



SUNFLOWER
ASSOCIATION OF REALTORS®, INC.

September 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 September

Total home sales in Central Region fell last month to 248 units, compared to 295 units in September 2021. Total sales volume was \$48.9 million, down from a year earlier.

The median sale price in September was \$175,000, up from \$160,000 a year earlier. Homes that sold in September were typically on the market for 5 days and sold for 100.0% of their list prices.

Central Region Active Listings Remain the Same at End of September

The total number of active listings in Central Region at the end of September was 181 units, the same as in September 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 September was \$228,000.

During September, a total of 169 contracts were written down from 245 in September 2021. At the end of the month, there were 195 contracts still pending.

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Central Region Summary Statistics

September MLS Statistics Three-year History		Current Month			Year-to-Date		
		2022	2021	2020	2022	2021	2020
Home Sales Change from prior year	248 -15.9%	295 14.8%	257 25.4%	2,107 -6.6%	2,256 5.6%	2,137 4.7%	
Active Listings Change from prior year	181 0.0%	181 -13.8%	210 -43.5%	N/A	N/A	N/A	
Months' Supply Change from prior year	0.8 14.3%	0.7 -22.2%	0.9 -47.1%	N/A	N/A	N/A	
New Listings Change from prior year	234 -15.8%	278 -5.1%	293 13.6%	2,309 -10.5%	2,579 0.4%	2,570 -2.5%	
Contracts Written Change from prior year	169 -31.0%	245 -1.6%	249 18.0%	2,089 -10.7%	2,338 1.0%	2,315 8.5%	
Pending Contracts Change from prior year	195 -30.9%	282 -8.7%	309 17.0%	N/A	N/A	N/A	
Sales Volume (1,000s) Change from prior year	48,943 -10.4%	54,601 21.5%	44,950 39.3%	421,059 2.4%	411,228 20.1%	342,275 13.3%	
Average	Sale Price Change from prior year	197,351 6.6%	185,089 5.8%	174,902 11.1%	199,838 9.6%	182,282 13.8%	160,166 8.2%
	List Price of Actives Change from prior year	298,584 33.7%	223,398 9.9%	203,198 19.0%	N/A	N/A	N/A
	Days on Market Change from prior year	14 7.7%	13 -31.6%	19 -50.0%	13 -7.1%	14 -46.2%	26 -27.8%
	Percent of List Change from prior year	99.8% 0.2%	99.6% 0.6%	99.0% 2.1%	101.0% 0.4%	100.6% 2.2%	98.4% 0.9%
	Percent of Original Change from prior year	97.7% -0.6%	98.3% 0.3%	98.0% 2.8%	99.8% -0.1%	99.9% 2.8%	97.2% 1.7%
Median	Sale Price Change from prior year	175,000 9.4%	160,000 4.6%	153,000 7.4%	172,000 6.2%	162,000 15.7%	140,000 5.3%
	List Price of Actives Change from prior year	228,000 52.0%	150,000 10.5%	135,700 2.4%	N/A	N/A	N/A
	Days on Market Change from prior year	5 25.0%	4 0.0%	4 -69.2%	3 0.0%	3 -50.0%	6 -45.5%
	Percent of List Change from prior year	100.0% 0.0%	100.0% 0.0%	100.0% 0.9%	100.0% 0.0%	100.0% 0.0%	100.0% 0.7%
	Percent of Original Change from prior year	100.0% 0.0%	100.0% 0.0%	100.0% 2.6%	100.0% 0.0%	100.0% 0.3%	99.7% 1.6%

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



Central Region Closed Listings Analysis

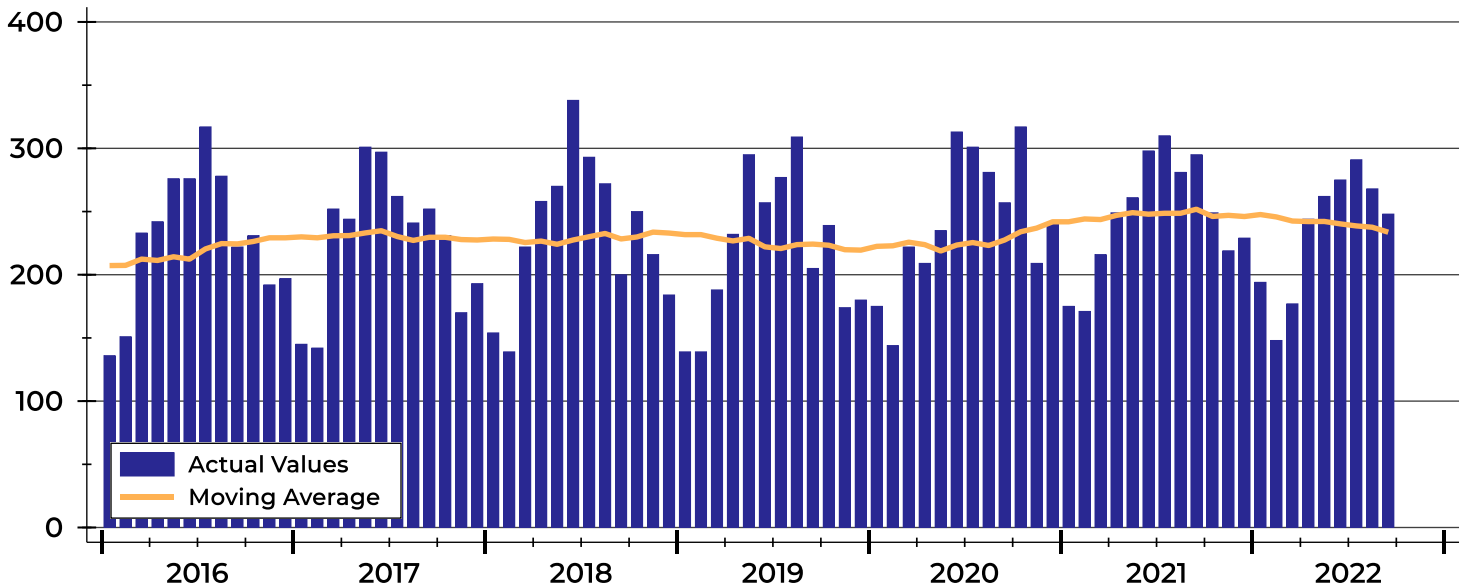
Summary Statistics for Closed Listings		September			Year-to-Date		
		2022	2021	Change	2022	2021	Change
Closed Listings		248	295	-15.9%	2,107	2,256	-6.6%
Volume (1,000s)		48,943	54,601	-10.4%	421,059	411,228	2.4%
Months' Supply		0.8	0.7	14.3%	N/A	N/A	N/A
Average	Sale Price	197,351	185,089	6.6%	199,838	182,282	9.6%
	Days on Market	14	13	7.7%	13	14	-7.1%
	Percent of List	99.8%	99.6%	0.2%	101.0%	100.6%	0.4%
	Percent of Original	97.7%	98.3%	-0.6%	99.8%	99.9%	-0.1%
Median	Sale Price	175,000	160,000	9.4%	172,000	162,000	6.2%
	Days on Market	5	4	25.0%	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 248 homes sold in Central Region in September, down from 295 units in September 2021. Total sales volume fell to \$48.9 million compared to \$54.6 million in the previous year.

The median sales price in September was \$175,000, up 9.4% compared to the prior year. Median days on market was 5 days, up from 4 days in August, and up from 4 in September 2021.

History of Closed Listings

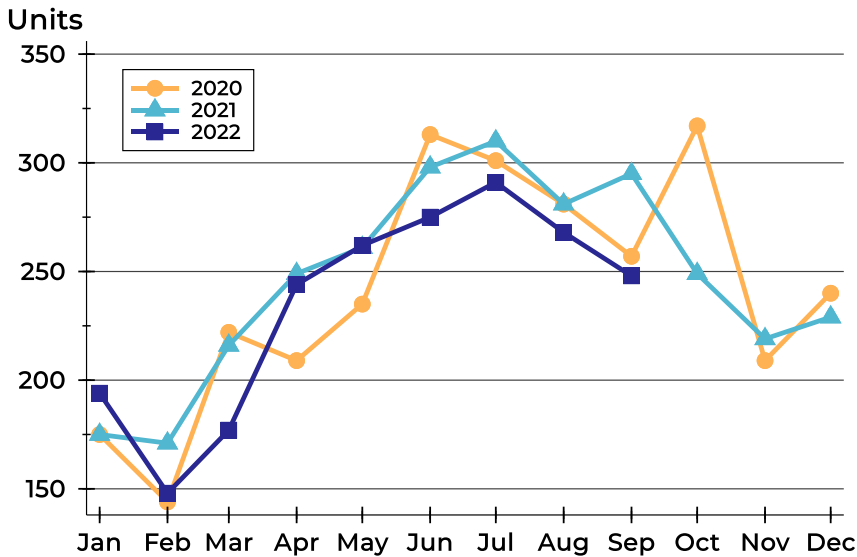
Units





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	
November	209	219	
December	240	229	

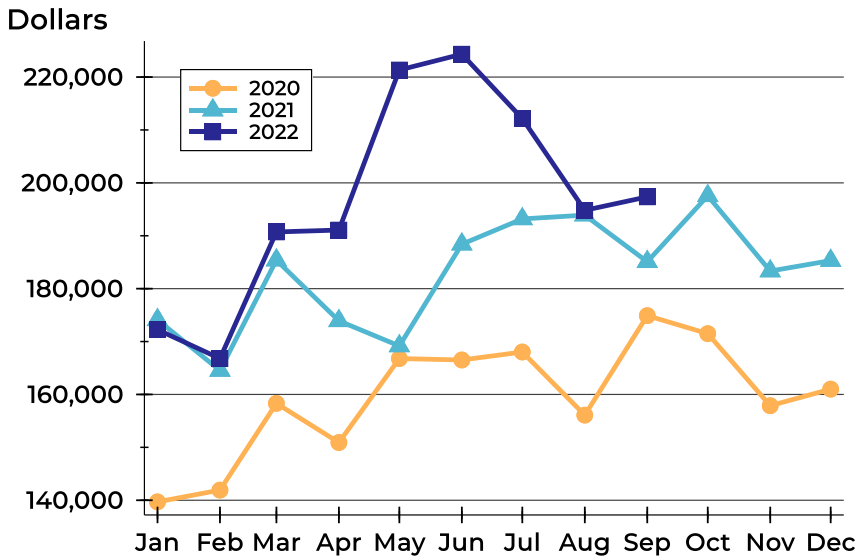
Closed Listings by Price Range

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	0.8%	0.3	12,950	12,950	88	88	86.0%	86.0%	47.3%	47.3%
\$25,000-\$49,999	8	3.2%	1.3	39,489	40,000	16	7	96.9%	100.0%	93.9%	100.0%
\$50,000-\$99,999	38	15.3%	0.7	76,707	76,900	20	6	99.6%	100.0%	96.4%	97.4%
\$100,000-\$124,999	22	8.9%	0.6	110,312	109,000	10	3	100.1%	100.0%	98.1%	100.0%
\$125,000-\$149,999	28	11.3%	0.4	132,755	130,469	11	3	98.8%	100.0%	97.9%	100.0%
\$150,000-\$174,999	24	9.7%	0.5	163,717	165,000	7	4	100.4%	100.2%	99.6%	100.2%
\$175,000-\$199,999	23	9.3%	0.6	186,029	188,000	16	8	100.9%	100.7%	98.7%	100.0%
\$200,000-\$249,999	33	13.3%	0.6	225,556	227,500	9	4	100.5%	100.0%	99.3%	100.0%
\$250,000-\$299,999	31	12.5%	0.8	274,631	275,000	15	6	100.5%	100.0%	98.8%	100.0%
\$300,000-\$399,999	26	10.5%	1.3	332,819	327,950	14	6	99.9%	100.0%	97.7%	100.0%
\$400,000-\$499,999	7	2.8%	1.5	452,186	441,500	20	2	100.7%	100.0%	100.7%	100.7%
\$500,000-\$749,999	5	2.0%	1.8	561,787	505,435	13	18	98.7%	98.5%	97.2%	98.5%
\$750,000-\$999,999	1	0.4%	2.4	750,000	750,000	58	58	100.0%	100.0%	100.0%	100.0%
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A



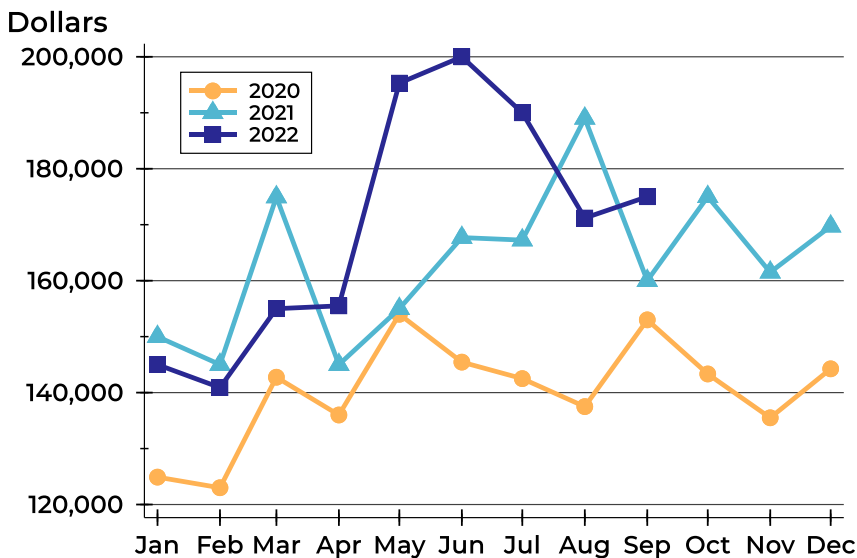
Central Region Closed Listings Analysis

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	
November	157,876	183,332	
December	161,010	185,311	

Median Price

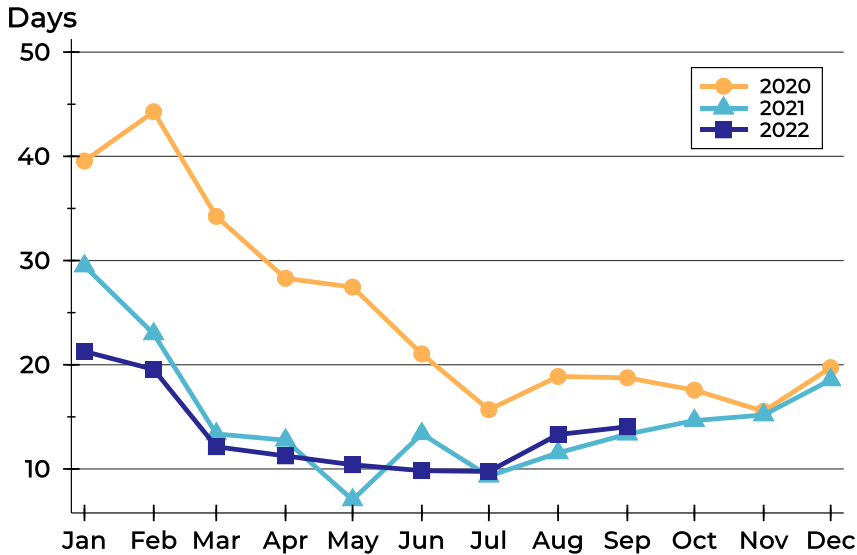


Month	2020	2021	2022
January	124,900	150,000	145,000
February	123,000	145,010	140,900
March	142,750	174,950	155,000
April	136,000	145,000	155,500
May	154,000	155,000	195,300
June	145,450	167,700	200,000
July	142,500	167,250	190,000
August	137,500	189,000	171,200
September	153,000	160,000	175,000
October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



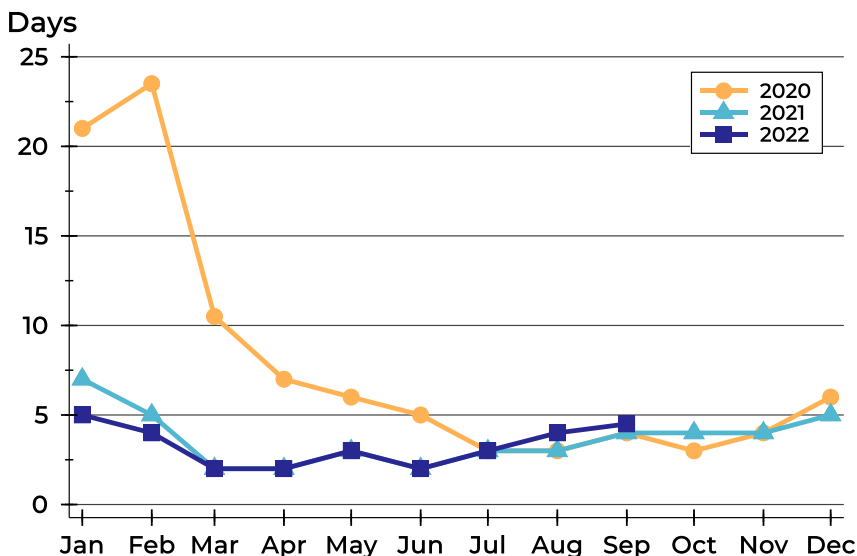
Central Region Closed Listings Analysis

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	
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	
November	4	4	
December	6	5	



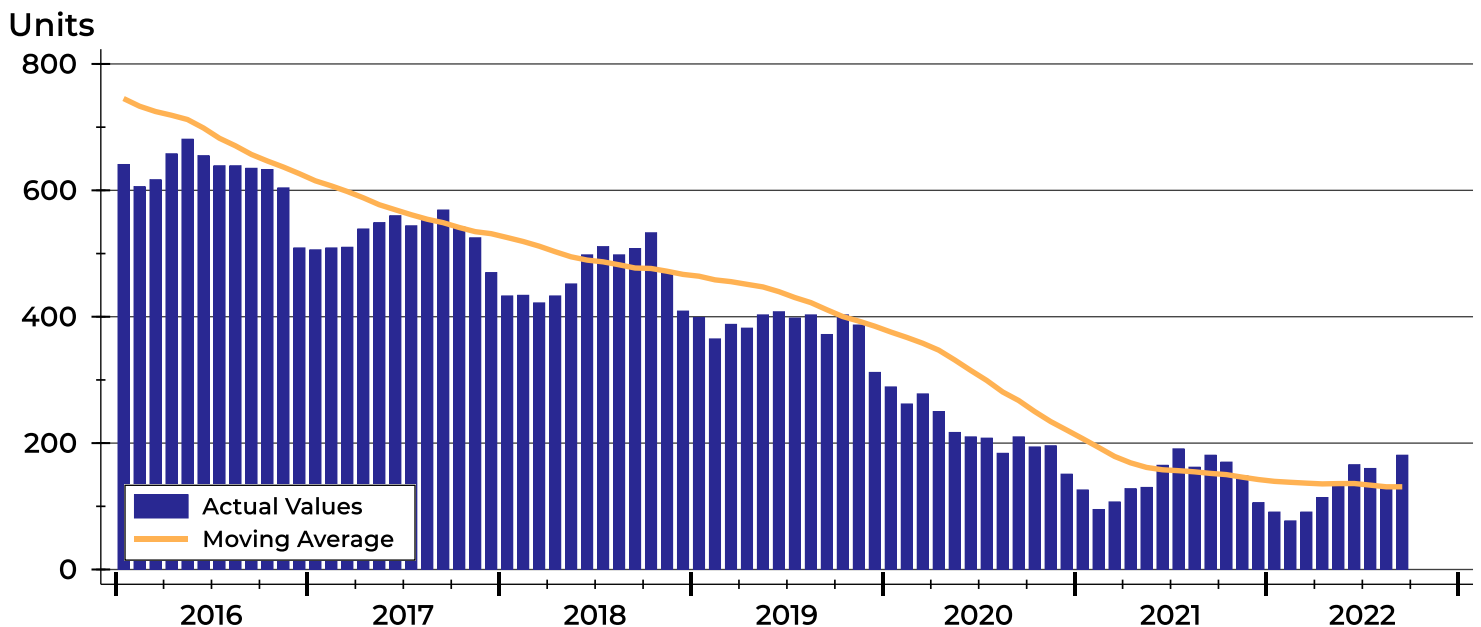
Central Region Active Listings Analysis

Summary Statistics for Active Listings		End of September		
		2022	2021	Change
Active Listings		181	181	0.0%
Volume (1,000s)		54,044	40,435	33.7%
Months' Supply		0.8	0.7	14.3%
Average	List Price	298,584	223,398	33.7%
	Days on Market	45	49	-8.2%
	Percent of Original	97.5%	97.2%	0.3%
Median	List Price	228,000	150,000	52.0%
	Days on Market	26	29	-10.3%
	Percent of Original	100.0%	100.0%	0.0%

A total of 181 homes were available for sale in Central Region at the end of September. This represents a 0.8 months' supply of active listings.

The median list price of homes on the market at the end of September was \$228,000, up 52.0% from 2021. The typical time on market for active listings was 26 days, down from 29 days a year earlier.

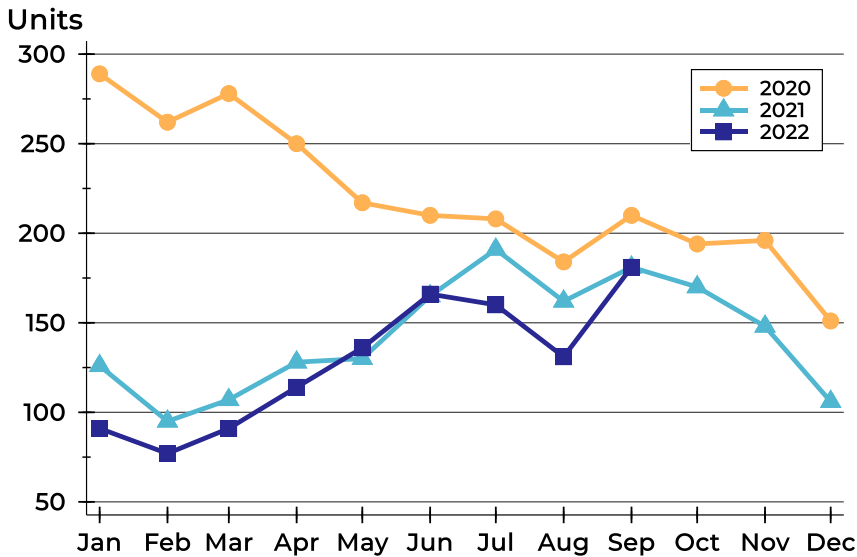
History of Active Listings





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	
November	196	148	
December	151	106	

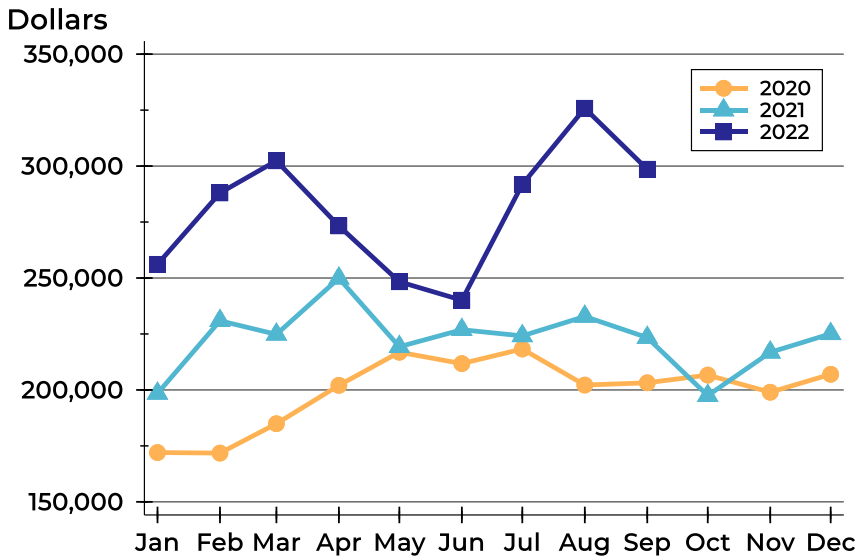
Active Listings by Price Range

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	1	0.6%	0.3	1,450	1,450	6	6	100.0%	100.0%
\$25,000-\$49,999	12	6.6%	1.3	39,842	39,975	64	50	92.3%	96.6%
\$50,000-\$99,999	26	14.4%	0.7	75,475	74,950	47	23	97.3%	100.0%
\$100,000-\$124,999	12	6.6%	0.6	113,683	113,450	44	28	95.8%	97.3%
\$125,000-\$149,999	11	6.1%	0.4	135,618	135,000	26	27	97.1%	97.9%
\$150,000-\$174,999	10	5.5%	0.5	161,380	164,500	21	10	100.3%	100.0%
\$175,000-\$199,999	12	6.6%	0.6	187,346	187,475	35	12	96.4%	100.0%
\$200,000-\$249,999	18	9.9%	0.6	227,962	229,950	25	14	98.5%	100.0%
\$250,000-\$299,999	21	11.6%	0.8	275,545	272,500	27	17	96.4%	100.0%
\$300,000-\$399,999	29	16.0%	1.3	358,035	359,900	66	31	98.8%	100.0%
\$400,000-\$499,999	16	8.8%	1.5	461,731	468,750	59	31	98.8%	100.0%
\$500,000-\$749,999	10	5.5%	1.8	607,340	577,500	65	51	99.3%	100.0%
\$750,000-\$999,999	1	0.6%	2.4	750,000	750,000	18	18	100.0%	100.0%
\$1,000,000 and up	2	1.1%	N/A	5,200,000	5,200,000	109	109	100.0%	100.0%



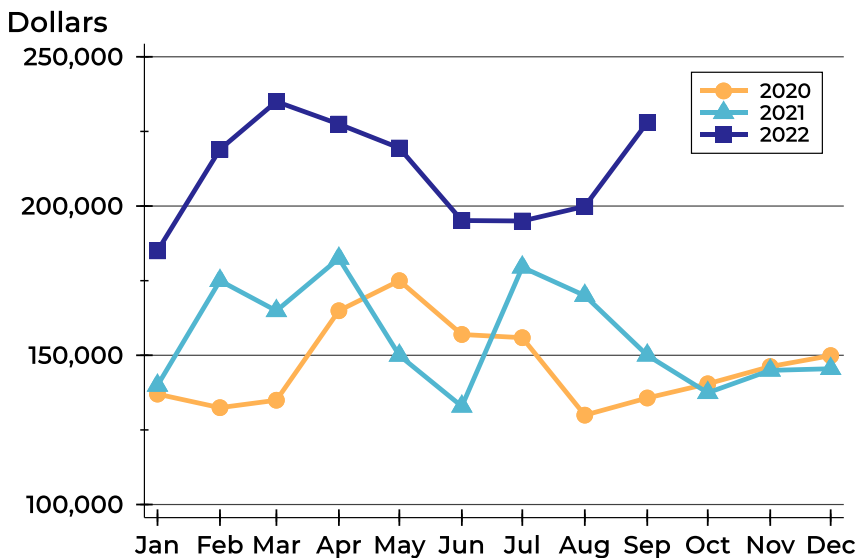
Central Region Active Listings Analysis

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	
November	198,977	216,817	
December	206,988	225,089	

