



SUNFLOWER
ASSOCIATION OF REALTORS®, INC.

December 2023 Region Total Statistics

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

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Central Region Housing Report



Market Overview

Central Region Home Sales Rose in December

Total home sales in Central Region rose by 3.7% last month to 170 units, compared to 164 units in December 2022. Total sales volume was \$34.0 million, up 12.6% from a year earlier.

The median sale price in December was \$193,375, up from \$153,500 a year earlier. Homes that sold in December were typically on the market for 17 days and sold for 100.0% of their list prices.

Central Region Active Listings Up at End of December

The total number of active listings in Central Region at the end of December was 205 units, up from 171 at the same point in 2022. This represents a 1.0 months' supply of homes available for sale. The median list price of homes on the market at the end of December was \$217,500.

During December, a total of 147 contracts were written up from 145 in December 2022. At the end of the month, there were 145 contracts still pending.

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Central Region Summary Statistics

December MLS Statistics Three-year History		Current Month			Year-to-Date		
		2023	2022	2021	2023	2022	2021
Home Sales		170	164	227	2,383	2,637	2,943
Change from prior year		3.7%	-27.8%	-5.4%	-9.6%	-10.4%	1.7%
Active Listings		205	171	105	N/A	N/A	N/A
Change from prior year		19.9%	62.9%	-30.5%			
Months' Supply		1.0	0.8	0.4	N/A	N/A	N/A
Change from prior year		25.0%	100.0%	-33.3%			
New Listings		130	130	160	2,702	2,890	3,174
Change from prior year		0.0%	-18.8%	-8.6%	-6.5%	-8.9%	-2.3%
Contracts Written		147	145	185	2,389	2,576	2,938
Change from prior year		1.4%	-21.6%	5.7%	-7.3%	-12.3%	0.1%
Pending Contracts		145	142	193	N/A	N/A	N/A
Change from prior year		2.1%	-26.4%	-8.5%			
Sales Volume (1,000s)		34,008	30,203	42,392	495,950	521,437	542,501
Change from prior year		12.6%	-28.8%	9.7%	-4.9%	-3.9%	16.2%
Average	Sale Price	200,047	184,162	186,750	208,120	197,739	184,336
	Change from prior year	8.6%	-1.4%	16.0%	5.2%	7.3%	14.2%
	List Price of Actives	277,073	302,572	205,804	N/A	N/A	N/A
	Change from prior year	-8.4%	47.0%	-0.6%			
	Days on Market	30	22	18	18	14	14
Change from prior year	36.4%	22.2%	-10.0%	28.6%	0.0%	-41.7%	
Percent of List	98.5%	98.6%	99.9%	99.7%	100.7%	100.6%	
Change from prior year	-0.1%	-1.3%	1.0%	-1.0%	0.1%	2.1%	
Percent of Original	94.7%	96.1%	98.4%	98.1%	99.4%	99.7%	
Change from prior year	-1.5%	-2.3%	0.9%	-1.3%	-0.3%	2.5%	
Median	Sale Price	193,375	153,500	172,000	181,000	169,900	164,000
	Change from prior year	26.0%	-10.8%	19.2%	6.5%	3.6%	17.1%
	List Price of Actives	217,500	219,900	143,000	N/A	N/A	N/A
	Change from prior year	-1.1%	53.8%	-4.6%			
	Days on Market	17	10	4	5	3	3
Change from prior year	70.0%	150.0%	-33.3%	66.7%	0.0%	-40.0%	
Percent of List	100.0%	98.9%	100.0%	100.0%	100.0%	100.0%	
Change from prior year	1.1%	-1.1%	0.0%	0.0%	0.0%	0.0%	
Percent of Original	96.3%	97.4%	100.0%	100.0%	100.0%	100.0%	
Change from prior year	-1.1%	-2.6%	0.0%	0.0%	0.0%	0.0%	

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



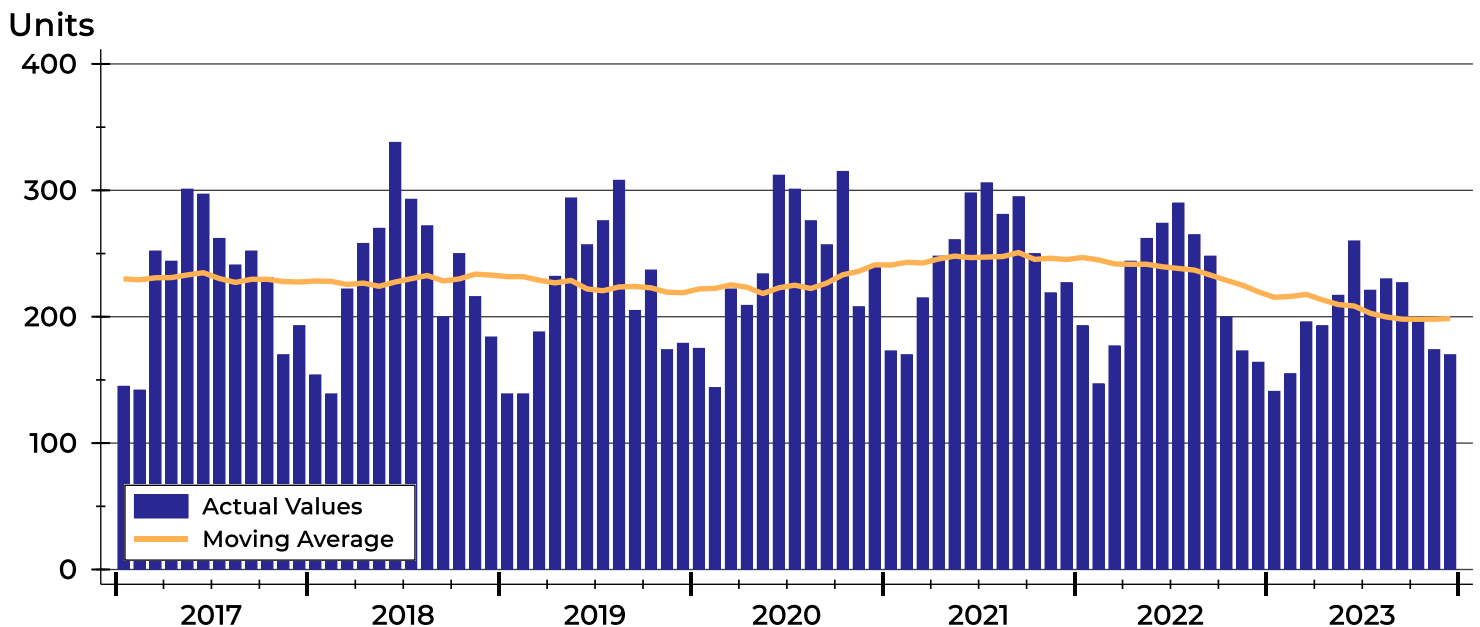
Central Region Closed Listings Analysis

Summary Statistics for Closed Listings		December			Year-to-Date		
		2023	2022	Change	2023	2022	Change
Closed Listings		170	164	3.7%	2,383	2,637	-9.6%
Volume (1,000s)		34,008	30,203	12.6%	495,950	521,437	-4.9%
Months' Supply		1.0	0.8	25.0%	N/A	N/A	N/A
Average	Sale Price	200,047	184,162	8.6%	208,120	197,739	5.2%
	Days on Market	30	22	36.4%	18	14	28.6%
	Percent of List	98.5%	98.6%	-0.1%	99.7%	100.7%	-1.0%
	Percent of Original	94.7%	96.1%	-1.5%	98.1%	99.4%	-1.3%
Median	Sale Price	193,375	153,500	26.0%	181,000	169,900	6.5%
	Days on Market	17	10	70.0%	5	3	66.7%
	Percent of List	100.0%	98.9%	1.1%	100.0%	100.0%	0.0%
	Percent of Original	96.3%	97.4%	-1.1%	100.0%	100.0%	0.0%

A total of 170 homes sold in Central Region in December, up from 164 units in December 2022. Total sales volume rose to \$34.0 million compared to \$30.2 million in the previous year.

The median sales price in December was \$193,375, up 26.0% compared to the prior year. Median days on market was 17 days, up from 8 days in November, and up from 10 in December 2022.

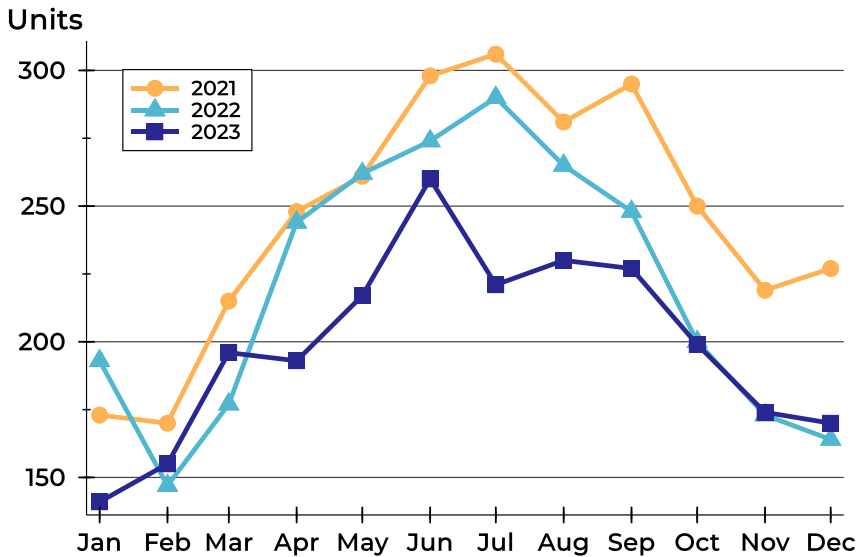
History of Closed Listings





Central Region Closed Listings Analysis

Closed Listings by Month



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

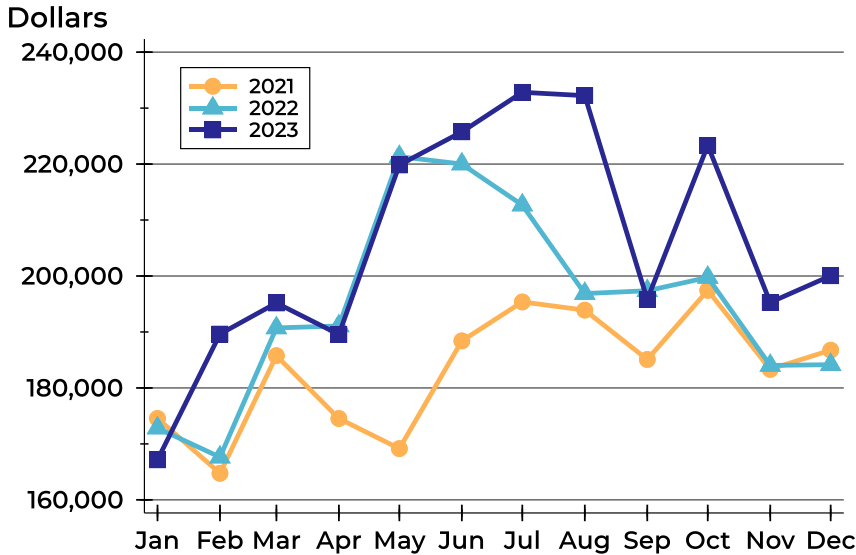
Closed Listings by Price Range

Price Range	Sales		Months' Supply	Sale Price		Days on Market		Price as % of List		Price as % of Orig.	
	Number	Percent		Average	Median	Avg.	Med.	Avg.	Med.	Avg.	Med.
Below \$25,000	1	0.6%	0.5	19,000	19,000	1	1	63.5%	63.5%	63.5%	63.5%
\$25,000-\$49,999	14	8.2%	1.5	36,293	35,000	55	16	88.7%	87.4%	80.0%	85.1%
\$50,000-\$99,999	19	11.2%	0.8	81,037	83,000	25	13	98.6%	94.7%	96.3%	92.4%
\$100,000-\$124,999	9	5.3%	0.7	112,249	112,000	13	9	99.0%	100.0%	96.9%	96.0%
\$125,000-\$149,999	16	9.4%	0.6	137,517	137,250	34	23	98.5%	99.3%	92.8%	95.5%
\$150,000-\$174,999	15	8.8%	0.6	160,593	160,000	22	17	99.4%	100.0%	94.2%	98.2%
\$175,000-\$199,999	14	8.2%	1.3	188,018	187,500	18	8	102.0%	100.3%	100.2%	100.0%
\$200,000-\$249,999	36	21.2%	0.9	221,631	219,000	31	22	100.5%	100.0%	96.0%	96.9%
\$250,000-\$299,999	20	11.8%	0.8	270,350	272,500	26	20	98.6%	99.4%	97.2%	99.3%
\$300,000-\$399,999	15	8.8%	1.5	334,269	330,000	25	15	99.8%	100.0%	97.5%	98.6%
\$400,000-\$499,999	8	4.7%	1.3	448,725	440,000	54	35	99.4%	100.0%	96.8%	98.3%
\$500,000-\$749,999	3	1.8%	2.6	566,667	550,000	51	26	95.6%	95.2%	91.5%	95.2%
\$750,000-\$999,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A



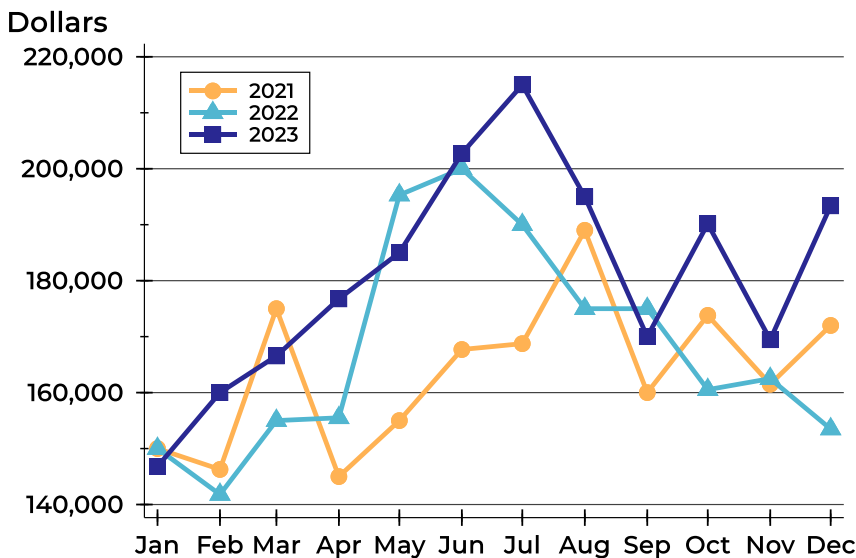
Central Region Closed Listings Analysis

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	195,798
October	197,444	199,751	223,343
November	183,332	184,025	195,282
December	186,750	184,162	200,047

Median Price

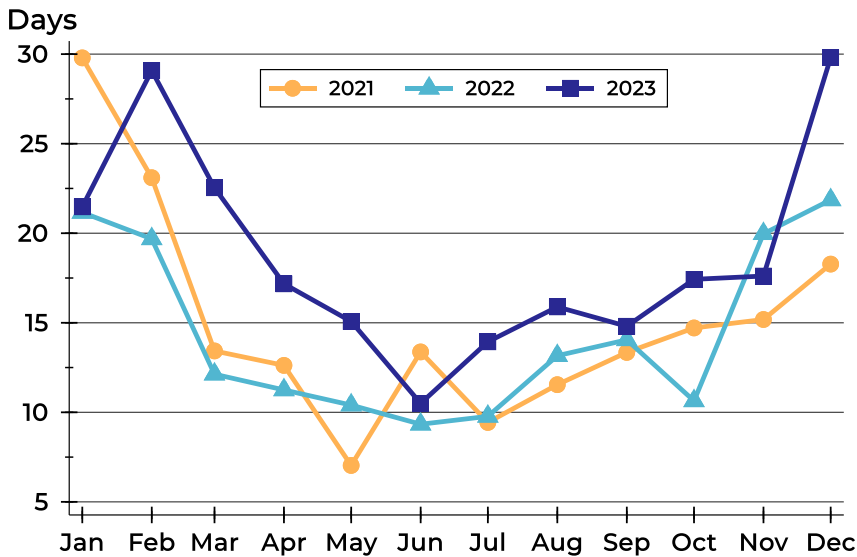


Month	2021	2022	2023
January	150,000	150,000	146,800
February	146,273	141,800	160,000
March	175,000	155,000	166,550
April	145,001	155,500	176,750
May	155,000	195,300	185,000
June	167,700	200,000	202,750
July	168,750	190,000	215,000
August	189,000	175,000	195,000
September	160,000	175,000	170,000
October	173,800	160,526	190,155
November	161,500	162,500	169,450
December	172,000	153,500	193,375



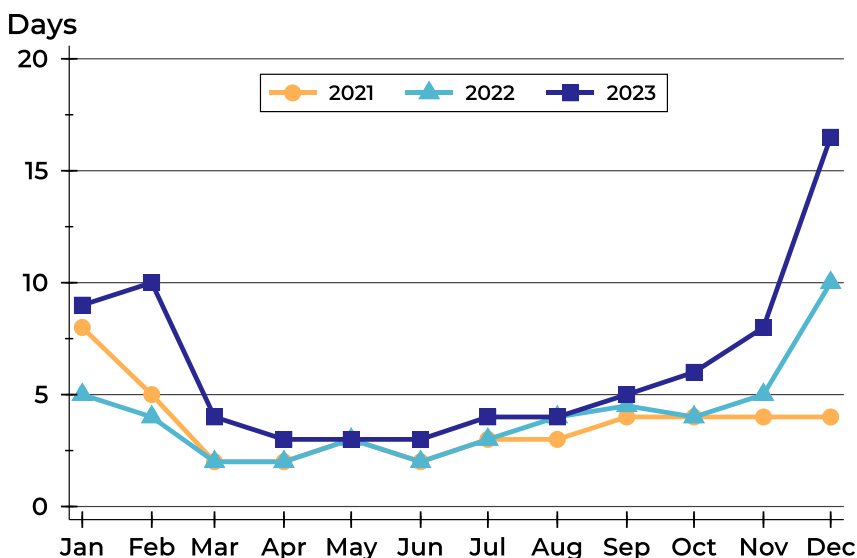
Central Region Closed Listings Analysis

Average DOM



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

Median DOM



Month	2021	2022	2023
January	8	5	9
February	5	4	10
March	2	2	4
April	2	2	3
May	3	3	3
June	2	2	3
July	3	3	4
August	3	4	4
September	4	5	5
October	4	4	6
November	4	5	8
December	4	10	17



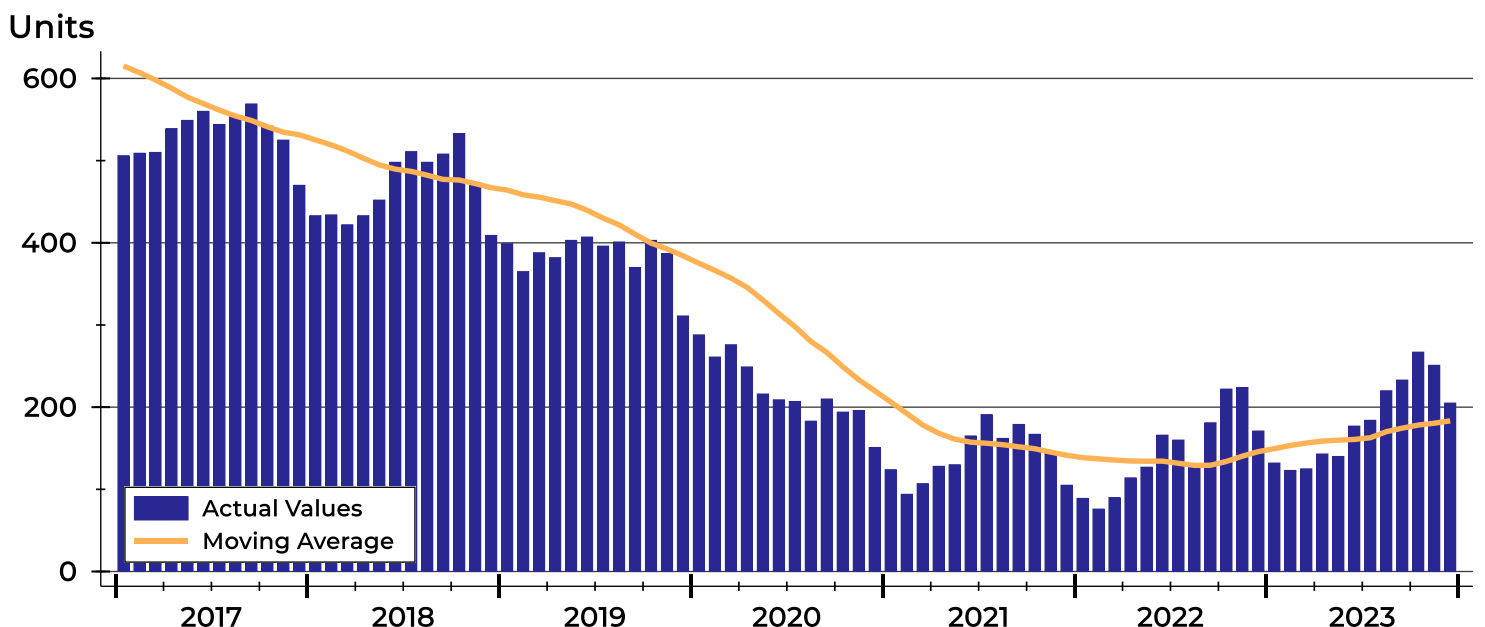
Central Region Active Listings Analysis

Summary Statistics for Active Listings		End of December		
		2023	2022	Change
Active Listings		205	171	19.9%
Volume (1,000s)		56,800	51,740	9.8%
Months' Supply		1.0	0.8	25.0%
Average	List Price	277,073	302,572	-8.4%
	Days on Market	62	57	8.8%
	Percent of Original	96.2%	97.3%	-1.1%
Median	List Price	217,500	219,900	-1.1%
	Days on Market	49	42	16.7%
	Percent of Original	100.0%	100.0%	0.0%

A total of 205 homes were available for sale in Central Region at the end of December. This represents a 1.0 months' supply of active listings.

The median list price of homes on the market at the end of December was \$217,500, down 1.1% from 2022. The typical time on market for active listings was 49 days, up from 42 days a year earlier.

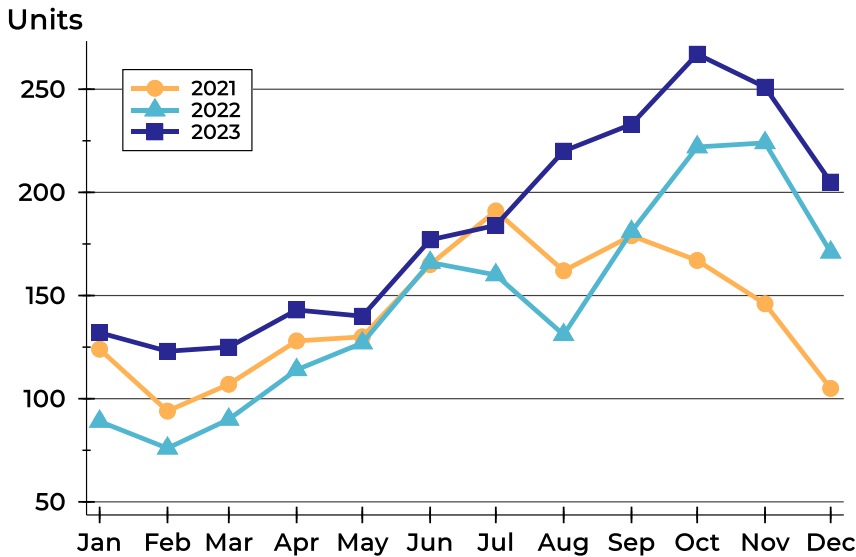
History of Active Listings





Central Region Active Listings Analysis

Active Listings by Month



Month	2021	2022	2023
January	124	89	132
February	94	76	123
March	107	90	125
April	128	114	143
May	130	127	140
June	165	166	177
July	191	160	184
August	162	131	220
September	179	181	233
October	167	222	267
November	146	224	251
December	105	171	205

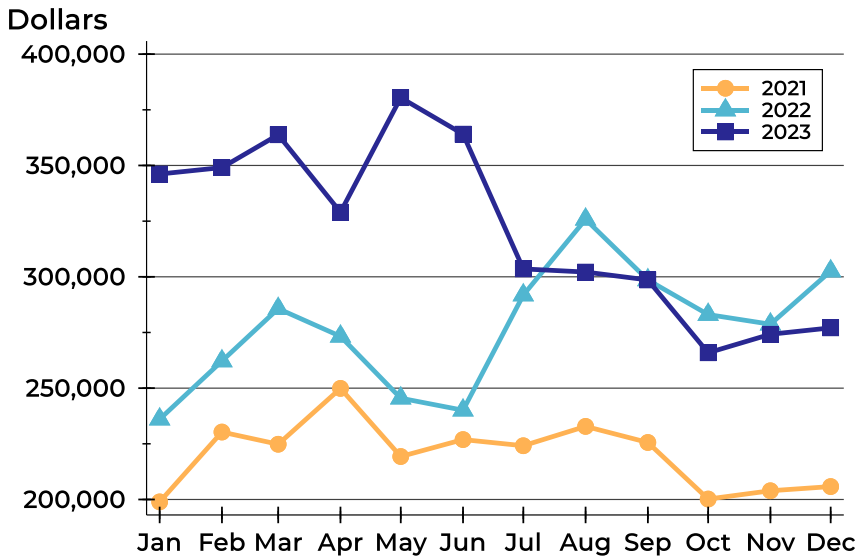
Active Listings by Price Range

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	0.5%	0.5	20,000	20,000	17	17	100.0%	100.0%
\$25,000-\$49,999	11	5.4%	1.5	37,963	38,000	56	40	92.2%	100.0%
\$50,000-\$99,999	26	12.7%	0.8	76,883	77,450	66	67	93.2%	100.0%
\$100,000-\$124,999	10	4.9%	0.7	114,130	115,000	61	54	96.0%	97.5%
\$125,000-\$149,999	12	5.9%	0.6	139,967	140,000	41	39	98.8%	100.0%
\$150,000-\$174,999	12	5.9%	0.6	161,692	159,950	41	32	96.0%	100.0%
\$175,000-\$199,999	22	10.7%	1.3	190,574	192,475	65	38	95.6%	100.0%
\$200,000-\$249,999	26	12.7%	0.9	225,900	224,950	65	59	96.7%	97.4%
\$250,000-\$299,999	18	8.8%	0.8	283,742	287,450	40	39	98.7%	100.0%
\$300,000-\$399,999	33	16.1%	1.5	346,173	339,900	70	53	96.5%	100.0%
\$400,000-\$499,999	13	6.3%	1.3	444,135	439,900	72	52	99.5%	100.0%
\$500,000-\$749,999	15	7.3%	2.6	606,240	620,000	63	45	96.6%	95.9%
\$750,000-\$999,999	3	1.5%	N/A	816,300	799,000	94	101	98.0%	100.0%
\$1,000,000 and up	3	1.5%	N/A	1,896,333	1,690,000	153	126	93.6%	91.7%



