



**September
2021**

Flint Hills MLS Statistics



**FLINT HILLS
ASSOCIATION
OF REALTORS®**

Flint Hills Association Eight-County Jurisdiction Housing Report



Market Overview

FHAR Jurisdiction Home Sales Rose in September

Total home sales in the FHAR eight-county jurisdiction rose by 4.2% last month to 199 units, compared to 191 units in September 2020. Total sales volume was \$40.7 million, up 13.2% from a year earlier.

The median sale price in September was \$190,000, up from \$173,000 a year earlier. Homes that sold in September were typically on the market for 11 days and sold for 100.0% of their list prices.

FHAR Jurisdiction Active Listings Down at End of September

The total number of active listings in the FHAR eight-county jurisdiction at the end of September was 467 units, down from 524 at the same point in 2020. This represents a 2.2 months' supply of homes available for sale. The median list price of homes on the market at the end of September was \$175,000.

During September, a total of 228 contracts were written up from 175 in September 2020. At the end of the month, there were 397 contracts pending, compared to 332 at the

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**September
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Flint Hills MLS Statistics



**FLINT HILLS
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OF REALTORS®**

Flint Hills Association Eight-County Jurisdiction Summary Statistics

September MLS Statistics Three-year History		Current Month			Year-to-Date		
		2021	2020	2019	2021	2020	2019
Home Sales		199	191	131	2,007	1,722	1,399
Change from prior year		4.2%	45.8%	-2.2%	16.6%	23.1%	8.5%
Active Listings		467	524	863	N/A	N/A	N/A
Change from prior year		-10.9%	-39.3%	-4.3%			
Months' Supply		2.2	2.9	5.8	N/A	N/A	N/A
Change from prior year		-24.1%	-50.0%	-15.9%			
New Listings		245	220	216	2,502	2,245	2,326
Change from prior year		11.4%	1.9%	9.1%	11.4%	-3.5%	0.8%
Contracts Written		228	175	153	2,142	1,861	1,467
Change from prior year		30.3%	14.4%	5.5%	15.1%	26.9%	7.1%
Pending Contracts		397	332	245	N/A	N/A	N/A
Change from prior year		19.6%	35.5%	7.5%			
Sales Volume (1,000s)		40,693	35,961	24,526	413,267	327,336	265,840
Change from prior year		13.2%	46.6%	2.0%	26.3%	23.1%	7.4%
Average	Sale Price	204,486	188,275	187,222	205,913	190,090	190,021
	Change from prior year	8.6%	0.6%	4.4%	8.3%	0.0%	-1.0%
	List Price of Actives	223,475	204,237	195,056	N/A	N/A	N/A
	Change from prior year	9.4%	4.7%	0.8%			
	Days on Market	28	59	71	38	68	76
Change from prior year	-52.5%	-16.9%	-12.3%	-44.1%	-10.5%	-2.6%	
	Percent of List	97.8%	97.7%	98.0%	98.8%	97.3%	97.3%
Change from prior year	0.1%	-0.3%	2.3%	1.5%	0.0%	0.1%	
	Percent of Original	96.8%	95.7%	94.3%	97.6%	95.0%	94.6%
Change from prior year	1.1%	1.5%	1.9%	2.7%	0.4%	-0.5%	
Median	Sale Price	190,000	173,000	185,000	189,000	175,000	174,900
	Change from prior year	9.8%	-6.5%	9.0%	8.0%	0.1%	-1.2%
	List Price of Actives	175,000	160,500	160,000	N/A	N/A	N/A
	Change from prior year	9.0%	0.3%	-3.2%			
	Days on Market	11	28	45	10	34	46
Change from prior year	-60.7%	-37.8%	-28.6%	-70.6%	-26.1%	0.0%	
	Percent of List	100.0%	98.7%	98.7%	100.0%	98.5%	98.3%
Change from prior year	1.3%	0.0%	1.2%	1.5%	0.2%	0.1%	
	Percent of Original	98.8%	97.9%	96.6%	100.0%	97.5%	96.9%
Change from prior year	0.9%	1.3%	0.6%	2.6%	0.6%	0.1%	



Flint Hills Association Eight-County Jurisdiction Closed Listings Analysis

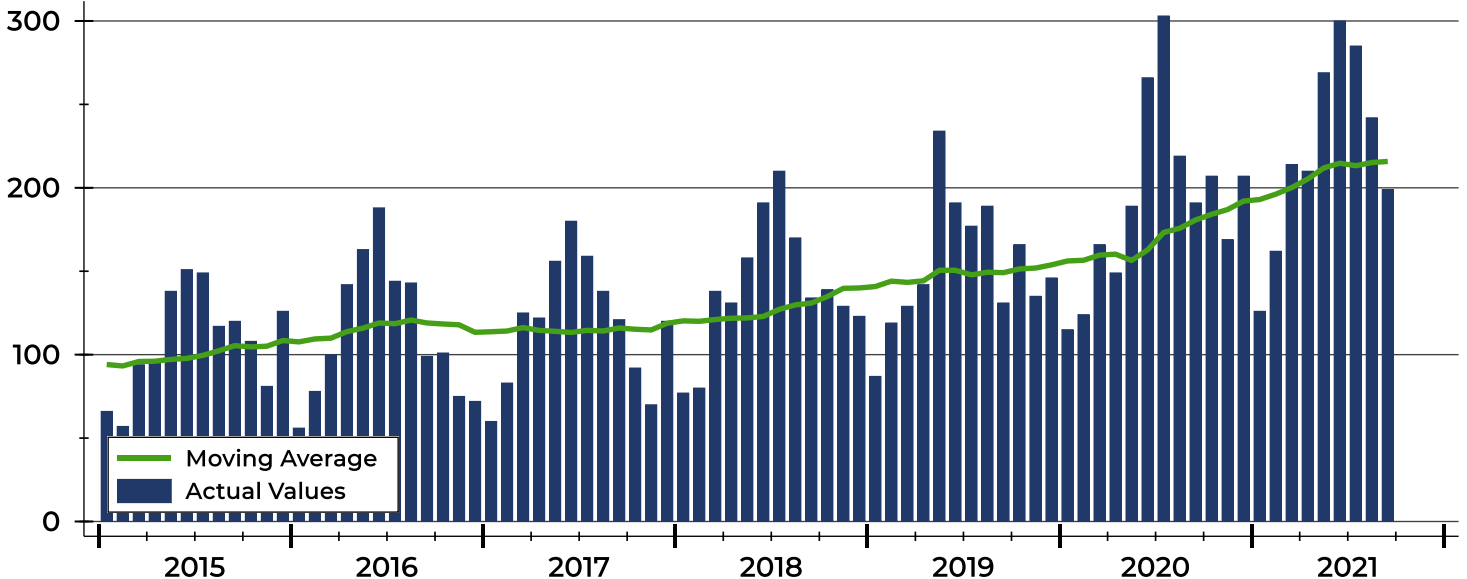
Summary Statistics for Closed Listings		September			Year-to-Date		
		2021	2020	Change	2021	2020	Change
Closed Listings		199	191	4.2%	2,007	1,722	16.6%
Volume (1,000s)		40,693	35,961	13.2%	413,267	327,336	26.3%
Months' Supply		2.2	2.9	-24.1%	N/A	N/A	N/A
Average	Sale Price	204,486	188,275	8.6%	205,913	190,090	8.3%
	Days on Market	28	59	-52.5%	38	68	-44.1%
	Percent of List	97.8%	97.7%	0.1%	98.8%	97.3%	1.5%
	Percent of Original	96.8%	95.7%	1.1%	97.6%	95.0%	2.7%
Median	Sale Price	190,000	173,000	9.8%	189,000	175,000	8.0%
	Days on Market	11	28	-60.7%	10	34	-70.6%
	Percent of List	100.0%	98.7%	1.3%	100.0%	98.5%	1.5%
	Percent of Original	98.8%	97.9%	0.9%	100.0%	97.5%	2.6%

A total of 199 homes sold in the FHAR eight-county jurisdiction in September, up from 191 units in September 2020. Total sales volume rose to \$40.7 million compared to \$36.0 million in the previous year.

The median sales price in September was \$190,000, up 9.8% compared to the prior year. Median days on market was 11 days, up from 10 days in August, but down from 28 in September 2020.

