



**March
2023**

Flint Hills MLS Statistics



**FLINT HILLS
ASSOCIATION
OF REALTORS®**

Clay County Housing Report



Market Overview

Clay County Home Sales Rose in March

Total home sales in Clay County rose by 16.7% last month to 7 units, compared to 6 units in March 2022. Total sales volume was \$0.9 million, down 25.0% from a year earlier.

The median sale price in March was \$163,800, up from \$129,538 a year earlier. Homes that sold in March were typically on the market for 81 days and sold for 93.6% of their list prices.

Clay County Active Listings Up at End of March

The total number of active listings in Clay County at the end of March was 18 units, up from 11 at the same point in 2022. This represents a 2.6 months' supply of homes available for sale. The median list price of homes on the market at the end of March was \$131,950.

During March, a total of 11 contracts were written up from 7 in March 2022. At the end of the month, there were 14 contracts still pending.

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**March
2023**

Flint Hills MLS Statistics



**FLINT HILLS
ASSOCIATION
OF REALTORS®**

Clay County Summary Statistics

| March MLS Statistics Three-year History | | Current Month | | | Year-to-Date | | |
|--|------------------------------|----------------|----------------|----------------|----------------|----------------|----------------|
| | | 2023 | 2022 | 2021 | 2023 | 2022 | 2021 |
| Home Sales | | 7 | 6 | 13 | 14 | 26 | 25 |
| Change from prior year | | 16.7% | -53.8% | 160.0% | -46.2% | 4.0% | 127.3% |
| Active Listings | | 18 | 11 | 18 | N/A | N/A | N/A |
| Change from prior year | | 63.6% | -38.9% | -68.4% | | | |
| Months' Supply | | 2.6 | 1.1 | 2.0 | N/A | N/A | N/A |
| Change from prior year | | 136.4% | -45.0% | -71.8% | | | |
| New Listings | | 10 | 5 | 10 | 24 | 19 | 36 |
| Change from prior year | | 100.0% | -50.0% | -28.6% | 26.3% | -47.2% | -7.7% |
| Contracts Written | | 11 | 7 | 10 | 23 | 23 | 34 |
| Change from prior year | | 57.1% | -30.0% | 150.0% | 0.0% | -32.4% | 112.5% |
| Pending Contracts | | 14 | 11 | 20 | N/A | N/A | N/A |
| Change from prior year | | 27.3% | -45.0% | 150.0% | | | |
| Sales Volume (1,000s) | | 892 | 1,190 | 1,684 | 1,927 | 3,800 | 2,830 |
| Change from prior year | | -25.0% | -29.3% | 171.2% | -49.3% | 34.3% | 97.6% |
| Average | Sale Price | 127,400 | 198,296 | 129,554 | 137,657 | 146,139 | 113,188 |
| | Change from prior year | -35.8% | 53.1% | 4.3% | -5.8% | 29.1% | -13.0% |
| | List Price of Actives | 199,250 | 134,664 | 154,172 | N/A | N/A | N/A |
| | Change from prior year | 48.0% | -12.7% | 23.3% | | | |
| | Days on Market | 68 | 38 | 188 | 61 | 63 | 148 |
| Change from prior year | 78.9% | -79.8% | 116.1% | -3.2% | -57.4% | 74.1% | |
| Percent of List | 87.7% | 98.2% | 97.0% | 91.9% | 95.6% | 96.1% | |
| Change from prior year | -10.7% | 1.2% | 5.3% | -3.9% | -0.5% | 8.8% | |
| Percent of Original | 86.7% | 96.8% | 92.8% | 90.8% | 93.8% | 92.5% | |
| Change from prior year | -10.4% | 4.3% | 6.1% | -3.2% | 1.4% | 9.0% | |
| Median | Sale Price | 163,800 | 129,538 | 114,900 | 164,400 | 132,000 | 85,000 |
| | Change from prior year | 26.4% | 12.7% | 35.2% | 24.5% | 55.3% | -30.3% |
| | List Price of Actives | 131,950 | 92,000 | 119,950 | N/A | N/A | N/A |
| | Change from prior year | 43.4% | -23.3% | 26.3% | | | |
| | Days on Market | 81 | 32 | 36 | 35 | 42 | 37 |
| Change from prior year | 153.1% | -11.1% | -67.3% | -16.7% | 13.5% | -65.1% | |
| Percent of List | 93.6% | 95.0% | 97.9% | 94.6% | 94.7% | 97.4% | |
| Change from prior year | -1.5% | -3.0% | -0.2% | -0.1% | -2.8% | 2.5% | |
| Percent of Original | 93.6% | 94.9% | 94.4% | 94.1% | 93.1% | 93.4% | |
| Change from prior year | -1.4% | 0.5% | 10.9% | 1.1% | -0.3% | 5.7% | |

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



Clay County Closed Listings Analysis

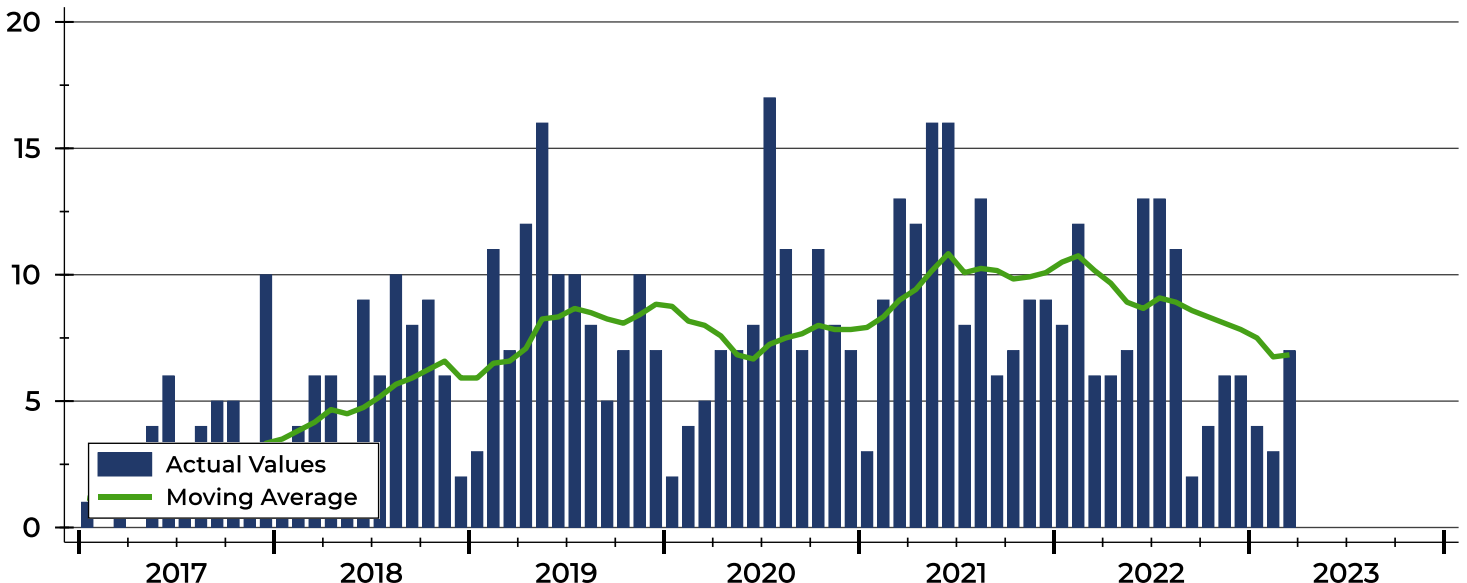
| Summary Statistics for Closed Listings | | 2023 | March 2022 | Change | 2023 | Year-to-Date 2022 | Change |
|--|---------------------|----------------|------------|--------|----------------|-------------------|--------|
| Closed Listings | | 7 | 6 | 16.7% | 14 | 26 | -46.2% |
| Volume (1,000s) | | 892 | 1,190 | -25.0% | 1,927 | 3,800 | -49.3% |
| Months' Supply | | 2.6 | 1.1 | 136.4% | N/A | N/A | N/A |
| Average | Sale Price | 127,400 | 198,296 | -35.8% | 137,657 | 146,139 | -5.8% |
| | Days on Market | 68 | 38 | 78.9% | 61 | 63 | -3.2% |
| | Percent of List | 87.7% | 98.2% | -10.7% | 91.9% | 95.6% | -3.9% |
| | Percent of Original | 86.7% | 96.8% | -10.4% | 90.8% | 93.8% | -3.2% |
| Median | Sale Price | 163,800 | 129,538 | 26.4% | 164,400 | 132,000 | 24.5% |
| | Days on Market | 81 | 32 | 153.1% | 35 | 42 | -16.7% |
| | Percent of List | 93.6% | 95.0% | -1.5% | 94.6% | 94.7% | -0.1% |
| | Percent of Original | 93.6% | 94.9% | -1.4% | 94.1% | 93.1% | 1.1% |

A total of 7 homes sold in Clay County in March, up from 6 units in March 2022. Total sales volume fell to \$0.9 million compared to \$1.2 million in the previous year.

The median sales price in March was \$163,800, up 26.4% compared to the prior year. Median days on market was 81 days, down from 104 days in February, but up from 32 in March 2022.

