



SUNFLOWER
ASSOCIATION OF REALTORS®, INC.

September 2023 Region Total Statistics

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

Sunflower MLS, Inc.

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

Phone: 785/267-3215
Fax: 785/267-4993
E-mail: linda@sunflowerrealtors.com



Central Region Housing Report



Market Overview

Central Region Home Sales Fell in September

Total home sales in Central Region fell last month to 227 units, compared to 248 units in September 2022. Total sales volume was \$44.7 million, down from a year earlier.

The median sale price in September was \$170,000, down from \$175,000 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 Up at End of September

The total number of active listings in Central Region at the end of September was 233 units, up from 181 at the same point in 2022. This represents a 1.2 months' supply of homes available for sale. The median list price of homes on the market at the end of September was \$239,900.

During September, a total of 199 contracts were written up from 172 in September 2022. At the end of the month, there were 209 contracts still pending.

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Contact Information

Linda Briden, Chief Executive Officer
 Sunflower Association of REALTORS®
 3646 SW Plass
 Topeka, KS 66611
 785-267-3215
Linda@SunflowerRealtors.com
www.SunflowerRealtors.com



Central Region Summary Statistics

September MLS Statistics Three-year History		Current Month			Year-to-Date		
		2023	2022	2021	2023	2022	2021
Home Sales		227	248	295	1,840	2,100	2,247
Change from prior year		-8.5%	-15.9%	14.8%	-12.4%	-6.5%	5.5%
Active Listings		233	181	179	N/A	N/A	N/A
Change from prior year		28.7%	1.1%	-14.8%			
Months' Supply		1.2	0.8	0.7	N/A	N/A	N/A
Change from prior year		50.0%	14.3%	-22.2%			
New Listings		244	247	276	2,126	2,312	2,568
Change from prior year		-1.2%	-10.5%	-5.5%	-8.0%	-10.0%	0.4%
Contracts Written		199	172	245	1,888	2,089	2,331
Change from prior year		15.7%	-29.8%	-0.8%	-9.6%	-10.4%	1.1%
Pending Contracts		209	195	282	N/A	N/A	N/A
Change from prior year		7.2%	-30.9%	-8.7%			
Sales Volume (1,000s)		44,656	48,948	54,601	383,728	419,447	410,598
Change from prior year		-8.8%	-10.4%	21.5%	-8.5%	2.2%	20.3%
Average	Sale Price	196,724	197,371	185,089	208,548	199,737	182,732
	Change from prior year	-0.3%	6.6%	5.8%	4.4%	9.3%	14.0%
	List Price of Actives	298,592	298,584	225,610	N/A	N/A	N/A
	Change from prior year	0.0%	32.3%	11.0%			
	Days on Market	15	14	13	17	13	14
Change from prior year	7.1%	7.7%	-31.6%	30.8%	-7.1%	-46.2%	
Percent of List	99.2%	99.8%	99.6%	100.0%	101.1%	100.8%	
Change from prior year	-0.6%	0.2%	0.6%	-1.1%	0.3%	2.4%	
Percent of Original	97.9%	97.7%	98.3%	98.7%	99.9%	100.0%	
Change from prior year	0.2%	-0.6%	0.3%	-1.2%	-0.1%	3.0%	
Median	Sale Price	170,000	175,000	160,000	180,000	172,200	162,500
	Change from prior year	-2.9%	9.4%	4.6%	4.5%	6.0%	16.1%
	List Price of Actives	239,900	228,000	152,500	N/A	N/A	N/A
	Change from prior year	5.2%	49.5%	12.4%			
	Days on Market	5	5	4	4	3	3
Change from prior year	0.0%	25.0%	0.0%	33.3%	0.0%	-50.0%	
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%	0.3%	

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



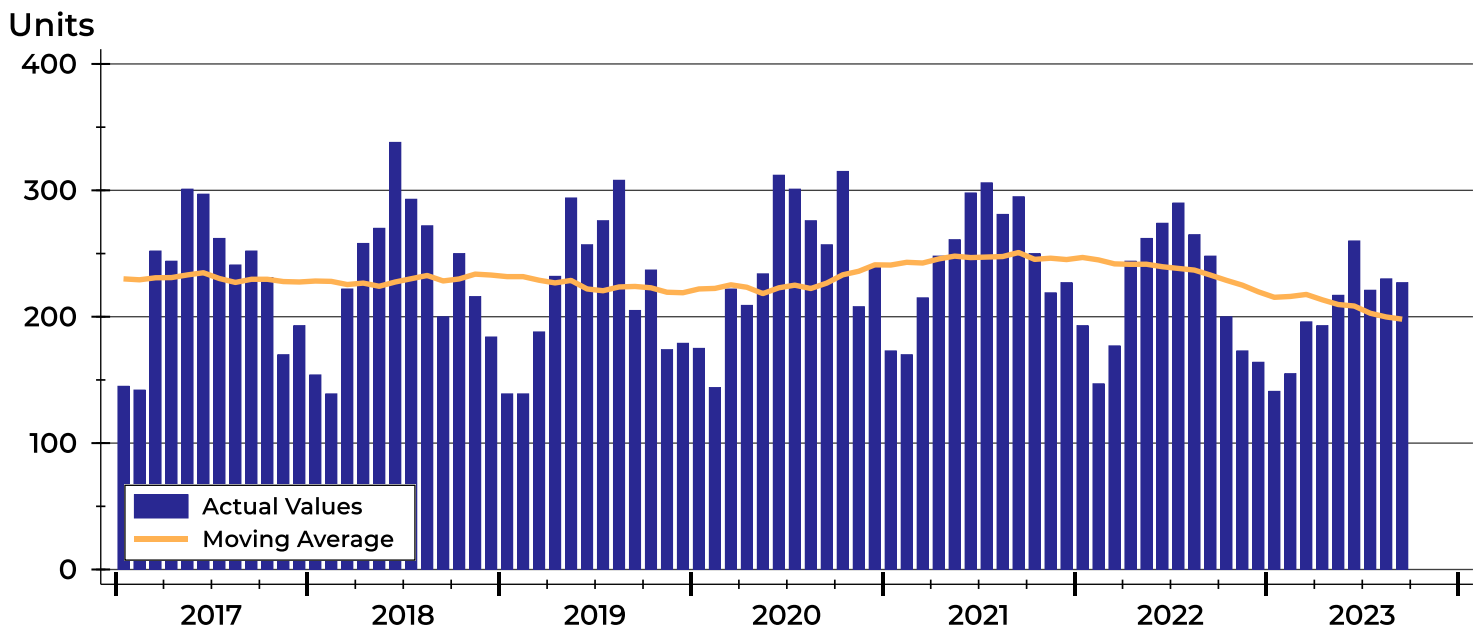
Central Region Closed Listings Analysis

Summary Statistics for Closed Listings		September			Year-to-Date		
		2023	2022	Change	2023	2022	Change
Closed Listings		227	248	-8.5%	1,840	2,100	-12.4%
Volume (1,000s)		44,656	48,948	-8.8%	383,728	419,447	-8.5%
Months' Supply		1.2	0.8	50.0%	N/A	N/A	N/A
Average	Sale Price	196,724	197,371	-0.3%	208,548	199,737	4.4%
	Days on Market	15	14	7.1%	17	13	30.8%
	Percent of List	99.2%	99.8%	-0.6%	100.0%	101.1%	-1.1%
	Percent of Original	97.9%	97.7%	0.2%	98.7%	99.9%	-1.2%
Median	Sale Price	170,000	175,000	-2.9%	180,000	172,200	4.5%
	Days on Market	5	5	0.0%	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 227 homes sold in Central Region in September, down from 248 units in September 2022. Total sales volume fell to \$44.7 million compared to \$48.9 million in the previous year.

The median sales price in September was \$170,000, down 2.9% compared to the prior year. Median days on market was 5 days, up from 4 days in August, and up from 5 in September 2022.

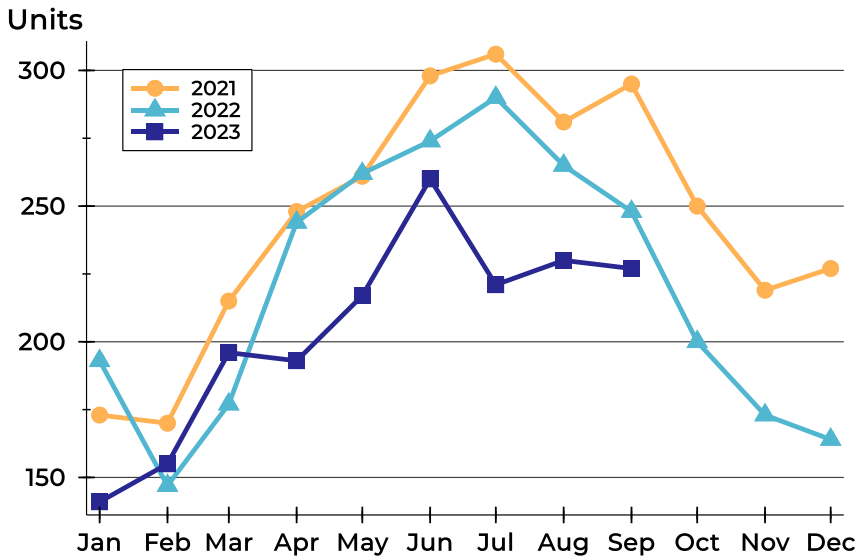
History of Closed Listings





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	
November	219	173	
December	227	164	

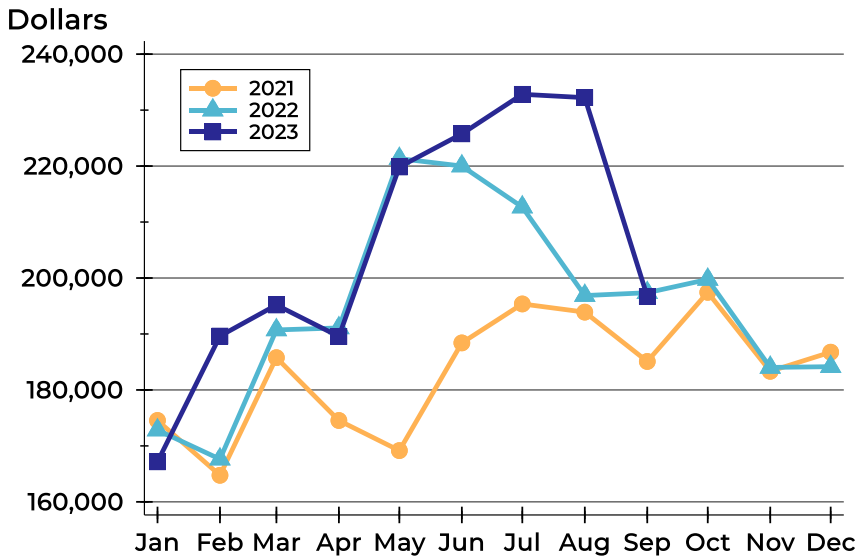
Closed Listings by Price Range

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	0.9%	0.9	20,500	20,500	12	12	98.0%	98.0%	98.0%	98.0%
\$25,000-\$49,999	8	3.5%	1.5	38,875	42,000	44	21	85.7%	86.7%	79.4%	77.5%
\$50,000-\$99,999	35	15.4%	0.9	78,794	80,000	19	7	99.3%	100.0%	98.2%	98.6%
\$100,000-\$124,999	22	9.7%	0.9	112,616	115,000	13	3	97.2%	100.0%	96.7%	100.0%
\$125,000-\$149,999	23	10.1%	0.6	138,233	140,000	13	4	98.8%	100.0%	98.0%	100.0%
\$150,000-\$174,999	26	11.5%	0.7	161,527	162,500	10	3	101.3%	100.0%	100.5%	100.0%
\$175,000-\$199,999	18	7.9%	0.7	184,295	181,750	8	5	101.2%	100.0%	100.5%	100.0%
\$200,000-\$249,999	29	12.8%	1.4	224,257	227,000	10	5	100.0%	100.0%	98.7%	98.0%
\$250,000-\$299,999	25	11.0%	1.5	274,238	275,000	16	4	98.8%	100.0%	97.0%	99.2%
\$300,000-\$399,999	28	12.3%	1.3	339,775	339,450	16	9	98.9%	99.3%	97.7%	98.0%
\$400,000-\$499,999	7	3.1%	1.5	459,914	468,000	25	4	99.5%	100.0%	98.3%	99.8%
\$500,000-\$749,999	4	1.8%	4.4	570,000	547,500	14	11	114.0%	99.6%	110.7%	96.9%
\$750,000-\$999,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A



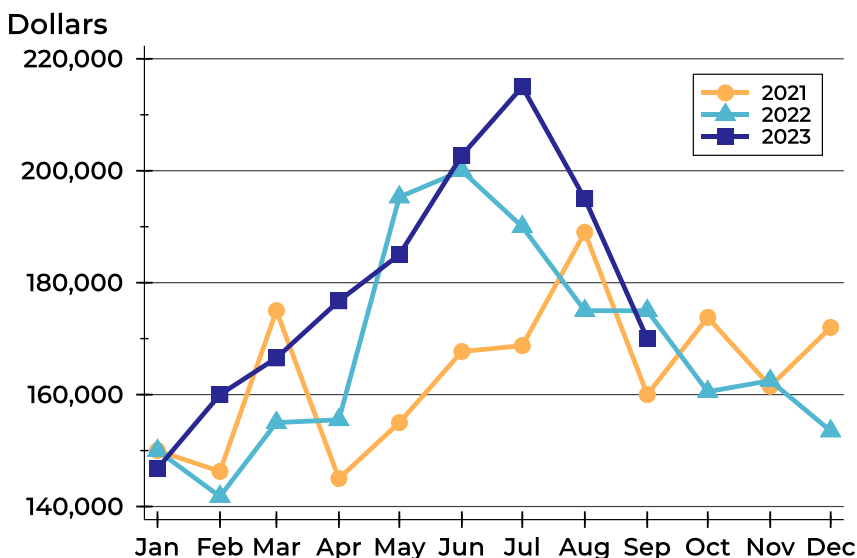
Central Region Closed Listings Analysis

Average Price



Month	2021	2022	2023
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	
November	183,332	184,025	
December	186,750	184,162	

Median Price

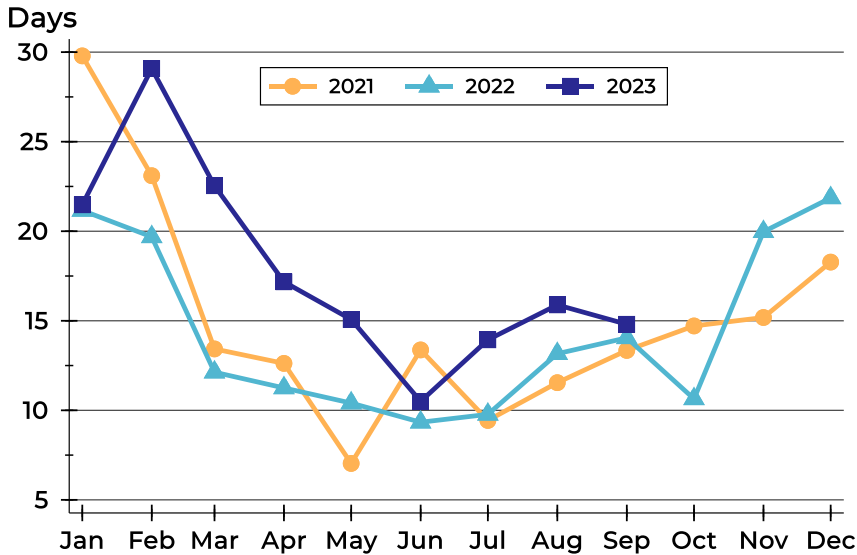


Month	2021	2022	2023
January	150,000	150,000	146,800
February	146,273	141,800	160,000
March	175,000	155,000	166,550
April	145,001	155,500	176,750
May	155,000	195,300	185,000
June	167,700	200,000	202,750
July	168,750	190,000	215,000
August	189,000	175,000	195,000
September	160,000	175,000	170,000
October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



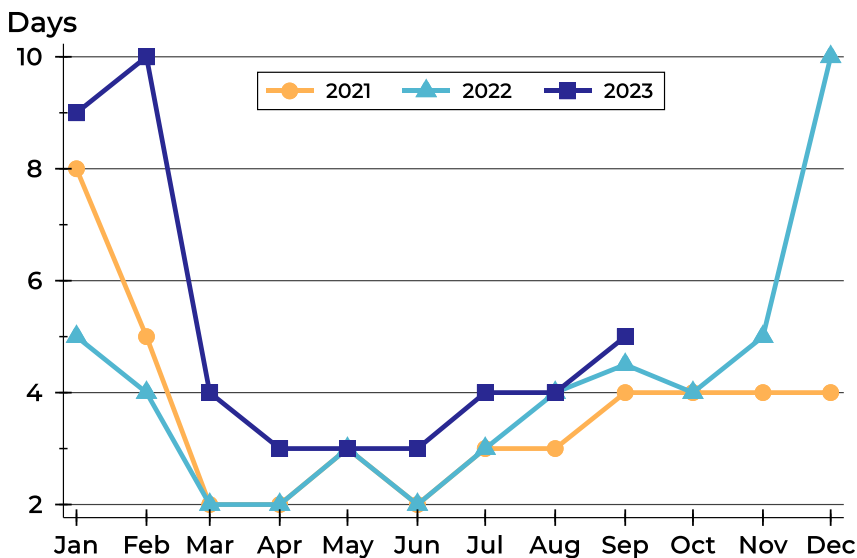
Central Region Closed Listings Analysis

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	15
November	15	20	20
December	18	22	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	4
November	4	5	4
December	4	10	4



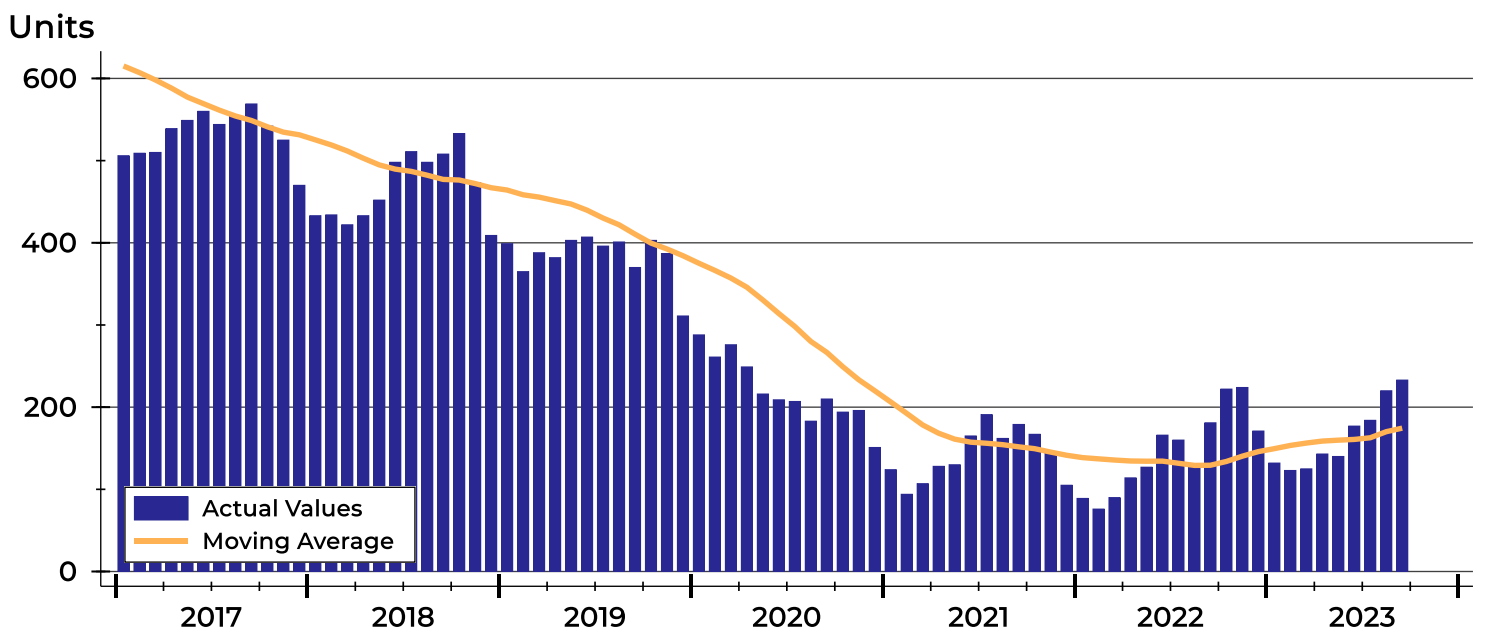
Central Region Active Listings Analysis

Summary Statistics for Active Listings		End of September		
		2023	2022	Change
Active Listings		233	181	28.7%
Volume (1,000s)		69,572	54,044	28.7%
Months' Supply		1.2	0.8	50.0%
Average	List Price	298,592	298,584	0.0%
	Days on Market	49	45	8.9%
	Percent of Original	96.4%	97.5%	-1.1%
Median	List Price	239,900	228,000	5.2%
	Days on Market	31	26	19.2%
	Percent of Original	100.0%	100.0%	0.0%

A total of 233 homes were available for sale in Central Region at the end of September. This represents a 1.2 months' supply of active listings.

The median list price of homes on the market at the end of September was \$239,900, up 5.2% from 2022. The typical time on market for active listings was 31 days, up from 26 days a year earlier.

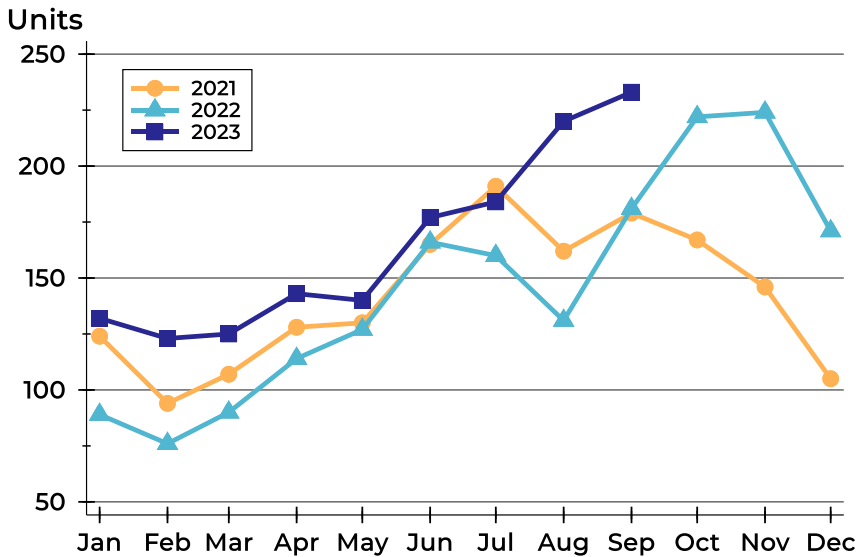
History of Active Listings





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	
November	146	224	
December	105	171	

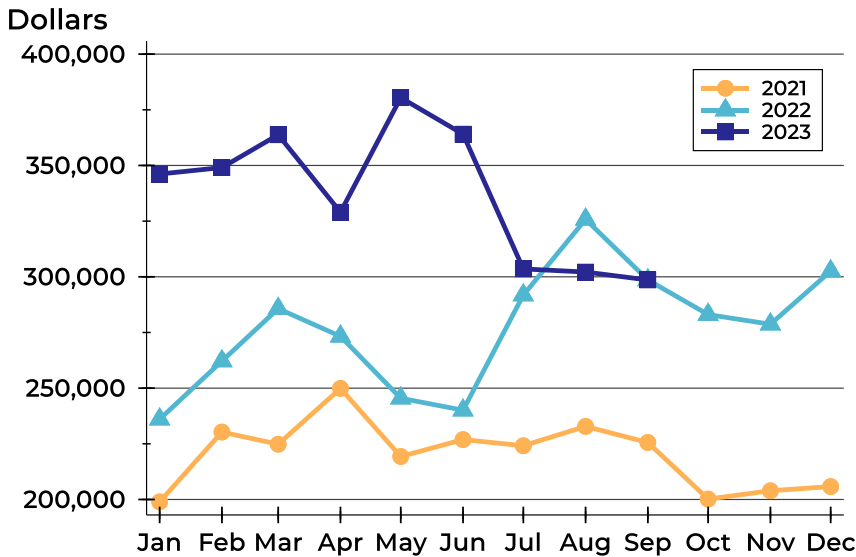
Active Listings by Price Range

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	0.9%	0.9	11,425	11,425	29	29	94.4%	94.4%
\$25,000-\$49,999	11	4.7%	1.5	42,072	42,500	30	9	94.3%	100.0%
\$50,000-\$99,999	28	12.0%	0.9	75,307	77,450	43	35	94.3%	100.0%
\$100,000-\$124,999	13	5.6%	0.9	113,669	110,000	35	23	96.0%	96.1%
\$125,000-\$149,999	13	5.6%	0.6	138,966	139,900	21	10	96.8%	100.0%
\$150,000-\$174,999	14	6.0%	0.7	164,896	164,000	34	21	97.8%	100.0%
\$175,000-\$199,999	12	5.2%	0.7	187,908	188,500	32	25	97.1%	100.0%
\$200,000-\$249,999	35	15.0%	1.4	229,620	229,900	41	24	95.8%	97.6%
\$250,000-\$299,999	30	12.9%	1.5	278,905	278,500	29	19	97.2%	100.0%
\$300,000-\$399,999	29	12.4%	1.3	353,236	349,900	62	37	96.5%	97.5%
\$400,000-\$499,999	14	6.0%	1.5	460,136	457,400	145	104	96.8%	97.5%
\$500,000-\$749,999	23	9.9%	4.4	595,338	595,000	80	63	97.0%	99.2%
\$750,000-\$999,999	5	2.1%	N/A	913,535	899,900	31	26	100.0%	100.0%
\$1,000,000 and up	4	1.7%	N/A	1,945,000	1,690,000	48	25	100.0%	100.0%



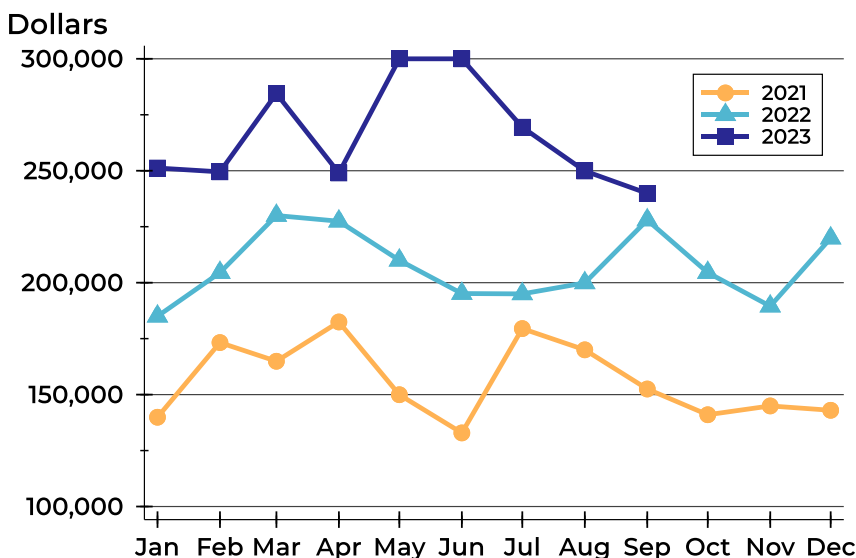
Central Region Active Listings Analysis

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	
November	203,924	278,713	
December	205,804	302,572	

