



**August
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 August

Total home sales in the FHAR eight-county jurisdiction fell last month to 180 units, compared to 253 units in August 2022. Total sales volume was \$44.4 million, down from a year earlier.

The median sale price in August was \$230,250, up from \$205,000 a year earlier. Homes that sold in August were typically on the market for 13 days and sold for 99.3% of their list prices.

FHAR Jurisdiction Active Listings Up at End of August

The total number of active listings in the FHAR eight-county jurisdiction at the end of August was 392 units, up from 391 at the same point in 2022. This represents a 2.3 months' supply of homes available for sale. The median list price of homes on the market at the end of August was \$230,000.

During August, a total of 180 contracts were written down from 185 in August 2022. At the end of the month, there were 267 contracts still pending.

Report Contents

- Summary Statistics – Page 2
- Closed Listing Analysis – Page 3
- Active Listings Analysis – Page 7
- Months' Supply Analysis – Page 11
- New Listings Analysis – Page 12
- Contracts Written Analysis – Page 15
- Pending Contracts Analysis – Page 19

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



**August
2023**

Flint Hills MLS Statistics



**FLINT HILLS
ASSOCIATION
OF REALTORS®**

Flint Hills Association Eight-County Jurisdiction Summary Statistics

August MLS Statistics Three-year History		Current Month			Year-to-Date		
		2023	2022	2021	2023	2022	2021
Home Sales		180	253	248	1,413	1,700	1,822
Change from prior year		-28.9%	2.0%	13.2%	-16.9%	-6.7%	18.9%
Active Listings		392	391	453	N/A	N/A	N/A
Change from prior year		0.3%	-13.7%	-14.8%			
Months' Supply		2.3	1.8	2.1	N/A	N/A	N/A
Change from prior year		27.8%	-14.3%	-30.0%			
New Listings		217	245	267	1,763	2,038	2,269
Change from prior year		-11.4%	-8.2%	17.6%	-13.5%	-10.2%	12.0%
Contracts Written		180	185	194	1,529	1,709	1,925
Change from prior year		-2.7%	-4.6%	-9.3%	-10.5%	-11.2%	14.1%
Pending Contracts		267	309	377	N/A	N/A	N/A
Change from prior year		-13.6%	-18.0%	5.3%			
Sales Volume (1,000s)		44,429	55,960	53,435	333,210	378,922	375,522
Change from prior year		-20.6%	4.7%	22.8%	-12.1%	0.9%	28.8%
Average	Sale Price	246,827	221,184	215,464	235,817	222,896	206,104
	Change from prior year	11.6%	2.7%	8.4%	5.8%	8.1%	8.3%
	List Price of Actives	270,350	249,712	217,244	N/A	N/A	N/A
	Change from prior year	8.3%	14.9%	3.7%			
	Days on Market	36	26	32	38	30	38
Change from prior year	38.5%	-18.8%	-38.5%	26.7%	-21.1%	-45.7%	
	Percent of List	97.0%	97.8%	98.2%	98.1%	99.1%	98.8%
Change from prior year	-0.8%	-0.4%	-0.5%	-1.0%	0.3%	1.6%	
	Percent of Original	95.4%	96.5%	96.9%	96.4%	97.9%	97.7%
Change from prior year	-1.1%	-0.4%	0.1%	-1.5%	0.2%	2.8%	
Median	Sale Price	230,250	205,000	204,000	215,000	203,500	189,000
	Change from prior year	12.3%	0.5%	13.4%	5.7%	7.7%	8.0%
	List Price of Actives	230,000	212,000	172,500	N/A	N/A	N/A
	Change from prior year	8.5%	22.9%	4.5%			
	Days on Market	13	10	10	12	9	10
Change from prior year	30.0%	0.0%	-63.0%	33.3%	-10.0%	-70.6%	
	Percent of List	99.3%	100.0%	100.0%	100.0%	100.0%	100.0%
Change from prior year	-0.7%	0.0%	1.1%	0.0%	0.0%	1.5%	
	Percent of Original	98.1%	98.4%	99.0%	99.0%	100.0%	100.0%
Change from prior year	-0.3%	-0.6%	1.0%	-1.0%	0.0%	2.7%	

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



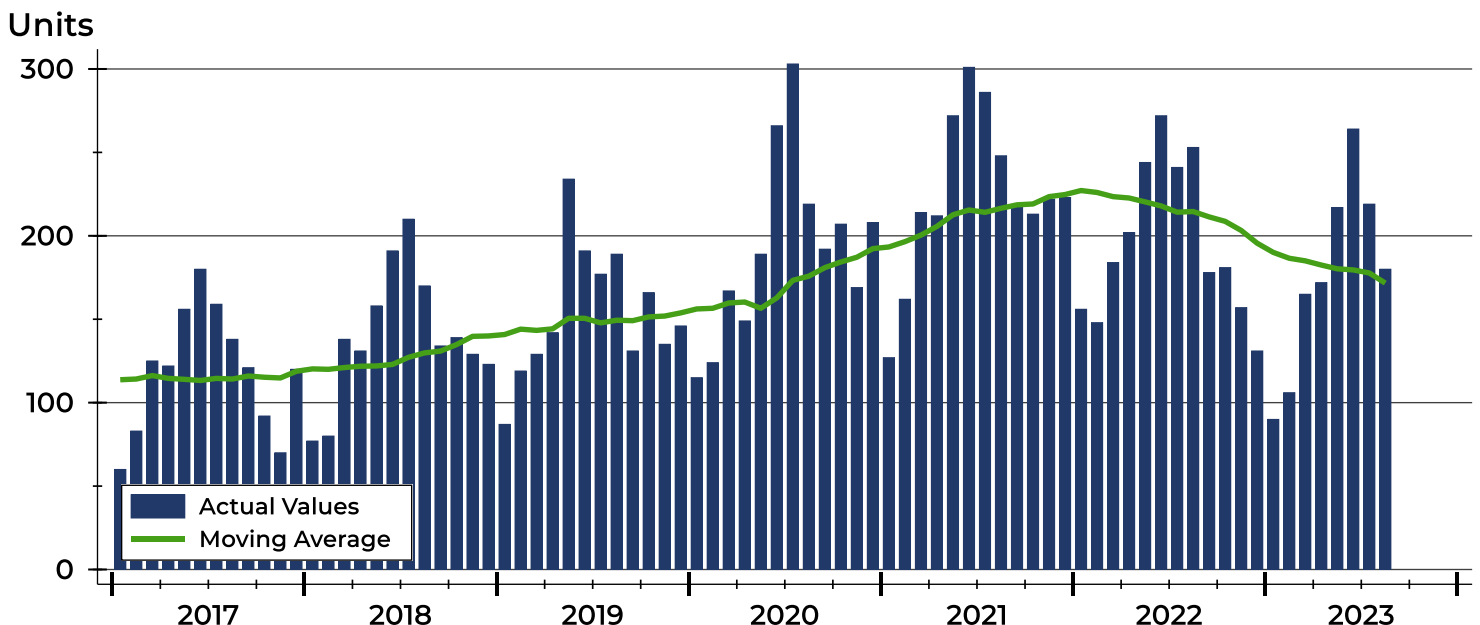
Flint Hills Association Eight-County Jurisdiction Closed Listings Analysis

Summary Statistics for Closed Listings		2023	August 2022	Change	2023	Year-to-Date 2022	Change
Closed Listings		180	253	-28.9%	1,413	1,700	-16.9%
Volume (1,000s)		44,429	55,960	-20.6%	333,210	378,922	-12.1%
Months' Supply		2.3	1.8	27.8%	N/A	N/A	N/A
Average	Sale Price	246,827	221,184	11.6%	235,817	222,896	5.8%
	Days on Market	36	26	38.5%	38	30	26.7%
	Percent of List	97.0%	97.8%	-0.8%	98.1%	99.1%	-1.0%
	Percent of Original	95.4%	96.5%	-1.1%	96.4%	97.9%	-1.5%
Median	Sale Price	230,250	205,000	12.3%	215,000	203,500	5.7%
	Days on Market	13	10	30.0%	12	9	33.3%
	Percent of List	99.3%	100.0%	-0.7%	100.0%	100.0%	0.0%
	Percent of Original	98.1%	98.4%	-0.3%	99.0%	100.0%	-1.0%

A total of 180 homes sold in the FHAR eight-county jurisdiction in August, down from 253 units in August 2022. Total sales volume fell to \$44.4 million compared to \$56.0 million in the previous year.

The median sales price in August was \$230,250, up 12.3% compared to the prior year. Median days on market was 13 days, up from 10 days in July, and up from 10 in August 2022.

