



**July  
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 July

Total home sales in the FHAR eight-county jurisdiction fell last month to 224 units, compared to 286 units in July 2021. Total sales volume was \$52.0 million, down from a year earlier.

The median sale price in July was \$206,250, up from \$198,775 a year earlier. Homes that sold in July were typically on the market for 7 days and sold for 100.0% of their list prices.

#### FHAR Jurisdiction Active Listings Down at End of July

The total number of active listings in the FHAR eight-county jurisdiction at the end of July was 380 units, down from 434 at the same point in 2021. This represents a 1.8 months' supply of homes available for sale. The median list price of homes on the market at the end of July was \$215,000.

During July, a total of 218 contracts were written down from 229 in July 2021. At the end of the month, there were 355 contracts still pending.

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## Flint Hills Association Eight-County Jurisdiction Summary Statistics

July MLS Statistics Three-year History		Current Month			Year-to-Date		
		2022	2021	2020	2022	2021	2020
<b>Home Sales</b>		<b>224</b>	<b>286</b>	<b>303</b>	<b>1,420</b>	<b>1,574</b>	<b>1,313</b>
Change from prior year		-21.7%	-5.6%	71.2%	-9.8%	19.9%	21.7%
<b>Active Listings</b>		<b>380</b>	<b>434</b>	<b>578</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
Change from prior year		-12.4%	-24.9%	-35.6%			
<b>Months' Supply</b>		<b>1.8</b>	<b>2.0</b>	<b>3.3</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
Change from prior year		-10.0%	-39.4%	-45.9%			
<b>New Listings</b>		<b>231</b>	<b>294</b>	<b>250</b>	<b>1,769</b>	<b>2,002</b>	<b>1,798</b>
Change from prior year		-21.4%	17.6%	-7.1%	-11.6%	11.3%	-3.4%
<b>Contracts Written</b>		<b>218</b>	<b>229</b>	<b>229</b>	<b>1,523</b>	<b>1,731</b>	<b>1,473</b>
Change from prior year		-4.8%	0.0%	38.0%	-12.0%	17.5%	26.9%
<b>Pending Contracts</b>		<b>355</b>	<b>435</b>	<b>374</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
Change from prior year		-18.4%	16.3%	42.7%			
<b>Sales Volume (1,000s)</b>		<b>51,953</b>	<b>61,303</b>	<b>59,120</b>	<b>316,762</b>	<b>322,086</b>	<b>247,932</b>
Change from prior year		-15.3%	3.7%	73.2%	-1.7%	29.9%	22.7%
Average	<b>Sale Price</b>	<b>231,932</b>	<b>214,345</b>	<b>195,117</b>	<b>223,072</b>	<b>204,629</b>	<b>188,829</b>
	Change from prior year	8.2%	9.9%	1.2%	9.0%	8.4%	0.8%
	<b>List Price of Actives</b>	<b>260,263</b>	<b>221,336</b>	<b>210,516</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
	Change from prior year	17.6%	5.1%	9.5%			
	<b>Days on Market</b>	<b>23</b>	<b>21</b>	<b>70</b>	<b>30</b>	<b>39</b>	<b>73</b>
Change from prior year	9.5%	-70.0%	-15.7%	-23.1%	-46.6%	-5.2%	
	<b>Percent of List</b>	<b>99.1%</b>	<b>99.4%</b>	<b>97.4%</b>	<b>99.3%</b>	<b>98.9%</b>	<b>97.0%</b>
Change from prior year	-0.3%	2.1%	0.6%	0.4%	2.0%	-0.2%	
	<b>Percent of Original</b>	<b>98.2%</b>	<b>98.9%</b>	<b>95.4%</b>	<b>98.1%</b>	<b>97.8%</b>	<b>94.7%</b>
Change from prior year	-0.7%	3.7%	1.3%	0.3%	3.3%	0.1%	
Median	<b>Sale Price</b>	<b>206,250</b>	<b>198,775</b>	<b>180,000</b>	<b>202,500</b>	<b>187,750</b>	<b>175,000</b>
	Change from prior year	3.8%	10.4%	0.0%	7.9%	7.3%	1.7%
	<b>List Price of Actives</b>	<b>215,000</b>	<b>179,900</b>	<b>164,950</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
	Change from prior year	19.5%	9.1%	4.4%			
	<b>Days on Market</b>	<b>7</b>	<b>6</b>	<b>28</b>	<b>9</b>	<b>10</b>	<b>35</b>
Change from prior year	16.7%	-78.6%	-39.1%	-10.0%	-71.4%	-18.6%	
	<b>Percent of List</b>	<b>100.0%</b>	<b>100.0%</b>	<b>98.9%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>98.4%</b>
Change from prior year	0.0%	1.1%	0.5%	0.0%	1.6%	0.2%	
	<b>Percent of Original</b>	<b>100.0%</b>	<b>100.0%</b>	<b>97.9%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>97.3%</b>
Change from prior year	0.0%	2.1%	1.3%	0.0%	2.8%	0.4%	

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



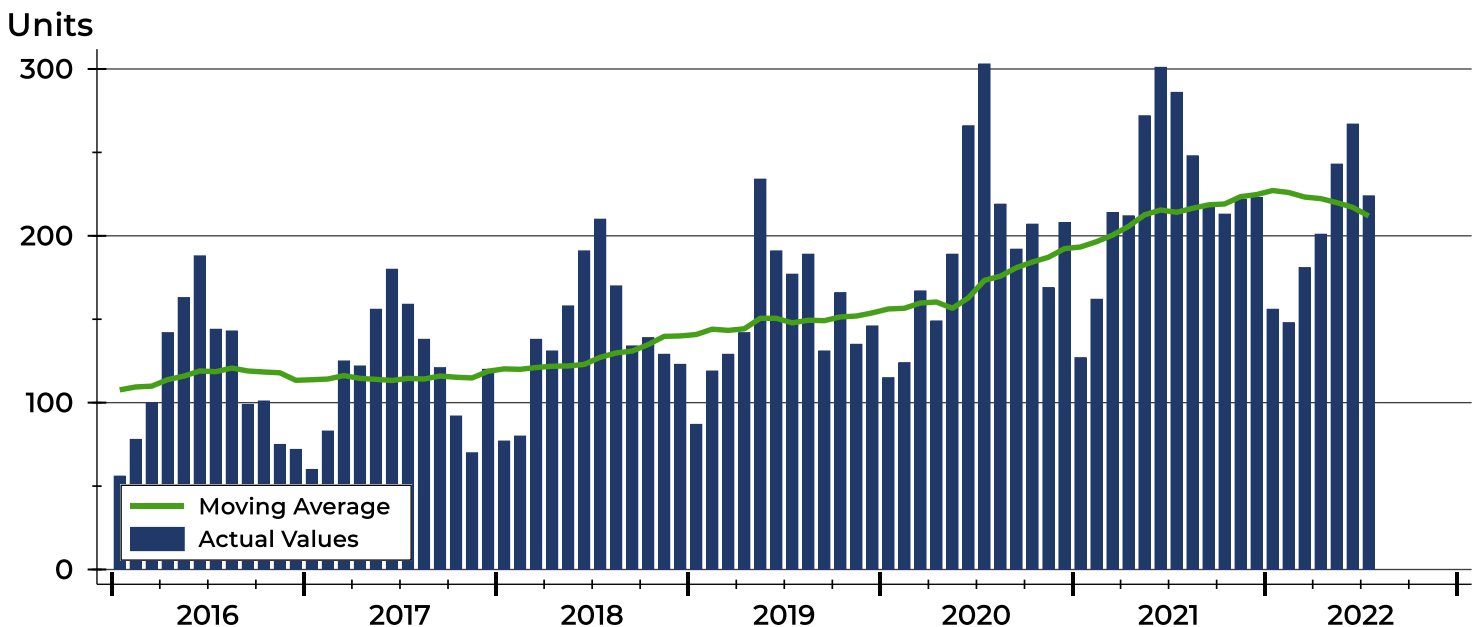
# Flint Hills Association Eight-County Jurisdiction Closed Listings Analysis

Summary Statistics for Closed Listings		2022	July 2021	Change	2022	Year-to-Date 2021	Change
Closed Listings		224	286	-21.7%	1,420	1,574	-9.8%
Volume (1,000s)		51,953	61,303	-15.3%	316,762	322,086	-1.7%
Months' Supply		1.8	2.0	-10.0%	N/A	N/A	N/A
Average	Sale Price	231,932	214,345	8.2%	223,072	204,629	9.0%
	Days on Market	23	21	9.5%	30	39	-23.1%
	Percent of List	99.1%	99.4%	-0.3%	99.3%	98.9%	0.4%
	Percent of Original	98.2%	98.9%	-0.7%	98.1%	97.8%	0.3%
Median	Sale Price	206,250	198,775	3.8%	202,500	187,750	7.9%
	Days on Market	7	6	16.7%	9	10	-10.0%
	Percent of List	100.0%	100.0%	0.0%	100.0%	100.0%	0.0%
	Percent of Original	100.0%	100.0%	0.0%	100.0%	100.0%	0.0%

A total of 224 homes sold in the FHAR eight-county jurisdiction in July, down from 286 units in July 2021. Total sales volume fell to \$52.0 million compared to \$61.3 million in the previous year.

The median sales price in July was \$206,250, up 3.8% compared to the prior year. Median days on market was 7 days, up from 5 days in June, and up from 6 in July 2021.