History of Closed Listings

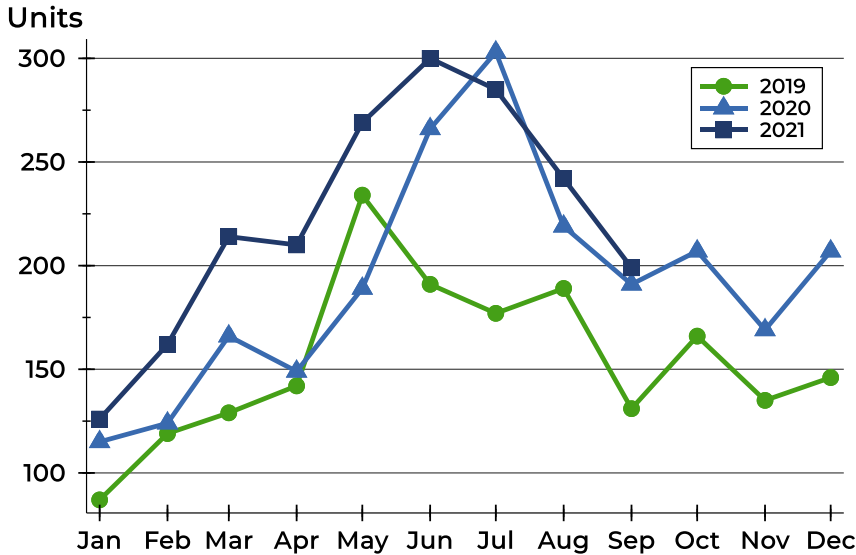
Units





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	242
September	131	191	199
October	166	207	
November	135	169	
December	146	207	

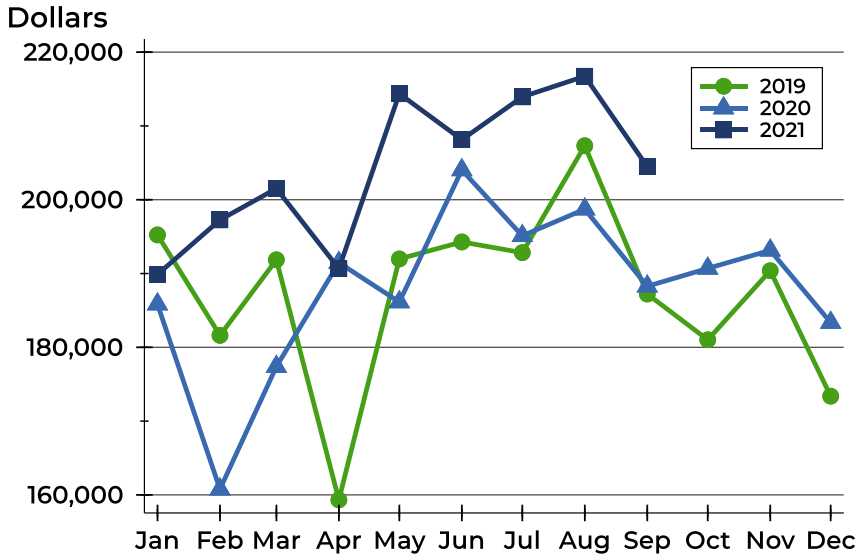
Closed Listings by Price Range

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	2.5%	0.4	16,100	22,000	27	28	70.5%	75.9%	64.7%	64.7%
\$25,000-\$49,999	3	1.5%	2.0	33,833	30,000	14	2	89.9%	90.6%	82.7%	85.7%
\$50,000-\$99,999	23	11.6%	2.5	73,165	76,000	35	14	92.2%	94.5%	91.0%	94.1%
\$100,000-\$124,999	14	7.0%	2.4	115,021	114,950	45	7	98.0%	98.6%	97.4%	99.0%
\$125,000-\$149,999	20	10.1%	2.8	135,170	133,500	29	14	99.1%	100.0%	98.2%	100.0%
\$150,000-\$174,999	16	8.0%	2.3	162,559	160,000	33	12	98.3%	99.4%	97.5%	97.8%
\$175,000-\$199,999	25	12.6%	1.3	183,978	182,000	17	9	99.9%	100.0%	99.0%	100.0%
\$200,000-\$249,999	27	13.6%	2.0	228,740	229,900	19	5	98.8%	99.6%	97.8%	97.8%
\$250,000-\$299,999	32	16.1%	1.3	269,494	266,500	36	20	99.1%	99.8%	97.9%	98.7%
\$300,000-\$399,999	25	12.6%	2.4	331,004	315,000	29	13	101.2%	100.0%	101.3%	100.0%
\$400,000-\$499,999	6	3.0%	2.2	444,648	446,945	11	4	101.8%	100.3%	101.6%	100.3%
\$500,000-\$749,999	3	1.5%	4.0	523,667	525,000	9	11	103.0%	101.2%	103.0%	101.2%
\$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



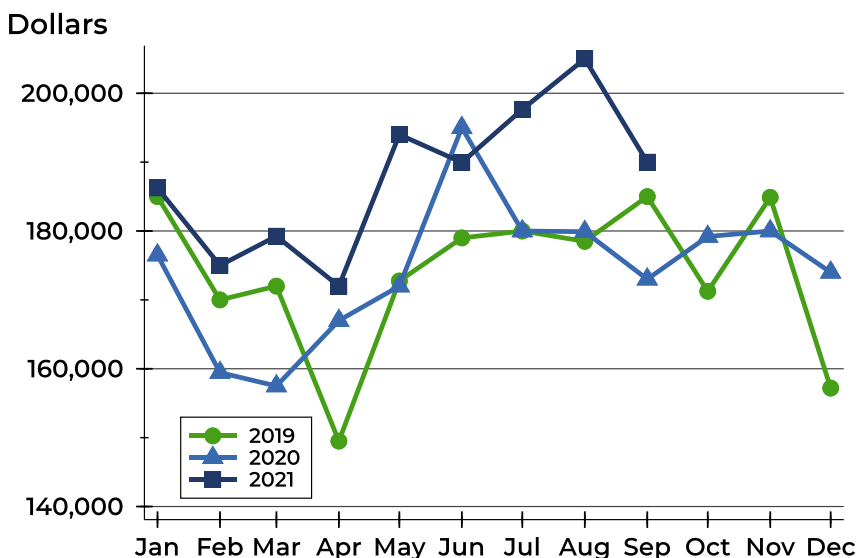
Flint Hills Association Eight-County Jurisdiction Closed Listings Analysis

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	216,738
September	187,222	188,275	204,486
October	181,021	190,691	
November	190,378	193,146	
December	173,381	183,358	

Median Price

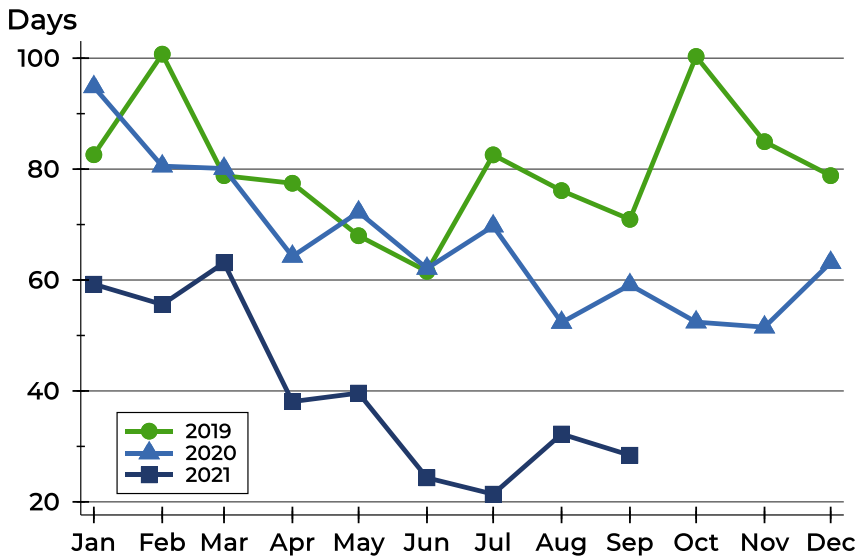


Month	2019	2020	2021
January	185,000	176,500	186,250
February	170,000	159,450	175,000
March	172,000	157,500	179,250
April	149,500	167,000	172,000
May	172,750	172,000	194,000
June	179,000	195,000	189,950
July	180,000	180,000	197,650
August	178,500	179,900	205,000
September	185,000	173,000	190,000
October	171,250	179,200	
November	184,900	180,000	
December	157,200	174,000	



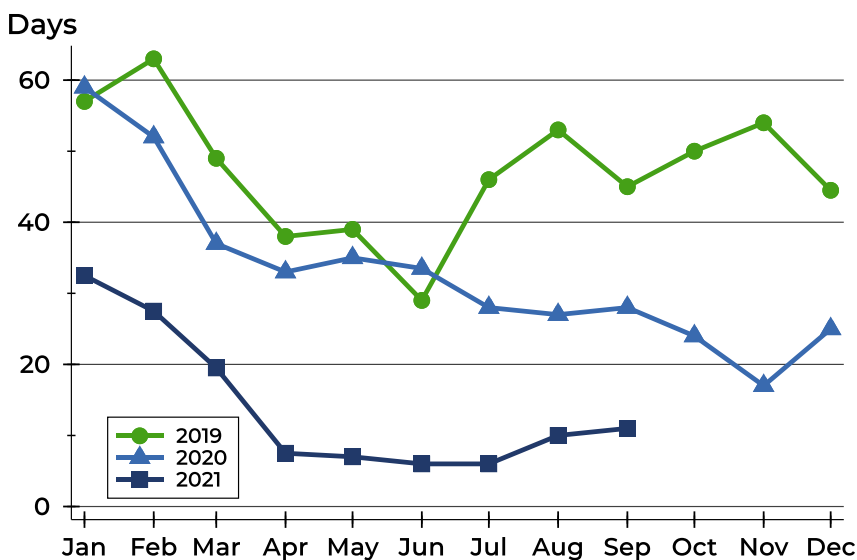
Flint Hills Association Eight-County Jurisdiction Closed Listings Analysis

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	28
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	8
May	39	35	7
June	29	34	6
July	46	28	6
August	53	27	10
September	45	28	11
October	50	24	
November	54	17	
December	45	25	



