



**October
2021**

Flint Hills MLS Statistics



**FLINT HILLS
ASSOCIATION
OF REALTORS®**

Flint Hills Association Eight-County Jurisdiction Housing Report



Market Overview

FHAR Jurisdiction Home Sales Fell in October

Total home sales in the FHAR eight-county jurisdiction fell last month to 194 units, compared to 207 units in October 2020. Total sales volume was \$41.5 million, up from a year earlier.

The median sale price in October was \$185,000, up from \$179,200 a year earlier. Homes that sold in October were typically on the market for 17 days and sold for 100.0% of their list prices.

FHAR Jurisdiction Active Listings Down at End of October

The total number of active listings in the FHAR eight-county jurisdiction at the end of October was 417 units, down from 502 at the same point in 2020. This represents a 1.9 months' supply of homes available for sale. The median list price of homes on the market at the end of October was \$185,000.

During October, a total of 217 contracts were written up from 192 in October 2020. At the end of the month, there were 368 contracts still pending.

Report Contents

- Summary Statistics – Page 2
- Closed Listing Analysis – Page 3
- Active Listings Analysis – Page 7
- Months' Supply Analysis – Page 11
- New Listings Analysis – Page 12
- Contracts Written Analysis – Page 15
- Pending Contracts Analysis – Page 19

Contact Information

Margaret Pendleton, Association Executive
 Flint Hills Association of REALTORS®
 205 S. Seth Child Road
 Manhattan, KS 66502
 685-776-1205
ae@flinthillsrealtors.net
www.flinthillsrealtors.net



**October
2021**

Flint Hills MLS Statistics



**FLINT HILLS
ASSOCIATION
OF REALTORS®**

Flint Hills Association Eight-County Jurisdiction Summary Statistics

October MLS Statistics Three-year History		Current Month			Year-to-Date		
		2021	2020	2019	2021	2020	2019
Home Sales		194	207	166	2,222	1,930	1,565
Change from prior year		-6.3%	24.7%	19.4%	15.1%	23.3%	9.6%
Active Listings		417	502	798	N/A	N/A	N/A
Change from prior year		-16.9%	-37.1%	-9.0%			
Months' Supply		1.9	2.7	5.3	N/A	N/A	N/A
Change from prior year		-29.6%	-49.1%	-18.5%			
New Listings		185	225	211	2,693	2,470	2,537
Change from prior year		-17.8%	6.6%	-3.7%	9.0%	-2.6%	0.4%
Contracts Written		217	192	153	2,357	2,053	1,620
Change from prior year		13.0%	25.5%	15.9%	14.8%	26.7%	7.9%
Pending Contracts		368	327	232	N/A	N/A	N/A
Change from prior year		12.5%	40.9%	9.4%			
Sales Volume (1,000s)		41,456	39,473	30,049	458,237	366,939	295,889
Change from prior year		5.0%	31.4%	26.8%	24.9%	24.0%	9.1%
Average	Sale Price	213,691	190,691	181,021	206,227	190,124	189,067
	Change from prior year	12.1%	5.3%	6.2%	8.5%	0.6%	-0.4%
	List Price of Actives	231,771	207,583	195,524	N/A	N/A	N/A
	Change from prior year	11.7%	6.2%	0.8%			
	Days on Market	39	52	100	38	67	79
Change from prior year	-25.0%	-48.0%	22.0%	-43.3%	-15.2%	1.3%	
Percent of List	98.2%	97.3%	95.5%	98.7%	97.3%	97.1%	
Change from prior year	0.9%	1.9%	-0.6%	1.4%	0.2%	0.0%	
Percent of Original	95.9%	95.2%	92.1%	97.4%	95.1%	94.3%	
Change from prior year	0.7%	3.4%	-0.1%	2.4%	0.8%	-0.5%	
Median	Sale Price	185,000	179,200	171,250	188,000	175,000	174,900
	Change from prior year	3.2%	4.6%	10.5%	7.4%	0.1%	-0.1%
	List Price of Actives	185,000	165,000	160,000	N/A	N/A	N/A
	Change from prior year	12.1%	3.1%	-3.3%			
	Days on Market	17	24	50	10	32	46
Change from prior year	-29.2%	-52.0%	-7.4%	-68.8%	-30.4%	-2.1%	
Percent of List	100.0%	99.0%	97.6%	100.0%	98.6%	98.3%	
Change from prior year	1.0%	1.4%	-0.1%	1.4%	0.3%	0.1%	
Percent of Original	98.6%	98.0%	95.3%	100.0%	97.5%	96.7%	
Change from prior year	0.6%	2.8%	0.1%	2.6%	0.8%	0.1%	

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



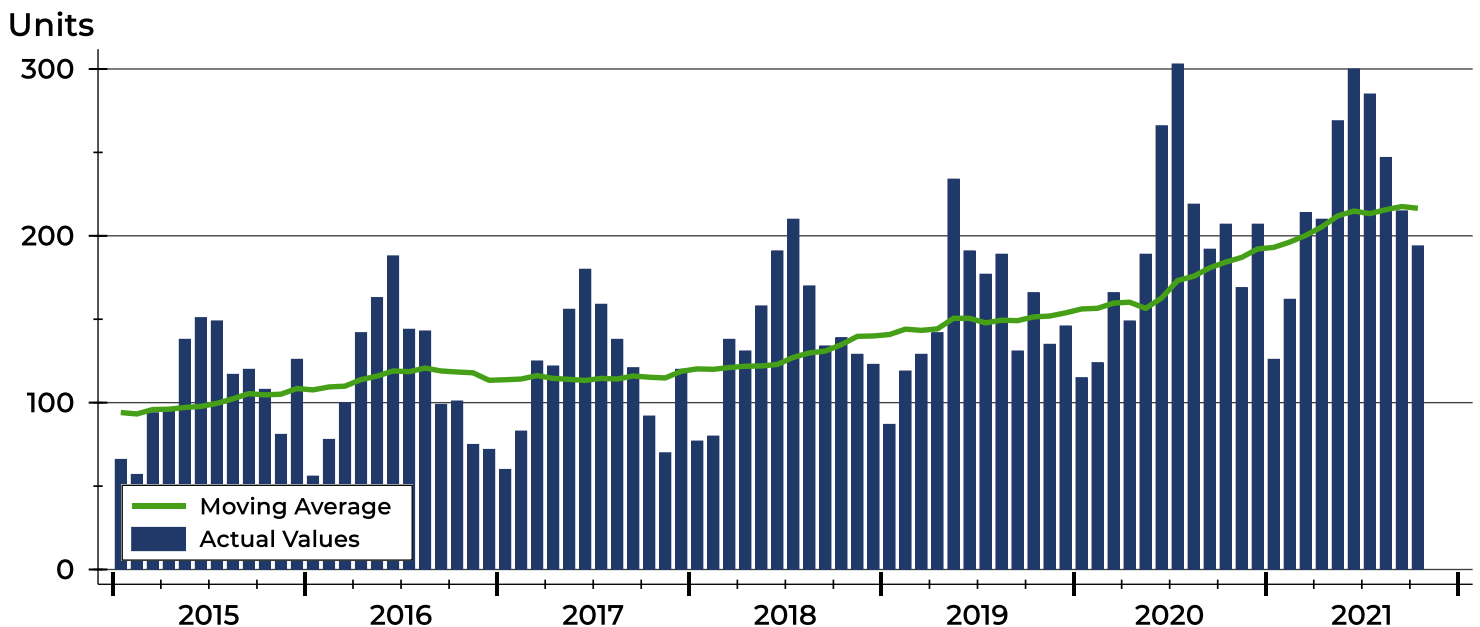
Flint Hills Association Eight-County Jurisdiction Closed Listings Analysis

Summary Statistics for Closed Listings		2021	October 2020	Change	2021	Year-to-Date 2020	Change
Closed Listings		194	207	-6.3%	2,222	1,930	15.1%
Volume (1,000s)		41,456	39,473	5.0%	458,237	366,939	24.9%
Months' Supply		1.9	2.7	-29.6%	N/A	N/A	N/A
Average	Sale Price	213,691	190,691	12.1%	206,227	190,124	8.5%
	Days on Market	39	52	-25.0%	38	67	-43.3%
	Percent of List	98.2%	97.3%	0.9%	98.7%	97.3%	1.4%
	Percent of Original	95.9%	95.2%	0.7%	97.4%	95.1%	2.4%
Median	Sale Price	185,000	179,200	3.2%	188,000	175,000	7.4%
	Days on Market	17	24	-29.2%	10	32	-68.8%
	Percent of List	100.0%	99.0%	1.0%	100.0%	98.6%	1.4%
	Percent of Original	98.6%	98.0%	0.6%	100.0%	97.5%	2.6%

A total of 194 homes sold in the FHAR eight-county jurisdiction in October, down from 207 units in October 2020. Total sales volume rose to \$41.5 million compared to \$39.5 million in the previous year.

The median sales price in October was \$185,000, up 3.2% compared to the prior year. Median days on market was 17 days, up from 11 days in September, but down from 24 in October 2020.

