



SUNFLOWER
ASSOCIATION OF REALTORS®, INC.

March 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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**March
2024**

Sunflower MLS Statistics



Central Region Housing Report



Market Overview

Central Region Home Sales Fell in March

Total home sales in Central Region fell last month to 184 units, compared to 196 units in March 2023. Total sales volume was \$38.2 million, down from a year earlier.

The median sale price in March was \$175,000, up from \$166,550 a year earlier. Homes that sold in March were typically on the market for 10 days and sold for 100.0% of their list prices.

Central Region Active Listings Up at End of March

The total number of active listings in Central Region at the end of March was 149 units, up from 125 at the same point in 2023. 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 March was \$289,000.

During March, a total of 237 contracts were written up from 214 in March 2023. At the end of the month, there were 239 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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**March
2024**

Sunflower MLS Statistics



Central Region Summary Statistics

March MLS Statistics Three-year History		Current Month			Year-to-Date		
		2024	2023	2022	2024	2023	2022
Home Sales		184	196	177	488	492	517
Change from prior year		-6.1%	10.7%	-17.7%	-0.8%	-4.8%	-7.3%
Active Listings		149	125	90	N/A	N/A	N/A
Change from prior year		19.2%	38.9%	-15.9%			
Months' Supply		0.8	0.6	0.4	N/A	N/A	N/A
Change from prior year		33.3%	50.0%	0.0%			
New Listings		241	228	295	600	565	629
Change from prior year		5.7%	-22.7%	-3.6%	6.2%	-10.2%	-6.5%
Contracts Written		237	214	269	568	567	611
Change from prior year		10.7%	-20.4%	-1.5%	0.2%	-7.2%	-6.4%
Pending Contracts		239	205	272	N/A	N/A	N/A
Change from prior year		16.6%	-24.6%	-8.7%			
Sales Volume (1,000s)		38,222	38,256	33,758	99,622	91,217	91,757
Change from prior year		-0.1%	13.3%	-15.5%	9.2%	-0.6%	-6.5%
Average	Sale Price	207,728	195,182	190,723	204,144	185,400	177,481
	Change from prior year	6.4%	2.3%	2.7%	10.1%	4.5%	0.9%
	List Price of Actives	308,199	363,785	285,717	N/A	N/A	N/A
	Change from prior year	-15.3%	27.3%	27.1%			
	Days on Market	30	23	12	29	24	18
Change from prior year	30.4%	91.7%	-7.7%	20.8%	33.3%	-14.3%	
	Percent of List	98.7%	100.1%	100.9%	98.4%	99.0%	99.9%
Change from prior year	-1.4%	-0.8%	0.1%	-0.6%	-0.9%	0.5%	
	Percent of Original	97.0%	98.3%	100.3%	96.5%	96.9%	98.6%
Change from prior year	-1.3%	-2.0%	0.1%	-0.4%	-1.7%	0.0%	
Median	Sale Price	175,000	166,550	155,000	179,000	160,000	145,000
	Change from prior year	5.1%	7.5%	-11.4%	11.9%	10.3%	-7.3%
	List Price of Actives	289,000	284,500	230,000	N/A	N/A	N/A
	Change from prior year	1.6%	23.7%	39.5%			
	Days on Market	10	4	2	11	7	4
Change from prior year	150.0%	100.0%	0.0%	57.1%	75.0%	0.0%	
	Percent of List	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
Change from prior year	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	
	Percent of Original	98.4%	100.0%	100.0%	98.0%	99.4%	100.0%
Change from prior year	-1.6%	0.0%	0.0%	-1.4%	-0.6%	0.0%	

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



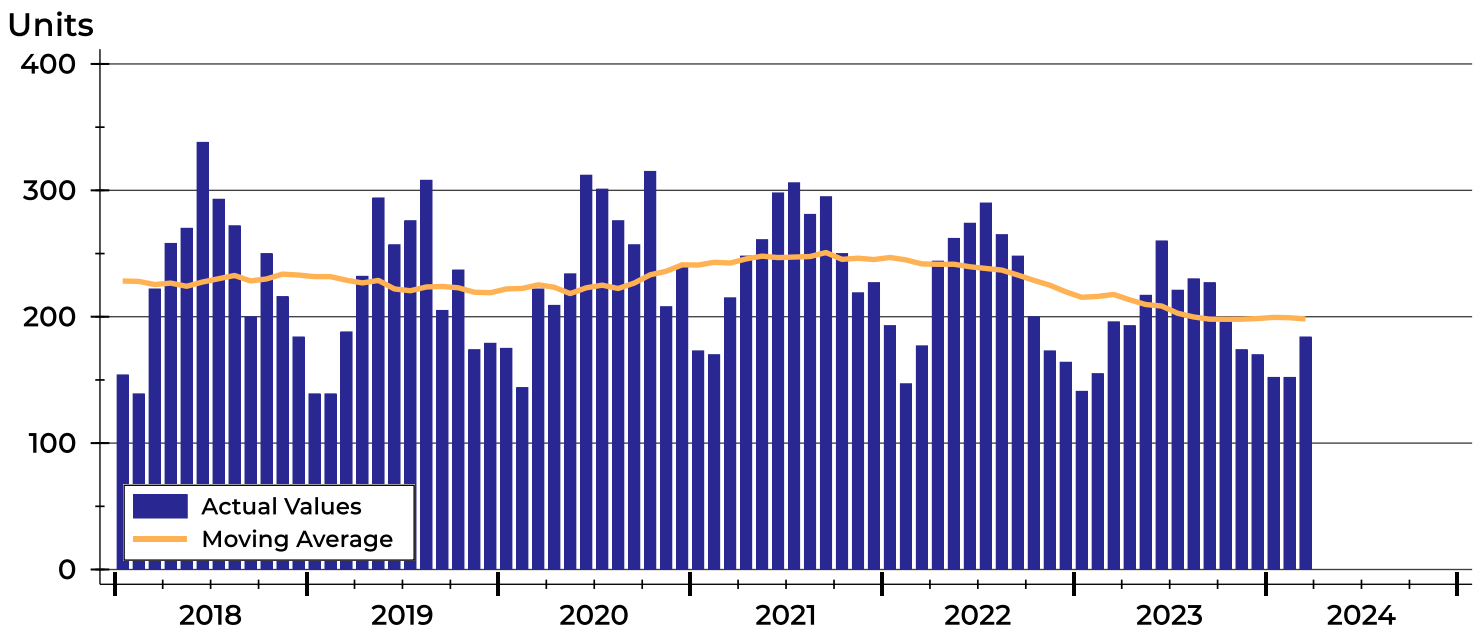
Central Region Closed Listings Analysis

Summary Statistics for Closed Listings		2024	March 2023	Change	2024	Year-to-Date 2023	Change
Closed Listings		184	196	-6.1%	488	492	-0.8%
Volume (1,000s)		38,222	38,256	-0.1%	99,622	91,217	9.2%
Months' Supply		0.8	0.6	33.3%	N/A	N/A	N/A
Average	Sale Price	207,728	195,182	6.4%	204,144	185,400	10.1%
	Days on Market	30	23	30.4%	29	24	20.8%
	Percent of List	98.7%	100.1%	-1.4%	98.4%	99.0%	-0.6%
	Percent of Original	97.0%	98.3%	-1.3%	96.5%	96.9%	-0.4%
Median	Sale Price	175,000	166,550	5.1%	179,000	160,000	11.9%
	Days on Market	10	4	150.0%	11	7	57.1%
	Percent of List	100.0%	100.0%	0.0%	100.0%	100.0%	0.0%
	Percent of Original	98.4%	100.0%	-1.6%	98.0%	99.4%	-1.4%

A total of 184 homes sold in Central Region in March, down from 196 units in March 2023. Total sales volume was essentially unchanged from the previous year's figure of \$38.3 million.

The median sales price in March was \$175,000, up 5.1% compared to the prior year. Median days on market was 10 days, up from 9 days in February, and up from 4 in March 2023.

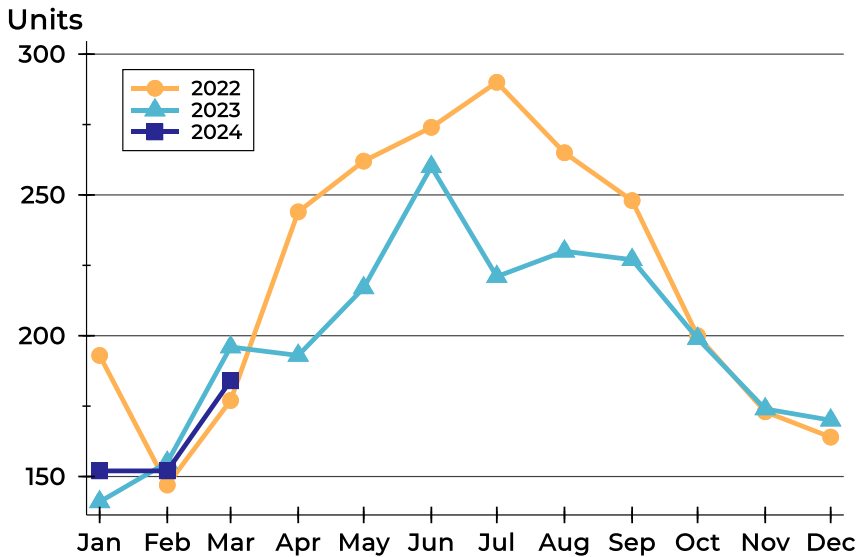
History of Closed Listings





Central Region Closed Listings Analysis

Closed Listings by Month



Month	2022	2023	2024
January	193	141	152
February	147	155	152
March	177	196	184
April	244	193	
May	262	217	
June	274	260	
July	290	221	
August	265	230	
September	248	227	
October	200	199	
November	173	174	
December	164	170	

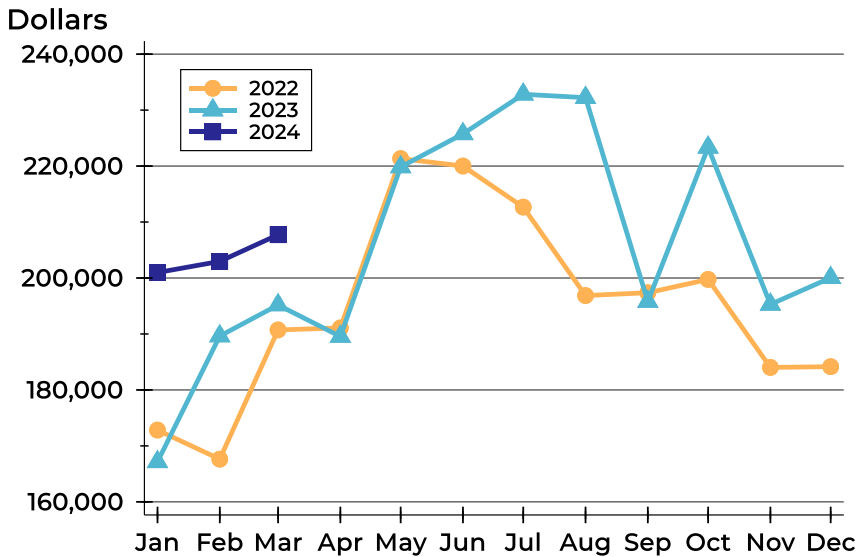
Closed Listings by Price Range

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	0.5%	0.6	23,000	23,000	10	10	85.2%	85.2%	85.2%	85.2%
\$25,000-\$49,999	8	4.3%	1.3	39,969	43,000	35	10	91.1%	97.8%	85.3%	86.8%
\$50,000-\$99,999	29	15.8%	0.4	73,031	74,900	24	14	96.9%	100.0%	96.1%	97.0%
\$100,000-\$124,999	14	7.6%	0.2	111,788	111,500	15	3	97.7%	99.6%	96.9%	99.6%
\$125,000-\$149,999	19	10.3%	0.5	138,753	140,000	31	17	103.1%	98.2%	102.0%	96.7%
\$150,000-\$174,999	18	9.8%	0.4	160,690	161,500	36	6	99.1%	100.0%	98.4%	100.0%
\$175,000-\$199,999	24	13.0%	0.5	185,796	185,000	31	5	99.0%	100.0%	96.6%	97.9%
\$200,000-\$249,999	17	9.2%	0.4	222,571	225,000	9	2	100.2%	100.0%	99.9%	100.0%
\$250,000-\$299,999	21	11.4%	0.6	274,221	279,000	36	6	98.8%	100.0%	97.0%	99.2%
\$300,000-\$399,999	20	10.9%	1.2	329,595	325,000	54	37	99.4%	100.0%	95.0%	96.5%
\$400,000-\$499,999	8	4.3%	2.0	454,288	460,000	42	19	98.9%	100.0%	97.4%	97.6%
\$500,000-\$749,999	3	1.6%	3.0	549,967	539,900	7	1	99.5%	100.0%	99.5%	100.0%
\$750,000-\$999,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	2	1.1%	3.0	1,395,000	1,395,000	56	56	100.0%	100.0%	100.0%	100.0%



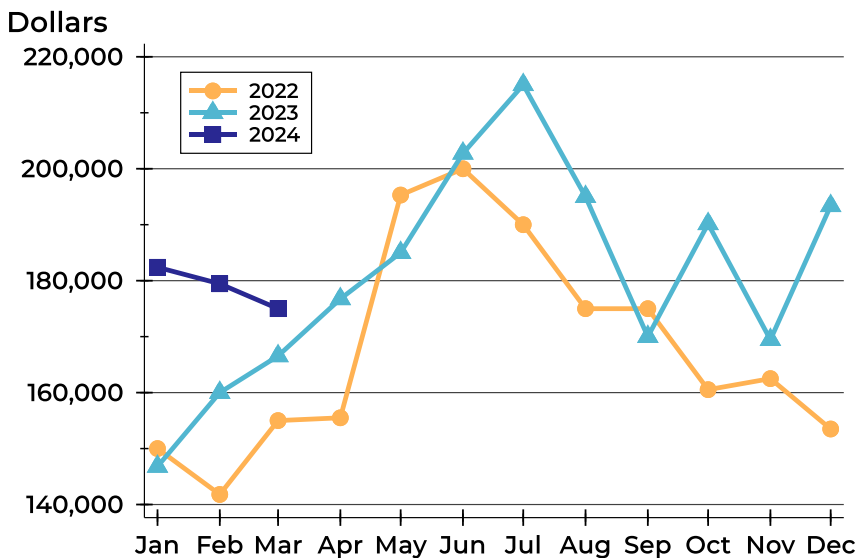
Central Region Closed Listings Analysis

Average Price



Month	2022	2023	2024
January	172,833	167,154	200,977
February	167,638	189,627	202,971
March	190,723	195,182	207,728
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

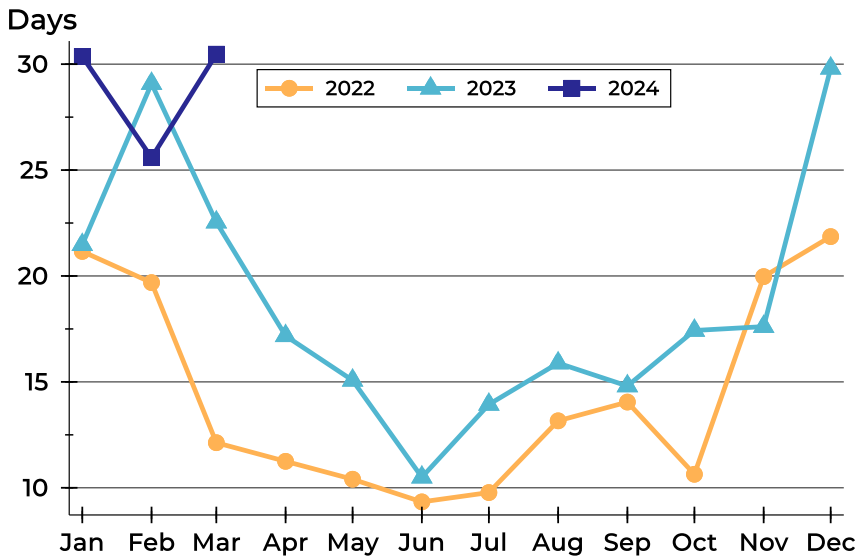


Month	2022	2023	2024
January	150,000	146,800	182,400
February	141,800	160,000	179,450
March	155,000	166,550	175,000
April	155,500	176,750	
May	195,300	185,000	
June	200,000	202,750	
July	190,000	215,000	
August	175,000	195,000	
September	175,000	170,000	
October	160,526	190,155	
November	162,500	169,450	
December	153,500	193,375	



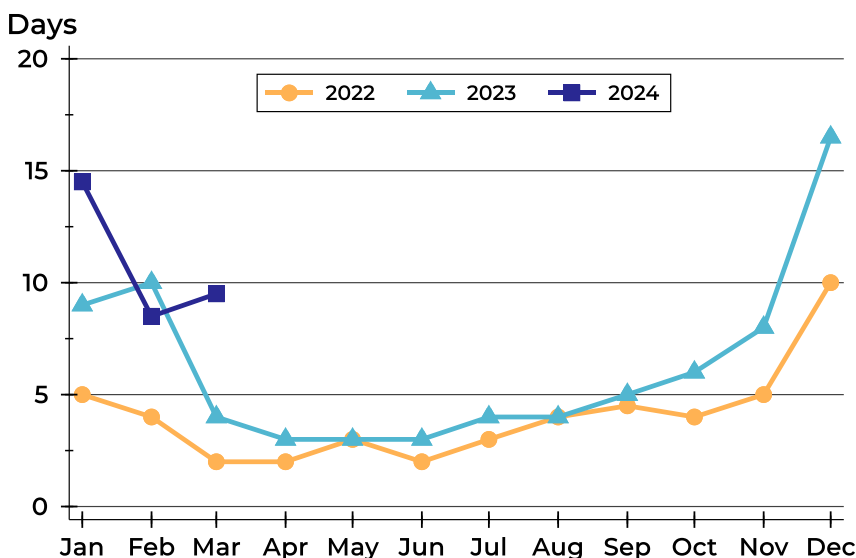
Central Region Closed Listings Analysis

Average DOM



Month	2022	2023	2024
January	21	21	30
February	20	29	26
March	12	23	30
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	15
February	4	10	9
March	2	4	10
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	



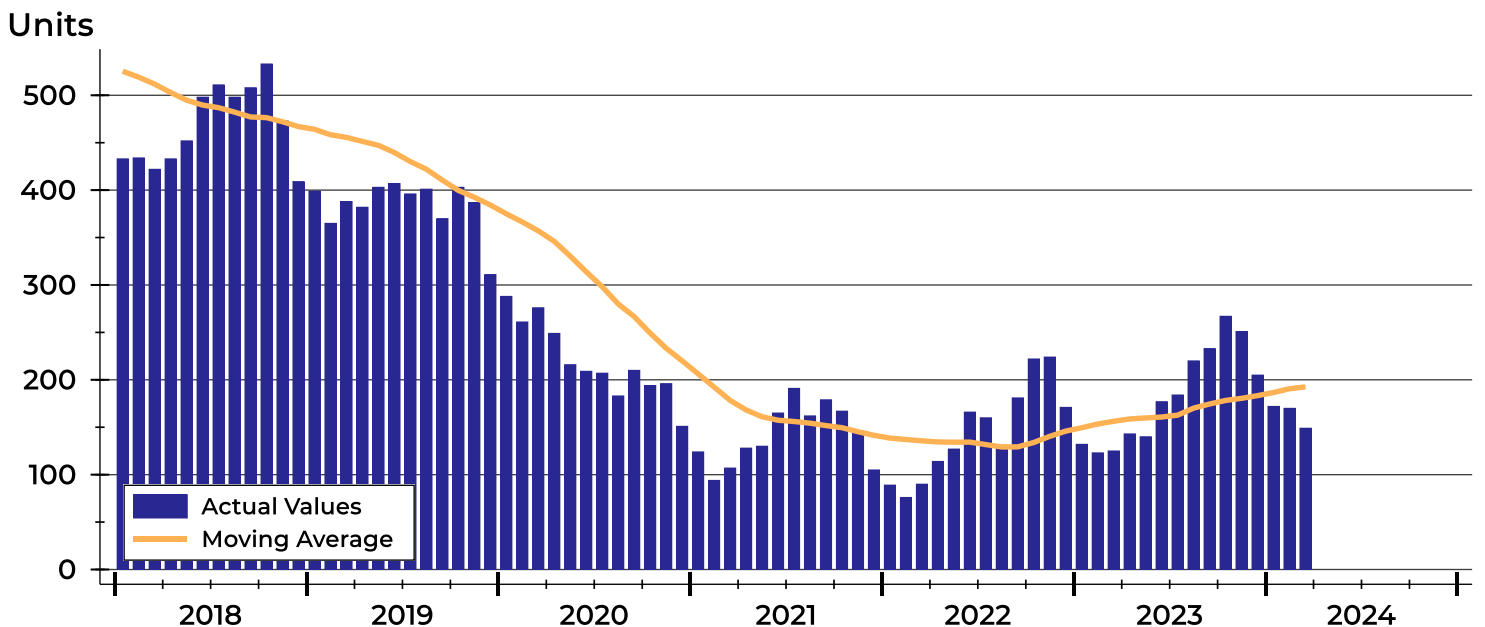
Central Region Active Listings Analysis

Summary Statistics for Active Listings		2024	End of March 2023	Change
Active Listings		149	125	19.2%
Volume (1,000s)		45,922	45,473	1.0%
Months' Supply		0.8	0.6	33.3%
Average	List Price	308,199	363,785	-15.3%
	Days on Market	60	59	1.7%
	Percent of Original	96.5%	98.2%	-1.7%
Median	List Price	289,000	284,500	1.6%
	Days on Market	28	20	40.0%
	Percent of Original	100.0%	100.0%	0.0%

A total of 149 homes were available for sale in Central Region at the end of March. This represents a 0.8 months' supply of active listings.

The median list price of homes on the market at the end of March was \$289,000, up 1.6% from 2023. The typical time on market for active listings was 28 days, up from 20 days a year earlier.

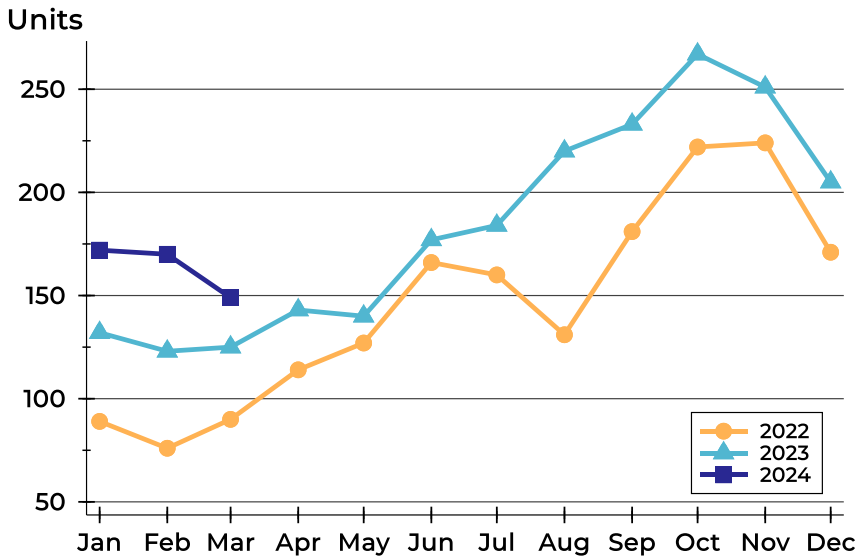
History of Active Listings





Central Region Active Listings Analysis

Active Listings by Month



Month	2022	2023	2024
January	89	132	172
February	76	123	170
March	90	125	149
April	114	143	
May	127	140	
June	166	177	
July	160	184	
August	131	220	
September	181	233	
October	222	267	
November	224	251	
December	171	205	

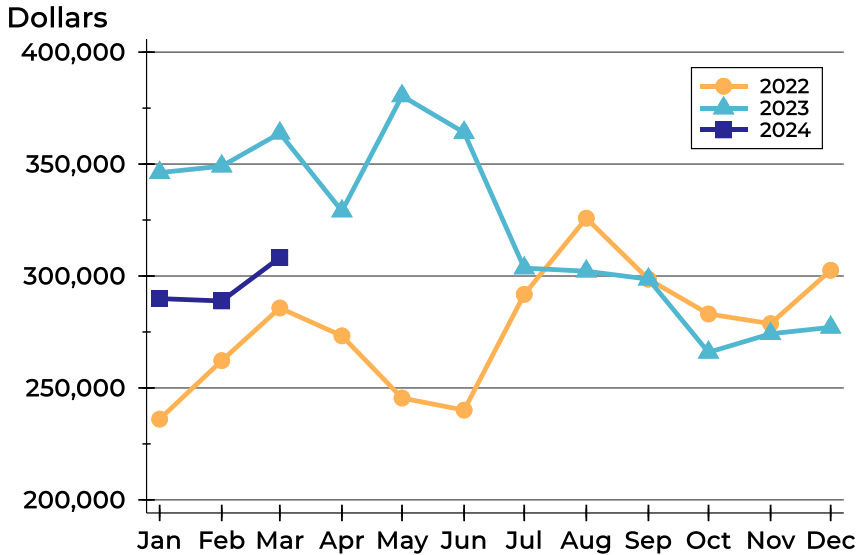
Active Listings by Price Range

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	0.7%	0.6	19,500	19,500	2	2	100.0%	100.0%
\$25,000-\$49,999	10	6.7%	1.3	34,909	33,900	73	43	88.1%	90.8%
\$50,000-\$99,999	12	8.1%	0.4	73,142	68,500	77	71	95.3%	100.0%
\$100,000-\$124,999	3	2.0%	0.2	116,633	119,000	42	49	96.2%	95.2%
\$125,000-\$149,999	10	6.7%	0.5	139,720	138,950	14	11	99.6%	100.0%
\$150,000-\$174,999	8	5.4%	0.4	159,756	159,925	25	10	98.5%	100.0%
\$175,000-\$199,999	9	6.0%	0.5	190,133	189,900	96	35	94.1%	100.0%
\$200,000-\$249,999	12	8.1%	0.4	224,522	224,980	58	40	98.3%	100.0%
\$250,000-\$299,999	14	9.4%	0.6	274,027	269,950	34	11	97.4%	100.0%
\$300,000-\$399,999	28	18.8%	1.2	348,071	344,500	48	18	98.1%	100.0%
\$400,000-\$499,999	20	13.4%	2.0	451,340	450,950	67	37	97.6%	100.0%
\$500,000-\$749,999	19	12.8%	3.0	599,241	599,900	87	51	97.1%	100.0%
\$750,000-\$999,999	2	1.3%	N/A	875,000	875,000	103	103	95.0%	95.0%
\$1,000,000 and up	1	0.7%	3.0	1,500,000	1,500,000	217	217	54.5%	54.5%



