

AUGUST 2021 >>

FLINT HILLS MLS STATISTICS



MARKET OVERVIEW >>

Pottawatomie Home Sales Rose in August

Total home sales in Pottawatomie County rose by 9.1% last month to 36 units, compared to 33 units in August 2020. Total sales volume was \$10.4 million, up 19.2% from a year earlier.

The median sale price in August was \$293,150, up from \$250,000 a year earlier. Homes that sold in August were typically on the market for 9 days and sold for 100.3% of their list prices.

Pottawatomie Active Listings Up at End of August

The total number of active listings in Pottawatomie County at the end of August was 50 units, up from 46 at the same point in 2020. 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 August was \$278,950.

During August, a total of 28 contracts were written down from 36 in August 2020. At the end of the month, there were 70 contracts pending, compared to 63 at the end of August 2020.

Pottawatomie County				
Current Month		August		
Summary Statistics		2021	2020	Change
Home Sales		36	33	9.1%
Active Listings		50	46	8.7%
Months' Supply		1.6	1.6	-2.2%
New Listings		30	26	15.4%
Contracts Written		28	36	-22.2%
Pending Contracts		70	63	11.1%
Sales Volume (1,000s)		10,449	8,767	19.2%
Average	Sale Price	290,263	265,671	9.3%
	List Price of Actives	272,958	288,946	-5.5%
	Days on Market	28	38	-26.0%
	Percent of List	101.2%	98.8%	2.4%
	Percent of Original	100.2%	97.7%	2.6%
Median	Sale Price	293,150	250,000	17.3%
	List Price of Actives	278,950	278,725	0.1%
	Days on Market	9	24	-64.6%
	Percent of List	100.3%	99.2%	1.2%
	Percent of Original	100.2%	98.7%	1.5%

REPORT CONTENTS >>

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THREE-YEAR COMPARISONS

SUMMARY >>

**BREAKDOWNS BY HOME TYPE
POTTAWATOMIE COUNTY
AS OF 9/5/2021**

August MLS Statistics By Property Type		2021			2020			2019		
		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		36	29	7	33	27	6	40	35	5
Change from prior year		9.1%	7.4%	16.7%	-17.5%	-22.9%	20.0%	60.0%	133.3%	-50.0%
Active Listings		50	33	17	46	32	14	91	75	16
Change from prior year		8.7%	3.1%	21.4%	-49.5%	-57.3%	-12.5%	-25.4%	-11.8%	-56.8%
Months' Supply		1.6	1.3	3.0	1.6	1.4	2.6	3.2	3.4	2.7
Change from prior year		-2.2%	-8.1%	14.4%	-50.2%	-58.9%	-5.8%	-31.8%	-27.3%	-45.6%
New Listings		30	26	4	26	18	8	38	35	3
Change from prior year		15.4%	44.4%	-50.0%	-31.6%	-48.6%	166.7%	-25.5%	-12.5%	-72.7%
Contracts Written		28	25	3	36	30	6	27	24	3
Change from prior year		-22.2%	-16.7%	-50.0%	33.3%	25.0%	100.0%	-15.6%	-7.7%	-50.0%
Pending Contracts		70	63	7	63	49	14	40	34	6
Change from prior year		11.1%	28.6%	-50.0%	57.5%	44.1%	133.3%	-14.9%	-5.6%	-45.5%
Sales Volume (1,000s)		10,449	8,076	2,374	8,767	6,978	1,789	10,007	8,435	1,572
Change from prior year		19.2%	15.7%	32.7%	-12.4%	-17.3%	13.8%	58.8%	142.5%	-44.3%
Average	Sale Price	290,263	278,481	339,071	265,671	258,459	298,126	250,183	241,011	314,380
	Change from prior year	9.3%	7.7%	13.7%	6.2%	7.2%	-5.2%	-0.7%	3.9%	11.4%
	List Price of Actives	272,958	249,227	319,024	288,946	275,516	319,643	271,501	273,375	262,719
	Change from prior year	-5.5%	-9.5%	-0.2%	6.4%	0.8%	21.7%	14.5%	25.8%	-7.0%
	Days on Market	28	23	53	38	32	68	65	59	107
	Change from prior year	-25.9%	-28.9%	-22.6%	-40.9%	-46.3%	-35.9%	-6.1%	-34.9%	188.1%
	Percent of List	101.2%	101.1%	101.4%	98.8%	98.6%	99.7%	98.6%	98.1%	102.4%
Change from prior year	2.4%	2.5%	1.7%	0.2%	0.6%	-2.7%	-0.7%	1.5%	-0.8%	
Median	Percent of Original	100.2%	100.0%	101.3%	97.7%	97.3%	99.7%	97.0%	96.3%	101.9%
	Change from prior year	2.6%	2.8%	1.6%	0.7%	1.0%	-2.2%	-0.6%	2.3%	-0.8%
	Sale Price	293,150	290,000	364,500	250,000	234,500	310,500	252,500	246,500	279,000
	Change from prior year	17.3%	23.7%	17.4%	-1.0%	-4.9%	11.3%	1.4%	7.6%	-3.0%
	List Price of Actives	278,950	249,900	345,000	278,725	272,500	317,450	240,000	240,000	243,700
	Change from prior year	0.1%	-8.3%	8.7%	16.1%	13.5%	30.3%	4.4%	11.6%	-11.4%
	Days on Market	9	5	52	24	16	72	41	36	107
Change from prior year	-64.6%	-68.8%	-27.3%	-41.5%	-55.6%	-33.2%	7.9%	-41.0%	422.0%	
Percent of List	100.3%	100.7%	100.0%	99.2%	99.2%	99.0%	98.7%	98.6%	100.0%	
Change from prior year	1.2%	1.6%	1.0%	0.5%	0.6%	-1.0%	0.8%	1.6%	0.0%	
Percent of Original	100.2%	100.3%	100.0%	98.7%	98.4%	99.0%	98.2%	97.5%	100.0%	
Change from prior year	1.5%	2.0%	1.0%	0.5%	0.9%	-1.0%	2.1%	3.7%	0.2%	

