



**SUNFLOWER**  
ASSOCIATION OF REALTORS®, INC.

## January 2024 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 January

Total home sales in Central Region rose by 7.8% last month to 152 units, compared to 141 units in January 2023. Total sales volume was \$30.5 million, up 29.6% from a year earlier.

The median sale price in January was \$182,400, up from \$146,800 a year earlier. Homes that sold in January were typically on the market for 15 days and sold for 100.0% of their list prices.

### Central Region Active Listings Up at End of January

The total number of active listings in Central Region at the end of January was 172 units, up from 132 at the same point in 2023. This represents a 0.9 months' supply of homes available for sale. The median list price of homes on the market at the end of January was \$239,925.

During January, a total of 167 contracts were written down from 175 in January 2023. At the end of the month, there were 171 contracts still pending.

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## Central Region Summary Statistics

January MLS Statistics Three-year History		Current Month			Year-to-Date		
		2024	2023	2022	2024	2023	2022
<b>Home Sales</b>		<b>152</b>	<b>141</b>	<b>193</b>	<b>152</b>	<b>141</b>	<b>193</b>
Change from prior year		7.8%	-26.9%	11.6%	7.8%	-26.9%	11.6%
<b>Active Listings</b>		<b>172</b>	<b>132</b>	<b>89</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
Change from prior year		30.3%	48.3%	-28.2%			
<b>Months' Supply</b>		<b>0.9</b>	<b>0.6</b>	<b>0.4</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
Change from prior year		50.0%	50.0%	-20.0%			
<b>New Listings</b>		<b>160</b>	<b>151</b>	<b>164</b>	<b>160</b>	<b>151</b>	<b>164</b>
Change from prior year		6.0%	-7.9%	-15.5%	6.0%	-7.9%	-15.5%
<b>Contracts Written</b>		<b>167</b>	<b>175</b>	<b>165</b>	<b>167</b>	<b>175</b>	<b>165</b>
Change from prior year		-4.6%	6.1%	-18.3%	-4.6%	6.1%	-18.3%
<b>Pending Contracts</b>		<b>171</b>	<b>163</b>	<b>172</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
Change from prior year		4.9%	-5.2%	-19.2%			
<b>Sales Volume (1,000s)</b>		<b>30,548</b>	<b>23,569</b>	<b>33,357</b>	<b>30,548</b>	<b>23,569</b>	<b>33,357</b>
Change from prior year		29.6%	-29.3%	10.5%	29.6%	-29.3%	10.5%
Average	<b>Sale Price</b>	<b>200,977</b>	<b>167,154</b>	<b>172,833</b>	<b>200,977</b>	<b>167,154</b>	<b>172,833</b>
	Change from prior year	20.2%	-3.3%	-1.0%	20.2%	-3.3%	-1.0%
	<b>List Price of Actives</b>	<b>289,916</b>	<b>346,174</b>	<b>236,063</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
	Change from prior year	-16.3%	46.6%	18.7%			
	<b>Days on Market</b>	<b>30</b>	<b>21</b>	<b>21</b>	<b>30</b>	<b>21</b>	<b>21</b>
Change from prior year	42.9%	0.0%	-30.0%	42.9%	0.0%	-30.0%	
<b>Percent of List</b>	<b>97.8%</b>	<b>97.7%</b>	<b>98.9%</b>	<b>97.8%</b>	<b>97.7%</b>	<b>98.9%</b>	
Change from prior year	0.1%	-1.2%	0.9%	0.1%	-1.2%	0.9%	
<b>Percent of Original</b>	<b>95.8%</b>	<b>95.5%</b>	<b>97.0%</b>	<b>95.8%</b>	<b>95.5%</b>	<b>97.0%</b>	
Change from prior year	0.3%	-1.5%	0.0%	0.3%	-1.5%	0.0%	
Median	<b>Sale Price</b>	<b>182,400</b>	<b>146,800</b>	<b>150,000</b>	<b>182,400</b>	<b>146,800</b>	<b>150,000</b>
	Change from prior year	24.3%	-2.1%	0.0%	24.3%	-2.1%	0.0%
	<b>List Price of Actives</b>	<b>239,925</b>	<b>251,225</b>	<b>185,000</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
	Change from prior year	-4.5%	35.8%	32.2%			
	<b>Days on Market</b>	<b>15</b>	<b>9</b>	<b>5</b>	<b>15</b>	<b>9</b>	<b>5</b>
Change from prior year	66.7%	80.0%	-37.5%	66.7%	80.0%	-37.5%	
<b>Percent of List</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	
Change from prior year	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	
<b>Percent of Original</b>	<b>97.3%</b>	<b>97.9%</b>	<b>100.0%</b>	<b>97.3%</b>	<b>97.9%</b>	<b>100.0%</b>	
Change from prior year	-0.6%	-2.1%	0.6%	-0.6%	-2.1%	0.6%	

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



## Central Region Closed Listings Analysis

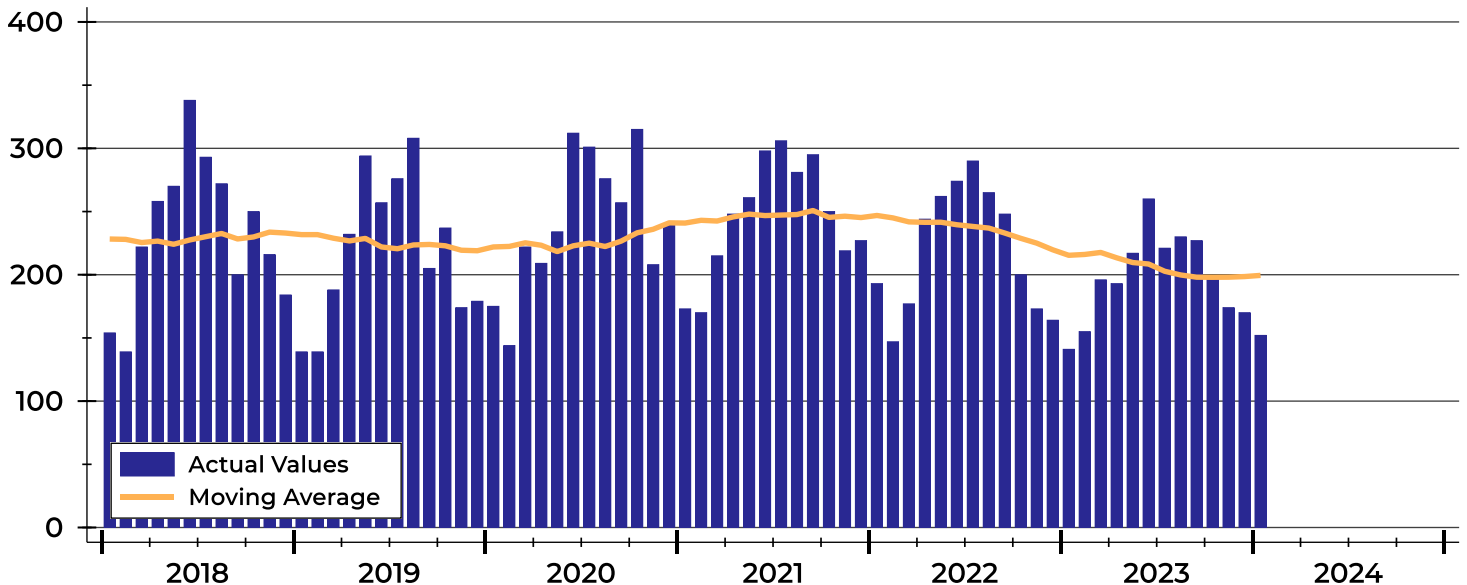
Summary Statistics for Closed Listings		January			Year-to-Date		
		2024	2023	Change	2024	2023	Change
Closed Listings		152	141	7.8%	152	141	7.8%
Volume (1,000s)		30,548	23,569	29.6%	30,548	23,569	29.6%
Months' Supply		0.9	0.6	50.0%	N/A	N/A	N/A
Average	Sale Price	200,977	167,154	20.2%	200,977	167,154	20.2%
	Days on Market	30	21	42.9%	30	21	42.9%
	Percent of List	97.8%	97.7%	0.1%	97.8%	97.7%	0.1%
	Percent of Original	95.8%	95.5%	0.3%	95.8%	95.5%	0.3%
Median	Sale Price	182,400	146,800	24.3%	182,400	146,800	24.3%
	Days on Market	15	9	66.7%	15	9	66.7%
	Percent of List	100.0%	100.0%	0.0%	100.0%	100.0%	0.0%
	Percent of Original	97.3%	97.9%	-0.6%	97.3%	97.9%	-0.6%

A total of 152 homes sold in Central Region in January, up from 141 units in January 2023. Total sales volume rose to \$30.5 million compared to \$23.6 million in the previous year.

The median sales price in January was \$182,400, up 24.3% compared to the prior year. Median days on market was 15 days, down from 17 days in December, but up from 9 in January 2023.

## History of Closed Listings

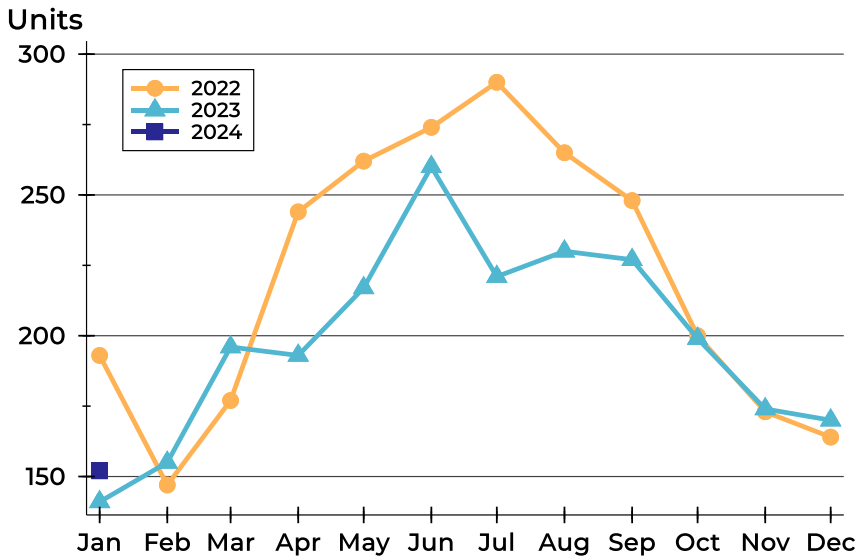
Units





## Central Region Closed Listings Analysis

### Closed Listings by Month



Month	2022	2023	2024
<b>January</b>	193	141	<b>152</b>
<b>February</b>	147	155	
<b>March</b>	177	196	
<b>April</b>	244	193	
<b>May</b>	262	217	
<b>June</b>	274	260	
<b>July</b>	290	221	
<b>August</b>	265	230	
<b>September</b>	248	227	
<b>October</b>	200	199	
<b>November</b>	173	174	
<b>December</b>	164	170	

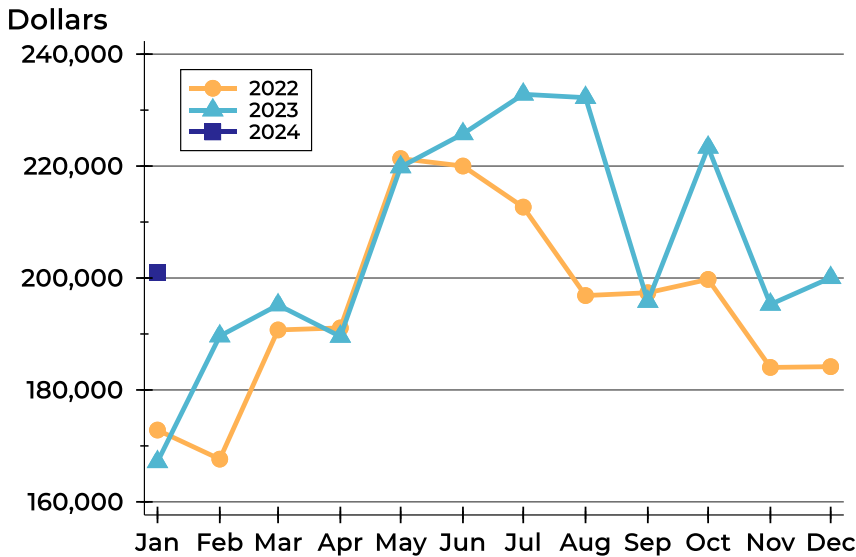
### Closed Listings by Price Range

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	0.7%	1.1	20,000	20,000	60	60	69.0%	69.0%	69.0%	69.0%
\$25,000-\$49,999	10	6.6%	1.1	40,800	42,500	30	15	94.7%	93.8%	88.3%	87.6%
\$50,000-\$99,999	22	14.5%	0.6	78,818	77,250	32	12	95.0%	97.4%	91.3%	94.8%
\$100,000-\$124,999	11	7.2%	0.0	110,018	110,000	15	6	99.1%	100.0%	97.1%	96.1%
\$125,000-\$149,999	13	8.6%	0.9	140,190	140,000	27	10	99.5%	100.0%	96.7%	100.0%
\$150,000-\$174,999	15	9.9%	0.5	161,093	160,000	26	23	98.7%	100.0%	105.5%	95.5%
\$175,000-\$199,999	18	11.8%	1.0	186,433	185,500	36	13	99.6%	100.0%	95.2%	100.0%
\$200,000-\$249,999	19	12.5%	0.6	227,634	227,250	29	28	98.8%	99.1%	97.0%	97.9%
\$250,000-\$299,999	19	12.5%	0.7	273,411	275,000	19	5	99.0%	100.0%	97.4%	99.6%
\$300,000-\$399,999	13	8.6%	1.5	343,977	349,900	45	32	99.1%	100.0%	96.6%	96.1%
\$400,000-\$499,999	7	4.6%	1.2	449,214	440,000	28	9	96.1%	96.4%	94.3%	96.4%
\$500,000-\$749,999	4	2.6%	2.5	611,388	602,500	74	82	97.4%	96.1%	92.7%	89.9%
\$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



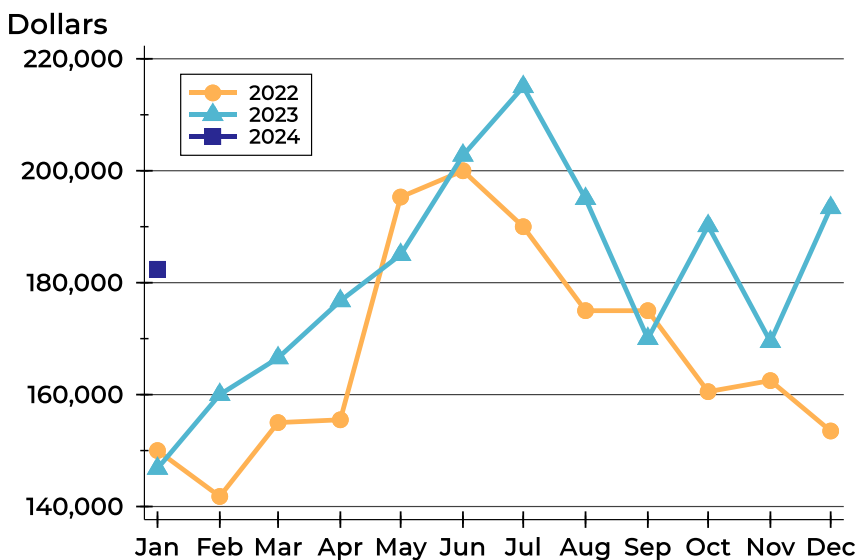
# Central Region Closed Listings Analysis

## Average Price



Month	2022	2023	2024
January	172,833	167,154	<b>200,977</b>
February	167,638	189,627	
March	190,723	195,182	
April	191,081	189,557	
May	221,340	219,842	
June	220,010	225,758	
July	212,671	232,828	
August	196,867	232,231	
September	197,371	195,798	
October	199,751	223,343	
November	184,025	195,282	
December	184,162	200,047	

## Median Price

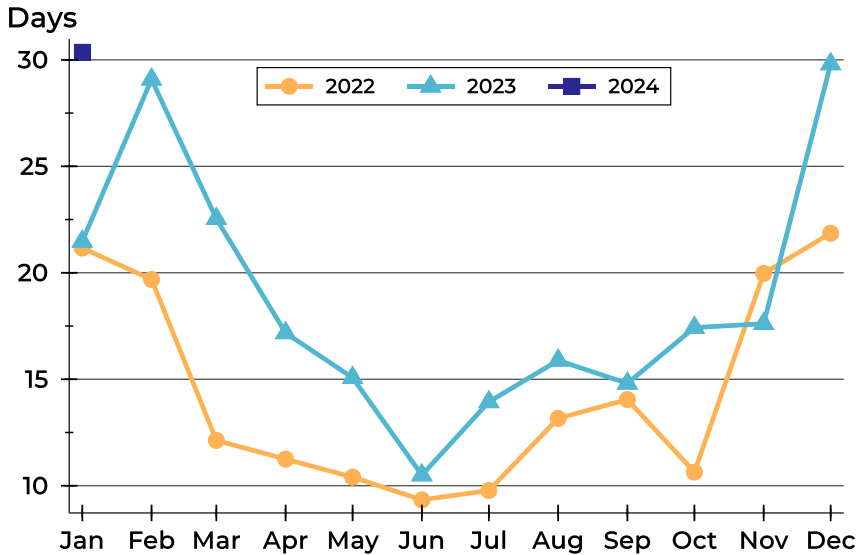


Month	2022	2023	2024
January	150,000	146,800	<b>182,400</b>
February	141,800	160,000	
March	155,000	166,550	
April	155,500	176,750	
May	195,300	185,000	
June	200,000	202,750	
July	190,000	215,000	
August	175,000	195,000	
September	175,000	170,000	
October	160,526	190,155	
November	162,500	169,450	
December	153,500	193,375	



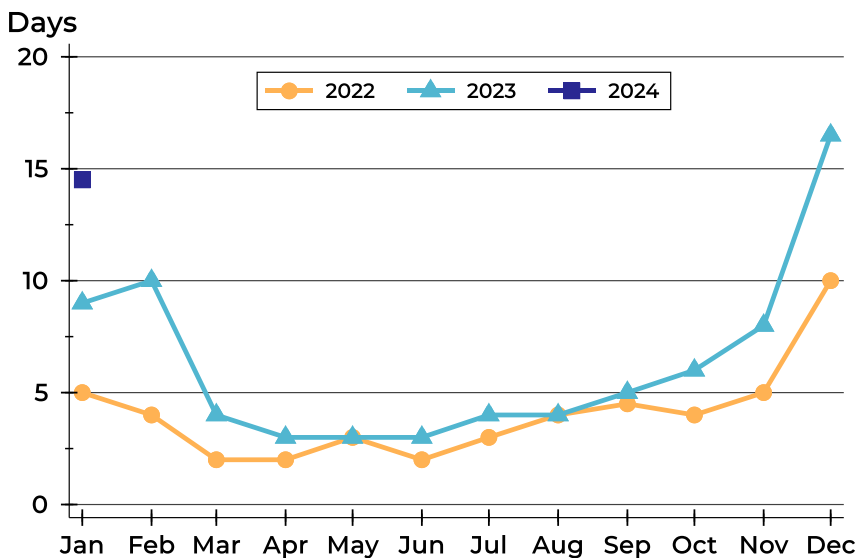
## Central Region Closed Listings Analysis

### Average DOM



Month	2022	2023	2024
January	21	21	<b>30</b>
February	20	29	
March	12	23	
April	11	17	
May	10	15	
June	9	11	
July	10	14	
August	13	16	
September	14	15	
October	11	17	
November	20	18	
December	22	30	

### Median DOM



Month	2022	2023	2024
January	5	9	<b>15</b>
February	4	10	
March	2	4	
April	2	3	
May	3	3	
June	2	3	
July	3	4	
August	4	4	
September	5	5	
October	4	6	
November	5	8	
December	10	17	



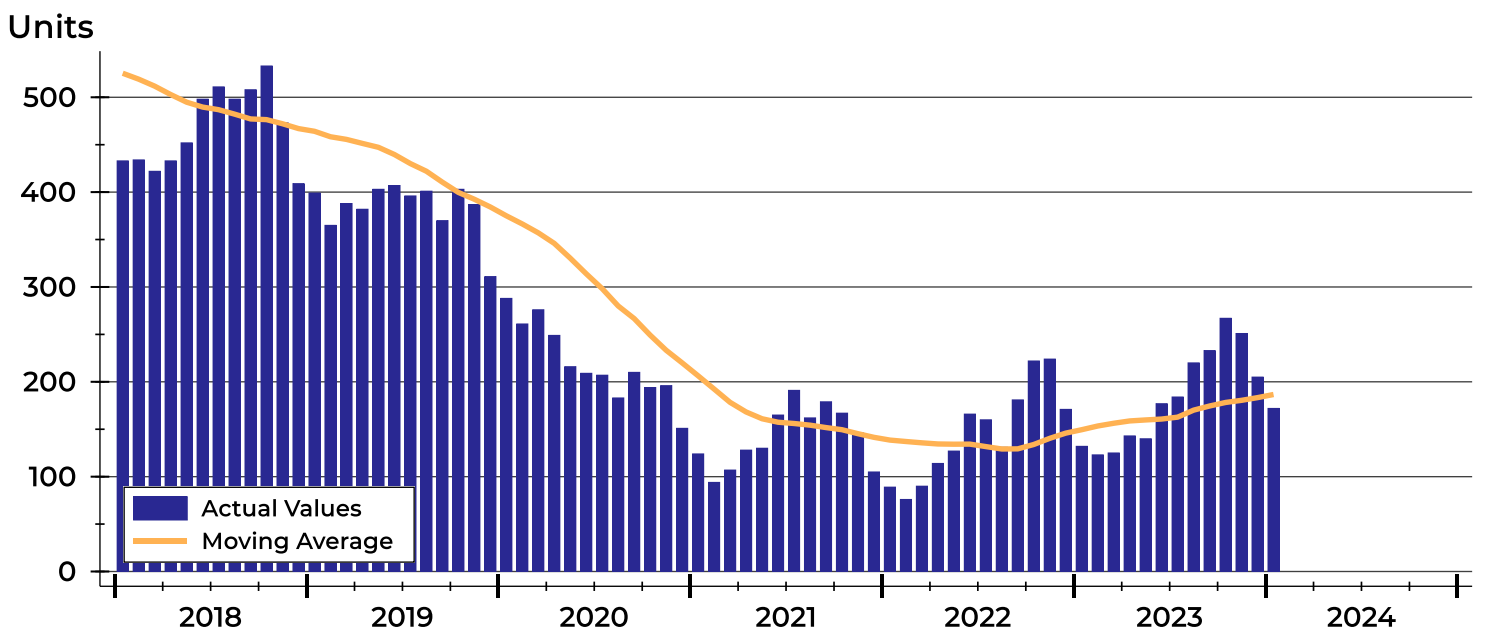
## Central Region Active Listings Analysis

Summary Statistics for Active Listings		2024	End of January 2023	Change
Active Listings		<b>172</b>	132	30.3%
Volume (1,000s)		<b>49,866</b>	45,695	9.1%
Months' Supply		<b>0.9</b>	0.6	50.0%
Average	List Price	<b>289,916</b>	346,174	-16.3%
	Days on Market	<b>70</b>	67	4.5%
	Percent of Original	<b>96.0%</b>	97.4%	-1.4%
Median	List Price	<b>239,925</b>	251,225	-4.5%
	Days on Market	<b>47</b>	53	-11.3%
	Percent of Original	<b>100.0%</b>	100.0%	0.0%

A total of 172 homes were available for sale in Central Region at the end of January. This represents a 0.9 months' supply of active listings.

The median list price of homes on the market at the end of January was \$239,925, down 4.5% from 2023. The typical time on market for active listings was 47 days, down from 53 days a year earlier.

## History of Active Listings

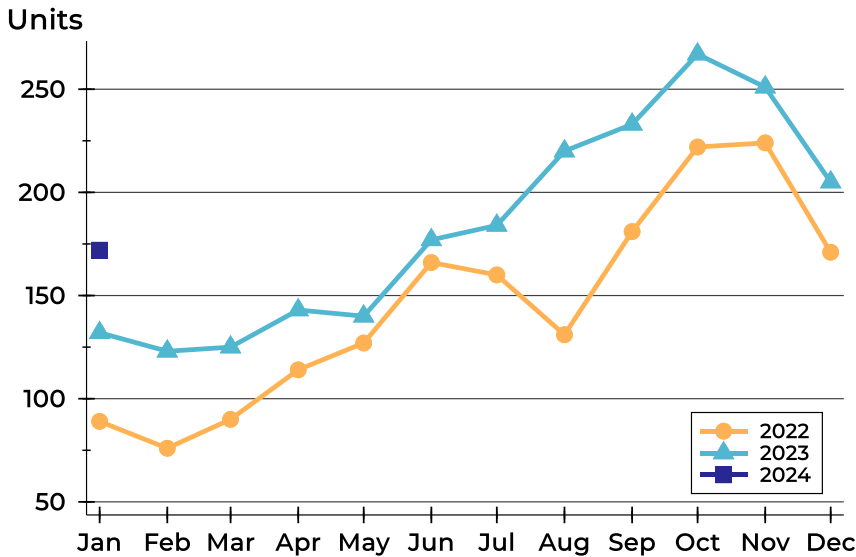






## Central Region Active Listings Analysis

### Active Listings by Month



Month	2022	2023	2024
<b>January</b>	89	132	<b>172</b>
<b>February</b>	76	123	
<b>March</b>	90	125	
<b>April</b>	114	143	
<b>May</b>	127	140	
<b>June</b>	166	177	
<b>July</b>	160	184	
<b>August</b>	131	220	
<b>September</b>	181	233	
<b>October</b>	222	267	
<b>November</b>	224	251	
<b>December</b>	171	205	

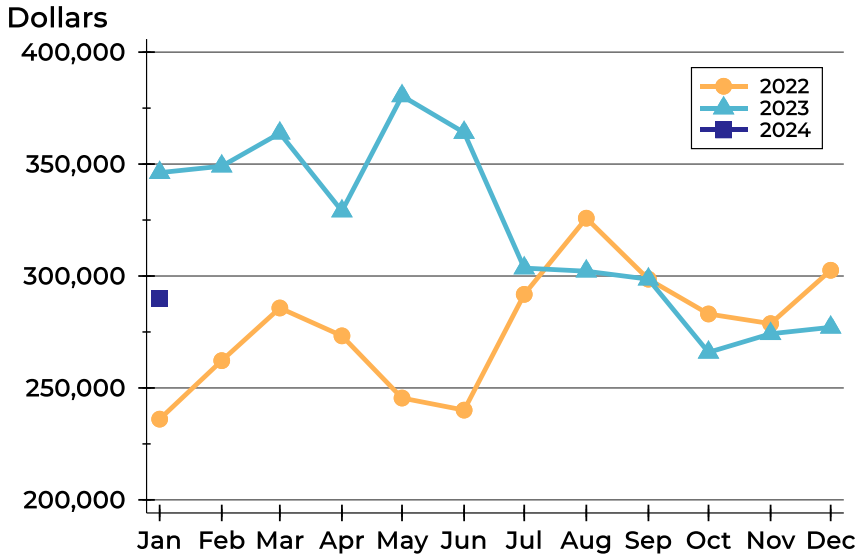
### Active Listings by Price Range

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	2	1.2%	1.1	9,600	9,600	59	59	89.1%	89.1%
\$25,000-\$49,999	8	4.7%	1.1	37,749	37,445	54	50	86.8%	91.4%
\$50,000-\$99,999	19	11.0%	0.6	72,184	70,000	65	49	92.2%	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	17	9.9%	0.9	136,362	138,000	33	20	98.4%	100.0%
\$150,000-\$174,999	10	5.8%	0.5	163,125	162,475	23	21	98.5%	100.0%
\$175,000-\$199,999	17	9.9%	1.0	190,088	189,900	94	63	95.2%	99.7%
\$200,000-\$249,999	17	9.9%	0.6	235,137	238,000	60	21	98.4%	100.0%
\$250,000-\$299,999	16	9.3%	0.7	281,696	282,475	42	32	97.5%	100.0%
\$300,000-\$399,999	34	19.8%	1.5	344,057	329,900	73	54	96.5%	100.0%
\$400,000-\$499,999	12	7.0%	1.2	462,329	470,950	111	78	97.8%	100.0%
\$500,000-\$749,999	15	8.7%	2.5	601,247	600,000	102	69	97.1%	100.0%
\$750,000-\$999,999	3	1.7%	N/A	816,300	799,000	125	132	98.0%	100.0%
\$1,000,000 and up	2	1.2%	N/A	1,887,000	1,887,000	206	206	86.3%	86.3%



