



**October  
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 October

Total home sales in the FHAR eight-county jurisdiction fell last month to 163 units, compared to 181 units in October 2022. Total sales volume was \$40.6 million, down from a year earlier.

The median sale price in October was \$225,000, up from \$218,000 a year earlier. Homes that sold in October were typically on the market for 21 days and sold for 100.0% of their list prices.

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

The total number of active listings in the FHAR eight-county jurisdiction at the end of October was 418 units, up from 383 at the same point in 2022. This represents a 2.5 months' supply of homes available for sale. The median list price of homes on the market at the end of October was \$202,250.

During October, a total of 152 contracts were written down from 153 in October 2022. At the end of the month, there were 210 contracts still pending.

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# Flint Hills MLS Statistics



**FLINT HILLS  
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## Flint Hills Association Eight-County Jurisdiction Summary Statistics

October MLS Statistics Three-year History		Current Month			Year-to-Date		
		2023	2022	2021	2023	2022	2021
<b>Home Sales</b>		<b>163</b>	<b>181</b>	<b>213</b>	<b>1,756</b>	<b>2,059</b>	<b>2,252</b>
Change from prior year		-9.9%	-15.0%	2.9%	-14.7%	-8.6%	16.6%
<b>Active Listings</b>		<b>418</b>	<b>383</b>	<b>417</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
Change from prior year		9.1%	-8.2%	-16.9%			
<b>Months' Supply</b>		<b>2.5</b>	<b>1.8</b>	<b>1.9</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
Change from prior year		38.9%	-5.3%	-29.6%			
<b>New Listings</b>		<b>195</b>	<b>183</b>	<b>193</b>	<b>2,153</b>	<b>2,424</b>	<b>2,714</b>
Change from prior year		6.6%	-5.2%	-14.2%	-11.2%	-10.7%	9.9%
<b>Contracts Written</b>		<b>152</b>	<b>153</b>	<b>206</b>	<b>1,830</b>	<b>2,038</b>	<b>2,358</b>
Change from prior year		-0.7%	-25.7%	7.3%	-10.2%	-13.6%	14.8%
<b>Pending Contracts</b>		<b>210</b>	<b>247</b>	<b>368</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
Change from prior year		-15.0%	-32.9%	12.5%			
<b>Sales Volume (1,000s)</b>		<b>40,630</b>	<b>42,595</b>	<b>45,196</b>	<b>416,679</b>	<b>461,531</b>	<b>464,554</b>
Change from prior year		-4.6%	-5.8%	14.5%	-9.7%	-0.7%	26.6%
Average	<b>Sale Price</b>	<b>249,266</b>	<b>235,330</b>	<b>212,187</b>	<b>237,289</b>	<b>224,153</b>	<b>206,285</b>
	Change from prior year	5.9%	10.9%	11.3%	5.9%	8.7%	8.5%
	<b>List Price of Actives</b>	<b>246,153</b>	<b>245,307</b>	<b>231,771</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
	Change from prior year	0.3%	5.8%	11.7%			
	<b>Days on Market</b>	<b>37</b>	<b>34</b>	<b>40</b>	<b>37</b>	<b>30</b>	<b>38</b>
Change from prior year	8.8%	-15.0%	-23.1%	23.3%	-21.1%	-43.3%	
<b>Percent of List</b>	<b>96.7%</b>	<b>97.1%</b>	<b>98.2%</b>	<b>98.0%</b>	<b>98.8%</b>	<b>98.7%</b>	
Change from prior year	-0.4%	-1.1%	0.9%	-0.8%	0.1%	1.4%	
<b>Percent of Original</b>	<b>94.7%</b>	<b>95.6%</b>	<b>95.8%</b>	<b>96.3%</b>	<b>97.6%</b>	<b>97.4%</b>	
Change from prior year	-0.9%	-0.2%	0.6%	-1.3%	0.2%	2.4%	
Median	<b>Sale Price</b>	<b>225,000</b>	<b>218,000</b>	<b>186,000</b>	<b>219,000</b>	<b>205,000</b>	<b>188,500</b>
	Change from prior year	3.2%	17.2%	3.8%	6.8%	8.8%	7.7%
	<b>List Price of Actives</b>	<b>202,250</b>	<b>209,900</b>	<b>185,000</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
	Change from prior year	-3.6%	13.5%	12.1%			
	<b>Days on Market</b>	<b>21</b>	<b>21</b>	<b>19</b>	<b>13</b>	<b>9</b>	<b>10</b>
Change from prior year	0.0%	10.5%	-20.8%	44.4%	-10.0%	-68.8%	
<b>Percent of List</b>	<b>100.0%</b>	<b>99.1%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	
Change from prior year	0.9%	-0.9%	1.0%	0.0%	0.0%	1.4%	
<b>Percent of Original</b>	<b>97.8%</b>	<b>97.4%</b>	<b>98.6%</b>	<b>98.8%</b>	<b>100.0%</b>	<b>100.0%</b>	
Change from prior year	0.4%	-1.2%	0.6%	-1.2%	0.0%	2.6%	

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

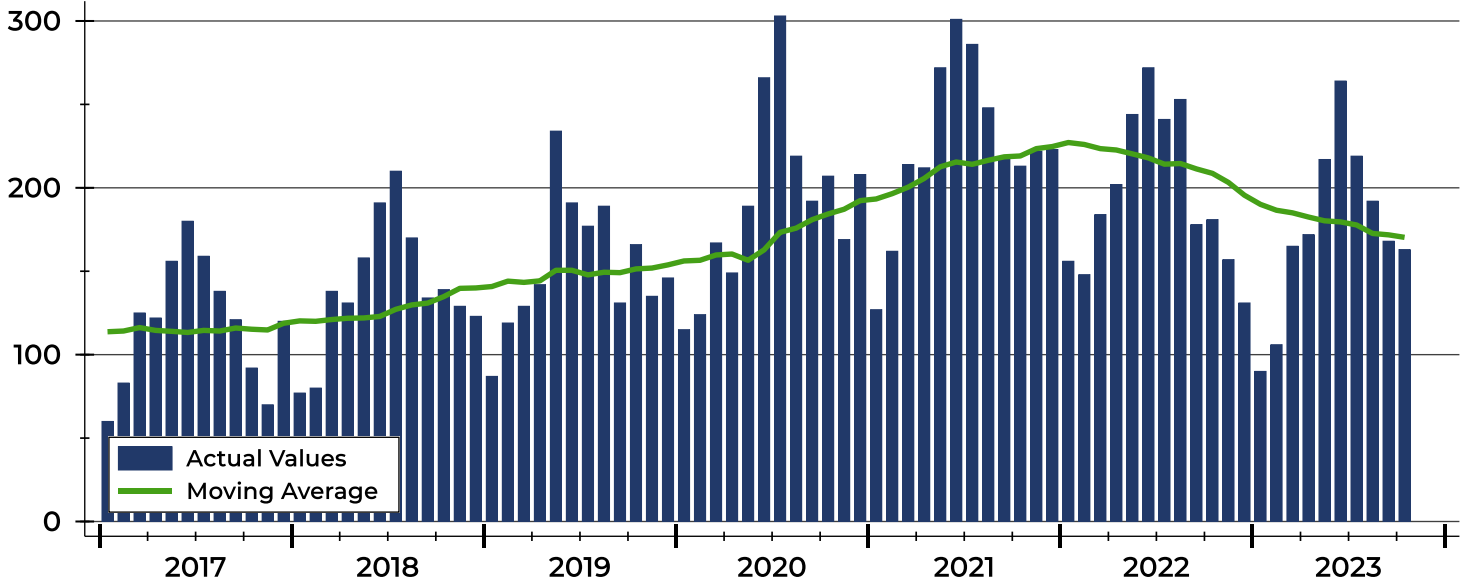
Summary Statistics for Closed Listings		2023	October 2022	Change	2023	Year-to-Date 2022	Change
Closed Listings		163	181	-9.9%	1,756	2,059	-14.7%
Volume (1,000s)		40,630	42,595	-4.6%	416,679	461,531	-9.7%
Months' Supply		2.5	1.8	38.9%	N/A	N/A	N/A
Average	Sale Price	249,266	235,330	5.9%	237,289	224,153	5.9%
	Days on Market	37	34	8.8%	37	30	23.3%
	Percent of List	96.7%	97.1%	-0.4%	98.0%	98.8%	-0.8%
	Percent of Original	94.7%	95.6%	-0.9%	96.3%	97.6%	-1.3%
Median	Sale Price	225,000	218,000	3.2%	219,000	205,000	6.8%
	Days on Market	21	21	0.0%	13	9	44.4%
	Percent of List	100.0%	99.1%	0.9%	100.0%	100.0%	0.0%
	Percent of Original	97.8%	97.4%	0.4%	98.8%	100.0%	-1.2%

A total of 163 homes sold in the FHAR eight-county jurisdiction in October, down from 181 units in October 2022. Total sales volume fell to \$40.6 million compared to \$42.6 million in the previous year.

The median sales price in October was \$225,000, up 3.2% compared to the prior year. Median days on market was 21 days, up from 10 days in September, but similar to October 2022.