YEAR-TO-DATE STATISTICS

**YTD BREAKDOWNS BY HOME TYPE
POTTAWATOMIE COUNTY
AS OF 9/5/2021**

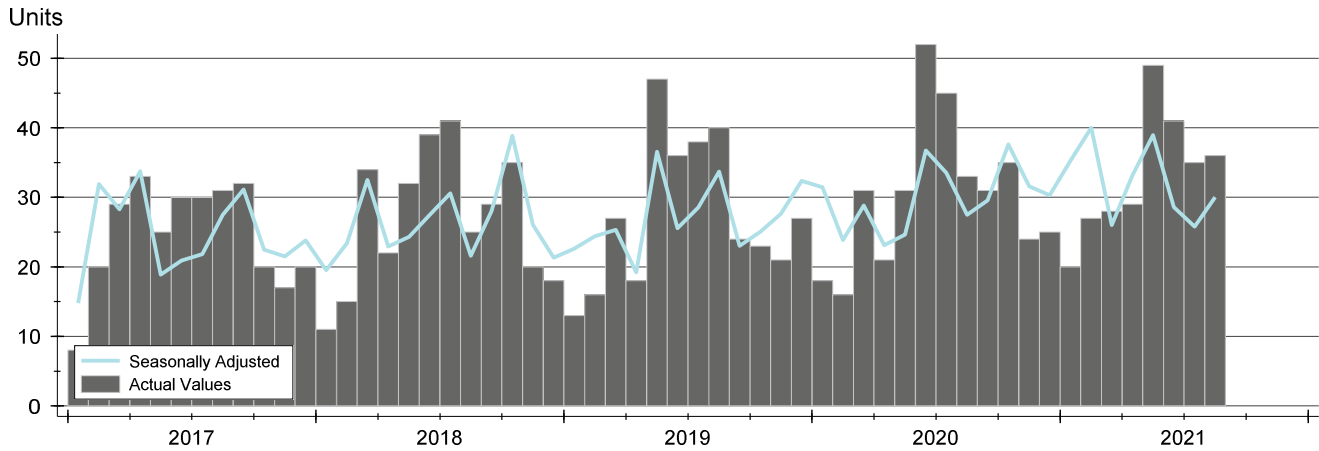
SUMMARY >>

Year-to-Date Activity By Property Type		2021			2020			2019		
		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		265	218	47	247	205	42	235	183	52
Change from prior year		7.3%	6.3%	11.9%	5.1%	12.0%	-19.2%	7.3%	23.6%	-26.8%
New Listings		317	274	43	308	248	60	316	271	45
Change from prior year		2.9%	10.5%	-28.3%	-2.5%	-8.5%	33.3%	-8.1%	8.4%	-52.1%
Contracts Written		292	249	43	286	236	50	247	198	49
Change from prior year		2.1%	5.5%	-14.0%	15.8%	19.2%	2.0%	2.5%	17.2%	-31.9%
Sales Volume (1,000s)		71,950	55,981	15,969	62,329	49,863	12,466	55,803	41,149	14,653
Change from prior year		15.4%	12.3%	28.1%	11.7%	21.2%	-14.9%	6.9%	25.5%	-24.5%
Average	Sale Price	271,509	256,792	339,771	252,345	243,233	296,820	237,458	224,860	281,796
	Change from prior year	7.6%	5.6%	14.5%	6.3%	8.2%	5.3%	-0.4%	1.5%	3.1%
	Days on Market	32	26	60	50	47	64	63	57	83
	Change from prior year	-36.0%	-44.8%	-7.3%	-21.2%	-18.5%	-22.9%	-9.3%	-17.7%	19.9%
	Percent of List	100.1%	100.1%	100.3%	98.8%	98.3%	100.8%	98.5%	97.7%	101.4%
Change from prior year	1.4%	1.8%	-0.5%	0.2%	0.7%	-0.6%	-0.2%	0.3%	0.1%	
Percent of Original	99.3%	99.1%	100.5%	97.3%	96.6%	100.5%	97.0%	95.9%	100.7%	
Change from prior year	2.1%	2.6%	0.0%	0.3%	0.7%	-0.2%	0.3%	1.0%	0.3%	
Median	Sale Price	272,000	248,000	329,900	243,500	235,000	290,250	234,500	221,500	278,500
	Change from prior year	11.7%	5.5%	13.7%	3.8%	6.1%	4.2%	-0.2%	3.4%	8.2%
	Days on Market	8	6	41	23	21	32	41	35	80
	Change from prior year	-65.2%	-71.4%	30.2%	-43.9%	-40.0%	-60.6%	-4.7%	-20.5%	95.1%
	Percent of List	100.0%	100.0%	100.0%	99.5%	99.1%	100.0%	98.9%	98.5%	100.0%
Change from prior year	0.5%	0.9%	0.0%	0.6%	0.6%	0.0%	-0.7%	0.3%	0.0%	
Percent of Original	100.0%	100.0%	100.0%	98.8%	98.2%	100.0%	98.1%	97.5%	100.0%	
Change from prior year	1.2%	1.9%	0.0%	0.7%	0.7%	0.0%	0.3%	1.4%	0.0%	

CLOSED LISTINGS ANALYSIS

**POTTAWATOMIE COUNTY
ALL HOMES (NEW & EXISTING)
AS OF 9/5/2021**

HISTORY >>



SUMMARY >>

Summary Statistics for Closed Listings		August			Year-to-Date		
		2021	2020	Change	2021	2020	Change
Closed Listings		36	33	9.1%	265	247	7.3%
Volume (1,000s)		10,449	8,767	19.2%	71,950	62,329	15.4%
Average	Sale Price	290,263	265,671	9.3%	271,509	252,345	7.6%
	Days on Market	28	38	-25.9%	32	50	-36.0%
	Percent of List	101.2%	98.8%	2.4%	100.1%	98.8%	1.4%
	Percent of Original	100.2%	97.7%	2.6%	99.3%	97.3%	2.1%
Median	Sale Price	293,150	250,000	17.3%	272,000	243,500	11.7%
	Days on Market	9	24	-64.6%	8	23	-65.2%
	Percent of List	100.3%	99.2%	1.2%	100.0%	99.5%	0.5%
	Percent of Original	100.2%	98.7%	1.5%	100.0%	98.8%	1.2%

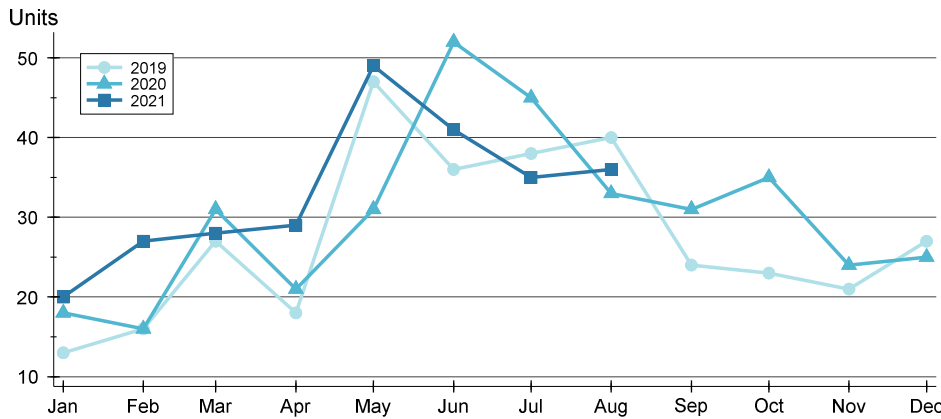
A total of 36 homes sold in Pottawatomie County in August, up from 33 units in August 2020. Total sales volume rose to \$10.4 million compared to \$8.8 million in the previous year.

The median sales price in August was \$293,150, up 17.3% compared to the prior year. Median days on market was 9 days, up from 3 days in July, but down from 24 in August 2020.

CLOSED LISTINGS ANALYSIS

**POTTAWATOMIE COUNTY
ALL HOMES (NEW & EXISTING)
AS OF 9/5/2021**

BY MONTH >>



Month	2019	2020	2021
January	13	18	20
February	16	16	27
March	27	31	28
April	18	21	29
May	47	31	49
June	36	52	41
July	38	45	35
August	40	33	36
September	24	31	
October	23	35	
November	21	24	
December	27	25	

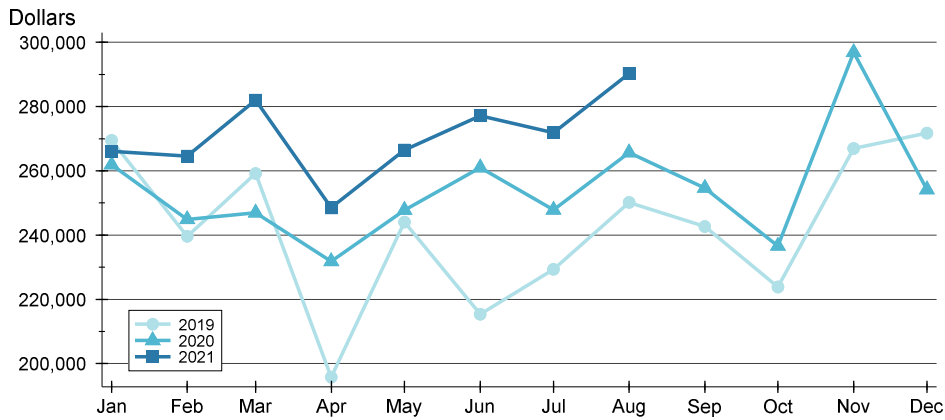
BY PRICE RANGE >>

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	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$25,000-\$49,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$50,000-\$99,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$100,000-\$124,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$125,000-\$149,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$150,000-\$174,999	1	2.8%	173	173,000	173,000	20	20	100.3%	100.3%	100.3%	100.3%
\$175,000-\$199,999	6	16.7%	1,120	186,650	187,500	23	11	99.5%	98.7%	99.3%	98.7%
\$200,000-\$249,999	5	13.9%	1,148	229,530	232,650	22	4	98.5%	100.0%	95.8%	98.0%
\$250,000-\$299,999	7	19.4%	1,974	281,943	286,000	22	9	101.8%	101.0%	100.7%	101.0%
\$300,000-\$399,999	14	38.9%	4,774	341,021	320,500	35	4	101.7%	101.7%	101.0%	101.3%
\$400,000-\$499,999	3	8.3%	1,261	420,333	406,000	36	10	105.3%	103.4%	105.3%	103.4%
\$500,000-\$749,999	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%	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	36	100.0%	10,449	290,263	293,150	28	9	101.2%	100.3%	100.2%	100.2%

CLOSED LISTINGS ANALYSIS

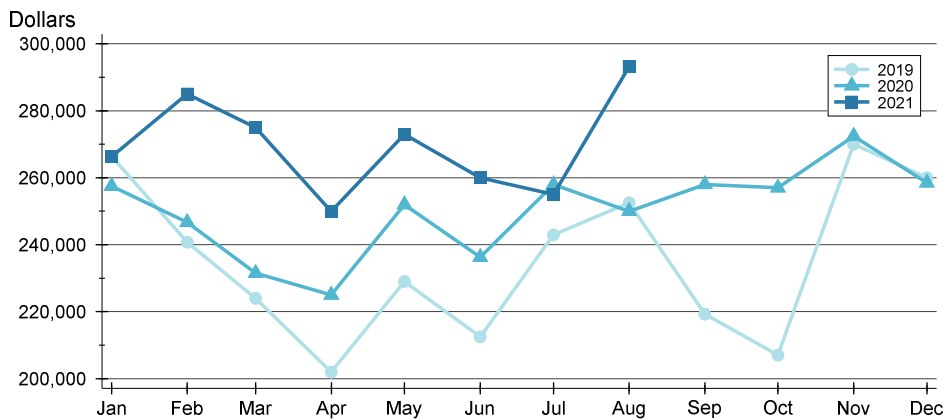
**POTTAWATOMIE COUNTY
ALL HOMES (NEW & EXISTING)
AS OF 9/5/2021**

AVERAGE PRICE >>



Month	2019	2020	2021
January	269,469	261,903	266,064
February	239,622	244,894	264,562
March	259,167	246,959	282,018
April	195,802	231,776	248,504
May	244,023	247,790	266,490
June	215,347	260,992	277,099
July	229,337	247,853	271,821
August	250,183	265,671	290,263
September	242,679	254,644	
October	223,845	236,625	
November	266,971	296,878	
December	271,739	254,176	