Median Price

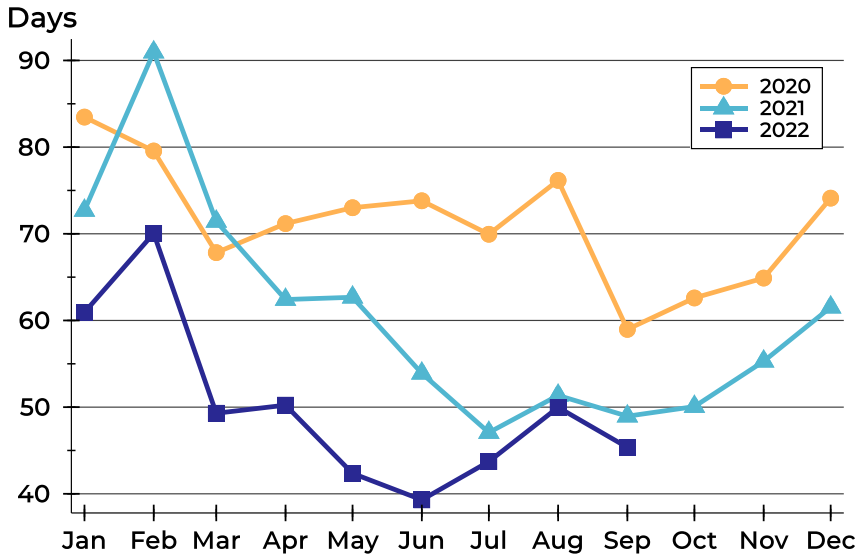


Month	2020	2021	2022
January	137,000	139,900	185,000
February	132,450	175,000	219,000
March	134,950	164,900	235,000
April	164,925	182,450	227,450
May	175,000	149,950	219,450
June	156,975	132,900	195,150
July	155,900	179,500	195,000
August	129,950	170,000	199,900
September	135,700	150,000	228,000
October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



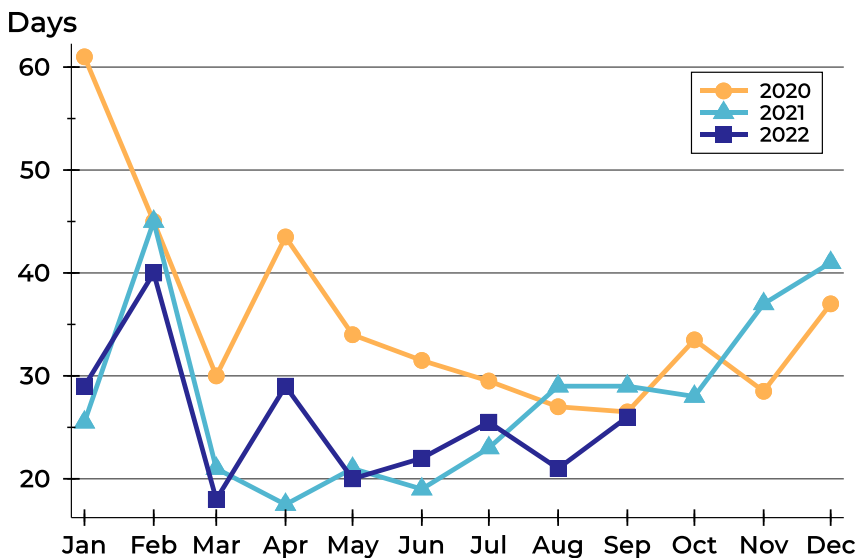
Central Region Active Listings Analysis

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	
November	65	55	
December	74	62	

Median DOM

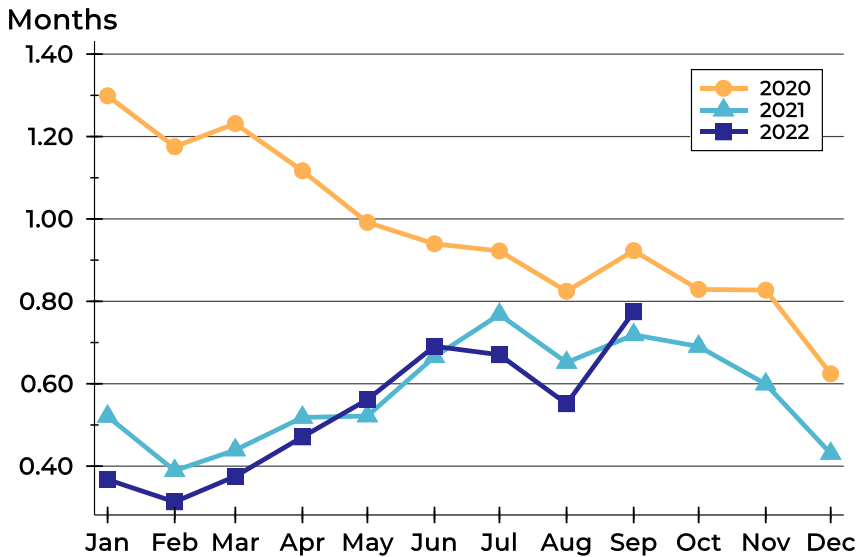


Month	2020	2021	2022
January	61	26	29
February	45	45	40
March	30	21	18
April	44	18	29
May	34	21	20
June	32	19	22
July	30	23	26
August	27	29	21
September	27	29	26
October	34	28	
November	29	37	
December	37	41	



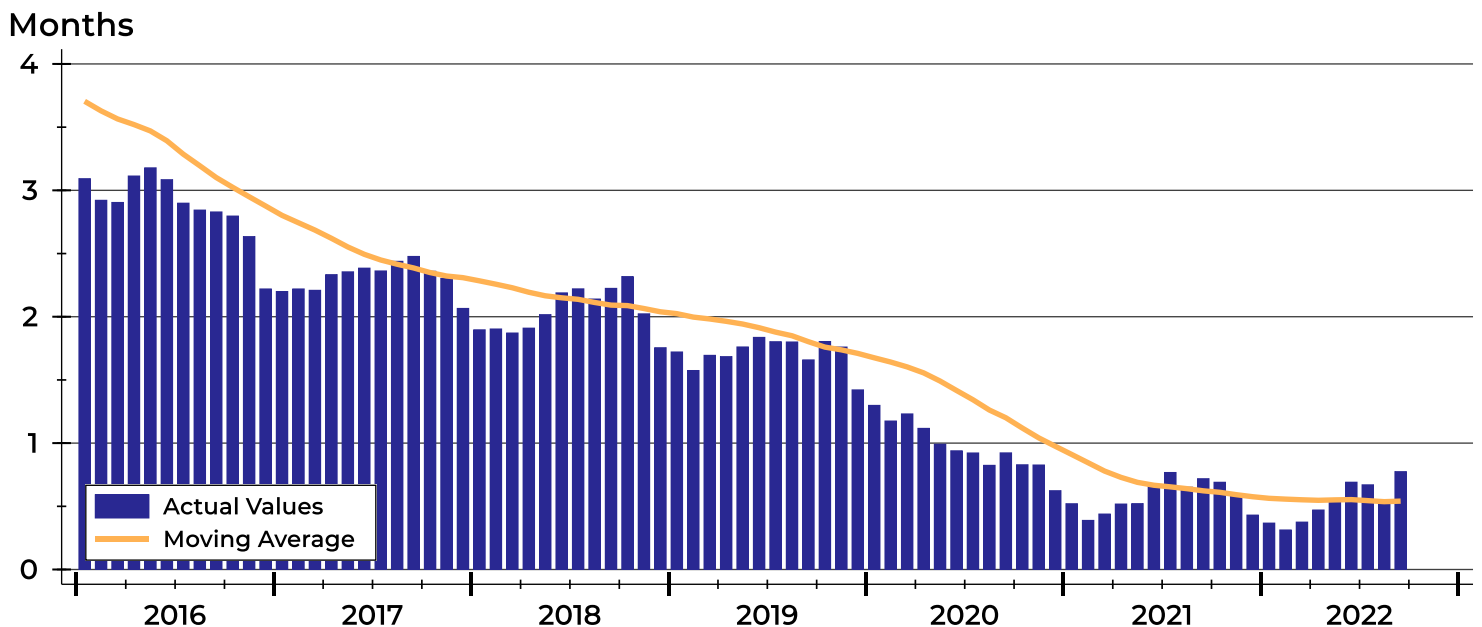
Central Region Months' Supply Analysis

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	
November	0.8	0.6	
December	0.6	0.4	

History of Month's Supply





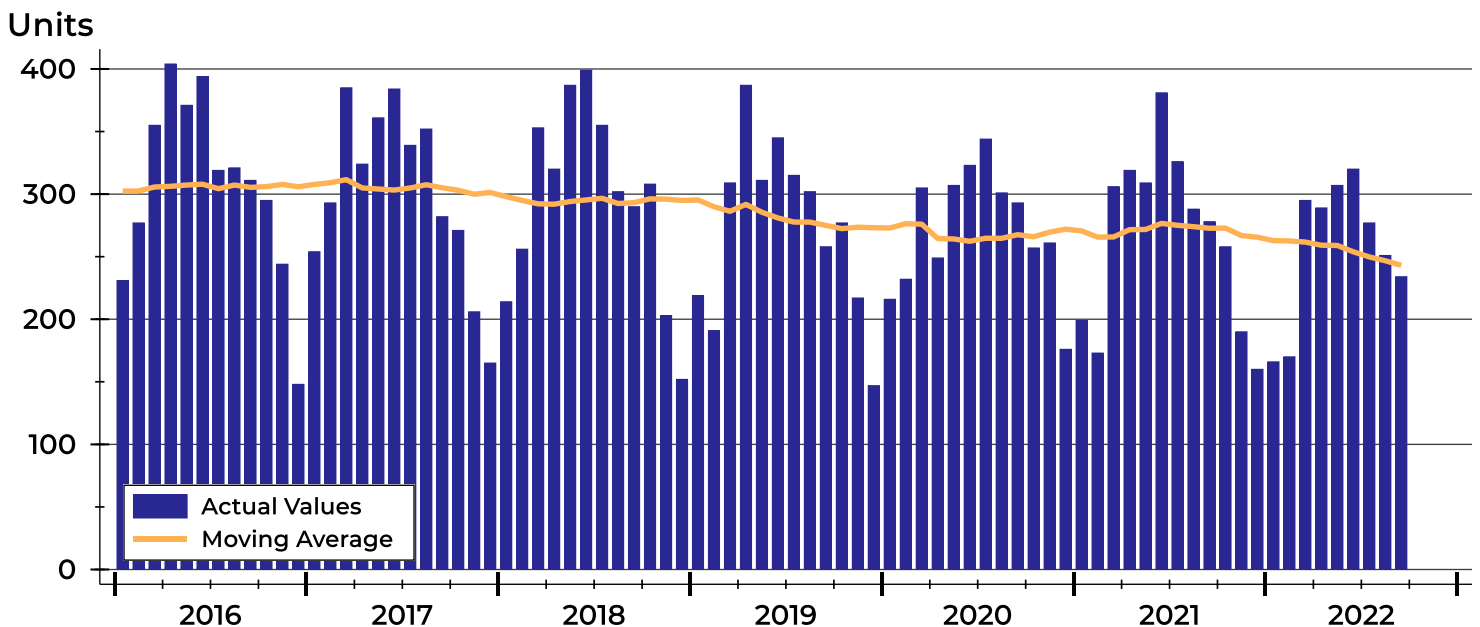
Central Region New Listings Analysis

Summary Statistics for New Listings		2022	September 2021	Change
Current Month	New Listings	234	278	-15.8%
	Volume (1,000s)	49,112	52,437	-6.3%
	Average List Price	209,880	188,621	11.3%
	Median List Price	187,000	161,250	16.0%
Year-to-Date	New Listings	2,309	2,579	-10.5%
	Volume (1,000s)	484,451	477,097	1.5%
	Average List Price	209,810	184,993	13.4%
	Median List Price	174,999	159,900	9.4%

A total of 234 new listings were added in Central Region during September, down 15.8% from the same month in 2021. Year-to-date Central Region has seen 2,309 new listings.

The median list price of these homes was \$187,000 up from \$161,250 in 2021.

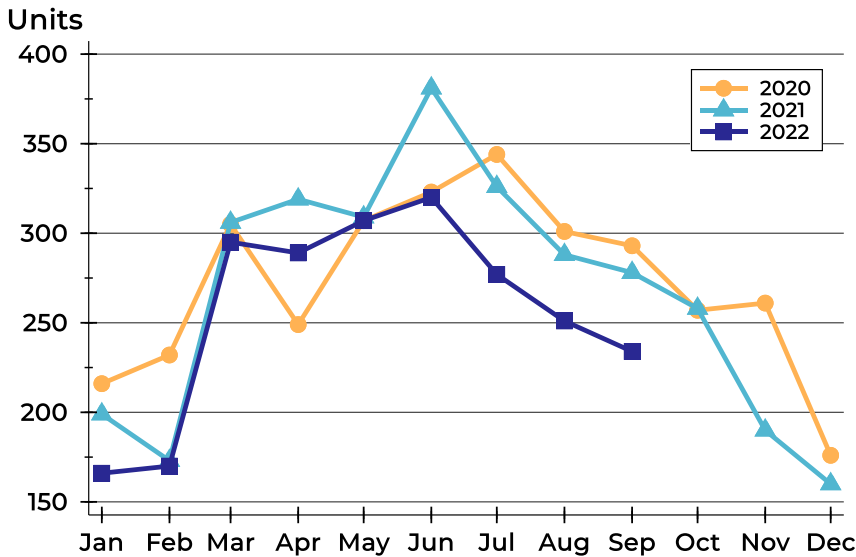
History of New Listings





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	320
July	344	326	277
August	301	288	251
September	293	278	234
October	257	258	
November	261	190	
December	176	160	

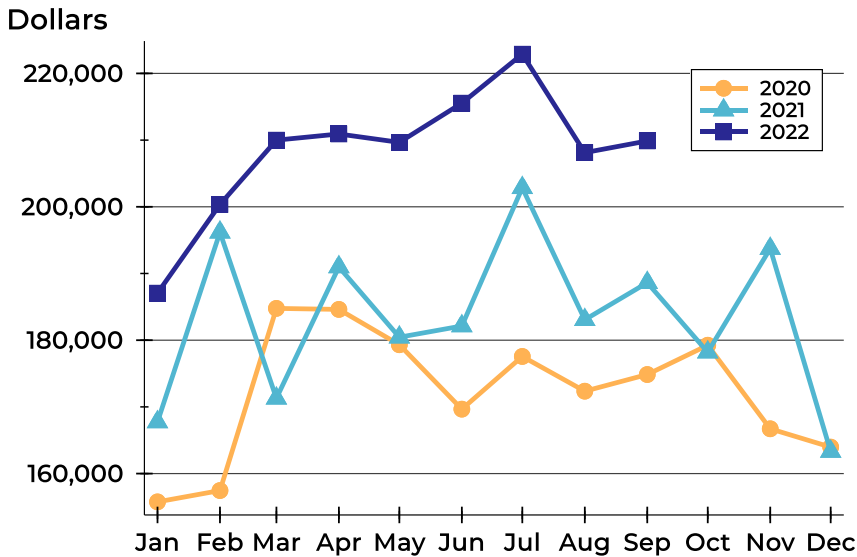
New Listings by Price Range

Price Range	New Listings		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	1	0.4%	1,450	1,450	14	14	100.0%	100.0%
\$25,000-\$49,999	9	3.8%	41,430	44,900	9	9	96.5%	100.0%
\$50,000-\$99,999	36	15.4%	80,206	82,200	10	5	99.2%	100.0%
\$100,000-\$124,999	16	6.8%	113,547	114,900	13	9	97.2%	100.0%
\$125,000-\$149,999	28	12.0%	135,363	134,500	7	4	100.6%	100.0%
\$150,000-\$174,999	20	8.5%	162,131	162,500	10	7	99.8%	100.0%
\$175,000-\$199,999	19	8.1%	189,805	191,500	11	9	99.6%	100.0%
\$200,000-\$249,999	31	13.2%	226,158	225,777	8	5	99.3%	100.0%
\$250,000-\$299,999	31	13.2%	273,685	273,777	8	5	99.7%	100.0%
\$300,000-\$399,999	25	10.7%	350,707	349,900	14	11	98.9%	100.0%
\$400,000-\$499,999	12	5.1%	451,467	454,000	17	15	98.7%	100.0%
\$500,000-\$749,999	5	2.1%	592,780	550,000	13	17	99.1%	100.0%
\$750,000-\$999,999	1	0.4%	750,000	750,000	26	26	100.0%	100.0%
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



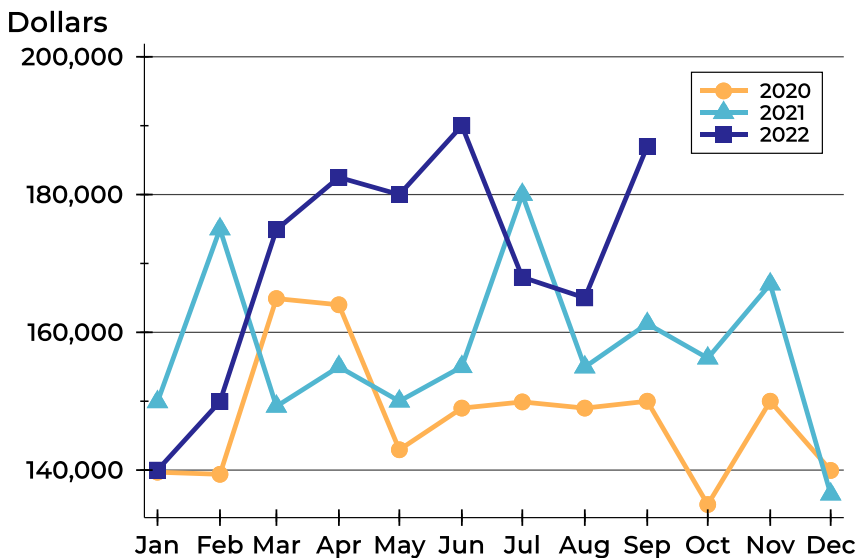
Central Region New Listings Analysis

Average Price



Month	2020	2021	2022
January	155,757	167,738	187,057
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	215,545
July	177,563	202,855	222,891
August	172,357	183,067	208,124
September	174,855	188,621	209,880
October	179,248	178,204	
November	166,714	193,739	
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	
November	150,000	167,000	
December	139,950	136,500	



Central Region Contracts Written Analysis

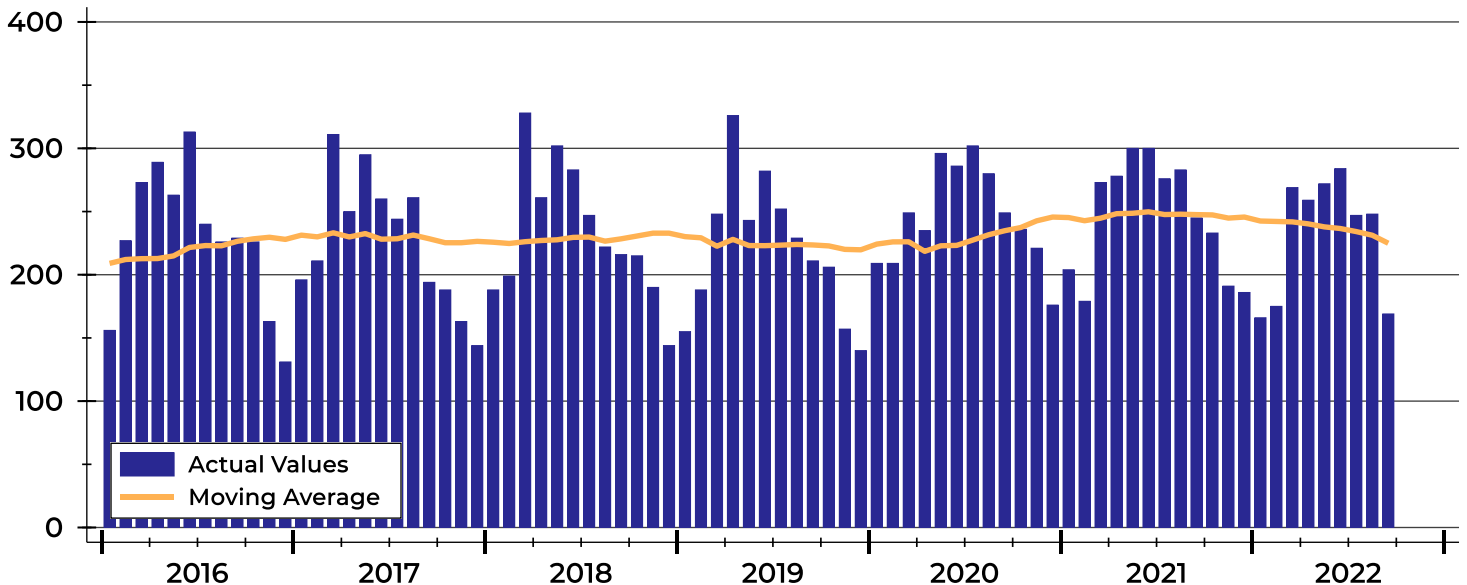
Summary Statistics for Contracts Written		September			Year-to-Date		
		2022	2021	Change	2022	2021	Change
Contracts Written		169	245	-31.0%	2,089	2,338	-10.7%
Volume (1,000s)		30,738	47,807	-35.7%	415,339	430,355	-3.5%
Average	Sale Price	181,884	195,130	-6.8%	198,822	184,070	8.0%
	Days on Market	12	16	-25.0%	12	13	-7.7%
	Percent of Original	98.0%	98.5%	-0.5%	99.9%	100.0%	-0.1%
Median	Sale Price	149,900	172,000	-12.8%	169,500	160,000	5.9%
	Days on Market	4	4	0.0%	3	3	0.0%
	Percent of Original	100.0%	100.0%	0.0%	100.0%	100.0%	0.0%

A total of 169 contracts for sale were written in Central Region during the month of September, down from 245 in 2021. The median list price of these homes was \$149,900, down from \$172,000 the prior year.

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

History of Contracts Written

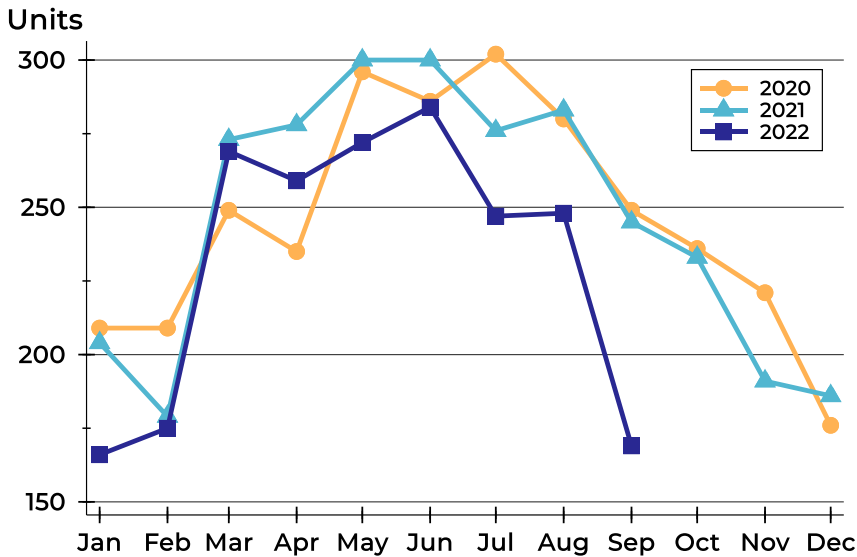
Units





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	284
July	302	276	247
August	280	283	248
September	249	245	169
October	236	233	
November	221	191	
December	176	186	

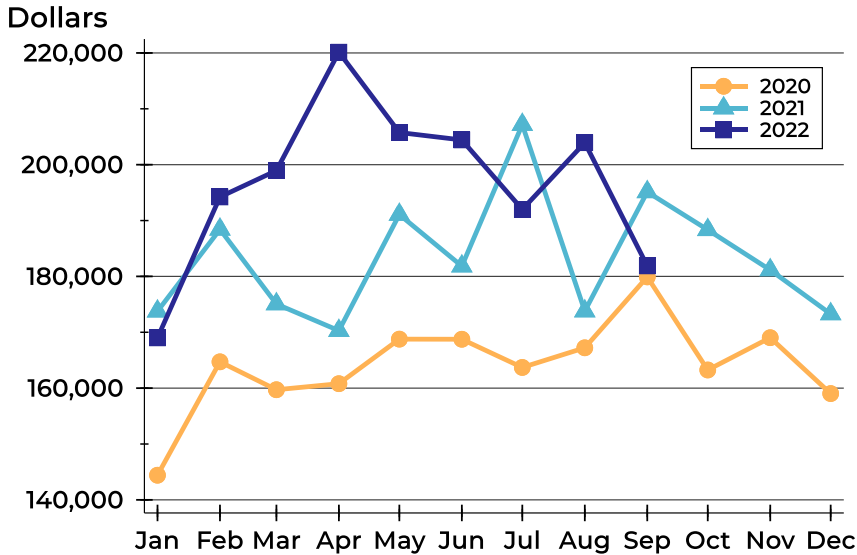
Contracts Written by Price Range

Price Range	Contracts Written		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	1	0.6%	7,900	7,900	165	165	22.6%	22.6%
\$25,000-\$49,999	11	6.5%	38,047	40,000	14	9	91.2%	92.0%
\$50,000-\$99,999	32	18.9%	80,034	84,000	20	4	98.6%	100.0%
\$100,000-\$124,999	11	6.5%	114,941	115,000	7	3	99.5%	100.0%
\$125,000-\$149,999	30	17.8%	136,140	135,000	9	3	99.7%	100.0%
\$150,000-\$174,999	12	7.1%	163,588	166,200	4	4	99.6%	100.0%
\$175,000-\$199,999	15	8.9%	192,283	192,500	13	5	95.8%	100.0%
\$200,000-\$249,999	19	11.2%	222,072	225,000	3	3	100.2%	100.0%
\$250,000-\$299,999	20	11.8%	272,779	275,000	5	3	99.7%	100.0%
\$300,000-\$399,999	10	5.9%	343,210	347,500	16	4	98.9%	100.0%
\$400,000-\$499,999	5	3.0%	438,600	439,000	8	4	98.1%	100.0%
\$500,000-\$749,999	1	0.6%	509,900	509,900	0	0	99.1%	99.1%
\$750,000-\$999,999	2	1.2%	872,500	872,500	48	48	91.8%	91.8%
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



