



**September
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 September

Total home sales in the FHAR eight-county jurisdiction fell last month to 169 units, compared to 217 units in September 2021. Total sales volume was \$37.8 million, down from a year earlier.

The median sale price in September was \$215,500, up from \$185,000 a year earlier. Homes that sold in September were typically on the market for 11 days and sold for 100.0% of their list prices.

FHAR Jurisdiction Active Listings Down at End of September

The total number of active listings in the FHAR eight-county jurisdiction at the end of September was 381 units, down from 467 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 September was \$212,000.

During September, a total of 181 contracts were written down from 227 in September 2021. At the end of the month, there were 301 contracts still pending.

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Flint Hills Association Eight-County Jurisdiction Summary Statistics

September MLS Statistics Three-year History		Current Month			Year-to-Date		
		2022	2021	2020	2022	2021	2020
Home Sales		169	217	192	1,861	2,039	1,724
Change from prior year		-22.1%	13.0%	46.6%	-8.7%	18.3%	23.2%
Active Listings		381	467	524	N/A	N/A	N/A
Change from prior year		-18.4%	-10.9%	-39.3%			
Months' Supply		1.8	2.1	2.9	N/A	N/A	N/A
Change from prior year		-14.3%	-27.6%	-50.0%			
New Listings		196	253	219	2,228	2,522	2,244
Change from prior year		-22.5%	15.5%	1.4%	-11.7%	12.4%	-3.6%
Contracts Written		181	227	175	1,890	2,152	1,862
Change from prior year		-20.3%	29.7%	14.4%	-12.2%	15.6%	26.9%
Pending Contracts		301	397	332	N/A	N/A	N/A
Change from prior year		-24.2%	19.6%	35.5%			
Sales Volume (1,000s)		37,790	43,836	36,091	414,877	419,358	327,541
Change from prior year		-13.8%	21.5%	47.2%	-1.1%	28.0%	23.2%
Average	Sale Price	223,609	202,011	187,971	222,932	205,668	189,989
	Change from prior year	10.7%	7.5%	0.4%	8.4%	8.3%	0.0%
	List Price of Actives	249,322	223,475	204,237	N/A	N/A	N/A
	Change from prior year	11.6%	9.4%	4.7%			
	Days on Market	29	29	59	30	37	69
Change from prior year	0.0%	-50.8%	-16.9%	-18.9%	-46.4%	-9.2%	
Percent of List	98.2%	97.6%	97.8%	99.0%	98.7%	97.3%	
Change from prior year	0.6%	-0.2%	-0.2%	0.3%	1.4%	0.0%	
Percent of Original	97.1%	96.6%	95.6%	97.8%	97.6%	95.1%	
Change from prior year	0.5%	1.0%	1.4%	0.2%	2.6%	0.5%	
Median	Sale Price	215,500	185,000	172,500	205,000	189,000	175,000
	Change from prior year	16.5%	7.2%	-6.8%	8.5%	8.0%	0.1%
	List Price of Actives	212,000	175,000	160,500	N/A	N/A	N/A
	Change from prior year	21.1%	9.0%	0.3%			
	Days on Market	11	11	29	9	10	34
Change from prior year	0.0%	-62.1%	-35.6%	-10.0%	-70.6%	-26.1%	
Percent of List	100.0%	100.0%	98.7%	100.0%	100.0%	98.5%	
Change from prior year	0.0%	1.3%	0.0%	0.0%	1.5%	0.2%	
Percent of Original	98.4%	98.8%	97.9%	100.0%	100.0%	97.5%	
Change from prior year	-0.4%	0.9%	1.3%	0.0%	2.6%	0.6%	

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



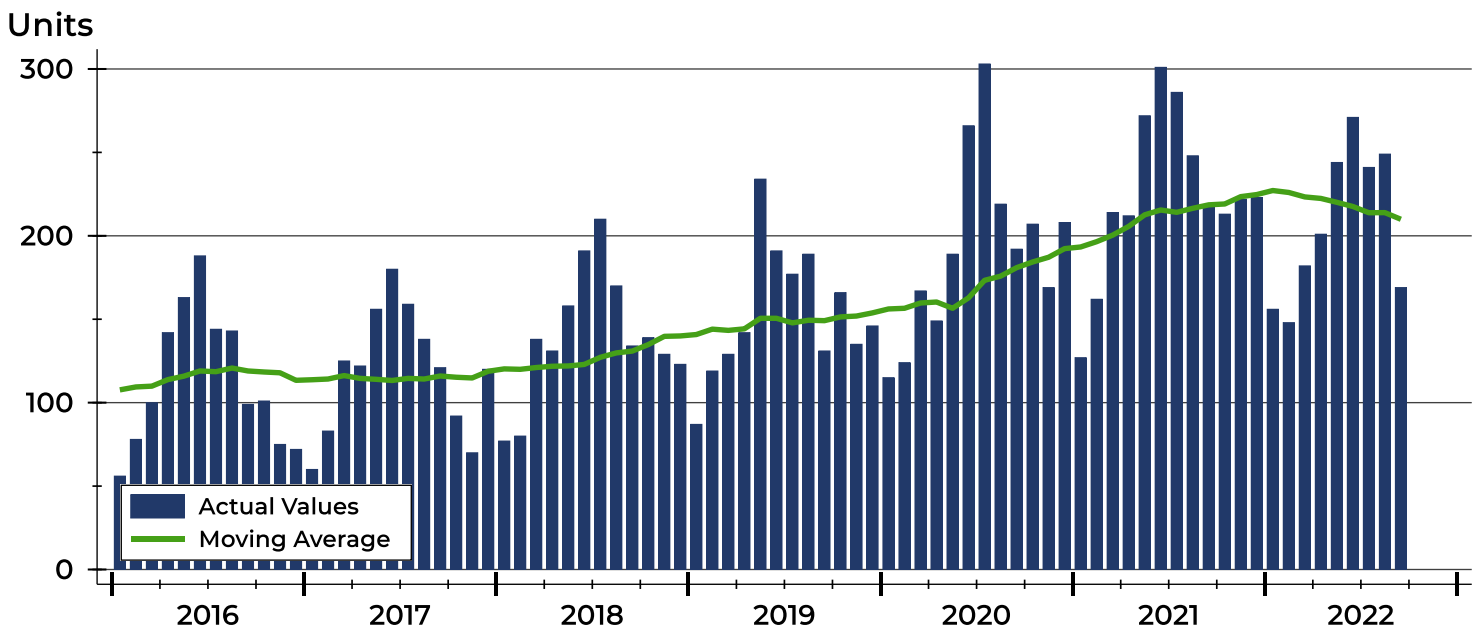
Flint Hills Association Eight-County Jurisdiction Closed Listings Analysis

Summary Statistics for Closed Listings		September			Year-to-Date		
		2022	2021	Change	2022	2021	Change
Closed Listings		169	217	-22.1%	1,861	2,039	-8.7%
Volume (1,000s)		37,790	43,836	-13.8%	414,877	419,358	-1.1%
Months' Supply		1.8	2.1	-14.3%	N/A	N/A	N/A
Average	Sale Price	223,609	202,011	10.7%	222,932	205,668	8.4%
	Days on Market	29	29	0.0%	30	37	-18.9%
	Percent of List	98.2%	97.6%	0.6%	99.0%	98.7%	0.3%
	Percent of Original	97.1%	96.6%	0.5%	97.8%	97.6%	0.2%
Median	Sale Price	215,500	185,000	16.5%	205,000	189,000	8.5%
	Days on Market	11	11	0.0%	9	10	-10.0%
	Percent of List	100.0%	100.0%	0.0%	100.0%	100.0%	0.0%
	Percent of Original	98.4%	98.8%	-0.4%	100.0%	100.0%	0.0%

A total of 169 homes sold in the FHAR eight-county jurisdiction in September, down from 217 units in September 2021. Total sales volume fell to \$37.8 million compared to \$43.8 million in the previous year.

The median sales price in September was \$215,500, up 16.5% compared to the prior year. Median days on market was 11 days, up from 10 days in August, but similar to September 2021.

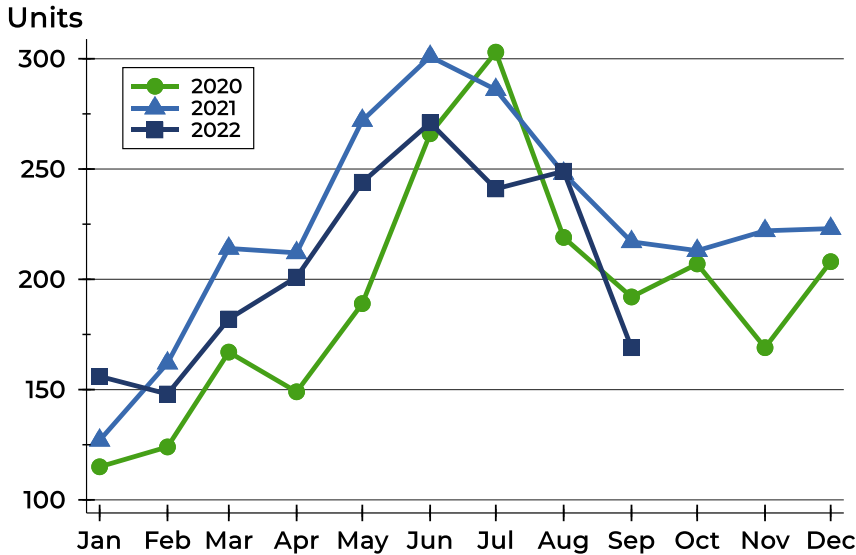
History of Closed Listings





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	182
April	149	212	201
May	189	272	244
June	266	301	271
July	303	286	241
August	219	248	249
September	192	217	169
October	207	213	
November	169	222	
December	208	223	

