

MARKET OVERVIEW >>

FHAR Jurisdiction Home Sales Fell in July

Total home sales in the Flint Hills Association eight-county jurisdiction fell last month to 261 units, compared to 303 units in July 2020. Total sales volume was \$55.3 million, down from a year earlier.

The median sale price in July was \$196,000, up from \$180,000 a year earlier. Homes that sold in July were typically on the market for 6 days and sold for 100.0% of their list prices.

FHAR Jurisdiction Active Listings Down at End of July

The total number of active listings in the Flint Hills Association eight-county jurisdiction at the end of July was 434 units, down from 578 at the same point in 2020. This represents a 2.1 months' supply of homes available for sale. The median list price of homes on the market at the end of July was \$179,900.

During July, a total of 236 contracts were written up from 229 in July 2020. At the end of the month, there were 435 contracts pending, compared to 374 at the end of July 2020.

Flint Hills Association Eight-County Jurisdiction				
Current Month		July		
Summary Statistics		2021	2020	Change
Home Sales		261	303	-13.9%
Active Listings		434	578	-24.9%
Months' Supply		2.1	3.3	-38.3%
New Listings		285	250	14.0%
Contracts Written		236	229	3.1%
Pending Contracts		435	374	16.3%
Sales Volume (1,000s)		55,321	59,120	-6.4%
Average	Sale Price	211,958	195,117	8.6%
	List Price of Actives	221,336	210,516	5.1%
	Days on Market	23	70	-67.6%
	Percent of List	99.3%	97.4%	1.9%
	Percent of Original	98.7%	95.4%	3.4%
Median	Sale Price	196,000	180,000	8.9%
	List Price of Actives	179,900	164,950	9.1%
	Days on Market	6	28	-78.6%
	Percent of List	100.0%	98.9%	1.2%
	Percent of Original	100.0%	97.9%	2.1%

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The Flint Hills MLS statistical reports are one of the many benefits you receive from being a member of the Flint Hills Association of REALTORS®. Through a partnership with the Kansas Association of REALTORS®, we will send you these reports each month to help you better serve your clients and promote your business.

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THREE-YEAR COMPARISONS

SUMMARY >>

BREAKDOWNS BY HOME TYPE
**FLINT HILLS ASSOCIATION EIGHT-COUNTY
 JURISDICTION**
 AS OF 8/8/2021

July MLS Statistics By Property Type		2021			2020			2019		
		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		261	255	6	303	288	15	177	165	12
Change from prior year		-13.9%	-11.5%	-60.0%	71.2%	74.5%	25.0%	-15.7%	-14.5%	-29.4%
Active Listings		434	398	36	578	546	32	897	851	46
Change from prior year		-24.9%	-27.1%	12.5%	-35.6%	-35.8%	-30.4%	-2.0%	1.3%	-38.7%
Months' Supply		2.1	2.0	3.8	3.3	3.3	3.5	6.1	6.2	4.5
Change from prior year		-38.3%	-40.6%	10.5%	-45.0%	-46.1%	-23.5%	-15.7%	-15.8%	-23.1%
New Listings		285	274	11	250	237	13	269	252	17
Change from prior year		14.0%	15.6%	-15.4%	-7.1%	-6.0%	-23.5%	24.5%	24.1%	30.8%
Contracts Written		236	231	5	229	212	17	166	155	11
Change from prior year		3.1%	9.0%	-70.6%	38.0%	36.8%	54.5%	9.9%	14.0%	-26.7%
Pending Contracts		435	410	25	374	353	21	262	247	15
Change from prior year		16.3%	16.1%	19.0%	42.7%	42.9%	40.0%	5.6%	10.3%	-37.5%
Sales Volume (1,000s)		55,321	53,529	1,792	59,120	54,543	4,578	34,130	30,831	3,299
Change from prior year		-6.4%	-1.9%	-60.9%	73.2%	76.9%	38.7%	-12.7%	-10.8%	-27.8%
Average	Sale Price	211,958	209,919	298,625	195,117	189,385	305,167	192,826	186,854	274,939
	Change from prior year	8.6%	10.8%	-2.1%	1.2%	1.4%	11.0%	3.5%	4.4%	2.3%
	List Price of Actives	221,336	210,151	344,983	210,516	204,149	319,159	192,177	187,488	278,911
	Change from prior year	5.1%	2.9%	8.1%	9.5%	8.9%	14.4%	0.0%	2.0%	-2.9%
	Days on Market	23	23	6	70	71	41	83	82	94
	Change from prior year	-67.6%	-67.8%	-84.8%	-15.5%	-12.9%	-56.5%	9.5%	12.7%	-13.6%
Median	Percent of List	99.3%	99.3%	99.1%	97.4%	97.3%	100.0%	96.8%	96.5%	100.9%
	Change from prior year	1.9%	2.1%	-0.9%	0.6%	0.8%	-1.0%	-1.3%	-1.4%	0.6%
	Percent of Original	98.7%	98.7%	99.4%	95.4%	95.2%	99.8%	94.2%	93.8%	99.8%
	Change from prior year	3.4%	3.6%	-0.3%	1.3%	1.5%	0.0%	-1.6%	-1.7%	0.8%
	Sale Price	196,000	195,000	302,825	180,000	175,000	295,500	180,000	174,900	276,600
	Change from prior year	8.9%	11.4%	2.5%	0.0%	0.1%	6.8%	6.5%	8.0%	10.6%
List Price of Actives	179,900	170,000	352,450	164,950	159,900	295,250	158,000	149,900	256,500	
Change from prior year	9.1%	6.3%	19.4%	4.4%	6.7%	15.1%	-4.2%	-0.1%	3.6%	
Days on Market	6	6	7	28	28	18	46	44	70	
Change from prior year	-78.6%	-78.6%	-61.1%	-39.1%	-36.4%	-74.3%	-6.1%	-6.4%	-18.6%	
Percent of List	100.0%	100.0%	100.1%	98.9%	98.8%	100.0%	98.4%	98.2%	100.0%	
Change from prior year	1.2%	1.2%	0.1%	0.5%	0.6%	0.0%	0.0%	-0.1%	0.0%	
Percent of Original	100.0%	100.0%	100.1%	97.9%	97.8%	100.0%	96.6%	96.3%	98.4%	
Change from prior year	2.1%	2.3%	0.1%	1.4%	1.5%	1.6%	-0.3%	-0.4%	0.1%	

YEAR-TO-DATE STATISTICS

SUMMARY >>

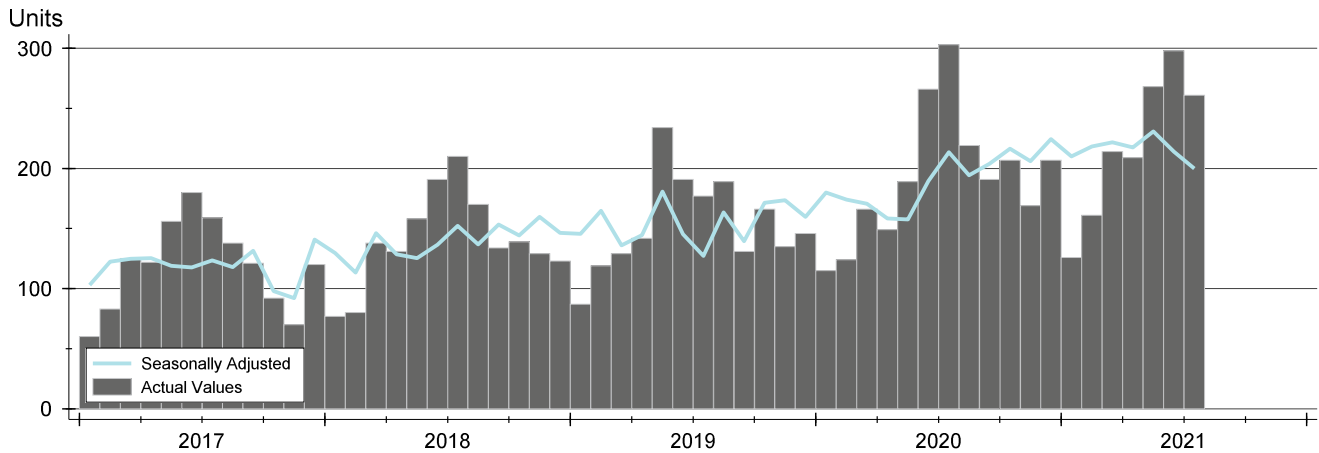
**YTD BREAKDOWNS BY HOME TYPE
FLINT HILLS ASSOCIATION EIGHT-COUNTY
JURISDICTION
AS OF 8/8/2021**