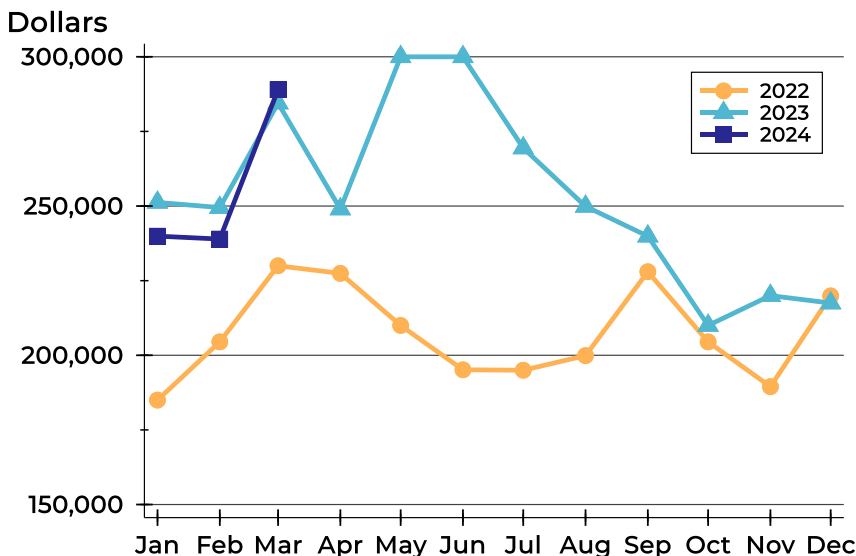
Central Region Active Listings Analysis

Average Price



Month	2022	2023	2024
January	236,063	346,174	289,916
February	262,189	349,073	288,851
March	285,717	363,785	308,199
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

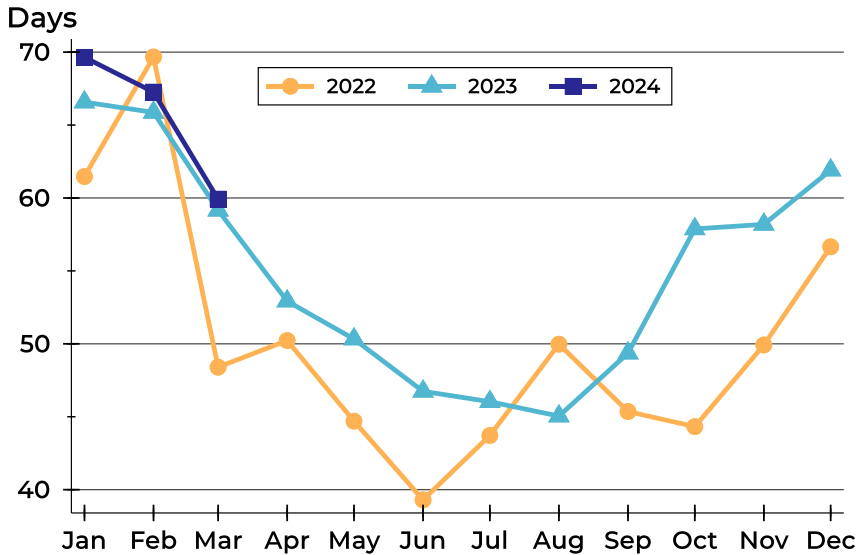


Month	2022	2023	2024
January	185,000	251,225	239,925
February	204,500	249,500	238,950
March	230,000	284,500	289,000
April	227,450	249,000	
May	210,000	300,000	
June	195,150	299,999	
July	195,000	269,450	
August	199,900	249,900	
September	228,000	239,900	
October	204,500	210,000	
November	189,500	220,000	
December	219,900	217,500	



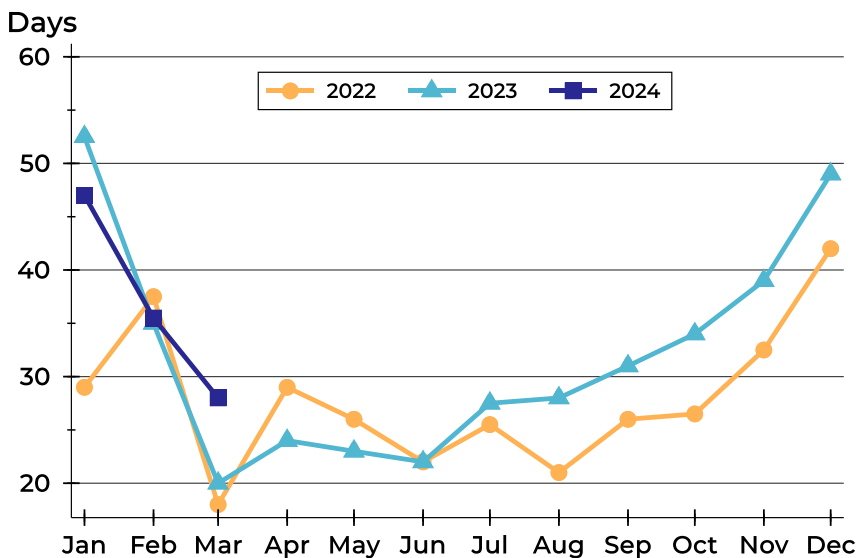
Central Region Active Listings Analysis

Average DOM



Month	2022	2023	2024
January	61	67	70
February	70	66	67
March	48	59	60
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

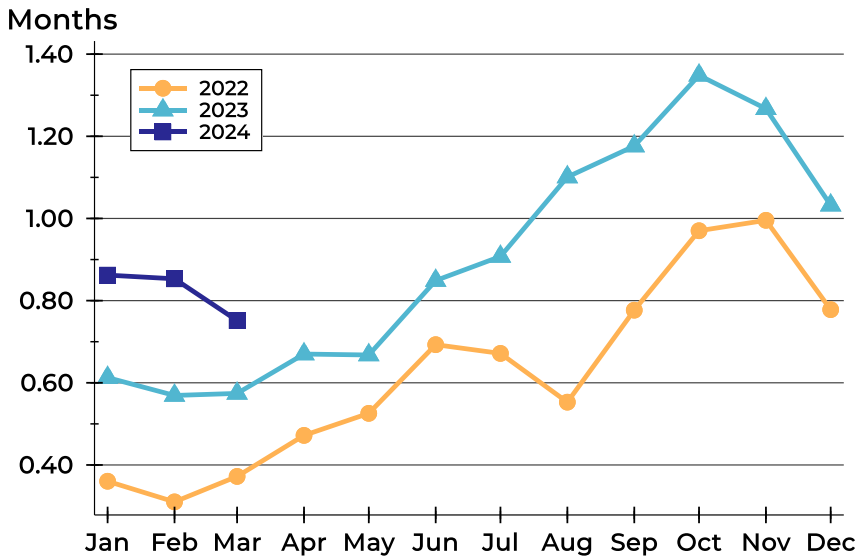


Month	2022	2023	2024
January	29	53	47
February	38	35	36
March	18	20	28
April	29	24	
May	26	23	
June	22	22	
July	26	28	
August	21	28	
September	26	31	
October	27	34	
November	33	39	
December	42	49	



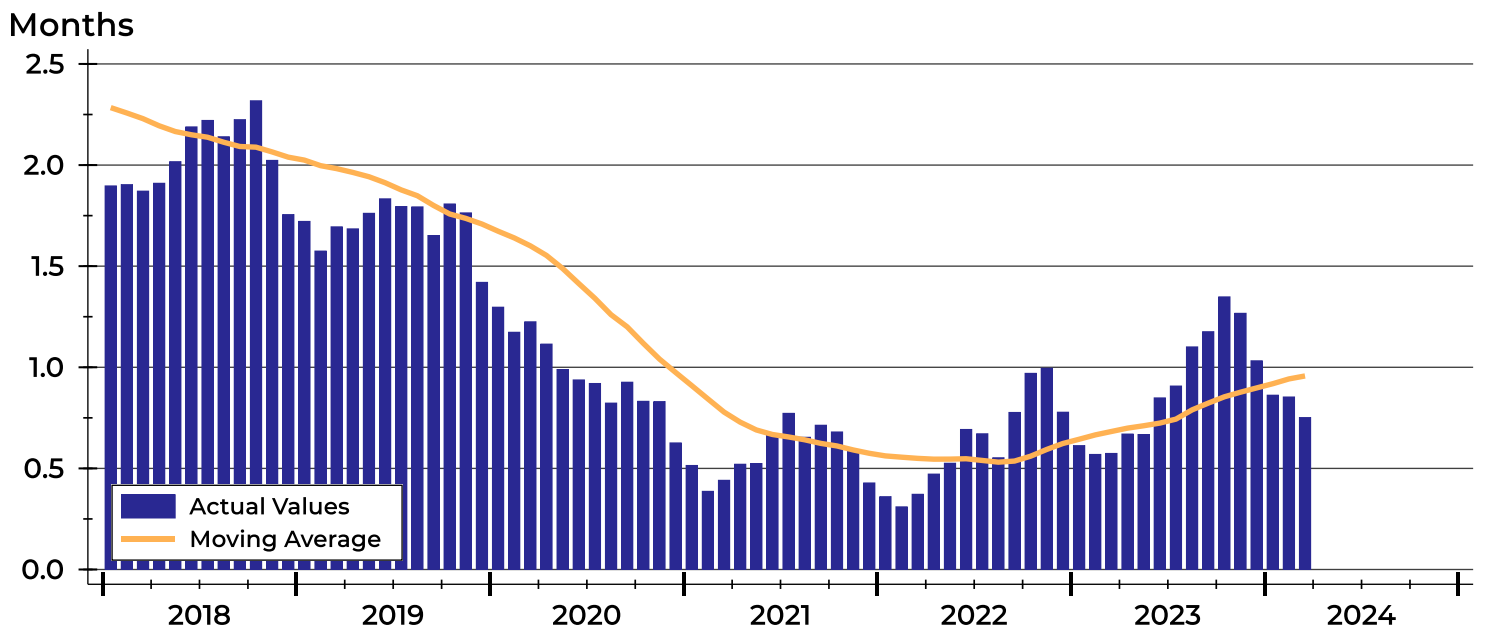
Central Region Months' Supply Analysis

Months' Supply by Month



Month	2022	2023	2024
January	0.4	0.6	0.9
February	0.3	0.6	0.9
March	0.4	0.6	0.8
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





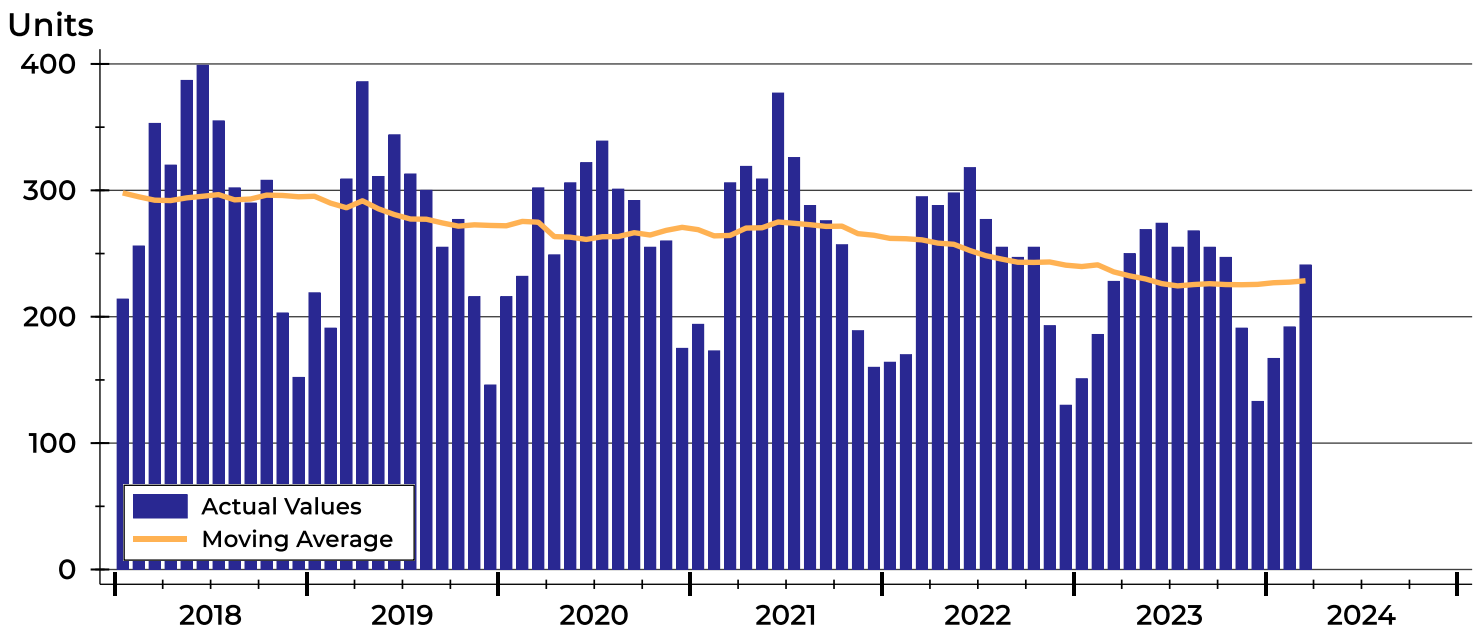
Central Region New Listings Analysis

Summary Statistics for New Listings		2024	March 2023	Change
Current Month	New Listings	241	228	5.7%
	Volume (1,000s)	58,261	47,704	22.1%
	Average List Price	241,749	209,227	15.5%
	Median List Price	199,900	179,950	11.1%
Year-to-Date	New Listings	600	565	6.2%
	Volume (1,000s)	134,155	113,035	18.7%
	Average List Price	223,592	200,062	11.8%
	Median List Price	189,250	170,000	11.3%

A total of 241 new listings were added in Central Region during March, up 5.7% from the same month in 2023. Year-to-date Central Region has seen 600 new listings.

The median list price of these homes was \$199,900 up from \$179,950 in 2023.

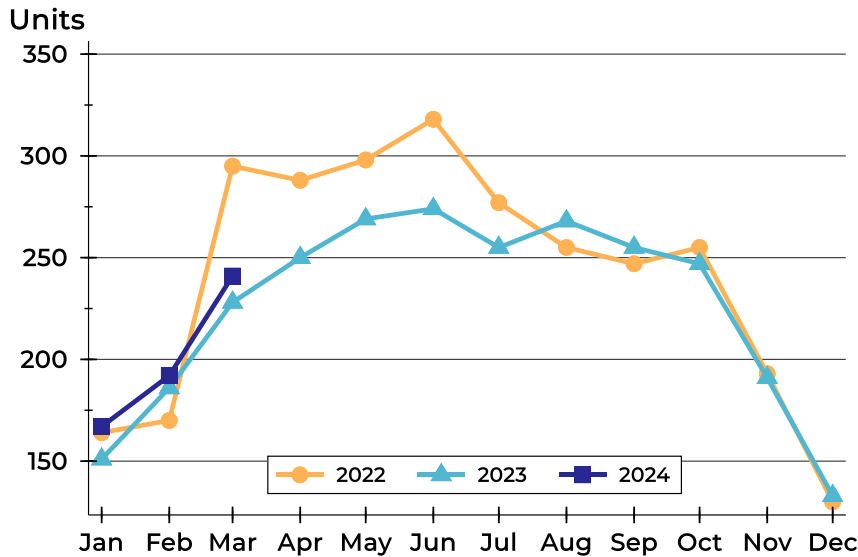
History of New Listings





Central Region New Listings Analysis

New Listings by Month



Month	2022	2023	2024
January	164	151	167
February	170	186	192
March	295	228	241
April	288	250	
May	298	269	
June	318	274	
July	277	255	
August	255	268	
September	247	255	
October	255	247	
November	193	191	
December	130	133	

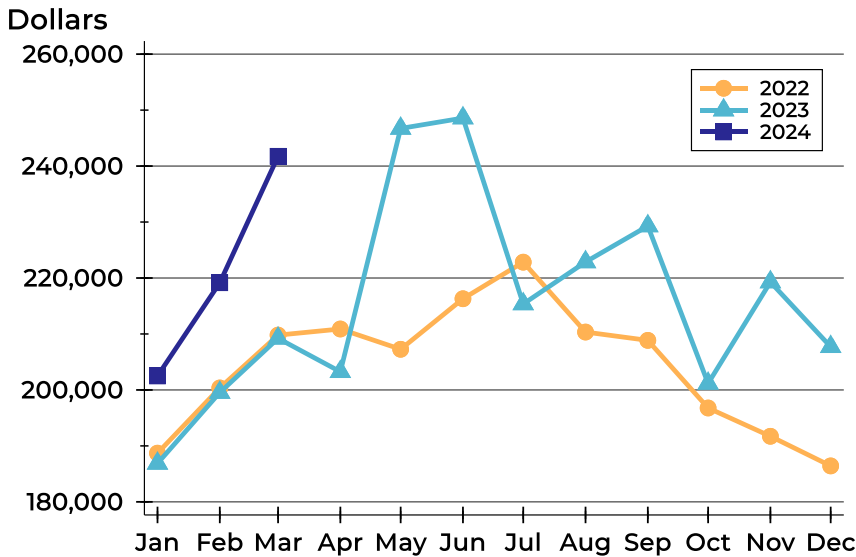
New Listings by Price Range

Price Range	New Listings		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	2	0.8%	17,250	17,250	5	5	130.6%	130.6%
\$25,000-\$49,999	12	5.0%	34,188	34,725	10	8	101.1%	100.0%
\$50,000-\$99,999	20	8.3%	72,855	70,000	8	4	100.9%	100.0%
\$100,000-\$124,999	19	7.9%	115,479	117,700	8	4	100.5%	100.0%
\$125,000-\$149,999	26	10.8%	139,362	139,950	8	3	99.5%	100.0%
\$150,000-\$174,999	19	7.9%	160,500	159,900	9	7	98.8%	100.0%
\$175,000-\$199,999	25	10.4%	186,648	185,000	7	3	99.7%	100.0%
\$200,000-\$249,999	24	10.0%	227,265	224,980	6	5	100.0%	100.0%
\$250,000-\$299,999	27	11.2%	273,551	270,000	9	8	99.3%	100.0%
\$300,000-\$399,999	37	15.4%	350,064	357,500	10	5	99.5%	100.0%
\$400,000-\$499,999	15	6.2%	442,446	439,900	11	6	99.9%	100.0%
\$500,000-\$749,999	11	4.6%	580,643	549,000	19	24	99.7%	100.0%
\$750,000-\$999,999	3	1.2%	836,667	775,000	12	12	99.0%	100.0%
\$1,000,000 and up	1	0.4%	1,500,000	1,500,000	19	19	100.0%	100.0%



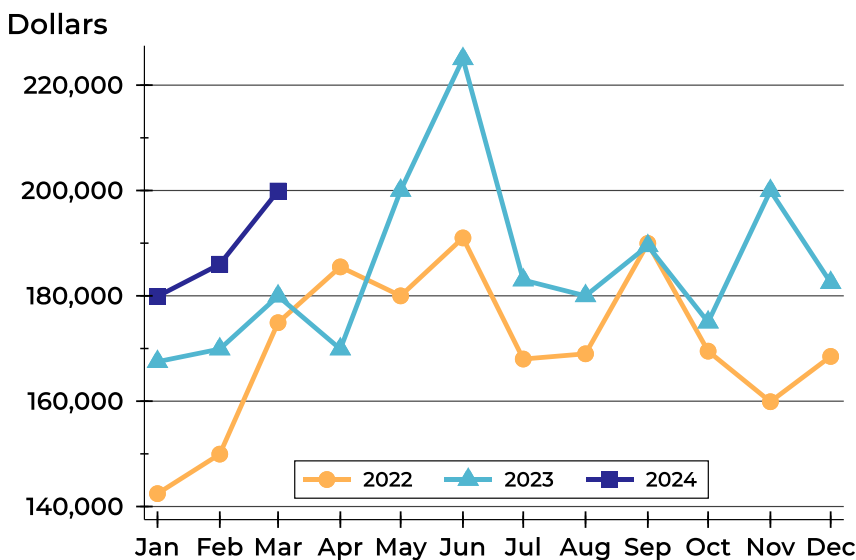
Central Region New Listings Analysis

Average Price



Month	2022	2023	2024
January	188,707	186,870	202,495
February	200,354	199,536	219,153
March	209,796	209,227	241,749
April	210,891	203,250	
May	207,269	246,729	
June	216,292	248,579	
July	222,832	215,365	
August	210,342	222,864	
September	208,859	229,294	
October	196,776	201,166	
November	191,722	219,284	
December	186,429	207,718	

Median Price



Month	2022	2023	2024
January	142,450	167,500	179,900
February	149,950	169,900	186,000
March	174,900	179,950	199,900
April	185,500	169,900	
May	180,000	200,000	
June	191,000	225,000	
July	168,000	183,000	
August	169,000	180,000	
September	189,950	189,500	
October	169,500	175,000	
November	159,900	199,950	
December	168,500	182,500	

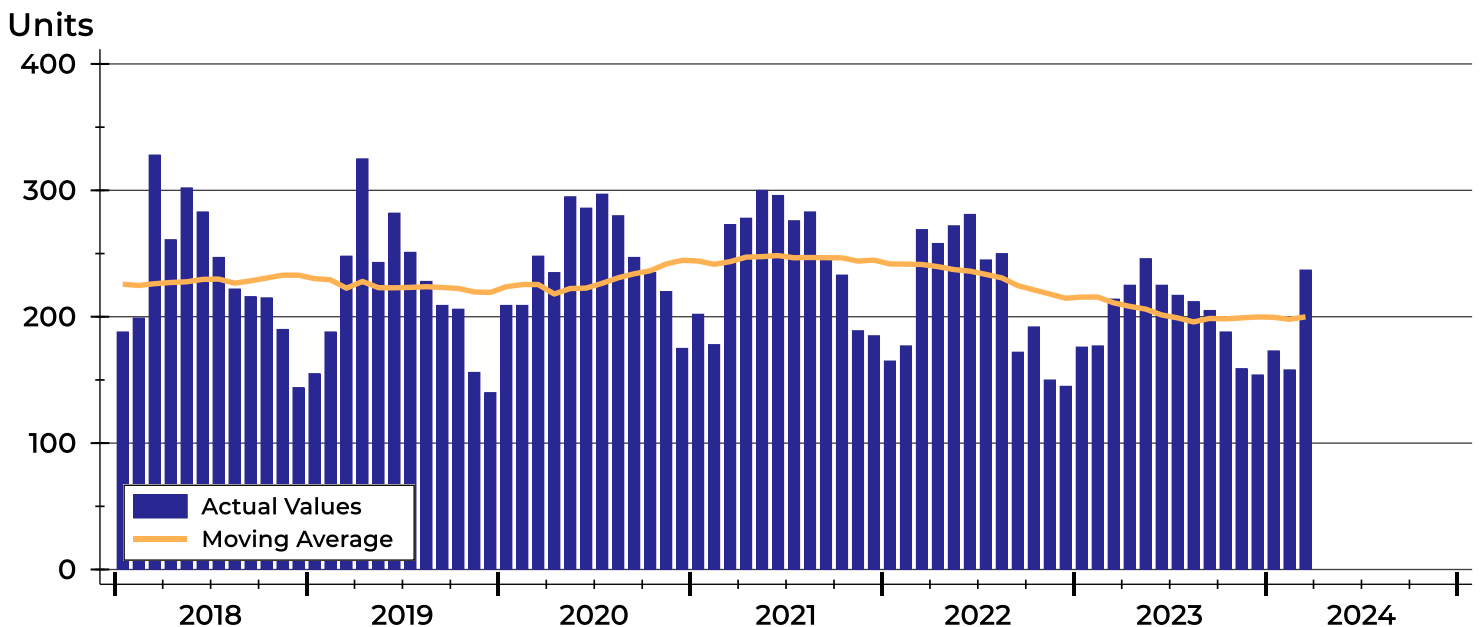


Central Region Contracts Written Analysis

Summary Statistics for Contracts Written		2024	March 2023	Change	2024	Year-to-Date 2023	Change
Contracts Written		237	214	10.7%	568	567	0.2%
Volume (1,000s)		52,947	42,535	24.5%	120,948	109,271	10.7%
Average	Sale Price	223,404	198,761	12.4%	212,937	192,718	10.5%
	Days on Market	23	18	27.8%	26	22	18.2%
	Percent of Original	98.4%	99.5%	-1.1%	97.4%	98.4%	-1.0%
Median	Sale Price	189,500	182,750	3.7%	185,000	169,900	8.9%
	Days on Market	5	3	66.7%	5	4	25.0%
	Percent of Original	100.0%	100.0%	0.0%	100.0%	100.0%	0.0%

A total of 237 contracts for sale were written in Central Region during the month of March, up from 214 in 2023. The median list price of these homes was \$189,500, up from \$182,750 the prior year. Half of the homes that went under contract in March were on the market less than 5 days, compared to 3 days in March 2023.