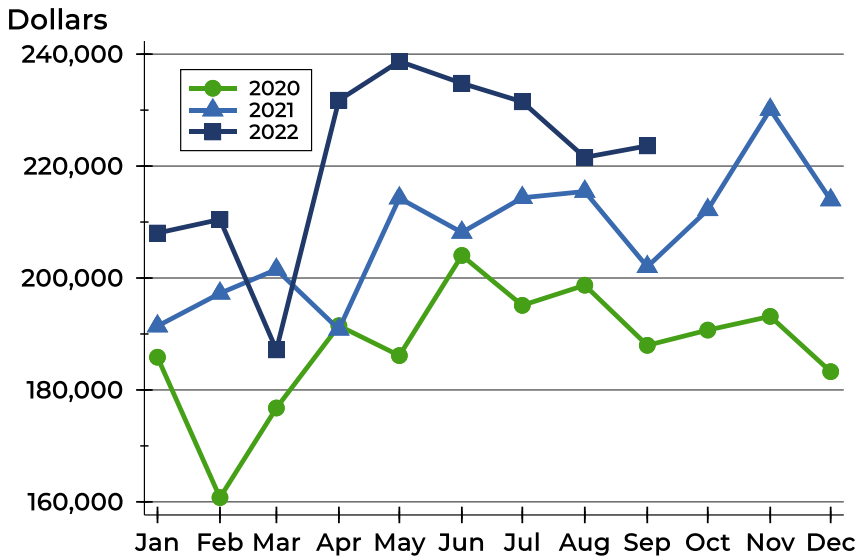
Closed Listings by Price Range

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	2	1.2%	1.1	21,000	21,000	24	24	74.1%	74.1%	60.8%	60.8%
\$25,000-\$49,999	4	2.4%	1.4	37,625	37,500	37	4	83.8%	82.6%	82.3%	79.5%
\$50,000-\$99,999	15	8.9%	2.3	84,277	89,500	45	38	101.8%	95.4%	100.9%	93.0%
\$100,000-\$124,999	9	5.3%	2.6	111,508	110,000	18	12	98.1%	100.0%	96.7%	100.0%
\$125,000-\$149,999	18	10.7%	1.6	139,078	140,000	32	14	97.5%	98.6%	97.0%	97.6%
\$150,000-\$174,999	10	5.9%	1.7	162,850	162,500	31	8	99.3%	100.0%	97.9%	98.1%
\$175,000-\$199,999	16	9.5%	1.2	186,494	188,000	21	8	98.5%	98.3%	96.5%	98.0%
\$200,000-\$249,999	36	21.3%	1.5	225,315	222,000	16	10	99.1%	100.0%	98.0%	100.0%
\$250,000-\$299,999	23	13.6%	1.5	269,815	269,000	25	8	99.4%	100.0%	98.8%	100.0%
\$300,000-\$399,999	25	14.8%	1.8	333,593	326,000	32	10	98.5%	100.0%	97.8%	99.7%
\$400,000-\$499,999	6	3.6%	2.6	441,892	446,475	76	20	97.4%	97.6%	98.1%	97.6%
\$500,000-\$749,999	5	3.0%	4.1	581,146	580,729	36	10	96.5%	100.0%	94.6%	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



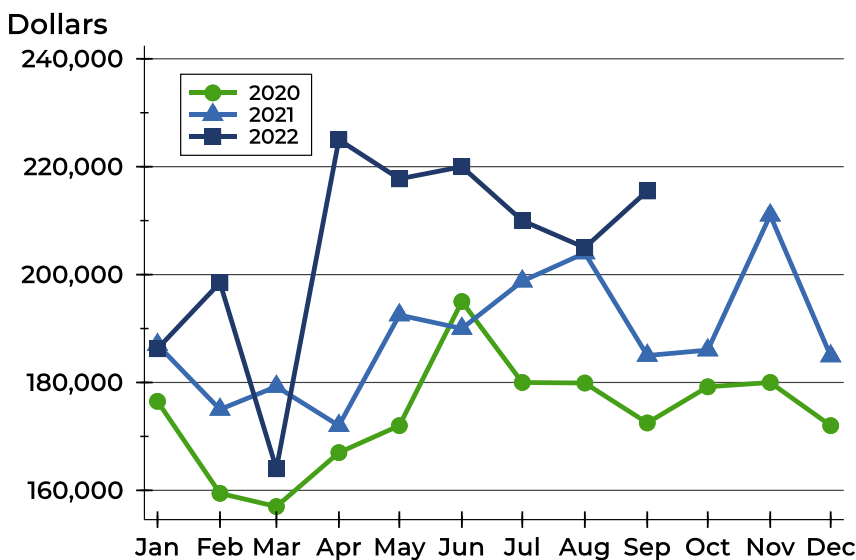
Flint Hills Association Eight-County Jurisdiction Closed Listings Analysis

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	187,162
April	191,474	190,833	231,767
May	186,136	214,279	238,717
June	204,033	208,145	234,798
July	195,117	214,345	231,492
August	198,716	215,464	221,562
September	187,971	202,011	223,609
October	190,691	212,187	
November	193,146	230,099	
December	183,270	213,939	

Median Price

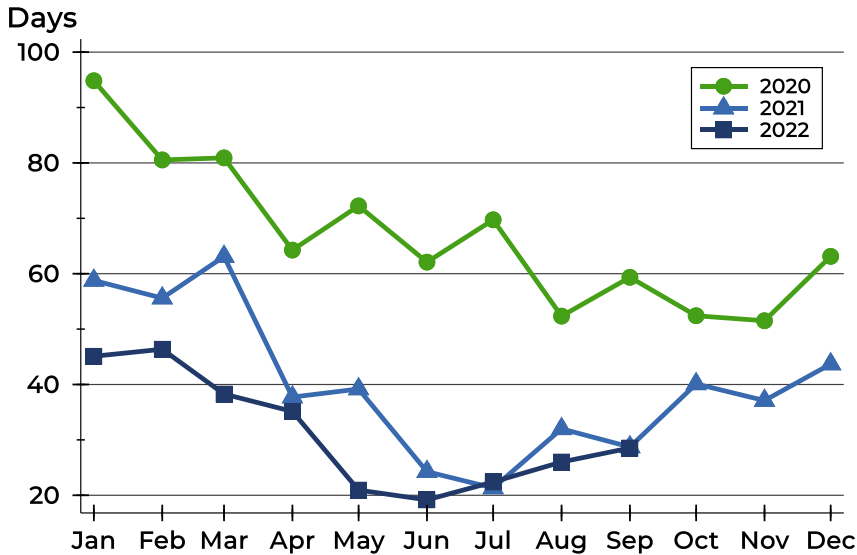


Month	2020	2021	2022
January	176,500	187,000	186,250
February	159,450	175,000	198,500
March	157,000	179,250	164,000
April	167,000	172,000	225,000
May	172,000	192,500	217,750
June	195,000	190,000	220,000
July	180,000	198,775	210,000
August	179,900	204,000	205,000
September	172,500	185,000	215,500
October	179,200	186,000	
November	180,000	211,000	
December	172,000	184,900	



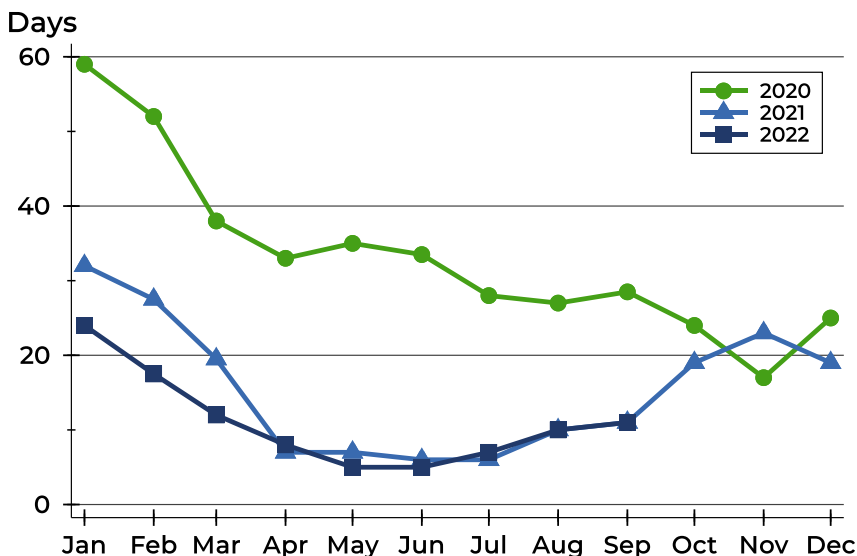
Flint Hills Association Eight-County Jurisdiction Closed Listings Analysis

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	22
August	52	32	26
September	59	29	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	10
September	29	11	11
October	24	19	
November	17	23	
December	25	19	