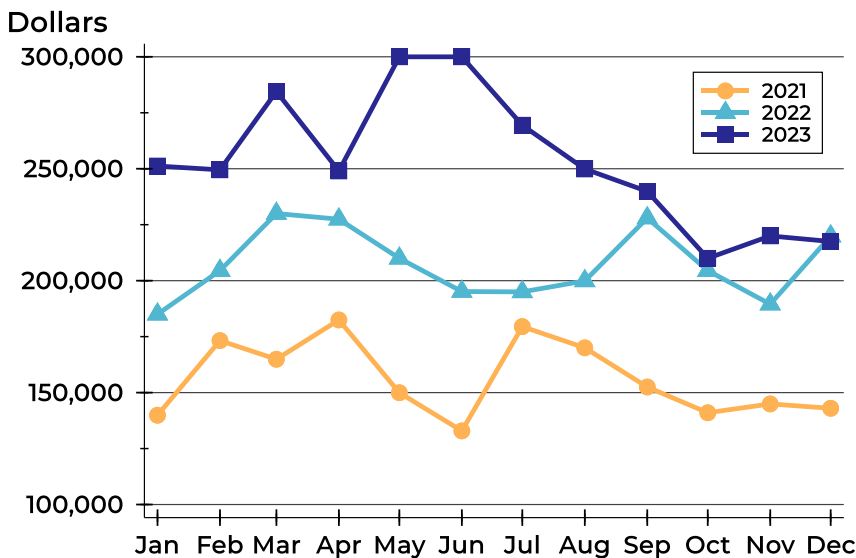
Central Region Active Listings Analysis

Average Price



Month	2021	2022	2023
January	198,931	236,063	346,174
February	230,295	262,189	349,073
March	224,819	285,717	363,785
April	249,896	273,269	329,023
May	219,300	245,494	380,449
June	226,905	240,087	364,083
July	224,147	291,803	303,543
August	232,825	325,826	302,144
September	225,610	298,584	298,592
October	200,211	283,047	265,896
November	203,924	278,713	274,200
December	205,804	302,572	277,073

Median Price

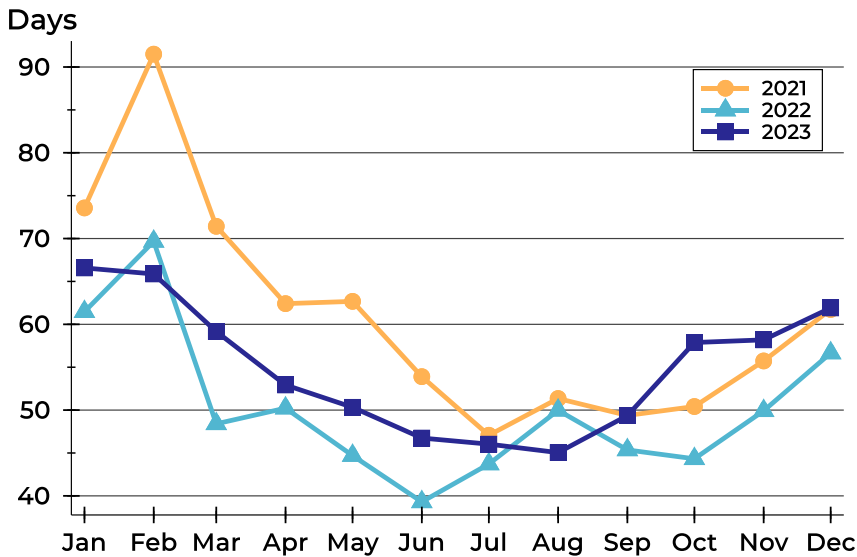


Month	2021	2022	2023
January	139,900	185,000	251,225
February	173,250	204,500	249,500
March	164,900	230,000	284,500
April	182,450	227,450	249,000
May	149,950	210,000	300,000
June	132,900	195,150	299,999
July	179,500	195,000	269,450
August	170,000	199,900	249,900
September	152,500	228,000	239,900
October	141,000	204,500	210,000
November	144,950	189,500	220,000
December	143,000	219,900	217,500



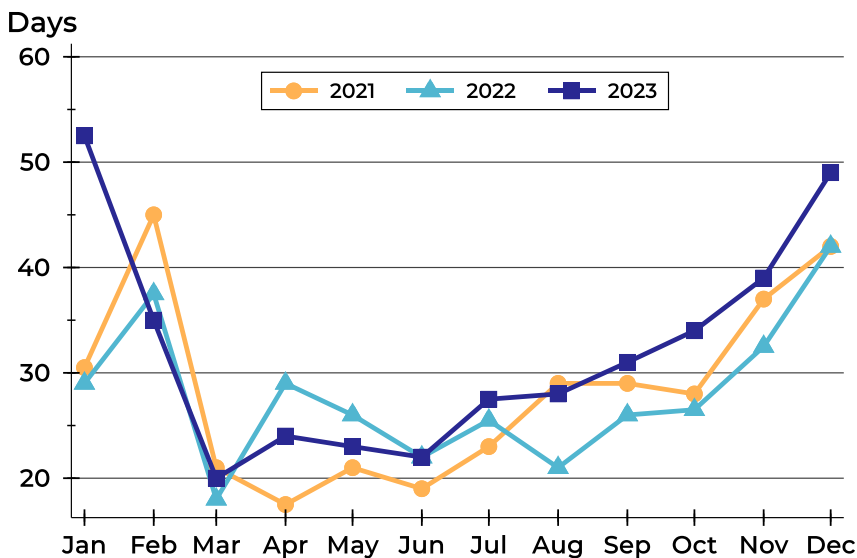
Central Region Active Listings Analysis

Average DOM



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

Median DOM

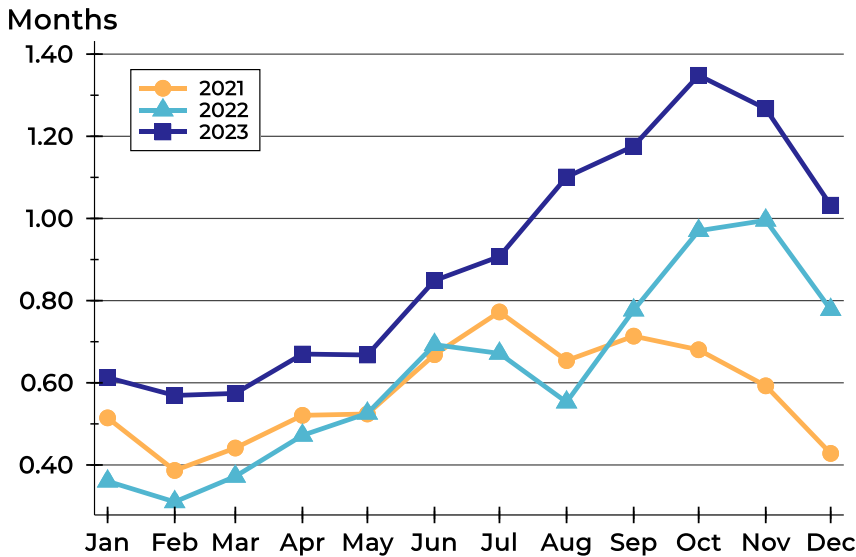


Month	2021	2022	2023
January	31	29	53
February	45	38	35
March	21	18	20
April	18	29	24
May	21	26	23
June	19	22	22
July	23	26	28
August	29	21	28
September	29	26	31
October	28	27	34
November	37	33	39
December	42	42	49



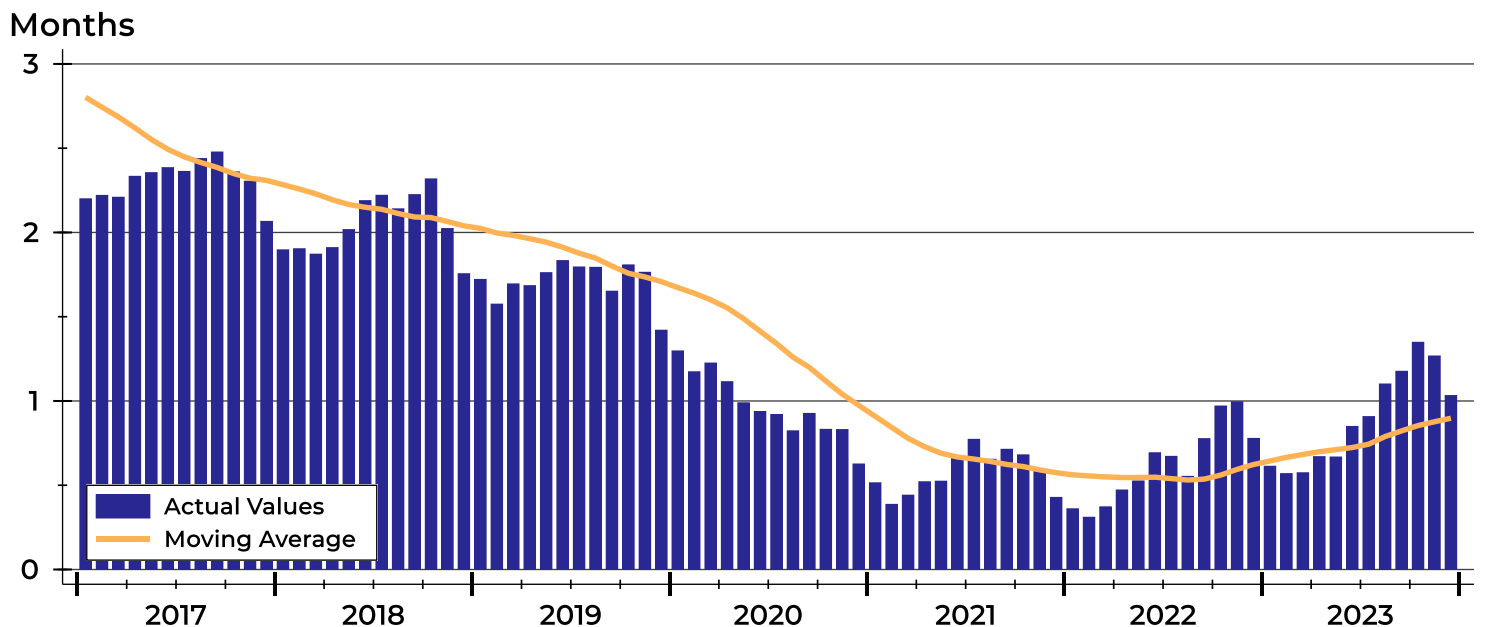
Central Region Months' Supply Analysis

Months' Supply by Month



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

History of Month's Supply





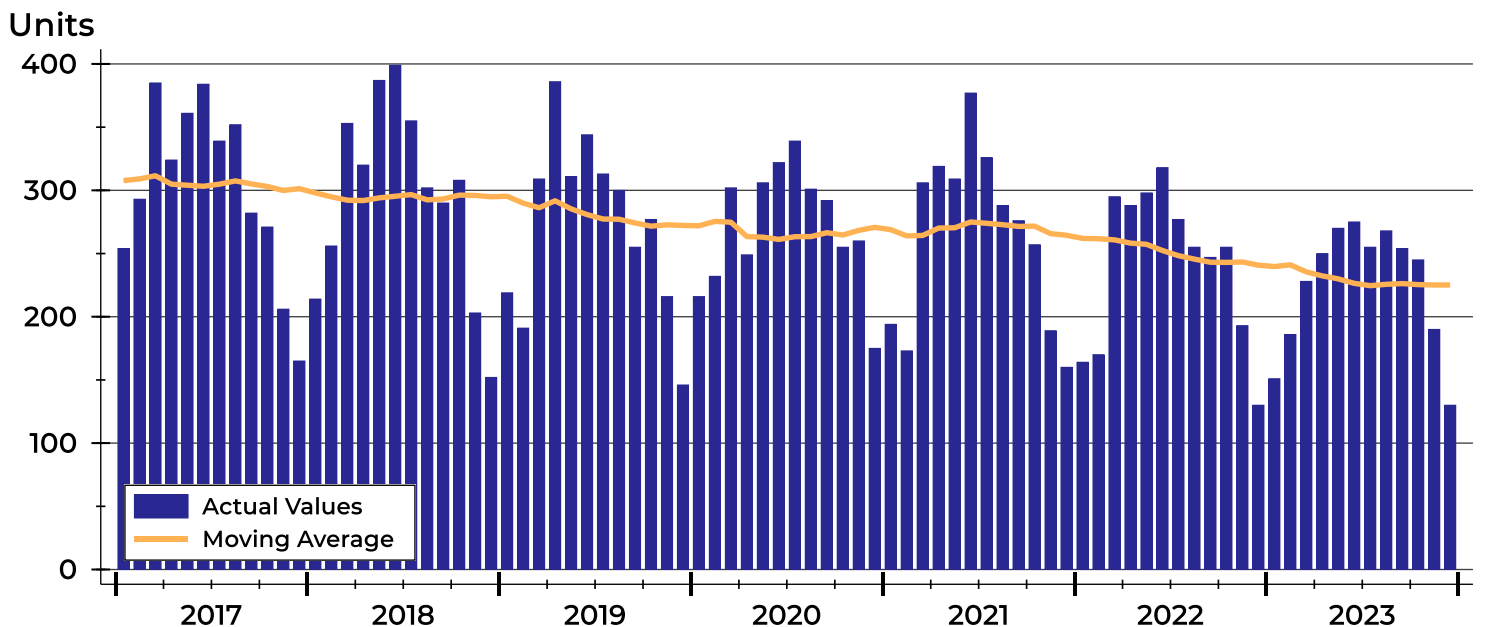
Central Region New Listings Analysis

Summary Statistics for New Listings		2023	December 2022	Change
Current Month	New Listings	130	130	0.0%
	Volume (1,000s)	26,805	24,236	10.6%
	Average List Price	206,189	186,429	10.6%
	Median List Price	181,000	168,500	7.4%
Year-to-Date	New Listings	2,702	2,890	-6.5%
	Volume (1,000s)	589,754	596,551	-1.1%
	Average List Price	218,266	206,419	5.7%
	Median List Price	185,000	170,000	8.8%

A total of 130 new listings were added in Central Region during December, the same figure as reported in 2022. Year-to-date Central Region has seen 2,702 new listings.

The median list price of these homes was \$181,000 up from \$168,500 in 2022.

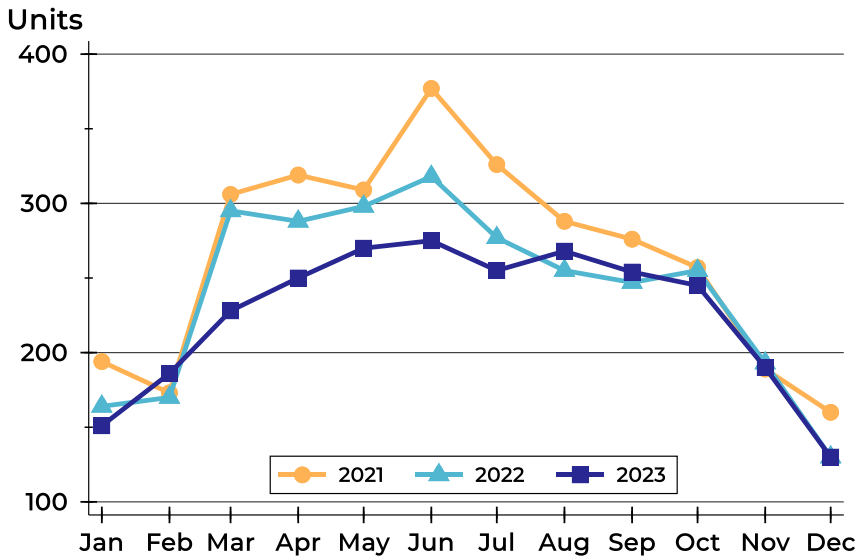
History of New Listings





Central Region New Listings Analysis

New Listings by Month



Month	2021	2022	2023
January	194	164	151
February	173	170	186
March	306	295	228
April	319	288	250
May	309	298	270
June	377	318	275
July	326	277	255
August	288	255	268
September	276	247	254
October	257	255	245
November	189	193	190
December	160	130	130

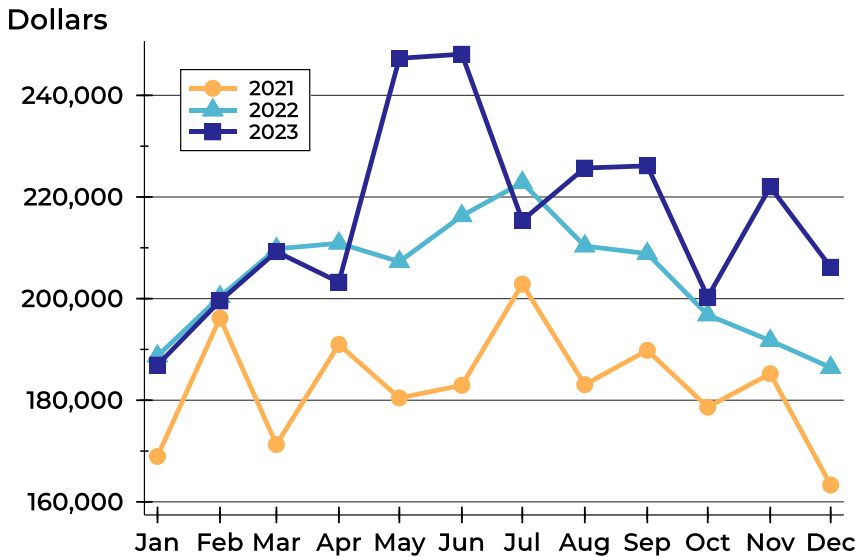
New Listings by Price Range

Price Range	New Listings		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	2	1.5%	18,250	18,250	12	12	100.0%	100.0%
\$25,000-\$49,999	7	5.4%	37,843	38,000	18	16	99.2%	100.0%
\$50,000-\$99,999	16	12.3%	77,522	73,500	11	8	101.1%	100.0%
\$100,000-\$124,999	14	10.8%	115,168	115,500	14	9	96.5%	98.5%
\$125,000-\$149,999	8	6.2%	137,356	138,475	11	9	100.2%	100.0%
\$150,000-\$174,999	14	10.8%	161,057	159,950	12	10	100.0%	100.0%
\$175,000-\$199,999	17	13.1%	188,417	185,000	13	10	99.7%	100.0%
\$200,000-\$249,999	17	13.1%	231,541	240,000	13	10	99.7%	100.0%
\$250,000-\$299,999	14	10.8%	277,946	272,450	14	12	98.1%	100.0%
\$300,000-\$399,999	11	8.5%	363,416	359,000	17	19	99.0%	100.0%
\$400,000-\$499,999	3	2.3%	420,583	416,850	18	23	100.0%	100.0%
\$500,000-\$749,999	7	5.4%	572,414	549,900	15	11	100.4%	100.0%
\$750,000-\$999,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



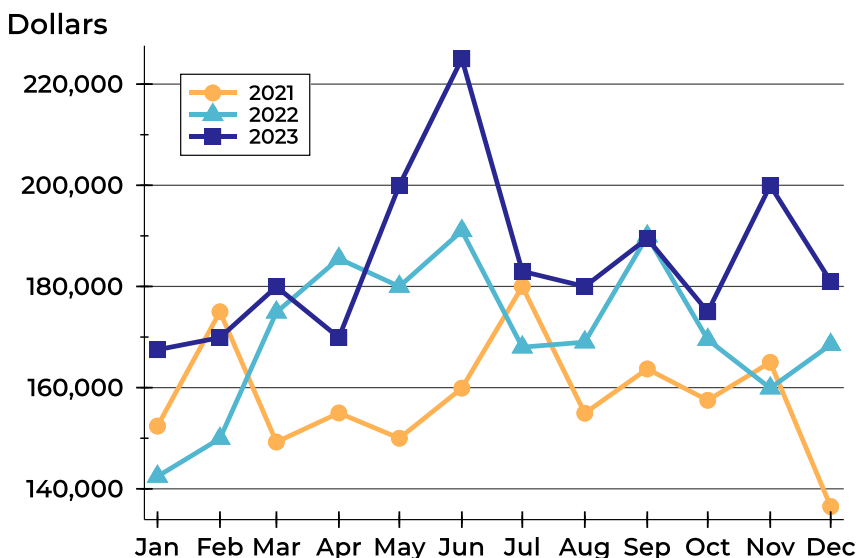
Central Region New Listings Analysis

Average Price



Month	2021	2022	2023
January	168,945	188,707	186,937
February	196,183	200,354	199,536
March	171,288	209,796	209,227
April	190,982	210,891	203,250
May	180,446	207,269	247,282
June	182,948	216,292	248,111
July	202,855	222,832	215,388
August	183,067	210,342	225,700
September	189,825	208,859	226,126
October	178,641	196,776	200,315
November	185,214	191,737	221,993
December	163,310	186,429	206,189

Median Price



Month	2021	2022	2023
January	152,400	142,450	167,500
February	175,000	149,950	169,900
March	149,250	174,900	179,950
April	155,000	185,500	169,900
May	150,000	180,000	200,000
June	159,900	191,000	225,000
July	180,000	168,000	183,000
August	154,950	169,000	180,000
September	163,700	189,950	189,500
October	157,500	169,500	175,000
November	165,000	159,900	199,950
December	136,500	168,500	181,000



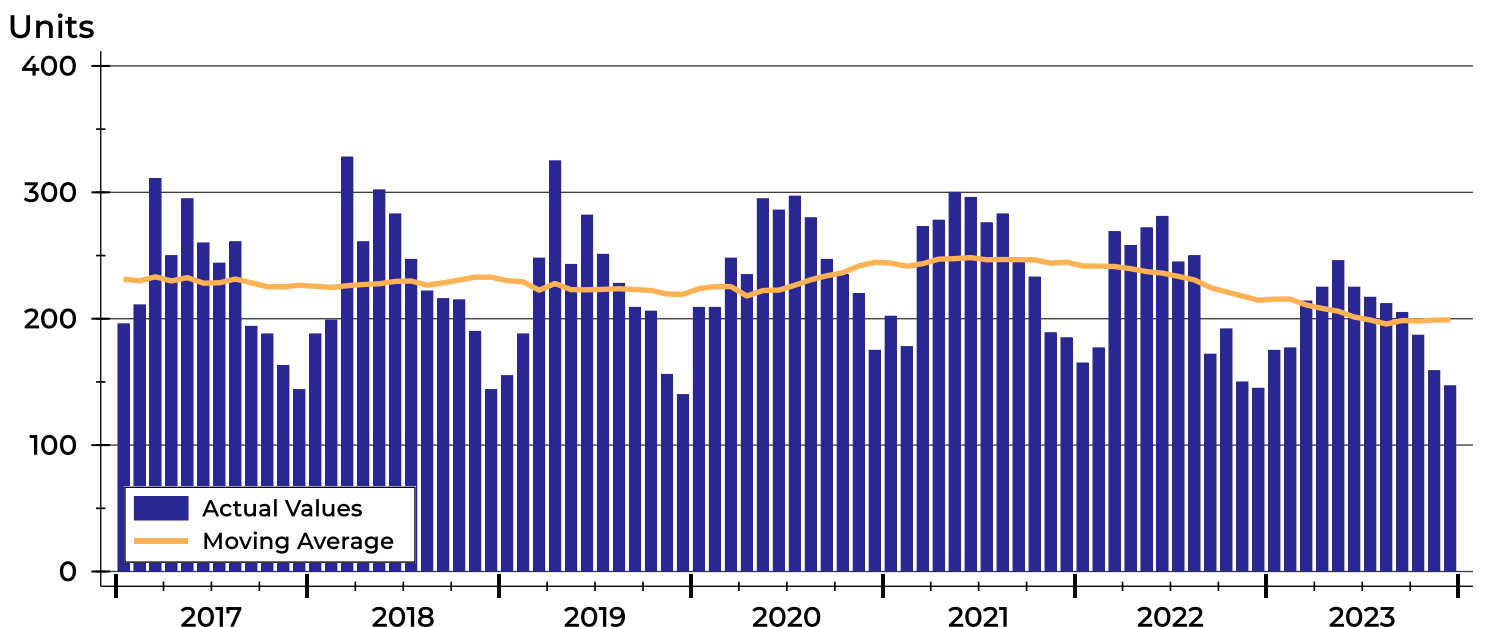
Central Region Contracts Written Analysis

Summary Statistics for Contracts Written		December			Year-to-Date		
		2023	2022	Change	2023	2022	Change
Contracts Written		147	145	1.4%	2,389	2,576	-7.3%
Volume (1,000s)		29,702	26,377	12.6%	500,712	506,256	-1.1%
Average	Sale Price	202,053	181,910	11.1%	209,591	196,528	6.6%
	Days on Market	35	27	29.6%	18	14	28.6%
	Percent of Original	95.5%	94.5%	1.1%	98.2%	99.3%	-1.1%
Median	Sale Price	175,000	150,000	16.7%	180,000	167,700	7.3%
	Days on Market	17	16	6.3%	5	3	66.7%
	Percent of Original	100.0%	97.0%	3.1%	100.0%	100.0%	0.0%

A total of 147 contracts for sale were written in Central Region during the month of December, up from 145 in 2022. The median list price of these homes was \$175,000, up from \$150,000 the prior year.

Half of the homes that went under contract in December were on the market less than 17 days, compared to 16 days in December 2022.

