



**March
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 March

Total home sales in the FHAR eight-county jurisdiction fell last month to 155 units, compared to 184 units in March 2022. Total sales volume was \$33.6 million, down from a year earlier.

The median sale price in March was \$197,000, up from \$164,000 a year earlier. Homes that sold in March were typically on the market for 25 days and sold for 99.2% of their list prices.

FHAR Jurisdiction Active Listings Up at End of March

The total number of active listings in the FHAR eight-county jurisdiction at the end of March was 340 units, up from 286 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 March was \$237,500.

During March, a total of 215 contracts were written down from 242 in March 2022. At the end of the month, there were 351 contracts still pending.

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Flint Hills MLS Statistics



**FLINT HILLS
ASSOCIATION
OF REALTORS®**

Flint Hills Association Eight-County Jurisdiction Summary Statistics

March MLS Statistics Three-year History		Current Month			Year-to-Date		
		2023	2022	2021	2023	2022	2021
Home Sales		155	184	214	349	488	503
Change from prior year		-15.8%	-14.0%	28.1%	-28.5%	-3.0%	23.9%
Active Listings		340	286	342	N/A	N/A	N/A
Change from prior year		18.9%	-16.4%	-55.8%			
Months' Supply		1.8	1.3	1.7	N/A	N/A	N/A
Change from prior year		38.5%	-23.5%	-64.6%			
New Listings		230	280	327	587	672	722
Change from prior year		-17.9%	-14.4%	12.4%	-12.6%	-6.9%	-9.5%
Contracts Written		215	242	291	543	611	701
Change from prior year		-11.2%	-16.8%	54.8%	-11.1%	-12.8%	29.6%
Pending Contracts		351	380	437	N/A	N/A	N/A
Change from prior year		-7.6%	-13.0%	37.4%			
Sales Volume (1,000s)		33,643	34,454	43,125	74,008	98,057	99,392
Change from prior year		-2.4%	-20.1%	46.1%	-24.5%	-1.3%	40.3%
Average	Sale Price	217,051	187,253	201,520	212,057	200,936	197,598
	Change from prior year	15.9%	-7.1%	14.0%	5.5%	1.7%	13.3%
	List Price of Actives	276,818	257,735	226,585	N/A	N/A	N/A
	Change from prior year	7.4%	13.7%	15.3%			
	Days on Market	51	38	63	50	43	60
Change from prior year	34.2%	-39.7%	-22.2%	16.3%	-28.3%	-29.4%	
Percent of List	96.4%	99.9%	98.4%	96.9%	98.6%	97.8%	
Change from prior year	-3.5%	1.5%	1.5%	-1.7%	0.8%	1.2%	
Percent of Original	93.8%	98.1%	97.0%	94.3%	96.8%	96.3%	
Change from prior year	-4.4%	1.1%	3.1%	-2.6%	0.5%	2.6%	
Median	Sale Price	197,000	164,000	179,250	190,000	184,500	179,500
	Change from prior year	20.1%	-8.5%	14.2%	3.0%	2.8%	11.2%
	List Price of Actives	237,500	194,750	167,250	N/A	N/A	N/A
	Change from prior year	22.0%	16.4%	4.5%			
	Days on Market	25	12	20	28	16	25
Change from prior year	108.3%	-40.0%	-47.4%	75.0%	-36.0%	-46.8%	
Percent of List	99.2%	100.0%	99.2%	98.5%	100.0%	99.1%	
Change from prior year	-0.8%	0.8%	0.9%	-1.5%	0.9%	0.9%	
Percent of Original	97.1%	100.0%	98.1%	96.8%	99.8%	98.2%	
Change from prior year	-2.9%	1.9%	1.6%	-3.0%	1.6%	1.6%	

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



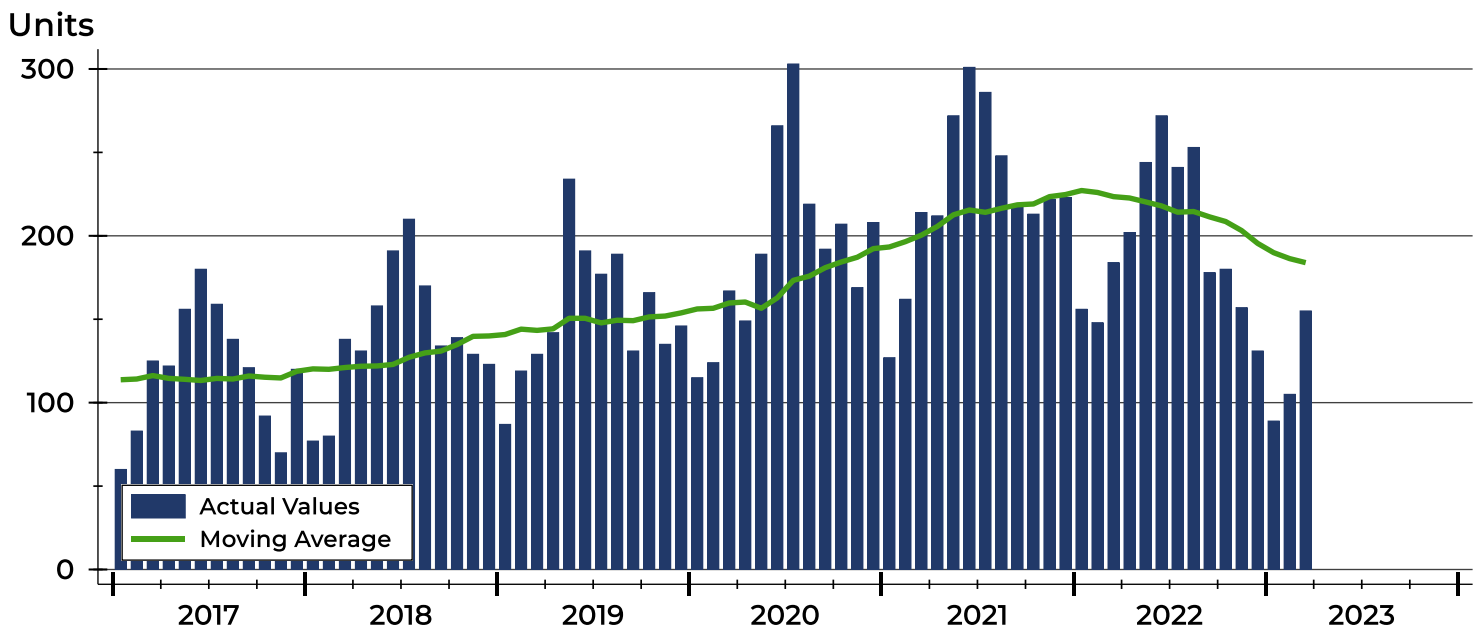
Flint Hills Association Eight-County Jurisdiction Closed Listings Analysis

Summary Statistics for Closed Listings		2023	March 2022	Change	2023	Year-to-Date 2022	Change
Closed Listings		155	184	-15.8%	349	488	-28.5%
Volume (1,000s)		33,643	34,454	-2.4%	74,008	98,057	-24.5%
Months' Supply		1.8	1.3	38.5%	N/A	N/A	N/A
Average	Sale Price	217,051	187,253	15.9%	212,057	200,936	5.5%
	Days on Market	51	38	34.2%	50	43	16.3%
	Percent of List	96.4%	99.9%	-3.5%	96.9%	98.6%	-1.7%
	Percent of Original	93.8%	98.1%	-4.4%	94.3%	96.8%	-2.6%
Median	Sale Price	197,000	164,000	20.1%	190,000	184,500	3.0%
	Days on Market	25	12	108.3%	28	16	75.0%
	Percent of List	99.2%	100.0%	-0.8%	98.5%	100.0%	-1.5%
	Percent of Original	97.1%	100.0%	-2.9%	96.8%	99.8%	-3.0%

A total of 155 homes sold in the FHAR eight-county jurisdiction in March, down from 184 units in March 2022. Total sales volume fell to \$33.6 million compared to \$34.5 million in the previous year.

The median sales price in March was \$197,000, up 20.1% compared to the prior year. Median days on market was 25 days, down from 30 days in February, but up from 12 in March 2022.

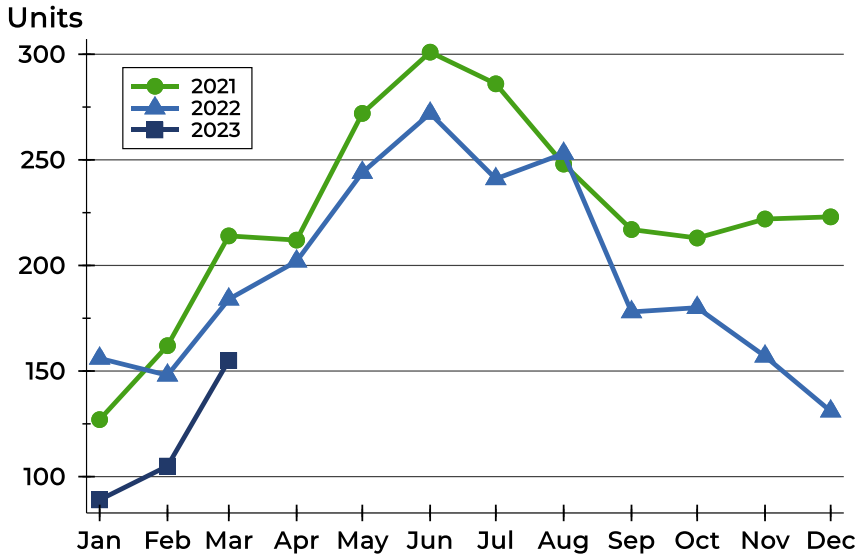
History of Closed Listings





Flint Hills Association Eight-County Jurisdiction Closed Listings Analysis

Closed Listings by Month



Month	2021	2022	2023
January	127	156	89
February	162	148	105
March	214	184	155
April	212	202	
May	272	244	
June	301	272	
July	286	241	
August	248	253	
September	217	178	
October	213	180	
November	222	157	
December	223	131	