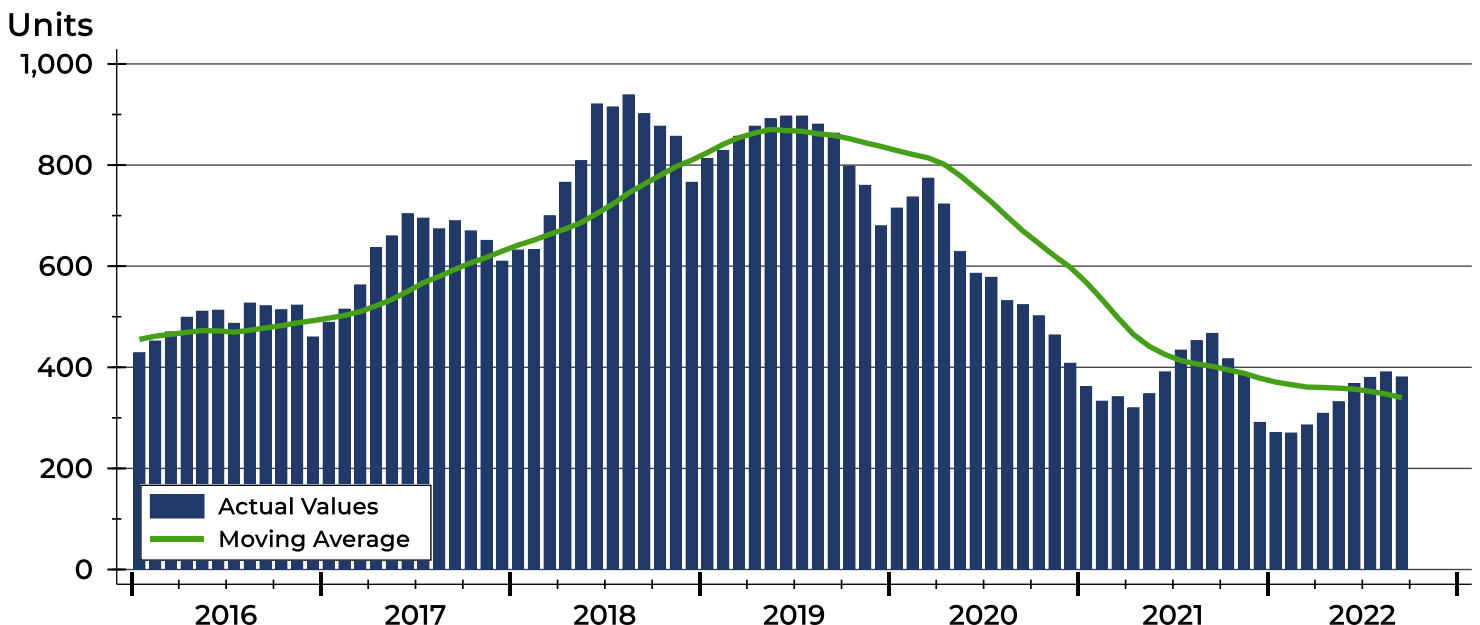
Flint Hills Association Eight-County Jurisdiction Active Listings Analysis

Summary Statistics for Active Listings		End of September 2022	End of September 2021	Change
Active Listings		381	467	-18.4%
Volume (1,000s)		94,992	104,363	-9.0%
Months' Supply		1.8	2.1	-14.3%
Average	List Price	249,322	223,475	11.6%
	Days on Market	71	79	-10.1%
	Percent of Original	97.0%	97.1%	-0.1%
Median	List Price	212,000	175,000	21.1%
	Days on Market	52	56	-7.1%
	Percent of Original	100.0%	100.0%	0.0%

A total of 381 homes were available for sale in the FHAR eight-county jurisdiction at the end of September. This represents a 1.8 months' supply of active listings.

The median list price of homes on the market at the end of September was \$212,000, up 21.1% from 2021. The typical time on market for active listings was 52 days, down from 56 days a year earlier.

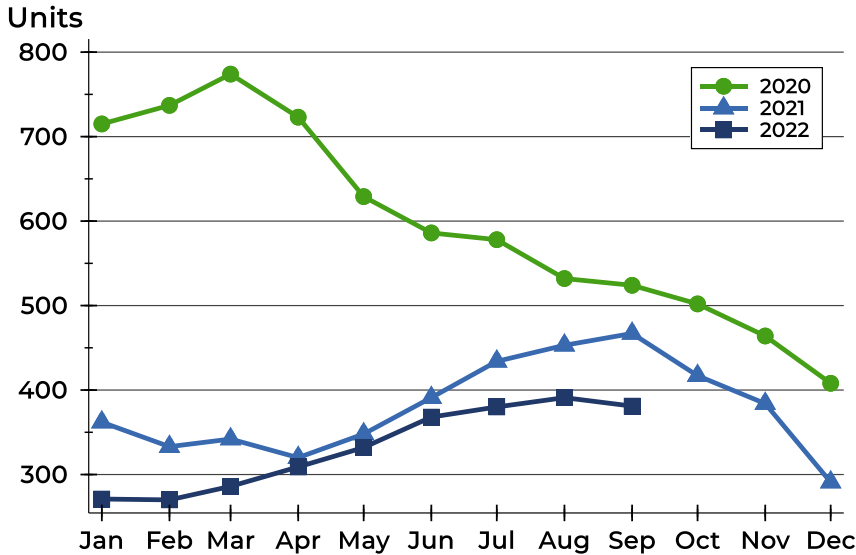
History of Active Listings





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	
November	464	384	
December	408	291	

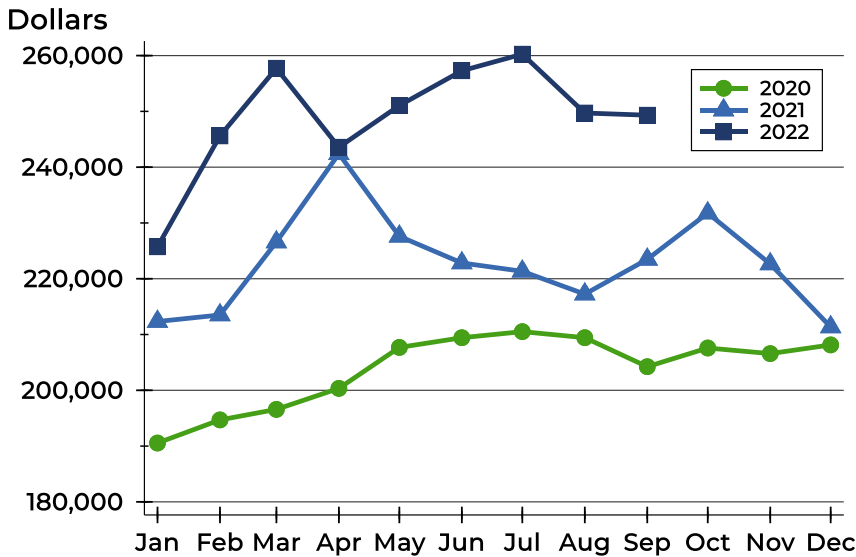
Active Listings by Price Range

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	2	0.5%	1.1	17,500	17,500	40	40	100.0%	100.0%
\$25,000-\$49,999	7	1.8%	1.4	37,500	42,000	136	131	88.7%	86.2%
\$50,000-\$99,999	42	11.0%	2.3	78,801	79,250	84	59	94.2%	94.9%
\$100,000-\$124,999	38	10.0%	2.6	112,655	112,000	76	60	94.5%	100.0%
\$125,000-\$149,999	33	8.7%	1.6	134,973	135,000	60	58	98.3%	100.0%
\$150,000-\$174,999	35	9.2%	1.7	160,606	159,900	63	59	96.2%	100.0%
\$175,000-\$199,999	25	6.6%	1.2	189,674	189,950	62	45	97.0%	97.4%
\$200,000-\$249,999	52	13.6%	1.5	226,313	225,000	72	44	98.2%	100.0%
\$250,000-\$299,999	43	11.3%	1.5	276,379	275,000	44	25	97.8%	100.0%
\$300,000-\$399,999	55	14.4%	1.8	353,520	350,000	72	51	98.3%	100.0%
\$400,000-\$499,999	24	6.3%	2.6	442,533	437,450	89	71	99.6%	100.0%
\$500,000-\$749,999	18	4.7%	4.1	603,367	596,950	56	36	98.1%	100.0%
\$750,000-\$999,999	4	1.0%	N/A	914,750	922,000	175	183	93.1%	96.2%
\$1,000,000 and up	3	0.8%	N/A	1,350,000	1,200,000	158	100	100.0%	100.0%



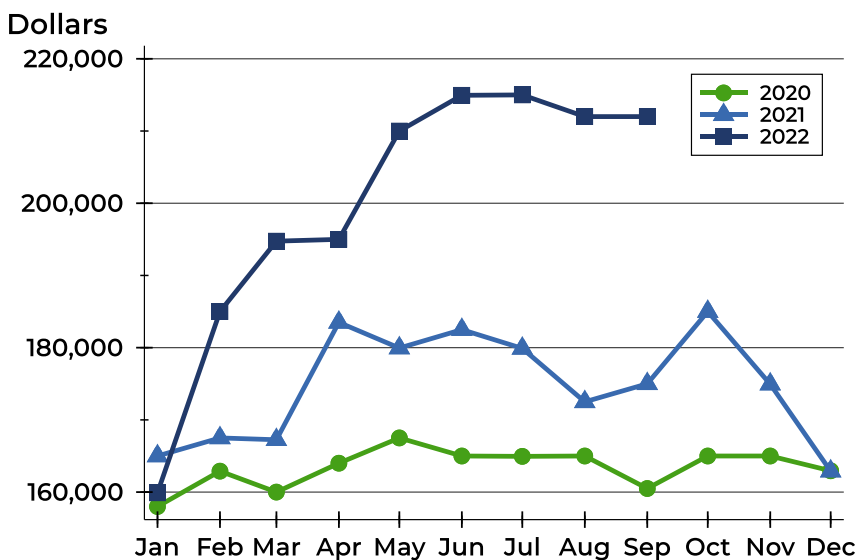
Flint Hills Association Eight-County Jurisdiction Active Listings Analysis

