



**January
2023**

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 January

Total home sales in the FHAR eight-county jurisdiction fell last month to 85 units, compared to 156 units in January 2022. Total sales volume was \$18.0 million, down from a year earlier.

The median sale price in January was \$185,000, down from \$186,250 a year earlier. Homes that sold in January were typically on the market for 32 days and sold for 97.8% of their list prices.

FHAR Jurisdiction Active Listings Up at End of January

The total number of active listings in the FHAR eight-county jurisdiction at the end of January was 349 units, up from 271 at the same point in 2022. 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 January was \$215,000.

During January, a total of 148 contracts were written down from 175 in January 2022. At the end of the month, there were 210 contracts still pending.

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Contact Information

Margaret Pendleton, Association Executive
 Flint Hills Association of REALTORS®
 205 S. Seth Child Road
 Manhattan, KS 66502
 785-776-1203
ae@flinthillsrealtors.net
www.flinthillsrealtors.net



**January
2023**

Flint Hills MLS Statistics



**FLINT HILLS
ASSOCIATION
OF REALTORS®**

Flint Hills Association Eight-County Jurisdiction Summary Statistics

January MLS Statistics Three-year History		Current Month			Year-to-Date		
		2023	2022	2021	2023	2022	2021
Home Sales		85	156	127	85	156	127
Change from prior year		-45.5%	22.8%	10.4%	-45.5%	22.8%	10.4%
Active Listings		349	271	362	N/A	N/A	N/A
Change from prior year		28.8%	-25.1%	-49.4%			
Months' Supply		1.8	1.2	1.9	N/A	N/A	N/A
Change from prior year		50.0%	-36.8%	-58.7%			
New Listings		146	179	201	146	179	201
Change from prior year		-18.4%	-10.9%	-18.0%	-18.4%	-10.9%	-18.0%
Contracts Written		148	175	207	148	175	207
Change from prior year		-15.4%	-15.5%	28.6%	-15.4%	-15.5%	28.6%
Pending Contracts		210	292	338	N/A	N/A	N/A
Change from prior year		-28.1%	-13.6%	43.2%			
Sales Volume (1,000s)		17,987	32,454	24,309	17,987	32,454	24,309
Change from prior year		-44.6%	33.5%	13.7%	-44.6%	33.5%	13.7%
Average	Sale Price	211,613	208,036	191,410	211,613	208,036	191,410
	Change from prior year	1.7%	8.7%	3.0%	1.7%	8.7%	3.0%
	List Price of Actives	252,283	225,726	212,332	N/A	N/A	N/A
	Change from prior year	11.8%	6.3%	11.4%			
	Days on Market	53	45	59	53	45	59
Change from prior year	17.8%	-23.7%	-37.9%	17.8%	-23.7%	-37.9%	
Percent of List	96.2%	97.6%	97.1%	96.2%	97.6%	97.1%	
Change from prior year	-1.4%	0.5%	0.7%	-1.4%	0.5%	0.7%	
Percent of Original	93.2%	95.4%	95.7%	93.2%	95.4%	95.7%	
Change from prior year	-2.3%	-0.3%	2.1%	-2.3%	-0.3%	2.1%	
Median	Sale Price	185,000	186,250	187,000	185,000	186,250	187,000
	Change from prior year	-0.7%	-0.4%	5.9%	-0.7%	-0.4%	5.9%
	List Price of Actives	215,000	159,900	165,000	N/A	N/A	N/A
	Change from prior year	34.5%	-3.1%	4.4%			
	Days on Market	32	24	32	32	24	32
Change from prior year	33.3%	-25.0%	-45.8%	33.3%	-25.0%	-45.8%	
Percent of List	97.8%	99.6%	99.0%	97.8%	99.6%	99.0%	
Change from prior year	-1.8%	0.6%	0.8%	-1.8%	0.6%	0.8%	
Percent of Original	95.7%	98.0%	98.5%	95.7%	98.0%	98.5%	
Change from prior year	-2.3%	-0.5%	2.2%	-2.3%	-0.5%	2.2%	

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



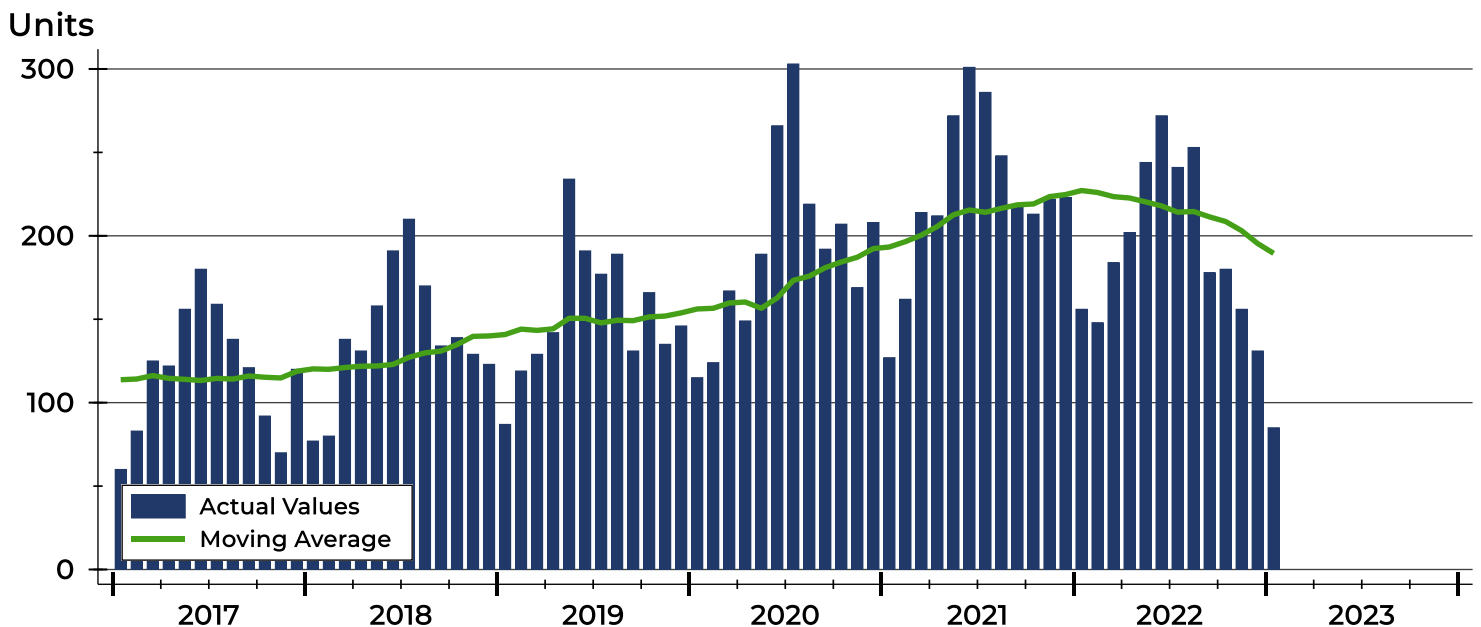
Flint Hills Association Eight-County Jurisdiction Closed Listings Analysis

Summary Statistics for Closed Listings		2023	January 2022	Change	2023	Year-to-Date 2022	Change
Closed Listings		85	156	-45.5%	85	156	-45.5%
Volume (1,000s)		17,987	32,454	-44.6%	17,987	32,454	-44.6%
Months' Supply		1.8	1.2	50.0%	N/A	N/A	N/A
Average	Sale Price	211,613	208,036	1.7%	211,613	208,036	1.7%
	Days on Market	53	45	17.8%	53	45	17.8%
	Percent of List	96.2%	97.6%	-1.4%	96.2%	97.6%	-1.4%
	Percent of Original	93.2%	95.4%	-2.3%	93.2%	95.4%	-2.3%
Median	Sale Price	185,000	186,250	-0.7%	185,000	186,250	-0.7%
	Days on Market	32	24	33.3%	32	24	33.3%
	Percent of List	97.8%	99.6%	-1.8%	97.8%	99.6%	-1.8%
	Percent of Original	95.7%	98.0%	-2.3%	95.7%	98.0%	-2.3%

A total of 85 homes sold in the FHAR eight-county jurisdiction in January, down from 156 units in January 2022. Total sales volume fell to \$18.0 million compared to \$32.5 million in the previous year.

The median sales price in January was \$185,000, down 0.7% compared to the prior year. Median days on market was 32 days, up from 19 days in December, and up from 24 in January 2022.

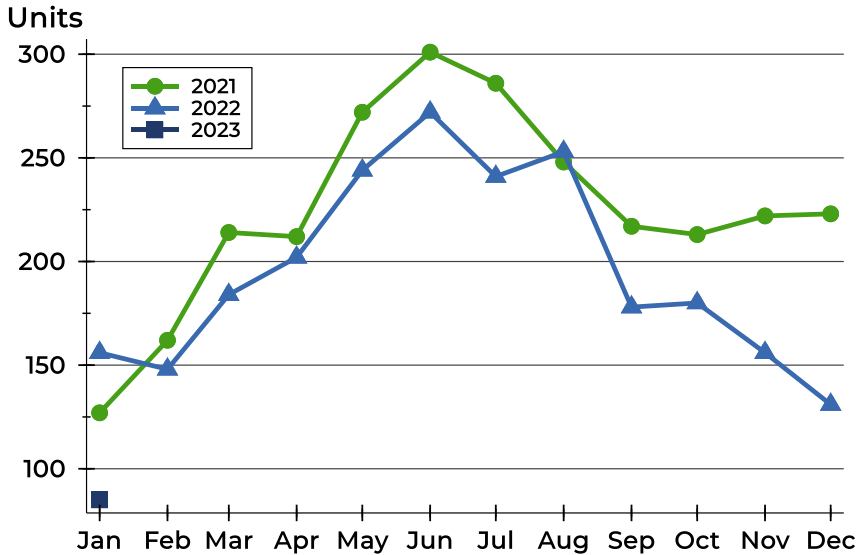
History of Closed Listings





Flint Hills Association Eight-County Jurisdiction Closed Listings Analysis

Closed Listings by Month



Month	2021	2022	2023
January	127	156	85
February	162	148	
March	214	184	
April	212	202	
May	272	244	
June	301	272	
July	286	241	
August	248	253	
September	217	178	
October	213	180	
November	222	156	
December	223	131	

