



**December
2023**

Flint Hills MLS Statistics



**FLINT HILLS
ASSOCIATION
OF REALTORS®**

Pottawatomie County Housing Report



Market Overview

Pottawatomie County Home Sales Fell in December

Total home sales in Pottawatomie County fell last month to 16 units, compared to 20 units in December 2022. Total sales volume was \$5.2 million, down from a year earlier.

The median sale price in December was \$259,703, down from \$337,500 a year earlier. Homes that sold in December were typically on the market for 47 days and sold for 97.3% 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 43 units, down from 52 at the same point in 2022. This represents a 1.8 months' supply of homes available for sale. The median list price of homes on the market at the end of December was \$324,900.

During December, a total of 17 contracts were written up from 15 in December 2022. At the end of the month, there were 27 contracts still pending.

Report Contents

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

Contact Information

Margaret Pendleton, Association Executive
 Flint Hills Association of REALTORS®
 205 S. Seth Child Road
 Manhattan, KS 66502
 785-776-1203
ae@flinthillsrealtors.net
www.flinthillsrealtors.net



Pottawatomie County Summary Statistics

| December MLS Statistics Three-year History | | Current Month | | | Year-to-Date | | |
|---|------------------------------|----------------|----------------|----------------|----------------|----------------|----------------|
| | | 2023 | 2022 | 2021 | 2023 | 2022 | 2021 |
| Home Sales | | 16 | 20 | 30 | 287 | 334 | 404 |
| Change from prior year | | -20.0% | -33.3% | 20.0% | -14.1% | -17.3% | 11.3% |
| Active Listings | | 43 | 52 | 27 | N/A | N/A | N/A |
| Change from prior year | | -17.3% | 92.6% | -34.1% | | | |
| Months' Supply | | 1.8 | 1.9 | 0.8 | N/A | N/A | N/A |
| Change from prior year | | -5.3% | 137.5% | -42.9% | | | |
| New Listings | | 11 | 12 | 11 | 348 | 409 | 426 |
| Change from prior year | | -8.3% | 9.1% | -57.7% | -14.9% | -4.0% | 1.9% |
| Contracts Written | | 17 | 15 | 19 | 288 | 321 | 405 |
| Change from prior year | | 13.3% | -21.1% | -17.4% | -10.3% | -20.7% | 6.6% |
| Pending Contracts | | 27 | 30 | 42 | N/A | N/A | N/A |
| Change from prior year | | -10.0% | -28.6% | 0.0% | | | |
| Sales Volume (1,000s) | | 5,161 | 6,319 | 7,960 | 91,996 | 103,913 | 110,355 |
| Change from prior year | | -18.3% | -20.6% | 25.3% | -11.5% | -5.8% | 19.8% |
| Average | Sale Price | 322,588 | 315,935 | 265,343 | 320,543 | 311,118 | 273,157 |
| | Change from prior year | 2.1% | 19.1% | 4.4% | 3.0% | 13.9% | 7.6% |
| | List Price of Actives | 386,226 | 340,103 | 298,563 | N/A | N/A | N/A |
| | Change from prior year | 13.6% | 13.9% | -0.5% | | | |
| | Days on Market | 56 | 73 | 55 | 45 | 28 | 34 |
| Change from prior year | -23.3% | 32.7% | 57.1% | 60.7% | -17.6% | -26.1% | |
| Percent of List | 96.4% | 100.2% | 98.7% | 98.7% | 100.1% | 100.1% | |
| Change from prior year | -3.8% | 1.5% | 1.4% | -1.4% | 0.0% | 1.1% | |
| Percent of Original | 94.6% | 97.5% | 97.3% | 96.8% | 99.4% | 99.2% | |
| Change from prior year | -3.0% | 0.2% | 1.2% | -2.6% | 0.2% | 1.5% | |
| Median | Sale Price | 259,703 | 337,500 | 278,500 | 325,000 | 310,000 | 270,000 |
| | Change from prior year | -23.1% | 21.2% | 7.7% | 4.8% | 14.8% | 8.0% |
| | List Price of Actives | 324,900 | 334,500 | 325,000 | N/A | N/A | N/A |
| | Change from prior year | -2.9% | 2.9% | 9.8% | | | |
| | Days on Market | 47 | 41 | 24 | 18 | 9 | 10 |
| Change from prior year | 14.6% | 70.8% | -14.3% | 100.0% | -10.0% | -54.5% | |
| Percent of List | 97.3% | 100.0% | 99.6% | 100.0% | 100.0% | 100.0% | |
| Change from prior year | -2.7% | 0.4% | -0.4% | 0.0% | 0.0% | 0.1% | |
| Percent of Original | 95.6% | 99.0% | 98.6% | 98.6% | 100.0% | 100.0% | |
| Change from prior year | -3.4% | 0.4% | -1.4% | -1.4% | 0.0% | 0.9% | |

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



Pottawatomie County Closed Listings Analysis

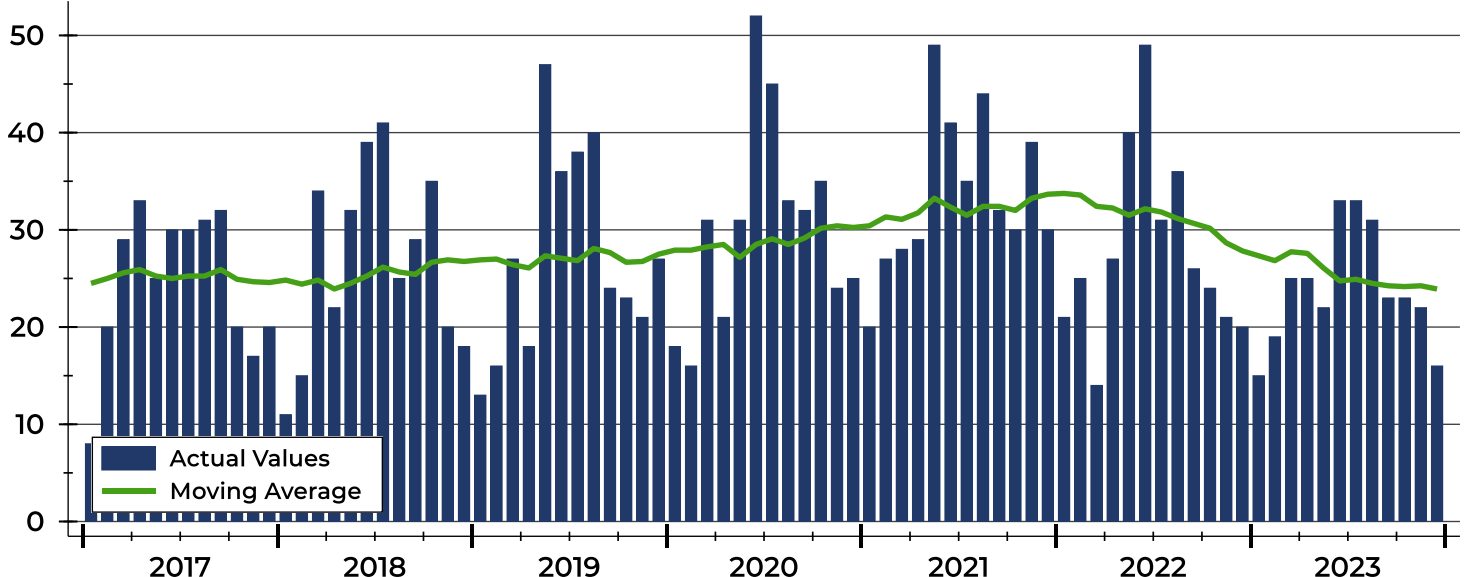
| Summary Statistics for Closed Listings | | December | | | Year-to-Date | | |
|--|---------------------|----------------|---------|--------|----------------|---------|--------|
| | | 2023 | 2022 | Change | 2023 | 2022 | Change |
| Closed Listings | | 16 | 20 | -20.0% | 287 | 334 | -14.1% |
| Volume (1,000s) | | 5,161 | 6,319 | -18.3% | 91,996 | 103,913 | -11.5% |
| Months' Supply | | 1.8 | 1.9 | -5.3% | N/A | N/A | N/A |
| Average | Sale Price | 322,588 | 315,935 | 2.1% | 320,543 | 311,118 | 3.0% |
| | Days on Market | 56 | 73 | -23.3% | 45 | 28 | 60.7% |
| | Percent of List | 96.4% | 100.2% | -3.8% | 98.7% | 100.1% | -1.4% |
| | Percent of Original | 94.6% | 97.5% | -3.0% | 96.8% | 99.4% | -2.6% |
| Median | Sale Price | 259,703 | 337,500 | -23.1% | 325,000 | 310,000 | 4.8% |
| | Days on Market | 47 | 41 | 14.6% | 18 | 9 | 100.0% |
| | Percent of List | 97.3% | 100.0% | -2.7% | 100.0% | 100.0% | 0.0% |
| | Percent of Original | 95.6% | 99.0% | -3.4% | 98.6% | 100.0% | -1.4% |

A total of 16 homes sold in Pottawatomie County in December, down from 20 units in December 2022. Total sales volume fell to \$5.2 million compared to \$6.3 million in the previous year.

The median sales price in December was \$259,703, down 23.1% compared to the prior year. Median days on market was 47 days, up from 17 days in November, and up from 41 in December 2022.

History of Closed Listings

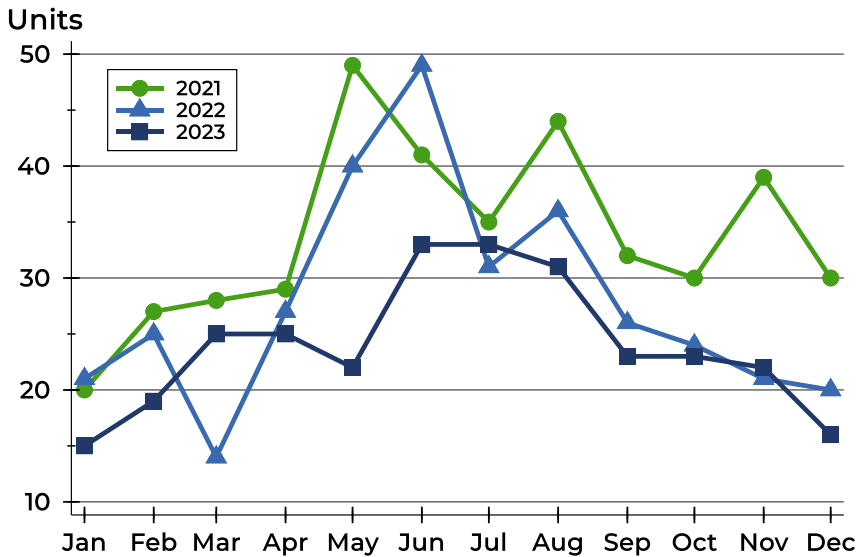
Units





Pottawatomie County Closed Listings Analysis

Closed Listings by Month



| Month | 2021 | 2022 | 2023 |
|-----------|------|------|------|
| January | 20 | 21 | 15 |
| February | 27 | 25 | 19 |
| March | 28 | 14 | 25 |
| April | 29 | 27 | 25 |
| May | 49 | 40 | 22 |
| June | 41 | 49 | 33 |
| July | 35 | 31 | 33 |
| August | 44 | 36 | 31 |
| September | 32 | 26 | 23 |
| October | 30 | 24 | 23 |
| November | 39 | 21 | 22 |
| December | 30 | 20 | 16 |

