



**June  
2022**

# Flint Hills MLS Statistics



**FLINT HILLS  
ASSOCIATION  
OF REALTORS®**

## Marshall County Housing Report



### Market Overview

#### Marshall County Home Sales Remained Constant in June

Total home sales in Marshall County remained at 2 units last month, the same as in June 2021. Total sales volume was \$0.1 million, up from a year earlier.

The median sale price in June was \$74,750, up from \$73,000 a year earlier. Homes that sold in June were typically on the market for 25 days and sold for 95.2% of their list prices.

#### Marshall County Active Listings Down at End of June

The total number of active listings in Marshall County at the end of June was 1 units, down from 2 at the same point in 2021. This represents a 0.8 months' supply of homes available for sale. The median list price of homes on the market at the end of June was \$134,900.

During June, a total of 1 contract was written down from 4 in June 2021. At the end of the month, there were 4 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

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**June  
2022**

# Flint Hills MLS Statistics



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ASSOCIATION  
OF REALTORS®**

## Marshall County Summary Statistics

| June MLS Statistics<br>Three-year History |                              | Current Month  |               |                | Year-to-Date  |                |               |
|---|------------------------------|----------------|---------------|----------------|---------------|----------------|---------------|
|   |                              | 2022           | 2021          | 2020           | 2022          | 2021           | 2020          |
| <b>Home Sales</b>                         |                              | <b>2</b>       | <b>2</b>      | <b>0</b>       | <b>5</b>      | <b>7</b>       | <b>2</b>      |
| Change from prior year                    |                              | 0.0%           | N/A           | N/A            | -28.6%        | 250.0%         | N/A           |
| <b>Active Listings</b>                    |                              | <b>1</b>       | <b>2</b>      | <b>1</b>       | <b>N/A</b>    | <b>N/A</b>     | <b>N/A</b>    |
| Change from prior year                    |                              | -50.0%         | 100.0%        | N/A            |               |                |               |
| <b>Months' Supply</b>                     |                              | <b>0.8</b>     | <b>3.0</b>    | <b>6.0</b>     | <b>N/A</b>    | <b>N/A</b>     | <b>N/A</b>    |
| Change from prior year                    |                              | -73.3%         | -50.0%        | N/A            |               |                |               |
| <b>New Listings</b>                       |                              | <b>1</b>       | <b>4</b>      | <b>0</b>       | <b>7</b>      | <b>14</b>      | <b>2</b>      |
| Change from prior year                    |                              | -75.0%         | N/A           | N/A            | -50.0%        | 600.0%         | N/A           |
| <b>Contracts Written</b>                  |                              | <b>1</b>       | <b>4</b>      | <b>0</b>       | <b>8</b>      | <b>13</b>      | <b>2</b>      |
| Change from prior year                    |                              | -75.0%         | N/A           | N/A            | -38.5%        | 550.0%         | N/A           |
| <b>Pending Contracts</b>                  |                              | <b>4</b>       | <b>7</b>      | <b>0</b>       | <b>N/A</b>    | <b>N/A</b>     | <b>N/A</b>    |
| Change from prior year                    |                              | -42.9%         | N/A           | N/A            |               |                |               |
| <b>Sales Volume (1,000s)</b>              |                              | <b>150</b>     | <b>146</b>    | <b>0</b>       | <b>476</b>    | <b>776</b>     | <b>147</b>    |
| Change from prior year                    |                              | 2.7%           | N/A           | N/A            | -38.7%        | 427.9%         | N/A           |
| Average                                   | <b>Sale Price</b>            | <b>74,750</b>  | <b>73,000</b> | <b>N/A</b>     | <b>95,200</b> | <b>110,857</b> | <b>73,500</b> |
|   | Change from prior year       | 2.4%           | N/A           | N/A            | -14.1%        | 50.8%          | N/A           |
|   | <b>List Price of Actives</b> | <b>134,900</b> | <b>69,950</b> | <b>335,000</b> | <b>N/A</b>    | <b>N/A</b>     | <b>N/A</b>    |
|   | Change from prior year       | 92.9%          | -79.1%        | N/A            |               |                |               |
|   | <b>Days on Market</b>        | <b>25</b>      | <b>8</b>      | <b>N/A</b>     | <b>84</b>     | <b>31</b>      | <b>61</b>     |
| Change from prior year                    | 212.5%                       | N/A            | N/A           | 171.0%         | -49.2%        | N/A            |               |
| <b>Percent of List</b>                    | <b>95.2%</b>                 | <b>94.3%</b>   | <b>N/A</b>    | <b>84.4%</b>   | <b>92.0%</b>  | <b>92.6%</b>   |               |
| Change from prior year                    | 1.0%                         | N/A            | N/A           | -8.3%          | -0.6%         | N/A            |               |
| <b>Percent of Original</b>                | <b>92.1%</b>                 | <b>94.3%</b>   | <b>N/A</b>    | <b>79.7%</b>   | <b>91.6%</b>  | <b>89.1%</b>   |               |
| Change from prior year                    | -2.3%                        | N/A            | N/A           | -13.0%         | 2.8%          | N/A            |               |
| Median                                    | <b>Sale Price</b>            | <b>74,750</b>  | <b>73,000</b> | <b>N/A</b>     | <b>75,000</b> | <b>111,000</b> | <b>73,500</b> |
|   | Change from prior year       | 2.4%           | N/A           | N/A            | -32.4%        | 51.0%          | N/A           |
|   | <b>List Price of Actives</b> | <b>134,900</b> | <b>69,950</b> | <b>335,000</b> | <b>N/A</b>    | <b>N/A</b>     | <b>N/A</b>    |
|   | Change from prior year       | 92.9%          | -79.1%        | N/A            |               |                |               |
|   | <b>Days on Market</b>        | <b>25</b>      | <b>8</b>      | <b>N/A</b>     | <b>83</b>     | <b>12</b>      | <b>61</b>     |
| Change from prior year                    | 212.5%                       | N/A            | N/A           | 591.7%         | -80.3%        | N/A            |               |
| <b>Percent of List</b>                    | <b>95.2%</b>                 | <b>94.3%</b>   | <b>N/A</b>    | <b>90.9%</b>   | <b>92.1%</b>  | <b>92.6%</b>   |               |
| Change from prior year                    | 1.0%                         | N/A            | N/A           | -1.3%          | -0.5%         | N/A            |               |
| <b>Percent of Original</b>                | <b>92.1%</b>                 | <b>94.3%</b>   | <b>N/A</b>    | <b>90.9%</b>   | <b>92.1%</b>  | <b>89.1%</b>   |               |
| Change from prior year                    | -2.3%                        | N/A            | N/A           | -1.3%          | 3.4%          | N/A            |               |

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



# Marshall County Closed Listings Analysis

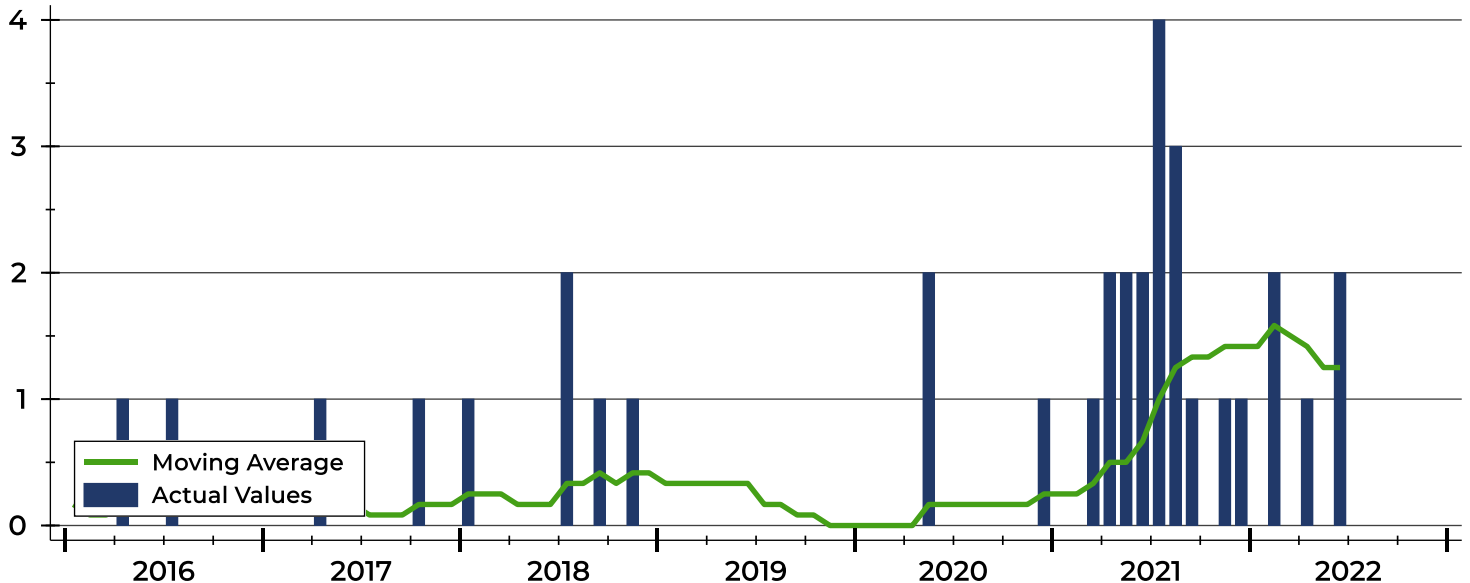
| Summary Statistics for Closed Listings |                     | 2022   | June 2021 | Change | 2022   | Year-to-Date 2021 | Change |
|--|---------------------|--------|-----------|--------|--------|-------------------|--------|
| Closed Listings                        |                     | 2      | 2         | 0.0%   | 5      | 7                 | -28.6% |
| Volume (1,000s)                        |                     | 150    | 146       | 2.7%   | 476    | 776               | -38.7% |
| Months' Supply                         |                     | 0.8    | 3.0       | -73.3% | N/A    | N/A               | N/A    |
| Average                                | Sale Price          | 74,750 | 73,000    | 2.4%   | 95,200 | 110,857           | -14.1% |
|  | Days on Market      | 25     | 8         | 212.5% | 84     | 31                | 171.0% |
|  | Percent of List     | 95.2%  | 94.3%     | 1.0%   | 84.4%  | 92.0%             | -8.3%  |
|  | Percent of Original | 92.1%  | 94.3%     | -2.3%  | 79.7%  | 91.6%             | -13.0% |
| Median                                 | Sale Price          | 74,750 | 73,000    | 2.4%   | 75,000 | 111,000           | -32.4% |
|  | Days on Market      | 25     | 8         | 212.5% | 83     | 12                | 591.7% |
|  | Percent of List     | 95.2%  | 94.3%     | 1.0%   | 90.9%  | 92.1%             | -1.3%  |
|  | Percent of Original | 92.1%  | 94.3%     | -2.3%  | 90.9%  | 92.1%             | -1.3%  |

A total of 2 homes sold in Marshall County in June, showing no change from June 2021. Total sales volume was essentially unchanged from the previous year's figure of \$0.1 million.

The median sales price in June was \$74,750, up 2.4% compared to the prior year. Median days on market in June was 25 days.