Median Price

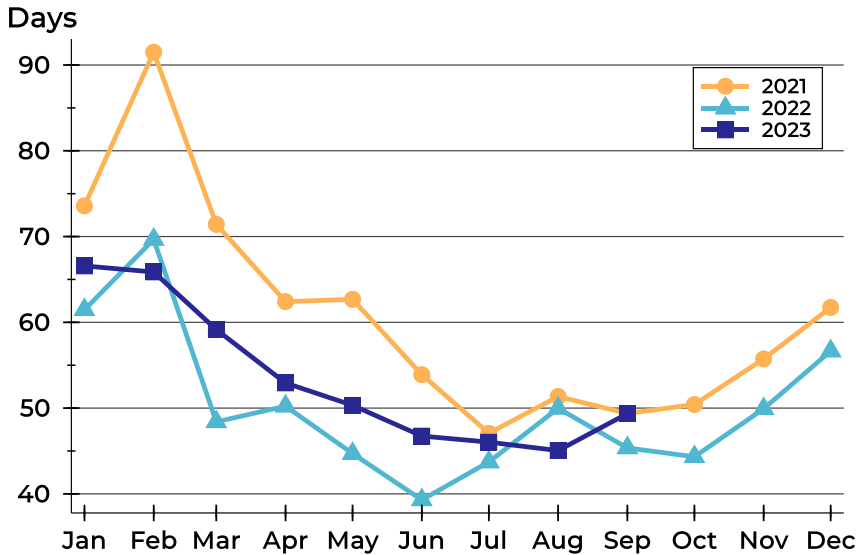


Month	2021	2022	2023
January	139,900	185,000	251,225
February	173,250	204,500	249,500
March	164,900	230,000	284,500
April	182,450	227,450	249,000
May	149,950	210,000	300,000
June	132,900	195,150	299,999
July	179,500	195,000	269,450
August	170,000	199,900	249,900
September	152,500	228,000	239,900
October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



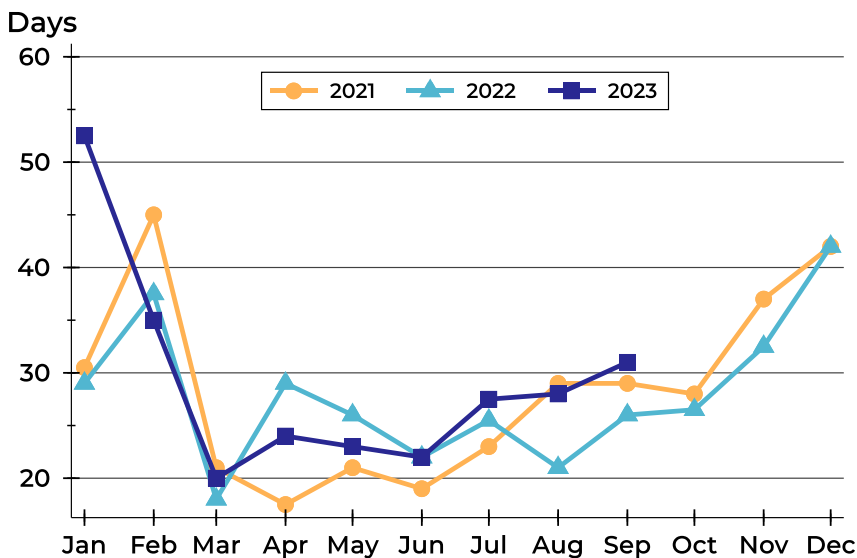
Central Region Active Listings Analysis

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	
November	56	50	
December	62	57	

Median DOM

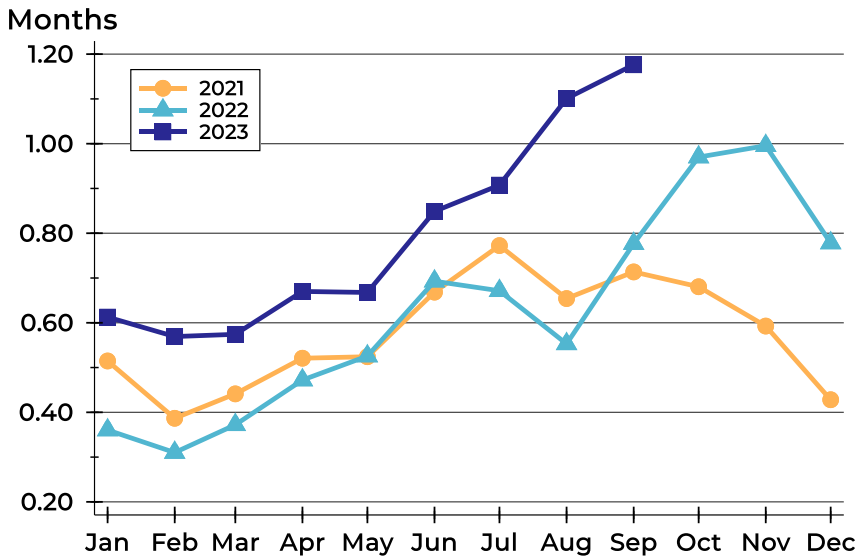


Month	2021	2022	2023
January	31	29	53
February	45	38	35
March	21	18	20
April	18	29	24
May	21	26	23
June	19	22	22
July	23	26	28
August	29	21	28
September	29	26	31
October	28	27	
November	37	33	
December	42	42	



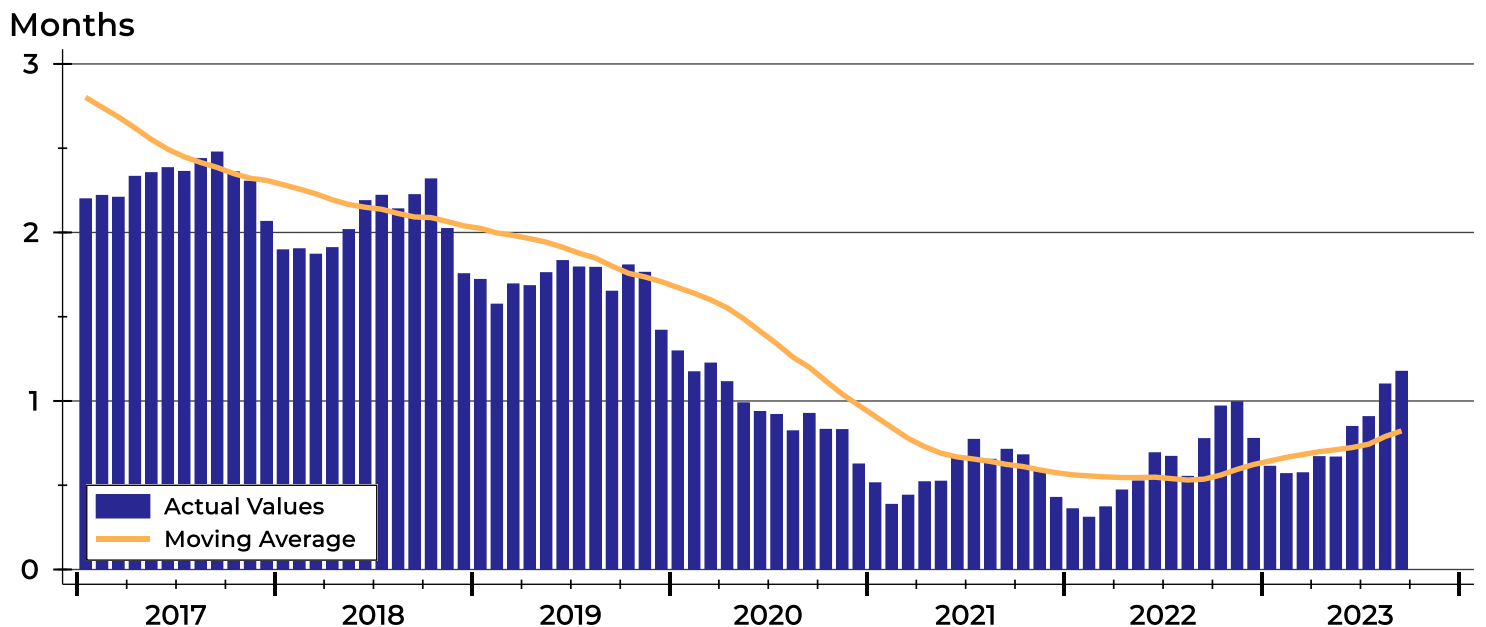
Central Region Months' Supply Analysis

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	
November	0.6	1.0	
December	0.4	0.8	

History of Month's Supply





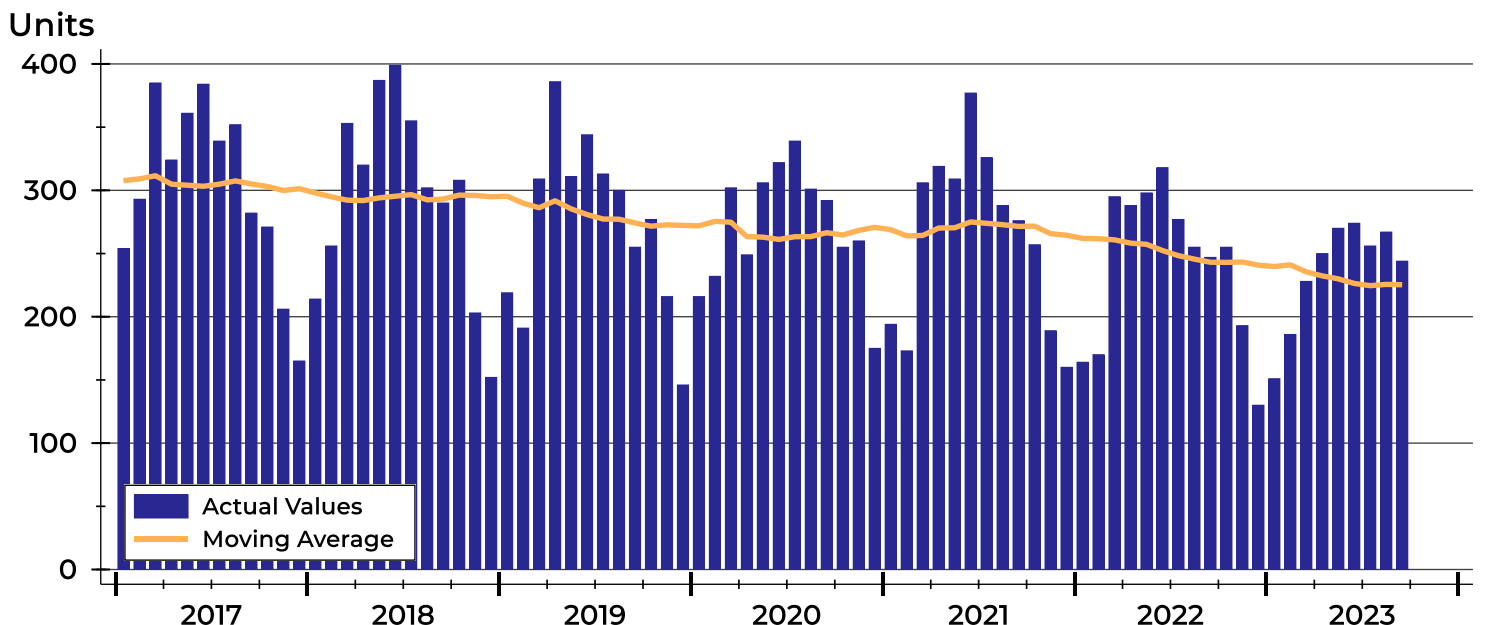
Central Region New Listings Analysis

Summary Statistics for New Listings		2023	September 2022	Change
Current Month	New Listings	244	247	-1.2%
	Volume (1,000s)	55,834	51,588	8.2%
	Average List Price	228,828	208,859	9.6%
	Median List Price	189,000	189,950	-0.5%
Year-to-Date	New Listings	2,126	2,312	-8.0%
	Volume (1,000s)	470,384	485,152	-3.0%
	Average List Price	221,253	209,841	5.4%
	Median List Price	185,000	175,000	5.7%

A total of 244 new listings were added in Central Region during September, down 1.2% from the same month in 2022. Year-to-date Central Region has seen 2,126 new listings.

The median list price of these homes was \$189,000 down from \$189,950 in 2022.

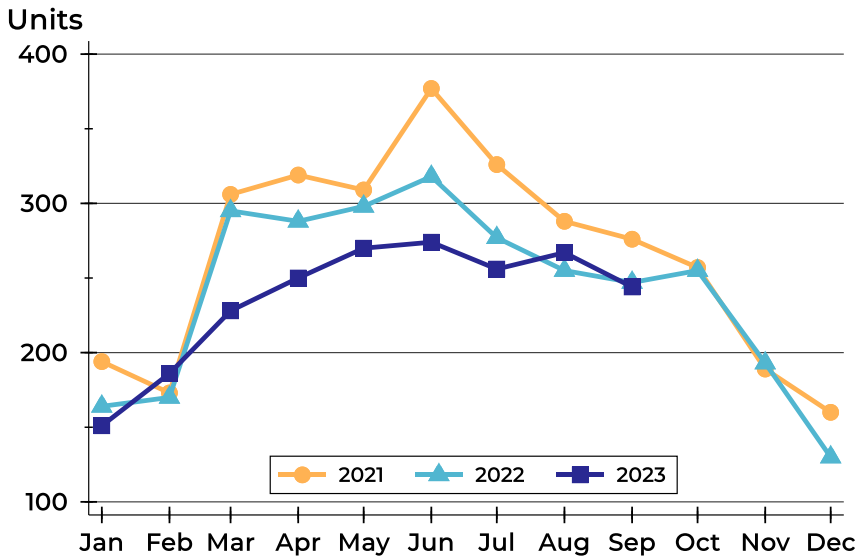
History of New Listings





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	274
July	326	277	256
August	288	255	267
September	276	247	244
October	257	255	
November	189	193	
December	160	130	

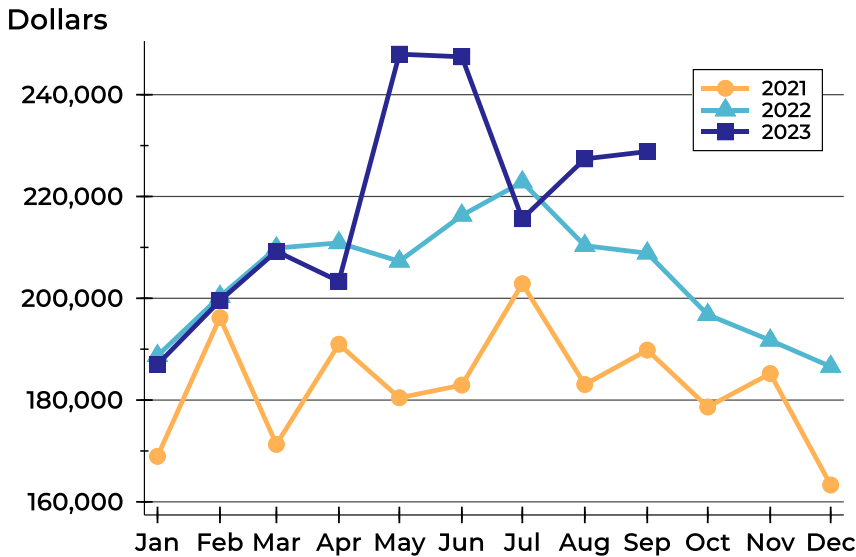
New Listings by Price Range

Price Range	New Listings		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	2	0.8%	18,450	18,450	3	3	99.8%	99.8%
\$25,000-\$49,999	10	4.1%	38,979	40,000	11	9	98.3%	100.0%
\$50,000-\$99,999	38	15.6%	77,411	79,950	8	6	100.1%	100.0%
\$100,000-\$124,999	24	9.8%	112,579	112,000	11	11	96.2%	98.1%
\$125,000-\$149,999	21	8.6%	138,212	140,000	8	6	99.0%	100.0%
\$150,000-\$174,999	18	7.4%	164,231	162,750	9	8	99.1%	100.0%
\$175,000-\$199,999	14	5.7%	185,577	186,500	11	5	99.6%	100.0%
\$200,000-\$249,999	42	17.2%	228,816	229,450	13	13	97.6%	100.0%
\$250,000-\$299,999	28	11.5%	273,295	272,450	12	9	98.4%	100.0%
\$300,000-\$399,999	21	8.6%	350,409	344,000	12	8	98.6%	100.0%
\$400,000-\$499,999	10	4.1%	449,795	443,400	14	12	99.0%	100.0%
\$500,000-\$749,999	11	4.5%	556,664	549,000	20	16	99.0%	100.0%
\$750,000-\$999,999	3	1.2%	908,300	899,900	21	16	100.0%	100.0%
\$1,000,000 and up	2	0.8%	1,670,000	1,670,000	19	19	100.0%	100.0%



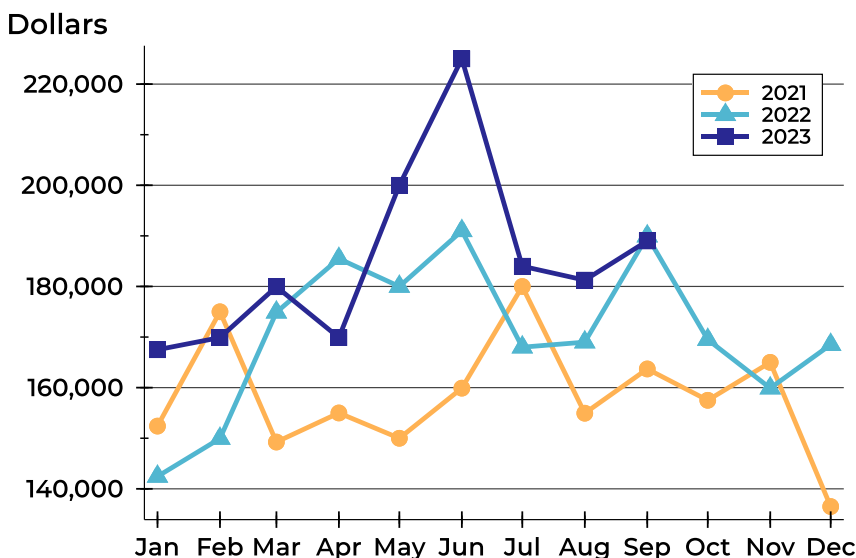
Central Region New Listings Analysis

Average Price



Month	2021	2022	2023
January	168,945	188,707	187,003
February	196,183	200,354	199,536
March	171,288	209,864	209,227
April	190,982	210,891	203,346
May	180,446	207,269	247,966
June	182,948	216,292	247,445
July	202,855	222,832	215,630
August	183,067	210,342	227,386
September	189,825	208,859	228,828
October	178,641	196,776	
November	185,214	191,737	
December	163,310	186,583	

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	184,000
August	154,950	169,000	181,250
September	163,700	189,950	189,000
October	157,500	169,500	
November	165,000	159,900	
December	136,500	168,500	



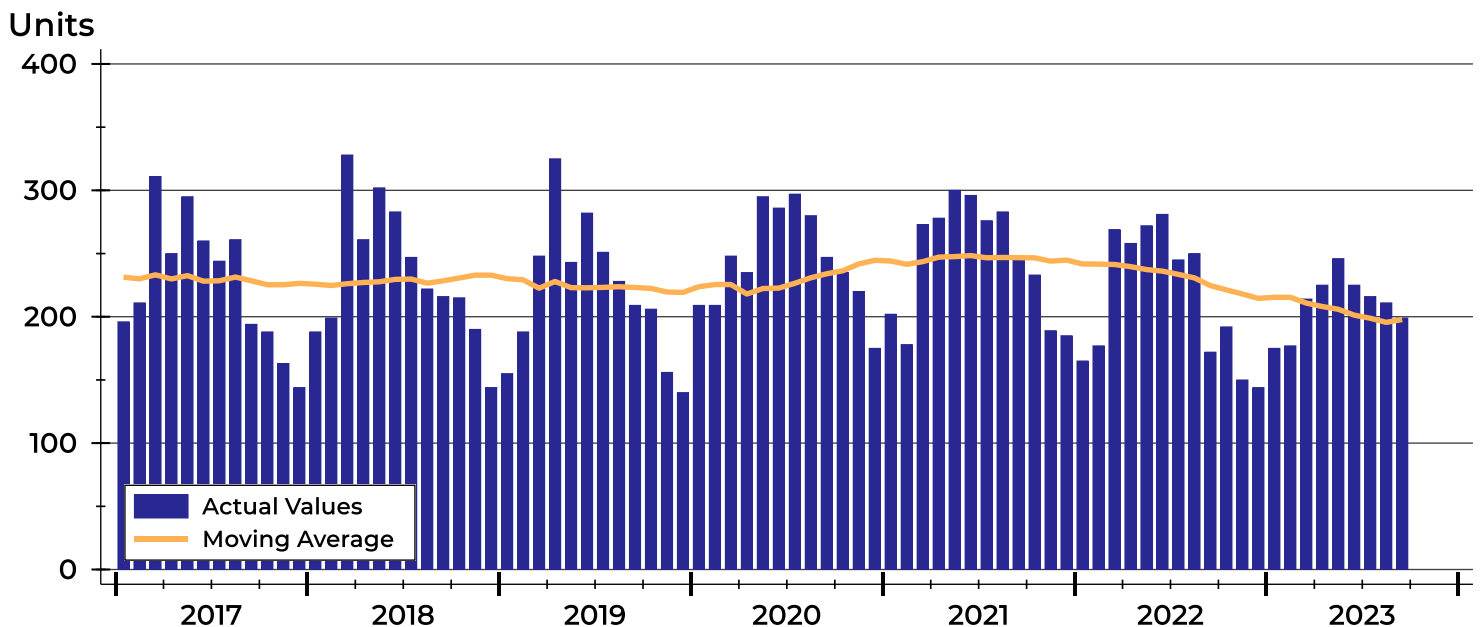
Central Region Contracts Written Analysis

Summary Statistics for Contracts Written		September			Year-to-Date		
		2023	2022	Change	2023	2022	Change
Contracts Written		199	172	15.7%	1,888	2,089	-9.6%
Volume (1,000s)		42,296	33,183	27.5%	399,332	417,954	-4.5%
Average	Sale Price	212,540	192,925	10.2%	211,510	200,074	5.7%
	Days on Market	19	11	72.7%	17	12	41.7%
	Percent of Original	97.2%	98.3%	-1.1%	98.9%	100.0%	-1.1%
Median	Sale Price	170,000	158,950	7.0%	180,000	169,900	5.9%
	Days on Market	6	3	100.0%	4	3	33.3%
	Percent of Original	100.0%	100.0%	0.0%	100.0%	100.0%	0.0%

A total of 199 contracts for sale were written in Central Region during the month of September, up from 172 in 2022. The median list price of these homes was \$170,000, up from \$158,950 the prior year.

Half of the homes that went under contract in September were on the market less than 6 days, compared to 3 days in September 2022.