Year-to-Date Activity By Property Type		2021			2020			2019		
		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		1,537	1,467	70	1,312	1,248	64	1,079	1,008	71
Change from prior year		17.1%	17.5%	9.4%	21.6%	23.8%	-9.9%	9.5%	13.8%	-28.3%
New Listings		1,953	1,874	79	1,798	1,706	92	1,862	1,787	75
Change from prior year		8.6%	9.8%	-14.1%	-3.4%	-4.5%	22.7%	1.0%	5.0%	-46.8%
Contracts Written		1,725	1,646	79	1,472	1,397	75	1,161	1,088	73
Change from prior year		17.2%	17.8%	5.3%	26.8%	28.4%	2.7%	7.8%	12.5%	-33.6%
Sales Volume (1,000s)		312,944	289,223	23,722	247,856	228,694	19,162	202,131	182,041	20,090
Change from prior year		26.3%	26.5%	23.8%	22.6%	25.6%	-4.6%	5.0%	10.4%	-27.5%
Average	Sale Price	203,607	197,153	338,882	188,915	183,249	299,406	187,332	180,597	282,955
	Change from prior year	7.8%	7.6%	13.2%	0.8%	1.5%	5.8%	-4.2%	-2.9%	1.0%
	Days on Market	40	39	74	72	72	82	77	75	95
	Change from prior year	-44.5%	-46.4%	-10.1%	-5.4%	-4.4%	-13.1%	-1.2%	-0.2%	-1.0%
	Percent of List	98.9%	98.8%	100.3%	97.0%	96.8%	100.1%	97.2%	97.0%	100.8%
Change from prior year	2.0%	2.1%	0.2%	-0.3%	-0.2%	-0.7%	-0.3%	-0.3%	0.5%	
Median	Sale Price	186,000	180,000	326,150	175,000	169,700	275,000	172,000	165,000	275,000
	Change from prior year	6.3%	6.1%	18.6%	1.7%	2.8%	0.0%	-6.5%	-3.7%	3.8%
	Days on Market	10	9	49	35	35	33	43	42	77
	Change from prior year	-71.4%	-74.3%	49.2%	-18.6%	-16.7%	-57.8%	-2.3%	-2.3%	11.6%
	Percent of List	100.0%	100.0%	100.0%	98.4%	98.2%	100.0%	98.2%	98.1%	100.0%
Change from prior year	1.7%	1.8%	0.0%	0.2%	0.2%	0.0%	-0.2%	-0.1%	0.0%	
Percent of Original		100.0%	100.0%	100.0%	97.2%	97.1%	100.0%	96.9%	96.6%	100.0%
	Change from prior year	2.8%	3.0%	0.0%	0.4%	0.6%	0.0%	-0.1%	-0.2%	0.3%

CLOSED LISTINGS ANALYSIS

**FLINT HILLS ASSOCIATION EIGHT-COUNTY
JURISDICTION
ALL HOMES (NEW & EXISTING)
AS OF 8/8/2021**

HISTORY >>



SUMMARY >>

Summary Statistics for Closed Listings		July			Year-to-Date		
		2021	2020	Change	2021	2020	Change
Closed Listings		261	303	-13.9%	1,537	1,312	17.1%
Volume (1,000s)		55,321	59,120	-6.4%	312,944	247,856	26.3%
Average	Sale Price	211,958	195,117	8.6%	203,607	188,915	7.8%
	Days on Market	23	70	-67.6%	40	72	-44.5%
	Percent of List	99.3%	97.4%	1.9%	98.9%	97.0%	2.0%
	Percent of Original	98.7%	95.4%	3.4%	97.7%	94.7%	3.3%
Median	Sale Price	196,000	180,000	8.9%	186,000	175,000	6.3%
	Days on Market	6	28	-78.6%	10	35	-71.4%
	Percent of List	100.0%	98.9%	1.2%	100.0%	98.4%	1.7%
	Percent of Original	100.0%	97.9%	2.1%	100.0%	97.2%	2.8%

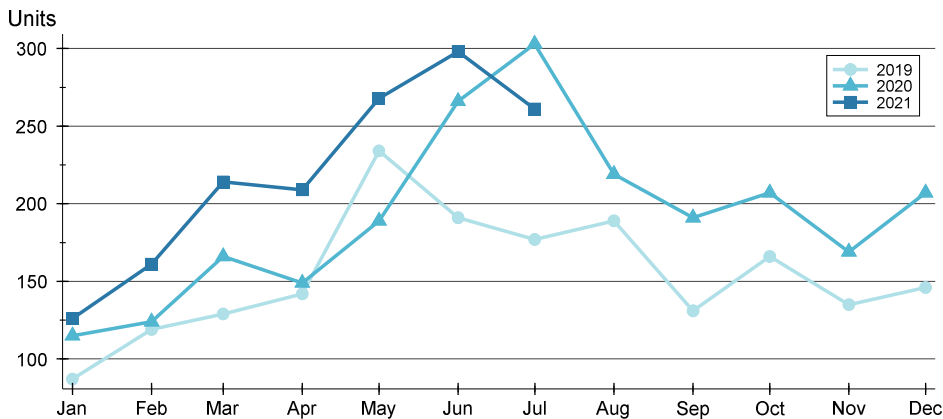
A total of 261 homes sold in the Flint Hills Association eight-county jurisdiction in July, down from 303 units in July 2020. Total sales volume fell to \$55.3 million compared to \$59.1 million in the previous year.

The median sales price in July was \$196,000, up 8.9% compared to the prior year. Median days on market was 6 days, the same as June, and down from 28 in July 2020.

CLOSED LISTINGS ANALYSIS

**FLINT HILLS ASSOCIATION EIGHT-COUNTY
JURISDICTION
ALL HOMES (NEW & EXISTING)
AS OF 8/8/2021**

BY MONTH >>



Month	2019	2020	2021
January	87	115	126
February	119	124	161
March	129	166	214
April	142	149	209
May	234	189	268
June	191	266	298
July	177	303	261
August	189	219	
September	131	191	
October	166	207	
November	135	169	
December	146	207	

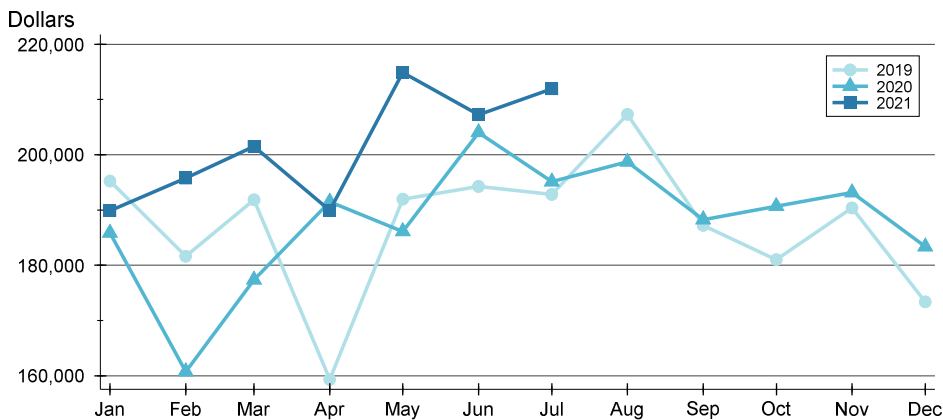
BY PRICE RANGE >>

Price Range	Sales			Sale Price		Days on Market		Price as % of List		Price as % of Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median	Average	Median
Below \$25,000	2	0.8%	40	19,900	19,900	66	66	99.8%	99.8%	74.8%	74.8%
\$25,000-\$49,999	6	2.3%	185	30,800	29,900	34	30	82.2%	82.9%	81.2%	82.9%
\$50,000-\$99,999	18	6.9%	1,428	79,343	82,838	74	35	93.6%	95.8%	90.6%	89.3%
\$100,000-\$124,999	23	8.8%	2,596	112,878	114,000	22	6	99.8%	100.0%	100.3%	100.0%
\$125,000-\$149,999	29	11.1%	4,067	140,228	143,000	28	11	98.5%	100.0%	98.6%	100.0%
\$150,000-\$174,999	18	6.9%	2,970	165,022	167,500	12	6	100.3%	100.0%	99.8%	100.0%
\$175,000-\$199,999	39	14.9%	7,288	186,878	188,000	11	6	100.5%	100.0%	100.2%	100.0%
\$200,000-\$249,999	56	21.5%	12,872	229,862	232,750	10	3	100.1%	100.0%	100.0%	100.0%
\$250,000-\$299,999	27	10.3%	7,373	273,083	270,500	19	10	101.0%	100.0%	100.1%	100.0%
\$300,000-\$399,999	33	12.6%	11,346	343,815	343,000	30	5	101.2%	100.2%	101.0%	100.2%
\$400,000-\$499,999	5	1.9%	2,395	479,000	480,000	3	2	99.8%	101.1%	99.8%	101.1%
\$500,000-\$749,999	5	1.9%	2,761	552,100	542,500	31	2	97.9%	98.4%	96.3%	98.4%
\$750,000-\$999,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
All price ranges	261	100.0%	55,321	211,958	196,000	23	6	99.3%	100.0%	98.7%	100.0%

CLOSED LISTINGS ANALYSIS

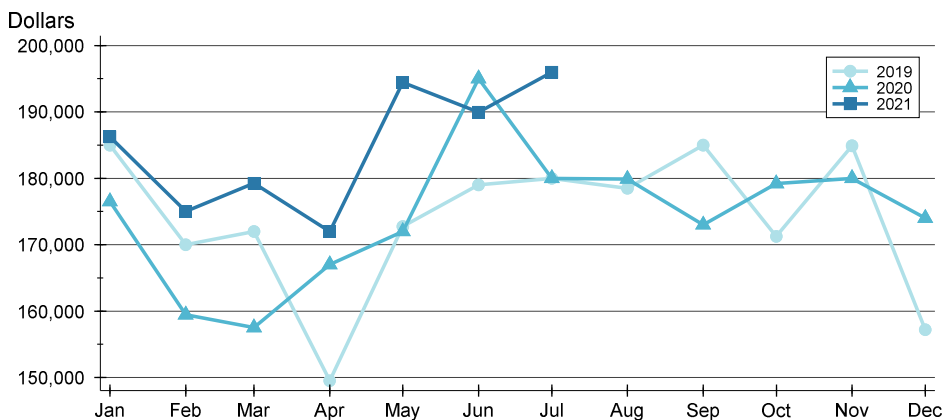
**FLINT HILLS ASSOCIATION EIGHT-COUNTY
JURISDICTION
ALL HOMES (NEW & EXISTING)
AS OF 8/8/2021**

AVERAGE PRICE >>



Month	2019	2020	2021
January	195,233	185,848	189,873
February	181,621	160,770	195,791
March	191,857	177,383	201,520
April	159,326	191,474	189,928
May	191,975	186,136	214,907
June	194,277	204,033	207,254
July	192,826	195,117	211,958
August	207,314	198,716	
September	187,222	188,275	
October	181,021	190,691	
November	190,378	193,146	
December	173,381	183,358	

