



**March
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 March

Total home sales in the FHAR eight-county jurisdiction fell last month to 170 units, compared to 214 units in March 2021. Total sales volume was \$31.5 million, down from a year earlier.

The median sale price in March was \$160,500, down from \$179,250 a year earlier. Homes that sold in March were typically on the market for 12 days and sold for 100.0% of their list prices.

FHAR Jurisdiction Active Listings Down at End of March

The total number of active listings in the FHAR eight-county jurisdiction at the end of March was 286 units, down from 342 at the same point in 2021. This represents a 1.3 months' supply of homes available for sale. The median list price of homes on the market at the end of March was \$194,750.

During March, a total of 236 contracts were written down from 292 in March 2021. At the end of the month, there were 380 contracts still pending.

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Flint Hills Association Eight-County Jurisdiction Summary Statistics

March MLS Statistics Three-year History		Current Month			Year-to-Date		
		2022	2021	2020	2022	2021	2020
Home Sales Change from prior year	170 -20.6%	214 28.1%	167 29.5%	470 -6.4%	502 23.6%	406 21.2%	
Active Listings Change from prior year	286 -16.4%	342 -55.8%	774 -9.7%	N/A	N/A	N/A	
Months' Supply Change from prior year	1.3 -23.5%	1.7 -64.6%	4.8 -20.0%	N/A	N/A	N/A	
New Listings Change from prior year	267 -18.3%	327 12.4%	291 -3.3%	650 -10.0%	722 -9.5%	798 5.4%	
Contracts Written Change from prior year	236 -19.2%	292 55.3%	188 2.2%	603 -14.1%	702 29.8%	541 22.7%	
Pending Contracts Change from prior year	380 -13.0%	437 37.4%	318 16.1%	N/A	N/A	N/A	
Sales Volume (1,000s) Change from prior year	31,492 -27.0%	43,125 46.1%	29,522 19.3%	94,429 -4.6%	99,007 39.8%	70,830 11.8%	
Average	Sale Price Change from prior year	185,245 -8.1%	201,520 14.0%	176,776 -7.9%	200,913 1.9%	197,224 13.1%	174,457 -7.7%
	List Price of Actives Change from prior year	257,735 13.7%	226,585 15.3%	196,581 -1.9%	N/A	N/A	N/A
	Days on Market Change from prior year	39 -38.1%	63 -22.2%	81 2.5%	43 -28.3%	60 -29.4%	85 -3.4%
	Percent of List Change from prior year	99.9% 1.5%	98.4% 1.5%	96.9% -1.2%	98.6% 0.8%	97.8% 1.2%	96.6% -0.6%
	Percent of Original Change from prior year	98.1% 1.1%	97.0% 3.1%	94.1% 0.3%	96.7% 0.4%	96.3% 2.6%	93.9% 0.3%
Median	Sale Price Change from prior year	160,500 -10.5%	179,250 14.2%	157,000 -8.7%	182,000 1.5%	179,250 11.1%	161,380 -6.4%
	List Price of Actives Change from prior year	194,750 16.4%	167,250 4.5%	160,000 -1.2%	N/A	N/A	N/A
	Days on Market Change from prior year	12 -40.0%	20 -47.4%	38 -22.4%	16 -36.0%	25 -46.8%	47 -16.1%
	Percent of List Change from prior year	100.0% 0.8%	99.2% 0.9%	98.3% 0.2%	100.0% 0.9%	99.1% 0.9%	98.2% 0.1%
	Percent of Original Change from prior year	100.0% 1.9%	98.1% 1.6%	96.6% 0.3%	99.5% 1.3%	98.2% 1.6%	96.7% 0.5%

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



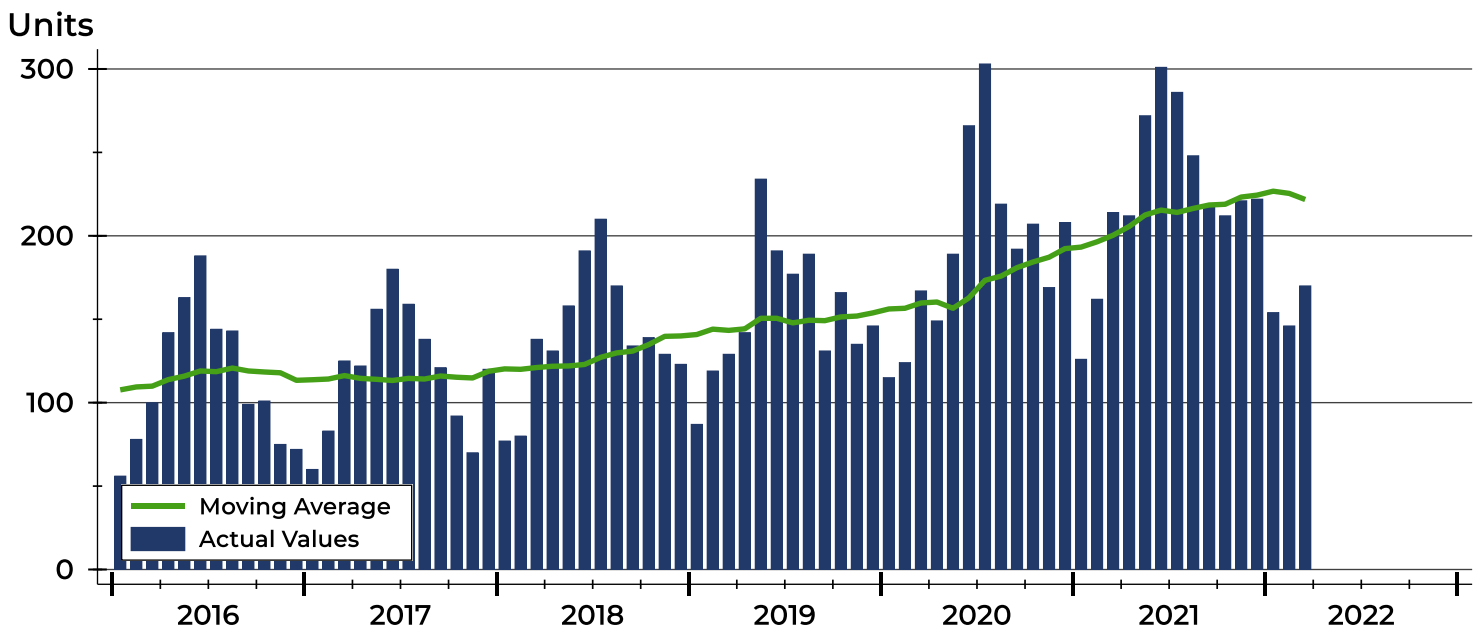
Flint Hills Association Eight-County Jurisdiction Closed Listings Analysis

Summary Statistics for Closed Listings		2022	March 2021	Change	2022	Year-to-Date 2021	Change
Closed Listings		170	214	-20.6%	470	502	-6.4%
Volume (1,000s)		31,492	43,125	-27.0%	94,429	99,007	-4.6%
Months' Supply		1.3	1.7	-23.5%	N/A	N/A	N/A
Average	Sale Price	185,245	201,520	-8.1%	200,913	197,224	1.9%
	Days on Market	39	63	-38.1%	43	60	-28.3%
	Percent of List	99.9%	98.4%	1.5%	98.6%	97.8%	0.8%
	Percent of Original	98.1%	97.0%	1.1%	96.7%	96.3%	0.4%
Median	Sale Price	160,500	179,250	-10.5%	182,000	179,250	1.5%
	Days on Market	12	20	-40.0%	16	25	-36.0%
	Percent of List	100.0%	99.2%	0.8%	100.0%	99.1%	0.9%
	Percent of Original	100.0%	98.1%	1.9%	99.5%	98.2%	1.3%

A total of 170 homes sold in the FHAR eight-county jurisdiction in March, down from 214 units in March 2021. Total sales volume fell to \$31.5 million compared to \$43.1 million in the previous year.

The median sales price in March was \$160,500, down 10.5% compared to the prior year. Median days on market was 12 days, down from 18 days in February, and down from 20 in March 2021.

History of Closed Listings





**March
2022**

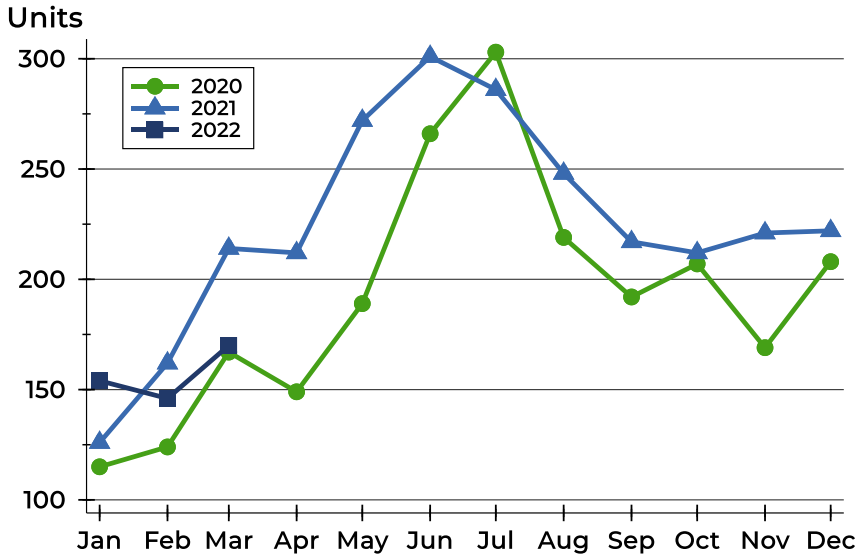
Flint Hills MLS Statistics



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Flint Hills Association Eight-County Jurisdiction Closed Listings Analysis