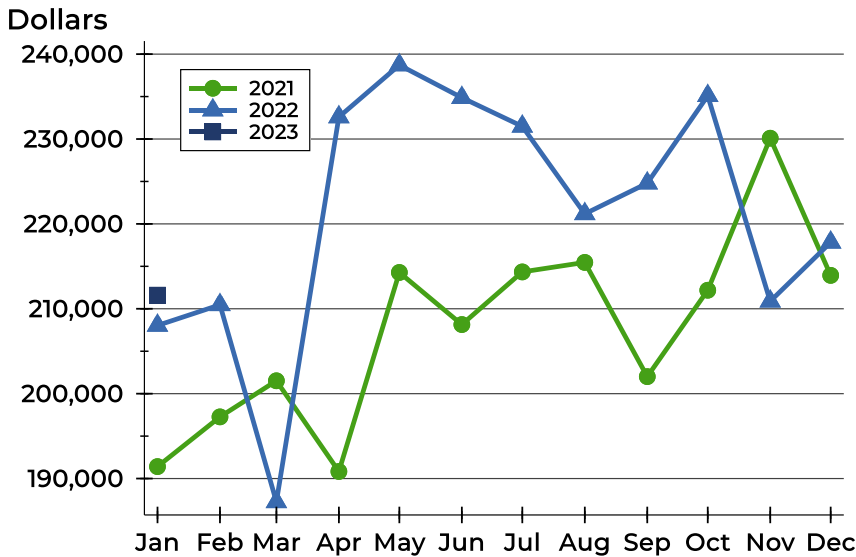
Closed Listings by Price Range

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	1.2%	0.7	14,000	14,000	127	127	93.3%	93.3%	70.0%	70.0%
\$25,000-\$49,999	4	4.7%	1.5	32,000	31,500	45	42	76.5%	75.3%	68.4%	68.2%
\$50,000-\$99,999	8	9.4%	2.5	82,088	81,000	85	37	93.3%	94.2%	90.4%	88.2%
\$100,000-\$124,999	8	9.4%	1.3	113,178	112,500	37	26	97.0%	95.9%	95.2%	94.8%
\$125,000-\$149,999	9	10.6%	2.0	135,772	136,000	49	17	98.9%	101.6%	95.3%	100.0%
\$150,000-\$174,999	9	10.6%	1.5	163,167	165,000	24	22	96.3%	95.9%	96.0%	95.9%
\$175,000-\$199,999	7	8.2%	1.5	187,586	185,000	24	24	98.2%	97.8%	96.8%	95.8%
\$200,000-\$249,999	12	14.1%	1.8	220,525	211,250	72	69	96.6%	97.9%	93.8%	96.1%
\$250,000-\$299,999	9	10.6%	1.4	267,011	260,000	83	51	97.2%	97.3%	93.4%	91.8%
\$300,000-\$399,999	12	14.1%	1.6	338,182	328,325	44	40	98.2%	98.7%	95.5%	97.2%
\$400,000-\$499,999	2	2.4%	3.3	405,963	405,963	69	69	98.7%	98.7%	96.0%	96.0%
\$500,000-\$749,999	4	4.7%	5.5	589,975	570,450	37	12	101.0%	101.0%	97.3%	101.0%
\$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



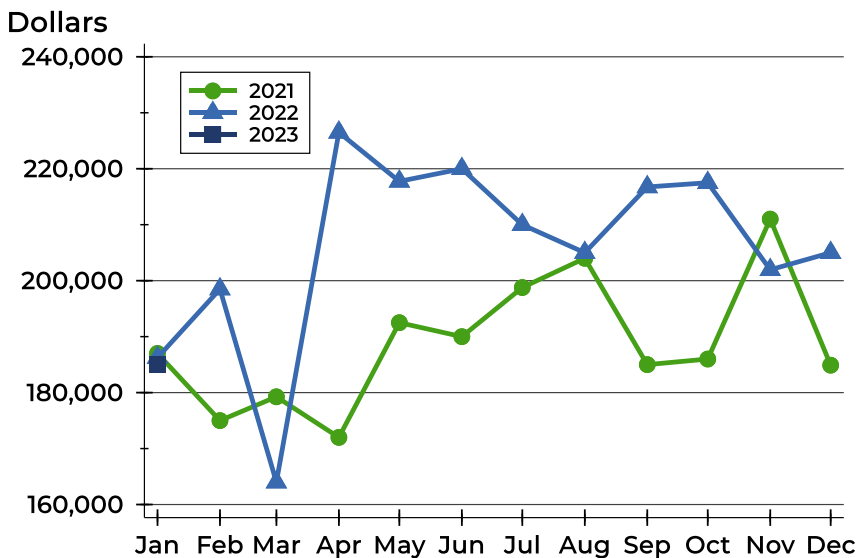
Flint Hills Association Eight-County Jurisdiction Closed Listings Analysis

Average Price



Month	2021	2022	2023
January	191,410	208,036	211,613
February	197,267	210,465	
March	201,520	187,253	
April	190,833	232,595	
May	214,279	238,717	
June	208,145	234,872	
July	214,345	231,492	
August	215,464	221,184	
September	202,011	224,797	
October	212,187	235,098	
November	230,099	210,884	
December	213,939	217,827	

Median Price

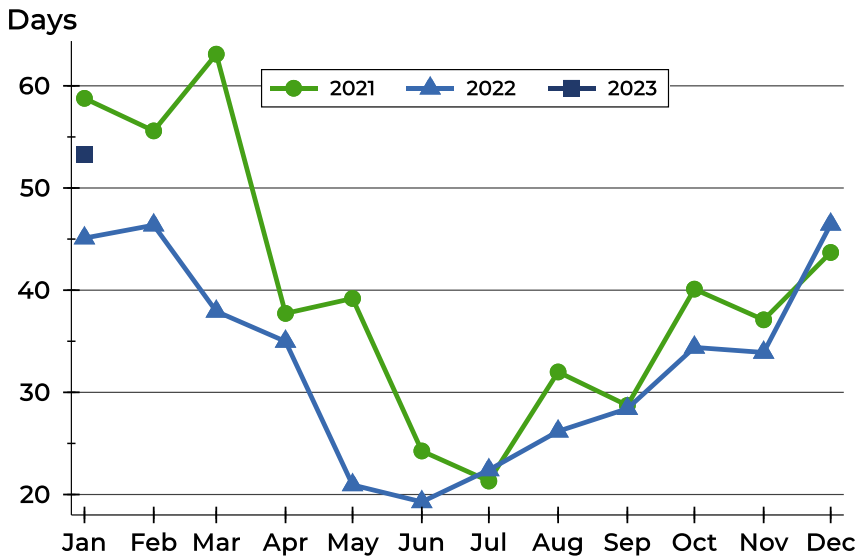


Month	2021	2022	2023
January	187,000	186,250	185,000
February	175,000	198,500	
March	179,250	164,000	
April	172,000	226,500	
May	192,500	217,750	
June	190,000	220,000	
July	198,775	210,000	
August	204,000	205,000	
September	185,000	216,750	
October	186,000	217,500	
November	211,000	201,950	
December	184,900	205,000	



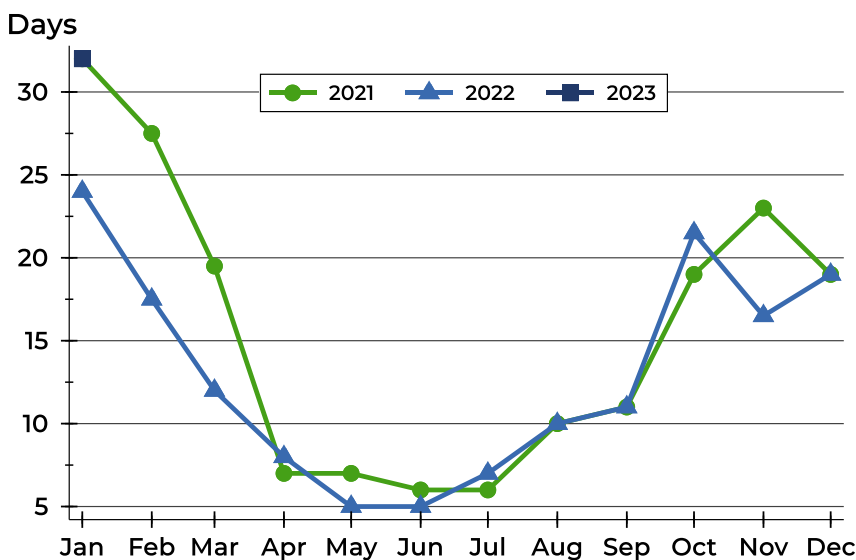
Flint Hills Association Eight-County Jurisdiction Closed Listings Analysis

Average DOM



Month	2021	2022	2023
January	59	45	53
February	56	46	
March	63	38	
April	38	35	
May	39	21	
June	24	19	
July	21	22	
August	32	26	
September	29	28	
October	40	34	
November	37	34	
December	44	46	

Median DOM



Month	2021	2022	2023
January	32	24	32
February	28	18	
March	20	12	
April	7	8	
May	7	5	
June	6	5	
July	6	7	
August	10	10	
September	11	11	
October	19	22	
November	23	17	
December	19	19	