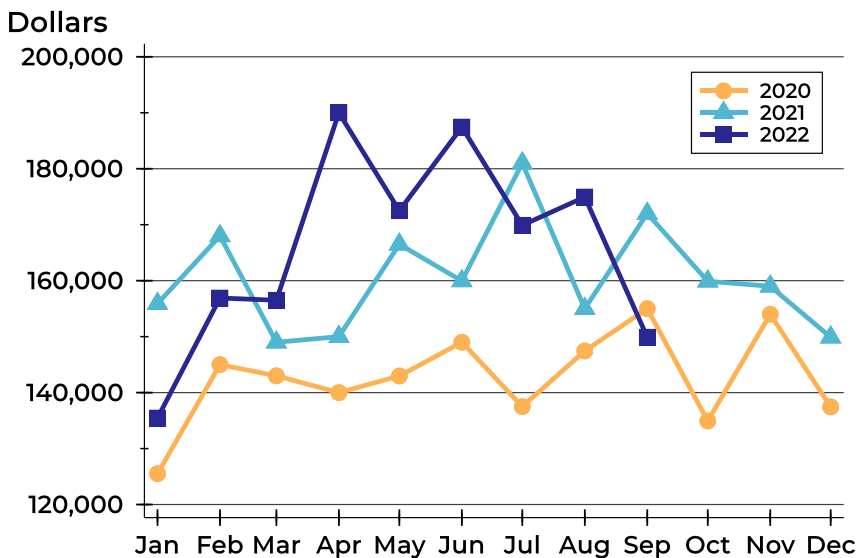
Central Region Contracts Written Analysis

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	204,428
July	163,705	207,173	192,003
August	167,222	173,790	203,932
September	179,914	195,130	181,884
October	163,252	188,340	-
November	169,030	181,152	-
December	159,028	173,277	-

Median Price

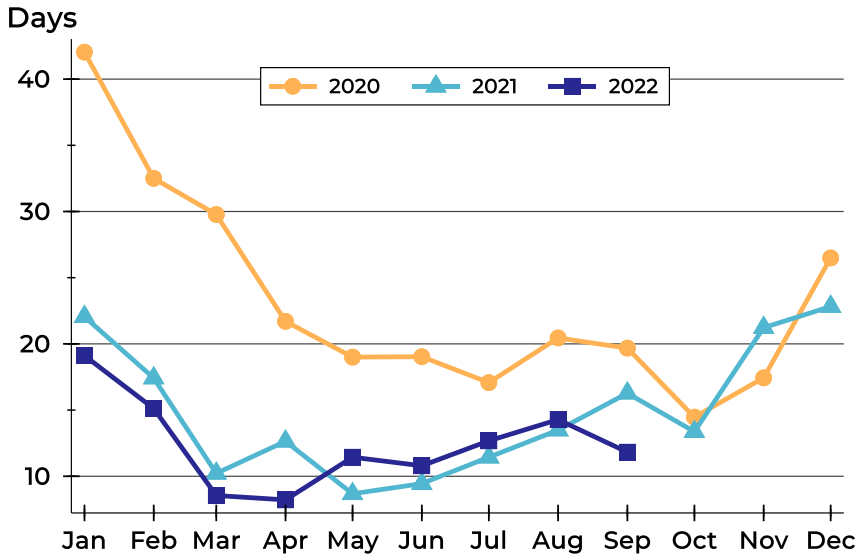


Month	2020	2021	2022
January	125,500	155,900	135,450
February	145,000	168,000	156,900
March	143,000	149,000	156,500
April	140,000	150,000	190,000
May	142,975	166,500	172,500
June	149,000	159,950	187,450
July	137,500	181,000	169,900
August	147,450	155,000	174,950
September	155,000	172,000	149,900
October	134,925	159,900	-
November	154,000	159,000	-
December	137,450	149,900	-



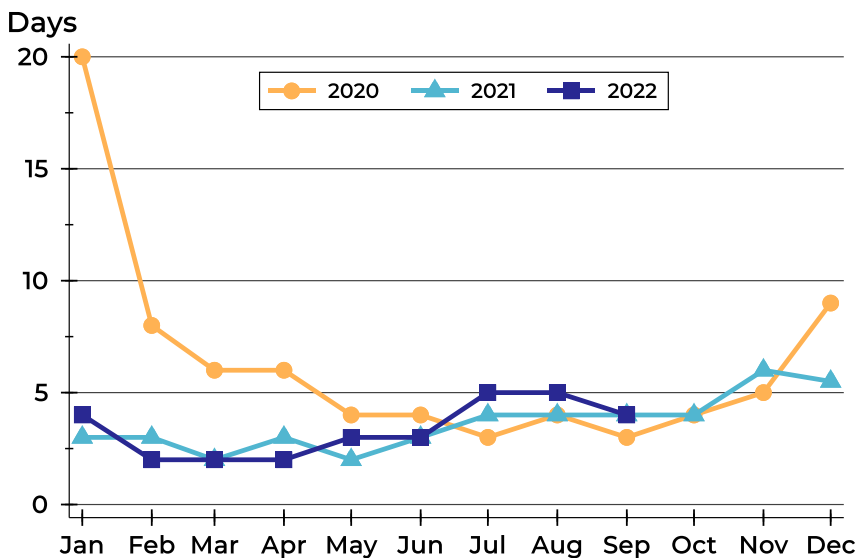
Central Region Contracts Written Analysis

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	12
October	14	13	
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	4
October	4	4	
November	5	6	
December	9	6	



Central Region Pending Contracts Analysis

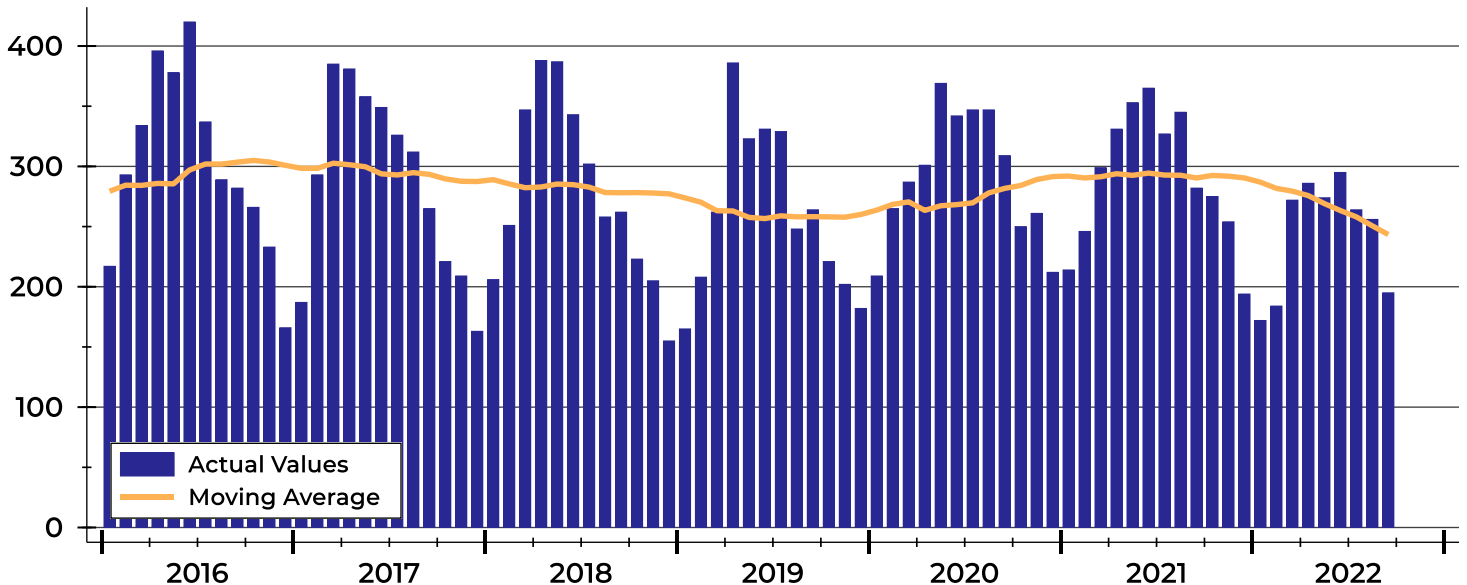
Summary Statistics for Pending Contracts		End of September		
		2022	2021	Change
Pending Contracts		195	282	-30.9%
Volume (1,000s)		41,509	57,781	-28.2%
Average	List Price	212,865	204,896	3.9%
	Days on Market	13	14	-7.1%
	Percent of Original	98.9%	98.8%	0.1%
Median	List Price	170,000	179,950	-5.5%
	Days on Market	4	4	0.0%
	Percent of Original	100.0%	100.0%	0.0%

A total of 195 listings in Central Region had contracts pending at the end of September, down from 282 contracts pending at the end of September 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

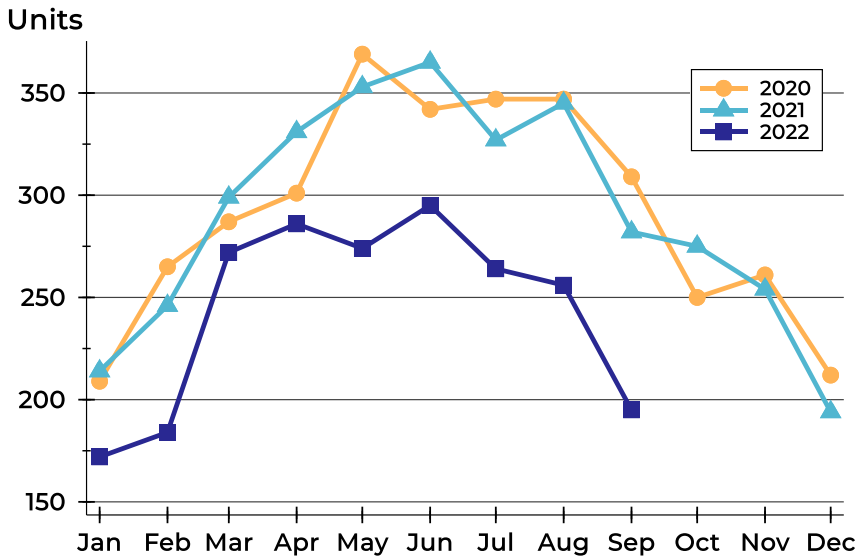
Units





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	
November	261	254	
December	212	194	

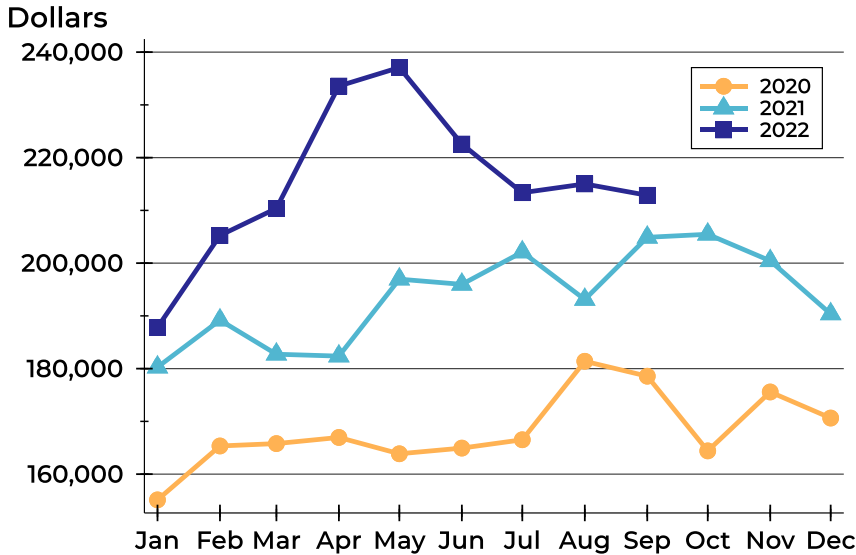
Pending Contracts by Price Range

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	8	4.1%	38,571	39,250	13	7	97.2%	100.0%
\$50,000-\$99,999	30	15.4%	83,643	84,900	18	5	98.9%	100.0%
\$100,000-\$124,999	15	7.7%	115,720	118,500	9	7	97.9%	100.0%
\$125,000-\$149,999	30	15.4%	134,883	135,000	9	3	100.2%	100.0%
\$150,000-\$174,999	17	8.7%	161,196	159,777	8	5	99.7%	100.0%
\$175,000-\$199,999	16	8.2%	192,472	195,000	16	6	98.0%	100.0%
\$200,000-\$249,999	24	12.3%	225,970	225,000	5	4	99.6%	100.0%
\$250,000-\$299,999	22	11.3%	272,059	275,000	6	3	99.7%	100.0%
\$300,000-\$399,999	15	7.7%	344,160	345,000	24	8	97.0%	100.0%
\$400,000-\$499,999	9	4.6%	452,433	469,000	23	5	99.3%	100.0%
\$500,000-\$749,999	5	2.6%	600,180	599,900	5	1	100.0%	100.0%
\$750,000-\$999,999	4	2.1%	861,194	849,889	44	48	90.9%	94.2%
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



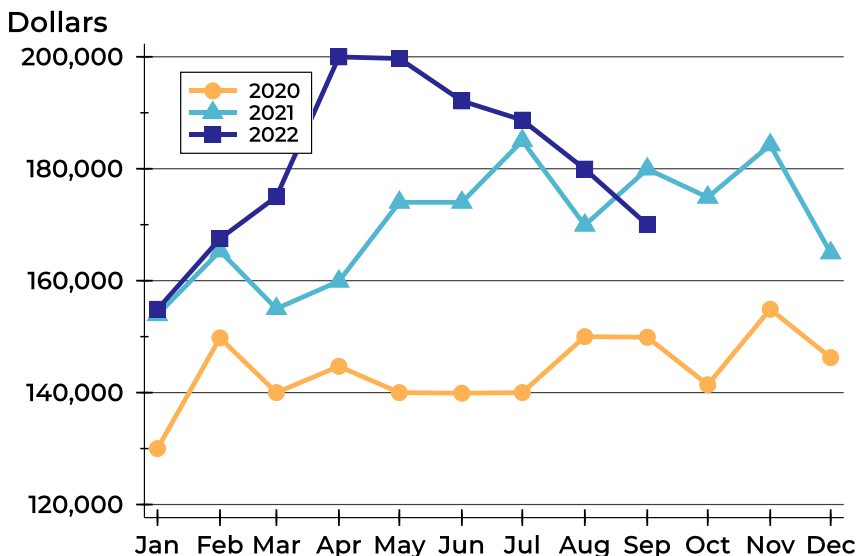
Central Region Pending Contracts Analysis

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	
November	175,577	200,445	
December	170,636	190,368	

Median Price

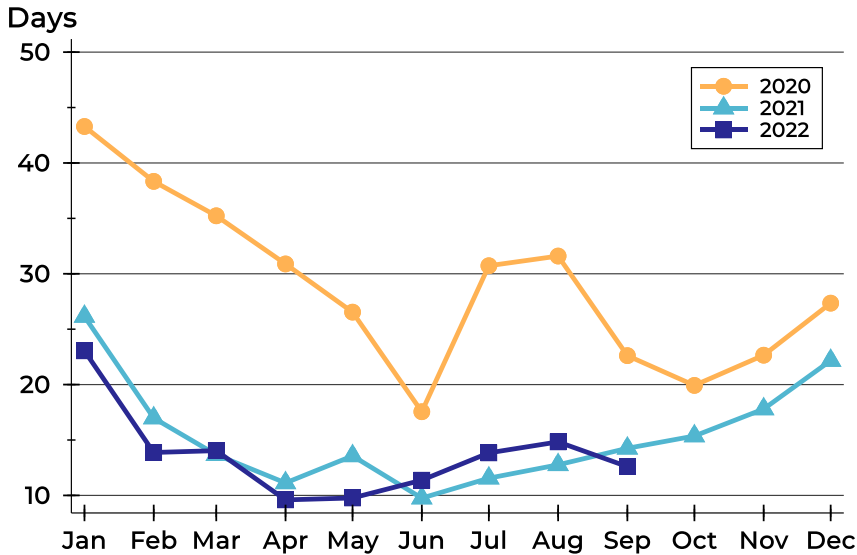


Month	2020	2021	2022
January	130,000	153,900	154,900
February	149,777	165,300	167,500
March	140,000	155,000	174,999
April	144,700	159,900	199,975
May	140,000	174,000	199,700
June	139,900	174,000	192,110
July	140,000	185,000	188,700
August	150,000	169,900	179,950
September	149,900	179,950	170,000
October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



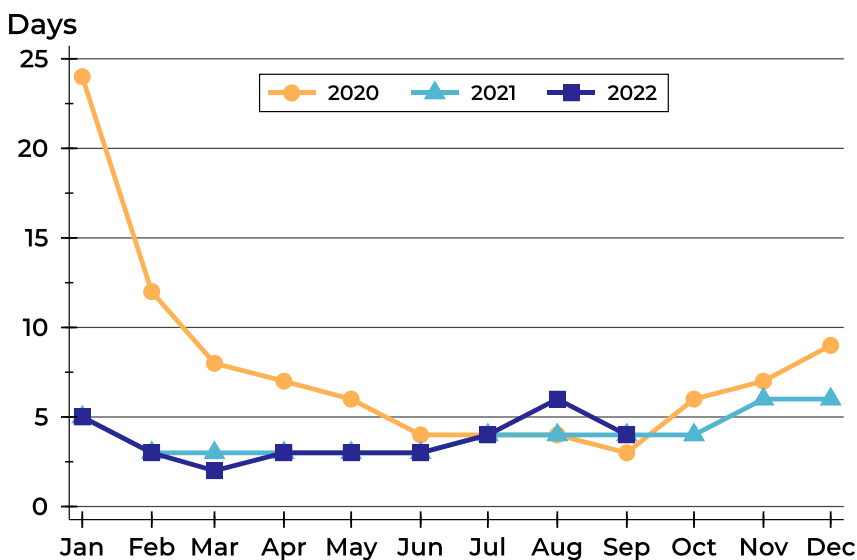
Central Region Pending Contracts Analysis

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	
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	
November	7	6	
December	9	6	



North Region Housing Report



Market Overview

North Region Home Sales Rose in September

Total home sales in North Region rose by 51.9% last month to 41 units, compared to 27 units in September 2021. Total sales volume was \$9.0 million, up 115.5% from a year earlier.

The median sale price in September was \$230,000, up from \$143,000 a year earlier. Homes that sold in September were typically on the market for 6 days and sold for 99.8% of their list prices.

North Region Active Listings Down at End of September

The total number of active listings in North Region at the end of September was 45 units, down from 60 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 September was \$215,000.

During September, a total of 25 contracts were written down from 28 in September 2021. At the end of the month, there were 29 contracts still pending.

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

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North Region Summary Statistics

September MLS Statistics Three-year History		Current Month			Year-to-Date		
		2022	2021	2020	2022	2021	2020
Home Sales		41	27	27	290	264	252
Change from prior year		51.9%	0.0%	17.4%	9.8%	4.8%	13.0%
Active Listings		45	60	44	N/A	N/A	N/A
Change from prior year		-25.0%	36.4%	-42.9%			
Months' Supply		1.4	2.1	1.7	N/A	N/A	N/A
Change from prior year		-33.3%	23.5%	-46.9%			
New Listings		29	49	37	325	325	310
Change from prior year		-40.8%	32.4%	8.8%	0.0%	4.8%	2.6%
Contracts Written		25	28	27	285	276	273
Change from prior year		-10.7%	3.7%	80.0%	3.3%	1.1%	25.8%
Pending Contracts		29	36	37	N/A	N/A	N/A
Change from prior year		-19.4%	-2.7%	68.2%			
Sales Volume (1,000s)		9,013	4,182	4,191	60,938	46,545	39,433
Change from prior year		115.5%	-0.2%	16.3%	30.9%	18.0%	10.0%
Average	Sale Price	219,840	154,904	155,230	210,132	176,306	156,481
	Change from prior year	41.9%	-0.2%	-1.0%	19.2%	12.7%	-2.7%
	List Price of Actives	272,488	214,848	203,356	N/A	N/A	N/A
	Change from prior year	26.8%	5.7%	-12.8%			
	Days on Market	17	31	30	18	27	42
Change from prior year	-45.2%	3.3%	-23.1%	-33.3%	-35.7%	-27.6%	
Percent of List	98.2%	96.8%	96.4%	99.2%	99.2%	96.9%	
Change from prior year	1.4%	0.4%	0.5%	0.0%	2.4%	1.1%	
Percent of Original	96.4%	93.4%	95.4%	98.2%	97.5%	94.7%	
Change from prior year	3.2%	-2.1%	0.2%	0.7%	3.0%	1.1%	
Median	Sale Price	230,000	143,000	125,000	189,500	164,000	137,000
	Change from prior year	60.8%	14.4%	-12.0%	15.5%	19.7%	-8.7%
	List Price of Actives	215,000	194,700	152,250	N/A	N/A	N/A
	Change from prior year	10.4%	27.9%	-15.1%			
	Days on Market	6	6	19	6	6	19
Change from prior year	0.0%	-68.4%	-32.1%	0.0%	-68.4%	-34.5%	
Percent of List	99.8%	100.0%	96.2%	100.0%	100.0%	98.3%	
Change from prior year	-0.2%	4.0%	-0.1%	0.0%	1.7%	0.2%	
Percent of Original	99.1%	96.3%	95.8%	100.0%	100.0%	96.8%	
Change from prior year	2.9%	0.5%	0.0%	0.0%	3.3%	0.3%	

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



North Region Closed Listings Analysis

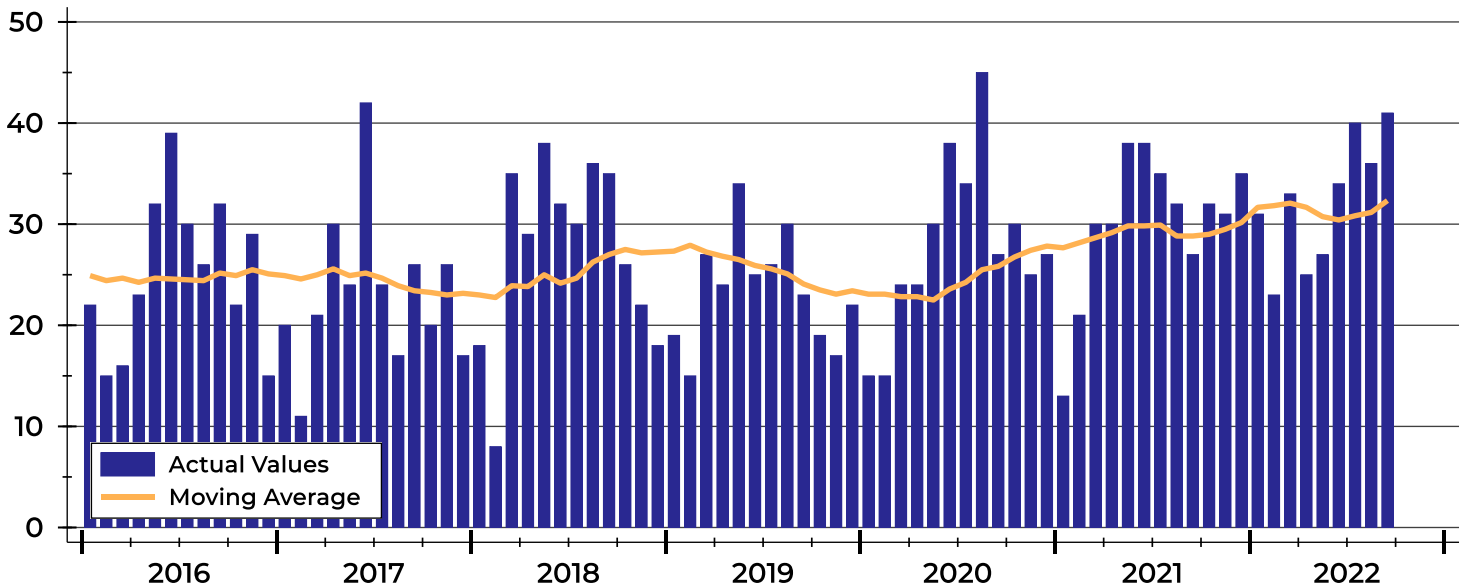
Summary Statistics for Closed Listings		September			Year-to-Date		
		2022	2021	Change	2022	2021	Change
Closed Listings		41	27	51.9%	290	264	9.8%
Volume (1,000s)		9,013	4,182	115.5%	60,938	46,545	30.9%
Months' Supply		1.4	2.1	-33.3%	N/A	N/A	N/A
Average	Sale Price	219,840	154,904	41.9%	210,132	176,306	19.2%
	Days on Market	17	31	-45.2%	18	27	-33.3%
	Percent of List	98.2%	96.8%	1.4%	99.2%	99.2%	0.0%
	Percent of Original	96.4%	93.4%	3.2%	98.2%	97.5%	0.7%
Median	Sale Price	230,000	143,000	60.8%	189,500	164,000	15.5%
	Days on Market	6	6	0.0%	6	6	0.0%
	Percent of List	99.8%	100.0%	-0.2%	100.0%	100.0%	0.0%
	Percent of Original	99.1%	96.3%	2.9%	100.0%	100.0%	0.0%

A total of 41 homes sold in North Region in September, up from 27 units in September 2021. Total sales volume rose to \$9.0 million compared to \$4.2 million in the previous year.

The median sales price in September was \$230,000, up 60.8% compared to the prior year. Median days on market was 6 days, up from 6 days in August, but similar to September 2021.

