



SUNFLOWER
ASSOCIATION OF REALTORS®, INC.

June 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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**June
2024**

Sunflower MLS Statistics



Central Region Housing Report



Market Overview

Central Region Home Sales Fell in June

Total home sales in Central Region fell last month to 231 units, compared to 260 units in June 2023. Total sales volume was \$57.1 million, down from a year earlier.

The median sale price in June was \$220,000, up from \$202,750 a year earlier. Homes that sold in June were typically on the market for 4 days and sold for 100.0% of their list prices.

Central Region Active Listings Up at End of June

The total number of active listings in Central Region at the end of June was 222 units, up from 177 at the same point in 2023. This represents a 1.1 months' supply of homes available for sale. The median list price of homes on the market at the end of June was \$239,700.

During June, a total of 220 contracts were written down from 225 in June 2023. At the end of the month, there were 245 contracts still pending.

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**June
2024**

Sunflower MLS Statistics



Central Region Summary Statistics

| June MLS Statistics Three-year History | | Current Month | | | Year-to-Date | | |
|---|------------------------------|----------------|----------------|----------------|----------------|----------------|----------------|
| | | 2024 | 2023 | 2022 | 2024 | 2023 | 2022 |
| Home Sales | | 231 | 260 | 274 | 1,194 | 1,162 | 1,297 |
| Change from prior year | | -11.2% | -5.1% | -8.1% | 2.8% | -10.4% | -5.0% |
| Active Listings | | 222 | 177 | 166 | N/A | N/A | N/A |
| Change from prior year | | 25.4% | 6.6% | 0.6% | | | |
| Months' Supply | | 1.1 | 0.8 | 0.7 | N/A | N/A | N/A |
| Change from prior year | | 37.5% | 14.3% | 0.0% | | | |
| New Listings | | 245 | 274 | 318 | 1,439 | 1,358 | 1,533 |
| Change from prior year | | -10.6% | -13.8% | -15.6% | 6.0% | -11.4% | -8.6% |
| Contracts Written | | 220 | 225 | 281 | 1,281 | 1,263 | 1,422 |
| Change from prior year | | -2.2% | -19.9% | -5.1% | 1.4% | -11.2% | -6.9% |
| Pending Contracts | | 245 | 227 | 291 | N/A | N/A | N/A |
| Change from prior year | | 7.9% | -22.0% | -19.4% | | | |
| Sales Volume (1,000s) | | 57,144 | 58,697 | 60,283 | 262,457 | 234,204 | 256,655 |
| Change from prior year | | -2.6% | -2.6% | 7.4% | 12.1% | -8.7% | 6.2% |
| Average | Sale Price | 247,377 | 225,758 | 220,010 | 219,814 | 201,552 | 197,884 |
| | Change from prior year | 9.6% | 2.6% | 16.8% | 9.1% | 1.9% | 11.7% |
| | List Price of Actives | 277,986 | 364,083 | 240,087 | N/A | N/A | N/A |
| | Change from prior year | -23.6% | 51.6% | 5.8% | | | |
| | Days on Market | 21 | 11 | 9 | 23 | 18 | 13 |
| Change from prior year | 90.9% | 22.2% | -30.8% | 27.8% | 38.5% | -13.3% | |
| Percent of List | 99.9% | 100.5% | 102.3% | 99.2% | 100.1% | 101.4% | |
| Change from prior year | -0.6% | -1.8% | 0.5% | -0.9% | -1.3% | 0.7% | |
| Percent of Original | 98.7% | 99.7% | 101.4% | 97.7% | 98.7% | 100.4% | |
| Change from prior year | -1.0% | -1.7% | 0.1% | -1.0% | -1.7% | 0.3% | |
| Median | Sale Price | 220,000 | 202,750 | 200,000 | 190,000 | 175,000 | 166,000 |
| | Change from prior year | 8.5% | 1.4% | 19.3% | 8.6% | 5.4% | 7.0% |
| | List Price of Actives | 239,700 | 299,999 | 195,150 | N/A | N/A | N/A |
| | Change from prior year | -20.1% | 53.7% | 46.8% | | | |
| | Days on Market | 4 | 3 | 2 | 5 | 4 | 3 |
| Change from prior year | 33.3% | 50.0% | 0.0% | 25.0% | 33.3% | 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% | -0.3% | 0.0% | 0.0% | 0.0% | |
| Percent of Original | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | |
| Change from prior year | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | |

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



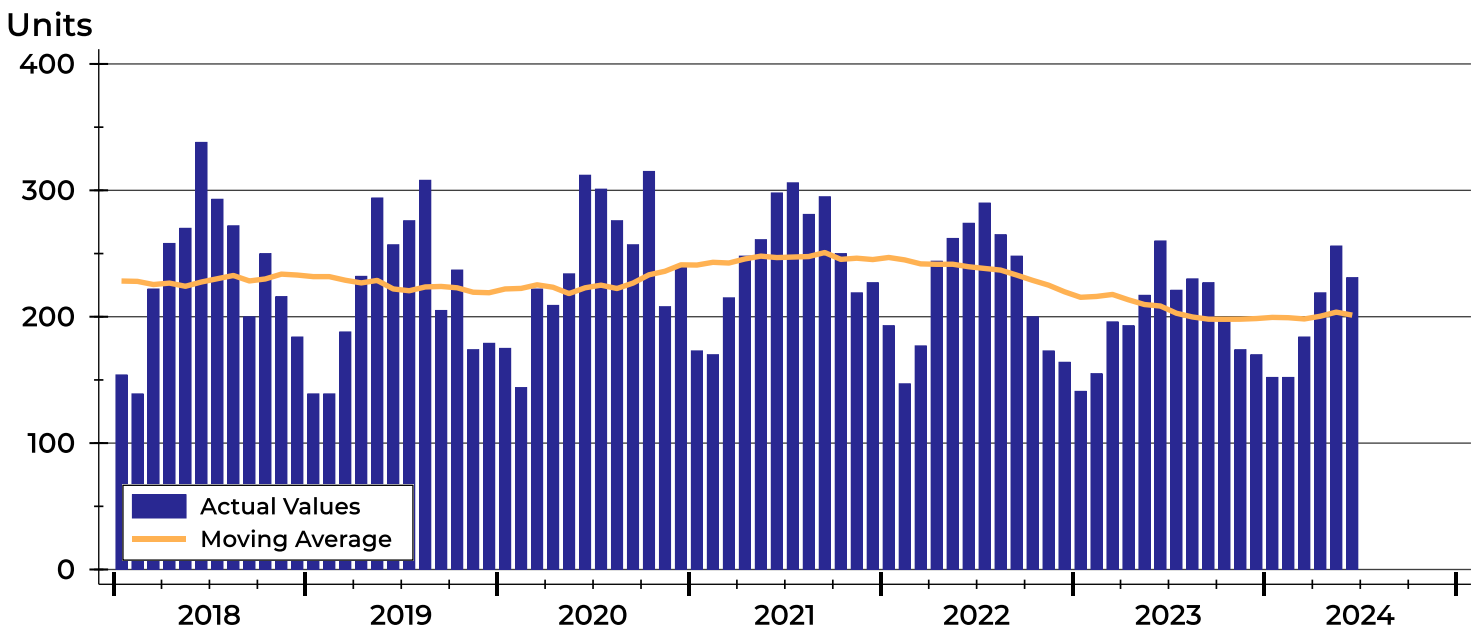
Central Region Closed Listings Analysis

| Summary Statistics for Closed Listings | | 2024 | June 2023 | Change | 2024 | Year-to-Date 2023 | Change |
|--|---------------------|---------|-----------|--------|---------|-------------------|--------|
| Closed Listings | | 231 | 260 | -11.2% | 1,194 | 1,162 | 2.8% |
| Volume (1,000s) | | 57,144 | 58,697 | -2.6% | 262,457 | 234,204 | 12.1% |
| Months' Supply | | 1.1 | 0.8 | 37.5% | N/A | N/A | N/A |
| Average | Sale Price | 247,377 | 225,758 | 9.6% | 219,814 | 201,552 | 9.1% |
| | Days on Market | 21 | 11 | 90.9% | 23 | 18 | 27.8% |
| | Percent of List | 99.9% | 100.5% | -0.6% | 99.2% | 100.1% | -0.9% |
| | Percent of Original | 98.7% | 99.7% | -1.0% | 97.7% | 98.7% | -1.0% |
| Median | Sale Price | 220,000 | 202,750 | 8.5% | 190,000 | 175,000 | 8.6% |
| | Days on Market | 4 | 3 | 33.3% | 5 | 4 | 25.0% |
| | Percent of List | 100.0% | 100.0% | 0.0% | 100.0% | 100.0% | 0.0% |
| | Percent of Original | 100.0% | 100.0% | 0.0% | 100.0% | 100.0% | 0.0% |

A total of 231 homes sold in Central Region in June, down from 260 units in June 2023. Total sales volume fell to \$57.1 million compared to \$58.7 million in the previous year.

The median sales price in June was \$220,000, up 8.5% compared to the prior year. Median days on market was 4 days, up from 3 days in May, and up from 3 in June 2023.

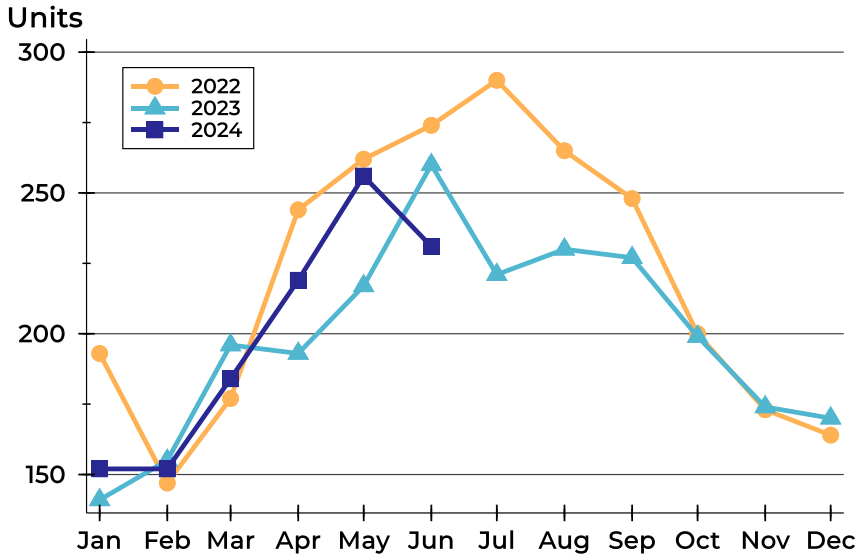
History of Closed Listings





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 | 219 |
| May | 262 | 217 | 256 |
| June | 274 | 260 | 231 |
| July | 290 | 221 | |
| August | 265 | 230 | |
| September | 248 | 227 | |
| October | 200 | 199 | |
| November | 173 | 174 | |
| December | 164 | 170 | |

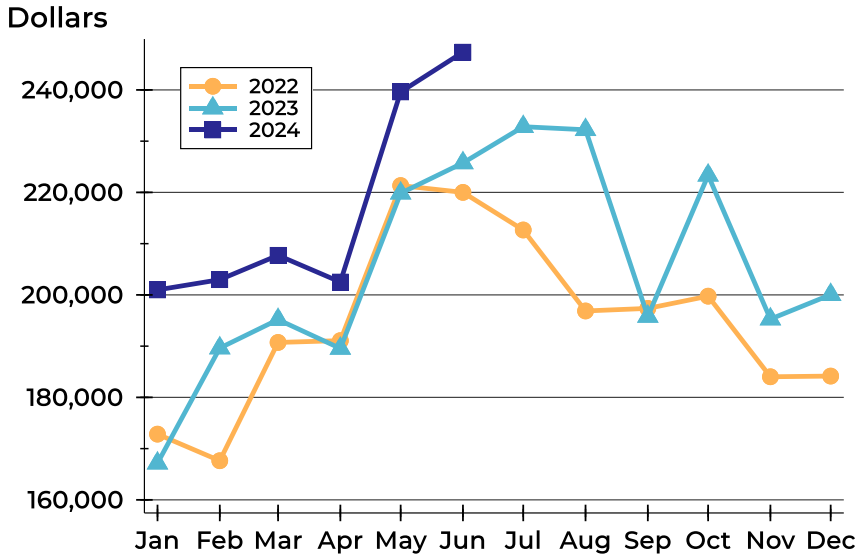
Closed Listings by Price Range

| 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 | 2 | 0.9% | 0.6 | 15,000 | 15,000 | 42 | 42 | 97.2% | 97.2% | 86.8% | 86.8% |
| \$25,000-\$49,999 | 2 | 0.9% | 0.8 | 32,500 | 32,500 | 1 | 1 | 86.4% | 86.4% | 86.4% | 86.4% |
| \$50,000-\$99,999 | 26 | 11.3% | 0.8 | 80,667 | 84,000 | 11 | 4 | 97.5% | 100.0% | 96.2% | 99.1% |
| \$100,000-\$124,999 | 12 | 5.2% | 0.8 | 112,117 | 113,750 | 22 | 7 | 98.1% | 100.0% | 97.4% | 100.0% |
| \$125,000-\$149,999 | 11 | 4.8% | 0.9 | 137,186 | 140,000 | 15 | 8 | 101.7% | 100.0% | 99.0% | 98.2% |
| \$150,000-\$174,999 | 28 | 12.1% | 0.7 | 162,649 | 163,575 | 14 | 4 | 102.0% | 100.0% | 101.5% | 100.0% |
| \$175,000-\$199,999 | 21 | 9.1% | 0.9 | 184,540 | 185,000 | 30 | 4 | 100.3% | 100.0% | 99.0% | 100.0% |
| \$200,000-\$249,999 | 36 | 15.6% | 1.1 | 224,486 | 226,000 | 8 | 3 | 100.7% | 100.0% | 100.3% | 100.0% |
| \$250,000-\$299,999 | 27 | 11.7% | 0.9 | 273,644 | 278,500 | 16 | 4 | 100.3% | 100.0% | 99.4% | 100.0% |
| \$300,000-\$399,999 | 36 | 15.6% | 1.6 | 349,019 | 343,750 | 21 | 7 | 100.2% | 100.0% | 99.3% | 100.0% |
| \$400,000-\$499,999 | 17 | 7.4% | 2.2 | 443,115 | 444,800 | 51 | 5 | 99.2% | 100.0% | 98.3% | 98.9% |
| \$500,000-\$749,999 | 12 | 5.2% | 2.3 | 566,676 | 555,000 | 46 | 7 | 99.8% | 100.0% | 98.0% | 100.0% |
| \$750,000-\$999,999 | 0 | 0.0% | 6.9 | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A |
| \$1,000,000 and up | 1 | 0.4% | 2.4 | 1,300,000 | 1,300,000 | 238 | 238 | 86.7% | 86.7% | 47.3% | 47.3% |



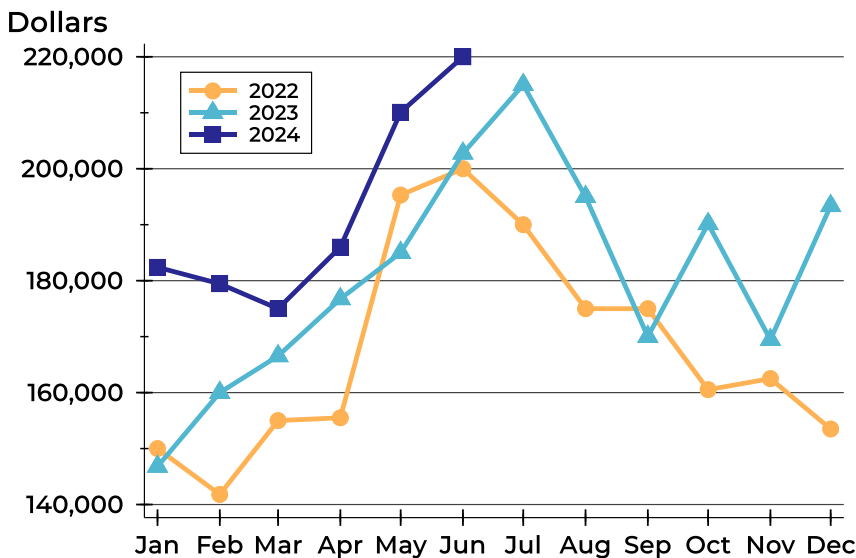
Central Region Closed Listings Analysis

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 | 202,514 |
| May | 221,340 | 219,842 | 239,612 |
| June | 220,010 | 225,758 | 247,377 |
| 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

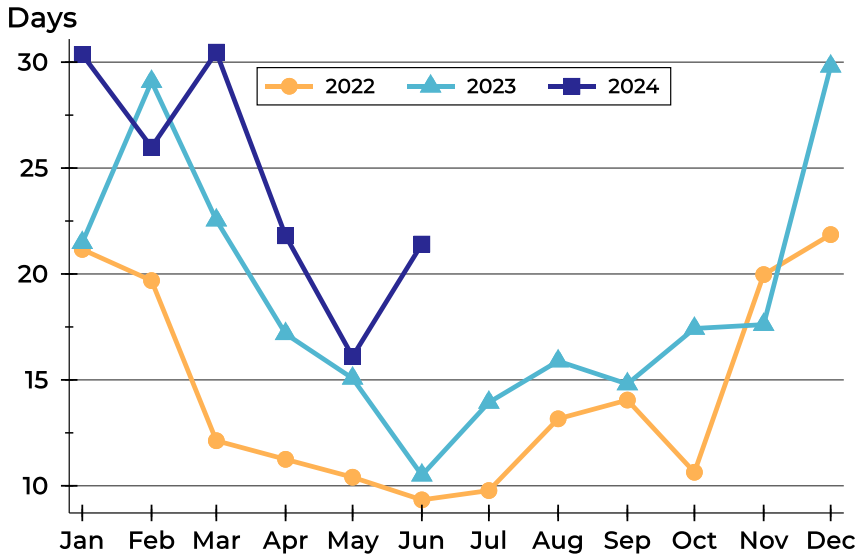


| Month | 2022 | 2023 | 2024 |
|-----------|---------|---------|----------------|
| January | 150,000 | 146,800 | 182,400 |
| February | 141,800 | 160,000 | 179,450 |
| March | 155,000 | 166,550 | 175,000 |
| April | 155,500 | 176,750 | 186,000 |
| May | 195,300 | 185,000 | 210,100 |
| June | 200,000 | 202,750 | 220,000 |
| 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 | |



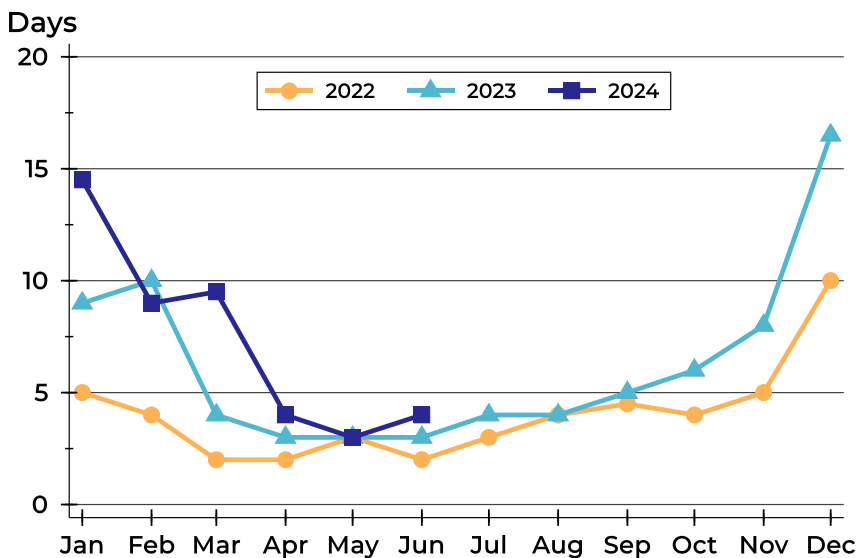
Central Region Closed Listings Analysis

Average DOM



| Month | 2022 | 2023 | 2024 |
|-----------|------|------|-----------|
| January | 21 | 21 | 30 |
| February | 20 | 29 | 26 |
| March | 12 | 23 | 30 |
| April | 11 | 17 | 22 |
| May | 10 | 15 | 16 |
| June | 9 | 11 | 21 |
| 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 | 4 |
| May | 3 | 3 | 3 |
| June | 2 | 3 | 4 |
| July | 3 | 4 | |
| August | 4 | 4 | |
| September | 5 | 5 | |
| October | 4 | 6 | |
| November | 5 | 8 | |
| December | 10 | 17 | |



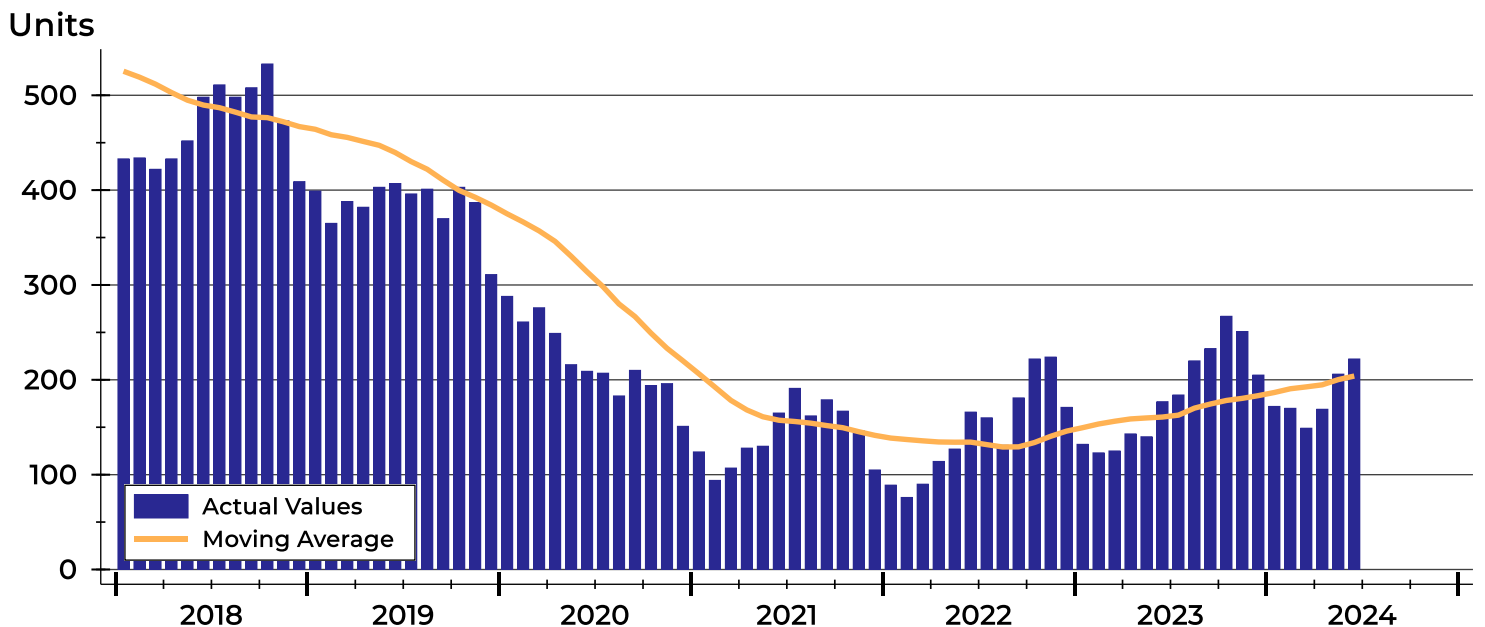
Central Region Active Listings Analysis

| Summary Statistics for Active Listings | | 2024 | End of June 2023 | Change |
|--|---------------------|---------|------------------|--------|
| Active Listings | | 222 | 177 | 25.4% |
| Volume (1,000s) | | 61,713 | 64,443 | -4.2% |
| Months' Supply | | 1.1 | 0.8 | 37.5% |
| Average | List Price | 277,986 | 364,083 | -23.6% |
| | Days on Market | 41 | 47 | -12.8% |
| | Percent of Original | 97.2% | 98.0% | -0.8% |
| Median | List Price | 239,700 | 299,999 | -20.1% |
| | Days on Market | 28 | 22 | 27.3% |
| | Percent of Original | 100.0% | 100.0% | 0.0% |

A total of 222 homes were available for sale in Central Region at the end of June. This represents a 1.1 months' supply of active listings.

The median list price of homes on the market at the end of June was \$239,700, down 20.1% from 2023. The typical time on market for active listings was 28 days, up from 22 days a year earlier.

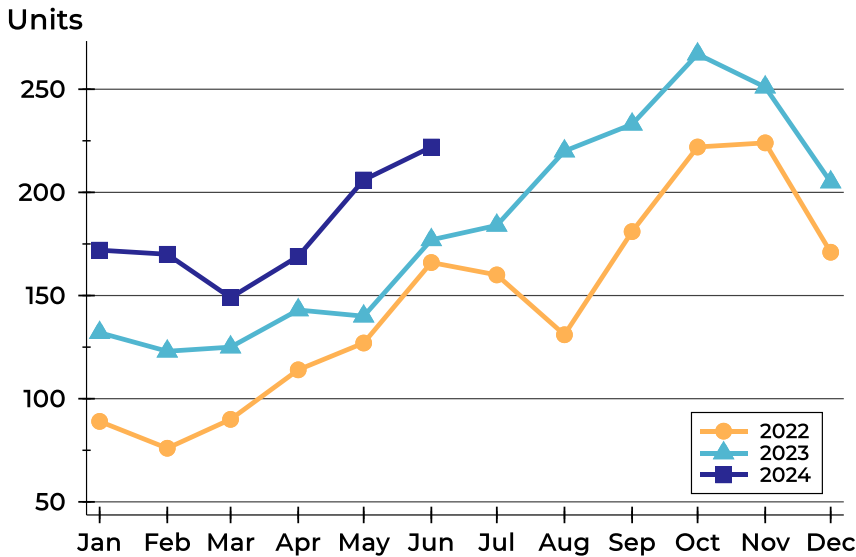
History of Active Listings





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 | 169 |
| May | 127 | 140 | 206 |
| June | 166 | 177 | 222 |
| July | 160 | 184 | |
| August | 131 | 220 | |
| September | 181 | 233 | |
| October | 222 | 267 | |
| November | 224 | 251 | |
| December | 171 | 205 | |

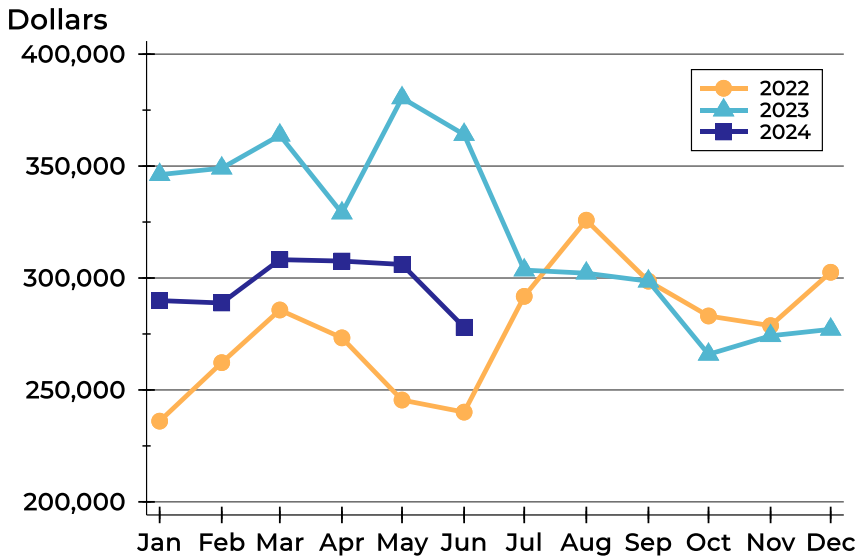
Active Listings by Price Range

| 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 | 0.5% | 0.6 | 24,900 | 24,900 | 12 | 12 | 100.0% | 100.0% |
| \$25,000-\$49,999 | 6 | 2.7% | 0.8 | 38,955 | 38,914 | 49 | 33 | 97.8% | 100.0% |
| \$50,000-\$99,999 | 22 | 9.9% | 0.8 | 73,525 | 71,250 | 29 | 23 | 97.8% | 100.0% |
| \$100,000-\$124,999 | 11 | 5.0% | 0.8 | 113,764 | 115,000 | 38 | 43 | 95.5% | 95.8% |
| \$125,000-\$149,999 | 16 | 7.2% | 0.9 | 135,666 | 134,975 | 31 | 29 | 98.4% | 100.0% |
| \$150,000-\$174,999 | 13 | 5.9% | 0.7 | 161,295 | 155,000 | 42 | 39 | 96.7% | 96.9% |
| \$175,000-\$199,999 | 17 | 7.7% | 0.9 | 189,018 | 189,000 | 31 | 17 | 98.4% | 100.0% |
| \$200,000-\$249,999 | 33 | 14.9% | 1.1 | 228,886 | 230,000 | 27 | 13 | 96.9% | 100.0% |
| \$250,000-\$299,999 | 22 | 9.9% | 0.9 | 278,540 | 275,000 | 40 | 31 | 96.4% | 97.9% |
| \$300,000-\$399,999 | 39 | 17.6% | 1.6 | 350,027 | 340,000 | 41 | 27 | 97.6% | 100.0% |
| \$400,000-\$499,999 | 21 | 9.5% | 2.2 | 448,808 | 445,000 | 53 | 40 | 97.6% | 100.0% |
| \$500,000-\$749,999 | 16 | 7.2% | 2.3 | 576,470 | 547,457 | 85 | 43 | 96.4% | 99.0% |
| \$750,000-\$999,999 | 4 | 1.8% | 6.9 | 874,713 | 849,975 | 54 | 63 | 90.0% | 91.5% |
| \$1,000,000 and up | 1 | 0.5% | 2.4 | 1,625,000 | 1,625,000 | 35 | 35 | 100.0% | 100.0% |



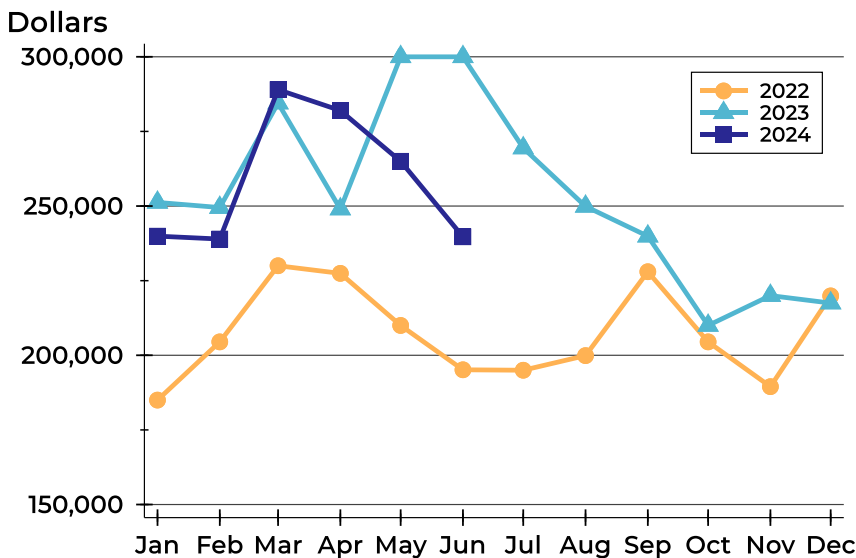
Central Region Active Listings Analysis

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 | 307,575 |
| May | 245,494 | 380,449 | 306,059 |
| June | 240,087 | 364,083 | 277,986 |
| 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