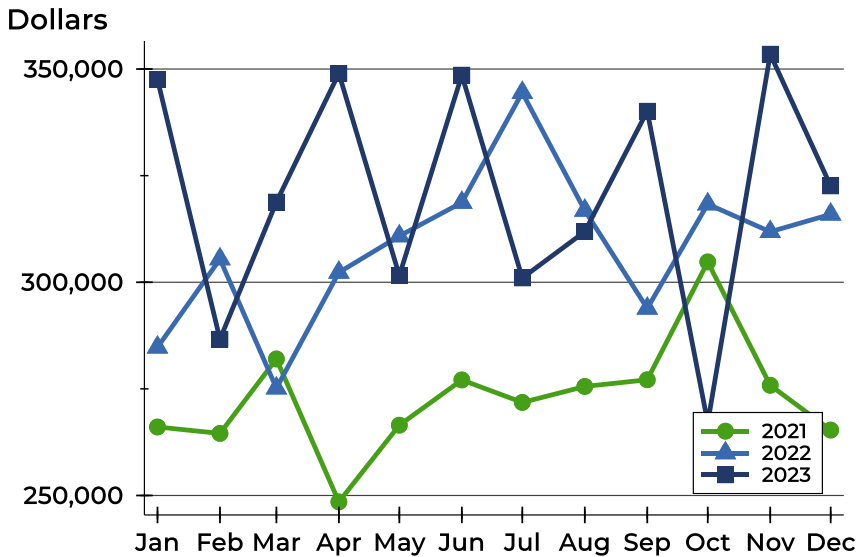
Closed Listings by Price Range

| 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 | 1 | 6.3% | 0.0 | 80,000 | 80,000 | 98 | 98 | 88.9% | 88.9% | 88.9% | 88.9% |
| \$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 | 2 | 12.5% | 2.0 | 194,000 | 194,000 | 18 | 18 | 98.2% | 98.2% | 98.2% | 98.2% |
| \$200,000-\$249,999 | 4 | 25.0% | 2.2 | 226,750 | 222,500 | 40 | 37 | 94.1% | 93.4% | 93.2% | 92.9% |
| \$250,000-\$299,999 | 2 | 12.5% | 1.3 | 259,703 | 259,703 | 13 | 13 | 100.2% | 100.2% | 96.5% | 96.5% |
| \$300,000-\$399,999 | 3 | 18.8% | 1.1 | 359,667 | 360,000 | 89 | 74 | 97.3% | 97.1% | 92.6% | 90.4% |
| \$400,000-\$499,999 | 1 | 6.3% | 2.4 | 419,000 | 419,000 | 8 | 8 | 98.1% | 98.1% | 98.1% | 98.1% |
| \$500,000-\$749,999 | 3 | 18.8% | 1.8 | 589,667 | 585,000 | 101 | 61 | 96.9% | 97.5% | 95.6% | 95.1% |
| \$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 |



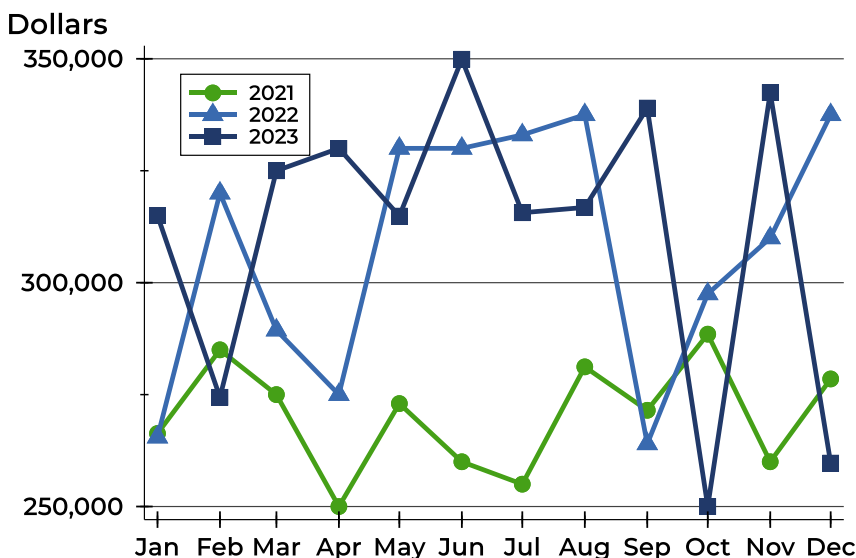
Pottawatomie County Closed Listings Analysis

Average Price



| Month | 2021 | 2022 | 2023 |
|------------------|---------|---------|----------------|
| January | 266,064 | 284,752 | 347,548 |
| February | 264,562 | 305,443 | 286,647 |
| March | 282,018 | 275,167 | 318,804 |
| April | 248,504 | 302,308 | 348,976 |
| May | 266,490 | 310,831 | 301,576 |
| June | 277,099 | 318,706 | 348,576 |
| July | 271,821 | 344,468 | 301,005 |
| August | 275,567 | 316,847 | 311,874 |
| September | 277,140 | 293,881 | 340,115 |
| October | 304,775 | 318,325 | 267,050 |
| November | 275,848 | 311,843 | 353,491 |
| December | 265,343 | 315,935 | 322,588 |

Median Price

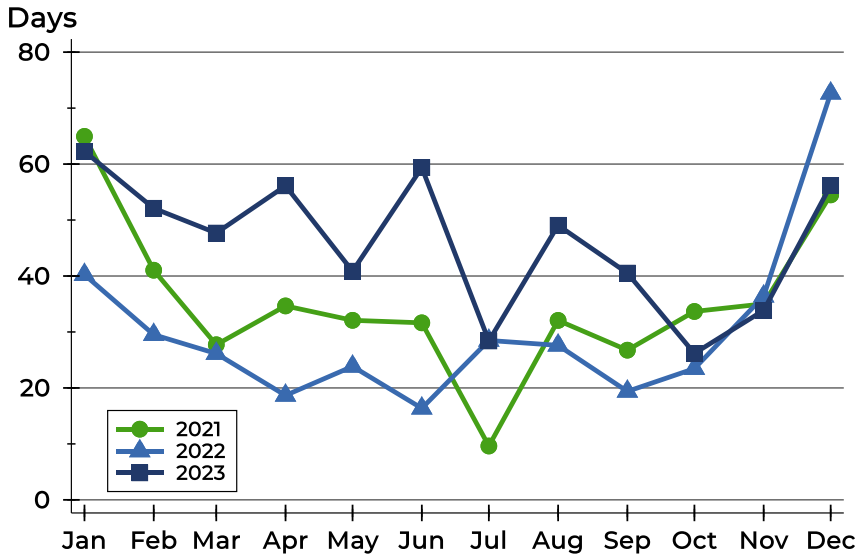


| Month | 2021 | 2022 | 2023 |
|------------------|---------|---------|----------------|
| January | 266,314 | 265,500 | 315,000 |
| February | 285,000 | 320,000 | 274,400 |
| March | 275,000 | 289,400 | 325,000 |
| April | 250,000 | 275,000 | 330,000 |
| May | 273,000 | 330,000 | 314,875 |
| June | 260,000 | 330,000 | 349,900 |
| July | 255,000 | 333,000 | 315,626 |
| August | 281,200 | 337,500 | 316,806 |
| September | 271,500 | 264,000 | 339,000 |
| October | 288,500 | 297,500 | 250,000 |
| November | 260,000 | 310,000 | 342,450 |
| December | 278,500 | 337,500 | 259,703 |



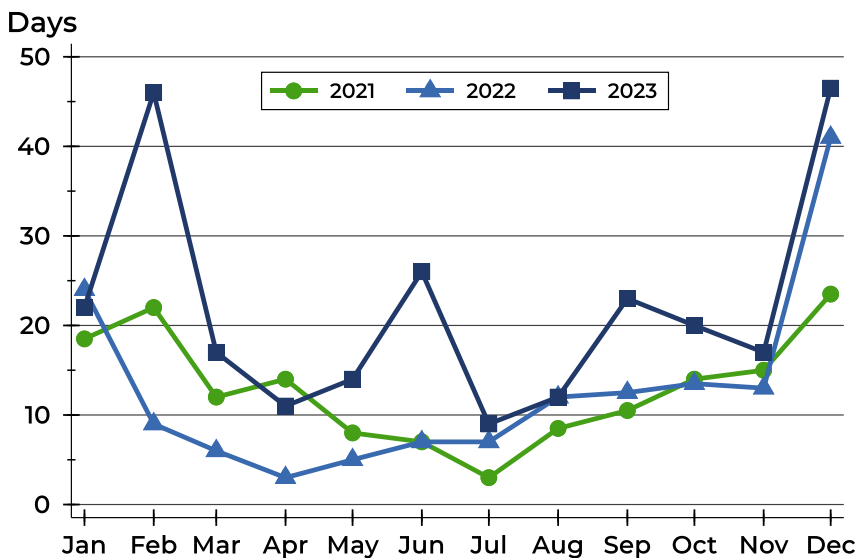
Pottawatomie County Closed Listings Analysis

Average DOM



| Month | 2021 | 2022 | 2023 |
|-----------|------|------|-----------|
| January | 65 | 40 | 62 |
| February | 41 | 30 | 52 |
| March | 28 | 26 | 48 |
| April | 35 | 19 | 56 |
| May | 32 | 24 | 41 |
| June | 32 | 16 | 59 |
| July | 10 | 28 | 28 |
| August | 32 | 28 | 49 |
| September | 27 | 19 | 41 |
| October | 34 | 23 | 26 |
| November | 35 | 36 | 34 |
| December | 55 | 73 | 56 |

Median DOM



| Month | 2021 | 2022 | 2023 |
|-----------|------|------|-----------|
| January | 19 | 24 | 22 |
| February | 22 | 9 | 46 |
| March | 12 | 6 | 17 |
| April | 14 | 3 | 11 |
| May | 8 | 5 | 14 |
| June | 7 | 7 | 26 |
| July | 3 | 7 | 9 |
| August | 9 | 12 | 12 |
| September | 11 | 13 | 23 |
| October | 14 | 14 | 20 |
| November | 15 | 13 | 17 |
| December | 24 | 41 | 47 |



