



**December  
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 December

Total home sales in the FHAR eight-county jurisdiction fell last month to 129 units, compared to 223 units in December 2021. Total sales volume was \$28.1 million, down from a year earlier.

The median sale price in December was \$210,500, up from \$184,900 a year earlier. Homes that sold in December were typically on the market for 18 days and sold for 99.5% of their list prices.

#### FHAR Jurisdiction Active Listings Up at End of December

The total number of active listings in the FHAR eight-county jurisdiction at the end of December was 373 units, up from 291 at the same point in 2021. 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 December was \$205,000.

During December, a total of 105 contracts were written down from 168 in December 2021. At the end of the month, there were 159 contracts still pending.

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**December  
2022**

# Flint Hills MLS Statistics



**FLINT HILLS  
ASSOCIATION  
OF REALTORS®**

## Flint Hills Association Eight-County Jurisdiction Summary Statistics

December MLS Statistics Three-year History		Current Month			Year-to-Date		
		2022	2021	2020	2022	2021	2020
<b>Home Sales</b> Change from prior year		<b>129</b> -42.2%	<b>223</b> 7.2%	<b>208</b> 42.5%	<b>2,340</b> -13.2%	<b>2,697</b> 16.9%	<b>2,308</b> 25.0%
<b>Active Listings</b> Change from prior year		<b>373</b> 28.2%	<b>291</b> -28.7%	<b>408</b> -40.0%	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
<b>Months' Supply</b> Change from prior year		<b>1.9</b> 46.2%	<b>1.3</b> -38.1%	<b>2.1</b> -52.3%	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
<b>New Listings</b> Change from prior year		<b>111</b> -15.3%	<b>131</b> 0.8%	<b>130</b> -10.3%	<b>2,676</b> -11.8%	<b>3,035</b> 9.8%	<b>2,764</b> -3.3%
<b>Contracts Written</b> Change from prior year		<b>105</b> -37.5%	<b>168</b> 20.0%	<b>140</b> 37.3%	<b>2,249</b> -17.1%	<b>2,714</b> 14.6%	<b>2,369</b> 27.6%
<b>Pending Contracts</b> Change from prior year		<b>159</b> -45.4%	<b>291</b> 16.4%	<b>250</b> 31.6%	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
<b>Sales Volume (1,000s)</b> Change from prior year		<b>28,148</b> -41.0%	<b>47,708</b> 25.2%	<b>38,120</b> 50.6%	<b>522,000</b> -7.3%	<b>563,344</b> 28.7%	<b>437,776</b> 26.2%
Average	<b>Sale Price</b> Change from prior year	<b>218,202</b> 2.0%	<b>213,939</b> 16.7%	<b>183,270</b> 5.7%	<b>223,077</b> 6.8%	<b>208,878</b> 10.1%	<b>189,678</b> 0.9%
	<b>List Price of Actives</b> Change from prior year	<b>243,887</b> 15.4%	<b>211,354</b> 1.5%	<b>208,140</b> 7.6%	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
	<b>Days on Market</b> Change from prior year	<b>45</b> 2.3%	<b>44</b> -30.2%	<b>63</b> -20.3%	<b>31</b> -18.4%	<b>38</b> -41.5%	<b>65</b> -17.7%
	<b>Percent of List</b> Change from prior year	<b>97.1%</b> -1.0%	<b>98.1%</b> 1.3%	<b>96.8%</b> 0.0%	<b>98.7%</b> 0.1%	<b>98.6%</b> 1.3%	<b>97.3%</b> 0.1%
	<b>Percent of Original</b> Change from prior year	<b>94.8%</b> -1.0%	<b>95.8%</b> 1.2%	<b>94.7%</b> 0.5%	<b>97.3%</b> 0.1%	<b>97.2%</b> 2.2%	<b>95.1%</b> 0.8%
Median	<b>Sale Price</b> Change from prior year	<b>210,500</b> 13.8%	<b>184,900</b> 7.5%	<b>172,000</b> 9.4%	<b>205,000</b> 7.9%	<b>190,000</b> 8.6%	<b>175,000</b> 1.4%
	<b>List Price of Actives</b> Change from prior year	<b>205,000</b> 25.8%	<b>162,900</b> 0.0%	<b>162,950</b> 0.6%	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
	<b>Days on Market</b> Change from prior year	<b>18</b> -5.3%	<b>19</b> -24.0%	<b>25</b> -44.4%	<b>10</b> -16.7%	<b>12</b> -60.0%	<b>30</b> -36.2%
	<b>Percent of List</b> Change from prior year	<b>99.5%</b> -0.5%	<b>100.0%</b> 1.3%	<b>98.7%</b> -0.6%	<b>100.0%</b> 0.0%	<b>100.0%</b> 1.4%	<b>98.6%</b> 0.2%
	<b>Percent of Original</b> Change from prior year	<b>97.8%</b> -0.7%	<b>98.5%</b> 0.9%	<b>97.6%</b> 0.0%	<b>100.0%</b> 0.4%	<b>99.6%</b> 2.0%	<b>97.6%</b> 0.8%

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

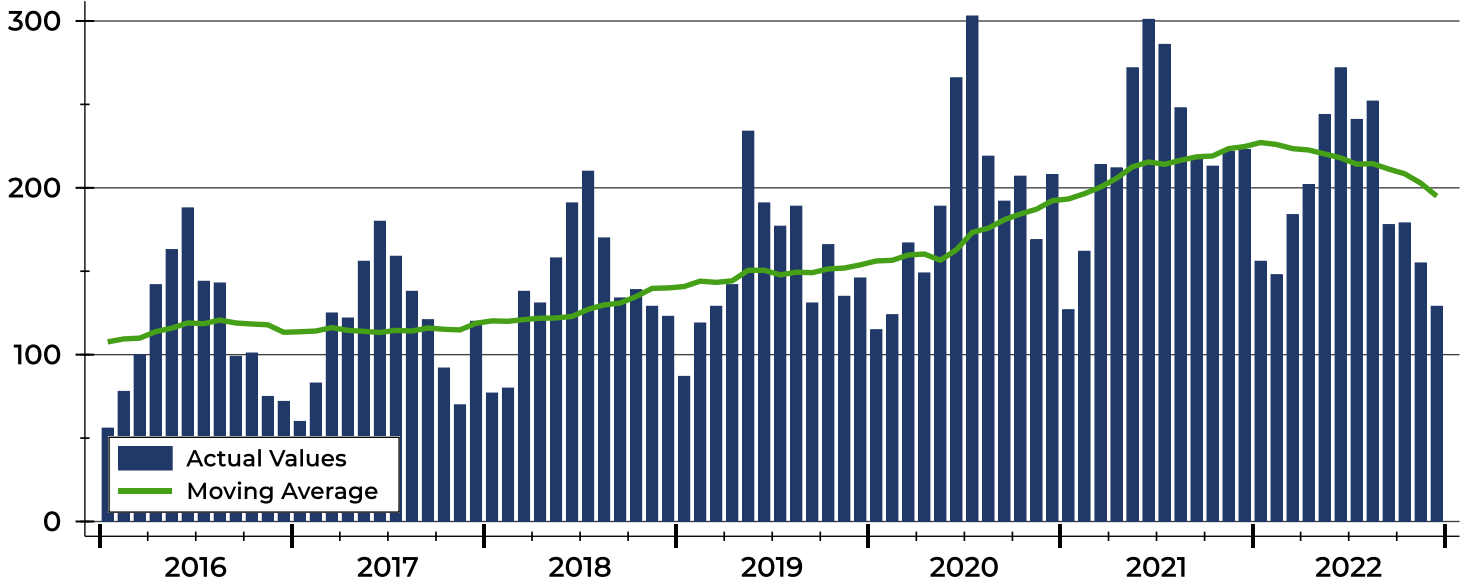
Summary Statistics for Closed Listings		December			Year-to-Date		
		2022	2021	Change	2022	2021	Change
Closed Listings		129	223	-42.2%	2,340	2,697	-13.2%
Volume (1,000s)		28,148	47,708	-41.0%	522,000	563,344	-7.3%
Months' Supply		1.9	1.3	46.2%	N/A	N/A	N/A
Average	Sale Price	218,202	213,939	2.0%	223,077	208,878	6.8%
	Days on Market	45	44	2.3%	31	38	-18.4%
	Percent of List	97.1%	98.1%	-1.0%	98.7%	98.6%	0.1%
	Percent of Original	94.8%	95.8%	-1.0%	97.3%	97.2%	0.1%
Median	Sale Price	210,500	184,900	13.8%	205,000	190,000	7.9%
	Days on Market	18	19	-5.3%	10	12	-16.7%
	Percent of List	99.5%	100.0%	-0.5%	100.0%	100.0%	0.0%
	Percent of Original	97.8%	98.5%	-0.7%	100.0%	99.6%	0.4%

A total of 129 homes sold in the FHAR eight-county jurisdiction in December, down from 223 units in December 2021. Total sales volume fell to \$28.1 million compared to \$47.7 million in the previous year.

The median sales price in December was \$210,500, up 13.8% compared to the prior year. Median days on market was 18 days, up from 17 days in November, but down from 19 in December 2021.