MEDIAN PRICE >>

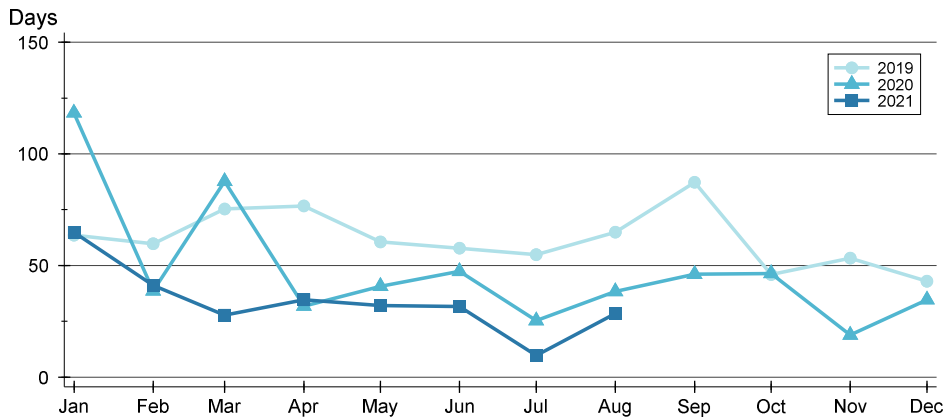


Month	2019	2020	2021
January	266,403	257,500	266,314
February	240,750	246,700	285,000
March	224,000	231,500	275,000
April	201,950	225,000	250,000
May	229,000	252,000	273,000
June	212,450	236,250	260,000
July	242,950	258,000	255,000
August	252,500	250,000	293,150
September	219,250	258,000	
October	207,000	257,000	
November	270,000	272,450	
December	260,000	258,500	

CLOSED LISTINGS ANALYSIS

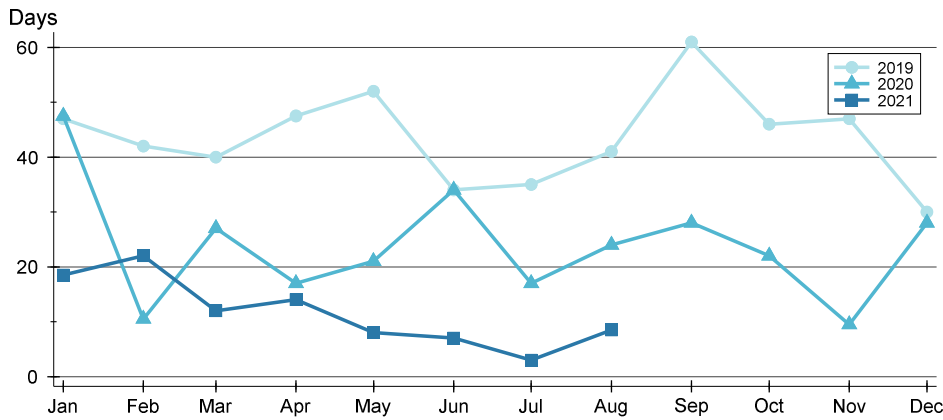
**POTTAWATOMIE COUNTY
ALL HOMES (NEW & EXISTING)
AS OF 9/5/2021**

AVERAGE DOM >>



Month	2019	2020	2021
January	64	118	65
February	60	39	41
March	75	88	28
April	77	32	35
May	61	41	32
June	58	47	32
July	55	25	10
August	65	38	28
September	87	46	
October	46	46	
November	53	19	
December	43	35	

MEDIAN DOM >>

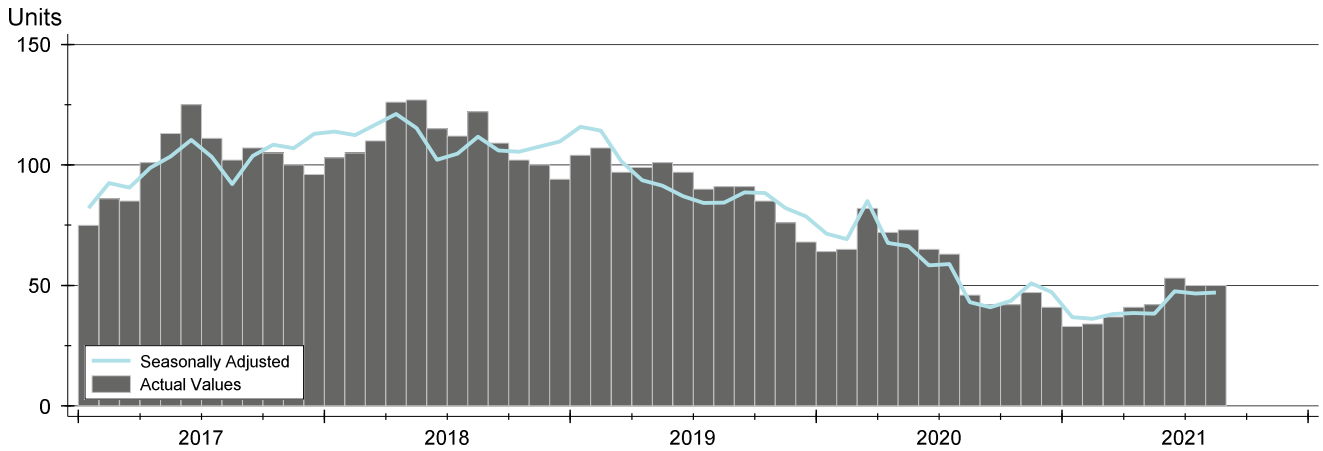


Month	2019	2020	2021
January	47	48	19
February	42	11	22
March	40	27	12
April	48	17	14
May	52	21	8
June	34	34	7
July	35	17	3
August	41	24	9
September	61	28	
October	46	22	
November	47	10	
December	30	28	

ACTIVE LISTINGS ANALYSIS

**POTTAWATOMIE COUNTY
ALL HOMES (NEW & EXISTING)
AS OF 9/5/2021**

HISTORY >>



SUMMARY >>

Summary Statistics for Active Listings		End of August		
		2021	2020	Change
Active Listings		50	46	8.7%
Months' Supply		1.6	1.6	-2.2%
Volume (1,000s)		13,648	13,292	2.7%
Average	List Price	272,958	288,946	-5.5%
	Days on Market	65	83	-22.4%
	Percent of Original	99.1%	97.5%	1.6%
Median	List Price	278,950	278,725	0.1%
	Days on Market	55	47	18.3%
	Percent of Original	100.0%	100.0%	0.0%

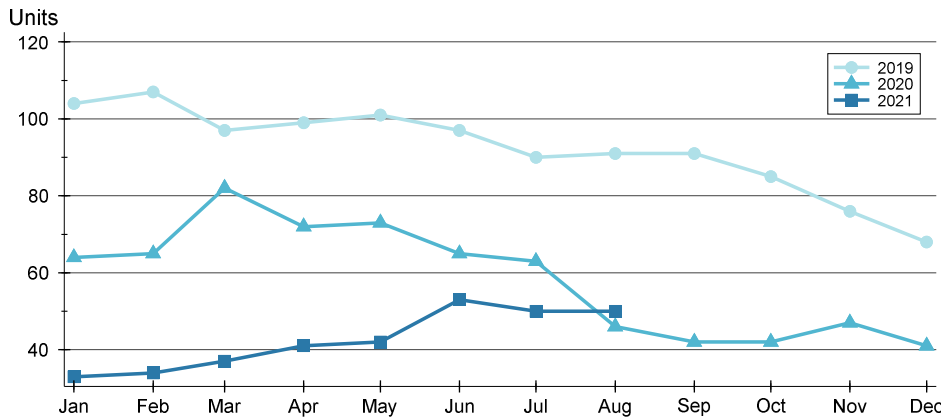
A total of 50 homes were available for sale in Pottawatomie County at the end of August. This represents a 1.6 months' supply of active listings.

The median list price of homes on the market at the end of August was \$278,950, up 0.1% from 2020. The typical time on market for active listings was 55 days, up from 47 days a year earlier.

ACTIVE LISTINGS ANALYSIS

**POTTAWATOMIE COUNTY
ALL HOMES (NEW & EXISTING)
AS OF 9/5/2021**

BY MONTH >>



Month	2019	2020	2021
January	104	64	33
February	107	65	34
March	97	82	37
April	99	72	41
May	101	73	42
June	97	65	53
July	90	63	50
August	91	46	50
September	91	42	
October	85	42	
November	76	47	
December	68	41	