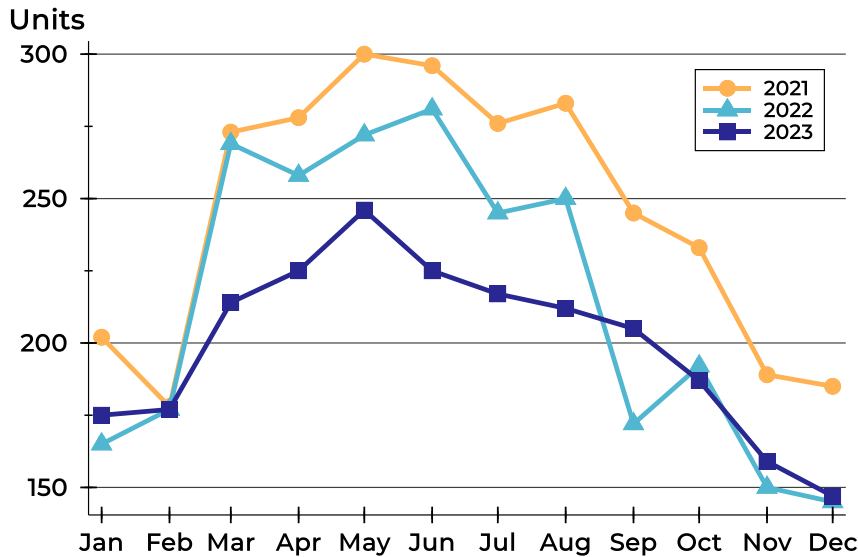
History of Contracts Written





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	217
August	283	250	212
September	245	172	205
October	233	192	187
November	189	150	159
December	185	145	147

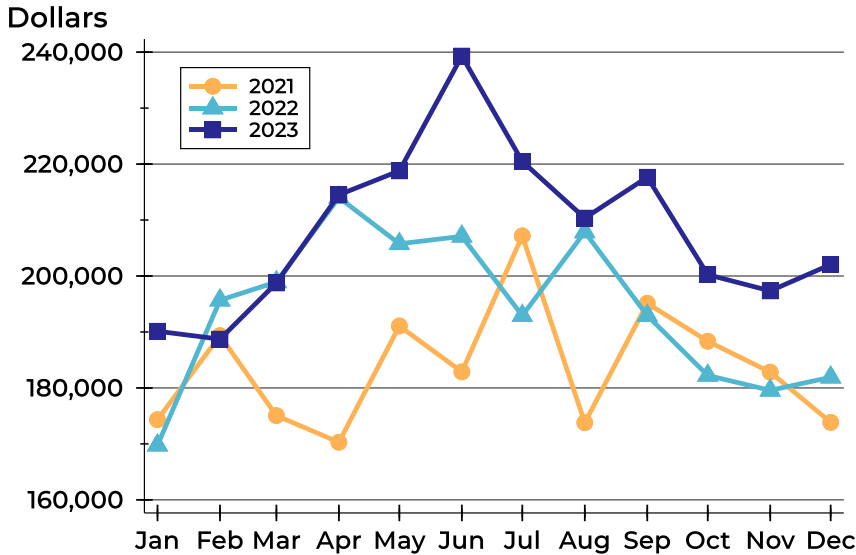
Contracts Written by Price Range

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	0.7%	16,500	16,500	0	0	100.0%	100.0%
\$25,000-\$49,999	11	7.5%	40,082	42,000	48	15	89.5%	100.0%
\$50,000-\$99,999	20	13.6%	78,038	76,000	33	12	95.4%	100.0%
\$100,000-\$124,999	12	8.2%	114,204	113,500	24	9	93.6%	96.3%
\$125,000-\$149,999	12	8.2%	141,673	142,475	41	21	95.4%	98.4%
\$150,000-\$174,999	16	10.9%	161,075	160,000	19	13	97.2%	100.0%
\$175,000-\$199,999	15	10.2%	186,277	185,000	36	17	96.7%	100.0%
\$200,000-\$249,999	24	16.3%	230,329	234,950	32	29	96.4%	99.5%
\$250,000-\$299,999	14	9.5%	275,489	272,500	32	18	96.7%	100.0%
\$300,000-\$399,999	12	8.2%	341,892	347,000	45	32	96.2%	96.8%
\$400,000-\$499,999	2	1.4%	435,450	435,450	20	20	100.0%	100.0%
\$500,000-\$749,999	8	5.4%	610,425	597,000	61	43	94.4%	94.0%
\$750,000-\$999,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



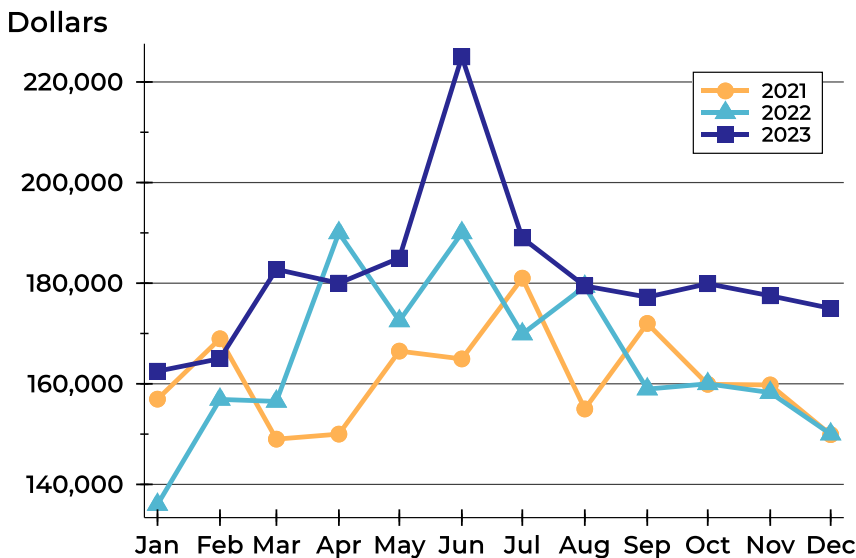
Central Region Contracts Written Analysis

Average Price



Month	2021	2022	2023
January	174,336	169,765	190,130
February	189,360	195,674	188,721
March	175,063	198,943	198,761
April	170,296	214,021	214,501
May	191,077	205,760	218,786
June	182,875	207,092	239,304
July	207,173	192,922	220,486
August	173,790	207,866	210,348
September	195,130	192,925	217,649
October	188,340	182,235	200,244
November	182,831	179,574	197,340
December	173,857	181,910	202,053

Median Price

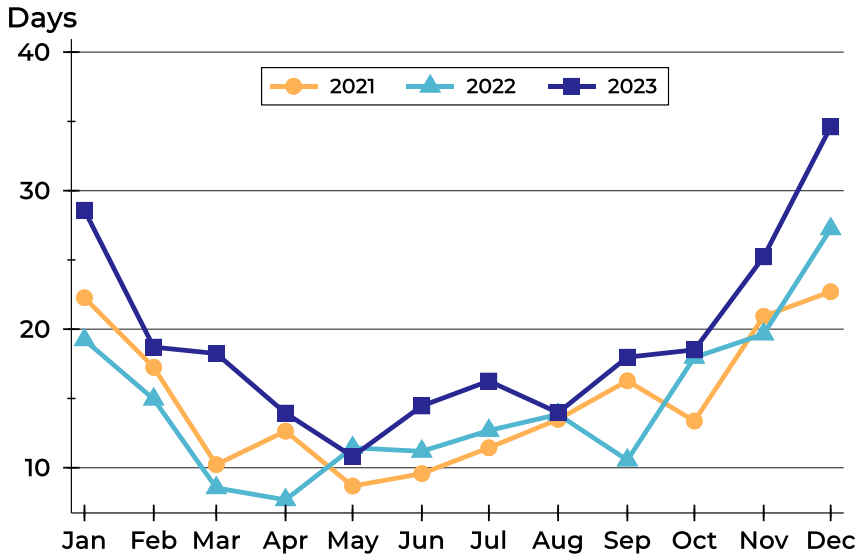


Month	2021	2022	2023
January	156,950	136,000	162,500
February	168,950	156,900	165,000
March	149,000	156,500	182,750
April	150,000	190,000	180,000
May	166,500	172,500	185,000
June	164,950	190,000	225,000
July	181,000	169,900	189,000
August	155,000	179,350	179,450
September	172,000	158,950	177,240
October	159,900	160,000	179,900
November	159,777	158,250	177,500
December	149,900	150,000	175,000



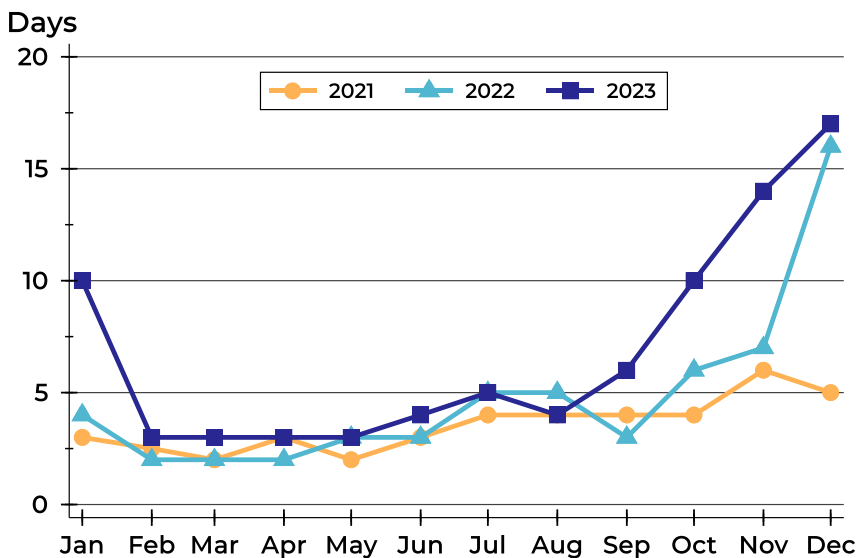
Central Region Contracts Written Analysis

Average DOM



Month	2021	2022	2023
January	22	19	29
February	17	15	19
March	10	9	18
April	13	8	14
May	9	11	11
June	10	11	14
July	11	13	16
August	13	14	14
September	16	11	18
October	13	18	19
November	21	20	25
December	23	27	35

Median DOM



Month	2021	2022	2023
January	3	4	10
February	3	2	3
March	2	2	3
April	3	2	3
May	2	3	3
June	3	3	4
July	4	5	5
August	4	5	4
September	4	3	6
October	4	6	10
November	6	7	14
December	5	16	17



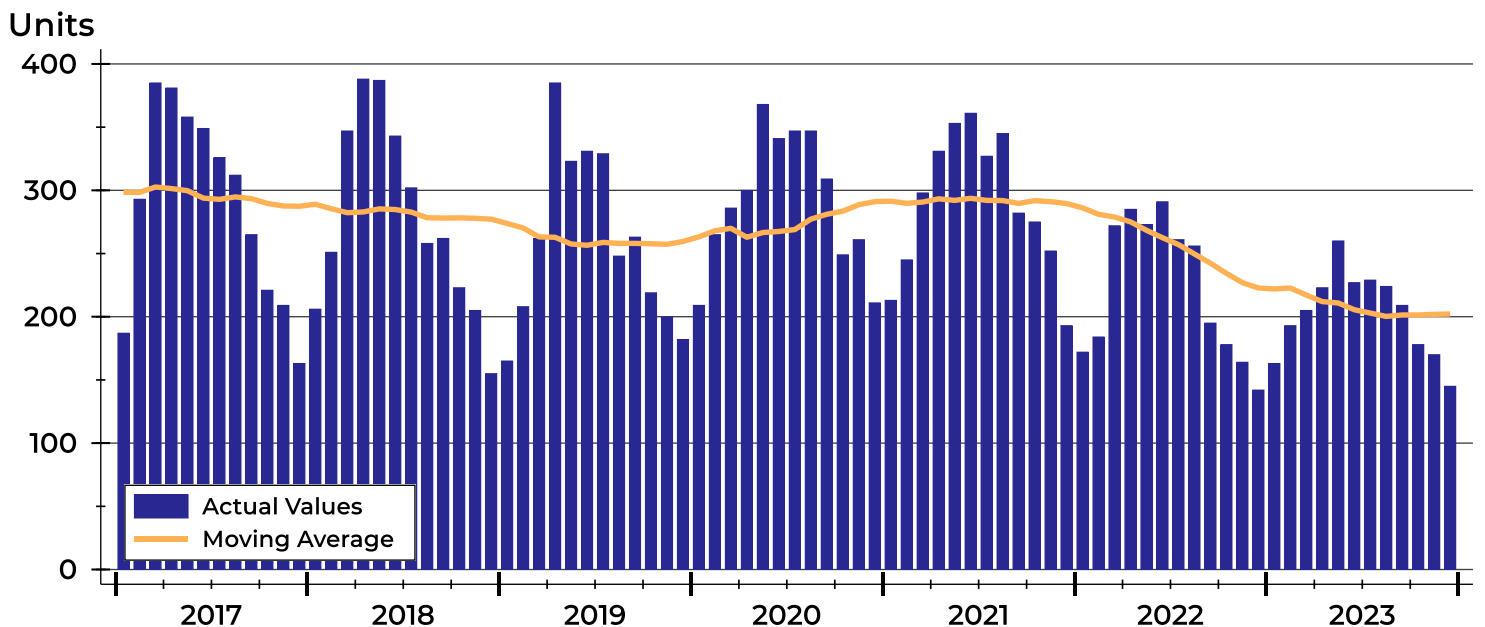
Central Region Pending Contracts Analysis

Summary Statistics for Pending Contracts		End of December		
		2023	2022	Change
Pending Contracts		145	142	2.1%
Volume (1,000s)		31,554	28,001	12.7%
Average	List Price	217,617	197,188	10.4%
	Days on Market	29	30	-3.3%
	Percent of Original	98.1%	97.7%	0.4%
Median	List Price	182,500	168,250	8.5%
	Days on Market	15	13	15.4%
	Percent of Original	100.0%	100.0%	0.0%

A total of 145 listings in Central Region had contracts pending at the end of December, up from 142 contracts pending at the end of December 2022.

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

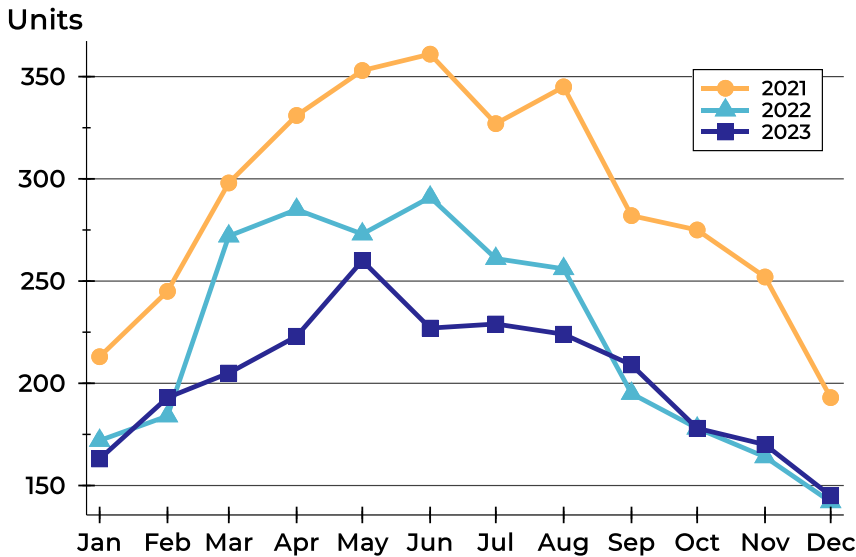
History of Pending Contracts





Central Region Pending Contracts Analysis

Pending Contracts by Month



Month	2021	2022	2023
January	213	172	163
February	245	184	193
March	298	272	205
April	331	285	223
May	353	273	260
June	361	291	227
July	327	261	229
August	345	256	224
September	282	195	209
October	275	178	178
November	252	164	170
December	193	142	145

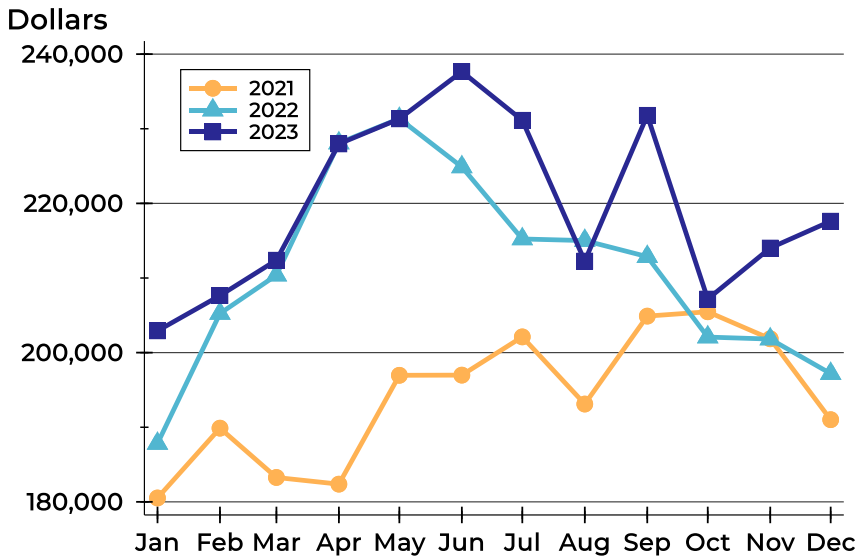
Pending Contracts by Price Range

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	0.7%	16,500	16,500	0	0	100.0%	100.0%
\$25,000-\$49,999	6	4.1%	42,000	48,500	16	15	100.0%	100.0%
\$50,000-\$99,999	18	12.4%	81,231	80,500	32	13	94.5%	100.0%
\$100,000-\$124,999	12	8.3%	114,696	113,500	26	10	96.5%	100.0%
\$125,000-\$149,999	10	6.9%	143,410	148,950	30	22	98.0%	100.0%
\$150,000-\$174,999	18	12.4%	162,094	161,000	17	10	106.2%	100.0%
\$175,000-\$199,999	18	12.4%	186,453	185,000	30	11	96.9%	100.0%
\$200,000-\$249,999	19	13.1%	231,921	234,900	28	22	98.2%	100.0%
\$250,000-\$299,999	15	10.3%	276,457	274,900	31	18	96.4%	100.0%
\$300,000-\$399,999	16	11.0%	341,806	346,000	35	25	97.9%	100.0%
\$400,000-\$499,999	4	2.8%	458,450	452,900	14	9	100.0%	100.0%
\$500,000-\$749,999	8	5.5%	610,425	597,000	61	43	94.0%	94.0%
\$750,000-\$999,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



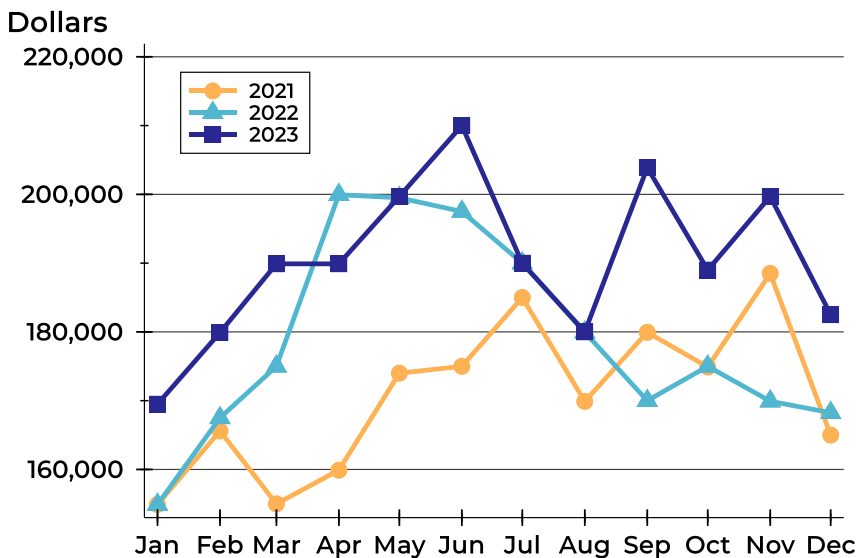
Central Region Pending Contracts Analysis

Average Price



Month	2021	2022	2023
January	180,524	187,823	202,917
February	189,879	205,248	207,644
March	183,270	210,381	212,388
April	182,378	228,082	227,967
May	196,965	231,360	231,327
June	196,985	224,885	237,662
July	202,110	215,233	231,141
August	193,109	215,015	212,271
September	204,896	212,865	231,804
October	205,475	202,086	207,183
November	201,857	201,817	214,019
December	191,013	197,188	217,617

Median Price

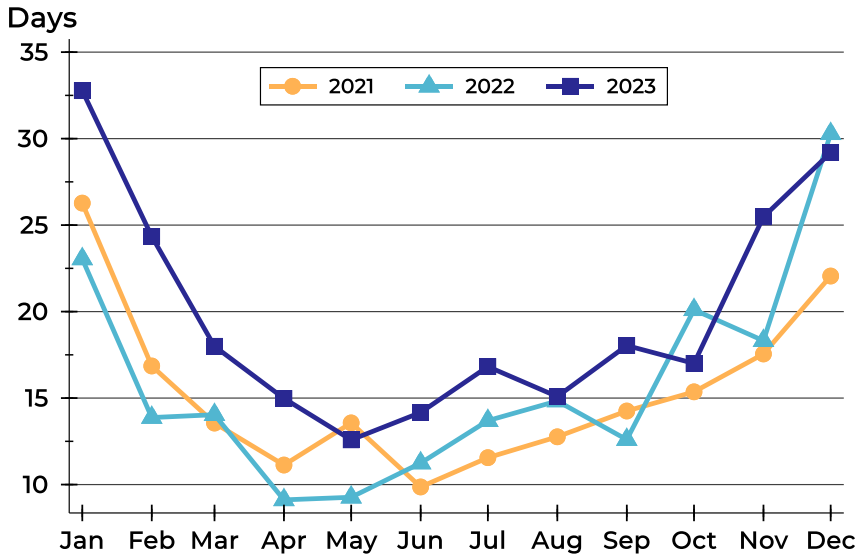


Month	2021	2022	2023
January	154,900	154,900	169,500
February	165,600	167,500	179,900
March	155,000	174,999	189,900
April	159,900	199,950	189,900
May	174,000	199,500	199,700
June	175,000	197,500	210,000
July	185,000	190,000	190,000
August	169,900	179,950	180,000
September	179,950	170,000	203,889
October	174,900	175,000	189,000
November	188,500	169,925	199,700
December	165,000	168,250	182,500



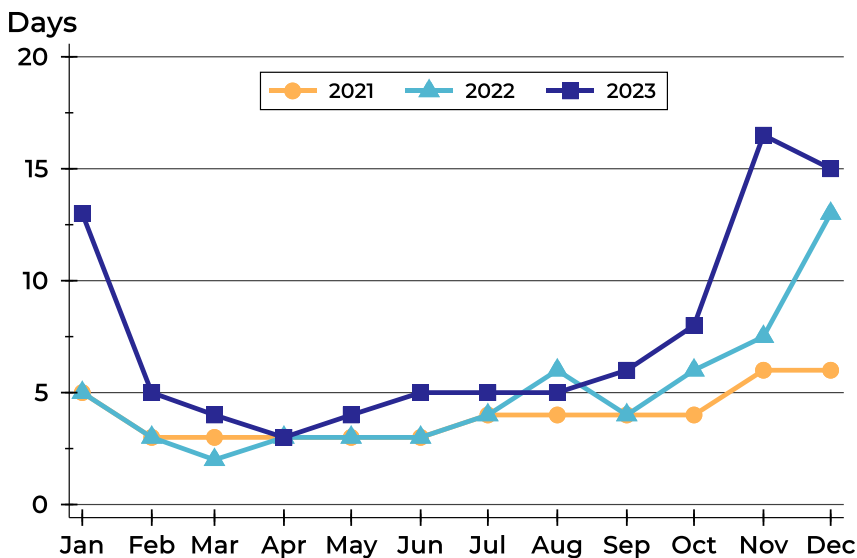
Central Region Pending Contracts Analysis

Average DOM



Month	2021	2022	2023
January	26	23	33
February	17	14	24
March	14	14	18
April	11	9	15
May	14	9	13
June	10	11	14
July	12	14	17
August	13	15	15
September	14	13	18
October	15	20	17
November	18	18	25
December	22	30	29

Median DOM



Month	2021	2022	2023
January	5	5	13
February	3	3	5
March	3	2	4
April	3	3	3
May	3	3	4
June	3	3	5
July	4	4	5
August	4	6	5
September	4	4	6
October	4	6	8
November	6	8	17
December	6	13	15



North Region Housing Report



Market Overview

North Region Home Sales Fell in December

Total home sales in North Region fell last month to 14 units, compared to 22 units in December 2022. Total sales volume was \$2.8 million, down from a year earlier.

The median sale price in December was \$163,450, down from \$250,000 a year earlier. Homes that sold in December were typically on the market for 19 days and sold for 97.8% of their list prices.

North Region Active Listings Up at End of December

The total number of active listings in North Region at the end of December was 50 units, up from 32 at the same point in 2022. This represents a 2.1 months' supply of homes available for sale. The median list price of homes on the market at the end of December was \$192,500.

During December, a total of 11 contracts were written down from 17 in December 2022. At the end of the month, there were 13 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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North Region Summary Statistics

December MLS Statistics Three-year History		Current Month			Year-to-Date		
		2023	2022	2021	2023	2022	2021
Home Sales Change from prior year	14 -36.4%	22 -37.1%	35 29.6%	281 -21.5%	358 -1.1%	362 8.4%	
Active Listings Change from prior year	50 56.3%	32 18.5%	27 -34.1%	N/A	N/A	N/A	
Months' Supply Change from prior year	2.1 90.9%	1.1 22.2%	0.9 -40.0%	N/A	N/A	N/A	
New Listings Change from prior year	22 69.2%	13 -38.1%	21 -22.2%	340 -12.1%	387 -3.7%	402 1.0%	
Contracts Written Change from prior year	11 -35.3%	17 -41.4%	29 31.8%	273 -21.1%	346 -5.7%	367 6.1%	
Pending Contracts Change from prior year	13 -40.9%	22 -24.1%	29 26.1%	N/A	N/A	N/A	
Sales Volume (1,000s) Change from prior year	2,810 -53.5%	6,040 -11.5%	6,824 29.3%	61,898 -20.0%	77,391 18.2%	65,468 20.4%	
Average	Sale Price Change from prior year	200,707 -26.9%	274,560 40.8%	194,972 -0.2%	220,279 1.9%	216,176 19.5%	180,851 11.1%
	List Price of Actives Change from prior year	251,898 4.4%	241,200 -3.1%	248,989 56.8%	N/A	N/A	N/A
	Days on Market Change from prior year	29 -25.6%	39 14.7%	34 -5.6%	30 36.4%	22 -15.4%	26 -33.3%
	Percent of List Change from prior year	94.2% -3.1%	97.2% -0.3%	97.5% 1.5%	97.8% -1.1%	98.9% -0.2%	99.1% 2.2%
	Percent of Original Change from prior year	88.8% -4.8%	93.3% -3.1%	96.3% 1.5%	94.9% -2.7%	97.5% 0.0%	97.5% 2.4%
Median	Sale Price Change from prior year	163,450 -34.6%	250,000 42.0%	176,000 17.3%	194,500 1.4%	191,750 13.4%	169,135 16.8%
	List Price of Actives Change from prior year	192,500 11.6%	172,450 -21.6%	219,900 51.7%	N/A	N/A	N/A
	Days on Market Change from prior year	19 -5.0%	20 233.3%	6 -25.0%	9 28.6%	7 16.7%	6 -60.0%
	Percent of List Change from prior year	97.8% 0.2%	97.6% -2.4%	100.0% 2.8%	100.0% 0.0%	100.0% 0.0%	100.0% 1.4%
	Percent of Original Change from prior year	93.2% -4.0%	97.1% -2.9%	100.0% 4.0%	98.2% -1.8%	100.0% 0.0%	100.0% 3.1%

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



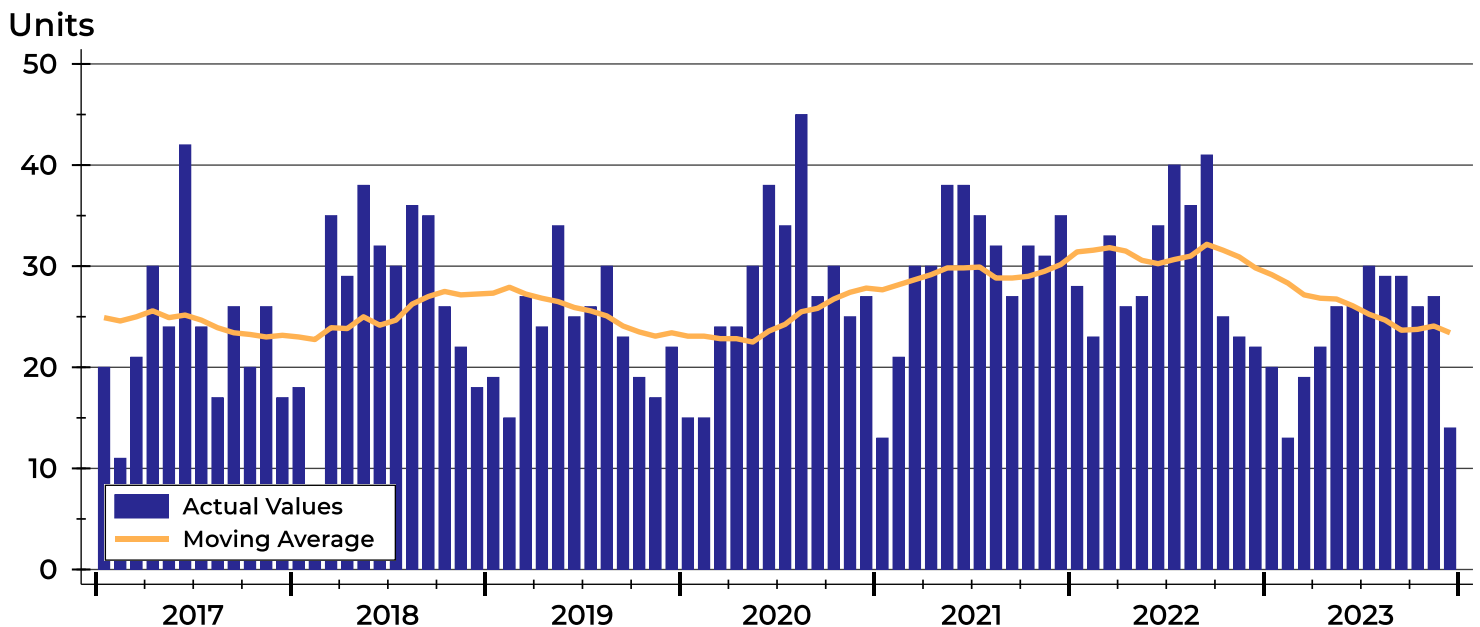
North Region Closed Listings Analysis

Summary Statistics for Closed Listings		December			Year-to-Date		
		2023	2022	Change	2023	2022	Change
Closed Listings		14	22	-36.4%	281	358	-21.5%
Volume (1,000s)		2,810	6,040	-53.5%	61,898	77,391	-20.0%
Months' Supply		2.1	1.1	90.9%	N/A	N/A	N/A
Average	Sale Price	200,707	274,560	-26.9%	220,279	216,176	1.9%
	Days on Market	29	39	-25.6%	30	22	36.4%
	Percent of List	94.2%	97.2%	-3.1%	97.8%	98.9%	-1.1%
	Percent of Original	88.8%	93.3%	-4.8%	94.9%	97.5%	-2.7%
Median	Sale Price	163,450	250,000	-34.6%	194,500	191,750	1.4%
	Days on Market	19	20	-5.0%	9	7	28.6%
	Percent of List	97.8%	97.6%	0.2%	100.0%	100.0%	0.0%
	Percent of Original	93.2%	97.1%	-4.0%	98.2%	100.0%	-1.8%

A total of 14 homes sold in North Region in December, down from 22 units in December 2022. Total sales volume fell to \$2.8 million compared to \$6.0 million in the previous year.

