



**December
2021**

Flint Hills MLS Statistics



**FLINT HILLS
ASSOCIATION
OF REALTORS®**

Pottawatomie County Housing Report



Market Overview

Pottawatomie County Home Sales Rose in December

Total home sales in Pottawatomie County rose by 16.0% last month to 29 units, compared to 25 units in December 2020. Total sales volume was \$7.9 million, up 24.6% from a year earlier.

The median sale price in December was \$290,000, up from \$258,500 a year earlier. Homes that sold in December were typically on the market for 19 days and sold for 100.0% of their list prices.

Pottawatomie County Active Listings Down at End of December

The total number of active listings in Pottawatomie County at the end of December was 27 units, down from 41 at the same point in 2020. 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 December was \$325,000.

During December, a total of 16 contracts were written down from 23 in December 2020. At the end of the month, there were 41 contracts still pending.

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Pottawatomie County Summary Statistics

| December MLS Statistics Three-year History | | Current Month | | | Year-to-Date | | |
|---|------------------------------|----------------|----------------|----------------|----------------|----------------|----------------|
| | | 2021 | 2020 | 2019 | 2021 | 2020 | 2019 |
| Home Sales | | 29 | 25 | 27 | 403 | 363 | 330 |
| Change from prior year | | 16.0% | -7.4% | 50.0% | 11.0% | 10.0% | 2.8% |
| Active Listings | | 27 | 41 | 68 | N/A | N/A | N/A |
| Change from prior year | | -34.1% | -39.7% | -27.7% | | | |
| Months' Supply | | 0.8 | 1.4 | 2.5 | N/A | N/A | N/A |
| Change from prior year | | -42.9% | -44.0% | -28.6% | | | |
| New Listings | | 9 | 26 | 18 | 423 | 418 | 413 |
| Change from prior year | | -65.4% | 44.4% | -33.3% | 1.2% | 1.2% | -11.0% |
| Contracts Written | | 16 | 23 | 14 | 401 | 380 | 328 |
| Change from prior year | | -30.4% | 64.3% | -12.5% | 5.5% | 15.9% | 1.5% |
| Pending Contracts | | 41 | 42 | 27 | N/A | N/A | N/A |
| Change from prior year | | -2.4% | 55.6% | 3.8% | | | |
| Sales Volume (1,000s) | | 7,916 | 6,354 | 7,337 | 110,311 | 92,115 | 79,719 |
| Change from prior year | | 24.6% | -13.4% | 114.8% | 19.8% | 15.5% | 8.4% |
| Average | Sale Price | 272,976 | 254,176 | 271,739 | 273,726 | 253,759 | 241,572 |
| | Change from prior year | 7.4% | -6.5% | 43.2% | 7.9% | 5.0% | 5.4% |
| | List Price of Actives | 298,563 | 300,205 | 248,359 | N/A | N/A | N/A |
| | Change from prior year | -0.5% | 20.9% | -10.0% | | | |
| | Days on Market | 39 | 35 | 43 | 33 | 46 | 61 |
| Change from prior year | 11.4% | -18.6% | -46.9% | -28.3% | -24.6% | -11.6% | |
| Percent of List | 99.0% | 97.3% | 98.8% | 100.1% | 99.0% | 98.5% | |
| Change from prior year | 1.7% | -1.5% | 4.8% | 1.1% | 0.5% | 0.3% | |
| Percent of Original | 97.5% | 96.1% | 97.1% | 99.2% | 97.7% | 96.9% | |
| Change from prior year | 1.5% | -1.0% | 7.6% | 1.5% | 0.8% | 0.9% | |
| Median | Sale Price | 290,000 | 258,500 | 260,000 | 270,000 | 250,000 | 236,250 |
| | Change from prior year | 12.2% | -0.6% | 34.4% | 8.0% | 5.8% | 3.8% |
| | List Price of Actives | 325,000 | 296,000 | 222,400 | N/A | N/A | N/A |
| | Change from prior year | 9.8% | 33.1% | -11.7% | | | |
| | Days on Market | 19 | 28 | 30 | 10 | 22 | 42 |
| Change from prior year | -32.1% | -6.7% | -69.1% | -54.5% | -47.6% | -2.3% | |
| Percent of List | 100.0% | 100.0% | 100.0% | 100.0% | 99.9% | 98.9% | |
| Change from prior year | 0.0% | 0.0% | 1.0% | 0.1% | 1.0% | -0.3% | |
| Percent of Original | 98.6% | 100.0% | 98.8% | 100.0% | 99.1% | 97.9% | |
| Change from prior year | -1.4% | 1.2% | 3.1% | 0.9% | 1.2% | 0.2% | |

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



Pottawatomie County Closed Listings Analysis

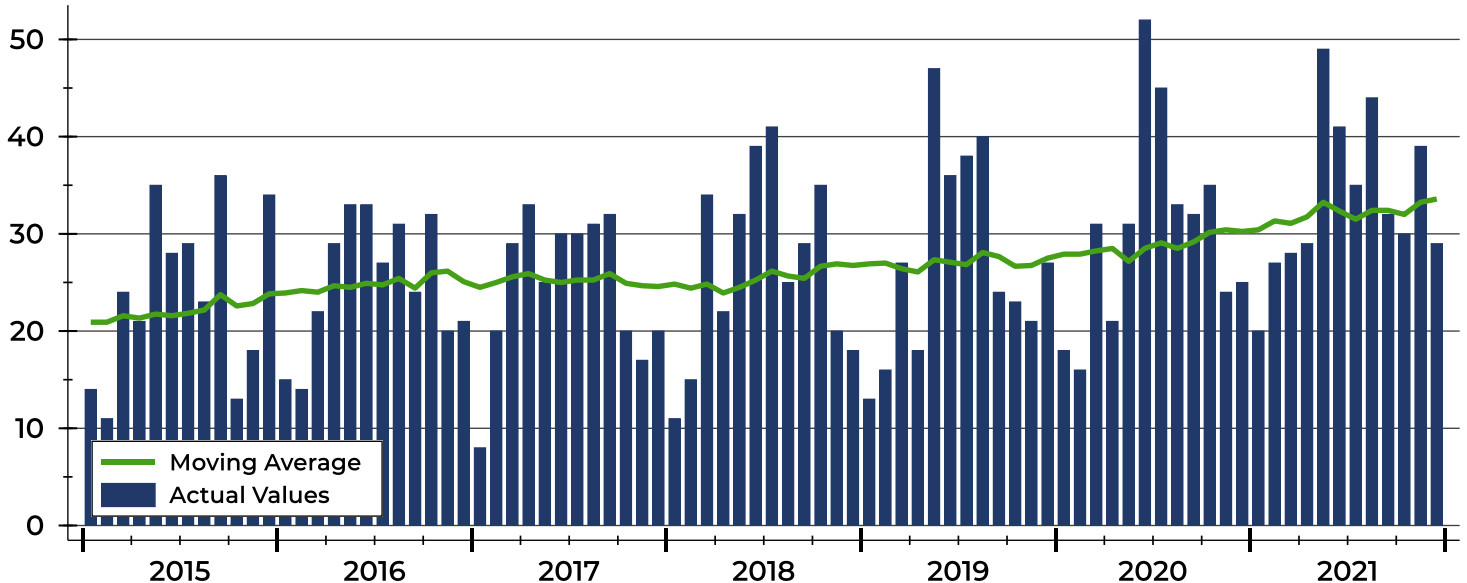
| Summary Statistics for Closed Listings | | 2021 | December 2020 | Change | 2021 | Year-to-Date 2020 | Change |
|--|---------------------|----------------|---------------|--------|----------------|-------------------|--------|
| Closed Listings | | 29 | 25 | 16.0% | 403 | 363 | 11.0% |
| Volume (1,000s) | | 7,916 | 6,354 | 24.6% | 110,311 | 92,115 | 19.8% |
| Months' Supply | | 0.8 | 1.4 | -42.9% | N/A | N/A | N/A |
| Average | Sale Price | 272,976 | 254,176 | 7.4% | 273,726 | 253,759 | 7.9% |
| | Days on Market | 39 | 35 | 11.4% | 33 | 46 | -28.3% |
| | Percent of List | 99.0% | 97.3% | 1.7% | 100.1% | 99.0% | 1.1% |
| | Percent of Original | 97.5% | 96.1% | 1.5% | 99.2% | 97.7% | 1.5% |
| Median | Sale Price | 290,000 | 258,500 | 12.2% | 270,000 | 250,000 | 8.0% |
| | Days on Market | 19 | 28 | -32.1% | 10 | 22 | -54.5% |
| | Percent of List | 100.0% | 100.0% | 0.0% | 100.0% | 99.9% | 0.1% |
| | Percent of Original | 98.6% | 100.0% | -1.4% | 100.0% | 99.1% | 0.9% |

A total of 29 homes sold in Pottawatomie County in December, up from 25 units in December 2020. Total sales volume rose to \$7.9 million compared to \$6.4 million in the previous year.

The median sales price in December was \$290,000, up 12.2% compared to the prior year. Median days on market was 19 days, up from 15 days in November, but down from 28 in December 2020.

History of Closed Listings

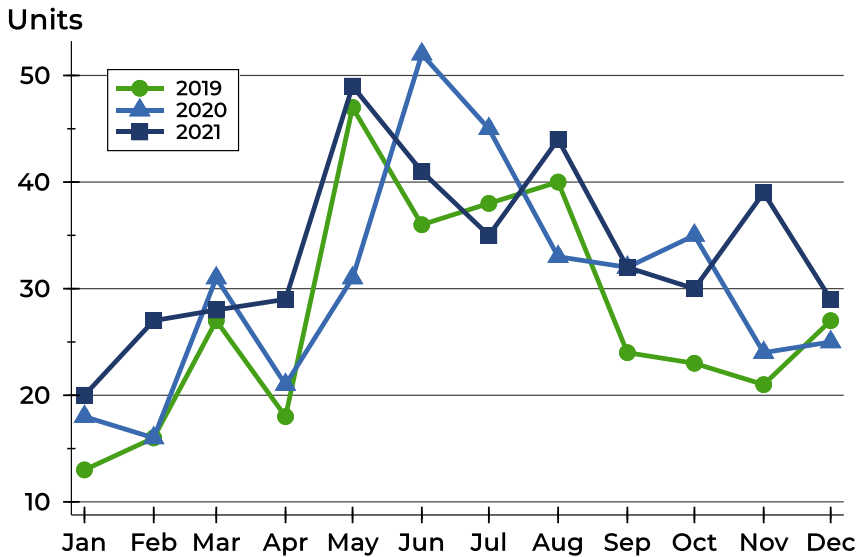
Units





Pottawatomie County Closed Listings Analysis

Closed Listings by Month



| Month | 2019 | 2020 | 2021 |
|-----------|------|------|------|
| January | 13 | 18 | 20 |
| February | 16 | 16 | 27 |
| March | 27 | 31 | 28 |
| April | 18 | 21 | 29 |
| May | 47 | 31 | 49 |
| June | 36 | 52 | 41 |
| July | 38 | 45 | 35 |
| August | 40 | 33 | 44 |
| September | 24 | 32 | 32 |
| October | 23 | 35 | 30 |
| November | 21 | 24 | 39 |
| December | 27 | 25 | 29 |

