



**September  
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 September

Total home sales in the FHAR eight-county jurisdiction fell last month to 161 units, compared to 178 units in September 2022. Total sales volume was \$38.0 million, down from a year earlier.

The median sale price in September was \$220,000, up from \$216,750 a year earlier. Homes that sold in September were typically on the market for 10 days and sold for 100.0% of their list prices.

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

The total number of active listings in the FHAR eight-county jurisdiction at the end of September was 384 units, up from 381 at the same point in 2022. This represents a 2.2 months' supply of homes available for sale. The median list price of homes on the market at the end of September was \$215,000.

During September, a total of 164 contracts were written down from 176 in September 2022. At the end of the month, there were 250 contracts still pending.

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# Flint Hills Association Eight-County Jurisdiction Summary Statistics

September MLS Statistics Three-year History		Current Month			Year-to-Date		
		2023	2022	2021	2023	2022	2021
<b>Home Sales</b> Change from prior year		<b>161</b> -9.6%	<b>178</b> -18.0%	<b>217</b> 13.0%	<b>1,585</b> -15.6%	<b>1,878</b> -7.9%	<b>2,039</b> 18.3%
<b>Active Listings</b> Change from prior year		<b>384</b> 0.8%	<b>381</b> -18.4%	<b>467</b> -10.9%	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
<b>Months' Supply</b> Change from prior year		<b>2.2</b> 22.2%	<b>1.8</b> -14.3%	<b>2.1</b> -27.6%	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
<b>New Listings</b> Change from prior year		<b>183</b> -9.9%	<b>203</b> -19.8%	<b>253</b> 15.5%	<b>1,952</b> -12.9%	<b>2,241</b> -11.1%	<b>2,521</b> 12.3%
<b>Contracts Written</b> Change from prior year		<b>164</b> -6.8%	<b>176</b> -22.5%	<b>227</b> 29.7%	<b>1,683</b> -10.7%	<b>1,885</b> -12.4%	<b>2,152</b> 15.6%
<b>Pending Contracts</b> Change from prior year		<b>250</b> -16.9%	<b>301</b> -24.2%	<b>397</b> 19.6%	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
<b>Sales Volume (1,000s)</b> Change from prior year		<b>37,981</b> -5.1%	<b>40,014</b> -8.7%	<b>43,836</b> 21.5%	<b>374,300</b> -10.7%	<b>418,936</b> -0.1%	<b>419,358</b> 28.0%
Average	<b>Sale Price</b> Change from prior year	<b>235,908</b> 4.9%	<b>224,797</b> 11.3%	<b>202,011</b> 7.5%	<b>236,152</b> 5.9%	<b>223,076</b> 8.5%	<b>205,668</b> 8.3%
	<b>List Price of Actives</b> Change from prior year	<b>261,450</b> 4.9%	<b>249,322</b> 11.6%	<b>223,475</b> 9.4%	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
	<b>Days on Market</b> Change from prior year	<b>29</b> 3.6%	<b>28</b> -3.4%	<b>29</b> -50.8%	<b>38</b> 31.0%	<b>29</b> -21.6%	<b>37</b> -46.4%
	<b>Percent of List</b> Change from prior year	<b>98.7%</b> 0.4%	<b>98.3%</b> 0.7%	<b>97.6%</b> -0.2%	<b>98.1%</b> -0.9%	<b>99.0%</b> 0.3%	<b>98.7%</b> 1.4%
	<b>Percent of Original</b> Change from prior year	<b>97.1%</b> -0.1%	<b>97.2%</b> 0.6%	<b>96.6%</b> 1.0%	<b>96.5%</b> -1.3%	<b>97.8%</b> 0.2%	<b>97.6%</b> 2.6%
Median	<b>Sale Price</b> Change from prior year	<b>220,000</b> 1.5%	<b>216,750</b> 17.2%	<b>185,000</b> 7.2%	<b>218,500</b> 6.6%	<b>205,000</b> 8.5%	<b>189,000</b> 8.0%
	<b>List Price of Actives</b> Change from prior year	<b>215,000</b> 1.4%	<b>212,000</b> 21.1%	<b>175,000</b> 9.0%	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
	<b>Days on Market</b> Change from prior year	<b>10</b> -9.1%	<b>11</b> 0.0%	<b>11</b> -62.1%	<b>12</b> 33.3%	<b>9</b> -10.0%	<b>10</b> -70.6%
	<b>Percent of List</b> Change from prior year	<b>100.0%</b> 0.0%	<b>100.0%</b> 0.0%	<b>100.0%</b> 1.3%	<b>100.0%</b> 0.0%	<b>100.0%</b> 0.0%	<b>100.0%</b> 1.5%
	<b>Percent of Original</b> Change from prior year	<b>98.6%</b> 0.0%	<b>98.6%</b> -0.2%	<b>98.8%</b> 0.9%	<b>98.9%</b> -1.1%	<b>100.0%</b> 0.0%	<b>100.0%</b> 2.6%

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



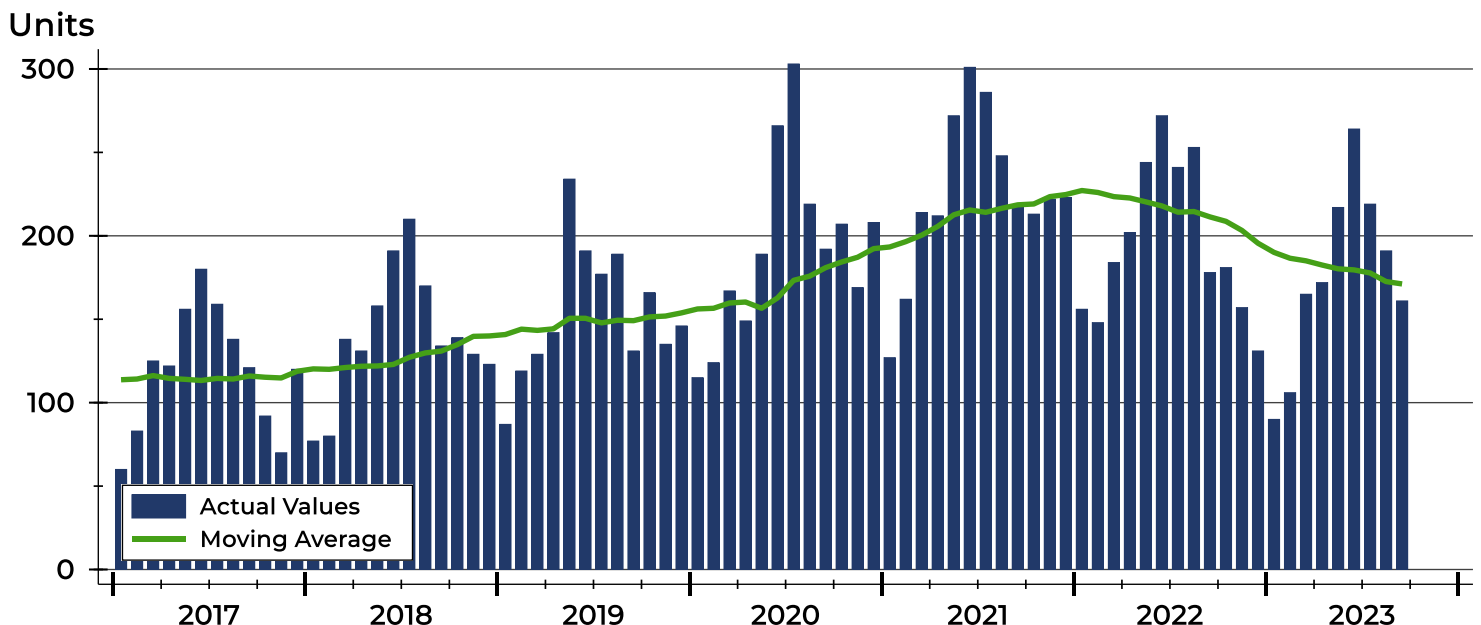
# Flint Hills Association Eight-County Jurisdiction Closed Listings Analysis

Summary Statistics for Closed Listings		September			Year-to-Date		
		2023	2022	Change	2023	2022	Change
Closed Listings		<b>161</b>	178	-9.6%	<b>1,585</b>	1,878	-15.6%
Volume (1,000s)		<b>37,981</b>	40,014	-5.1%	<b>374,300</b>	418,936	-10.7%
Months' Supply		<b>2.2</b>	1.8	22.2%	<b>N/A</b>	N/A	N/A
Average	Sale Price	<b>235,908</b>	224,797	4.9%	<b>236,152</b>	223,076	5.9%
	Days on Market	<b>29</b>	28	3.6%	<b>38</b>	29	31.0%
	Percent of List	<b>98.7%</b>	98.3%	0.4%	<b>98.1%</b>	99.0%	-0.9%
	Percent of Original	<b>97.1%</b>	97.2%	-0.1%	<b>96.5%</b>	97.8%	-1.3%
Median	Sale Price	<b>220,000</b>	216,750	1.5%	<b>218,500</b>	205,000	6.6%
	Days on Market	<b>10</b>	11	-9.1%	<b>12</b>	9	33.3%
	Percent of List	<b>100.0%</b>	100.0%	0.0%	<b>100.0%</b>	100.0%	0.0%
	Percent of Original	<b>98.6%</b>	98.6%	0.0%	<b>98.9%</b>	100.0%	-1.1%

A total of 161 homes sold in the FHAR eight-county jurisdiction in September, down from 178 units in September 2022. Total sales volume fell to \$38.0 million compared to \$40.0 million in the previous year.

The median sales price in September was \$220,000, up 1.5% compared to the prior year. Median days on market was 10 days, down from 13 days in August, and down from 11 in September 2022.

