



SUNFLOWER
ASSOCIATION OF REALTORS®, INC.

July 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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**July
2024**

Sunflower MLS Statistics



Central Region Housing Report



Market Overview

Central Region Home Sales Rose in July

Total home sales in Central Region rose by 8.1% last month to 239 units, compared to 221 units in July 2023. Total sales volume was \$58.1 million, up 13.0% from a year earlier.

The median sale price in July was \$216,000, up from \$215,000 a year earlier. Homes that sold in July were typically on the market for 5 days and sold for 100.0% of their list prices.

Central Region Active Listings Up at End of July

The total number of active listings in Central Region at the end of July was 230 units, up from 184 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 July was \$225,000.

During July, a total of 225 contracts were written up from 217 in July 2023. At the end of the month, there were 254 contracts still pending.

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**July
2024**

Sunflower MLS Statistics



Central Region Summary Statistics

July MLS Statistics Three-year History		Current Month			Year-to-Date		
		2024	2023	2022	2024	2023	2022
Home Sales		239	221	290	1,433	1,383	1,587
Change from prior year		8.1%	-23.8%	-5.2%	3.6%	-12.9%	-5.0%
Active Listings		230	184	160	N/A	N/A	N/A
Change from prior year		25.0%	15.0%	-16.2%			
Months' Supply		1.1	0.9	0.7	N/A	N/A	N/A
Change from prior year		22.2%	28.6%	-12.5%			
New Listings		264	255	277	1,717	1,613	1,810
Change from prior year		3.5%	-7.9%	-15.0%	6.4%	-10.9%	-9.7%
Contracts Written		225	217	245	1,525	1,480	1,667
Change from prior year		3.7%	-11.4%	-11.2%	3.0%	-11.2%	-7.5%
Pending Contracts		254	229	261	N/A	N/A	N/A
Change from prior year		10.9%	-12.3%	-20.2%			
Sales Volume (1,000s)		58,122	51,455	61,675	320,579	285,659	318,330
Change from prior year		13.0%	-16.6%	3.2%	12.2%	-10.3%	5.6%
Average	Sale Price	243,189	232,828	212,671	223,712	206,550	200,586
	Change from prior year	4.5%	9.5%	8.9%	8.3%	3.0%	11.2%
	List Price of Actives	285,403	303,543	291,803	N/A	N/A	N/A
	Change from prior year	-6.0%	4.0%	30.2%			
	Days on Market	23	14	10	23	18	13
Change from prior year	64.3%	40.0%	11.1%	27.8%	38.5%	-7.1%	
Percent of List	98.9%	100.5%	102.1%	99.1%	100.2%	101.5%	
Change from prior year	-1.6%	-1.6%	-0.2%	-1.1%	-1.3%	0.5%	
Percent of Original	96.9%	99.4%	101.1%	97.6%	98.9%	100.5%	
Change from prior year	-2.5%	-1.7%	-0.6%	-1.3%	-1.6%	0.1%	
Median	Sale Price	216,000	215,000	190,000	195,000	180,000	170,000
	Change from prior year	0.5%	13.2%	12.6%	8.3%	5.9%	6.3%
	List Price of Actives	225,000	269,450	195,000	N/A	N/A	N/A
	Change from prior year	-16.5%	38.2%	8.6%			
	Days on Market	5	4	3	5	4	3
Change from prior year	25.0%	33.3%	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%	-0.8%	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%	-0.7%	0.0%	0.0%	0.0%	

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



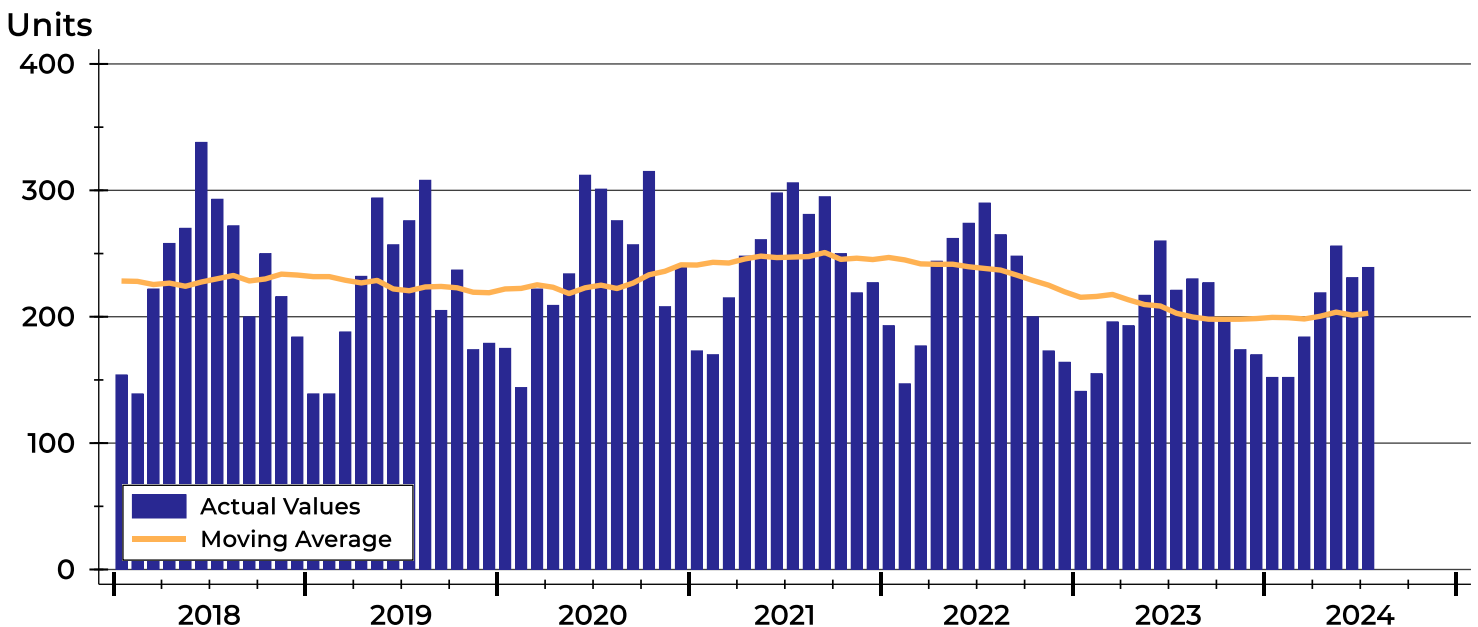
Central Region Closed Listings Analysis

Summary Statistics for Closed Listings		2024	July 2023	Change	2024	Year-to-Date 2023	Change
Closed Listings		239	221	8.1%	1,433	1,383	3.6%
Volume (1,000s)		58,122	51,455	13.0%	320,579	285,659	12.2%
Months' Supply		1.1	0.9	22.2%	N/A	N/A	N/A
Average	Sale Price	243,189	232,828	4.5%	223,712	206,550	8.3%
	Days on Market	23	14	64.3%	23	18	27.8%
	Percent of List	98.9%	100.5%	-1.6%	99.1%	100.2%	-1.1%
	Percent of Original	96.9%	99.4%	-2.5%	97.6%	98.9%	-1.3%
Median	Sale Price	216,000	215,000	0.5%	195,000	180,000	8.3%
	Days on Market	5	4	25.0%	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 239 homes sold in Central Region in July, up from 221 units in July 2023. Total sales volume rose to \$58.1 million compared to \$51.5 million in the previous year.

The median sales price in July was \$216,000, up 0.5% compared to the prior year. Median days on market was 5 days, up from 4 days in June, and up from 4 in July 2023.

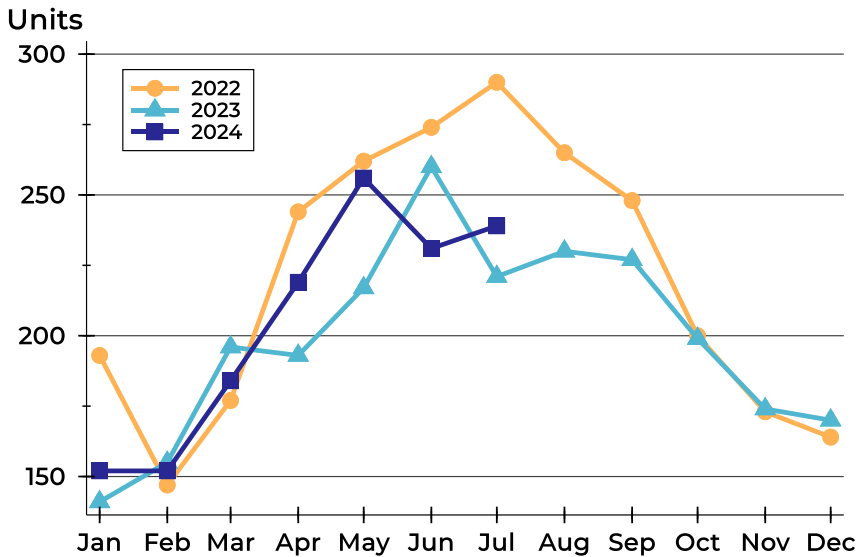
History of Closed Listings





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	239
August	265	230	
September	248	227	
October	200	199	
November	173	174	
December	164	170	

Closed Listings by Price Range

Price Range	Sales		Months' Supply	Sale Price		Days on Market		Price as % of List		Price as % of Orig.	
	Number	Percent		Average	Median	Avg.	Med.	Avg.	Med.	Avg.	Med.
Below \$25,000	1	0.4%	0.6	10,000	10,000	9	9	100.0%	100.0%	100.0%	100.0%
\$25,000-\$49,999	8	3.3%	1.0	36,100	35,500	19	14	85.4%	92.4%	82.7%	81.6%
\$50,000-\$99,999	23	9.6%	1.0	79,061	80,100	25	5	97.3%	100.0%	95.6%	98.1%
\$100,000-\$124,999	12	5.0%	0.6	113,250	114,250	18	15	98.6%	100.0%	95.5%	93.9%
\$125,000-\$149,999	19	7.9%	1.2	136,489	137,500	21	5	98.6%	100.0%	97.2%	100.0%
\$150,000-\$174,999	20	8.4%	0.8	161,400	157,800	19	4	100.9%	100.0%	97.3%	99.4%
\$175,000-\$199,999	23	9.6%	0.9	185,357	185,000	33	5	100.6%	100.0%	98.3%	100.0%
\$200,000-\$249,999	37	15.5%	0.9	224,386	223,500	20	5	100.6%	100.2%	99.8%	100.0%
\$250,000-\$299,999	36	15.1%	0.9	270,874	269,250	13	6	99.1%	100.0%	97.7%	100.0%
\$300,000-\$399,999	29	12.1%	1.5	340,262	345,000	19	5	99.8%	100.0%	98.4%	100.0%
\$400,000-\$499,999	20	8.4%	1.7	438,283	445,000	39	17	98.5%	98.6%	95.6%	95.7%
\$500,000-\$749,999	6	2.5%	2.6	541,417	527,500	52	25	98.2%	98.4%	91.2%	94.5%
\$750,000-\$999,999	4	1.7%	9.6	806,463	775,425	24	20	96.9%	98.2%	94.3%	95.0%
\$1,000,000 and up	1	0.4%	6.0	1,400,000	1,400,000	0	0	100.0%	100.0%	100.0%	100.0%



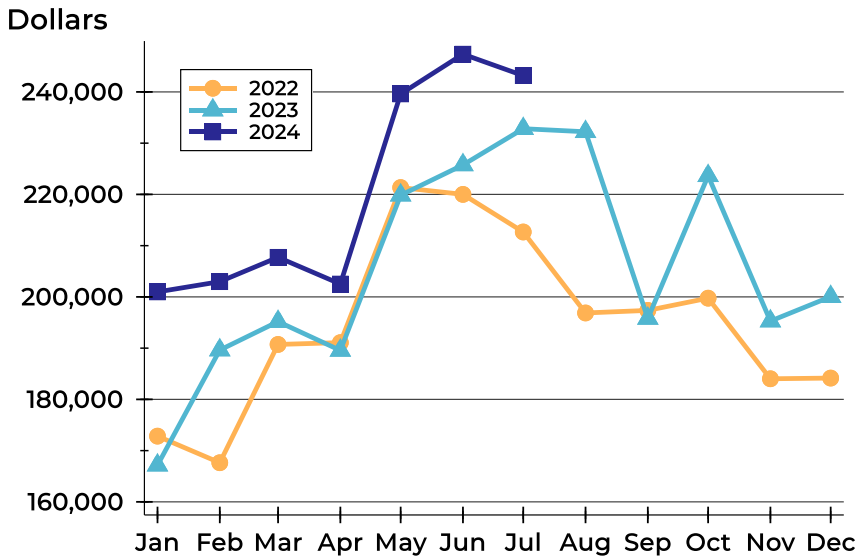
**July
2024**

Sunflower MLS Statistics



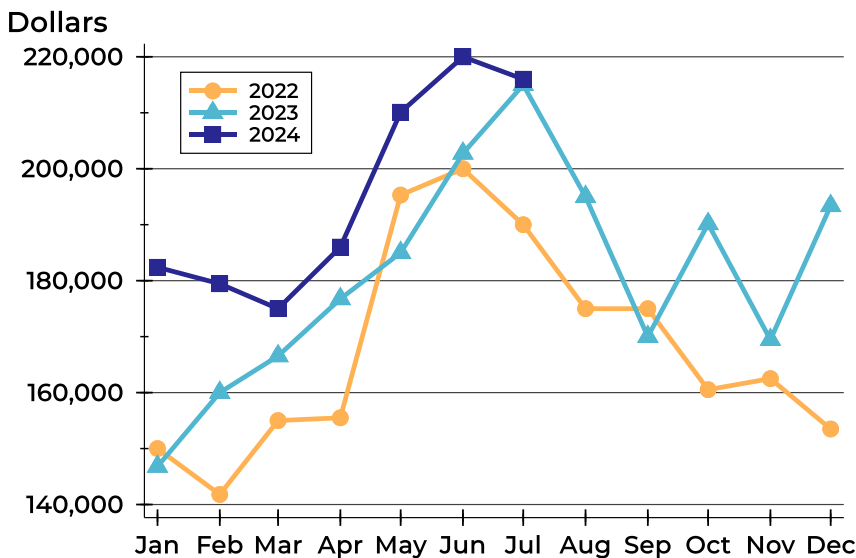
Central Region Closed Listings Analysis

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	243,189
August	196,867	232,231	
September	197,371	195,798	
October	199,751	223,639	
November	184,025	195,282	
December	184,162	200,047	

Median Price

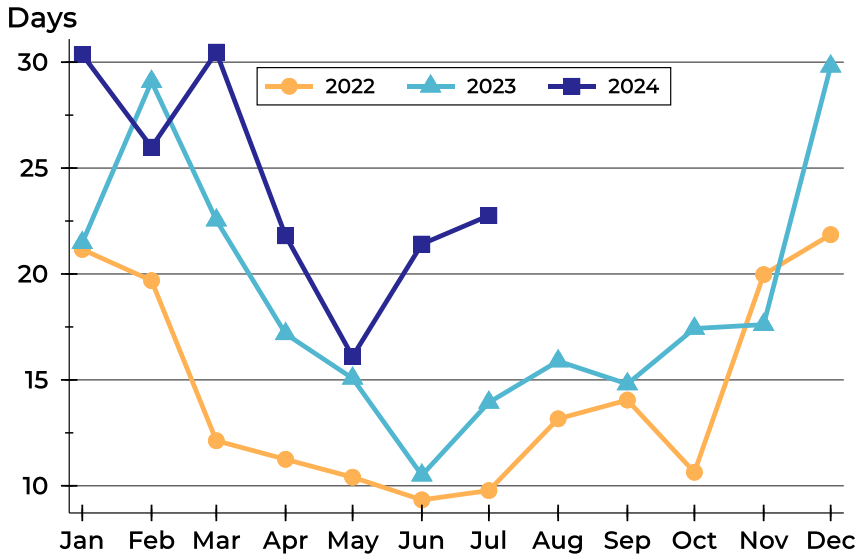


Month	2022	2023	2024
January	150,000	146,800	182,400
February	141,800	160,000	179,450
March	155,000	166,550	175,000
April	155,500	176,750	186,000
May	195,300	185,000	210,100
June	200,000	202,750	220,000
July	190,000	215,000	216,000
August	175,000	195,000	
September	175,000	170,000	
October	160,526	190,155	
November	162,500	169,450	
December	153,500	193,375	



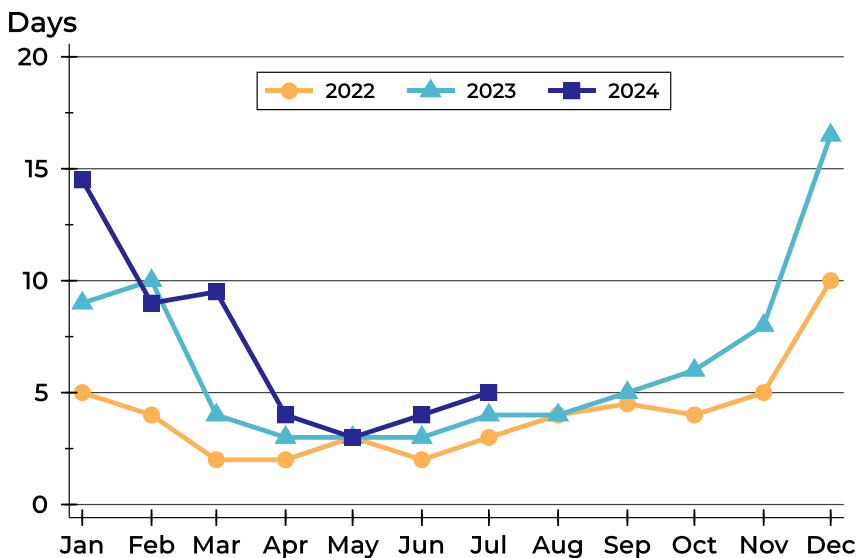
Central Region Closed Listings Analysis

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	23
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	5
August	4	4	
September	5	5	
October	4	6	
November	5	8	
December	10	17	



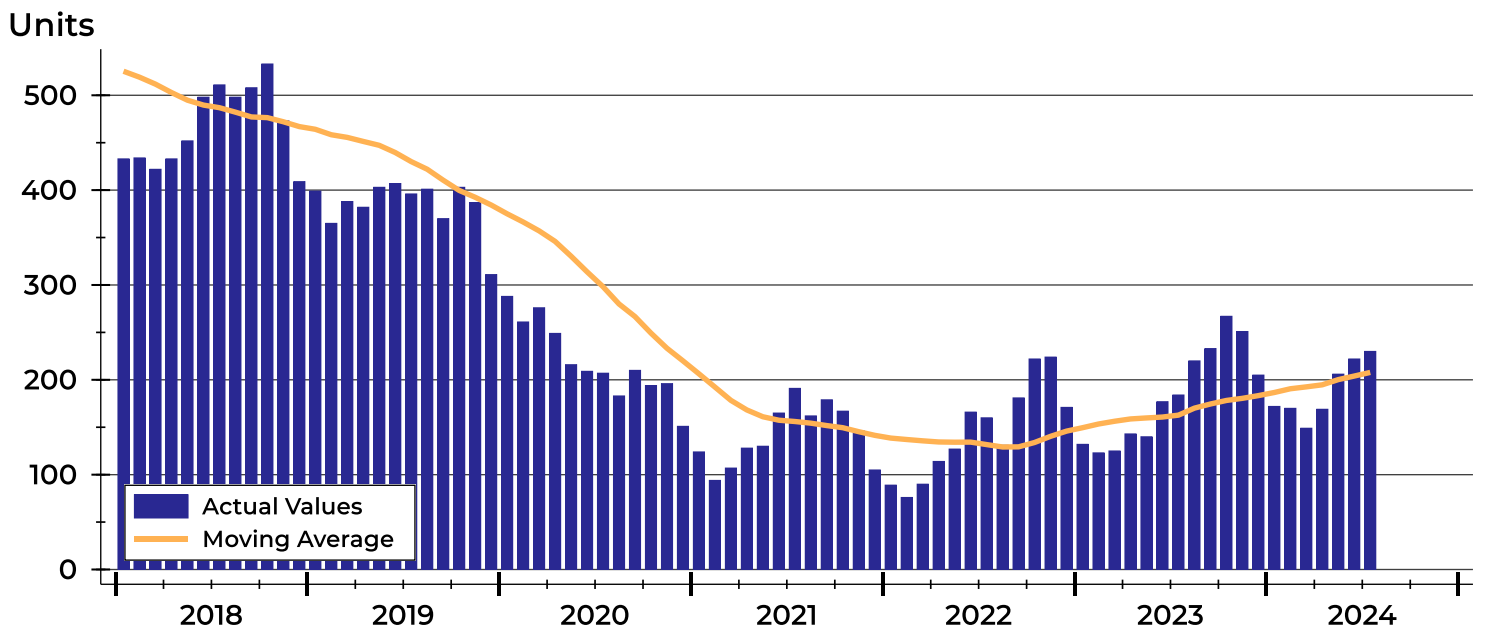
Central Region Active Listings Analysis

Summary Statistics for Active Listings		2024	End of July 2023	Change
Active Listings		230	184	25.0%
Volume (1,000s)		65,643	55,852	17.5%
Months' Supply		1.1	0.9	22.2%
Average	List Price	285,403	303,543	-6.0%
	Days on Market	45	46	-2.2%
	Percent of Original	96.5%	97.1%	-0.6%
Median	List Price	225,000	269,450	-16.5%
	Days on Market	30	28	7.1%
	Percent of Original	100.0%	100.0%	0.0%

A total of 230 homes were available for sale in Central Region at the end of July. This represents a 1.1 months' supply of active listings.

The median list price of homes on the market at the end of July was \$225,000, down 16.5% from 2023. The typical time on market for active listings was 30 days, up from 28 days a year earlier.

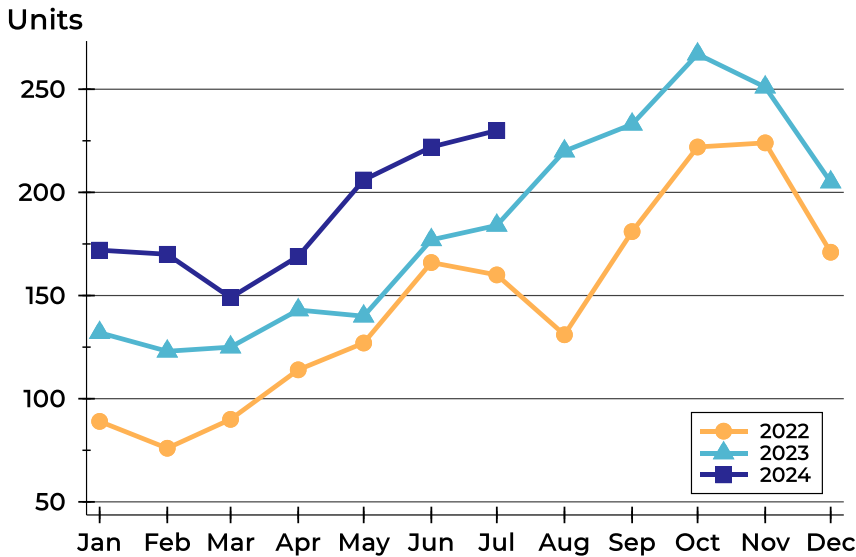
History of Active Listings





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	230
August	131	220	
September	181	233	
October	222	267	
November	224	251	
December	171	205	

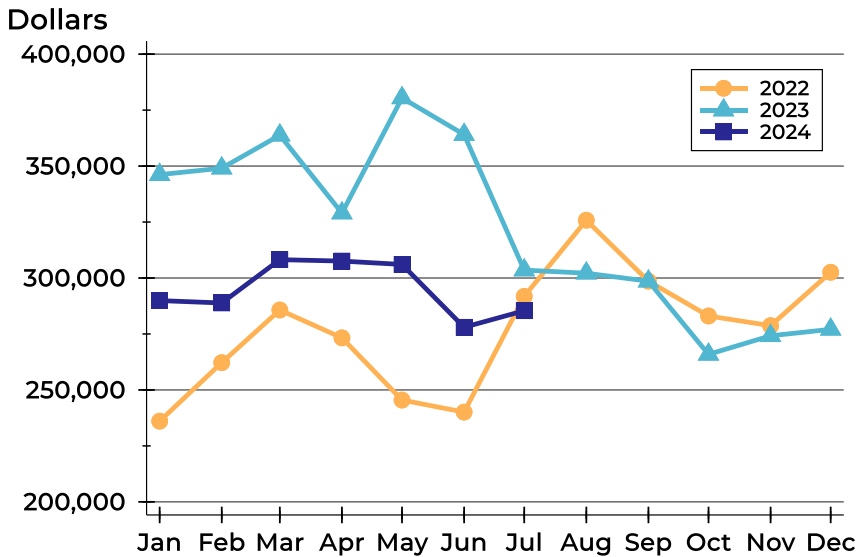
Active Listings by Price Range

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	0.4%	0.6	24,900	24,900	43	43	100.0%	100.0%
\$25,000-\$49,999	8	3.5%	1.0	34,797	34,500	60	55	88.7%	93.6%
\$50,000-\$99,999	26	11.3%	1.0	79,062	83,700	41	33	96.4%	100.0%
\$100,000-\$124,999	9	3.9%	0.6	113,106	108,500	35	41	94.9%	94.5%
\$125,000-\$149,999	22	9.6%	1.2	138,070	139,250	32	16	97.6%	100.0%
\$150,000-\$174,999	15	6.5%	0.8	162,587	159,950	41	30	97.5%	100.0%
\$175,000-\$199,999	17	7.4%	0.9	188,532	189,000	47	36	96.8%	100.0%
\$200,000-\$249,999	28	12.2%	0.9	226,050	224,900	37	23	95.9%	98.4%
\$250,000-\$299,999	23	10.0%	0.9	279,476	281,999	40	23	96.6%	96.8%
\$300,000-\$399,999	35	15.2%	1.5	342,060	343,000	49	34	96.3%	98.4%
\$400,000-\$499,999	17	7.4%	1.7	453,869	449,900	39	20	98.2%	100.0%
\$500,000-\$749,999	18	7.8%	2.6	592,645	582,500	85	36	98.0%	100.0%
\$750,000-\$999,999	8	3.5%	9.6	843,338	817,450	42	23	95.7%	100.0%
\$1,000,000 and up	3	1.3%	6.0	1,241,667	1,100,000	36	30	100.0%	100.0%



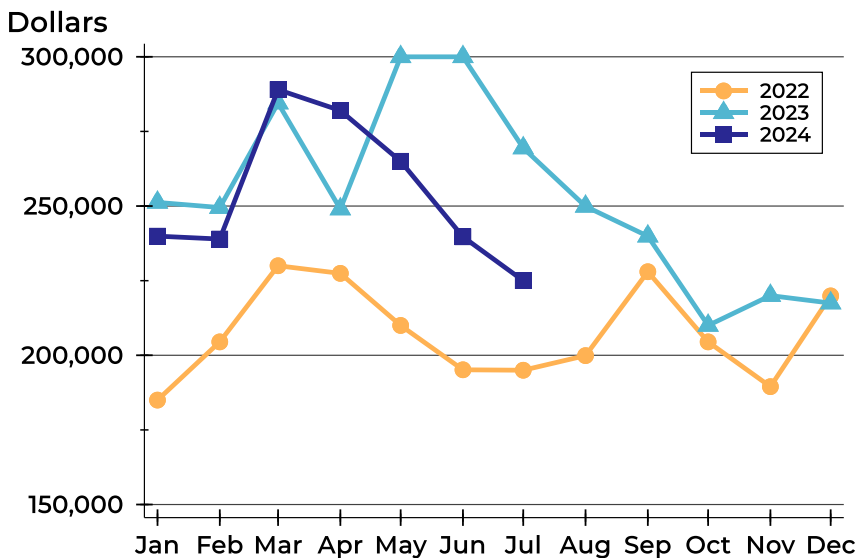
Central Region Active Listings Analysis

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	285,403
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