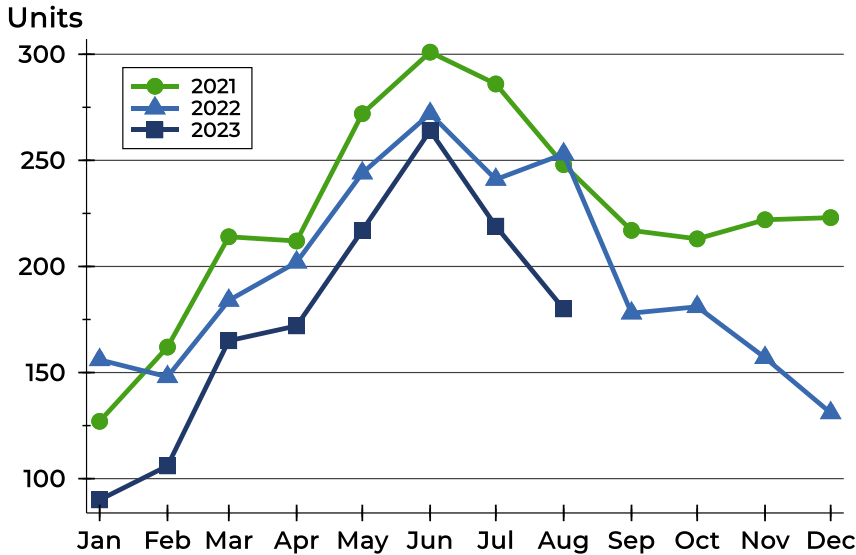
History of Closed Listings





Flint Hills Association Eight-County Jurisdiction Closed Listings Analysis

Closed Listings by Month



Month	2021	2022	2023
January	127	156	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	180
September	217	178	
October	213	181	
November	222	157	
December	223	131	

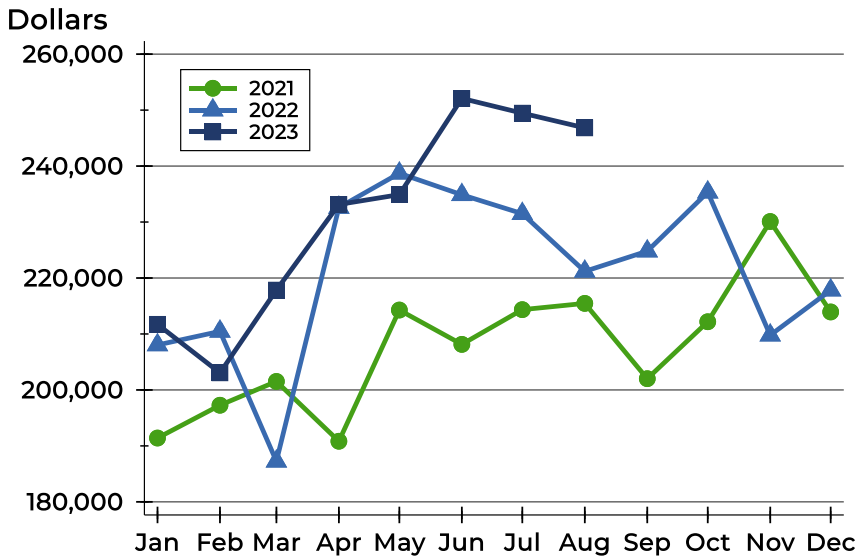
Closed Listings by Price Range

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	2	1.1%	0.4	21,000	21,000	48	48	67.3%	67.3%	61.6%	61.6%
\$25,000-\$49,999	6	3.3%	2.7	30,250	29,000	78	30	80.6%	80.0%	69.6%	67.7%
\$50,000-\$99,999	12	6.7%	3.6	75,711	74,750	50	47	89.4%	91.2%	84.9%	88.3%
\$100,000-\$124,999	11	6.1%	1.6	116,291	117,600	56	30	95.9%	95.5%	94.3%	95.5%
\$125,000-\$149,999	11	6.1%	1.9	135,501	135,000	25	18	96.8%	99.4%	95.4%	99.0%
\$150,000-\$174,999	18	10.0%	1.9	160,922	159,950	15	4	99.9%	100.0%	102.4%	100.0%
\$175,000-\$199,999	15	8.3%	1.6	187,200	189,000	18	3	99.4%	100.0%	99.2%	100.0%
\$200,000-\$249,999	31	17.2%	2.0	228,813	230,500	25	10	99.0%	100.0%	98.5%	100.0%
\$250,000-\$299,999	24	13.3%	2.0	274,354	275,000	27	15	98.5%	98.6%	96.9%	97.4%
\$300,000-\$399,999	30	16.7%	2.3	341,313	332,750	35	13	99.1%	100.0%	98.0%	99.6%
\$400,000-\$499,999	10	5.6%	4.0	438,894	436,425	73	63	97.9%	97.7%	95.1%	94.1%
\$500,000-\$749,999	8	4.4%	3.7	594,550	570,450	69	85	97.9%	98.3%	94.7%	95.2%
\$750,000-\$999,999	2	1.1%	12.0	880,000	880,000	70	70	93.5%	93.5%	82.8%	82.8%
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A



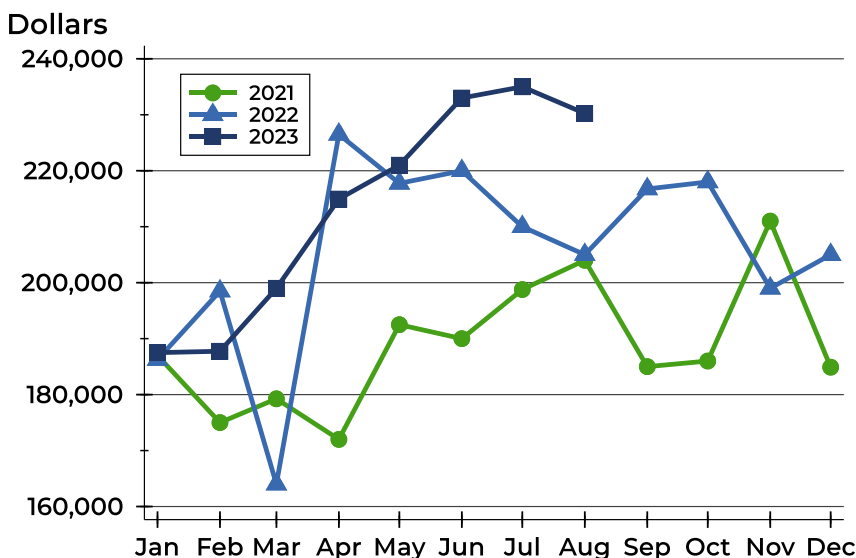
Flint Hills Association Eight-County Jurisdiction Closed Listings Analysis

Average Price



Month	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	246,827
September	202,011	224,797	
October	212,187	235,330	
November	230,099	209,780	
December	213,939	217,827	

Median Price

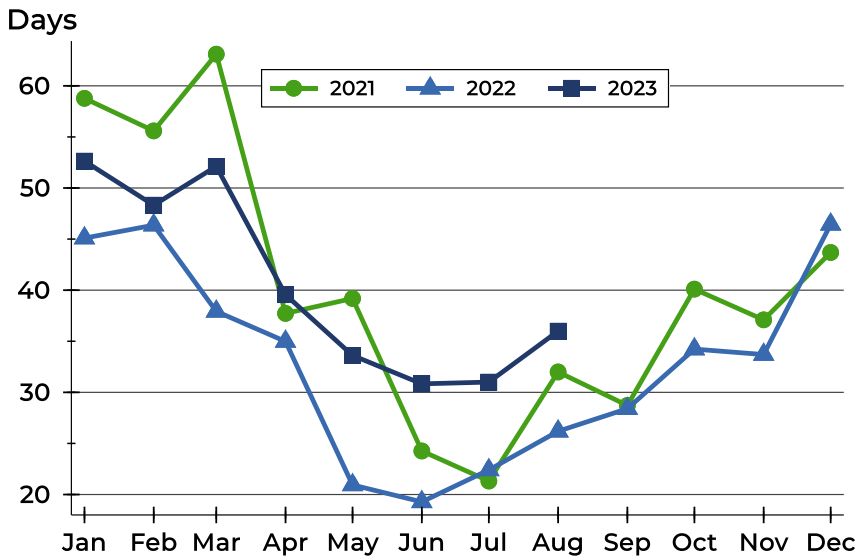


Month	2021	2022	2023
January	187,000	186,250	187,500
February	175,000	198,500	187,750
March	179,250	164,000	199,000
April	172,000	226,500	214,950
May	192,500	217,750	221,000
June	190,000	220,000	233,000
July	198,775	210,000	235,000
August	204,000	205,000	230,250
September	185,000	216,750	
October	186,000	218,000	
November	211,000	199,000	
December	184,900	205,000	



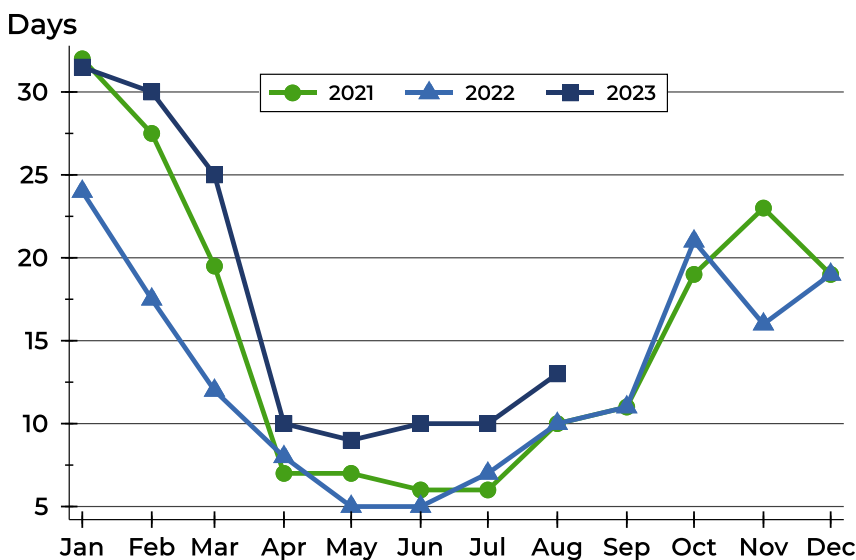
Flint Hills Association Eight-County Jurisdiction Closed Listings Analysis

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	36
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	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	
October	19	21	
November	23	16	
December	19	19	