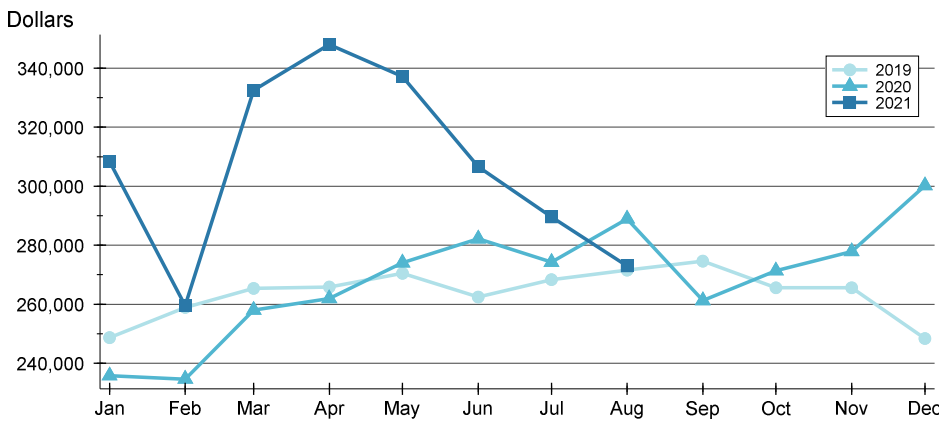
BY PRICE RANGE >>

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	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$25,000-\$49,999	1	2.0%	49	N/A	48,600	48,600	408	408	100.0%	100.0%
\$50,000-\$99,999	3	6.0%	252	N/A	84,000	85,000	63	86	98.1%	100.0%
\$100,000-\$124,999	2	4.0%	230	N/A	114,950	114,950	36	36	100.0%	100.0%
\$125,000-\$149,999	3	6.0%	380	N/A	126,667	125,000	54	75	97.5%	100.0%
\$150,000-\$174,999	5	10.0%	849	5.0	169,760	170,000	58	48	99.7%	100.0%
\$175,000-\$199,999	0	0.0%	0	0.0	N/A	N/A	N/A	N/A	N/A	N/A
\$200,000-\$249,999	8	16.0%	1,804	1.6	225,475	223,700	36	23	100.0%	100.0%
\$250,000-\$299,999	8	16.0%	2,277	1.1	284,575	284,900	52	38	99.2%	100.0%
\$300,000-\$399,999	16	32.0%	5,753	1.1	359,588	359,900	68	65	99.3%	100.0%
\$400,000-\$499,999	1	2.0%	430	0.3	429,900	429,900	22	22	95.5%	95.5%
\$500,000-\$749,999	3	6.0%	1,625	N/A	541,633	549,900	100	89	97.1%	100.0%
\$750,000-\$999,999	0	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%	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A
All price ranges	50	100.0%	13,648	1.4	272,958	278,950	65	55	99.1%	100.0%

ACTIVE LISTINGS ANALYSIS

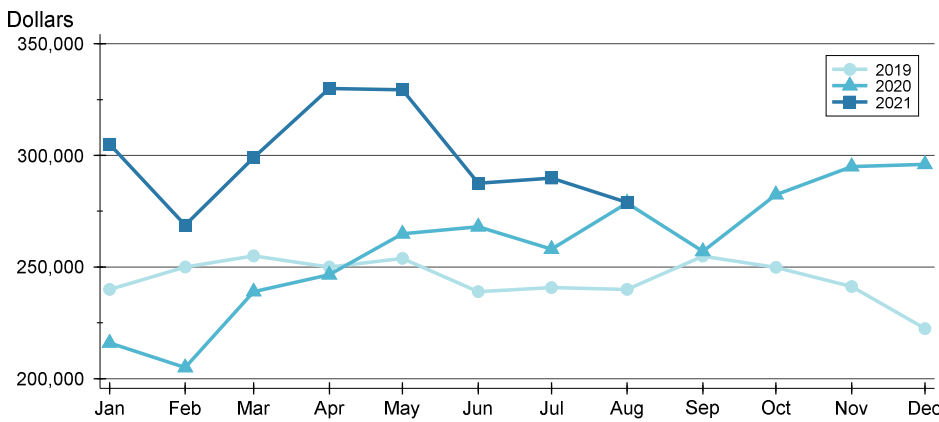
**POTTAWATOMIE COUNTY
ALL HOMES (NEW & EXISTING)
AS OF 9/5/2021**

AVERAGE PRICE >>



Month	2019	2020	2021
January	248,669	235,787	308,385
February	258,874	234,610	259,565
March	265,351	258,014	332,489
April	265,807	261,901	348,095
May	270,449	274,036	337,200
June	262,429	282,150	306,614
July	268,322	274,238	289,574
August	271,501	288,946	272,958
September	274,589	261,224	
October	265,558	271,369	
November	265,572	277,857	
December	248,359	300,205	

MEDIAN PRICE >>

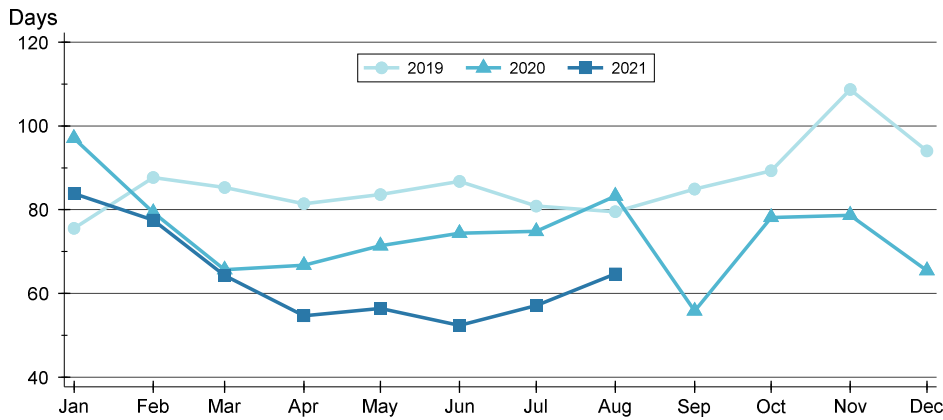


Month	2019	2020	2021
January	240,000	215,950	305,000
February	250,000	204,900	268,700
March	255,000	238,950	299,000
April	250,000	246,500	330,000
May	253,900	264,900	329,450
June	239,000	268,000	287,500
July	240,750	258,000	289,900
August	240,000	278,725	278,950
September	254,900	256,950	
October	249,900	282,450	
November	241,250	295,000	
December	222,400	296,000	

ACTIVE LISTINGS ANALYSIS

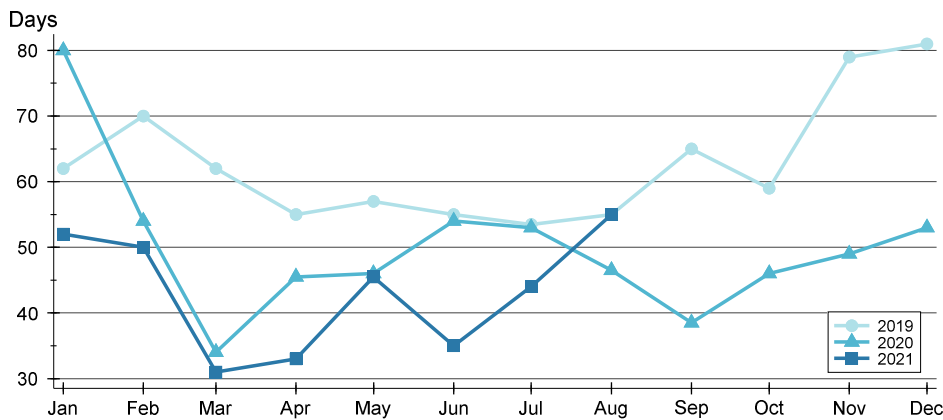
**POTTAWATOMIE COUNTY
ALL HOMES (NEW & EXISTING)
AS OF 9/5/2021**

AVERAGE DOM >>



Month	2019	2020	2021
January	76	97	84
February	88	79	78
March	85	66	64
April	81	67	55
May	84	71	56
June	87	74	52
July	81	75	57
August	80	83	65
September	85	56	
October	89	78	
November	109	79	
December	94	65	

MEDIAN DOM >>

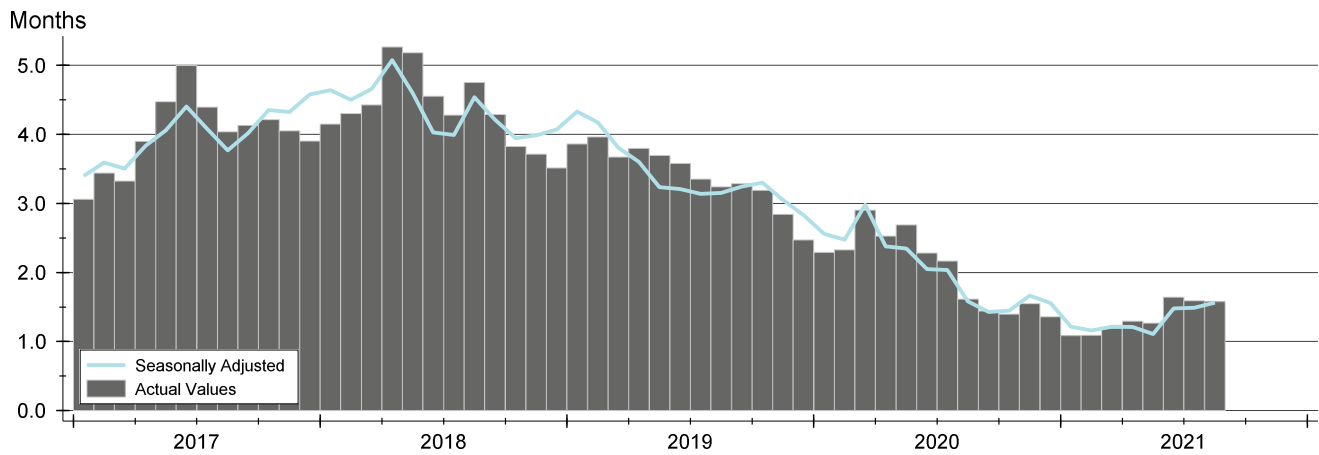


Month	2019	2020	2021
January	62	80	52
February	70	54	50
March	62	34	31
April	55	46	33
May	57	46	46
June	55	54	35
July	54	53	44
August	55	47	55
September	65	39	
October	59	46	
November	79	49	
December	81	53	