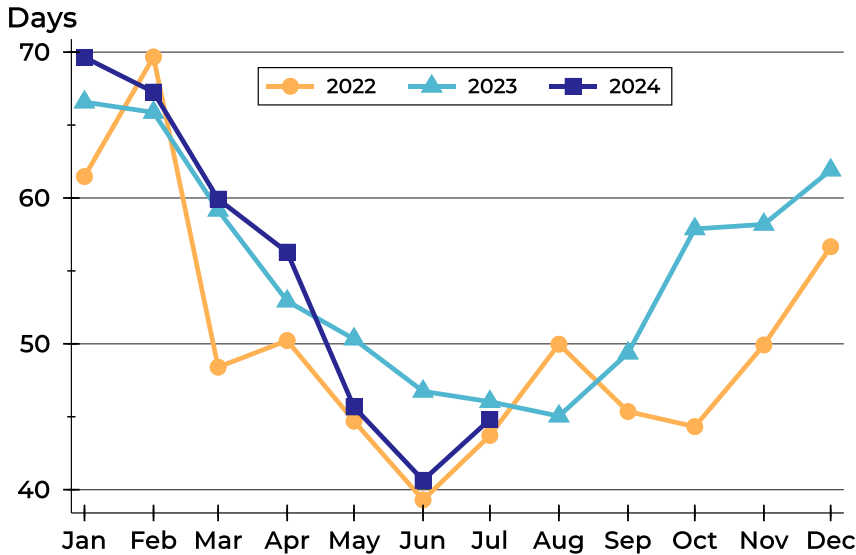


Month	2022	2023	2024
January	185,000	251,225	239,925
February	204,500	249,500	238,950
March	230,000	284,500	289,000
April	227,450	249,000	282,000
May	210,000	300,000	265,000
June	195,150	299,999	239,700
July	195,000	269,450	225,000
August	199,900	249,900	
September	228,000	239,900	
October	204,500	210,000	
November	189,500	220,000	
December	219,900	217,500	



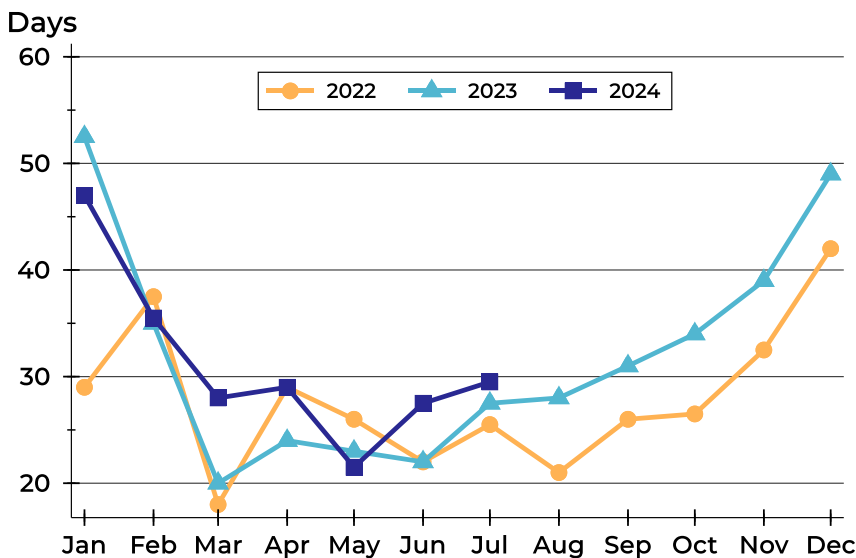
Central Region Active Listings Analysis

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	45
August	50	45	
September	45	49	
October	44	58	
November	50	58	
December	57	62	

Median DOM

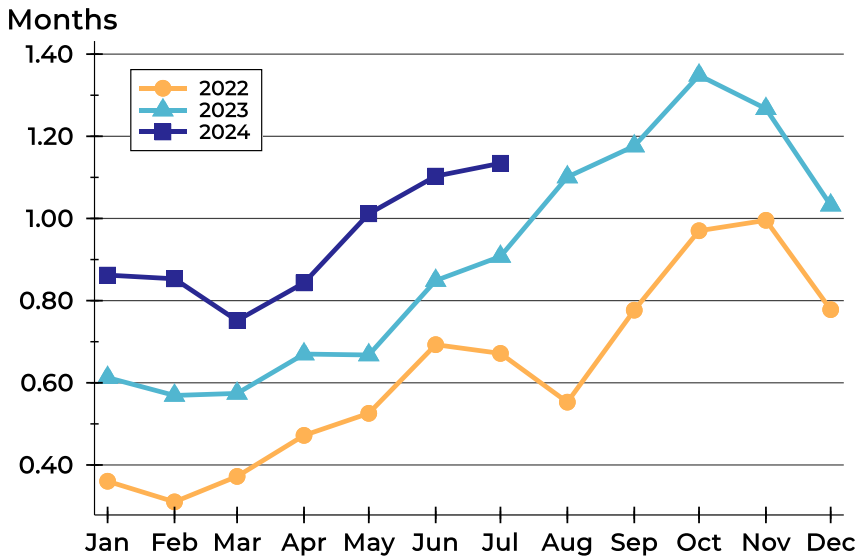


Month	2022	2023	2024
January	29	53	47
February	38	35	36
March	18	20	28
April	29	24	29
May	26	23	22
June	22	22	28
July	26	28	30
August	21	28	
September	26	31	
October	27	34	
November	33	39	
December	42	49	



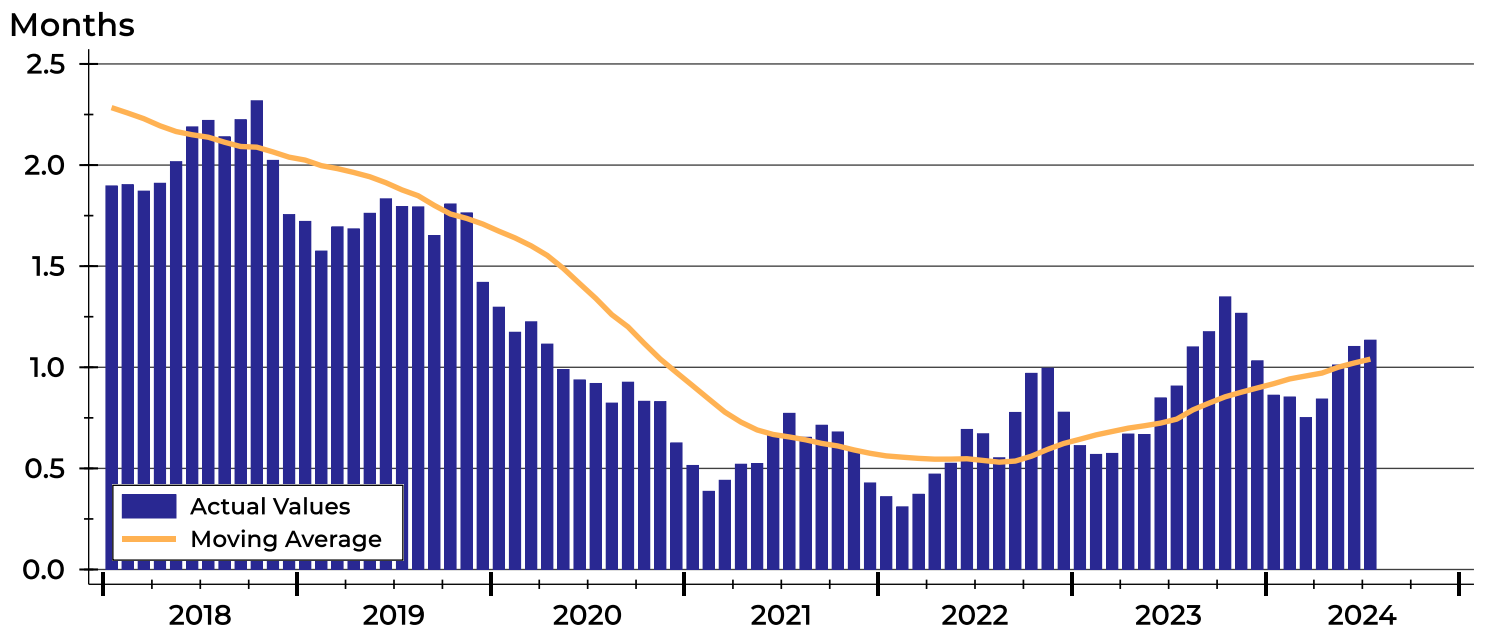
Central Region Months' Supply Analysis

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	1.1
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





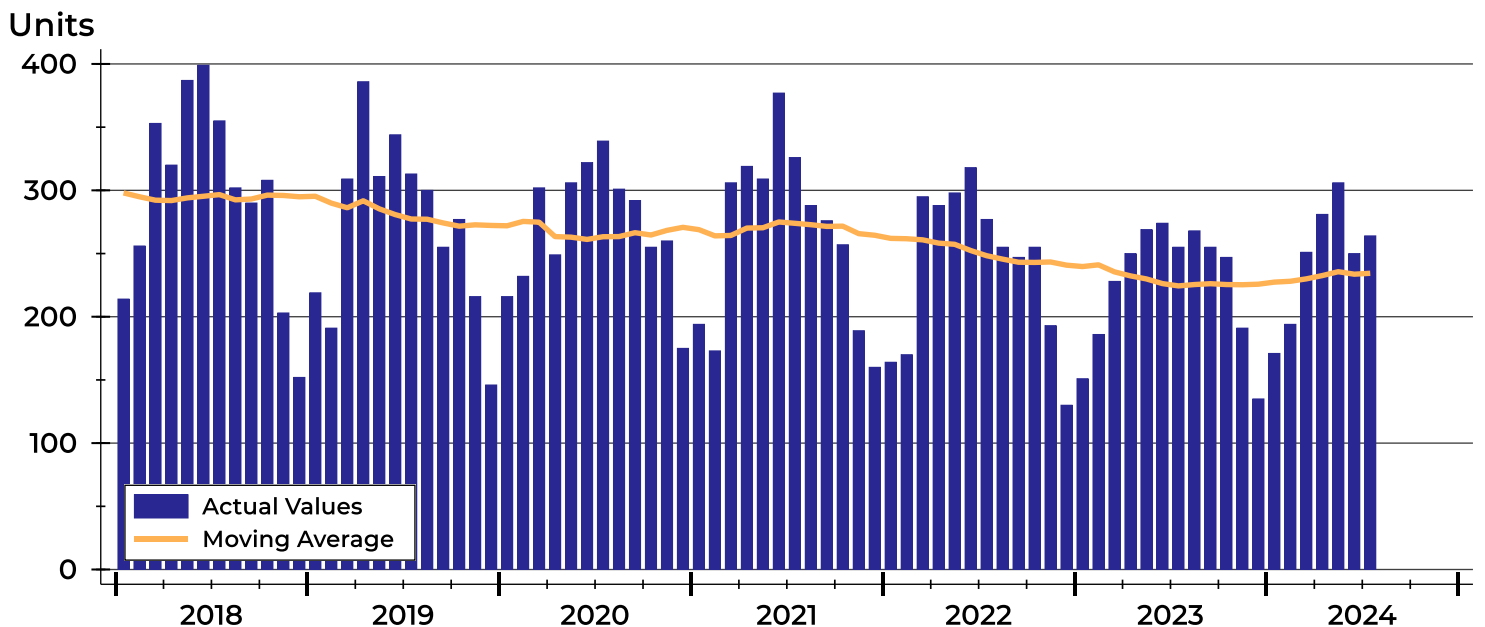
Central Region New Listings Analysis

Summary Statistics for New Listings		2024	July 2023	Change
Current Month	New Listings	264	255	3.5%
	Volume (1,000s)	65,378	54,918	19.0%
	Average List Price	247,646	215,365	15.0%
	Median List Price	204,950	183,000	12.0%
Year-to-Date	New Listings	1,717	1,613	6.4%
	Volume (1,000s)	401,297	353,145	13.6%
	Average List Price	233,720	218,937	6.8%
	Median List Price	199,900	185,000	8.1%

A total of 264 new listings were added in Central Region during July, up 3.5% from the same month in 2023. Year-to-date Central Region has seen 1,717 new listings.

The median list price of these homes was \$204,950 up from \$183,000 in 2023.

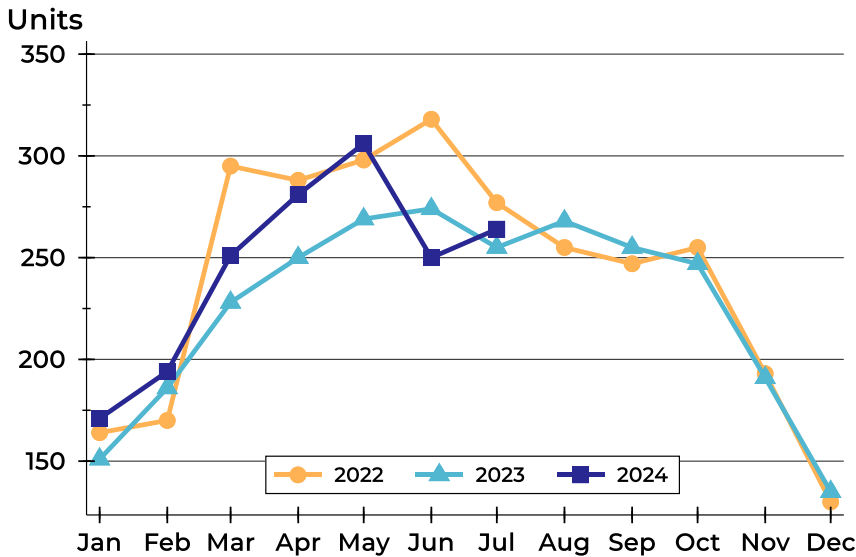
History of New Listings





Central Region New Listings Analysis

New Listings by Month



Month	2022	2023	2024
January	164	151	171
February	170	186	194
March	295	228	251
April	288	250	281
May	298	269	306
June	318	274	250
July	277	255	264
August	255	268	
September	247	255	
October	255	247	
November	193	191	
December	130	135	

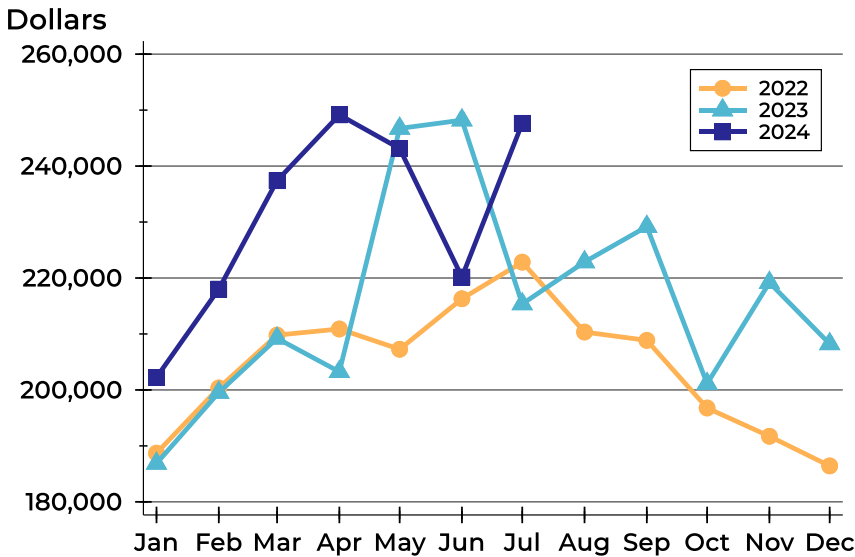
New Listings by Price Range

Price Range	New Listings		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$25,000-\$49,999	9	3.4%	36,039	38,500	11	12	92.3%	95.6%
\$50,000-\$99,999	29	11.0%	80,255	82,500	10	5	98.2%	100.0%
\$100,000-\$124,999	9	3.4%	116,861	120,000	9	10	99.4%	100.0%
\$125,000-\$149,999	30	11.4%	136,764	135,000	11	10	98.8%	100.0%
\$150,000-\$174,999	29	11.0%	161,625	160,000	9	6	99.1%	100.0%
\$175,000-\$199,999	25	9.5%	189,814	190,000	9	5	99.6%	100.0%
\$200,000-\$249,999	36	13.6%	227,537	225,000	11	8	98.5%	100.0%
\$250,000-\$299,999	35	13.3%	277,010	275,000	12	8	99.0%	100.0%
\$300,000-\$399,999	23	8.7%	336,839	324,900	16	12	98.6%	100.0%
\$400,000-\$499,999	20	7.6%	449,155	444,950	12	12	99.5%	100.0%
\$500,000-\$749,999	11	4.2%	597,164	595,000	18	21	99.6%	100.0%
\$750,000-\$999,999	6	2.3%	808,950	799,450	23	25	98.1%	98.2%
\$1,000,000 and up	2	0.8%	1,050,000	1,050,000	28	28	100.0%	100.0%



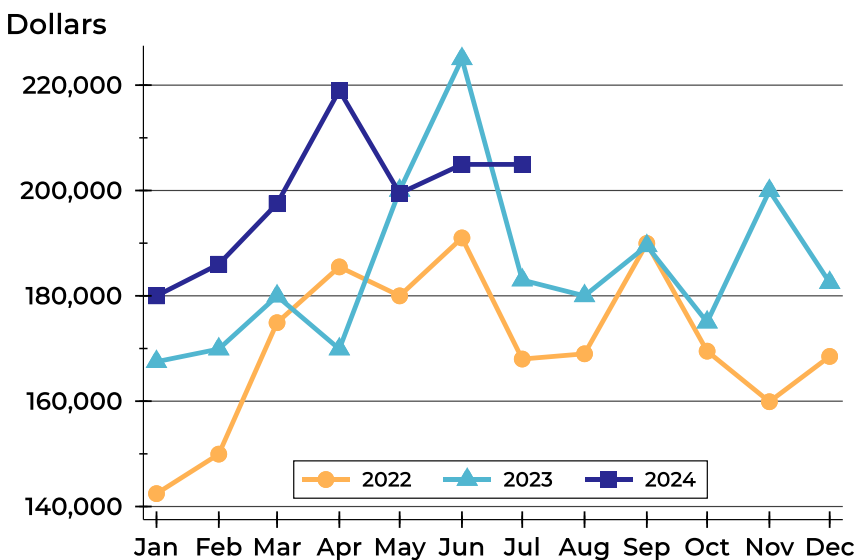
Central Region New Listings Analysis

Average Price



Month	2022	2023	2024
January	188,707	186,864	202,238
February	200,354	199,536	218,022
March	209,796	209,227	237,390
April	210,891	203,250	249,152
May	207,269	246,729	243,132
June	216,292	248,214	220,177
July	222,832	215,365	247,646
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	180,000
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	204,950
July	168,000	183,000	204,950
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	



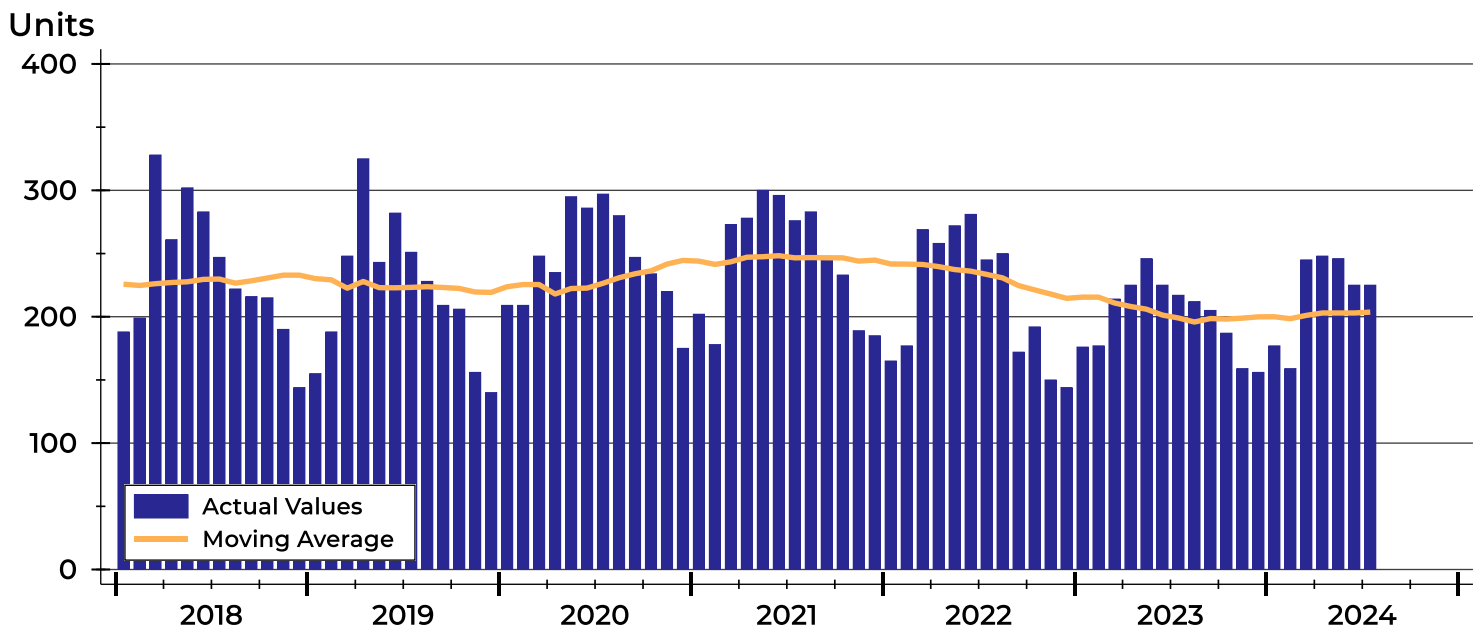
Central Region Contracts Written Analysis

Summary Statistics for Contracts Written		2024	July 2023	Change	Year-to-Date		
		2024	2023		2024	2023	Change
Contracts Written		225	217	3.7%	1,525	1,480	3.0%
Volume (1,000s)		51,558	47,846	7.8%	348,519	313,044	11.3%
Average	Sale Price	229,149	220,486	3.9%	228,537	211,516	8.0%
	Days on Market	19	16	18.8%	22	17	29.4%
	Percent of Original	97.7%	99.3%	-1.6%	97.8%	99.2%	-1.4%
Median	Sale Price	199,900	189,000	5.8%	199,500	180,000	10.8%
	Days on Market	7	5	40.0%	5	4	25.0%
	Percent of Original	100.0%	100.0%	0.0%	100.0%	100.0%	0.0%

A total of 225 contracts for sale were written in Central Region during the month of July, up from 217 in 2023. The median list price of these homes was \$199,900, up from \$189,000 the prior year.

Half of the homes that went under contract in July were on the market less than 7 days, compared to 5 days in July 2023.