History of Closed Listings

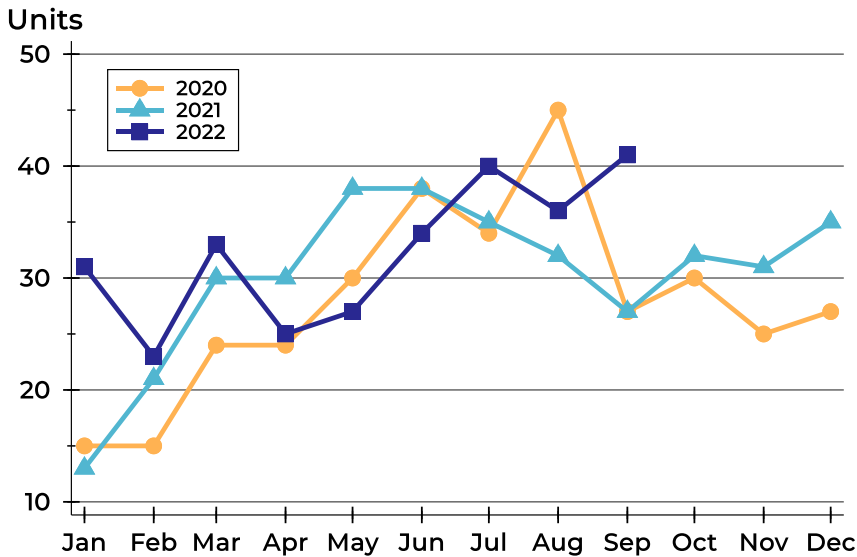
Units





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	
November	25	31	
December	27	35	

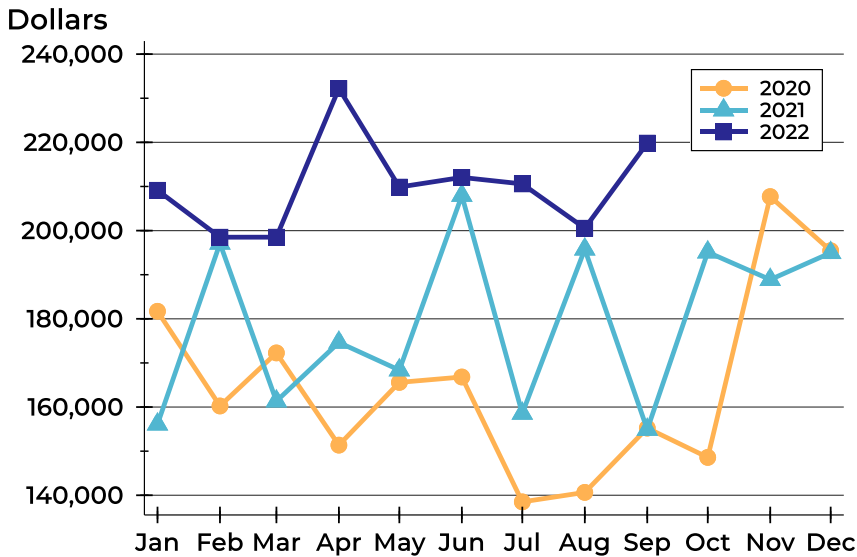
Closed Listings by Price Range

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	0	0.0%	0.0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$25,000-\$49,999	1	2.4%	1.6	42,000	42,000	1	1	84.8%	84.8%	84.8%	84.8%
\$50,000-\$99,999	5	12.2%	1.3	83,300	82,000	12	6	96.3%	99.0%	95.5%	99.0%
\$100,000-\$124,999	1	2.4%	1.3	115,000	115,000	34	34	97.9%	97.9%	91.3%	91.3%
\$125,000-\$149,999	2	4.9%	1.5	135,750	135,750	46	46	95.9%	95.9%	89.1%	89.1%
\$150,000-\$174,999	6	14.6%	0.8	162,750	163,500	40	23	100.5%	100.0%	96.9%	99.6%
\$175,000-\$199,999	2	4.9%	0.8	185,750	185,750	16	16	99.6%	99.6%	99.5%	99.5%
\$200,000-\$249,999	8	19.5%	1.6	231,394	233,075	9	6	100.3%	99.9%	99.1%	99.9%
\$250,000-\$299,999	8	19.5%	0.6	276,662	282,500	5	4	100.7%	100.2%	99.9%	100.2%
\$300,000-\$399,999	8	19.5%	1.4	344,500	344,000	17	14	95.0%	98.3%	93.3%	95.5%
\$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



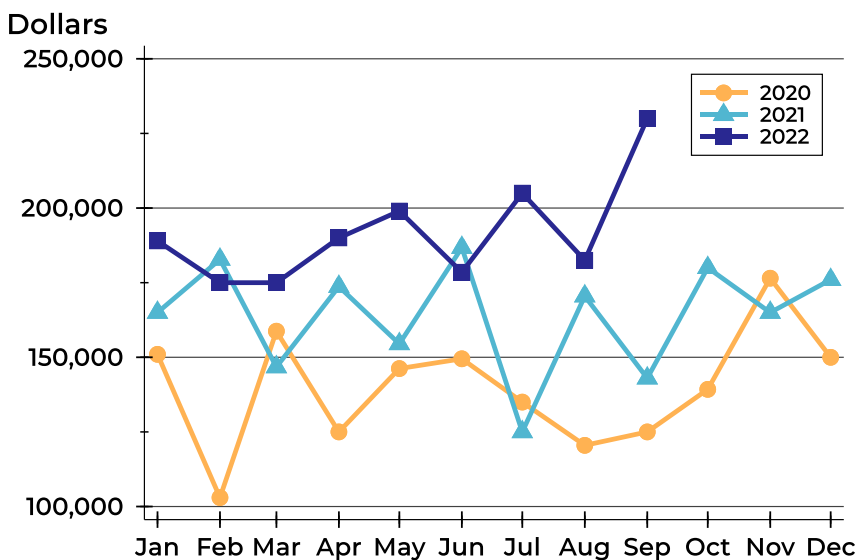
North Region Closed Listings Analysis

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	
November	207,711	188,887	
December	195,442	194,972	

Median Price

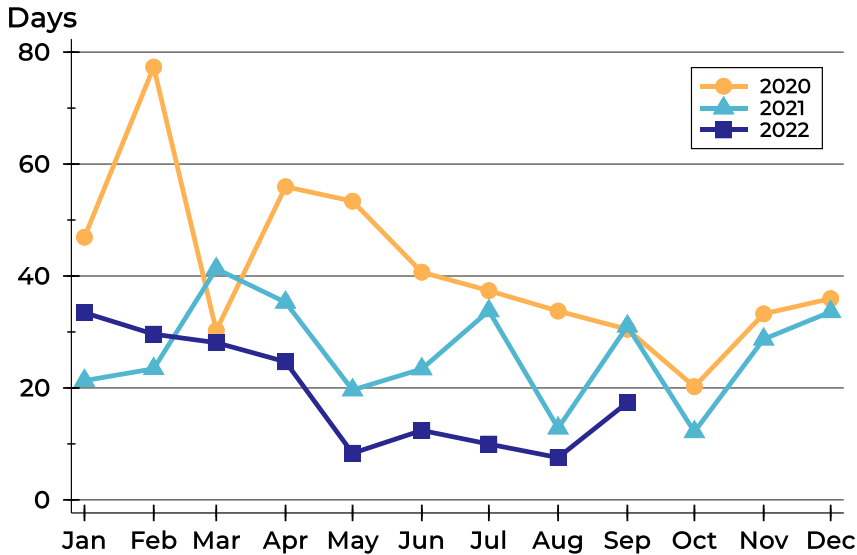


Month	2020	2021	2022
January	151,000	165,000	189,000
February	103,000	182,800	175,000
March	158,750	146,750	175,000
April	125,000	173,700	190,000
May	146,225	154,500	199,000
June	149,500	186,750	178,500
July	135,000	125,000	205,000
August	120,500	170,500	182,500
September	125,000	143,000	230,000
October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



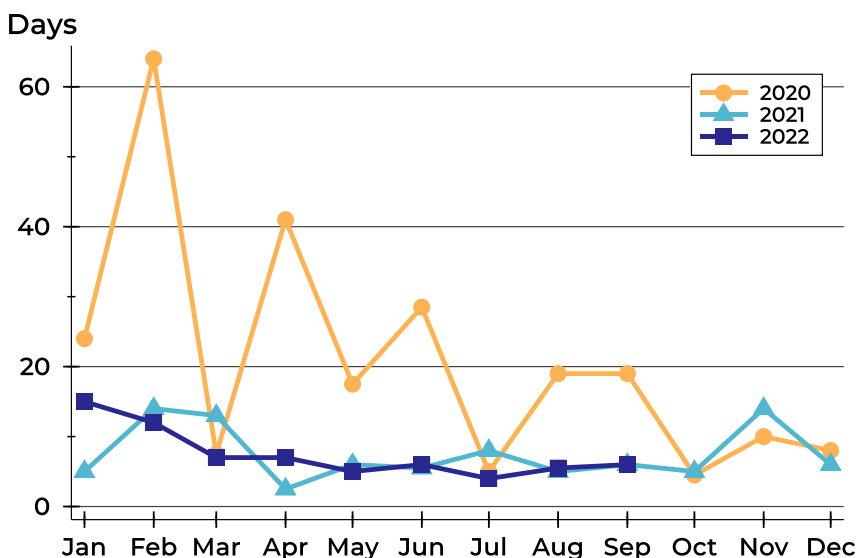
North Region Closed Listings Analysis

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	
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	
November	10	14	
December	8	6	



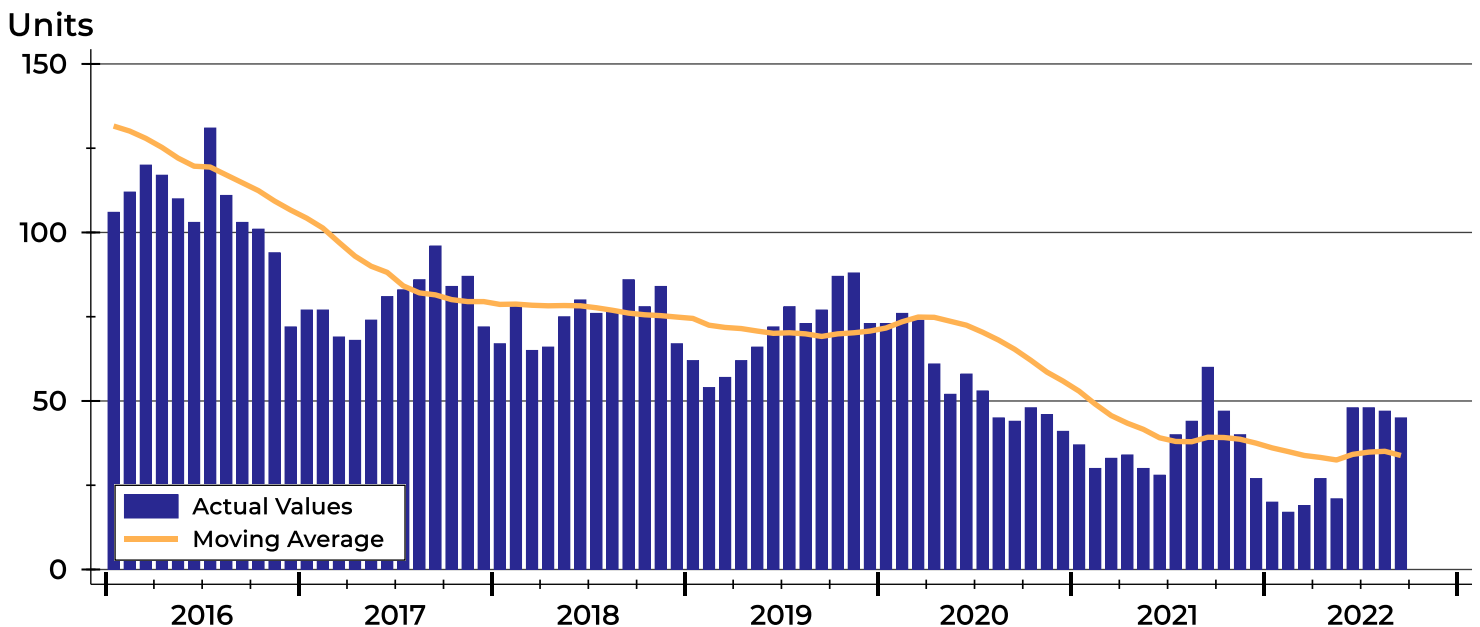
North Region Active Listings Analysis

Summary Statistics for Active Listings		2022	End of September 2021	Change
Active Listings		45	60	-25.0%
Volume (1,000s)		12,262	12,891	-4.9%
Months' Supply		1.4	2.1	-33.3%
Average	List Price	272,488	214,848	26.8%
	Days on Market	69	59	16.9%
	Percent of Original	94.2%	96.7%	-2.6%
Median	List Price	215,000	194,700	10.4%
	Days on Market	53	37	43.2%
	Percent of Original	95.7%	100.0%	-4.3%

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

The median list price of homes on the market at the end of September was \$215,000, up 10.4% from 2021. The typical time on market for active listings was 53 days, up from 37 days a year earlier.

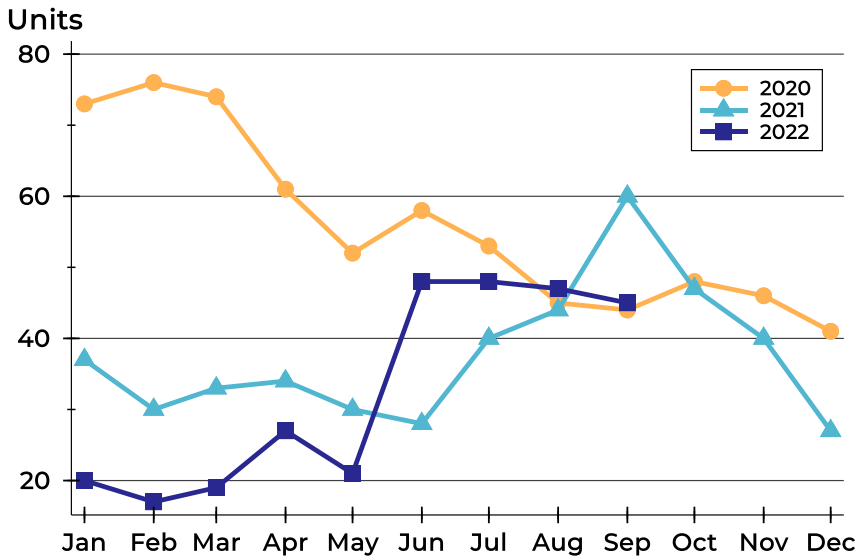
History of Active Listings





North Region Active Listings Analysis

Active Listings by Month



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

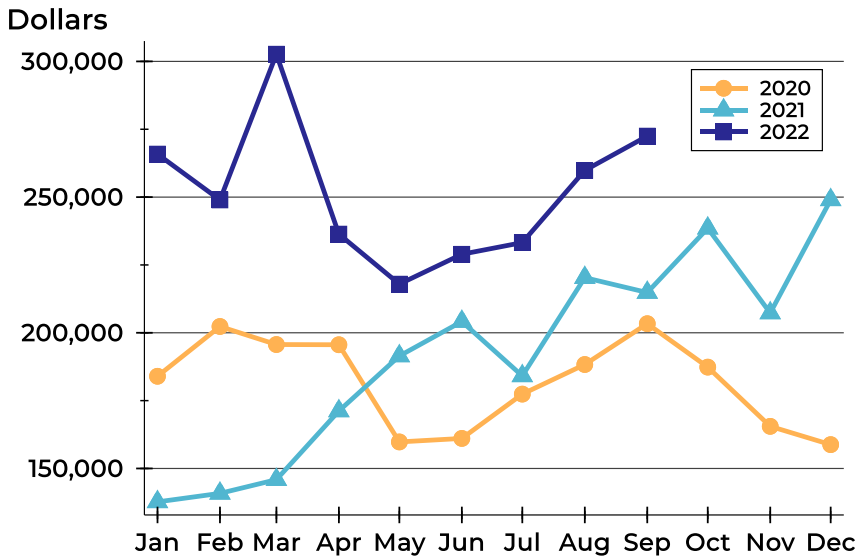
Active Listings by Price Range

Price Range	Active Listings Number	Active Listings Percent	Months' Supply	List Price Average	List Price Median	Days on Market Avg.	Days on Market Med.	Price as % of Orig. Avg.	Price as % of Orig. Med.
Below \$25,000	0	0.0%	0.0	N/A	N/A	N/A	N/A	N/A	N/A
\$25,000-\$49,999	2	4.4%	1.6	39,250	39,250	21	21	90.0%	90.0%
\$50,000-\$99,999	5	11.1%	1.3	77,360	84,900	88	82	89.2%	92.8%
\$100,000-\$124,999	2	4.4%	1.3	109,500	109,500	64	64	90.7%	90.7%
\$125,000-\$149,999	4	8.9%	1.5	140,575	139,950	77	77	95.3%	95.4%
\$150,000-\$174,999	4	8.9%	0.8	151,250	150,000	51	17	95.8%	100.0%
\$175,000-\$199,999	3	6.7%	0.8	186,592	179,900	50	42	91.9%	92.3%
\$200,000-\$249,999	8	17.8%	1.6	224,500	217,250	76	57	94.2%	96.8%
\$250,000-\$299,999	2	4.4%	0.6	282,400	282,400	46	46	98.3%	98.3%
\$300,000-\$399,999	6	13.3%	1.4	352,417	347,750	23	20	97.6%	99.7%
\$400,000-\$499,999	3	6.7%	N/A	470,633	469,900	60	58	95.1%	95.7%
\$500,000-\$749,999	5	11.1%	N/A	614,880	629,000	150	96	94.5%	94.2%
\$750,000-\$999,999	1	2.2%	N/A	889,000	889,000	53	53	100.0%	100.0%
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A



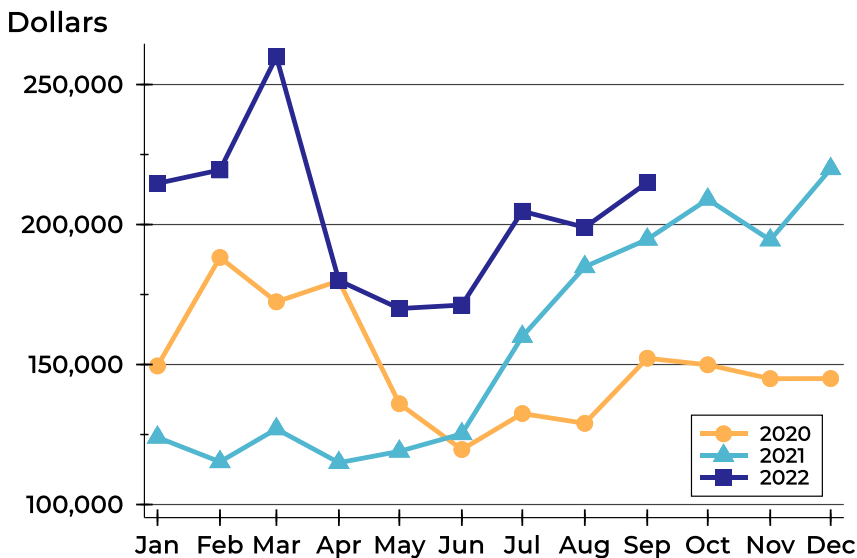
North Region Active Listings Analysis

Average Price



Month	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	
November	165,529	207,303	
December	158,790	248,989	

Median Price

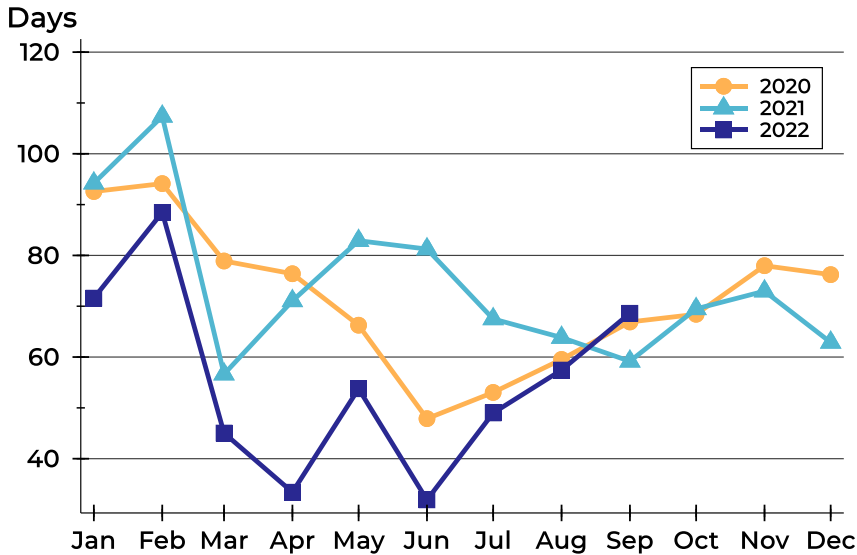


Month	2020	2021	2022
January	149,500	124,000	214,700
February	188,250	115,250	219,500
March	172,400	127,000	259,900
April	179,900	114,950	180,000
May	136,000	119,000	170,000
June	119,650	125,250	171,250
July	132,500	160,000	204,750
August	129,000	184,900	199,000
September	152,250	194,700	215,000
October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



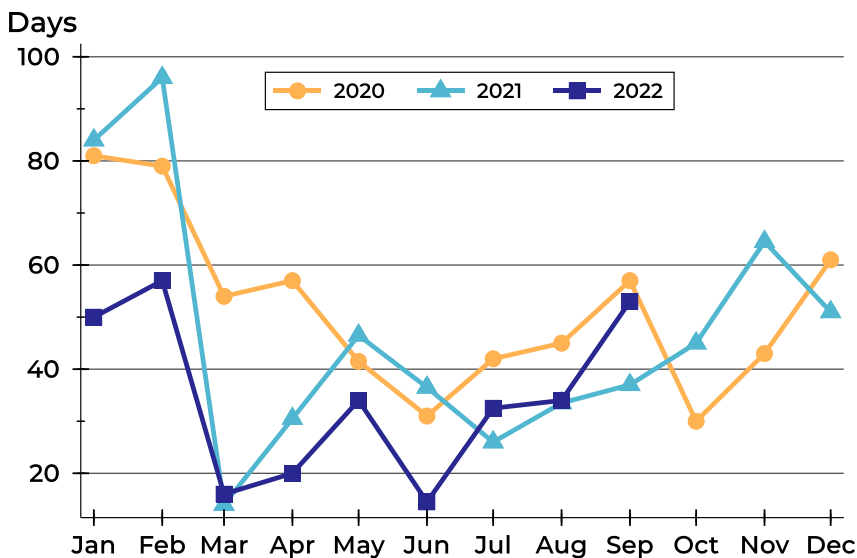
North Region Active Listings Analysis

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	
November	78	73	
December	76	63	

Median DOM

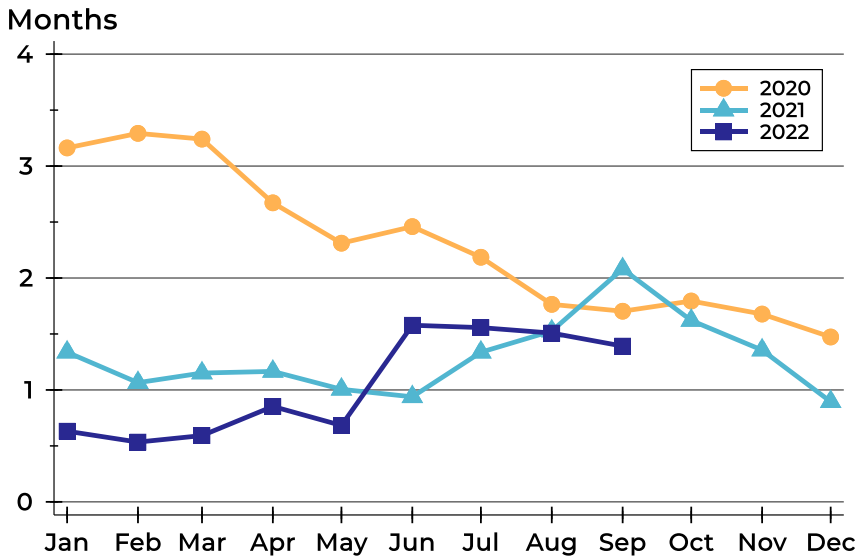


Month	2020	2021	2022
January	81	84	50
February	79	96	57
March	54	14	16
April	57	31	20
May	42	47	34
June	31	37	15
July	42	26	33
August	45	34	34
September	57	37	53
October	30	45	
November	43	65	
December	61	51	



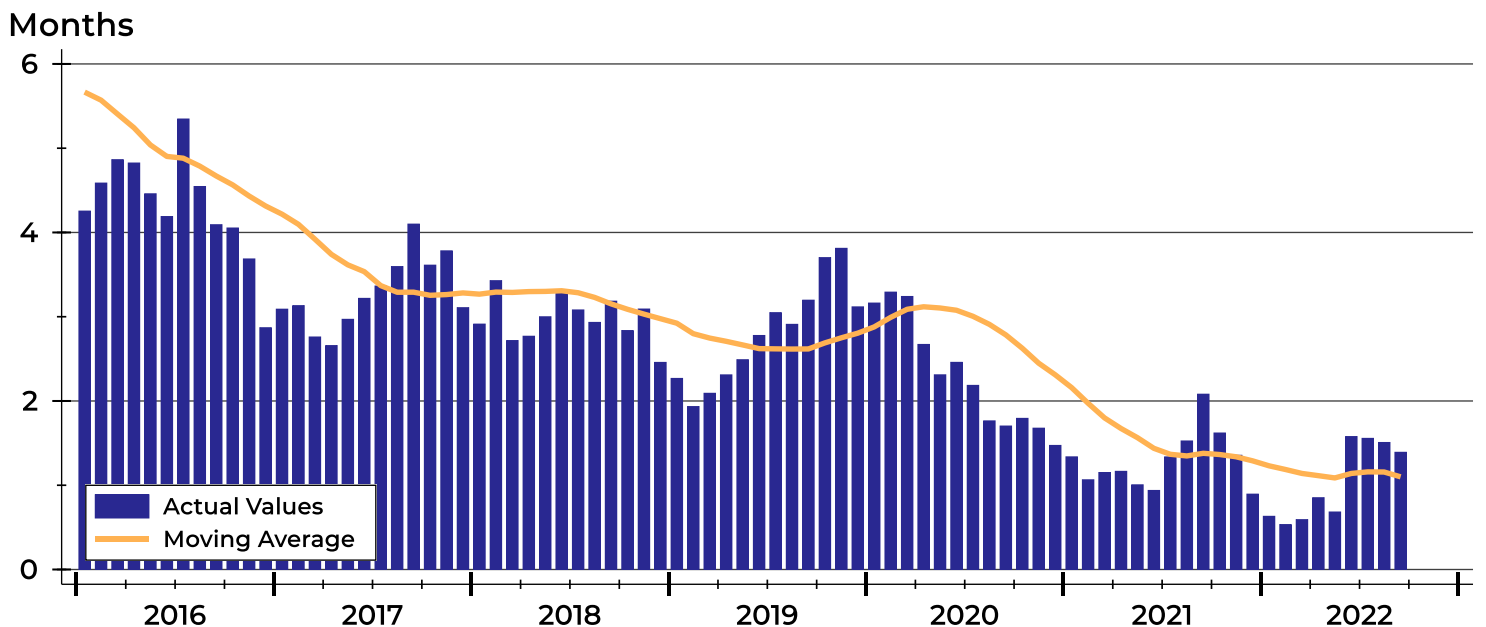
North Region Months' Supply Analysis

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	
November	1.7	1.4	
December	1.5	0.9	

History of Month's Supply





North Region New Listings Analysis

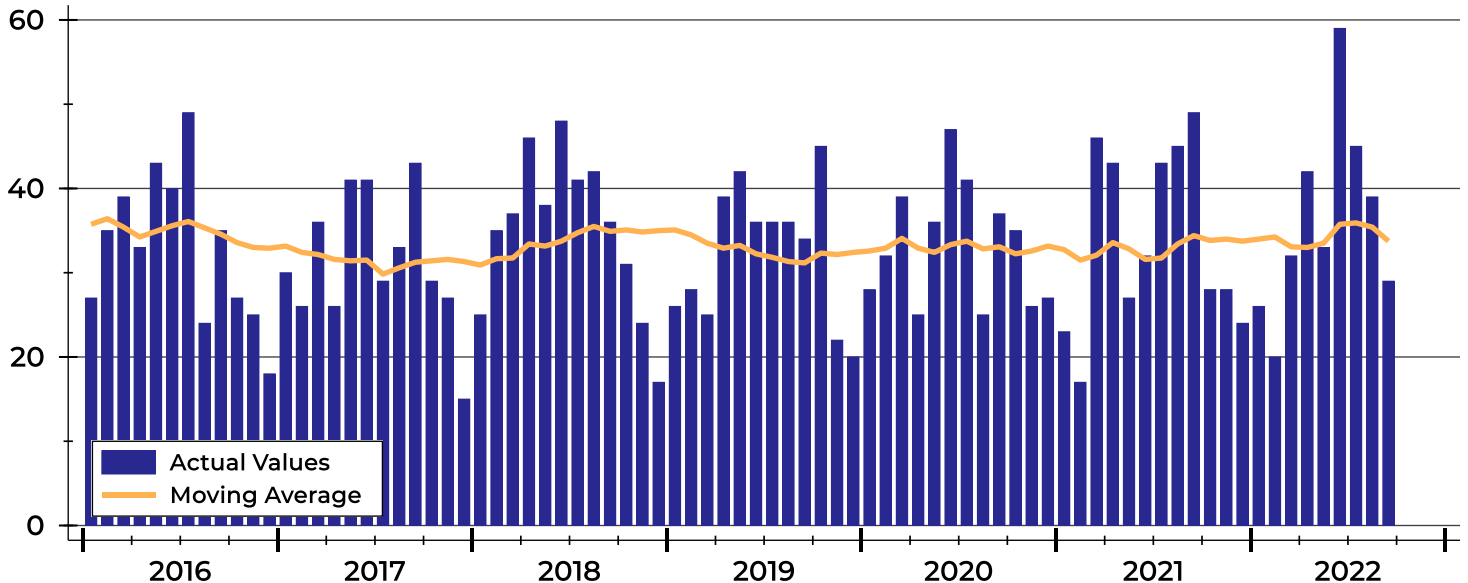
Summary Statistics for New Listings		2022	September 2021	Change
Current Month	New Listings	29	49	-40.8%
	Volume (1,000s)	6,233	8,903	-30.0%
	Average List Price	214,938	181,699	18.3%
	Median List Price	209,000	170,000	22.9%
Year-to-Date	New Listings	325	325	0.0%
	Volume (1,000s)	70,360	62,049	13.4%
	Average List Price	216,491	190,921	13.4%
	Median List Price	189,900	169,900	11.8%

A total of 29 new listings were added in North Region during September, down 40.8% from the same month in 2021. Year-to-date North Region has seen 325 new listings.