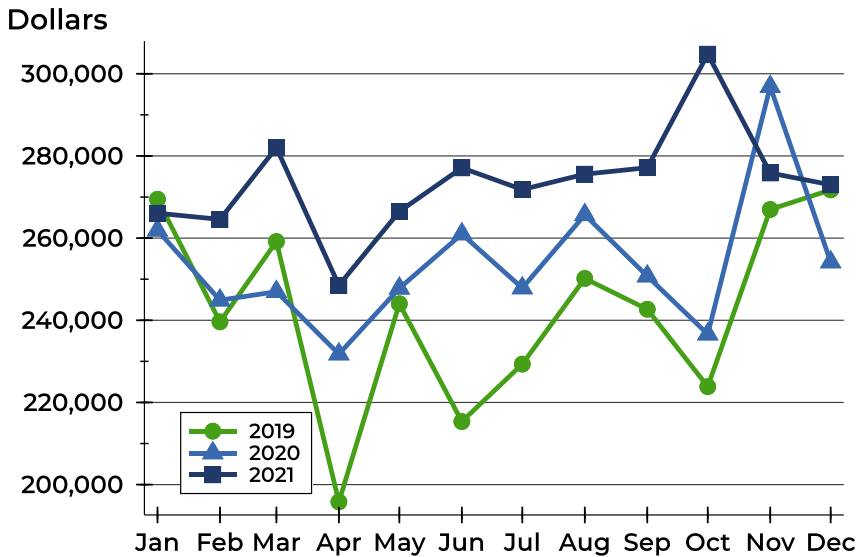
Closed Listings by Price Range

| 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 | 3 | 10.3% | 0.0 | 96,333 | 95,000 | 67 | 33 | 92.0% | 89.6% | 89.6% | 89.6% |
| \$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 | 3 | 10.3% | 1.7 | 140,000 | 140,000 | 25 | 11 | 99.0% | 96.7% | 96.9% | 96.5% |
| \$150,000-\$174,999 | 1 | 3.4% | 1.5 | 167,000 | 167,000 | 28 | 28 | 93.3% | 93.3% | 93.3% | 93.3% |
| \$175,000-\$199,999 | 2 | 6.9% | 0.0 | 186,450 | 186,450 | 65 | 65 | 97.1% | 97.1% | 89.3% | 89.3% |
| \$200,000-\$249,999 | 2 | 6.9% | 0.7 | 222,750 | 222,750 | 19 | 19 | 102.2% | 102.2% | 99.9% | 99.9% |
| \$250,000-\$299,999 | 6 | 20.7% | 0.4 | 278,700 | 278,500 | 37 | 6 | 101.2% | 100.9% | 100.1% | 101.8% |
| \$300,000-\$399,999 | 9 | 31.0% | 1.5 | 345,300 | 350,000 | 32 | 8 | 100.5% | 100.4% | 100.8% | 100.7% |
| \$400,000-\$499,999 | 2 | 6.9% | 0.8 | 417,500 | 417,500 | 54 | 54 | 98.9% | 98.9% | 97.4% | 97.4% |
| \$500,000-\$749,999 | 1 | 3.4% | 0.0 | 607,000 | 607,000 | 45 | 45 | 97.3% | 97.3% | 93.5% | 93.5% |
| \$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 |



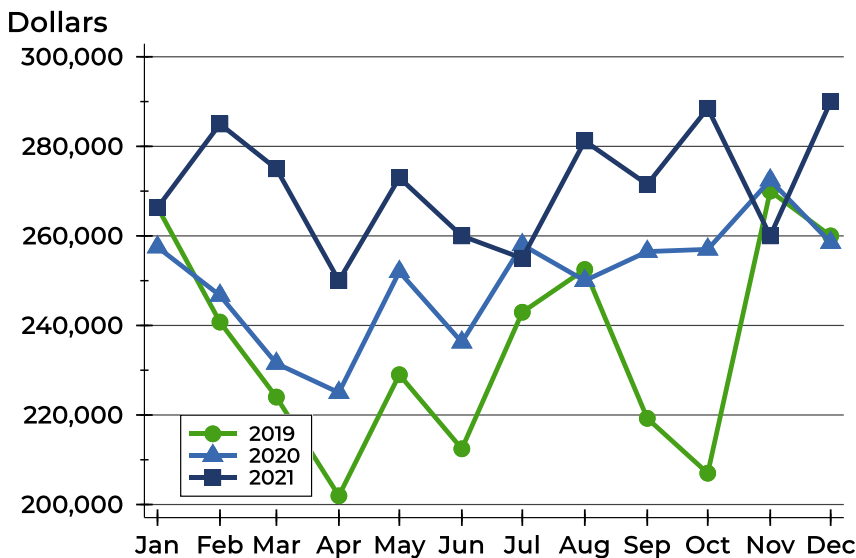
Pottawatomie County Closed Listings Analysis

Average Price



| Month | 2019 | 2020 | 2021 |
|------------------|---------|---------|----------------|
| January | 269,469 | 261,903 | 266,064 |
| February | 239,622 | 244,894 | 264,562 |
| March | 259,167 | 246,959 | 282,018 |
| April | 195,802 | 231,776 | 248,504 |
| May | 244,023 | 247,790 | 266,490 |
| June | 215,347 | 260,992 | 277,099 |
| July | 229,337 | 247,853 | 271,821 |
| August | 250,183 | 265,671 | 275,567 |
| September | 242,679 | 250,749 | 277,140 |
| October | 223,845 | 236,625 | 304,775 |
| November | 266,971 | 296,878 | 275,848 |
| December | 271,739 | 254,176 | 272,976 |

Median Price

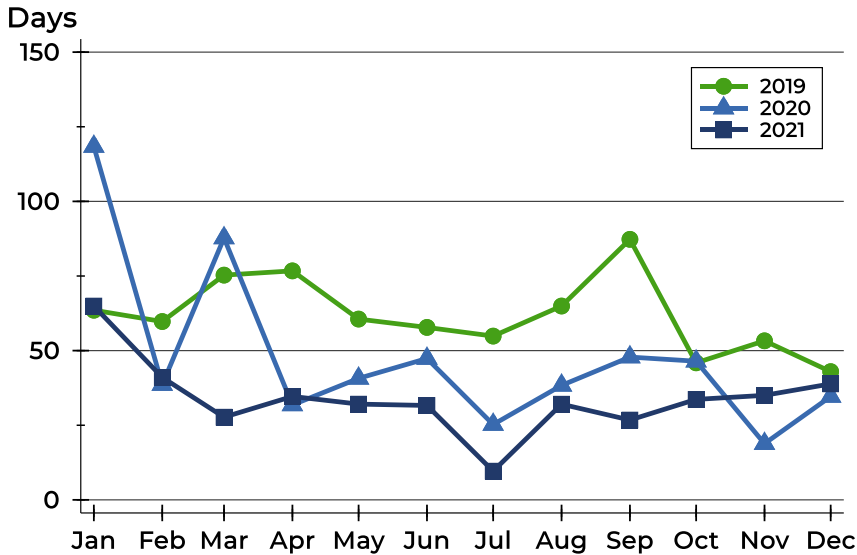


| Month | 2019 | 2020 | 2021 |
|------------------|---------|---------|----------------|
| January | 266,403 | 257,500 | 266,314 |
| February | 240,750 | 246,700 | 285,000 |
| March | 224,000 | 231,500 | 275,000 |
| April | 201,950 | 225,000 | 250,000 |
| May | 229,000 | 252,000 | 273,000 |
| June | 212,450 | 236,250 | 260,000 |
| July | 242,950 | 258,000 | 255,000 |
| August | 252,500 | 250,000 | 281,200 |
| September | 219,250 | 256,500 | 271,500 |
| October | 207,000 | 257,000 | 288,500 |
| November | 270,000 | 272,450 | 260,000 |
| December | 260,000 | 258,500 | 290,000 |



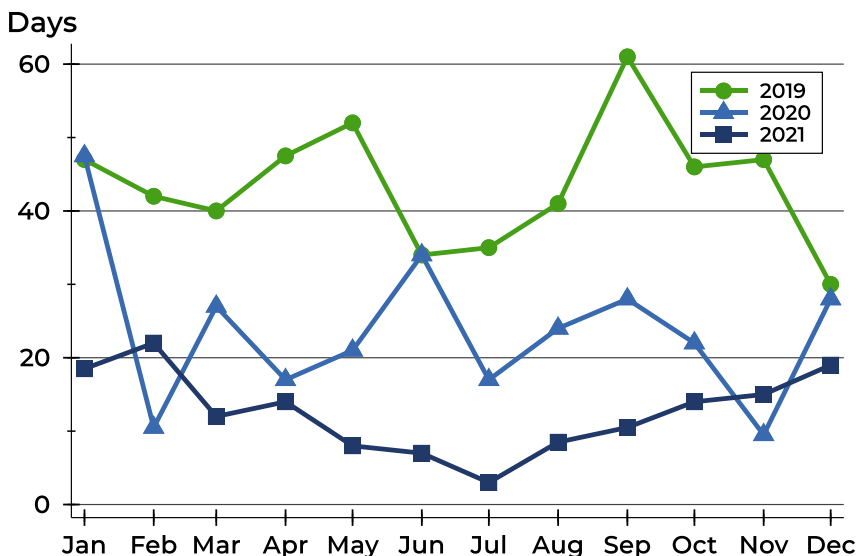
Pottawatomie County Closed Listings Analysis

Average DOM



| Month | 2019 | 2020 | 2021 |
|-----------|------|------|------|
| January | 64 | 118 | 65 |
| February | 60 | 39 | 41 |
| March | 75 | 88 | 28 |
| April | 77 | 32 | 35 |
| May | 61 | 41 | 32 |
| June | 58 | 47 | 32 |
| July | 55 | 25 | 10 |
| August | 65 | 38 | 32 |
| September | 87 | 48 | 27 |
| October | 46 | 46 | 34 |
| November | 53 | 19 | 35 |
| December | 43 | 35 | 39 |

Median DOM



| Month | 2019 | 2020 | 2021 |
|-----------|------|------|------|
| January | 47 | 48 | 19 |
| February | 42 | 11 | 22 |
| March | 40 | 27 | 12 |
| April | 48 | 17 | 14 |
| May | 52 | 21 | 8 |
| June | 34 | 34 | 7 |
| July | 35 | 17 | 3 |
| August | 41 | 24 | 9 |
| September | 61 | 28 | 11 |
| October | 46 | 22 | 14 |
| November | 47 | 10 | 15 |
| December | 30 | 28 | 19 |