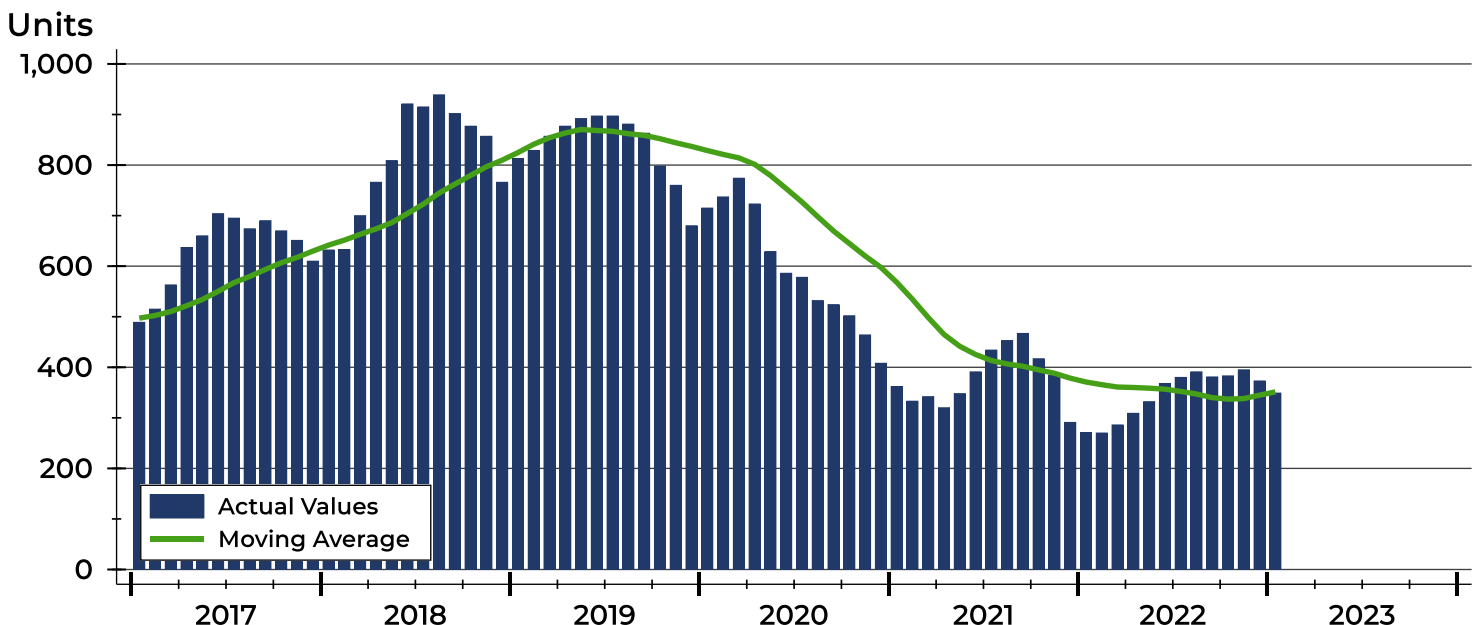
Flint Hills Association Eight-County Jurisdiction Active Listings Analysis

Summary Statistics for Active Listings		2023	End of January 2022	Change
Active Listings		349	271	28.8%
Volume (1,000s)		88,047	61,172	43.9%
Months' Supply		1.8	1.2	50.0%
Average	List Price	252,283	225,726	11.8%
	Days on Market	90	87	3.4%
	Percent of Original	97.3%	97.4%	-0.1%
Median	List Price	215,000	159,900	34.5%
	Days on Market	75	60	25.0%
	Percent of Original	100.0%	100.0%	0.0%

A total of 349 homes were available for sale in the FHAR eight-county jurisdiction at the end of January. This represents a 1.8 months' supply of active listings.

The median list price of homes on the market at the end of January was \$215,000, up 34.5% from 2022. The typical time on market for active listings was 75 days, up from 60 days a year earlier.

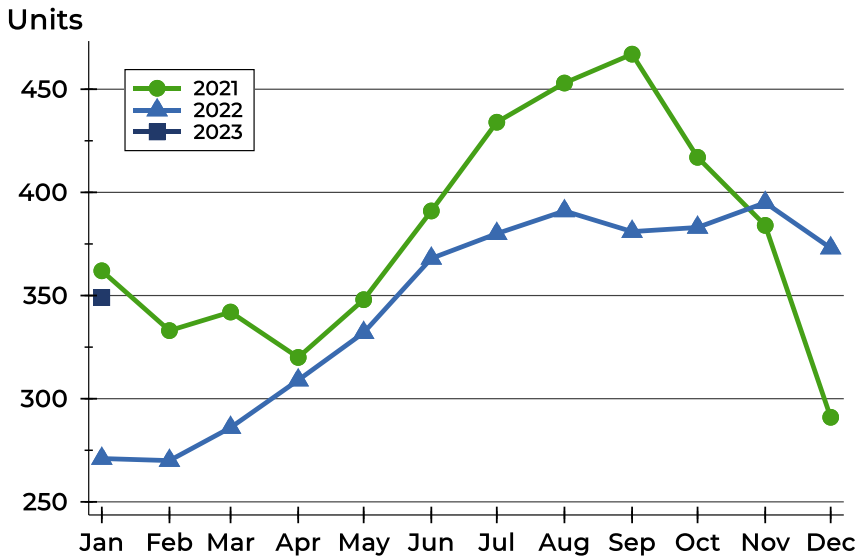
History of Active Listings





Flint Hills Association Eight-County Jurisdiction Active Listings Analysis

Active Listings by Month



Month	2021	2022	2023
January	362	271	349
February	333	270	
March	342	286	
April	320	309	
May	348	332	
June	391	368	
July	434	380	
August	453	391	
September	467	381	
October	417	383	
November	384	395	
December	291	373	

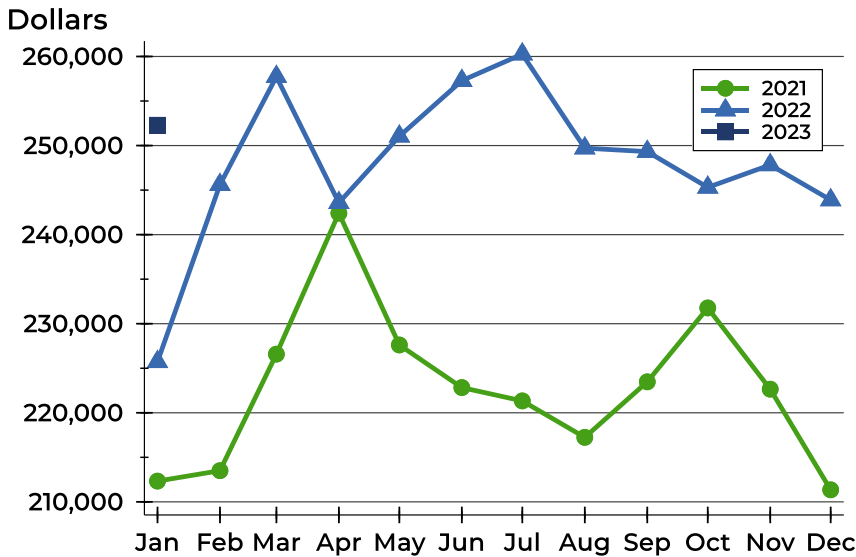
Active Listings by Price Range

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	1	0.3%	0.7	15,000	15,000	96	96	100.0%	100.0%
\$25,000-\$49,999	7	2.0%	1.5	34,786	30,000	84	56	98.9%	100.0%
\$50,000-\$99,999	41	11.7%	2.5	81,722	85,000	97	86	95.0%	100.0%
\$100,000-\$124,999	18	5.2%	1.3	115,361	117,450	95	69	94.2%	96.1%
\$125,000-\$149,999	35	10.0%	2.0	136,223	135,900	76	70	98.2%	100.0%
\$150,000-\$174,999	28	8.0%	1.5	162,857	162,400	87	76	98.8%	100.0%
\$175,000-\$199,999	27	7.7%	1.5	188,370	189,000	97	91	96.6%	100.0%
\$200,000-\$249,999	56	16.0%	1.8	224,441	225,000	86	81	96.5%	97.9%
\$250,000-\$299,999	39	11.2%	1.4	276,551	275,000	52	52	98.4%	100.0%
\$300,000-\$399,999	44	12.6%	1.6	349,179	342,500	124	91	97.7%	100.0%
\$400,000-\$499,999	29	8.3%	3.3	448,044	449,900	77	58	99.4%	100.0%
\$500,000-\$749,999	20	5.7%	5.5	612,655	625,000	88	77	97.2%	100.0%
\$750,000-\$999,999	3	0.9%	N/A	927,667	958,000	212	146	92.6%	98.0%
\$1,000,000 and up	1	0.3%	N/A	1,200,000	1,200,000	295	295	100.0%	100.0%



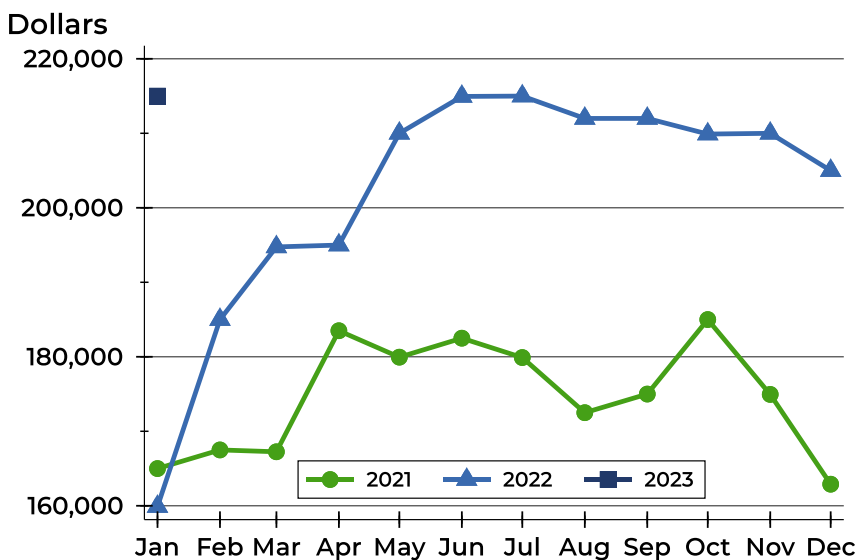
Flint Hills Association Eight-County Jurisdiction Active Listings Analysis