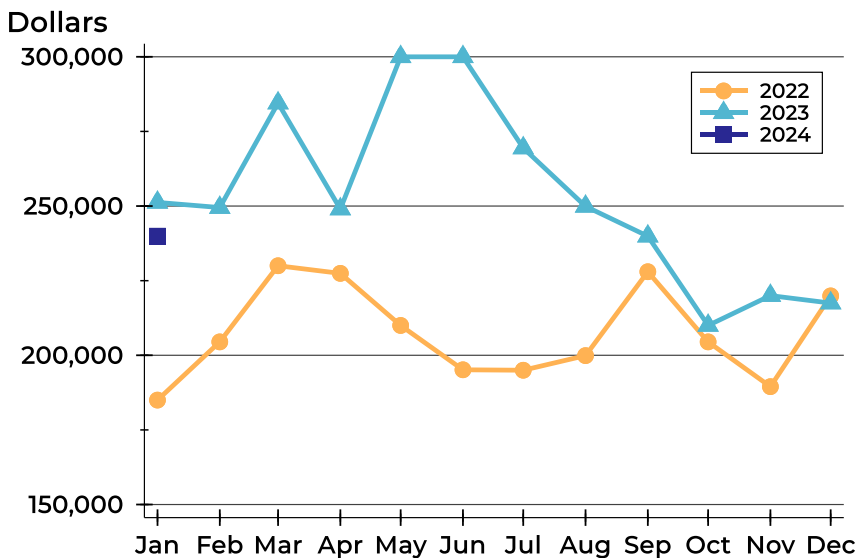
# Central Region Active Listings Analysis

## Average Price



Month	2022	2023	2024
January	236,063	346,174	<b>289,916</b>
February	262,189	349,073	
March	285,717	363,785	
April	273,269	329,023	
May	245,494	380,449	
June	240,087	364,083	
July	291,803	303,543	
August	325,826	302,144	
September	298,584	298,592	
October	283,047	265,896	
November	278,713	274,200	
December	302,572	277,073	

## Median Price

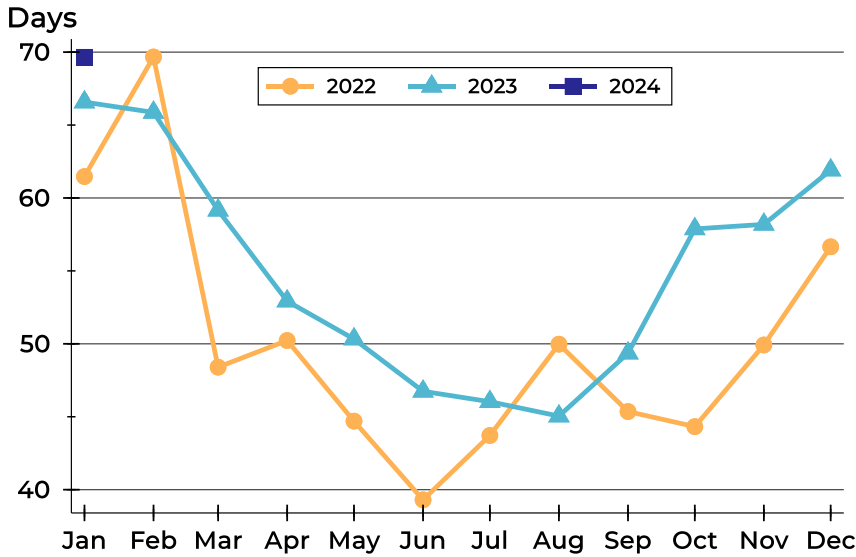


Month	2022	2023	2024
January	185,000	251,225	<b>239,925</b>
February	204,500	249,500	
March	230,000	284,500	
April	227,450	249,000	
May	210,000	300,000	
June	195,150	299,999	
July	195,000	269,450	
August	199,900	249,900	
September	228,000	239,900	
October	204,500	210,000	
November	189,500	220,000	
December	219,900	217,500	



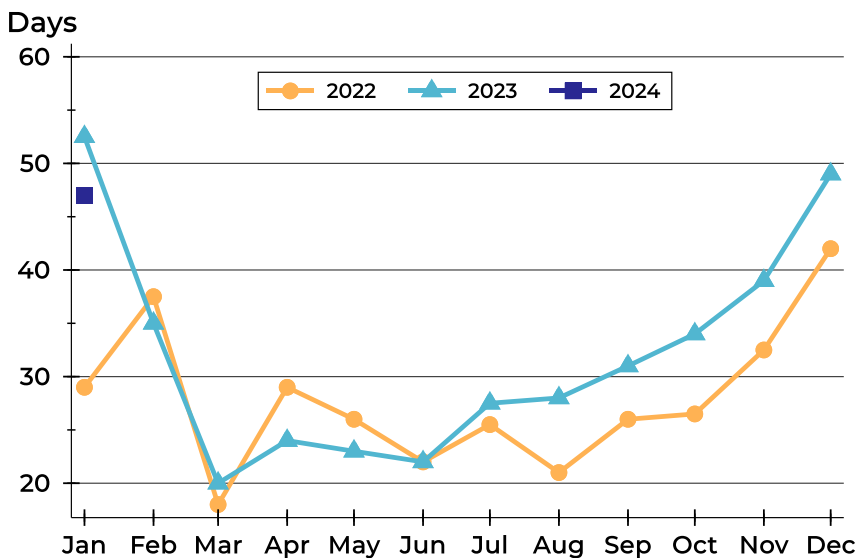
## Central Region Active Listings Analysis

### Average DOM



Month	2022	2023	2024
January	61	67	<b>70</b>
February	70	66	
March	48	59	
April	50	53	
May	45	50	
June	39	47	
July	44	46	
August	50	45	
September	45	49	
October	44	58	
November	50	58	
December	57	62	

### Median DOM

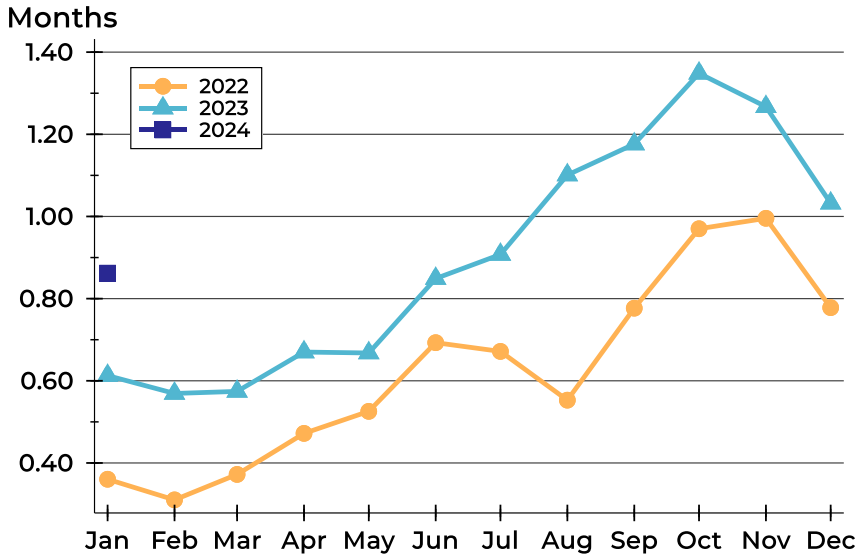


Month	2022	2023	2024
January	29	53	<b>47</b>
February	38	35	
March	18	20	
April	29	24	
May	26	23	
June	22	22	
July	26	28	
August	21	28	
September	26	31	
October	27	34	
November	33	39	
December	42	49	



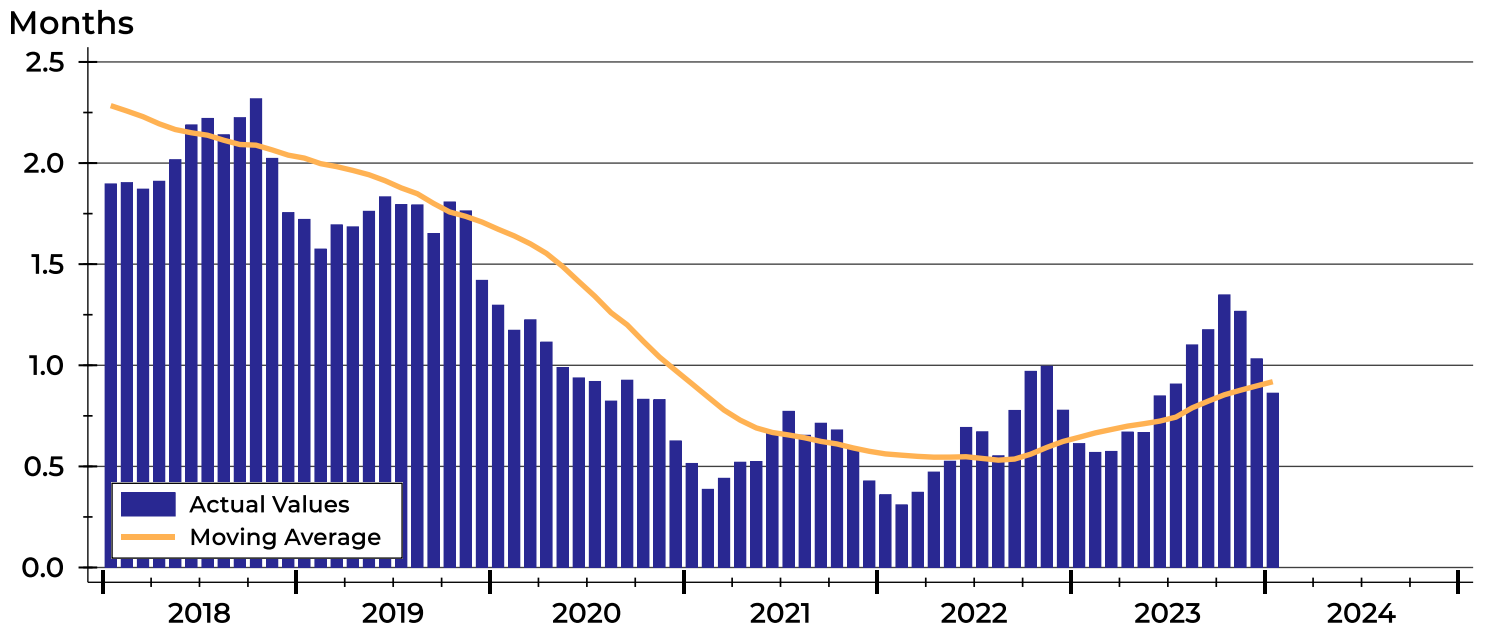
# Central Region Months' Supply Analysis

## Months' Supply by Month



Month	2022	2023	2024
January	0.4	0.6	<b>0.9</b>
February	0.3	0.6	
March	0.4	0.6	
April	0.5	0.7	
May	0.5	0.7	
June	0.7	0.8	
July	0.7	0.9	
August	0.6	1.1	
September	0.8	1.2	
October	1.0	1.3	
November	1.0	1.3	
December	0.8	1.0	

## History of Month's Supply





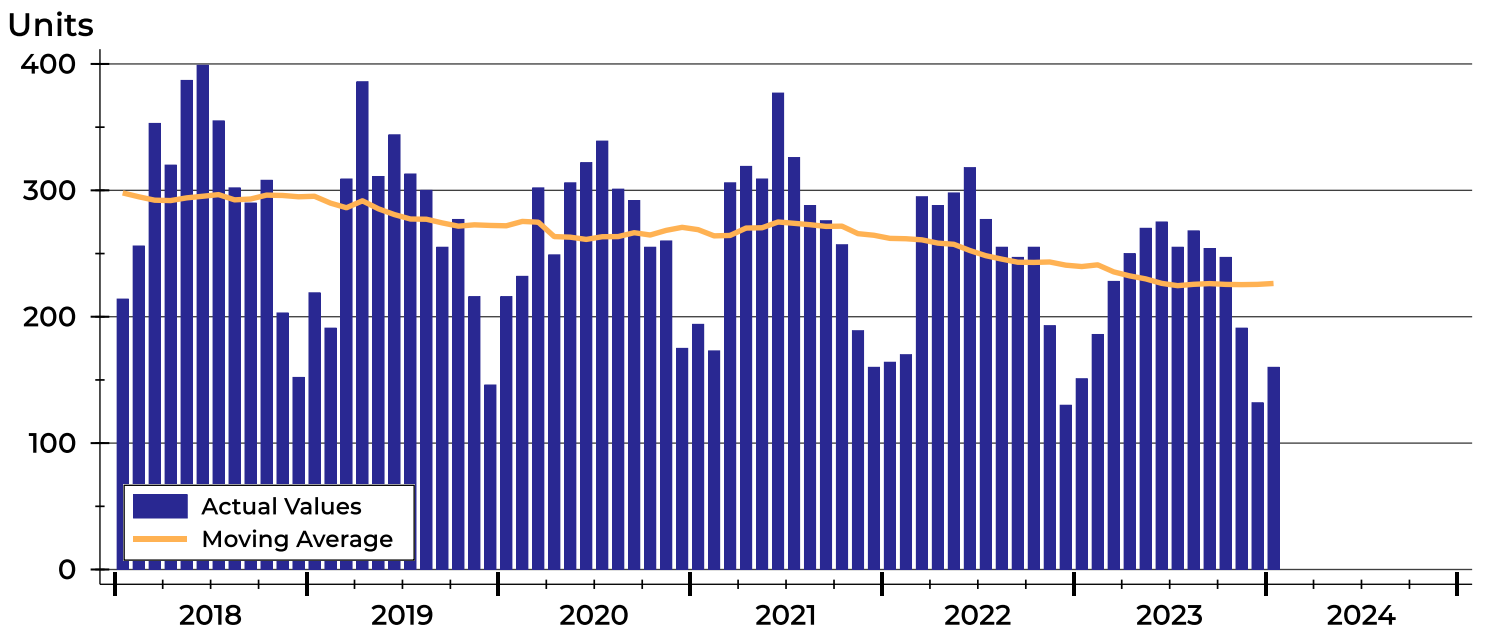
# Central Region New Listings Analysis

Summary Statistics for New Listings		2024	January 2023	Change
Current Month	New Listings	160	151	6.0%
	Volume (1,000s)	32,630	28,222	15.6%
	Average List Price	203,937	186,903	9.1%
	Median List Price	179,700	167,500	7.3%
Year-to-Date	New Listings	160	151	6.0%
	Volume (1,000s)	32,630	28,222	15.6%
	Average List Price	203,937	186,903	9.1%
	Median List Price	179,700	167,500	7.3%

A total of 160 new listings were added in Central Region during January, up 6.0% from the same month in 2023.

The median list price of these homes was \$179,700 up from \$167,500 in 2023.

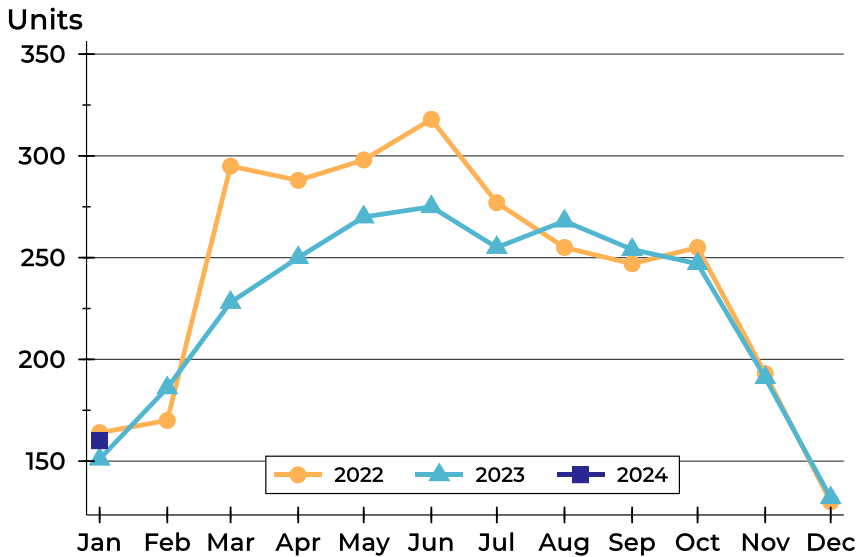
## History of New Listings





## Central Region New Listings Analysis

### New Listings by Month



Month	2022	2023	2024
<b>January</b>	164	151	<b>160</b>
<b>February</b>	170	186	
<b>March</b>	295	228	
<b>April</b>	288	250	
<b>May</b>	298	270	
<b>June</b>	318	275	
<b>July</b>	277	255	
<b>August</b>	255	268	
<b>September</b>	247	254	
<b>October</b>	255	247	
<b>November</b>	193	191	
<b>December</b>	130	132	

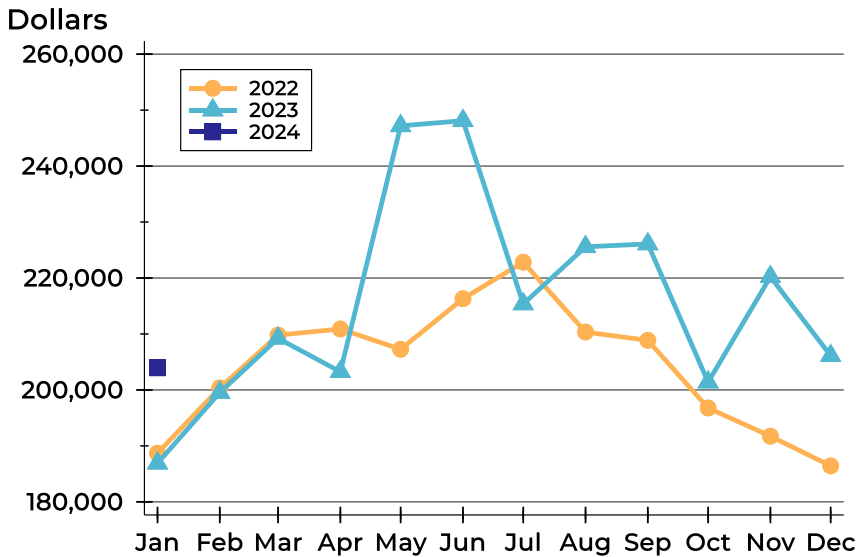
### New Listings by Price Range

Price Range	New Listings		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	1	0.6%	1,200	1,200	26	26	100.0%	100.0%
\$25,000-\$49,999	7	4.4%	42,743	42,000	8	2	101.0%	100.0%
\$50,000-\$99,999	28	17.5%	76,359	77,250	9	6	98.6%	100.0%
\$100,000-\$124,999	8	5.0%	113,988	115,000	4	1	100.2%	100.0%
\$125,000-\$149,999	20	12.5%	136,420	135,000	14	12	99.5%	100.0%
\$150,000-\$174,999	14	8.8%	163,804	165,000	14	12	99.0%	100.0%
\$175,000-\$199,999	15	9.4%	188,607	189,500	7	4	99.8%	100.0%
\$200,000-\$249,999	21	13.1%	231,928	234,900	13	13	99.0%	100.0%
\$250,000-\$299,999	19	11.9%	276,295	279,900	9	6	99.0%	100.0%
\$300,000-\$399,999	16	10.0%	341,506	329,900	15	14	99.6%	100.0%
\$400,000-\$499,999	5	3.1%	479,560	489,900	12	1	97.7%	100.0%
\$500,000-\$749,999	6	3.8%	574,483	557,500	9	8	99.1%	100.0%
\$750,000-\$999,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



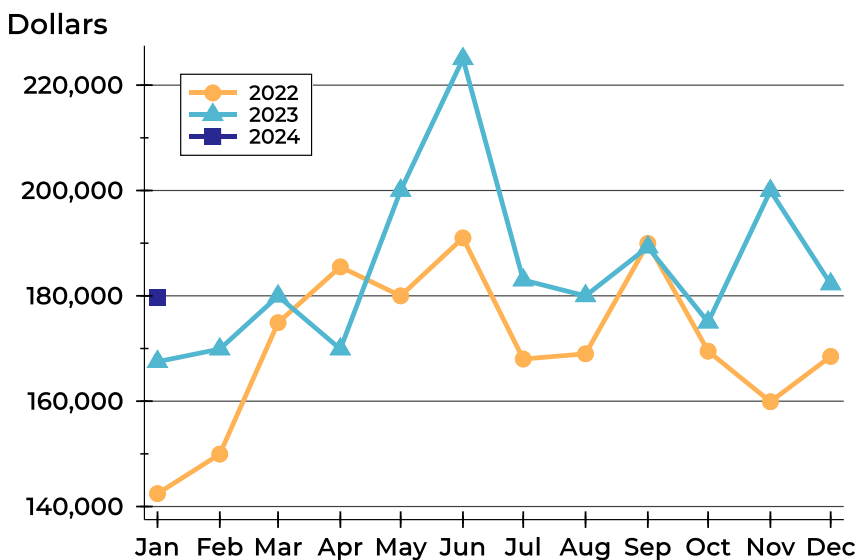
## Central Region New Listings Analysis

### Average Price



Month	2022	2023	2024
<b>January</b>	188,707	186,903	<b>203,937</b>
<b>February</b>	200,354	199,536	
<b>March</b>	209,796	209,227	
<b>April</b>	210,891	203,250	
<b>May</b>	207,269	247,185	
<b>June</b>	216,292	248,111	
<b>July</b>	222,832	215,365	
<b>August</b>	210,342	225,579	
<b>September</b>	208,859	226,084	
<b>October</b>	196,776	201,393	
<b>November</b>	191,737	220,222	
<b>December</b>	186,429	206,123	

### Median Price



Month	2022	2023	2024
<b>January</b>	142,450	167,500	<b>179,700</b>
<b>February</b>	149,950	169,900	
<b>March</b>	174,900	179,950	
<b>April</b>	185,500	169,900	
<b>May</b>	180,000	200,000	
<b>June</b>	191,000	225,000	
<b>July</b>	168,000	183,000	
<b>August</b>	169,000	180,000	
<b>September</b>	189,950	189,250	
<b>October</b>	169,500	175,000	
<b>November</b>	159,900	199,950	
<b>December</b>	168,500	182,250	

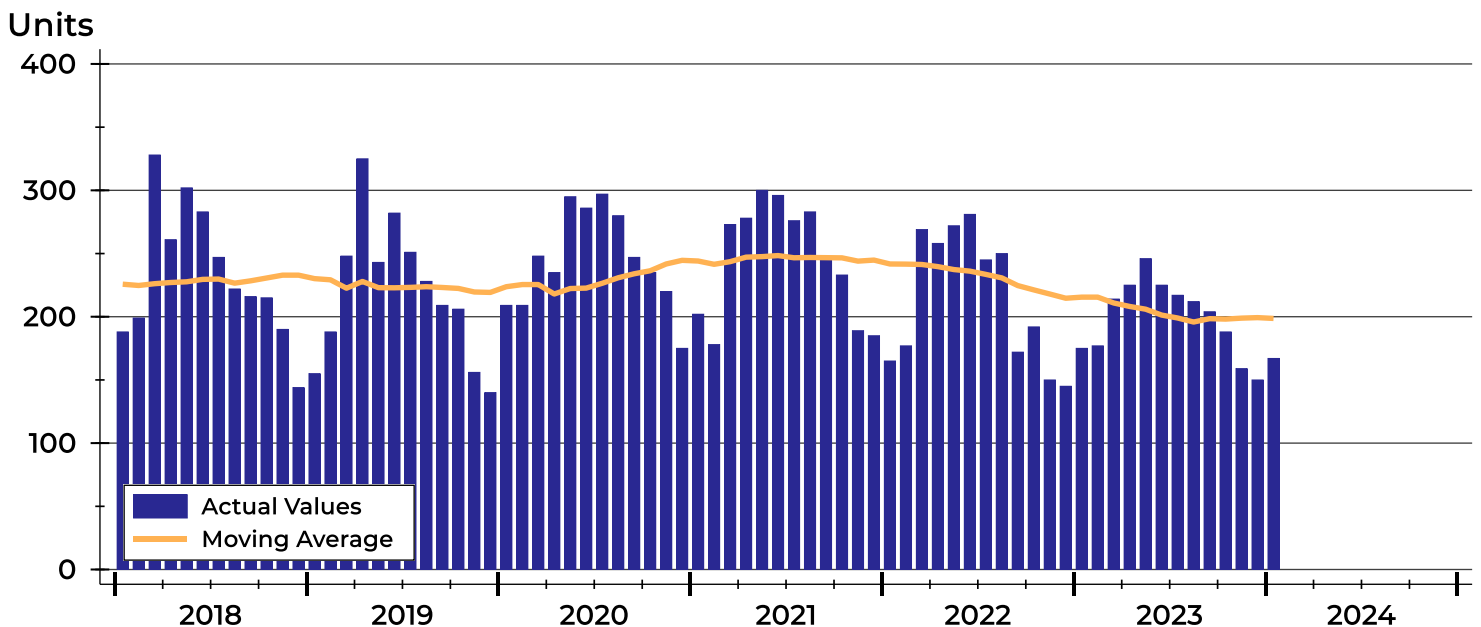


## Central Region Contracts Written Analysis

Summary Statistics for Contracts Written		January			Year-to-Date		
		2024	2023	Change	2024	2023	Change
Contracts Written		<b>167</b>	175	-4.6%	<b>167</b>	175	-4.6%
Volume (1,000s)		<b>34,361</b>	33,273	3.3%	<b>34,361</b>	33,273	3.3%
Average	Sale Price	<b>205,757</b>	190,130	8.2%	<b>205,757</b>	190,130	8.2%
	Days on Market	<b>32</b>	29	10.3%	<b>32</b>	29	10.3%
	Percent of Original	<b>96.8%</b>	97.0%	-0.2%	<b>96.8%</b>	97.0%	-0.2%
Median	Sale Price	<b>179,900</b>	162,500	10.7%	<b>179,900</b>	162,500	10.7%
	Days on Market	<b>10</b>	10	0.0%	<b>10</b>	10	0.0%
	Percent of Original	<b>100.0%</b>	98.9%	1.1%	<b>100.0%</b>	98.9%	1.1%

A total of 167 contracts for sale were written in Central Region during the month of January, down from 175 in 2023. The median list price of these homes was \$179,900, up from \$162,500 the prior year. Half of the homes that went under contract in January were on the market less than 10 days, compared to 10 days in January 2023.

