900	13	8	98.2%	100.0%
\$175,000-\$199,999	15	8.4%	192,289	189,900	7	3	98.8%	100.0%
\$200,000-\$249,999	29	16.3%	226,323	229,900	19	18	97.0%	100.0%
\$250,000-\$299,999	22	12.4%	276,243	274,900	19	5	98.8%	100.0%
\$300,000-\$399,999	16	9.0%	338,967	335,000	15	6	98.3%	100.0%
\$400,000-\$499,999	10	5.6%	455,865	454,950	34	8	96.8%	100.0%
\$500,000-\$749,999	2	1.1%	622,500	622,500	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



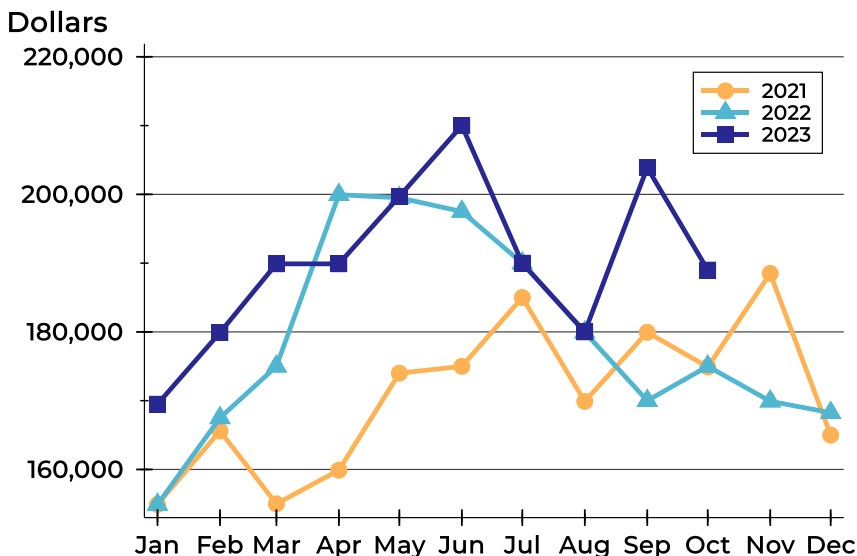
Central Region Pending Contracts Analysis

Average Price



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

Median Price

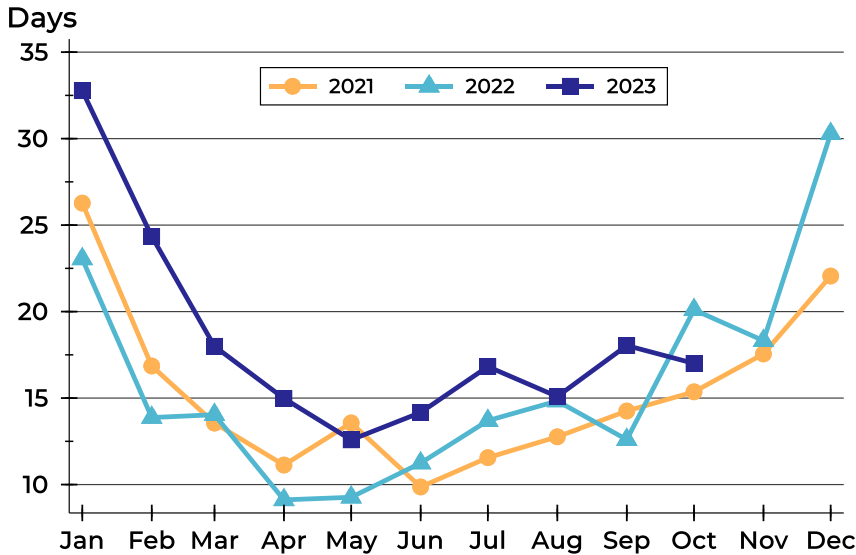


Month	2021	2022	2023
January	154,900	154,900	169,500
February	165,600	167,500	179,900
March	155,000	174,999	189,900
April	159,900	199,950	189,900
May	174,000	199,500	199,700
June	175,000	197,500	210,000
July	185,000	190,000	190,000
August	169,900	179,950	180,000
September	179,950	170,000	203,889
October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



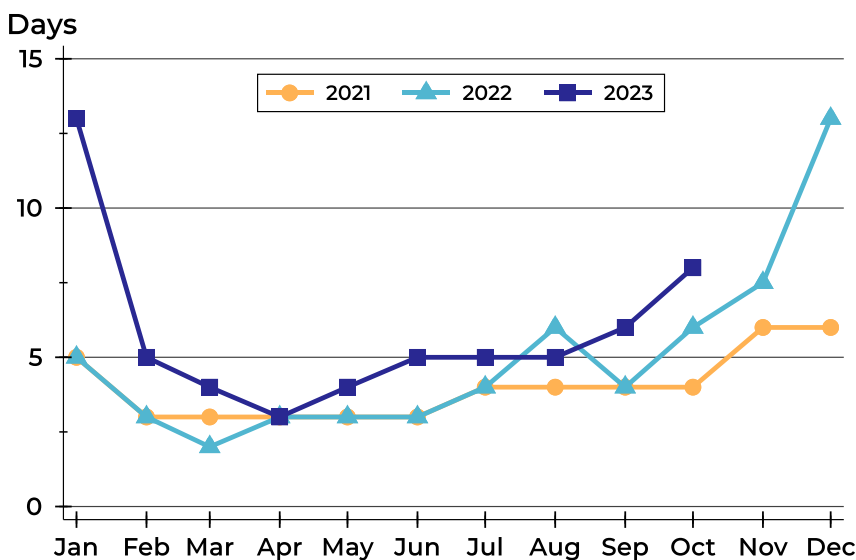
Central Region Pending Contracts Analysis

Average DOM



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

Median DOM



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



**October
2023**

Sunflower MLS Statistics



North Region Housing Report



Market Overview

North Region Home Sales Rose in October

Total home sales in North Region rose by 4.0% last month to 26 units, compared to 25 units in October 2022. Total sales volume was \$6.7 million, up 51.4% from a year earlier.

The median sale price in October was \$192,250, up from \$190,000 a year earlier. Homes that sold in October were typically on the market for 12 days and sold for 100.0% of their list prices.

North Region Active Listings Up at End of October

The total number of active listings in North Region at the end of October was 62 units, up from 45 at the same point in 2022. This represents a 2.6 months' supply of homes available for sale. The median list price of homes on the market at the end of October was \$219,500.

During October, a total of 21 contracts were written up from 19 in October 2022. 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
2023**

Sunflower MLS Statistics



North Region Summary Statistics

October MLS Statistics Three-year History		Current Month			Year-to-Date		
		2023	2022	2021	2023	2022	2021
Home Sales		26	25	32	240	313	296
Change from prior year		4.0%	-21.9%	6.7%	-23.3%	5.7%	5.0%
Active Listings		62	45	47	N/A	N/A	N/A
Change from prior year		37.8%	-4.3%	-2.1%			
Months' Supply		2.6	1.4	1.6	N/A	N/A	N/A
Change from prior year		85.7%	-12.5%	-11.1%			
New Listings		41	20	28	303	347	353
Change from prior year		105.0%	-28.6%	-20.0%	-12.7%	-1.7%	2.3%
Contracts Written		21	19	31	242	306	307
Change from prior year		10.5%	-38.7%	14.8%	-20.9%	-0.3%	2.3%
Pending Contracts		24	24	39	N/A	N/A	N/A
Change from prior year		0.0%	-38.5%	21.9%			
Sales Volume (1,000s)		6,672	4,406	6,244	54,101	65,476	52,788
Change from prior year		51.4%	-29.4%	40.1%	-17.4%	24.0%	20.3%
Average	Sale Price	256,621	176,224	195,111	225,421	209,188	178,339
	Change from prior year	45.6%	-9.7%	31.3%	7.8%	17.3%	14.6%
	List Price of Actives	255,678	299,486	238,537	N/A	N/A	N/A
	Change from prior year	-14.6%	25.6%	27.3%			
	Days on Market	28	33	12	30	20	25
Change from prior year	-15.2%	175.0%	-40.0%	50.0%	-20.0%	-37.5%	
Percent of List	98.6%	99.1%	100.4%	98.2%	99.2%	99.4%	
Change from prior year	-0.5%	-1.3%	1.6%	-1.0%	-0.2%	2.4%	
Percent of Original	96.9%	95.5%	99.6%	95.6%	98.0%	97.8%	
Change from prior year	1.5%	-4.1%	0.4%	-2.4%	0.2%	2.7%	
Median	Sale Price	192,250	190,000	180,000	194,750	190,000	168,135
	Change from prior year	1.2%	5.6%	29.2%	2.5%	13.0%	22.7%
	List Price of Actives	219,500	215,000	209,000	N/A	N/A	N/A
	Change from prior year	2.1%	2.9%	39.4%			
	Days on Market	12	9	5	9	6	6
Change from prior year	33.3%	80.0%	0.0%	50.0%	0.0%	-66.7%	
Percent of List	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	
Change from prior year	0.0%	0.0%	0.0%	0.0%	0.0%	1.0%	
Percent of Original	100.0%	99.3%	100.0%	99.7%	100.0%	100.0%	
Change from prior year	0.7%	-0.7%	0.0%	-0.3%	0.0%	3.1%	

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



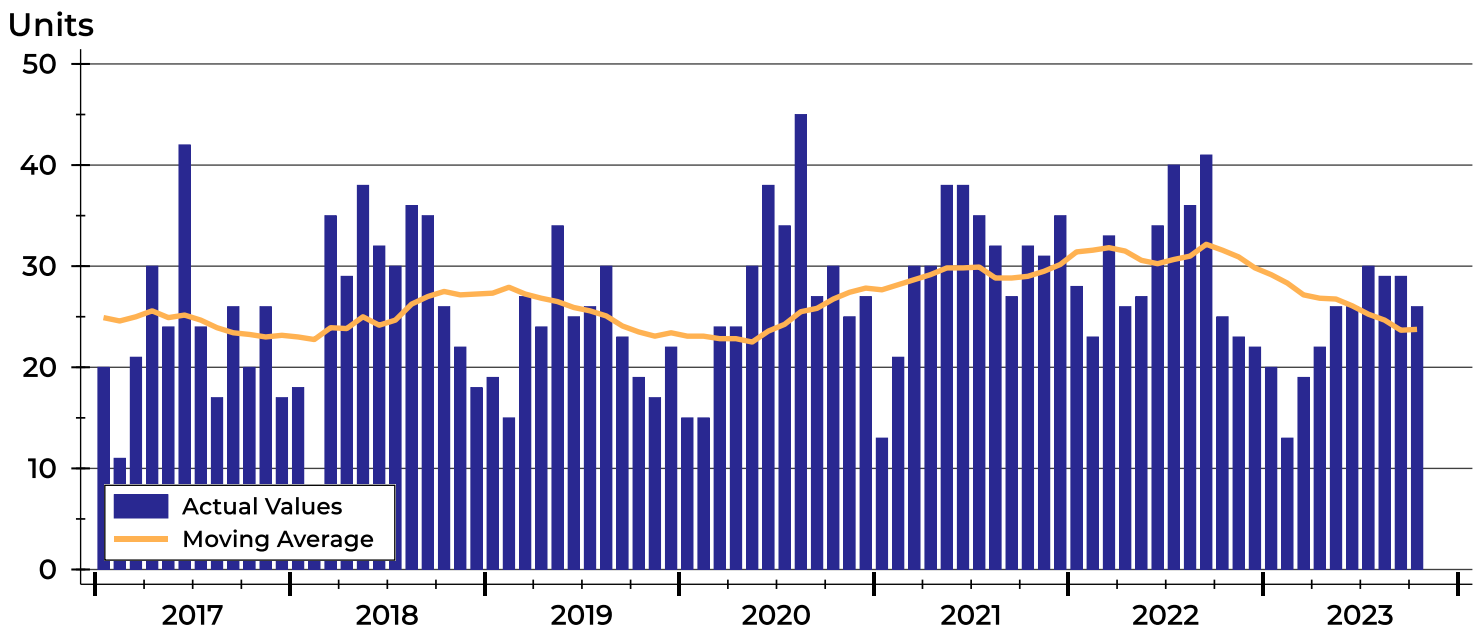
North Region Closed Listings Analysis

Summary Statistics for Closed Listings		October			Year-to-Date		
		2023	2022	Change	2023	2022	Change
Closed Listings		26	25	4.0%	240	313	-23.3%
Volume (1,000s)		6,672	4,406	51.4%	54,101	65,476	-17.4%
Months' Supply		2.6	1.4	85.7%	N/A	N/A	N/A
Average	Sale Price	256,621	176,224	45.6%	225,421	209,188	7.8%
	Days on Market	28	33	-15.2%	30	20	50.0%
	Percent of List	98.6%	99.1%	-0.5%	98.2%	99.2%	-1.0%
	Percent of Original	96.9%	95.5%	1.5%	95.6%	98.0%	-2.4%
Median	Sale Price	192,250	190,000	1.2%	194,750	190,000	2.5%
	Days on Market	12	9	33.3%	9	6	50.0%
	Percent of List	100.0%	100.0%	0.0%	100.0%	100.0%	0.0%
	Percent of Original	100.0%	99.3%	0.7%	99.7%	100.0%	-0.3%

A total of 26 homes sold in North Region in October, up from 25 units in October 2022. Total sales volume rose to \$6.7 million compared to \$4.4 million in the previous year.

The median sales price in October was \$192,250, up 1.2% compared to the prior year. Median days on market was 12 days, up from 8 days in September, and up from 9 in October 2022.

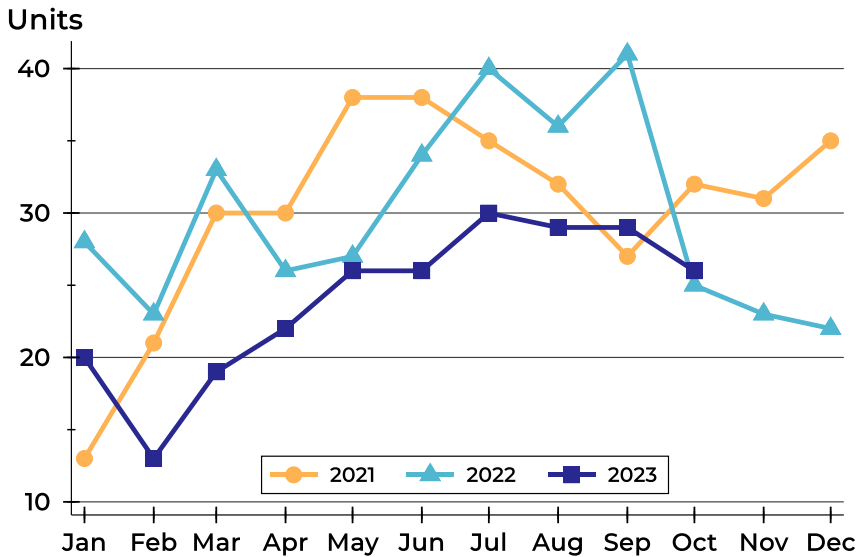
History of Closed Listings





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	
December	35	22	

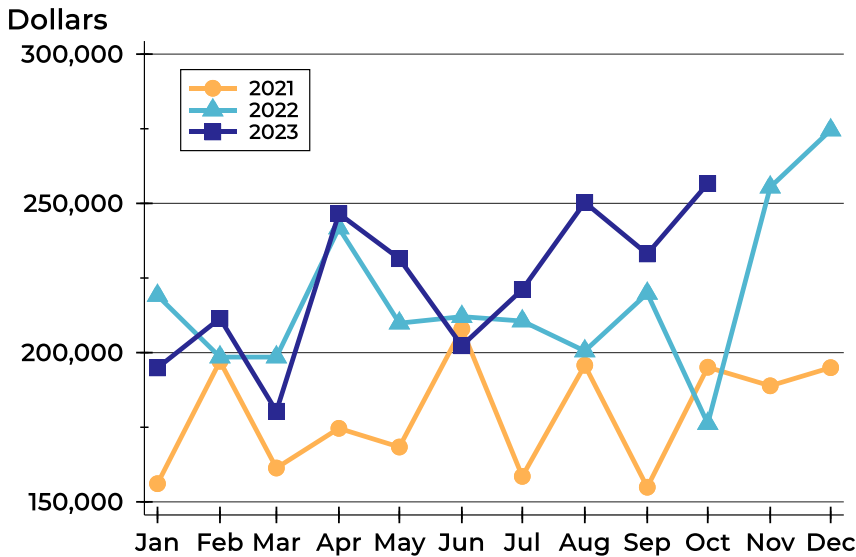
Closed Listings by Price Range

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	1	3.8%	3.4	45,000	45,000	7	7	100.0%	100.0%	100.0%	100.0%
\$50,000-\$99,999	4	15.4%	3.0	79,375	80,250	26	27	94.4%	91.1%	94.4%	91.1%
\$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	7.7%	2.7	142,500	142,500	25	25	98.7%	98.7%	90.5%	90.5%
\$150,000-\$174,999	1	3.8%	2.6	150,000	150,000	0	0	100.0%	100.0%	100.0%	100.0%
\$175,000-\$199,999	6	23.1%	1.7	184,083	182,500	10	7	99.5%	100.0%	99.5%	100.0%
\$200,000-\$249,999	1	3.8%	3.4	239,900	239,900	81	81	100.0%	100.0%	97.9%	97.9%
\$250,000-\$299,999	4	15.4%	3.4	265,625	265,000	53	42	97.9%	98.6%	94.1%	96.0%
\$300,000-\$399,999	3	11.5%	1.3	343,333	345,000	29	4	101.0%	101.4%	99.9%	101.4%
\$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	4	15.4%	2.6	609,435	591,370	33	9	99.3%	100.0%	97.3%	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