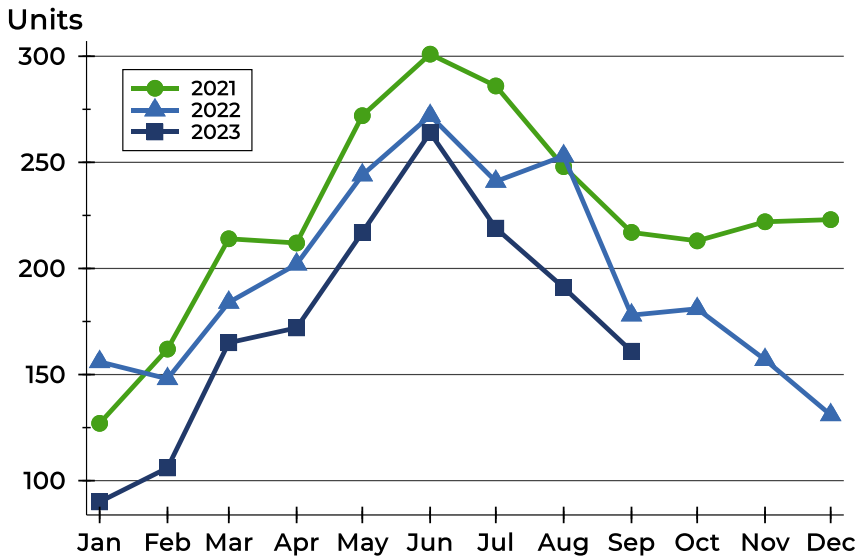
## History of Closed Listings





# 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	191
September	217	178	161
October	213	181	
November	222	157	
December	223	131	

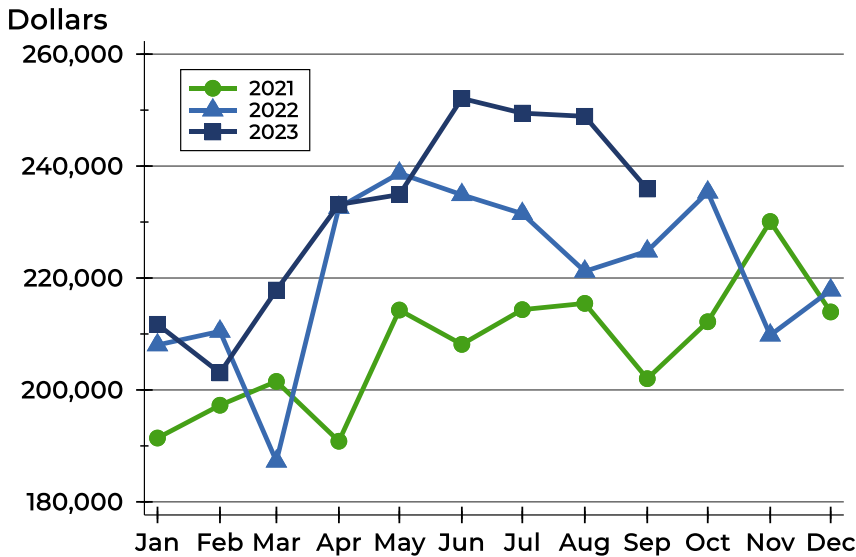
## Closed Listings by Price Range

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	1.2%	0.4	12,588	12,588	6	6	100.3%	100.3%	100.3%	100.3%
\$25,000-\$49,999	1	0.6%	3.8	39,000	39,000	2	2	97.5%	97.5%	97.5%	97.5%
\$50,000-\$99,999	13	8.1%	3.5	74,169	70,000	52	11	93.1%	94.9%	89.8%	94.9%
\$100,000-\$124,999	9	5.6%	1.9	108,711	110,000	28	6	99.1%	100.0%	98.3%	100.0%
\$125,000-\$149,999	16	9.9%	2.7	136,213	136,500	31	11	98.0%	99.3%	97.5%	99.2%
\$150,000-\$174,999	14	8.7%	2.2	160,636	160,000	17	6	99.3%	99.8%	98.9%	100.0%
\$175,000-\$199,999	13	8.1%	1.5	186,769	186,000	14	6	102.0%	101.7%	100.6%	100.0%
\$200,000-\$249,999	30	18.6%	1.8	224,647	226,500	19	6	100.5%	100.0%	99.3%	98.2%
\$250,000-\$299,999	26	16.1%	1.8	275,865	277,500	25	15	98.0%	99.9%	96.0%	99.1%
\$300,000-\$399,999	27	16.8%	1.9	342,322	339,000	39	21	98.9%	100.0%	96.9%	98.6%
\$400,000-\$499,999	3	1.9%	3.0	429,500	415,000	59	34	99.5%	100.0%	98.6%	101.0%
\$500,000-\$749,999	6	3.7%	4.6	583,667	583,500	50	23	95.7%	95.7%	92.0%	91.3%
\$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	1	0.6%	18.0	1,173,000	1,173,000	104	104	93.8%	93.8%	93.8%	93.8%



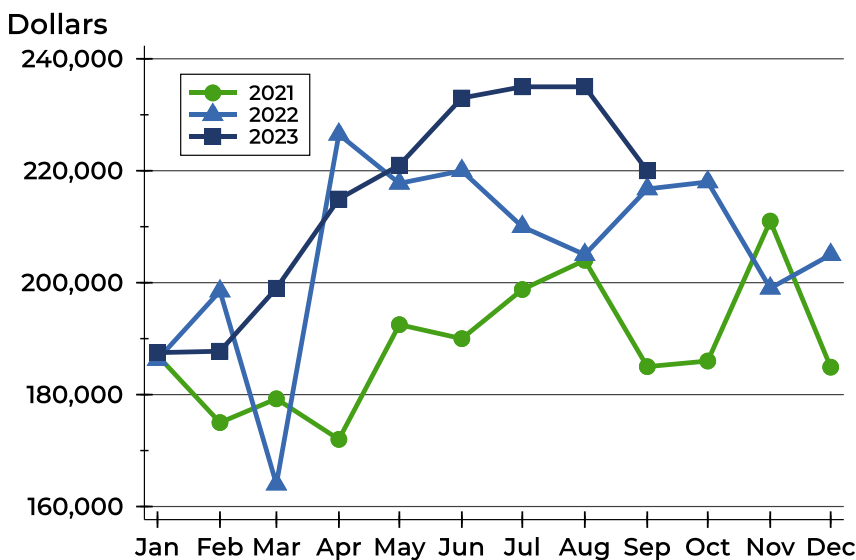
# Flint Hills Association Eight-County Jurisdiction Closed Listings Analysis

## Average Price



Month	2021	2022	2023
<b>January</b>	191,410	208,036	<b>211,729</b>
<b>February</b>	197,267	210,465	<b>203,051</b>
<b>March</b>	201,520	187,253	<b>217,841</b>
<b>April</b>	190,833	232,595	<b>233,144</b>
<b>May</b>	214,279	238,717	<b>234,900</b>
<b>June</b>	208,145	234,872	<b>252,092</b>
<b>July</b>	214,345	231,492	<b>249,459</b>
<b>August</b>	215,464	221,184	<b>248,891</b>
<b>September</b>	202,011	224,797	<b>235,908</b>
<b>October</b>	212,187	235,330	
<b>November</b>	230,099	209,780	
<b>December</b>	213,939	217,827	

## Median Price

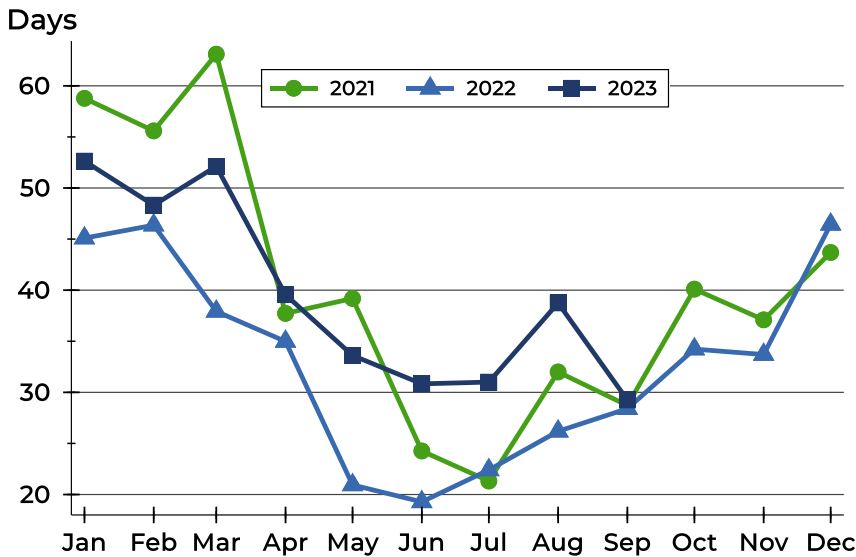


Month	2021	2022	2023
<b>January</b>	187,000	186,250	<b>187,500</b>
<b>February</b>	175,000	198,500	<b>187,750</b>
<b>March</b>	179,250	164,000	<b>199,000</b>
<b>April</b>	172,000	226,500	<b>214,950</b>
<b>May</b>	192,500	217,750	<b>221,000</b>
<b>June</b>	190,000	220,000	<b>233,000</b>
<b>July</b>	198,775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



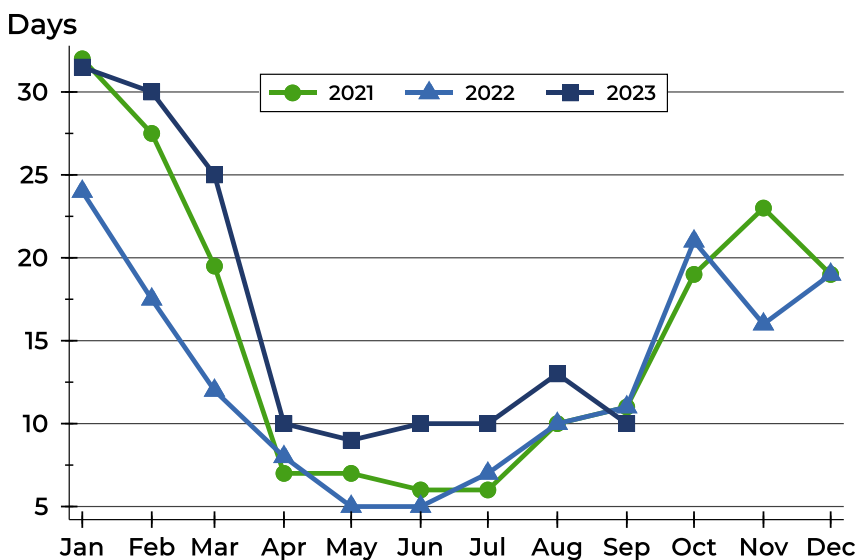
# Flint Hills Association Eight-County Jurisdiction Closed Listings Analysis