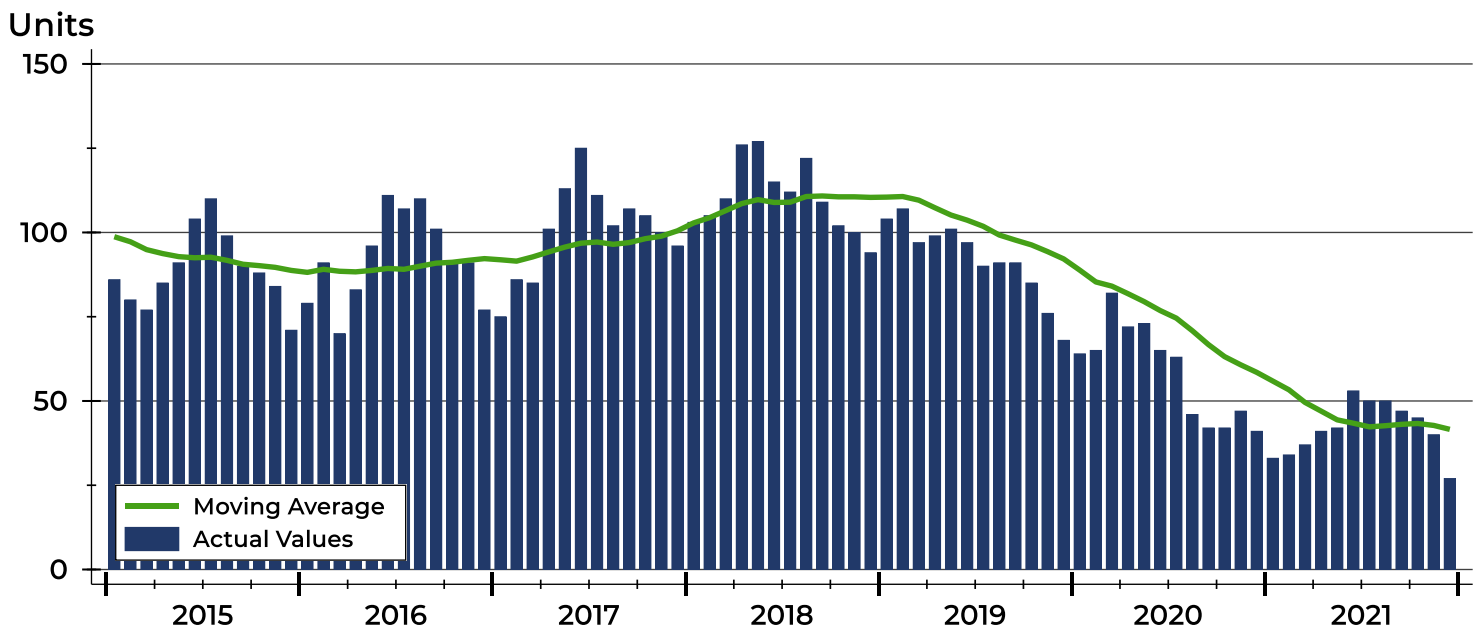
Pottawatomie County Active Listings Analysis

| Summary Statistics for Active Listings | | 2021 | 2020 | Change |
|--|---------------------|----------------|---------|--------|
| Active Listings | | 27 | 41 | -34.1% |
| Volume (1,000s) | | 8,061 | 12,308 | -34.5% |
| Months' Supply | | 0.8 | 1.4 | -42.9% |
| Average | List Price | 298,563 | 300,205 | -0.5% |
| | Days on Market | 81 | 65 | 24.6% |
| | Percent of Original | 99.4% | 99.1% | 0.3% |
| Median | List Price | 325,000 | 296,000 | 9.8% |
| | Days on Market | 67 | 53 | 26.4% |
| | Percent of Original | 100.0% | 100.0% | 0.0% |

A total of 27 homes were available for sale in Pottawatomie County at the end of December. This represents a 0.8 months' supply of active listings.

The median list price of homes on the market at the end of December was \$325,000, up 9.8% from 2020. The typical time on market for active listings was 67 days, up from 53 days a year earlier.

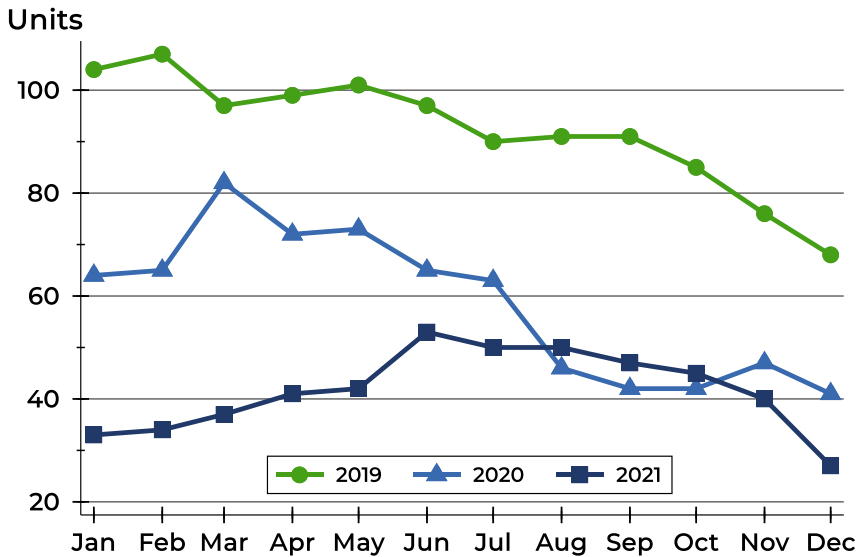
History of Active Listings





Pottawatomie County Active Listings Analysis

Active Listings by Month



| Month | 2019 | 2020 | 2021 |
|------------------|------|------|-----------|
| January | 104 | 64 | 33 |
| February | 107 | 65 | 34 |
| March | 97 | 82 | 37 |
| April | 99 | 72 | 41 |
| May | 101 | 73 | 42 |
| June | 97 | 65 | 53 |
| July | 90 | 63 | 50 |
| August | 91 | 46 | 50 |
| September | 91 | 42 | 47 |
| October | 85 | 42 | 45 |
| November | 76 | 47 | 40 |
| December | 68 | 41 | 27 |

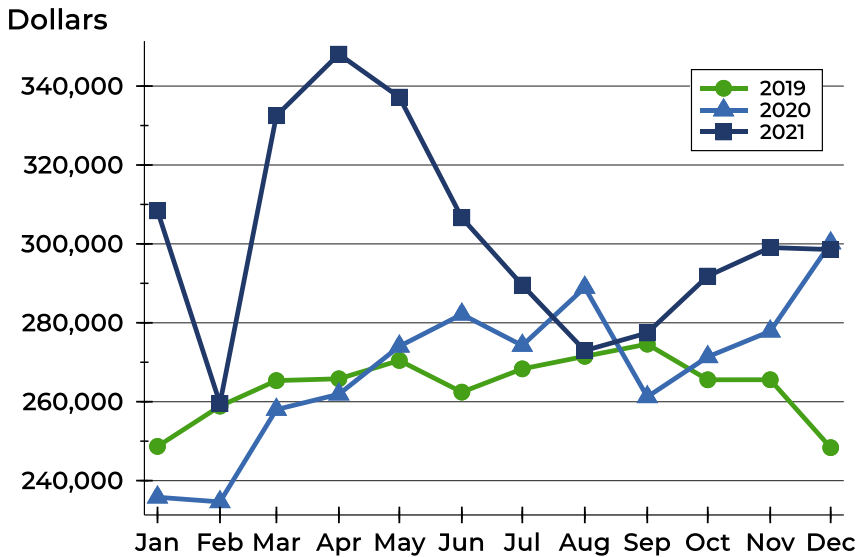
Active Listings by Price Range

| 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 | 2 | 7.4% | 1.7 | 130,000 | 130,000 | 56 | 56 | 100.0% | 100.0% |
| \$150,000-\$174,999 | 3 | 11.1% | 1.5 | 167,567 | 164,900 | 55 | 31 | 100.0% | 100.0% |
| \$175,000-\$199,999 | 0 | 0.0% | 0.0 | N/A | N/A | N/A | N/A | N/A | N/A |
| \$200,000-\$249,999 | 4 | 14.8% | 0.7 | 221,100 | 216,200 | 129 | 129 | 100.0% | 100.0% |
| \$250,000-\$299,999 | 3 | 11.1% | 0.4 | 284,800 | 285,000 | 41 | 43 | 100.0% | 100.0% |
| \$300,000-\$399,999 | 13 | 48.1% | 1.5 | 359,985 | 369,900 | 87 | 71 | 98.7% | 100.0% |
| \$400,000-\$499,999 | 2 | 7.4% | 0.8 | 439,950 | 439,950 | 72 | 72 | 100.0% | 100.0% |
| \$500,000-\$749,999 | 0 | 0.0% | 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 | N/A |
| \$1,000,000 and up | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A | N/A |



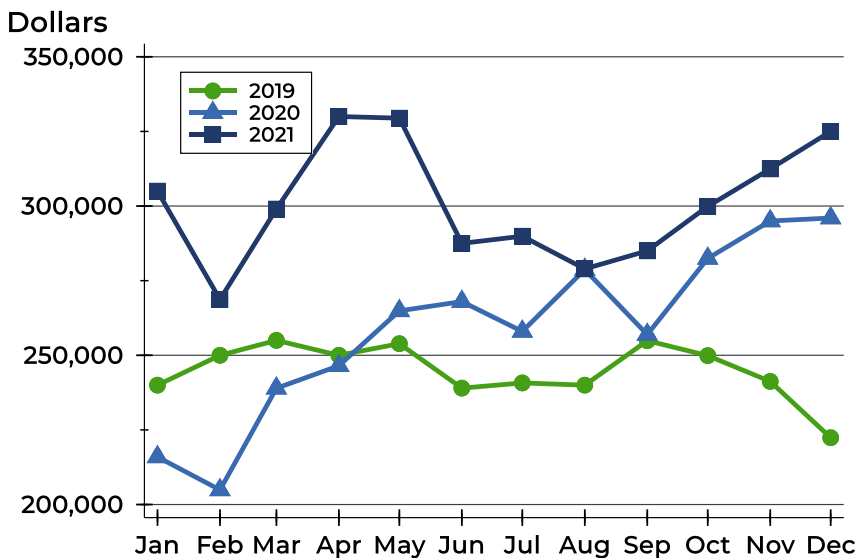
Pottawatomie County Active Listings Analysis