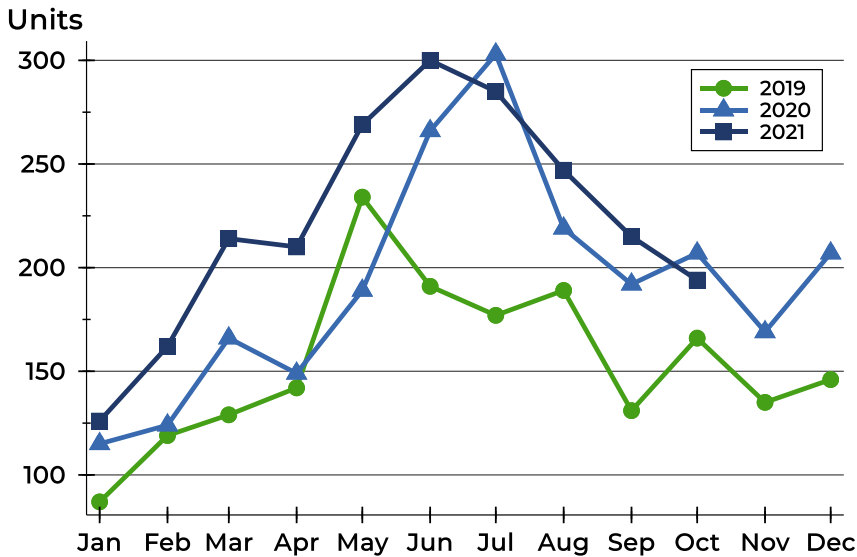
History of Closed Listings





Flint Hills Association Eight-County Jurisdiction Closed Listings Analysis

Closed Listings by Month



Month	2019	2020	2021
January	87	115	126
February	119	124	162
March	129	166	214
April	142	149	210
May	234	189	269
June	191	266	300
July	177	303	285
August	189	219	247
September	131	192	215
October	166	207	194
November	135	169	
December	146	207	

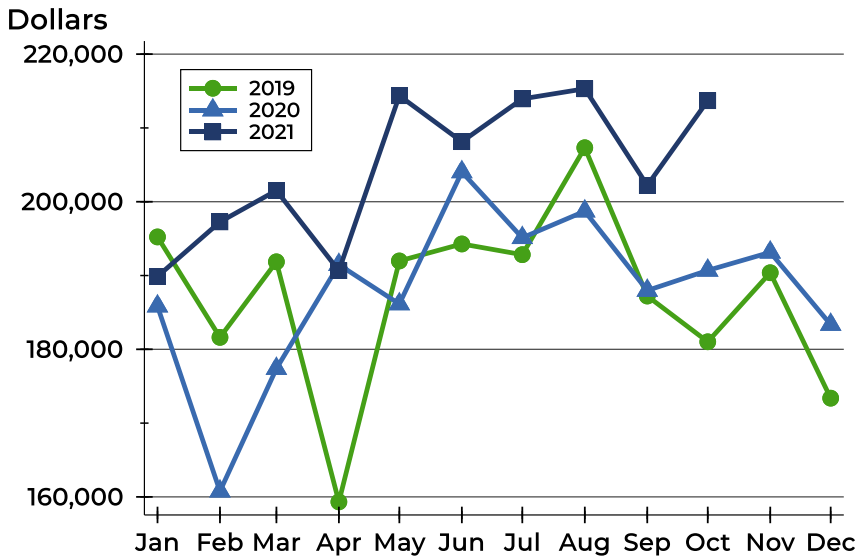
Closed Listings by Price Range

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	5	2.6%	0.0	17,900	20,000	65	54	99.0%	80.0%	85.0%	71.9%
\$25,000-\$49,999	3	1.5%	2.6	32,800	30,000	63	55	77.8%	75.2%	63.4%	52.1%
\$50,000-\$99,999	22	11.3%	2.0	78,568	82,000	73	28	95.6%	99.7%	92.6%	95.3%
\$100,000-\$124,999	20	10.3%	1.9	111,865	112,500	58	33	96.9%	99.0%	95.1%	96.7%
\$125,000-\$149,999	19	9.8%	2.4	137,411	138,000	24	9	98.9%	100.0%	95.4%	97.7%
\$150,000-\$174,999	18	9.3%	2.1	166,785	170,000	23	7	99.1%	100.0%	97.5%	100.0%
\$175,000-\$199,999	23	11.9%	1.2	187,567	186,000	27	17	99.9%	100.0%	98.1%	99.5%
\$200,000-\$249,999	22	11.3%	1.7	224,055	225,000	22	8	98.0%	99.1%	96.3%	96.1%
\$250,000-\$299,999	22	11.3%	1.5	271,689	268,500	31	18	99.5%	100.0%	99.0%	100.0%
\$300,000-\$399,999	24	12.4%	2.0	340,504	334,000	38	21	99.4%	100.0%	99.2%	99.9%
\$400,000-\$499,999	8	4.1%	2.6	427,125	424,500	16	8	101.4%	99.4%	101.1%	99.4%
\$500,000-\$749,999	7	3.6%	3.0	581,429	570,000	56	30	97.1%	98.2%	94.1%	97.5%
\$750,000-\$999,999	1	0.5%	24.0	810,000	810,000	161	161	92.6%	92.6%	90.1%	90.1%
\$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



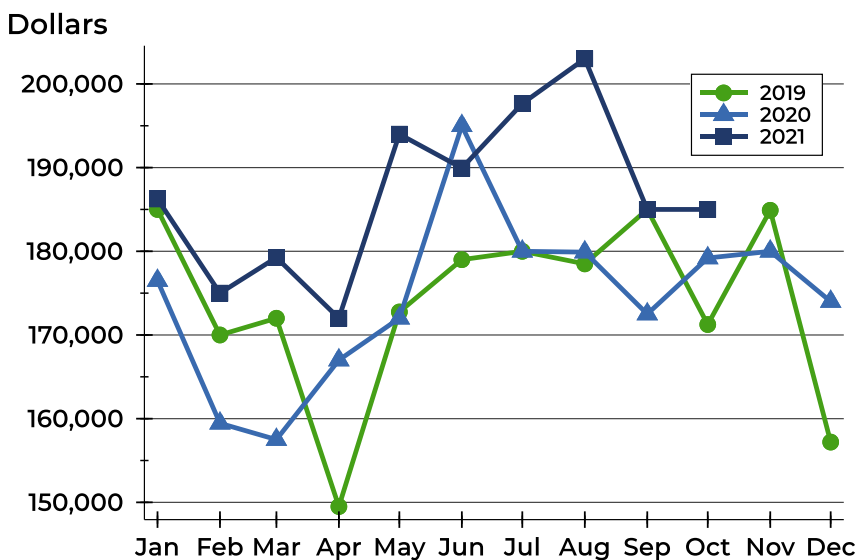
Flint Hills Association Eight-County Jurisdiction Closed Listings Analysis

Average Price



Month	2019	2020	2021
January	195,233	185,848	189,873
February	181,621	160,770	197,267
March	191,857	177,383	201,520
April	159,326	191,474	190,658
May	191,975	186,136	214,366
June	194,277	204,033	208,139
July	192,826	195,117	213,939
August	207,314	198,716	215,306
September	187,222	187,971	202,216
October	181,021	190,691	213,691
November	190,378	193,146	
December	173,381	183,358	

Median Price

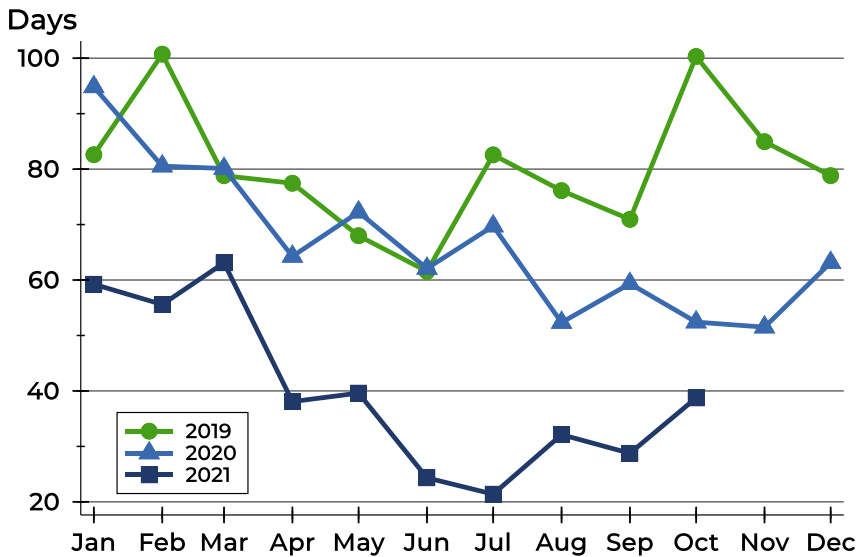


Month	2019	2020	2021
January	185,000	176,500	186,250
February	170,000	159,450	175,000
March	172,000	157,500	179,250
April	149,500	167,000	172,000
May	172,750	172,000	194,000
June	179,000	195,000	189,950
July	180,000	180,000	197,650
August	178,500	179,900	203,000
September	185,000	172,500	185,000
October	171,250	179,200	185,000
November	184,900	180,000	
December	157,200	174,000	



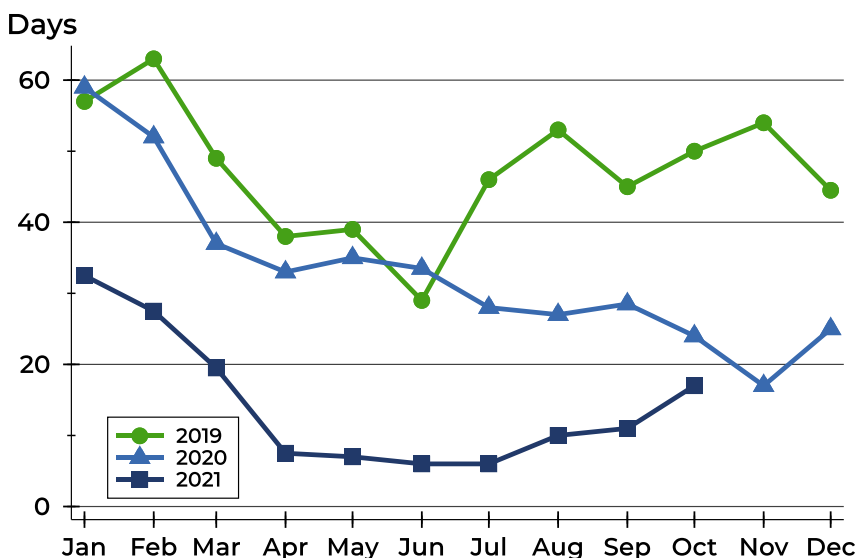
Flint Hills Association Eight-County Jurisdiction Closed Listings Analysis