The median sales price in December was \$163,450, down 34.6% compared to the prior year. Median days on market was 19 days, up from 8 days in November, but down from 20 in December 2022.

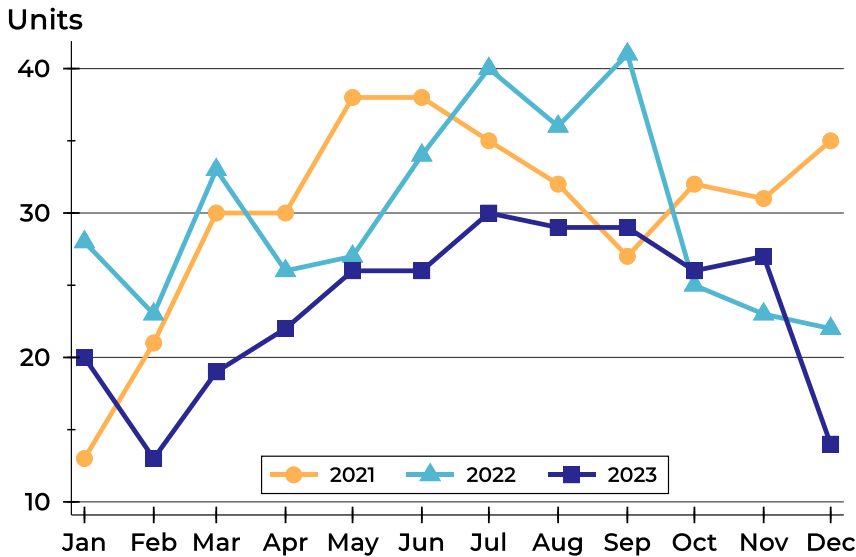
History of Closed Listings





North Region Closed Listings Analysis

Closed Listings by Month



Month	2021	2022	2023
January	13	28	20
February	21	23	13
March	30	33	19
April	30	26	22
May	38	27	26
June	38	34	26
July	35	40	30
August	32	36	29
September	27	41	29
October	32	25	26
November	31	23	27
December	35	22	14

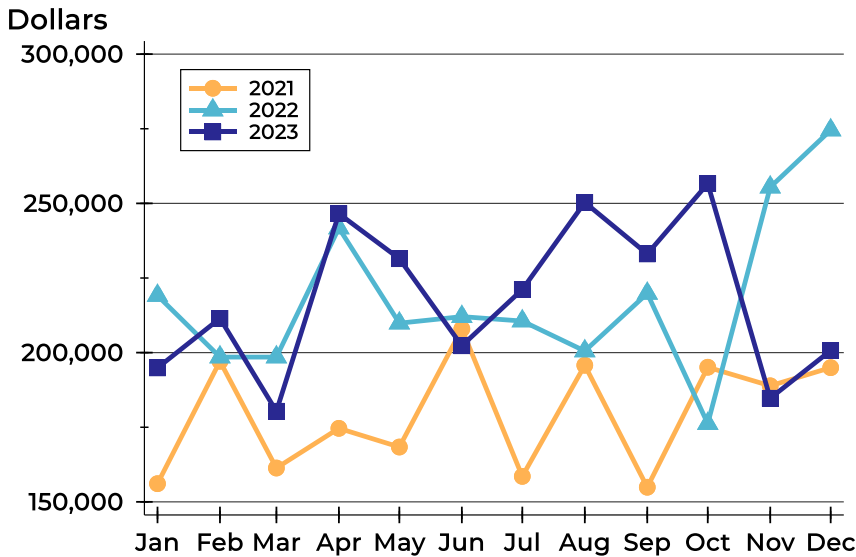
Closed Listings by Price Range

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	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$50,000-\$99,999	2	14.3%	2.1	76,000	76,000	66	66	85.8%	85.8%	67.3%	67.3%
\$100,000-\$124,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$125,000-\$149,999	3	21.4%	4.6	139,667	140,000	13	4	94.5%	93.4%	91.1%	90.6%
\$150,000-\$174,999	3	21.4%	1.2	161,967	162,900	41	46	97.3%	98.8%	91.3%	93.1%
\$175,000-\$199,999	0	0.0%	0.9	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$200,000-\$249,999	3	21.4%	2.0	217,667	215,000	25	23	91.5%	98.2%	90.1%	93.9%
\$250,000-\$299,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$300,000-\$399,999	3	21.4%	1.8	366,667	365,000	11	15	99.1%	100.0%	96.9%	97.4%
\$400,000-\$499,999	0	0.0%	5.5	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$500,000-\$749,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$750,000-\$999,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A



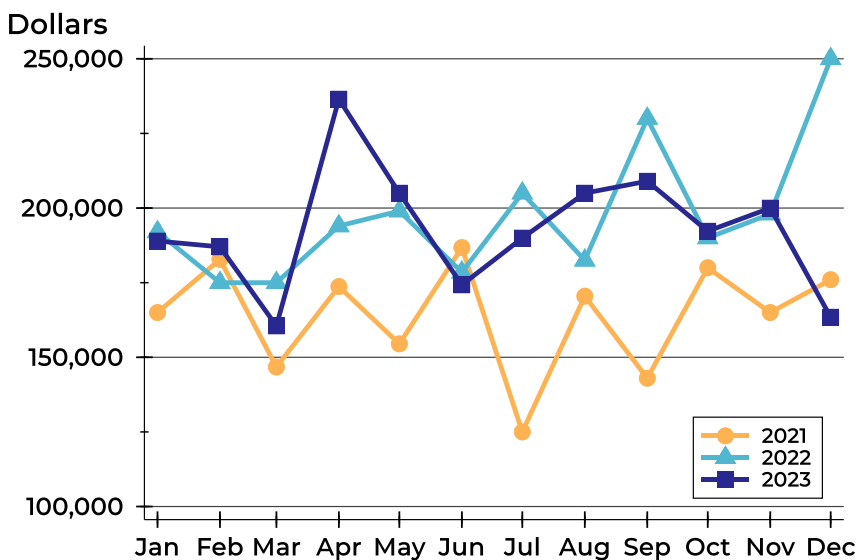
North Region Closed Listings Analysis

Average Price



Month	2021	2022	2023
January	156,100	219,124	194,885
February	197,105	198,508	211,479
March	161,336	198,514	180,366
April	174,644	241,746	246,559
May	168,376	209,869	231,473
June	207,953	212,059	202,304
July	158,553	210,585	221,141
August	195,771	200,542	250,331
September	154,904	219,840	233,062
October	195,111	176,224	256,621
November	188,887	255,428	184,714
December	194,972	274,560	200,707

Median Price

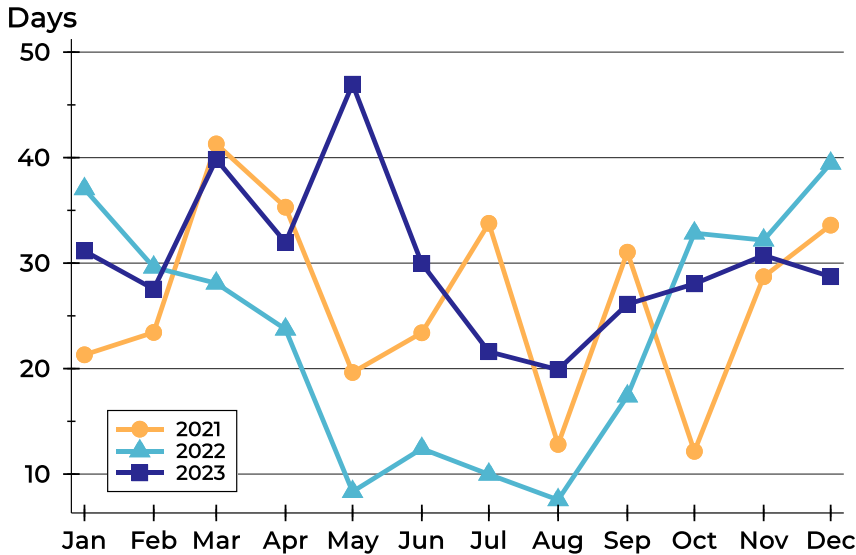


Month	2021	2022	2023
January	165,000	192,000	188,950
February	182,800	175,000	187,000
March	146,750	175,000	160,500
April	173,700	194,000	236,500
May	154,500	199,000	205,000
June	186,750	178,500	174,250
July	125,000	205,000	189,950
August	170,500	182,500	205,000
September	143,000	230,000	209,000
October	180,000	190,000	192,250
November	165,000	198,000	200,000
December	176,000	250,000	163,450



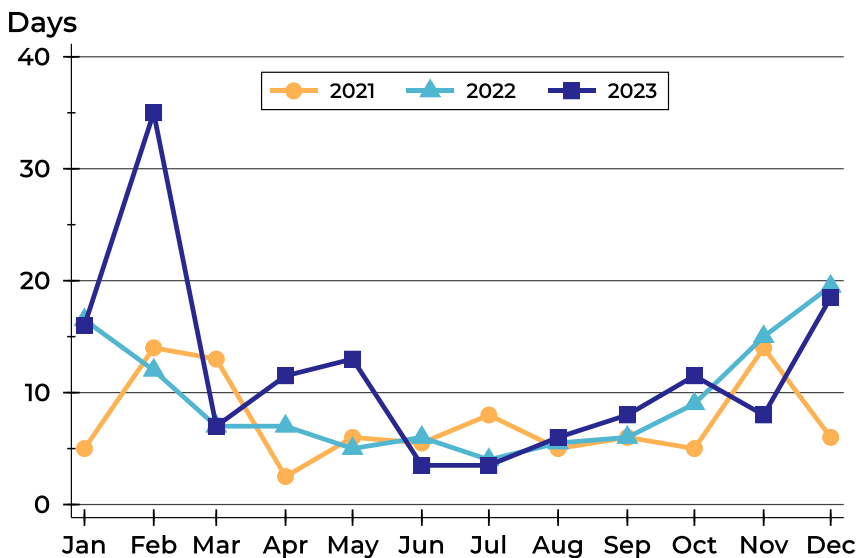
North Region Closed Listings Analysis

Average DOM



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

Median DOM



Month	2021	2022	2023
January	5	17	16
February	14	12	35
March	13	7	7
April	3	7	12
May	6	5	13
June	6	6	4
July	8	4	4
August	5	6	6
September	6	6	8
October	5	9	12
November	14	15	8
December	6	20	19



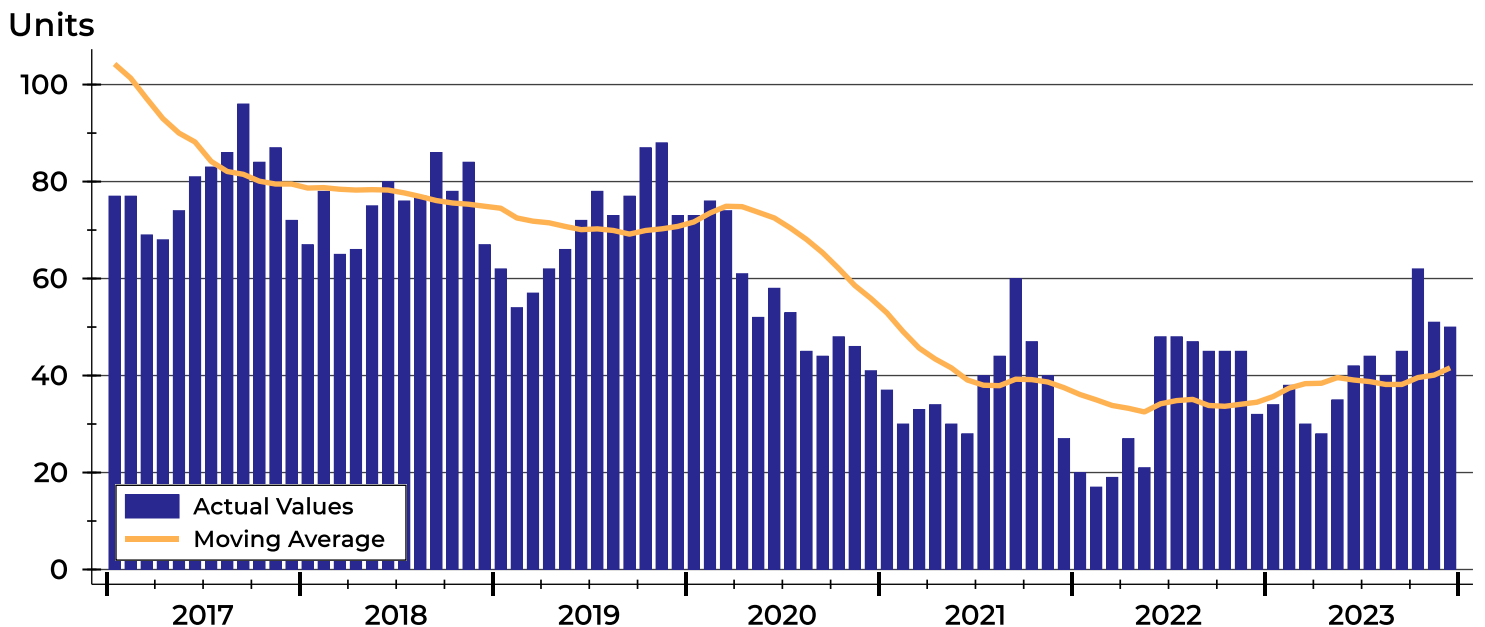
North Region Active Listings Analysis

Summary Statistics for Active Listings		2023	2022	Change
Active Listings		50	32	56.3%
Volume (1,000s)		12,595	7,718	63.2%
Months' Supply		2.1	1.1	90.9%
Average	List Price	251,898	241,200	4.4%
	Days on Market	73	90	-18.9%
	Percent of Original	96.8%	94.7%	2.2%
Median	List Price	192,500	172,450	11.6%
	Days on Market	69	65	6.2%
	Percent of Original	100.0%	100.0%	0.0%

A total of 50 homes were available for sale in North Region at the end of December. This represents a 2.1 months' supply of active listings.

The median list price of homes on the market at the end of December was \$192,500, up 11.6% from 2022. The typical time on market for active listings was 69 days, up from 65 days a year earlier.

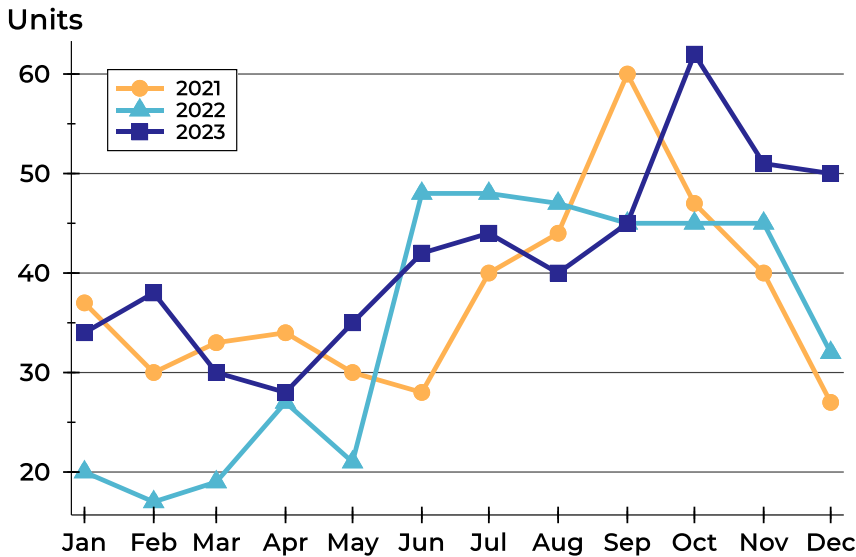
History of Active Listings





North Region Active Listings Analysis

Active Listings by Month



Month	2021	2022	2023
January	37	20	34
February	30	17	38
March	33	19	30
April	34	27	28
May	30	21	35
June	28	48	42
July	40	48	44
August	44	47	40
September	60	45	45
October	47	45	62
November	40	45	51
December	27	32	50

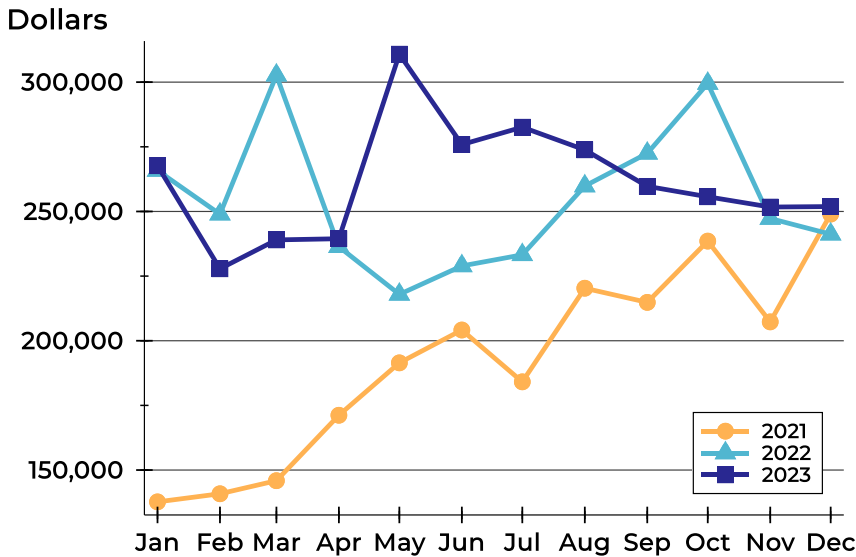
Active Listings by Price Range

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	3	6.0%	N/A	34,833	30,000	90	26	94.8%	100.0%
\$50,000-\$99,999	6	12.0%	2.1	79,500	85,000	79	96	90.0%	95.5%
\$100,000-\$124,999	1	2.0%	N/A	110,000	110,000	84	84	100.0%	100.0%
\$125,000-\$149,999	10	20.0%	4.6	137,870	139,700	68	56	96.9%	100.0%
\$150,000-\$174,999	3	6.0%	1.2	162,667	164,000	56	67	103.3%	100.0%
\$175,000-\$199,999	2	4.0%	0.9	181,000	181,000	45	45	97.9%	97.9%
\$200,000-\$249,999	7	14.0%	2.0	228,541	229,900	63	64	98.2%	98.2%
\$250,000-\$299,999	4	8.0%	N/A	269,475	269,000	56	70	99.1%	100.0%
\$300,000-\$399,999	5	10.0%	1.8	350,200	339,000	49	25	99.7%	100.0%
\$400,000-\$499,999	5	10.0%	5.5	449,600	449,000	95	87	93.0%	100.0%
\$500,000-\$749,999	2	4.0%	N/A	699,000	699,000	119	119	96.6%	96.6%
\$750,000-\$999,999	2	4.0%	N/A	800,000	800,000	123	123	100.0%	100.0%
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A



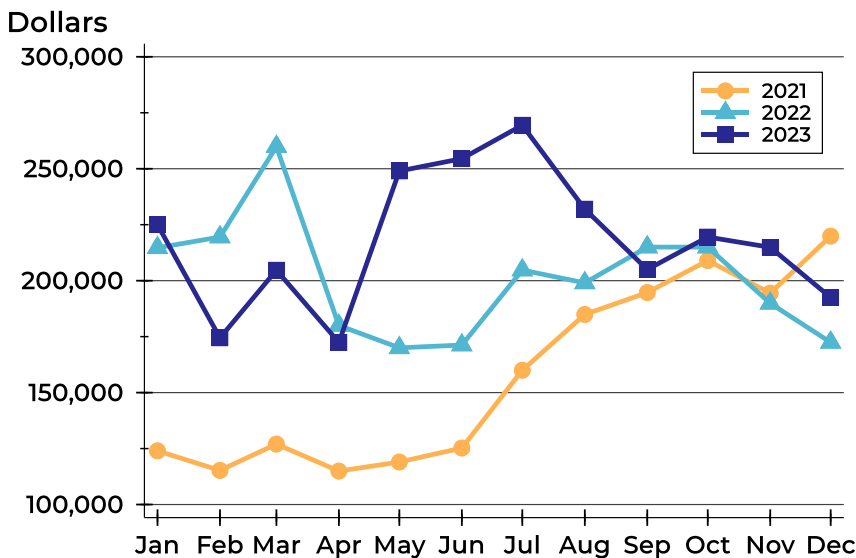
North Region Active Listings Analysis

Average Price



Month	2021	2022	2023
January	137,698	265,863	267,685
February	140,834	248,941	227,835
March	145,894	302,679	239,003
April	171,199	236,378	239,464
May	191,455	217,943	310,831
June	204,160	228,946	275,879
July	184,122	233,242	282,590
August	220,323	259,832	273,833
September	214,848	272,488	259,720
October	238,537	299,486	255,678
November	207,303	247,280	251,704
December	248,989	241,200	251,898

Median Price

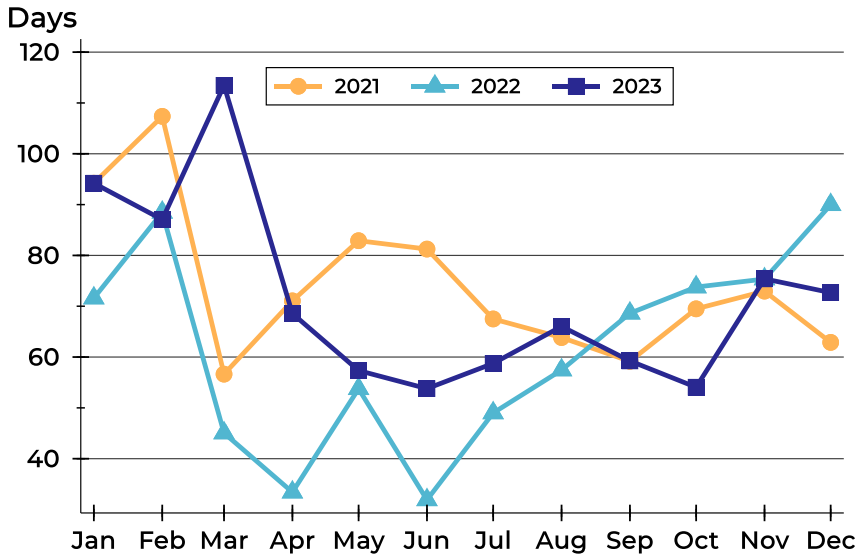


Month	2021	2022	2023
January	124,000	214,700	225,000
February	115,250	219,500	174,450
March	127,000	259,900	204,700
April	114,950	180,000	172,450
May	119,000	170,000	249,000
June	125,250	171,250	254,500
July	160,000	204,750	269,450
August	184,900	199,000	231,975
September	194,700	215,000	205,000
October	209,000	215,000	219,500
November	194,450	189,900	214,900
December	219,900	172,450	192,500



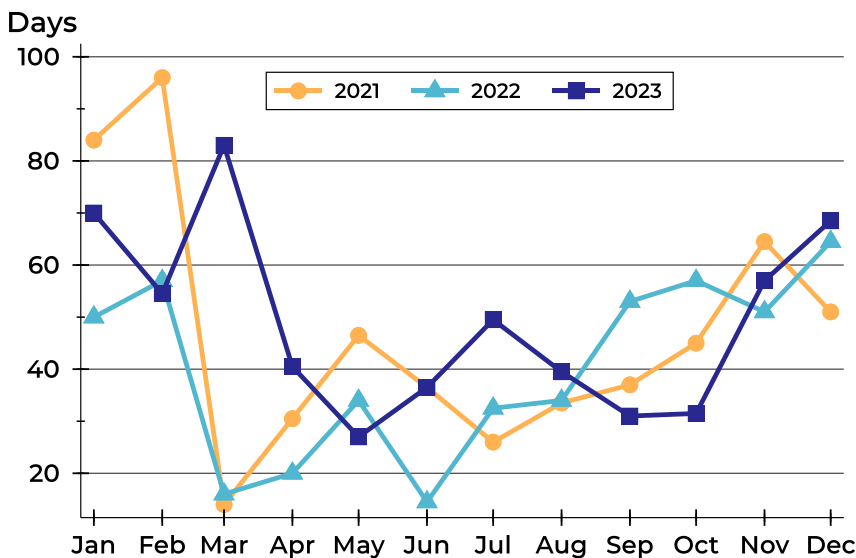
North Region Active Listings Analysis

Average DOM



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

Median DOM



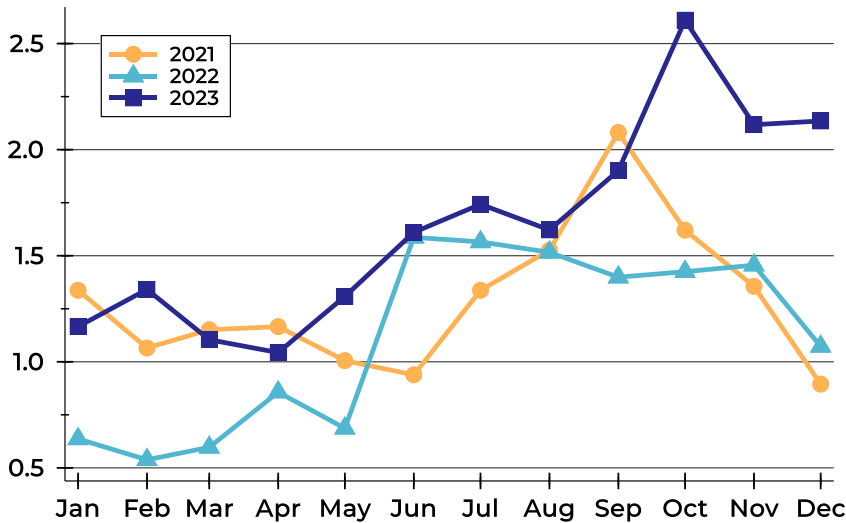
Month	2021	2022	2023
January	84	50	70
February	96	57	55
March	14	16	83
April	31	20	41
May	47	34	27
June	37	15	37
July	26	33	50
August	34	34	40
September	37	53	31
October	45	57	32
November	65	51	57
December	51	65	69