## History of Closed Listings

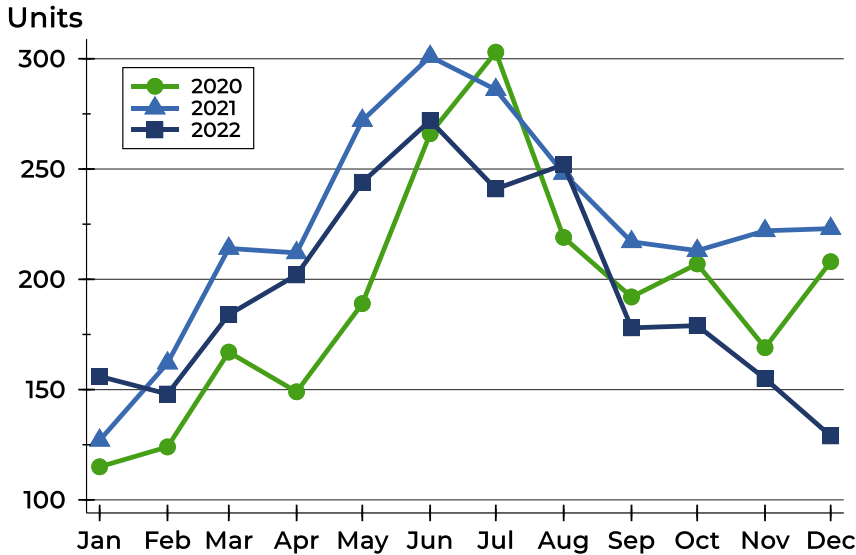
Units





# 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	184
April	149	212	202
May	189	272	244
June	266	301	272
July	303	286	241
August	219	248	252
September	192	217	178
October	207	213	179
November	169	222	155
December	208	223	129

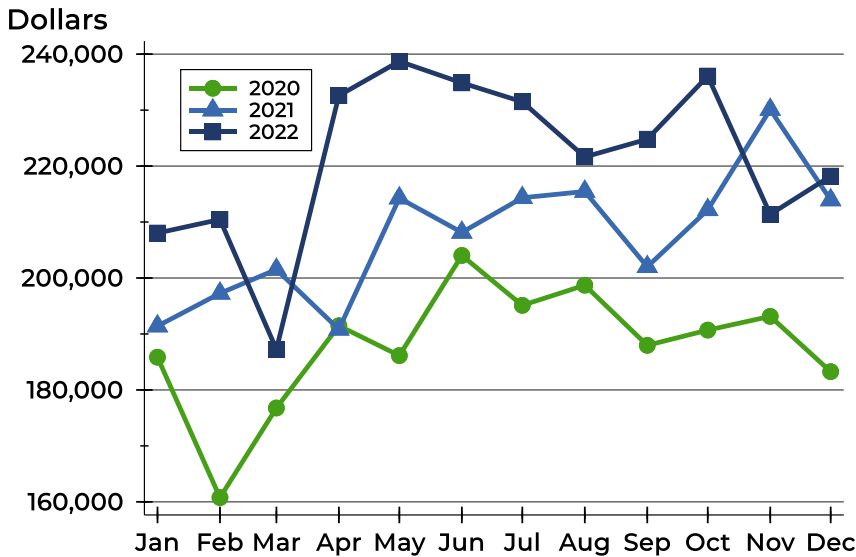
## Closed Listings by Price Range

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	1	0.8%	1.5	5,000	5,000	69	69	33.3%	33.3%	33.3%	33.3%
\$25,000-\$49,999	3	2.3%	1.5	41,167	45,000	20	24	88.3%	88.8%	76.3%	69.0%
\$50,000-\$99,999	11	8.5%	2.4	70,455	67,000	32	21	92.7%	90.6%	89.8%	88.2%
\$100,000-\$124,999	17	13.2%	1.6	109,221	108,900	63	27	95.0%	97.1%	92.6%	97.1%
\$125,000-\$149,999	9	7.0%	2.5	136,033	135,000	91	44	98.3%	100.0%	93.1%	93.3%
\$150,000-\$174,999	12	9.3%	1.7	160,125	160,000	41	16	97.6%	98.7%	95.9%	96.2%
\$175,000-\$199,999	7	5.4%	1.6	183,643	182,500	79	8	99.7%	100.0%	98.8%	100.0%
\$200,000-\$249,999	15	11.6%	1.8	220,800	220,000	21	11	99.7%	100.0%	98.4%	97.8%
\$250,000-\$299,999	22	17.1%	1.5	267,930	265,000	39	20	98.1%	98.3%	96.8%	97.6%
\$300,000-\$399,999	25	19.4%	1.6	343,134	339,900	42	21	99.5%	100.0%	97.9%	99.7%
\$400,000-\$499,999	6	4.7%	2.3	432,800	421,400	34	7	99.6%	99.8%	95.8%	99.8%
\$500,000-\$749,999	1	0.8%	5.2	574,900	574,900	4	4	100.0%	100.0%	100.0%	100.0%
\$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



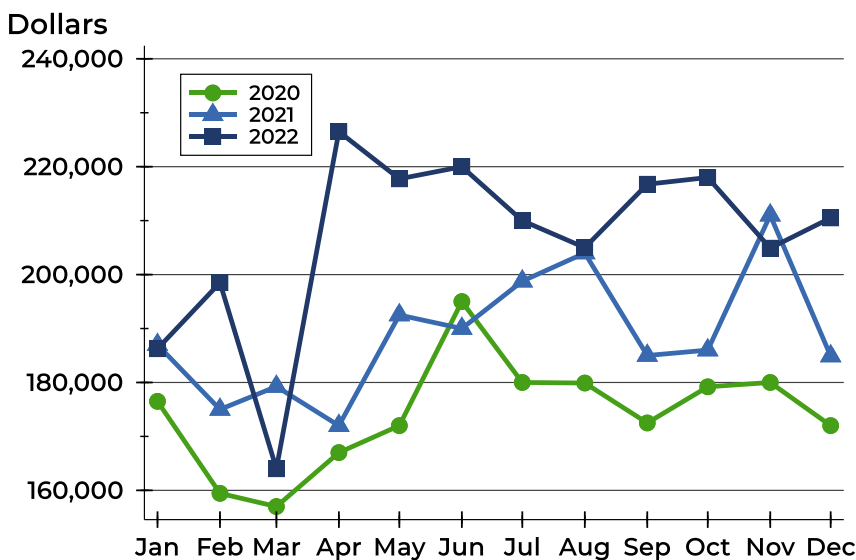
# Flint Hills Association Eight-County Jurisdiction Closed Listings Analysis

## 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	187,253
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	224,797
October	190,691	212,187	236,090
November	193,146	230,099	211,374
December	183,270	213,939	218,202

## Median Price

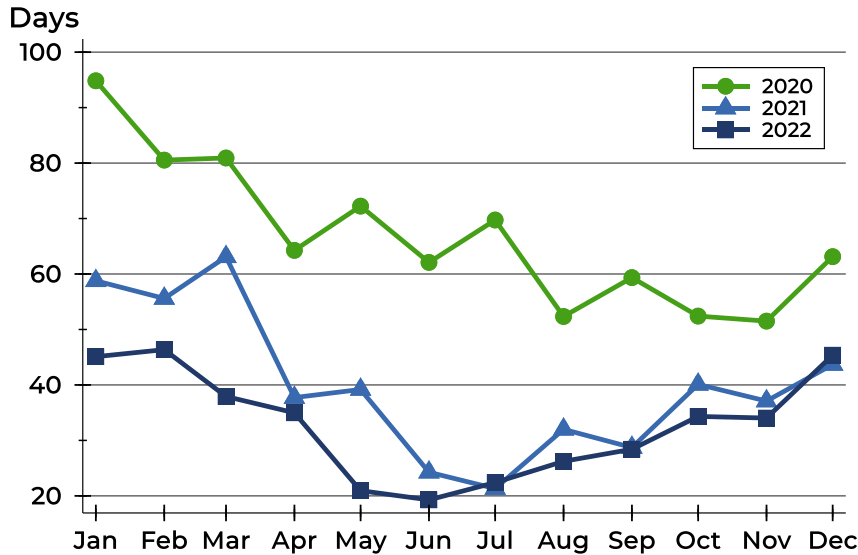


Month	2020	2021	2022
January	176,500	187,000	186,250
February	159,450	175,000	198,500
March	157,000	179,250	164,000
April	167,000	172,000	226,500
May	172,000	192,500	217,750
June	195,000	190,000	220,000
July	180,000	198,775	210,000
August	179,900	204,000	205,000
September	172,500	185,000	216,750
October	179,200	186,000	218,000
November	180,000	211,000	204,900
December	172,000	184,900	210,500



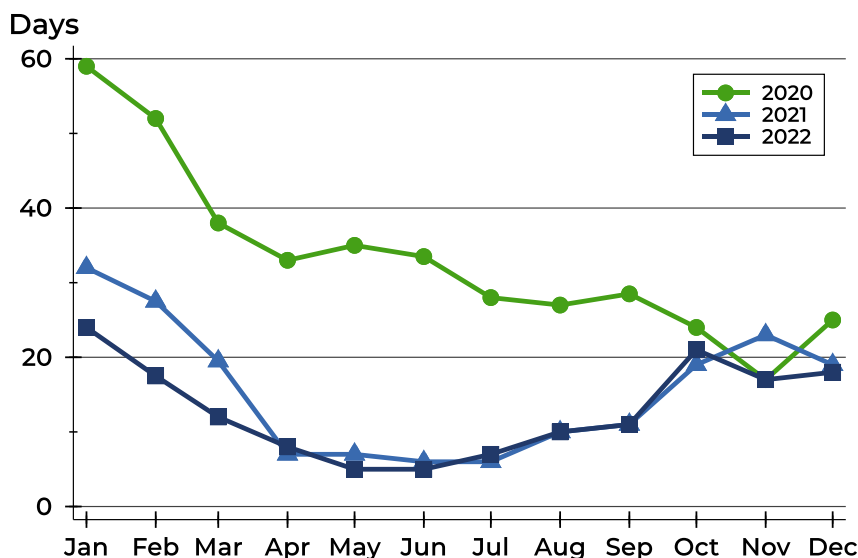
# Flint Hills Association Eight-County Jurisdiction Closed Listings Analysis