Closed Listings by Month



Month	2020	2021	2022
January	115	126	154
February	124	162	146
March	167	214	170
April	149	212	
May	189	272	
June	266	301	
July	303	286	
August	219	248	
September	192	217	
October	207	212	
November	169	221	
December	208	222	

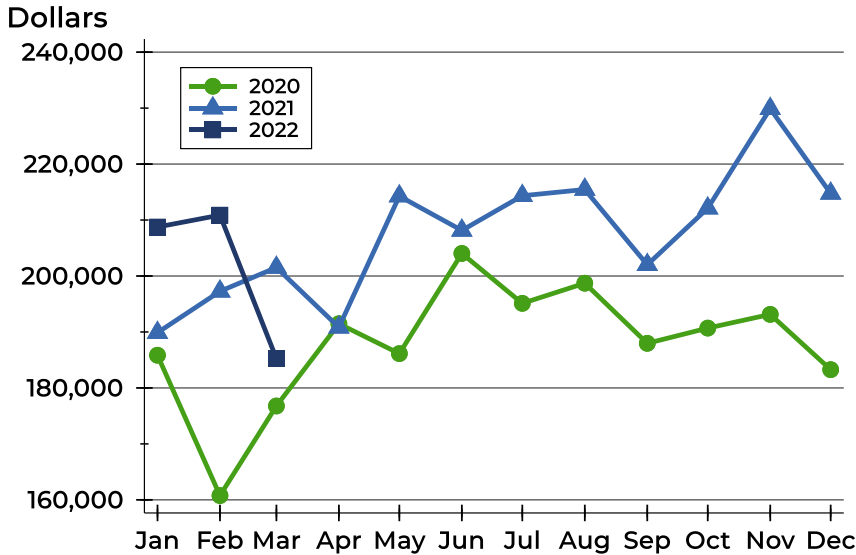
Closed Listings by Price Range

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	0.6%	0.4	21,000	21,000	5	5	84.0%	84.0%	84.0%	84.0%
\$25,000-\$49,999	6	3.5%	0.9	42,333	43,000	46	40	91.6%	93.9%	82.4%	80.1%
\$50,000-\$99,999	25	14.7%	2.1	79,438	80,000	71	53	96.7%	100.0%	91.0%	89.9%
\$100,000-\$124,999	21	12.4%	1.5	115,949	115,500	57	28	98.6%	98.8%	96.3%	95.2%
\$125,000-\$149,999	26	15.3%	1.3	138,336	140,000	41	13	100.1%	100.0%	98.7%	100.0%
\$150,000-\$174,999	19	11.2%	0.9	163,316	164,000	29	8	104.0%	103.6%	103.4%	103.6%
\$175,000-\$199,999	10	5.9%	0.7	188,142	188,000	32	9	99.1%	100.0%	98.0%	100.0%
\$200,000-\$249,999	16	9.4%	0.8	227,281	231,500	21	12	98.8%	100.0%	98.6%	100.0%
\$250,000-\$299,999	23	13.5%	1.0	271,634	266,000	23	4	102.3%	100.3%	102.3%	100.3%
\$300,000-\$399,999	20	11.8%	1.4	341,775	330,000	16	4	103.7%	102.8%	103.6%	102.8%
\$400,000-\$499,999	2	1.2%	3.6	472,500	472,500	53	53	94.0%	94.0%	89.9%	89.9%
\$500,000-\$749,999	1	0.6%	2.9	550,086	550,086	60	60	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



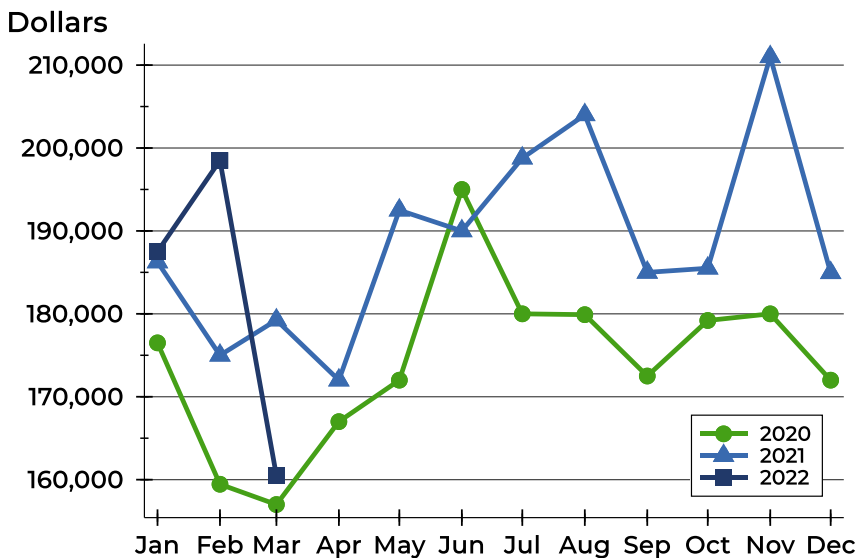
Flint Hills Association Eight-County Jurisdiction Closed Listings Analysis

Average Price



Month	2020	2021	2022
January	185,848	189,873	208,758
February	160,770	197,267	210,882
March	176,776	201,520	185,245
April	191,474	190,833	
May	186,136	214,279	
June	204,033	208,145	
July	195,117	214,345	
August	198,716	215,464	
September	187,971	202,011	
October	190,691	212,113	
November	193,146	229,896	
December	183,270	214,761	

Median Price

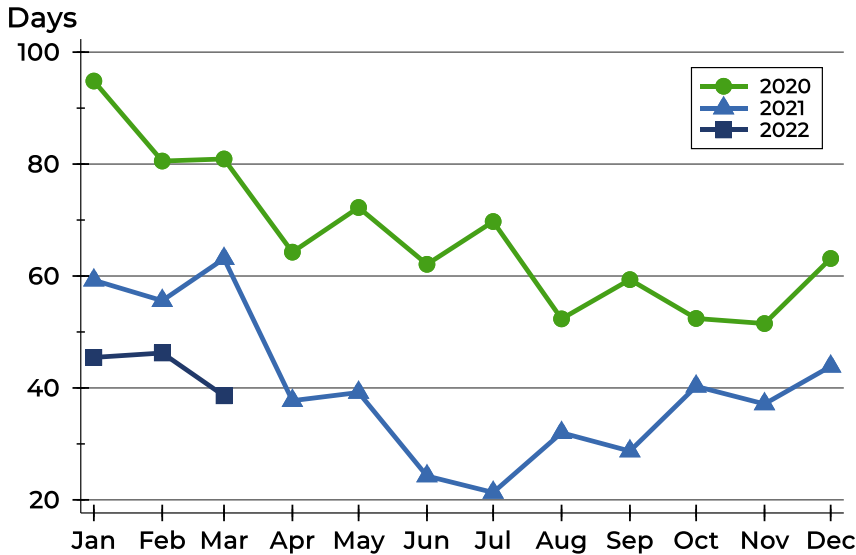


Month	2020	2021	2022
January	176,500	186,250	187,500
February	159,450	175,000	198,500
March	157,000	179,250	160,500
April	167,000	172,000	
May	172,000	192,500	
June	195,000	190,000	
July	180,000	198,775	
August	179,900	204,000	
September	172,500	185,000	
October	179,200	185,500	
November	180,000	211,000	
December	172,000	184,950	



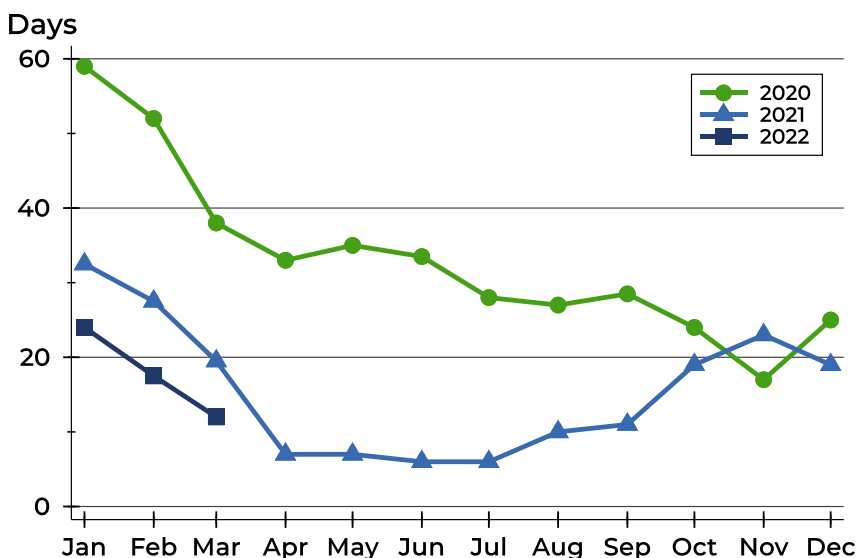
Flint Hills Association Eight-County Jurisdiction Closed Listings Analysis