History of Closed Listings

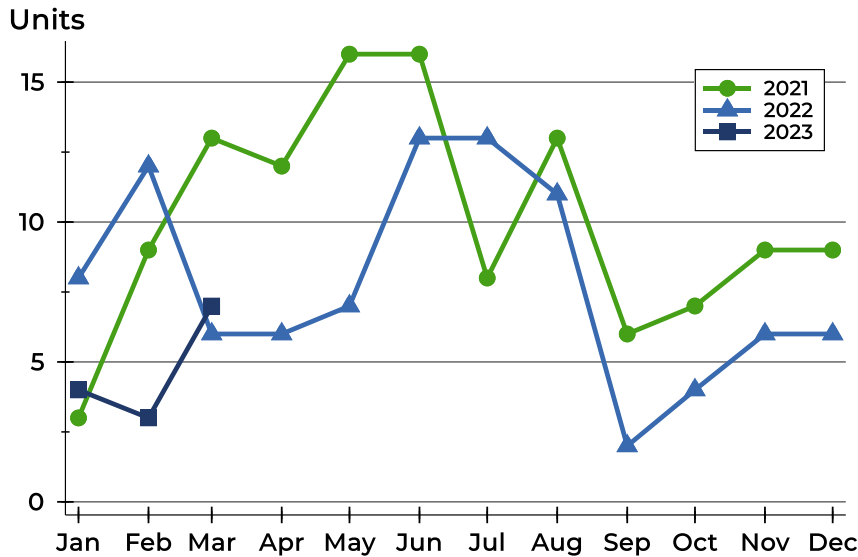
Units





Clay County Closed Listings Analysis

Closed Listings by Month



| Month | 2021 | 2022 | 2023 |
|-----------|------|------|------|
| January | 3 | 8 | 4 |
| February | 9 | 12 | 3 |
| March | 13 | 6 | 7 |
| April | 12 | 6 | 6 |
| May | 16 | 7 | 7 |
| June | 16 | 13 | 13 |
| July | 8 | 13 | 13 |
| August | 13 | 11 | 11 |
| September | 6 | 2 | 2 |
| October | 7 | 4 | 4 |
| November | 9 | 6 | 6 |
| December | 9 | 6 | 6 |

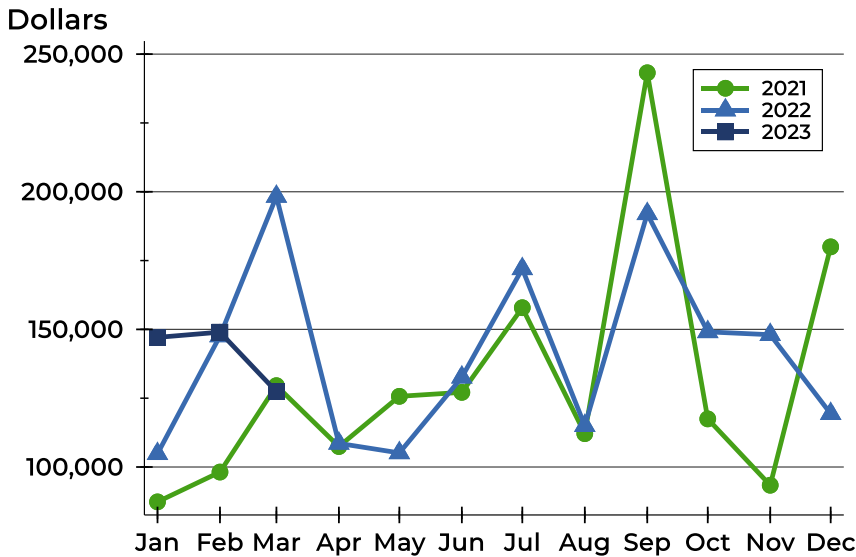
Closed Listings by Price Range

| 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 | 14.3% | 0.0 | 10,000 | 10,000 | 113 | 113 | 66.7% | 66.7% | 66.7% | 66.7% |
| \$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 | 28.6% | 3.0 | 70,000 | 70,000 | 14 | 14 | 83.1% | 83.1% | 83.1% | 83.1% |
| \$100,000-\$124,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A |
| \$125,000-\$149,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A |
| \$150,000-\$174,999 | 3 | 42.9% | 0.0 | 168,100 | 170,000 | 75 | 81 | 93.8% | 93.6% | 92.9% | 93.6% |
| \$175,000-\$199,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A |
| \$200,000-\$249,999 | 1 | 14.3% | 4.0 | 237,500 | 237,500 | 114 | 114 | 99.4% | 99.4% | 95.4% | 95.4% |
| \$250,000-\$299,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A |
| \$300,000-\$399,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A |
| \$400,000-\$499,999 | 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 |



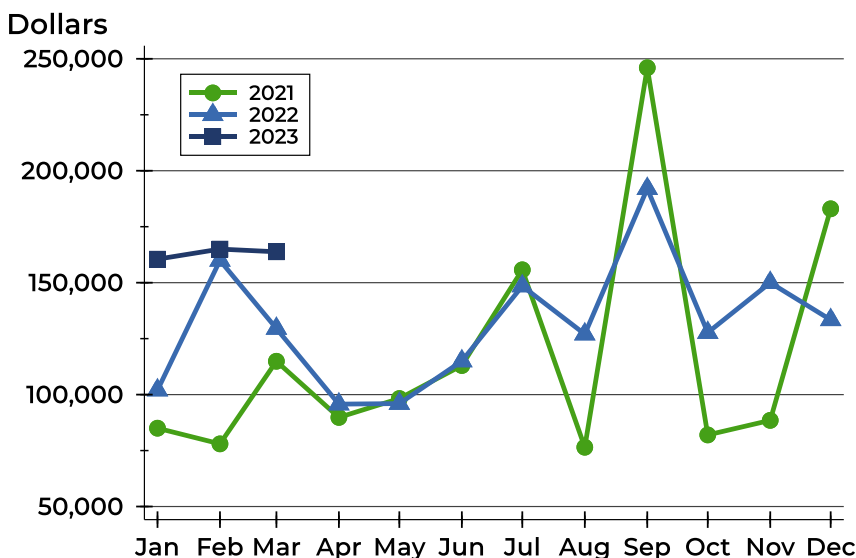
Clay County Closed Listings Analysis

Average Price



| Month | 2021 | 2022 | 2023 |
|-----------|---------|---------|----------------|
| January | 87,333 | 104,813 | 147,100 |
| February | 98,167 | 147,613 | 149,000 |
| March | 129,554 | 198,296 | 127,400 |
| April | 107,446 | 108,583 | |
| May | 125,681 | 105,129 | |
| June | 127,129 | 132,615 | |
| July | 157,875 | 172,000 | |
| August | 112,127 | 115,020 | |
| September | 243,232 | 192,000 | |
| October | 117,486 | 149,100 | |
| November | 93,389 | 148,067 | |
| December | 179,989 | 119,367 | |

Median Price

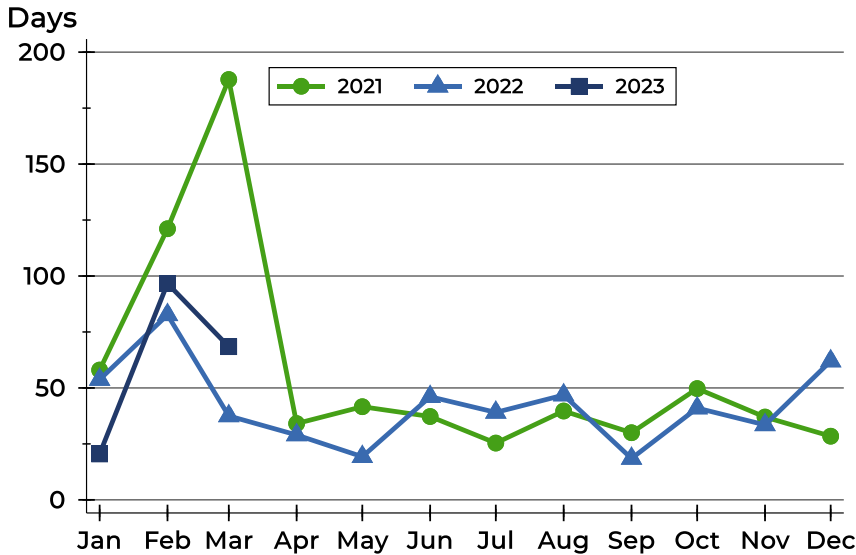


| Month | 2021 | 2022 | 2023 |
|-----------|---------|---------|----------------|
| January | 85,000 | 102,000 | 160,500 |
| February | 78,000 | 159,950 | 165,000 |
| March | 114,900 | 129,538 | 163,800 |
| April | 89,825 | 95,750 | |
| May | 98,250 | 96,000 | |
| June | 113,000 | 115,000 | |
| July | 155,750 | 148,500 | |
| August | 76,500 | 127,000 | |
| September | 246,000 | 192,000 | |
| October | 82,000 | 127,700 | |
| November | 88,500 | 150,000 | |
| December | 183,000 | 133,400 | |



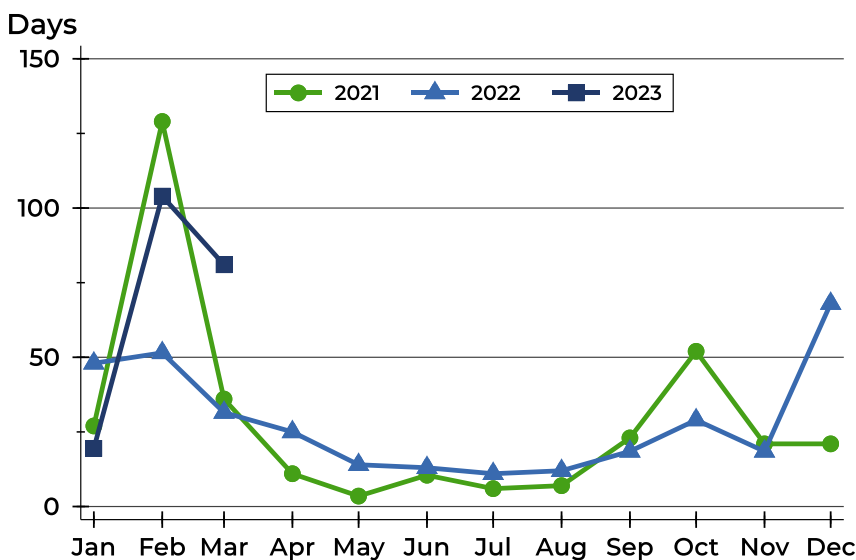
Clay County Closed Listings Analysis

Average DOM



| Month | 2021 | 2022 | 2023 |
|-----------|------|------|------|
| January | 58 | 54 | 21 |
| February | 121 | 83 | 97 |
| March | 188 | 38 | 68 |
| April | 34 | 29 | |
| May | 42 | 19 | |
| June | 37 | 46 | |
| July | 25 | 39 | |
| August | 40 | 47 | |
| September | 30 | 19 | |
| October | 50 | 41 | |
| November | 37 | 34 | |
| December | 28 | 62 | |

Median DOM



| Month | 2021 | 2022 | 2023 |
|-----------|------|------|------|
| January | 27 | 48 | 20 |
| February | 129 | 52 | 104 |
| March | 36 | 32 | 81 |
| April | 11 | 25 | |
| May | 4 | 14 | |
| June | 11 | 13 | |
| July | 6 | 11 | |
| August | 7 | 12 | |
| September | 23 | 19 | |
| October | 52 | 29 | |
| November | 21 | 19 | |
| December | 21 | 68 | |