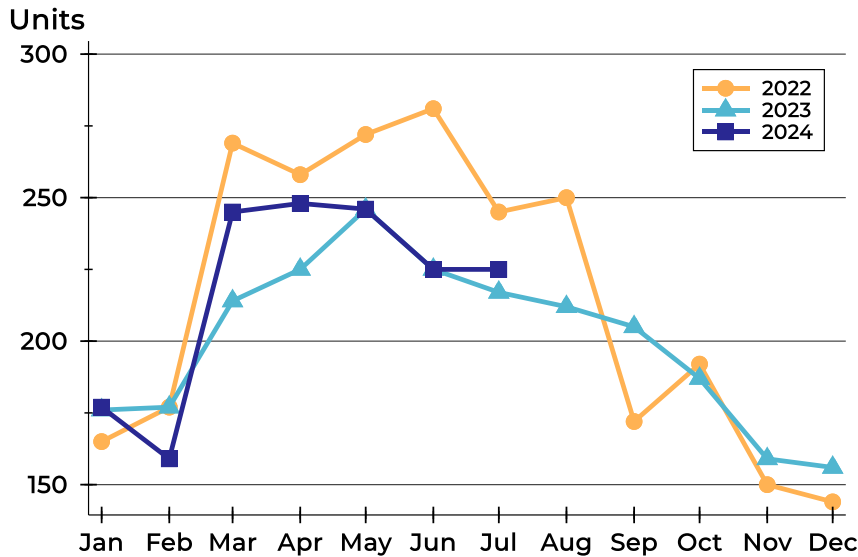
History of Contracts Written





Central Region Contracts Written Analysis

Contracts Written by Month



Month	2022	2023	2024
January	165	176	177
February	177	177	159
March	269	214	245
April	258	225	248
May	272	246	246
June	281	225	225
July	245	217	225
August	250	212	
September	172	205	
October	192	187	
November	150	159	
December	144	156	

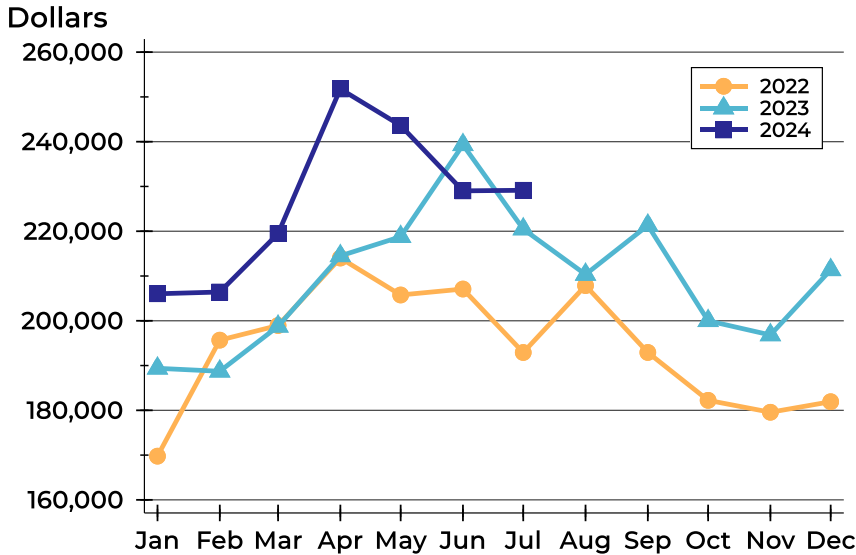
Contracts Written by Price Range

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	0.4%	10,000	10,000	9	9	100.0%	100.0%
\$25,000-\$49,999	7	3.1%	38,821	43,000	11	4	91.3%	93.3%
\$50,000-\$99,999	29	12.9%	76,652	79,900	14	5	97.5%	100.0%
\$100,000-\$124,999	10	4.4%	115,085	116,500	45	58	95.0%	100.0%
\$125,000-\$149,999	22	9.8%	135,805	135,000	11	4	98.9%	100.0%
\$150,000-\$174,999	21	9.3%	161,416	160,000	7	2	98.5%	100.0%
\$175,000-\$199,999	25	11.1%	190,706	190,000	9	5	98.7%	100.0%
\$200,000-\$249,999	32	14.2%	226,599	227,000	16	8	98.0%	100.0%
\$250,000-\$299,999	31	13.8%	274,393	274,900	20	11	98.3%	100.0%
\$300,000-\$399,999	20	8.9%	347,762	342,450	24	19	98.1%	100.0%
\$400,000-\$499,999	18	8.0%	455,306	455,950	37	19	97.4%	100.0%
\$500,000-\$749,999	7	3.1%	599,971	595,000	57	32	94.4%	95.7%
\$750,000-\$999,999	2	0.9%	825,000	825,000	37	37	94.1%	94.1%
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



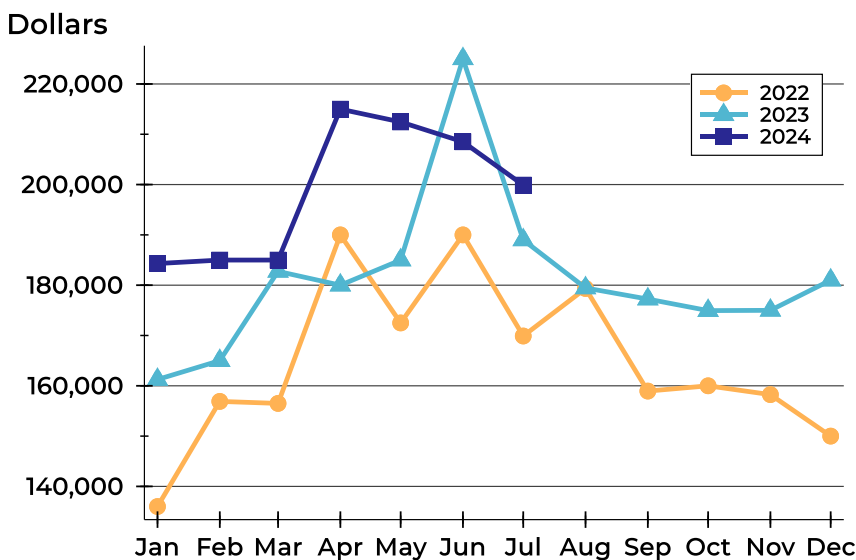
Central Region Contracts Written Analysis

Average Price



Month	2022	2023	2024
January	169,765	189,390	206,036
February	195,674	188,721	206,429
March	198,943	198,761	219,468
April	214,021	214,501	251,778
May	205,760	218,786	243,614
June	207,092	239,304	229,023
July	192,922	220,486	229,149
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

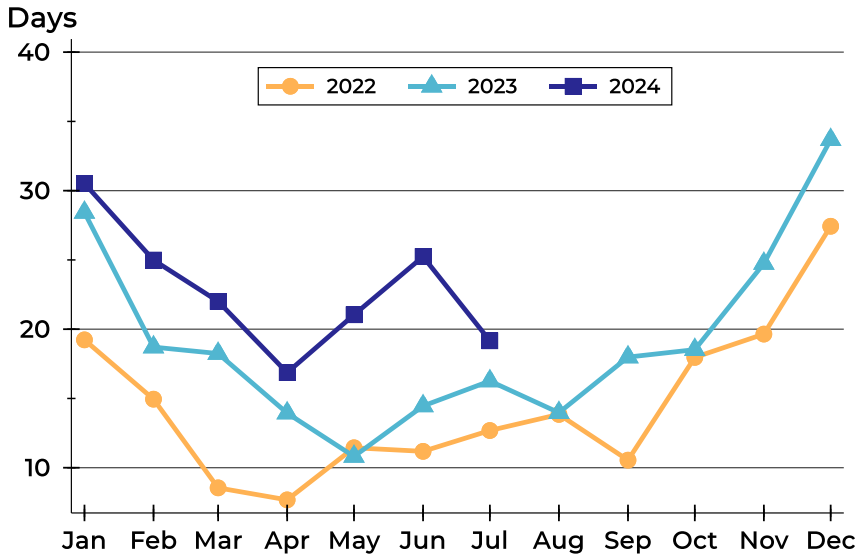


Month	2022	2023	2024
January	136,000	161,250	184,300
February	156,900	165,000	185,000
March	156,500	182,750	185,000
April	190,000	180,000	215,000
May	172,500	185,000	212,450
June	190,000	225,000	208,500
July	169,900	189,000	199,900
August	179,350	179,450	
September	158,950	177,240	
October	160,000	174,950	
November	158,250	175,000	
December	150,000	181,000	



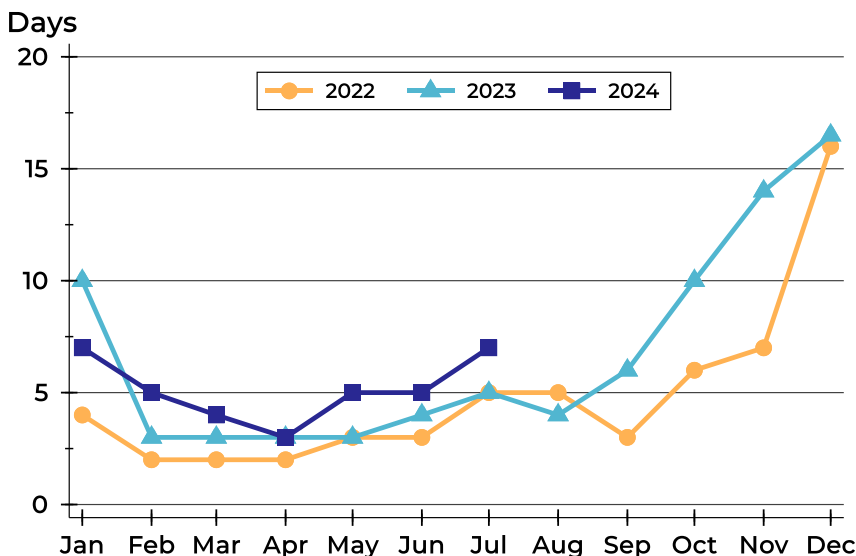
Central Region Contracts Written Analysis

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	19
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	5
July	5	5	7
August	5	4	
September	3	6	
October	6	10	
November	7	14	
December	16	17	



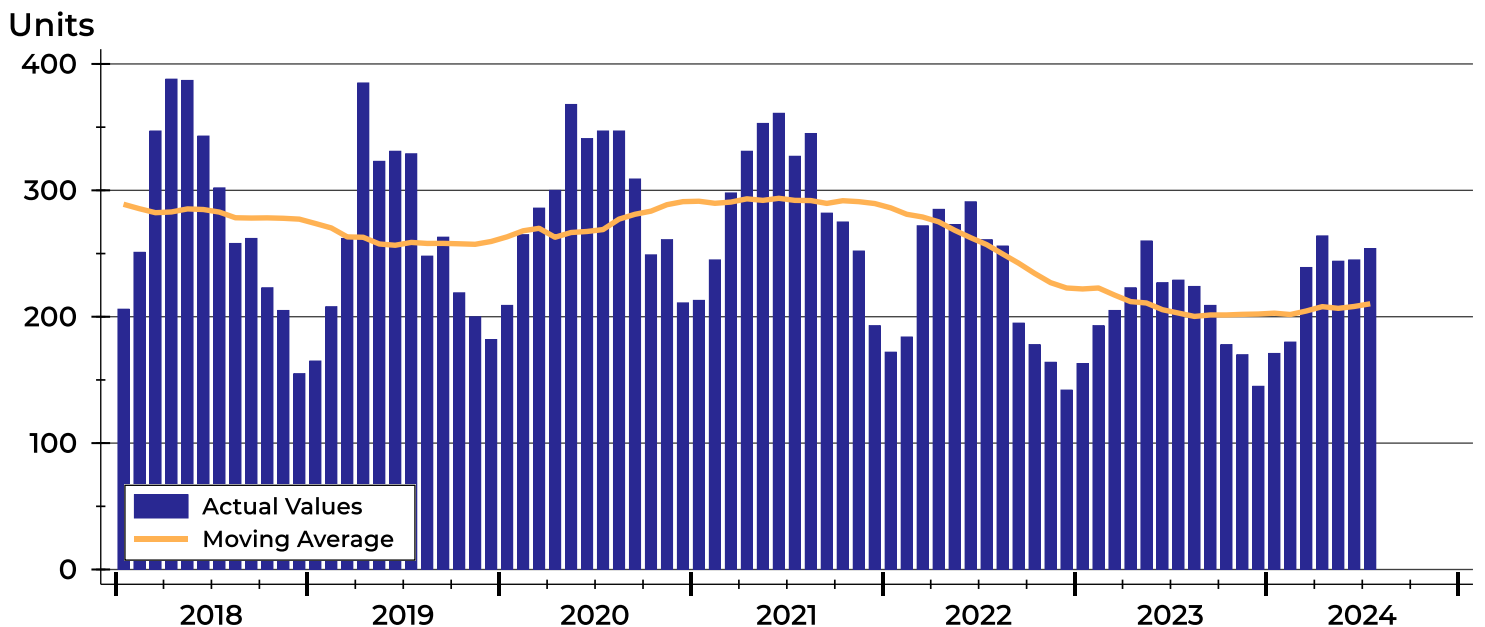
Central Region Pending Contracts Analysis

Summary Statistics for Pending Contracts		2024	End of July 2023	Change
Pending Contracts		254	229	10.9%
Volume (1,000s)		61,541	52,931	16.3%
Average	List Price	242,287	231,141	4.8%
	Days on Market	21	17	23.5%
	Percent of Original	98.4%	99.0%	-0.6%
Median	List Price	210,994	190,000	11.0%
	Days on Market	7	5	40.0%
	Percent of Original	100.0%	100.0%	0.0%

A total of 254 listings in Central Region had contracts pending at the end of July, up from 229 contracts pending at the end of July 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.

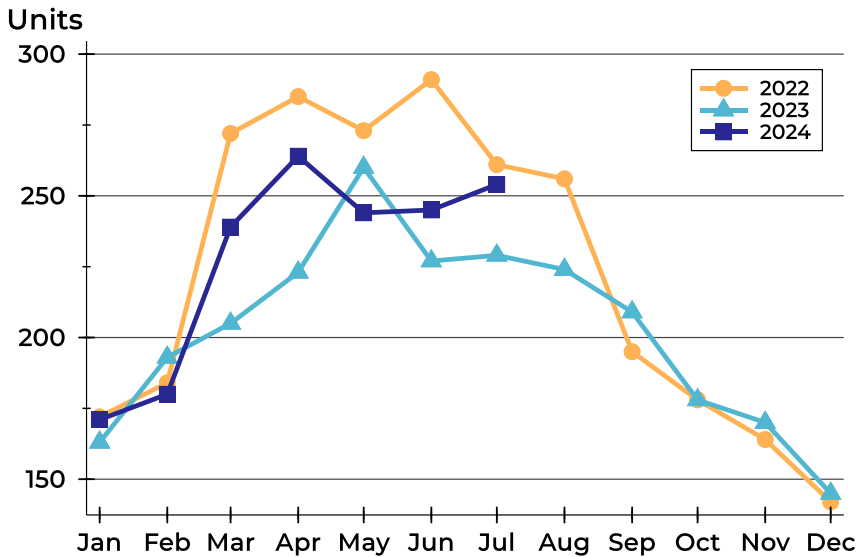
History of Pending Contracts





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	254
August	256	224	
September	195	209	
October	178	178	
November	164	170	
December	142	145	

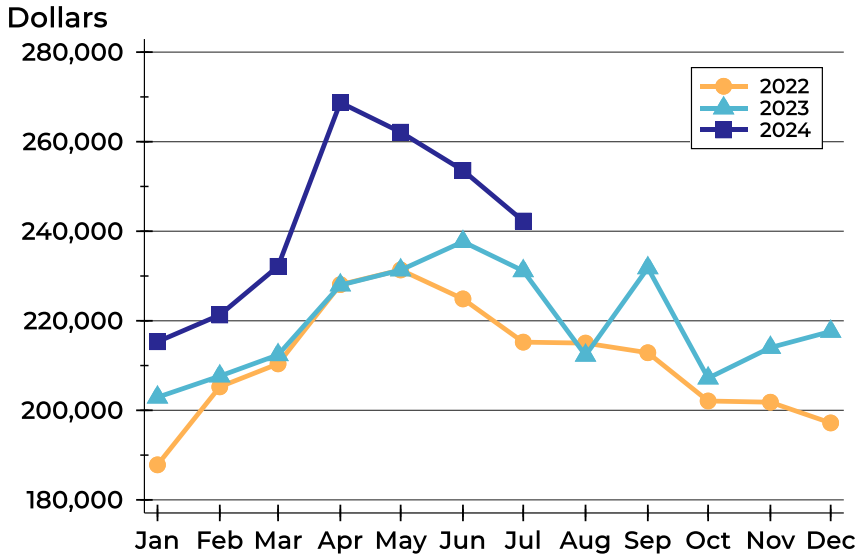
Pending Contracts by Price Range

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	4	1.6%	40,725	44,000	12	13	98.9%	100.0%
\$50,000-\$99,999	25	9.8%	79,174	83,800	19	10	98.2%	100.0%
\$100,000-\$124,999	13	5.1%	114,142	115,000	35	20	96.7%	100.0%
\$125,000-\$149,999	27	10.6%	136,928	139,900	17	4	98.7%	100.0%
\$150,000-\$174,999	21	8.3%	161,297	160,000	4	2	99.8%	100.0%
\$175,000-\$199,999	28	11.0%	189,327	189,450	14	4	99.3%	100.0%
\$200,000-\$249,999	39	15.4%	226,237	225,000	22	7	98.3%	100.0%
\$250,000-\$299,999	36	14.2%	274,024	272,450	19	7	98.6%	100.0%
\$300,000-\$399,999	23	9.1%	348,072	345,000	20	21	98.5%	100.0%
\$400,000-\$499,999	26	10.2%	450,362	450,000	29	13	97.9%	100.0%
\$500,000-\$749,999	9	3.5%	606,622	595,000	55	21	96.7%	100.0%
\$750,000-\$999,999	2	0.8%	825,000	825,000	37	37	94.1%	94.1%
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



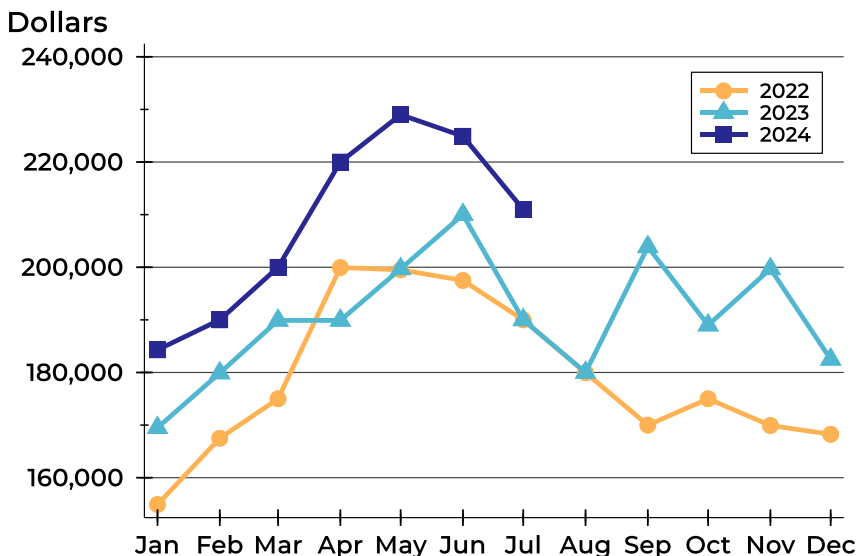
Central Region Pending Contracts Analysis

Average Price



Month	2022	2023	2024
January	187,823	202,917	215,315
February	205,248	207,644	221,291
March	210,381	212,388	232,164
April	228,082	227,967	268,741
May	231,360	231,327	262,125
June	224,885	237,662	253,594
July	215,233	231,141	242,287
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

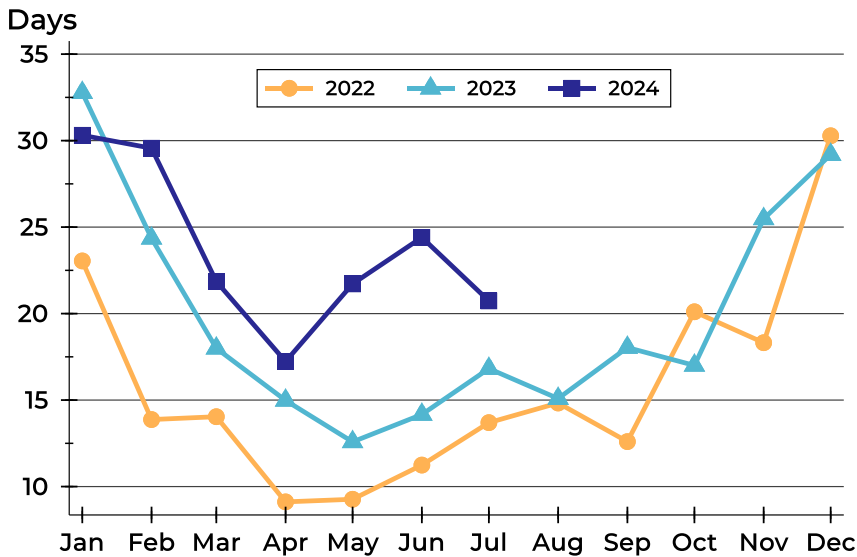


Month	2022	2023	2024
January	154,900	169,500	184,300
February	167,500	179,900	190,000
March	174,999	189,900	200,000
April	199,950	189,900	220,000
May	199,500	199,700	229,000
June	197,500	210,000	224,900
July	190,000	190,000	210,994
August	179,950	180,000	
September	170,000	203,889	
October	175,000	189,000	
November	169,925	199,700	
December	168,250	182,500	



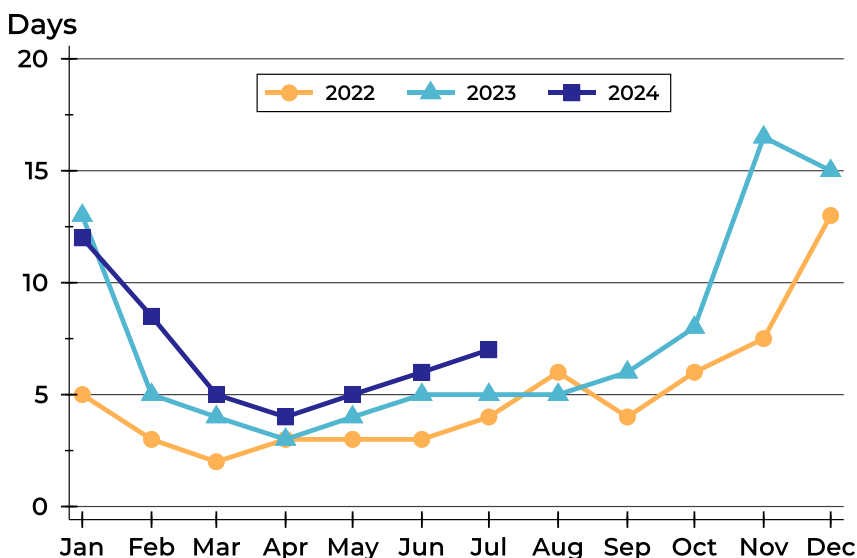
Central Region Pending Contracts Analysis

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	21
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	7
August	6	5	
September	4	6	
October	6	8	
November	8	17	
December	13	15	



**July
2024**

Sunflower MLS Statistics



North Region Housing Report



Market Overview

North Region Home Sales Rose in July

Total home sales in North Region rose by 3.3% last month to 31 units, compared to 30 units in July 2023. Total sales volume was \$8.2 million, up 24.2% from a year earlier.

The median sale price in July was \$249,900, up from \$189,950 a year earlier. Homes that sold in July were typically on the market for 23 days and sold for 100.0% of their list prices.

North Region Active Listings Up at End of July

The total number of active listings in North Region at the end of July was 54 units, up from 44 at the same point in 2023. This represents a 2.3 months' supply of homes available for sale. The median list price of homes on the market at the end of July was \$263,250.

There were 30 contracts written in July 2024 and 2023, showing no change over the year. At the end of the month, there were 33 contracts still pending.

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- 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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**July
2024**

Sunflower MLS Statistics



North Region Summary Statistics

July MLS Statistics Three-year History		Current Month			Year-to-Date			
		2024	2023	2022	2024	2023	2022	
Home Sales		31	30	40	155	156	211	
	Change from prior year	3.3%	-25.0%	14.3%	-0.6%	-26.1%	2.9%	
Active Listings		54	44	48	N/A	N/A	N/A	
	Change from prior year	22.7%	-8.3%	20.0%				
Months' Supply		2.3	1.7	1.6	N/A	N/A	N/A	
	Change from prior year	35.3%	6.2%	23.1%				
New Listings		32	32	45	193	195	257	
	Change from prior year	0.0%	-28.9%	4.7%	-1.0%	-24.1%	11.3%	
Contracts Written		30	30	47	169	172	224	
	Change from prior year	0.0%	-36.2%	88.0%	-1.7%	-23.2%	4.2%	
Pending Contracts		33	27	38	N/A	N/A	N/A	
	Change from prior year	22.2%	-28.9%	26.7%				
Sales Volume (1,000s)		8,242	6,634	8,423	35,006	33,411	44,837	
	Change from prior year	24.2%	-21.2%	51.8%	4.8%	-25.5%	24.2%	
Average	Sale Price	265,879	221,141	210,585	225,843	214,171	212,499	
		Change from prior year	20.2%	5.0%	32.8%	5.4%	0.8%	20.7%
	List Price of Actives	313,869	282,590	233,242	N/A	N/A	N/A	
		Change from prior year	11.1%	21.2%	26.7%			
	Days on Market	49	22	10	48	33	20	
	Change from prior year	122.7%	120.0%	-70.6%	45.5%	65.0%	-31.0%	
	Percent of List	97.7%	98.9%	98.1%	97.0%	97.7%	99.3%	
	Change from prior year	-1.2%	0.8%	-0.7%	-0.7%	-1.6%	-0.2%	
	Percent of Original	94.4%	96.5%	97.2%	94.6%	95.2%	98.4%	
	Change from prior year	-2.2%	-0.7%	0.3%	-0.6%	-3.3%	0.5%	
Median	Sale Price	249,900	189,950	205,000	200,000	188,950	189,000	
		Change from prior year	31.6%	-7.3%	64.0%	5.8%	0.0%	14.5%
	List Price of Actives	263,250	269,450	204,750	N/A	N/A	N/A	
		Change from prior year	-2.3%	31.6%	28.0%			
	Days on Market	23	4	4	20	9	6	
	Change from prior year	475.0%	0.0%	-50.0%	122.2%	50.0%	0.0%	
	Percent of List	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	
	Change from prior year	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	
	Percent of Original	98.5%	100.0%	100.0%	97.7%	98.7%	100.0%	
	Change from prior year	-1.5%	0.0%	0.0%	-1.0%	-1.3%	0.0%	

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



**July
2024**

Sunflower MLS Statistics



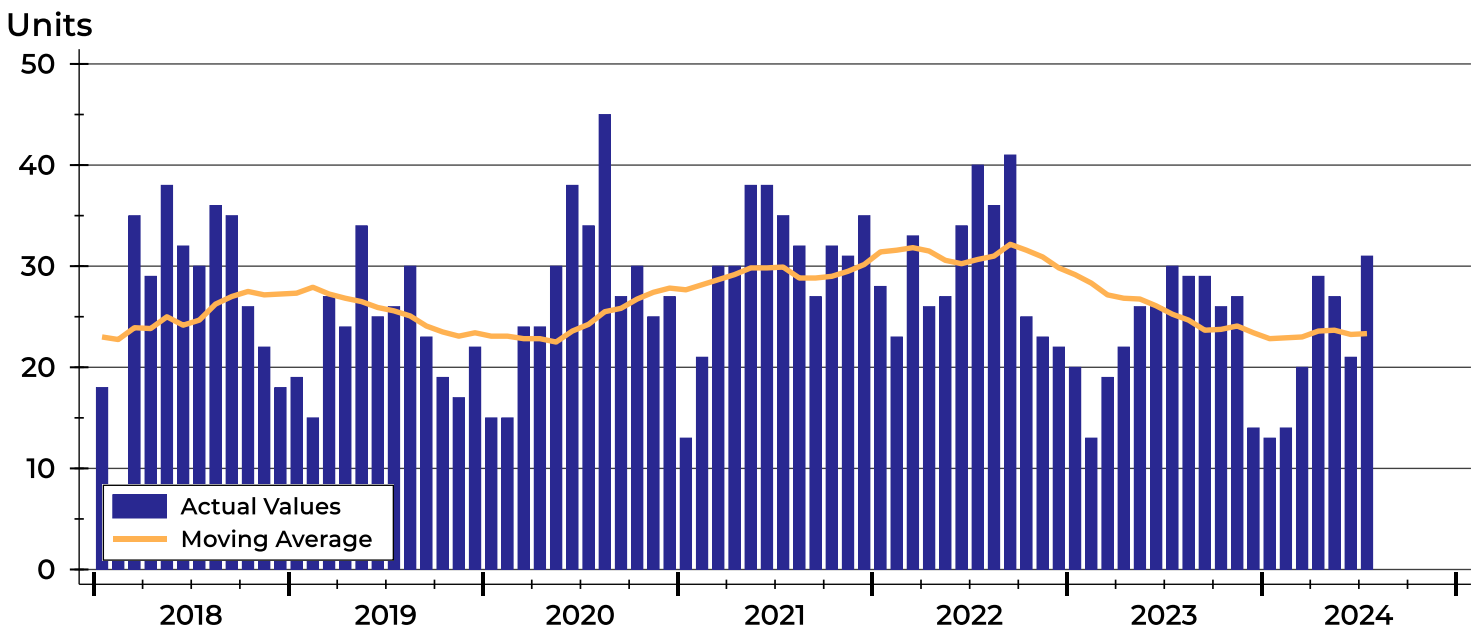
North Region Closed Listings Analysis

Summary Statistics for Closed Listings		2024	July 2023	Change	2024	Year-to-Date 2023	Change
Closed Listings		31	30	3.3%	155	156	-0.6%
Volume (1,000s)		8,242	6,634	24.2%	35,006	33,411	4.8%
Months' Supply		2.3	1.7	35.3%	N/A	N/A	N/A
Average	Sale Price	265,879	221,141	20.2%	225,843	214,171	5.4%
	Days on Market	49	22	122.7%	48	33	45.5%
	Percent of List	97.7%	98.9%	-1.2%	97.0%	97.7%	-0.7%
	Percent of Original	94.4%	96.5%	-2.2%	94.6%	95.2%	-0.6%
Median	Sale Price	249,900	189,950	31.6%	200,000	188,950	5.8%
	Days on Market	23	4	475.0%	20	9	122.2%
	Percent of List	100.0%	100.0%	0.0%	100.0%	100.0%	0.0%
	Percent of Original	98.5%	100.0%	-1.5%	97.7%	98.7%	-1.0%

A total of 31 homes sold in North Region in July, up from 30 units in July 2023. Total sales volume rose to \$8.2 million compared to \$6.6 million in the previous year.

The median sales price in July was \$249,900, up 31.6% compared to the prior year. Median days on market was 23 days, up from 7 days in June, and up from 4 in July 2023.