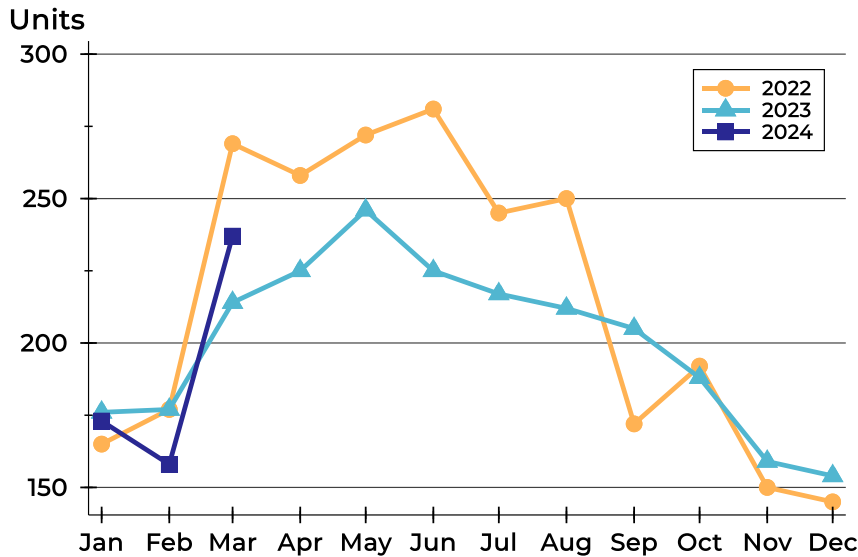
History of Contracts Written





Central Region Contracts Written Analysis

Contracts Written by Month



Month	2022	2023	2024
January	165	176	173
February	177	177	158
March	269	214	237
April	258	225	
May	272	246	
June	281	225	
July	245	217	
August	250	212	
September	172	205	
October	192	188	
November	150	159	
December	145	154	

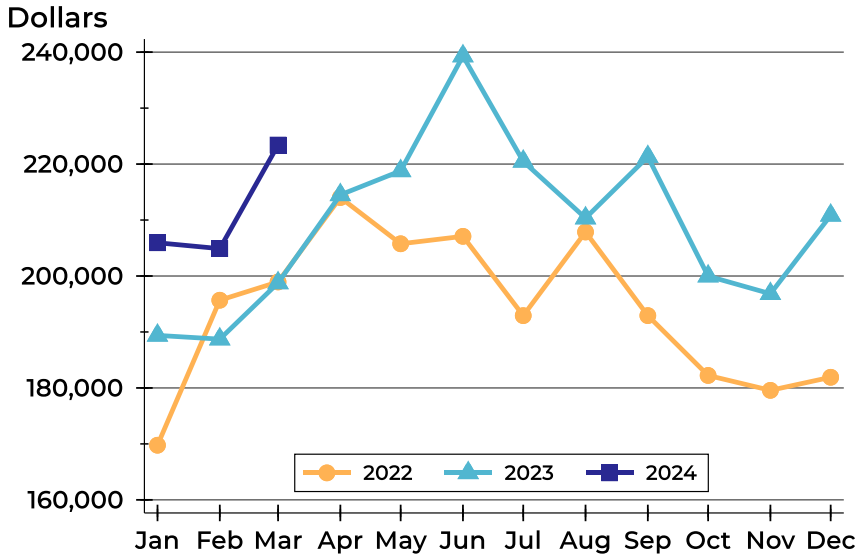
Contracts Written by Price Range

Price Range	Contracts Written		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	2	0.8%	18,500	18,500	51	51	98.9%	98.9%
\$25,000-\$49,999	14	5.9%	38,718	37,500	21	7	100.0%	100.0%
\$50,000-\$99,999	23	9.7%	73,674	74,900	19	7	96.7%	100.0%
\$100,000-\$124,999	17	7.2%	115,368	117,700	9	4	99.1%	100.0%
\$125,000-\$149,999	26	11.0%	139,762	140,000	14	3	98.7%	100.0%
\$150,000-\$174,999	17	7.2%	160,700	159,900	7	5	98.9%	100.0%
\$175,000-\$199,999	27	11.4%	184,878	185,000	32	3	96.9%	100.0%
\$200,000-\$249,999	34	14.3%	231,104	234,900	25	6	99.2%	100.0%
\$250,000-\$299,999	23	9.7%	274,026	269,980	16	4	99.1%	100.0%
\$300,000-\$399,999	33	13.9%	351,022	353,000	30	5	97.8%	100.0%
\$400,000-\$499,999	11	4.6%	442,879	445,777	44	23	99.3%	100.0%
\$500,000-\$749,999	6	2.5%	584,817	554,950	41	18	99.3%	100.0%
\$750,000-\$999,999	4	1.7%	807,500	812,500	23	22	95.6%	98.5%
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



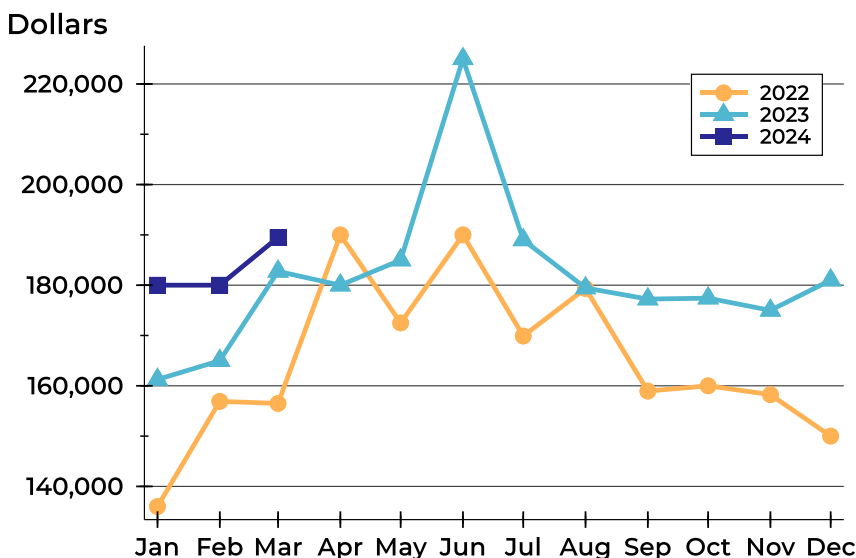
Central Region Contracts Written Analysis

Average Price



Month	2022	2023	2024
January	169,765	189,390	205,944
February	195,674	188,721	204,893
March	198,943	198,761	223,404
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	221,309	
October	182,235	199,977	
November	179,574	196,831	
December	181,910	210,839	

Median Price

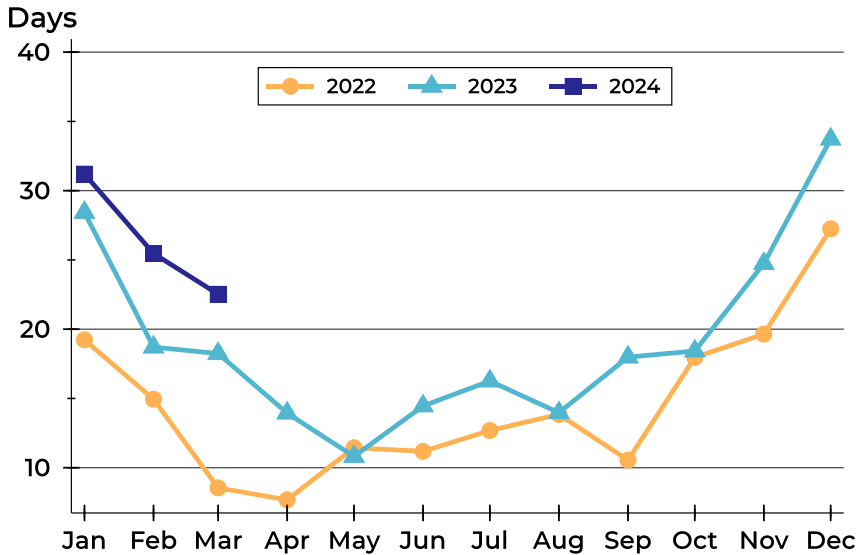


Month	2022	2023	2024
January	136,000	161,250	180,000
February	156,900	165,000	180,000
March	156,500	182,750	189,500
April	190,000	180,000	
May	172,500	185,000	
June	190,000	225,000	
July	169,900	189,000	
August	179,350	179,450	
September	158,950	177,240	
October	160,000	177,425	
November	158,250	175,000	
December	150,000	181,000	



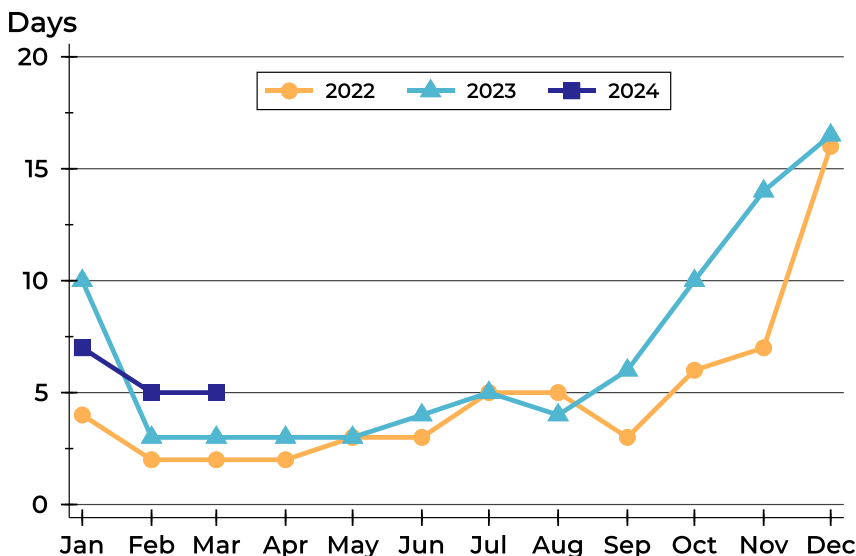
Central Region Contracts Written Analysis

Average DOM



Month	2022	2023	2024
January	19	28	31
February	15	19	25
March	9	18	23
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	7
February	2	3	5
March	2	3	5
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	



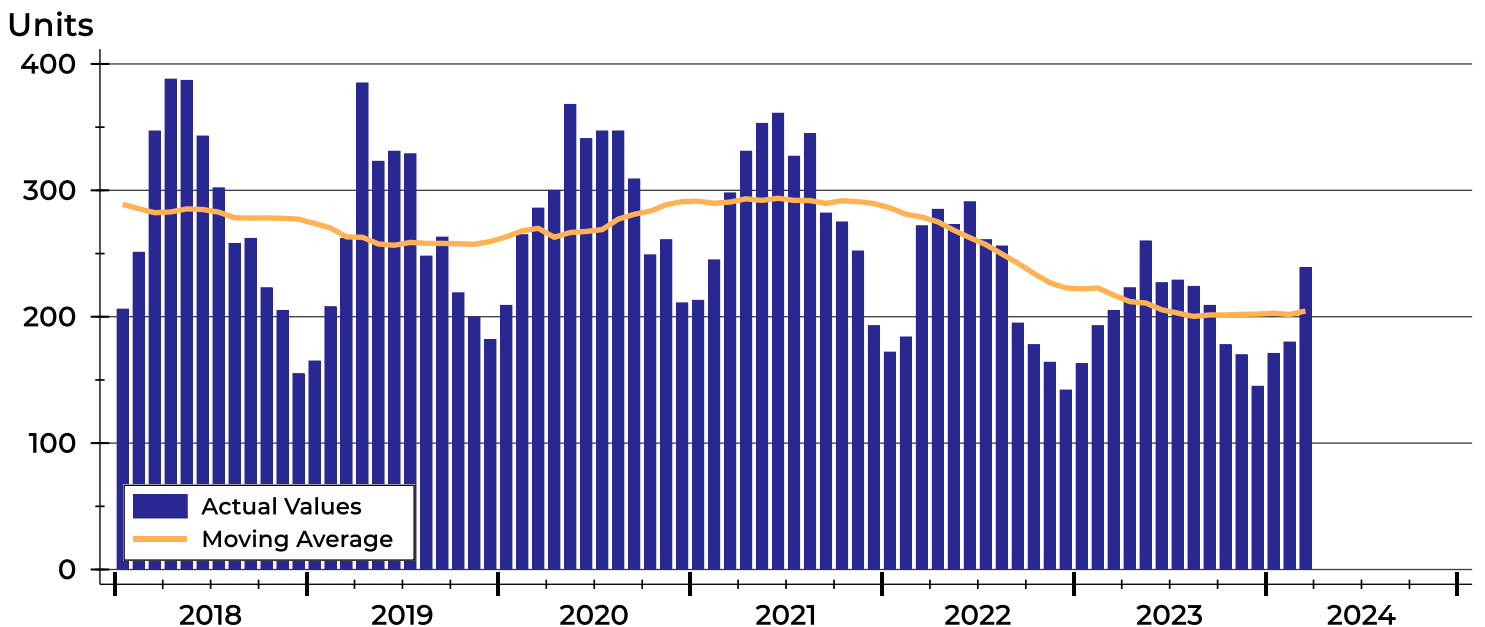
Central Region Pending Contracts Analysis

Summary Statistics for Pending Contracts		2024	End of March 2023	Change
Pending Contracts		239	205	16.6%
Volume (1,000s)		55,487	43,540	27.4%
Average	List Price	232,164	212,388	9.3%
	Days on Market	22	18	22.2%
	Percent of Original	98.6%	98.8%	-0.2%
Median	List Price	200,000	189,900	5.3%
	Days on Market	5	4	25.0%
	Percent of Original	100.0%	100.0%	0.0%

A total of 239 listings in Central Region had contracts pending at the end of March, up from 205 contracts pending at the end of March 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.

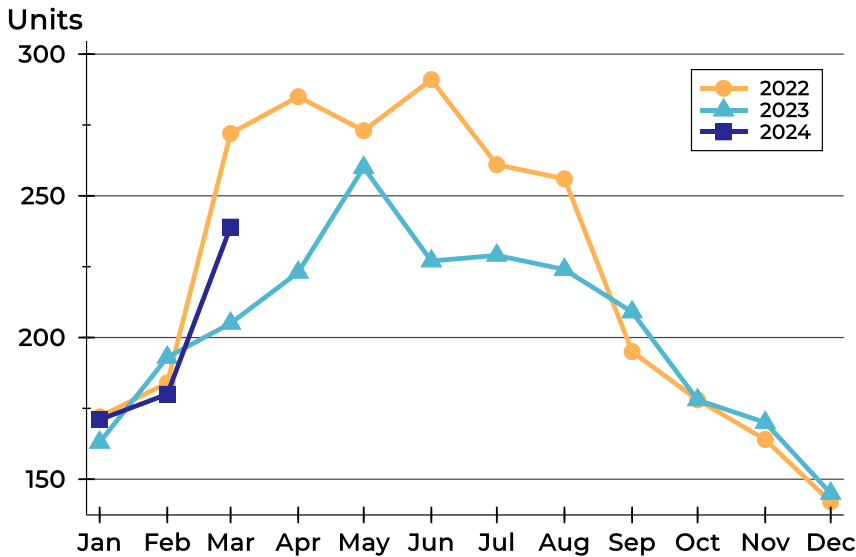
History of Pending Contracts





Central Region Pending Contracts Analysis

Pending Contracts by Month



Month	2022	2023	2024
January	172	163	171
February	184	193	180
March	272	205	239
April	285	223	
May	273	260	
June	291	227	
July	261	229	
August	256	224	
September	195	209	
October	178	178	
November	164	170	
December	142	145	

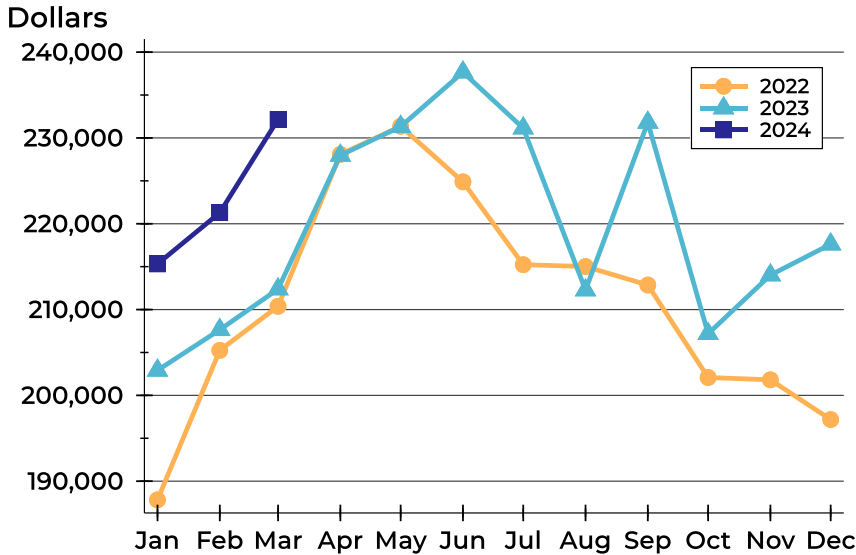
Pending Contracts by Price Range

Price Range	Pending Contracts		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	3	1.3%	17,833	16,500	34	7	83.0%	100.0%
\$25,000-\$49,999	7	2.9%	36,821	35,000	32	5	99.4%	100.0%
\$50,000-\$99,999	19	7.9%	75,379	79,000	16	6	97.7%	100.0%
\$100,000-\$124,999	20	8.4%	115,215	117,250	11	4	98.8%	100.0%
\$125,000-\$149,999	25	10.5%	140,852	140,000	17	4	98.5%	100.0%
\$150,000-\$174,999	21	8.8%	160,467	159,500	7	4	99.2%	100.0%
\$175,000-\$199,999	23	9.6%	185,370	180,000	17	3	99.2%	100.0%
\$200,000-\$249,999	44	18.4%	230,375	234,400	25	5	99.2%	100.0%
\$250,000-\$299,999	21	8.8%	273,516	269,980	14	8	99.2%	100.0%
\$300,000-\$399,999	33	13.8%	351,920	354,900	32	5	98.3%	100.0%
\$400,000-\$499,999	12	5.0%	446,030	446,639	35	10	99.3%	100.0%
\$500,000-\$749,999	7	2.9%	601,271	600,000	59	34	98.4%	100.0%
\$750,000-\$999,999	4	1.7%	807,500	812,500	23	22	95.6%	98.5%
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



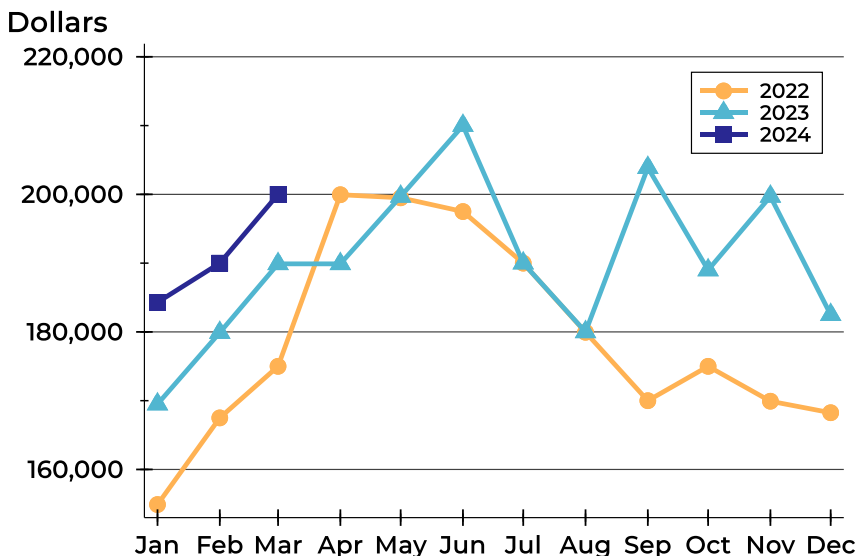
Central Region Pending Contracts Analysis

Average Price



Month	2022	2023	2024
January	187,823	202,917	215,315
February	205,248	207,644	221,291
March	210,381	212,388	232,164
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

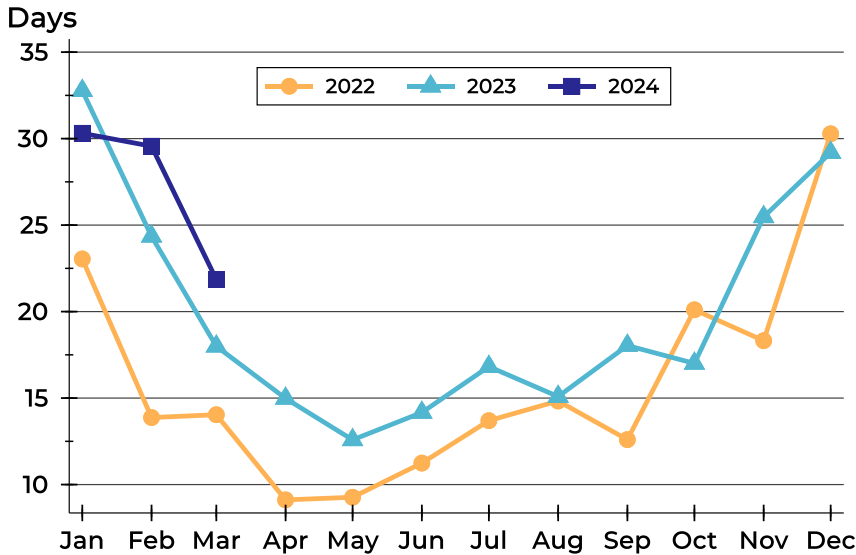


Month	2022	2023	2024
January	154,900	169,500	184,300
February	167,500	179,900	190,000
March	174,999	189,900	200,000
April	199,950	189,900	
May	199,500	199,700	
June	197,500	210,000	
July	190,000	190,000	
August	179,950	180,000	
September	170,000	203,889	
October	175,000	189,000	
November	169,925	199,700	
December	168,250	182,500	



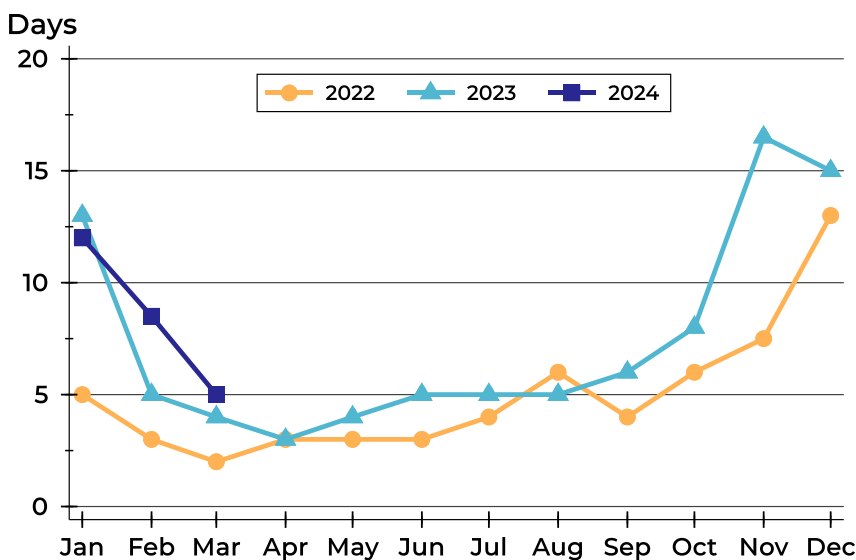
Central Region Pending Contracts Analysis

Average DOM



Month	2022	2023	2024
January	23	33	30
February	14	24	30
March	14	18	22
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	12
February	3	5	9
March	2	4	5
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	



**March
2024**

Sunflower MLS Statistics



North Region Housing Report



Market Overview

North Region Home Sales Rose in March

Total home sales in North Region rose by 5.3% last month to 20 units, compared to 19 units in March 2023. Total sales volume was \$3.9 million, up 14.0% from a year earlier.

The median sale price in March was \$165,000, up from \$160,500 a year earlier. Homes that sold in March were typically on the market for 17 days and sold for 99.8% of their list prices.

North Region Active Listings Up at End of March

The total number of active listings in North Region at the end of March was 41 units, up from 30 at the same point in 2023. This represents a 1.8 months' supply of homes available for sale. The median list price of homes on the market at the end of March was \$209,000.

During March, a total of 27 contracts were written down from 33 in March 2023. At the end of the month, there were 27 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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**March
2024**

Sunflower MLS Statistics



North Region Summary Statistics

March MLS Statistics Three-year History		Current Month			Year-to-Date		
		2024	2023	2022	2024	2023	2022
Home Sales		20	19	33	47	52	84
Change from prior year		5.3%	-42.4%	10.0%	-9.6%	-38.1%	31.3%
Active Listings		41	30	19	N/A	N/A	N/A
Change from prior year		36.7%	57.9%	-42.4%			
Months' Supply		1.8	1.1	0.6	N/A	N/A	N/A
Change from prior year		63.6%	83.3%	-50.0%			
New Listings		20	24	32	54	66	79
Change from prior year		-16.7%	-25.0%	-30.4%	-18.2%	-16.5%	-8.1%
Contracts Written		27	33	27	61	64	81
Change from prior year		-18.2%	22.2%	-18.2%	-4.7%	-21.0%	-1.2%
Pending Contracts		27	30	26	N/A	N/A	N/A
Change from prior year		-10.0%	15.4%	-36.6%			
Sales Volume (1,000s)		3,906	3,427	6,551	9,147	10,074	17,252
Change from prior year		14.0%	-47.7%	35.4%	-9.2%	-41.6%	56.7%
Average	Sale Price	195,316	180,366	198,514	194,611	193,728	205,382
	Change from prior year	8.3%	-9.1%	23.0%	0.5%	-5.7%	19.4%
	List Price of Actives	269,865	239,003	302,679	N/A	N/A	N/A
	Change from prior year	12.9%	-21.0%	107.5%			
	Days on Market	53	40	28	48	33	31
Change from prior year	32.5%	42.9%	-31.7%	45.5%	6.5%	0.0%	
	Percent of List	97.5%	97.5%	97.2%	97.2%	95.6%	98.2%
Change from prior year	0.0%	0.3%	-2.1%	1.7%	-2.6%	-0.9%	
	Percent of Original	95.4%	96.4%	97.8%	95.1%	93.2%	96.9%
Change from prior year	-1.0%	-1.4%	1.9%	2.0%	-3.8%	-0.1%	
Median	Sale Price	165,000	160,500	175,000	179,000	183,500	179,250
	Change from prior year	2.8%	-8.3%	19.3%	-2.5%	2.4%	6.9%
	List Price of Actives	209,000	204,700	259,900	N/A	N/A	N/A
	Change from prior year	2.1%	-21.2%	104.6%			
	Days on Market	17	7	7	30	13	11
Change from prior year	142.9%	0.0%	-46.2%	130.8%	18.2%	0.0%	
	Percent of List	99.8%	100.0%	100.0%	100.0%	97.8%	100.0%
Change from prior year	-0.2%	0.0%	0.0%	2.2%	-2.2%	0.0%	
	Percent of Original	97.8%	100.0%	100.0%	97.8%	95.9%	98.6%
Change from prior year	-2.2%	0.0%	0.0%	2.0%	-2.7%	-1.1%	

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



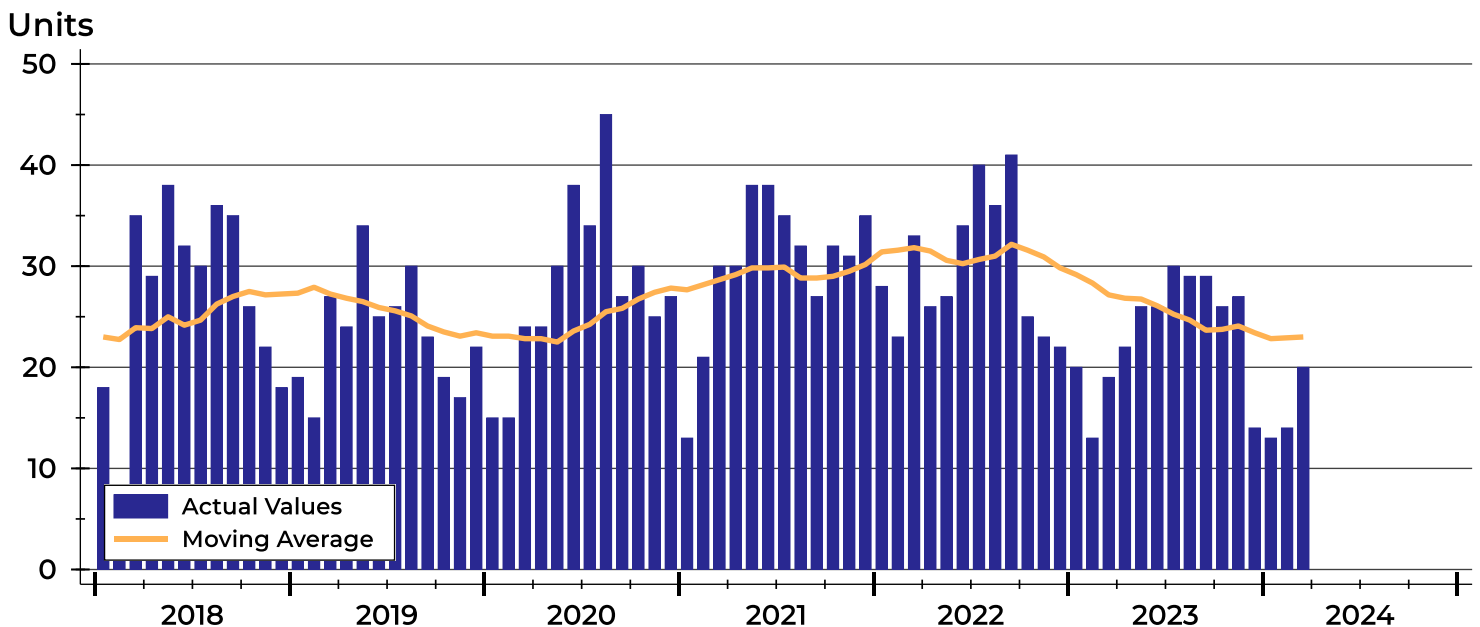
North Region Closed Listings Analysis

Summary Statistics for Closed Listings		2024	March 2023	Change	2024	Year-to-Date 2023	Change
Closed Listings		20	19	5.3%	47	52	-9.6%
Volume (1,000s)		3,906	3,427	14.0%	9,147	10,074	-9.2%
Months' Supply		1.8	1.1	63.6%	N/A	N/A	N/A
Average	Sale Price	195,316	180,366	8.3%	194,611	193,728	0.5%
	Days on Market	53	40	32.5%	48	33	45.5%
	Percent of List	97.5%	97.5%	0.0%	97.2%	95.6%	1.7%
	Percent of Original	95.4%	96.4%	-1.0%	95.1%	93.2%	2.0%
Median	Sale Price	165,000	160,500	2.8%	179,000	183,500	-2.5%
	Days on Market	17	7	142.9%	30	13	130.8%
	Percent of List	99.8%	100.0%	-0.2%	100.0%	97.8%	2.2%
	Percent of Original	97.8%	100.0%	-2.2%	97.8%	95.9%	2.0%

A total of 20 homes sold in North Region in March, up from 19 units in March 2023. Total sales volume rose to \$3.9 million compared to \$3.4 million in the previous year.

