



**October  
2022**

# 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 177 units, compared to 223 units in October 2021. Total sales volume was \$41.8 million, down from a year earlier.

The median sale price in October was \$218,000, up from \$184,000 a year earlier. Homes that sold in October were typically on the market for 21 days and sold for 98.7% 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 413 units, down from 433 at the same point in 2021. 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 \$209,000.

During October, a total of 158 contracts were written down from 218 in October 2021. At the end of the month, there were 265 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](mailto:ae@flinthillsrealtors.net)  
[www.flinthillsrealtors.net](http://www.flinthillsrealtors.net)



**October  
2022**

# Flint Hills MLS Statistics



**FLINT HILLS  
ASSOCIATION  
OF REALTORS®**

## Entire MLS System Summary Statistics

| October MLS Statistics<br>Three-year History |                              | Current Month  |                |                | Year-to-Date   |                |                |
|----------------------------------------------|------------------------------|----------------|----------------|----------------|----------------|----------------|----------------|
|                                              |                              | 2022           | 2021           | 2020           | 2022           | 2021           | 2020           |
| <b>Home Sales</b>                            |                              | <b>177</b>     | <b>223</b>     | <b>211</b>     | <b>2,122</b>   | <b>2,349</b>   | <b>2,018</b>   |
| Change from prior year                       |                              | -20.6%         | 5.7%           | 20.6%          | -9.7%          | 16.4%          | 23.2%          |
| <b>Active Listings</b>                       |                              | <b>413</b>     | <b>433</b>     | <b>529</b>     | <b>N/A</b>     | <b>N/A</b>     | <b>N/A</b>     |
| Change from prior year                       |                              | -4.6%          | -18.1%         | -38.3%         |                |                |                |
| <b>Months' Supply</b>                        |                              | <b>1.9</b>     | <b>1.9</b>     | <b>2.7</b>     | <b>N/A</b>     | <b>N/A</b>     | <b>N/A</b>     |
| Change from prior year                       |                              | 0.0%           | -29.6%         | -50.0%         |                |                |                |
| <b>New Listings</b>                          |                              | <b>187</b>     | <b>199</b>     | <b>236</b>     | <b>2,537</b>   | <b>2,839</b>   | <b>2,599</b>   |
| Change from prior year                       |                              | -6.0%          | -15.7%         | 4.9%           | -10.6%         | 9.2%           | -2.9%          |
| <b>Contracts Written</b>                     |                              | <b>158</b>     | <b>218</b>     | <b>202</b>     | <b>2,126</b>   | <b>2,461</b>   | <b>2,151</b>   |
| Change from prior year                       |                              | -27.5%         | 7.9%           | 27.0%          | -13.6%         | 14.4%          | 26.7%          |
| <b>Pending Contracts</b>                     |                              | <b>265</b>     | <b>388</b>     | <b>346</b>     | <b>N/A</b>     | <b>N/A</b>     | <b>N/A</b>     |
| Change from prior year                       |                              | -31.7%         | 12.1%          | 41.8%          |                |                |                |
| <b>Sales Volume (1,000s)</b>                 |                              | <b>41,794</b>  | <b>46,179</b>  | <b>40,277</b>  | <b>472,923</b> | <b>479,430</b> | <b>380,092</b> |