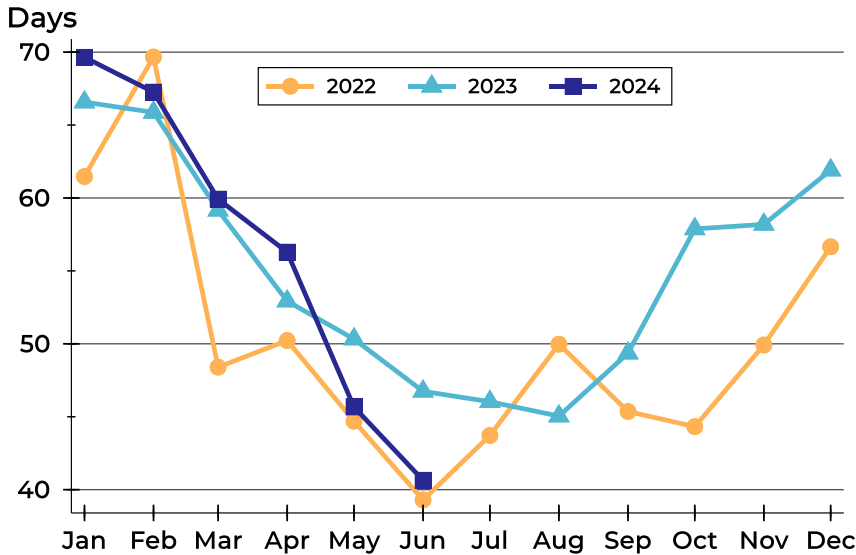


| Month | 2022 | 2023 | 2024 |
|-----------|---------|---------|----------------|
| January | 185,000 | 251,225 | 239,925 |
| February | 204,500 | 249,500 | 238,950 |
| March | 230,000 | 284,500 | 289,000 |
| April | 227,450 | 249,000 | 282,000 |
| May | 210,000 | 300,000 | 265,000 |
| June | 195,150 | 299,999 | 239,700 |
| 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 | |



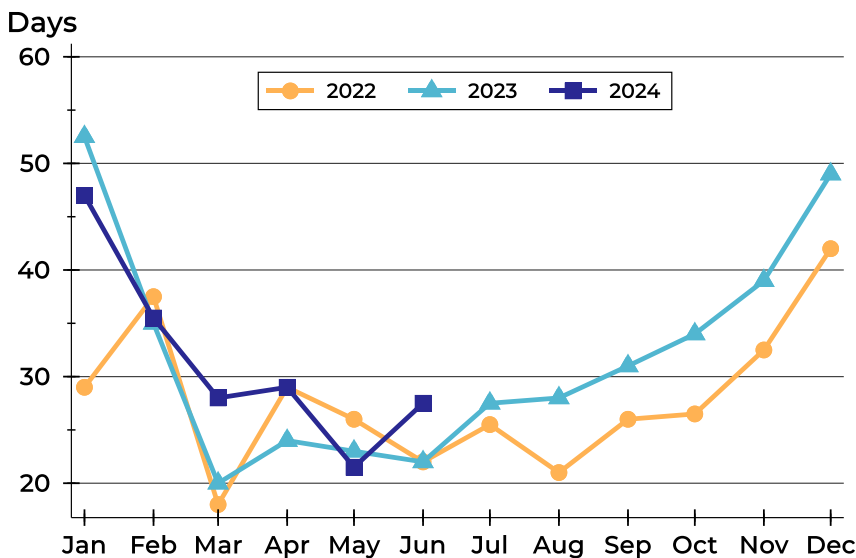
Central Region Active Listings Analysis

Average DOM



| Month | 2022 | 2023 | 2024 |
|-----------|------|------|-----------|
| January | 61 | 67 | 70 |
| February | 70 | 66 | 67 |
| March | 48 | 59 | 60 |
| April | 50 | 53 | 56 |
| May | 45 | 50 | 46 |
| June | 39 | 47 | 41 |
| July | 44 | 46 | |
| August | 50 | 45 | |
| September | 45 | 49 | |
| October | 44 | 58 | |
| November | 50 | 58 | |
| December | 57 | 62 | |

Median DOM

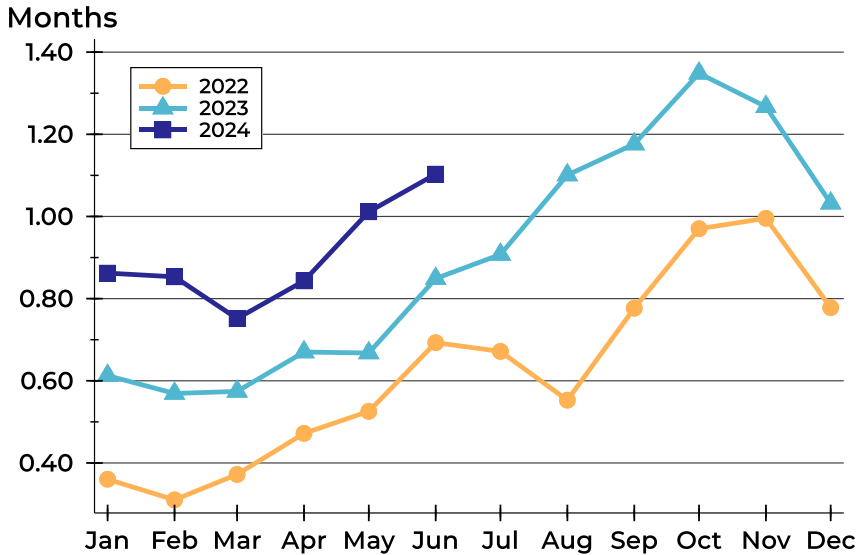


| Month | 2022 | 2023 | 2024 |
|-----------|------|------|-----------|
| January | 29 | 53 | 47 |
| February | 38 | 35 | 36 |
| March | 18 | 20 | 28 |
| April | 29 | 24 | 29 |
| May | 26 | 23 | 22 |
| June | 22 | 22 | 28 |
| July | 26 | 28 | |
| August | 21 | 28 | |
| September | 26 | 31 | |
| October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



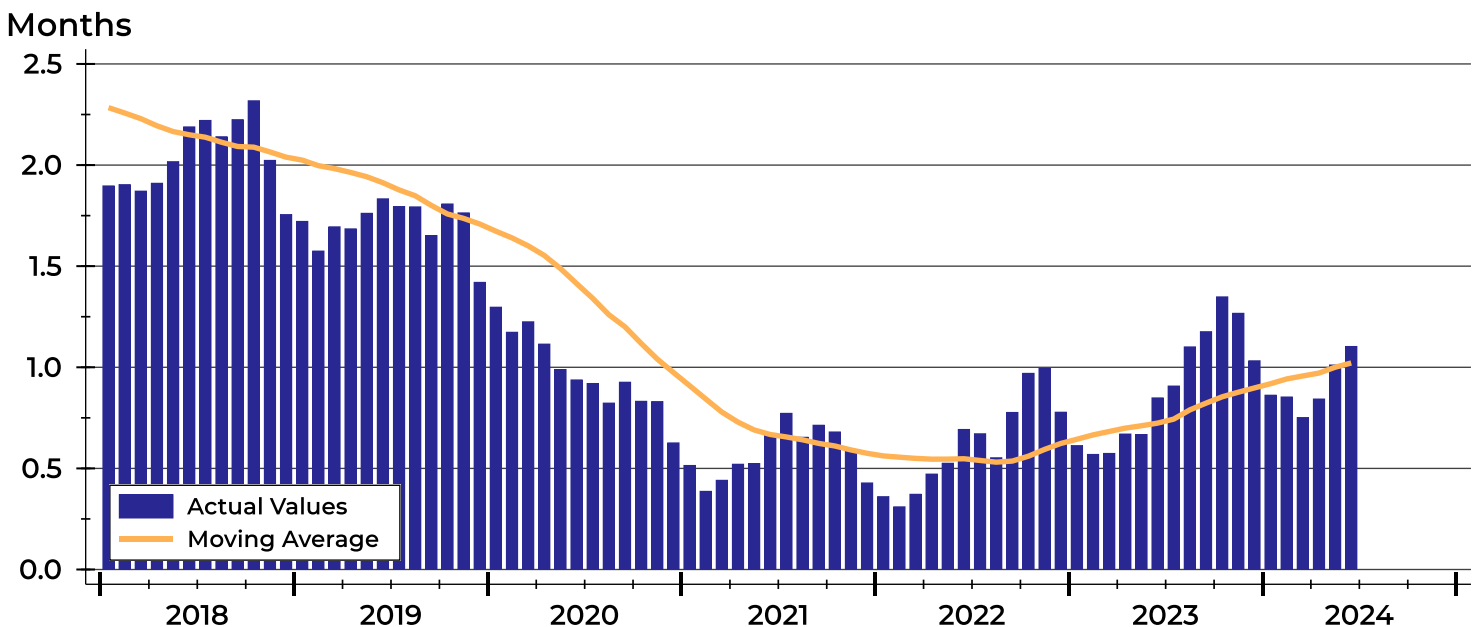
Central Region Months' Supply Analysis

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 | 0.8 |
| May | 0.5 | 0.7 | 1.0 |
| June | 0.7 | 0.8 | 1.1 |
| 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





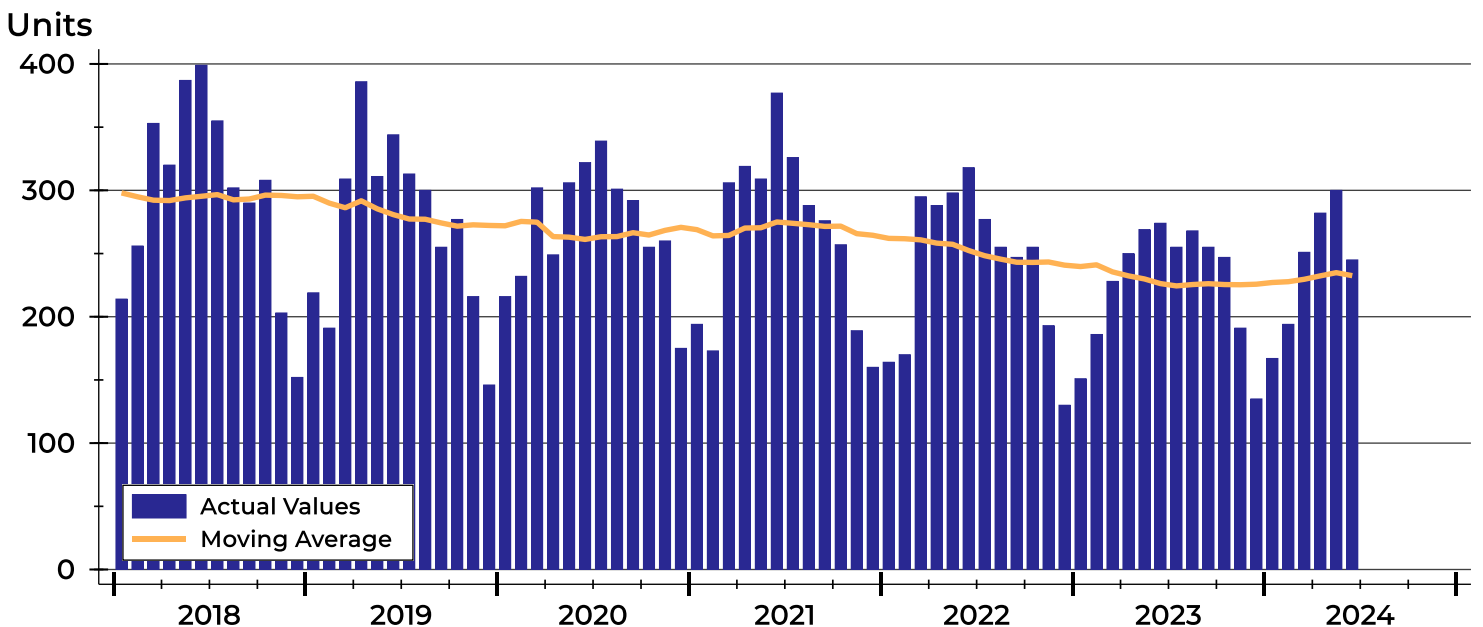
Central Region New Listings Analysis

| Summary Statistics for New Listings | | 2024 | June 2023 | Change |
|-------------------------------------|--------------------|----------------|-----------|--------|
| Current Month | New Listings | 245 | 274 | -10.6% |
| | Volume (1,000s) | 54,289 | 68,011 | -20.2% |
| | Average List Price | 221,589 | 248,214 | -10.7% |
| | Median List Price | 214,950 | 225,000 | -4.5% |
| Year-to-Date | New Listings | 1,439 | 1,358 | 6.0% |
| | Volume (1,000s) | 333,738 | 298,227 | 11.9% |
| | Average List Price | 231,924 | 219,608 | 5.6% |
| | Median List Price | 199,900 | 185,000 | 8.1% |

A total of 245 new listings were added in Central Region during June, down 10.6% from the same month in 2023. Year-to-date Central Region has seen 1,439 new listings.

The median list price of these homes was \$214,950 down from \$225,000 in 2023.

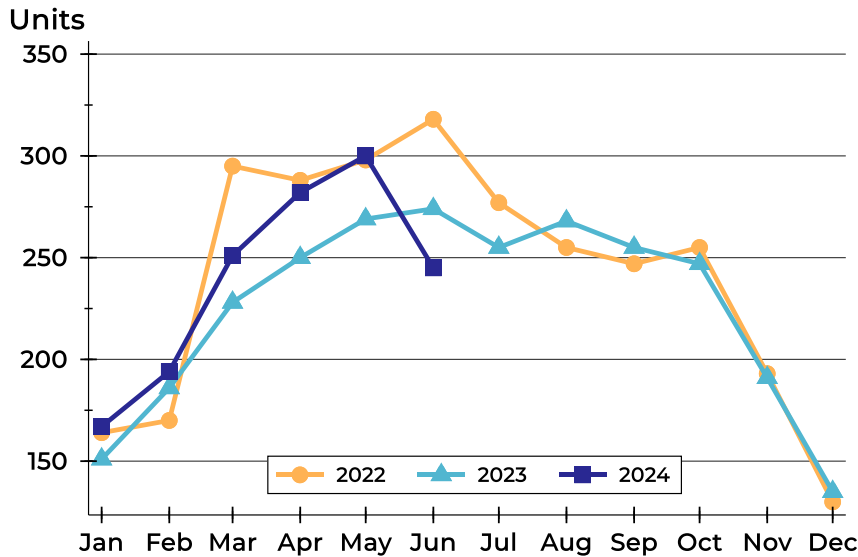
History of New Listings





Central Region New Listings Analysis

New Listings by Month



| Month | 2022 | 2023 | 2024 |
|-----------|------|------|------------|
| January | 164 | 151 | 167 |
| February | 170 | 186 | 194 |
| March | 295 | 228 | 251 |
| April | 288 | 250 | 282 |
| May | 298 | 269 | 300 |
| June | 318 | 274 | 245 |
| July | 277 | 255 | |
| August | 255 | 268 | |
| September | 247 | 255 | |
| October | 255 | 247 | |
| November | 193 | 191 | |
| December | 130 | 135 | |

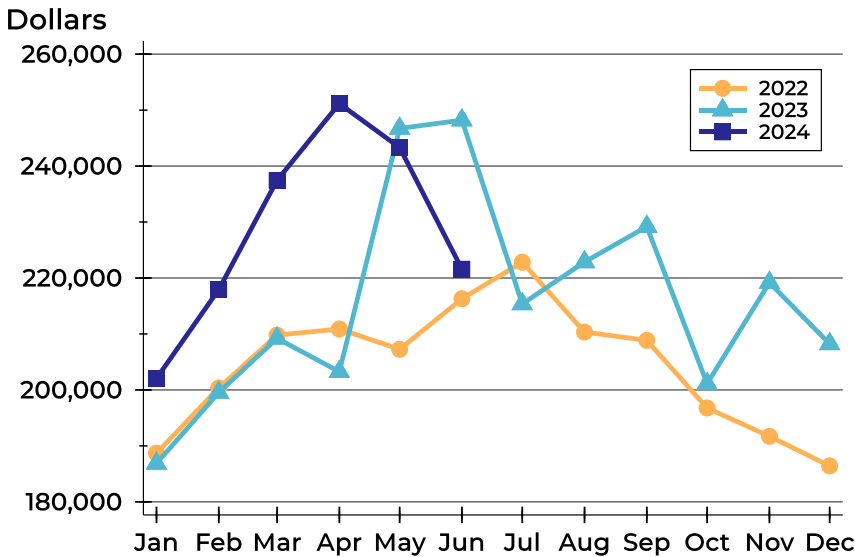
New Listings by Price Range

| 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% | 14,950 | 14,950 | 15 | 15 | 105.0% | 105.0% |
| \$25,000-\$49,999 | 4 | 1.6% | 41,932 | 41,975 | 20 | 18 | 93.4% | 93.6% |
| \$50,000-\$99,999 | 34 | 13.9% | 75,959 | 79,925 | 12 | 8 | 98.7% | 100.0% |
| \$100,000-\$124,999 | 14 | 5.7% | 111,971 | 113,700 | 13 | 9 | 95.8% | 100.0% |
| \$125,000-\$149,999 | 23 | 9.4% | 136,257 | 135,000 | 6 | 4 | 101.4% | 100.0% |
| \$150,000-\$174,999 | 15 | 6.1% | 162,956 | 164,900 | 9 | 3 | 99.8% | 100.0% |
| \$175,000-\$199,999 | 23 | 9.4% | 184,802 | 185,000 | 9 | 7 | 99.9% | 100.0% |
| \$200,000-\$249,999 | 46 | 18.8% | 228,959 | 230,000 | 10 | 8 | 99.1% | 100.0% |
| \$250,000-\$299,999 | 35 | 14.3% | 278,519 | 279,900 | 10 | 4 | 99.4% | 100.0% |
| \$300,000-\$399,999 | 30 | 12.2% | 344,619 | 339,450 | 15 | 12 | 99.3% | 100.0% |
| \$400,000-\$499,999 | 12 | 4.9% | 446,175 | 451,250 | 16 | 15 | 98.9% | 100.0% |
| \$500,000-\$749,999 | 6 | 2.4% | 539,969 | 532,450 | 16 | 19 | 99.2% | 100.0% |
| \$750,000-\$999,999 | 1 | 0.4% | 900,000 | 900,000 | 6 | 6 | 100.0% | 100.0% |
| \$1,000,000 and up | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A |



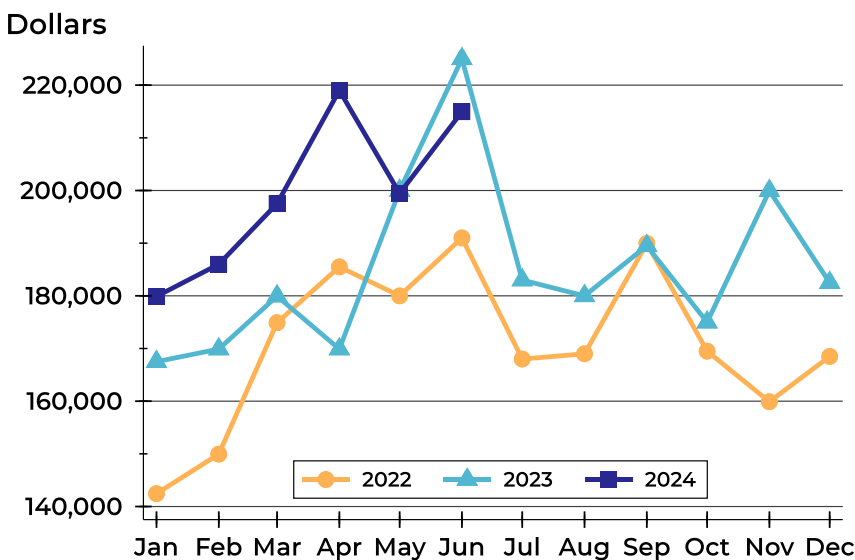
Central Region New Listings Analysis

Average Price



| Month | 2022 | 2023 | 2024 |
|-----------|---------|---------|----------------|
| January | 188,707 | 186,864 | 202,055 |
| February | 200,354 | 199,536 | 217,945 |
| March | 209,796 | 209,227 | 237,454 |
| April | 210,891 | 203,250 | 251,171 |
| May | 207,269 | 246,729 | 243,311 |
| June | 216,292 | 248,214 | 221,589 |
| July | 222,832 | 215,365 | |
| August | 210,342 | 222,864 | |
| September | 208,859 | 229,188 | |
| October | 196,776 | 201,126 | |
| November | 191,722 | 219,179 | |
| December | 186,429 | 208,230 | |

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 | 197,500 |
| April | 185,500 | 169,900 | 219,000 |
| May | 180,000 | 200,000 | 199,450 |
| June | 191,000 | 225,000 | 214,950 |
| 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 | |



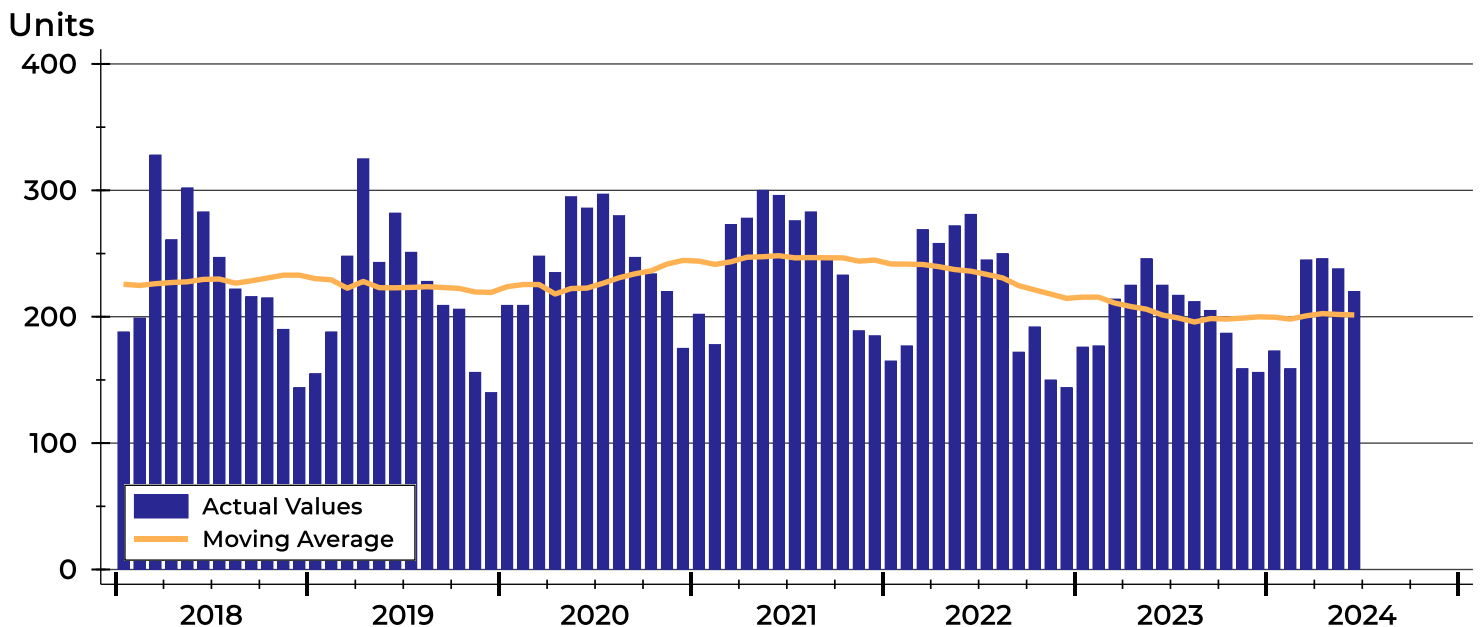
Central Region Contracts Written Analysis

| Summary Statistics for Contracts Written | | 2024 | June 2023 | Change | Year-to-Date | | |
|--|---------------------|---------|-----------|--------|--------------|---------|--------|
| | | 2024 | 2023 | | 2024 | 2023 | Change |
| Contracts Written | | 220 | 225 | -2.2% | 1,281 | 1,263 | 1.4% |
| Volume (1,000s) | | 49,702 | 53,843 | -7.7% | 291,727 | 265,198 | 10.0% |
| Average | Sale Price | 225,916 | 239,304 | -5.6% | 227,733 | 209,975 | 8.5% |
| | Days on Market | 25 | 14 | 78.6% | 23 | 17 | 35.3% |
| | Percent of Original | 97.9% | 99.4% | -1.5% | 97.9% | 99.2% | -1.3% |
| Median | Sale Price | 205,950 | 225,000 | -8.5% | 199,000 | 179,900 | 10.6% |
| | Days on Market | 6 | 4 | 50.0% | 5 | 4 | 25.0% |
| | Percent of Original | 100.0% | 100.0% | 0.0% | 100.0% | 100.0% | 0.0% |

A total of 220 contracts for sale were written in Central Region during the month of June, down from 225 in 2023. The median list price of these homes was \$205,950, down from \$225,000 the prior year.

Half of the homes that went under contract in June were on the market less than 6 days, compared to 4 days in June 2023.

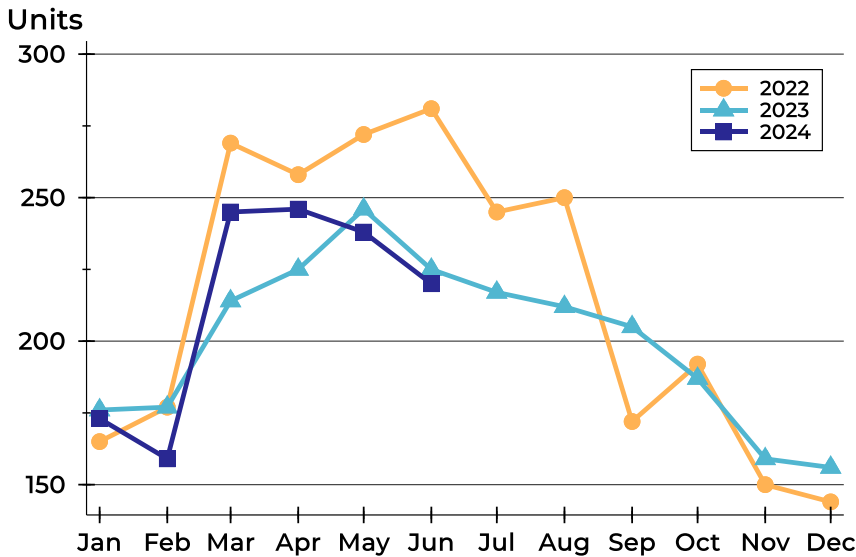
History of Contracts Written





Central Region Contracts Written Analysis

Contracts Written by Month



| Month | 2022 | 2023 | 2024 |
|-----------|------|------|------------|
| January | 165 | 176 | 173 |
| February | 177 | 177 | 159 |
| March | 269 | 214 | 245 |
| April | 258 | 225 | 246 |
| May | 272 | 246 | 238 |
| June | 281 | 225 | 220 |
| July | 245 | 217 | |
| August | 250 | 212 | |
| September | 172 | 205 | |
| October | 192 | 187 | |
| November | 150 | 159 | |
| December | 144 | 156 | |

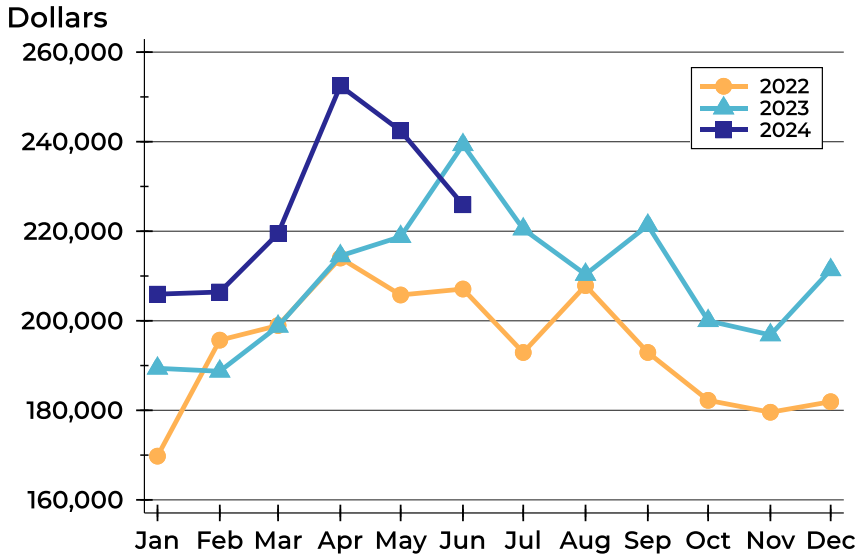
Contracts Written by Price Range

| Price Range | Contracts Written | | List Price | | Days on Market | | Price as % of Orig. | |
|---------------------|-------------------|---------|------------|---------|----------------|------|---------------------|--------|
| | Number | Percent | Average | Median | Avg. | Med. | Avg. | Med. |
| Below \$25,000 | 1 | 0.5% | 5,000 | 5,000 | 11 | 11 | 110.0% | 110.0% |
| \$25,000-\$49,999 | 5 | 2.3% | 40,680 | 45,000 | 35 | 41 | 92.4% | 100.0% |
| \$50,000-\$99,999 | 24 | 10.9% | 80,783 | 82,450 | 18 | 6 | 96.8% | 100.0% |
| \$100,000-\$124,999 | 14 | 6.4% | 112,654 | 114,925 | 15 | 6 | 93.7% | 97.9% |
| \$125,000-\$149,999 | 28 | 12.7% | 137,607 | 139,925 | 20 | 6 | 99.4% | 100.0% |
| \$150,000-\$174,999 | 15 | 6.8% | 162,080 | 162,500 | 17 | 3 | 99.4% | 100.0% |
| \$175,000-\$199,999 | 19 | 8.6% | 186,082 | 186,000 | 41 | 6 | 98.6% | 100.0% |
| \$200,000-\$249,999 | 37 | 16.8% | 230,187 | 233,900 | 23 | 6 | 98.4% | 100.0% |
| \$250,000-\$299,999 | 34 | 15.5% | 276,746 | 277,450 | 13 | 4 | 99.4% | 100.0% |
| \$300,000-\$399,999 | 23 | 10.5% | 357,876 | 359,900 | 19 | 5 | 98.6% | 100.0% |
| \$400,000-\$499,999 | 15 | 6.8% | 454,023 | 452,500 | 48 | 34 | 96.4% | 97.8% |
| \$500,000-\$749,999 | 4 | 1.8% | 598,700 | 599,900 | 138 | 88 | 90.0% | 91.6% |
| \$750,000-\$999,999 | 1 | 0.5% | 794,900 | 794,900 | 55 | 55 | 89.3% | 89.3% |
| \$1,000,000 and up | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A |