## History of Closed Listings

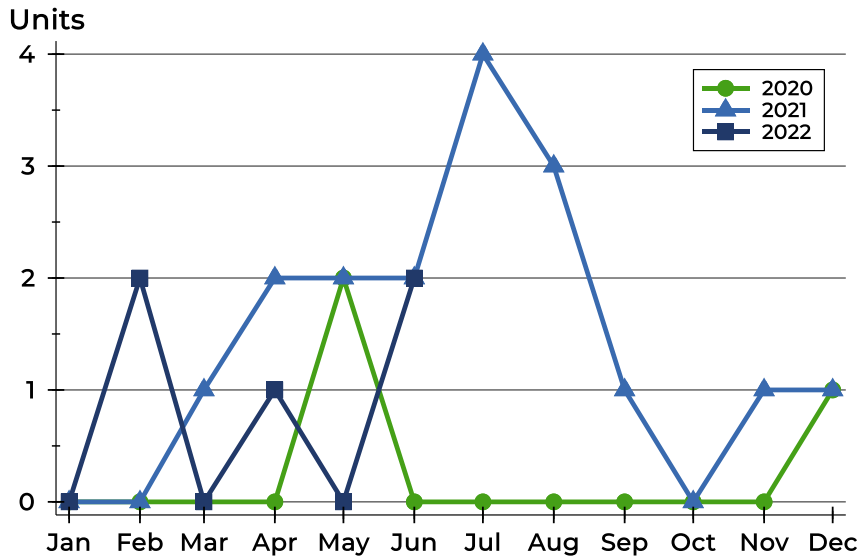
Units





## Marshall County Closed Listings Analysis

### Closed Listings by Month



| Month     | 2020 | 2021 | 2022 |
|-----------|------|------|------|
| January   | 0    | 0    | 0    |
| February  | 0    | 0    | 2    |
| March     | 0    | 1    | 0    |
| April     | 0    | 2    | 1    |
| May       | 2    | 2    | 0    |
| June      | 0    | 2    | 2    |
| July      | 0    | 4    |      |
| August    | 0    | 3    |      |
| September | 0    | 1    |      |
| October   | 0    | 0    |      |
| November  | 0    | 1    |      |
| December  | 1    | 1    |      |

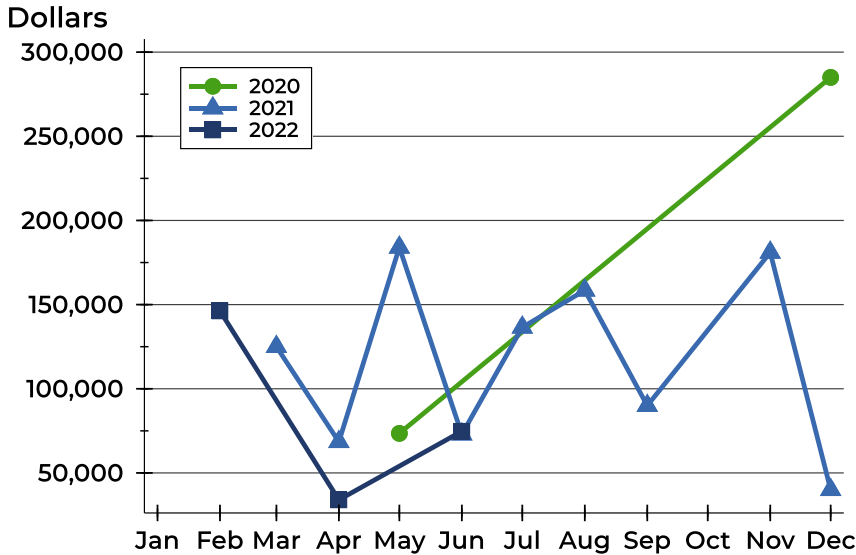
### Closed Listings by Price Range

| 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      | 0      | 0.0%    | N/A            | N/A        | N/A    | N/A            | N/A  | N/A                | N/A   | N/A                 | N/A   |
| \$25,000-\$49,999   | 0      | 0.0%    | N/A            | N/A        | N/A    | N/A            | N/A  | N/A                | N/A   | N/A                 | N/A   |
| \$50,000-\$99,999   | 2      | 100.0%  | 0.0            | 74,750     | 74,750 | 25             | 25   | 95.2%              | 95.2% | 92.1%               | 92.1% |
| \$100,000-\$124,999 | 0      | 0.0%    | N/A            | N/A        | N/A    | N/A            | N/A  | N/A                | N/A   | N/A                 | N/A   |
| \$125,000-\$149,999 | 0      | 0.0%    | N/A            | N/A        | N/A    | N/A            | N/A  | N/A                | N/A   | N/A                 | N/A   |
| \$150,000-\$174,999 | 0      | 0.0%    | N/A            | N/A        | N/A    | N/A            | N/A  | N/A                | N/A   | N/A                 | N/A   |
| \$175,000-\$199,999 | 0      | 0.0%    | N/A            | N/A        | N/A    | N/A            | N/A  | N/A                | N/A   | N/A                 | N/A   |
| \$200,000-\$249,999 | 0      | 0.0%    | N/A            | N/A        | N/A    | N/A            | N/A  | N/A                | N/A   | N/A                 | N/A   |
| \$250,000-\$299,999 | 0      | 0.0%    | N/A            | N/A        | N/A    | N/A            | N/A  | N/A                | N/A   | N/A                 | N/A   |
| \$300,000-\$399,999 | 0      | 0.0%    | N/A            | N/A        | N/A    | N/A            | N/A  | N/A                | N/A   | N/A                 | N/A   |
| \$400,000-\$499,999 | 0      | 0.0%    | N/A            | N/A        | N/A    | N/A            | N/A  | N/A                | N/A   | N/A                 | N/A   |
| \$500,000-\$749,999 | 0      | 0.0%    | N/A            | N/A        | N/A    | N/A            | N/A  | N/A                | N/A   | N/A                 | N/A   |
| \$750,000-\$999,999 | 0      | 0.0%    | N/A            | N/A        | N/A    | N/A            | N/A  | N/A                | N/A   | N/A                 | N/A   |
| \$1,000,000 and up  | 0      | 0.0%    | N/A            | N/A        | N/A    | N/A            | N/A  | N/A                | N/A   | N/A                 | N/A   |



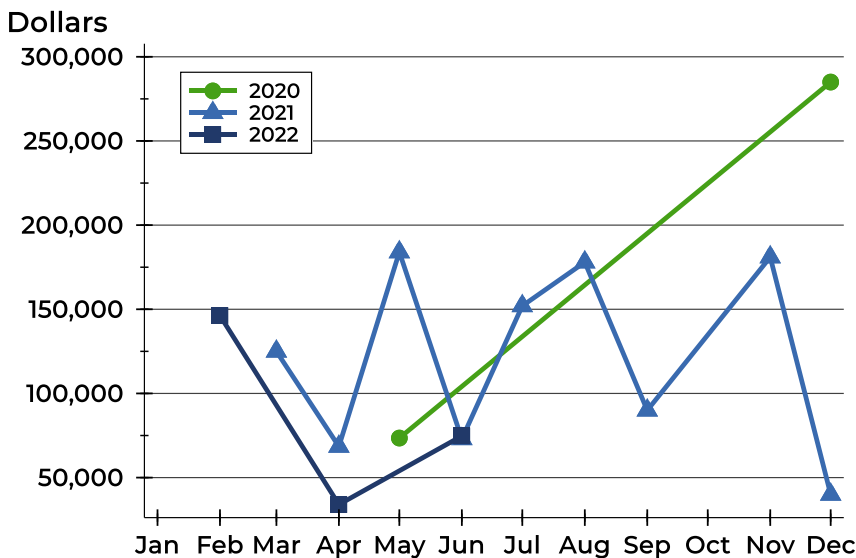
# Marshall County Closed Listings Analysis

## Average Price



| Month     | 2020    | 2021    | 2022    |
|-----------|---------|---------|---------|
| January   | N/A     | N/A     | N/A     |
| February  | N/A     | N/A     | 146,250 |
| March     | N/A     | 125,000 | N/A     |
| April     | N/A     | 68,500  | 34,000  |
| May       | 73,500  | 184,000 | N/A     |
| June      | N/A     | 73,000  | 74,750  |
| July      | N/A     | 136,500 |         |
| August    | N/A     | 158,500 |         |
| September | N/A     | 90,000  |         |
| October   | N/A     | N/A     |         |
| November  | N/A     | 181,000 |         |
| December  | 285,000 | 40,000  |         |

## Median Price

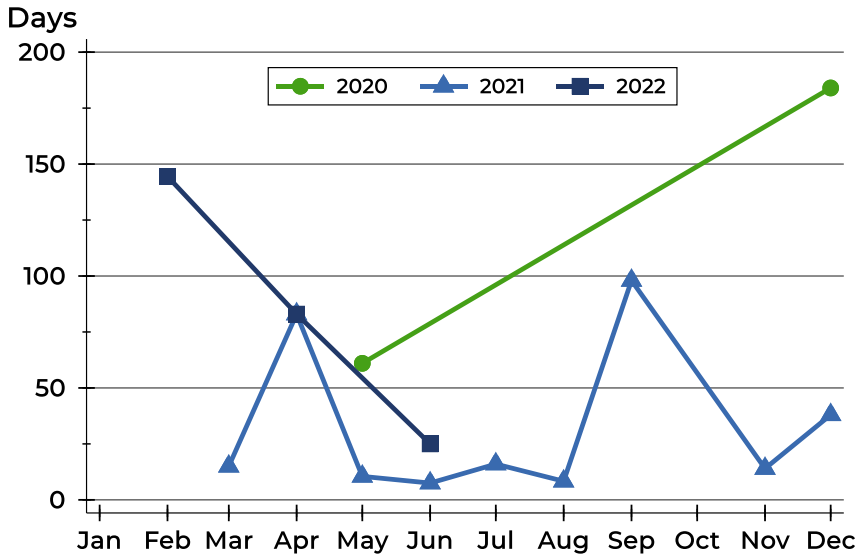


| Month     | 2020    | 2021    | 2022    |
|-----------|---------|---------|---------|
| January   | N/A     | N/A     | N/A     |
| February  | N/A     | N/A     | 146,250 |
| March     | N/A     | 125,000 | N/A     |
| April     | N/A     | 68,500  | 34,000  |
| May       | 73,500  | 184,000 | N/A     |
| June      | N/A     | 73,000  | 74,750  |
| July      | N/A     | 152,000 |         |
| August    | N/A     | 178,000 |         |
| September | N/A     | 90,000  |         |
| October   | N/A     | N/A     |         |
| November  | N/A     | 181,000 |         |
| December  | 285,000 | 40,000  |         |