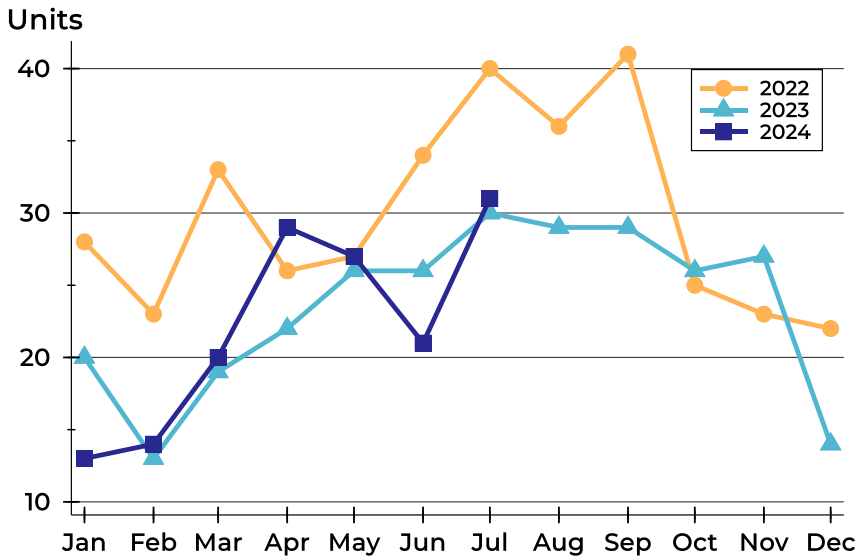
History of Closed Listings





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	31
August	36	29	29
September	41	29	29
October	25	26	26
November	23	27	27
December	22	14	14

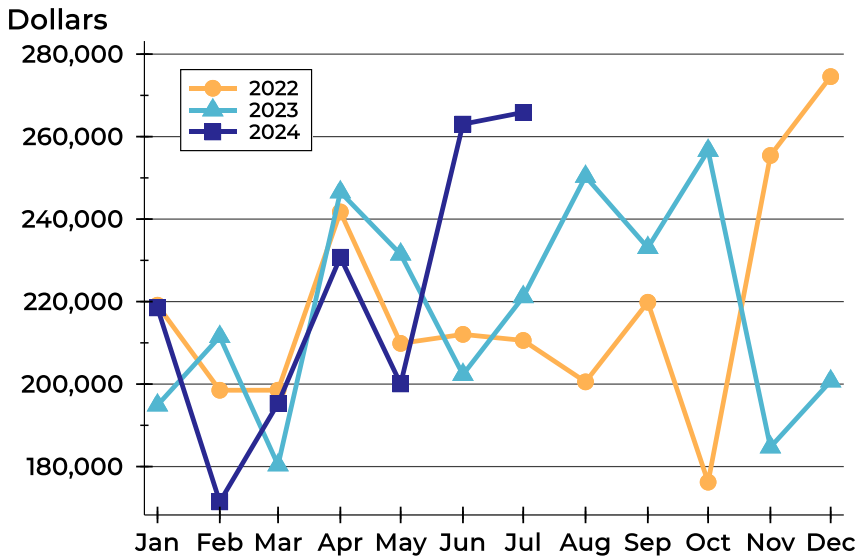
Closed Listings by Price Range

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	1	3.2%	2.7	32,500	32,500	6	6	100.0%	100.0%	100.0%	100.0%
\$50,000-\$99,999	5	16.1%	0.4	78,270	76,500	43	57	94.5%	100.0%	91.5%	100.0%
\$100,000-\$124,999	2	6.5%	1.1	119,750	119,750	25	25	102.2%	102.2%	98.3%	98.3%
\$125,000-\$149,999	1	3.2%	4.2	133,000	133,000	2	2	98.6%	98.6%	98.6%	98.6%
\$150,000-\$174,999	2	6.5%	1.5	162,500	162,500	8	8	99.3%	99.3%	99.3%	99.3%
\$175,000-\$199,999	1	3.2%	1.3	188,000	188,000	67	67	94.2%	94.2%	75.4%	75.4%
\$200,000-\$249,999	4	12.9%	2.1	223,850	220,250	32	20	96.3%	97.0%	89.8%	90.2%
\$250,000-\$299,999	6	19.4%	2.2	276,833	278,500	94	38	99.8%	100.0%	99.0%	100.0%
\$300,000-\$399,999	2	6.5%	2.2	343,500	343,500	8	8	100.0%	100.0%	100.0%	100.0%
\$400,000-\$499,999	3	9.7%	3.4	451,500	450,000	36	37	97.9%	100.0%	95.9%	93.8%
\$500,000-\$749,999	4	12.9%	8.3	583,750	597,500	89	33	95.3%	96.0%	89.9%	91.5%
\$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



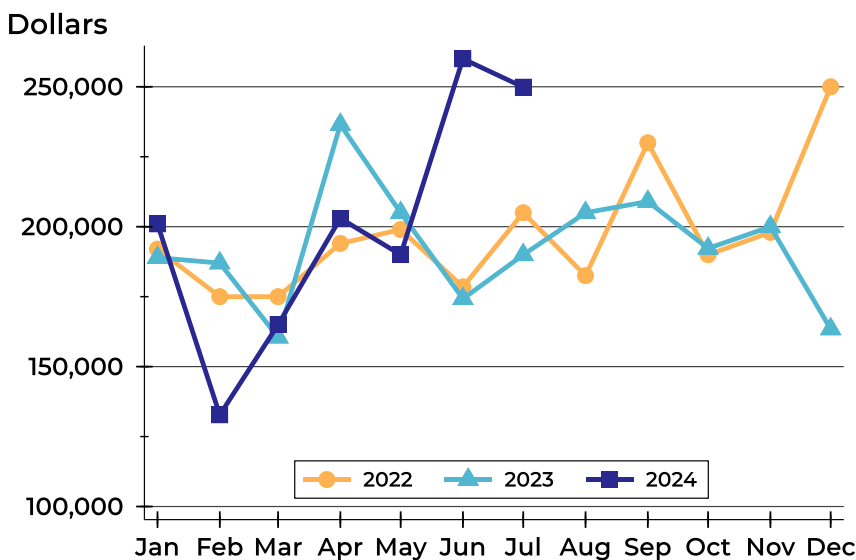
North Region Closed Listings Analysis

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	265,879
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

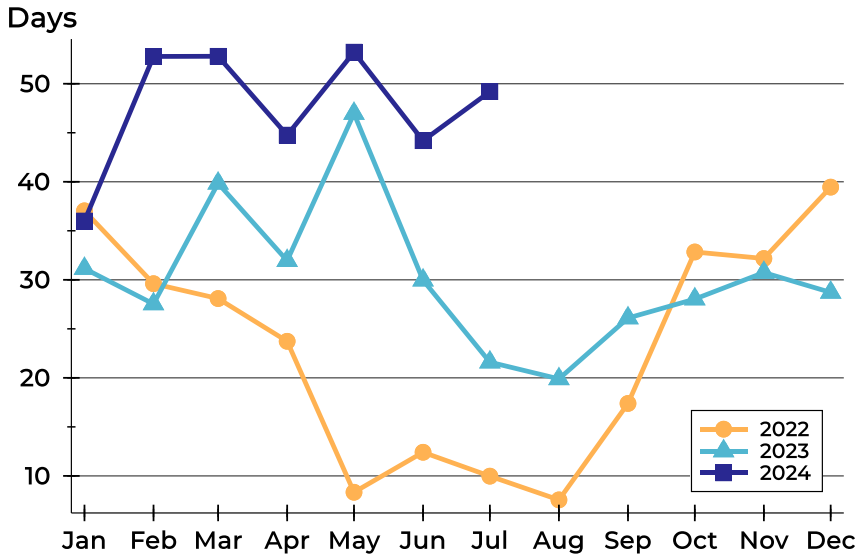


Month	2022	2023	2024
January	192,000	188,950	201,000
February	175,000	187,000	132,750
March	175,000	160,500	165,000
April	194,000	236,500	203,000
May	199,000	205,000	190,000
June	178,500	174,250	260,000
July	205,000	189,950	249,900
August	182,500	205,000	
September	230,000	209,000	
October	190,000	192,250	
November	198,000	200,000	
December	250,000	163,450	



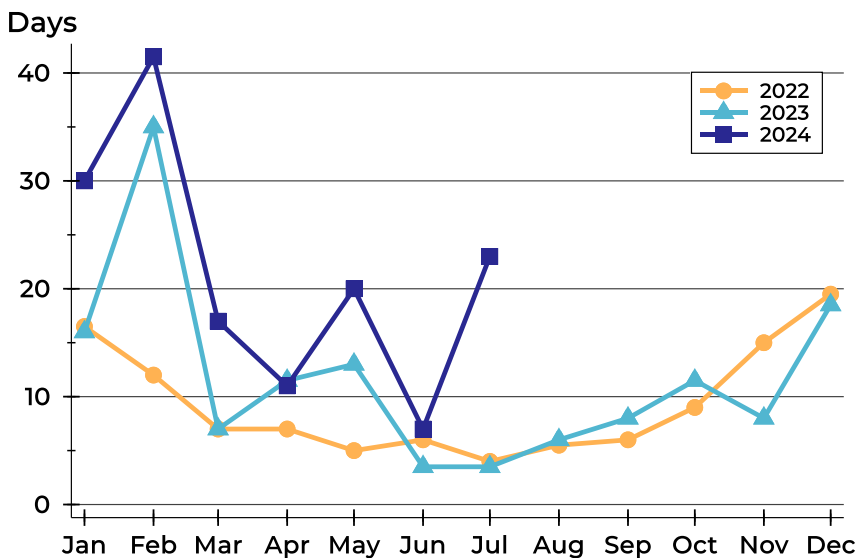
North Region Closed Listings Analysis

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	49
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	23
August	6	6	
September	6	8	
October	9	12	
November	15	8	
December	20	19	



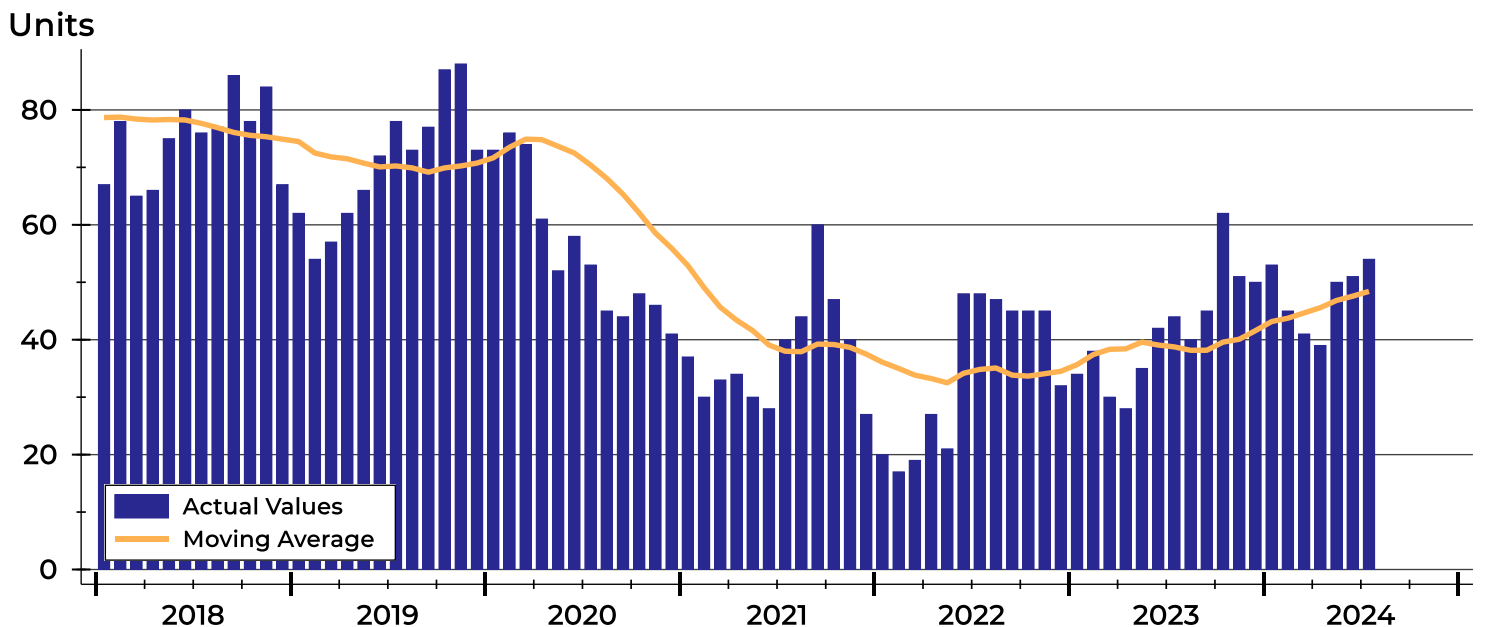
North Region Active Listings Analysis

Summary Statistics for Active Listings		2024	End of July 2023	Change
Active Listings		54	44	22.7%
Volume (1,000s)		16,949	12,434	36.3%
Months' Supply		2.3	1.7	35.3%
Average	List Price	313,869	282,590	11.1%
	Days on Market	70	59	18.6%
	Percent of Original	96.6%	95.5%	1.2%
Median	List Price	263,250	269,450	-2.3%
	Days on Market	49	50	-2.0%
	Percent of Original	100.0%	100.0%	0.0%

A total of 54 homes were available for sale in North Region at the end of July. This represents a 2.3 months' supply of active listings.

The median list price of homes on the market at the end of July was \$263,250, down 2.3% from 2023. The typical time on market for active listings was 49 days, down from 50 days a year earlier.

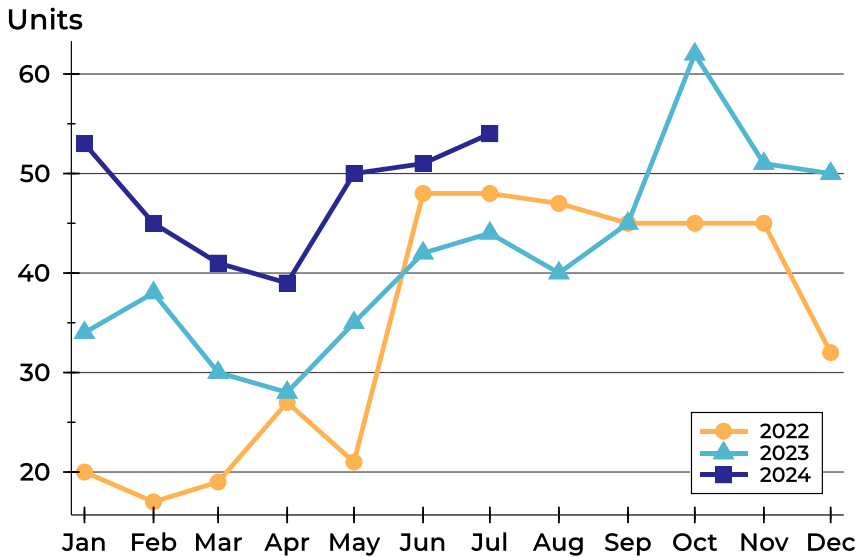
History of Active Listings





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	54
August	47	40	
September	45	45	
October	45	62	
November	45	51	
December	32	50	

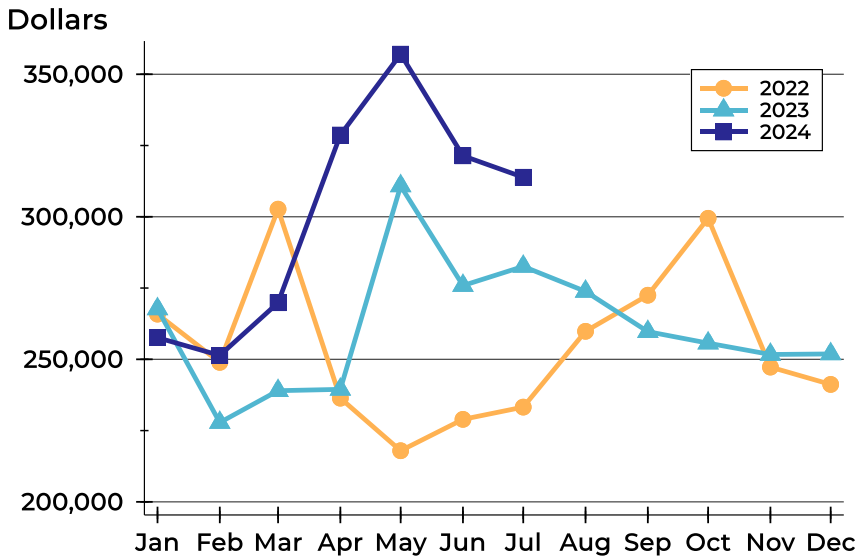
Active Listings by Price Range

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	2	3.7%	2.7	47,600	47,600	64	64	100.0%	100.0%
\$50,000-\$99,999	1	1.9%	0.4	89,000	89,000	29	29	100.0%	100.0%
\$100,000-\$124,999	1	1.9%	1.1	117,500	117,500	1	1	100.0%	100.0%
\$125,000-\$149,999	8	14.8%	4.2	134,775	129,950	49	51	98.4%	100.0%
\$150,000-\$174,999	4	7.4%	1.5	165,938	164,475	76	61	94.9%	97.3%
\$175,000-\$199,999	3	5.6%	1.3	189,833	189,000	51	42	97.0%	99.5%
\$200,000-\$249,999	7	13.0%	2.1	231,129	239,000	56	34	96.0%	100.0%
\$250,000-\$299,999	7	13.0%	2.2	275,214	280,000	54	41	95.2%	100.0%
\$300,000-\$399,999	7	13.0%	2.2	369,136	370,000	86	54	96.1%	96.9%
\$400,000-\$499,999	4	7.4%	3.4	451,200	454,950	76	90	96.3%	97.5%
\$500,000-\$749,999	9	16.7%	8.3	616,956	597,500	70	49	95.8%	99.8%
\$750,000-\$999,999	1	1.9%	N/A	850,000	850,000	454	454	100.0%	100.0%
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A



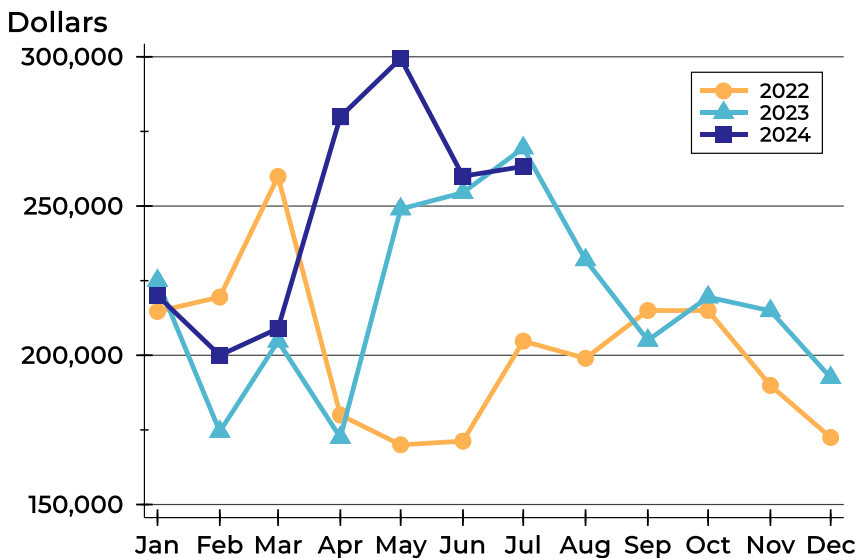
North Region Active Listings Analysis

Average Price



Month	2022	2023	2024
January	265,863	267,685	257,603
February	248,941	227,835	251,370
March	302,679	239,003	269,865
April	236,378	239,464	328,692
May	217,943	310,831	357,058
June	228,946	275,879	321,401
July	233,242	282,590	313,869
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

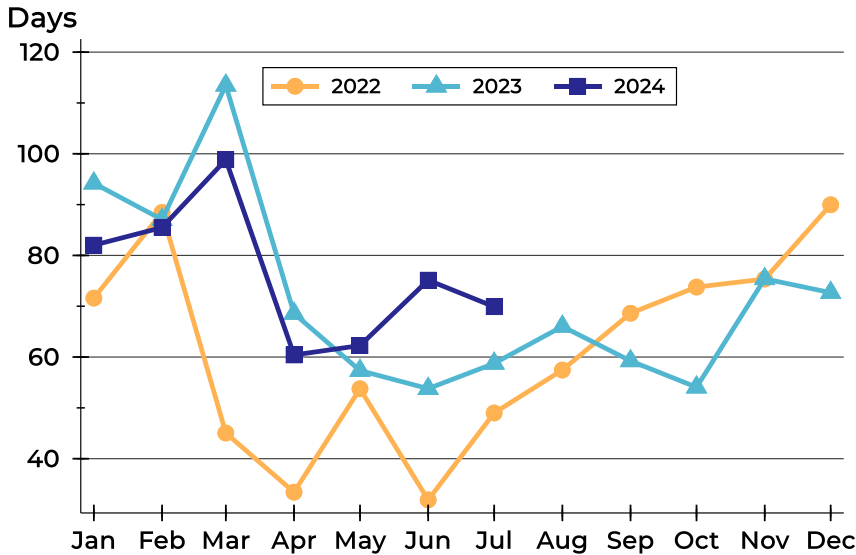


Month	2022	2023	2024
January	214,700	225,000	220,000
February	219,500	174,450	200,000
March	259,900	204,700	209,000
April	180,000	172,450	279,900
May	170,000	249,000	299,450
June	171,250	254,500	260,000
July	204,750	269,450	263,250
August	199,000	231,975	
September	215,000	205,000	
October	215,000	219,500	
November	189,900	214,900	
December	172,450	192,500	



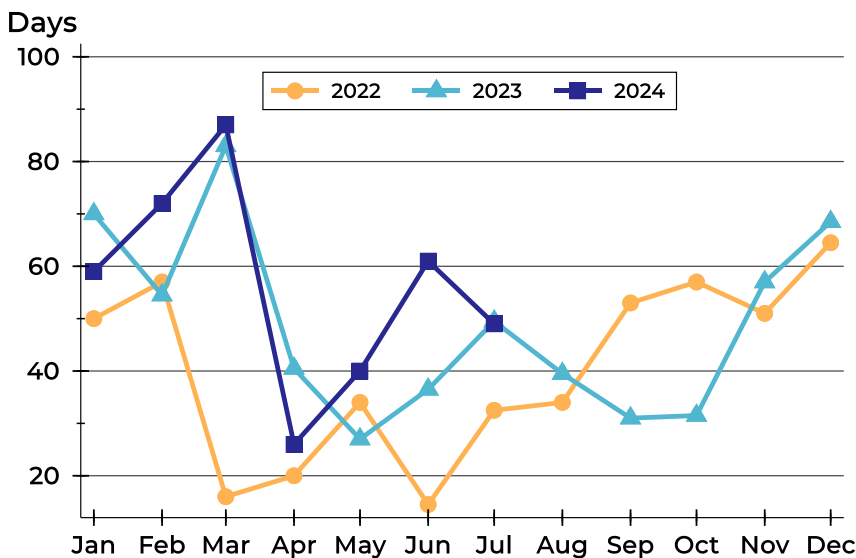
North Region Active Listings Analysis

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	70
August	57	66	
September	69	59	
October	74	54	
November	75	75	
December	90	73	

Median DOM

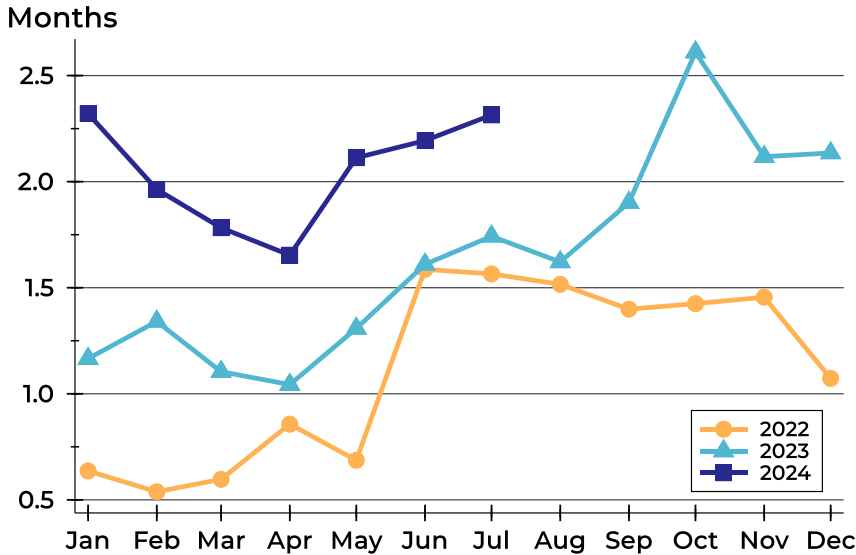


Month	2022	2023	2024
January	50	70	59
February	57	55	72
March	16	83	87
April	20	41	26
May	34	27	40
June	15	37	61
July	33	50	49
August	34	40	
September	53	31	
October	57	32	
November	51	57	
December	65	69	



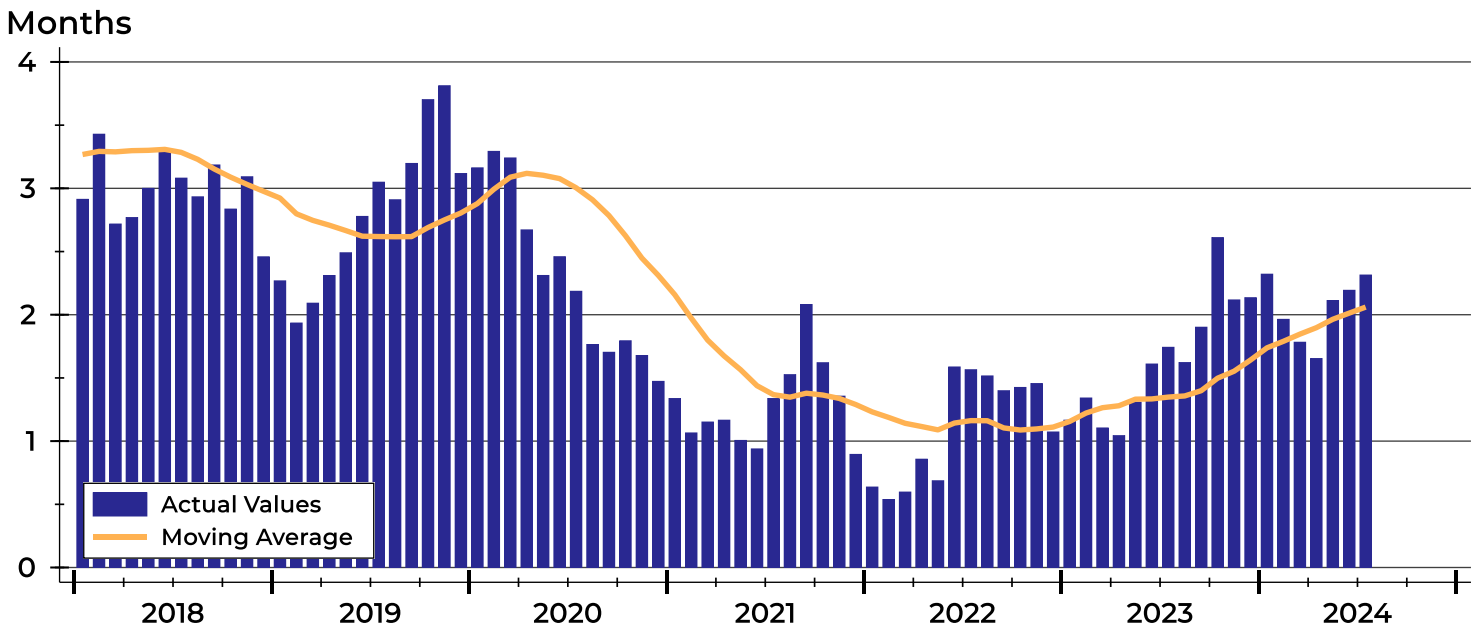
North Region Months' Supply Analysis

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	2.3
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