Average Price



Month	2021	2022	2023
January	212,332	225,726	252,283
February	213,504	245,608	
March	226,585	257,735	
April	242,408	243,580	
May	227,614	251,047	
June	222,830	257,286	
July	221,336	260,263	
August	217,244	249,712	
September	223,475	249,322	
October	231,771	245,307	
November	222,652	247,830	
December	211,354	243,887	

Median Price

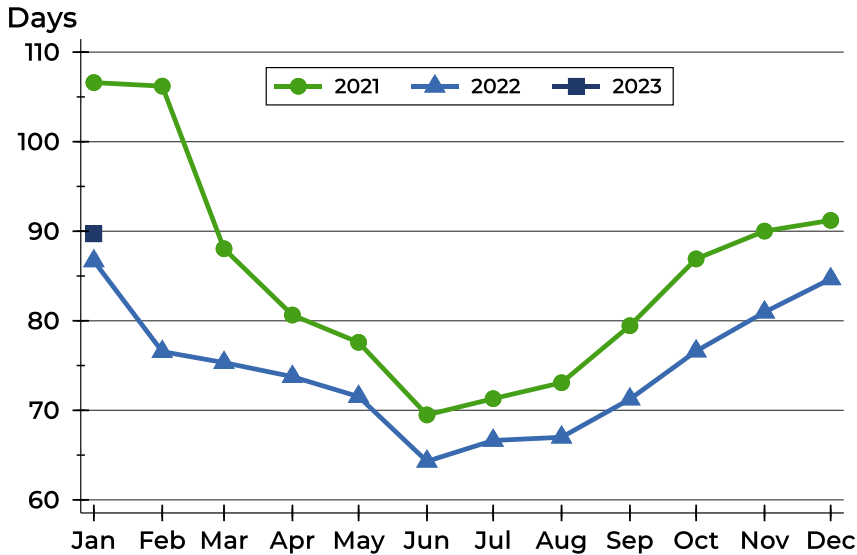


Month	2021	2022	2023
January	165,000	159,900	215,000
February	167,500	185,000	
March	167,250	194,750	
April	183,500	195,000	
May	179,950	210,000	
June	182,500	214,950	
July	179,900	215,000	
August	172,500	212,000	
September	175,000	212,000	
October	185,000	209,900	
November	174,950	210,000	
December	162,900	205,000	



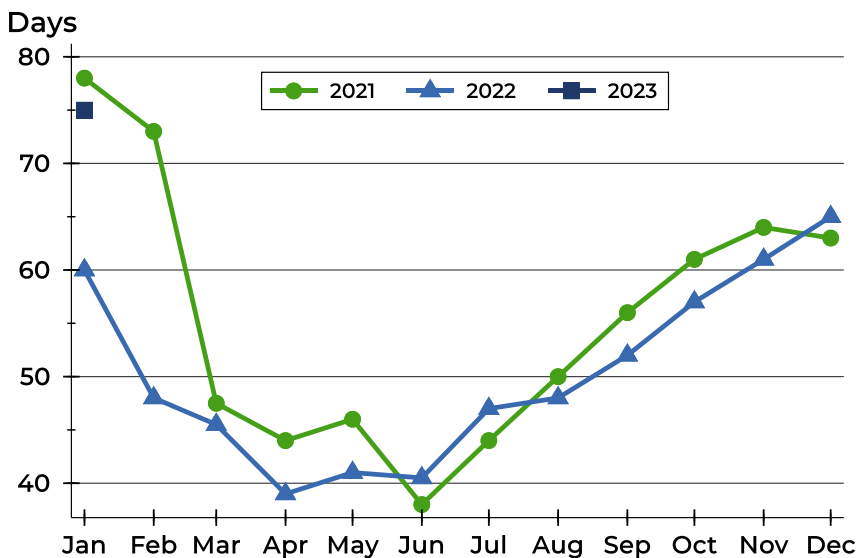
Flint Hills Association Eight-County Jurisdiction Active Listings Analysis

Average DOM



Month	2021	2022	2023
January	107	87	90
February	106	77	77
March	88	75	75
April	81	74	74
May	78	72	72
June	69	64	64
July	71	67	67
August	73	67	67
September	79	71	71
October	87	77	77
November	90	81	81
December	91	85	85

Median DOM

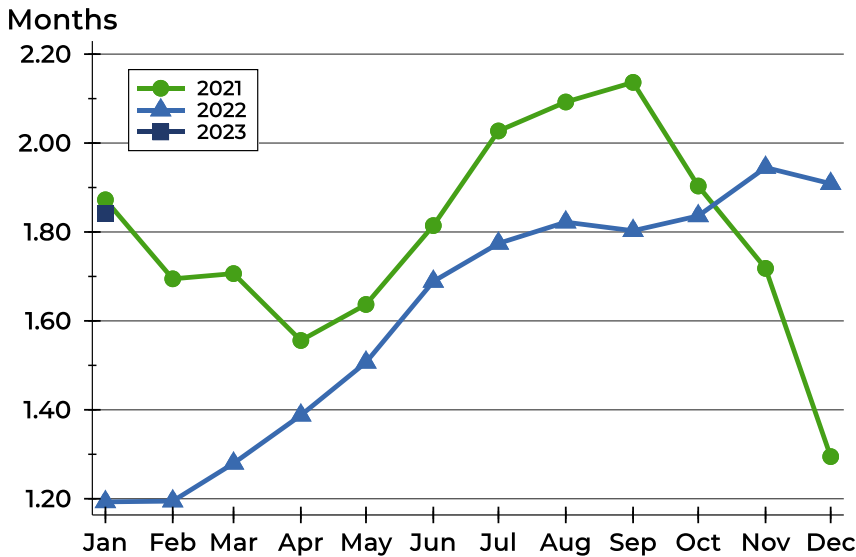


Month	2021	2022	2023
January	78	60	75
February	73	48	48
March	48	46	46
April	44	39	39
May	46	41	41
June	38	41	41
July	44	47	47
August	50	48	48
September	56	52	52
October	61	57	57
November	64	61	61
December	63	65	65



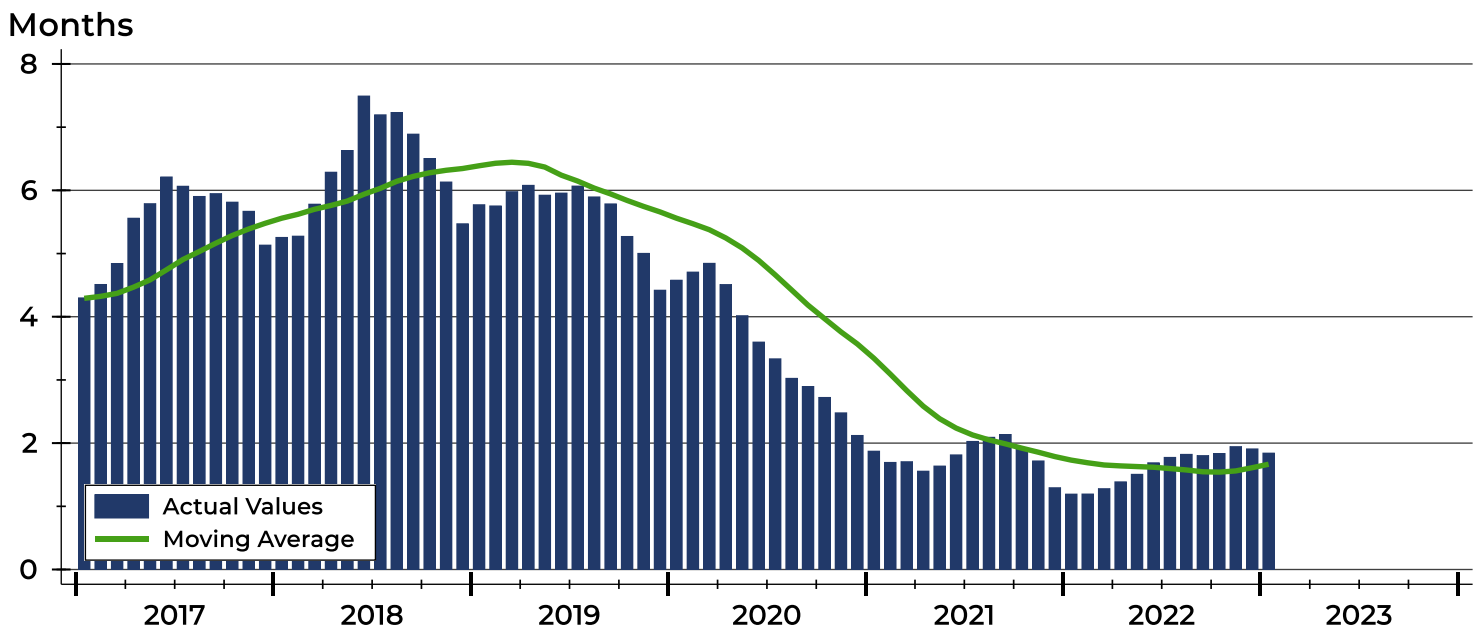
Flint Hills Association Eight-County Jurisdiction Months' Supply Analysis

Months' Supply by Month



Month	2021	2022	2023
January	1.9	1.2	1.8
February	1.7	1.2	
March	1.7	1.3	
April	1.6	1.4	
May	1.6	1.5	
June	1.8	1.7	
July	2.0	1.8	
August	2.1	1.8	
September	2.1	1.8	
October	1.9	1.8	
November	1.7	1.9	
December	1.3	1.9	