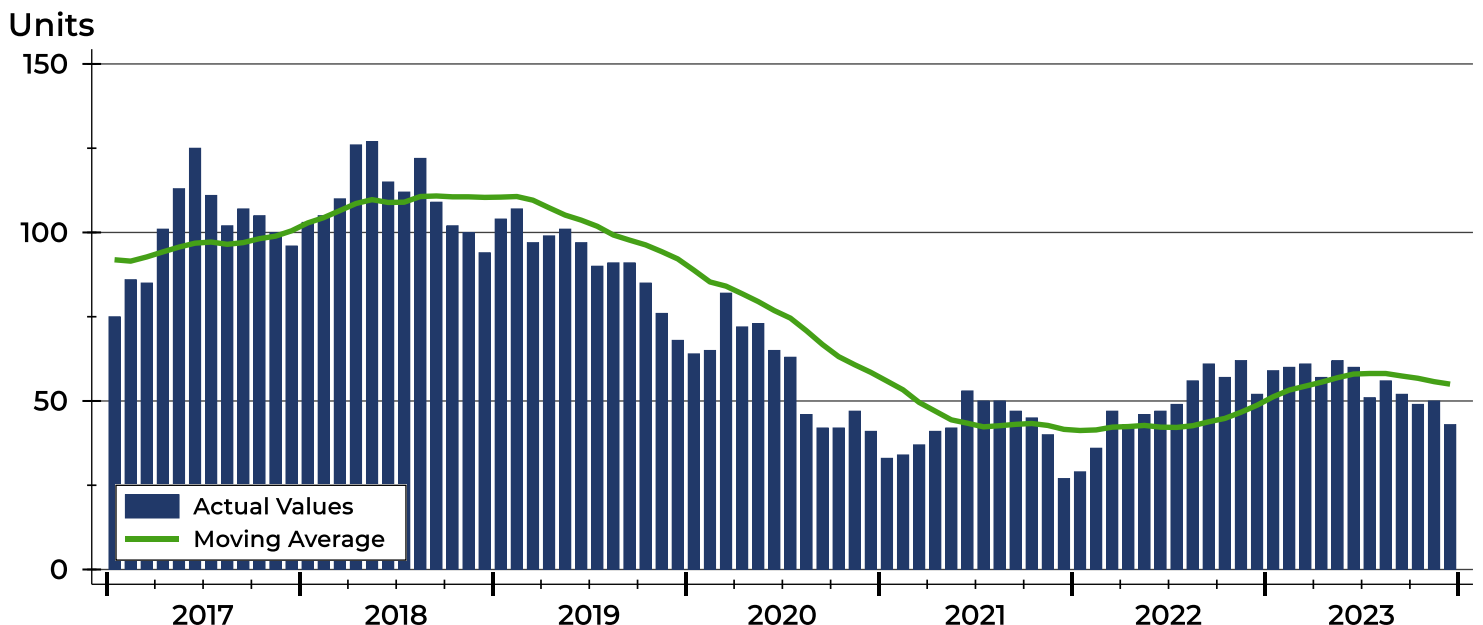
Pottawatomie County Active Listings Analysis

| Summary Statistics for Active Listings | | 2023 | 2022 | Change |
|--|---------------------|----------------|---------|--------|
| Active Listings | | 43 | 52 | -17.3% |
| Volume (1,000s) | | 16,608 | 17,685 | -6.1% |
| Months' Supply | | 1.8 | 1.9 | -5.3% |
| Average | List Price | 386,226 | 340,103 | 13.6% |
| | Days on Market | 79 | 76 | 3.9% |
| | Percent of Original | 98.2% | 99.0% | -0.8% |
| Median | List Price | 324,900 | 334,500 | -2.9% |
| | Days on Market | 60 | 59 | 1.7% |
| | Percent of Original | 100.0% | 100.0% | 0.0% |

A total of 43 homes were available for sale in Pottawatomie County at the end of December. This represents a 1.8 months' supply of active listings.

The median list price of homes on the market at the end of December was \$324,900, down 2.9% from 2022. The typical time on market for active listings was 60 days, up from 59 days a year earlier.

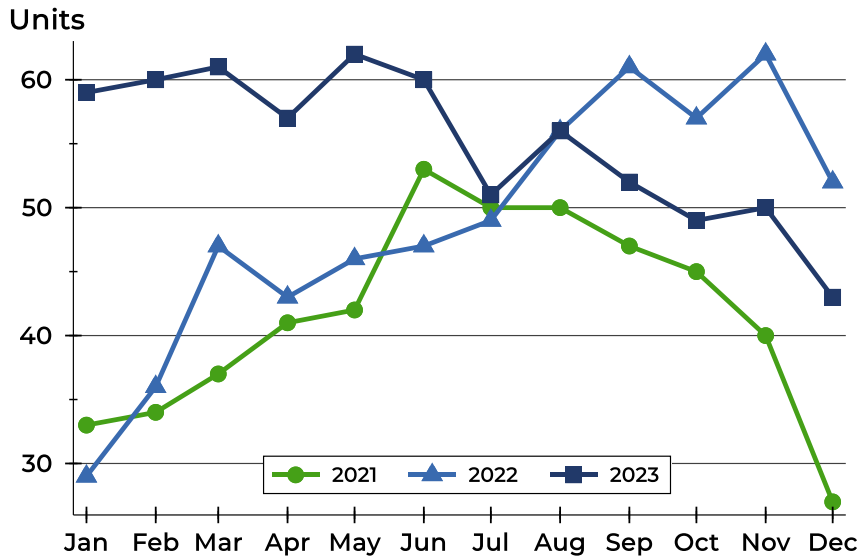
History of Active Listings





Pottawatomie County Active Listings Analysis

Active Listings by Month



| Month | 2021 | 2022 | 2023 |
|-----------|------|------|------|
| January | 33 | 29 | 59 |
| February | 34 | 36 | 60 |
| March | 37 | 47 | 61 |
| April | 41 | 43 | 57 |
| May | 42 | 46 | 62 |
| June | 53 | 47 | 60 |
| July | 50 | 49 | 51 |
| August | 50 | 56 | 56 |
| September | 47 | 61 | 52 |
| October | 45 | 57 | 49 |
| November | 40 | 62 | 50 |
| December | 27 | 52 | 43 |

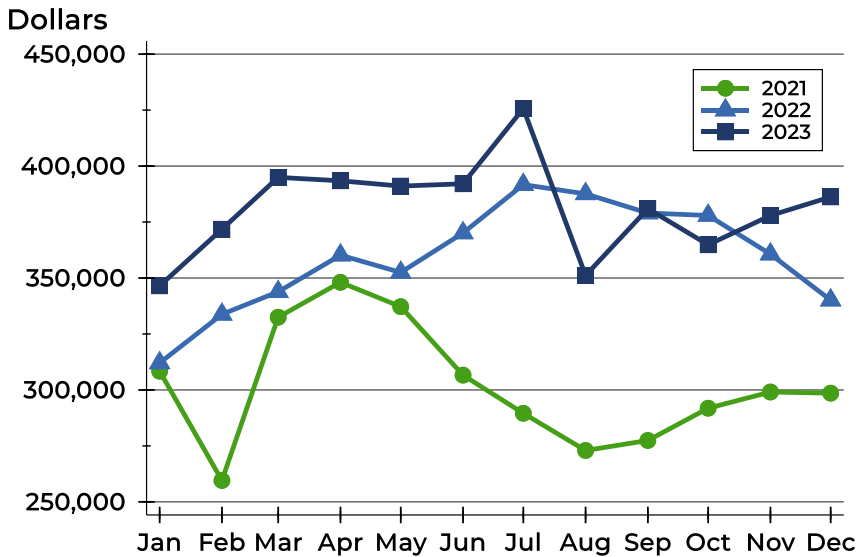
Active Listings by Price Range

| 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 | 3 | 7.0% | N/A | 130,000 | 130,000 | 19 | 21 | 100.0% | 100.0% |
| \$150,000-\$174,999 | 4 | 9.3% | N/A | 165,700 | 163,950 | 75 | 66 | 98.5% | 100.0% |
| \$175,000-\$199,999 | 2 | 4.7% | 2.0 | 196,950 | 196,950 | 43 | 43 | 95.2% | 95.2% |
| \$200,000-\$249,999 | 6 | 14.0% | 2.2 | 222,750 | 218,500 | 68 | 51 | 98.7% | 100.0% |
| \$250,000-\$299,999 | 5 | 11.6% | 1.3 | 280,980 | 287,000 | 128 | 82 | 98.6% | 99.3% |
| \$300,000-\$399,999 | 10 | 23.3% | 1.1 | 362,760 | 364,950 | 86 | 67 | 99.1% | 100.0% |
| \$400,000-\$499,999 | 6 | 14.0% | 2.4 | 445,500 | 447,500 | 75 | 50 | 96.1% | 96.1% |
| \$500,000-\$749,999 | 4 | 9.3% | 1.8 | 622,500 | 620,000 | 110 | 111 | 96.1% | 98.3% |
| \$750,000-\$999,999 | 2 | 4.7% | N/A | 864,500 | 864,500 | 58 | 58 | 100.0% | 100.0% |
| \$1,000,000 and up | 1 | 2.3% | N/A | 1,900,000 | 1,900,000 | 60 | 60 | 100.0% | 100.0% |



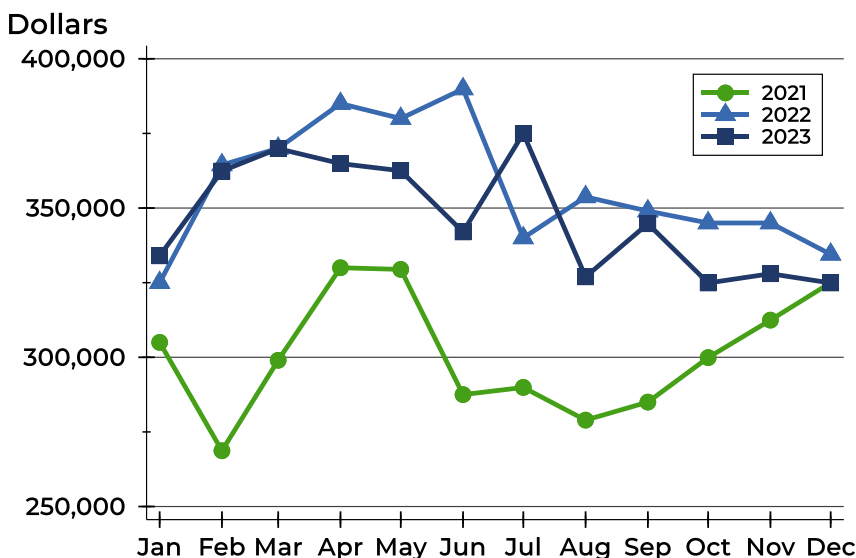
Pottawatomie County Active Listings Analysis