## Average DOM



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

## Median DOM



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



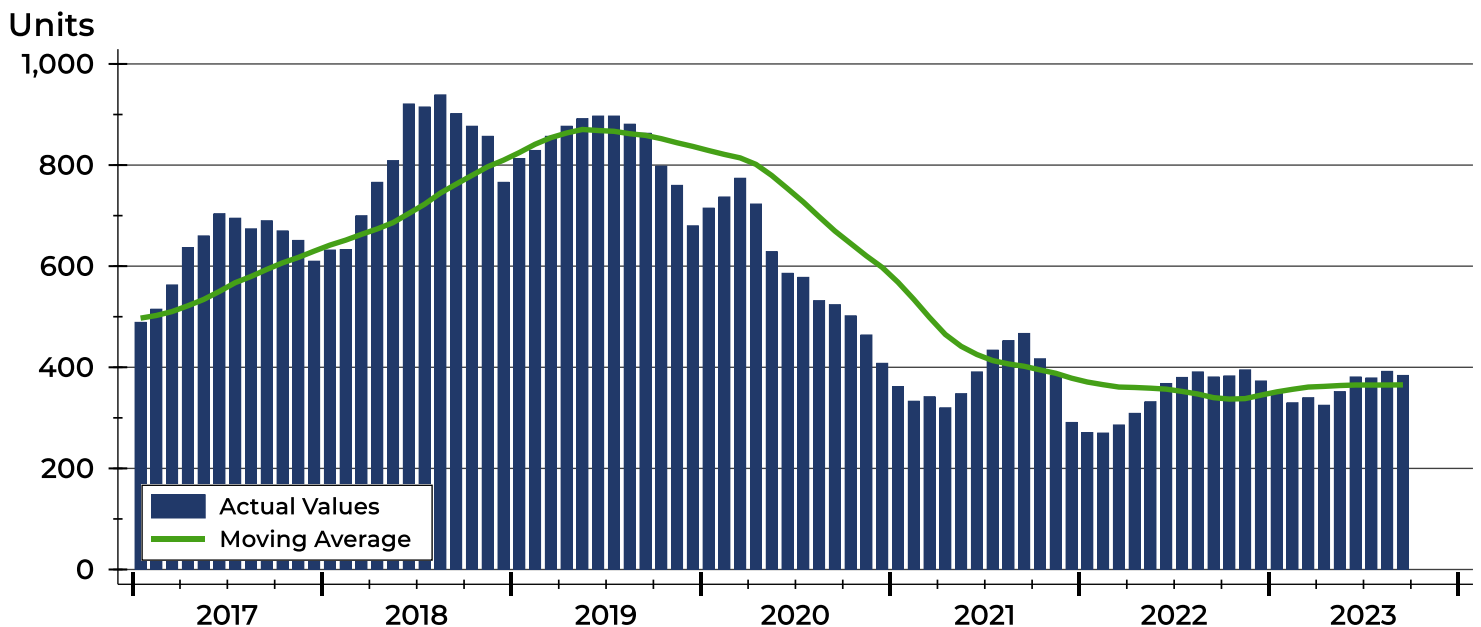
# Flint Hills Association Eight-County Jurisdiction Active Listings Analysis

Summary Statistics for Active Listings		End of September		
		2023	2022	Change
Active Listings		<b>384</b>	381	0.8%
Volume (1,000s)		<b>100,397</b>	94,992	5.7%
Months' Supply		<b>2.2</b>	1.8	22.2%
Average	List Price	<b>261,450</b>	249,322	4.9%
	Days on Market	<b>77</b>	71	8.5%
	Percent of Original	<b>97.1%</b>	97.0%	0.1%
Median	List Price	<b>215,000</b>	212,000	1.4%
	Days on Market	<b>49</b>	52	-5.8%
	Percent of Original	<b>100.0%</b>	100.0%	0.0%

A total of 384 homes were available for sale in the FHAR eight-county jurisdiction at the end of September. This represents a 2.2 months' supply of active listings.

The median list price of homes on the market at the end of September was \$215,000, up 1.4% from 2022. The typical time on market for active listings was 49 days, down from 52 days a year earlier.

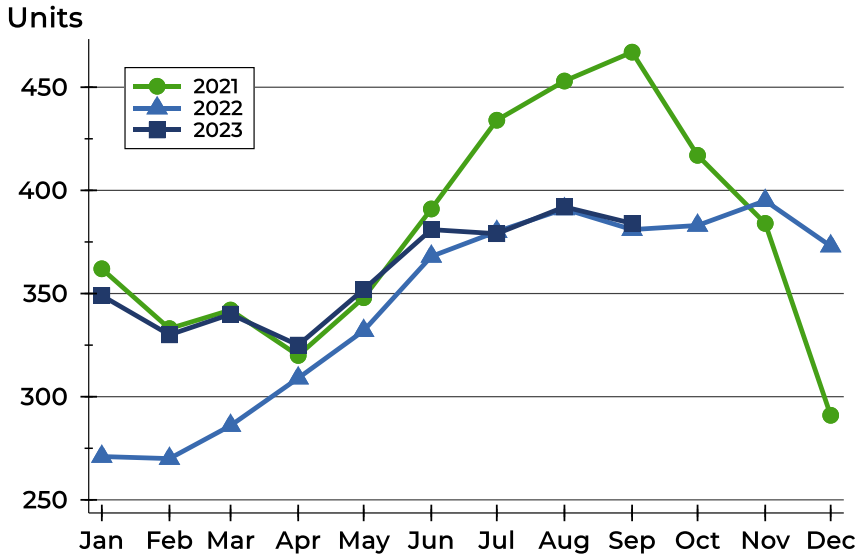
## History of Active Listings





# Flint Hills Association Eight-County Jurisdiction Active Listings Analysis

## Active Listings by Month



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

## Active Listings by Price Range

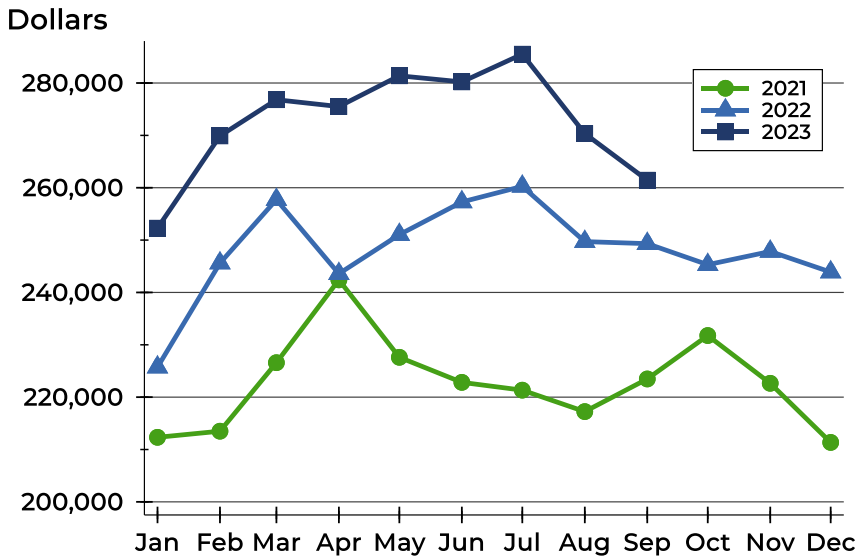
Price Range	Active Listings		Months' Supply	List Price		Days on Market		Price as % of Orig.	
	Number	Percent		Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	1	0.3%	0.4	17,000	17,000	41	41	100.0%	100.0%
\$25,000-\$49,999	13	3.4%	3.8	40,115	39,000	98	100	87.9%	100.0%
\$50,000-\$99,999	43	11.2%	3.5	78,787	79,900	96	60	94.8%	100.0%
\$100,000-\$124,999	21	5.5%	1.9	115,133	115,000	56	26	98.1%	100.0%
\$125,000-\$149,999	38	9.9%	2.7	138,929	139,000	70	47	97.4%	100.0%
\$150,000-\$174,999	37	9.6%	2.2	164,541	165,000	56	48	97.7%	100.0%
\$175,000-\$199,999	24	6.3%	1.5	190,560	191,500	81	43	97.1%	100.0%
\$200,000-\$249,999	52	13.5%	1.8	225,173	222,500	80	54	98.1%	99.9%
\$250,000-\$299,999	44	11.5%	1.8	277,041	275,000	56	39	98.3%	100.0%
\$300,000-\$399,999	52	13.5%	1.9	351,758	349,950	74	50	97.9%	100.0%
\$400,000-\$499,999	24	6.3%	3.0	441,263	439,950	87	66	97.8%	98.8%
\$500,000-\$749,999	25	6.5%	4.6	592,182	600,000	79	41	98.1%	100.0%
\$750,000-\$999,999	7	1.8%	N/A	886,000	899,000	165	88	90.7%	93.4%
\$1,000,000 and up	3	0.8%	18.0	1,441,667	1,250,000	168	110	100.0%	100.0%