## History of Closed Listings

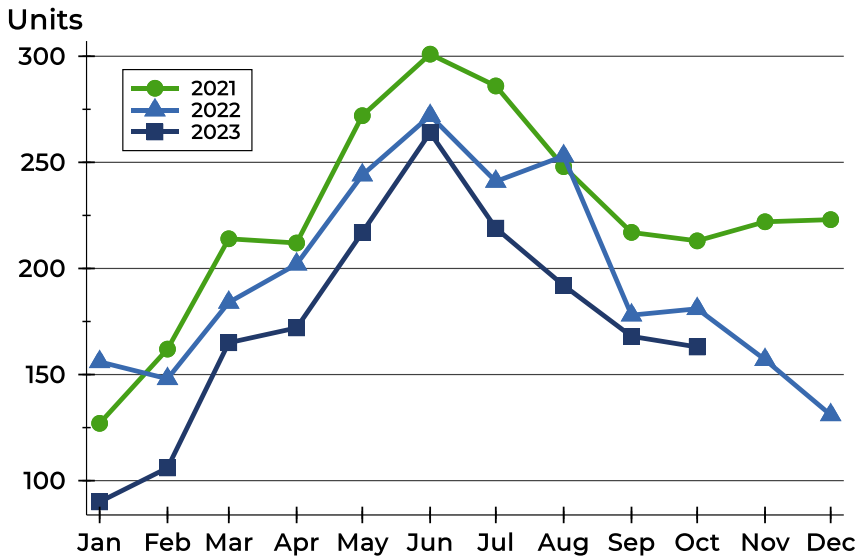
Units





# Flint Hills Association Eight-County Jurisdiction Closed Listings Analysis

## Closed Listings by Month



Month	2021	2022	2023
January	127	156	90
February	162	148	106
March	214	184	165
April	212	202	172
May	272	244	217
June	301	272	264
July	286	241	219
August	248	253	192
September	217	178	168
October	213	181	163
November	222	157	
December	223	131	

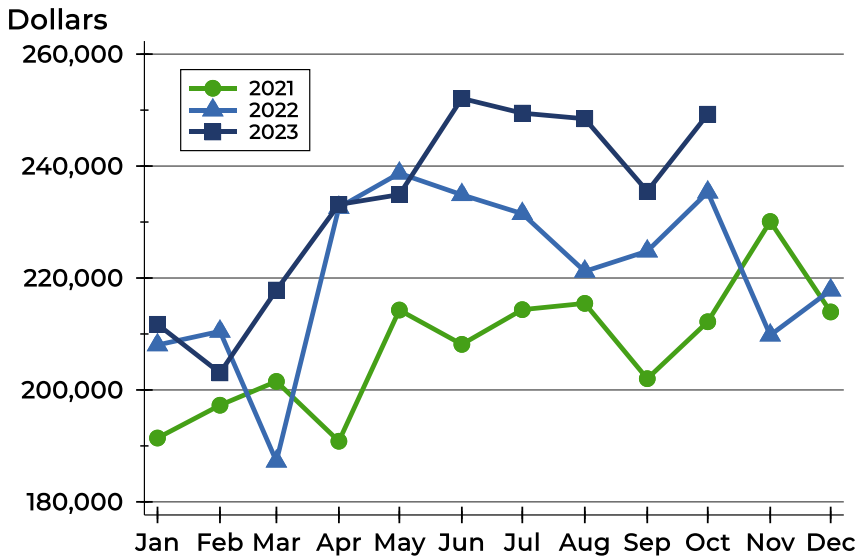
## Closed Listings by Price Range

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	3	1.8%	0.4	15,833	15,000	14	11	55.1%	50.2%	50.8%	40.0%
\$25,000-\$49,999	6	3.7%	3.5	42,833	45,000	49	28	84.5%	85.4%	74.8%	78.4%
\$50,000-\$99,999	9	5.5%	5.1	81,442	82,475	51	32	92.1%	94.7%	88.8%	91.9%
\$100,000-\$124,999	5	3.1%	2.4	111,520	110,000	16	18	98.2%	100.0%	97.2%	97.8%
\$125,000-\$149,999	8	4.9%	3.0	135,415	137,500	51	59	93.7%	96.6%	93.2%	96.6%
\$150,000-\$174,999	14	8.6%	2.3	162,825	161,950	24	9	96.3%	99.6%	95.1%	99.6%
\$175,000-\$199,999	16	9.8%	1.8	185,313	183,250	12	4	99.4%	100.0%	98.7%	100.0%
\$200,000-\$249,999	33	20.2%	1.8	221,335	219,900	34	34	98.3%	100.0%	96.8%	97.4%
\$250,000-\$299,999	23	14.1%	2.2	267,691	265,000	38	26	98.3%	100.0%	95.4%	97.7%
\$300,000-\$399,999	30	18.4%	1.8	348,818	351,500	37	22	99.6%	100.0%	97.8%	100.0%
\$400,000-\$499,999	10	6.1%	2.9	437,300	432,500	87	67	99.9%	100.0%	98.6%	100.0%
\$500,000-\$749,999	4	2.5%	3.9	588,500	589,500	46	7	100.0%	100.0%	100.0%	100.0%
\$750,000-\$999,999	1	0.6%	10.5	815,000	815,000	5	5	95.9%	95.9%	95.9%	95.9%
\$1,000,000 and up	1	0.6%	18.0	1,240,000	1,240,000	45	45	95.5%	95.5%	95.5%	95.5%



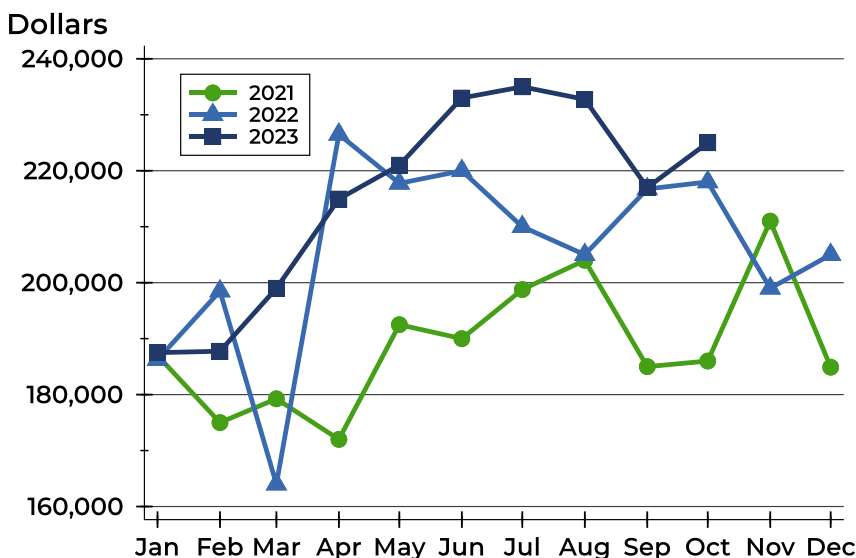
# Flint Hills Association Eight-County Jurisdiction Closed Listings Analysis

## Average Price



Month	2021	2022	2023
January	191,410	208,036	211,729
February	197,267	210,465	203,051
March	201,520	187,253	217,841
April	190,833	232,595	233,144
May	214,279	238,717	234,900
June	208,145	234,872	252,092
July	214,345	231,492	249,459
August	215,464	221,184	248,454
September	202,011	224,797	235,501
October	212,187	235,330	249,266
November	230,099	209,780	
December	213,939	217,827	

## Median Price

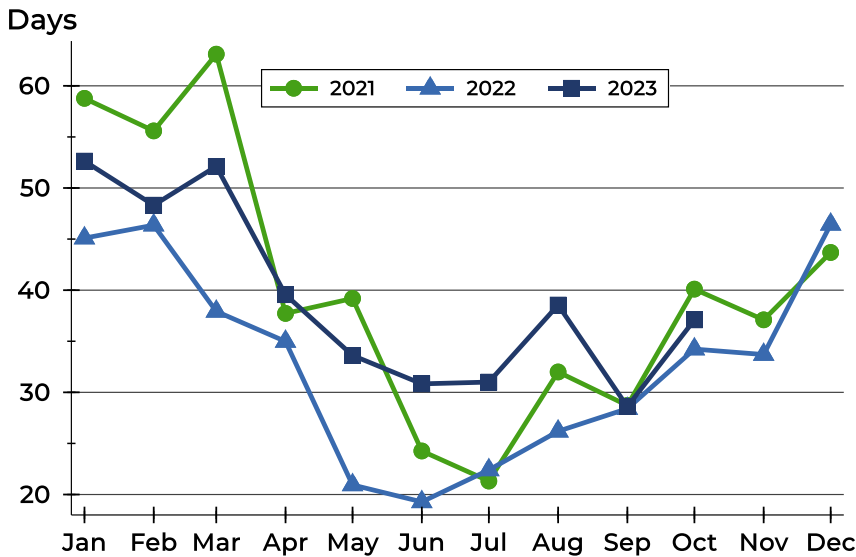


Month	2021	2022	2023
January	187,000	186,250	187,500
February	175,000	198,500	187,750
March	179,250	164,000	199,000
April	172,000	226,500	214,950
May	192,500	217,750	221,000
June	190,000	220,000	233,000
July	198,775	210,000	235,000
August	204,000	205,000	232,750
September	185,000	216,750	217,000
October	186,000	218,000	225,000
November	211,000	199,000	
December	184,900	205,000	



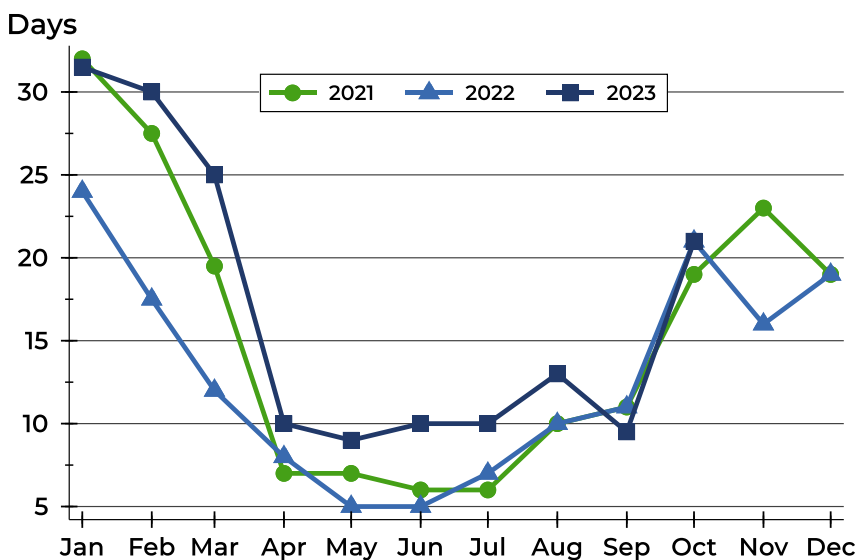
# Flint Hills Association Eight-County Jurisdiction Closed Listings Analysis

## Average DOM



Month	2021	2022	2023
January	59	45	53
February	56	46	48
March	63	38	52
April	38	35	40
May	39	21	34
June	24	19	31
July	21	22	31
August	32	26	39
September	29	28	29
October	40	34	37
November	37	34	
December	44	46	

