



**October
2021**

Flint Hills MLS Statistics



**FLINT HILLS
ASSOCIATION
OF REALTORS®**

Entire MLS System Housing Report



Market Overview

Flint Hills MLS Home Sales Fell in October

Total home sales in the Flint Hills MLS system fell last month to 203 units, compared to 211 units in October 2020. Total sales volume was \$42.3 million, up from a year earlier.

The median sale price in October was \$183,900, up from \$179,000 a year earlier. Homes that sold in October were typically on the market for 17 days and sold for 100.0% of their list prices.

Flint Hills MLS Active Listings Down at End of October

The total number of active listings in the Flint Hills MLS system at the end of October was 433 units, down from 529 at the same point in 2020. This represents a 1.9 months' supply of homes available for sale. The median list price of homes on the market at the end of October was \$179,000.

During October, a total of 229 contracts were written up from 202 in October 2020. At the end of the month, there were 388 contracts still pending.

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Contact Information

Margaret Pendleton, Association Executive
 Flint Hills Association of REALTORS®
 205 S. Seth Child Road
 Manhattan, KS 66502
 685-776-1203
ae@flinthillsrealtors.net
www.flinthillsrealtors.net



**October
2021**

Flint Hills MLS Statistics



**FLINT HILLS
ASSOCIATION
OF REALTORS®**

Entire MLS System Summary Statistics

October MLS Statistics Three-year History		Current Month			Year-to-Date		
		2021	2020	2019	2021	2020	2019
Home Sales		203	211	175	2,317	2,017	1,637
Change from prior year		-3.8%	20.6%	20.7%	14.9%	23.2%	9.5%
Active Listings		433	529	857	N/A	N/A	N/A
Change from prior year		-18.1%	-38.3%	-8.8%			
Months' Supply		1.9	2.7	5.4	N/A	N/A	N/A
Change from prior year		-29.6%	-50.0%	-18.2%			
New Listings		191	236	225	2,817	2,600	2,675
Change from prior year		-19.1%	4.9%	-3.8%	8.3%	-2.8%	0.9%
Contracts Written		229	202	159	2,461	2,150	1,698
Change from prior year		13.4%	27.0%	12.0%	14.5%	26.6%	7.7%
Pending Contracts		388	346	244	N/A	N/A	N/A
Change from prior year		12.1%	41.8%	10.4%			
Sales Volume (1,000s)		42,325	40,277	31,094	472,934	380,016	305,259
Change from prior year		5.1%	29.5%	24.6%	24.5%	24.5%	8.2%
Average	Sale Price	208,496	190,887	177,678	204,115	188,407	186,474
	Change from prior year	9.2%	7.4%	3.2%	8.3%	1.0%	-1.2%
	List Price of Actives	227,809	206,906	199,517	N/A	N/A	N/A
	Change from prior year	10.1%	3.7%	1.9%			
	Days on Market	38	53	98	38	68	79
Change from prior year	-28.3%	-45.9%	21.0%	-44.1%	-13.9%	1.3%	
	Percent of List	97.8%	97.3%	95.5%	98.6%	97.3%	97.1%
Change from prior year	0.5%	1.9%	-0.6%	1.3%	0.2%	0.1%	
	Percent of Original	95.6%	95.2%	92.2%	97.3%	95.0%	94.3%
Change from prior year	0.4%	3.3%	-0.1%	2.4%	0.7%	-0.4%	
Median	Sale Price	183,900	179,000	170,000	185,000	174,900	171,000
	Change from prior year	2.7%	5.3%	9.7%	5.8%	2.3%	-2.2%
	List Price of Actives	179,000	163,000	160,000	N/A	N/A	N/A
	Change from prior year	9.8%	1.9%	-3.0%			
	Days on Market	17	25	49	11	32	46
Change from prior year	-32.0%	-49.0%	-5.8%	-65.6%	-30.4%	-2.1%	
	Percent of List	100.0%	99.0%	97.6%	100.0%	98.5%	98.2%
Change from prior year	1.0%	1.4%	-0.1%	1.5%	0.3%	0.0%	
	Percent of Original	98.4%	98.0%	95.4%	99.7%	97.5%	96.7%
Change from prior year	0.4%	2.7%	0.2%	2.3%	0.8%	0.2%	

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



Entire MLS System Closed Listings Analysis

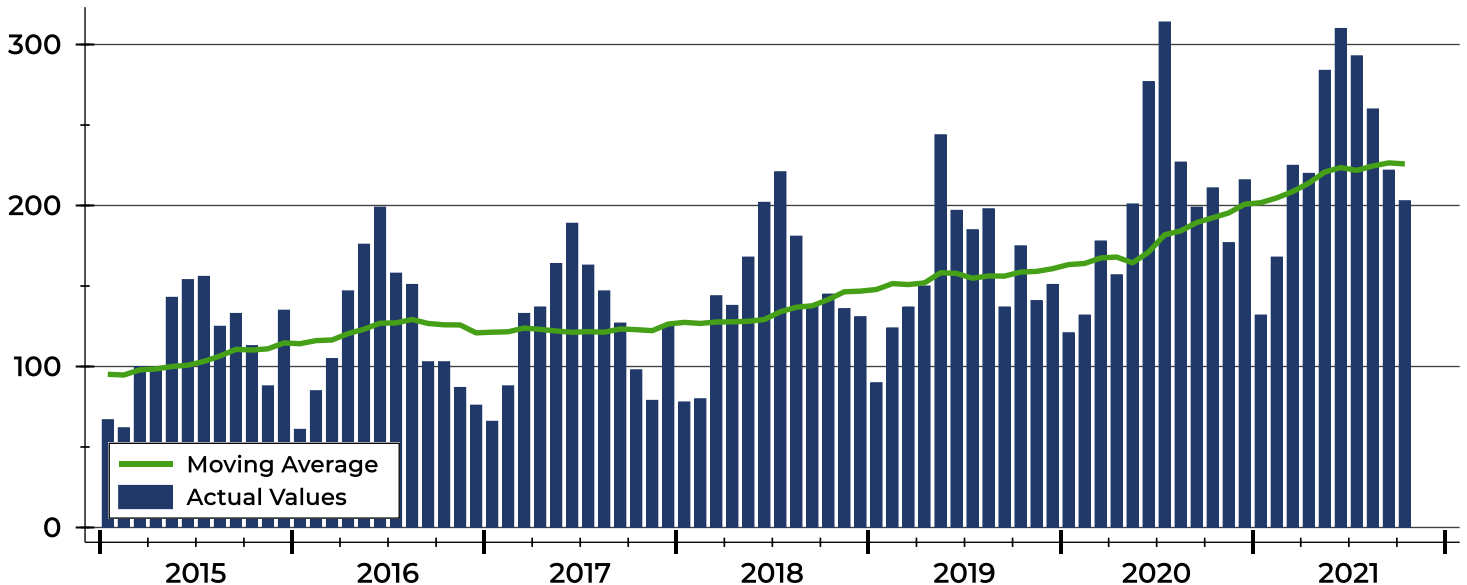
Summary Statistics for Closed Listings		2021	October 2020	Change	2021	Year-to-Date 2020	Change
Closed Listings		203	211	-3.8%	2,317	2,017	14.9%
Volume (1,000s)		42,325	40,277	5.1%	472,934	380,016	24.5%
Months' Supply		1.9	2.7	-29.6%	N/A	N/A	N/A
Average	Sale Price	208,496	190,887	9.2%	204,115	188,407	8.3%
	Days on Market	38	53	-28.3%	38	68	-44.1%
	Percent of List	97.8%	97.3%	0.5%	98.6%	97.3%	1.3%
	Percent of Original	95.6%	95.2%	0.4%	97.3%	95.0%	2.4%
Median	Sale Price	183,900	179,000	2.7%	185,000	174,900	5.8%
	Days on Market	17	25	-32.0%	11	32	-65.6%
	Percent of List	100.0%	99.0%	1.0%	100.0%	98.5%	1.5%
	Percent of Original	98.4%	98.0%	0.4%	99.7%	97.5%	2.3%

A total of 203 homes sold in the Flint Hills MLS system in October, down from 211 units in October 2020. Total sales volume rose to \$42.3 million compared to \$40.3 million in the previous year.

The median sales price in October was \$183,900, up 2.7% compared to the prior year. Median days on market was 17 days, up from 11 days in September, but down from 25 in October 2020.

History of Closed Listings

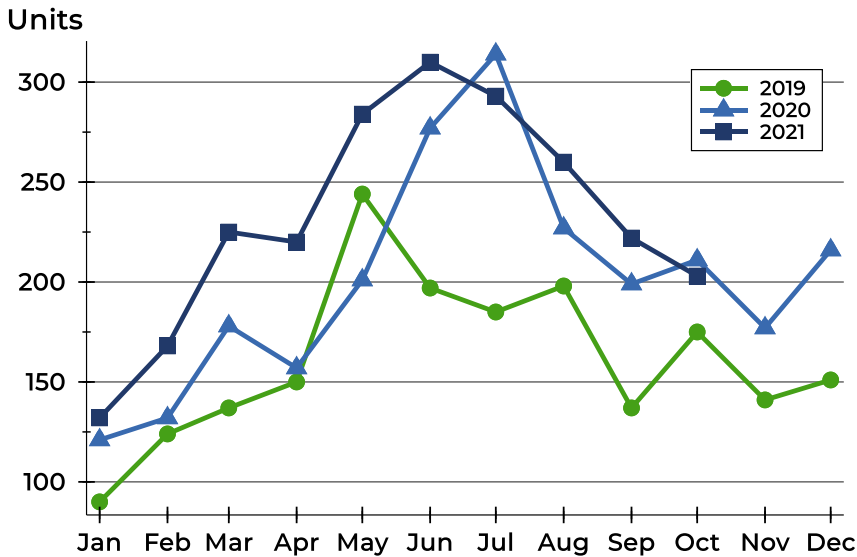
Units





Entire MLS System Closed Listings Analysis

Closed Listings by Month



Month	2019	2020	2021
January	90	121	132
February	124	132	168
March	137	178	225
April	150	157	220
May	244	201	284
June	197	277	310
July	185	314	293
August	198	227	260
September	137	199	222
October	175	211	203
November	141	177	
December	151	216	