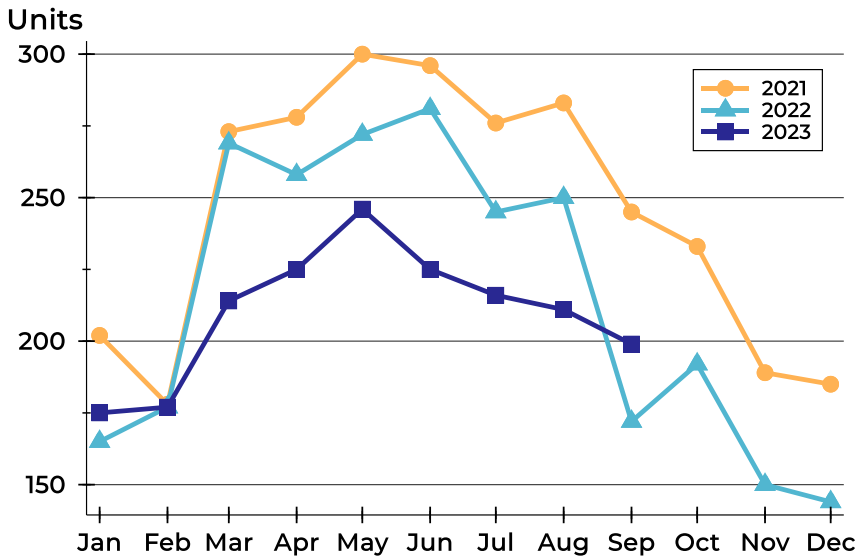
History of Contracts Written





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	211
September	245	172	199
October	233	192	
November	189	150	
December	185	144	

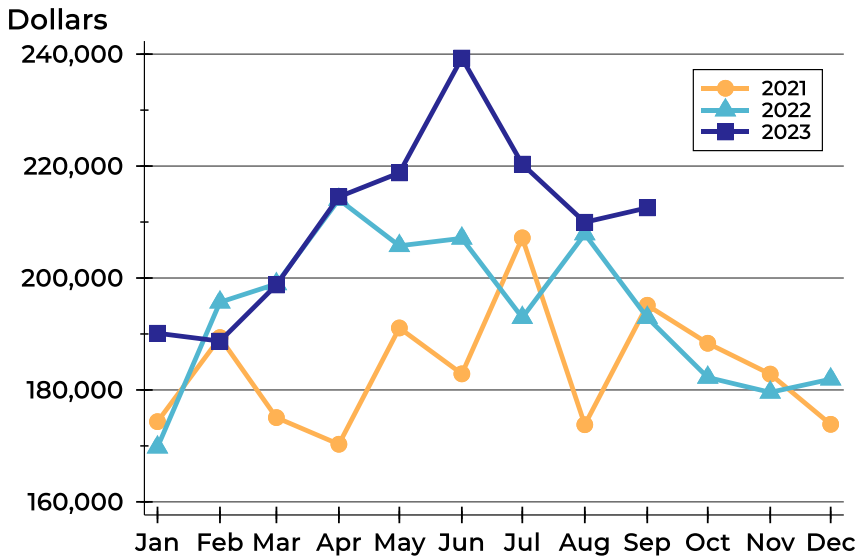
Contracts Written by Price Range

Price Range	Contracts Written		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	1	0.5%	17,000	17,000	0	0	100.0%	100.0%
\$25,000-\$49,999	6	3.0%	39,483	40,000	27	24	93.2%	98.0%
\$50,000-\$99,999	35	17.7%	76,310	79,900	22	6	96.7%	100.0%
\$100,000-\$124,999	19	9.6%	113,682	112,000	16	5	96.9%	100.0%
\$125,000-\$149,999	18	9.1%	136,277	134,900	16	5	99.3%	100.0%
\$150,000-\$174,999	22	11.1%	161,365	160,000	28	25	94.0%	100.0%
\$175,000-\$199,999	8	4.0%	184,148	179,450	3	2	100.3%	100.0%
\$200,000-\$249,999	29	14.6%	230,999	230,000	14	6	97.9%	100.0%
\$250,000-\$299,999	22	11.1%	272,518	269,900	17	5	98.1%	100.0%
\$300,000-\$399,999	18	9.1%	356,719	357,250	17	4	97.8%	100.0%
\$400,000-\$499,999	10	5.1%	438,445	431,950	25	11	97.8%	100.0%
\$500,000-\$749,999	9	4.5%	561,928	520,000	36	23	96.5%	95.4%
\$750,000-\$999,999	1	0.5%	965,000	965,000	9	9	100.0%	100.0%
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



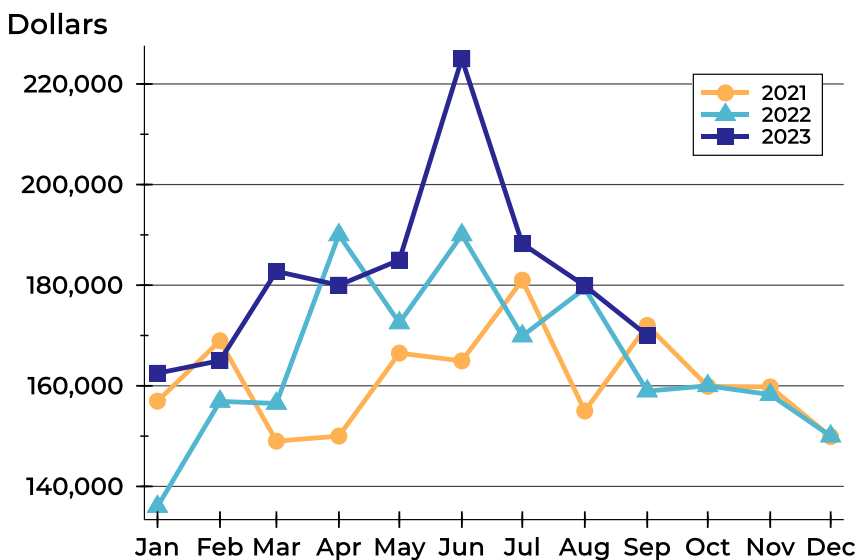
Central Region Contracts Written Analysis

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	209,966
September	195,130	192,925	212,540
October	188,340	182,235	
November	182,831	179,574	
December	173,857	181,923	

Median Price

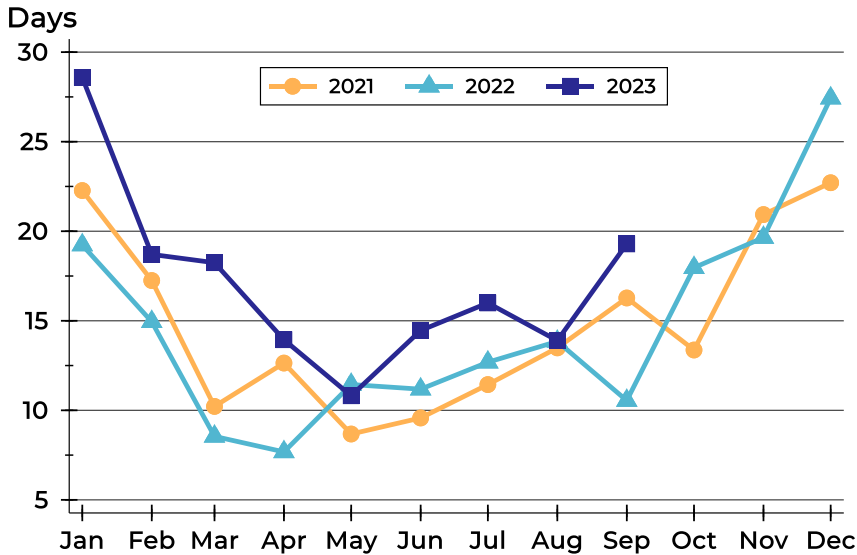


Month	2021	2022	2023
January	156,950	136,000	162,500
February	168,950	156,900	165,000
March	149,000	156,500	182,750
April	150,000	190,000	180,000
May	166,500	172,500	185,000
June	164,950	190,000	225,000
July	181,000	169,900	188,250
August	155,000	179,350	179,900
September	172,000	158,950	170,000
October	159,900	160,000	
November	159,777	158,250	
December	149,900	150,000	



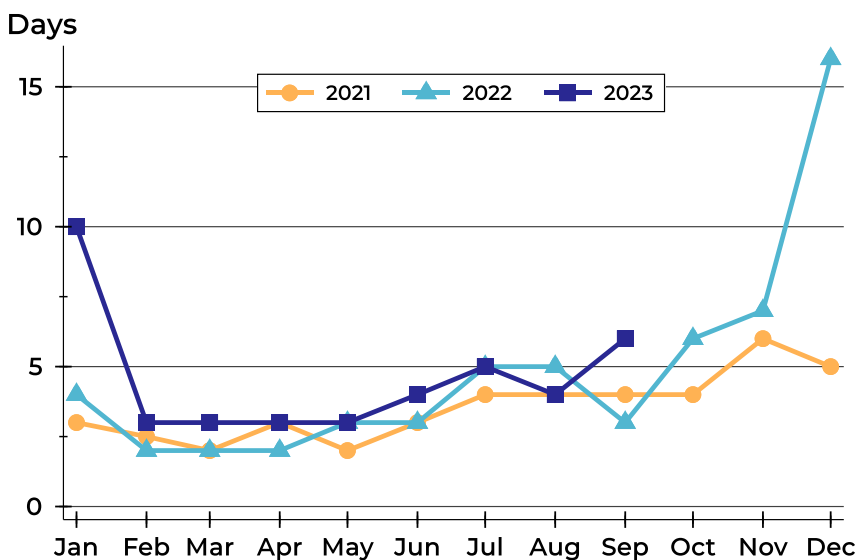
Central Region Contracts Written Analysis

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	19
October	13	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	
November	6	7	
December	5	16	



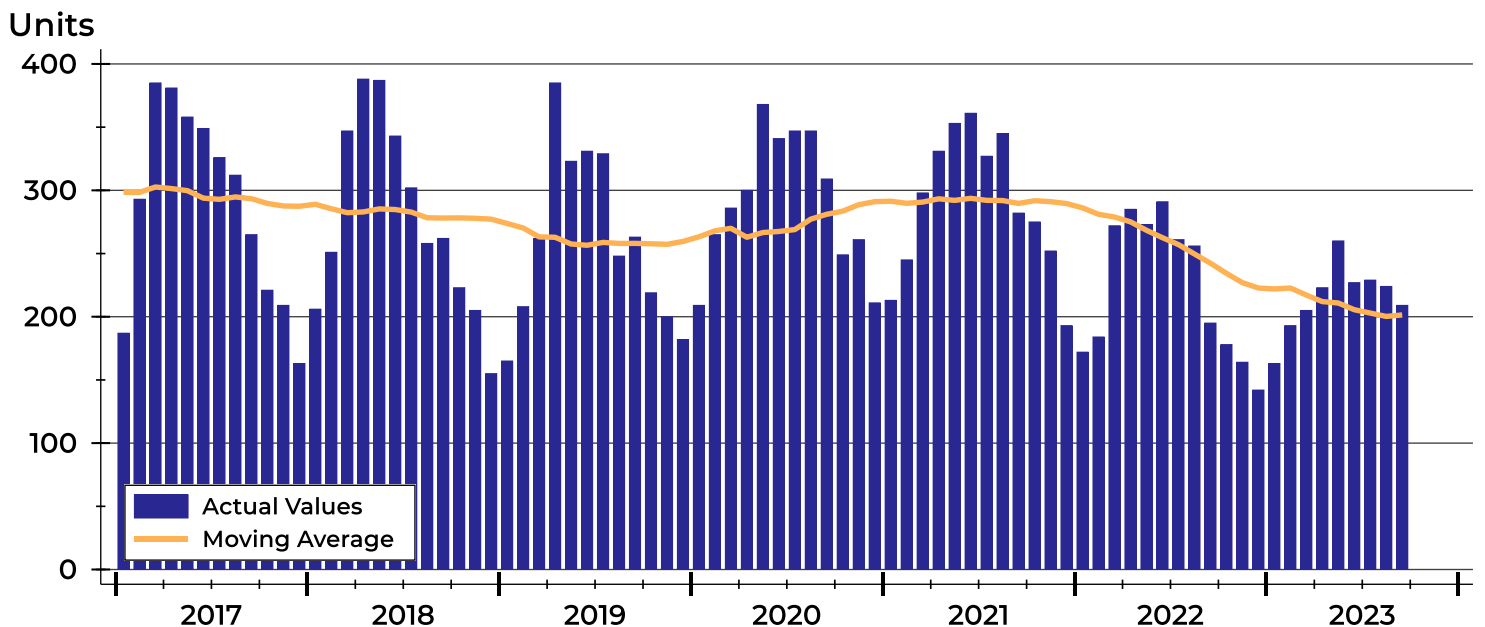
Central Region Pending Contracts Analysis

Summary Statistics for Pending Contracts		End of September		
		2023	2022	Change
Pending Contracts		209	195	7.2%
Volume (1,000s)		48,447	41,509	16.7%
Average	List Price	231,804	212,865	8.9%
	Days on Market	18	13	38.5%
	Percent of Original	98.0%	98.9%	-0.9%
Median	List Price	203,889	170,000	19.9%
	Days on Market	6	4	50.0%
	Percent of Original	100.0%	100.0%	0.0%

A total of 209 listings in Central Region had contracts pending at the end of September, up from 195 contracts pending at the end of September 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.

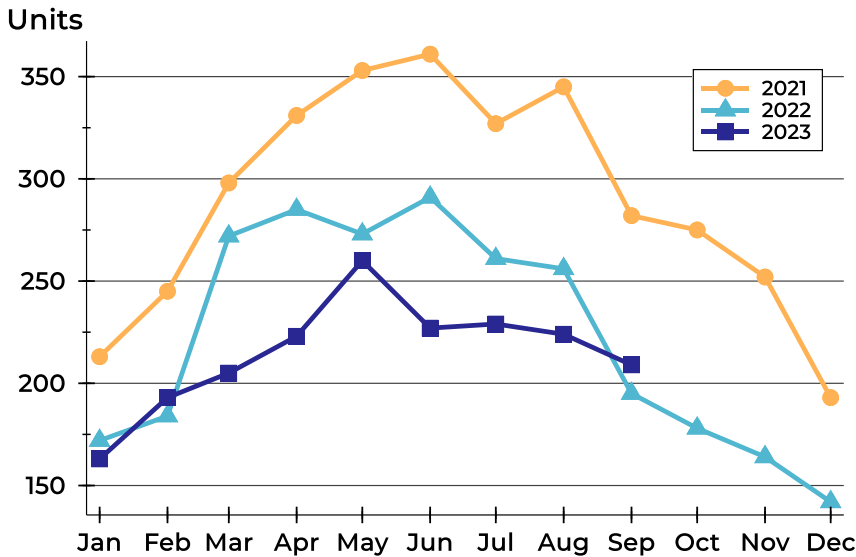
History of Pending Contracts





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	
November	252	164	
December	193	142	

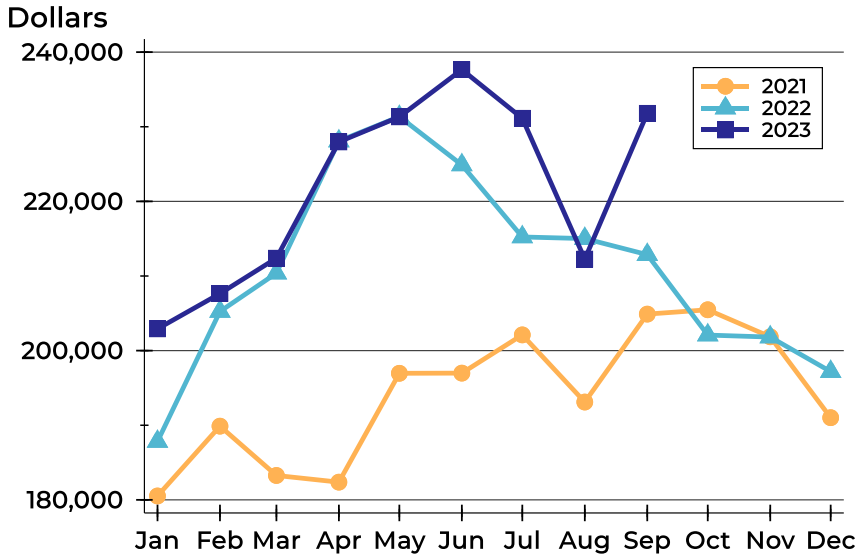
Pending Contracts by Price Range

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	3	1.4%	39,967	40,000	36	23	100.0%	100.0%
\$50,000-\$99,999	31	14.9%	76,272	79,000	17	6	96.6%	100.0%
\$100,000-\$124,999	19	9.1%	115,355	116,900	17	7	98.1%	100.0%
\$125,000-\$149,999	19	9.1%	136,599	135,000	15	4	98.9%	100.0%
\$150,000-\$174,999	20	9.6%	161,671	159,950	25	20	96.4%	100.0%
\$175,000-\$199,999	11	5.3%	185,280	180,000	4	2	99.7%	100.0%
\$200,000-\$249,999	28	13.5%	229,723	230,000	12	6	98.6%	100.0%
\$250,000-\$299,999	29	13.9%	276,684	274,900	17	5	98.9%	100.0%
\$300,000-\$399,999	21	10.1%	357,874	359,500	19	5	97.8%	100.0%
\$400,000-\$499,999	15	7.2%	441,895	434,900	25	8	98.1%	100.0%
\$500,000-\$749,999	11	5.3%	555,214	520,000	30	15	97.3%	100.0%
\$750,000-\$999,999	1	0.5%	965,000	965,000	9	9	100.0%	100.0%
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



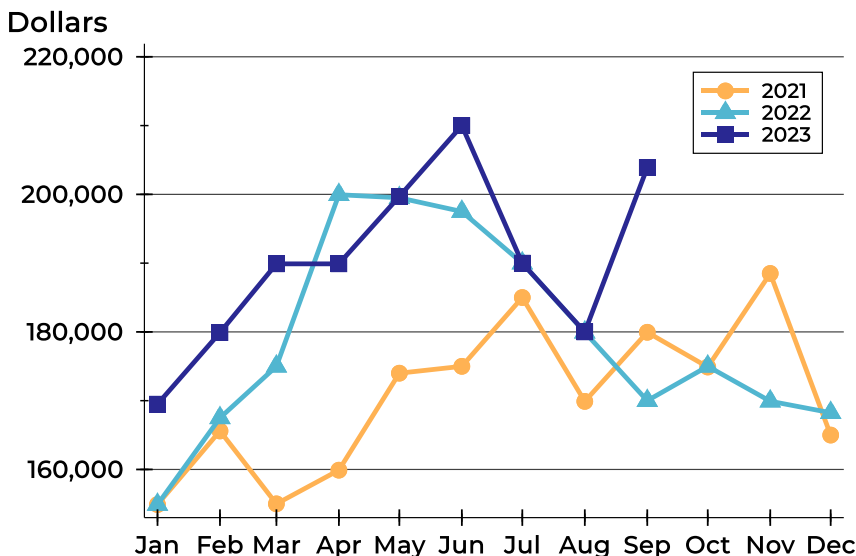
Central Region Pending Contracts Analysis

Average Price



Month	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	
November	201,857	201,817	
December	191,013	197,188	

Median Price

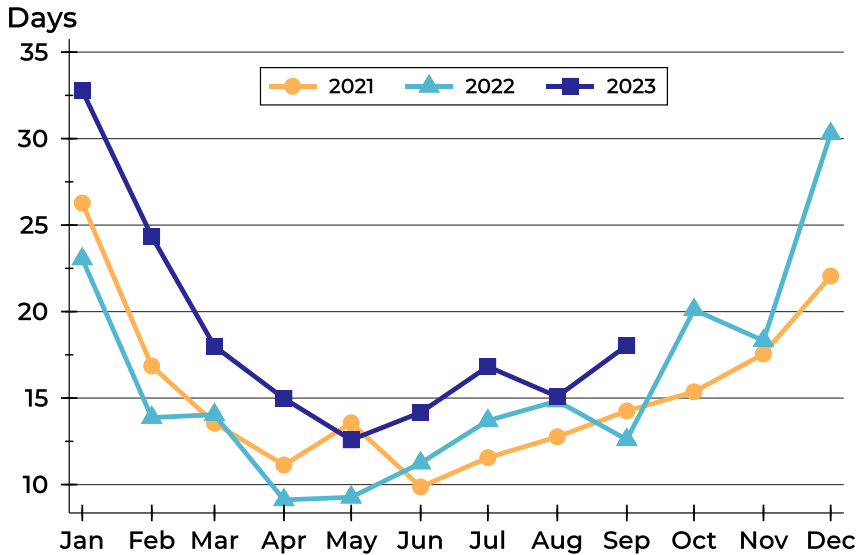


Month	2021	2022	2023
January	154,900	154,900	169,500
February	165,600	167,500	179,900
March	155,000	174,999	189,900
April	159,900	199,950	189,900
May	174,000	199,500	199,700
June	175,000	197,500	210,000
July	185,000	190,000	190,000
August	169,900	179,950	180,000
September	179,950	170,000	203,889
October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



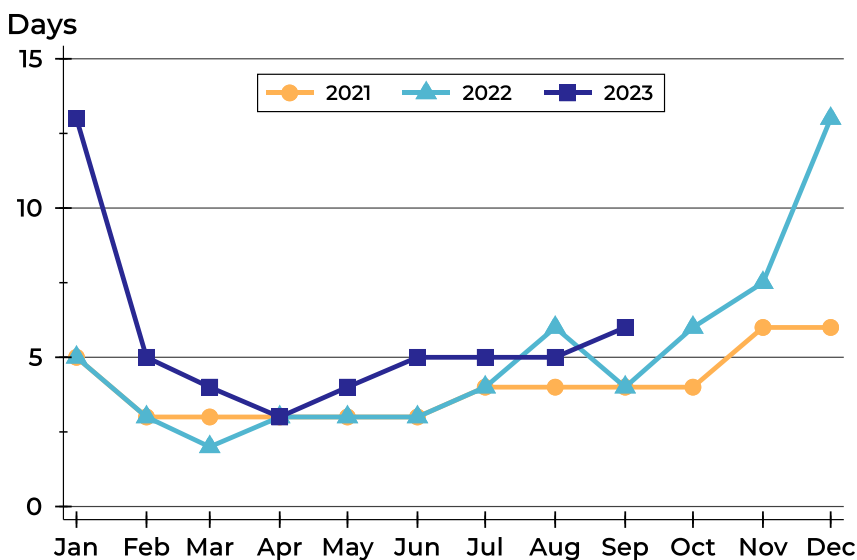
Central Region Pending Contracts Analysis

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	
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	
November	6	8	
December	6	13	



North Region Housing Report



Market Overview

North Region Home Sales Fell in September

Total home sales in North Region fell last month to 29 units, compared to 41 units in September 2022. Total sales volume was \$6.8 million, down from a year earlier.

The median sale price in September was \$209,000, down from \$230,000 a year earlier. Homes that sold in September were typically on the market for 8 days and sold for 100.0% of their list prices.

North Region Active Listings Remain the Same at End of September

The total number of active listings in North Region at the end of September was 45 units, the same as in September 2022. This represents a 1.9 months' supply of homes available for sale. The median list price of homes on the market at the end of September was \$205,000.

During September, a total of 23 contracts were written down from 26 in September 2022. At the end of the month, there were 28 contracts still pending.

Report Contents

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

Contact Information

Linda Briden, Chief Executive Officer
 Sunflower Association of REALTORS®
 3646 SW Plass
 Topeka, KS 66611
 785-267-3215
Linda@SunflowerRealtors.com
www.SunflowerRealtors.com



North Region Summary Statistics

September MLS Statistics Three-year History		Current Month			Year-to-Date		
		2023	2022	2021	2023	2022	2021
Home Sales		29	41	27	214	288	264
Change from prior year		-29.3%	51.9%	0.0%	-25.7%	9.1%	4.8%
Active Listings		45	45	60	N/A	N/A	N/A
Change from prior year		0.0%	-25.0%	36.4%			
Months' Supply		1.9	1.4	2.1	N/A	N/A	N/A
Change from prior year		35.7%	-33.3%	23.5%			
New Listings		36	31	49	260	327	325
Change from prior year		16.1%	-36.7%	32.4%	-20.5%	0.6%	4.8%
Contracts Written		23	26	28	219	287	276
Change from prior year		-11.5%	-7.1%	3.7%	-23.7%	4.0%	1.1%
Pending Contracts		28	29	36	N/A	N/A	N/A
Change from prior year		-3.4%	-19.4%	-2.7%			
Sales Volume (1,000s)		6,759	9,013	4,182	47,429	61,070	46,545
Change from prior year		-25.0%	115.5%	-0.2%	-22.3%	31.2%	18.0%
Average	Sale Price	233,062	219,840	154,904	221,631	212,050	176,306
	Change from prior year	6.0%	41.9%	-0.2%	4.5%	20.3%	12.7%
	List Price of Actives	259,720	272,488	214,848	N/A	N/A	N/A
	Change from prior year	-4.7%	26.8%	5.7%			
	Days on Market	26	17	31	30	18	27
Change from prior year	52.9%	-45.2%	3.3%	66.7%	-33.3%	-35.7%	
Percent of List	99.4%	98.2%	96.8%	98.2%	99.2%	99.2%	
Change from prior year	1.2%	1.4%	0.4%	-1.0%	0.0%	2.4%	
Percent of Original	95.6%	96.4%	93.4%	95.5%	98.2%	97.5%	
Change from prior year	-0.8%	3.2%	-2.1%	-2.7%	0.7%	3.0%	
Median	Sale Price	209,000	230,000	143,000	195,000	190,000	164,000
	Change from prior year	-9.1%	60.8%	14.4%	2.6%	15.9%	19.7%
	List Price of Actives	205,000	215,000	194,700	N/A	N/A	N/A
	Change from prior year	-4.7%	10.4%	27.9%			
	Days on Market	8	6	6	8	6	6
Change from prior year	33.3%	0.0%	-68.4%	33.3%	0.0%	-68.4%	
Percent of List	100.0%	99.8%	100.0%	100.0%	100.0%	100.0%	
Change from prior year	0.2%	-0.2%	4.0%	0.0%	0.0%	1.7%	
Percent of Original	100.0%	99.1%	96.3%	99.7%	100.0%	100.0%	
Change from prior year	0.9%	2.9%	0.5%	-0.3%	0.0%	3.3%	

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



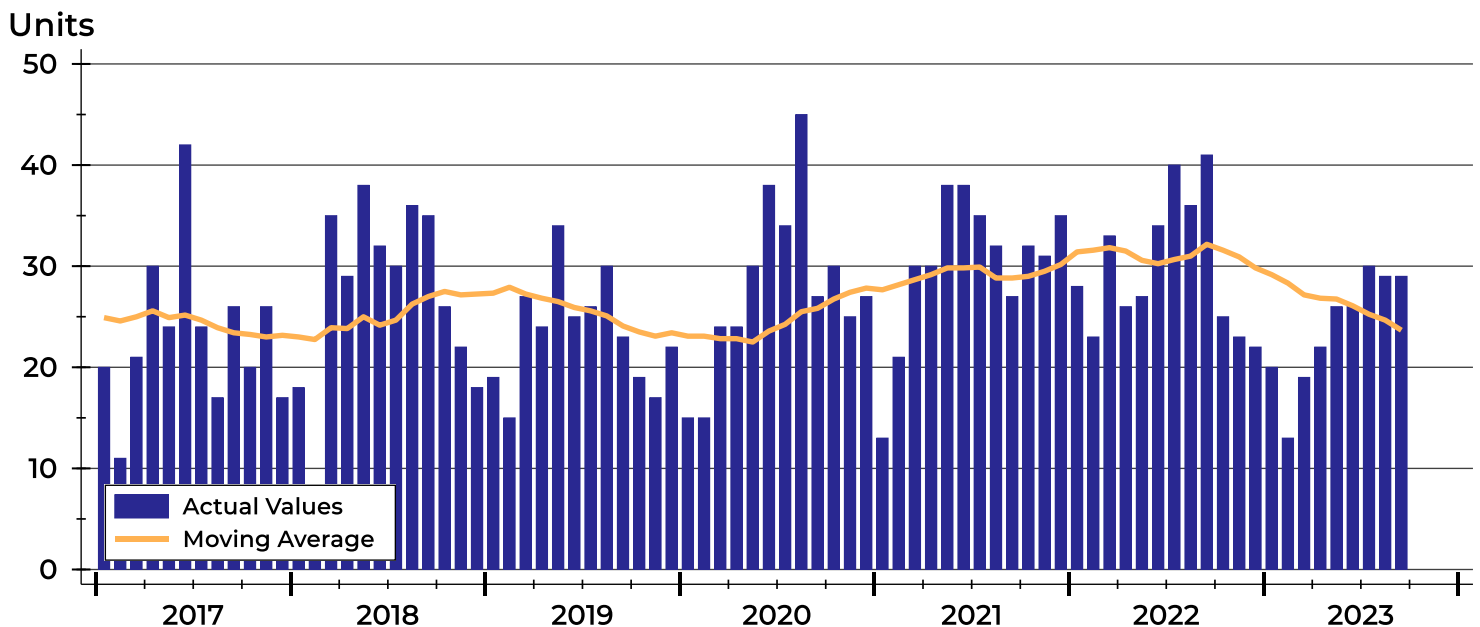
North Region Closed Listings Analysis

Summary Statistics for Closed Listings		September			Year-to-Date		
		2023	2022	Change	2023	2022	Change
Closed Listings		29	41	-29.3%	214	288	-25.7%
Volume (1,000s)		6,759	9,013	-25.0%	47,429	61,070	-22.3%
Months' Supply		1.9	1.4	35.7%	N/A	N/A	N/A
Average	Sale Price	233,062	219,840	6.0%	221,631	212,050	4.5%
	Days on Market	26	17	52.9%	30	18	66.7%
	Percent of List	99.4%	98.2%	1.2%	98.2%	99.2%	-1.0%
	Percent of Original	95.6%	96.4%	-0.8%	95.5%	98.2%	-2.7%
Median	Sale Price	209,000	230,000	-9.1%	195,000	190,000	2.6%
	Days on Market	8	6	33.3%	8	6	33.3%
	Percent of List	100.0%	99.8%	0.2%	100.0%	100.0%	0.0%
	Percent of Original	100.0%	99.1%	0.9%	99.7%	100.0%	-0.3%

A total of 29 homes sold in North Region in September, down from 41 units in September 2022. Total sales volume fell to \$6.8 million compared to \$9.0 million in the previous year.