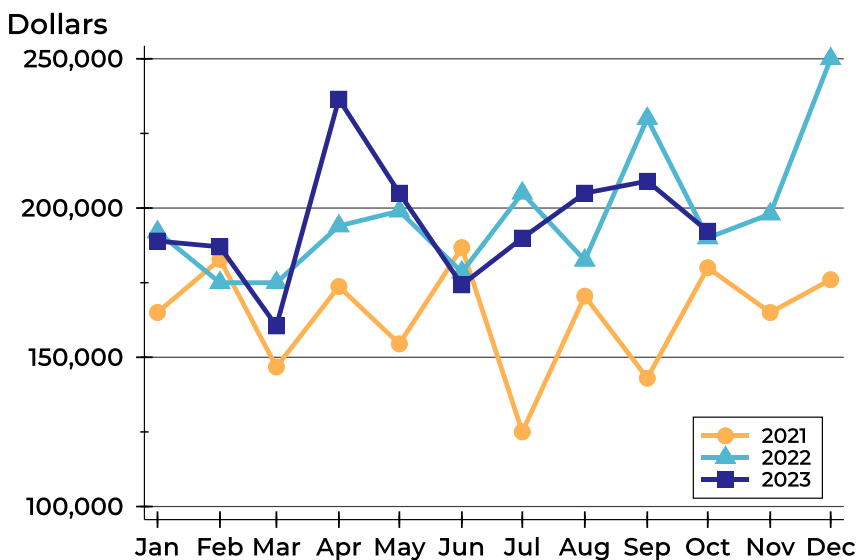
North Region Closed Listings Analysis

Average Price



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

Median Price

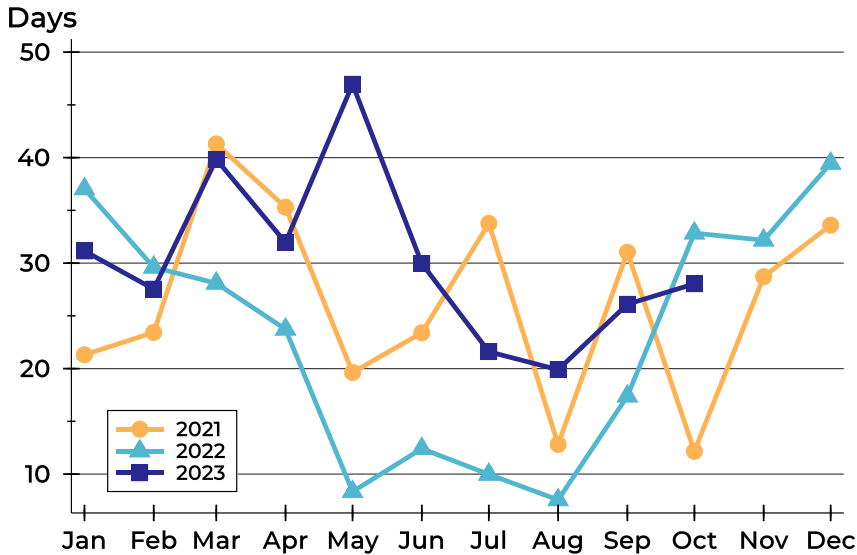


Month	2021	2022	2023
January	165,000	192,000	188,950
February	182,800	175,000	187,000
March	146,750	175,000	160,500
April	173,700	194,000	236,500
May	154,500	199,000	205,000
June	186,750	178,500	174,250
July	125,000	205,000	189,950
August	170,500	182,500	205,000
September	143,000	230,000	209,000
October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



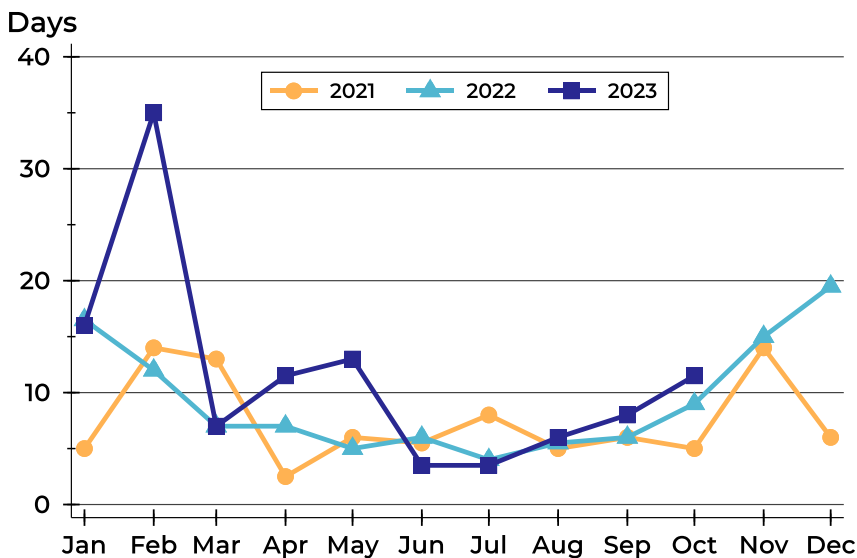
North Region Closed Listings Analysis

Average DOM



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

Median DOM



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



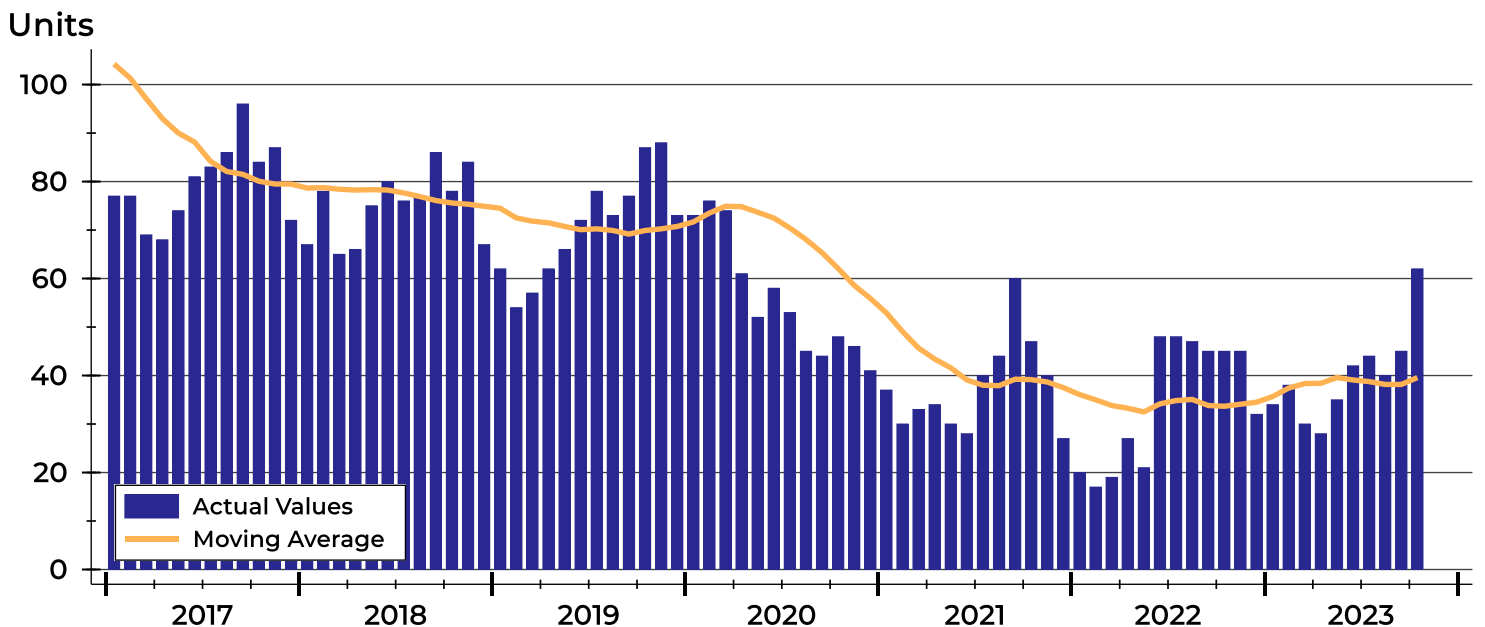
North Region Active Listings Analysis

Summary Statistics for Active Listings		2023	End of October 2022	Change
Active Listings		62	45	37.8%
Volume (1,000s)		15,852	13,477	17.6%
Months' Supply		2.6	1.4	85.7%
Average	List Price	255,678	299,486	-14.6%
	Days on Market	54	74	-27.0%
	Percent of Original	96.5%	95.5%	1.0%
Median	List Price	219,500	215,000	2.1%
	Days on Market	32	57	-43.9%
	Percent of Original	100.0%	97.7%	2.4%

A total of 62 homes were available for sale in North Region at the end of October. This represents a 2.6 months' supply of active listings.

The median list price of homes on the market at the end of October was \$219,500, up 2.1% from 2022. The typical time on market for active listings was 32 days, down from 57 days a year earlier.

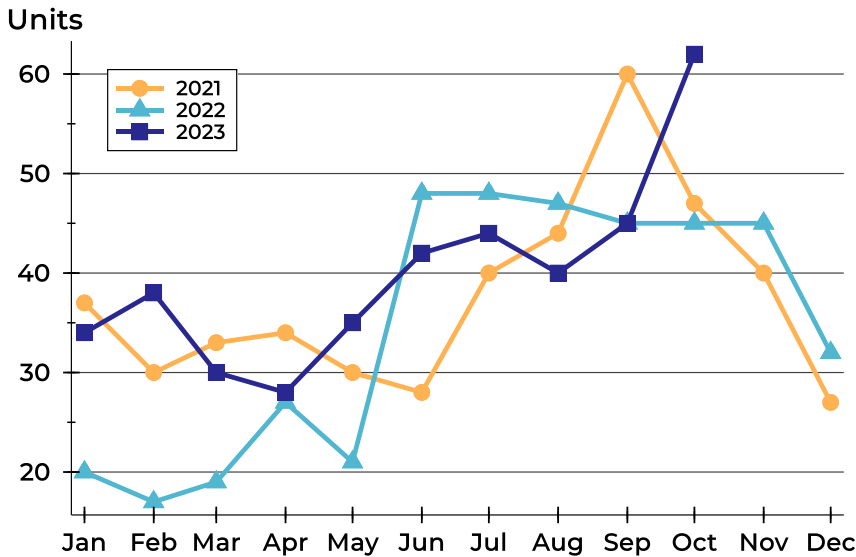
History of Active Listings





North Region Active Listings Analysis

Active Listings by Month



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

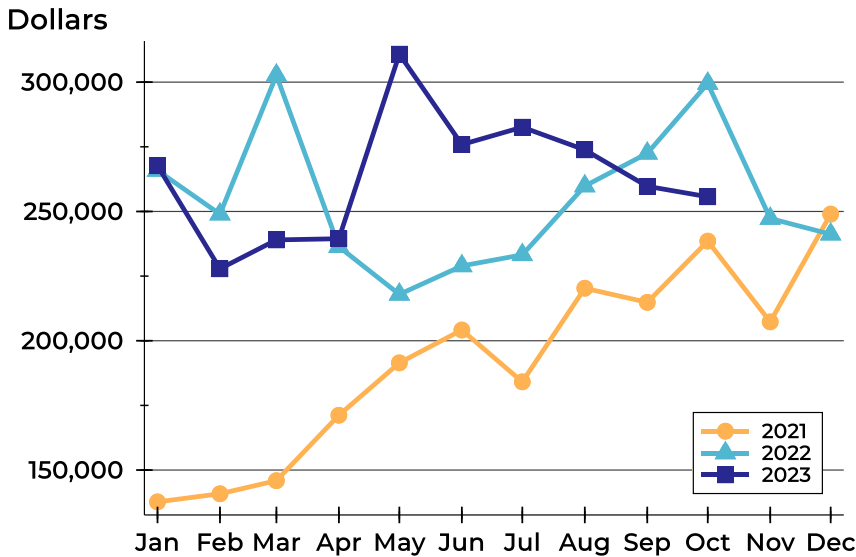
Active Listings by Price Range

Price Range	Active Listings Number	Active Listings Percent	Months' Supply	List Price Average	List Price Median	Days on Market Avg.	Days on Market Med.	Price as % of Orig. Avg.	Price as % of Orig. Med.
Below \$25,000	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$25,000-\$49,999	2	3.2%	3.4	40,000	40,000	205	205	100.0%	100.0%
\$50,000-\$99,999	8	12.9%	3.0	80,499	78,500	69	43	90.5%	95.3%
\$100,000-\$124,999	2	3.2%	N/A	115,000	115,000	37	37	90.0%	90.0%
\$125,000-\$149,999	6	9.7%	2.7	145,567	146,750	38	31	98.4%	100.0%
\$150,000-\$174,999	6	9.7%	2.6	163,942	164,500	25	20	97.6%	98.5%
\$175,000-\$199,999	4	6.5%	1.7	193,373	194,748	32	33	98.9%	100.0%
\$200,000-\$249,999	10	16.1%	3.4	231,259	231,950	54	23	97.4%	99.1%
\$250,000-\$299,999	11	17.7%	3.4	277,340	278,000	50	28	98.1%	100.0%
\$300,000-\$399,999	4	6.5%	1.3	340,725	339,500	26	28	98.4%	100.0%
\$400,000-\$499,999	4	6.5%	N/A	452,225	442,500	63	58	91.7%	91.8%
\$500,000-\$749,999	3	4.8%	2.6	661,300	699,000	41	33	100.0%	100.0%
\$750,000-\$999,999	2	3.2%	N/A	874,250	874,250	122	122	96.9%	96.9%
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A



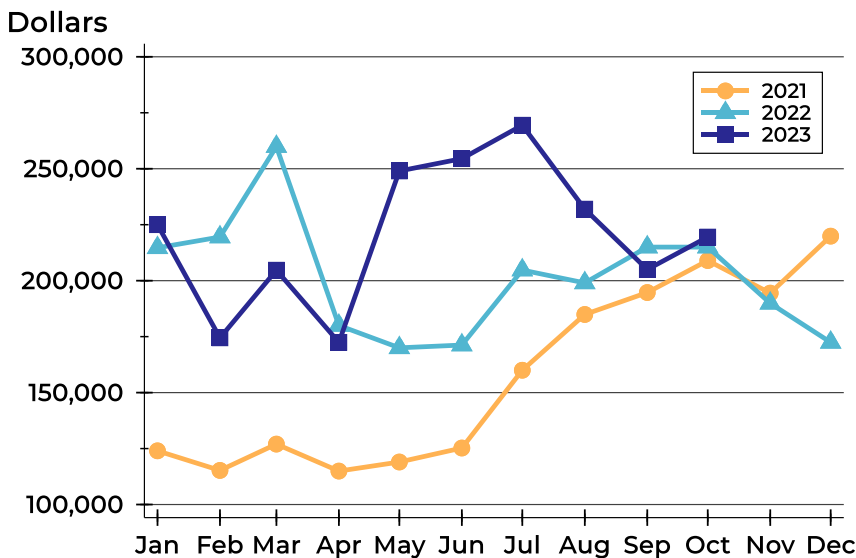
North Region Active Listings Analysis

Average Price



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

Median Price

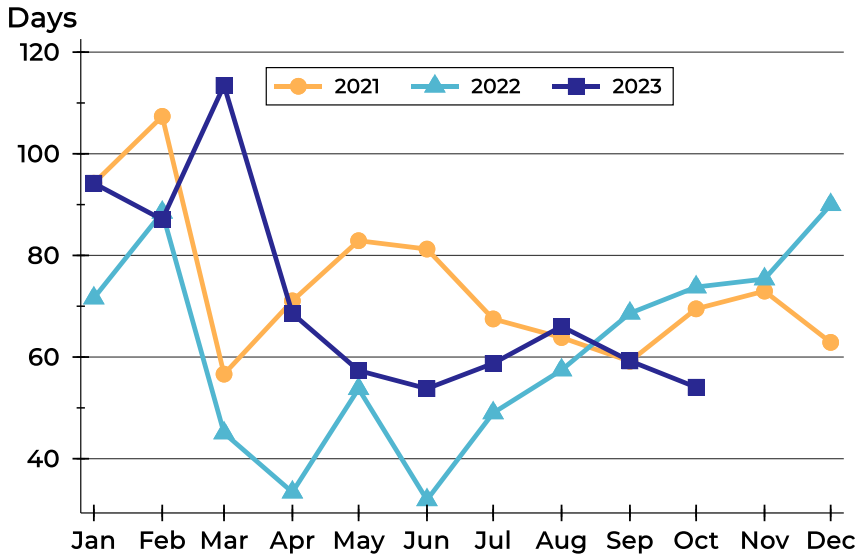


Month	2021	2022	2023
January	124,000	214,700	225,000
February	115,250	219,500	174,450
March	127,000	259,900	204,700
April	114,950	180,000	172,450
May	119,000	170,000	249,000
June	125,250	171,250	254,500
July	160,000	204,750	269,450
August	184,900	199,000	231,975
September	194,700	215,000	205,000
October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



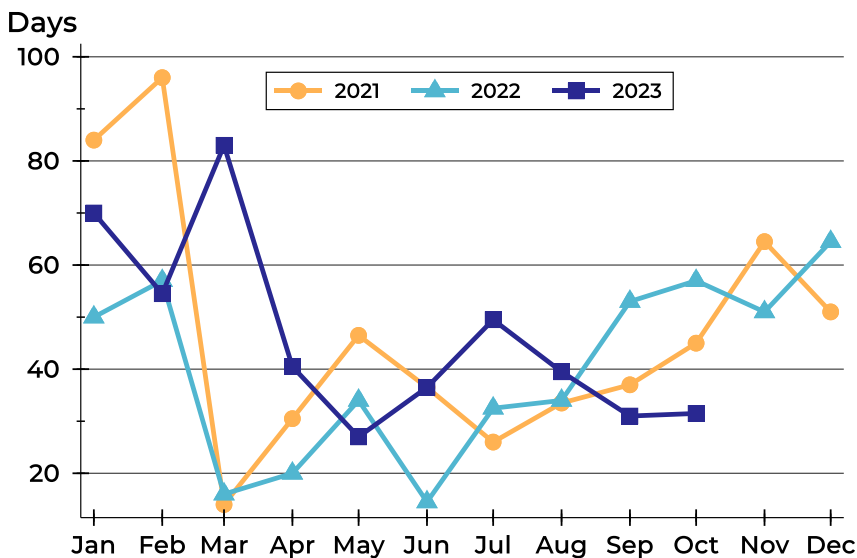
North Region Active Listings Analysis

Average DOM



Month	2021	2022	2023
January	94	72	94
February	107	88	87
March	57	45	113
April	71	33	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	
December	63	90	

Median DOM

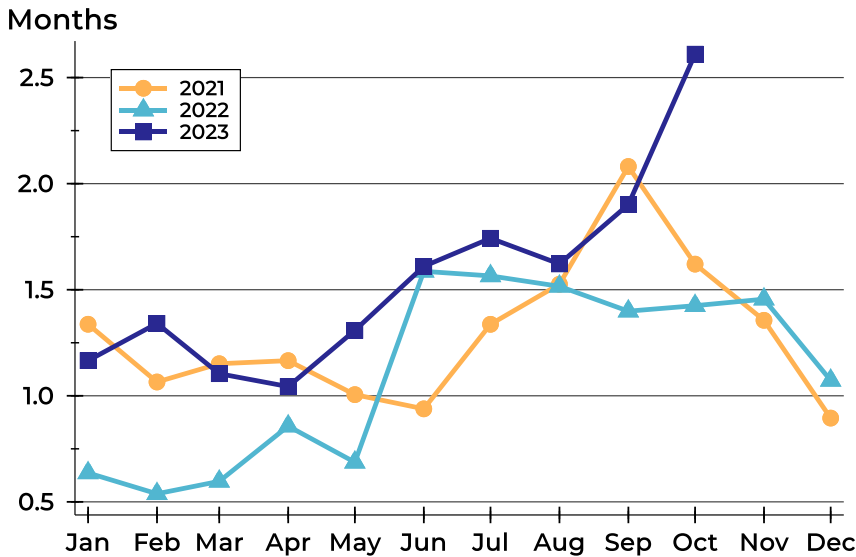


Month	2021	2022	2023
January	84	50	70
February	96	57	55
March	14	16	83
April	31	20	41
May	47	34	27
June	37	15	37
July	26	33	50
August	34	34	40
September	37	53	31
October	45	57	32
November	65	51	
December	51	65	



