



**December
2021**

Flint Hills MLS Statistics



**FLINT HILLS
ASSOCIATION
OF REALTORS®**

Entire MLS System Housing Report



Market Overview

Flint Hills MLS Home Sales Fell in December

Total home sales in the Flint Hills MLS system fell last month to 214 units, compared to 216 units in December 2020. Total sales volume was \$46.8 million, up from a year earlier.

The median sale price in December was \$189,500, up from \$170,000 a year earlier. Homes that sold in December 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 December

The total number of active listings in the Flint Hills MLS system at the end of December was 309 units, down from 431 at the same point in 2020. This represents a 1.3 months' supply of homes available for sale. The median list price of homes on the market at the end of December was \$160,000.

During December, a total of 178 contracts were written up from 148 in December 2020. At the end of the month, there were 305 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
 685-776-1203
ae@flinthillsrealtors.net
www.flinthillsrealtors.net



Entire MLS System Summary Statistics

December MLS Statistics Three-year History		Current Month			Year-to-Date		
		2021	2020	2019	2021	2020	2019
Home Sales Change from prior year	214 -0.9%	216 43.0%	151 15.3%	2,782 15.4%	2,410 24.9%	1,929 9.5%	
Active Listings Change from prior year	309 -28.3%	431 -41.4%	736 -10.5%	N/A	N/A	N/A	
Months' Supply Change from prior year	1.3 -38.1%	2.1 -54.3%	4.6 -17.9%	N/A	N/A	N/A	
New Listings Change from prior year	129 -4.4%	135 -15.1%	159 3.2%	3,157 8.6%	2,908 -3.5%	3,015 1.1%	
Contracts Written Change from prior year	178 20.3%	148 39.6%	106 -7.8%	2,831 14.3%	2,476 27.5%	1,942 7.6%	
Pending Contracts Change from prior year	305 13.8%	268 36.0%	197 5.9%	N/A	N/A	N/A	
Sales Volume (1,000s) Change from prior year	46,831 18.9%	39,389 51.6%	25,980 14.4%	577,106 27.1%	453,999 26.9%	357,802 8.9%	
Average	Sale Price Change from prior year	218,834 20.0%	182,354 6.0%	172,054 -0.7%	207,443 10.1%	188,381 1.6%	185,486 -0.6%
	List Price of Actives Change from prior year	209,564 1.1%	207,334 6.1%	195,467 0.3%	N/A	N/A	N/A
	Days on Market Change from prior year	40 -36.5%	63 -24.1%	83 9.2%	38 -42.4%	66 -16.5%	79 1.3%
	Percent of List Change from prior year	98.5% 1.5%	97.0% 0.2%	96.8% 0.5%	98.5% 1.2%	97.3% 0.2%	97.1% 0.2%
	Percent of Original Change from prior year	96.2% 1.5%	94.8% 0.6%	94.2% 1.6%	97.1% 2.1%	95.1% 0.8%	94.3% -0.1%
Median	Sale Price Change from prior year	189,500 11.5%	170,000 9.7%	155,000 0.0%	188,000 7.5%	174,900 2.9%	170,000 -1.2%
	List Price of Actives Change from prior year	160,000 0.0%	160,000 0.0%	160,000 0.6%	N/A	N/A	N/A
	Days on Market Change from prior year	17 -34.6%	26 -44.7%	47 -26.6%	12 -61.3%	31 -34.0%	47 -2.1%
	Percent of List Change from prior year	100.0% 1.4%	98.6% -0.6%	99.2% 0.7%	100.0% 1.4%	98.6% 0.3%	98.3% 0.1%
	Percent of Original Change from prior year	98.7% 1.2%	97.5% 0.0%	97.5% 0.8%	99.5% 2.1%	97.5% 0.8%	96.7% 0.2%

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



Entire MLS System Closed Listings Analysis

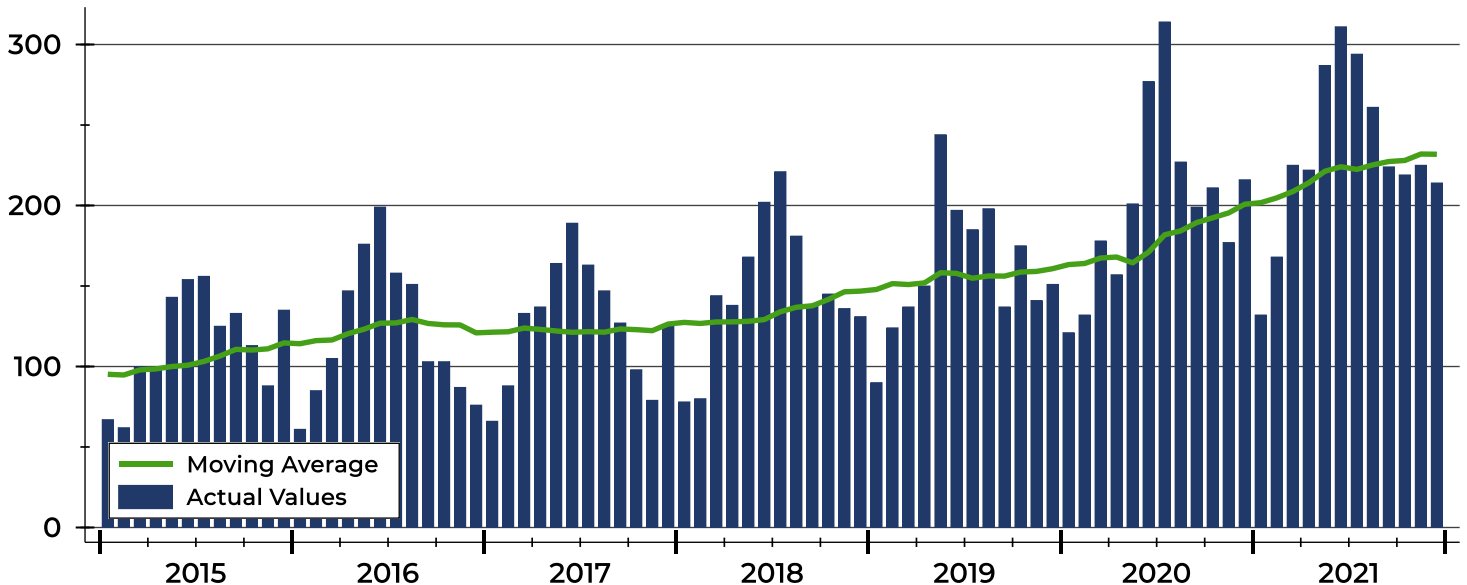
Summary Statistics for Closed Listings		2021	December 2020	Change	2021	Year-to-Date 2020	Change
Closed Listings		214	216	-0.9%	2,782	2,410	15.4%
Volume (1,000s)		46,831	39,389	18.9%	577,106	453,999	27.1%
Months' Supply		1.3	2.1	-38.1%	N/A	N/A	N/A
Average	Sale Price	218,834	182,354	20.0%	207,443	188,381	10.1%
	Days on Market	40	63	-36.5%	38	66	-42.4%
	Percent of List	98.5%	97.0%	1.5%	98.5%	97.3%	1.2%
	Percent of Original	96.2%	94.8%	1.5%	97.1%	95.1%	2.1%
Median	Sale Price	189,500	170,000	11.5%	188,000	174,900	7.5%
	Days on Market	17	26	-34.6%	12	31	-61.3%
	Percent of List	100.0%	98.6%	1.4%	100.0%	98.6%	1.4%
	Percent of Original	98.7%	97.5%	1.2%	99.5%	97.5%	2.1%

A total of 214 homes sold in the Flint Hills MLS system in December, down from 216 units in December 2020. Total sales volume rose to \$46.8 million compared to \$39.4 million in the previous year.

The median sales price in December was \$189,500, up 11.5% compared to the prior year. Median days on market was 17 days, down from 23 days in November, and down from 26 in December 2020.

History of Closed Listings

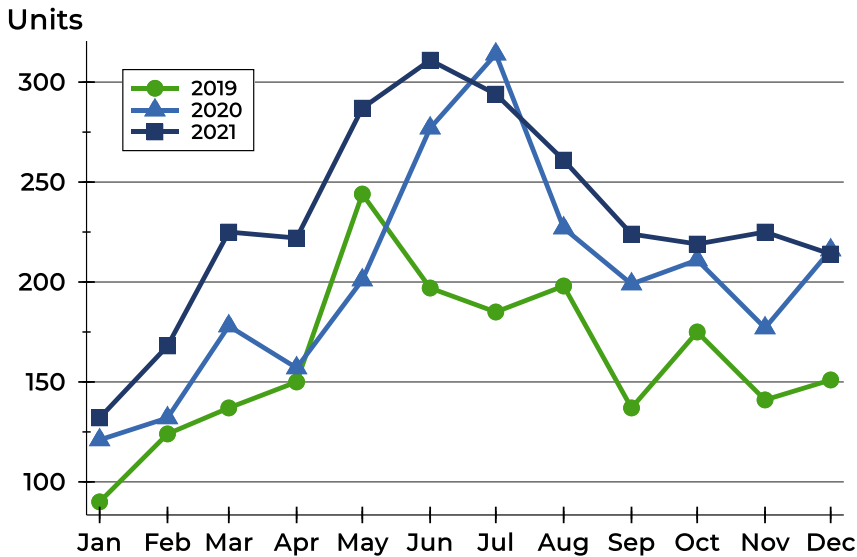
Units





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	222
May	244	201	287
June	197	277	311
July	185	314	294
August	198	227	261
September	137	199	224
October	175	211	219
November	141	177	225
December	151	216	214