Average Price



| Month | 2021 | 2022 | 2023 |
|------------------|---------|---------|----------------|
| January | 308,385 | 312,066 | 346,498 |
| February | 259,565 | 333,767 | 371,789 |
| March | 332,489 | 343,857 | 394,956 |
| April | 348,095 | 360,213 | 393,429 |
| May | 337,200 | 352,492 | 391,065 |
| June | 306,614 | 370,121 | 392,093 |
| July | 289,574 | 391,716 | 425,723 |
| August | 272,958 | 387,600 | 351,161 |
| September | 277,430 | 379,030 | 380,967 |
| October | 291,840 | 377,949 | 364,845 |
| November | 299,078 | 360,668 | 377,906 |
| December | 298,563 | 340,103 | 386,226 |

Median Price

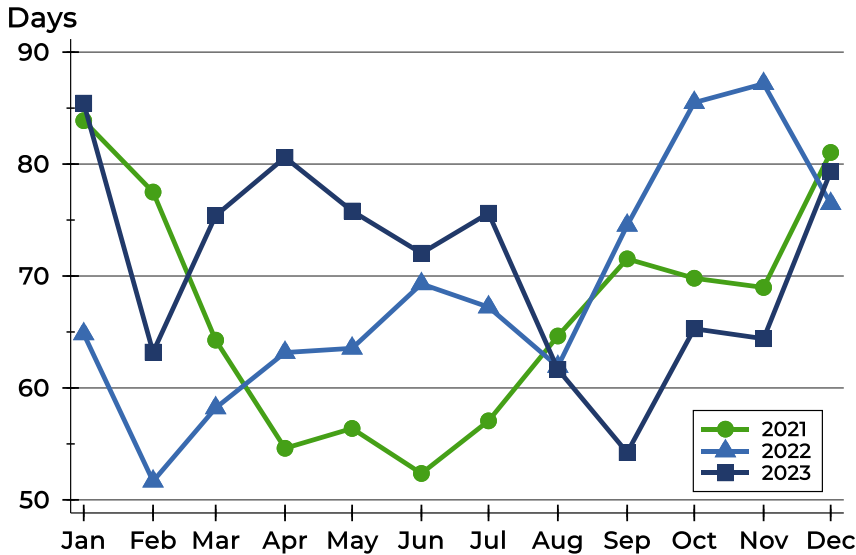


| Month | 2021 | 2022 | 2023 |
|------------------|---------|---------|----------------|
| January | 305,000 | 325,000 | 334,000 |
| February | 268,700 | 364,450 | 362,400 |
| March | 299,000 | 370,000 | 369,900 |
| April | 330,000 | 385,000 | 364,900 |
| May | 329,450 | 380,000 | 362,500 |
| June | 287,500 | 389,900 | 342,000 |
| July | 289,900 | 340,000 | 375,000 |
| August | 278,950 | 353,750 | 326,950 |
| September | 285,000 | 349,000 | 344,750 |
| October | 299,900 | 345,000 | 324,900 |
| November | 312,450 | 345,000 | 328,000 |
| December | 325,000 | 334,500 | 324,900 |



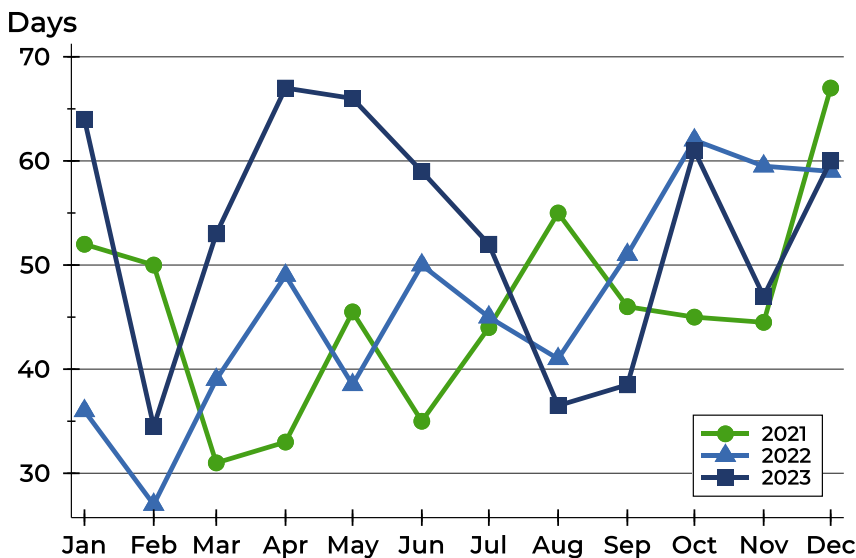
Pottawatomie County Active Listings Analysis

Average DOM



| Month | 2021 | 2022 | 2023 |
|-----------|------|------|-----------|
| January | 84 | 65 | 85 |
| February | 78 | 52 | 63 |
| March | 64 | 58 | 75 |
| April | 55 | 63 | 81 |
| May | 56 | 64 | 76 |
| June | 52 | 69 | 72 |
| July | 57 | 67 | 76 |
| August | 65 | 62 | 62 |
| September | 72 | 75 | 54 |
| October | 70 | 85 | 65 |
| November | 69 | 87 | 64 |
| December | 81 | 76 | 79 |

Median DOM

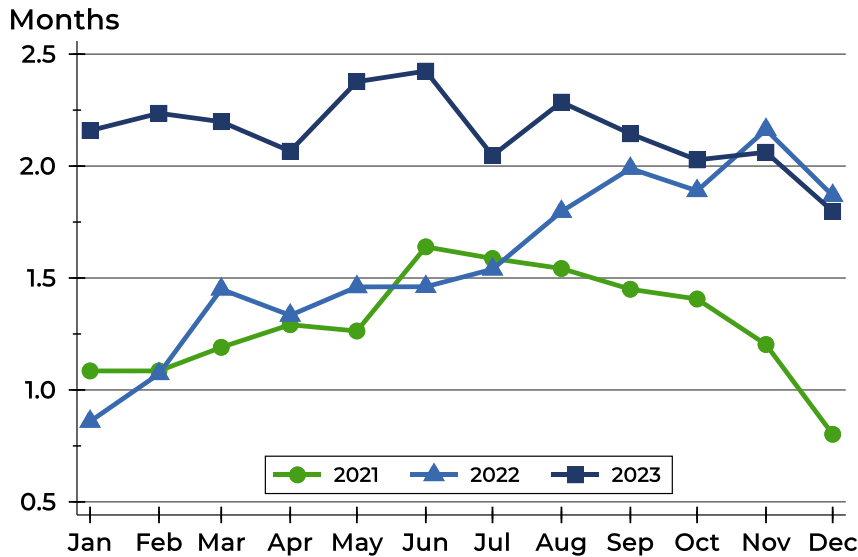


| Month | 2021 | 2022 | 2023 |
|-----------|------|------|-----------|
| January | 52 | 36 | 64 |
| February | 50 | 27 | 35 |
| March | 31 | 39 | 53 |
| April | 33 | 49 | 67 |
| May | 46 | 39 | 66 |
| June | 35 | 50 | 59 |
| July | 44 | 45 | 52 |
| August | 55 | 41 | 37 |
| September | 46 | 51 | 39 |
| October | 45 | 62 | 61 |
| November | 45 | 60 | 47 |
| December | 67 | 59 | 60 |



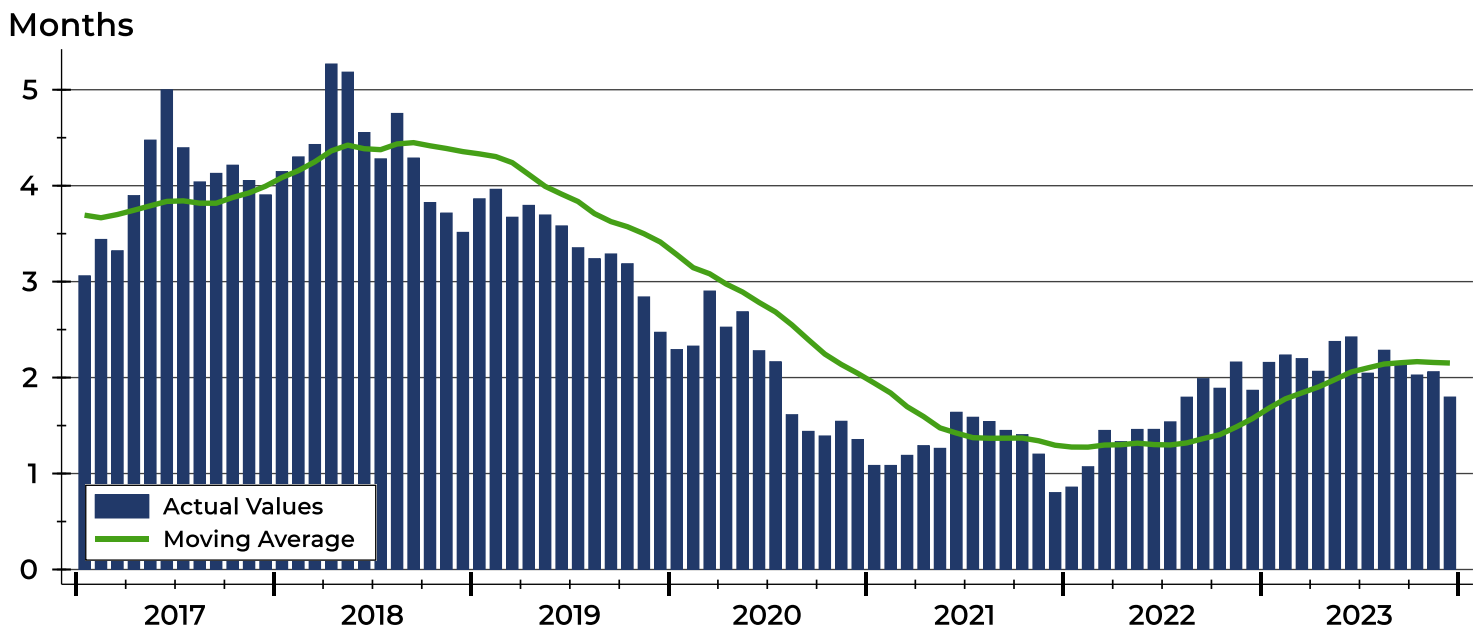
Pottawatomie County Months' Supply Analysis

Months' Supply by Month



| Month | 2021 | 2022 | 2023 |
|-----------|------|------|------|
| January | 1.1 | 0.9 | 2.2 |
| February | 1.1 | 1.1 | 2.2 |
| March | 1.2 | 1.4 | 2.2 |
| April | 1.3 | 1.3 | 2.1 |
| May | 1.3 | 1.5 | 2.4 |
| June | 1.6 | 1.5 | 2.4 |
| July | 1.6 | 1.5 | 2.0 |
| August | 1.5 | 1.8 | 2.3 |
| September | 1.4 | 2.0 | 2.1 |
| October | 1.4 | 1.9 | 2.0 |
| November | 1.2 | 2.2 | 2.1 |
| December | 0.8 | 1.9 | 1.8 |