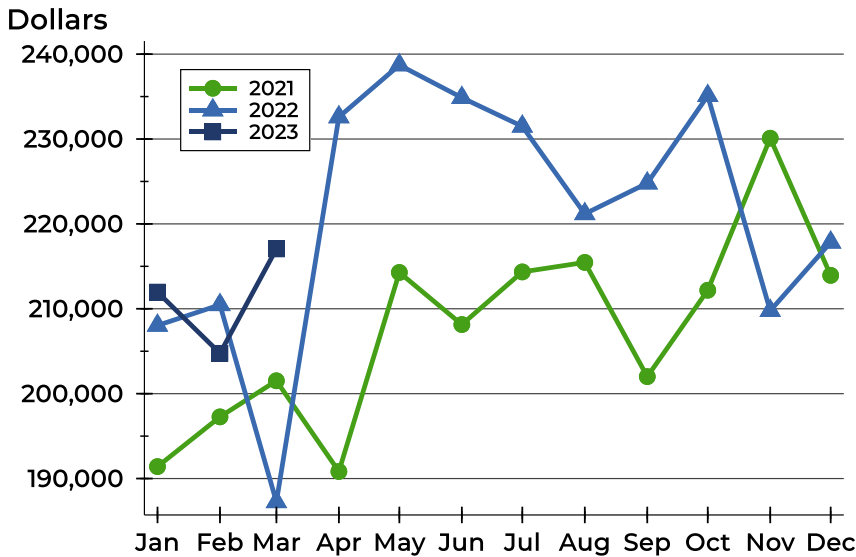
Closed Listings by Price Range

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	4	2.6%	0.6	12,000	11,500	65	59	62.7%	66.0%	43.1%	40.0%
\$25,000-\$49,999	5	3.2%	1.7	36,000	40,000	54	14	82.7%	83.3%	79.6%	83.3%
\$50,000-\$99,999	12	7.7%	2.6	71,575	66,500	69	19	89.1%	88.8%	85.2%	84.8%
\$100,000-\$124,999	7	4.5%	1.9	118,493	118,000	60	25	98.3%	100.0%	94.9%	97.2%
\$125,000-\$149,999	19	12.3%	1.5	133,755	135,000	60	48	96.9%	97.2%	94.0%	96.2%
\$150,000-\$174,999	17	11.0%	1.3	160,329	160,000	66	54	101.2%	100.0%	98.3%	98.2%
\$175,000-\$199,999	16	10.3%	1.0	186,394	185,000	45	30	97.4%	98.0%	95.0%	95.1%
\$200,000-\$249,999	26	16.8%	1.5	225,438	227,500	54	30	98.6%	99.7%	96.6%	98.4%
\$250,000-\$299,999	18	11.6%	1.4	273,239	272,500	43	10	98.1%	100.0%	96.3%	100.0%
\$300,000-\$399,999	18	11.6%	2.2	339,356	332,500	11	7	99.8%	100.0%	99.5%	100.0%
\$400,000-\$499,999	7	4.5%	3.2	422,543	417,900	55	21	100.1%	99.0%	98.0%	96.6%
\$500,000-\$749,999	5	3.2%	5.6	556,282	549,900	54	31	99.0%	99.4%	99.0%	99.4%
\$750,000-\$999,999	1	0.6%	12.0	850,000	850,000	62	62	87.7%	87.7%	87.7%	87.7%
\$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



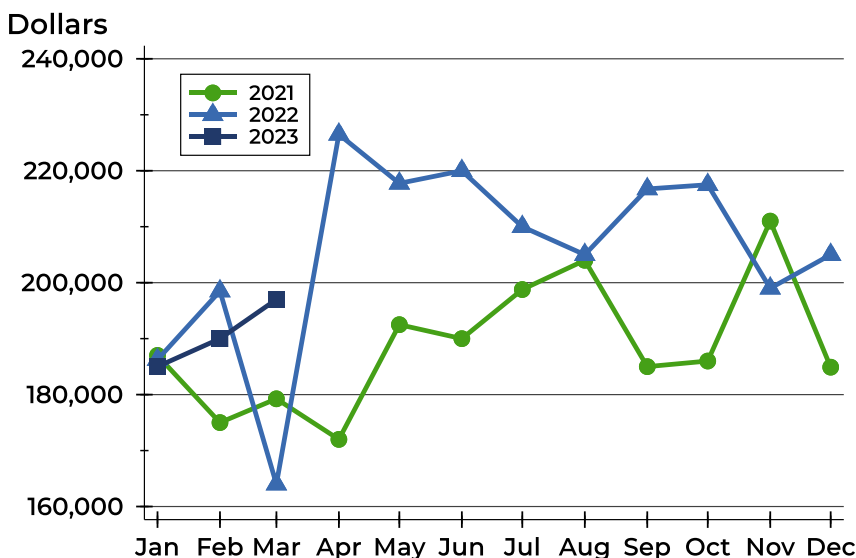
Flint Hills Association Eight-County Jurisdiction Closed Listings Analysis

Average Price



Month	2021	2022	2023
January	191,410	208,036	211,973
February	197,267	210,465	204,757
March	201,520	187,253	217,051
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	209,780	
December	213,939	217,827	

Median Price

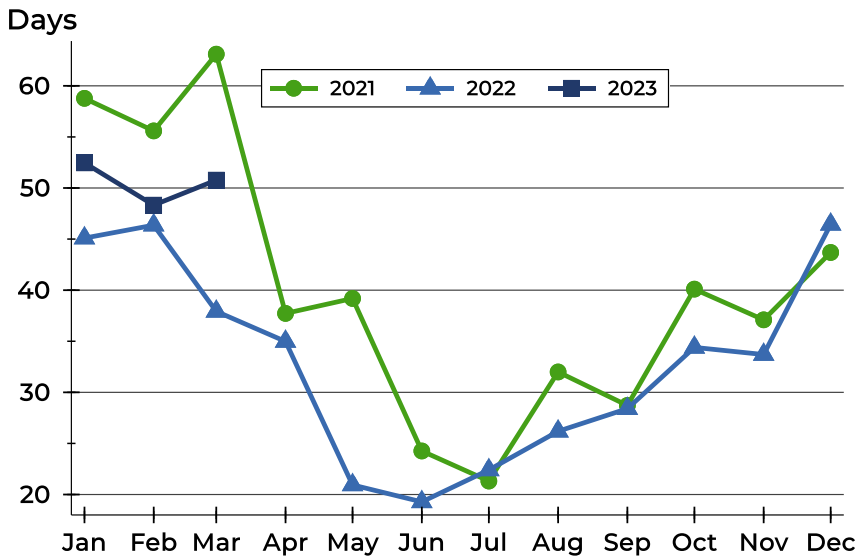


Month	2021	2022	2023
January	187,000	186,250	185,000
February	175,000	198,500	190,000
March	179,250	164,000	197,000
April	172,000	226,500	
May	192,500	217,750	
June	190,000	220,000	
July	198,775	210,000	
August	204,000	205,000	
September	185,000	216,750	
October	186,000	217,500	
November	211,000	199,000	
December	184,900	205,000	



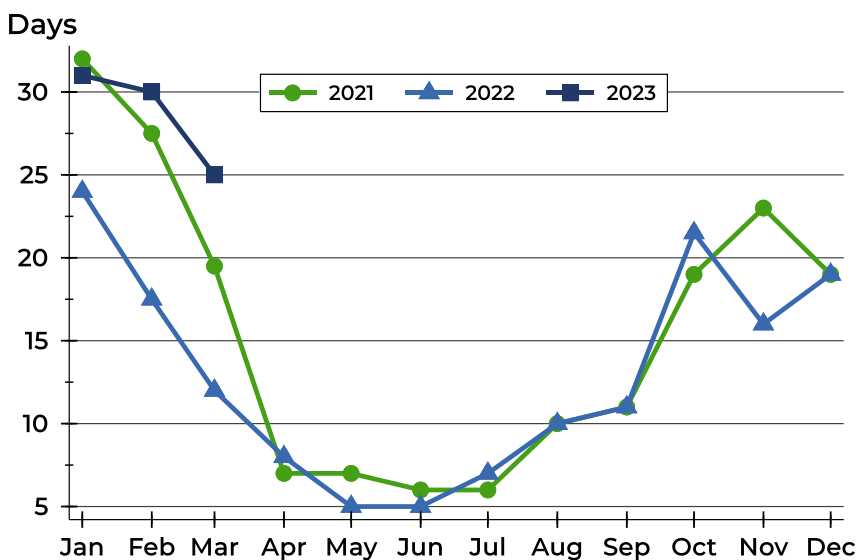
Flint Hills Association Eight-County Jurisdiction Closed Listings Analysis

Average DOM



Month	2021	2022	2023
January	59	45	52
February	56	46	48
March	63	38	51
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	31
February	28	18	30
March	20	12	25
April	7	8	
May	7	5	
June	6	5	
July	6	7	
August	10	10	
September	11	11	
October	19	22	
November	23	16	
December	19	19	