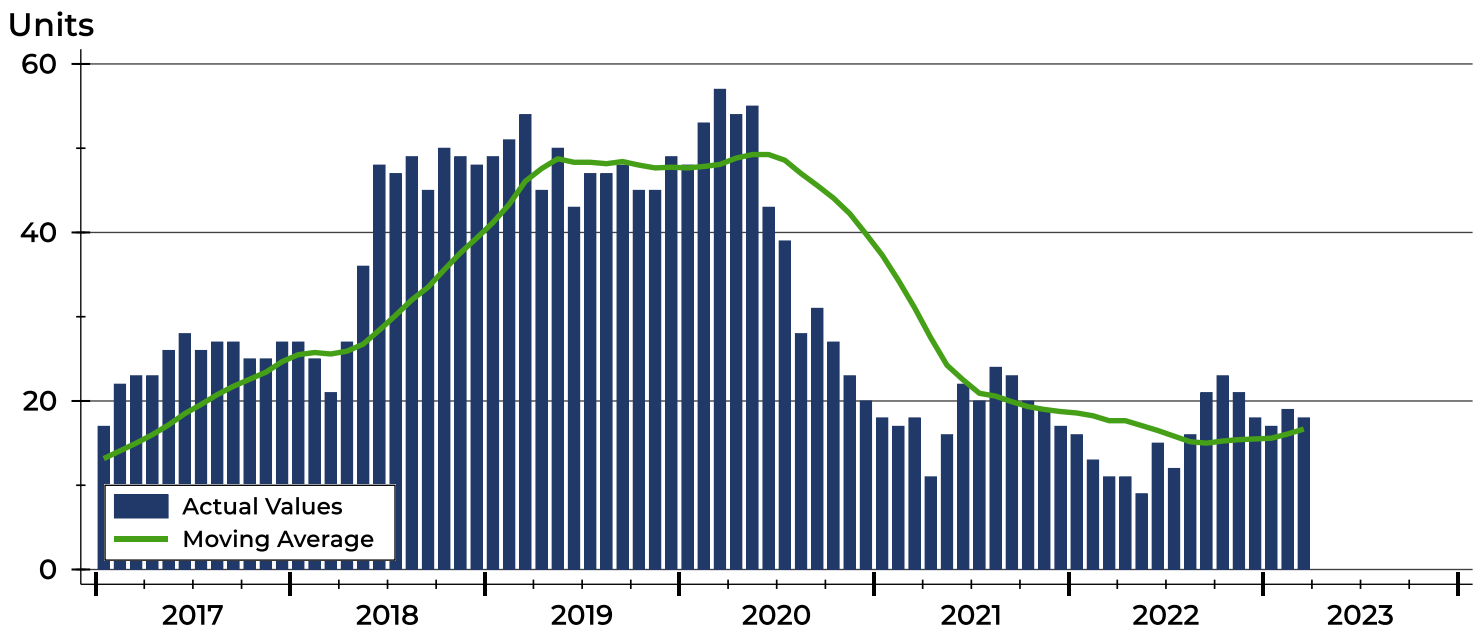
Clay County Active Listings Analysis

| Summary Statistics for Active Listings | | 2023 | End of March 2022 | Change |
|--|---------------------|---------|-------------------|--------|
| Active Listings | | 18 | 11 | 63.6% |
| Volume (1,000s) | | 3,587 | 1,481 | 142.2% |
| Months' Supply | | 2.6 | 1.1 | 136.4% |
| Average | List Price | 199,250 | 134,664 | 48.0% |
| | Days on Market | 97 | 90 | 7.8% |
| | Percent of Original | 93.7% | 96.5% | -2.9% |
| Median | List Price | 131,950 | 92,000 | 43.4% |
| | Days on Market | 47 | 90 | -47.8% |
| | Percent of Original | 97.3% | 98.0% | -0.7% |

A total of 18 homes were available for sale in Clay County at the end of March. This represents a 2.6 months' supply of active listings.

The median list price of homes on the market at the end of March was \$131,950, up 43.4% from 2022. The typical time on market for active listings was 47 days, down from 90 days a year earlier.

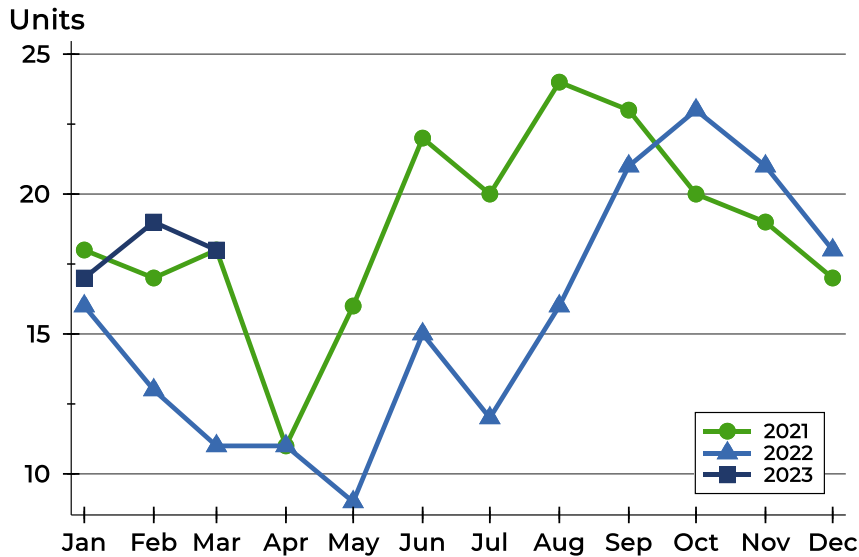
History of Active Listings





Clay County Active Listings Analysis

Active Listings by Month



| Month | 2021 | 2022 | 2023 |
|-----------|------|------|------|
| January | 18 | 16 | 17 |
| February | 17 | 13 | 19 |
| March | 18 | 11 | 18 |
| April | 11 | 11 | 11 |
| May | 16 | 9 | 9 |
| June | 22 | 15 | 15 |
| July | 20 | 12 | 12 |
| August | 24 | 16 | 16 |
| September | 23 | 21 | 21 |
| October | 20 | 23 | 23 |
| November | 19 | 21 | 21 |
| December | 17 | 18 | 18 |

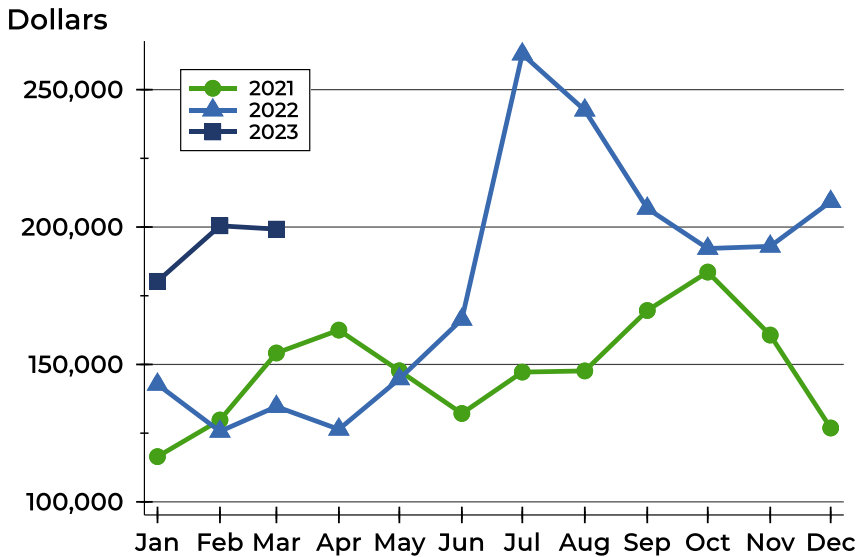
Active Listings by Price Range

| Price Range | Active Listings | | Months' Supply | List Price | | Days on Market | | Price as % of Orig. | |
|---------------------|-----------------|---------|----------------|------------|---------|----------------|------|---------------------|--------|
| | Number | Percent | | Average | Median | Avg. | Med. | Avg. | Med. |
| Below \$25,000 | 0 | 0.0% | 0.0 | N/A | N/A | N/A | N/A | N/A | N/A |
| \$25,000-\$49,999 | 1 | 5.6% | N/A | 28,000 | 28,000 | 26 | 26 | 93.3% | 93.3% |
| \$50,000-\$99,999 | 5 | 27.8% | 3.0 | 90,460 | 90,000 | 155 | 61 | 91.5% | 96.8% |
| \$100,000-\$124,999 | 2 | 11.1% | N/A | 117,450 | 117,450 | 100 | 100 | 100.0% | 100.0% |
| \$125,000-\$149,999 | 2 | 11.1% | N/A | 131,950 | 131,950 | 13 | 13 | 100.0% | 100.0% |
| \$150,000-\$174,999 | 0 | 0.0% | 0.0 | N/A | N/A | N/A | N/A | N/A | N/A |
| \$175,000-\$199,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A | N/A |
| \$200,000-\$249,999 | 3 | 16.7% | 4.0 | 233,000 | 239,000 | 94 | 115 | 97.9% | 97.7% |
| \$250,000-\$299,999 | 2 | 11.1% | N/A | 297,200 | 297,200 | 50 | 50 | 96.9% | 96.9% |
| \$300,000-\$399,999 | 2 | 11.1% | N/A | 332,000 | 332,000 | 31 | 31 | 95.5% | 95.5% |
| \$400,000-\$499,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A | N/A |
| \$500,000-\$749,999 | 1 | 5.6% | N/A | 650,000 | 650,000 | 282 | 282 | 56.5% | 56.5% |
| \$750,000-\$999,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A | N/A |
| \$1,000,000 and up | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A | N/A |



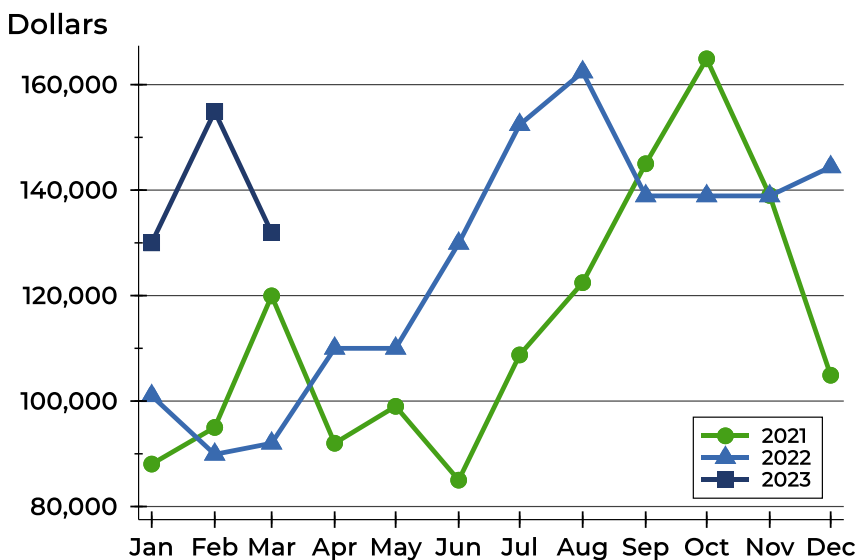
Clay County Active Listings Analysis

Average Price



| Month | 2021 | 2022 | 2023 |
|-----------|---------|---------|----------------|
| January | 116,461 | 142,744 | 180,259 |
| February | 129,794 | 125,646 | 200,458 |
| March | 154,172 | 134,664 | 199,250 |
| April | 162,509 | 126,391 | |
| May | 147,694 | 144,744 | |
| June | 132,164 | 166,393 | |
| July | 147,225 | 262,917 | |
| August | 147,650 | 242,500 | |
| September | 169,635 | 206,781 | |
| October | 183,625 | 192,191 | |
| November | 160,695 | 192,990 | |
| December | 126,888 | 209,250 | |