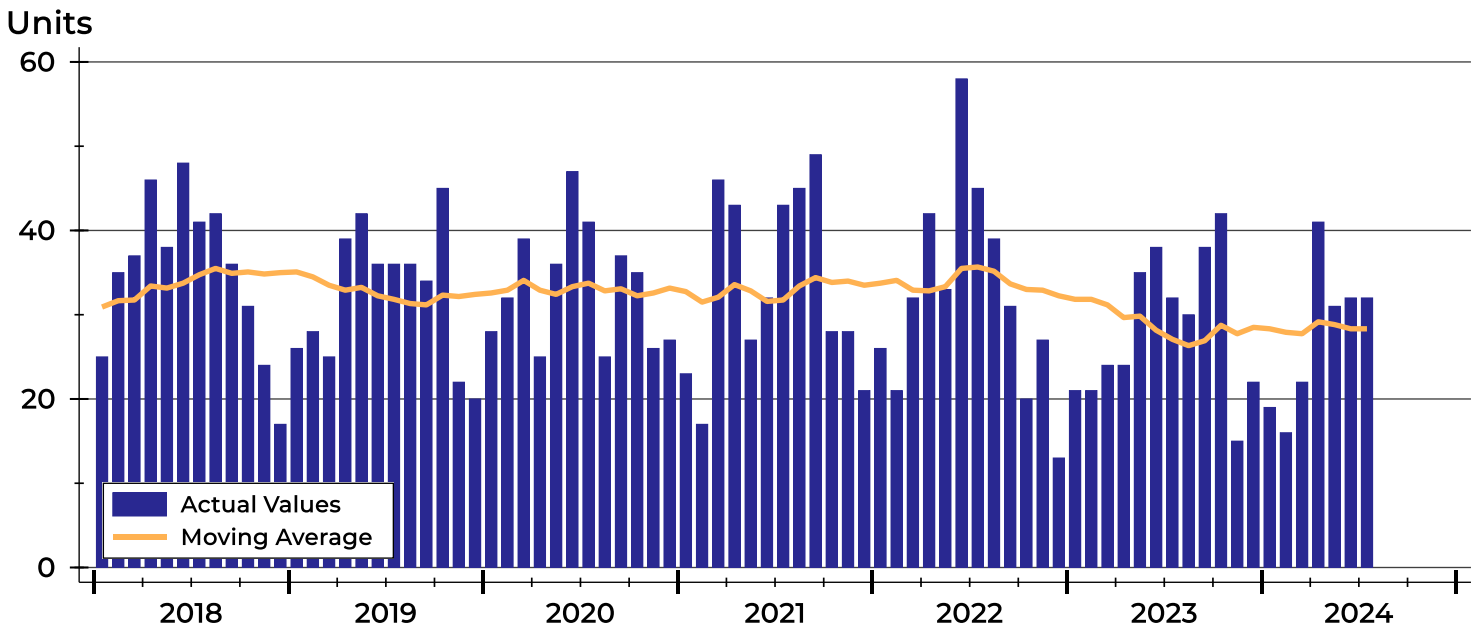
North Region New Listings Analysis

Summary Statistics for New Listings		2024	July 2023	Change
Current Month	New Listings	32	32	0.0%
	Volume (1,000s)	8,227	8,232	-0.1%
	Average List Price	257,084	257,259	-0.1%
	Median List Price	244,750	207,900	17.7%
Year-to-Date	New Listings	193	195	-1.0%
	Volume (1,000s)	50,112	46,700	7.3%
	Average List Price	259,647	239,489	8.4%
	Median List Price	238,700	219,500	8.7%

A total of 32 new listings were added in North Region during July, the same figure as reported in 2023. Year-to-date North Region has seen 193 new listings.

The median list price of these homes was \$244,750 up from \$207,900 in 2023.

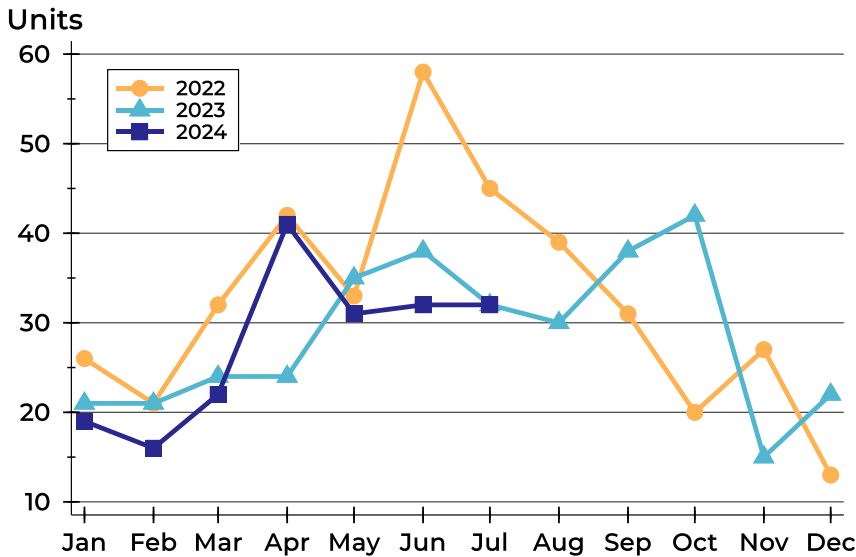
History of New Listings





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	32
July	45	32	32
August	39	30	30
September	31	38	31
October	20	42	20
November	27	15	15
December	13	22	13

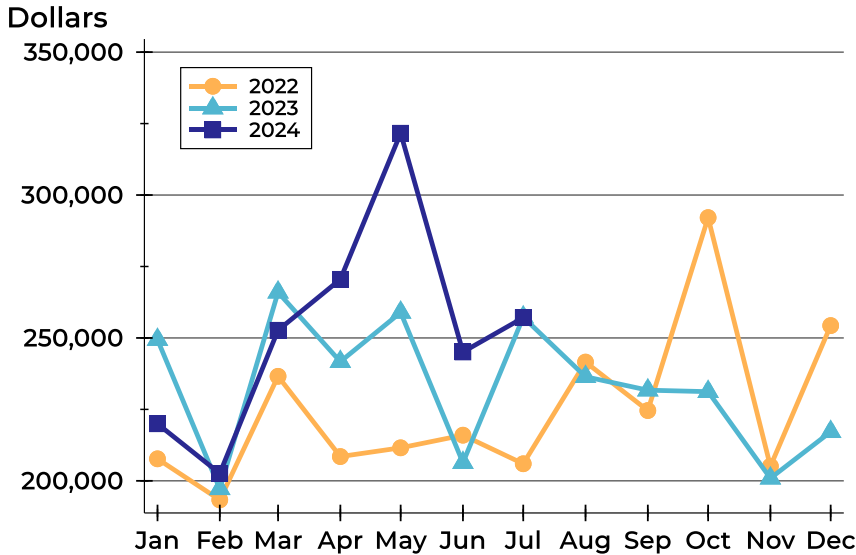
New Listings by Price Range

Price Range	New Listings		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$25,000-\$49,999	2	6.3%	38,900	38,900	11	11	100.0%	100.0%
\$50,000-\$99,999	2	6.3%	82,000	82,000	24	24	100.0%	100.0%
\$100,000-\$124,999	3	9.4%	118,167	120,000	15	12	97.8%	97.2%
\$125,000-\$149,999	2	6.3%	128,950	128,950	18	18	100.0%	100.0%
\$150,000-\$174,999	3	9.4%	157,550	159,900	18	22	100.0%	100.0%
\$175,000-\$199,999	1	3.1%	185,000	185,000	0	0	100.0%	100.0%
\$200,000-\$249,999	5	15.6%	235,880	240,000	13	15	98.1%	100.0%
\$250,000-\$299,999	5	15.6%	271,900	275,000	14	13	100.0%	100.0%
\$300,000-\$399,999	5	15.6%	362,450	350,000	14	8	100.0%	100.0%
\$400,000-\$499,999	1	3.1%	459,900	459,900	14	14	100.0%	100.0%
\$500,000-\$749,999	3	9.4%	634,600	624,900	15	7	100.0%	100.0%
\$750,000-\$999,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



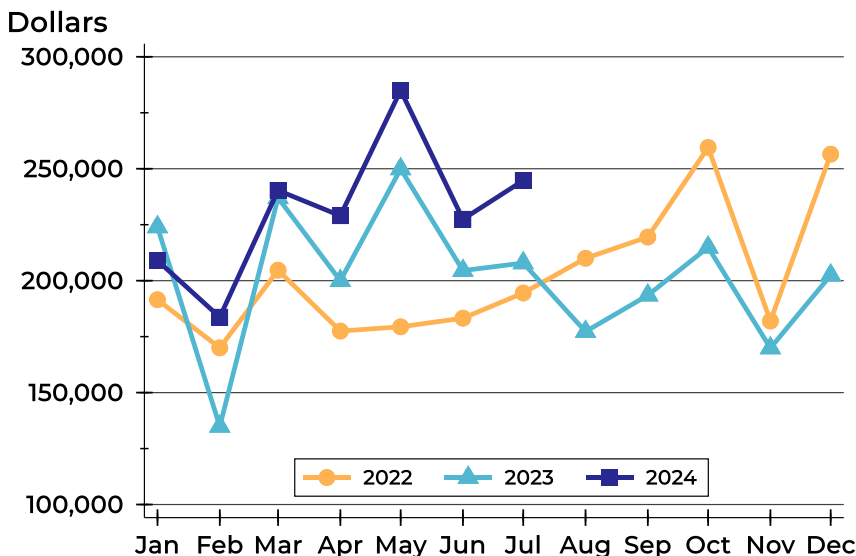
North Region New Listings Analysis

Average Price



Month	2022	2023	2024
January	207,704	249,421	219,971
February	193,343	197,210	202,603
March	236,584	265,979	252,695
April	208,501	241,704	270,519
May	211,561	258,931	321,635
June	215,984	206,364	245,084
July	205,980	257,259	257,084
August	241,554	236,425	
September	224,600	231,726	
October	292,105	231,208	
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	227,450
July	194,500	207,900	244,750
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	



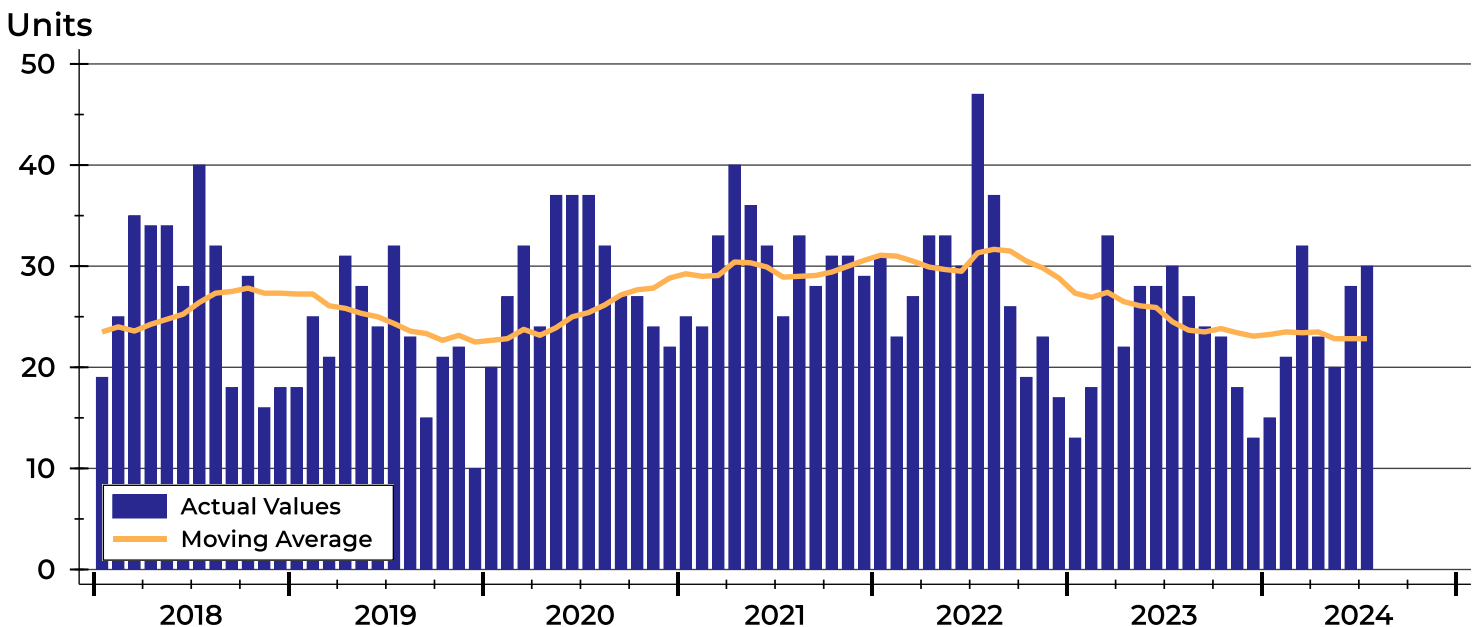
North Region Contracts Written Analysis

Summary Statistics for Contracts Written		2024	July 2023	Change	Year-to-Date		
		2024	2023		2024	2023	Change
Contracts Written		30	30	0.0%	169	172	-1.7%
Volume (1,000s)		7,136	7,321	-2.5%	39,502	39,688	-0.5%
Average	Sale Price	237,872	244,043	-2.5%	233,739	230,746	1.3%
	Days on Market	60	16	275.0%	50	29	72.4%
	Percent of Original	94.1%	98.0%	-4.0%	94.2%	96.3%	-2.2%
Median	Sale Price	219,950	195,000	12.8%	210,000	197,500	6.3%
	Days on Market	29	6	383.3%	17	6	183.3%
	Percent of Original	100.0%	100.0%	0.0%	98.2%	100.0%	-1.8%

A total of 30 contracts for sale were written in North Region during the month of July, the same as in 2023. The median list price of these homes was \$219,950, up from \$195,000 the prior year.

Half of the homes that went under contract in July were on the market less than 29 days, compared to 6 days in July 2023.

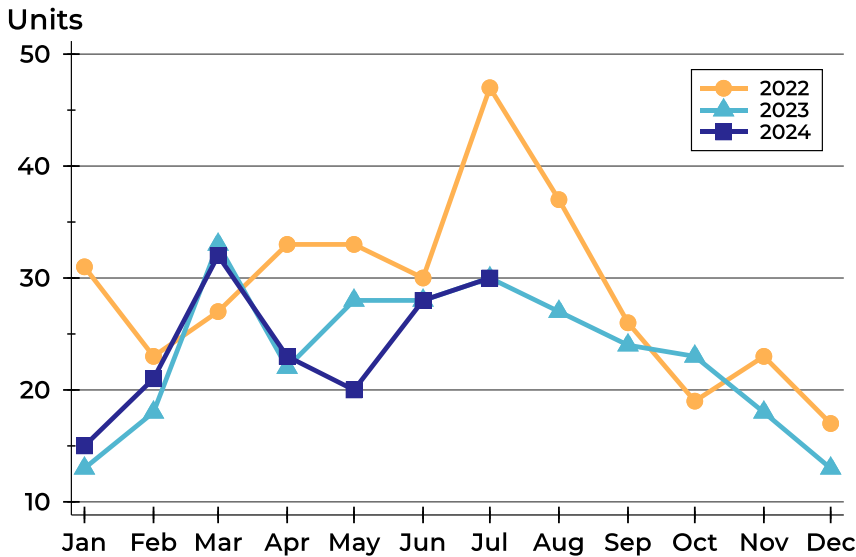
History of Contracts Written





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	28
July	47	30	30
August	37	27	27
September	26	24	24
October	19	23	23
November	23	18	18
December	17	13	13

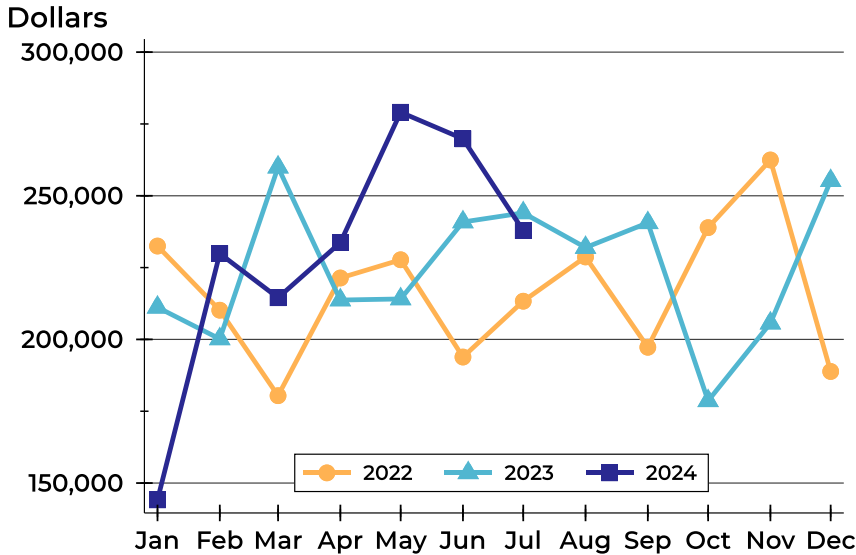
Contracts Written by Price Range

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	2	6.7%	38,750	38,750	27	27	100.0%	100.0%
\$50,000-\$99,999	4	13.3%	81,250	80,000	128	86	82.1%	84.2%
\$100,000-\$124,999	1	3.3%	120,000	120,000	12	12	100.0%	100.0%
\$125,000-\$149,999	1	3.3%	130,000	130,000	67	67	100.0%	100.0%
\$150,000-\$174,999	4	13.3%	162,025	163,900	98	56	90.1%	92.6%
\$175,000-\$199,999	2	6.7%	180,000	180,000	11	11	100.0%	100.0%
\$200,000-\$249,999	4	13.3%	234,925	237,450	43	43	93.1%	96.7%
\$250,000-\$299,999	5	16.7%	276,760	275,000	63	23	98.5%	100.0%
\$300,000-\$399,999	4	13.3%	340,788	336,625	39	22	97.0%	100.0%
\$400,000-\$499,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$500,000-\$749,999	3	10.0%	596,300	555,000	32	42	93.7%	100.0%
\$750,000-\$999,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



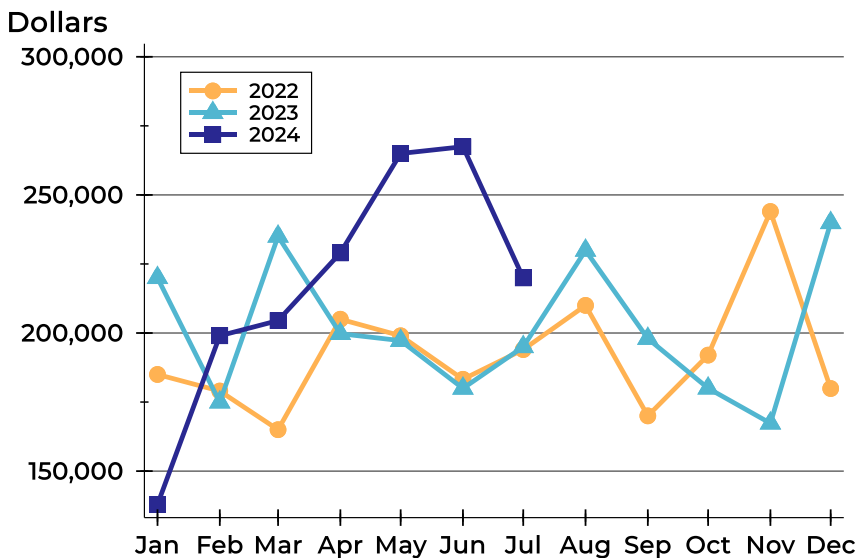
North Region Contracts Written Analysis

Average Price



Month	2022	2023	2024
January	232,503	211,177	144,147
February	210,178	200,164	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	269,827
July	213,306	244,043	237,872
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

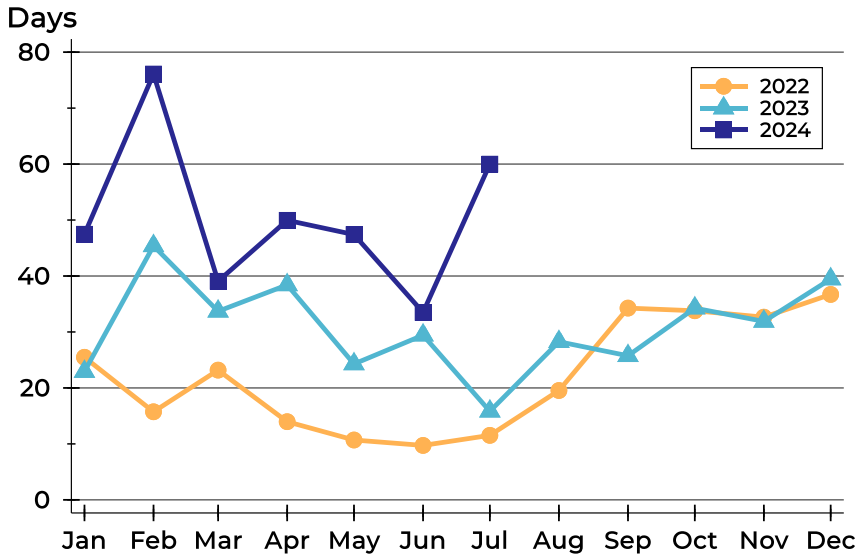


Month	2022	2023	2024
January	185,000	220,000	137,900
February	179,000	174,950	199,000
March	165,000	235,000	204,500
April	205,000	199,750	229,000
May	199,000	197,250	265,000
June	183,250	179,950	267,450
July	194,000	195,000	219,950
August	210,000	229,900	
September	170,000	198,000	
October	192,000	180,000	
November	244,000	167,325	
December	179,900	239,900	



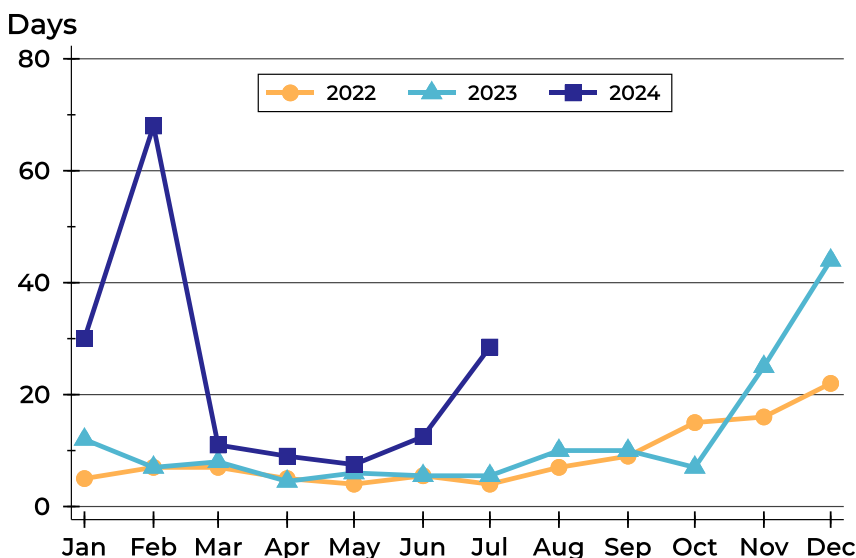
North Region Contracts Written Analysis

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	34
July	12	16	60
August	20	28	20
September	34	26	26
October	34	34	34
November	33	32	33
December	37	39	37

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	29
August	7	10	7
September	9	10	9
October	15	7	15
November	16	25	16
December	22	44	22



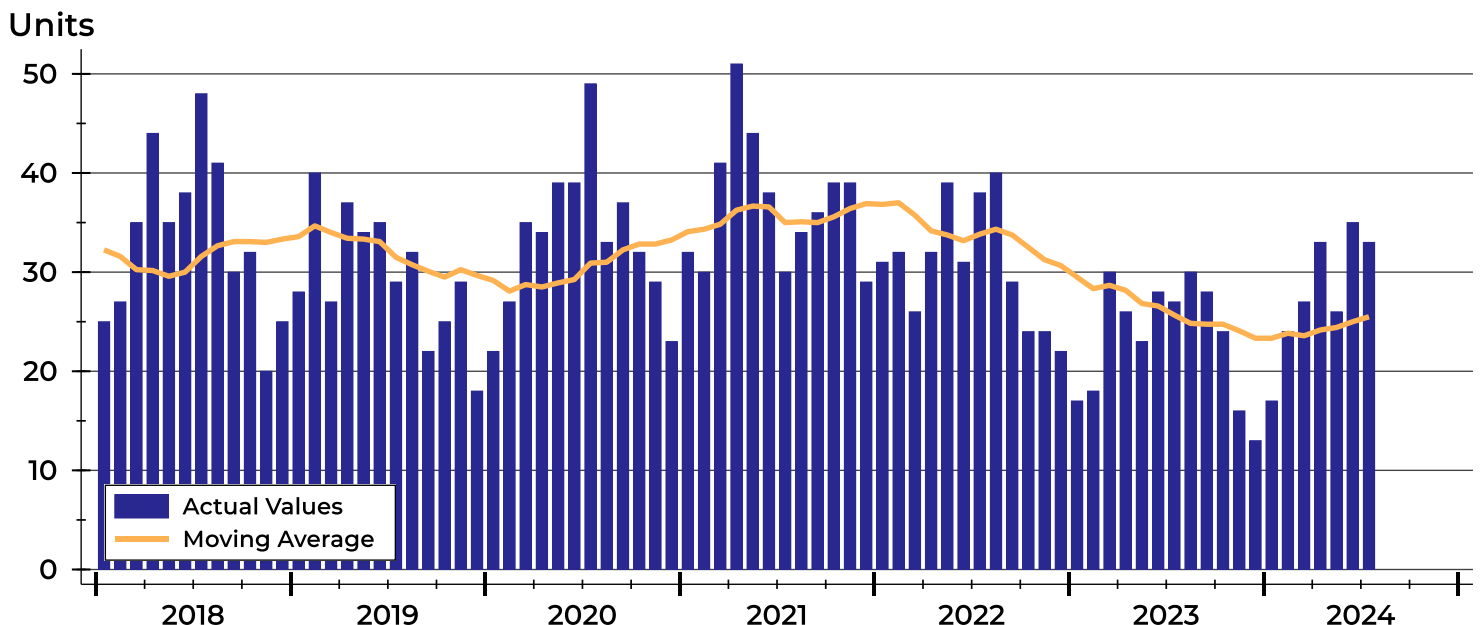
North Region Pending Contracts Analysis

Summary Statistics for Pending Contracts		2024	End of July 2023	Change
Pending Contracts		33	27	22.2%
Volume (1,000s)		8,251	7,244	13.9%
Average	List Price	250,042	268,311	-6.8%
	Days on Market	55	17	223.5%
	Percent of Original	95.5%	97.6%	-2.2%
Median	List Price	240,000	209,000	14.8%
	Days on Market	12	5	140.0%
	Percent of Original	100.0%	100.0%	0.0%

A total of 33 listings in North Region had contracts pending at the end of July, up from 27 contracts pending at the end of July 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.