## Median DOM



Month	2021	2022	2023
January	32	24	32
February	28	18	30
March	20	12	25
April	7	8	10
May	7	5	9
June	6	5	10
July	6	7	10
August	10	10	13
September	11	11	10
October	19	21	21
November	23	16	
December	19	19	



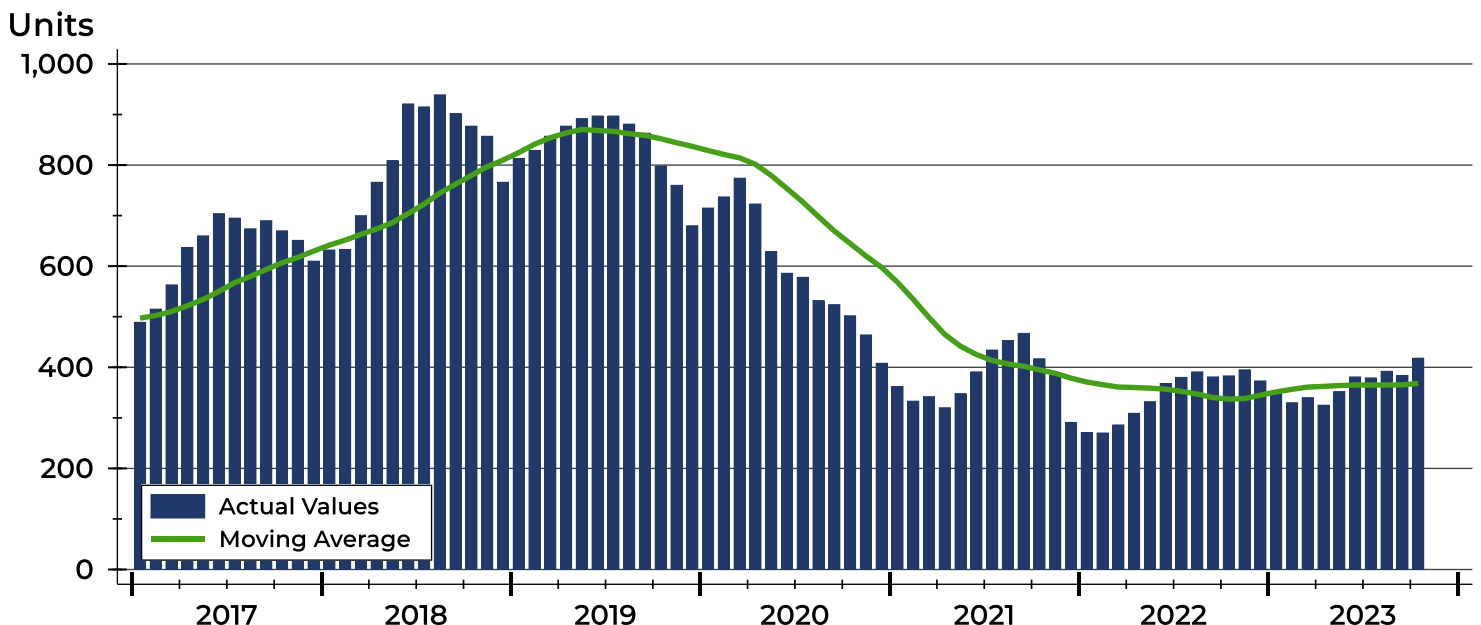
# Flint Hills Association Eight-County Jurisdiction Active Listings Analysis

Summary Statistics for Active Listings		2023	End of October 2022	Change
Active Listings		<b>418</b>	383	9.1%
Volume (1,000s)		<b>102,892</b>	93,953	9.5%
Months' Supply		<b>2.5</b>	1.8	38.9%
Average	List Price	<b>246,153</b>	245,307	0.3%
	Days on Market	<b>76</b>	77	-1.3%
	Percent of Original	<b>97.1%</b>	97.1%	0.0%
Median	List Price	<b>202,250</b>	209,900	-3.6%
	Days on Market	<b>49</b>	57	-14.0%
	Percent of Original	<b>100.0%</b>	100.0%	0.0%

A total of 418 homes were available for sale in the FHAR eight-county jurisdiction at the end of October. This represents a 2.5 months' supply of active listings.

The median list price of homes on the market at the end of October was \$202,250, down 3.6% from 2022. The typical time on market for active listings was 49 days, down from 57 days a year earlier.

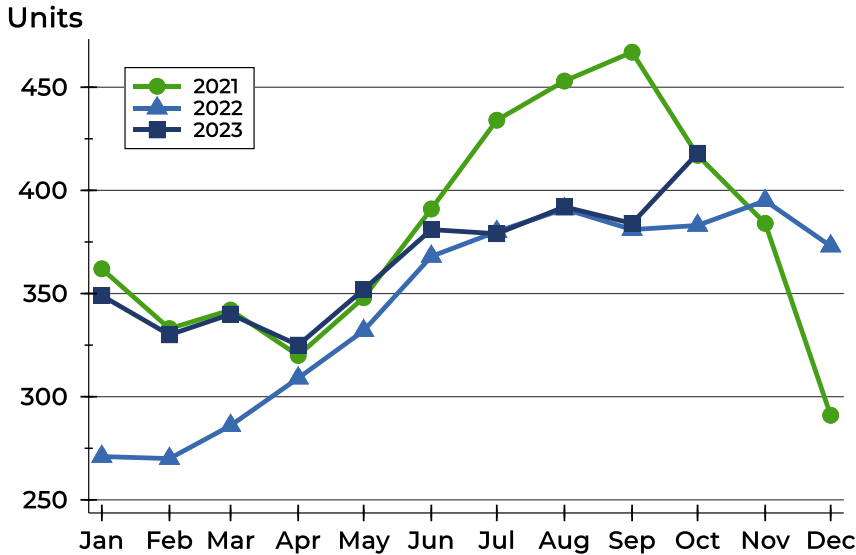
## History of Active Listings





# Flint Hills Association Eight-County Jurisdiction Active Listings Analysis

## Active Listings by Month



Month	2021	2022	2023
January	362	271	349
February	333	270	330
March	342	286	340
April	320	309	325
May	348	332	352
June	391	368	381
July	434	380	379
August	453	391	392
September	467	381	384
October	417	383	418
November	384	395	
December	291	373	

## Active Listings by Price Range

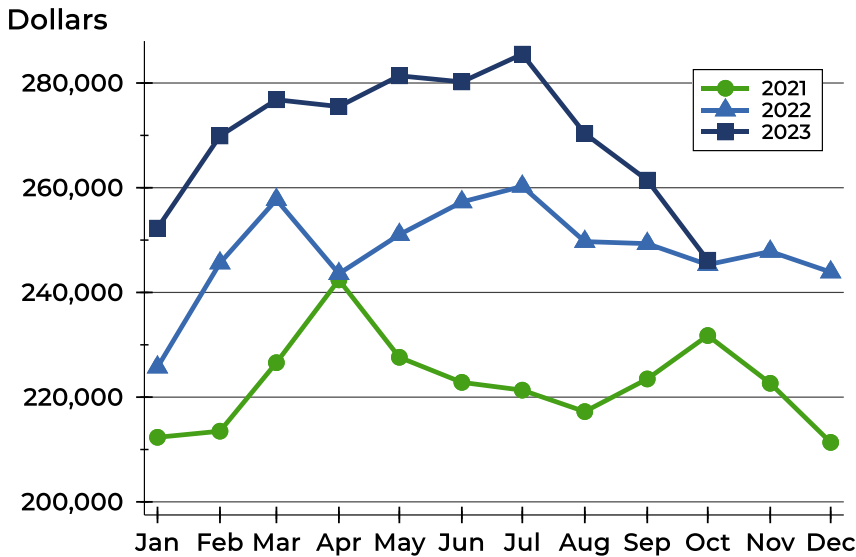
Price Range	Active Listings		Months' Supply	List Price		Days on Market		Price as % of Orig.	
	Number	Percent		Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	1	0.2%	0.4	17,000	17,000	72	72	100.0%	100.0%
\$25,000-\$49,999	13	3.1%	3.5	39,277	40,000	105	77	85.3%	92.5%
\$50,000-\$99,999	60	14.4%	5.1	79,403	80,000	83	48	96.5%	100.0%
\$100,000-\$124,999	24	5.7%	2.4	114,408	115,000	65	42	96.7%	100.0%
\$125,000-\$149,999	42	10.0%	3.0	136,943	137,000	72	52	97.5%	100.0%
\$150,000-\$174,999	39	9.3%	2.3	162,762	160,000	60	64	97.6%	100.0%
\$175,000-\$199,999	29	6.9%	1.8	186,310	185,000	70	44	97.5%	100.0%
\$200,000-\$249,999	55	13.2%	1.8	227,483	229,000	78	57	98.1%	100.0%
\$250,000-\$299,999	50	12.0%	2.2	274,917	275,000	59	40	98.5%	100.0%
\$300,000-\$399,999	51	12.2%	1.8	349,618	349,900	63	43	98.3%	100.0%
\$400,000-\$499,999	23	5.5%	2.9	449,430	444,999	100	83	97.3%	97.9%
\$500,000-\$749,999	21	5.0%	3.9	592,684	595,000	99	68	97.0%	100.0%
\$750,000-\$999,999	7	1.7%	10.5	893,857	925,000	136	27	93.9%	100.0%
\$1,000,000 and up	3	0.7%	18.0	1,408,000	1,200,000	189	141	97.3%	100.0%





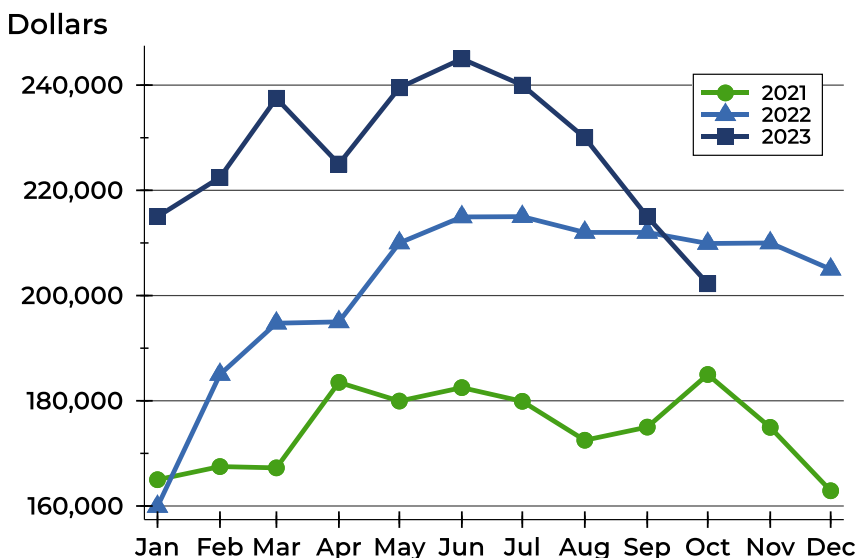
# Flint Hills Association Eight-County Jurisdiction Active Listings Analysis

