



**November
2022**

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 November

Total home sales in the FHAR eight-county jurisdiction fell last month to 148 units, compared to 222 units in November 2021. Total sales volume was \$31.3 million, down from a year earlier.

The median sale price in November was \$205,000, down from \$211,000 a year earlier. Homes that sold in November were typically on the market for 17 days and sold for 99.9% of their list prices.

FHAR Jurisdiction Active Listings Up at End of November

The total number of active listings in the FHAR eight-county jurisdiction at the end of November was 395 units, up from 384 at the same point in 2021. This represents a 2.0 months' supply of homes available for sale. The median list price of homes on the market at the end of November was \$210,000.

During November, a total of 109 contracts were written down from 188 in November 2021. At the end of the month, there were 190 contracts still pending.

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Flint Hills MLS Statistics



**FLINT HILLS
ASSOCIATION
OF REALTORS®**

Flint Hills Association Eight-County Jurisdiction Summary Statistics

November MLS Statistics Three-year History		Current Month			Year-to-Date		
		2022	2021	2020	2022	2021	2020
Home Sales		148	222	169	2,201	2,474	2,100
Change from prior year		-33.3%	31.4%	25.2%	-11.0%	17.8%	23.5%
Active Listings		395	384	464	N/A	N/A	N/A
Change from prior year		2.9%	-17.2%	-38.9%			
Months' Supply		2.0	1.7	2.5	N/A	N/A	N/A
Change from prior year		17.6%	-32.0%	-50.0%			
New Listings		143	189	165	2,564	2,904	2,634
Change from prior year		-24.3%	14.5%	-5.2%	-11.7%	10.3%	-2.9%
Contracts Written		109	188	175	2,148	2,546	2,229
Change from prior year		-42.0%	7.4%	29.6%	-15.6%	14.2%	27.0%
Pending Contracts		190	329	322	N/A	N/A	N/A
Change from prior year		-42.2%	2.2%	47.0%			
Sales Volume (1,000s)		31,292	51,082	32,642	491,872	515,636	399,656
Change from prior year		-38.7%	56.5%	27.0%	-4.6%	29.0%	24.3%
Average	Sale Price	211,436	230,099	193,146	223,476	208,422	190,312
	Change from prior year	-8.1%	19.1%	1.5%	7.2%	9.5%	0.6%
	List Price of Actives	247,830	222,652	206,579	N/A	N/A	N/A
	Change from prior year	11.3%	7.8%	5.1%			
	Days on Market	34	37	52	30	38	66
Change from prior year	-8.1%	-28.8%	-38.8%	-21.1%	-42.4%	-16.5%	
Percent of List	97.6%	98.3%	98.1%	98.8%	98.6%	97.3%	
Change from prior year	-0.7%	0.2%	0.3%	0.2%	1.3%	0.1%	
Percent of Original	95.5%	96.5%	96.3%	97.5%	97.3%	95.2%	
Change from prior year	-1.0%	0.2%	2.7%	0.2%	2.2%	1.0%	
Median	Sale Price	205,000	211,000	180,000	205,000	190,000	175,000
	Change from prior year	-2.8%	17.2%	-2.7%	7.9%	8.6%	0.1%
	List Price of Actives	210,000	174,950	165,000	N/A	N/A	N/A
	Change from prior year	20.0%	6.0%	3.2%			
	Days on Market	17	23	17	10	11	31
Change from prior year	-26.1%	35.3%	-68.5%	-9.1%	-64.5%	-34.0%	
Percent of List	99.9%	100.0%	99.2%	100.0%	100.0%	98.6%	
Change from prior year	-0.1%	0.8%	0.4%	0.0%	1.4%	0.3%	
Percent of Original	98.1%	98.0%	98.1%	100.0%	99.7%	97.6%	
Change from prior year	0.1%	-0.1%	1.2%	0.3%	2.2%	0.9%	

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



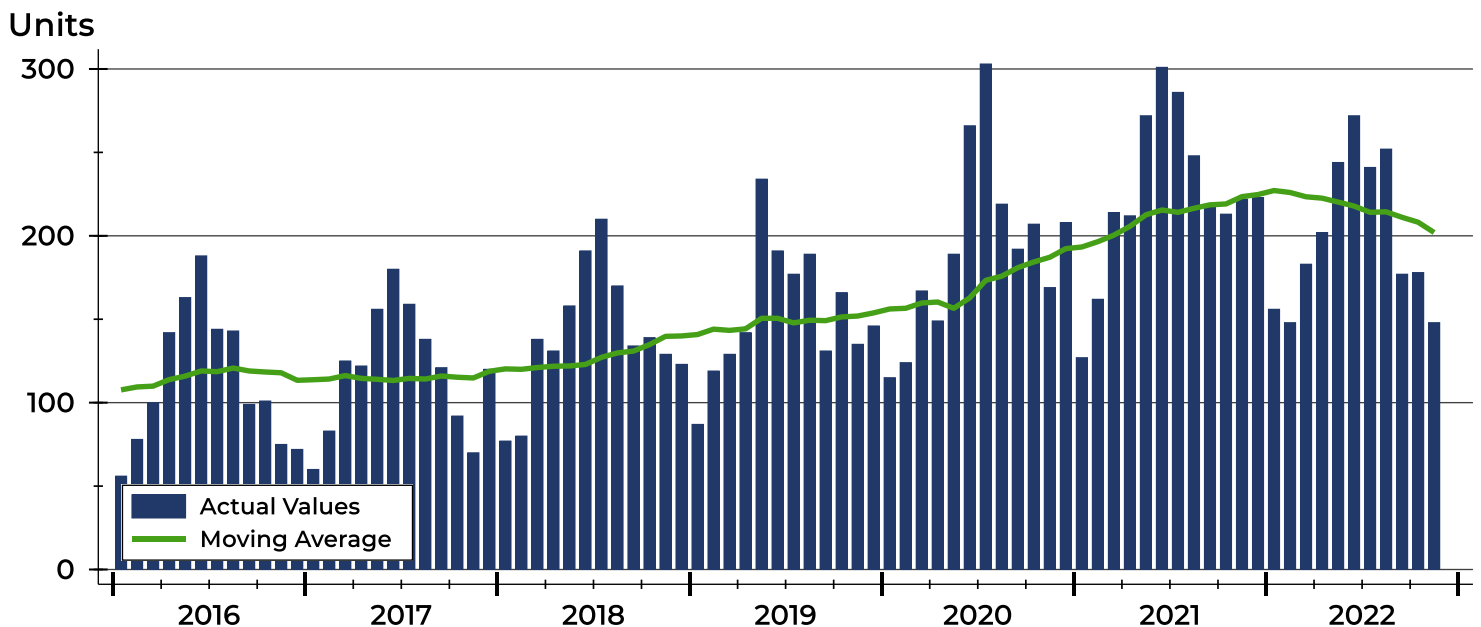
Flint Hills Association Eight-County Jurisdiction Closed Listings Analysis

Summary Statistics for Closed Listings		November 2021			Year-to-Date 2021		
		2022	2021	Change	2022	2021	Change
Closed Listings		148	222	-33.3%	2,201	2,474	-11.0%
Volume (1,000s)		31,292	51,082	-38.7%	491,872	515,636	-4.6%
Months' Supply		2.0	1.7	17.6%	N/A	N/A	N/A
Average	Sale Price	211,436	230,099	-8.1%	223,476	208,422	7.2%
	Days on Market	34	37	-8.1%	30	38	-21.1%
	Percent of List	97.6%	98.3%	-0.7%	98.8%	98.6%	0.2%
	Percent of Original	95.5%	96.5%	-1.0%	97.5%	97.3%	0.2%
Median	Sale Price	205,000	211,000	-2.8%	205,000	190,000	7.9%
	Days on Market	17	23	-26.1%	10	11	-9.1%
	Percent of List	99.9%	100.0%	-0.1%	100.0%	100.0%	0.0%
	Percent of Original	98.1%	98.0%	0.1%	100.0%	99.7%	0.3%

A total of 148 homes sold in the FHAR eight-county jurisdiction in November, down from 222 units in November 2021. Total sales volume fell to \$31.3 million compared to \$51.1 million in the previous year.

The median sales price in November was \$205,000, down 2.8% compared to the prior year. Median days on market was 17 days, down from 21 days in October, and down from 23 in November 2021.

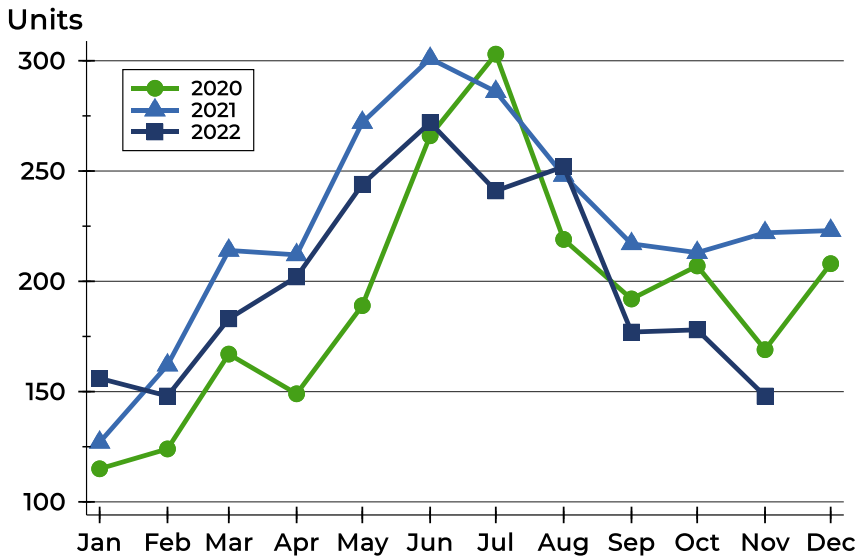
History of Closed Listings





Flint Hills Association Eight-County Jurisdiction Closed Listings Analysis

Closed Listings by Month



Month	2020	2021	2022
January	115	127	156
February	124	162	148
March	167	214	183
April	149	212	202
May	189	272	244
June	266	301	272
July	303	286	241
August	219	248	252
September	192	217	177
October	207	213	178
November	169	222	148
December	208	223	