The median list price of these homes was \$209,000 up from \$170,000 in 2021.

History of New Listings

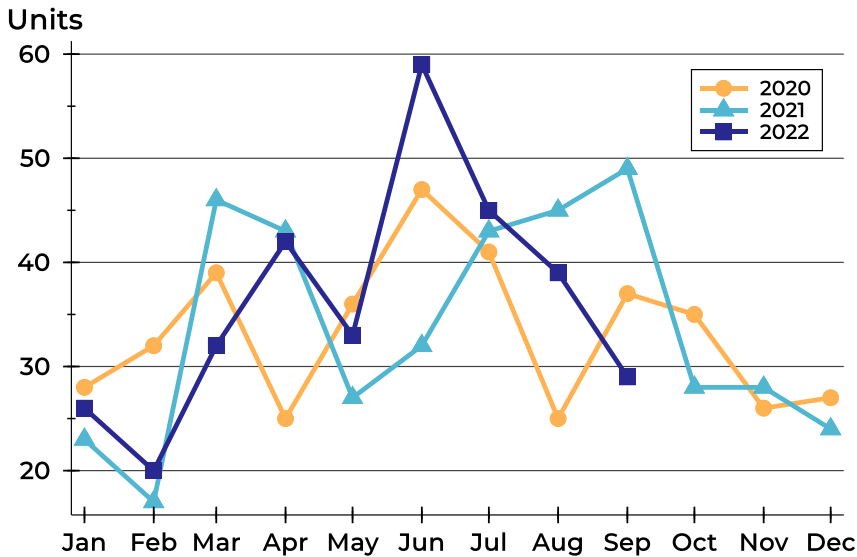
Units





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	
November	26	28	
December	27	24	

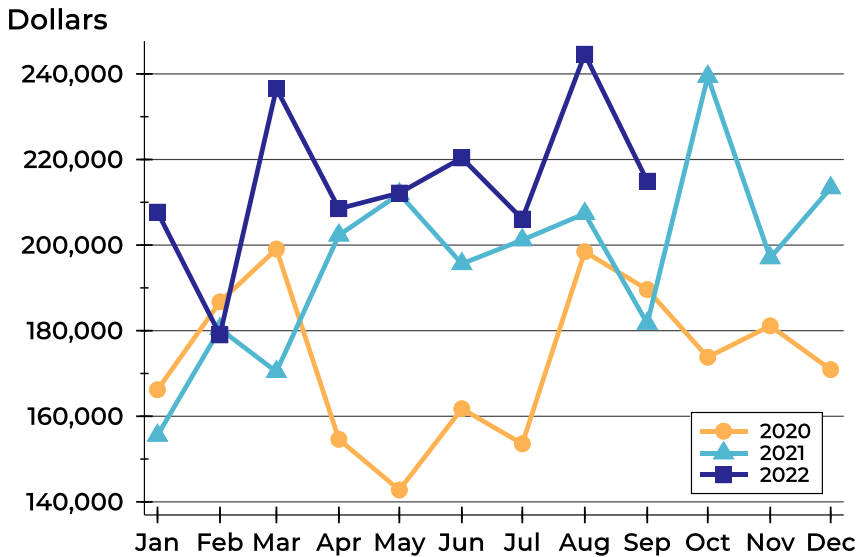
New Listings by Price Range

Price Range	New Listings		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	1	3.4%	12,000	12,000	14	14	108.3%	108.3%
\$25,000-\$49,999	2	6.9%	44,000	44,000	7	7	92.4%	92.4%
\$50,000-\$99,999	1	3.4%	65,000	65,000	8	8	100.0%	100.0%
\$100,000-\$124,999	1	3.4%	109,000	109,000	9	9	100.0%	100.0%
\$125,000-\$149,999	2	6.9%	139,950	139,950	12	12	100.0%	100.0%
\$150,000-\$174,999	5	17.2%	154,000	150,000	6	4	102.2%	100.0%
\$175,000-\$199,999	2	6.9%	182,450	182,450	4	4	100.0%	100.0%
\$200,000-\$249,999	5	17.2%	225,500	230,000	11	12	98.8%	100.0%
\$250,000-\$299,999	2	6.9%	287,450	287,450	18	18	100.0%	100.0%
\$300,000-\$399,999	7	24.1%	338,143	325,000	14	11	98.4%	100.0%
\$400,000-\$499,999	1	3.4%	475,000	475,000	34	34	95.6%	95.6%
\$500,000-\$749,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$750,000-\$999,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



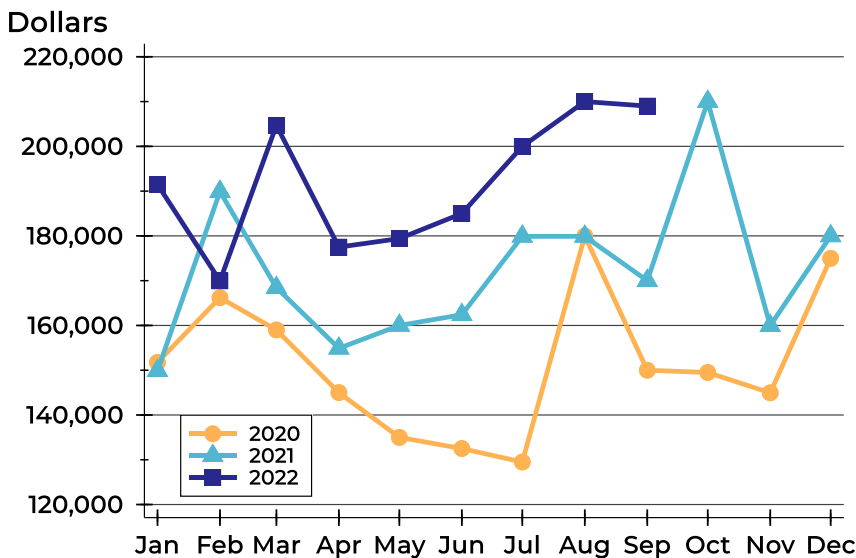
North Region New Listings Analysis

Average Price



Month	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	220,372
July	153,566	201,188	206,104
August	198,448	207,351	244,618
September	189,604	181,699	214,938
October	173,799	239,389	
November	181,135	197,002	
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	209,000
October	149,500	210,000	
November	144,950	159,950	
December	175,000	180,000	



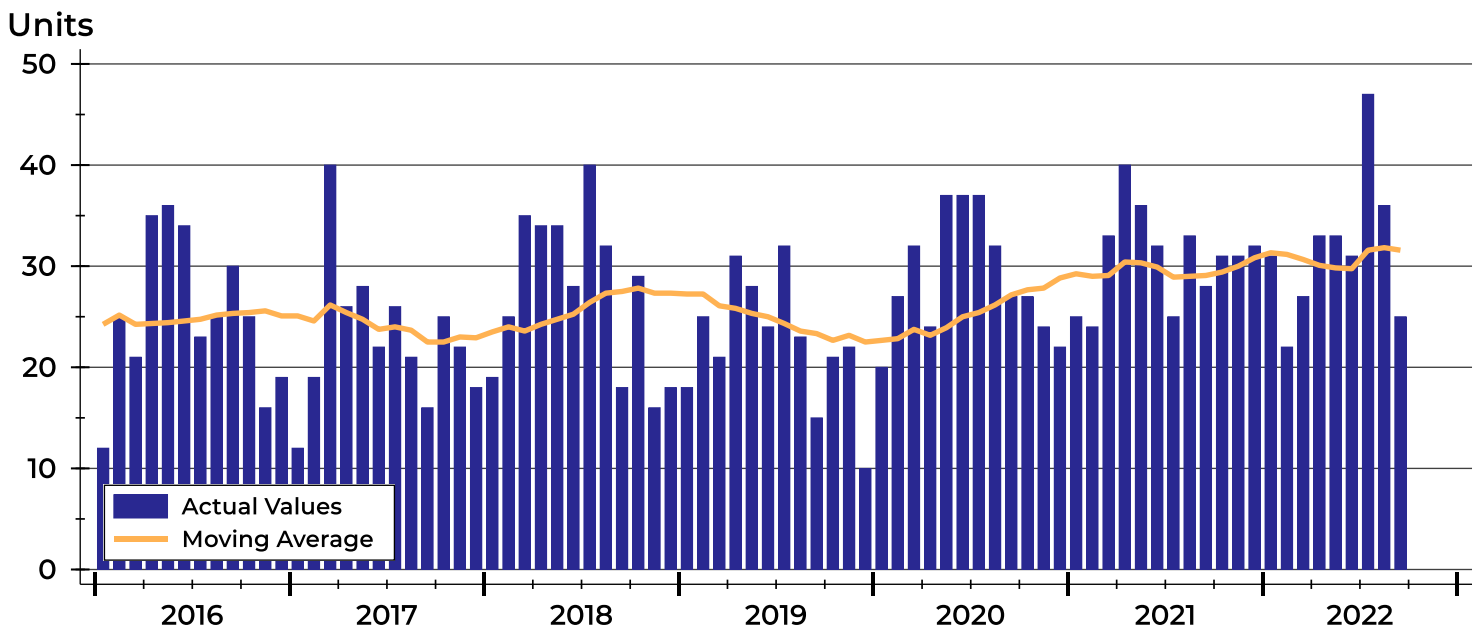
North Region Contracts Written Analysis

Summary Statistics for Contracts Written		September			Year-to-Date		
		2022	2021	Change	2022	2021	Change
Contracts Written		25	28	-10.7%	285	276	3.3%
Volume (1,000s)		4,472	5,351	-16.4%	59,280	49,514	19.7%
Average	Sale Price	178,868	191,111	-6.4%	208,000	179,399	15.9%
	Days on Market	36	13	176.9%	18	25	-28.0%
	Percent of Original	97.0%	100.4%	-3.4%	98.5%	97.9%	0.6%
Median	Sale Price	154,900	170,000	-8.9%	185,000	165,975	11.5%
	Days on Market	9	5	80.0%	6	6	0.0%
	Percent of Original	100.0%	100.0%	0.0%	100.0%	100.0%	0.0%

A total of 25 contracts for sale were written in North Region during the month of September, down from 28 in 2021. The median list price of these homes was \$154,900, down from \$170,000 the prior year.

Half of the homes that went under contract in September were on the market less than 9 days, compared to 5 days in September 2021.

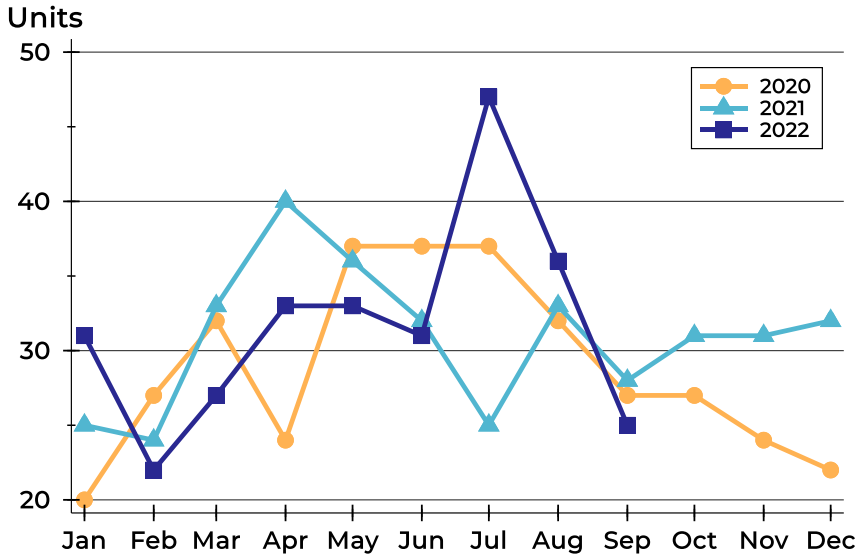
History of Contracts Written





North Region Contracts Written Analysis

Contracts Written by Month



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

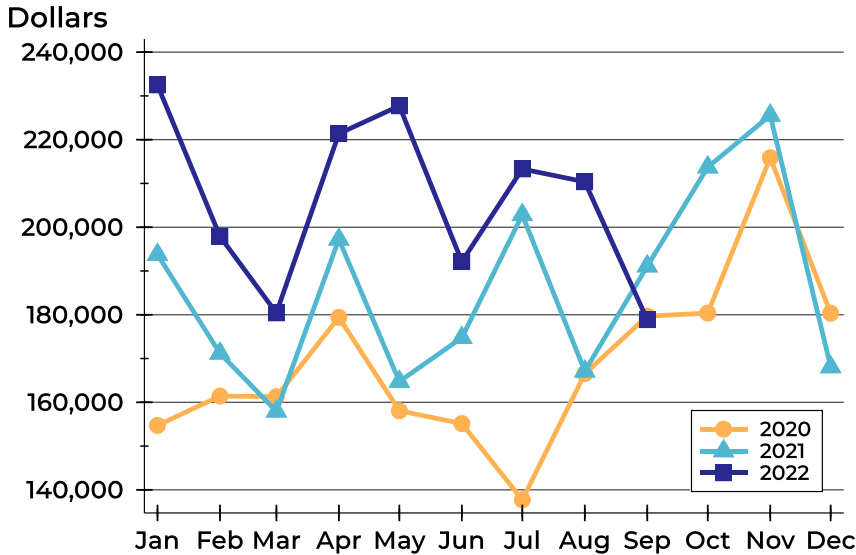
Contracts Written by Price Range

Price Range	Contracts Written		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	1	4.0%	12,000	12,000	14	14	108.3%	108.3%
\$25,000-\$49,999	1	4.0%	49,500	49,500	1	1	84.8%	84.8%
\$50,000-\$99,999	2	8.0%	79,000	79,000	39	39	96.2%	96.2%
\$100,000-\$124,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$125,000-\$149,999	6	24.0%	141,400	140,000	54	31	94.0%	94.1%
\$150,000-\$174,999	4	16.0%	154,975	152,450	4	3	102.7%	100.8%
\$175,000-\$199,999	2	8.0%	182,450	182,450	4	4	100.0%	100.0%
\$200,000-\$249,999	4	16.0%	223,500	224,500	99	36	90.9%	92.8%
\$250,000-\$299,999	2	8.0%	280,000	280,000	19	19	100.0%	100.0%
\$300,000-\$399,999	3	12.0%	321,667	325,000	6	7	100.0%	100.0%
\$400,000-\$499,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$500,000-\$749,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$750,000-\$999,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



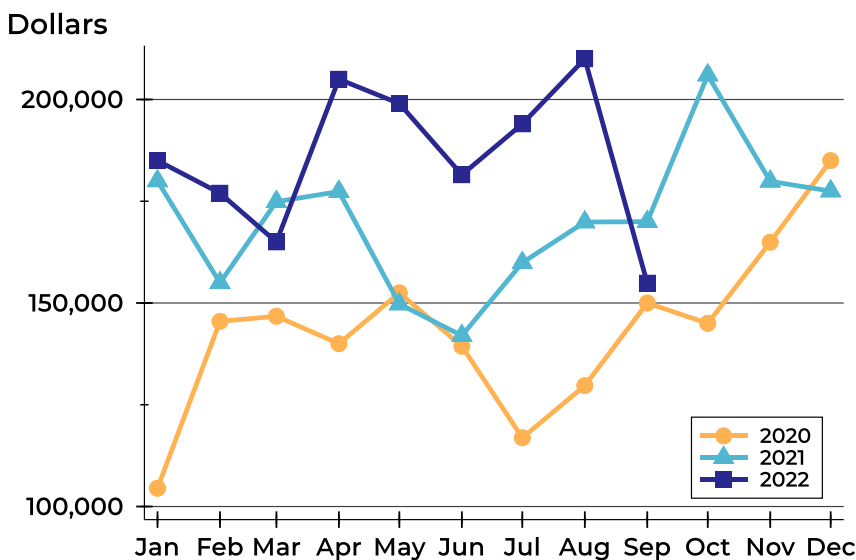
North Region Contracts Written Analysis

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	178,868
October	180,383	213,726	
November	215,881	225,556	
December	180,371	168,070	

Median Price

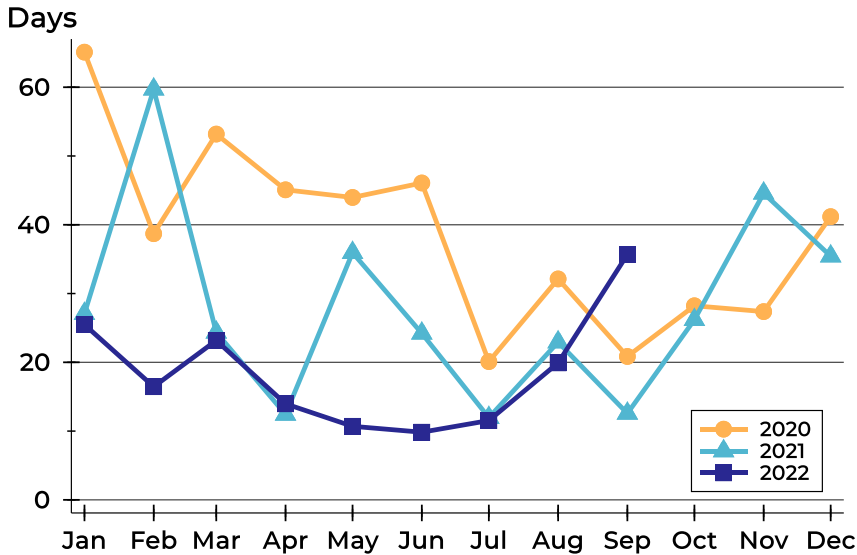


Month	2020	2021	2022
January	104,500	180,000	185,000
February	145,500	154,975	177,000
March	146,750	174,900	165,000
April	140,000	177,400	205,000
May	152,500	149,750	199,000
June	139,400	142,000	181,500
July	116,900	159,900	194,000
August	129,700	169,900	210,000
September	150,000	170,000	154,900
October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



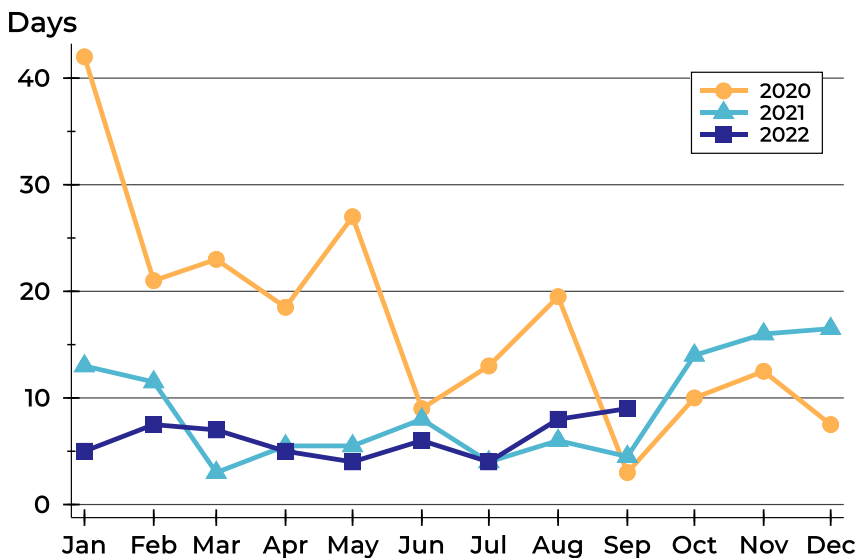
North Region Contracts Written Analysis

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	36
October	28	26	
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	
November	13	16	
December	8	17	



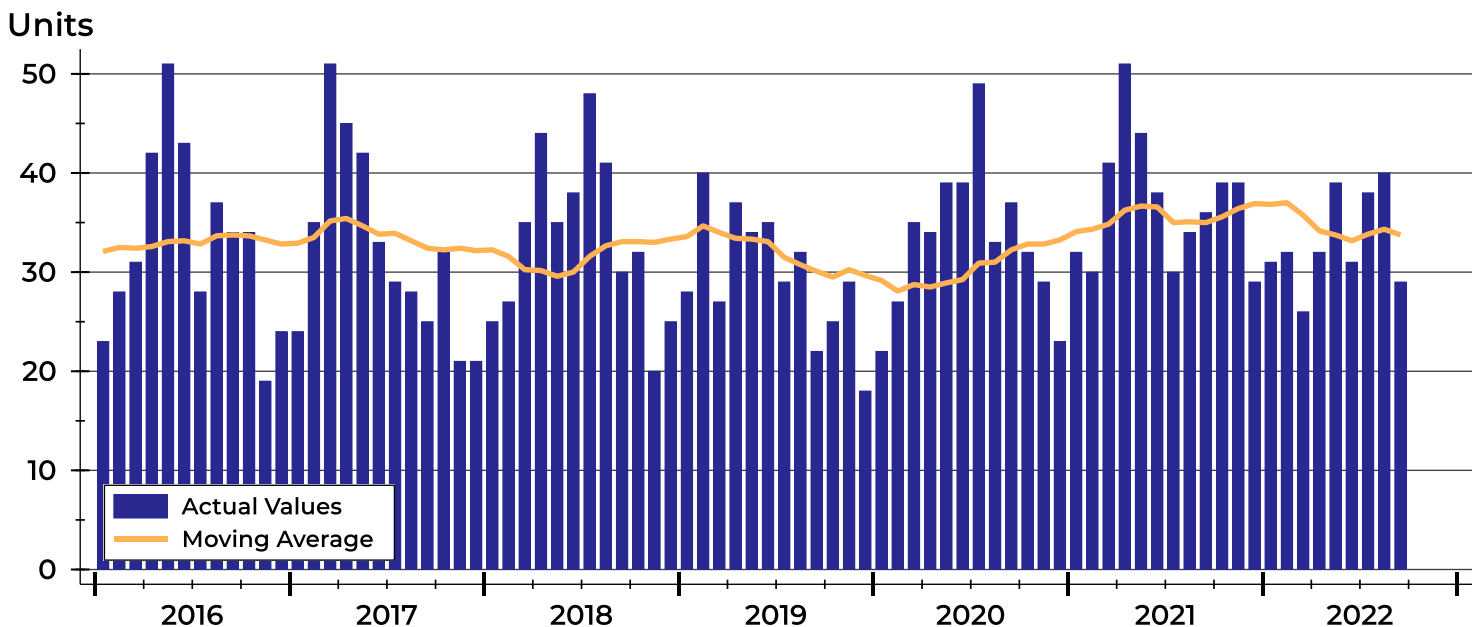
North Region Pending Contracts Analysis

Summary Statistics for Pending Contracts		End of September		
		2022	2021	Change
Pending Contracts		29	36	-19.4%
Volume (1,000s)		5,337	6,897	-22.6%
Average	List Price	184,028	191,582	-3.9%
	Days on Market	27	15	80.0%
	Percent of Original	97.1%	99.8%	-2.7%
Median	List Price	184,900	174,950	5.7%
	Days on Market	13	5	160.0%
	Percent of Original	100.0%	100.0%	0.0%

A total of 29 listings in North Region had contracts pending at the end of September, down from 36 contracts pending at the end of September 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.