History of Month's Supply





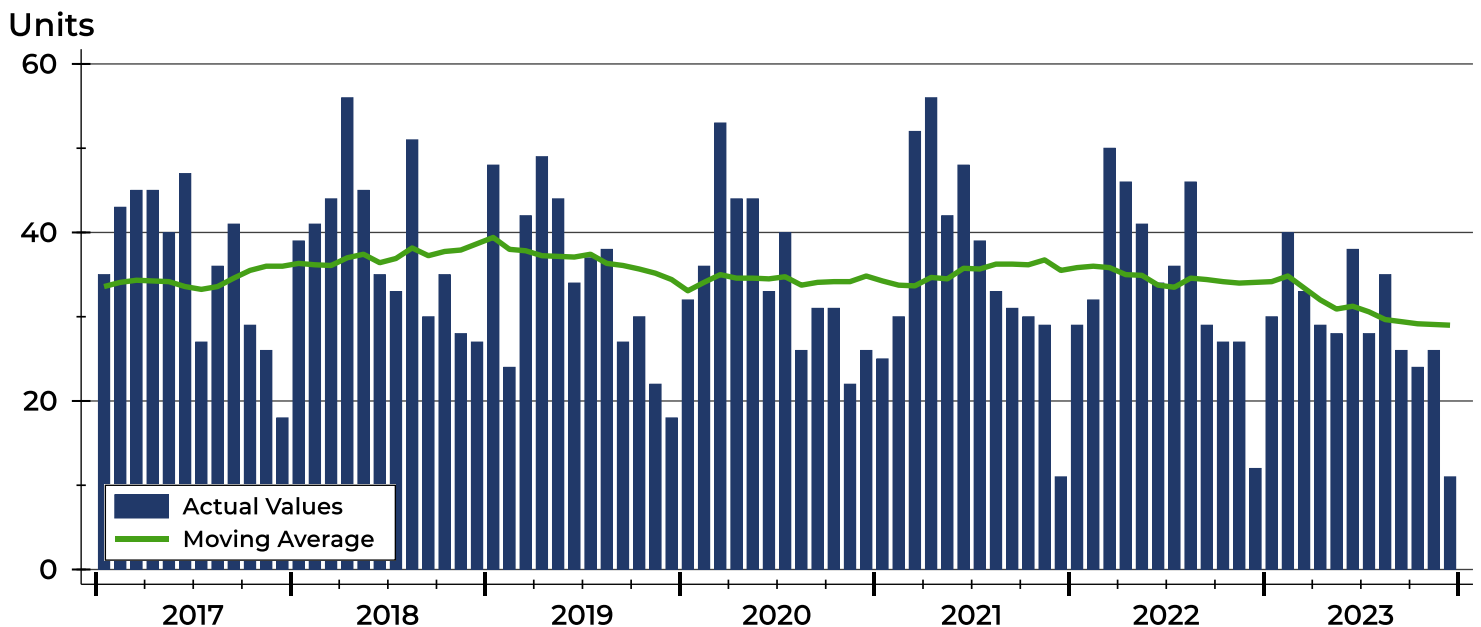
Pottawatomie County New Listings Analysis

| Summary Statistics for New Listings | | 2023 | December 2022 | Change |
|-------------------------------------|--------------------|---------|---------------|--------|
| Current Month | New Listings | 11 | 12 | -8.3% |
| | Volume (1,000s) | 2,665 | 3,681 | -27.6% |
| | Average List Price | 242,227 | 306,771 | -21.0% |
| | Median List Price | 215,000 | 312,425 | -31.2% |
| Year-to-Date | New Listings | 348 | 409 | -14.9% |
| | Volume (1,000s) | 122,210 | 137,828 | -11.3% |
| | Average List Price | 351,179 | 336,987 | 4.2% |
| | Median List Price | 331,500 | 329,925 | 0.5% |

A total of 11 new listings were added in Pottawatomie County during December, down 8.3% from the same month in 2022. Year-to-date Pottawatomie County has seen 348 new listings.

The median list price of these homes was \$215,000 down from \$312,425 in 2022.

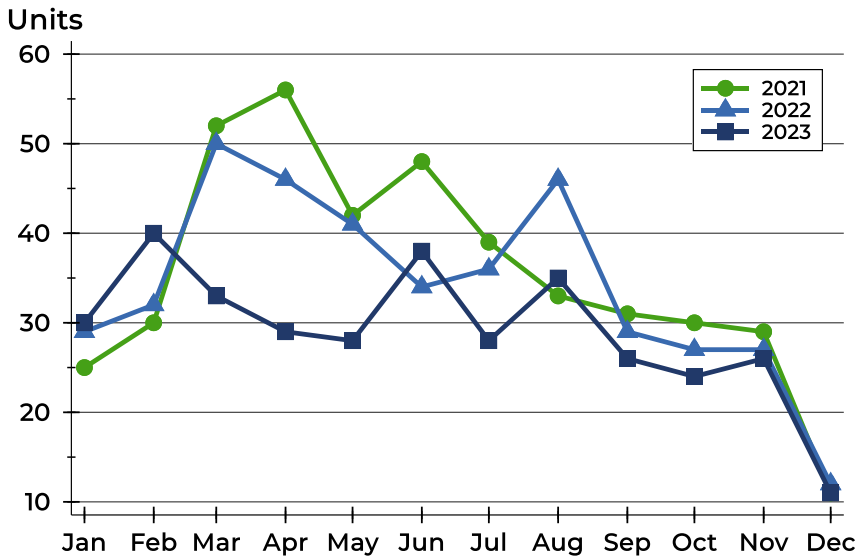
History of New Listings





Pottawatomie County New Listings Analysis

New Listings by Month



| Month | 2021 | 2022 | 2023 |
|-----------|------|------|------|
| January | 25 | 29 | 30 |
| February | 30 | 32 | 40 |
| March | 52 | 50 | 33 |
| April | 56 | 46 | 29 |
| May | 42 | 41 | 28 |
| June | 48 | 34 | 38 |
| July | 39 | 36 | 28 |
| August | 33 | 46 | 35 |
| September | 31 | 29 | 26 |
| October | 30 | 27 | 24 |
| November | 29 | 27 | 26 |
| December | 11 | 12 | 11 |

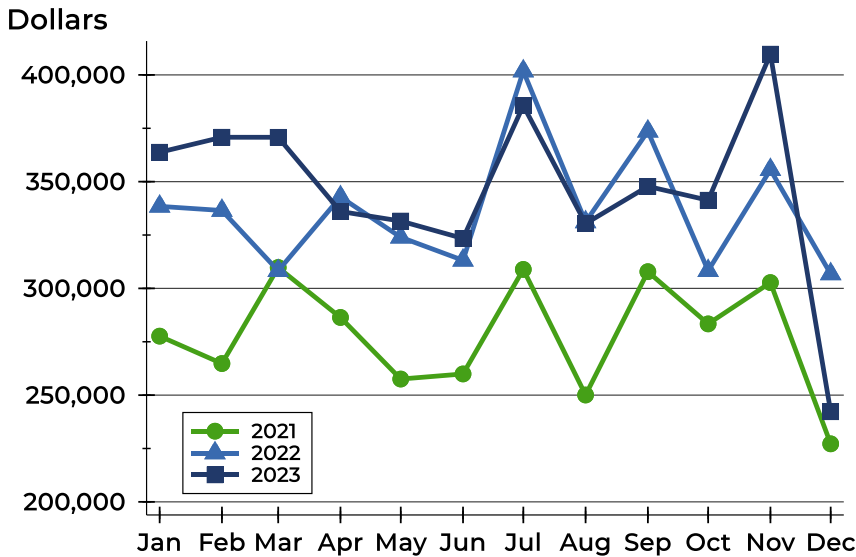
New Listings by Price Range

| 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 | 2 | 18.2% | 132,500 | 132,500 | 25 | 25 | 100.0% | 100.0% |
| \$150,000-\$174,999 | 1 | 9.1% | 165,000 | 165,000 | 37 | 37 | 100.0% | 100.0% |
| \$175,000-\$199,999 | 2 | 18.2% | 182,500 | 182,500 | 19 | 19 | 100.0% | 100.0% |
| \$200,000-\$249,999 | 4 | 36.4% | 224,875 | 222,250 | 14 | 12 | 100.0% | 100.0% |
| \$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 | 1 | 9.1% | 445,000 | 445,000 | 31 | 31 | 100.0% | 100.0% |
| \$500,000-\$749,999 | 1 | 9.1% | 525,000 | 525,000 | 3 | 3 | 94.3% | 94.3% |
| \$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 |



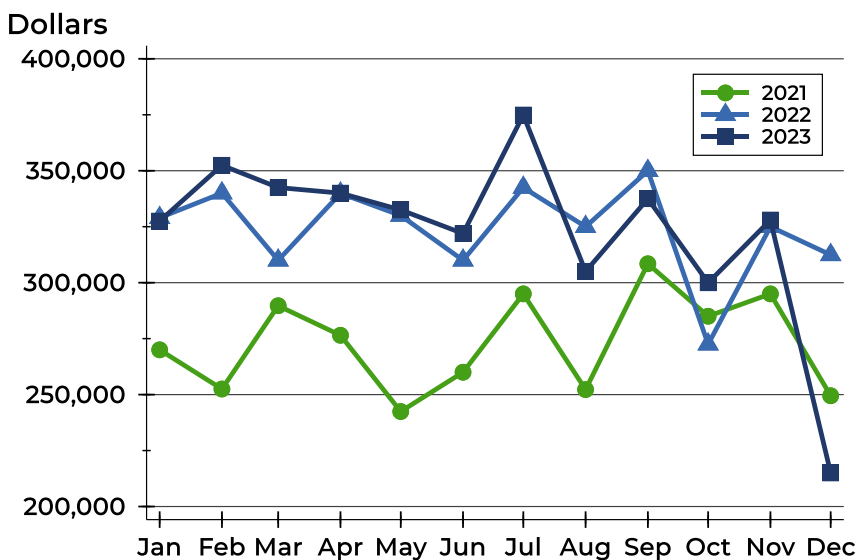
Pottawatomie County New Listings Analysis

Average Price



| Month | 2021 | 2022 | 2023 |
|-----------|---------|---------|----------------|
| January | 277,640 | 338,438 | 363,783 |
| February | 264,803 | 336,485 | 370,801 |
| March | 309,779 | 308,271 | 370,785 |
| April | 286,386 | 342,847 | 336,028 |
| May | 257,544 | 323,966 | 331,554 |
| June | 259,931 | 313,151 | 323,391 |
| July | 308,895 | 401,797 | 385,643 |
| August | 250,072 | 331,116 | 330,357 |
| September | 307,825 | 373,607 | 347,785 |
| October | 283,383 | 308,297 | 341,304 |
| November | 302,724 | 355,596 | 409,735 |
| December | 227,186 | 306,771 | 242,227 |