Median Price

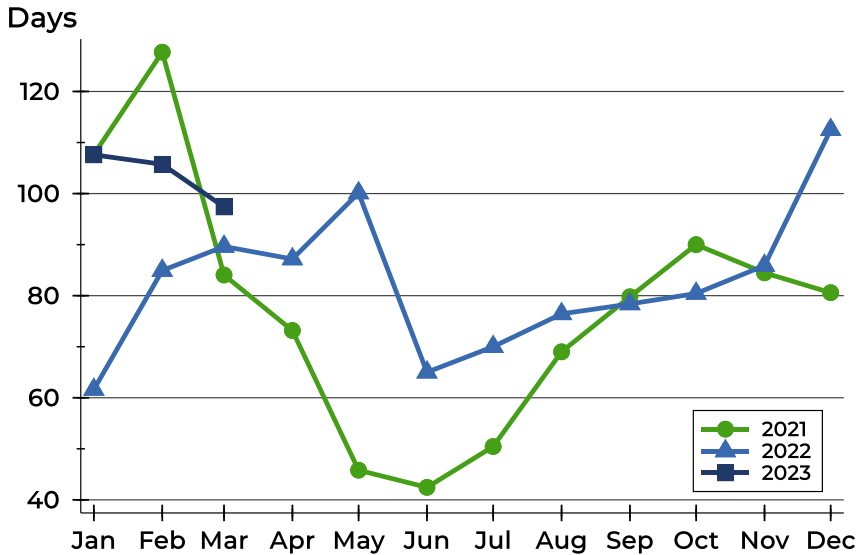


| Month | 2021 | 2022 | 2023 |
|-----------|---------|---------|----------------|
| January | 88,050 | 101,000 | 130,000 |
| February | 95,000 | 89,900 | 154,900 |
| March | 119,950 | 92,000 | 131,950 |
| April | 92,000 | 110,000 | |
| May | 99,000 | 110,000 | |
| June | 85,000 | 129,900 | |
| July | 108,750 | 152,400 | |
| August | 122,450 | 162,400 | |
| September | 145,000 | 138,900 | |
| October | 164,900 | 138,900 | |
| November | 139,000 | 138,900 | |
| December | 104,900 | 144,400 | |



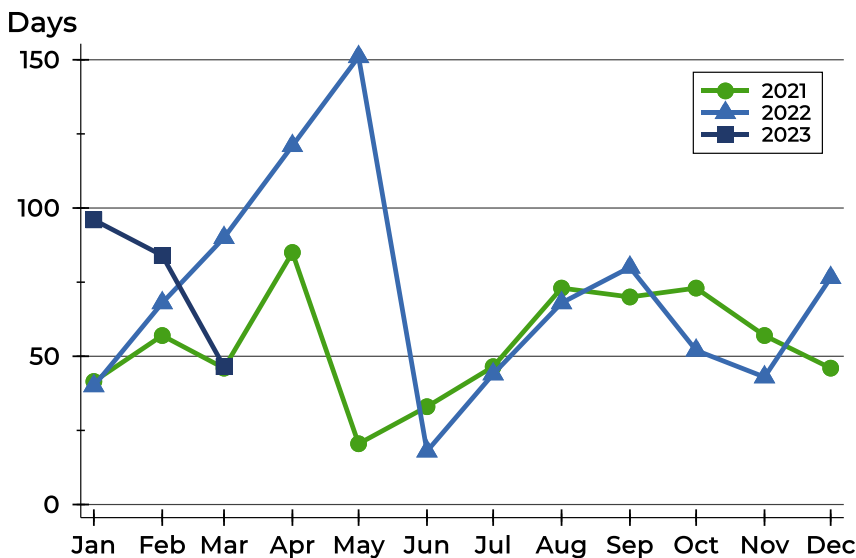
Clay County Active Listings Analysis

Average DOM



| Month | 2021 | 2022 | 2023 |
|-----------|------|------|------------|
| January | 108 | 62 | 108 |
| February | 128 | 85 | 106 |
| March | 84 | 90 | 97 |
| April | 73 | 87 | |
| May | 46 | 100 | |
| June | 42 | 65 | |
| July | 50 | 70 | |
| August | 69 | 76 | |
| September | 80 | 78 | |
| October | 90 | 80 | |
| November | 84 | 86 | |
| December | 81 | 113 | |

Median DOM

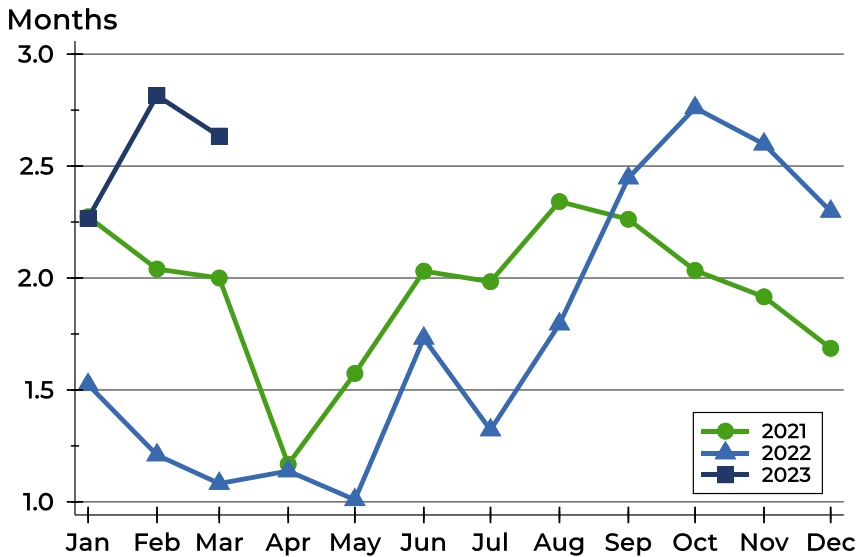


| Month | 2021 | 2022 | 2023 |
|-----------|------|------|-----------|
| January | 42 | 40 | 96 |
| February | 57 | 68 | 84 |
| March | 46 | 90 | 47 |
| April | 85 | 121 | |
| May | 21 | 151 | |
| June | 33 | 18 | |
| July | 47 | 44 | |
| August | 73 | 68 | |
| September | 70 | 80 | |
| October | 73 | 52 | |
| November | 57 | 43 | |
| December | 46 | 77 | |



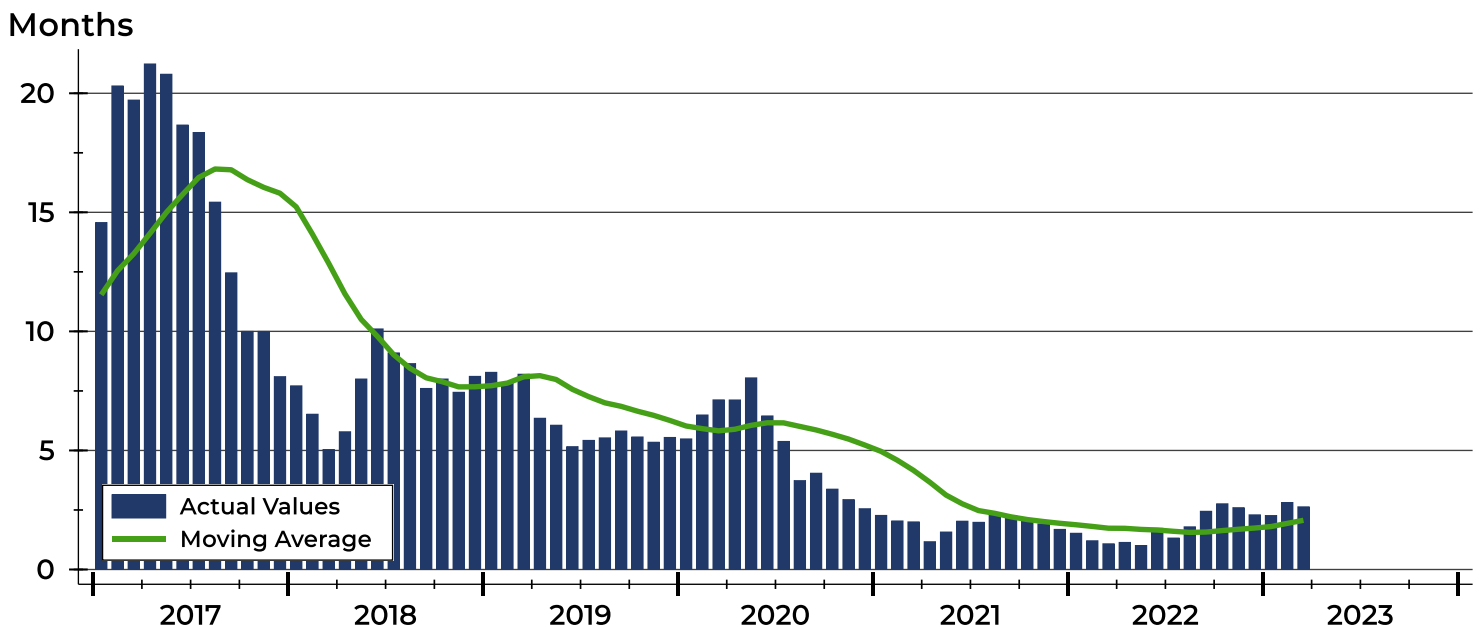
Clay County Months' Supply Analysis

Months' Supply by Month



| Month | 2021 | 2022 | 2023 |
|-----------|------|------|------------|
| January | 2.3 | 1.5 | 2.3 |
| February | 2.0 | 1.2 | 2.8 |
| March | 2.0 | 1.1 | 2.6 |
| April | 1.2 | 1.1 | |
| May | 1.6 | 1.0 | |
| June | 2.0 | 1.7 | |
| July | 2.0 | 1.3 | |
| August | 2.3 | 1.8 | |
| September | 2.3 | 2.4 | |
| October | 2.0 | 2.8 | |
| November | 1.9 | 2.6 | |
| December | 1.7 | 2.3 | |