The median sales price in September was \$209,000, down 9.1% compared to the prior year. Median days on market was 8 days, up from 6 days in August, and up from 6 in September 2022.

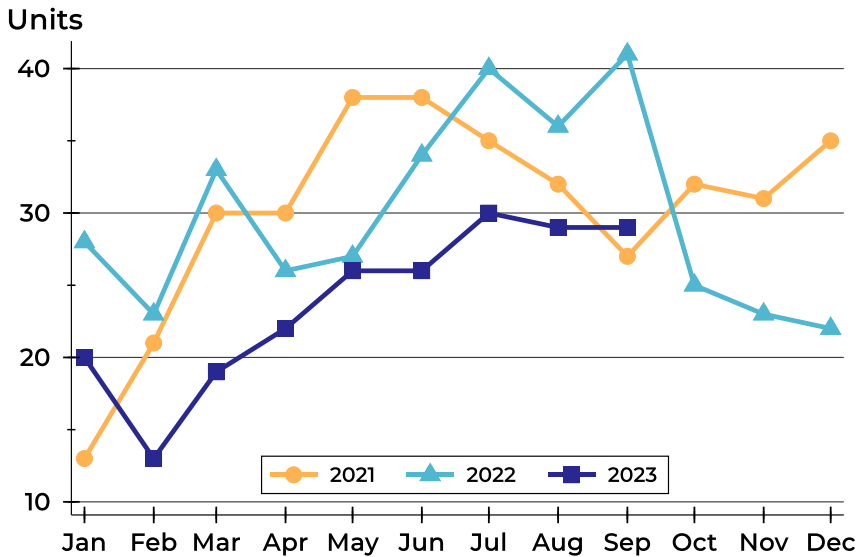
History of Closed Listings





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	
November	31	23	
December	35	22	

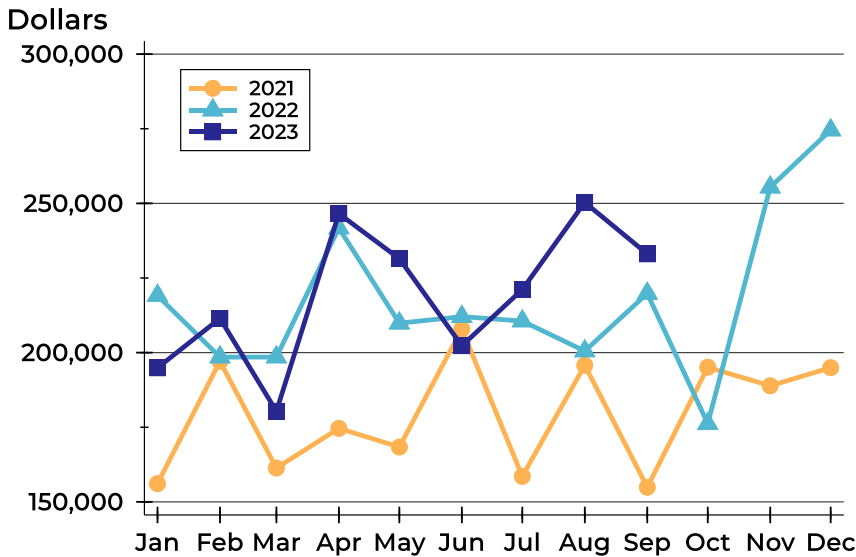
Closed Listings by Price Range

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	3.4%	8.0	25,000	25,000	2	2	100.4%	100.4%	100.4%	100.4%
\$50,000-\$99,999	1	3.4%	2.7	98,000	98,000	6	6	100.0%	100.0%	100.0%	100.0%
\$100,000-\$124,999	2	6.9%	0.0	111,875	111,875	50	50	92.6%	92.6%	86.0%	86.0%
\$125,000-\$149,999	3	10.3%	2.8	139,667	144,000	4	2	97.6%	100.0%	97.6%	100.0%
\$150,000-\$174,999	3	10.3%	0.4	160,117	160,000	7	2	100.0%	100.0%	100.0%	100.0%
\$175,000-\$199,999	2	6.9%	1.6	185,500	185,500	8	8	101.6%	101.6%	101.6%	101.6%
\$200,000-\$249,999	5	17.2%	1.2	216,700	209,000	35	22	99.6%	100.0%	91.1%	96.1%
\$250,000-\$299,999	6	20.7%	2.3	283,833	287,000	21	13	97.9%	99.8%	96.5%	99.8%
\$300,000-\$399,999	3	10.3%	1.7	346,733	345,000	79	84	99.9%	98.9%	85.8%	91.0%
\$400,000-\$499,999	3	10.3%	1.7	438,333	435,000	23	5	105.6%	100.0%	103.9%	100.0%
\$500,000-\$749,999	0	0.0%	3.6	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$750,000-\$999,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A



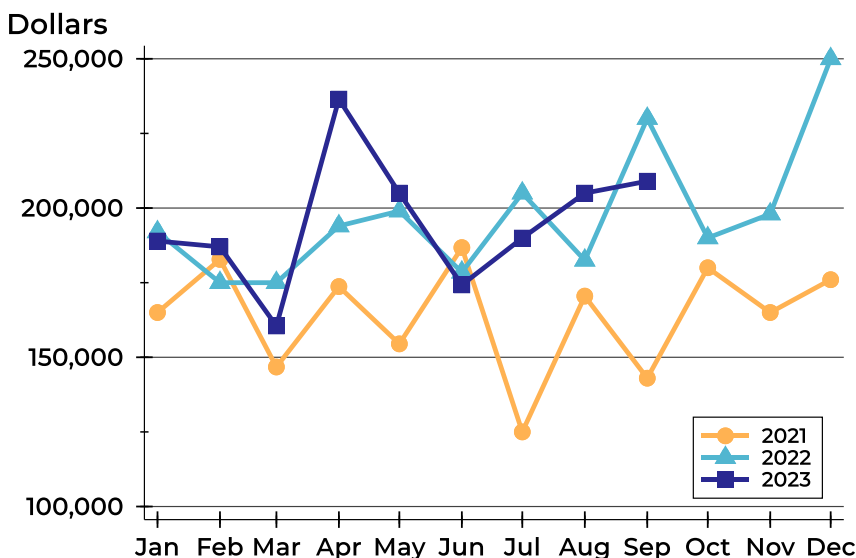
North Region Closed Listings Analysis

Average Price



Month	2021	2022	2023
January	156,100	219,124	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	
November	188,887	255,428	
December	194,972	274,560	

Median Price

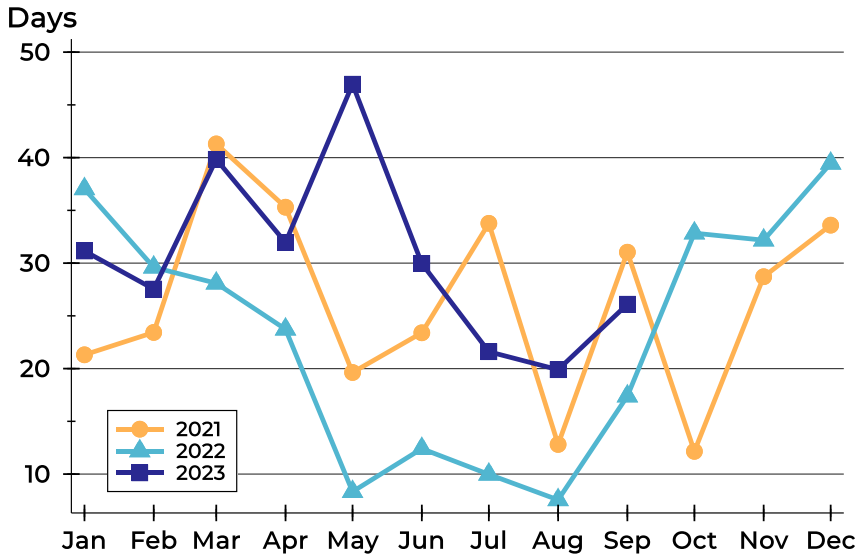


Month	2021	2022	2023
January	165,000	192,000	188,950
February	182,800	175,000	187,000
March	146,750	175,000	160,500
April	173,700	194,000	236,500
May	154,500	199,000	205,000
June	186,750	178,500	174,250
July	125,000	205,000	189,950
August	170,500	182,500	205,000
September	143,000	230,000	209,000
October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



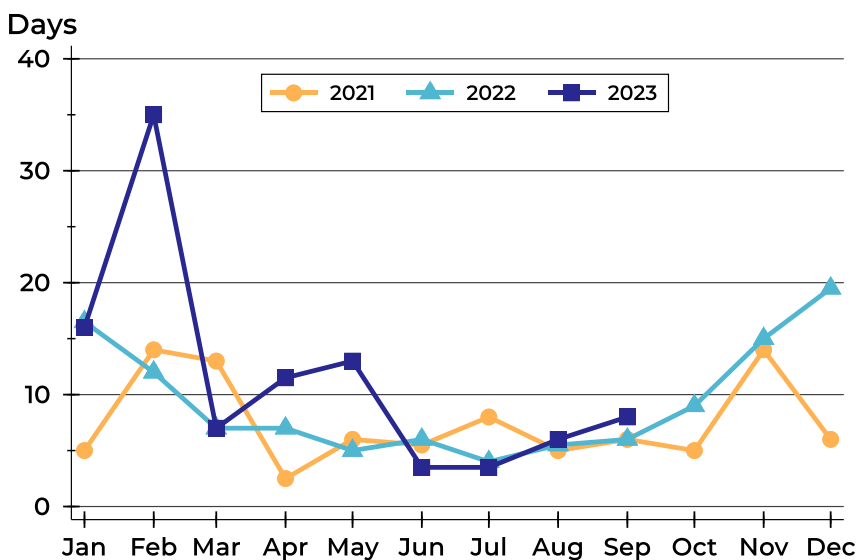
North Region Closed Listings Analysis

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	
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	
November	14	15	
December	6	20	



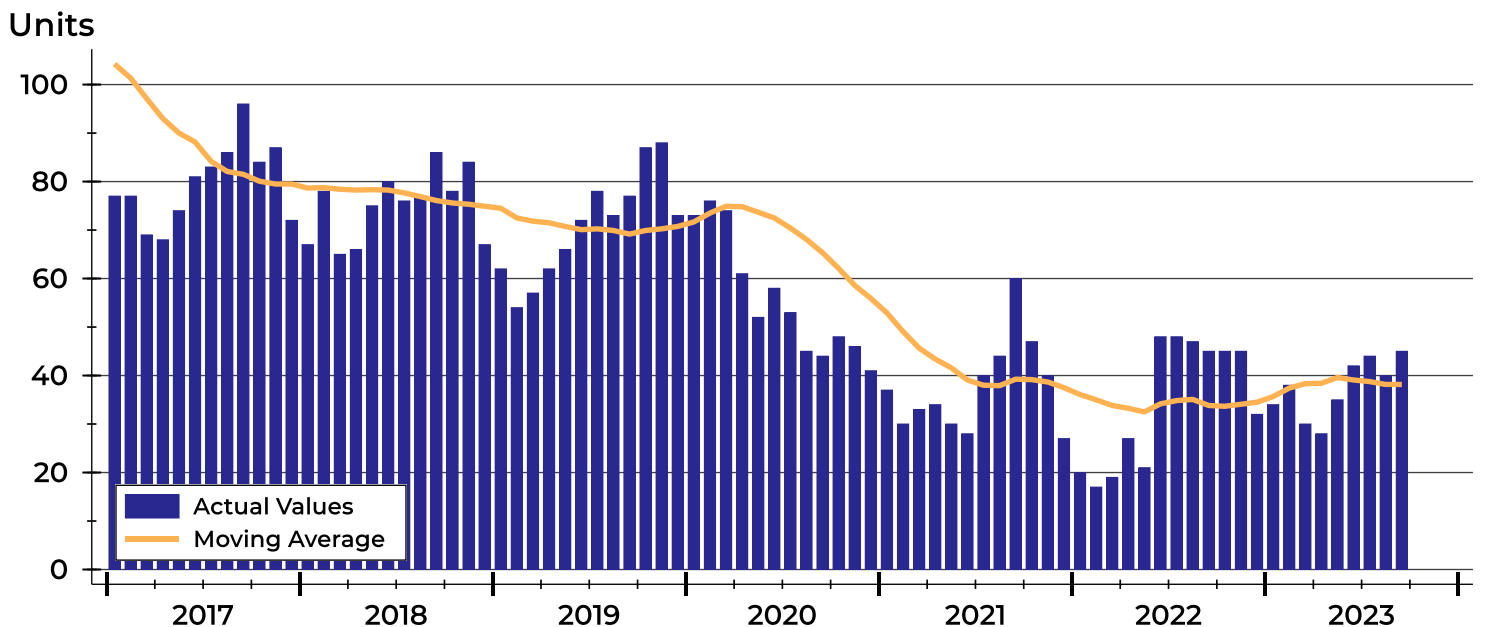
North Region Active Listings Analysis

Summary Statistics for Active Listings		End of September		
		2023	2022	Change
Active Listings		45	45	0.0%
Volume (1,000s)		11,687	12,262	-4.7%
Months' Supply		1.9	1.4	35.7%
Average	List Price	259,720	272,488	-4.7%
	Days on Market	59	69	-14.5%
	Percent of Original	95.0%	94.2%	0.8%
Median	List Price	205,000	215,000	-4.7%
	Days on Market	31	53	-41.5%
	Percent of Original	98.5%	95.7%	2.9%

A total of 45 homes were available for sale in North Region at the end of September. This represents a 1.9 months' supply of active listings.

The median list price of homes on the market at the end of September was \$205,000, down 4.7% from 2022. The typical time on market for active listings was 31 days, down from 53 days a year earlier.

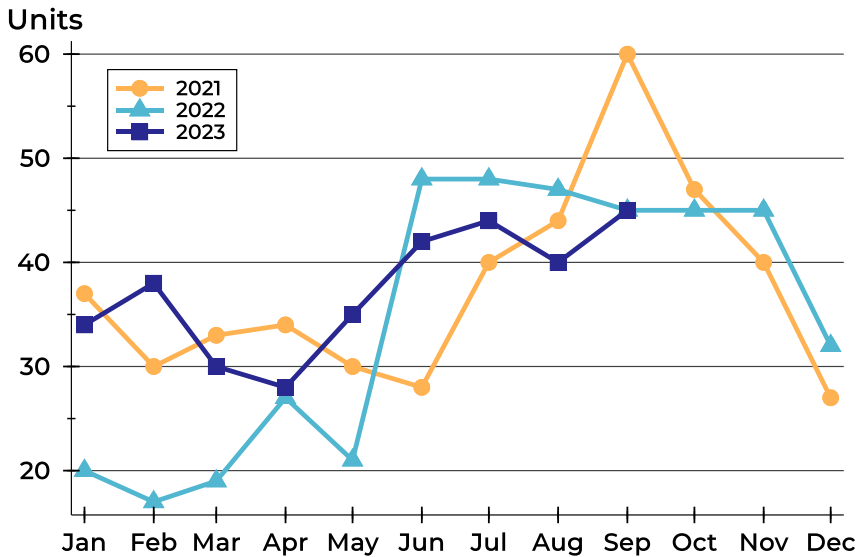
History of Active Listings





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	
November	40	45	
December	27	32	

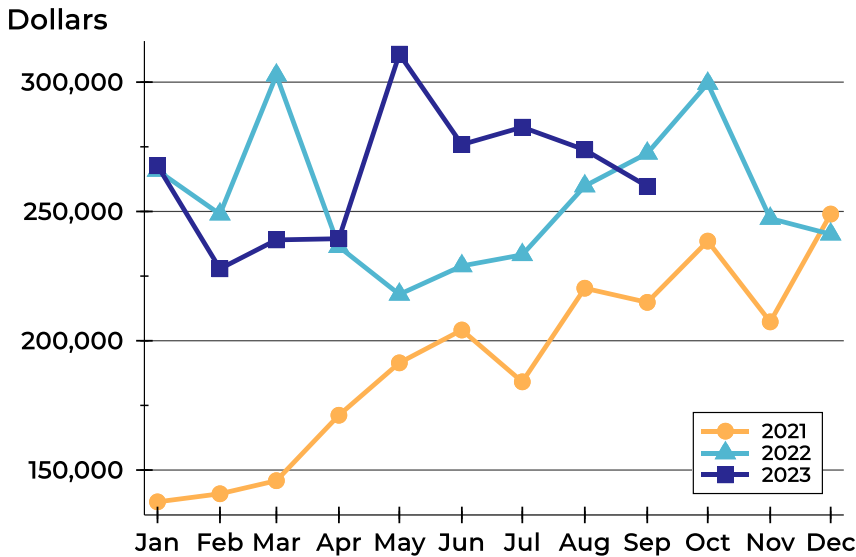
Active Listings by Price Range

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	4	8.9%	8.0	40,250	42,250	181	180	84.0%	83.4%
\$50,000-\$99,999	7	15.6%	2.7	80,129	80,000	52	20	92.5%	100.0%
\$100,000-\$124,999	0	0.0%	0.0	N/A	N/A	N/A	N/A	N/A	N/A
\$125,000-\$149,999	6	13.3%	2.8	138,733	139,500	29	30	93.4%	95.0%
\$150,000-\$174,999	1	2.2%	0.4	170,000	170,000	20	20	100.0%	100.0%
\$175,000-\$199,999	4	8.9%	1.6	183,624	182,750	14	15	98.8%	100.0%
\$200,000-\$249,999	4	8.9%	1.2	216,875	216,500	85	27	95.5%	96.0%
\$250,000-\$299,999	7	15.6%	2.3	274,457	269,000	49	31	97.8%	98.5%
\$300,000-\$399,999	5	11.1%	1.7	343,700	345,000	21	18	98.9%	100.0%
\$400,000-\$499,999	2	4.4%	1.7	487,000	487,000	76	76	84.8%	84.8%
\$500,000-\$749,999	3	6.7%	3.6	666,300	699,000	68	52	103.7%	100.0%
\$750,000-\$999,999	2	4.4%	N/A	874,250	874,250	91	91	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



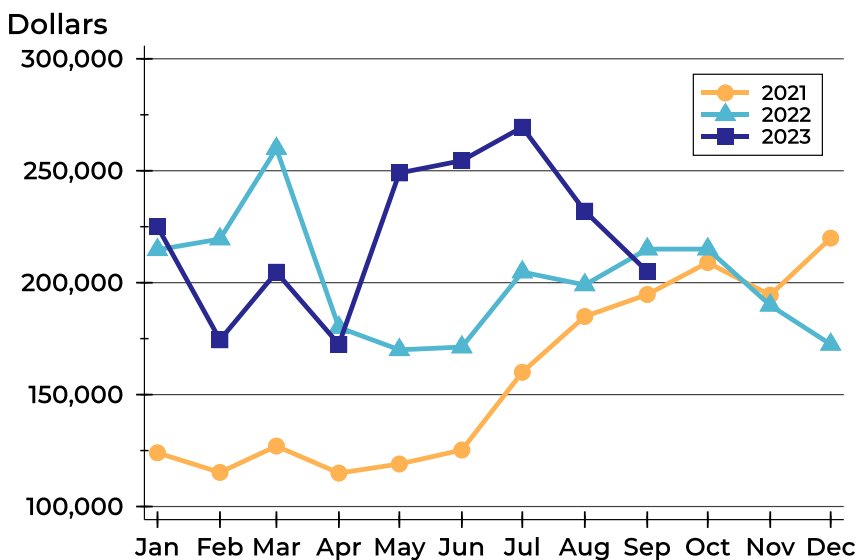
North Region Active Listings Analysis

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	
November	207,303	247,280	
December	248,989	241,200	

Median Price

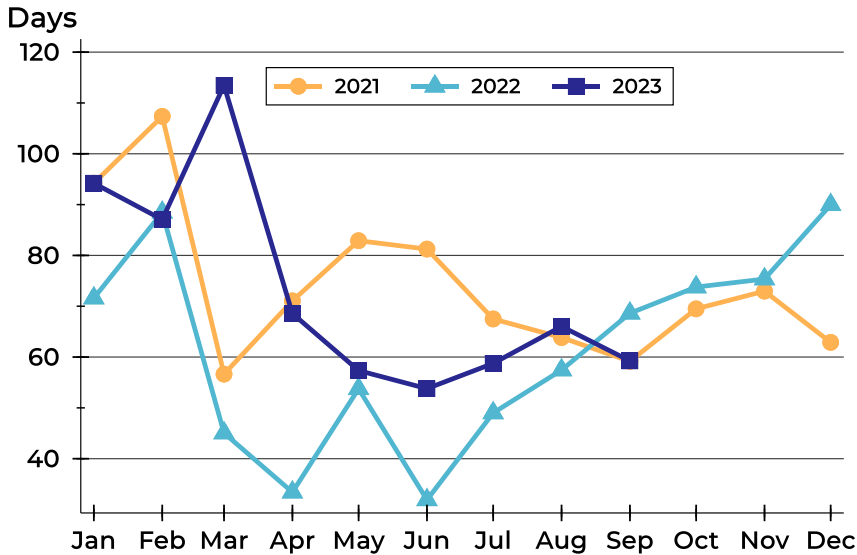


Month	2021	2022	2023
January	124,000	214,700	225,000
February	115,250	219,500	174,450
March	127,000	259,900	204,700
April	114,950	180,000	172,450
May	119,000	170,000	249,000
June	125,250	171,250	254,500
July	160,000	204,750	269,450
August	184,900	199,000	231,975
September	194,700	215,000	205,000
October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



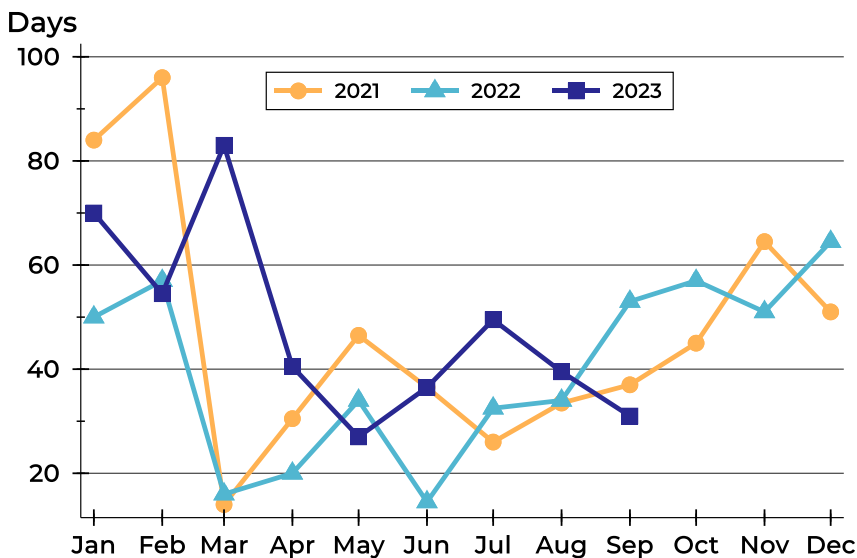
North Region Active Listings Analysis

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	
November	73	75	
December	63	90	

Median DOM

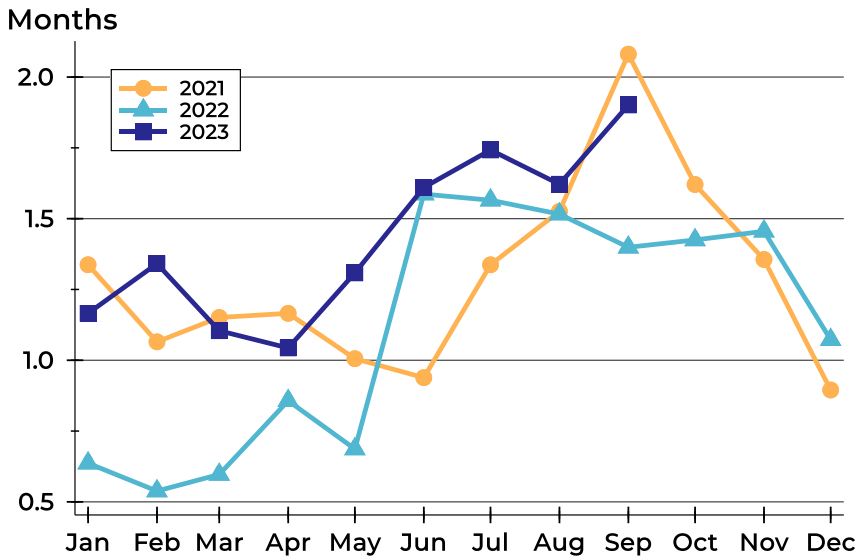


Month	2021	2022	2023
January	84	50	70
February	96	57	55
March	14	16	83
April	31	20	41
May	47	34	27
June	37	15	37
July	26	33	50
August	34	34	40
September	37	53	31
October	45	57	
November	65	51	
December	51	65	



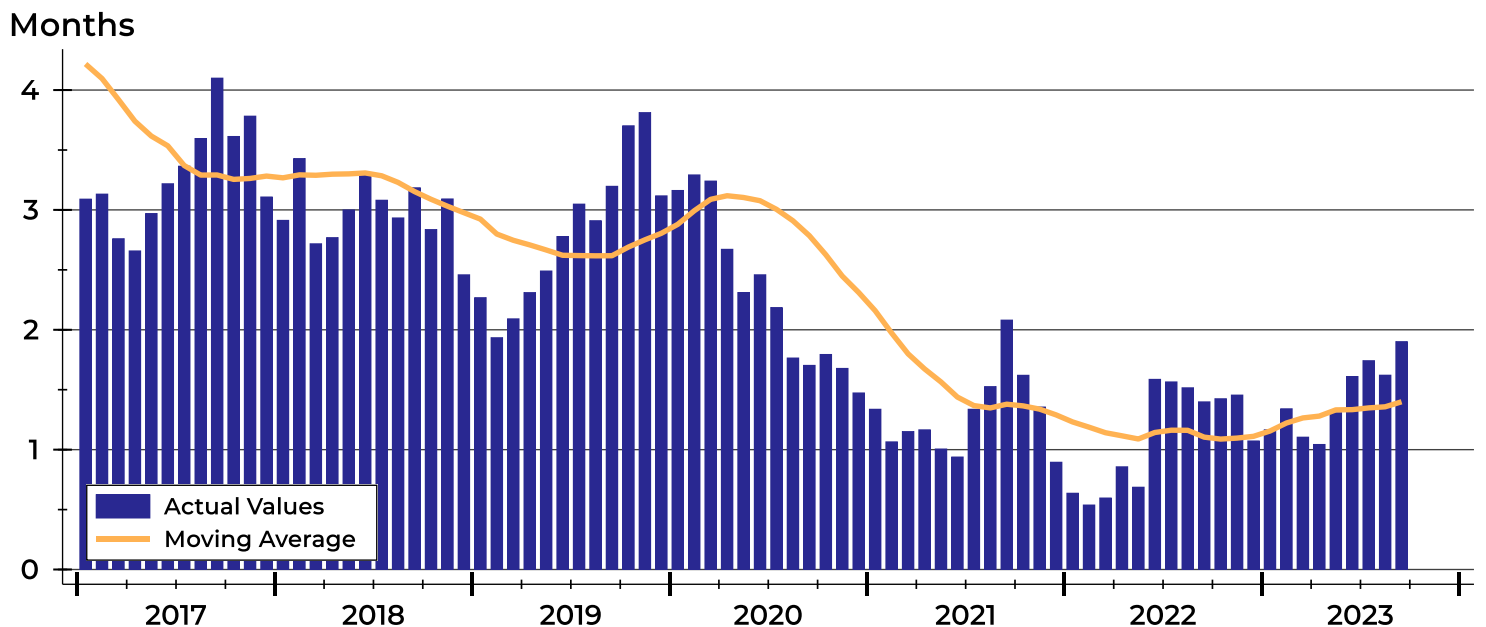
North Region Months' Supply Analysis

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	1.3
November	1.4	1.5	1.3
December	0.9	1.1	1.3