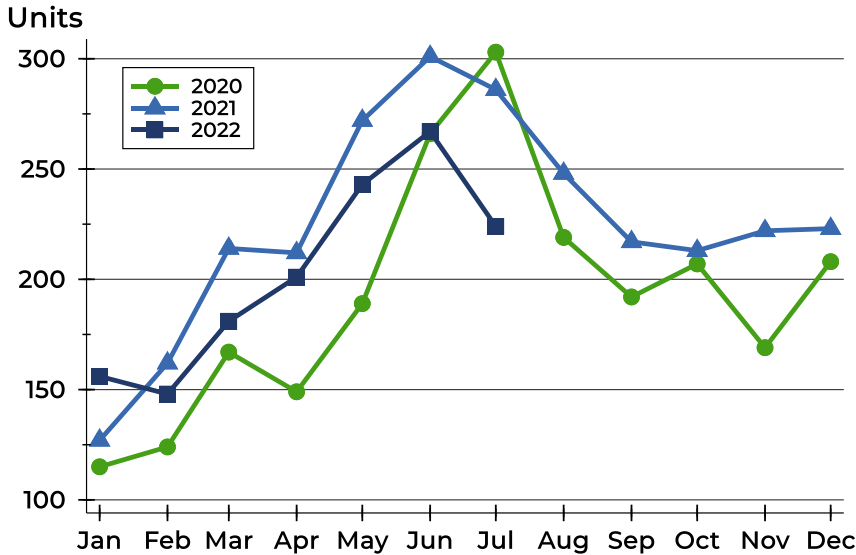
## History of Closed Listings





# 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	181
April	149	212	201
May	189	272	243
June	266	301	267
July	303	286	224
August	219	248	
September	192	217	
October	207	213	
November	169	222	
December	208	223	

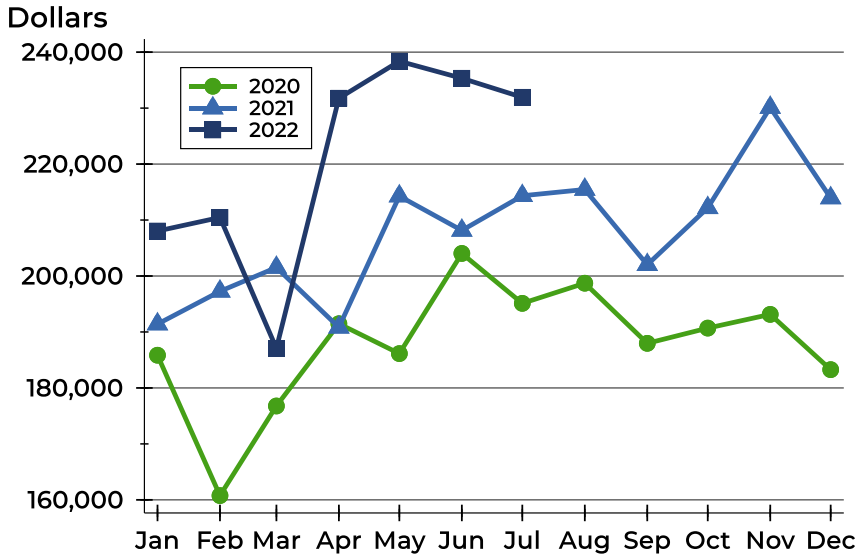
## Closed Listings by Price Range

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	1	0.4%	0.5	10,000	10,000	8	8	83.3%	83.3%	83.3%	83.3%
\$25,000-\$49,999	5	2.2%	1.5	39,500	41,500	37	37	90.6%	87.3%	87.8%	85.7%
\$50,000-\$99,999	10	4.5%	2.0	82,500	88,500	50	29	93.4%	94.0%	93.5%	94.9%
\$100,000-\$124,999	15	6.7%	1.9	110,447	109,900	28	26	97.5%	100.0%	95.2%	99.2%
\$125,000-\$149,999	24	10.7%	1.9	137,356	138,150	14	7	99.5%	100.0%	98.5%	100.0%
\$150,000-\$174,999	22	9.8%	1.7	161,110	163,500	18	9	99.1%	100.0%	97.4%	100.0%
\$175,000-\$199,999	29	12.9%	1.1	186,600	189,500	13	6	101.2%	100.0%	100.5%	100.0%
\$200,000-\$249,999	33	14.7%	1.7	223,587	225,000	17	4	99.8%	100.0%	98.7%	100.0%
\$250,000-\$299,999	33	14.7%	1.5	271,702	270,000	27	9	99.2%	100.0%	98.1%	100.0%
\$300,000-\$399,999	33	14.7%	1.8	337,393	330,000	24	5	100.7%	100.0%	100.4%	100.0%
\$400,000-\$499,999	13	5.8%	2.8	446,784	447,000	33	16	99.9%	100.0%	99.8%	100.0%
\$500,000-\$749,999	5	2.2%	4.4	570,300	584,000	35	26	96.5%	98.2%	95.9%	98.2%
\$750,000-\$999,999	1	0.4%	6.0	873,000	873,000	1	1	99.8%	99.8%	99.8%	99.8%
\$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



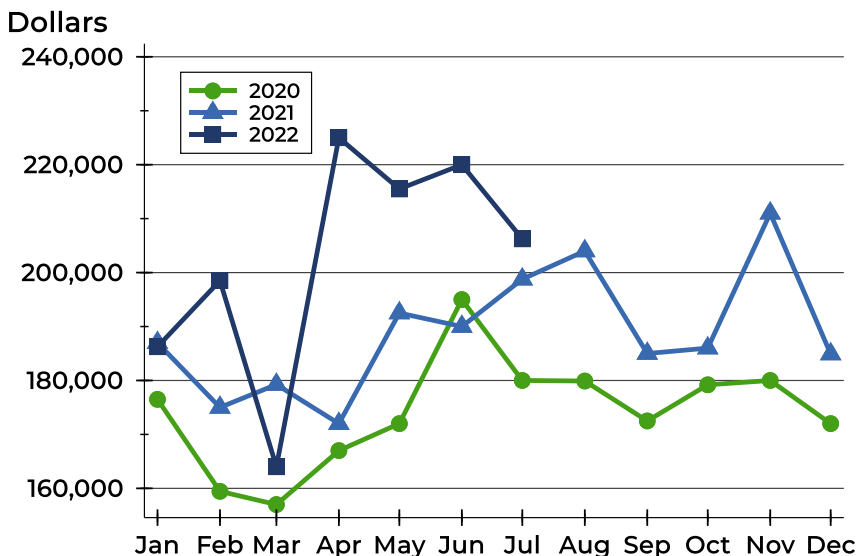
# Flint Hills Association Eight-County Jurisdiction Closed Listings Analysis

## 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	187,077
April	191,474	190,833	231,767
May	186,136	214,279	238,382
June	204,033	208,145	235,331
July	195,117	214,345	231,932
August	198,716	215,464	
September	187,971	202,011	
October	190,691	212,187	
November	193,146	230,099	
December	183,270	213,939	

## Median Price

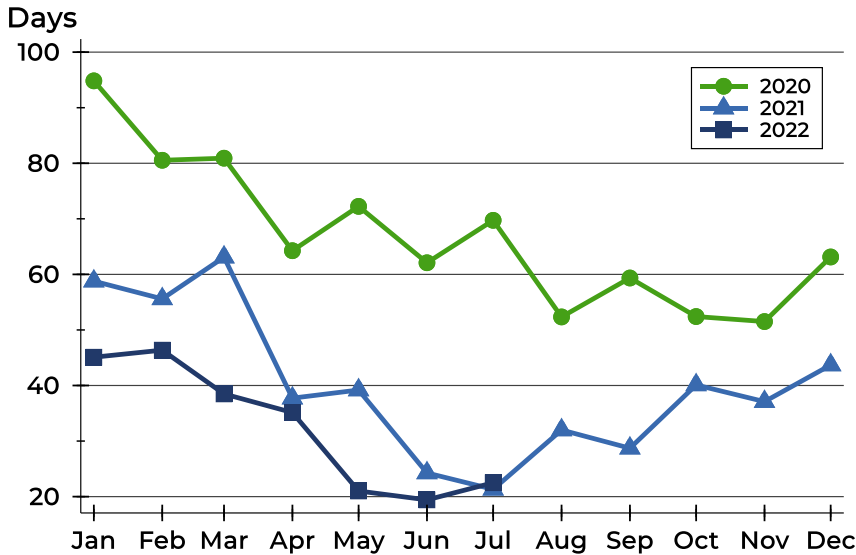


Month	2020	2021	2022
January	176,500	187,000	186,250
February	159,450	175,000	198,500
March	157,000	179,250	164,000
April	167,000	172,000	225,000
May	172,000	192,500	215,500
June	195,000	190,000	220,000
July	180,000	198,775	206,250
August	179,900	204,000	
September	172,500	185,000	
October	179,200	186,000	
November	180,000	211,000	
December	172,000	184,900	



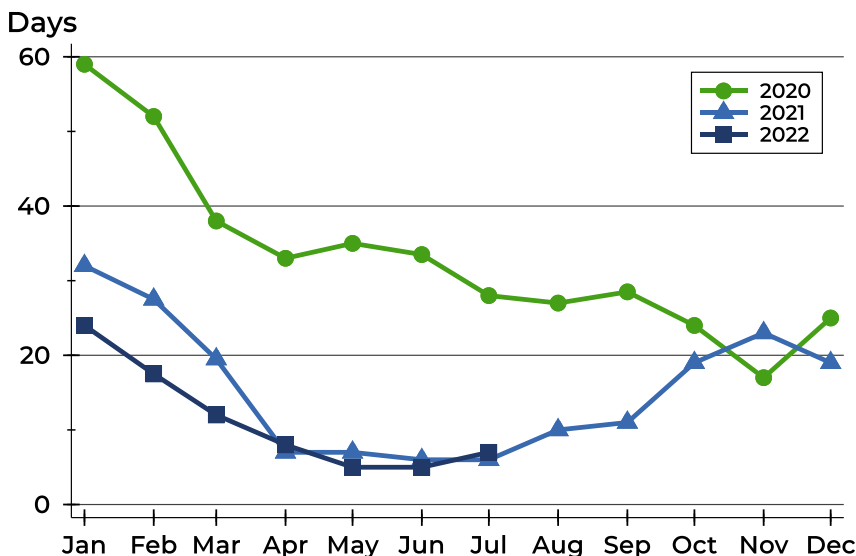
## Flint Hills Association Eight-County Jurisdiction Closed Listings Analysis