| Change from prior year                       |                              | -9.5%          | 14.7%          | 29.5%          | -1.4%          | 26.1%          | 24.5%          |
| Average                                      | <b>Sale Price</b>            | <b>236,125</b> | <b>207,083</b> | <b>190,887</b> | <b>222,866</b> | <b>204,100</b> | <b>188,351</b> |
|                                              | Change from prior year       | 14.0%          | 8.5%           | 7.4%           | 9.2%           | 8.4%           | 1.0%           |
|                                              | <b>List Price of Actives</b> | <b>246,733</b> | <b>227,809</b> | <b>206,906</b> | <b>N/A</b>     | <b>N/A</b>     | <b>N/A</b>     |
|                                              | Change from prior year       | 8.3%           | 10.1%          | 3.7%           |                |                |                |
|                                              | <b>Days on Market</b>        | <b>34</b>      | <b>39</b>      | <b>53</b>      | <b>30</b>      | <b>38</b>      | <b>68</b>      |
| Change from prior year                       | -12.8%                       | -26.4%         | -45.9%         | -21.1%         | -44.1%         | -13.9%         |                |
|                                              | <b>Percent of List</b>       | <b>97.1%</b>   | <b>97.9%</b>   | <b>97.3%</b>   | <b>98.7%</b>   | <b>98.6%</b>   | <b>97.3%</b>   |
| Change from prior year                       | -0.8%                        | 0.6%           | 1.9%           | 0.1%           | 1.3%           | 0.2%           |                |
|                                              | <b>Percent of Original</b>   | <b>95.7%</b>   | <b>95.5%</b>   | <b>95.2%</b>   | <b>97.4%</b>   | <b>97.3%</b>   | <b>95.0%</b>   |
| Change from prior year                       | 0.2%                         | 0.3%           | 3.3%           | 0.1%           | 2.4%           | 0.7%           |                |
| Median                                       | <b>Sale Price</b>            | <b>218,000</b> | <b>184,000</b> | <b>179,000</b> | <b>205,000</b> | <b>185,450</b> | <b>174,860</b> |
|                                              | Change from prior year       | 18.5%          | 2.8%           | 5.3%           | 10.5%          | 6.1%           | 2.3%           |
|                                              | <b>List Price of Actives</b> | <b>209,000</b> | <b>179,000</b> | <b>163,000</b> | <b>N/A</b>     | <b>N/A</b>     | <b>N/A</b>     |
|                                              | Change from prior year       | 16.8%          | 9.8%           | 1.9%           |                |                |                |
|                                              | <b>Days on Market</b>        | <b>21</b>      | <b>18</b>      | <b>25</b>      | <b>10</b>      | <b>11</b>      | <b>32</b>      |
| Change from prior year                       | 16.7%                        | -28.0%         | -49.0%         | -9.1%          | -65.6%         | -30.4%         |                |
|                                              | <b>Percent of List</b>       | <b>98.7%</b>   | <b>100.0%</b>  | <b>99.0%</b>   | <b>100.0%</b>  | <b>100.0%</b>  | <b>98.5%</b>   |
| Change from prior year                       | -1.3%                        | 1.0%           | 1.4%           | 0.0%           | 1.5%           | 0.3%           |                |
|                                              | <b>Percent of Original</b>   | <b>97.4%</b>   | <b>98.4%</b>   | <b>98.0%</b>   | <b>100.0%</b>  | <b>99.8%</b>   | <b>97.5%</b>   |
| Change from prior year                       | -1.0%                        | 0.4%           | 2.7%           | 0.2%           | 2.4%           | 0.8%           |                |