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	21
August	76	52	32
September	71	59	29
October	100	52	39
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	8
May	39	35	7
June	29	34	6
July	46	28	6
August	53	27	10
September	45	29	11
October	50	24	17
November	54	17	
December	45	25	



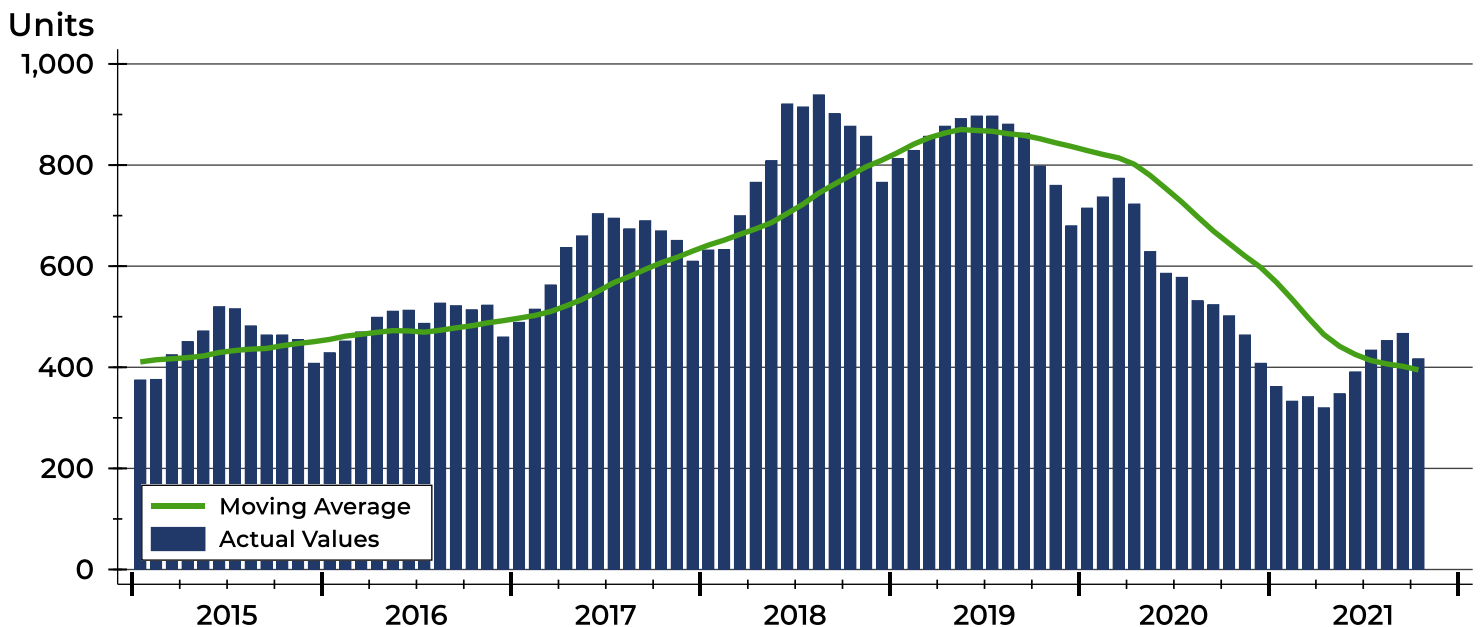
Flint Hills Association Eight-County Jurisdiction Active Listings Analysis

Summary Statistics for Active Listings		2021	End of October 2020	Change
Active Listings		417	502	-16.9%
Volume (1,000s)		96,648	104,207	-7.3%
Months' Supply		1.9	2.7	-29.6%
Average	List Price	231,771	207,583	11.7%
	Days on Market	87	103	-15.5%
	Percent of Original	97.3%	97.3%	0.0%
Median	List Price	185,000	165,000	12.1%
	Days on Market	61	68	-10.3%
	Percent of Original	100.0%	100.0%	0.0%

A total of 417 homes were available for sale in the FHAR eight-county jurisdiction at the end of October. This represents a 1.9 months' supply of active listings.

The median list price of homes on the market at the end of October was \$185,000, up 12.1% from 2020. The typical time on market for active listings was 61 days, down from 68 days a year earlier.

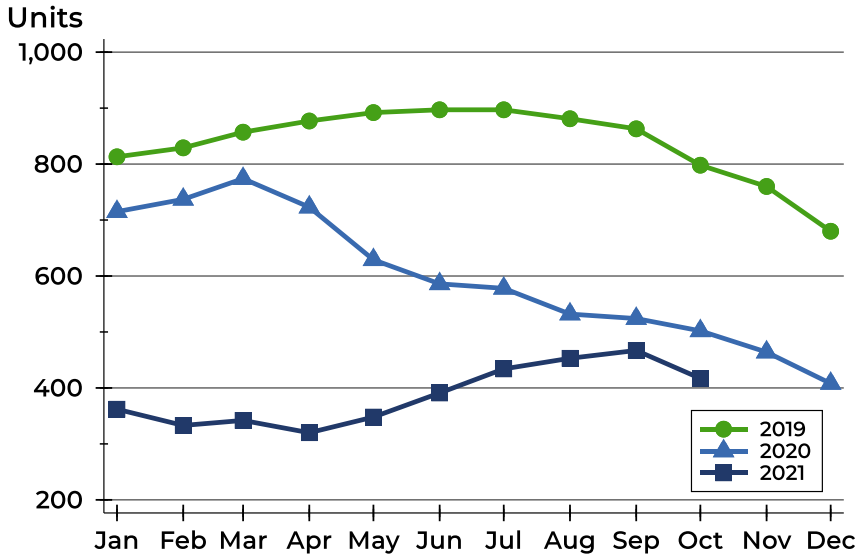
History of Active Listings





Flint Hills Association Eight-County Jurisdiction Active Listings Analysis

Active Listings 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	453
September	863	524	467
October	798	502	417
November	760	464	
December	680	408	

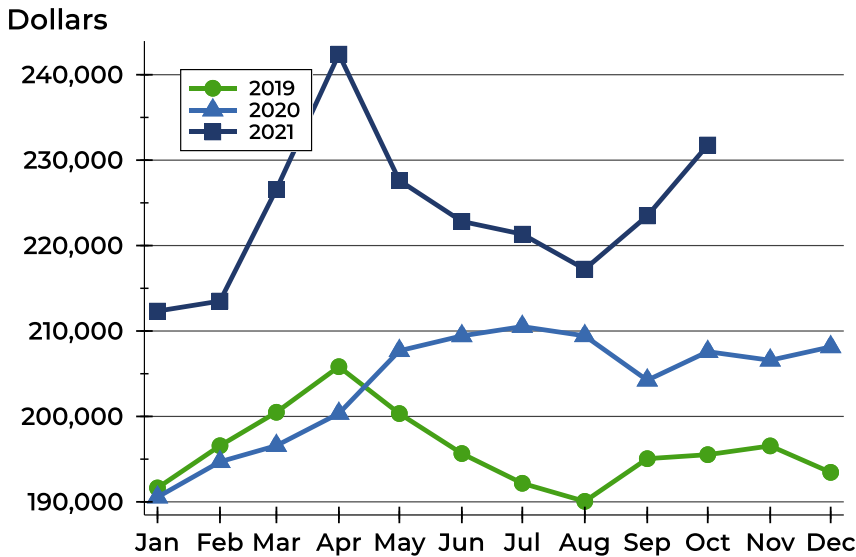
Active Listings by Price Range

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	14	3.4%	2.6	41,864	44,250	114	65	95.7%	100.0%
\$50,000-\$99,999	49	11.8%	2.0	80,420	84,000	101	83	96.6%	100.0%
\$100,000-\$124,999	34	8.2%	1.9	114,232	113,950	95	79	95.4%	98.8%
\$125,000-\$149,999	53	12.7%	2.4	137,647	138,000	77	59	96.9%	99.0%
\$150,000-\$174,999	50	12.0%	2.1	160,652	160,000	70	63	96.9%	98.4%
\$175,000-\$199,999	31	7.4%	1.2	187,699	187,900	70	41	97.6%	100.0%
\$200,000-\$249,999	62	14.9%	1.7	223,961	224,750	92	62	97.5%	100.0%
\$250,000-\$299,999	35	8.4%	1.5	275,440	275,000	82	67	97.5%	100.0%
\$300,000-\$399,999	51	12.2%	2.0	348,465	349,995	91	55	98.7%	100.0%
\$400,000-\$499,999	16	3.8%	2.6	446,897	435,000	59	53	98.4%	100.0%
\$500,000-\$749,999	11	2.6%	3.0	580,009	550,000	44	31	100.1%	100.0%
\$750,000-\$999,999	6	1.4%	24.0	868,833	897,500	260	141	94.6%	96.3%
\$1,000,000 and up	5	1.2%	N/A	1,410,000	1,250,000	93	33	100.0%	100.0%



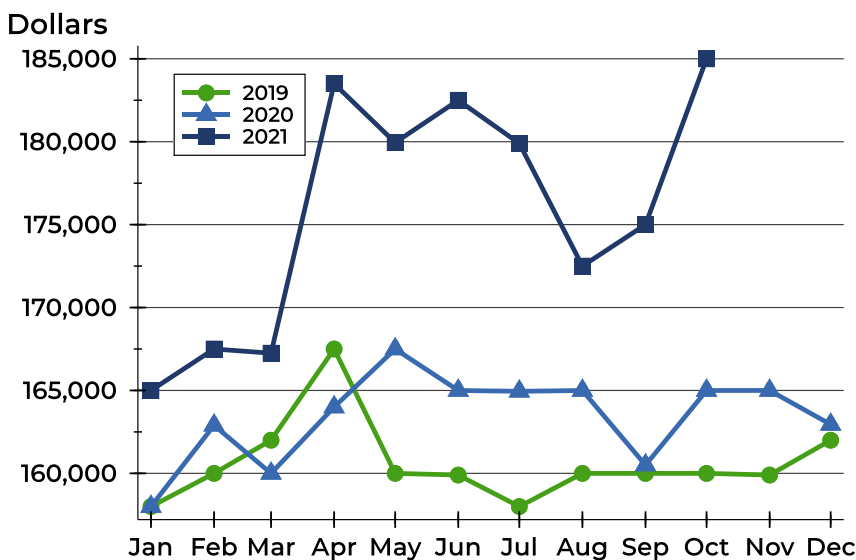
Flint Hills Association Eight-County Jurisdiction Active Listings Analysis