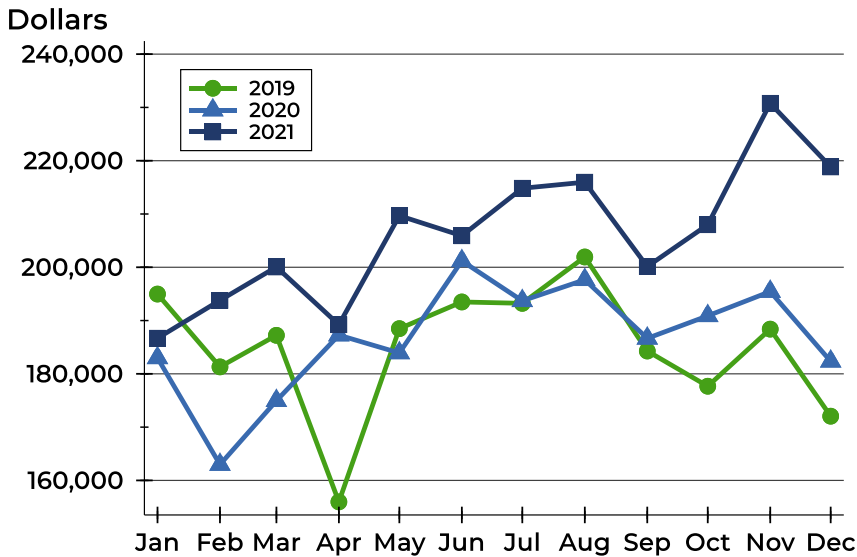
Closed Listings by Price Range

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	2.3%	0.0	13,800	15,000	22	18	87.8%	93.2%	82.8%	93.2%
\$25,000-\$49,999	5	2.3%	2.2	36,000	38,000	110	38	87.4%	88.6%	81.2%	84.0%
\$50,000-\$99,999	21	9.8%	2.0	82,552	84,000	72	33	96.6%	97.4%	93.6%	93.8%
\$100,000-\$124,999	13	6.1%	1.8	115,753	120,000	57	33	101.1%	100.0%	96.3%	92.7%
\$125,000-\$149,999	23	10.7%	1.8	136,689	138,500	40	17	98.4%	99.3%	96.2%	98.6%
\$150,000-\$174,999	22	10.3%	1.3	163,051	165,000	41	33	98.4%	99.7%	95.5%	96.6%
\$175,000-\$199,999	24	11.2%	0.8	183,208	180,500	37	24	98.5%	99.5%	96.3%	97.3%
\$200,000-\$249,999	34	15.9%	0.9	227,125	228,500	18	6	100.4%	100.0%	98.1%	100.0%
\$250,000-\$299,999	24	11.2%	0.8	274,167	267,500	35	8	100.4%	100.0%	99.3%	100.0%
\$300,000-\$399,999	26	12.1%	1.3	340,687	332,500	38	26	99.3%	99.7%	98.0%	98.6%
\$400,000-\$499,999	9	4.2%	1.9	440,538	430,000	27	8	101.6%	100.0%	101.1%	100.0%
\$500,000-\$749,999	6	2.8%	1.5	581,711	559,950	28	26	96.6%	98.8%	95.9%	98.8%
\$750,000-\$999,999	2	0.9%	4.8	800,000	800,000	79	79	82.8%	82.8%	82.8%	82.8%
\$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



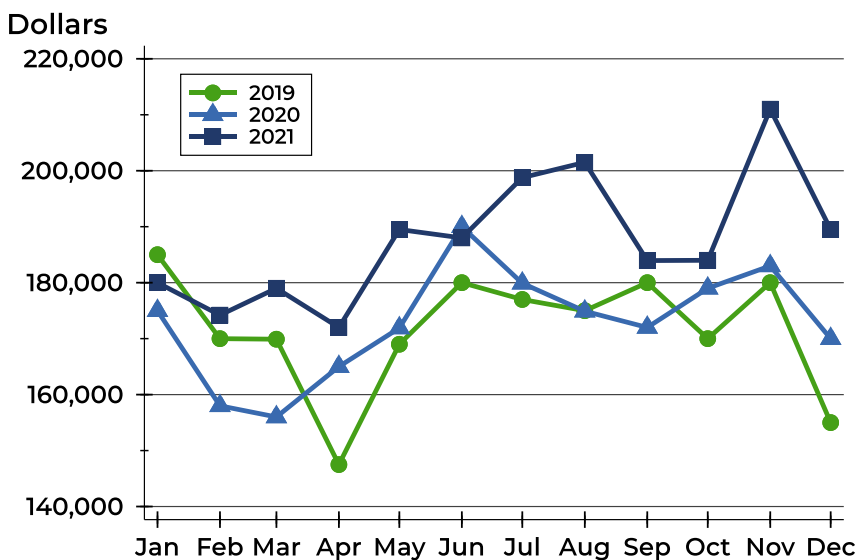
Entire MLS System Closed Listings Analysis

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	189,225
May	188,488	183,922	209,681
June	193,492	201,204	205,917
July	193,233	193,705	214,832
August	201,935	197,660	215,972
September	184,286	186,666	200,138
October	177,678	190,887	207,989
November	188,394	195,447	230,776
December	172,054	182,354	218,834

Median Price

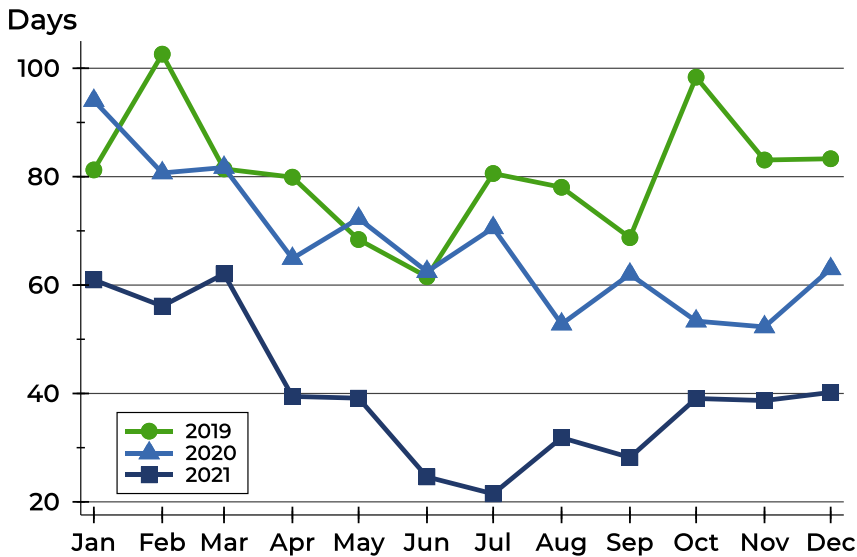


Month	2019	2020	2021
January	185,000	175,000	180,000
February	170,000	158,000	174,200
March	169,900	156,000	179,000
April	147,500	165,000	172,000
May	169,000	171,900	189,500
June	180,000	190,000	188,000
July	177,000	179,900	198,775
August	175,000	174,900	201,500
September	180,000	172,000	183,950
October	170,000	179,000	184,000
November	180,000	183,000	211,000
December	155,000	170,000	189,500



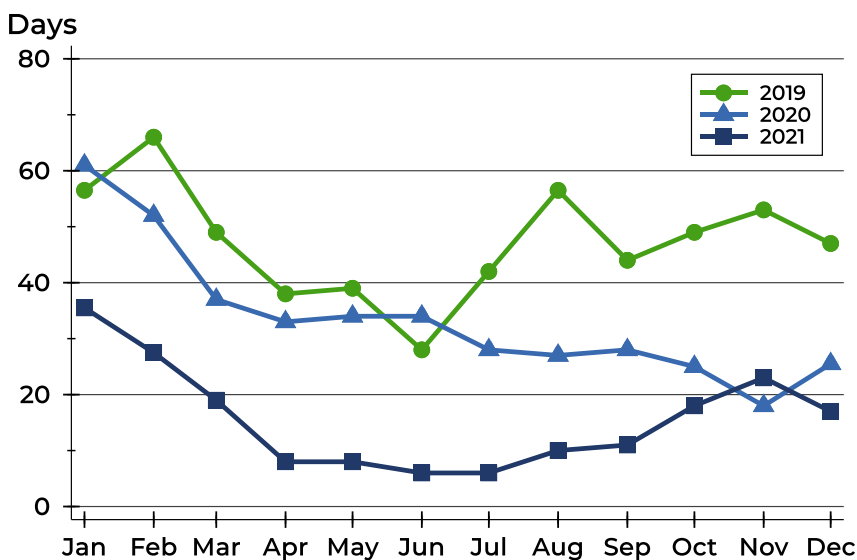
Entire MLS System Closed Listings Analysis

Average DOM



Month	2019	2020	2021
January	81	94	61
February	103	81	56
March	81	82	62
April	80	65	39
May	68	72	39
June	62	62	25
July	81	71	21
August	78	53	32
September	69	62	28
October	98	53	39
November	83	52	39
December	83	63	40

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	10
September	44	28	11
October	49	25	18
November	53	18	23
December	47	26	17