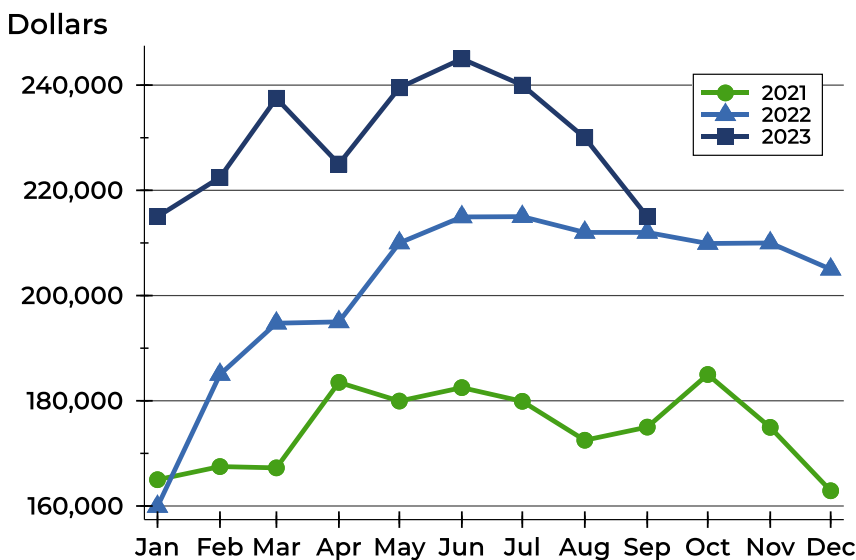
# Flint Hills Association Eight-County Jurisdiction Active Listings Analysis

## Average Price



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

## Median Price

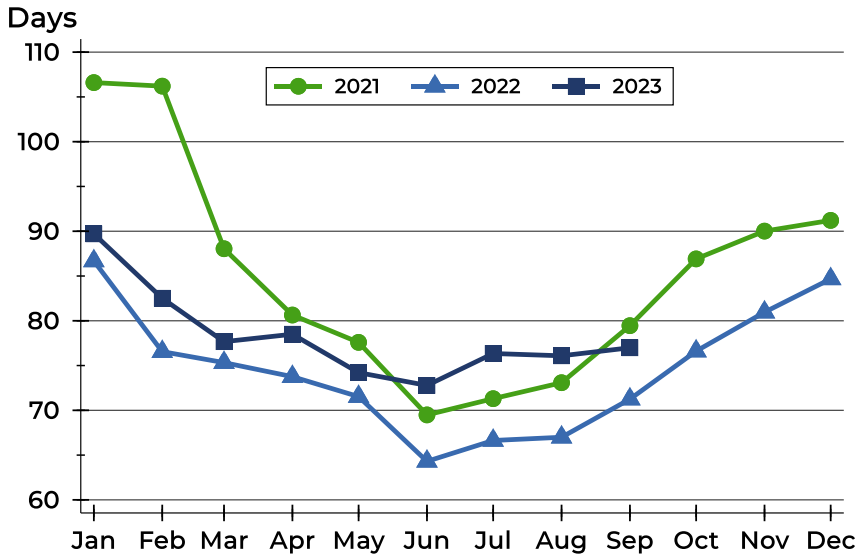


Month	2021	2022	2023
January	165,000	159,900	<b>215,000</b>
February	167,500	185,000	<b>222,450</b>
March	167,250	194,750	<b>237,500</b>
April	183,500	195,000	<b>225,000</b>
May	179,950	210,000	<b>239,500</b>
June	182,500	214,950	<b>245,000</b>
July	179,900	215,000	<b>240,000</b>
August	172,500	212,000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



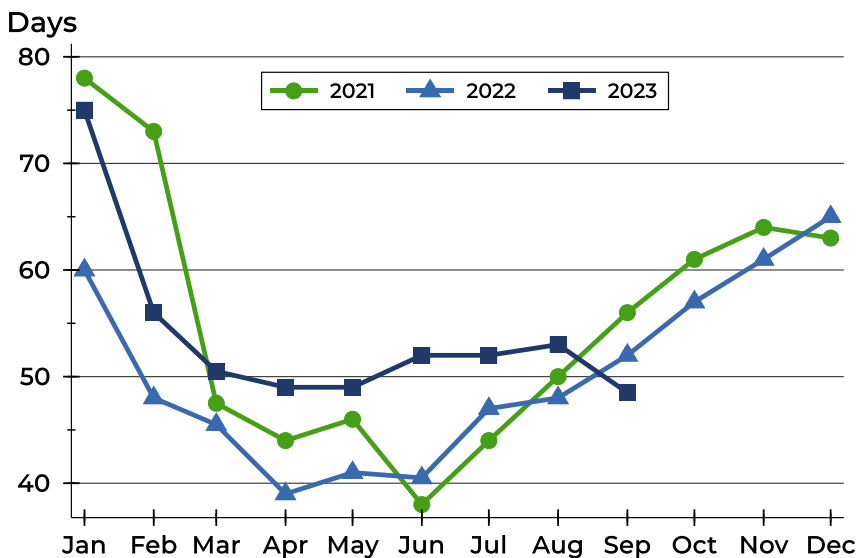
# Flint Hills Association Eight-County Jurisdiction Active Listings Analysis

## 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	77
October	87	77	
November	90	81	
December	91	85	

## Median DOM

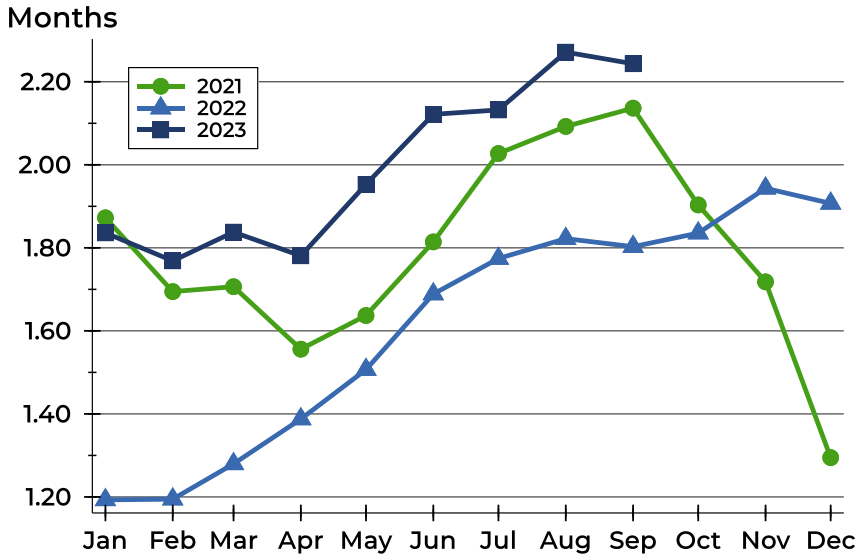


Month	2021	2022	2023
January	78	60	75
February	73	48	56
March	48	46	51
April	44	39	49
May	46	41	49
June	38	41	52
July	44	47	52
August	50	48	53
September	56	52	49
October	61	57	
November	64	61	
December	63	65	



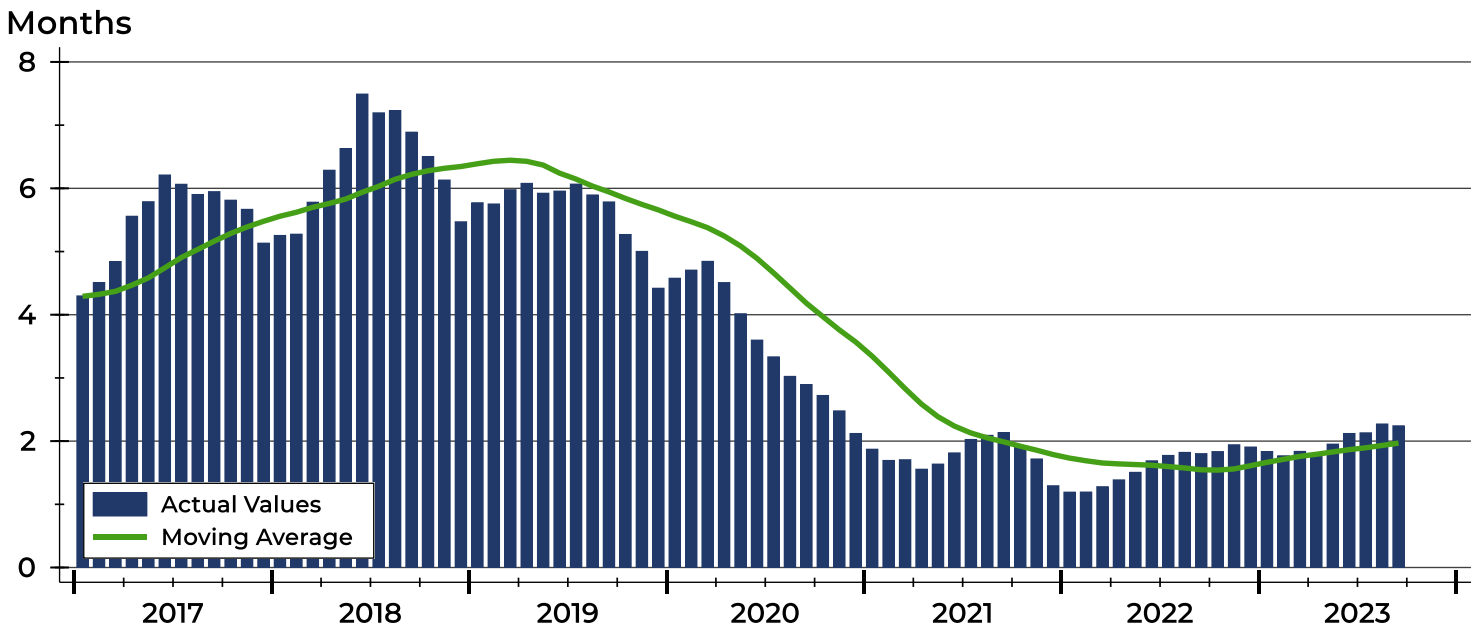
# Flint Hills Association Eight-County Jurisdiction Months' Supply Analysis