History of Month's Supply





Clay County New Listings Analysis

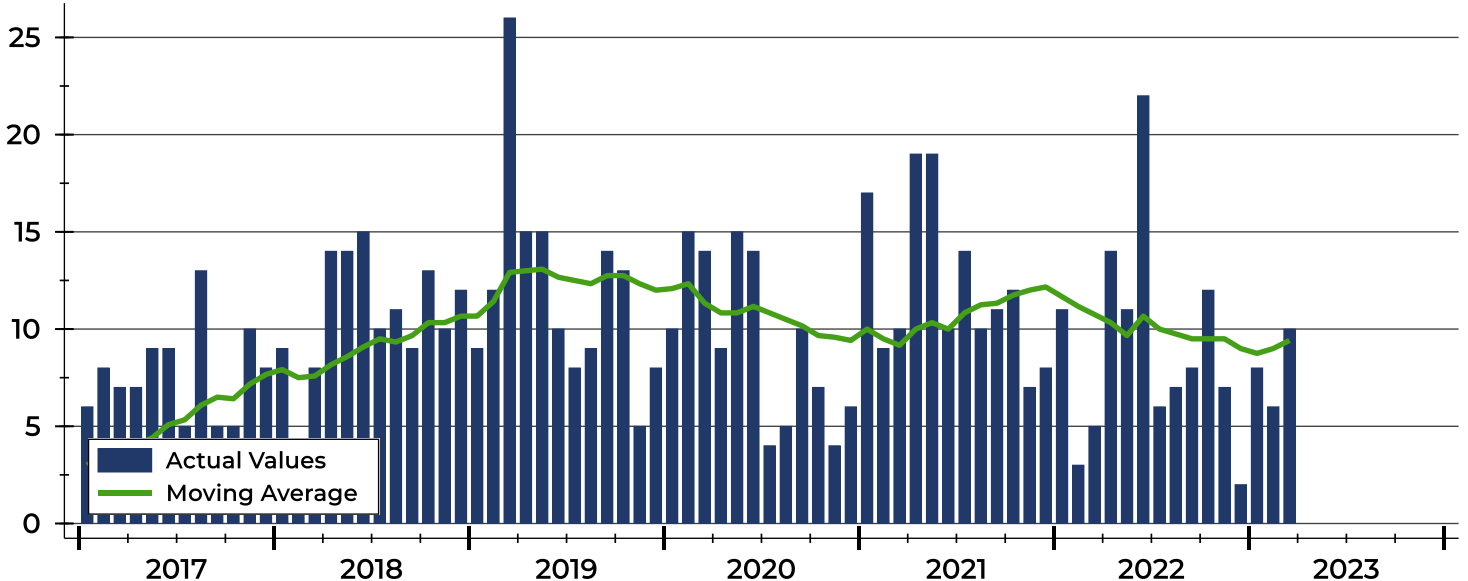
| Summary Statistics for New Listings | | 2023 | March 2022 | Change |
|-------------------------------------|--------------------|---------|------------|--------|
| Current Month | New Listings | 10 | 5 | 100.0% |
| | Volume (1,000s) | 1,699 | 864 | 96.6% |
| | Average List Price | 169,890 | 172,780 | -1.7% |
| | Median List Price | 150,000 | 145,000 | 3.4% |
| Year-to-Date | New Listings | 24 | 19 | 26.3% |
| | Volume (1,000s) | 4,525 | 3,023 | 49.7% |
| | Average List Price | 188,542 | 159,089 | 18.5% |
| | Median List Price | 170,000 | 145,000 | 17.2% |

A total of 10 new listings were added in Clay County during March, up 100.0% from the same month in 2022. Year-to-date Clay County has seen 24 new listings.

The median list price of these homes was \$150,000 up from \$145,000 in 2022.

History of New Listings

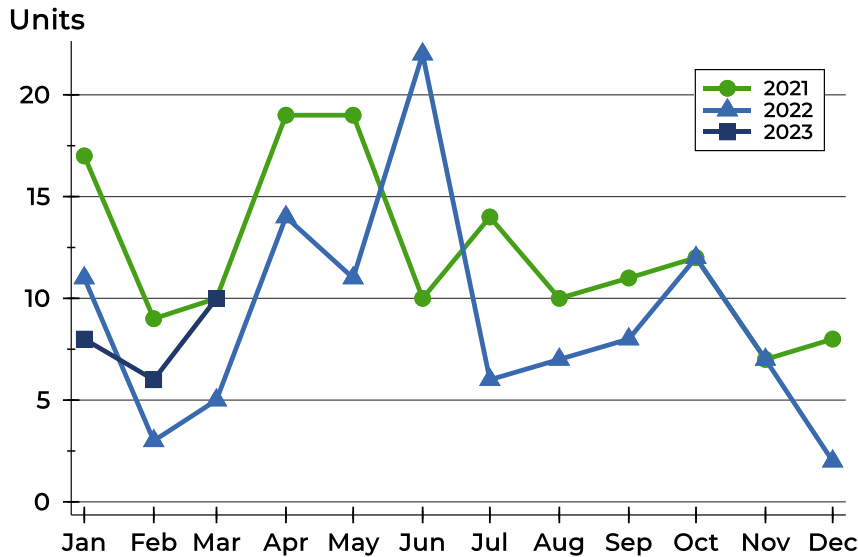
Units





Clay County New Listings Analysis

New Listings by Month



| Month | 2021 | 2022 | 2023 |
|-----------|------|------|-----------|
| January | 17 | 11 | 8 |
| February | 9 | 3 | 6 |
| March | 10 | 5 | 10 |
| April | 19 | 14 | |
| May | 19 | 11 | |
| June | 10 | 22 | |
| July | 14 | 6 | |
| August | 10 | 7 | |
| September | 11 | 8 | |
| October | 12 | 12 | |
| November | 7 | 7 | |
| December | 8 | 2 | |

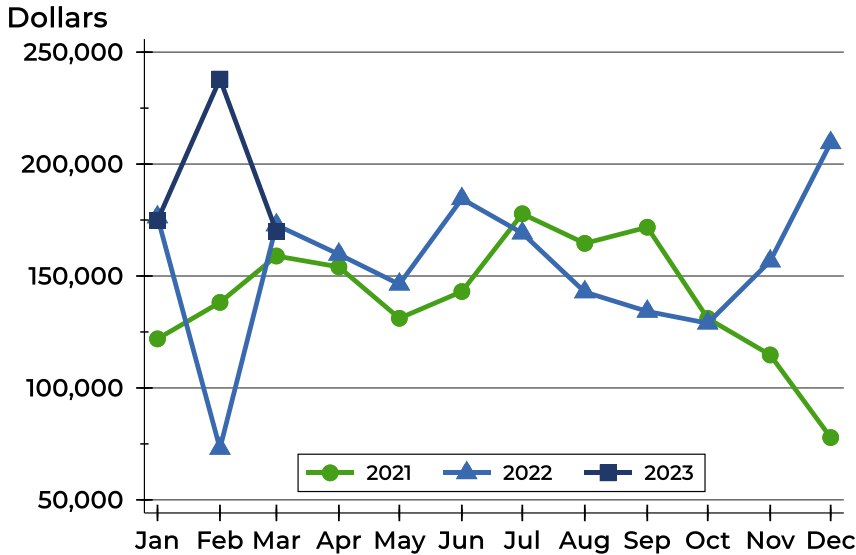
New Listings by Price Range

| 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 | 10.0% | 28,000 | 28,000 | 33 | 33 | 93.3% | 93.3% |
| \$50,000-\$99,999 | 2 | 20.0% | 83,200 | 83,200 | 20 | 20 | 95.8% | 95.8% |
| \$100,000-\$124,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A |
| \$125,000-\$149,999 | 2 | 20.0% | 130,000 | 130,000 | 14 | 14 | 100.0% | 100.0% |
| \$150,000-\$174,999 | 1 | 10.0% | 165,000 | 165,000 | 3 | 3 | 100.0% | 100.0% |
| \$175,000-\$199,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A |
| \$200,000-\$249,999 | 2 | 20.0% | 225,000 | 225,000 | 6 | 6 | 100.0% | 100.0% |
| \$250,000-\$299,999 | 1 | 10.0% | 294,500 | 294,500 | 36 | 36 | 100.0% | 100.0% |
| \$300,000-\$399,999 | 1 | 10.0% | 335,000 | 335,000 | 34 | 34 | 95.7% | 95.7% |
| \$400,000-\$499,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A |
| \$500,000-\$749,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A |
| \$750,000-\$999,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A |
| \$1,000,000 and up | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A |



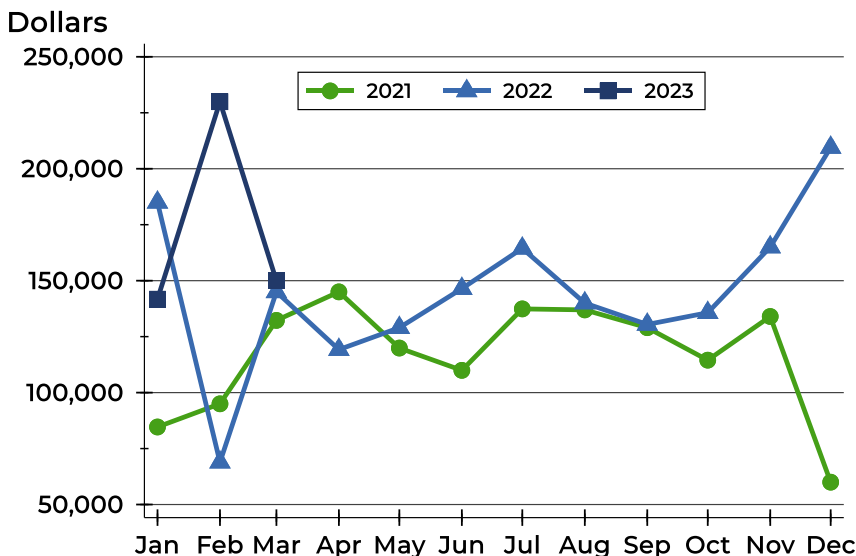
Clay County New Listings Analysis

Average Price



| Month | 2021 | 2022 | 2023 |
|-----------|---------|---------|----------------|
| January | 121,915 | 176,355 | 174,788 |
| February | 138,211 | 72,967 | 237,967 |
| March | 158,940 | 172,780 | 169,890 |
| April | 154,063 | 159,679 | |
| May | 131,111 | 146,318 | |
| June | 143,060 | 184,486 | |
| July | 177,814 | 169,150 | |
| August | 164,590 | 142,871 | |
| September | 171,791 | 134,188 | |
| October | 131,066 | 128,917 | |
| November | 114,743 | 156,671 | |
| December | 77,838 | 209,500 | |