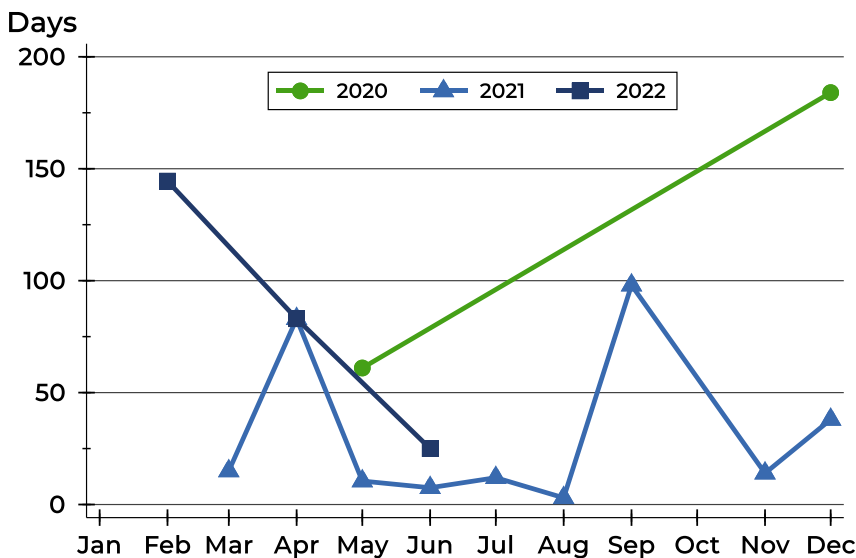
## Marshall County Closed Listings Analysis

### Average DOM



| Month     | 2020 | 2021 | 2022 |
|-----------|------|------|------|
| January   | N/A  | N/A  | N/A  |
| February  | N/A  | N/A  | 145  |
| March     | N/A  | 15   | N/A  |
| April     | N/A  | 83   | 83   |
| May       | 61   | 11   | N/A  |
| June      | N/A  | 8    | 25   |
| July      | N/A  | 16   |      |
| August    | N/A  | 8    |      |
| September | N/A  | 98   |      |
| October   | N/A  | N/A  |      |
| November  | N/A  | 14   |      |
| December  | 184  | 38   |      |

### Median DOM



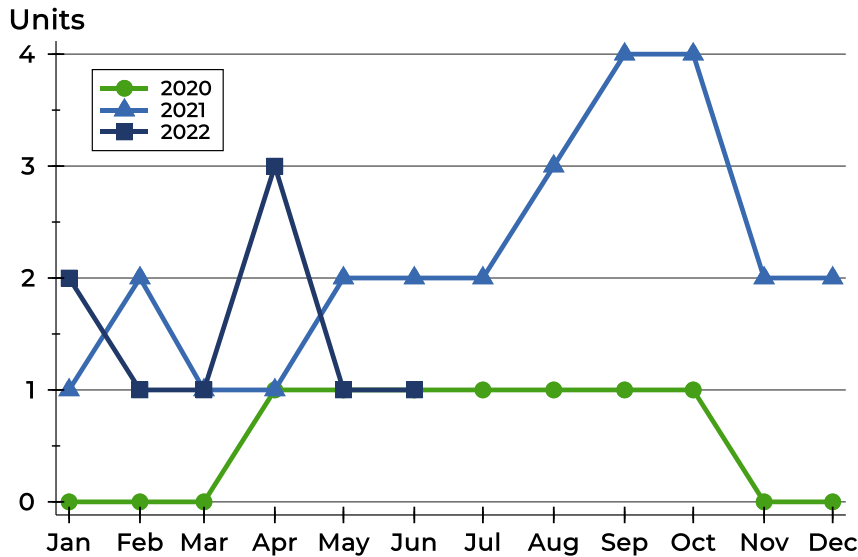
| Month     | 2020 | 2021 | 2022 |
|-----------|------|------|------|
| January   | N/A  | N/A  | N/A  |
| February  | N/A  | N/A  | 145  |
| March     | N/A  | 15   | N/A  |
| April     | N/A  | 83   | 83   |
| May       | 61   | 11   | N/A  |
| June      | N/A  | 8    | 25   |
| July      | N/A  | 12   |      |
| August    | N/A  | 3    |      |
| September | N/A  | 98   |      |
| October   | N/A  | N/A  |      |
| November  | N/A  | 14   |      |
| December  | 184  | 38   |      |





## Marshall County Active Listings Analysis

### Active Listings by Month



| Month     | 2020 | 2021 | 2022     |
|-----------|------|------|----------|
| January   | 0    | 1    | <b>2</b> |
| February  | 0    | 2    | <b>1</b> |
| March     | 0    | 1    | <b>1</b> |
| April     | 1    | 1    | <b>3</b> |
| May       | 1    | 2    | <b>1</b> |
| June      | 1    | 2    | <b>1</b> |
| July      | 1    | 2    |          |
| August    | 1    | 3    |          |
| September | 1    | 4    |          |
| October   | 1    | 4    |          |
| November  | 0    | 2    |          |
| December  | 0    | 2    |          |

### Active Listings by Price Range

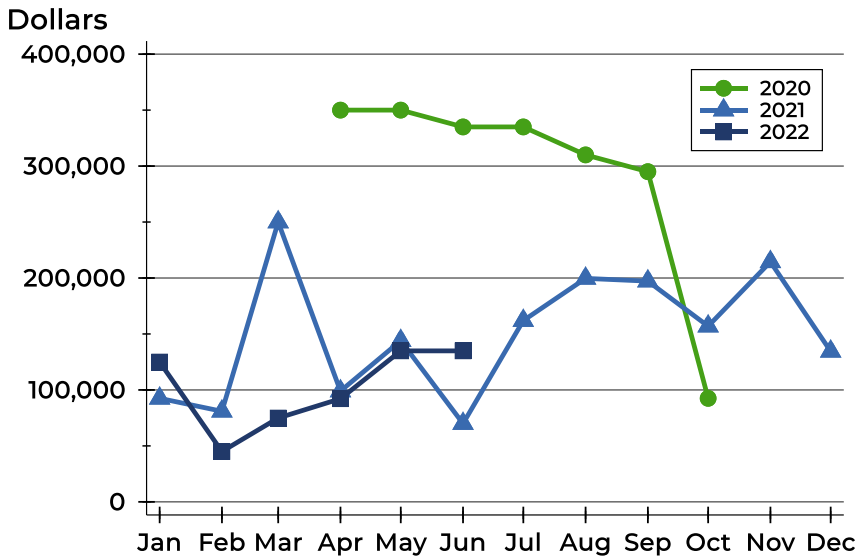
| Price Range         | Active Listings |         | Months' Supply | List Price |         | Days on Market |      | Price as % of Orig. |       |
|---------------------|-----------------|---------|----------------|------------|---------|----------------|------|---------------------|-------|
|                     | Number          | Percent |                | Average    | Median  | Avg.           | Med. | Avg.                | Med.  |
| Below \$25,000      | 0               | 0.0%    | N/A            | N/A        | N/A     | N/A            | N/A  | N/A                 | N/A   |
| \$25,000-\$49,999   | 0               | 0.0%    | N/A            | N/A        | N/A     | N/A            | N/A  | N/A                 | N/A   |
| \$50,000-\$99,999   | 0               | 0.0%    | 0.0            | N/A        | N/A     | N/A            | N/A  | N/A                 | N/A   |
| \$100,000-\$124,999 | 0               | 0.0%    | N/A            | N/A        | N/A     | N/A            | N/A  | N/A                 | N/A   |
| \$125,000-\$149,999 | 1               | 100.0%  | N/A            | 134,900    | 134,900 | 64             | 64   | 97.1%               | 97.1% |
| \$150,000-\$174,999 | 0               | 0.0%    | N/A            | N/A        | N/A     | N/A            | N/A  | N/A                 | N/A   |
| \$175,000-\$199,999 | 0               | 0.0%    | N/A            | N/A        | N/A     | N/A            | N/A  | N/A                 | N/A   |
| \$200,000-\$249,999 | 0               | 0.0%    | N/A            | N/A        | N/A     | N/A            | N/A  | N/A                 | N/A   |
| \$250,000-\$299,999 | 0               | 0.0%    | N/A            | N/A        | N/A     | N/A            | N/A  | N/A                 | N/A   |
| \$300,000-\$399,999 | 0               | 0.0%    | N/A            | N/A        | N/A     | N/A            | N/A  | N/A                 | N/A   |
| \$400,000-\$499,999 | 0               | 0.0%    | N/A            | N/A        | N/A     | N/A            | N/A  | N/A                 | N/A   |
| \$500,000-\$749,999 | 0               | 0.0%    | N/A            | N/A        | N/A     | N/A            | N/A  | N/A                 | N/A   |
| \$750,000-\$999,999 | 0               | 0.0%    | N/A            | N/A        | N/A     | N/A            | N/A  | N/A                 | N/A   |
| \$1,000,000 and up  | 0               | 0.0%    | N/A            | N/A        | N/A     | N/A            | N/A  | N/A                 | N/A   |





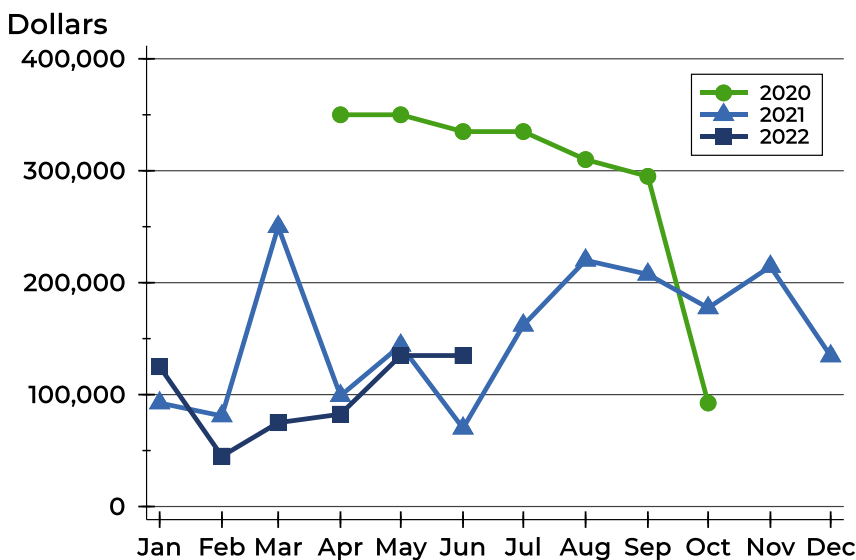
## Marshall County Active Listings Analysis

### Average Price



| Month     | 2020    | 2021    | 2022           |
|-----------|---------|---------|----------------|
| January   | N/A     | 92,500  | <b>124,950</b> |
| February  | N/A     | 80,950  | <b>45,000</b>  |
| March     | N/A     | 250,000 | <b>74,900</b>  |
| April     | 350,000 | 99,000  | <b>92,167</b>  |
| May       | 350,000 | 144,000 | <b>134,900</b> |
| June      | 335,000 | 69,950  | <b>134,900</b> |
| July      | 335,000 | 161,950 |                |
| August    | 310,000 | 199,667 |                |
| September | 295,000 | 197,225 |                |
| October   | 92,500  | 156,975 |                |
| November  | N/A     | 214,450 |                |
| December  | N/A     | 134,500 |                |