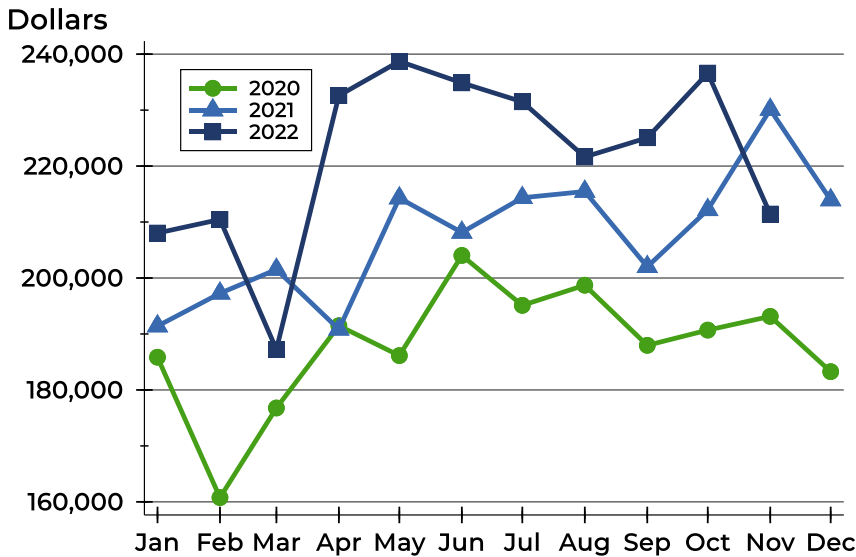
Closed Listings by Price Range

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	3	2.0%	1.2	18,333	20,000	3	1	90.3%	90.9%	90.3%	90.9%
\$25,000-\$49,999	3	2.0%	1.4	35,833	33,000	32	15	78.1%	78.6%	67.7%	73.9%
\$50,000-\$99,999	13	8.8%	2.4	79,215	85,000	37	26	94.7%	96.6%	92.3%	93.6%
\$100,000-\$124,999	7	4.7%	1.9	111,720	110,000	30	43	94.7%	95.5%	92.9%	95.5%
\$125,000-\$149,999	16	10.8%	2.3	135,375	135,000	20	4	99.4%	98.9%	98.5%	97.6%
\$150,000-\$174,999	16	10.8%	1.7	160,712	162,000	32	16	98.5%	100.0%	95.9%	98.4%
\$175,000-\$199,999	14	9.5%	1.7	185,311	183,750	32	17	97.9%	99.9%	96.1%	97.8%
\$200,000-\$249,999	28	18.9%	1.8	222,207	220,000	40	24	99.1%	100.0%	96.6%	99.4%
\$250,000-\$299,999	24	16.2%	1.4	275,131	272,500	32	15	98.9%	99.0%	97.2%	98.5%
\$300,000-\$399,999	18	12.2%	1.9	340,392	334,950	44	26	98.2%	99.4%	95.7%	99.4%
\$400,000-\$499,999	4	2.7%	2.5	427,375	424,000	36	36	99.8%	100.0%	99.8%	100.0%
\$500,000-\$749,999	2	1.4%	5.4	662,450	662,450	56	56	98.7%	98.7%	98.7%	98.7%
\$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



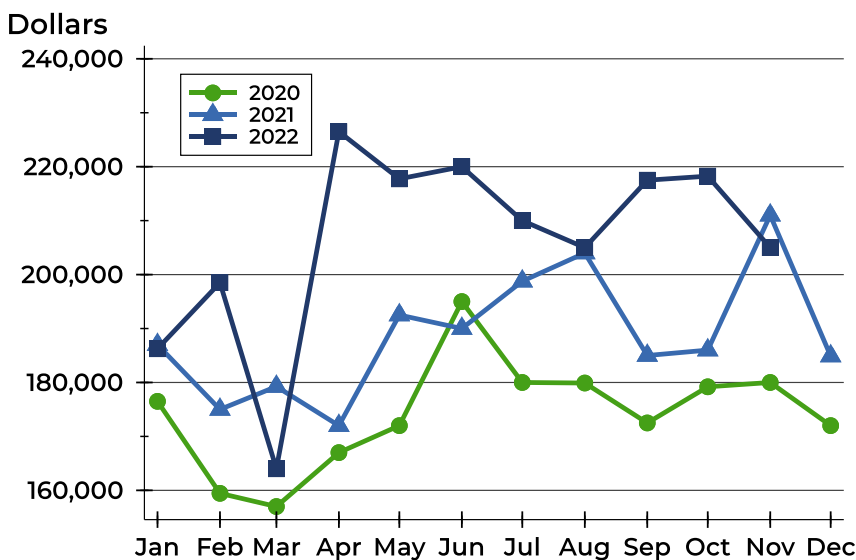
Flint Hills Association Eight-County Jurisdiction Closed Listings Analysis

Average Price



Month	2020	2021	2022
January	185,848	191,410	208,036
February	160,770	197,267	210,465
March	176,776	201,520	187,238
April	191,474	190,833	232,595
May	186,136	214,279	238,717
June	204,033	208,145	234,872
July	195,117	214,345	231,492
August	198,716	215,464	221,635
September	187,971	202,011	225,062
October	190,691	212,187	236,619
November	193,146	230,099	211,436
December	183,270	213,939	

Median Price

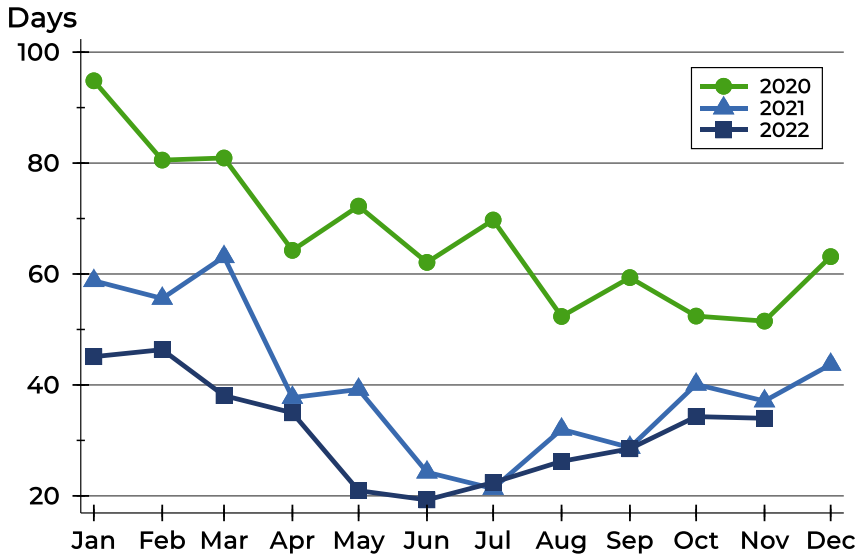


Month	2020	2021	2022
January	176,500	187,000	186,250
February	159,450	175,000	198,500
March	157,000	179,250	164,000
April	167,000	172,000	226,500
May	172,000	192,500	217,750
June	195,000	190,000	220,000
July	180,000	198,775	210,000
August	179,900	204,000	205,000
September	172,500	185,000	217,500
October	179,200	186,000	218,250
November	180,000	211,000	205,000
December	172,000	184,900	



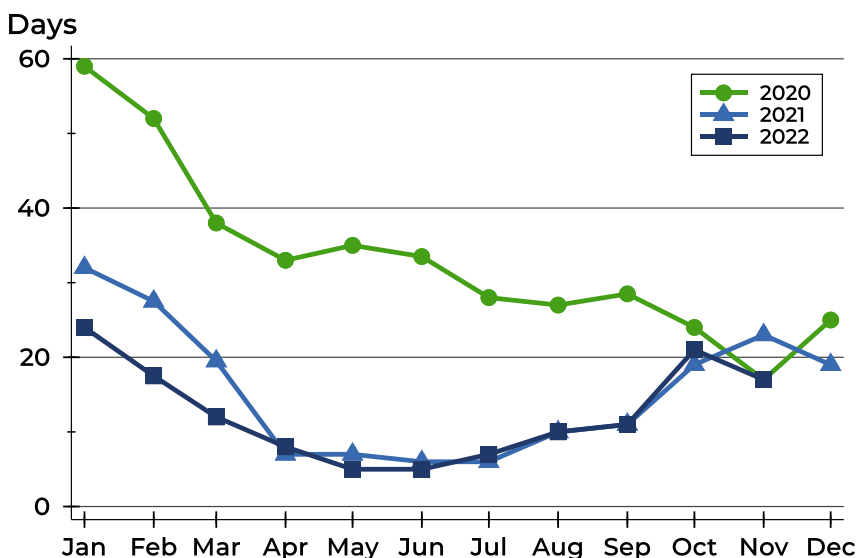
Flint Hills Association Eight-County Jurisdiction Closed Listings Analysis

Average DOM



Month	2020	2021	2022
January	95	59	45
February	81	56	46
March	81	63	38
April	64	38	35
May	72	39	21
June	62	24	19
July	70	21	22
August	52	32	26
September	59	29	28
October	52	40	34
November	52	37	34
December	63	44	

Median DOM



Month	2020	2021	2022
January	59	32	24
February	52	28	18
March	38	20	12
April	33	7	8
May	35	7	5
June	34	6	5
July	28	6	7
August	27	10	10
September	29	11	11
October	24	19	21
November	17	23	17
December	25	19	