Average DOM



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

Median DOM



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



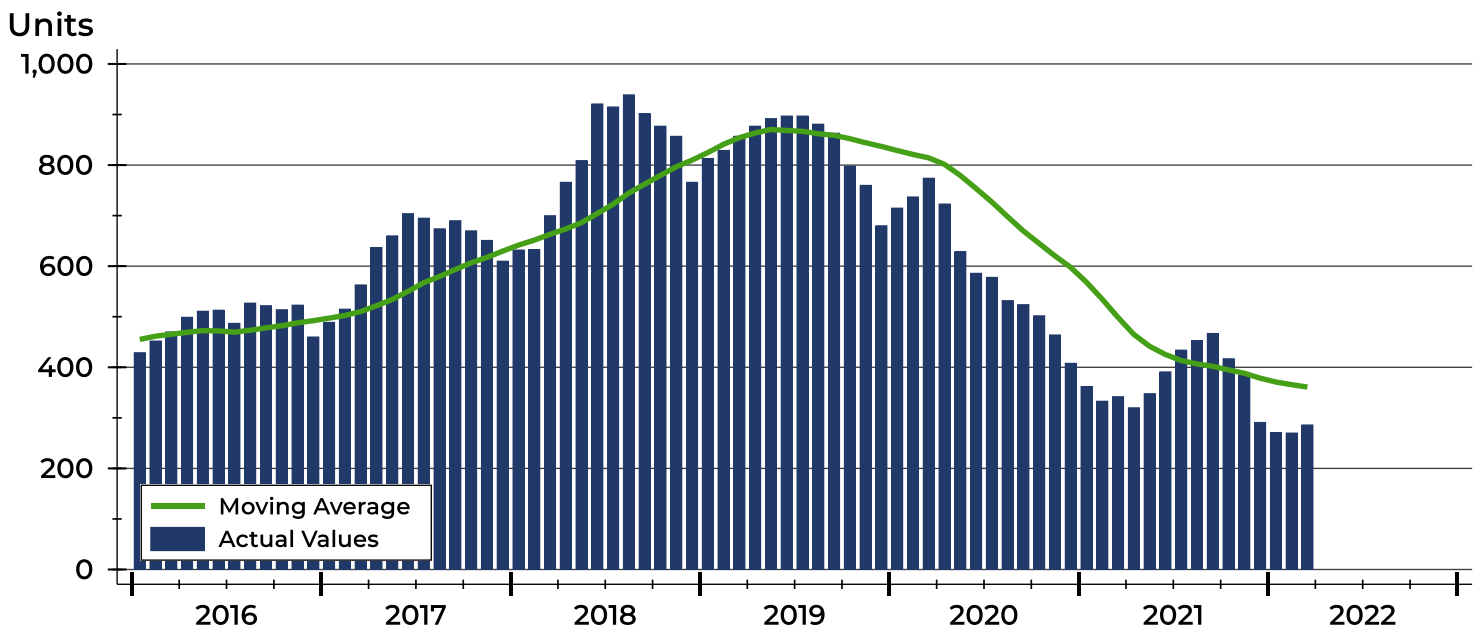
Flint Hills Association Eight-County Jurisdiction Active Listings Analysis

Summary Statistics for Active Listings		2022	End of March 2021	Change
Active Listings		286	342	-16.4%
Volume (1,000s)		73,712	77,492	-4.9%
Months' Supply		1.3	1.7	-23.5%
Average	List Price	257,735	226,585	13.7%
	Days on Market	75	88	-14.8%
	Percent of Original	97.8%	97.6%	0.2%
Median	List Price	194,750	167,250	16.4%
	Days on Market	46	48	-4.2%
	Percent of Original	100.0%	100.0%	0.0%

A total of 286 homes were available for sale in the FHAR eight-county jurisdiction at the end of March. This represents a 1.3 months' supply of active listings.

The median list price of homes on the market at the end of March was \$194,750, up 16.4% from 2021. The typical time on market for active listings was 46 days, down from 48 days a year earlier.

History of Active Listings





**March
2022**

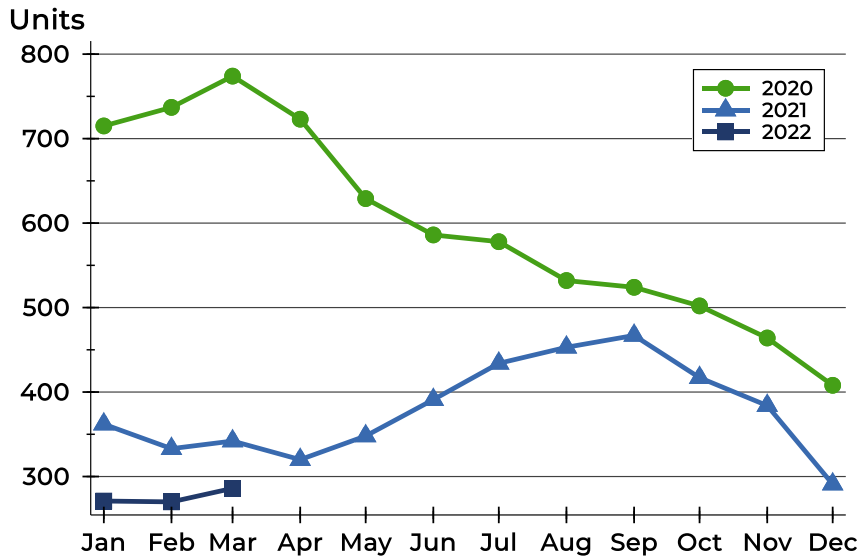
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Flint Hills Association Eight-County Jurisdiction Active Listings Analysis

Active Listings by Month



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

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	0.3%	0.4	20,900	20,900	46	46	83.9%	83.9%
\$25,000-\$49,999	5	1.7%	0.9	41,380	44,000	124	129	91.0%	92.5%
\$50,000-\$99,999	47	16.4%	2.1	77,396	80,000	77	57	96.3%	100.0%
\$100,000-\$124,999	26	9.1%	1.5	114,000	115,000	64	35	96.9%	100.0%
\$125,000-\$149,999	30	10.5%	1.3	135,447	135,000	79	61	98.1%	100.0%
\$150,000-\$174,999	21	7.3%	0.9	163,524	162,900	69	31	99.1%	100.0%
\$175,000-\$199,999	17	5.9%	0.7	188,282	185,000	63	41	99.4%	100.0%
\$200,000-\$249,999	29	10.1%	0.8	228,745	230,000	124	53	98.1%	100.0%
\$250,000-\$299,999	26	9.1%	1.0	275,769	277,000	36	17	98.7%	100.0%
\$300,000-\$399,999	40	14.0%	1.4	357,043	364,500	73	46	99.3%	100.0%
\$400,000-\$499,999	24	8.4%	3.6	447,813	449,750	73	46	98.9%	100.0%
\$500,000-\$749,999	11	3.8%	2.9	603,073	565,000	54	30	100.1%	100.0%
\$750,000-\$999,999	4	1.4%	N/A	929,500	926,500	85	79	94.3%	98.7%
\$1,000,000 and up	5	1.7%	N/A	1,400,000	1,250,000	116	82	90.7%	100.0%



**March
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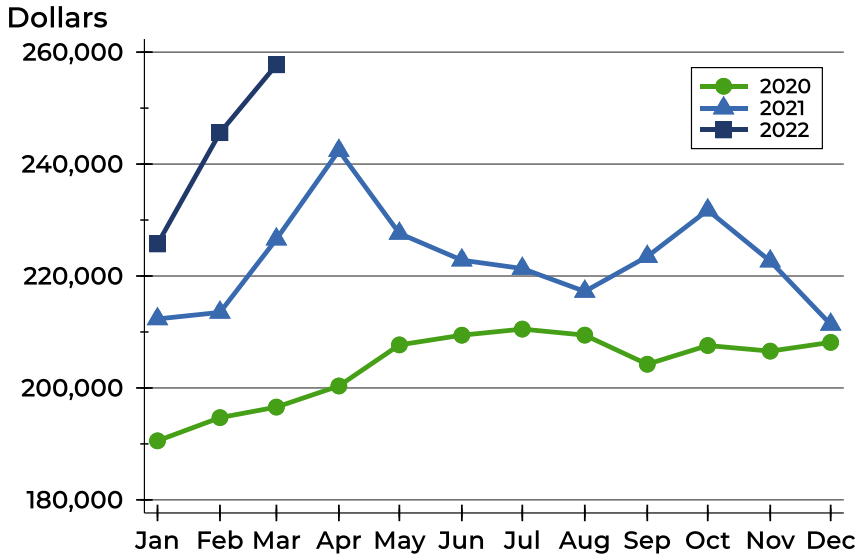
Flint Hills MLS Statistics



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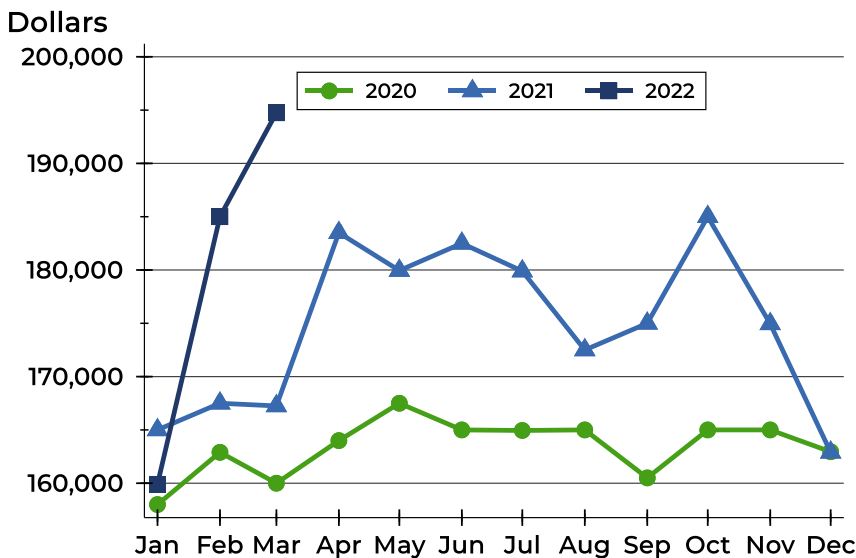
Flint Hills Association Eight-County Jurisdiction Active Listings Analysis