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



## Entire MLS System Closed Listings Analysis

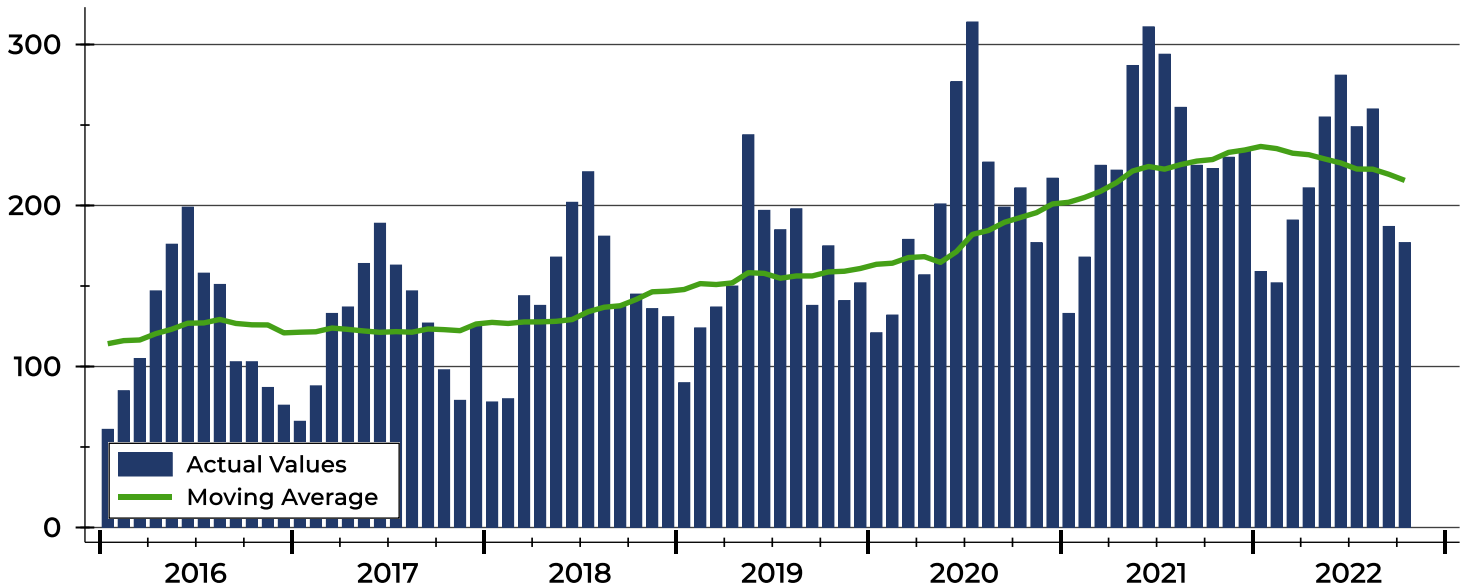
| Summary Statistics for Closed Listings |                     | 2022    | October 2021 | Change | 2022    | Year-to-Date 2021 | Change |
|----------------------------------------|---------------------|---------|--------------|--------|---------|-------------------|--------|
| Closed Listings                        |                     | 177     | 223          | -20.6% | 2,122   | 2,349             | -9.7%  |
| Volume (1,000s)                        |                     | 41,794  | 46,179       | -9.5%  | 472,923 | 479,430           | -1.4%  |
| Months' Supply                         |                     | 1.9     | 1.9          | 0.0%   | N/A     | N/A               | N/A    |
| Average                                | Sale Price          | 236,125 | 207,083      | 14.0%  | 222,866 | 204,100           | 9.2%   |
|                                        | Days on Market      | 34      | 39           | -12.8% | 30      | 38                | -21.1% |
|                                        | Percent of List     | 97.1%   | 97.9%        | -0.8%  | 98.7%   | 98.6%             | 0.1%   |
|                                        | Percent of Original | 95.7%   | 95.5%        | 0.2%   | 97.4%   | 97.3%             | 0.1%   |
| Median                                 | Sale Price          | 218,000 | 184,000      | 18.5%  | 205,000 | 185,450           | 10.5%  |
|                                        | Days on Market      | 21      | 18           | 16.7%  | 10      | 11                | -9.1%  |
|                                        | Percent of List     | 98.7%   | 100.0%       | -1.3%  | 100.0%  | 100.0%            | 0.0%   |
|                                        | Percent of Original | 97.4%   | 98.4%        | -1.0%  | 100.0%  | 99.8%             | 0.2%   |

A total of 177 homes sold in the Flint Hills MLS system in October, down from 223 units in October 2021. Total sales volume fell to \$41.8 million compared to \$46.2 million in the previous year.

The median sales price in October was \$218,000, up 18.5% compared to the prior year. Median days on market was 21 days, up from 12 days in September, and up from 18 in October 2021.