History of Month's Supply





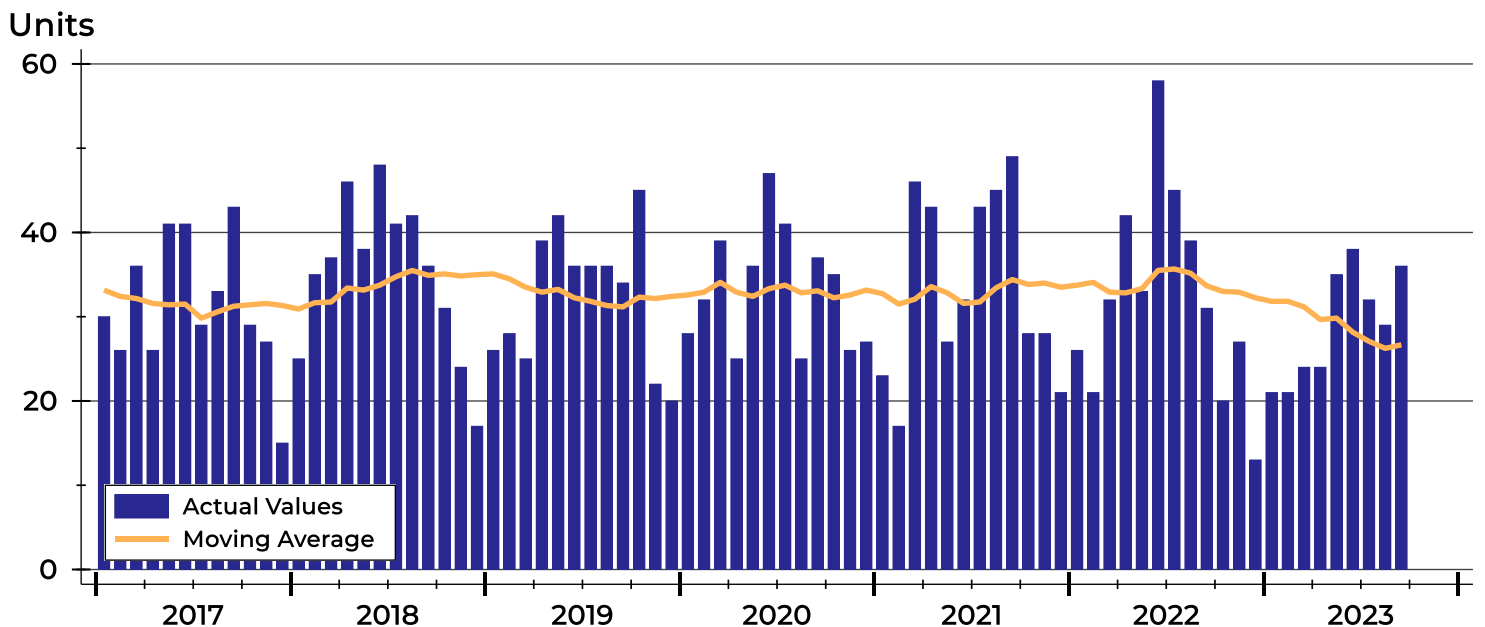
North Region New Listings Analysis

Summary Statistics for New Listings		2023	September 2022	Change
Current Month	New Listings	36	31	16.1%
	Volume (1,000s)	8,576	6,963	23.2%
	Average List Price	238,212	224,600	6.1%
	Median List Price	193,500	219,500	-11.8%
Year-to-Date	New Listings	260	327	-20.5%
	Volume (1,000s)	62,409	70,949	-12.0%
	Average List Price	240,035	216,970	10.6%
	Median List Price	210,500	189,900	10.8%

A total of 36 new listings were added in North Region during September, up 16.1% from the same month in 2022. Year-to-date North Region has seen 260 new listings.

The median list price of these homes was \$193,500 down from \$219,500 in 2022.

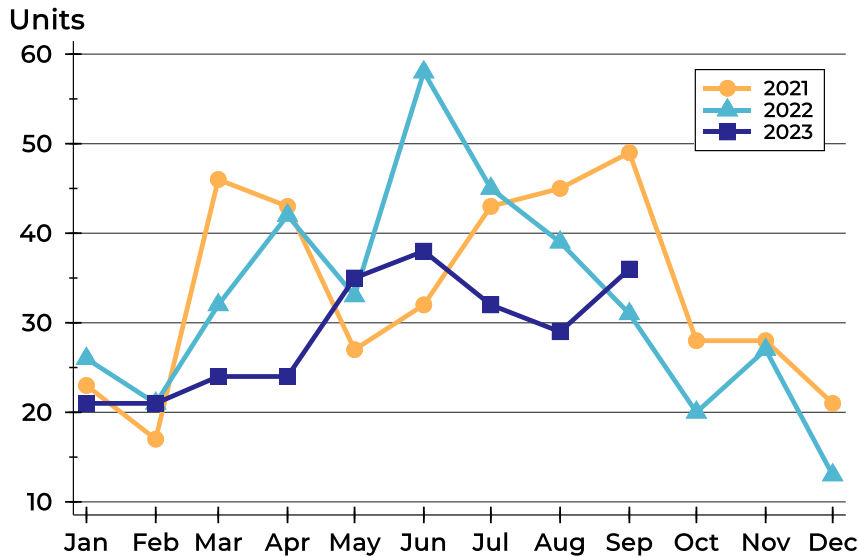
History of New Listings





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	36
October	28	20	20
November	28	27	27
December	21	13	13

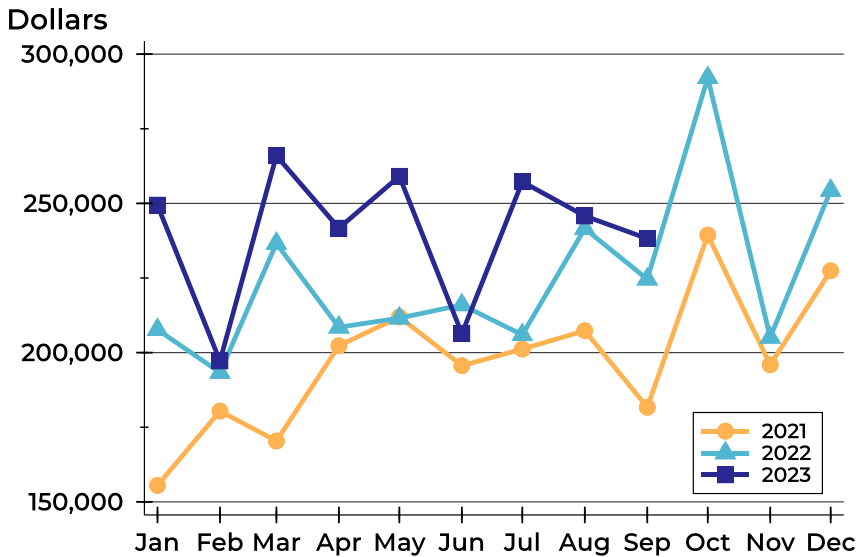
New Listings by Price Range

Price Range	New Listings		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$25,000-\$49,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$50,000-\$99,999	4	11.1%	91,500	93,500	17	18	97.7%	100.0%
\$100,000-\$124,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$125,000-\$149,999	7	19.4%	138,986	140,000	12	10	96.1%	100.0%
\$150,000-\$174,999	2	5.6%	169,950	169,950	14	14	100.0%	100.0%
\$175,000-\$199,999	7	19.4%	188,642	189,995	13	12	99.3%	100.0%
\$200,000-\$249,999	3	8.3%	219,500	220,000	16	23	97.9%	100.0%
\$250,000-\$299,999	5	13.9%	281,560	289,000	13	15	98.9%	100.0%
\$300,000-\$399,999	5	13.9%	340,500	339,000	17	12	99.3%	100.0%
\$400,000-\$499,999	1	2.8%	434,900	434,900	6	6	100.0%	100.0%
\$500,000-\$749,999	2	5.6%	686,320	686,320	4	4	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



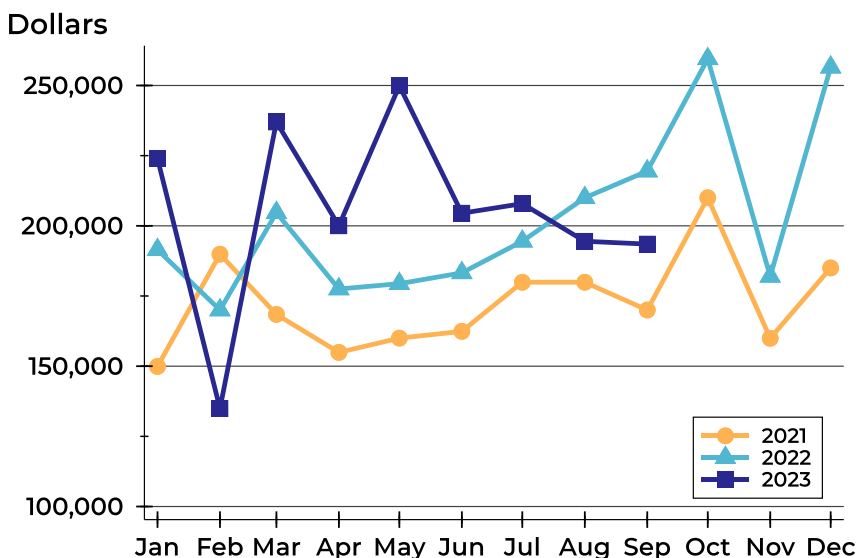
North Region New Listings Analysis

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	245,781
September	181,699	224,600	238,212
October	239,389	292,105	
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	
November	159,950	182,000	
December	185,000	256,500	



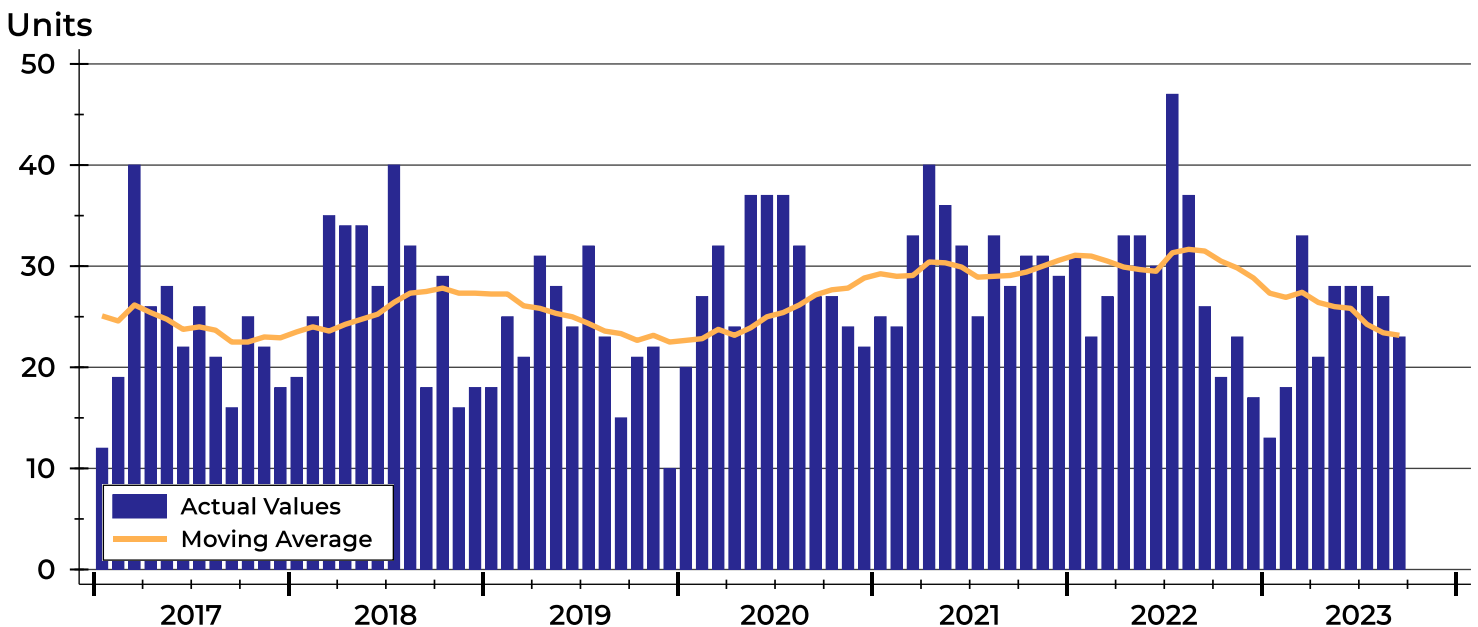
North Region Contracts Written Analysis

Summary Statistics for Contracts Written		September			Year-to-Date		
		2023	2022	Change	2023	2022	Change
Contracts Written		23	26	-11.5%	219	287	-23.7%
Volume (1,000s)		5,414	5,129	5.6%	50,318	61,167	-17.7%
Average	Sale Price	235,391	197,277	19.3%	229,762	213,124	7.8%
	Days on Market	27	34	-20.6%	30	18	66.7%
	Percent of Original	96.5%	96.3%	0.2%	96.0%	98.4%	-2.4%
Median	Sale Price	197,000	170,000	15.9%	197,000	189,900	3.7%
	Days on Market	10	9	11.1%	8	6	33.3%
	Percent of Original	100.0%	98.6%	1.4%	100.0%	100.0%	0.0%

A total of 23 contracts for sale were written in North Region during the month of September, down from 26 in 2022. The median list price of these homes was \$197,000, up from \$170,000 the prior year.

Half of the homes that went under contract in September were on the market less than 10 days, compared to 9 days in September 2022.

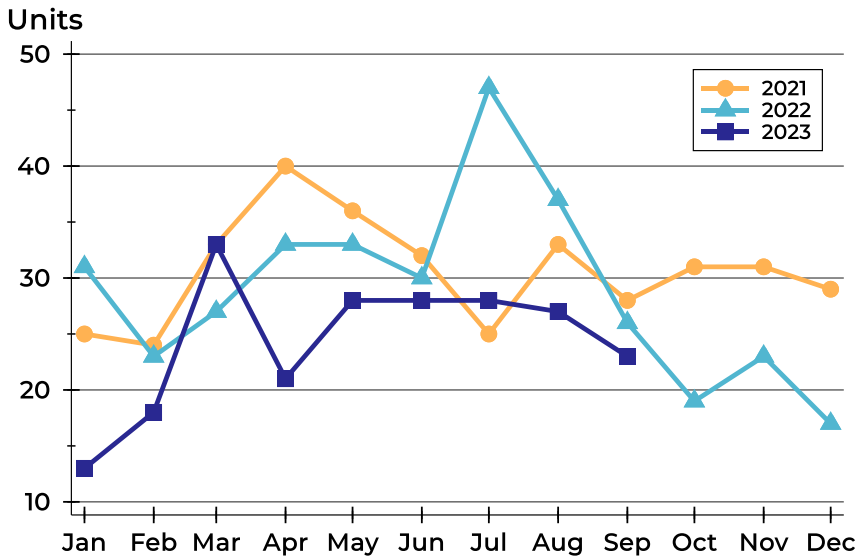
History of Contracts Written





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	28
August	33	37	27
September	28	26	23
October	31	19	
November	31	23	
December	29	17	

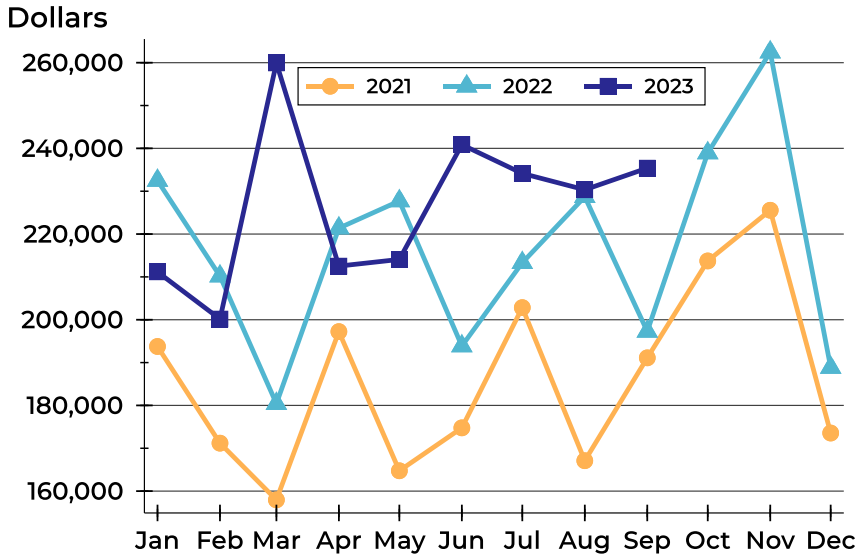
Contracts Written by Price Range

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	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$50,000-\$99,999	3	13.0%	79,800	80,000	32	39	100.0%	100.0%
\$100,000-\$124,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$125,000-\$149,999	5	21.7%	143,600	144,000	14	8	95.2%	100.0%
\$150,000-\$174,999	1	4.3%	169,900	169,900	1	1	100.0%	100.0%
\$175,000-\$199,999	4	17.4%	195,125	195,750	7	7	100.0%	100.0%
\$200,000-\$249,999	2	8.7%	229,975	229,975	41	41	99.9%	99.9%
\$250,000-\$299,999	3	13.0%	283,833	289,000	17	9	94.9%	100.0%
\$300,000-\$399,999	3	13.0%	332,667	338,000	59	80	89.0%	96.8%
\$400,000-\$499,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$500,000-\$749,999	2	8.7%	598,370	598,370	58	58	95.9%	95.9%
\$750,000-\$999,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



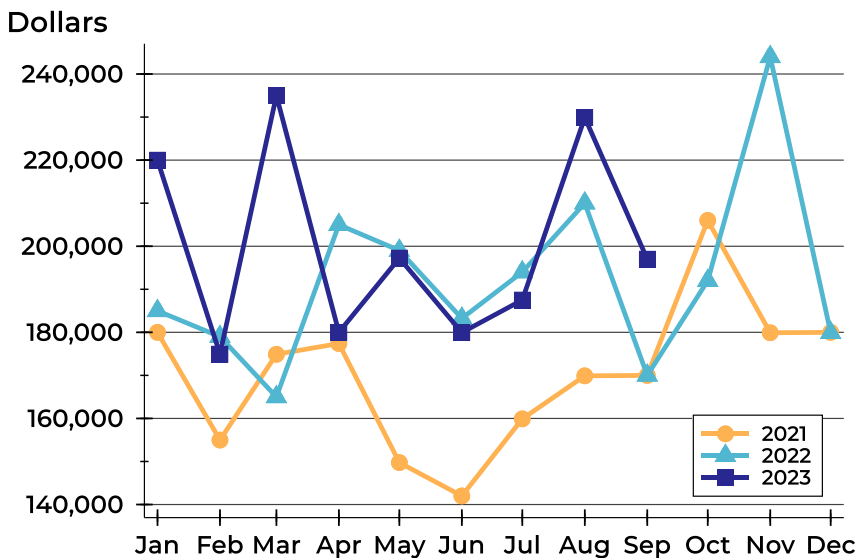
North Region Contracts Written Analysis

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	234,154
August	167,100	228,714	230,344
September	191,111	197,277	235,391
October	213,726	238,916	
November	225,556	262,463	
December	173,560	188,847	

Median Price

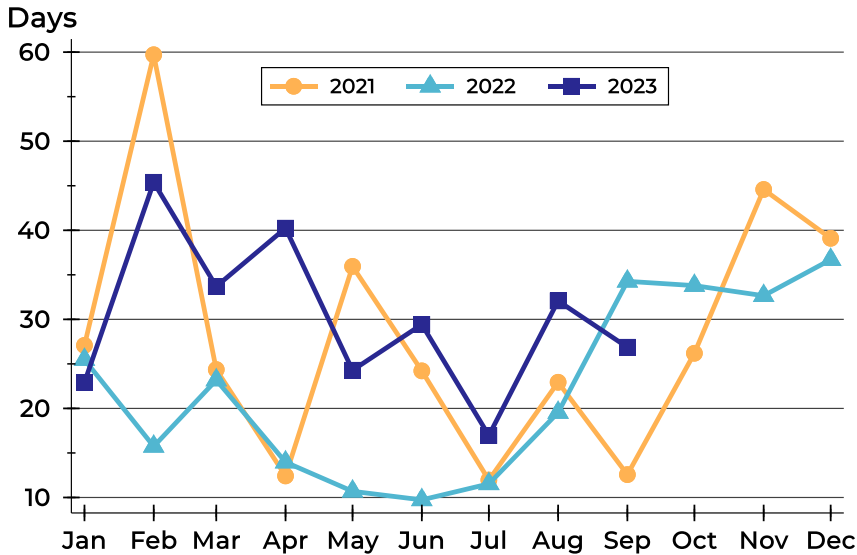


Month	2021	2022	2023
January	180,000	185,000	220,000
February	154,975	179,000	174,950
March	174,900	165,000	235,000
April	177,400	205,000	180,000
May	149,750	199,000	197,250
June	142,000	183,250	179,950
July	159,900	194,000	187,500
August	169,900	210,000	229,900
September	170,000	170,000	197,000
October	206,000	192,000	
November	179,900	244,000	
December	180,000	179,900	



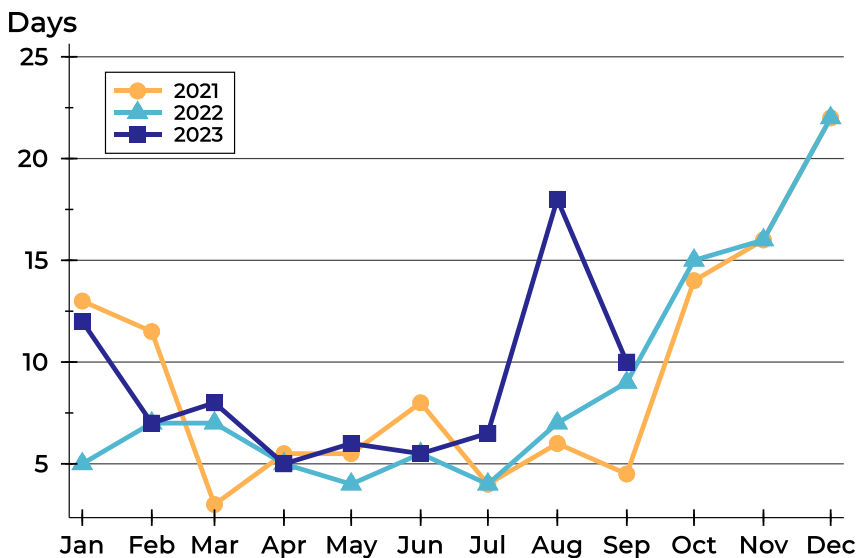
North Region Contracts Written Analysis

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	17
August	23	20	32
September	13	34	27
October	26	34	
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	7
August	6	7	18
September	5	9	10
October	14	15	
November	16	16	
December	22	22	



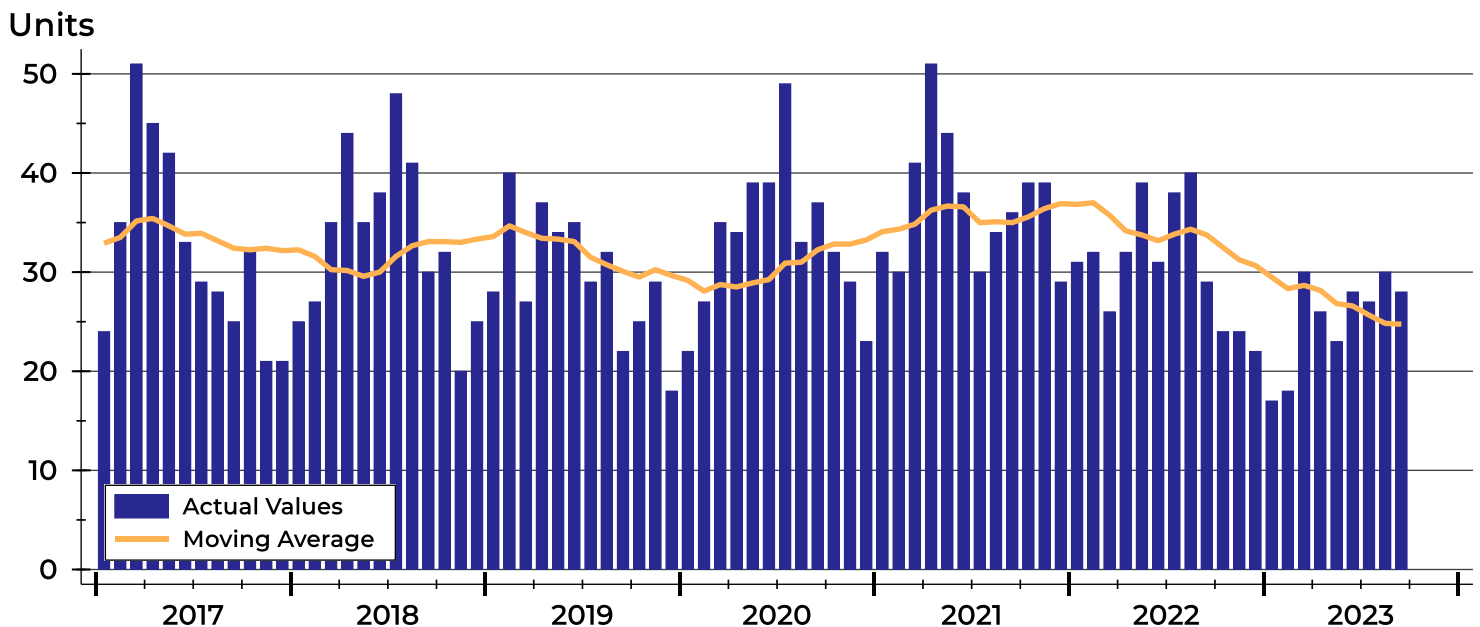
North Region Pending Contracts Analysis

Summary Statistics for Pending Contracts		End of September		
		2023	2022	Change
Pending Contracts		28	29	-3.4%
Volume (1,000s)		6,460	5,337	21.0%
Average	List Price	230,713	184,028	25.4%
	Days on Market	30	27	11.1%
	Percent of Original	98.4%	97.1%	1.3%
Median	List Price	198,000	184,900	7.1%
	Days on Market	14	13	7.7%
	Percent of Original	100.0%	100.0%	0.0%

A total of 28 listings in North Region had contracts pending at the end of September, down from 29 contracts pending at the end of September 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.