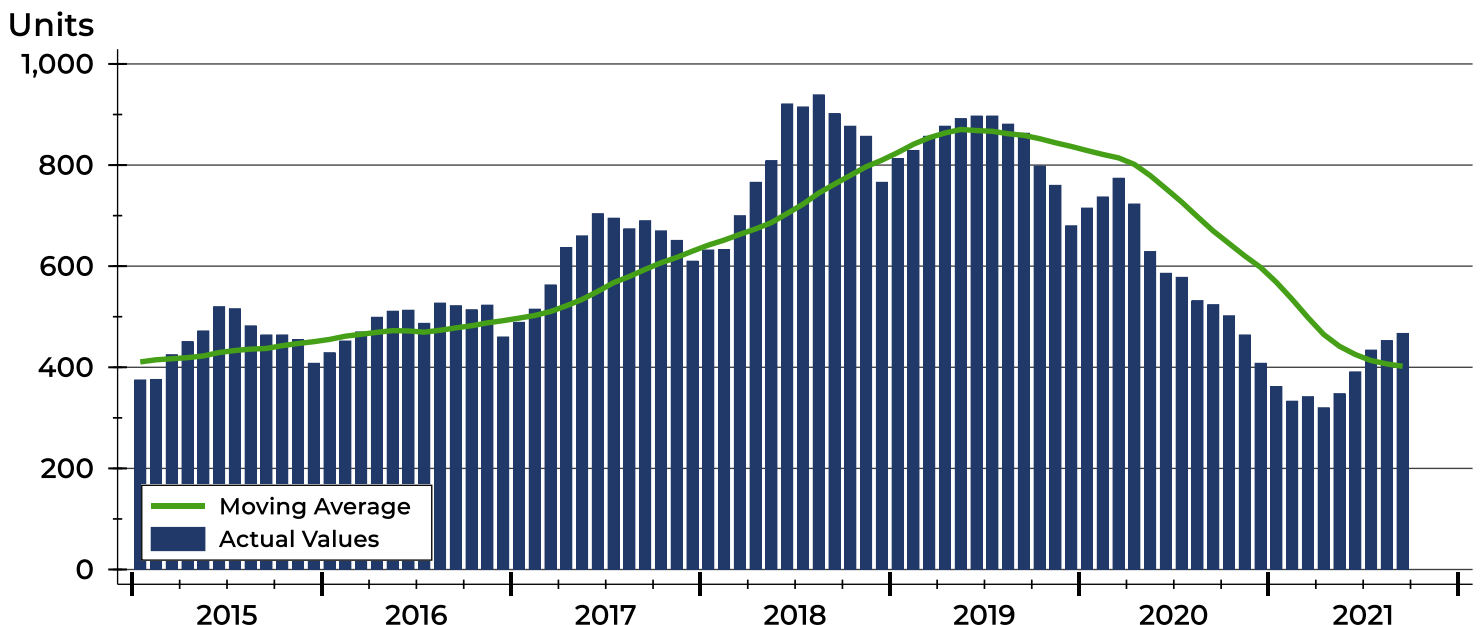
Flint Hills Association Eight-County Jurisdiction Active Listings Analysis

Summary Statistics for Active Listings		End of September		
		2021	2020	Change
Active Listings		467	524	-10.9%
Volume (1,000s)		104,363	107,020	-2.5%
Months' Supply		2.2	2.9	-24.1%
Average	List Price	223,475	204,237	9.4%
	Days on Market	79	104	-24.0%
	Percent of Original	97.1%	97.2%	-0.1%
Median	List Price	175,000	160,500	9.0%
	Days on Market	56	69	-18.8%
	Percent of Original	100.0%	100.0%	0.0%

A total of 467 homes were available for sale in the FHAR eight-county jurisdiction at the end of September. This represents a 2.2 months' supply of active listings.

The median list price of homes on the market at the end of September was \$175,000, up 9.0% from 2020. The typical time on market for active listings was 56 days, down from 69 days a year earlier.

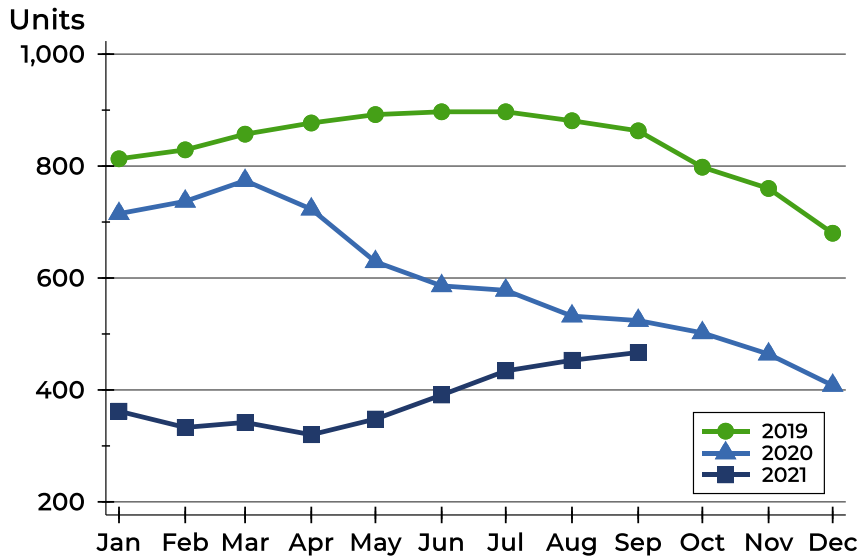
History of Active Listings





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	
November	760	464	
December	680	408	

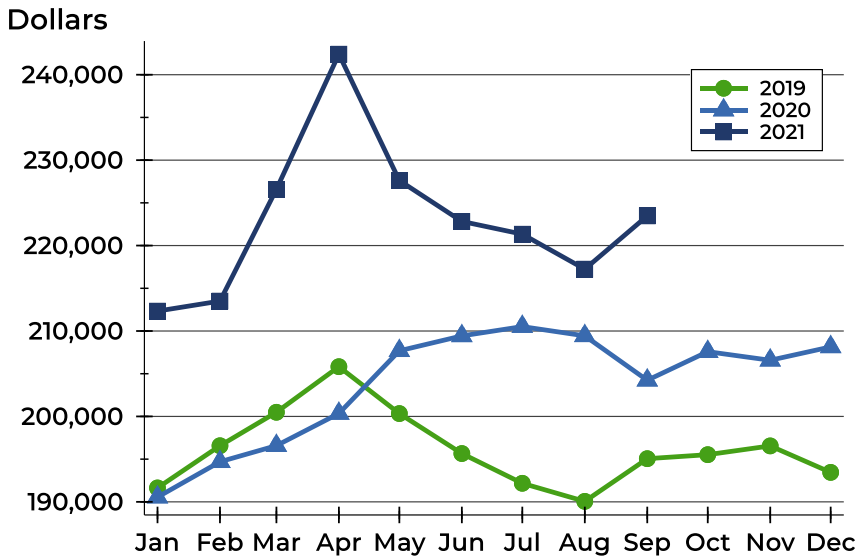
Active Listings by Price Range

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	1	0.2%	0.4	15,000	15,000	70	70	50.0%	50.0%
\$25,000-\$49,999	11	2.4%	2.0	41,609	39,900	112	46	96.3%	100.0%
\$50,000-\$99,999	62	13.3%	2.5	81,109	83,750	88	71	96.7%	100.0%
\$100,000-\$124,999	41	8.8%	2.4	112,449	110,000	78	71	95.5%	100.0%
\$125,000-\$149,999	62	13.3%	2.8	137,715	136,950	63	47	98.0%	100.0%
\$150,000-\$174,999	56	12.0%	2.3	161,316	159,950	60	52	97.1%	99.8%
\$175,000-\$199,999	32	6.9%	1.3	189,181	187,900	66	36	96.7%	99.3%
\$200,000-\$249,999	77	16.5%	2.0	224,279	224,000	84	52	97.4%	100.0%
\$250,000-\$299,999	31	6.6%	1.3	275,342	279,000	84	76	97.8%	100.0%
\$300,000-\$399,999	59	12.6%	2.4	346,607	349,000	73	42	98.7%	100.0%
\$400,000-\$499,999	13	2.8%	2.2	447,258	440,000	80	29	96.4%	100.0%
\$500,000-\$749,999	13	2.8%	4.0	584,469	550,000	96	26	95.3%	100.0%
\$750,000-\$999,999	5	1.1%	N/A	881,600	945,000	310	146	91.5%	95.0%
\$1,000,000 and up	4	0.9%	N/A	1,637,500	1,600,000	141	133	100.0%	100.0%



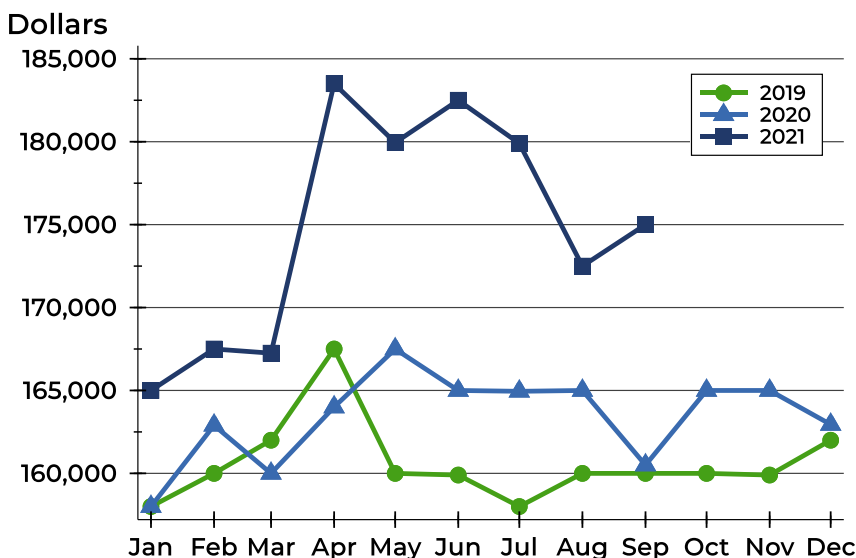
Flint Hills Association Eight-County Jurisdiction Active Listings Analysis