Median Price



| Month | 2021 | 2022 | 2023 |
|-----------|---------|---------|----------------|
| January | 270,000 | 329,000 | 327,500 |
| February | 252,500 | 340,000 | 352,450 |
| March | 289,700 | 310,000 | 342,500 |
| April | 276,500 | 339,900 | 340,000 |
| May | 242,450 | 330,000 | 332,500 |
| June | 260,000 | 310,000 | 321,950 |
| July | 295,000 | 342,500 | 374,900 |
| August | 252,250 | 325,000 | 305,000 |
| September | 308,450 | 350,000 | 337,500 |
| October | 285,000 | 272,500 | 299,950 |
| November | 295,000 | 325,000 | 328,000 |
| December | 249,500 | 312,425 | 215,000 |



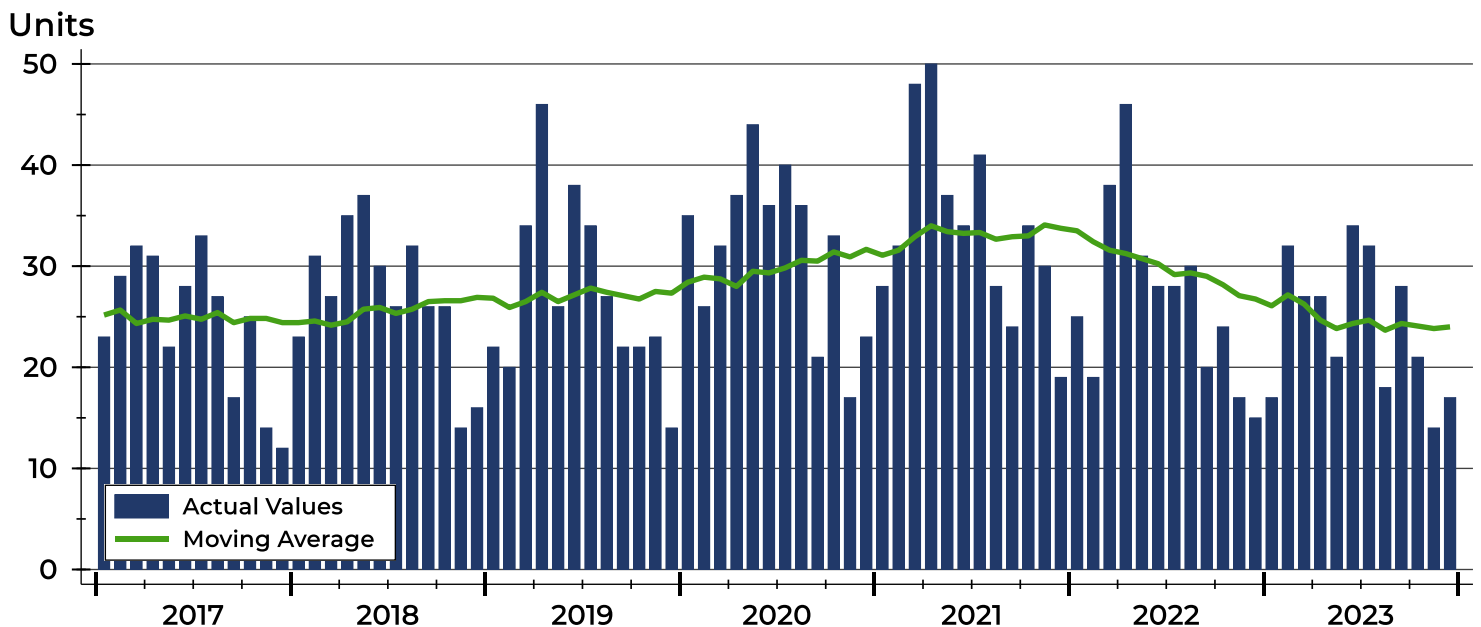
Pottawatomie County Contracts Written Analysis

| Summary Statistics for Contracts Written | | December | | | Year-to-Date | | |
|--|---------------------|----------------|---------|--------|----------------|---------|--------|
| | | 2023 | 2022 | Change | 2023 | 2022 | Change |
| Contracts Written | | 17 | 15 | 13.3% | 288 | 321 | -10.3% |
| Volume (1,000s) | | 5,267 | 4,903 | 7.4% | 92,788 | 101,411 | -8.5% |
| Average | Sale Price | 309,823 | 326,840 | -5.2% | 322,179 | 315,923 | 2.0% |
| | Days on Market | 38 | 90 | -57.8% | 45 | 30 | 50.0% |
| | Percent of Original | 96.5% | 95.1% | 1.5% | 96.9% | 99.2% | -2.3% |
| Median | Sale Price | 236,000 | 310,000 | -23.9% | 324,950 | 315,000 | 3.2% |
| | Days on Market | 22 | 61 | -63.9% | 19 | 9 | 111.1% |
| | Percent of Original | 100.0% | 95.8% | 4.4% | 98.7% | 100.0% | -1.3% |

A total of 17 contracts for sale were written in Pottawatomie County during the month of December, up from 15 in 2022. The median list price of these homes was \$236,000, down from \$310,000 the prior year.

Half of the homes that went under contract in December were on the market less than 22 days, compared to 61 days in December 2022.

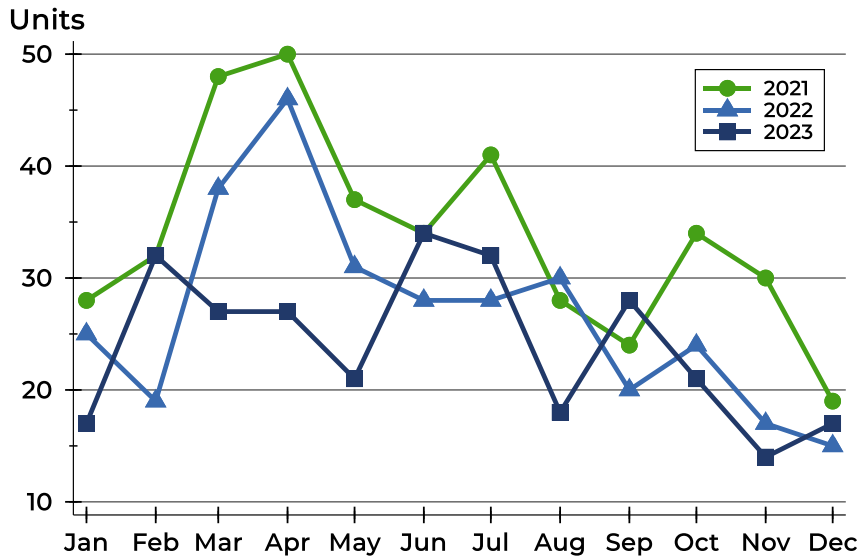
History of Contracts Written





Pottawatomie County Contracts Written Analysis

Contracts Written by Month



| Month | 2021 | 2022 | 2023 |
|-----------|------|------|------|
| January | 28 | 25 | 17 |
| February | 32 | 19 | 32 |
| March | 48 | 38 | 27 |
| April | 50 | 46 | 27 |
| May | 37 | 31 | 21 |
| June | 34 | 28 | 34 |
| July | 41 | 28 | 32 |
| August | 28 | 30 | 18 |
| September | 24 | 20 | 28 |
| October | 34 | 24 | 21 |
| November | 30 | 17 | 14 |
| December | 19 | 15 | 17 |

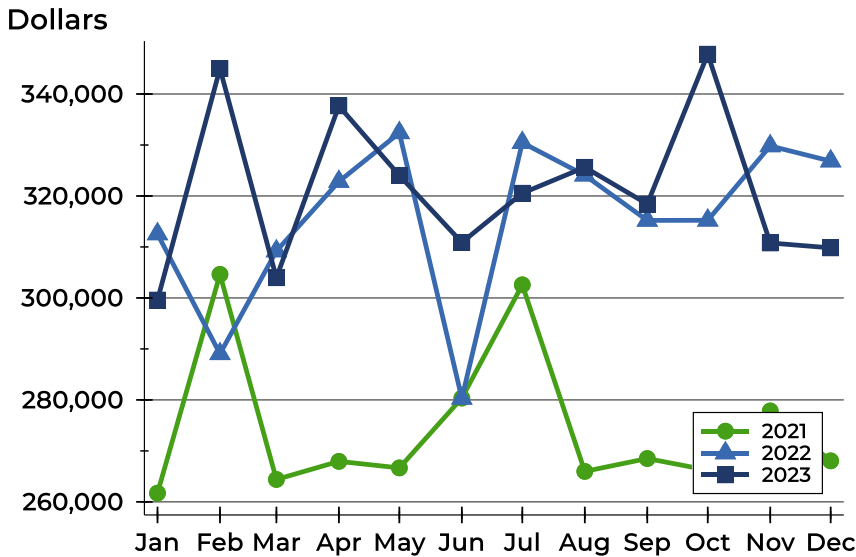
Contracts Written by Price Range

| 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 | 3 | 17.6% | 136,066 | 130,000 | 33 | 22 | 95.5% | 100.0% |
| \$150,000-\$174,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A |
| \$175,000-\$199,999 | 3 | 17.6% | 180,000 | 175,000 | 30 | 23 | 98.2% | 100.0% |
| \$200,000-\$249,999 | 4 | 23.5% | 229,000 | 230,500 | 23 | 12 | 96.7% | 100.0% |
| \$250,000-\$299,999 | 1 | 5.9% | 299,900 | 299,900 | 81 | 81 | 100.0% | 100.0% |
| \$300,000-\$399,999 | 2 | 11.8% | 326,950 | 326,950 | 33 | 33 | 97.0% | 97.0% |
| \$400,000-\$499,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A |
| \$500,000-\$749,999 | 4 | 23.5% | 612,250 | 612,000 | 53 | 41 | 94.0% | 94.3% |
| \$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 |



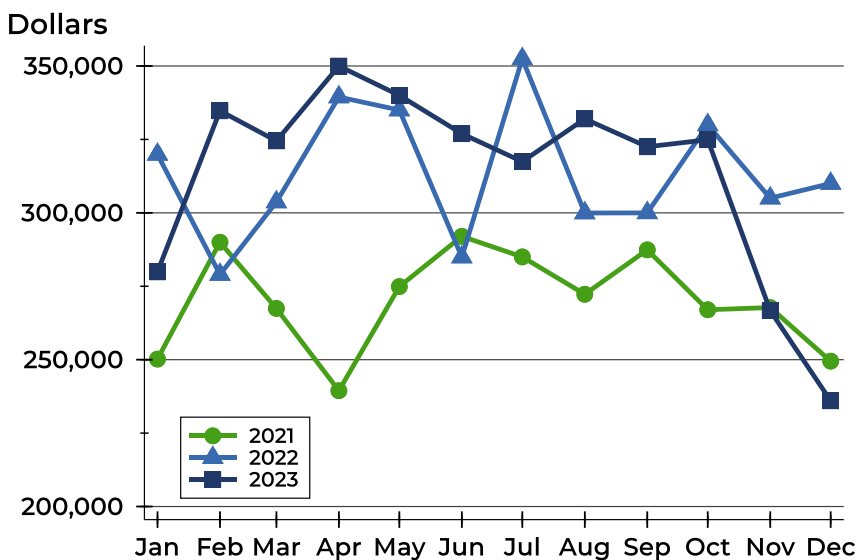
Pottawatomie County Contracts Written Analysis