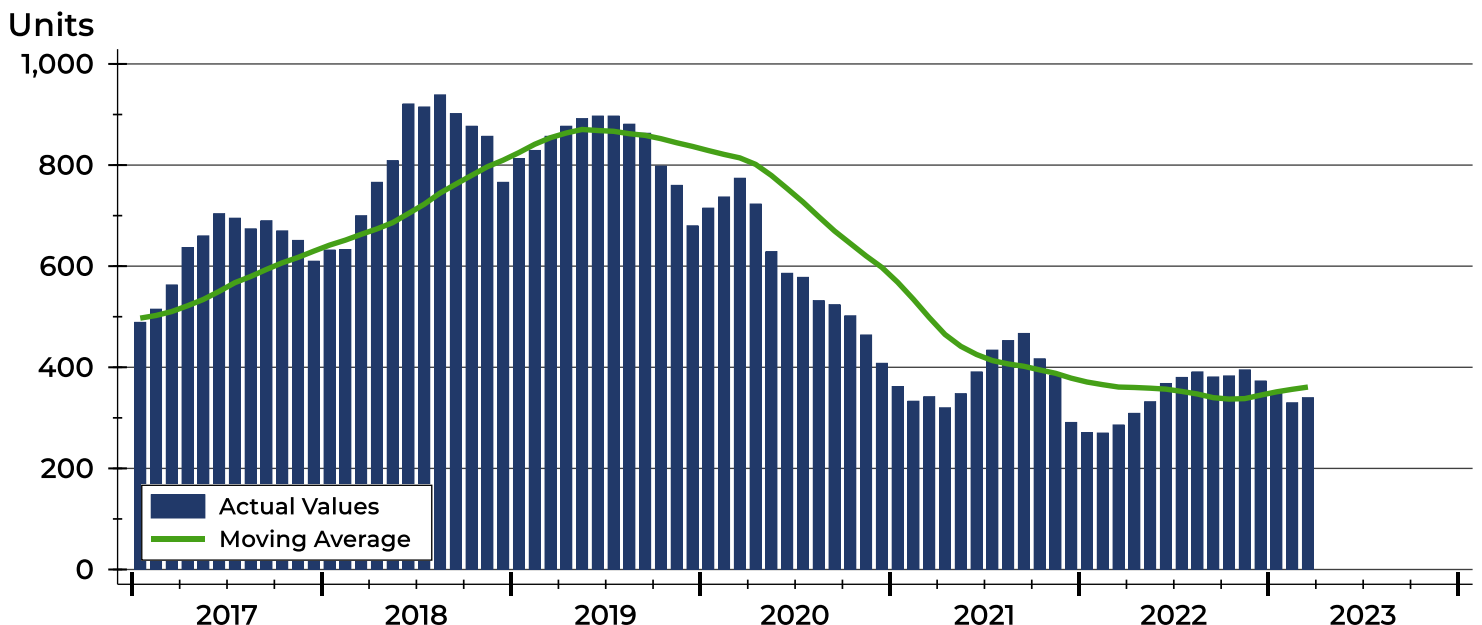
Flint Hills Association Eight-County Jurisdiction Active Listings Analysis

Summary Statistics for Active Listings		2023	End of March 2022	Change
Active Listings		340	286	18.9%
Volume (1,000s)		94,118	73,712	27.7%
Months' Supply		1.8	1.3	38.5%
Average	List Price	276,818	257,735	7.4%
	Days on Market	78	75	4.0%
	Percent of Original	97.6%	97.8%	-0.2%
Median	List Price	237,500	194,750	22.0%
	Days on Market	51	46	10.9%
	Percent of Original	100.0%	100.0%	0.0%

A total of 340 homes were available for sale in the FHAR eight-county jurisdiction at the end of March. This represents a 1.8 months' supply of active listings.

The median list price of homes on the market at the end of March was \$237,500, up 22.0% from 2022. The typical time on market for active listings was 51 days, up from 46 days a year earlier.

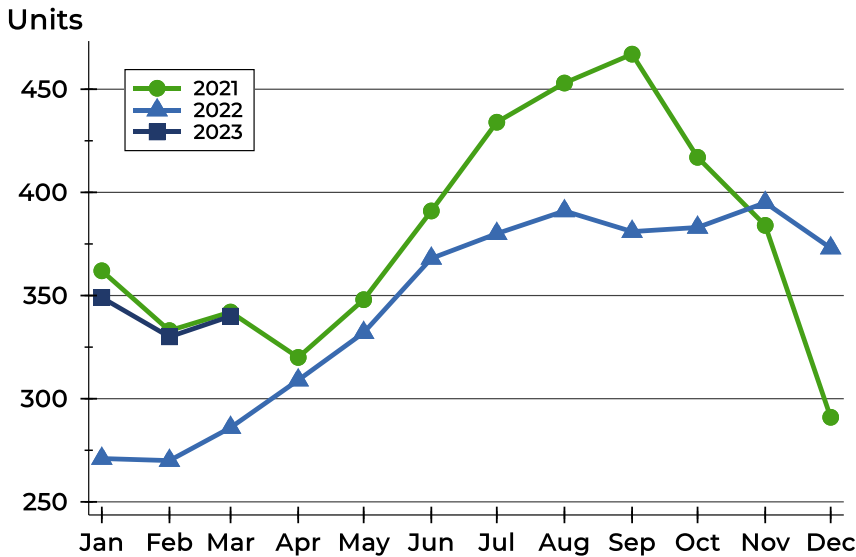
History of Active Listings





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	
May	348	332	
June	391	368	
July	434	380	
August	453	391	
September	467	381	
October	417	383	
November	384	395	
December	291	373	

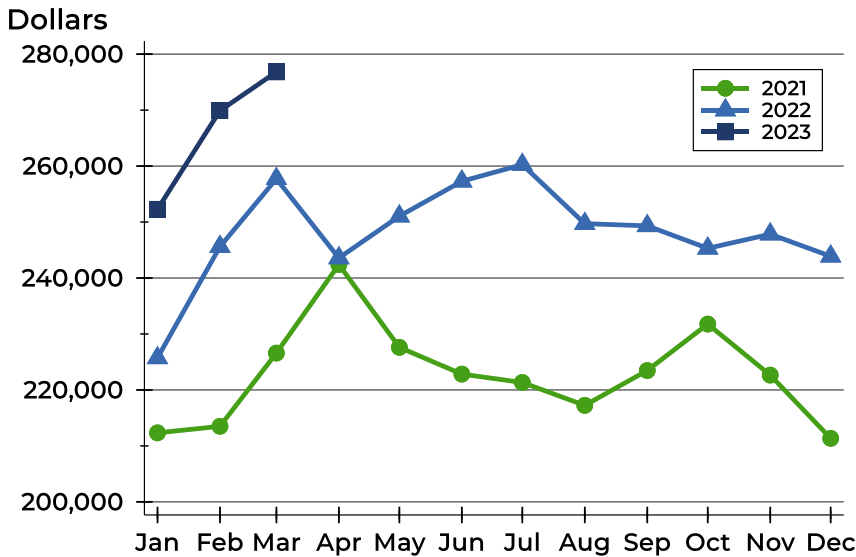
Active Listings by Price Range

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%	0.6	13,000	13,000	52	52	65.0%	65.0%
\$25,000-\$49,999	8	2.4%	1.7	40,113	44,250	76	31	95.8%	96.7%
\$50,000-\$99,999	39	11.5%	2.6	80,790	84,000	95	64	95.1%	100.0%
\$100,000-\$124,999	23	6.8%	1.9	115,174	115,000	38	14	98.3%	100.0%
\$125,000-\$149,999	25	7.4%	1.5	135,368	135,000	78	61	97.6%	100.0%
\$150,000-\$174,999	24	7.1%	1.3	163,038	164,500	78	62	98.8%	100.0%
\$175,000-\$199,999	17	5.0%	1.0	185,812	185,000	84	41	96.4%	97.5%
\$200,000-\$249,999	44	12.9%	1.5	225,440	222,500	83	58	97.6%	100.0%
\$250,000-\$299,999	40	11.8%	1.4	275,085	270,000	54	44	98.6%	100.0%
\$300,000-\$399,999	58	17.1%	2.2	349,309	350,000	79	53	98.0%	100.0%
\$400,000-\$499,999	30	8.8%	3.2	451,652	452,450	93	68	99.2%	100.0%
\$500,000-\$749,999	23	6.8%	5.6	629,714	625,000	72	49	98.5%	100.0%
\$750,000-\$999,999	5	1.5%	12.0	842,580	784,900	145	57	95.6%	100.0%
\$1,000,000 and up	3	0.9%	N/A	1,366,667	1,200,000	114	41	100.0%	100.0%



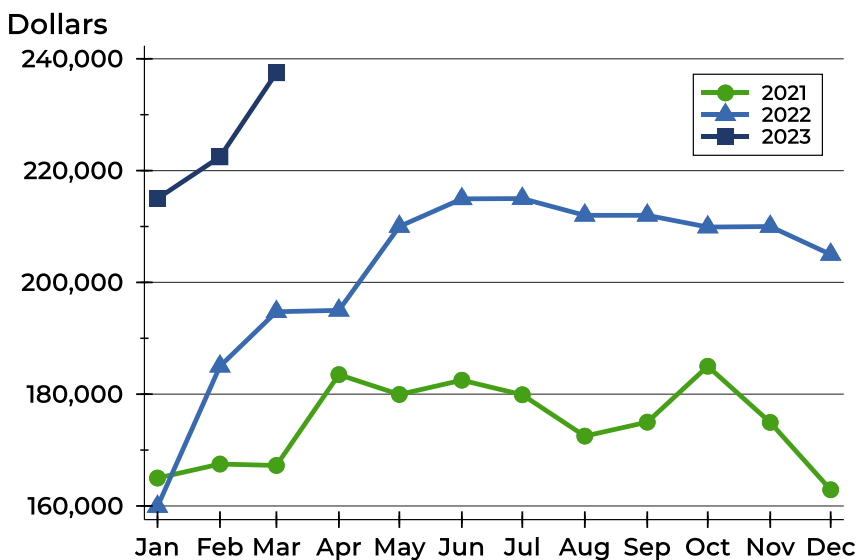
Flint Hills Association Eight-County Jurisdiction Active Listings Analysis