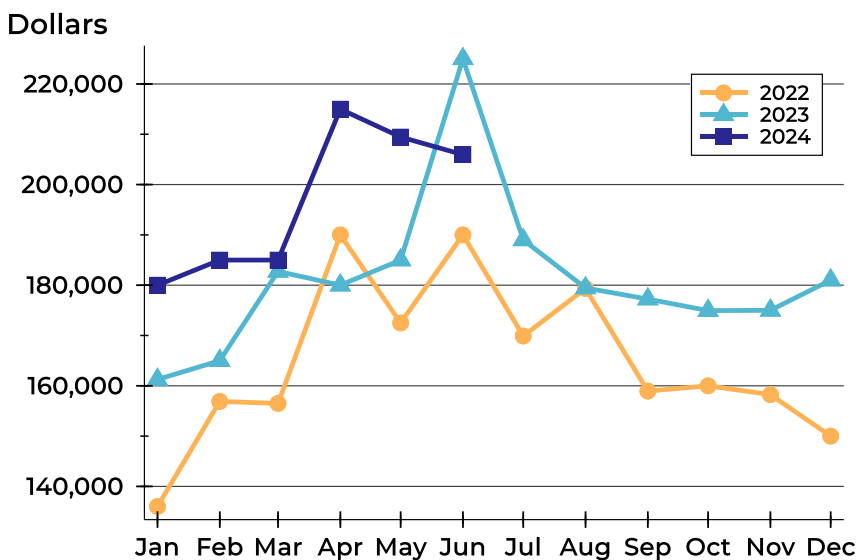
Central Region Contracts Written Analysis

Average Price



| Month | 2022 | 2023 | 2024 |
|------------------|---------|---------|----------------|
| January | 169,765 | 189,390 | 205,944 |
| February | 195,674 | 188,721 | 206,429 |
| March | 198,943 | 198,761 | 219,468 |
| April | 214,021 | 214,501 | 252,471 |
| May | 205,760 | 218,786 | 242,425 |
| June | 207,092 | 239,304 | 225,916 |
| July | 192,922 | 220,486 | |
| August | 207,866 | 210,348 | |
| September | 192,925 | 221,309 | |
| October | 182,235 | 200,003 | |
| November | 179,574 | 196,831 | |
| December | 181,923 | 211,374 | |

Median Price

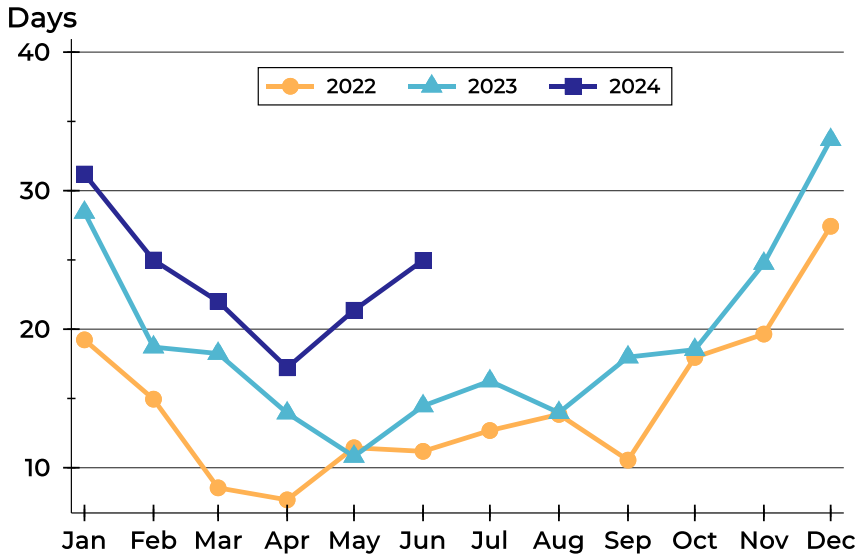


| Month | 2022 | 2023 | 2024 |
|------------------|---------|---------|----------------|
| January | 136,000 | 161,250 | 180,000 |
| February | 156,900 | 165,000 | 185,000 |
| March | 156,500 | 182,750 | 185,000 |
| April | 190,000 | 180,000 | 215,000 |
| May | 172,500 | 185,000 | 209,450 |
| June | 190,000 | 225,000 | 205,950 |
| July | 169,900 | 189,000 | |
| August | 179,350 | 179,450 | |
| September | 158,950 | 177,240 | |
| October | 160,000 | 174,950 | |
| November | 158,250 | 175,000 | |
| December | 150,000 | 181,000 | |



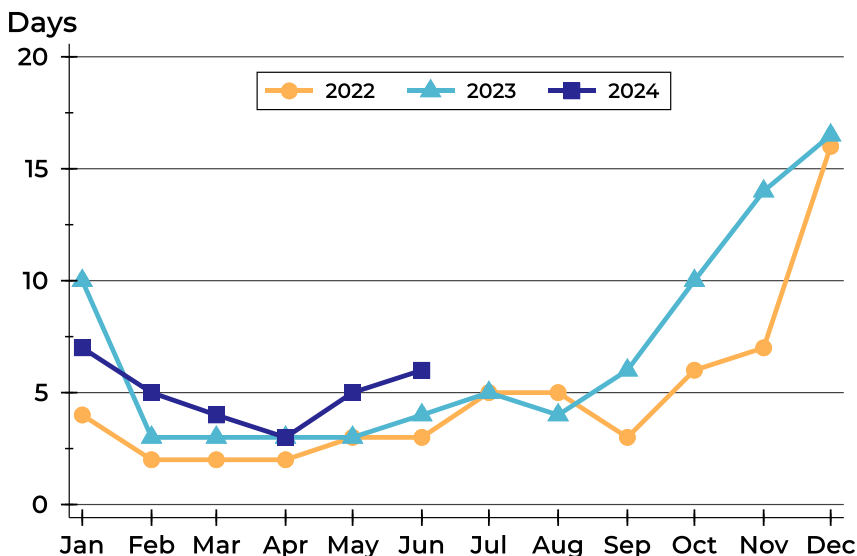
Central Region Contracts Written Analysis

Average DOM



| Month | 2022 | 2023 | 2024 |
|-----------|------|------|-----------|
| January | 19 | 28 | 31 |
| February | 15 | 19 | 25 |
| March | 9 | 18 | 22 |
| April | 8 | 14 | 17 |
| May | 11 | 11 | 21 |
| June | 11 | 14 | 25 |
| July | 13 | 16 | |
| August | 14 | 14 | |
| September | 11 | 18 | |
| October | 18 | 19 | |
| November | 20 | 25 | |
| December | 27 | 34 | |

Median DOM



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



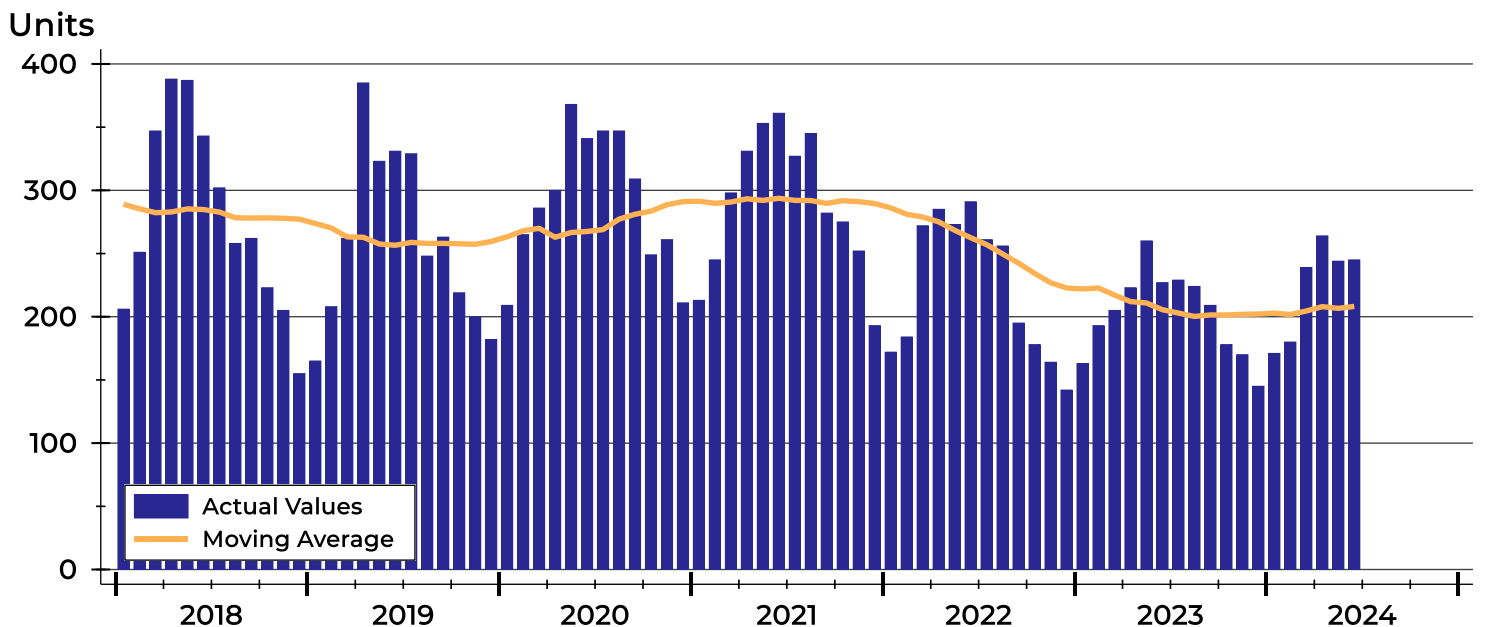
Central Region Pending Contracts Analysis

| Summary Statistics for Pending Contracts | | 2024 | End of June 2023 | Change |
|--|---------------------|---------|------------------|--------|
| Pending Contracts | | 245 | 227 | 7.9% |
| Volume (1,000s) | | 62,130 | 53,949 | 15.2% |
| Average | List Price | 253,594 | 237,662 | 6.7% |
| | Days on Market | 24 | 14 | 71.4% |
| | Percent of Original | 97.9% | 98.9% | -1.0% |
| Median | List Price | 224,900 | 210,000 | 7.1% |
| | Days on Market | 6 | 5 | 20.0% |
| | Percent of Original | 100.0% | 100.0% | 0.0% |

A total of 245 listings in Central Region had contracts pending at the end of June, up from 227 contracts pending at the end of June 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.

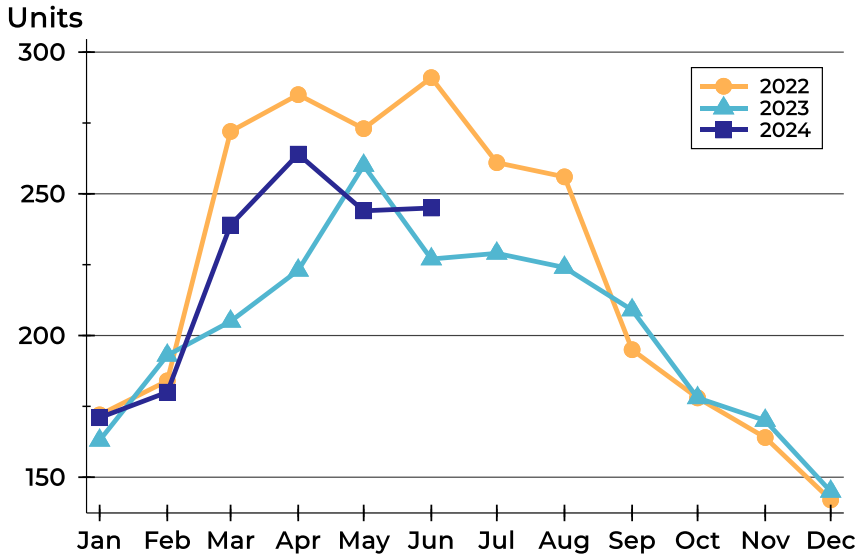
History of Pending Contracts





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 | 264 |
| May | 273 | 260 | 244 |
| June | 291 | 227 | 245 |
| July | 261 | 229 | |
| August | 256 | 224 | |
| September | 195 | 209 | |
| October | 178 | 178 | |
| November | 164 | 170 | |
| December | 142 | 145 | |

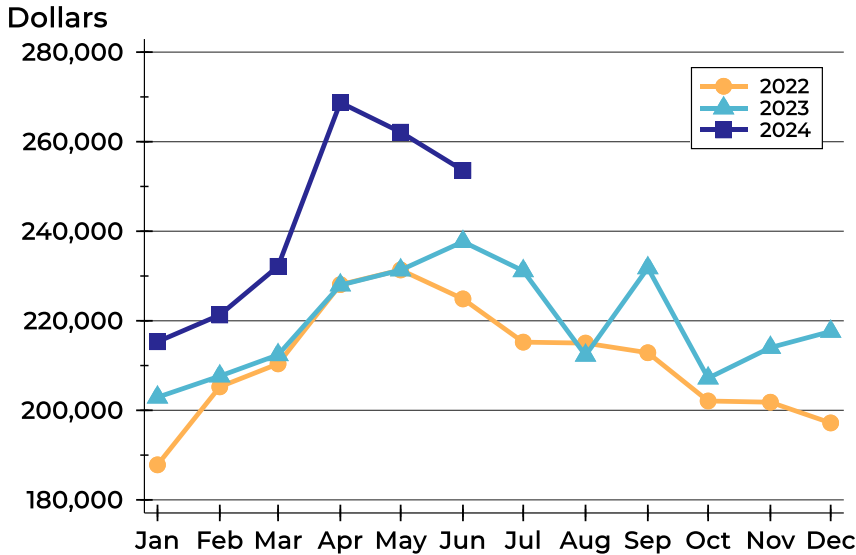
Pending Contracts by Price Range

| Price Range | Pending Contracts | | List Price | | Days on Market | | Price as % of Orig. | |
|---------------------|-------------------|---------|------------|-----------|----------------|------|---------------------|--------|
| | Number | Percent | Average | Median | Avg. | Med. | Avg. | Med. |
| Below \$25,000 | 1 | 0.4% | 16,500 | 16,500 | 0 | 0 | 100.0% | 100.0% |
| \$25,000-\$49,999 | 3 | 1.2% | 41,500 | 45,000 | 32 | 41 | 96.5% | 100.0% |
| \$50,000-\$99,999 | 19 | 7.8% | 82,892 | 84,000 | 23 | 7 | 98.7% | 100.0% |
| \$100,000-\$124,999 | 13 | 5.3% | 112,904 | 114,950 | 25 | 20 | 95.5% | 95.8% |
| \$125,000-\$149,999 | 28 | 11.4% | 137,961 | 139,925 | 20 | 6 | 97.5% | 100.0% |
| \$150,000-\$174,999 | 20 | 8.2% | 162,405 | 162,750 | 14 | 3 | 99.2% | 100.0% |
| \$175,000-\$199,999 | 23 | 9.4% | 187,520 | 189,000 | 35 | 6 | 98.3% | 100.0% |
| \$200,000-\$249,999 | 37 | 15.1% | 227,659 | 225,000 | 23 | 6 | 98.8% | 100.0% |
| \$250,000-\$299,999 | 39 | 15.9% | 277,470 | 279,000 | 16 | 3 | 97.9% | 100.0% |
| \$300,000-\$399,999 | 30 | 12.2% | 352,462 | 356,335 | 20 | 6 | 98.0% | 100.0% |
| \$400,000-\$499,999 | 21 | 8.6% | 454,979 | 452,500 | 38 | 21 | 97.0% | 97.9% |
| \$500,000-\$749,999 | 7 | 2.9% | 597,829 | 575,000 | 73 | 67 | 93.1% | 93.5% |
| \$750,000-\$999,999 | 3 | 1.2% | 854,967 | 794,900 | 31 | 38 | 96.4% | 100.0% |
| \$1,000,000 and up | 1 | 0.4% | 1,400,000 | 1,400,000 | 0 | 0 | 100.0% | 100.0% |



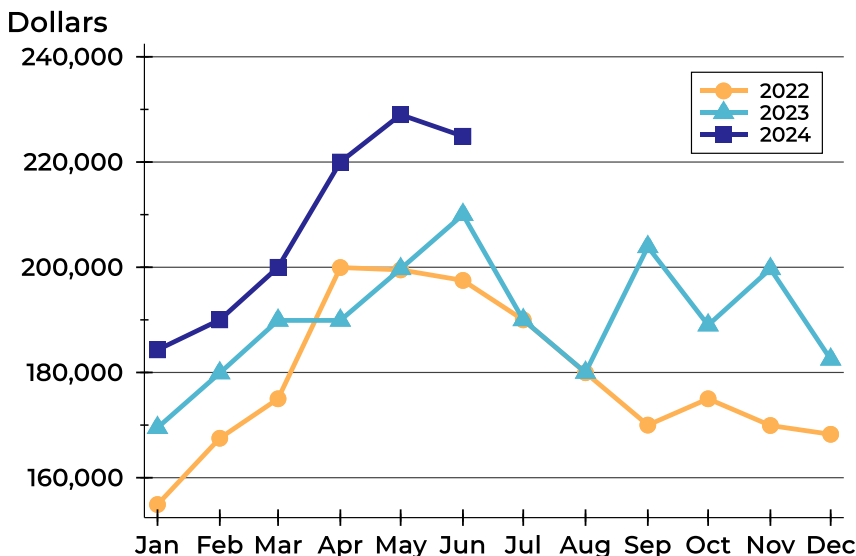
Central Region Pending Contracts Analysis

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 | 268,741 |
| May | 231,360 | 231,327 | 262,125 |
| June | 224,885 | 237,662 | 253,594 |
| 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

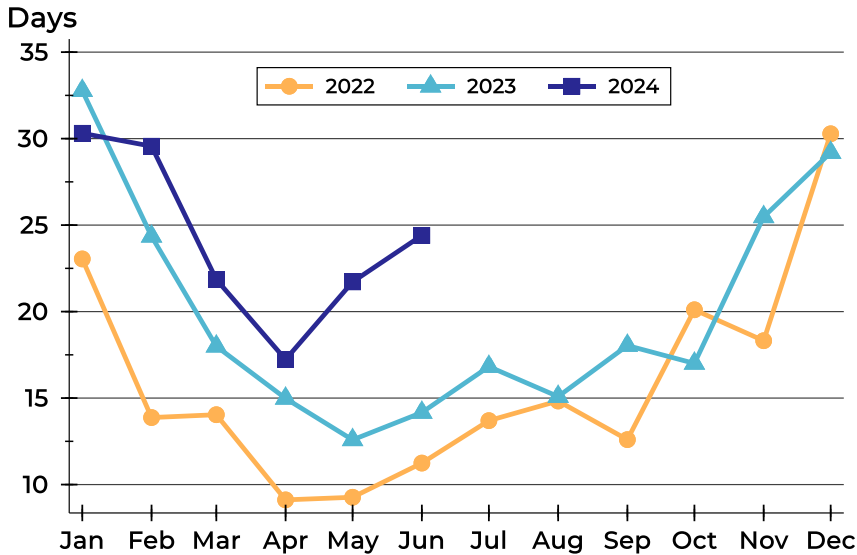


| Month | 2022 | 2023 | 2024 |
|------------------|---------|---------|----------------|
| January | 154,900 | 169,500 | 184,300 |
| February | 167,500 | 179,900 | 190,000 |
| March | 174,999 | 189,900 | 200,000 |
| April | 199,950 | 189,900 | 220,000 |
| May | 199,500 | 199,700 | 229,000 |
| June | 197,500 | 210,000 | 224,900 |
| 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 | |



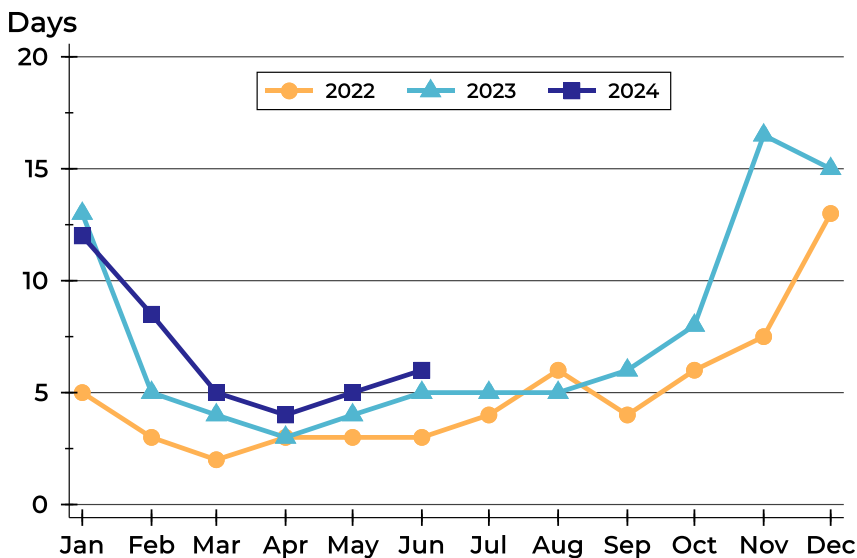
Central Region Pending Contracts Analysis

Average DOM



| Month | 2022 | 2023 | 2024 |
|-----------|------|------|-----------|
| January | 23 | 33 | 30 |
| February | 14 | 24 | 30 |
| March | 14 | 18 | 22 |
| April | 9 | 15 | 17 |
| May | 9 | 13 | 22 |
| June | 11 | 14 | 24 |
| 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 | 4 |
| May | 3 | 4 | 5 |
| June | 3 | 5 | 6 |
| July | 4 | 5 | |
| August | 6 | 5 | |
| September | 4 | 6 | |
| October | 6 | 8 | |
| November | 8 | 17 | |
| December | 13 | 15 | |



**June
2024**

Sunflower MLS Statistics



North Region Housing Report



Market Overview

North Region Home Sales Fell in June

Total home sales in North Region fell last month to 21 units, compared to 26 units in June 2023. Total sales volume was \$5.5 million, up from a year earlier.

The median sale price in June was \$260,000, up from \$174,250 a year earlier. Homes that sold in June were typically on the market for 7 days and sold for 100.0% of their list prices.

North Region Active Listings Up at End of June

The total number of active listings in North Region at the end of June was 51 units, up from 42 at the same point in 2023. This represents a 2.2 months' supply of homes available for sale. The median list price of homes on the market at the end of June was \$260,000.

During June, a total of 27 contracts were written down from 28 in June 2023. At the end of the month, there were 35 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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**June
2024**

Sunflower MLS Statistics



North Region Summary Statistics

| June MLS Statistics Three-year History | | Current Month | | | Year-to-Date | | |
|--|--|-------------------------|-------------------------|-------------------------|-------------------------|-------------------------|-------------------------|
| | | 2024 | 2023 | 2022 | 2024 | 2023 | 2022 |
| Home Sales Change from prior year | 21 -19.2% | 26 -23.5% | 34 -10.5% | 124 -1.6% | 126 -26.3% | 171 0.6% | |
| Active Listings Change from prior year | 51 21.4% | 42 -12.5% | 48 71.4% | N/A | N/A | N/A | |
| Months' Supply Change from prior year | 2.2 37.5% | 1.6 0.0% | 1.6 77.8% | N/A | N/A | N/A | |
| New Listings Change from prior year | 31 -18.4% | 38 -34.5% | 58 81.3% | 160 -1.8% | 163 -23.1% | 212 12.8% | |
| Contracts Written Change from prior year | 27 -3.6% | 28 -6.7% | 30 -6.3% | 138 -2.8% | 142 -19.8% | 177 -6.8% | |
| Pending Contracts Change from prior year | 35 25.0% | 28 -9.7% | 31 -18.4% | N/A | N/A | N/A | |
| Sales Volume (1,000s) Change from prior year | 5,524 5.0% | 5,260 -27.0% | 7,210 -8.8% | 26,763 0.0% | 26,776 -26.5% | 36,414 19.2% | |
| Average | Sale Price Change from prior year | 263,033 30.0% | 202,304 -4.6% | 212,059 2.0% | 215,834 1.6% | 212,511 -0.2% | 212,947 18.5% |
| | List Price of Actives Change from prior year | 321,401 16.5% | 275,879 20.5% | 228,946 12.1% | N/A | N/A | N/A |
| | Days on Market Change from prior year | 44 46.7% | 30 150.0% | 12 -47.8% | 48 37.1% | 35 52.2% | 23 -17.9% |
| | Percent of List Change from prior year | 98.1% -1.3% | 99.4% -2.4% | 101.8% 2.3% | 96.9% -0.5% | 97.4% -2.1% | 99.5% -0.1% |
| | Percent of Original Change from prior year | 96.8% -1.3% | 98.1% -3.6% | 101.8% 3.5% | 94.7% -0.2% | 94.9% -3.9% | 98.7% 0.6% |
| Median | Sale Price Change from prior year | 260,000 49.2% | 174,250 -2.4% | 178,500 -4.4% | 199,625 5.6% | 188,950 2.1% | 185,000 9.0% |
| | List Price of Actives Change from prior year | 260,000 2.2% | 254,500 48.6% | 171,250 36.7% | N/A | N/A | N/A |
| | Days on Market Change from prior year | 7 75.0% | 4 -33.3% | 6 0.0% | 19 90.0% | 10 42.9% | 7 16.7% |
| | Percent of List Change from prior year | 100.0% 0.0% | 100.0% -2.2% | 102.2% 2.2% | 99.9% -0.1% | 100.0% 0.0% | 100.0% 0.0% |
| | Percent of Original Change from prior year | 97.3% -2.7% | 100.0% -2.2% | 102.2% 2.2% | 97.6% -0.6% | 98.2% -1.8% | 100.0% 0.0% |

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



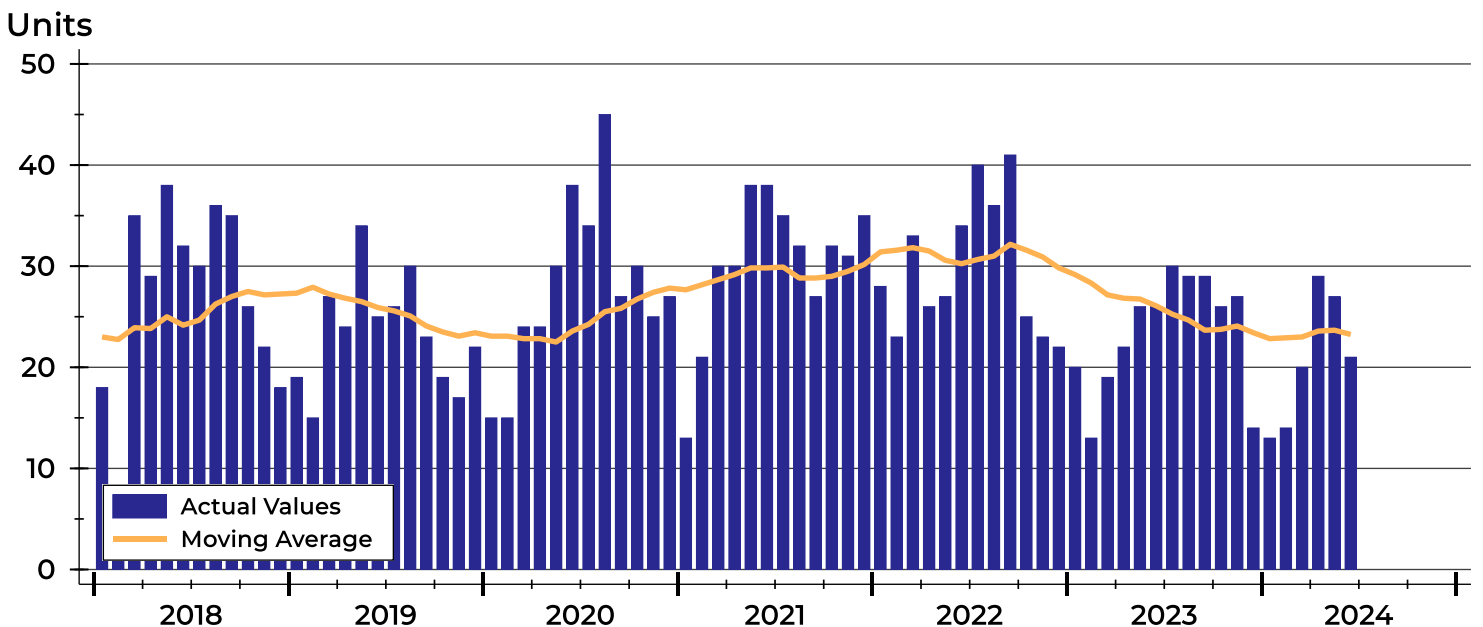
North Region Closed Listings Analysis

| Summary Statistics for Closed Listings | | 2024 | June 2023 | Change | 2024 | Year-to-Date 2023 | Change |
|--|---------------------|---------|-----------|--------|---------|-------------------|--------|
| Closed Listings | | 21 | 26 | -19.2% | 124 | 126 | -1.6% |
| Volume (1,000s) | | 5,524 | 5,260 | 5.0% | 26,763 | 26,776 | 0.0% |
| Months' Supply | | 2.2 | 1.6 | 37.5% | N/A | N/A | N/A |
| Average | Sale Price | 263,033 | 202,304 | 30.0% | 215,834 | 212,511 | 1.6% |
| | Days on Market | 44 | 30 | 46.7% | 48 | 35 | 37.1% |
| | Percent of List | 98.1% | 99.4% | -1.3% | 96.9% | 97.4% | -0.5% |
| | Percent of Original | 96.8% | 98.1% | -1.3% | 94.7% | 94.9% | -0.2% |
| Median | Sale Price | 260,000 | 174,250 | 49.2% | 199,625 | 188,950 | 5.6% |
| | Days on Market | 7 | 4 | 75.0% | 19 | 10 | 90.0% |
| | Percent of List | 100.0% | 100.0% | 0.0% | 99.9% | 100.0% | -0.1% |
| | Percent of Original | 97.3% | 100.0% | -2.7% | 97.6% | 98.2% | -0.6% |

A total of 21 homes sold in North Region in June, down from 26 units in June 2023. Total sales volume rose to \$5.5 million compared to \$5.3 million in the previous year.

The median sales price in June was \$260,000, up 49.2% compared to the prior year. Median days on market was 7 days, down from 20 days in May, but up from 4 in June 2023.