Average Price



| Month | 2021 | 2022 | 2023 |
|------------------|---------|---------|----------------|
| January | 261,718 | 312,546 | 299,594 |
| February | 304,628 | 289,037 | 344,978 |
| March | 264,400 | 309,196 | 303,959 |
| April | 267,945 | 322,826 | 337,663 |
| May | 266,667 | 332,385 | 324,033 |
| June | 280,366 | 280,298 | 310,883 |
| July | 302,572 | 330,457 | 320,544 |
| August | 265,977 | 324,068 | 325,628 |
| September | 268,499 | 315,205 | 318,421 |
| October | 266,221 | 315,234 | 347,819 |
| November | 277,837 | 329,815 | 310,786 |
| December | 268,045 | 326,840 | 309,823 |

Median Price

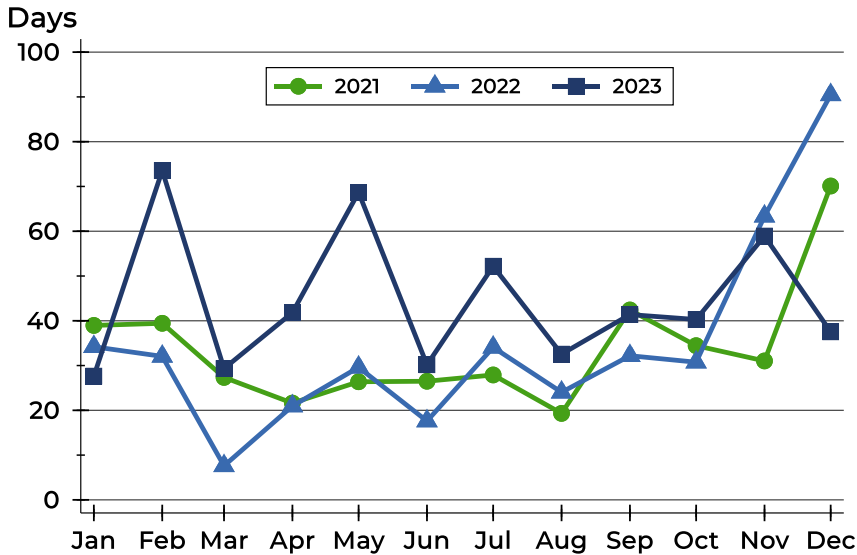


| Month | 2021 | 2022 | 2023 |
|------------------|---------|---------|----------------|
| January | 250,200 | 319,900 | 279,900 |
| February | 290,000 | 279,000 | 334,750 |
| March | 267,450 | 303,700 | 324,500 |
| April | 239,450 | 339,450 | 350,000 |
| May | 274,900 | 335,000 | 340,000 |
| June | 292,000 | 284,950 | 326,950 |
| July | 285,000 | 352,450 | 317,450 |
| August | 272,280 | 299,950 | 332,000 |
| September | 287,400 | 300,000 | 322,500 |
| October | 267,000 | 329,950 | 324,900 |
| November | 267,750 | 305,000 | 266,703 |
| December | 249,500 | 310,000 | 236,000 |



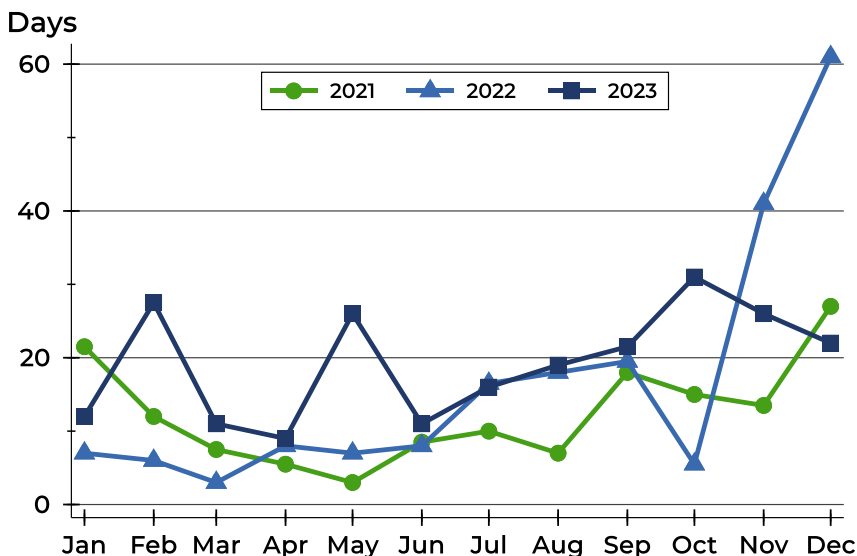
Pottawatomie County Contracts Written Analysis

Average DOM



| Month | 2021 | 2022 | 2023 |
|-----------|------|------|-----------|
| January | 39 | 34 | 28 |
| February | 39 | 32 | 74 |
| March | 27 | 8 | 29 |
| April | 22 | 21 | 42 |
| May | 26 | 30 | 69 |
| June | 27 | 18 | 30 |
| July | 28 | 34 | 52 |
| August | 19 | 24 | 33 |
| September | 42 | 32 | 41 |
| October | 34 | 31 | 40 |
| November | 31 | 63 | 59 |
| December | 70 | 90 | 38 |

Median DOM



| Month | 2021 | 2022 | 2023 |
|-----------|------|------|-----------|
| January | 22 | 7 | 12 |
| February | 12 | 6 | 28 |
| March | 8 | 3 | 11 |
| April | 6 | 8 | 9 |
| May | 3 | 7 | 26 |
| June | 9 | 8 | 11 |
| July | 10 | 17 | 16 |
| August | 7 | 18 | 19 |
| September | 18 | 20 | 22 |
| October | 15 | 6 | 31 |
| November | 14 | 41 | 26 |
| December | 27 | 61 | 22 |



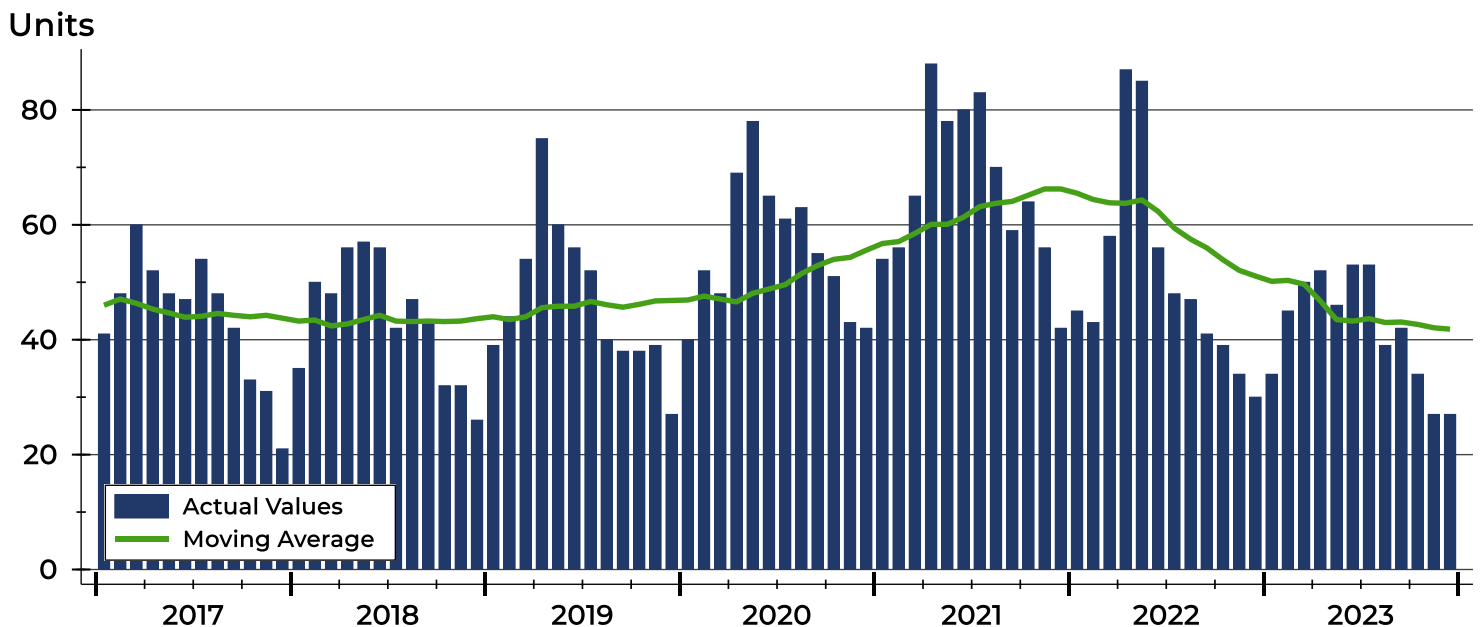
Pottawatomie County Pending Contracts Analysis

| Summary Statistics for Pending Contracts | | End of December | | |
|--|---------------------|-----------------|---------|--------|
| | | 2023 | 2022 | Change |
| Pending Contracts | | 27 | 30 | -10.0% |
| Volume (1,000s) | | 8,058 | 9,793 | -17.7% |
| Average | List Price | 298,444 | 326,423 | -8.6% |
| | Days on Market | 48 | 59 | -18.6% |
| | Percent of Original | 99.1% | 98.1% | 1.0% |
| Median | List Price | 260,000 | 314,500 | -17.3% |
| | Days on Market | 42 | 42 | 0.0% |
| | Percent of Original | 100.0% | 100.0% | 0.0% |

A total of 27 listings in Pottawatomie County had contracts pending at the end of December, down from 30 contracts pending at the end of December 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.