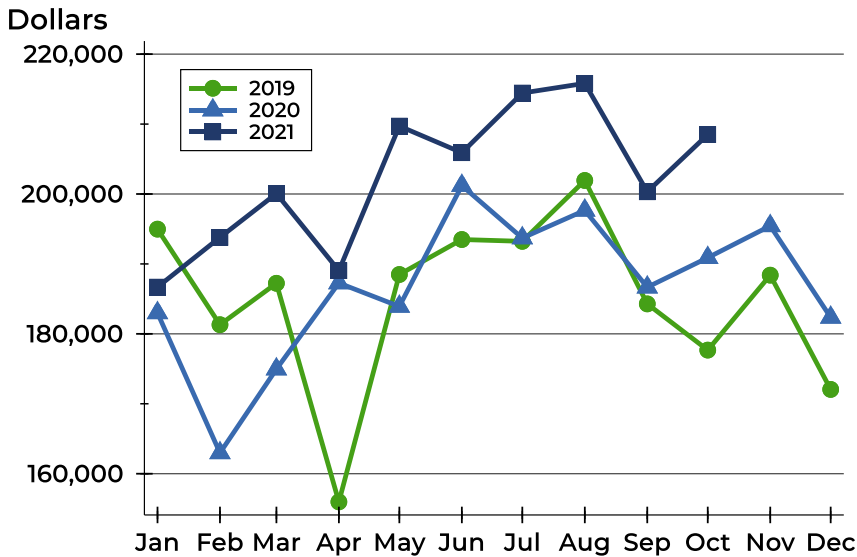
Closed Listings by Price Range

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	5	2.5%	0.0	17,900	20,000	65	54	99.0%	80.0%	85.0%	71.9%
\$25,000-\$49,999	5	2.5%	2.5	31,880	30,000	56	55	79.7%	75.2%	66.8%	71.6%
\$50,000-\$99,999	25	12.3%	2.0	77,420	82,000	66	26	94.7%	99.5%	92.0%	94.4%
\$100,000-\$124,999	22	10.8%	2.0	112,627	113,000	55	31	96.7%	98.2%	95.0%	95.9%
\$125,000-\$149,999	20	9.9%	2.4	137,790	138,950	26	10	98.9%	100.0%	95.6%	98.0%
\$150,000-\$174,999	18	8.9%	2.1	166,785	170,000	23	7	99.1%	100.0%	97.5%	100.0%
\$175,000-\$199,999	23	11.3%	1.3	187,567	186,000	27	17	99.9%	100.0%	98.1%	99.5%
\$200,000-\$249,999	23	11.3%	1.7	223,661	225,000	21	8	97.9%	99.0%	96.3%	96.0%
\$250,000-\$299,999	22	10.8%	1.4	271,689	268,500	31	18	99.5%	100.0%	99.0%	100.0%
\$300,000-\$399,999	24	11.8%	2.0	340,504	334,000	38	21	99.4%	100.0%	99.2%	99.9%
\$400,000-\$499,999	8	3.9%	2.5	427,125	424,500	16	8	101.4%	99.4%	101.1%	99.4%
\$500,000-\$749,999	7	3.4%	2.8	581,429	570,000	56	30	97.1%	98.2%	94.1%	97.5%
\$750,000-\$999,999	1	0.5%	24.0	810,000	810,000	161	161	92.6%	92.6%	90.1%	90.1%
\$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



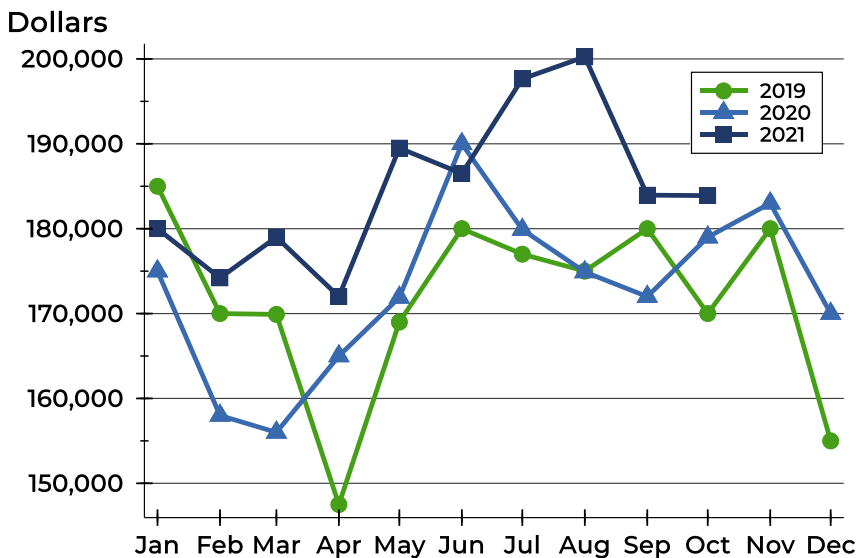
Entire MLS System Closed Listings Analysis

Average Price



Month	2019	2020	2021
January	194,975	182,996	186,689
February	181,310	162,977	193,796
March	187,236	174,955	200,061
April	155,974	187,269	189,043
May	188,488	183,922	209,715
June	193,492	201,204	205,905
July	193,233	193,705	214,439
August	201,935	197,660	215,824
September	184,286	186,666	200,319
October	177,678	190,887	208,496
November	188,394	195,447	
December	172,054	182,354	

Median Price

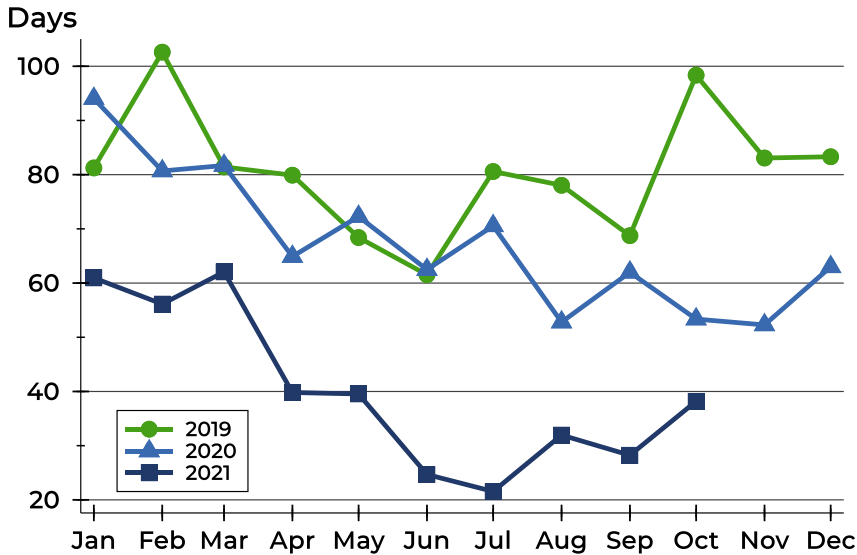


Month	2019	2020	2021
January	185,000	175,000	180,000
February	170,000	158,000	174,200
March	169,900	156,000	179,000
April	147,500	165,000	172,000
May	169,000	171,900	189,500
June	180,000	190,000	186,500
July	177,000	179,900	197,650
August	175,000	174,900	200,250
September	180,000	172,000	183,950
October	170,000	179,000	183,900
November	180,000	183,000	
December	155,000	170,000	



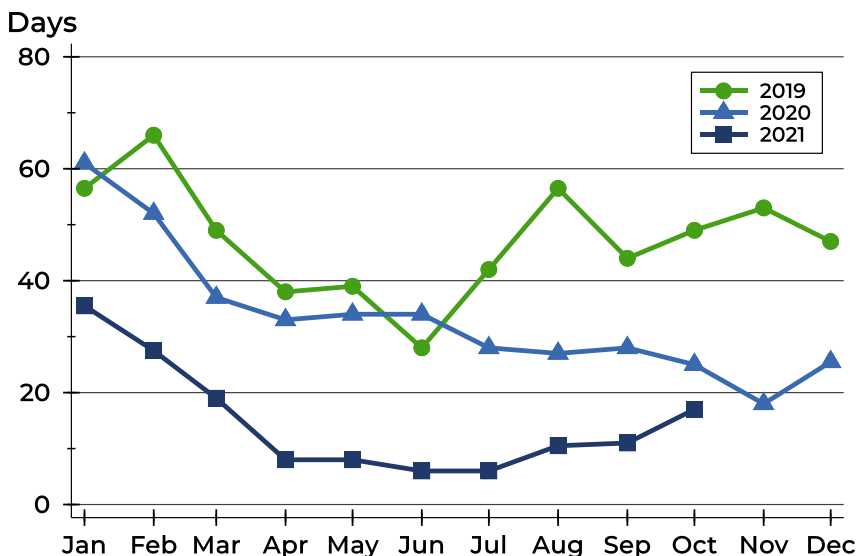
Entire MLS System Closed Listings Analysis

Average DOM



Month	2019	2020	2021
January	81	94	61
February	103	81	56
March	81	82	62
April	80	65	40
May	68	72	40
June	62	62	25
July	81	71	22
August	78	53	32
September	69	62	28
October	98	53	38
November	83	52	
December	83	63	

Median DOM



Month	2019	2020	2021
January	57	61	36
February	66	52	28
March	49	37	19
April	38	33	8
May	39	34	8
June	28	34	6
July	42	28	6
August	57	27	11
September	44	28	11
October	49	25	17
November	53	18	
December	47	26	