MEDIAN PRICE >>

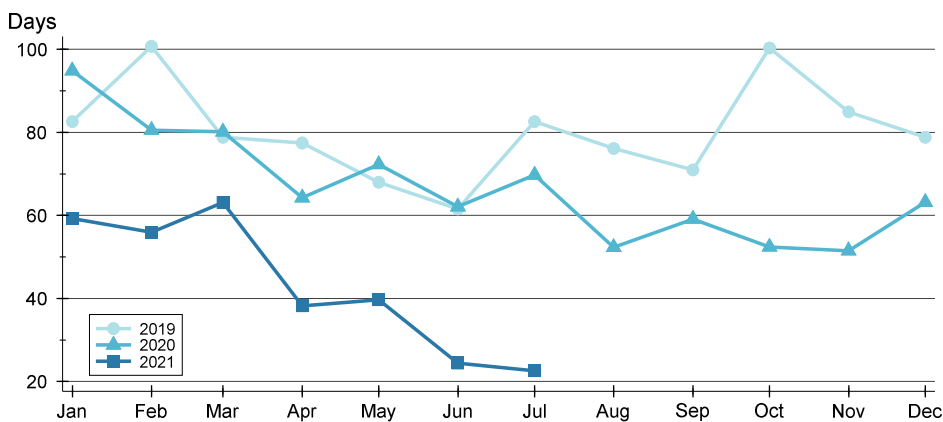


Month	2019	2020	2021
January	185,000	176,500	186,250
February	170,000	159,450	175,000
March	172,000	157,500	179,250
April	149,500	167,000	172,000
May	172,750	172,000	194,450
June	179,000	195,000	189,950
July	180,000	180,000	196,000
August	178,500	179,900	
September	185,000	173,000	
October	171,250	179,200	
November	184,900	180,000	
December	157,200	174,000	

CLOSED LISTINGS ANALYSIS

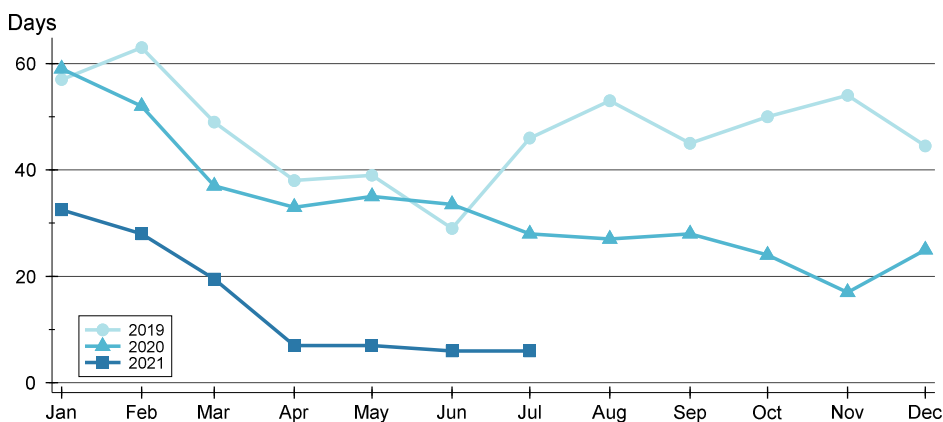
**FLINT HILLS ASSOCIATION EIGHT-COUNTY
JURISDICTION
ALL HOMES (NEW & EXISTING)
AS OF 8/8/2021**

AVERAGE DOM >>



Month	2019	2020	2021
January	83	95	59
February	101	81	56
March	79	80	63
April	77	64	38
May	68	72	40
June	62	62	24
July	83	70	23
August	76	52	
September	71	59	
October	100	52	
November	85	52	
December	79	63	

MEDIAN DOM >>

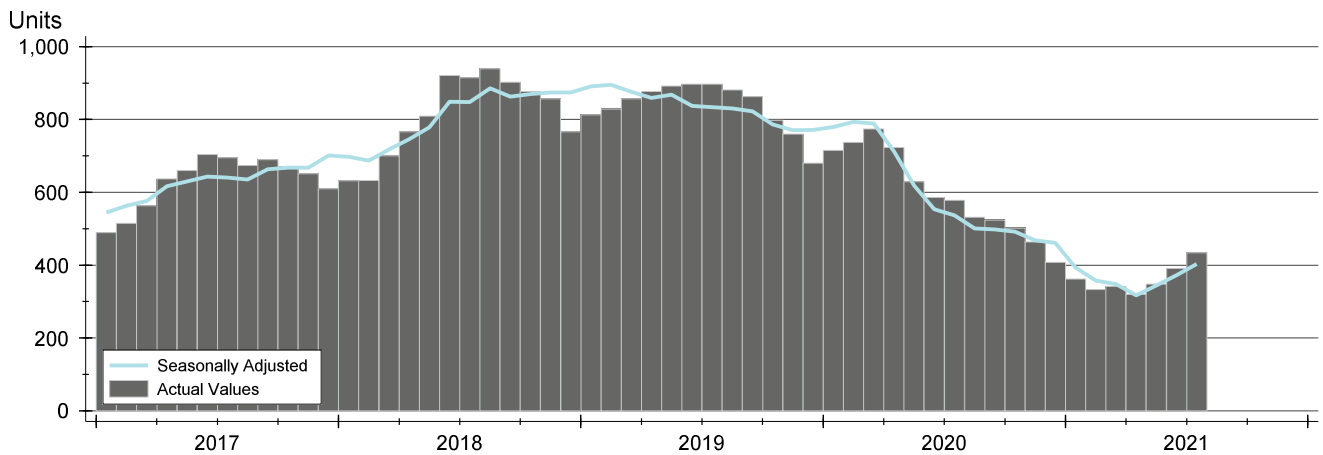


Month	2019	2020	2021
January	57	59	33
February	63	52	28
March	49	37	20
April	38	33	7
May	39	35	7
June	29	34	6
July	46	28	6
August	53	27	
September	45	28	
October	50	24	
November	54	17	
December	45	25	

ACTIVE LISTINGS ANALYSIS

**FLINT HILLS ASSOCIATION EIGHT-COUNTY
JURISDICTION
ALL HOMES (NEW & EXISTING)
AS OF 8/8/2021**

HISTORY >>



SUMMARY >>

Summary Statistics for Active Listings		End of July		
		2021	2020	Change
Active Listings		434	578	-24.9%
Months' Supply		2.1	3.3	-38.3%
Volume (1,000s)		96,060	121,678	-21.1%
Average	List Price	221,336	210,516	5.1%
	Days on Market	71	106	-32.7%
	Percent of Original	97.8%	97.4%	0.3%
Median	List Price	179,900	164,950	9.1%
	Days on Market	44	66	-33.3%
	Percent of Original	100.0%	100.0%	0.0%

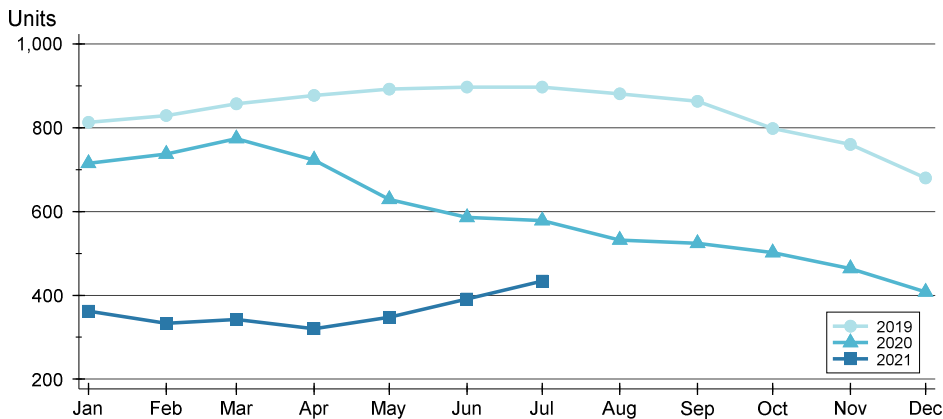
A total of 434 homes were available for sale in the Flint Hills Association eight-county jurisdiction at the end of July. This represents a 2.1 months' supply of active listings.

The median list price of homes on the market at the end of July was \$179,900, up 9.1% from 2020. The typical time on market for active listings was 44 days, down from 66 days a year earlier.

ACTIVE LISTINGS ANALYSIS

**FLINT HILLS ASSOCIATION EIGHT-COUNTY
JURISDICTION
ALL HOMES (NEW & EXISTING)
AS OF 8/8/2021**

BY MONTH >>



Month	2019	2020	2021
January	813	715	362
February	829	737	333
March	857	774	342
April	877	723	320
May	892	629	348
June	897	586	391
July	897	578	434
August	881	532	
September	863	524	
October	798	502	
November	760	464	
December	680	408	