Median Price



| Month | 2021 | 2022 | 2023 |
|-----------|---------|---------|----------------|
| January | 84,650 | 185,000 | 141,750 |
| February | 95,000 | 68,900 | 229,950 |
| March | 132,250 | 145,000 | 150,000 |
| April | 145,000 | 119,200 | |
| May | 119,900 | 129,000 | |
| June | 109,950 | 146,450 | |
| July | 137,400 | 164,450 | |
| August | 136,950 | 140,000 | |
| September | 129,000 | 130,450 | |
| October | 114,500 | 135,700 | |
| November | 134,000 | 165,000 | |
| December | 60,000 | 209,500 | |



**March
2023**

Flint Hills MLS Statistics



**FLINT HILLS
ASSOCIATION
OF REALTORS®**

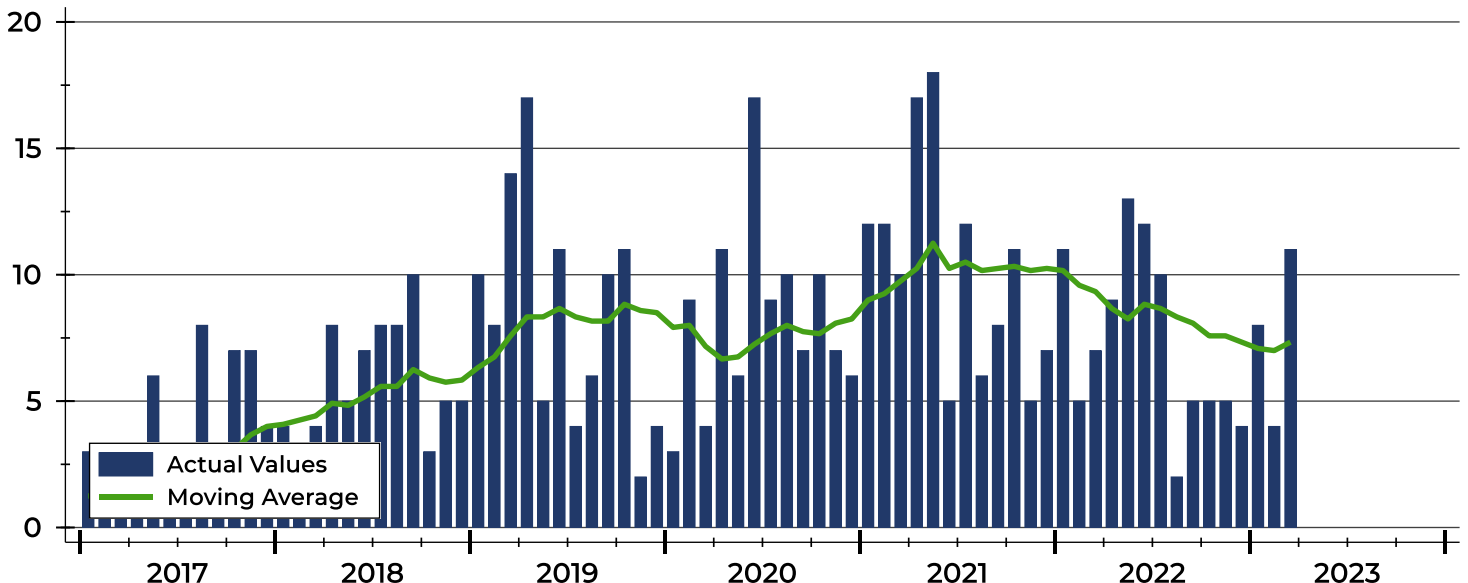
Clay County Contracts Written Analysis

| Summary Statistics for Contracts Written | | 2023 | March 2022 | Change | 2023 | Year-to-Date 2022 | Change |
|--|---------------------|----------------|------------|--------|----------------|-------------------|--------|
| Contracts Written | | 11 | 7 | 57.1% | 23 | 23 | 0.0% |
| Volume (1,000s) | | 2,142 | 896 | 139.1% | 4,046 | 3,312 | 22.2% |
| Average | Sale Price | 194,691 | 128,000 | 52.1% | 175,913 | 144,000 | 22.2% |
| | Days on Market | 59 | 73 | -19.2% | 66 | 65 | 1.5% |
| | Percent of Original | 97.6% | 88.5% | 10.3% | 93.0% | 93.4% | -0.4% |
| Median | Sale Price | 205,000 | 129,000 | 58.9% | 174,900 | 137,000 | 27.7% |
| | Days on Market | 16 | 40 | -60.0% | 19 | 39 | -51.3% |
| | Percent of Original | 100.0% | 89.9% | 11.2% | 96.0% | 93.6% | 2.6% |

A total of 11 contracts for sale were written in Clay County during the month of March, up from 7 in 2022. The median list price of these homes was \$205,000, up from \$129,000 the prior year. Half of the homes that went under contract in March were on the market less than 16 days, compared to 40 days in March 2022.

History of Contracts Written

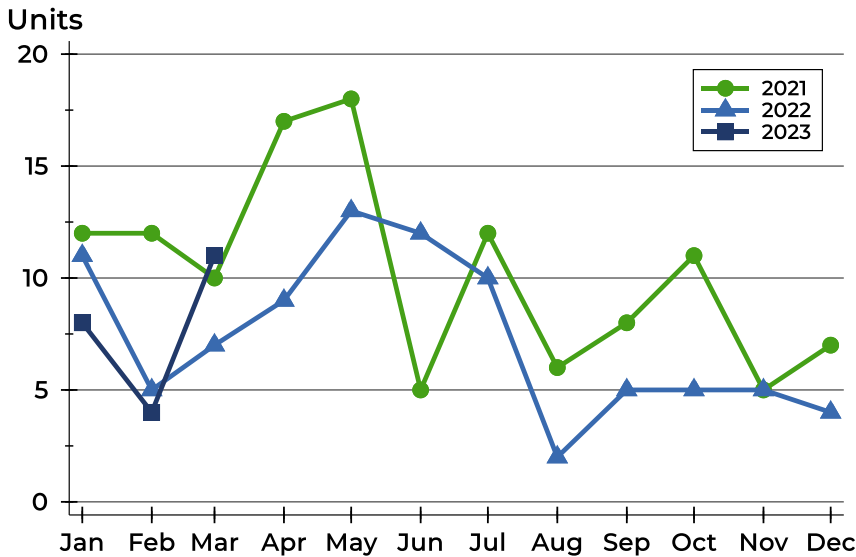
Units





Clay County Contracts Written Analysis

Contracts Written by Month



| Month | 2021 | 2022 | 2023 |
|-----------|------|------|-----------|
| January | 12 | 11 | 8 |
| February | 12 | 5 | 4 |
| March | 10 | 7 | 11 |
| April | 17 | 9 | |
| May | 18 | 13 | |
| June | 5 | 12 | |
| July | 12 | 10 | |
| August | 6 | 2 | |
| September | 8 | 5 | |
| October | 11 | 5 | |
| November | 5 | 5 | |
| December | 7 | 4 | |

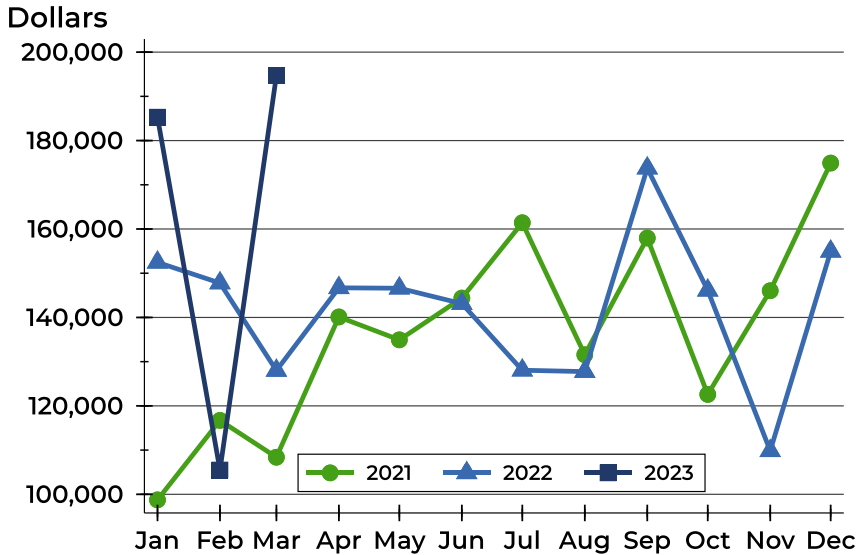
Contracts Written by Price Range

| 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 | 1 | 9.1% | 79,900 | 79,900 | 8 | 8 | 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 | 2 | 18.2% | 139,450 | 139,450 | 90 | 90 | 98.0% | 98.0% |
| \$150,000-\$174,999 | 2 | 18.2% | 159,950 | 159,950 | 7 | 7 | 100.0% | 100.0% |
| \$175,000-\$199,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A |
| \$200,000-\$249,999 | 4 | 36.4% | 220,725 | 219,450 | 37 | 18 | 98.8% | 100.0% |
| \$250,000-\$299,999 | 1 | 9.1% | 265,000 | 265,000 | 42 | 42 | 100.0% | 100.0% |
| \$300,000-\$399,999 | 1 | 9.1% | 315,000 | 315,000 | 253 | 253 | 81.8% | 81.8% |
| \$400,000-\$499,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A |
| \$500,000-\$749,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A |
| \$750,000-\$999,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A |
| \$1,000,000 and up | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A |



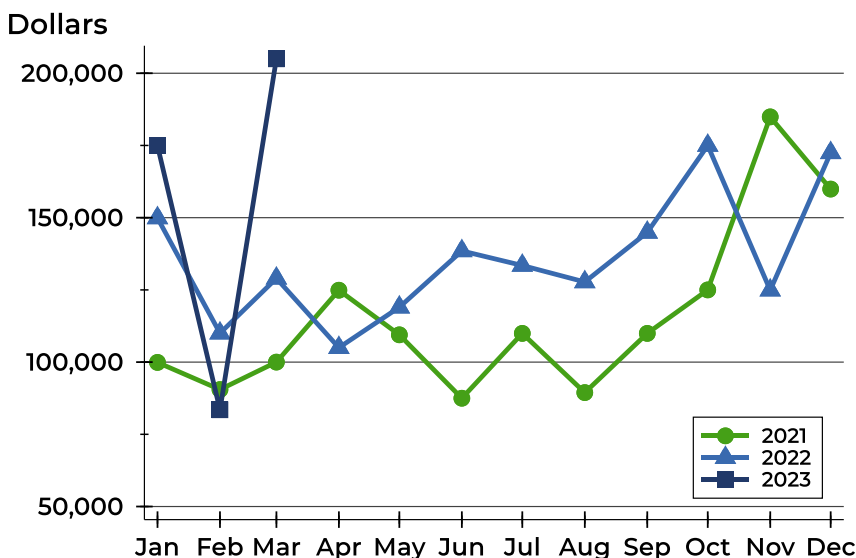
Clay County Contracts Written Analysis

Average Price



| Month | 2021 | 2022 | 2023 |
|------------------|---------|---------|----------------|
| January | 98,742 | 152,464 | 185,300 |
| February | 116,721 | 147,780 | 105,500 |
| March | 108,390 | 128,000 | 194,691 |
| April | 140,112 | 146,700 | |
| May | 134,933 | 146,608 | |
| June | 144,380 | 143,133 | |
| July | 161,417 | 128,060 | |
| August | 131,567 | 127,750 | |
| September | 157,963 | 173,760 | |
| October | 122,590 | 146,140 | |
| November | 146,040 | 109,840 | |
| December | 174,914 | 154,950 | |