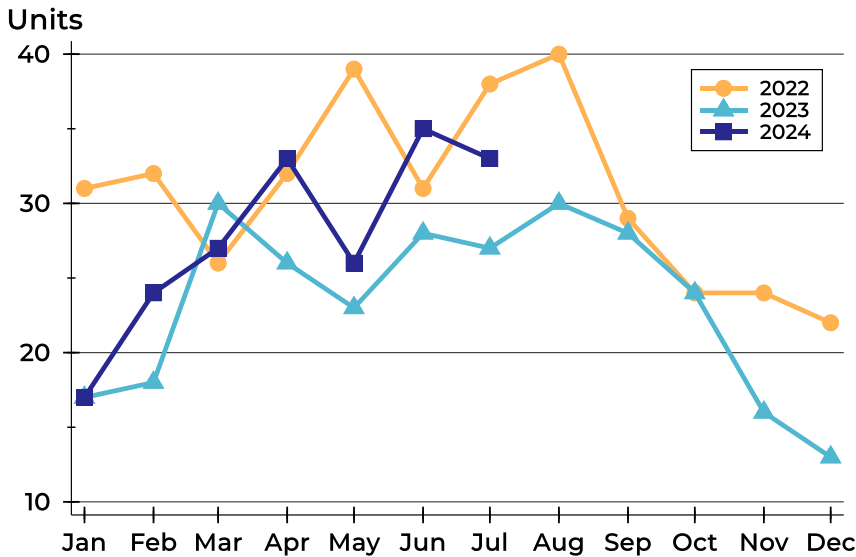
History of Pending Contracts





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	33
August	40	30	30
September	29	28	28
October	24	24	24
November	24	16	16
December	22	13	13

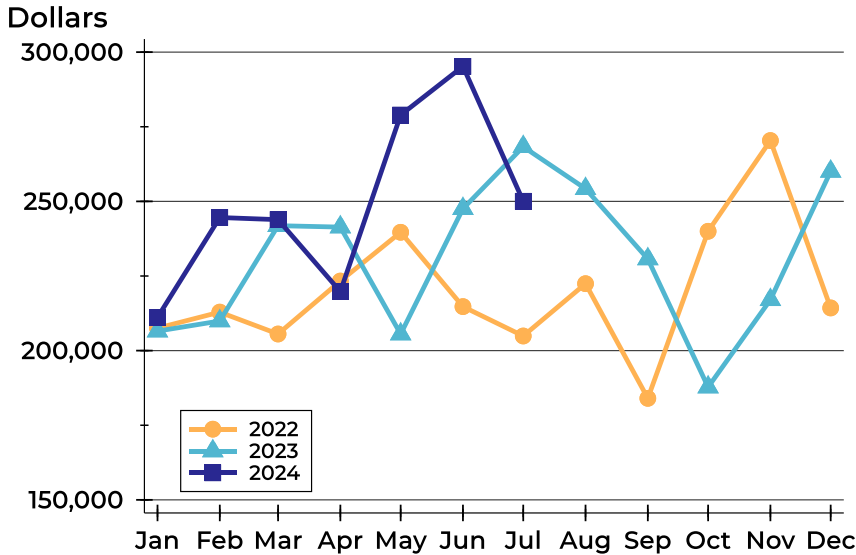
Pending Contracts by Price Range

Price Range	Pending Contracts		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$25,000-\$49,999	1	3.0%	45,000	45,000	48	48	100.0%	100.0%
\$50,000-\$99,999	5	15.2%	78,830	75,000	89	12	88.7%	100.0%
\$100,000-\$124,999	2	6.1%	121,500	121,500	6	6	100.0%	100.0%
\$125,000-\$149,999	1	3.0%	130,000	130,000	67	67	100.0%	100.0%
\$150,000-\$174,999	3	9.1%	160,200	162,800	127	99	87.2%	86.7%
\$175,000-\$199,999	2	6.1%	180,000	180,000	11	11	100.0%	100.0%
\$200,000-\$249,999	4	12.1%	232,450	232,500	22	4	98.4%	100.0%
\$250,000-\$299,999	5	15.2%	274,760	274,900	57	6	100.1%	100.0%
\$300,000-\$399,999	7	21.2%	348,736	350,000	33	18	96.2%	100.0%
\$400,000-\$499,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$500,000-\$749,999	3	9.1%	617,967	599,000	78	51	93.3%	100.0%
\$750,000-\$999,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



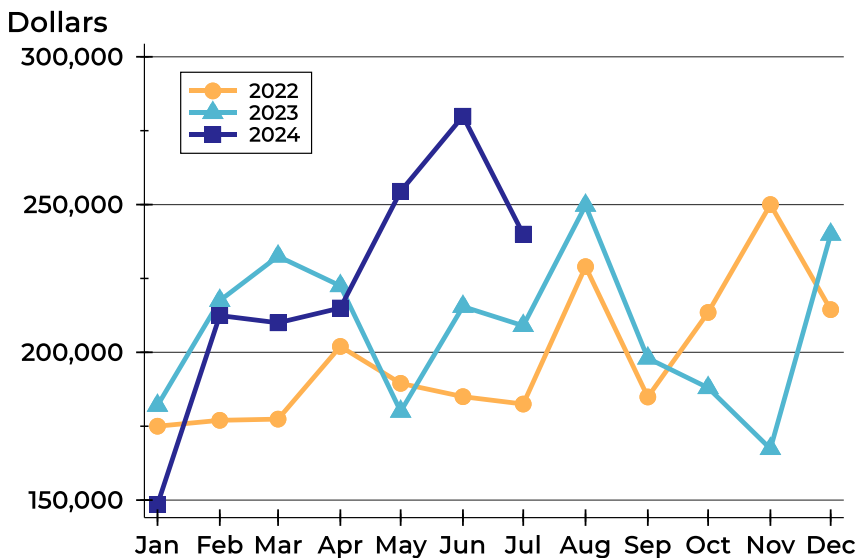
North Region Pending Contracts Analysis

Average Price



Month	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	250,042
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

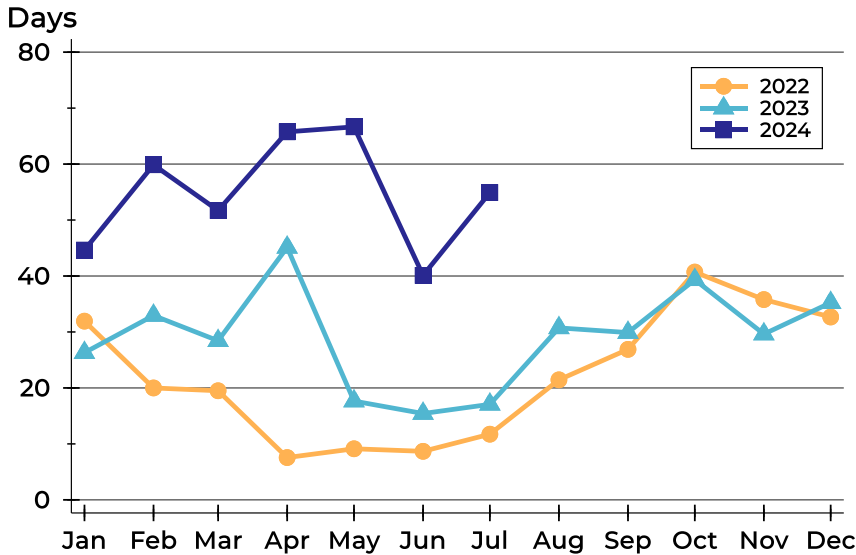


Month	2022	2023	2024
January	175,000	182,000	148,500
February	177,000	217,500	212,450
March	177,400	232,500	210,000
April	202,000	222,500	215,000
May	189,500	180,000	254,500
June	185,000	215,500	279,900
July	182,500	209,000	240,000
August	229,000	249,700	
September	184,900	198,000	
October	213,500	188,000	
November	250,000	167,375	
December	214,450	239,900	



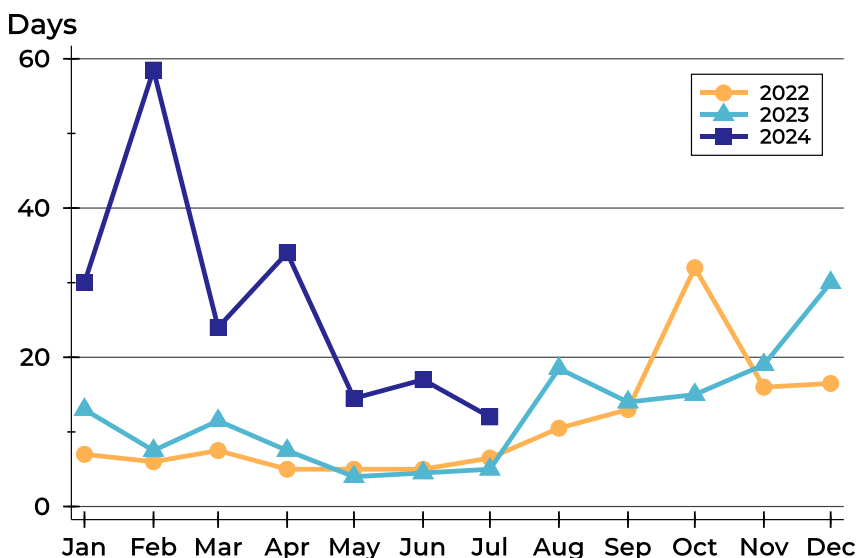
North Region Pending Contracts Analysis

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	55
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	12
August	11	19	
September	13	14	
October	32	15	
November	16	19	
December	17	30	



**July
2024**

Sunflower MLS Statistics



South Region Housing Report



Market Overview

South Region Home Sales Fell in July

Total home sales in South Region fell last month to 39 units, compared to 40 units in July 2023. Total sales volume was \$6.8 million, down from a year earlier.

The median sale price in July was \$165,000, down from \$177,450 a year earlier. Homes that sold in July were typically on the market for 6 days and sold for 98.6% of their list prices.

South Region Active Listings Up at End of July

The total number of active listings in South Region at the end of July was 45 units, up from 41 at the same point in 2023. This represents a 1.6 months' supply of homes available for sale. The median list price of homes on the market at the end of July was \$179,500.

During July, a total of 31 contracts were written up from 22 in July 2023. At the end of the month, there were 38 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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**July
2024**

Sunflower MLS Statistics



South Region Summary Statistics

July MLS Statistics Three-year History		Current Month			Year-to-Date		
		2024	2023	2022	2024	2023	2022
Home Sales Change from prior year	39 -2.5%	40 5.3%	38 -36.7%	180 -16.3%	215 -13.0%	247 -4.6%	
Active Listings Change from prior year	45 9.8%	41 2.5%	40 -16.7%	N/A	N/A	N/A	
Months' Supply Change from prior year	1.6 23.1%	1.3 30.0%	1.0 -23.1%	N/A	N/A	N/A	
New Listings Change from prior year	42 13.5%	37 -30.2%	53 -19.7%	241 -8.4%	263 -10.8%	295 -10.3%	
Contracts Written Change from prior year	31 40.9%	22 -48.8%	43 -12.2%	198 -12.0%	225 -11.8%	255 -10.5%	
Pending Contracts Change from prior year	38 22.6%	31 -41.5%	53 -18.5%	N/A	N/A	N/A	
Sales Volume (1,000s) Change from prior year	6,835 -17.6%	8,291 8.2%	7,665 -25.4%	32,617 -18.2%	39,855 -5.8%	42,321 3.3%	
Average	Sale Price Change from prior year	175,244 -15.5%	207,278 2.8%	201,697 17.7%	181,208 -2.2%	185,371 8.2%	171,342 8.3%
	List Price of Actives Change from prior year	201,665 -26.7%	275,188 29.2%	212,957 34.0%	N/A	N/A	N/A
	Days on Market Change from prior year	21 133.3%	9 -30.8%	13 44.4%	22 10.0%	20 11.1%	18 -30.8%
	Percent of List Change from prior year	97.0% -3.6%	100.6% 2.7%	98.0% 0.0%	97.7% -0.3%	98.0% 0.1%	97.9% 1.1%
	Percent of Original Change from prior year	94.9% -4.5%	99.4% 3.0%	96.5% -1.3%	96.8% 0.3%	96.5% 0.0%	96.5% 0.6%
Median	Sale Price Change from prior year	165,000 -7.0%	177,450 -10.8%	199,000 29.6%	170,000 3.0%	165,000 22.2%	135,000 -4.9%
	List Price of Actives Change from prior year	179,500 -21.9%	229,900 41.7%	162,250 18.3%	N/A	N/A	N/A
	Days on Market Change from prior year	6 20.0%	5 25.0%	4 -20.0%	6 20.0%	5 -16.7%	6 20.0%
	Percent of List Change from prior year	98.6% -1.8%	100.4% 0.6%	99.8% 0.3%	100.0% 0.0%	100.0% 0.8%	99.2% 0.6%
	Percent of Original Change from prior year	98.2% -2.0%	100.2% 0.6%	99.6% 0.1%	99.7% 0.9%	98.8% 0.4%	98.4% 0.2%

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



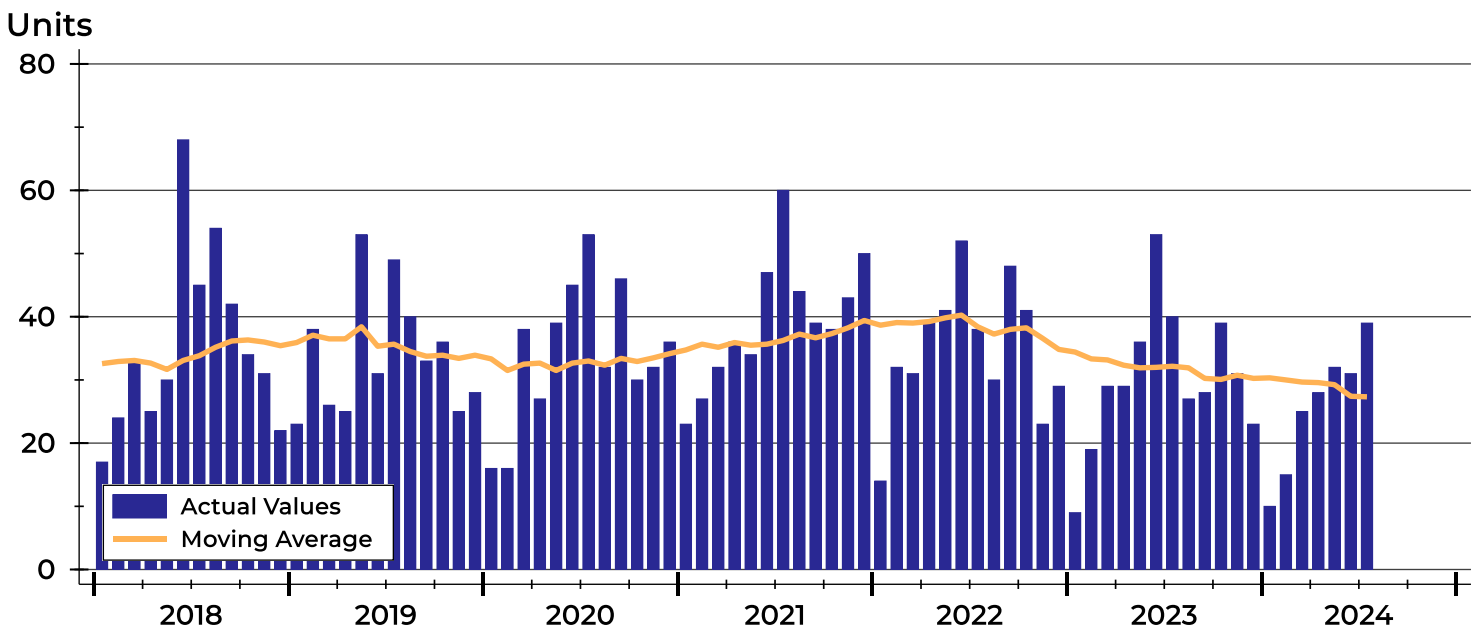
South Region Closed Listings Analysis

Summary Statistics for Closed Listings		2024	July 2023	Change	2024	Year-to-Date 2023	Change
Closed Listings		39	40	-2.5%	180	215	-16.3%
Volume (1,000s)		6,835	8,291	-17.6%	32,617	39,855	-18.2%
Months' Supply		1.6	1.3	23.1%	N/A	N/A	N/A
Average	Sale Price	175,244	207,278	-15.5%	181,208	185,371	-2.2%
	Days on Market	21	9	133.3%	22	20	10.0%
	Percent of List	97.0%	100.6%	-3.6%	97.7%	98.0%	-0.3%
	Percent of Original	94.9%	99.4%	-4.5%	96.8%	96.5%	0.3%
Median	Sale Price	165,000	177,450	-7.0%	170,000	165,000	3.0%
	Days on Market	6	5	20.0%	6	5	20.0%
	Percent of List	98.6%	100.4%	-1.8%	100.0%	100.0%	0.0%
	Percent of Original	98.2%	100.2%	-2.0%	99.7%	98.8%	0.9%

A total of 39 homes sold in South Region in July, down from 40 units in July 2023. Total sales volume fell to \$6.8 million compared to \$8.3 million in the previous year.

The median sales price in July was \$165,000, down 7.0% compared to the prior year. Median days on market was 6 days, up from 3 days in June, and up from 5 in July 2023.

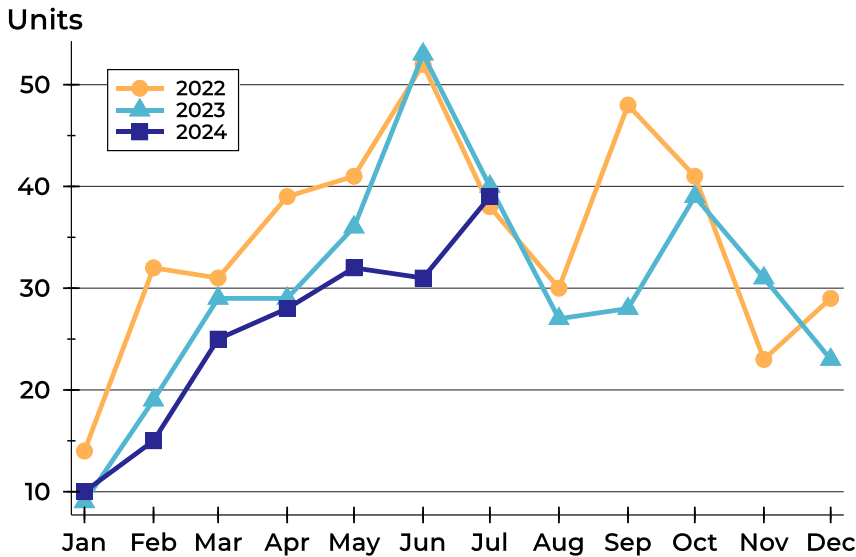
History of Closed Listings





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	39
August	30	27	
September	48	28	
October	41	39	
November	23	31	
December	29	23	

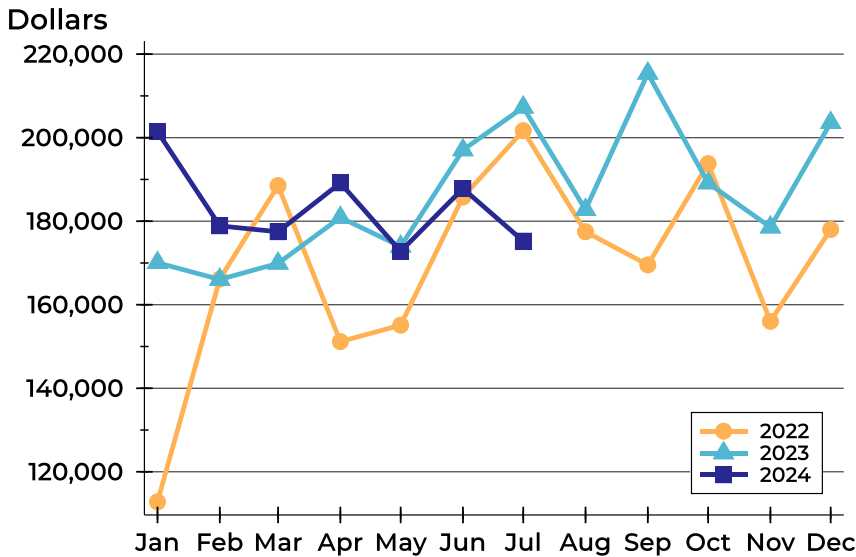
Closed Listings by Price Range

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	1	2.6%	12.0	12,000	12,000	5	5	77.4%	77.4%	77.4%	77.4%
\$25,000-\$49,999	1	2.6%	0.8	33,000	33,000	218	218	84.6%	84.6%	41.2%	41.2%
\$50,000-\$99,999	4	10.3%	2.8	72,150	73,350	28	18	91.9%	92.6%	88.9%	92.6%
\$100,000-\$124,999	1	2.6%	0.0	105,000	105,000	0	0	100.0%	100.0%	100.0%	100.0%
\$125,000-\$149,999	9	23.1%	1.1	135,711	137,500	18	12	96.9%	98.3%	95.9%	98.3%
\$150,000-\$174,999	6	15.4%	1.7	166,083	165,000	16	8	99.0%	100.0%	97.4%	97.7%
\$175,000-\$199,999	4	10.3%	2.1	190,225	193,000	22	22	100.2%	99.0%	99.1%	98.6%
\$200,000-\$249,999	6	15.4%	1.9	219,083	219,500	3	2	101.4%	101.1%	101.4%	101.1%
\$250,000-\$299,999	3	7.7%	2.7	265,000	260,000	32	4	96.4%	96.3%	95.8%	96.3%
\$300,000-\$399,999	4	10.3%	0.6	326,900	322,500	7	3	96.9%	96.4%	96.9%	96.4%
\$400,000-\$499,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$500,000-\$749,999	0	0.0%	0.0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$750,000-\$999,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A



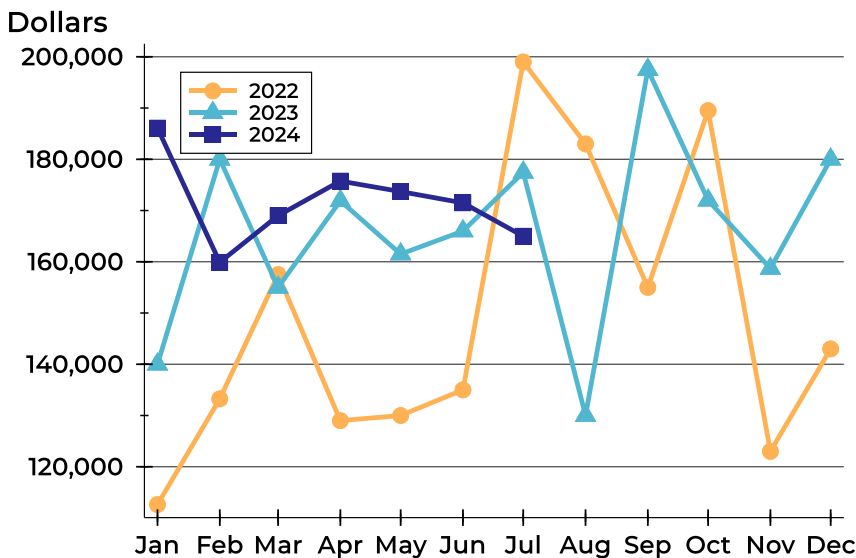
South Region Closed Listings Analysis

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	175,244
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

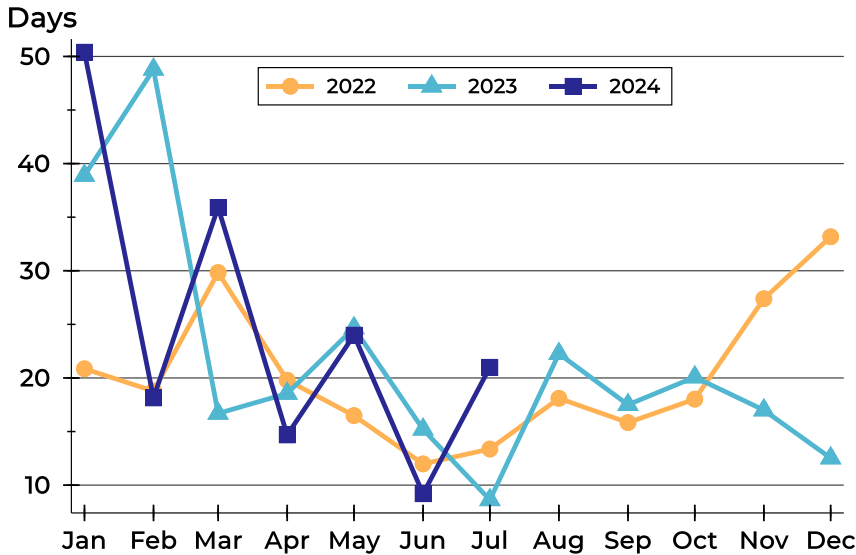


Month	2022	2023	2024
January	112,625	140,000	186,100
February	133,250	180,000	159,900
March	157,500	155,000	169,000
April	129,000	171,900	175,750
May	130,000	161,500	173,700
June	135,000	166,000	171,500
July	199,000	177,450	165,000
August	183,000	130,000	
September	155,000	197,500	
October	189,500	172,000	
November	123,000	158,700	
December	143,000	180,000	



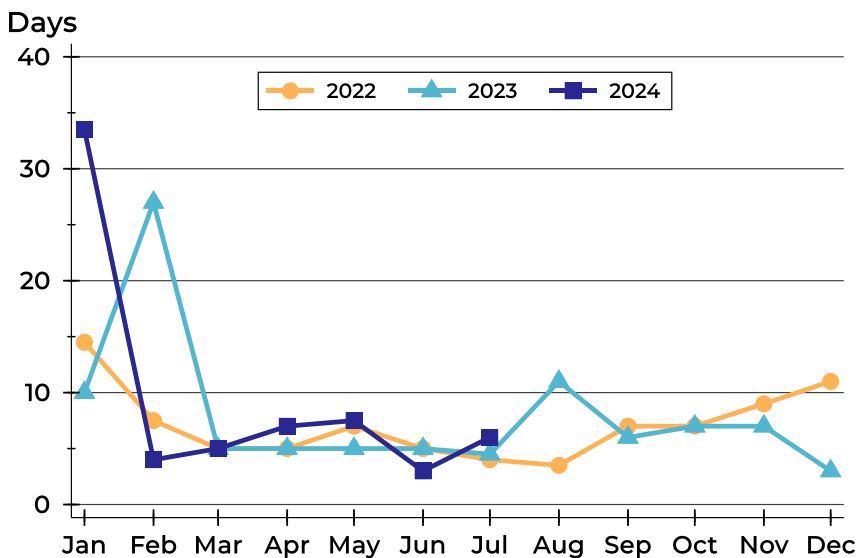
South Region Closed Listings Analysis

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	21
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	6
August	4	11	
September	7	6	
October	7	7	
November	9	7	
December	11	3	



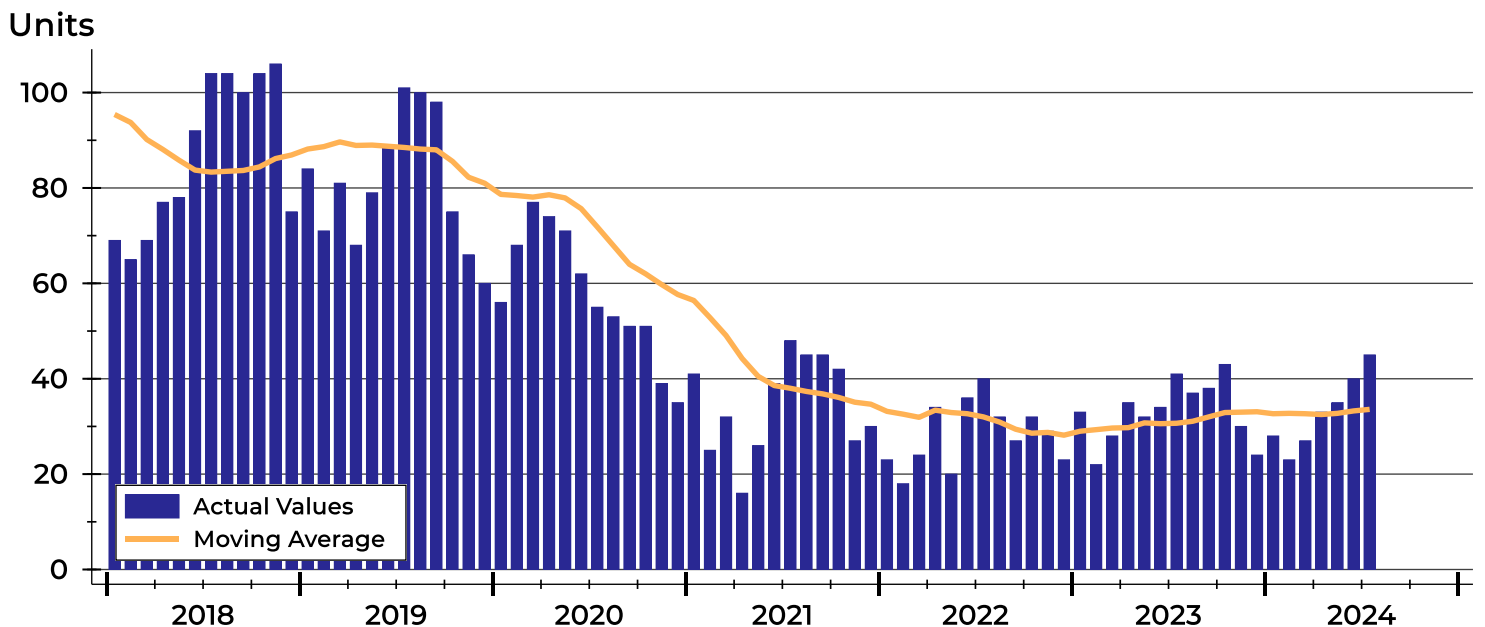
South Region Active Listings Analysis

Summary Statistics for Active Listings		2024	End of July 2023	Change
Active Listings		45	41	9.8%
Volume (1,000s)		9,075	11,283	-19.6%
Months' Supply		1.6	1.3	23.1%
Average	List Price	201,665	275,188	-26.7%
	Days on Market	56	44	27.3%
	Percent of Original	96.0%	95.7%	0.3%
Median	List Price	179,500	229,900	-21.9%
	Days on Market	23	15	53.3%
	Percent of Original	100.0%	100.0%	0.0%

A total of 45 homes were available for sale in South Region at the end of July. This represents a 1.6 months' supply of active listings.