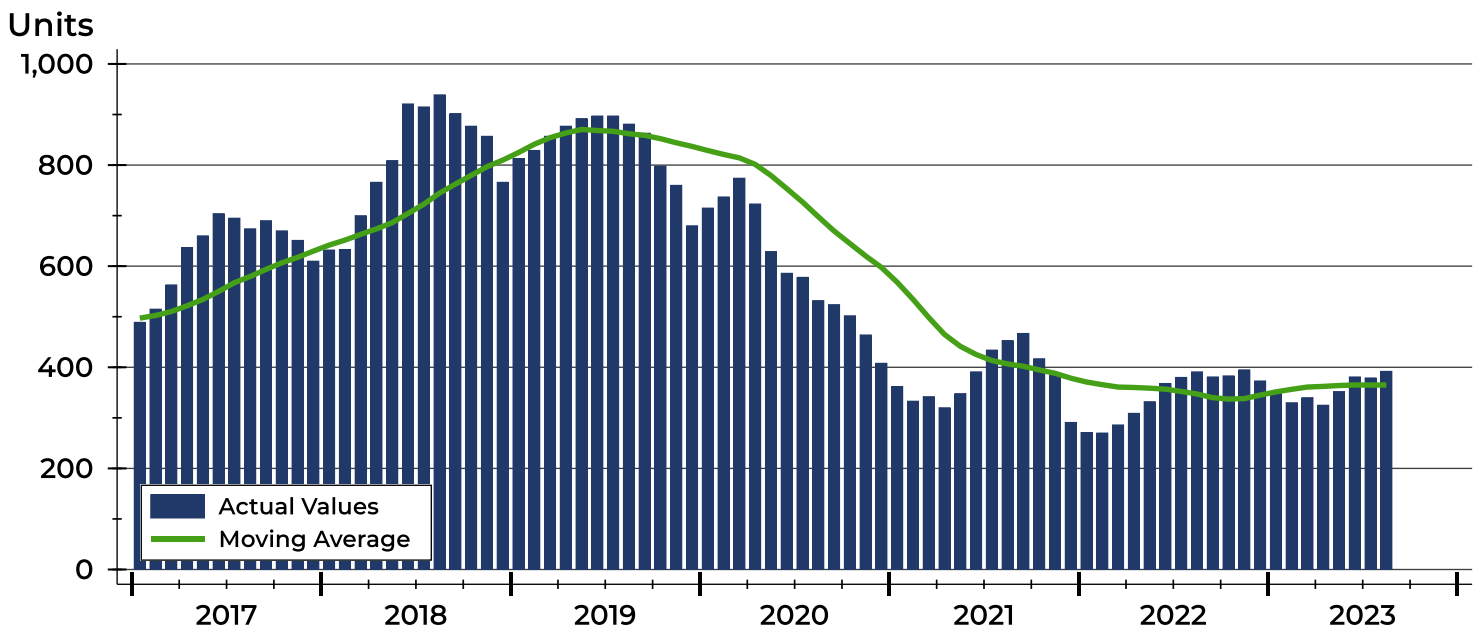
Flint Hills Association Eight-County Jurisdiction Active Listings Analysis

Summary Statistics for Active Listings		2023	End of August 2022	Change
Active Listings		392	391	0.3%
Volume (1,000s)		105,977	97,637	8.5%
Months' Supply		2.3	1.8	27.8%
Average	List Price	270,350	249,712	8.3%
	Days on Market	76	67	13.4%
	Percent of Original	97.0%	97.1%	-0.1%
Median	List Price	230,000	212,000	8.5%
	Days on Market	53	48	10.4%
	Percent of Original	100.0%	100.0%	0.0%

A total of 392 homes were available for sale in the FHAR eight-county jurisdiction at the end of August. This represents a 2.3 months' supply of active listings.

The median list price of homes on the market at the end of August was \$230,000, up 8.5% from 2022. The typical time on market for active listings was 53 days, up from 48 days a year earlier.

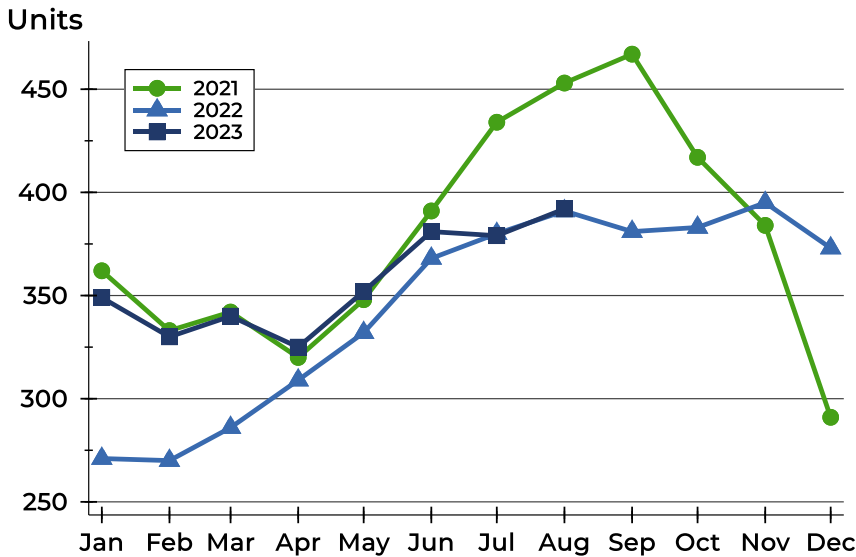
History of Active Listings





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	
October	417	383	
November	384	395	
December	291	373	

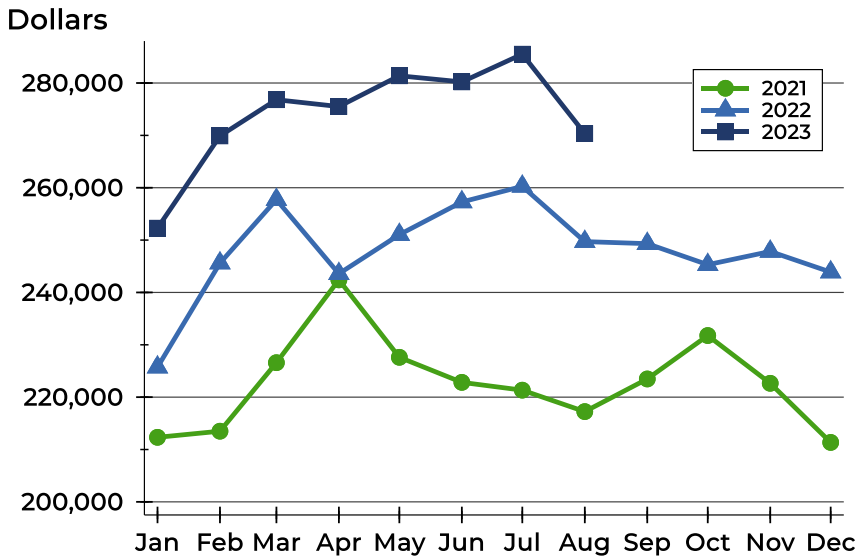
Active Listings by Price Range

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%	0.4	17,000	17,000	11	11	100.0%	100.0%
\$25,000-\$49,999	10	2.6%	2.7	40,765	40,950	94	78	82.6%	84.4%
\$50,000-\$99,999	45	11.5%	3.6	78,779	75,000	81	50	95.0%	100.0%
\$100,000-\$124,999	18	4.6%	1.6	114,956	115,000	95	74	95.9%	100.0%
\$125,000-\$149,999	27	6.9%	1.9	138,170	136,000	81	64	98.1%	100.0%
\$150,000-\$174,999	31	7.9%	1.9	165,819	167,500	53	46	99.1%	100.0%
\$175,000-\$199,999	26	6.6%	1.6	187,750	187,450	71	40	96.9%	98.8%
\$200,000-\$249,999	59	15.1%	2.0	225,966	225,000	61	39	98.6%	100.0%
\$250,000-\$299,999	50	12.8%	2.0	275,400	274,500	66	45	97.7%	100.0%
\$300,000-\$399,999	63	16.1%	2.3	354,727	360,000	74	56	97.5%	99.7%
\$400,000-\$499,999	32	8.2%	4.0	444,828	439,450	102	64	97.9%	100.0%
\$500,000-\$749,999	20	5.1%	3.7	596,274	604,640	81	49	97.8%	100.0%
\$750,000-\$999,999	7	1.8%	12.0	893,000	899,000	140	58	91.3%	93.4%
\$1,000,000 and up	3	0.8%	N/A	1,441,667	1,250,000	148	80	100.0%	100.0%



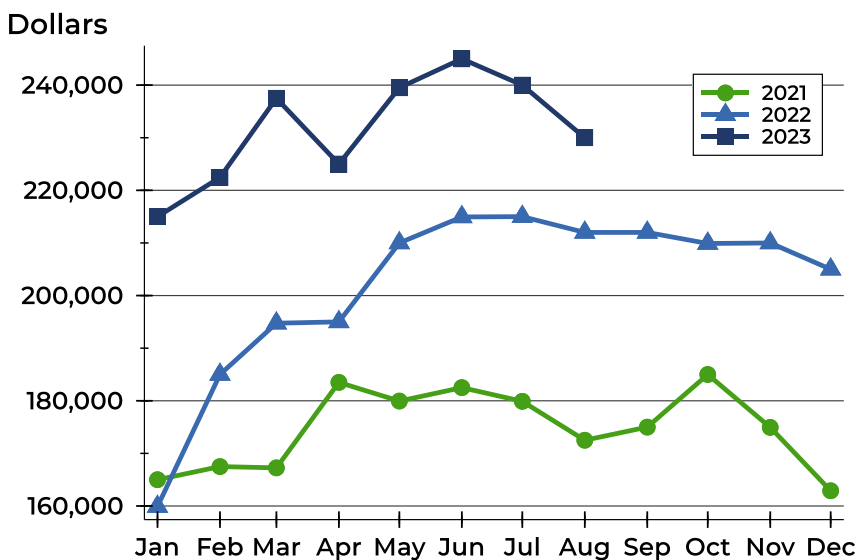
Flint Hills Association Eight-County Jurisdiction Active Listings Analysis