Average Price



Month	2021	2022	2023
January	212,332	225,726	252,283
February	213,504	245,608	269,896
March	226,585	257,735	276,818
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

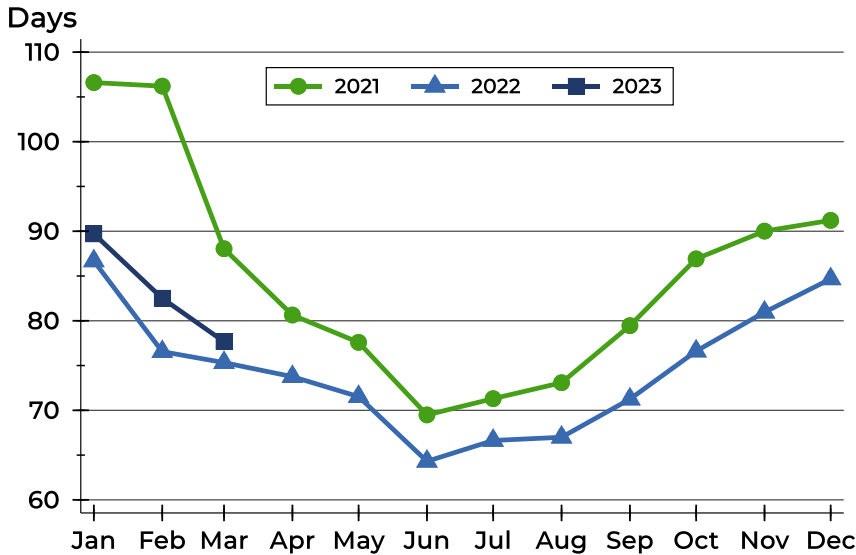


Month	2021	2022	2023
January	165,000	159,900	215,000
February	167,500	185,000	222,450
March	167,250	194,750	237,500
April	183,500	195,000	
May	179,950	210,000	
June	182,500	214,950	
July	179,900	215,000	
August	172,500	212,000	
September	175,000	212,000	
October	185,000	209,900	
November	174,950	210,000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



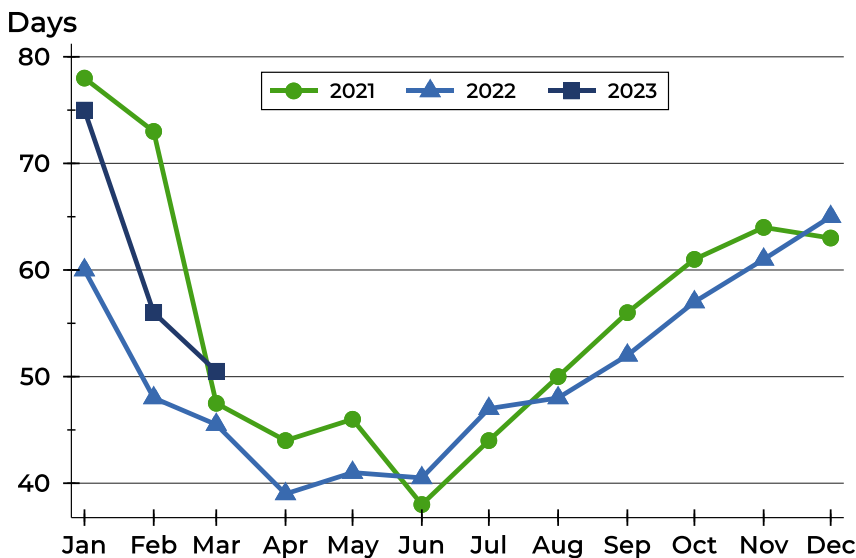
Flint Hills Association Eight-County Jurisdiction Active Listings Analysis

Average DOM



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

Median DOM

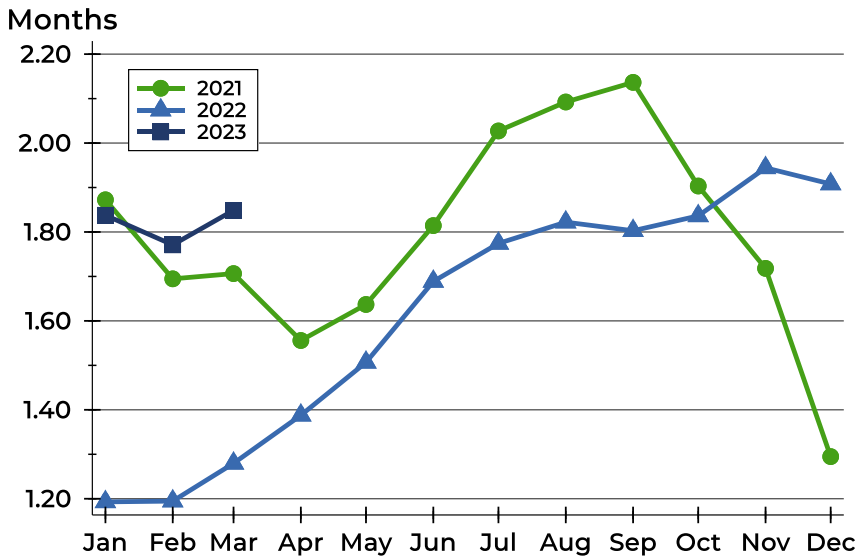


Month	2021	2022	2023
January	78	60	75
February	73	48	56
March	48	46	51
April	44	39	
May	46	41	
June	38	41	
July	44	47	
August	50	48	
September	56	52	
October	61	57	
November	64	61	
December	63	65	



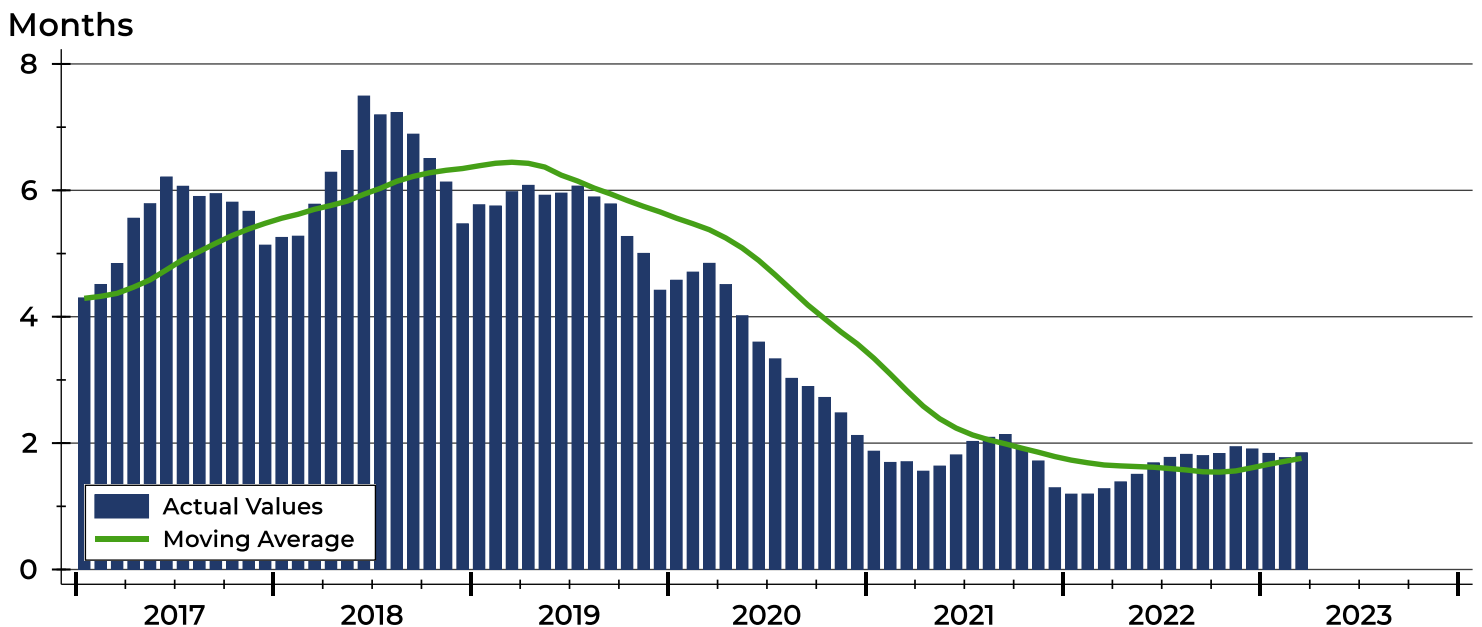
Flint Hills Association Eight-County Jurisdiction Months' Supply Analysis

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	
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