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	217,244
September	195,056	204,237	223,475
October	195,524	207,583	231,771
November	196,554	206,579	
December	193,452	208,140	

Median Price

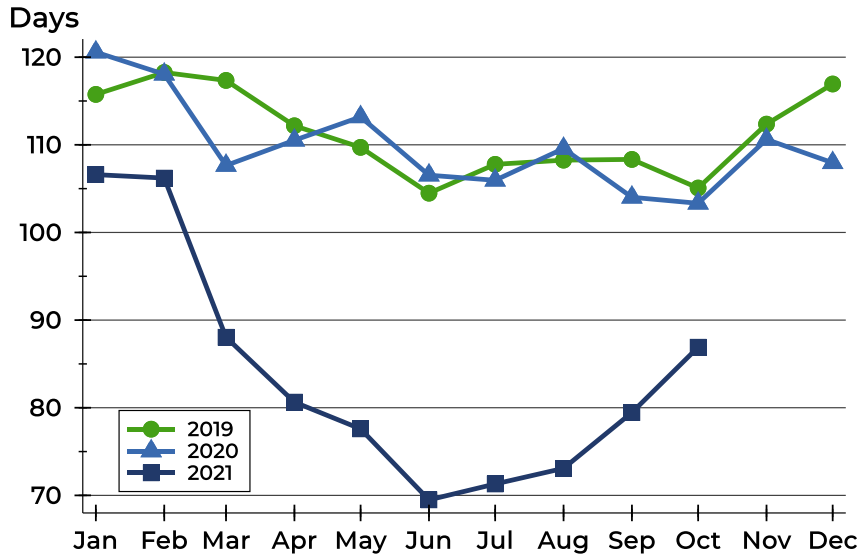


Month	2019	2020	2021
January	158,000	158,000	165,000
February	160,000	162,900	167,500
March	162,000	160,000	167,250
April	167,500	164,000	183,500
May	160,000	167,500	179,950
June	159,900	165,000	182,500
July	158,000	164,950	179,900
August	160,000	165,000	172,500
September	160,000	160,500	175,000
October	160,000	165,000	185,000
November	159,900	165,000	
December	162,000	162,950	



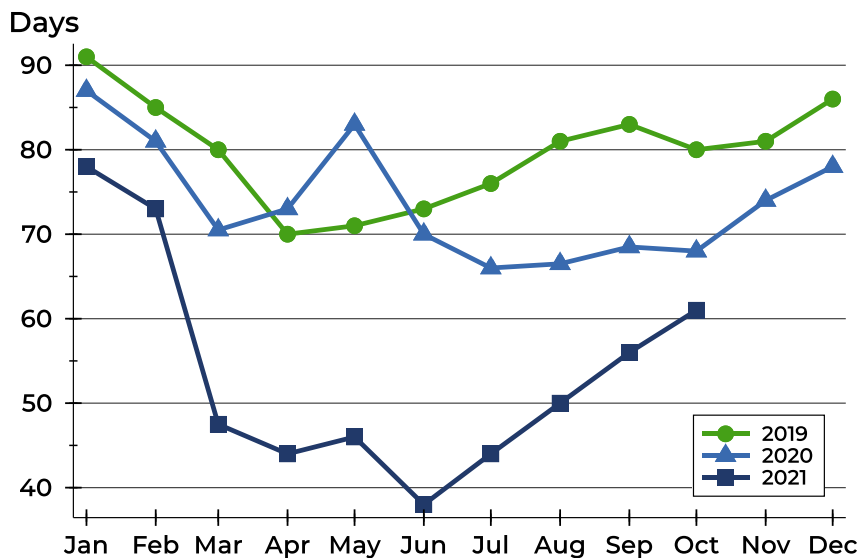
Flint Hills Association Eight-County Jurisdiction Active Listings Analysis

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	73
September	108	104	79
October	105	103	87
November	112	111	
December	117	108	

Median DOM

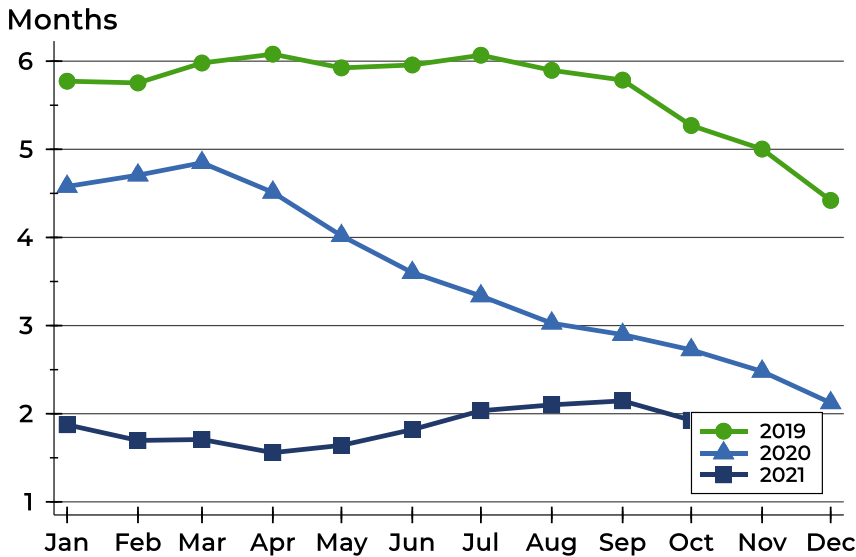


Month	2019	2020	2021
January	91	87	78
February	85	81	73
March	80	71	48
April	70	73	44
May	71	83	46
June	73	70	38
July	76	66	44
August	81	67	50
September	83	69	56
October	80	68	61
November	81	74	
December	86	78	



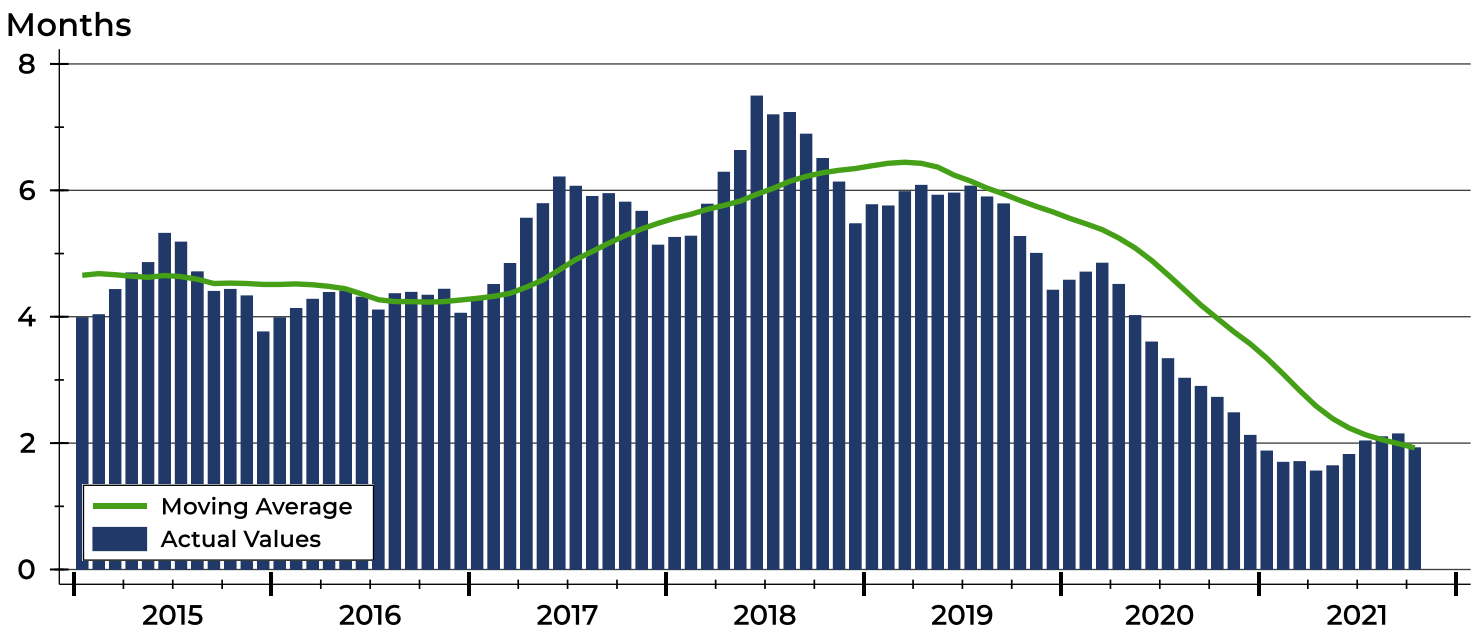
Flint Hills Association Eight-County Jurisdiction Months' Supply Analysis

Months' Supply 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	2.0
August	5.9	3.0	2.1
September	5.8	2.9	2.1
October	5.3	2.7	1.9
November	5.0	2.5	
December	4.4	2.1	