## 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	45

## 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	18



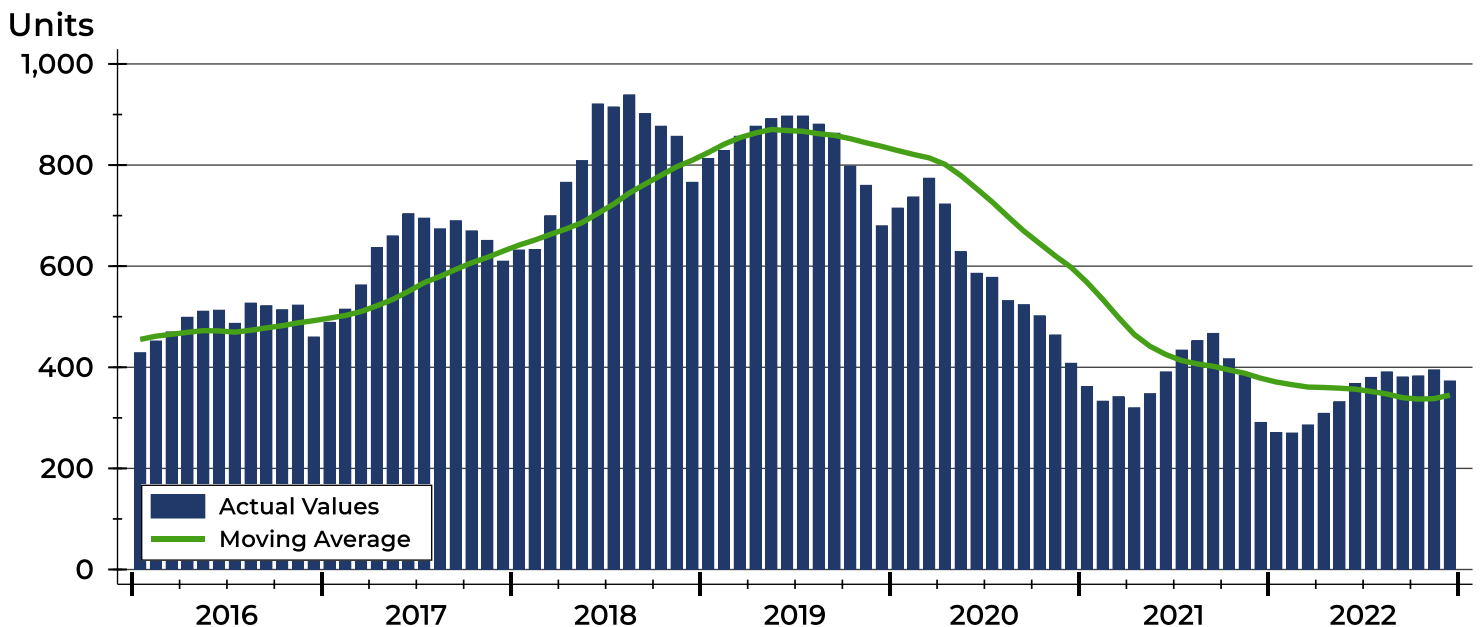
# Flint Hills Association Eight-County Jurisdiction Active Listings Analysis

Summary Statistics for Active Listings		End of December		
		2022	2021	Change
Active Listings		<b>373</b>	291	28.2%
Volume (1,000s)		<b>90,970</b>	61,504	47.9%
Months' Supply		<b>1.9</b>	1.3	46.2%
Average	List Price	<b>243,887</b>	211,354	15.4%
	Days on Market	<b>85</b>	91	-6.6%
	Percent of Original	<b>97.3%</b>	97.4%	-0.1%
Median	List Price	<b>205,000</b>	162,900	25.8%
	Days on Market	<b>65</b>	63	3.2%
	Percent of Original	<b>100.0%</b>	100.0%	0.0%

A total of 373 homes were available for sale in the FHAR eight-county jurisdiction at the end of December. This represents a 1.9 months' supply of active listings.

The median list price of homes on the market at the end of December was \$205,000, up 25.8% from 2021. The typical time on market for active listings was 65 days, up from 63 days a year earlier.

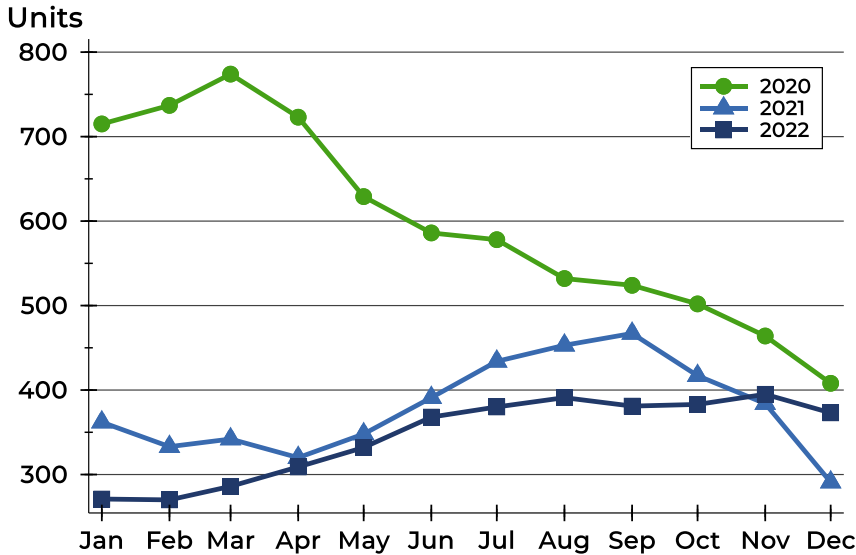
## History of Active Listings





# 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	373

## Active Listings by Price Range

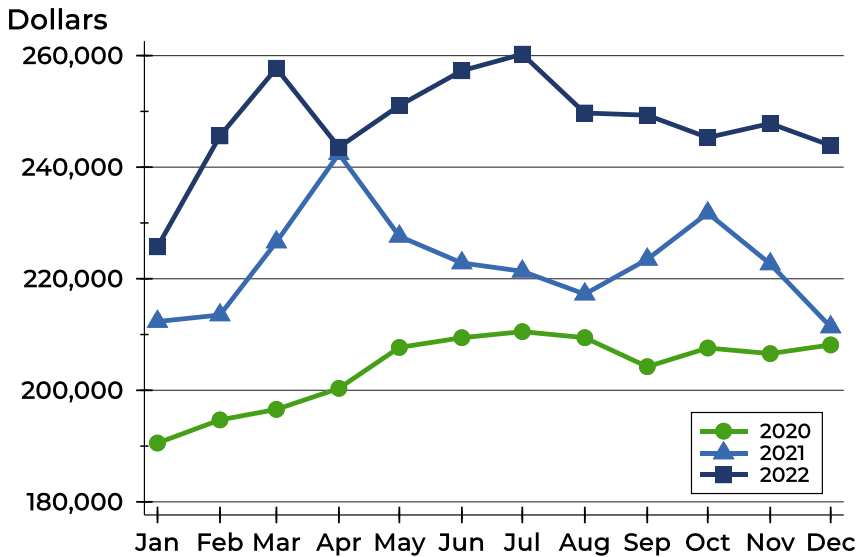
Price Range	Active Listings		Months' Supply	List Price		Days on Market		Price as % of Orig.	
	Number	Percent		Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	2	0.5%	1.5	17,450	17,450	60	60	86.2%	86.2%
\$25,000-\$49,999	7	1.9%	1.5	38,214	39,000	90	60	93.0%	100.0%
\$50,000-\$99,999	41	11.0%	2.4	81,785	85,000	96	69	95.0%	100.0%
\$100,000-\$124,999	22	5.9%	1.6	113,145	114,950	88	72	94.1%	100.0%
\$125,000-\$149,999	47	12.6%	2.5	136,157	135,000	72	62	98.0%	100.0%
\$150,000-\$174,999	33	8.8%	1.7	163,539	162,900	74	66	99.2%	100.0%
\$175,000-\$199,999	30	8.0%	1.6	188,270	187,750	88	63	98.2%	100.0%
\$200,000-\$249,999	57	15.3%	1.8	225,798	225,000	84	65	96.4%	98.7%
\$250,000-\$299,999	43	11.5%	1.5	275,072	275,000	57	47	98.3%	100.0%
\$300,000-\$399,999	45	12.1%	1.6	347,219	345,000	94	83	97.9%	100.0%
\$400,000-\$499,999	21	5.6%	2.3	444,616	443,646	118	86	99.6%	100.0%
\$500,000-\$749,999	19	5.1%	5.2	611,503	615,000	76	59	99.3%	100.0%
\$750,000-\$999,999	4	1.1%	N/A	938,000	963,500	157	106	94.5%	99.0%
\$1,000,000 and up	2	0.5%	N/A	1,175,000	1,175,000	244	244	100.0%	100.0%