History of Month's Supply





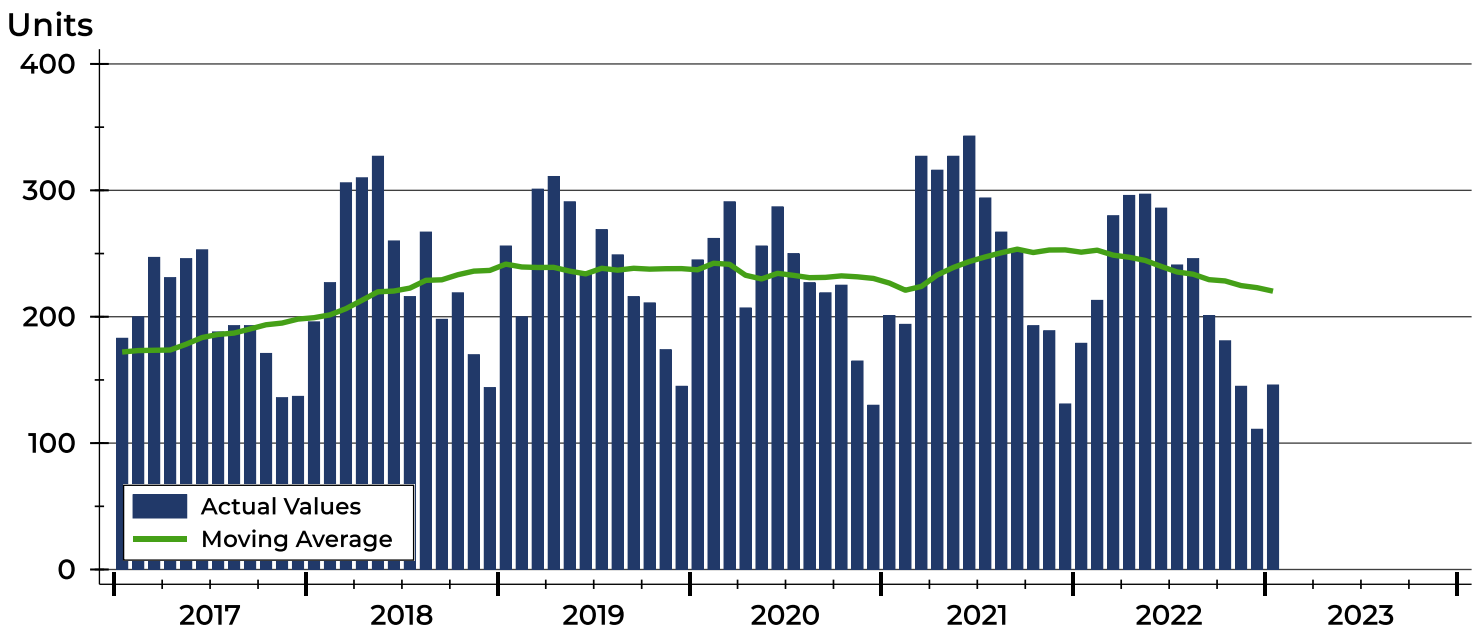
Flint Hills Association Eight-County Jurisdiction New Listings Analysis

Summary Statistics for New Listings		2023	January 2022	Change
Current Month	New Listings	146	179	-18.4%
	Volume (1,000s)	36,531	43,529	-16.1%
	Average List Price	250,211	243,179	2.9%
	Median List Price	230,000	197,100	16.7%
Year-to-Date	New Listings	146	179	-18.4%
	Volume (1,000s)	36,531	43,529	-16.1%
	Average List Price	250,211	243,179	2.9%
	Median List Price	230,000	197,100	16.7%

A total of 146 new listings were added in the FHAR eight-county jurisdiction during January, down 18.4% from the same month in 2022.

The median list price of these homes was \$230,000 up from \$197,100 in 2022.

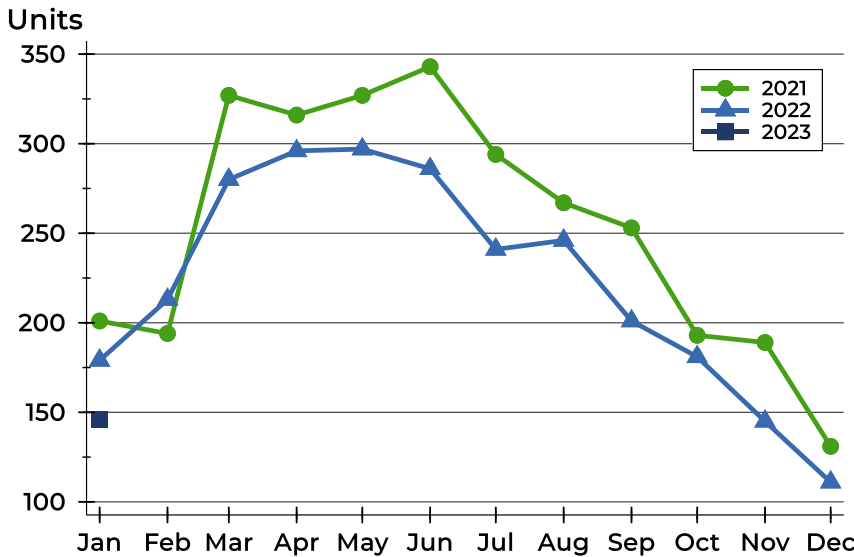
History of New Listings





Flint Hills Association Eight-County Jurisdiction New Listings Analysis

New Listings by Month



Month	2021	2022	2023
January	201	179	146
February	194	213	
March	327	280	
April	316	296	
May	327	297	
June	343	286	
July	294	241	
August	267	246	
September	253	201	
October	193	181	
November	189	145	
December	131	111	

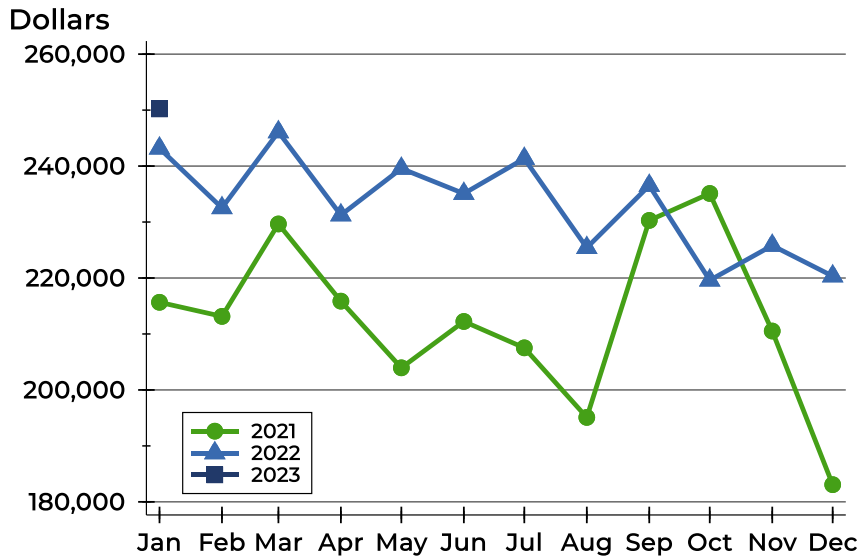
New Listings by Price Range

Price Range	New Listings		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	3	2.1%	13,300	13,999	8	9	93.2%	100.0%
\$25,000-\$49,999	2	1.4%	27,500	27,500	19	19	100.0%	100.0%
\$50,000-\$99,999	17	11.6%	74,988	75,000	10	8	99.5%	100.0%
\$100,000-\$124,999	4	2.7%	118,225	120,000	13	13	98.9%	100.0%
\$125,000-\$149,999	12	8.2%	136,975	138,250	12	12	99.8%	100.0%
\$150,000-\$174,999	10	6.8%	160,620	161,450	10	4	99.7%	100.0%
\$175,000-\$199,999	13	8.9%	187,646	189,500	14	13	99.9%	100.0%
\$200,000-\$249,999	25	17.1%	229,012	230,000	16	12	99.6%	100.0%
\$250,000-\$299,999	16	11.0%	272,238	270,000	16	18	99.6%	100.0%
\$300,000-\$399,999	20	13.7%	344,745	332,500	14	13	99.9%	100.0%
\$400,000-\$499,999	17	11.6%	456,115	450,000	18	16	99.5%	100.0%
\$500,000-\$749,999	7	4.8%	609,843	625,000	20	24	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



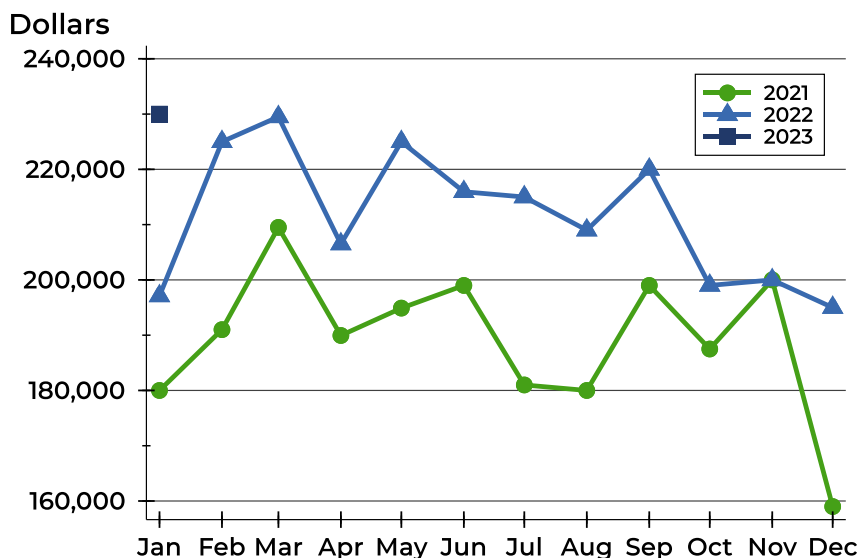
Flint Hills Association Eight-County Jurisdiction New Listings Analysis