North Region Months' Supply Analysis

Months' Supply by Month

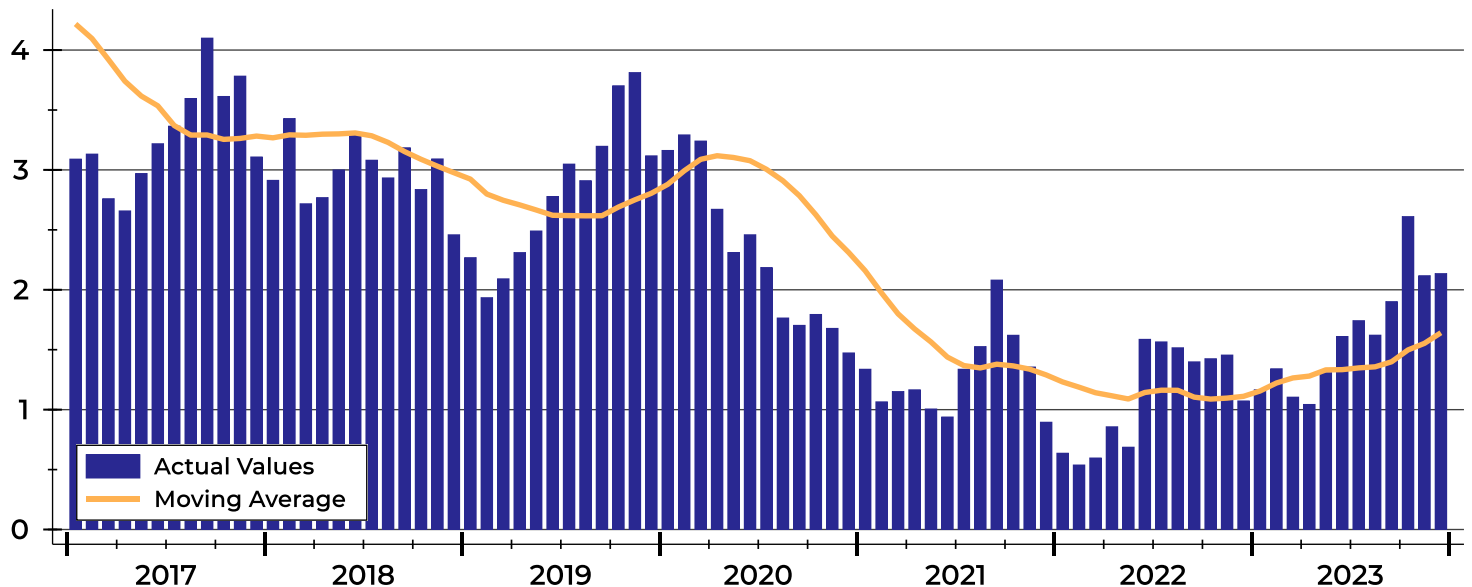
Months



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

History of Month's Supply

Months





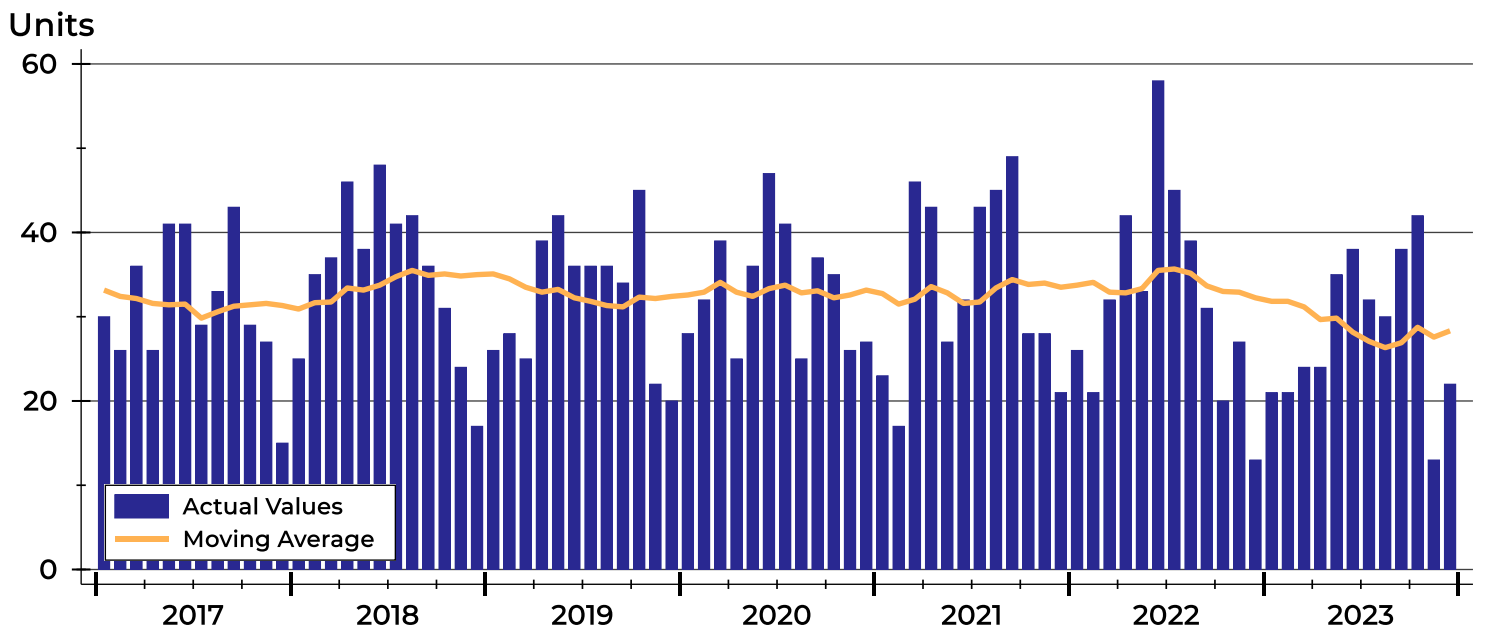
North Region New Listings Analysis

Summary Statistics for New Listings		2023	December 2022	Change
Current Month	New Listings	22	13	69.2%
	Volume (1,000s)	4,974	3,306	50.5%
	Average List Price	226,093	254,323	-11.1%
	Median List Price	209,950	256,500	-18.1%
Year-to-Date	New Listings	340	387	-12.1%
	Volume (1,000s)	80,057	85,635	-6.5%
	Average List Price	235,463	221,280	6.4%
	Median List Price	209,500	194,000	8.0%

A total of 22 new listings were added in North Region during December, up 69.2% from the same month in 2022. Year-to-date North Region has seen 340 new listings.

The median list price of these homes was \$209,950 down from \$256,500 in 2022.

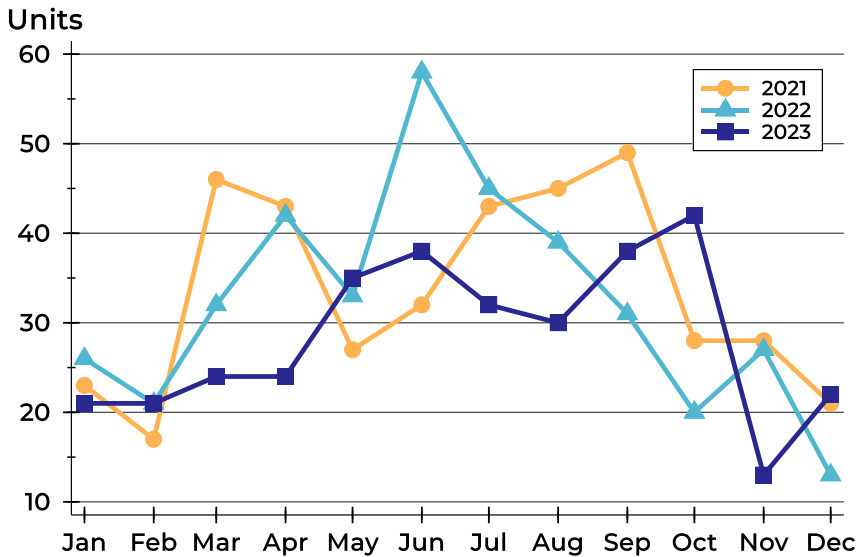
History of New Listings





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	30
September	49	31	38
October	28	20	42
November	28	27	13
December	21	13	22

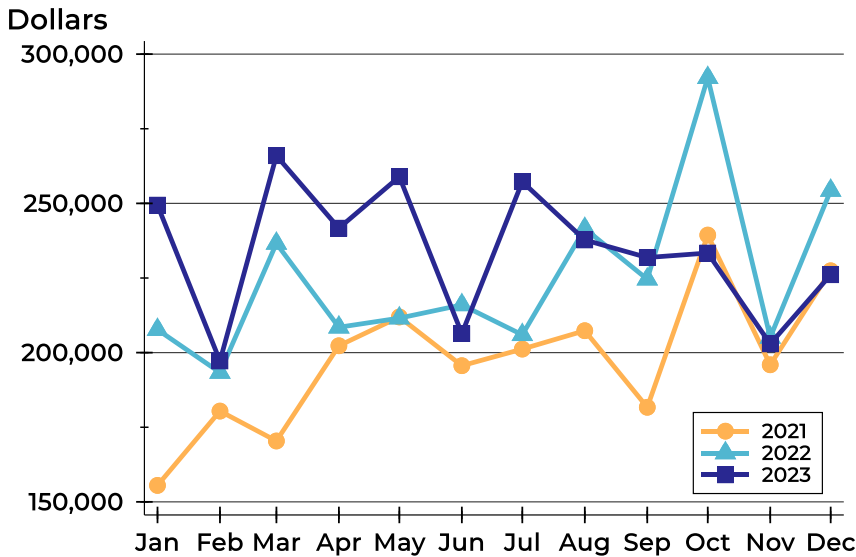
New Listings by Price Range

Price Range	New Listings		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$25,000-\$49,999	2	9.1%	37,500	37,500	28	28	100.0%	100.0%
\$50,000-\$99,999	3	13.6%	60,000	60,000	30	34	100.0%	100.0%
\$100,000-\$124,999	1	4.5%	109,000	109,000	10	10	100.0%	100.0%
\$125,000-\$149,999	3	13.6%	137,117	139,500	25	27	99.3%	100.0%
\$150,000-\$174,999	1	4.5%	157,000	157,000	25	25	98.7%	98.7%
\$175,000-\$199,999	1	4.5%	194,900	194,900	2	2	100.0%	100.0%
\$200,000-\$249,999	3	13.6%	231,633	230,000	15	19	101.0%	100.0%
\$250,000-\$299,999	2	9.1%	259,500	259,500	7	7	100.0%	100.0%
\$300,000-\$399,999	4	18.2%	364,475	364,000	22	25	100.0%	100.0%
\$400,000-\$499,999	1	4.5%	425,000	425,000	23	23	100.0%	100.0%
\$500,000-\$749,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$750,000-\$999,999	1	4.5%	750,000	750,000	10	10	100.0%	100.0%
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



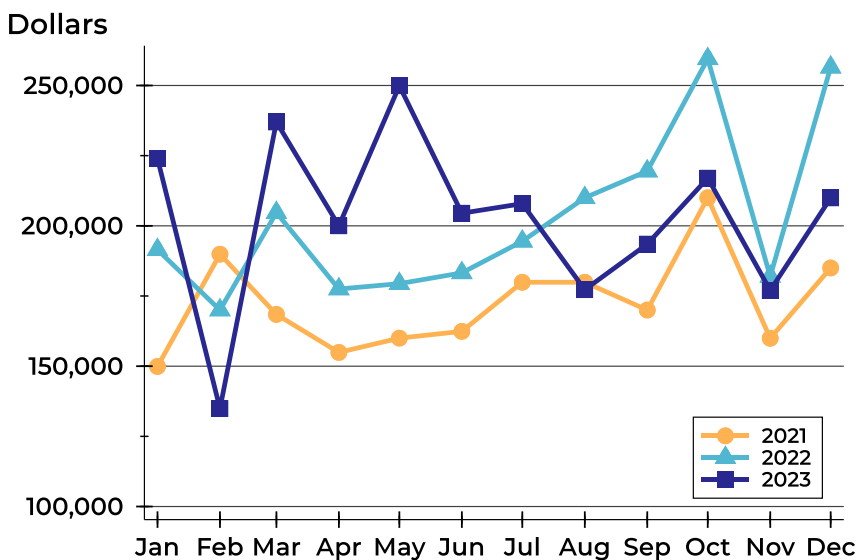
North Region New Listings Analysis

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	258,931
June	195,626	215,984	206,364
July	201,188	205,980	257,259
August	207,351	241,554	237,755
September	181,699	224,600	231,860
October	239,389	292,105	233,375
November	195,930	205,103	202,915
December	227,412	254,323	226,093

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	177,250
September	170,000	219,500	193,500
October	210,000	259,500	217,000
November	159,950	182,000	177,000
December	185,000	256,500	209,950



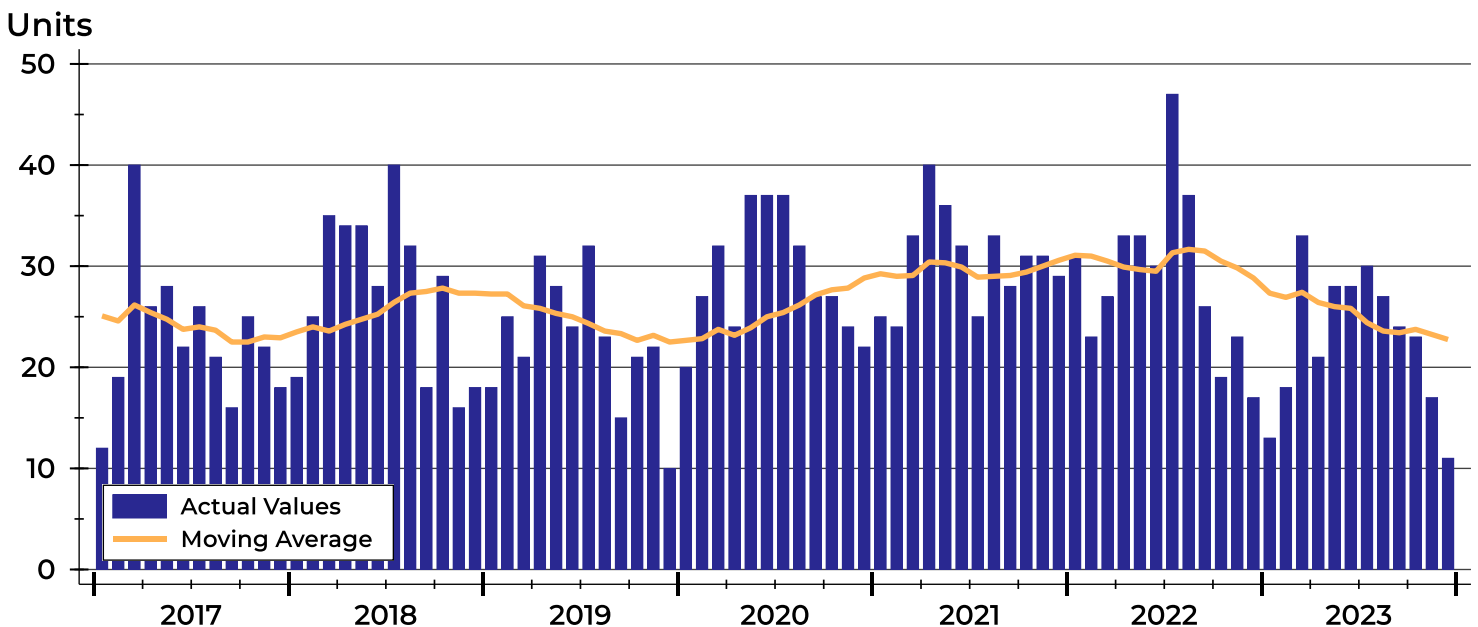
North Region Contracts Written Analysis

Summary Statistics for Contracts Written		December			Year-to-Date		
		2023	2022	Change	2023	2022	Change
Contracts Written		11	17	-35.3%	273	346	-21.1%
Volume (1,000s)		3,461	3,210	7.8%	62,518	74,953	-16.6%
Average	Sale Price	314,650	188,847	66.6%	229,005	216,627	5.7%
	Days on Market	40	37	8.1%	30	20	50.0%
	Percent of Original	97.8%	92.6%	5.6%	95.2%	97.5%	-2.4%
Median	Sale Price	249,950	179,900	38.9%	199,500	191,000	4.5%
	Days on Market	47	22	113.6%	8	7	14.3%
	Percent of Original	100.0%	94.0%	6.4%	99.6%	100.0%	-0.4%

A total of 11 contracts for sale were written in North Region during the month of December, down from 17 in 2022. The median list price of these homes was \$249,950, up from \$179,900 the prior year.

Half of the homes that went under contract in December were on the market less than 47 days, compared to 22 days in December 2022.

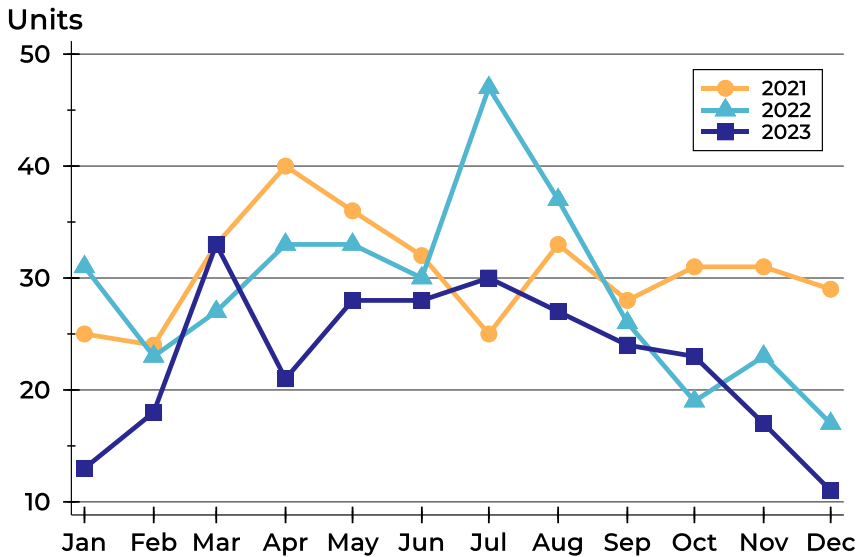
History of Contracts Written





North Region Contracts Written Analysis

Contracts Written by Month



Month	2021	2022	2023
January	25	31	13
February	24	23	18
March	33	27	33
April	40	33	21
May	36	33	28
June	32	30	28
July	25	47	30
August	33	37	27
September	28	26	24
October	31	19	23
November	31	23	17
December	29	17	11

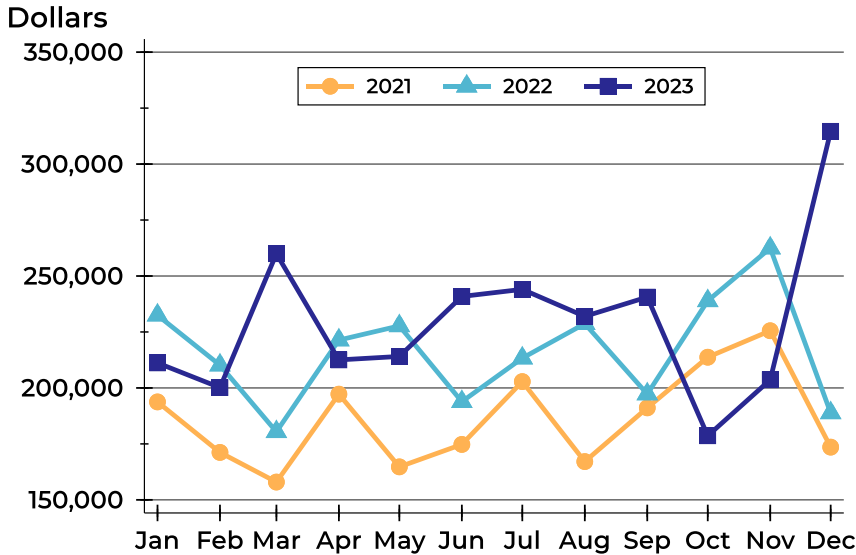
Contracts Written by Price Range

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	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$100,000-\$124,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$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	3	27.3%	192,800	194,900	27	16	99.9%	100.0%
\$200,000-\$249,999	3	27.3%	236,283	239,900	44	47	96.5%	93.9%
\$250,000-\$299,999	1	9.1%	250,000	250,000	3	3	100.0%	100.0%
\$300,000-\$399,999	2	18.2%	344,950	344,950	42	42	96.8%	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	18.2%	617,000	617,000	69	69	96.6%	96.6%
\$750,000-\$999,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



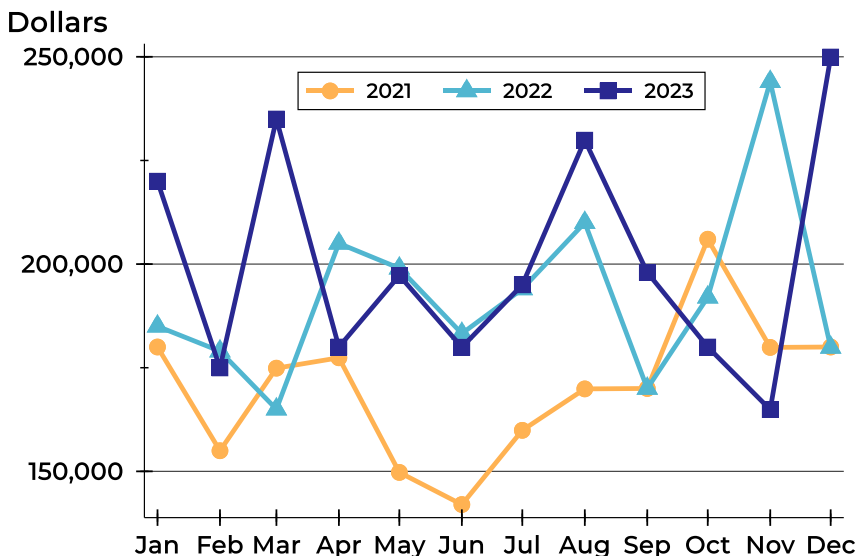
North Region Contracts Written Analysis

Average Price



Month	2021	2022	2023
January	193,759	232,503	211,177
February	171,195	210,178	200,164
March	157,955	180,415	259,953
April	197,234	221,386	212,524
May	164,746	227,724	214,082
June	174,770	193,868	240,868
July	202,832	213,306	244,043
August	167,100	228,714	231,974
September	191,111	197,277	240,583
October	213,726	238,916	178,630
November	225,556	262,463	203,631
December	173,560	188,847	314,650

Median Price

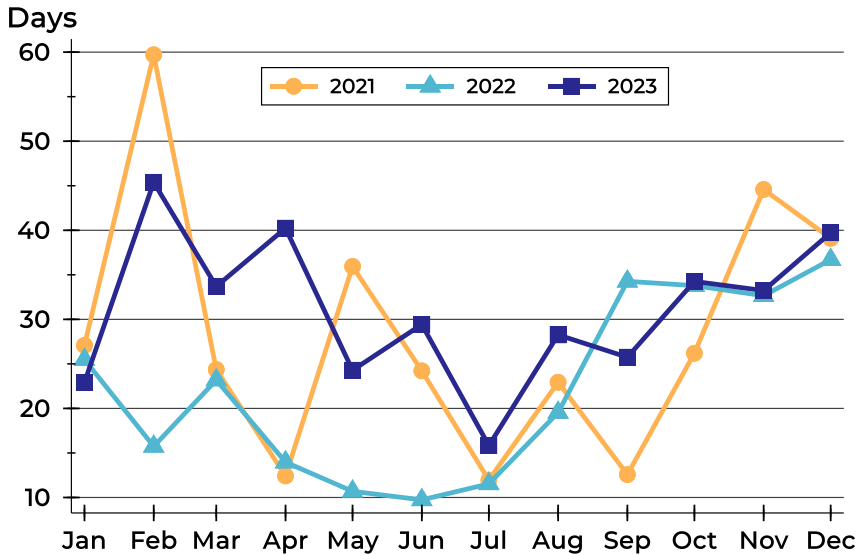


Month	2021	2022	2023
January	180,000	185,000	220,000
February	154,975	179,000	174,950
March	174,900	165,000	235,000
April	177,400	205,000	180,000
May	149,750	199,000	197,250
June	142,000	183,250	179,950
July	159,900	194,000	195,000
August	169,900	210,000	229,900
September	170,000	170,000	198,000
October	206,000	192,000	180,000
November	179,900	244,000	164,900
December	180,000	179,900	249,950



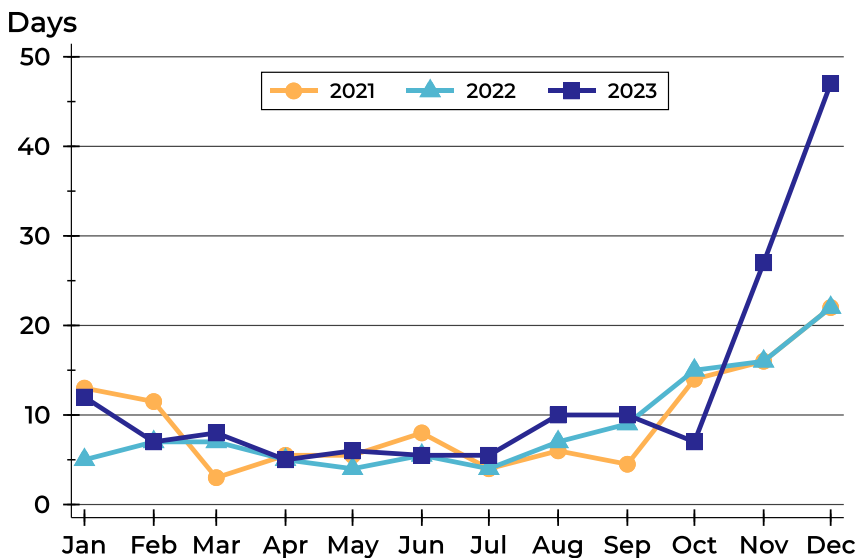
North Region Contracts Written Analysis

Average DOM



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

Median DOM



Month	2021	2022	2023
January	13	5	12
February	12	7	7
March	3	7	8
April	6	5	5
May	6	4	6
June	8	6	6
July	4	4	6
August	6	7	10
September	5	9	10
October	14	15	7
November	16	16	27
December	22	22	47



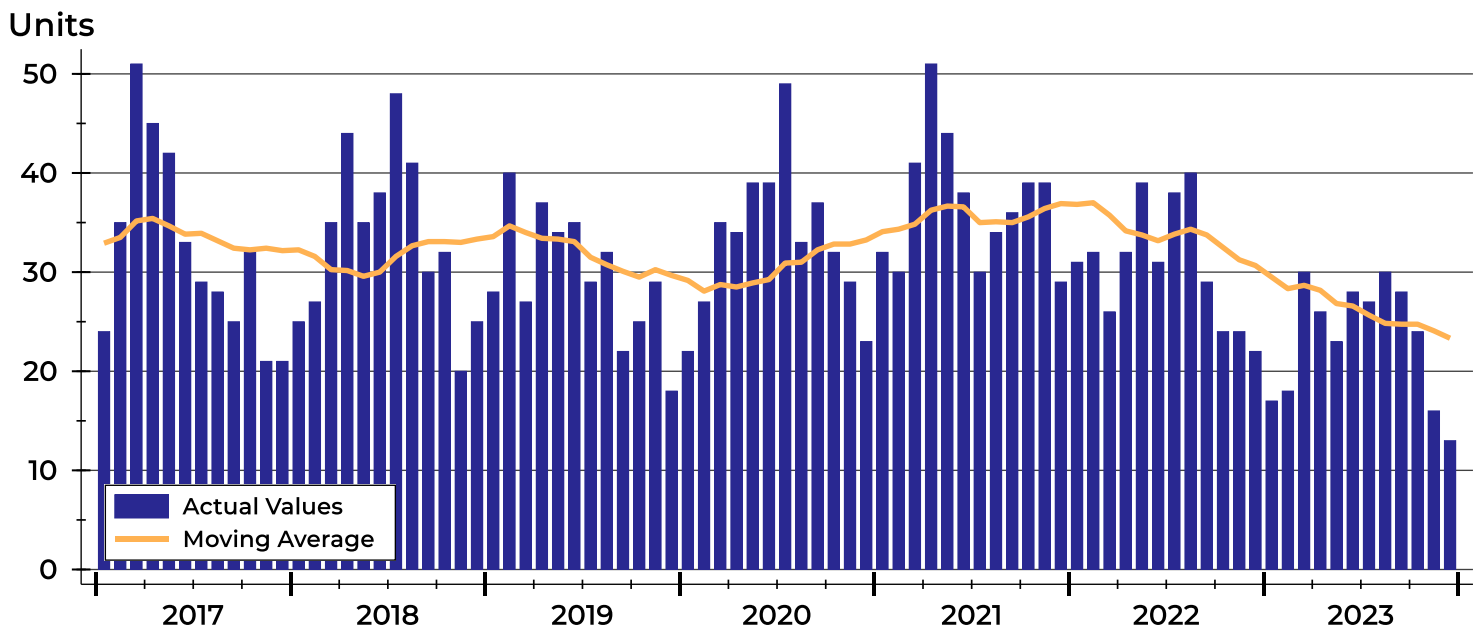
North Region Pending Contracts Analysis

Summary Statistics for Pending Contracts		End of December		
		2023	2022	Change
Pending Contracts		13	22	-40.9%
Volume (1,000s)		3,381	4,715	-28.3%
Average	List Price	260,042	214,309	21.3%
	Days on Market	35	33	6.1%
	Percent of Original	98.6%	95.7%	3.0%
Median	List Price	239,900	214,450	11.9%
	Days on Market	30	17	76.5%
	Percent of Original	100.0%	100.0%	0.0%

A total of 13 listings in North Region had contracts pending at the end of December, down from 22 contracts pending at the end of December 2022.