## Average Price



Month	2021	2022	2023
January	212,332	225,726	252,283
February	213,504	245,608	269,896
March	226,585	257,735	276,818
April	242,408	243,580	275,511
May	227,614	251,047	281,383
June	222,830	257,286	280,213
July	221,336	260,263	285,518
August	217,244	249,712	270,350
September	223,475	249,322	261,450
October	231,771	245,307	246,153
November	222,652	247,830	
December	211,354	243,887	

## Median Price

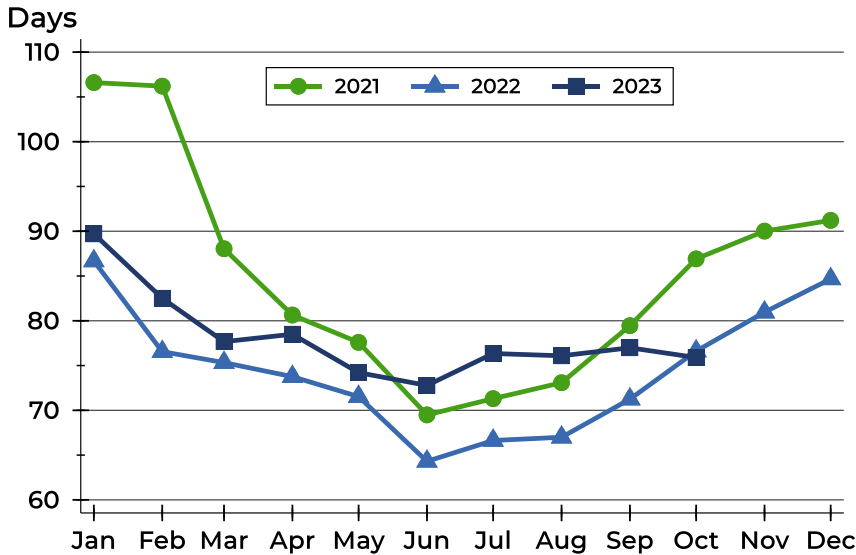


Month	2021	2022	2023
January	165,000	159,900	215,000
February	167,500	185,000	222,450
March	167,250	194,750	237,500
April	183,500	195,000	225,000
May	179,950	210,000	239,500
June	182,500	214,950	245,000
July	179,900	215,000	240,000
August	172,500	212,000	230,000
September	175,000	212,000	215,000
October	185,000	209,900	202,250
November	174,950	210,000	
December	162,900	205,000	



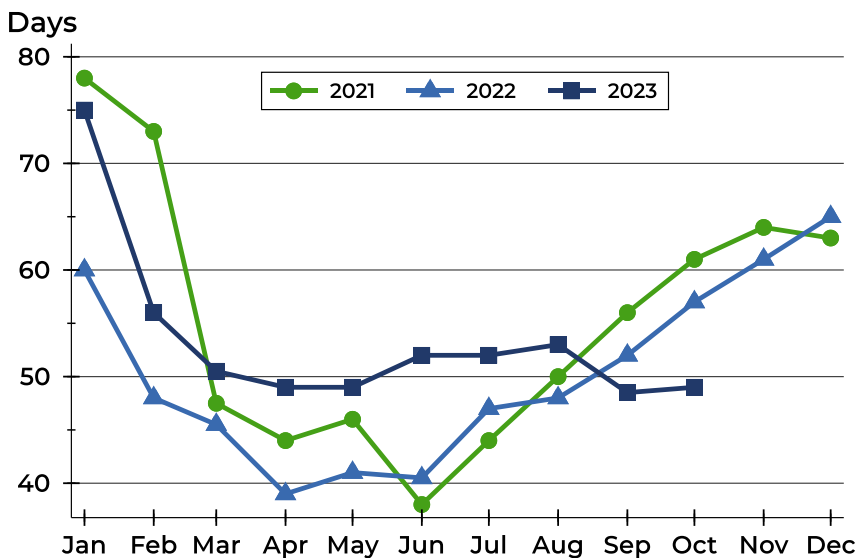
# Flint Hills Association Eight-County Jurisdiction Active Listings Analysis

## Average DOM



Month	2021	2022	2023
January	107	87	90
February	106	77	83
March	88	75	78
April	81	74	78
May	78	72	74
June	69	64	73
July	71	67	76
August	73	67	76
September	79	71	77
October	87	77	76
November	90	81	
December	91	85	

## Median DOM

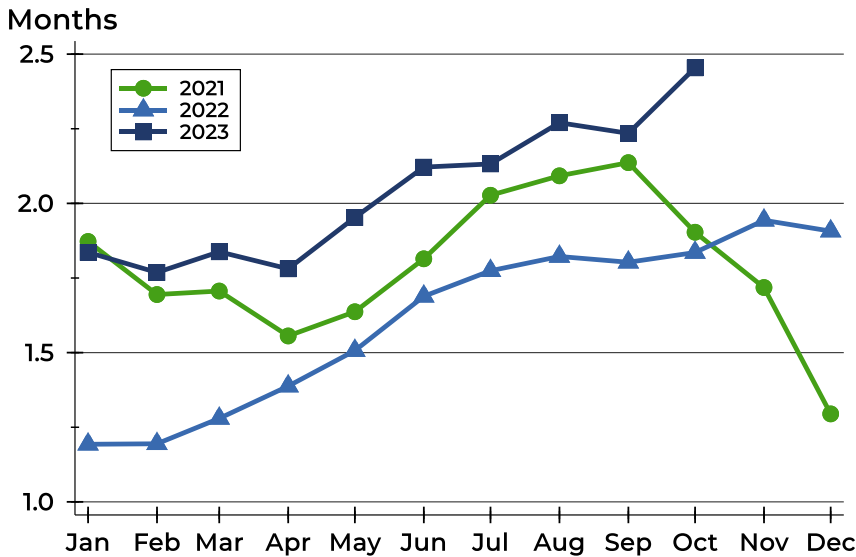


Month	2021	2022	2023
January	78	60	75
February	73	48	56
March	48	46	51
April	44	39	49
May	46	41	49
June	38	41	52
July	44	47	52
August	50	48	53
September	56	52	49
October	61	57	49
November	64	61	
December	63	65	



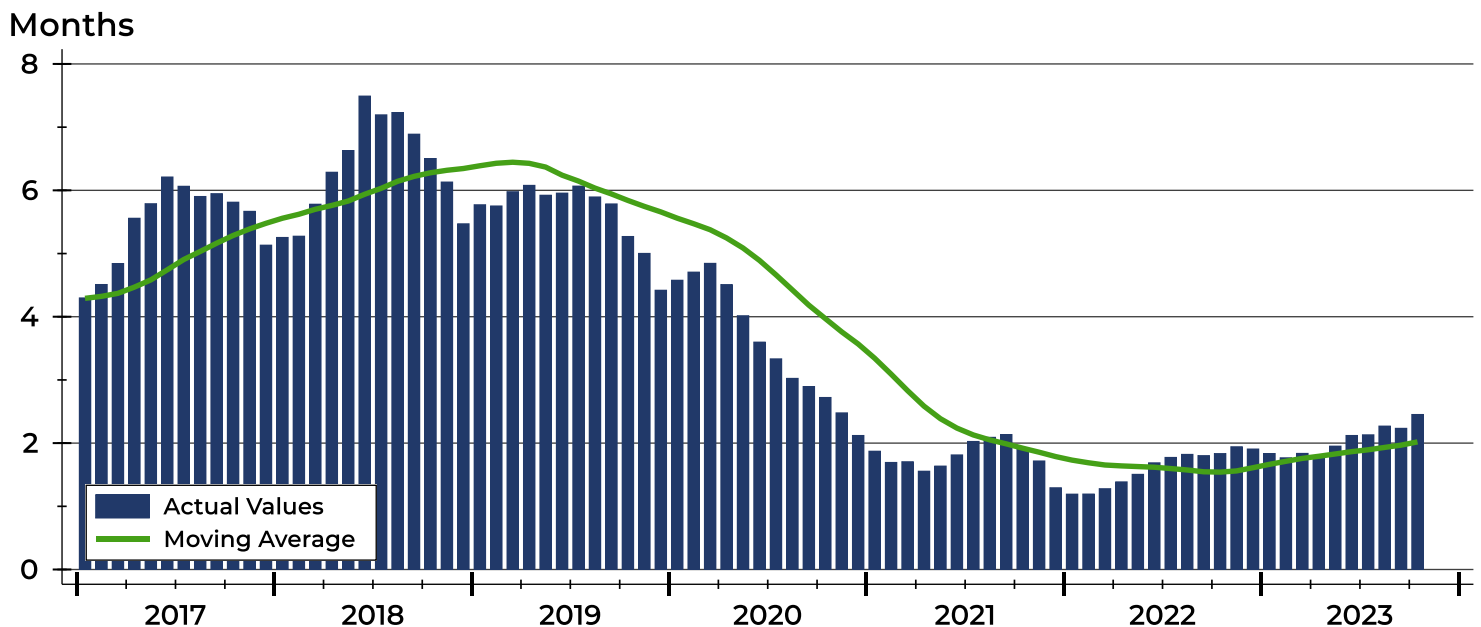
# Flint Hills Association Eight-County Jurisdiction Months' Supply Analysis

## Months' Supply by Month



Month	2021	2022	2023
January	1.9	1.2	1.8
February	1.7	1.2	1.8
March	1.7	1.3	1.8
April	1.6	1.4	1.8
May	1.6	1.5	2.0
June	1.8	1.7	2.1
July	2.0	1.8	2.1
August	2.1	1.8	2.3
September	2.1	1.8	2.2
October	1.9	1.8	2.5
November	1.7	1.9	
December	1.3	1.9	