Average Price



| Month | 2019 | 2020 | 2021 |
|-----------|---------|---------|----------------|
| January | 248,669 | 235,787 | 308,385 |
| February | 258,874 | 234,610 | 259,565 |
| March | 265,351 | 258,014 | 332,489 |
| April | 265,807 | 261,901 | 348,095 |
| May | 270,449 | 274,036 | 337,200 |
| June | 262,429 | 282,150 | 306,614 |
| July | 268,322 | 274,238 | 289,574 |
| August | 271,501 | 288,946 | 272,958 |
| September | 274,589 | 261,224 | 277,430 |
| October | 265,558 | 271,369 | 291,840 |
| November | 265,572 | 277,857 | 299,078 |
| December | 248,359 | 300,205 | 298,563 |

Median Price

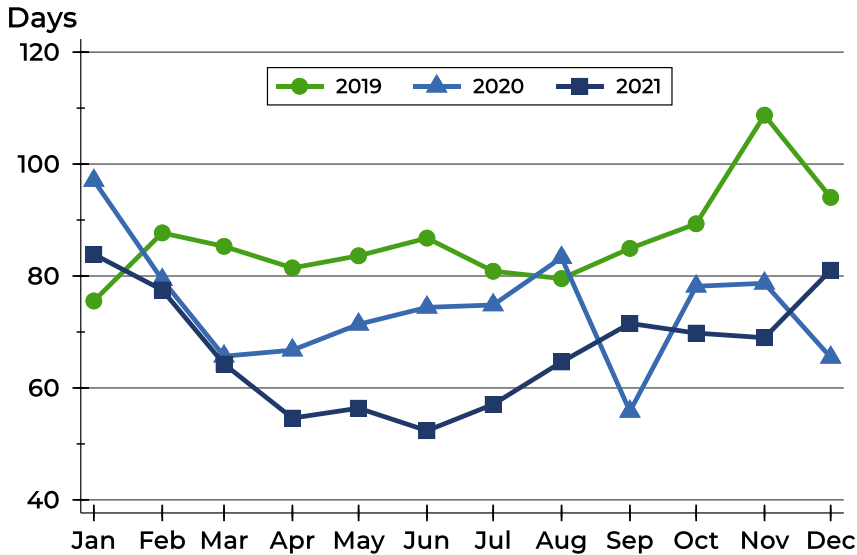


| Month | 2019 | 2020 | 2021 |
|-----------|---------|---------|----------------|
| January | 240,000 | 215,950 | 305,000 |
| February | 250,000 | 204,900 | 268,700 |
| March | 255,000 | 238,950 | 299,000 |
| April | 250,000 | 246,500 | 330,000 |
| May | 253,900 | 264,900 | 329,450 |
| June | 239,000 | 268,000 | 287,500 |
| July | 240,750 | 258,000 | 289,900 |
| August | 240,000 | 278,725 | 278,950 |
| September | 254,900 | 256,950 | 285,000 |
| October | 249,900 | 282,450 | 299,900 |
| November | 241,250 | 295,000 | 312,450 |
| December | 222,400 | 296,000 | 325,000 |



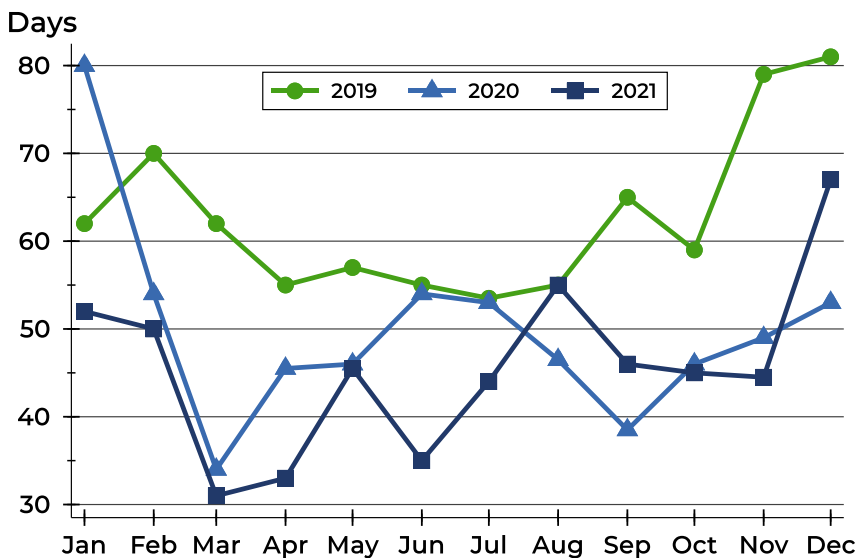
Pottawatomie County Active Listings Analysis

Average DOM



| Month | 2019 | 2020 | 2021 |
|-----------|------|------|-----------|
| January | 76 | 97 | 84 |
| February | 88 | 79 | 78 |
| March | 85 | 66 | 64 |
| April | 81 | 67 | 55 |
| May | 84 | 71 | 56 |
| June | 87 | 74 | 52 |
| July | 81 | 75 | 57 |
| August | 80 | 83 | 65 |
| September | 85 | 56 | 72 |
| October | 89 | 78 | 70 |
| November | 109 | 79 | 69 |
| December | 94 | 65 | 81 |

Median DOM

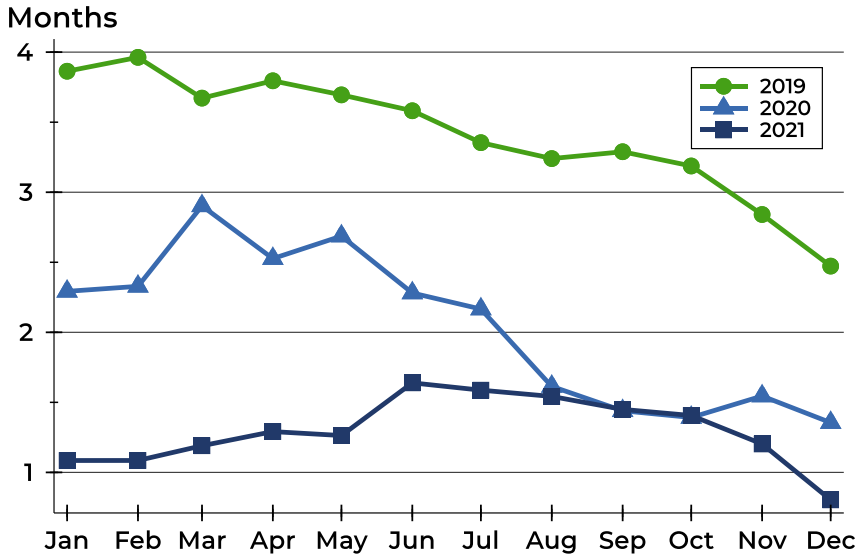


| Month | 2019 | 2020 | 2021 |
|-----------|------|------|-----------|
| January | 62 | 80 | 52 |
| February | 70 | 54 | 50 |
| March | 62 | 34 | 31 |
| April | 55 | 46 | 33 |
| May | 57 | 46 | 46 |
| June | 55 | 54 | 35 |
| July | 54 | 53 | 44 |
| August | 55 | 47 | 55 |
| September | 65 | 39 | 46 |
| October | 59 | 46 | 45 |
| November | 79 | 49 | 45 |
| December | 81 | 53 | 67 |



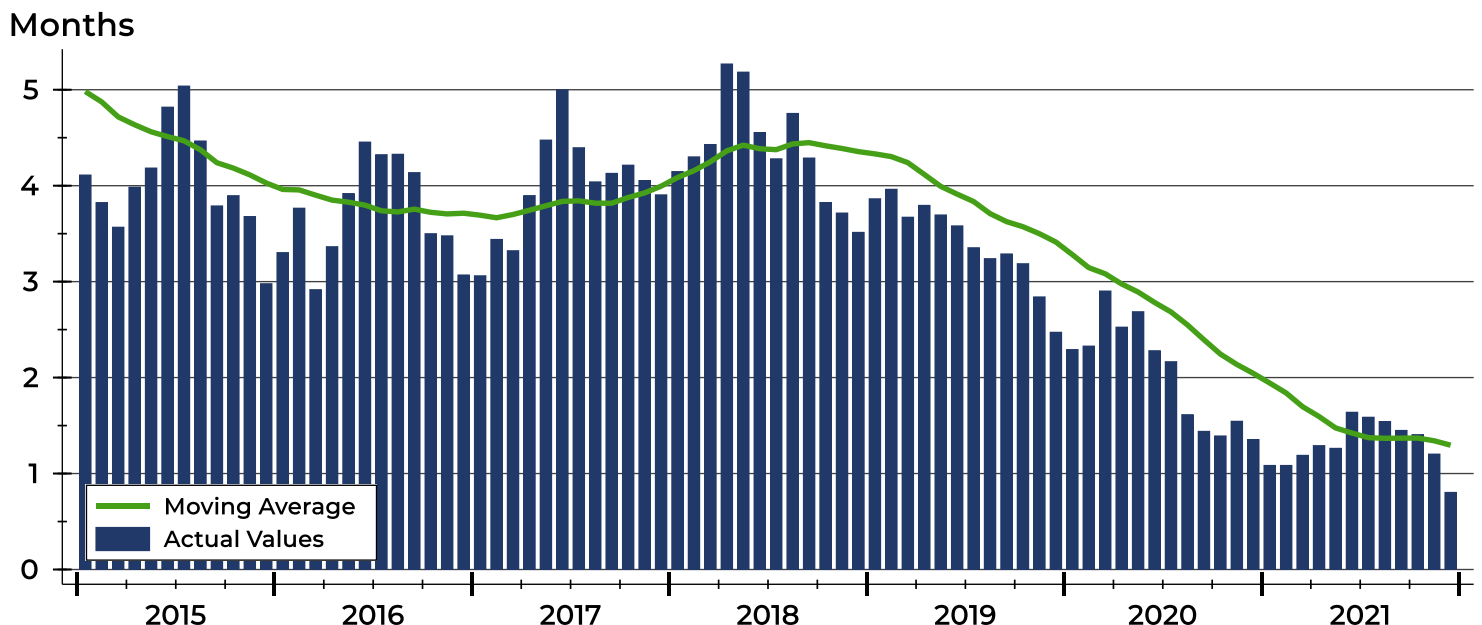
Pottawatomie County Months' Supply Analysis

Months' Supply by Month



| Month | 2019 | 2020 | 2021 |
|-----------|------|------|------|
| January | 3.9 | 2.3 | 1.1 |
| February | 4.0 | 2.3 | 1.1 |
| March | 3.7 | 2.9 | 1.2 |
| April | 3.8 | 2.5 | 1.3 |
| May | 3.7 | 2.7 | 1.3 |
| June | 3.6 | 2.3 | 1.6 |
| July | 3.4 | 2.2 | 1.6 |
| August | 3.2 | 1.6 | 1.5 |
| September | 3.3 | 1.4 | 1.4 |
| October | 3.2 | 1.4 | 1.4 |
| November | 2.8 | 1.5 | 1.2 |
| December | 2.5 | 1.4 | 0.8 |