## Months' Supply by Month



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

## History of Month's Supply





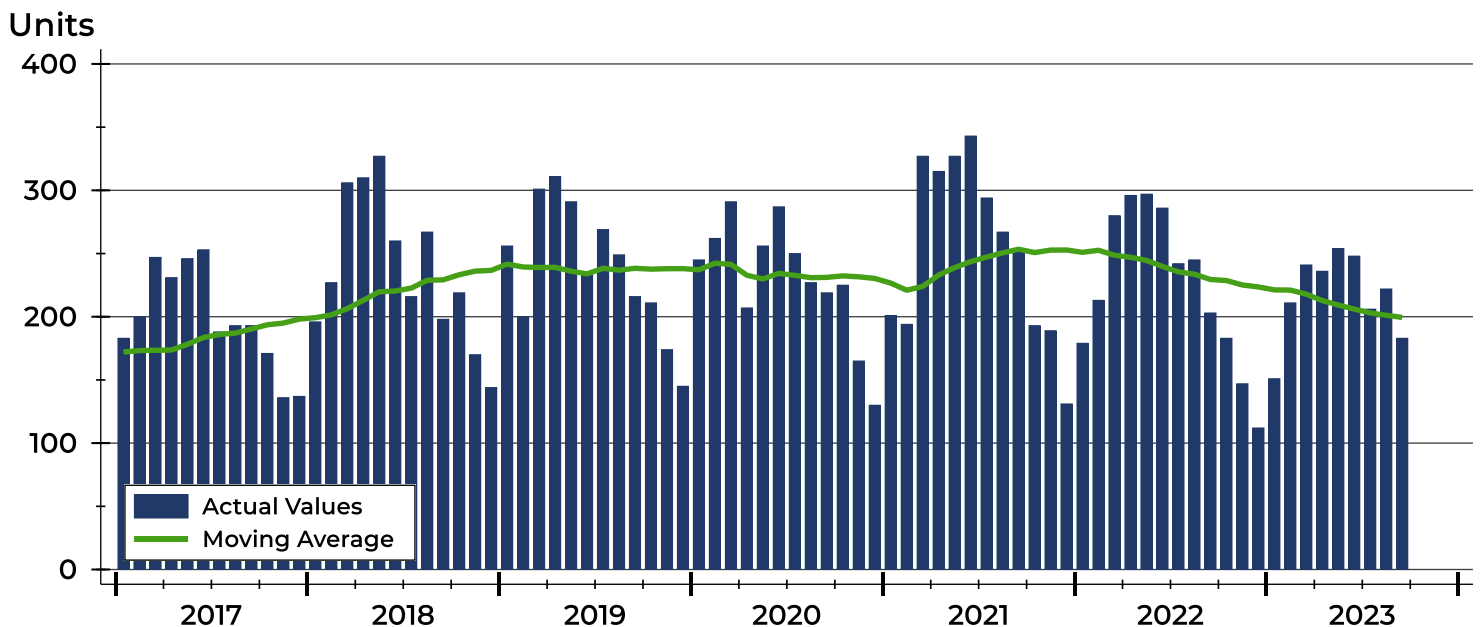
# Flint Hills Association Eight-County Jurisdiction New Listings Analysis

Summary Statistics for New Listings		2023	September 2022	Change
Current Month	New Listings	<b>183</b>	203	-9.9%
	Volume (1,000s)	<b>42,390</b>	48,718	-13.0%
	Average List Price	<b>231,637</b>	239,989	-3.5%
	Median List Price	<b>215,000</b>	225,000	-4.4%
Year-to-Date	New Listings	<b>1,952</b>	2,241	-12.9%
	Volume (1,000s)	<b>488,164</b>	530,931	-8.1%
	Average List Price	<b>250,084</b>	236,917	5.6%
	Median List Price	<b>225,000</b>	215,000	4.7%

A total of 183 new listings were added in the FHAR eight-county jurisdiction during September, down 9.9% from the same month in 2022. Year-to-date the FHAR eight-county jurisdiction has seen 1,952 new listings.

The median list price of these homes was \$215,000 down from \$225,000 in 2022.

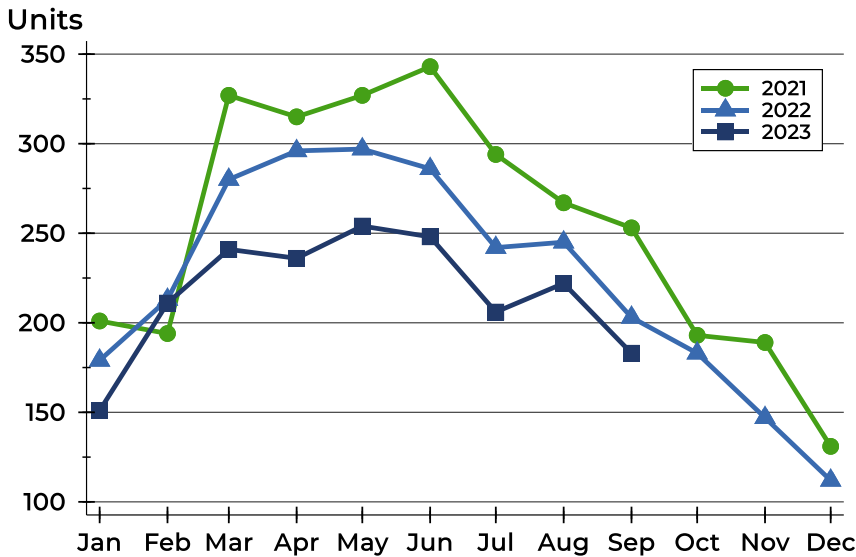
## History of New Listings





# Flint Hills Association Eight-County Jurisdiction New Listings Analysis

## New Listings by Month



Month	2021	2022	2023
January	201	179	<b>151</b>
February	194	213	<b>211</b>
March	327	280	<b>241</b>
April	315	296	<b>236</b>
May	327	297	<b>254</b>
June	343	286	<b>248</b>
July	294	242	<b>206</b>
August	267	245	<b>222</b>
September	253	203	<b>183</b>
October	193	183	
November	189	147	
December	131	112	

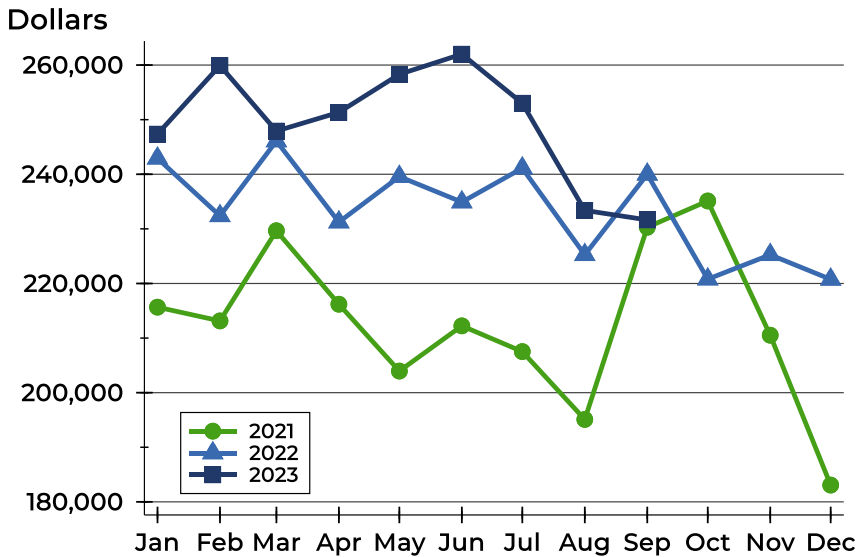
## New Listings by Price Range

Price Range	New Listings		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$25,000-\$49,999	7	3.8%	37,043	35,000	18	14	95.9%	100.0%
\$50,000-\$99,999	11	6.0%	70,027	65,000	15	15	97.3%	100.0%
\$100,000-\$124,999	14	7.7%	114,957	115,000	19	23	99.6%	100.0%
\$125,000-\$149,999	21	11.5%	139,629	139,900	18	18	99.2%	100.0%
\$150,000-\$174,999	17	9.3%	166,082	169,000	17	15	99.8%	100.0%
\$175,000-\$199,999	17	9.3%	189,932	194,950	12	10	100.0%	100.0%
\$200,000-\$249,999	25	13.7%	225,844	225,000	16	12	99.3%	100.0%
\$250,000-\$299,999	32	17.5%	273,034	269,450	12	11	99.9%	100.0%
\$300,000-\$399,999	24	13.1%	349,258	344,500	13	12	99.9%	100.0%
\$400,000-\$499,999	7	3.8%	433,843	439,000	16	16	99.7%	100.0%
\$500,000-\$749,999	7	3.8%	587,686	599,000	22	23	99.9%	100.0%
\$750,000-\$999,999	1	0.5%	849,998	849,998	5	5	100.0%	100.0%
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



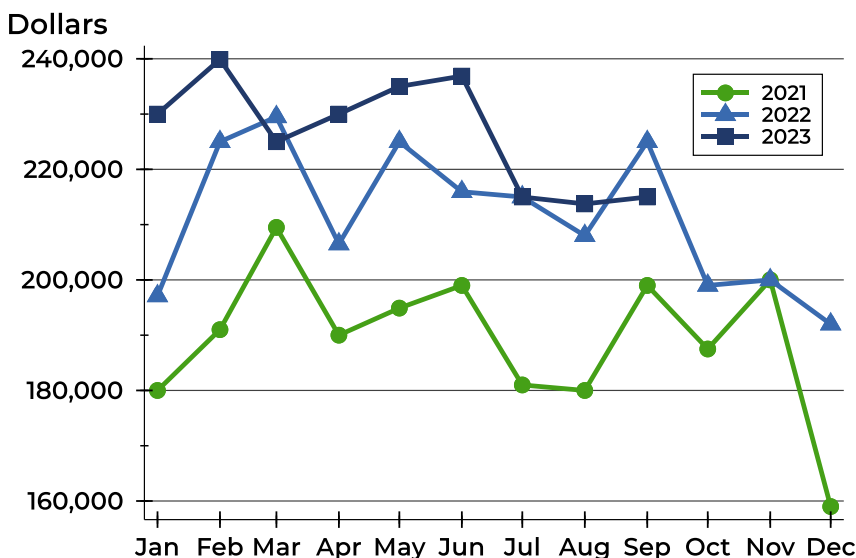
# Flint Hills Association Eight-County Jurisdiction New Listings Analysis