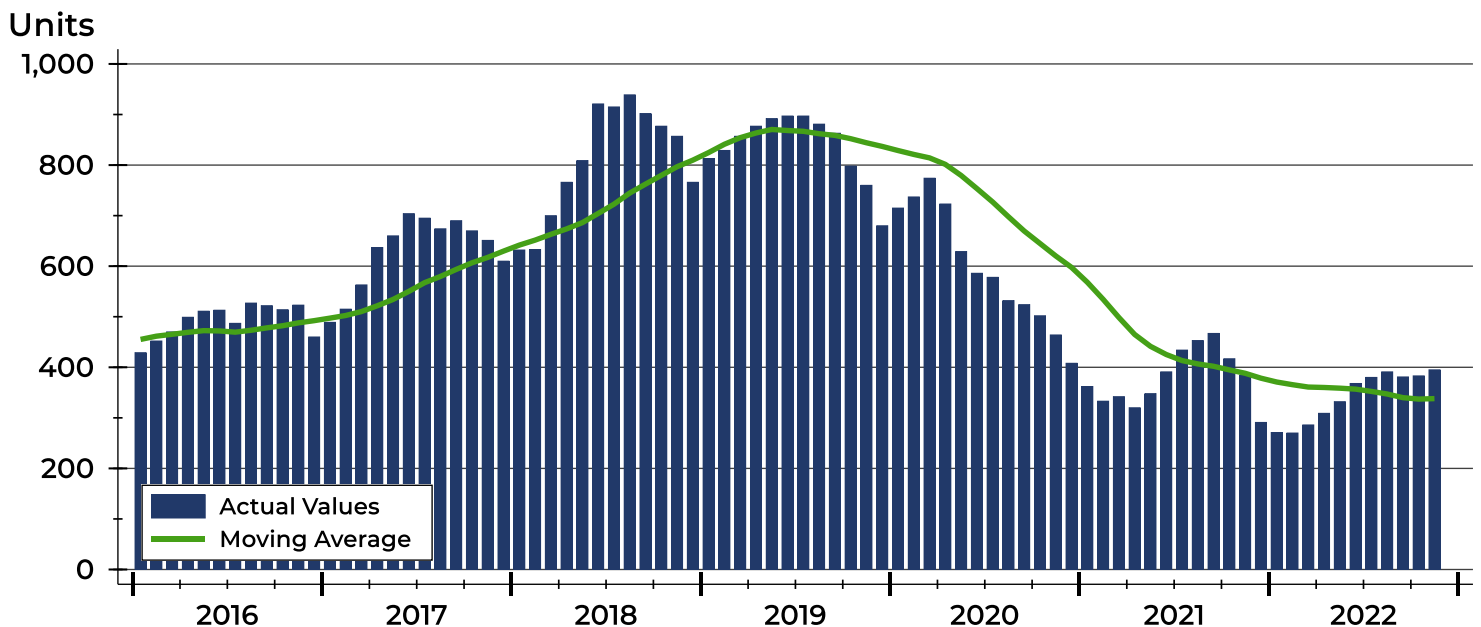
Flint Hills Association Eight-County Jurisdiction Active Listings Analysis

Summary Statistics for Active Listings		2022	End of November 2021	Change
Active Listings		395	384	2.9%
Volume (1,000s)		97,893	85,498	14.5%
Months' Supply		2.0	1.7	17.6%
Average	List Price	247,830	222,652	11.3%
	Days on Market	81	90	-10.0%
	Percent of Original	97.2%	97.2%	0.0%
Median	List Price	210,000	174,950	20.0%
	Days on Market	61	64	-4.7%
	Percent of Original	100.0%	100.0%	0.0%

A total of 395 homes were available for sale in the FHAR eight-county jurisdiction at the end of November. This represents a 2.0 months' supply of active listings.

The median list price of homes on the market at the end of November was \$210,000, up 20.0% from 2021. The typical time on market for active listings was 61 days, down from 64 days a year earlier.

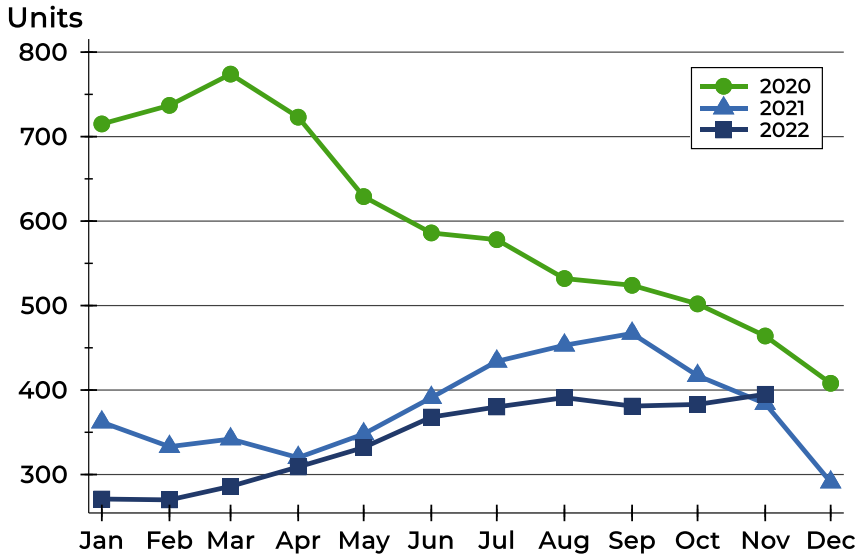
History of Active Listings





Flint Hills Association Eight-County Jurisdiction Active Listings Analysis

Active Listings by Month



Month	2020	2021	2022
January	715	362	271
February	737	333	270
March	774	342	286
April	723	320	309
May	629	348	332
June	586	391	368
July	578	434	380
August	532	453	391
September	524	467	381
October	502	417	383
November	464	384	395
December	408	291	395

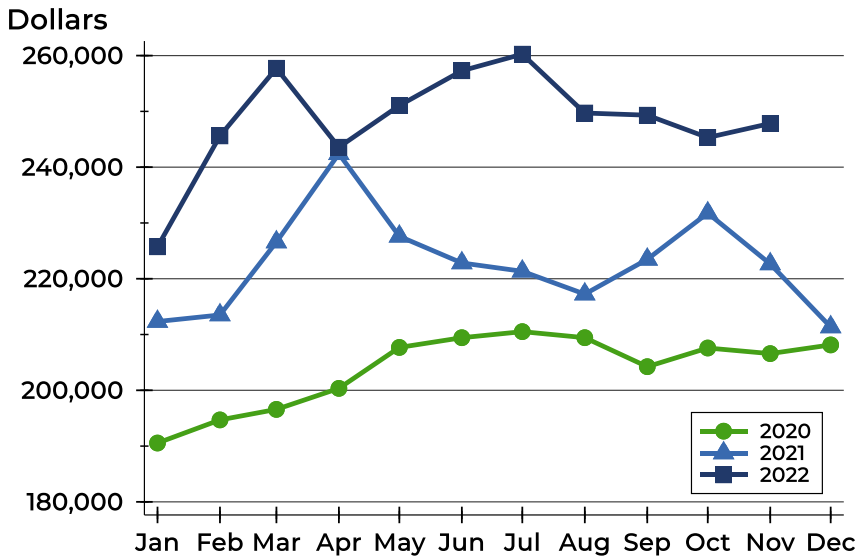
Active Listings by Price Range

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	2	0.5%	1.2	17,500	17,500	78	78	100.0%	100.0%
\$25,000-\$49,999	7	1.8%	1.4	38,414	43,000	115	45	92.8%	93.1%
\$50,000-\$99,999	43	10.9%	2.4	79,942	82,500	88	66	93.8%	100.0%
\$100,000-\$124,999	25	6.3%	1.9	113,398	115,000	86	86	94.4%	97.7%
\$125,000-\$149,999	44	11.1%	2.3	136,170	135,450	75	59	97.6%	100.0%
\$150,000-\$174,999	34	8.6%	1.7	163,301	163,400	62	58	99.2%	100.0%
\$175,000-\$199,999	33	8.4%	1.7	186,827	187,500	68	38	98.5%	100.0%
\$200,000-\$249,999	59	14.9%	1.8	224,881	225,000	82	61	97.6%	100.0%
\$250,000-\$299,999	43	10.9%	1.4	271,584	274,900	59	45	98.0%	100.0%
\$300,000-\$399,999	54	13.7%	1.9	351,989	347,000	93	71	97.4%	99.3%
\$400,000-\$499,999	23	5.8%	2.5	443,232	442,000	107	74	99.0%	100.0%
\$500,000-\$749,999	22	5.6%	5.4	607,157	607,000	74	69	98.4%	100.0%
\$750,000-\$999,999	4	1.0%	N/A	938,000	963,500	134	91	94.5%	99.0%
\$1,000,000 and up	2	0.5%	N/A	1,175,000	1,175,000	229	229	100.0%	100.0%



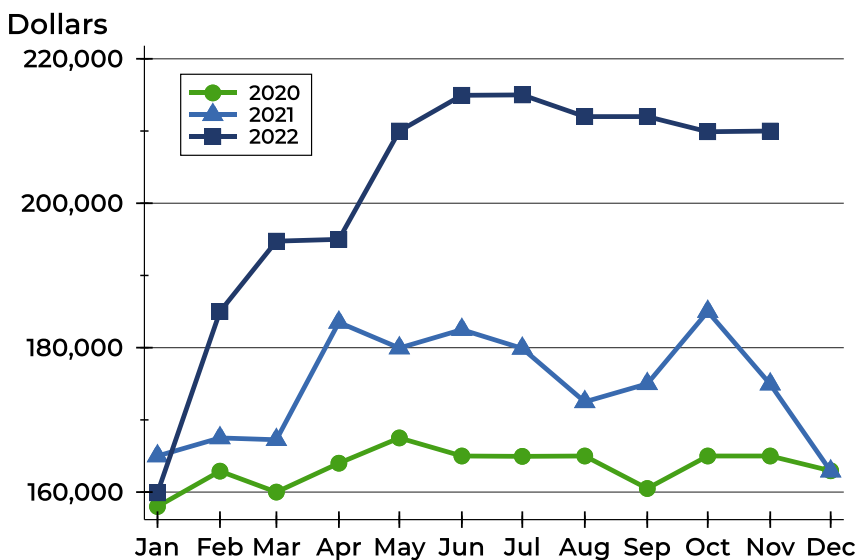
Flint Hills Association Eight-County Jurisdiction Active Listings Analysis