### Median Price

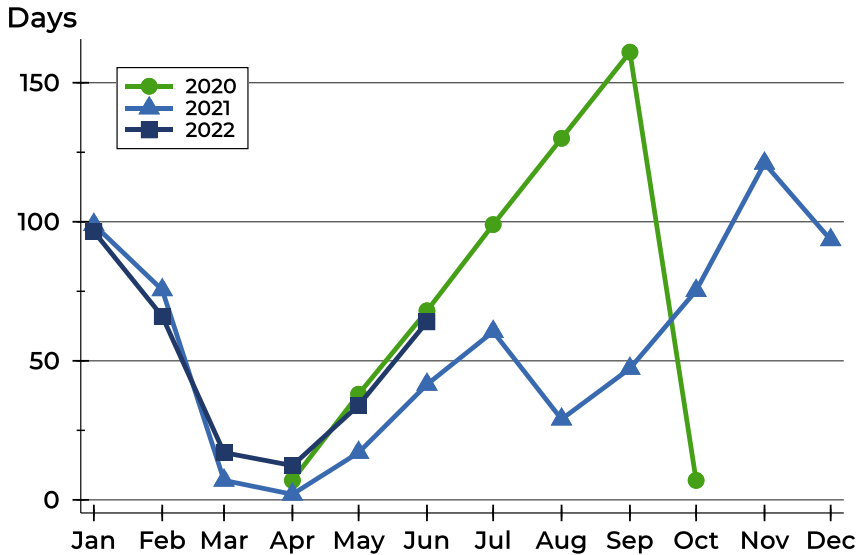


| Month     | 2020    | 2021    | 2022           |
|-----------|---------|---------|----------------|
| January   | N/A     | 92,500  | <b>124,950</b> |
| February  | N/A     | 80,950  | <b>45,000</b>  |
| March     | N/A     | 250,000 | <b>74,900</b>  |
| April     | 350,000 | 99,000  | <b>82,500</b>  |
| May       | 350,000 | 144,000 | <b>134,900</b> |
| June      | 335,000 | 69,950  | <b>134,900</b> |
| July      | 335,000 | 161,950 |                |
| August    | 310,000 | 220,000 |                |
| September | 295,000 | 207,450 |                |
| October   | 92,500  | 177,450 |                |
| November  | N/A     | 214,450 |                |
| December  | N/A     | 134,500 |                |



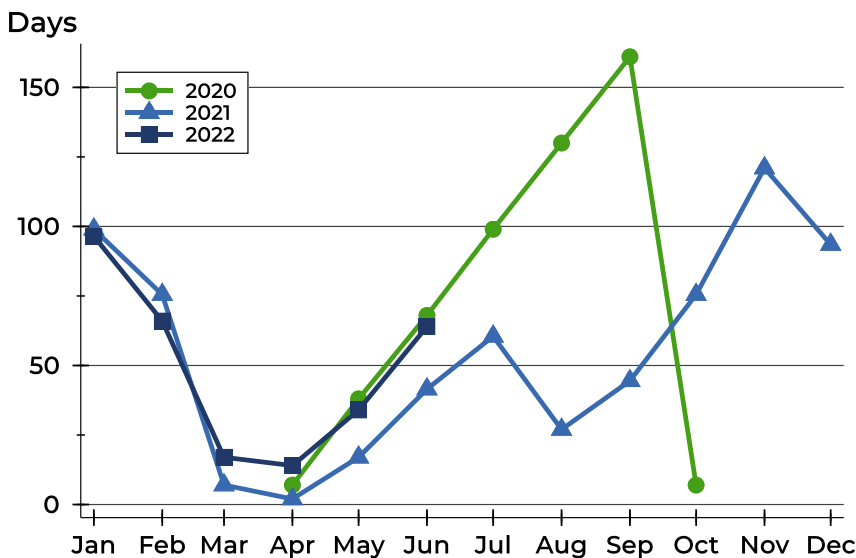
## Marshall County Active Listings Analysis

### Average DOM



| Month     | 2020 | 2021 | 2022      |
|-----------|------|------|-----------|
| January   | N/A  | 99   | <b>97</b> |
| February  | N/A  | 76   | <b>66</b> |
| March     | N/A  | 7    | <b>17</b> |
| April     | 7    | 2    | <b>12</b> |
| May       | 38   | 17   | <b>34</b> |
| June      | 68   | 42   | <b>64</b> |
| July      | 99   | 61   |           |
| August    | 130  | 29   |           |
| September | 161  | 47   |           |
| October   | 7    | 75   |           |
| November  | N/A  | 121  |           |
| December  | N/A  | 94   |           |

### Median DOM

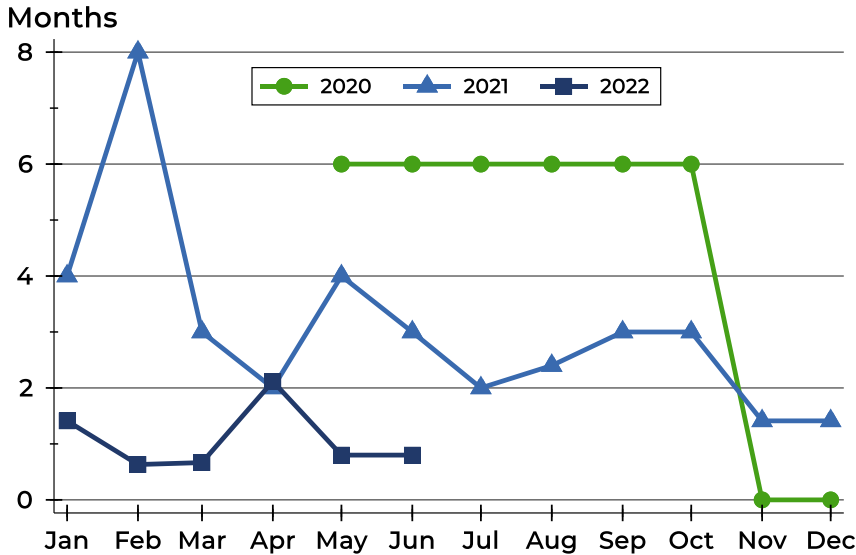


| Month     | 2020 | 2021 | 2022      |
|-----------|------|------|-----------|
| January   | N/A  | 99   | <b>97</b> |
| February  | N/A  | 76   | <b>66</b> |
| March     | N/A  | 7    | <b>17</b> |
| April     | 7    | 2    | <b>14</b> |
| May       | 38   | 17   | <b>34</b> |
| June      | 68   | 42   | <b>64</b> |
| July      | 99   | 61   |           |
| August    | 130  | 27   |           |
| September | 161  | 45   |           |
| October   | 7    | 76   |           |
| November  | N/A  | 121  |           |
| December  | N/A  | 94   |           |



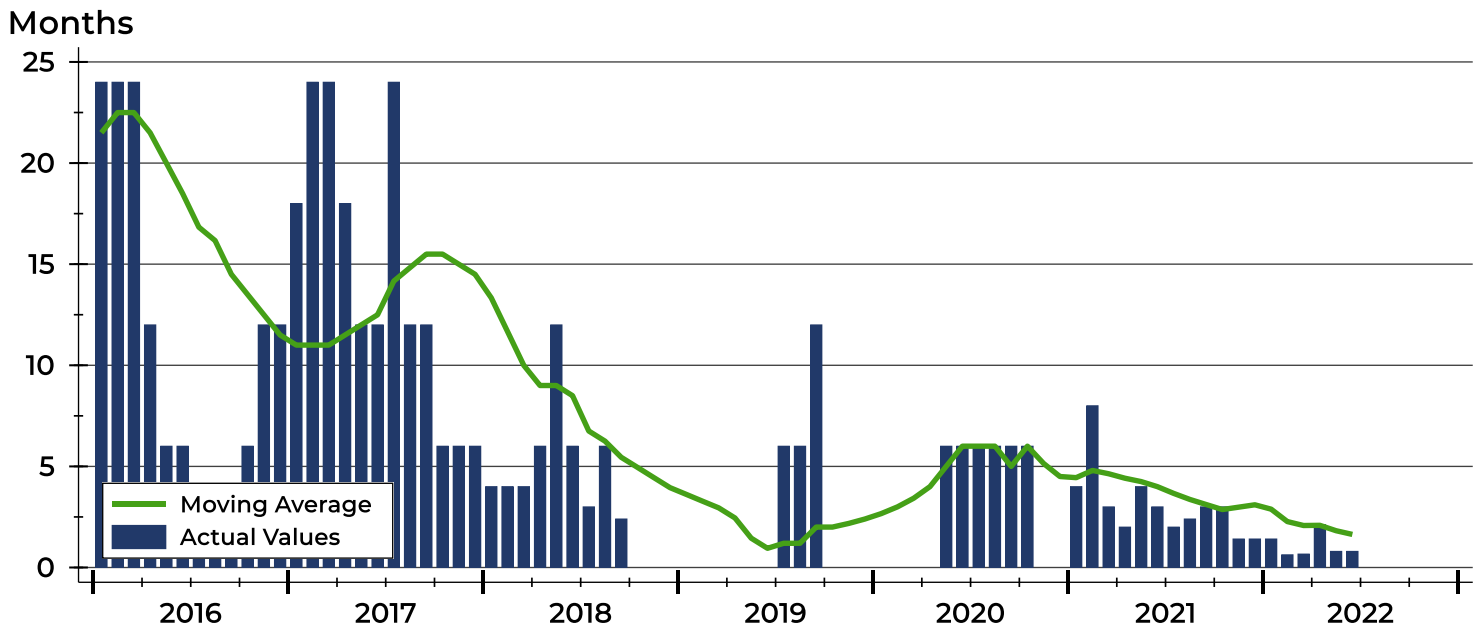
# Marshall County Months' Supply Analysis

## Months' Supply by Month



| Month     | 2020 | 2021 | 2022 |
|-----------|------|------|------|
| January   | 0.0  | 4.0  | 1.4  |
| February  | 0.0  | 8.0  | 0.6  |
| March     | 0.0  | 3.0  | 0.7  |
| April     | 0.0  | 2.0  | 2.1  |
| May       | 6.0  | 4.0  | 0.8  |
| June      | 6.0  | 3.0  | 0.8  |
| July      | 6.0  | 2.0  |      |
| August    | 6.0  | 2.4  |      |
| September | 6.0  | 3.0  |      |
| October   | 6.0  | 3.0  |      |
| November  | 0.0  | 1.4  |      |
| December  | 0.0  | 1.4  |      |