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	
November	206,579	222,652	
December	208,140	211,354	

Median Price

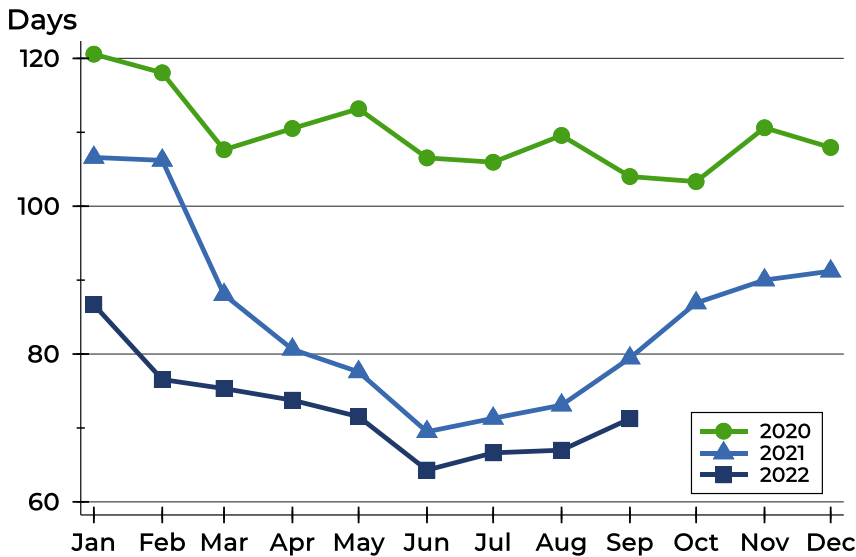


Month	2020	2021	2022
January	158,000	165,000	159,900
February	162,900	167,500	185,000
March	160,000	167,250	194,750
April	164,000	183,500	195,000
May	167,500	179,950	210,000
June	165,000	182,500	214,950
July	164,950	179,900	215,000
August	165,000	172,500	212,000
September	160,500	175,000	212,000
October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



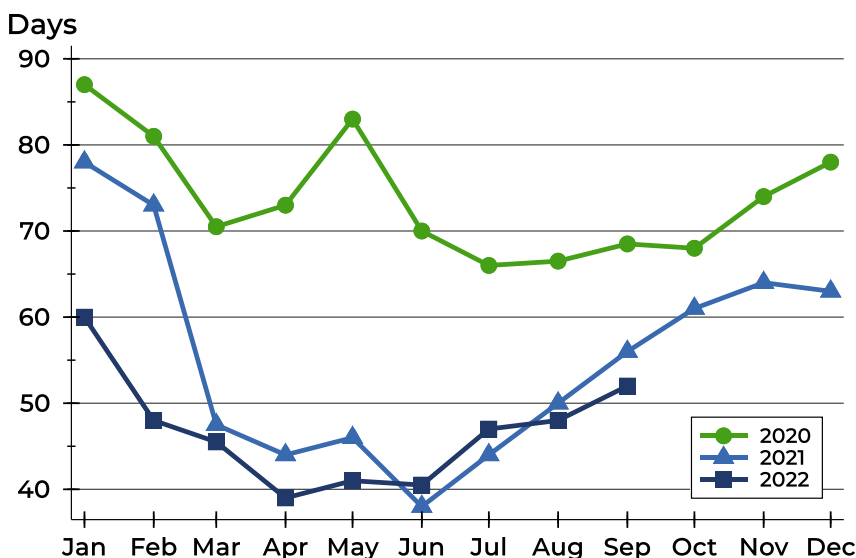
Flint Hills Association Eight-County Jurisdiction Active Listings Analysis

Average DOM



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

Median DOM

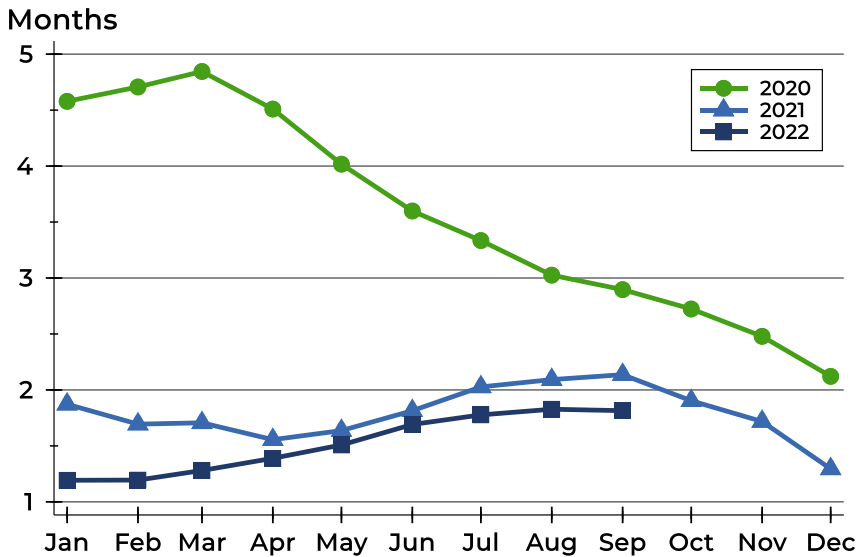


Month	2020	2021	2022
January	87	78	60
February	81	73	48
March	71	48	46
April	73	44	39
May	83	46	41
June	70	38	41
July	66	44	47
August	67	50	48
September	69	56	52
October	68	61	52
November	74	64	52
December	78	63	52



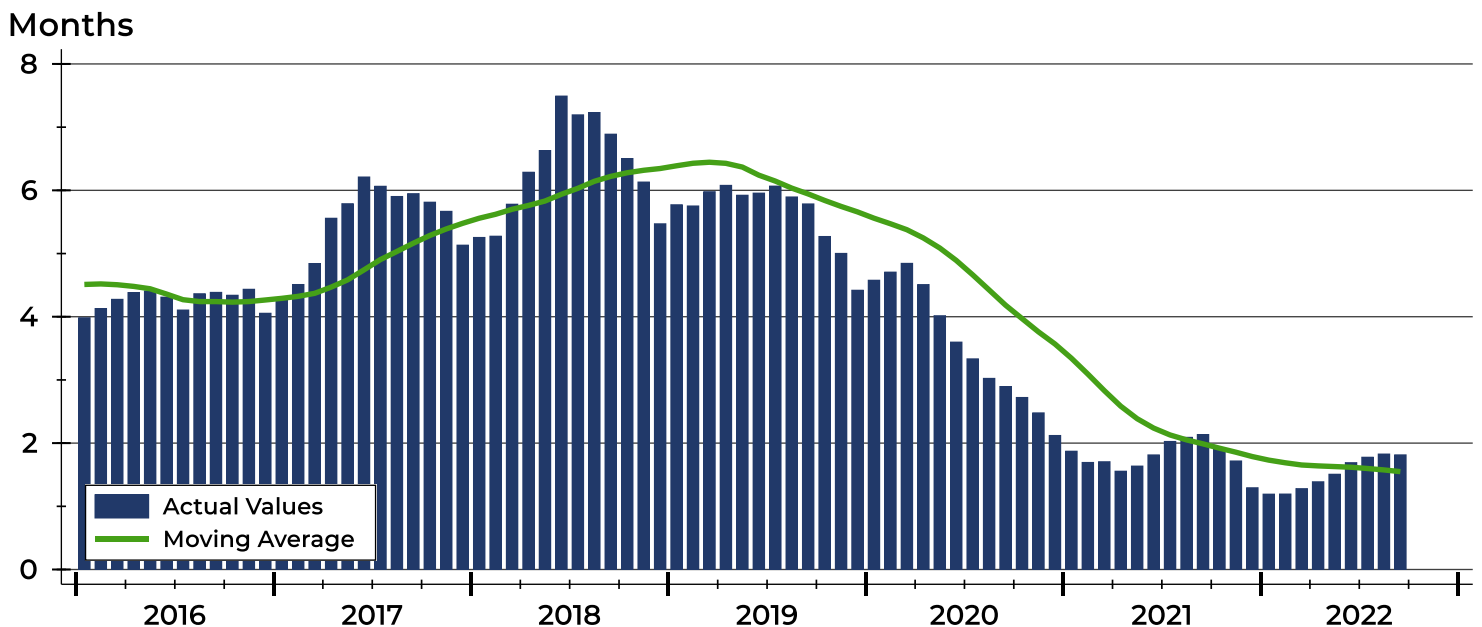
Flint Hills Association Eight-County Jurisdiction Months' Supply Analysis

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	
November	2.5	1.7	
December	2.1	1.3	