History of Month's Supply





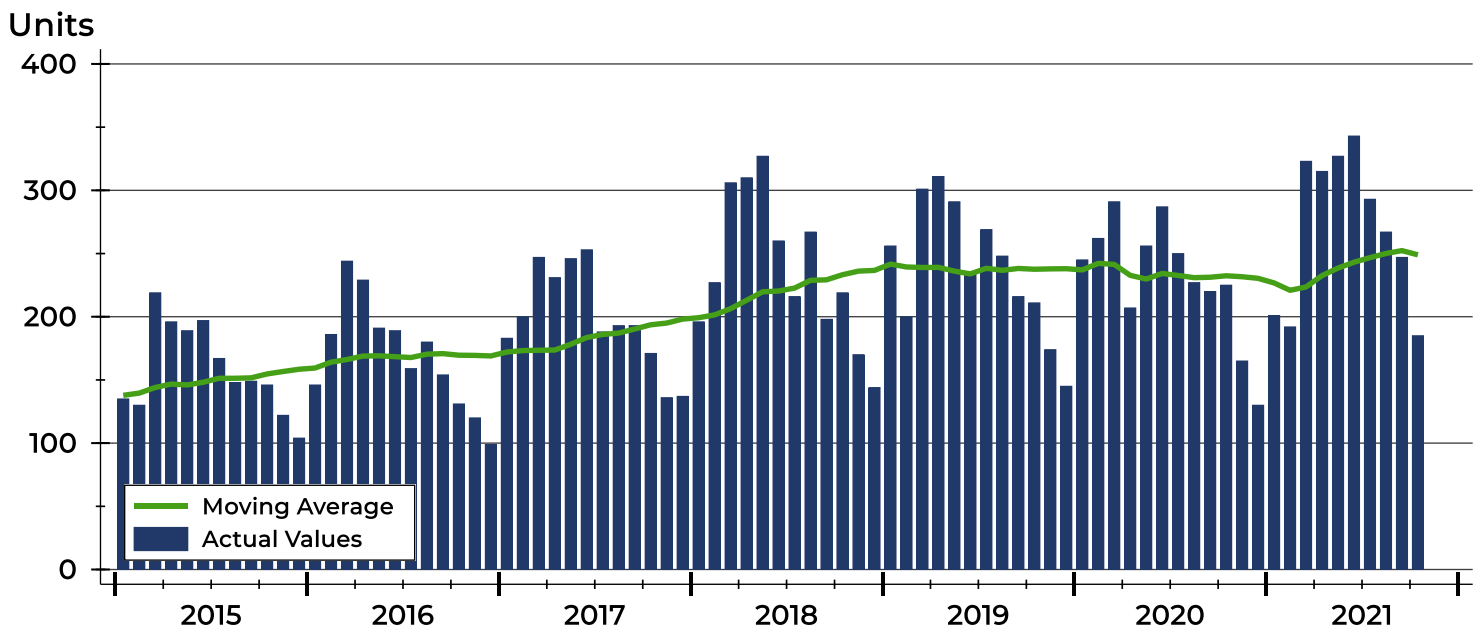
Flint Hills Association Eight-County Jurisdiction New Listings Analysis

Summary Statistics for New Listings		2021	October 2020	Change
Current Month	New Listings	185	225	-17.8%
	Volume (1,000s)	44,018	44,160	-0.3%
	Average List Price	237,936	196,266	21.2%
	Median List Price	185,000	180,000	2.8%
Year-to-Date	New Listings	2,693	2,470	9.0%
	Volume (1,000s)	578,990	486,468	19.0%
	Average List Price	214,998	196,951	9.2%
	Median List Price	189,900	175,000	8.5%

A total of 185 new listings were added in the FHAR eight-county jurisdiction during October, down 17.8% from the same month in 2020. Year-to-date the FHAR eight-county jurisdiction has seen 2,693 new listings.

The median list price of these homes was \$185,000 up from \$180,000 in 2020.

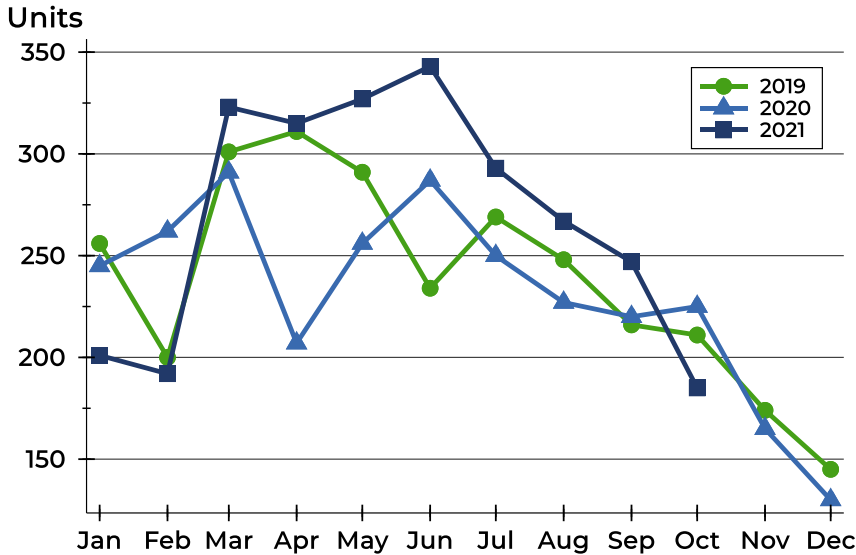
History of New Listings





Flint Hills Association Eight-County Jurisdiction New Listings Analysis

New Listings by Month



Month	2019	2020	2021
January	256	245	201
February	200	262	192
March	301	291	323
April	311	207	315
May	291	256	327
June	234	287	343
July	269	250	293
August	248	227	267
September	216	220	247
October	211	225	185
November	174	165	
December	145	130	

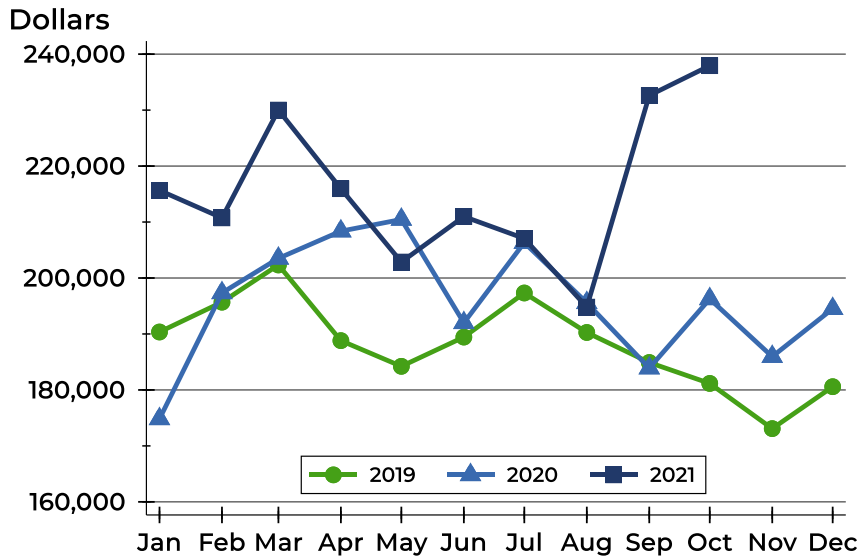
New Listings by Price Range

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	7	3.8%	39,257	37,000	23	19	100.0%	100.0%
\$50,000-\$99,999	19	10.3%	82,579	84,500	11	7	97.0%	100.0%
\$100,000-\$124,999	9	4.9%	113,744	115,000	16	13	98.5%	100.0%
\$125,000-\$149,999	21	11.4%	138,638	140,000	15	12	98.2%	100.0%
\$150,000-\$174,999	22	11.9%	161,359	159,950	19	15	98.5%	100.0%
\$175,000-\$199,999	25	13.5%	185,568	185,000	12	11	99.3%	100.0%
\$200,000-\$249,999	24	13.0%	230,129	230,000	12	13	99.9%	100.0%
\$250,000-\$299,999	17	9.2%	275,159	275,000	16	12	99.4%	100.0%
\$300,000-\$399,999	24	13.0%	350,702	354,900	30	15	99.5%	100.0%
\$400,000-\$499,999	6	3.2%	443,150	439,950	17	14	100.0%	100.0%
\$500,000-\$749,999	6	3.2%	574,783	549,950	15	12	99.8%	100.0%
\$750,000-\$999,999	3	1.6%	858,333	850,000	12	13	100.0%	100.0%
\$1,000,000 and up	2	1.1%	1,375,000	1,375,000	15	15	100.0%	100.0%



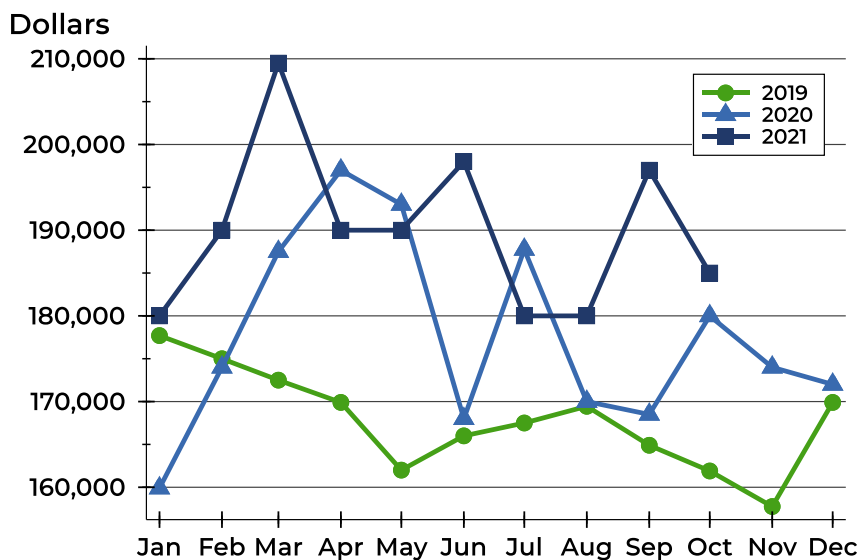
Flint Hills Association Eight-County Jurisdiction New Listings Analysis