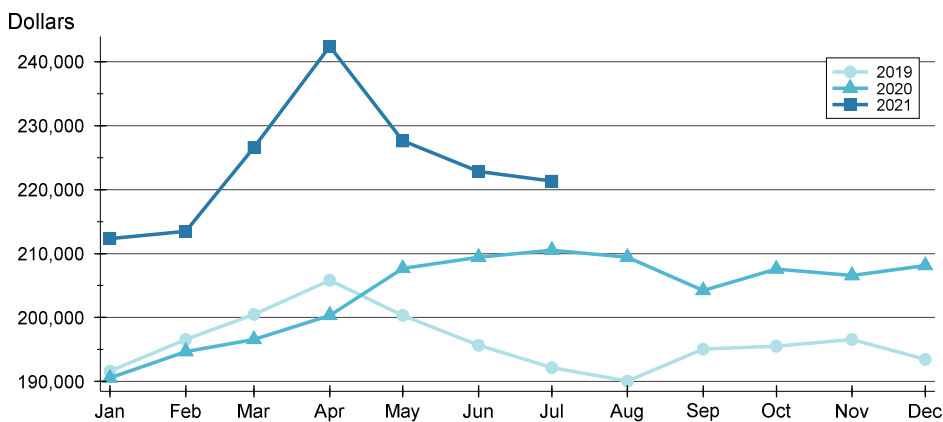
BY PRICE RANGE >>

Price Range	Active Listings			Months' Supply	List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume		Average	Median	Average	Median	Average	Median
Below \$25,000	2	0.5%	38	1.0	18,750	18,750	78	78	81.4%	81.4%
\$25,000-\$49,999	17	3.9%	700	2.8	41,188	40,000	123	67	94.7%	100.0%
\$50,000-\$99,999	58	13.4%	4,638	3.2	79,959	81,000	78	55	97.7%	100.0%
\$100,000-\$124,999	45	10.4%	5,064	2.0	112,536	112,000	61	41	97.2%	100.0%
\$125,000-\$149,999	45	10.4%	6,094	1.6	135,418	135,000	49	44	98.2%	100.0%
\$150,000-\$174,999	42	9.7%	6,897	2.3	164,219	165,000	48	34	98.5%	100.0%
\$175,000-\$199,999	36	8.3%	6,692	0.9	185,897	185,000	64	38	98.0%	100.0%
\$200,000-\$249,999	57	13.1%	12,913	1.0	226,536	225,000	84	55	97.5%	100.0%
\$250,000-\$299,999	48	11.1%	13,176	1.8	274,508	270,000	50	43	98.7%	100.0%
\$300,000-\$399,999	53	12.2%	18,549	1.6	349,979	349,900	66	44	99.5%	100.0%
\$400,000-\$499,999	9	2.1%	3,979	1.8	442,089	435,000	72	24	96.5%	100.0%
\$500,000-\$749,999	13	3.0%	7,367	2.6	566,715	565,000	132	103	94.1%	100.0%
\$750,000-\$999,999	6	1.4%	5,403	N/A	900,500	912,500	239	136	94.9%	97.2%
\$1,000,000 and up	3	0.7%	4,550	N/A	1,516,667	1,200,000	146	115	100.0%	100.0%
All price ranges	434	100.0%	96,060	1.7	221,336	179,900	71	44	97.8%	100.0%

ACTIVE LISTINGS ANALYSIS

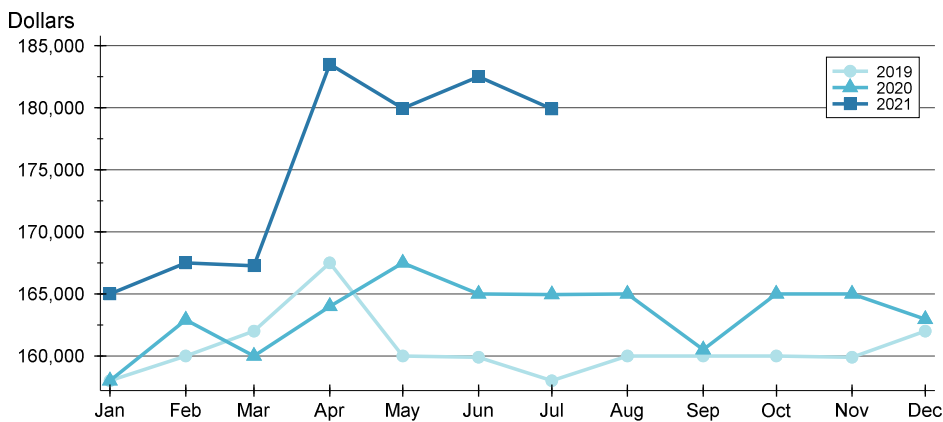
**FLINT HILLS ASSOCIATION EIGHT-COUNTY
JURISDICTION
ALL HOMES (NEW & EXISTING)
AS OF 8/8/2021**

AVERAGE PRICE >>



Month	2019	2020	2021
January	191,634	190,551	212,332
February	196,572	194,694	213,504
March	200,489	196,581	226,585
April	205,826	200,348	242,408
May	200,339	207,689	227,614
June	195,657	209,428	222,830
July	192,177	210,516	221,336
August	190,060	209,436	
September	195,056	204,237	
October	195,524	207,583	
November	196,554	206,579	
December	193,452	208,140	

MEDIAN PRICE >>

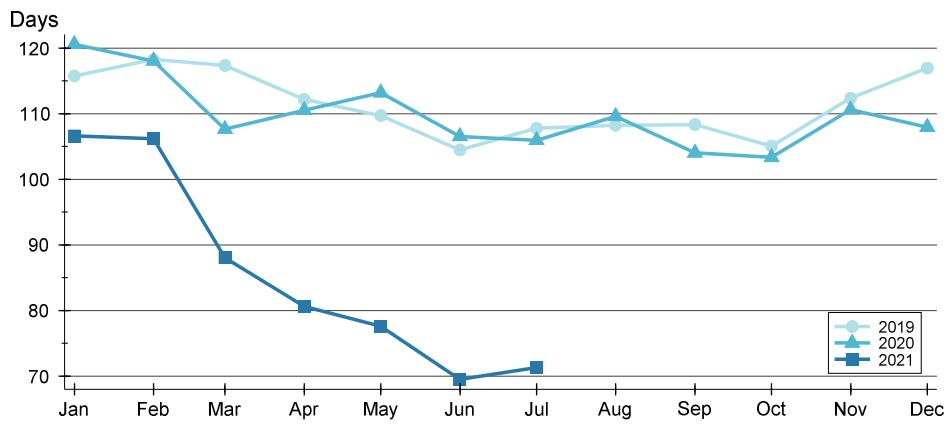


Month	2019	2020	2021
January	158,000	158,000	165,000
February	160,000	162,900	167,500
March	162,000	160,000	167,250
April	167,500	164,000	183,500
May	160,000	167,500	179,950
June	159,900	165,000	182,500
July	158,000	164,950	179,900
August	160,000	165,000	
September	160,000	160,500	
October	160,000	165,000	
November	159,900	165,000	
December	162,000	162,950	

ACTIVE LISTINGS ANALYSIS

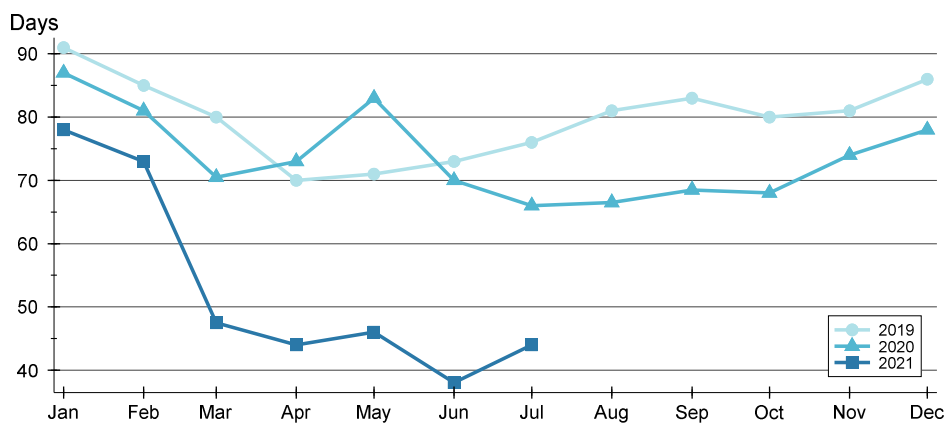
**FLINT HILLS ASSOCIATION EIGHT-COUNTY
JURISDICTION
ALL HOMES (NEW & EXISTING)
AS OF 8/8/2021**

AVERAGE DOM >>



Month	2019	2020	2021
January	116	121	107
February	118	118	106
March	117	108	88
April	112	111	81
May	110	113	78
June	104	107	69
July	108	106	71
August	108	110	
September	108	104	
October	105	103	
November	112	111	
December	117	108	

MEDIAN DOM >>

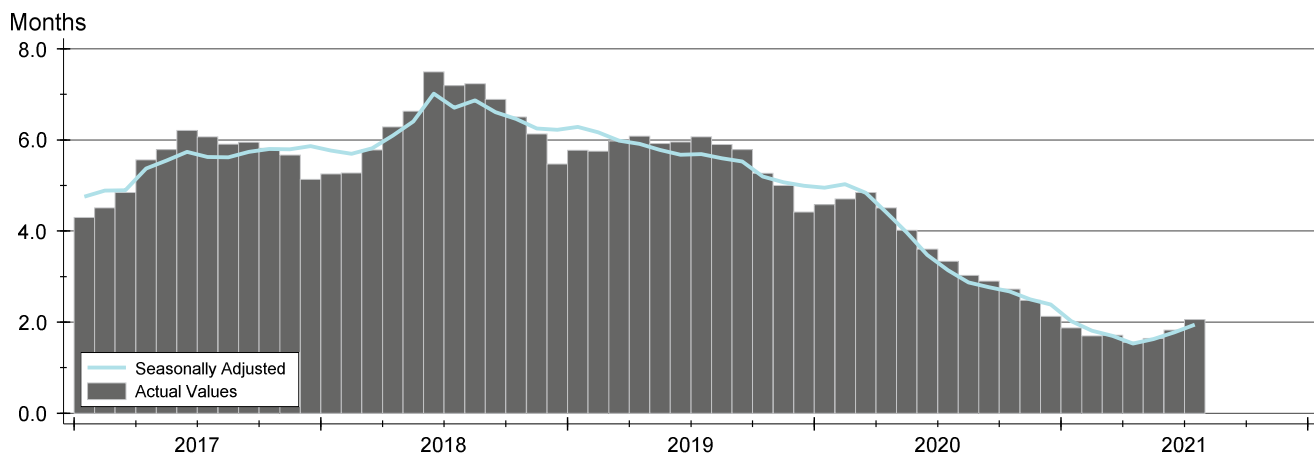


Month	2019	2020	2021
January	91	87	78
February	85	81	73
March	80	71	48
April	70	73	44
May	71	83	46
June	73	70	38
July	76	66	44
August	81	67	
September	83	69	
October	80	68	
November	81	74	
December	86	78	