## History of Closed Listings

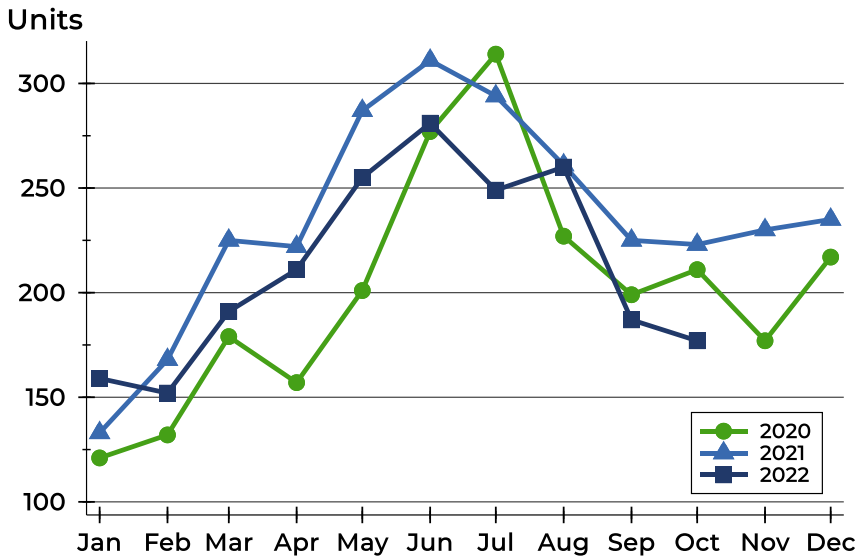
Units





## Entire MLS System Closed Listings Analysis

### Closed Listings by Month



| Month     | 2020 | 2021 | 2022 |
|-----------|------|------|------|
| January   | 121  | 133  | 159  |
| February  | 132  | 168  | 152  |
| March     | 179  | 225  | 191  |
| April     | 157  | 222  | 211  |
| May       | 201  | 287  | 255  |
| June      | 277  | 311  | 281  |
| July      | 314  | 294  | 249  |
| August    | 227  | 261  | 260  |
| September | 199  | 225  | 187  |
| October   | 211  | 223  | 177  |
| November  | 177  | 230  |      |
| December  | 217  | 235  |      |