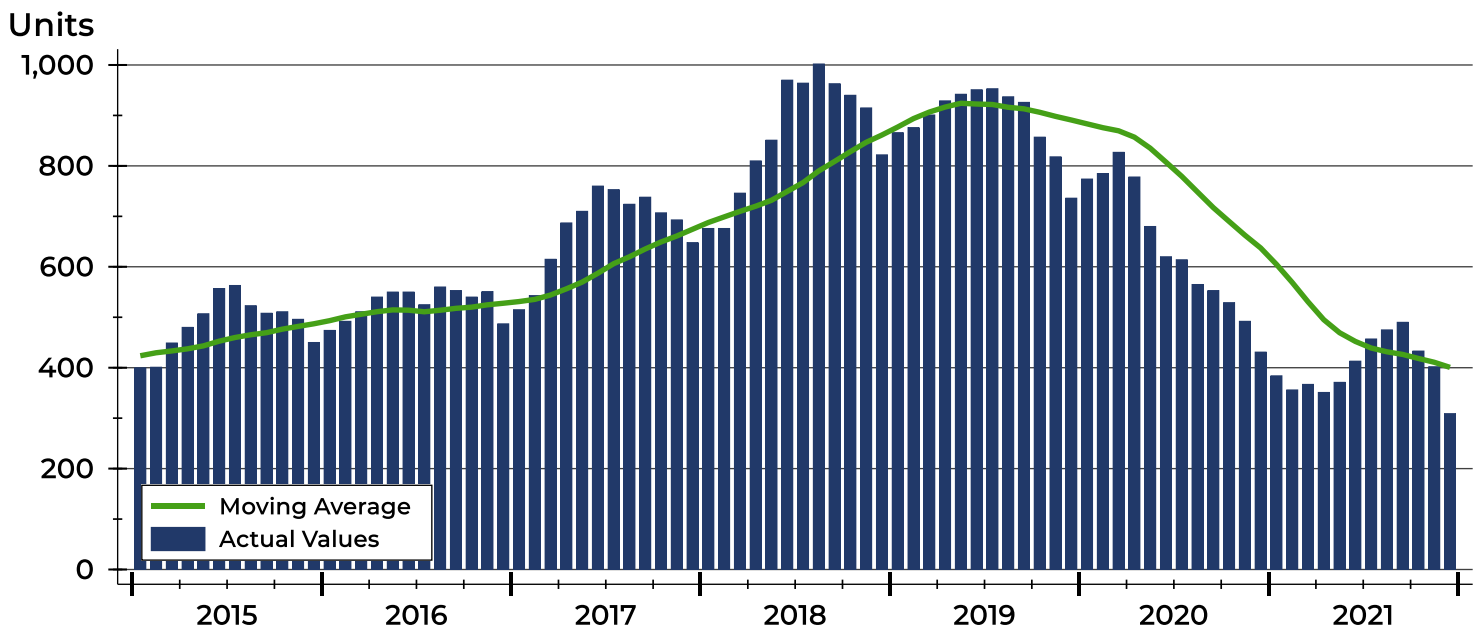
Entire MLS System Active Listings Analysis

Summary Statistics for Active Listings		End of December		
		2021	2020	Change
Active Listings		309	431	-28.3%
Volume (1,000s)		64,755	89,361	-27.5%
Months' Supply		1.3	2.1	-38.1%
Average	List Price	209,564	207,334	1.1%
	Days on Market	90	107	-15.9%
	Percent of Original	97.3%	97.7%	-0.4%
Median	List Price	160,000	160,000	0.0%
	Days on Market	63	78	-19.2%
	Percent of Original	100.0%	100.0%	0.0%

A total of 309 homes were available for sale in the Flint Hills MLS system at the end of December. This represents a 1.3 months' supply of active listings.

The median list price of homes on the market at the end of December was \$160,000, showing little change from the same point in 2020. The typical time on market for active listings was 63 days, down from 78 days a year earlier.

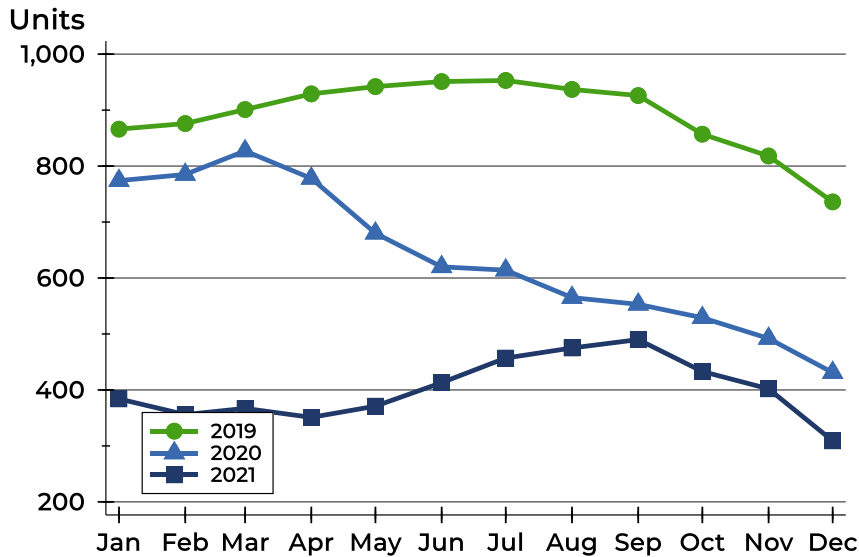
History of Active Listings





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	402
December	736	431	309

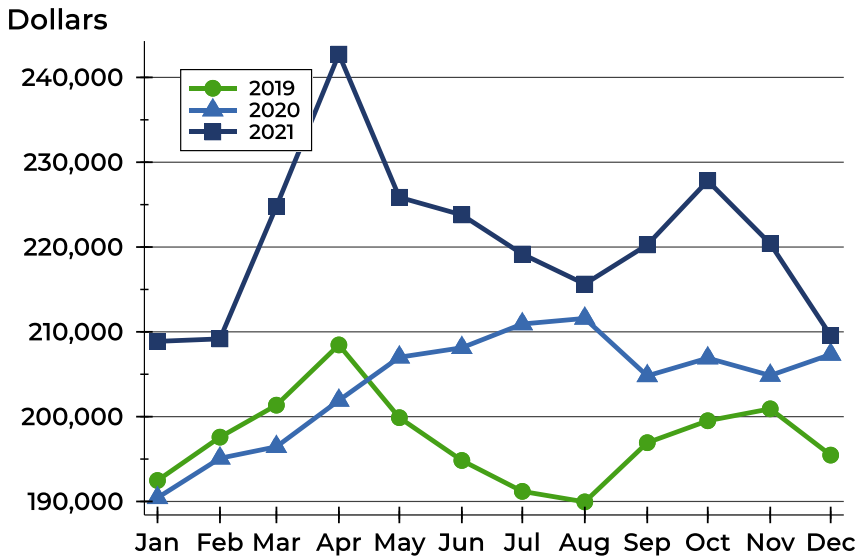
Active Listings by Price Range

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	13	4.2%	2.2	43,277	45,000	66	47	91.6%	94.5%
\$50,000-\$99,999	52	16.8%	2.0	78,923	81,250	90	64	95.6%	98.9%
\$100,000-\$124,999	34	11.0%	1.8	113,065	110,000	81	66	96.3%	100.0%
\$125,000-\$149,999	41	13.3%	1.8	136,990	135,900	78	56	97.9%	100.0%
\$150,000-\$174,999	33	10.7%	1.3	162,548	164,000	77	72	98.9%	100.0%
\$175,000-\$199,999	22	7.1%	0.8	188,909	189,000	101	73	97.2%	100.0%
\$200,000-\$249,999	34	11.0%	0.9	224,203	221,450	95	77	97.9%	100.0%
\$250,000-\$299,999	20	6.5%	0.8	275,685	279,700	74	45	99.1%	100.0%
\$300,000-\$399,999	36	11.7%	1.3	355,818	361,250	109	77	98.6%	100.0%
\$400,000-\$499,999	14	4.5%	1.9	462,883	480,000	95	73	99.2%	100.0%
\$500,000-\$749,999	6	1.9%	1.5	593,917	582,500	51	31	100.8%	100.0%
\$750,000-\$999,999	2	0.6%	4.8	959,000	959,000	517	517	88.4%	88.4%
\$1,000,000 and up	2	0.6%	N/A	1,600,000	1,600,000	195	195	100.0%	100.0%



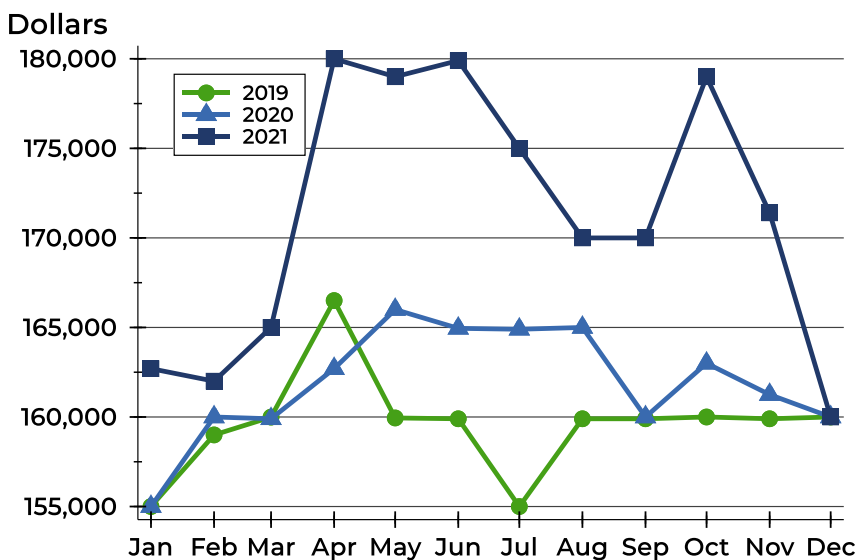
Entire MLS System Active Listings Analysis