## Average Price



Month	2021	2022	2023
January	215,661	242,927	<b>247,361</b>
February	213,145	232,387	<b>259,917</b>
March	229,658	246,089	<b>247,917</b>
April	216,200	231,240	<b>251,335</b>
May	203,956	239,570	<b>258,306</b>
June	212,237	234,910	<b>262,000</b>
July	207,523	241,113	<b>253,014</b>
August	195,097	225,255	<b>233,383</b>
September	230,292	239,989	<b>231,637</b>
October	235,109	220,788	
November	210,527	225,255	
December	183,075	220,752	

## Median Price



Month	2021	2022	2023
January	180,000	197,100	<b>230,000</b>
February	191,000	225,000	<b>239,900</b>
March	209,500	229,500	<b>225,000</b>
April	190,000	206,500	<b>230,000</b>
May	194,900	225,000	<b>235,000</b>
June	199,000	215,950	<b>236,875</b>
July	181,000	215,000	<b>215,000</b>
August	180,000	208,000	<b>213,750</b>
September	199,000	225,000	<b>215,000</b>
October	187,500	199,000	
November	200,000	200,000	
December	159,000	192,000	



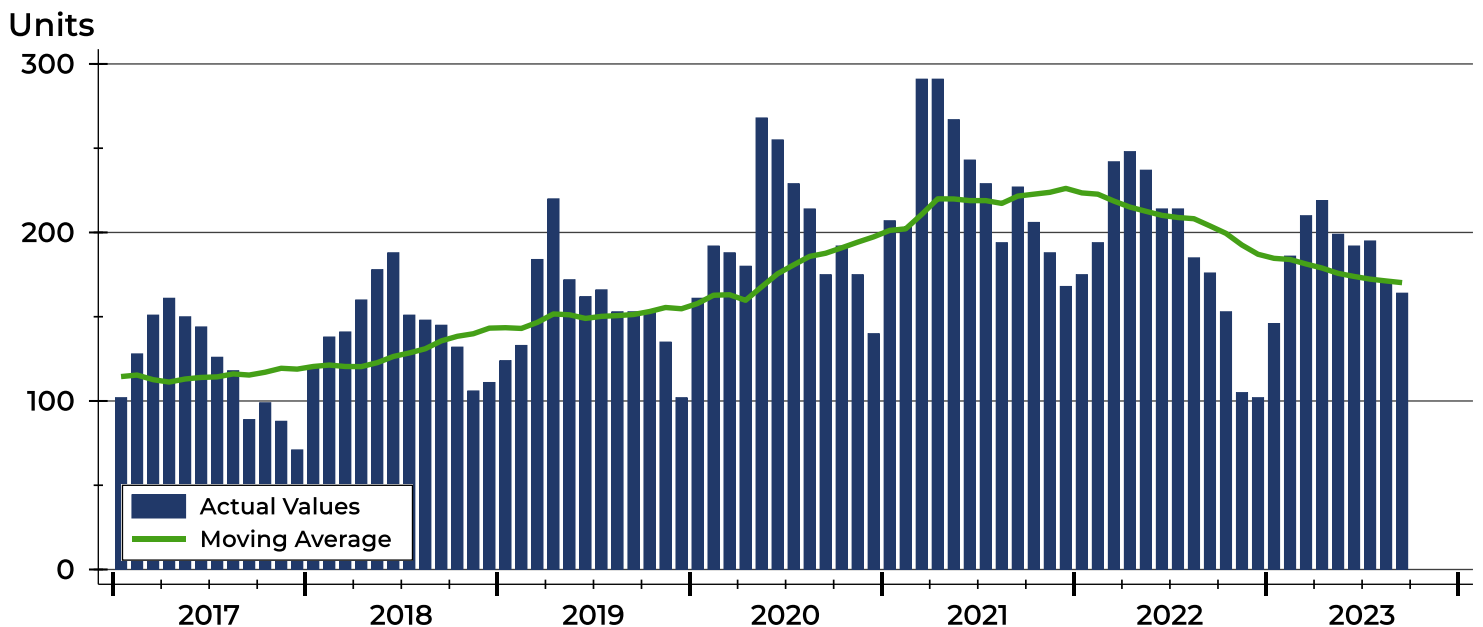
# Flint Hills Association Eight-County Jurisdiction Contracts Written Analysis

Summary Statistics for Contracts Written		September			Year-to-Date		
		2023	2022	Change	2023	2022	Change
Contracts Written		<b>164</b>	176	-6.8%	<b>1,683</b>	1,885	-10.7%
Volume (1,000s)		<b>41,025</b>	39,935	2.7%	<b>406,581</b>	426,560	-4.7%
Average	Sale Price	<b>250,152</b>	226,901	10.2%	<b>241,581</b>	226,292	6.8%
	Days on Market	<b>43</b>	36	19.4%	<b>37</b>	28	32.1%
	Percent of Original	<b>97.0%</b>	95.3%	1.8%	<b>96.7%</b>	97.8%	-1.1%
Median	Sale Price	<b>234,950</b>	211,950	10.9%	<b>223,000</b>	205,000	8.8%
	Days on Market	<b>26</b>	21	23.8%	<b>12</b>	9	33.3%
	Percent of Original	<b>100.0%</b>	97.3%	2.8%	<b>99.7%</b>	100.0%	-0.3%

A total of 164 contracts for sale were written in the FHAR eight-county jurisdiction during the month of September, down from 176 in 2022. The median list price of these homes was \$234,950, up from \$211,950 the prior year.

Half of the homes that went under contract in September were on the market less than 26 days, compared to 21 days in September 2022.

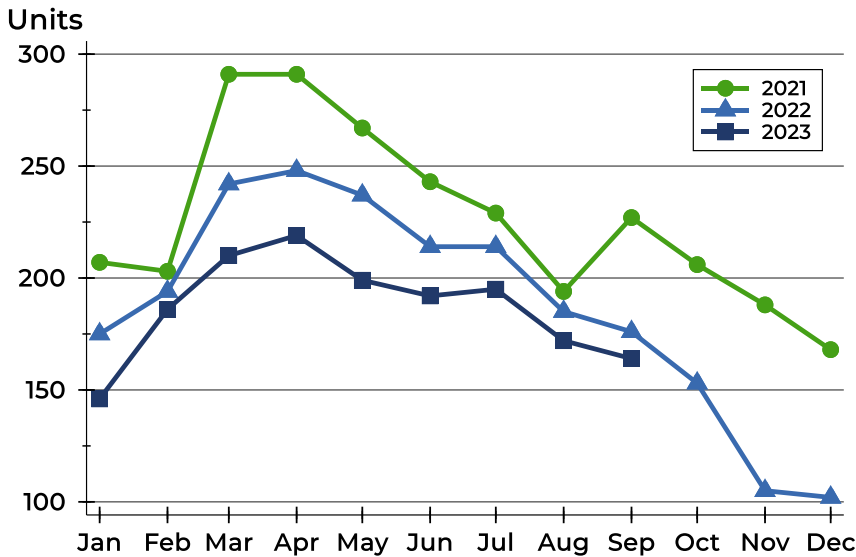
## History of Contracts Written





# 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	192
July	229	214	195
August	194	185	172
September	227	176	164
October	206	153	
November	188	105	
December	168	102	

## Contracts Written by Price Range

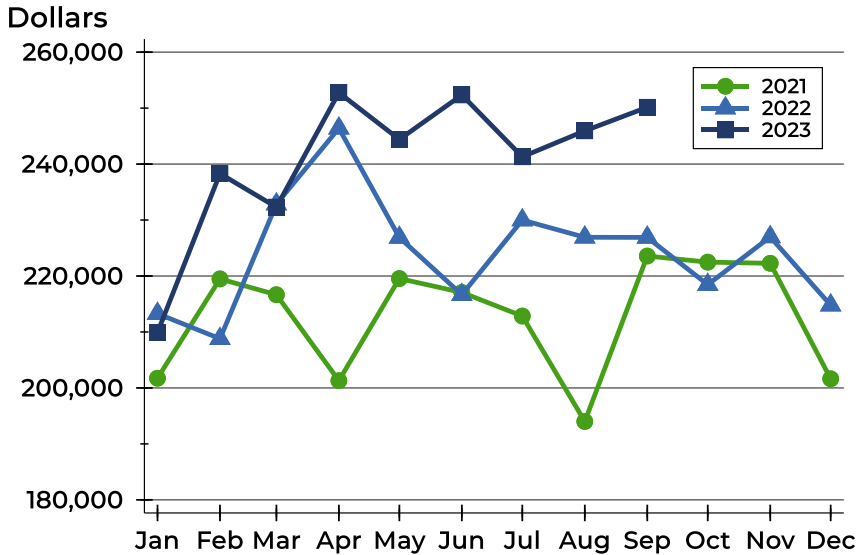
Price Range	Contracts Written		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$25,000-\$49,999	5	3.0%	34,970	30,000	46	11	83.6%	93.4%
\$50,000-\$99,999	12	7.3%	70,858	68,000	49	41	93.0%	97.7%
\$100,000-\$124,999	8	4.9%	113,738	114,950	38	26	97.3%	100.0%
\$125,000-\$149,999	13	7.9%	141,438	144,900	46	40	98.6%	100.0%
\$150,000-\$174,999	12	7.3%	166,792	169,000	27	9	98.7%	100.0%
\$175,000-\$199,999	15	9.1%	187,147	185,000	30	19	97.5%	100.0%
\$200,000-\$249,999	27	16.5%	226,722	225,000	34	31	97.1%	100.0%
\$250,000-\$299,999	24	14.6%	273,188	271,950	37	24	97.5%	100.0%
\$300,000-\$399,999	30	18.3%	351,937	356,950	40	26	97.8%	100.0%
\$400,000-\$499,999	13	7.9%	446,762	440,000	93	62	98.9%	100.0%
\$500,000-\$749,999	4	2.4%	637,119	625,000	65	46	96.7%	100.0%
\$750,000-\$999,999	1	0.6%	849,998	849,998	5	5	100.0%	100.0%
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A