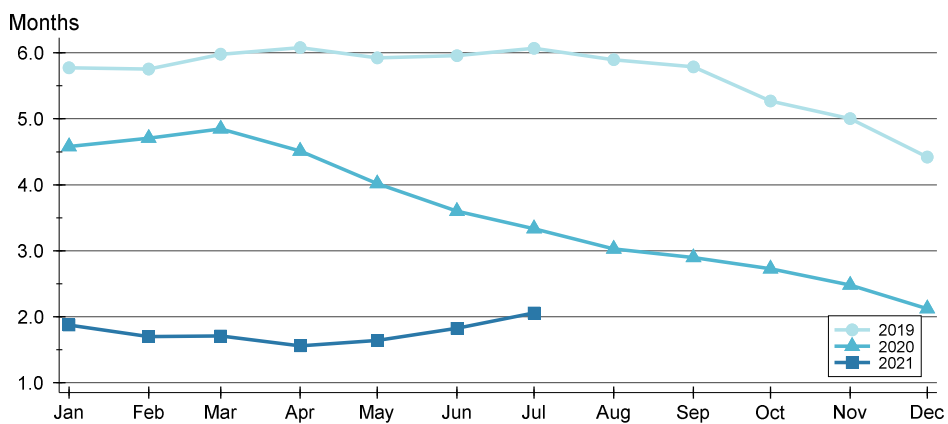
MONTHS' SUPPLY ANALYSIS

**FLINT HILLS ASSOCIATION EIGHT-COUNTY
JURISDICTION
ALL HOMES (NEW & EXISTING)
AS OF 8/8/2021**

HISTORY >>



BY MONTH >>

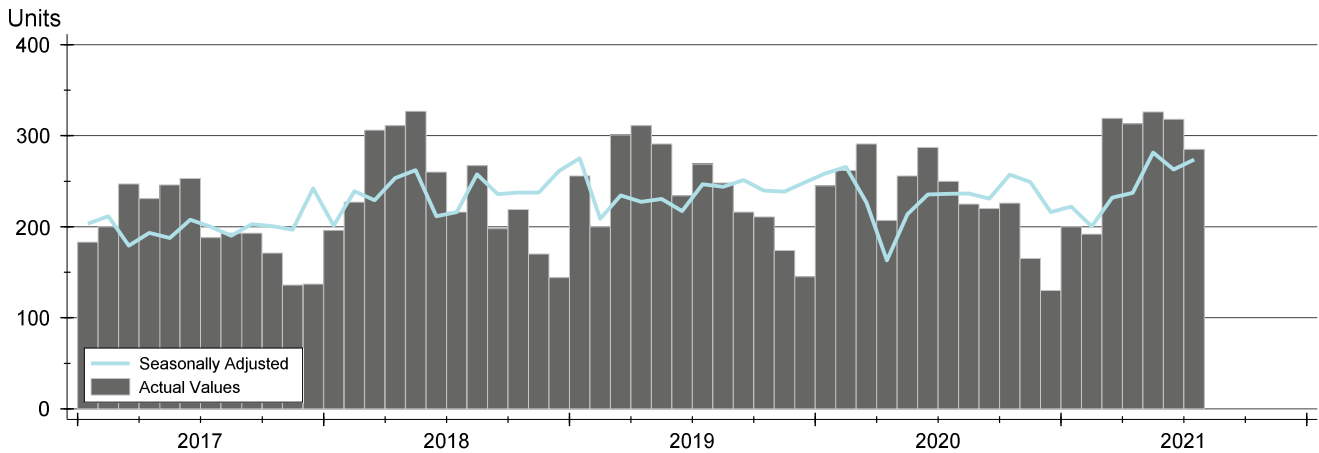


Month	2019	2020	2021
January	5.8	4.6	1.9
February	5.8	4.7	1.7
March	6.0	4.8	1.7
April	6.1	4.5	1.6
May	5.9	4.0	1.6
June	6.0	3.6	1.8
July	6.1	3.3	2.1
August	5.9	3.0	
September	5.8	2.9	
October	5.3	2.7	
November	5.0	2.5	
December	4.4	2.1	

NEW LISTINGS ANALYSIS

**FLINT HILLS ASSOCIATION EIGHT-COUNTY
JURISDICTION
ALL HOMES (NEW & EXISTING)
AS OF 8/8/2021**

HISTORY >>



SUMMARY >>

Summary Statistics for New Listings		July		
		2021	2020	Change
Current Month	New Listings	285	250	14.0%
	Volume (1,000s)	59,919	51,582	16.2%
	Average List Price	210,242	206,327	1.9%
	Median List Price	185,000	187,750	-1.5%
YTD	New Listings	1,953	1,798	8.6%
	Volume (1,000s)	415,617	357,468	16.3%
	Average List Price	212,809	198,814	7.0%
	Median List Price	190,000	179,250	6.0%

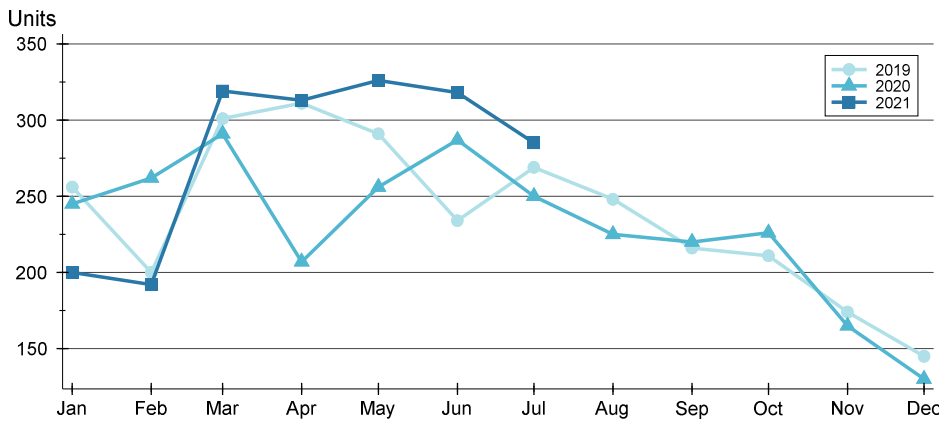
A total of 285 new listings were added in the Flint Hills Association eight-county jurisdiction during July, up 14.0% from the same month in 2020. Year-to-date the Flint Hills Association eight-county jurisdiction has seen 1,953 new listings.

The median list price of these homes was \$185,000 down from \$187,750 in 2020.

NEW LISTINGS ANALYSIS

**FLINT HILLS ASSOCIATION EIGHT-COUNTY
JURISDICTION
ALL HOMES (NEW & EXISTING)
AS OF 8/8/2021**

BY MONTH >>



Month	2019	2020	2021
January	256	245	200
February	200	262	192
March	301	291	319
April	311	207	313
May	291	256	326
June	234	287	318
July	269	250	285
August	248	225	
September	216	220	
October	211	226	
November	174	165	
December	145	130	

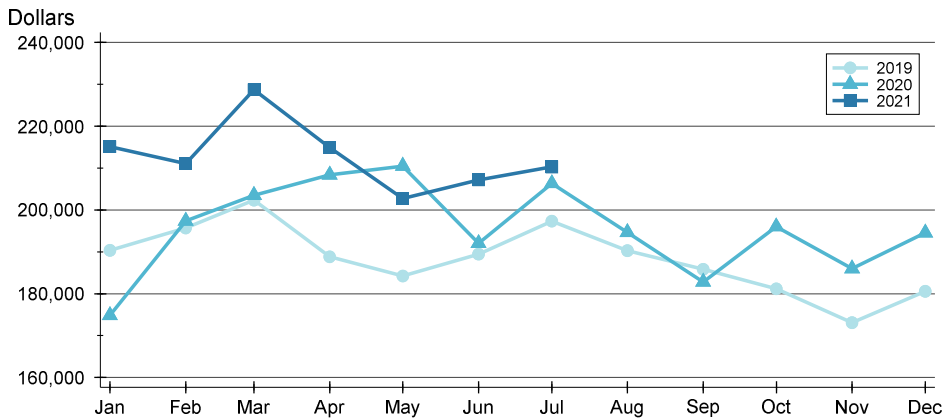
BY PRICE RANGE >>

Price Range	New Listings			List Price	
	Number	Percent	Volume	Average	Median
Below \$25,000	2	0.7%	40	20,200	20,200
\$25,000-\$49,999	4	1.4%	122	30,500	29,500
\$50,000-\$99,999	35	12.3%	2,708	77,363	79,900
\$100,000-\$124,999	22	7.7%	2,481	112,768	111,250
\$125,000-\$149,999	34	11.9%	4,688	137,887	136,750
\$150,000-\$174,999	31	10.9%	5,064	163,361	165,000
\$175,000-\$199,999	31	10.9%	5,767	186,019	185,000
\$200,000-\$249,999	40	14.0%	9,150	228,757	226,000
\$250,000-\$299,999	37	13.0%	10,115	273,389	269,000
\$300,000-\$399,999	34	11.9%	11,841	348,253	348,250
\$400,000-\$499,999	8	2.8%	3,428	428,475	422,500
\$500,000-\$749,999	6	2.1%	3,415	569,133	560,000
\$750,000-\$999,999	0	0.0%	0	N/A	N/A
\$1,000,000 and up	1	0.4%	1,100	1,100,000	1,100,000
All price ranges	285	100.0%	59,919	210,242	185,000