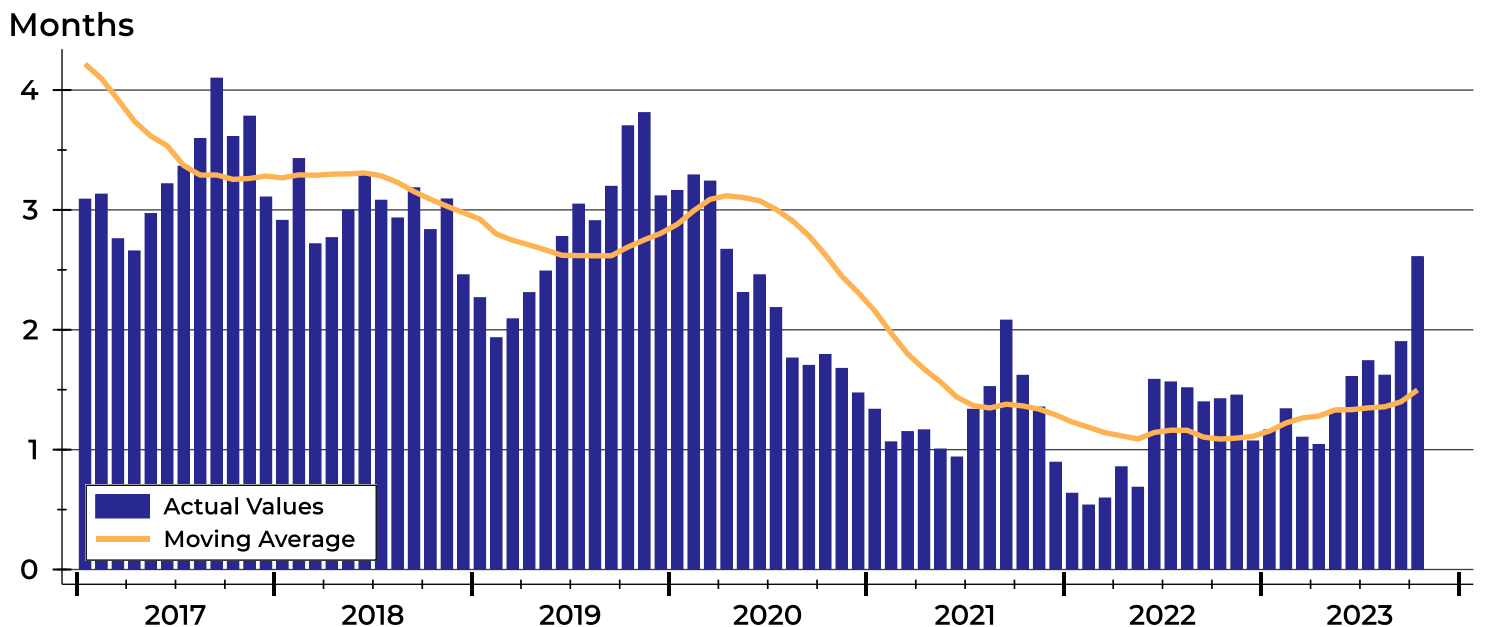
North Region Months' Supply Analysis

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	
December	0.9	1.1	

History of Month's Supply





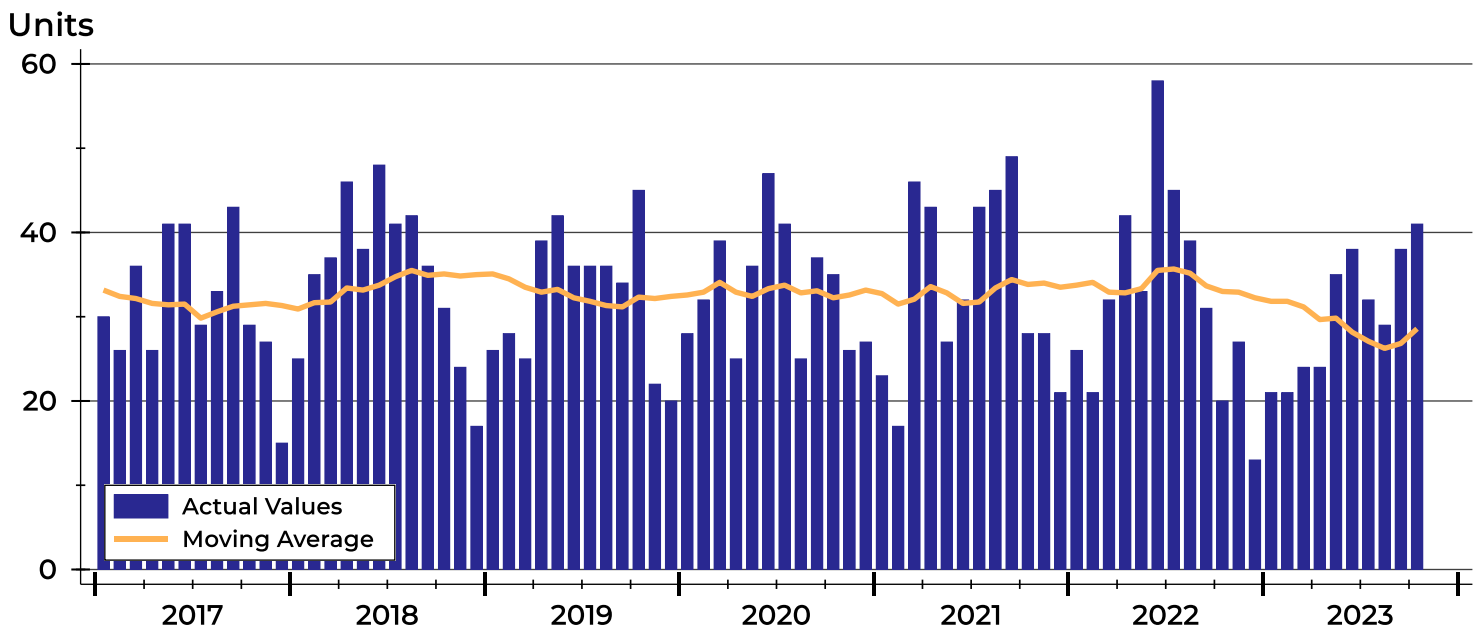
North Region New Listings Analysis

Summary Statistics for New Listings		2023	October 2022	Change
Current Month	New Listings	41	20	105.0%
	Volume (1,000s)	9,654	5,842	65.3%
	Average List Price	235,460	292,105	-19.4%
	Median List Price	220,000	259,500	-15.2%
Year-to-Date	New Listings	303	347	-12.7%
	Volume (1,000s)	72,339	76,791	-5.8%
	Average List Price	238,742	221,300	7.9%
	Median List Price	215,000	194,500	10.5%

A total of 41 new listings were added in North Region during October, up 105.0% from the same month in 2022. Year-to-date North Region has seen 303 new listings.

The median list price of these homes was \$220,000 down from \$259,500 in 2022.

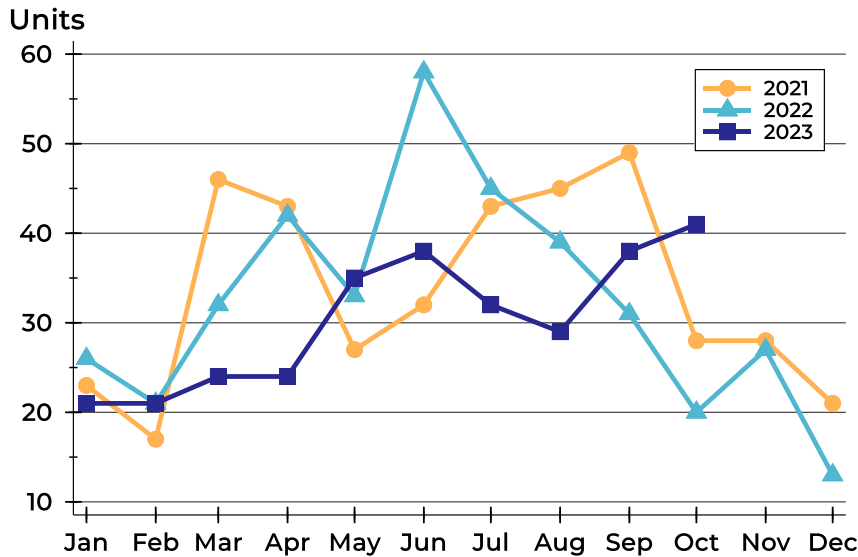
History of New Listings





North Region New Listings Analysis

New Listings by Month



Month	2021	2022	2023
January	23	26	21
February	17	21	21
March	46	32	24
April	43	42	24
May	27	33	35
June	32	58	38
July	43	45	32
August	45	39	29
September	49	31	38
October	28	20	41
November	28	27	
December	21	13	

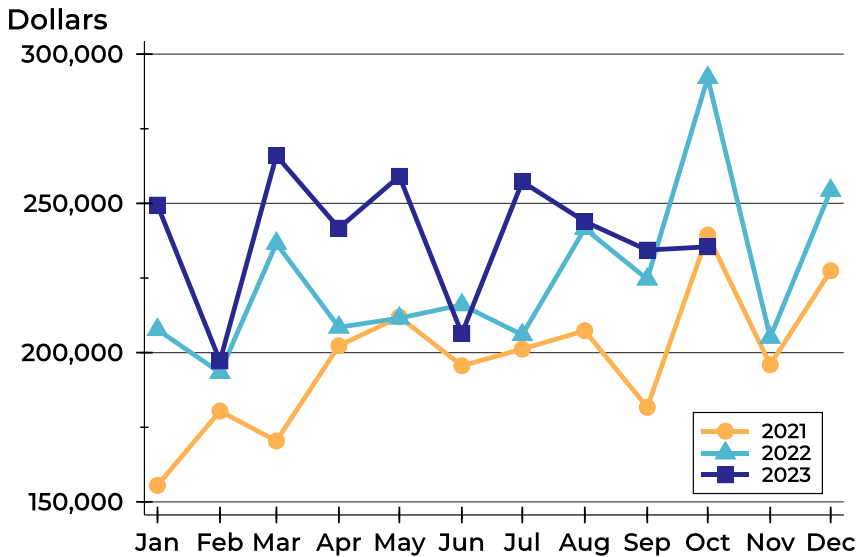
New Listings by Price Range

Price Range	New Listings		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$25,000-\$49,999	1	2.4%	44,900	44,900	11	11	58.3%	58.3%
\$50,000-\$99,999	3	7.3%	88,963	99,900	15	17	85.7%	87.0%
\$100,000-\$124,999	1	2.4%	110,000	110,000	31	31	100.0%	100.0%
\$125,000-\$149,999	3	7.3%	141,600	140,000	19	17	96.6%	100.0%
\$150,000-\$174,999	7	17.1%	162,414	165,000	12	5	100.8%	100.0%
\$175,000-\$199,999	2	4.9%	187,000	187,000	29	29	97.5%	97.5%
\$200,000-\$249,999	10	24.4%	230,365	225,000	21	20	97.1%	100.0%
\$250,000-\$299,999	6	14.6%	273,983	274,450	20	20	97.7%	100.0%
\$300,000-\$399,999	4	9.8%	350,975	355,000	25	25	96.7%	96.8%
\$400,000-\$499,999	2	4.9%	424,950	424,950	28	28	100.0%	100.0%
\$500,000-\$749,999	2	4.9%	547,500	547,500	8	8	100.0%	100.0%
\$750,000-\$999,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



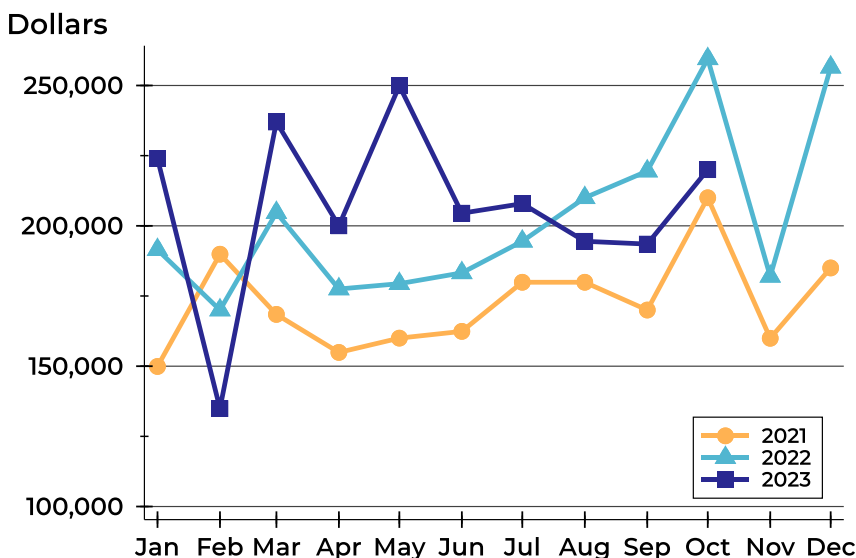
North Region New Listings Analysis

Average Price



Month	2021	2022	2023
January	155,521	207,704	249,421
February	180,419	193,343	197,210
March	170,404	236,584	265,979
April	202,303	208,501	241,704
May	211,946	211,561	259,089
June	195,626	215,984	206,364
July	201,188	205,980	257,259
August	207,351	241,554	243,919
September	181,699	224,600	234,357
October	239,389	292,105	235,460
November	195,930	205,103	
December	227,412	254,323	

Median Price



Month	2021	2022	2023
January	149,900	191,500	224,000
February	189,900	170,000	134,900
March	168,450	204,700	237,000
April	154,900	177,500	200,000
May	160,000	179,400	249,900
June	162,400	183,250	204,500
July	179,900	194,500	207,900
August	179,900	210,000	194,500
September	170,000	219,500	193,500
October	210,000	259,500	220,000
November	159,950	182,000	
December	185,000	256,500	



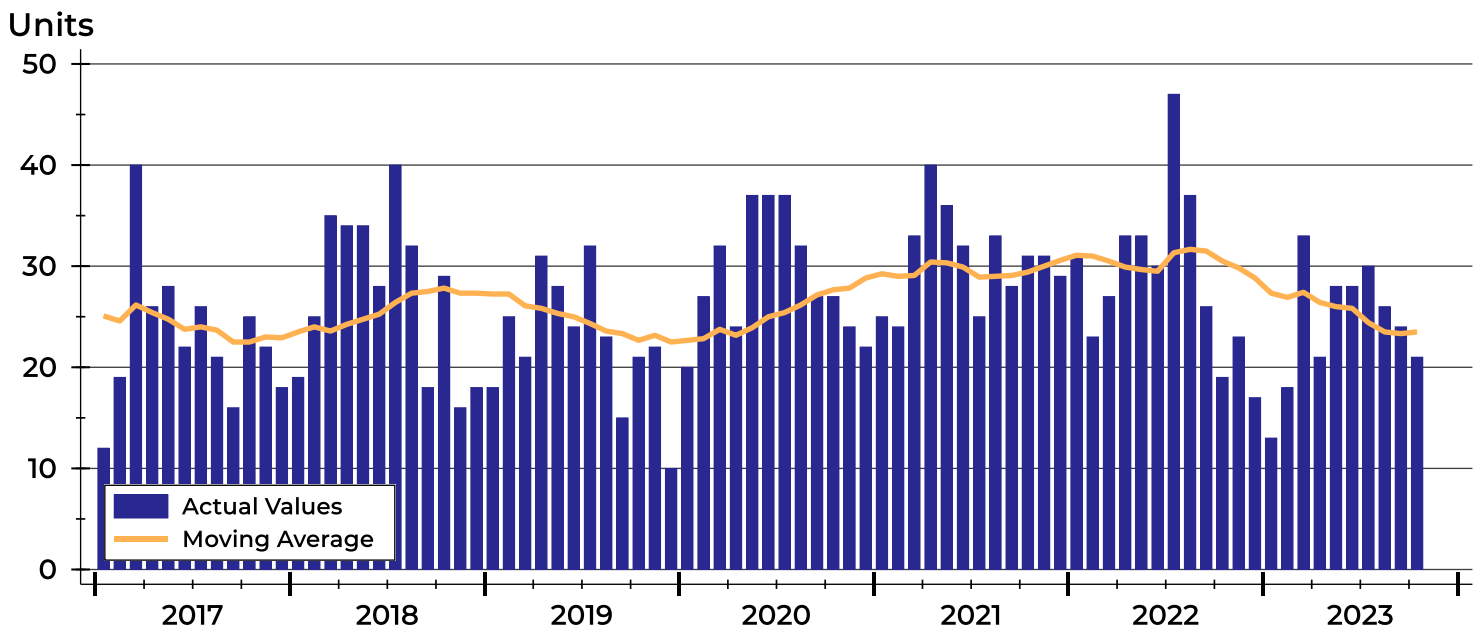
North Region Contracts Written Analysis

Summary Statistics for Contracts Written		October			Year-to-Date		
		2023	2022	Change	2023	2022	Change
Contracts Written		21	19	10.5%	242	306	-20.9%
Volume (1,000s)		3,578	4,539	-21.2%	54,985	65,706	-16.3%
Average	Sale Price	170,362	238,916	-28.7%	227,213	214,725	5.8%
	Days on Market	39	34	14.7%	30	19	57.9%
	Percent of Original	92.6%	94.9%	-2.4%	95.5%	98.2%	-2.7%
Median	Sale Price	165,000	192,000	-14.1%	196,000	189,900	3.2%
	Days on Market	11	15	-26.7%	8	6	33.3%
	Percent of Original	98.5%	96.3%	2.3%	100.0%	100.0%	0.0%

A total of 21 contracts for sale were written in North Region during the month of October, up from 19 in 2022. The median list price of these homes was \$165,000, down from \$192,000 the prior year.

Half of the homes that went under contract in October were on the market less than 11 days, compared to 15 days in October 2022.