History of Month's Supply





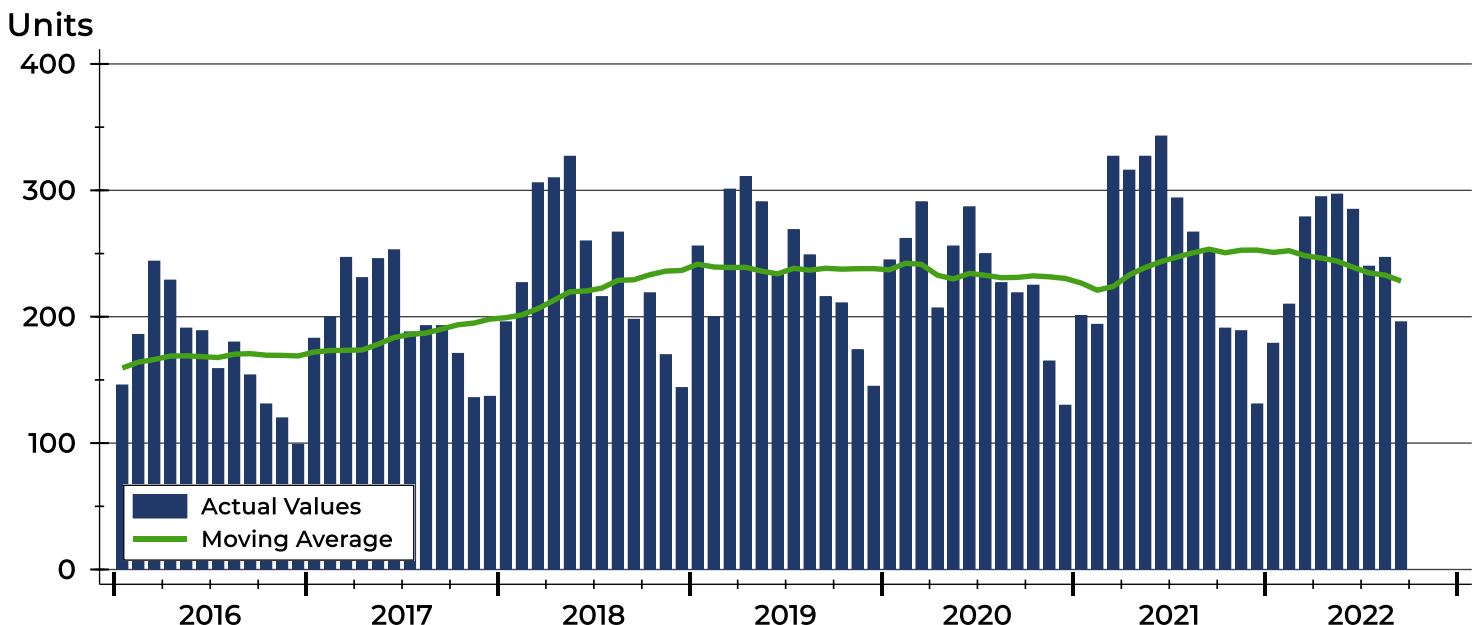
Flint Hills Association Eight-County Jurisdiction New Listings Analysis

Summary Statistics for New Listings		2022	September 2021	Change
Current Month	New Listings	196	253	-22.5%
	Volume (1,000s)	46,669	58,264	-19.9%
	Average List Price	238,107	230,292	3.4%
	Median List Price	222,450	199,000	11.8%
Year-to-Date	New Listings	2,228	2,522	-11.7%
	Volume (1,000s)	527,689	538,872	-2.1%
	Average List Price	236,844	213,668	10.8%
	Median List Price	215,000	190,000	13.2%

A total of 196 new listings were added in the FHAR eight-county jurisdiction during September, down 22.5% from the same month in 2021. Year-to-date the FHAR eight-county jurisdiction has seen 2,228 new listings.

The median list price of these homes was \$222,450 up from \$199,000 in 2021.

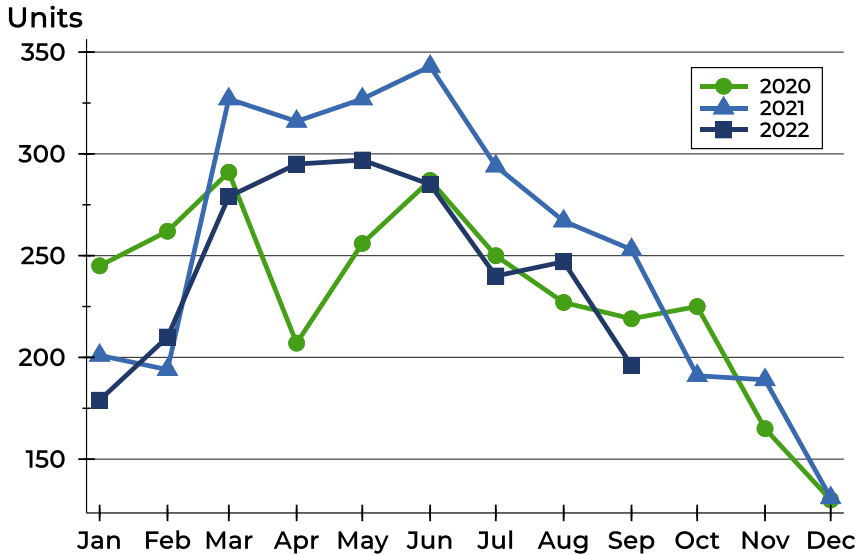
History of New Listings





Flint Hills Association Eight-County Jurisdiction New Listings Analysis

New Listings by Month



Month	2020	2021	2022
January	245	201	179
February	262	194	210
March	291	327	279
April	207	316	295
May	256	327	297
June	287	343	285
July	250	294	240
August	227	267	247
September	219	253	196
October	225	191	
November	165	189	
December	130	131	

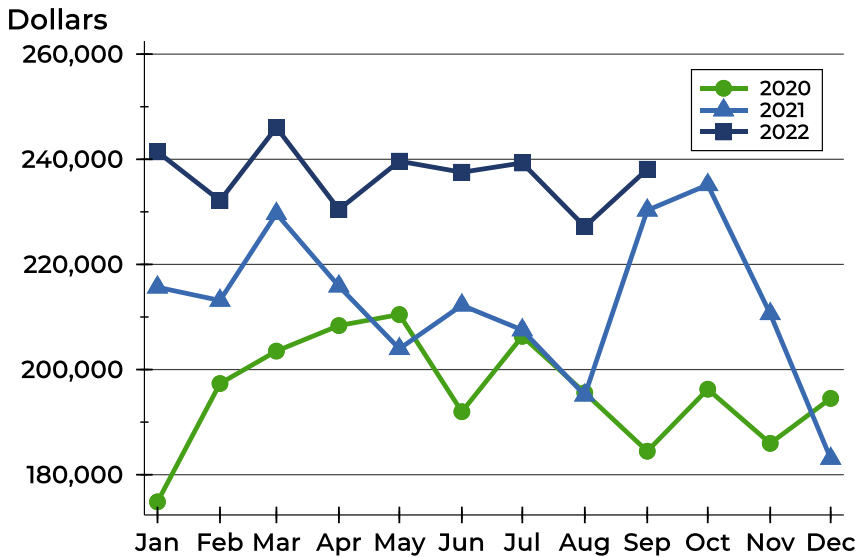
New Listings by Price Range

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	0.5%	15,000	15,000	29	29	100.0%	100.0%
\$25,000-\$49,999	3	1.5%	36,333	40,000	2	1	85.0%	100.0%
\$50,000-\$99,999	16	8.2%	77,300	77,450	13	10	98.3%	100.0%
\$100,000-\$124,999	16	8.2%	111,541	111,000	16	13	99.9%	100.0%
\$125,000-\$149,999	15	7.7%	135,000	135,000	15	14	99.5%	100.0%
\$150,000-\$174,999	21	10.7%	158,490	157,500	12	9	99.2%	100.0%
\$175,000-\$199,999	14	7.1%	187,086	185,000	15	14	98.9%	100.0%
\$200,000-\$249,999	31	15.8%	226,313	225,000	21	20	98.7%	100.0%
\$250,000-\$299,999	28	14.3%	276,129	273,750	14	12	99.1%	100.0%
\$300,000-\$399,999	33	16.8%	343,663	349,500	13	11	99.8%	100.0%
\$400,000-\$499,999	9	4.6%	426,978	425,000	15	13	99.8%	100.0%
\$500,000-\$749,999	8	4.1%	608,744	599,750	23	23	98.9%	100.0%
\$750,000-\$999,999	1	0.5%	750,000	750,000	7	7	100.0%	100.0%
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



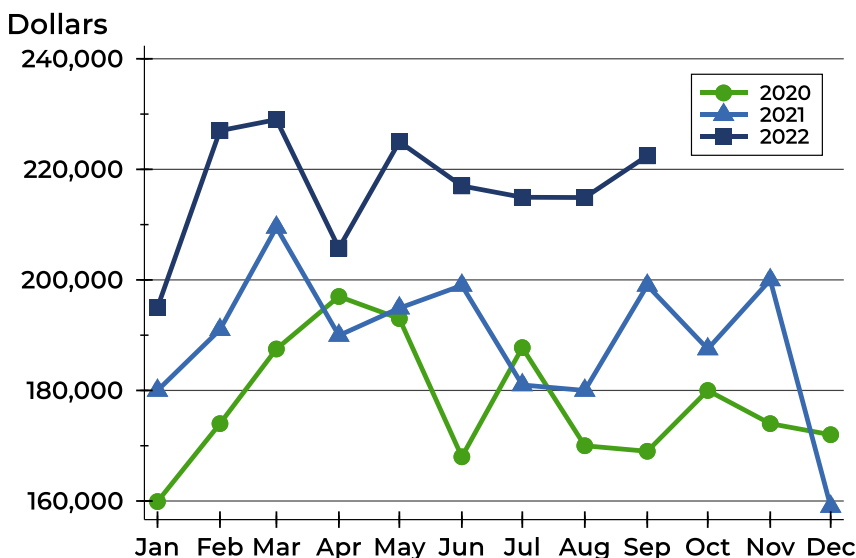
Flint Hills Association Eight-County Jurisdiction New Listings Analysis