Average Price



Month	2021	2022	2023
January	215,661	243,179	250,211
February	213,145	232,528	
March	229,658	246,089	
April	215,864	231,240	
May	203,956	239,570	
June	212,237	235,085	
July	207,523	241,337	
August	195,097	225,408	
September	230,292	236,515	
October	235,109	219,599	
November	210,527	225,804	
December	183,075	220,335	

Median Price



Month	2021	2022	2023
January	180,000	197,100	230,000
February	191,000	225,000	
March	209,500	229,500	
April	189,950	206,500	
May	194,900	225,000	
June	199,000	215,950	
July	181,000	215,000	
August	180,000	209,000	
September	199,000	220,000	
October	187,500	199,000	
November	200,000	200,000	
December	159,000	195,000	



Flint Hills Association Eight-County Jurisdiction Contracts Written Analysis

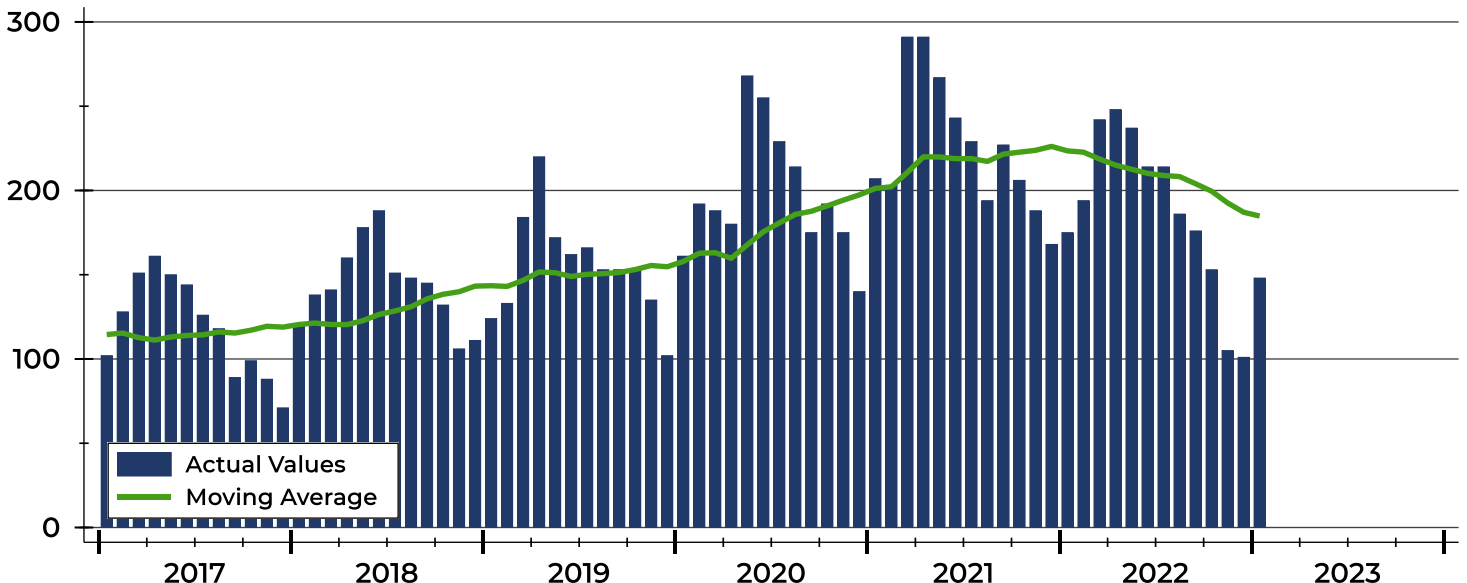
Summary Statistics for Contracts Written		January			Year-to-Date		
		2023	2022	Change	2023	2022	Change
Contracts Written		148	175	-15.4%	148	175	-15.4%
Volume (1,000s)		30,958	37,324	-17.1%	30,958	37,324	-17.1%
Average	Sale Price	209,176	213,282	-1.9%	209,176	213,282	-1.9%
	Days on Market	46	49	-6.1%	46	49	-6.1%
	Percent of Original	97.2%	97.6%	-0.4%	97.2%	97.6%	-0.4%
Median	Sale Price	189,000	195,000	-3.1%	189,000	195,000	-3.1%
	Days on Market	25	18	38.9%	25	18	38.9%
	Percent of Original	100.0%	100.0%	0.0%	100.0%	100.0%	0.0%

A total of 148 contracts for sale were written in the FHAR eight-county jurisdiction during the month of January, down from 175 in 2022. The median list price of these homes was \$189,000, down from \$195,000 the prior year.

Half of the homes that went under contract in January were on the market less than 25 days, compared to 18 days in January 2022.

History of Contracts Written

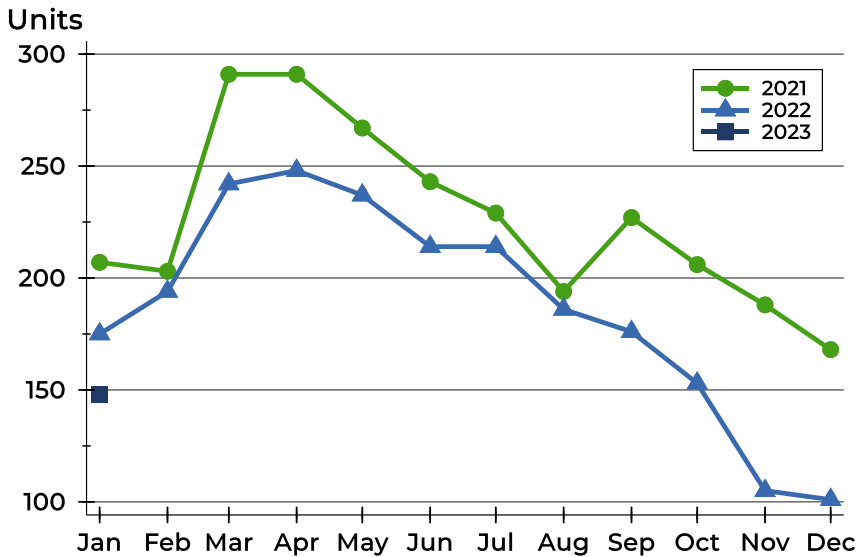
Units





Flint Hills Association Eight-County Jurisdiction Contracts Written Analysis

Contracts Written by Month



Month	2021	2022	2023
January	207	175	148
February	203	194	
March	291	242	
April	291	248	
May	267	237	
June	243	214	
July	229	214	
August	194	186	
September	227	176	
October	206	153	
November	188	105	
December	168	101	

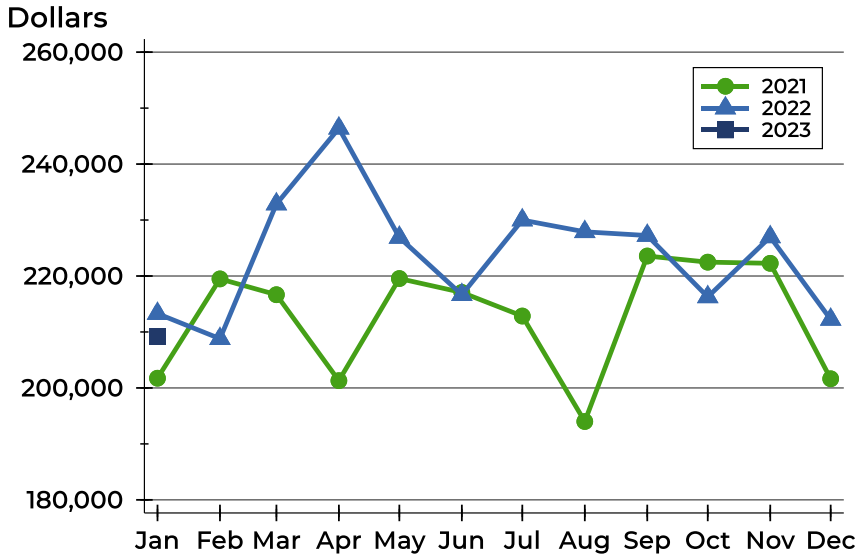
Contracts Written by Price Range

Price Range	Contracts Written		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	3	2.0%	11,633	13,999	30	9	84.7%	100.0%
\$25,000-\$49,999	5	3.4%	31,200	30,000	59	48	83.4%	83.3%
\$50,000-\$99,999	17	11.5%	74,682	72,000	41	14	96.4%	100.0%
\$100,000-\$124,999	10	6.8%	115,670	117,450	63	35	94.3%	98.7%
\$125,000-\$149,999	16	10.8%	137,350	139,900	48	26	98.7%	100.0%
\$150,000-\$174,999	15	10.1%	161,567	160,000	44	29	99.1%	100.0%
\$175,000-\$199,999	18	12.2%	188,017	189,250	56	35	97.8%	100.0%
\$200,000-\$249,999	24	16.2%	230,729	234,900	60	22	97.4%	100.0%
\$250,000-\$299,999	14	9.5%	270,057	267,500	49	40	98.9%	100.0%
\$300,000-\$399,999	17	11.5%	348,129	350,000	21	11	99.0%	100.0%
\$400,000-\$499,999	4	2.7%	467,500	471,000	18	3	100.0%	100.0%
\$500,000-\$749,999	4	2.7%	564,975	562,450	20	26	100.0%	100.0%
\$750,000-\$999,999	1	0.7%	969,000	969,000	62	62	100.0%	100.0%
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