Average Price



Month	2020	2021	2022
January	190,551	212,332	225,726
February	194,694	213,504	245,608
March	196,581	226,585	257,735
April	200,348	242,408	243,580
May	207,689	227,614	251,047
June	209,428	222,830	257,286
July	210,516	221,336	260,263
August	209,436	217,244	249,712
September	204,237	223,475	249,322
October	207,583	231,771	245,307
November	206,579	222,652	247,830
December	208,140	211,354	

Median Price

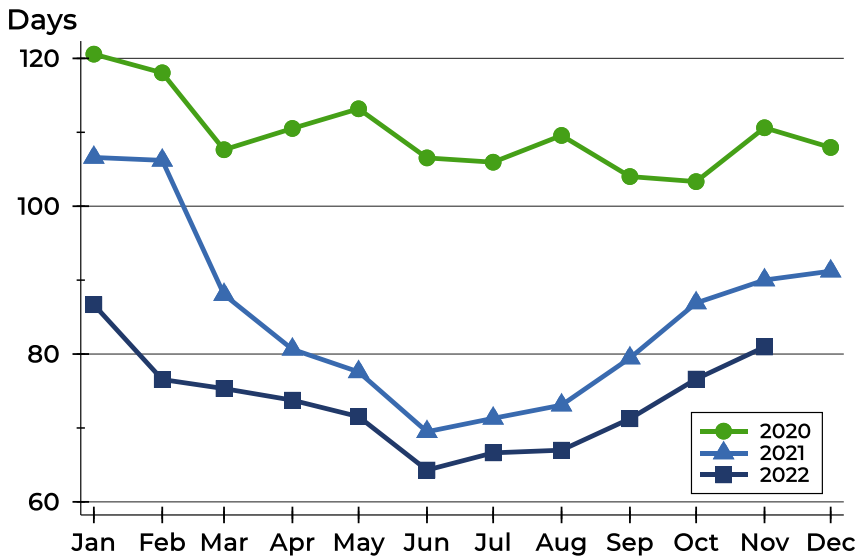


Month	2020	2021	2022
January	158,000	165,000	159,900
February	162,900	167,500	185,000
March	160,000	167,250	194,750
April	164,000	183,500	195,000
May	167,500	179,950	210,000
June	165,000	182,500	214,950
July	164,950	179,900	215,000
August	165,000	172,500	212,000
September	160,500	175,000	212,000
October	165,000	185,000	209,900
November	165,000	174,950	210,000
December	162,950	162,900	



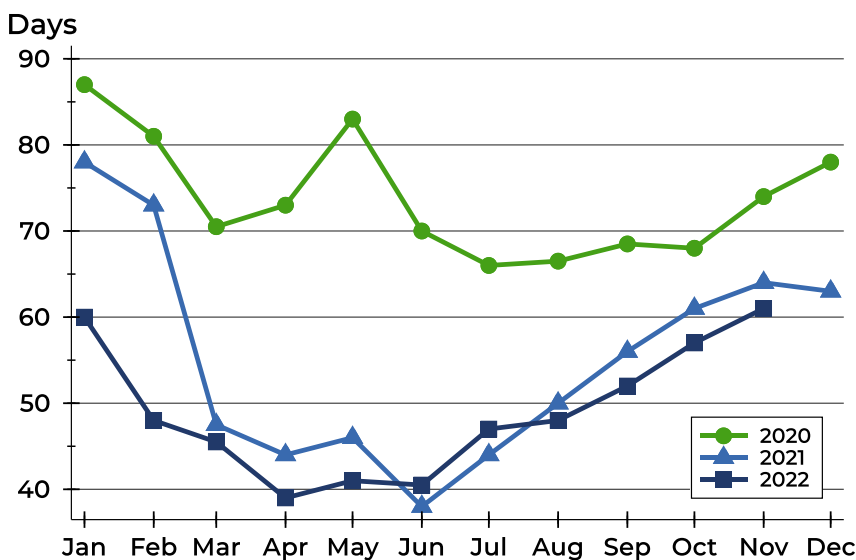
Flint Hills Association Eight-County Jurisdiction Active Listings Analysis

Average DOM



Month	2020	2021	2022
January	121	107	87
February	118	106	77
March	108	88	75
April	111	81	74
May	113	78	72
June	107	69	64
July	106	71	67
August	110	73	67
September	104	79	71
October	103	87	77
November	111	90	81
December	108	91	

Median DOM

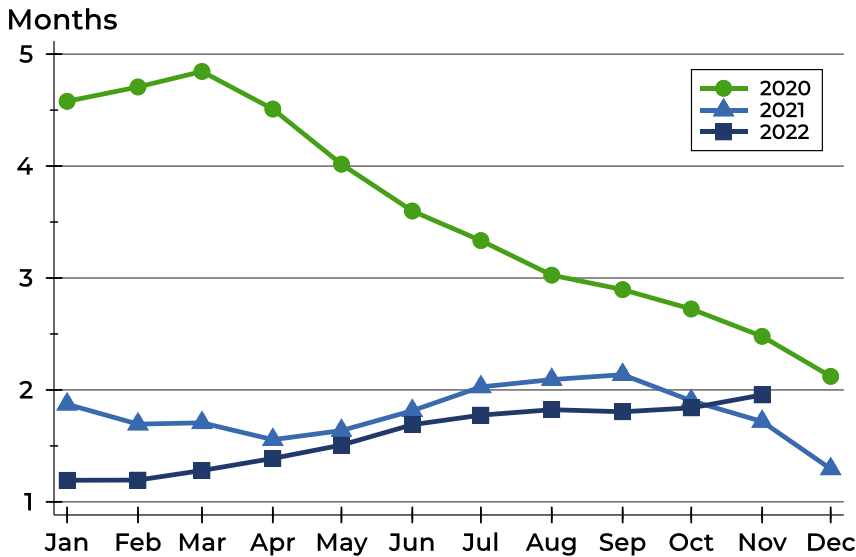


Month	2020	2021	2022
January	87	78	60
February	81	73	48
March	71	48	46
April	73	44	39
May	83	46	41
June	70	38	41
July	66	44	47
August	67	50	48
September	69	56	52
October	68	61	57
November	74	64	61
December	78	63	



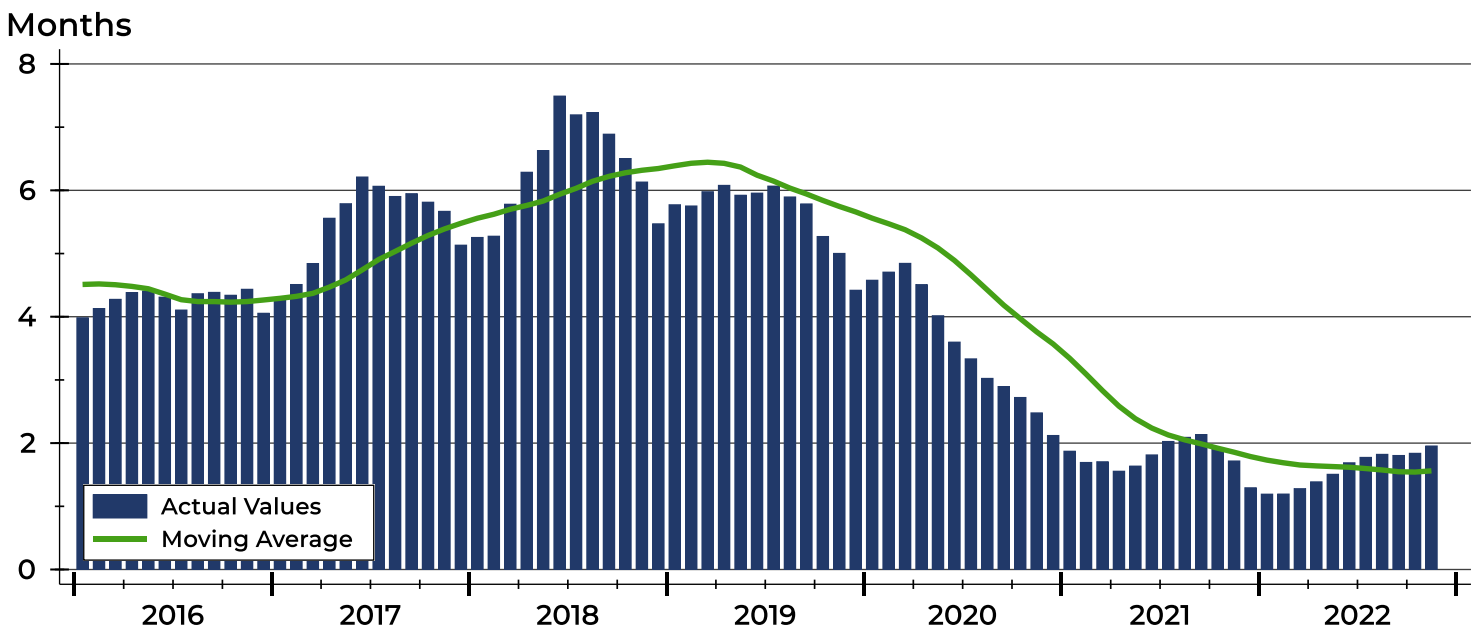
Flint Hills Association Eight-County Jurisdiction Months' Supply Analysis

Months' Supply by Month



Month	2020	2021	2022
January	4.6	1.9	1.2
February	4.7	1.7	1.2
March	4.8	1.7	1.3
April	4.5	1.6	1.4
May	4.0	1.6	1.5
June	3.6	1.8	1.7
July	3.3	2.0	1.8
August	3.0	2.1	1.8
September	2.9	2.1	1.8
October	2.7	1.9	1.8
November	2.5	1.7	2.0
December	2.1	1.3	1.3