## History of Contracts Written

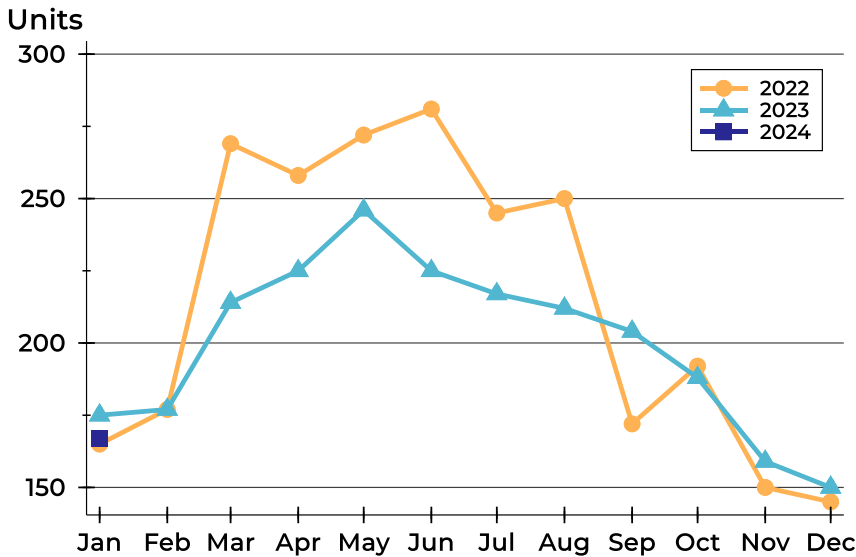






## Central Region Contracts Written Analysis

### Contracts Written by Month



Month	2022	2023	2024
<b>January</b>	165	175	<b>167</b>
<b>February</b>	177	177	
<b>March</b>	269	214	
<b>April</b>	258	225	
<b>May</b>	272	246	
<b>June</b>	281	225	
<b>July</b>	245	217	
<b>August</b>	250	212	
<b>September</b>	172	204	
<b>October</b>	192	188	
<b>November</b>	150	159	
<b>December</b>	145	150	

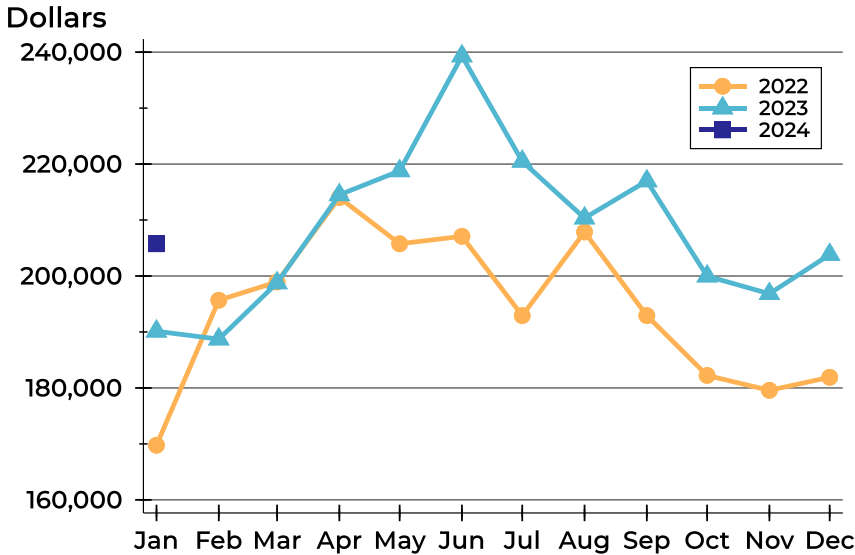
### Contracts Written by Price Range

Price Range	Contracts Written		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	1	0.6%	20,000	20,000	26	26	80.0%	80.0%
\$25,000-\$49,999	9	5.4%	39,828	40,000	51	50	88.4%	100.0%
\$50,000-\$99,999	27	16.2%	77,952	79,900	26	4	95.5%	100.0%
\$100,000-\$124,999	16	9.6%	115,506	117,450	37	12	96.3%	100.0%
\$125,000-\$149,999	11	6.6%	137,368	140,000	20	6	99.1%	100.0%
\$150,000-\$174,999	14	8.4%	161,886	161,000	29	15	96.0%	100.0%
\$175,000-\$199,999	24	14.4%	188,232	185,750	30	11	97.8%	100.0%
\$200,000-\$249,999	23	13.8%	229,629	234,900	27	8	98.5%	100.0%
\$250,000-\$299,999	19	11.4%	274,858	275,000	26	9	98.2%	100.0%
\$300,000-\$399,999	12	7.2%	344,629	337,450	57	37	97.4%	98.8%
\$400,000-\$499,999	4	2.4%	467,475	472,500	17	1	99.4%	100.0%
\$500,000-\$749,999	6	3.6%	589,317	592,500	43	13	97.1%	100.0%
\$750,000-\$999,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	1	0.6%	1,690,000	1,690,000	111	111	100.0%	100.0%



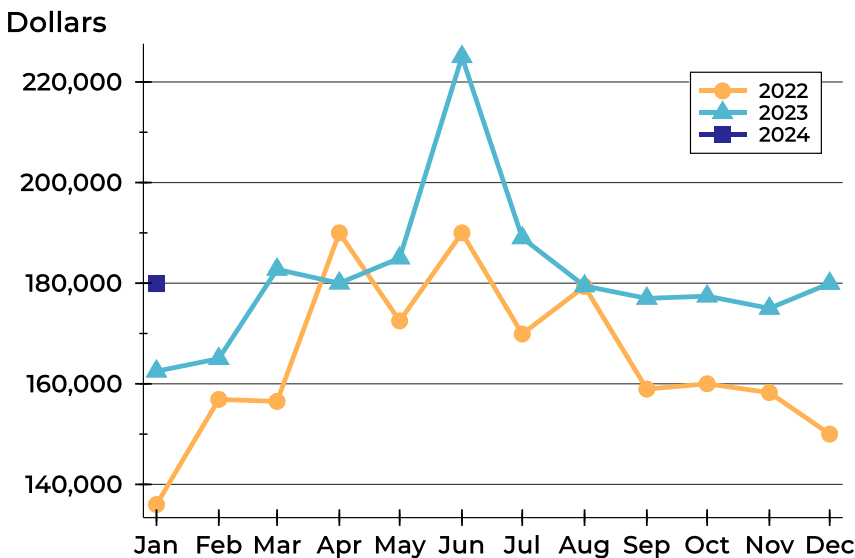
# Central Region Contracts Written Analysis

## Average Price



Month	2022	2023	2024
January	169,765	190,130	<b>205,757</b>
February	195,674	188,721	
March	198,943	198,761	
April	214,021	214,501	
May	205,760	218,786	
June	207,092	239,304	
July	192,922	220,486	
August	207,866	210,348	
September	192,925	216,980	
October	182,235	199,977	
November	179,574	196,831	
December	181,910	203,829	

## Median Price

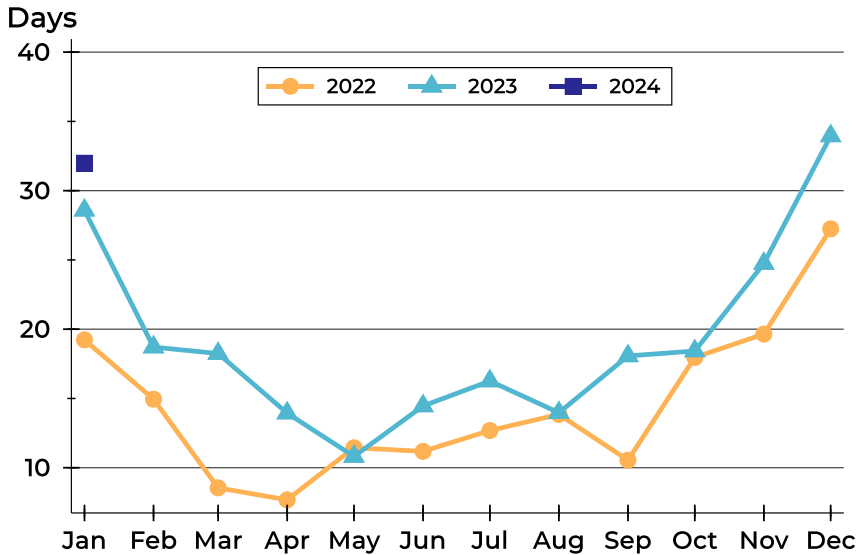


Month	2022	2023	2024
January	136,000	162,500	<b>179,900</b>
February	156,900	165,000	
March	156,500	182,750	
April	190,000	180,000	
May	172,500	185,000	
June	190,000	225,000	
July	169,900	189,000	
August	179,350	179,450	
September	158,950	176,980	
October	160,000	177,425	
November	158,250	175,000	
December	150,000	179,950	



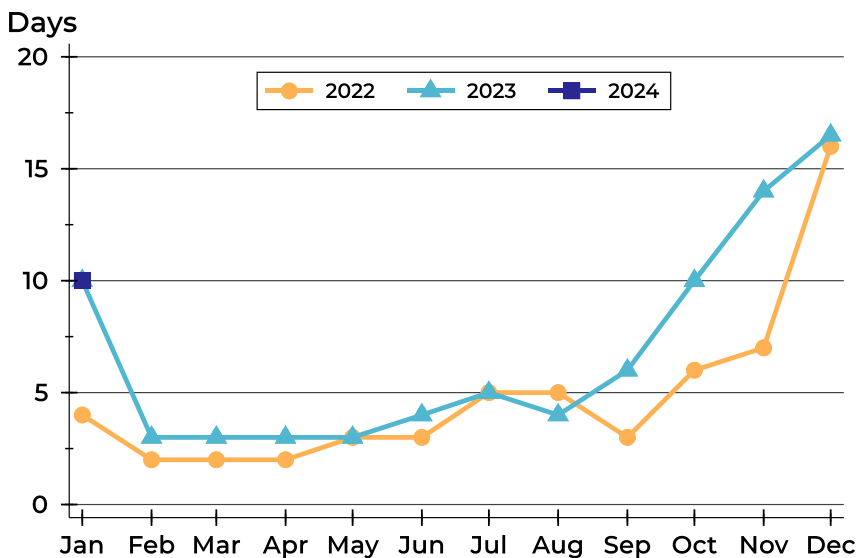
## Central Region Contracts Written Analysis

### Average DOM



Month	2022	2023	2024
January	19	29	<b>32</b>
February	15	19	
March	9	18	
April	8	14	
May	11	11	
June	11	14	
July	13	16	
August	14	14	
September	11	18	
October	18	18	
November	20	25	
December	27	34	

### Median DOM



Month	2022	2023	2024
January	4	10	<b>10</b>
February	2	3	
March	2	3	
April	2	3	
May	3	3	
June	3	4	
July	5	5	
August	5	4	
September	3	6	
October	6	10	
November	7	14	
December	16	17	



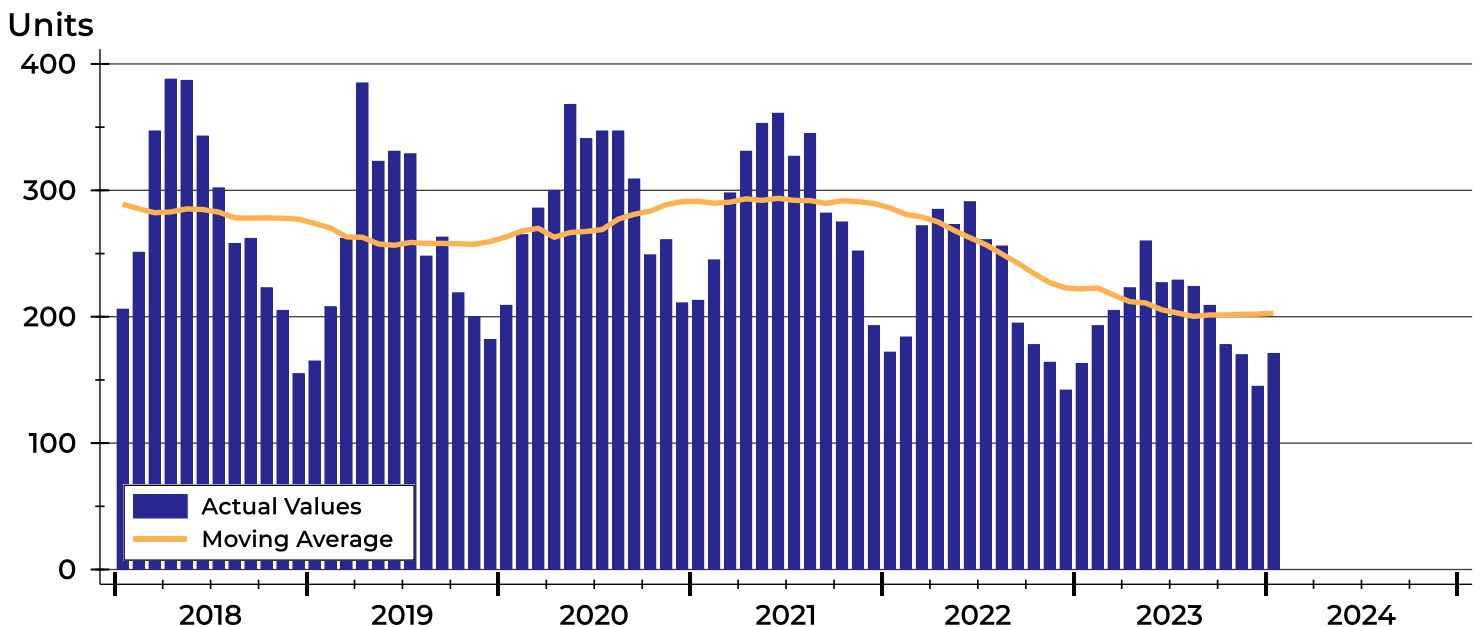
# Central Region Pending Contracts Analysis

Summary Statistics for Pending Contracts		End of January		
		2024	2023	Change
Pending Contracts		171	163	4.9%
Volume (1,000s)		36,819	33,075	11.3%
Average	List Price	215,315	202,917	6.1%
	Days on Market	30	33	-9.1%
	Percent of Original	97.9%	97.5%	0.4%
Median	List Price	184,300	169,500	8.7%
	Days on Market	12	13	-7.7%
	Percent of Original	100.0%	100.0%	0.0%

A total of 171 listings in Central Region had contracts pending at the end of January, up from 163 contracts pending at the end of January 2023.

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.

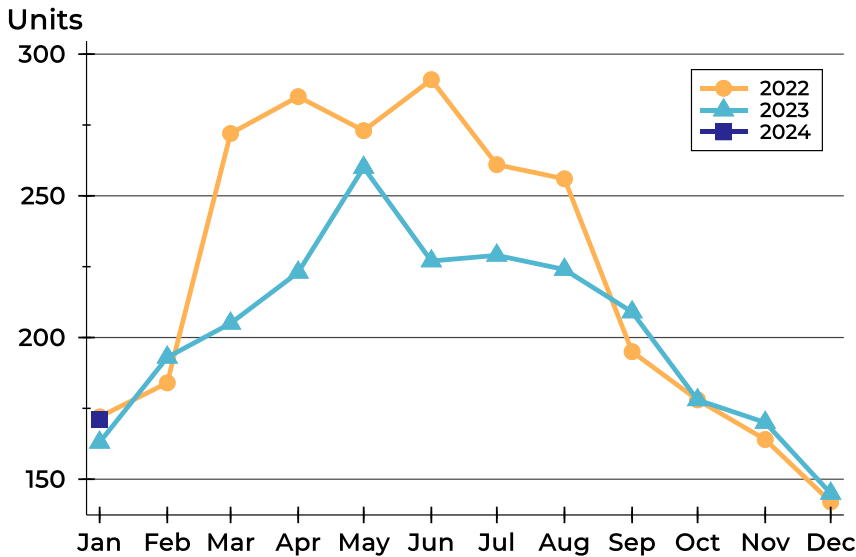
## History of Pending Contracts





## Central Region Pending Contracts Analysis

### Pending Contracts by Month



Month	2022	2023	2024
<b>January</b>	172	163	<b>171</b>
<b>February</b>	184	193	
<b>March</b>	272	205	
<b>April</b>	285	223	
<b>May</b>	273	260	
<b>June</b>	291	227	
<b>July</b>	261	229	
<b>August</b>	256	224	
<b>September</b>	195	209	
<b>October</b>	178	178	
<b>November</b>	164	170	
<b>December</b>	142	145	

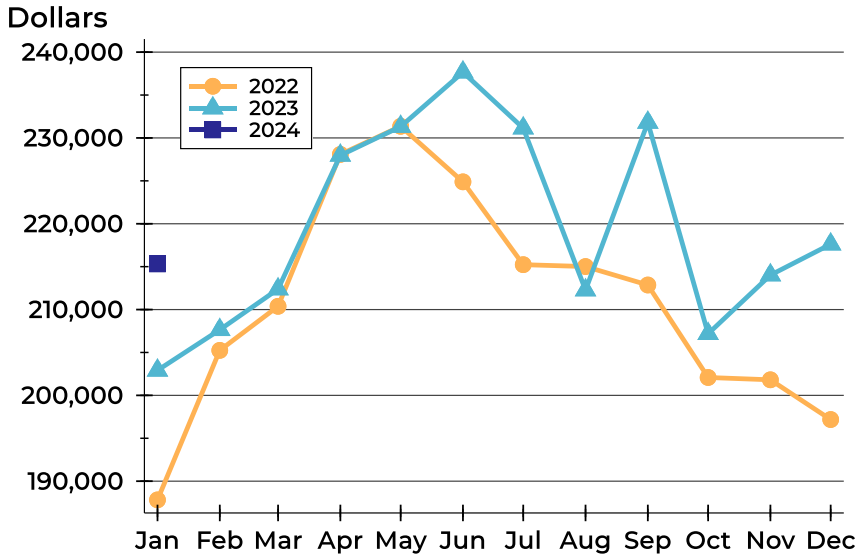
### Pending Contracts by Price Range

Price Range	Pending Contracts		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	2	1.2%	18,250	18,250	13	13	100.0%	100.0%
\$25,000-\$49,999	5	2.9%	39,430	42,000	40	23	97.0%	100.0%
\$50,000-\$99,999	24	14.0%	78,248	79,900	33	11	96.0%	100.0%
\$100,000-\$124,999	16	9.4%	115,313	115,000	35	15	97.2%	100.0%
\$125,000-\$149,999	12	7.0%	137,717	140,000	17	7	99.7%	100.0%
\$150,000-\$174,999	17	9.9%	159,841	159,900	19	4	99.3%	100.0%
\$175,000-\$199,999	23	13.5%	188,686	189,500	24	9	98.5%	100.0%
\$200,000-\$249,999	25	14.6%	227,539	229,500	28	20	98.8%	100.0%
\$250,000-\$299,999	21	12.3%	274,152	275,000	32	22	96.8%	100.0%
\$300,000-\$399,999	14	8.2%	345,539	339,000	51	25	98.3%	100.0%
\$400,000-\$499,999	3	1.8%	478,300	485,000	23	1	100.0%	100.0%
\$500,000-\$749,999	8	4.7%	593,050	592,500	33	5	96.2%	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	1	0.6%	1,690,000	1,690,000	111	111	100.0%	100.0%



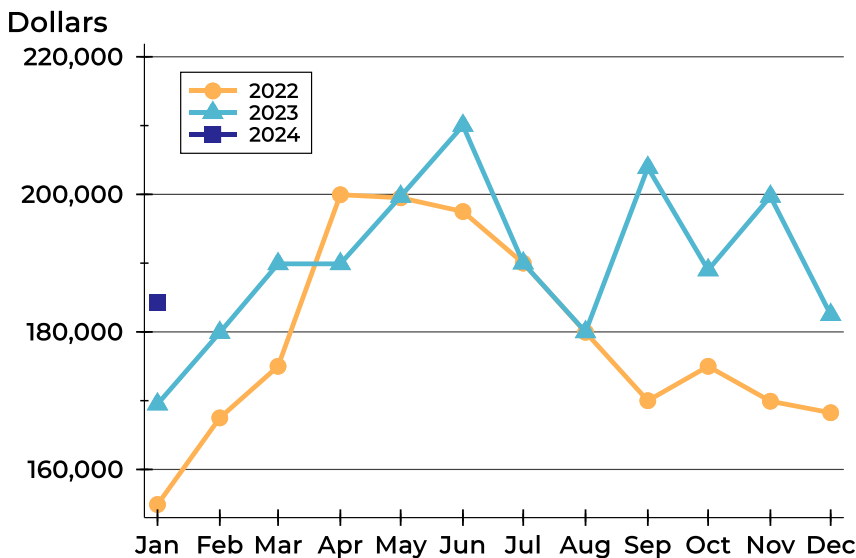
# Central Region Pending Contracts Analysis

## Average Price



Month	2022	2023	2024
January	187,823	202,917	<b>215,315</b>
February	205,248	207,644	
March	210,381	212,388	
April	228,082	227,967	
May	231,360	231,327	
June	224,885	237,662	
July	215,233	231,141	
August	215,015	212,271	
September	212,865	231,804	
October	202,086	207,183	
November	201,817	214,019	
December	197,188	217,617	

## Median Price

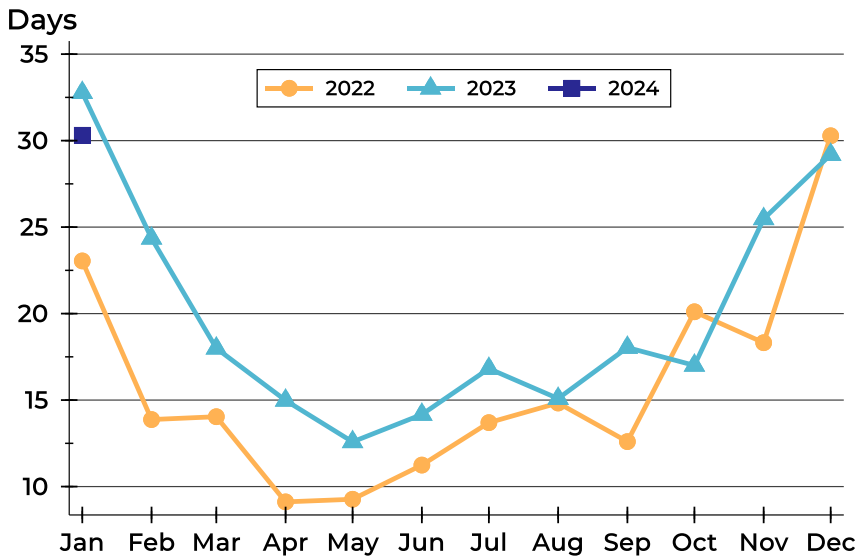


Month	2022	2023	2024
January	154,900	169,500	<b>184,300</b>
February	167,500	179,900	
March	174,999	189,900	
April	199,950	189,900	
May	199,500	199,700	
June	197,500	210,000	
July	190,000	190,000	
August	179,950	180,000	
September	170,000	203,889	
October	175,000	189,000	
November	169,925	199,700	
December	168,250	182,500	



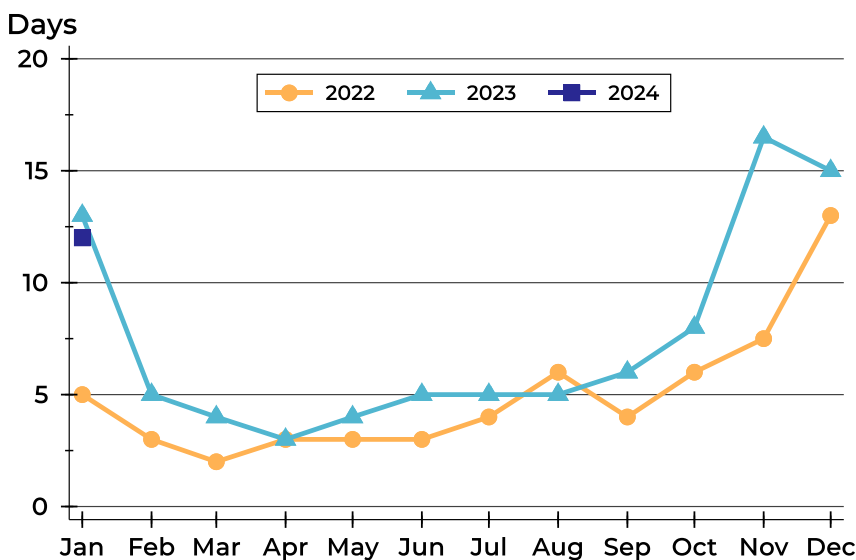
## Central Region Pending Contracts Analysis

### Average DOM



Month	2022	2023	2024
January	23	33	<b>30</b>
February	14	24	
March	14	18	
April	9	15	
May	9	13	
June	11	14	
July	14	17	
August	15	15	
September	13	18	
October	20	17	
November	18	25	
December	30	29	

### Median DOM



Month	2022	2023	2024
January	5	13	<b>12</b>
February	3	5	
March	2	4	
April	3	3	
May	3	4	
June	3	5	
July	4	5	
August	6	5	
September	4	6	
October	6	8	
November	8	17	
December	13	15	



# North Region Housing Report



## Market Overview

### North Region Home Sales Fell in January

Total home sales in North Region fell last month to 13 units, compared to 20 units in January 2023. Total sales volume was \$2.8 million, down from a year earlier.

The median sale price in January was \$201,000, up from \$188,950 a year earlier. Homes that sold in January were typically on the market for 30 days and sold for 100.0% of their list prices.

### North Region Active Listings Up at End of January

The total number of active listings in North Region at the end of January was 53 units, up from 34 at the same point in 2023. This represents a 2.3 months' supply of homes available for sale. The median list price of homes on the market at the end of January was \$220,000.

During January, a total of 12 contracts were written down from 13 in January 2023. At the end of the month, there were 17 contracts still pending.

## Report Contents

- Summary Statistics – Page 2
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- 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

January MLS Statistics Three-year History		Current Month			Year-to-Date		
		2024	2023	2022	2024	2023	2022
<b>Home Sales</b> Change from prior year	<b>13</b> -35.0%	<b>20</b> -28.6%	<b>28</b> 115.4%	<b>13</b> -35.0%	<b>20</b> -28.6%	<b>28</b> 115.4%	
<b>Active Listings</b> Change from prior year	<b>53</b> 55.9%	<b>34</b> 70.0%	<b>20</b> -45.9%	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>	
<b>Months' Supply</b> Change from prior year	<b>2.3</b> 91.7%	<b>1.2</b> 100.0%	<b>0.6</b> -53.8%	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>	
<b>New Listings</b> Change from prior year	<b>18</b> -14.3%	<b>21</b> -19.2%	<b>26</b> 13.0%	<b>18</b> -14.3%	<b>21</b> -19.2%	<b>26</b> 13.0%	
<b>Contracts Written</b> Change from prior year	<b>12</b> -7.7%	<b>13</b> -58.1%	<b>31</b> 24.0%	<b>12</b> -7.7%	<b>13</b> -58.1%	<b>31</b> 24.0%	
<b>Pending Contracts</b> Change from prior year	<b>17</b> 0.0%	<b>17</b> -45.2%	<b>31</b> -3.1%	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>	
<b>Sales Volume (1,000s)</b> Change from prior year	<b>2,840</b> -27.1%	<b>3,898</b> -36.5%	<b>6,135</b> 202.4%	<b>2,840</b> -27.1%	<b>3,898</b> -36.5%	<b>6,135</b> 202.4%	
<b>Average</b>	<b>Sale Price</b> Change from prior year	<b>218,477</b> 12.1%	<b>194,885</b> -11.1%	<b>219,124</b> 40.4%	<b>218,477</b> 12.1%	<b>194,885</b> -11.1%	<b>219,124</b> 40.4%
	<b>List Price of Actives</b> Change from prior year	<b>257,603</b> -3.8%	<b>267,685</b> 0.7%	<b>265,863</b> 93.1%	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
	<b>Days on Market</b> Change from prior year	<b>36</b> 16.1%	<b>31</b> -16.2%	<b>37</b> 76.2%	<b>36</b> 16.1%	<b>31</b> -16.2%	<b>37</b> 76.2%
	<b>Percent of List</b> Change from prior year	<b>100.7%</b> 4.9%	<b>96.0%</b> -1.2%	<b>97.2%</b> -1.6%	<b>100.7%</b> 4.9%	<b>96.0%</b> -1.2%	<b>97.2%</b> -1.6%
	<b>Percent of Original</b> Change from prior year	<b>99.4%</b> 7.6%	<b>92.4%</b> -2.1%	<b>94.4%</b> -2.9%	<b>99.4%</b> 7.6%	<b>92.4%</b> -2.1%	<b>94.4%</b> -2.9%
<b>Median</b>	<b>Sale Price</b> Change from prior year	<b>201,000</b> 6.4%	<b>188,950</b> -1.6%	<b>192,000</b> 16.4%	<b>201,000</b> 6.4%	<b>188,950</b> -1.6%	<b>192,000</b> 16.4%
	<b>List Price of Actives</b> Change from prior year	<b>220,000</b> -2.2%	<b>225,000</b> 4.8%	<b>214,700</b> 73.1%	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
	<b>Days on Market</b> Change from prior year	<b>30</b> 87.5%	<b>16</b> -5.9%	<b>17</b> 240.0%	<b>30</b> 87.5%	<b>16</b> -5.9%	<b>17</b> 240.0%
	<b>Percent of List</b> Change from prior year	<b>100.0%</b> 3.3%	<b>96.8%</b> -3.2%	<b>100.0%</b> 1.6%	<b>100.0%</b> 3.3%	<b>96.8%</b> -3.2%	<b>100.0%</b> 1.6%
	<b>Percent of Original</b> Change from prior year	<b>99.7%</b> 5.6%	<b>94.4%</b> -3.5%	<b>97.8%</b> 0.6%	<b>99.7%</b> 5.6%	<b>94.4%</b> -3.5%	<b>97.8%</b> 0.6%

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



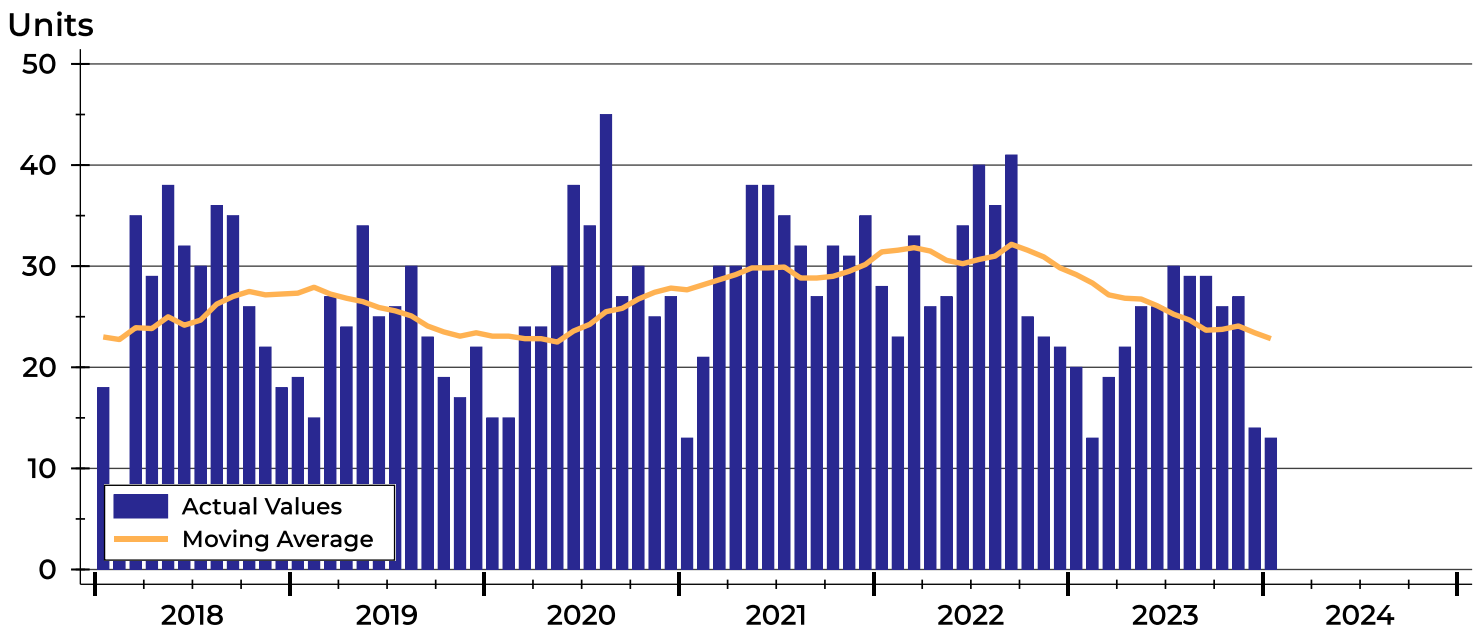
# North Region Closed Listings Analysis

Summary Statistics for Closed Listings		January			Year-to-Date		
		2024	2023	Change	2024	2023	Change
Closed Listings		13	20	-35.0%	13	20	-35.0%
Volume (1,000s)		2,840	3,898	-27.1%	2,840	3,898	-27.1%
Months' Supply		2.3	1.2	91.7%	N/A	N/A	N/A
Average	Sale Price	218,477	194,885	12.1%	218,477	194,885	12.1%
	Days on Market	36	31	16.1%	36	31	16.1%
	Percent of List	100.7%	96.0%	4.9%	100.7%	96.0%	4.9%
	Percent of Original	99.4%	92.4%	7.6%	99.4%	92.4%	7.6%
Median	Sale Price	201,000	188,950	6.4%	201,000	188,950	6.4%
	Days on Market	30	16	87.5%	30	16	87.5%
	Percent of List	100.0%	96.8%	3.3%	100.0%	96.8%	3.3%
	Percent of Original	99.7%	94.4%	5.6%	99.7%	94.4%	5.6%

A total of 13 homes sold in North Region in January, down from 20 units in January 2023. Total sales volume fell to \$2.8 million compared to \$3.9 million in the previous year.