NEW LISTINGS ANALYSIS

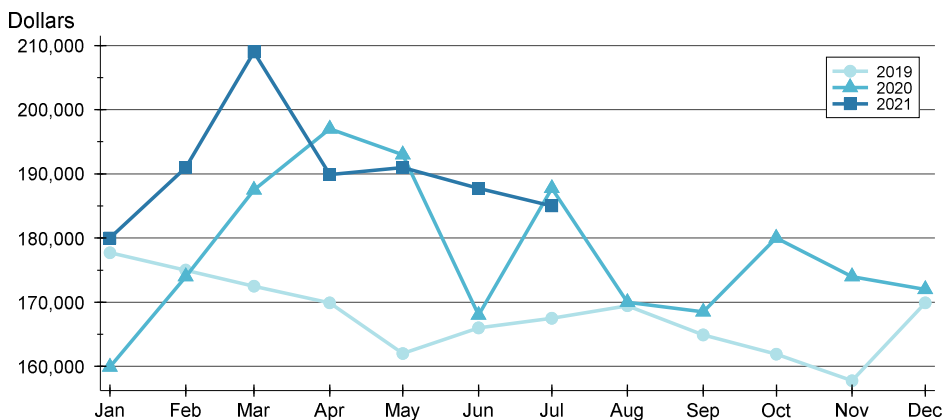
**FLINT HILLS ASSOCIATION EIGHT-COUNTY
JURISDICTION
ALL HOMES (NEW & EXISTING)
AS OF 8/8/2021**

AVERAGE PRICE >>



Month	2019	2020	2021
January	190,353	174,831	215,098
February	195,685	197,342	211,056
March	202,333	203,512	228,685
April	188,812	208,370	214,826
May	184,221	210,466	202,726
June	189,446	192,040	207,157
July	197,324	206,327	210,242
August	190,270	194,646	194,646
September	185,832	182,814	182,814
October	181,166	196,017	196,017
November	173,087	185,957	185,957
December	180,580	194,515	194,515

MEDIAN PRICE >>

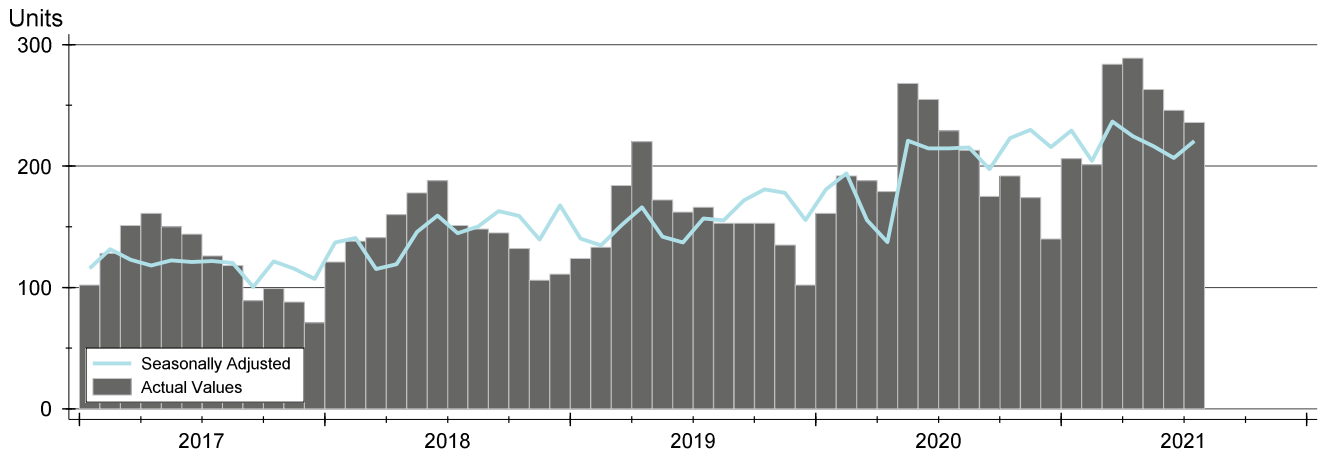


Month	2019	2020	2021
January	177,700	159,900	180,000
February	175,000	174,000	191,000
March	172,500	187,500	209,000
April	169,900	197,000	189,900
May	162,000	193,000	191,000
June	166,000	168,000	187,750
July	167,500	187,750	185,000
August	169,450	170,000	170,000
September	164,900	168,500	168,500
October	161,900	180,000	180,000
November	157,750	174,000	174,000
December	169,900	172,000	172,000

CONTRACTS WRITTEN ANALYSIS

**FLINT HILLS ASSOCIATION EIGHT-COUNTY
JURISDICTION
ALL HOMES (NEW & EXISTING)
AS OF 8/8/2021**

HISTORY >>



SUMMARY >>

Summary Statistics for Contracts Written		July			Year-to-Date		
		2021	2020	Change	2021	2020	Change
Closed Listings		236	229	3.1%	1,725	1,472	17.2%
Volume (1,000s)		48,842	45,976	6.2%	362,302	287,589	26.0%
Average	Sale Price	206,958	200,768	3.1%	210,030	195,373	7.5%
	Days on Market	28	68	-58.6%	36	67	-46.5%
	Percent of Original	98.4%	95.7%	2.8%	98.2%	95.1%	3.3%
Median	Sale Price	186,500	174,900	6.6%	190,000	179,700	5.7%
	Days on Market	11	31	-64.5%	9	32	-71.9%
	Percent of Original	100.0%	98.0%	2.0%	100.0%	97.5%	2.6%

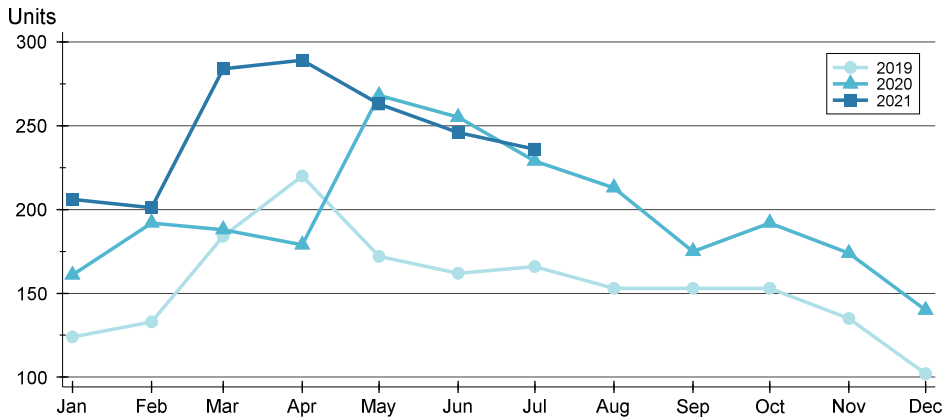
A total of 236 contracts for sale were written in the Flint Hills Association eight-county jurisdiction during the month of July, up from 229 in 2020. The median list price of these homes was \$186,500, up from \$174,900

Half of the homes that went under contract in July were on the market less than 11 days, compared to 31 days in July 2020.

CONTRACTS WRITTEN ANALYSIS

**FLINT HILLS ASSOCIATION EIGHT-COUNTY
JURISDICTION
ALL HOMES (NEW & EXISTING)
AS OF 8/8/2021**

BY MONTH >>



Month	2019	2020	2021
January	124	161	206
February	133	192	201
March	184	188	284
April	220	179	289
May	172	268	263
June	162	255	246
July	166	229	236
August	153	213	
September	153	175	
October	153	192	
November	135	174	
December	102	140	

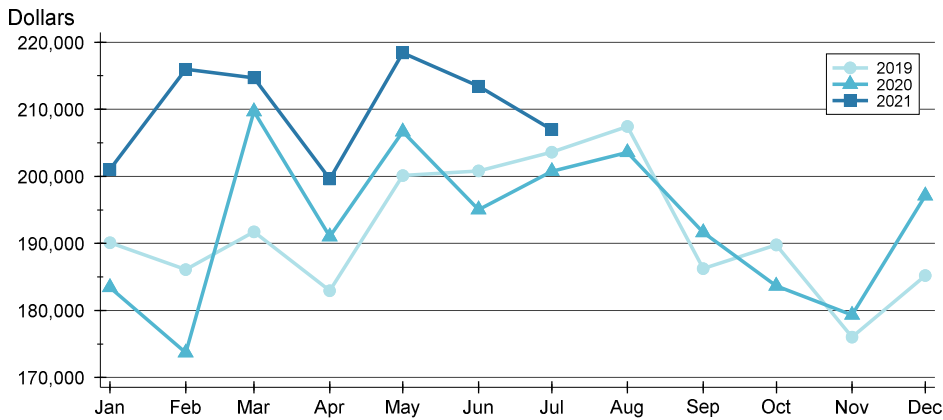
BY PRICE RANGE >>

Price Range	Contracts Written			List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median
Below \$25,000	1	0.4%	25	24,900	24,900	4	4	99.6%	99.6%
\$25,000-\$49,999	6	2.5%	235	39,133	37,950	107	59	94.4%	100.0%
\$50,000-\$99,999	33	14.0%	2,545	77,118	78,000	45	12	95.8%	100.0%
\$100,000-\$124,999	11	4.7%	1,266	115,064	115,000	33	19	95.4%	100.0%
\$125,000-\$149,999	24	10.2%	3,325	138,548	135,000	21	6	99.5%	100.0%
\$150,000-\$174,999	24	10.2%	3,857	160,706	159,950	29	13	99.4%	100.0%
\$175,000-\$199,999	29	12.3%	5,396	186,060	185,000	16	9	99.3%	100.0%
\$200,000-\$249,999	40	16.9%	9,244	231,089	233,750	17	9	98.5%	100.0%
\$250,000-\$299,999	32	13.6%	8,781	274,391	272,450	21	11	99.1%	100.0%
\$300,000-\$399,999	23	9.7%	7,876	342,430	349,000	24	8	99.6%	100.0%
\$400,000-\$499,999	8	3.4%	3,364	420,500	414,950	47	39	99.2%	100.0%
\$500,000-\$749,999	5	2.1%	2,930	586,000	585,000	31	17	99.6%	100.0%
\$750,000-\$999,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
All price ranges	236	100.0%	48,842	206,958	186,500	28	11	98.4%	100.0%