### 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	23
August	52	32	
September	59	29	
October	52	40	
November	52	37	
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	
September	29	11	
October	24	19	
November	17	23	
December	25	19	



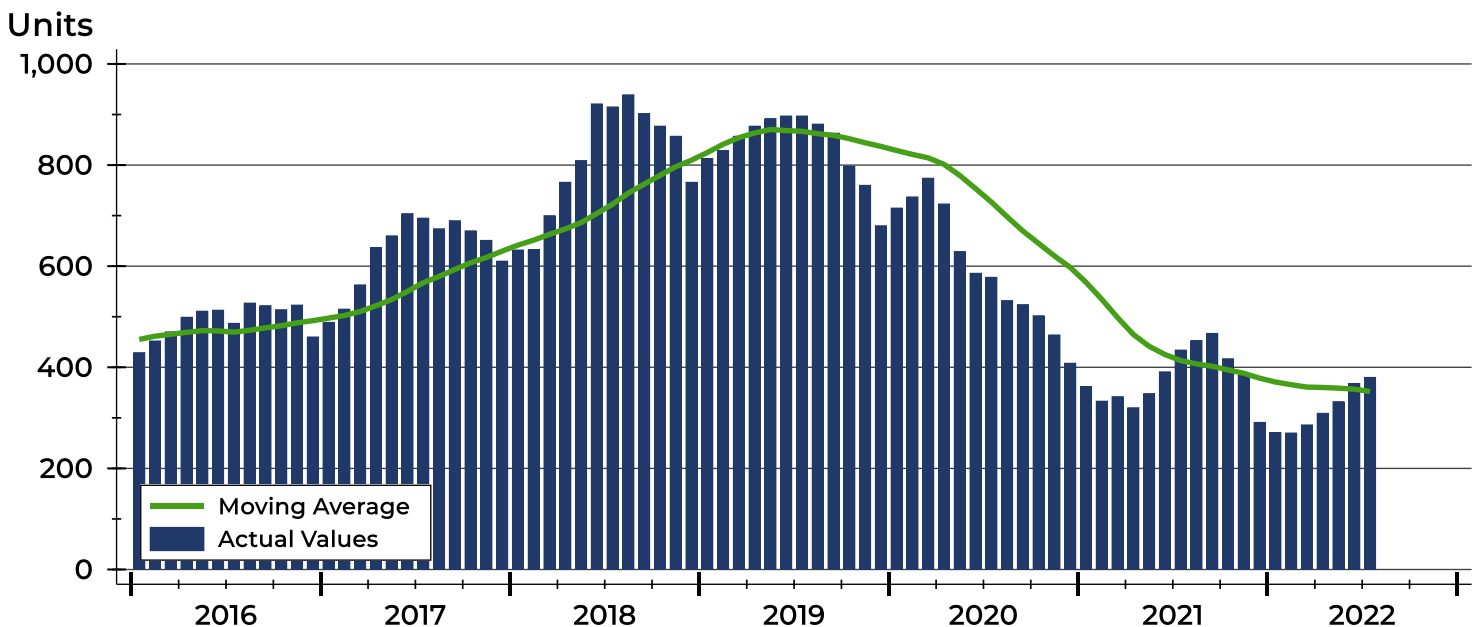
# Flint Hills Association Eight-County Jurisdiction Active Listings Analysis

Summary Statistics for Active Listings		2022	End of July 2021	Change
Active Listings		380	434	-12.4%
Volume (1,000s)		98,900	96,060	3.0%
Months' Supply		1.8	2.0	-10.0%
Average	List Price	260,263	221,336	17.6%
	Days on Market	67	71	-5.6%
	Percent of Original	97.7%	97.8%	-0.1%
Median	List Price	215,000	179,900	19.5%
	Days on Market	47	44	6.8%
	Percent of Original	100.0%	100.0%	0.0%

A total of 380 homes were available for sale in the FHAR eight-county jurisdiction at the end of July. This represents a 1.8 months' supply of active listings.

The median list price of homes on the market at the end of July was \$215,000, up 19.5% from 2021. The typical time on market for active listings was 47 days, up from 44 days a year earlier.

## History of Active Listings

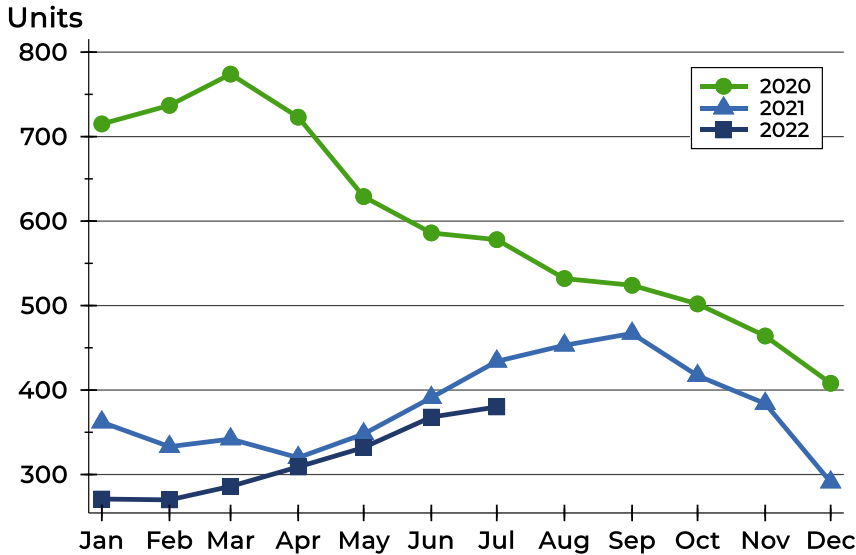






# Flint Hills Association Eight-County Jurisdiction Active Listings Analysis

## 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	
September	524	467	
October	502	417	
November	464	384	
December	408	291	

## Active Listings by Price Range

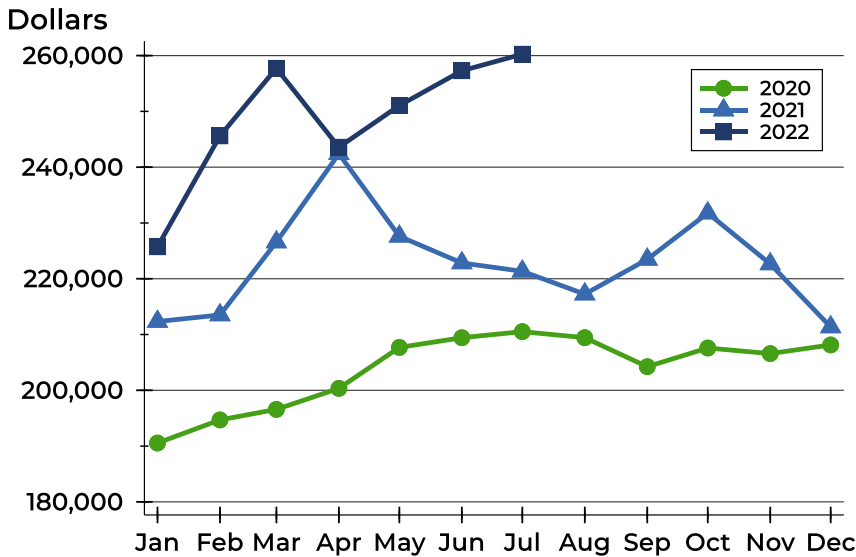
Price Range	Active Listings		Months' Supply	List Price		Days on Market		Price as % of Orig.	
	Number	Percent		Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	1	0.3%	0.5	19,000	19,000	105	105	100.0%	100.0%
\$25,000-\$49,999	8	2.1%	1.5	36,738	35,000	108	103	89.1%	89.1%
\$50,000-\$99,999	39	10.3%	2.0	80,940	84,000	87	51	96.8%	100.0%
\$100,000-\$124,999	27	7.1%	1.9	114,526	115,000	70	52	95.2%	100.0%
\$125,000-\$149,999	39	10.3%	1.9	136,815	137,000	64	47	98.3%	100.0%
\$150,000-\$174,999	35	9.2%	1.7	162,449	164,000	53	43	98.5%	100.0%
\$175,000-\$199,999	25	6.6%	1.1	188,012	189,000	58	38	97.6%	97.5%
\$200,000-\$249,999	58	15.3%	1.7	225,921	225,000	56	32	98.4%	100.0%
\$250,000-\$299,999	43	11.3%	1.5	273,727	270,000	45	39	97.8%	100.0%
\$300,000-\$399,999	53	13.9%	1.8	351,330	350,000	65	45	98.5%	100.0%
\$400,000-\$499,999	24	6.3%	2.8	447,863	452,450	94	60	98.7%	100.0%
\$500,000-\$749,999	19	5.0%	4.4	619,184	629,000	69	68	98.7%	100.0%
\$750,000-\$999,999	4	1.1%	6.0	914,750	922,000	130	153	93.1%	96.2%
\$1,000,000 and up	5	1.3%	N/A	1,390,000	1,200,000	102	39	98.9%	100.0%