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

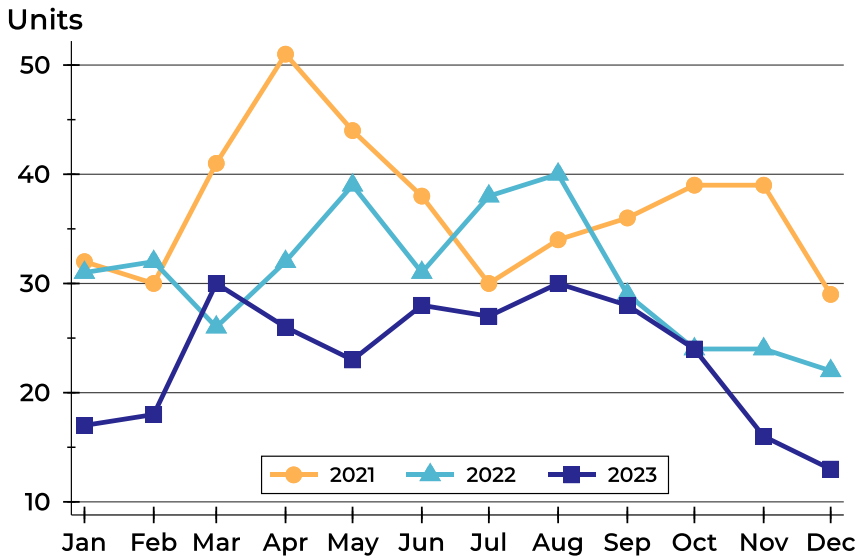
History of Pending Contracts





North Region Pending Contracts Analysis

Pending Contracts by Month



Month	2021	2022	2023
January	32	31	17
February	30	32	18
March	41	26	30
April	51	32	26
May	44	39	23
June	38	31	28
July	30	38	27
August	34	40	30
September	36	29	28
October	39	24	24
November	39	24	16
December	29	22	13

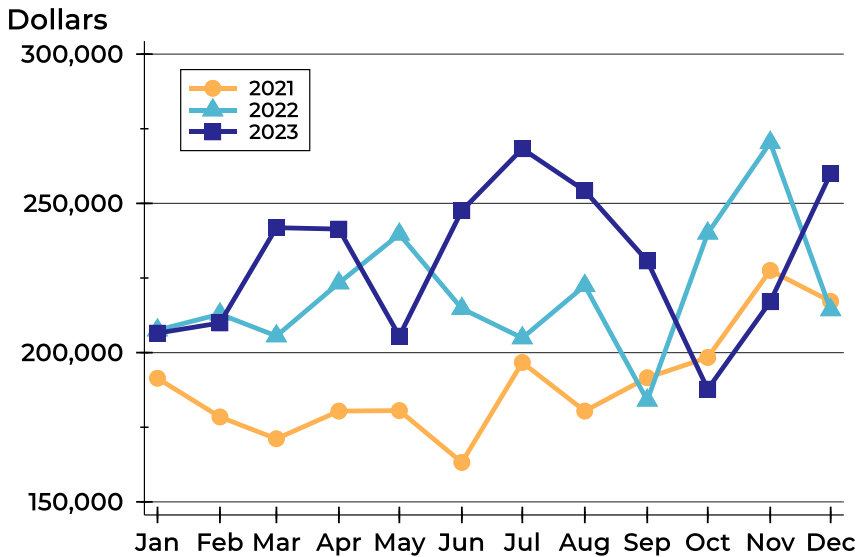
Pending Contracts by Price Range

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	1	7.7%	90,000	90,000	45	45	100.0%	100.0%
\$100,000-\$124,999	1	7.7%	123,000	123,000	0	0	100.0%	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	4	30.8%	194,475	197,200	37	39	98.9%	100.0%
\$200,000-\$249,999	2	15.4%	244,925	244,925	43	43	96.3%	96.3%
\$250,000-\$299,999	1	7.7%	250,000	250,000	3	3	100.0%	100.0%
\$300,000-\$399,999	2	15.4%	344,950	344,950	42	42	96.8%	96.8%
\$400,000-\$499,999	1	7.7%	424,900	424,900	30	30	100.0%	100.0%
\$500,000-\$749,999	1	7.7%	535,000	535,000	64	64	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



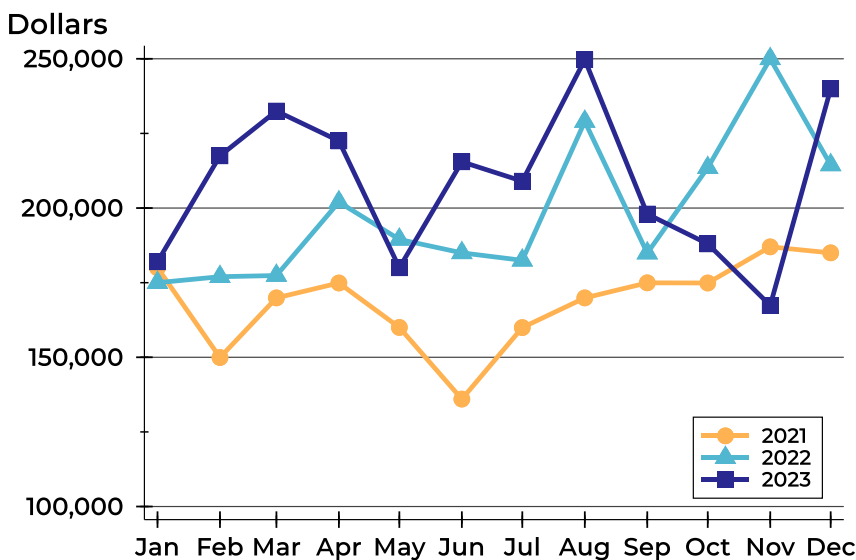
North Region Pending Contracts Analysis

Average Price



Month	2021	2022	2023
January	191,421	207,539	206,529
February	178,453	212,903	209,936
March	171,130	205,571	241,861
April	180,417	223,314	241,394
May	180,589	239,659	205,548
June	163,214	214,753	247,564
July	196,710	204,908	268,311
August	180,431	222,430	254,242
September	191,582	184,028	230,713
October	198,377	239,988	187,777
November	227,543	270,383	217,041
December	217,167	214,309	260,042

Median Price

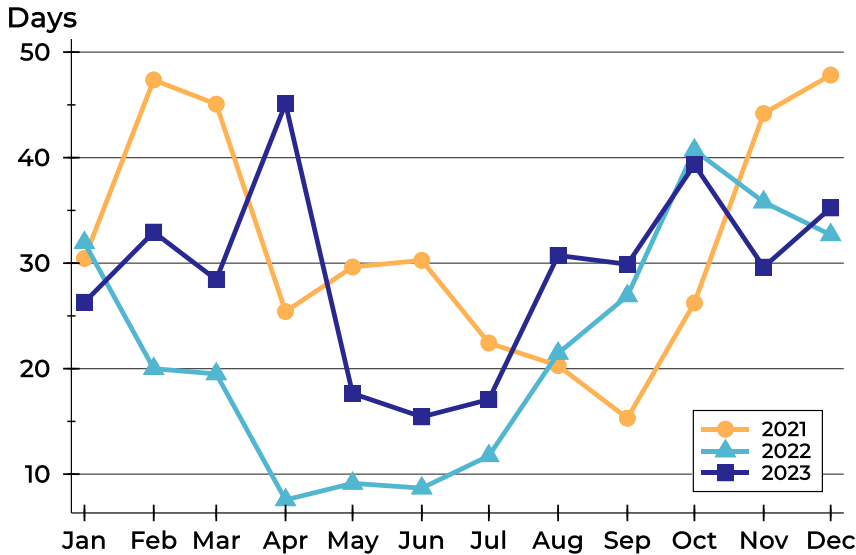


Month	2021	2022	2023
January	180,000	175,000	182,000
February	149,925	177,000	217,500
March	169,900	177,400	232,500
April	174,900	202,000	222,500
May	160,000	189,500	180,000
June	136,000	185,000	215,500
July	159,950	182,500	209,000
August	169,900	229,000	249,700
September	174,950	184,900	198,000
October	174,900	213,500	188,000
November	187,000	250,000	167,375
December	185,000	214,450	239,900



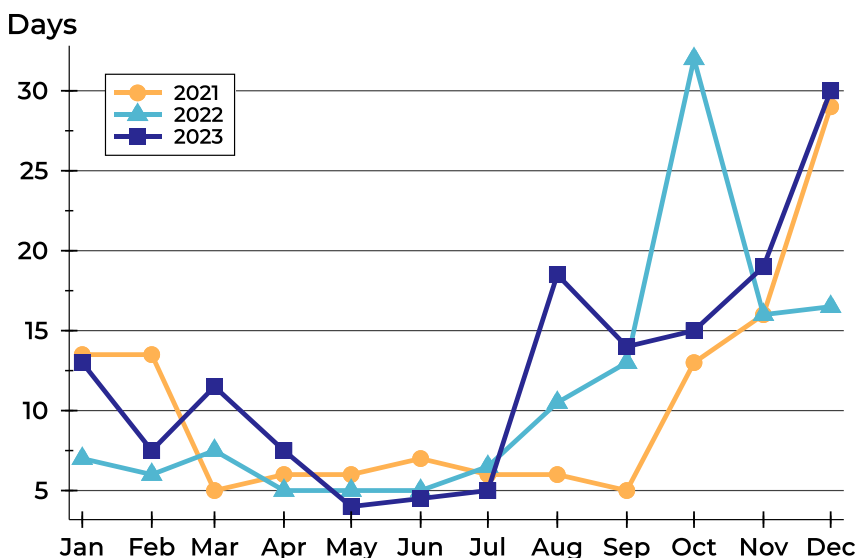
North Region Pending Contracts Analysis

Average DOM



Month	2021	2022	2023
January	30	32	26
February	47	20	33
March	45	20	28
April	25	8	45
May	30	9	18
June	30	9	15
July	22	12	17
August	20	21	31
September	15	27	30
October	26	41	39
November	44	36	30
December	48	33	35

Median DOM



Month	2021	2022	2023
January	14	7	13
February	14	6	8
March	5	8	12
April	6	5	8
May	6	5	4
June	7	5	5
July	6	7	5
August	6	11	19
September	5	13	14
October	13	32	15
November	16	16	19
December	29	17	30



South Region Housing Report



Market Overview

South Region Home Sales Fell in December

Total home sales in South Region fell last month to 23 units, compared to 29 units in December 2022. Total sales volume was \$4.7 million, down from a year earlier.

The median sale price in December was \$180,000, up from \$143,000 a year earlier. Homes that sold in December were typically on the market for 3 days and sold for 100.0% of their list prices.

South Region Active Listings Up at End of December

The total number of active listings in South Region at the end of December was 24 units, up from 23 at the same point in 2022. 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 December was \$179,250.

During December, a total of 13 contracts were written down from 16 in December 2022. At the end of the month, there were 21 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

December MLS Statistics Three-year History		Current Month			Year-to-Date		
		2023	2022	2021	2023	2022	2021
Home Sales		23	29	50	363	418	473
Change from prior year		-20.7%	-42.0%	38.9%	-13.2%	-11.6%	15.4%
Active Listings		24	23	30	N/A	N/A	N/A
Change from prior year		4.3%	-23.3%	-14.3%			
Months' Supply		0.8	0.7	0.8	N/A	N/A	N/A
Change from prior year		14.3%	-12.5%	-20.0%			
New Listings		10	19	34	415	432	528
Change from prior year		-47.4%	-44.1%	70.0%	-3.9%	-18.2%	15.3%
Contracts Written		13	16	30	364	393	479
Change from prior year		-18.8%	-46.7%	66.7%	-7.4%	-18.0%	12.2%
Pending Contracts		21	20	34	N/A	N/A	N/A
Change from prior year		5.0%	-41.2%	21.4%			
Sales Volume (1,000s)		4,682	5,163	8,637	68,414	72,480	73,195
Change from prior year		-9.3%	-40.2%	49.1%	-5.6%	-1.0%	25.2%
Average	Sale Price	203,578	178,024	172,741	188,469	173,398	154,746
	Change from prior year	14.4%	3.1%	7.4%	8.7%	12.1%	8.5%
	List Price of Actives	220,708	173,822	152,213	N/A	N/A	N/A
	Change from prior year	27.0%	14.2%	-3.1%			
	Days on Market	13	33	32	19	19	24
Change from prior year	-60.6%	3.1%	-8.6%	0.0%	-20.8%	-41.5%	
Percent of List	98.2%	95.5%	96.1%	97.7%	97.3%	96.8%	
Change from prior year	2.8%	-0.6%	-0.9%	0.4%	0.5%	0.7%	
Percent of Original	96.4%	91.4%	93.7%	96.1%	95.5%	95.6%	
Change from prior year	5.5%	-2.5%	-1.4%	0.6%	-0.1%	1.8%	
Median	Sale Price	180,000	143,000	156,421	165,000	142,000	145,000
	Change from prior year	25.9%	-8.6%	7.9%	16.2%	-2.1%	7.8%
	List Price of Actives	179,250	134,900	114,950	N/A	N/A	N/A
	Change from prior year	32.9%	17.4%	-11.5%			
	Days on Market	3	11	11	6	6	6
Change from prior year	-72.7%	0.0%	37.5%	0.0%	0.0%	-45.5%	
Percent of List	100.0%	98.7%	97.5%	99.4%	99.2%	98.4%	
Change from prior year	1.3%	1.2%	-0.3%	0.2%	0.8%	0.8%	
Percent of Original	100.0%	92.7%	96.7%	98.4%	98.3%	97.9%	
Change from prior year	7.9%	-4.1%	-0.2%	0.1%	0.4%	1.0%	

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



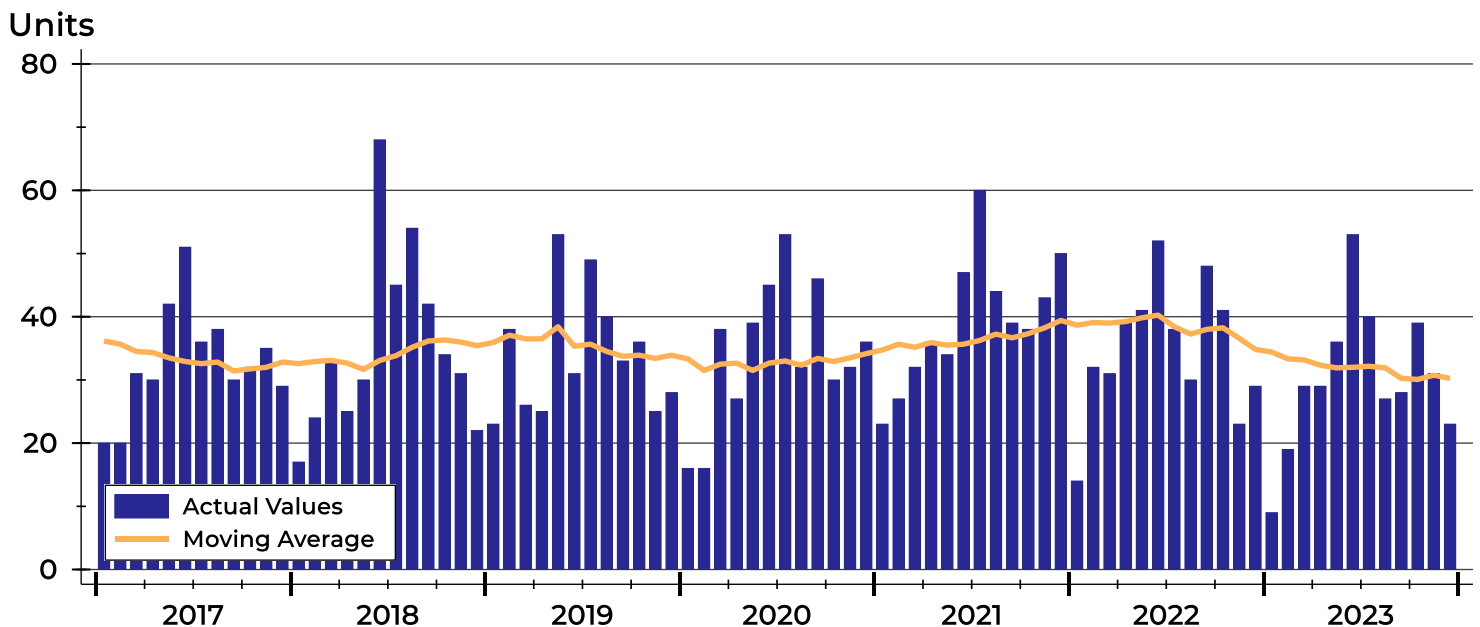
South Region Closed Listings Analysis

Summary Statistics for Closed Listings		December			Year-to-Date		
		2023	2022	Change	2023	2022	Change
Closed Listings		23	29	-20.7%	363	418	-13.2%
Volume (1,000s)		4,682	5,163	-9.3%	68,414	72,480	-5.6%
Months' Supply		0.8	0.7	14.3%	N/A	N/A	N/A
Average	Sale Price	203,578	178,024	14.4%	188,469	173,398	8.7%
	Days on Market	13	33	-60.6%	19	19	0.0%
	Percent of List	98.2%	95.5%	2.8%	97.7%	97.3%	0.4%
	Percent of Original	96.4%	91.4%	5.5%	96.1%	95.5%	0.6%
Median	Sale Price	180,000	143,000	25.9%	165,000	142,000	16.2%
	Days on Market	3	11	-72.7%	6	6	0.0%
	Percent of List	100.0%	98.7%	1.3%	99.4%	99.2%	0.2%
	Percent of Original	100.0%	92.7%	7.9%	98.4%	98.3%	0.1%

A total of 23 homes sold in South Region in December, down from 29 units in December 2022. Total sales volume fell to \$4.7 million compared to \$5.2 million in the previous year.

The median sales price in December was \$180,000, up 25.9% compared to the prior year. Median days on market was 3 days, down from 7 days in November, and down from 11 in December 2022.

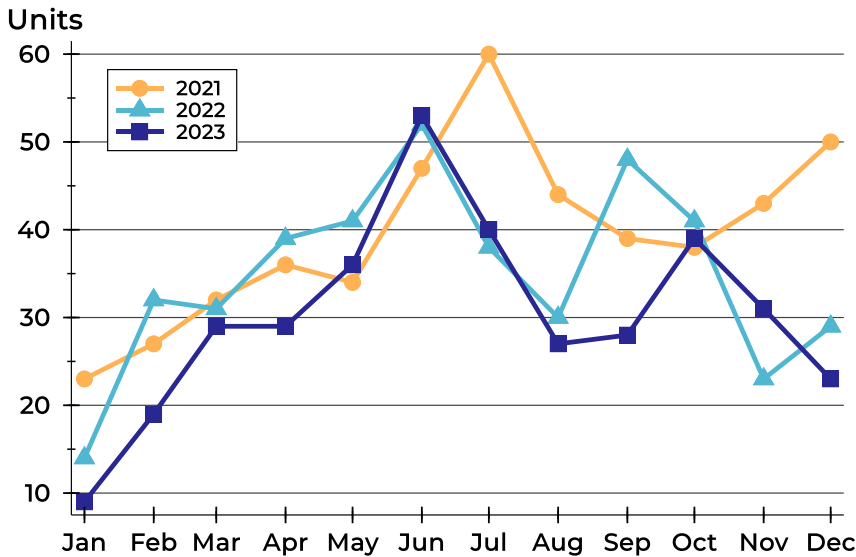
History of Closed Listings





South Region Closed Listings Analysis

Closed Listings by Month



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

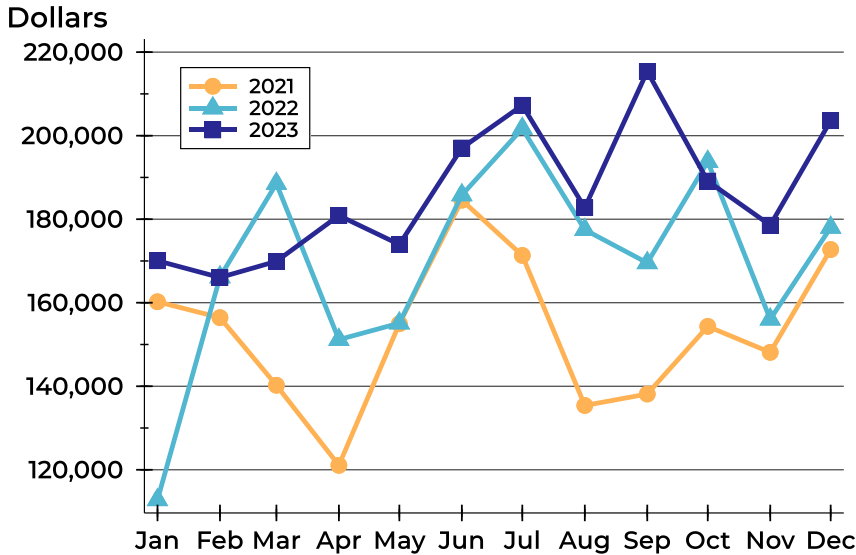
Closed Listings by Price Range

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	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$50,000-\$99,999	5	21.7%	0.8	77,480	77,000	11	3	94.9%	96.4%	94.9%	96.4%
\$100,000-\$124,999	2	8.7%	0.8	121,200	121,200	0	0	100.0%	100.0%	100.0%	100.0%
\$125,000-\$149,999	2	8.7%	0.0	133,850	133,850	30	30	99.5%	99.5%	95.0%	95.0%
\$150,000-\$174,999	2	8.7%	2.1	165,500	165,500	2	2	94.9%	94.9%	94.9%	94.9%
\$175,000-\$199,999	4	17.4%	0.4	184,250	185,000	19	13	97.7%	97.9%	93.2%	97.4%
\$200,000-\$249,999	1	4.3%	0.6	210,000	210,000	5	5	100.0%	100.0%	100.0%	100.0%
\$250,000-\$299,999	2	8.7%	1.8	294,950	294,950	37	37	100.0%	100.0%	93.1%	93.1%
\$300,000-\$399,999	3	13.0%	0.6	354,633	359,000	3	2	99.4%	99.7%	99.4%	99.7%
\$400,000-\$499,999	2	8.7%	0.0	426,500	426,500	3	3	102.9%	102.9%	102.9%	102.9%
\$500,000-\$749,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$750,000-\$999,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A



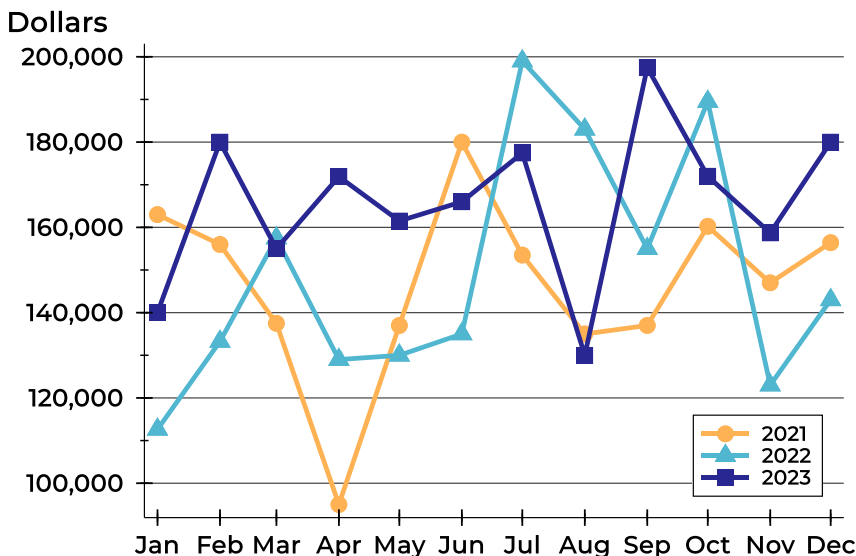
South Region Closed Listings Analysis

Average Price



Month	2021	2022	2023
January	160,235	112,796	170,056
February	156,432	166,151	166,053
March	140,241	188,532	169,907
April	121,075	151,170	180,879
May	154,972	155,110	173,943
June	184,562	185,795	197,045
July	171,326	201,697	207,278
August	135,400	177,477	182,759
September	138,141	169,540	215,396
October	154,339	193,788	189,132
November	148,120	156,032	178,562
December	172,741	178,024	203,578

Median Price

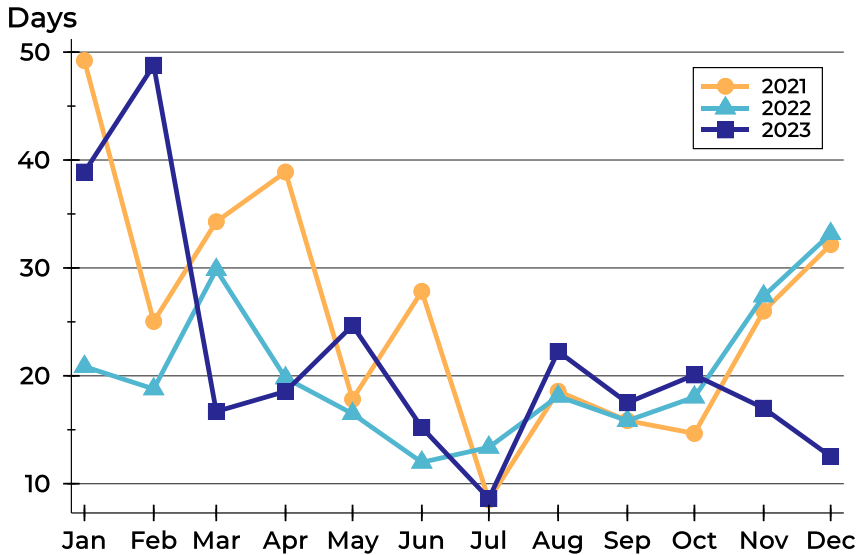


Month	2021	2022	2023
January	163,000	112,625	140,000
February	156,000	133,250	180,000
March	137,500	157,500	155,000
April	95,000	129,000	171,900
May	137,000	130,000	161,500
June	180,000	135,000	166,000
July	153,500	199,000	177,450
August	135,000	183,000	130,000
September	137,000	155,000	197,500
October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



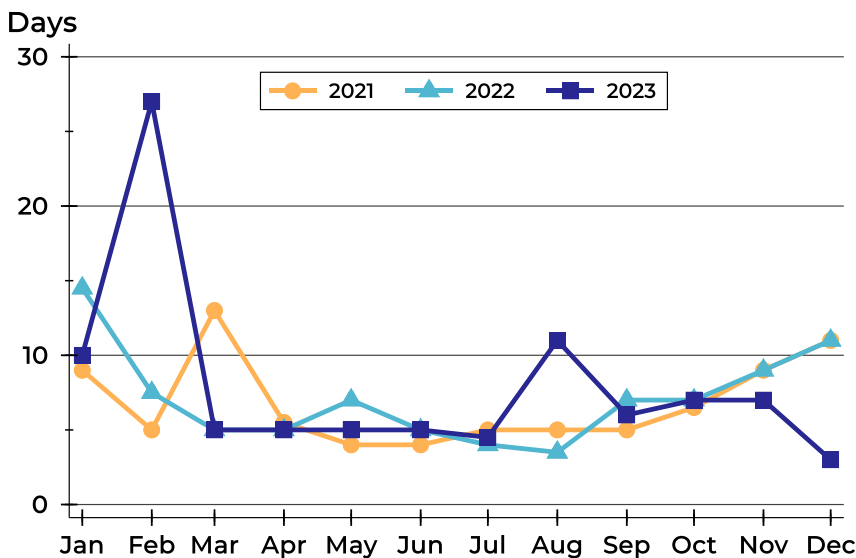
South Region Closed Listings Analysis

Average DOM



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

Median DOM



Month	2021	2022	2023
January	9	15	10
February	5	8	27
March	13	5	5
April	6	5	5
May	4	7	5
June	4	5	5
July	5	4	5
August	5	4	11
September	5	7	6
October	7	7	7
November	9	9	7
December	11	11	3



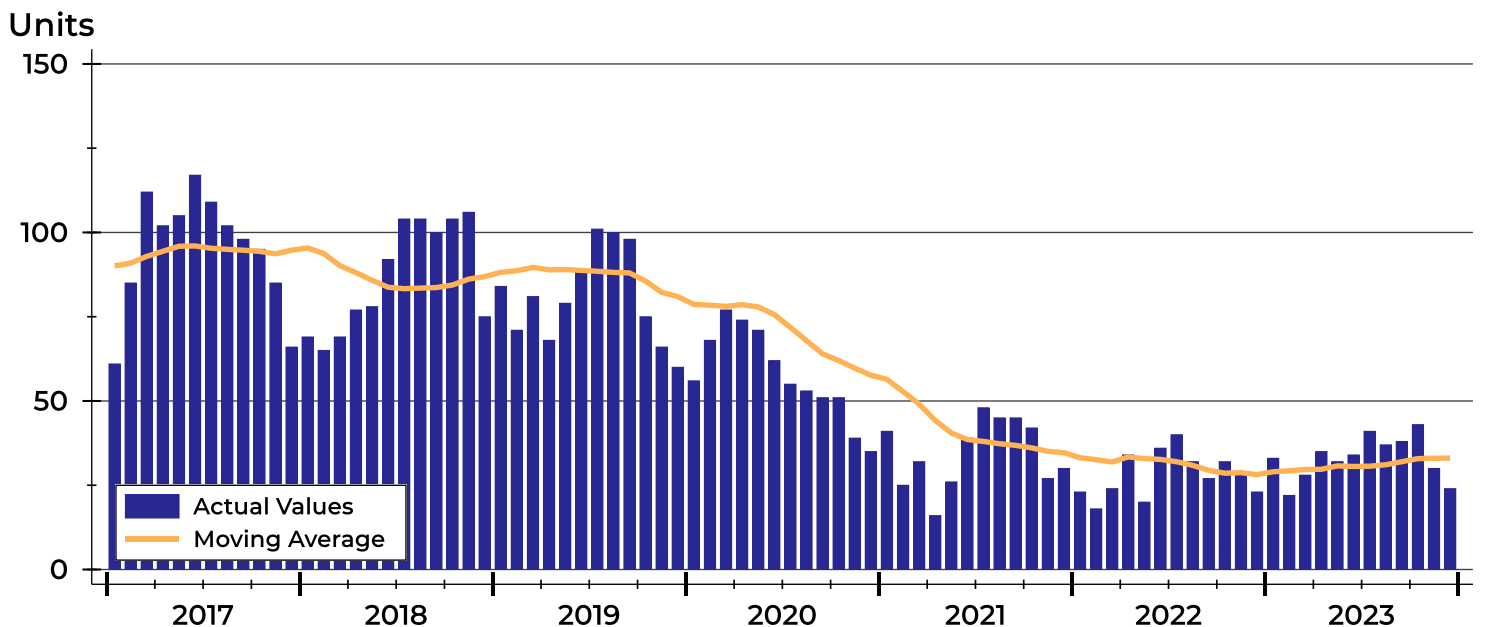
South Region Active Listings Analysis

Summary Statistics for Active Listings		2023	2022	Change
Active Listings		24	23	4.3%
Volume (1,000s)		5,297	3,998	32.5%
Months' Supply		0.8	0.7	14.3%
Average	List Price	220,708	173,822	27.0%
	Days on Market	91	65	40.0%
	Percent of Original	97.0%	97.0%	0.0%
Median	List Price	179,250	134,900	32.9%
	Days on Market	81	50	62.0%
	Percent of Original	100.0%	100.0%	0.0%

A total of 24 homes were available for sale in South Region at the end of December. This represents a 0.8 months' supply of active listings.