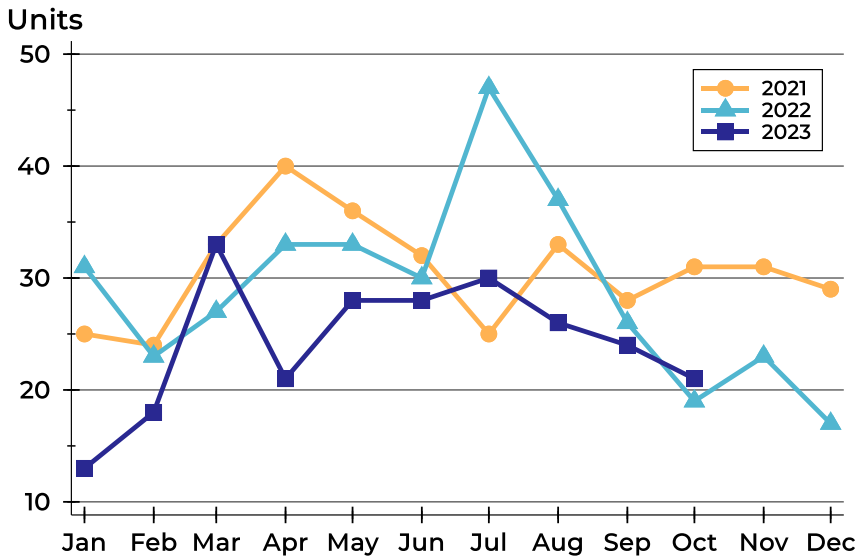
History of Contracts Written





North Region Contracts Written Analysis

Contracts Written by Month



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

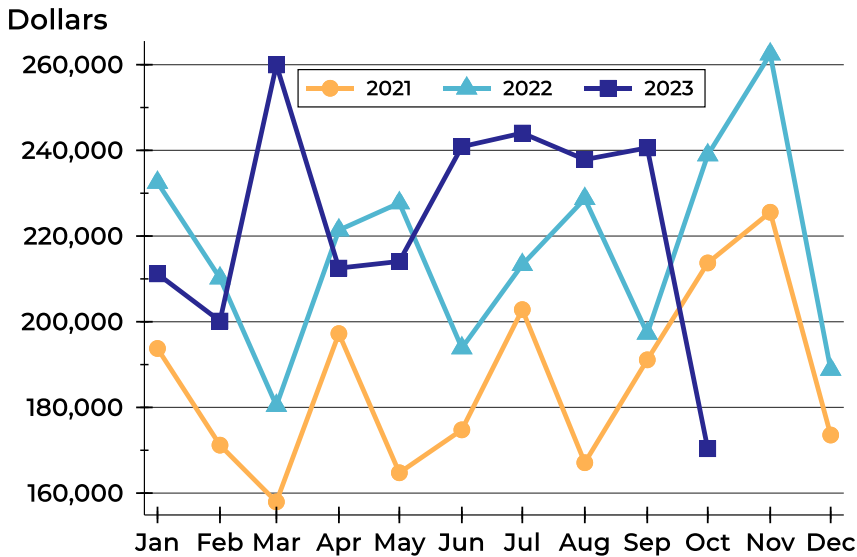
Contracts Written by Price Range

Price Range	Contracts Written		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$25,000-\$49,999	4	19.0%	41,600	44,950	109	90	76.6%	74.1%
\$50,000-\$99,999	2	9.5%	94,950	94,950	26	26	95.0%	95.0%
\$100,000-\$124,999	1	4.8%	119,000	119,000	61	61	74.8%	74.8%
\$125,000-\$149,999	1	4.8%	149,900	149,900	4	4	100.0%	100.0%
\$150,000-\$174,999	3	14.3%	160,000	165,000	3	4	100.0%	100.0%
\$175,000-\$199,999	2	9.5%	179,500	179,500	16	16	99.6%	99.6%
\$200,000-\$249,999	3	14.3%	223,167	225,000	12	7	97.3%	100.0%
\$250,000-\$299,999	4	19.0%	273,475	267,000	46	31	97.3%	97.3%
\$300,000-\$399,999	1	4.8%	350,000	350,000	15	15	93.3%	93.3%
\$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



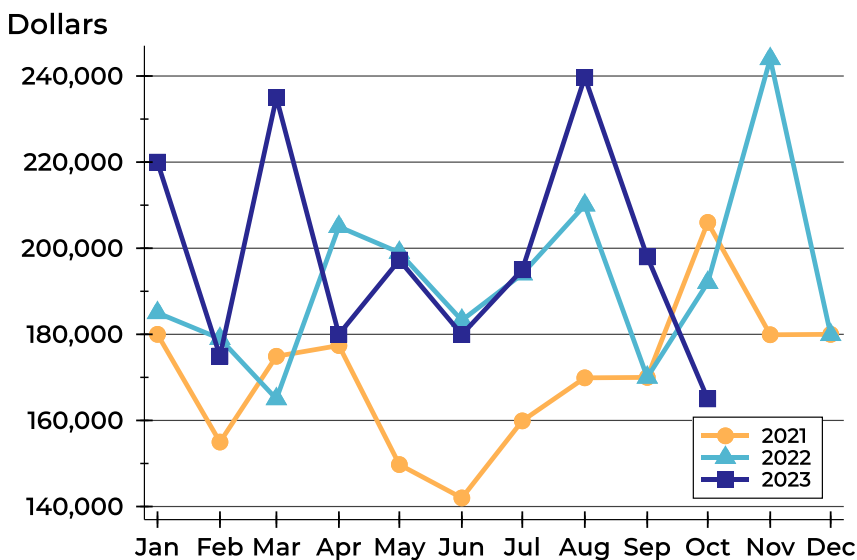
North Region Contracts Written Analysis

Average Price



Month	2021	2022	2023
January	193,759	232,503	211,177
February	171,195	210,178	200,164
March	157,955	180,415	259,953
April	197,234	221,386	212,524
May	164,746	227,724	214,082
June	174,770	193,868	240,868
July	202,832	213,306	244,043
August	167,100	228,714	237,858
September	191,111	197,277	240,583
October	213,726	238,916	170,362
November	225,556	262,463	
December	173,560	188,847	

Median Price

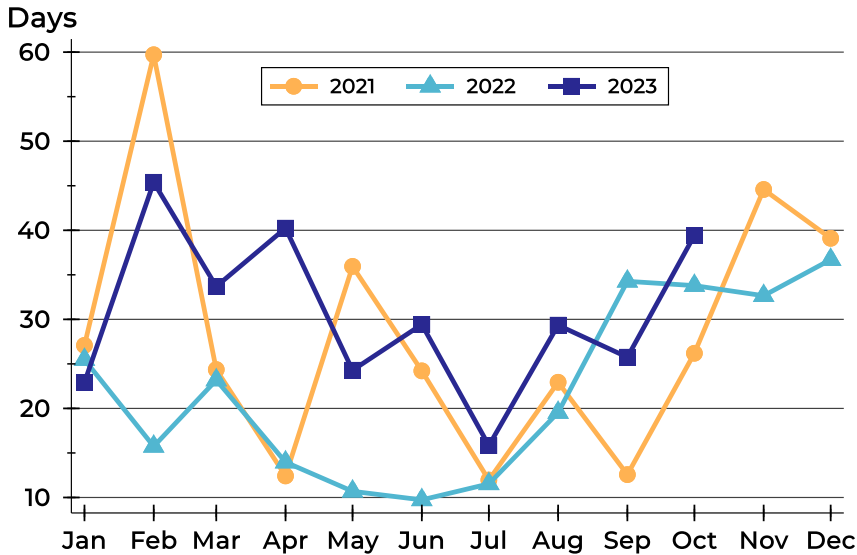


Month	2021	2022	2023
January	180,000	185,000	220,000
February	154,975	179,000	174,950
March	174,900	165,000	235,000
April	177,400	205,000	180,000
May	149,750	199,000	197,250
June	142,000	183,250	179,950
July	159,900	194,000	195,000
August	169,900	210,000	239,700
September	170,000	170,000	198,000
October	206,000	192,000	165,000
November	179,900	244,000	
December	180,000	179,900	



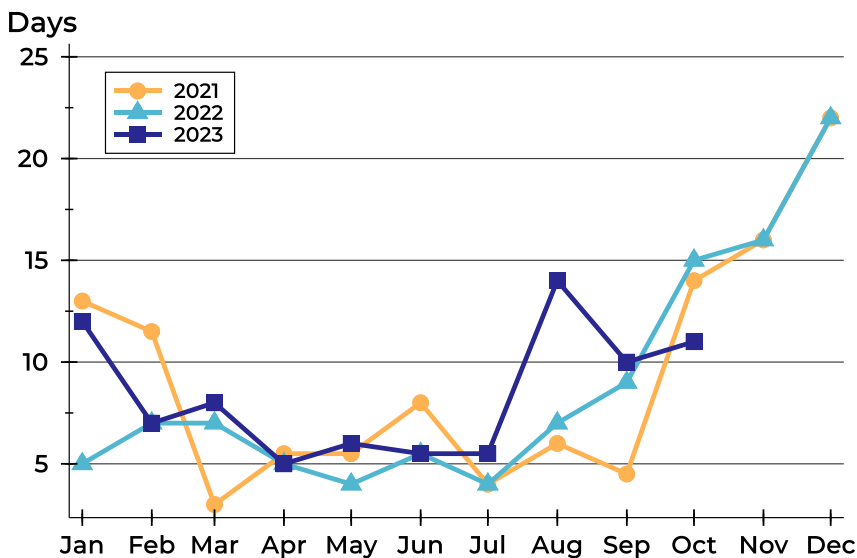
North Region Contracts Written Analysis

Average DOM



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

Median DOM



Month	2021	2022	2023
January	13	5	12
February	12	7	7
March	3	7	8
April	6	5	5
May	6	4	6
June	8	6	6
July	4	4	6
August	6	7	14
September	5	9	10
October	14	15	11
November	16	16	
December	22	22	



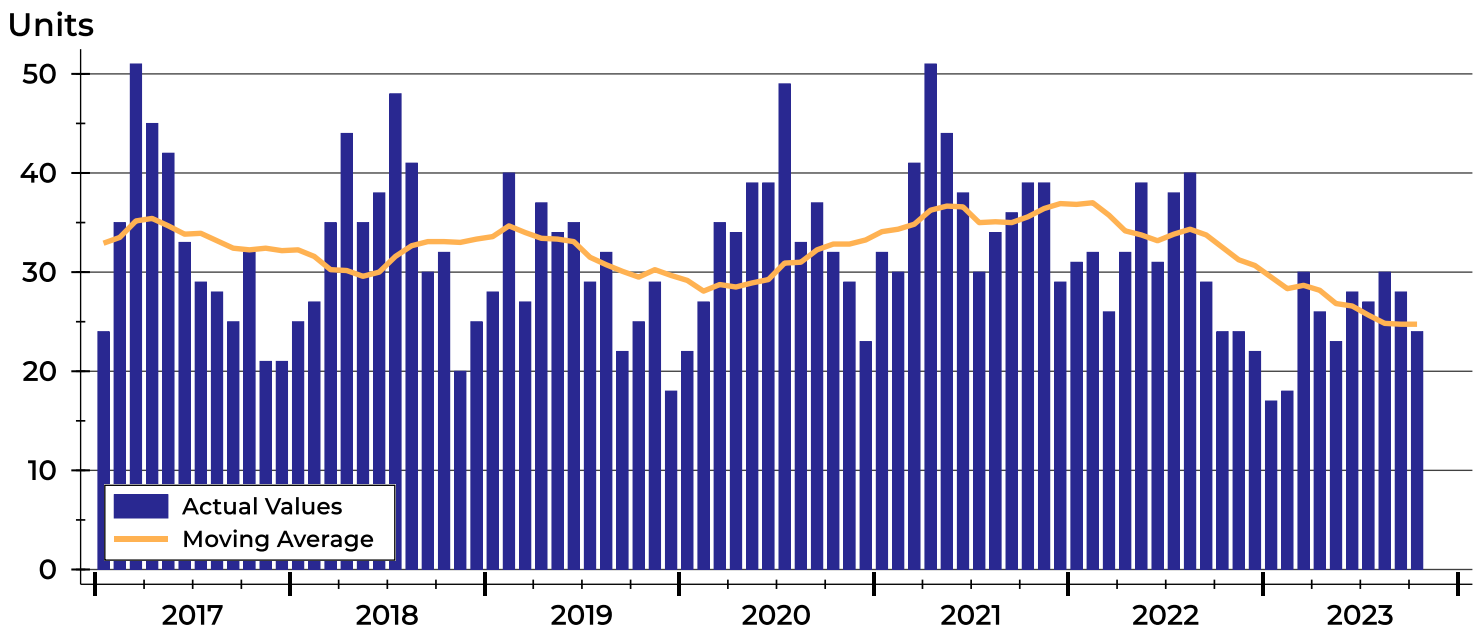
North Region Pending Contracts Analysis

Summary Statistics for Pending Contracts		End of October		
		2023	2022	Change
Pending Contracts		24	24	0.0%
Volume (1,000s)		4,507	5,760	-21.8%
Average	List Price	187,777	239,988	-21.8%
	Days on Market	39	41	-4.9%
	Percent of Original	95.1%	95.8%	-0.7%
Median	List Price	188,000	213,500	-11.9%
	Days on Market	15	32	-53.1%
	Percent of Original	100.0%	98.3%	1.7%

A total of 24 listings in North Region had contracts pending at the end of October, the same number of contracts pending at the end of October 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.

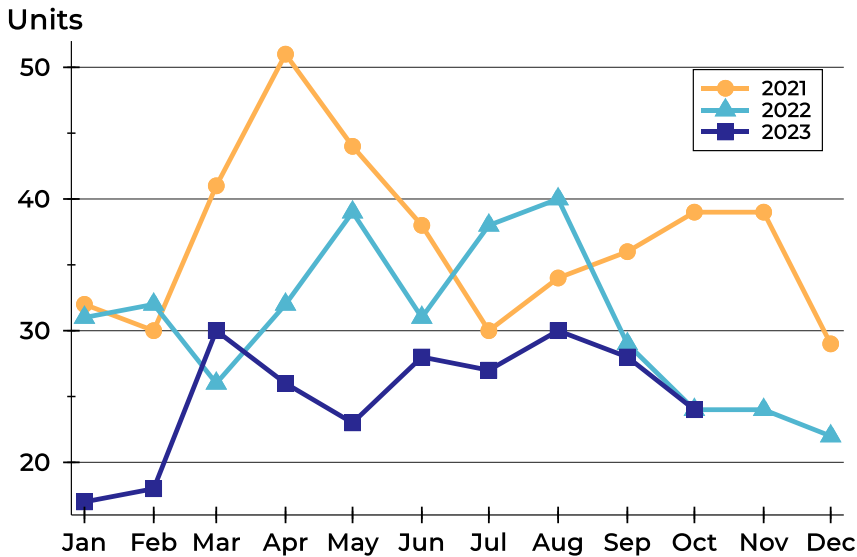
History of Pending Contracts





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	
December	29	22	

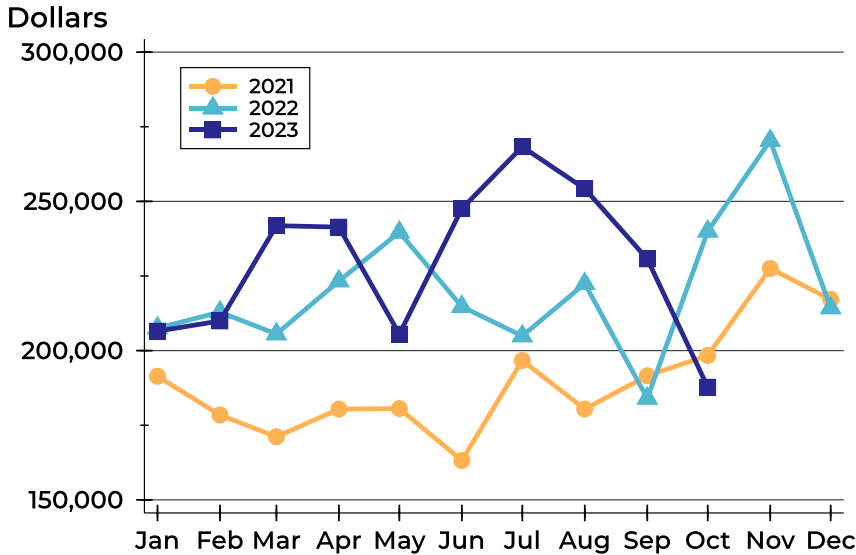
Pending Contracts by Price Range

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	3	12.5%	40,467	44,900	143	169	76.7%	78.9%
\$50,000-\$99,999	2	8.3%	85,000	85,000	42	42	100.0%	100.0%
\$100,000-\$124,999	2	8.3%	121,000	121,000	31	31	87.4%	87.4%
\$125,000-\$149,999	1	4.2%	145,000	145,000	8	8	100.0%	100.0%
\$150,000-\$174,999	3	12.5%	160,000	165,000	3	4	100.0%	100.0%
\$175,000-\$199,999	2	8.3%	188,000	188,000	15	15	100.0%	100.0%
\$200,000-\$249,999	5	20.8%	227,870	229,500	37	25	98.0%	100.0%
\$250,000-\$299,999	4	16.7%	281,975	281,950	28	31	98.6%	99.2%
\$300,000-\$399,999	2	8.3%	352,500	352,500	14	14	96.7%	96.7%
\$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



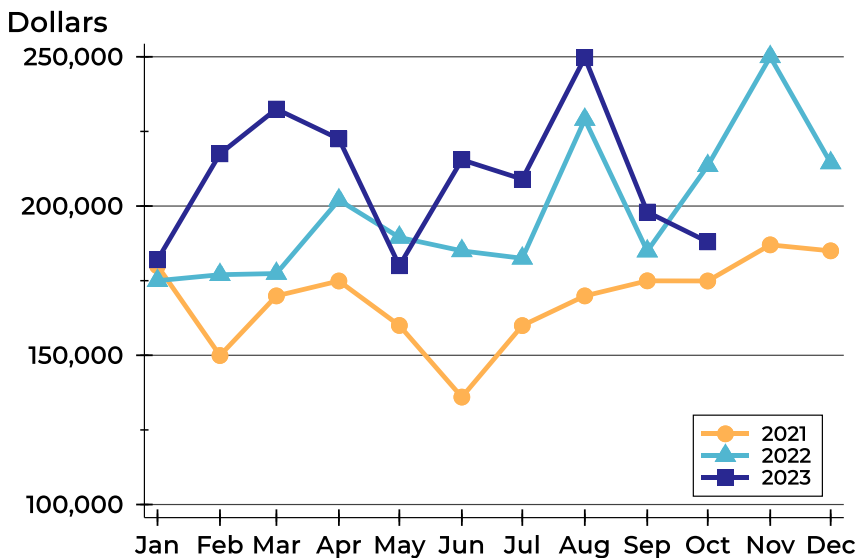
North Region Pending Contracts Analysis

Average Price



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

Median Price

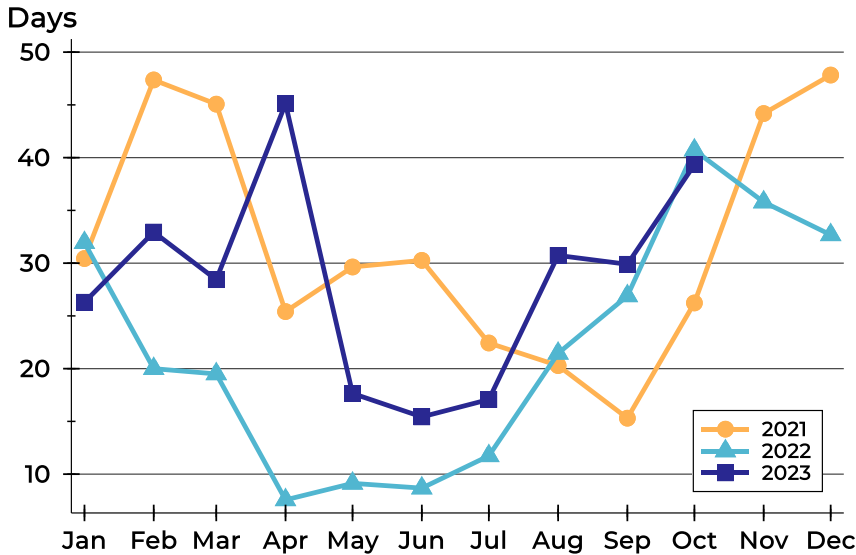


Month	2021	2022	2023
January	180,000	175,000	182,000
February	149,925	177,000	217,500
March	169,900	177,400	232,500
April	174,900	202,000	222,500
May	160,000	189,500	180,000
June	136,000	185,000	215,500
July	159,950	182,500	209,000
August	169,900	229,000	249,700
September	174,950	184,900	198,000
October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