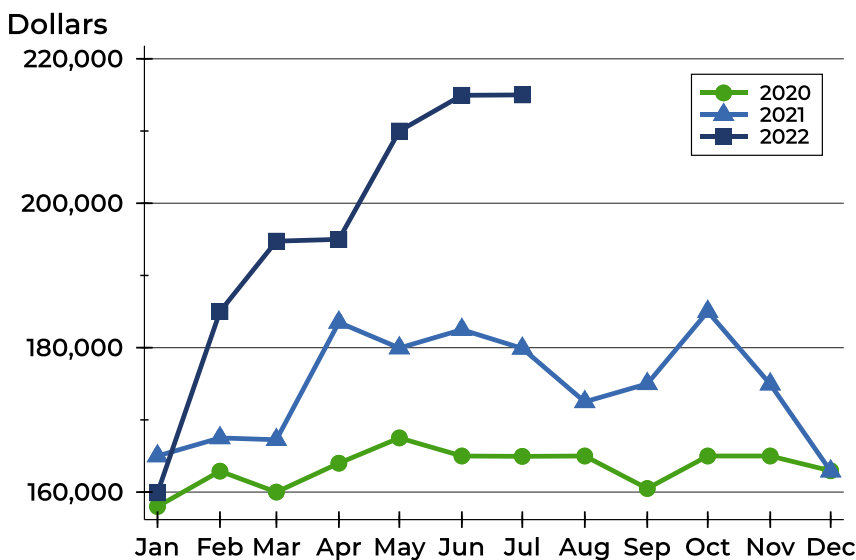
## Flint Hills Association Eight-County Jurisdiction Active Listings Analysis

### 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	
September	204,237	223,475	
October	207,583	231,771	
November	206,579	222,652	
December	208,140	211,354	

### Median Price

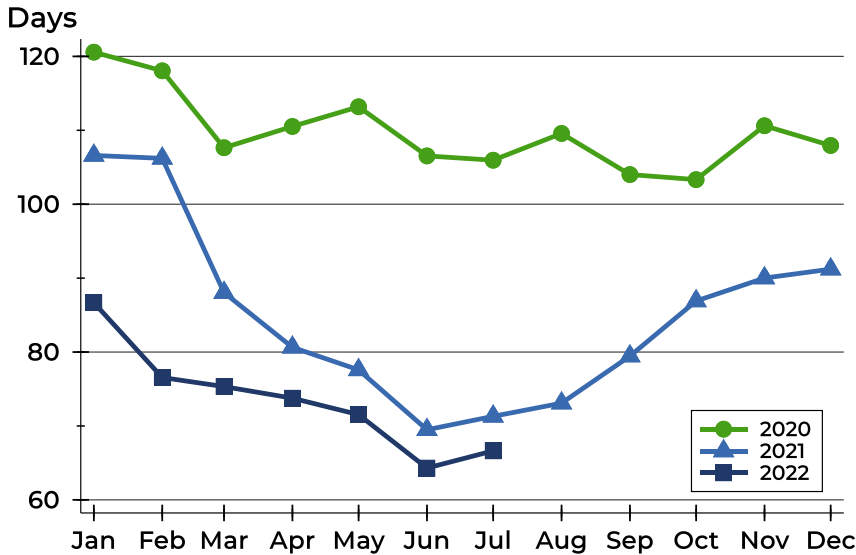


Month	2020	2021	2022
January	158,000	165,000	159,900
February	162,900	167,500	185,000
March	160,000	167,250	194,750
April	164,000	183,500	195,000
May	167,500	179,950	210,000
June	165,000	182,500	214,950
July	164,950	179,900	215,000
August	165,000	172,500	
September	160,500	175,000	
October	165,000	185,000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



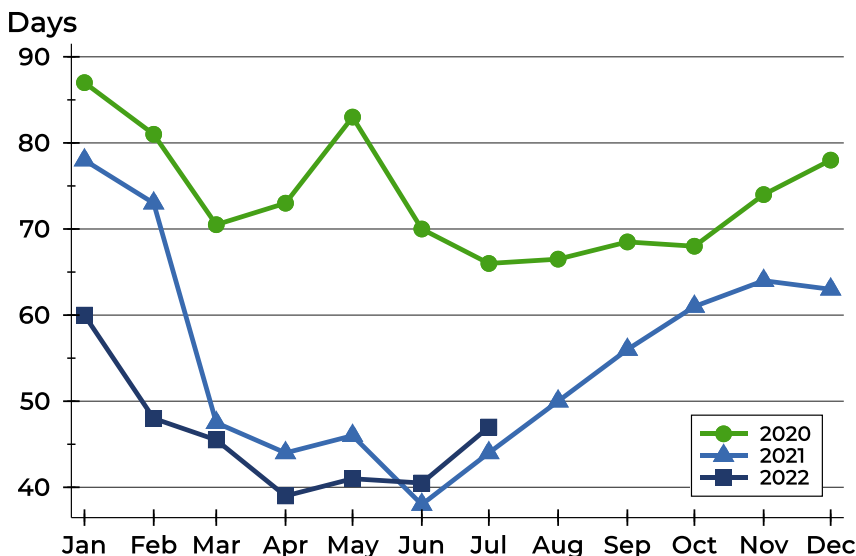
# Flint Hills Association Eight-County Jurisdiction Active Listings Analysis

## Average DOM



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

## Median DOM

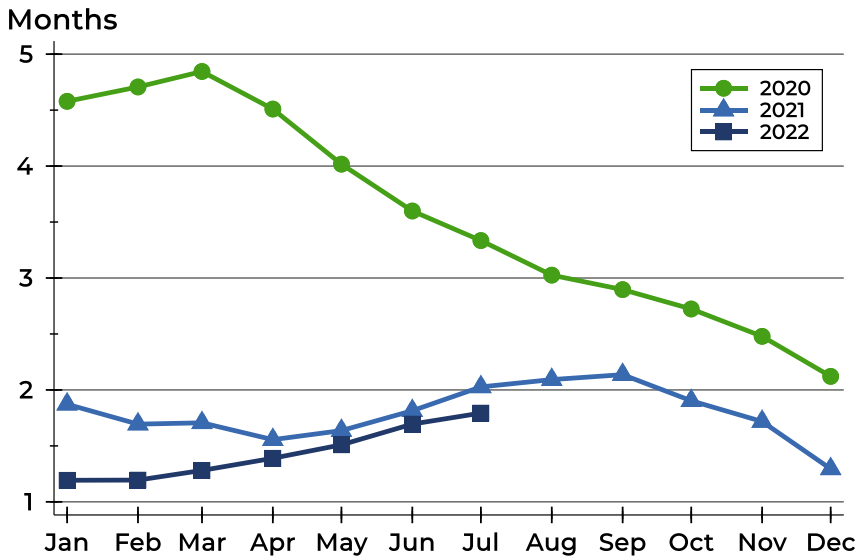


Month	2020	2021	2022
January	87	78	<b>60</b>
February	81	73	<b>48</b>
March	71	48	<b>46</b>
April	73	44	<b>39</b>
May	83	46	<b>41</b>
June	70	38	<b>41</b>
July	66	44	<b>47</b>
August	67	50	
September	69	56	
October	68	61	
November	74	64	
December	78	63	



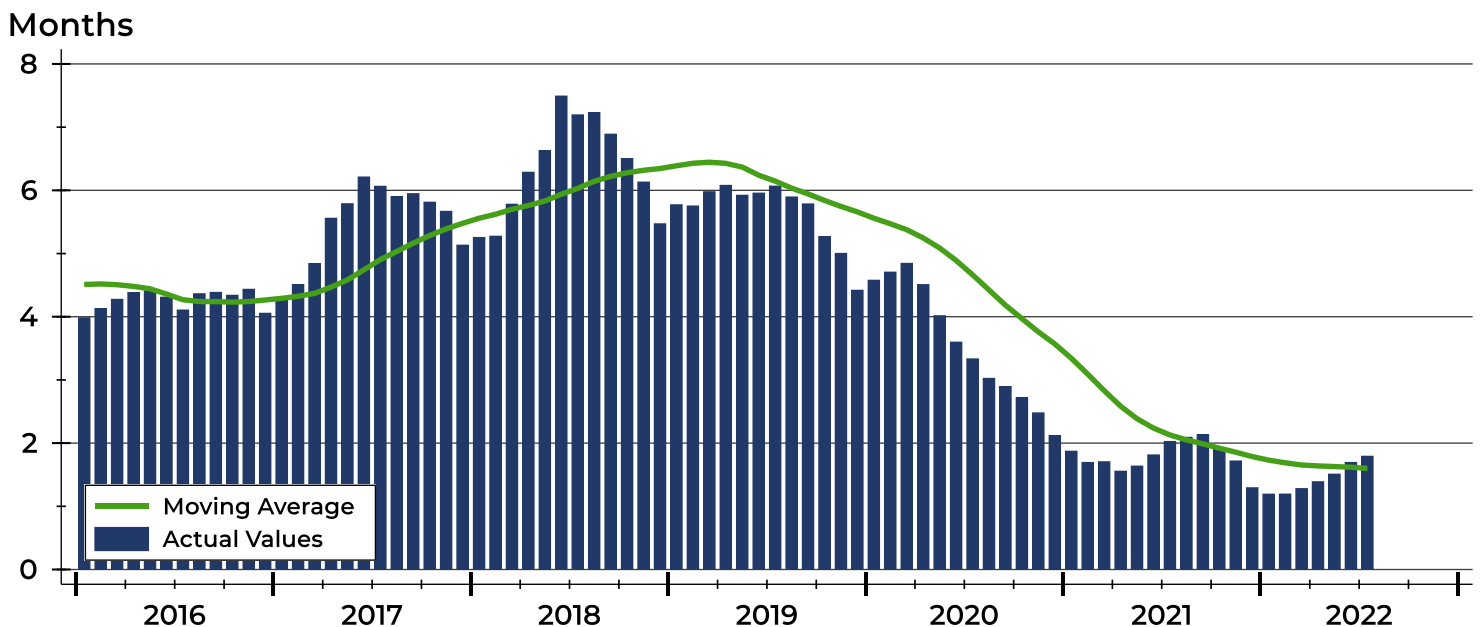
# Flint Hills Association Eight-County Jurisdiction Months' Supply Analysis

## 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	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	
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