The median list price of homes on the market at the end of December was \$179,250, up 32.9% from 2022. The typical time on market for active listings was 81 days, up from 50 days a year earlier.

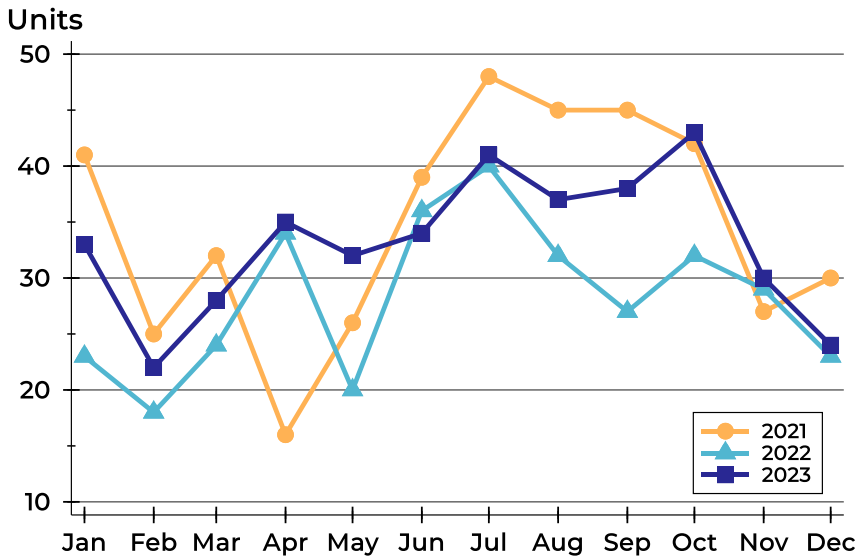
History of Active Listings





South Region Active Listings Analysis

Active Listings by Month



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

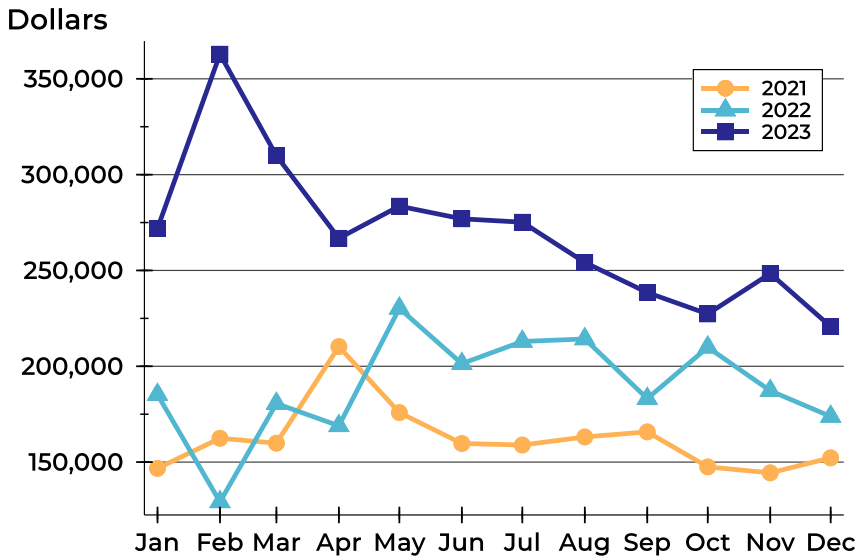
Active Listings by Price Range

Price Range	Active Listings		Months' Supply	List Price		Days on Market		Price as % of Orig.	
	Number	Percent		Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$25,000-\$49,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$50,000-\$99,999	3	12.5%	0.8	69,967	69,900	66	82	98.6%	100.0%
\$100,000-\$124,999	3	12.5%	0.8	113,267	109,000	57	76	97.0%	100.0%
\$125,000-\$149,999	0	0.0%	0.0	N/A	N/A	N/A	N/A	N/A	N/A
\$150,000-\$174,999	6	25.0%	2.1	161,067	163,250	126	118	95.4%	97.5%
\$175,000-\$199,999	1	4.2%	0.4	189,500	189,500	166	166	94.8%	94.8%
\$200,000-\$249,999	3	12.5%	0.6	213,267	214,900	39	20	99.2%	100.0%
\$250,000-\$299,999	4	16.7%	1.8	271,750	267,000	63	19	100.0%	100.0%
\$300,000-\$399,999	2	8.3%	0.6	359,900	359,900	48	48	97.3%	97.3%
\$400,000-\$499,999	0	0.0%	0.0	N/A	N/A	N/A	N/A	N/A	N/A
\$500,000-\$749,999	2	8.3%	N/A	572,400	572,400	216	216	91.2%	91.2%
\$750,000-\$999,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A



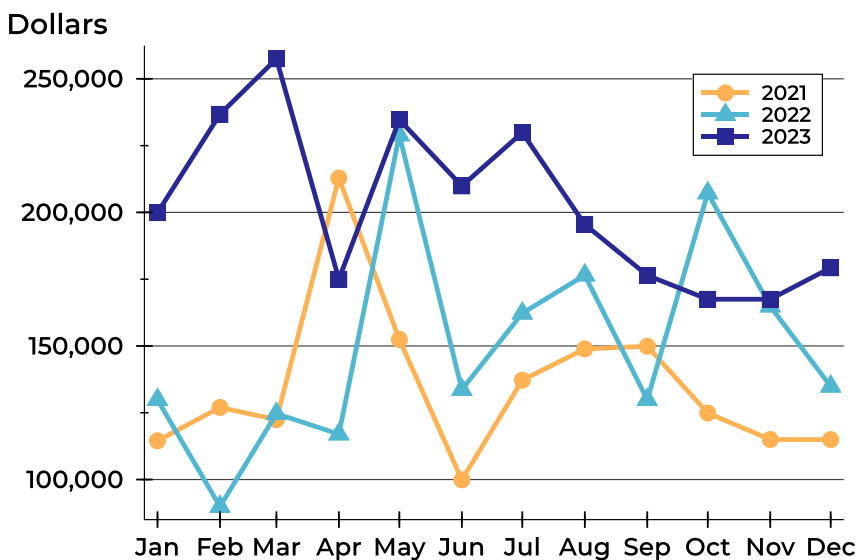
South Region Active Listings Analysis

Average Price



Month	2021	2022	2023
January	146,720	185,204	271,926
February	162,432	129,250	362,877
March	159,881	180,565	309,907
April	210,297	168,941	266,806
May	175,850	230,253	283,563
June	159,719	201,368	276,956
July	158,919	212,957	275,188
August	163,124	214,261	254,205
September	165,777	183,156	238,491
October	147,499	209,934	227,314
November	144,400	187,245	248,407
December	152,213	173,822	220,708

Median Price

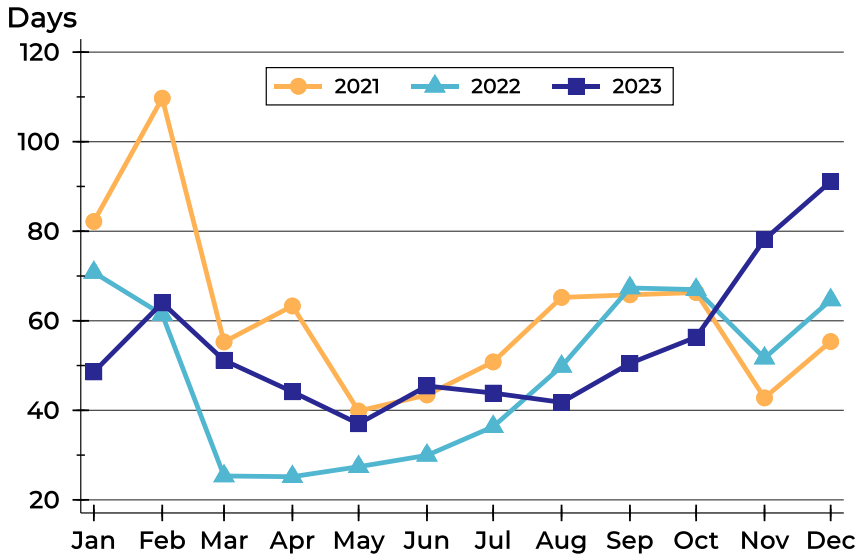


Month	2021	2022	2023
January	114,500	129,900	199,900
February	127,000	89,900	236,750
March	122,448	124,700	257,500
April	212,850	117,000	175,000
May	152,450	228,950	234,700
June	99,900	133,700	209,900
July	137,200	162,250	229,900
August	148,900	176,500	195,500
September	149,900	129,900	176,450
October	124,900	207,250	167,500
November	115,000	164,900	167,500
December	114,950	134,900	179,250



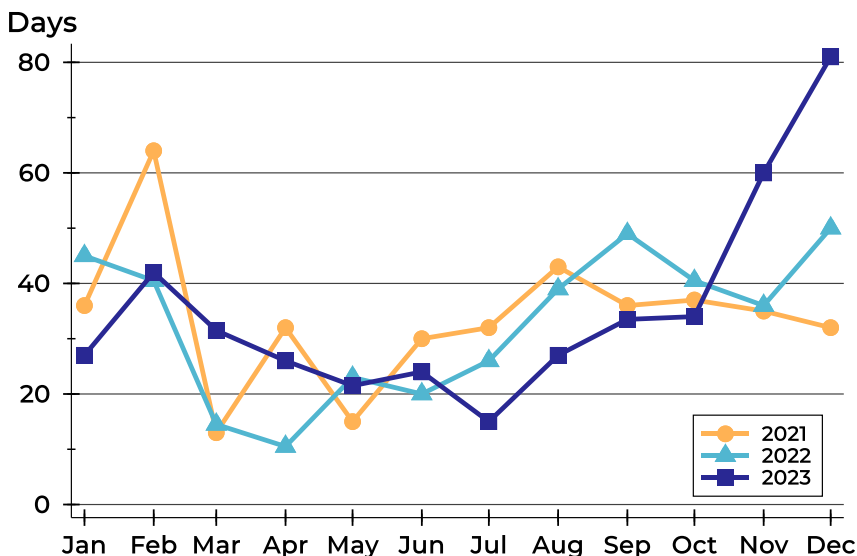
South Region Active Listings Analysis

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	43	52	78
November	55	65	91
December	55	65	91

Median DOM

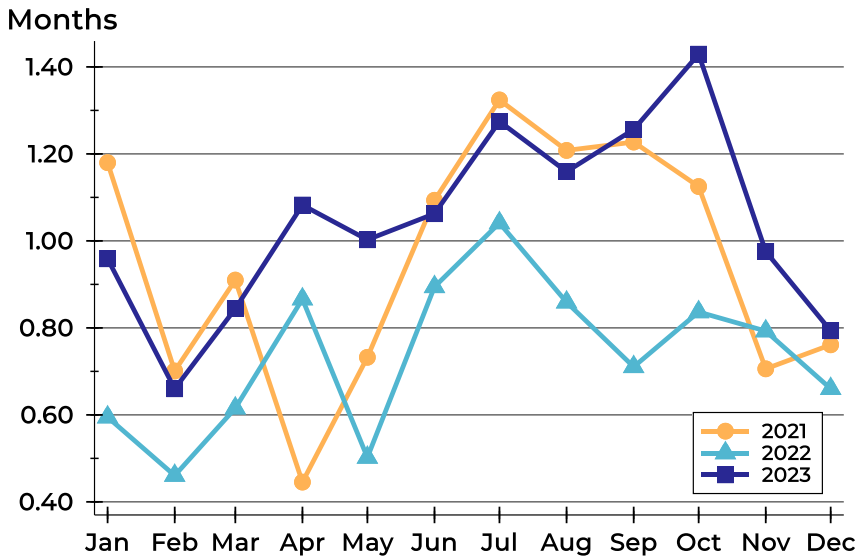


Month	2021	2022	2023
January	36	45	27
February	64	41	42
March	13	15	32
April	32	11	26
May	15	23	22
June	30	20	24
July	32	26	15
August	43	39	27
September	36	49	34
October	37	41	34
November	35	36	60
December	32	50	81



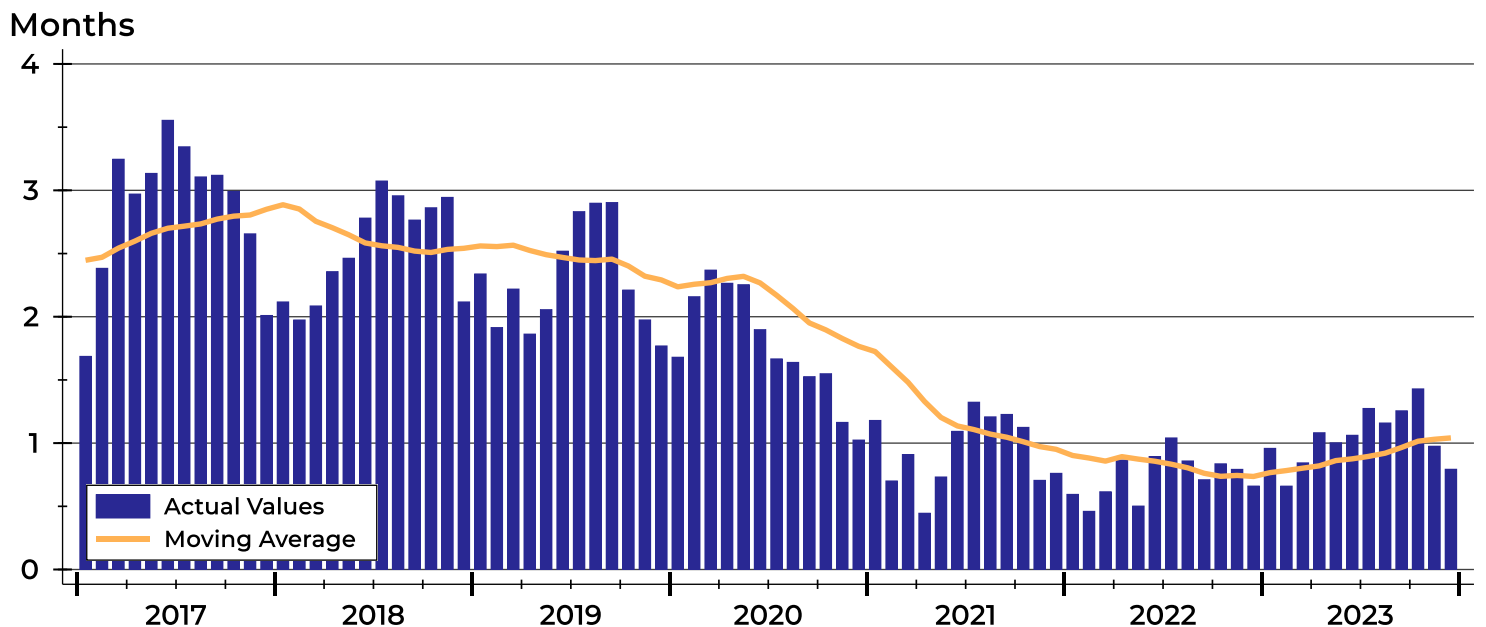
South Region Months' Supply Analysis

Months' Supply by Month



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

History of Month's Supply





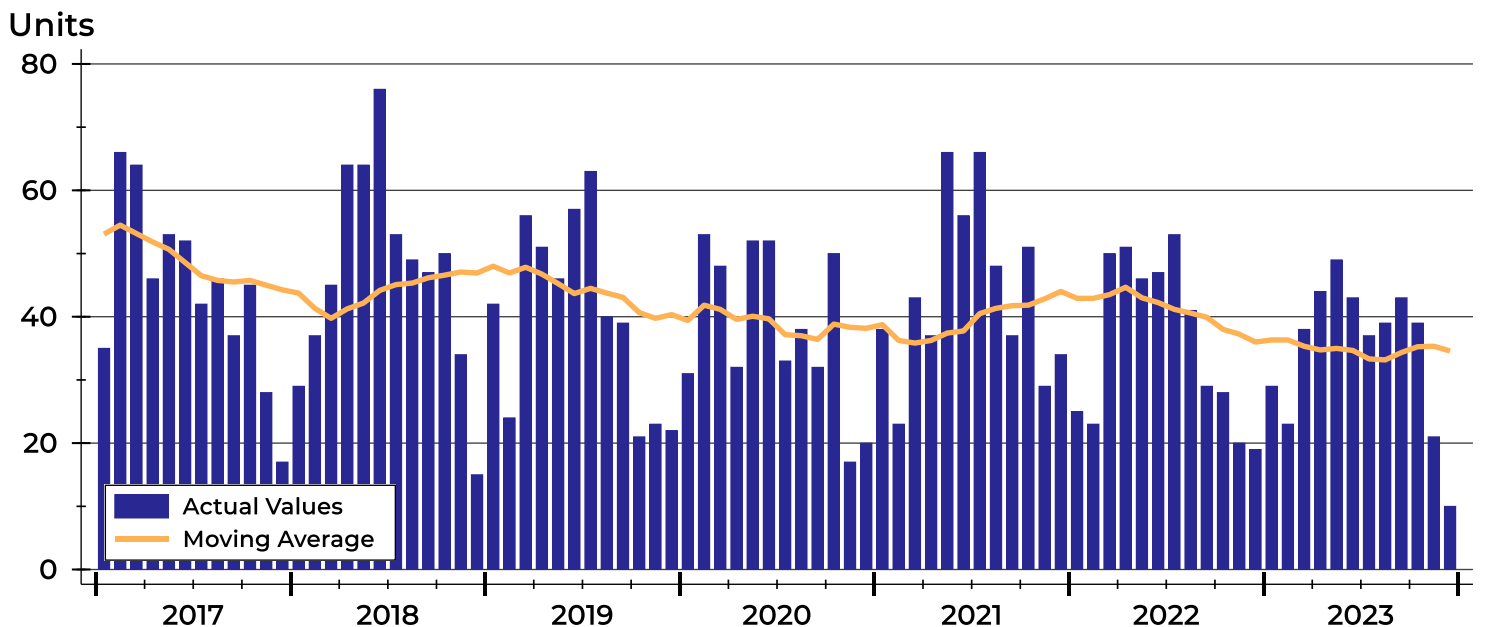
South Region New Listings Analysis

Summary Statistics for New Listings		2023	December 2022	Change
Current Month	New Listings	10	19	-47.4%
	Volume (1,000s)	1,962	3,122	-37.2%
	Average List Price	196,200	164,337	19.4%
	Median List Price	199,750	137,900	44.9%
Year-to-Date	New Listings	415	432	-3.9%
	Volume (1,000s)	81,969	77,280	6.1%
	Average List Price	197,516	178,889	10.4%
	Median List Price	168,500	149,700	12.6%

A total of 10 new listings were added in South Region during December, down 47.4% from the same month in 2022. Year-to-date South Region has seen 415 new listings.

The median list price of these homes was \$199,750 up from \$137,900 in 2022.

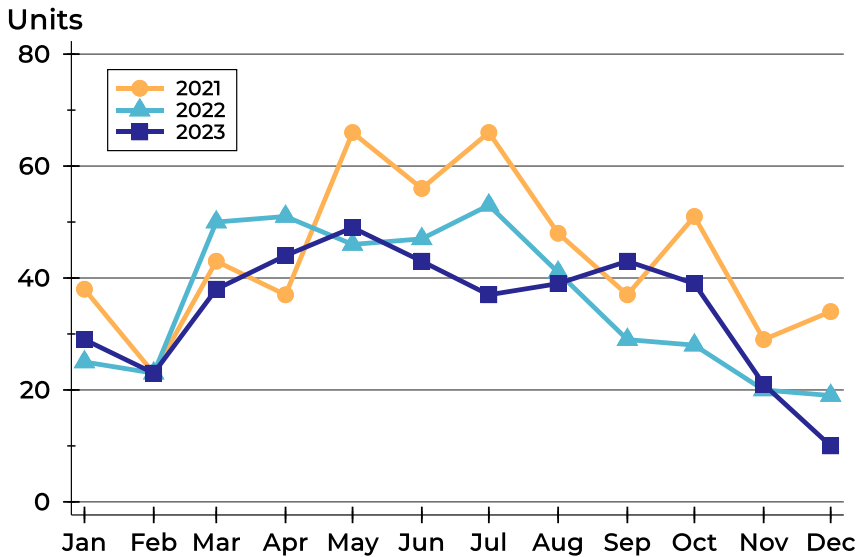
History of New Listings





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	49
June	56	47	43
July	66	53	37
August	48	41	39
September	37	29	43
October	51	28	39
November	29	20	21
December	34	19	10

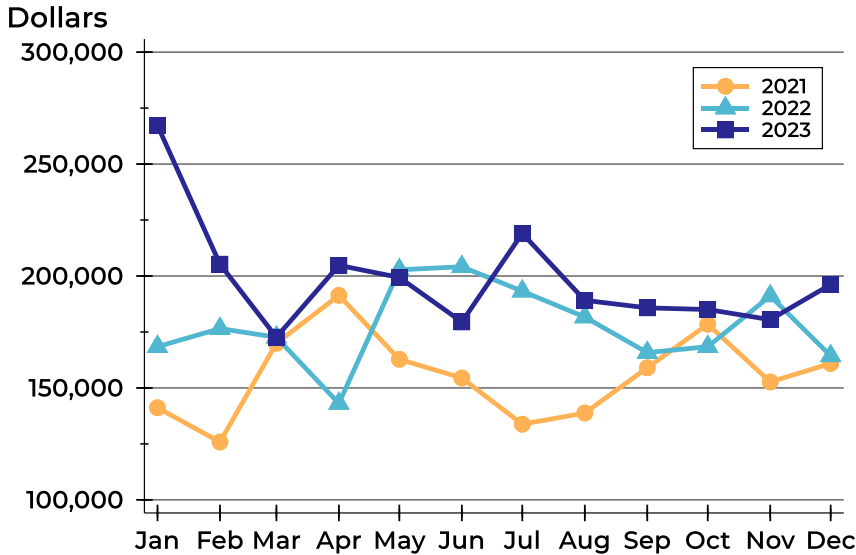
New Listings by Price Range

Price Range	New Listings		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$25,000-\$49,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$50,000-\$99,999	1	10.0%	59,900	59,900	4	4	100.0%	100.0%
\$100,000-\$124,999	1	10.0%	105,900	105,900	24	24	100.0%	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	1	10.0%	169,900	169,900	4	4	94.8%	94.8%
\$175,000-\$199,999	2	20.0%	194,700	194,700	9	9	100.0%	100.0%
\$200,000-\$249,999	2	20.0%	212,450	212,450	22	22	100.0%	100.0%
\$250,000-\$299,999	3	30.0%	270,667	259,000	23	19	100.0%	100.0%
\$300,000-\$399,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$400,000-\$499,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$500,000-\$749,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$750,000-\$999,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



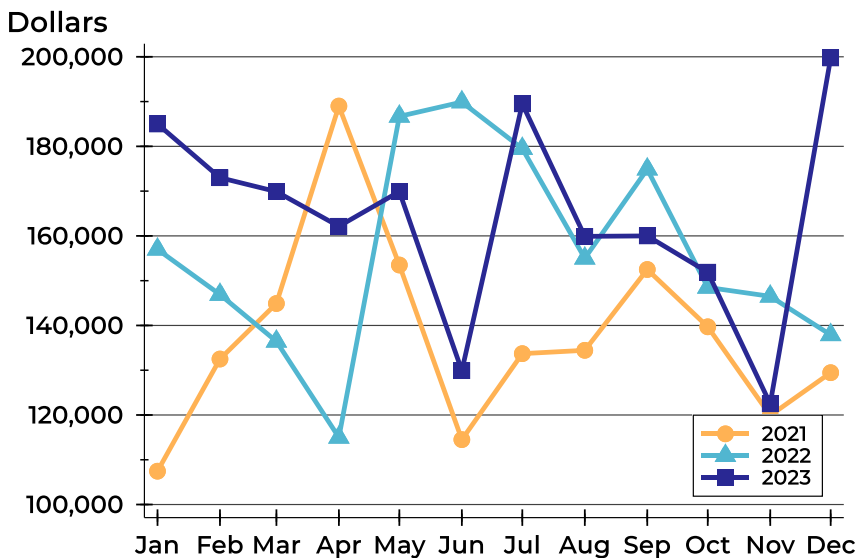
South Region New Listings Analysis

Average Price



Month	2021	2022	2023
January	141,162	168,444	267,281
February	125,850	176,520	205,309
March	169,960	172,639	172,682
April	191,354	143,091	204,777
May	162,800	202,759	199,347
June	154,455	204,147	179,479
July	133,824	193,221	219,032
August	138,800	181,672	189,141
September	159,004	165,793	185,775
October	178,488	168,418	185,043
November	152,690	191,115	180,510
December	160,932	164,337	196,200