The median sales price in March was \$165,000, up 2.8% compared to the prior year. Median days on market was 17 days, down from 42 days in February, but up from 7 in March 2023.

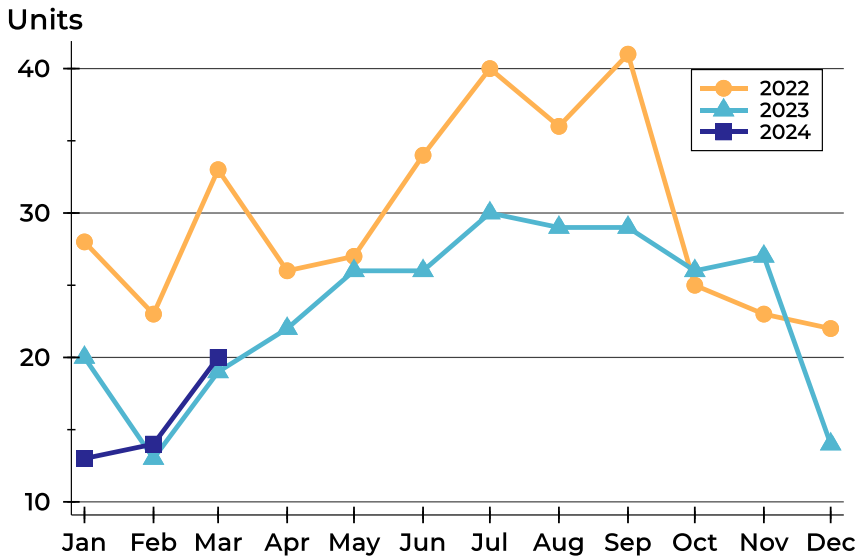
History of Closed Listings





North Region Closed Listings Analysis

Closed Listings by Month



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

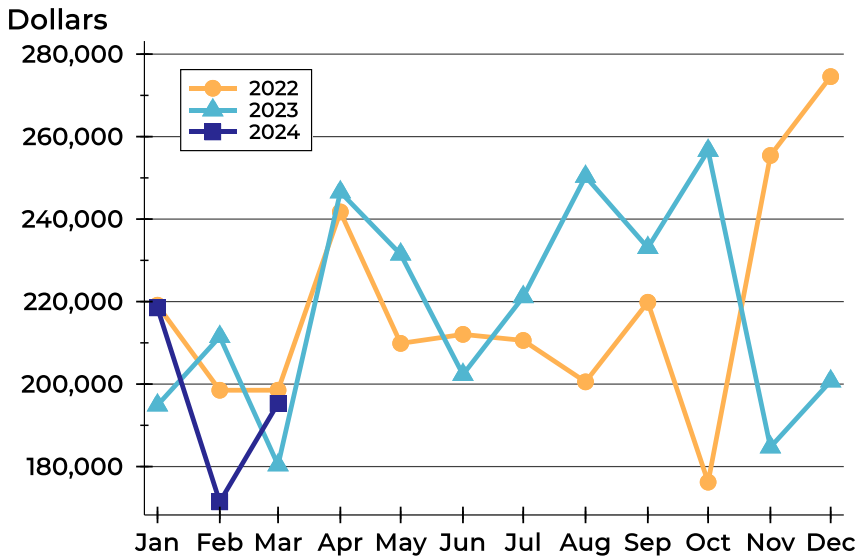
Closed Listings by Price Range

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	1	5.0%	0.0	10,000	10,000	0	0	100.0%	100.0%	100.0%	100.0%
\$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	3	15.0%	1.8	64,875	69,625	49	11	93.4%	93.2%	93.4%	93.2%
\$100,000-\$124,999	2	10.0%	0.9	112,000	112,000	17	17	94.4%	94.4%	94.4%	94.4%
\$125,000-\$149,999	3	15.0%	1.3	139,100	144,500	28	16	101.9%	103.2%	100.5%	100.1%
\$150,000-\$174,999	1	5.0%	2.0	151,000	151,000	82	82	101.7%	101.7%	95.0%	95.0%
\$175,000-\$199,999	1	5.0%	0.9	179,000	179,000	13	13	96.8%	96.8%	94.2%	94.2%
\$200,000-\$249,999	2	10.0%	1.2	203,500	203,500	4	4	99.5%	99.5%	99.5%	99.5%
\$250,000-\$299,999	3	15.0%	1.0	266,467	268,000	109	111	100.1%	100.0%	98.2%	98.0%
\$300,000-\$399,999	2	10.0%	2.6	342,500	342,500	69	69	99.4%	99.4%	94.7%	94.7%
\$400,000-\$499,999	2	10.0%	3.4	419,500	419,500	111	111	88.9%	88.9%	82.1%	82.1%
\$500,000-\$749,999	0	0.0%	3.0	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



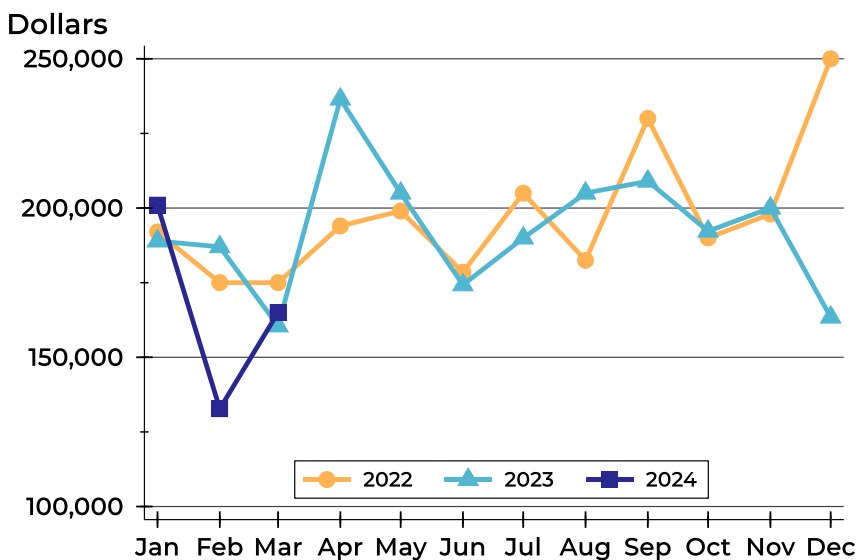
North Region Closed Listings Analysis

Average Price



Month	2022	2023	2024
January	219,124	194,885	218,477
February	198,508	211,479	171,443
March	198,514	180,366	195,316
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

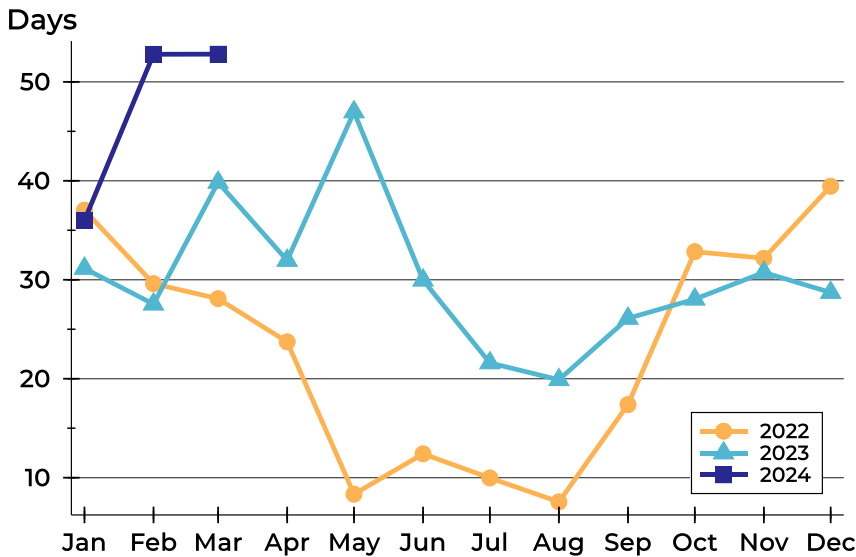


Month	2022	2023	2024
January	192,000	188,950	201,000
February	175,000	187,000	132,750
March	175,000	160,500	165,000
April	194,000	236,500	
May	199,000	205,000	
June	178,500	174,250	
July	205,000	189,950	
August	182,500	205,000	
September	230,000	209,000	
October	190,000	192,250	
November	198,000	200,000	
December	250,000	163,450	



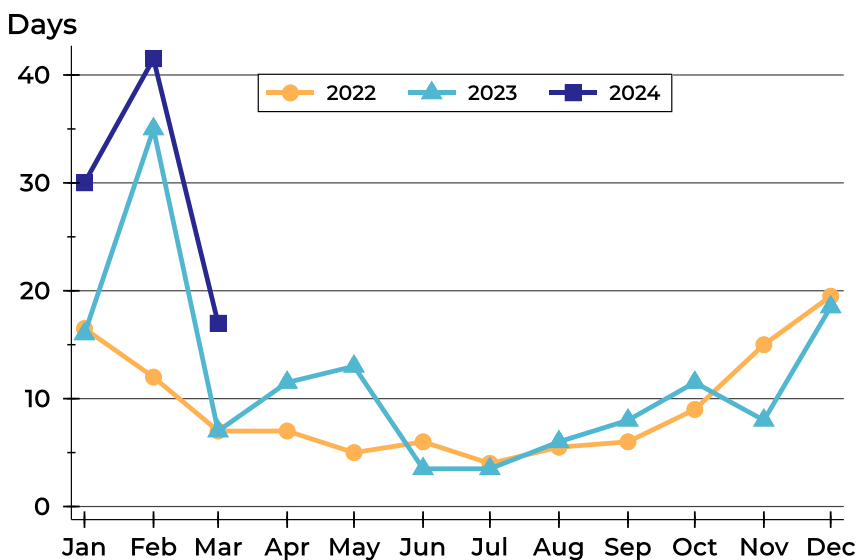
North Region Closed Listings Analysis

Average DOM



Month	2022	2023	2024
January	37	31	36
February	30	28	53
March	28	40	53
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	30
February	12	35	42
March	7	7	17
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	



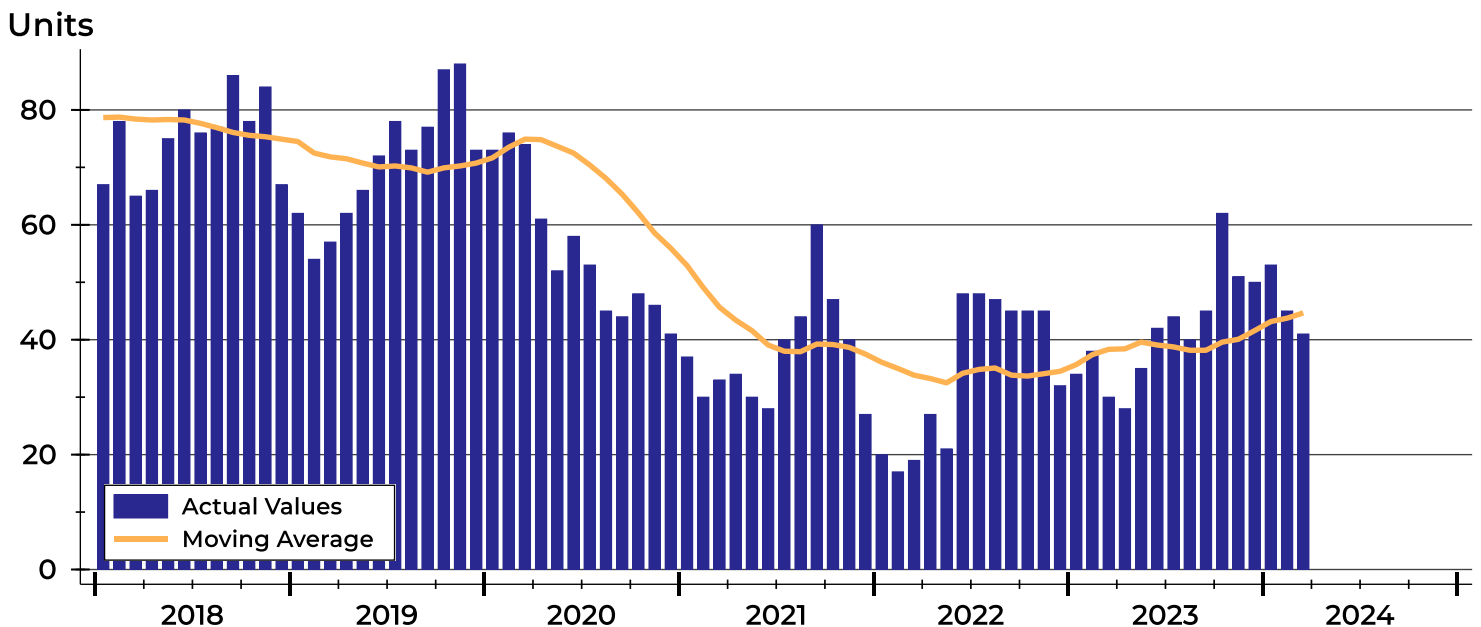
North Region Active Listings Analysis

Summary Statistics for Active Listings		2024	End of March 2023	Change
Active Listings		41	30	36.7%
Volume (1,000s)		11,064	7,170	54.3%
Months' Supply		1.8	1.1	63.6%
Average	List Price	269,865	239,003	12.9%
	Days on Market	99	113	-12.4%
	Percent of Original	96.3%	95.0%	1.4%
Median	List Price	209,000	204,700	2.1%
	Days on Market	87	83	4.8%
	Percent of Original	100.0%	100.0%	0.0%

A total of 41 homes were available for sale in North Region at the end of March. This represents a 1.8 months' supply of active listings.

The median list price of homes on the market at the end of March was \$209,000, up 2.1% from 2023. The typical time on market for active listings was 87 days, up from 83 days a year earlier.

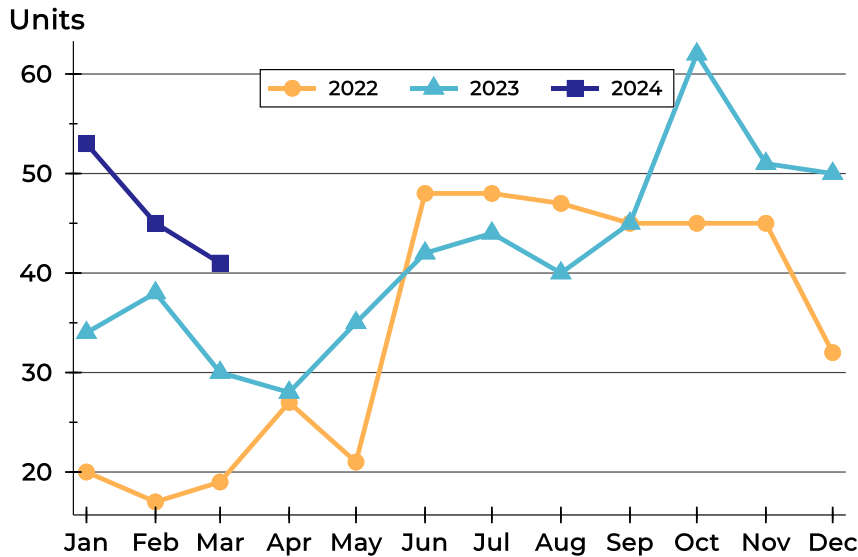
History of Active Listings





North Region Active Listings Analysis

Active Listings by Month



Month	2022	2023	2024
January	20	34	53
February	17	38	45
March	19	30	41
April	27	28	
May	21	35	
June	48	42	
July	48	44	
August	47	40	
September	45	45	
October	45	62	
November	45	51	
December	32	50	

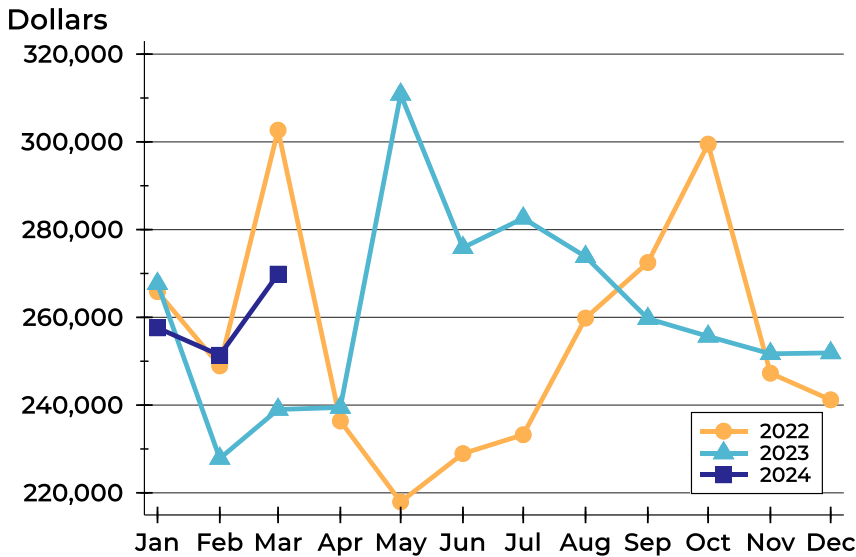
Active Listings by Price Range

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%	0.0	N/A	N/A	N/A	N/A	N/A	N/A
\$25,000-\$49,999	3	7.3%	N/A	46,633	45,000	100	117	86.7%	90.7%
\$50,000-\$99,999	5	12.2%	1.8	79,580	79,900	73	70	95.0%	100.0%
\$100,000-\$124,999	1	2.4%	0.9	120,000	120,000	223	223	80.3%	80.3%
\$125,000-\$149,999	3	7.3%	1.3	141,133	139,500	110	101	100.0%	100.0%
\$150,000-\$174,999	5	12.2%	2.0	163,440	164,900	97	110	98.0%	97.4%
\$175,000-\$199,999	2	4.9%	0.9	176,900	176,900	95	95	92.3%	92.3%
\$200,000-\$249,999	4	9.8%	1.2	221,175	219,500	93	96	97.7%	100.0%
\$250,000-\$299,999	3	7.3%	1.0	276,300	269,000	132	161	98.9%	100.0%
\$300,000-\$399,999	7	17.1%	2.6	367,264	375,000	58	63	96.8%	100.0%
\$400,000-\$499,999	4	9.8%	3.4	425,975	427,000	76	57	98.4%	98.9%
\$500,000-\$749,999	3	7.3%	3.0	657,967	699,000	118	95	99.6%	100.0%
\$750,000-\$999,999	1	2.4%	N/A	850,000	850,000	332	332	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



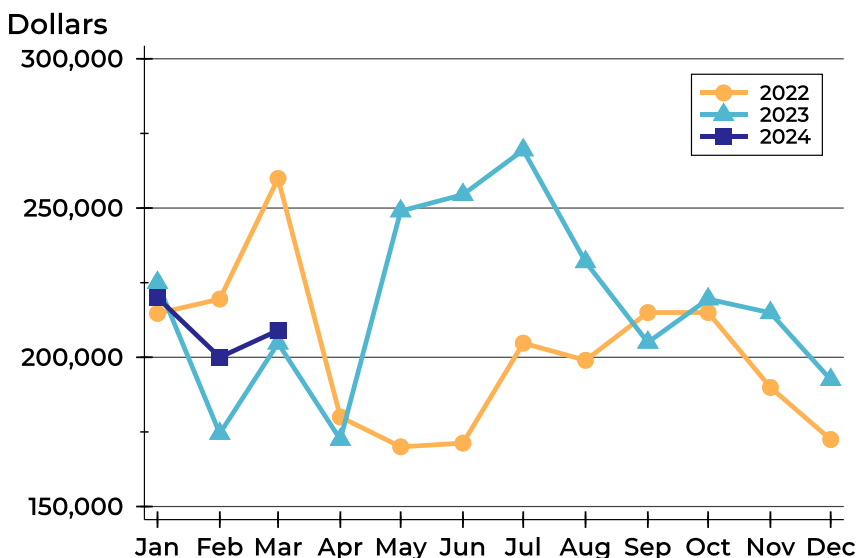
North Region Active Listings Analysis

Average Price



Month	2022	2023	2024
January	265,863	267,685	257,603
February	248,941	227,835	251,370
March	302,679	239,003	269,865
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

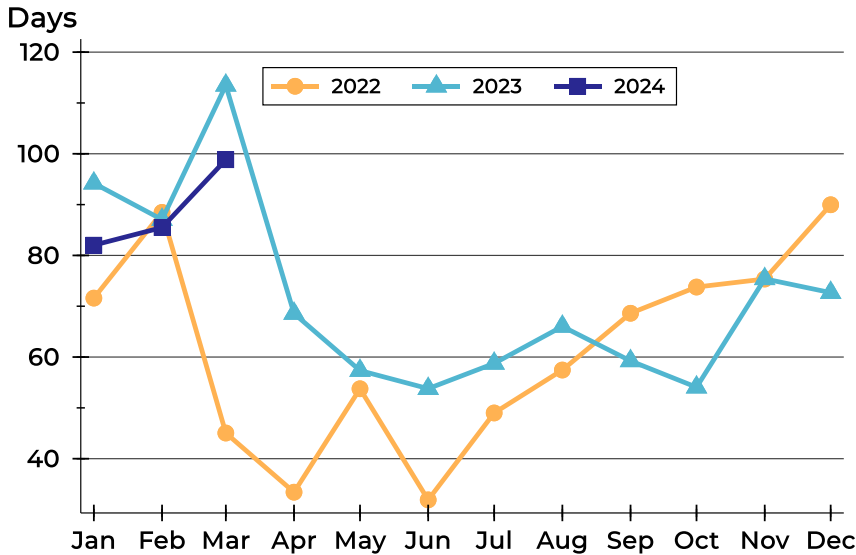


Month	2022	2023	2024
January	214,700	225,000	220,000
February	219,500	174,450	200,000
March	259,900	204,700	209,000
April	180,000	172,450	
May	170,000	249,000	
June	171,250	254,500	
July	204,750	269,450	
August	199,000	231,975	
September	215,000	205,000	
October	215,000	219,500	
November	189,900	214,900	
December	172,450	192,500	



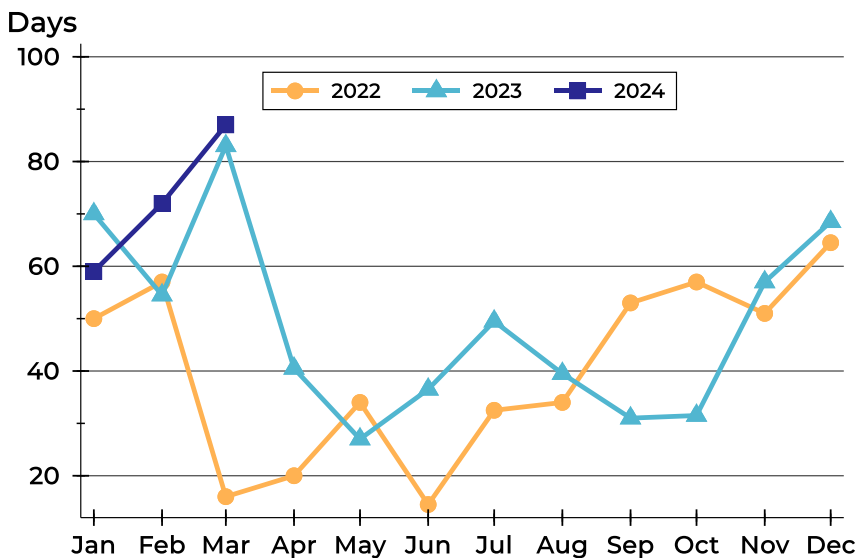
North Region Active Listings Analysis

Average DOM



Month	2022	2023	2024
January	72	94	82
February	88	87	85
March	45	113	99
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

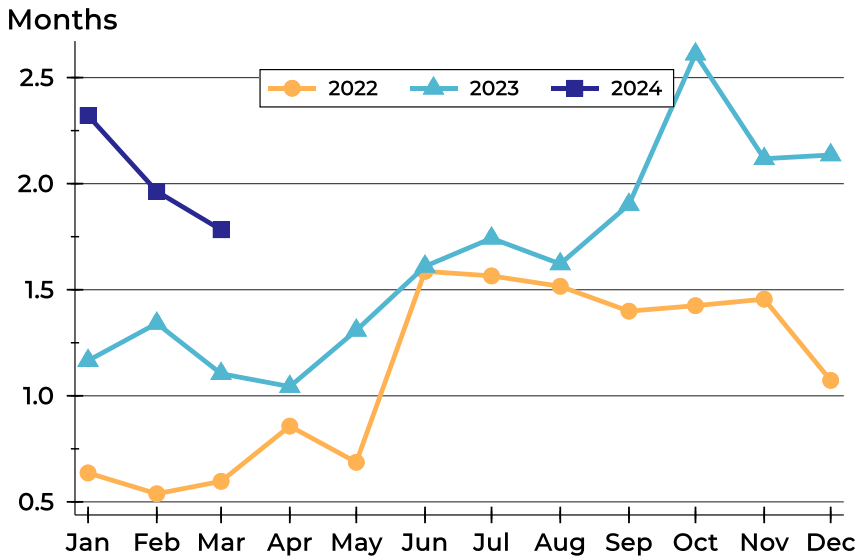


Month	2022	2023	2024
January	50	70	59
February	57	55	72
March	16	83	87
April	20	41	
May	34	27	
June	15	37	
July	33	50	
August	34	40	
September	53	31	
October	57	32	
November	51	57	
December	65	69	



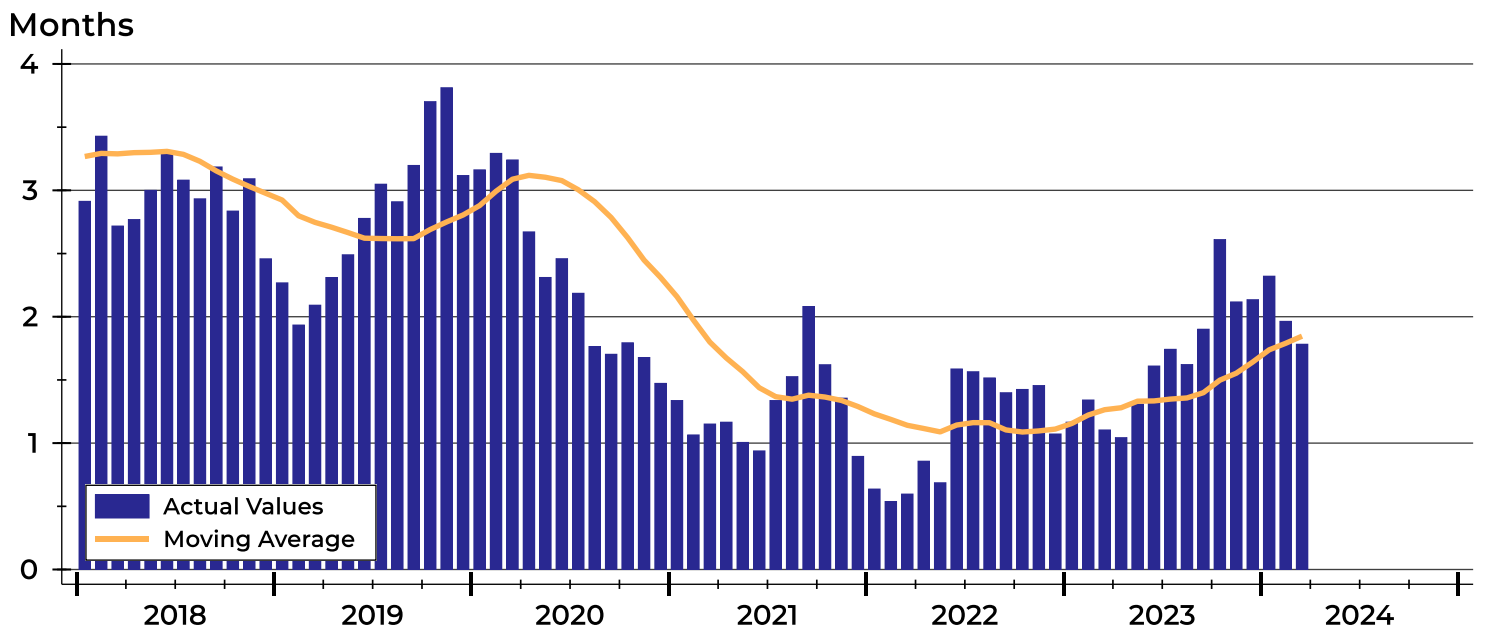
North Region Months' Supply Analysis

Months' Supply by Month



Month	2022	2023	2024
January	0.6	1.2	2.3
February	0.5	1.3	2.0
March	0.6	1.1	1.8
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