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	223,475
November	196,554	206,579	223,475
December	193,452	208,140	223,475

Median Price

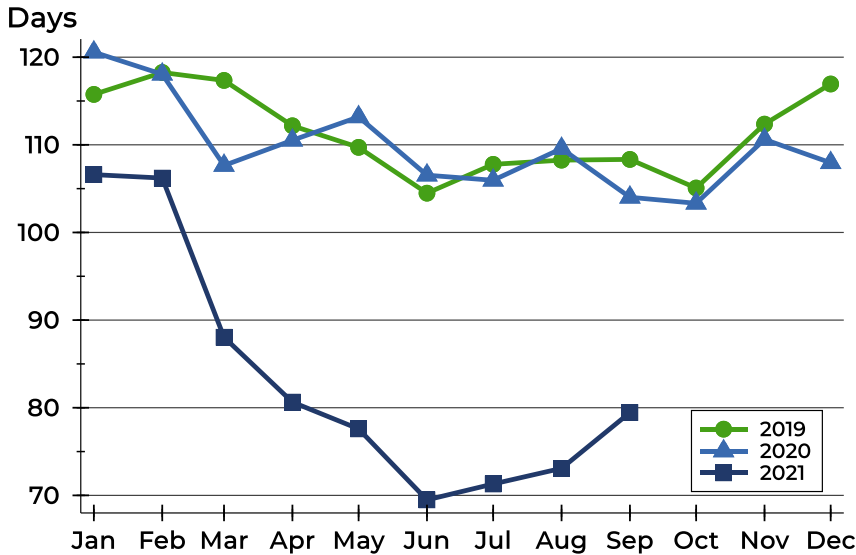


Month	2019	2020	2021
January	158,000	158,000	165,000
February	160,000	162,900	167,500
March	162,000	160,000	167,250
April	167,500	164,000	183,500
May	160,000	167,500	179,950
June	159,900	165,000	182,500
July	158,000	164,950	179,900
August	160,000	165,000	172,500
September	160,000	160,500	175,000
October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



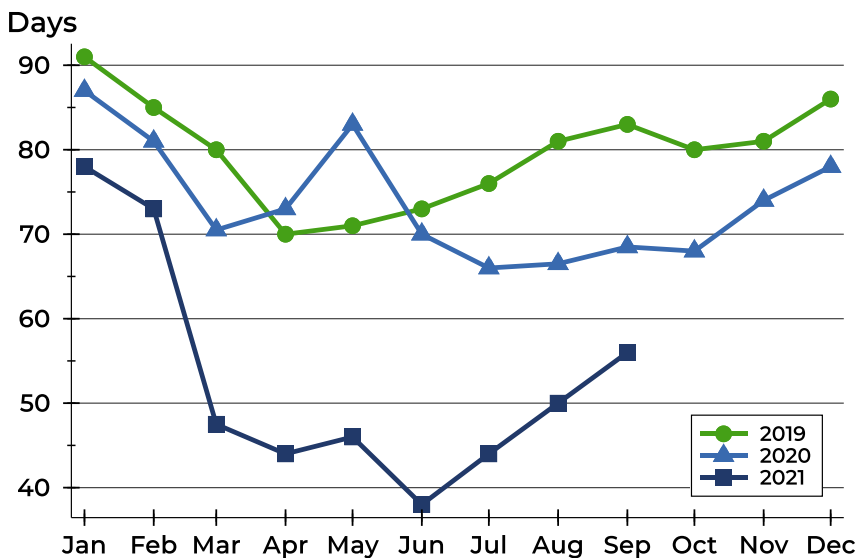
Flint Hills Association Eight-County Jurisdiction Active Listings Analysis

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	
November	112	111	
December	117	108	

Median DOM

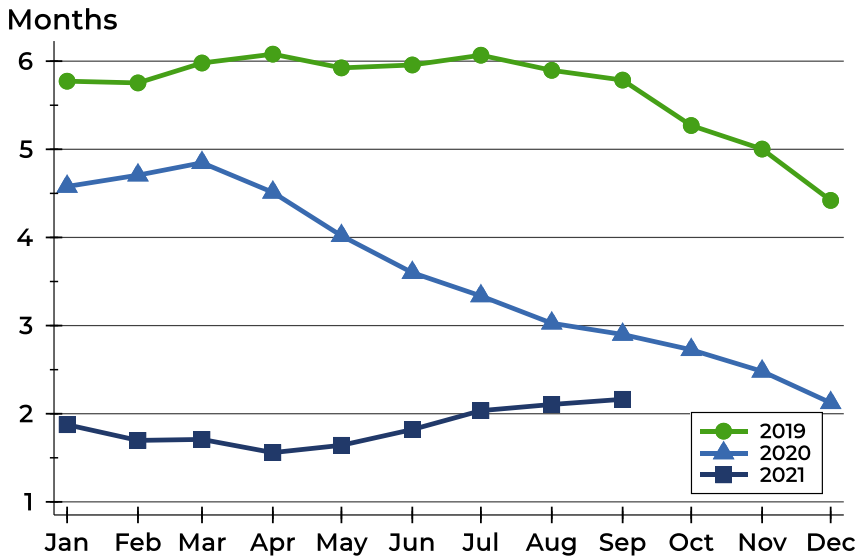


Month	2019	2020	2021
January	91	87	78
February	85	81	73
March	80	71	48
April	70	73	44
May	71	83	46
June	73	70	38
July	76	66	44
August	81	67	50
September	83	69	56
October	80	68	
November	81	74	
December	86	78	



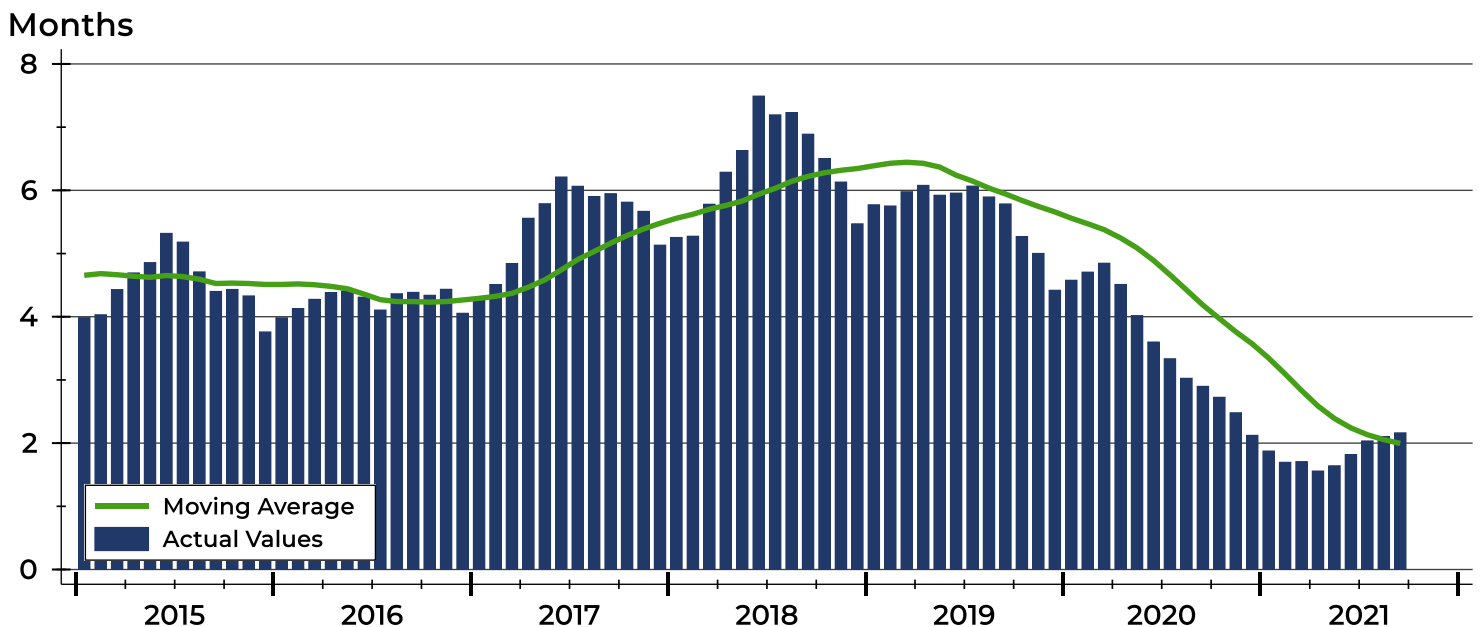
Flint Hills Association Eight-County Jurisdiction Months' Supply Analysis

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	2.2
October	5.3	2.7	
November	5.0	2.5	
December	4.4	2.1	