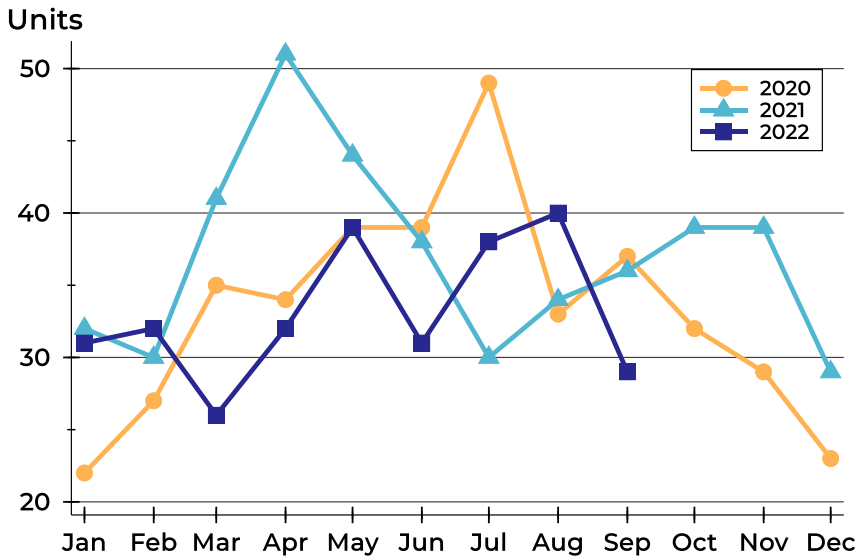
History of Pending Contracts





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	
November	29	39	
December	23	29	

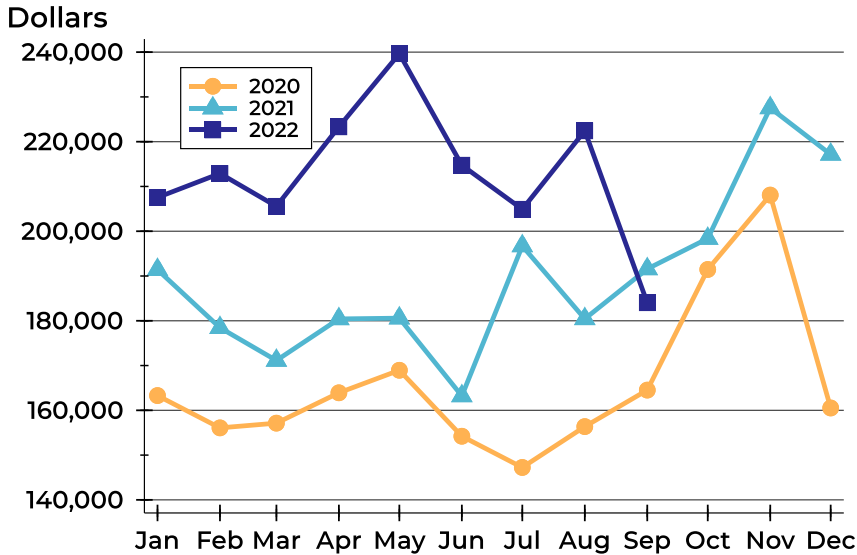
Pending Contracts by Price Range

Price Range	Pending Contracts		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	1	3.4%	12,000	12,000	14	14	100.0%	100.0%
\$25,000-\$49,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$50,000-\$99,999	3	10.3%	77,667	75,000	55	69	91.9%	92.3%
\$100,000-\$124,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$125,000-\$149,999	7	24.1%	141,186	140,000	48	25	95.3%	94.9%
\$150,000-\$174,999	2	6.9%	159,950	159,950	7	7	100.0%	100.0%
\$175,000-\$199,999	5	17.2%	188,920	189,900	11	9	99.5%	100.0%
\$200,000-\$249,999	5	17.2%	221,800	215,000	18	7	98.2%	100.0%
\$250,000-\$299,999	3	10.3%	255,000	250,000	29	37	94.5%	100.0%
\$300,000-\$399,999	3	10.3%	321,667	325,000	6	7	100.0%	100.0%
\$400,000-\$499,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$500,000-\$749,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$750,000-\$999,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



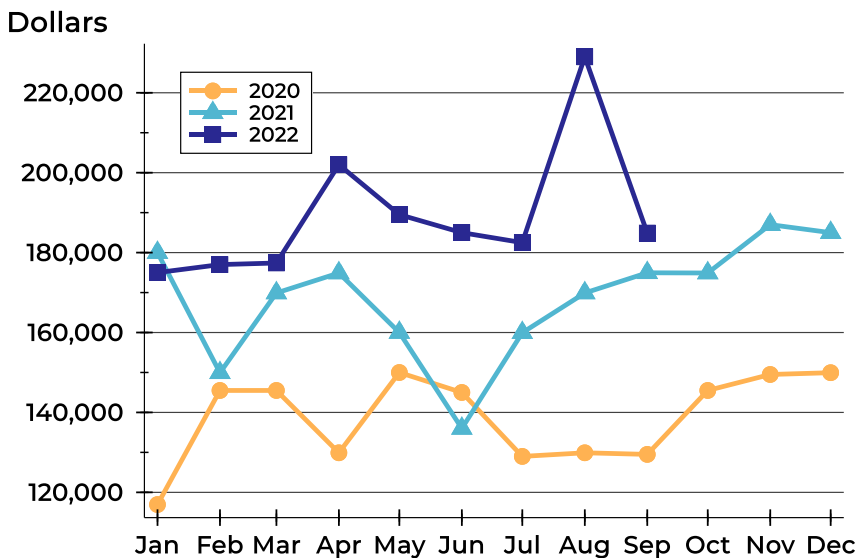
North Region Pending Contracts Analysis

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	
November	208,074	227,543	
December	160,524	217,167	

Median Price

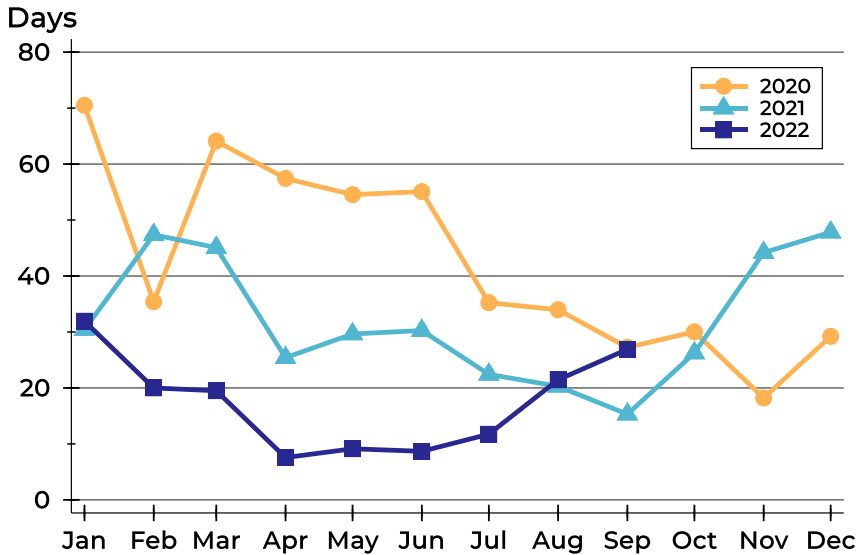


Month	2020	2021	2022
January	116,950	180,000	175,000
February	145,500	149,925	177,000
March	145,500	169,900	177,400
April	129,900	174,900	202,000
May	150,000	160,000	189,500
June	145,000	136,000	185,000
July	129,000	159,950	182,500
August	129,900	169,900	229,000
September	129,500	174,950	184,900
October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



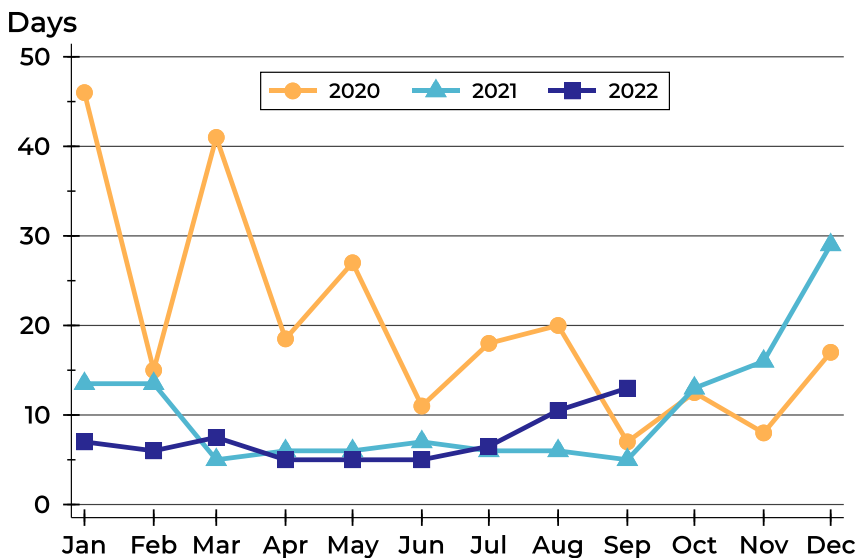
North Region Pending Contracts Analysis

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	
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	
November	8	16	
December	17	29	



South Region Housing Report



Market Overview

South Region Home Sales Rose in September

Total home sales in South Region rose by 23.1% last month to 48 units, compared to 39 units in September 2021. Total sales volume was \$8.1 million, up 51.1% from a year earlier.

The median sale price in September was \$155,000, up from \$137,000 a year earlier. Homes that sold in September were typically on the market for 7 days and sold for 100.0% of their list prices.

South Region Active Listings Down at End of September

The total number of active listings in South Region at the end of September was 27 units, down from 45 at the same point in 2021. This represents a 0.7 months' supply of homes available for sale. The median list price of homes on the market at the end of September was \$129,900.

During September, a total of 30 contracts were written down from 31 in September 2021. At the end of the month, there were 49 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

September MLS Statistics Three-year History		Current Month			Year-to-Date		
		2022	2021	2020	2022	2021	2020
Home Sales		48	39	46	334	356	313
Change from prior year		23.1%	-15.2%	39.4%	-6.2%	13.7%	-1.9%
Active Listings		27	45	51	N/A	N/A	N/A
Change from prior year		-40.0%	-11.8%	-48.0%			
Months' Supply		0.7	1.2	1.5	N/A	N/A	N/A
Change from prior year		-41.7%	-20.0%	-48.3%			
New Listings		26	37	32	370	427	371
Change from prior year		-29.7%	15.6%	-17.9%	-13.3%	15.1%	-11.5%
Contracts Written		30	31	31	339	375	334
Change from prior year		-3.2%	0.0%	-8.8%	-9.6%	12.3%	1.2%
Pending Contracts		49	55	42	N/A	N/A	N/A
Change from prior year		-10.9%	31.0%	0.0%			
Sales Volume (1,000s)		8,138	5,388	7,204	56,590	53,200	44,772
Change from prior year		51.0%	-25.2%	75.1%	6.4%	18.8%	14.0%
Average	Sale Price	169,540	138,141	156,602	169,430	149,437	143,041
	Change from prior year	22.7%	-11.8%	25.6%	13.4%	4.5%	16.2%
	List Price of Actives	183,156	165,777	169,654	N/A	N/A	N/A
	Change from prior year	10.5%	-2.3%	-0.1%			
	Days on Market	16	16	32	18	23	42
Change from prior year	0.0%	-50.0%	-5.9%	-21.7%	-45.2%	-8.7%	
Percent of List	97.5%	98.7%	97.2%	96.5%	94.1%	96.3%	
Change from prior year	-1.2%	1.5%	0.8%	2.6%	-2.3%	0.7%	
Percent of Original	94.7%	98.2%	95.4%	95.0%	93.2%	94.5%	
Change from prior year	-3.6%	2.9%	0.0%	1.9%	-1.4%	0.6%	
Median	Sale Price	155,000	137,000	144,500	136,500	136,000	135,000
	Change from prior year	13.1%	-5.2%	20.4%	0.4%	0.7%	23.5%
	List Price of Actives	129,900	149,900	162,500	N/A	N/A	N/A
	Change from prior year	-13.3%	-7.8%	23.6%			
	Days on Market	7	5	17	6	5	12
Change from prior year	40.0%	-70.6%	6.3%	20.0%	-58.3%	-14.3%	
Percent of List	100.0%	99.6%	98.2%	99.2%	98.6%	97.6%	
Change from prior year	0.4%	1.4%	1.2%	0.6%	1.0%	0.7%	
Percent of Original	98.0%	99.2%	97.6%	98.3%	98.0%	97.2%	
Change from prior year	-1.2%	1.6%	1.9%	0.3%	0.8%	1.6%	

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



South Region Closed Listings Analysis

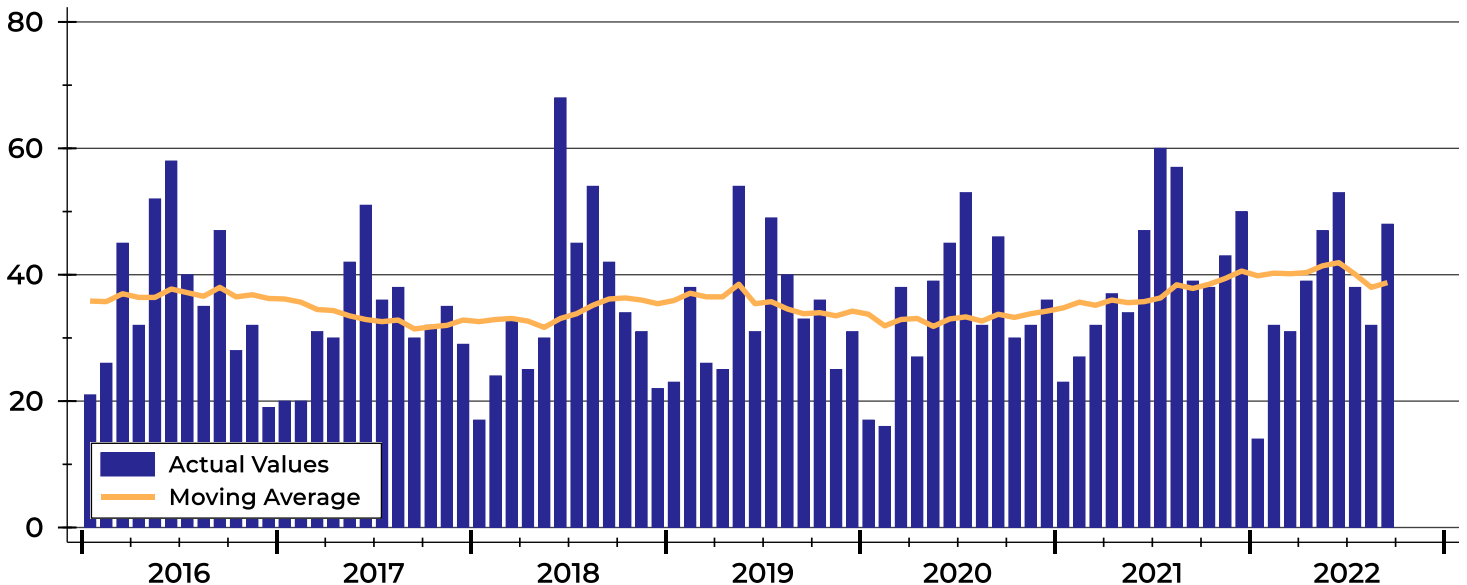
Summary Statistics for Closed Listings		September			Year-to-Date		
		2022	2021	Change	2022	2021	Change
Closed Listings		48	39	23.1%	334	356	-6.2%
Volume (1,000s)		8,138	5,388	51.0%	56,590	53,200	6.4%
Months' Supply		0.7	1.2	-41.7%	N/A	N/A	N/A
Average	Sale Price	169,540	138,141	22.7%	169,430	149,437	13.4%
	Days on Market	16	16	0.0%	18	23	-21.7%
	Percent of List	97.5%	98.7%	-1.2%	96.5%	94.1%	2.6%
	Percent of Original	94.7%	98.2%	-3.6%	95.0%	93.2%	1.9%
Median	Sale Price	155,000	137,000	13.1%	136,500	136,000	0.4%
	Days on Market	7	5	40.0%	6	5	20.0%
	Percent of List	100.0%	99.6%	0.4%	99.2%	98.6%	0.6%
	Percent of Original	98.0%	99.2%	-1.2%	98.3%	98.0%	0.3%

A total of 48 homes sold in South Region in September, up from 39 units in September 2021. Total sales volume rose to \$8.1 million compared to \$5.4 million in the previous year.

The median sales price in September was \$155,000, up 13.1% compared to the prior year. Median days on market was 7 days, up from 4 days in August, and up from 5 in September 2021.

History of Closed Listings

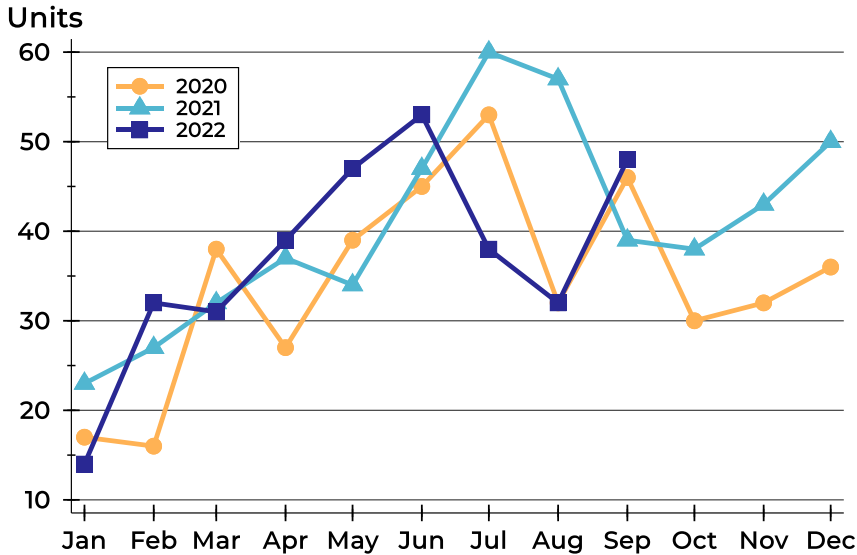
Units





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	
November	32	43	
December	36	50	

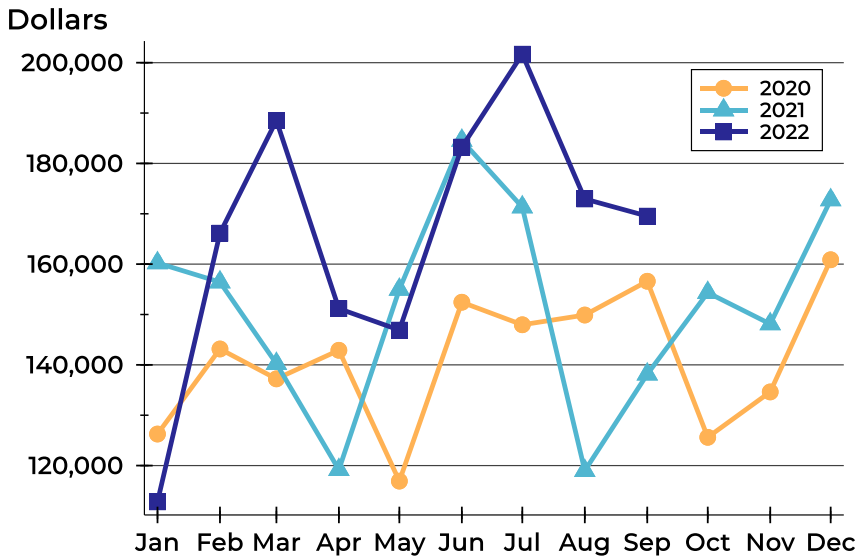
Closed Listings by Price Range

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	4.2%	1.3	20,250	20,250	4	4	98.0%	98.0%	98.0%	98.0%
\$25,000-\$49,999	2	4.2%	0.0	36,000	36,000	20	20	87.0%	87.0%	83.0%	83.0%
\$50,000-\$99,999	10	20.8%	1.0	79,440	79,950	24	27	96.0%	100.0%	92.7%	96.5%
\$100,000-\$124,999	5	10.4%	0.2	111,200	110,000	14	6	95.9%	96.2%	93.1%	96.2%
\$125,000-\$149,999	4	8.3%	1.2	137,000	138,500	9	9	94.8%	98.5%	94.8%	98.5%
\$150,000-\$174,999	5	10.4%	0.3	162,500	165,000	6	4	96.5%	97.3%	94.6%	97.3%
\$175,000-\$199,999	5	10.4%	0.6	183,700	183,000	19	11	99.3%	100.0%	94.9%	97.3%
\$200,000-\$249,999	4	8.3%	0.2	221,000	220,000	14	7	100.0%	100.0%	97.6%	100.0%
\$250,000-\$299,999	6	12.5%	1.4	278,167	283,000	18	17	100.1%	99.0%	98.5%	97.9%
\$300,000-\$399,999	3	6.3%	2.1	322,000	325,000	3	3	104.5%	103.2%	104.5%	103.2%
\$400,000-\$499,999	2	4.2%	1.1	438,500	438,500	34	34	98.0%	98.0%	84.2%	84.2%
\$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



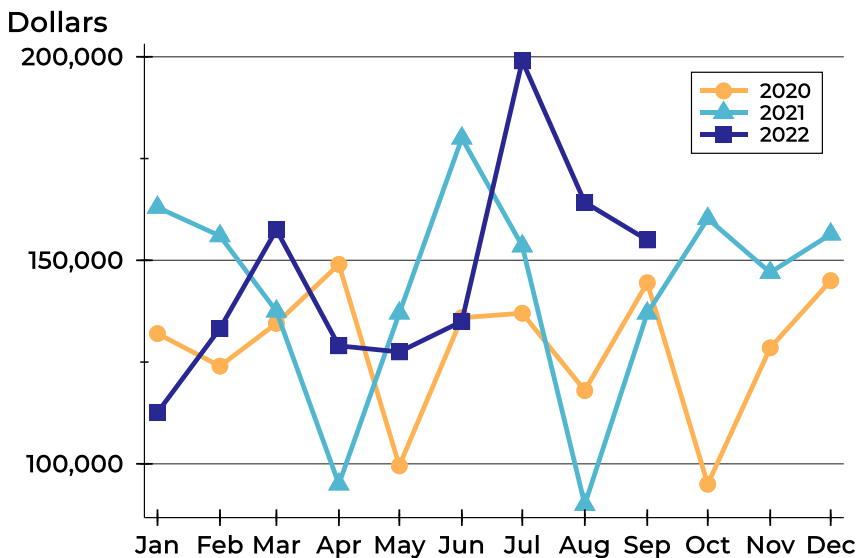
South Region Closed Listings Analysis

Average Price



Month	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	
November	134,630	148,120	
December	160,870	172,741	

Median Price

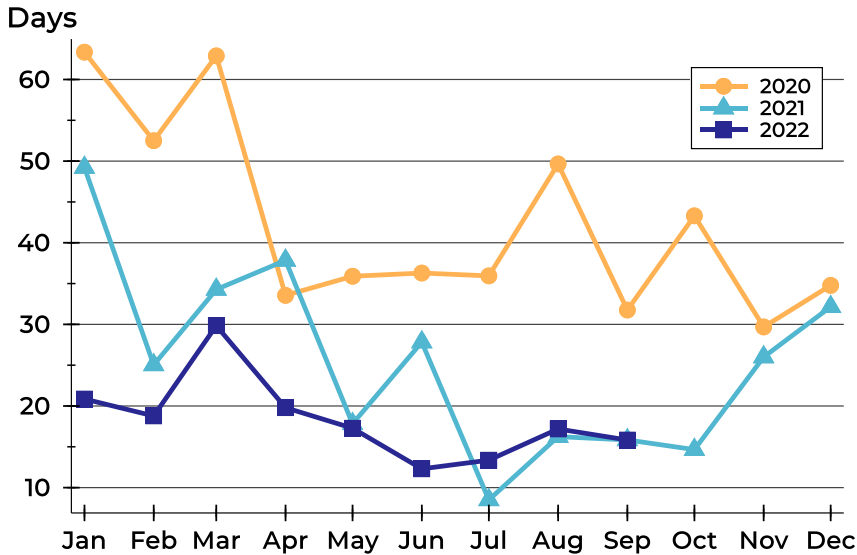


Month	2020	2021	2022
January	132,000	163,000	112,625
February	124,000	156,000	133,250
March	134,500	137,500	157,500
April	149,000	95,000	129,000
May	99,500	137,000	127,500
June	135,900	180,000	135,000
July	137,000	153,500	199,000
August	118,000	90,000	164,250
September	144,500	137,000	155,000
October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



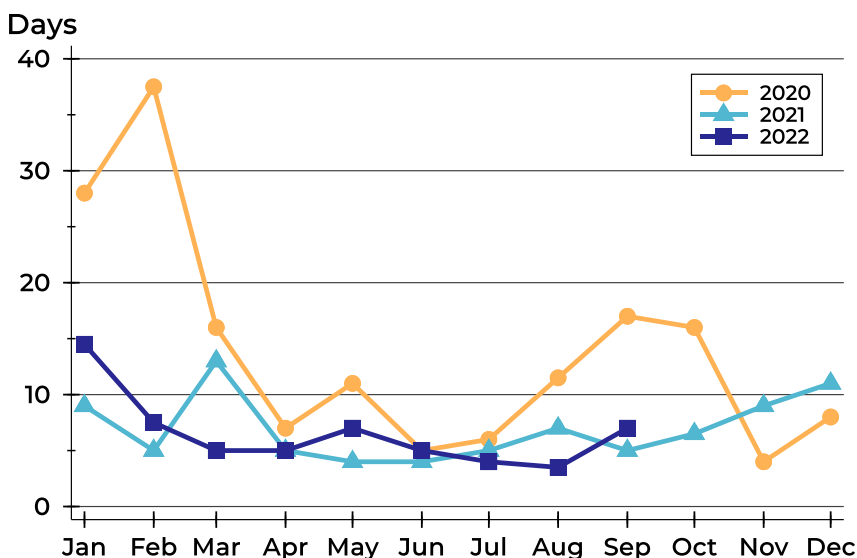
South Region Closed Listings Analysis

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	16
November	30	26	16
December	35	32	16

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	7
November	4	9	7
December	8	11	7



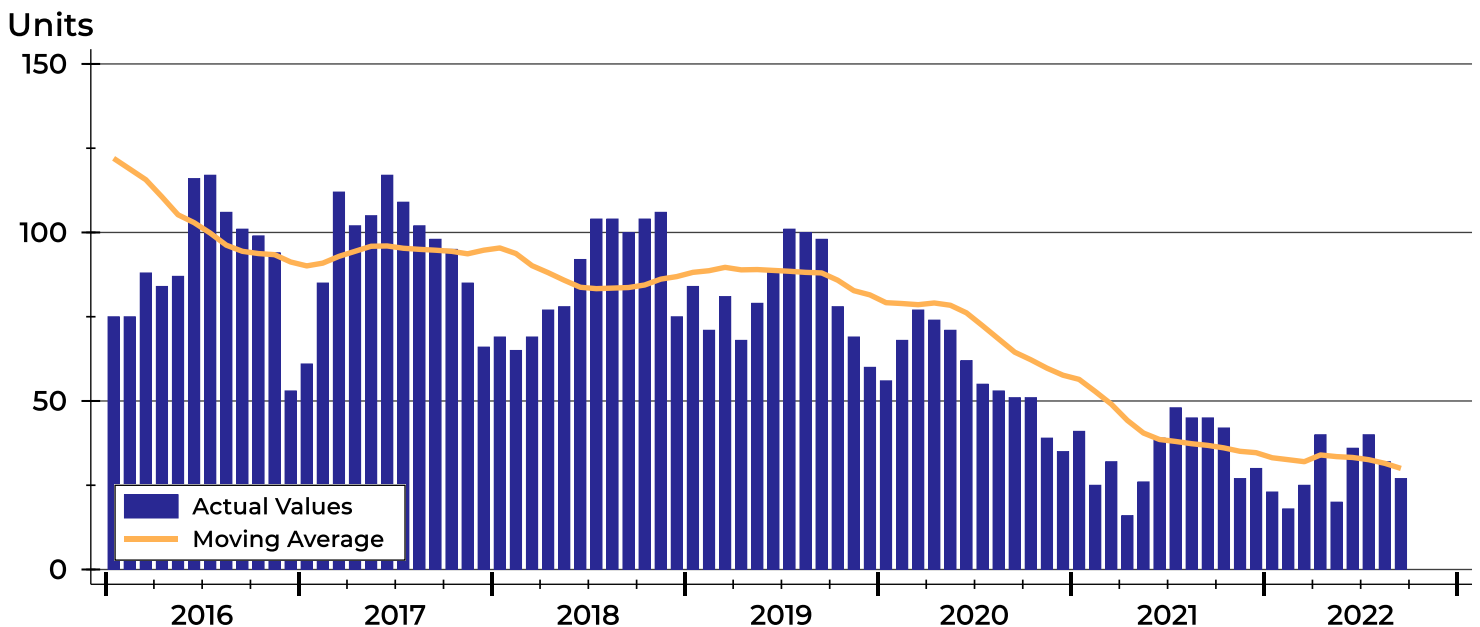
South Region Active Listings Analysis

Summary Statistics for Active Listings		End of September		
		2022	2021	Change
Active Listings		27	45	-40.0%
Volume (1,000s)		4,945	7,460	-33.7%
Months' Supply		0.7	1.2	-41.7%
Average	List Price	183,156	165,777	10.5%
	Days on Market	67	66	1.5%
	Percent of Original	93.2%	96.0%	-2.9%
Median	List Price	129,900	149,900	-13.3%
	Days on Market	49	36	36.1%
	Percent of Original	94.1%	98.3%	-4.3%

A total of 27 homes were available for sale in South Region at the end of September. This represents a 0.7 months' supply of active listings.