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	
May	207,689	227,614	
June	209,428	222,830	
July	210,516	221,336	
August	209,436	217,244	
September	204,237	223,475	
October	207,583	231,771	
November	206,579	222,652	
December	208,140	211,354	

Median Price

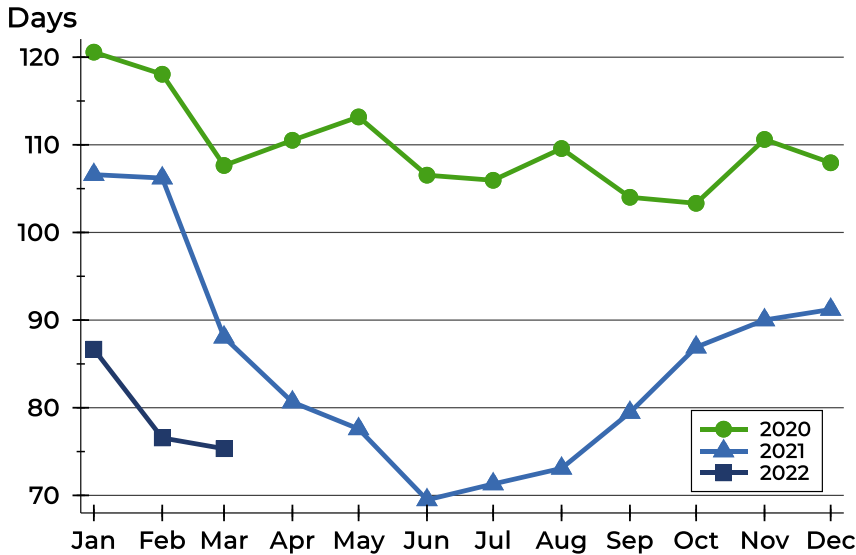


Month	2020	2021	2022
January	158,000	165,000	159,900
February	162,900	167,500	185,000
March	160,000	167,250	194,750
April	164,000	183,500	
May	167,500	179,950	
June	165,000	182,500	
July	164,950	179,900	
August	165,000	172,500	
September	160,500	175,000	
October	165,000	185,000	
November	165,000	174,950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



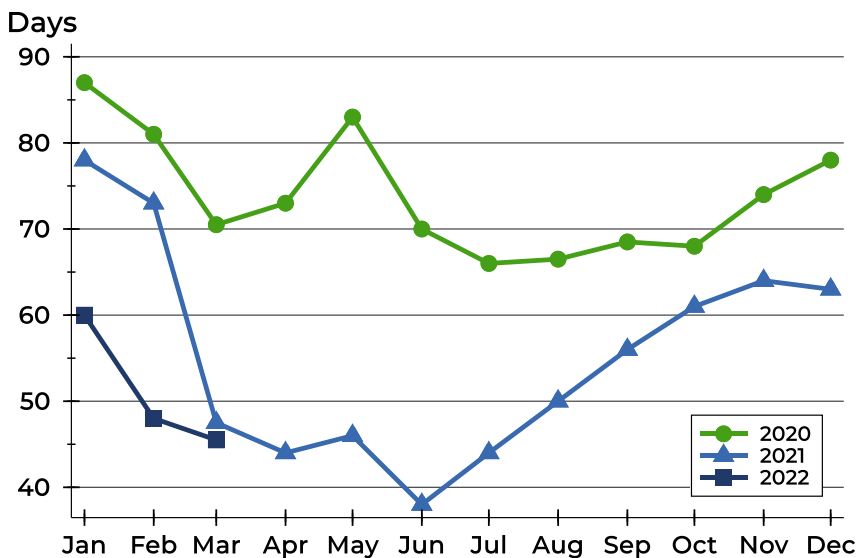
Flint Hills Association Eight-County Jurisdiction Active Listings Analysis

Average DOM



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

Median DOM

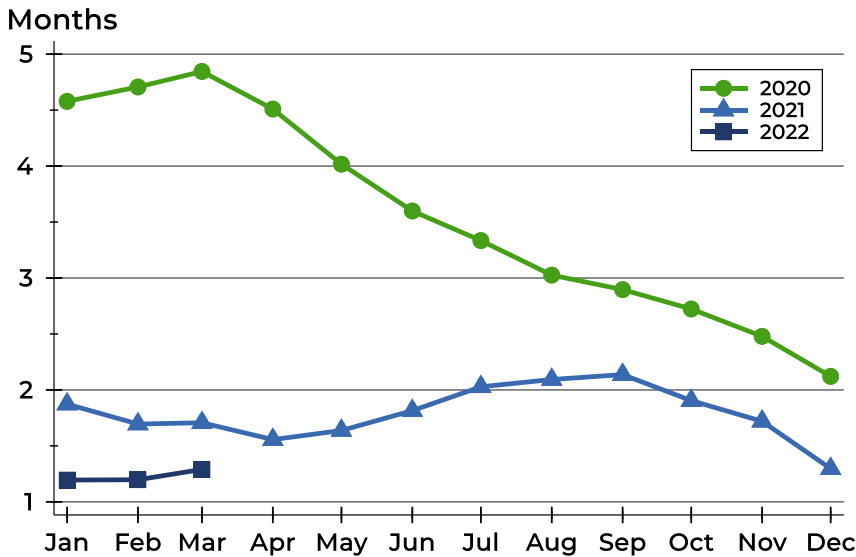


Month	2020	2021	2022
January	87	78	60
February	81	73	48
March	71	48	46
April	73	44	
May	83	46	
June	70	38	
July	66	44	
August	67	50	
September	69	56	
October	68	61	
November	74	64	
December	78	63	



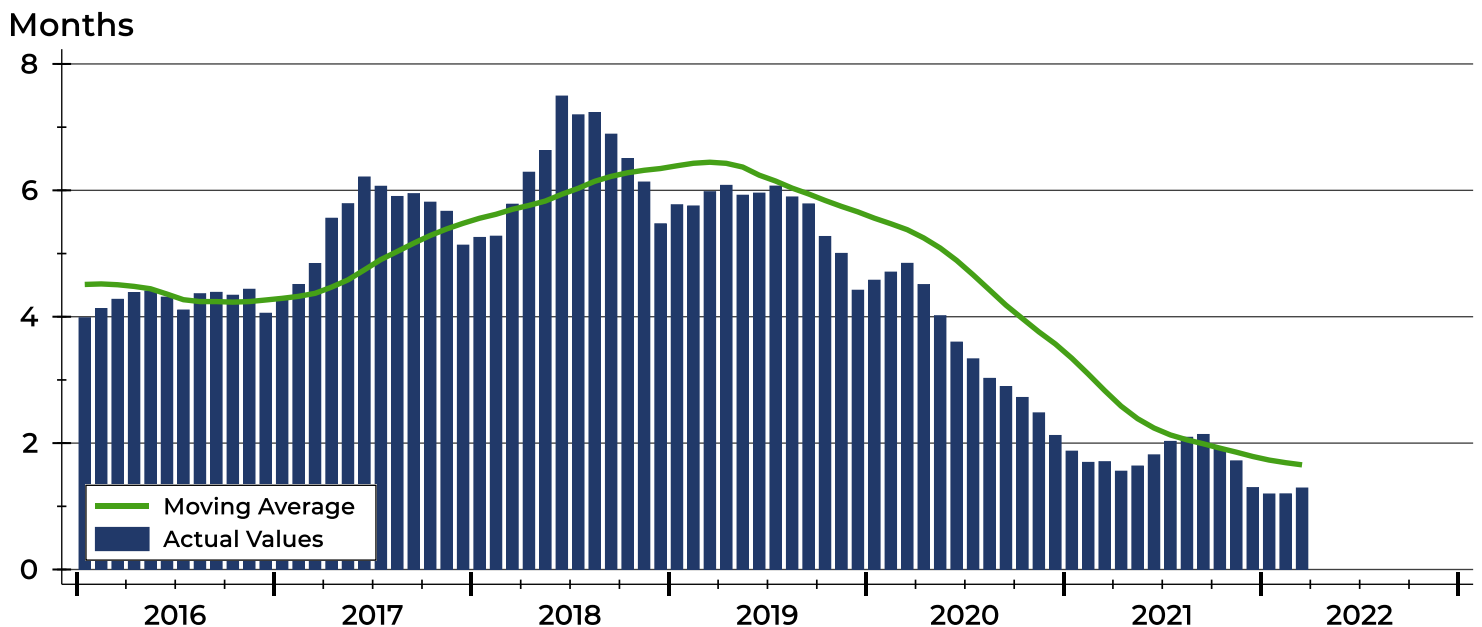
Flint Hills Association Eight-County Jurisdiction Months' Supply Analysis

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	
May	4.0	1.6	
June	3.6	1.8	
July	3.3	2.0	
August	3.0	2.1	
September	2.9	2.1	
October	2.7	1.9	
November	2.5	1.7	
December	2.1	1.3	