## History of Month's Supply





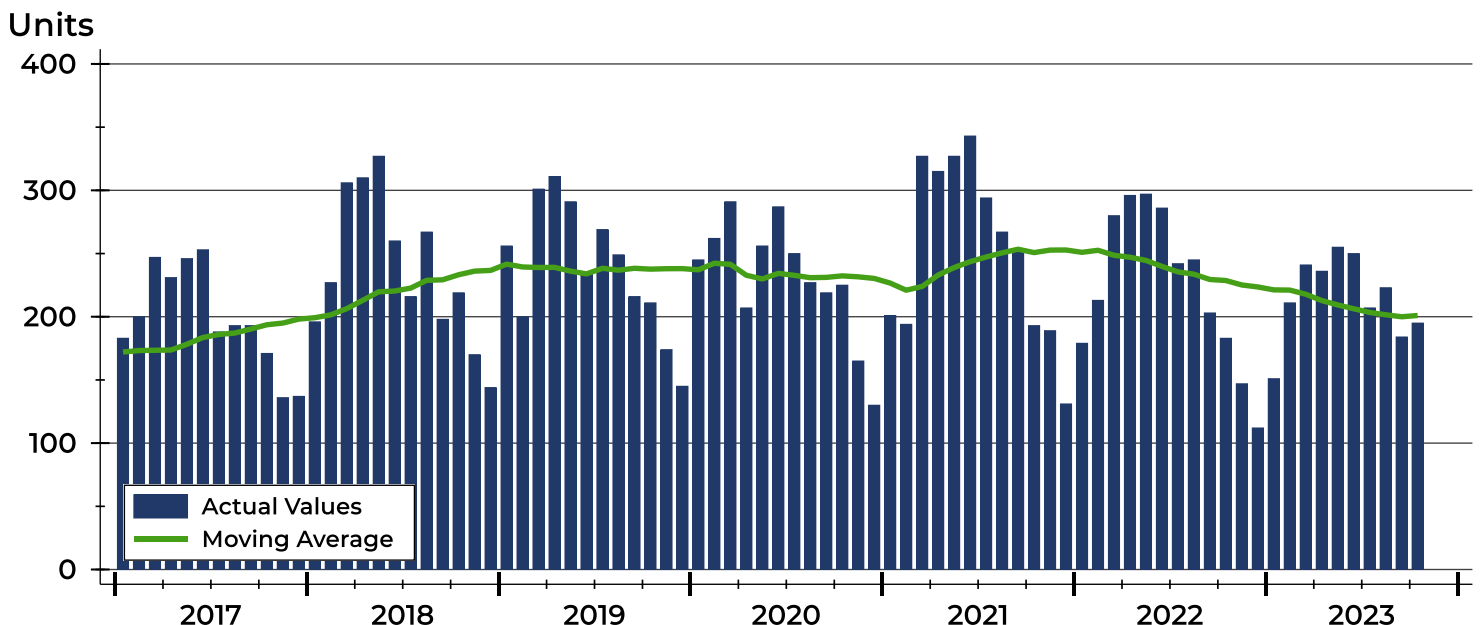
# Flint Hills Association Eight-County Jurisdiction New Listings Analysis

Summary Statistics for New Listings		2023	October 2022	Change
Current Month	New Listings	195	183	6.6%
	Volume (1,000s)	45,189	40,404	11.8%
	Average List Price	231,739	220,788	5.0%
	Median List Price	207,500	199,000	4.3%
Year-to-Date	New Listings	2,153	2,424	-11.2%
	Volume (1,000s)	533,901	571,324	-6.6%
	Average List Price	247,980	235,695	5.2%
	Median List Price	225,000	215,000	4.7%

A total of 195 new listings were added in the FHAR eight-county jurisdiction during October, up 6.6% from the same month in 2022. Year-to-date the FHAR eight-county jurisdiction has seen 2,153 new listings.

The median list price of these homes was \$207,500 up from \$199,000 in 2022.

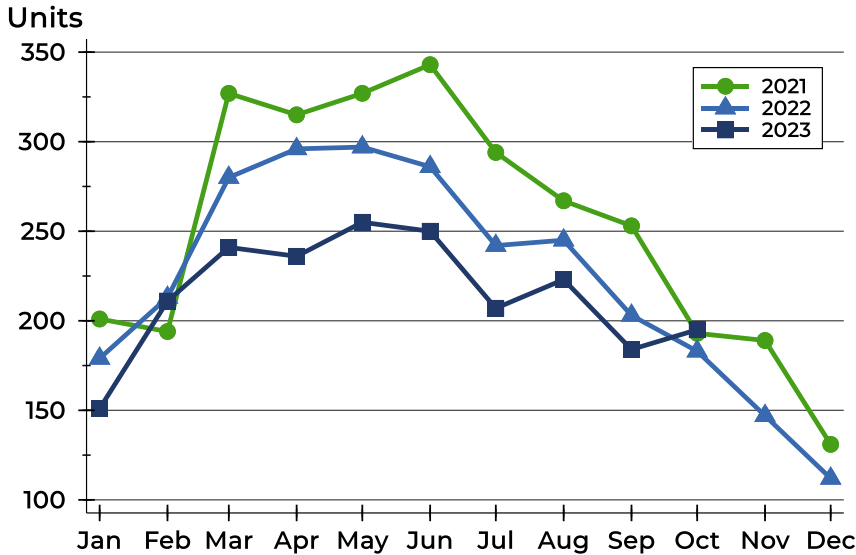
## History of New Listings





# Flint Hills Association Eight-County Jurisdiction New Listings Analysis

## New Listings by Month



Month	2021	2022	2023
January	201	179	151
February	194	213	211
March	327	280	241
April	315	296	236
May	327	297	255
June	343	286	250
July	294	242	207
August	267	245	223
September	253	203	184
October	193	183	195
November	189	147	
December	131	112	

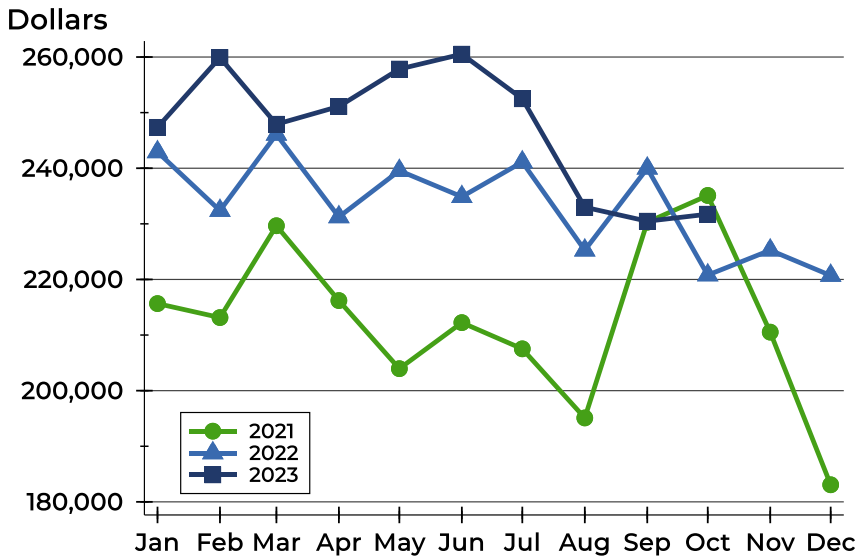
## New Listings by Price Range

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%	20,000	20,000	7	7	100.0%	100.0%
\$25,000-\$49,999	6	3.1%	37,483	37,500	13	13	95.0%	100.0%
\$50,000-\$99,999	27	13.8%	82,226	82,500	27	32	99.3%	100.0%
\$100,000-\$124,999	8	4.1%	111,500	113,500	21	26	95.2%	96.2%
\$125,000-\$149,999	20	10.3%	138,535	141,450	18	17	99.5%	100.0%
\$150,000-\$174,999	19	9.7%	165,637	169,000	12	10	99.9%	100.0%
\$175,000-\$199,999	14	7.2%	184,986	185,000	22	23	99.3%	100.0%
\$200,000-\$249,999	25	12.8%	225,662	225,000	17	16	99.1%	100.0%
\$250,000-\$299,999	29	14.9%	273,140	272,500	14	13	101.5%	100.0%
\$300,000-\$399,999	29	14.9%	346,421	349,900	18	16	99.1%	100.0%
\$400,000-\$499,999	10	5.1%	444,180	429,950	16	15	98.9%	100.0%
\$500,000-\$749,999	3	1.5%	589,967	595,000	15	16	100.0%	100.0%
\$750,000-\$999,999	4	2.1%	876,000	902,000	22	20	99.0%	100.0%
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



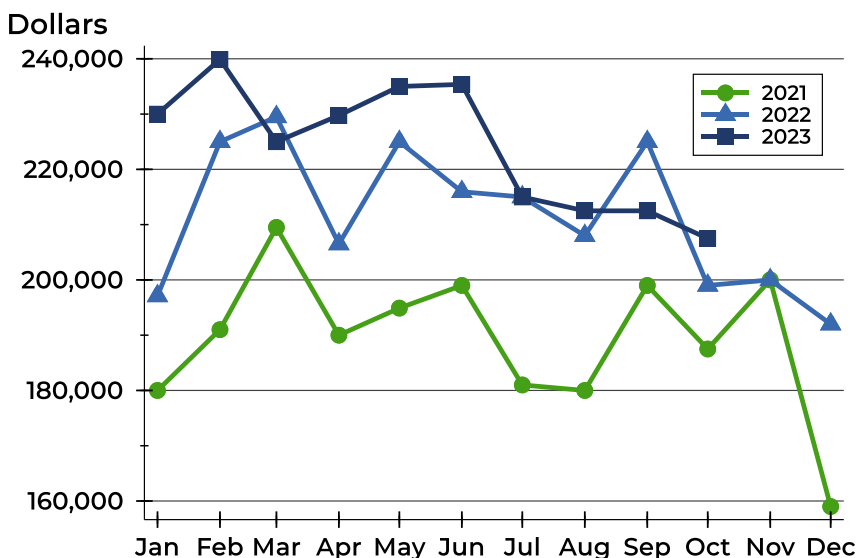
# Flint Hills Association Eight-County Jurisdiction New Listings Analysis