The median list price of homes on the market at the end of July was \$179,500, down 21.9% from 2023. The typical time on market for active listings was 23 days, up from 15 days a year earlier.

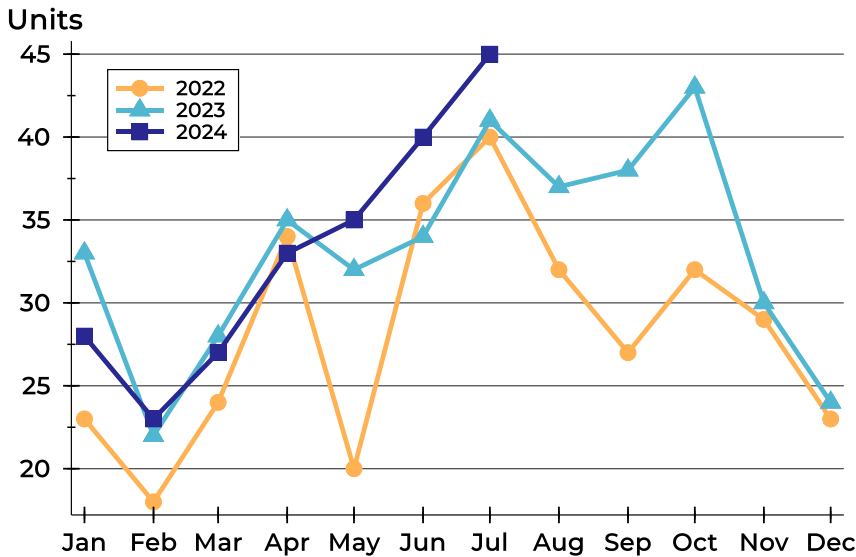
History of Active Listings





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	45
August	32	37	37
September	27	38	38
October	32	43	43
November	29	30	30
December	23	24	24

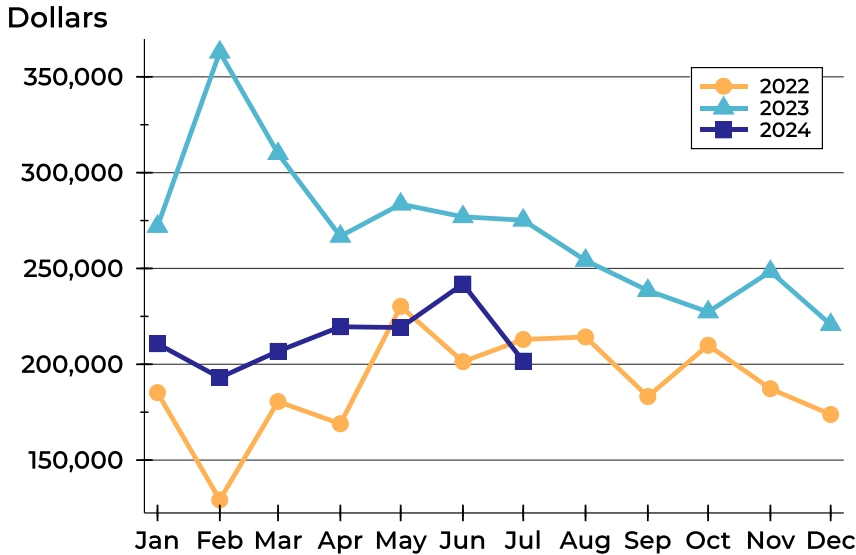
Active Listings by Price Range

Price Range	Active Listings		Months' Supply	List Price		Days on Market		Price as % of Orig.	
	Number	Percent		Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	1	2.2%	12.0	10,000	10,000	2	2	100.0%	100.0%
\$25,000-\$49,999	1	2.2%	0.8	45,000	45,000	2	2	100.0%	100.0%
\$50,000-\$99,999	9	20.0%	2.8	76,122	79,900	80	55	93.5%	100.0%
\$100,000-\$124,999	0	0.0%	0.0	N/A	N/A	N/A	N/A	N/A	N/A
\$125,000-\$149,999	4	8.9%	1.1	133,950	133,000	33	10	95.0%	96.5%
\$150,000-\$174,999	6	13.3%	1.7	166,117	167,500	131	58	97.6%	100.0%
\$175,000-\$199,999	6	13.3%	2.1	183,817	184,700	35	13	99.0%	100.0%
\$200,000-\$249,999	8	17.8%	1.9	229,388	227,400	32	18	98.2%	100.0%
\$250,000-\$299,999	5	11.1%	2.7	278,920	279,900	14	7	98.7%	100.0%
\$300,000-\$399,999	2	4.4%	0.6	331,300	331,300	57	57	73.8%	73.8%
\$400,000-\$499,999	2	4.4%	N/A	424,900	424,900	96	96	97.2%	97.2%
\$500,000-\$749,999	0	0.0%	0.0	N/A	N/A	N/A	N/A	N/A	N/A
\$750,000-\$999,999	1	2.2%	N/A	957,320	957,320	49	49	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



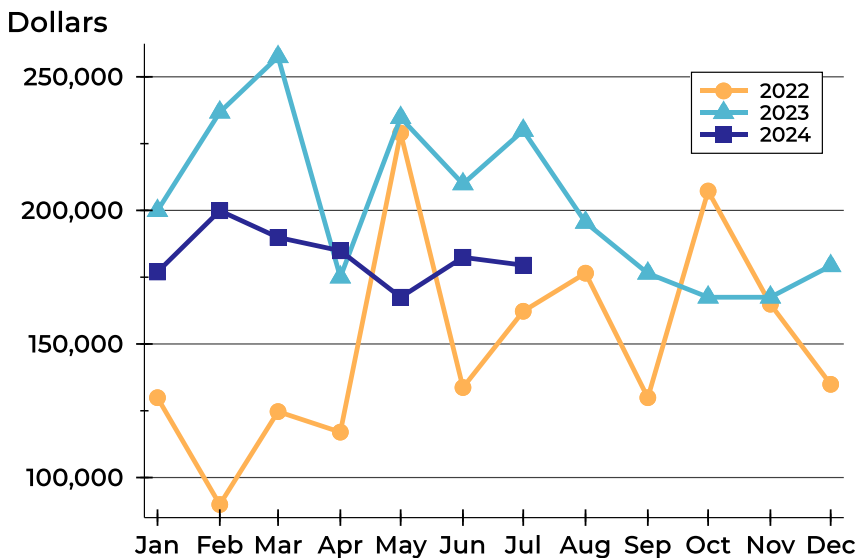
South Region Active Listings Analysis

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	201,665
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

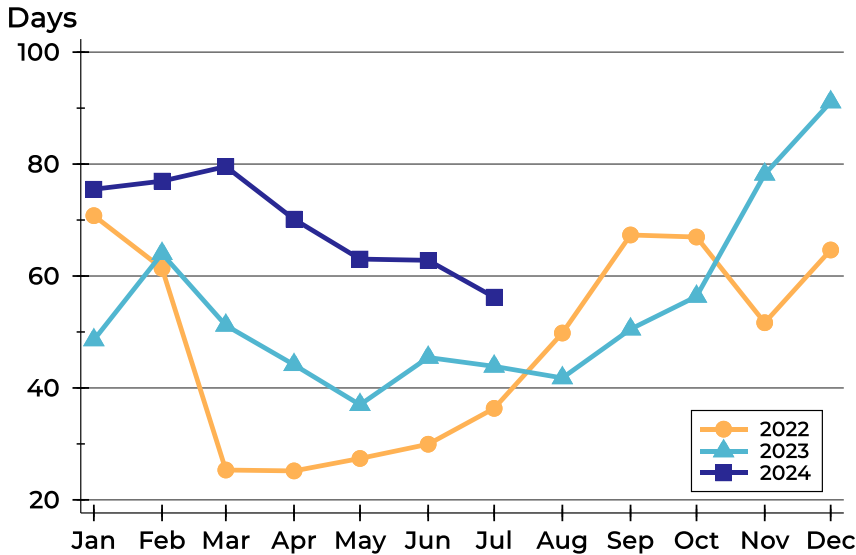


Month	2022	2023	2024
January	129,900	199,900	176,950
February	89,900	236,750	199,900
March	124,700	257,500	189,900
April	117,000	175,000	184,900
May	228,950	234,700	167,500
June	133,700	209,900	182,450
July	162,250	229,900	179,500
August	176,500	195,500	
September	129,900	176,450	
October	207,250	167,500	
November	164,900	167,500	
December	134,900	179,250	



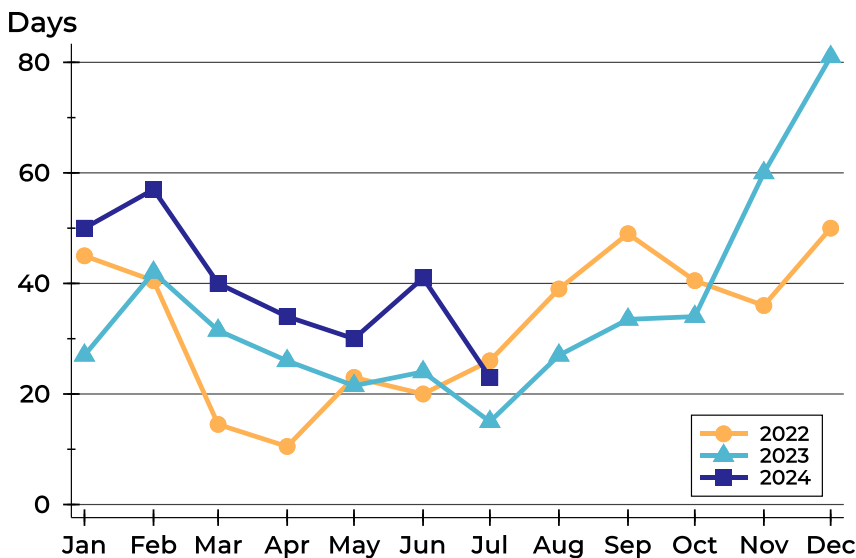
South Region Active Listings Analysis

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	56
August	50	42	
September	67	51	
October	67	56	
November	52	78	
December	65	91	

Median DOM

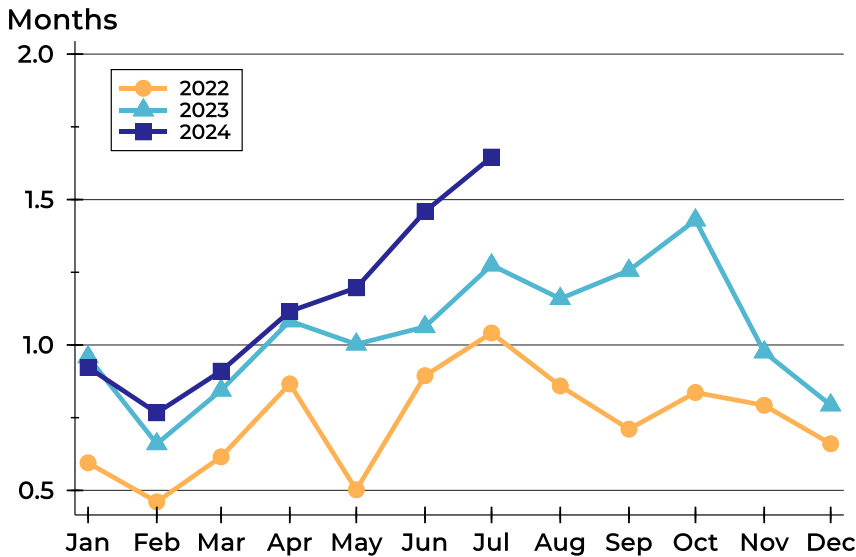


Month	2022	2023	2024
January	45	27	50
February	41	42	57
March	15	32	40
April	11	26	34
May	23	22	30
June	20	24	41
July	26	15	23
August	39	27	
September	49	34	
October	41	34	
November	36	60	
December	50	81	



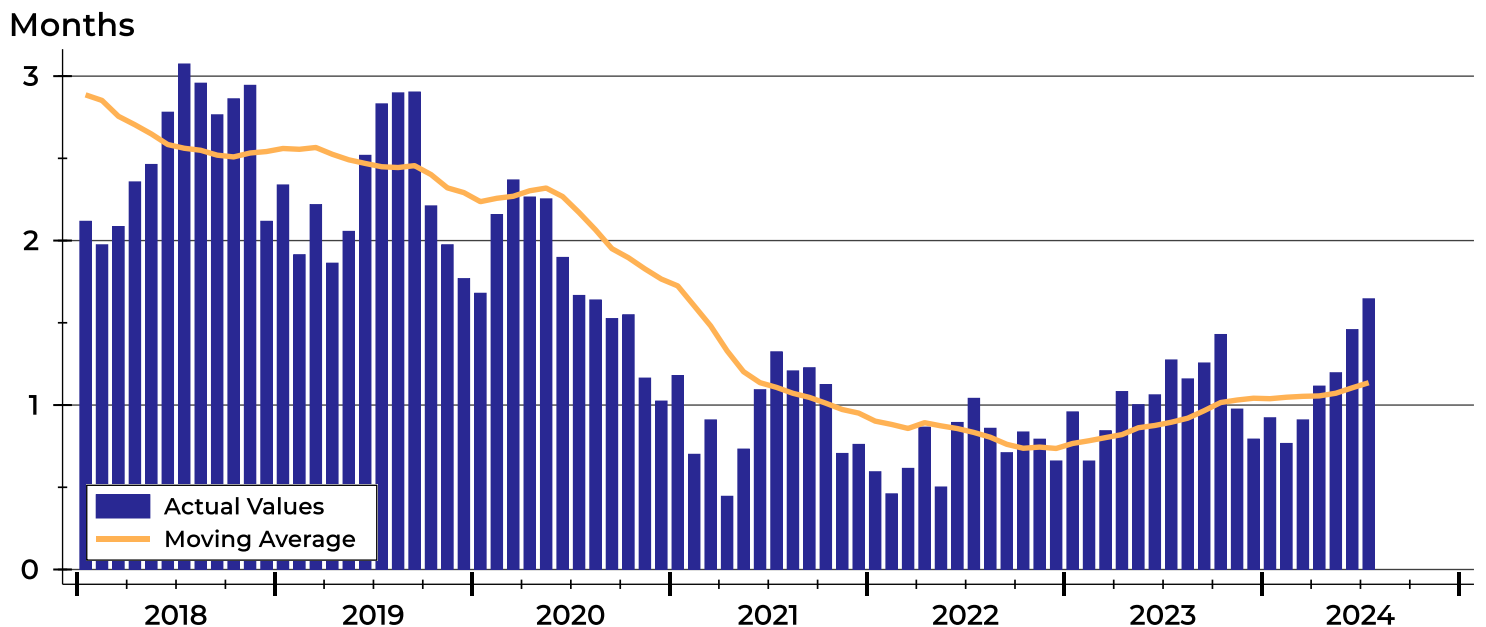
South Region Months' Supply Analysis

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	1.6
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





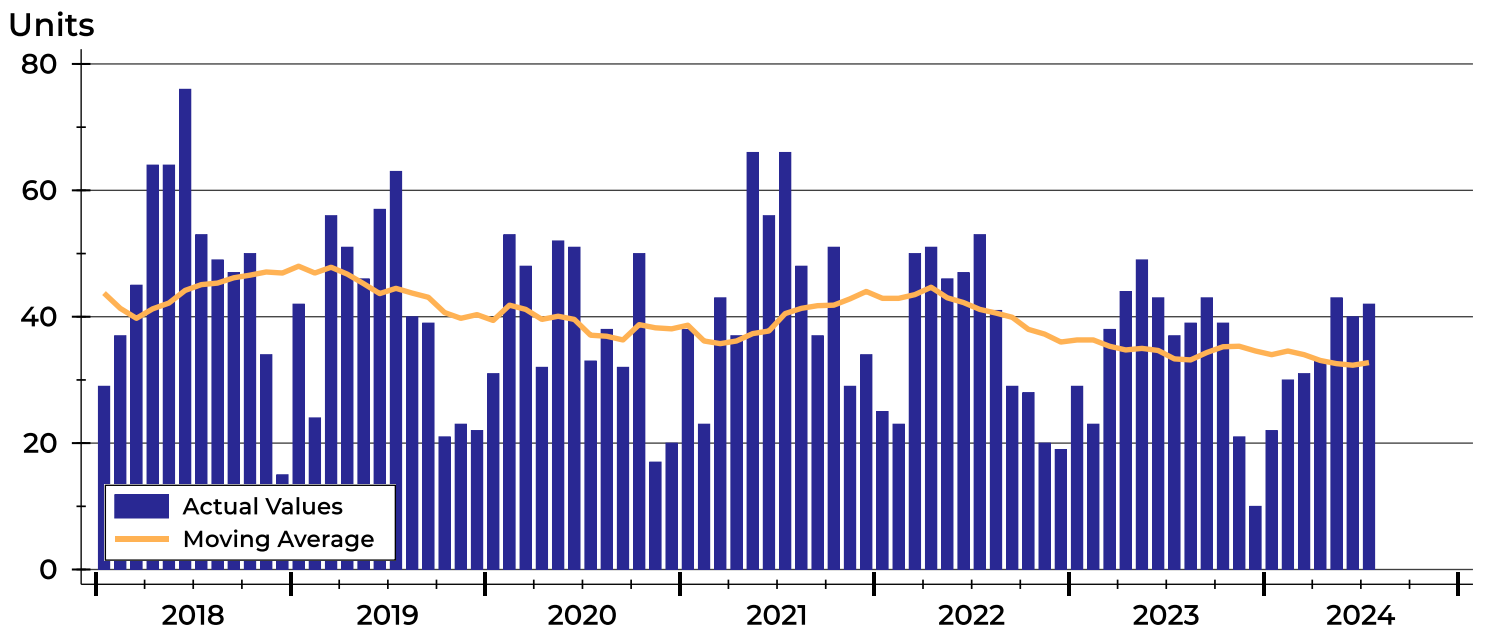
South Region New Listings Analysis

Summary Statistics for New Listings		2024	July 2023	Change
Current Month	New Listings	42	37	13.5%
	Volume (1,000s)	7,822	8,104	-3.5%
	Average List Price	186,233	219,032	-15.0%
	Median List Price	182,250	189,500	-3.8%
Year-to-Date	New Listings	241	263	-8.4%
	Volume (1,000s)	47,479	53,585	-11.4%
	Average List Price	197,008	203,746	-3.3%
	Median List Price	174,500	169,900	2.7%

A total of 42 new listings were added in South Region during July, up 13.5% from the same month in 2023. Year-to-date South Region has seen 241 new listings.

The median list price of these homes was \$182,250 down from \$189,500 in 2023.

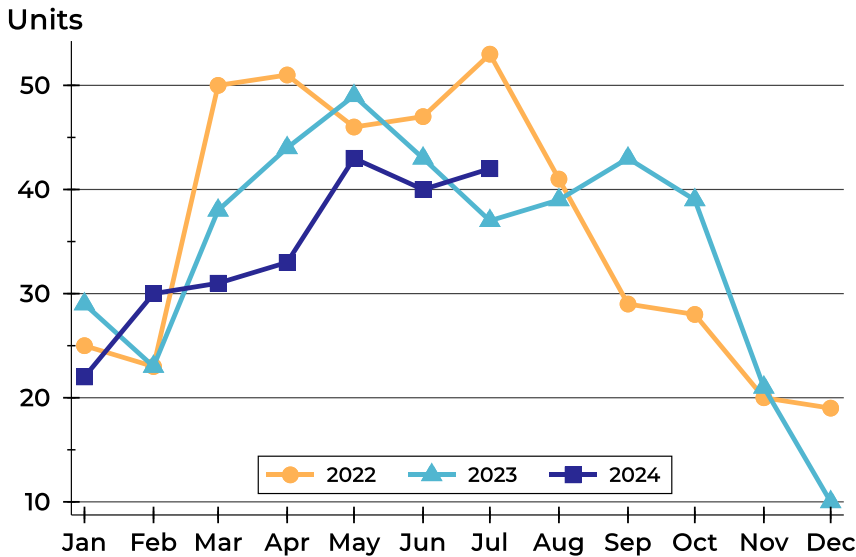
History of New Listings





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	40
July	53	37	42
August	41	39	
September	29	43	
October	28	39	
November	20	21	
December	19	10	

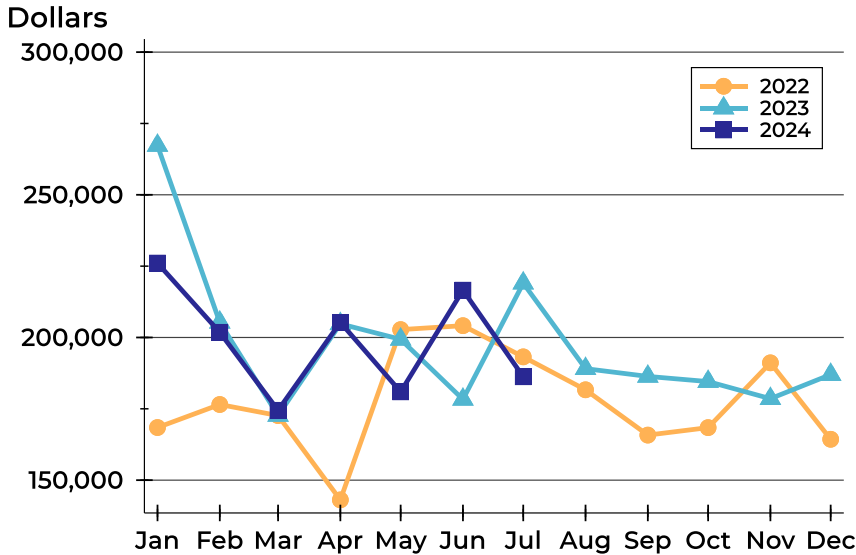
New Listings by Price Range

Price Range	New Listings		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	1	2.4%	10,000	10,000	4	4	100.0%	100.0%
\$25,000-\$49,999	1	2.4%	45,000	45,000	7	7	100.0%	100.0%
\$50,000-\$99,999	8	19.0%	83,575	87,700	14	10	98.4%	100.0%
\$100,000-\$124,999	1	2.4%	114,900	114,900	1	1	100.0%	100.0%
\$125,000-\$149,999	4	9.5%	137,425	134,950	8	6	98.2%	100.0%
\$150,000-\$174,999	4	9.5%	161,425	159,450	6	6	99.5%	100.0%
\$175,000-\$199,999	8	19.0%	189,150	187,450	11	12	99.6%	100.0%
\$200,000-\$249,999	8	19.0%	231,888	229,900	16	16	99.5%	100.0%
\$250,000-\$299,999	4	9.5%	278,675	282,450	10	11	100.0%	100.0%
\$300,000-\$399,999	1	2.4%	339,900	339,900	8	8	100.0%	100.0%
\$400,000-\$499,999	1	2.4%	415,000	415,000	7	7	100.0%	100.0%
\$500,000-\$749,999	1	2.4%	550,000	550,000	0	0	95.5%	95.5%
\$750,000-\$999,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



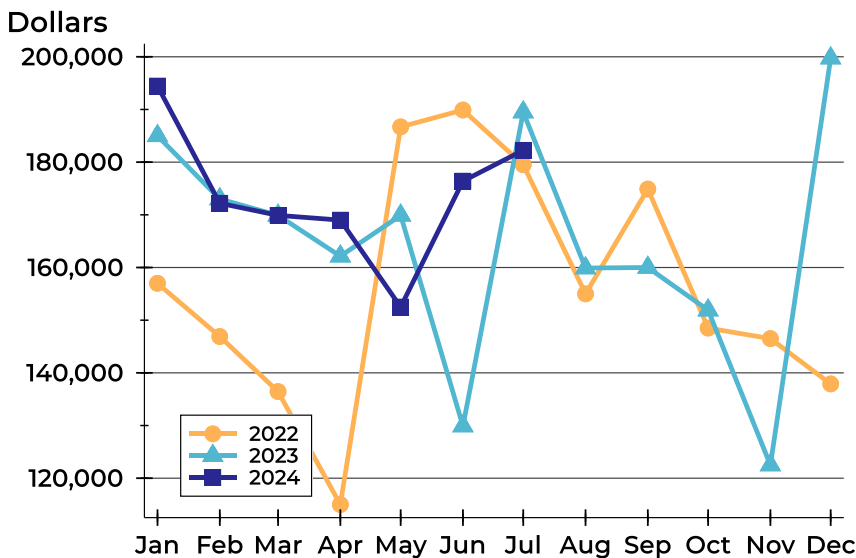
South Region New Listings Analysis

Average Price



Month	2022	2023	2024
January	168,444	267,281	226,082
February	176,520	205,309	201,823
March	172,639	172,682	174,489
April	143,091	204,777	205,311
May	202,759	199,347	180,944
June	204,147	178,316	216,588
July	193,221	219,032	186,233
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	176,400
July	179,500	189,500	182,250
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	