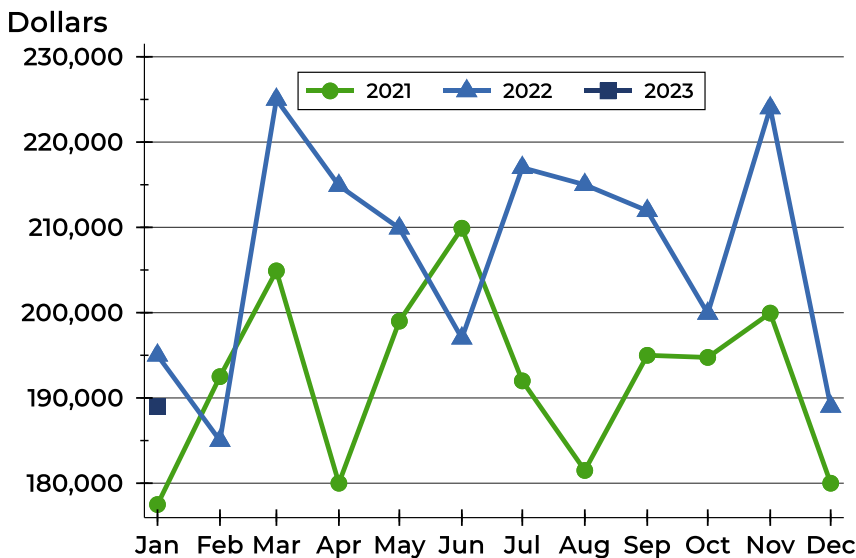
Flint Hills Association Eight-County Jurisdiction Contracts Written Analysis

Average Price



Month	2021	2022	2023
January	201,740	213,282	209,176
February	219,484	208,802	
March	216,661	232,855	
April	201,302	246,398	
May	219,550	226,889	
June	217,062	216,653	
July	212,848	229,994	
August	194,008	227,901	
September	223,572	227,236	
October	222,478	216,264	
November	222,270	226,984	
December	201,636	212,244	

Median Price

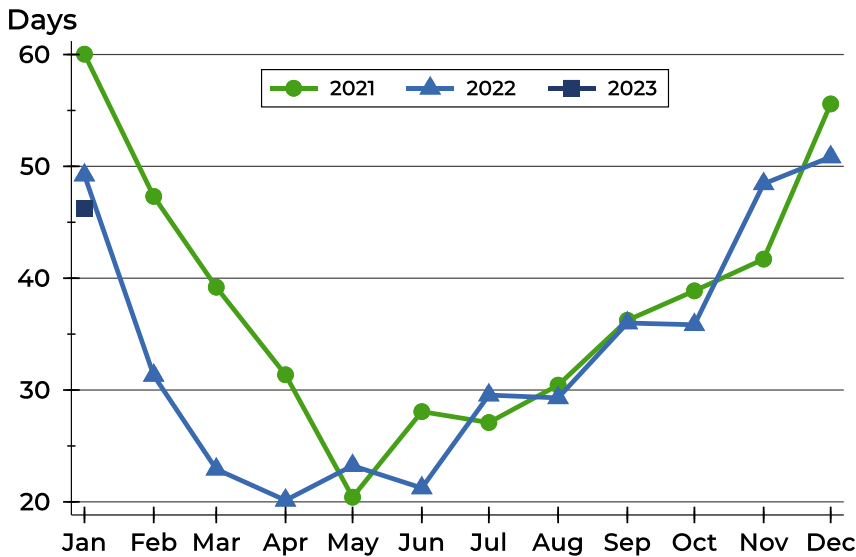


Month	2021	2022	2023
January	177,500	195,000	189,000
February	192,500	185,000	
March	204,900	225,000	
April	180,000	214,900	
May	199,000	209,900	
June	209,900	197,000	
July	192,000	217,000	
August	181,500	215,000	
September	195,000	211,950	
October	194,750	199,900	
November	199,950	224,000	
December	180,000	189,000	



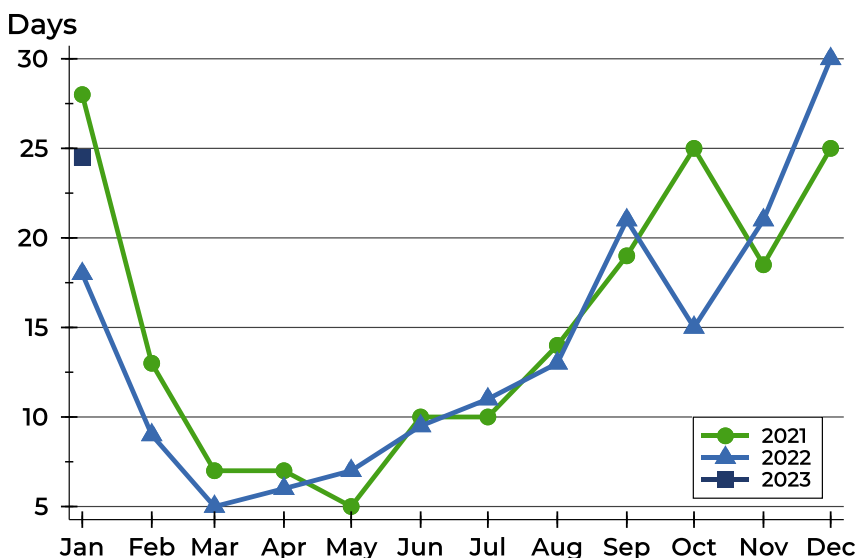
Flint Hills Association Eight-County Jurisdiction Contracts Written Analysis

Average DOM



Month	2021	2022	2023
January	60	49	46
February	47	31	
March	39	23	
April	31	20	
May	20	23	
June	28	21	
July	27	30	
August	30	29	
September	36	36	
October	39	36	
November	42	48	
December	56	51	

Median DOM



Month	2021	2022	2023
January	28	18	25
February	13	9	
March	7	5	
April	7	6	
May	5	7	
June	10	10	
July	10	11	
August	14	13	
September	19	21	
October	25	15	
November	19	21	
December	25	30	



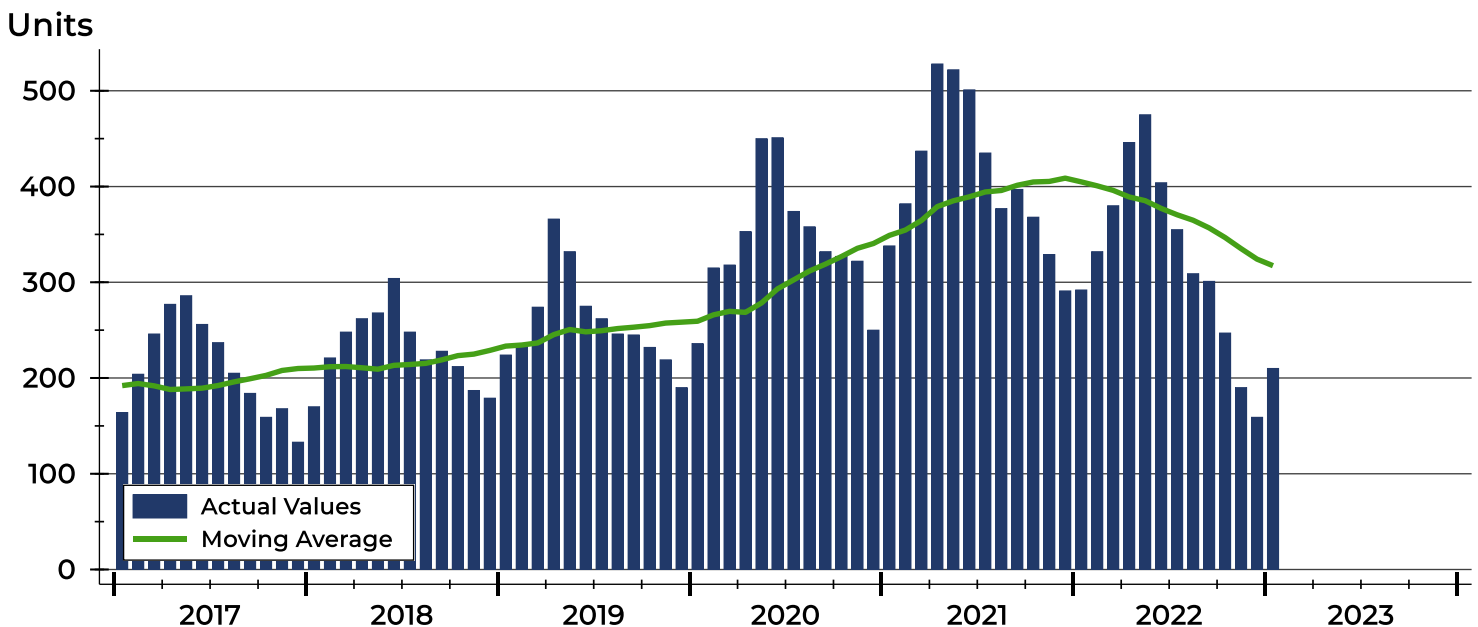
Flint Hills Association Eight-County Jurisdiction Pending Contracts Analysis

Summary Statistics for Pending Contracts		End of January		
		2023	2022	Change
Pending Contracts		210	292	-28.1%
Volume (1,000s)		46,968	62,158	-24.4%
Average	List Price	223,659	212,869	5.1%
	Days on Market	48	58	-17.2%
	Percent of Original	97.7%	98.4%	-0.7%
Median	List Price	204,750	193,500	5.8%
	Days on Market	27	25	8.0%
	Percent of Original	100.0%	100.0%	0.0%

A total of 210 listings in the FHAR eight-county jurisdiction had contracts pending at the end of January, down from 292 contracts pending at the end of January 2022.

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.