## History of Month's Supply





# Marshall County New Listings Analysis

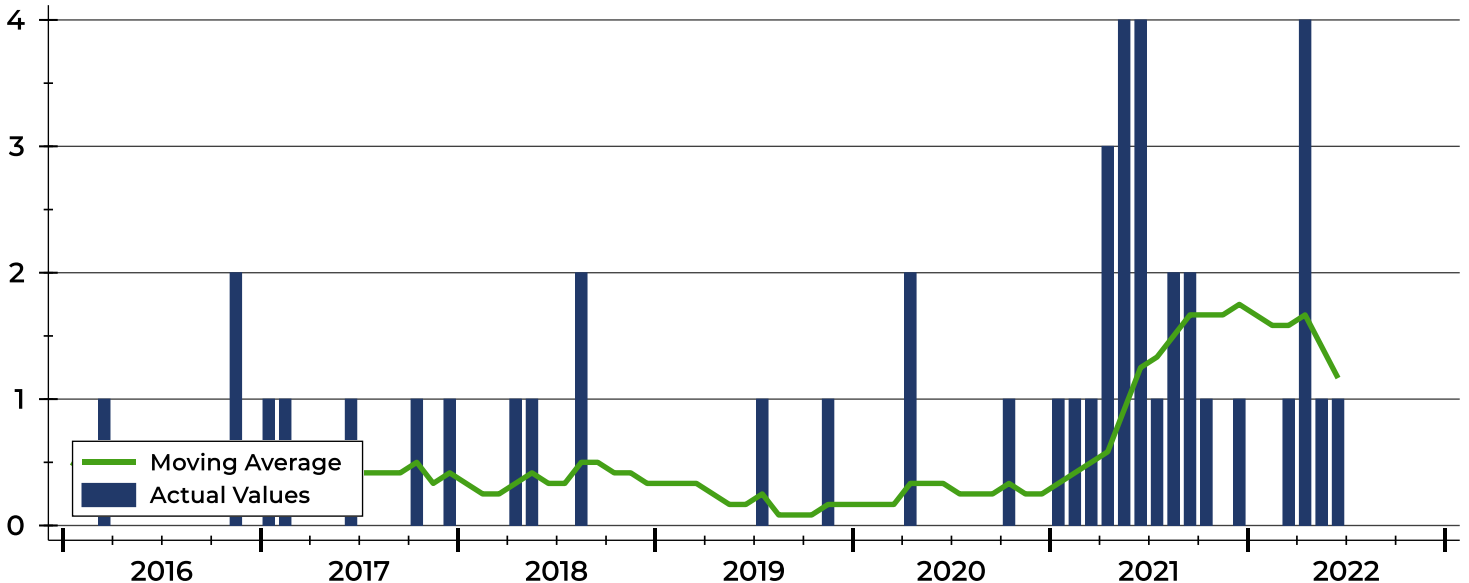
| Summary Statistics for New Listings |                    | 2022    | June 2021 | Change |
|-------------------------------------|--------------------|---------|-----------|--------|
| Current Month                       | New Listings       | 1       | 4         | -75.0% |
|                                     | Volume (1,000s)    | 182     | 460       | -60.4% |
|                                     | Average List Price | 182,000 | 115,000   | 58.3%  |
|                                     | Median List Price  | 182,000 | 115,000   | 58.3%  |
| Year-to-Date                        | New Listings       | 7       | 14        | -50.0% |
|                                     | Volume (1,000s)    | 794     | 1,886     | -57.9% |
|                                     | Average List Price | 113,486 | 134,743   | -15.8% |
|                                     | Median List Price  | 100,000 | 122,250   | -18.2% |

A total of 1 new listing was added in Marshall County during June, down 75.0% from the same month in 2021. Year-to-date Marshall County has seen 7 new listings.

The median list price of these homes was \$182,000 up from \$115,000 in 2021.

## History of New Listings

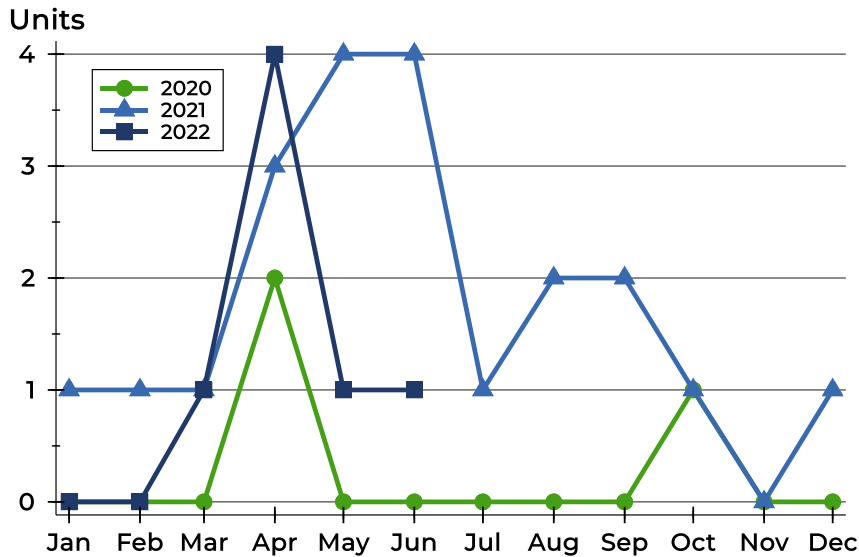
Units





## Marshall County New Listings Analysis

### New Listings by Month



| Month     | 2020 | 2021 | 2022 |
|-----------|------|------|------|
| January   | 0    | 1    | 0    |
| February  | 0    | 1    | 0    |
| March     | 0    | 1    | 1    |
| April     | 2    | 3    | 4    |
| May       | 0    | 4    | 1    |
| June      | 0    | 4    | 1    |
| July      | 0    | 1    | 0    |
| August    | 0    | 2    | 0    |
| September | 0    | 2    | 0    |
| October   | 1    | 1    | 0    |
| November  | 0    | 0    | 0    |
| December  | 0    | 1    | 0    |

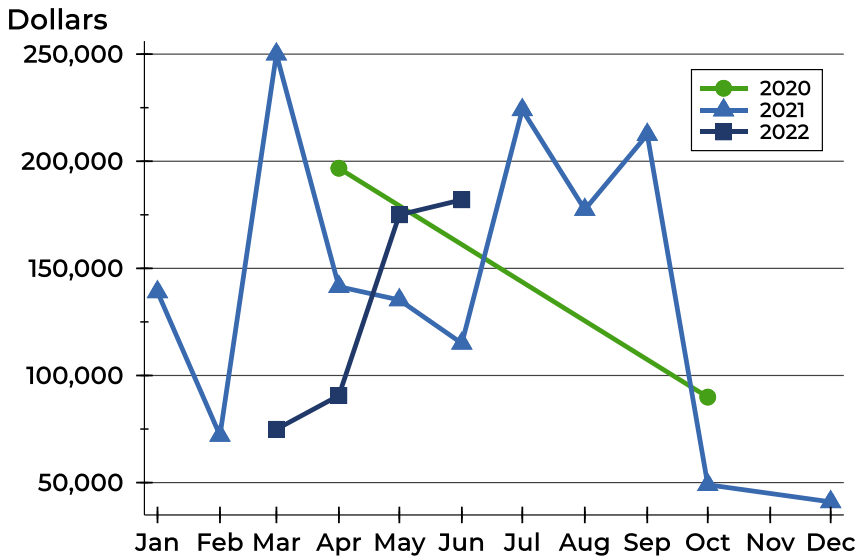
### New Listings by Price Range

| 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   | 0            | 0.0%    | N/A        | N/A     | N/A            | N/A  | N/A                 | N/A    |
| \$50,000-\$99,999   | 0            | 0.0%    | N/A        | N/A     | N/A            | N/A  | N/A                 | N/A    |
| \$100,000-\$124,999 | 0            | 0.0%    | N/A        | N/A     | N/A            | N/A  | N/A                 | N/A    |
| \$125,000-\$149,999 | 0            | 0.0%    | N/A        | N/A     | N/A            | N/A  | N/A                 | N/A    |
| \$150,000-\$174,999 | 0            | 0.0%    | N/A        | N/A     | N/A            | N/A  | N/A                 | N/A    |
| \$175,000-\$199,999 | 1            | 100.0%  | 182,000    | 182,000 | 16             | 16   | 100.0%              | 100.0% |
| \$200,000-\$249,999 | 0            | 0.0%    | N/A        | N/A     | N/A            | N/A  | N/A                 | N/A    |
| \$250,000-\$299,999 | 0            | 0.0%    | N/A        | N/A     | N/A            | N/A  | N/A                 | N/A    |
| \$300,000-\$399,999 | 0            | 0.0%    | N/A        | N/A     | N/A            | N/A  | N/A                 | N/A    |
| \$400,000-\$499,999 | 0            | 0.0%    | N/A        | N/A     | N/A            | N/A  | N/A                 | N/A    |
| \$500,000-\$749,999 | 0            | 0.0%    | N/A        | N/A     | N/A            | N/A  | N/A                 | N/A    |
| \$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    |



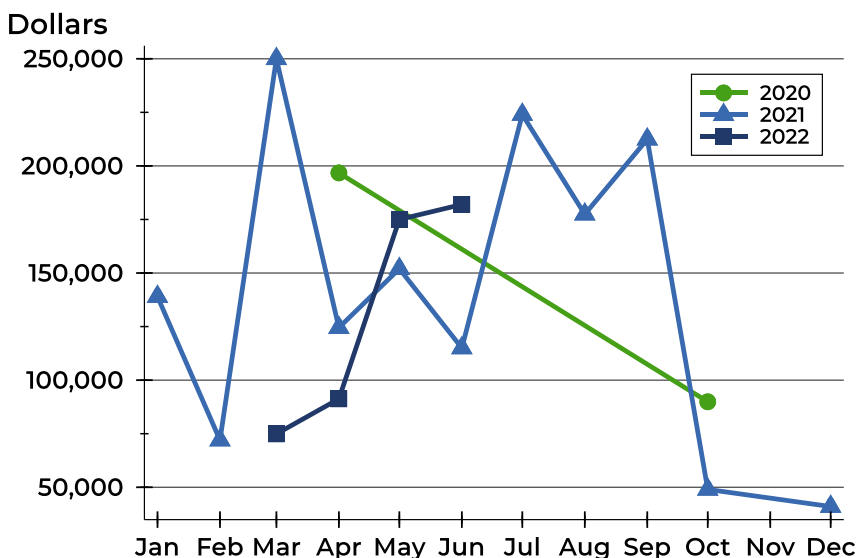
# Marshall County New Listings Analysis

## Average Price



| Month     | 2020    | 2021    | 2022           |
|-----------|---------|---------|----------------|
| January   | N/A     | 139,000 | N/A            |
| February  | N/A     | 72,000  | N/A            |
| March     | N/A     | 250,000 | <b>74,900</b>  |
| April     | 196,750 | 141,467 | <b>90,625</b>  |
| May       | N/A     | 135,250 | <b>175,000</b> |
| June      | N/A     | 115,000 | <b>182,000</b> |
| July      | N/A     | 224,000 |                |
| August    | N/A     | 177,450 |                |
| September | N/A     | 212,450 |                |
| October   | 89,900  | 49,000  |                |
| November  | N/A     | N/A     |                |
| December  | N/A     | 41,000  |                |

## Median Price



| Month     | 2020    | 2021    | 2022           |
|-----------|---------|---------|----------------|
| January   | N/A     | 139,000 | N/A            |
| February  | N/A     | 72,000  | N/A            |
| March     | N/A     | 250,000 | <b>74,900</b>  |
| April     | 196,750 | 124,500 | <b>91,250</b>  |
| May       | N/A     | 152,000 | <b>175,000</b> |
| June      | N/A     | 115,000 | <b>182,000</b> |
| July      | N/A     | 224,000 |                |
| August    | N/A     | 177,450 |                |
| September | N/A     | 212,450 |                |
| October   | 89,900  | 49,000  |                |
| November  | N/A     | N/A     |                |
| December  | N/A     | 41,000  |                |