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	220,400
December	195,467	207,334	209,564

Median Price

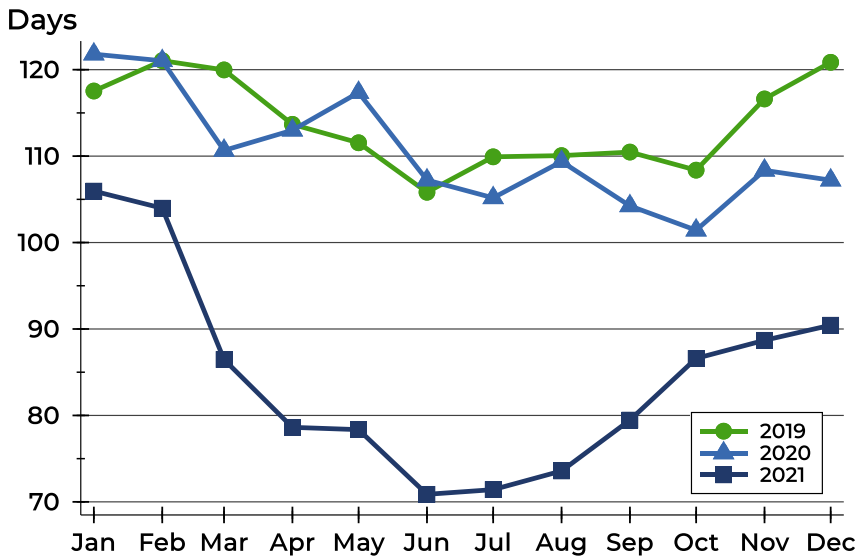


Month	2019	2020	2021
January	155,000	155,000	162,700
February	159,000	160,000	162,000
March	159,995	159,900	165,000
April	166,500	162,700	180,000
May	159,948	166,000	179,000
June	159,900	164,950	179,900
July	155,000	164,900	175,000
August	159,900	165,000	170,000
September	159,900	160,000	170,000
October	160,000	163,000	179,000
November	159,900	161,250	171,400
December	160,000	160,000	160,000



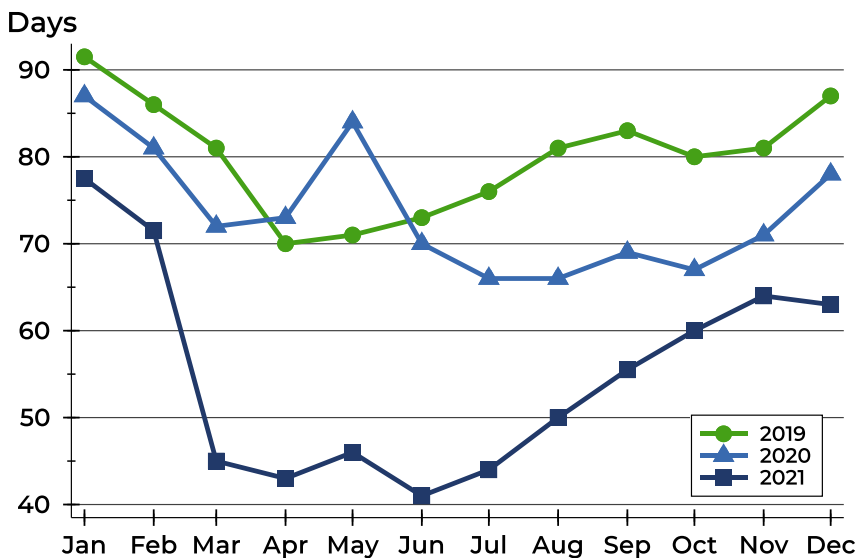
Entire MLS System Active Listings Analysis

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	89
December	121	107	90

Median DOM

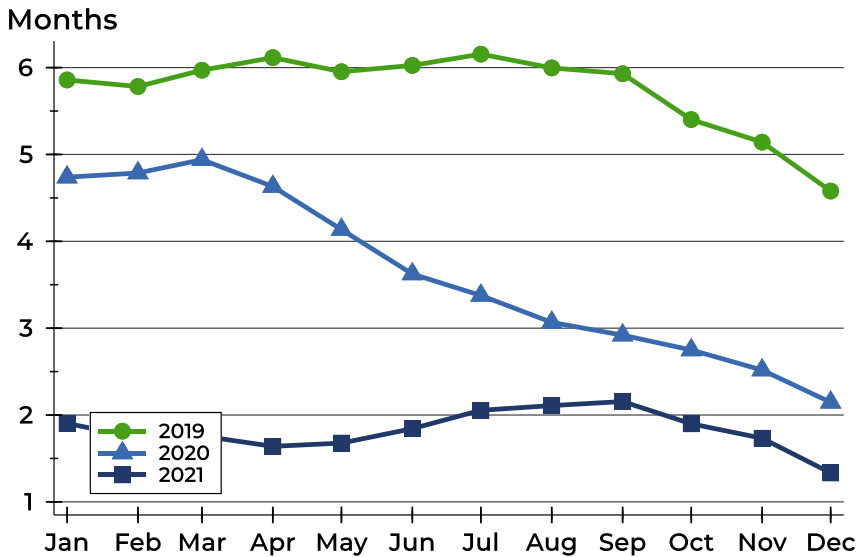


Month	2019	2020	2021
January	92	87	78
February	86	81	72
March	81	72	45
April	70	73	43
May	71	84	46
June	73	70	41
July	76	66	44
August	81	66	50
September	83	69	56
October	80	67	60
November	81	71	64
December	87	78	63



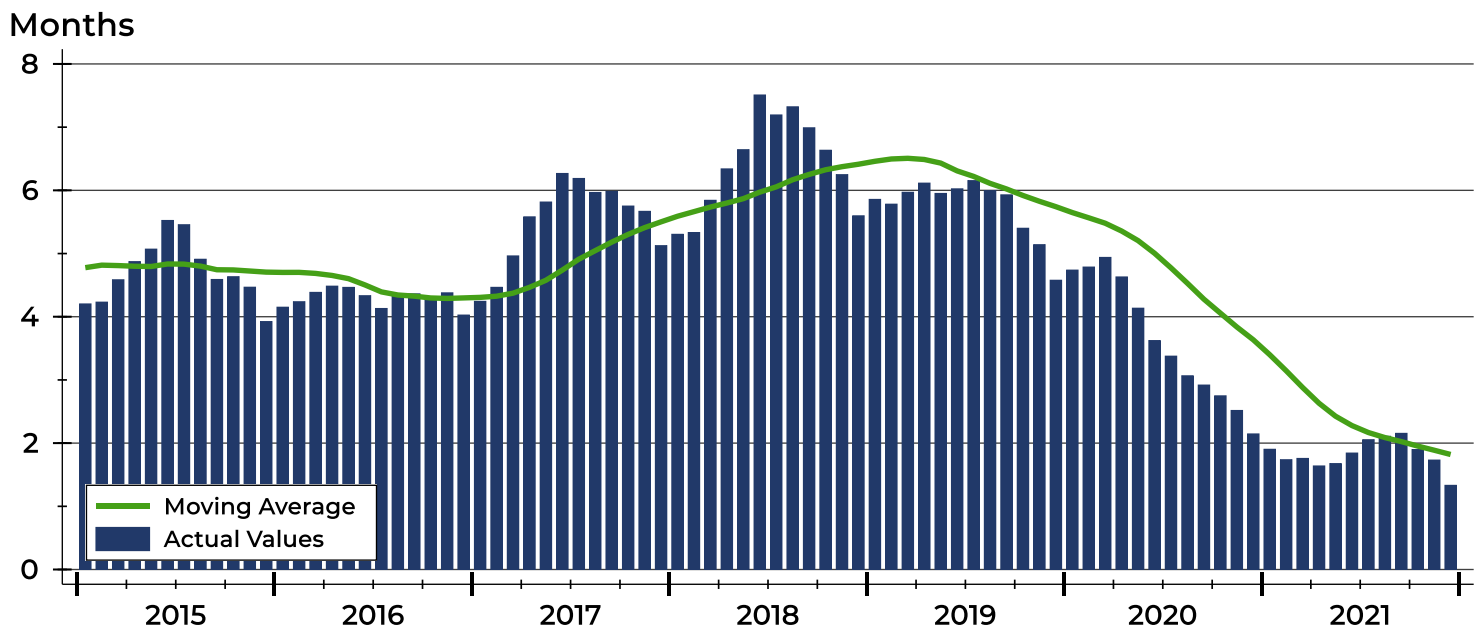
Entire MLS System Months' Supply Analysis