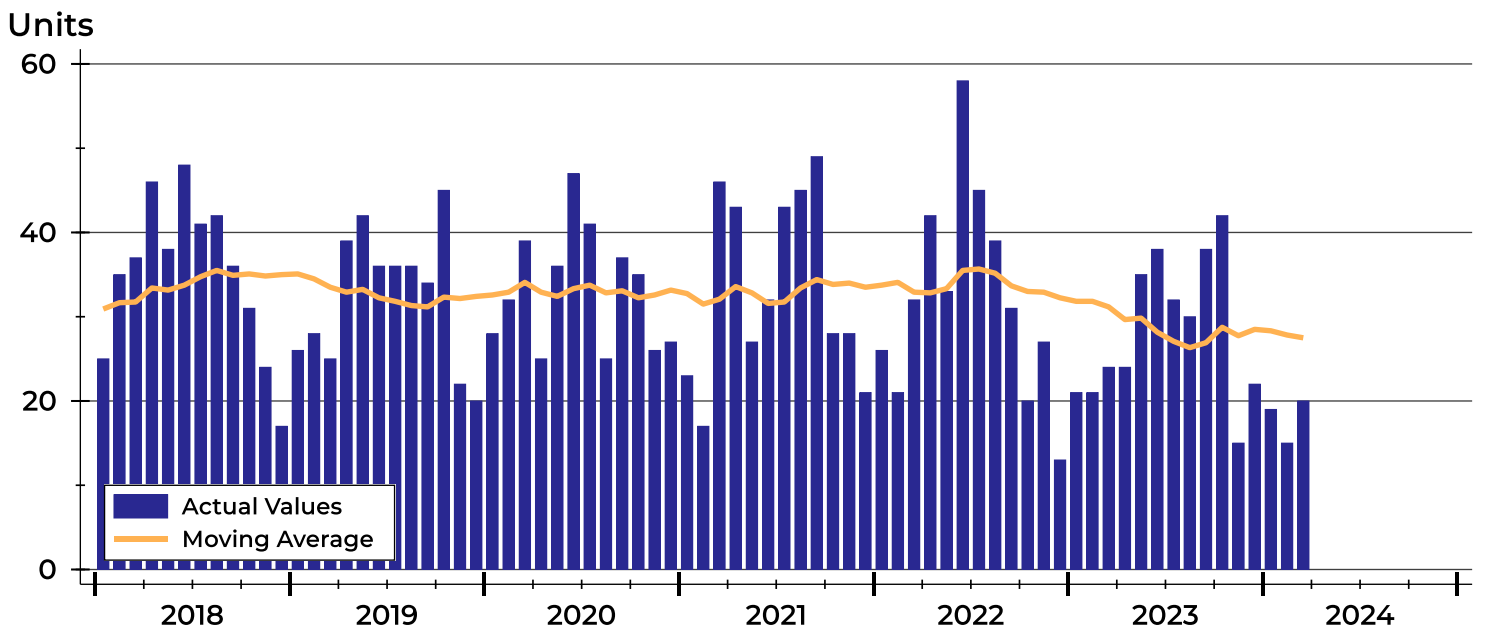
North Region New Listings Analysis

Summary Statistics for New Listings		2024	March 2023	Change
Current Month	New Listings	20	24	-16.7%
	Volume (1,000s)	5,189	6,384	-18.7%
	Average List Price	259,445	265,979	-2.5%
	Median List Price	240,350	237,000	1.4%
Year-to-Date	New Listings	54	66	-18.2%
	Volume (1,000s)	12,430	15,763	-21.1%
	Average List Price	230,185	238,830	-3.6%
	Median List Price	201,500	222,000	-9.2%

A total of 20 new listings were added in North Region during March, down 16.7% from the same month in 2023. Year-to-date North Region has seen 54 new listings.

The median list price of these homes was \$240,350 up from \$237,000 in 2023.

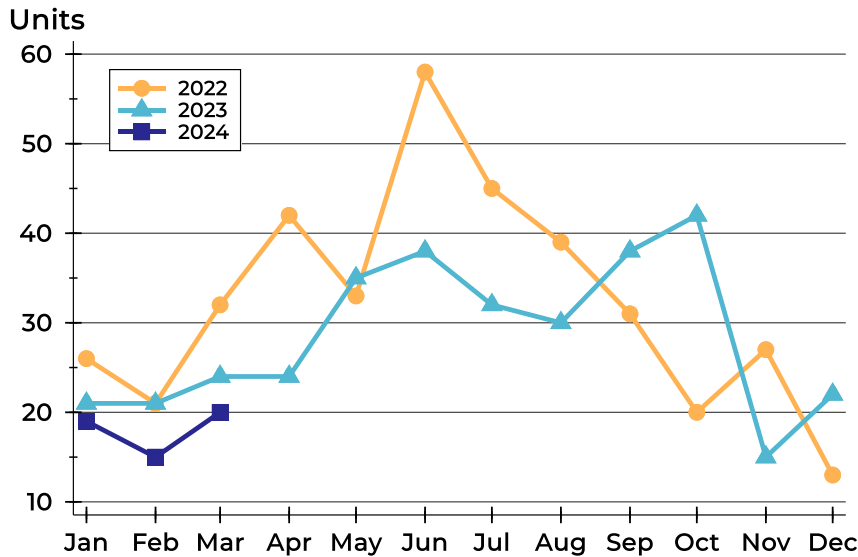
History of New Listings





North Region New Listings Analysis

New Listings by Month



Month	2022	2023	2024
January	26	21	19
February	21	21	15
March	32	24	20
April	42	24	
May	33	35	
June	58	38	
July	45	32	
August	39	30	
September	31	38	
October	20	42	
November	27	15	
December	13	22	

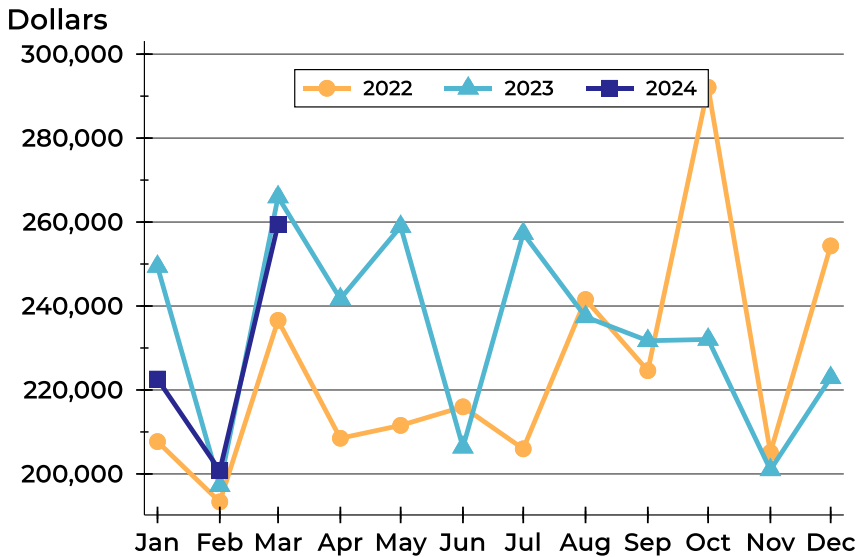
New Listings by Price Range

Price Range	New Listings		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	1	5.0%	10,000	10,000	0	0	100.0%	100.0%
\$25,000-\$49,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$50,000-\$99,999	2	10.0%	84,450	84,450	10	10	100.0%	100.0%
\$100,000-\$124,999	1	5.0%	109,000	109,000	3	3	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	4	20.0%	160,625	160,000	10	3	100.0%	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	3	15.0%	228,233	235,000	13	4	100.0%	100.0%
\$250,000-\$299,999	1	5.0%	275,000	275,000	1	1	100.0%	100.0%
\$300,000-\$399,999	5	25.0%	362,780	369,900	17	11	96.1%	100.0%
\$400,000-\$499,999	1	5.0%	420,000	420,000	17	17	100.0%	100.0%
\$500,000-\$749,999	2	10.0%	532,450	532,450	19	19	100.0%	100.0%
\$750,000-\$999,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



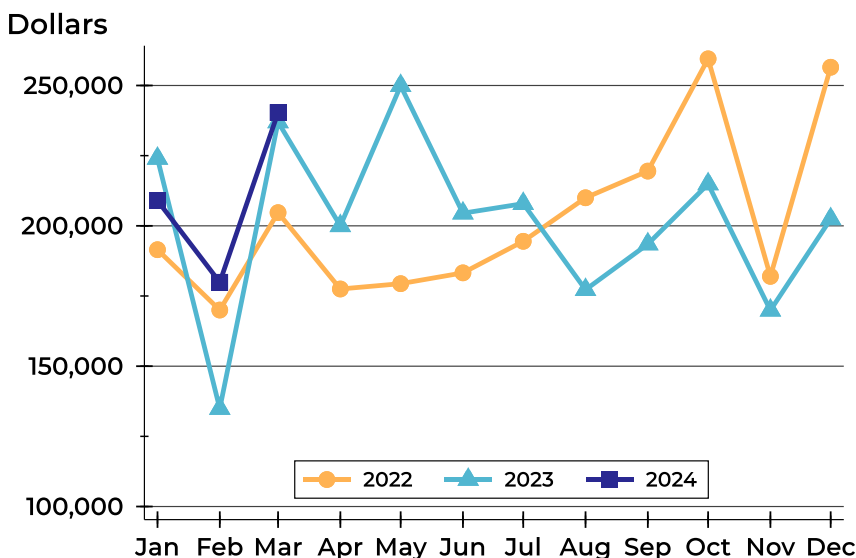
North Region New Listings Analysis

Average Price



Month	2022	2023	2024
January	207,704	249,421	222,603
February	193,343	197,210	200,777
March	236,584	265,979	259,445
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	231,726	
October	292,105	232,041	
November	205,103	200,973	
December	254,323	222,905	

Median Price



Month	2022	2023	2024
January	191,500	224,000	209,000
February	170,000	134,900	179,900
March	204,700	237,000	240,350
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	214,900	
November	182,000	169,900	
December	256,500	202,450	



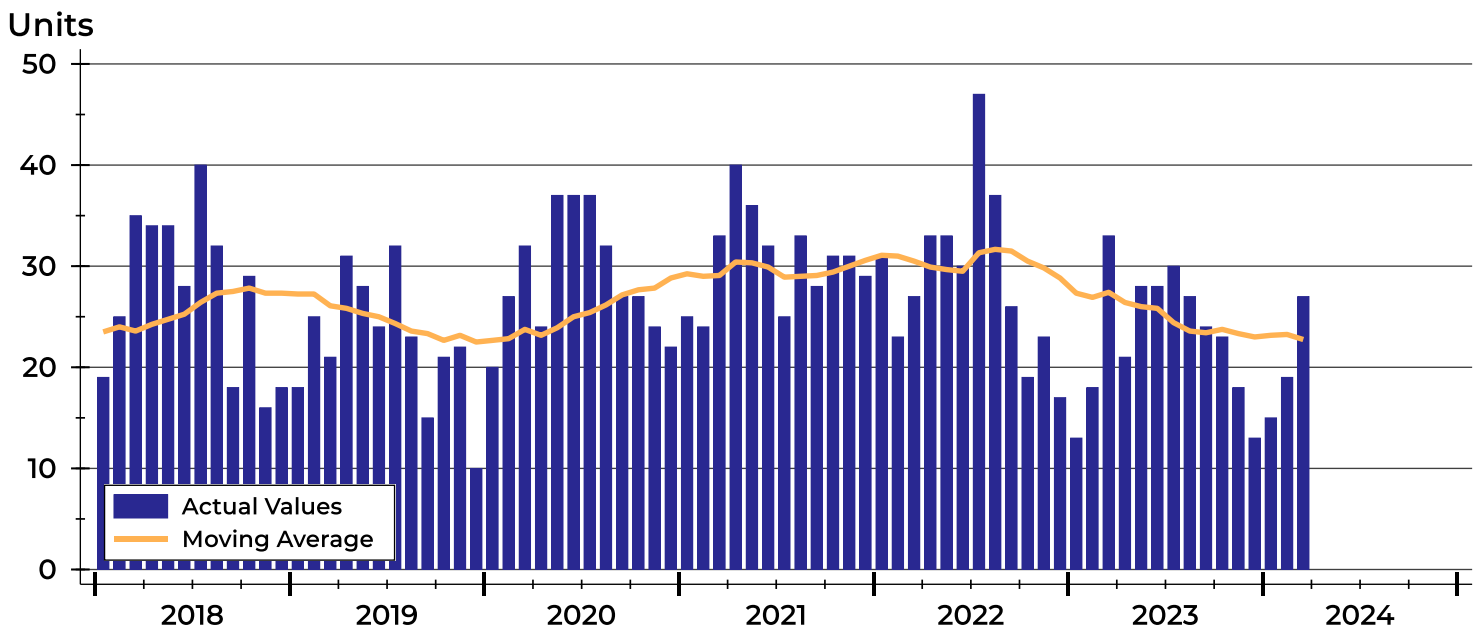
North Region Contracts Written Analysis

Summary Statistics for Contracts Written		2024	March 2023	Change	2024	Year-to-Date 2023	Change
Contracts Written		27	33	-18.2%	61	64	-4.7%
Volume (1,000s)		6,024	8,578	-29.8%	12,724	14,927	-14.8%
Average	Sale Price	223,120	259,953	-14.2%	208,589	233,230	-10.6%
	Days on Market	41	34	20.6%	54	35	54.3%
	Percent of Original	98.0%	94.4%	3.8%	94.8%	94.2%	0.6%
Median	Sale Price	204,000	235,000	-13.2%	184,900	217,500	-15.0%
	Days on Market	11	8	37.5%	30	9	233.3%
	Percent of Original	100.0%	100.0%	0.0%	98.2%	98.7%	-0.5%

A total of 27 contracts for sale were written in North Region during the month of March, down from 33 in 2023. The median list price of these homes was \$204,000, down from \$235,000 the prior year.

Half of the homes that went under contract in March were on the market less than 11 days, compared to 8 days in March 2023.

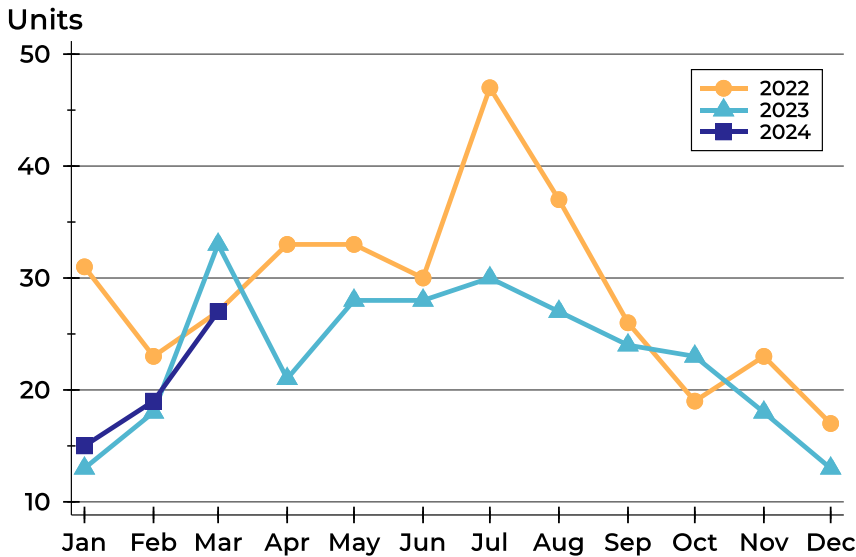
History of Contracts Written





North Region Contracts Written Analysis

Contracts Written by Month



Month	2022	2023	2024
January	31	13	15
February	23	18	19
March	27	33	27
April	33	21	
May	33	28	
June	30	28	
July	47	30	
August	37	27	
September	26	24	
October	19	23	
November	23	18	
December	17	13	

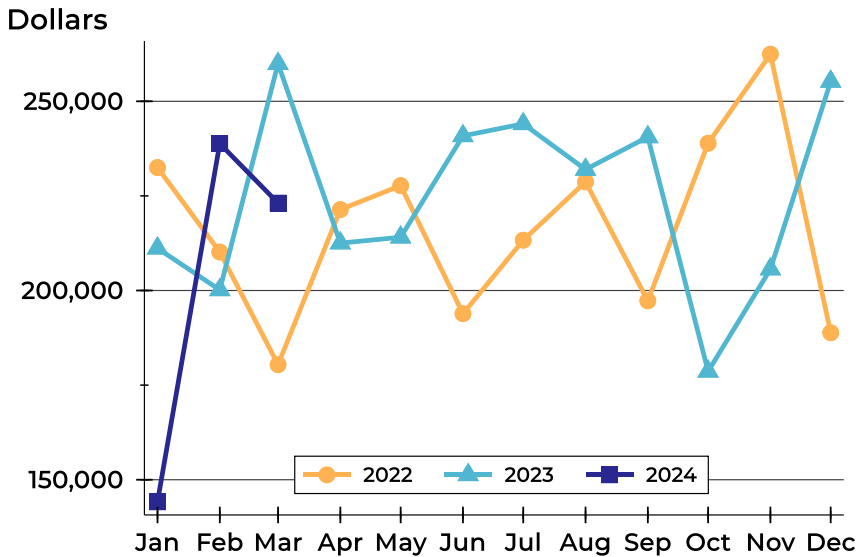
Contracts Written by Price Range

Price Range	Contracts Written		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	1	3.7%	10,000	10,000	0	0	100.0%	100.0%
\$25,000-\$49,999	1	3.7%	29,500	29,500	297	297	84.3%	84.3%
\$50,000-\$99,999	3	11.1%	78,000	85,000	31	33	100.0%	100.0%
\$100,000-\$124,999	1	3.7%	109,000	109,000	3	3	100.0%	100.0%
\$125,000-\$149,999	1	3.7%	129,500	129,500	18	18	88.8%	88.8%
\$150,000-\$174,999	3	11.1%	156,667	160,000	2	0	100.0%	100.0%
\$175,000-\$199,999	2	7.4%	183,700	183,700	18	18	100.0%	100.0%
\$200,000-\$249,999	4	14.8%	211,000	204,500	43	24	98.2%	98.8%
\$250,000-\$299,999	3	11.1%	276,667	275,000	70	38	95.7%	94.5%
\$300,000-\$399,999	7	25.9%	352,993	330,000	38	11	99.1%	100.0%
\$400,000-\$499,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$500,000-\$749,999	1	3.7%	529,900	529,900	7	7	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



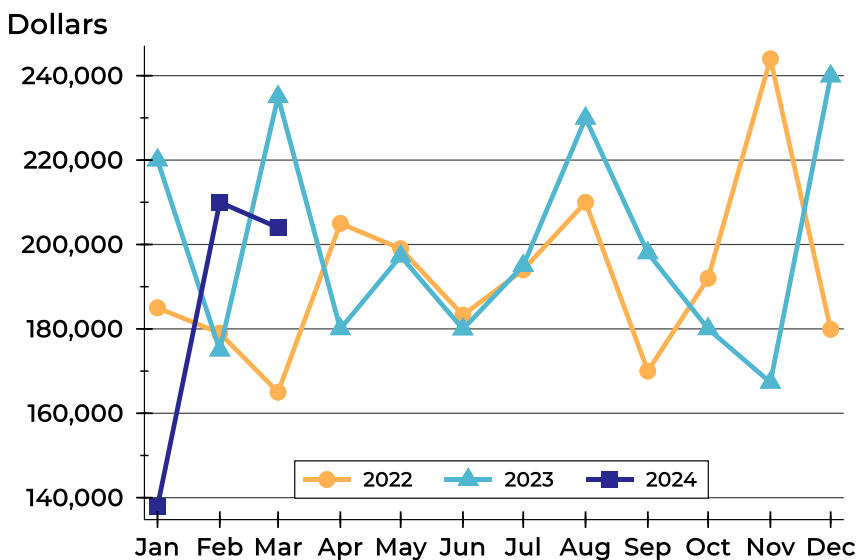
North Region Contracts Written Analysis

Average Price



Month	2022	2023	2024
January	232,503	211,177	144,147
February	210,178	200,164	238,816
March	180,415	259,953	223,120
April	221,386	212,524	
May	227,724	214,082	
June	193,868	240,868	
July	213,306	244,043	
August	228,714	231,974	
September	197,277	240,583	
October	238,916	178,630	
November	262,463	205,652	
December	188,847	255,242	

Median Price

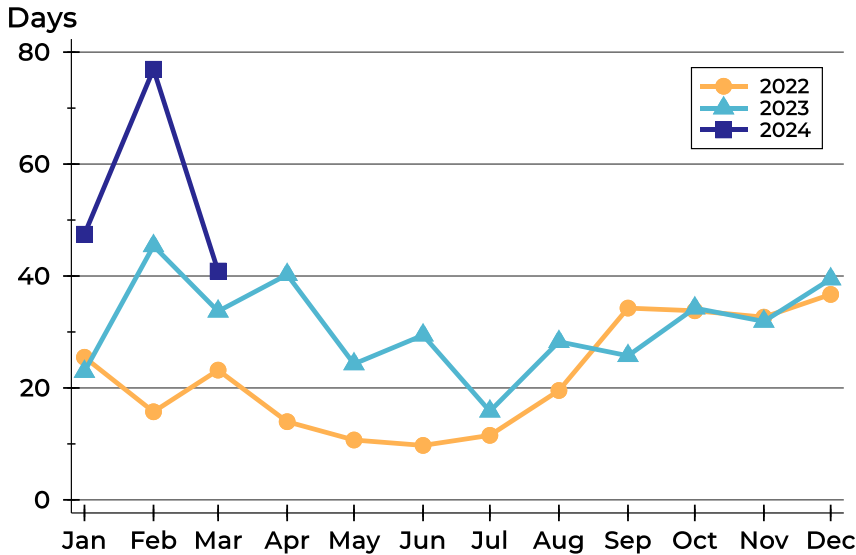


Month	2022	2023	2024
January	185,000	220,000	137,900
February	179,000	174,950	210,000
March	165,000	235,000	204,000
April	205,000	180,000	
May	199,000	197,250	
June	183,250	179,950	
July	194,000	195,000	
August	210,000	229,900	
September	170,000	198,000	
October	192,000	180,000	
November	244,000	167,325	
December	179,900	239,900	



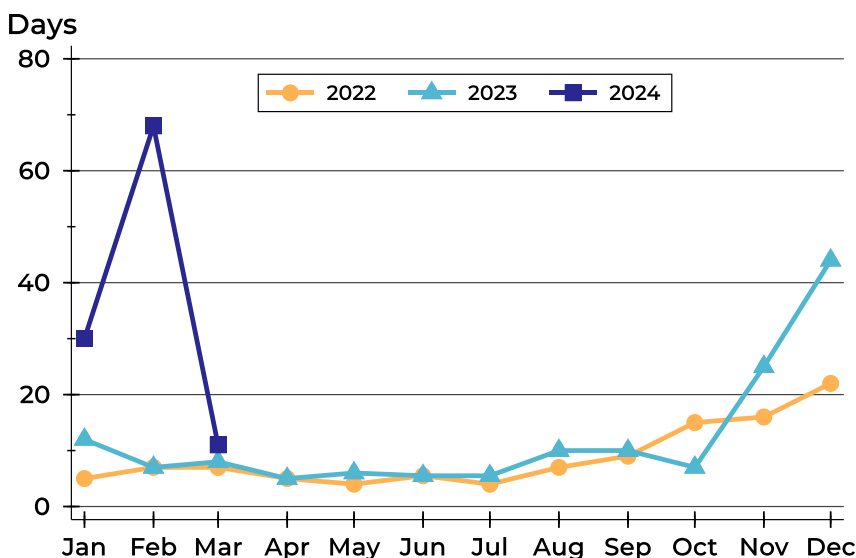
North Region Contracts Written Analysis

Average DOM



Month	2022	2023	2024
January	25	23	47
February	16	45	77
March	23	34	41
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	39	

Median DOM



Month	2022	2023	2024
January	5	12	30
February	7	7	68
March	7	8	11
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	44	



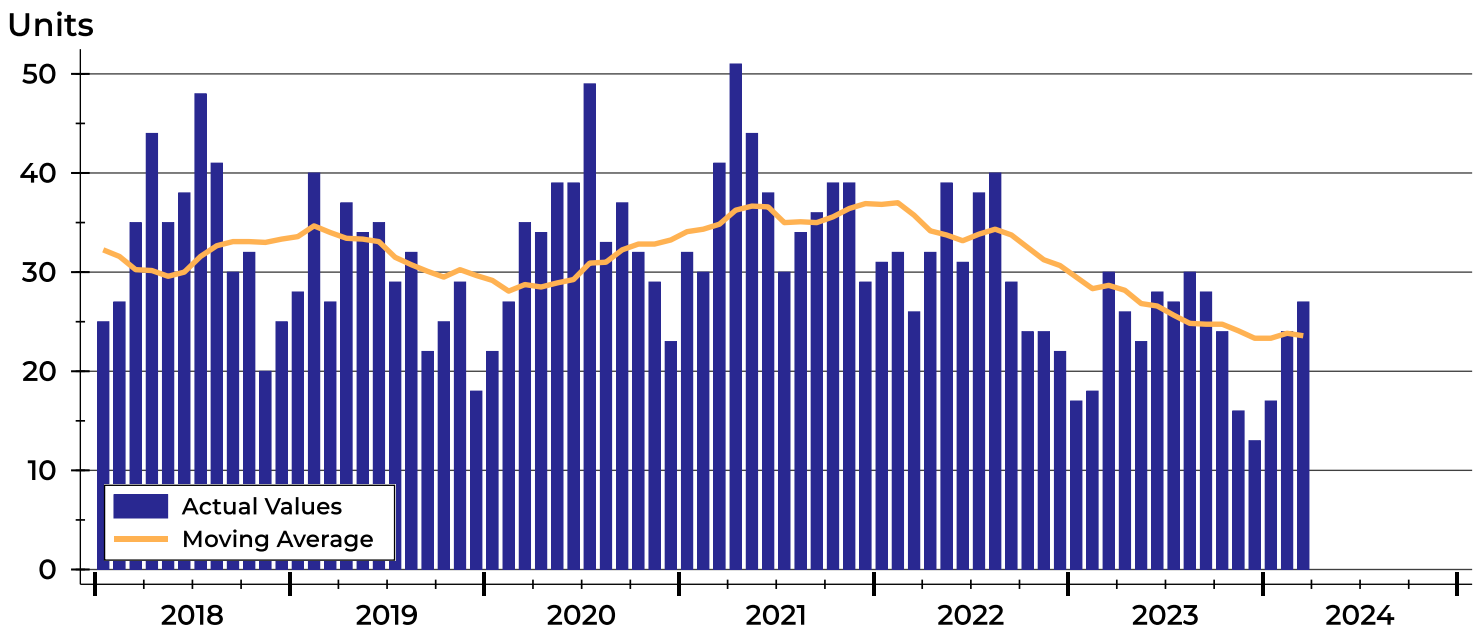
North Region Pending Contracts Analysis

Summary Statistics for Pending Contracts		2024	End of March 2023	Change
Pending Contracts		27	30	-10.0%
Volume (1,000s)		6,585	7,256	-9.2%
Average	List Price	243,876	241,861	0.8%
	Days on Market	52	28	85.7%
	Percent of Original	97.6%	96.8%	0.8%
Median	List Price	210,000	232,500	-9.7%
	Days on Market	24	12	100.0%
	Percent of Original	100.0%	100.0%	0.0%

A total of 27 listings in North Region had contracts pending at the end of March, down from 30 contracts pending at the end of March 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.