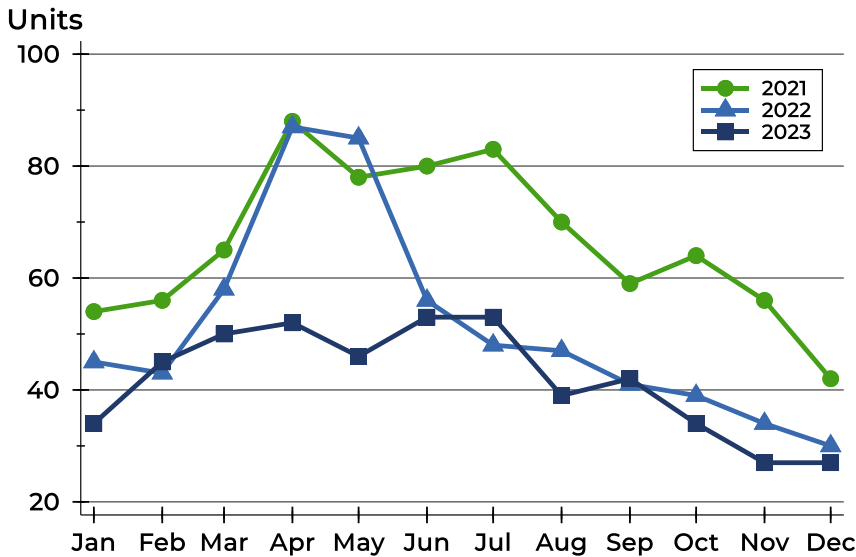
History of Pending Contracts





Pottawatomie County Pending Contracts Analysis

Pending Contracts by Month



| Month | 2021 | 2022 | 2023 |
|-----------|------|------|-----------|
| January | 54 | 45 | 34 |
| February | 56 | 43 | 45 |
| March | 65 | 58 | 50 |
| April | 88 | 87 | 52 |
| May | 78 | 85 | 46 |
| June | 80 | 56 | 53 |
| July | 83 | 48 | 53 |
| August | 70 | 47 | 39 |
| September | 59 | 41 | 42 |
| October | 64 | 39 | 34 |
| November | 56 | 34 | 27 |
| December | 42 | 30 | 27 |

Pending Contracts by Price Range

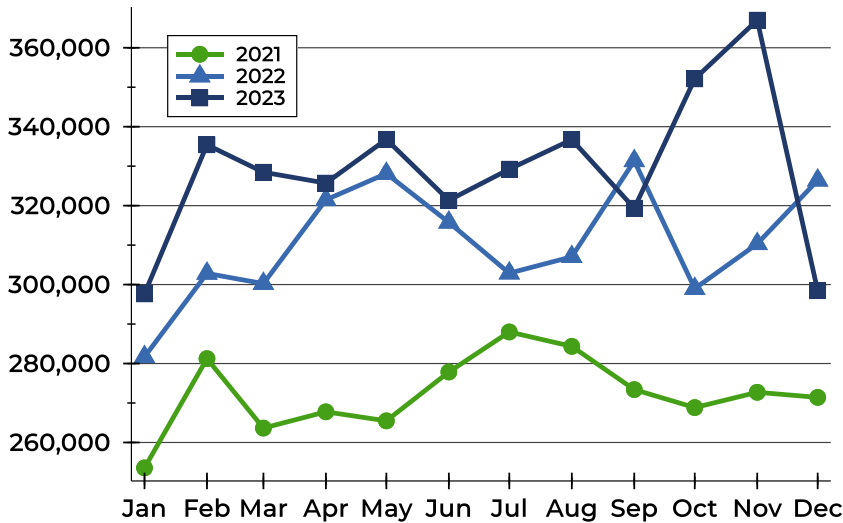
| Price Range | Pending Contracts | | List Price | | Days on Market | | Price as % of Orig. | |
|---------------------|-------------------|---------|------------|---------|----------------|------|---------------------|--------|
| | Number | Percent | Average | Median | Avg. | Med. | Avg. | Med. |
| Below \$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 | 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 | 3 | 11.1% | 136,033 | 129,900 | 64 | 59 | 94.0% | 95.5% |
| \$150,000-\$174,999 | 0 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A |
| \$175,000-\$199,999 | 3 | 11.1% | 180,000 | 175,000 | 30 | 23 | 98.2% | 100.0% |
| \$200,000-\$249,999 | 7 | 25.9% | 233,614 | 236,000 | 24 | 22 | 99.4% | 100.0% |
| \$250,000-\$299,999 | 4 | 14.8% | 278,700 | 277,450 | 68 | 73 | 105.4% | 99.1% |
| \$300,000-\$399,999 | 6 | 22.2% | 335,967 | 324,900 | 80 | 64 | 97.0% | 97.6% |
| \$400,000-\$499,999 | 1 | 3.7% | 420,000 | 420,000 | 21 | 21 | 100.0% | 100.0% |
| \$500,000-\$749,999 | 3 | 11.1% | 641,333 | 699,000 | 28 | 8 | 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

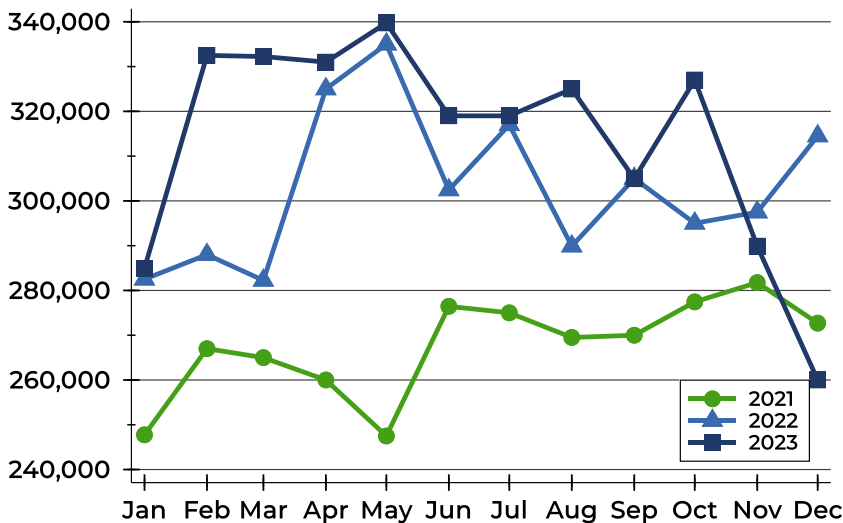
Dollars



| Month | 2021 | 2022 | 2023 |
|-----------|---------|---------|----------------|
| January | 253,565 | 281,700 | 297,634 |
| February | 281,241 | 302,832 | 335,418 |
| March | 263,641 | 300,248 | 328,472 |
| April | 267,766 | 321,471 | 325,708 |
| May | 265,473 | 328,125 | 336,778 |
| June | 277,862 | 315,771 | 321,353 |
| July | 288,006 | 302,886 | 329,236 |
| August | 284,350 | 307,048 | 336,728 |
| September | 273,403 | 331,346 | 319,350 |
| October | 268,839 | 298,977 | 352,121 |
| November | 272,718 | 310,334 | 366,993 |
| December | 271,423 | 326,423 | 298,444 |

Median Price

Dollars

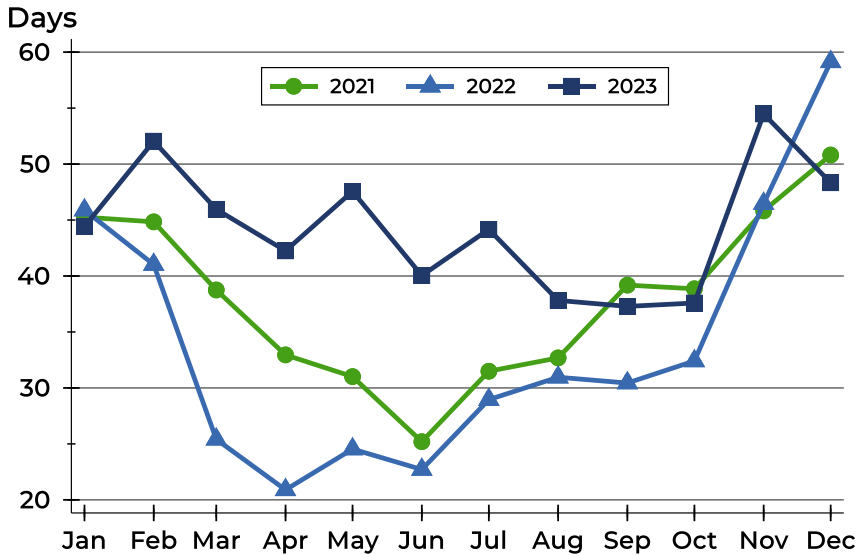


| Month | 2021 | 2022 | 2023 |
|-----------|---------|---------|----------------|
| January | 247,750 | 282,500 | 284,950 |
| February | 267,000 | 288,000 | 332,500 |
| March | 265,000 | 282,250 | 332,250 |
| April | 260,000 | 325,000 | 331,000 |
| May | 247,500 | 335,000 | 339,750 |
| June | 276,450 | 302,450 | 319,000 |
| July | 275,000 | 317,000 | 319,000 |
| August | 269,500 | 289,900 | 325,000 |
| September | 270,000 | 305,000 | 304,950 |
| October | 277,450 | 295,000 | 327,000 |
| November | 281,750 | 297,500 | 289,900 |
| December | 272,700 | 314,500 | 260,000 |



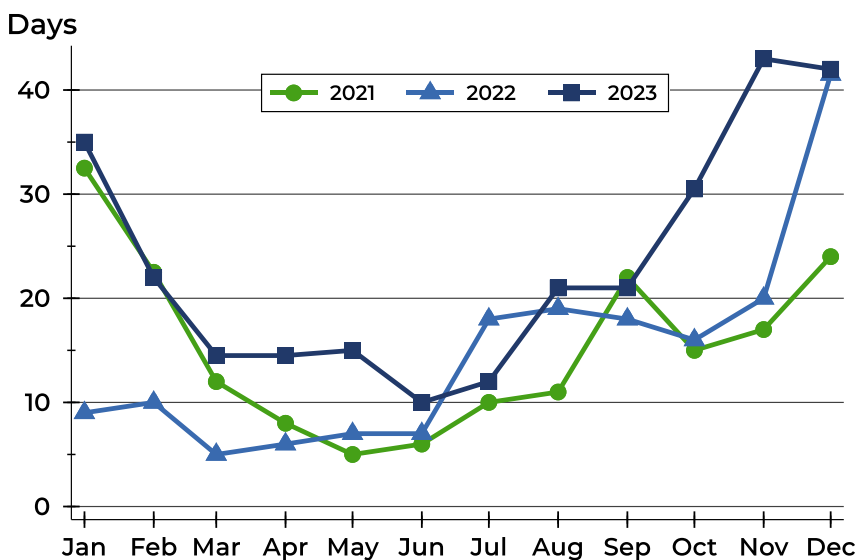
Pottawatomie County Pending Contracts Analysis

Average DOM



| Month | 2021 | 2022 | 2023 |
|-----------|------|------|-----------|
| January | 45 | 46 | 44 |
| February | 45 | 41 | 52 |
| March | 39 | 25 | 46 |
| April | 33 | 21 | 42 |
| May | 31 | 25 | 48 |
| June | 25 | 23 | 40 |
| July | 31 | 29 | 44 |
| August | 33 | 31 | 38 |
| September | 39 | 30 | 37 |
| October | 39 | 32 | 38 |
| November | 46 | 46 | 54 |
| December | 51 | 59 | 48 |

Median DOM



| Month | 2021 | 2022 | 2023 |
|-----------|------|------|-----------|
| January | 33 | 9 | 35 |
| February | 23 | 10 | 22 |
| March | 12 | 5 | 15 |
| April | 8 | 6 | 15 |
| May | 5 | 7 | 15 |
| June | 6 | 7 | 10 |
| July | 10 | 18 | 12 |
| August | 11 | 19 | 21 |
| September | 22 | 18 | 21 |
| October | 15 | 16 | 31 |
| November | 17 | 20 | 43 |
| December | 24 | 42 | 42 |