Median Price



Month	2021	2022	2023
January	107,450	157,000	185,000
February	132,500	146,900	173,000
March	144,900	136,450	169,900
April	189,000	115,000	162,150
May	153,500	186,700	169,900
June	114,500	189,900	129,900
July	133,700	179,500	189,500
August	134,450	155,000	159,900
September	152,500	174,900	160,000
October	139,700	148,500	151,900
November	119,900	146,500	122,500
December	129,450	137,900	199,750



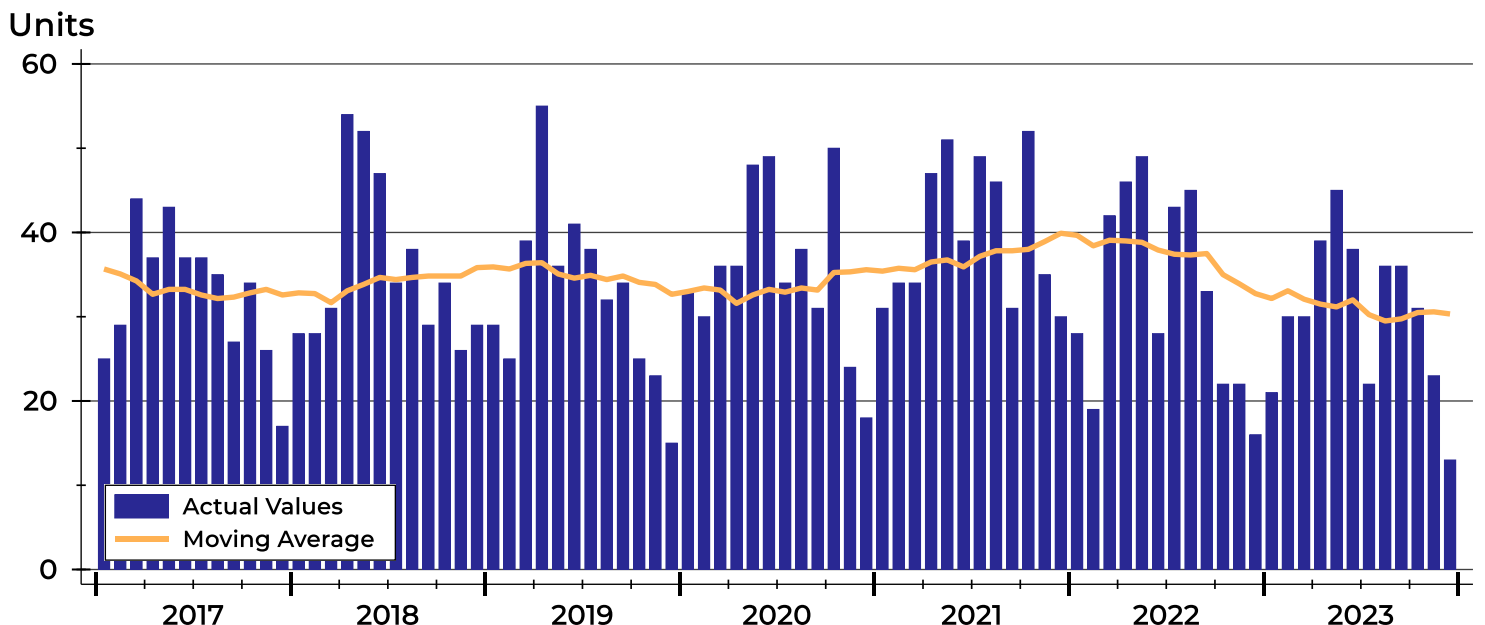
South Region Contracts Written Analysis

Summary Statistics for Contracts Written		December			Year-to-Date		
		2023	2022	Change	2023	2022	Change
Contracts Written		13	16	-18.8%	364	393	-7.4%
Volume (1,000s)		2,083	2,990	-30.3%	69,318	69,466	-0.2%
Average	Sale Price	160,261	186,888	-14.2%	190,435	176,759	7.7%
	Days on Market	43	28	53.6%	20	20	0.0%
	Percent of Original	94.7%	91.5%	3.5%	96.2%	95.3%	0.9%
Median	Sale Price	164,900	143,950	14.6%	169,900	147,900	14.9%
	Days on Market	27	9	200.0%	6	6	0.0%
	Percent of Original	100.0%	93.8%	6.6%	98.5%	98.3%	0.2%

A total of 13 contracts for sale were written in South Region during the month of December, down from 16 in 2022. The median list price of these homes was \$164,900, up from \$143,950 the prior year.

Half of the homes that went under contract in December were on the market less than 27 days, compared to 9 days in December 2022.

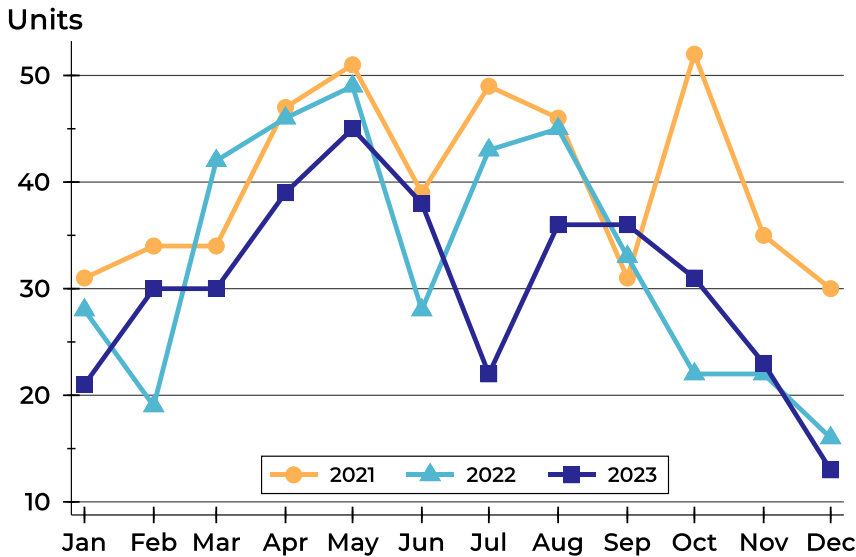
History of Contracts Written





South Region Contracts Written Analysis

Contracts Written by Month



Month	2021	2022	2023
January	31	28	21
February	34	19	30
March	34	42	30
April	47	46	39
May	51	49	45
June	39	28	38
July	49	43	22
August	46	45	36
September	31	33	36
October	52	22	31
November	35	22	23
December	30	16	13

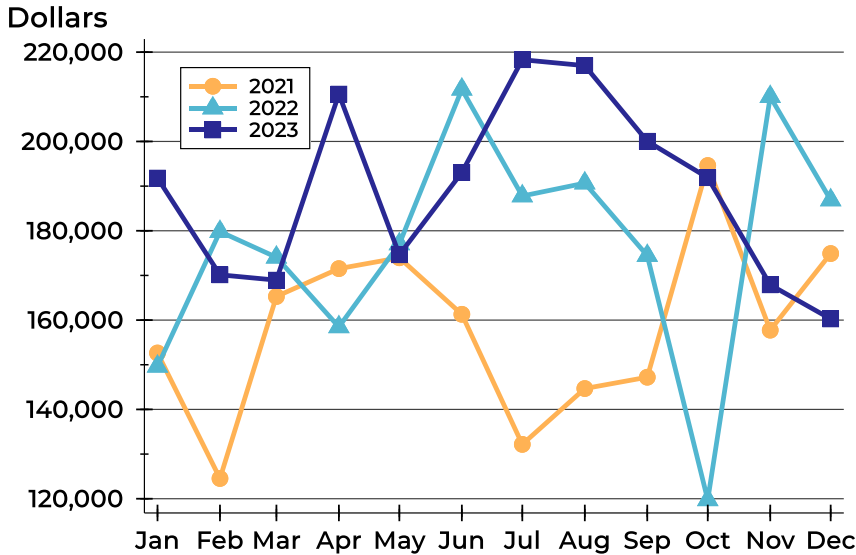
Contracts Written by Price Range

Price Range	Contracts Written		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$25,000-\$49,999	1	7.7%	37,500	37,500	101	101	94.0%	94.0%
\$50,000-\$99,999	3	23.1%	69,100	67,500	22	27	92.2%	100.0%
\$100,000-\$124,999	2	15.4%	109,950	109,950	86	86	92.3%	92.3%
\$125,000-\$149,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$150,000-\$174,999	2	15.4%	167,400	167,400	3	3	97.4%	97.4%
\$175,000-\$199,999	2	15.4%	194,700	194,700	9	9	100.0%	100.0%
\$200,000-\$249,999	1	7.7%	214,500	214,500	18	18	100.0%	100.0%
\$250,000-\$299,999	1	7.7%	299,999	299,999	107	107	87.8%	87.8%
\$300,000-\$399,999	1	7.7%	380,000	380,000	73	73	93.8%	93.8%
\$400,000-\$499,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$500,000-\$749,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$750,000-\$999,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



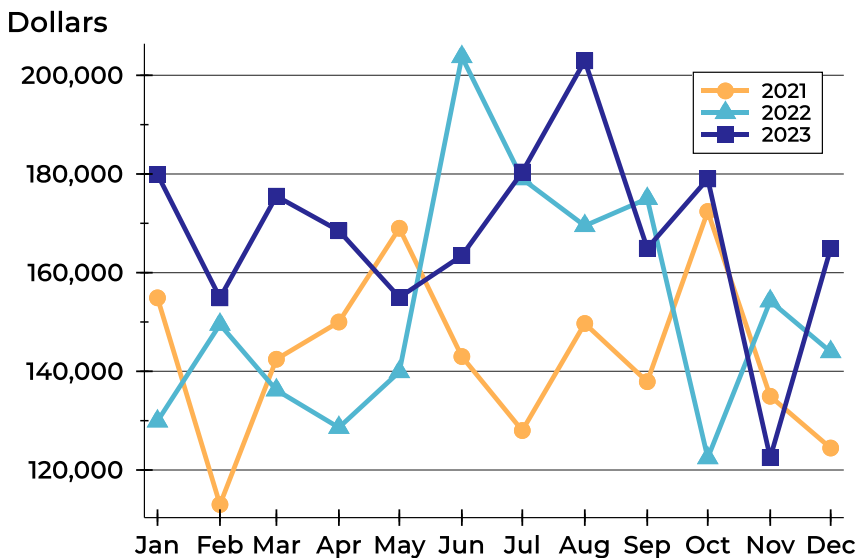
South Region Contracts Written Analysis

Average Price



Month	2021	2022	2023
January	152,635	149,650	191,810
February	124,538	179,816	170,138
March	165,285	174,064	168,947
April	171,532	158,473	210,605
May	173,956	177,049	174,631
June	161,297	211,686	193,063
July	132,176	187,784	218,305
August	144,672	190,669	216,978
September	147,213	174,441	200,050
October	194,613	119,745	191,890
November	157,747	210,027	167,896
December	174,907	186,888	160,261

Median Price

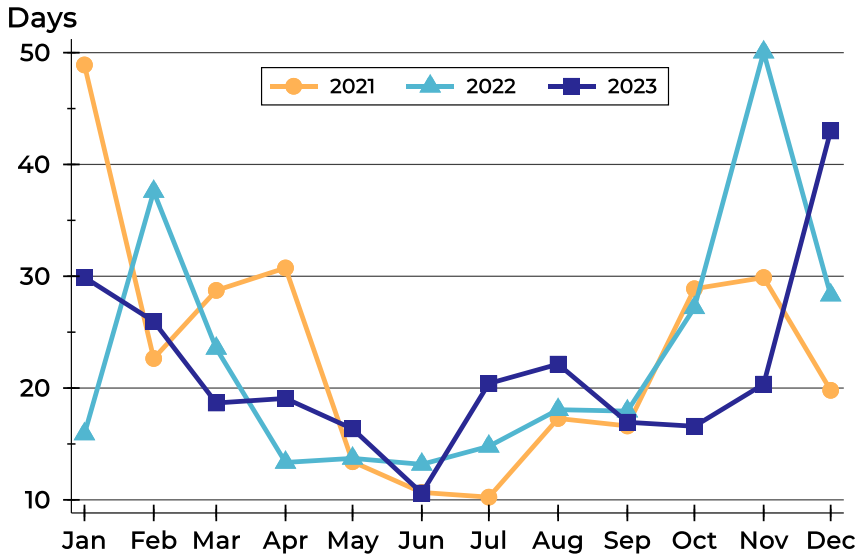


Month	2021	2022	2023
January	154,900	129,900	179,900
February	113,000	149,500	154,900
March	142,450	136,200	175,500
April	150,000	128,600	168,500
May	169,000	139,900	155,000
June	143,000	203,750	163,450
July	128,000	179,000	180,400
August	149,700	169,500	202,950
September	137,900	175,000	164,950
October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



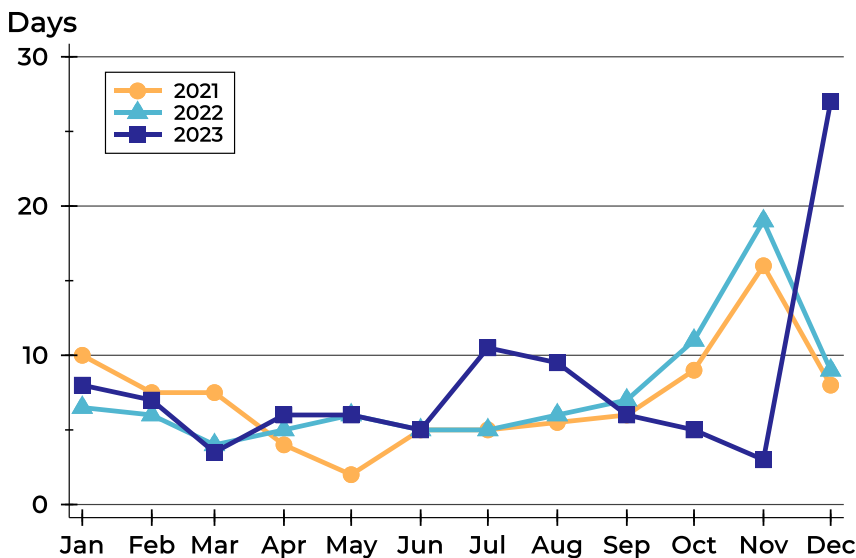
South Region Contracts Written Analysis

Average DOM



Month	2021	2022	2023
January	49	16	30
February	23	38	26
March	29	24	19
April	31	13	19
May	13	14	16
June	11	13	11
July	10	15	20
August	17	18	22
September	17	18	17
October	29	27	17
November	30	50	20
December	20	28	43

Median DOM



Month	2021	2022	2023
January	10	7	8
February	8	6	7
March	8	4	4
April	4	5	6
May	2	6	6
June	5	5	5
July	5	5	11
August	6	6	10
September	6	7	6
October	9	11	5
November	16	19	3
December	8	9	27



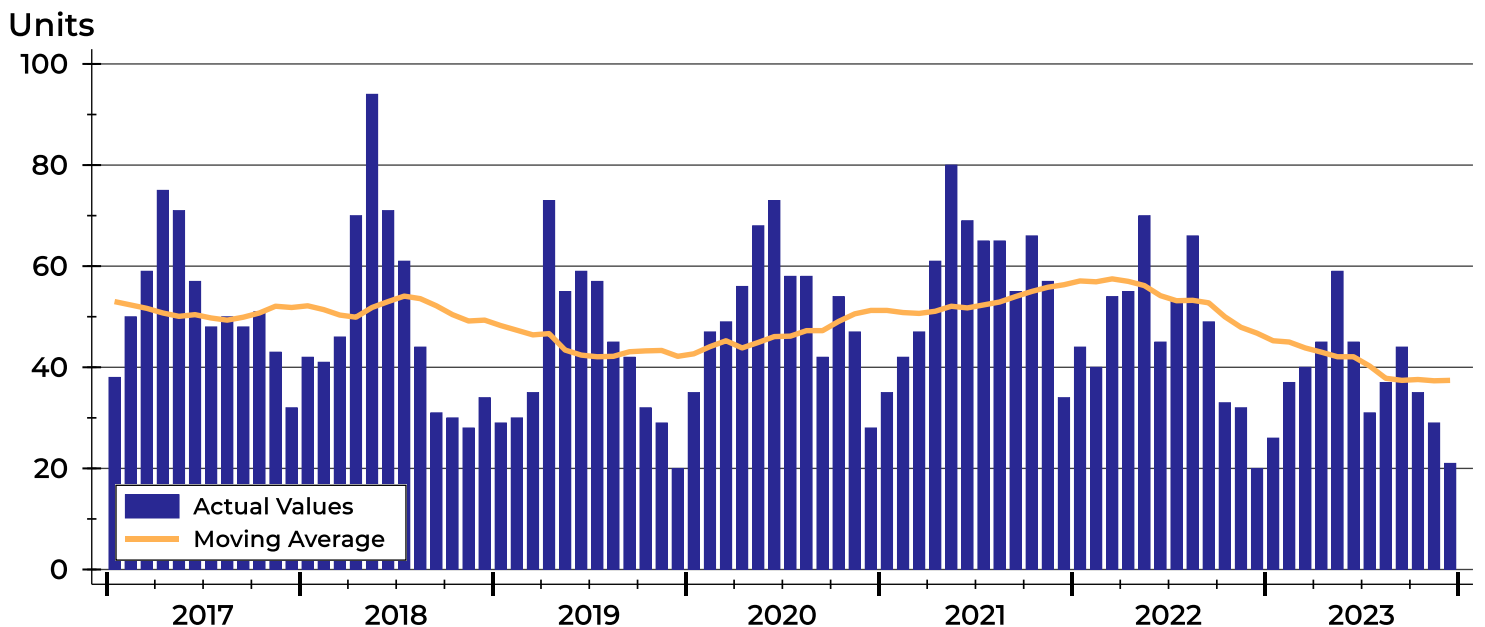
South Region Pending Contracts Analysis

Summary Statistics for Pending Contracts		End of December		
		2023	2022	Change
Pending Contracts		21	20	5.0%
Volume (1,000s)		3,442	4,146	-17.0%
Average	List Price	163,905	207,295	-20.9%
	Days on Market	42	37	13.5%
	Percent of Original	98.3%	96.7%	1.7%
Median	List Price	144,900	157,000	-7.7%
	Days on Market	27	8	237.5%
	Percent of Original	100.0%	100.0%	0.0%

A total of 21 listings in South Region had contracts pending at the end of December, up from 20 contracts pending at the end of December 2022.

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

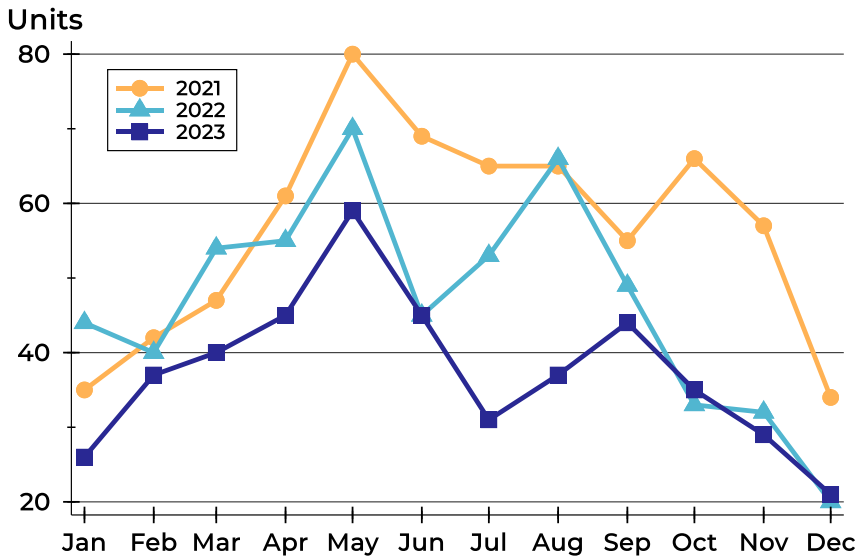
History of Pending Contracts





South Region Pending Contracts Analysis

Pending Contracts by Month



Month	2021	2022	2023
January	35	44	26
February	42	40	37
March	47	54	40
April	61	55	45
May	80	70	59
June	69	45	45
July	65	53	31
August	65	66	37
September	55	49	44
October	66	33	35
November	57	32	29
December	34	20	21

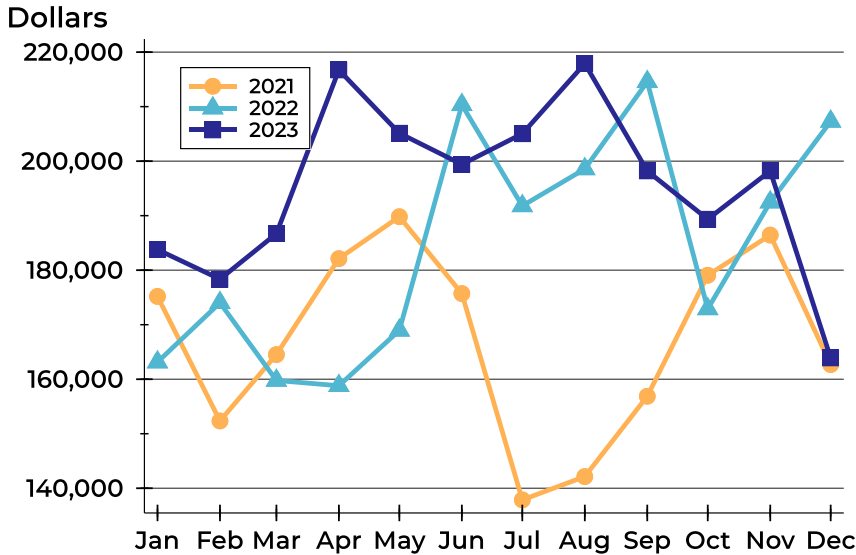
Pending Contracts by Price Range

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	4.8%	37,500	37,500	101	101	94.0%	94.0%
\$50,000-\$99,999	5	23.8%	68,340	67,500	35	27	98.0%	100.0%
\$100,000-\$124,999	3	14.3%	112,800	115,000	59	33	99.0%	100.0%
\$125,000-\$149,999	3	14.3%	139,267	144,900	27	13	98.9%	100.0%
\$150,000-\$174,999	1	4.8%	164,900	164,900	1	1	100.0%	100.0%
\$175,000-\$199,999	2	9.5%	194,700	194,700	9	9	100.0%	100.0%
\$200,000-\$249,999	2	9.5%	213,700	213,700	10	10	100.0%	100.0%
\$250,000-\$299,999	1	4.8%	299,999	299,999	107	107	94.0%	94.0%
\$300,000-\$399,999	3	14.3%	341,633	329,900	71	73	97.4%	98.5%
\$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



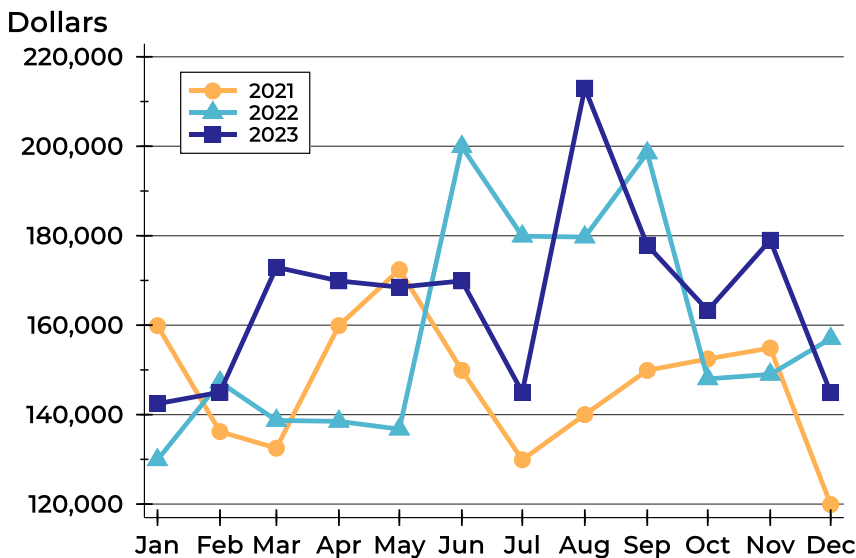
South Region Pending Contracts Analysis

Average Price



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

Median Price

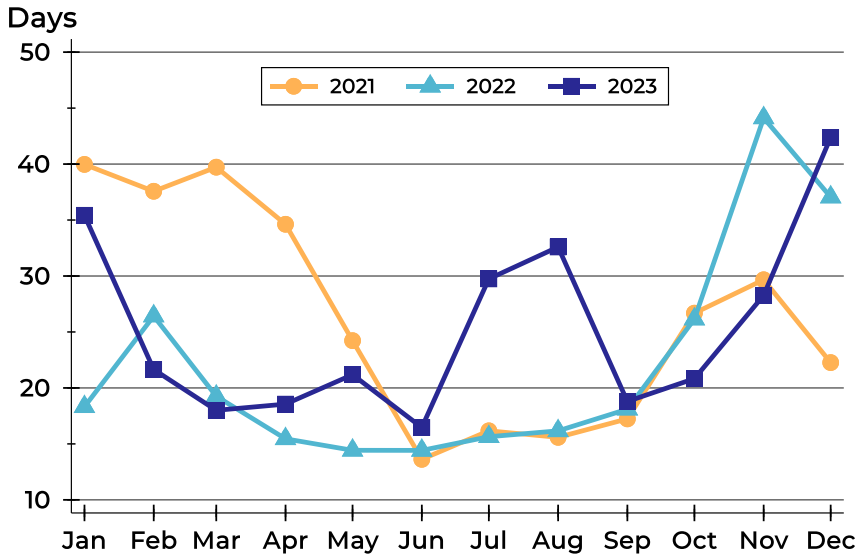


Month	2021	2022	2023
January	159,900	129,900	142,450
February	136,200	147,250	145,000
March	132,500	138,700	172,950
April	159,900	138,500	169,900
May	172,400	136,750	168,500
June	149,900	199,900	169,900
July	129,900	179,900	145,000
August	140,000	179,700	213,000
September	149,900	198,500	177,900
October	152,450	148,000	163,300
November	154,900	149,000	179,000
December	119,900	157,000	144,900



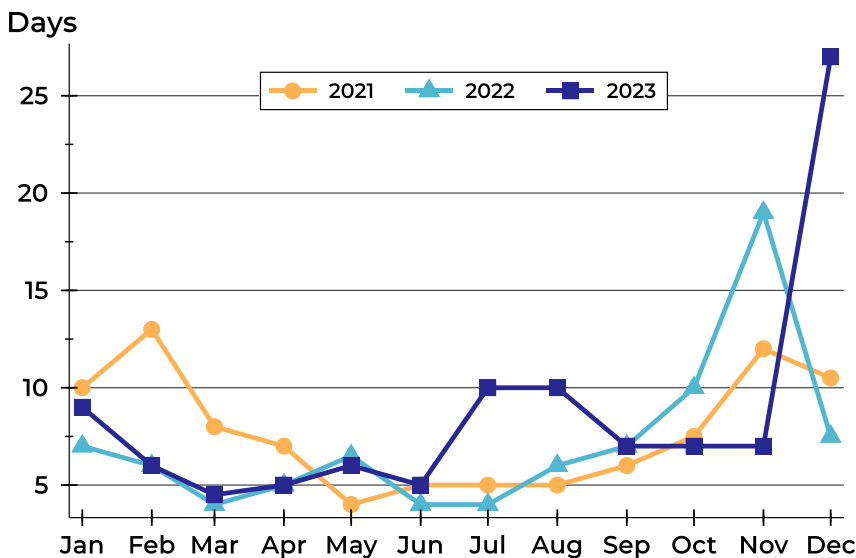
South Region Pending Contracts Analysis

Average DOM



Month	2021	2022	2023
January	40	18	35
February	38	26	22
March	40	19	18
April	35	15	19
May	24	14	21
June	14	14	16
July	16	16	30
August	16	16	33
September	17	18	19
October	27	26	21
November	30	44	28
December	22	37	42

Median DOM



Month	2021	2022	2023
January	10	7	9
February	13	6	6
March	8	4	5
April	7	5	5
May	4	7	6
June	5	4	5
July	5	4	10
August	5	6	10
September	6	7	7
October	8	10	7
November	12	19	7
December	11	8	27