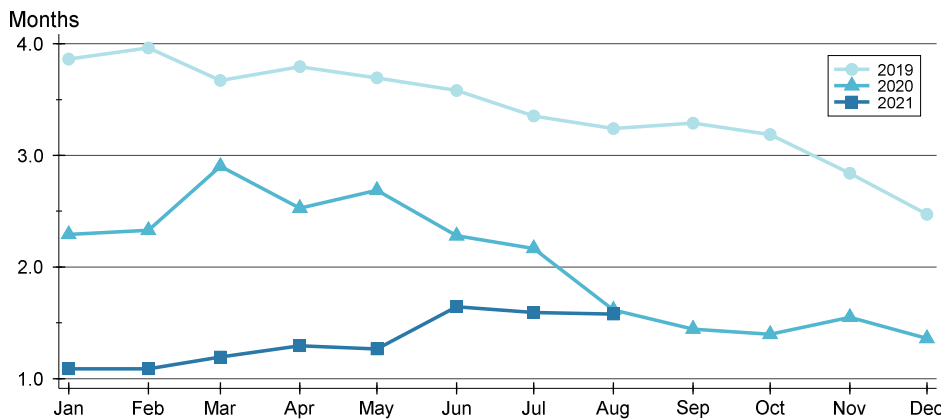
MONTHS' SUPPLY ANALYSIS

**POTTAWATOMIE COUNTY
ALL HOMES (NEW & EXISTING)
AS OF 9/5/2021**

HISTORY >>



BY MONTH >>

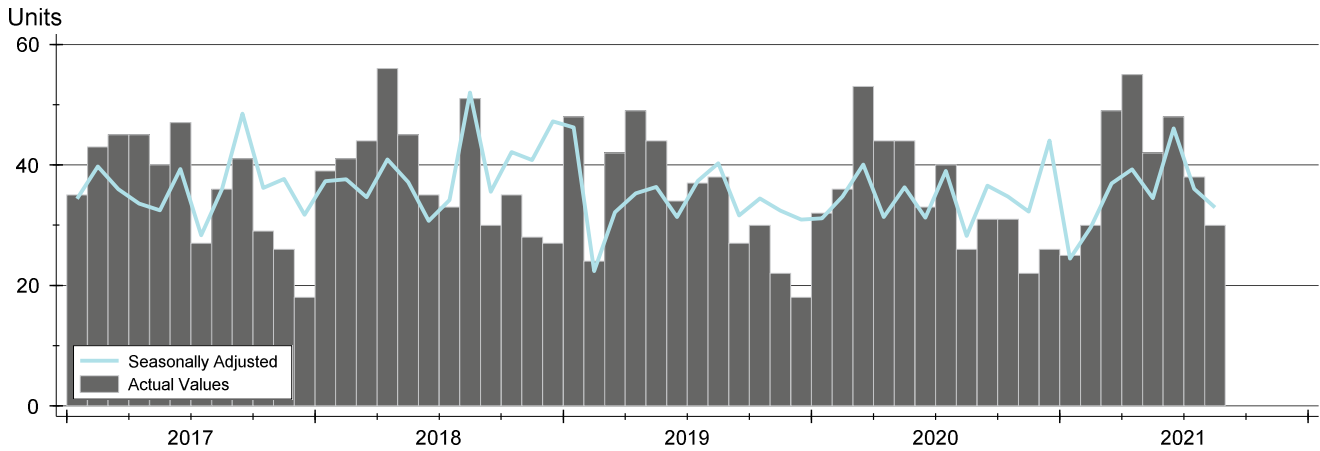


Month	2019	2020	2021
January	3.9	2.3	1.1
February	4.0	2.3	1.1
March	3.7	2.9	1.2
April	3.8	2.5	1.3
May	3.7	2.7	1.3
June	3.6	2.3	1.6
July	3.4	2.2	1.6
August	3.2	1.6	1.6
September	3.3	1.4	
October	3.2	1.4	
November	2.8	1.5	
December	2.5	1.4	

NEW LISTINGS ANALYSIS

**POTTAWATOMIE COUNTY
ALL HOMES (NEW & EXISTING)
AS OF 9/5/2021**

HISTORY >>



SUMMARY >>

Summary Statistics for New Listings		August		
		2021	2020	Change
Current Month	New Listings	30	26	15.4%
	Volume (1,000s)	7,581	7,045	7.6%
	Average List Price	252,714	270,965	-6.7%
	Median List Price	257,450	279,700	-8.0%
YTD	New Listings	317	308	2.9%
	Volume (1,000s)	88,173	81,272	8.5%
	Average List Price	278,148	263,869	5.4%
	Median List Price	270,000	258,950	4.3%

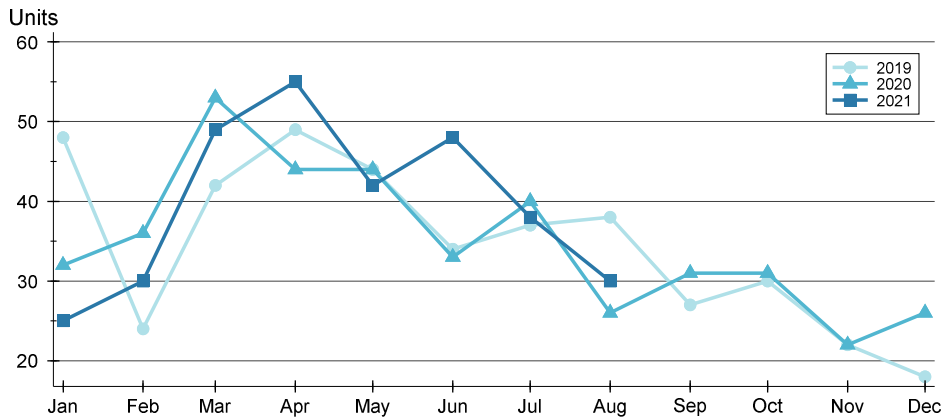
A total of 30 new listings were added in Pottawatomie County during August, up 15.4% from the same month in 2020. Year-to-date Pottawatomie County has seen 317 new listings.

The median list price of these homes was \$257,450 down from \$279,700 in 2020.

NEW LISTINGS ANALYSIS

**POTTAWATOMIE COUNTY
ALL HOMES (NEW & EXISTING)
AS OF 9/5/2021**

BY MONTH >>



Month	2019	2020	2021
January	48	32	25
February	24	36	30
March	42	53	49
April	49	44	55
May	44	44	42
June	34	33	48
July	37	40	38
August	38	26	30
September	27	31	27
October	30	31	30
November	22	22	22
December	18	26	18

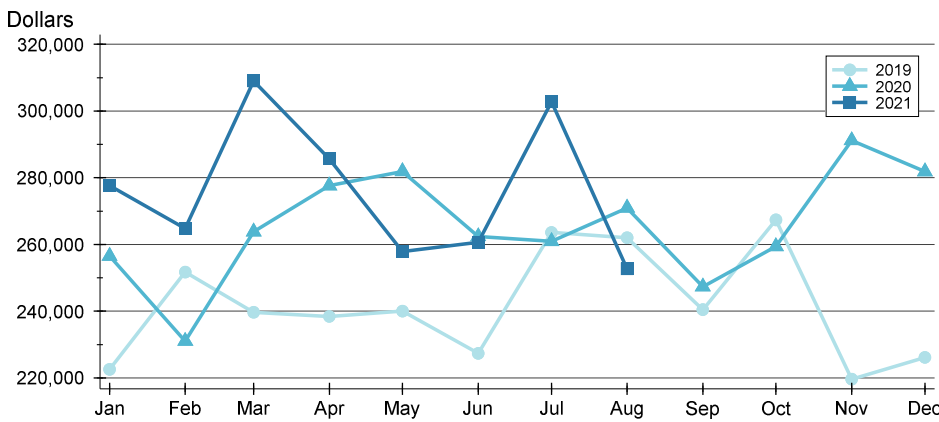
BY PRICE RANGE >>

Price Range	New Listings			List Price	
	Number	Percent	Volume	Average	Median
Below \$25,000	0	0.0%	0	N/A	N/A
\$25,000-\$49,999	0	0.0%	0	N/A	N/A
\$50,000-\$99,999	1	3.3%	75	75,000	75,000
\$100,000-\$124,999	1	3.3%	110	110,000	110,000
\$125,000-\$149,999	2	6.7%	270	135,000	135,000
\$150,000-\$174,999	3	10.0%	487	162,167	162,500
\$175,000-\$199,999	1	3.3%	185	184,900	184,900
\$200,000-\$249,999	7	23.3%	1,536	219,414	215,000
\$250,000-\$299,999	7	23.3%	1,973	281,901	279,900
\$300,000-\$399,999	5	16.7%	1,682	336,380	325,000
\$400,000-\$499,999	3	10.0%	1,264	421,300	429,900
\$500,000-\$749,999	0	0.0%	0	N/A	N/A
\$750,000-\$999,999	0	0.0%	0	N/A	N/A
\$1,000,000 and up	0	0.0%	0	N/A	N/A
All price ranges	30	100.0%	7,581	252,714	257,450