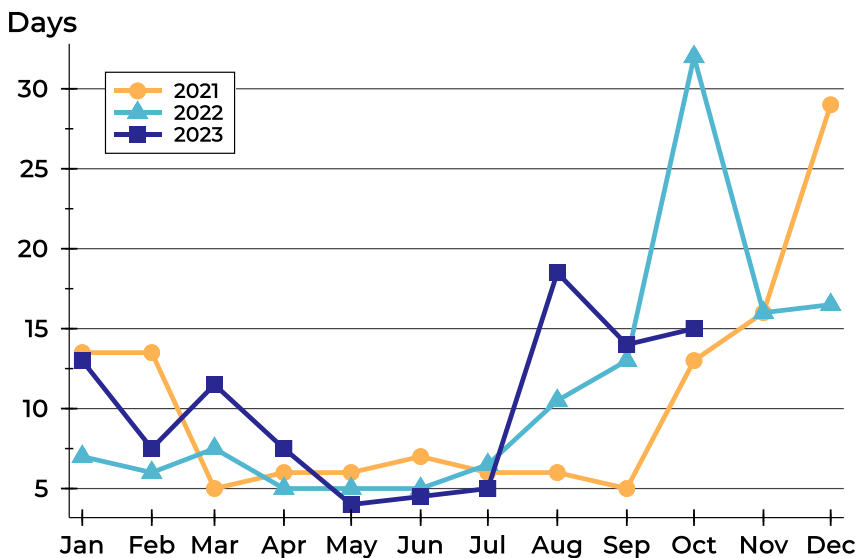
North Region Pending Contracts Analysis

Average DOM



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

Median DOM



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



**October
2023**

Sunflower MLS Statistics



South Region Housing Report



Market Overview

South Region Home Sales Fell in October

Total home sales in South Region fell last month to 39 units, compared to 41 units in October 2022. Total sales volume was \$7.4 million, down from a year earlier.

The median sale price in October was \$172,000, down from \$189,500 a year earlier. Homes that sold in October were typically on the market for 7 days and sold for 97.0% of their list prices.

South Region Active Listings Up at End of October

The total number of active listings in South Region at the end of October was 43 units, up from 32 at the same point in 2022. 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 \$167,500.

During October, a total of 27 contracts were written up from 22 in October 2022. At the end of the month, there were 35 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		
		2023	2022	2021	2023	2022	2021
Home Sales		39	41	38	309	366	380
Change from prior year		-4.9%	7.9%	26.7%	-15.6%	-3.7%	11.1%
Active Listings		43	32	42	N/A	N/A	N/A
Change from prior year		34.4%	-23.8%	-17.6%			
Months' Supply		1.4	0.8	1.1	N/A	N/A	N/A
Change from prior year		75.0%	-27.3%	-26.7%			
New Listings		36	28	51	380	393	465
Change from prior year		28.6%	-45.1%	2.0%	-3.3%	-15.5%	10.5%
Contracts Written		27	22	52	323	355	414
Change from prior year		22.7%	-57.7%	4.0%	-9.0%	-14.3%	7.5%
Pending Contracts		35	33	66	N/A	N/A	N/A
Change from prior year		6.1%	-50.0%	22.2%			
Sales Volume (1,000s)		7,376	7,945	5,865	58,197	63,729	58,188
Change from prior year		-7.2%	35.5%	55.6%	-8.7%	9.5%	20.3%
Average	Sale Price	189,132	193,788	154,339	188,338	174,123	153,127
	Change from prior year	-2.4%	25.6%	22.9%	8.2%	13.7%	8.2%
	List Price of Actives	227,314	209,934	147,499	N/A	N/A	N/A
	Change from prior year	8.3%	42.3%	2.9%			
	Days on Market	20	18	15	20	18	23
Change from prior year	11.1%	20.0%	-65.1%	11.1%	-21.7%	-45.2%	
Percent of List	96.5%	95.9%	96.9%	97.8%	97.6%	97.0%	
Change from prior year	0.6%	-1.0%	2.1%	0.2%	0.6%	0.9%	
Percent of Original	94.6%	94.3%	96.0%	96.2%	96.0%	96.1%	
Change from prior year	0.3%	-1.8%	5.1%	0.2%	-0.1%	2.1%	
Median	Sale Price	172,000	189,500	160,250	165,000	143,750	142,000
	Change from prior year	-9.2%	18.3%	68.7%	14.8%	1.2%	6.8%
	List Price of Actives	167,500	207,250	124,900	N/A	N/A	N/A
	Change from prior year	-19.2%	65.9%	0.0%			
	Days on Market	7	7	7	6	6	5
Change from prior year	0.0%	0.0%	-56.3%	0.0%	20.0%	-61.5%	
Percent of List	97.0%	99.8%	98.1%	99.4%	99.4%	98.7%	
Change from prior year	-2.8%	1.7%	1.2%	0.0%	0.7%	1.2%	
Percent of Original	96.4%	98.7%	97.5%	98.4%	98.5%	98.1%	
Change from prior year	-2.3%	1.2%	3.2%	-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

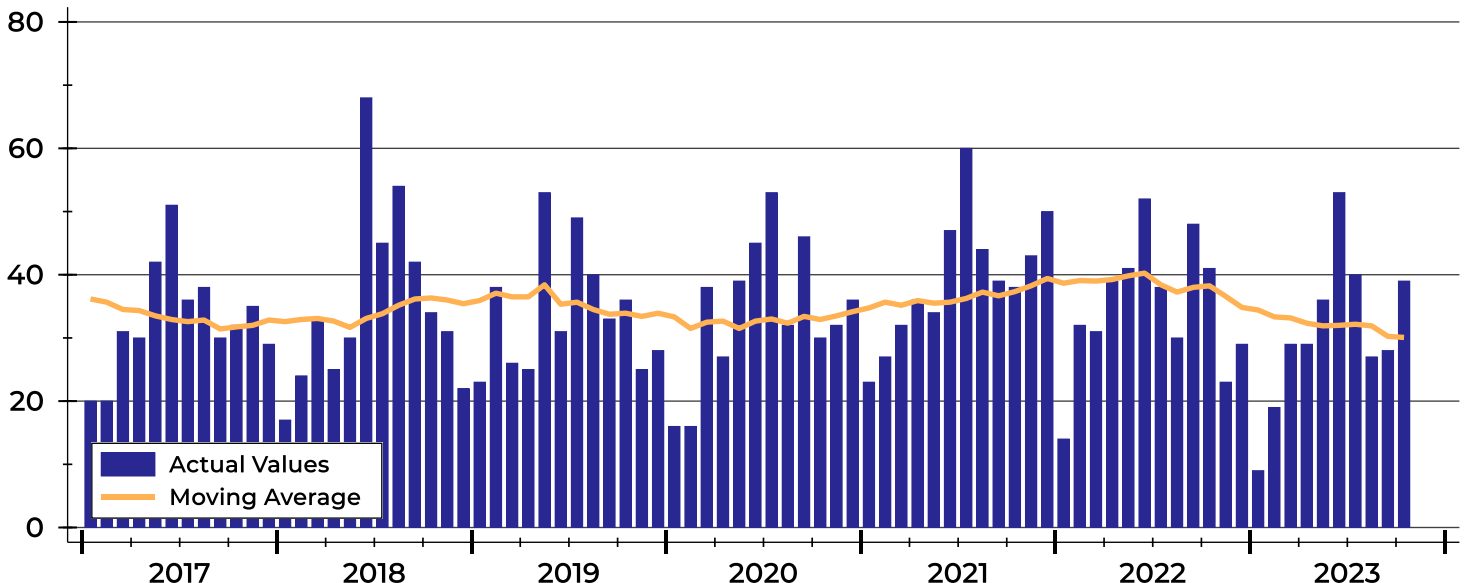
Summary Statistics for Closed Listings		October			Year-to-Date		
		2023	2022	Change	2023	2022	Change
Closed Listings		39	41	-4.9%	309	366	-15.6%
Volume (1,000s)		7,376	7,945	-7.2%	58,197	63,729	-8.7%
Months' Supply		1.4	0.8	75.0%	N/A	N/A	N/A
Average	Sale Price	189,132	193,788	-2.4%	188,338	174,123	8.2%
	Days on Market	20	18	11.1%	20	18	11.1%
	Percent of List	96.5%	95.9%	0.6%	97.8%	97.6%	0.2%
	Percent of Original	94.6%	94.3%	0.3%	96.2%	96.0%	0.2%
Median	Sale Price	172,000	189,500	-9.2%	165,000	143,750	14.8%
	Days on Market	7	7	0.0%	6	6	0.0%
	Percent of List	97.0%	99.8%	-2.8%	99.4%	99.4%	0.0%
	Percent of Original	96.4%	98.7%	-2.3%	98.4%	98.5%	-0.1%

A total of 39 homes sold in South Region in October, down from 41 units in October 2022. Total sales volume fell to \$7.4 million compared to \$7.9 million in the previous year.

The median sales price in October was \$172,000, down 9.2% compared to the prior year. Median days on market was 7 days, up from 6 days in September, but similar to October 2022.

History of Closed Listings

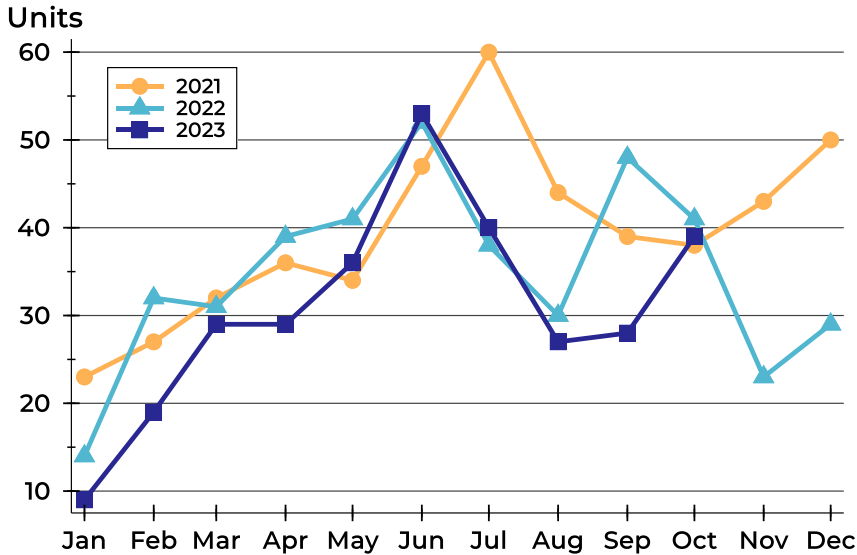
Units





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	
December	50	29	

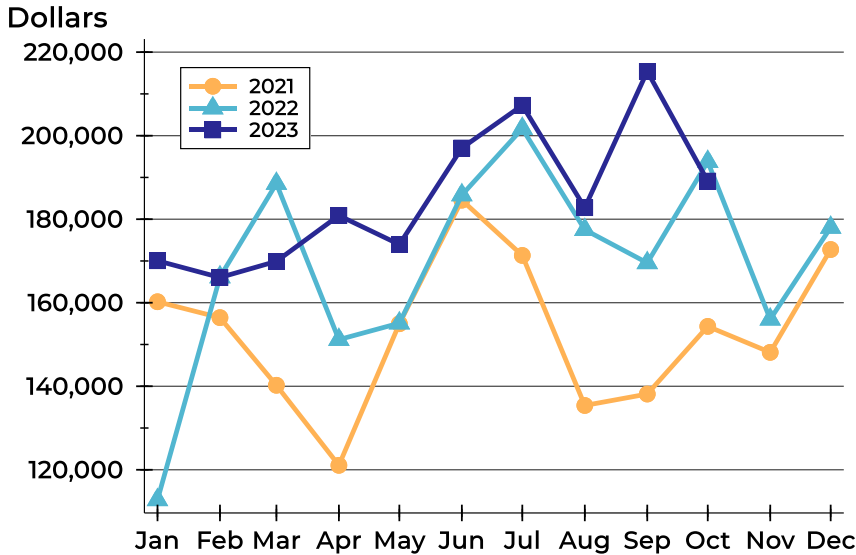
Closed Listings by Price Range

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	4	10.3%	0.8	33,670	34,000	10	10	88.7%	97.6%	85.6%	91.4%
\$50,000-\$99,999	1	2.6%	2.8	95,000	95,000	9	9	86.4%	86.4%	86.4%	86.4%
\$100,000-\$124,999	6	15.4%	1.2	110,167	111,500	33	9	96.6%	97.0%	94.3%	96.1%
\$125,000-\$149,999	5	12.8%	0.7	142,100	143,500	16	4	97.0%	96.4%	95.6%	94.1%
\$150,000-\$174,999	4	10.3%	1.7	159,975	158,950	4	5	100.3%	100.3%	100.3%	100.3%
\$175,000-\$199,999	2	5.1%	1.4	183,750	183,750	5	5	96.6%	96.6%	96.6%	96.6%
\$200,000-\$249,999	9	23.1%	0.6	231,589	230,000	27	8	98.5%	100.0%	95.5%	97.0%
\$250,000-\$299,999	2	5.1%	1.8	268,640	268,640	30	30	96.5%	96.5%	95.3%	95.3%
\$300,000-\$399,999	5	12.8%	2.1	337,200	335,000	15	10	97.1%	95.7%	95.2%	94.6%
\$400,000-\$499,999	1	2.6%	1.2	460,000	460,000	57	57	97.0%	97.0%	97.0%	97.0%
\$500,000-\$749,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$750,000-\$999,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A



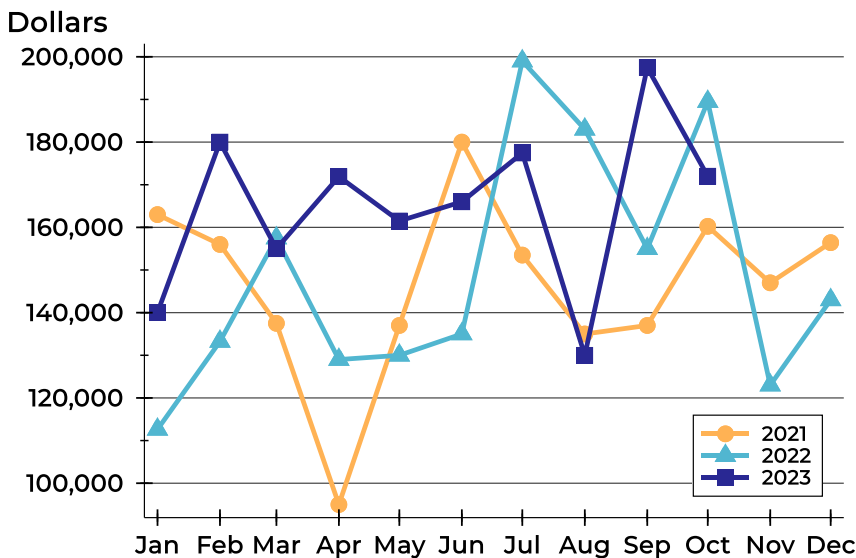
South Region Closed Listings Analysis

Average Price



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

Median Price

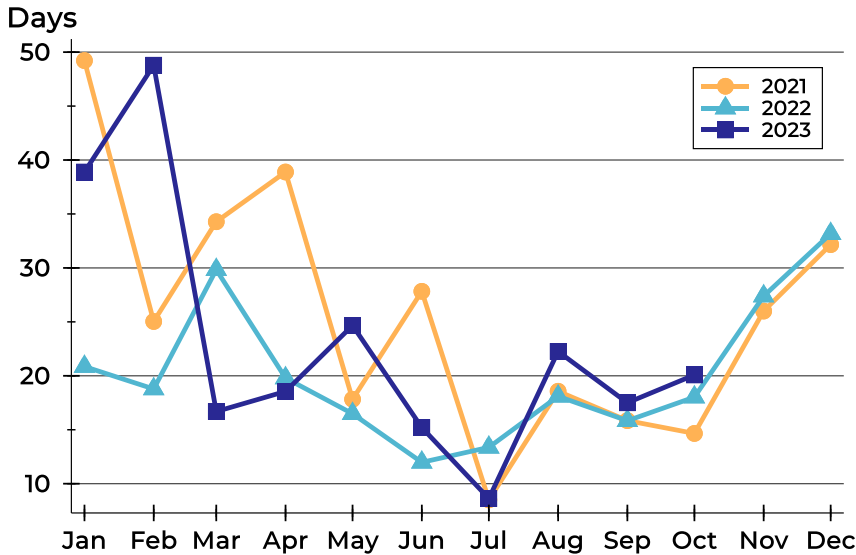


Month	2021	2022	2023
January	163,000	112,625	140,000
February	156,000	133,250	180,000
March	137,500	157,500	155,000
April	95,000	129,000	171,900
May	137,000	130,000	161,500
June	180,000	135,000	166,000
July	153,500	199,000	177,450
August	135,000	183,000	130,000
September	137,000	155,000	197,500
October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