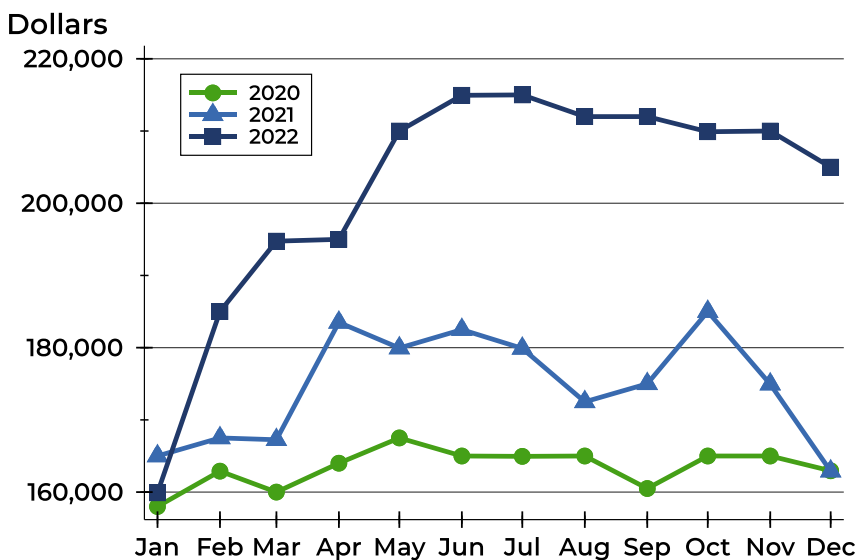
# Flint Hills Association Eight-County Jurisdiction Active Listings Analysis

## 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	243,887

## Median Price

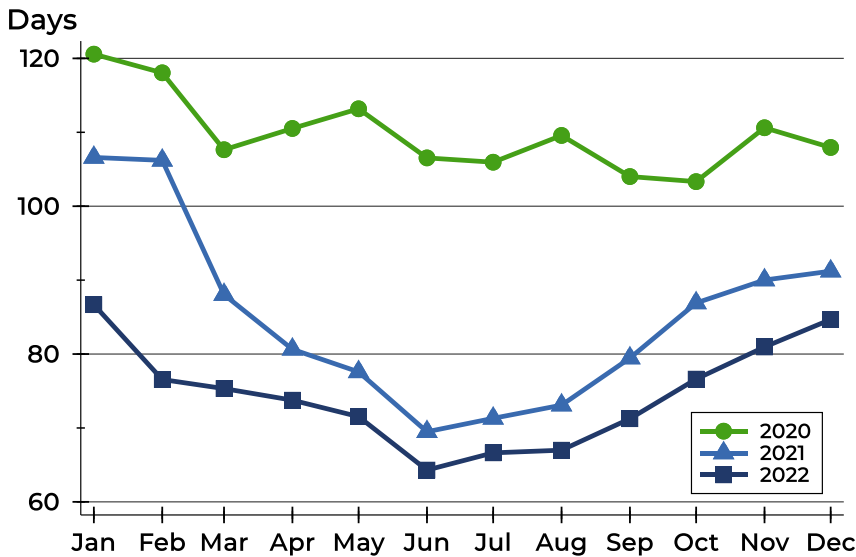


Month	2020	2021	2022
January	158,000	165,000	159,900
February	162,900	167,500	185,000
March	160,000	167,250	194,750
April	164,000	183,500	195,000
May	167,500	179,950	210,000
June	165,000	182,500	214,950
July	164,950	179,900	215,000
August	165,000	172,500	212,000
September	160,500	175,000	212,000
October	165,000	185,000	209,900
November	165,000	174,950	210,000
December	162,950	162,900	205,000



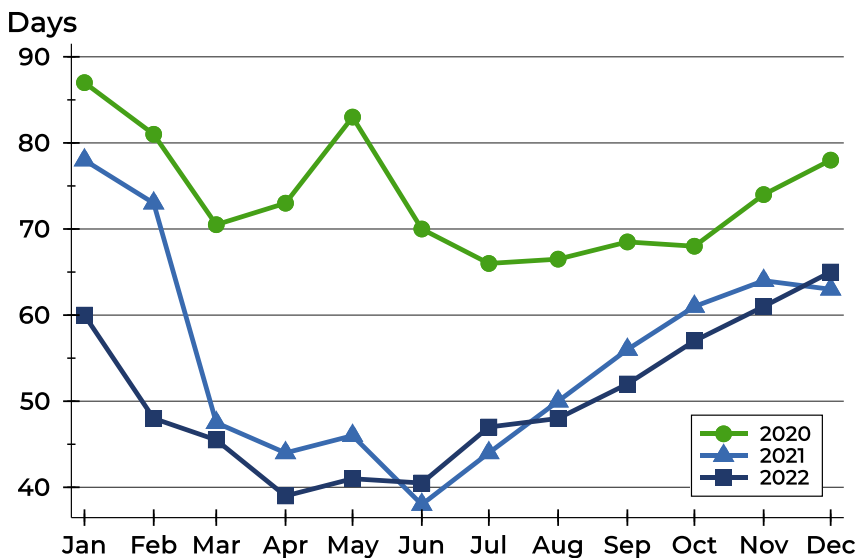
# Flint Hills Association Eight-County Jurisdiction Active Listings Analysis

## 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	85

## Median DOM

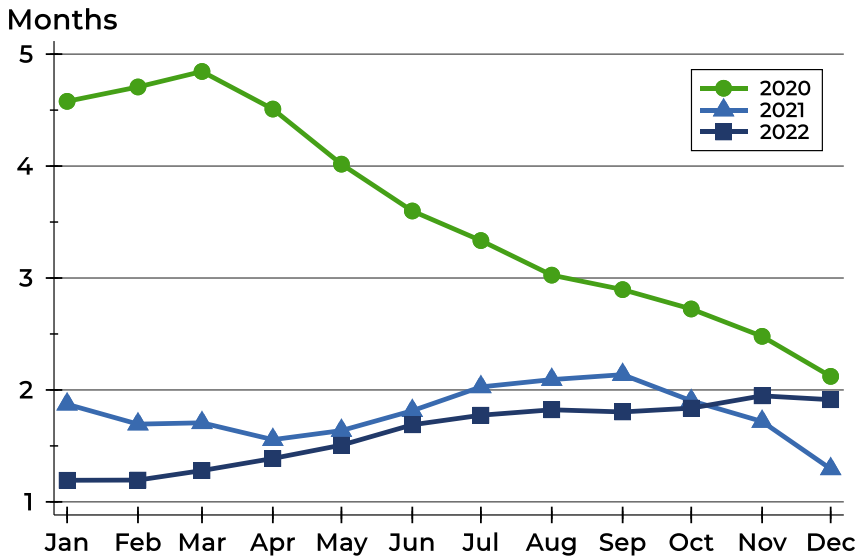


Month	2020	2021	2022
January	87	78	60
February	81	73	48
March	71	48	46
April	73	44	39
May	83	46	41
June	70	38	41
July	66	44	47
August	67	50	48
September	69	56	52
October	68	61	57
November	74	64	61
December	78	63	65



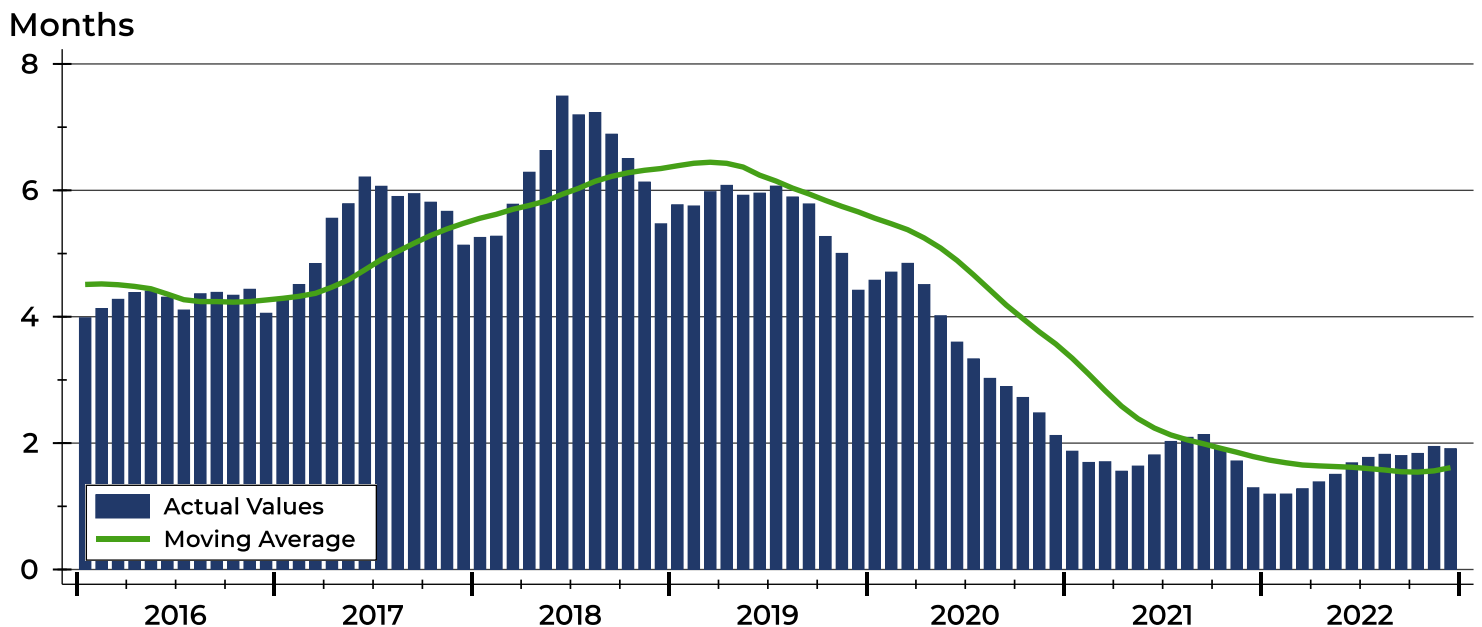
# Flint Hills Association Eight-County Jurisdiction Months' Supply Analysis