Average Price



Month	2019	2020	2021
January	190,353	174,831	215,661
February	195,685	197,342	210,743
March	202,333	203,512	230,011
April	188,812	208,370	215,962
May	184,221	210,466	202,858
June	189,446	191,995	210,985
July	197,324	206,327	207,060
August	190,270	195,573	194,805
September	184,906	183,900	232,613
October	181,166	196,266	237,936
November	173,087	185,957	
December	180,580	194,515	

Median Price



Month	2019	2020	2021
January	177,700	159,900	180,000
February	175,000	174,000	190,000
March	172,500	187,500	209,500
April	169,900	197,000	190,000
May	162,000	193,000	190,000
June	166,000	168,000	198,000
July	167,500	187,750	180,000
August	169,450	170,000	180,000
September	164,900	168,500	197,000
October	161,900	180,000	185,000
November	157,750	174,000	
December	169,900	172,000	



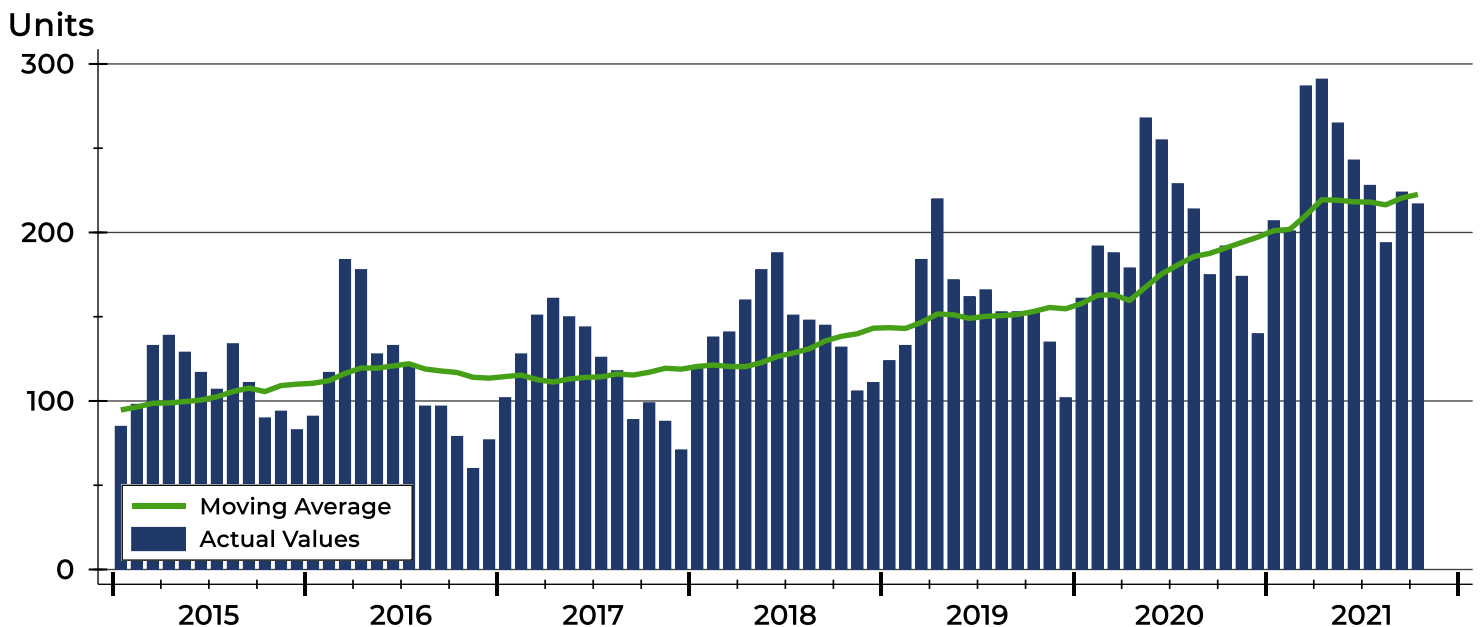
Flint Hills Association Eight-County Jurisdiction Contracts Written Analysis

Summary Statistics for Contracts Written		2021	October 2020	Change	Year-to-Date		
		2021	2020	Change	2021	2020	Change
Contracts Written		217	192	13.0%	2,357	2,053	14.8%
Volume (1,000s)		46,530	35,262	32.0%	498,974	400,183	24.7%
Average	Sale Price	214,422	183,658	16.8%	211,699	194,926	8.6%
	Days on Market	43	54	-20.4%	36	64	-43.8%
	Percent of Original	96.4%	95.3%	1.2%	97.6%	95.2%	2.5%
Median	Sale Price	185,000	174,950	5.7%	190,000	179,900	5.6%
	Days on Market	25	23	8.7%	11	29	-62.1%
	Percent of Original	100.0%	97.7%	2.4%	100.0%	97.6%	2.5%

A total of 217 contracts for sale were written in the FHAR eight-county jurisdiction during the month of October, up from 192 in 2020. The median list price of these homes was \$185,000, up from \$174,950 the prior year.

Half of the homes that went under contract in October were on the market less than 25 days, compared to 23 days in October 2020.

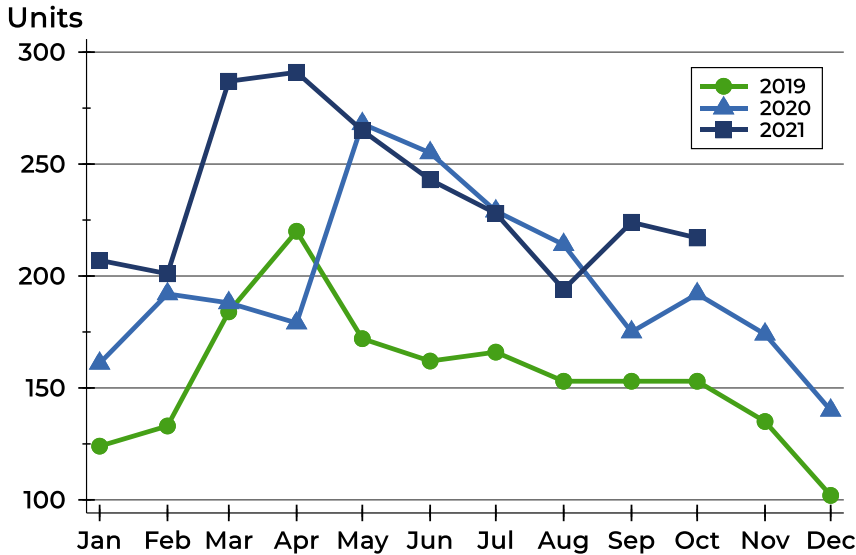
History of Contracts Written





Flint Hills Association Eight-County Jurisdiction Contracts Written Analysis

Contracts Written by Month



Month	2019	2020	2021
January	124	161	207
February	133	192	201
March	184	188	287
April	220	179	291
May	172	268	265
June	162	255	243
July	166	229	228
August	153	214	194
September	153	175	224
October	153	192	217
November	135	174	
December	102	140	

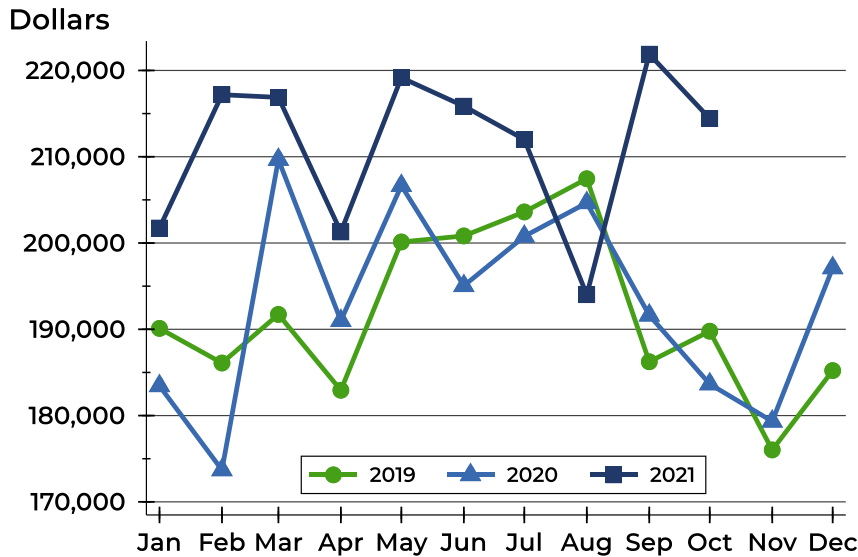
Contracts Written by Price Range

Price Range	Contracts Written		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	1	0.5%	15,000	15,000	70	70	30.0%	30.0%
\$25,000-\$49,999	7	3.2%	39,700	40,000	141	55	94.7%	100.0%
\$50,000-\$99,999	23	10.6%	82,080	84,500	50	21	93.8%	100.0%
\$100,000-\$124,999	16	7.4%	115,063	119,250	51	33	95.5%	99.2%
\$125,000-\$149,999	22	10.1%	136,536	135,000	41	33	94.3%	98.6%
\$150,000-\$174,999	24	11.1%	162,163	164,950	45	29	97.9%	100.0%
\$175,000-\$199,999	29	13.4%	185,579	184,000	31	18	96.9%	100.0%
\$200,000-\$249,999	37	17.1%	227,136	227,500	47	39	97.5%	99.5%
\$250,000-\$299,999	14	6.5%	278,057	280,000	24	11	99.3%	100.0%
\$300,000-\$399,999	33	15.2%	348,202	350,000	32	16	98.0%	100.0%
\$400,000-\$499,999	5	2.3%	448,800	459,000	38	42	99.6%	100.0%
\$500,000-\$749,999	4	1.8%	607,225	595,000	6	5	100.0%	100.0%
\$750,000-\$999,999	2	0.9%	885,000	885,000	55	55	89.8%	89.8%
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