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	1.7
December	4.6	2.1	1.3

History of Month's Supply





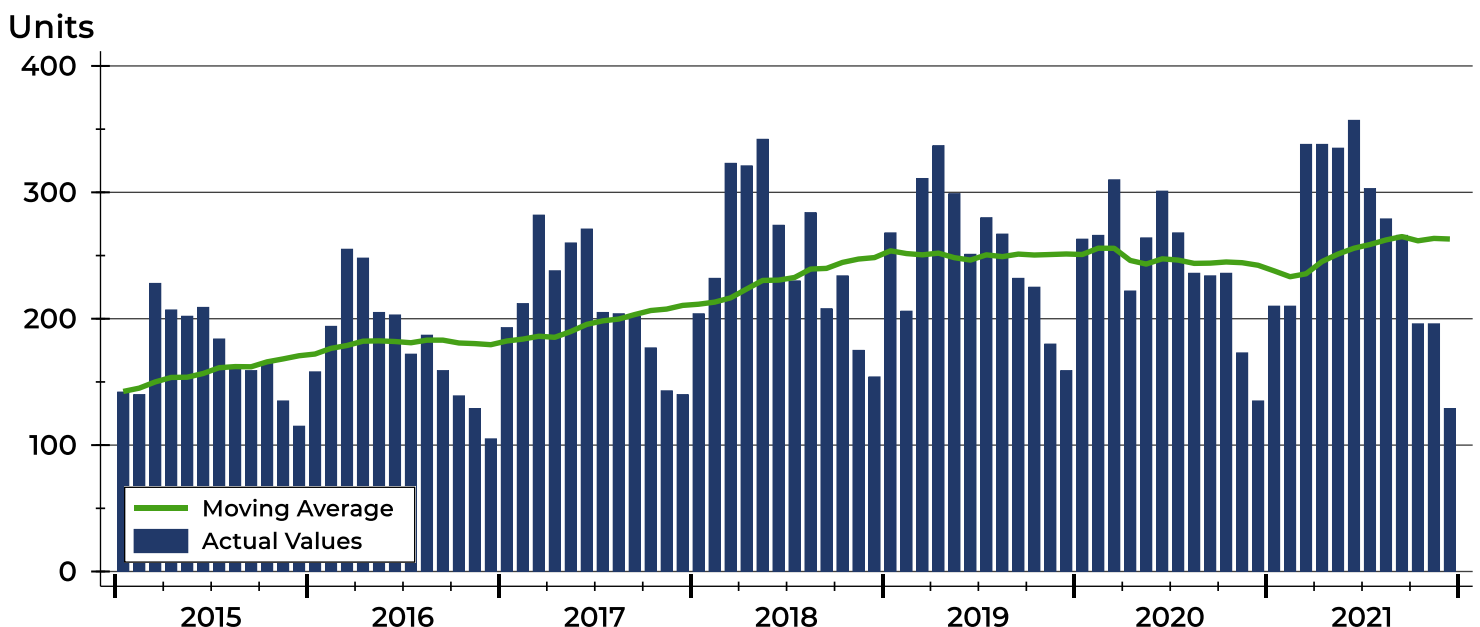
Entire MLS System New Listings Analysis

Summary Statistics for New Listings		2021	December 2020	Change
Current Month	New Listings	129	135	-4.4%
	Volume (1,000s)	23,443	25,985	-9.8%
	Average List Price	181,730	192,484	-5.6%
	Median List Price	158,000	170,000	-7.1%
Year-to-Date	New Listings	3,157	2,908	8.6%
	Volume (1,000s)	670,704	570,306	17.6%
	Average List Price	212,450	196,116	8.3%
	Median List Price	188,000	174,900	7.5%

A total of 129 new listings were added in the Flint Hills MLS system during December, down 4.4% from the same month in 2020. Year-to-date the Flint Hills MLS system has seen 3,157 new listings.

The median list price of these homes was \$158,000 down from \$170,000 in 2020.

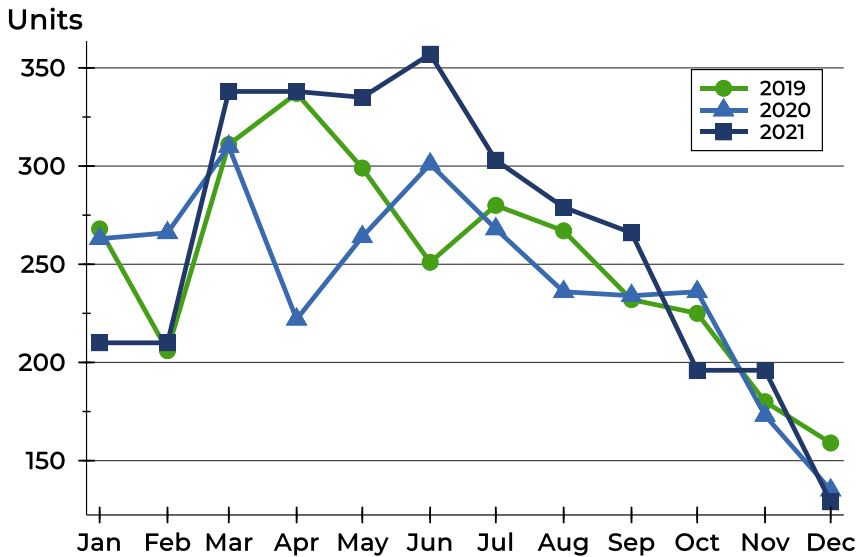
History of New Listings





Entire MLS System New Listings Analysis

New Listings by Month



Month	2019	2020	2021
January	268	263	210
February	206	266	210
March	311	310	338
April	337	222	338
May	299	264	335
June	251	301	357
July	280	268	303
August	267	236	279
September	232	234	266
October	225	236	196
November	180	173	196
December	159	135	129

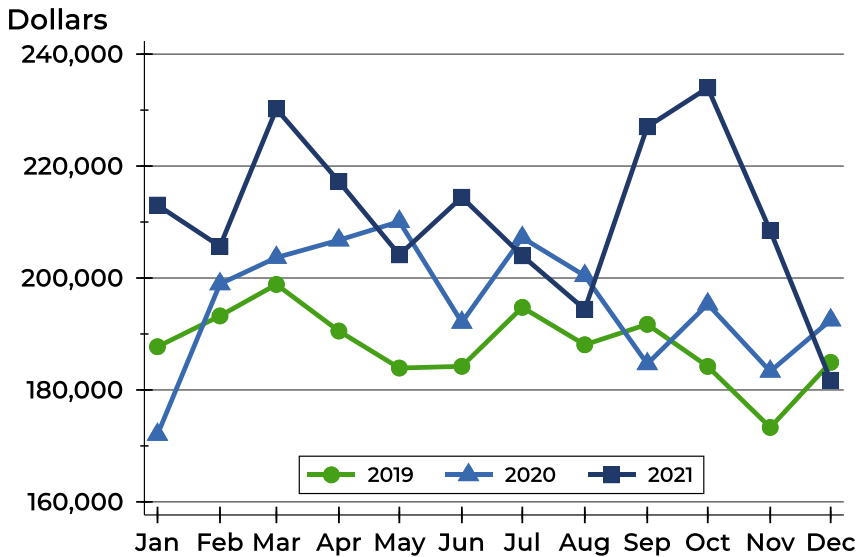
New Listings by Price Range

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	9	7.0%	37,767	39,900	13	12	98.1%	100.0%
\$50,000-\$99,999	22	17.1%	76,714	79,950	15	14	99.1%	100.0%
\$100,000-\$124,999	13	10.1%	113,208	112,500	21	22	99.6%	100.0%
\$125,000-\$149,999	19	14.7%	137,105	135,000	20	18	99.7%	100.0%
\$150,000-\$174,999	11	8.5%	165,109	164,900	11	7	99.0%	100.0%
\$175,000-\$199,999	12	9.3%	184,767	182,500	8	7	100.0%	100.0%
\$200,000-\$249,999	16	12.4%	226,204	225,000	9	4	100.0%	100.0%
\$250,000-\$299,999	9	7.0%	262,756	260,000	12	12	100.0%	100.0%
\$300,000-\$399,999	12	9.3%	348,613	347,950	12	12	99.7%	100.0%
\$400,000-\$499,999	4	3.1%	491,000	492,000	18	18	99.9%	100.0%
\$500,000-\$749,999	2	1.6%	587,000	587,000	10	10	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



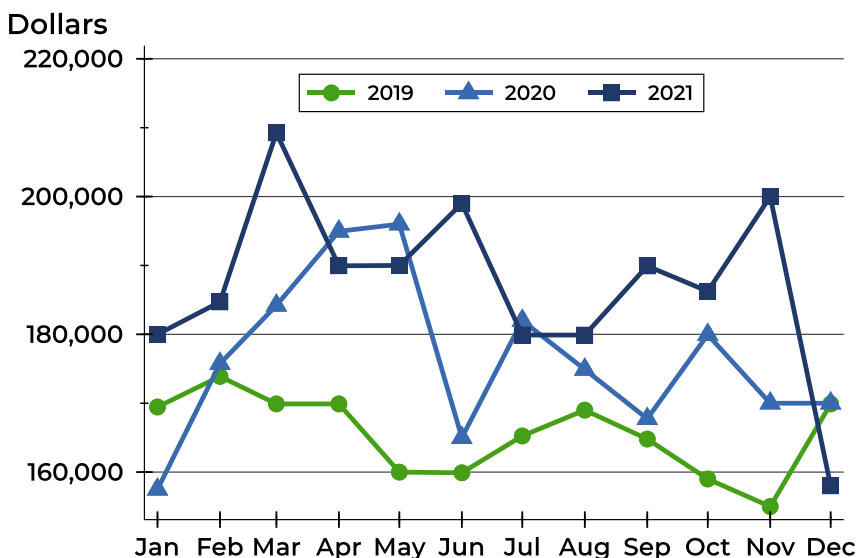
Entire MLS System New Listings Analysis

Average Price



Month	2019	2020	2021
January	187,722	172,032	213,031
February	193,229	198,938	205,659
March	198,854	203,650	230,215
April	190,524	206,765	217,248
May	183,914	210,087	204,140
June	184,222	192,065	214,433
July	194,754	207,211	203,974
August	188,070	200,401	194,417
September	191,726	184,661	227,022
October	184,196	195,332	233,976
November	173,297	183,319	208,468
December	184,929	192,484	181,730