The median list price of homes on the market at the end of September was \$129,900, down 13.3% from 2021. The typical time on market for active listings was 49 days, up from 36 days a year earlier.

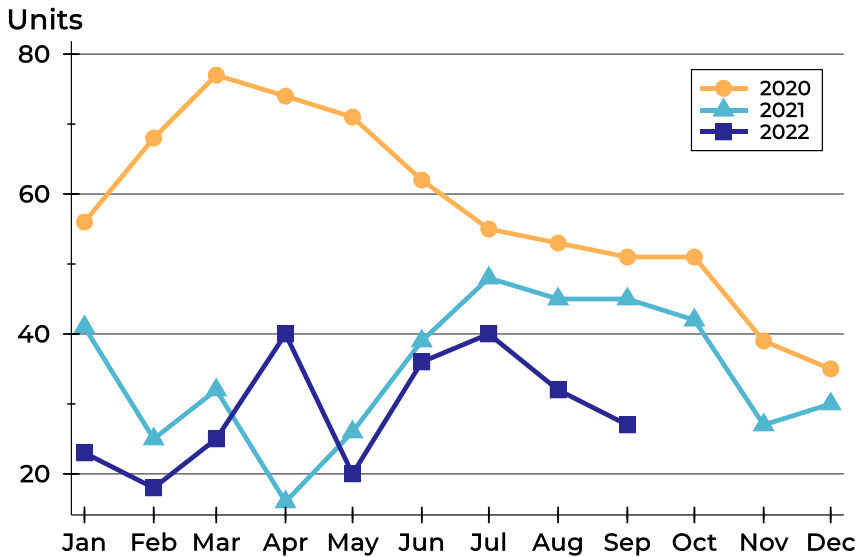
History of Active Listings





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	
November	39	27	
December	35	30	

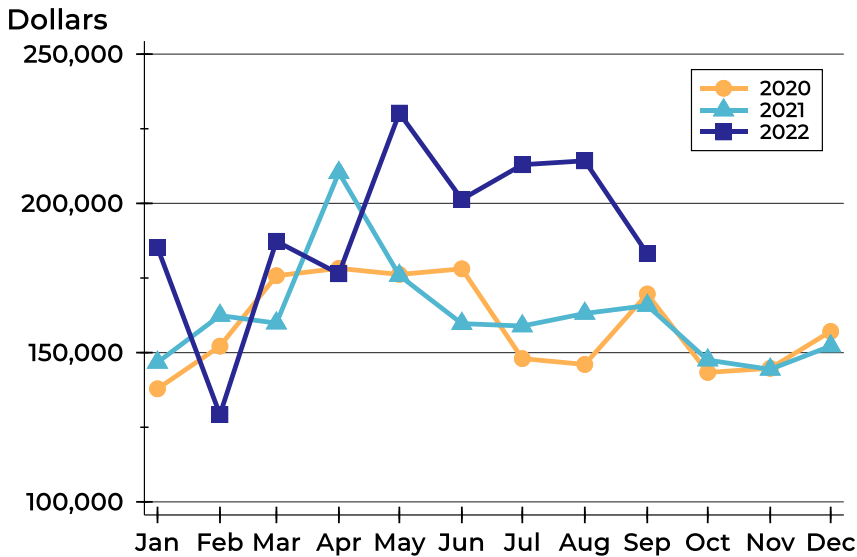
Active Listings by Price Range

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	1	3.7%	1.3	19,900	19,900	10	10	100.0%	100.0%
\$25,000-\$49,999	0	0.0%	0.0	N/A	N/A	N/A	N/A	N/A	N/A
\$50,000-\$99,999	8	29.6%	1.0	84,725	83,450	55	23	93.4%	94.3%
\$100,000-\$124,999	1	3.7%	0.2	117,000	117,000	40	40	93.6%	93.6%
\$125,000-\$149,999	5	18.5%	1.2	131,780	127,500	62	49	94.1%	92.9%
\$150,000-\$174,999	1	3.7%	0.3	164,900	164,900	12	12	100.0%	100.0%
\$175,000-\$199,999	2	7.4%	0.6	188,750	188,750	68	68	80.5%	80.5%
\$200,000-\$249,999	1	3.7%	0.2	239,900	239,900	138	138	86.0%	86.0%
\$250,000-\$299,999	3	11.1%	1.4	281,600	279,900	85	109	96.9%	100.0%
\$300,000-\$399,999	4	14.8%	2.1	351,150	349,900	81	93	92.1%	91.4%
\$400,000-\$499,999	1	3.7%	1.1	439,900	439,900	154	154	100.0%	100.0%
\$500,000-\$749,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$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



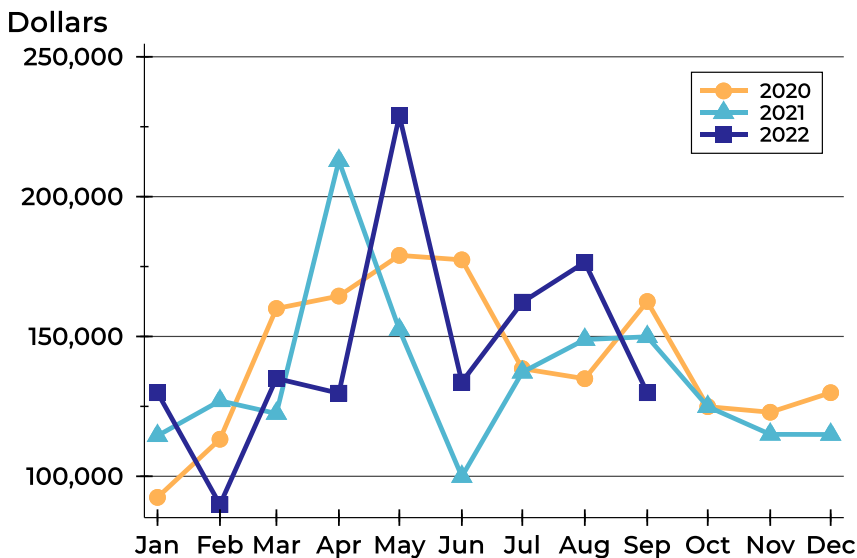
South Region Active Listings Analysis

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	
November	144,738	144,400	
December	157,104	152,213	

Median Price

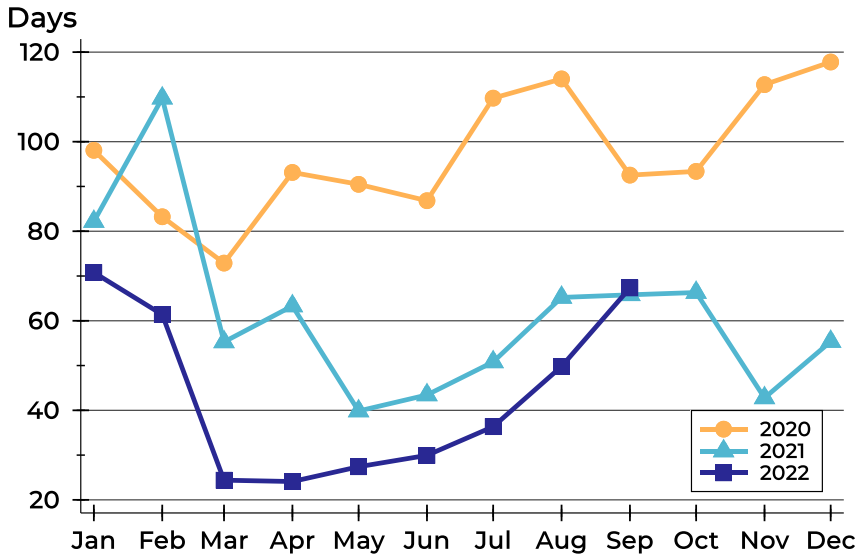


Month	2020	2021	2022
January	92,450	114,500	129,900
February	113,250	127,000	89,900
March	160,000	122,448	135,000
April	164,450	212,850	129,700
May	179,000	152,450	228,950
June	177,400	99,900	133,700
July	138,500	137,200	162,250
August	134,900	148,900	176,500
September	162,500	149,900	129,900
October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



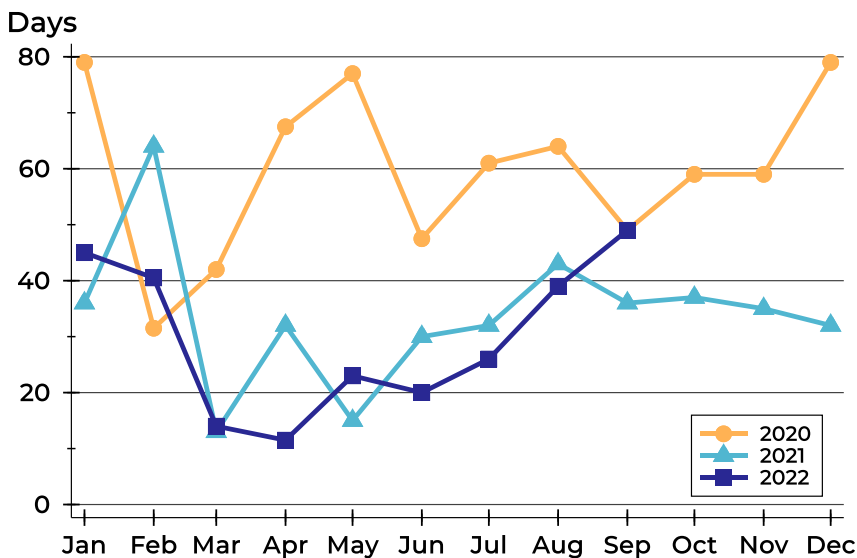
South Region Active Listings Analysis

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	
November	113	43	
December	118	55	

Median DOM

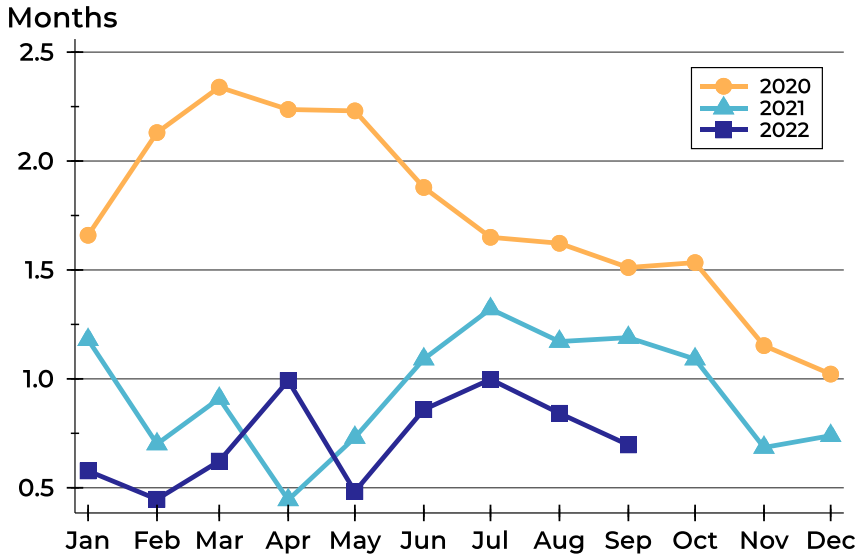


Month	2020	2021	2022
January	79	36	45
February	32	64	41
March	42	13	14
April	68	32	12
May	77	15	23
June	48	30	20
July	61	32	26
August	64	43	39
September	49	36	49
October	59	37	
November	59	35	
December	79	32	



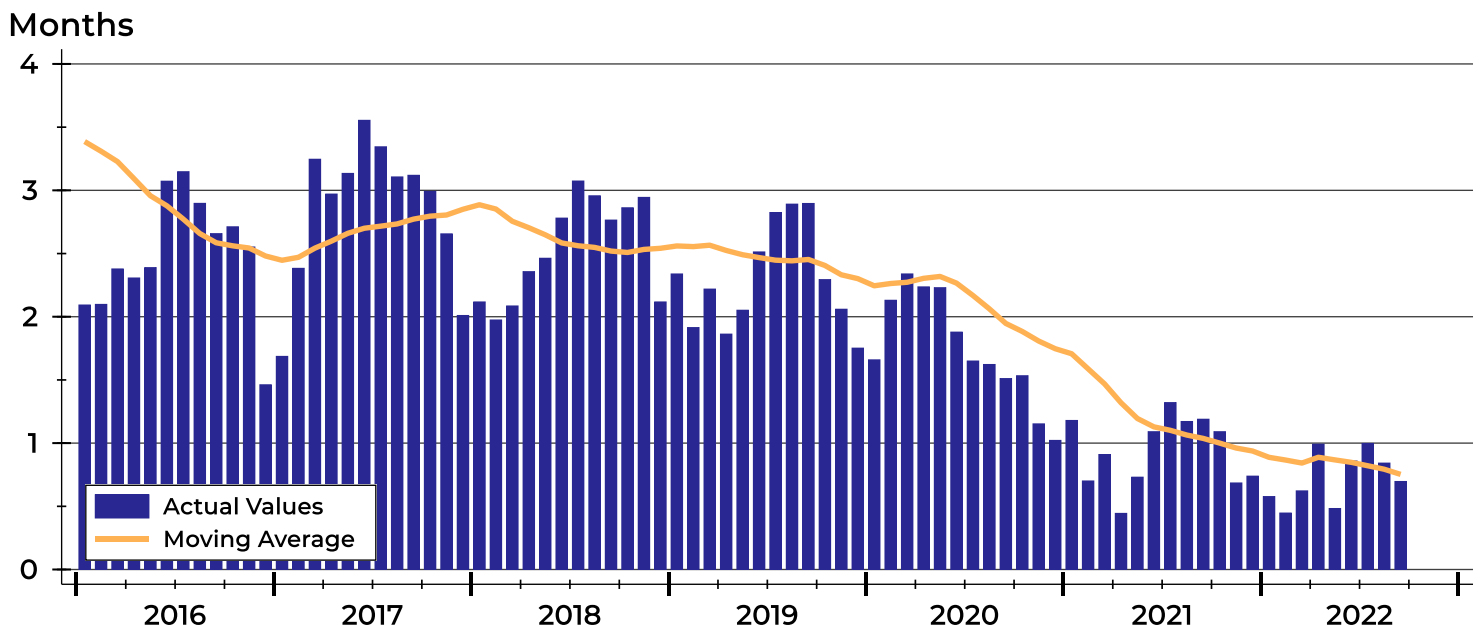
South Region Months' Supply Analysis

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	0.7
November	1.2	0.7	0.7
December	1.0	0.7	0.7

History of Month's Supply





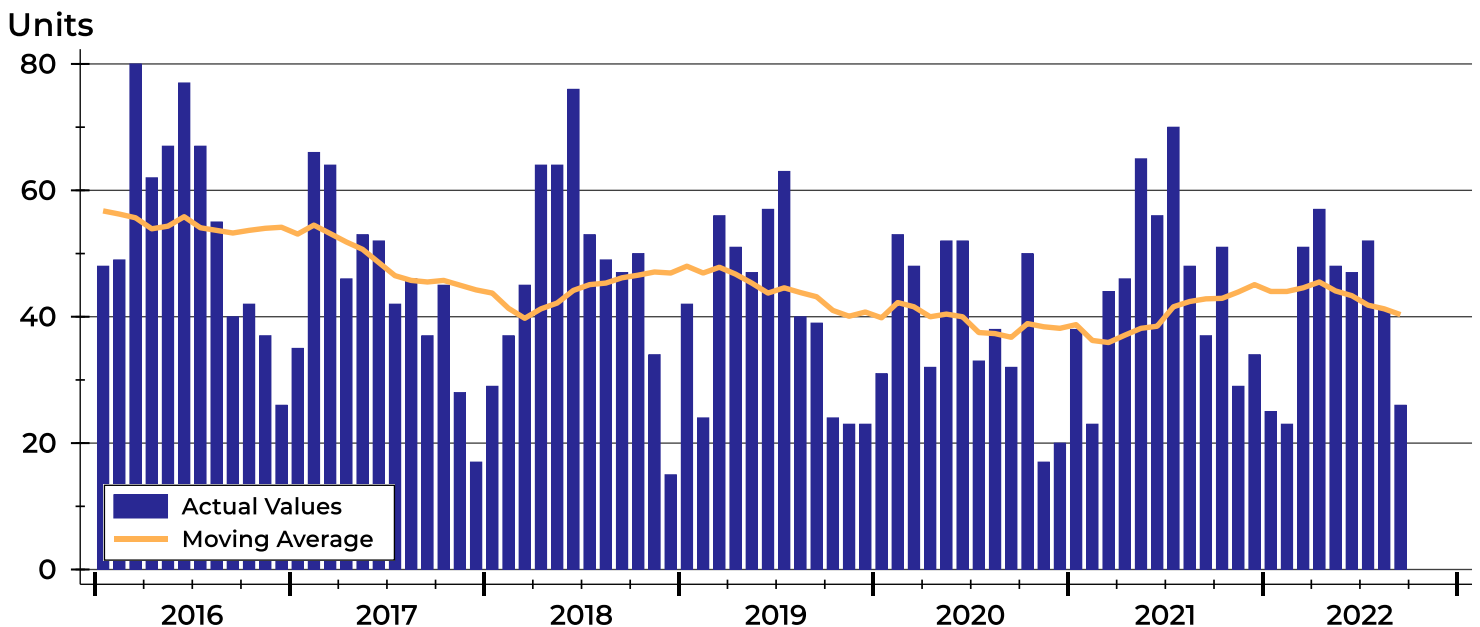
South Region New Listings Analysis

Summary Statistics for New Listings		2022	September 2021	Change
Current Month	New Listings	26	37	-29.7%
	Volume (1,000s)	4,548	5,883	-22.7%
	Average List Price	174,931	159,004	10.0%
	Median List Price	182,450	152,500	19.6%
Year-to-Date	New Listings	370	427	-13.3%
	Volume (1,000s)	67,169	71,152	-5.6%
	Average List Price	181,537	166,633	8.9%
	Median List Price	155,000	142,500	8.8%

A total of 26 new listings were added in South Region during September, down 29.7% from the same month in 2021. Year-to-date South Region has seen 370 new listings.

The median list price of these homes was \$182,450 up from \$152,500 in 2021.

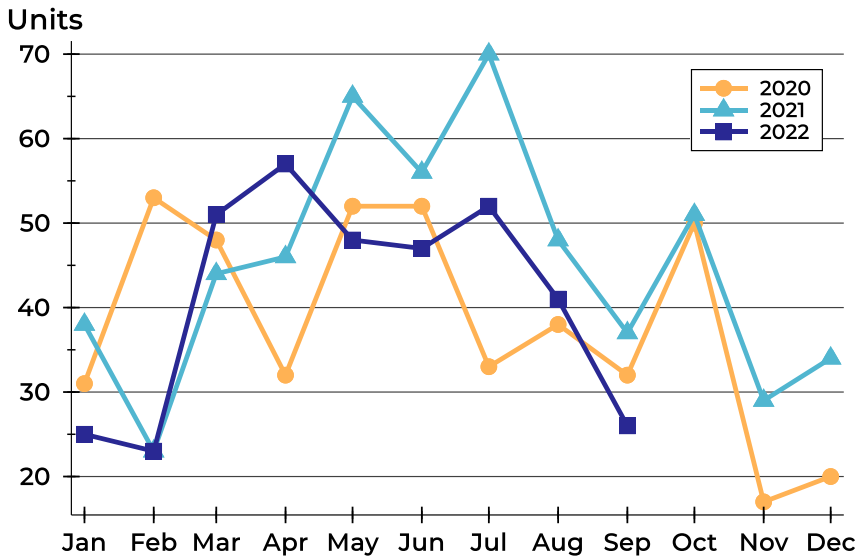
History of New Listings





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	65	48
June	52	56	47
July	33	70	52
August	38	48	41
September	32	37	26
October	50	51	
November	17	29	
December	20	34	

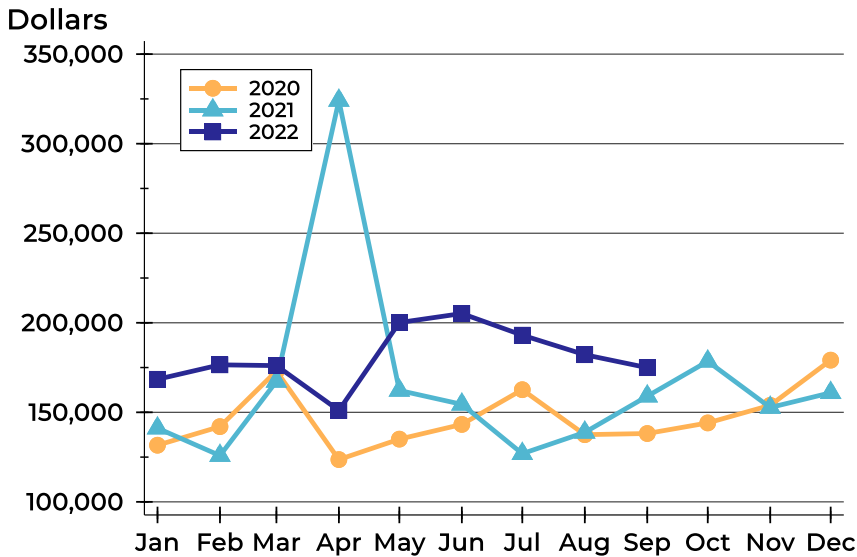
New Listings by Price Range

Price Range	New Listings		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	2	7.7%	18,200	18,200	7	7	100.0%	100.0%
\$25,000-\$49,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$50,000-\$99,999	6	23.1%	86,983	83,450	21	24	94.9%	97.1%
\$100,000-\$124,999	2	7.7%	119,900	119,900	14	14	98.0%	98.0%
\$125,000-\$149,999	1	3.8%	139,000	139,000	27	27	100.0%	100.0%
\$150,000-\$174,999	1	3.8%	164,900	164,900	20	20	100.0%	100.0%
\$175,000-\$199,999	4	15.4%	190,700	193,950	7	6	97.5%	98.8%
\$200,000-\$249,999	5	19.2%	229,740	224,900	5	4	100.0%	100.0%
\$250,000-\$299,999	3	11.5%	284,966	299,900	11	6	100.0%	100.0%
\$300,000-\$399,999	2	7.7%	339,900	339,900	9	9	98.6%	98.6%
\$400,000-\$499,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$500,000-\$749,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$750,000-\$999,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



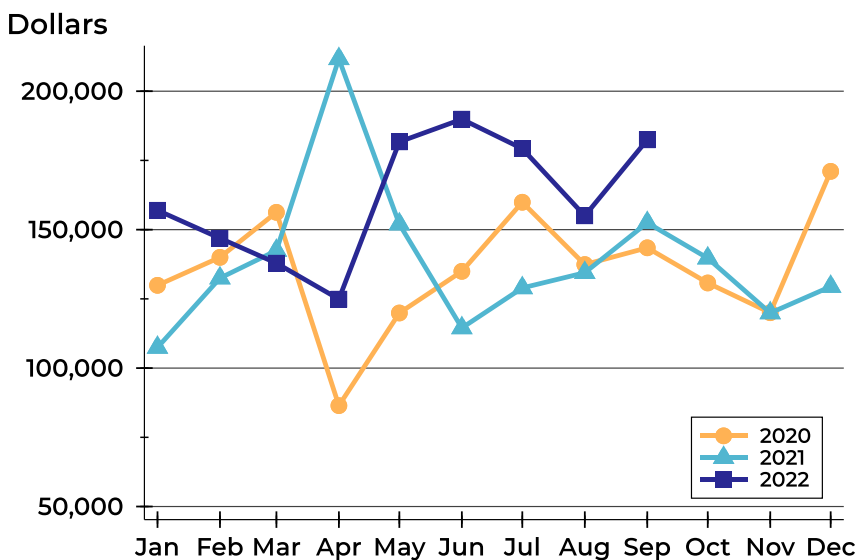
South Region New Listings Analysis

Average Price



Month	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	162,228	200,123
June	143,258	154,455	205,155
July	162,645	126,920	193,090
August	137,534	138,800	182,172
September	138,174	159,004	174,931
October	144,087	178,488	
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	152,000	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	182,450
October	130,750	139,700	
November	120,000	119,900	
December	171,050	129,450	