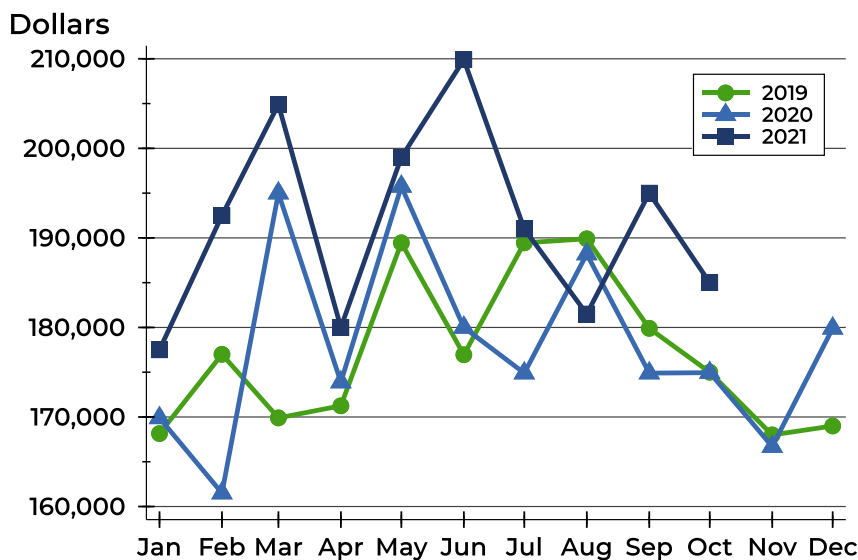
Flint Hills Association Eight-County Jurisdiction Contracts Written Analysis

Average Price



Month	2019	2020	2021
January	190,108	183,447	201,740
February	186,095	173,700	217,188
March	191,726	209,678	216,878
April	182,939	191,004	201,283
May	200,121	206,649	219,169
June	200,823	195,044	215,862
July	203,602	200,768	212,004
August	207,447	204,658	194,008
September	186,236	191,630	221,890
October	189,782	183,658	214,422
November	176,021	179,335	
December	185,219	197,115	

Median Price

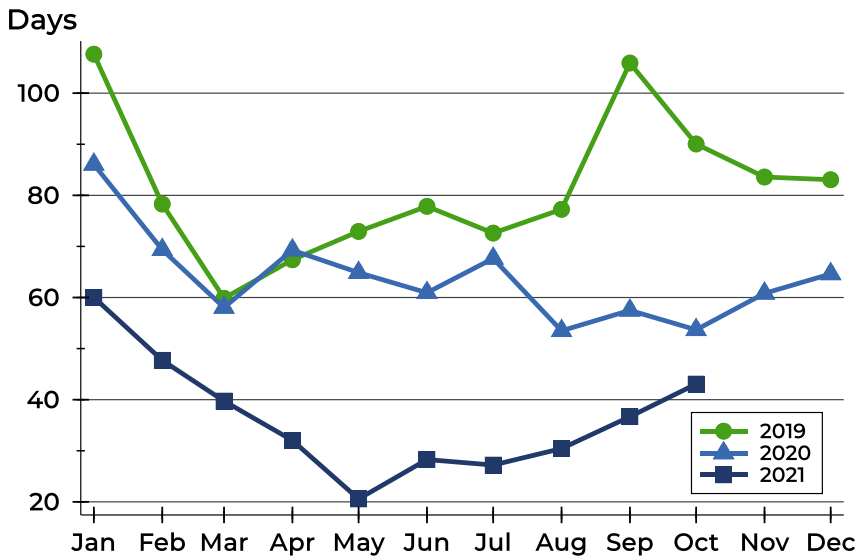


Month	2019	2020	2021
January	168,150	169,900	177,500
February	177,000	161,500	192,500
March	169,900	195,000	204,900
April	171,250	173,900	180,000
May	189,450	195,750	199,000
June	176,950	180,000	209,900
July	189,450	174,900	191,000
August	189,900	188,200	181,500
September	179,900	174,900	195,000
October	175,000	174,950	185,000
November	168,000	166,700	
December	169,000	179,900	



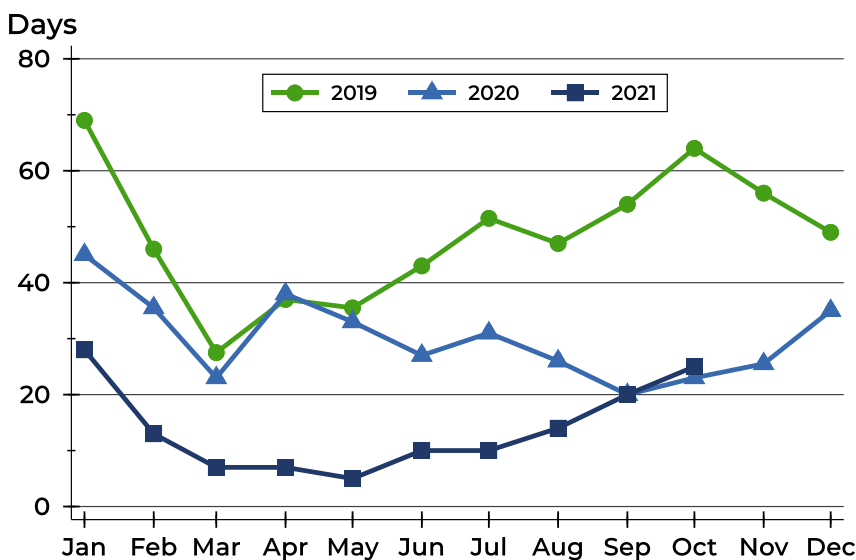
Flint Hills Association Eight-County Jurisdiction Contracts Written Analysis

Average DOM



Month	2019	2020	2021
January	108	86	60
February	78	69	48
March	60	58	40
April	67	69	32
May	73	65	21
June	78	61	28
July	73	68	27
August	77	53	30
September	106	57	37
October	90	54	43
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	10
August	47	26	14
September	54	20	20
October	64	23	25
November	56	26	
December	49	35	



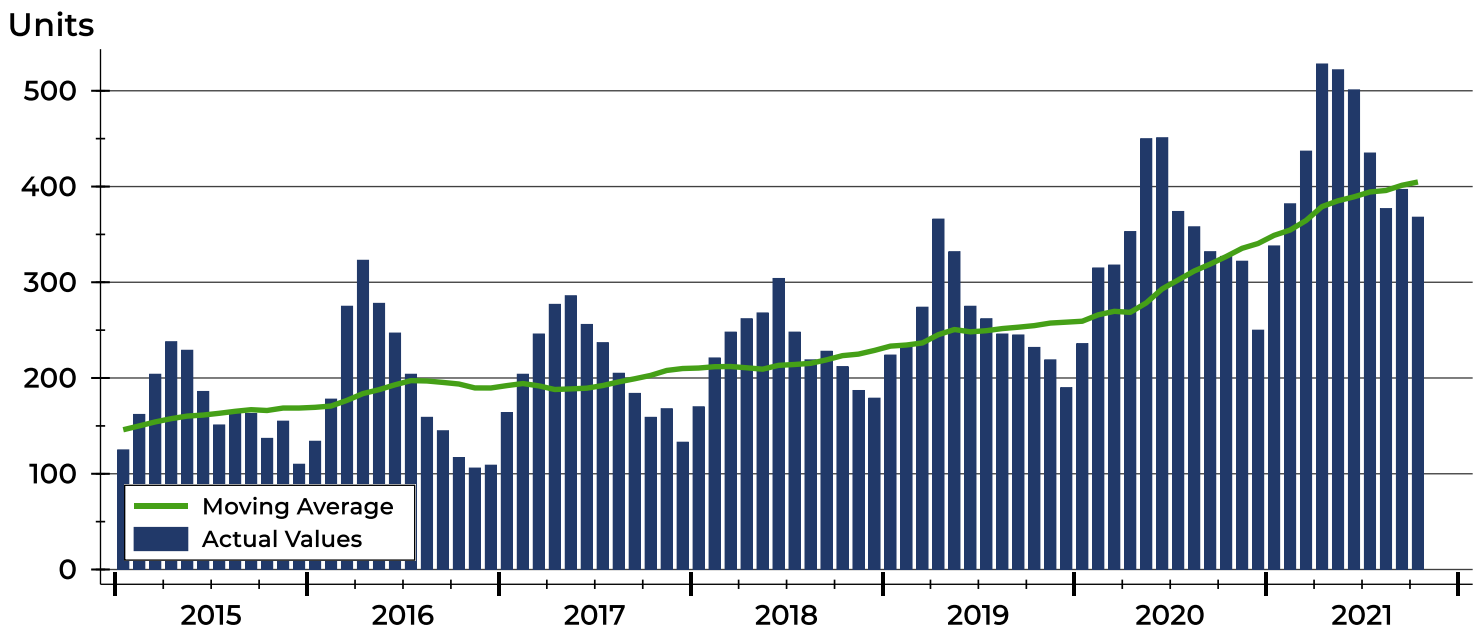
Flint Hills Association Eight-County Jurisdiction Pending Contracts Analysis

Summary Statistics for Pending Contracts		End of October		
		2021	2020	Change
Pending Contracts		368	327	12.5%
Volume (1,000s)		84,166	62,559	34.5%
Average	List Price	228,713	191,312	19.5%
	Days on Market	40	58	-31.0%
	Percent of Original	98.0%	97.9%	0.1%
Median	List Price	207,750	179,900	15.5%
	Days on Market	23	24	-4.2%
	Percent of Original	100.0%	100.0%	0.0%

A total of 368 listings in the FHAR eight-county jurisdiction had contracts pending at the end of October, up from 327 contracts pending at the end of October 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.