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	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	
October	231,771	245,307	
November	222,652	247,830	
December	211,354	243,887	

Median Price

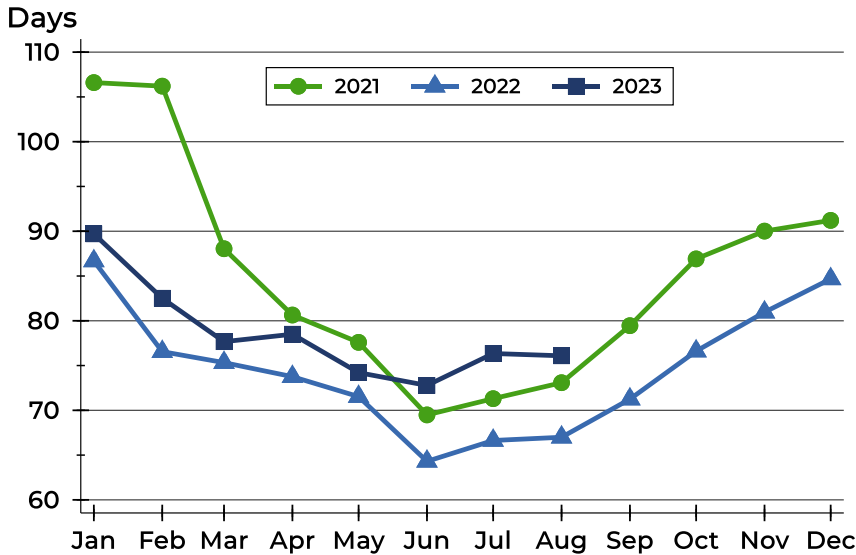


Month	2021	2022	2023
January	165,000	159,900	215,000
February	167,500	185,000	222,450
March	167,250	194,750	237,500
April	183,500	195,000	225,000
May	179,950	210,000	239,500
June	182,500	214,950	245,000
July	179,900	215,000	240,000
August	172,500	212,000	230,000
September	175,000	212,000	
October	185,000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



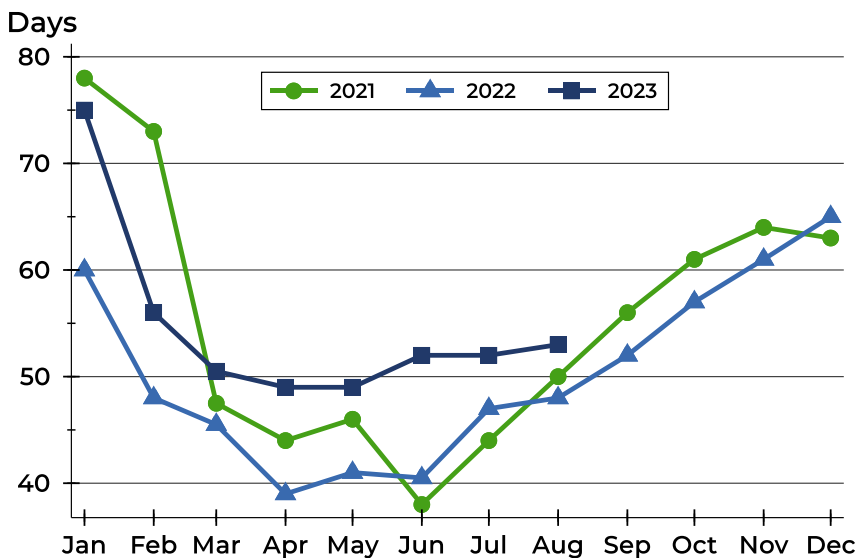
Flint Hills Association Eight-County Jurisdiction Active Listings Analysis

Average DOM



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

Median DOM

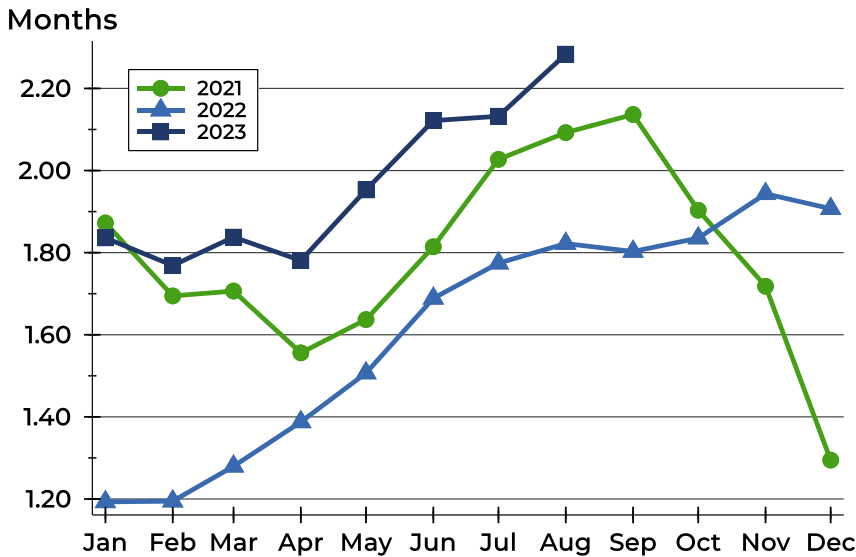


Month	2021	2022	2023
January	78	60	75
February	73	48	56
March	48	46	51
April	44	39	49
May	46	41	49
June	38	41	52
July	44	47	52
August	50	48	53
September	56	52	
October	61	57	
November	64	61	
December	63	65	



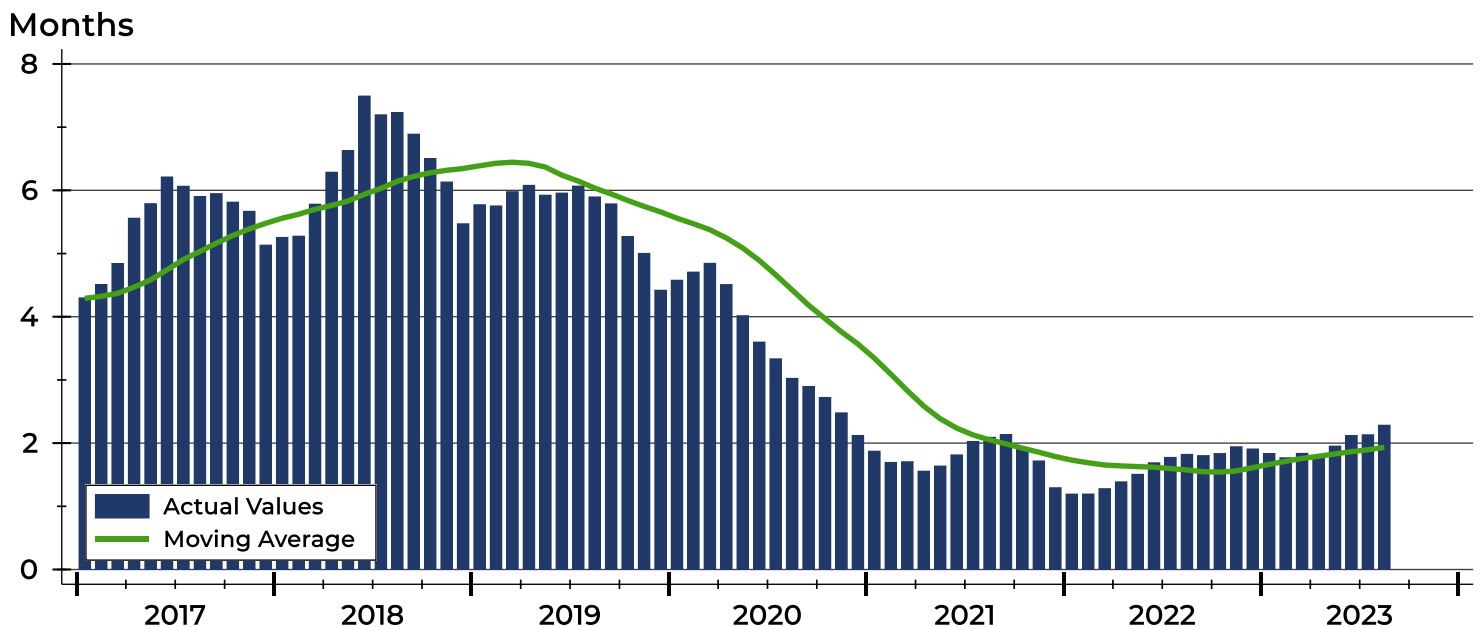
Flint Hills Association Eight-County Jurisdiction Months' Supply Analysis

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	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	
October	1.9	1.8	
November	1.7	1.9	
December	1.3	1.9	