## 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	1.9
December	2.1	1.3	1.9

## History of Month's Supply





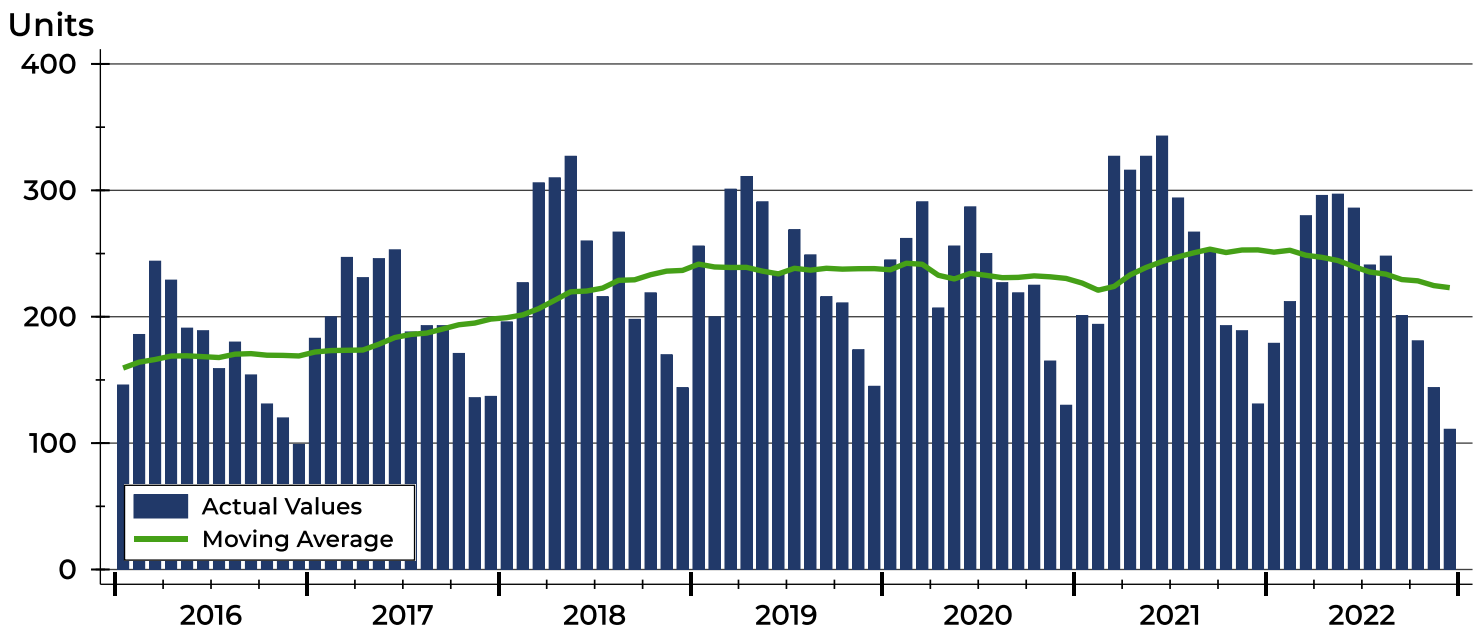
# Flint Hills Association Eight-County Jurisdiction New Listings Analysis

Summary Statistics for New Listings		2022	December 2021	Change
Current Month	New Listings	111	131	-15.3%
	Volume (1,000s)	24,676	23,983	2.9%
	Average List Price	222,306	183,075	21.4%
	Median List Price	195,000	159,000	22.6%
Year-to-Date	New Listings	2,676	3,035	-11.8%
	Volume (1,000s)	627,974	648,025	-3.1%
	Average List Price	234,669	213,517	9.9%
	Median List Price	214,900	189,900	13.2%

A total of 111 new listings were added in the FHAR eight-county jurisdiction during December, down 15.3% from the same month in 2021. Year-to-date the FHAR eight-county jurisdiction has seen 2,676 new listings.

The median list price of these homes was \$195,000 up from \$159,000 in 2021.

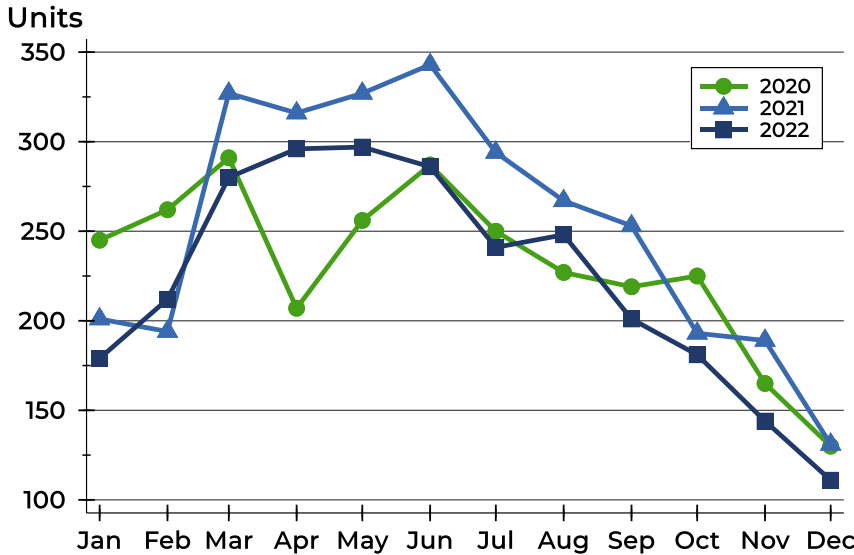
## History of New Listings





# 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	144
December	130	131	111

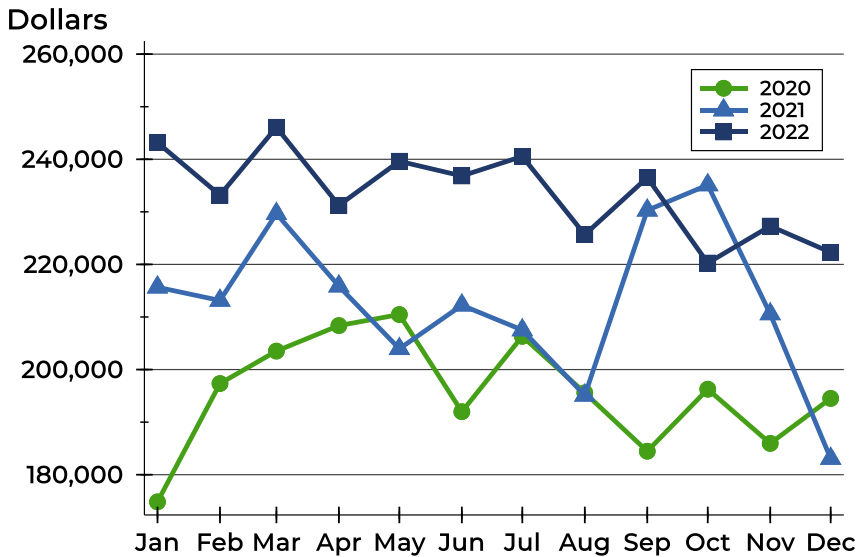
## New Listings by Price Range

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	5	4.5%	31,200	30,000	22	26	100.0%	100.0%
\$50,000-\$99,999	8	7.2%	75,688	75,950	15	12	99.5%	100.0%
\$100,000-\$124,999	10	9.0%	111,180	111,000	10	7	97.0%	100.0%
\$125,000-\$149,999	13	11.7%	135,804	138,000	18	18	99.7%	100.0%
\$150,000-\$174,999	12	10.8%	161,653	160,000	18	22	99.9%	100.0%
\$175,000-\$199,999	9	8.1%	186,822	185,000	15	13	98.6%	100.0%
\$200,000-\$249,999	16	14.4%	229,013	229,950	20	23	100.0%	100.0%
\$250,000-\$299,999	17	15.3%	276,047	279,900	20	19	99.5%	100.0%
\$300,000-\$399,999	12	10.8%	338,703	325,000	12	14	100.0%	100.0%
\$400,000-\$499,999	3	2.7%	434,967	429,900	22	28	100.0%	100.0%
\$500,000-\$749,999	6	5.4%	614,933	592,450	21	21	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



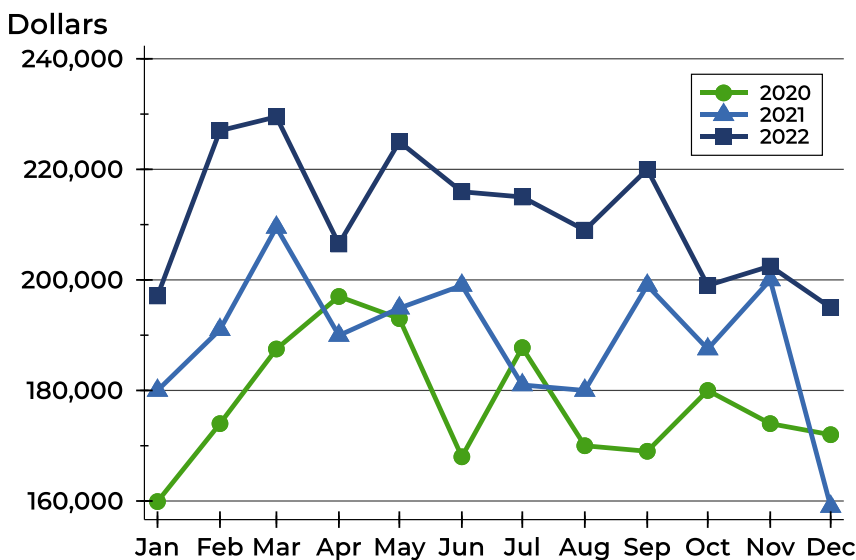
# Flint Hills Association Eight-County Jurisdiction New Listings Analysis