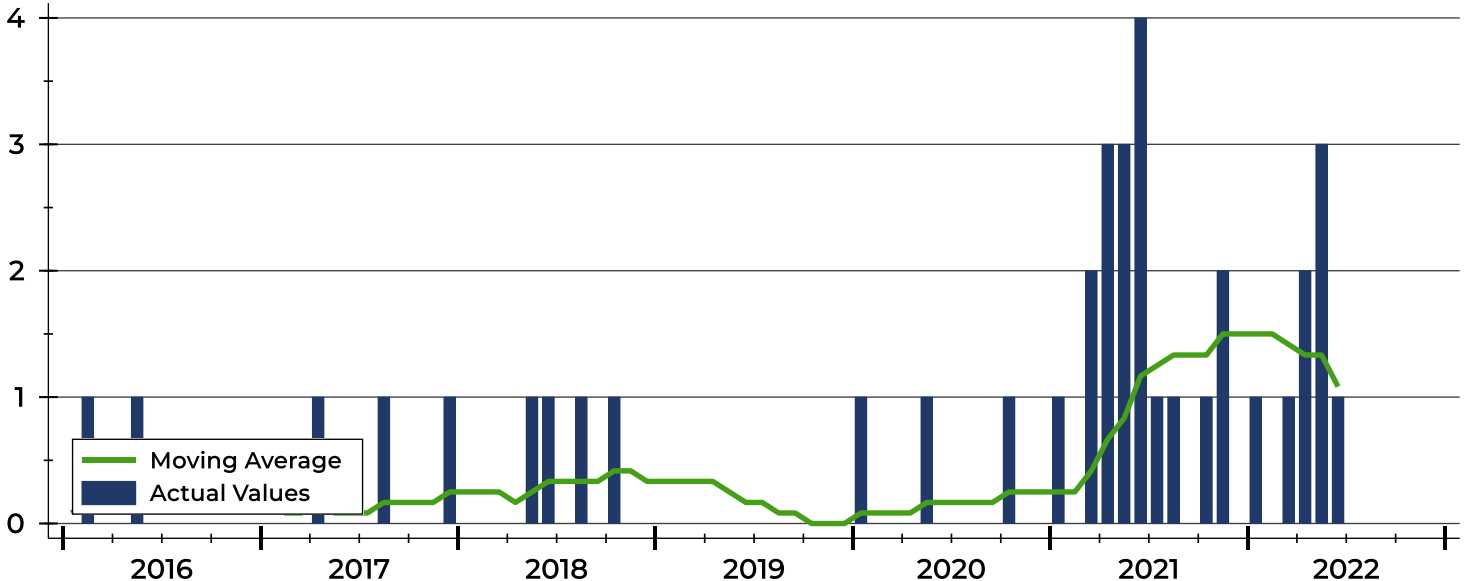
# Marshall County Contracts Written Analysis

| Summary Statistics for Contracts Written |                     | 2022    | June 2021 | Change | Year-to-Date |         |        |
|--|---------------------|---------|-----------|--------|--------------|---------|--------|
|  |                     | 2022    | 2021      |        | 2022         | 2021    | Change |
| Contracts Written                        |                     | 1       | 4         | -75.0% | 8            | 13      | -38.5% |
| Volume (1,000s)                          |                     | 182     | 604       | -69.9% | 934          | 1,836   | -49.1% |
| Average                                  | Sale Price          | 182,000 | 151,000   | 20.5%  | 116,800      | 141,262 | -17.3% |
|  | Days on Market      | 16      | 7         | 128.6% | 53           | 21      | 152.4% |
|  | Percent of Original | 100.0%  | 97.2%     | 2.9%   | 92.4%        | 94.5%   | -2.2%  |
| Median                                   | Sale Price          | 182,000 | 152,500   | 19.3%  | 91,250       | 124,500 | -26.7% |
|  | Days on Market      | 16      | 4         | 300.0% | 27           | 10      | 170.0% |
|  | Percent of Original | 100.0%  | 96.4%     | 3.7%   | 92.5%        | 96.4%   | -4.0%  |

A total of 1 contract for sale was written in Marshall County during the month of June, down from 4 in 2021. The median list price of this home was \$182,000, up from \$152,500 the prior year. Half of the homes that went under contract in June were on the market less than 16 days, compared to 4 days in June 2021.

## History of Contracts Written

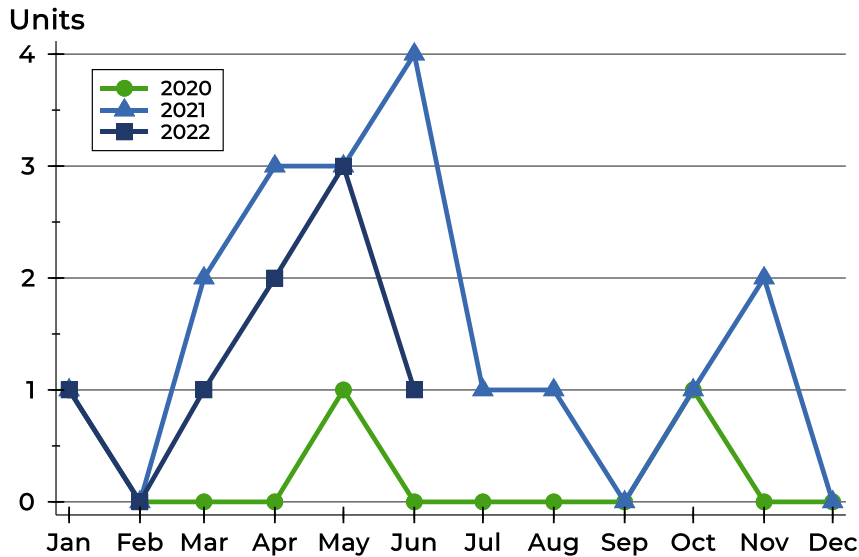
Units





## Marshall County Contracts Written Analysis

### Contracts Written by Month



| Month     | 2020 | 2021 | 2022 |
|-----------|------|------|------|
| January   | 1    | 1    | 1    |
| February  | N/A  | N/A  | N/A  |
| March     | N/A  | 2    | 1    |
| April     | N/A  | 3    | 2    |
| May       | 1    | 3    | 3    |
| June      | N/A  | 4    | 1    |
| July      | N/A  | 1    |      |
| August    | N/A  | 1    |      |
| September | N/A  | N/A  |      |
| October   | 1    | 1    |      |
| November  | N/A  | 2    |      |
| December  | N/A  | N/A  |      |

### Contracts Written by Price Range

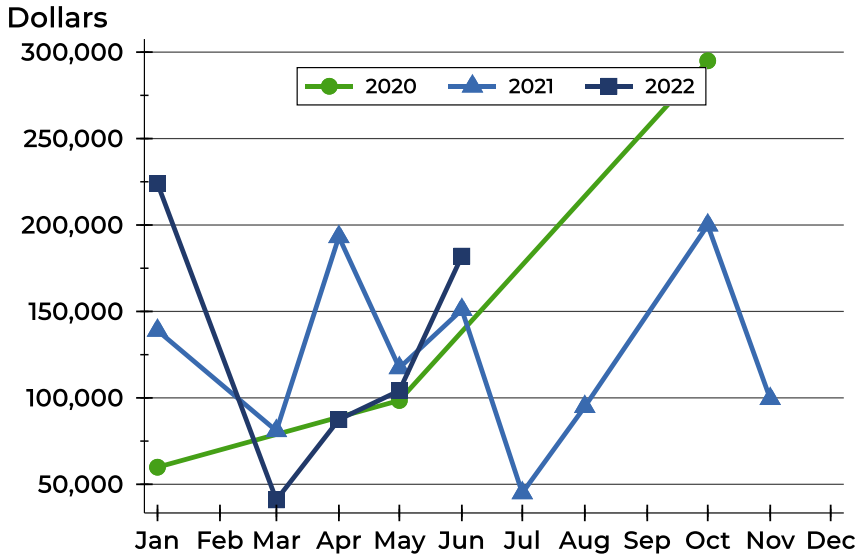
| Price Range         | Contracts Written |         | List Price |         | Days on Market |      | Price as % of Orig. |        |
|---------------------|-------------------|---------|------------|---------|----------------|------|---------------------|--------|
|                     | Number            | 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   | 0                 | 0.0%    | N/A        | N/A     | N/A            | N/A  | N/A                 | N/A    |
| \$50,000-\$99,999   | 0                 | 0.0%    | N/A        | N/A     | N/A            | N/A  | N/A                 | N/A    |
| \$100,000-\$124,999 | 0                 | 0.0%    | N/A        | N/A     | N/A            | N/A  | N/A                 | N/A    |
| \$125,000-\$149,999 | 0                 | 0.0%    | N/A        | N/A     | N/A            | N/A  | N/A                 | N/A    |
| \$150,000-\$174,999 | 0                 | 0.0%    | N/A        | N/A     | N/A            | N/A  | N/A                 | N/A    |
| \$175,000-\$199,999 | 1                 | 100.0%  | 182,000    | 182,000 | 16             | 16   | 100.0%              | 100.0% |
| \$200,000-\$249,999 | 0                 | 0.0%    | N/A        | N/A     | N/A            | N/A  | N/A                 | N/A    |
| \$250,000-\$299,999 | 0                 | 0.0%    | N/A        | N/A     | N/A            | N/A  | N/A                 | N/A    |
| \$300,000-\$399,999 | 0                 | 0.0%    | N/A        | N/A     | N/A            | N/A  | N/A                 | N/A    |
| \$400,000-\$499,999 | 0                 | 0.0%    | N/A        | N/A     | N/A            | N/A  | N/A                 | N/A    |
| \$500,000-\$749,999 | 0                 | 0.0%    | N/A        | N/A     | N/A            | N/A  | N/A                 | N/A    |
| \$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    |





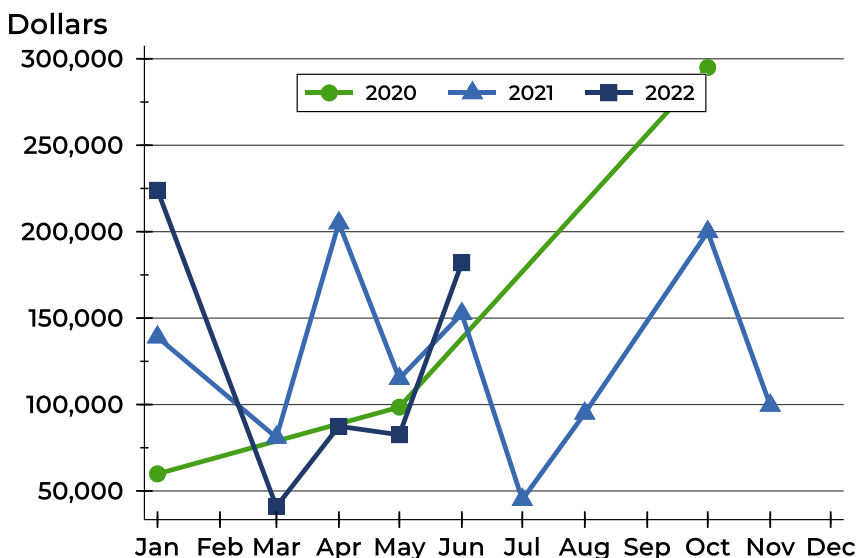
## Marshall County Contracts Written Analysis