History of Month's Supply





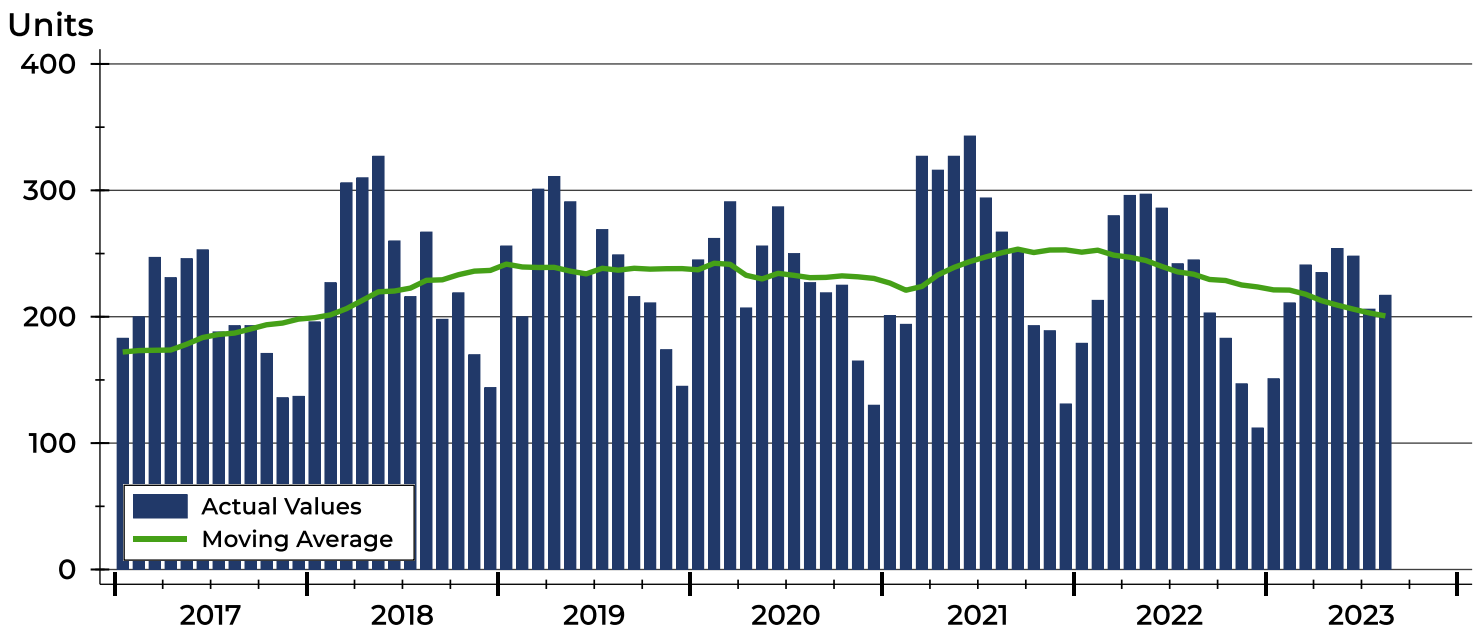
Flint Hills Association Eight-County Jurisdiction New Listings Analysis

Summary Statistics for New Listings		2023	August 2022	Change
Current Month	New Listings	217	245	-11.4%
	Volume (1,000s)	51,071	55,187	-7.5%
	Average List Price	235,349	225,255	4.5%
	Median List Price	215,000	208,000	3.4%
Year-to-Date	New Listings	1,763	2,038	-13.5%
	Volume (1,000s)	445,228	482,213	-7.7%
	Average List Price	252,540	236,611	6.7%
	Median List Price	229,000	215,000	6.5%

A total of 217 new listings were added in the FHAR eight-county jurisdiction during August, down 11.4% from the same month in 2022. Year-to-date the FHAR eight-county jurisdiction has seen 1,763 new listings.

The median list price of these homes was \$215,000 up from \$208,000 in 2022.

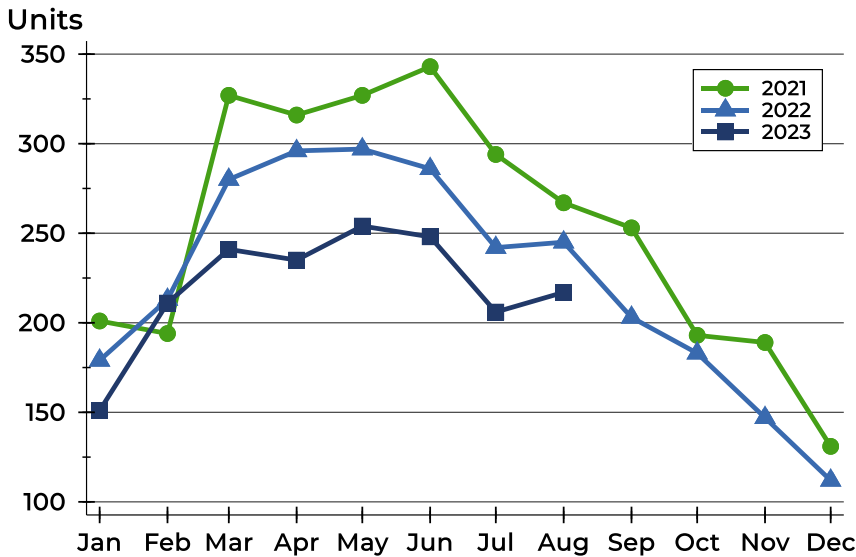
History of New Listings





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	316	296	235
May	327	297	254
June	343	286	248
July	294	242	206
August	267	245	217
September	253	203	
October	193	183	
November	189	147	
December	131	112	

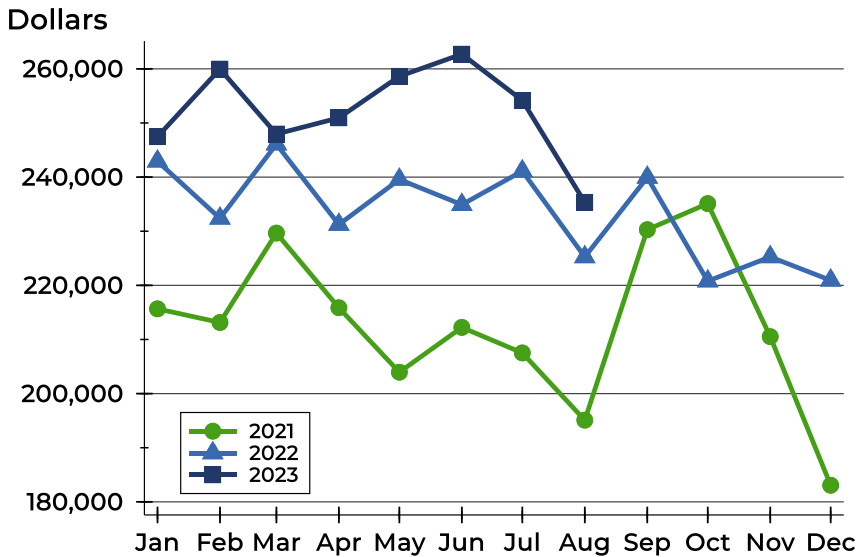
New Listings by Price Range

Price Range	New Listings		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	2	0.9%	14,250	14,250	12	12	100.0%	100.0%
\$25,000-\$49,999	9	4.1%	36,417	38,000	11	10	92.7%	100.0%
\$50,000-\$99,999	24	11.1%	78,977	77,000	15	12	99.0%	100.0%
\$100,000-\$124,999	10	4.6%	112,700	112,500	17	19	99.3%	100.0%
\$125,000-\$149,999	11	5.1%	140,118	140,000	15	13	100.4%	100.0%
\$150,000-\$174,999	22	10.1%	166,127	166,250	15	12	99.8%	100.0%
\$175,000-\$199,999	20	9.2%	189,230	190,000	12	8	99.0%	100.0%
\$200,000-\$249,999	36	16.6%	226,286	225,000	14	11	99.6%	100.0%
\$250,000-\$299,999	31	14.3%	276,613	270,000	14	11	99.5%	100.0%
\$300,000-\$399,999	33	15.2%	343,652	329,900	15	16	99.6%	100.0%
\$400,000-\$499,999	9	4.1%	447,956	449,900	17	17	100.0%	100.0%
\$500,000-\$749,999	8	3.7%	599,250	599,500	16	14	99.8%	100.0%
\$750,000-\$999,999	2	0.9%	912,000	912,000	25	25	95.4%	95.4%
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



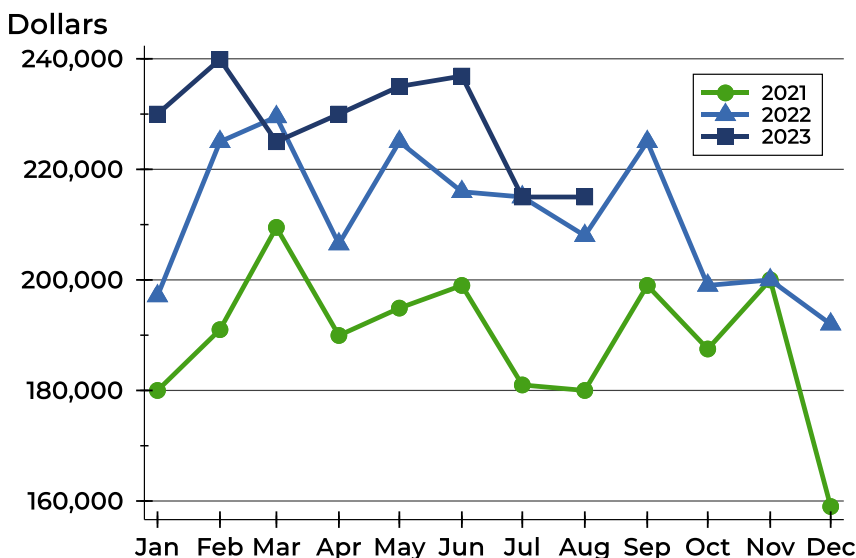
Flint Hills Association Eight-County Jurisdiction New Listings Analysis