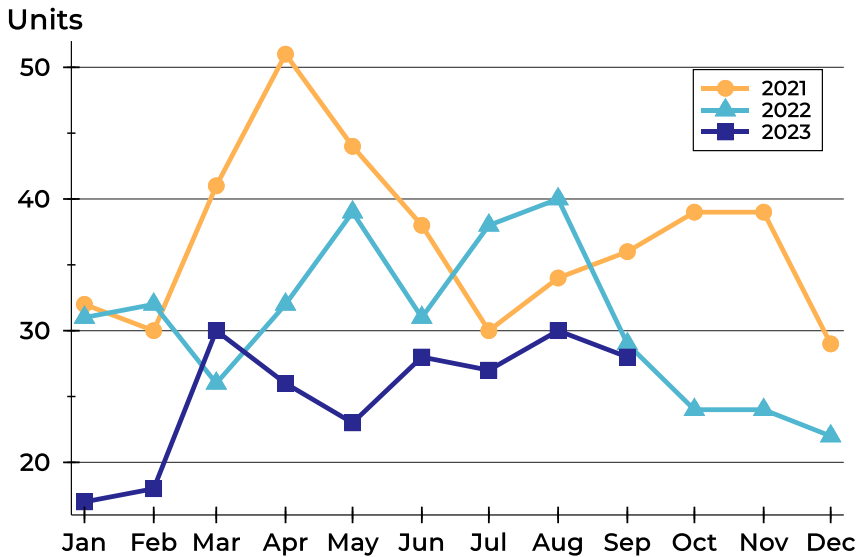
History of Pending Contracts





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	
November	39	24	
December	29	22	

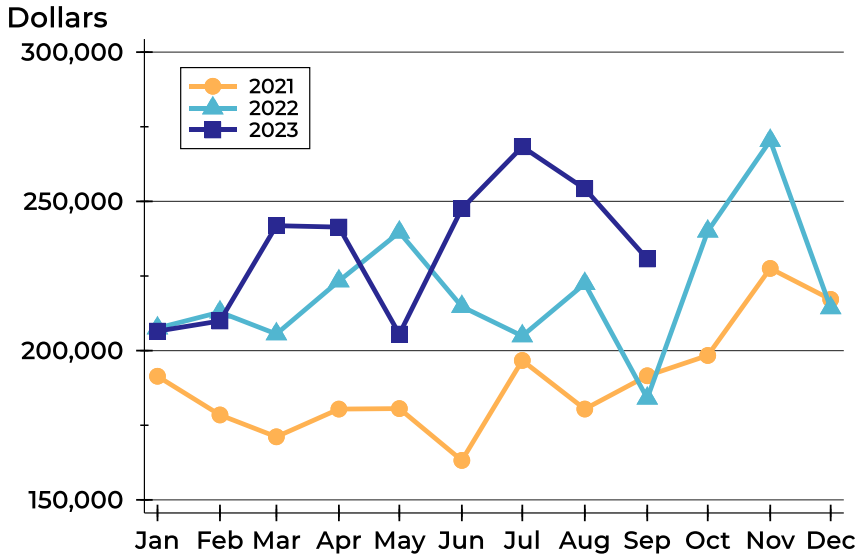
Pending Contracts by Price Range

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	1	3.6%	35,000	35,000	103	103	100.0%	100.0%
\$50,000-\$99,999	4	14.3%	78,600	77,500	30	32	98.6%	100.0%
\$100,000-\$124,999	1	3.6%	123,000	123,000	0	0	100.0%	100.0%
\$125,000-\$149,999	3	10.7%	144,667	145,000	19	8	94.4%	100.0%
\$150,000-\$174,999	2	7.1%	159,950	159,950	1	1	100.0%	100.0%
\$175,000-\$199,999	4	14.3%	195,125	195,750	7	7	100.0%	100.0%
\$200,000-\$249,999	3	10.7%	228,283	229,900	51	65	99.3%	100.0%
\$250,000-\$299,999	4	14.3%	280,375	281,250	35	42	97.9%	100.0%
\$300,000-\$399,999	4	14.3%	343,700	347,450	25	8	99.2%	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	2	7.1%	636,000	636,000	66	66	95.9%	95.9%
\$750,000-\$999,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



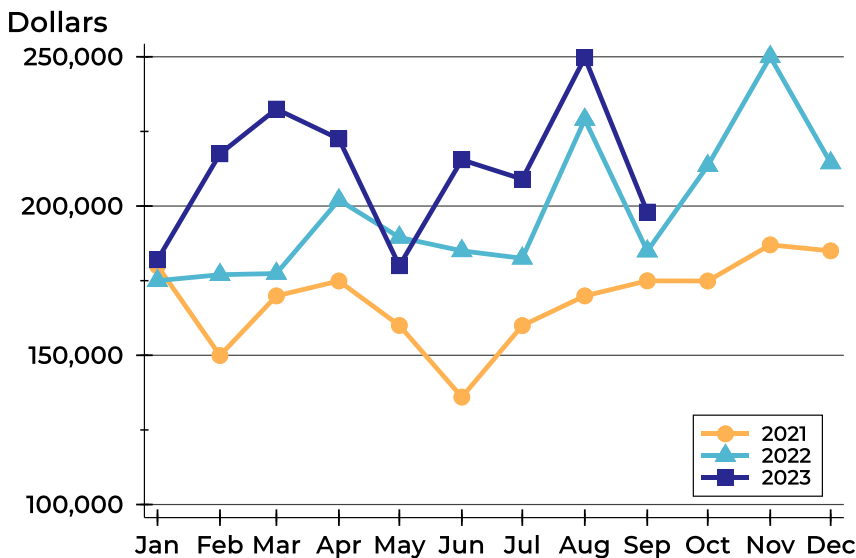
North Region Pending Contracts Analysis

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	
November	227,543	270,383	
December	217,167	214,309	

Median Price

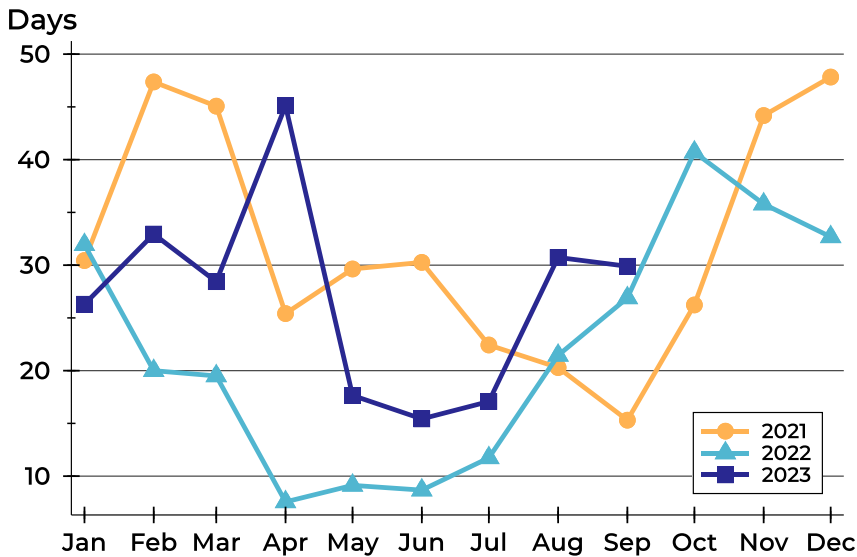


Month	2021	2022	2023
January	180,000	175,000	182,000
February	149,925	177,000	217,500
March	169,900	177,400	232,500
April	174,900	202,000	222,500
May	160,000	189,500	180,000
June	136,000	185,000	215,500
July	159,950	182,500	209,000
August	169,900	229,000	249,700
September	174,950	184,900	198,000
October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



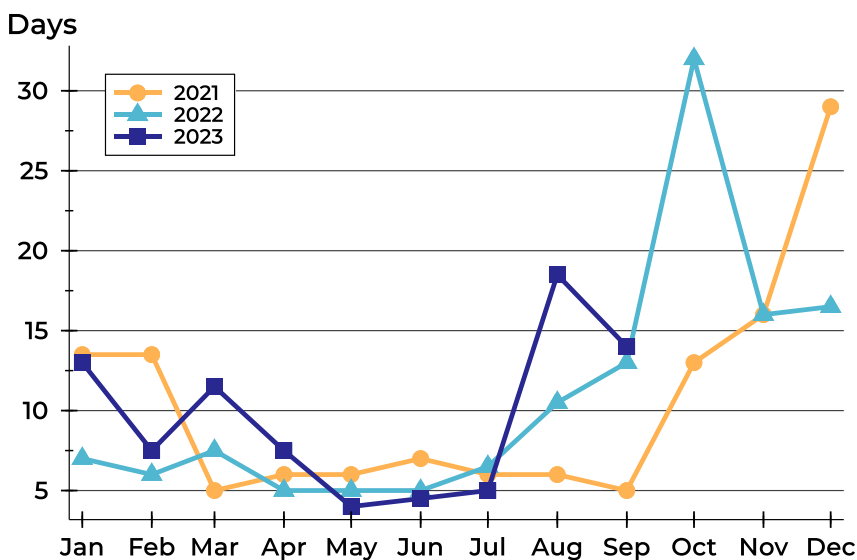
North Region Pending Contracts Analysis

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	31
November	44	36	31
December	48	33	31

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	14
November	16	16	14
December	29	17	14



South Region Housing Report



Market Overview

South Region Home Sales Fell in September

Total home sales in South Region fell last month to 28 units, compared to 48 units in September 2022. Total sales volume was \$6.0 million, down from a year earlier.

The median sale price in September was \$197,500, up from \$155,000 a year earlier. Homes that sold in September were typically on the market for 6 days and sold for 100.0% of their list prices.

South Region Active Listings Up at End of September

The total number of active listings in South Region at the end of September was 38 units, up from 27 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 September was \$176,450.

During September, a total of 34 contracts were written up from 33 in September 2022. At the end of the month, there were 44 contracts still pending.

Report Contents

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

Contact Information

Linda Briden, Chief Executive Officer
 Sunflower Association of REALTORS®
 3646 SW Plass
 Topeka, KS 66611
 785-267-3215
Linda@SunflowerRealtors.com
www.SunflowerRealtors.com



South Region Summary Statistics

September MLS Statistics Three-year History		Current Month			Year-to-Date		
		2023	2022	2021	2023	2022	2021
Home Sales		28	48	39	270	325	342
Change from prior year		-41.7%	23.1%	-15.2%	-16.9%	-5.0%	9.6%
Active Listings		38	27	45	N/A	N/A	N/A
Change from prior year		40.7%	-40.0%	-11.8%			
Months' Supply		1.3	0.7	1.2	N/A	N/A	N/A
Change from prior year		85.7%	-41.7%	-20.0%			
New Listings		42	29	37	342	365	414
Change from prior year		44.8%	-21.6%	15.6%	-6.3%	-11.8%	11.6%
Contracts Written		34	33	31	294	333	362
Change from prior year		3.0%	6.5%	0.0%	-11.7%	-8.0%	8.1%
Pending Contracts		44	49	55	N/A	N/A	N/A
Change from prior year		-10.2%	-10.9%	31.0%			
Sales Volume (1,000s)		6,031	8,138	5,388	50,820	55,784	52,324
Change from prior year		-25.9%	51.0%	-25.2%	-8.9%	6.6%	17.3%
Average	Sale Price	215,396	169,540	138,141	188,224	171,642	152,993
	Change from prior year	27.0%	22.7%	-11.8%	9.7%	12.2%	7.0%
	List Price of Actives	238,491	183,156	165,777	N/A	N/A	N/A
	Change from prior year	30.2%	10.5%	-2.3%			
	Days on Market	18	16	16	20	18	24
Change from prior year	12.5%	0.0%	-50.0%	11.1%	-25.0%	-42.9%	
Percent of List	99.3%	97.5%	98.7%	98.0%	97.8%	97.0%	
Change from prior year	1.8%	-1.2%	1.5%	0.2%	0.8%	0.8%	
Percent of Original	97.8%	94.7%	98.2%	96.5%	96.2%	96.1%	
Change from prior year	3.3%	-3.6%	2.9%	0.3%	0.1%	1.9%	
Median	Sale Price	197,500	155,000	137,000	165,000	142,000	140,000
	Change from prior year	27.4%	13.1%	-5.2%	16.2%	1.4%	4.1%
	List Price of Actives	176,450	129,900	149,900	N/A	N/A	N/A
	Change from prior year	35.8%	-13.3%	-7.8%			
	Days on Market	6	7	5	6	6	5
Change from prior year	-14.3%	40.0%	-70.6%	0.0%	20.0%	-61.5%	
Percent of List	100.0%	100.0%	99.6%	99.9%	99.3%	98.7%	
Change from prior year	0.0%	0.4%	1.4%	0.6%	0.6%	1.1%	
Percent of Original	100.0%	98.0%	99.2%	98.7%	98.4%	98.1%	
Change from prior year	2.0%	-1.2%	1.6%	0.3%	0.3%	0.9%	

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



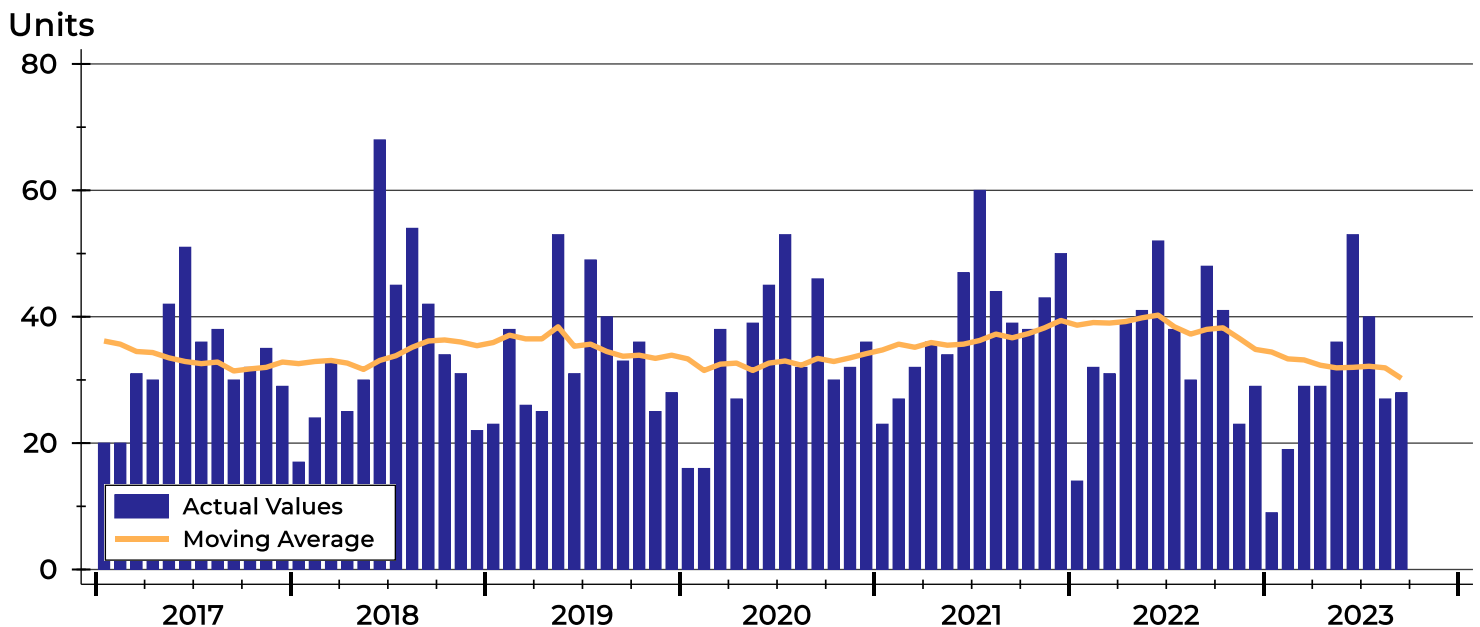
South Region Closed Listings Analysis

Summary Statistics for Closed Listings		September			Year-to-Date		
		2023	2022	Change	2023	2022	Change
Closed Listings		28	48	-41.7%	270	325	-16.9%
Volume (1,000s)		6,031	8,138	-25.9%	50,820	55,784	-8.9%
Months' Supply		1.3	0.7	85.7%	N/A	N/A	N/A
Average	Sale Price	215,396	169,540	27.0%	188,224	171,642	9.7%
	Days on Market	18	16	12.5%	20	18	11.1%
	Percent of List	99.3%	97.5%	1.8%	98.0%	97.8%	0.2%
	Percent of Original	97.8%	94.7%	3.3%	96.5%	96.2%	0.3%
Median	Sale Price	197,500	155,000	27.4%	165,000	142,000	16.2%
	Days on Market	6	7	-14.3%	6	6	0.0%
	Percent of List	100.0%	100.0%	0.0%	99.9%	99.3%	0.6%
	Percent of Original	100.0%	98.0%	2.0%	98.7%	98.4%	0.3%

A total of 28 homes sold in South Region in September, down from 48 units in September 2022. Total sales volume fell to \$6.0 million compared to \$8.1 million in the previous year.

The median sales price in September was \$197,500, up 27.4% compared to the prior year. Median days on market was 6 days, down from 11 days in August, and down from 7 in September 2022.

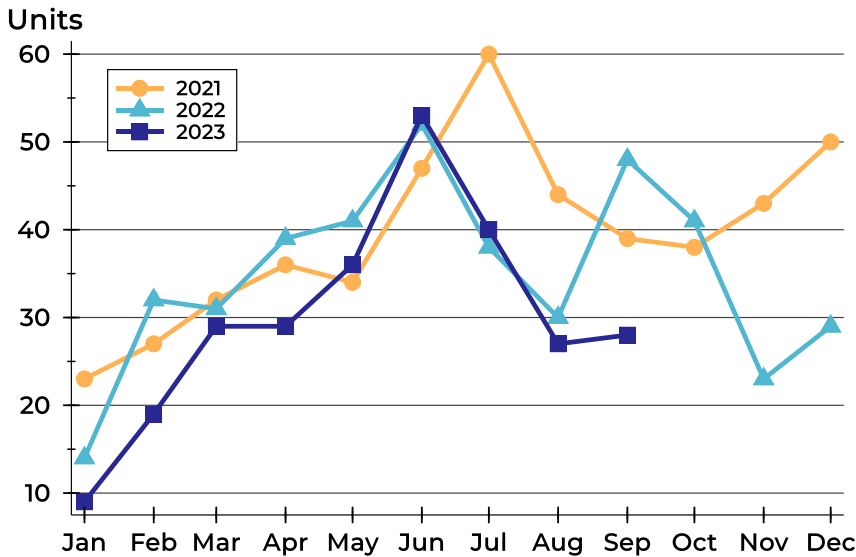
History of Closed Listings





South Region Closed Listings Analysis

Closed Listings by Month



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

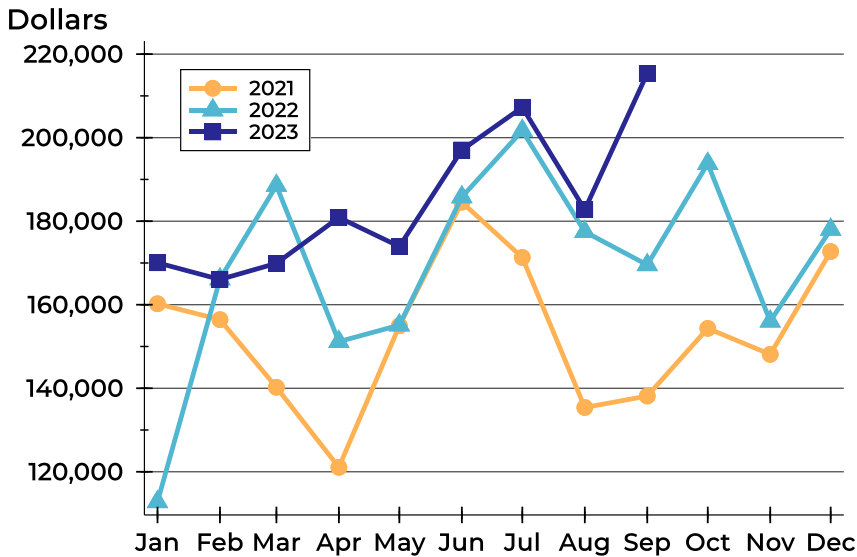
Closed Listings by Price Range

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	1	3.6%	2.2	30,000	30,000	0	0	100.0%	100.0%	100.0%	100.0%
\$50,000-\$99,999	1	3.6%	0.8	69,900	69,900	0	0	100.0%	100.0%	100.0%	100.0%
\$100,000-\$124,999	4	14.3%	0.7	112,375	111,250	6	4	100.6%	100.0%	100.6%	100.0%
\$125,000-\$149,999	2	7.1%	1.2	131,000	131,000	7	7	107.0%	107.0%	107.0%	107.0%
\$150,000-\$174,999	4	14.3%	2.2	158,725	159,950	2	0	100.6%	100.0%	100.6%	100.0%
\$175,000-\$199,999	2	7.1%	2.1	182,000	182,000	9	9	95.9%	95.9%	93.7%	93.7%
\$200,000-\$249,999	3	10.7%	0.4	222,333	215,000	11	12	97.7%	97.8%	97.7%	97.8%
\$250,000-\$299,999	4	14.3%	1.8	268,725	267,450	67	44	97.2%	97.6%	88.6%	90.1%
\$300,000-\$399,999	6	21.4%	1.5	343,167	352,000	18	4	98.1%	98.8%	97.5%	98.8%
\$400,000-\$499,999	1	3.6%	2.4	419,900	419,900	15	15	100.0%	100.0%	98.8%	98.8%
\$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



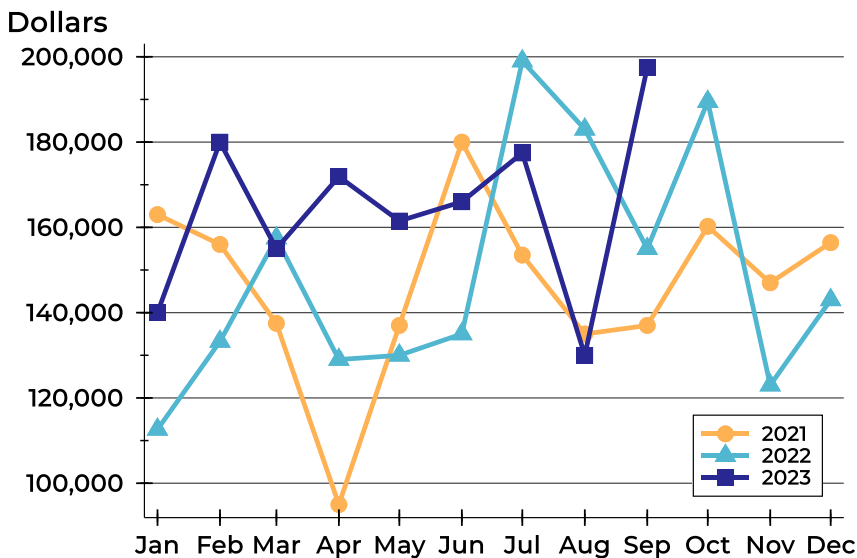
South Region Closed Listings Analysis

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	
November	148,120	156,032	
December	172,741	178,024	

Median Price

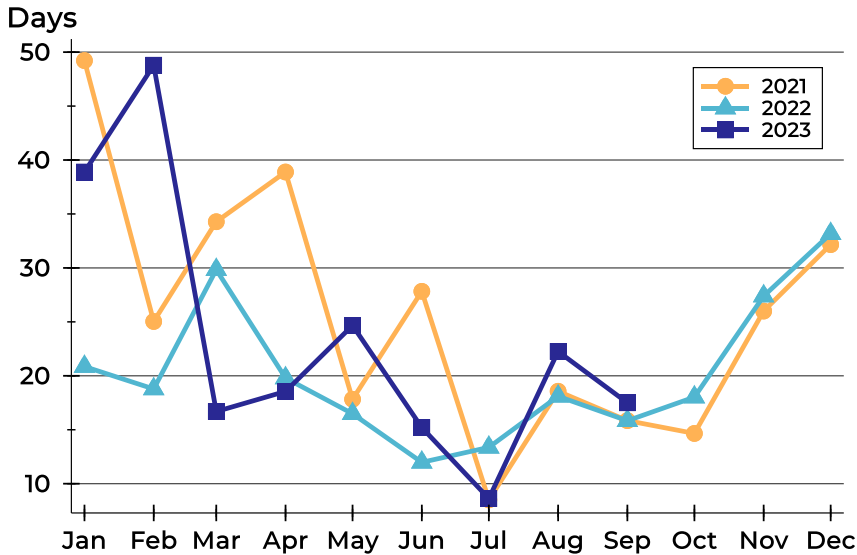


Month	2021	2022	2023
January	163,000	112,625	140,000
February	156,000	133,250	180,000
March	137,500	157,500	155,000
April	95,000	129,000	171,900
May	137,000	130,000	161,500
June	180,000	135,000	166,000
July	153,500	199,000	177,450
August	135,000	183,000	130,000
September	137,000	155,000	197,500
October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



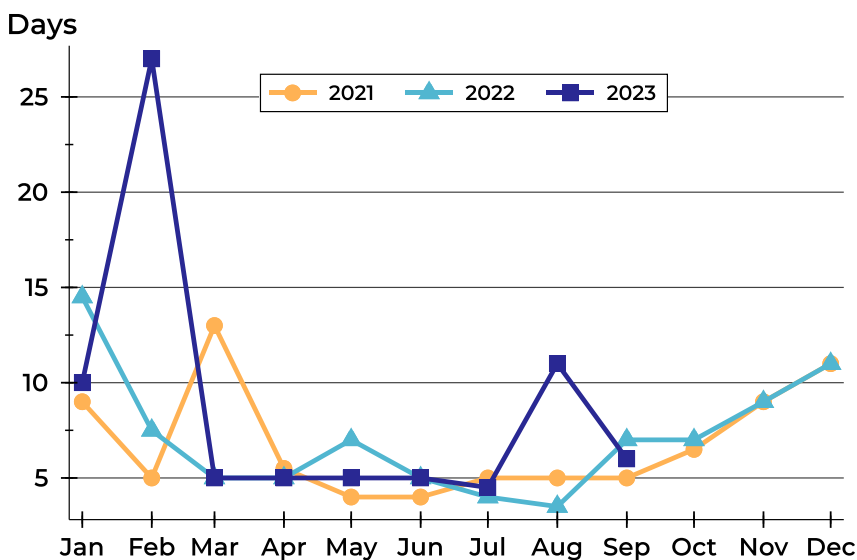
South Region Closed Listings Analysis

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	
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	
November	9	9	
December	11	11	



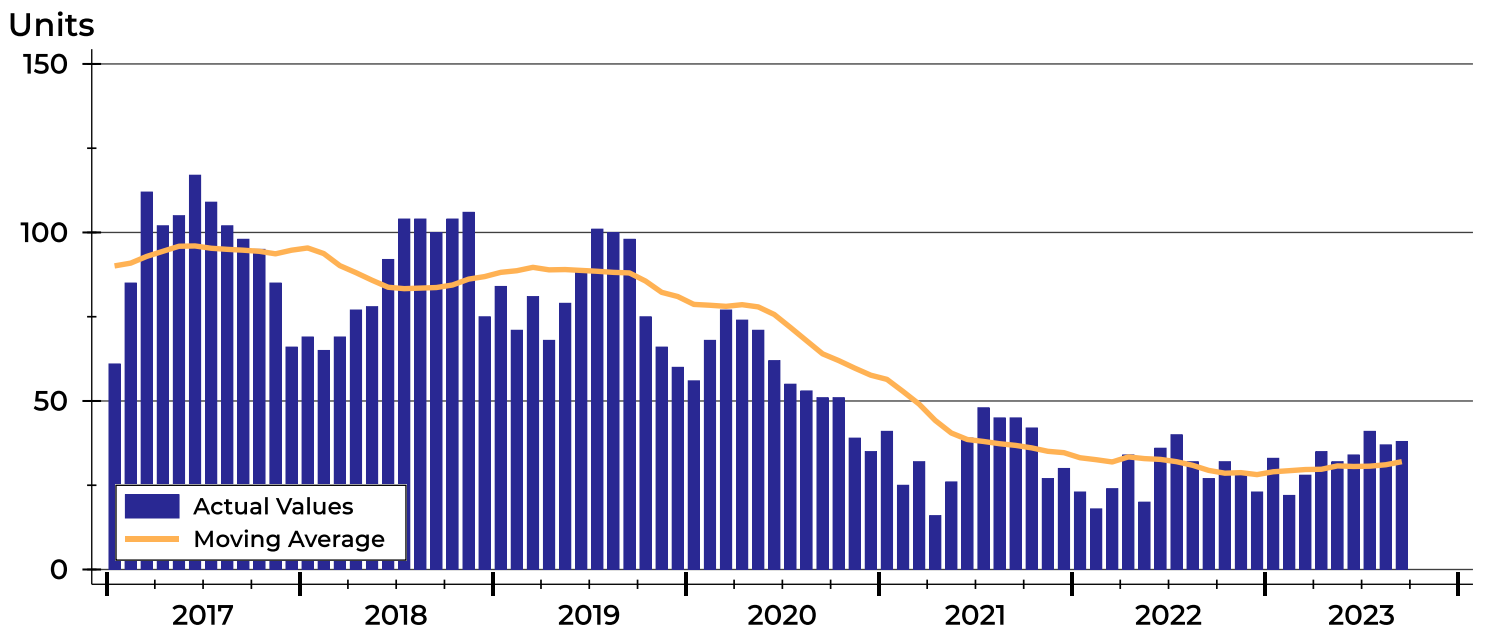
South Region Active Listings Analysis

Summary Statistics for Active Listings		End of September		
		2023	2022	Change
Active Listings		38	27	40.7%
Volume (1,000s)		9,063	4,945	83.3%
Months' Supply		1.3	0.7	85.7%
Average	List Price	238,491	183,156	30.2%
	Days on Market	51	67	-23.9%
	Percent of Original	97.0%	93.2%	4.1%
Median	List Price	176,450	129,900	35.8%
	Days on Market	34	49	-30.6%
	Percent of Original	100.0%	94.1%	6.3%

A total of 38 homes were available for sale in South Region at the end of September. This represents a 1.3 months' supply of active listings.