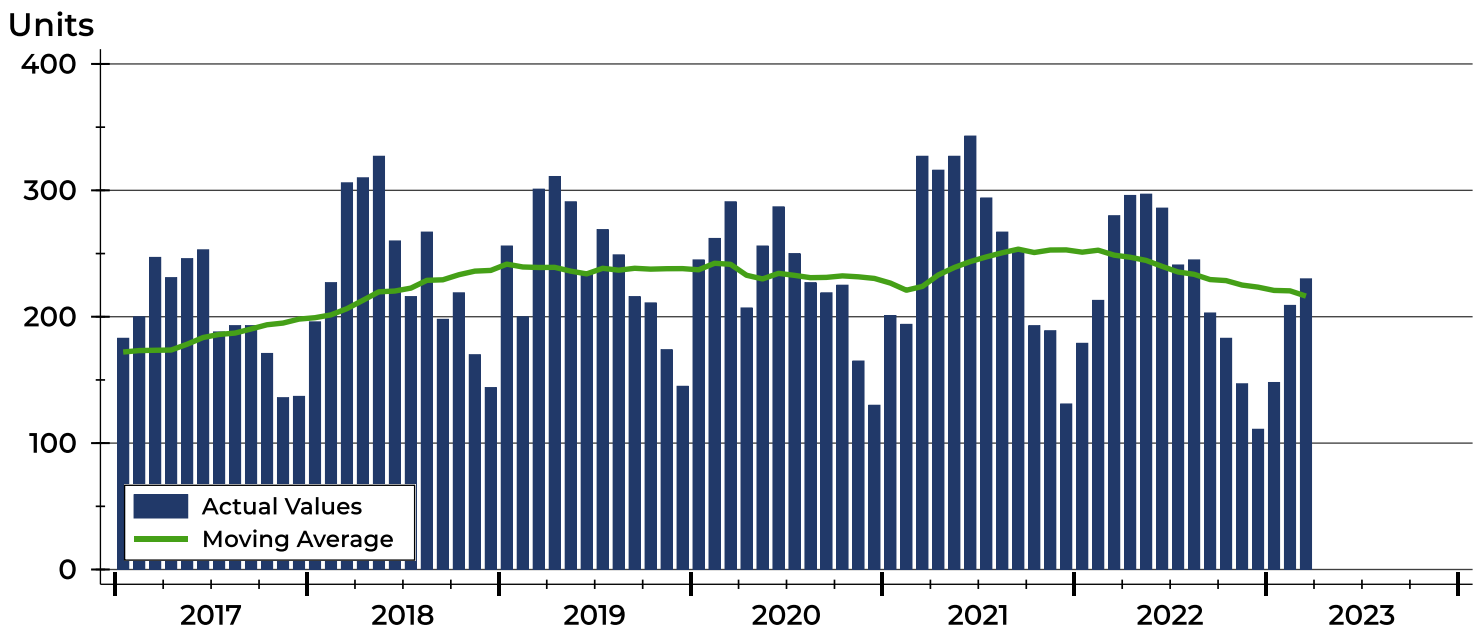
Flint Hills Association Eight-County Jurisdiction New Listings Analysis

Summary Statistics for New Listings		2023	March 2022	Change
Current Month	New Listings	230	280	-17.9%
	Volume (1,000s)	57,100	68,905	-17.1%
	Average List Price	248,260	246,089	0.9%
	Median List Price	225,000	229,500	-2.0%
Year-to-Date	New Listings	587	672	-12.6%
	Volume (1,000s)	149,076	161,947	-7.9%
	Average List Price	253,963	240,993	5.4%
	Median List Price	230,000	220,000	4.5%

A total of 230 new listings were added in the FHAR eight-county jurisdiction during March, down 17.9% from the same month in 2022. Year-to-date the FHAR eight-county jurisdiction has seen 587 new listings.

The median list price of these homes was \$225,000 down from \$229,500 in 2022.

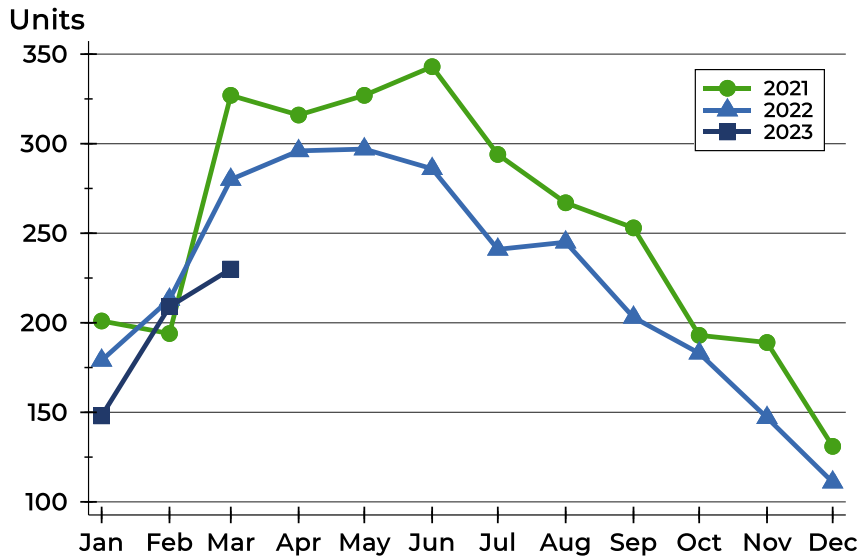
History of New Listings





Flint Hills Association Eight-County Jurisdiction New Listings Analysis

New Listings by Month



Month	2021	2022	2023
January	201	179	148
February	194	213	209
March	327	280	230
April	316	296	
May	327	297	
June	343	286	
July	294	241	
August	267	245	
September	253	203	
October	193	183	
November	189	147	
December	131	111	

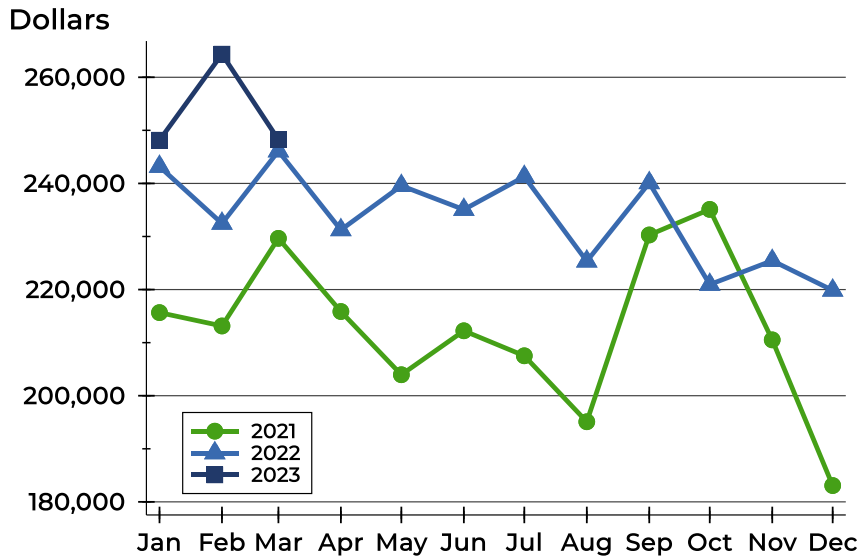
New Listings by Price Range

Price Range	New Listings		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	1	0.4%	19,900	19,900	32	32	79.6%	79.6%
\$25,000-\$49,999	5	2.2%	33,200	31,000	19	10	99.8%	100.0%
\$50,000-\$99,999	21	9.1%	83,233	84,900	11	9	99.2%	100.0%
\$100,000-\$124,999	17	7.4%	116,165	119,500	14	11	99.5%	100.0%
\$125,000-\$149,999	16	7.0%	135,394	135,000	11	10	100.0%	100.0%
\$150,000-\$174,999	21	9.1%	162,600	163,000	6	4	100.0%	100.0%
\$175,000-\$199,999	17	7.4%	186,965	185,000	11	3	99.0%	100.0%
\$200,000-\$249,999	34	14.8%	226,737	225,000	10	7	100.0%	100.0%
\$250,000-\$299,999	35	15.2%	276,163	279,500	13	10	99.5%	100.0%
\$300,000-\$399,999	40	17.4%	345,689	339,950	13	8	99.6%	100.0%
\$400,000-\$499,999	12	5.2%	444,567	442,500	20	18	100.3%	100.0%
\$500,000-\$749,999	9	3.9%	604,989	600,000	14	8	100.0%	100.0%
\$750,000-\$999,999	1	0.4%	750,000	750,000	37	37	100.0%	100.0%
\$1,000,000 and up	1	0.4%	1,700,000	1,700,000	12	12	100.0%	100.0%



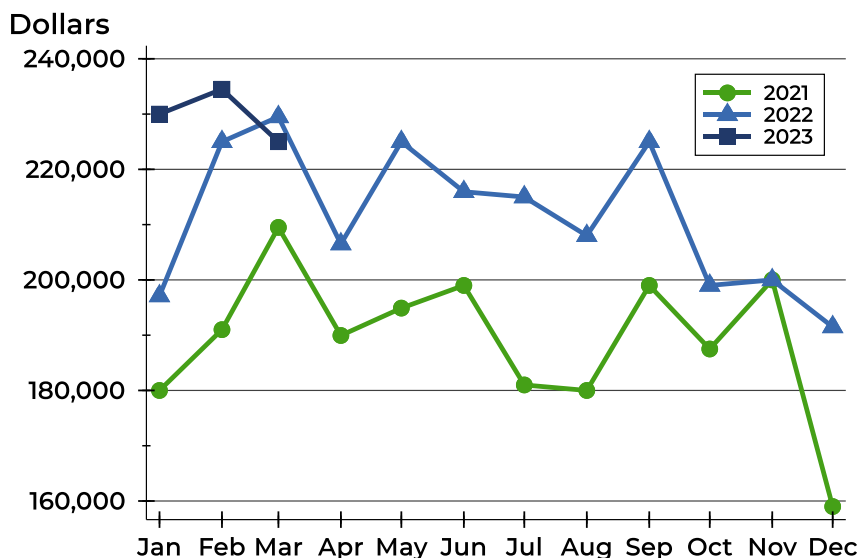
Flint Hills Association Eight-County Jurisdiction New Listings Analysis