Average Price



Month	2021	2022	2023
January	215,661	242,927	247,467
February	213,145	232,387	259,964
March	229,658	246,089	247,958
April	215,864	231,240	250,950
May	203,956	239,570	258,622
June	212,237	234,910	262,719
July	207,523	241,113	254,187
August	195,097	225,255	235,349
September	230,292	239,941	
October	235,109	220,788	
November	210,527	225,255	
December	183,075	220,931	

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	189,950	206,500	230,000
May	194,900	225,000	235,000
June	199,000	215,950	236,875
July	181,000	215,000	215,000
August	180,000	208,000	215,000
September	199,000	225,000	
October	187,500	199,000	
November	200,000	200,000	
December	159,000	192,000	



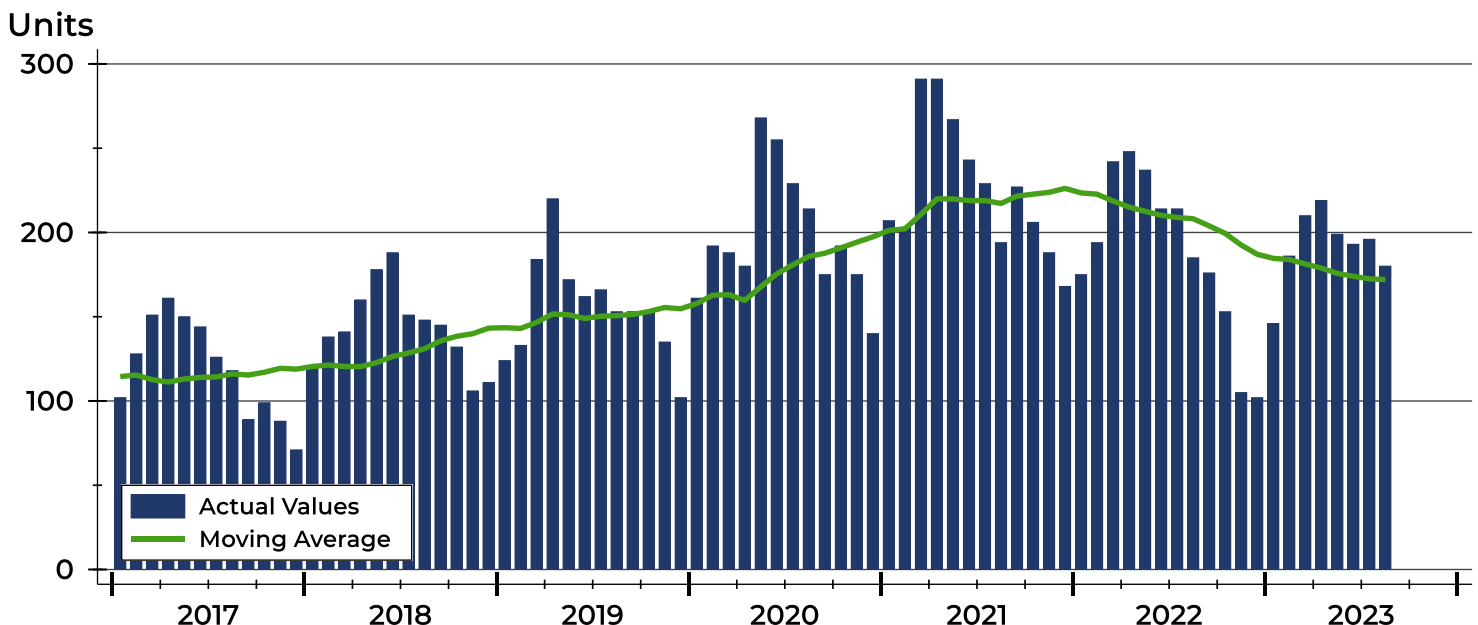
Flint Hills Association Eight-County Jurisdiction Contracts Written Analysis

Summary Statistics for Contracts Written		2023	August 2022	Change	2023	Year-to-Date 2022	Change
Contracts Written		180	185	-2.7%	1,529	1,709	-10.5%
Volume (1,000s)		44,316	41,980	5.6%	368,491	386,625	-4.7%
Average	Sale Price	246,202	226,919	8.5%	241,001	226,229	6.5%
	Days on Market	37	29	27.6%	37	28	32.1%
	Percent of Original	97.2%	96.3%	0.9%	96.7%	98.0%	-1.3%
Median	Sale Price	224,500	215,000	4.4%	220,000	205,000	7.3%
	Days on Market	16	13	23.1%	12	9	33.3%
	Percent of Original	100.0%	98.2%	1.8%	100.0%	100.0%	0.0%

A total of 180 contracts for sale were written in the FHAR eight-county jurisdiction during the month of August, down from 185 in 2022. The median list price of these homes was \$224,500, up from \$215,000 the prior year.

Half of the homes that went under contract in August were on the market less than 16 days, compared to 13 days in August 2022.

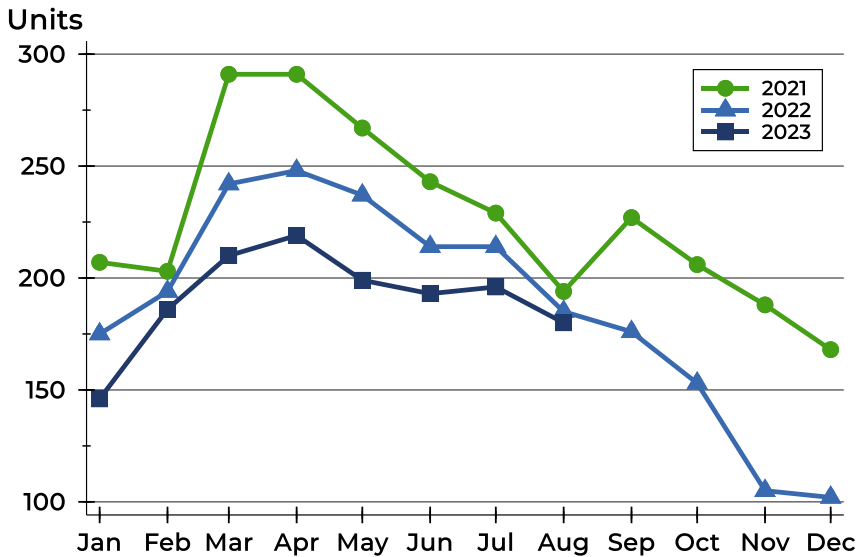
History of Contracts Written





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	219
May	267	237	199
June	243	214	193
July	229	214	196
August	194	185	180
September	227	176	
October	206	153	
November	188	105	
December	168	102	

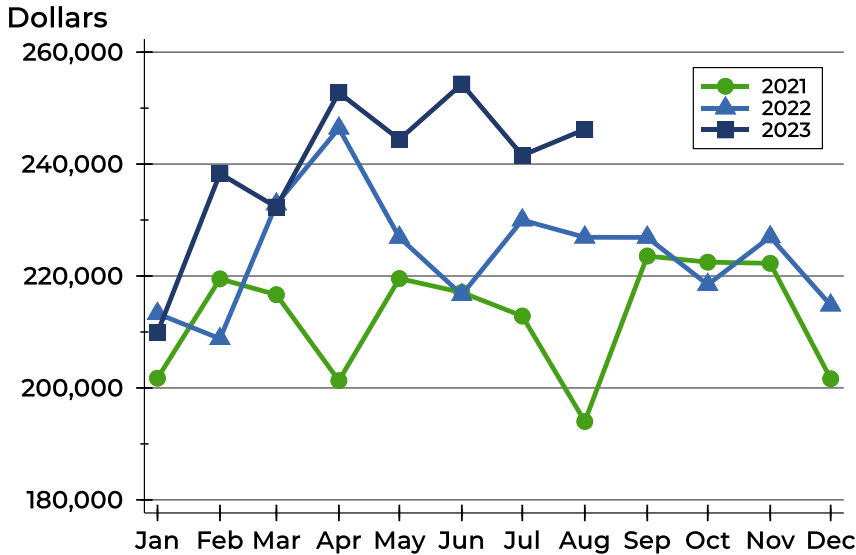
Contracts Written by Price Range

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	0.6%	11,500	11,500	6	6	100.0%	100.0%
\$25,000-\$49,999	6	3.3%	34,567	33,750	20	10	81.2%	81.8%
\$50,000-\$99,999	17	9.4%	83,447	84,900	66	11	93.1%	100.0%
\$100,000-\$124,999	8	4.4%	111,238	110,000	33	15	97.0%	100.0%
\$125,000-\$149,999	13	7.2%	140,346	139,900	36	16	100.9%	100.0%
\$150,000-\$174,999	12	6.7%	160,275	163,000	31	11	99.7%	100.0%
\$175,000-\$199,999	20	11.1%	189,590	190,000	20	8	97.7%	100.0%
\$200,000-\$249,999	35	19.4%	227,861	228,000	37	21	98.4%	100.0%
\$250,000-\$299,999	21	11.7%	277,624	282,000	16	9	99.4%	100.0%
\$300,000-\$399,999	32	17.8%	345,319	349,950	38	23	97.4%	100.0%
\$400,000-\$499,999	6	3.3%	444,825	449,500	57	21	97.1%	100.0%
\$500,000-\$749,999	7	3.9%	596,711	575,000	70	54	94.9%	94.4%
\$750,000-\$999,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	2	1.1%	1,274,000	1,274,000	75	75	100.0%	100.0%