History of Month's Supply





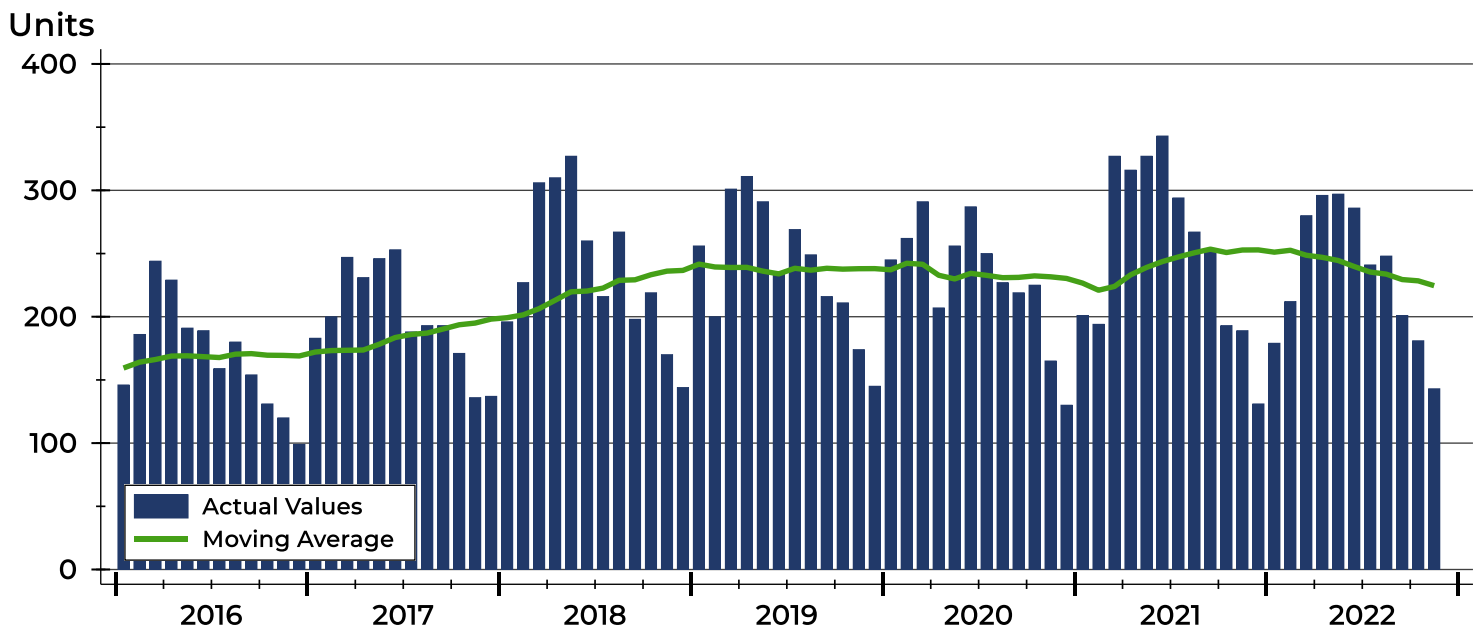
Flint Hills Association Eight-County Jurisdiction New Listings Analysis

Summary Statistics for New Listings		2022	November 2021	Change
Current Month	New Listings	143	189	-24.3%
	Volume (1,000s)	32,831	39,800	-17.5%
	Average List Price	229,585	210,580	9.0%
	Median List Price	205,000	200,000	2.5%
Year-to-Date	New Listings	2,564	2,904	-11.7%
	Volume (1,000s)	603,611	624,042	-3.3%
	Average List Price	235,418	214,891	9.6%
	Median List Price	215,000	190,000	13.2%

A total of 143 new listings were added in the FHAR eight-county jurisdiction during November, down 24.3% from the same month in 2021. Year-to-date the FHAR eight-county jurisdiction has seen 2,564 new listings.

The median list price of these homes was \$205,000 up from \$200,000 in 2021.

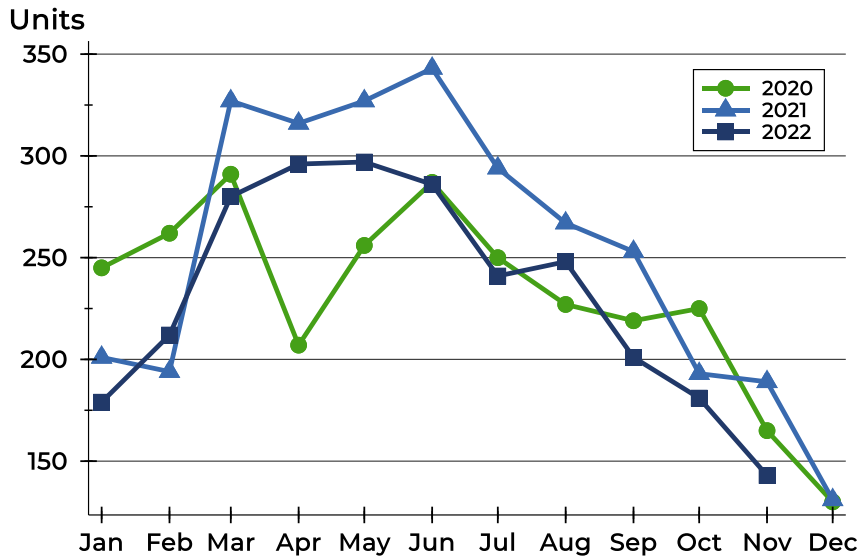
History of New Listings





Flint Hills Association Eight-County Jurisdiction New Listings Analysis

New Listings by Month



Month	2020	2021	2022
January	245	201	179
February	262	194	212
March	291	327	280
April	207	316	296
May	256	327	297
June	287	343	286
July	250	294	241
August	227	267	248
September	219	253	201
October	225	193	181
November	165	189	143
December	130	131	

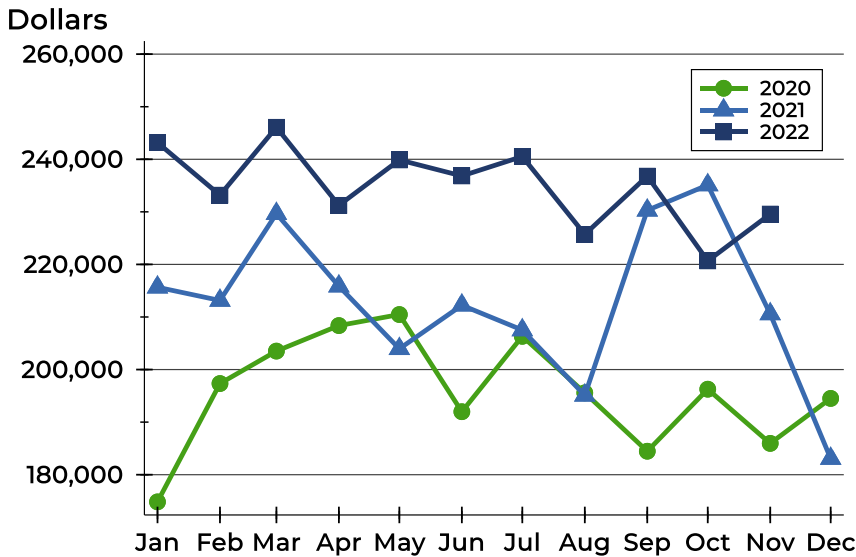
New Listings by Price Range

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	0.7%	15,000	15,000	7	7	100.0%	100.0%
\$25,000-\$49,999	5	3.5%	40,240	44,000	25	28	95.5%	100.0%
\$50,000-\$99,999	10	7.0%	83,320	89,950	18	15	97.0%	100.0%
\$100,000-\$124,999	9	6.3%	116,300	118,500	10	7	97.5%	100.0%
\$125,000-\$149,999	15	10.5%	135,427	135,000	20	20	99.1%	100.0%
\$150,000-\$174,999	14	9.8%	162,789	164,950	16	17	99.7%	100.0%
\$175,000-\$199,999	16	11.2%	189,200	189,500	20	18	98.8%	100.0%
\$200,000-\$249,999	20	14.0%	221,680	225,000	21	24	97.7%	100.0%
\$250,000-\$299,999	24	16.8%	269,213	268,500	16	14	99.9%	100.0%
\$300,000-\$399,999	15	10.5%	332,133	325,000	21	21	99.2%	100.0%
\$400,000-\$499,999	7	4.9%	427,429	439,000	13	13	99.7%	100.0%
\$500,000-\$749,999	6	4.2%	593,200	564,950	17	11	100.0%	100.0%
\$750,000-\$999,999	1	0.7%	969,000	969,000	27	27	100.0%	100.0%
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



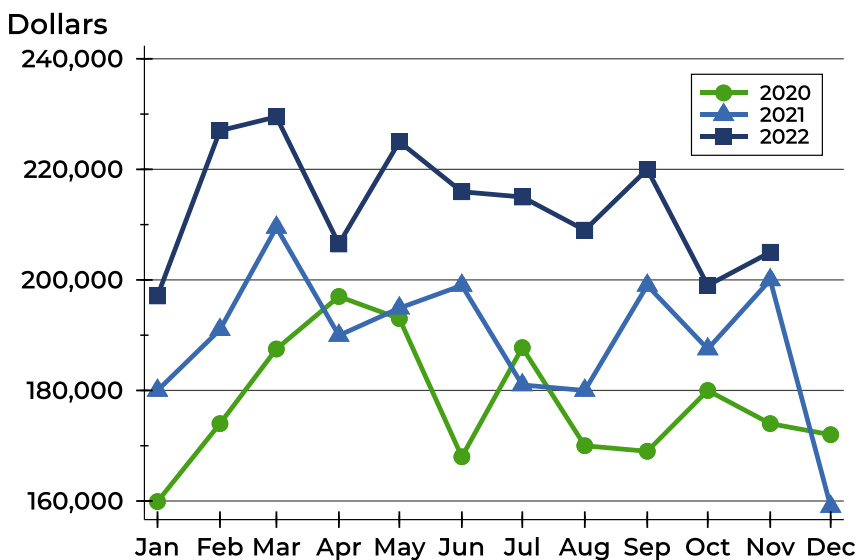
Flint Hills Association Eight-County Jurisdiction New Listings Analysis

Average Price



Month	2020	2021	2022
January	174,831	215,661	243,179
February	197,342	213,145	233,177
March	203,512	229,658	246,089
April	208,370	215,864	231,240
May	210,466	203,956	239,876
June	191,983	212,237	236,833
July	206,327	207,523	240,531
August	195,573	195,097	225,723
September	184,467	230,292	236,798
October	196,266	235,109	220,669
November	185,957	210,580	229,585
December	194,515	183,075	