The median sales price in January was \$201,000, up 6.4% compared to the prior year. Median days on market was 30 days, up from 19 days in December, and up from 16 in January 2023.

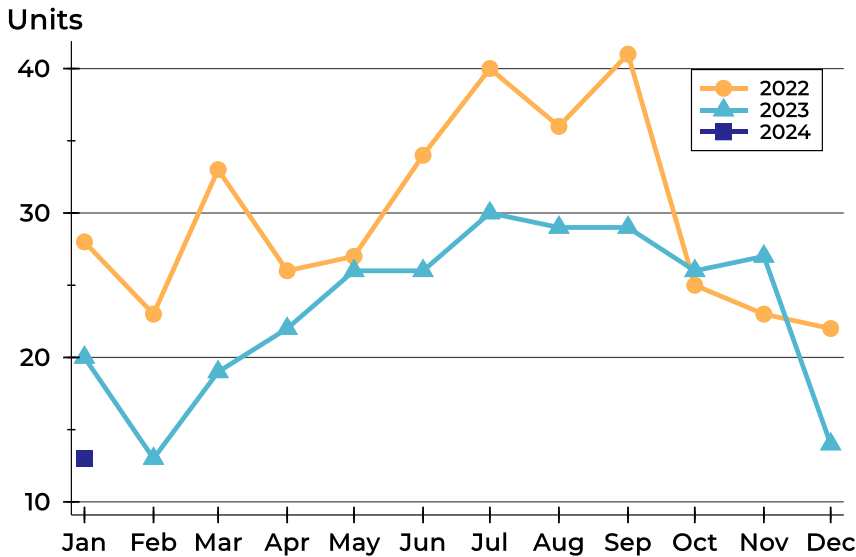
## History of Closed Listings





## North Region Closed Listings Analysis

### Closed Listings by Month



Month	2022	2023	2024
<b>January</b>	28	20	<b>13</b>
<b>February</b>	23	13	
<b>March</b>	33	19	
<b>April</b>	26	22	
<b>May</b>	27	26	
<b>June</b>	34	26	
<b>July</b>	40	30	
<b>August</b>	36	29	
<b>September</b>	41	29	
<b>October</b>	25	26	
<b>November</b>	23	27	
<b>December</b>	22	14	

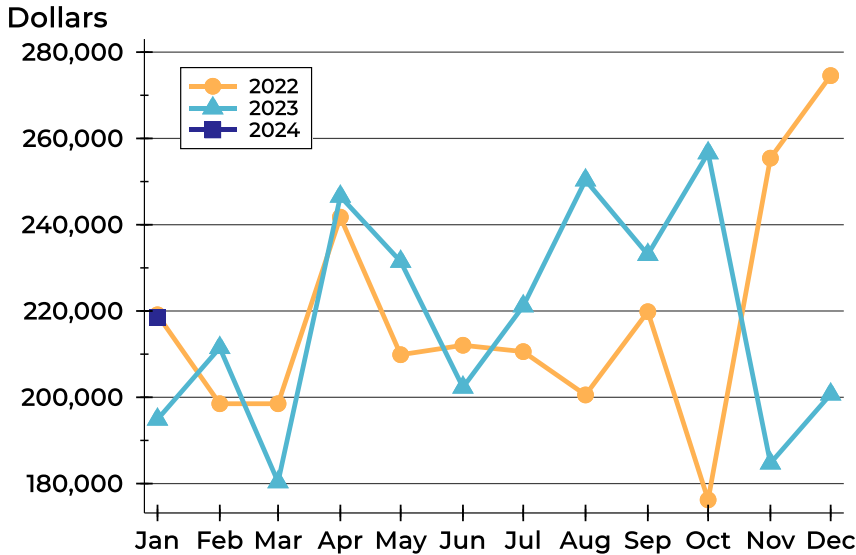
### Closed Listings by Price Range

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	1	7.7%	2.8	90,000	90,000	45	45	100.0%	100.0%	100.0%	100.0%
\$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	1	7.7%	2.4	132,000	132,000	44	44	105.6%	105.6%	105.6%	105.6%
\$150,000-\$174,999	1	7.7%	0.8	151,000	151,000	30	30	98.7%	98.7%	98.7%	98.7%
\$175,000-\$199,999	2	15.4%	1.3	189,000	189,000	39	39	98.5%	98.5%	98.5%	98.5%
\$200,000-\$249,999	4	30.8%	2.3	222,050	220,500	20	6	101.6%	101.6%	100.5%	101.5%
\$250,000-\$299,999	3	23.1%	1.5	262,000	258,000	54	75	101.1%	100.0%	97.2%	95.9%
\$300,000-\$399,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$400,000-\$499,999	1	7.7%	6.0	415,000	415,000	30	30	97.7%	97.7%	97.7%	97.7%
\$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



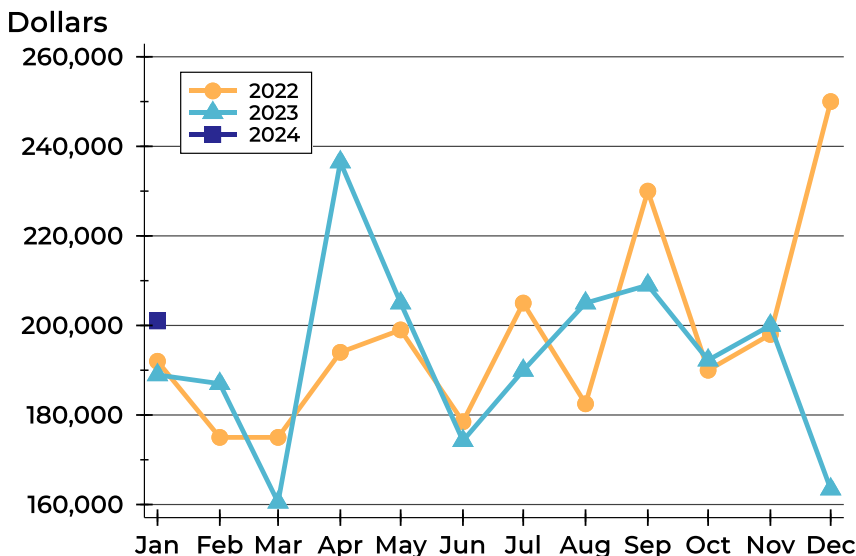
# North Region Closed Listings Analysis

## Average Price



Month	2022	2023	2024
January	219,124	194,885	<b>218,477</b>
February	198,508	211,479	
March	198,514	180,366	
April	241,746	246,559	
May	209,869	231,473	
June	212,059	202,304	
July	210,585	221,141	
August	200,542	250,331	
September	219,840	233,062	
October	176,224	256,621	
November	255,428	184,714	
December	274,560	200,707	

## Median Price

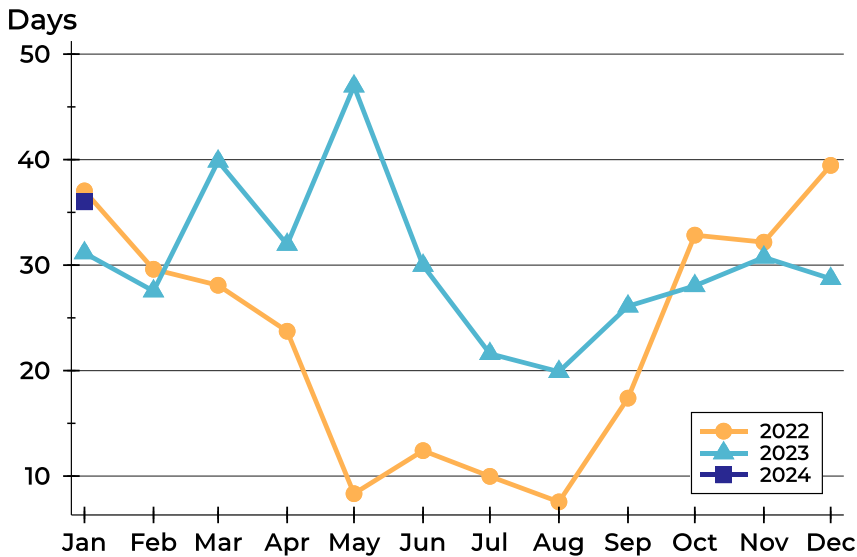


Month	2022	2023	2024
January	192,000	188,950	<b>201,000</b>
February	175,000	187,000	
March	175,000	160,500	
April	194,000	236,500	
May	199,000	205,000	
June	178,500	174,250	
July	205,000	189,950	
August	182,500	205,000	
September	230,000	209,000	
October	190,000	192,250	
November	198,000	200,000	
December	250,000	163,450	



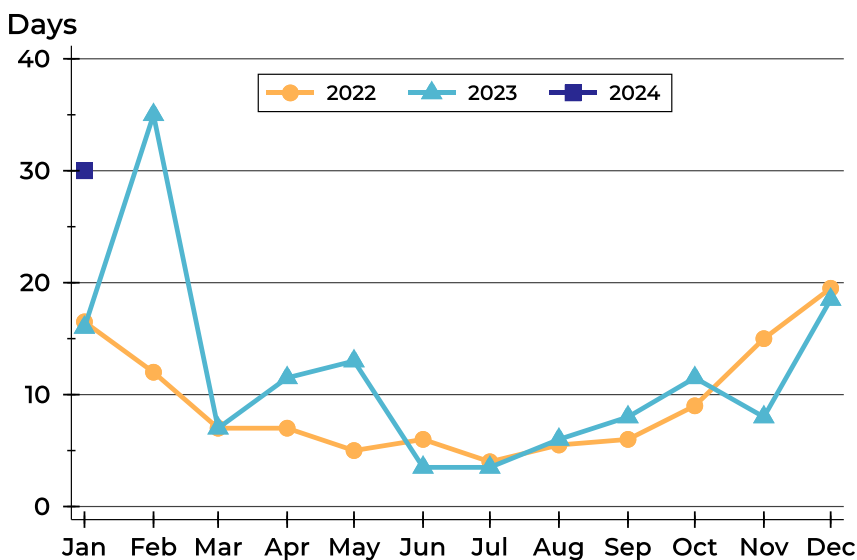
## North Region Closed Listings Analysis

### Average DOM



Month	2022	2023	2024
January	37	31	<b>36</b>
February	30	28	
March	28	40	
April	24	32	
May	8	47	
June	12	30	
July	10	22	
August	8	20	
September	17	26	
October	33	28	
November	32	31	
December	39	29	

### Median DOM



Month	2022	2023	2024
January	17	16	<b>30</b>
February	12	35	
March	7	7	
April	7	12	
May	5	13	
June	6	4	
July	4	4	
August	6	6	
September	6	8	
October	9	12	
November	15	8	
December	20	19	



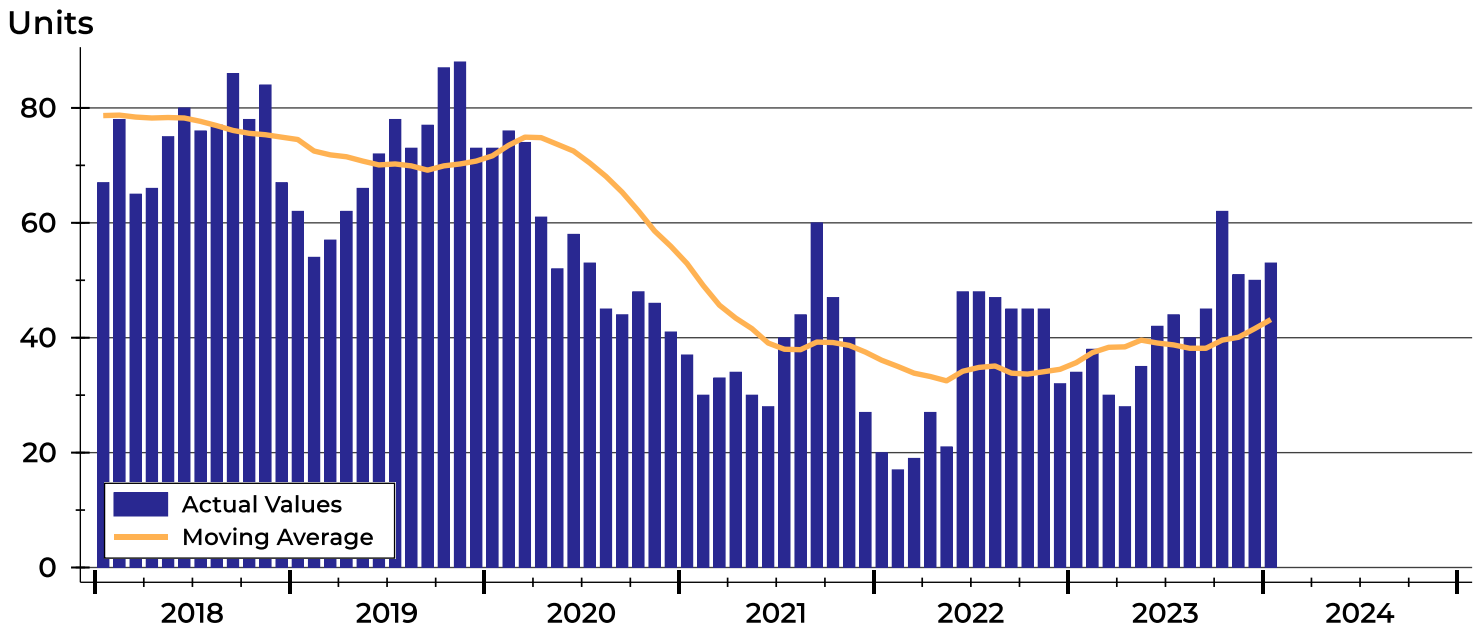
# North Region Active Listings Analysis

Summary Statistics for Active Listings		2024	End of January 2023	Change
Active Listings		53	34	55.9%
Volume (1,000s)		13,653	9,101	50.0%
Months' Supply		2.3	1.2	91.7%
Average	List Price	257,603	267,685	-3.8%
	Days on Market	82	94	-12.8%
	Percent of Original	97.3%	95.2%	2.2%
Median	List Price	220,000	225,000	-2.2%
	Days on Market	59	70	-15.7%
	Percent of Original	100.0%	100.0%	0.0%

A total of 53 homes were available for sale in North Region at the end of January. This represents a 2.3 months' supply of active listings.

The median list price of homes on the market at the end of January was \$220,000, down 2.2% from 2023. The typical time on market for active listings was 59 days, down from 70 days a year earlier.

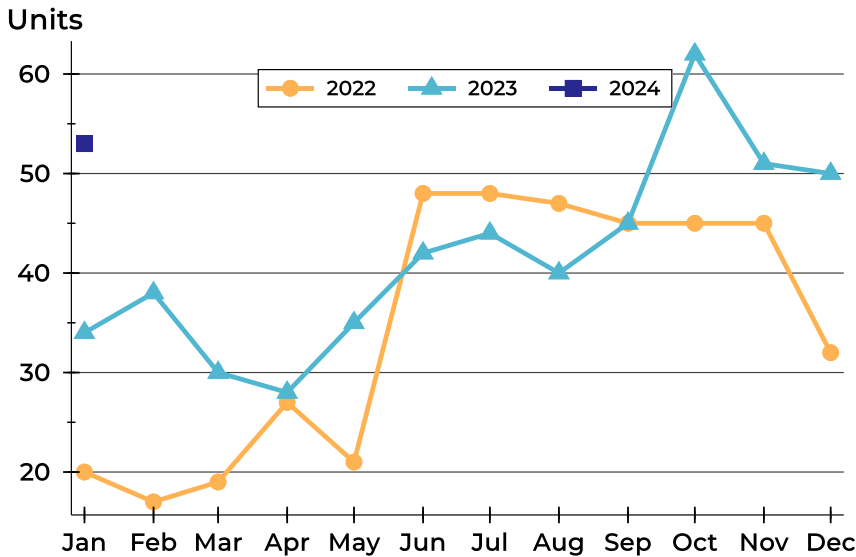
## History of Active Listings





## North Region Active Listings Analysis

### Active Listings by Month



Month	2022	2023	2024
<b>January</b>	20	34	<b>53</b>
<b>February</b>	17	38	
<b>March</b>	19	30	
<b>April</b>	27	28	
<b>May</b>	21	35	
<b>June</b>	48	42	
<b>July</b>	48	44	
<b>August</b>	47	40	
<b>September</b>	45	45	
<b>October</b>	45	62	
<b>November</b>	45	51	
<b>December</b>	32	50	

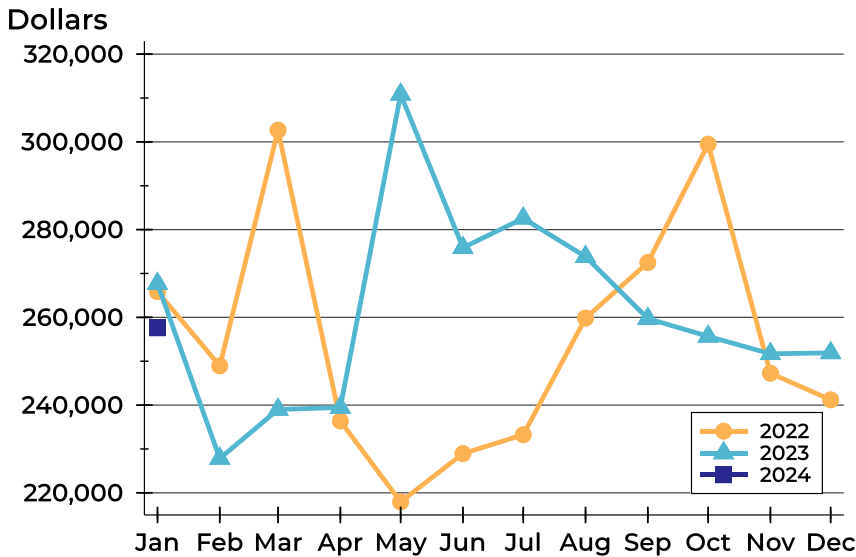
### Active Listings by Price Range

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	3	5.7%	N/A	41,467	45,000	126	62	91.7%	90.7%
\$50,000-\$99,999	8	15.1%	2.8	70,813	67,500	47	27	98.9%	100.0%
\$100,000-\$124,999	1	1.9%	N/A	110,000	110,000	115	115	100.0%	100.0%
\$125,000-\$149,999	5	9.4%	2.4	137,490	139,500	112	127	94.0%	98.0%
\$150,000-\$174,999	2	3.8%	0.8	156,000	156,000	82	82	101.0%	101.0%
\$175,000-\$199,999	3	5.7%	1.3	182,300	179,900	53	67	97.7%	97.2%
\$200,000-\$249,999	8	15.1%	2.3	221,738	217,450	86	91	96.6%	97.1%
\$250,000-\$299,999	5	9.4%	1.5	274,580	269,000	94	101	97.8%	100.0%
\$300,000-\$399,999	9	17.0%	N/A	356,878	349,900	40	30	100.0%	100.0%
\$400,000-\$499,999	6	11.3%	6.0	441,333	432,000	99	83	94.2%	100.0%
\$500,000-\$749,999	1	1.9%	N/A	699,000	699,000	175	175	100.0%	100.0%
\$750,000-\$999,999	2	3.8%	N/A	800,000	800,000	154	154	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



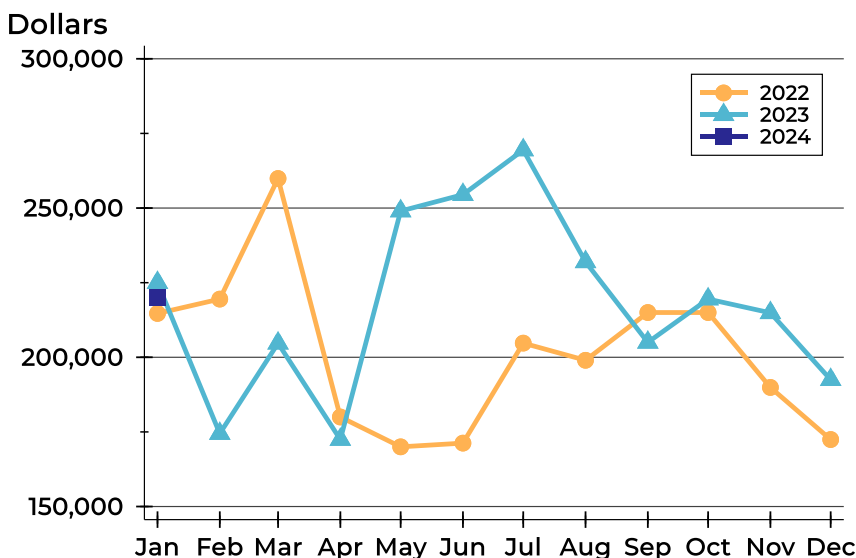
# North Region Active Listings Analysis

## Average Price



Month	2022	2023	2024
January	265,863	267,685	<b>257,603</b>
February	248,941	227,835	
March	302,679	239,003	
April	236,378	239,464	
May	217,943	310,831	
June	228,946	275,879	
July	233,242	282,590	
August	259,832	273,833	
September	272,488	259,720	
October	299,486	255,678	
November	247,280	251,704	
December	241,200	251,898	

## Median Price



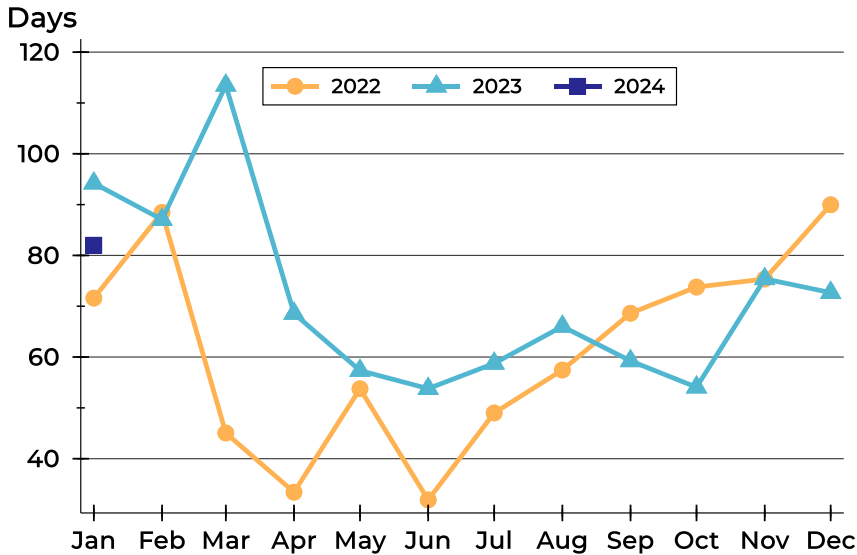
Month	2022	2023	2024
January	214,700	225,000	<b>220,000</b>
February	219,500	174,450	
March	259,900	204,700	
April	180,000	172,450	
May	170,000	249,000	
June	171,250	254,500	
July	204,750	269,450	
August	199,000	231,975	
September	215,000	205,000	
October	215,000	219,500	
November	189,900	214,900	
December	172,450	192,500	





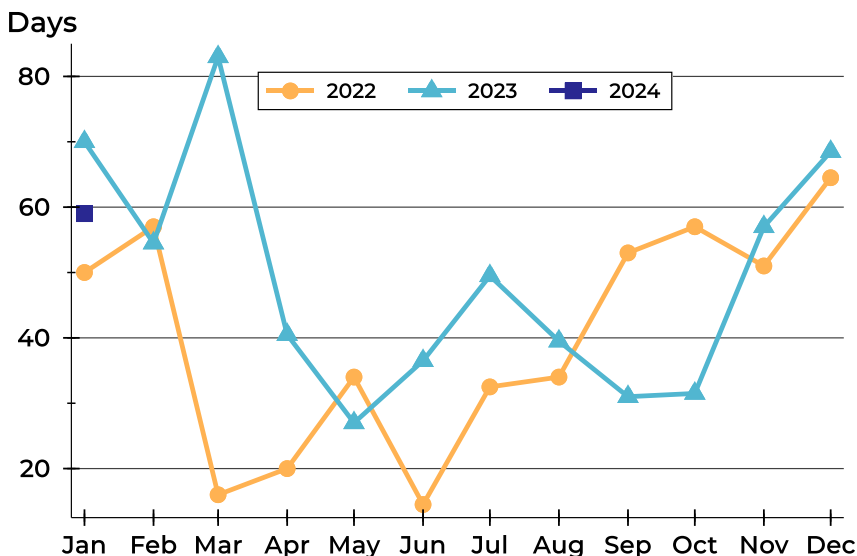
## North Region Active Listings Analysis

### Average DOM



Month	2022	2023	2024
January	72	94	<b>82</b>
February	88	87	
March	45	113	
April	33	69	
May	54	57	
June	32	54	
July	49	59	
August	57	66	
September	69	59	
October	74	54	
November	75	75	
December	90	73	

### Median DOM

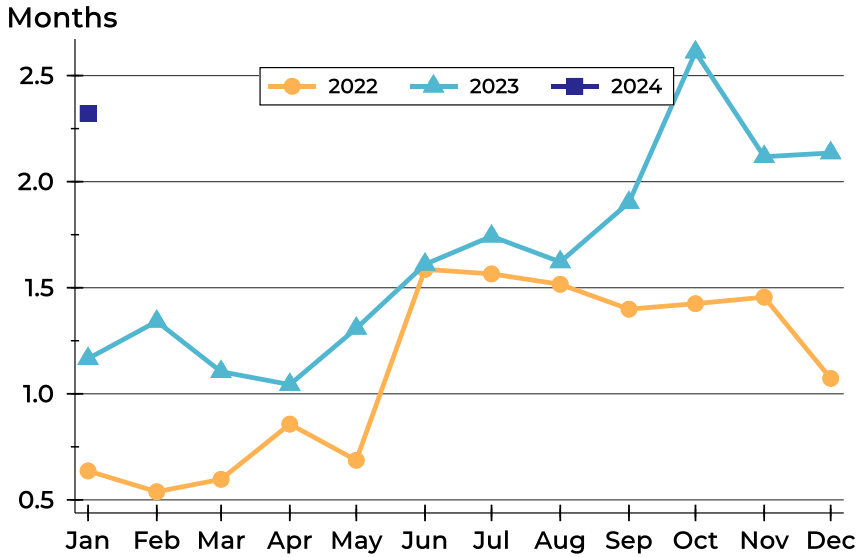


Month	2022	2023	2024
January	50	70	<b>59</b>
February	57	55	
March	16	83	
April	20	41	
May	34	27	
June	15	37	
July	33	50	
August	34	40	
September	53	31	
October	57	32	
November	51	57	
December	65	69	



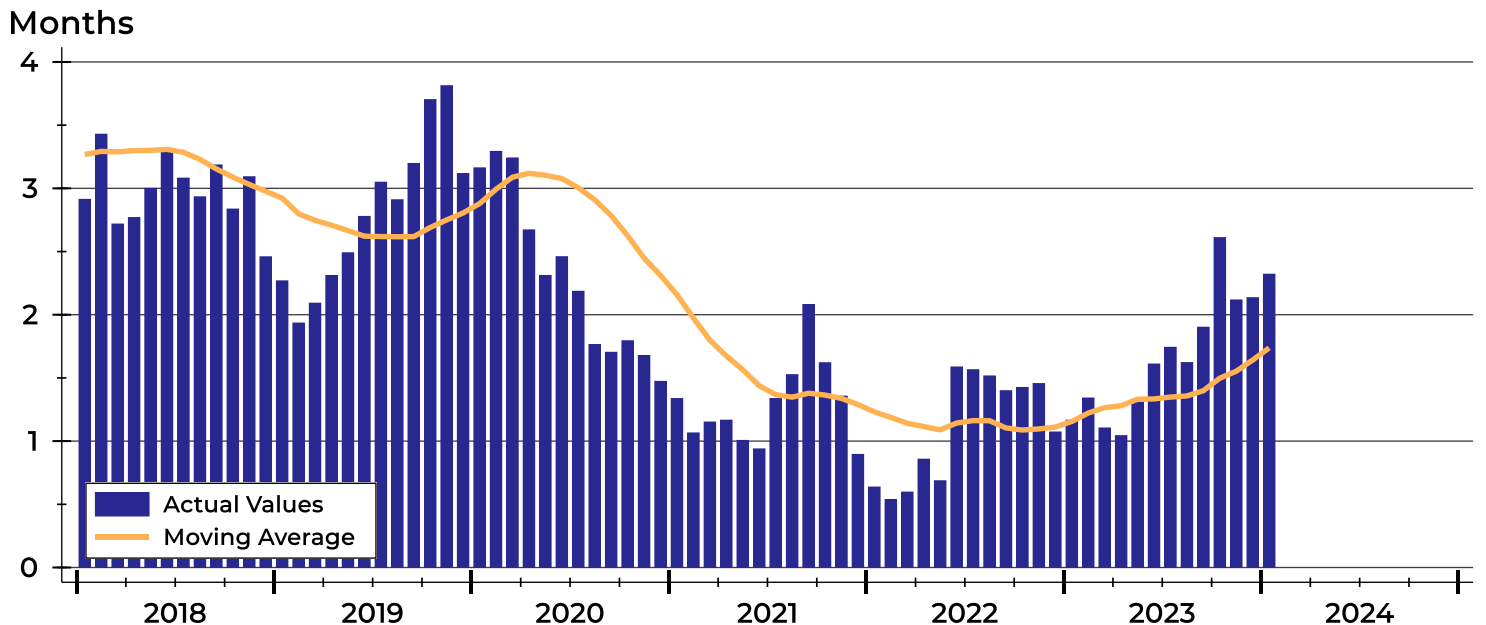
# North Region Months' Supply Analysis

## Months' Supply by Month



Month	2022	2023	2024
January	0.6	1.2	<b>2.3</b>
February	0.5	1.3	
March	0.6	1.1	
April	0.9	1.0	
May	0.7	1.3	
June	1.6	1.6	
July	1.6	1.7	
August	1.5	1.6	
September	1.4	1.9	
October	1.4	2.6	
November	1.5	2.1	
December	1.1	2.1	