### Average Price



| Month     | 2020    | 2021    | 2022           |
|-----------|---------|---------|----------------|
| January   | 59,900  | 139,000 | <b>224,000</b> |
| February  | N/A     | N/A     | <b>N/A</b>     |
| March     | N/A     | 80,950  | <b>41,000</b>  |
| April     | N/A     | 193,167 | <b>87,450</b>  |
| May       | 98,500  | 117,333 | <b>104,167</b> |
| June      | N/A     | 151,000 | <b>182,000</b> |
| July      | N/A     | 45,000  |                |
| August    | N/A     | 94,900  |                |
| September | N/A     | N/A     |                |
| October   | 295,000 | 199,900 |                |
| November  | N/A     | 99,500  |                |
| December  | N/A     | N/A     |                |

### Median Price

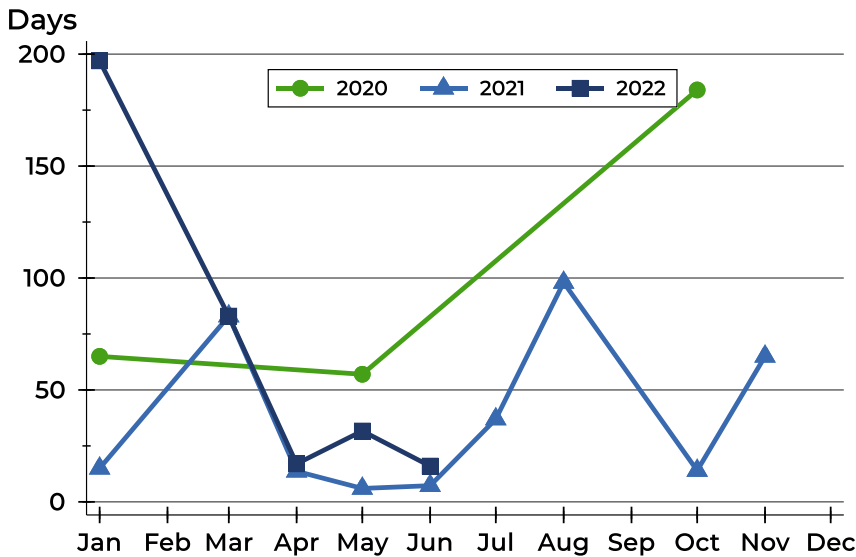


| Month     | 2020    | 2021    | 2022           |
|-----------|---------|---------|----------------|
| January   | 59,900  | 139,000 | <b>224,000</b> |
| February  | N/A     | N/A     | <b>N/A</b>     |
| March     | N/A     | 80,950  | <b>41,000</b>  |
| April     | N/A     | 205,000 | <b>87,450</b>  |
| May       | 98,500  | 115,000 | <b>82,500</b>  |
| June      | N/A     | 152,500 | <b>182,000</b> |
| July      | N/A     | 45,000  |                |
| August    | N/A     | 94,900  |                |
| September | N/A     | N/A     |                |
| October   | 295,000 | 199,900 |                |
| November  | N/A     | 99,500  |                |
| December  | N/A     | N/A     |                |



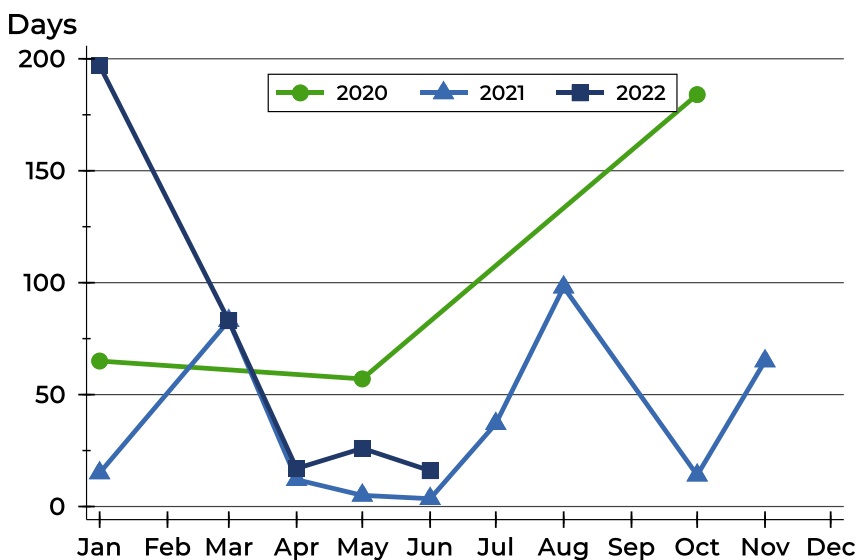
## Marshall County Contracts Written Analysis

### Average DOM



| Month     | 2020 | 2021 | 2022       |
|-----------|------|------|------------|
| January   | 65   | 15   | <b>197</b> |
| February  | N/A  | N/A  | <b>N/A</b> |
| March     | N/A  | 83   | <b>83</b>  |
| April     | N/A  | 14   | <b>17</b>  |
| May       | 57   | 6    | <b>32</b>  |
| June      | N/A  | 7    | <b>16</b>  |
| July      | N/A  | 37   |            |
| August    | N/A  | 98   |            |
| September | N/A  | N/A  |            |
| October   | 184  | 14   |            |
| November  | N/A  | 65   |            |
| December  | N/A  | N/A  |            |

### Median DOM



| Month     | 2020 | 2021 | 2022       |
|-----------|------|------|------------|
| January   | 65   | 15   | <b>197</b> |
| February  | N/A  | N/A  | <b>N/A</b> |
| March     | N/A  | 83   | <b>83</b>  |
| April     | N/A  | 12   | <b>17</b>  |
| May       | 57   | 5    | <b>26</b>  |
| June      | N/A  | 4    | <b>16</b>  |
| July      | N/A  | 37   |            |
| August    | N/A  | 98   |            |
| September | N/A  | N/A  |            |
| October   | 184  | 14   |            |
| November  | N/A  | 65   |            |
| December  | N/A  | N/A  |            |



# Marshall County Pending Contracts Analysis

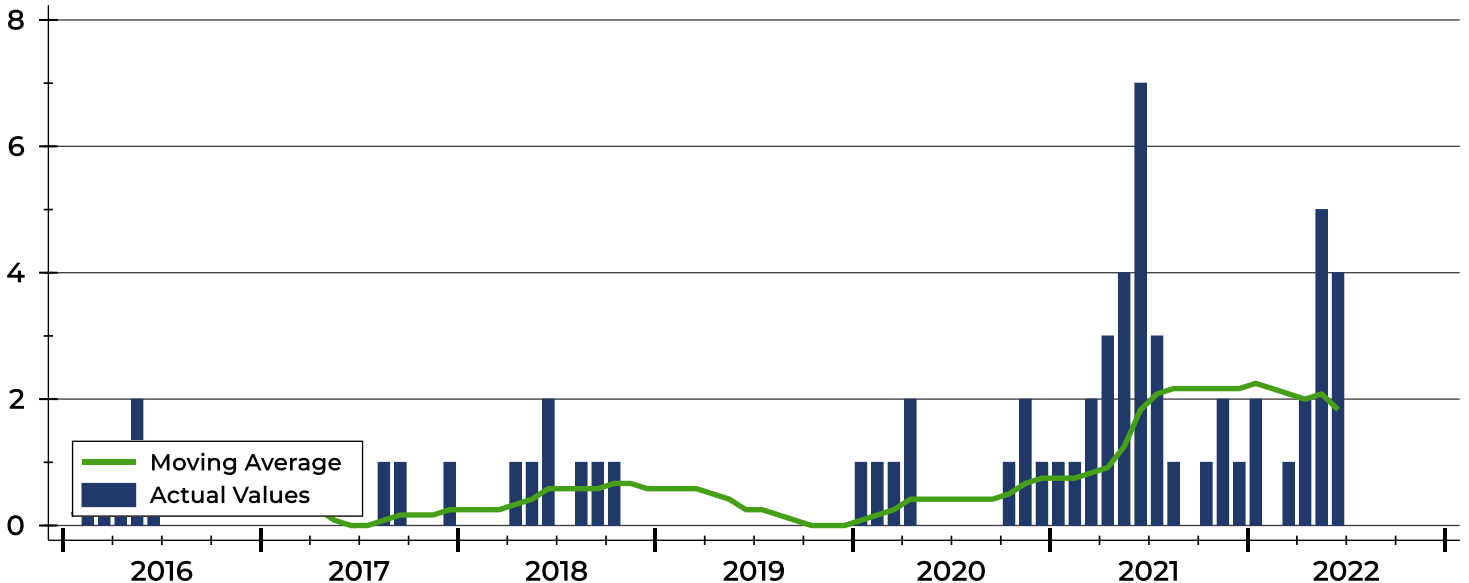
| Summary Statistics for Pending Contracts |                     | 2022    | End of June 2021 | Change |
|--|---------------------|---------|------------------|--------|
| Pending Contracts                        |                     | 4       | 7                | -42.9% |
| Volume (1,000s)                          |                     | 512     | 1,123            | -54.4% |
| Average                                  | List Price          | 128,000 | 160,429          | -20.2% |
|  | Days on Market      | 24      | 9                | 166.7% |
|  | Percent of Original | 96.9%   | 100.0%           | -3.1%  |
| Median                                   | List Price          | 137,500 | 185,000          | -25.7% |
|  | Days on Market      | 21      | 4                | 425.0% |
|  | Percent of Original | 100.0%  | 100.0%           | 0.0%   |

A total of 4 listings in Marshall County had contracts pending at the end of June, down from 7 contracts pending at the end of June 2021.