## 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	239,624
June	191,983	212,237	236,833
July	206,327	207,523	240,552
August	195,573	195,097	225,666
September	184,467	230,292	236,530
October	196,266	235,109	220,266
November	185,957	210,580	227,287
December	194,515	183,075	222,306

## 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	202,500
December	172,000	159,000	195,000



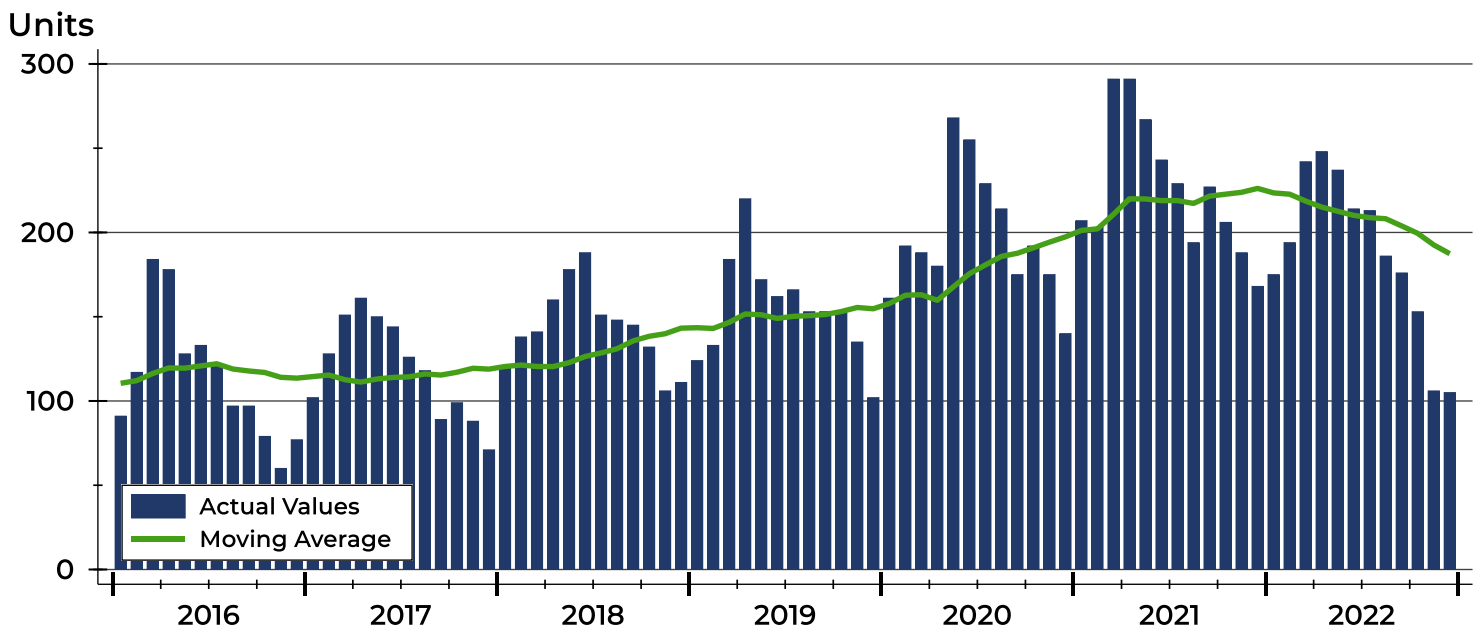
# Flint Hills Association Eight-County Jurisdiction Contracts Written Analysis

Summary Statistics for Contracts Written		December			Year-to-Date		
		2022	2021	Change	2022	2021	Change
Contracts Written		105	168	-37.5%	2,249	2,714	-17.1%
Volume (1,000s)		22,346	33,875	-34.0%	506,022	577,931	-12.4%
Average	Sale Price	212,821	201,636	5.5%	224,999	212,944	5.7%
	Days on Market	52	56	-7.1%	31	37	-16.2%
	Percent of Original	95.4%	94.6%	0.8%	97.4%	97.2%	0.2%
Median	Sale Price	189,000	180,000	5.0%	205,000	190,000	7.9%
	Days on Market	31	25	24.0%	11	12	-8.3%
	Percent of Original	100.0%	97.4%	2.7%	100.0%	99.7%	0.3%

A total of 105 contracts for sale were written in the FHAR eight-county jurisdiction during the month of December, down from 168 in 2021. The median list price of these homes was \$189,000, up from \$180,000 the prior year.

Half of the homes that went under contract in December were on the market less than 31 days, compared to 25 days in December 2021.

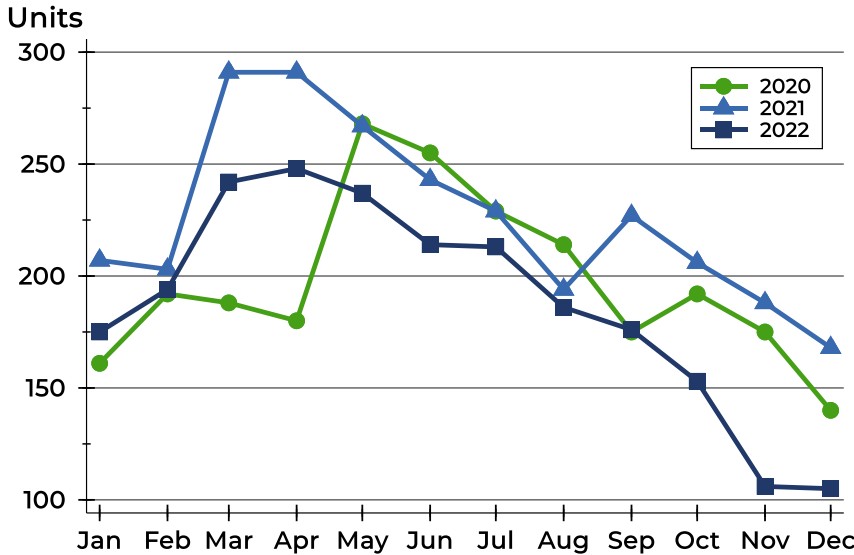
## History of Contracts Written





# Flint Hills Association Eight-County Jurisdiction Contracts Written Analysis

## Contracts Written by Month



Month	2020	2021	2022
January	161	207	175
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	153
November	175	188	106
December	140	168	105

## Contracts Written by Price Range

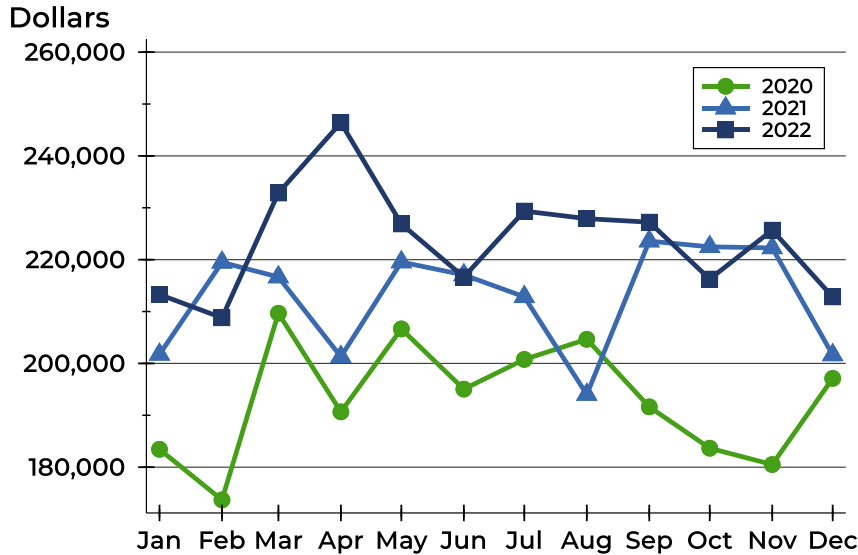
Price Range	Contracts Written		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	1	1.0%	15,000	15,000	127	127	75.0%	75.0%
\$25,000-\$49,999	3	2.9%	36,600	34,900	36	24	74.3%	69.0%
\$50,000-\$99,999	8	7.6%	71,088	66,950	30	27	92.3%	100.0%
\$100,000-\$124,999	12	11.4%	111,971	109,950	39	20	94.2%	96.3%
\$125,000-\$149,999	11	10.5%	131,686	125,000	76	41	94.0%	93.3%
\$150,000-\$174,999	9	8.6%	160,438	159,990	17	10	99.6%	100.0%
\$175,000-\$199,999	15	14.3%	186,820	185,000	34	24	97.9%	100.0%
\$200,000-\$249,999	11	10.5%	225,782	219,900	94	47	96.1%	100.0%
\$250,000-\$299,999	12	11.4%	269,458	269,950	59	44	96.8%	98.2%
\$300,000-\$399,999	17	16.2%	341,653	334,500	58	58	97.4%	99.0%
\$400,000-\$499,999	2	1.9%	437,700	437,700	93	93	95.1%	95.1%
\$500,000-\$749,999	4	3.8%	553,425	562,400	35	8	96.2%	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