Median Price



Month	2020	2021	2022
January	159,900	180,000	197,100
February	174,000	191,000	227,000
March	187,500	209,500	229,500
April	197,000	189,950	206,500
May	193,000	194,900	225,000
June	168,000	199,000	215,950
July	187,750	181,000	215,000
August	170,000	180,000	209,000
September	169,000	199,000	220,000
October	180,000	187,500	199,000
November	174,000	200,000	205,000
December	172,000	159,000	



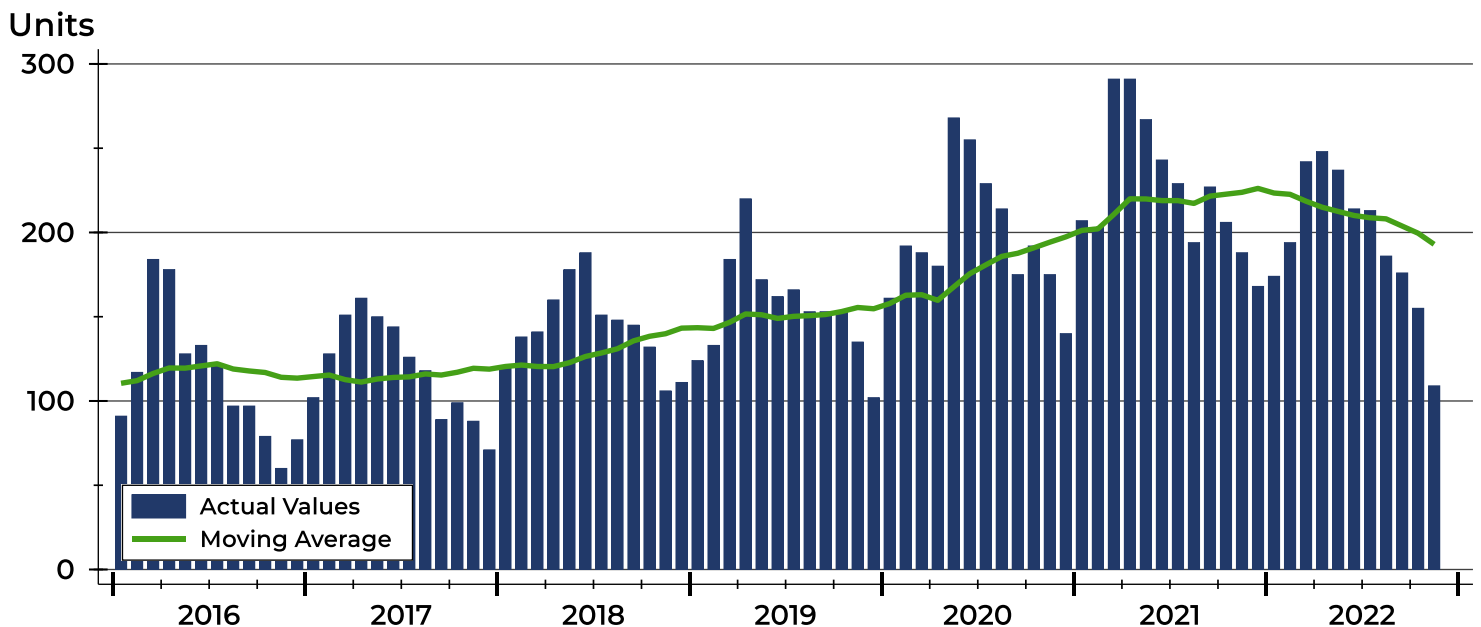
Flint Hills Association Eight-County Jurisdiction Contracts Written Analysis

Summary Statistics for Contracts Written		November			Year-to-Date		
		2022	2021	Change	2022	2021	Change
Contracts Written		109	188	-42.0%	2,148	2,546	-15.6%
Volume (1,000s)		24,478	41,787	-41.4%	484,355	544,056	-11.0%
Average	Sale Price	224,570	222,270	1.0%	225,491	213,691	5.5%
	Days on Market	49	42	16.7%	30	36	-16.7%
	Percent of Original	96.0%	96.0%	0.0%	97.6%	97.4%	0.2%
Median	Sale Price	220,000	199,950	10.0%	205,000	190,500	7.6%
	Days on Market	21	19	10.5%	10	11	-9.1%
	Percent of Original	100.0%	98.6%	1.4%	100.0%	100.0%	0.0%

A total of 109 contracts for sale were written in the FHAR eight-county jurisdiction during the month of November, down from 188 in 2021. The median list price of these homes was \$220,000, up from \$199,950 the prior year.

Half of the homes that went under contract in November were on the market less than 21 days, compared to 19 days in November 2021.

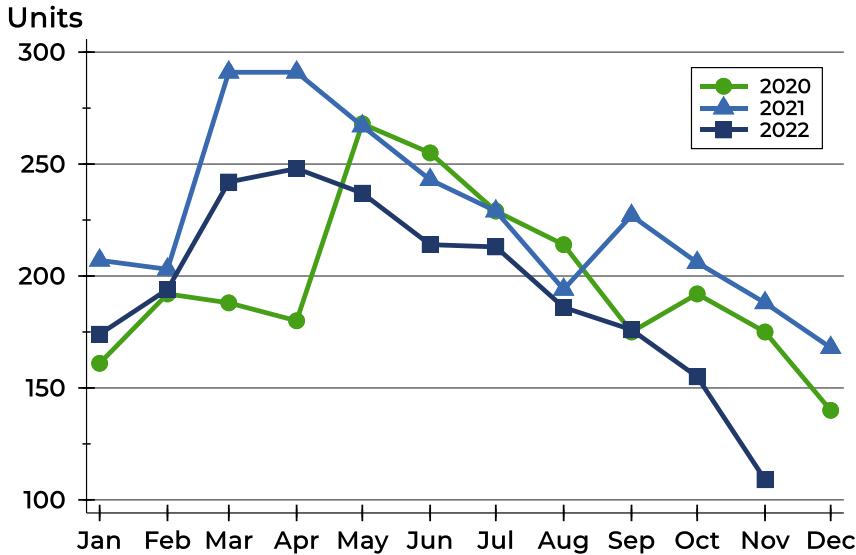
History of Contracts Written





Flint Hills Association Eight-County Jurisdiction Contracts Written Analysis

Contracts Written by Month



Month	2020	2021	2022
January	161	207	174
February	192	203	194
March	188	291	242
April	180	291	248
May	268	267	237
June	255	243	214
July	229	229	213
August	214	194	186
September	175	227	176
October	192	206	155
November	175	188	109
December	140	168	

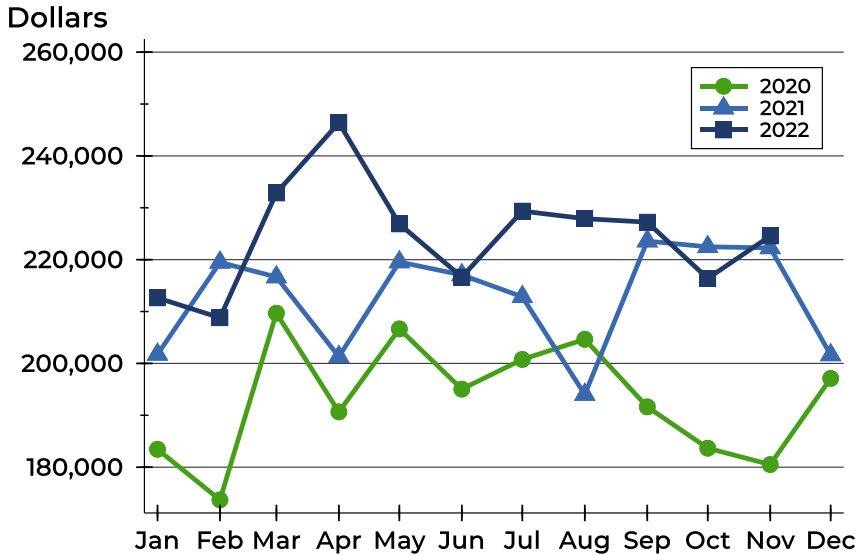
Contracts Written by Price Range

Price Range	Contracts Written		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	2	1.8%	15,000	15,000	38	38	66.7%	66.7%
\$25,000-\$49,999	3	2.8%	43,967	42,000	43	8	84.4%	100.0%
\$50,000-\$99,999	6	5.5%	82,533	87,450	42	43	94.2%	100.0%
\$100,000-\$124,999	13	11.9%	114,508	115,000	40	13	95.0%	100.0%
\$125,000-\$149,999	10	9.2%	140,130	138,950	89	59	94.7%	94.4%
\$150,000-\$174,999	7	6.4%	160,071	160,000	27	6	98.7%	100.0%
\$175,000-\$199,999	7	6.4%	190,486	192,500	29	18	98.6%	100.0%
\$200,000-\$249,999	17	15.6%	224,394	225,000	43	34	98.6%	97.9%
\$250,000-\$299,999	23	21.1%	270,004	269,000	36	18	97.5%	100.0%
\$300,000-\$399,999	12	11.0%	340,242	339,750	83	75	96.3%	98.6%
\$400,000-\$499,999	7	6.4%	439,364	439,000	47	10	96.9%	100.0%
\$500,000-\$749,999	2	1.8%	647,000	647,000	66	66	97.6%	97.6%
\$750,000-\$999,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