History of Month's Supply





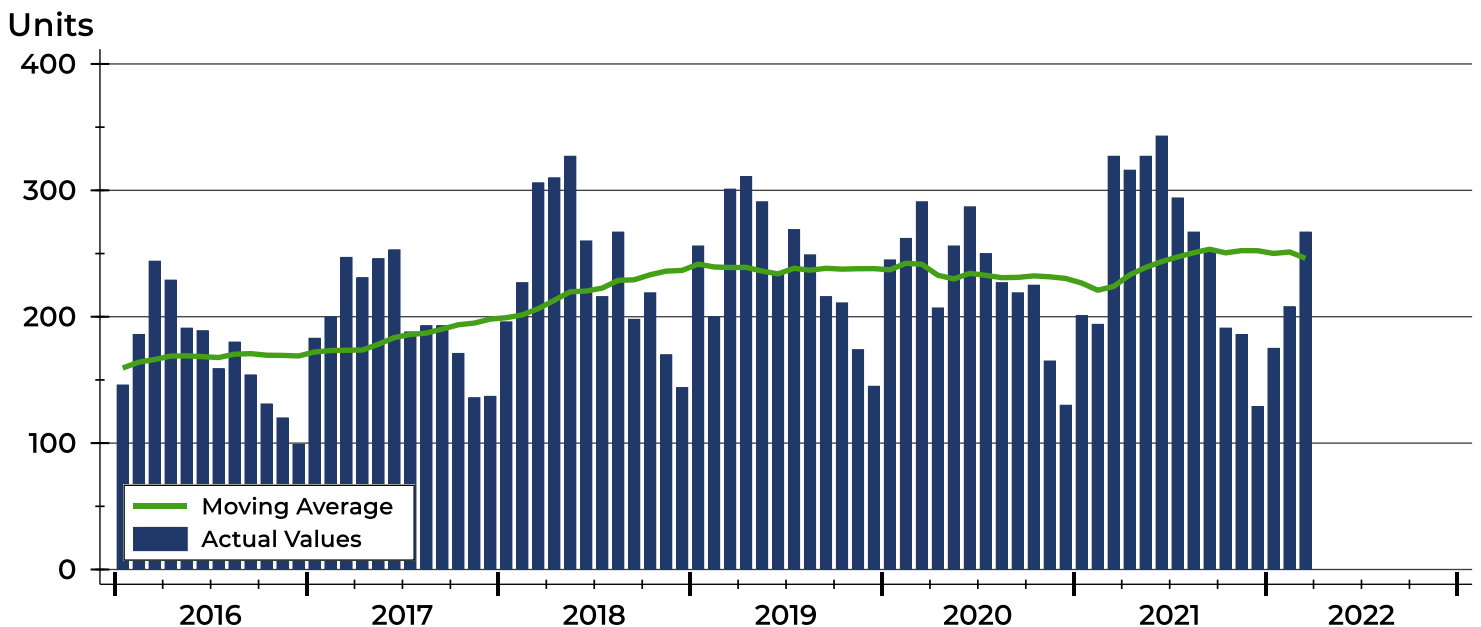
Flint Hills Association Eight-County Jurisdiction New Listings Analysis

Summary Statistics for New Listings		2022	March 2021	Change
Current Month	New Listings	267	327	-18.3%
	Volume (1,000s)	65,815	75,098	-12.4%
	Average List Price	246,500	229,658	7.3%
	Median List Price	230,000	209,500	9.8%
Year-to-Date	New Listings	650	722	-10.0%
	Volume (1,000s)	156,382	159,807	-2.1%
	Average List Price	240,588	221,339	8.7%
	Median List Price	215,000	195,750	9.8%

A total of 267 new listings were added in the FHAR eight-county jurisdiction during March, down 18.3% from the same month in 2021. Year-to-date the FHAR eight-county jurisdiction has seen 650 new listings.

The median list price of these homes was \$230,000 up from \$209,500 in 2021.

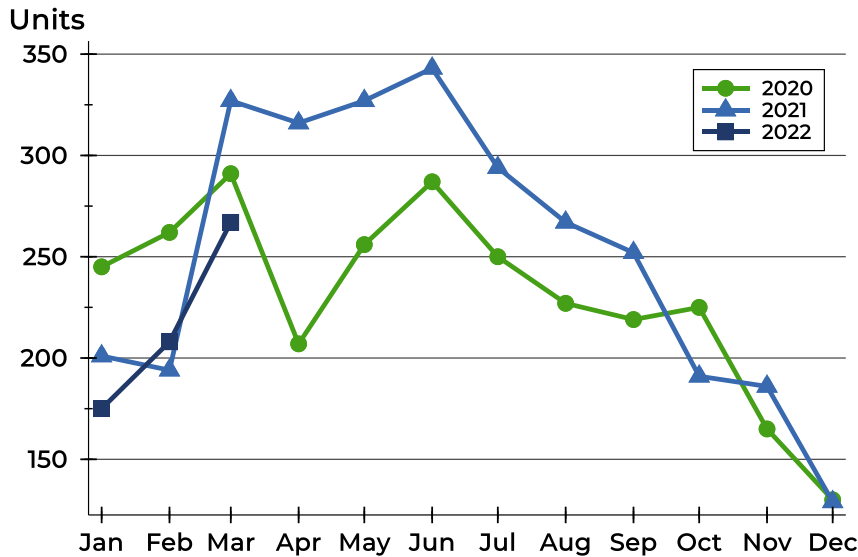
History of New Listings





Flint Hills Association Eight-County Jurisdiction New Listings Analysis

New Listings by Month



Month	2020	2021	2022
January	245	201	175
February	262	194	208
March	291	327	267
April	207	316	
May	256	327	
June	287	343	
July	250	294	
August	227	267	
September	219	252	
October	225	191	
November	165	186	
December	130	129	

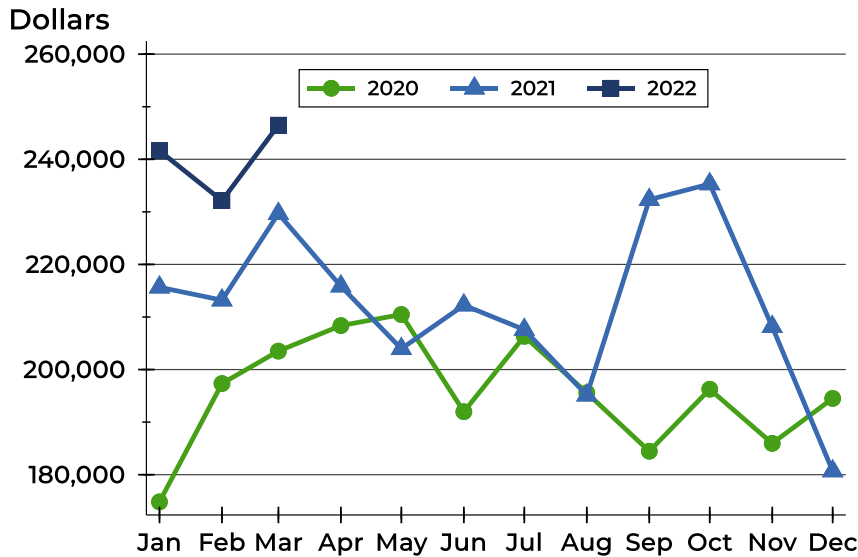
New Listings by Price Range

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%	15,000	15,000	28	28	100.0%	100.0%
\$25,000-\$49,999	5	1.9%	37,800	40,000	16	16	100.0%	100.0%
\$50,000-\$99,999	16	6.0%	74,906	79,700	15	16	97.2%	100.0%
\$100,000-\$124,999	16	6.0%	114,844	115,900	14	11	99.6%	100.0%
\$125,000-\$149,999	21	7.9%	138,414	140,000	16	11	99.6%	100.0%
\$150,000-\$174,999	30	11.2%	160,220	159,950	8	5	99.9%	100.0%
\$175,000-\$199,999	28	10.5%	187,682	189,000	7	4	100.0%	100.0%
\$200,000-\$249,999	47	17.6%	233,654	238,000	8	4	101.6%	100.0%
\$250,000-\$299,999	43	16.1%	275,721	277,000	7	5	99.7%	100.0%
\$300,000-\$399,999	36	13.5%	344,443	343,750	18	11	99.7%	100.0%
\$400,000-\$499,999	14	5.2%	447,993	439,500	16	16	99.4%	100.0%
\$500,000-\$749,999	7	2.6%	606,914	575,000	11	2	99.7%	100.0%
\$750,000-\$999,999	1	0.4%	799,000	799,000	6	6	100.0%	100.0%
\$1,000,000 and up	2	0.7%	1,525,000	1,525,000	16	16	100.0%	100.0%



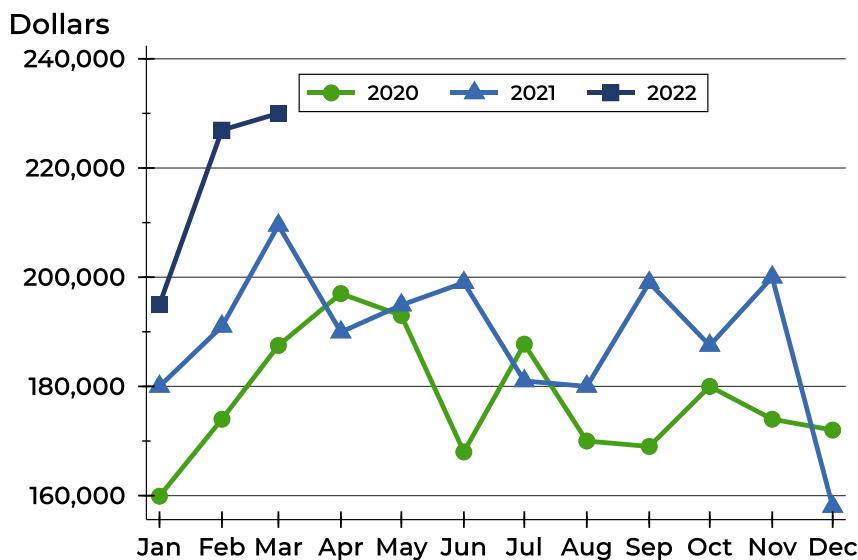
Flint Hills Association Eight-County Jurisdiction New Listings Analysis