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

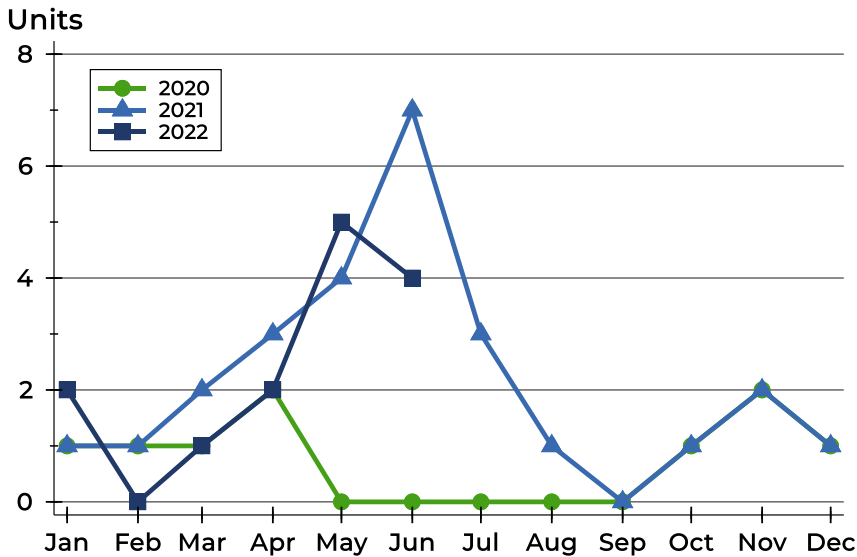
Units





## Marshall County Pending Contracts Analysis

### Pending Contracts by Month



| Month     | 2020 | 2021 | 2022 |
|-----------|------|------|------|
| January   | 1    | 1    | 2    |
| February  | 1    | 1    | 0    |
| March     | 1    | 2    | 1    |
| April     | 2    | 3    | 2    |
| May       | 0    | 4    | 5    |
| June      | 0    | 7    | 4    |
| July      | 0    | 3    | 0    |
| August    | 0    | 1    | 0    |
| September | 0    | 0    | 0    |
| October   | 1    | 1    | 0    |
| November  | 2    | 2    | 0    |
| December  | 1    | 1    | 0    |

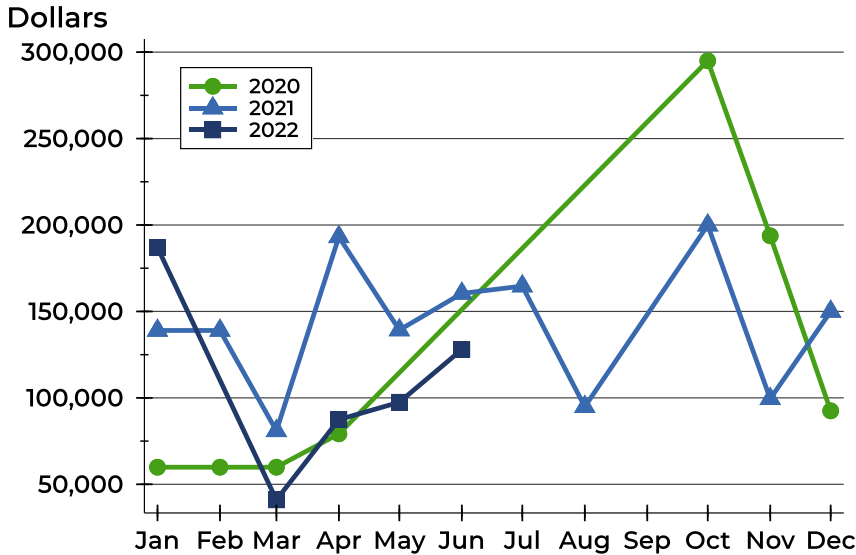
### Pending Contracts by Price Range

| 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   | 0                 | 0.0%    | N/A        | N/A     | N/A            | N/A  | N/A                 | N/A    |
| \$50,000-\$99,999   | 1                 | 25.0%   | 55,000     | 55,000  | 47             | 47   | 100.0%              | 100.0% |
| \$100,000-\$124,999 | 1                 | 25.0%   | 100,000    | 100,000 | 6              | 6    | 100.0%              | 100.0% |
| \$125,000-\$149,999 | 0                 | 0.0%    | N/A        | N/A     | N/A            | N/A  | N/A                 | N/A    |
| \$150,000-\$174,999 | 0                 | 0.0%    | N/A        | N/A     | N/A            | N/A  | N/A                 | N/A    |
| \$175,000-\$199,999 | 2                 | 50.0%   | 178,500    | 178,500 | 21             | 21   | 93.8%               | 93.8%  |
| \$200,000-\$249,999 | 0                 | 0.0%    | N/A        | N/A     | N/A            | N/A  | N/A                 | N/A    |
| \$250,000-\$299,999 | 0                 | 0.0%    | N/A        | N/A     | N/A            | N/A  | N/A                 | N/A    |
| \$300,000-\$399,999 | 0                 | 0.0%    | N/A        | N/A     | N/A            | N/A  | N/A                 | N/A    |
| \$400,000-\$499,999 | 0                 | 0.0%    | N/A        | N/A     | N/A            | N/A  | N/A                 | N/A    |
| \$500,000-\$749,999 | 0                 | 0.0%    | N/A        | N/A     | N/A            | N/A  | N/A                 | N/A    |
| \$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    |



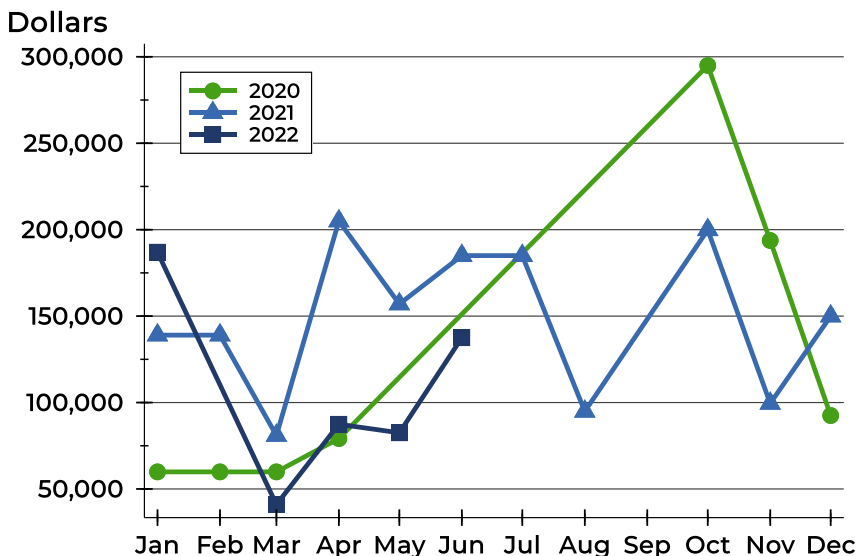
## Marshall County Pending Contracts Analysis

### Average Price



| Month     | 2020    | 2021    | 2022           |
|-----------|---------|---------|----------------|
| January   | 59,900  | 139,000 | <b>187,000</b> |
| February  | 59,900  | 139,000 | <b>N/A</b>     |
| March     | 59,900  | 80,950  | <b>41,000</b>  |
| April     | 79,200  | 193,167 | <b>87,450</b>  |
| May       | N/A     | 139,250 | <b>97,480</b>  |
| June      | N/A     | 160,429 | <b>128,000</b> |
| July      | N/A     | 164,667 |                |
| August    | N/A     | 94,900  |                |
| September | N/A     | N/A     |                |
| October   | 295,000 | 199,900 |                |
| November  | 193,750 | 99,500  |                |
| December  | 92,500  | 150,000 |                |

### Median Price

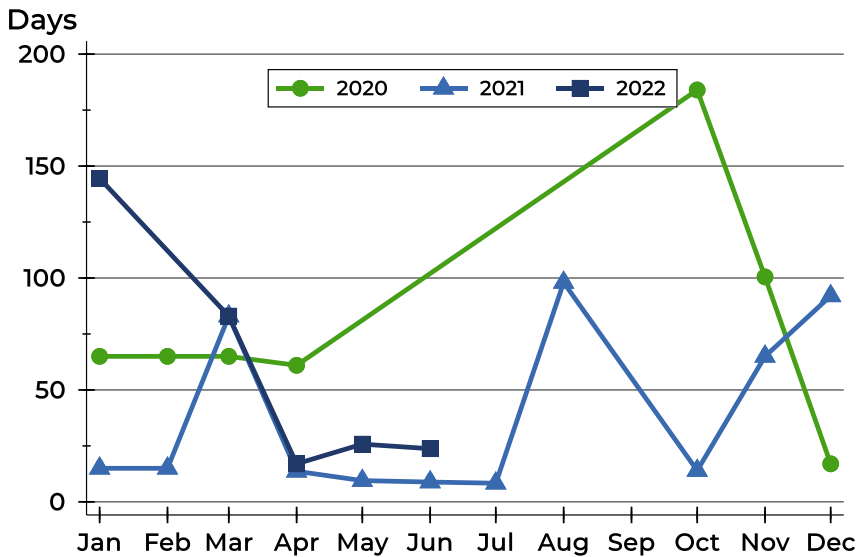


| Month     | 2020    | 2021    | 2022           |
|-----------|---------|---------|----------------|
| January   | 59,900  | 139,000 | <b>187,000</b> |
| February  | 59,900  | 139,000 | <b>N/A</b>     |
| March     | 59,900  | 80,950  | <b>41,000</b>  |
| April     | 79,200  | 205,000 | <b>87,450</b>  |
| May       | N/A     | 157,000 | <b>82,500</b>  |
| June      | N/A     | 185,000 | <b>137,500</b> |
| July      | N/A     | 185,000 |                |
| August    | N/A     | 94,900  |                |
| September | N/A     | N/A     |                |
| October   | 295,000 | 199,900 |                |
| November  | 193,750 | 99,500  |                |
| December  | 92,500  | 150,000 |                |



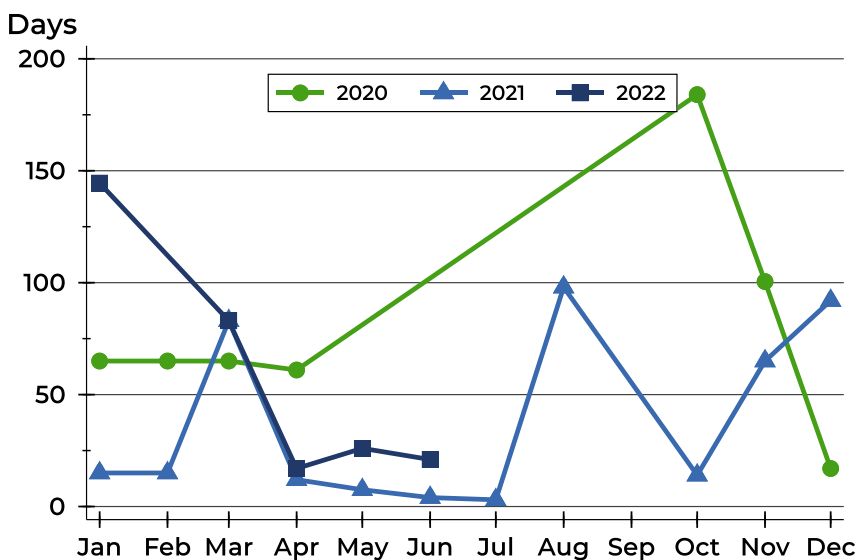
## Marshall County Pending Contracts Analysis

### Average DOM



| Month     | 2020 | 2021 | 2022 |
|-----------|------|------|------|
| January   | 65   | 15   | 145  |
| February  | 65   | 15   | N/A  |
| March     | 65   | 83   | 83   |
| April     | 61   | 14   | 17   |
| May       | N/A  | 10   | 26   |
| June      | N/A  | 9    | 24   |
| July      | N/A  | 8    |      |
| August    | N/A  | 98   |      |
| September | N/A  | N/A  |      |
| October   | 184  | 14   |      |
| November  | 101  | 65   |      |
| December  | 17   | 92   |      |

### Median DOM



| Month     | 2020 | 2021 | 2022 |
|-----------|------|------|------|
| January   | 65   | 15   | 145  |
| February  | 65   | 15   | N/A  |
| March     | 65   | 83   | 83   |
| April     | 61   | 12   | 17   |
| May       | N/A  | 8    | 26   |
| June      | N/A  | 4    | 21   |
| July      | N/A  | 3    |      |
| August    | N/A  | 98   |      |
| September | N/A  | N/A  |      |
| October   | 184  | 14   |      |
| November  | 101  | 65   |      |
| December  | 17   | 92   |      |