NEW LISTINGS ANALYSIS

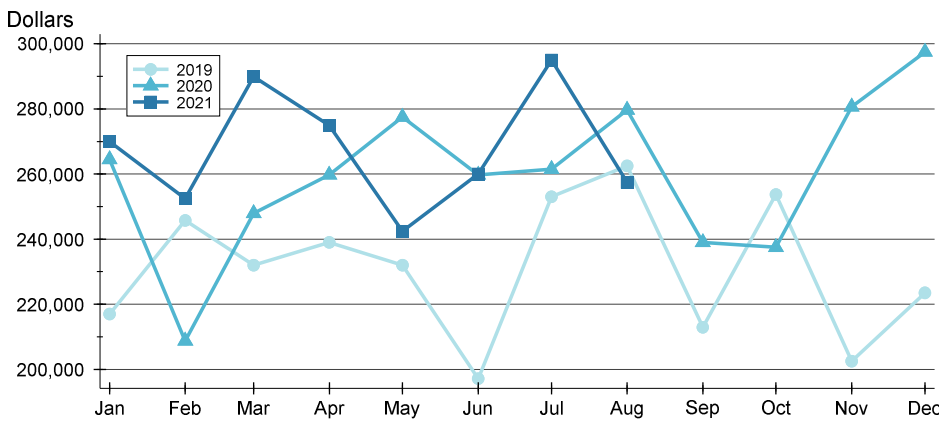
**POTTAWATOMIE COUNTY
ALL HOMES (NEW & EXISTING)
AS OF 9/5/2021**

AVERAGE PRICE >>



Month	2019	2020	2021
January	222,566	256,523	277,640
February	251,719	231,047	264,803
March	239,671	263,816	309,061
April	238,453	277,634	285,692
May	240,025	281,910	257,901
June	227,338	262,417	260,638
July	263,600	260,954	302,816
August	262,045	270,965	252,714
September	240,467	247,342	
October	267,382	259,397	
November	219,650	291,191	
December	226,161	281,819	

MEDIAN PRICE >>

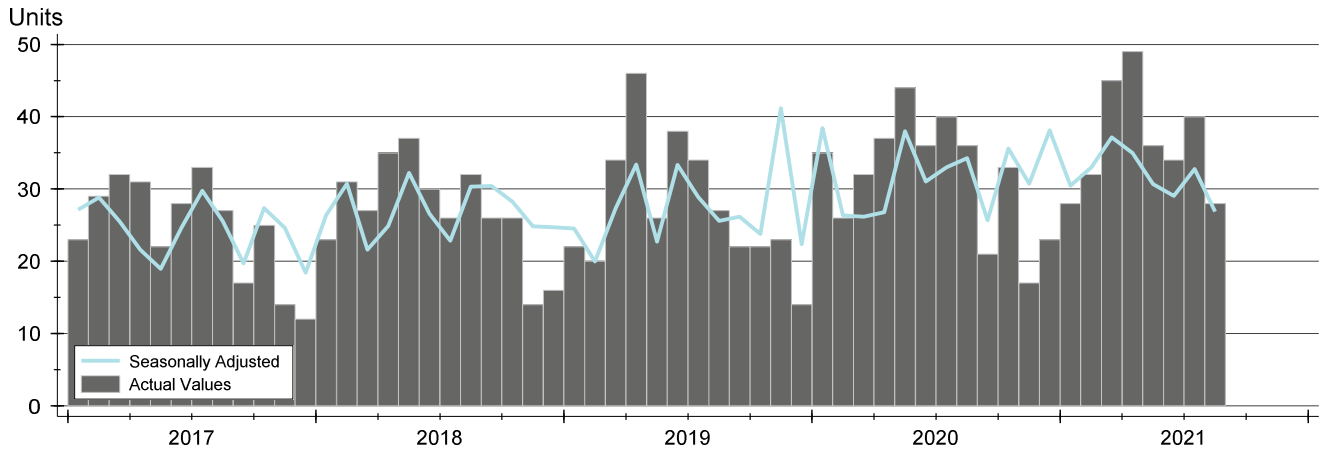


Month	2019	2020	2021
January	217,000	264,500	270,000
February	245,750	208,750	252,500
March	232,000	247,900	289,900
April	239,000	259,750	275,000
May	232,000	277,500	242,450
June	197,150	259,750	260,000
July	253,000	261,500	295,000
August	262,500	279,700	257,450
September	212,900	239,000	
October	253,700	237,500	
November	202,500	280,635	
December	223,500	297,500	

CONTRACTS WRITTEN ANALYSIS

**POTTAWATOMIE COUNTY
ALL HOMES (NEW & EXISTING)
AS OF 9/5/2021**

HISTORY >>



SUMMARY >>

Summary Statistics for Contracts Written		August			Year-to-Date		
		2021	2020	Change	2021	2020	Change
Closed Listings		28	36	-22.2%	292	286	2.1%
Volume (1,000s)		7,385	9,404	-21.5%	80,121	72,772	10.1%
Average	Sale Price	263,757	261,211	1.0%	274,387	254,447	7.8%
	Days on Market	21	55	-61.5%	29	46	-37.7%
	Percent of Original	98.7%	96.9%	1.9%	99.6%	97.4%	2.2%
Median	Sale Price	279,780	267,450	4.6%	269,950	249,900	8.0%
	Days on Market	7	27	-74.1%	8	23	-65.2%
	Percent of Original	100.0%	98.6%	1.4%	100.0%	99.0%	1.0%

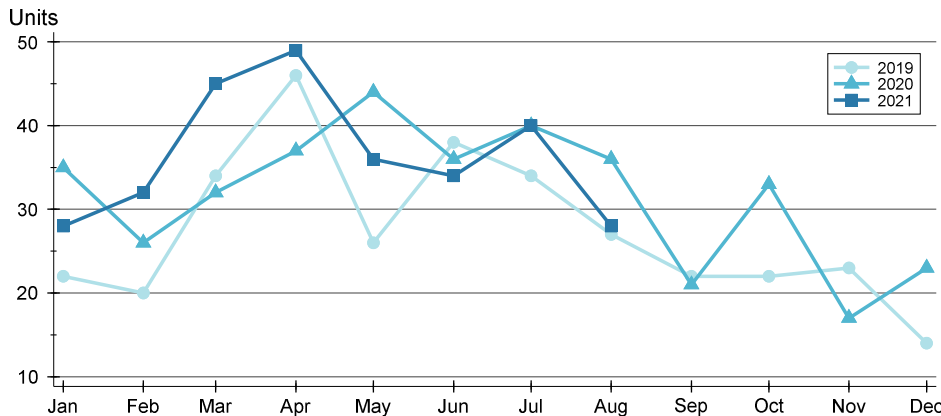
A total of 28 contracts for sale were written in Pottawatomie County during the month of August, down from 36 in 2020. The median list price of these homes was \$279,780, up from \$267,450 the prior year.

Half of the homes that went under contract in August were on the market less than 7 days, compared to 27 days in August 2020.

CONTRACTS WRITTEN ANALYSIS

**POTTAWATOMIE COUNTY
ALL HOMES (NEW & EXISTING)
AS OF 9/5/2021**

BY MONTH >>



Month	2019	2020	2021
January	22	35	28
February	20	26	32
March	34	32	45
April	46	37	49
May	26	44	36
June	38	36	34
July	34	40	40
August	27	36	28
September	22	21	
October	22	33	
November	23	17	
December	14	23	

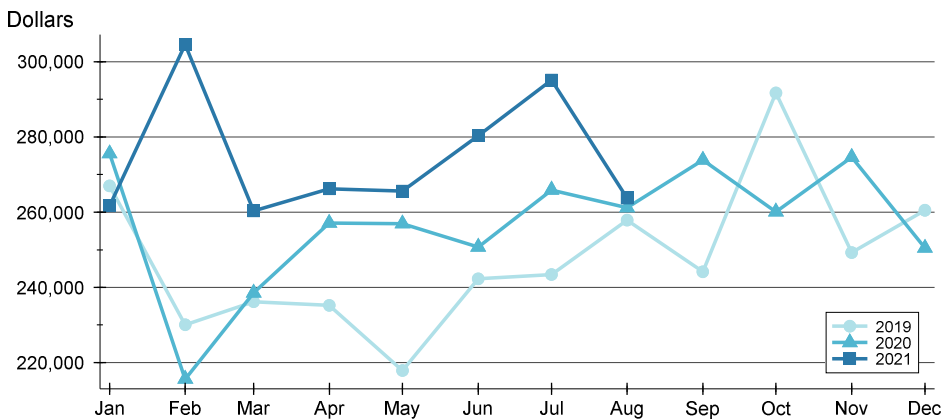
BY PRICE RANGE >>

Price Range	Contracts Written			List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median
Below \$25,000	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
\$25,000-\$49,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
\$50,000-\$99,999	1	3.6%	83	83,000	83,000	21	21	100.0%	100.0%
\$100,000-\$124,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
\$125,000-\$149,999	3	10.7%	410	136,633	139,900	3	3	94.7%	100.0%
\$150,000-\$174,999	2	7.1%	318	158,750	158,750	5	5	100.0%	100.0%
\$175,000-\$199,999	2	7.1%	365	182,400	182,400	29	29	94.8%	94.8%
\$200,000-\$249,999	4	14.3%	895	223,700	218,950	27	14	99.5%	100.0%
\$250,000-\$299,999	6	21.4%	1,694	282,252	285,000	37	24	99.1%	100.0%
\$300,000-\$399,999	6	21.4%	1,959	326,450	316,950	19	10	100.0%	100.0%
\$400,000-\$499,999	4	14.3%	1,663	415,750	416,500	13	13	99.4%	100.0%
\$500,000-\$749,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
\$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	28	100.0%	7,385	263,757	279,780	21	7	98.7%	100.0%