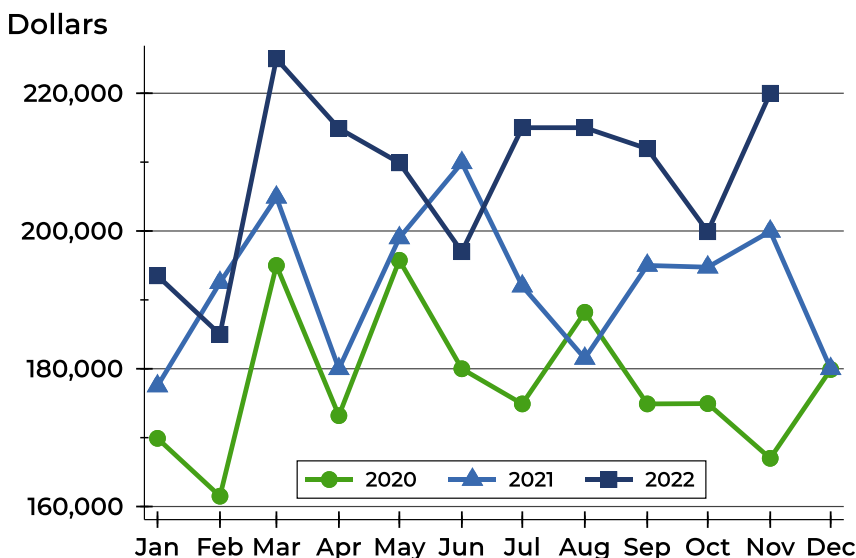
Flint Hills Association Eight-County Jurisdiction Contracts Written Analysis

Average Price



Month	2020	2021	2022
January	183,447	201,740	212,640
February	173,700	219,484	208,802
March	209,678	216,661	232,855
April	190,664	201,302	246,398
May	206,649	219,550	226,889
June	195,044	217,062	216,653
July	200,768	212,848	229,365
August	204,658	194,008	227,901
September	191,630	223,572	227,236
October	183,658	222,478	216,376
November	180,510	222,270	224,570
December	197,115	201,636	

Median Price

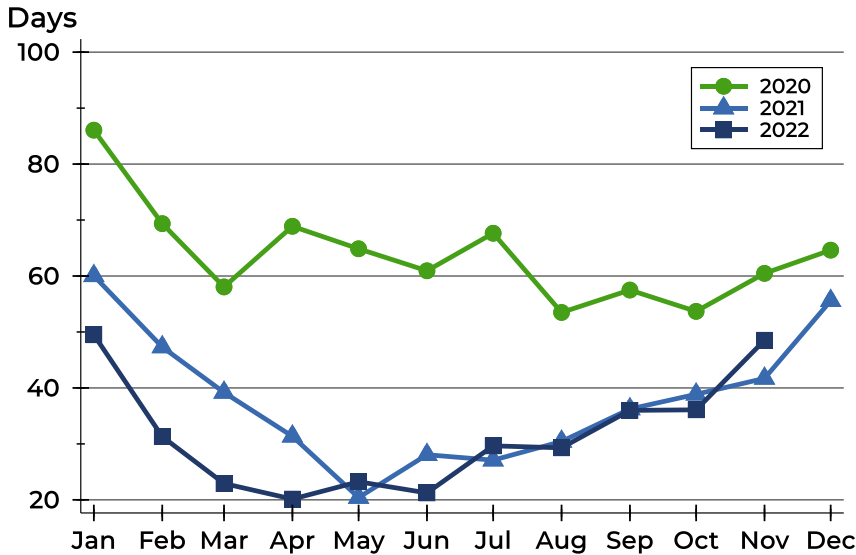


Month	2020	2021	2022
January	169,900	177,500	193,500
February	161,500	192,500	185,000
March	195,000	204,900	225,000
April	173,200	180,000	214,900
May	195,750	199,000	209,900
June	180,000	209,900	197,000
July	174,900	192,000	215,000
August	188,200	181,500	215,000
September	174,900	195,000	211,950
October	174,950	194,750	199,900
November	167,000	199,950	220,000
December	179,900	180,000	



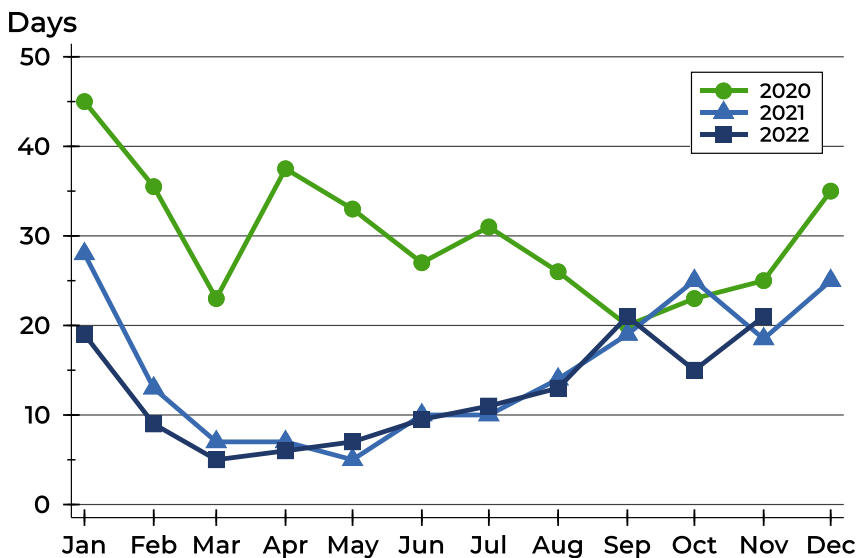
Flint Hills Association Eight-County Jurisdiction Contracts Written Analysis

Average DOM



Month	2020	2021	2022
January	86	60	50
February	69	47	31
March	58	39	23
April	69	31	20
May	65	20	23
June	61	28	21
July	68	27	30
August	53	30	29
September	57	36	36
October	54	39	36
November	60	42	49
December	65	56	

Median DOM



Month	2020	2021	2022
January	45	28	19
February	36	13	9
March	23	7	5
April	38	7	6
May	33	5	7
June	27	10	10
July	31	10	11
August	26	14	13
September	20	19	21
October	23	25	15
November	25	19	21
December	35	25	



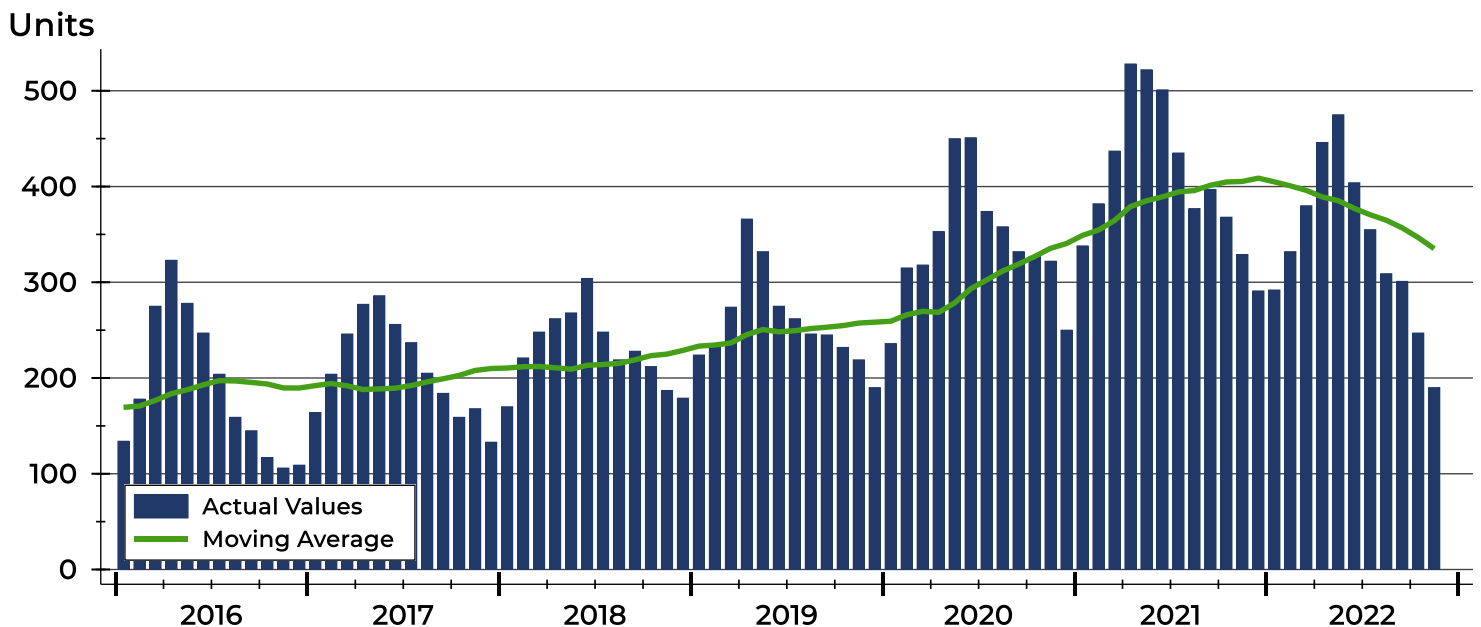
Flint Hills Association Eight-County Jurisdiction Pending Contracts Analysis

Summary Statistics for Pending Contracts		End of November		
		2022	2021	Change
Pending Contracts		190	329	-42.2%
Volume (1,000s)		43,063	72,791	-40.8%
Average	List Price	226,647	221,250	2.4%
	Days on Market	42	43	-2.3%
	Percent of Original	97.8%	97.9%	-0.1%
Median	List Price	218,450	199,000	9.8%
	Days on Market	18	20	-10.0%
	Percent of Original	100.0%	100.0%	0.0%

A total of 190 listings in the FHAR eight-county jurisdiction had contracts pending at the end of November, down from 329 contracts pending at the end of November 2021.

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.