Median Price



Month	2019	2020	2021
January	169,450	157,500	180,000
February	173,900	175,750	184,700
March	169,900	184,200	209,250
April	169,900	194,950	189,950
May	160,000	196,000	190,000
June	159,900	165,000	199,000
July	165,250	182,000	179,900
August	169,000	174,900	179,900
September	164,800	167,750	189,925
October	159,000	179,950	186,250
November	155,000	170,000	200,000
December	169,900	170,000	158,000



Entire MLS System Contracts Written Analysis

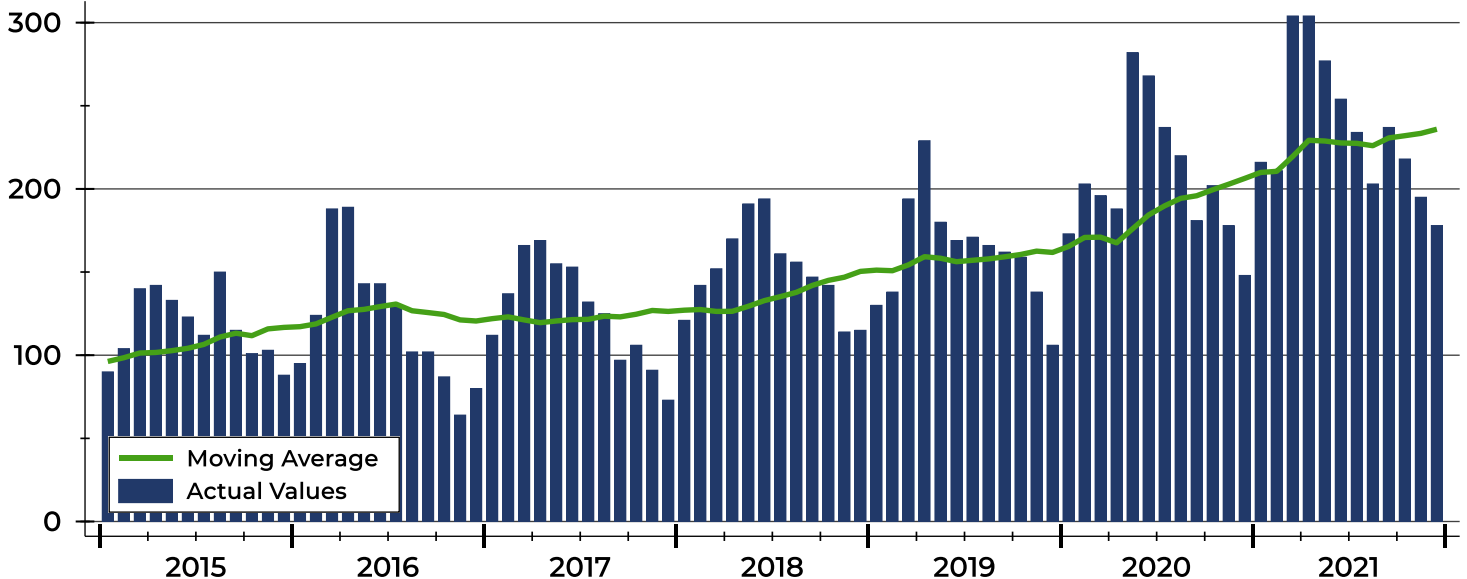
Summary Statistics for Contracts Written		December			Year-to-Date		
		2021	2020	Change	2021	2020	Change
Contracts Written		178	148	20.3%	2,831	2,476	14.3%
Volume (1,000s)		34,785	28,628	21.5%	594,429	476,945	24.6%
Average	Sale Price	195,420	193,433	1.0%	209,971	192,627	9.0%
	Days on Market	55	64	-14.1%	38	64	-40.6%
	Percent of Original	96.8%	94.3%	2.7%	97.3%	95.1%	2.3%
Median	Sale Price	174,950	178,750	-2.1%	189,000	175,000	8.0%
	Days on Market	26	35	-25.7%	12	30	-60.0%
	Percent of Original	100.0%	96.7%	3.4%	100.0%	97.6%	2.5%

A total of 178 contracts for sale were written in the Flint Hills MLS system during the month of December, up from 148 in 2020. The median list price of these homes was \$174,950, down from \$178,750 the prior year.

Half of the homes that went under contract in December were on the market less than 26 days, compared to 35 days in December 2020.

History of Contracts Written

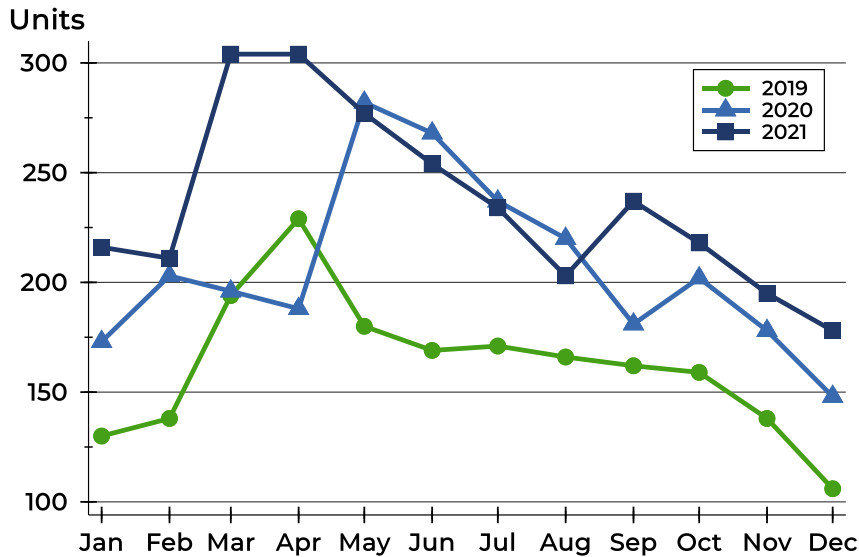
Units





Entire MLS System Contracts Written Analysis

Contracts Written by Month



Month	2019	2020	2021
January	130	173	216
February	138	203	211
March	194	196	304
April	229	188	304
May	180	282	277
June	169	268	254
July	171	237	234
August	166	220	203
September	162	181	237
October	159	202	218
November	138	178	195
December	106	148	178

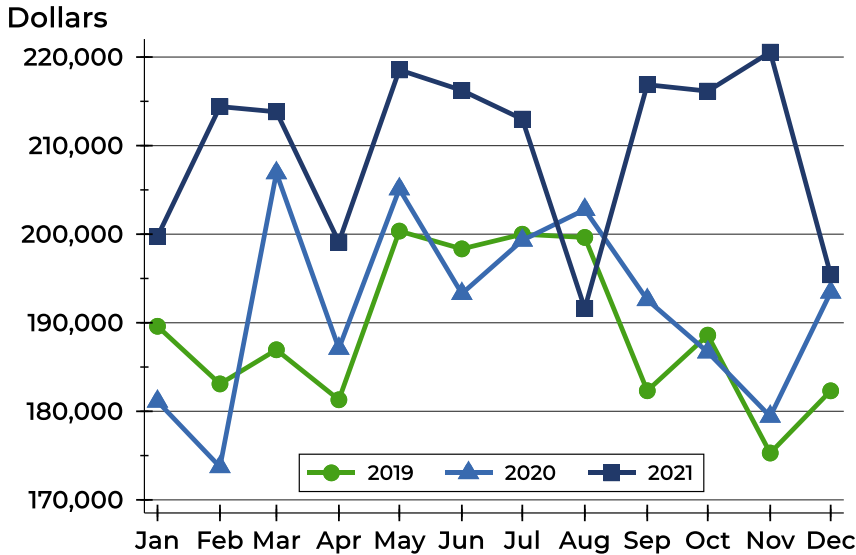
Contracts Written by Price Range

Price Range	Contracts Written		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	4	2.2%	14,500	13,750	15	17	90.9%	96.6%
\$25,000-\$49,999	6	3.4%	36,633	37,450	89	22	93.0%	100.0%
\$50,000-\$99,999	20	11.2%	74,410	77,450	78	26	95.4%	97.4%
\$100,000-\$124,999	11	6.2%	115,655	118,000	65	51	97.0%	100.0%
\$125,000-\$149,999	27	15.2%	137,267	134,900	77	47	96.5%	100.0%
\$150,000-\$174,999	21	11.8%	159,881	159,000	62	41	95.0%	100.0%
\$175,000-\$199,999	17	9.6%	184,247	180,000	39	8	98.7%	100.0%
\$200,000-\$249,999	29	16.3%	227,799	227,000	38	24	98.8%	100.0%
\$250,000-\$299,999	17	9.6%	268,424	265,000	42	26	97.0%	100.0%
\$300,000-\$399,999	16	9.0%	342,978	340,450	34	19	98.1%	100.0%
\$400,000-\$499,999	6	3.4%	454,800	457,450	44	44	96.6%	97.5%
\$500,000-\$749,999	4	2.2%	541,200	549,900	57	32	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