The median list price of homes on the market at the end of September was \$176,450, up 35.8% from 2022. The typical time on market for active listings was 34 days, down from 49 days a year earlier.

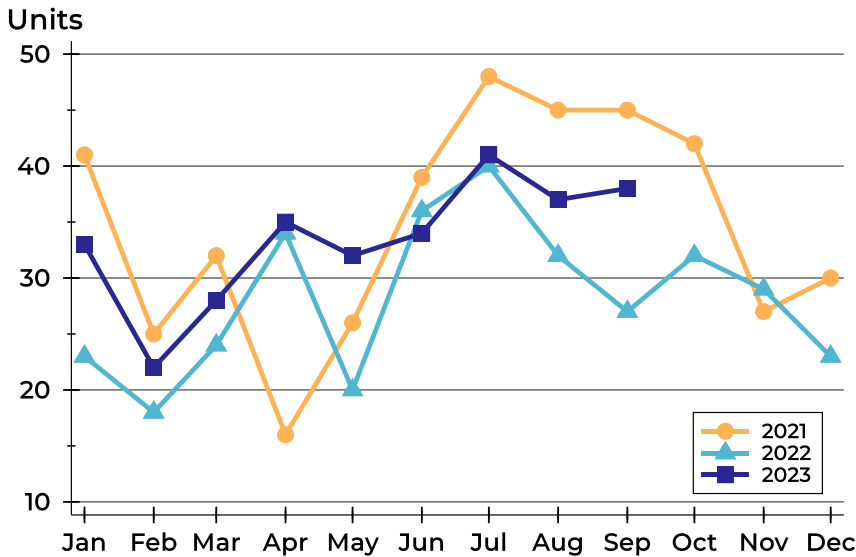
History of Active Listings





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	
November	27	29	
December	30	23	

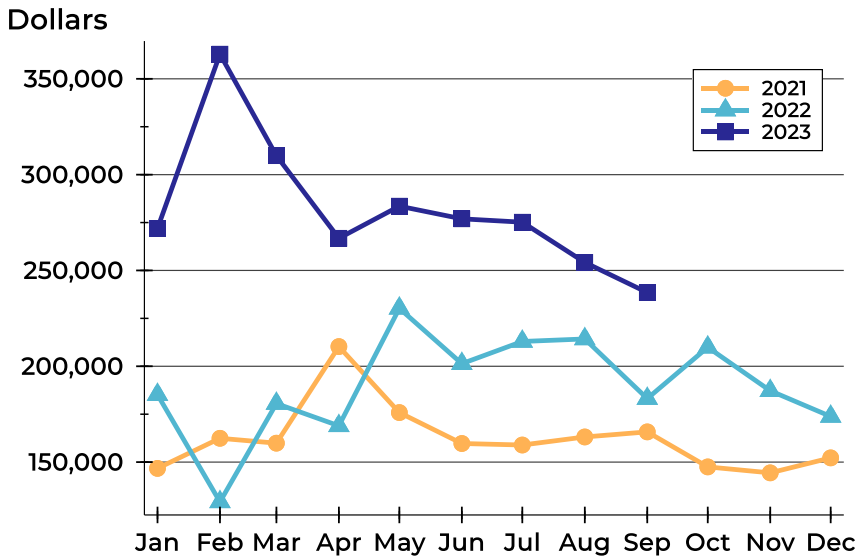
Active Listings by Price Range

Price Range	Active Listings Number	Percent	Months' Supply	List Price Average	Median	Days on Market Avg.	Med.	Price as % of Orig. 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	2	5.3%	2.2	44,920	44,920	19	19	100.0%	100.0%
\$50,000-\$99,999	3	7.9%	0.8	96,133	99,000	43	26	89.7%	86.1%
\$100,000-\$124,999	3	7.9%	0.7	114,133	109,900	8	3	99.0%	100.0%
\$125,000-\$149,999	5	13.2%	1.2	138,340	142,900	35	33	98.4%	100.0%
\$150,000-\$174,999	6	15.8%	2.2	162,633	163,250	42	26	96.5%	100.0%
\$175,000-\$199,999	5	13.2%	2.1	191,100	189,500	31	9	99.0%	100.0%
\$200,000-\$249,999	2	5.3%	0.4	234,450	234,450	26	26	97.9%	97.9%
\$250,000-\$299,999	4	10.5%	1.8	269,700	267,450	85	89	95.1%	97.0%
\$300,000-\$399,999	4	10.5%	1.5	346,225	334,450	79	51	98.9%	99.3%
\$400,000-\$499,999	2	5.3%	2.4	429,750	429,750	24	24	99.4%	99.4%
\$500,000-\$749,999	1	2.6%	N/A	529,900	529,900	258	258	84.8%	84.8%
\$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	2.6%	N/A	1,397,000	1,397,000	137	137	100.0%	100.0%



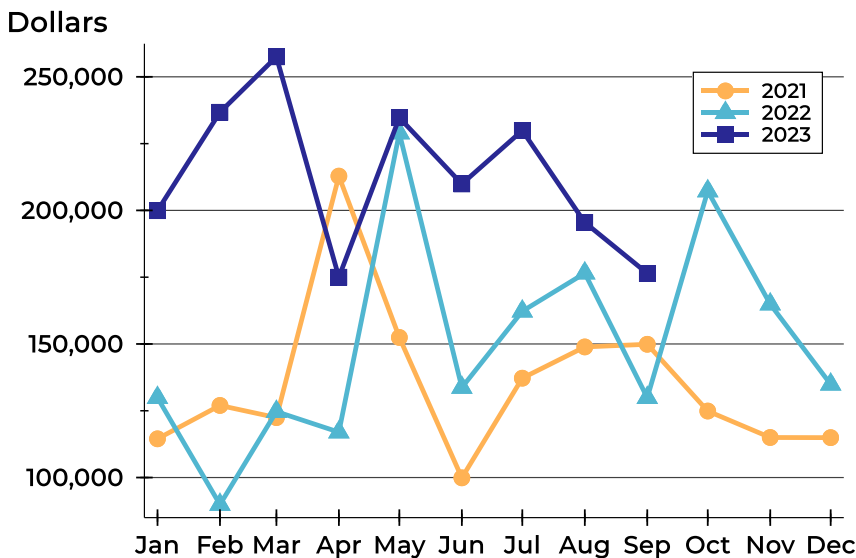
South Region Active Listings Analysis

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	
November	144,400	187,245	
December	152,213	173,822	

Median Price

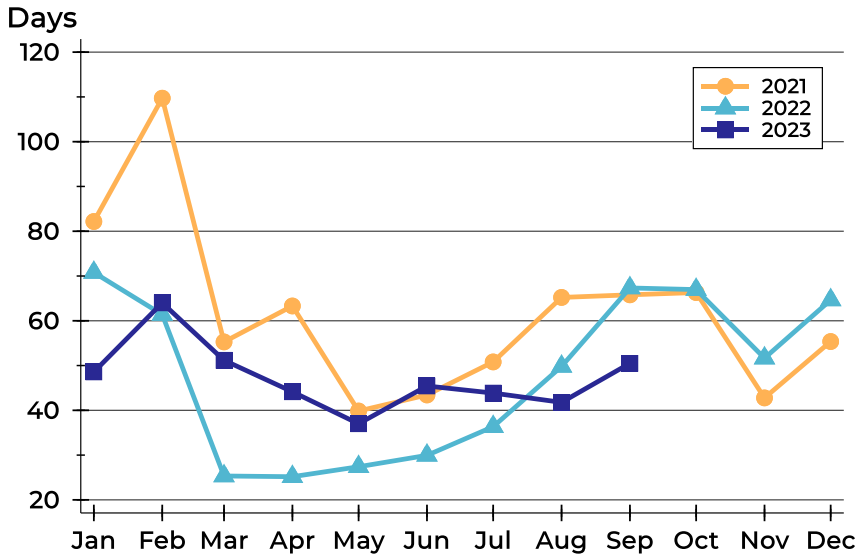


Month	2021	2022	2023
January	114,500	129,900	199,900
February	127,000	89,900	236,750
March	122,448	124,700	257,500
April	212,850	117,000	175,000
May	152,450	228,950	234,700
June	99,900	133,700	209,900
July	137,200	162,250	229,900
August	148,900	176,500	195,500
September	149,900	129,900	176,450
October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



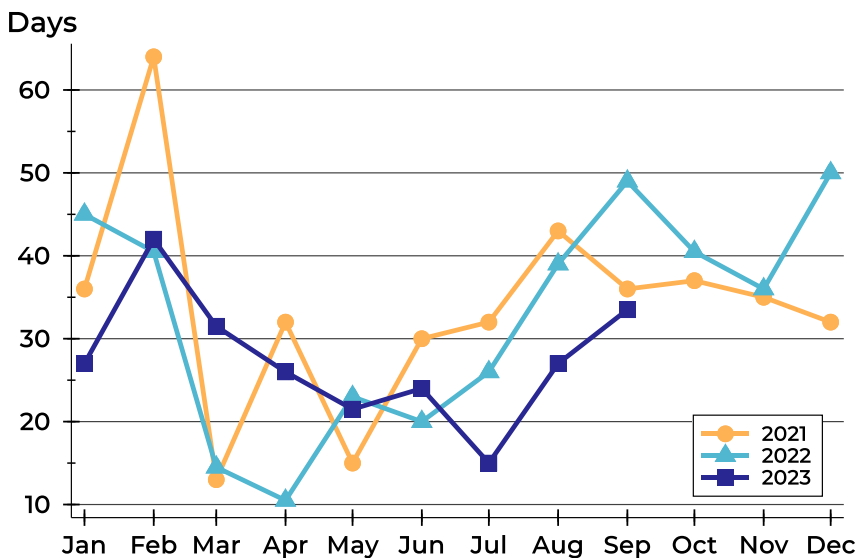
South Region Active Listings Analysis

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	
November	43	52	
December	55	65	

Median DOM

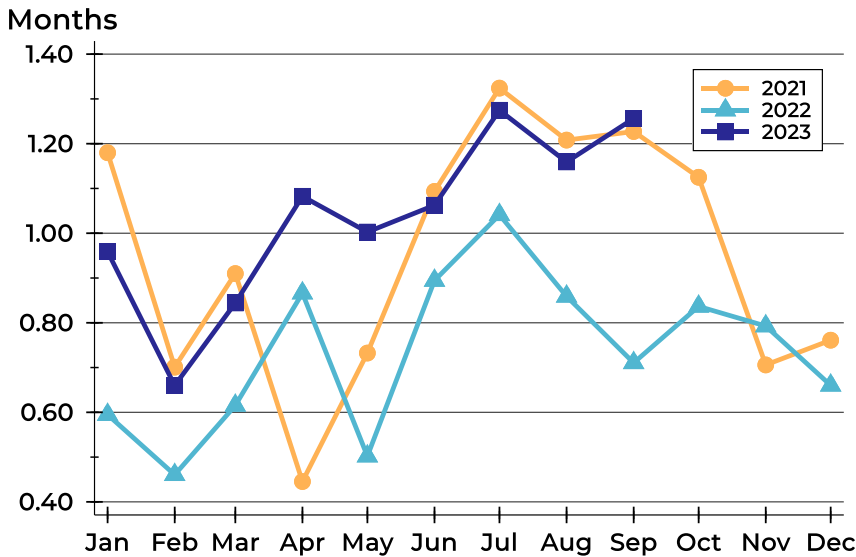


Month	2021	2022	2023
January	36	45	27
February	64	41	42
March	13	15	32
April	32	11	26
May	15	23	22
June	30	20	24
July	32	26	15
August	43	39	27
September	36	49	34
October	37	41	
November	35	36	
December	32	50	



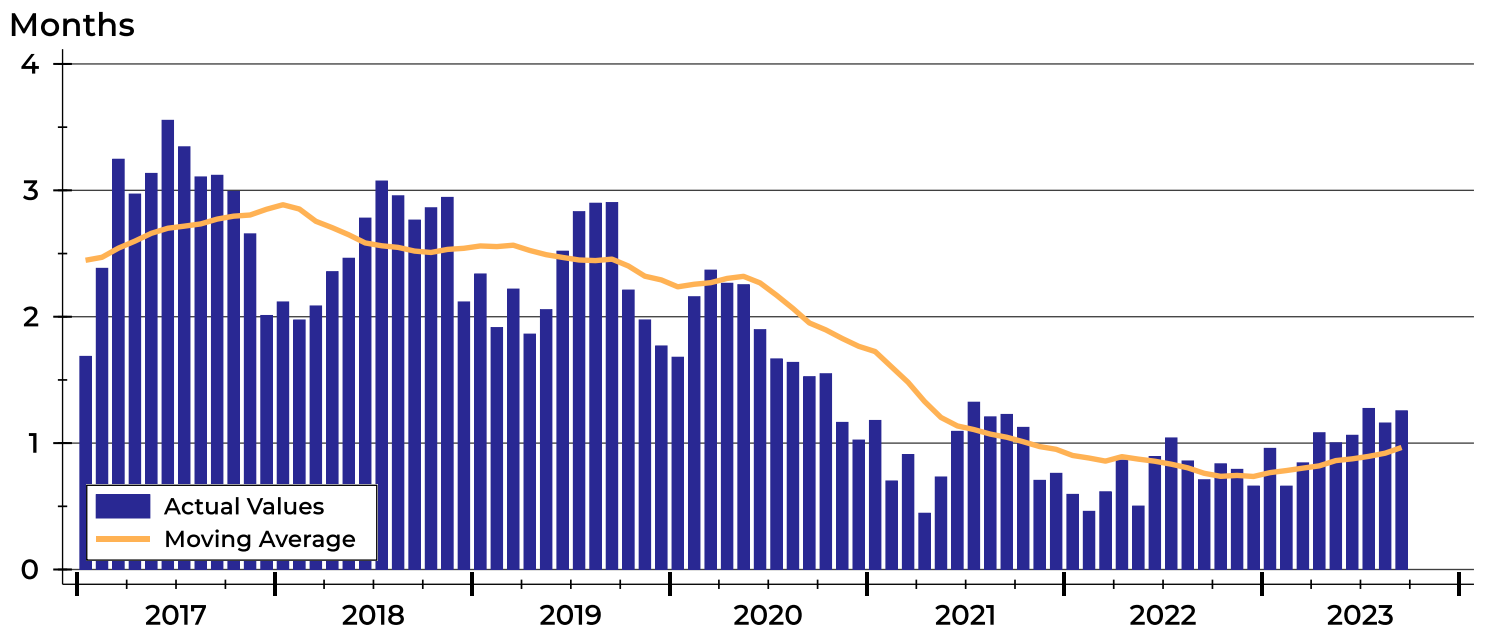
South Region Months' Supply Analysis

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	
November	0.7	0.8	
December	0.8	0.7	

History of Month's Supply





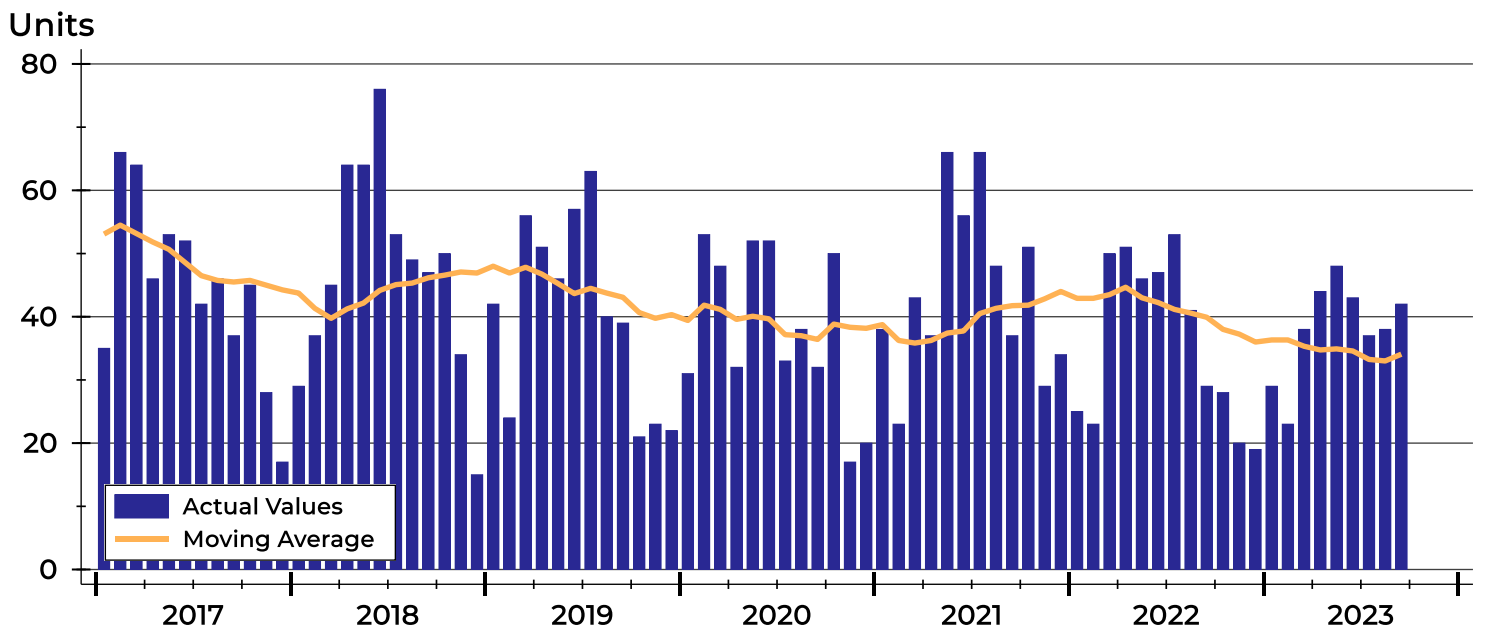
South Region New Listings Analysis

Summary Statistics for New Listings		2023	September 2022	Change
Current Month	New Listings	42	29	44.8%
	Volume (1,000s)	7,571	4,808	57.5%
	Average List Price	180,272	165,793	8.7%
	Median List Price	159,500	174,900	-8.8%
Year-to-Date	New Listings	342	365	-6.3%
	Volume (1,000s)	68,424	65,620	4.3%
	Average List Price	200,070	179,780	11.3%
	Median List Price	169,200	149,900	12.9%

A total of 42 new listings were added in South Region during September, up 44.8% from the same month in 2022. Year-to-date South Region has seen 342 new listings.

The median list price of these homes was \$159,500 down from \$174,900 in 2022.

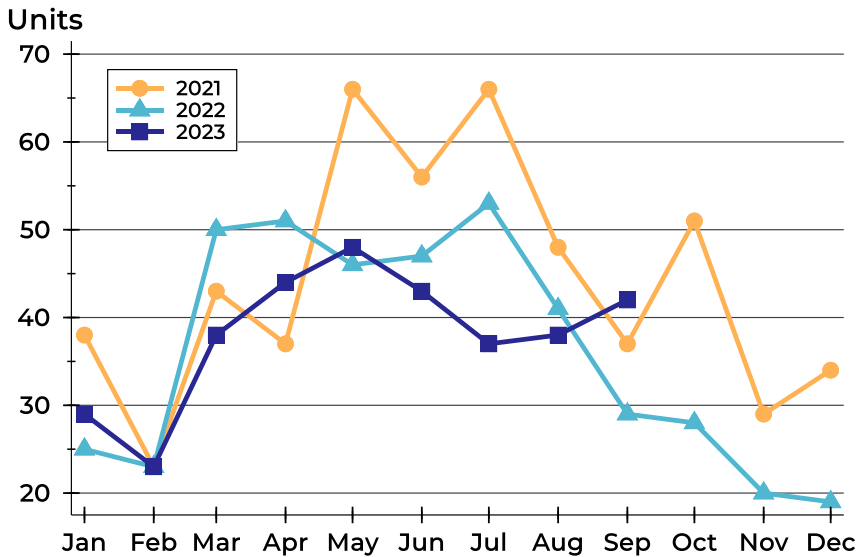
History of New Listings





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	48
June	56	47	43
July	66	53	37
August	48	41	38
September	37	29	42
October	51	28	
November	29	20	
December	34	19	

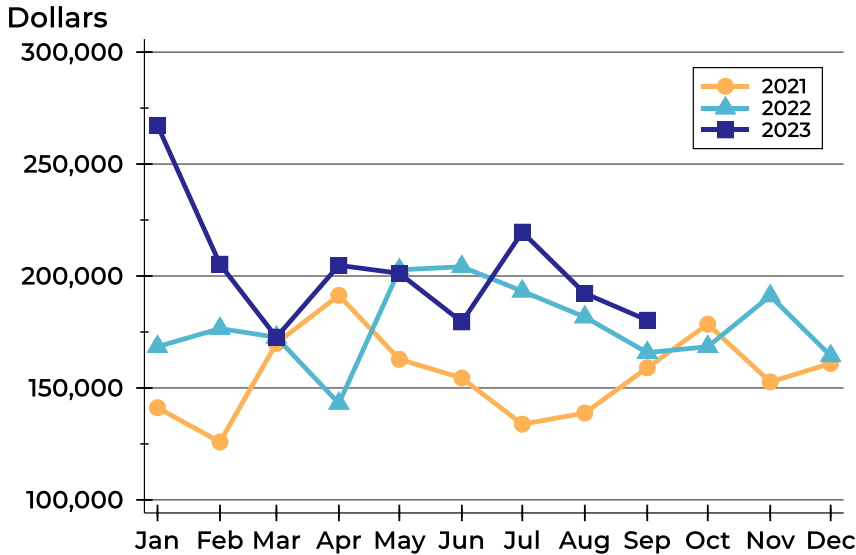
New Listings by Price Range

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	3	7.1%	41,647	45,000	9	8	86.4%	100.0%
\$50,000-\$99,999	3	7.1%	86,267	89,900	4	0	85.8%	86.1%
\$100,000-\$124,999	8	19.0%	112,388	109,950	10	9	99.3%	100.0%
\$125,000-\$149,999	6	14.3%	145,117	148,500	13	7	97.8%	98.4%
\$150,000-\$174,999	5	11.9%	164,780	167,500	15	5	100.0%	100.0%
\$175,000-\$199,999	6	14.3%	191,783	191,450	6	5	100.0%	100.0%
\$200,000-\$249,999	3	7.1%	236,267	239,000	17	20	98.6%	100.0%
\$250,000-\$299,999	3	7.1%	292,233	296,900	9	4	99.7%	100.0%
\$300,000-\$399,999	4	9.5%	354,575	359,450	3	3	95.3%	100.0%
\$400,000-\$499,999	1	2.4%	439,500	439,500	3	3	100.0%	100.0%
\$500,000-\$749,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$750,000-\$999,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