Average Price



Month	2021	2022	2023
January	215,661	243,179	248,145
February	213,145	232,458	264,358
March	229,658	246,089	248,260
April	215,864	231,240	
May	203,956	239,570	
June	212,237	235,067	
July	207,523	241,275	
August	195,097	225,336	
September	230,292	240,099	
October	235,109	220,949	
November	210,527	225,453	
December	183,075	219,853	

Median Price



Month	2021	2022	2023
January	180,000	197,100	230,000
February	191,000	225,000	234,500
March	209,500	229,500	225,000
April	189,950	206,500	
May	194,900	225,000	
June	199,000	215,950	
July	181,000	215,000	
August	180,000	208,000	
September	199,000	225,000	
October	187,500	199,000	
November	200,000	200,000	
December	159,000	191,500	



**March
2023**

Flint Hills MLS Statistics



**FLINT HILLS
ASSOCIATION
OF REALTORS®**

Flint Hills Association Eight-County Jurisdiction Contracts Written Analysis

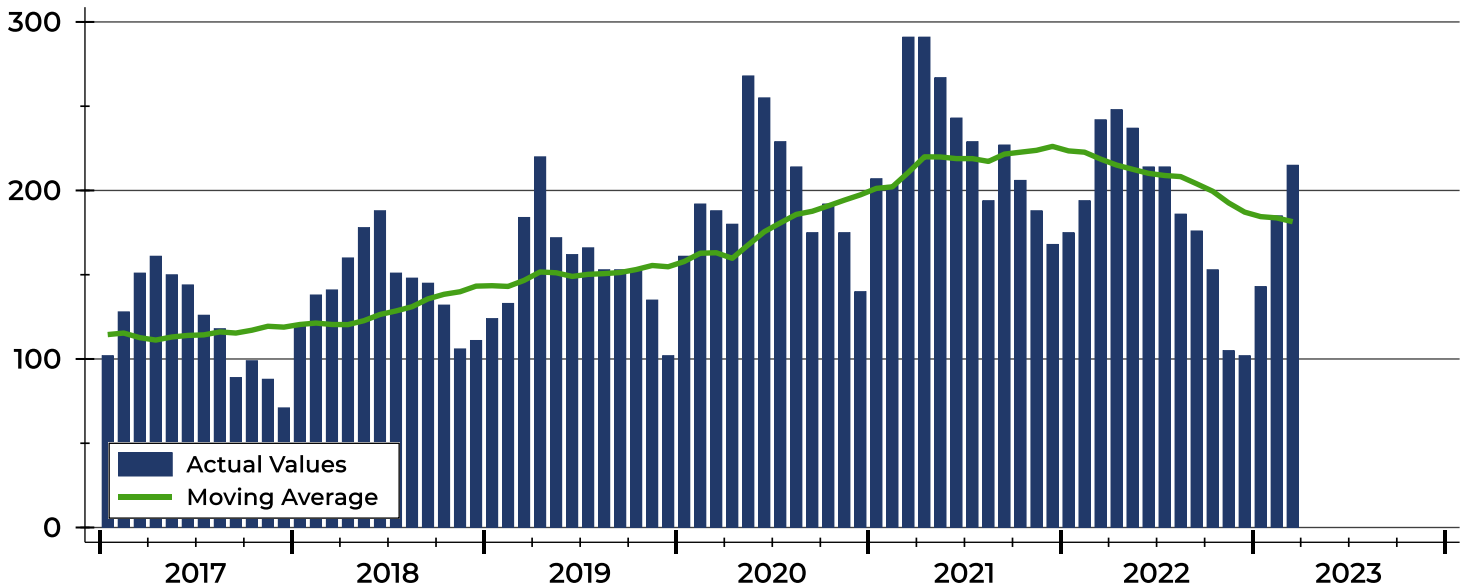
Summary Statistics for Contracts Written		2023	March 2022	Change	2023	Year-to-Date 2022	Change
Contracts Written		215	242	-11.2%	543	611	-11.1%
Volume (1,000s)		49,290	56,351	-12.5%	123,016	134,183	-8.3%
Average	Sale Price	229,254	232,855	-1.5%	226,548	219,612	3.2%
	Days on Market	35	23	52.2%	43	33	30.3%
	Percent of Original	97.9%	99.1%	-1.2%	96.6%	98.5%	-1.9%
Median	Sale Price	215,000	225,000	-4.4%	210,000	199,900	5.1%
	Days on Market	10	5	100.0%	14	8	75.0%
	Percent of Original	100.0%	100.0%	0.0%	100.0%	100.0%	0.0%

A total of 215 contracts for sale were written in the FHAR eight-county jurisdiction during the month of March, down from 242 in 2022. The median list price of these homes was \$215,000, down from \$225,000 the prior year.

Half of the homes that went under contract in March were on the market less than 10 days, compared to 5 days in March 2022.

History of Contracts Written

Units





**March
2023**

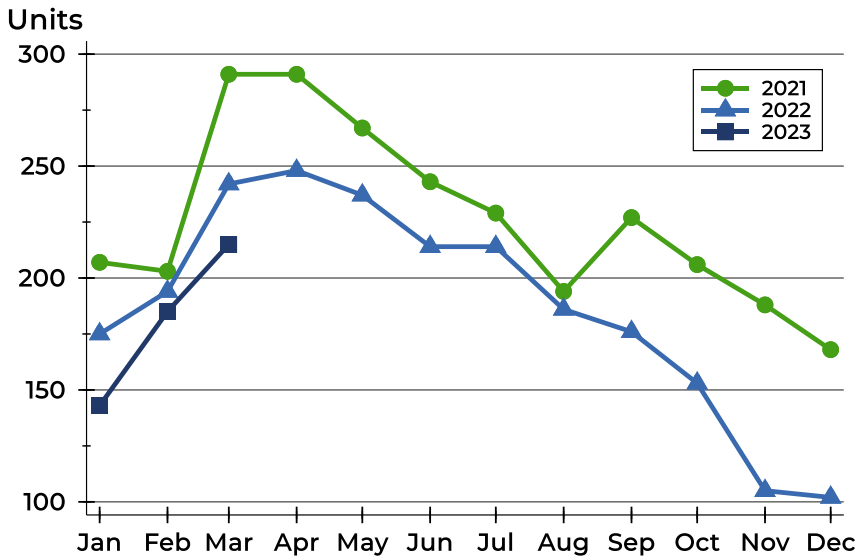
Flint Hills MLS Statistics



**FLINT HILLS
ASSOCIATION
OF REALTORS®**

Flint Hills Association Eight-County Jurisdiction Contracts Written Analysis

Contracts Written by Month



Month	2021	2022	2023
January	207	175	143
February	203	194	185
March	291	242	215
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	102	

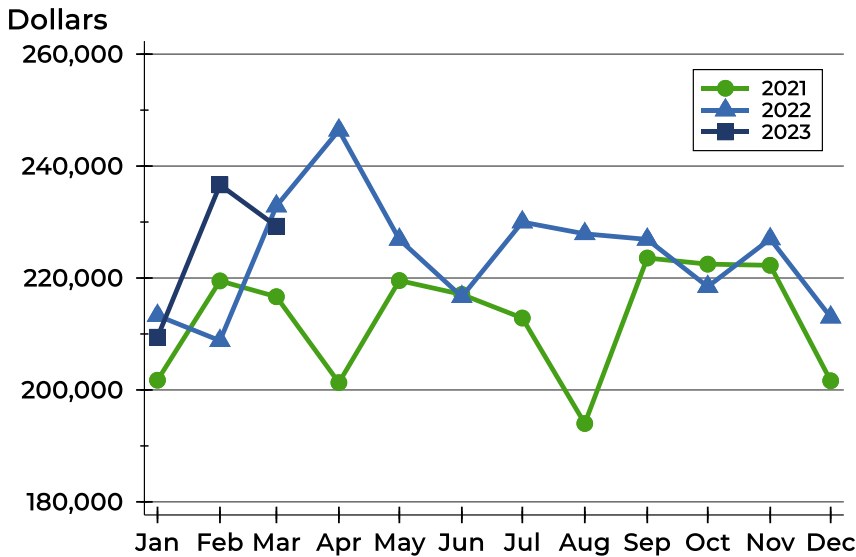
Contracts Written by Price Range

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	0.5%	15,000	15,000	85	85	28.0%	28.0%
\$25,000-\$49,999	3	1.4%	41,267	48,900	17	16	75.2%	100.0%
\$50,000-\$99,999	10	4.7%	78,170	79,700	18	9	97.6%	100.0%
\$100,000-\$124,999	18	8.4%	113,039	115,000	55	14	96.5%	100.0%
\$125,000-\$149,999	18	8.4%	135,089	132,475	37	20	97.9%	100.0%
\$150,000-\$174,999	24	11.2%	162,913	161,450	25	6	99.2%	100.0%
\$175,000-\$199,999	21	9.8%	188,424	185,000	19	9	99.1%	100.0%
\$200,000-\$249,999	46	21.4%	225,354	225,000	44	13	98.4%	100.0%
\$250,000-\$299,999	29	13.5%	280,193	285,000	31	11	98.6%	100.0%
\$300,000-\$399,999	32	14.9%	345,827	341,250	33	8	99.5%	100.0%
\$400,000-\$499,999	6	2.8%	448,321	449,900	78	51	99.6%	100.0%
\$500,000-\$749,999	7	3.3%	541,114	535,000	21	18	99.2%	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