**July  
2022**

# Flint Hills MLS Statistics



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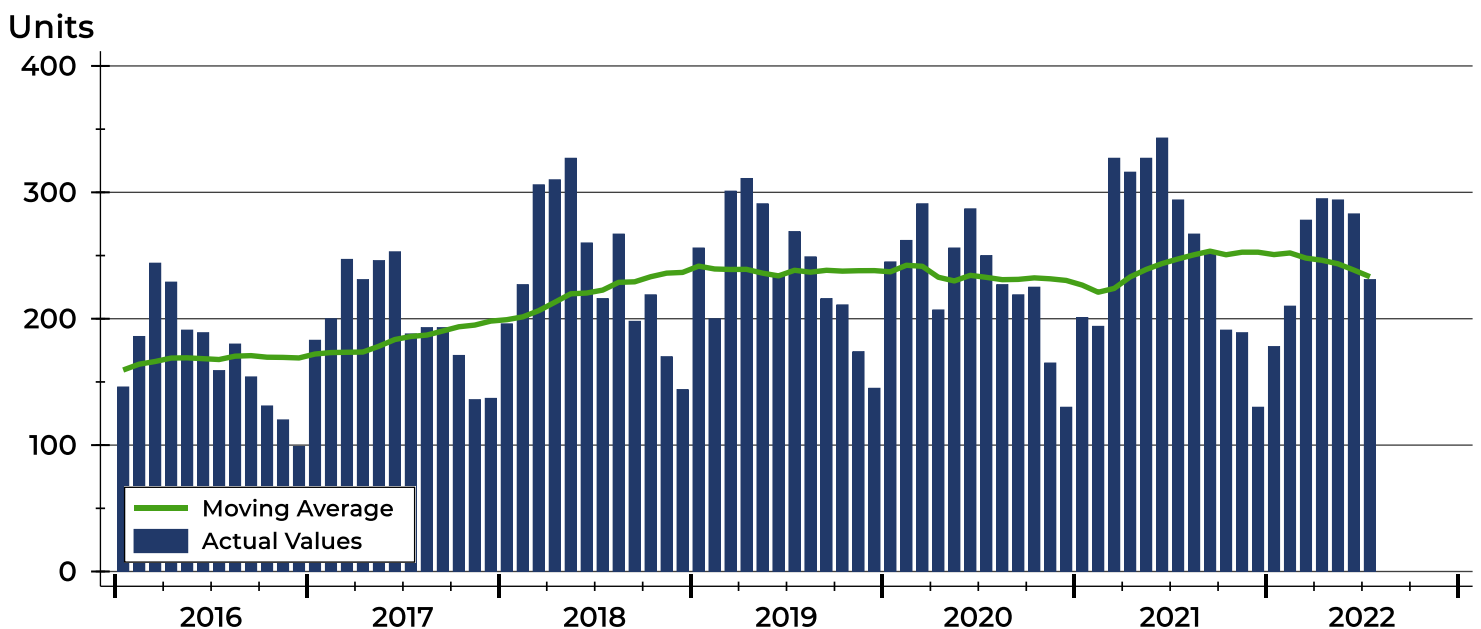
## Flint Hills Association Eight-County Jurisdiction New Listings Analysis

Summary Statistics for New Listings		2022	July 2021	Change
Current Month	New Listings	<b>231</b>	294	-21.4%
	Volume (1,000s)	<b>55,203</b>	61,009	-9.5%
	Average List Price	<b>238,974</b>	207,513	15.2%
	Median List Price	<b>213,000</b>	181,000	17.7%
Year-to-Date	New Listings	<b>1,769</b>	2,002	-11.6%
	Volume (1,000s)	<b>420,946</b>	428,509	-1.8%
	Average List Price	<b>237,957</b>	214,040	11.2%
	Median List Price	<b>215,000</b>	190,000	13.2%

A total of 231 new listings were added in the FHAR eight-county jurisdiction during July, down 21.4% from the same month in 2021. Year-to-date the FHAR eight-county jurisdiction has seen 1,769 new listings.

The median list price of these homes was \$213,000 up from \$181,000 in 2021.

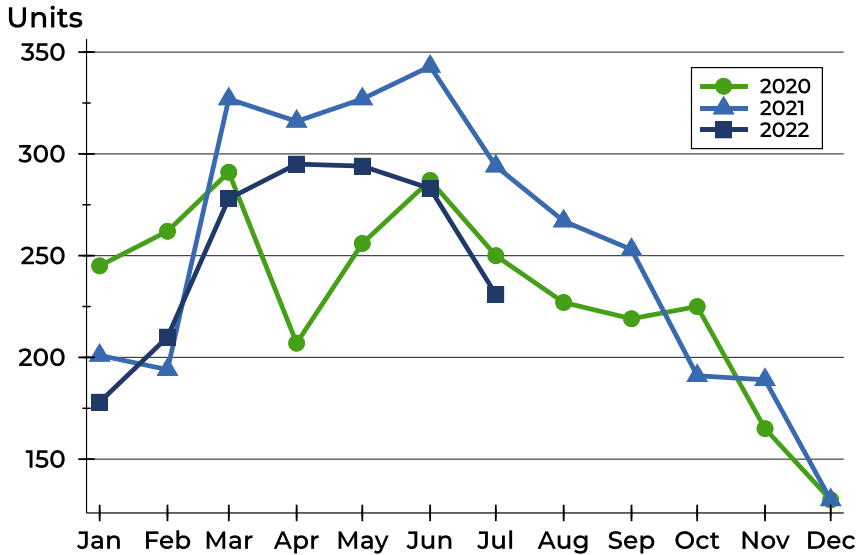
### History of New Listings





# Flint Hills Association Eight-County Jurisdiction New Listings Analysis

## New Listings by Month



Month	2020	2021	2022
January	245	201	178
February	262	194	210
March	291	327	278
April	207	316	295
May	256	327	294
June	287	343	283
July	250	294	231
August	227	267	
September	219	253	
October	225	191	
November	165	189	
December	130	130	

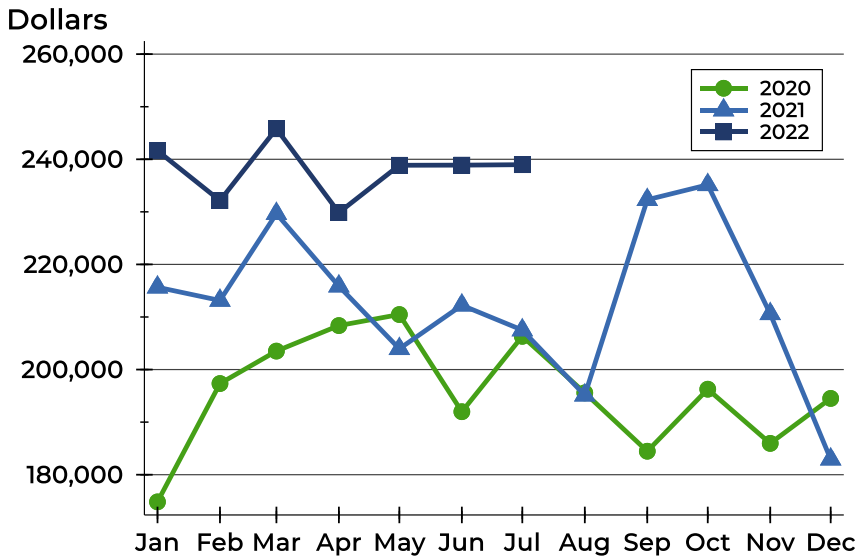
## New Listings by Price Range

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%	12,000	12,000	8	8	83.3%	83.3%
\$25,000-\$49,999	2	0.9%	35,000	35,000	14	14	100.0%	100.0%
\$50,000-\$99,999	23	10.0%	76,554	75,000	15	13	99.0%	100.0%
\$100,000-\$124,999	11	4.8%	114,218	115,000	14	11	98.5%	100.0%
\$125,000-\$149,999	17	7.4%	137,150	138,000	17	17	99.3%	100.0%
\$150,000-\$174,999	26	11.3%	160,785	161,250	11	8	99.7%	100.0%
\$175,000-\$199,999	26	11.3%	188,238	189,450	10	8	98.9%	100.0%
\$200,000-\$249,999	42	18.2%	223,821	221,500	14	12	101.2%	100.0%
\$250,000-\$299,999	31	13.4%	269,058	269,000	16	14	99.5%	100.0%
\$300,000-\$399,999	34	14.7%	343,085	335,000	14	12	99.7%	100.0%
\$400,000-\$499,999	11	4.8%	459,155	464,900	17	21	99.5%	100.0%
\$500,000-\$749,999	4	1.7%	613,725	589,950	19	20	100.0%	100.0%
\$750,000-\$999,999	1	0.4%	886,000	886,000	10	10	100.0%	100.0%
\$1,000,000 and up	2	0.9%	1,450,000	1,450,000	28	28	100.0%	100.0%



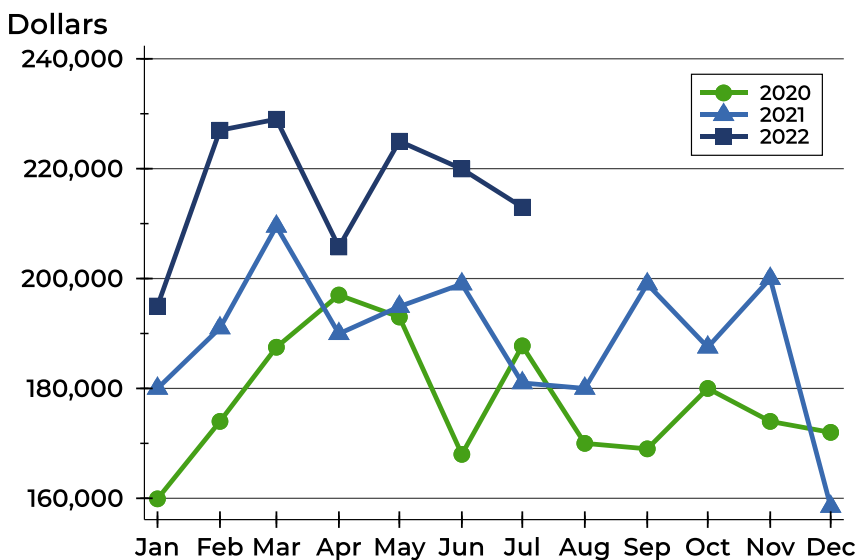
# Flint Hills Association Eight-County Jurisdiction New Listings Analysis