## History of Month's Supply





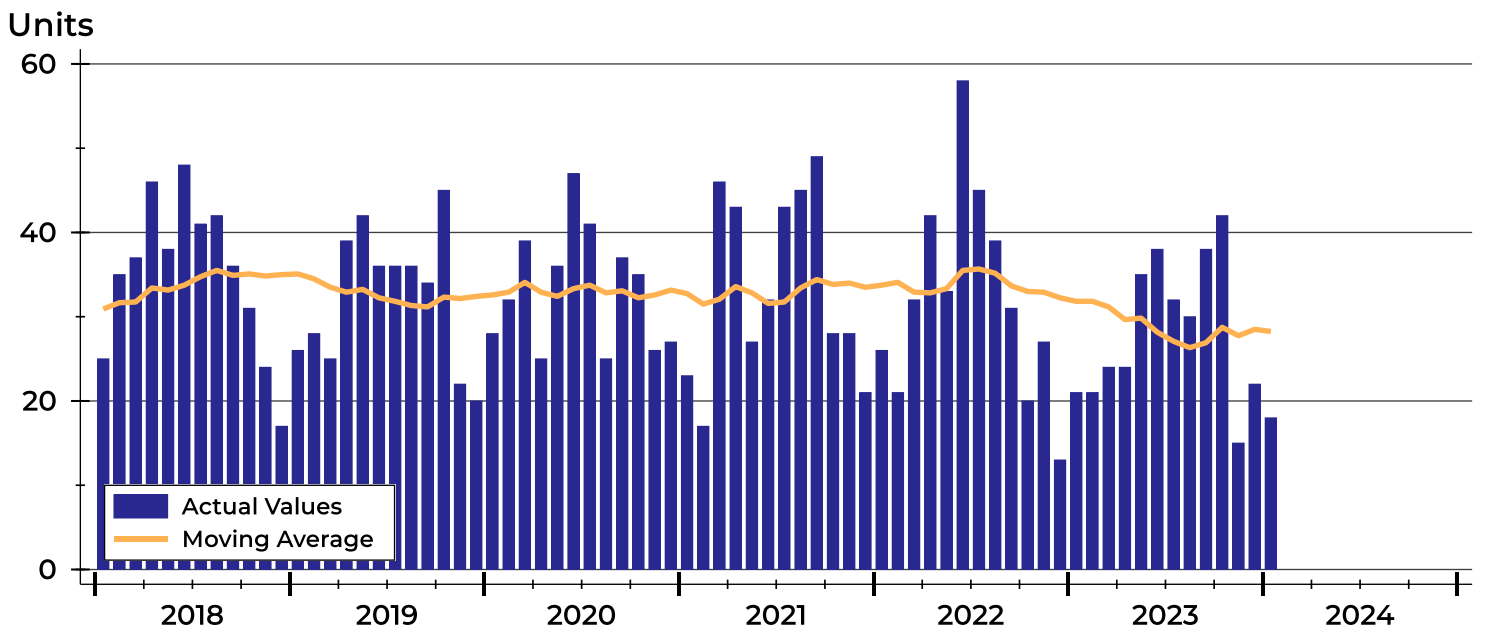
# North Region New Listings Analysis

Summary Statistics for New Listings		2024	January 2023	Change
Current Month	New Listings	18	21	-14.3%
	Volume (1,000s)	4,155	5,238	-20.7%
	Average List Price	230,811	249,421	-7.5%
	Median List Price	209,500	224,000	-6.5%
Year-to-Date	New Listings	18	21	-14.3%
	Volume (1,000s)	4,155	5,238	-20.7%
	Average List Price	230,811	249,421	-7.5%
	Median List Price	209,500	224,000	-6.5%

A total of 18 new listings were added in North Region during January, down 14.3% from the same month in 2023.

The median list price of these homes was \$209,500 down from \$224,000 in 2023.

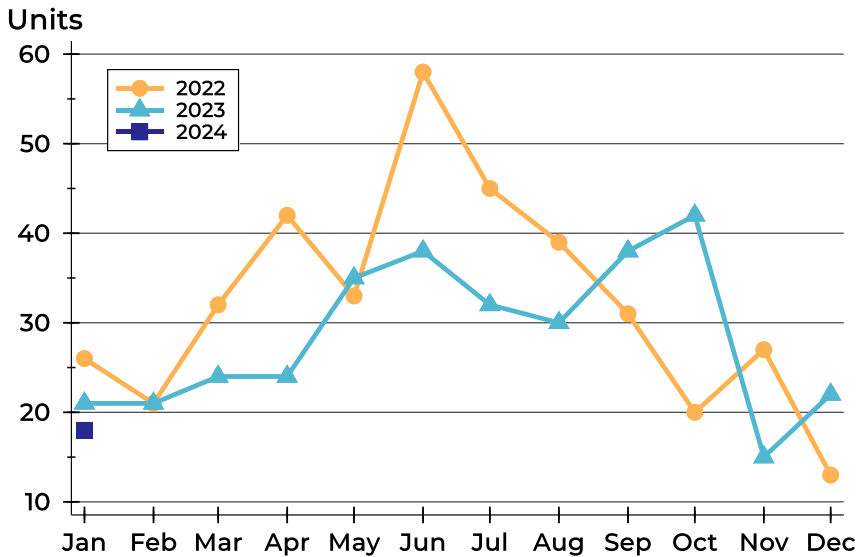
## History of New Listings





## North Region New Listings Analysis

### New Listings by Month



Month	2022	2023	2024
<b>January</b>	26	21	<b>18</b>
<b>February</b>	21	21	
<b>March</b>	32	24	
<b>April</b>	42	24	
<b>May</b>	33	35	
<b>June</b>	58	38	
<b>July</b>	45	32	
<b>August</b>	39	30	
<b>September</b>	31	38	
<b>October</b>	20	42	
<b>November</b>	27	15	
<b>December</b>	13	22	

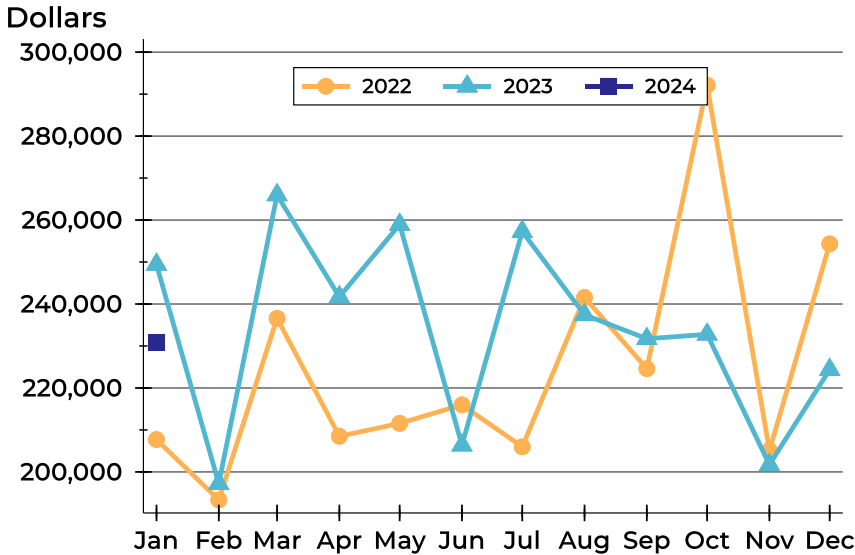
### New Listings by Price Range

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	1	5.6%	32,999	32,999	3	3	100.0%	100.0%
\$50,000-\$99,999	4	22.2%	67,875	65,000	10	11	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	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$150,000-\$174,999	1	5.6%	165,000	165,000	4	4	100.0%	100.0%
\$175,000-\$199,999	2	11.1%	187,400	187,400	14	14	98.7%	98.7%
\$200,000-\$249,999	2	11.1%	209,500	209,500	19	19	100.0%	100.0%
\$250,000-\$299,999	1	5.6%	284,900	284,900	2	2	100.0%	100.0%
\$300,000-\$399,999	5	27.8%	351,481	340,000	22	21	99.0%	100.0%
\$400,000-\$499,999	2	11.1%	424,500	424,500	21	21	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



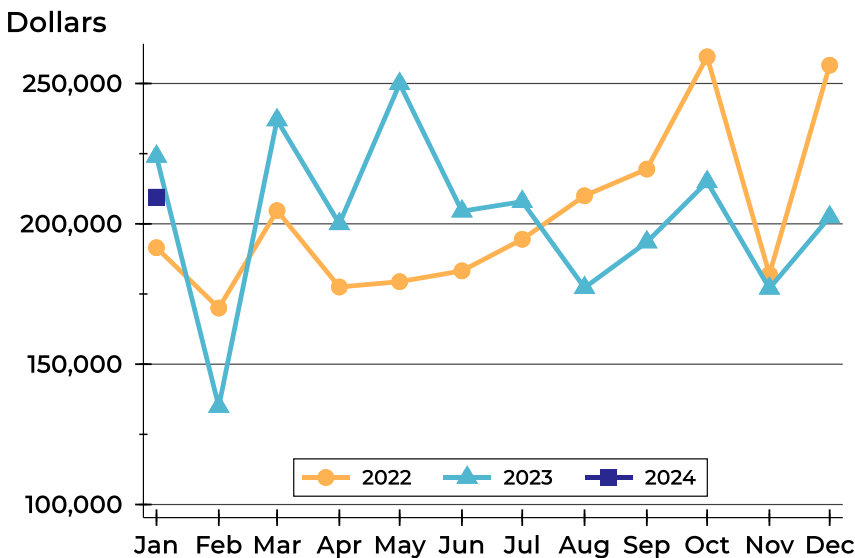
# North Region New Listings Analysis

## Average Price



Month	2022	2023	2024
January	207,704	249,421	<b>230,811</b>
February	193,343	197,210	
March	236,584	265,979	
April	208,501	241,704	
May	211,561	258,931	
June	215,984	206,364	
July	205,980	257,259	
August	241,554	237,425	
September	224,600	231,728	
October	292,105	232,780	
November	205,103	201,720	
December	254,323	224,364	

## Median Price



Month	2022	2023	2024
January	191,500	224,000	<b>209,500</b>
February	170,000	134,900	
March	204,700	237,000	
April	177,500	200,000	
May	179,400	249,900	
June	183,250	204,500	
July	194,500	207,900	
August	210,000	177,250	
September	219,500	193,500	
October	259,500	214,950	
November	182,000	177,000	
December	256,500	202,450	



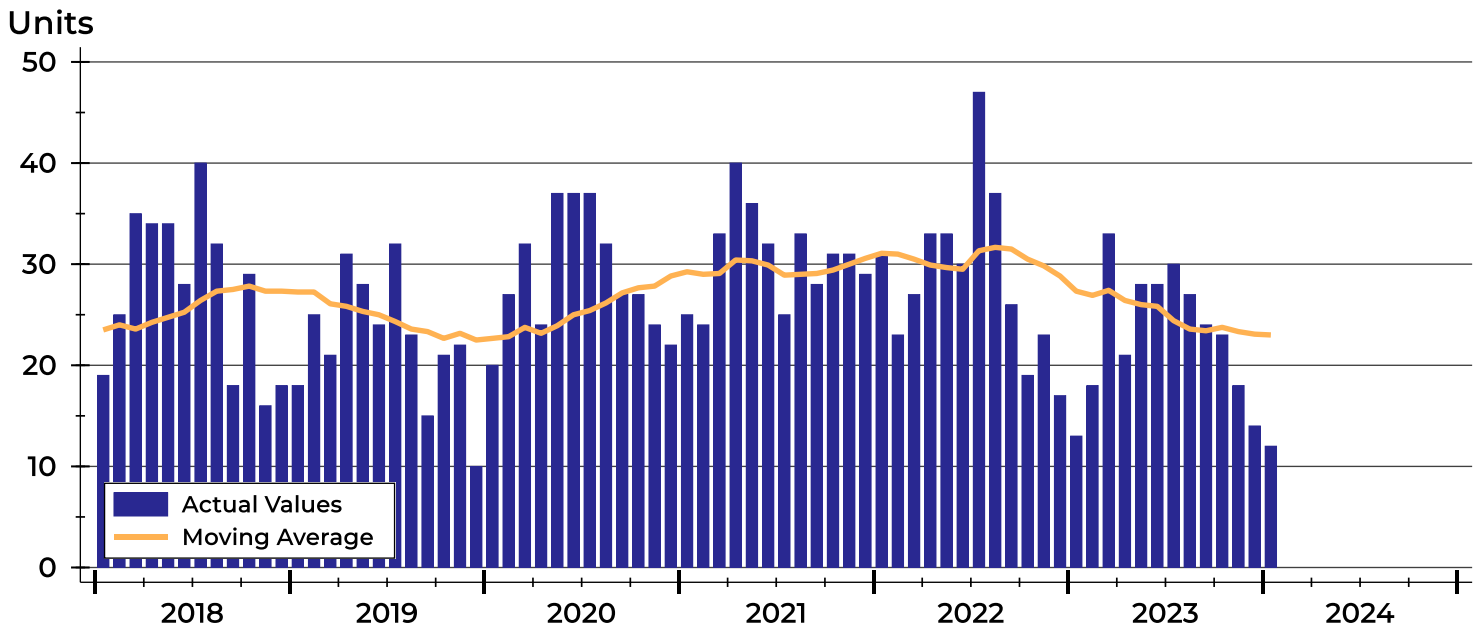
# North Region Contracts Written Analysis

Summary Statistics for Contracts Written		January			Year-to-Date		
		2024	2023	Change	2024	2023	Change
Contracts Written		12	13	-7.7%	12	13	-7.7%
Volume (1,000s)		1,542	2,745	-43.8%	1,542	2,745	-43.8%
Average	Sale Price	128,517	211,177	-39.1%	128,517	211,177	-39.1%
	Days on Market	45	23	95.7%	45	23	95.7%
	Percent of Original	95.7%	89.3%	7.2%	95.7%	89.3%	7.2%
Median	Sale Price	138,950	220,000	-36.8%	138,950	220,000	-36.8%
	Days on Market	29	12	141.7%	29	12	141.7%
	Percent of Original	100.0%	93.3%	7.2%	100.0%	93.3%	7.2%

A total of 12 contracts for sale were written in North Region during the month of January, down from 13 in 2023. The median list price of these homes was \$138,950, down from \$220,000 the prior year.

Half of the homes that went under contract in January were on the market less than 29 days, compared to 12 days in January 2023.

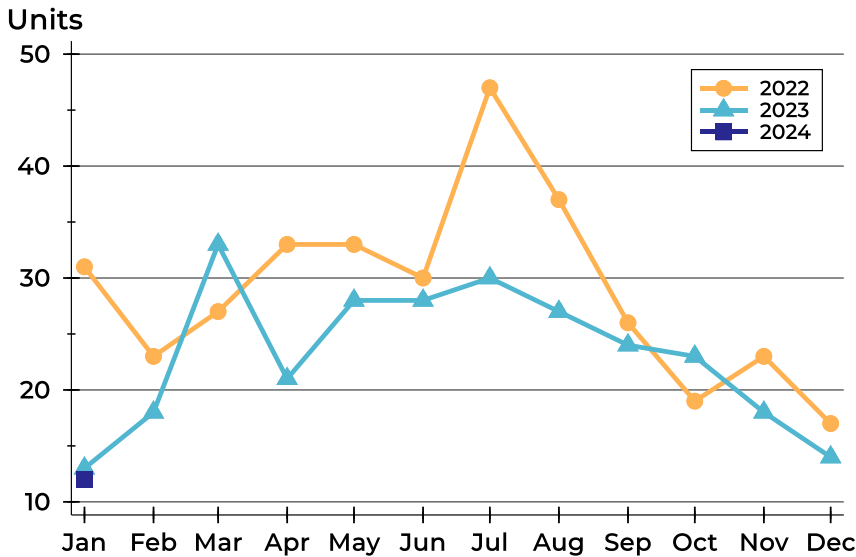
## History of Contracts Written





## North Region Contracts Written Analysis

### Contracts Written by Month



Month	2022	2023	2024
<b>January</b>	31	13	<b>12</b>
<b>February</b>	23	18	
<b>March</b>	27	33	
<b>April</b>	33	21	
<b>May</b>	33	28	
<b>June</b>	30	28	
<b>July</b>	47	30	
<b>August</b>	37	27	
<b>September</b>	26	24	
<b>October</b>	19	23	
<b>November</b>	23	18	
<b>December</b>	17	14	

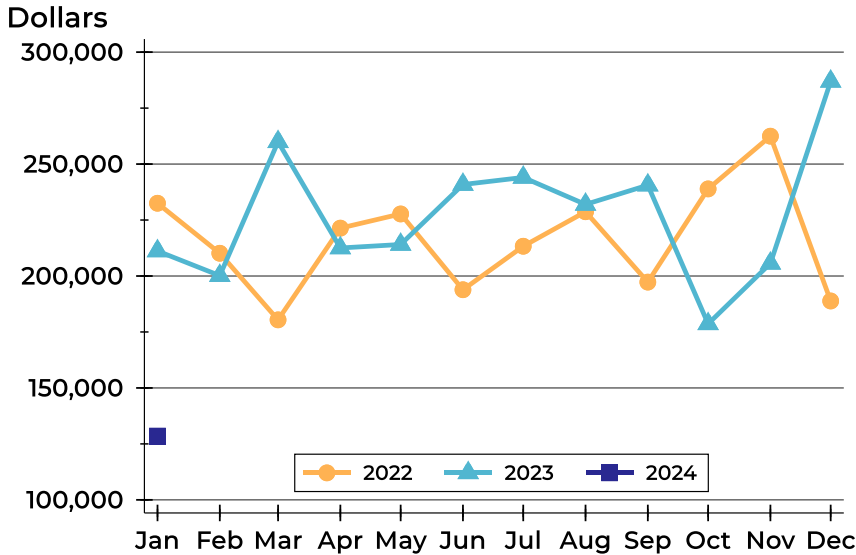
### Contracts Written by Price Range

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	2	16.7%	31,500	31,500	17	17	100.0%	100.0%
\$50,000-\$99,999	1	8.3%	85,000	85,000	134	134	56.7%	56.7%
\$100,000-\$124,999	1	8.3%	109,000	109,000	15	15	100.0%	100.0%
\$125,000-\$149,999	4	33.3%	139,075	138,950	65	67	98.0%	99.3%
\$150,000-\$174,999	2	16.7%	164,500	164,500	40	40	100.0%	100.0%
\$175,000-\$199,999	1	8.3%	189,900	189,900	15	15	100.0%	100.0%
\$200,000-\$249,999	1	8.3%	210,000	210,000	4	4	100.0%	100.0%
\$250,000-\$299,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$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



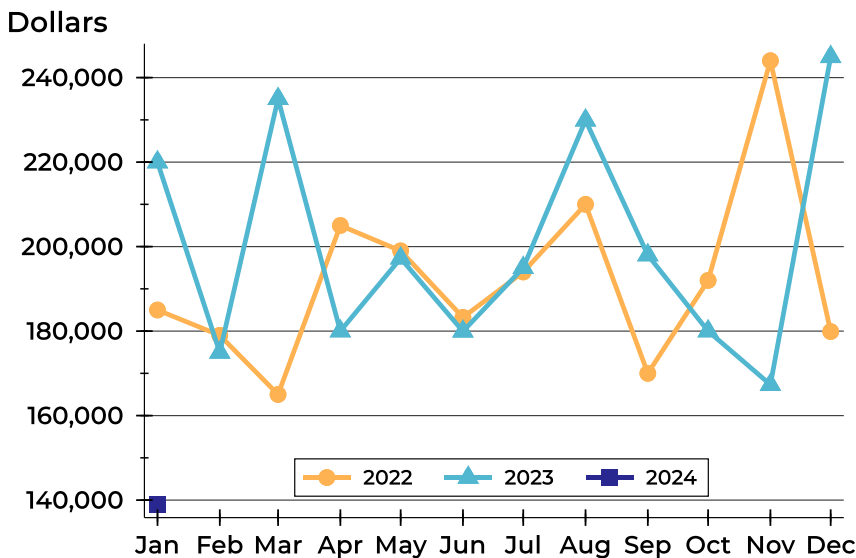
## North Region Contracts Written Analysis

### Average Price



Month	2022	2023	2024
<b>January</b>	232,503	211,177	<b>128,517</b>
<b>February</b>	210,178	200,164	
<b>March</b>	180,415	259,953	
<b>April</b>	221,386	212,524	
<b>May</b>	227,724	214,082	
<b>June</b>	193,868	240,868	
<b>July</b>	213,306	244,043	
<b>August</b>	228,714	231,974	
<b>September</b>	197,277	240,583	
<b>October</b>	238,916	178,630	
<b>November</b>	262,463	205,652	
<b>December</b>	188,847	286,939	

### Median Price



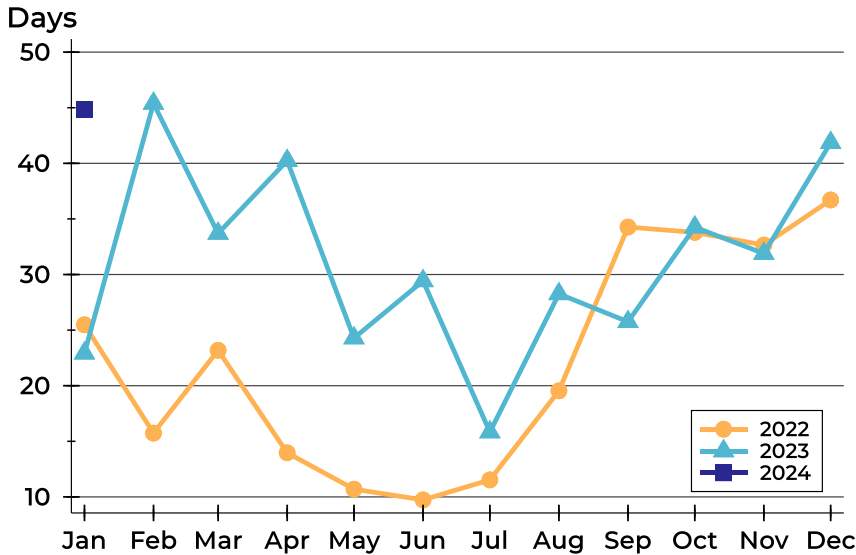
Month	2022	2023	2024
<b>January</b>	185,000	220,000	<b>138,950</b>
<b>February</b>	179,000	174,950	
<b>March</b>	165,000	235,000	
<b>April</b>	205,000	180,000	
<b>May</b>	199,000	197,250	
<b>June</b>	183,250	179,950	
<b>July</b>	194,000	195,000	
<b>August</b>	210,000	229,900	
<b>September</b>	170,000	198,000	
<b>October</b>	192,000	180,000	
<b>November</b>	244,000	167,325	
<b>December</b>	179,900	244,925	





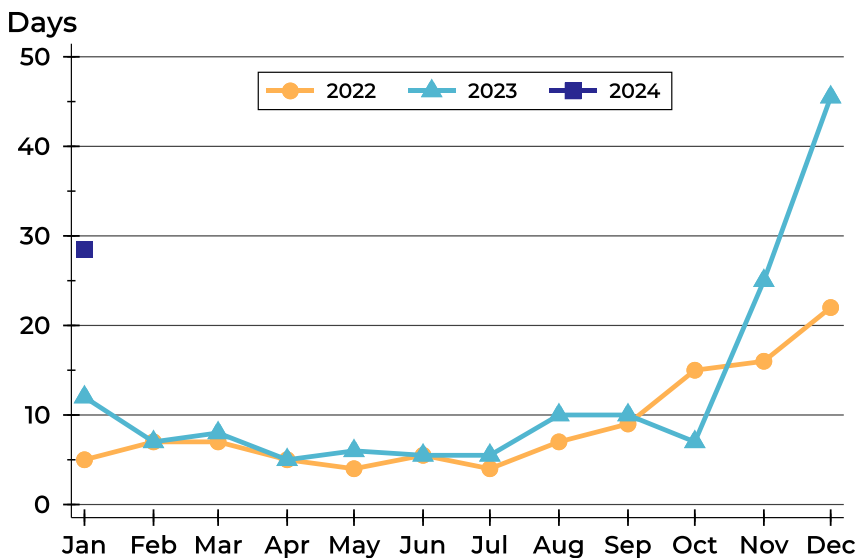
# North Region Contracts Written Analysis

## Average DOM



Month	2022	2023	2024
January	25	23	<b>45</b>
February	16	45	
March	23	34	
April	14	40	
May	11	24	
June	10	29	
July	12	16	
August	20	28	
September	34	26	
October	34	34	
November	33	32	
December	37	42	

## Median DOM



Month	2022	2023	2024
January	5	12	<b>29</b>
February	7	7	
March	7	8	
April	5	5	
May	4	6	
June	6	6	
July	4	6	
August	7	10	
September	9	10	
October	15	7	
November	16	25	
December	22	46	



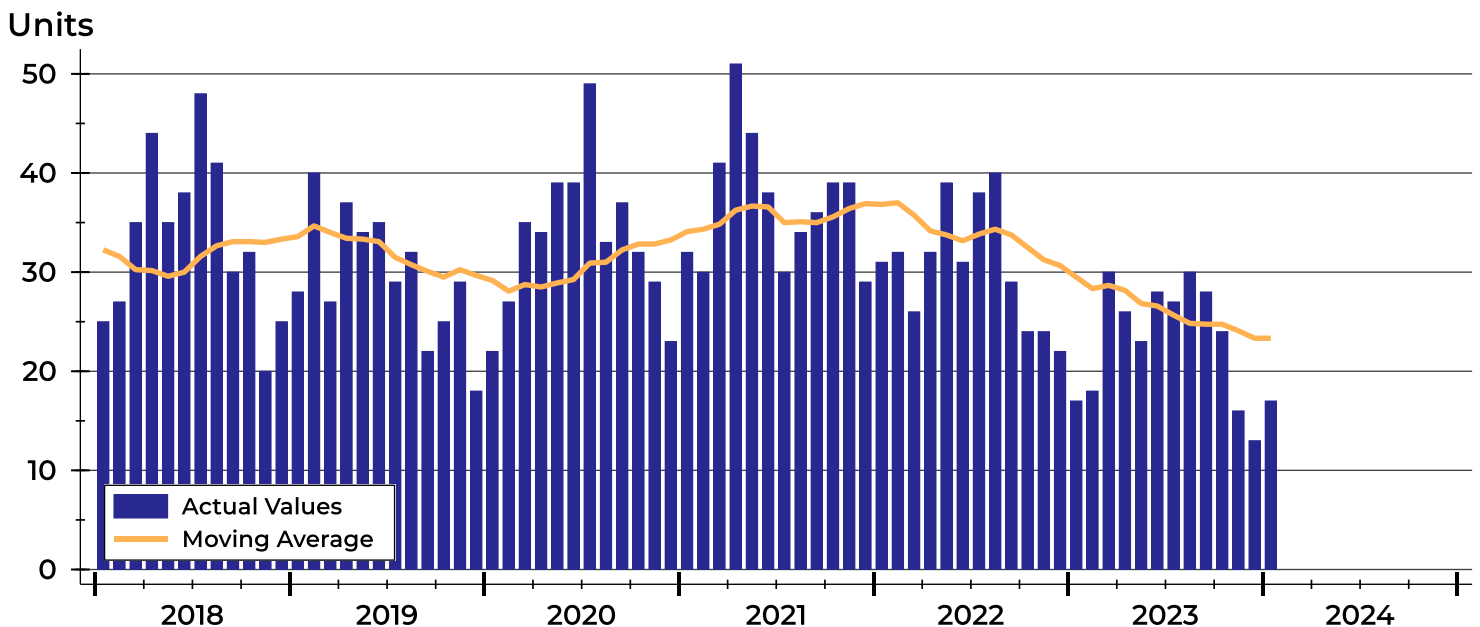
## North Region Pending Contracts Analysis

Summary Statistics for Pending Contracts		End of January		
		2024	2023	Change
Pending Contracts		<b>17</b>	17	0.0%
Volume (1,000s)		<b>3,589</b>	3,511	2.2%
Average	List Price	<b>211,123</b>	206,529	2.2%
	Days on Market	<b>45</b>	26	73.1%
	Percent of Original	<b>96.2%</b>	97.9%	-1.7%
Median	List Price	<b>148,500</b>	182,000	-18.4%
	Days on Market	<b>30</b>	13	130.8%
	Percent of Original	<b>100.0%</b>	100.0%	0.0%

A total of 17 listings in North Region had contracts pending at the end of January, the same number of contracts pending at the end of January 2023.