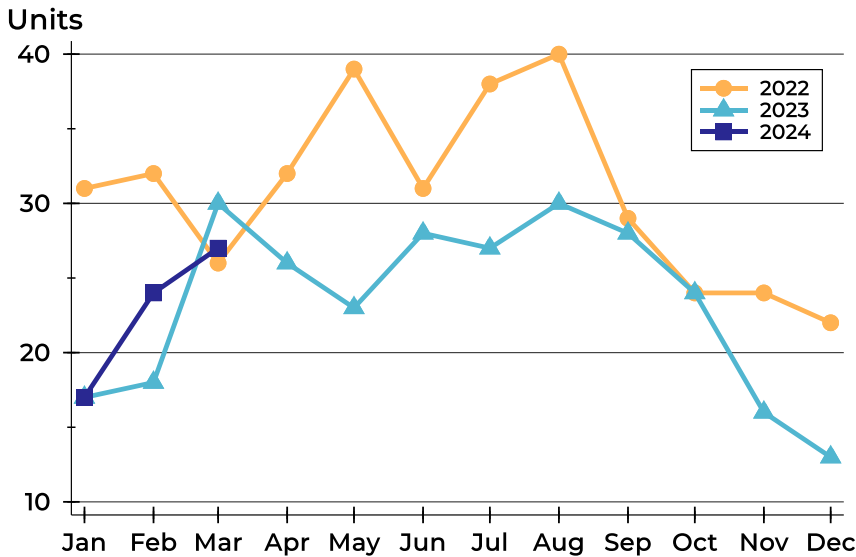
History of Pending Contracts





North Region Pending Contracts Analysis

Pending Contracts by Month



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

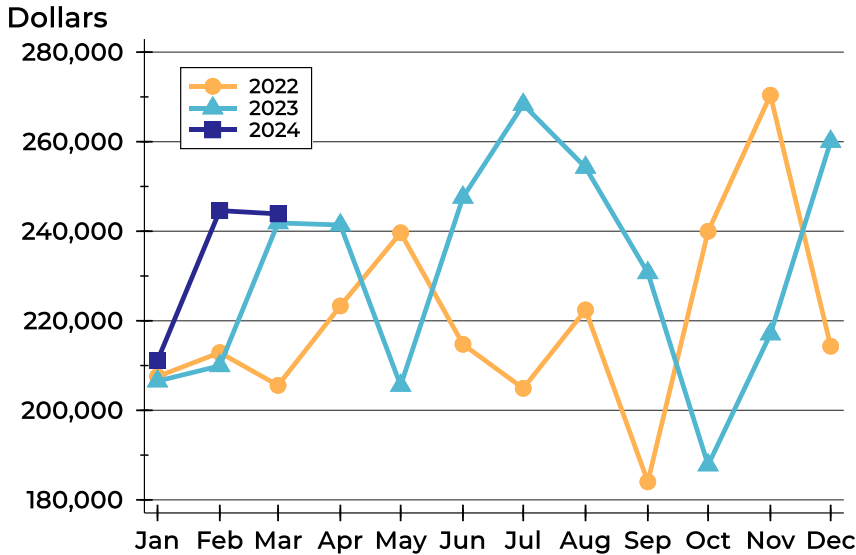
Pending Contracts by Price Range

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	1	3.7%	29,500	29,500	297	297	84.3%	84.3%
\$50,000-\$99,999	2	7.4%	72,500	72,500	45	45	100.0%	100.0%
\$100,000-\$124,999	2	7.4%	116,000	116,000	2	2	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	3	11.1%	156,667	160,000	2	0	100.0%	100.0%
\$175,000-\$199,999	2	7.4%	183,700	183,700	18	18	100.0%	100.0%
\$200,000-\$249,999	7	25.9%	216,271	210,000	71	73	96.3%	97.6%
\$250,000-\$299,999	3	11.1%	276,667	275,000	70	38	95.7%	94.5%
\$300,000-\$399,999	5	18.5%	353,590	330,000	36	11	99.4%	100.0%
\$400,000-\$499,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$500,000-\$749,999	2	7.4%	614,450	614,450	40	40	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



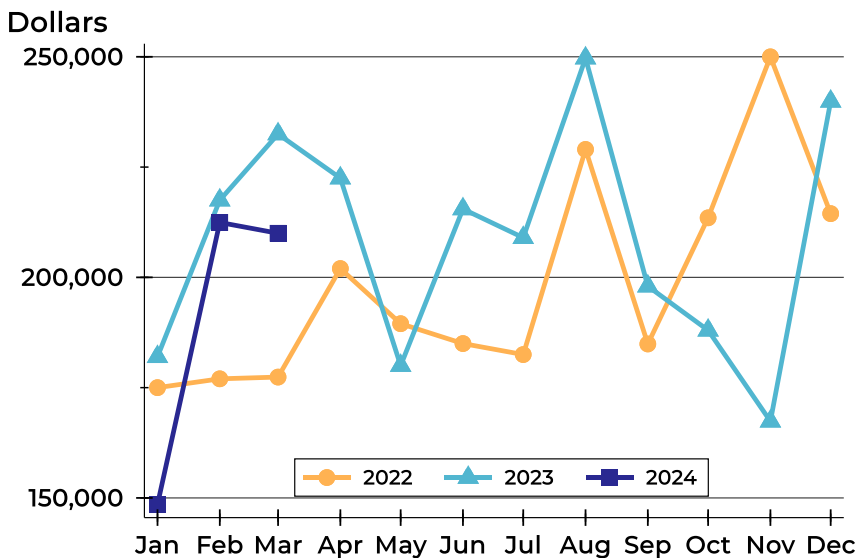
North Region Pending Contracts Analysis

Average Price



Month	2022	2023	2024
January	207,539	206,529	211,123
February	212,903	209,936	244,604
March	205,571	241,861	243,876
April	223,314	241,394	
May	239,659	205,548	
June	214,753	247,564	
July	204,908	268,311	
August	222,430	254,242	
September	184,028	230,713	
October	239,988	187,777	
November	270,383	217,041	
December	214,309	260,042	

Median Price

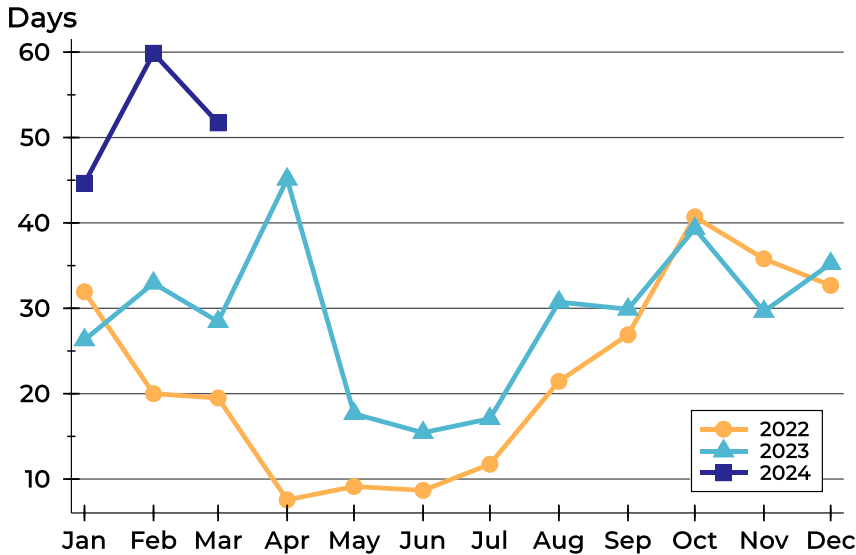


Month	2022	2023	2024
January	175,000	182,000	148,500
February	177,000	217,500	212,450
March	177,400	232,500	210,000
April	202,000	222,500	
May	189,500	180,000	
June	185,000	215,500	
July	182,500	209,000	
August	229,000	249,700	
September	184,900	198,000	
October	213,500	188,000	
November	250,000	167,375	
December	214,450	239,900	



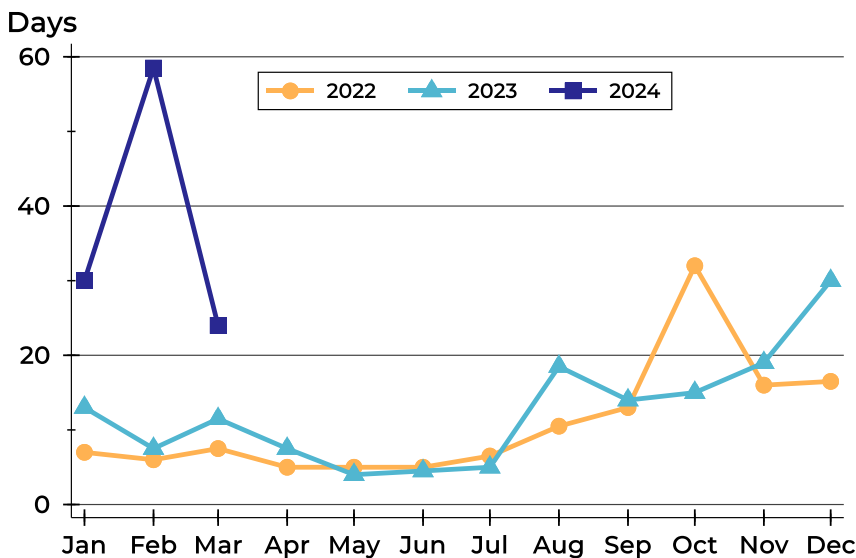
North Region Pending Contracts Analysis

Average DOM



Month	2022	2023	2024
January	32	26	45
February	20	33	60
March	20	28	52
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	30
February	6	8	59
March	8	12	24
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	



**March
2024**

Sunflower MLS Statistics



South Region Housing Report



Market Overview

South Region Home Sales Fell in March

Total home sales in South Region fell last month to 25 units, compared to 29 units in March 2023. Total sales volume was \$4.4 million, down from a year earlier.

The median sale price in March was \$169,000, up from \$155,000 a year earlier. Homes that sold in March were typically on the market for 5 days and sold for 100.0% of their list prices.

South Region Active Listings Down at End of March

The total number of active listings in South Region at the end of March was 27 units, down from 28 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 March was \$189,900.

During March, a total of 24 contracts were written down from 30 in March 2023. At the end of the month, there were 37 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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**March
2024**

Sunflower MLS Statistics



South Region Summary Statistics

March MLS Statistics Three-year History		Current Month			Year-to-Date		
		2024	2023	2022	2024	2023	2022
Home Sales		25	29	31	50	57	77
Change from prior year		-13.8%	-6.5%	-3.1%	-12.3%	-26.0%	-6.1%
Active Listings		27	28	24	N/A	N/A	N/A
Change from prior year		-3.6%	16.7%	-25.0%			
Months' Supply		0.9	0.8	0.6	N/A	N/A	N/A
Change from prior year		12.5%	33.3%	-33.3%			
New Listings		25	38	50	76	90	98
Change from prior year		-34.2%	-24.0%	16.3%	-15.6%	-8.2%	-5.8%
Contracts Written		24	30	42	68	81	89
Change from prior year		-20.0%	-28.6%	23.5%	-16.0%	-9.0%	-10.1%
Pending Contracts		37	40	54	N/A	N/A	N/A
Change from prior year		-7.5%	-25.9%	14.9%			
Sales Volume (1,000s)		4,437	4,927	5,845	9,135	9,613	12,740
Change from prior year		-9.9%	-15.7%	30.2%	-5.0%	-24.5%	2.8%
Average	Sale Price	177,468	169,907	188,532	182,691	168,646	165,461
	Change from prior year	4.5%	-9.9%	34.4%	8.3%	1.9%	9.4%
	List Price of Actives	206,807	309,907	180,565	N/A	N/A	N/A
	Change from prior year	-33.3%	71.6%	12.9%			
	Days on Market	36	17	30	33	31	24
Change from prior year	111.8%	-43.3%	-11.8%	6.5%	29.2%	-31.4%	
	Percent of List	97.8%	98.0%	98.6%	97.1%	97.0%	97.6%
Change from prior year	-0.2%	-0.6%	3.7%	0.1%	-0.6%	1.7%	
	Percent of Original	99.0%	97.5%	96.7%	97.0%	95.4%	96.1%
Change from prior year	1.5%	0.8%	4.4%	1.7%	-0.7%	1.9%	
Median	Sale Price	169,000	155,000	157,500	167,000	155,000	131,500
	Change from prior year	9.0%	-1.6%	14.5%	7.7%	17.9%	-9.6%
	List Price of Actives	189,900	257,500	124,700	N/A	N/A	N/A
	Change from prior year	-26.3%	106.5%	1.8%			
	Days on Market	5	5	5	10	8	7
Change from prior year	0.0%	0.0%	-61.5%	25.0%	14.3%	-22.2%	
	Percent of List	100.0%	100.0%	100.0%	100.0%	98.0%	98.7%
Change from prior year	0.0%	0.0%	1.9%	2.0%	-0.7%	0.6%	
	Percent of Original	100.0%	100.0%	100.0%	98.4%	96.9%	98.0%
Change from prior year	0.0%	0.0%	4.1%	1.5%	-1.1%	0.5%	

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



South Region Closed Listings Analysis

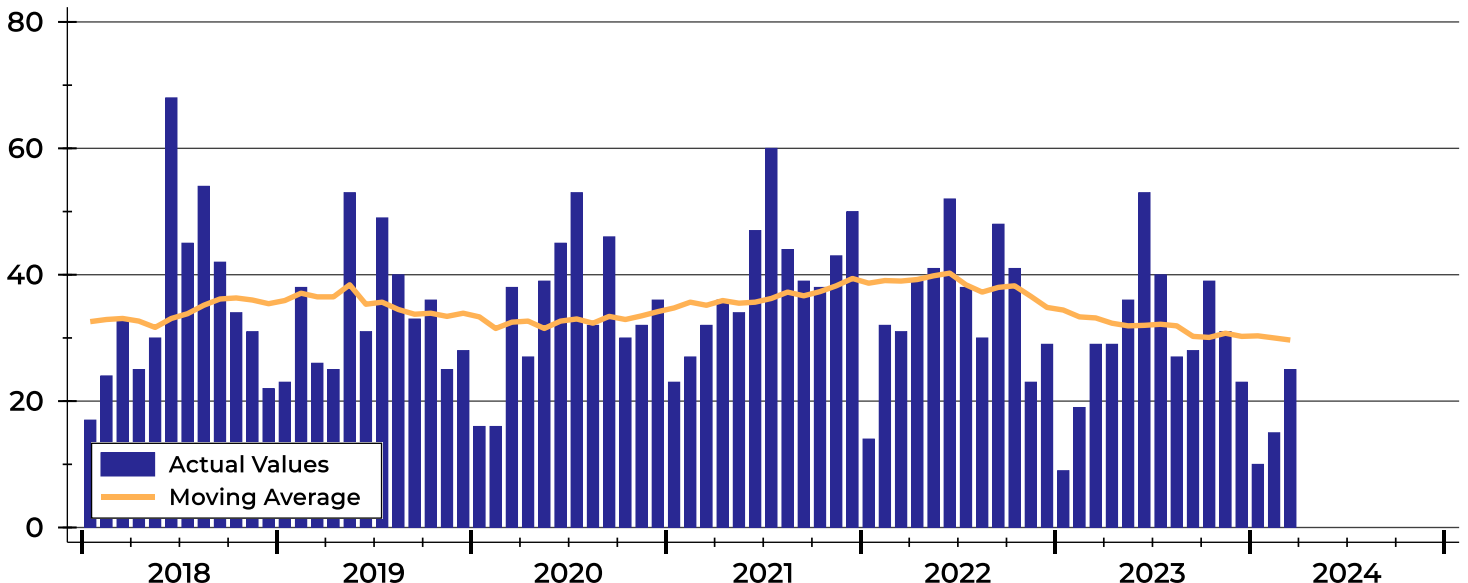
Summary Statistics for Closed Listings		2024	March 2023	Change	2024	Year-to-Date 2023	Change
Closed Listings		25	29	-13.8%	50	57	-12.3%
Volume (1,000s)		4,437	4,927	-9.9%	9,135	9,613	-5.0%
Months' Supply		0.9	0.8	12.5%	N/A	N/A	N/A
Average	Sale Price	177,468	169,907	4.5%	182,691	168,646	8.3%
	Days on Market	36	17	111.8%	33	31	6.5%
	Percent of List	97.8%	98.0%	-0.2%	97.1%	97.0%	0.1%
	Percent of Original	99.0%	97.5%	1.5%	97.0%	95.4%	1.7%
Median	Sale Price	169,000	155,000	9.0%	167,000	155,000	7.7%
	Days on Market	5	5	0.0%	10	8	25.0%
	Percent of List	100.0%	100.0%	0.0%	100.0%	98.0%	2.0%
	Percent of Original	100.0%	100.0%	0.0%	98.4%	96.9%	1.5%

A total of 25 homes sold in South Region in March, down from 29 units in March 2023. Total sales volume fell to \$4.4 million compared to \$4.9 million in the previous year.

The median sales price in March was \$169,000, up 9.0% compared to the prior year. Median days on market was 5 days, up from 4 days in February, but similar to March 2023.

History of Closed Listings

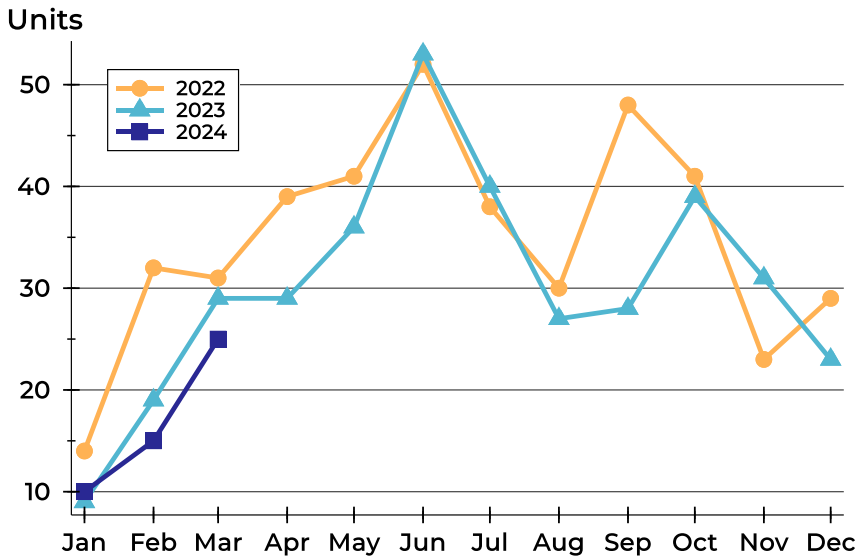
Units





South Region Closed Listings Analysis

Closed Listings by Month



Month	2022	2023	2024
January	14	9	10
February	32	19	15
March	31	29	25
April	39	29	
May	41	36	
June	52	53	
July	38	40	
August	30	27	
September	48	28	
October	41	39	
November	23	31	
December	29	23	

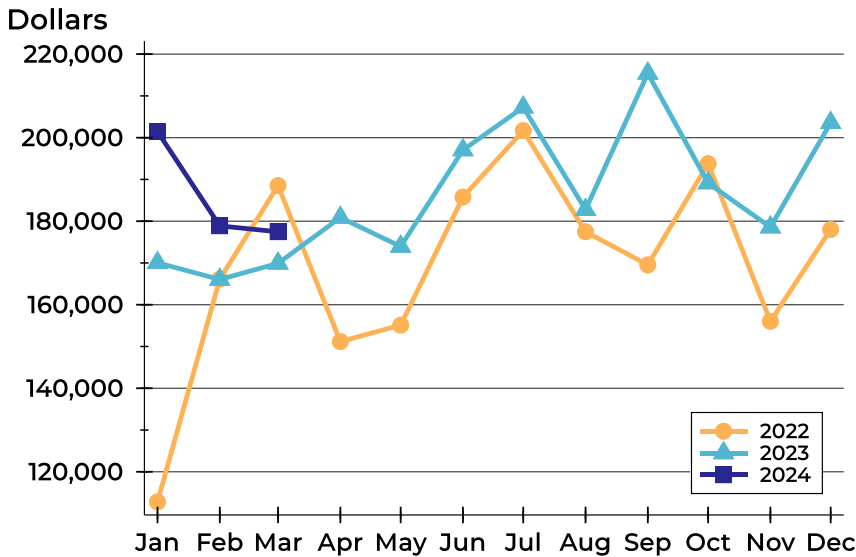
Closed Listings by Price Range

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	1	4.0%	0.9	28,000	28,000	24	24	93.6%	93.6%	93.6%	93.6%
\$50,000-\$99,999	3	12.0%	0.9	70,333	75,000	52	27	93.3%	100.1%	90.2%	93.9%
\$100,000-\$124,999	1	4.0%	0.6	116,000	116,000	4	4	96.7%	96.7%	96.7%	96.7%
\$125,000-\$149,999	3	12.0%	0.5	135,600	133,900	43	3	97.1%	100.0%	99.6%	100.0%
\$150,000-\$174,999	7	28.0%	0.9	164,786	165,000	31	4	101.1%	103.2%	99.6%	103.2%
\$175,000-\$199,999	3	12.0%	1.2	181,333	180,000	31	18	100.2%	100.5%	100.2%	100.5%
\$200,000-\$249,999	2	8.0%	1.0	212,250	212,250	61	61	98.9%	98.9%	97.7%	97.7%
\$250,000-\$299,999	2	8.0%	2.4	266,950	266,950	20	20	88.3%	88.3%	114.0%	114.0%
\$300,000-\$399,999	3	12.0%	0.6	339,667	324,000	38	5	99.9%	100.0%	98.1%	100.0%
\$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



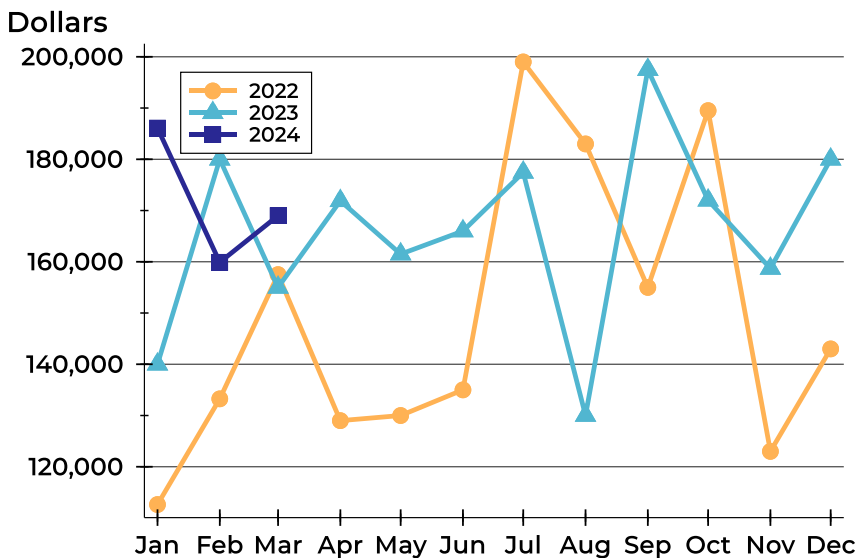
South Region Closed Listings Analysis

Average Price



Month	2022	2023	2024
January	112,796	170,056	201,460
February	166,151	166,053	178,884
March	188,532	169,907	177,468
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

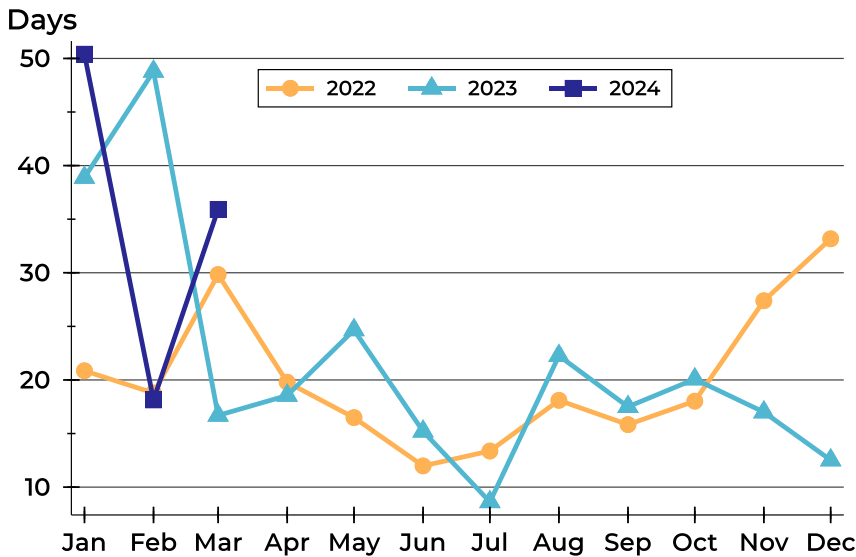


Month	2022	2023	2024
January	112,625	140,000	186,100
February	133,250	180,000	159,900
March	157,500	155,000	169,000
April	129,000	171,900	
May	130,000	161,500	
June	135,000	166,000	
July	199,000	177,450	
August	183,000	130,000	
September	155,000	197,500	
October	189,500	172,000	
November	123,000	158,700	
December	143,000	180,000	



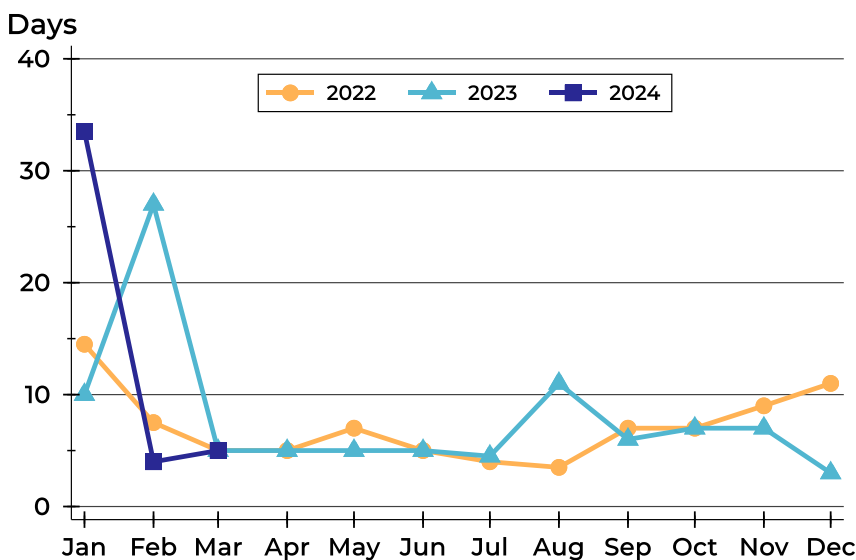
South Region Closed Listings Analysis

Average DOM



Month	2022	2023	2024
January	21	39	50
February	19	49	18
March	30	17	36
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	4
March	5	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	