## Average Price



Month	2020	2021	2022
January	174,831	215,661	241,635
February	197,342	213,145	232,142
March	203,512	229,658	245,809
April	208,370	215,864	229,860
May	210,466	203,956	238,862
June	191,983	212,237	238,888
July	206,327	207,513	238,974
August	195,573	195,116	
September	184,467	232,304	
October	196,266	235,142	
November	185,957	210,606	
December	194,515	182,944	

## Median Price



Month	2020	2021	2022
January	159,900	180,000	195,000
February	174,000	191,000	227,000
March	187,500	209,500	229,000
April	197,000	189,950	205,750
May	193,000	194,900	225,000
June	168,000	199,000	219,950
July	187,750	181,000	213,000
August	170,000	180,000	
September	169,000	199,000	
October	180,000	187,500	
November	174,000	200,000	
December	172,000	158,500	



**July  
2022**

# Flint Hills MLS Statistics



**FLINT HILLS  
ASSOCIATION  
OF REALTORS®**

## Flint Hills Association Eight-County Jurisdiction Contracts Written Analysis

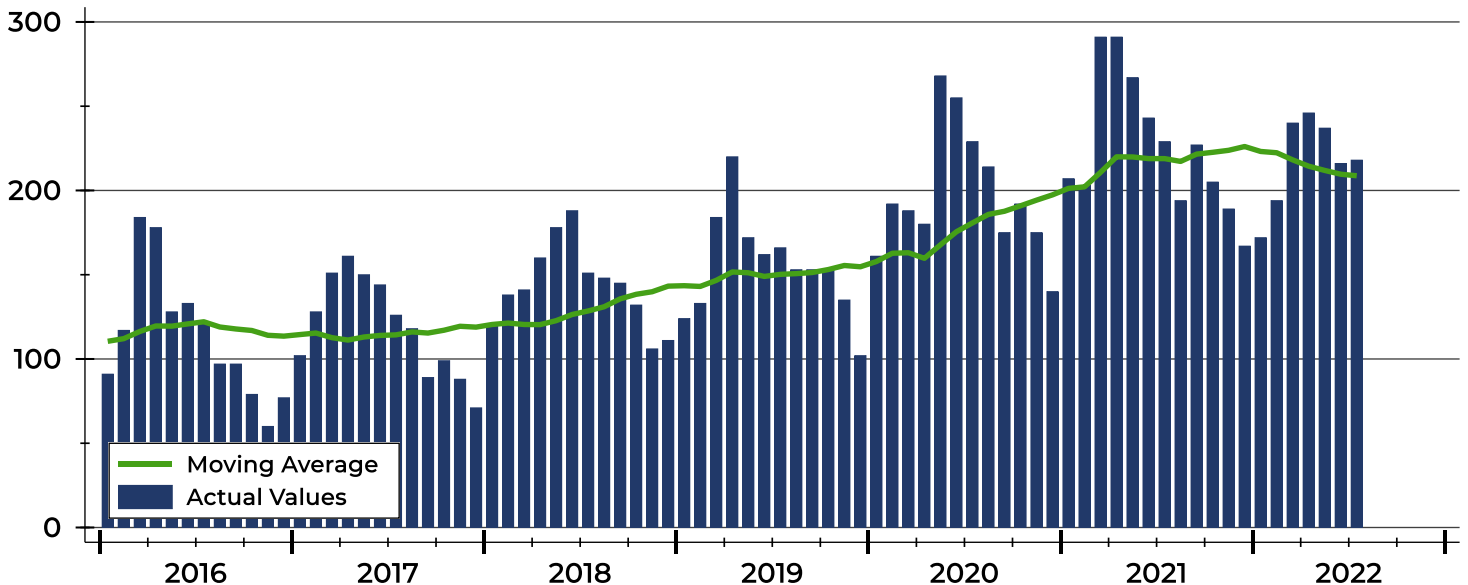
Summary Statistics for Contracts Written		2022	July 2021	Change	Year-to-Date		
		2022	2021		2022	2021	Change
Contracts Written		218	229	-4.8%	1,523	1,731	-12.0%
Volume (1,000s)		49,020	48,742	0.6%	343,414	368,051	-6.7%
Average	Sale Price	224,864	212,848	5.6%	225,485	212,623	6.0%
	Days on Market	30	27	11.1%	28	35	-20.0%
	Percent of Original	98.5%	96.7%	1.9%	98.4%	98.1%	0.3%
Median	Sale Price	209,950	192,000	9.3%	200,000	192,000	4.2%
	Days on Market	12	10	20.0%	9	9	0.0%
	Percent of Original	100.0%	98.2%	1.8%	100.0%	100.0%	0.0%

A total of 218 contracts for sale were written in the FHAR eight-county jurisdiction during the month of July, down from 229 in 2021. The median list price of these homes was \$209,950, up from \$192,000 the prior year.

Half of the homes that went under contract in July were on the market less than 12 days, compared to 10 days in July 2021.

## History of Contracts Written

Units

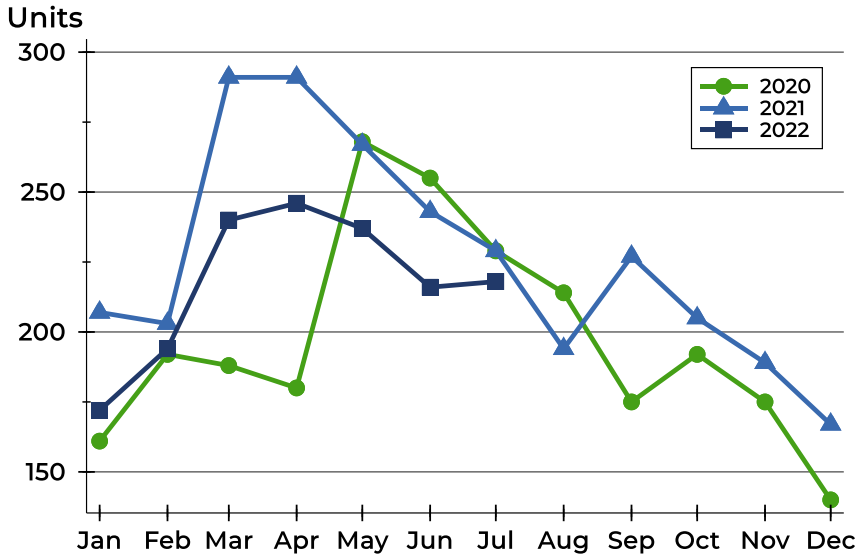






# Flint Hills Association Eight-County Jurisdiction Contracts Written Analysis

## Contracts Written by Month



Month	2020	2021	2022
January	161	207	172
February	192	203	194
March	188	291	240
April	180	291	246
May	268	267	237
June	255	243	216
July	229	229	218
August	214	194	
September	175	227	
October	192	205	
November	175	189	
December	140	167	

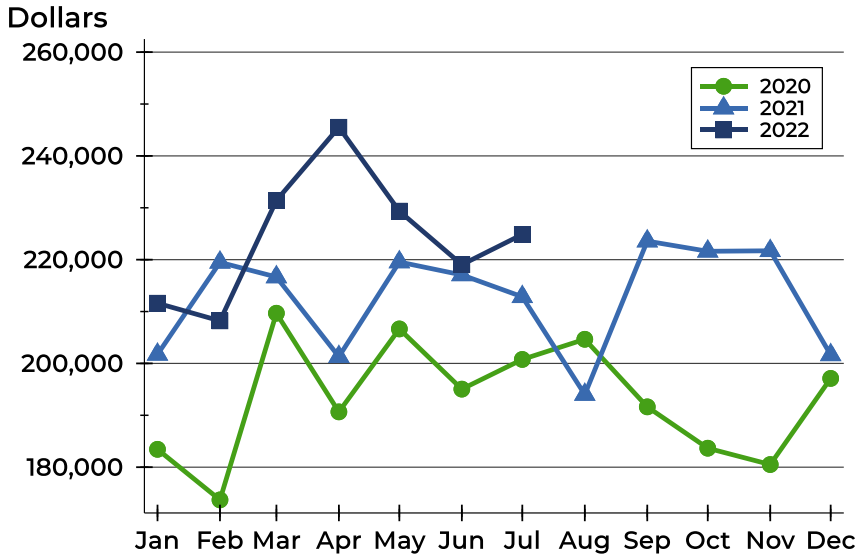
## Contracts Written by Price Range

Price Range	Contracts Written		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	1	0.5%	12,000	12,000	8	8	83.3%	83.3%
\$25,000-\$49,999	4	1.8%	43,450	44,450	72	31	85.9%	86.1%
\$50,000-\$99,999	22	10.1%	75,618	79,000	39	31	96.2%	100.0%
\$100,000-\$124,999	8	3.7%	113,588	113,500	75	37	96.4%	100.0%
\$125,000-\$149,999	22	10.1%	135,461	135,000	48	17	98.8%	100.0%
\$150,000-\$174,999	24	11.0%	159,446	159,000	20	10	98.0%	100.0%
\$175,000-\$199,999	25	11.5%	192,890	195,000	14	7	99.7%	100.0%
\$200,000-\$249,999	30	13.8%	225,013	223,500	20	9	102.1%	100.0%
\$250,000-\$299,999	32	14.7%	268,894	269,000	23	11	98.2%	100.0%
\$300,000-\$399,999	35	16.1%	343,864	330,000	32	12	98.9%	100.0%
\$400,000-\$499,999	11	5.0%	438,900	440,000	19	7	98.8%	100.0%
\$500,000-\$749,999	4	1.8%	603,725	575,000	43	31	95.3%	99.1%
\$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