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.

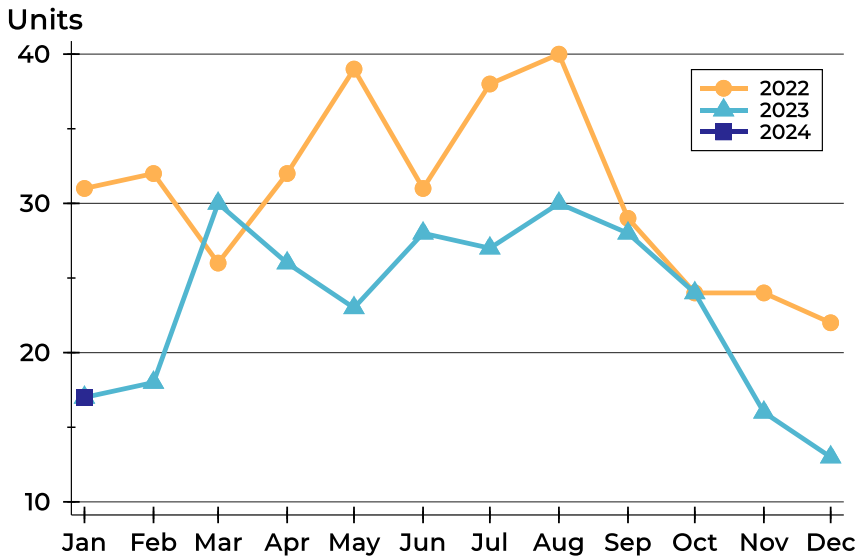
## History of Pending Contracts





## North Region Pending Contracts Analysis

### Pending Contracts by Month



Month	2022	2023	2024
<b>January</b>	31	17	<b>17</b>
<b>February</b>	32	18	
<b>March</b>	26	30	
<b>April</b>	32	26	
<b>May</b>	39	23	
<b>June</b>	31	28	
<b>July</b>	38	27	
<b>August</b>	40	30	
<b>September</b>	29	28	
<b>October</b>	24	24	
<b>November</b>	24	16	
<b>December</b>	22	13	

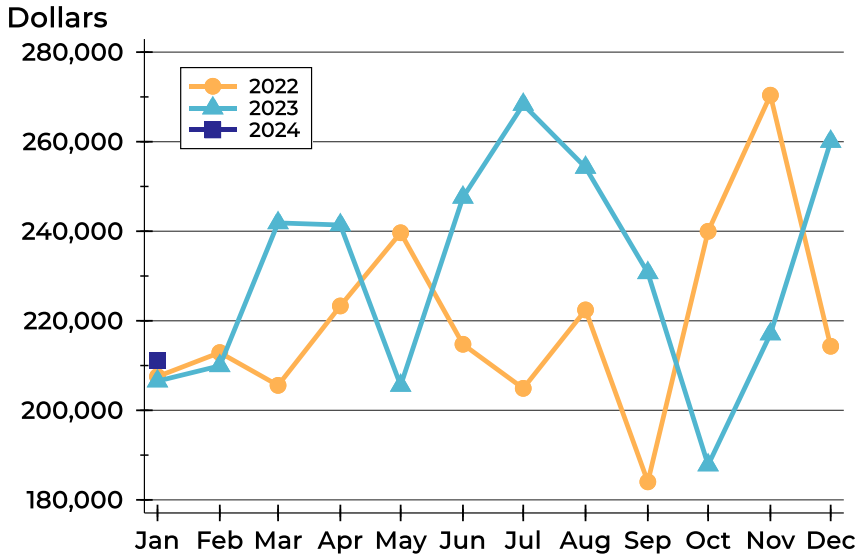
### Pending Contracts by Price Range

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	2	11.8%	31,500	31,500	17	17	100.0%	100.0%
\$50,000-\$99,999	1	5.9%	85,000	85,000	134	134	56.7%	56.7%
\$100,000-\$124,999	2	11.8%	116,000	116,000	8	8	100.0%	100.0%
\$125,000-\$149,999	4	23.5%	139,075	138,950	65	67	98.0%	99.3%
\$150,000-\$174,999	2	11.8%	164,500	164,500	40	40	100.0%	100.0%
\$175,000-\$199,999	1	5.9%	189,900	189,900	15	15	100.0%	100.0%
\$200,000-\$249,999	1	5.9%	210,000	210,000	4	4	100.0%	100.0%
\$250,000-\$299,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$300,000-\$399,999	2	11.8%	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	11.8%	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



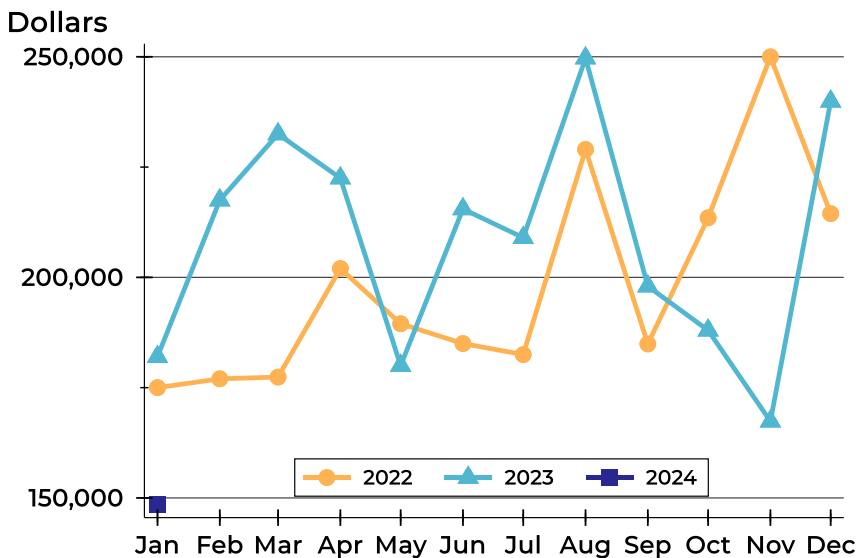
## North Region Pending Contracts Analysis

### Average Price



Month	2022	2023	2024
<b>January</b>	207,539	206,529	<b>211,123</b>
<b>February</b>	212,903	209,936	
<b>March</b>	205,571	241,861	
<b>April</b>	223,314	241,394	
<b>May</b>	239,659	205,548	
<b>June</b>	214,753	247,564	
<b>July</b>	204,908	268,311	
<b>August</b>	222,430	254,242	
<b>September</b>	184,028	230,713	
<b>October</b>	239,988	187,777	
<b>November</b>	270,383	217,041	
<b>December</b>	214,309	260,042	

### Median Price

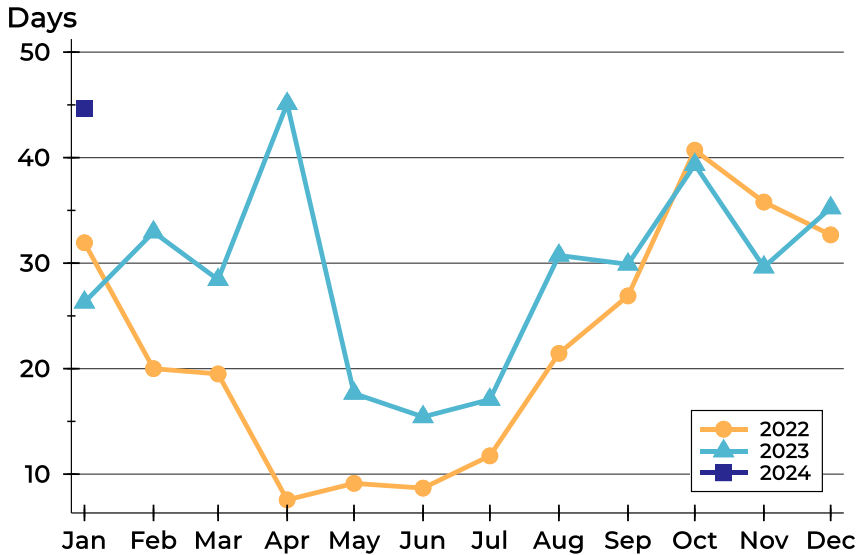


Month	2022	2023	2024
<b>January</b>	175,000	182,000	<b>148,500</b>
<b>February</b>	177,000	217,500	
<b>March</b>	177,400	232,500	
<b>April</b>	202,000	222,500	
<b>May</b>	189,500	180,000	
<b>June</b>	185,000	215,500	
<b>July</b>	182,500	209,000	
<b>August</b>	229,000	249,700	
<b>September</b>	184,900	198,000	
<b>October</b>	213,500	188,000	
<b>November</b>	250,000	167,375	
<b>December</b>	214,450	239,900	



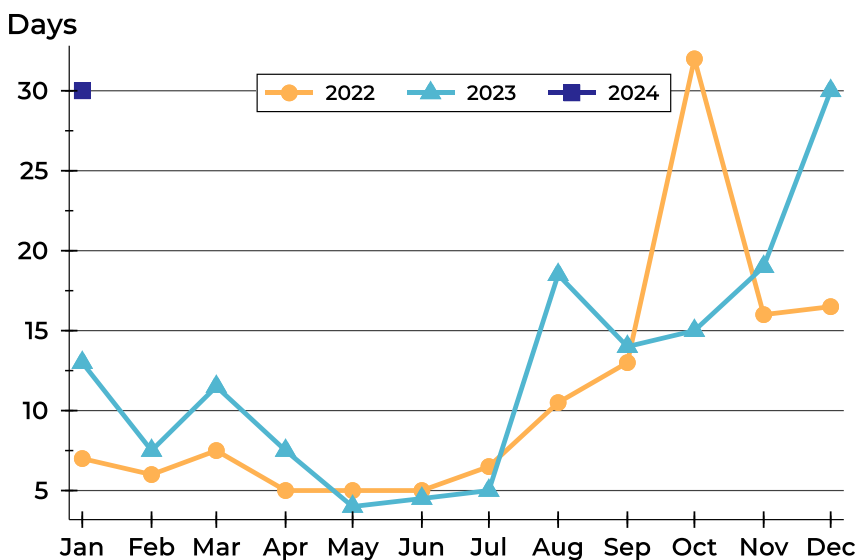
## North Region Pending Contracts Analysis

### Average DOM



Month	2022	2023	2024
January	32	26	<b>45</b>
February	20	33	
March	20	28	
April	8	45	
May	9	18	
June	9	15	
July	12	17	
August	21	31	
September	27	30	
October	41	39	
November	36	30	
December	33	35	

### Median DOM



Month	2022	2023	2024
January	7	13	<b>30</b>
February	6	8	
March	8	12	
April	5	8	
May	5	4	
June	5	5	
July	7	5	
August	11	19	
September	13	14	
October	32	15	
November	16	19	
December	17	30	



# South Region Housing Report



## Market Overview

### South Region Home Sales Rose in January

Total home sales in South Region rose by 11.1% last month to 10 units, compared to 9 units in January 2023. Total sales volume was \$2.0 million, up 31.6% from a year earlier.

The median sale price in January was \$186,100, up from \$140,000 a year earlier. Homes that sold in January were typically on the market for 34 days and sold for 97.3% of their list prices.

### South Region Active Listings Down at End of January

The total number of active listings in South Region at the end of January was 28 units, down from 33 at the same point in 2023. This represents a 0.9 months' supply of homes available for sale. The median list price of homes on the market at the end of January was \$176,950.

During January, a total of 11 contracts were written down from 21 in January 2023. At the end of the month, there were 22 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

January MLS Statistics Three-year History		Current Month			Year-to-Date		
		2024	2023	2022	2024	2023	2022
<b>Home Sales</b> Change from prior year	<b>10</b> 11.1%	<b>9</b> -35.7%	<b>14</b> -39.1%	<b>10</b> 11.1%	<b>9</b> -35.7%	<b>14</b> -39.1%	
<b>Active Listings</b> Change from prior year	<b>28</b> -15.2%	<b>33</b> 43.5%	<b>23</b> -43.9%	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>	
<b>Months' Supply</b> Change from prior year	<b>0.9</b> -10.0%	<b>1.0</b> 66.7%	<b>0.6</b> -50.0%	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>	
<b>New Listings</b> Change from prior year	<b>20</b> -31.0%	<b>29</b> 16.0%	<b>25</b> -34.2%	<b>20</b> -31.0%	<b>29</b> 16.0%	<b>25</b> -34.2%	
<b>Contracts Written</b> Change from prior year	<b>11</b> -47.6%	<b>21</b> -25.0%	<b>28</b> -9.7%	<b>11</b> -47.6%	<b>21</b> -25.0%	<b>28</b> -9.7%	
<b>Pending Contracts</b> Change from prior year	<b>22</b> -15.4%	<b>26</b> -40.9%	<b>44</b> 25.7%	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>	
<b>Sales Volume (1,000s)</b> Change from prior year	<b>2,015</b> 31.6%	<b>1,531</b> -3.0%	<b>1,579</b> -57.2%	<b>2,015</b> 31.6%	<b>1,531</b> -3.0%	<b>1,579</b> -57.2%	
<b>Average</b>	<b>Sale Price</b> Change from prior year	<b>201,460</b> 18.5%	<b>170,056</b> 50.8%	<b>112,796</b> -29.6%	<b>201,460</b> 18.5%	<b>170,056</b> 50.8%	<b>112,796</b> -29.6%
	<b>List Price of Actives</b> Change from prior year	<b>210,704</b> -22.5%	<b>271,926</b> 46.8%	<b>185,204</b> 26.2%	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
	<b>Days on Market</b> Change from prior year	<b>50</b> 28.2%	<b>39</b> 85.7%	<b>21</b> -57.1%	<b>50</b> 28.2%	<b>39</b> 85.7%	<b>21</b> -57.1%
	<b>Percent of List</b> Change from prior year	<b>95.2%</b> 2.7%	<b>92.7%</b> -2.8%	<b>95.4%</b> 0.4%	<b>95.2%</b> 2.7%	<b>92.7%</b> -2.8%	<b>95.4%</b> 0.4%
	<b>Percent of Original</b> Change from prior year	<b>92.6%</b> 3.9%	<b>89.1%</b> -4.5%	<b>93.3%</b> -0.2%	<b>92.6%</b> 3.9%	<b>89.1%</b> -4.5%	<b>93.3%</b> -0.2%
<b>Median</b>	<b>Sale Price</b> Change from prior year	<b>186,100</b> 32.9%	<b>140,000</b> 24.3%	<b>112,625</b> -30.9%	<b>186,100</b> 32.9%	<b>140,000</b> 24.3%	<b>112,625</b> -30.9%
	<b>List Price of Actives</b> Change from prior year	<b>176,950</b> -11.5%	<b>199,900</b> 53.9%	<b>129,900</b> 13.4%	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
	<b>Days on Market</b> Change from prior year	<b>34</b> 240.0%	<b>10</b> -33.3%	<b>15</b> 66.7%	<b>34</b> 240.0%	<b>10</b> -33.3%	<b>15</b> 66.7%
	<b>Percent of List</b> Change from prior year	<b>97.3%</b> 2.1%	<b>95.3%</b> -2.0%	<b>97.2%</b> -0.7%	<b>97.3%</b> 2.1%	<b>95.3%</b> -2.0%	<b>97.2%</b> -0.7%
	<b>Percent of Original</b> Change from prior year	<b>96.1%</b> 6.8%	<b>90.0%</b> -6.1%	<b>95.8%</b> -1.6%	<b>96.1%</b> 6.8%	<b>90.0%</b> -6.1%	<b>95.8%</b> -1.6%

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



## South Region Closed Listings Analysis

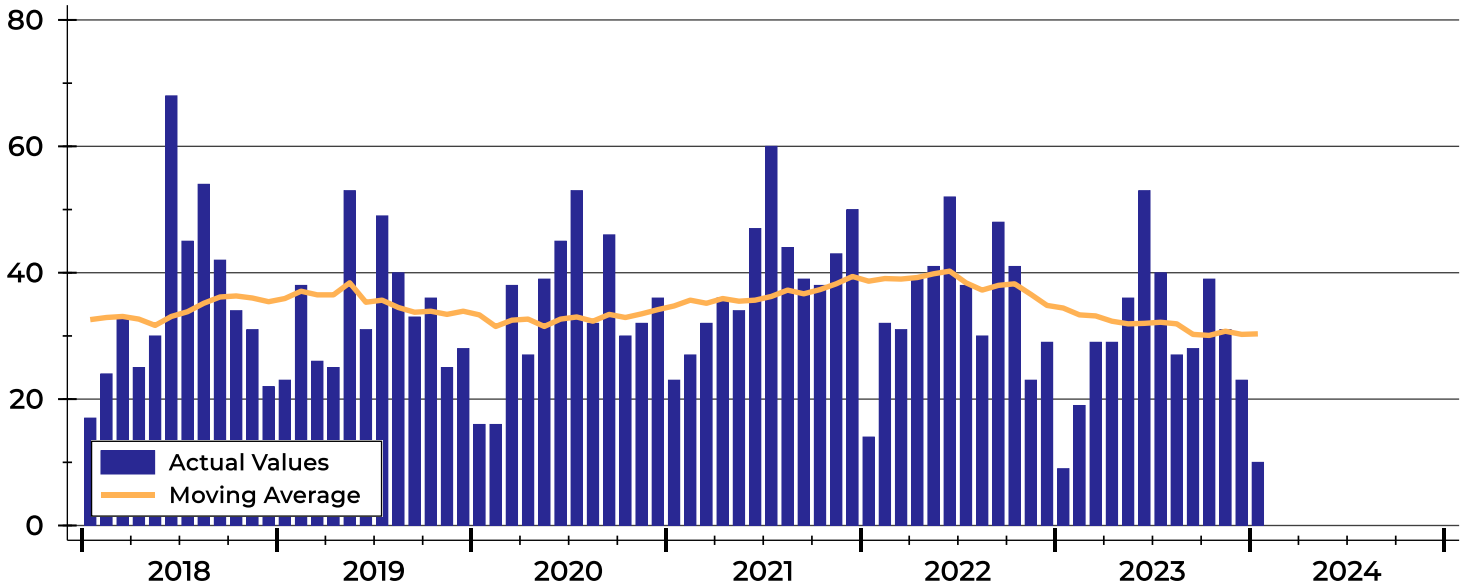
Summary Statistics for Closed Listings		January			Year-to-Date		
		2024	2023	Change	2024	2023	Change
Closed Listings		10	9	11.1%	10	9	11.1%
Volume (1,000s)		2,015	1,531	31.6%	2,015	1,531	31.6%
Months' Supply		0.9	1.0	-10.0%	N/A	N/A	N/A
Average	Sale Price	201,460	170,056	18.5%	201,460	170,056	18.5%
	Days on Market	50	39	28.2%	50	39	28.2%
	Percent of List	95.2%	92.7%	2.7%	95.2%	92.7%	2.7%
	Percent of Original	92.6%	89.1%	3.9%	92.6%	89.1%	3.9%
Median	Sale Price	186,100	140,000	32.9%	186,100	140,000	32.9%
	Days on Market	34	10	240.0%	34	10	240.0%
	Percent of List	97.3%	95.3%	2.1%	97.3%	95.3%	2.1%
	Percent of Original	96.1%	90.0%	6.8%	96.1%	90.0%	6.8%

A total of 10 homes sold in South Region in January, up from 9 units in January 2023. Total sales volume rose to \$2.0 million compared to \$1.5 million in the previous year.

The median sales price in January was \$186,100, up 32.9% compared to the prior year. Median days on market was 34 days, up from 3 days in December, and up from 10 in January 2023.

## History of Closed Listings

Units

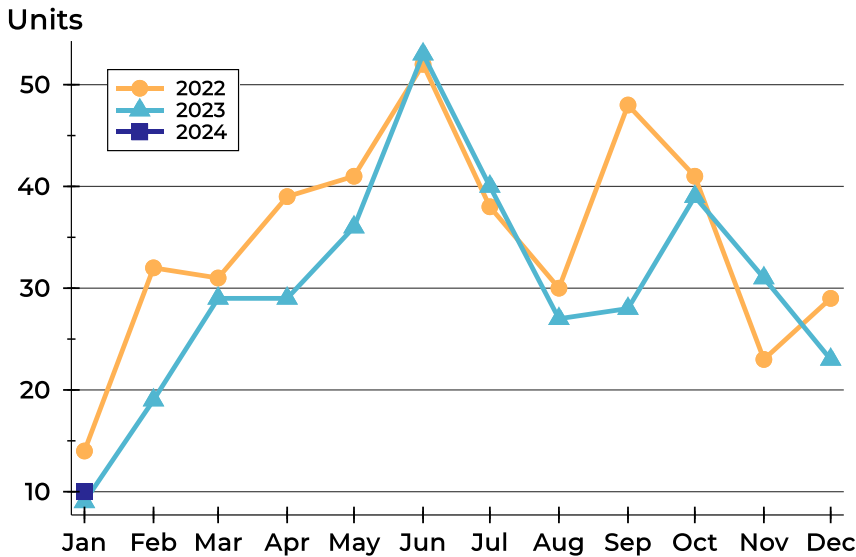






## South Region Closed Listings Analysis

### Closed Listings by Month



Month	2022	2023	2024
<b>January</b>	14	9	<b>10</b>
<b>February</b>	32	19	
<b>March</b>	31	29	
<b>April</b>	39	29	
<b>May</b>	41	36	
<b>June</b>	52	53	
<b>July</b>	38	40	
<b>August</b>	30	27	
<b>September</b>	48	28	
<b>October</b>	41	39	
<b>November</b>	23	31	
<b>December</b>	29	23	

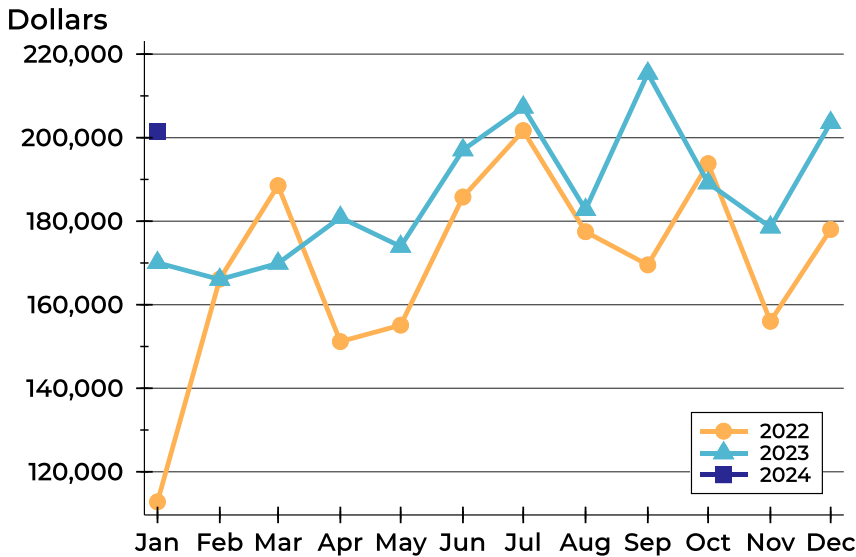
### Closed Listings by Price Range

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	2	20.0%	1.4	78,250	78,250	87	87	85.5%	85.5%	78.1%	78.1%
\$100,000-\$124,999	1	10.0%	0.5	121,000	121,000	13	13	94.6%	94.6%	94.6%	94.6%
\$125,000-\$149,999	1	10.0%	0.0	144,900	144,900	68	68	100.0%	100.0%	96.7%	96.7%
\$150,000-\$174,999	1	10.0%	2.1	164,200	164,200	1	1	99.6%	99.6%	99.6%	99.6%
\$175,000-\$199,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$200,000-\$249,999	1	10.0%	0.8	208,000	208,000	1	1	97.7%	97.7%	97.7%	97.7%
\$250,000-\$299,999	1	10.0%	1.4	280,000	280,000	107	107	93.3%	93.3%	87.8%	87.8%
\$300,000-\$399,999	3	30.0%	0.6	313,333	310,000	47	31	98.5%	98.4%	98.0%	98.4%
\$400,000-\$499,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$500,000-\$749,999	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



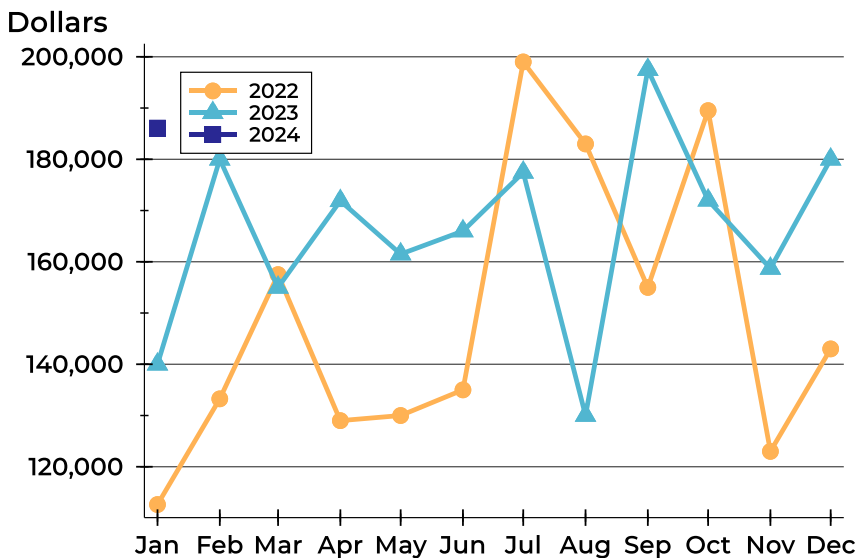
# South Region Closed Listings Analysis

## Average Price



Month	2022	2023	2024
January	112,796	170,056	<b>201,460</b>
February	166,151	166,053	
March	188,532	169,907	
April	151,170	180,879	
May	155,110	173,943	
June	185,795	197,045	
July	201,697	207,278	
August	177,477	182,759	
September	169,540	215,396	
October	193,788	189,132	
November	156,032	178,562	
December	178,024	203,578	

## Median Price

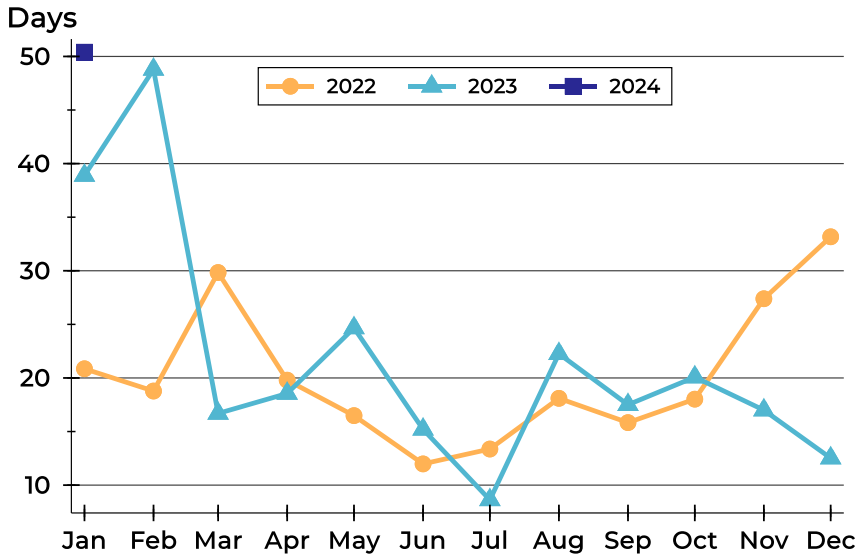


Month	2022	2023	2024
January	112,625	140,000	<b>186,100</b>
February	133,250	180,000	
March	157,500	155,000	
April	129,000	171,900	
May	130,000	161,500	
June	135,000	166,000	
July	199,000	177,450	
August	183,000	130,000	
September	155,000	197,500	
October	189,500	172,000	
November	123,000	158,700	
December	143,000	180,000	



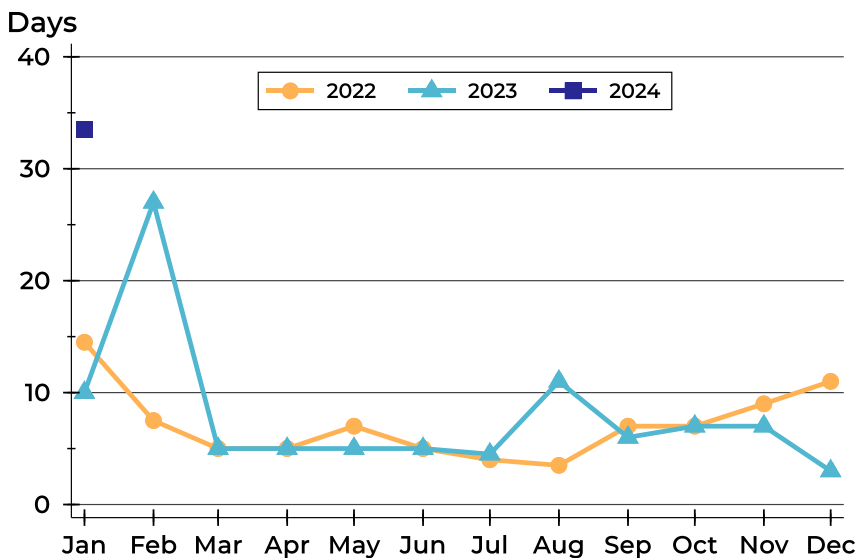
# South Region Closed Listings Analysis

## Average DOM



Month	2022	2023	2024
January	21	39	50
February	19	49	
March	30	17	
April	20	19	
May	16	25	
June	12	15	
July	13	9	
August	18	22	
September	16	18	
October	18	20	
November	27	17	
December	33	13	