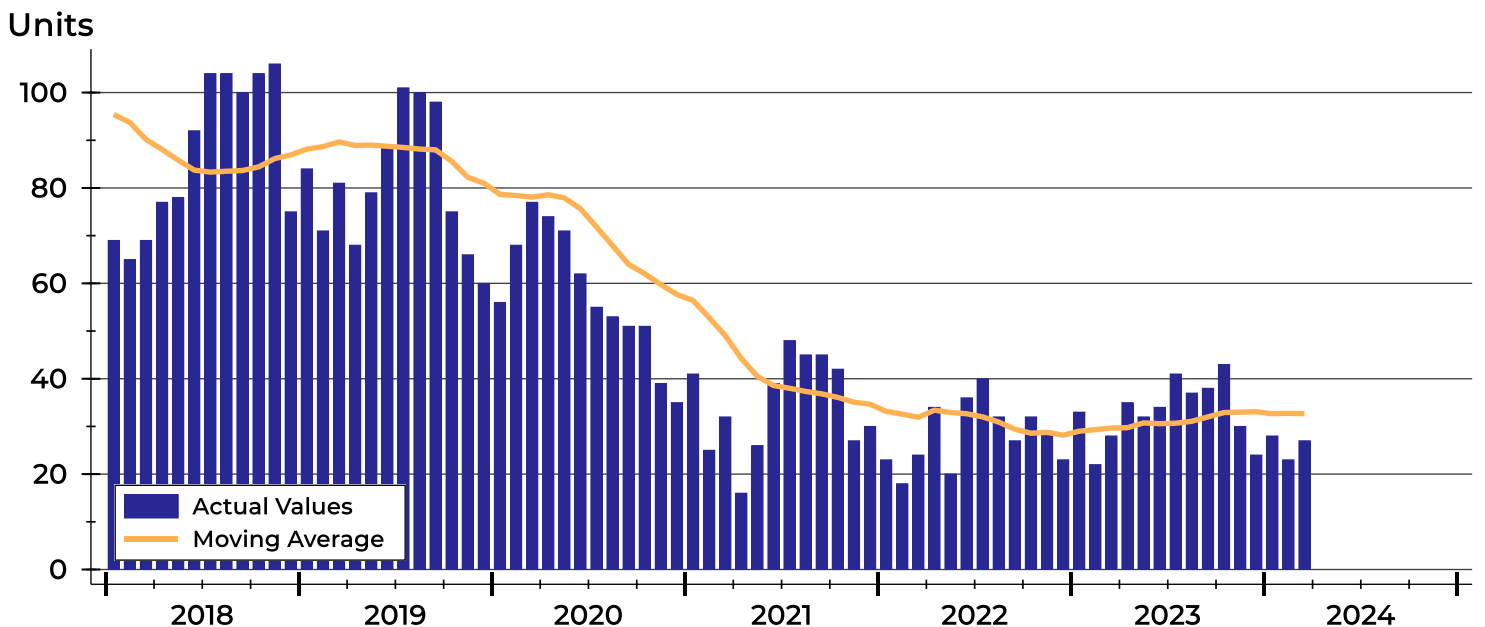
South Region Active Listings Analysis

Summary Statistics for Active Listings		2024	End of March 2023	Change
Active Listings		27	28	-3.6%
Volume (1,000s)		5,584	8,677	-35.6%
Months' Supply		0.9	0.8	12.5%
Average	List Price	206,807	309,907	-33.3%
	Days on Market	80	51	56.9%
	Percent of Original	96.1%	96.6%	-0.5%
Median	List Price	189,900	257,500	-26.3%
	Days on Market	40	32	25.0%
	Percent of Original	100.0%	98.9%	1.1%

A total of 27 homes were available for sale in South Region at the end of March. This represents a 0.9 months' supply of active listings.

The median list price of homes on the market at the end of March was \$189,900, down 26.3% from 2023. The typical time on market for active listings was 40 days, up from 32 days a year earlier.

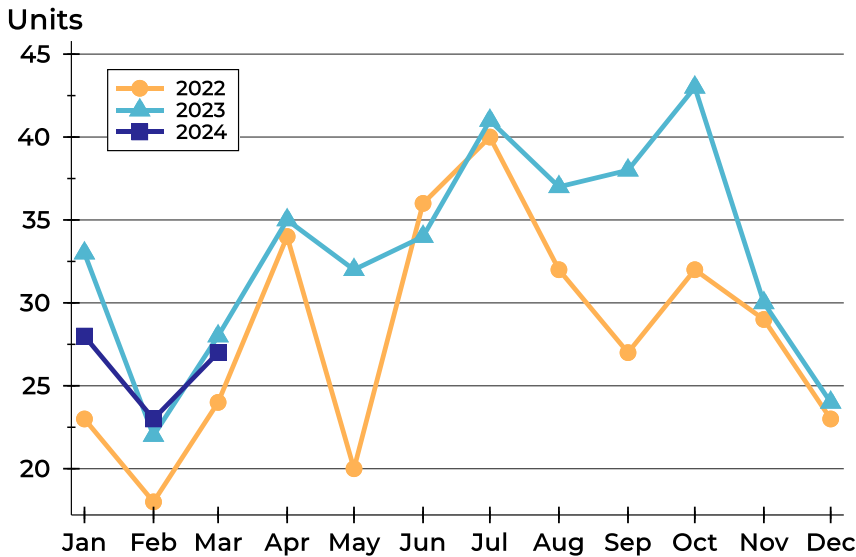
History of Active Listings





South Region Active Listings Analysis

Active Listings by Month



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

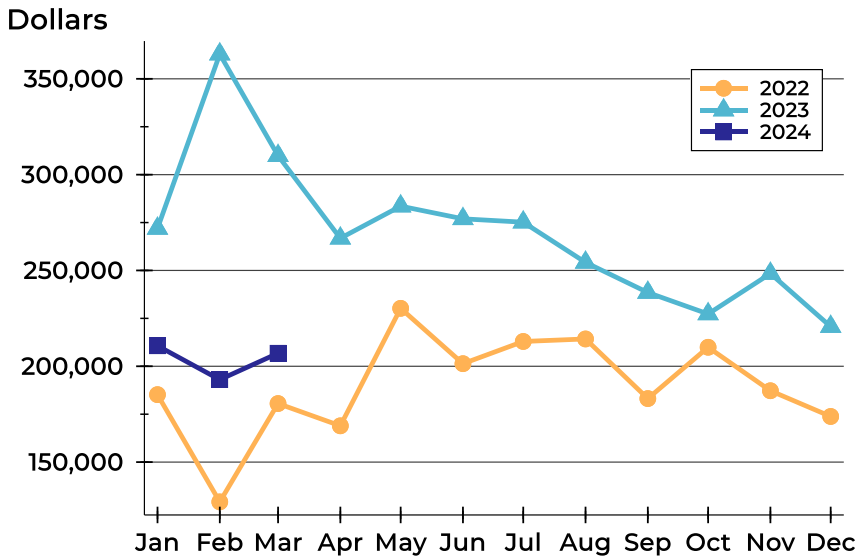
Active Listings by Price Range

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	1	3.7%	0.9	35,000	35,000	219	219	87.7%	87.7%
\$50,000-\$99,999	3	11.1%	0.9	60,967	60,000	74	28	93.2%	100.0%
\$100,000-\$124,999	2	7.4%	0.6	114,450	114,450	94	94	95.5%	95.5%
\$125,000-\$149,999	2	7.4%	0.5	132,450	132,450	9	9	100.0%	100.0%
\$150,000-\$174,999	3	11.1%	0.9	161,667	167,500	169	209	100.0%	100.0%
\$175,000-\$199,999	3	11.1%	1.2	186,567	184,900	20	11	97.5%	100.0%
\$200,000-\$249,999	5	18.5%	1.0	231,740	229,900	90	49	95.3%	100.0%
\$250,000-\$299,999	5	18.5%	2.4	270,780	269,000	53	42	94.1%	100.0%
\$300,000-\$399,999	2	7.4%	0.6	349,950	349,950	25	25	100.0%	100.0%
\$400,000-\$499,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$500,000-\$749,999	1	3.7%	N/A	614,900	614,900	173	173	97.6%	97.6%
\$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



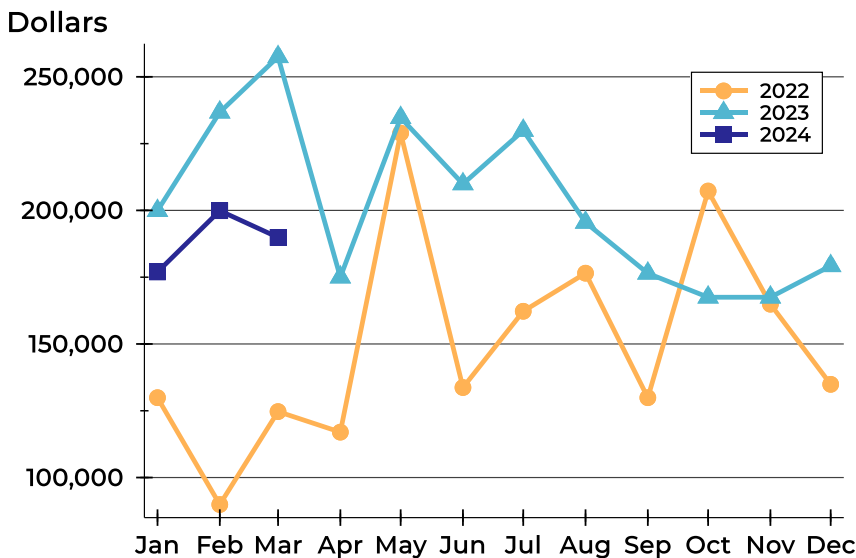
South Region Active Listings Analysis

Average Price



Month	2022	2023	2024
January	185,204	271,926	210,704
February	129,250	362,877	193,028
March	180,565	309,907	206,807
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

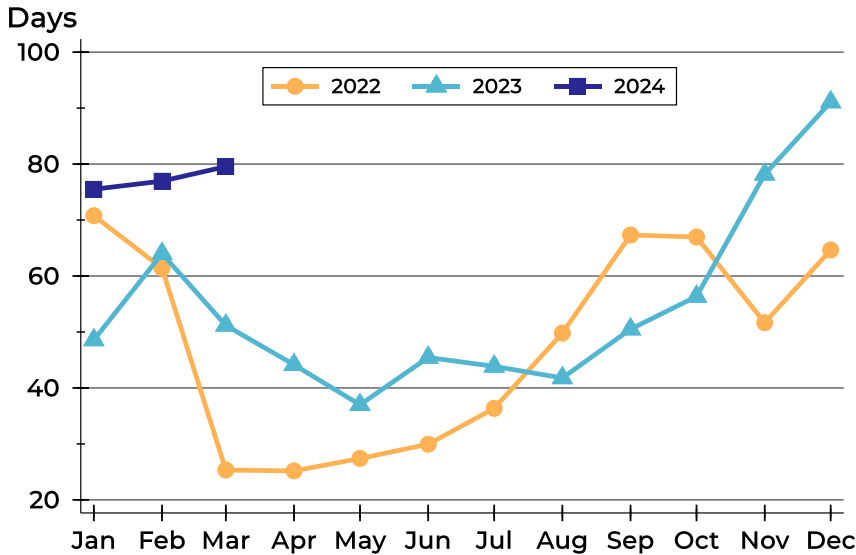


Month	2022	2023	2024
January	129,900	199,900	176,950
February	89,900	236,750	199,900
March	124,700	257,500	189,900
April	117,000	175,000	
May	228,950	234,700	
June	133,700	209,900	
July	162,250	229,900	
August	176,500	195,500	
September	129,900	176,450	
October	207,250	167,500	
November	164,900	167,500	
December	134,900	179,250	



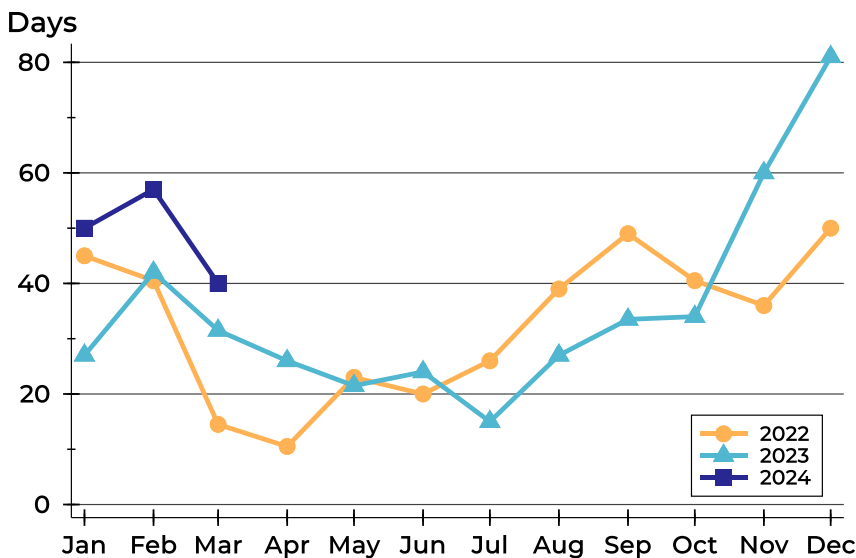
South Region Active Listings Analysis

Average DOM



Month	2022	2023	2024
January	71	49	76
February	61	64	77
March	25	51	80
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



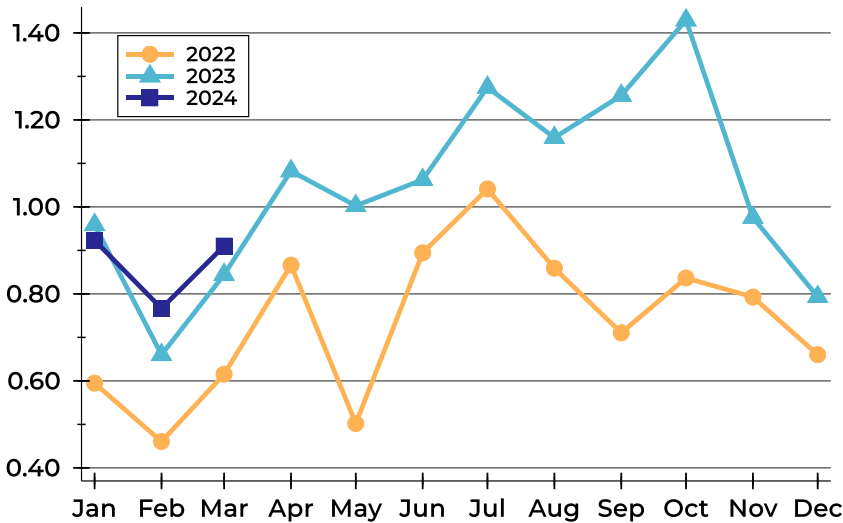
Month	2022	2023	2024
January	45	27	50
February	41	42	57
March	15	32	40
April	11	26	
May	23	22	
June	20	24	
July	26	15	
August	39	27	
September	49	34	
October	41	34	
November	36	60	
December	50	81	



South Region Months' Supply Analysis

Months' Supply by Month

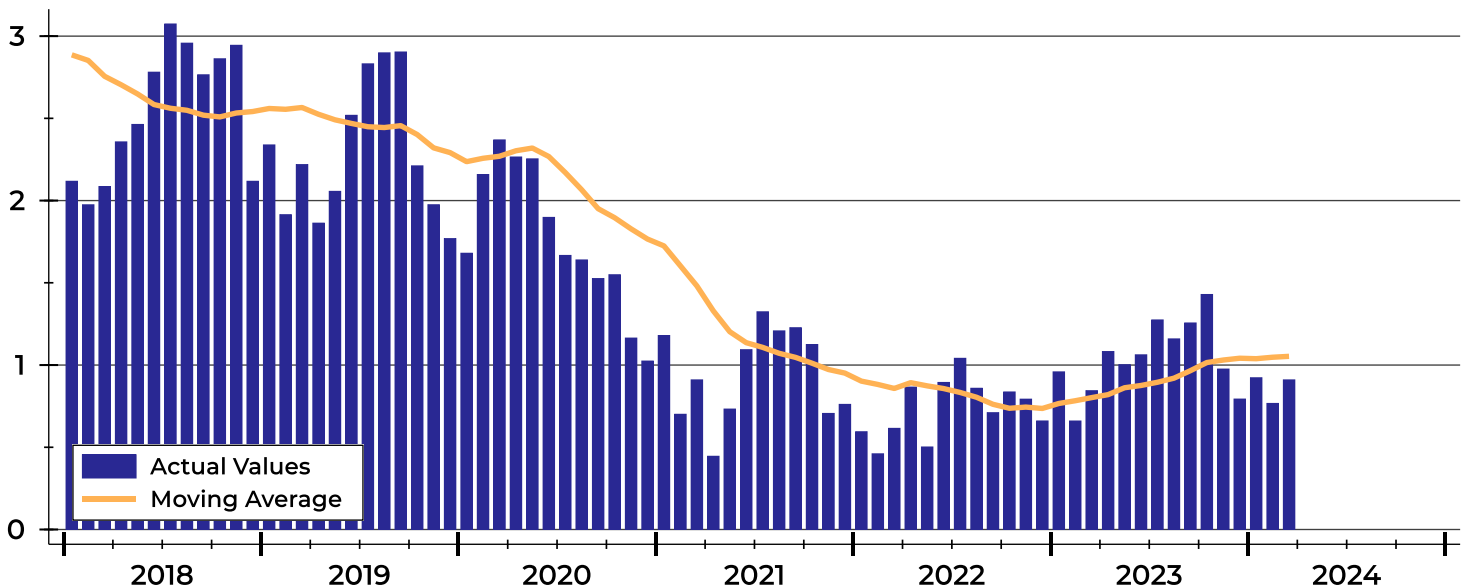
Months



Month	2022	2023	2024
January	0.6	1.0	0.9
February	0.5	0.7	0.8
March	0.6	0.8	0.9
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

Months





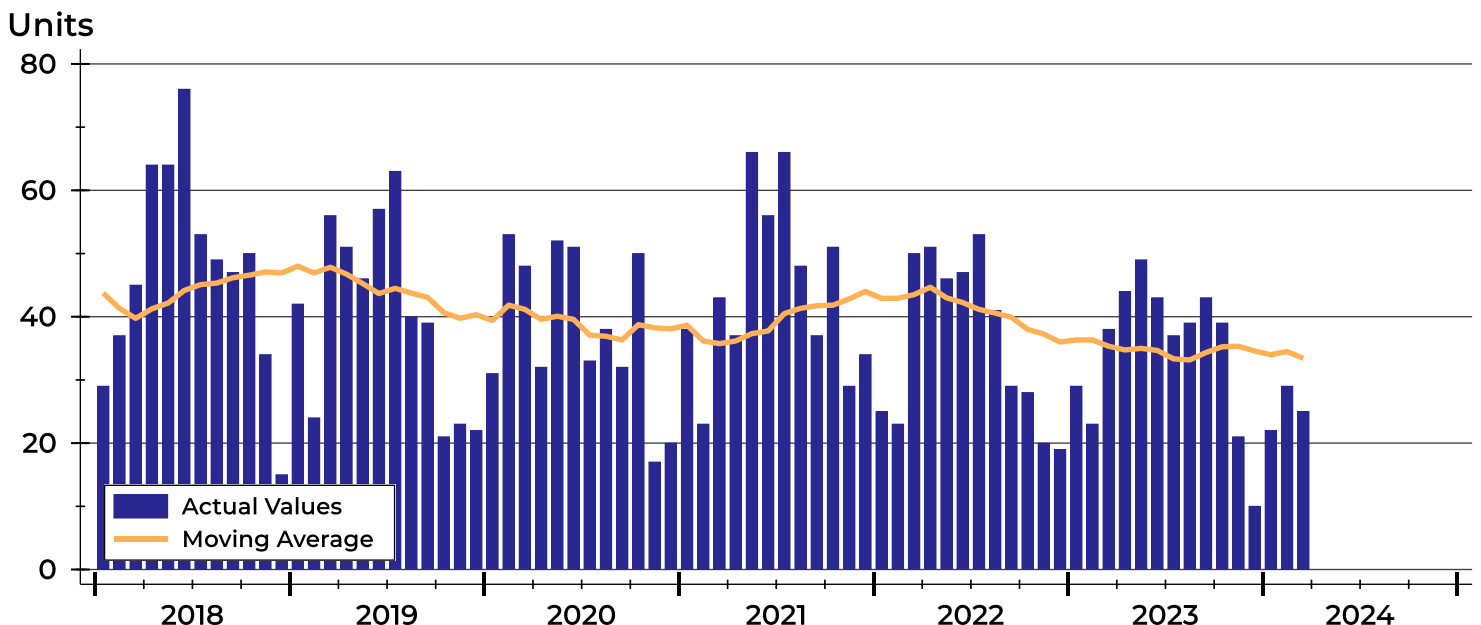
South Region New Listings Analysis

Summary Statistics for New Listings		2024	March 2023	Change
Current Month	New Listings	25	38	-34.2%
	Volume (1,000s)	4,223	6,562	-35.6%
	Average List Price	168,924	172,682	-2.2%
	Median List Price	169,900	169,900	0.0%
Year-to-Date	New Listings	76	90	-15.6%
	Volume (1,000s)	15,145	19,035	-20.4%
	Average List Price	199,270	211,502	-5.8%
	Median List Price	177,400	175,500	1.1%

A total of 25 new listings were added in South Region during March, down 34.2% from the same month in 2023. Year-to-date South Region has seen 76 new listings.

The median list price of these homes was \$169,900 showing no change from 2023.

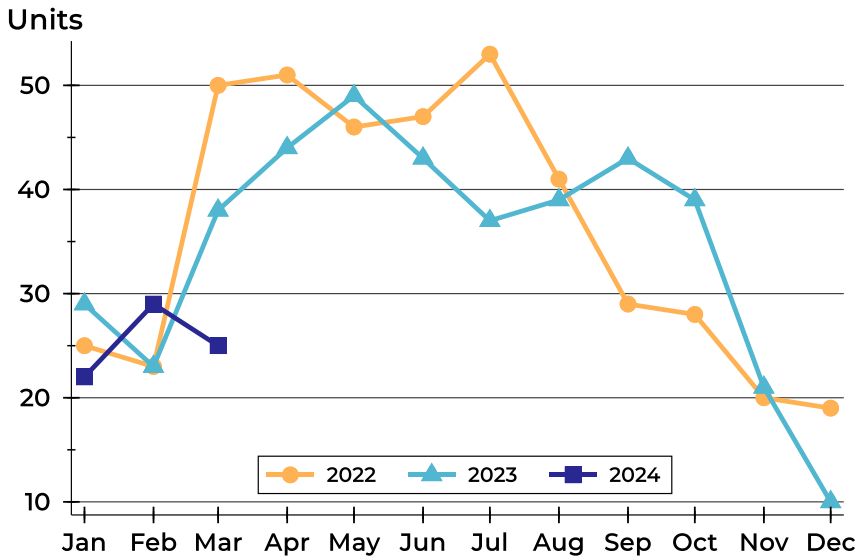
History of New Listings





South Region New Listings Analysis

New Listings by Month



Month	2022	2023	2024
January	25	29	22
February	23	23	29
March	50	38	25
April	51	44	
May	46	49	
June	47	43	
July	53	37	
August	41	39	
September	29	43	
October	28	39	
November	20	21	
December	19	10	

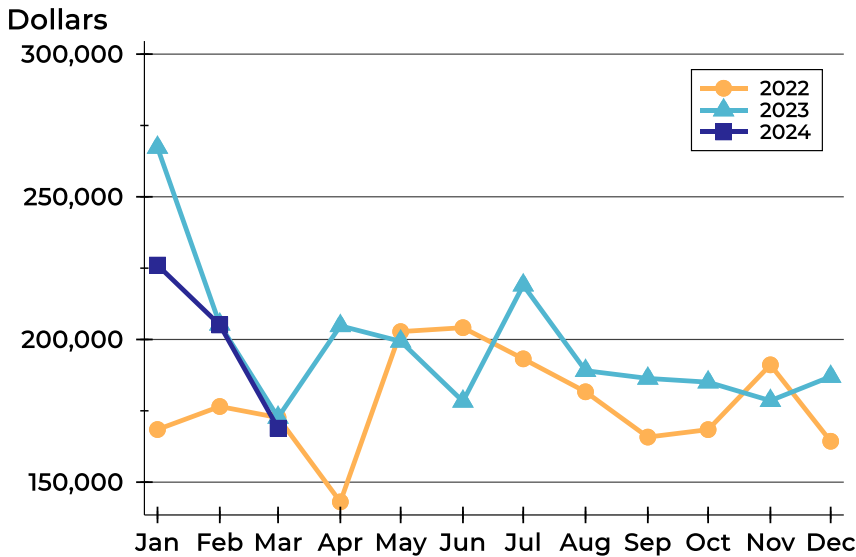
New Listings by Price Range

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	5	20.0%	77,460	79,900	14	6	95.3%	100.0%
\$100,000-\$124,999	2	8.0%	118,200	118,200	14	14	100.0%	100.0%
\$125,000-\$149,999	4	16.0%	140,325	140,950	8	8	100.0%	100.0%
\$150,000-\$174,999	3	12.0%	164,933	169,900	3	3	102.8%	100.0%
\$175,000-\$199,999	5	20.0%	185,940	184,900	6	8	100.0%	100.0%
\$200,000-\$249,999	3	12.0%	223,233	229,900	9	10	99.2%	100.0%
\$250,000-\$299,999	2	8.0%	272,000	272,000	34	34	100.0%	100.0%
\$300,000-\$399,999	1	4.0%	399,900	399,900	23	23	100.0%	100.0%
\$400,000-\$499,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$500,000-\$749,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$750,000-\$999,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



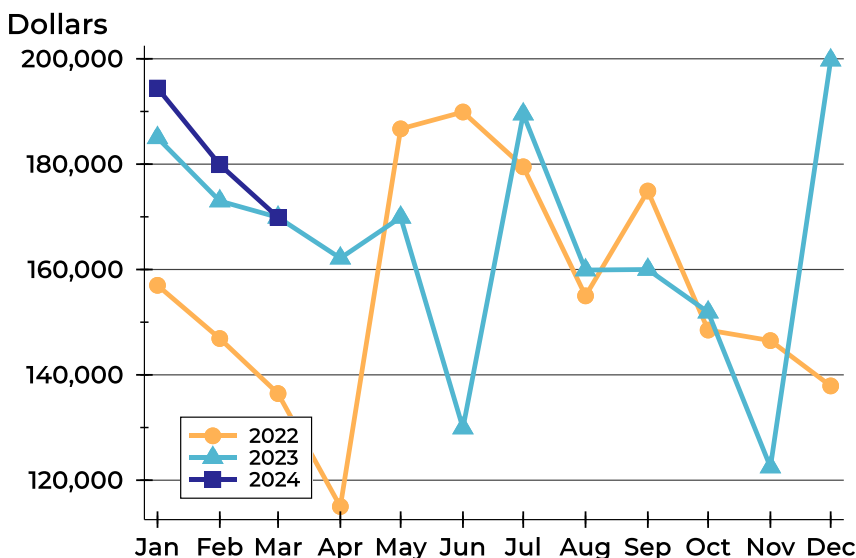
South Region New Listings Analysis

Average Price



Month	2022	2023	2024
January	168,444	267,281	226,082
February	176,520	205,309	205,090
March	172,639	172,682	168,924
April	143,091	204,777	
May	202,759	199,347	
June	204,147	178,316	
July	193,221	219,032	
August	181,672	189,077	
September	165,793	186,359	
October	168,418	185,043	
November	191,115	178,557	
December	164,337	187,000	