Average Price



Month	2020	2021	2022
January	174,831	215,661	241,623
February	197,342	213,202	232,129
March	203,512	229,658	246,500
April	208,370	215,864	
May	210,466	203,956	
June	191,983	212,252	
July	206,327	207,590	
August	195,573	195,116	
September	184,467	232,317	
October	196,266	235,298	
November	185,957	208,148	
December	194,515	180,699	

Median Price



Month	2020	2021	2022
January	159,900	180,000	195,000
February	174,000	191,000	226,950
March	187,500	209,500	230,000
April	197,000	189,950	
May	193,000	194,900	
June	168,000	199,000	
July	187,750	181,000	
August	170,000	180,000	
September	169,000	199,000	
October	180,000	187,500	
November	174,000	200,000	
December	172,000	158,000	



**March
2022**

Flint Hills MLS Statistics



**FLINT HILLS
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Flint Hills Association Eight-County Jurisdiction Contracts Written Analysis

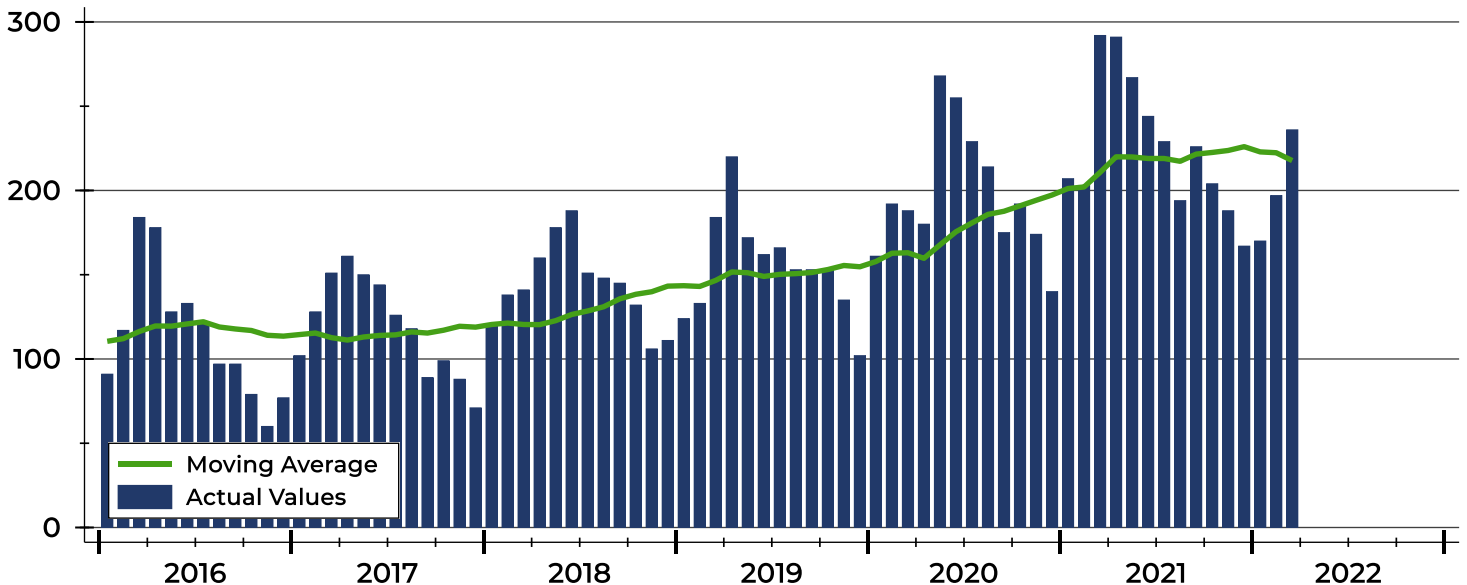
Summary Statistics for Contracts Written		2022	March 2021	Change	2022	Year-to-Date 2021	Change
Contracts Written		236	292	-19.2%	603	702	-14.1%
Volume (1,000s)		52,795	64,523	-18.2%	129,725	150,839	-14.0%
Average	Sale Price	223,710	220,971	1.2%	215,132	214,870	0.1%
	Days on Market	23	39	-41.0%	34	48	-29.2%
	Percent of Original	98.8%	98.0%	0.8%	98.2%	97.8%	0.4%
Median	Sale Price	215,000	204,950	4.9%	195,000	190,000	2.6%
	Days on Market	5	7	-28.6%	9	12	-25.0%
	Percent of Original	100.0%	100.0%	0.0%	100.0%	99.7%	0.3%

A total of 236 contracts for sale were written in the FHAR eight-county jurisdiction during the month of March, down from 292 in 2021. The median list price of these homes was \$215,000, up from \$204,950 the prior year.

Half of the homes that went under contract in March were on the market less than 5 days, compared to 7 days in March 2021.

History of Contracts Written

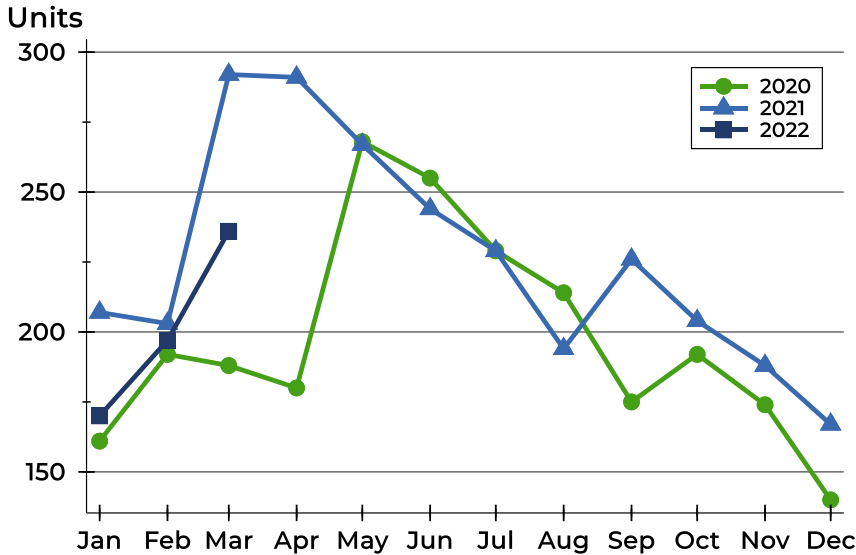
Units





Flint Hills Association Eight-County Jurisdiction Contracts Written Analysis

Contracts Written by Month



Month	2020	2021	2022
January	161	207	170
February	192	203	197
March	188	292	236
April	180	291	
May	268	267	
June	255	244	
July	229	229	
August	214	194	
September	175	226	
October	192	204	
November	174	188	
December	140	167	

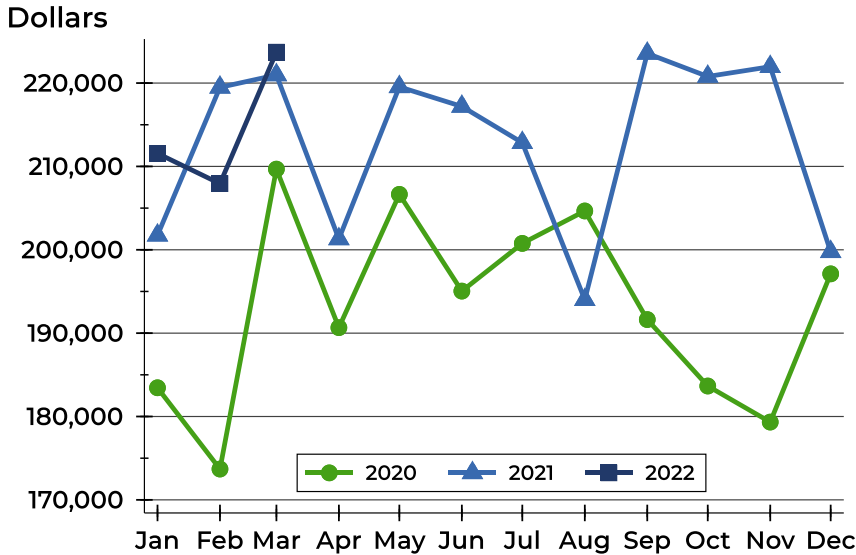
Contracts Written by Price Range

Price Range	Contracts Written		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$25,000-\$49,999	10	4.2%	42,640	41,750	37	29	92.6%	95.6%
\$50,000-\$99,999	17	7.2%	77,747	79,900	59	44	91.4%	94.5%
\$100,000-\$124,999	12	5.1%	112,283	110,000	55	11	97.0%	100.0%
\$125,000-\$149,999	21	8.9%	136,567	135,000	40	11	99.7%	100.0%
\$150,000-\$174,999	24	10.2%	158,504	159,000	13	4	99.7%	100.0%
\$175,000-\$199,999	26	11.0%	188,200	189,900	18	6	99.5%	100.0%
\$200,000-\$249,999	45	19.1%	232,453	238,000	20	4	99.3%	100.0%
\$250,000-\$299,999	36	15.3%	276,614	276,000	12	4	100.1%	100.0%
\$300,000-\$399,999	30	12.7%	340,345	337,450	12	6	101.1%	100.0%
\$400,000-\$499,999	10	4.2%	439,790	427,000	17	12	100.0%	100.0%
\$500,000-\$749,999	4	1.7%	577,250	567,000	1	2	99.6%	100.0%
\$750,000-\$999,999	1	0.4%	799,000	799,000	6	6	100.0%	100.0%
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