CONTRACTS WRITTEN ANALYSIS

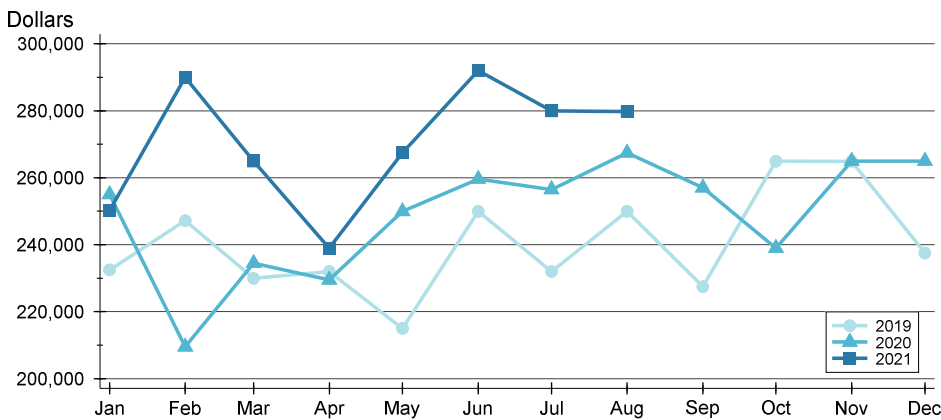
**POTTAWATOMIE COUNTY
ALL HOMES (NEW & EXISTING)
AS OF 9/5/2021**

AVERAGE PRICE >>



Month	2019	2020	2021
January	266,998	275,577	261,718
February	230,090	215,623	304,628
March	236,215	238,542	260,371
April	235,235	257,123	266,177
May	217,892	256,959	265,621
June	242,275	250,765	280,366
July	243,422	265,908	295,136
August	257,893	261,211	263,757
September	244,155	273,890	-
October	291,700	260,115	-
November	249,259	274,623	-
December	260,507	250,496	-

MEDIAN PRICE >>

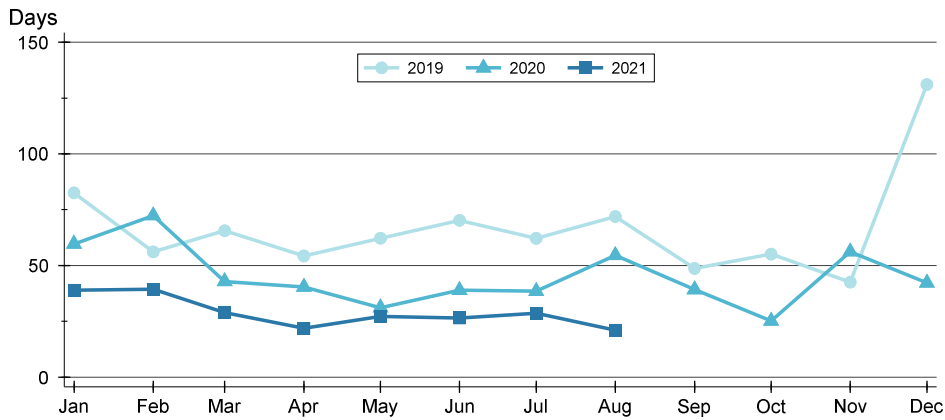


Month	2019	2020	2021
January	232,500	255,000	250,200
February	247,200	209,500	290,000
March	229,950	234,500	265,000
April	232,000	229,500	239,000
May	214,975	249,945	267,450
June	249,950	259,625	292,000
July	232,000	256,500	280,000
August	250,000	267,450	279,780
September	227,450	257,000	-
October	264,950	239,000	-
November	264,900	265,000	-
December	237,500	265,000	-

CONTRACTS WRITTEN ANALYSIS

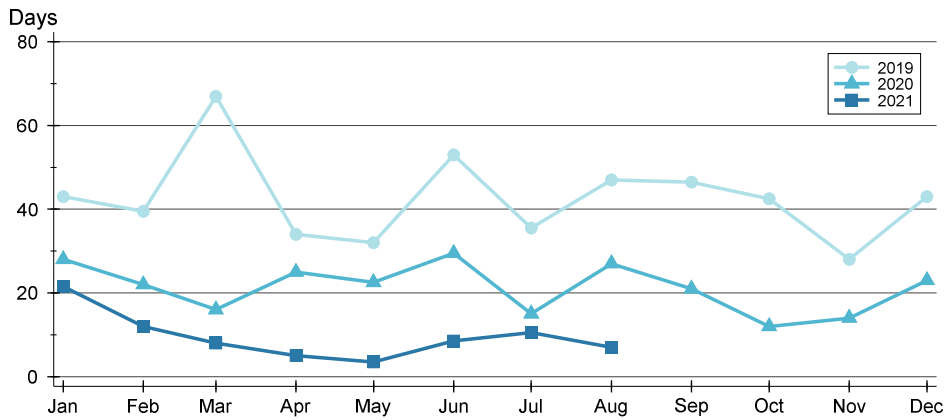
**POTTAWATOMIE COUNTY
ALL HOMES (NEW & EXISTING)
AS OF 9/5/2021**

AVERAGE DOM >>



Month	2019	2020	2021
January	83	60	39
February	56	72	39
March	66	43	29
April	54	40	22
May	62	31	27
June	70	39	27
July	62	38	29
August	72	55	21
September	49	39	
October	55	25	
November	43	56	
December	131	42	

MEDIAN DOM >>

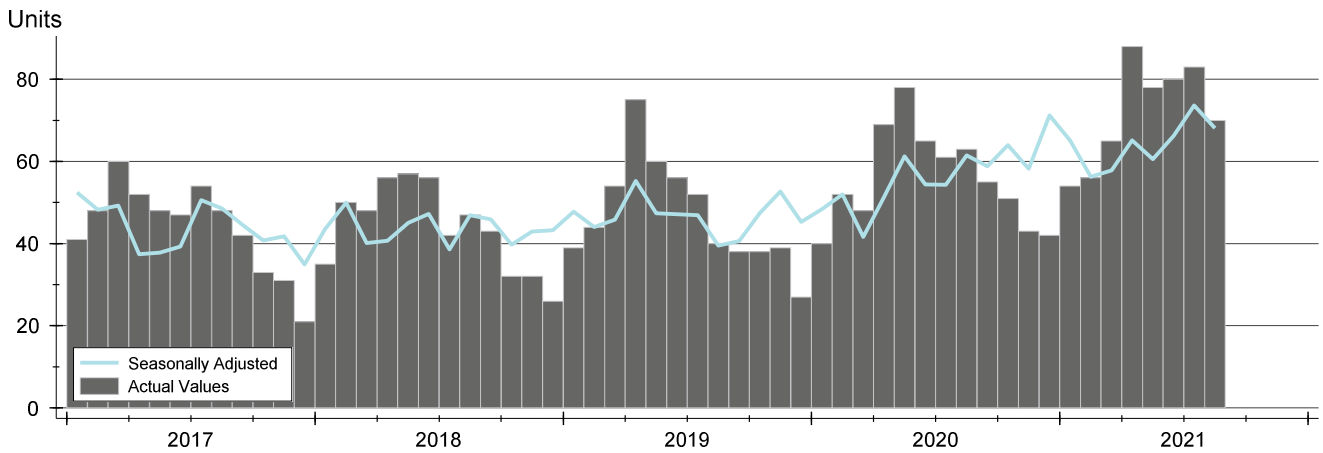


Month	2019	2020	2021
January	43	28	22
February	40	22	12
March	67	16	8
April	34	25	5
May	32	23	4
June	53	30	9
July	36	15	11
August	47	27	7
September	47	21	
October	43	12	
November	28	14	
December	43	23	

PENDING CONTRACTS ANALYSIS

**POTTAWATOMIE COUNTY
ALL HOMES (NEW & EXISTING)
AS OF 9/5/2021**

HISTORY >>



SUMMARY >>

Summary Statistics for Active Listings		End of August		
		2021	2020	Change
Active Listings		70	63	11.1%
Volume (1,000s)		19,905	15,799	26.0%
Average	List Price	284,350	250,781	13.4%
	Days on Market	33	46	-29.1%
	Percent of Original	99.6%	99.3%	0.4%
Median	List Price	269,500	259,000	4.1%
	Days on Market	11	28	-60.7%
	Percent of Original	100.0%	100.0%	0.0%

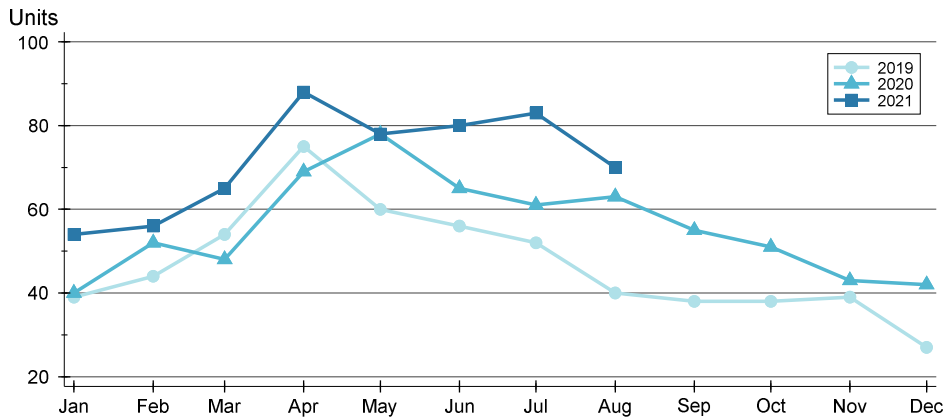
A total of 70 listings in Pottawatomie County had contracts pending at the end of August, up from 63 contracts pending at the end of August 2020.