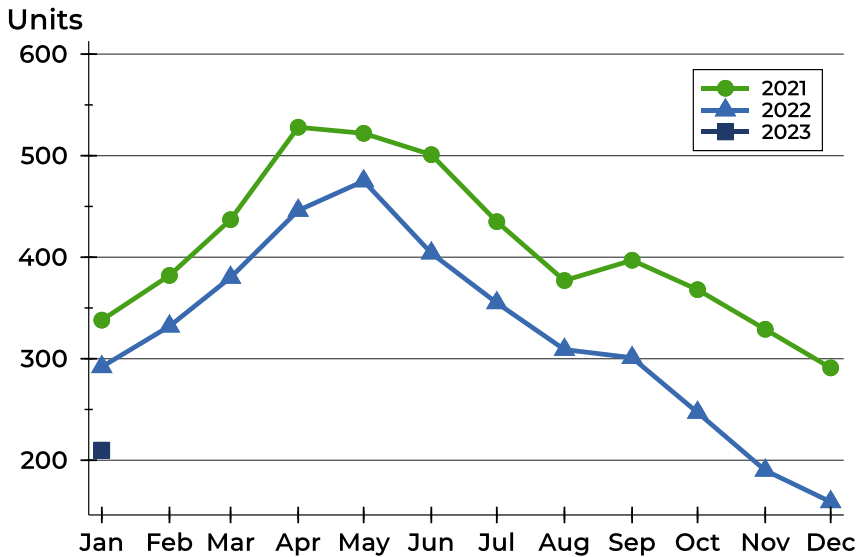
History of Pending Contracts





Flint Hills Association Eight-County Jurisdiction Pending Contracts Analysis

Pending Contracts by Month



Month	2021	2022	2023
January	338	292	210
February	382	332	
March	437	380	
April	528	446	
May	522	475	
June	501	404	
July	435	355	
August	377	309	
September	397	301	
October	368	247	
November	329	190	
December	291	159	

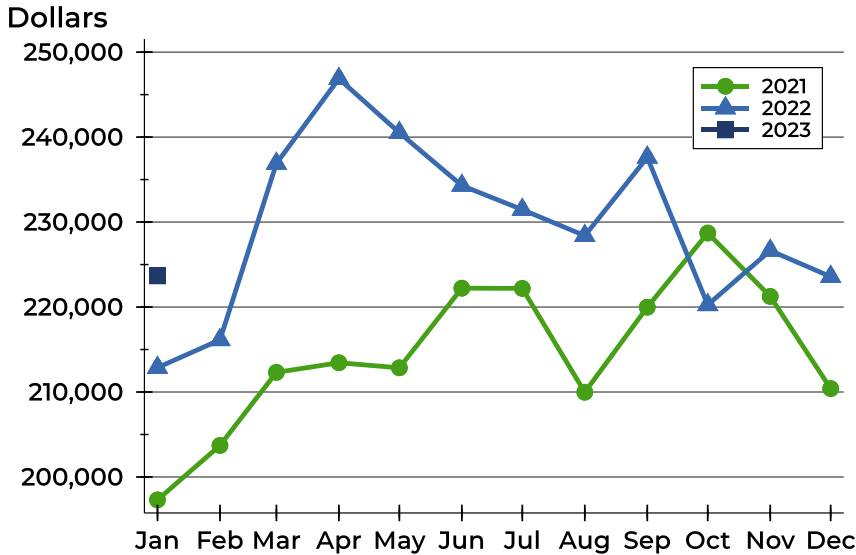
Pending Contracts by Price Range

Price Range	Pending Contracts		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	3	1.4%	11,633	13,999	30	9	84.7%	100.0%
\$25,000-\$49,999	5	2.4%	34,400	35,000	59	24	84.7%	100.0%
\$50,000-\$99,999	19	9.0%	75,521	72,000	43	25	97.5%	100.0%
\$100,000-\$124,999	13	6.2%	115,358	115,000	58	28	95.4%	100.0%
\$125,000-\$149,999	18	8.6%	138,722	139,950	65	36	96.6%	100.0%
\$150,000-\$174,999	24	11.4%	162,341	163,200	48	29	98.1%	100.0%
\$175,000-\$199,999	22	10.5%	187,400	189,000	67	33	98.2%	100.0%
\$200,000-\$249,999	39	18.6%	228,967	229,900	45	16	98.7%	100.0%
\$250,000-\$299,999	23	11.0%	267,422	265,000	33	22	100.3%	100.0%
\$300,000-\$399,999	27	12.9%	342,354	334,500	42	15	98.3%	100.0%
\$400,000-\$499,999	10	4.8%	460,920	471,000	37	13	99.6%	100.0%
\$500,000-\$749,999	6	2.9%	568,133	562,450	41	28	99.2%	100.0%
\$750,000-\$999,999	1	0.5%	969,000	969,000	62	62	100.0%	100.0%
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



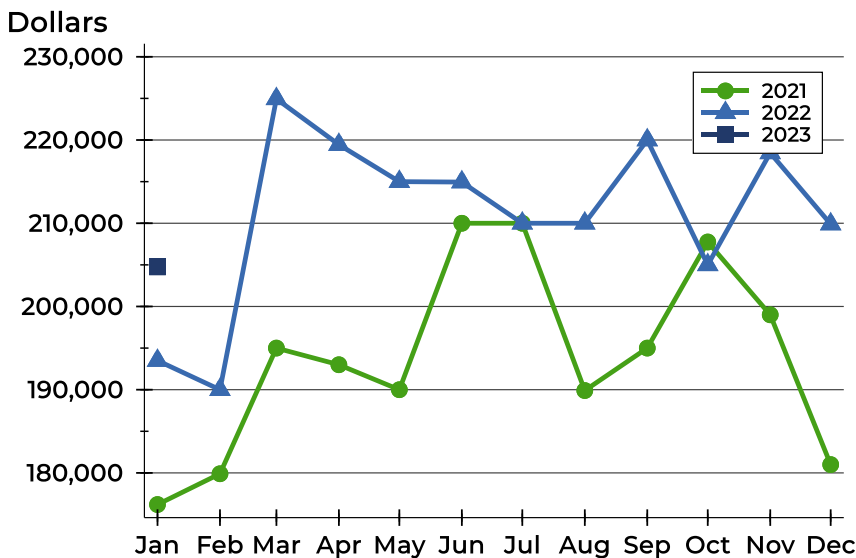
Flint Hills Association Eight-County Jurisdiction Pending Contracts Analysis

Average Price



Month	2021	2022	2023
January	197,305	212,869	223,659
February	203,714	216,135	
March	212,313	236,894	
April	213,444	246,874	
May	212,848	240,516	
June	222,220	234,300	
July	222,192	231,465	
August	209,977	228,393	
September	219,980	237,610	
October	228,713	220,258	
November	221,250	226,647	
December	210,403	223,580	

Median Price

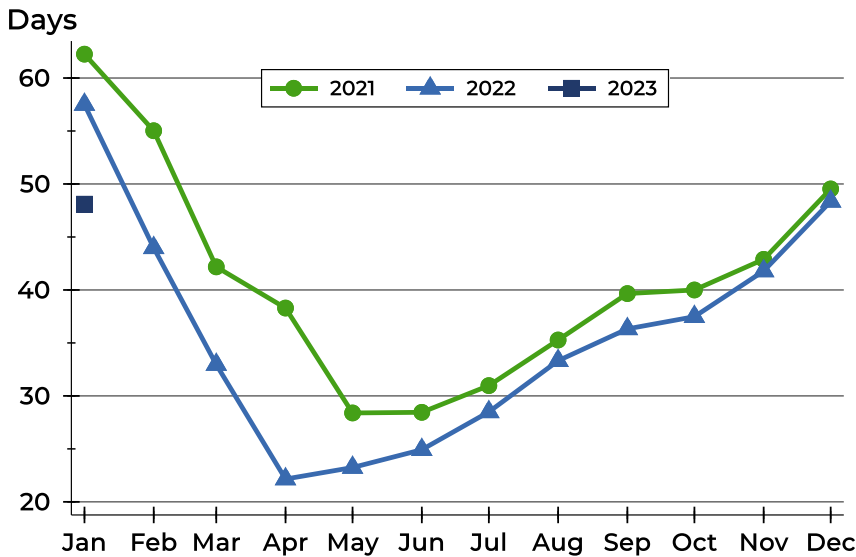


Month	2021	2022	2023
January	176,200	193,500	204,750
February	179,900	190,000	
March	195,000	224,950	
April	193,000	219,450	
May	190,000	215,000	
June	210,000	214,950	
July	210,000	210,000	
August	189,900	210,000	
September	195,000	220,000	
October	207,750	205,000	
November	199,000	218,450	
December	181,000	209,900	



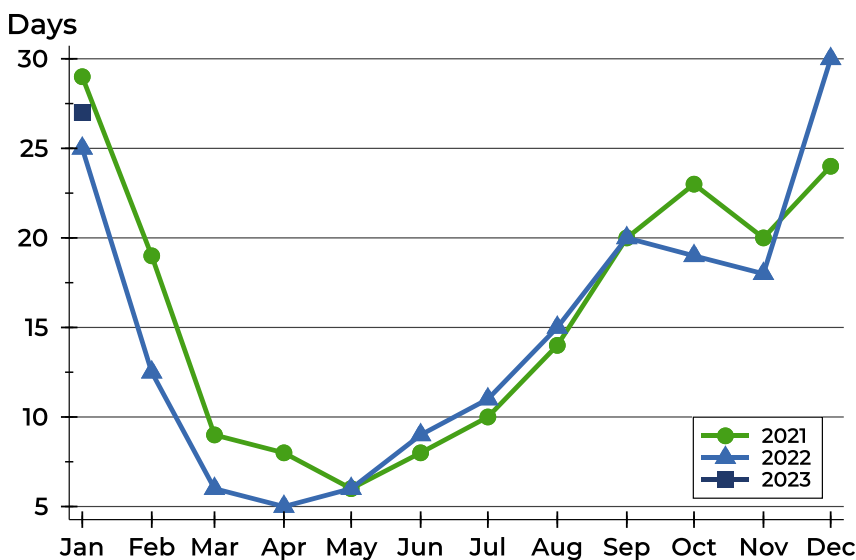
Flint Hills Association Eight-County Jurisdiction Pending Contracts Analysis

Average DOM



Month	2021	2022	2023
January	62	58	48
February	55	44	
March	42	33	
April	38	22	
May	28	23	
June	28	25	
July	31	28	
August	35	33	
September	40	36	
October	40	37	
November	43	42	
December	50	48	

Median DOM



Month	2021	2022	2023
January	29	25	27
February	19	13	
March	9	6	
April	8	5	
May	6	6	
June	8	9	
July	10	11	
August	14	15	
September	20	20	
October	23	19	
November	20	18	
December	24	30	