CONTRACTS WRITTEN ANALYSIS

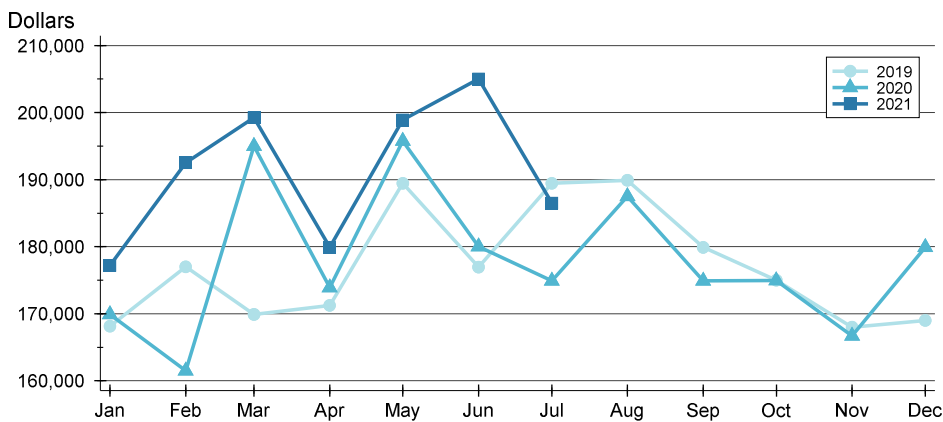
**FLINT HILLS ASSOCIATION EIGHT-COUNTY
JURISDICTION
ALL HOMES (NEW & EXISTING)
AS OF 8/8/2021**

AVERAGE PRICE >>



Month	2019	2020	2021
January	190,108	183,447	201,053
February	186,095	173,700	215,999
March	191,726	209,678	214,706
April	182,939	191,004	199,633
May	200,121	206,649	218,424
June	200,823	195,044	213,459
July	203,602	200,768	206,958
August	207,447	203,578	-
September	186,236	191,630	-
October	189,782	183,658	-
November	176,021	179,335	-
December	185,219	197,115	-

MEDIAN PRICE >>

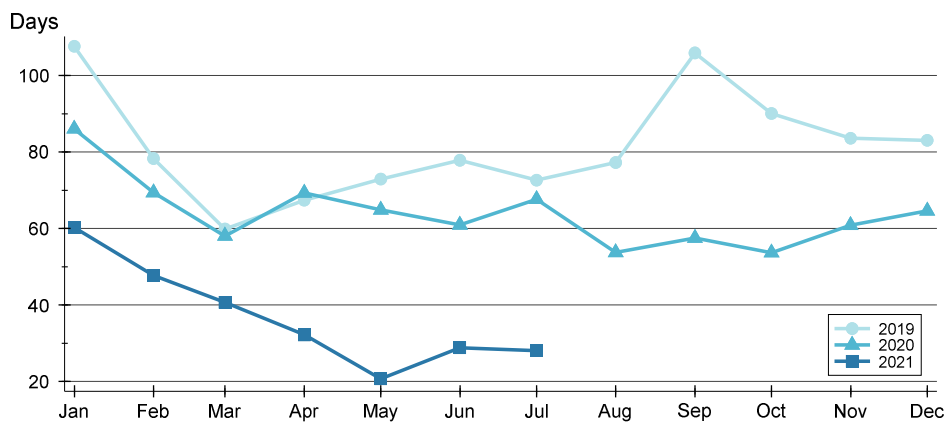


Month	2019	2020	2021
January	168,150	169,900	177,200
February	177,000	161,500	192,500
March	169,900	195,000	199,250
April	171,250	173,900	179,900
May	189,450	195,750	198,900
June	176,950	180,000	205,000
July	189,450	174,900	186,500
August	189,900	187,500	-
September	179,900	174,900	-
October	175,000	174,950	-
November	168,000	166,700	-
December	169,000	179,900	-

CONTRACTS WRITTEN ANALYSIS

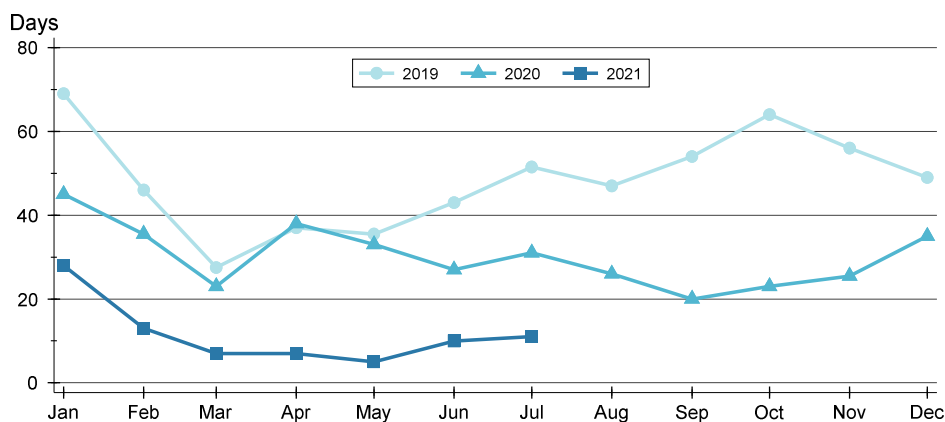
**FLINT HILLS ASSOCIATION EIGHT-COUNTY
JURISDICTION
ALL HOMES (NEW & EXISTING)
AS OF 8/8/2021**

AVERAGE DOM >>



Month	2019	2020	2021
January	108	86	60
February	78	69	48
March	60	58	41
April	67	69	32
May	73	65	21
June	78	61	29
July	73	68	28
August	77	54	
September	106	57	
October	90	54	
November	84	61	
December	83	65	

MEDIAN DOM >>

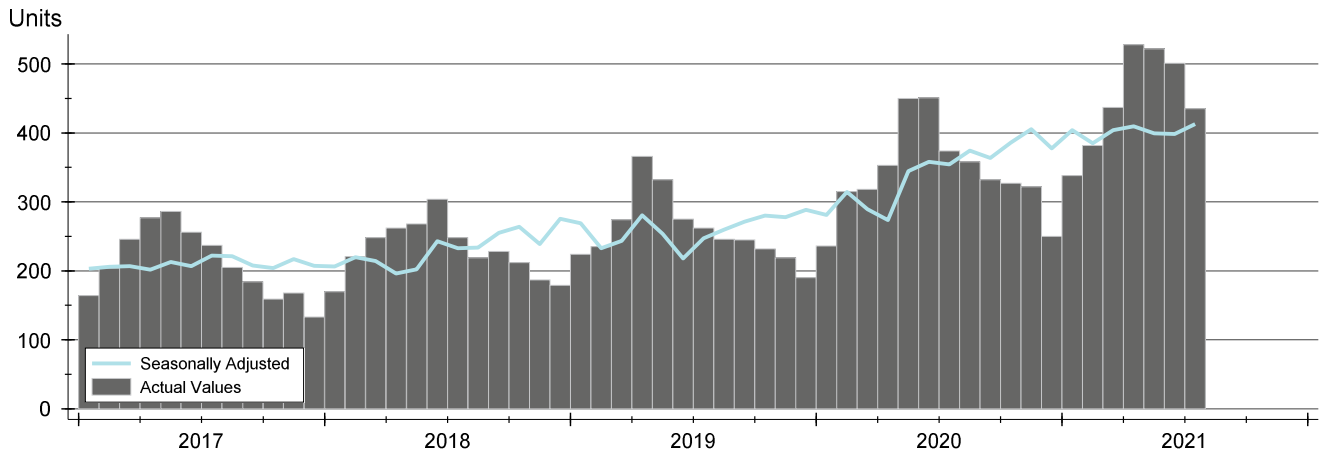


Month	2019	2020	2021
January	69	45	28
February	46	36	13
March	28	23	7
April	37	38	7
May	36	33	5
June	43	27	10
July	52	31	11
August	47	26	
September	54	20	
October	64	23	
November	56	26	
December	49	35	

PENDING CONTRACTS ANALYSIS

**FLINT HILLS ASSOCIATION EIGHT-COUNTY
JURISDICTION
ALL HOMES (NEW & EXISTING)
AS OF 8/8/2021**

HISTORY >>



SUMMARY >>

Summary Statistics for Active Listings		End of July		
		2021	2020	Change
Active Listings		435	374	16.3%
Volume (1,000s)		96,654	73,892	30.8%
Average	List Price	222,192	197,571	12.5%
	Days on Market	31	55	-43.5%
	Percent of Original	98.8%	98.3%	0.5%
Median	List Price	210,000	179,950	16.7%
	Days on Market	10	28	-64.3%
	Percent of Original	100.0%	100.0%	0.0%

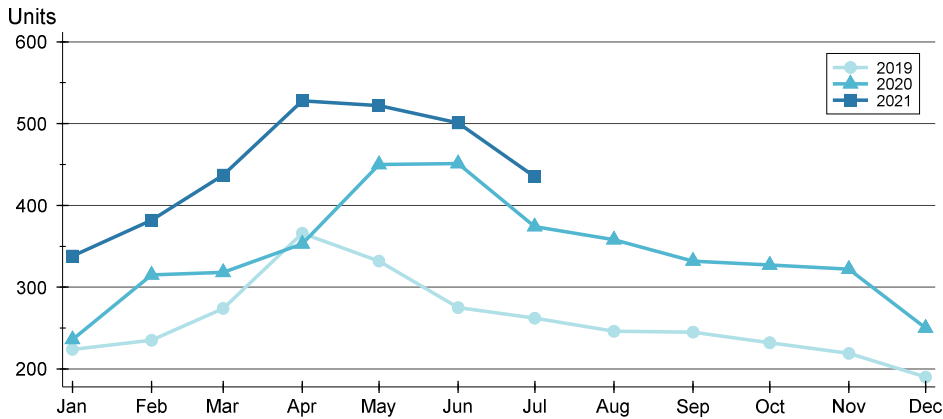
A total of 435 listings in the Flint Hills Association eight-county jurisdiction had contracts pending at the end of July, up from 374 contracts pending at the end of July 2020.