Median Price



Month	2022	2023	2024
January	157,000	185,000	194,450
February	146,900	173,000	179,900
March	136,450	169,900	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	



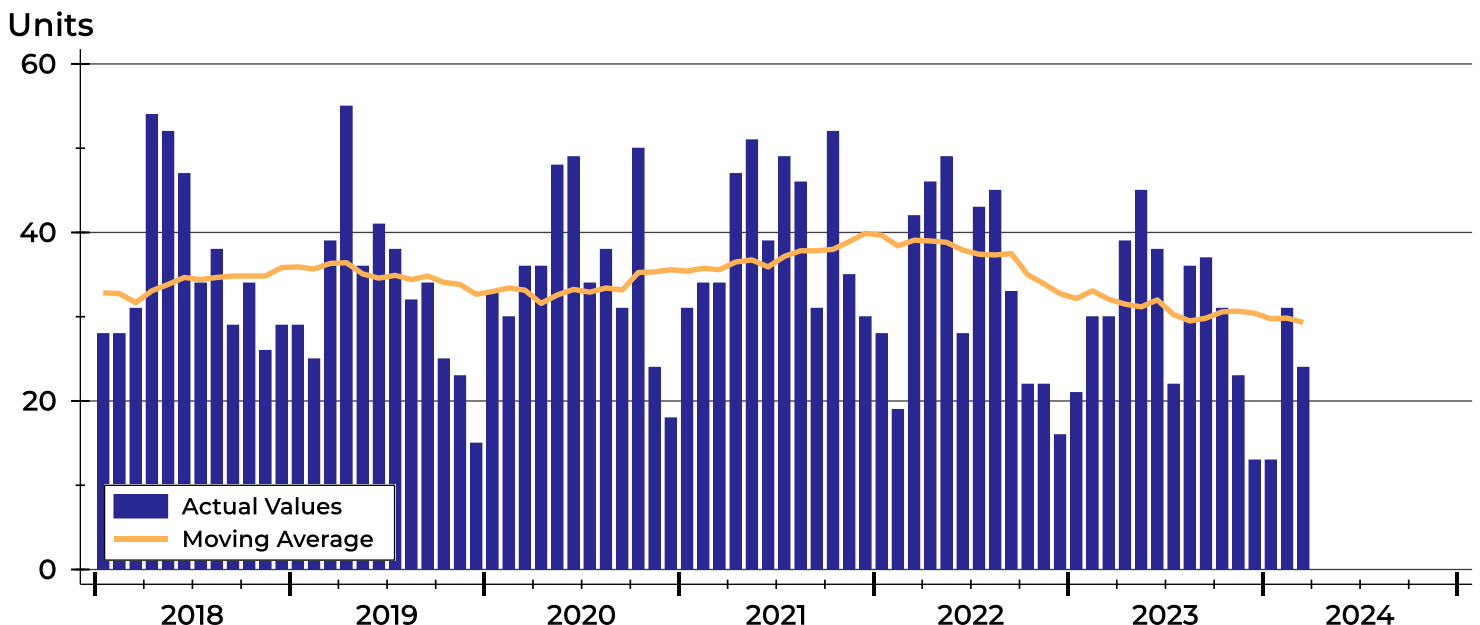
South Region Contracts Written Analysis

Summary Statistics for Contracts Written		2024	March 2023	Change	2024	Year-to-Date 2023	Change
Contracts Written		24	30	-20.0%	68	81	-16.0%
Volume (1,000s)		3,922	5,068	-22.6%	12,900	14,201	-9.2%
Average	Sale Price	163,429	168,947	-3.3%	189,701	175,315	8.2%
	Days on Market	23	19	21.1%	24	24	0.0%
	Percent of Original	97.0%	98.4%	-1.4%	97.6%	97.4%	0.2%
Median	Sale Price	172,400	175,500	-1.8%	169,900	169,900	0.0%
	Days on Market	8	4	100.0%	8	5	60.0%
	Percent of Original	100.0%	99.4%	0.6%	100.0%	98.8%	1.2%

A total of 24 contracts for sale were written in South Region during the month of March, down from 30 in 2023. The median list price of these homes was \$172,400, down from \$175,500 the prior year.

Half of the homes that went under contract in March were on the market less than 8 days, compared to 4 days in March 2023.

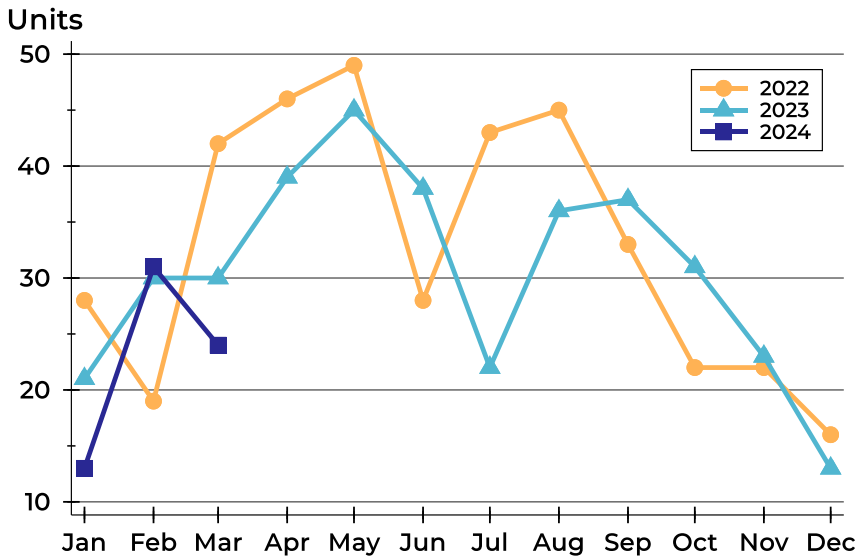
History of Contracts Written





South Region Contracts Written Analysis

Contracts Written by Month



Month	2022	2023	2024
January	28	21	13
February	19	30	31
March	42	30	24
April	46	39	
May	49	45	
June	28	38	
July	43	22	
August	45	36	
September	33	37	
October	22	31	
November	22	23	
December	16	13	

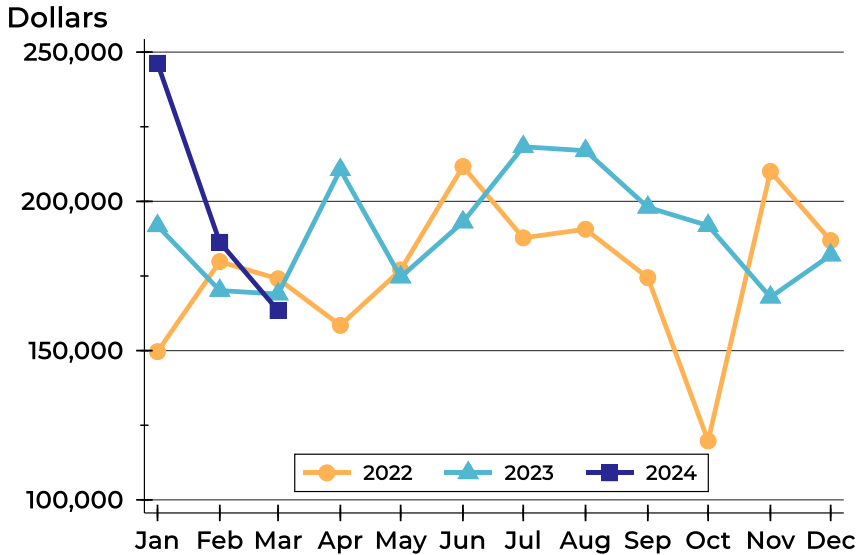
Contracts Written by Price Range

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	2	8.3%	34,450	34,450	63	63	71.2%	71.2%
\$50,000-\$99,999	4	16.7%	85,850	84,450	7	4	99.2%	100.0%
\$100,000-\$124,999	1	4.2%	116,500	116,500	2	2	100.0%	100.0%
\$125,000-\$149,999	3	12.5%	142,100	146,900	6	7	100.0%	100.0%
\$150,000-\$174,999	3	12.5%	164,933	169,900	3	3	102.8%	100.0%
\$175,000-\$199,999	5	20.8%	186,940	189,900	9	8	99.0%	100.0%
\$200,000-\$249,999	4	16.7%	220,725	212,950	45	51	99.2%	99.6%
\$250,000-\$299,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$300,000-\$399,999	2	8.3%	327,400	327,400	71	71	94.8%	94.8%
\$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



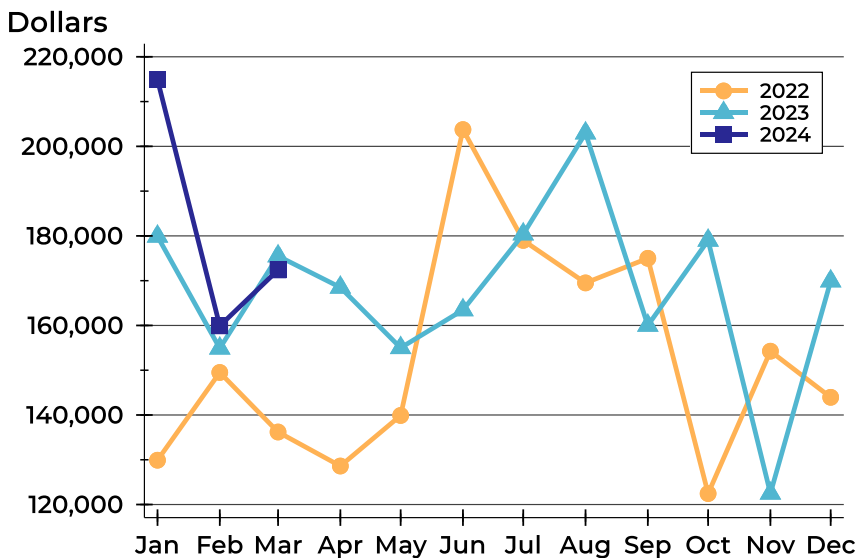
South Region Contracts Written Analysis

Average Price



Month	2022	2023	2024
January	149,650	191,810	246,292
February	179,816	170,138	186,310
March	174,064	168,947	163,429
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

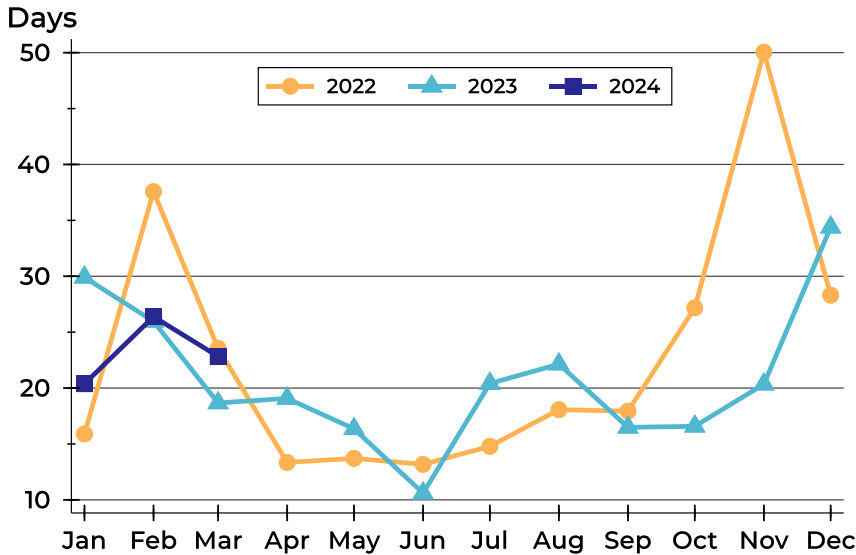


Month	2022	2023	2024
January	129,900	179,900	214,900
February	149,500	154,900	159,900
March	136,200	175,500	172,400
April	128,600	168,500	
May	139,900	155,000	
June	203,750	163,450	
July	179,000	180,400	
August	169,500	202,950	
September	175,000	160,000	
October	122,450	179,000	
November	154,250	122,500	
December	143,950	169,900	



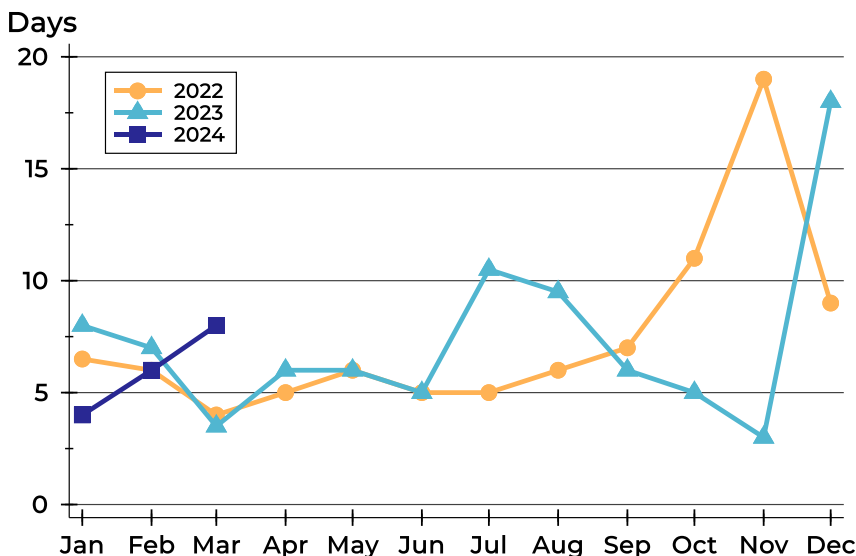
South Region Contracts Written Analysis

Average DOM



Month	2022	2023	2024
January	16	30	20
February	38	26	26
March	24	19	23
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	4
February	6	7	6
March	4	4	8
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	



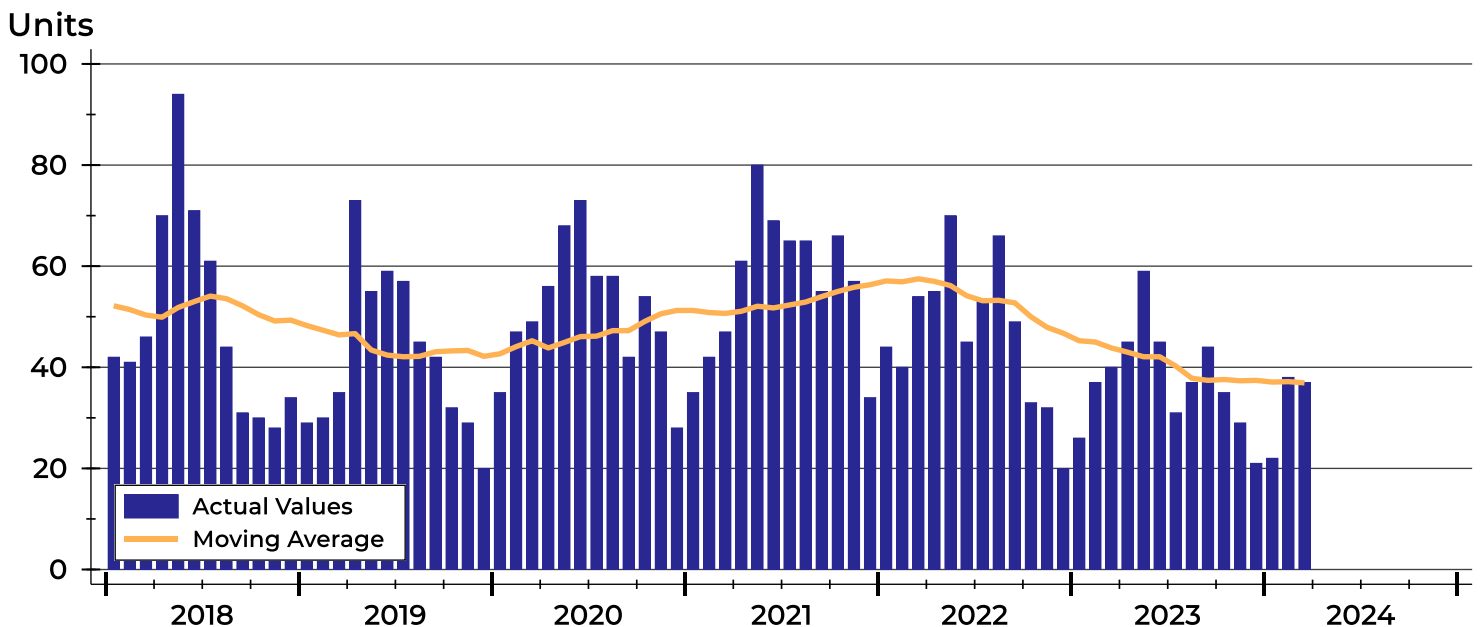
South Region Pending Contracts Analysis

Summary Statistics for Pending Contracts		2024	End of March 2023	Change
Pending Contracts		37	40	-7.5%
Volume (1,000s)		6,794	7,468	-9.0%
Average	List Price	183,632	186,702	-1.6%
	Days on Market	23	18	27.8%
	Percent of Original	98.1%	98.6%	-0.5%
Median	List Price	151,900	172,950	-12.2%
	Days on Market	9	5	80.0%
	Percent of Original	100.0%	100.0%	0.0%

A total of 37 listings in South Region had contracts pending at the end of March, down from 40 contracts pending at the end of March 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.

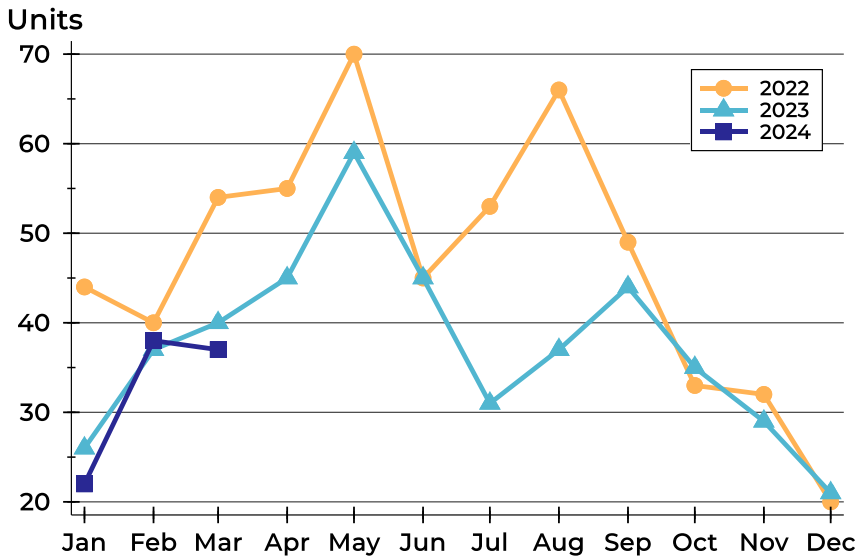
History of Pending Contracts





South Region Pending Contracts Analysis

Pending Contracts by Month



Month	2022	2023	2024
January	44	26	22
February	40	37	38
March	54	40	37
April	55	45	
May	70	59	
June	45	45	
July	53	31	
August	66	37	
September	49	44	
October	33	35	
November	32	29	
December	20	21	

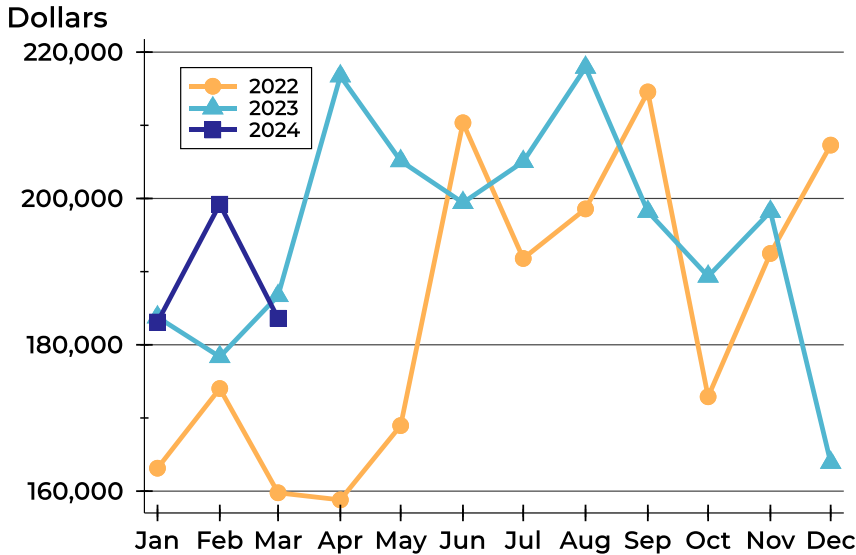
Pending Contracts by Price Range

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	2.7%	39,000	39,000	101	101	48.8%	48.8%
\$50,000-\$99,999	8	21.6%	80,338	79,450	18	3	99.9%	100.0%
\$100,000-\$124,999	3	8.1%	115,000	116,500	12	7	100.0%	100.0%
\$125,000-\$149,999	6	16.2%	141,850	145,950	5	6	100.0%	100.0%
\$150,000-\$174,999	3	8.1%	165,567	169,900	42	5	102.9%	100.0%
\$175,000-\$199,999	4	10.8%	186,200	184,950	9	6	98.7%	100.0%
\$200,000-\$249,999	6	16.2%	223,817	220,500	46	50	97.1%	99.0%
\$250,000-\$299,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$300,000-\$399,999	4	10.8%	354,075	347,200	15	10	98.9%	99.3%
\$400,000-\$499,999	2	5.4%	457,950	457,950	15	15	99.5%	99.5%
\$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



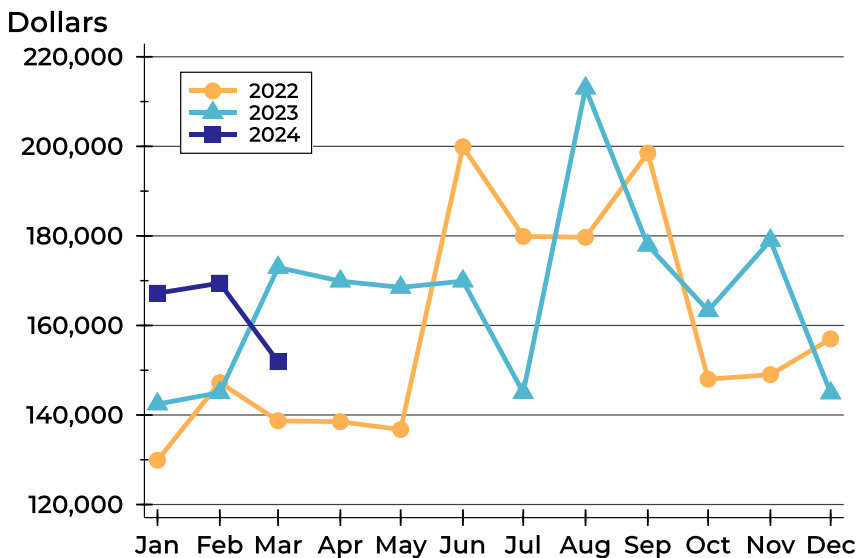
South Region Pending Contracts Analysis

Average Price



Month	2022	2023	2024
January	163,136	183,785	183,114
February	174,028	178,362	199,218
March	159,775	186,702	183,632
April	158,806	216,731	
May	168,963	205,136	
June	210,347	199,416	
July	191,798	205,029	
August	198,574	217,905	
September	214,564	198,211	
October	172,898	189,350	
November	192,484	198,207	
December	207,295	163,905	

Median Price

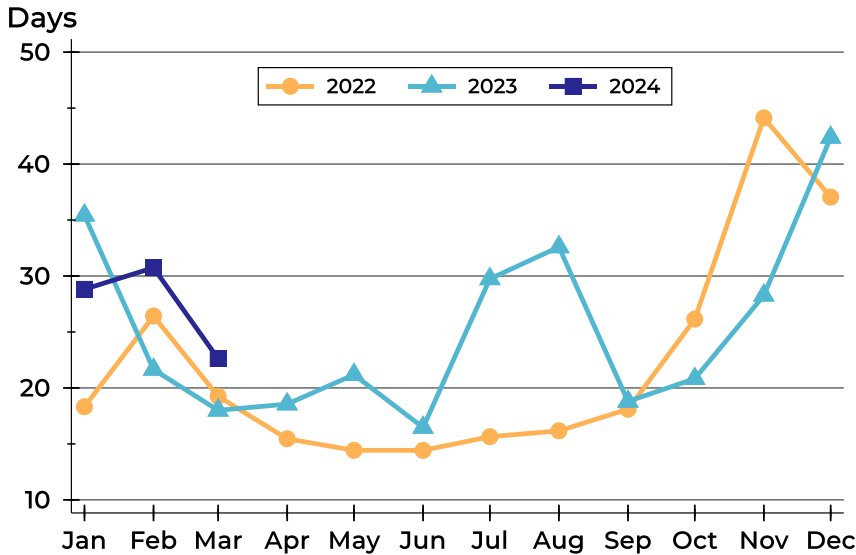


Month	2022	2023	2024
January	129,900	142,450	167,200
February	147,250	145,000	169,450
March	138,700	172,950	151,900
April	138,500	169,900	
May	136,750	168,500	
June	199,900	169,900	
July	179,900	145,000	
August	179,700	213,000	
September	198,500	177,900	
October	148,000	163,300	
November	149,000	179,000	
December	157,000	144,900	



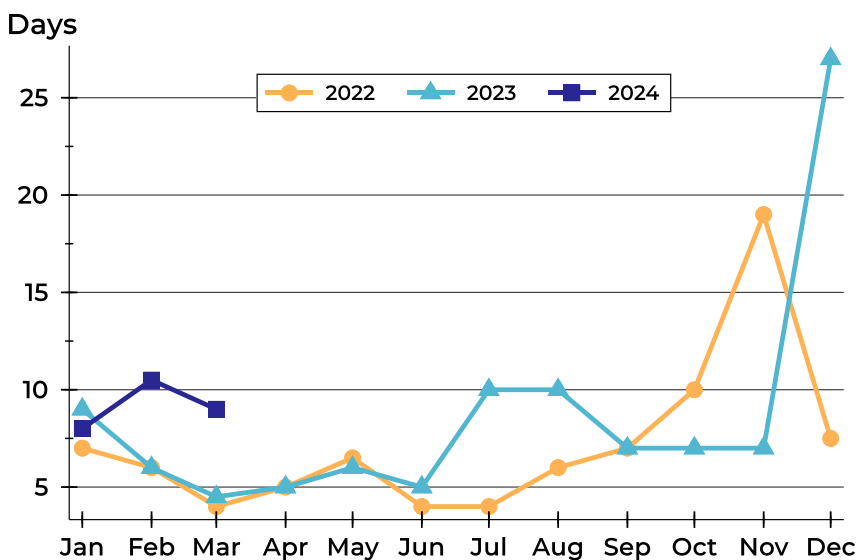
South Region Pending Contracts Analysis

Average DOM



Month	2022	2023	2024
January	18	35	29
February	26	22	31
March	19	18	23
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	8
February	6	6	11
March	4	5	9
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	