History of Month's Supply





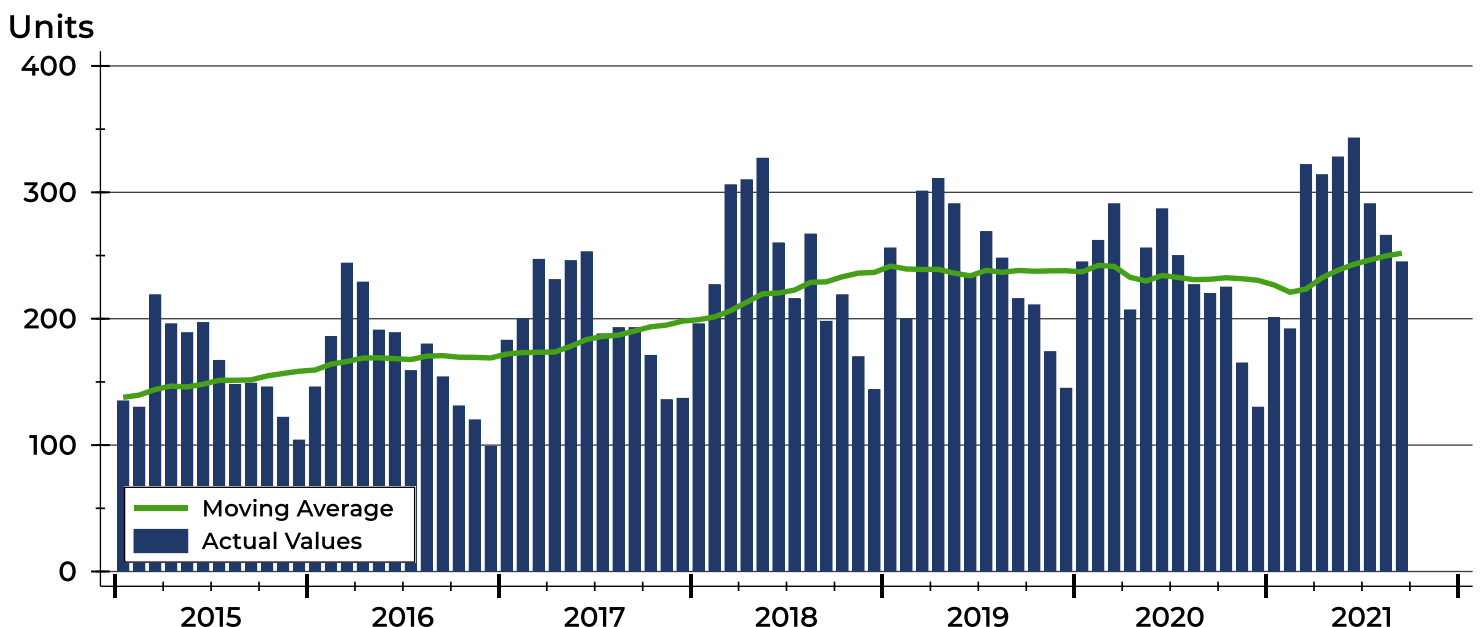
Flint Hills Association Eight-County Jurisdiction New Listings Analysis

Summary Statistics for New Listings		2021	September 2020	Change
Current Month	New Listings	245	220	11.4%
	Volume (1,000s)	57,012	40,458	40.9%
	Average List Price	232,703	183,900	26.5%
	Median List Price	197,000	168,500	16.9%
Year-to-Date	New Listings	2,502	2,245	11.4%
	Volume (1,000s)	533,453	442,317	20.6%
	Average List Price	213,211	197,023	8.2%
	Median List Price	189,900	175,000	8.5%

A total of 245 new listings were added in the FHAR eight-county jurisdiction during September, up 11.4% from the same month in 2020. Year-to-date the FHAR eight-county jurisdiction has seen 2,502 new listings.

The median list price of these homes was \$197,000 up from \$168,500 in 2020.

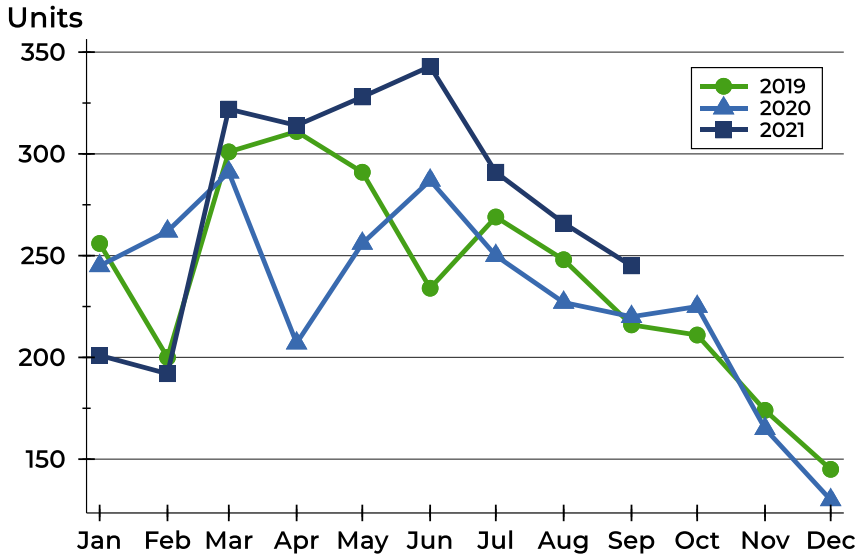
History of New Listings





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	322
April	311	207	314
May	291	256	328
June	234	287	343
July	269	250	291
August	248	227	266
September	216	220	245
October	211	225	
November	174	165	
December	145	130	

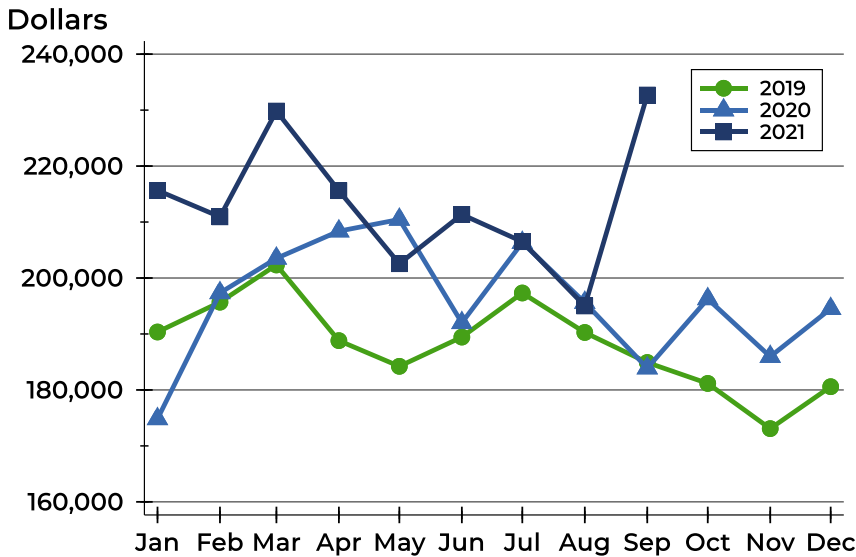
New Listings by Price Range

Price Range	New Listings		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	1	0.4%	10,000	10,000	1	1	100.0%	100.0%
\$25,000-\$49,999	5	2.0%	40,180	39,500	15	15	100.0%	100.0%
\$50,000-\$99,999	23	9.4%	81,572	83,000	14	15	99.1%	100.0%
\$100,000-\$124,999	12	4.9%	114,250	115,150	16	12	99.6%	100.0%
\$125,000-\$149,999	30	12.2%	138,383	139,950	17	15	98.9%	100.0%
\$150,000-\$174,999	31	12.7%	161,269	163,000	13	8	100.2%	100.0%
\$175,000-\$199,999	25	10.2%	188,282	187,900	15	14	99.0%	100.0%
\$200,000-\$249,999	42	17.1%	222,710	223,250	13	10	99.4%	100.0%
\$250,000-\$299,999	14	5.7%	279,303	284,000	10	7	99.3%	100.0%
\$300,000-\$399,999	40	16.3%	343,896	339,000	18	21	98.8%	100.0%
\$400,000-\$499,999	11	4.5%	427,241	423,000	18	21	99.8%	100.0%
\$500,000-\$749,999	10	4.1%	597,680	587,000	16	16	99.6%	100.0%
\$750,000-\$999,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	1	0.4%	2,000,000	2,000,000	9	9	100.0%	100.0%



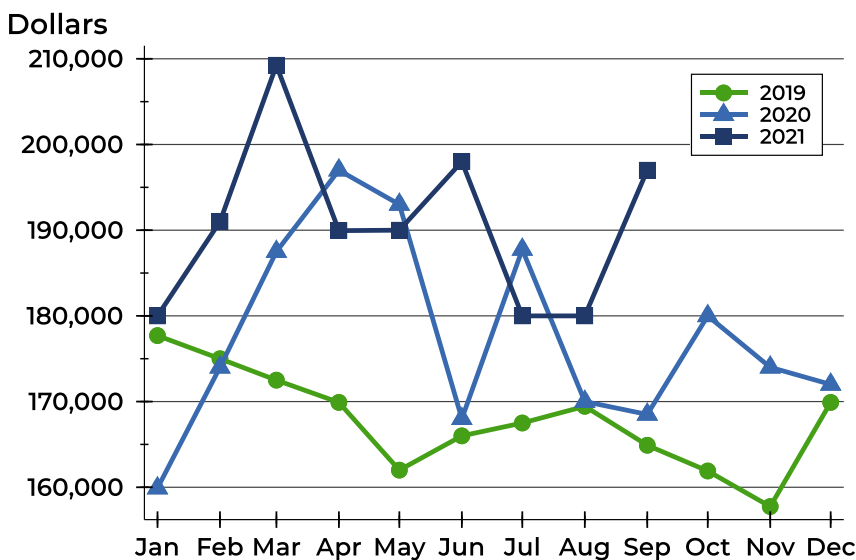
Flint Hills Association Eight-County Jurisdiction New Listings Analysis