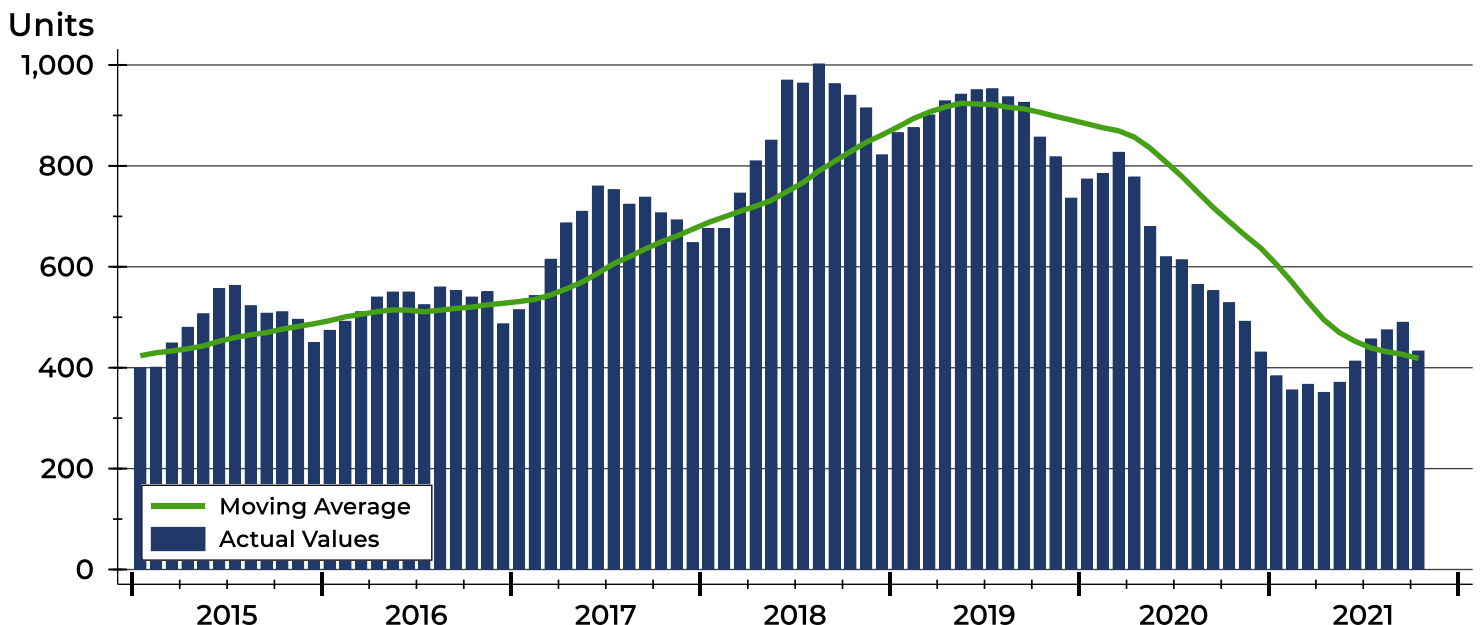
Entire MLS System Active Listings Analysis

Summary Statistics for Active Listings		2021	End of October 2020	Change
Active Listings		433	529	-18.1%
Volume (1,000s)		98,641	109,453	-9.9%
Months' Supply		1.9	2.7	-29.6%
Average	List Price	227,809	206,906	10.1%
	Days on Market	87	101	-13.9%
	Percent of Original	97.3%	97.3%	0.0%
Median	List Price	179,000	163,000	9.8%
	Days on Market	60	67	-10.4%
	Percent of Original	100.0%	100.0%	0.0%

A total of 433 homes were available for sale in the Flint Hills MLS system at the end of October. This represents a 1.9 months' supply of active listings.

The median list price of homes on the market at the end of October was \$179,000, up 9.8% from 2020. The typical time on market for active listings was 60 days, down from 67 days a year earlier.

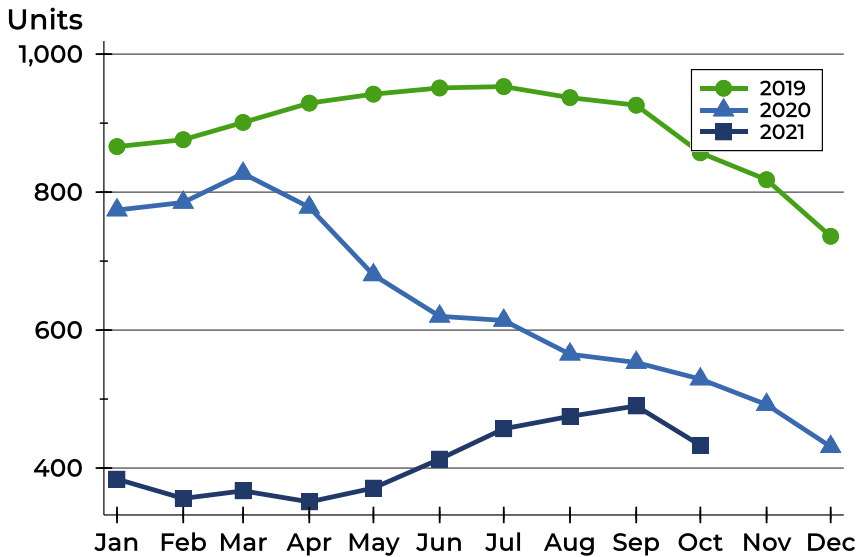
History of Active Listings





Entire MLS System Active Listings Analysis

Active Listings by Month



Month	2019	2020	2021
January	866	774	384
February	876	785	356
March	901	827	367
April	929	778	351
May	942	680	371
June	951	620	413
July	953	614	457
August	937	565	475
September	926	553	490
October	857	529	433
November	818	492	
December	736	431	

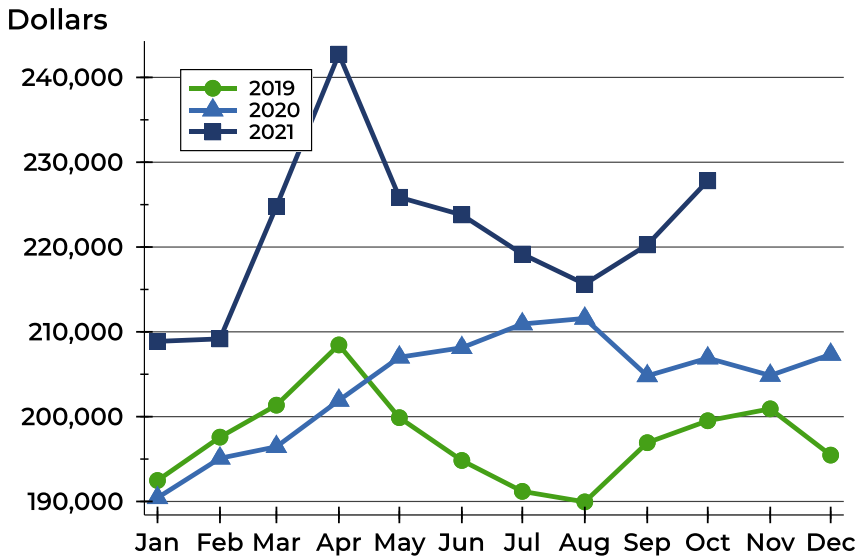
Active Listings by Price Range

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%	0.0	N/A	N/A	N/A	N/A	N/A	N/A
\$25,000-\$49,999	15	3.5%	2.5	41,407	39,900	109	52	96.0%	100.0%
\$50,000-\$99,999	53	12.2%	2.0	80,231	84,000	101	83	96.8%	100.0%
\$100,000-\$124,999	38	8.8%	2.0	113,971	111,950	90	72	95.2%	99.1%
\$125,000-\$149,999	56	12.9%	2.4	137,680	138,750	80	58	97.0%	99.2%
\$150,000-\$174,999	50	11.5%	2.1	160,652	160,000	70	63	96.9%	98.4%
\$175,000-\$199,999	33	7.6%	1.3	187,227	185,000	70	42	97.7%	100.0%
\$200,000-\$249,999	64	14.8%	1.7	223,595	224,250	90	60	97.5%	100.0%
\$250,000-\$299,999	35	8.1%	1.4	275,440	275,000	82	67	97.5%	100.0%
\$300,000-\$399,999	51	11.8%	2.0	348,465	349,995	91	55	98.7%	100.0%
\$400,000-\$499,999	16	3.7%	2.5	446,897	435,000	59	53	98.4%	100.0%
\$500,000-\$749,999	11	2.5%	2.8	580,009	550,000	44	31	100.1%	100.0%
\$750,000-\$999,999	6	1.4%	24.0	868,833	897,500	260	141	94.6%	96.3%
\$1,000,000 and up	5	1.2%	N/A	1,410,000	1,250,000	93	33	100.0%	100.0%



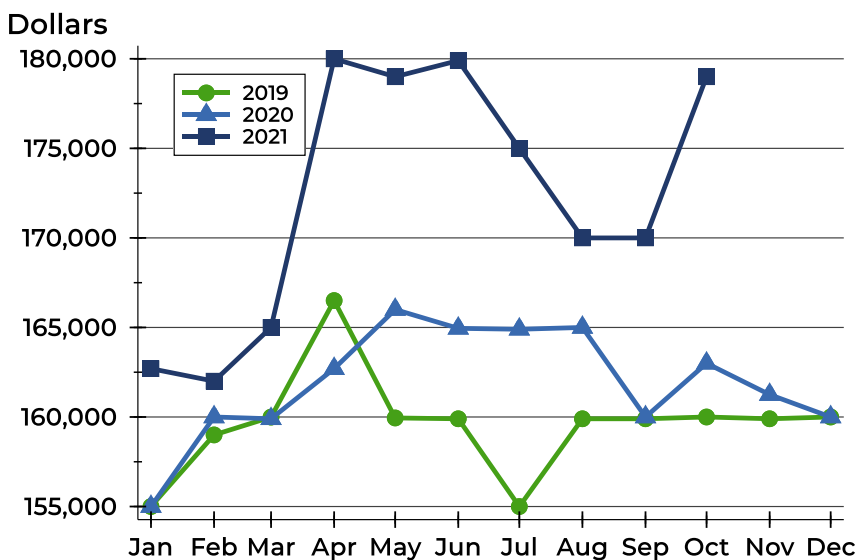
Entire MLS System Active Listings Analysis