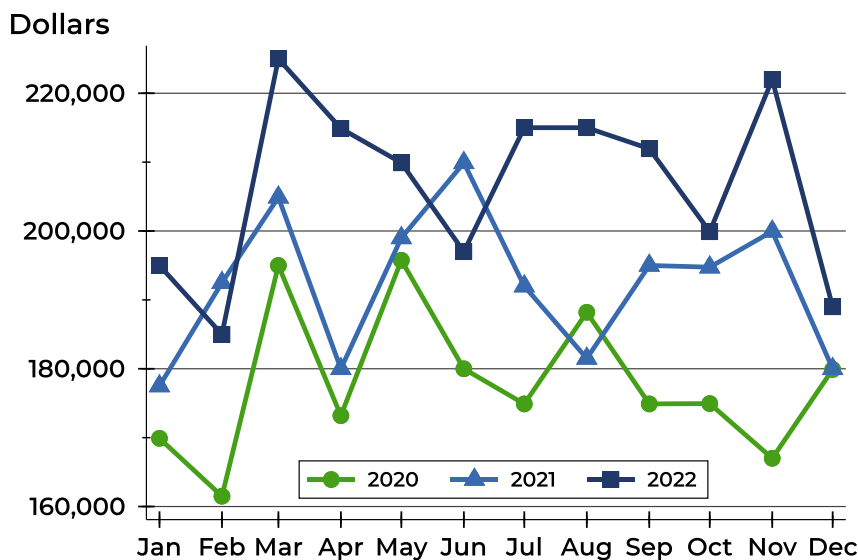
# Flint Hills Association Eight-County Jurisdiction Contracts Written Analysis

## Average Price



Month	2020	2021	2022
January	183,447	201,740	213,282
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	216,264
November	180,510	222,270	225,691
December	197,115	201,636	212,821

## Median Price

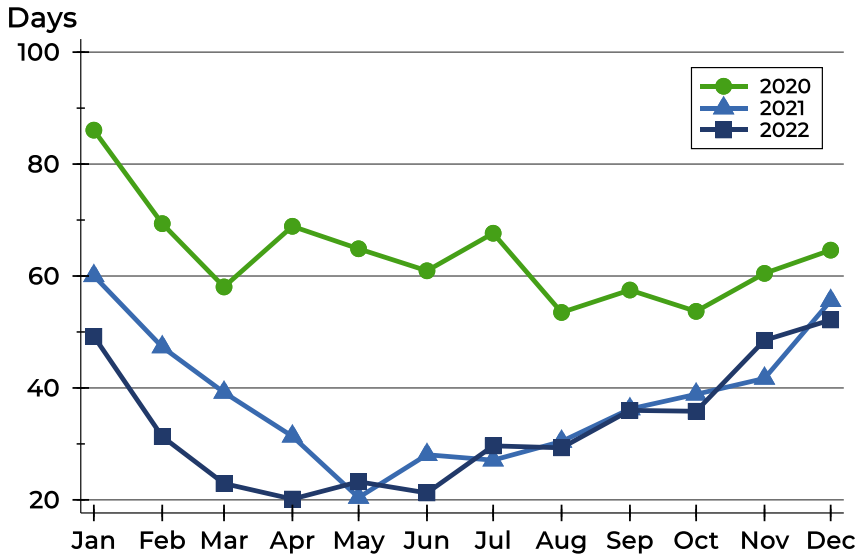


Month	2020	2021	2022
January	169,900	177,500	195,000
February	161,500	192,500	185,000
March	195,000	204,900	225,000
April	173,200	180,000	214,900
May	195,750	199,000	209,900
June	180,000	209,900	197,000
July	174,900	192,000	215,000
August	188,200	181,500	215,000
September	174,900	195,000	211,950
October	174,950	194,750	199,900
November	167,000	199,950	222,000
December	179,900	180,000	189,000



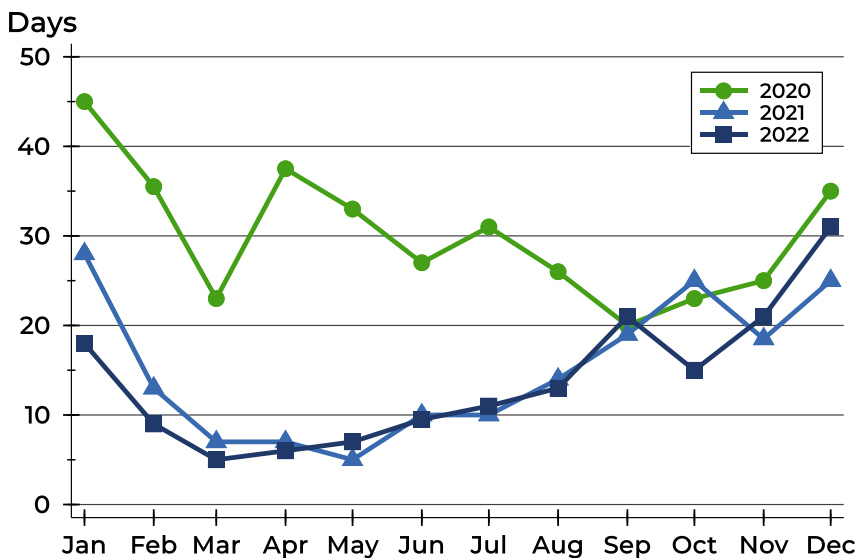
# Flint Hills Association Eight-County Jurisdiction Contracts Written Analysis

## Average DOM



Month	2020	2021	2022
January	86	60	49
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	52

## Median DOM



Month	2020	2021	2022
January	45	28	18
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	31



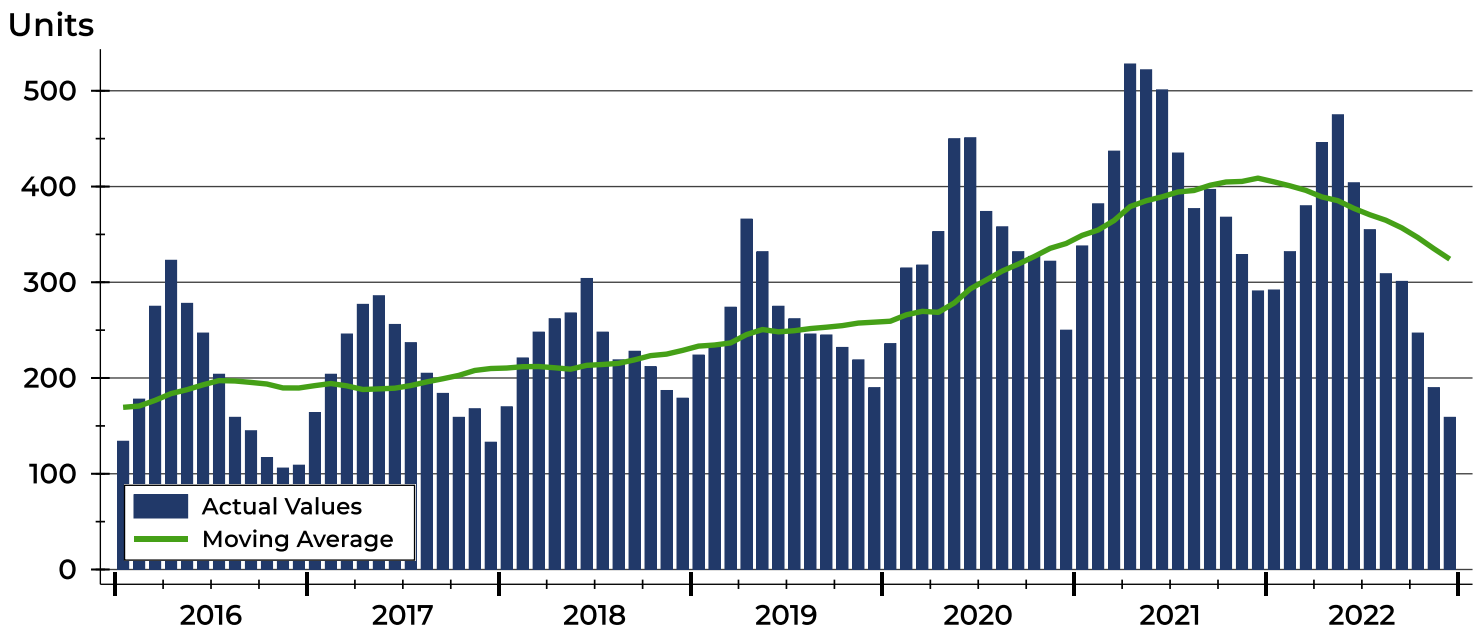
# Flint Hills Association Eight-County Jurisdiction Pending Contracts Analysis

Summary Statistics for Pending Contracts		End of December		
		2022	2021	Change
Pending Contracts		159	291	-45.4%
Volume (1,000s)		35,549	61,227	-41.9%
Average	List Price	223,580	210,403	6.3%
	Days on Market	48	50	-4.0%
	Percent of Original	97.4%	98.2%	-0.8%
Median	List Price	209,900	181,000	16.0%
	Days on Market	30	24	25.0%
	Percent of Original	100.0%	100.0%	0.0%

A total of 159 listings in the FHAR eight-county jurisdiction had contracts pending at the end of December, down from 291 contracts pending at the end of December 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.