## Median DOM



Month	2022	2023	2024
January	15	10	34
February	8	27	
March	5	5	
April	5	5	
May	7	5	
June	5	5	
July	4	5	
August	4	11	
September	7	6	
October	7	7	
November	9	7	
December	11	3	



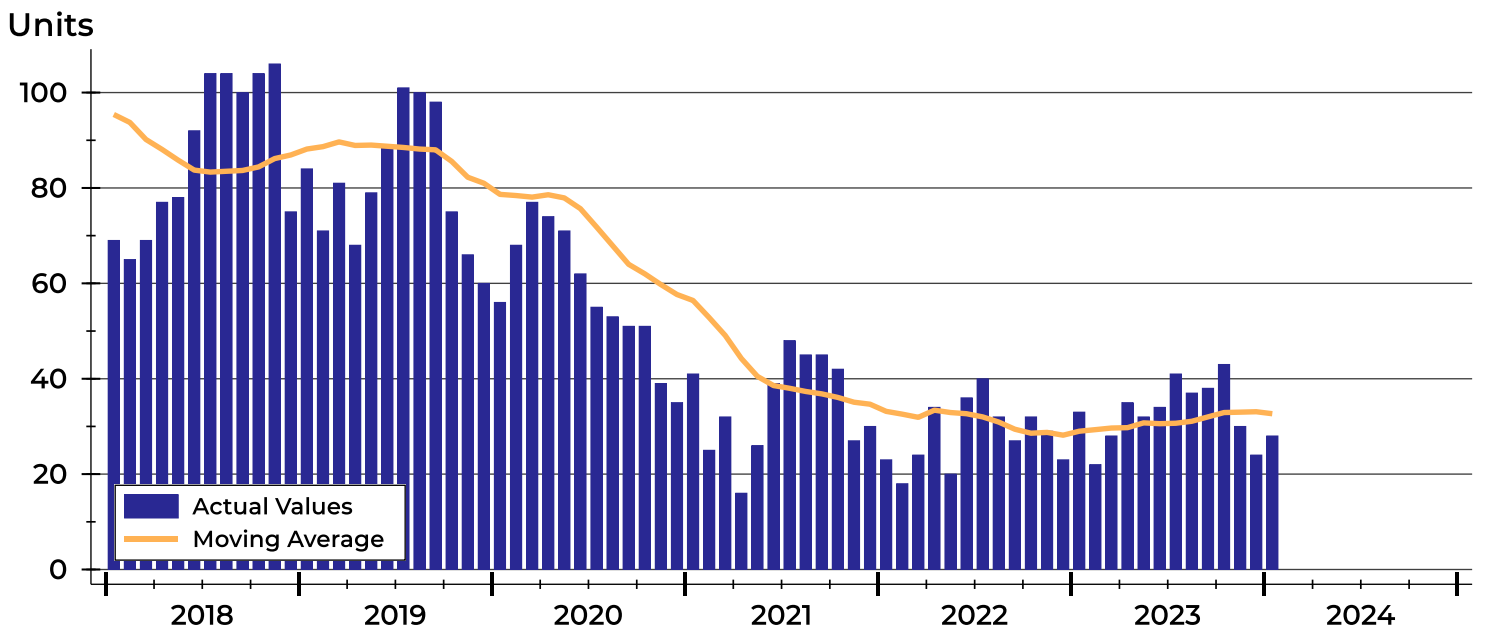
# South Region Active Listings Analysis

Summary Statistics for Active Listings		2024	End of January 2023	Change
Active Listings		28	33	-15.2%
Volume (1,000s)		5,900	8,974	-34.3%
Months' Supply		0.9	1.0	-10.0%
Average	List Price	210,704	271,926	-22.5%
	Days on Market	76	49	55.1%
	Percent of Original	96.7%	97.0%	-0.3%
Median	List Price	176,950	199,900	-11.5%
	Days on Market	50	27	85.2%
	Percent of Original	100.0%	100.0%	0.0%

A total of 28 homes were available for sale in South Region at the end of January. This represents a 0.9 months' supply of active listings.

The median list price of homes on the market at the end of January was \$176,950, down 11.5% from 2023. The typical time on market for active listings was 50 days, up from 27 days a year earlier.

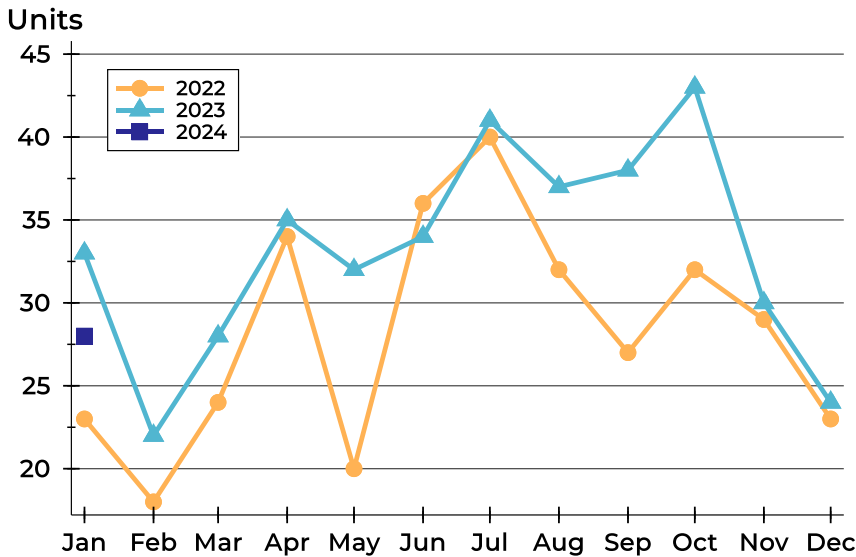
## History of Active Listings





## South Region Active Listings Analysis

### Active Listings by Month



Month	2022	2023	2024
<b>January</b>	23	33	<b>28</b>
<b>February</b>	18	22	
<b>March</b>	24	28	
<b>April</b>	34	35	
<b>May</b>	20	32	
<b>June</b>	36	34	
<b>July</b>	40	41	
<b>August</b>	32	37	
<b>September</b>	27	38	
<b>October</b>	32	43	
<b>November</b>	29	30	
<b>December</b>	23	24	

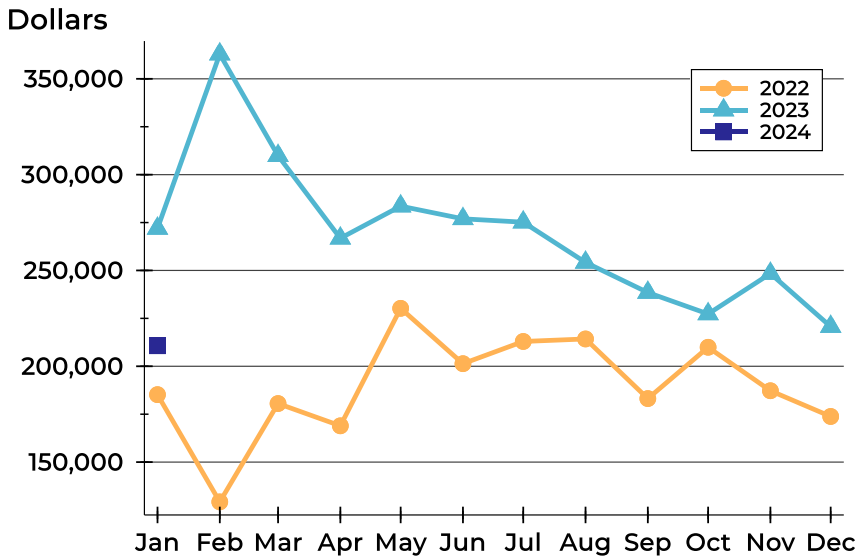
### Active Listings by Price Range

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	1	3.6%	N/A	37,500	37,500	159	159	94.0%	94.0%
\$50,000-\$99,999	5	17.9%	1.4	63,740	60,000	62	66	91.0%	95.9%
\$100,000-\$124,999	2	7.1%	0.5	109,500	109,500	55	55	95.5%	95.5%
\$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	21.4%	2.1	162,633	167,500	105	132	99.7%	100.0%
\$175,000-\$199,999	2	7.1%	N/A	186,750	186,750	107	107	97.4%	97.4%
\$200,000-\$249,999	4	14.3%	0.8	222,600	221,000	73	28	95.5%	100.0%
\$250,000-\$299,999	3	10.7%	1.4	270,667	259,000	48	44	100.0%	100.0%
\$300,000-\$399,999	2	7.1%	0.6	349,450	349,450	47	47	97.1%	97.1%
\$400,000-\$499,999	1	3.6%	N/A	424,000	424,000	24	24	100.0%	100.0%
\$500,000-\$749,999	2	7.1%	N/A	574,950	574,950	67	67	98.8%	98.8%
\$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	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A



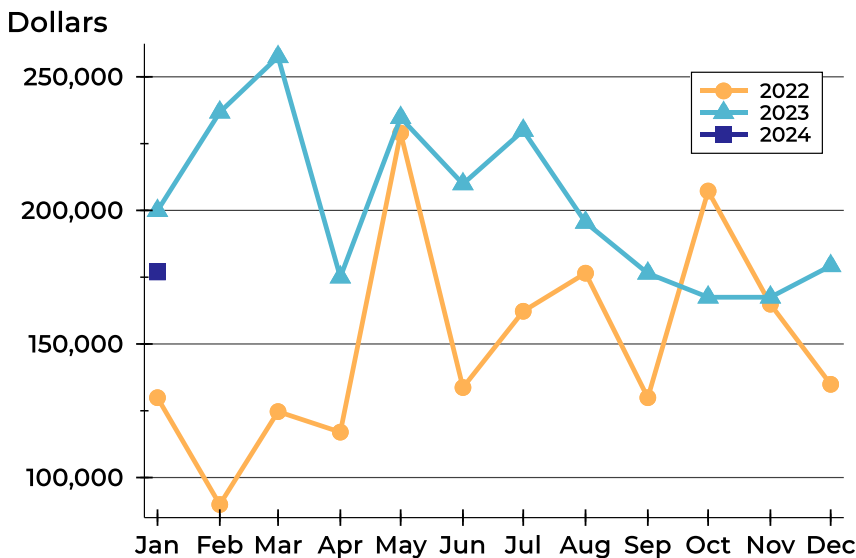
# South Region Active Listings Analysis

## Average Price



Month	2022	2023	2024
January	185,204	271,926	<b>210,704</b>
February	129,250	362,877	
March	180,565	309,907	
April	168,941	266,806	
May	230,253	283,563	
June	201,368	276,956	
July	212,957	275,188	
August	214,261	254,205	
September	183,156	238,491	
October	209,934	227,314	
November	187,245	248,407	
December	173,822	220,708	

## Median Price

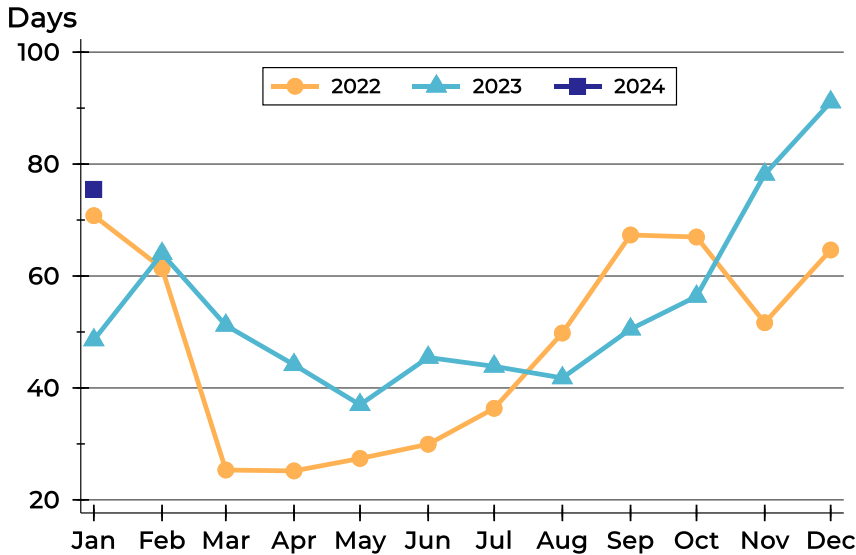


Month	2022	2023	2024
January	129,900	199,900	<b>176,950</b>
February	89,900	236,750	
March	124,700	257,500	
April	117,000	175,000	
May	228,950	234,700	
June	133,700	209,900	
July	162,250	229,900	
August	176,500	195,500	
September	129,900	176,450	
October	207,250	167,500	
November	164,900	167,500	
December	134,900	179,250	



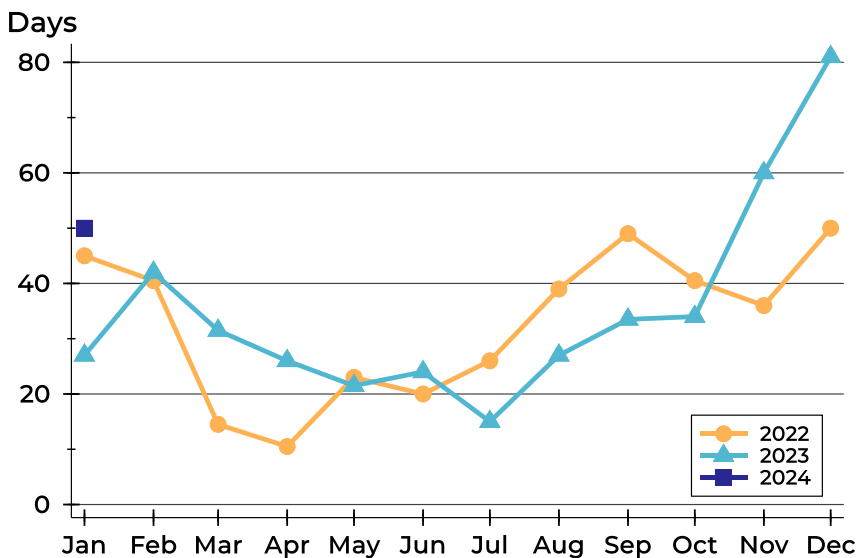
# South Region Active Listings Analysis

## Average DOM



Month	2022	2023	2024
January	71	49	<b>76</b>
February	61	64	
March	25	51	
April	25	44	
May	27	37	
June	30	45	
July	36	44	
August	50	42	
September	67	51	
October	67	56	
November	52	78	
December	65	91	

## Median DOM

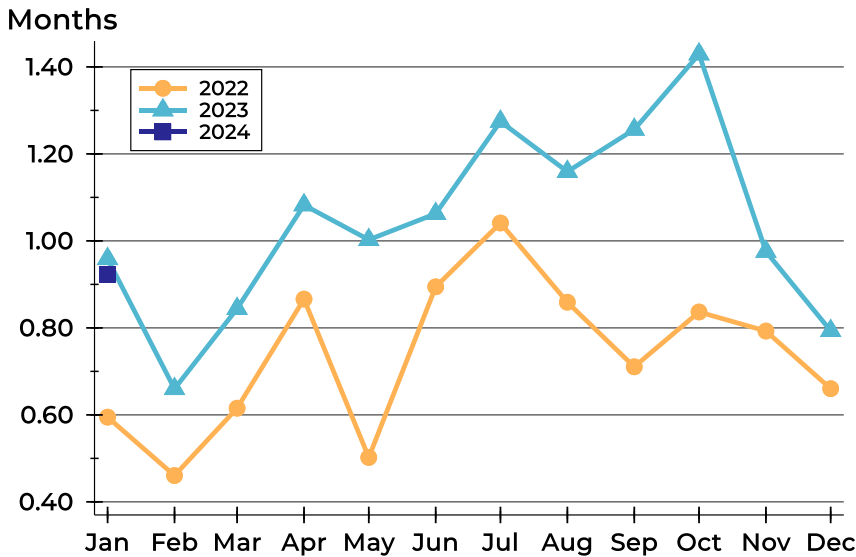


Month	2022	2023	2024
January	45	27	<b>50</b>
February	41	42	
March	15	32	
April	11	26	
May	23	22	
June	20	24	
July	26	15	
August	39	27	
September	49	34	
October	41	34	
November	36	60	
December	50	81	



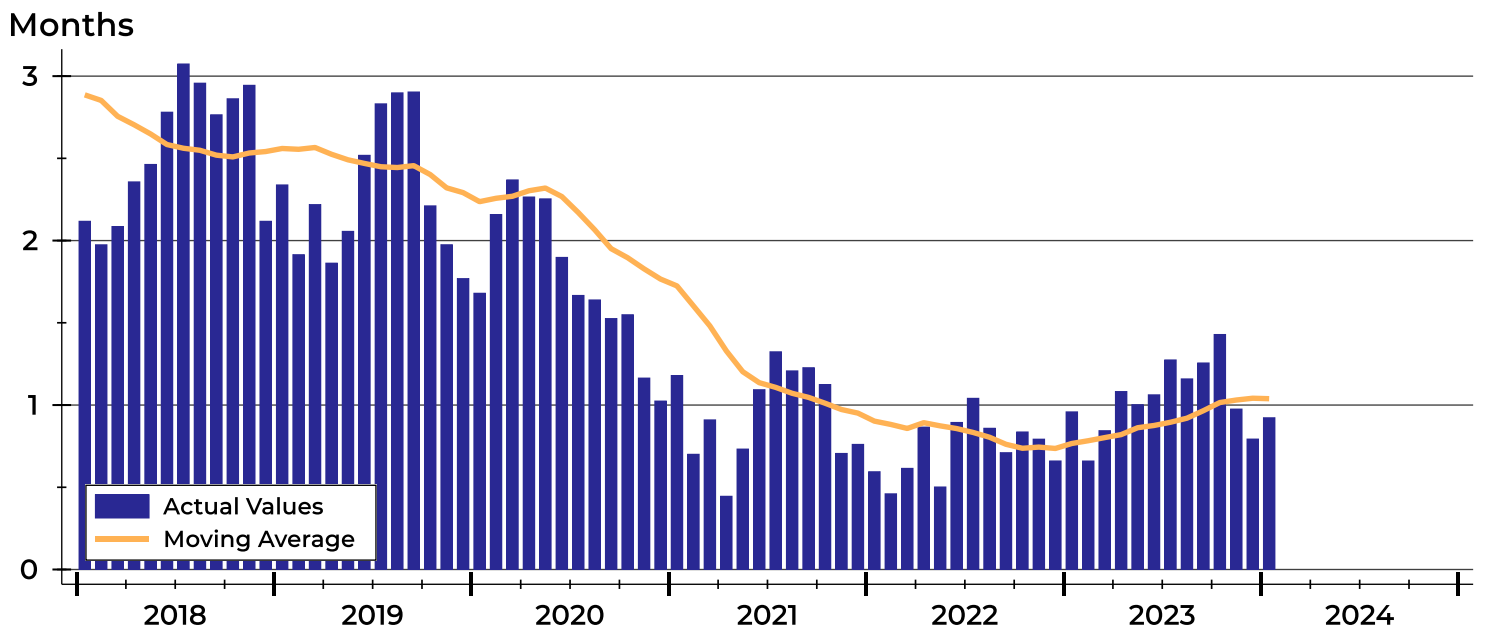
# South Region Months' Supply Analysis

## Months' Supply by Month



Month	2022	2023	2024
January	0.6	1.0	<b>0.9</b>
February	0.5	0.7	
March	0.6	0.8	
April	0.9	1.1	
May	0.5	1.0	
June	0.9	1.1	
July	1.0	1.3	
August	0.9	1.2	
September	0.7	1.3	
October	0.8	1.4	
November	0.8	1.0	
December	0.7	0.8	

## History of Month's Supply







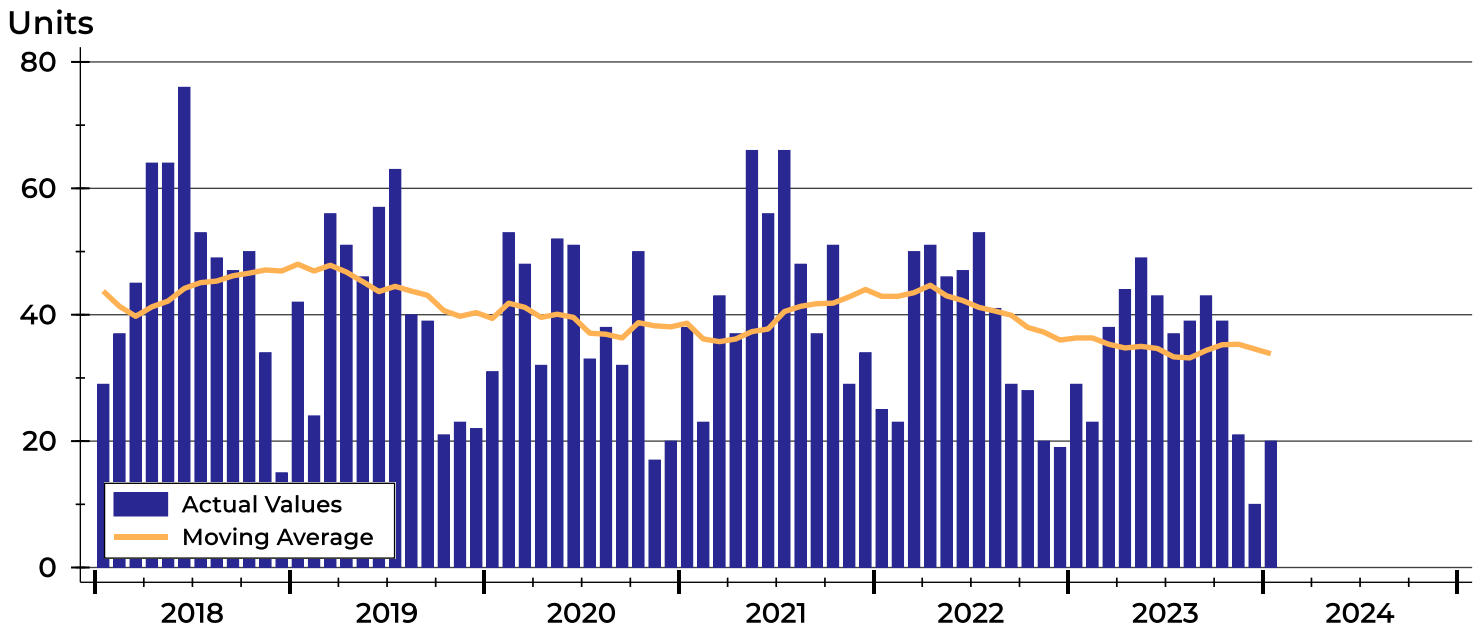
# South Region New Listings Analysis

Summary Statistics for New Listings		2024	January 2023	Change
Current Month	New Listings	20	29	-31.0%
	Volume (1,000s)	4,453	7,751	-42.5%
	Average List Price	222,665	267,281	-16.7%
	Median List Price	194,450	185,000	5.1%
Year-to-Date	New Listings	20	29	-31.0%
	Volume (1,000s)	4,453	7,751	-42.5%
	Average List Price	222,665	267,281	-16.7%
	Median List Price	194,450	185,000	5.1%

A total of 20 new listings were added in South Region during January, down 31.0% from the same month in 2023.

The median list price of these homes was \$194,450 up from \$185,000 in 2023.

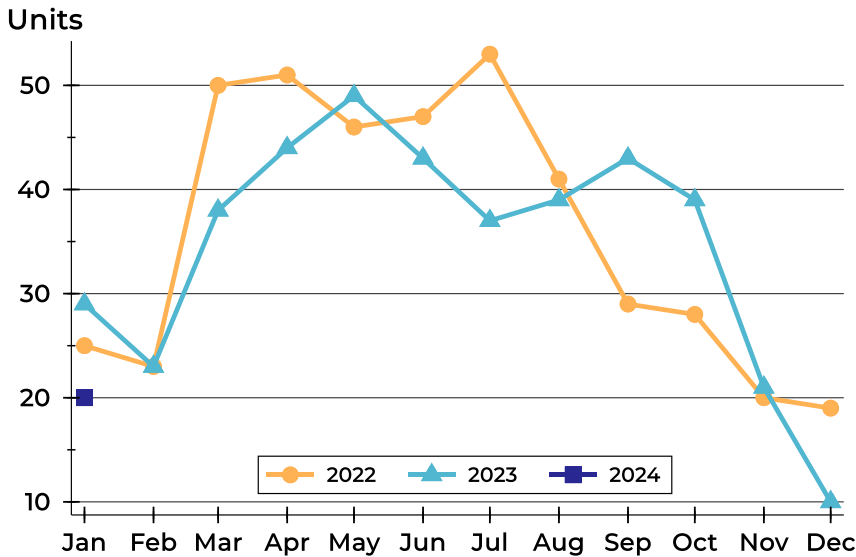
## History of New Listings





## South Region New Listings Analysis

### New Listings by Month



Month	2022	2023	2024
<b>January</b>	25	29	<b>20</b>
<b>February</b>	23	23	
<b>March</b>	50	38	
<b>April</b>	51	44	
<b>May</b>	46	49	
<b>June</b>	47	43	
<b>July</b>	53	37	
<b>August</b>	41	39	
<b>September</b>	29	43	
<b>October</b>	28	39	
<b>November</b>	20	21	
<b>December</b>	19	10	

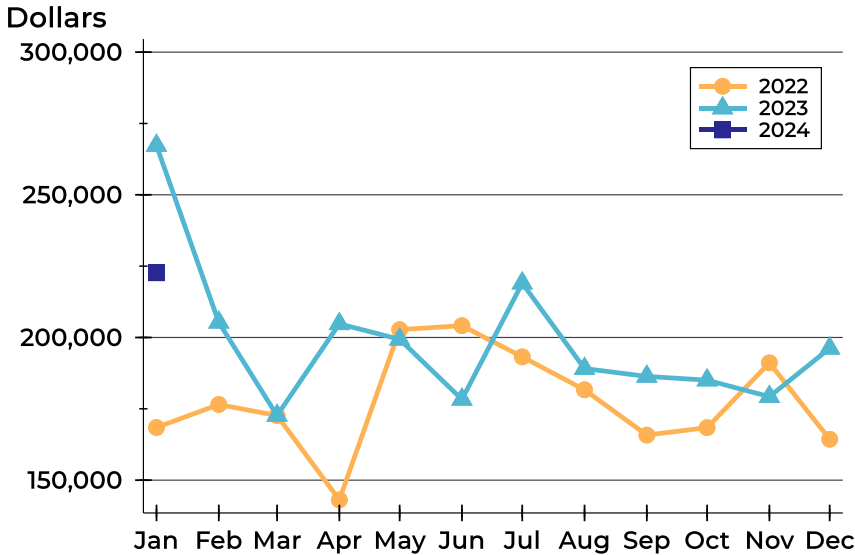
### New Listings by Price Range

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	2	10.0%	67,400	67,400	15	15	95.8%	95.8%
\$100,000-\$124,999	2	10.0%	109,950	109,950	12	12	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	5	25.0%	160,860	159,900	10	4	100.4%	100.0%
\$175,000-\$199,999	1	5.0%	184,000	184,000	18	18	100.0%	100.0%
\$200,000-\$249,999	5	25.0%	221,060	217,000	16	12	100.0%	100.0%
\$250,000-\$299,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$300,000-\$399,999	3	15.0%	348,667	339,000	12	9	97.3%	100.0%
\$400,000-\$499,999	1	5.0%	424,000	424,000	30	30	100.0%	100.0%
\$500,000-\$749,999	1	5.0%	535,000	535,000	25	25	100.0%	100.0%
\$750,000-\$999,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



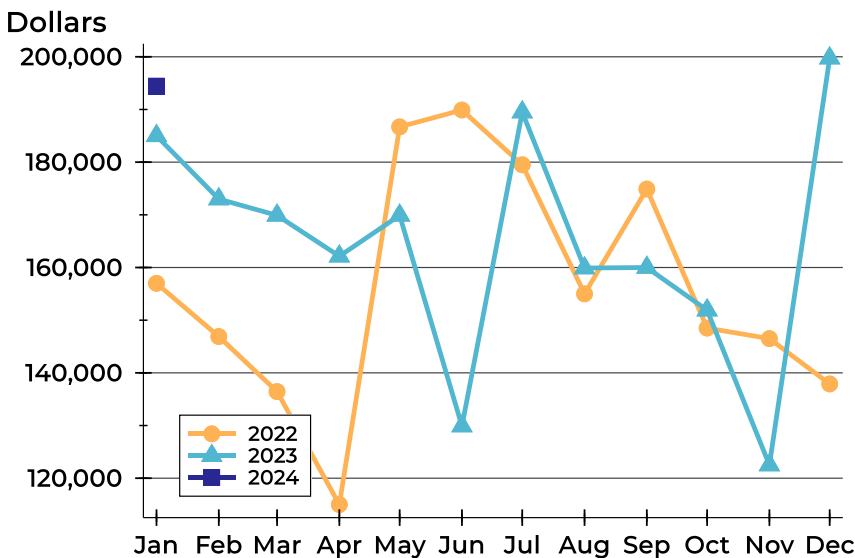
# South Region New Listings Analysis

## Average Price



Month	2022	2023	2024
January	168,444	267,281	222,665
February	176,520	205,309	
March	172,639	172,682	
April	143,091	204,777	
May	202,759	199,347	
June	204,147	178,316	
July	193,221	219,032	
August	181,672	189,109	
September	165,793	186,359	
October	168,418	185,043	
November	191,115	179,271	
December	164,337	196,200	