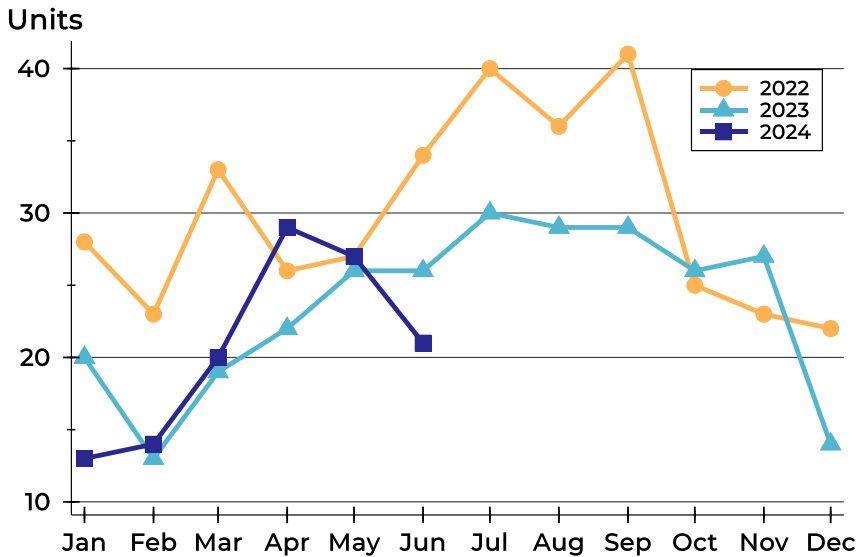
History of Closed Listings





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 | 29 |
| May | 27 | 26 | 27 |
| June | 34 | 26 | 21 |
| July | 40 | 30 | |
| August | 36 | 29 | |
| September | 41 | 29 | |
| October | 25 | 26 | |
| November | 23 | 27 | |
| December | 22 | 14 | |

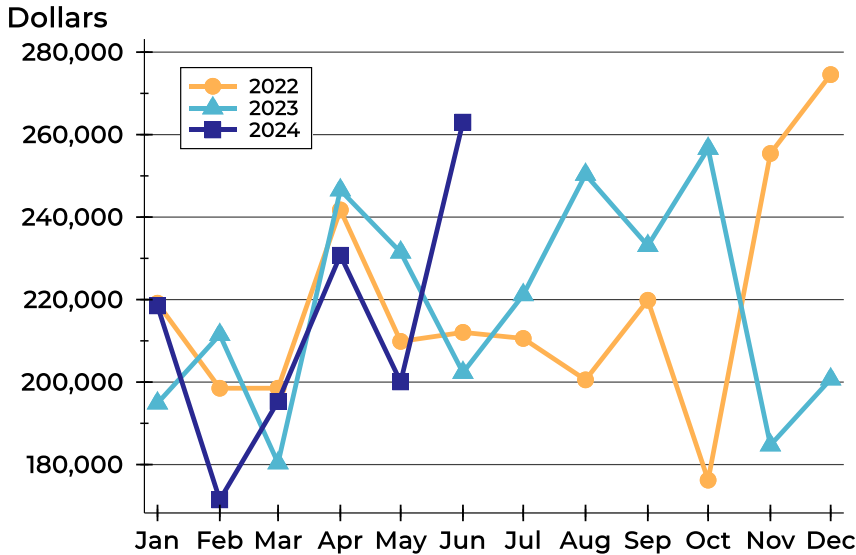
Closed Listings by Price Range

| 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 | 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 | 9.5% | 1.2 | 64,500 | 64,500 | 5 | 5 | 96.2% | 96.2% | 96.2% | 96.2% |
| \$100,000-\$124,999 | 1 | 4.8% | 0.0 | 110,000 | 110,000 | 7 | 7 | 84.7% | 84.7% | 84.7% | 84.7% |
| \$125,000-\$149,999 | 1 | 4.8% | 2.5 | 148,900 | 148,900 | 208 | 208 | 100.0% | 100.0% | 99.9% | 99.9% |
| \$150,000-\$174,999 | 1 | 4.8% | 1.5 | 160,000 | 160,000 | 1 | 1 | 100.0% | 100.0% | 100.0% | 100.0% |
| \$175,000-\$199,999 | 3 | 14.3% | 2.5 | 187,300 | 186,900 | 93 | 73 | 98.7% | 100.0% | 96.9% | 97.3% |
| \$200,000-\$249,999 | 2 | 9.5% | 1.8 | 205,000 | 205,000 | 3 | 3 | 96.5% | 96.5% | 96.5% | 96.5% |
| \$250,000-\$299,999 | 2 | 9.5% | 3.0 | 267,500 | 267,500 | 3 | 3 | 101.0% | 101.0% | 101.0% | 101.0% |
| \$300,000-\$399,999 | 6 | 28.6% | 1.2 | 367,483 | 367,000 | 39 | 18 | 99.2% | 99.9% | 95.7% | 96.5% |
| \$400,000-\$499,999 | 3 | 14.3% | 2.6 | 421,333 | 405,000 | 61 | 3 | 98.6% | 100.0% | 98.6% | 100.0% |
| \$500,000-\$749,999 | 0 | 0.0% | 8.4 | 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 |



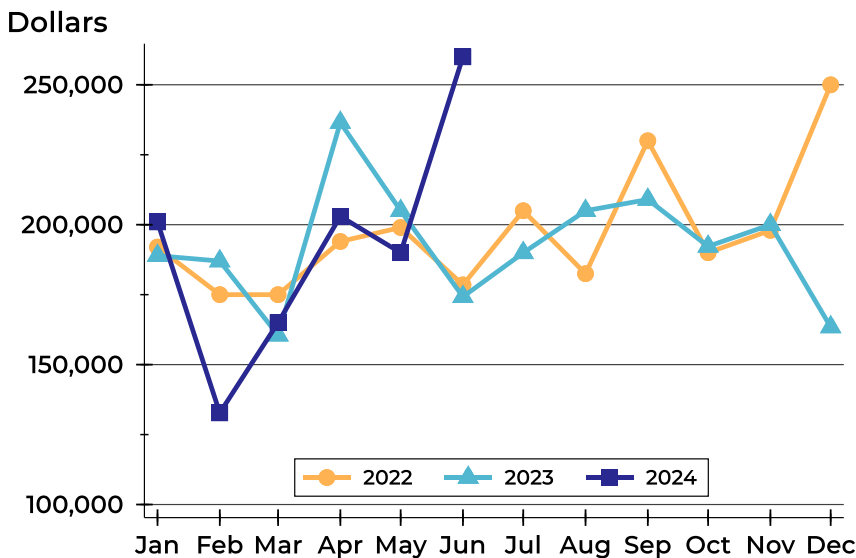
North Region Closed Listings Analysis

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 | 230,753 |
| May | 209,869 | 231,473 | 200,041 |
| June | 212,059 | 202,304 | 263,033 |
| 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

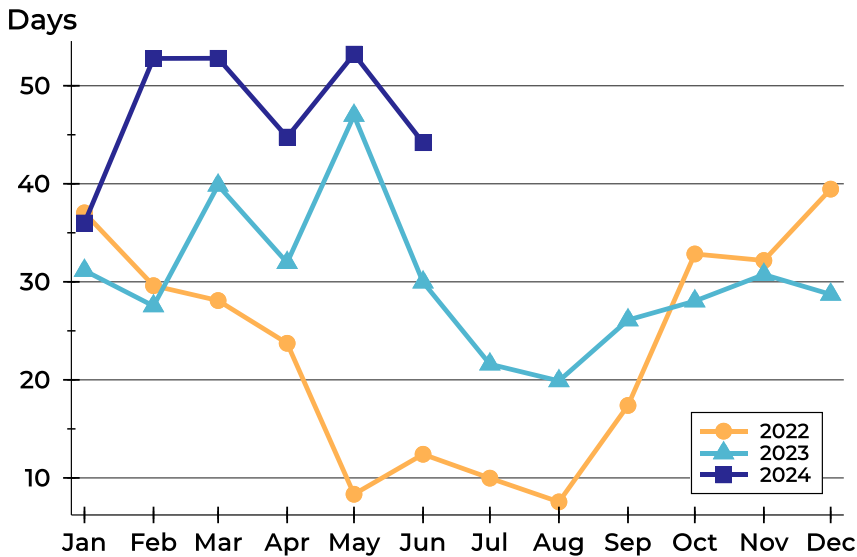


| Month | 2022 | 2023 | 2024 |
|------------------|---------|---------|----------------|
| January | 192,000 | 188,950 | 201,000 |
| February | 175,000 | 187,000 | 132,750 |
| March | 175,000 | 160,500 | 165,000 |
| April | 194,000 | 236,500 | 203,000 |
| May | 199,000 | 205,000 | 190,000 |
| June | 178,500 | 174,250 | 260,000 |
| 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 | |



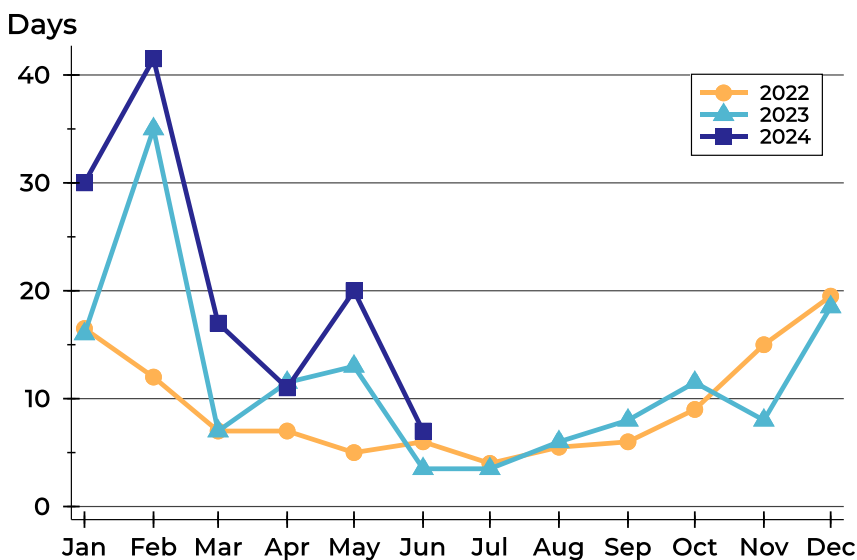
North Region Closed Listings Analysis

Average DOM



| Month | 2022 | 2023 | 2024 |
|-----------|------|------|-----------|
| January | 37 | 31 | 36 |
| February | 30 | 28 | 53 |
| March | 28 | 40 | 53 |
| April | 24 | 32 | 45 |
| May | 8 | 47 | 53 |
| June | 12 | 30 | 44 |
| 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 | 11 |
| May | 5 | 13 | 20 |
| June | 6 | 4 | 7 |
| July | 4 | 4 | |
| August | 6 | 6 | |
| September | 6 | 8 | |
| October | 9 | 12 | |
| November | 15 | 8 | |
| December | 20 | 19 | |



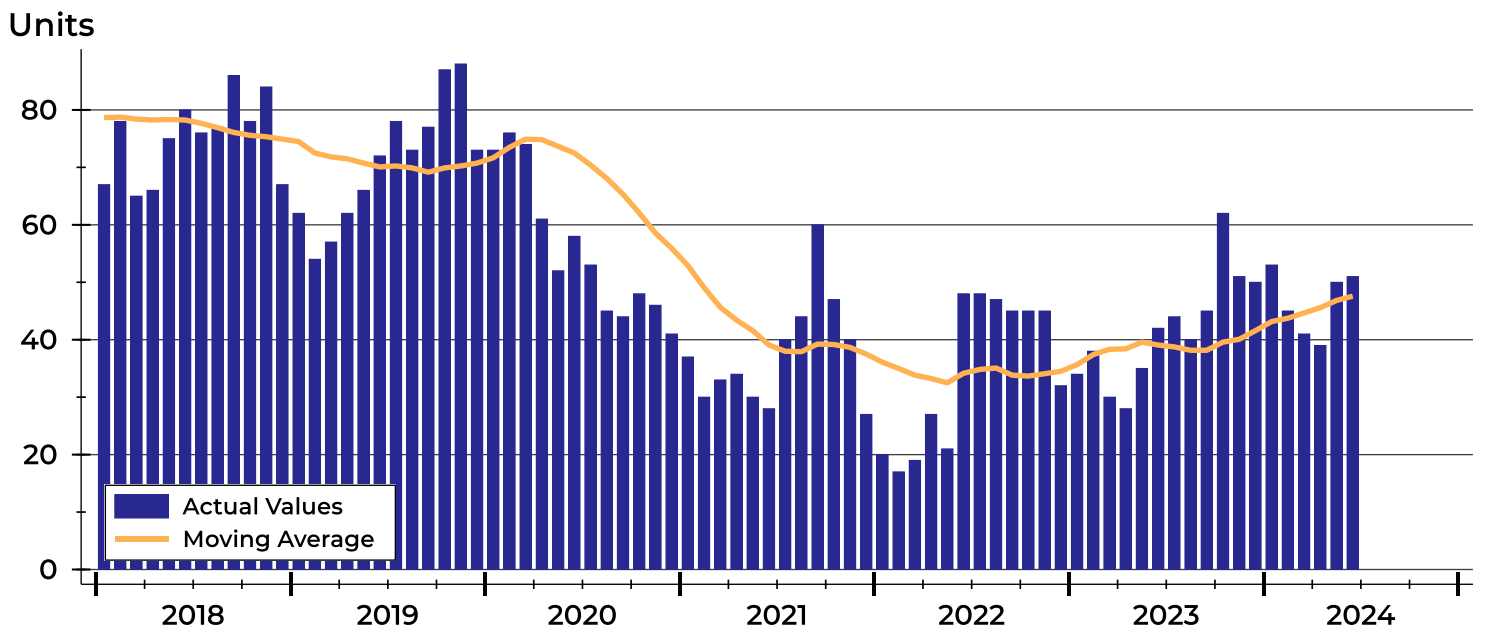
North Region Active Listings Analysis

| Summary Statistics for Active Listings | | 2024 | End of June 2023 | Change |
|--|---------------------|---------|------------------|--------|
| Active Listings | | 51 | 42 | 21.4% |
| Volume (1,000s) | | 16,391 | 11,587 | 41.5% |
| Months' Supply | | 2.2 | 1.6 | 37.5% |
| Average | List Price | 321,401 | 275,879 | 16.5% |
| | Days on Market | 75 | 54 | 38.9% |
| | Percent of Original | 95.9% | 94.0% | 2.0% |
| Median | List Price | 260,000 | 254,500 | 2.2% |
| | Days on Market | 61 | 37 | 64.9% |
| | Percent of Original | 100.0% | 100.0% | 0.0% |

A total of 51 homes were available for sale in North Region at the end of June. This represents a 2.2 months' supply of active listings.

The median list price of homes on the market at the end of June was \$260,000, up 2.2% from 2023. The typical time on market for active listings was 61 days, up from 37 days a year earlier.

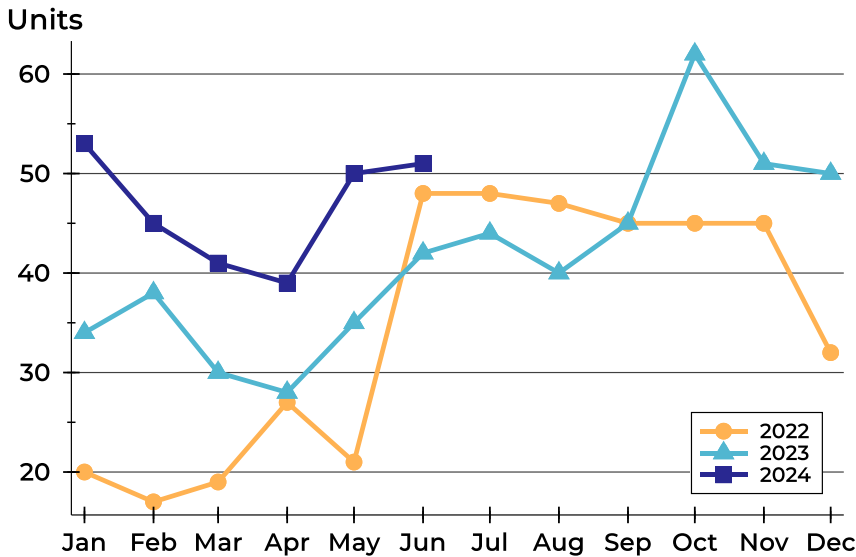
History of Active Listings





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 | 39 |
| May | 21 | 35 | 50 |
| June | 48 | 42 | 51 |
| July | 48 | 44 | |
| August | 47 | 40 | |
| September | 45 | 45 | |
| October | 45 | 62 | |
| November | 45 | 51 | |
| December | 32 | 50 | |

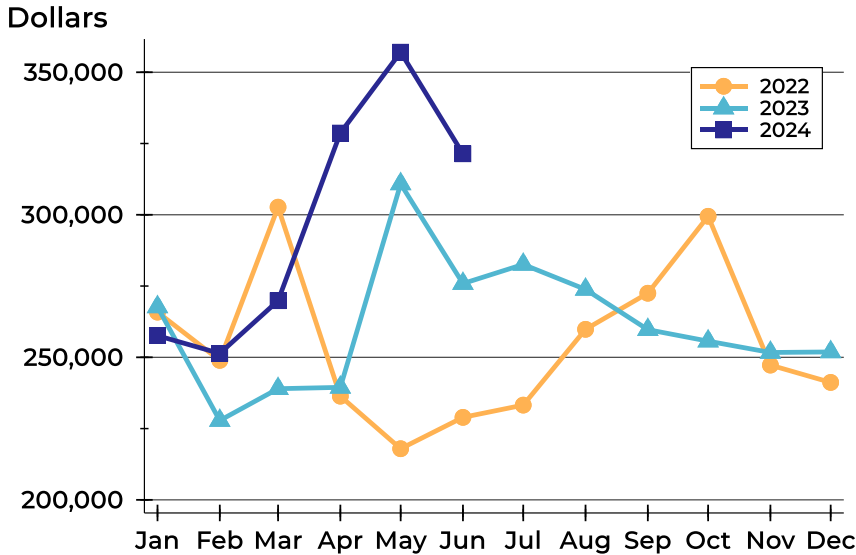
Active Listings by Price Range

| 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% | N/A | N/A | N/A | N/A | N/A | N/A | N/A |
| \$25,000-\$49,999 | 1 | 2.0% | N/A | 49,900 | 49,900 | 86 | 86 | 100.0% | 100.0% |
| \$50,000-\$99,999 | 3 | 5.9% | 1.2 | 83,333 | 85,000 | 158 | 83 | 79.3% | 83.3% |
| \$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 | 5 | 9.8% | 2.5 | 137,940 | 130,000 | 34 | 21 | 100.0% | 100.0% |
| \$150,000-\$174,999 | 4 | 7.8% | 1.5 | 165,525 | 168,750 | 76 | 81 | 93.8% | 94.9% |
| \$175,000-\$199,999 | 6 | 11.8% | 2.5 | 185,733 | 189,000 | 64 | 26 | 95.8% | 98.6% |
| \$200,000-\$249,999 | 6 | 11.8% | 1.8 | 229,783 | 232,000 | 48 | 26 | 96.0% | 100.0% |
| \$250,000-\$299,999 | 9 | 17.6% | 3.0 | 281,900 | 280,000 | 65 | 52 | 96.6% | 100.0% |
| \$300,000-\$399,999 | 4 | 7.8% | 1.2 | 356,225 | 364,950 | 115 | 128 | 93.0% | 92.1% |
| \$400,000-\$499,999 | 3 | 5.9% | 2.6 | 444,983 | 440,000 | 57 | 61 | 97.1% | 98.3% |
| \$500,000-\$749,999 | 7 | 13.7% | 8.4 | 623,671 | 598,500 | 54 | 39 | 99.2% | 100.0% |
| \$750,000-\$999,999 | 3 | 5.9% | N/A | 861,333 | 850,000 | 180 | 74 | 99.6% | 100.0% |
| \$1,000,000 and up | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A | N/A |



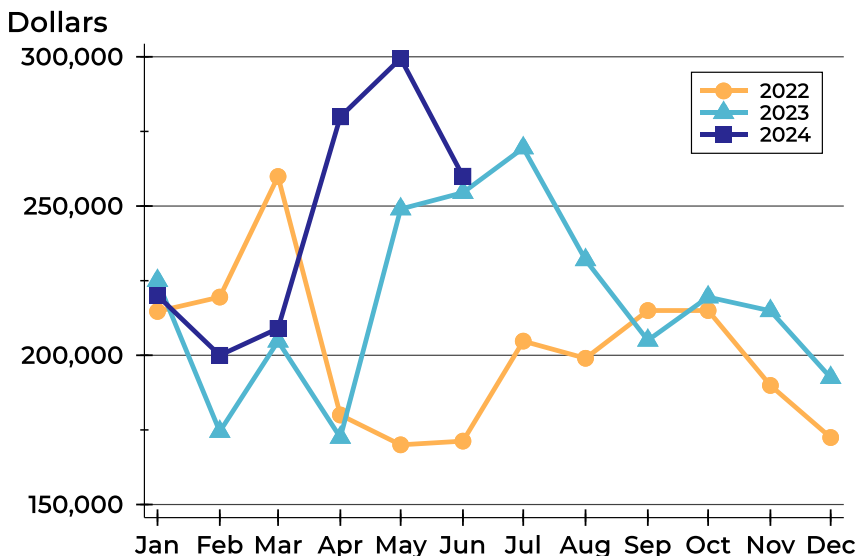
North Region Active Listings Analysis

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 | 328,692 |
| May | 217,943 | 310,831 | 357,058 |
| June | 228,946 | 275,879 | 321,401 |
| 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

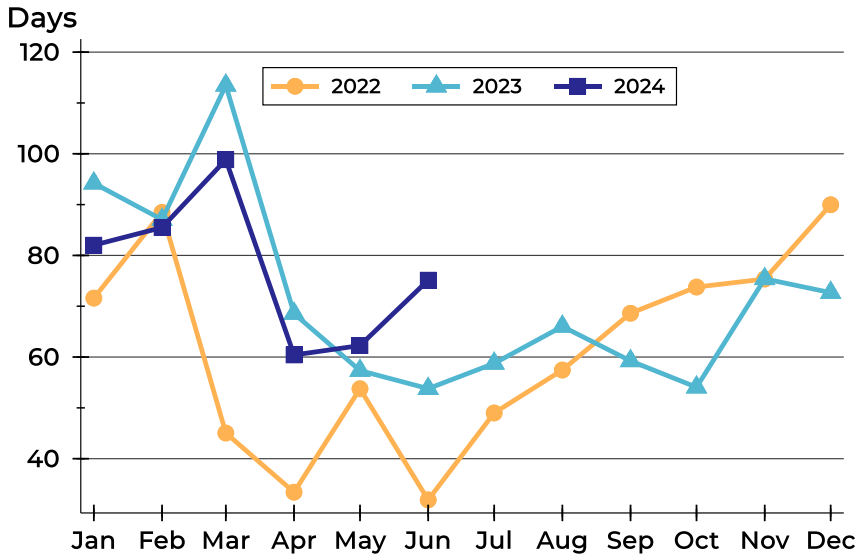


| Month | 2022 | 2023 | 2024 |
|-----------|---------|---------|----------------|
| January | 214,700 | 225,000 | 220,000 |
| February | 219,500 | 174,450 | 200,000 |
| March | 259,900 | 204,700 | 209,000 |
| April | 180,000 | 172,450 | 279,900 |
| May | 170,000 | 249,000 | 299,450 |
| June | 171,250 | 254,500 | 260,000 |
| 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 | |



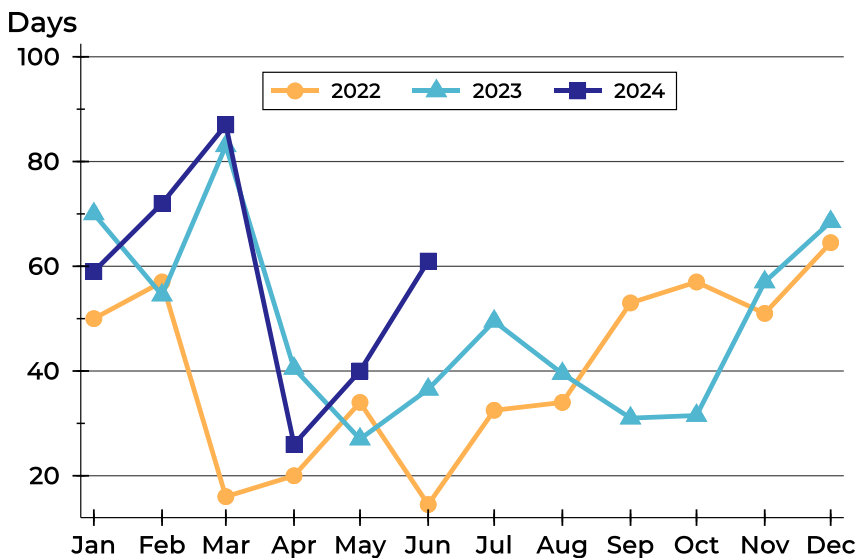
North Region Active Listings Analysis

Average DOM



| Month | 2022 | 2023 | 2024 |
|-----------|------|------|-----------|
| January | 72 | 94 | 82 |
| February | 88 | 87 | 85 |
| March | 45 | 113 | 99 |
| April | 33 | 69 | 60 |
| May | 54 | 57 | 62 |
| June | 32 | 54 | 75 |
| July | 49 | 59 | |
| August | 57 | 66 | |
| September | 69 | 59 | |
| October | 74 | 54 | |
| November | 75 | 75 | |
| December | 90 | 73 | |

Median DOM

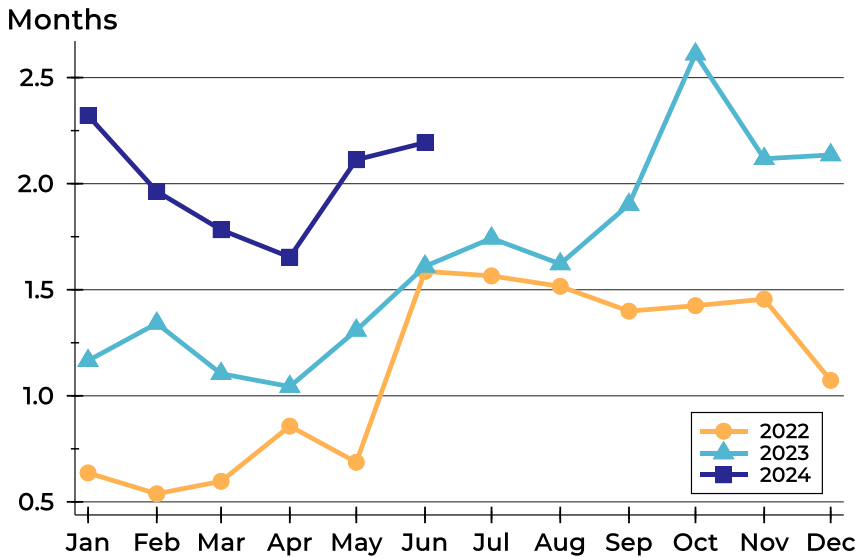


| Month | 2022 | 2023 | 2024 |
|-----------|------|------|-----------|
| January | 50 | 70 | 59 |
| February | 57 | 55 | 72 |
| March | 16 | 83 | 87 |
| April | 20 | 41 | 26 |
| May | 34 | 27 | 40 |
| June | 15 | 37 | 61 |
| July | 33 | 50 | |
| August | 34 | 40 | |
| September | 53 | 31 | |
| October | 57 | 32 | |
| November | 51 | 57 | |
| December | 65 | 69 | |



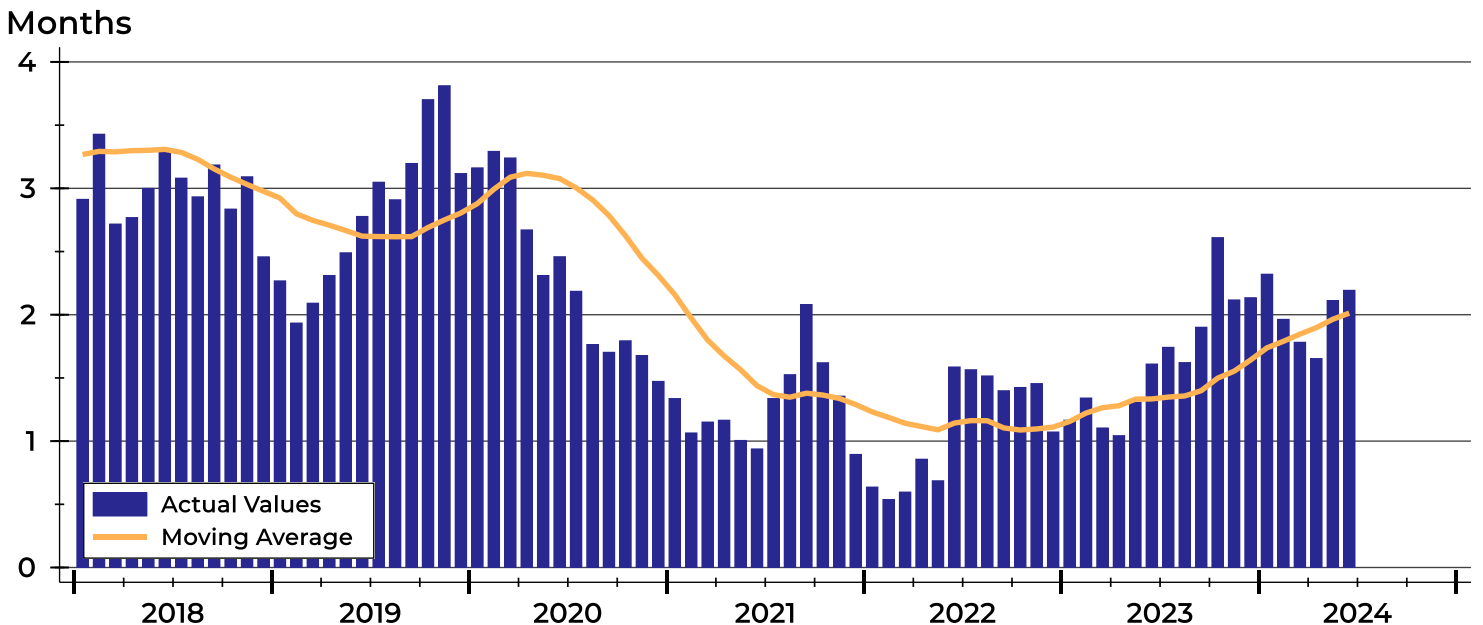
North Region Months' Supply Analysis

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 | 1.7 |
| May | 0.7 | 1.3 | 2.1 |
| June | 1.6 | 1.6 | 2.2 |
| 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





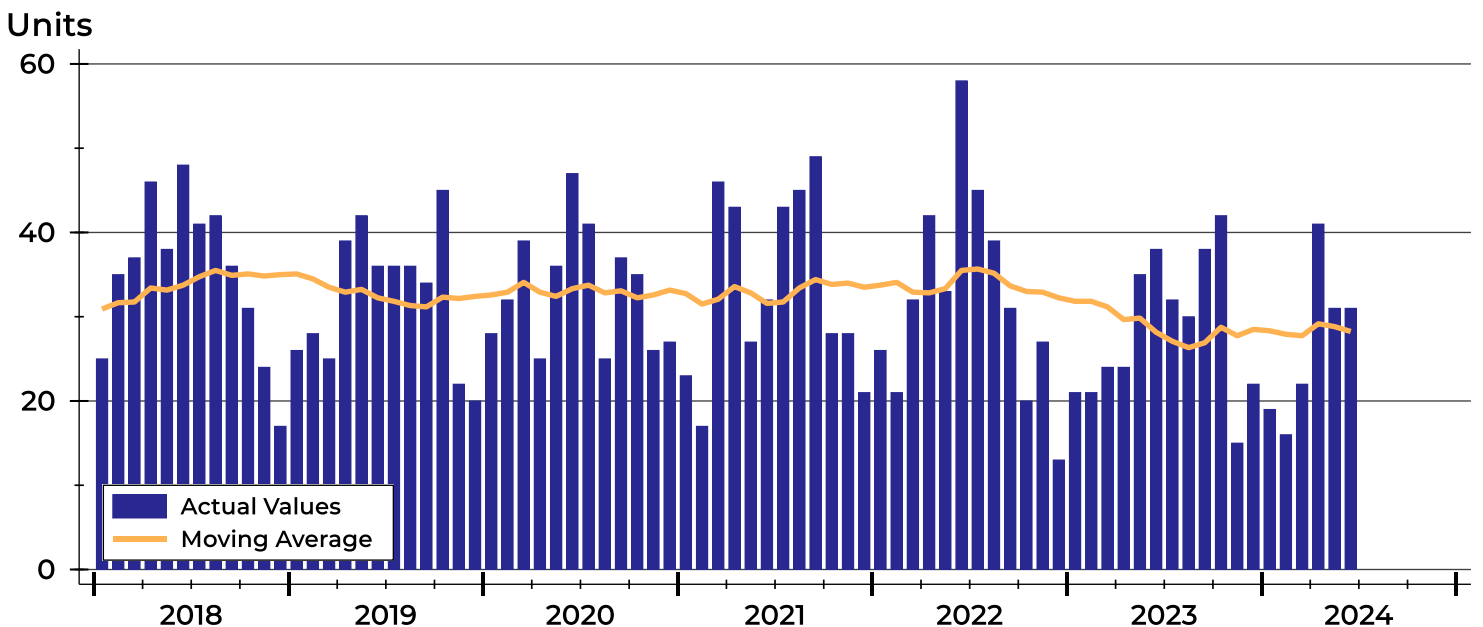
North Region New Listings Analysis

| Summary Statistics for New Listings | | 2024 | June 2023 | Change |
|-------------------------------------|--------------------|---------|-----------|--------|
| Current Month | New Listings | 31 | 38 | -18.4% |
| | Volume (1,000s) | 7,865 | 7,842 | 0.3% |
| | Average List Price | 253,713 | 206,364 | 22.9% |
| | Median List Price | 249,900 | 204,500 | 22.2% |
| Year-to-Date | New Listings | 160 | 163 | -1.8% |
| | Volume (1,000s) | 42,201 | 38,468 | 9.7% |
| | Average List Price | 263,754 | 236,001 | 11.8% |
| | Median List Price | 236,850 | 219,500 | 7.9% |

A total of 31 new listings were added in North Region during June, down 18.4% from the same month in 2023. Year-to-date North Region has seen 160 new listings.