## Average Price



Month	2021	2022	2023
January	215,661	242,927	247,361
February	213,145	232,387	259,907
March	229,658	246,089	247,917
April	216,200	231,240	251,115
May	203,956	239,570	257,838
June	212,237	234,875	260,519
July	207,523	241,113	252,492
August	195,097	225,255	232,988
September	230,292	239,989	230,480
October	235,109	220,788	231,739
November	210,527	225,255	
December	183,075	220,707	

## Median Price



Month	2021	2022	2023
January	180,000	197,100	230,000
February	191,000	225,000	239,900
March	209,500	229,500	225,000
April	190,000	206,500	229,750
May	194,900	225,000	235,000
June	199,000	215,950	235,375
July	181,000	215,000	215,000
August	180,000	208,000	212,500
September	199,000	225,000	212,500
October	187,500	199,000	207,500
November	200,000	200,000	
December	159,000	192,000	



# Flint Hills Association Eight-County Jurisdiction Contracts Written Analysis

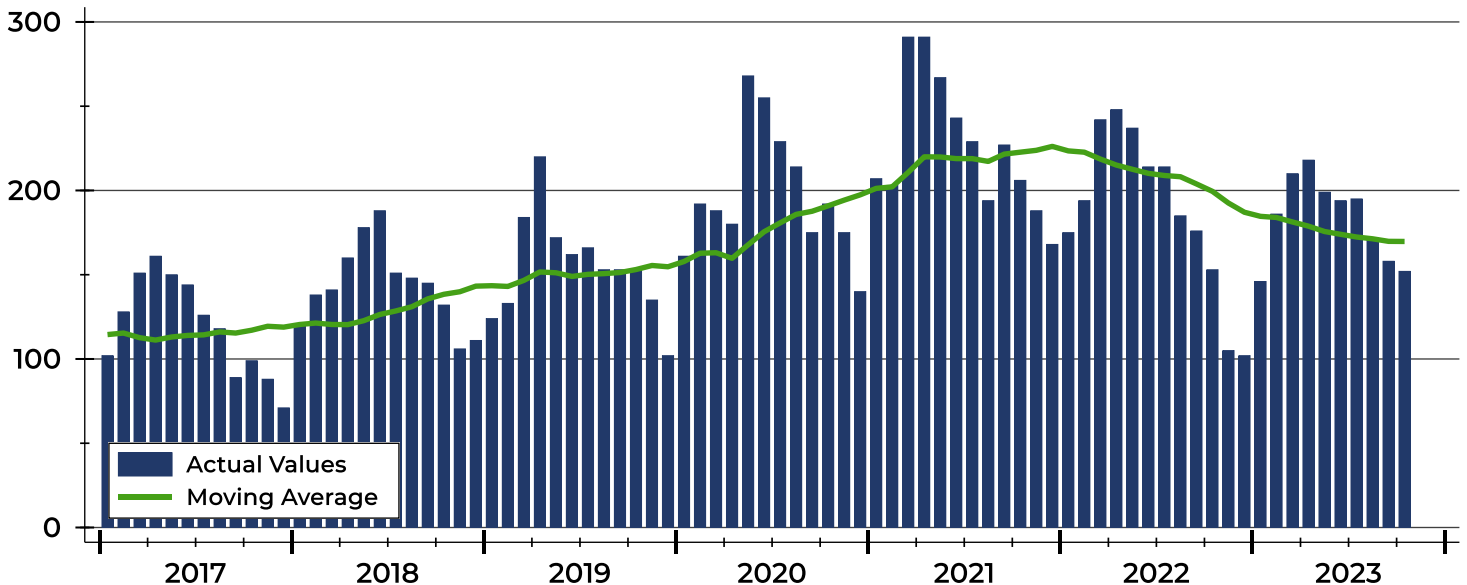
Summary Statistics for Contracts Written		2023	October 2022	Change	Year-to-Date		
		2023	2022	Change	2023	2022	Change
Contracts Written		152	153	-0.7%	1,830	2,038	-10.2%
Volume (1,000s)		35,464	33,424	6.1%	441,707	459,983	-4.0%
Average	Sale Price	233,313	218,457	6.8%	241,370	225,703	6.9%
	Days on Market	42	36	16.7%	37	29	27.6%
	Percent of Original	96.8%	95.3%	1.6%	96.5%	97.6%	-1.1%
Median	Sale Price	214,950	199,900	7.5%	220,000	205,000	7.3%
	Days on Market	23	15	53.3%	13	9	44.4%
	Percent of Original	100.0%	98.3%	1.7%	99.3%	100.0%	-0.7%

A total of 152 contracts for sale were written in the FHAR eight-county jurisdiction during the month of October, down from 153 in 2022. The median list price of these homes was \$214,950, up from \$199,900 the prior year.

Half of the homes that went under contract in October were on the market less than 23 days, compared to 15 days in October 2022.

## History of Contracts Written

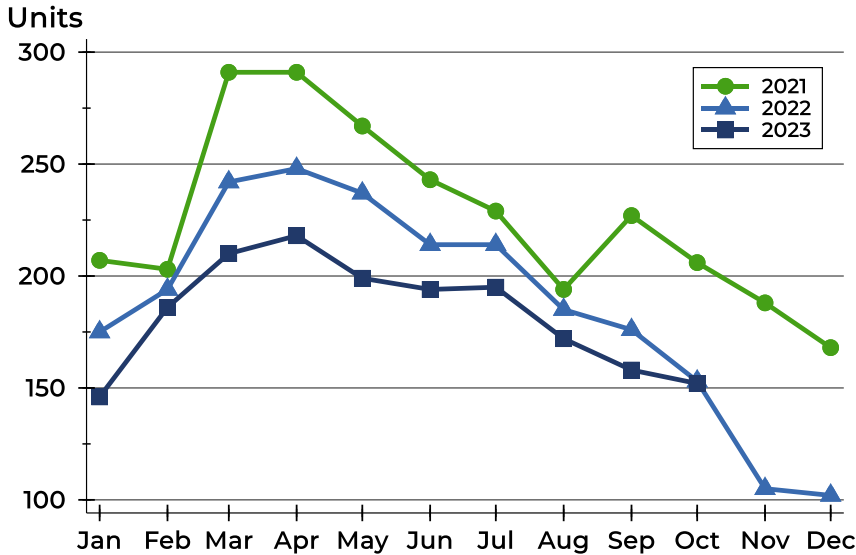
Units





# Flint Hills Association Eight-County Jurisdiction Contracts Written Analysis

## Contracts Written by Month



Month	2021	2022	2023
January	207	175	146
February	203	194	186
March	291	242	210
April	291	248	218
May	267	237	199
June	243	214	194
July	229	214	195
August	194	185	172
September	227	176	158
October	206	153	152
November	188	105	
December	168	102	

## Contracts Written by Price Range

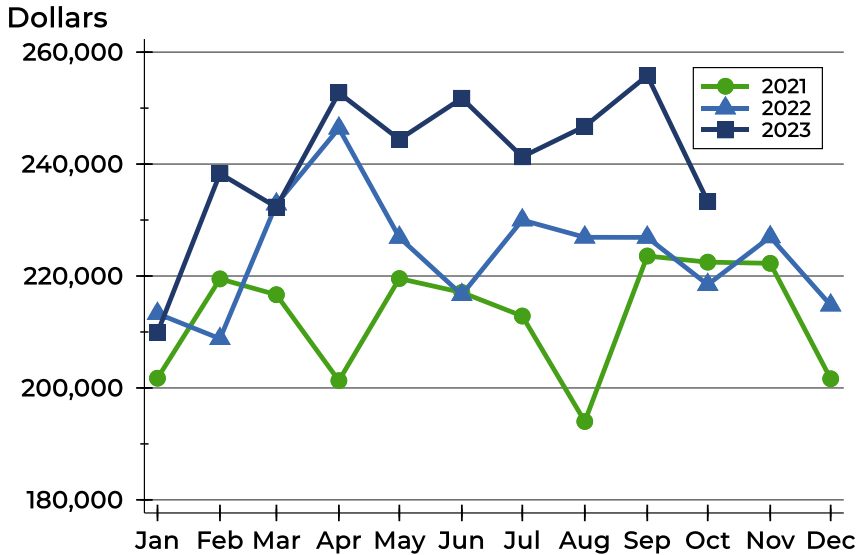
Price Range	Contracts Written		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	1	0.7%	20,000	20,000	7	7	100.0%	100.0%
\$25,000-\$49,999	6	3.9%	38,700	38,750	43	38	93.7%	100.0%
\$50,000-\$99,999	13	8.6%	74,658	76,500	56	50	91.3%	94.7%
\$100,000-\$124,999	6	3.9%	112,167	112,000	26	29	99.1%	100.0%
\$125,000-\$149,999	18	11.8%	136,800	135,000	41	24	96.0%	100.0%
\$150,000-\$174,999	17	11.2%	164,847	165,000	21	6	97.9%	100.0%
\$175,000-\$199,999	10	6.6%	191,075	192,475	19	15	99.3%	100.0%
\$200,000-\$249,999	22	14.5%	225,150	225,000	50	27	96.6%	100.0%
\$250,000-\$299,999	25	16.4%	277,216	275,000	22	13	100.5%	100.0%
\$300,000-\$399,999	20	13.2%	349,318	344,950	70	50	96.3%	98.5%
\$400,000-\$499,999	7	4.6%	441,771	440,000	45	19	96.9%	95.9%
\$500,000-\$749,999	6	3.9%	596,650	604,950	75	57	95.5%	98.1%
\$750,000-\$999,999	1	0.7%	850,000	850,000	145	145	70.8%	70.8%
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A