Average Price



Month	2019	2020	2021
January	190,353	174,831	215,661
February	195,685	197,342	210,925
March	202,333	203,512	229,841
April	188,812	208,370	215,600
May	184,221	210,466	202,551
June	189,446	191,995	211,349
July	197,324	206,327	206,491
August	190,270	195,613	195,001
September	184,906	183,900	232,703
October	181,166	196,266	
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	191,000
March	172,500	187,500	209,250
April	169,900	197,000	189,950
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	
November	157,750	174,000	
December	169,900	172,000	



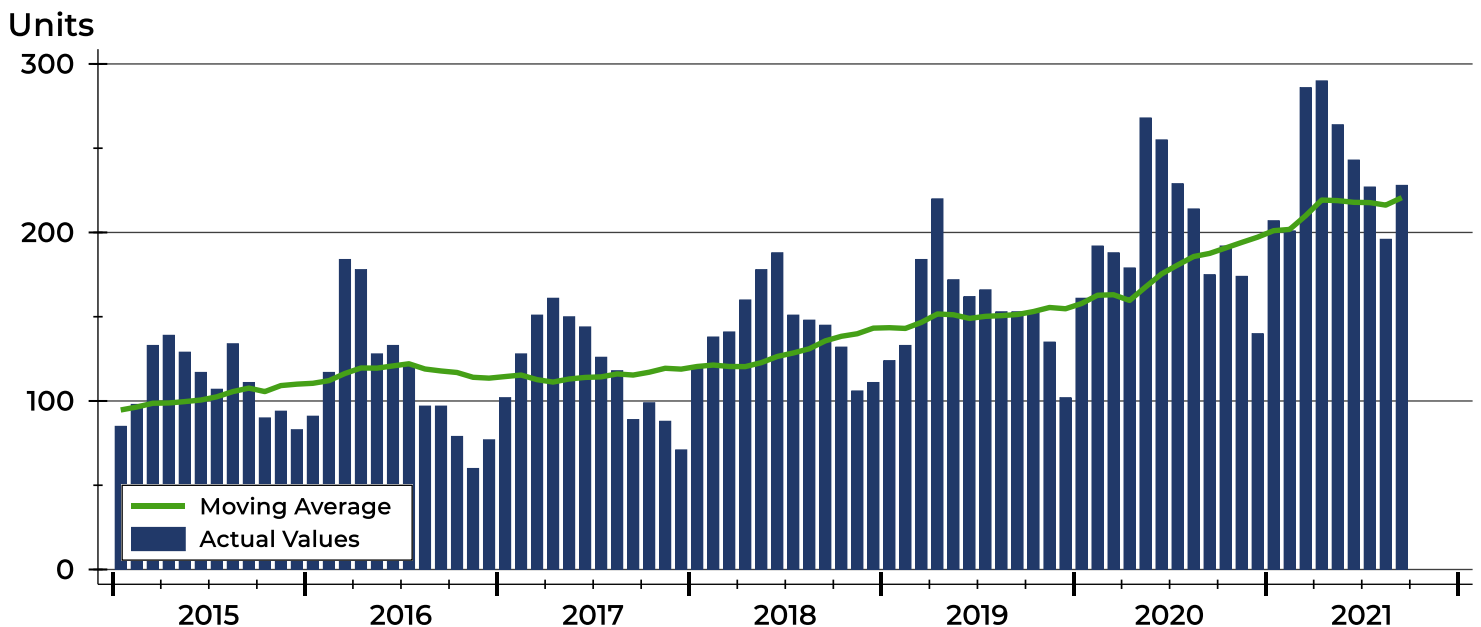
Flint Hills Association Eight-County Jurisdiction Contracts Written Analysis

Summary Statistics for Contracts Written		September			Year-to-Date		
		2021	2020	Change	2021	2020	Change
Contracts Written		228	175	30.3%	2,142	1,861	15.1%
Volume (1,000s)		50,455	33,535	50.5%	451,983	364,921	23.9%
Average	Sale Price	221,292	191,630	15.5%	211,010	196,088	7.6%
	Days on Market	37	57	-35.1%	35	65	-46.2%
	Percent of Original	97.8%	94.7%	3.3%	97.9%	95.2%	2.8%
Median	Sale Price	192,500	174,900	10.1%	190,000	179,900	5.6%
	Days on Market	20	20	0.0%	10	30	-66.7%
	Percent of Original	100.0%	98.4%	1.6%	100.0%	97.6%	2.5%

A total of 228 contracts for sale were written in the FHAR eight-county jurisdiction during the month of September, up from 175 in 2020. The median list price of these homes was \$192,500, up from \$174,900 the prior year.

Half of the homes that went under contract in September were on the market less than 20 days, compared to 20 days in September 2020.

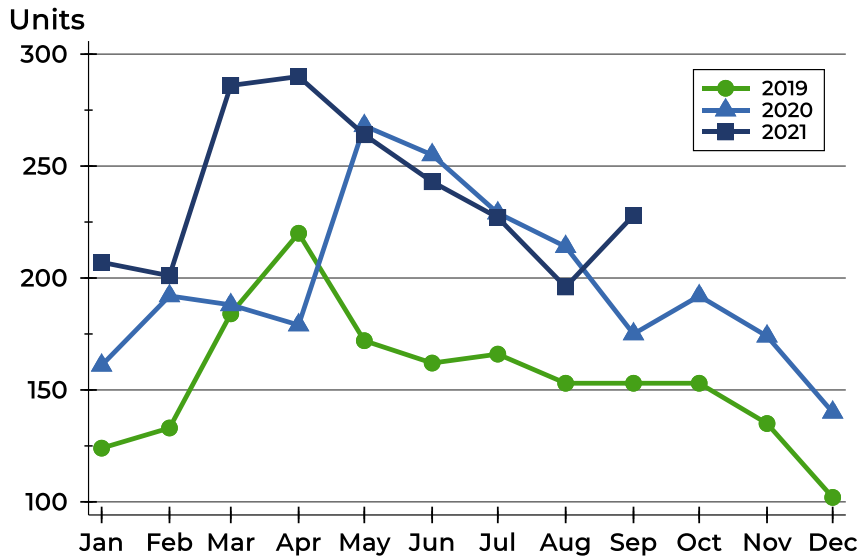
History of Contracts Written





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	286
April	220	179	290
May	172	268	264
June	162	255	243
July	166	229	227
August	153	214	196
September	153	175	228
October	153	192	
November	135	174	
December	102	140	

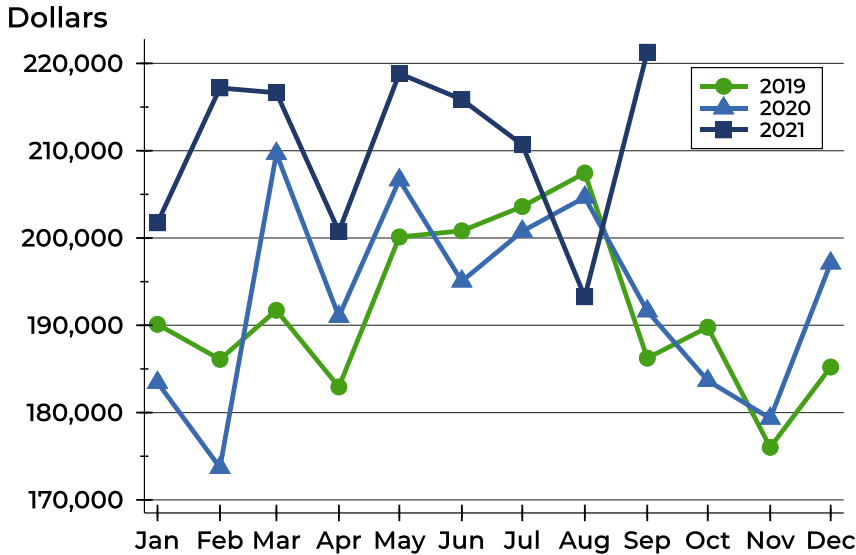
Contracts Written by Price Range

Price Range	Contracts Written		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	3	1.3%	14,500	15,500	79	47	66.6%	51.4%
\$25,000-\$49,999	9	3.9%	38,122	39,900	66	55	87.8%	92.3%
\$50,000-\$99,999	19	8.3%	81,263	85,000	45	21	98.5%	100.0%
\$100,000-\$124,999	19	8.3%	115,353	115,300	36	18	97.6%	100.0%
\$125,000-\$149,999	21	9.2%	139,238	139,999	31	23	96.5%	97.7%
\$150,000-\$174,999	21	9.2%	162,588	163,000	19	5	99.2%	100.0%
\$175,000-\$199,999	25	11.0%	184,938	185,000	25	16	98.0%	100.0%
\$200,000-\$249,999	34	14.9%	225,851	223,450	28	11	97.8%	99.2%
\$250,000-\$299,999	26	11.4%	278,901	284,950	36	20	99.0%	100.0%
\$300,000-\$399,999	39	17.1%	331,290	320,000	51	59	100.9%	100.0%
\$400,000-\$499,999	5	2.2%	441,400	439,000	9	5	99.2%	100.0%
\$500,000-\$749,999	5	2.2%	597,580	599,000	48	16	97.9%	100.0%
\$750,000-\$999,999	1	0.4%	875,000	875,000	161	161	97.3%	97.3%
\$1,000,000 and up	1	0.4%	1,450,000	1,450,000	28	28	100.0%	100.0%