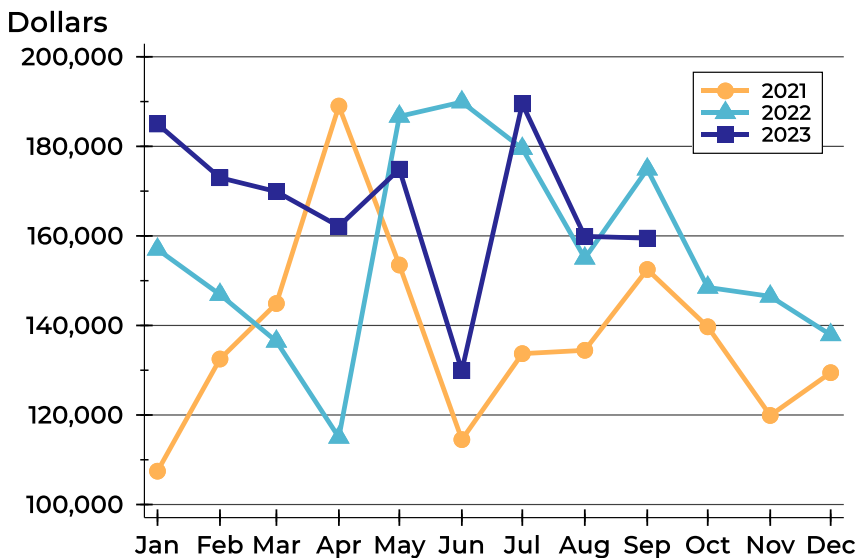
South Region New Listings Analysis

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	201,208
June	154,455	204,147	179,479
July	133,824	193,221	219,627
August	138,800	181,672	192,250
September	159,004	165,793	180,272
October	178,488	168,418	
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	174,900
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	
November	119,900	146,500	
December	129,450	137,900	



South Region Contracts Written Analysis

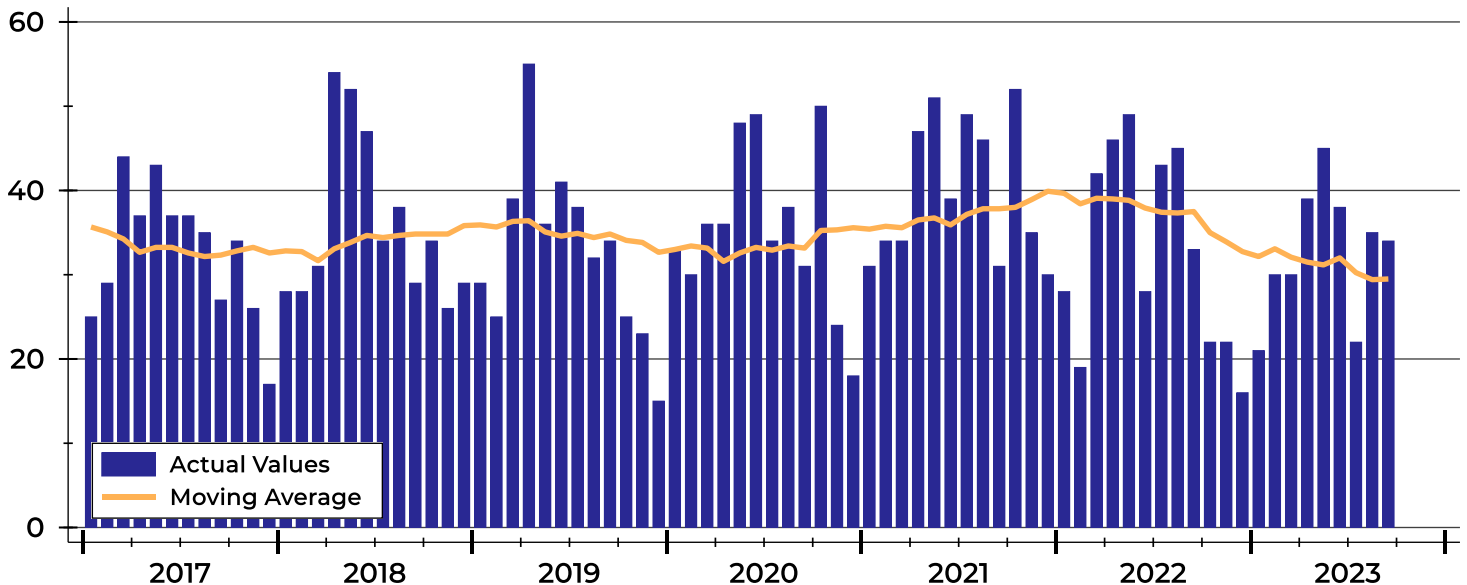
Summary Statistics for Contracts Written		September			Year-to-Date		
		2023	2022	Change	2023	2022	Change
Contracts Written		34	33	3.0%	294	333	-11.7%
Volume (1,000s)		6,444	5,757	11.9%	56,545	59,221	-4.5%
Average	Sale Price	189,524	174,441	8.6%	192,329	177,841	8.1%
	Days on Market	12	18	-33.3%	19	18	5.6%
	Percent of Original	96.8%	94.2%	2.8%	96.7%	96.3%	0.4%
Median	Sale Price	159,950	175,000	-8.6%	169,900	149,900	13.3%
	Days on Market	6	7	-14.3%	6	6	0.0%
	Percent of Original	100.0%	99.8%	0.2%	99.2%	98.7%	0.5%

A total of 34 contracts for sale were written in South Region during the month of September, up from 33 in 2022. The median list price of these homes was \$159,950, down from \$175,000 the prior year.

Half of the homes that went under contract in September were on the market less than 6 days, compared to 7 days in September 2022.

History of Contracts Written

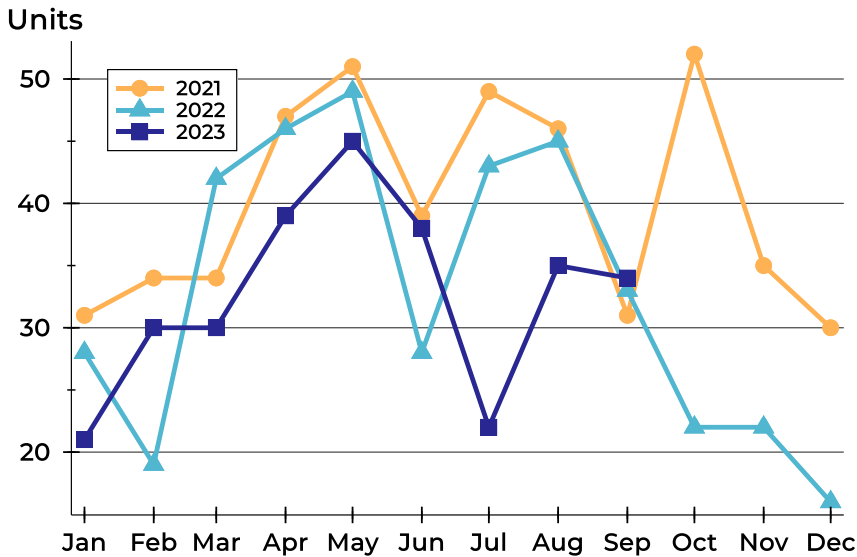
Units





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	35
September	31	33	34
October	52	22	22
November	35	22	22
December	30	16	16

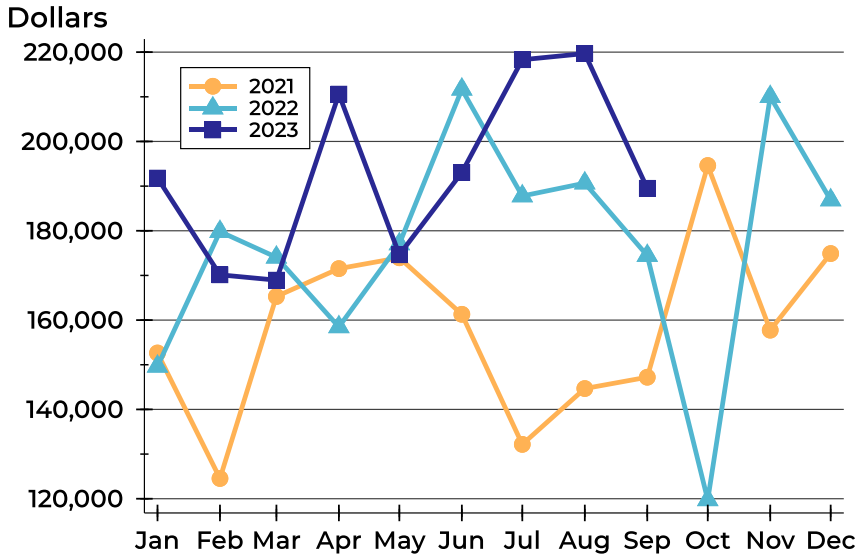
Contracts Written by Price Range

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	8.8%	38,300	39,900	12	17	82.1%	86.9%
\$50,000-\$99,999	1	2.9%	69,900	69,900	0	0	100.0%	100.0%
\$100,000-\$124,999	8	23.5%	111,812	110,000	15	8	97.3%	100.0%
\$125,000-\$149,999	3	8.8%	148,967	149,000	3	4	97.9%	100.0%
\$150,000-\$174,999	4	11.8%	161,075	159,950	10	6	99.8%	100.0%
\$175,000-\$199,999	3	8.8%	191,233	187,900	2	2	100.0%	100.0%
\$200,000-\$249,999	4	11.8%	232,425	232,450	27	28	95.9%	94.9%
\$250,000-\$299,999	3	8.8%	292,233	296,900	9	4	99.7%	100.0%
\$300,000-\$399,999	4	11.8%	354,800	359,900	5	4	98.6%	100.0%
\$400,000-\$499,999	1	2.9%	474,000	474,000	57	57	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



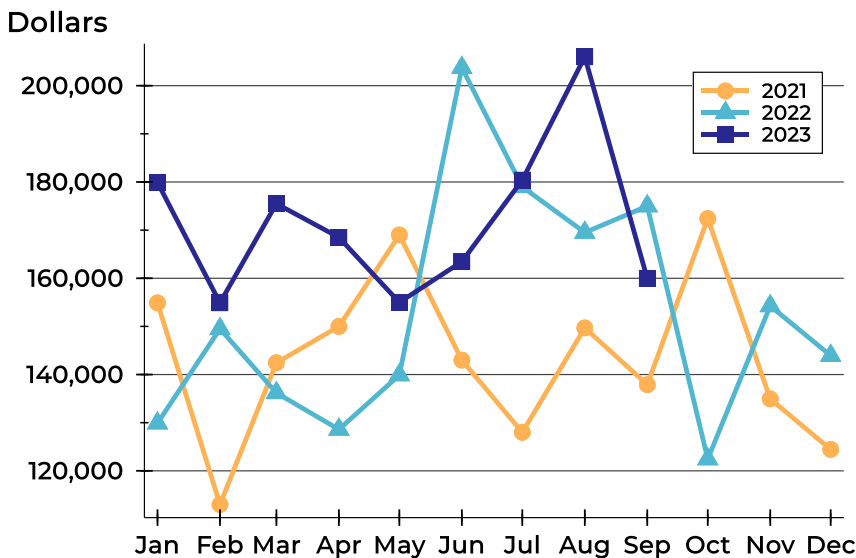
South Region Contracts Written Analysis

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	219,691
September	147,213	174,441	189,524
October	194,613	119,745	
November	157,747	210,027	
December	174,907	186,888	

Median Price

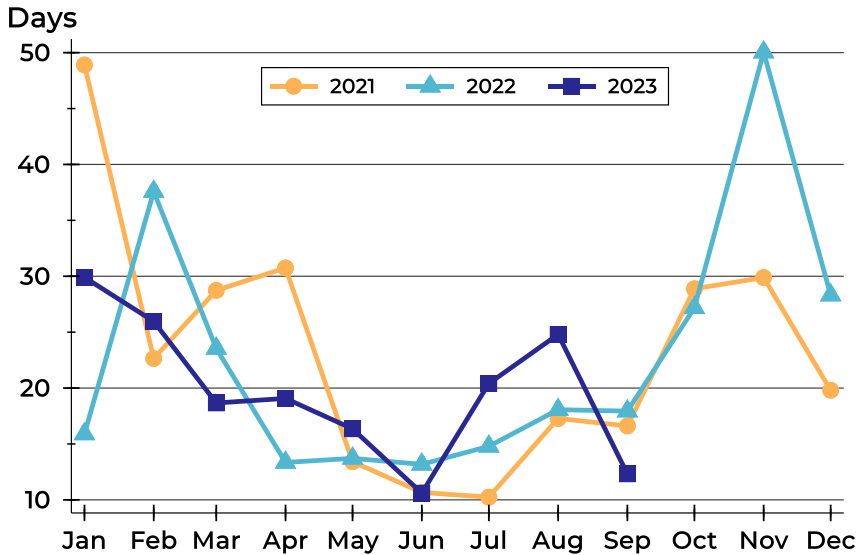


Month	2021	2022	2023
January	154,900	129,900	179,900
February	113,000	149,500	154,900
March	142,450	136,200	175,500
April	150,000	128,600	168,500
May	169,000	139,900	155,000
June	143,000	203,750	163,450
July	128,000	179,000	180,400
August	149,700	169,500	206,000
September	137,900	175,000	159,950
October	172,400	122,450	
November	134,950	154,250	
December	124,450	143,950	



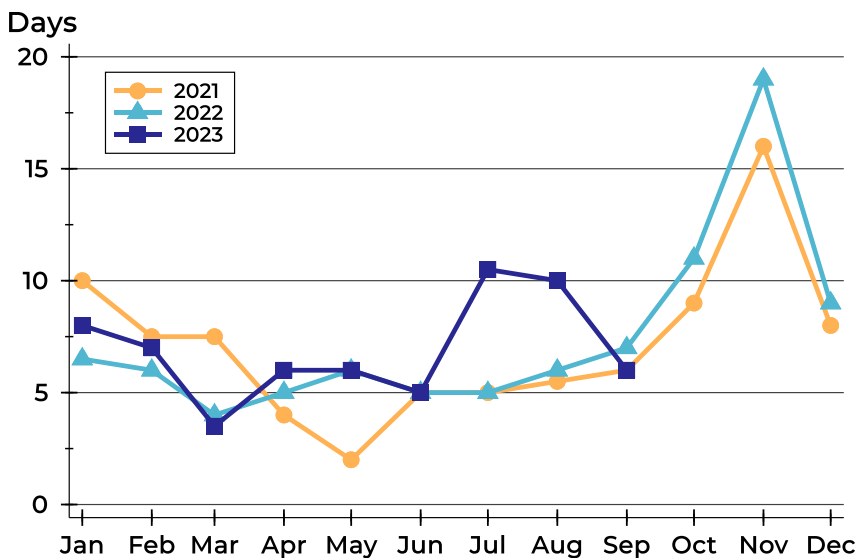
South Region Contracts Written Analysis

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	25
September	17	18	12
October	29	27	
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	
November	16	19	
December	8	9	



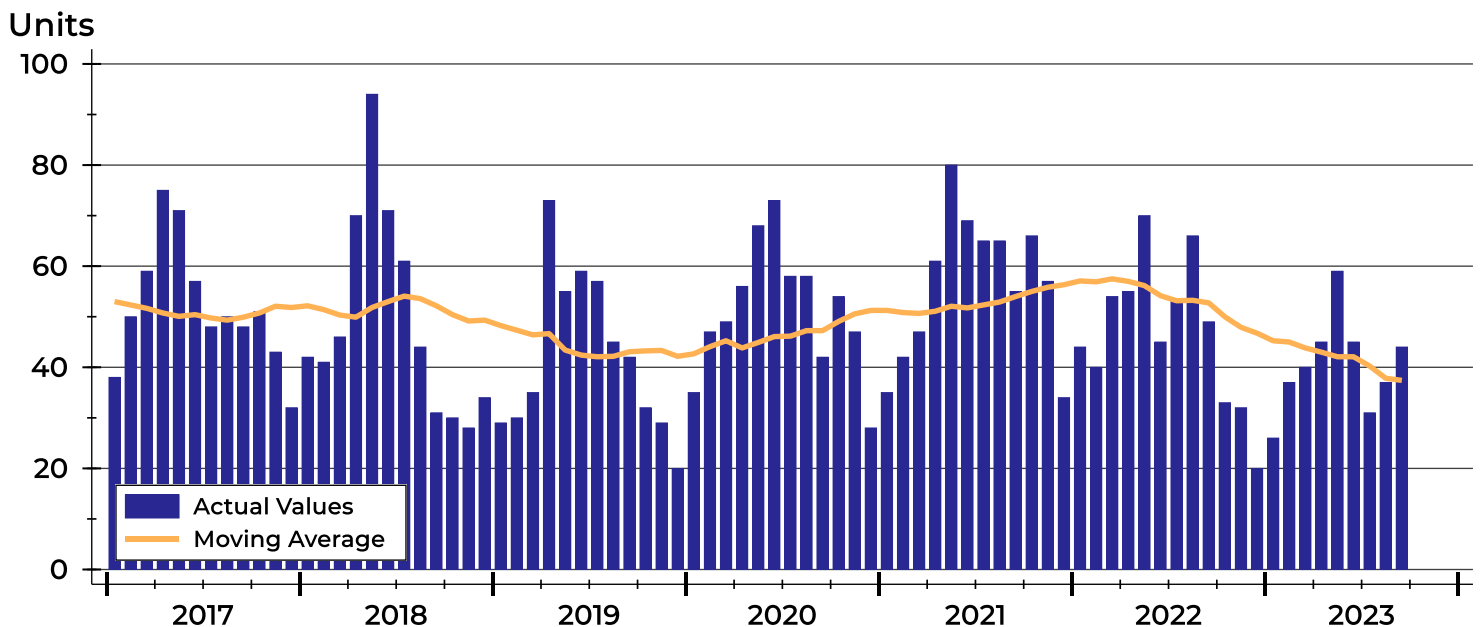
South Region Pending Contracts Analysis

Summary Statistics for Pending Contracts		End of September		
		2023	2022	Change
Pending Contracts		44	49	-10.2%
Volume (1,000s)		8,721	10,514	-17.1%
Average	List Price	198,211	214,564	-7.6%
	Days on Market	19	18	5.6%
	Percent of Original	98.2%	98.2%	0.0%
Median	List Price	177,900	198,500	-10.4%
	Days on Market	7	7	0.0%
	Percent of Original	100.0%	100.0%	0.0%

A total of 44 listings in South Region had contracts pending at the end of September, down from 49 contracts pending at the end of September 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.

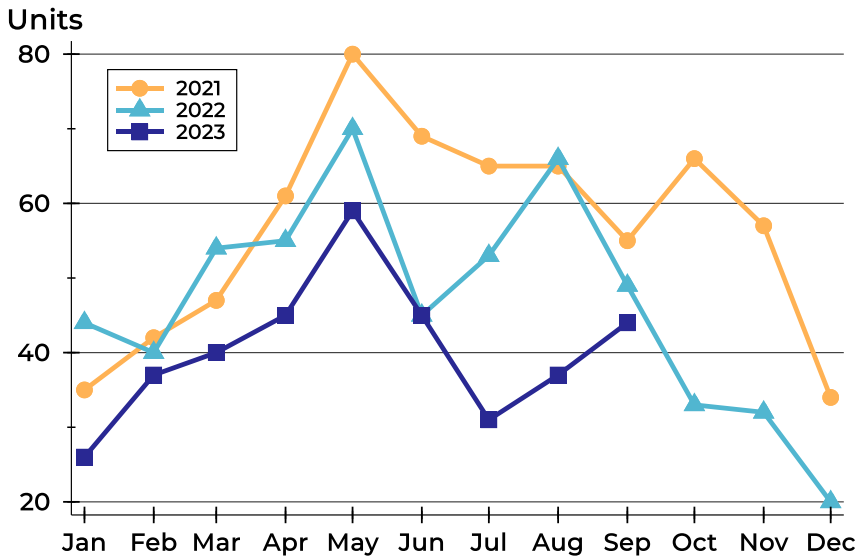
History of Pending Contracts





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	
November	57	32	
December	34	20	

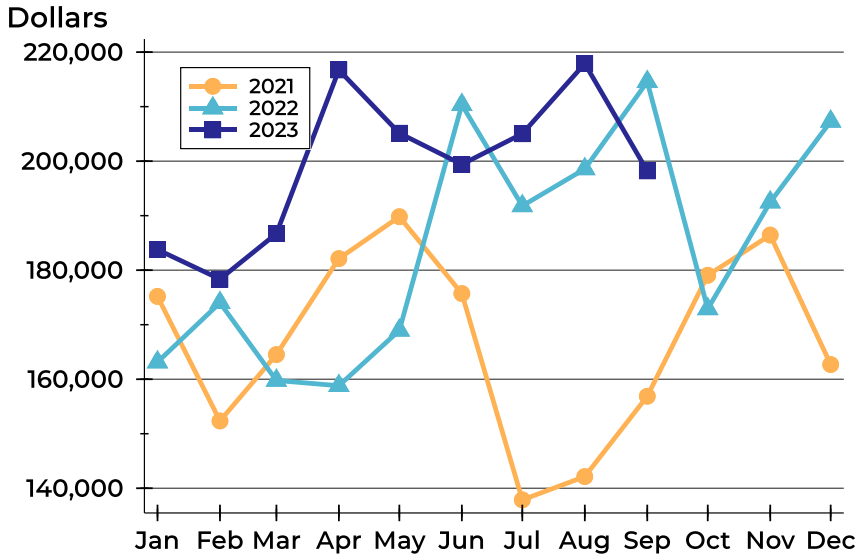
Pending Contracts by Price Range

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	2	4.5%	42,450	42,450	18	18	93.5%	93.5%
\$50,000-\$99,999	2	4.5%	67,200	67,200	53	53	99.6%	99.6%
\$100,000-\$124,999	9	20.5%	113,111	110,000	26	9	96.6%	100.0%
\$125,000-\$149,999	6	13.6%	145,067	146,500	12	4	99.0%	100.0%
\$150,000-\$174,999	3	6.8%	161,433	159,900	13	7	99.7%	100.0%
\$175,000-\$199,999	4	9.1%	192,050	191,200	3	3	100.0%	100.0%
\$200,000-\$249,999	7	15.9%	230,214	229,900	17	8	97.7%	100.0%
\$250,000-\$299,999	4	9.1%	284,150	288,400	17	12	99.4%	99.5%
\$300,000-\$399,999	6	13.6%	356,500	359,900	14	8	98.9%	100.0%
\$400,000-\$499,999	1	2.3%	474,000	474,000	57	57	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



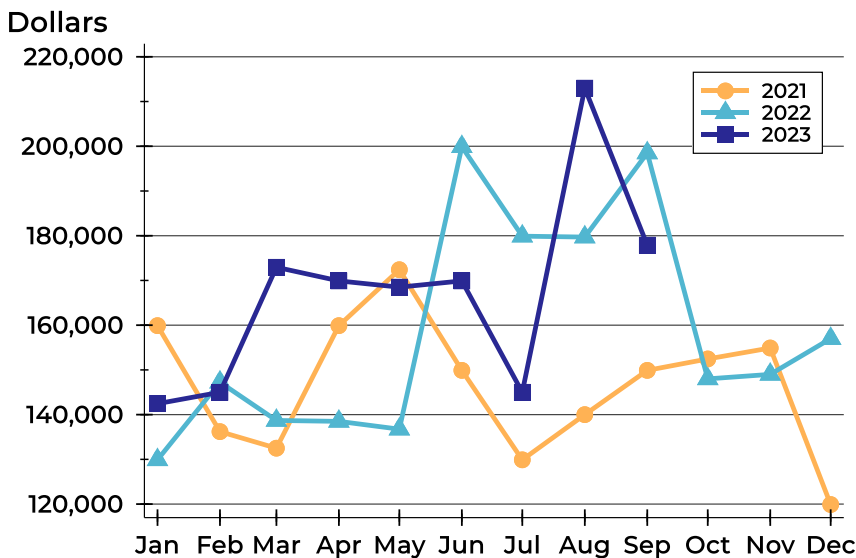
South Region Pending Contracts Analysis

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	
November	186,445	192,484	
December	162,691	207,295	

Median Price

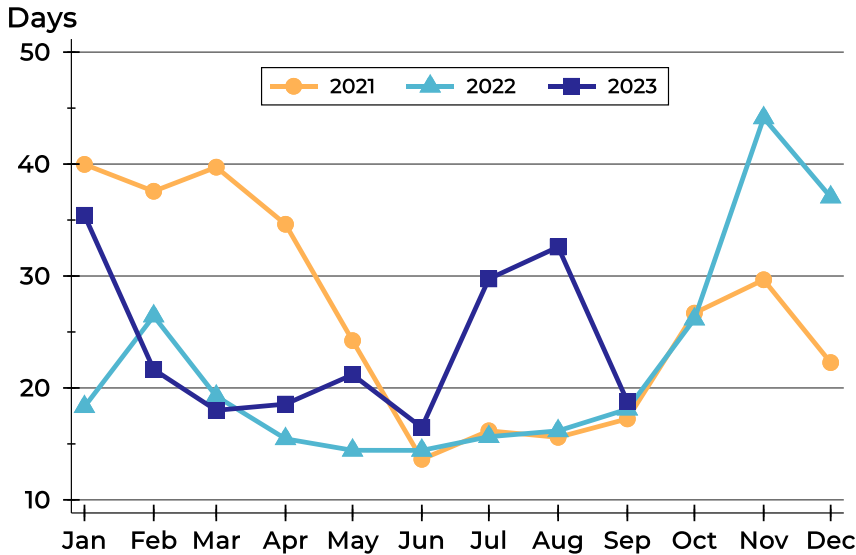


Month	2021	2022	2023
January	159,900	129,900	142,450
February	136,200	147,250	145,000
March	132,500	138,700	172,950
April	159,900	138,500	169,900
May	172,400	136,750	168,500
June	149,900	199,900	169,900
July	129,900	179,900	145,000
August	140,000	179,700	213,000
September	149,900	198,500	177,900
October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



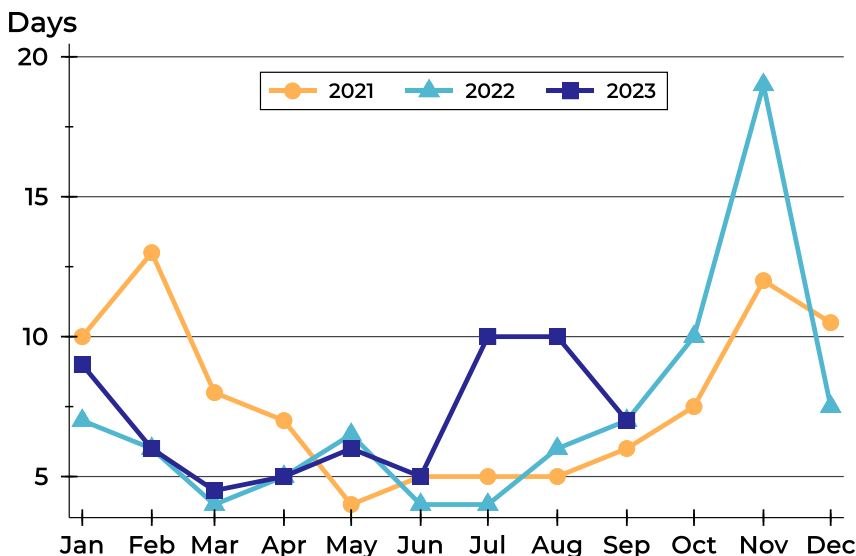
South Region Pending Contracts Analysis

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	
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	
November	12	19	
December	11	8	