## Median Price



Month	2022	2023	2024
January	157,000	185,000	194,450
February	146,900	173,000	
March	136,450	169,900	
April	115,000	162,150	
May	186,700	169,900	
June	189,900	129,900	
July	179,500	189,500	
August	155,000	159,900	
September	174,900	160,000	
October	148,500	151,900	
November	146,500	122,500	
December	137,900	199,750	

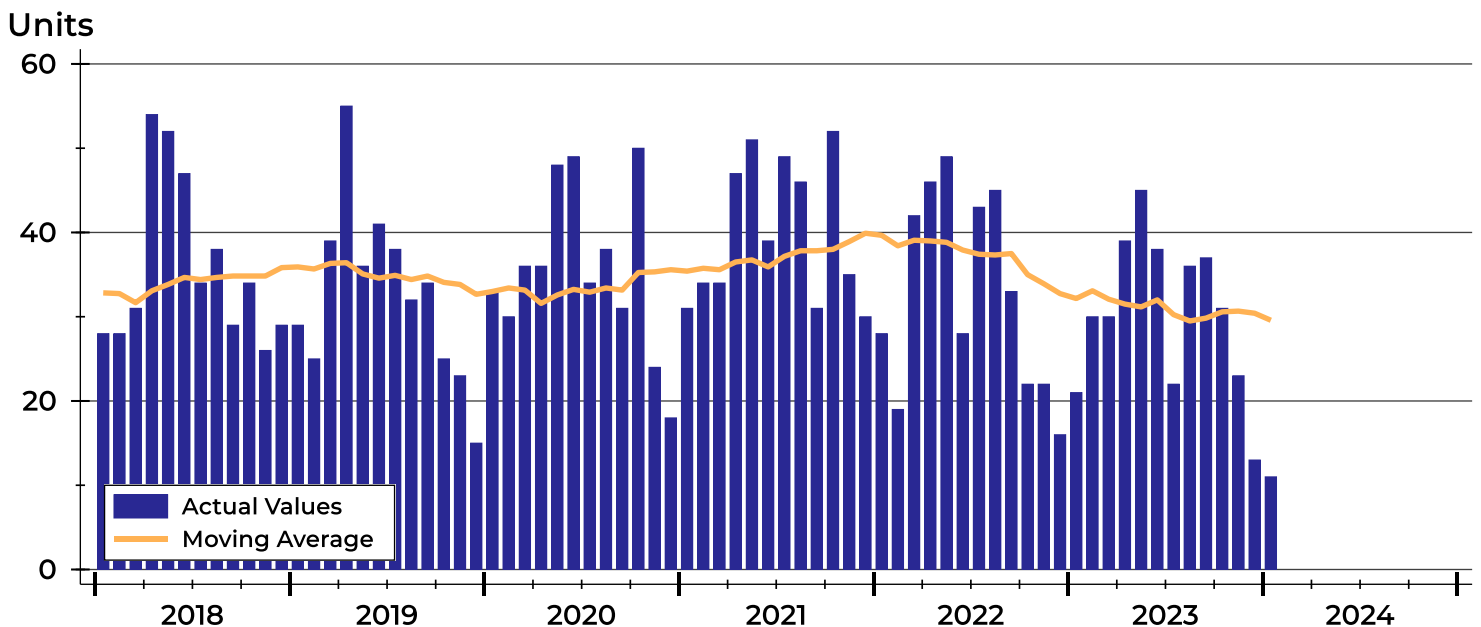


## South Region Contracts Written Analysis

Summary Statistics for Contracts Written		January			Year-to-Date		
		2024	2023	Change	2024	2023	Change
Contracts Written		<b>11</b>	21	-47.6%	<b>11</b>	21	-47.6%
Volume (1,000s)		<b>2,392</b>	4,028	-40.6%	<b>2,392</b>	4,028	-40.6%
Average	Sale Price	<b>217,445</b>	191,810	13.4%	<b>217,445</b>	191,810	13.4%
	Days on Market	<b>33</b>	30	10.0%	<b>33</b>	30	10.0%
	Percent of Original	<b>98.2%</b>	94.9%	3.5%	<b>98.2%</b>	94.9%	3.5%
Median	Sale Price	<b>204,900</b>	179,900	13.9%	<b>204,900</b>	179,900	13.9%
	Days on Market	<b>9</b>	8	12.5%	<b>9</b>	8	12.5%
	Percent of Original	<b>100.0%</b>	95.9%	4.3%	<b>100.0%</b>	95.9%	4.3%

A total of 11 contracts for sale were written in South Region during the month of January, down from 21 in 2023. The median list price of these homes was \$204,900, up from \$179,900 the prior year. Half of the homes that went under contract in January were on the market less than 9 days, compared to 8 days in January 2023.

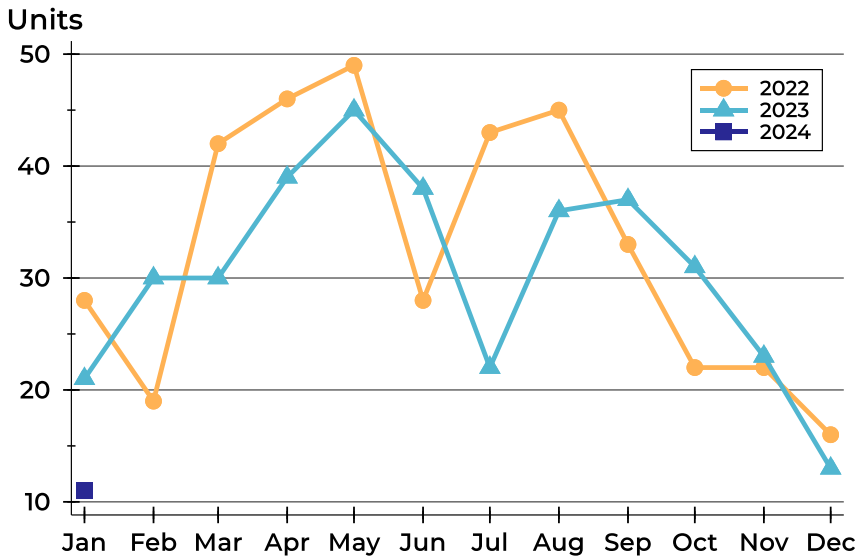
## History of Contracts Written





## South Region Contracts Written Analysis

### Contracts Written by Month



Month	2022	2023	2024
<b>January</b>	28	21	<b>11</b>
<b>February</b>	19	30	
<b>March</b>	42	30	
<b>April</b>	46	39	
<b>May</b>	49	45	
<b>June</b>	28	38	
<b>July</b>	43	22	
<b>August</b>	45	36	
<b>September</b>	33	37	
<b>October</b>	22	31	
<b>November</b>	22	23	
<b>December</b>	16	13	

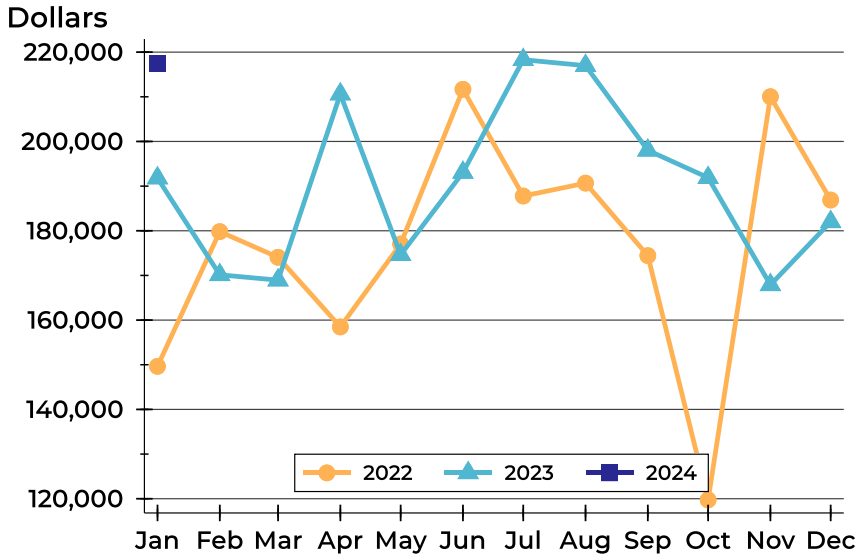
### Contracts Written by Price Range

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	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	1	9.1%	105,900	105,900	44	44	100.0%	100.0%
\$125,000-\$149,999	1	9.1%	145,000	145,000	112	112	90.9%	90.9%
\$150,000-\$174,999	3	27.3%	161,467	159,900	3	4	100.7%	100.0%
\$175,000-\$199,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$200,000-\$249,999	4	36.4%	219,925	219,900	32	12	99.4%	100.0%
\$250,000-\$299,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$300,000-\$399,999	2	18.2%	388,450	388,450	35	35	94.9%	94.9%
\$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



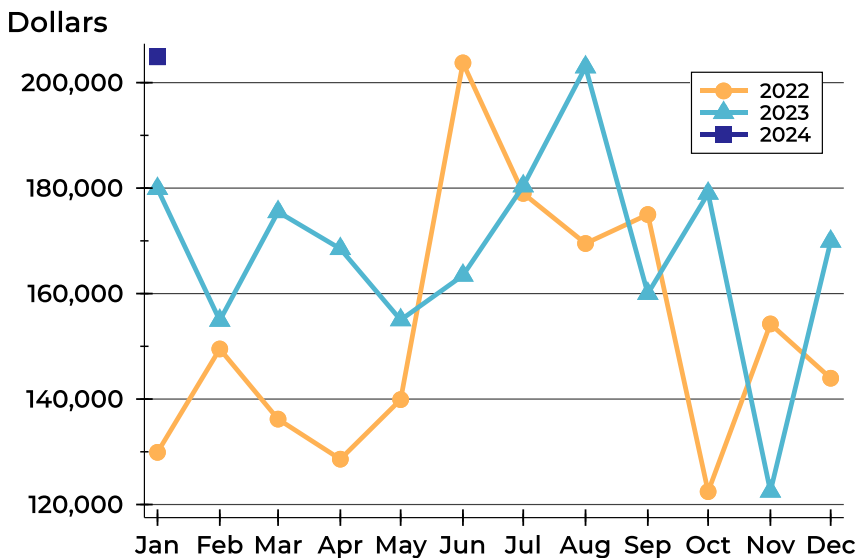
# South Region Contracts Written Analysis

## Average Price



Month	2022	2023	2024
January	149,650	191,810	<b>217,445</b>
February	179,816	170,138	
March	174,064	168,947	
April	158,473	210,605	
May	177,049	174,631	
June	211,686	193,063	
July	187,784	218,305	
August	190,669	216,978	
September	174,441	198,022	
October	119,745	191,890	
November	210,027	167,896	
December	186,888	182,000	

## Median Price

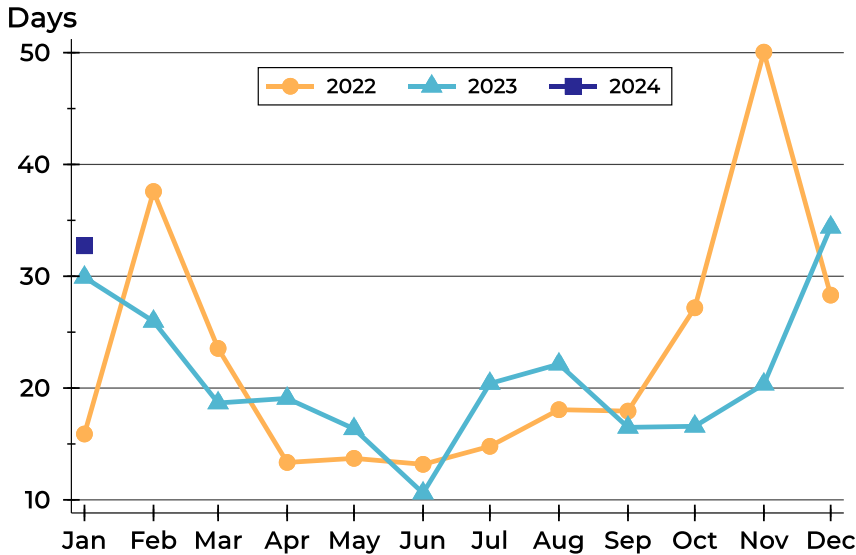


Month	2022	2023	2024
January	129,900	179,900	<b>204,900</b>
February	149,500	154,900	
March	136,200	175,500	
April	128,600	168,500	
May	139,900	155,000	
June	203,750	163,450	
July	179,000	180,400	
August	169,500	202,950	
September	175,000	160,000	
October	122,450	179,000	
November	154,250	122,500	
December	143,950	169,900	



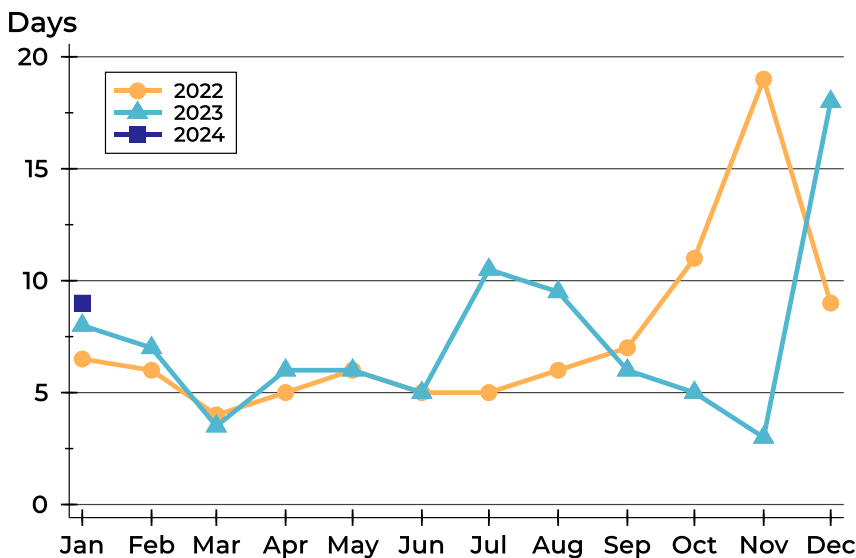
## South Region Contracts Written Analysis

### Average DOM



Month	2022	2023	2024
January	16	30	<b>33</b>
February	38	26	
March	24	19	
April	13	19	
May	14	16	
June	13	11	
July	15	20	
August	18	22	
September	18	16	
October	27	17	
November	50	20	
December	28	34	

### Median DOM



Month	2022	2023	2024
January	7	8	<b>9</b>
February	6	7	
March	4	4	
April	5	6	
May	6	6	
June	5	5	
July	5	11	
August	6	10	
September	7	6	
October	11	5	
November	19	3	
December	9	18	



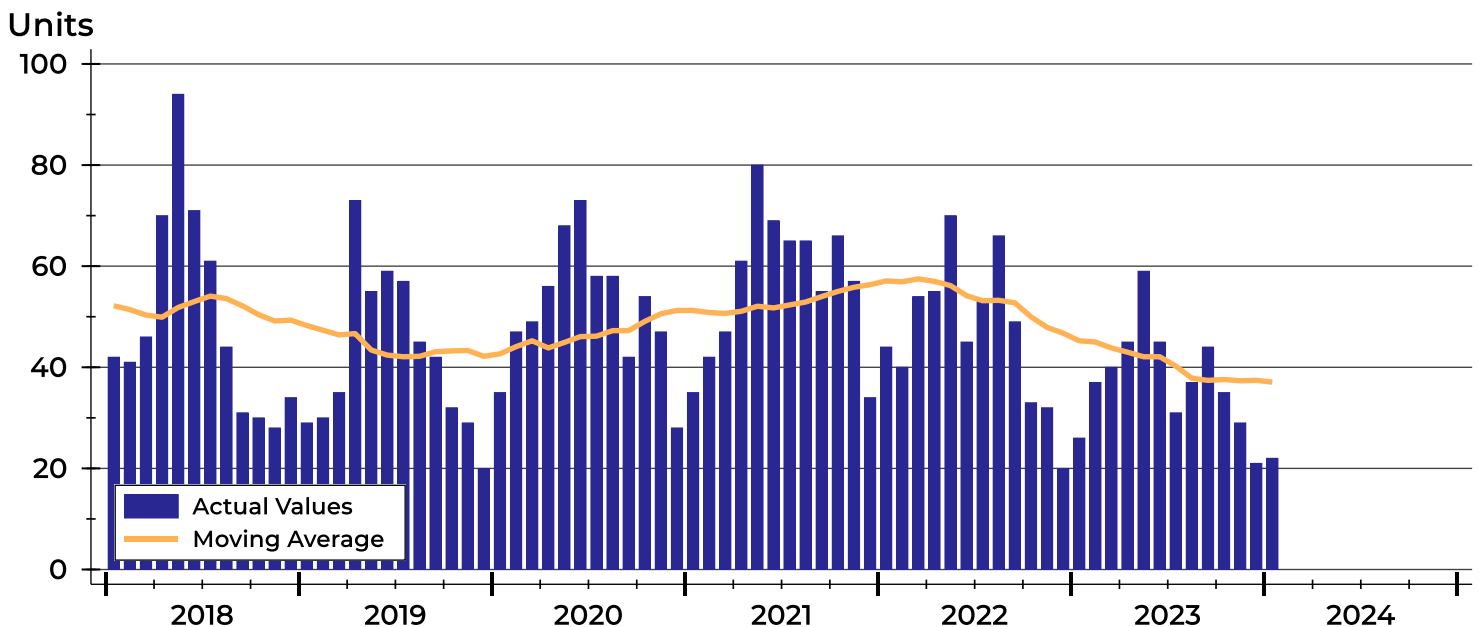
# South Region Pending Contracts Analysis

Summary Statistics for Pending Contracts		End of January		
		2024	2023	Change
Pending Contracts		22	26	-15.4%
Volume (1,000s)		4,029	4,778	-15.7%
Average	List Price	183,114	183,785	-0.4%
	Days on Market	29	35	-17.1%
	Percent of Original	99.3%	98.8%	0.5%
Median	List Price	167,200	142,450	17.4%
	Days on Market	8	9	-11.1%
	Percent of Original	100.0%	100.0%	0.0%

A total of 22 listings in South Region had contracts pending at the end of January, down from 26 contracts pending at the end of January 2023.

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

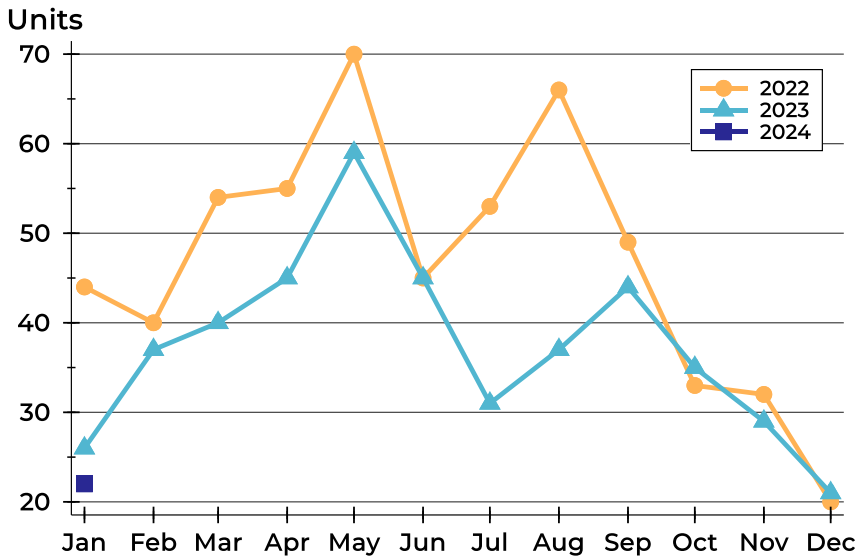






## South Region Pending Contracts Analysis

### Pending Contracts by Month



Month	2022	2023	2024
<b>January</b>	44	26	<b>22</b>
<b>February</b>	40	37	
<b>March</b>	54	40	
<b>April</b>	55	45	
<b>May</b>	70	59	
<b>June</b>	45	45	
<b>July</b>	53	31	
<b>August</b>	66	37	
<b>September</b>	49	44	
<b>October</b>	33	35	
<b>November</b>	32	29	
<b>December</b>	20	21	

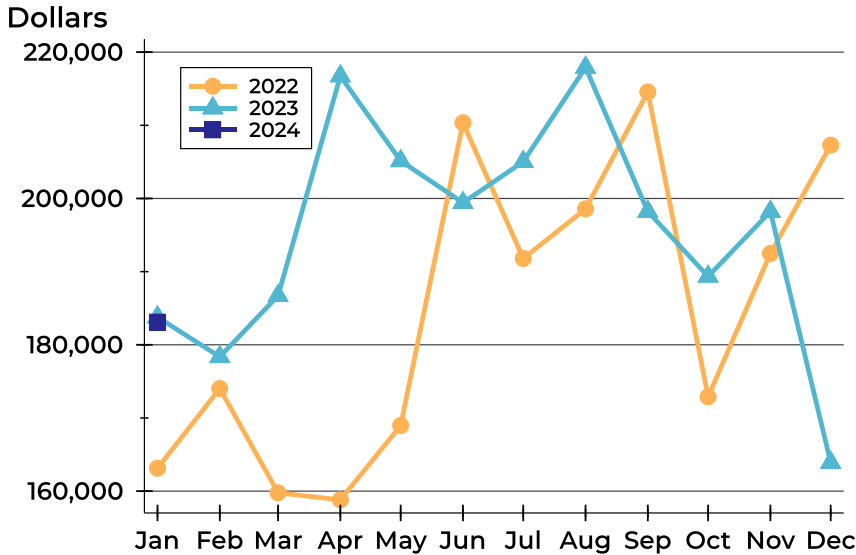
### Pending Contracts by Price Range

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	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$50,000-\$99,999	4	18.2%	68,550	67,200	34	16	99.8%	100.0%
\$100,000-\$124,999	3	13.6%	109,767	105,900	28	33	101.7%	100.0%
\$125,000-\$149,999	2	9.1%	145,000	145,000	56	56	95.5%	95.5%
\$150,000-\$174,999	3	13.6%	161,467	159,900	3	4	100.0%	100.0%
\$175,000-\$199,999	1	4.5%	199,500	199,500	6	6	100.0%	100.0%
\$200,000-\$249,999	6	27.3%	215,700	214,700	24	10	99.6%	100.0%
\$250,000-\$299,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$300,000-\$399,999	3	13.6%	385,633	380,000	48	61	97.1%	97.4%
\$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



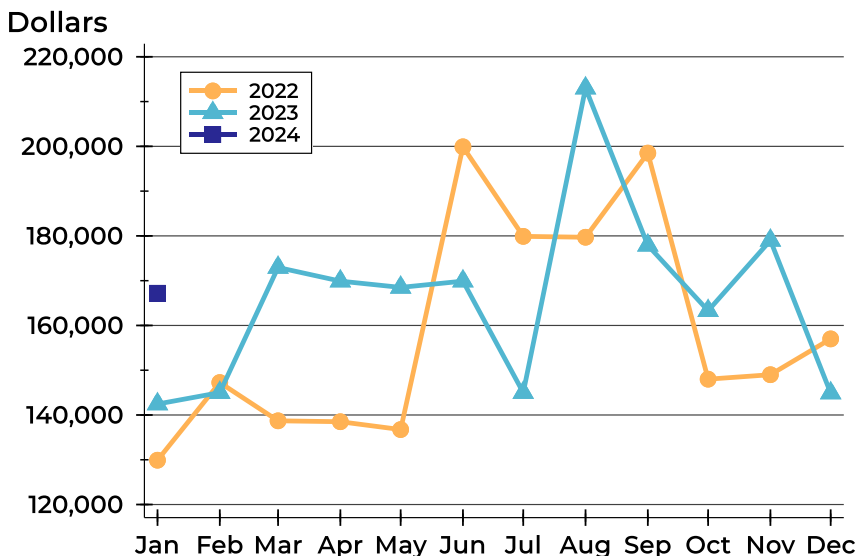
## South Region Pending Contracts Analysis

### Average Price



Month	2022	2023	2024
<b>January</b>	163,136	183,785	<b>183,114</b>
<b>February</b>	174,028	178,362	
<b>March</b>	159,775	186,702	
<b>April</b>	158,806	216,731	
<b>May</b>	168,963	205,136	
<b>June</b>	210,347	199,416	
<b>July</b>	191,798	205,029	
<b>August</b>	198,574	217,905	
<b>September</b>	214,564	198,211	
<b>October</b>	172,898	189,350	
<b>November</b>	192,484	198,207	
<b>December</b>	207,295	163,905	

### Median Price

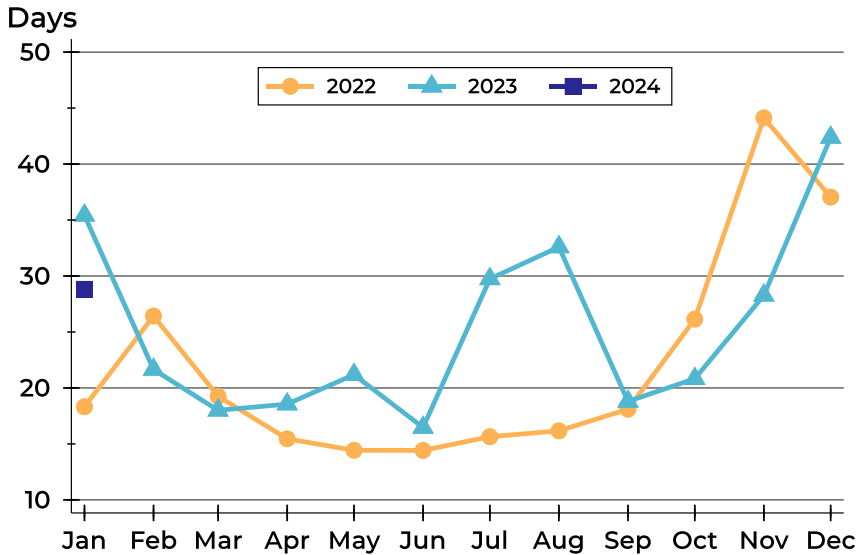


Month	2022	2023	2024
<b>January</b>	129,900	142,450	<b>167,200</b>
<b>February</b>	147,250	145,000	
<b>March</b>	138,700	172,950	
<b>April</b>	138,500	169,900	
<b>May</b>	136,750	168,500	
<b>June</b>	199,900	169,900	
<b>July</b>	179,900	145,000	
<b>August</b>	179,700	213,000	
<b>September</b>	198,500	177,900	
<b>October</b>	148,000	163,300	
<b>November</b>	149,000	179,000	
<b>December</b>	157,000	144,900	



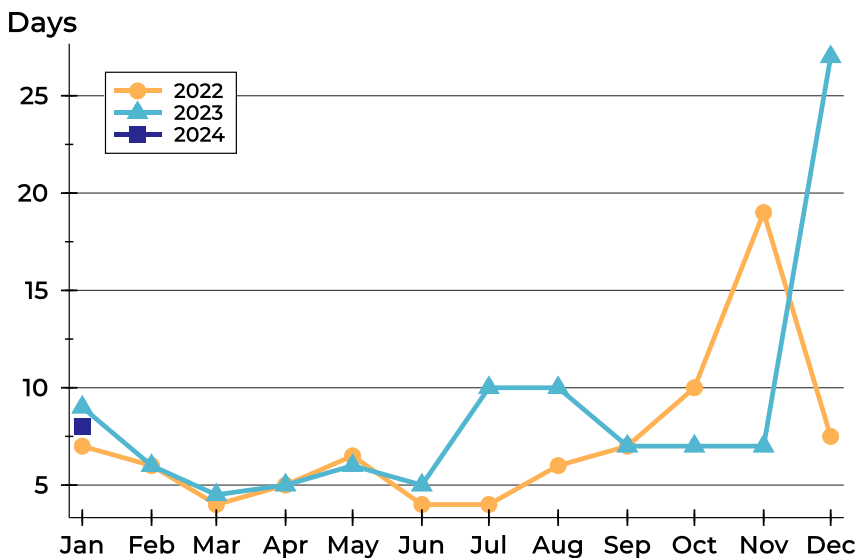
## South Region Pending Contracts Analysis

### Average DOM



Month	2022	2023	2024
January	18	35	<b>29</b>
February	26	22	
March	19	18	
April	15	19	
May	14	21	
June	14	16	
July	16	30	
August	16	33	
September	18	19	
October	26	21	
November	44	28	
December	37	42	

### Median DOM



Month	2022	2023	2024
January	7	9	<b>8</b>
February	6	6	
March	4	5	
April	5	5	
May	7	6	
June	4	5	
July	4	10	
August	6	10	
September	7	7	
October	10	7	
November	19	7	
December	8	27	