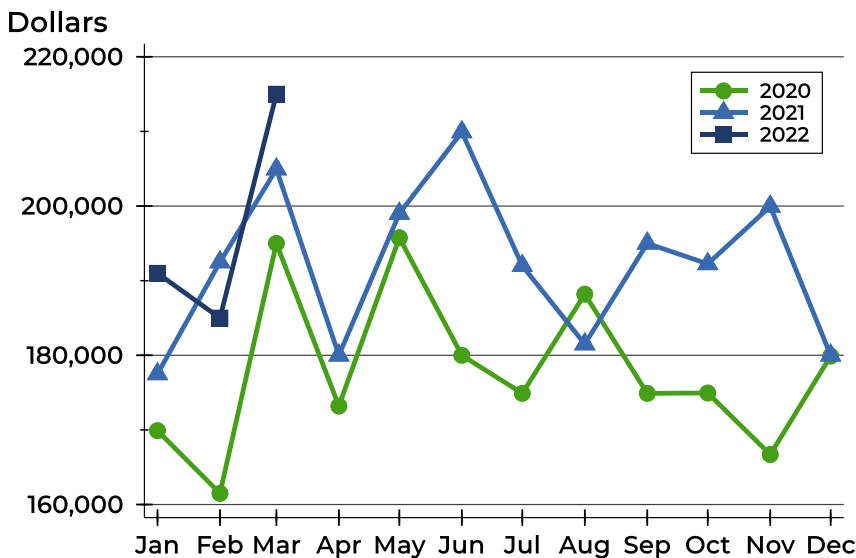
Flint Hills Association Eight-County Jurisdiction Contracts Written Analysis

Average Price



Month	2020	2021	2022
January	183,447	201,740	211,568
February	173,700	219,484	207,933
March	209,678	220,971	223,710
April	190,664	201,302	
May	206,649	219,550	
June	195,044	217,196	
July	200,768	212,848	
August	204,658	194,008	
September	191,630	223,552	
October	183,658	220,792	
November	179,335	221,961	
December	197,115	199,762	

Median Price

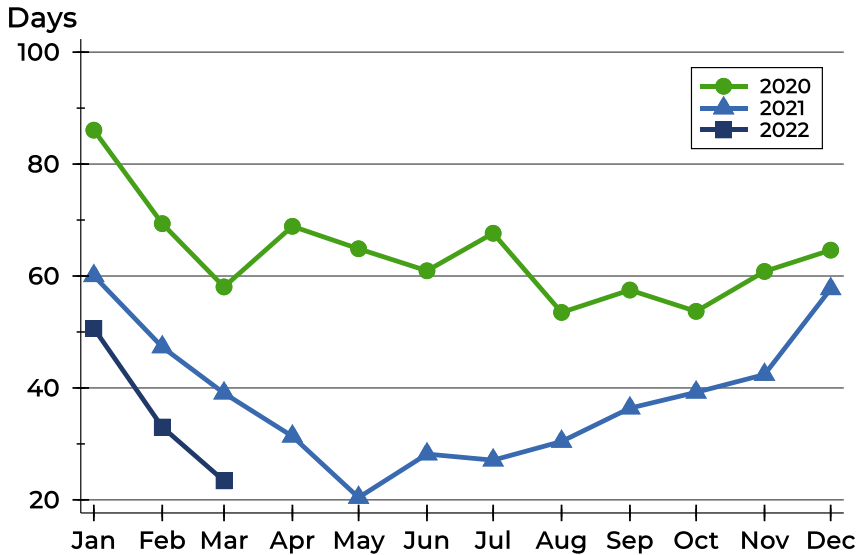


Month	2020	2021	2022
January	169,900	177,500	191,000
February	161,500	192,500	185,000
March	195,000	204,950	215,000
April	173,200	180,000	
May	195,750	199,000	
June	180,000	209,925	
July	174,900	192,000	
August	188,200	181,500	
September	174,900	195,000	
October	174,950	192,250	
November	166,700	199,950	
December	179,900	180,000	



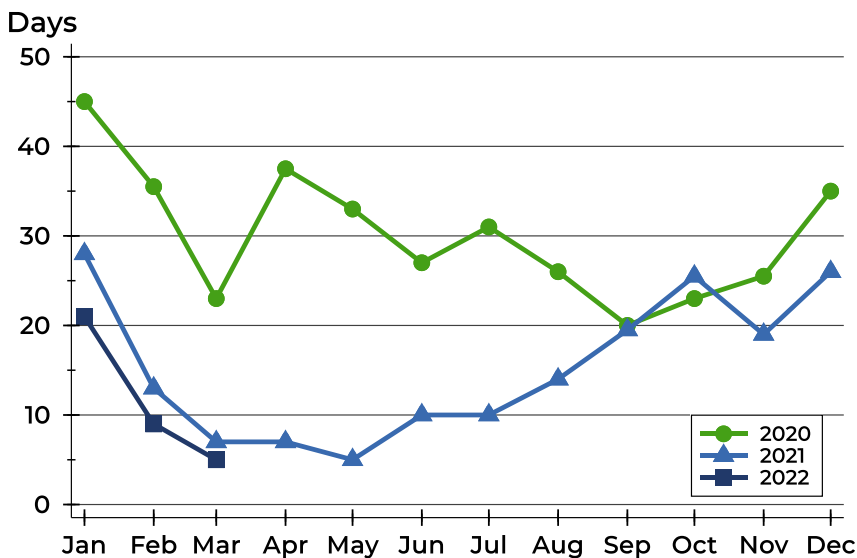
Flint Hills Association Eight-County Jurisdiction Contracts Written Analysis

Average DOM



Month	2020	2021	2022
January	86	60	51
February	69	47	33
March	58	39	23
April	69	31	
May	65	20	
June	61	28	
July	68	27	
August	53	30	
September	57	36	
October	54	39	
November	61	42	
December	65	58	

Median DOM



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



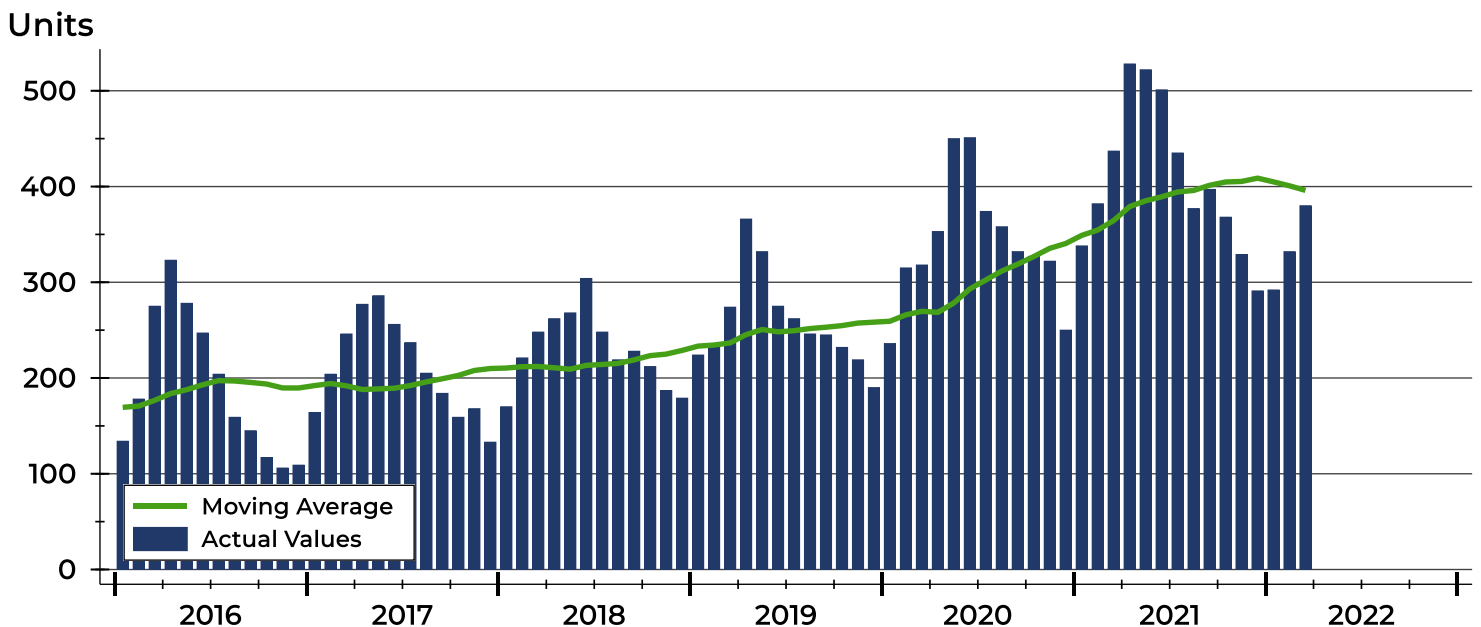
Flint Hills Association Eight-County Jurisdiction Pending Contracts Analysis

Summary Statistics for Pending Contracts		2022	End of March 2021	Change
Pending Contracts		380	437	-13.0%
Volume (1,000s)		90,020	92,781	-3.0%
Average	List Price	236,894	212,313	11.6%
	Days on Market	33	42	-21.4%
	Percent of Original	99.0%	98.9%	0.1%
Median	List Price	224,950	195,000	15.4%
	Days on Market	6	9	-33.3%
	Percent of Original	100.0%	100.0%	0.0%

A total of 380 listings in the FHAR eight-county jurisdiction had contracts pending at the end of March, down from 437 contracts pending at the end of March 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