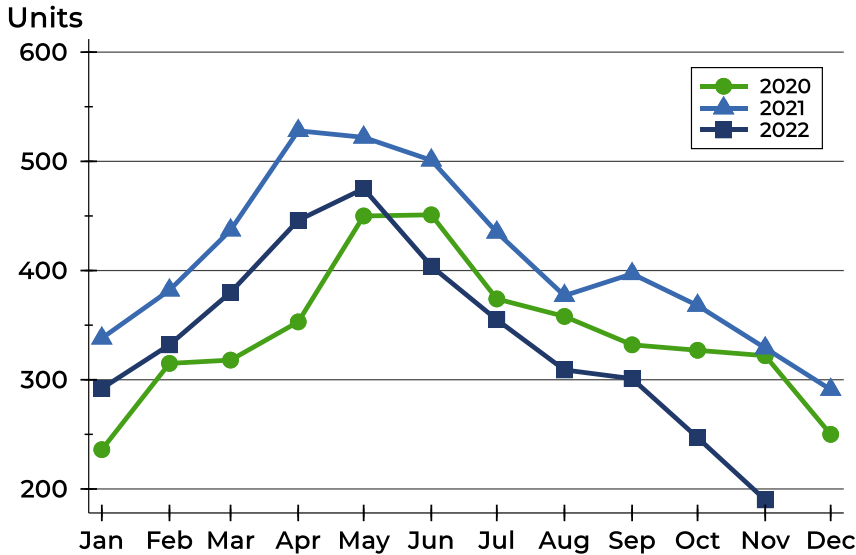
History of Pending Contracts





Flint Hills Association Eight-County Jurisdiction Pending Contracts Analysis

Pending Contracts by Month



Month	2020	2021	2022
January	236	338	292
February	315	382	332
March	318	437	380
April	353	528	446
May	450	522	475
June	451	501	404
July	374	435	355
August	358	377	309
September	332	397	301
October	327	368	247
November	322	329	190
December	250	291	

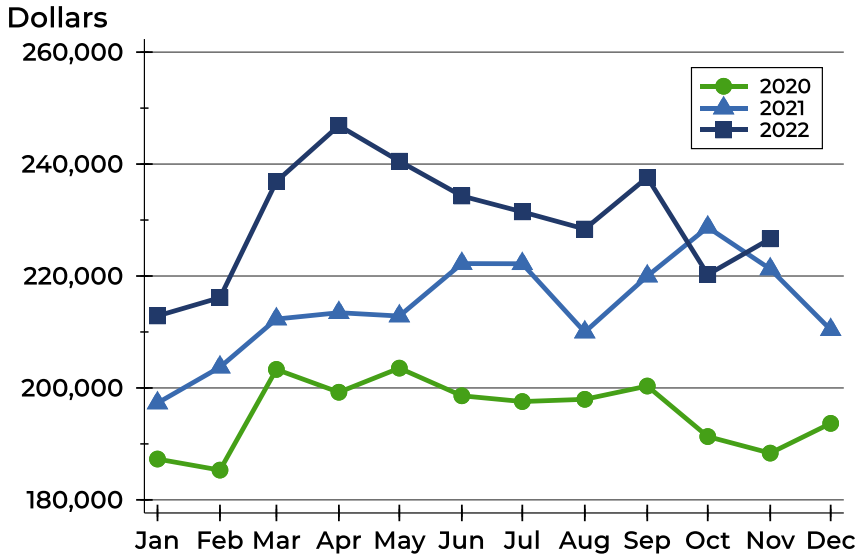
Pending Contracts by Price Range

Price Range	Pending Contracts		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	1	0.5%	15,000	15,000	69	69	100.0%	100.0%
\$25,000-\$49,999	4	2.1%	43,475	42,000	34	8	88.3%	100.0%
\$50,000-\$99,999	12	6.3%	78,125	73,500	89	52	93.9%	95.6%
\$100,000-\$124,999	17	8.9%	112,491	111,000	41	14	97.2%	100.0%
\$125,000-\$149,999	18	9.5%	137,589	136,500	34	17	97.1%	100.0%
\$150,000-\$174,999	18	9.5%	162,228	165,000	45	20	96.6%	100.0%
\$175,000-\$199,999	17	8.9%	188,476	189,000	23	15	99.1%	100.0%
\$200,000-\$249,999	28	14.7%	225,811	225,000	40	23	98.9%	100.0%
\$250,000-\$299,999	30	15.8%	270,360	267,450	33	18	99.6%	100.0%
\$300,000-\$399,999	31	16.3%	338,874	335,000	48	21	97.9%	100.0%
\$400,000-\$499,999	12	6.3%	436,654	429,950	42	13	98.1%	100.0%
\$500,000-\$749,999	2	1.1%	622,450	622,450	31	31	100.0%	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	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



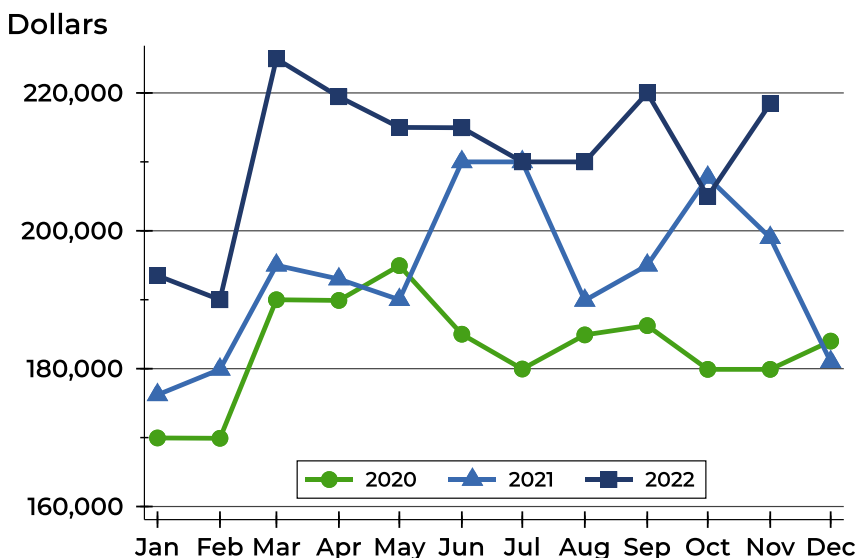
Flint Hills Association Eight-County Jurisdiction Pending Contracts Analysis

Average Price



Month	2020	2021	2022
January	187,296	197,305	212,869
February	185,320	203,714	216,135
March	203,308	212,313	236,894
April	199,232	213,444	246,874
May	203,543	212,848	240,516
June	198,599	222,220	234,300
July	197,571	222,192	231,465
August	197,970	209,977	228,393
September	200,342	219,980	237,610
October	191,312	228,713	220,258
November	188,356	221,250	226,647
December	193,670	210,403	

Median Price

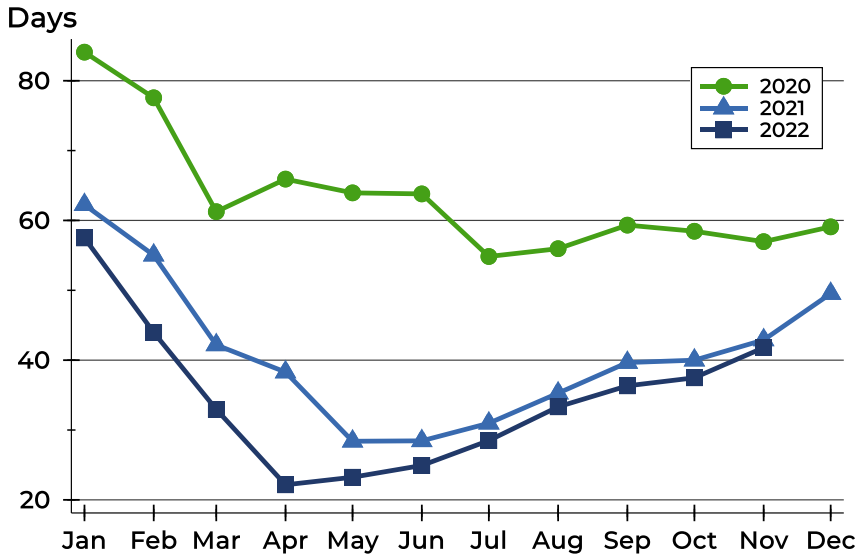


Month	2020	2021	2022
January	169,950	176,200	193,500
February	169,900	179,900	190,000
March	190,000	195,000	224,950
April	189,900	193,000	219,450
May	194,950	190,000	215,000
June	185,000	210,000	214,950
July	179,950	210,000	210,000
August	184,900	189,900	210,000
September	186,250	195,000	220,000
October	179,900	207,750	205,000
November	179,900	199,000	218,450
December	184,000	181,000	



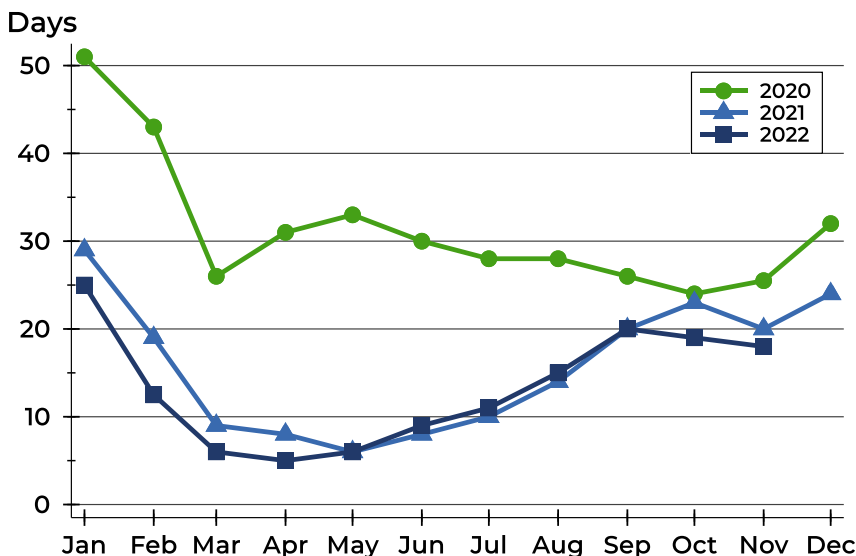
Flint Hills Association Eight-County Jurisdiction Pending Contracts Analysis

Average DOM



Month	2020	2021	2022
January	84	62	58
February	78	55	44
March	61	42	33
April	66	38	22
May	64	28	23
June	64	28	25
July	55	31	28
August	56	35	33
September	59	40	36
October	58	40	37
November	57	43	42
December	59	50	

Median DOM



Month	2020	2021	2022
January	51	29	25
February	43	19	13
March	26	9	6
April	31	8	5
May	33	6	6
June	30	8	9
July	28	10	11
August	28	14	15
September	26	20	20
October	24	23	19
November	26	20	18
December	32	24	