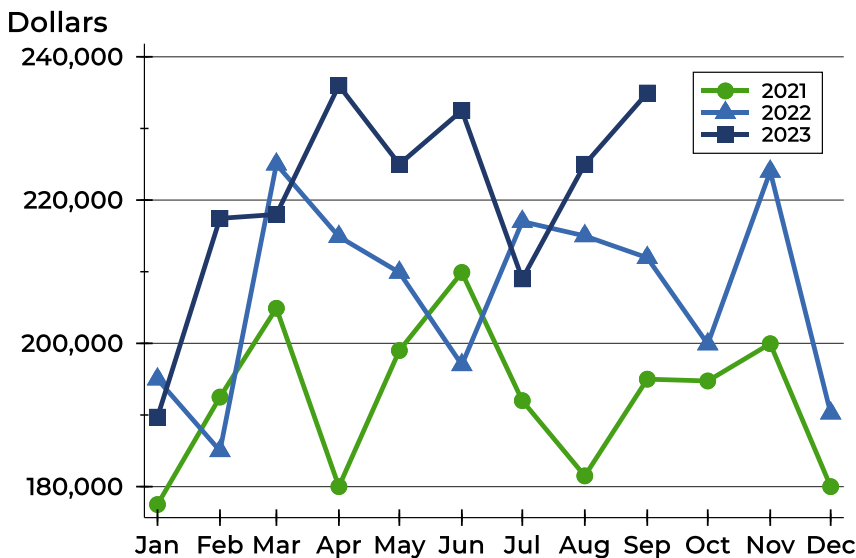
# Flint Hills Association Eight-County Jurisdiction Contracts Written Analysis

## Average Price



Month	2021	2022	2023
<b>January</b>	201,740	213,282	<b>209,902</b>
<b>February</b>	219,484	208,802	<b>238,303</b>
<b>March</b>	216,661	232,855	<b>232,313</b>
<b>April</b>	201,302	246,398	<b>252,769</b>
<b>May</b>	219,550	226,889	<b>244,407</b>
<b>June</b>	217,062	216,653	<b>252,353</b>
<b>July</b>	212,848	229,994	<b>241,302</b>
<b>August</b>	194,008	226,919	<b>245,937</b>
<b>September</b>	223,572	226,901	<b>250,152</b>
<b>October</b>	222,478	218,457	
<b>November</b>	222,270	226,984	
<b>December</b>	201,636	214,784	

## Median Price

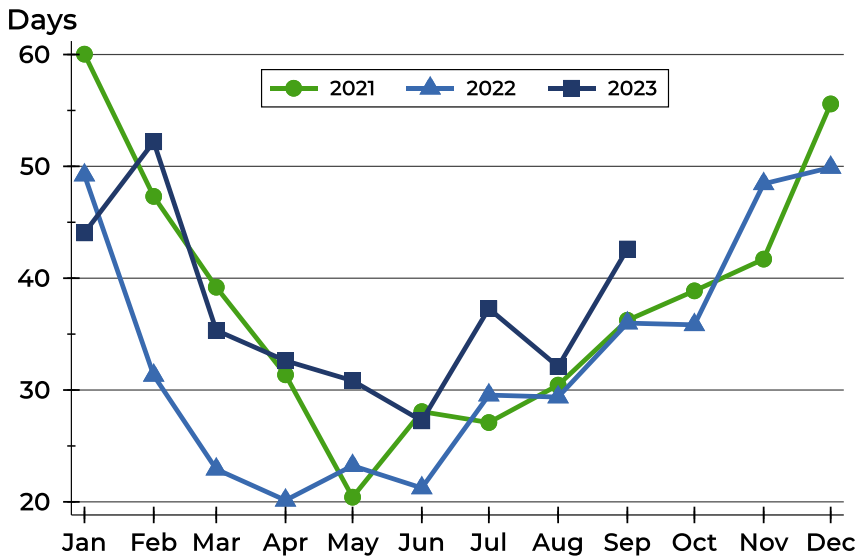


Month	2021	2022	2023
<b>January</b>	177,500	195,000	<b>189,700</b>
<b>February</b>	192,500	185,000	<b>217,450</b>
<b>March</b>	204,900	225,000	<b>218,000</b>
<b>April</b>	180,000	214,900	<b>236,000</b>
<b>May</b>	199,000	209,900	<b>225,000</b>
<b>June</b>	209,900	197,000	<b>232,500</b>
<b>July</b>	192,000	217,000	<b>209,000</b>
<b>August</b>	181,500	215,000	<b>225,000</b>
<b>September</b>	195,000	211,950	<b>234,950</b>
<b>October</b>	194,750	199,900	
<b>November</b>	199,950	224,000	
<b>December</b>	180,000	190,250	



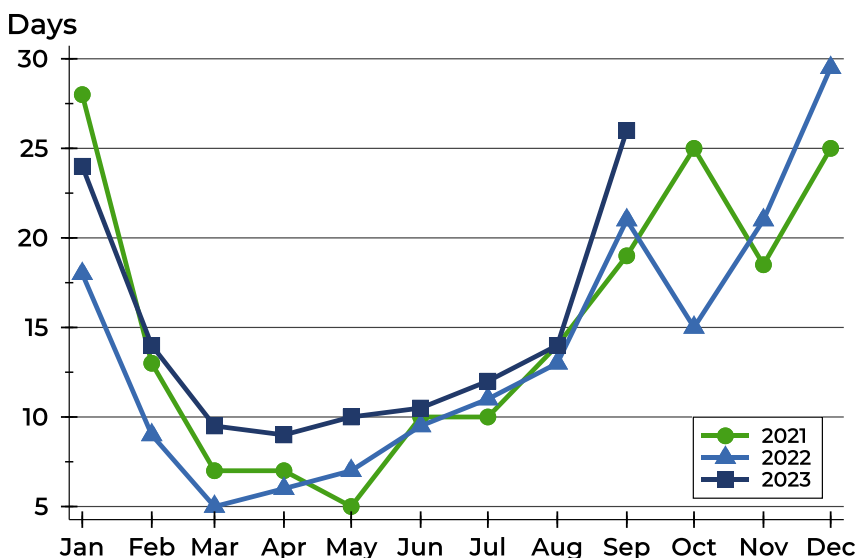
# Flint Hills Association Eight-County Jurisdiction Contracts Written Analysis

## Average DOM



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

## Median DOM



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



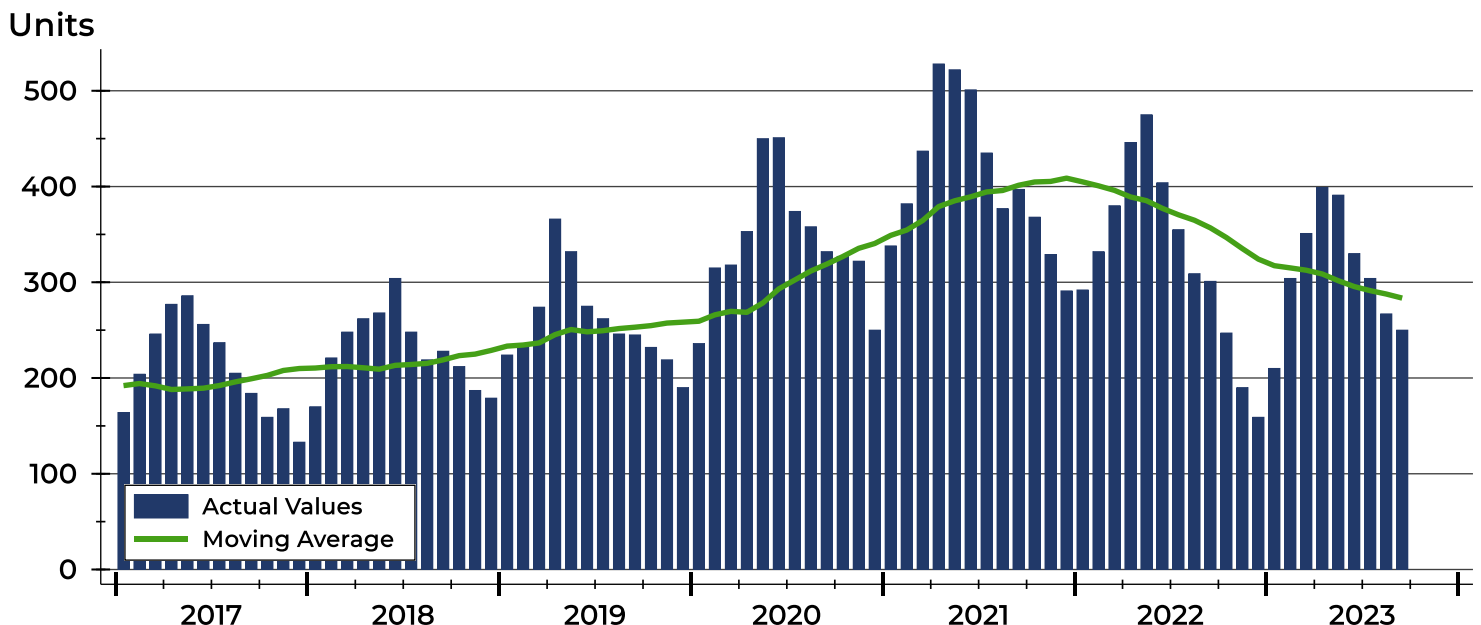
# Flint Hills Association Eight-County Jurisdiction Pending Contracts Analysis

Summary Statistics for Pending Contracts		End of September		
		2023	2022	Change
Pending Contracts		250	301	-16.9%
Volume (1,000s)		63,298	71,521	-11.5%
Average	List Price	253,194	237,610	6.6%
	Days on Market	39	36	8.3%
	Percent of Original	98.2%	98.5%	-0.3%
Median	List Price	229,700	220,000	4.4%
	Days on Market	22	20	10.0%
	Percent of Original	100.0%	100.0%	0.0%

A total of 250 listings in the FHAR eight-county jurisdiction had contracts pending at the end of September, down from 301 contracts pending at the end of September 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.