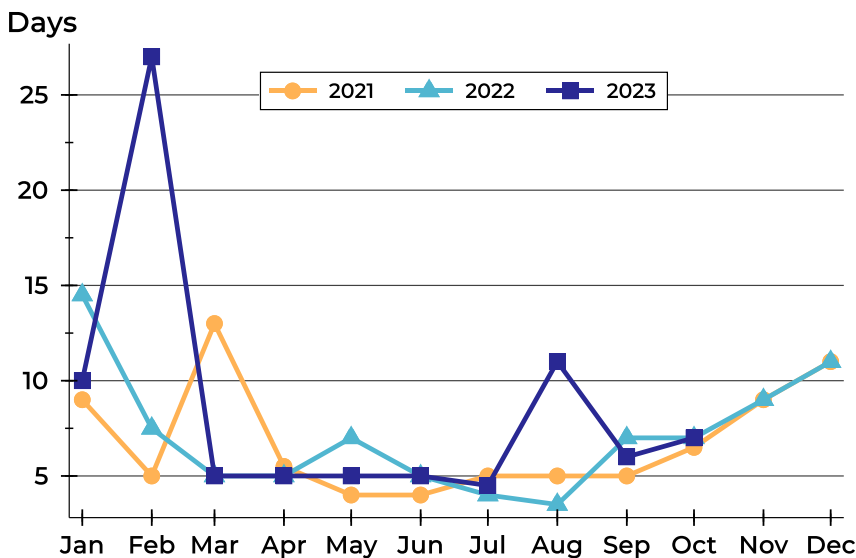
South Region Closed Listings Analysis

Average DOM



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

Median DOM



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



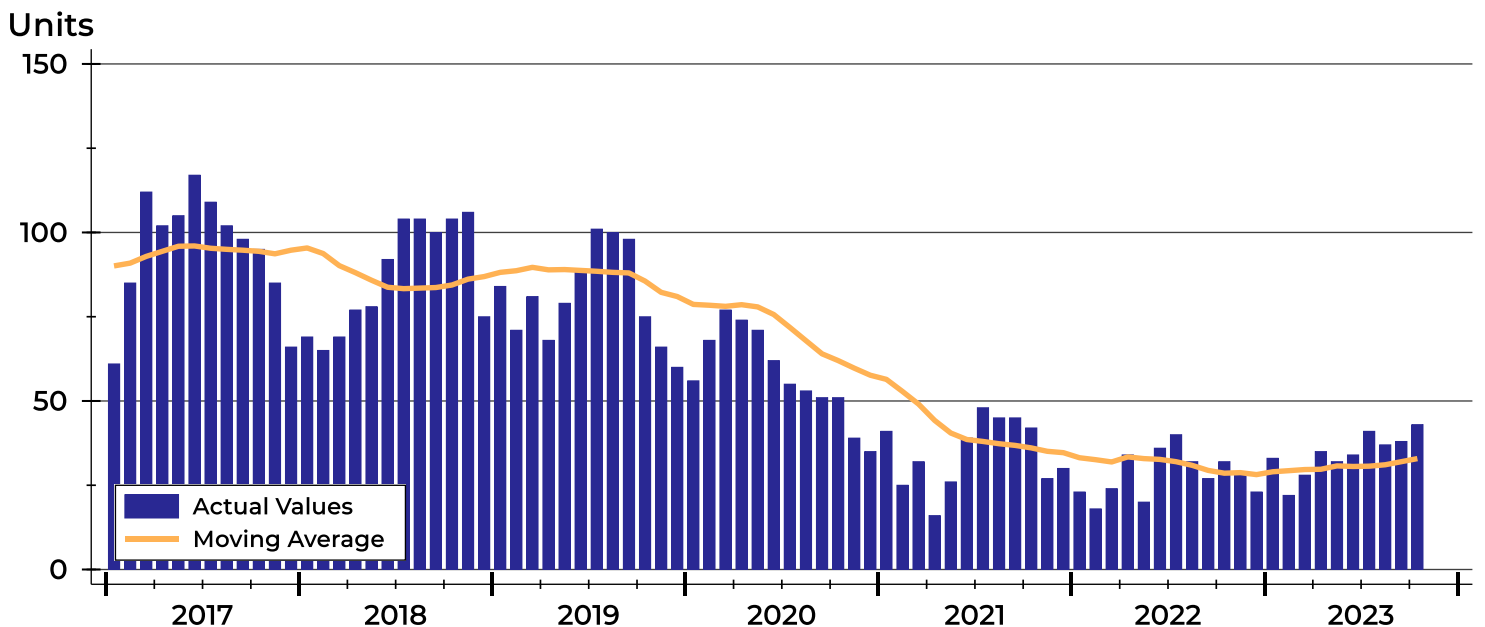
South Region Active Listings Analysis

Summary Statistics for Active Listings		2023	End of October 2022	Change
Active Listings		43	32	34.4%
Volume (1,000s)		9,775	6,718	45.5%
Months' Supply		1.4	0.8	75.0%
Average	List Price	227,314	209,934	8.3%
	Days on Market	56	67	-16.4%
	Percent of Original	96.5%	92.0%	4.9%
Median	List Price	167,500	207,250	-19.2%
	Days on Market	34	41	-17.1%
	Percent of Original	100.0%	94.9%	5.4%

A total of 43 homes were available for sale in South 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 \$167,500, down 19.2% from 2022. The typical time on market for active listings was 34 days, down from 41 days a year earlier.

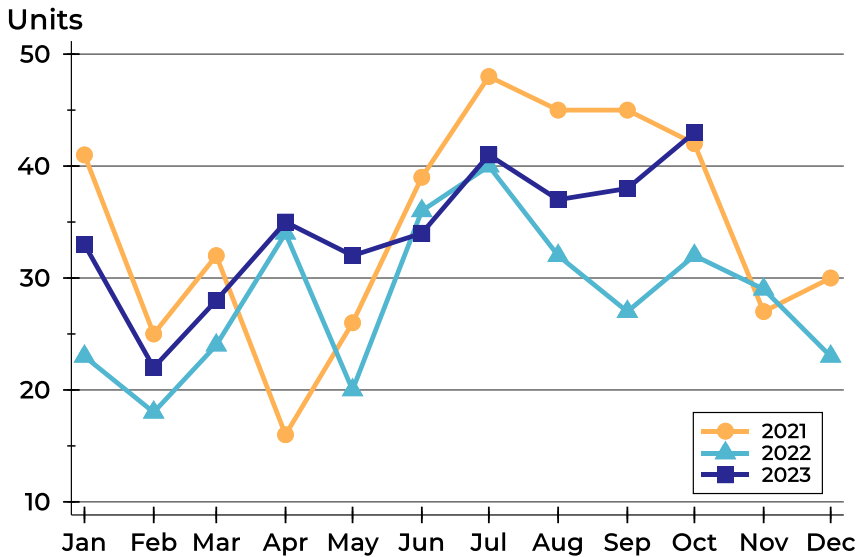
History of Active Listings





South Region Active Listings Analysis

Active Listings by Month



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

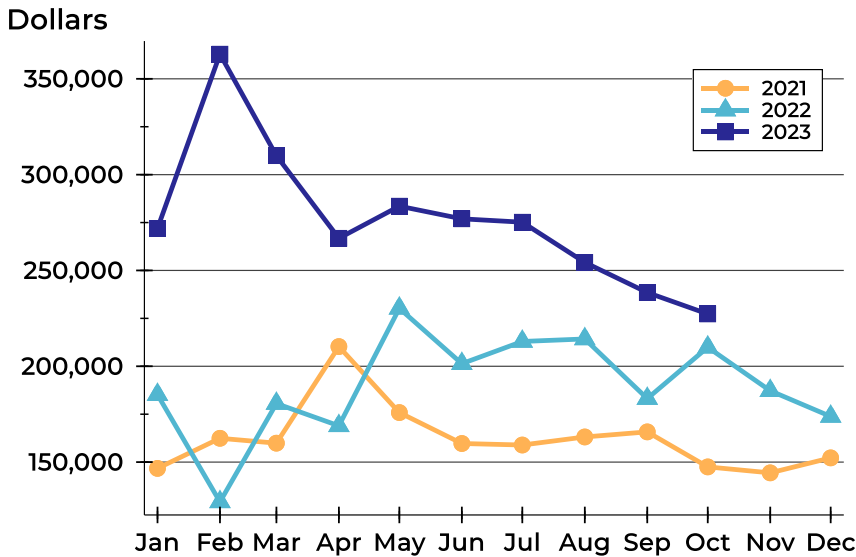
Active Listings by Price Range

Price Range	Active Listings		Months' Supply	List Price		Days on Market		Price as % of Orig.	
	Number	Percent		Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$25,000-\$49,999	1	2.3%	0.8	38,400	38,400	67	67	96.2%	96.2%
\$50,000-\$99,999	9	20.9%	2.8	69,778	65,900	15	20	98.7%	100.0%
\$100,000-\$124,999	5	11.6%	1.2	115,920	115,000	41	34	95.6%	100.0%
\$125,000-\$149,999	3	7.0%	0.7	141,567	139,900	44	53	95.7%	96.7%
\$150,000-\$174,999	5	11.6%	1.7	162,900	167,500	73	57	92.8%	95.0%
\$175,000-\$199,999	3	7.0%	1.4	189,500	189,500	50	40	96.9%	95.9%
\$200,000-\$249,999	3	7.0%	0.6	229,800	220,000	33	30	100.3%	100.0%
\$250,000-\$299,999	4	9.3%	1.8	266,975	267,450	102	120	95.7%	98.1%
\$300,000-\$399,999	6	14.0%	2.1	331,283	324,450	51	47	96.8%	97.0%
\$400,000-\$499,999	1	2.3%	1.2	419,000	419,000	77	77	98.6%	98.6%
\$500,000-\$749,999	2	4.7%	N/A	579,900	579,900	155	155	92.4%	92.4%
\$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	2.3%	N/A	1,397,000	1,397,000	168	168	100.0%	100.0%



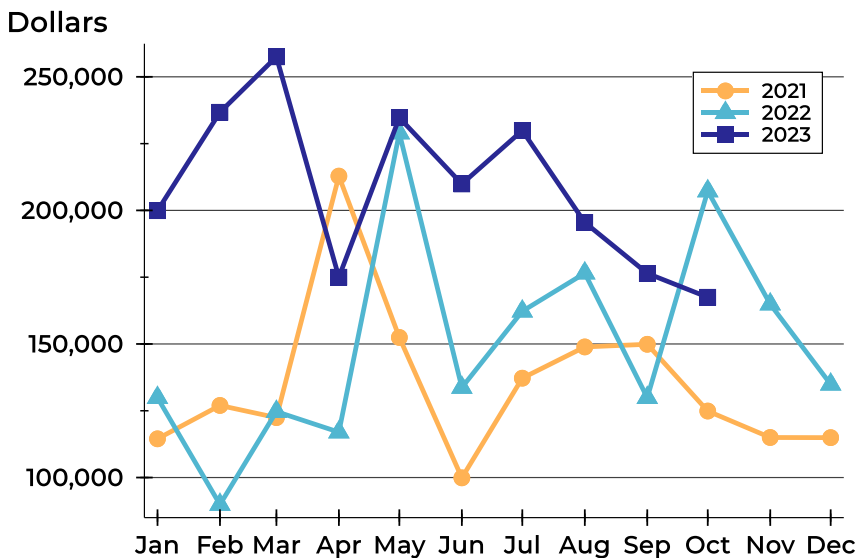
South Region Active Listings Analysis

Average Price



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

Median Price

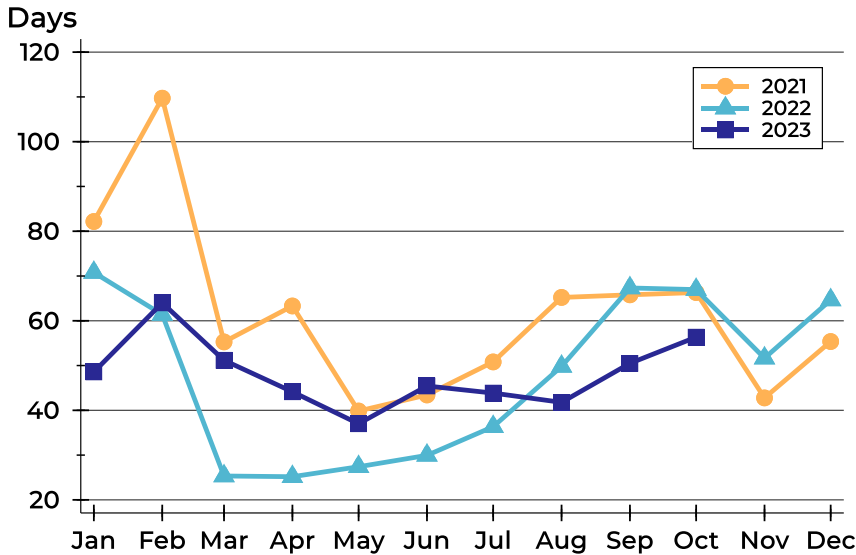


Month	2021	2022	2023
January	114,500	129,900	199,900
February	127,000	89,900	236,750
March	122,448	124,700	257,500
April	212,850	117,000	175,000
May	152,450	228,950	234,700
June	99,900	133,700	209,900
July	137,200	162,250	229,900
August	148,900	176,500	195,500
September	149,900	129,900	176,450
October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



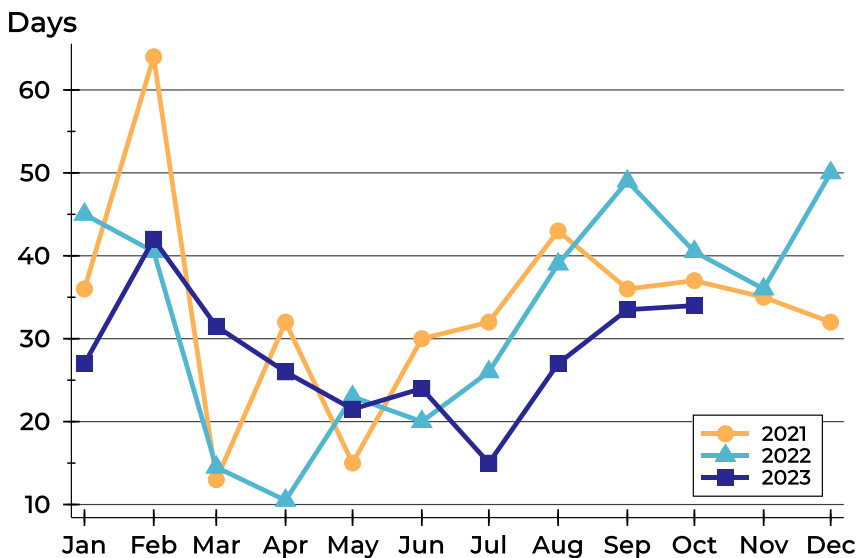
South Region Active Listings Analysis

Average DOM



Month	2021	2022	2023
January	82	71	49
February	110	61	64
March	55	25	51
April	63	25	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	
December	55	65	

Median DOM

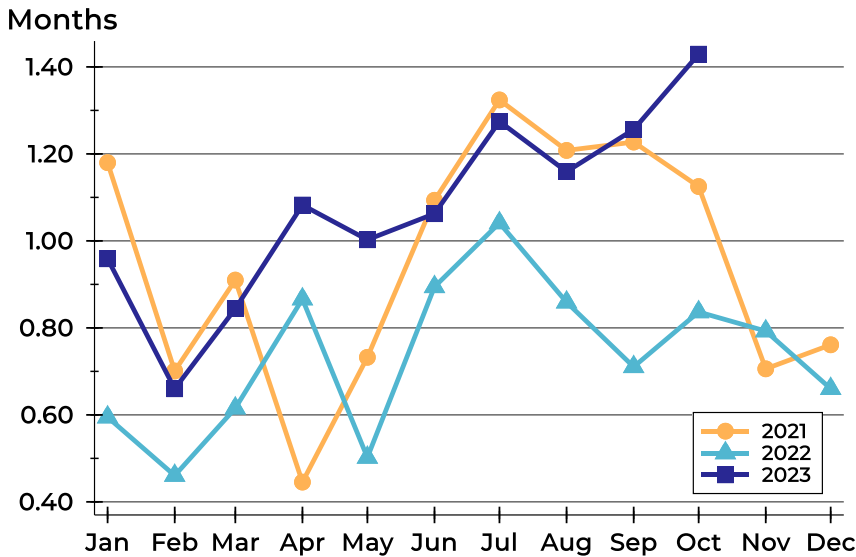


Month	2021	2022	2023
January	36	45	27
February	64	41	42
March	13	15	32
April	32	11	26
May	15	23	22
June	30	20	24
July	32	26	15
August	43	39	27
September	36	49	34
October	37	41	34
November	35	36	
December	32	50	