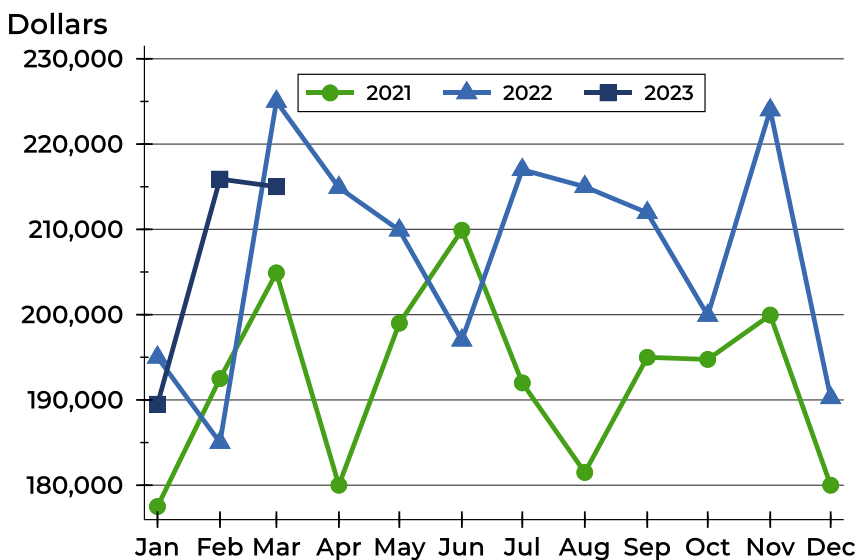
Flint Hills Association Eight-County Jurisdiction Contracts Written Analysis

Average Price



Month	2021	2022	2023
January	201,740	213,282	209,424
February	219,484	208,802	236,639
March	216,661	232,855	229,254
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	226,901	
October	222,478	218,457	
November	222,270	226,984	
December	201,636	212,996	

Median Price

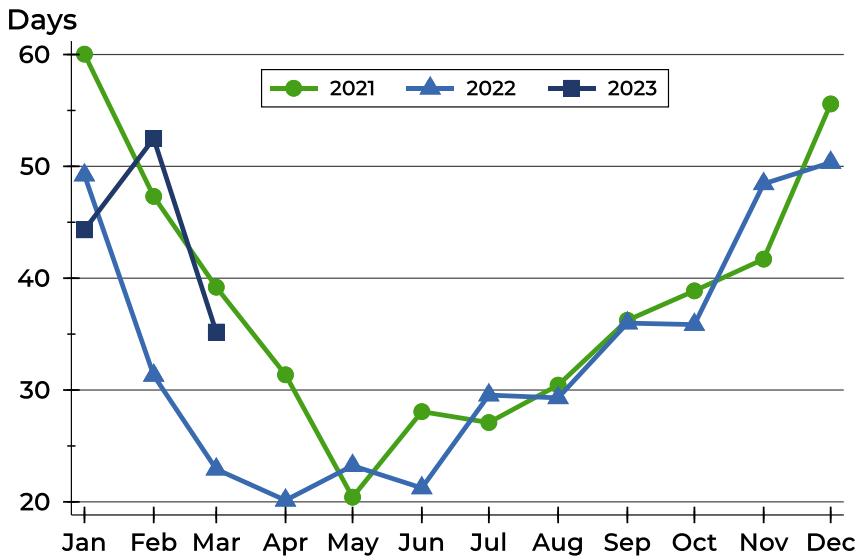


Month	2021	2022	2023
January	177,500	195,000	189,500
February	192,500	185,000	215,900
March	204,900	225,000	215,000
April	180,000	214,900	
May	199,000	209,900	
June	209,900	197,000	
July	192,000	217,000	
August	181,500	215,000	
September	195,000	211,950	
October	194,750	199,900	
November	199,950	224,000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



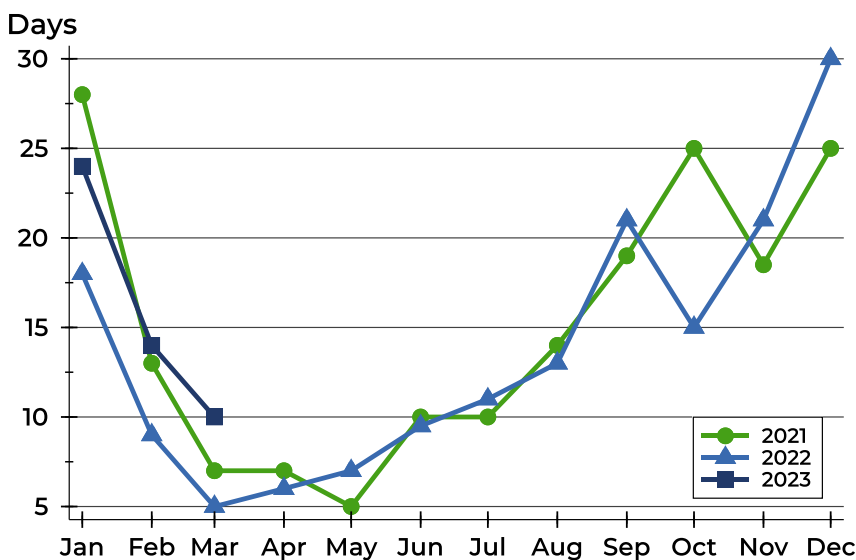
Flint Hills Association Eight-County Jurisdiction Contracts Written Analysis

Average DOM



Month	2021	2022	2023
January	60	49	44
February	47	31	52
March	39	23	35
April	31	20	
May	20	23	
June	28	21	
July	27	30	
August	30	29	
September	36	36	
October	39	36	
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	
May	5	7	
June	10	10	
July	10	11	
August	14	13	
September	19	21	
October	25	15	
November	19	21	
December	25	30	



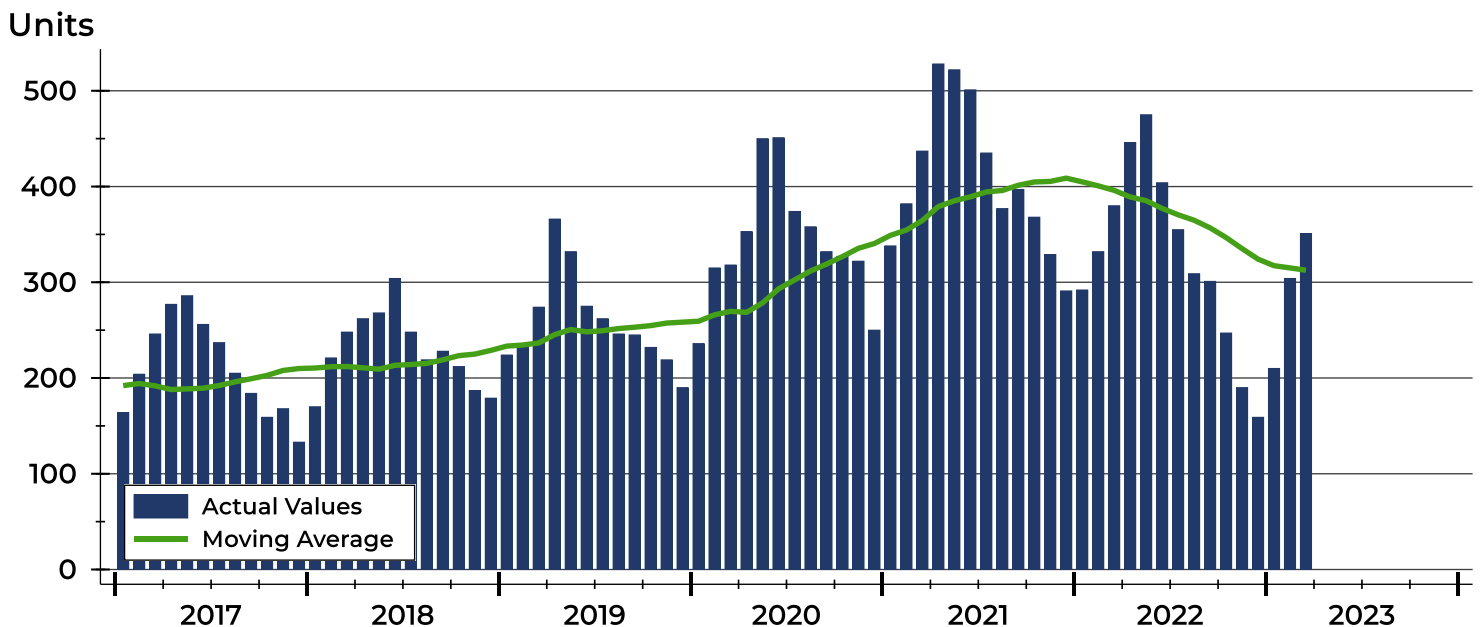
Flint Hills Association Eight-County Jurisdiction Pending Contracts Analysis

Summary Statistics for Pending Contracts		2023	End of March 2022	Change
Pending Contracts		351	380	-7.6%
Volume (1,000s)		84,724	90,020	-5.9%
Average	List Price	241,379	236,894	1.9%
	Days on Market	39	33	18.2%
	Percent of Original	98.6%	99.0%	-0.4%
Median	List Price	219,900	224,950	-2.2%
	Days on Market	10	6	66.7%
	Percent of Original	100.0%	100.0%	0.0%

A total of 351 listings in the FHAR eight-county jurisdiction had contracts pending at the end of March, down from 380 contracts pending at the end of March 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.