Average Price



Month	2019	2020	2021
January	192,472	190,434	208,880
February	197,586	195,096	209,173
March	201,354	196,453	224,783
April	208,460	201,915	242,746
May	199,881	207,009	225,867
June	194,834	208,125	223,792
July	191,190	210,928	219,178
August	189,952	211,587	215,637
September	196,931	204,809	220,257
October	199,517	206,906	227,809
November	200,921	204,855	
December	195,467	207,334	

Median Price

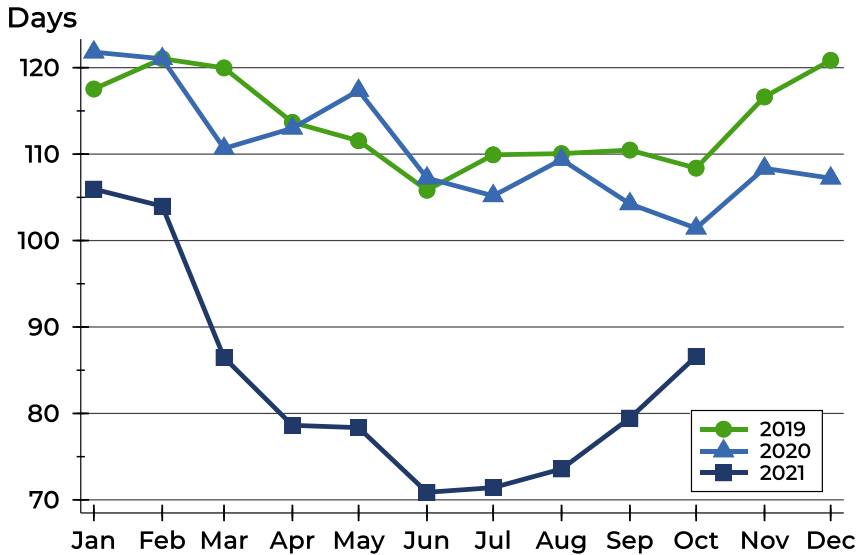


Month	2019	2020	2021
January	155,000	155,000	162,700
February	159,000	160,000	162,000
March	159,995	159,900	165,000
April	166,500	162,700	180,000
May	159,948	166,000	179,000
June	159,900	164,950	179,900
July	155,000	164,900	175,000
August	159,900	165,000	170,000
September	159,900	160,000	170,000
October	160,000	163,000	179,000
November	159,900	161,250	
December	160,000	160,000	



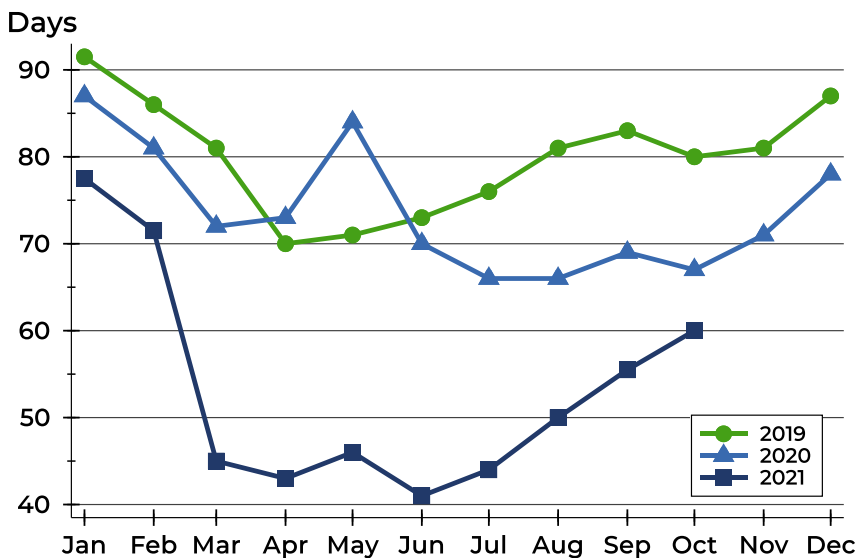
Entire MLS System Active Listings Analysis

Average DOM



Month	2019	2020	2021
January	118	122	106
February	121	121	104
March	120	111	86
April	114	113	79
May	112	117	78
June	106	107	71
July	110	105	71
August	110	109	74
September	110	104	79
October	108	101	87
November	117	108	
December	121	107	

Median DOM

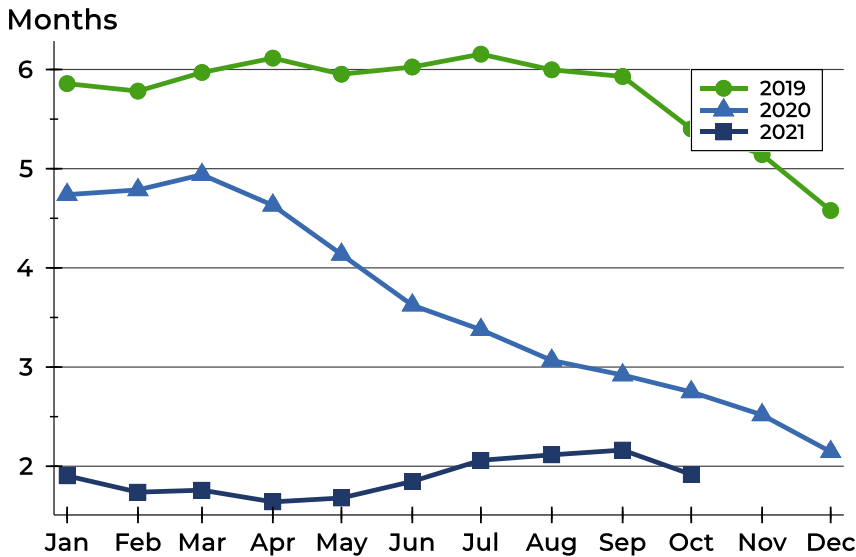


Month	2019	2020	2021
January	92	87	78
February	86	81	72
March	81	72	45
April	70	73	43
May	71	84	46
June	73	70	41
July	76	66	44
August	81	66	50
September	83	69	56
October	80	67	60
November	81	71	
December	87	78	



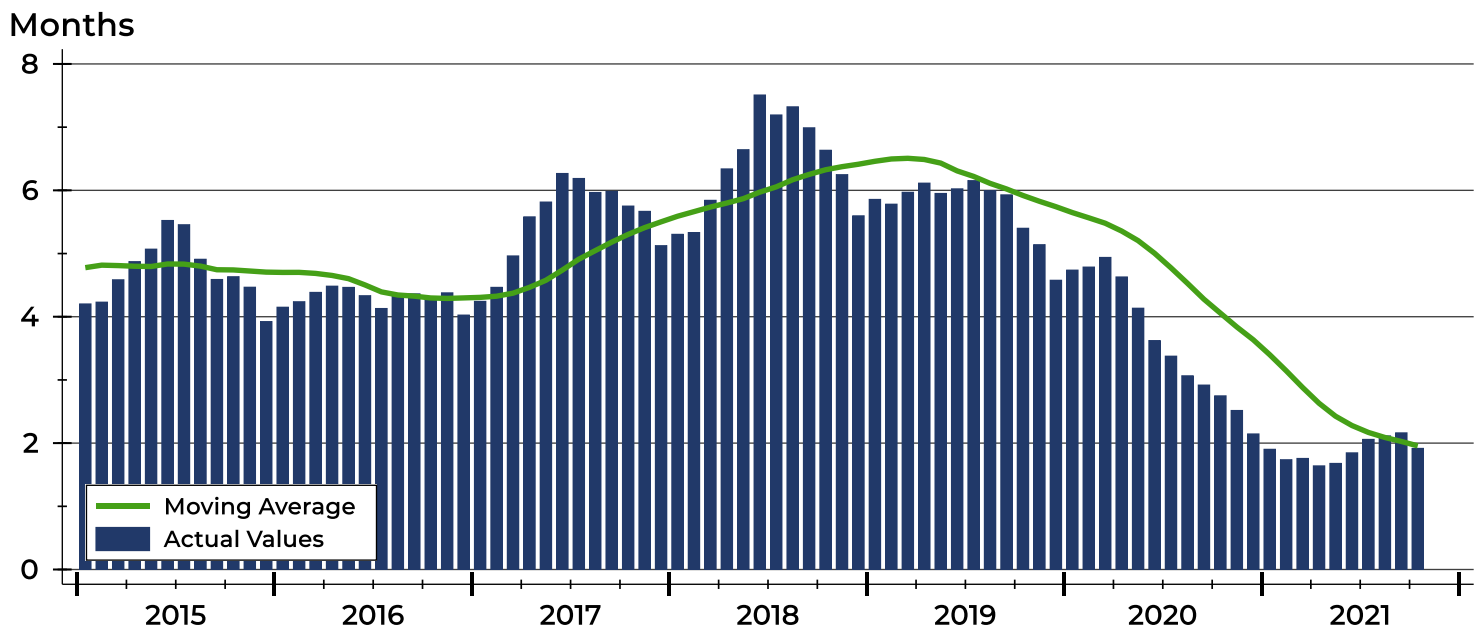
Entire MLS System Months' Supply Analysis

Months' Supply by Month



Month	2019	2020	2021
January	5.9	4.7	1.9
February	5.8	4.8	1.7
March	6.0	4.9	1.8
April	6.1	4.6	1.6
May	6.0	4.1	1.7
June	6.0	3.6	1.8
July	6.2	3.4	2.1
August	6.0	3.1	2.1
September	5.9	2.9	2.2
October	5.4	2.7	1.9
November	5.1	2.5	
December	4.6	2.1	