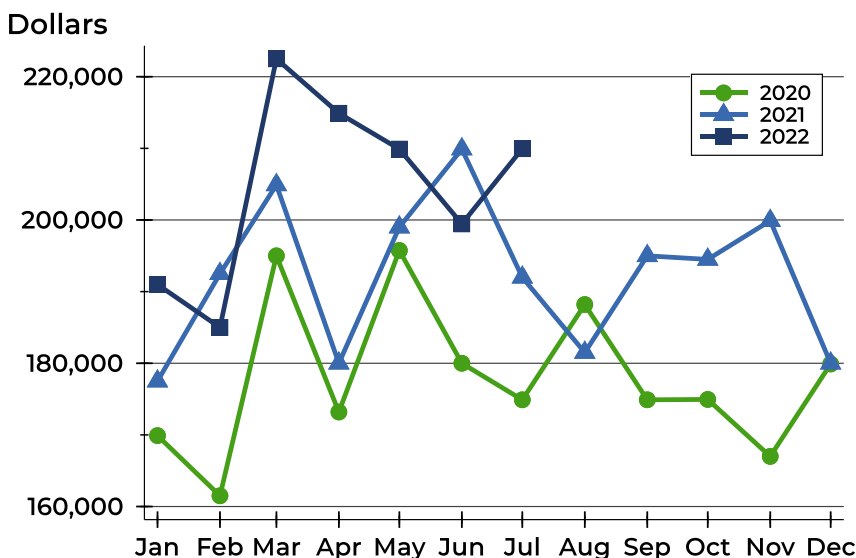
# Flint Hills Association Eight-County Jurisdiction Contracts Written Analysis

## Average Price



Month	2020	2021	2022
January	183,447	201,740	211,608
February	173,700	219,484	208,204
March	209,678	216,661	231,410
April	190,664	201,302	245,523
May	206,649	219,550	229,353
June	195,044	217,062	219,038
July	200,768	212,848	224,864
August	204,658	194,008	
September	191,630	223,572	
October	183,658	221,618	
November	180,510	221,712	
December	197,115	201,646	

## Median Price

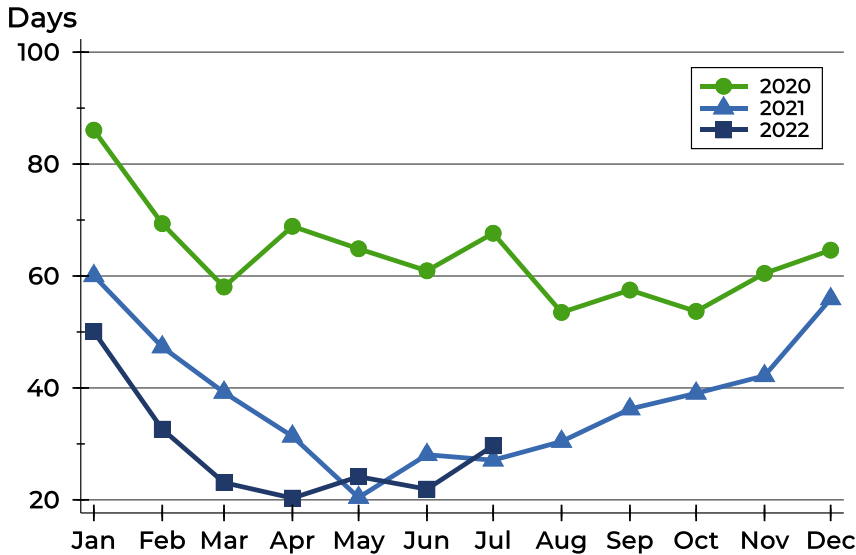


Month	2020	2021	2022
January	169,900	177,500	191,000
February	161,500	192,500	185,000
March	195,000	204,900	222,500
April	173,200	180,000	214,900
May	195,750	199,000	209,900
June	180,000	209,900	199,450
July	174,900	192,000	209,950
August	188,200	181,500	
September	174,900	195,000	
October	174,950	194,500	
November	167,000	199,900	
December	179,900	180,000	



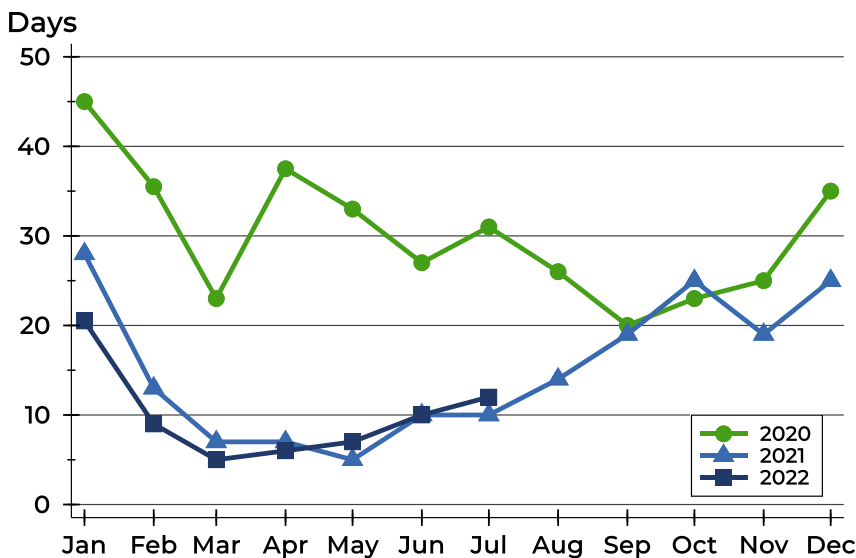
# Flint Hills Association Eight-County Jurisdiction Contracts Written Analysis

## Average DOM



Month	2020	2021	2022
January	86	60	50
February	69	47	33
March	58	39	23
April	69	31	20
May	65	20	24
June	61	28	22
July	68	27	30
August	53	30	
September	57	36	
October	54	39	
November	60	42	
December	65	56	

## Median DOM



Month	2020	2021	2022
January	45	28	21
February	36	13	9
March	23	7	5
April	38	7	6
May	33	5	7
June	27	10	10
July	31	10	12
August	26	14	
September	20	19	
October	23	25	
November	25	19	
December	35	25	



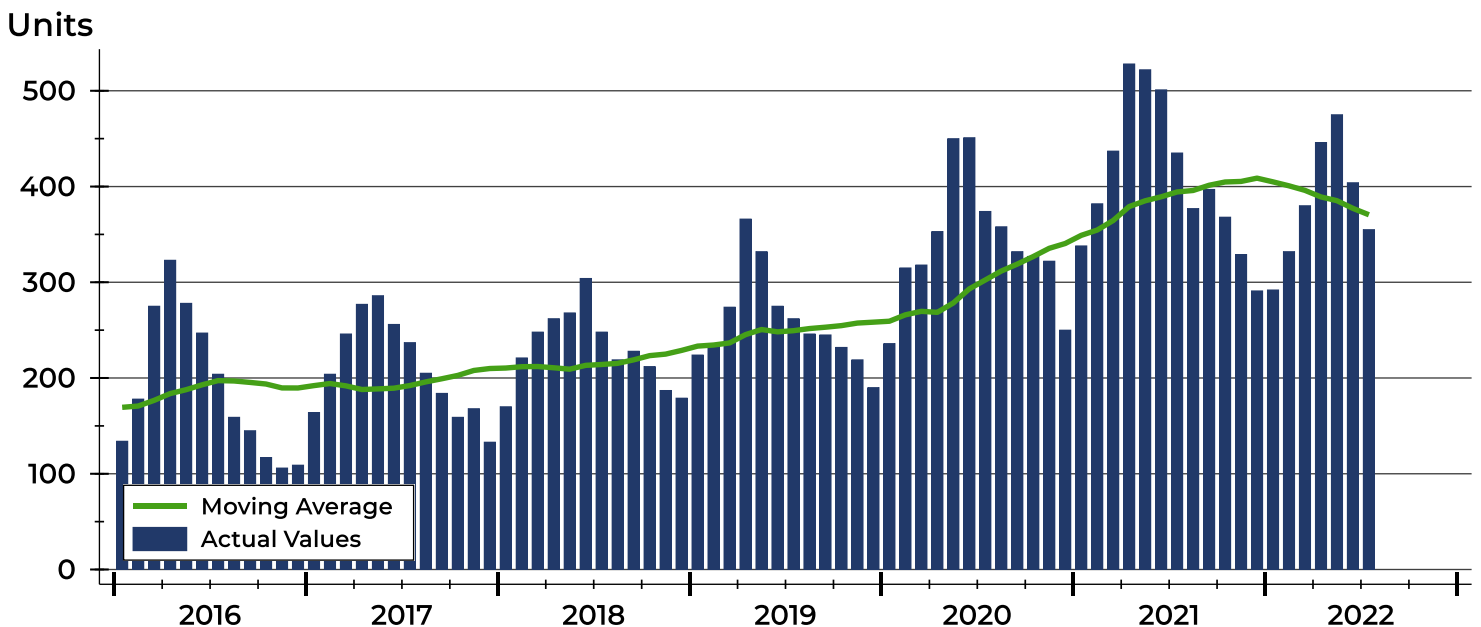
# Flint Hills Association Eight-County Jurisdiction Pending Contracts Analysis

Summary Statistics for Pending Contracts		2022	End of July 2021	Change
Pending Contracts		355	435	-18.4%
Volume (1,000s)		82,170	96,654	-15.0%
Average	List Price	231,465	222,192	4.2%
	Days on Market	28	31	-9.7%
	Percent of Original	98.8%	98.8%	0.0%
Median	List Price	210,000	210,000	0.0%
	Days on Market	11	10	10.0%
	Percent of Original	100.0%	100.0%	0.0%

A total of 355 listings in the FHAR eight-county jurisdiction had contracts pending at the end of July, down from 435 contracts pending at the end of July 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.