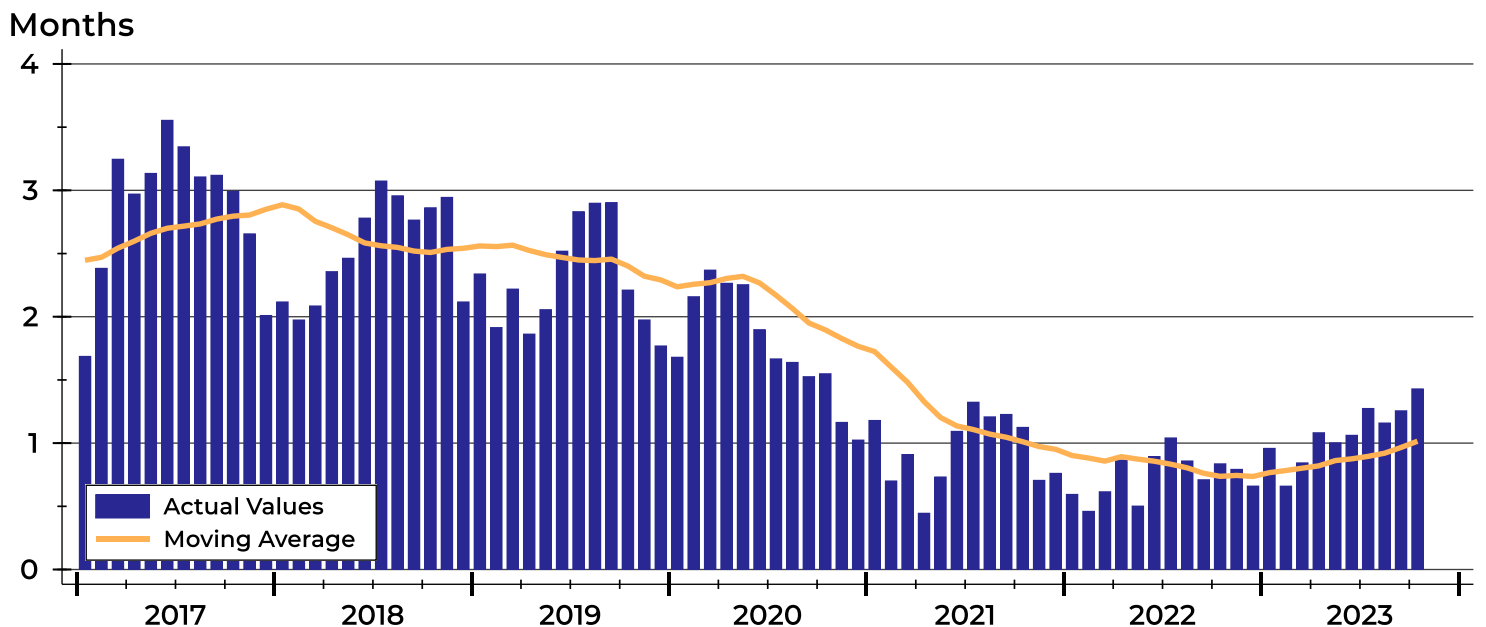
South Region Months' Supply Analysis

Months' Supply by Month



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

History of Month's Supply





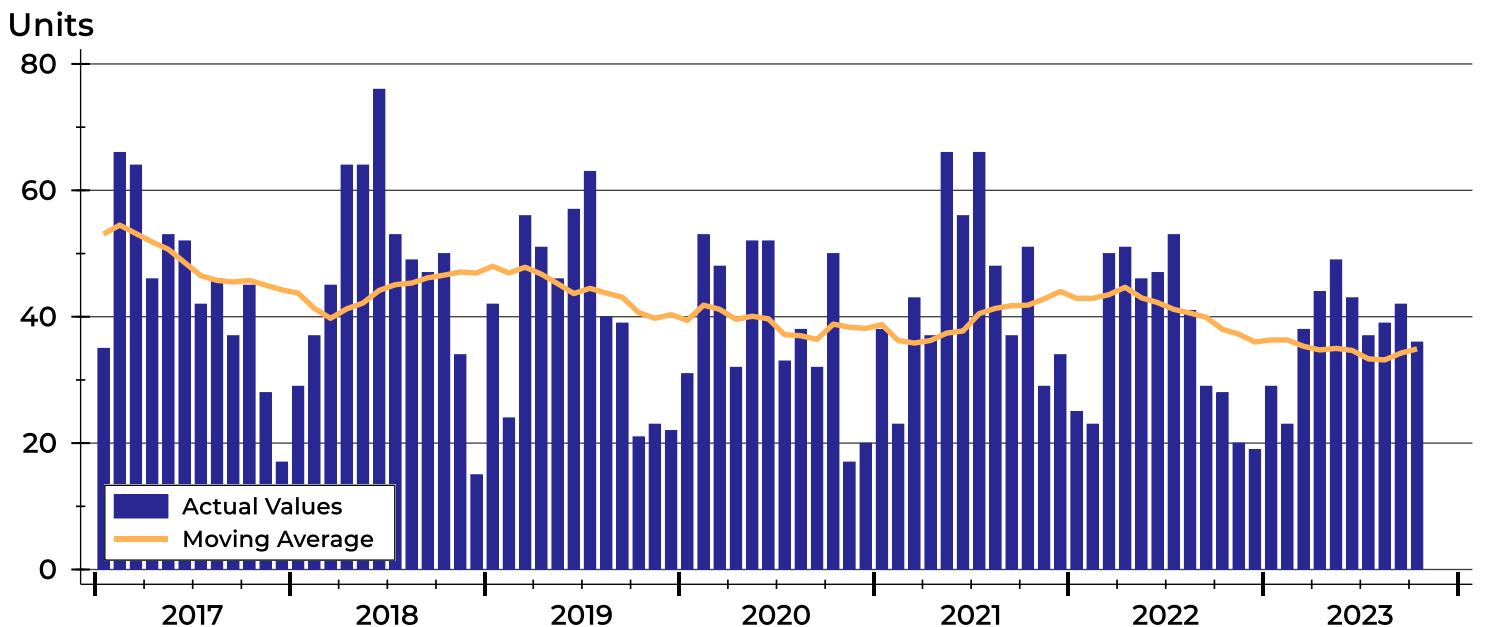
South Region New Listings Analysis

Summary Statistics for New Listings		2023	October 2022	Change
Current Month	New Listings	36	28	28.6%
	Volume (1,000s)	6,444	4,716	36.6%
	Average List Price	178,997	168,418	6.3%
	Median List Price	140,700	148,500	-5.3%
Year-to-Date	New Listings	380	393	-3.3%
	Volume (1,000s)	74,970	70,335	6.6%
	Average List Price	197,289	178,970	10.2%
	Median List Price	166,450	149,900	11.0%

A total of 36 new listings were added in South Region during October, up 28.6% from the same month in 2022. Year-to-date South Region has seen 380 new listings.

The median list price of these homes was \$140,700 down from \$148,500 in 2022.

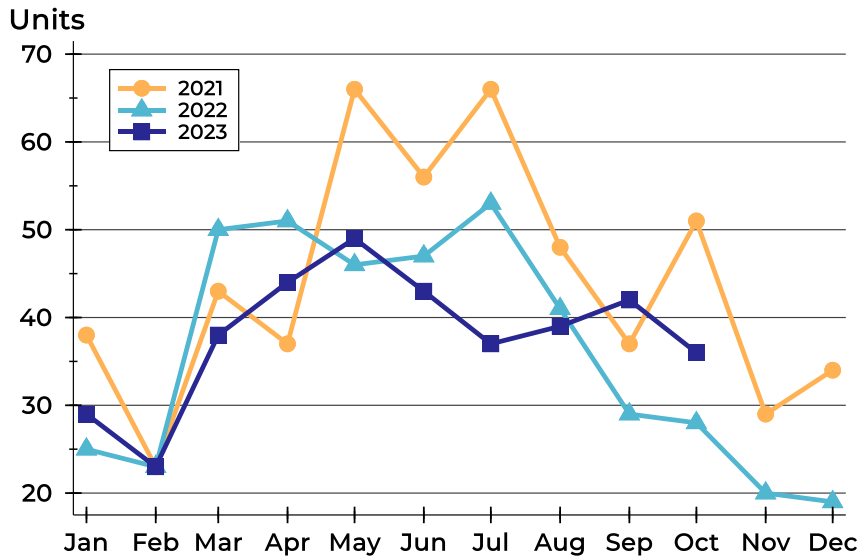
History of New Listings





South Region New Listings Analysis

New Listings by Month



Month	2021	2022	2023
January	38	25	29
February	23	23	23
March	43	50	38
April	37	51	44
May	66	46	49
June	56	47	43
July	66	53	37
August	48	41	39
September	37	29	42
October	51	28	36
November	29	20	
December	34	19	

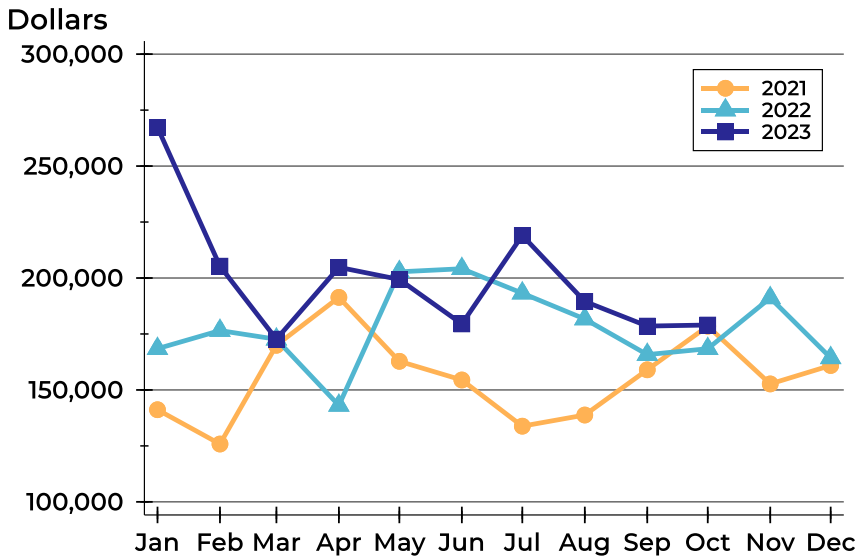
New Listings by Price Range

Price Range	New Listings		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$25,000-\$49,999	2	5.6%	34,950	34,950	3	3	100.1%	100.1%
\$50,000-\$99,999	10	27.8%	69,000	65,450	20	25	96.8%	100.0%
\$100,000-\$124,999	3	8.3%	119,900	119,900	17	23	97.9%	98.0%
\$125,000-\$149,999	3	8.3%	129,233	129,900	9	8	100.0%	100.0%
\$150,000-\$174,999	3	8.3%	155,567	151,900	20	30	101.2%	100.0%
\$175,000-\$199,999	3	8.3%	184,333	184,000	6	4	100.0%	100.0%
\$200,000-\$249,999	4	11.1%	229,575	229,450	18	16	101.1%	100.0%
\$250,000-\$299,999	1	2.8%	275,000	275,000	36	36	100.0%	100.0%
\$300,000-\$399,999	6	16.7%	348,950	344,900	19	17	97.8%	100.0%
\$400,000-\$499,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$500,000-\$749,999	1	2.8%	629,900	629,900	29	29	100.0%	100.0%
\$750,000-\$999,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



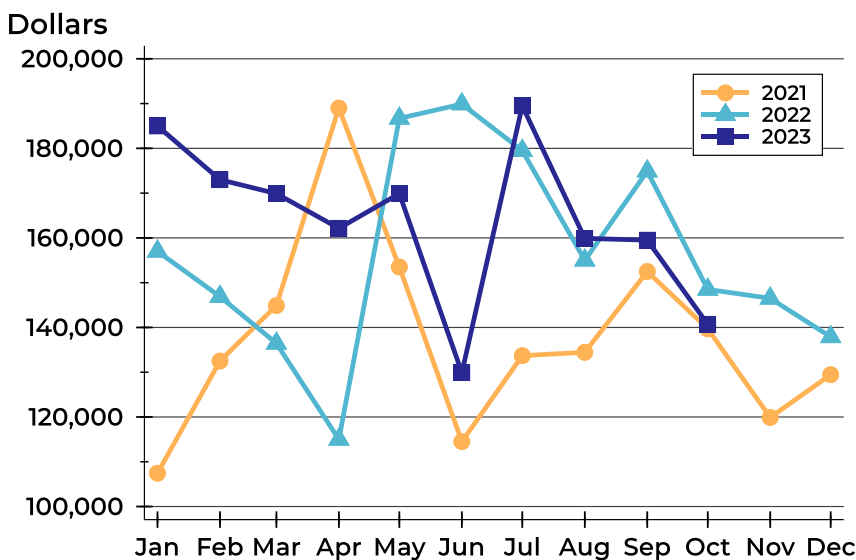
South Region New Listings Analysis

Average Price



Month	2021	2022	2023
January	141,162	168,444	267,281
February	125,850	176,520	205,309
March	169,960	172,639	172,682
April	191,354	143,091	204,777
May	162,800	202,759	199,347
June	154,455	204,147	179,479
July	133,824	193,221	219,032
August	138,800	181,672	189,546
September	159,004	165,793	178,532
October	178,488	168,418	178,997
November	152,690	191,115	
December	160,932	164,337	

Median Price



Month	2021	2022	2023
January	107,450	157,000	185,000
February	132,500	146,900	173,000
March	144,900	136,450	169,900
April	189,000	115,000	162,150
May	153,500	186,700	169,900
June	114,500	189,900	129,900
July	133,700	179,500	189,500
August	134,450	155,000	159,900
September	152,500	174,900	159,500
October	139,700	148,500	140,700
November	119,900	146,500	
December	129,450	137,900	



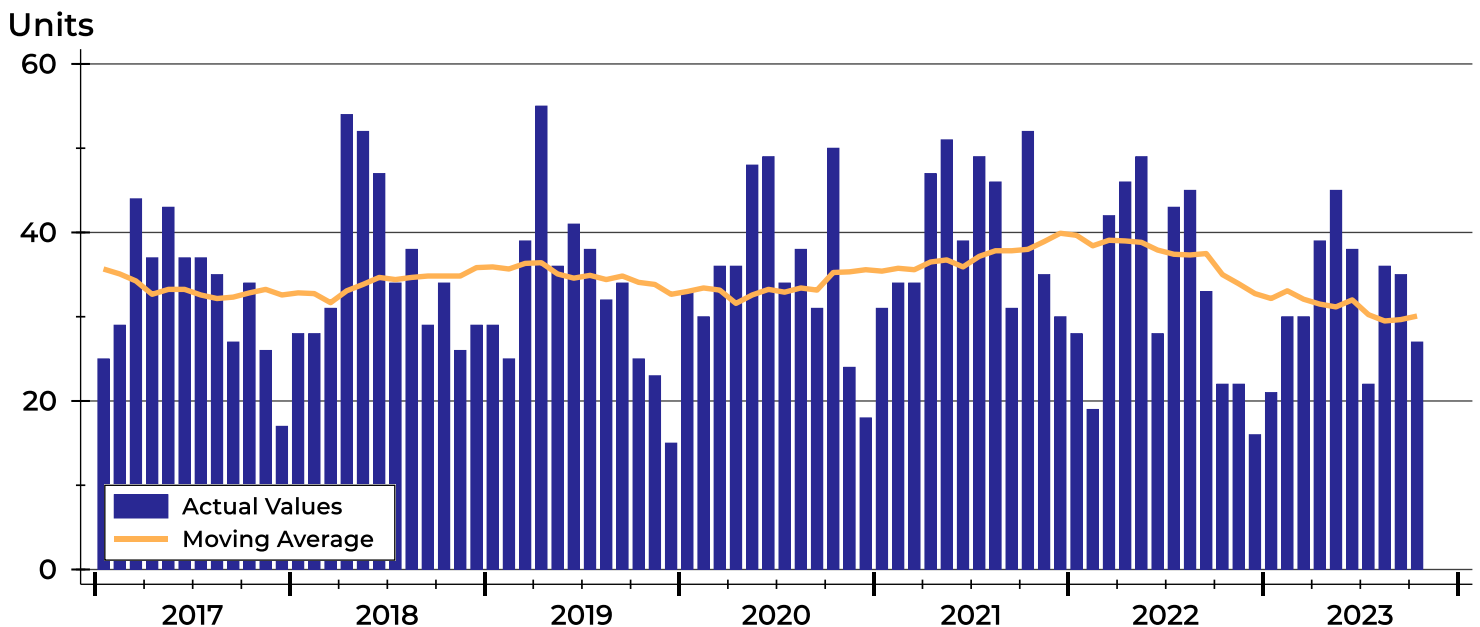
South Region Contracts Written Analysis

Summary Statistics for Contracts Written		2023	October 2022	Change	2023	Year-to-Date 2022	Change
Contracts Written		27	22	22.7%	323	355	-9.0%
Volume (1,000s)		4,951	2,634	88.0%	61,876	61,855	0.0%
Average	Sale Price	183,387	119,745	53.1%	191,567	174,241	9.9%
	Days on Market	17	27	-37.0%	19	18	5.6%
	Percent of Original	98.3%	88.3%	11.3%	96.6%	95.8%	0.8%
Median	Sale Price	163,300	122,450	33.4%	169,900	146,900	15.7%
	Days on Market	5	11	-54.5%	6	6	0.0%
	Percent of Original	100.0%	92.3%	8.3%	99.0%	98.4%	0.6%

A total of 27 contracts for sale were written in South Region during the month of October, up from 22 in 2022. The median list price of these homes was \$163,300, up from \$122,450 the prior year.

Half of the homes that went under contract in October were on the market less than 5 days, compared to 11 days in October 2022.

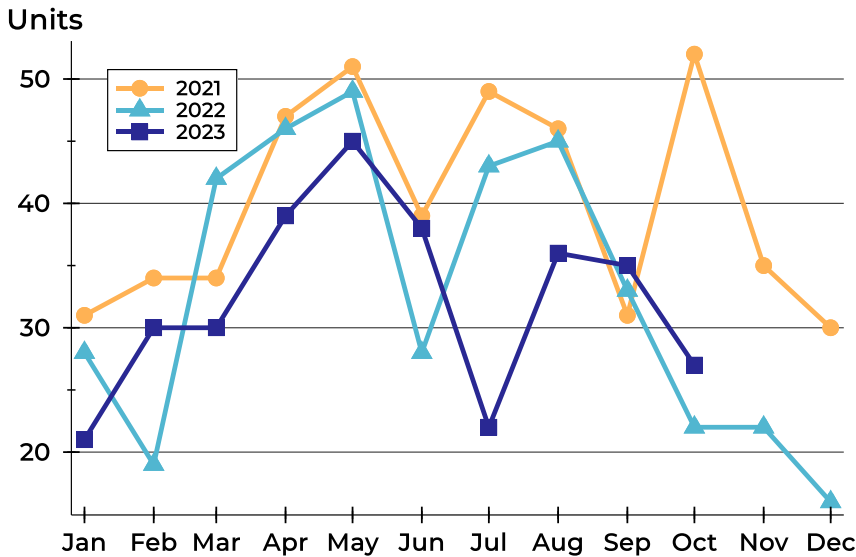
History of Contracts Written





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	35
October	52	22	27
November	35	22	
December	30	16	

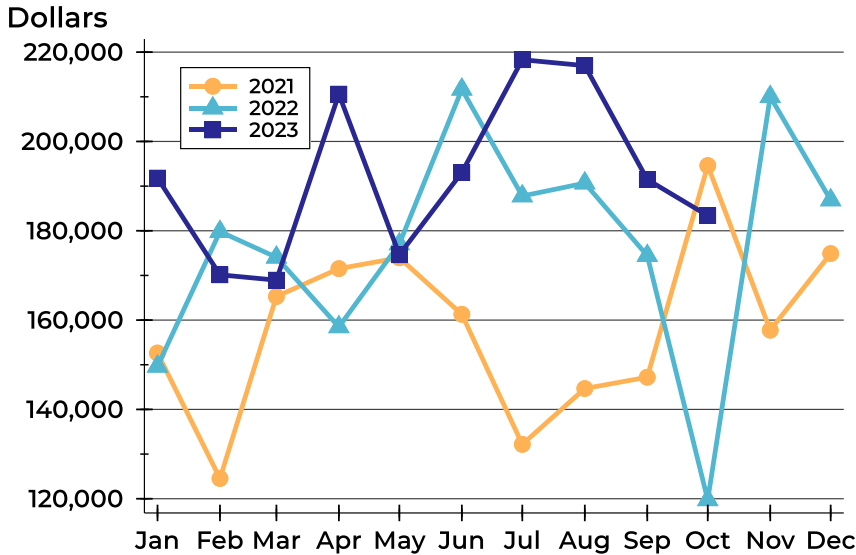
Contracts Written by Price Range

Price Range	Contracts Written		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$25,000-\$49,999	3	11.1%	39,947	39,900	5	3	100.1%	100.0%
\$50,000-\$99,999	1	3.7%	65,000	65,000	4	4	84.6%	84.6%
\$100,000-\$124,999	2	7.4%	114,200	114,200	8	8	99.0%	99.0%
\$125,000-\$149,999	6	22.2%	134,917	129,900	27	13	99.2%	100.0%
\$150,000-\$174,999	3	11.1%	162,733	163,300	31	5	99.2%	99.4%
\$175,000-\$199,999	4	14.8%	185,750	184,500	10	6	100.0%	100.0%
\$200,000-\$249,999	3	11.1%	229,767	229,900	18	5	98.6%	100.0%
\$250,000-\$299,999	1	3.7%	279,900	279,900	67	67	83.6%	83.6%
\$300,000-\$399,999	3	11.1%	362,933	359,900	5	5	100.0%	100.0%
\$400,000-\$499,999	1	3.7%	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