Median Price

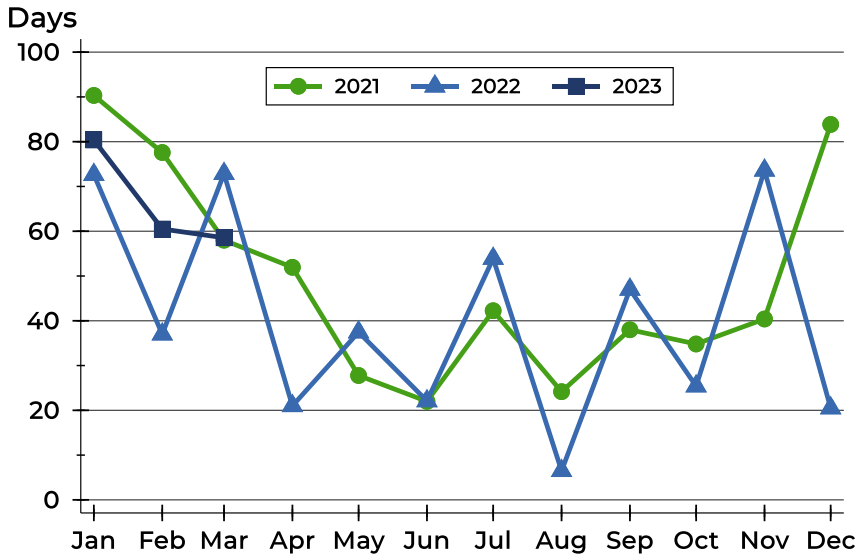


| Month | 2021 | 2022 | 2023 |
|------------------|---------|---------|----------------|
| January | 99,900 | 149,900 | 174,950 |
| February | 90,500 | 110,000 | 83,500 |
| March | 100,000 | 129,000 | 205,000 |
| April | 124,900 | 105,000 | |
| May | 109,450 | 119,000 | |
| June | 87,500 | 138,500 | |
| July | 109,950 | 133,450 | |
| August | 89,450 | 127,750 | |
| September | 109,950 | 144,900 | |
| October | 125,000 | 175,000 | |
| November | 184,900 | 124,900 | |
| December | 159,900 | 172,450 | |



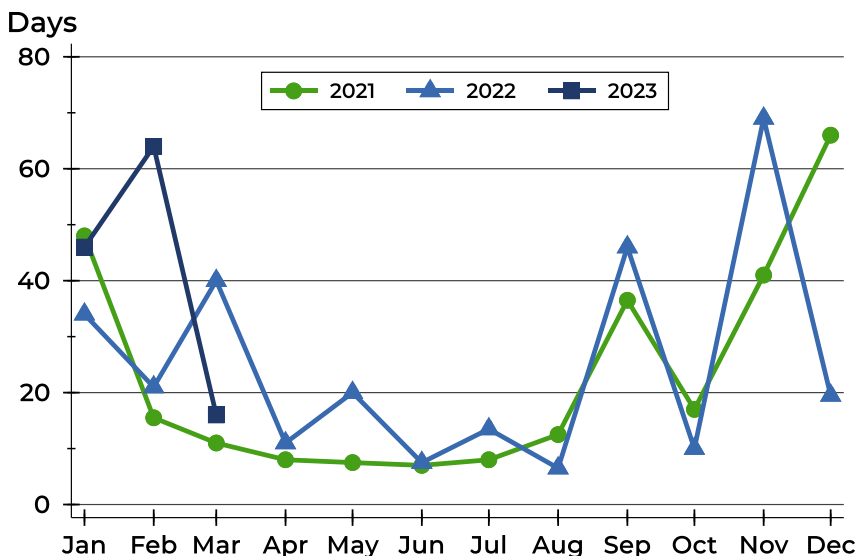
Clay County Contracts Written Analysis

Average DOM



| Month | 2021 | 2022 | 2023 |
|-----------|------|------|-----------|
| January | 90 | 73 | 80 |
| February | 78 | 37 | 61 |
| March | 58 | 73 | 59 |
| April | 52 | 21 | |
| May | 28 | 37 | |
| June | 22 | 22 | |
| July | 42 | 54 | |
| August | 24 | 7 | |
| September | 38 | 47 | |
| October | 35 | 25 | |
| November | 40 | 74 | |
| December | 84 | 21 | |

Median DOM



| Month | 2021 | 2022 | 2023 |
|-----------|------|------|-----------|
| January | 48 | 34 | 46 |
| February | 16 | 21 | 64 |
| March | 11 | 40 | 16 |
| April | 8 | 11 | |
| May | 8 | 20 | |
| June | 7 | 8 | |
| July | 8 | 14 | |
| August | 13 | 7 | |
| September | 37 | 46 | |
| October | 17 | 10 | |
| November | 41 | 69 | |
| December | 66 | 20 | |



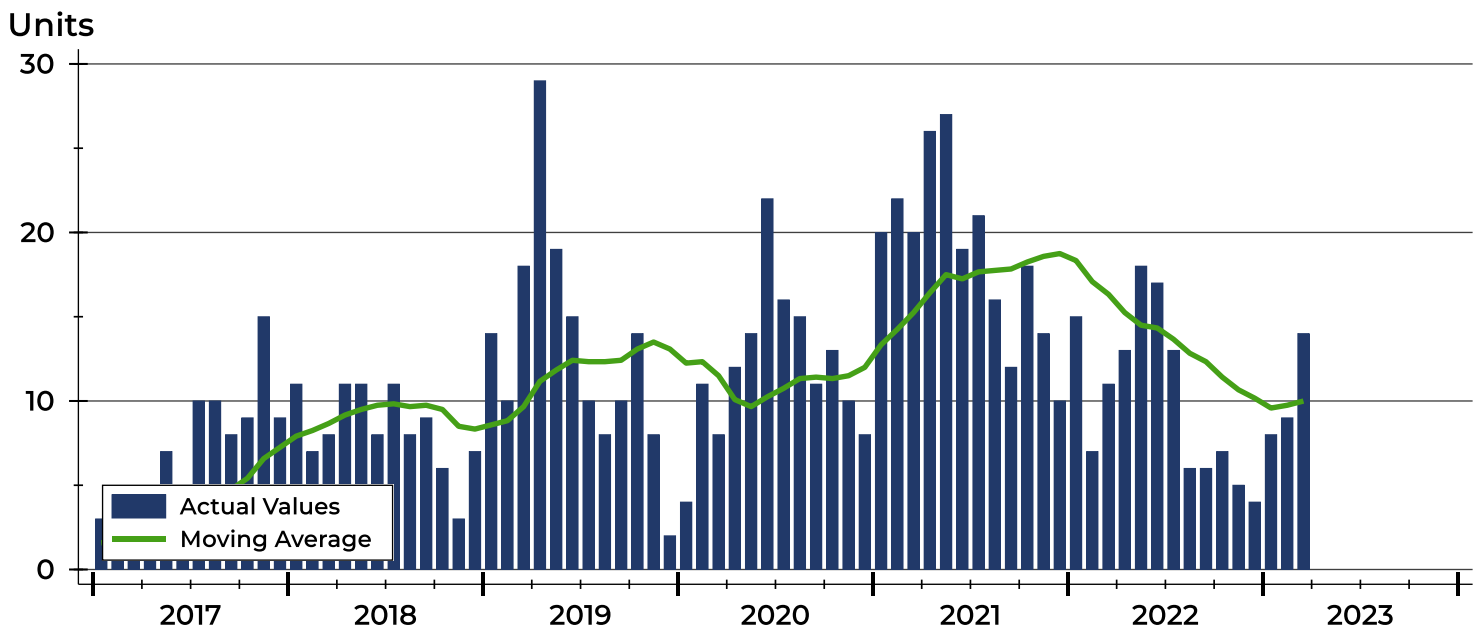
Clay County Pending Contracts Analysis

| Summary Statistics for Pending Contracts | | 2023 | End of March 2022 | Change |
|--|---------------------|---------|-------------------|--------|
| Pending Contracts | | 14 | 11 | 27.3% |
| Volume (1,000s) | | 2,760 | 1,701 | 62.3% |
| Average | List Price | 197,150 | 154,636 | 27.5% |
| | Days on Market | 67 | 57 | 17.5% |
| | Percent of Original | 96.2% | 96.4% | -0.2% |
| Median | List Price | 185,000 | 145,000 | 27.6% |
| | Days on Market | 15 | 39 | -61.5% |
| | Percent of Original | 100.0% | 100.0% | 0.0% |

A total of 14 listings in Clay County had contracts pending at the end of March, up from 11 contracts pending at the end of March 2022.