History of Month's Supply





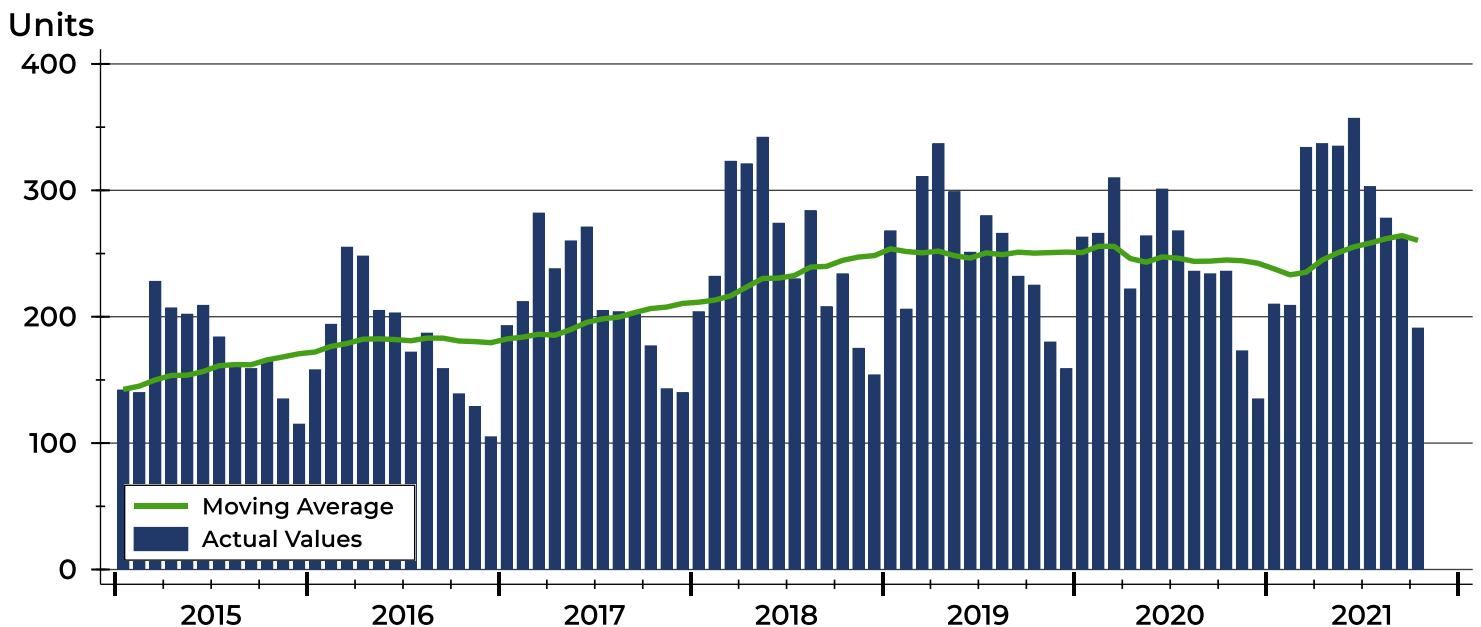
Entire MLS System New Listings Analysis

Summary Statistics for New Listings		2021	October 2020	Change
Current Month	New Listings	191	236	-19.1%
	Volume (1,000s)	44,987	46,098	-2.4%
	Average List Price	235,535	195,332	20.6%
	Median List Price	185,000	179,950	2.8%
Year-to-Date	New Listings	2,817	2,600	8.3%
	Volume (1,000s)	602,635	512,609	17.6%
	Average List Price	213,928	197,157	8.5%
	Median List Price	189,000	174,950	8.0%

A total of 191 new listings were added in the Flint Hills MLS system during October, down 19.1% from the same month in 2020. Year-to-date the Flint Hills MLS system has seen 2,817 new listings.

The median list price of these homes was \$185,000 up from \$179,950 in 2020.

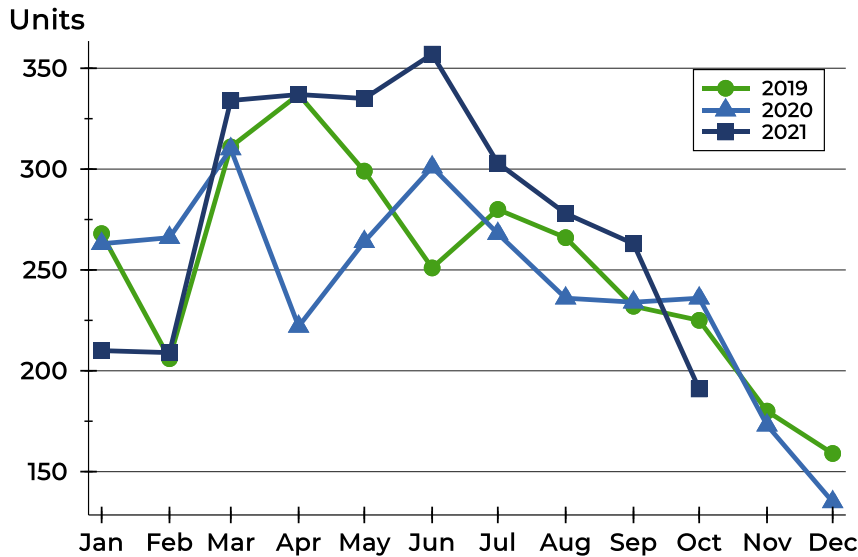
History of New Listings





Entire MLS System New Listings Analysis

New Listings by Month



Month	2019	2020	2021
January	268	263	210
February	206	266	209
March	311	310	334
April	337	222	337
May	299	264	335
June	251	301	357
July	280	268	303
August	266	236	278
September	232	234	263
October	225	236	191
November	180	173	
December	159	135	

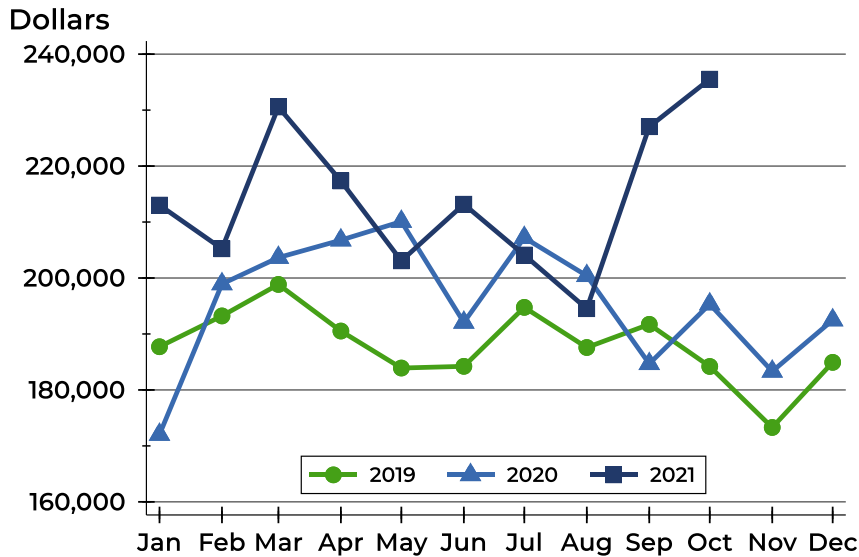
New Listings by Price Range

Price Range	New Listings		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$25,000-\$49,999	7	3.7%	39,257	37,000	23	19	100.0%	100.0%
\$50,000-\$99,999	19	9.9%	82,579	84,500	11	7	97.0%	100.0%
\$100,000-\$124,999	10	5.2%	112,870	112,500	16	14	98.6%	100.0%
\$125,000-\$149,999	24	12.6%	137,971	139,950	14	12	98.4%	100.0%
\$150,000-\$174,999	22	11.5%	161,359	159,950	19	15	98.5%	100.0%
\$175,000-\$199,999	26	13.6%	186,084	185,000	12	12	99.0%	100.0%
\$200,000-\$249,999	24	12.6%	230,129	230,000	12	13	99.9%	100.0%
\$250,000-\$299,999	18	9.4%	274,594	272,500	15	11	99.4%	100.0%
\$300,000-\$399,999	24	12.6%	350,702	354,900	30	15	99.5%	100.0%
\$400,000-\$499,999	6	3.1%	443,150	439,950	17	14	100.0%	100.0%
\$500,000-\$749,999	6	3.1%	574,783	549,950	15	12	99.8%	100.0%
\$750,000-\$999,999	3	1.6%	858,333	850,000	12	13	100.0%	100.0%
\$1,000,000 and up	2	1.0%	1,375,000	1,375,000	15	15	100.0%	100.0%



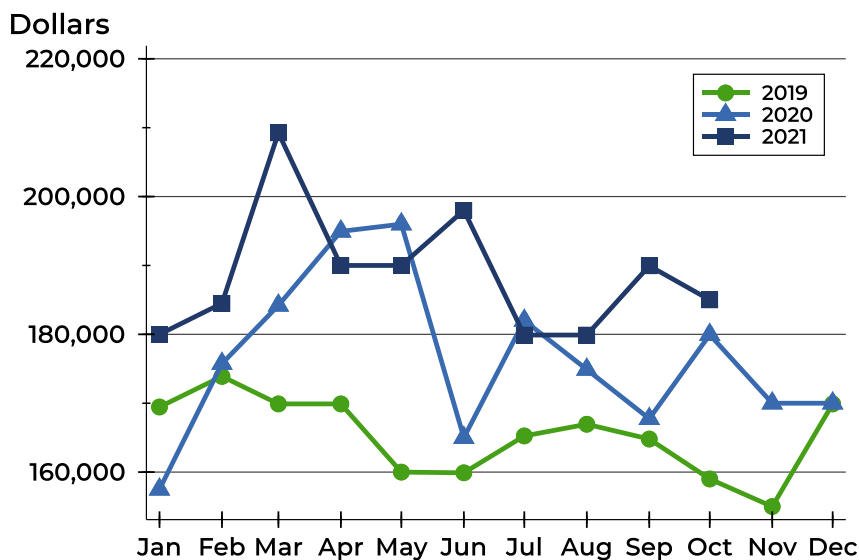
Entire MLS System New Listings Analysis

Average Price



Month	2019	2020	2021
January	187,722	172,032	213,031
February	193,229	198,938	205,224
March	198,854	203,650	230,563
April	190,524	206,765	217,344
May	183,914	210,087	203,068
June	184,222	192,065	213,189
July	194,754	207,211	204,115
August	187,585	200,401	194,516
September	191,726	184,674	227,026
October	184,196	195,332	235,535
November	173,297	183,319	
December	184,929	192,484	