The median list price of these homes was \$249,900 up from \$204,500 in 2023.

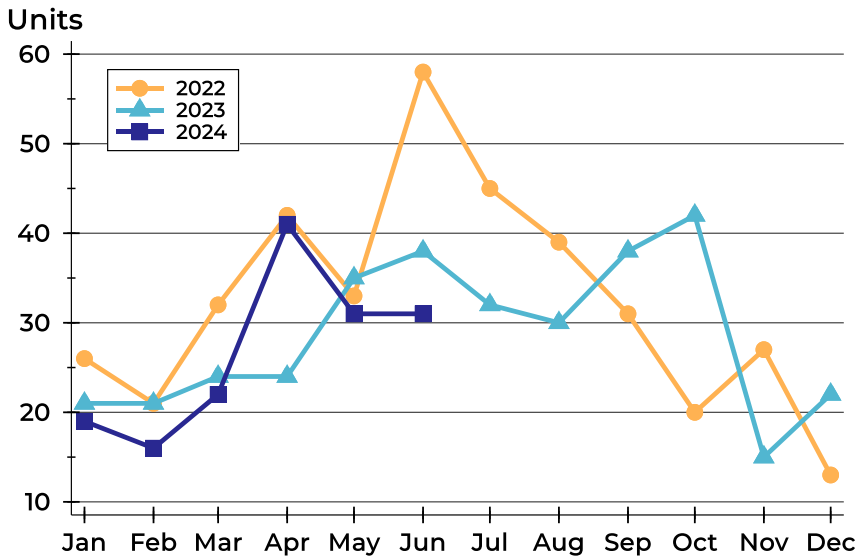
History of New Listings





North Region New Listings Analysis

New Listings by Month



| Month | 2022 | 2023 | 2024 |
|-----------|------|------|------|
| January | 26 | 21 | 19 |
| February | 21 | 21 | 16 |
| March | 32 | 24 | 22 |
| April | 42 | 24 | 41 |
| May | 33 | 35 | 31 |
| June | 58 | 38 | 31 |
| July | 45 | 32 | |
| August | 39 | 30 | |
| September | 31 | 38 | |
| October | 20 | 42 | |
| November | 27 | 15 | |
| December | 13 | 22 | |

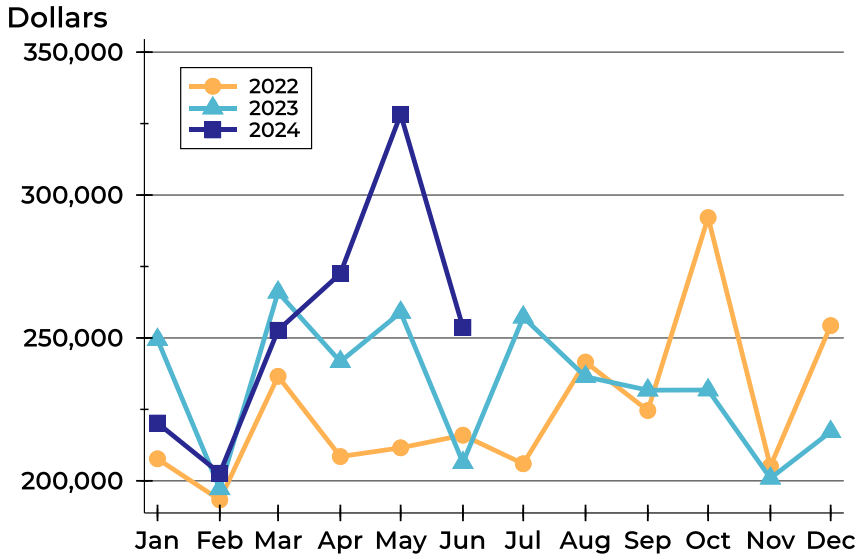
New Listings by Price Range

| Price Range | New Listings | | List Price | | Days on Market | | Price as % of Orig. | |
|---------------------|--------------|---------|------------|---------|----------------|------|---------------------|--------|
| | Number | Percent | Average | Median | Avg. | Med. | Avg. | Med. |
| Below \$25,000 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A |
| \$25,000-\$49,999 | 1 | 3.2% | 45,000 | 45,000 | 33 | 33 | 100.0% | 100.0% |
| \$50,000-\$99,999 | 3 | 9.7% | 73,017 | 69,250 | 7 | 5 | 100.0% | 100.0% |
| \$100,000-\$124,999 | 1 | 3.2% | 115,000 | 115,000 | 6 | 6 | 100.0% | 100.0% |
| \$125,000-\$149,999 | 4 | 12.9% | 136,175 | 132,450 | 20 | 26 | 100.0% | 100.0% |
| \$150,000-\$174,999 | 1 | 3.2% | 167,500 | 167,500 | 13 | 13 | 100.0% | 100.0% |
| \$175,000-\$199,999 | 3 | 9.7% | 184,333 | 189,000 | 14 | 14 | 100.0% | 100.0% |
| \$200,000-\$249,999 | 4 | 12.9% | 228,700 | 232,450 | 13 | 13 | 100.0% | 100.0% |
| \$250,000-\$299,999 | 6 | 19.4% | 279,867 | 279,700 | 8 | 8 | 100.1% | 100.0% |
| \$300,000-\$399,999 | 4 | 12.9% | 348,750 | 343,500 | 14 | 10 | 100.0% | 100.0% |
| \$400,000-\$499,999 | 1 | 3.2% | 429,950 | 429,950 | 29 | 29 | 100.0% | 100.0% |
| \$500,000-\$749,999 | 3 | 9.7% | 600,633 | 598,500 | 23 | 24 | 98.2% | 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 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A |



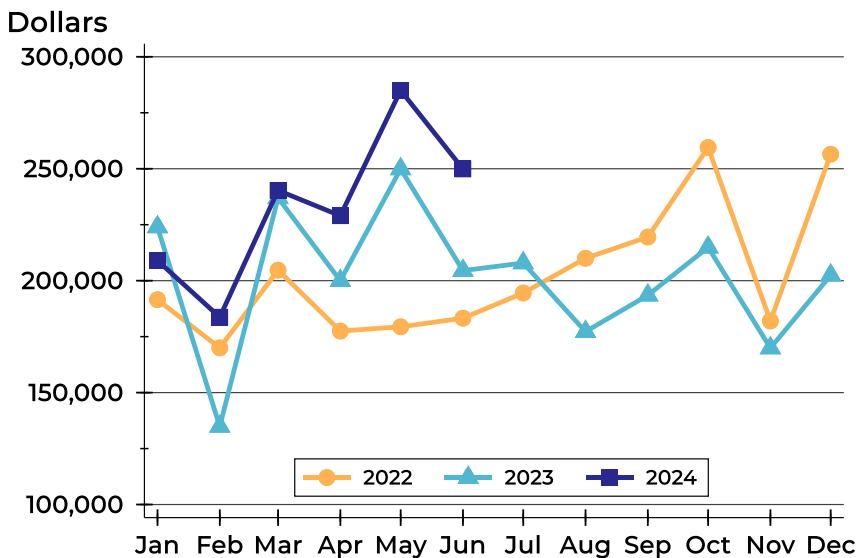
North Region New Listings Analysis

Average Price



| Month | 2022 | 2023 | 2024 |
|-----------|---------|---------|----------------|
| January | 207,704 | 249,421 | 220,234 |
| February | 193,343 | 197,210 | 202,666 |
| March | 236,584 | 265,979 | 252,695 |
| April | 208,501 | 241,704 | 272,524 |
| May | 211,561 | 258,931 | 328,248 |
| June | 215,984 | 206,364 | 253,713 |
| July | 205,980 | 257,259 | |
| August | 241,554 | 236,425 | |
| September | 224,600 | 231,726 | |
| October | 292,105 | 231,780 | |
| November | 205,103 | 200,913 | |
| December | 254,323 | 217,177 | |

Median Price



| Month | 2022 | 2023 | 2024 |
|-----------|---------|---------|----------------|
| January | 191,500 | 224,000 | 209,000 |
| February | 170,000 | 134,900 | 183,700 |
| March | 204,700 | 237,000 | 240,350 |
| April | 177,500 | 200,000 | 229,000 |
| May | 179,400 | 249,900 | 285,000 |
| June | 183,250 | 204,500 | 249,900 |
| 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 | |

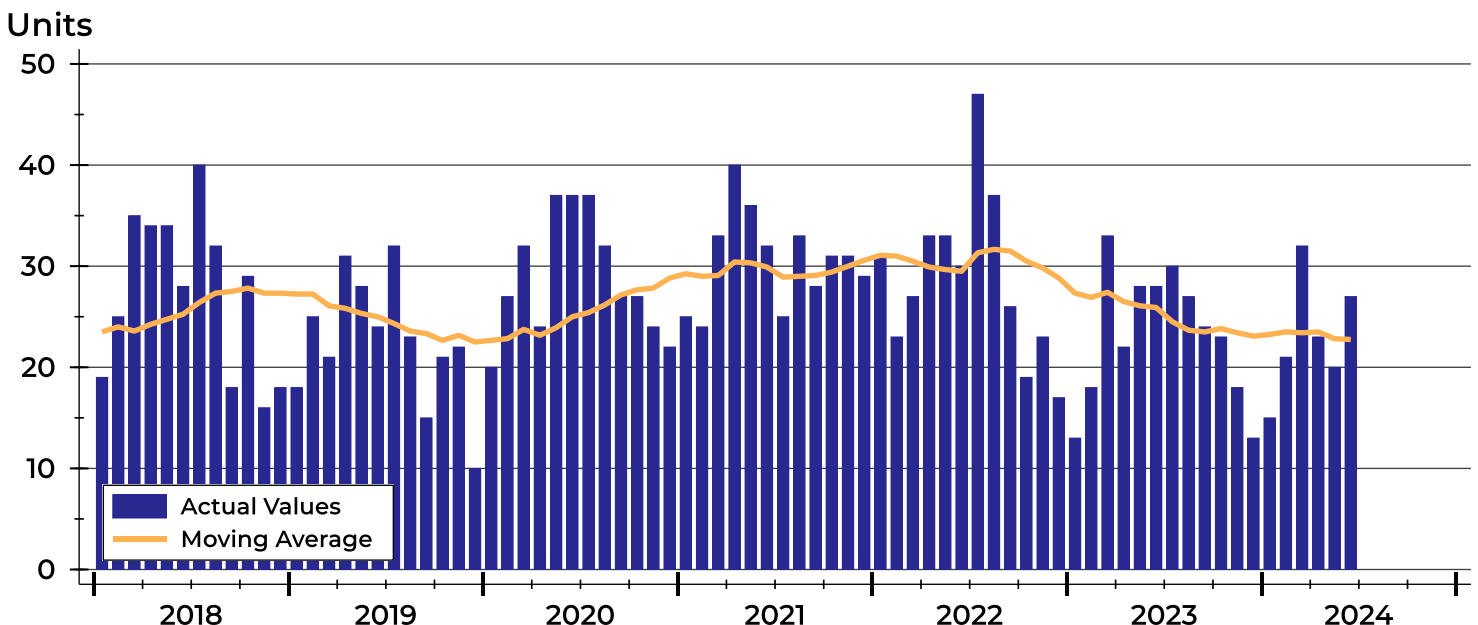


North Region Contracts Written Analysis

| Summary Statistics for Contracts Written | | 2024 | June 2023 | Change | Year-to-Date | | |
|--|---------------------|---------|-----------|--------|--------------|---------|--------|
| | | 2024 | 2023 | | 2024 | 2023 | Change |
| Contracts Written | | 27 | 28 | -3.6% | 138 | 142 | -2.8% |
| Volume (1,000s) | | 7,458 | 6,744 | 10.6% | 32,269 | 32,367 | -0.3% |
| Average | Sale Price | 276,228 | 240,868 | 14.7% | 233,831 | 227,937 | 2.6% |
| | Days on Market | 35 | 29 | 20.7% | 48 | 32 | 50.0% |
| | Percent of Original | 96.2% | 97.5% | -1.3% | 94.5% | 95.9% | -1.5% |
| Median | Sale Price | 274,900 | 179,950 | 52.8% | 209,500 | 200,000 | 4.8% |
| | Days on Market | 13 | 6 | 116.7% | 16 | 7 | 128.6% |
| | Percent of Original | 100.0% | 100.0% | 0.0% | 97.9% | 100.0% | -2.1% |

A total of 27 contracts for sale were written in North Region during the month of June, down from 28 in 2023. The median list price of these homes was \$274,900, up from \$179,950 the prior year. Half of the homes that went under contract in June were on the market less than 13 days, compared to 6 days in June 2023.

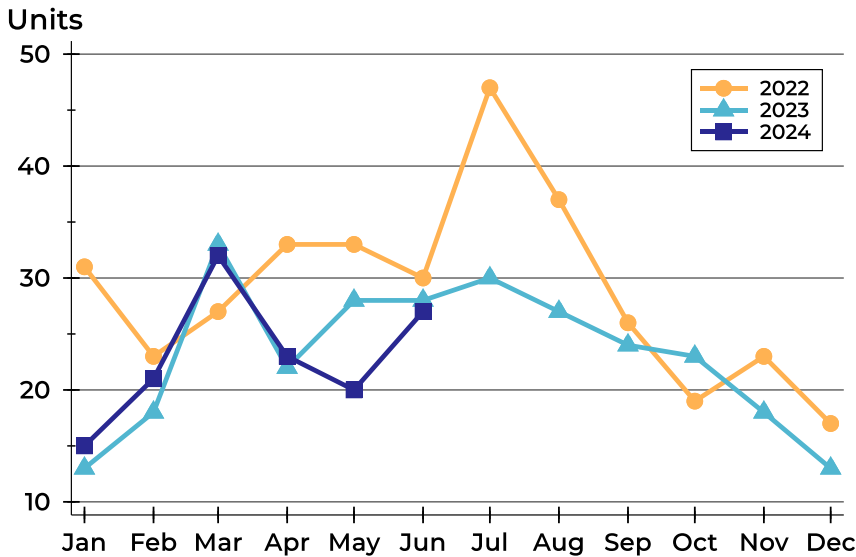
History of Contracts Written





North Region Contracts Written Analysis

Contracts Written by Month



| Month | 2022 | 2023 | 2024 |
|-----------|------|------|------|
| January | 31 | 13 | 15 |
| February | 23 | 18 | 21 |
| March | 27 | 33 | 32 |
| April | 33 | 22 | 23 |
| May | 33 | 28 | 20 |
| June | 30 | 28 | 27 |
| July | 47 | 30 | 30 |
| August | 37 | 27 | 27 |
| September | 26 | 24 | 24 |
| October | 19 | 23 | 23 |
| November | 23 | 18 | 18 |
| December | 17 | 13 | 13 |

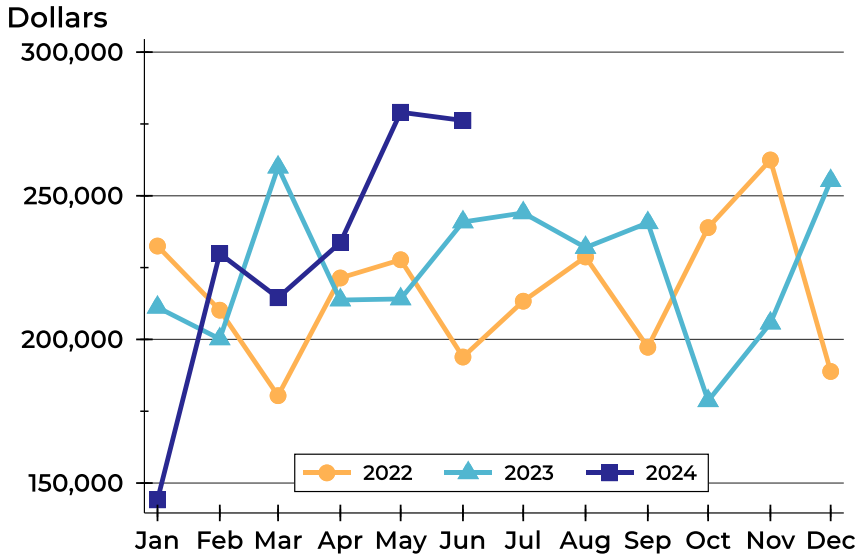
Contracts Written by Price Range

| 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 | 3 | 11.1% | 73,017 | 69,250 | 7 | 5 | 100.0% | 100.0% |
| \$100,000-\$124,999 | 3 | 11.1% | 118,833 | 119,500 | 40 | 43 | 92.7% | 92.3% |
| \$125,000-\$149,999 | 1 | 3.7% | 134,900 | 134,900 | 2 | 2 | 100.0% | 100.0% |
| \$150,000-\$174,999 | 1 | 3.7% | 160,000 | 160,000 | 3 | 3 | 100.0% | 100.0% |
| \$175,000-\$199,999 | 1 | 3.7% | 199,500 | 199,500 | 67 | 67 | 80.0% | 80.0% |
| \$200,000-\$249,999 | 3 | 11.1% | 226,633 | 215,000 | 14 | 17 | 95.4% | 100.0% |
| \$250,000-\$299,999 | 5 | 18.5% | 276,960 | 279,900 | 56 | 11 | 100.0% | 100.0% |
| \$300,000-\$399,999 | 5 | 18.5% | 353,000 | 355,000 | 19 | 13 | 97.1% | 100.0% |
| \$400,000-\$499,999 | 3 | 11.1% | 461,500 | 455,000 | 36 | 37 | 97.9% | 100.0% |
| \$500,000-\$749,999 | 2 | 7.4% | 587,000 | 587,000 | 102 | 102 | 86.7% | 86.7% |
| \$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 |



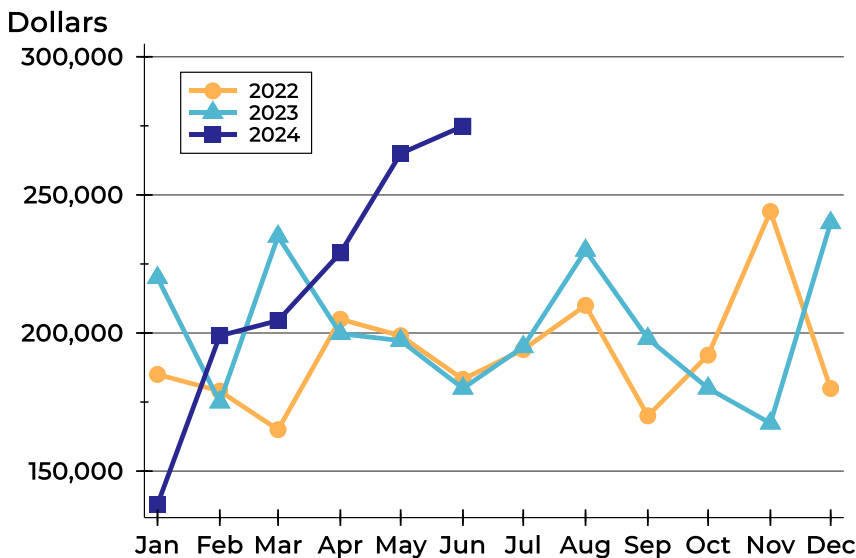
North Region Contracts Written Analysis

Average Price



| Month | 2022 | 2023 | 2024 |
|-----------|---------|---------|---------|
| January | 232,503 | 211,177 | 144,147 |
| February | 210,178 | 200,164 | 229,881 |
| March | 180,415 | 259,953 | 214,511 |
| April | 221,386 | 213,714 | 233,696 |
| May | 227,724 | 214,082 | 279,075 |
| June | 193,868 | 240,868 | 276,228 |
| 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

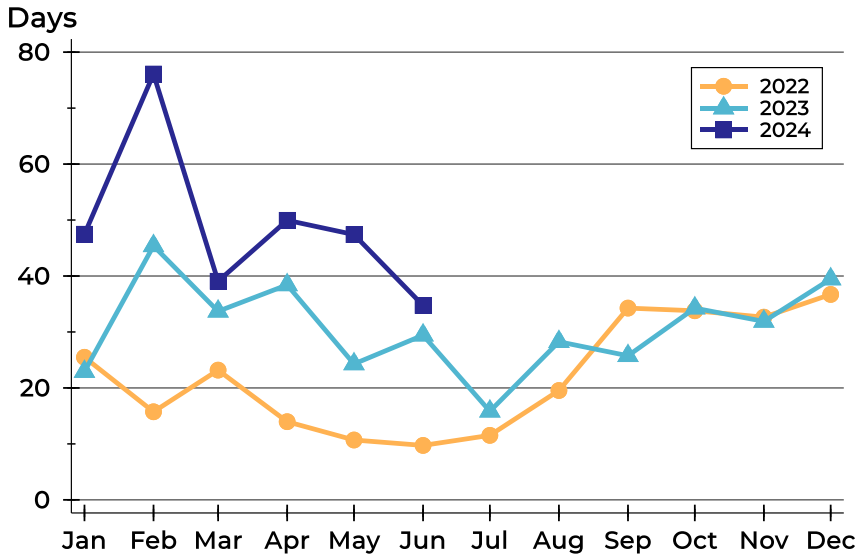


| Month | 2022 | 2023 | 2024 |
|-----------|---------|---------|---------|
| January | 185,000 | 220,000 | 137,900 |
| February | 179,000 | 174,950 | 199,000 |
| March | 165,000 | 235,000 | 204,500 |
| April | 205,000 | 199,750 | 229,000 |
| May | 199,000 | 197,250 | 265,000 |
| June | 183,250 | 179,950 | 274,900 |
| 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 | |



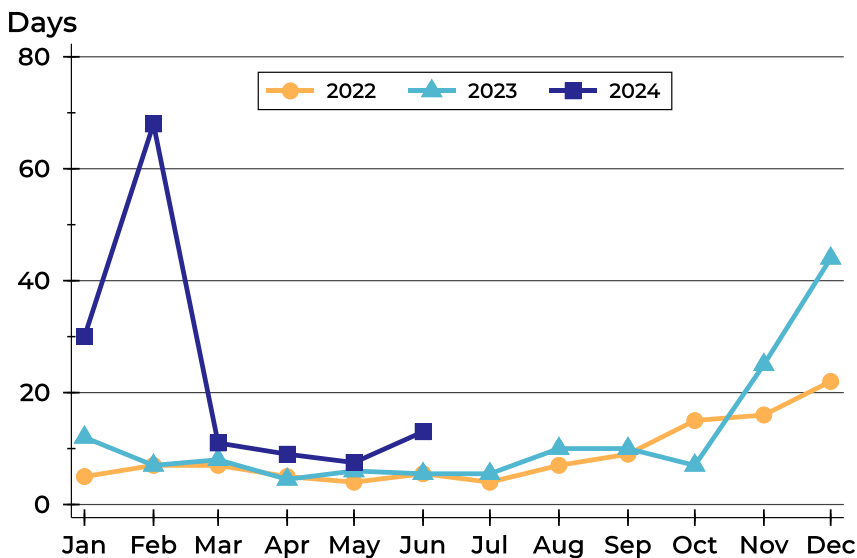
North Region Contracts Written Analysis

Average DOM



| Month | 2022 | 2023 | 2024 |
|-----------|------|------|-----------|
| January | 25 | 23 | 47 |
| February | 16 | 45 | 76 |
| March | 23 | 34 | 39 |
| April | 14 | 38 | 50 |
| May | 11 | 24 | 47 |
| June | 10 | 29 | 35 |
| 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 | 9 |
| May | 4 | 6 | 8 |
| June | 6 | 6 | 13 |
| July | 4 | 6 | |
| August | 7 | 10 | |
| September | 9 | 10 | |
| October | 15 | 7 | |
| November | 16 | 25 | |
| December | 22 | 44 | |



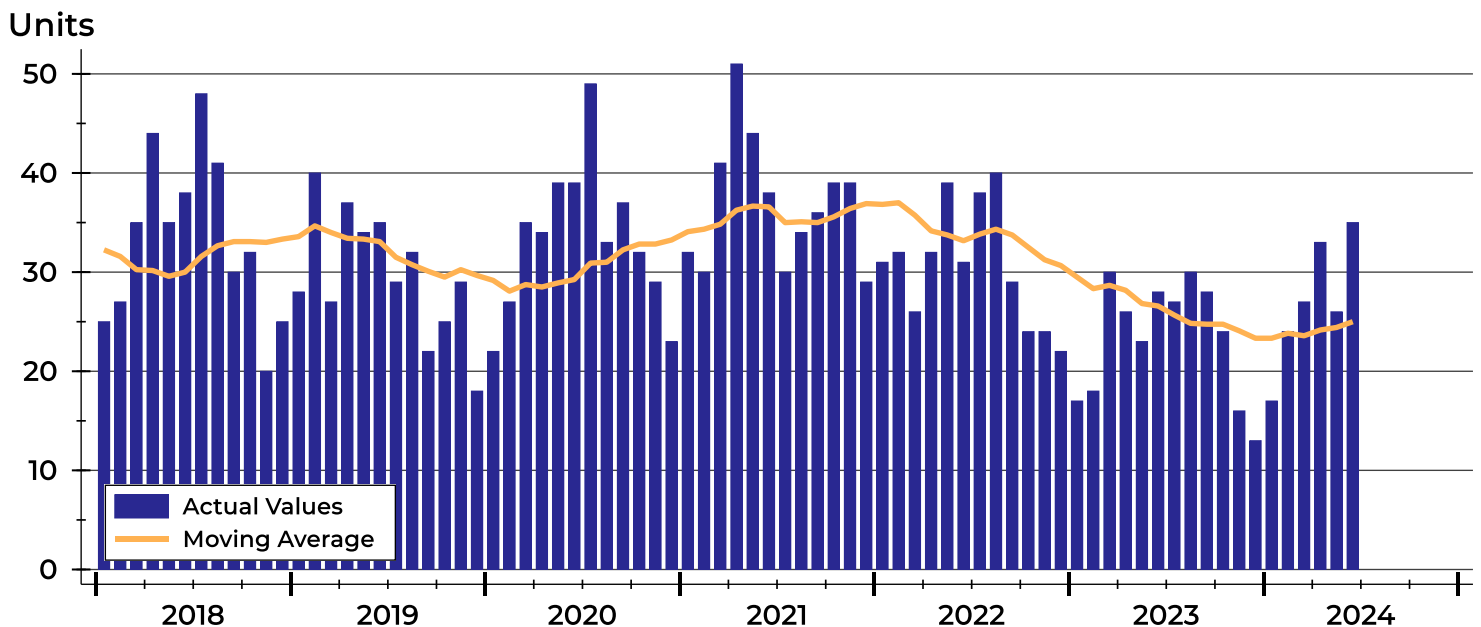
North Region Pending Contracts Analysis

| Summary Statistics for Pending Contracts | | 2024 | End of June 2023 | Change |
|--|---------------------|---------|------------------|--------|
| Pending Contracts | | 35 | 28 | 25.0% |
| Volume (1,000s) | | 10,333 | 6,932 | 49.1% |
| Average | List Price | 295,233 | 247,564 | 19.3% |
| | Days on Market | 40 | 15 | 166.7% |
| | Percent of Original | 96.5% | 99.4% | -2.9% |
| Median | List Price | 279,900 | 215,500 | 29.9% |
| | Days on Market | 17 | 5 | 240.0% |
| | Percent of Original | 100.0% | 100.0% | 0.0% |

A total of 35 listings in North Region had contracts pending at the end of June, up from 28 contracts pending at the end of June 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.