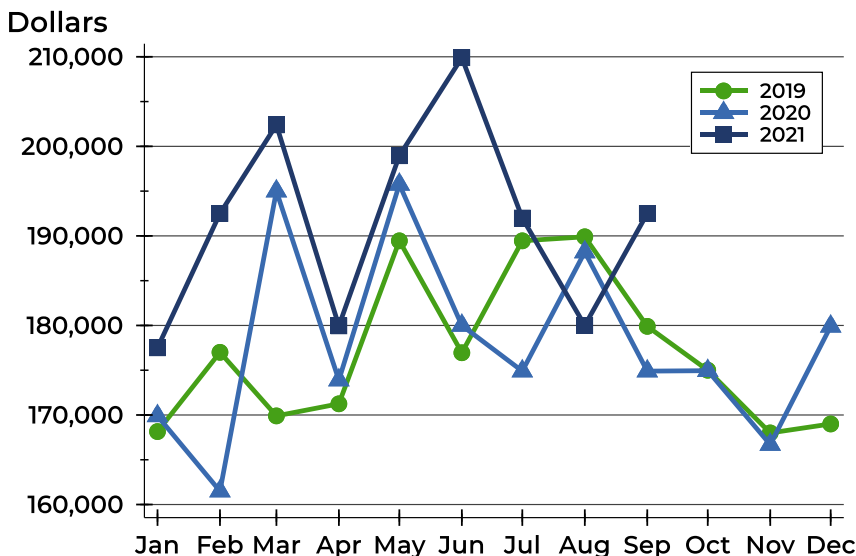
Flint Hills Association Eight-County Jurisdiction Contracts Written Analysis

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	216,640
April	182,939	191,004	200,755
May	200,121	206,649	218,847
June	200,823	195,044	215,862
July	203,602	200,768	210,691
August	207,447	204,658	193,259
September	186,236	191,630	221,292
October	189,782	183,658	
November	176,021	179,335	
December	185,219	197,115	

Median Price

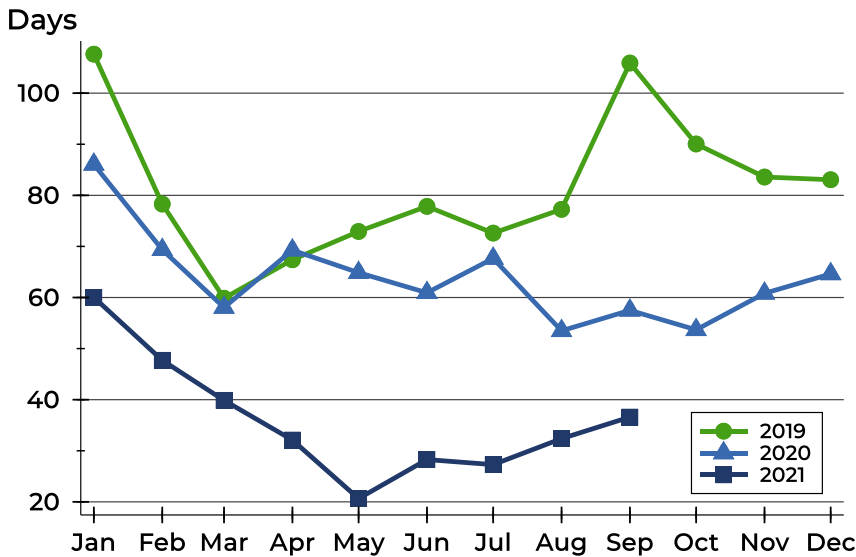


Month	2019	2020	2021
January	168,150	169,900	177,500
February	177,000	161,500	192,500
March	169,900	195,000	202,400
April	171,250	173,900	179,950
May	189,450	195,750	198,950
June	176,950	180,000	209,900
July	189,450	174,900	192,000
August	189,900	188,200	180,000
September	179,900	174,900	192,500
October	175,000	174,950	
November	168,000	166,700	
December	169,000	179,900	



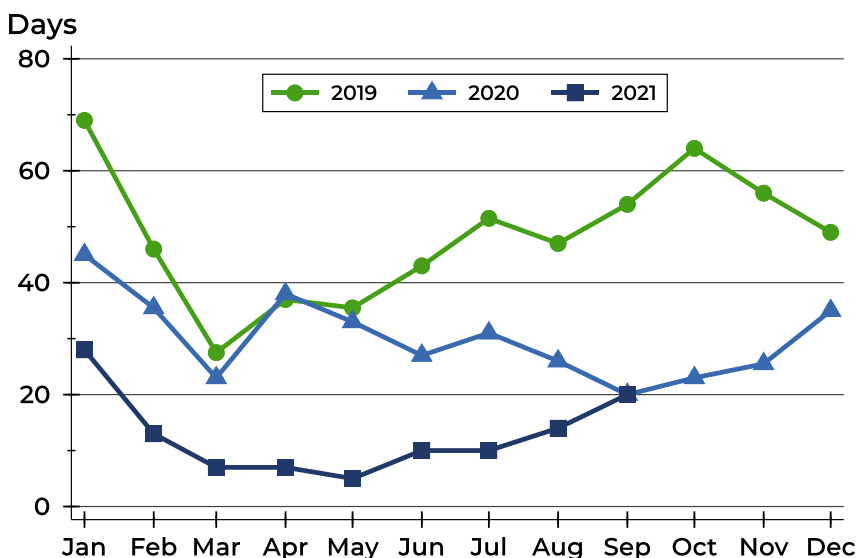
Flint Hills Association Eight-County Jurisdiction Contracts Written Analysis

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	32
September	106	57	37
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	10
August	47	26	14
September	54	20	20
October	64	23	
November	56	26	
December	49	35	



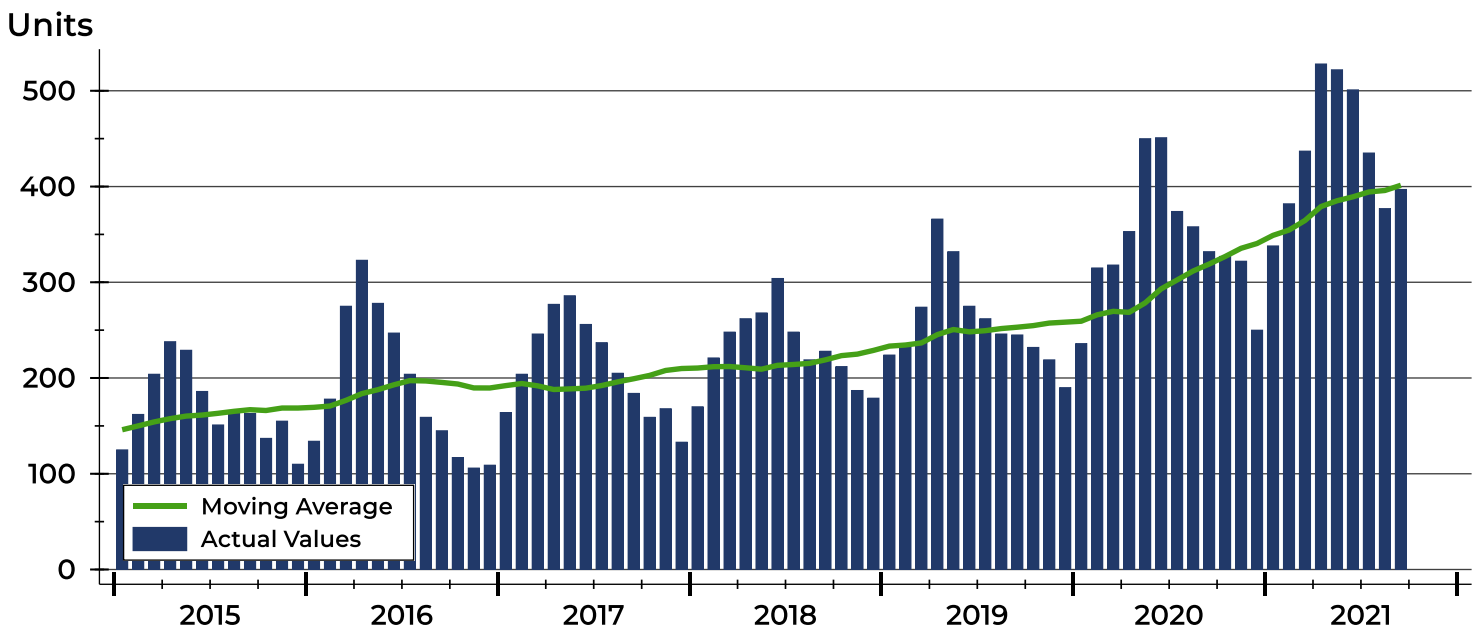
Flint Hills Association Eight-County Jurisdiction Pending Contracts Analysis

Summary Statistics for Pending Contracts		End of September		
		2021	2020	Change
Pending Contracts		397	332	19.6%
Volume (1,000s)		87,332	66,514	31.3%
Average	List Price	219,980	200,342	9.8%
	Days on Market	40	59	-32.2%
	Percent of Original	98.3%	97.8%	0.5%
Median	List Price	195,000	186,250	4.7%
	Days on Market	20	26	-23.1%
	Percent of Original	100.0%	100.0%	0.0%

A total of 397 listings in the FHAR eight-county jurisdiction had contracts pending at the end of September, up from 332 contracts pending at the end of September 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.