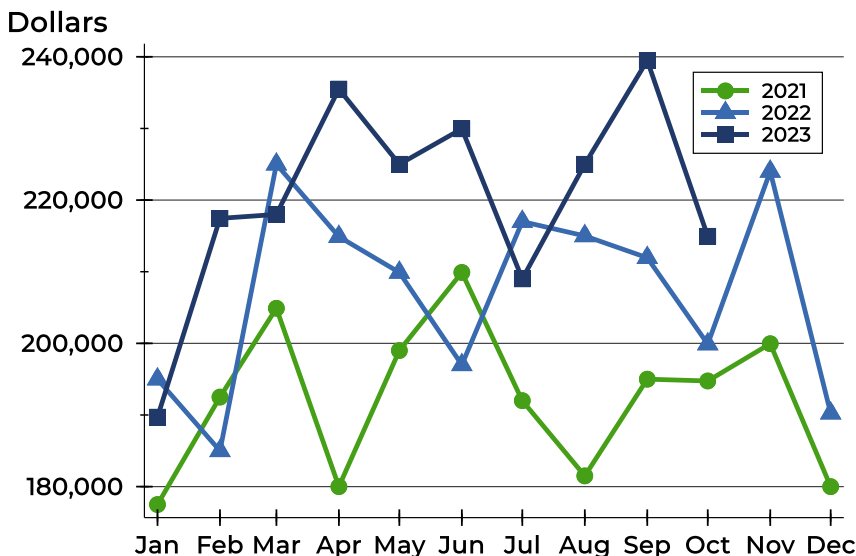
# Flint Hills Association Eight-County Jurisdiction Contracts Written Analysis

## Average Price



Month	2021	2022	2023
January	201,740	213,282	209,902
February	219,484	208,802	238,303
March	216,661	232,855	232,313
April	201,302	246,398	252,736
May	219,550	226,889	244,407
June	217,062	216,653	251,762
July	212,848	229,994	241,302
August	194,008	226,919	246,752
September	223,572	226,901	255,804
October	222,478	218,457	233,313
November	222,270	226,984	
December	201,636	214,784	

## Median Price

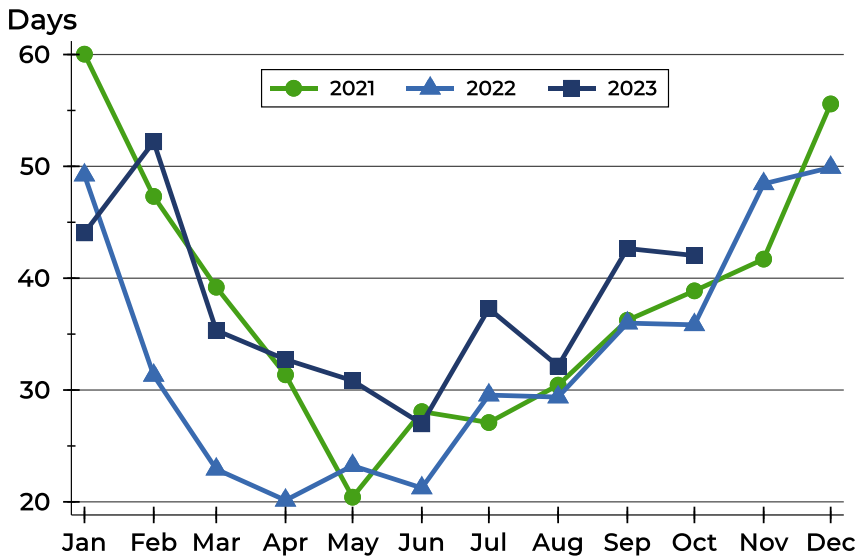


Month	2021	2022	2023
January	177,500	195,000	189,700
February	192,500	185,000	217,450
March	204,900	225,000	218,000
April	180,000	214,900	235,500
May	199,000	209,900	225,000
June	209,900	197,000	229,950
July	192,000	217,000	209,000
August	181,500	215,000	225,000
September	195,000	211,950	239,500
October	194,750	199,900	214,950
November	199,950	224,000	
December	180,000	190,250	



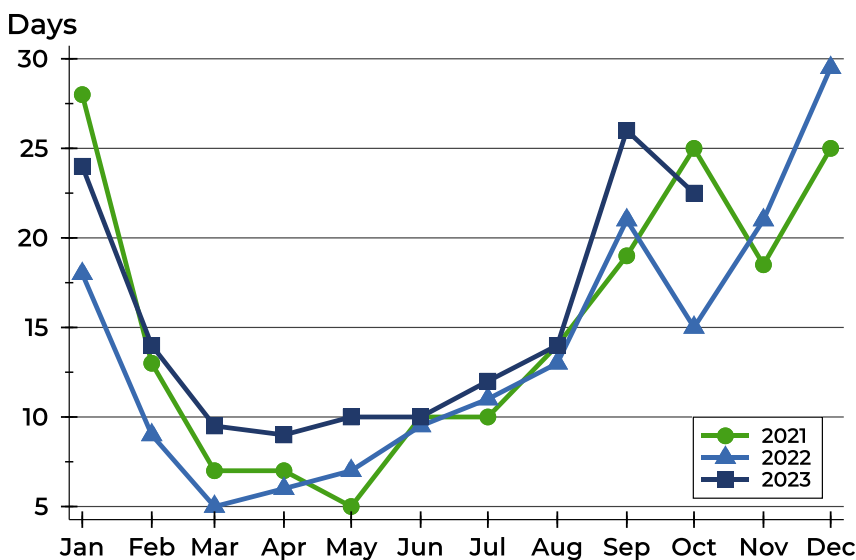
# Flint Hills Association Eight-County Jurisdiction Contracts Written Analysis

## Average DOM



Month	2021	2022	2023
January	60	49	44
February	47	31	52
March	39	23	35
April	31	20	33
May	20	23	31
June	28	21	27
July	27	30	37
August	30	29	32
September	36	36	43
October	39	36	42
November	42	48	
December	56	50	

## Median DOM



Month	2021	2022	2023
January	28	18	24
February	13	9	14
March	7	5	10
April	7	6	9
May	5	7	10
June	10	10	10
July	10	11	12
August	14	13	14
September	19	21	26
October	25	15	23
November	19	21	
December	25	30	



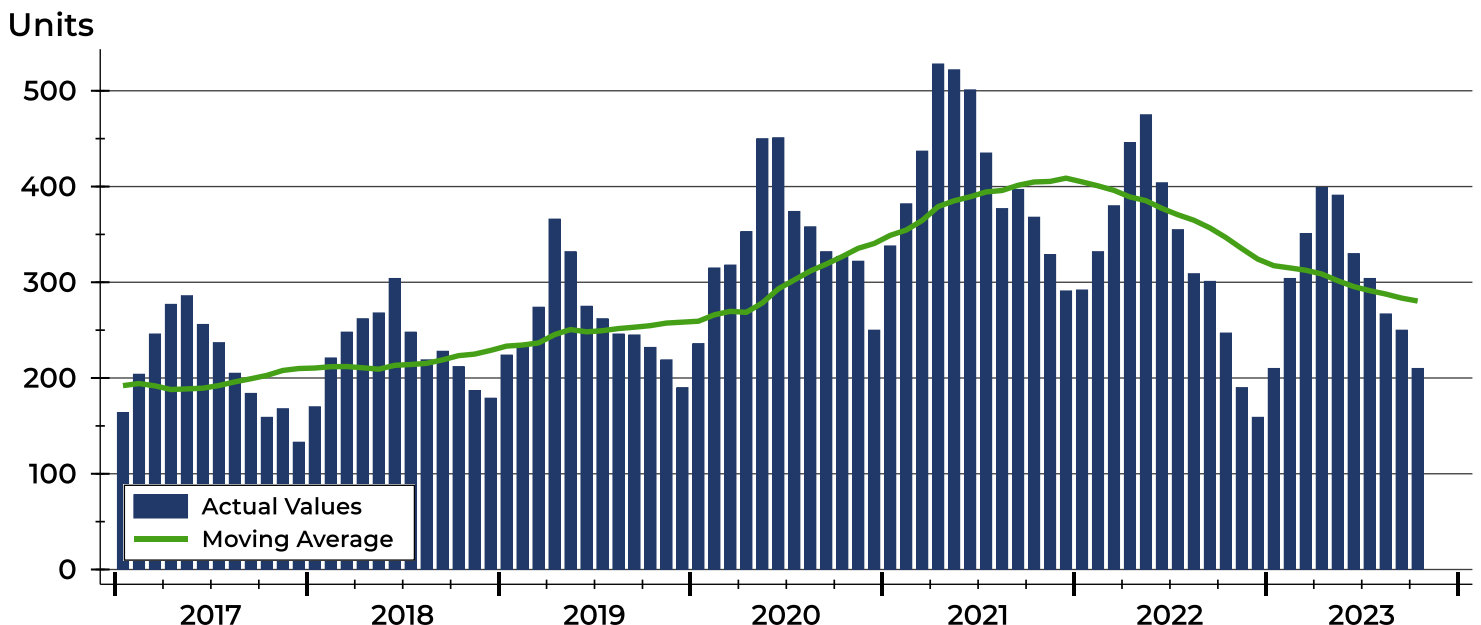
# Flint Hills Association Eight-County Jurisdiction Pending Contracts Analysis

Summary Statistics for Pending Contracts		End of October		
		2023	2022	Change
Pending Contracts		210	247	-15.0%
Volume (1,000s)		51,002	54,404	-6.3%
Average	List Price	242,865	220,258	10.3%
	Days on Market	44	37	18.9%
	Percent of Original	97.9%	97.8%	0.1%
Median	List Price	222,450	205,000	8.5%
	Days on Market	24	19	26.3%
	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 October, down from 247 contracts pending at the end of October 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.