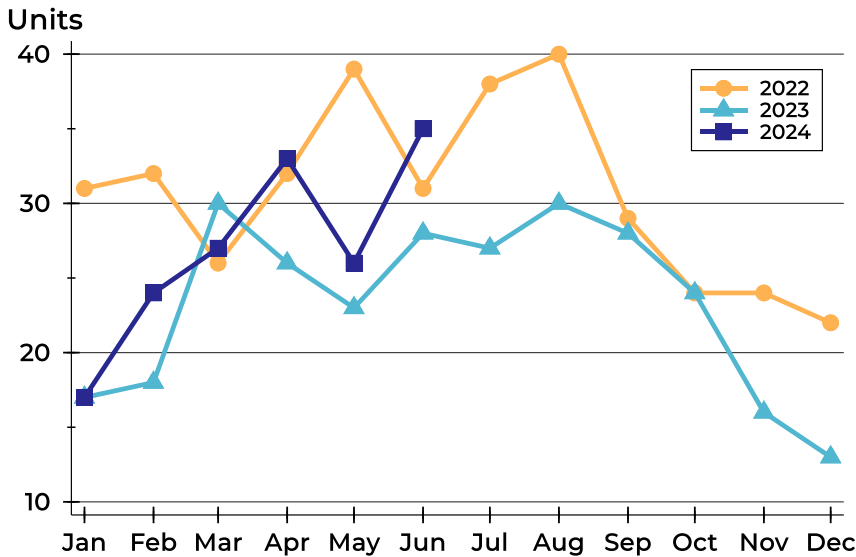
History of Pending Contracts





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 | 33 |
| May | 39 | 23 | 26 |
| June | 31 | 28 | 35 |
| July | 38 | 27 | |
| August | 40 | 30 | |
| September | 29 | 28 | |
| October | 24 | 24 | |
| November | 24 | 16 | |
| December | 22 | 13 | |

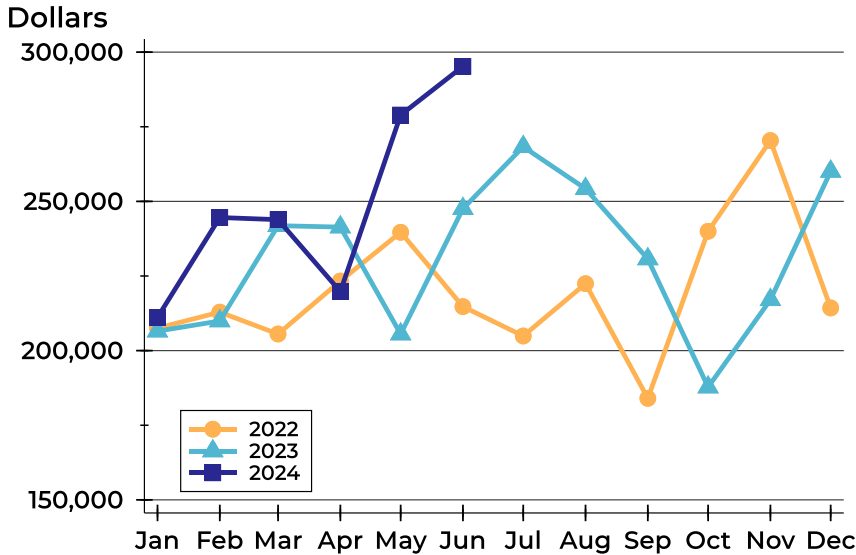
Pending Contracts by Price Range

| 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 | 2.9% | 45,000 | 45,000 | 17 | 17 | 100.0% | 100.0% |
| \$50,000-\$99,999 | 4 | 11.4% | 69,763 | 67,075 | 19 | 9 | 100.0% | 100.0% |
| \$100,000-\$124,999 | 4 | 11.4% | 119,875 | 120,750 | 30 | 25 | 94.5% | 96.1% |
| \$125,000-\$149,999 | 1 | 2.9% | 134,900 | 134,900 | 2 | 2 | 100.0% | 100.0% |
| \$150,000-\$174,999 | 1 | 2.9% | 160,000 | 160,000 | 3 | 3 | 100.0% | 100.0% |
| \$175,000-\$199,999 | 1 | 2.9% | 199,500 | 199,500 | 67 | 67 | 80.0% | 80.0% |
| \$200,000-\$249,999 | 3 | 8.6% | 223,333 | 215,000 | 8 | 2 | 95.4% | 100.0% |
| \$250,000-\$299,999 | 5 | 14.3% | 276,960 | 279,900 | 56 | 11 | 100.0% | 100.0% |
| \$300,000-\$399,999 | 6 | 17.1% | 346,667 | 345,000 | 24 | 16 | 97.0% | 98.5% |
| \$400,000-\$499,999 | 4 | 11.4% | 461,100 | 457,450 | 38 | 40 | 97.9% | 98.9% |
| \$500,000-\$749,999 | 5 | 14.3% | 611,200 | 599,000 | 104 | 25 | 91.5% | 93.6% |
| \$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 |



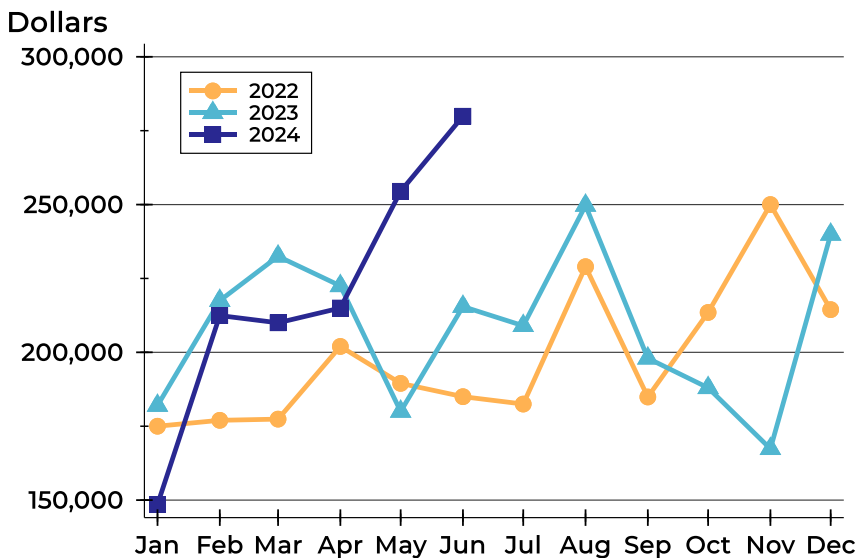
North Region Pending Contracts Analysis

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 | 219,782 |
| May | 239,659 | 205,548 | 278,938 |
| June | 214,753 | 247,564 | 295,233 |
| 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

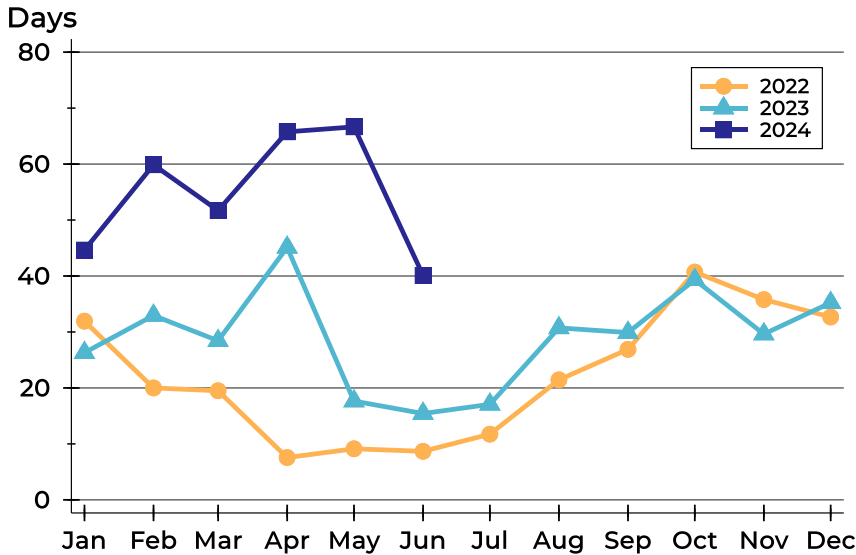


| Month | 2022 | 2023 | 2024 |
|-----------|---------|---------|----------------|
| January | 175,000 | 182,000 | 148,500 |
| February | 177,000 | 217,500 | 212,450 |
| March | 177,400 | 232,500 | 210,000 |
| April | 202,000 | 222,500 | 215,000 |
| May | 189,500 | 180,000 | 254,500 |
| June | 185,000 | 215,500 | 279,900 |
| 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 | |



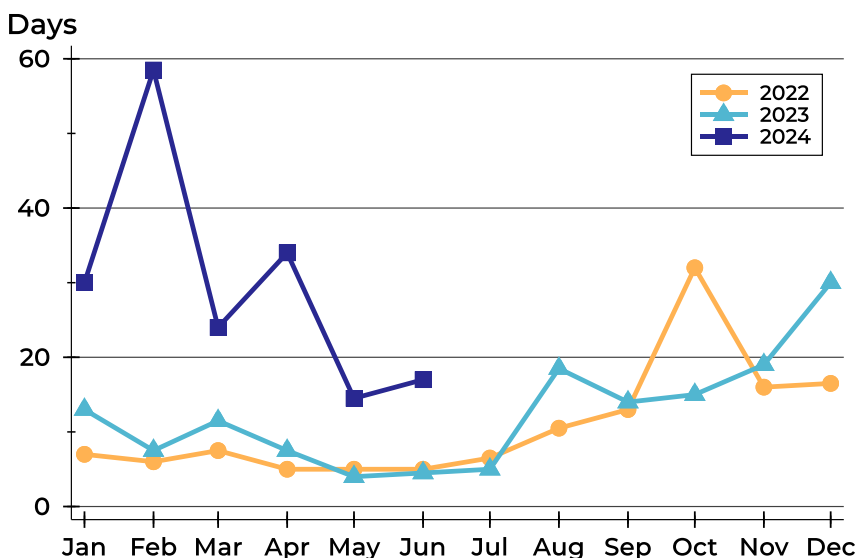
North Region Pending Contracts Analysis

Average DOM



| Month | 2022 | 2023 | 2024 |
|-----------|------|------|------|
| January | 32 | 26 | 45 |
| February | 20 | 33 | 60 |
| March | 20 | 28 | 52 |
| April | 8 | 45 | 66 |
| May | 9 | 18 | 67 |
| June | 9 | 15 | 40 |
| 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 | 34 |
| May | 5 | 4 | 15 |
| June | 5 | 5 | 17 |
| July | 7 | 5 | |
| August | 11 | 19 | |
| September | 13 | 14 | |
| October | 32 | 15 | |
| November | 16 | 19 | |
| December | 17 | 30 | |



**June
2024**

Sunflower MLS Statistics



South Region Housing Report



Market Overview

South Region Home Sales Fell in June

Total home sales in South Region fell last month to 31 units, compared to 53 units in June 2023. Total sales volume was \$5.8 million, down from a year earlier.

The median sale price in June was \$171,500, up from \$166,000 a year earlier. Homes that sold in June were typically on the market for 3 days and sold for 100.0% of their list prices.

South Region Active Listings Up at End of June

The total number of active listings in South Region at the end of June was 40 units, up from 34 at the same point in 2023. This represents a 1.5 months' supply of homes available for sale. The median list price of homes on the market at the end of June was \$182,450.

During June, a total of 30 contracts were written down from 38 in June 2023. At the end of the month, there were 45 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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**June
2024**

Sunflower MLS Statistics



South Region Summary Statistics

| June MLS Statistics Three-year History | | Current Month | | | Year-to-Date | | |
|---|------------------------------|----------------|----------------|----------------|----------------|----------------|----------------|
| | | 2024 | 2023 | 2022 | 2024 | 2023 | 2022 |
| Home Sales | | 31 | 53 | 52 | 141 | 175 | 209 |
| Change from prior year | | -41.5% | 1.9% | 10.6% | -19.4% | -16.3% | 5.0% |
| Active Listings | | 40 | 34 | 36 | N/A | N/A | N/A |
| Change from prior year | | 17.6% | -5.6% | -7.7% | | | |
| Months' Supply | | 1.5 | 1.1 | 0.9 | N/A | N/A | N/A |
| Change from prior year | | 36.4% | 22.2% | -18.2% | | | |
| New Listings | | 38 | 43 | 47 | 197 | 226 | 242 |
| Change from prior year | | -11.6% | -8.5% | -16.1% | -12.8% | -6.6% | -8.0% |
| Contracts Written | | 30 | 38 | 28 | 163 | 203 | 212 |
| Change from prior year | | -21.1% | 35.7% | -28.2% | -19.7% | -4.2% | -10.2% |
| Pending Contracts | | 45 | 45 | 45 | N/A | N/A | N/A |
| Change from prior year | | 0.0% | 0.0% | -34.8% | | | |
| Sales Volume (1,000s) | | 5,823 | 10,443 | 9,661 | 25,783 | 31,564 | 34,657 |
| Change from prior year | | -44.2% | 8.1% | 11.4% | -18.3% | -8.9% | 12.9% |
| Average | Sale Price | 187,827 | 197,045 | 185,795 | 182,858 | 180,364 | 165,823 |
| | Change from prior year | -4.7% | 6.1% | 0.7% | 1.4% | 8.8% | 7.5% |
| | List Price of Actives | 241,898 | 276,956 | 201,368 | N/A | N/A | N/A |
| | Change from prior year | -12.7% | 37.5% | 26.1% | | | |
| | Days on Market | 9 | 15 | 12 | 22 | 23 | 19 |
| Change from prior year | -40.0% | 25.0% | -57.1% | -4.3% | 21.1% | -38.7% | |
| Percent of List | 100.0% | 97.8% | 96.6% | 97.9% | 97.4% | 97.9% | |
| Change from prior year | 2.2% | 1.2% | -0.8% | 0.5% | -0.5% | 1.5% | |
| Percent of Original | 100.4% | 96.5% | 95.3% | 97.3% | 95.8% | 96.6% | |
| Change from prior year | 4.0% | 1.3% | -0.9% | 1.6% | -0.8% | 1.4% | |
| Median | Sale Price | 171,500 | 166,000 | 135,000 | 171,500 | 165,000 | 131,500 |
| | Change from prior year | 3.3% | 23.0% | -25.0% | 3.9% | 25.5% | -5.4% |
| | List Price of Actives | 182,450 | 209,900 | 133,700 | N/A | N/A | N/A |
| | Change from prior year | -13.1% | 57.0% | 33.8% | | | |
| | Days on Market | 3 | 5 | 5 | 6 | 6 | 6 |
| Change from prior year | -40.0% | 0.0% | 25.0% | 0.0% | 0.0% | 0.0% | |
| Percent of List | 100.0% | 98.7% | 98.2% | 100.0% | 98.6% | 98.7% | |
| Change from prior year | 1.3% | 0.5% | -1.8% | 1.4% | -0.1% | 0.3% | |
| Percent of Original | 100.0% | 98.5% | 97.0% | 100.0% | 97.8% | 98.3% | |
| Change from prior year | 1.5% | 1.5% | -2.5% | 2.2% | -0.5% | 0.3% | |

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



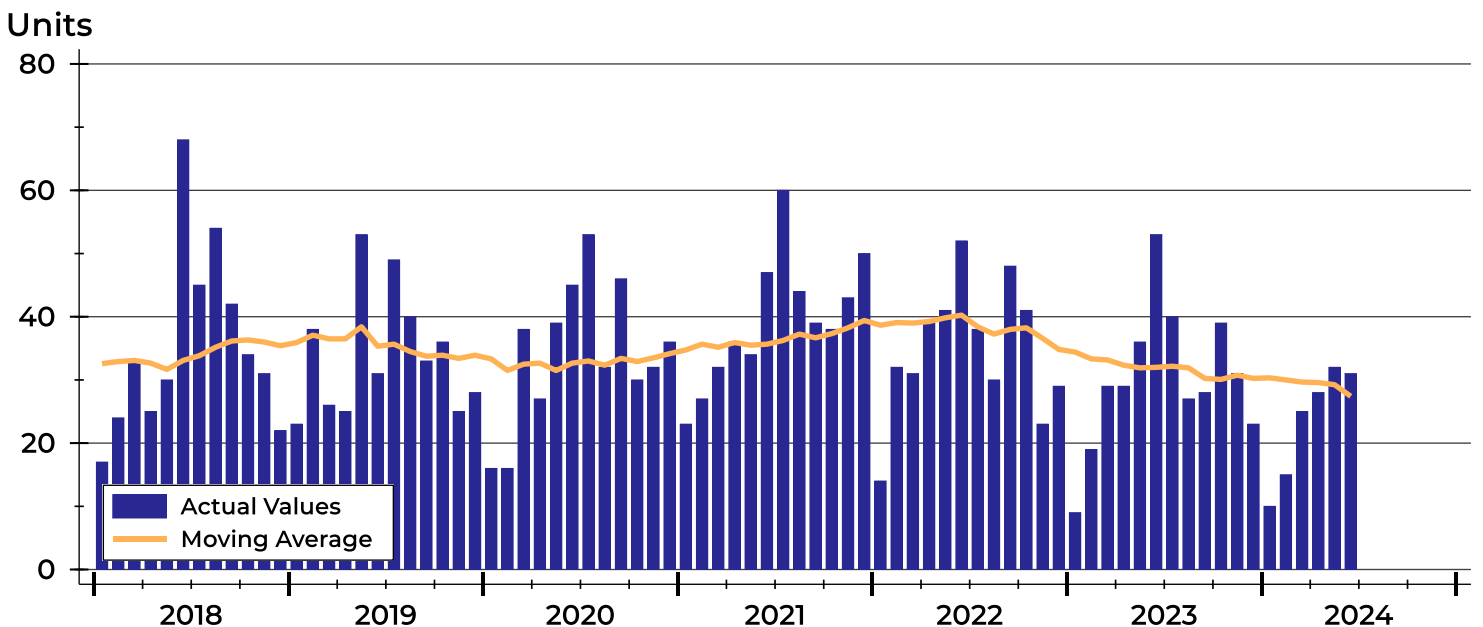
South Region Closed Listings Analysis

| Summary Statistics for Closed Listings | | 2024 | June 2023 | Change | 2024 | Year-to-Date 2023 | Change |
|--|---------------------|---------|-----------|--------|---------|-------------------|--------|
| Closed Listings | | 31 | 53 | -41.5% | 141 | 175 | -19.4% |
| Volume (1,000s) | | 5,823 | 10,443 | -44.2% | 25,783 | 31,564 | -18.3% |
| Months' Supply | | 1.5 | 1.1 | 36.4% | N/A | N/A | N/A |
| Average | Sale Price | 187,827 | 197,045 | -4.7% | 182,858 | 180,364 | 1.4% |
| | Days on Market | 9 | 15 | -40.0% | 22 | 23 | -4.3% |
| | Percent of List | 100.0% | 97.8% | 2.2% | 97.9% | 97.4% | 0.5% |
| | Percent of Original | 100.4% | 96.5% | 4.0% | 97.3% | 95.8% | 1.6% |
| Median | Sale Price | 171,500 | 166,000 | 3.3% | 171,500 | 165,000 | 3.9% |
| | Days on Market | 3 | 5 | -40.0% | 6 | 6 | 0.0% |
| | Percent of List | 100.0% | 98.7% | 1.3% | 100.0% | 98.6% | 1.4% |
| | Percent of Original | 100.0% | 98.5% | 1.5% | 100.0% | 97.8% | 2.2% |

A total of 31 homes sold in South Region in June, down from 53 units in June 2023. Total sales volume fell to \$5.8 million compared to \$10.4 million in the previous year.

The median sales price in June was \$171,500, up 3.3% compared to the prior year. Median days on market was 3 days, down from 8 days in May, and down from 5 in June 2023.

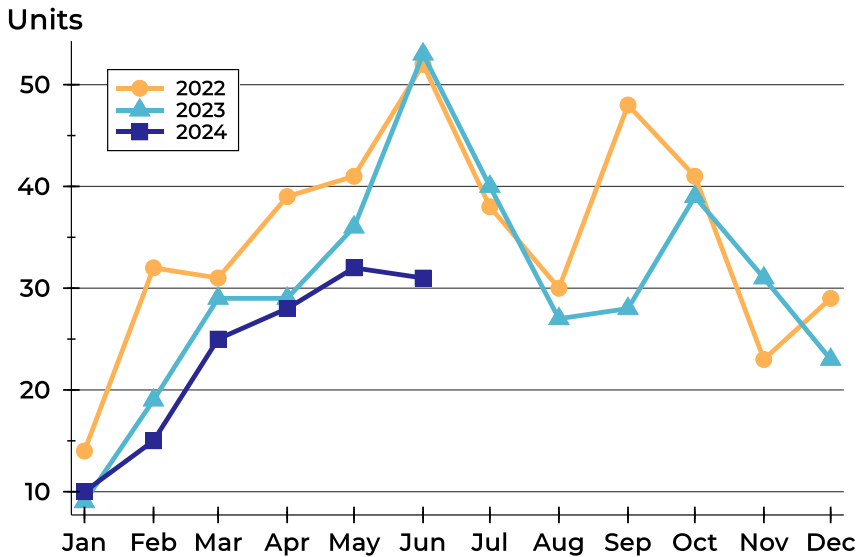
History of Closed Listings





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 | 28 |
| May | 41 | 36 | 32 |
| June | 52 | 53 | 31 |
| July | 38 | 40 | |
| August | 30 | 27 | |
| September | 48 | 28 | |
| October | 41 | 39 | |
| November | 23 | 31 | |
| December | 29 | 23 | |

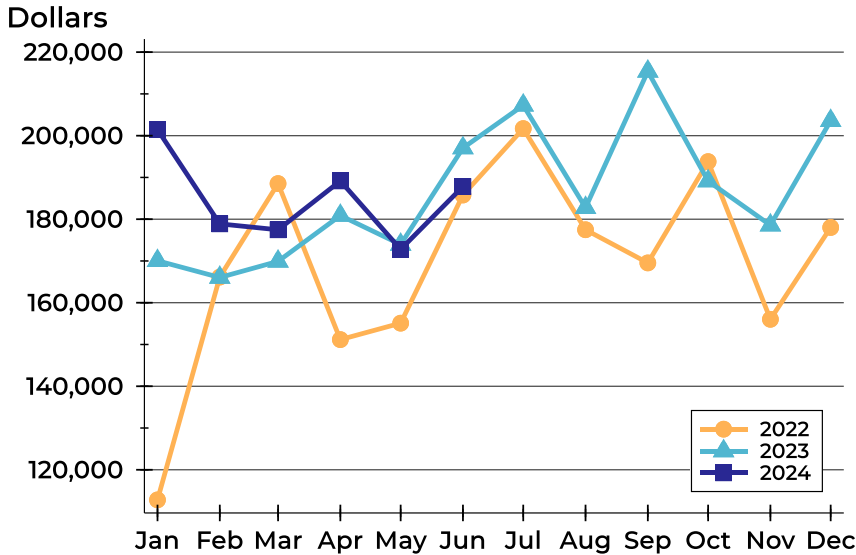
Closed Listings by Price Range

| 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 | 3.2% | 0.8 | 40,000 | 40,000 | 0 | 0 | 100.0% | 100.0% | 100.0% | 100.0% |
| \$50,000-\$99,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A |
| \$100,000-\$124,999 | 3 | 9.7% | 0.7 | 100,667 | 100,000 | 12 | 17 | 97.7% | 100.0% | 93.5% | 93.5% |
| \$125,000-\$149,999 | 7 | 22.6% | 1.1 | 135,586 | 137,100 | 4 | 2 | 100.3% | 100.0% | 100.1% | 100.0% |
| \$150,000-\$174,999 | 5 | 16.1% | 1.8 | 160,870 | 159,900 | 4 | 2 | 101.0% | 101.3% | 101.0% | 101.3% |
| \$175,000-\$199,999 | 4 | 12.9% | 1.5 | 190,950 | 191,450 | 6 | 6 | 98.9% | 100.5% | 98.9% | 100.5% |
| \$200,000-\$249,999 | 5 | 16.1% | 1.6 | 219,300 | 229,000 | 27 | 4 | 99.4% | 100.0% | 103.3% | 100.0% |
| \$250,000-\$299,999 | 3 | 9.7% | 1.0 | 278,967 | 279,900 | 3 | 0 | 100.9% | 100.0% | 100.9% | 100.0% |
| \$300,000-\$399,999 | 3 | 9.7% | 0.9 | 343,333 | 326,000 | 12 | 5 | 101.7% | 101.7% | 101.7% | 101.7% |
| \$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 |



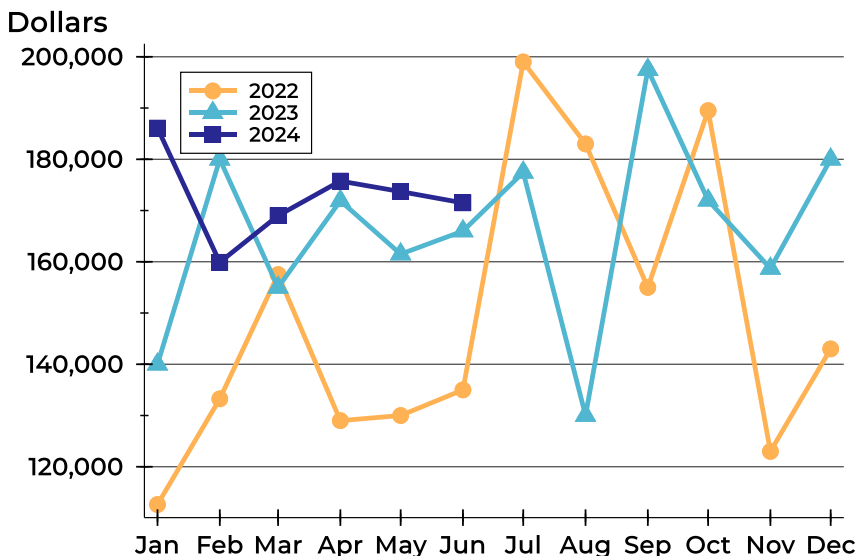
South Region Closed Listings Analysis

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 | 189,164 |
| May | 155,110 | 173,943 | 172,784 |
| June | 185,795 | 197,045 | 187,827 |
| 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

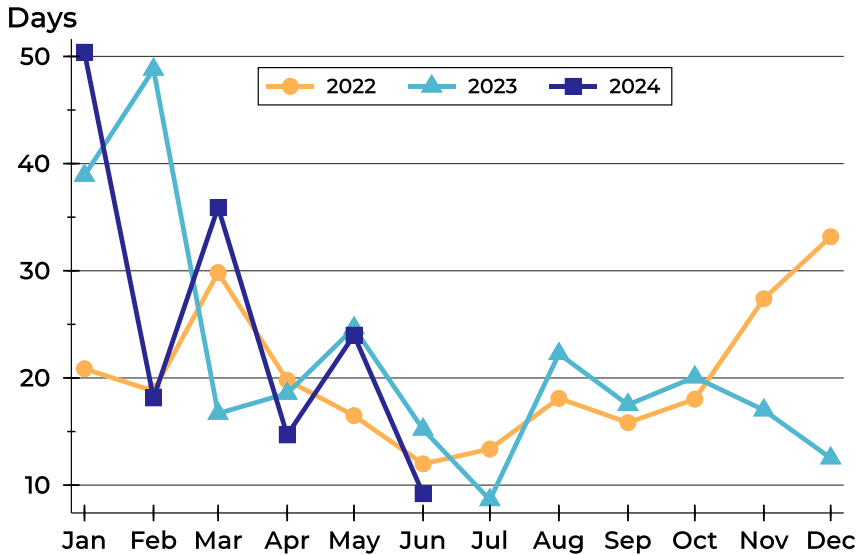


| Month | 2022 | 2023 | 2024 |
|-----------|---------|---------|----------------|
| January | 112,625 | 140,000 | 186,100 |
| February | 133,250 | 180,000 | 159,900 |
| March | 157,500 | 155,000 | 169,000 |
| April | 129,000 | 171,900 | 175,750 |
| May | 130,000 | 161,500 | 173,700 |
| June | 135,000 | 166,000 | 171,500 |
| 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 | |



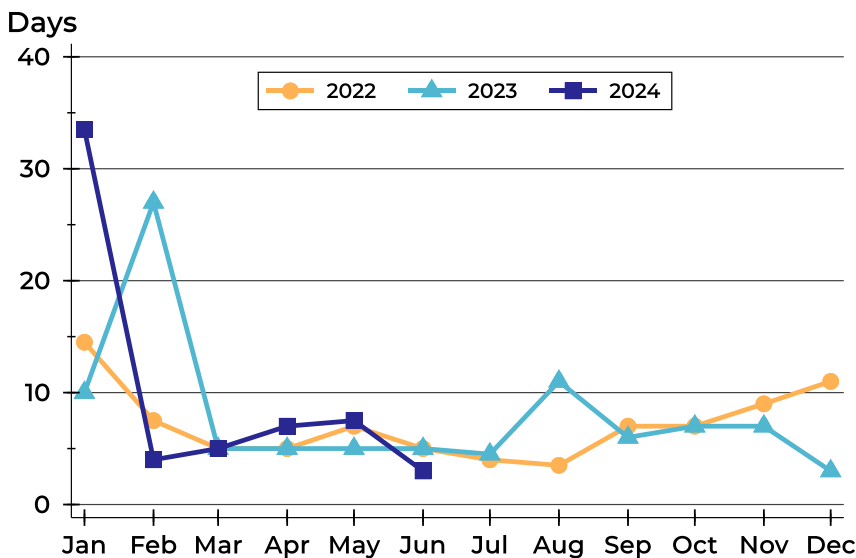
South Region Closed Listings Analysis

Average DOM



| Month | 2022 | 2023 | 2024 |
|-----------|------|------|-----------|
| January | 21 | 39 | 50 |
| February | 19 | 49 | 18 |
| March | 30 | 17 | 36 |
| April | 20 | 19 | 15 |
| May | 16 | 25 | 24 |
| June | 12 | 15 | 9 |
| 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 | 7 |
| May | 7 | 5 | 8 |
| June | 5 | 5 | 3 |
| July | 4 | 5 | |
| August | 4 | 11 | |
| September | 7 | 6 | |
| October | 7 | 7 | |
| November | 9 | 7 | |
| December | 11 | 3 | |



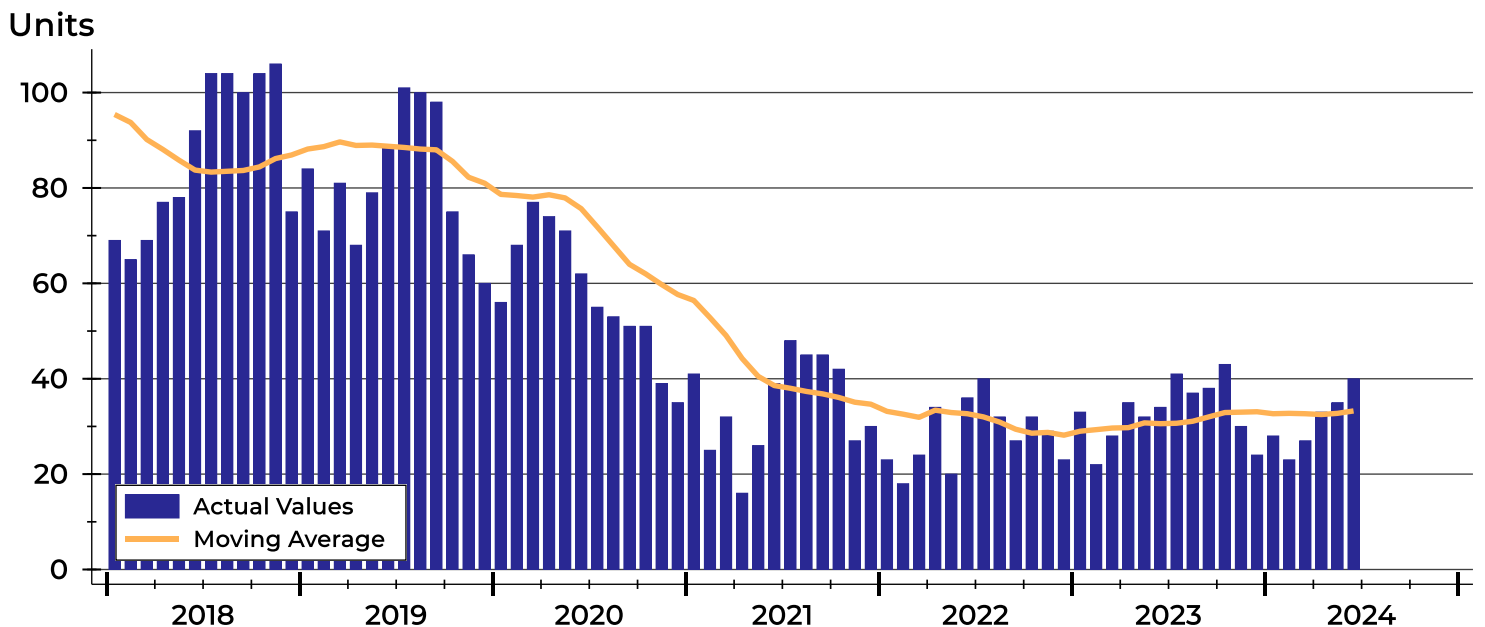
South Region Active Listings Analysis

| Summary Statistics for Active Listings | | 2024 | End of June 2023 | Change |
|--|---------------------|---------|------------------|--------|
| Active Listings | | 40 | 34 | 17.6% |
| Volume (1,000s) | | 9,676 | 9,417 | 2.8% |
| Months' Supply | | 1.5 | 1.1 | 36.4% |
| Average | List Price | 241,898 | 276,956 | -12.7% |
| | Days on Market | 63 | 45 | 40.0% |
| | Percent of Original | 96.2% | 96.1% | 0.1% |
| Median | List Price | 182,450 | 209,900 | -13.1% |
| | Days on Market | 41 | 24 | 70.8% |
| | Percent of Original | 100.0% | 100.0% | 0.0% |

A total of 40 homes were available for sale in South Region at the end of June. This represents a 1.5 months' supply of active listings.