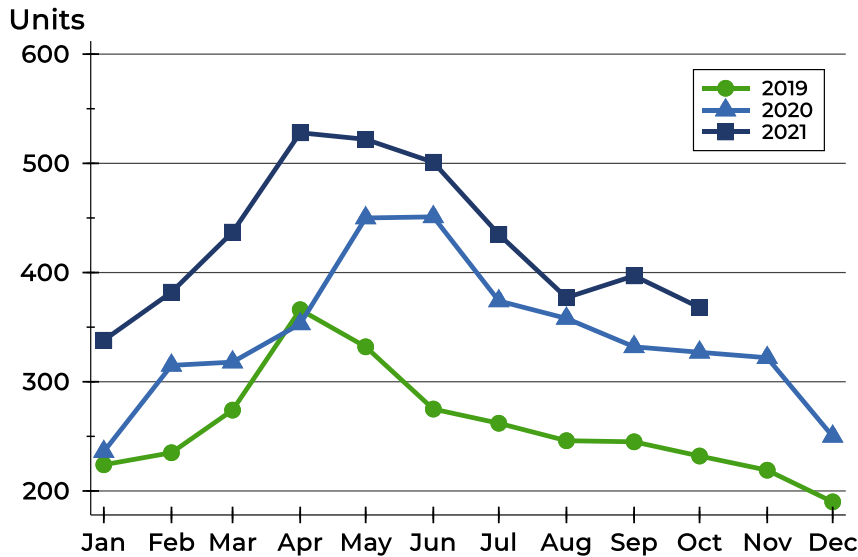
History of Pending Contracts





Flint Hills Association Eight-County Jurisdiction Pending Contracts Analysis

Pending Contracts 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	377
September	245	332	397
October	232	327	368
November	219	322	
December	190	250	

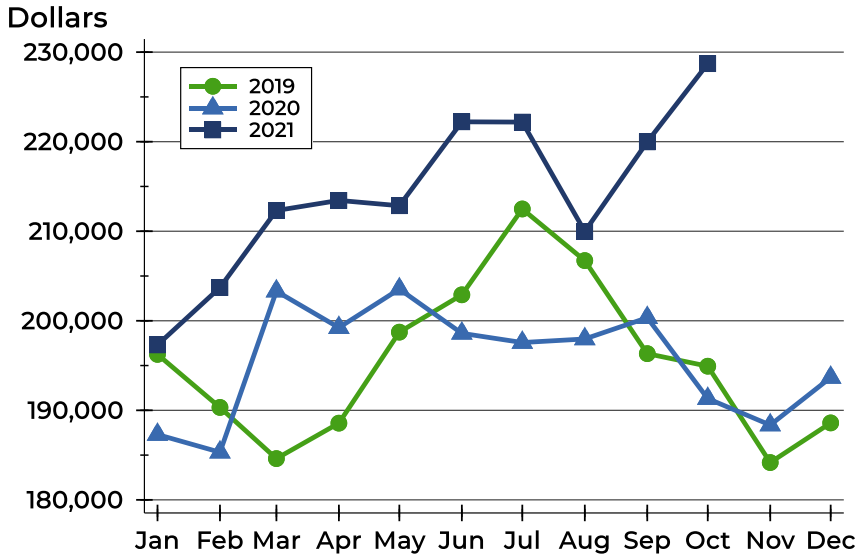
Pending Contracts by Price Range

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	8	2.2%	38,275	39,750	97	58	90.2%	95.0%
\$50,000-\$99,999	33	9.0%	79,477	79,900	52	21	97.8%	100.0%
\$100,000-\$124,999	24	6.5%	114,950	119,250	46	33	95.8%	100.0%
\$125,000-\$149,999	30	8.2%	137,467	139,900	34	28	97.0%	100.0%
\$150,000-\$174,999	41	11.1%	162,894	165,000	39	27	98.4%	100.0%
\$175,000-\$199,999	44	12.0%	185,434	184,950	30	17	97.4%	100.0%
\$200,000-\$249,999	73	19.8%	226,692	225,000	39	27	98.2%	100.0%
\$250,000-\$299,999	30	8.2%	280,158	284,950	29	11	100.0%	100.0%
\$300,000-\$399,999	64	17.4%	343,658	349,000	43	19	99.2%	100.0%
\$400,000-\$499,999	10	2.7%	444,259	447,000	31	14	99.0%	100.0%
\$500,000-\$749,999	8	2.2%	613,350	612,000	31	12	100.0%	100.0%
\$750,000-\$999,999	2	0.5%	885,000	885,000	55	55	95.2%	95.2%
\$1,000,000 and up	1	0.3%	1,450,000	1,450,000	28	28	100.0%	100.0%



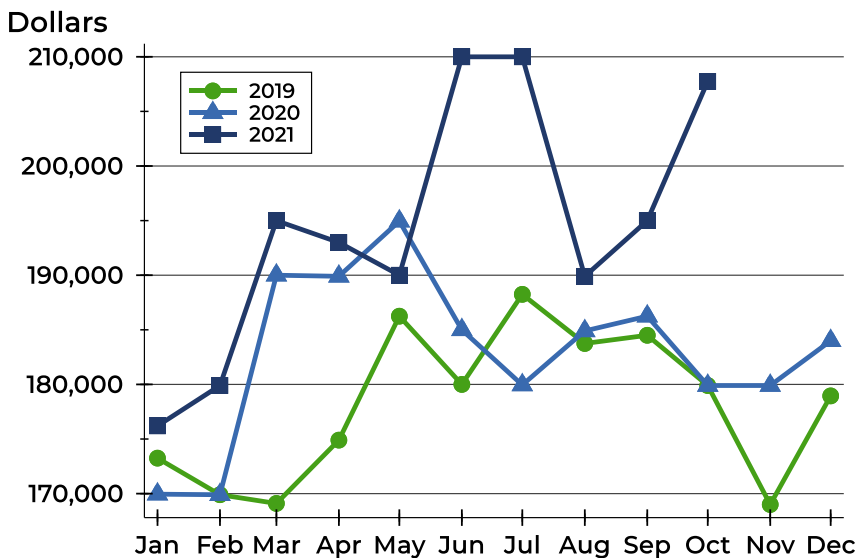
Flint Hills Association Eight-County Jurisdiction Pending Contracts Analysis

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	209,977
September	196,330	200,342	219,980
October	194,927	191,312	228,713
November	184,169	188,356	
December	188,595	193,670	

Median Price

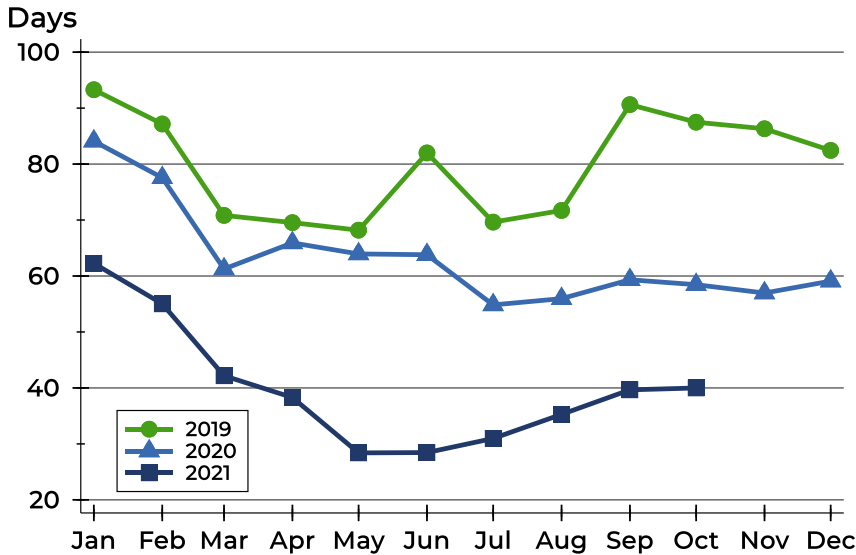


Month	2019	2020	2021
January	173,250	169,950	176,200
February	169,900	169,900	179,900
March	169,100	190,000	195,000
April	174,900	189,900	193,000
May	186,250	194,950	190,000
June	180,000	185,000	210,000
July	188,250	179,950	210,000
August	183,750	184,900	189,900
September	184,500	186,250	195,000
October	179,900	179,900	207,750
November	169,000	179,900	
December	178,950	184,000	



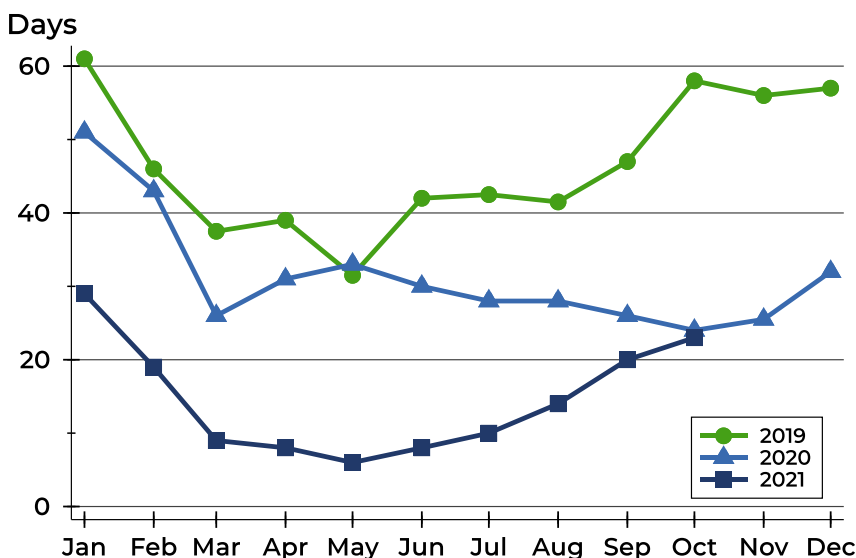
Flint Hills Association Eight-County Jurisdiction Pending Contracts Analysis

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	35
September	91	59	40
October	87	58	40
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	14
September	47	26	20
October	58	24	23
November	56	26	
December	57	32	