Average Price



Month	2020	2021	2022
January	174,831	215,661	241,417
February	197,342	213,145	232,142
March	203,512	229,658	246,057
April	208,370	215,864	230,449
May	210,466	203,956	239,641
June	191,983	212,237	237,535
July	206,327	207,523	239,310
August	195,573	195,116	227,178
September	184,467	230,292	238,107
October	196,266	235,142	
November	185,957	210,606	
December	194,515	183,075	

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	217,000
July	187,750	181,000	214,950
August	170,000	180,000	214,900
September	169,000	199,000	222,450
October	180,000	187,500	
November	174,000	200,000	
December	172,000	159,000	



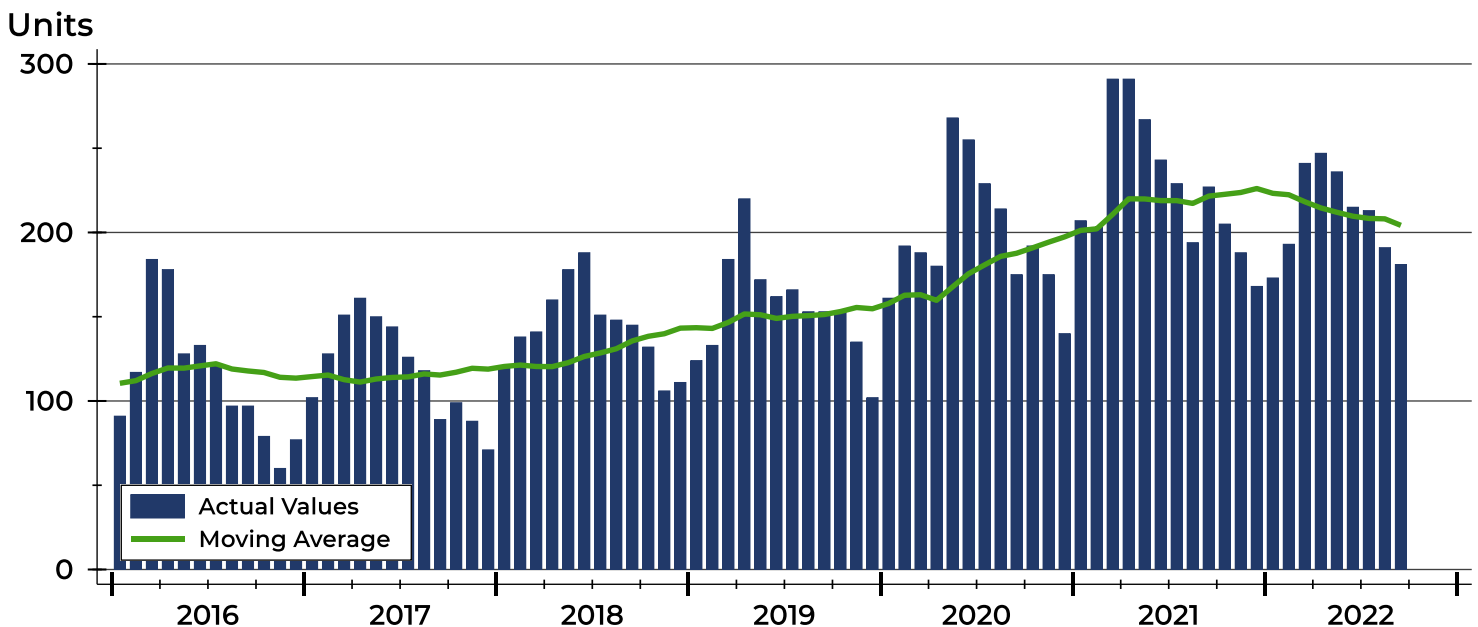
Flint Hills Association Eight-County Jurisdiction Contracts Written Analysis

Summary Statistics for Contracts Written		September			Year-to-Date		
		2022	2021	Change	2022	2021	Change
Contracts Written		181	227	-20.3%	1,890	2,152	-12.2%
Volume (1,000s)		40,624	50,751	-20.0%	426,629	456,439	-6.5%
Average	Sale Price	224,443	223,572	0.4%	225,730	212,100	6.4%
	Days on Market	36	36	0.0%	29	35	-17.1%
	Percent of Original	97.3%	96.1%	1.2%	98.0%	97.7%	0.3%
Median	Sale Price	205,000	195,000	5.1%	204,950	190,000	7.9%
	Days on Market	22	19	15.8%	9	10	-10.0%
	Percent of Original	100.0%	98.6%	1.4%	100.0%	100.0%	0.0%

A total of 181 contracts for sale were written in the FHAR eight-county jurisdiction during the month of September, down from 227 in 2021. The median list price of these homes was \$205,000, up from \$195,000 the prior year.

Half of the homes that went under contract in September were on the market less than 22 days, compared to 19 days in September 2021.

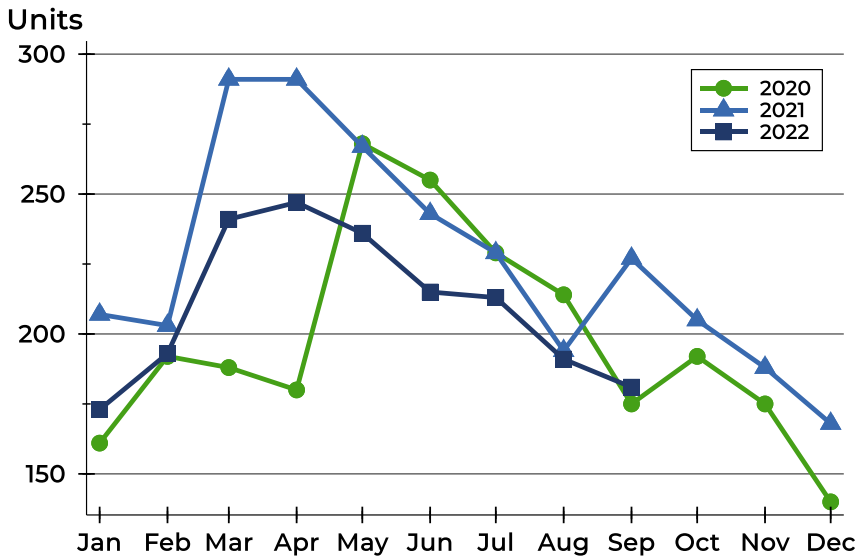
History of Contracts Written





Flint Hills Association Eight-County Jurisdiction Contracts Written Analysis

Contracts Written by Month



Month	2020	2021	2022
January	161	207	173
February	192	203	193
March	188	291	241
April	180	291	247
May	268	267	236
June	255	243	215
July	229	229	213
August	214	194	191
September	175	227	181
October	192	205	
November	175	188	
December	140	168	

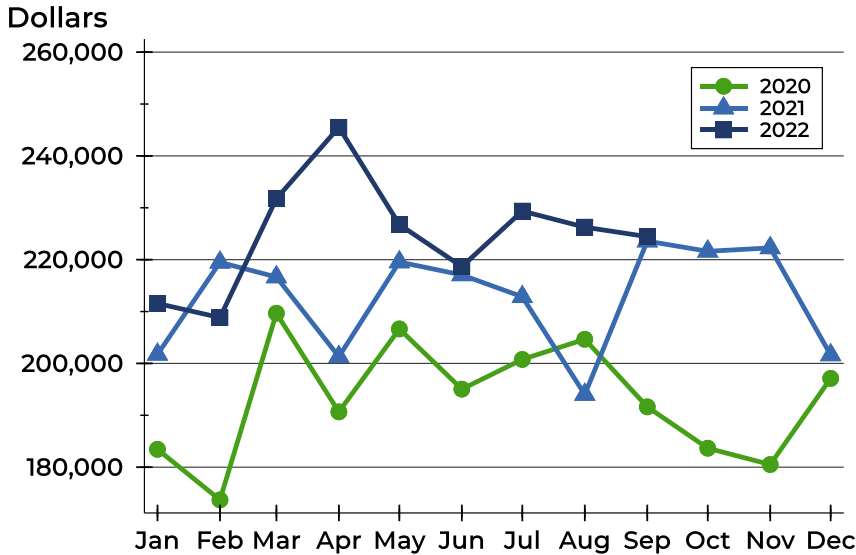
Contracts Written by Price Range

Price Range	Contracts Written		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$25,000-\$49,999	7	3.9%	38,414	40,000	17	6	86.6%	90.0%
\$50,000-\$99,999	13	7.2%	80,854	80,000	30	25	96.0%	100.0%
\$100,000-\$124,999	11	6.1%	111,341	110,000	26	6	98.6%	100.0%
\$125,000-\$149,999	16	8.8%	137,288	135,500	44	31	97.8%	100.0%
\$150,000-\$174,999	21	11.6%	161,710	160,000	21	7	98.5%	100.0%
\$175,000-\$199,999	21	11.6%	187,750	186,700	34	23	95.7%	100.0%
\$200,000-\$249,999	20	11.0%	226,153	222,450	37	26	97.4%	100.0%
\$250,000-\$299,999	31	17.1%	272,558	269,900	40	31	98.1%	100.0%
\$300,000-\$399,999	29	16.0%	330,293	325,000	23	16	98.6%	100.0%
\$400,000-\$499,999	8	4.4%	435,439	432,500	112	42	98.4%	100.0%
\$500,000-\$749,999	3	1.7%	586,633	525,000	115	117	100.1%	97.9%
\$750,000-\$999,999	1	0.6%	750,000	750,000	31	31	100.0%	100.0%
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