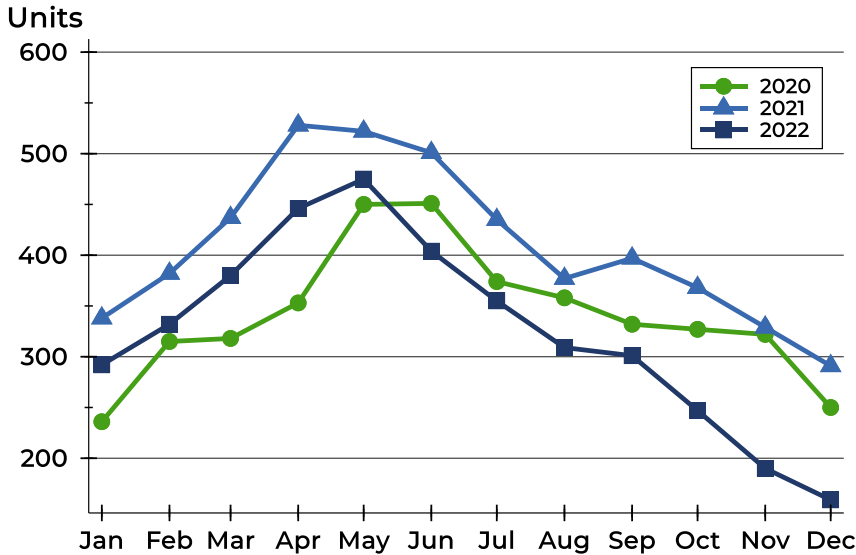
## History of Pending Contracts





# 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	159

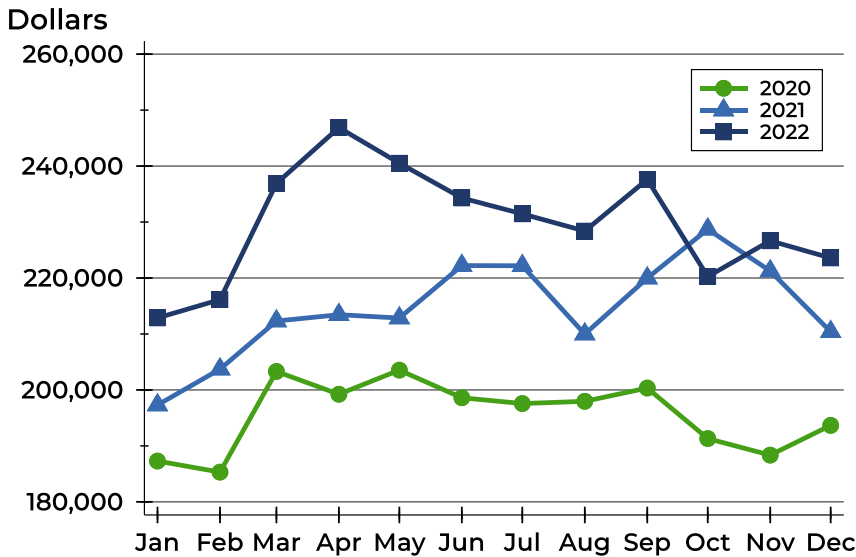
## Pending Contracts by Price Range

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	0.6%	15,000	15,000	127	127	75.0%	75.0%
\$25,000-\$49,999	5	3.1%	36,380	40,000	46	26	84.5%	100.0%
\$50,000-\$99,999	10	6.3%	74,310	69,000	85	49	96.2%	100.0%
\$100,000-\$124,999	13	8.2%	113,554	115,000	36	13	97.9%	100.0%
\$125,000-\$149,999	17	10.7%	135,574	135,000	43	27	97.0%	100.0%
\$150,000-\$174,999	16	10.1%	162,415	165,000	35	20	97.4%	100.0%
\$175,000-\$199,999	16	10.1%	188,419	189,450	29	27	98.9%	100.0%
\$200,000-\$249,999	28	17.6%	226,246	221,000	49	33	98.8%	100.0%
\$250,000-\$299,999	18	11.3%	267,639	267,450	47	35	99.0%	100.0%
\$300,000-\$399,999	21	13.2%	338,243	329,000	62	58	97.3%	100.0%
\$400,000-\$499,999	8	5.0%	434,588	420,200	54	33	98.8%	100.0%
\$500,000-\$749,999	6	3.8%	580,450	564,900	52	31	96.7%	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



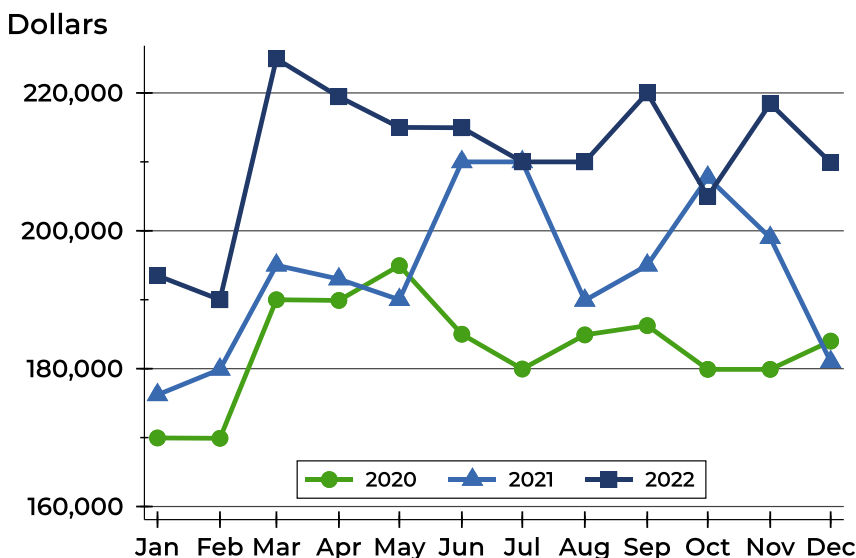
# Flint Hills Association Eight-County Jurisdiction Pending Contracts Analysis

## 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	223,580

## Median Price

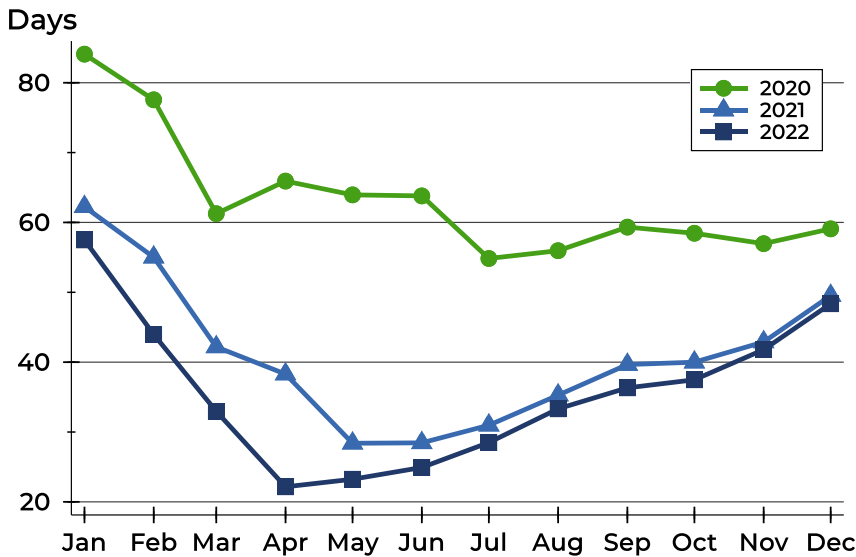


Month	2020	2021	2022
January	169,950	176,200	193,500
February	169,900	179,900	190,000
March	190,000	195,000	224,950
April	189,900	193,000	219,450
May	194,950	190,000	215,000
June	185,000	210,000	214,950
July	179,950	210,000	210,000
August	184,900	189,900	210,000
September	186,250	195,000	220,000
October	179,900	207,750	205,000
November	179,900	199,000	218,450
December	184,000	181,000	209,900



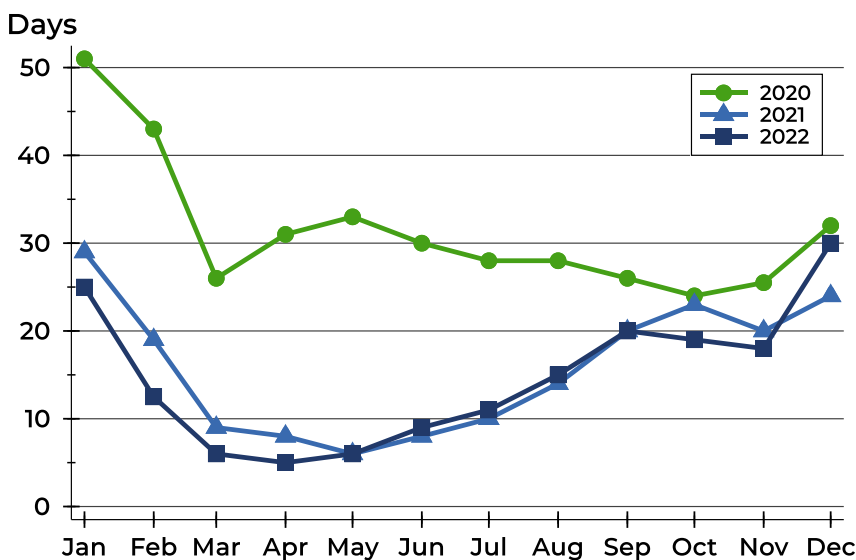
# Flint Hills Association Eight-County Jurisdiction Pending Contracts Analysis

## 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	48

## 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	30