Median Price



Month	2019	2020	2021
January	169,450	157,500	180,000
February	173,900	175,750	184,500
March	169,900	184,200	209,250
April	169,900	194,950	190,000
May	160,000	196,000	190,000
June	159,900	165,000	198,000
July	165,250	182,000	179,900
August	166,950	174,900	179,900
September	164,800	167,750	189,950
October	159,000	179,950	185,000
November	155,000	170,000	
December	169,900	170,000	



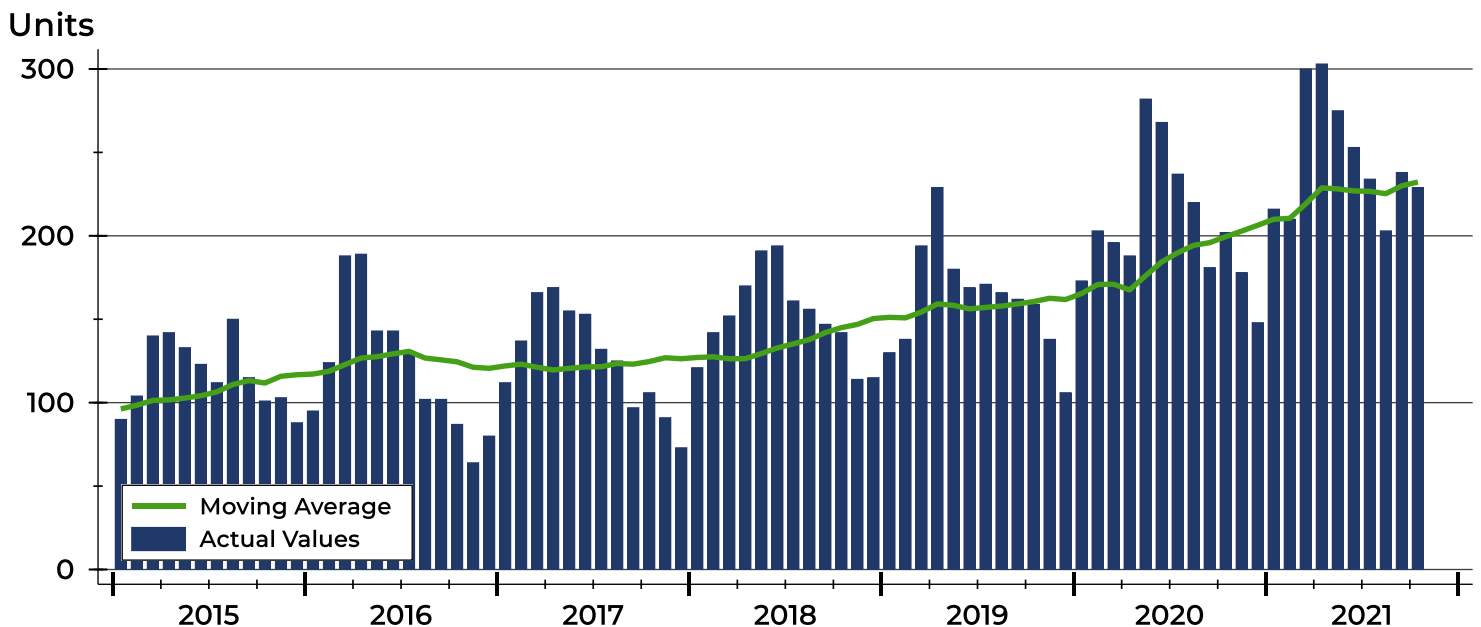
Entire MLS System Contracts Written Analysis

Summary Statistics for Contracts Written		2021	October 2020	Change	Year-to-Date		
		2021	2020	Change	2021	2020	Change
Contracts Written		229	202	13.4%	2,461	2,150	14.5%
Volume (1,000s)		48,470	37,709	28.5%	516,314	416,381	24.0%
Average	Sale Price	211,661	186,680	13.4%	209,798	193,665	8.3%
	Days on Market	44	55	-20.0%	36	65	-44.6%
	Percent of Original	96.3%	95.2%	1.2%	97.5%	95.2%	2.4%
Median	Sale Price	184,000	177,500	3.7%	189,000	177,200	6.7%
	Days on Market	25	24	4.2%	11	30	-63.3%
	Percent of Original	100.0%	97.5%	2.6%	100.0%	97.6%	2.5%

A total of 229 contracts for sale were written in the Flint Hills MLS system during the month of October, up from 202 in 2020. The median list price of these homes was \$184,000, up from \$177,500 the prior year.

Half of the homes that went under contract in October were on the market less than 25 days, compared to 24 days in October 2020.

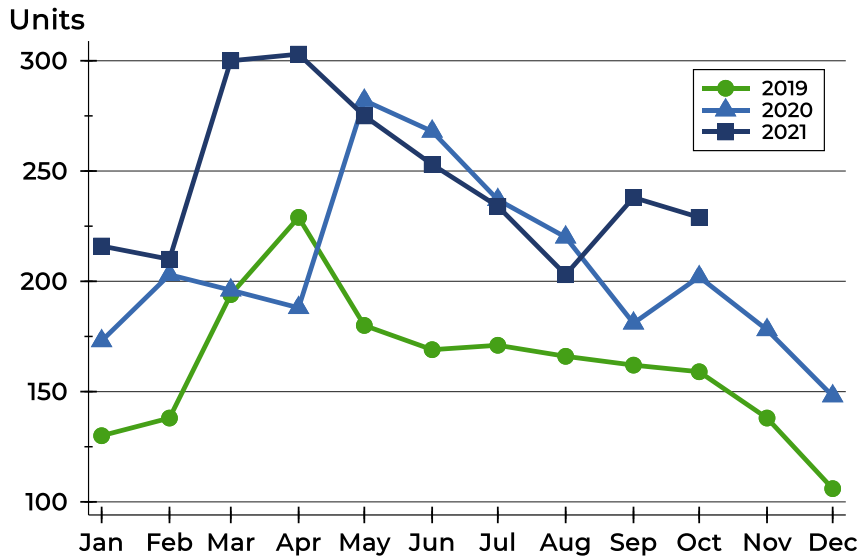
History of Contracts Written





Entire MLS System Contracts Written Analysis

Contracts Written by Month



Month	2019	2020	2021
January	130	173	216
February	138	203	210
March	194	196	300
April	229	188	303
May	180	282	275
June	169	268	253
July	171	237	234
August	166	220	203
September	162	181	238
October	159	202	229
November	138	178	
December	106	148	

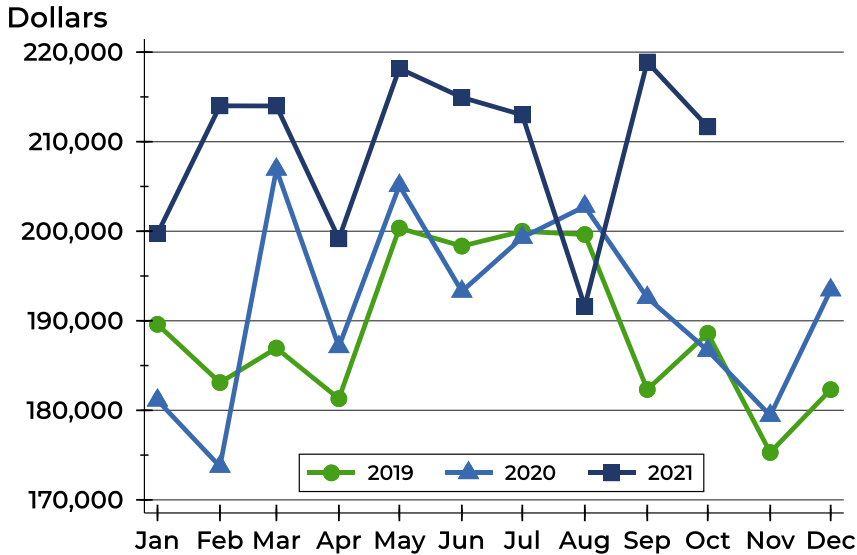
Contracts Written by Price Range

Price Range	Contracts Written		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	1	0.4%	15,000	15,000	70	70	30.0%	30.0%
\$25,000-\$49,999	9	3.9%	39,033	39,500	120	55	89.6%	100.0%
\$50,000-\$99,999	26	11.4%	81,183	81,450	62	28	94.4%	100.0%
\$100,000-\$124,999	16	7.0%	115,063	119,250	51	33	95.5%	99.2%
\$125,000-\$149,999	23	10.0%	136,035	135,000	39	33	94.6%	99.3%
\$150,000-\$174,999	25	10.9%	162,472	165,000	45	29	97.3%	100.0%
\$175,000-\$199,999	30	13.1%	185,976	184,500	34	19	97.0%	100.0%
\$200,000-\$249,999	39	17.0%	227,206	227,500	45	33	97.6%	100.0%
\$250,000-\$299,999	15	6.6%	277,187	275,000	23	10	99.4%	100.0%
\$300,000-\$399,999	33	14.4%	348,202	350,000	32	16	98.0%	100.0%
\$400,000-\$499,999	6	2.6%	445,667	449,500	33	33	99.6%	100.0%
\$500,000-\$749,999	4	1.7%	607,225	595,000	6	5	100.0%	100.0%
\$750,000-\$999,999	2	0.9%	885,000	885,000	55	55	89.8%	89.8%
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