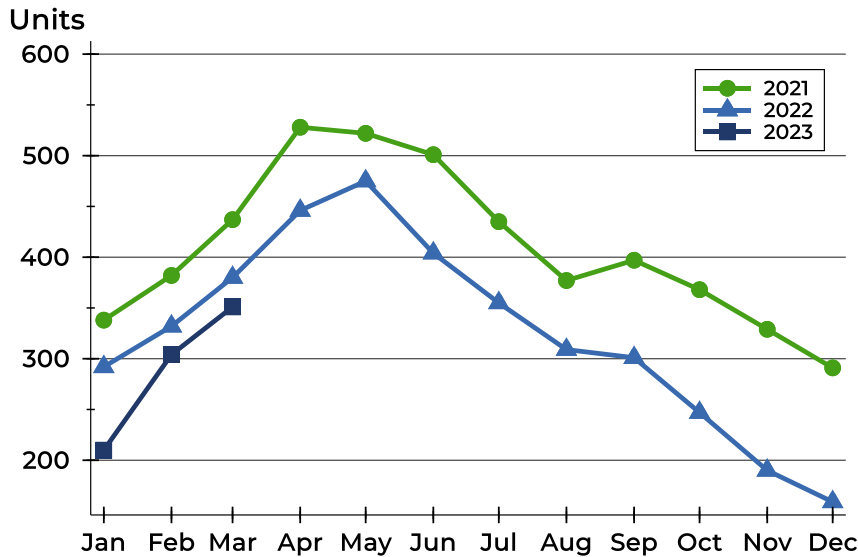
History of Pending Contracts





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	
May	522	475	
June	501	404	
July	435	355	
August	377	309	
September	397	301	
October	368	247	
November	329	190	
December	291	159	

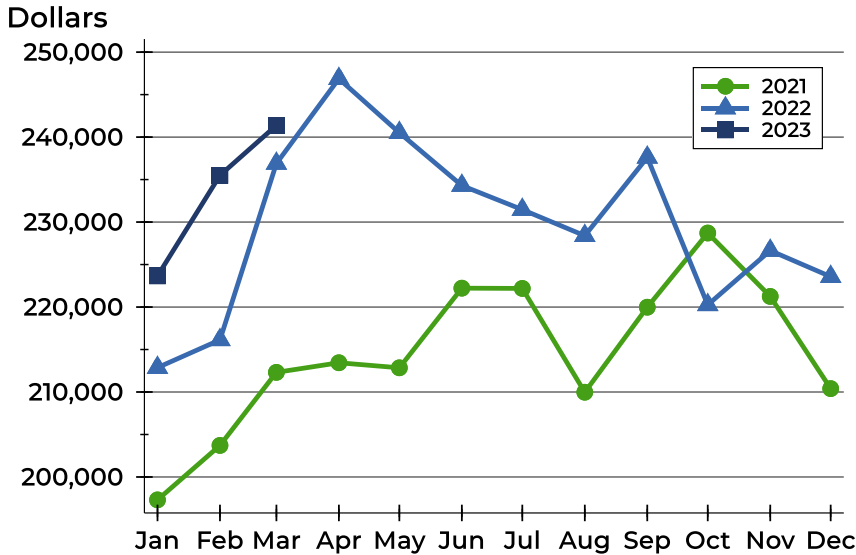
Pending Contracts by Price Range

Price Range	Pending Contracts		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$25,000-\$49,999	6	1.7%	37,633	37,500	41	27	81.5%	100.0%
\$50,000-\$99,999	15	4.3%	80,327	79,900	24	8	99.3%	100.0%
\$100,000-\$124,999	25	7.1%	113,484	115,000	74	22	95.8%	100.0%
\$125,000-\$149,999	29	8.3%	135,122	135,000	36	18	99.4%	100.0%
\$150,000-\$174,999	36	10.3%	164,078	165,000	29	8	99.1%	100.0%
\$175,000-\$199,999	30	8.5%	189,480	189,950	32	11	98.4%	100.0%
\$200,000-\$249,999	73	20.8%	223,173	220,000	40	10	98.6%	100.0%
\$250,000-\$299,999	53	15.1%	276,372	275,000	25	6	99.8%	100.0%
\$300,000-\$399,999	54	15.4%	343,735	339,500	44	8	99.1%	100.0%
\$400,000-\$499,999	16	4.6%	439,676	439,500	43	21	99.8%	100.0%
\$500,000-\$749,999	12	3.4%	548,900	547,450	52	20	99.6%	100.0%
\$750,000-\$999,999	2	0.6%	912,000	912,000	88	88	100.0%	100.0%
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



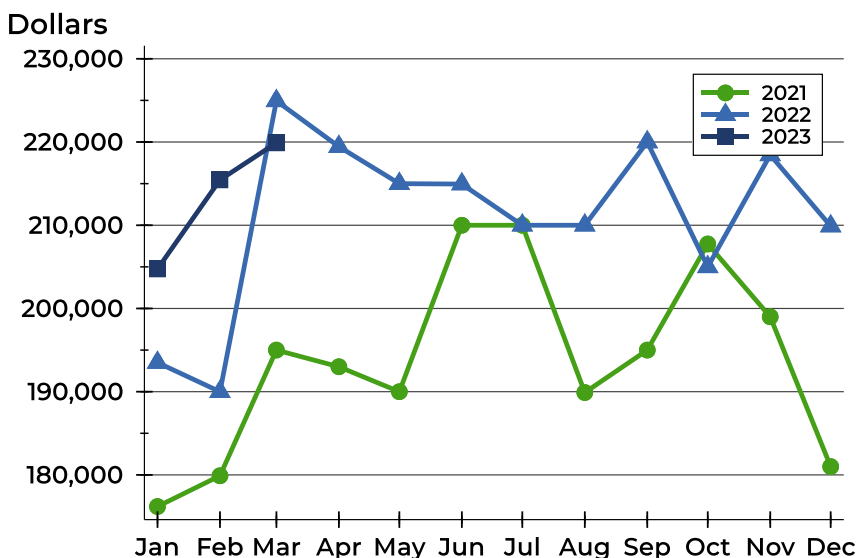
Flint Hills Association Eight-County Jurisdiction Pending Contracts Analysis

Average Price



Month	2021	2022	2023
January	197,305	212,869	223,659
February	203,714	216,135	235,504
March	212,313	236,894	241,379
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

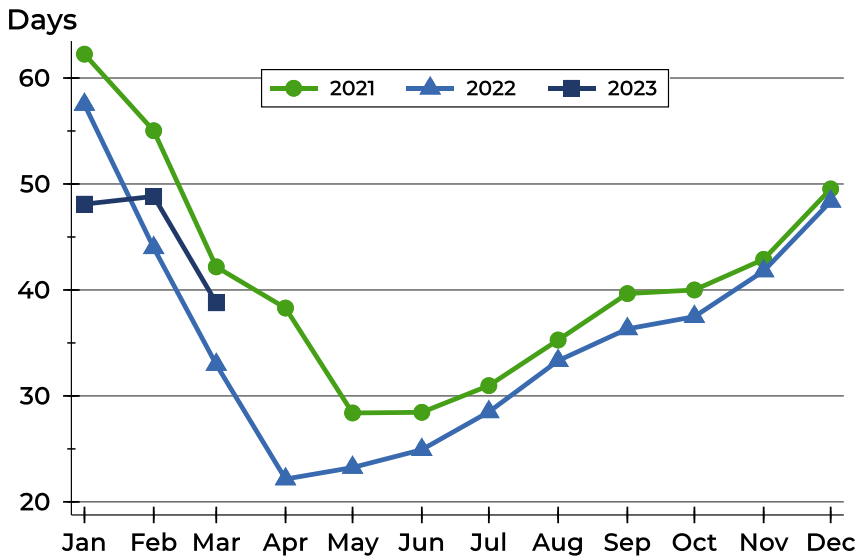


Month	2021	2022	2023
January	176,200	193,500	204,750
February	179,900	190,000	215,450
March	195,000	224,950	219,900
April	193,000	219,450	
May	190,000	215,000	
June	210,000	214,950	
July	210,000	210,000	
August	189,900	210,000	
September	195,000	220,000	
October	207,750	205,000	
November	199,000	218,450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



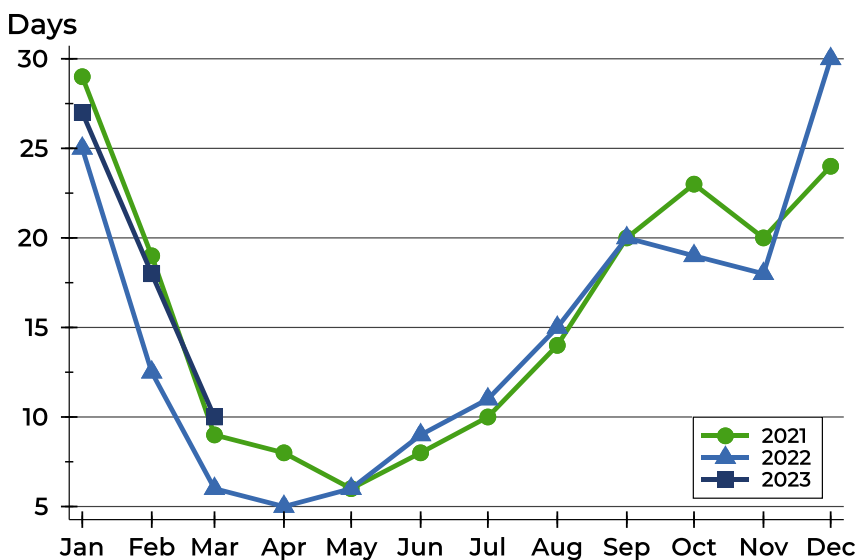
Flint Hills Association Eight-County Jurisdiction Pending Contracts Analysis

Average DOM



Month	2021	2022	2023
January	62	58	48
February	55	44	49
March	42	33	39
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	18
March	9	6	10
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	