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

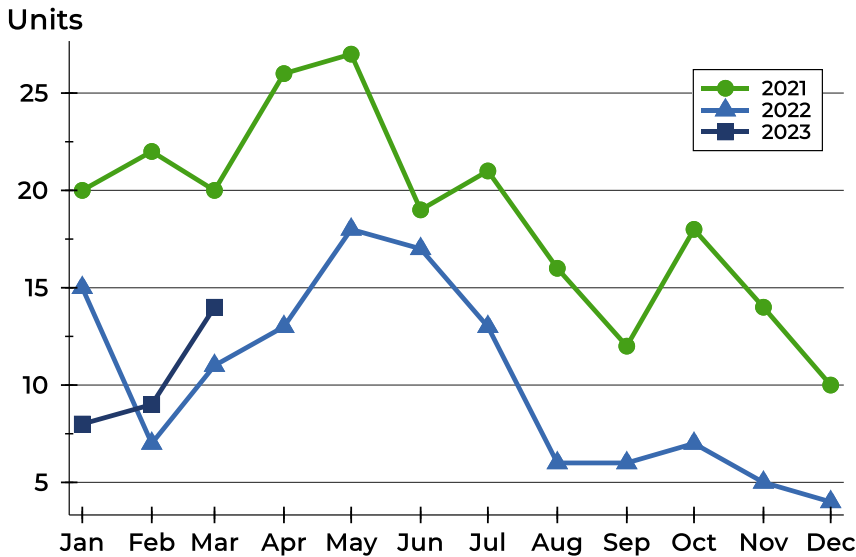
History of Pending Contracts





Clay County Pending Contracts Analysis

Pending Contracts by Month



| Month | 2021 | 2022 | 2023 |
|-----------|------|------|-----------|
| January | 20 | 15 | 8 |
| February | 22 | 7 | 9 |
| March | 20 | 11 | 14 |
| April | 26 | 13 | |
| May | 27 | 18 | |
| June | 19 | 17 | |
| July | 21 | 13 | |
| August | 16 | 6 | |
| September | 12 | 6 | |
| October | 18 | 7 | |
| November | 14 | 5 | |
| December | 10 | 4 | |

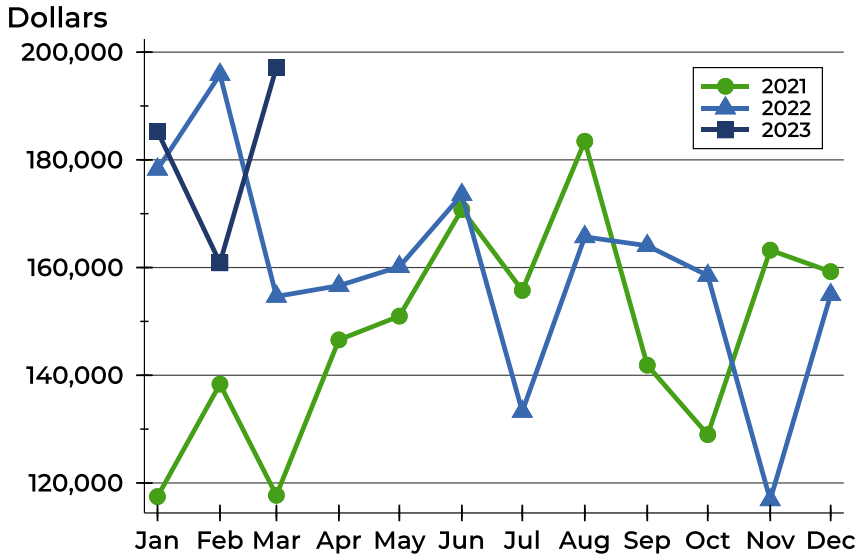
Pending Contracts by Price Range

| Price Range | Pending Contracts | | List Price | | Days on Market | | Price as % of Orig. | |
|---------------------|-------------------|---------|------------|---------|----------------|------|---------------------|--------|
| | Number | Percent | Average | Median | Avg. | Med. | Avg. | Med. |
| Below \$25,000 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A |
| \$25,000-\$49,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A |
| \$50,000-\$99,999 | 1 | 7.1% | 79,900 | 79,900 | 8 | 8 | 100.0% | 100.0% |
| \$100,000-\$124,999 | 1 | 7.1% | 100,000 | 100,000 | 218 | 218 | 71.4% | 71.4% |
| \$125,000-\$149,999 | 3 | 21.4% | 135,467 | 135,000 | 118 | 166 | 98.0% | 98.1% |
| \$150,000-\$174,999 | 2 | 14.3% | 159,950 | 159,950 | 7 | 7 | 100.0% | 100.0% |
| \$175,000-\$199,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A |
| \$200,000-\$249,999 | 4 | 28.6% | 220,975 | 219,450 | 9 | 9 | 100.0% | 100.0% |
| \$250,000-\$299,999 | 1 | 7.1% | 265,000 | 265,000 | 42 | 42 | 100.0% | 100.0% |
| \$300,000-\$399,999 | 2 | 14.3% | 352,500 | 352,500 | 132 | 132 | 90.9% | 90.9% |
| \$400,000-\$499,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A |
| \$500,000-\$749,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A |
| \$750,000-\$999,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A |
| \$1,000,000 and up | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A |



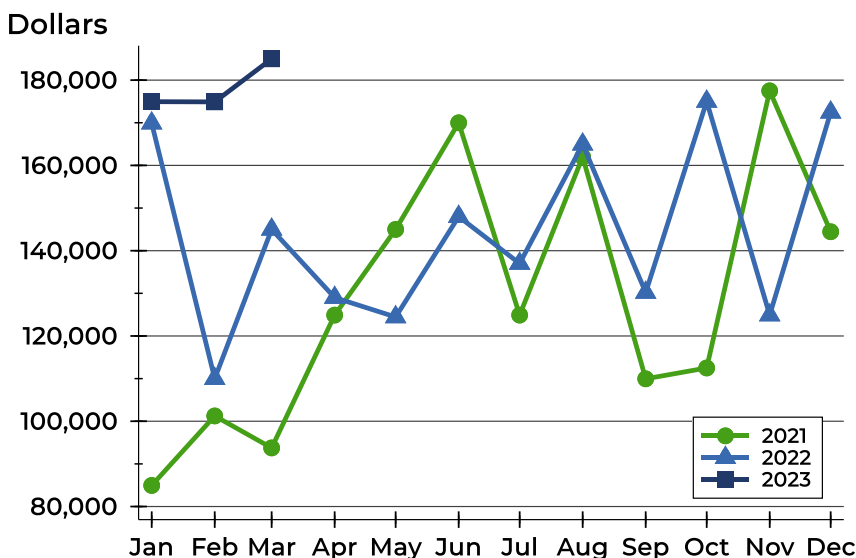
Clay County Pending Contracts Analysis

Average Price



| Month | 2021 | 2022 | 2023 |
|-----------|---------|---------|----------------|
| January | 117,463 | 178,233 | 185,300 |
| February | 138,357 | 195,843 | 160,878 |
| March | 117,703 | 154,636 | 197,150 |
| April | 146,569 | 156,638 | |
| May | 150,981 | 160,156 | |
| June | 170,784 | 173,524 | |
| July | 155,752 | 133,269 | |
| August | 183,456 | 165,700 | |
| September | 141,875 | 164,050 | |
| October | 128,977 | 158,514 | |
| November | 163,235 | 116,860 | |
| December | 159,239 | 154,950 | |

Median Price

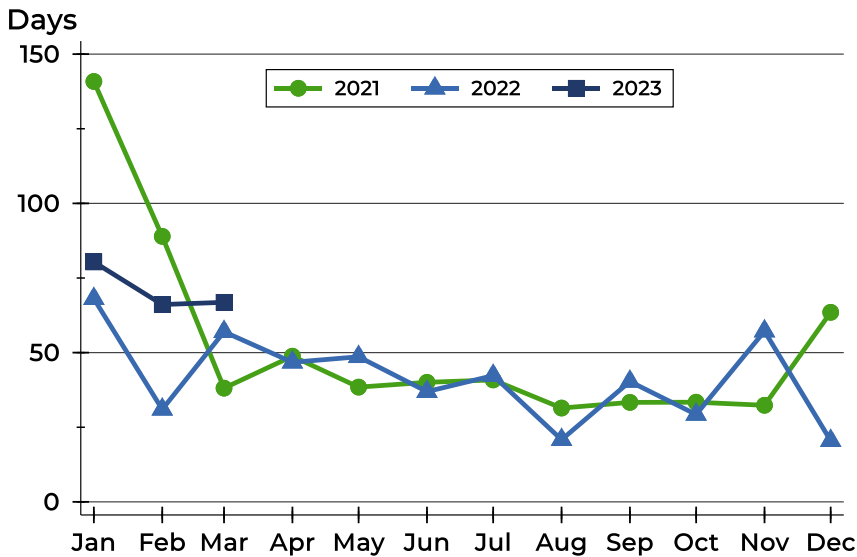


| Month | 2021 | 2022 | 2023 |
|-----------|---------|---------|----------------|
| January | 84,950 | 169,900 | 174,950 |
| February | 101,250 | 110,000 | 174,900 |
| March | 93,750 | 145,000 | 185,000 |
| April | 124,900 | 129,000 | |
| May | 145,000 | 124,450 | |
| June | 170,000 | 148,000 | |
| July | 124,900 | 137,000 | |
| August | 162,000 | 164,950 | |
| September | 109,950 | 130,200 | |
| October | 112,500 | 175,000 | |
| November | 177,495 | 124,900 | |
| December | 144,450 | 172,450 | |



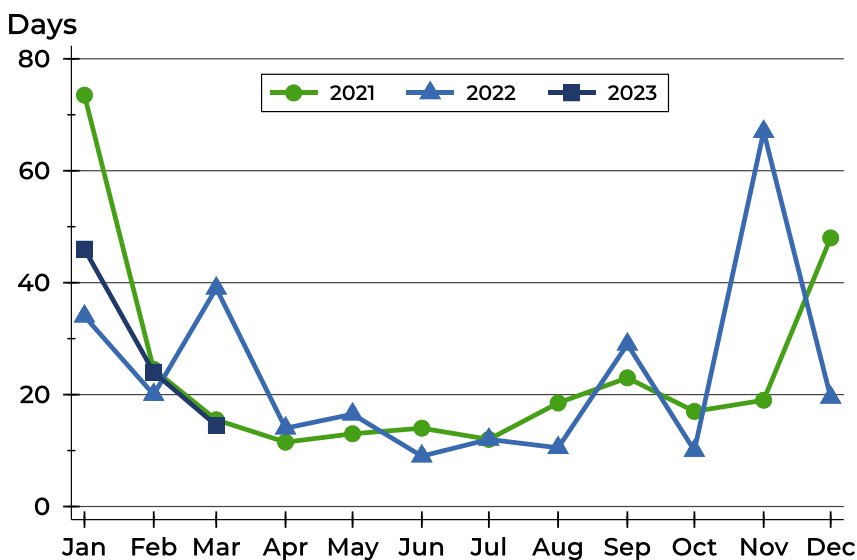
Clay County Pending Contracts Analysis

Average DOM



| Month | 2021 | 2022 | 2023 |
|-----------|------|------|-----------|
| January | 141 | 68 | 80 |
| February | 89 | 31 | 66 |
| March | 38 | 57 | 67 |
| April | 49 | 47 | |
| May | 38 | 49 | |
| June | 40 | 37 | |
| July | 41 | 42 | |
| August | 31 | 21 | |
| September | 33 | 40 | |
| October | 33 | 29 | |
| November | 32 | 57 | |
| December | 64 | 21 | |

Median DOM



| Month | 2021 | 2022 | 2023 |
|-----------|------|------|-----------|
| January | 74 | 34 | 46 |
| February | 25 | 20 | 24 |
| March | 16 | 39 | 15 |
| April | 12 | 14 | |
| May | 13 | 17 | |
| June | 14 | 9 | |
| July | 12 | 12 | |
| August | 19 | 11 | |
| September | 23 | 29 | |
| October | 17 | 10 | |
| November | 19 | 67 | |
| December | 48 | 20 | |