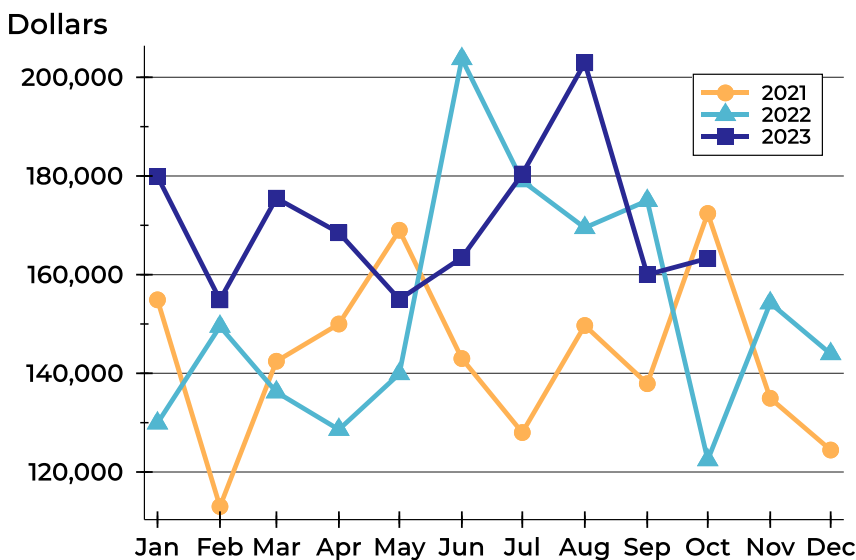
South Region Contracts Written Analysis

Average Price



Month	2021	2022	2023
January	152,635	149,650	191,810
February	124,538	179,816	170,138
March	165,285	174,064	168,947
April	171,532	158,473	210,605
May	173,956	177,049	174,631
June	161,297	211,686	193,063
July	132,176	187,784	218,305
August	144,672	190,669	216,978
September	147,213	174,441	191,480
October	194,613	119,745	183,387
November	157,747	210,027	
December	174,907	186,888	

Median Price

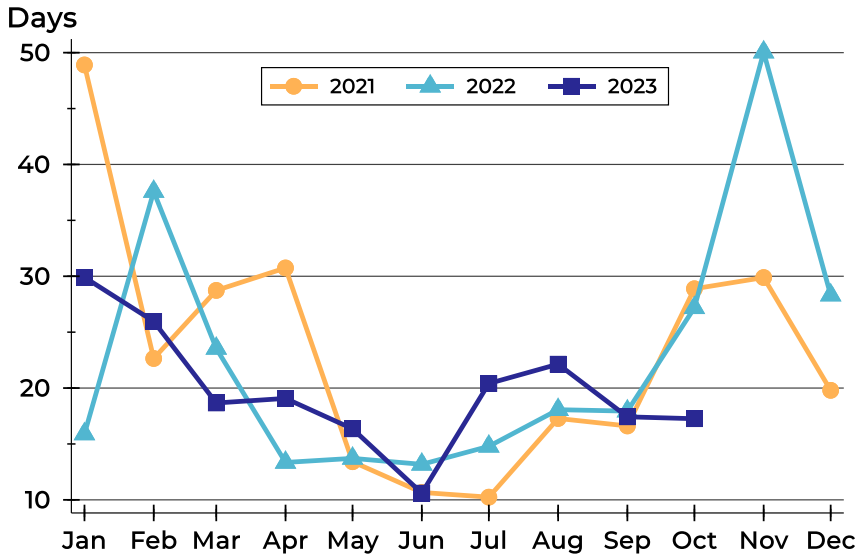


Month	2021	2022	2023
January	154,900	129,900	179,900
February	113,000	149,500	154,900
March	142,450	136,200	175,500
April	150,000	128,600	168,500
May	169,000	139,900	155,000
June	143,000	203,750	163,450
July	128,000	179,000	180,400
August	149,700	169,500	202,950
September	137,900	175,000	160,000
October	172,400	122,450	163,300
November	134,950	154,250	
December	124,450	143,950	



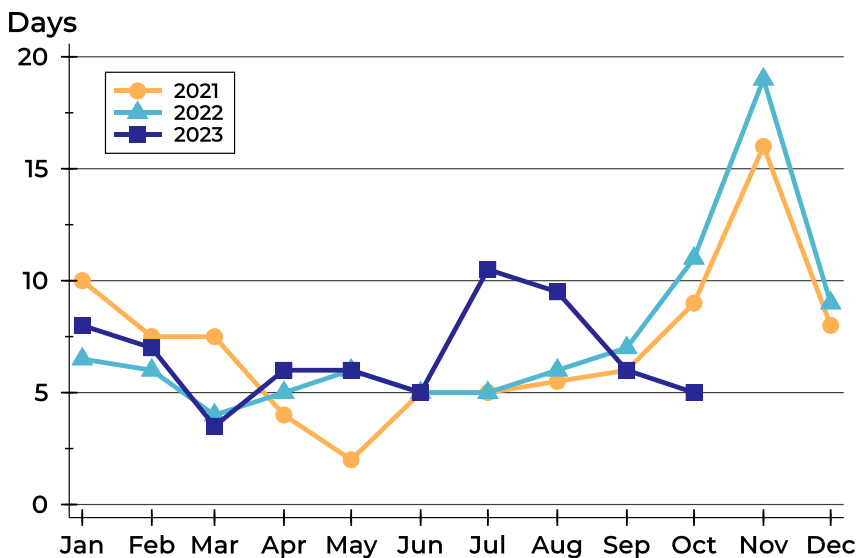
South Region Contracts Written Analysis

Average DOM



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

Median DOM



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



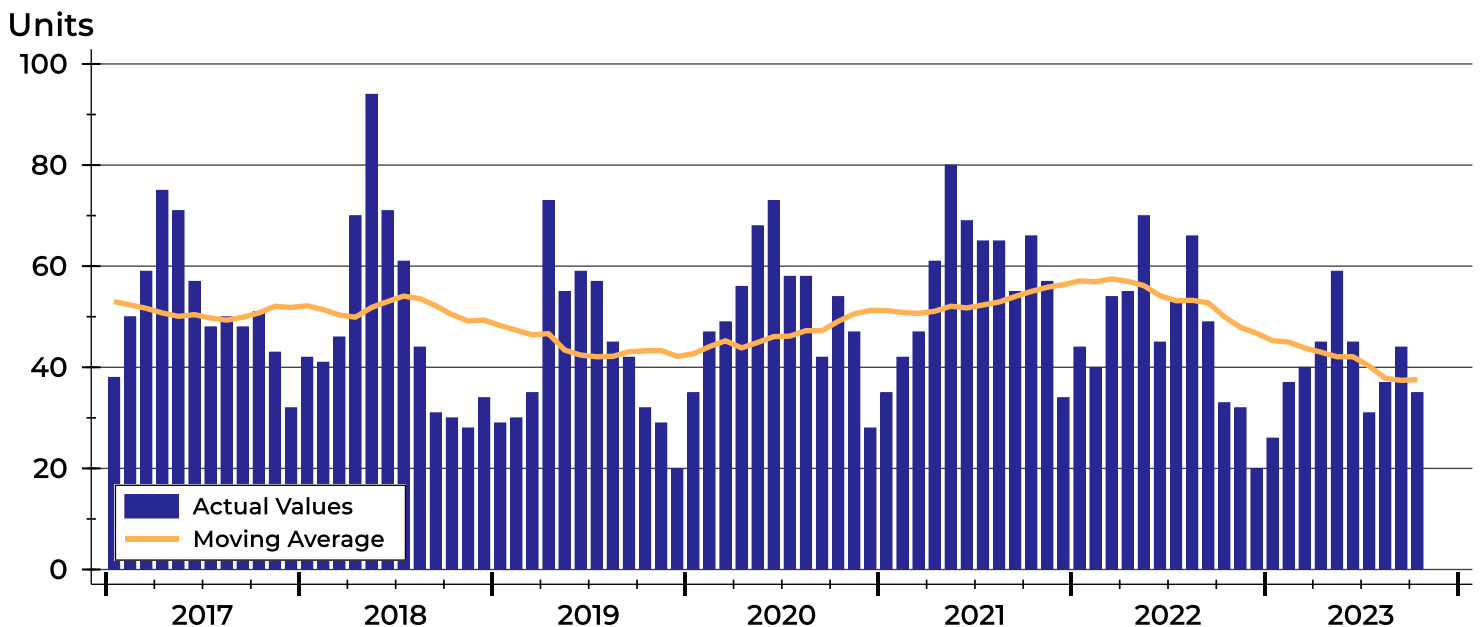
South Region Pending Contracts Analysis

Summary Statistics for Pending Contracts		End of October		
		2023	2022	Change
Pending Contracts		35	33	6.1%
Volume (1,000s)		6,627	5,706	16.1%
Average	List Price	189,350	172,898	9.5%
	Days on Market	21	26	-19.2%
	Percent of Original	99.2%	97.8%	1.4%
Median	List Price	163,300	148,000	10.3%
	Days on Market	7	10	-30.0%
	Percent of Original	100.0%	100.0%	0.0%

A total of 35 listings in South Region had contracts pending at the end of October, up from 33 contracts pending at the end of October 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.

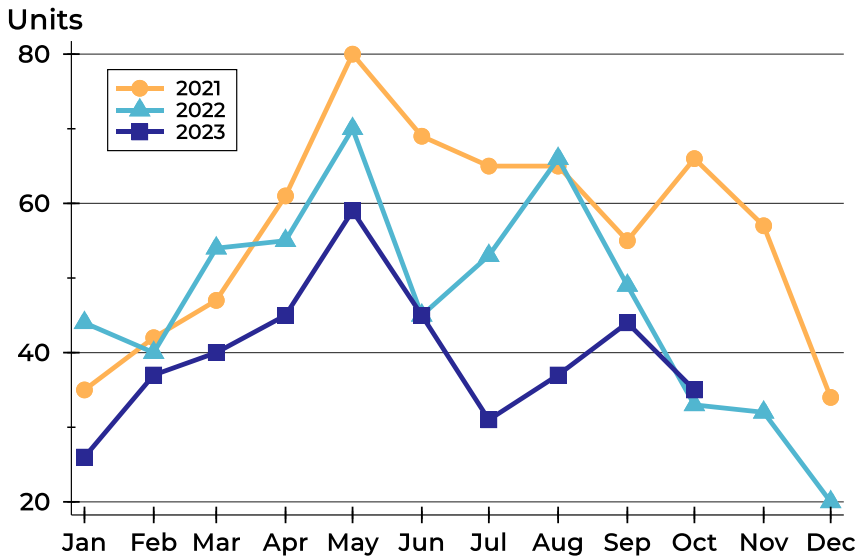
History of Pending Contracts





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	
December	34	20	

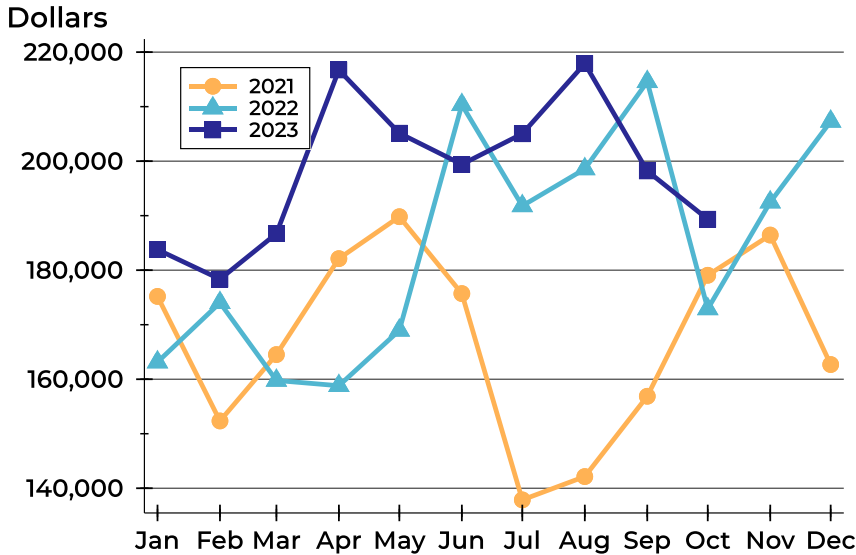
Pending Contracts by Price Range

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	1	2.9%	49,940	49,940	10	10	100.0%	100.0%
\$50,000-\$99,999	3	8.6%	66,467	65,000	37	4	99.8%	100.0%
\$100,000-\$124,999	4	11.4%	113,000	112,500	36	10	98.0%	100.0%
\$125,000-\$149,999	8	22.9%	136,188	132,450	23	13	99.4%	100.0%
\$150,000-\$174,999	3	8.6%	161,233	163,300	38	28	99.1%	99.1%
\$175,000-\$199,999	5	14.3%	186,180	185,000	9	4	100.0%	100.0%
\$200,000-\$249,999	4	11.4%	228,550	227,400	25	25	97.4%	97.9%
\$250,000-\$299,999	1	2.9%	279,900	279,900	4	4	100.0%	100.0%
\$300,000-\$399,999	5	14.3%	357,640	359,900	4	5	100.0%	100.0%
\$400,000-\$499,999	1	2.9%	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



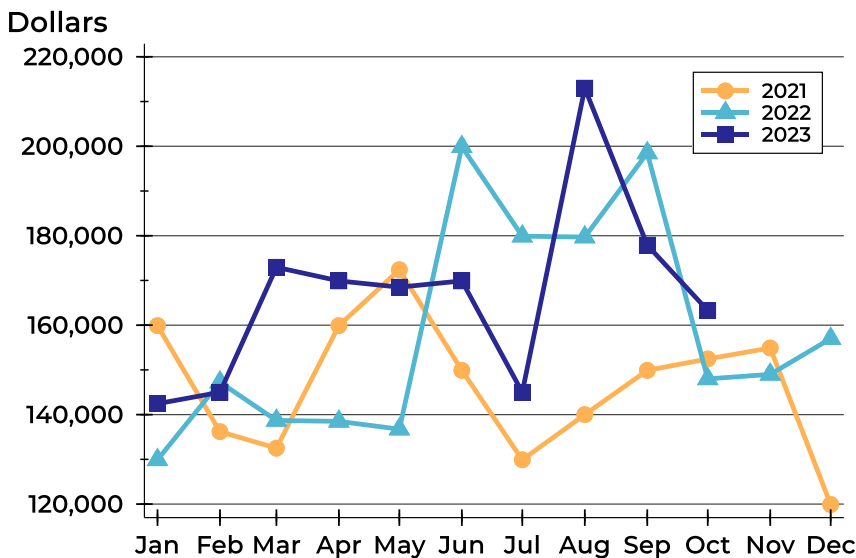
South Region Pending Contracts Analysis

Average Price



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

Median Price

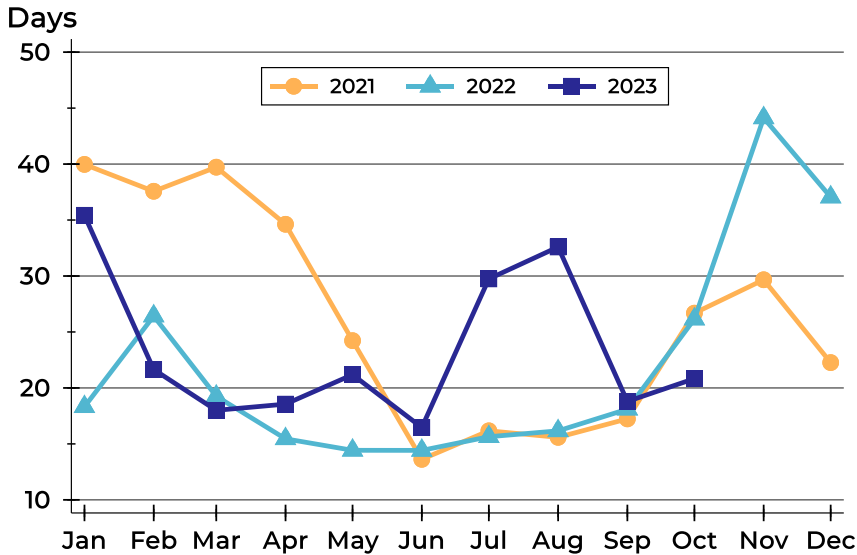


Month	2021	2022	2023
January	159,900	129,900	142,450
February	136,200	147,250	145,000
March	132,500	138,700	172,950
April	159,900	138,500	169,900
May	172,400	136,750	168,500
June	149,900	199,900	169,900
July	129,900	179,900	145,000
August	140,000	179,700	213,000
September	149,900	198,500	177,900
October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



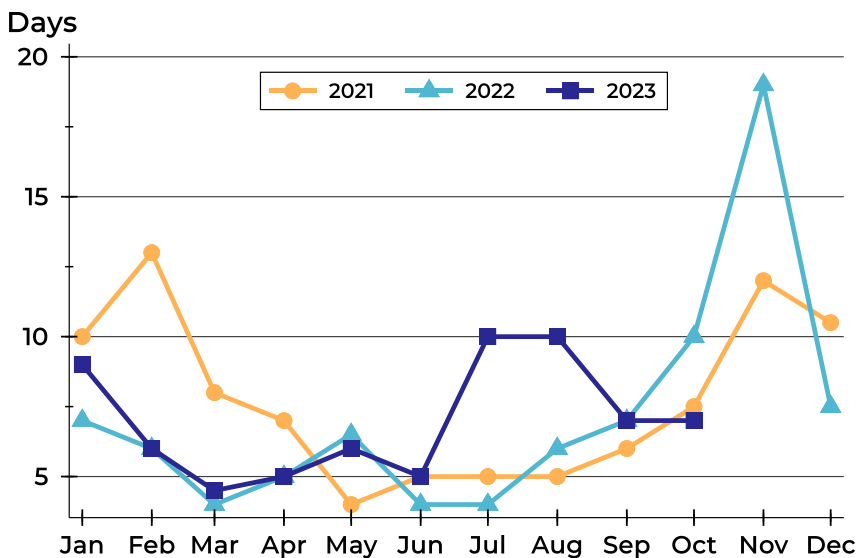
South Region Pending Contracts Analysis

Average DOM



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

Median DOM



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