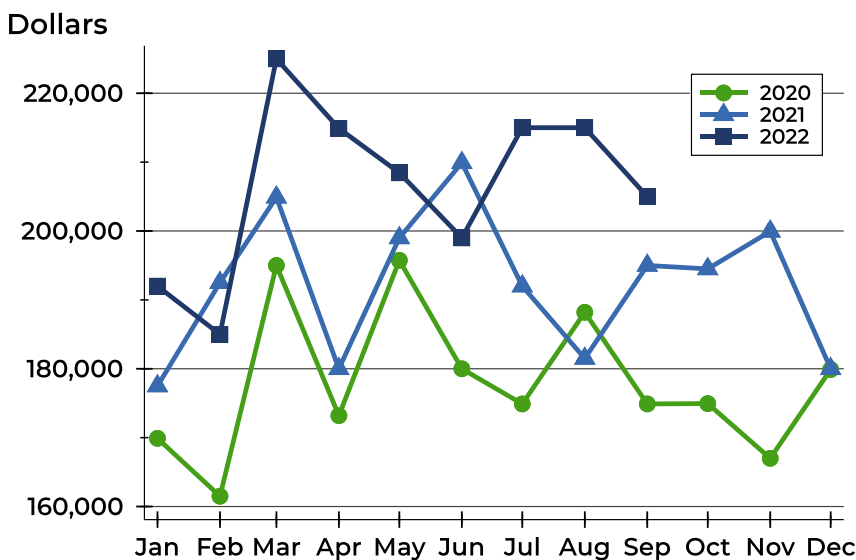
Flint Hills Association Eight-County Jurisdiction Contracts Written Analysis

Average Price



Month	2020	2021	2022
January	183,447	201,740	211,555
February	173,700	219,484	208,842
March	209,678	216,661	231,757
April	190,664	201,302	245,521
May	206,649	219,550	226,770
June	195,044	217,062	218,666
July	200,768	212,848	229,365
August	204,658	194,008	226,263
September	191,630	223,572	224,443
October	183,658	221,618	
November	180,510	222,270	
December	197,115	201,636	

Median Price

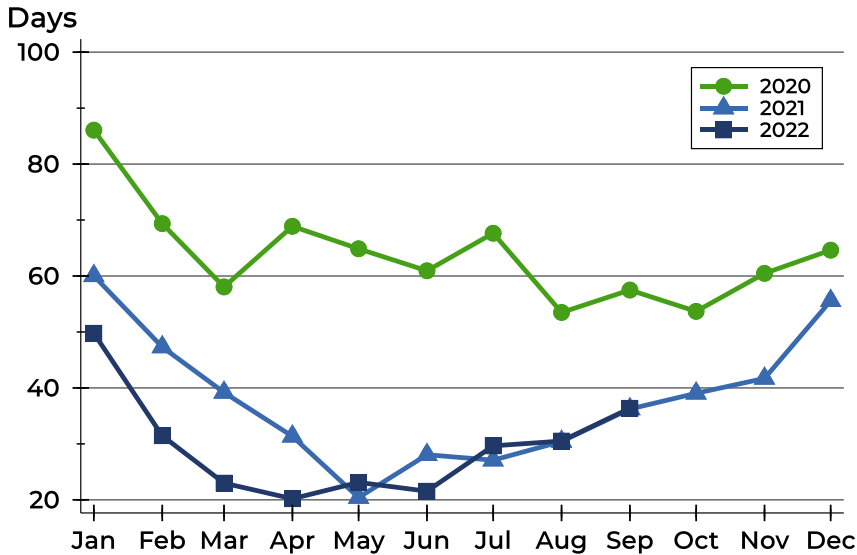


Month	2020	2021	2022
January	169,900	177,500	192,000
February	161,500	192,500	185,000
March	195,000	204,900	225,000
April	173,200	180,000	214,900
May	195,750	199,000	208,450
June	180,000	209,900	199,000
July	174,900	192,000	215,000
August	188,200	181,500	215,000
September	174,900	195,000	205,000
October	174,950	194,500	
November	167,000	199,950	
December	179,900	180,000	



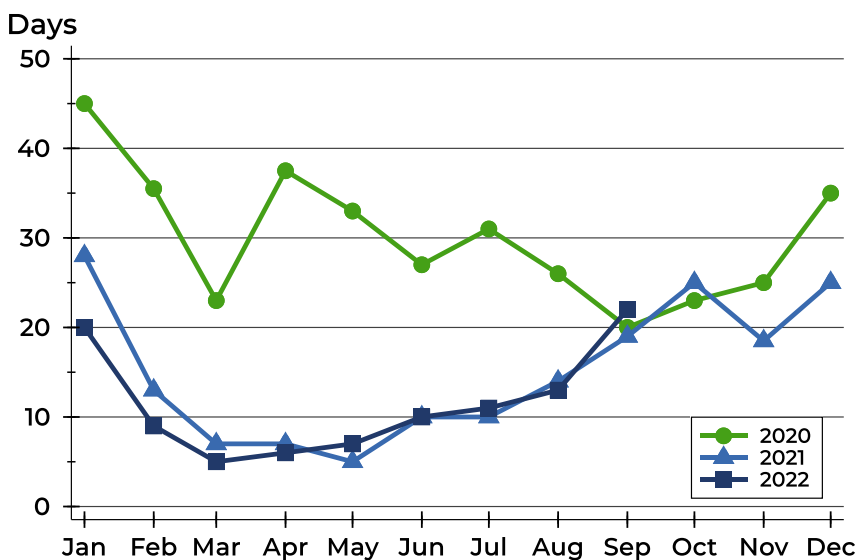
Flint Hills Association Eight-County Jurisdiction Contracts Written Analysis

Average DOM



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

Median DOM



Month	2020	2021	2022
January	45	28	20
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	22
October	23	25	
November	25	19	
December	35	25	



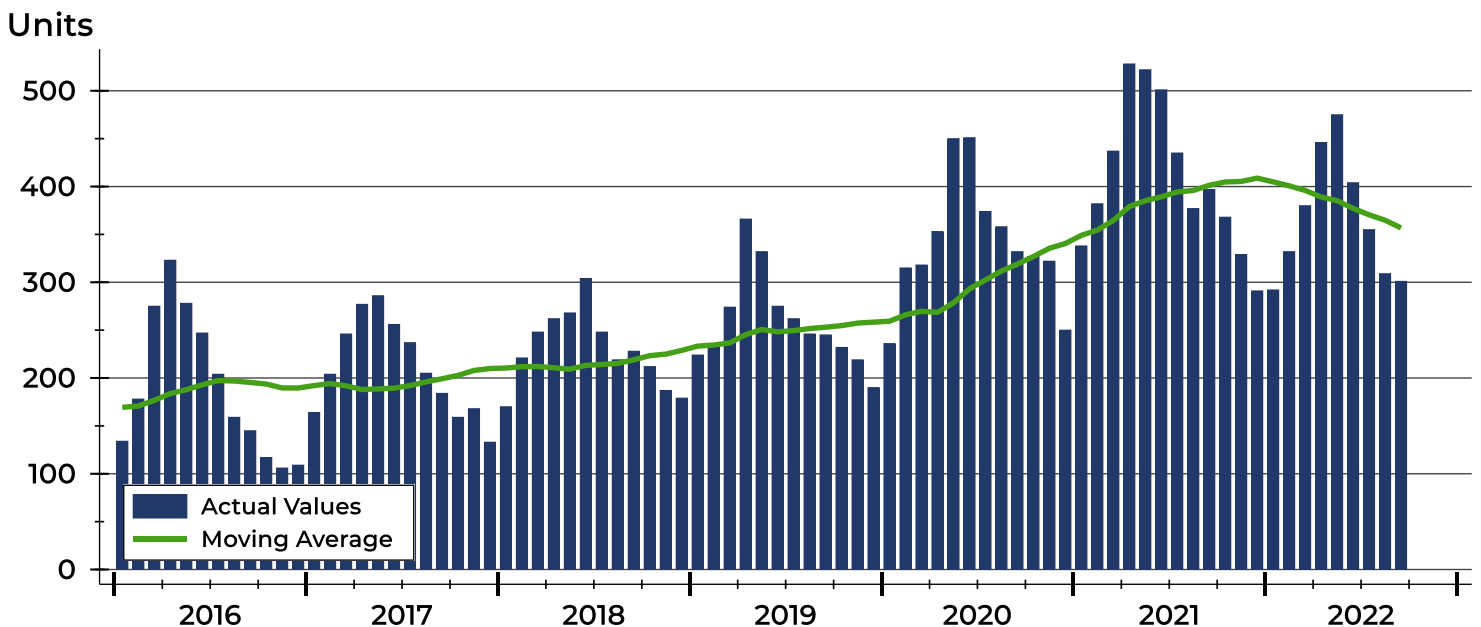
Flint Hills Association Eight-County Jurisdiction Pending Contracts Analysis

Summary Statistics for Pending Contracts		End of September		
		2022	2021	Change
Pending Contracts		301	397	-24.2%
Volume (1,000s)		71,521	87,332	-18.1%
Average	List Price	237,610	219,980	8.0%
	Days on Market	36	40	-10.0%
	Percent of Original	98.5%	98.3%	0.2%
Median	List Price	220,000	195,000	12.8%
	Days on Market	20	20	0.0%
	Percent of Original	100.0%	100.0%	0.0%

A total of 301 listings in the FHAR eight-county jurisdiction had contracts pending at the end of September, down from 397 contracts pending at the end of September 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.