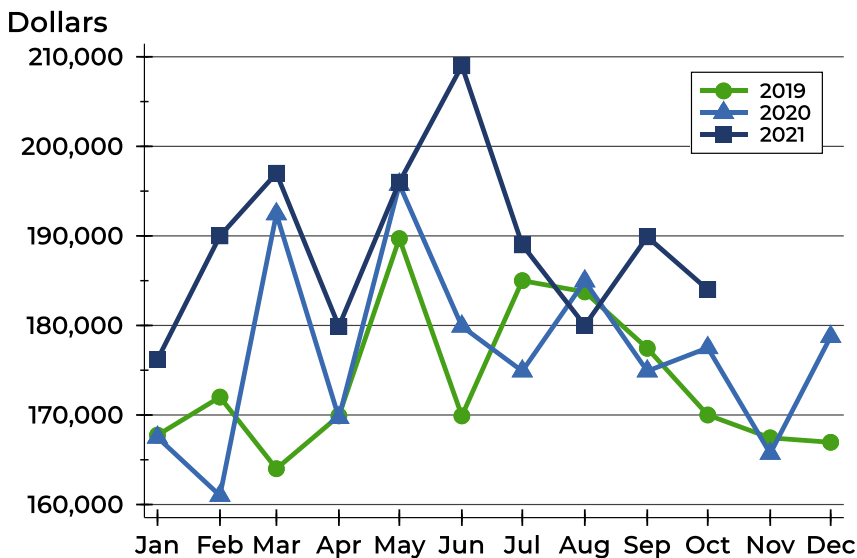
Entire MLS System Contracts Written Analysis

Average Price



Month	2019	2020	2021
January	189,602	181,123	199,738
February	183,094	173,728	214,007
March	186,948	206,914	213,986
April	181,302	187,093	199,162
May	200,351	205,099	218,177
June	198,340	193,285	214,951
July	199,995	199,300	212,992
August	199,633	202,776	191,610
September	182,320	192,589	218,900
October	188,600	186,680	211,661
November	175,291	179,420	
December	182,314	193,433	

Median Price

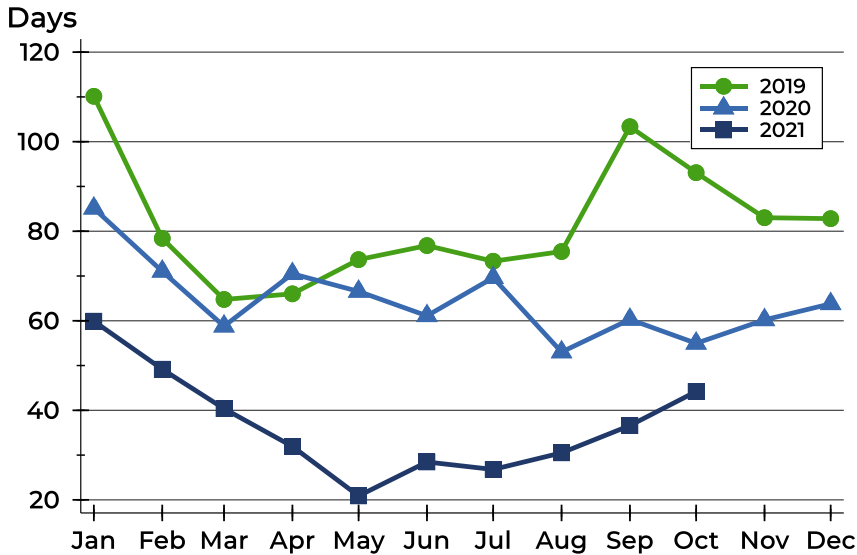


Month	2019	2020	2021
January	167,750	167,500	176,200
February	172,000	161,000	190,000
March	164,000	192,450	197,000
April	169,900	169,700	179,900
May	189,700	195,750	196,000
June	169,900	179,900	209,000
July	185,000	174,900	189,000
August	183,750	184,950	180,000
September	177,450	174,900	189,900
October	170,000	177,500	184,000
November	167,450	165,700	
December	166,950	178,750	



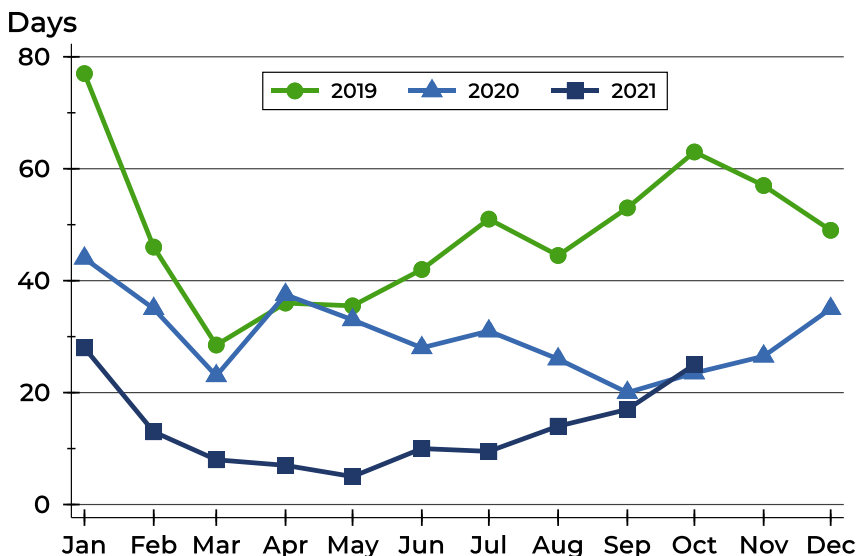
Entire MLS System Contracts Written Analysis

Average DOM



Month	2019	2020	2021
January	110	85	60
February	78	71	49
March	65	59	40
April	66	71	32
May	74	67	21
June	77	61	28
July	73	70	27
August	75	53	31
September	103	60	37
October	93	55	44
November	83	60	
December	83	64	

Median DOM



Month	2019	2020	2021
January	77	44	28
February	46	35	13
March	29	23	8
April	36	38	7
May	36	33	5
June	42	28	10
July	51	31	10
August	45	26	14
September	53	20	17
October	63	24	25
November	57	27	
December	49	35	



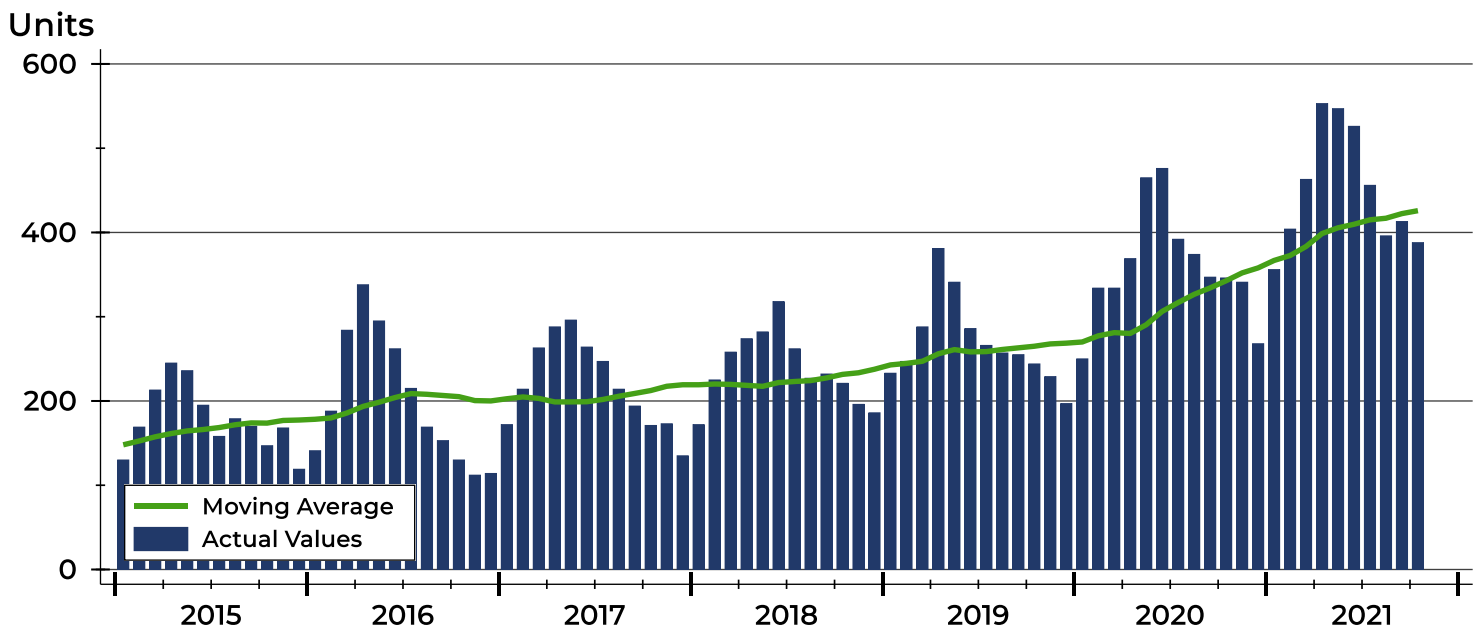
Entire MLS System Pending Contracts Analysis

Summary Statistics for Pending Contracts		End of October		
		2021	2020	Change
Pending Contracts		388	346	12.1%
Volume (1,000s)		88,150	65,855	33.9%
Average	List Price	227,191	190,332	19.4%
	Days on Market	41	60	-31.7%
	Percent of Original	98.0%	98.0%	0.0%
Median	List Price	205,000	177,250	15.7%
	Days on Market	23	26	-11.5%
	Percent of Original	100.0%	100.0%	0.0%

A total of 388 listings in the Flint Hills MLS system had contracts pending at the end of October, up from 346 contracts pending at the end of October 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.