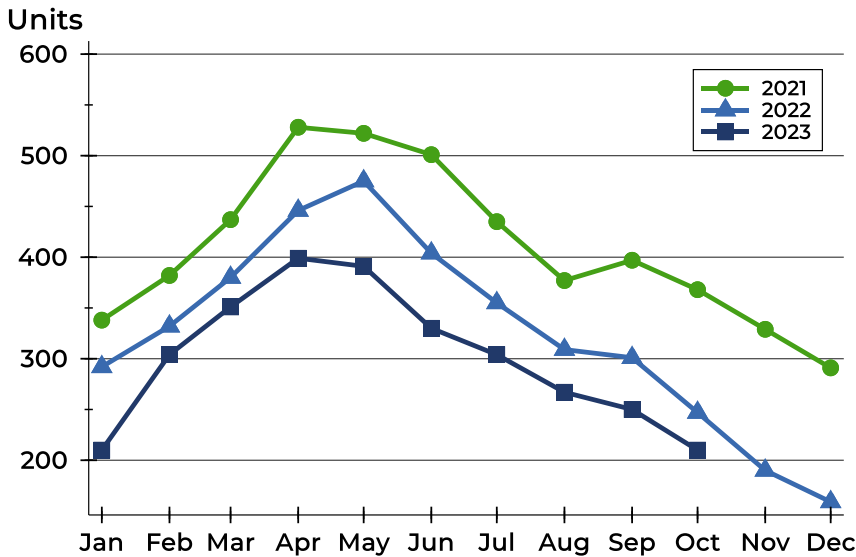
## History of Pending Contracts





# Flint Hills Association Eight-County Jurisdiction Pending Contracts Analysis

## Pending Contracts by Month



Month	2021	2022	2023
January	338	292	210
February	382	332	304
March	437	380	351
April	528	446	399
May	522	475	391
June	501	404	330
July	435	355	304
August	377	309	267
September	397	301	250
October	368	247	210
November	329	190	
December	291	159	

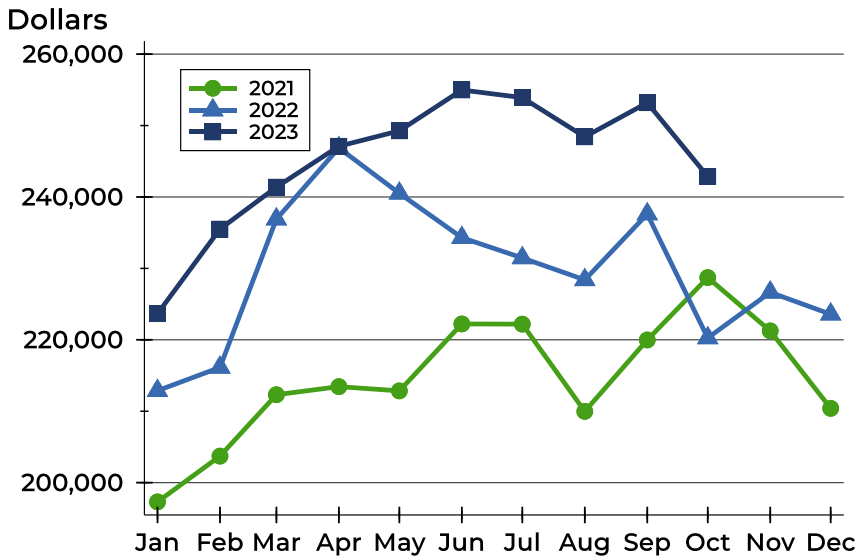
## Pending Contracts by Price Range

Price Range	Pending Contracts		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	1	0.5%	20,000	20,000	7	7	100.0%	100.0%
\$25,000-\$49,999	6	2.9%	38,700	38,750	43	38	93.7%	100.0%
\$50,000-\$99,999	13	6.2%	75,131	75,000	66	57	94.9%	100.0%
\$100,000-\$124,999	9	4.3%	112,000	112,000	28	24	98.7%	100.0%
\$125,000-\$149,999	27	12.9%	137,774	137,000	41	24	97.2%	100.0%
\$150,000-\$174,999	22	10.5%	164,414	165,000	25	8	97.9%	100.0%
\$175,000-\$199,999	11	5.2%	191,523	194,950	25	20	98.7%	100.0%
\$200,000-\$249,999	38	18.1%	225,245	225,000	50	27	97.8%	100.0%
\$250,000-\$299,999	27	12.9%	277,019	275,000	23	14	101.9%	100.0%
\$300,000-\$399,999	33	15.7%	346,556	345,000	53	44	96.8%	100.0%
\$400,000-\$499,999	15	7.1%	449,153	450,000	62	17	99.6%	100.0%
\$500,000-\$749,999	7	3.3%	608,375	615,000	73	56	97.1%	100.0%
\$750,000-\$999,999	1	0.5%	850,000	850,000	145	145	70.8%	70.8%
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



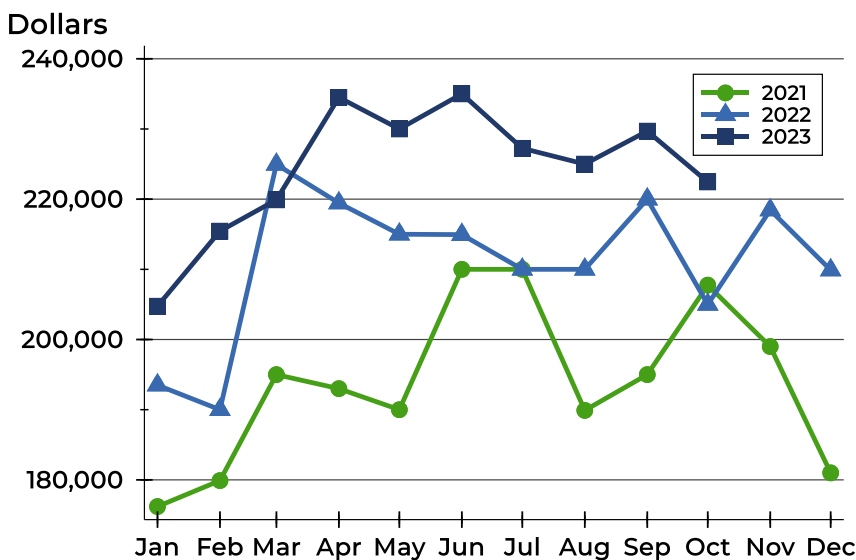
# Flint Hills Association Eight-County Jurisdiction Pending Contracts Analysis

## Average Price



Month	2021	2022	2023
January	197,305	212,869	223,659
February	203,714	216,135	235,504
March	212,313	236,894	241,379
April	213,444	246,874	247,101
May	212,848	240,516	249,264
June	222,220	234,300	254,985
July	222,192	231,465	253,916
August	209,977	228,393	248,419
September	219,980	237,610	253,194
October	228,713	220,258	242,865
November	221,250	226,647	
December	210,403	223,580	

## Median Price

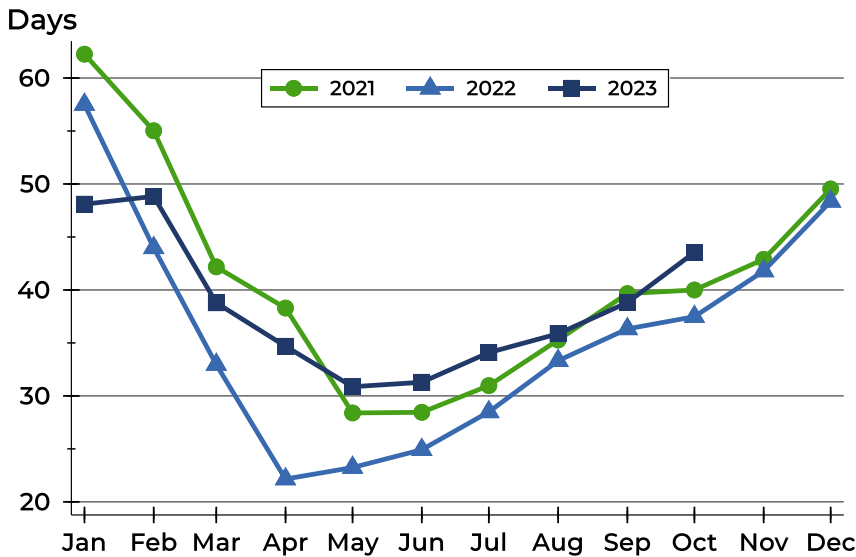


Month	2021	2022	2023
January	176,200	193,500	204,750
February	179,900	190,000	215,450
March	195,000	224,950	219,900
April	193,000	219,450	234,500
May	190,000	215,000	230,000
June	210,000	214,950	235,000
July	210,000	210,000	227,250
August	189,900	210,000	225,000
September	195,000	220,000	229,700
October	207,750	205,000	222,450
November	199,000	218,450	
December	181,000	209,900	



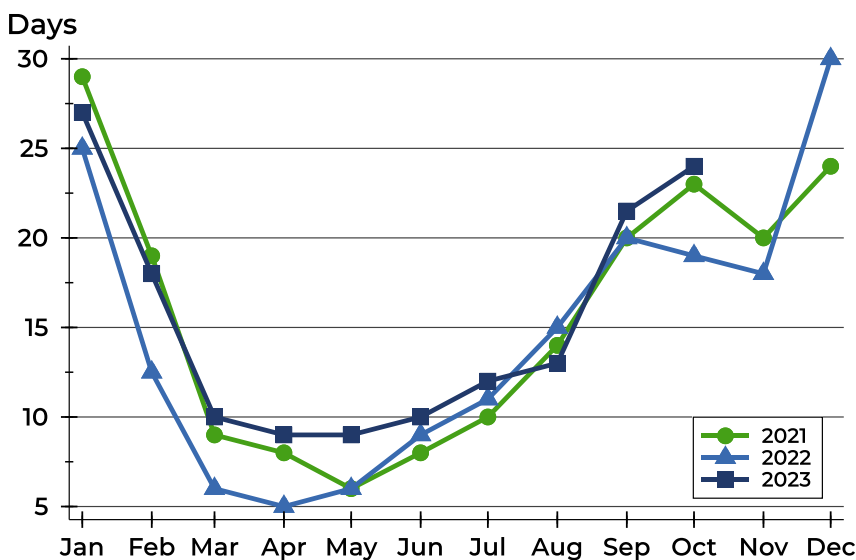
# Flint Hills Association Eight-County Jurisdiction Pending Contracts Analysis

## Average DOM



Month	2021	2022	2023
January	62	58	48
February	55	44	49
March	42	33	39
April	38	22	35
May	28	23	31
June	28	25	31
July	31	28	34
August	35	33	36
September	40	36	39
October	40	37	44
November	43	42	
December	50	48	

## Median DOM



Month	2021	2022	2023
January	29	25	27
February	19	13	18
March	9	6	10
April	8	5	9
May	6	6	9
June	8	9	10
July	10	11	12
August	14	15	13
September	20	20	22
October	23	19	24
November	20	18	
December	24	30	