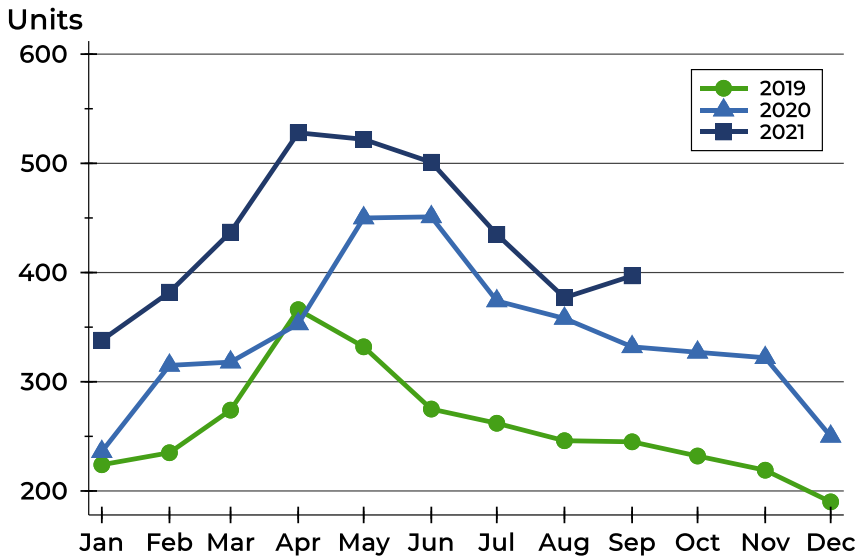
History of Pending Contracts





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	
November	219	322	
December	190	250	

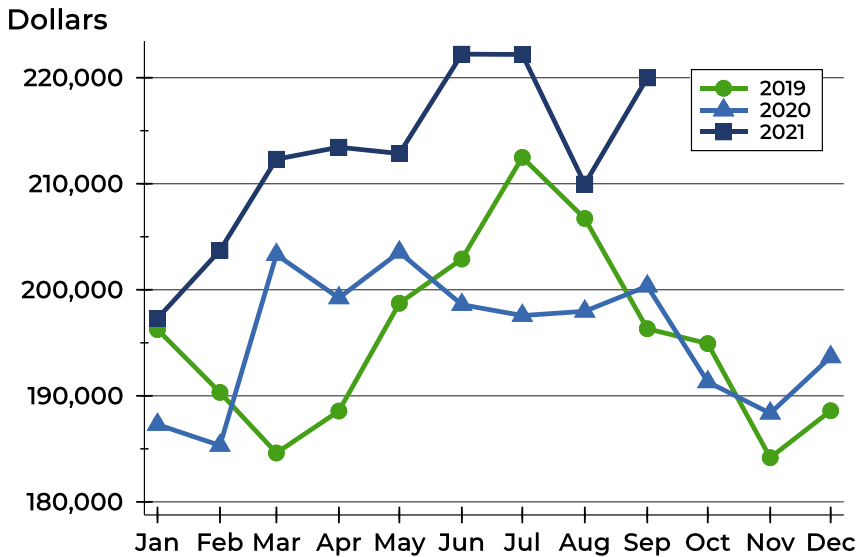
Pending Contracts by Price Range

Price Range	Pending Contracts		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	2	0.5%	14,000	14,000	96	96	75.7%	75.7%
\$25,000-\$49,999	12	3.0%	40,083	39,950	83	58	86.6%	89.9%
\$50,000-\$99,999	38	9.6%	79,821	82,500	71	25	98.4%	100.0%
\$100,000-\$124,999	31	7.8%	115,032	115,300	52	38	97.3%	100.0%
\$125,000-\$149,999	35	8.8%	137,231	139,900	25	12	97.8%	100.0%
\$150,000-\$174,999	40	10.1%	164,441	165,000	27	18	99.0%	100.0%
\$175,000-\$199,999	46	11.6%	186,132	185,000	32	16	98.0%	100.0%
\$200,000-\$249,999	65	16.4%	226,730	225,000	29	15	98.6%	100.0%
\$250,000-\$299,999	48	12.1%	275,081	272,280	33	21	99.7%	100.0%
\$300,000-\$399,999	54	13.6%	337,081	325,000	43	30	100.2%	100.0%
\$400,000-\$499,999	15	3.8%	434,299	430,000	20	7	99.2%	100.0%
\$500,000-\$749,999	9	2.3%	588,656	585,000	59	24	98.6%	100.0%
\$750,000-\$999,999	1	0.3%	875,000	875,000	161	161	97.3%	97.3%
\$1,000,000 and up	1	0.3%	1,450,000	1,450,000	28	28	100.0%	100.0%



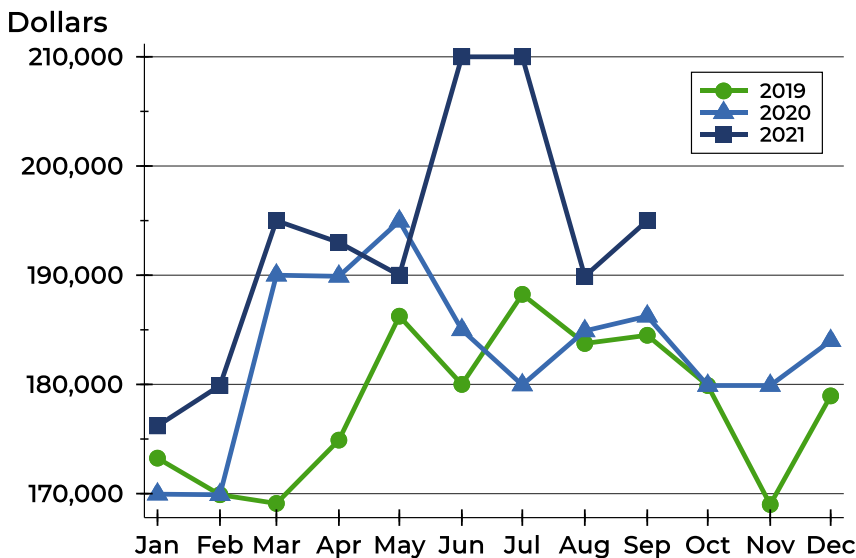
Flint Hills Association Eight-County Jurisdiction Pending Contracts Analysis

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	
November	184,169	188,356	
December	188,595	193,670	

Median Price

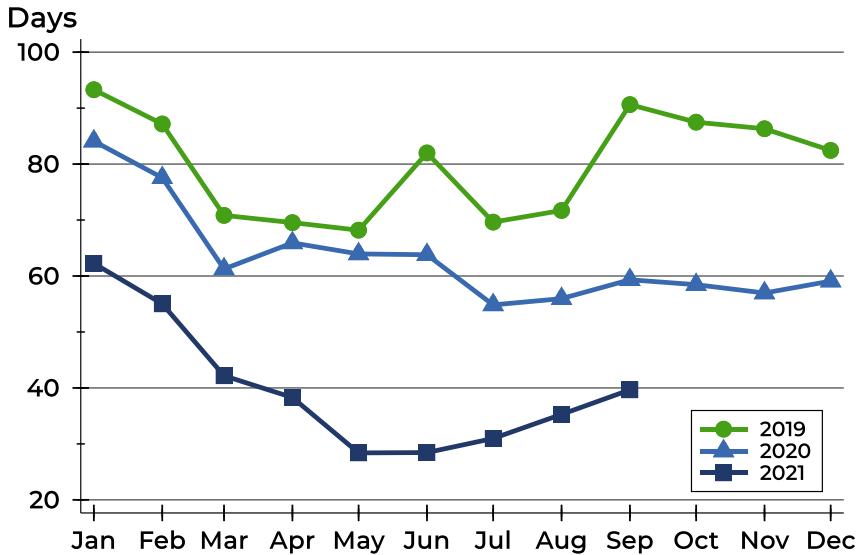


Month	2019	2020	2021
January	173,250	169,950	176,200
February	169,900	169,900	179,900
March	169,100	190,000	195,000
April	174,900	189,900	193,000
May	186,250	194,950	190,000
June	180,000	185,000	210,000
July	188,250	179,950	210,000
August	183,750	184,900	189,900
September	184,500	186,250	195,000
October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



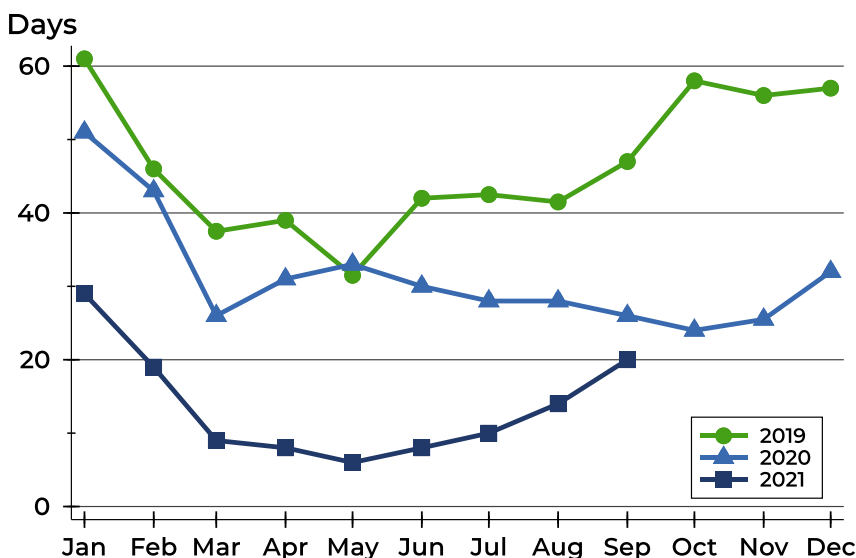
Flint Hills Association Eight-County Jurisdiction Pending Contracts Analysis

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	
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	
November	56	26	
December	57	32	