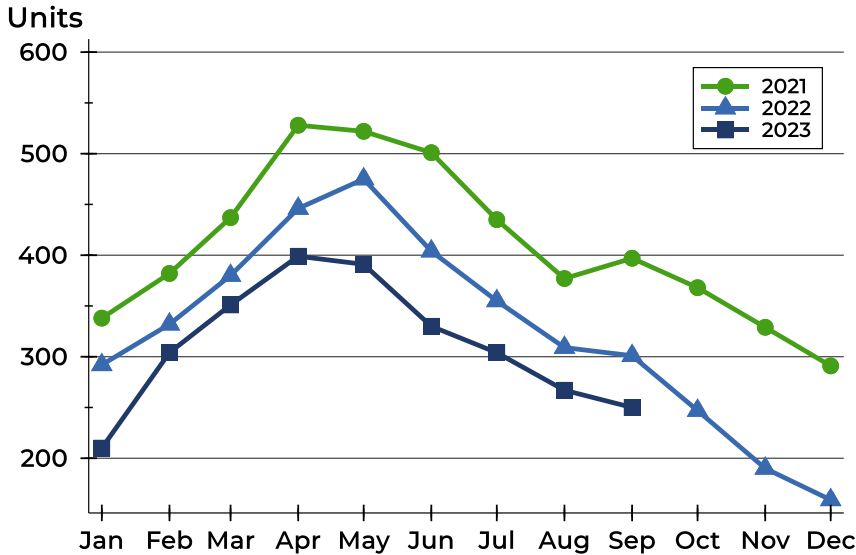
## History of Pending Contracts





# Flint Hills Association Eight-County Jurisdiction Pending Contracts Analysis

## Pending Contracts by Month



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

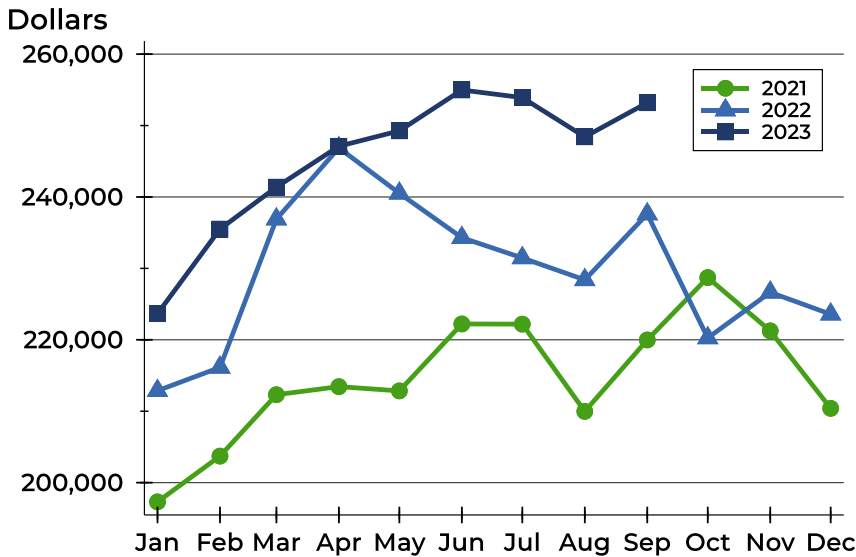
## Pending Contracts by Price Range

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	5	2.0%	34,970	30,000	46	11	85.0%	100.0%
\$50,000-\$99,999	16	6.4%	75,388	77,450	41	37	97.2%	100.0%
\$100,000-\$124,999	11	4.4%	112,809	112,000	31	24	97.3%	100.0%
\$125,000-\$149,999	20	8.0%	140,105	141,000	34	11	100.0%	100.0%
\$150,000-\$174,999	23	9.2%	165,487	165,000	25	8	99.1%	100.0%
\$175,000-\$199,999	23	9.2%	188,552	190,000	21	7	98.6%	100.0%
\$200,000-\$249,999	49	19.6%	228,254	225,000	40	34	98.2%	100.0%
\$250,000-\$299,999	32	12.8%	272,794	269,900	34	27	98.5%	100.0%
\$300,000-\$399,999	45	18.0%	349,529	349,900	37	22	97.9%	100.0%
\$400,000-\$499,999	16	6.4%	448,231	444,950	106	67	98.8%	100.0%
\$500,000-\$749,999	8	3.2%	596,141	599,500	35	13	100.0%	100.0%
\$750,000-\$999,999	1	0.4%	849,998	849,998	5	5	100.0%	100.0%
\$1,000,000 and up	1	0.4%	1,298,000	1,298,000	45	45	100.0%	100.0%



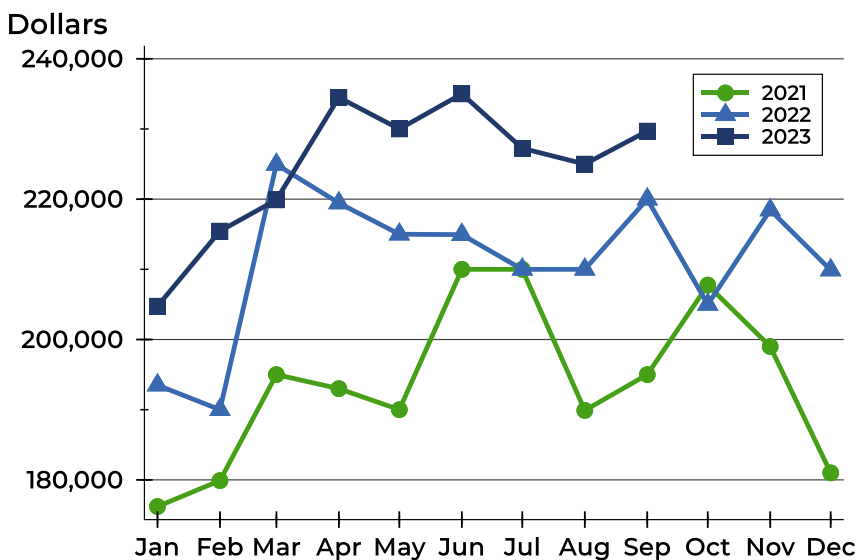
# Flint Hills Association Eight-County Jurisdiction Pending Contracts Analysis

## Average Price



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

## Median Price

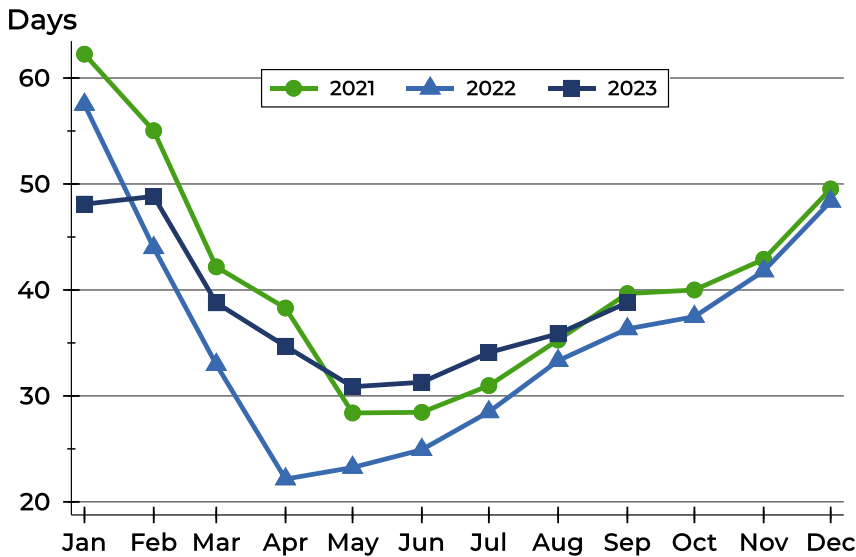


Month	2021	2022	2023
January	176,200	193,500	<b>204,750</b>
February	179,900	190,000	<b>215,450</b>
March	195,000	224,950	<b>219,900</b>
April	193,000	219,450	<b>234,500</b>
May	190,000	215,000	<b>230,000</b>
June	210,000	214,950	<b>235,000</b>
July	210,000	210,000	<b>227,250</b>
August	189,900	210,000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



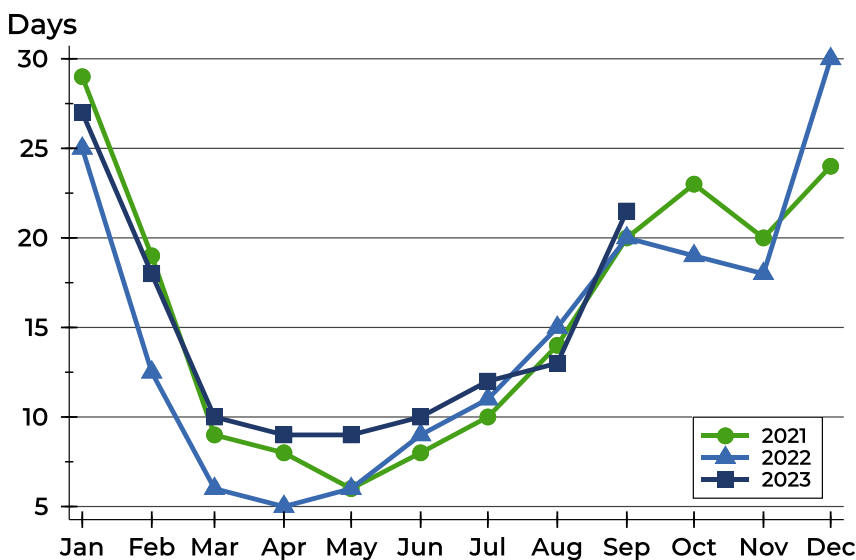
# Flint Hills Association Eight-County Jurisdiction Pending Contracts Analysis

## 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	39
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	22
October	23	19	
November	20	18	
December	24	30	