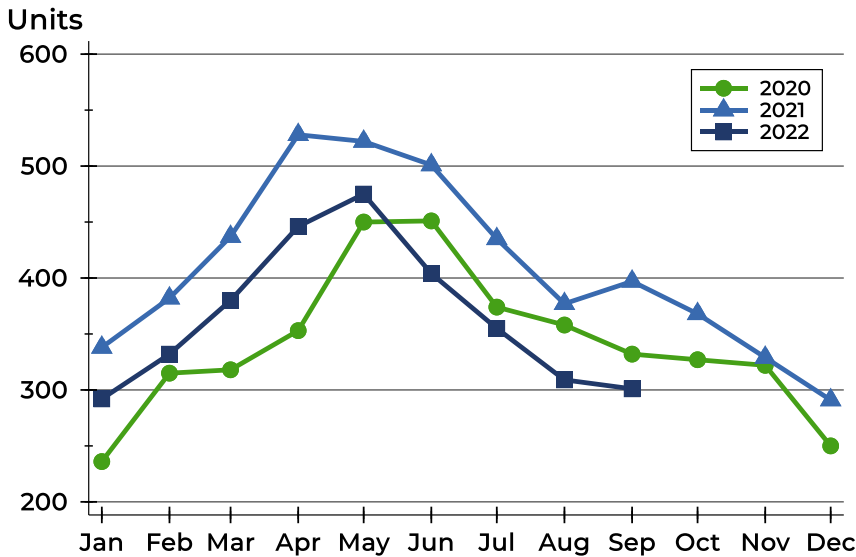
History of Pending Contracts





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	
November	322	329	
December	250	291	

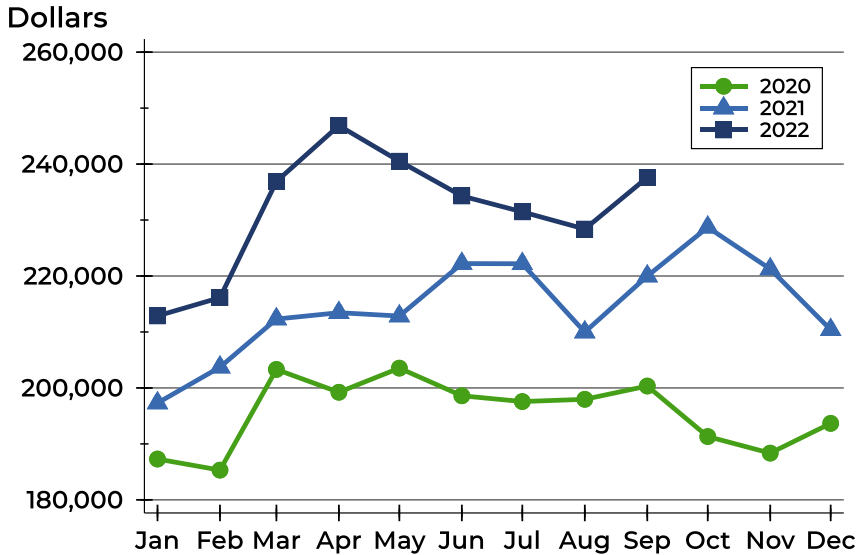
Pending Contracts by Price Range

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	1.3%	44,725	43,500	20	16	97.5%	100.0%
\$50,000-\$99,999	20	6.6%	83,018	84,750	50	33	98.7%	100.0%
\$100,000-\$124,999	17	5.6%	110,897	110,000	14	7	99.7%	100.0%
\$125,000-\$149,999	30	10.0%	138,407	137,950	47	33	97.7%	100.0%
\$150,000-\$174,999	34	11.3%	162,147	164,950	28	12	98.4%	100.0%
\$175,000-\$199,999	30	10.0%	186,382	185,000	34	19	97.6%	100.0%
\$200,000-\$249,999	44	14.6%	227,901	229,250	35	26	98.4%	100.0%
\$250,000-\$299,999	50	16.6%	271,698	269,900	34	21	98.9%	100.0%
\$300,000-\$399,999	49	16.3%	338,999	330,000	29	17	98.4%	100.0%
\$400,000-\$499,999	14	4.7%	439,058	440,000	77	19	99.4%	100.0%
\$500,000-\$749,999	7	2.3%	602,757	549,900	69	88	98.4%	100.0%
\$750,000-\$999,999	1	0.3%	750,000	750,000	31	31	100.0%	100.0%
\$1,000,000 and up	1	0.3%	1,200,000	1,200,000	32	32	100.0%	100.0%



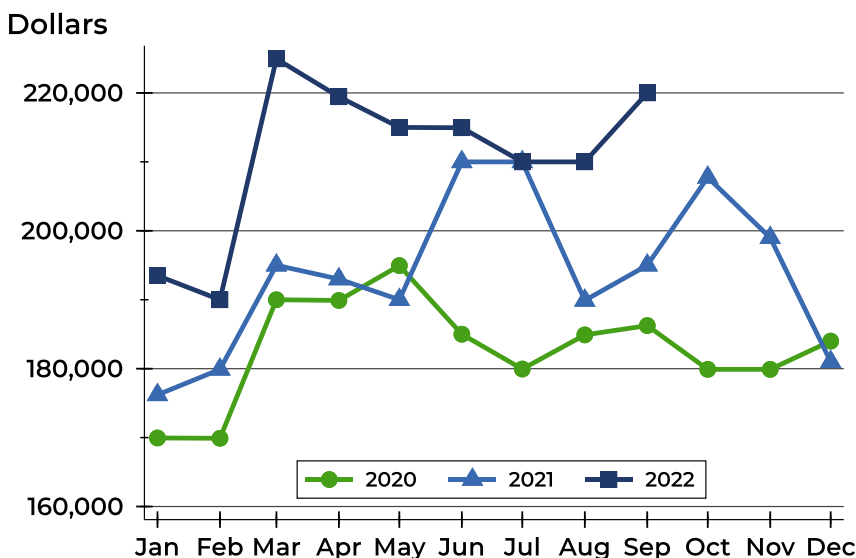
Flint Hills Association Eight-County Jurisdiction Pending Contracts Analysis

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	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	
November	188,356	221,250	
December	193,670	210,403	

Median Price

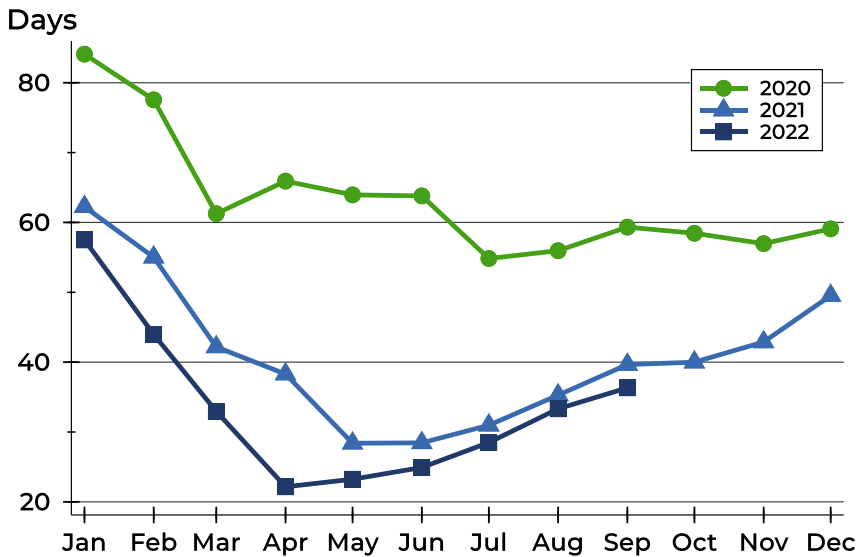


Month	2020	2021	2022
January	169,950	176,200	193,500
February	169,900	179,900	190,000
March	190,000	195,000	224,950
April	189,900	193,000	219,450
May	194,950	190,000	215,000
June	185,000	210,000	214,950
July	179,950	210,000	210,000
August	184,900	189,900	210,000
September	186,250	195,000	220,000
October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



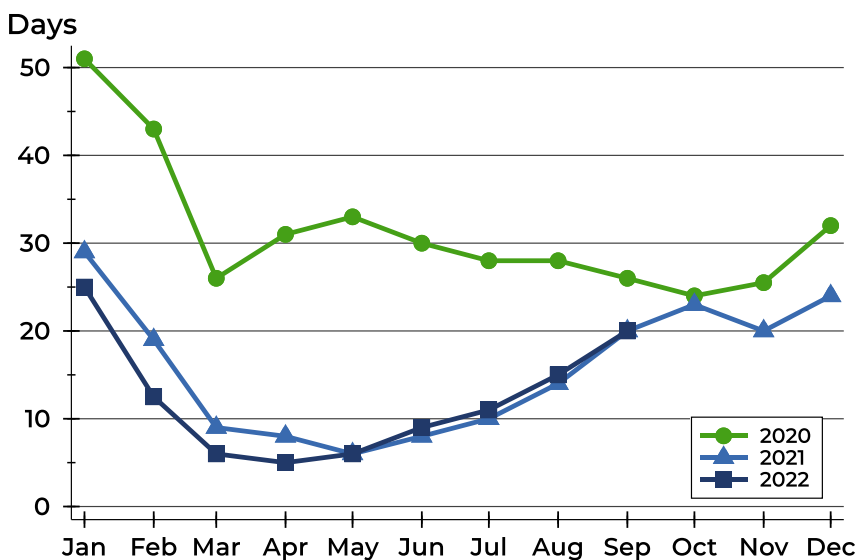
Flint Hills Association Eight-County Jurisdiction Pending Contracts Analysis

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	33
September	59	40	36
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	15
September	26	20	20
October	24	23	
November	26	20	
December	32	24	