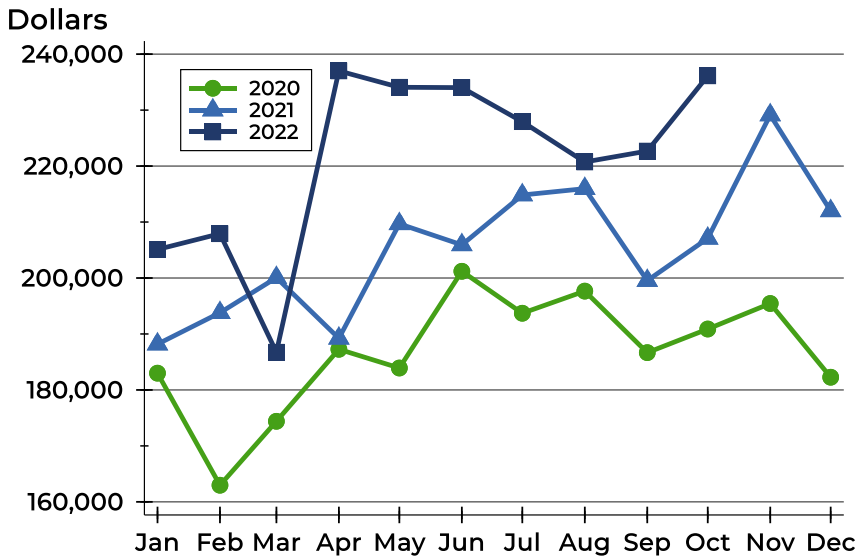
### Closed Listings by Price Range

| 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      | 1      | 0.6%    | 1.6            | 20,000     | 20,000    | 47             | 47   | 44.4%              | 44.4%  | 40.0%               | 40.0%  |
| \$25,000-\$49,999   | 3      | 1.7%    | 1.3            | 34,167     | 37,500    | 14             | 4    | 91.5%              | 90.9%  | 91.5%               | 90.9%  |
| \$50,000-\$99,999   | 17     | 9.6%    | 2.5            | 78,441     | 85,000    | 42             | 31   | 90.9%              | 93.1%  | 88.7%               | 93.1%  |
| \$100,000-\$124,999 | 16     | 9.0%    | 2.4            | 109,095    | 107,450   | 32             | 19   | 94.8%              | 94.7%  | 93.7%               | 93.8%  |
| \$125,000-\$149,999 | 10     | 5.6%    | 2.1            | 134,820    | 134,000   | 65             | 56   | 98.0%              | 98.1%  | 96.7%               | 96.3%  |
| \$150,000-\$174,999 | 18     | 10.2%   | 1.7            | 161,489    | 162,400   | 30             | 16   | 98.1%              | 100.0% | 96.8%               | 97.4%  |
| \$175,000-\$199,999 | 16     | 9.0%    | 1.5            | 186,062    | 185,000   | 34             | 27   | 98.8%              | 100.0% | 96.3%               | 97.3%  |
| \$200,000-\$249,999 | 19     | 10.7%   | 1.6            | 224,084    | 220,000   | 23             | 25   | 99.8%              | 100.0% | 99.1%               | 99.2%  |
| \$250,000-\$299,999 | 37     | 20.9%   | 1.4            | 272,050    | 269,900   | 31             | 19   | 98.5%              | 100.0% | 96.4%               | 99.2%  |
| \$300,000-\$399,999 | 23     | 13.0%   | 1.9            | 343,659    | 345,000   | 19             | 8    | 99.6%              | 100.0% | 99.1%               | 100.0% |
| \$400,000-\$499,999 | 11     | 6.2%    | 2.6            | 446,217    | 445,000   | 62             | 22   | 97.6%              | 97.7%  | 95.7%               | 97.1%  |
| \$500,000-\$749,999 | 5      | 2.8%    | 4.7            | 644,930    | 675,000   | 55             | 31   | 99.8%              | 95.8%  | 98.4%               | 95.8%  |
| \$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  | 1      | 0.6%    | 6.0            | 1,000,000  | 1,000,000 | 32             | 32   | 83.3%              | 83.3%  | 83.3%               | 83.3%  |



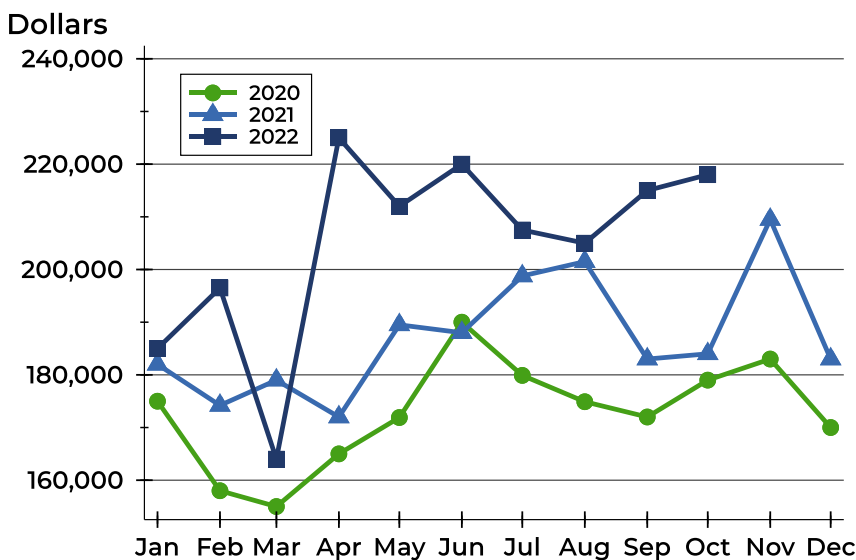
## Entire MLS System Closed Listings Analysis

### Average Price



| Month     | 2020    | 2021    | 2022    |
|-----------|---------|---------|---------|
| January   | 182,996 | 188,181 | 205,099 |
| February  | 162,977 | 193,796 | 207,913 |
| March     | 174,402 | 200,061 | 186,738 |
| April     | 187,269 | 189,225 | 237,008 |
| May       | 183,922 | 209,681 | 234,084 |
| June      | 201,204 | 205,917 | 234,019 |
| July      | 193,705 | 214,832 | 227,936 |
| August    | 197,660 | 215,972 | 220,733 |
| September | 186,666 | 199,533 | 222,684 |
| October   | 190,887 | 207,083 | 236,125 |
| November  | 195,447 | 229,123 |         |
| December  | 182,274 | 211,999 |         |