History of Month's Supply





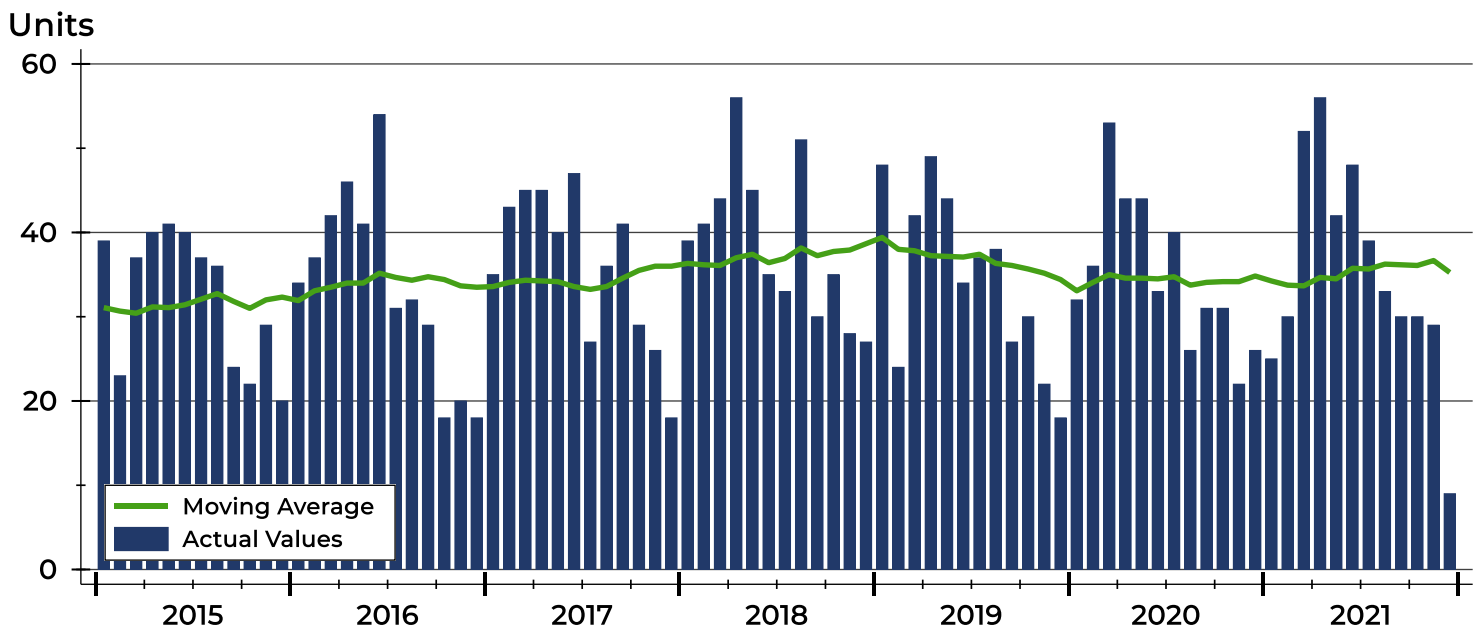
Pottawatomie County New Listings Analysis

| Summary Statistics for New Listings | | 2021 | December 2020 | Change |
|-------------------------------------|--------------------|----------------|---------------|--------|
| Current Month | New Listings | 9 | 26 | -65.4% |
| | Volume (1,000s) | 1,867 | 7,327 | -74.5% |
| | Average List Price | 207,394 | 281,819 | -26.4% |
| | Median List Price | 190,000 | 297,500 | -36.1% |
| Year-to-Date | New Listings | 423 | 418 | 1.2% |
| | Volume (1,000s) | 118,713 | 110,714 | 7.2% |
| | Average List Price | 280,646 | 264,866 | 6.0% |
| | Median List Price | 275,000 | 258,250 | 6.5% |

A total of 9 new listings were added in Pottawatomie County during December, down 65.4% from the same month in 2020. Year-to-date Pottawatomie County has seen 423 new listings.

The median list price of these homes was \$190,000 down from \$297,500 in 2020.

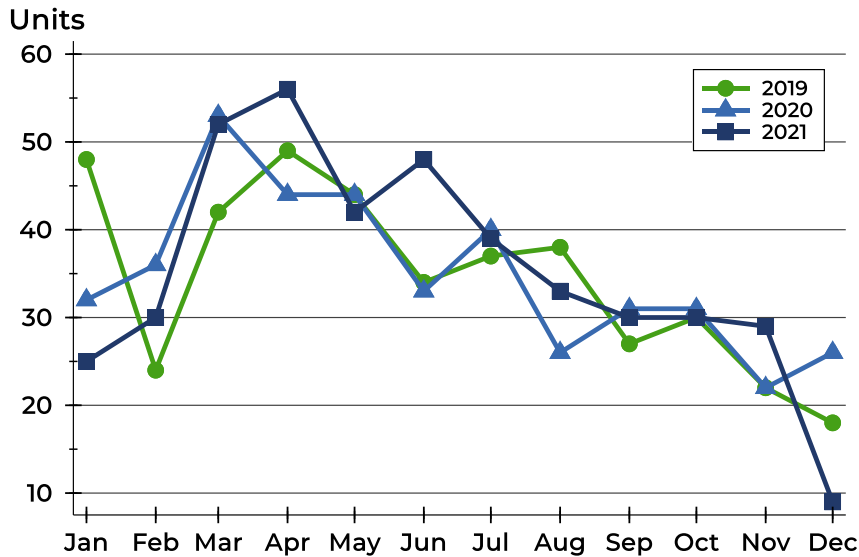
History of New Listings





Pottawatomie County New Listings Analysis

New Listings by Month



| Month | 2019 | 2020 | 2021 |
|-----------|------|------|------|
| January | 48 | 32 | 25 |
| February | 24 | 36 | 30 |
| March | 42 | 53 | 52 |
| April | 49 | 44 | 56 |
| May | 44 | 44 | 42 |
| June | 34 | 33 | 48 |
| July | 37 | 40 | 39 |
| August | 38 | 26 | 33 |
| September | 27 | 31 | 30 |
| October | 30 | 31 | 30 |
| November | 22 | 22 | 29 |
| December | 18 | 26 | 9 |

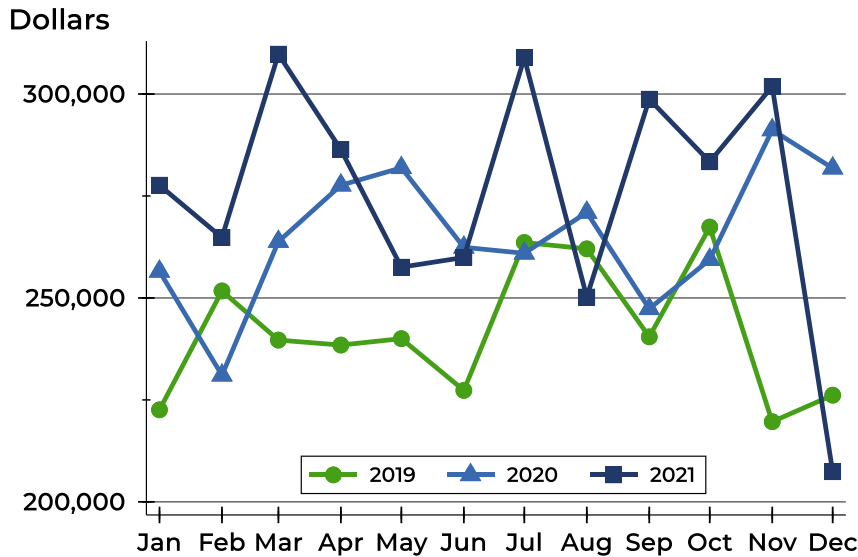
New Listings by Price Range

| 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 | 4 | 44.4% | 96,500 | 99,000 | 7 | 9 | 100.0% | 100.0% |
| \$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 | 11.1% | 190,000 | 190,000 | 7 | 7 | 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 | 1 | 11.1% | 255,000 | 255,000 | 12 | 12 | 100.0% | 100.0% |
| \$300,000-\$399,999 | 3 | 33.3% | 345,183 | 353,050 | 12 | 6 | 100.0% | 100.0% |
| \$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 |



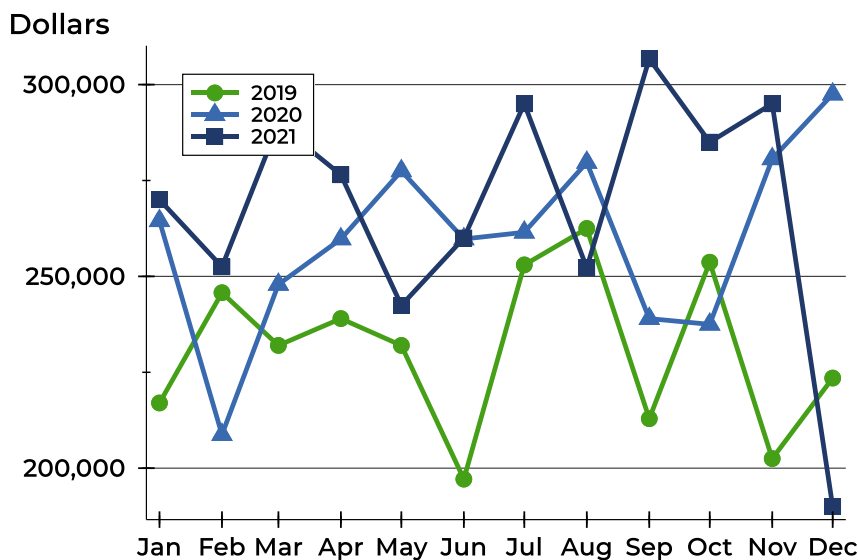
Pottawatomie County New Listings Analysis

Average Price



| Month | 2019 | 2020 | 2021 |
|-----------|---------|---------|----------------|
| January | 222,566 | 256,523 | 277,640 |
| February | 251,719 | 231,047 | 264,803 |
| March | 239,671 | 263,816 | 309,779 |
| April | 238,453 | 277,634 | 286,386 |
| May | 240,025 | 281,910 | 257,544 |
| June | 227,338 | 262,417 | 259,931 |
| July | 263,600 | 260,954 | 308,895 |
| August | 262,045 | 270,965 | 250,224 |
| September | 240,467 | 247,342 | 298,736 |
| October | 267,382 | 259,397 | 283,383 |
| November | 219,650 | 291,191 | 301,862 |
| December | 226,161 | 281,819 | 207,394 |

Median Price



| Month | 2019 | 2020 | 2021 |
|-----------|---------|---------|----------------|
| January | 217,000 | 264,500 | 270,000 |
| February | 245,750 | 208,750 | 252,500 |
| March | 232,000 | 247,900 | 289,700 |
| April | 239,000 | 259,750 | 276,500 |
| May | 232,000 | 277,500 | 242,450 |
| June | 197,150 | 259,750 | 260,000 |
| July | 253,000 | 261,500 | 295,000 |
| August | 262,500 | 279,700 | 252,250 |
| September | 212,900 | 239,000 | 306,725 |
| October | 253,700 | 237,500 | 285,000 |
| November | 202,500 | 280,635 | 295,000 |
| December | 223,500 | 297,500 | 190,000 |