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.

PENDING CONTRACTS ANALYSIS

**FLINT HILLS ASSOCIATION EIGHT-COUNTY
JURISDICTION
ALL HOMES (NEW & EXISTING)
AS OF 8/8/2021**

BY MONTH >>



Month	2019	2020	2021
January	224	236	338
February	235	315	382
March	274	318	437
April	366	353	528
May	332	450	522
June	275	451	501
July	262	374	435
August	246	358	
September	245	332	
October	232	327	
November	219	322	
December	190	250	

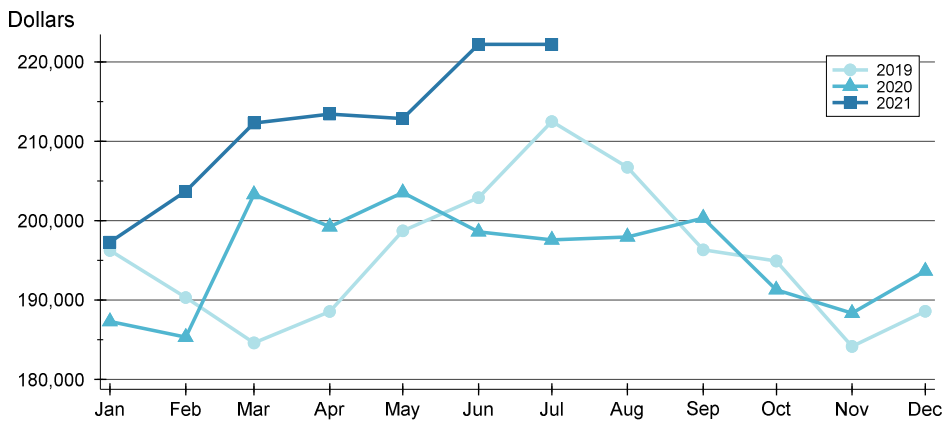
BY PRICE RANGE >>

Price Range	Contracts Written			List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median
Below \$25,000	1	0.2%	18	18,000	18,000	172	172	45.1%	45.1%
\$25,000-\$49,999	6	1.4%	238	39,633	37,950	85	59	95.4%	100.0%
\$50,000-\$99,999	47	10.8%	3,644	77,536	78,000	56	35	97.3%	100.0%
\$100,000-\$124,999	21	4.8%	2,417	115,071	115,000	39	12	98.5%	100.0%
\$125,000-\$149,999	36	8.3%	4,963	137,871	136,950	37	9	98.7%	100.0%
\$150,000-\$174,999	47	10.8%	7,656	162,888	165,000	26	14	99.1%	100.0%
\$175,000-\$199,999	52	12.0%	9,654	185,656	185,000	25	8	99.7%	100.0%
\$200,000-\$249,999	78	17.9%	17,916	229,693	232,500	18	7	99.2%	100.0%
\$250,000-\$299,999	72	16.6%	19,728	273,999	272,450	23	9	99.3%	100.0%
\$300,000-\$399,999	46	10.6%	15,874	345,078	349,900	30	9	99.2%	100.0%
\$400,000-\$499,999	19	4.4%	8,317	437,757	431,100	40	11	99.6%	100.0%
\$500,000-\$749,999	9	2.1%	5,330	592,211	590,000	26	17	99.8%	100.0%
\$750,000-\$999,999	1	0.2%	899	899,000	899,000	60	60	109.0%	109.0%
\$1,000,000 and up	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
All price ranges	435	100.0%	96,654	222,192	210,000	31	10	98.8%	100.0%

PENDING CONTRACTS ANALYSIS

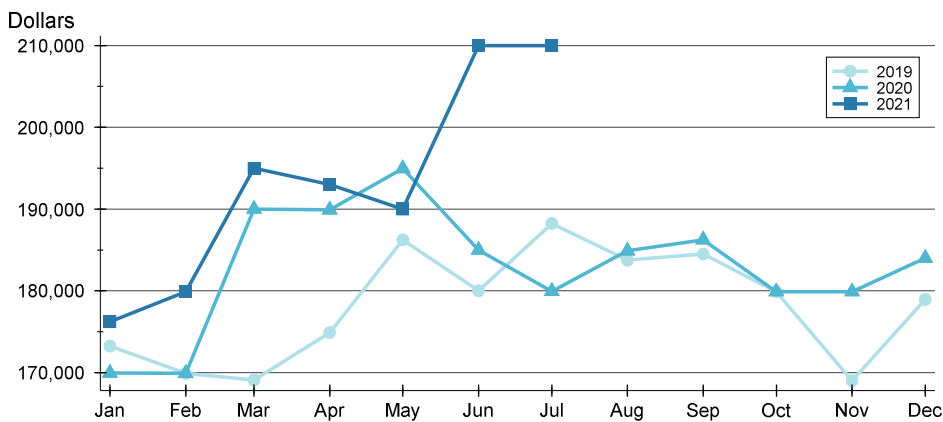
**FLINT HILLS ASSOCIATION EIGHT-COUNTY
JURISDICTION
ALL HOMES (NEW & EXISTING)
AS OF 8/8/2021**

AVERAGE PRICE >>



Month	2019	2020	2021
January	196,250	187,296	197,305
February	190,324	185,320	203,714
March	184,609	203,308	212,313
April	188,569	199,232	213,444
May	198,730	203,543	212,848
June	202,902	198,599	222,220
July	212,488	197,571	222,192
August	206,724	197,970	
September	196,330	200,342	
October	194,927	191,312	
November	184,169	188,356	
December	188,595	193,670	

MEDIAN PRICE >>

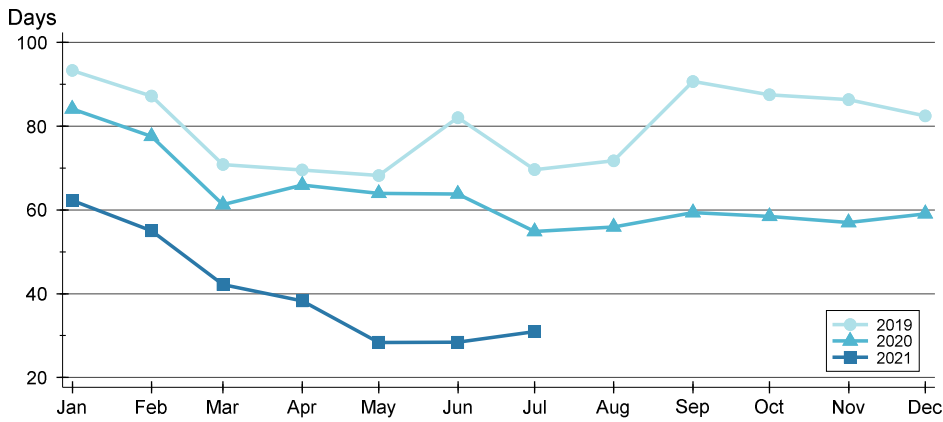


Month	2019	2020	2021
January	173,250	169,950	176,200
February	169,900	169,900	179,900
March	169,100	190,000	195,000
April	174,900	189,900	193,000
May	186,250	194,950	190,000
June	180,000	185,000	210,000
July	188,250	179,950	210,000
August	183,750	184,900	
September	184,500	186,250	
October	179,900	179,900	
November	169,000	179,900	
December	178,950	184,000	

PENDING CONTRACTS ANALYSIS

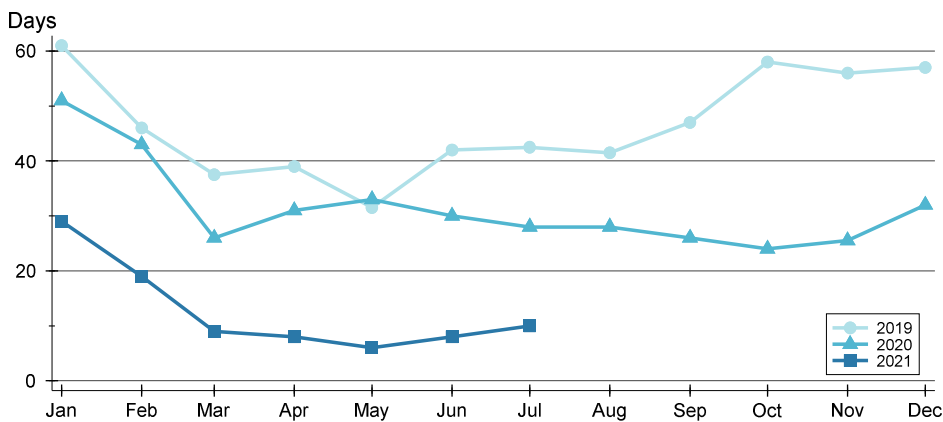
**FLINT HILLS ASSOCIATION EIGHT-COUNTY
JURISDICTION
ALL HOMES (NEW & EXISTING)
AS OF 8/8/2021**

AVERAGE DOM >>



Month	2019	2020	2021
January	93	84	62
February	87	78	55
March	71	61	42
April	70	66	38
May	68	64	28
June	82	64	28
July	70	55	31
August	72	56	
September	91	59	
October	87	58	
November	86	57	
December	82	59	

MEDIAN DOM >>



Month	2019	2020	2021
January	61	51	29
February	46	43	19
March	38	26	9
April	39	31	8
May	32	33	6
June	42	30	8
July	43	28	10
August	42	28	
September	47	26	
October	58	24	
November	56	26	
December	57	32	