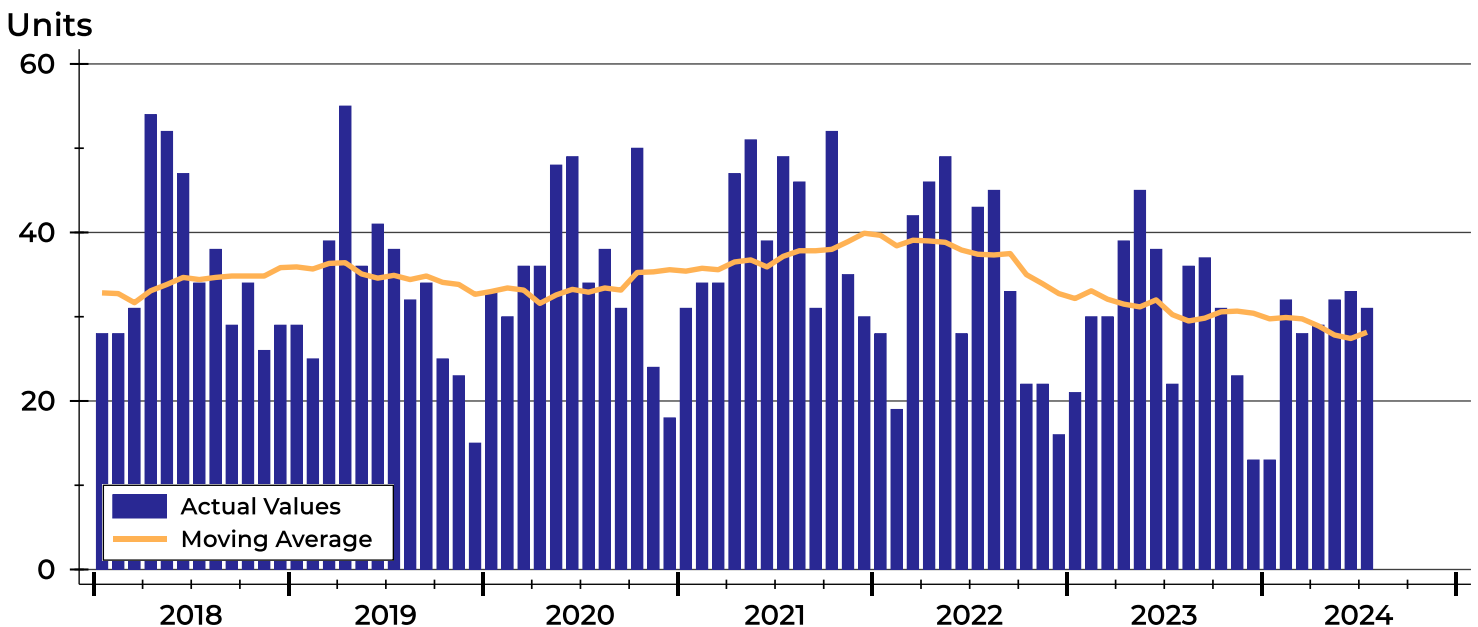
South Region Contracts Written Analysis

Summary Statistics for Contracts Written		2024	July 2023	Change	Year-to-Date		
		2024	2023	Change	2024	2023	Change
Contracts Written		31	22	40.9%	198	225	-12.0%
Volume (1,000s)		6,832	4,803	42.2%	38,900	42,412	-8.3%
Average	Sale Price	220,384	218,305	1.0%	196,463	188,496	4.2%
	Days on Market	36	20	80.0%	22	19	15.8%
	Percent of Original	94.5%	96.8%	-2.4%	97.0%	96.9%	0.1%
Median	Sale Price	180,000	180,400	-0.2%	173,500	169,900	2.1%
	Days on Market	8	11	-27.3%	6	5	20.0%
	Percent of Original	100.0%	98.0%	2.0%	100.0%	98.8%	1.2%

A total of 31 contracts for sale were written in South Region during the month of July, up from 22 in 2023. The median list price of these homes was \$180,000, down from \$180,400 the prior year.

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

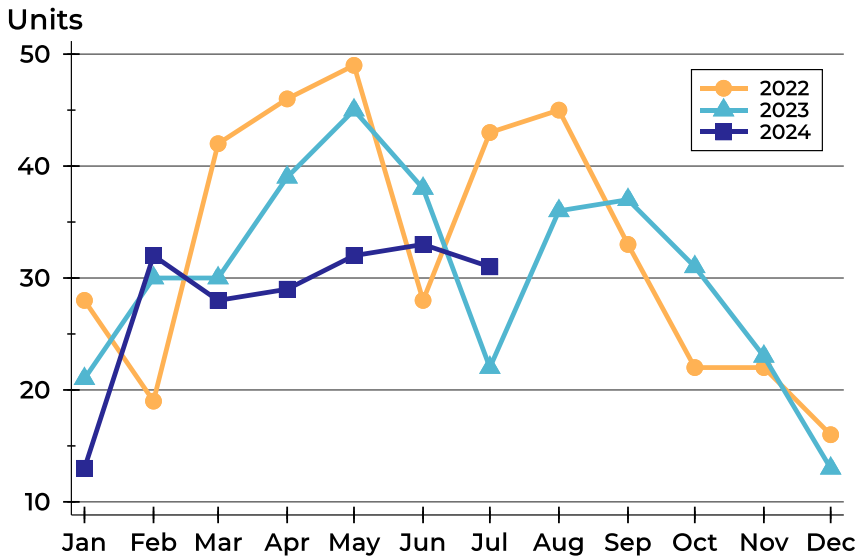
History of Contracts Written





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	32
June	28	38	33
July	43	22	31
August	45	36	
September	33	37	
October	22	31	
November	22	23	
December	16	13	

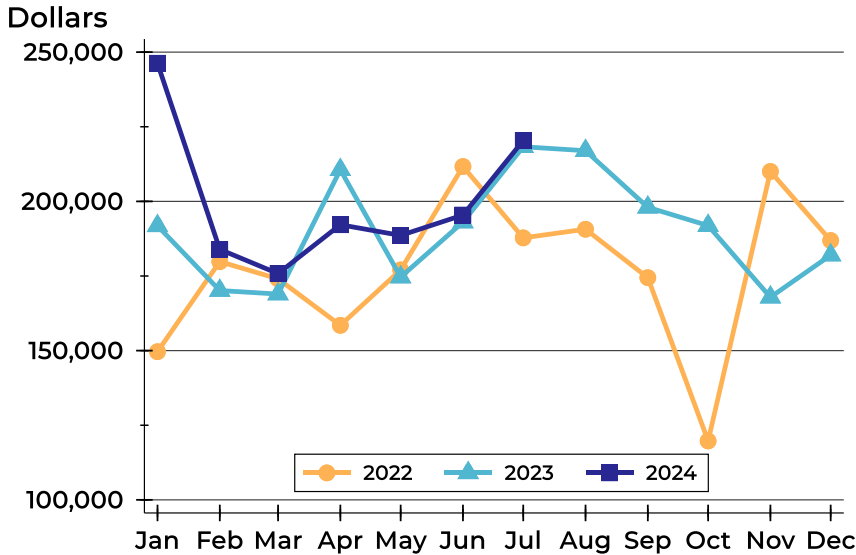
Contracts Written by Price Range

Price Range	Contracts Written		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$25,000-\$49,999	1	3.2%	39,000	39,000	218	218	41.2%	41.2%
\$50,000-\$99,999	5	16.1%	84,640	79,900	19	7	93.1%	100.0%
\$100,000-\$124,999	2	6.5%	117,450	117,450	8	8	96.2%	96.2%
\$125,000-\$149,999	3	9.7%	139,600	139,000	6	4	96.6%	100.0%
\$150,000-\$174,999	4	12.9%	164,900	164,900	26	15	97.4%	100.0%
\$175,000-\$199,999	5	16.1%	194,940	199,900	11	4	98.7%	100.0%
\$200,000-\$249,999	4	12.9%	226,375	229,900	19	19	97.0%	98.0%
\$250,000-\$299,999	1	3.2%	272,500	272,500	76	76	97.7%	97.7%
\$300,000-\$399,999	2	6.5%	369,900	369,900	35	35	93.1%	93.1%
\$400,000-\$499,999	1	3.2%	415,000	415,000	7	7	100.0%	100.0%
\$500,000-\$749,999	3	9.7%	582,967	599,000	125	96	95.3%	95.2%
\$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



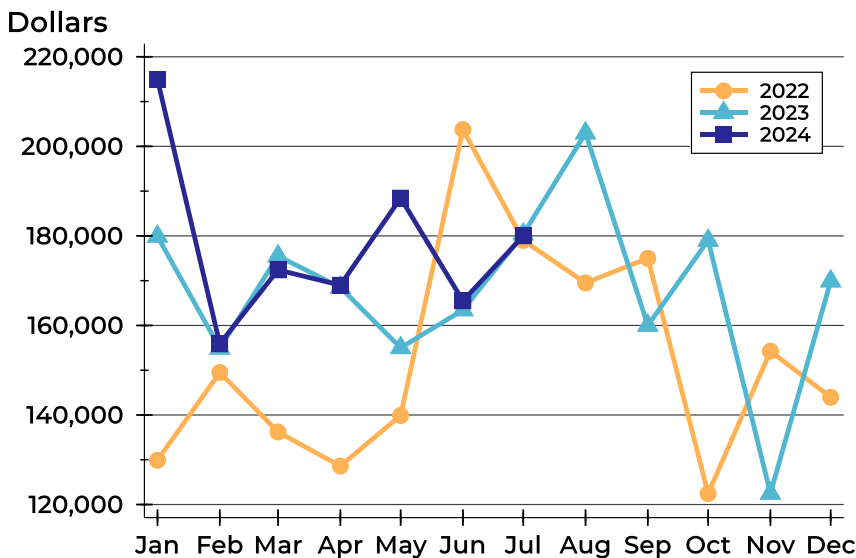
South Region Contracts Written Analysis

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	188,603
June	211,686	193,063	195,429
July	187,784	218,305	220,384
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

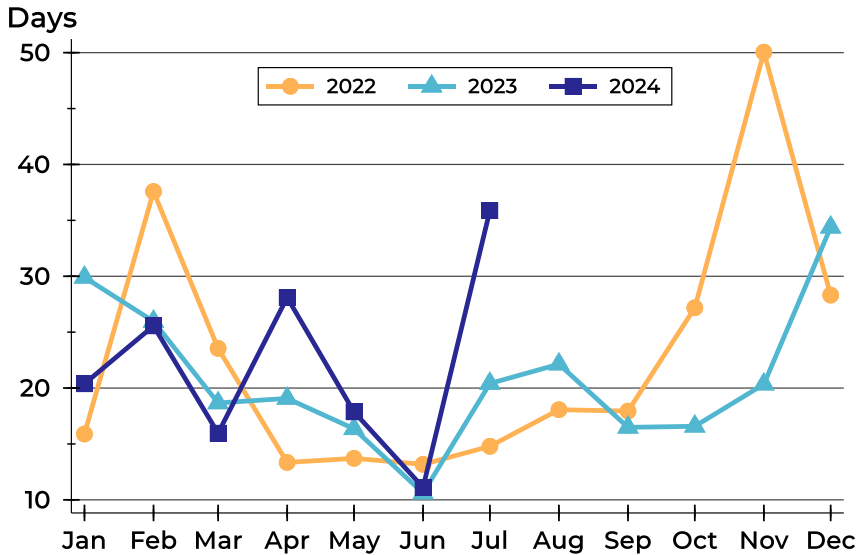


Month	2022	2023	2024
January	129,900	179,900	214,900
February	149,500	154,900	155,900
March	136,200	175,500	172,400
April	128,600	168,500	169,000
May	139,900	155,000	188,450
June	203,750	163,450	165,500
July	179,000	180,400	180,000
August	169,500	202,950	
September	175,000	160,000	
October	122,450	179,000	
November	154,250	122,500	
December	143,950	169,900	



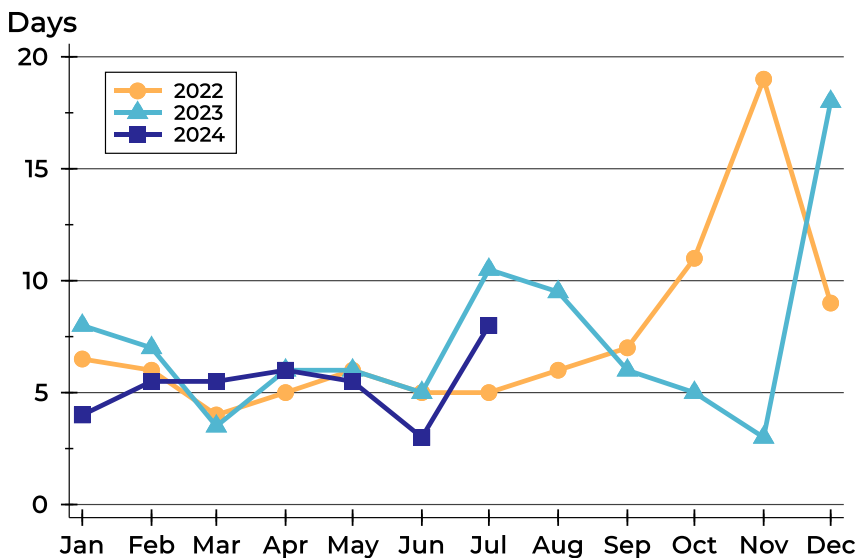
South Region Contracts Written Analysis

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	11
July	15	20	36
August	18	22	18
September	18	16	18
October	27	17	17
November	50	20	20
December	28	34	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	3
July	5	11	8
August	6	10	6
September	7	6	6
October	11	5	6
November	19	3	6
December	9	18	6



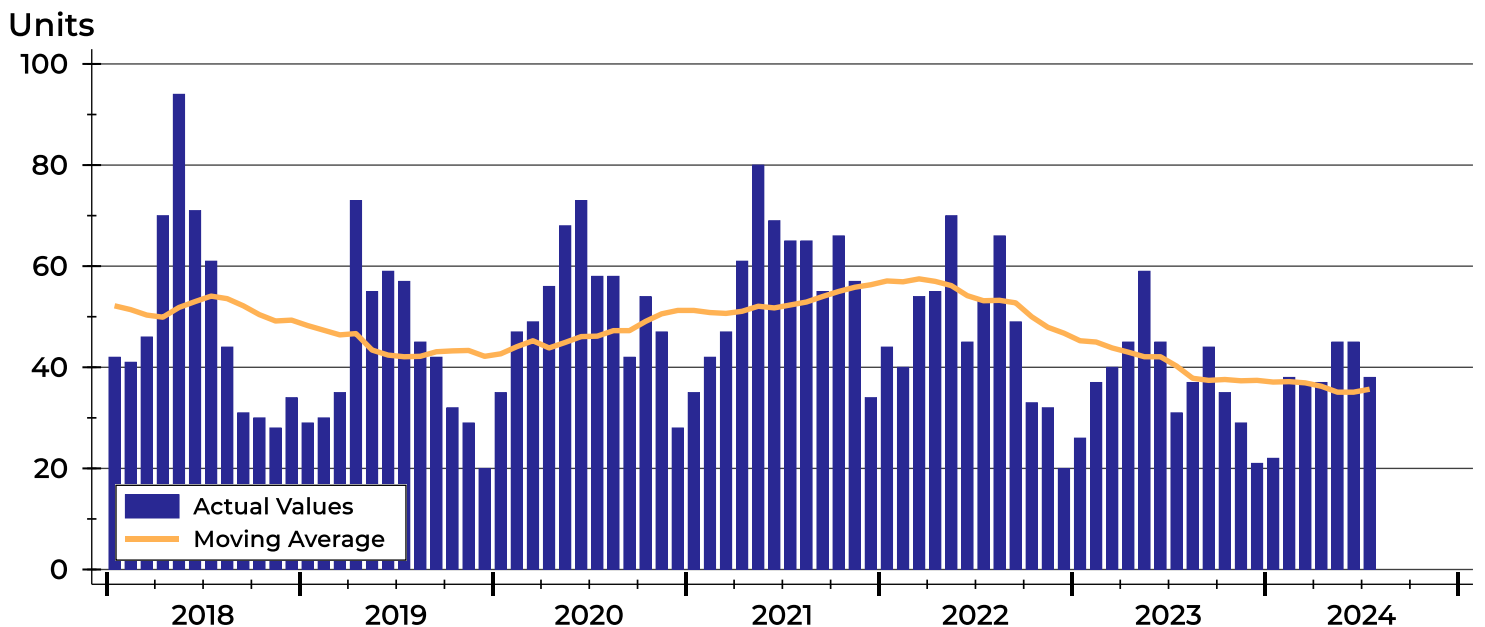
South Region Pending Contracts Analysis

Summary Statistics for Pending Contracts		2024	End of July 2023	Change
Pending Contracts		38	31	22.6%
Volume (1,000s)		8,861	6,356	39.4%
Average	List Price	233,192	205,029	13.7%
	Days on Market	32	30	6.7%
	Percent of Original	98.0%	99.0%	-1.0%
Median	List Price	187,500	145,000	29.3%
	Days on Market	7	10	-30.0%
	Percent of Original	100.0%	100.0%	0.0%

A total of 38 listings in South Region had contracts pending at the end of July, up from 31 contracts pending at the end of July 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.

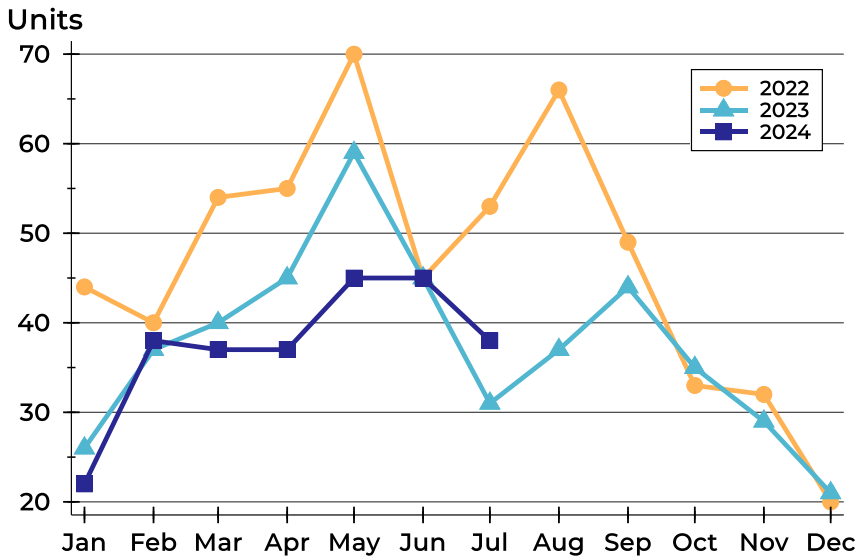
History of Pending Contracts





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	38
August	66	37	
September	49	44	
October	33	35	
November	32	29	
December	20	21	

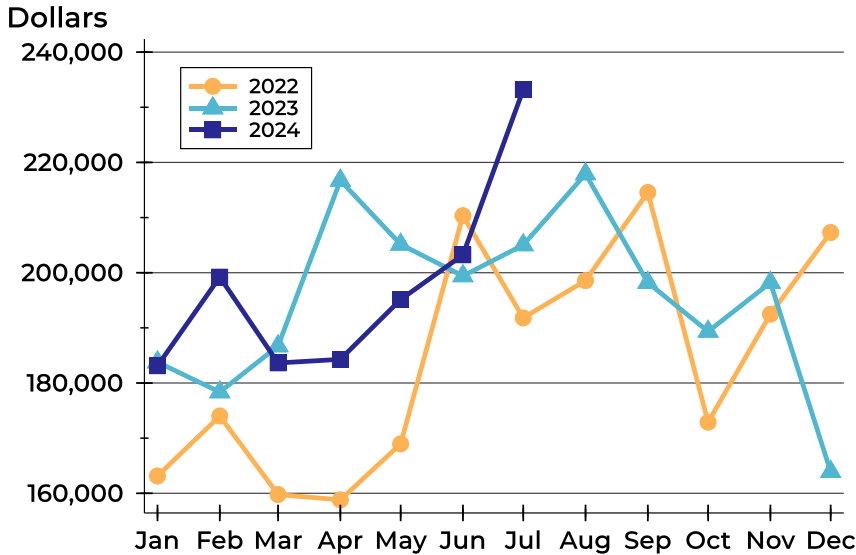
Pending Contracts by Price Range

Price Range	Pending Contracts		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$25,000-\$49,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$50,000-\$99,999	6	15.8%	79,617	74,700	22	7	99.9%	100.0%
\$100,000-\$124,999	3	7.9%	117,800	118,500	8	7	97.4%	100.0%
\$125,000-\$149,999	4	10.5%	136,600	135,750	1	1	100.0%	100.0%
\$150,000-\$174,999	5	13.2%	164,320	169,000	18	3	97.9%	100.0%
\$175,000-\$199,999	4	10.5%	193,700	197,450	14	13	98.8%	100.0%
\$200,000-\$249,999	5	13.2%	229,960	229,900	74	15	94.8%	100.0%
\$250,000-\$299,999	1	2.6%	272,500	272,500	76	76	97.7%	97.7%
\$300,000-\$399,999	5	13.2%	349,240	339,900	18	8	97.6%	100.0%
\$400,000-\$499,999	2	5.3%	417,500	417,500	4	4	100.0%	100.0%
\$500,000-\$749,999	3	7.9%	627,967	599,900	125	96	96.8%	95.2%
\$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



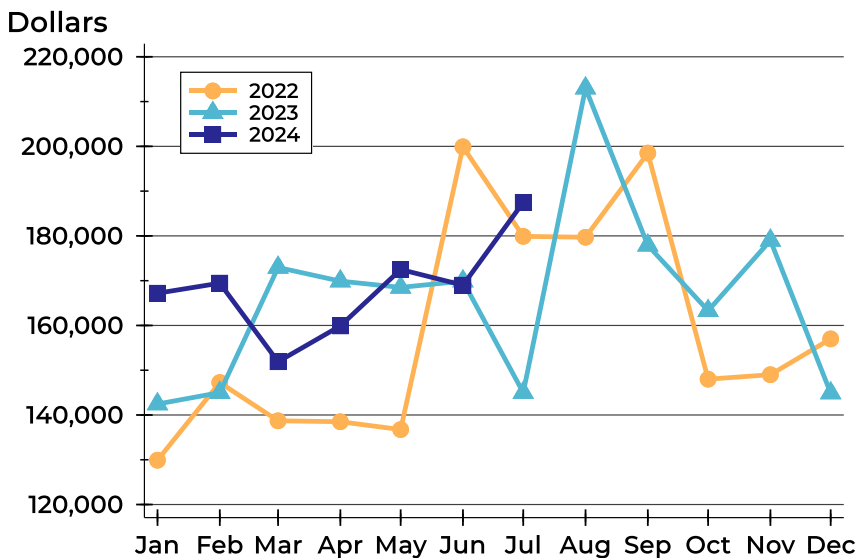
South Region Pending Contracts Analysis

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	233,192
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

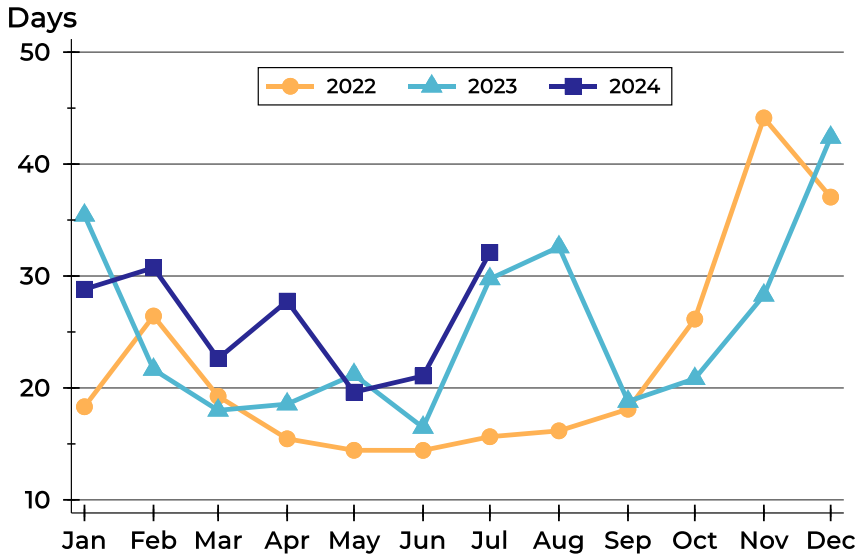


Month	2022	2023	2024
January	129,900	142,450	167,200
February	147,250	145,000	169,450
March	138,700	172,950	151,900
April	138,500	169,900	159,900
May	136,750	168,500	172,500
June	199,900	169,900	169,000
July	179,900	145,000	187,500
August	179,700	213,000	
September	198,500	177,900	
October	148,000	163,300	
November	149,000	179,000	
December	157,000	144,900	



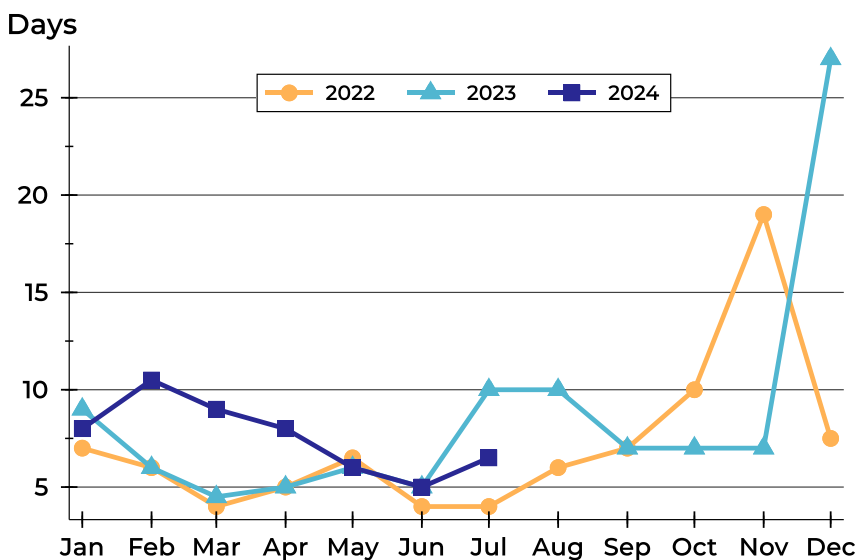
South Region Pending Contracts Analysis

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	32
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	7
August	6	10	
September	7	7	
October	10	7	
November	19	7	
December	8	27	