Pottawatomie County Contracts Written Analysis

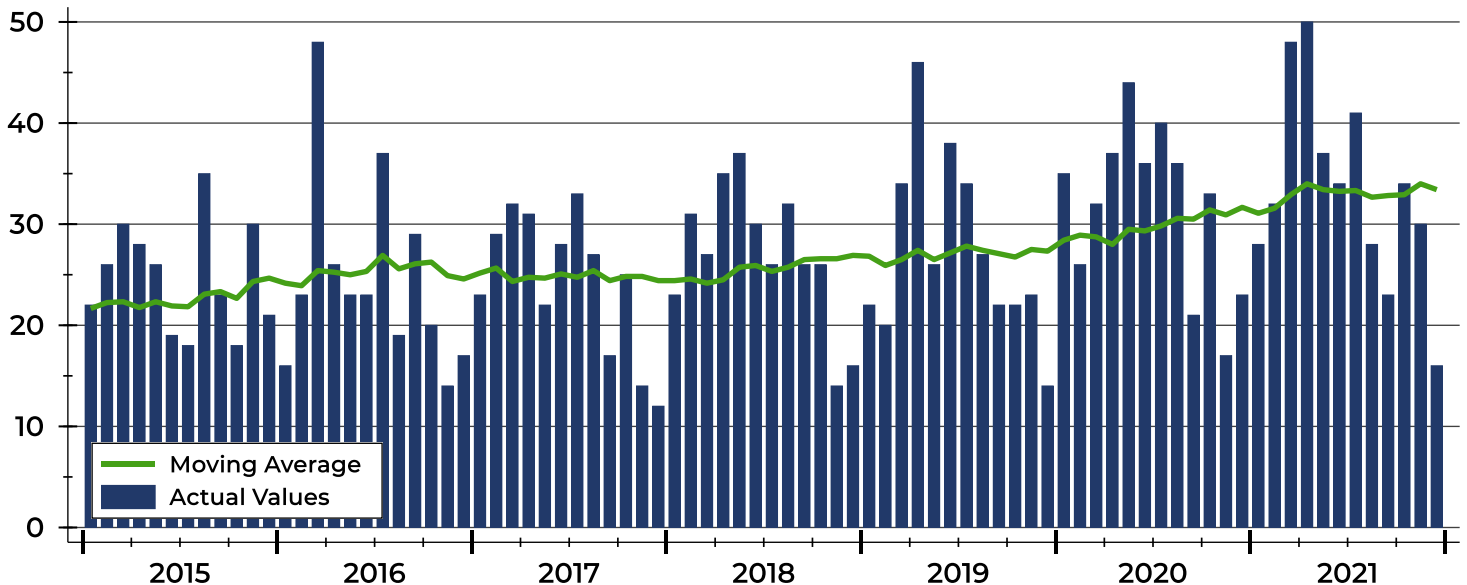
| Summary Statistics for Contracts Written | | December | | | Year-to-Date | | |
|--|---------------------|----------------|---------|--------|----------------|---------|--------|
| | | 2021 | 2020 | Change | 2021 | 2020 | Change |
| Contracts Written | | 16 | 23 | -30.4% | 401 | 380 | 5.5% |
| Volume (1,000s) | | 4,405 | 5,761 | -23.5% | 109,730 | 97,537 | 12.5% |
| Average | Sale Price | 275,297 | 250,496 | 9.9% | 273,641 | 256,677 | 6.6% |
| | Days on Market | 52 | 42 | 23.8% | 32 | 44 | -27.3% |
| | Percent of Original | 97.5% | 97.5% | 0.0% | 99.3% | 97.7% | 1.6% |
| Median | Sale Price | 264,450 | 265,000 | -0.2% | 270,000 | 253,900 | 6.3% |
| | Days on Market | 29 | 23 | 26.1% | 10 | 21 | -52.4% |
| | Percent of Original | 100.0% | 100.0% | 0.0% | 100.0% | 99.2% | 0.8% |

A total of 16 contracts for sale were written in Pottawatomie County during the month of December, down from 23 in 2020. The median list price of these homes was \$264,450, down from \$265,000 the prior year.

Half of the homes that went under contract in December were on the market less than 29 days, compared to 23 days in December 2020.

History of Contracts Written

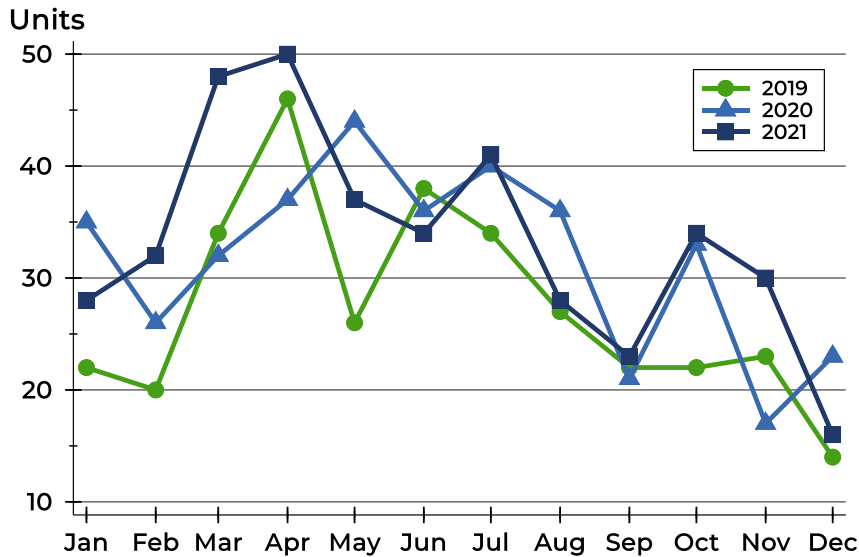
Units





Pottawatomie County Contracts Written Analysis

Contracts Written by Month



| Month | 2019 | 2020 | 2021 |
|-----------|------|------|-----------|
| January | 22 | 35 | 28 |
| February | 20 | 26 | 32 |
| March | 34 | 32 | 48 |
| April | 46 | 37 | 50 |
| May | 26 | 44 | 37 |
| June | 38 | 36 | 34 |
| July | 34 | 40 | 41 |
| August | 27 | 36 | 28 |
| September | 22 | 21 | 23 |
| October | 22 | 33 | 34 |
| November | 23 | 17 | 30 |
| December | 14 | 23 | 16 |

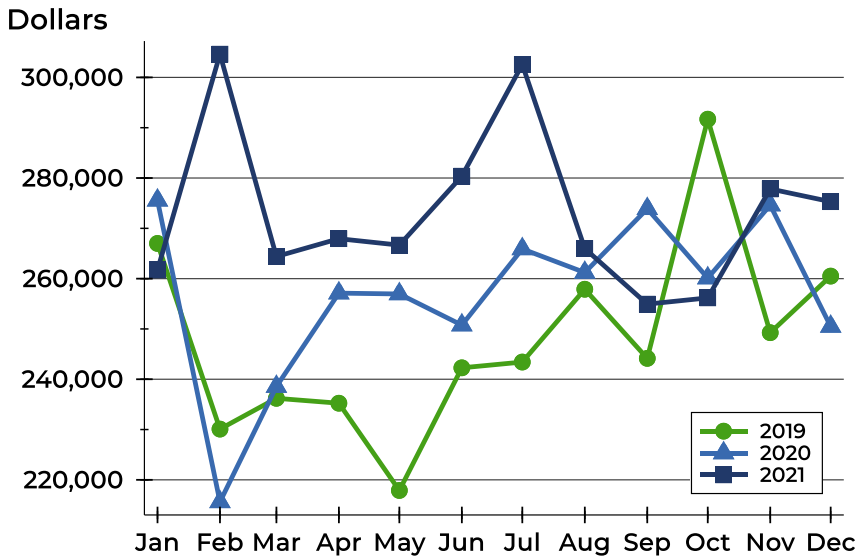
Contracts Written by Price Range

| 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 | 1 | 6.3% | 99,000 | 99,000 | 10 | 10 | 100.0% | 100.0% |
| \$100,000-\$124,999 | 1 | 6.3% | 110,000 | 110,000 | 169 | 169 | 79.2% | 79.2% |
| \$125,000-\$149,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A |
| \$150,000-\$174,999 | 3 | 18.8% | 150,000 | 150,000 | 53 | 62 | 96.9% | 100.0% |
| \$175,000-\$199,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A |
| \$200,000-\$249,999 | 3 | 18.8% | 243,667 | 243,000 | 30 | 24 | 100.0% | 100.0% |
| \$250,000-\$299,999 | 2 | 12.5% | 287,450 | 287,450 | 36 | 36 | 96.7% | 96.7% |
| \$300,000-\$399,999 | 4 | 25.0% | 368,738 | 366,000 | 33 | 14 | 99.0% | 99.1% |
| \$400,000-\$499,999 | 1 | 6.3% | 415,000 | 415,000 | 30 | 30 | 100.0% | 100.0% |
| \$500,000-\$749,999 | 1 | 6.3% | 549,900 | 549,900 | 164 | 164 | 100.0% | 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 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A |



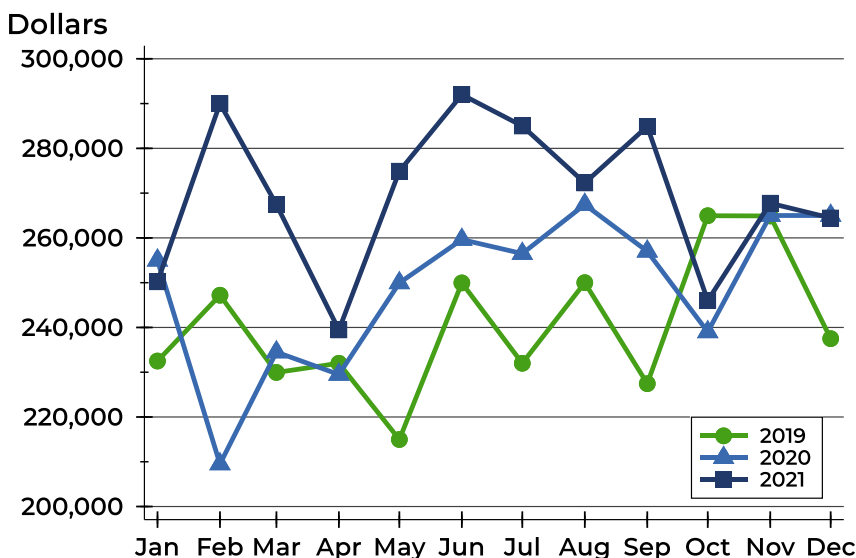
Pottawatomie County Contracts Written Analysis