South Region Contracts Written Analysis

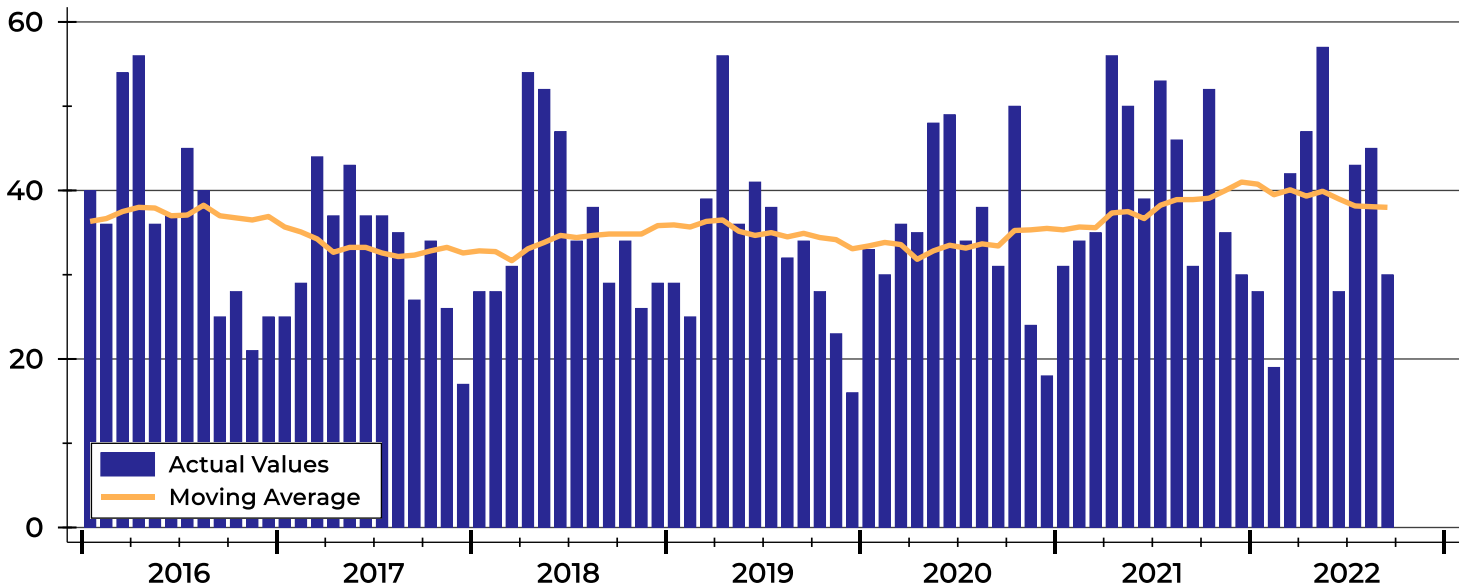
Summary Statistics for Contracts Written		September			Year-to-Date		
		2022	2021	Change	2022	2021	Change
Contracts Written		30	31	-3.2%	339	375	-9.6%
Volume (1,000s)		5,511	4,564	20.7%	60,732	63,238	-4.0%
Average	Sale Price	183,688	147,213	24.8%	179,151	168,635	6.2%
	Days on Market	20	17	17.6%	18	21	-14.3%
	Percent of Original	96.4%	98.9%	-2.5%	95.2%	93.6%	1.7%
Median	Sale Price	188,950	137,900	37.0%	150,000	144,900	3.5%
	Days on Market	8	6	33.3%	6	5	20.0%
	Percent of Original	100.0%	99.2%	0.8%	98.7%	98.0%	0.7%

A total of 30 contracts for sale were written in South Region during the month of September, down from 31 in 2021. The median list price of these homes was \$188,950, up from \$137,900 the prior year.

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

History of Contracts Written

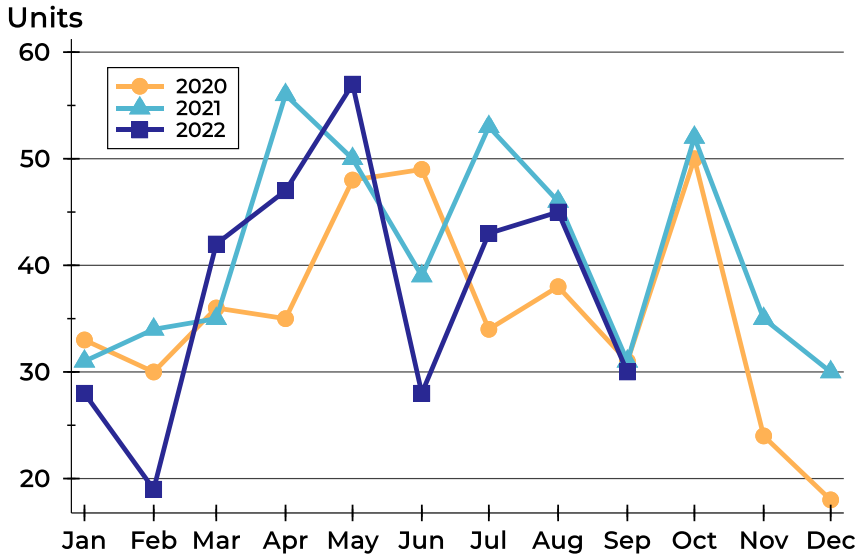
Units





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	50	57
June	49	39	28
July	34	53	43
August	38	46	45
September	31	31	30
October	50	52	30
November	24	35	30
December	18	30	30

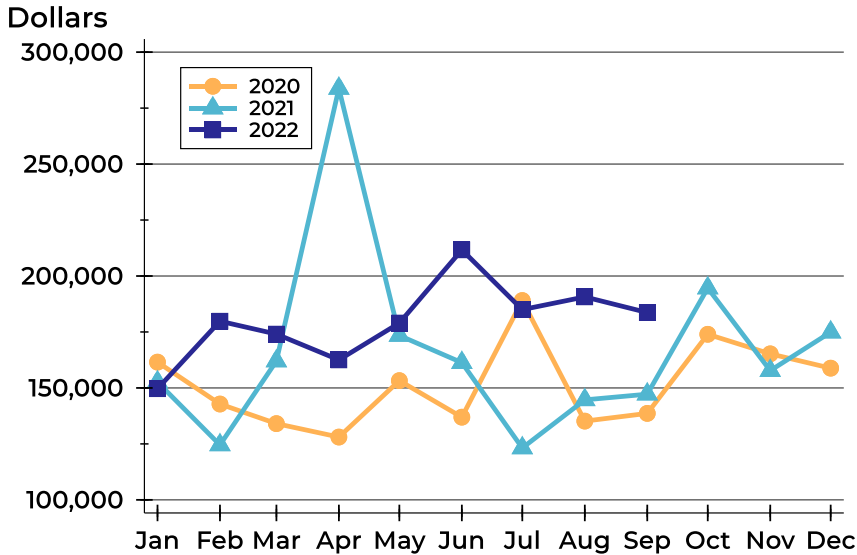
Contracts Written by Price Range

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	3.3%	16,500	16,500	0	0	100.0%	100.0%
\$25,000-\$49,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$50,000-\$99,999	7	23.3%	76,400	84,900	38	29	90.4%	92.8%
\$100,000-\$124,999	5	16.7%	117,360	117,000	23	8	97.4%	100.0%
\$125,000-\$149,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$150,000-\$174,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$175,000-\$199,999	7	23.3%	193,214	199,900	20	10	96.1%	97.5%
\$200,000-\$249,999	6	20.0%	232,950	236,950	7	6	100.0%	100.0%
\$250,000-\$299,999	2	6.7%	277,500	277,500	5	5	100.0%	100.0%
\$300,000-\$399,999	1	3.3%	319,900	319,900	1	1	100.0%	100.0%
\$400,000-\$499,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$500,000-\$749,999	1	3.3%	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



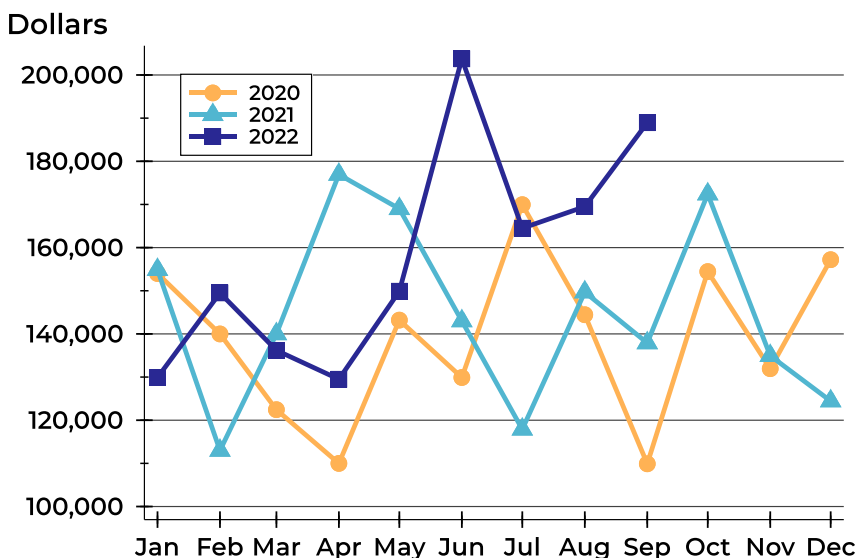
South Region Contracts Written Analysis

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	173,435	179,005
June	136,953	161,297	211,686
July	189,050	123,181	184,993
August	135,189	144,672	190,669
September	138,637	147,213	183,688
October	173,968	194,613	
November	165,229	157,747	
December	158,842	174,907	

Median Price

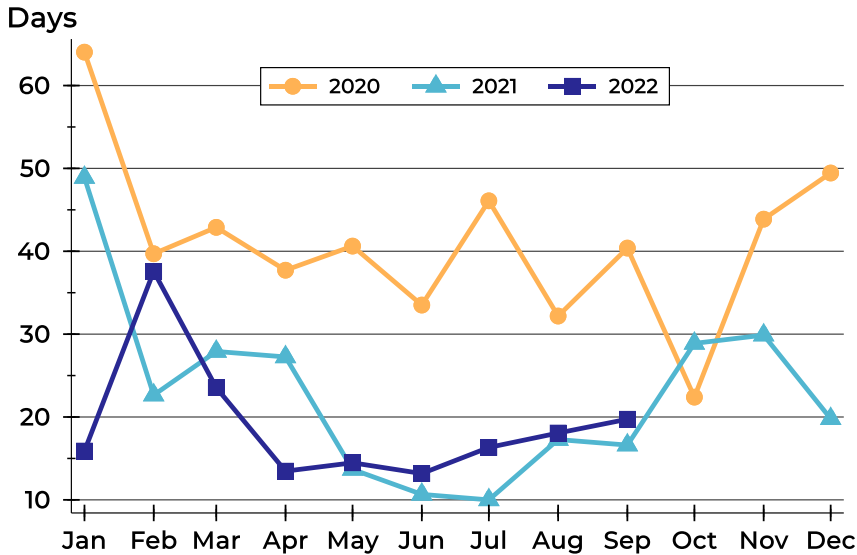


Month	2020	2021	2022
January	154,000	154,900	129,900
February	140,000	113,000	149,500
March	122,450	140,000	136,200
April	110,000	176,950	129,500
May	143,200	169,000	149,900
June	129,900	143,000	203,750
July	169,950	117,900	164,500
August	144,450	149,700	169,500
September	109,900	137,900	188,950
October	154,450	172,400	
November	131,950	134,950	
December	157,200	124,450	



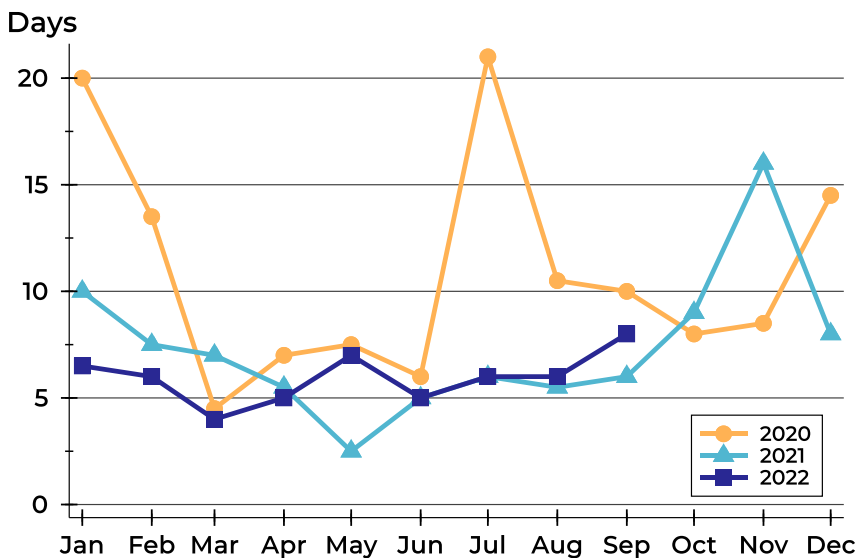
South Region Contracts Written Analysis

Average DOM



Month	2020	2021	2022
January	64	49	16
February	40	23	38
March	43	28	24
April	38	27	13
May	41	14	14
June	34	11	13
July	46	10	16
August	32	17	18
September	40	17	20
October	22	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	3	7
June	6	5	5
July	21	6	6
August	11	6	6
September	10	6	8
October	8	9	
November	9	16	
December	15	8	



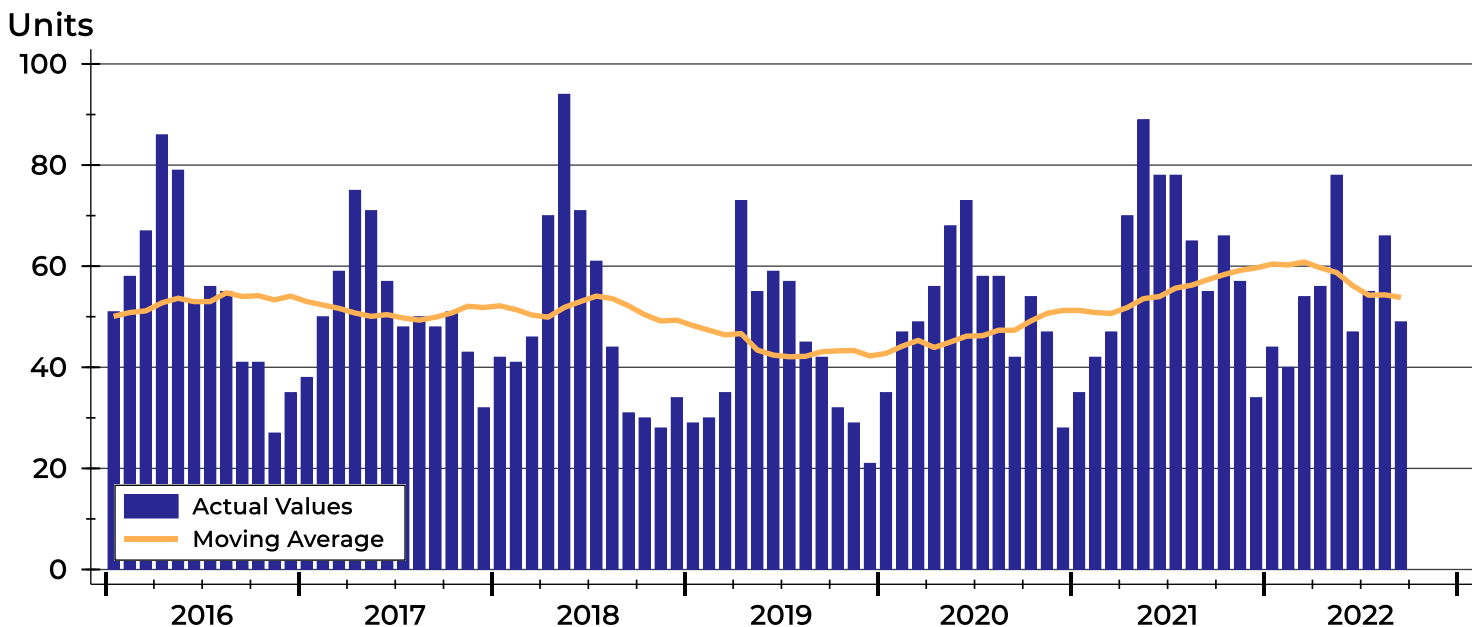
South Region Pending Contracts Analysis

Summary Statistics for Pending Contracts		End of September		
		2022	2021	Change
Pending Contracts		49	55	-10.9%
Volume (1,000s)		10,514	8,628	21.9%
Average	List Price	214,564	156,878	36.8%
	Days on Market	18	17	5.9%
	Percent of Original	98.2%	98.8%	-0.6%
Median	List Price	198,500	149,900	32.4%
	Days on Market	7	6	16.7%
	Percent of Original	100.0%	100.0%	0.0%

A total of 49 listings in South Region had contracts pending at the end of September, down from 55 contracts pending at the end of September 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.

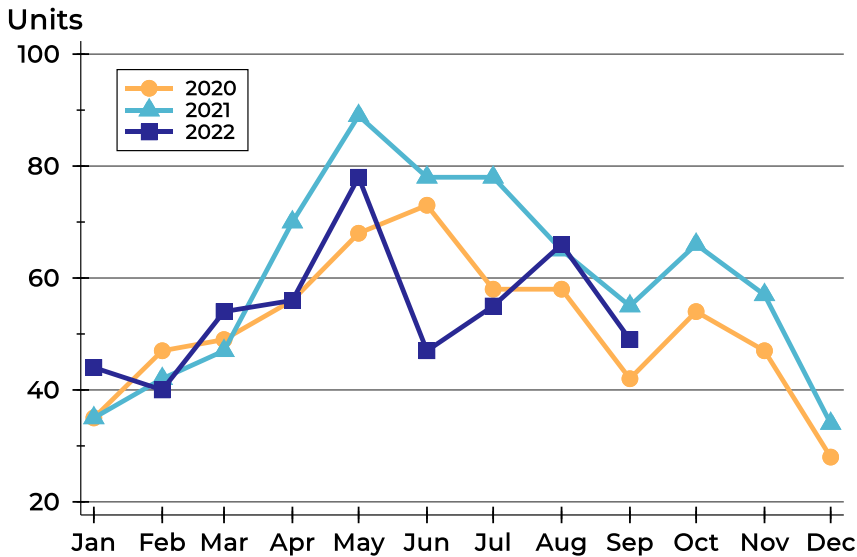
History of Pending Contracts





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	
November	47	57	
December	28	34	

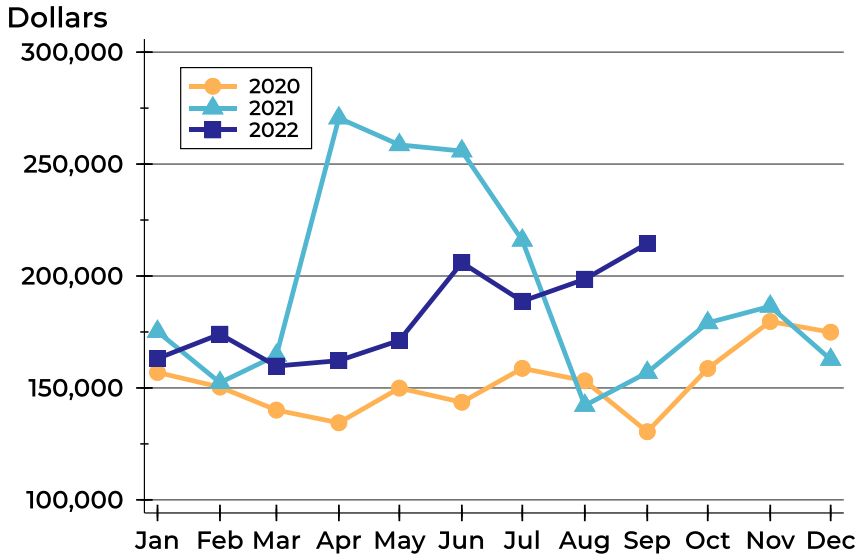
Pending Contracts by Price Range

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	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$50,000-\$99,999	10	20.4%	78,050	79,900	42	24	95.2%	99.6%
\$100,000-\$124,999	6	12.2%	117,633	118,000	15	7	98.9%	100.0%
\$125,000-\$149,999	3	6.1%	142,500	143,500	7	10	98.7%	100.0%
\$150,000-\$174,999	1	2.0%	155,000	155,000	0	0	100.0%	100.0%
\$175,000-\$199,999	10	20.4%	194,840	199,000	16	7	97.5%	100.0%
\$200,000-\$249,999	8	16.3%	234,688	239,450	6	6	100.0%	100.0%
\$250,000-\$299,999	3	6.1%	284,500	298,500	3	3	100.0%	100.0%
\$300,000-\$399,999	4	8.2%	338,625	342,350	7	4	100.0%	100.0%
\$400,000-\$499,999	1	2.0%	439,500	439,500	4	4	100.0%	100.0%
\$500,000-\$749,999	3	6.1%	657,147	699,000	36	20	99.1%	100.0%
\$750,000-\$999,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



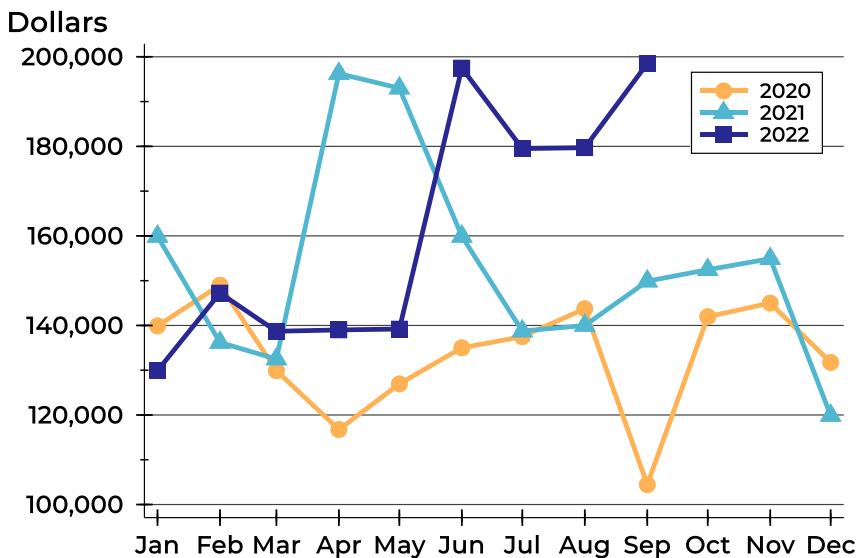
South Region Pending Contracts Analysis

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	
November	179,672	186,445	
December	174,921	162,691	

Median Price

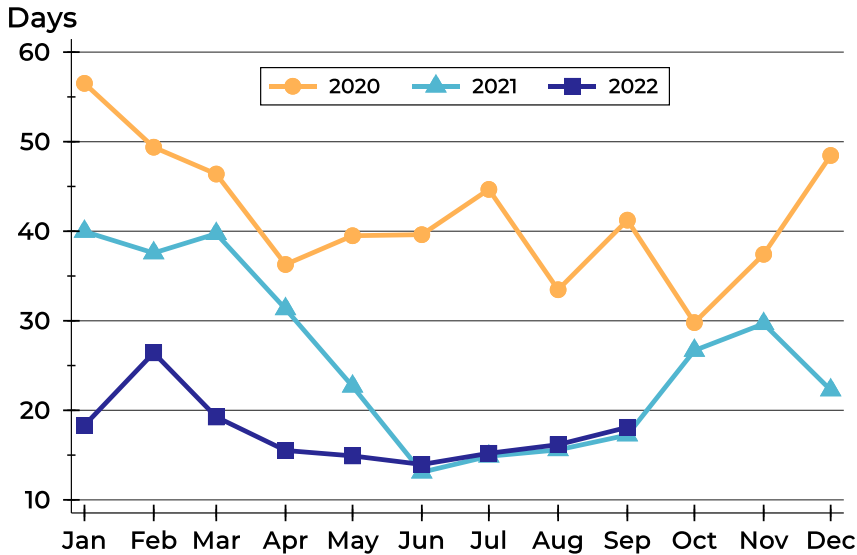


Month	2020	2021	2022
January	139,900	159,900	129,900
February	149,000	136,200	147,250
March	129,900	132,500	138,700
April	116,750	196,250	139,000
May	126,950	193,000	139,200
June	135,000	159,900	197,500
July	137,500	138,750	179,500
August	143,750	140,000	179,700
September	104,450	149,900	198,500
October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



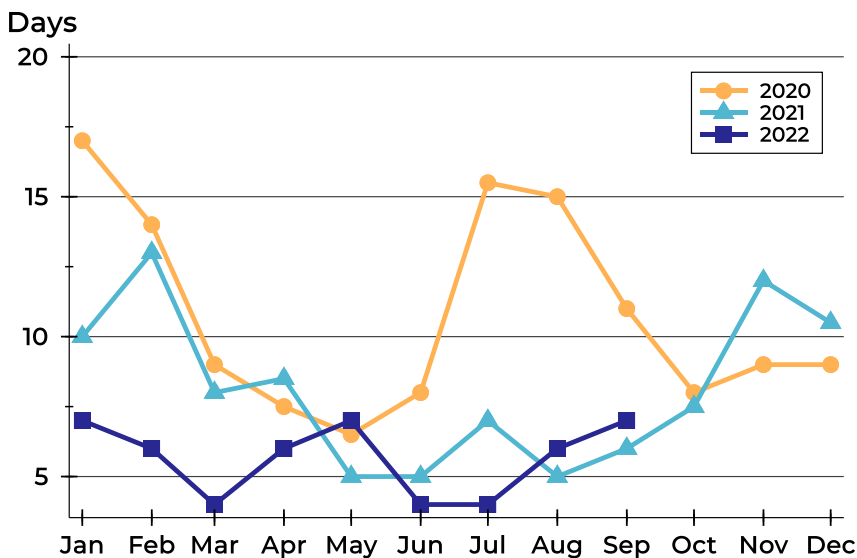
South Region Pending Contracts Analysis

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	
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	
November	9	12	
December	9	11	