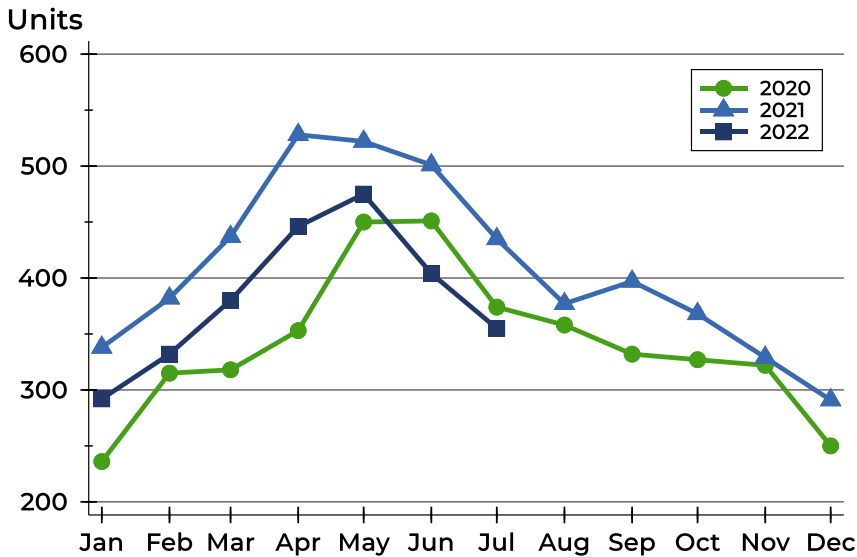
## History of Pending Contracts





# 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	
September	332	397	
October	327	368	
November	322	329	
December	250	291	

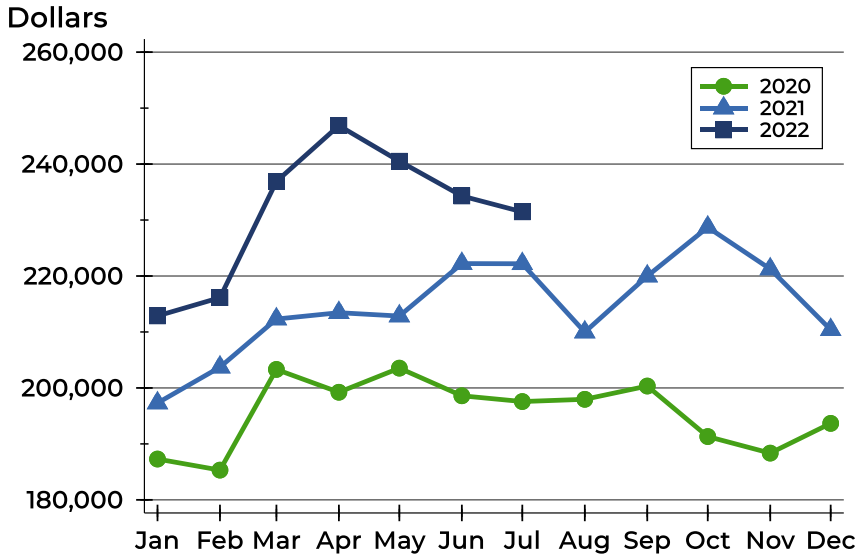
## Pending Contracts by Price Range

Price Range	Pending Contracts		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$25,000-\$49,999	4	1.1%	43,975	44,450	64	21	92.5%	94.8%
\$50,000-\$99,999	35	9.9%	78,231	79,000	41	29	96.2%	100.0%
\$100,000-\$124,999	17	4.8%	114,176	115,000	49	10	97.3%	100.0%
\$125,000-\$149,999	33	9.3%	136,098	135,000	47	17	98.5%	100.0%
\$150,000-\$174,999	41	11.5%	160,446	159,900	22	9	98.5%	100.0%
\$175,000-\$199,999	40	11.3%	190,136	192,000	20	10	99.2%	100.0%
\$200,000-\$249,999	51	14.4%	224,634	224,900	18	7	100.7%	100.0%
\$250,000-\$299,999	51	14.4%	272,331	269,900	19	8	99.6%	100.0%
\$300,000-\$399,999	56	15.8%	345,024	339,950	29	12	99.4%	100.0%
\$400,000-\$499,999	19	5.4%	435,395	425,000	20	7	99.3%	100.0%
\$500,000-\$749,999	7	2.0%	600,159	571,711	30	10	99.8%	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	0.3%	1,500,000	1,500,000	227	227	75.0%	75.0%



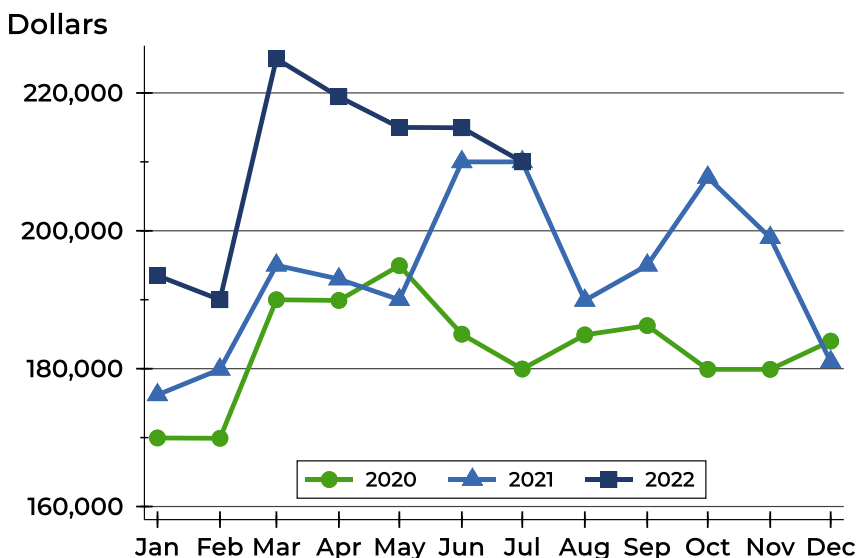
# Flint Hills Association Eight-County Jurisdiction Pending Contracts Analysis

## 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	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	
September	200,342	219,980	
October	191,312	228,713	
November	188,356	221,250	
December	193,670	210,403	

## Median Price

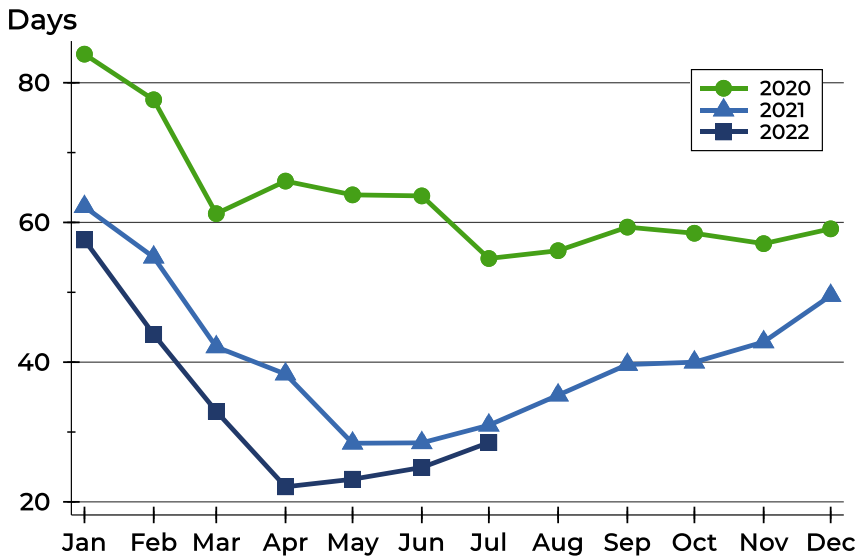


Month	2020	2021	2022
January	169,950	176,200	193,500
February	169,900	179,900	190,000
March	190,000	195,000	224,950
April	189,900	193,000	219,450
May	194,950	190,000	215,000
June	185,000	210,000	214,950
July	179,950	210,000	210,000
August	184,900	189,900	
September	186,250	195,000	
October	179,900	207,750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



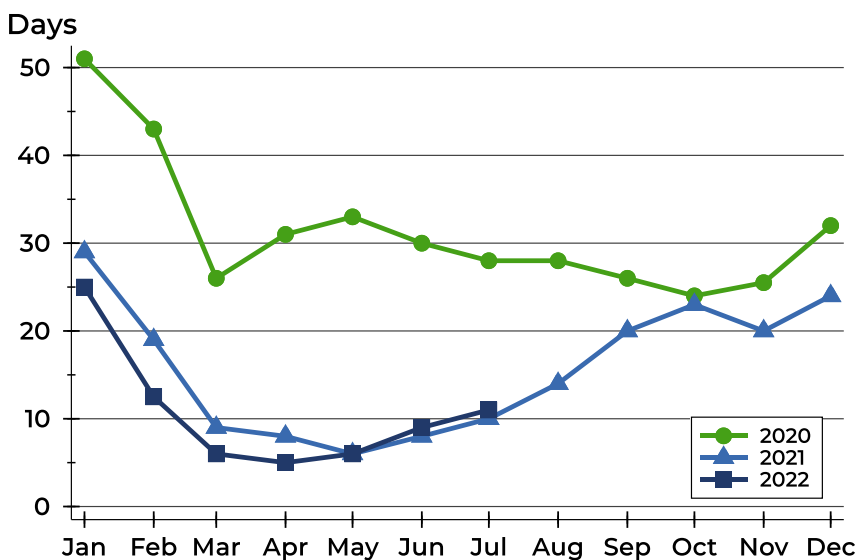
# Flint Hills Association Eight-County Jurisdiction Pending Contracts Analysis

## Average DOM



Month	2020	2021	2022
January	84	62	58
February	78	55	44
March	61	42	33
April	66	38	22
May	64	28	23
June	64	28	25
July	55	31	28
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	5
May	33	6	6
June	30	8	9
July	28	10	11
August	28	14	
September	26	20	
October	24	23	
November	26	20	
December	32	24	