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

**POTTAWATOMIE COUNTY
ALL HOMES (NEW & EXISTING)
AS OF 9/5/2021**

BY MONTH >>



Month	2019	2020	2021
January	39	40	54
February	44	52	56
March	54	48	65
April	75	69	88
May	60	78	78
June	56	65	80
July	52	61	83
August	40	63	70
September	38	55	
October	38	51	
November	39	43	
December	27	42	

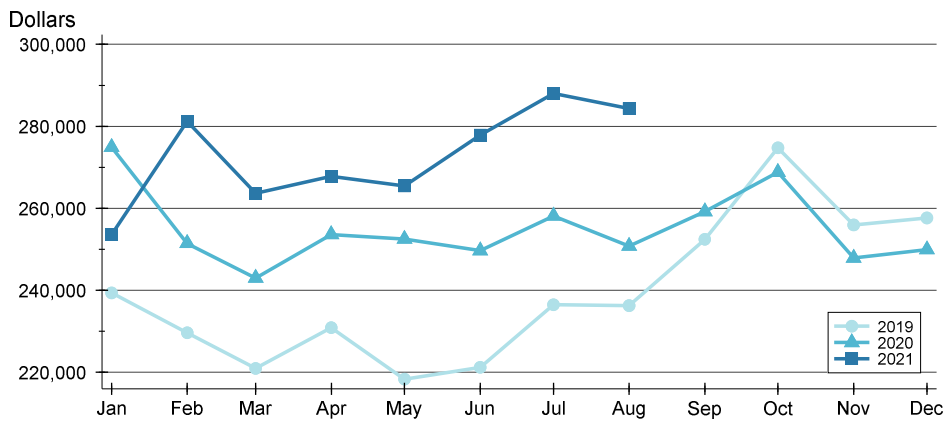
BY PRICE RANGE >>

Price Range	Contracts Written			List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median
Below \$25,000	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
\$25,000-\$49,999	1	1.4%	50	49,900	49,900	62	62	100.0%	100.0%
\$50,000-\$99,999	1	1.4%	83	83,000	83,000	21	21	100.0%	100.0%
\$100,000-\$124,999	1	1.4%	115	115,000	115,000	41	41	100.0%	100.0%
\$125,000-\$149,999	4	5.7%	540	134,975	134,950	28	5	97.8%	100.0%
\$150,000-\$174,999	4	5.7%	645	161,350	161,200	30	7	99.0%	99.4%
\$175,000-\$199,999	7	10.0%	1,300	185,686	185,000	46	16	98.1%	98.9%
\$200,000-\$249,999	10	14.3%	2,324	232,390	234,950	26	15	98.9%	100.0%
\$250,000-\$299,999	18	25.7%	4,970	276,101	274,780	30	7	101.1%	100.0%
\$300,000-\$399,999	12	17.1%	4,084	340,325	321,950	29	12	100.3%	100.0%
\$400,000-\$499,999	8	11.4%	3,479	434,863	429,500	23	14	99.6%	100.0%
\$500,000-\$749,999	4	5.7%	2,315	578,750	582,500	68	64	98.0%	98.9%
\$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	70	100.0%	19,905	284,350	269,500	33	11	99.6%	100.0%

PENDING CONTRACTS ANALYSIS

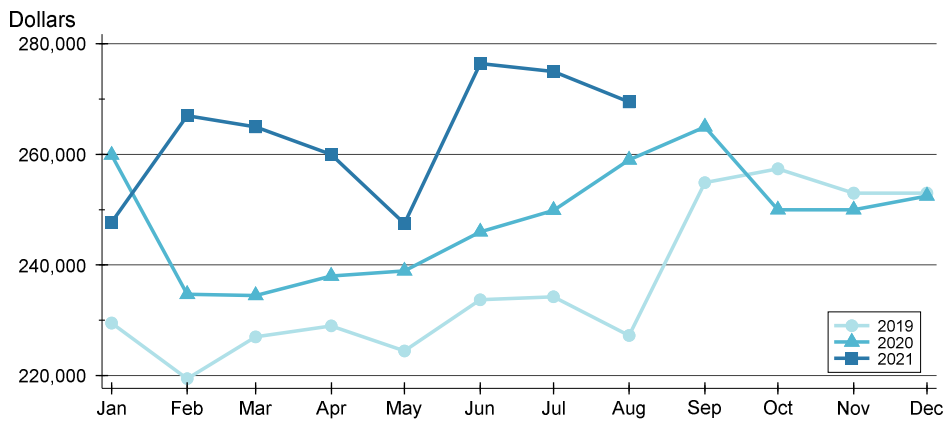
**POTTAWATOMIE COUNTY
ALL HOMES (NEW & EXISTING)
AS OF 9/5/2021**

AVERAGE PRICE >>



Month	2019	2020	2021
January	239,327	274,908	253,565
February	229,622	251,427	281,241
March	220,896	242,995	263,641
April	230,873	253,607	267,766
May	218,317	252,496	265,473
June	221,186	249,649	277,862
July	236,469	258,138	288,006
August	236,240	250,781	284,350
September	252,437	259,189	-
October	274,761	268,773	-
November	255,927	247,860	-
December	257,641	249,923	-

MEDIAN PRICE >>

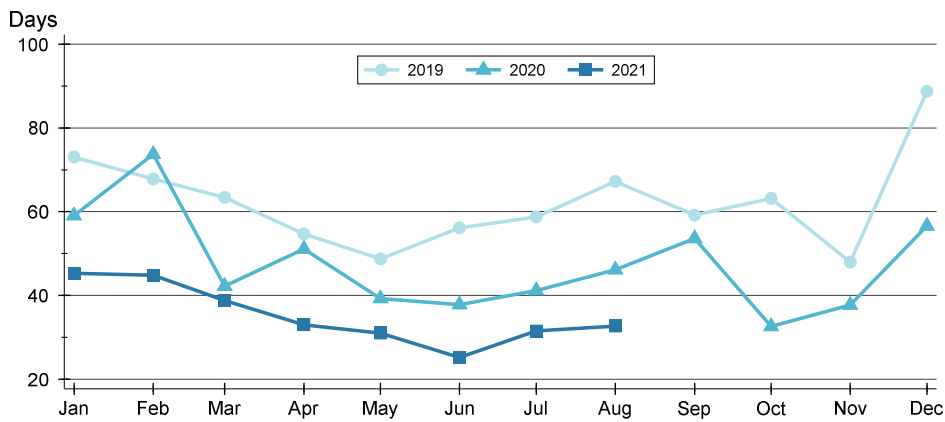


Month	2019	2020	2021
January	229,500	259,900	247,750
February	219,450	234,700	267,000
March	227,000	234,500	265,000
April	229,000	238,000	260,000
May	224,450	238,950	247,500
June	233,700	246,000	276,450
July	234,250	249,900	275,000
August	227,250	259,000	269,500
September	254,900	265,000	-
October	257,400	250,000	-
November	253,000	250,000	-
December	253,000	252,500	-

PENDING CONTRACTS ANALYSIS

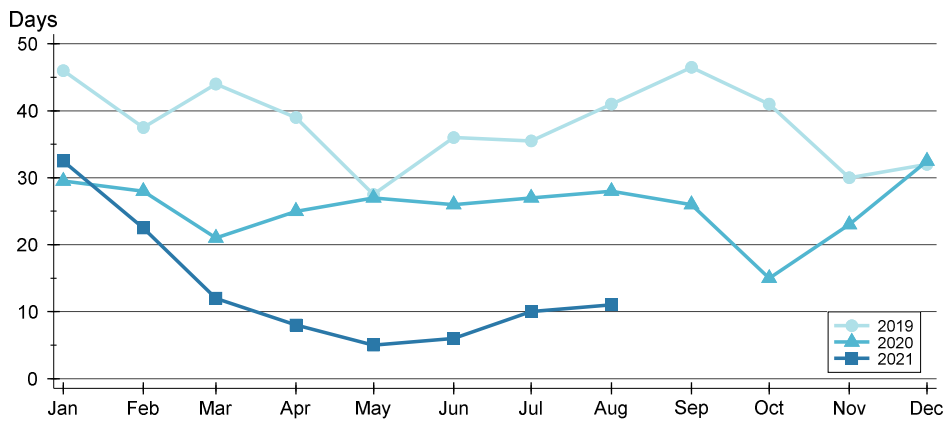
**POTTAWATOMIE COUNTY
ALL HOMES (NEW & EXISTING)
AS OF 9/5/2021**

AVERAGE DOM >>



Month	2019	2020	2021
January	73	59	45
February	68	74	45
March	63	42	39
April	55	51	33
May	49	39	31
June	56	38	25
July	59	41	31
August	67	46	33
September	59	54	33
October	63	33	33
November	48	38	33
December	89	57	33

MEDIAN DOM >>



Month	2019	2020	2021
January	46	30	33
February	38	28	23
March	44	21	12
April	39	25	8
May	28	27	5
June	36	26	6
July	36	27	10
August	41	28	11
September	47	26	11
October	41	15	11
November	30	23	11
December	32	33	11