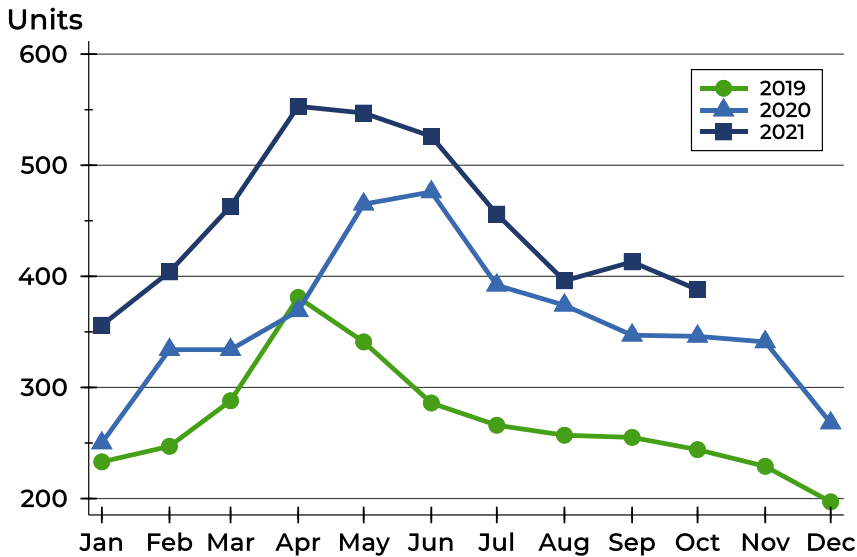
History of Pending Contracts





Entire MLS System Pending Contracts Analysis

Pending Contracts by Month



Month	2019	2020	2021
January	233	250	356
February	247	334	404
March	288	334	463
April	381	369	553
May	341	465	547
June	286	476	526
July	266	392	456
August	257	374	396
September	255	347	413
October	244	346	388
November	229	341	
December	197	268	

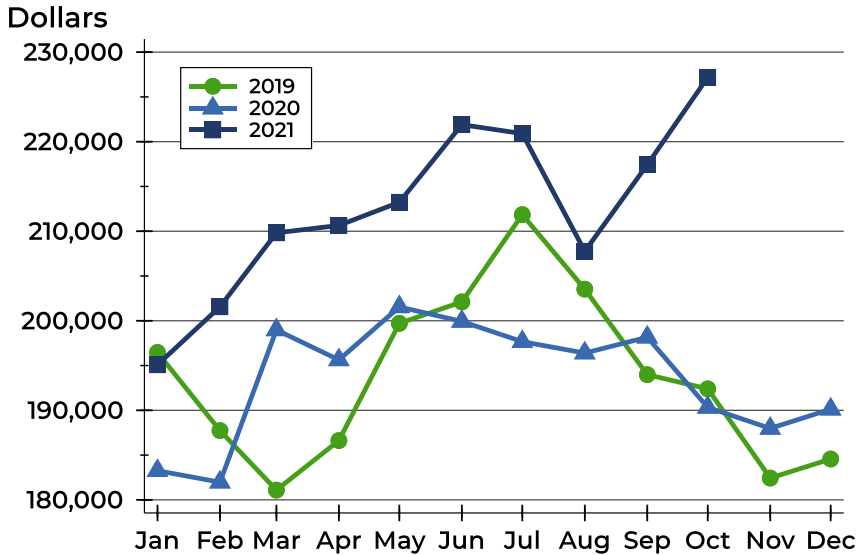
Pending Contracts by Price Range

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	8	2.1%	38,275	39,750	97	58	90.2%	95.0%
\$50,000-\$99,999	40	10.3%	78,731	78,950	54	18	98.1%	100.0%
\$100,000-\$124,999	25	6.4%	114,952	119,000	44	32	95.9%	100.0%
\$125,000-\$149,999	32	8.2%	137,466	139,900	36	28	96.9%	100.0%
\$150,000-\$174,999	42	10.8%	163,061	165,000	39	27	98.1%	100.0%
\$175,000-\$199,999	46	11.9%	185,576	184,950	32	17	97.5%	100.0%
\$200,000-\$249,999	75	19.3%	226,740	225,000	39	24	98.2%	100.0%
\$250,000-\$299,999	31	8.0%	279,669	284,900	29	10	100.0%	100.0%
\$300,000-\$399,999	66	17.0%	344,502	349,000	48	22	98.9%	100.0%
\$400,000-\$499,999	11	2.8%	442,963	439,000	28	11	99.1%	100.0%
\$500,000-\$749,999	9	2.3%	614,644	625,000	29	13	100.0%	100.0%
\$750,000-\$999,999	2	0.5%	885,000	885,000	55	55	95.2%	95.2%
\$1,000,000 and up	1	0.3%	1,450,000	1,450,000	28	28	100.0%	100.0%



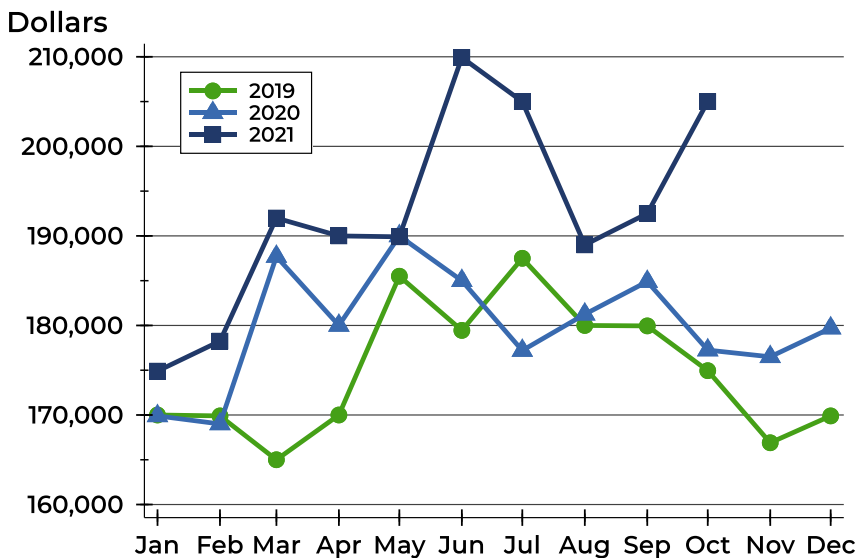
Entire MLS System Pending Contracts Analysis

Average Price



Month	2019	2020	2021
January	196,464	183,259	195,087
February	187,740	181,974	201,563
March	181,094	198,981	209,821
April	186,626	195,633	210,649
May	199,713	201,551	213,236
June	202,109	199,929	221,905
July	211,852	197,671	220,905
August	203,532	196,396	207,764
September	193,983	198,168	217,430
October	192,400	190,332	227,191
November	182,437	187,981	
December	184,564	190,128	

Median Price

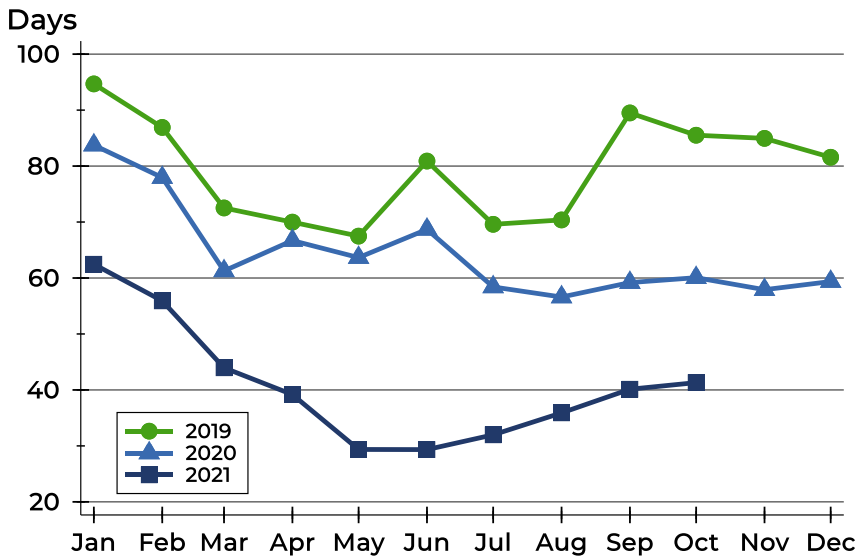


Month	2019	2020	2021
January	170,000	169,900	174,900
February	169,900	169,000	178,250
March	165,000	187,700	192,000
April	170,000	180,000	190,000
May	185,500	190,000	189,900
June	179,450	185,000	209,925
July	187,500	177,200	205,000
August	180,000	181,250	189,000
September	179,950	184,900	192,500
October	174,950	177,250	205,000
November	166,900	176,500	
December	169,900	179,700	



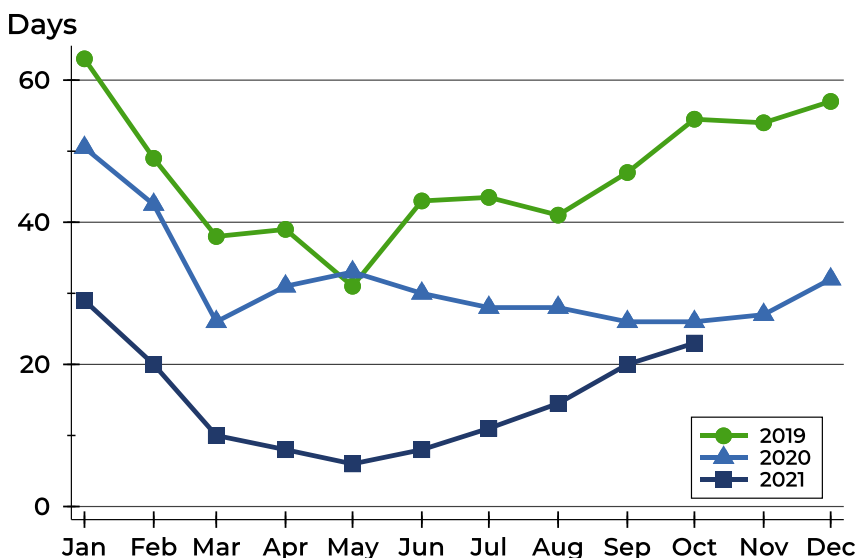
Entire MLS System Pending Contracts Analysis

Average DOM



Month	2019	2020	2021
January	95	84	62
February	87	78	56
March	73	61	44
April	70	67	39
May	67	64	29
June	81	69	29
July	70	58	32
August	70	57	36
September	89	59	40
October	86	60	41
November	85	58	
December	82	59	

Median DOM



Month	2019	2020	2021
January	63	51	29
February	49	43	20
March	38	26	10
April	39	31	8
May	31	33	6
June	43	30	8
July	44	28	11
August	41	28	15
September	47	26	20
October	55	26	23
November	54	27	
December	57	32	