Average Price



| Month | 2019 | 2020 | 2021 |
|-----------|---------|---------|----------------|
| January | 266,998 | 275,577 | 261,718 |
| February | 230,090 | 215,623 | 304,628 |
| March | 236,215 | 238,542 | 264,400 |
| April | 235,235 | 257,123 | 267,945 |
| May | 217,892 | 256,959 | 266,667 |
| June | 242,275 | 250,765 | 280,366 |
| July | 243,422 | 265,908 | 302,572 |
| August | 257,893 | 261,211 | 265,977 |
| September | 244,155 | 273,890 | 254,934 |
| October | 291,700 | 260,115 | 256,179 |
| November | 249,259 | 274,623 | 277,837 |
| December | 260,507 | 250,496 | 275,297 |

Median Price

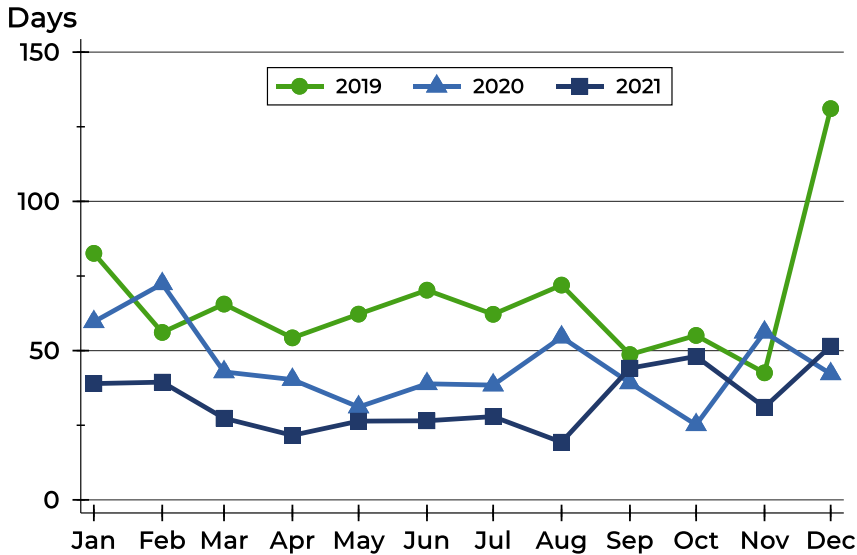


| Month | 2019 | 2020 | 2021 |
|-----------|---------|---------|----------------|
| January | 232,500 | 255,000 | 250,200 |
| February | 247,200 | 209,500 | 290,000 |
| March | 229,950 | 234,500 | 267,450 |
| April | 232,000 | 229,500 | 239,450 |
| May | 214,975 | 249,945 | 274,900 |
| June | 249,950 | 259,625 | 292,000 |
| July | 232,000 | 256,500 | 285,000 |
| August | 250,000 | 267,450 | 272,280 |
| September | 227,450 | 257,000 | 284,900 |
| October | 264,950 | 239,000 | 246,000 |
| November | 264,900 | 265,000 | 267,750 |
| December | 237,500 | 265,000 | 264,450 |



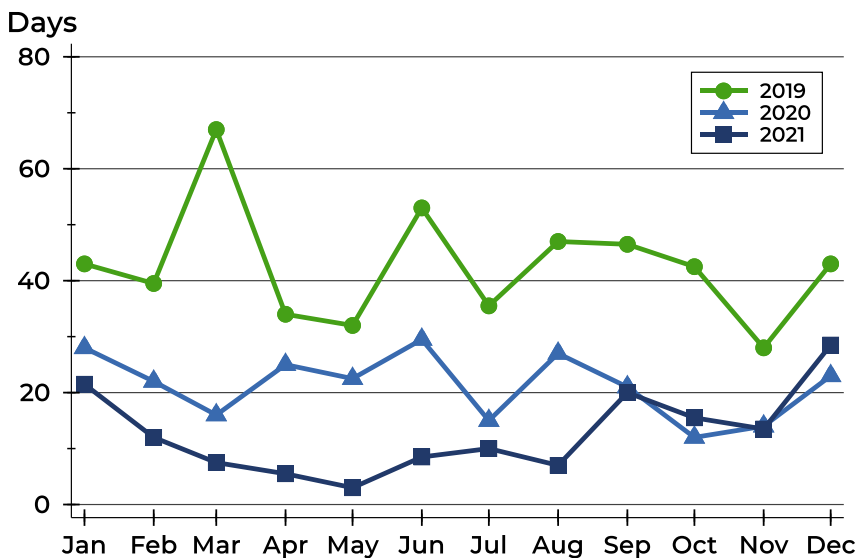
Pottawatomie County Contracts Written Analysis

Average DOM



| Month | 2019 | 2020 | 2021 |
|-----------|------|------|------|
| January | 83 | 60 | 39 |
| February | 56 | 72 | 39 |
| March | 66 | 43 | 27 |
| April | 54 | 40 | 22 |
| May | 62 | 31 | 26 |
| June | 70 | 39 | 27 |
| July | 62 | 38 | 28 |
| August | 72 | 55 | 19 |
| September | 49 | 39 | 44 |
| October | 55 | 25 | 48 |
| November | 43 | 56 | 31 |
| December | 131 | 42 | 52 |

Median DOM



| Month | 2019 | 2020 | 2021 |
|-----------|------|------|------|
| January | 43 | 28 | 22 |
| February | 40 | 22 | 12 |
| March | 67 | 16 | 8 |
| April | 34 | 25 | 6 |
| May | 32 | 23 | 3 |
| June | 53 | 30 | 9 |
| July | 36 | 15 | 10 |
| August | 47 | 27 | 7 |
| September | 47 | 21 | 20 |
| October | 43 | 12 | 16 |
| November | 28 | 14 | 14 |
| December | 43 | 23 | 29 |



Pottawatomie County Pending Contracts Analysis

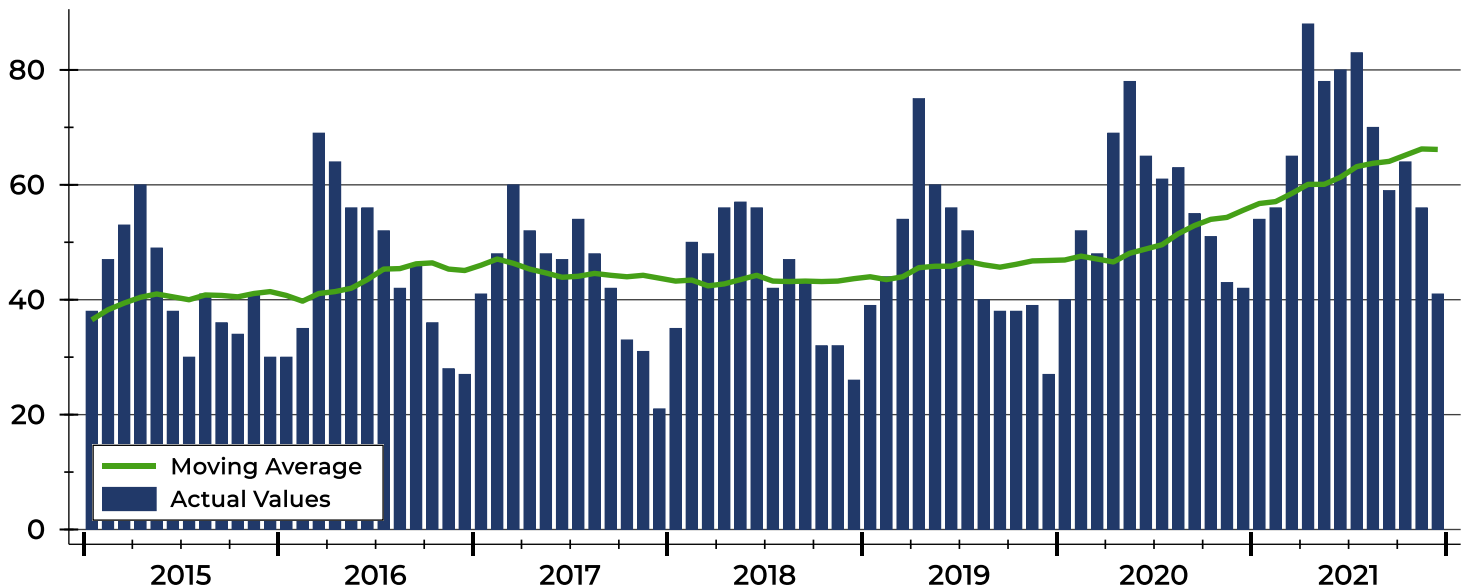
| Summary Statistics for Pending Contracts | | End of December | | |
|--|---------------------|-----------------|---------|--------|
| | | 2021 | 2020 | Change |
| Pending Contracts | | 41 | 42 | -2.4% |
| Volume (1,000s) | | 11,150 | 10,497 | 6.2% |
| Average | List Price | 271,958 | 249,923 | 8.8% |
| | Days on Market | 52 | 57 | -8.8% |
| | Percent of Original | 99.6% | 98.8% | 0.8% |
| Median | List Price | 279,900 | 252,500 | 10.9% |
| | Days on Market | 24 | 33 | -27.3% |
| | Percent of Original | 100.0% | 100.0% | 0.0% |

A total of 41 listings in Pottawatomie County had contracts pending at the end of December, down from 42 contracts pending at the end of December 2020.