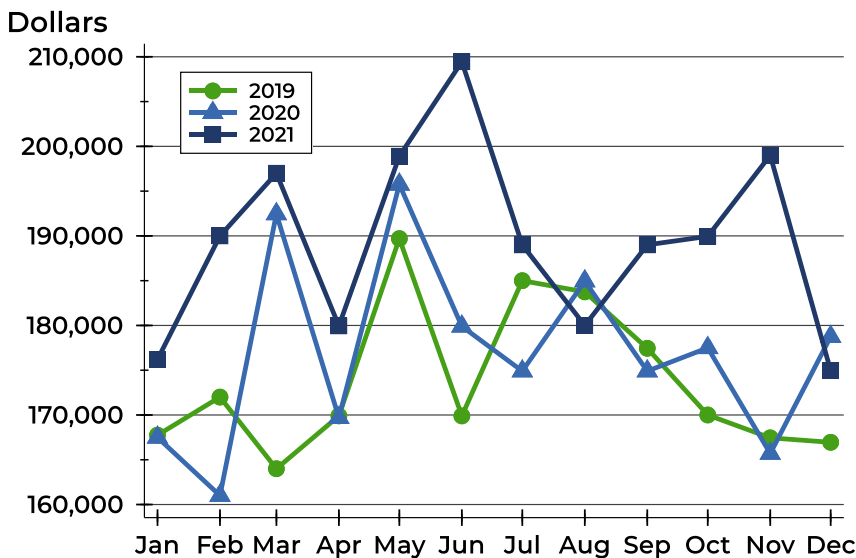
Entire MLS System Contracts Written Analysis

Average Price



Month	2019	2020	2021
January	189,602	181,123	199,738
February	183,094	173,728	214,408
March	186,948	206,914	213,817
April	181,302	187,093	199,115
May	200,351	205,099	218,551
June	198,340	193,285	216,236
July	199,995	199,300	212,992
August	199,633	202,776	191,610
September	182,320	192,589	216,882
October	188,600	186,680	216,151
November	175,291	179,420	220,555
December	182,314	193,433	195,420

Median Price

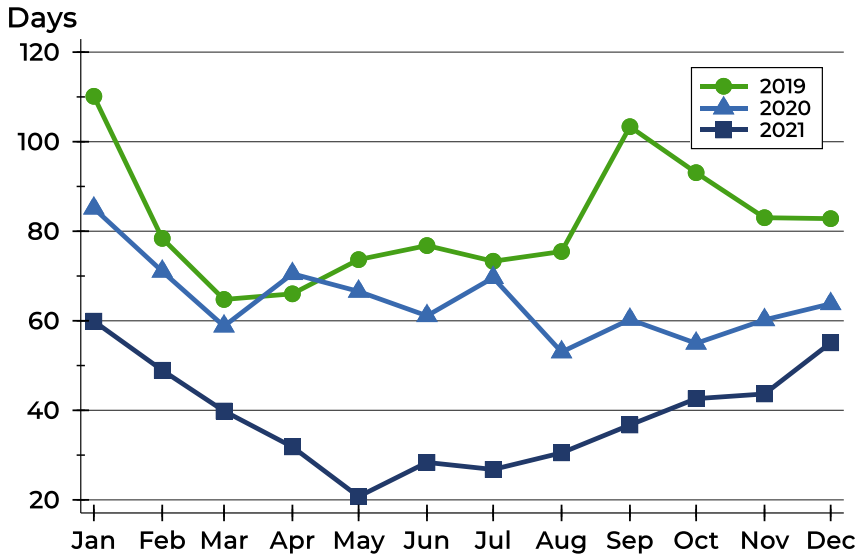


Month	2019	2020	2021
January	167,750	167,500	176,200
February	172,000	161,000	190,000
March	164,000	192,450	197,000
April	169,900	169,700	179,950
May	189,700	195,750	198,900
June	169,900	179,900	209,450
July	185,000	174,900	189,000
August	183,750	184,950	180,000
September	177,450	174,900	189,000
October	170,000	177,500	189,950
November	167,450	165,700	199,000
December	166,950	178,750	174,950



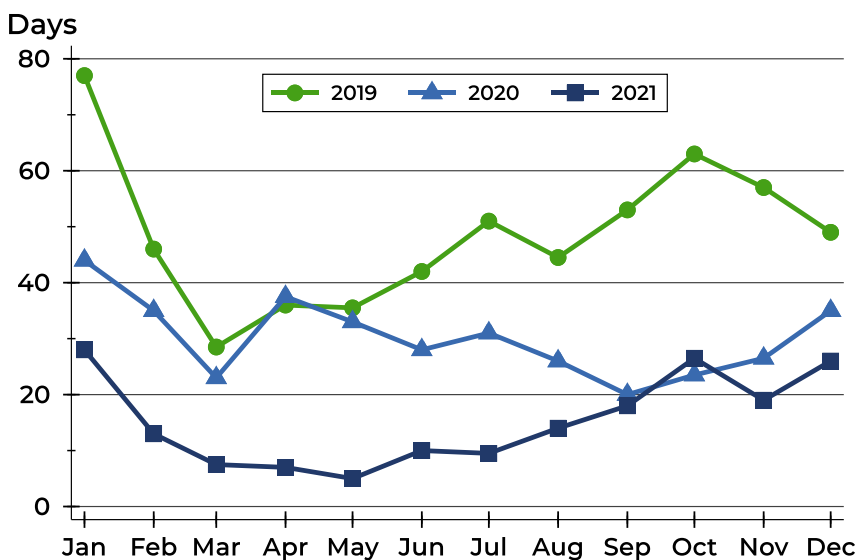
Entire MLS System Contracts Written Analysis

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	43
November	83	60	44
December	83	64	55

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	18
October	63	24	27
November	57	27	19
December	49	35	26



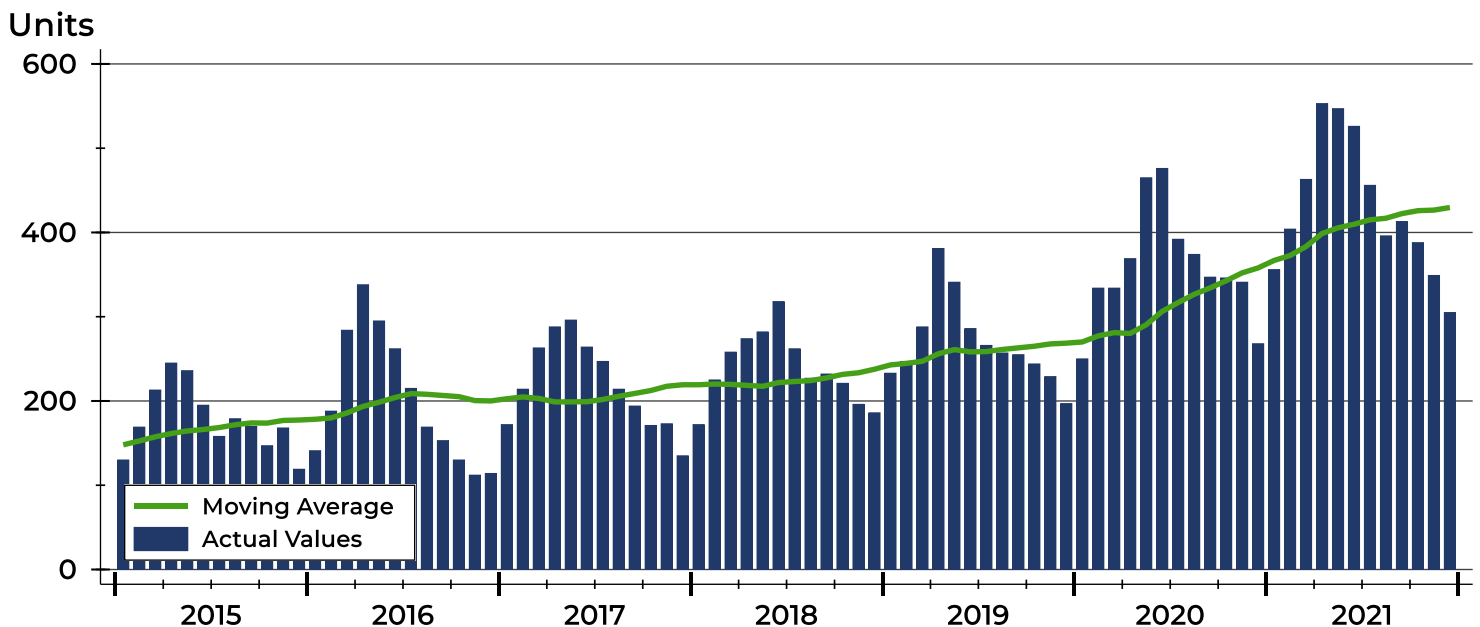
Entire MLS System Pending Contracts Analysis

Summary Statistics for Pending Contracts		End of December		
		2021	2020	Change
Pending Contracts		305	268	13.8%
Volume (1,000s)		62,795	50,954	23.2%
Average	List Price	205,886	190,128	8.3%
	Days on Market	52	59	-11.9%
	Percent of Original	98.1%	98.2%	-0.1%
Median	List Price	180,000	179,700	0.2%
	Days on Market	24	32	-25.0%
	Percent of Original	100.0%	100.0%	0.0%

A total of 305 listings in the Flint Hills MLS system had contracts pending at the end of December, up from 268 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.