**March
2022**

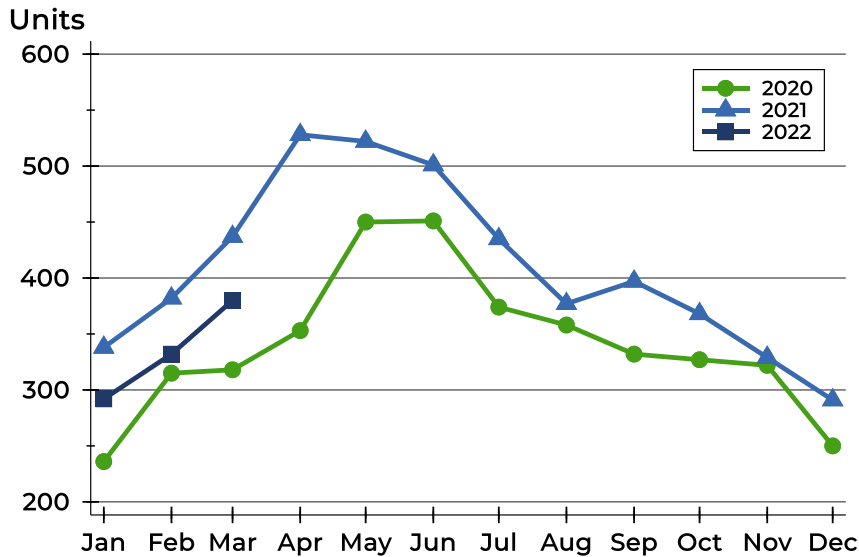
Flint Hills MLS Statistics



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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	
May	450	522	
June	451	501	
July	374	435	
August	358	377	
September	332	397	
October	327	368	
November	322	329	
December	250	291	

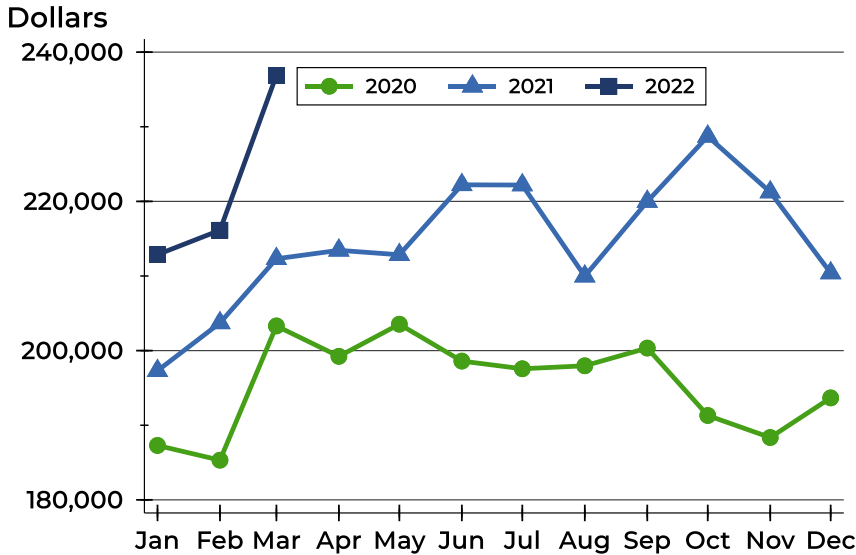
Pending Contracts by Price Range

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	0.3%	15,000	15,000	28	28	100.0%	100.0%
\$25,000-\$49,999	11	2.9%	40,127	40,000	44	39	89.8%	91.1%
\$50,000-\$99,999	23	6.1%	79,757	82,500	80	50	92.7%	94.6%
\$100,000-\$124,999	18	4.7%	113,900	112,500	47	17	99.3%	100.0%
\$125,000-\$149,999	36	9.5%	138,528	139,450	42	14	99.4%	100.0%
\$150,000-\$174,999	40	10.5%	159,513	159,900	26	5	99.5%	100.0%
\$175,000-\$199,999	36	9.5%	187,947	189,000	30	7	98.6%	100.0%
\$200,000-\$249,999	77	20.3%	230,412	234,000	22	4	99.5%	100.0%
\$250,000-\$299,999	55	14.5%	274,465	275,000	16	4	100.5%	100.0%
\$300,000-\$399,999	50	13.2%	343,120	337,450	48	9	100.6%	100.0%
\$400,000-\$499,999	19	5.0%	446,294	450,000	30	16	99.8%	100.0%
\$500,000-\$749,999	12	3.2%	566,509	554,450	9	4	99.9%	100.0%
\$750,000-\$999,999	1	0.3%	799,000	799,000	6	6	100.0%	100.0%
\$1,000,000 and up	1	0.3%	1,475,000	1,475,000	0	0	100.0%	100.0%



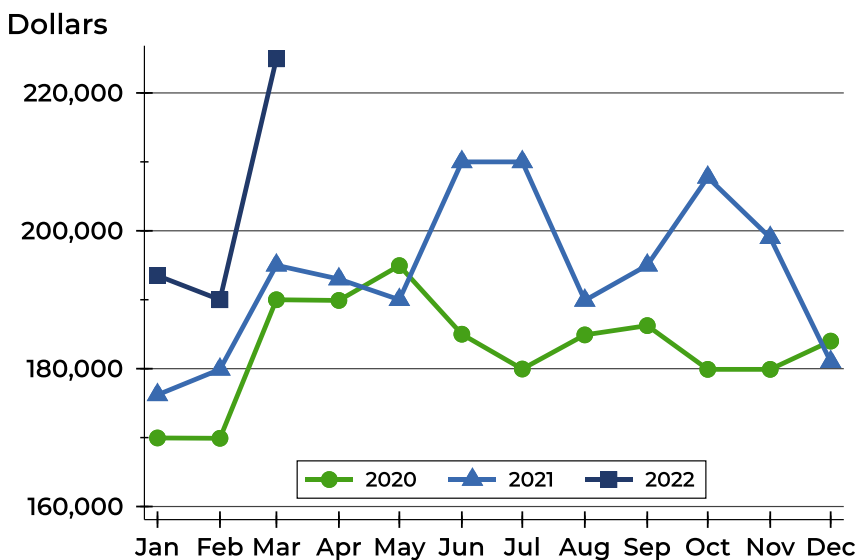
Flint Hills Association Eight-County Jurisdiction Pending Contracts Analysis

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	
May	203,543	212,848	
June	198,599	222,220	
July	197,571	222,192	
August	197,970	209,977	
September	200,342	219,980	
October	191,312	228,713	
November	188,356	221,250	
December	193,670	210,403	

Median Price

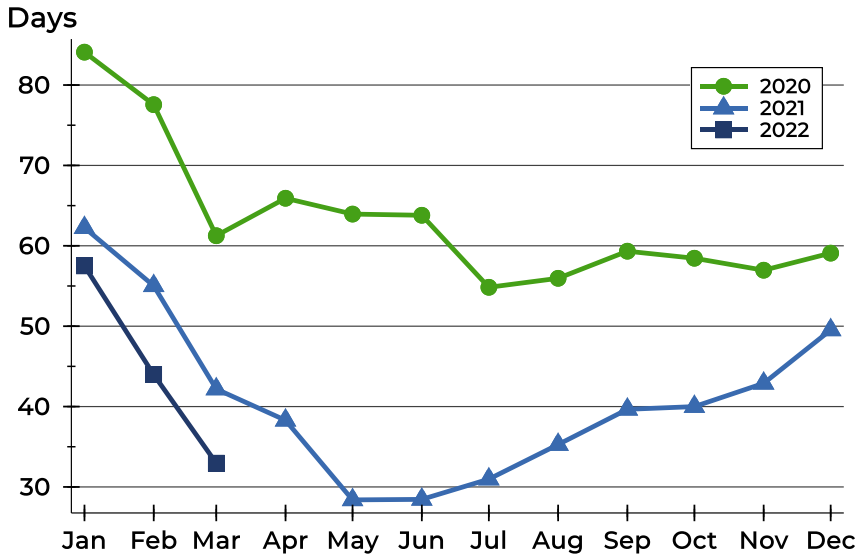


Month	2020	2021	2022
January	169,950	176,200	193,500
February	169,900	179,900	190,000
March	190,000	195,000	224,950
April	189,900	193,000	
May	194,950	190,000	
June	185,000	210,000	
July	179,950	210,000	
August	184,900	189,900	
September	186,250	195,000	
October	179,900	207,750	
November	179,900	199,000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



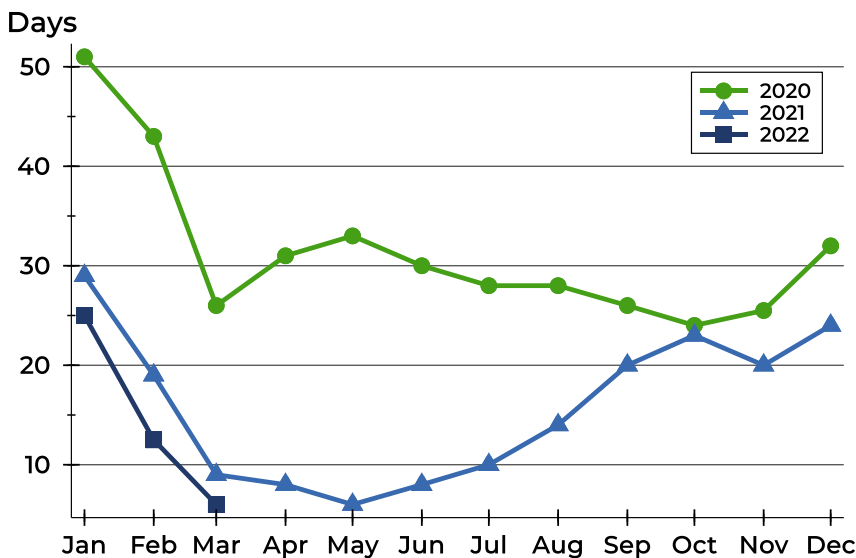
Flint Hills Association Eight-County Jurisdiction Pending Contracts Analysis

Average DOM



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

Median DOM



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