The median list price of homes on the market at the end of June was \$182,450, down 13.1% from 2023. The typical time on market for active listings was 41 days, up from 24 days a year earlier.

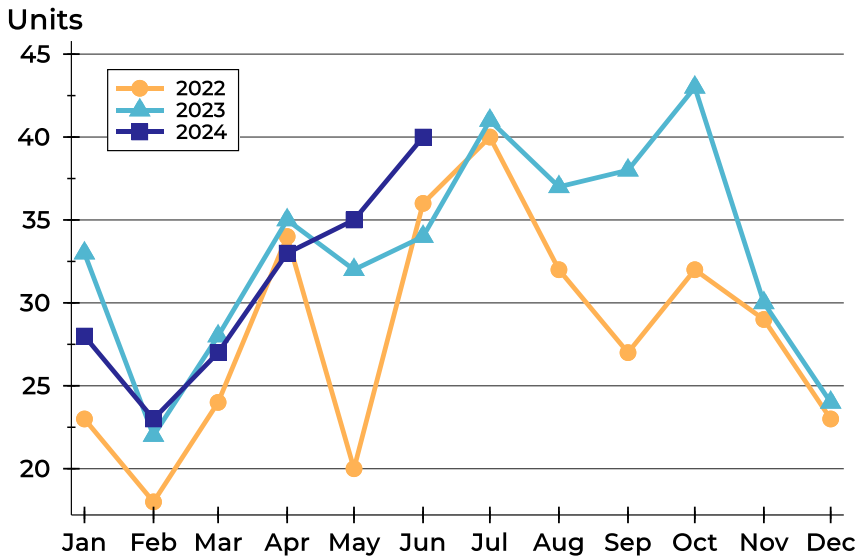
History of Active Listings





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 | 33 |
| May | 20 | 32 | 35 |
| June | 36 | 34 | 40 |
| July | 40 | 41 | |
| August | 32 | 37 | |
| September | 27 | 38 | |
| October | 32 | 43 | |
| November | 29 | 30 | |
| December | 23 | 24 | |

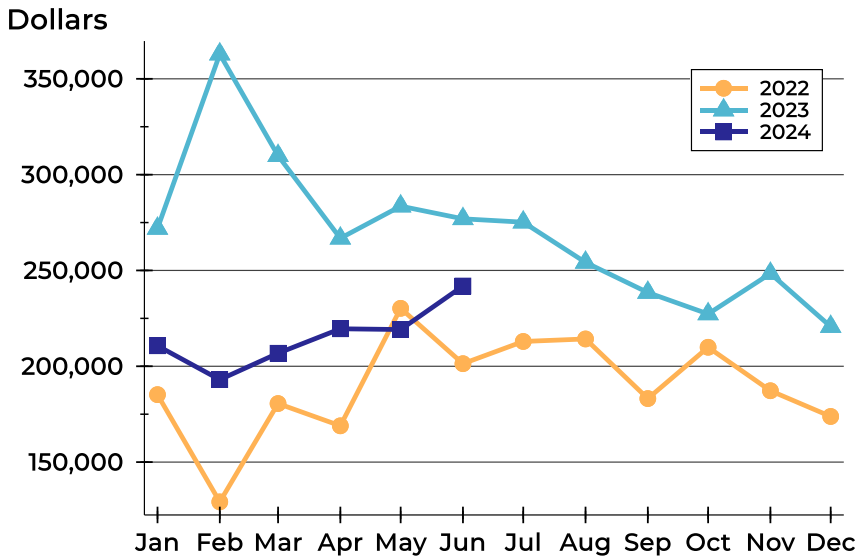
Active Listings by Price Range

| Price Range | Active Listings Number | Percent | Months' Supply | List Price Average | Median | Days on Market Avg. | Med. | Price as % of Orig. Avg. | Med. |
|---------------------|------------------------|---------|----------------|--------------------|---------|---------------------|------|--------------------------|--------|
| Below \$25,000 | 1 | 2.5% | N/A | 1,600 | 1,600 | 18 | 18 | 100.0% | 100.0% |
| \$25,000-\$49,999 | 1 | 2.5% | 0.8 | 39,000 | 39,000 | 217 | 217 | 48.8% | 48.8% |
| \$50,000-\$99,999 | 4 | 10.0% | N/A | 73,675 | 77,450 | 64 | 51 | 95.6% | 97.1% |
| \$100,000-\$124,999 | 2 | 5.0% | 0.7 | 111,450 | 111,450 | 39 | 39 | 97.3% | 97.3% |
| \$125,000-\$149,999 | 4 | 10.0% | 1.1 | 136,250 | 137,500 | 24 | 6 | 96.8% | 100.0% |
| \$150,000-\$174,999 | 6 | 15.0% | 1.8 | 164,933 | 167,500 | 123 | 51 | 98.0% | 98.5% |
| \$175,000-\$199,999 | 4 | 10.0% | 1.5 | 183,575 | 182,450 | 46 | 36 | 99.3% | 100.0% |
| \$200,000-\$249,999 | 7 | 17.5% | 1.6 | 223,086 | 224,900 | 33 | 28 | 97.5% | 97.8% |
| \$250,000-\$299,999 | 2 | 5.0% | 1.0 | 285,750 | 285,750 | 34 | 34 | 98.8% | 98.8% |
| \$300,000-\$399,999 | 3 | 7.5% | 0.9 | 387,933 | 389,000 | 38 | 42 | 95.9% | 100.0% |
| \$400,000-\$499,999 | 2 | 5.0% | N/A | 434,900 | 434,900 | 65 | 65 | 99.4% | 99.4% |
| \$500,000-\$749,999 | 3 | 7.5% | N/A | 574,933 | 599,900 | 125 | 70 | 93.7% | 95.2% |
| \$750,000-\$999,999 | 1 | 2.5% | N/A | 957,320 | 957,320 | 18 | 18 | 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 |



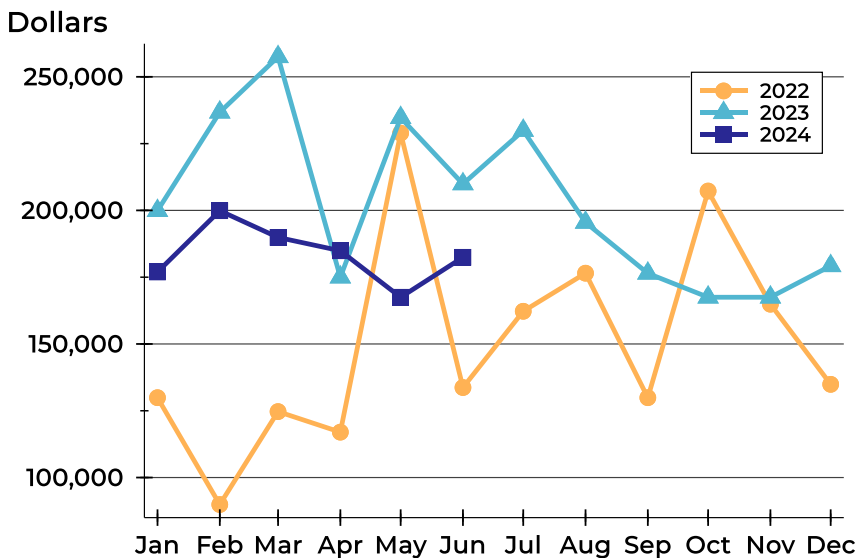
South Region Active Listings Analysis

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 | 219,577 |
| May | 230,253 | 283,563 | 219,176 |
| June | 201,368 | 276,956 | 241,898 |
| 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

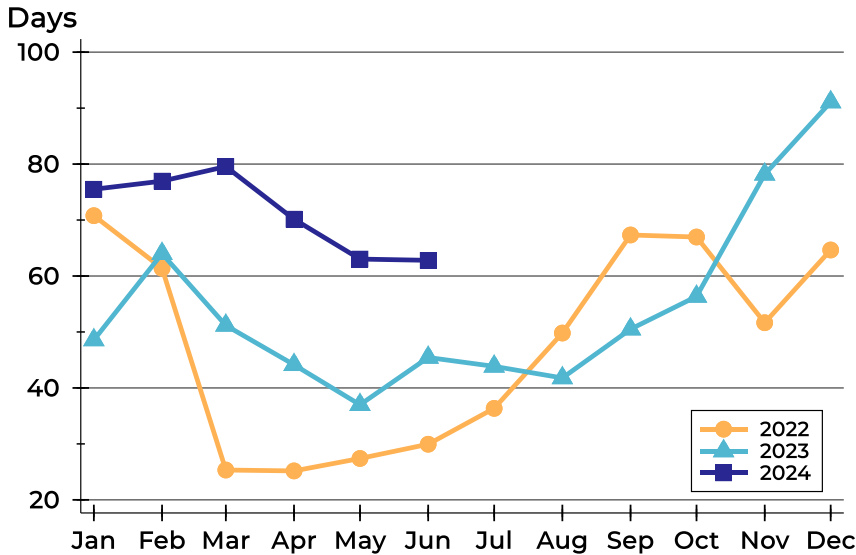


| Month | 2022 | 2023 | 2024 |
|-----------|---------|---------|----------------|
| January | 129,900 | 199,900 | 176,950 |
| February | 89,900 | 236,750 | 199,900 |
| March | 124,700 | 257,500 | 189,900 |
| April | 117,000 | 175,000 | 184,900 |
| May | 228,950 | 234,700 | 167,500 |
| June | 133,700 | 209,900 | 182,450 |
| 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 | |



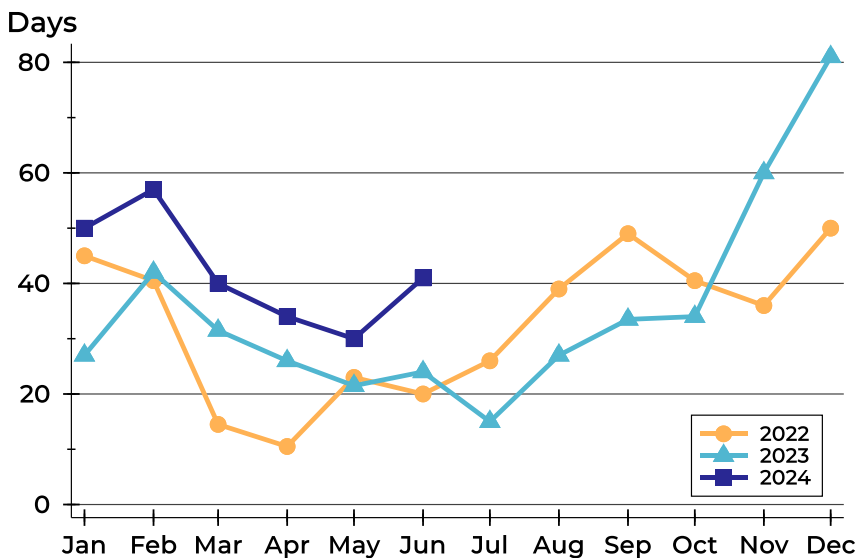
South Region Active Listings Analysis

Average DOM



| Month | 2022 | 2023 | 2024 |
|-----------|------|------|-----------|
| January | 71 | 49 | 76 |
| February | 61 | 64 | 77 |
| March | 25 | 51 | 80 |
| April | 25 | 44 | 70 |
| May | 27 | 37 | 63 |
| June | 30 | 45 | 63 |
| July | 36 | 44 | |
| August | 50 | 42 | |
| September | 67 | 51 | |
| October | 67 | 56 | |
| November | 52 | 78 | |
| December | 65 | 91 | |

Median DOM

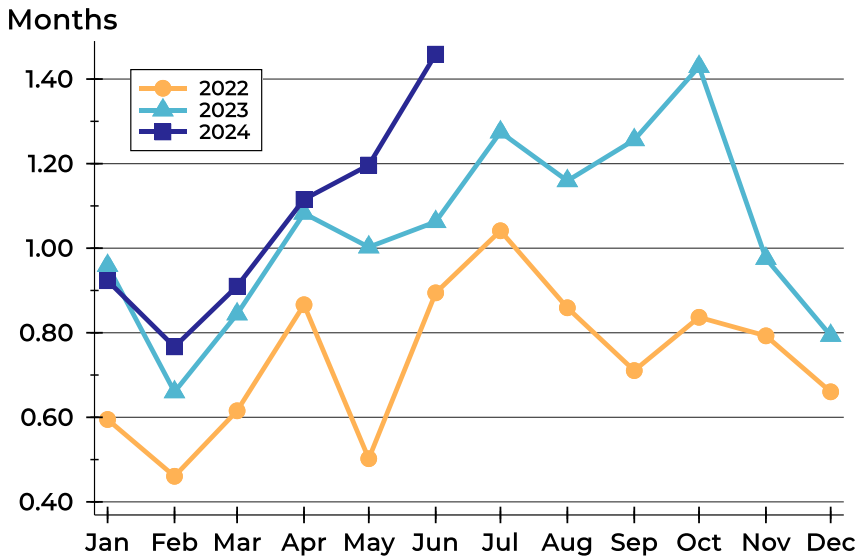


| Month | 2022 | 2023 | 2024 |
|-----------|------|------|-----------|
| January | 45 | 27 | 50 |
| February | 41 | 42 | 57 |
| March | 15 | 32 | 40 |
| April | 11 | 26 | 34 |
| May | 23 | 22 | 30 |
| June | 20 | 24 | 41 |
| July | 26 | 15 | |
| August | 39 | 27 | |
| September | 49 | 34 | |
| October | 41 | 34 | |
| November | 36 | 60 | |
| December | 50 | 81 | |



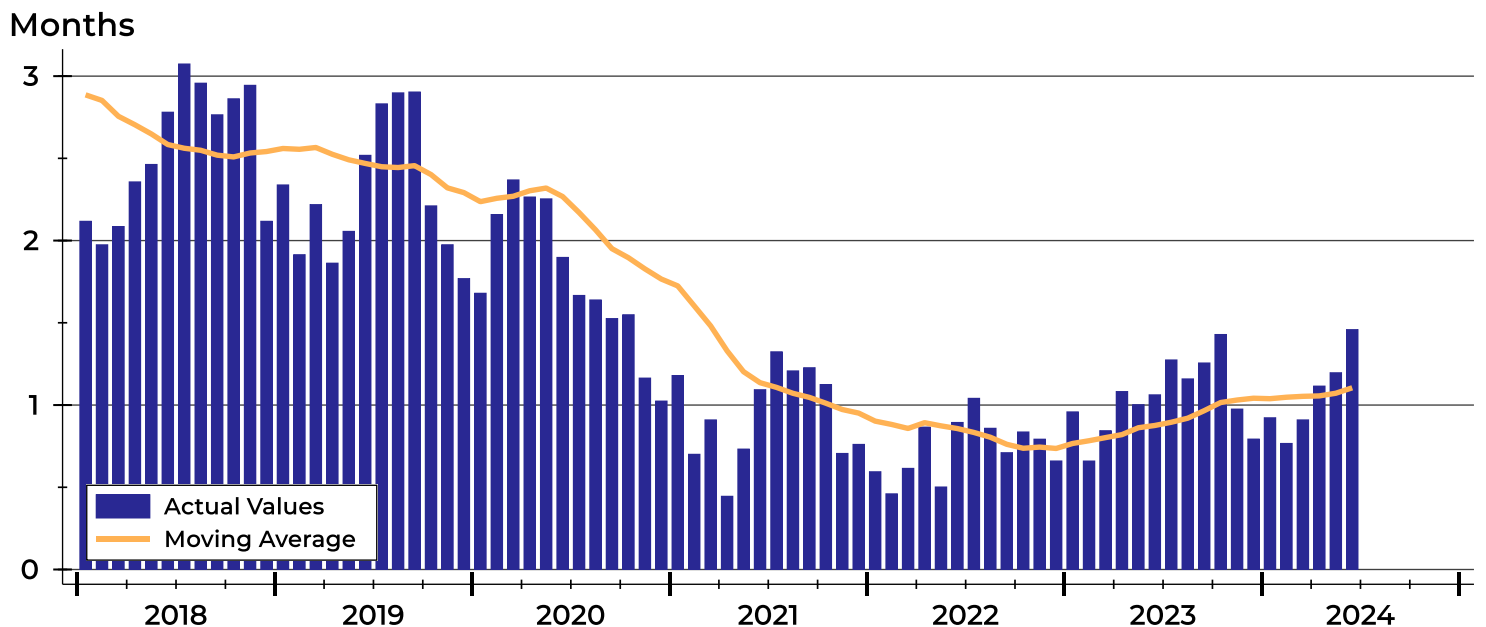
South Region Months' Supply Analysis

Months' Supply by Month



| Month | 2022 | 2023 | 2024 |
|-----------|------|------|------------|
| January | 0.6 | 1.0 | 0.9 |
| February | 0.5 | 0.7 | 0.8 |
| March | 0.6 | 0.8 | 0.9 |
| April | 0.9 | 1.1 | 1.1 |
| May | 0.5 | 1.0 | 1.2 |
| June | 0.9 | 1.1 | 1.5 |
| 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





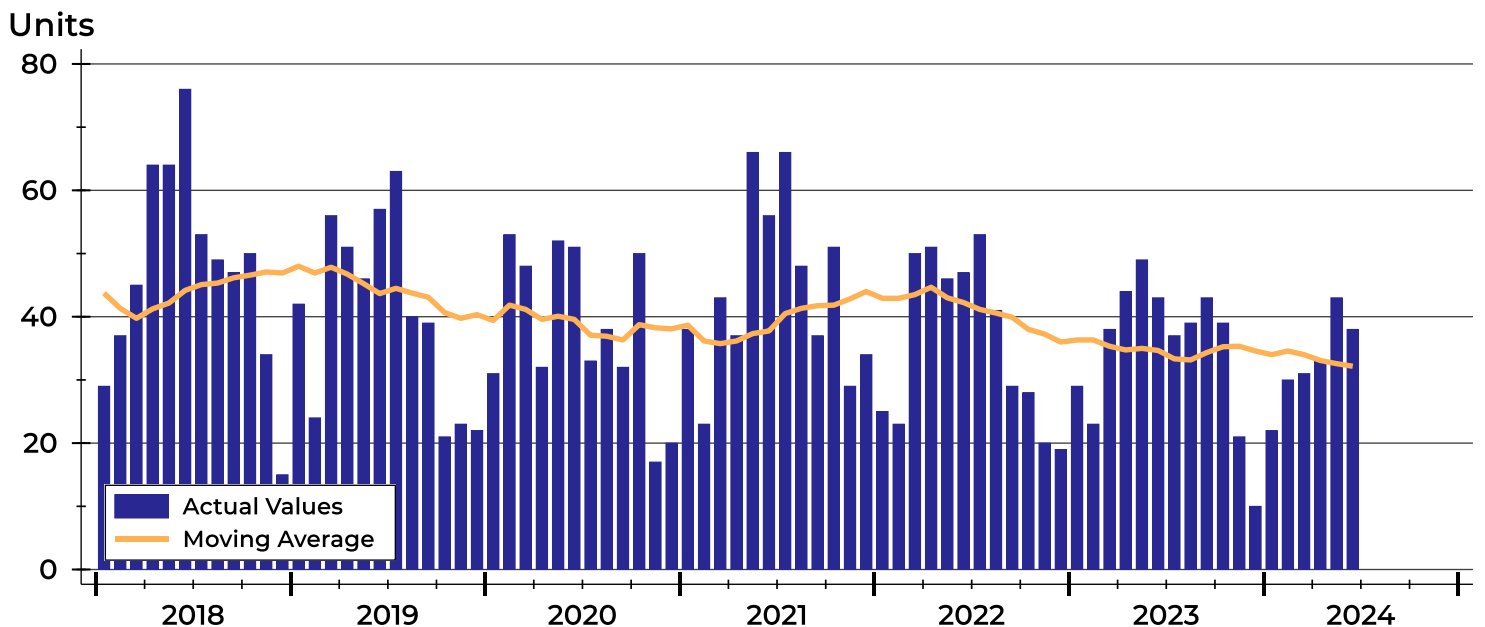
South Region New Listings Analysis

| Summary Statistics for New Listings | | 2024 | June 2023 | Change |
|-------------------------------------|--------------------|----------------|-----------|--------|
| Current Month | New Listings | 38 | 43 | -11.6% |
| | Volume (1,000s) | 8,535 | 7,668 | 11.3% |
| | Average List Price | 224,601 | 178,316 | 26.0% |
| | Median List Price | 181,450 | 129,900 | 39.7% |
| Year-to-Date | New Listings | 197 | 226 | -12.8% |
| | Volume (1,000s) | 39,558 | 45,481 | -13.0% |
| | Average List Price | 200,804 | 201,243 | -0.2% |
| | Median List Price | 174,500 | 169,900 | 2.7% |

A total of 38 new listings were added in South Region during June, down 11.6% from the same month in 2023. Year-to-date South Region has seen 197 new listings.

The median list price of these homes was \$181,450 up from \$129,900 in 2023.

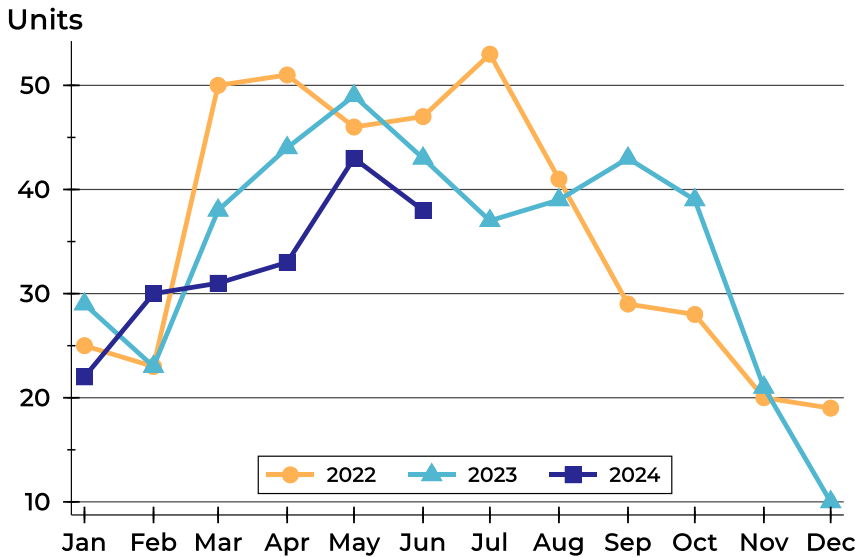
History of New Listings





South Region New Listings Analysis

New Listings by Month



| Month | 2022 | 2023 | 2024 |
|-----------|------|------|-----------|
| January | 25 | 29 | 22 |
| February | 23 | 23 | 30 |
| March | 50 | 38 | 31 |
| April | 51 | 44 | 33 |
| May | 46 | 49 | 43 |
| June | 47 | 43 | 38 |
| July | 53 | 37 | |
| August | 41 | 39 | |
| September | 29 | 43 | |
| October | 28 | 39 | |
| November | 20 | 21 | |
| December | 19 | 10 | |

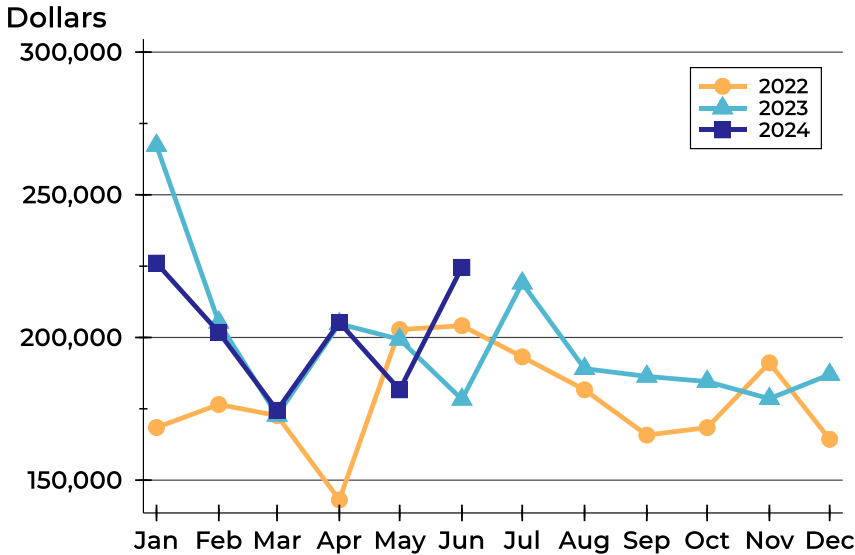
New Listings by Price Range

| Price Range | New Listings | | List Price | | Days on Market | | Price as % of Orig. | |
|---------------------|--------------|---------|------------|---------|----------------|------|---------------------|--------|
| | Number | Percent | Average | Median | Avg. | Med. | Avg. | Med. |
| Below \$25,000 | 2 | 5.3% | 8,550 | 8,550 | 12 | 12 | 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 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A |
| \$100,000-\$124,999 | 2 | 5.3% | 119,500 | 119,500 | 19 | 19 | 96.2% | 96.2% |
| \$125,000-\$149,999 | 5 | 13.2% | 133,580 | 135,000 | 6 | 3 | 98.4% | 100.0% |
| \$150,000-\$174,999 | 8 | 21.1% | 162,238 | 162,450 | 12 | 6 | 99.1% | 100.0% |
| \$175,000-\$199,999 | 6 | 15.8% | 187,367 | 183,950 | 18 | 16 | 97.2% | 98.2% |
| \$200,000-\$249,999 | 4 | 10.5% | 229,200 | 227,450 | 10 | 10 | 97.9% | 98.0% |
| \$250,000-\$299,999 | 3 | 7.9% | 278,100 | 279,900 | 9 | 4 | 97.9% | 100.0% |
| \$300,000-\$399,999 | 6 | 15.8% | 343,383 | 340,000 | 4 | 2 | 100.0% | 100.0% |
| \$400,000-\$499,999 | 1 | 2.6% | 420,000 | 420,000 | 0 | 0 | 100.0% | 100.0% |
| \$500,000-\$749,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A |
| \$750,000-\$999,999 | 1 | 2.6% | 957,320 | 957,320 | 24 | 24 | 100.0% | 100.0% |
| \$1,000,000 and up | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A |



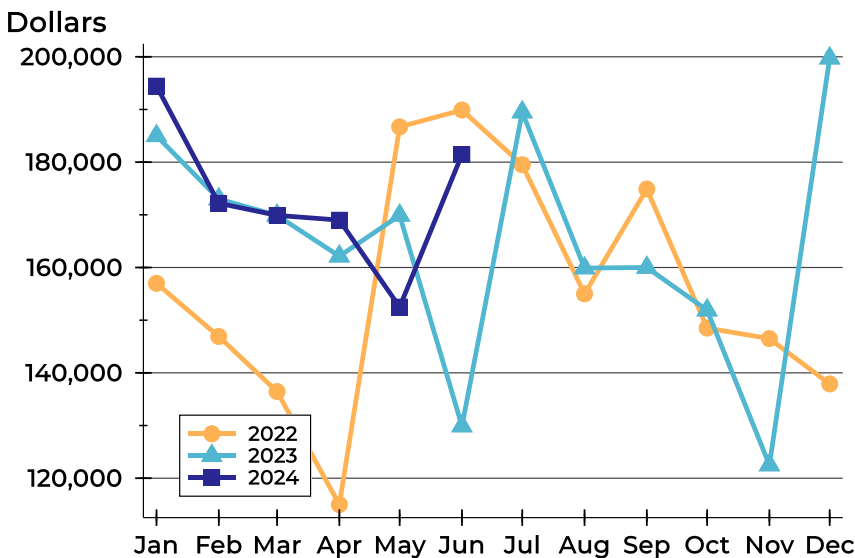
South Region New Listings Analysis

Average Price



| Month | 2022 | 2023 | 2024 |
|-----------|---------|---------|----------------|
| January | 168,444 | 267,281 | 226,082 |
| February | 176,520 | 205,309 | 201,823 |
| March | 172,639 | 172,682 | 174,489 |
| April | 143,091 | 204,777 | 205,311 |
| May | 202,759 | 199,347 | 181,644 |
| June | 204,147 | 178,316 | 224,601 |
| July | 193,221 | 219,032 | |
| August | 181,672 | 189,077 | |
| September | 165,793 | 186,359 | |
| October | 168,418 | 184,555 | |
| 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 | 172,200 |
| March | 136,450 | 169,900 | 169,900 |
| April | 115,000 | 162,150 | 169,000 |
| May | 186,700 | 169,900 | 152,500 |
| June | 189,900 | 129,900 | 181,450 |
| 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 | |