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

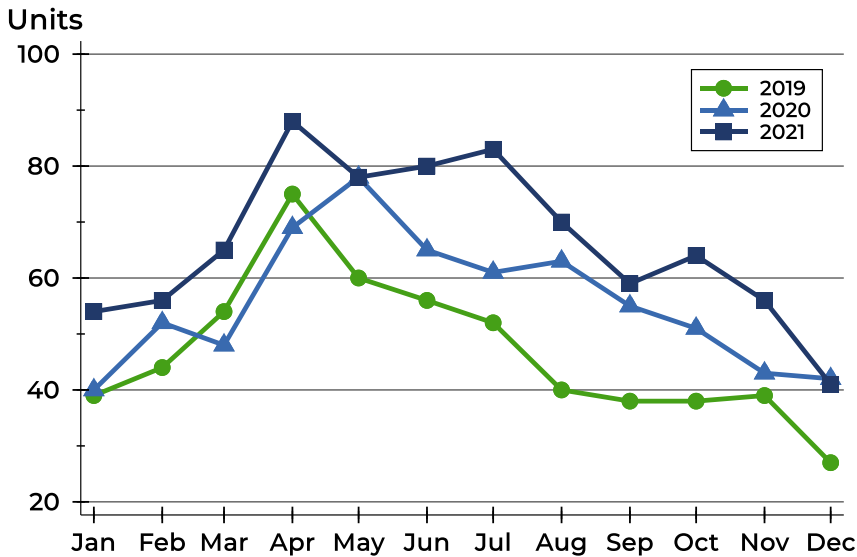
Units





Pottawatomie County Pending Contracts Analysis

Pending Contracts by Month



| Month | 2019 | 2020 | 2021 |
|-----------|------|------|-----------|
| January | 39 | 40 | 54 |
| February | 44 | 52 | 56 |
| March | 54 | 48 | 65 |
| April | 75 | 69 | 88 |
| May | 60 | 78 | 78 |
| June | 56 | 65 | 80 |
| July | 52 | 61 | 83 |
| August | 40 | 63 | 70 |
| September | 38 | 55 | 59 |
| October | 38 | 51 | 64 |
| November | 39 | 43 | 56 |
| December | 27 | 42 | 41 |

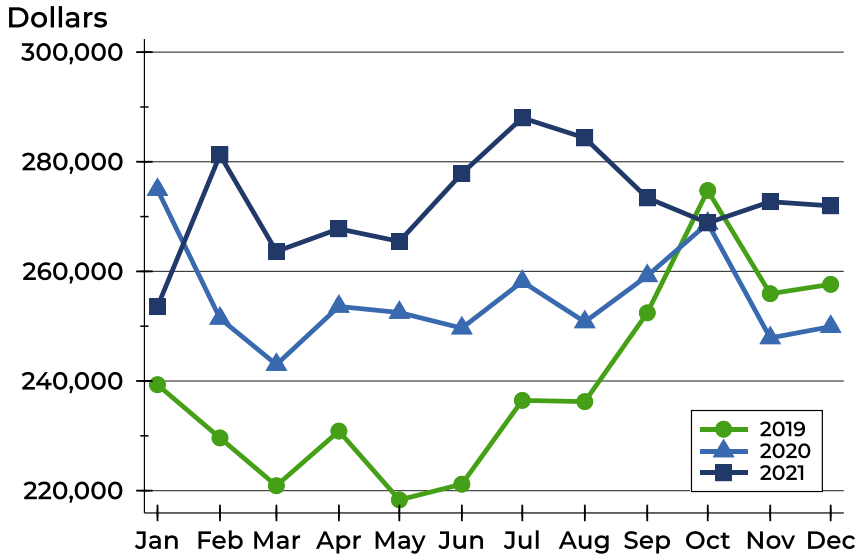
Pending Contracts by Price Range

| 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 | 1 | 2.4% | 48,600 | 48,600 | 466 | 466 | 100.0% | 100.0% |
| \$50,000-\$99,999 | 2 | 4.9% | 87,000 | 87,000 | 13 | 13 | 100.0% | 100.0% |
| \$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 | 4 | 9.8% | 152,750 | 152,500 | 69 | 48 | 97.3% | 100.0% |
| \$175,000-\$199,999 | 3 | 7.3% | 199,300 | 199,000 | 55 | 48 | 93.0% | 94.8% |
| \$200,000-\$249,999 | 8 | 19.5% | 240,975 | 239,950 | 24 | 24 | 99.6% | 100.0% |
| \$250,000-\$299,999 | 9 | 22.0% | 281,915 | 282,500 | 15 | 2 | 102.8% | 100.0% |
| \$300,000-\$399,999 | 11 | 26.8% | 353,077 | 362,000 | 60 | 30 | 99.6% | 100.0% |
| \$400,000-\$499,999 | 2 | 4.9% | 410,000 | 410,000 | 25 | 25 | 100.0% | 100.0% |
| \$500,000-\$749,999 | 1 | 2.4% | 549,900 | 549,900 | 164 | 164 | 100.0% | 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 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A |



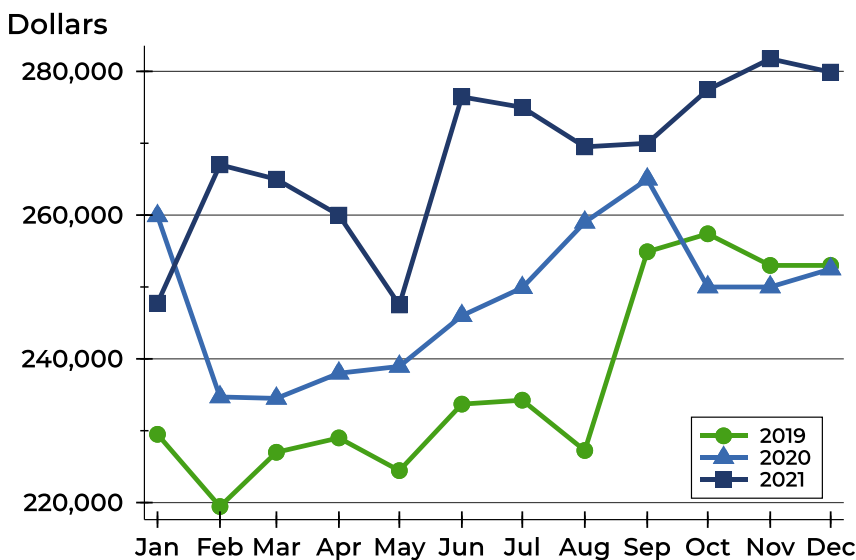
Pottawatomie County Pending Contracts Analysis

Average Price



| Month | 2019 | 2020 | 2021 |
|------------------|---------|---------|----------------|
| January | 239,327 | 274,908 | 253,565 |
| February | 229,622 | 251,427 | 281,241 |
| March | 220,896 | 242,995 | 263,641 |
| April | 230,873 | 253,607 | 267,766 |
| May | 218,317 | 252,496 | 265,473 |
| June | 221,186 | 249,649 | 277,862 |
| July | 236,469 | 258,138 | 288,006 |
| August | 236,240 | 250,781 | 284,350 |
| September | 252,437 | 259,189 | 273,403 |
| October | 274,761 | 268,773 | 268,839 |
| November | 255,927 | 247,860 | 272,718 |
| December | 257,641 | 249,923 | 271,958 |

Median Price

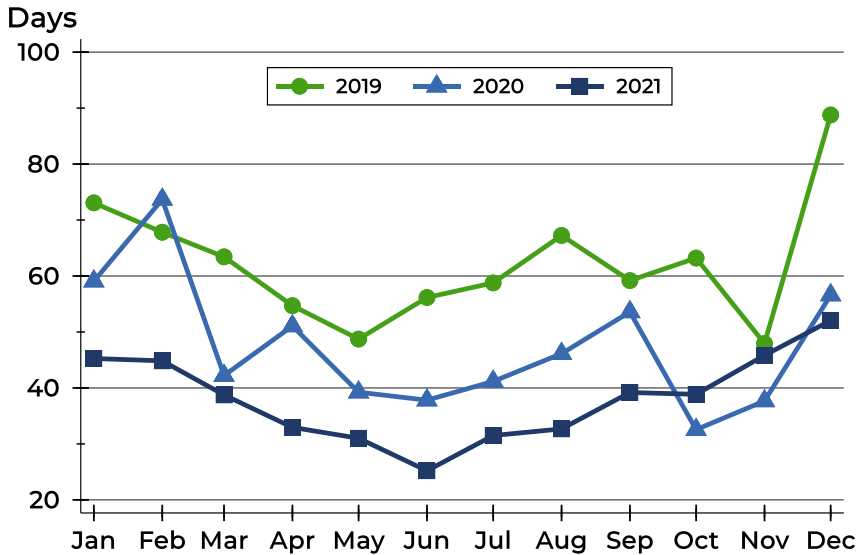


| Month | 2019 | 2020 | 2021 |
|------------------|---------|---------|----------------|
| January | 229,500 | 259,900 | 247,750 |
| February | 219,450 | 234,700 | 267,000 |
| March | 227,000 | 234,500 | 265,000 |
| April | 229,000 | 238,000 | 260,000 |
| May | 224,450 | 238,950 | 247,500 |
| June | 233,700 | 246,000 | 276,450 |
| July | 234,250 | 249,900 | 275,000 |
| August | 227,250 | 259,000 | 269,500 |
| September | 254,900 | 265,000 | 270,000 |
| October | 257,400 | 250,000 | 277,450 |
| November | 253,000 | 250,000 | 281,750 |
| December | 253,000 | 252,500 | 279,900 |



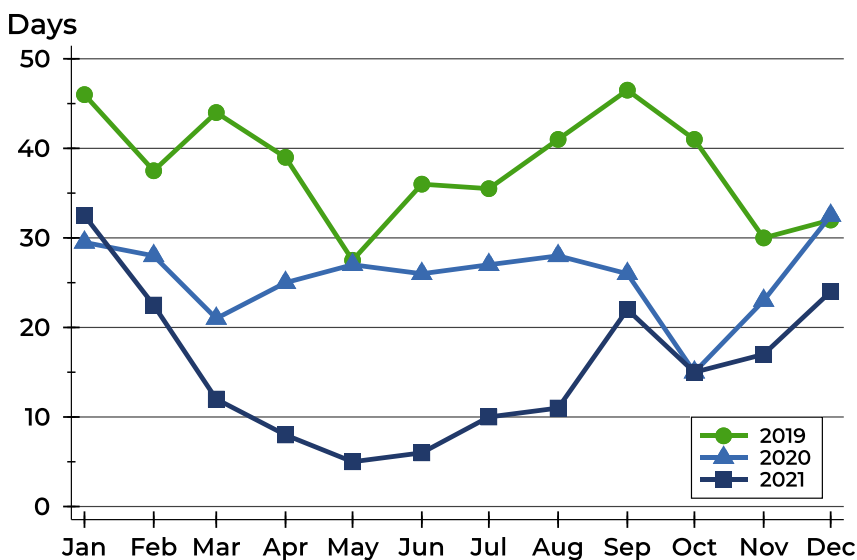
Pottawatomie County Pending Contracts Analysis

Average DOM



| Month | 2019 | 2020 | 2021 |
|-----------|------|------|------|
| January | 73 | 59 | 45 |
| February | 68 | 74 | 45 |
| March | 63 | 42 | 39 |
| April | 55 | 51 | 33 |
| May | 49 | 39 | 31 |
| June | 56 | 38 | 25 |
| July | 59 | 41 | 31 |
| August | 67 | 46 | 33 |
| September | 59 | 54 | 39 |
| October | 63 | 33 | 39 |
| November | 48 | 38 | 46 |
| December | 89 | 57 | 52 |

Median DOM



| Month | 2019 | 2020 | 2021 |
|-----------|------|------|------|
| January | 46 | 30 | 33 |
| February | 38 | 28 | 23 |
| March | 44 | 21 | 12 |
| April | 39 | 25 | 8 |
| May | 28 | 27 | 5 |
| June | 36 | 26 | 6 |
| July | 36 | 27 | 10 |
| August | 41 | 28 | 11 |
| September | 47 | 26 | 22 |
| October | 41 | 15 | 15 |
| November | 30 | 23 | 17 |
| December | 32 | 33 | 24 |