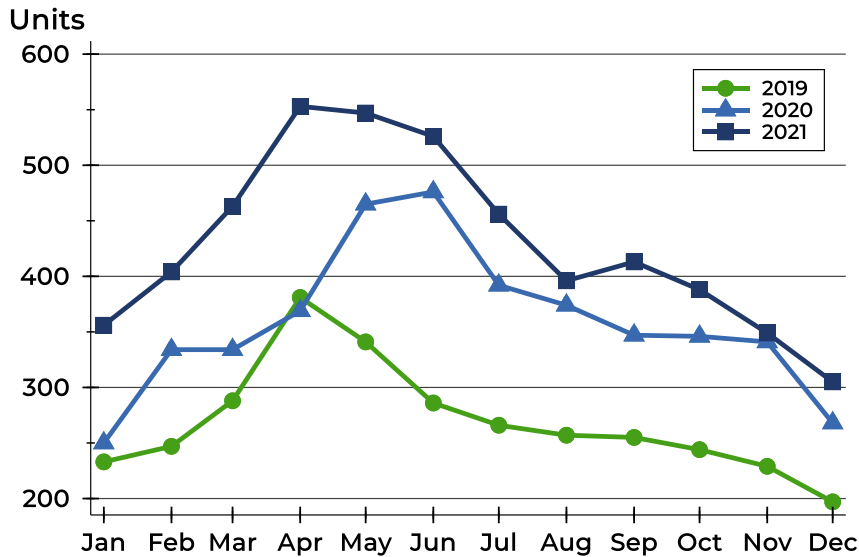
History of Pending Contracts





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	349
December	197	268	305

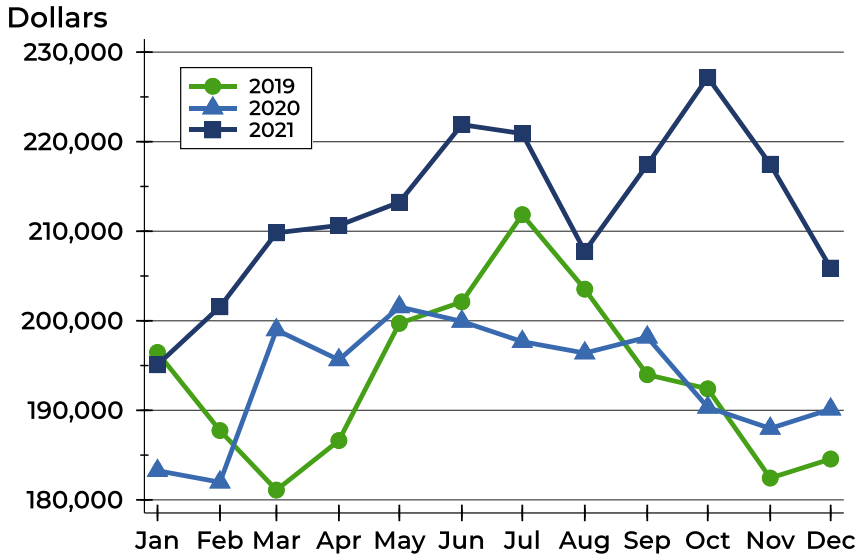
Pending Contracts by Price Range

Price Range	Pending Contracts		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	2	0.7%	21,200	21,200	62	62	85.6%	85.6%
\$25,000-\$49,999	9	3.0%	38,356	39,900	87	17	96.8%	100.0%
\$50,000-\$99,999	35	11.5%	76,200	75,000	78	35	97.7%	100.0%
\$100,000-\$124,999	17	5.6%	115,400	115,000	55	22	96.9%	100.0%
\$125,000-\$149,999	41	13.4%	137,188	137,000	66	26	97.7%	100.0%
\$150,000-\$174,999	40	13.1%	161,043	159,900	48	27	97.3%	100.0%
\$175,000-\$199,999	32	10.5%	186,512	185,000	31	20	98.4%	100.0%
\$200,000-\$249,999	51	16.7%	226,694	227,000	38	24	99.2%	100.0%
\$250,000-\$299,999	33	10.8%	271,283	265,500	32	15	99.5%	100.0%
\$300,000-\$399,999	29	9.5%	346,284	349,900	57	26	98.3%	100.0%
\$400,000-\$499,999	8	2.6%	441,648	422,450	59	68	97.5%	100.0%
\$500,000-\$749,999	5	1.6%	565,980	550,000	51	16	100.0%	100.0%
\$750,000-\$999,999	2	0.7%	862,500	862,500	12	12	100.0%	100.0%
\$1,000,000 and up	1	0.3%	1,100,000	1,100,000	144	144	100.0%	100.0%



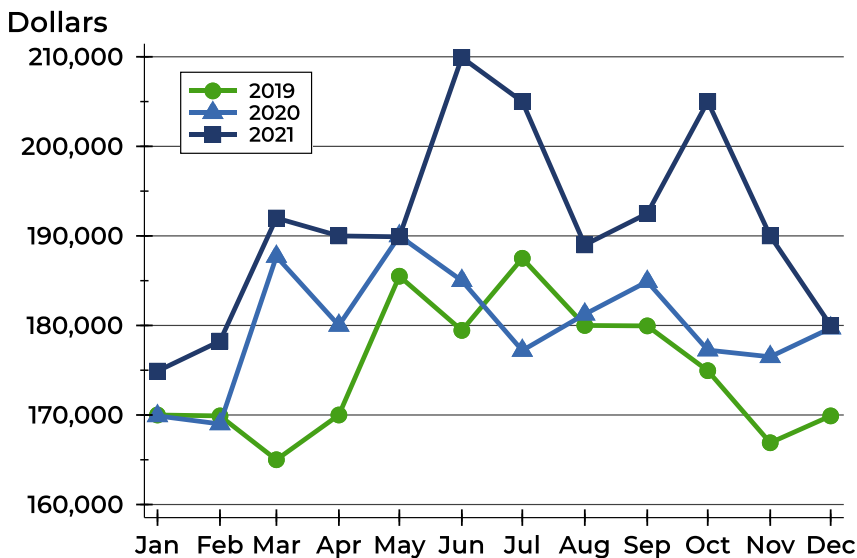
Entire MLS System Pending Contracts Analysis

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	217,486
December	184,564	190,128	205,886

Median Price

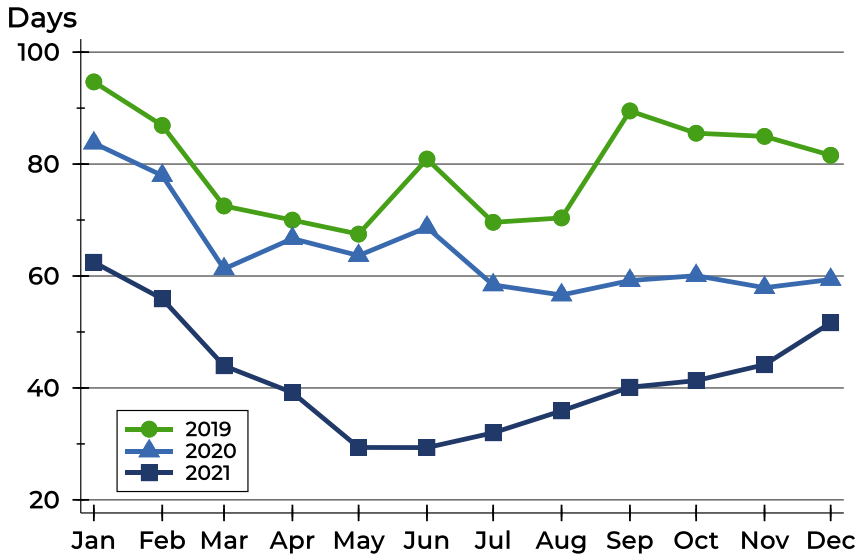


Month	2019	2020	2021
January	170,000	169,900	174,900
February	169,900	169,000	178,250
March	165,000	187,700	192,000
April	170,000	180,000	190,000
May	185,500	190,000	189,900
June	179,450	185,000	209,925
July	187,500	177,200	205,000
August	180,000	181,250	189,000
September	179,950	184,900	192,500
October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



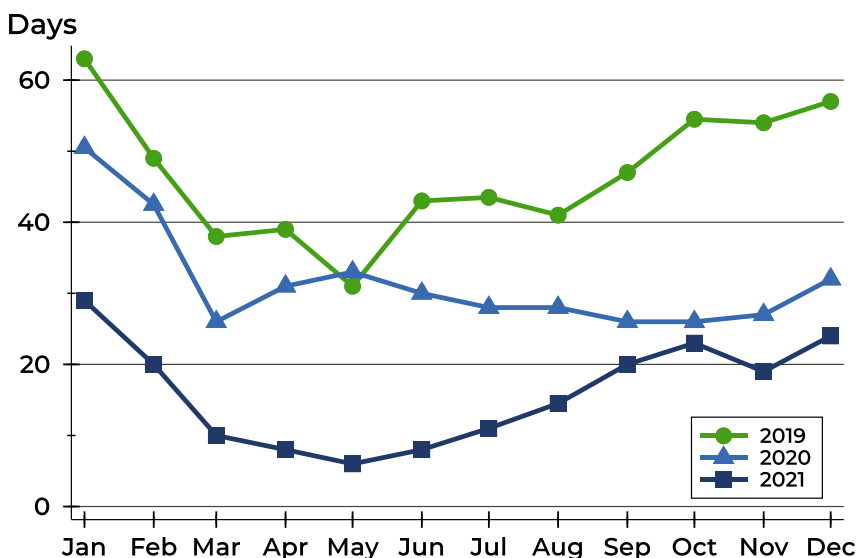
Entire MLS System Pending Contracts Analysis

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	44
December	82	59	52

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	19
December	57	32	24