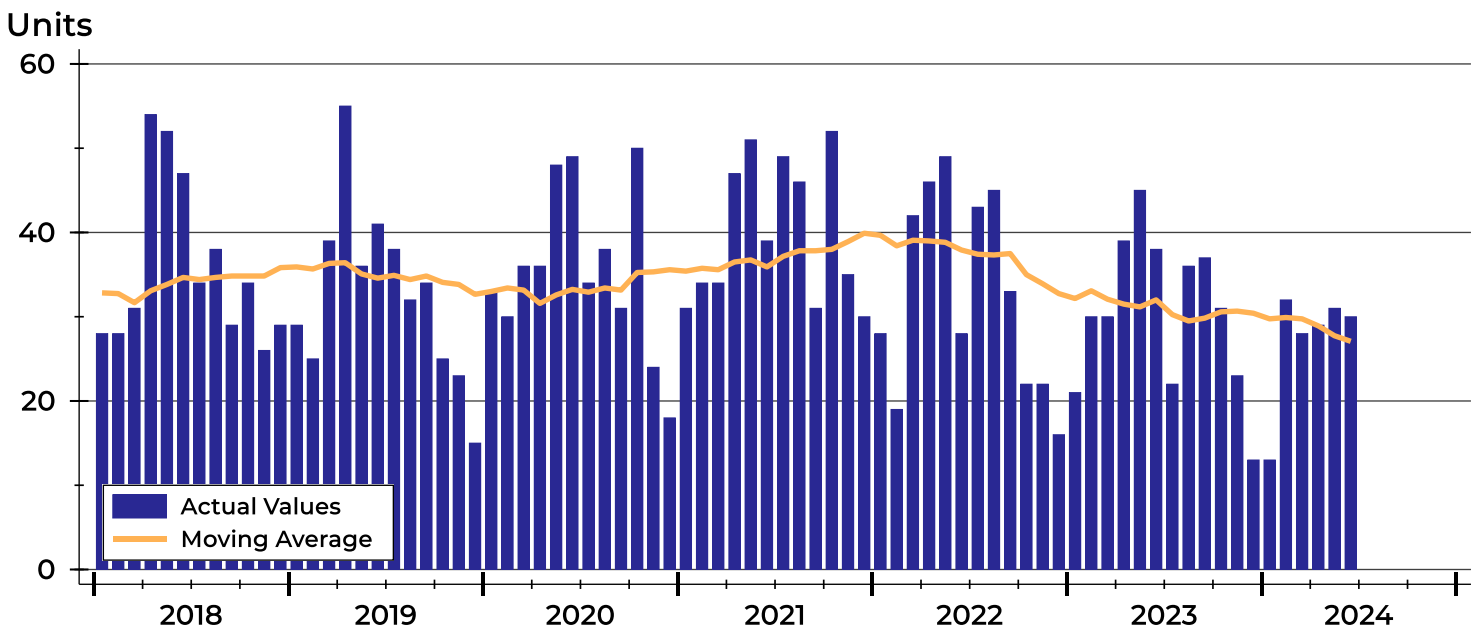


South Region Contracts Written Analysis

| Summary Statistics for Contracts Written | | 2024 | June 2023 | Change | 2024 | Year-to-Date 2023 | Change |
|--|---------------------|---------|-----------|--------|---------|-------------------|--------|
| Contracts Written | | 30 | 38 | -21.1% | 163 | 203 | -19.7% |
| Volume (1,000s) | | 6,139 | 7,336 | -16.3% | 31,523 | 37,609 | -16.2% |
| Average | Sale Price | 204,642 | 193,063 | 6.0% | 193,392 | 185,266 | 4.4% |
| | Days on Market | 12 | 11 | 9.1% | 20 | 19 | 5.3% |
| | Percent of Original | 99.1% | 100.1% | -1.0% | 97.8% | 96.9% | 0.9% |
| Median | Sale Price | 174,450 | 163,450 | 6.7% | 174,500 | 168,500 | 3.6% |
| | Days on Market | 4 | 5 | -20.0% | 5 | 5 | 0.0% |
| | Percent of Original | 100.0% | 100.8% | -0.8% | 100.0% | 99.2% | 0.8% |

A total of 30 contracts for sale were written in South Region during the month of June, down from 38 in 2023. The median list price of these homes was \$174,450, up from \$163,450 the prior year. Half of the homes that went under contract in June were on the market less than 4 days, compared to 5 days in June 2023.

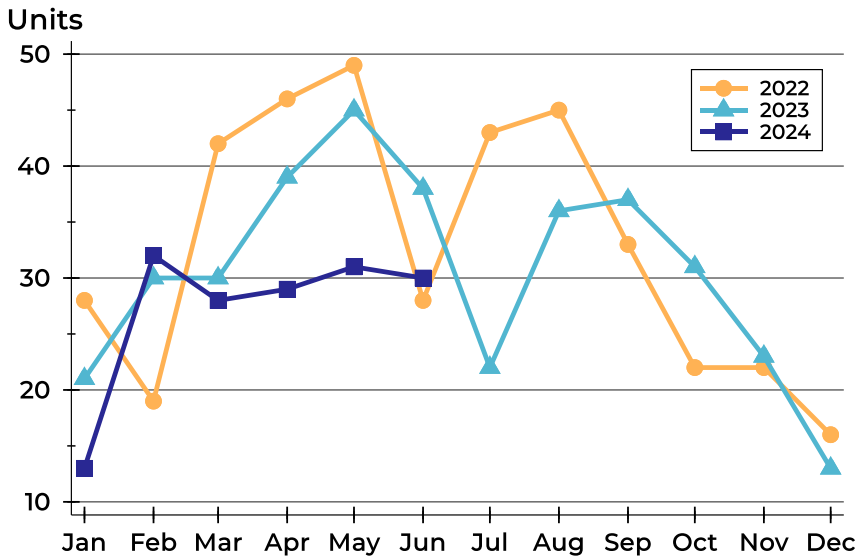
History of Contracts Written





South Region Contracts Written Analysis

Contracts Written by Month



| Month | 2022 | 2023 | 2024 |
|-----------|------|------|------|
| January | 28 | 21 | 13 |
| February | 19 | 30 | 32 |
| March | 42 | 30 | 28 |
| April | 46 | 39 | 29 |
| May | 49 | 45 | 31 |
| June | 28 | 38 | 30 |
| July | 43 | 22 | |
| August | 45 | 36 | |
| September | 33 | 37 | |
| October | 22 | 31 | |
| November | 22 | 23 | |
| December | 16 | 13 | |

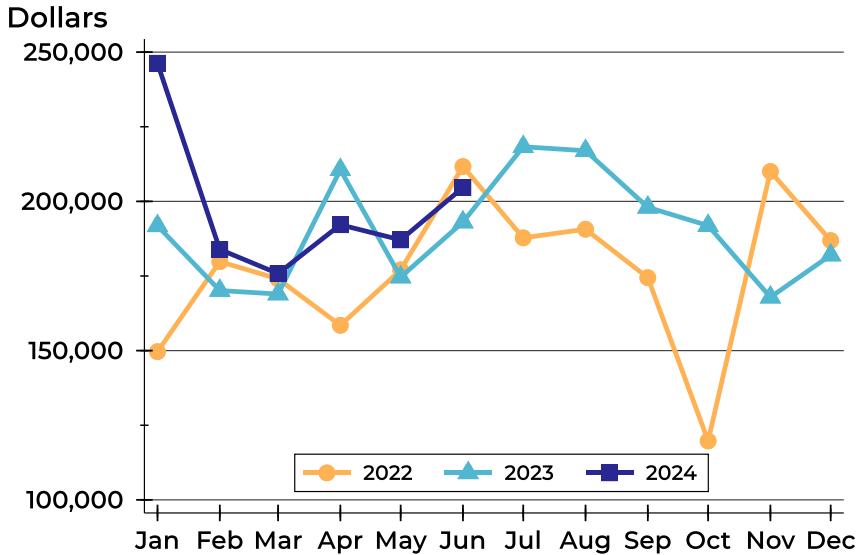
Contracts Written by Price Range

| Price Range | Contracts Written | | List Price | | Days on Market | | Price as % of Orig. | |
|---------------------|-------------------|---------|------------|---------|----------------|------|---------------------|--------|
| | Number | Percent | Average | Median | Avg. | Med. | Avg. | Med. |
| Below \$25,000 | 1 | 3.3% | 15,500 | 15,500 | 5 | 5 | 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 | 1 | 3.3% | 75,000 | 75,000 | 25 | 25 | 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 | 7 | 23.3% | 136,943 | 139,900 | 11 | 11 | 99.0% | 100.0% |
| \$150,000-\$174,999 | 6 | 20.0% | 162,033 | 162,450 | 12 | 3 | 98.4% | 100.0% |
| \$175,000-\$199,999 | 4 | 13.3% | 184,075 | 179,950 | 18 | 11 | 97.9% | 100.0% |
| \$200,000-\$249,999 | 2 | 6.7% | 225,950 | 225,950 | 1 | 1 | 100.0% | 100.0% |
| \$250,000-\$299,999 | 3 | 10.0% | 274,783 | 269,950 | 32 | 4 | 99.4% | 100.0% |
| \$300,000-\$399,999 | 5 | 16.7% | 337,080 | 330,000 | 2 | 1 | 100.0% | 100.0% |
| \$400,000-\$499,999 | 1 | 3.3% | 420,000 | 420,000 | 0 | 0 | 100.0% | 100.0% |
| \$500,000-\$749,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A |
| \$750,000-\$999,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A |
| \$1,000,000 and up | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A |



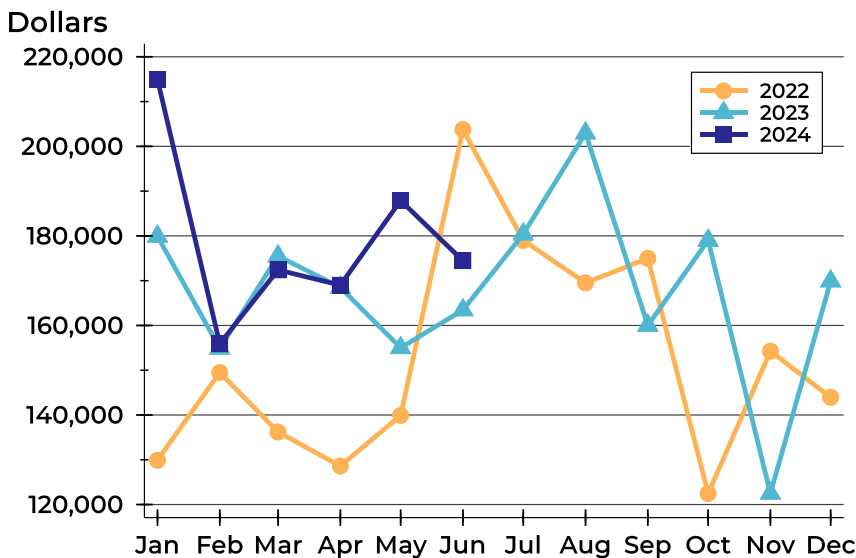
South Region Contracts Written Analysis

Average Price



| Month | 2022 | 2023 | 2024 |
|-----------|---------|---------|----------------|
| January | 149,650 | 191,810 | 246,292 |
| February | 179,816 | 170,138 | 183,925 |
| March | 174,064 | 168,947 | 175,818 |
| April | 158,473 | 210,605 | 192,174 |
| May | 177,049 | 174,631 | 187,106 |
| June | 211,686 | 193,063 | 204,642 |
| 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

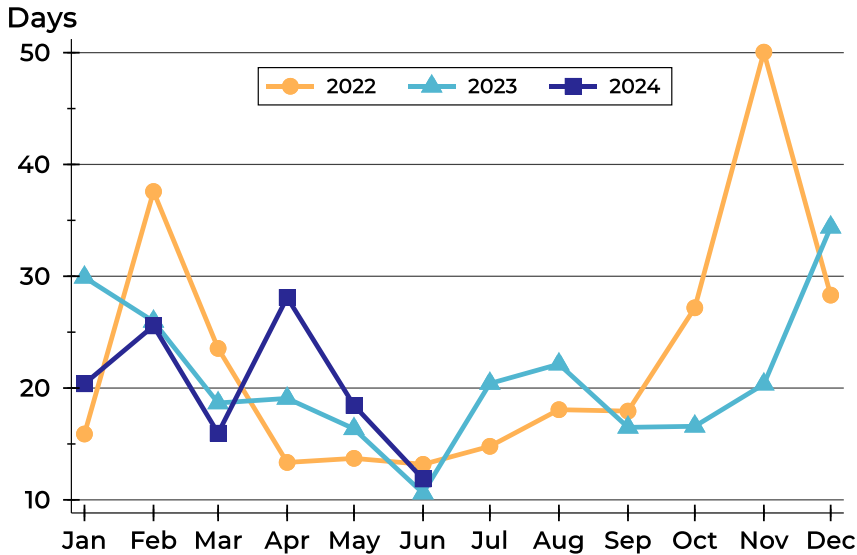


| Month | 2022 | 2023 | 2024 |
|-----------|---------|---------|----------------|
| January | 129,900 | 179,900 | 214,900 |
| February | 149,500 | 154,900 | 155,900 |
| March | 136,200 | 175,500 | 172,400 |
| April | 128,600 | 168,500 | 169,000 |
| May | 139,900 | 155,000 | 187,900 |
| June | 203,750 | 163,450 | 174,450 |
| 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 | |



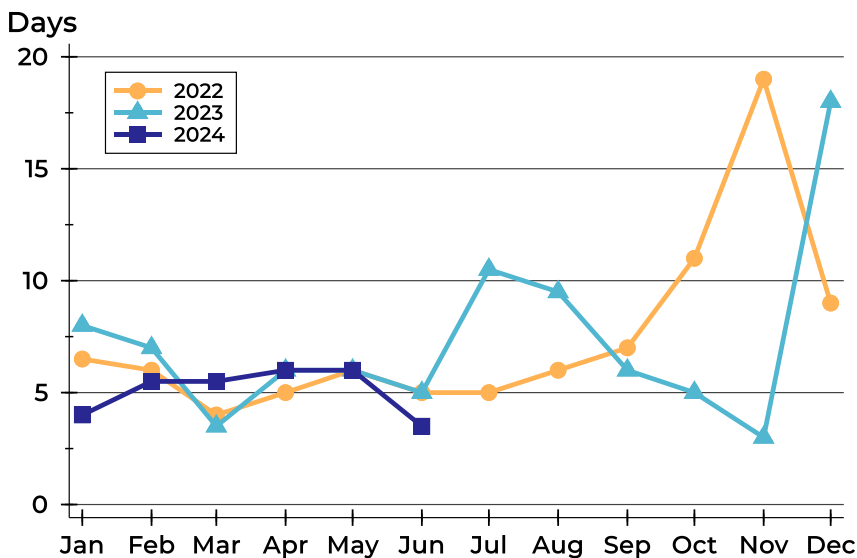
South Region Contracts Written Analysis

Average DOM



| Month | 2022 | 2023 | 2024 |
|-----------|------|------|-----------|
| January | 16 | 30 | 20 |
| February | 38 | 26 | 26 |
| March | 24 | 19 | 16 |
| April | 13 | 19 | 28 |
| May | 14 | 16 | 18 |
| June | 13 | 11 | 12 |
| 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 | 6 |
| April | 5 | 6 | 6 |
| May | 6 | 6 | 6 |
| June | 5 | 5 | 4 |
| July | 5 | 11 | |
| August | 6 | 10 | |
| September | 7 | 6 | |
| October | 11 | 5 | |
| November | 19 | 3 | |
| December | 9 | 18 | |



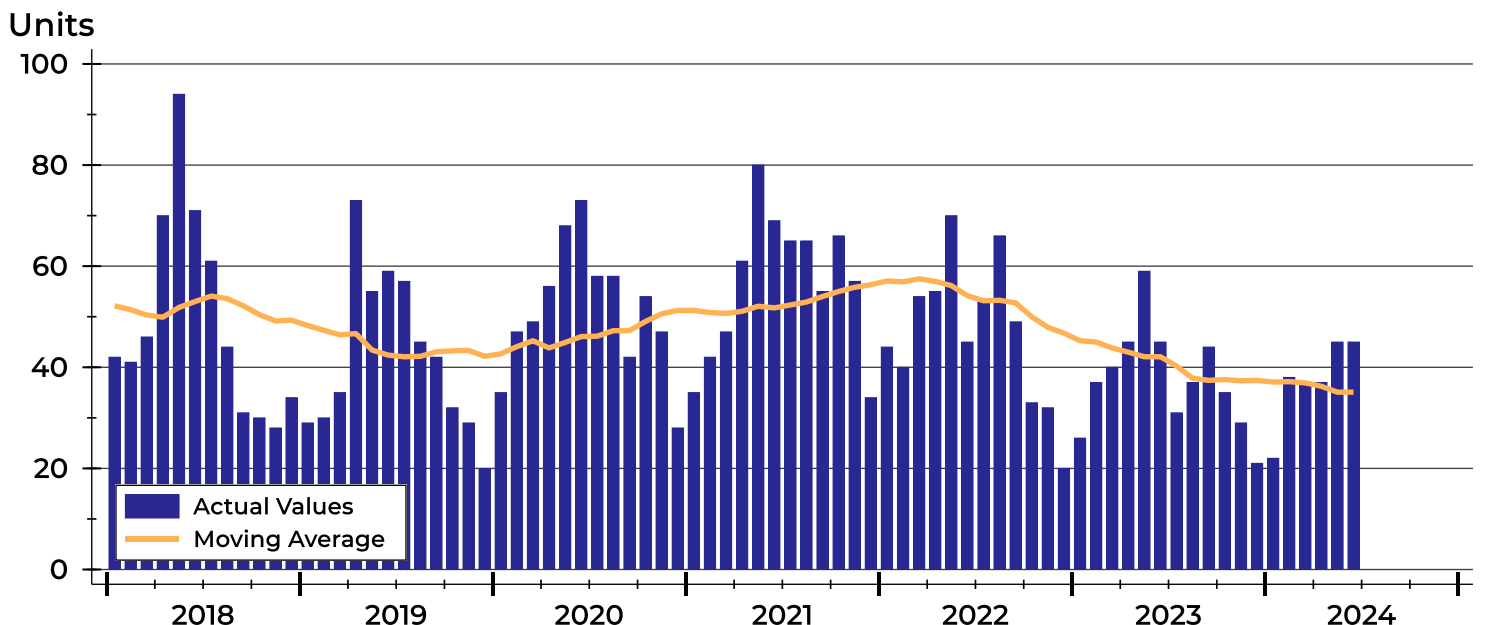
South Region Pending Contracts Analysis

| Summary Statistics for Pending Contracts | | 2024 | End of June 2023 | Change |
|--|---------------------|---------|------------------|--------|
| Pending Contracts | | 45 | 45 | 0.0% |
| Volume (1,000s) | | 9,146 | 8,974 | 1.9% |
| Average | List Price | 203,234 | 199,416 | 1.9% |
| | Days on Market | 21 | 16 | 31.3% |
| | Percent of Original | 98.3% | 98.6% | -0.3% |
| Median | List Price | 169,000 | 169,900 | -0.5% |
| | Days on Market | 5 | 5 | 0.0% |
| | Percent of Original | 100.0% | 100.0% | 0.0% |

A total of 45 listings in South Region had contracts pending at the end of June, the same number of contracts pending at the end of June 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.

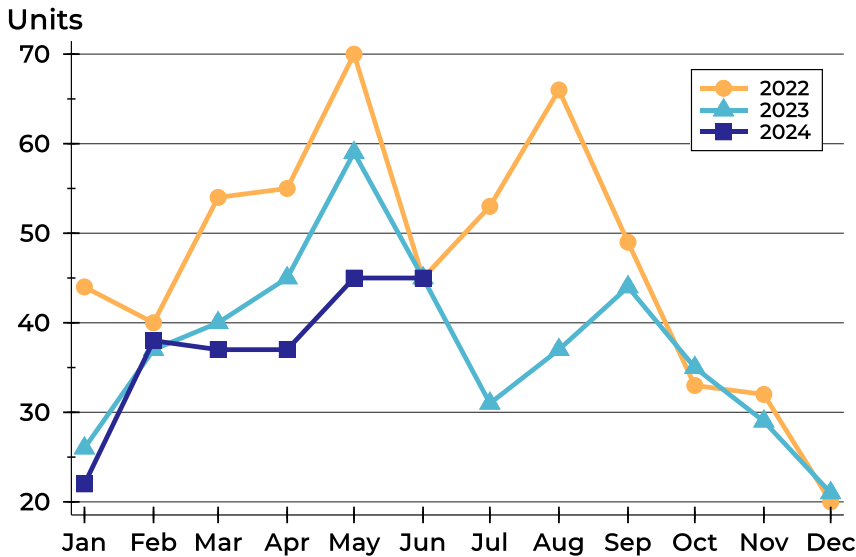
History of Pending Contracts





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 | 37 |
| May | 70 | 59 | 45 |
| June | 45 | 45 | 45 |
| July | 53 | 31 | |
| August | 66 | 37 | |
| September | 49 | 44 | |
| October | 33 | 35 | |
| November | 32 | 29 | |
| December | 20 | 21 | |

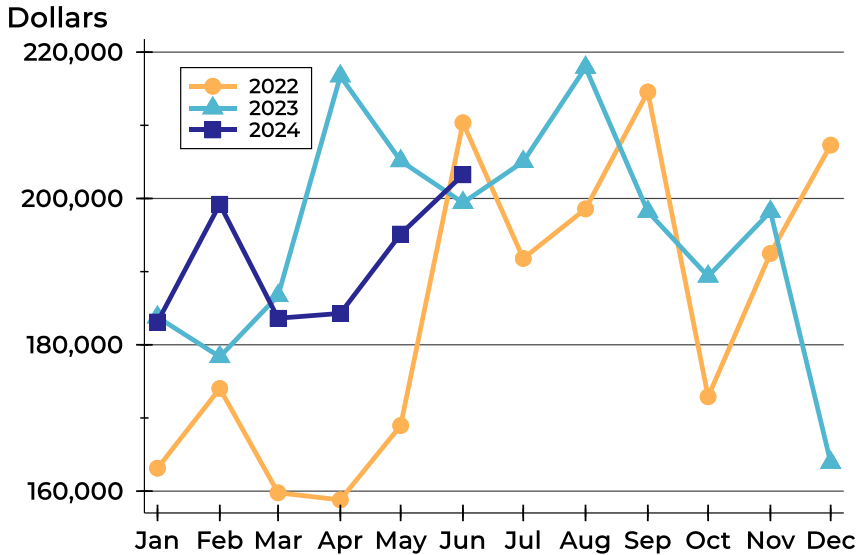
Pending Contracts by Price Range

| Price Range | Pending Contracts | | List Price | | Days on Market | | Price as % of Orig. | |
|---------------------|-------------------|---------|------------|---------|----------------|------|---------------------|--------|
| | Number | Percent | Average | Median | Avg. | Med. | Avg. | Med. |
| Below \$25,000 | 1 | 2.2% | 15,500 | 15,500 | 5 | 5 | 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 | 5 | 11.1% | 74,860 | 75,000 | 34 | 25 | 97.8% | 100.0% |
| \$100,000-\$124,999 | 2 | 4.4% | 118,750 | 118,750 | 26 | 26 | 89.8% | 89.8% |
| \$125,000-\$149,999 | 9 | 20.0% | 137,222 | 139,900 | 9 | 4 | 99.3% | 100.0% |
| \$150,000-\$174,999 | 7 | 15.6% | 164,243 | 165,000 | 21 | 9 | 97.2% | 100.0% |
| \$175,000-\$199,999 | 5 | 11.1% | 188,060 | 189,000 | 6 | 6 | 100.0% | 100.0% |
| \$200,000-\$249,999 | 4 | 8.9% | 227,400 | 227,450 | 81 | 5 | 95.5% | 100.0% |
| \$250,000-\$299,999 | 3 | 6.7% | 274,783 | 269,950 | 32 | 4 | 99.4% | 100.0% |
| \$300,000-\$399,999 | 7 | 15.6% | 336,329 | 330,000 | 6 | 2 | 100.0% | 100.0% |
| \$400,000-\$499,999 | 1 | 2.2% | 420,000 | 420,000 | 0 | 0 | 100.0% | 100.0% |
| \$500,000-\$749,999 | 1 | 2.2% | 685,000 | 685,000 | 0 | 0 | 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 |



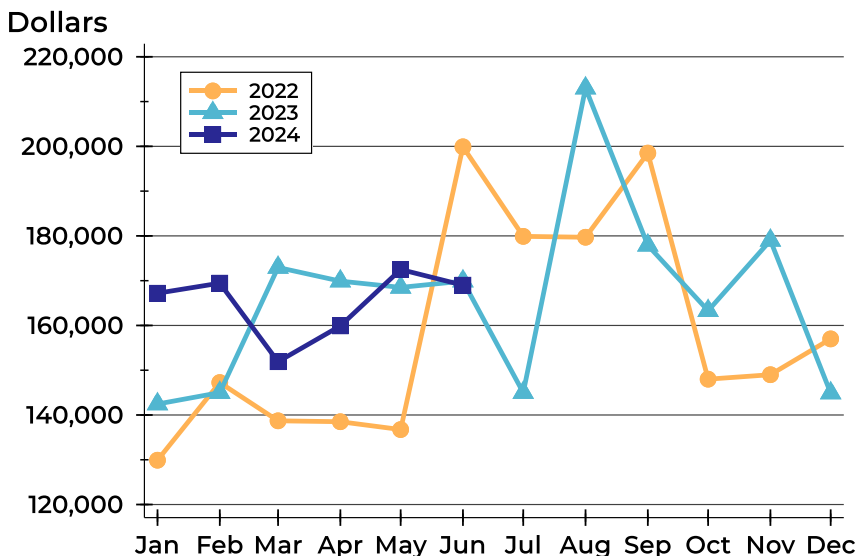
South Region Pending Contracts Analysis

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 | 184,293 |
| May | 168,963 | 205,136 | 195,138 |
| June | 210,347 | 199,416 | 203,234 |
| 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

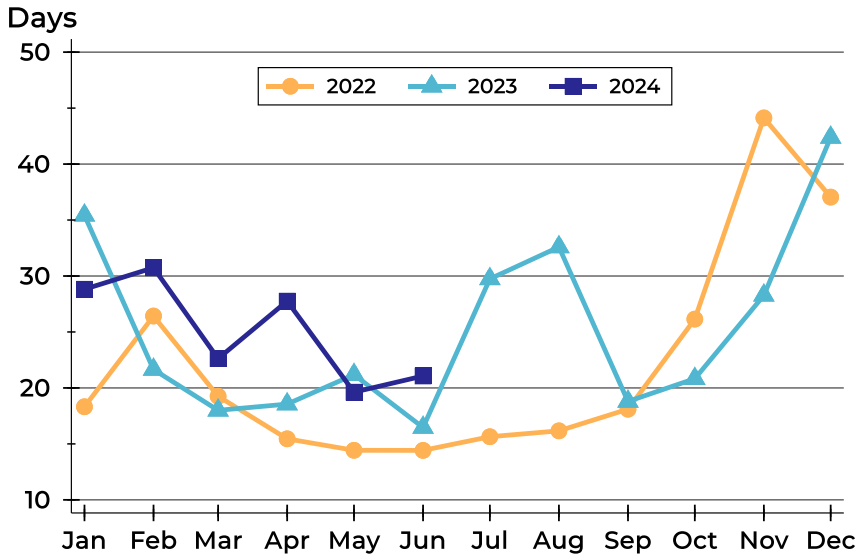


| Month | 2022 | 2023 | 2024 |
|-----------|---------|---------|----------------|
| January | 129,900 | 142,450 | 167,200 |
| February | 147,250 | 145,000 | 169,450 |
| March | 138,700 | 172,950 | 151,900 |
| April | 138,500 | 169,900 | 159,900 |
| May | 136,750 | 168,500 | 172,500 |
| June | 199,900 | 169,900 | 169,000 |
| 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 | |



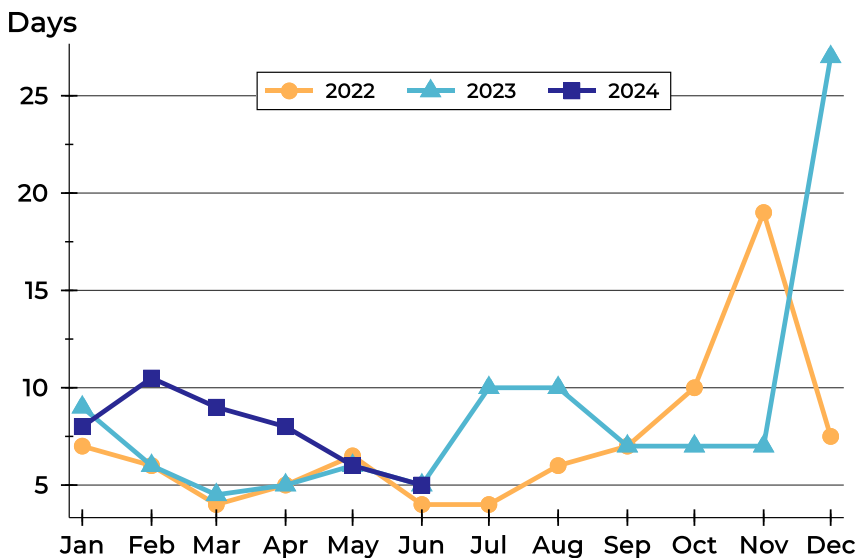
South Region Pending Contracts Analysis

Average DOM



| Month | 2022 | 2023 | 2024 |
|-----------|------|------|-----------|
| January | 18 | 35 | 29 |
| February | 26 | 22 | 31 |
| March | 19 | 18 | 23 |
| April | 15 | 19 | 28 |
| May | 14 | 21 | 20 |
| June | 14 | 16 | 21 |
| 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 | 8 |
| May | 7 | 6 | 6 |
| June | 4 | 5 | 5 |
| July | 4 | 10 | |
| August | 6 | 10 | |
| September | 7 | 7 | |
| October | 10 | 7 | |
| November | 19 | 7 | |
| December | 8 | 27 | |