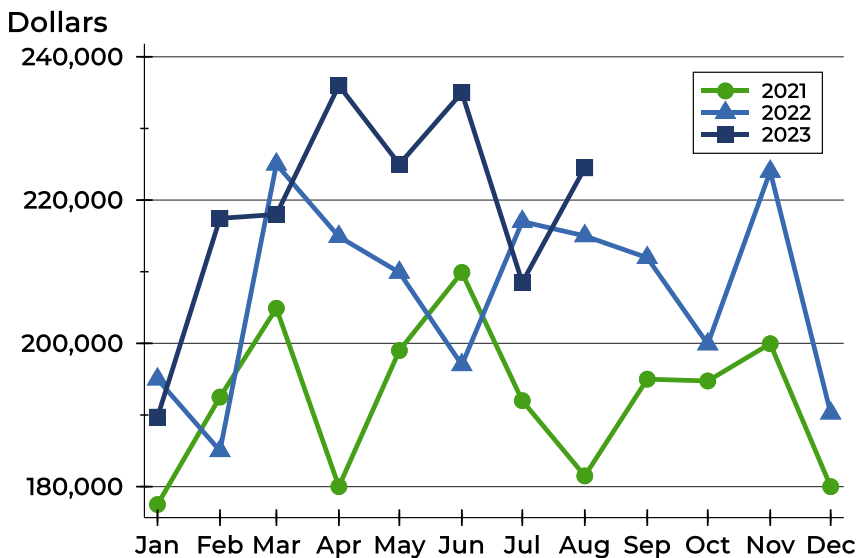
Flint Hills Association Eight-County Jurisdiction Contracts Written Analysis

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	252,769
May	219,550	226,889	244,407
June	217,062	216,653	254,309
July	212,848	229,994	241,551
August	194,008	226,919	246,202
September	223,572	226,901	
October	222,478	218,457	
November	222,270	226,984	
December	201,636	214,784	

Median Price

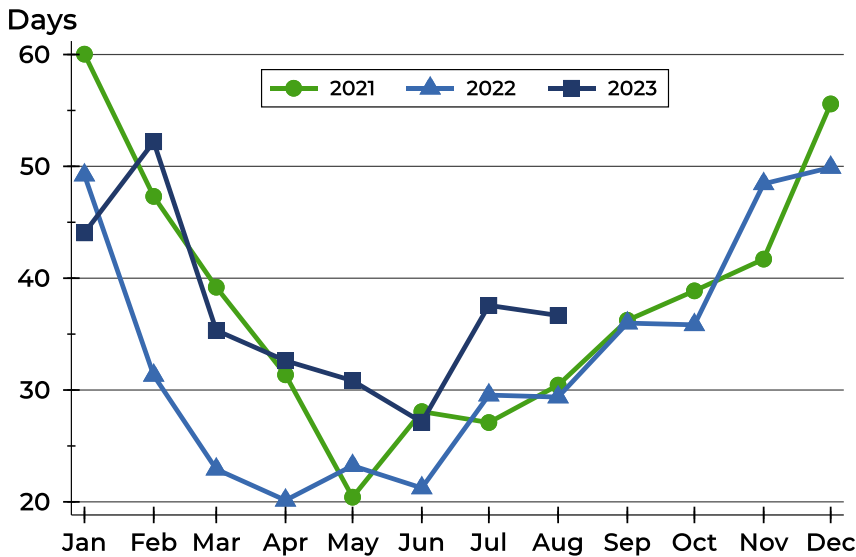


Month	2021	2022	2023
January	177,500	195,000	189,700
February	192,500	185,000	217,450
March	204,900	225,000	218,000
April	180,000	214,900	236,000
May	199,000	209,900	225,000
June	209,900	197,000	235,000
July	192,000	217,000	208,500
August	181,500	215,000	224,500
September	195,000	211,950	
October	194,750	199,900	
November	199,950	224,000	
December	180,000	190,250	



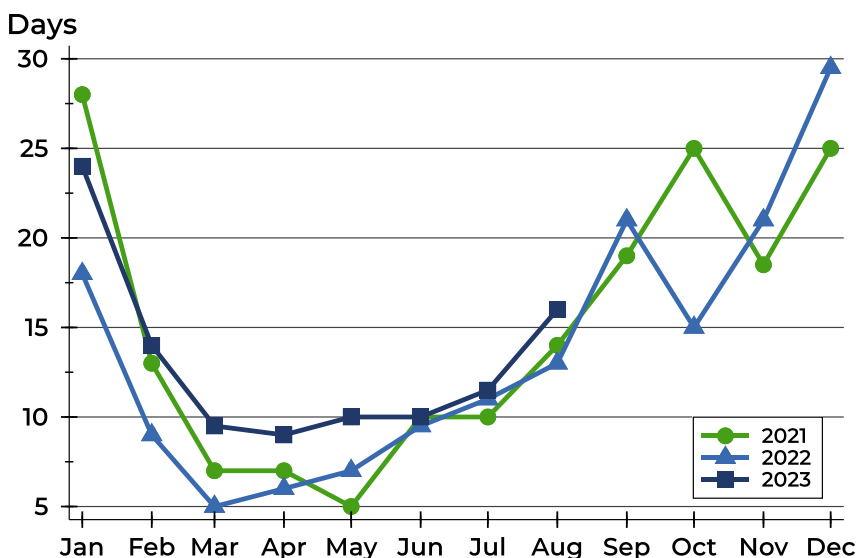
Flint Hills Association Eight-County Jurisdiction Contracts Written Analysis

Average DOM



Month	2021	2022	2023
January	60	49	44
February	47	31	52
March	39	23	35
April	31	20	33
May	20	23	31
June	28	21	27
July	27	30	38
August	30	29	37
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	9
May	5	7	10
June	10	10	10
July	10	11	12
August	14	13	16
September	19	21	
October	25	15	
November	19	21	
December	25	30	



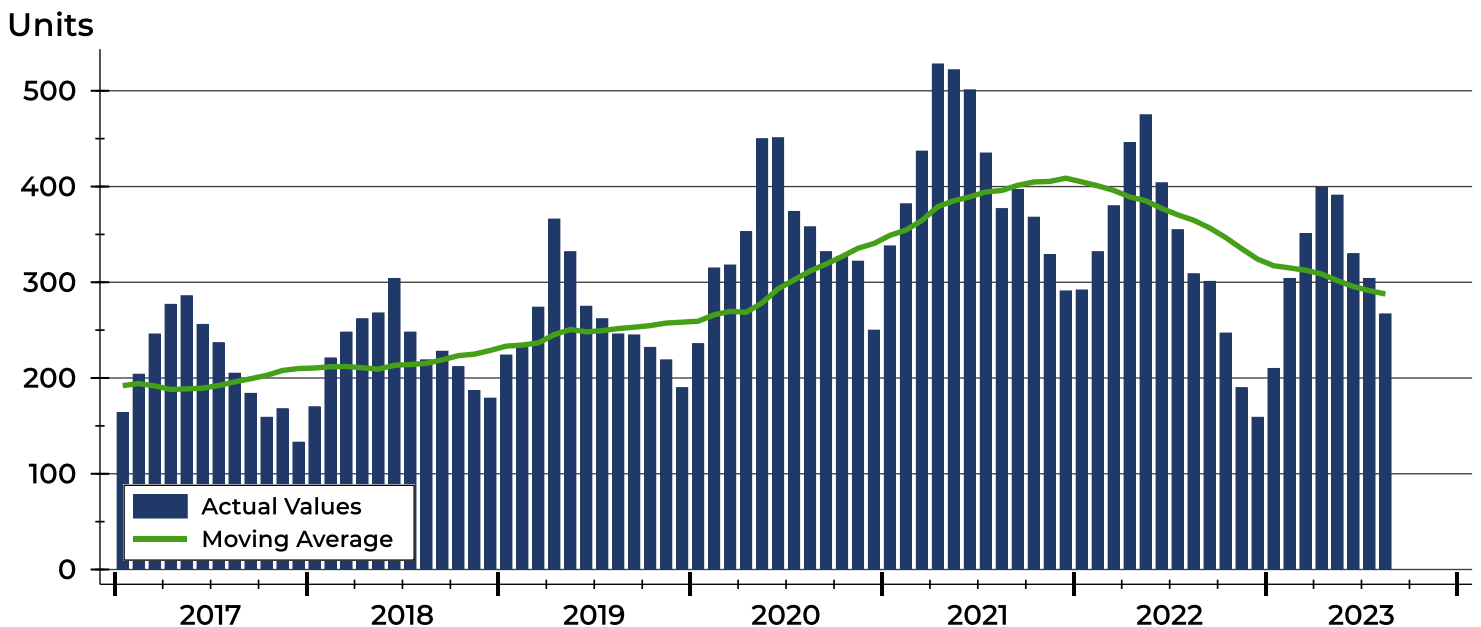
Flint Hills Association Eight-County Jurisdiction Pending Contracts Analysis

Summary Statistics for Pending Contracts		2023	End of August 2022	Change
Pending Contracts		267	309	-13.6%
Volume (1,000s)		66,328	70,574	-6.0%
Average	List Price	248,419	228,393	8.8%
	Days on Market	36	33	9.1%
	Percent of Original	98.4%	99.1%	-0.7%
Median	List Price	225,000	210,000	7.1%
	Days on Market	13	15	-13.3%
	Percent of Original	100.0%	100.0%	0.0%

A total of 267 listings in the FHAR eight-county jurisdiction had contracts pending at the end of August, down from 309 contracts pending at the end of August 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.

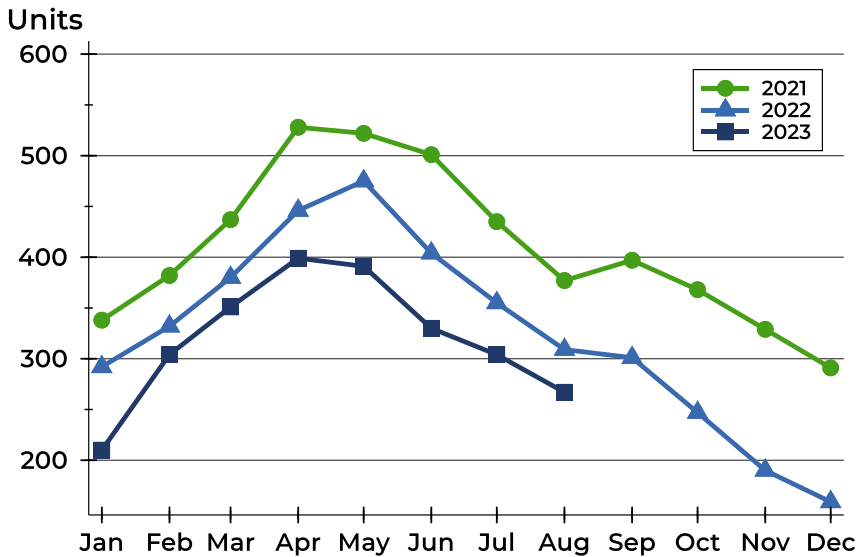
History of Pending Contracts





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	
October	368	247	
November	329	190	
December	291	159	

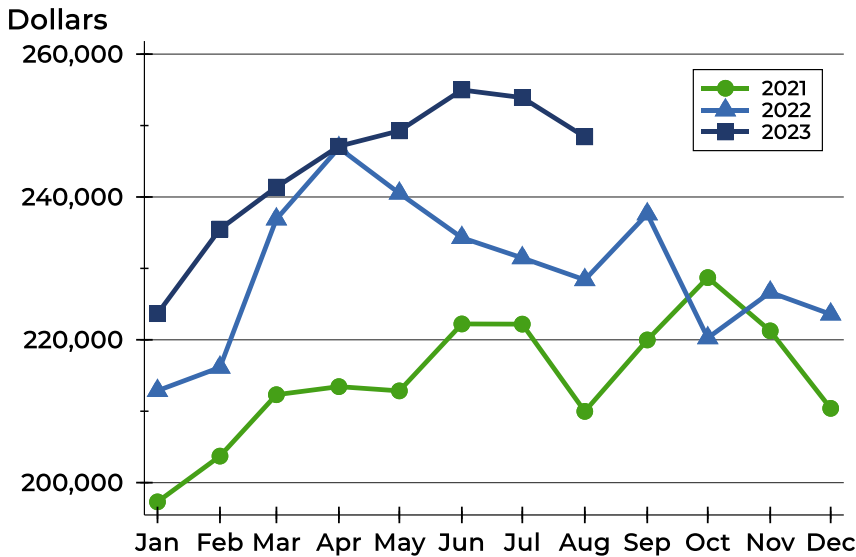
Pending Contracts by Price Range

Price Range	Pending Contracts		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	2	0.7%	13,250	13,250	6	6	100.0%	100.0%
\$25,000-\$49,999	1	0.4%	40,000	40,000	2	2	100.0%	100.0%
\$50,000-\$99,999	22	8.2%	82,505	84,950	77	28	96.1%	100.0%
\$100,000-\$124,999	15	5.6%	112,740	110,000	31	15	98.9%	100.0%
\$125,000-\$149,999	24	9.0%	140,117	139,950	28	9	99.4%	100.0%
\$150,000-\$174,999	27	10.1%	161,481	165,000	24	5	99.3%	100.0%
\$175,000-\$199,999	22	8.2%	188,355	190,000	18	6	98.0%	100.0%
\$200,000-\$249,999	46	17.2%	225,634	225,000	26	14	98.7%	100.0%
\$250,000-\$299,999	37	13.9%	272,827	270,000	26	13	99.6%	100.0%
\$300,000-\$399,999	47	17.6%	344,966	345,000	40	22	96.8%	100.0%
\$400,000-\$499,999	10	3.7%	439,980	439,950	101	77	98.0%	100.0%
\$500,000-\$749,999	12	4.5%	604,467	584,500	39	14	99.0%	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	2	0.7%	1,274,000	1,274,000	75	75	100.0%	100.0%



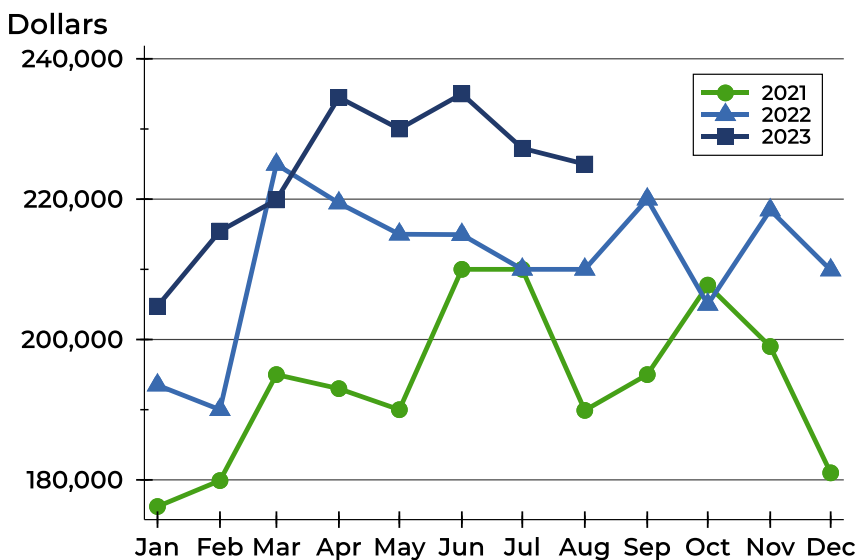
Flint Hills Association Eight-County Jurisdiction Pending Contracts Analysis

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	
October	228,713	220,258	
November	221,250	226,647	
December	210,403	223,580	

Median Price

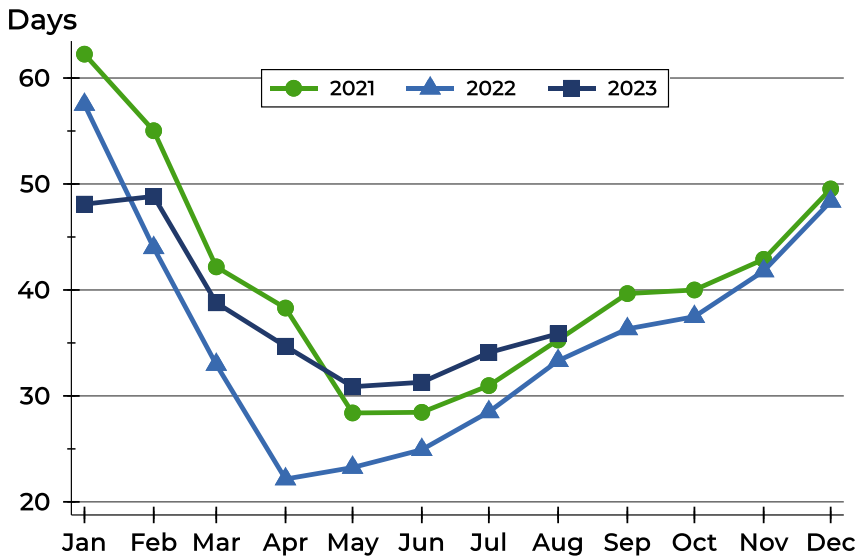


Month	2021	2022	2023
January	176,200	193,500	204,750
February	179,900	190,000	215,450
March	195,000	224,950	219,900
April	193,000	219,450	234,500
May	190,000	215,000	230,000
June	210,000	214,950	235,000
July	210,000	210,000	227,250
August	189,900	210,000	225,000
September	195,000	220,000	
October	207,750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



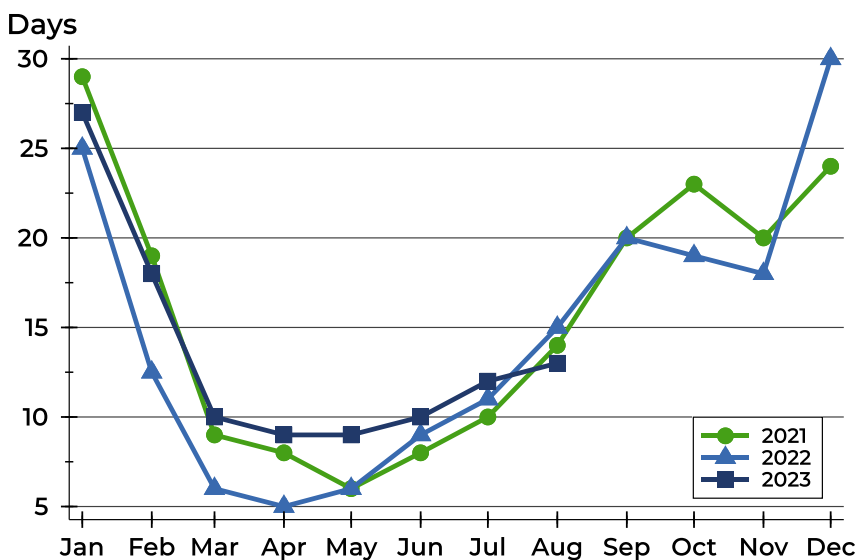
Flint Hills Association Eight-County Jurisdiction Pending Contracts Analysis

Average DOM



Month	2021	2022	2023
January	62	58	48
February	55	44	49
March	42	33	39
April	38	22	35
May	28	23	31
June	28	25	31
July	31	28	34
August	35	33	36
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	9
May	6	6	9
June	8	9	10
July	10	11	12
August	14	15	13
September	20	20	
October	23	19	
November	20	18	
December	24	30	