### Median Price

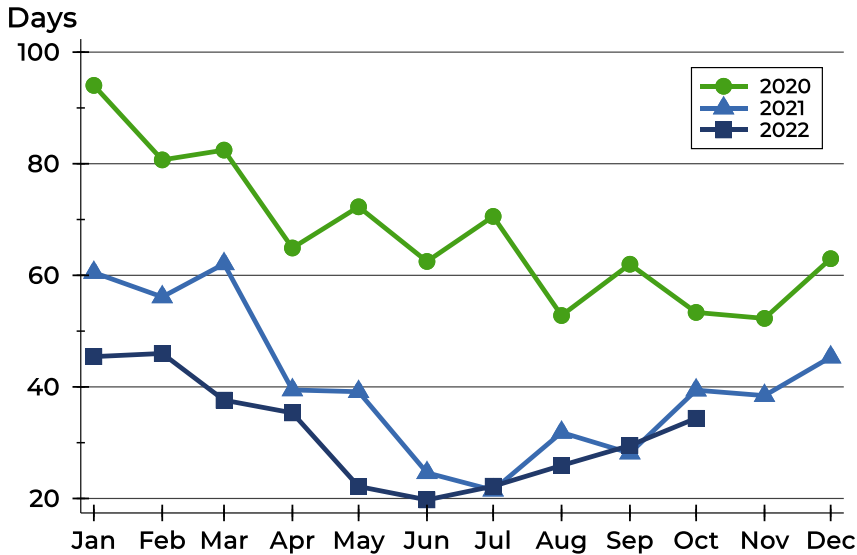


| Month     | 2020    | 2021    | 2022    |
|-----------|---------|---------|---------|
| January   | 175,000 | 182,000 | 185,000 |
| February  | 158,000 | 174,200 | 196,500 |
| March     | 155,000 | 179,000 | 164,000 |
| April     | 165,000 | 172,000 | 225,000 |
| May       | 171,900 | 189,500 | 212,000 |
| June      | 190,000 | 188,000 | 220,000 |
| July      | 179,900 | 198,775 | 207,500 |
| August    | 174,900 | 201,500 | 205,000 |
| September | 172,000 | 183,000 | 215,000 |
| October   | 179,000 | 184,000 | 218,000 |
| November  | 183,000 | 209,500 |         |
| December  | 170,000 | 183,000 |         |



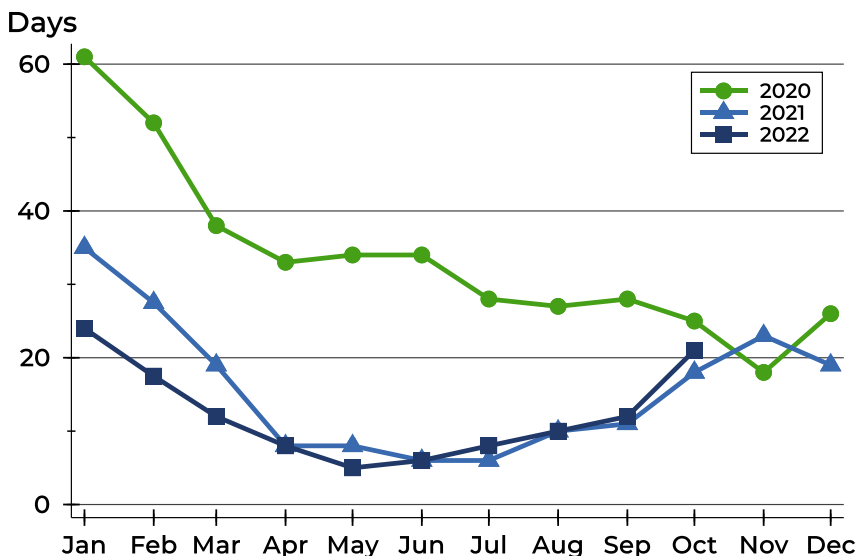
## Entire MLS System Closed Listings Analysis

### Average DOM



| Month     | 2020 | 2021 | 2022 |
|-----------|------|------|------|
| January   | 94   | 60   | 45   |
| February  | 81   | 56   | 46   |
| March     | 82   | 62   | 38   |
| April     | 65   | 39   | 35   |
| May       | 72   | 39   | 22   |
| June      | 62   | 25   | 20   |
| July      | 71   | 21   | 22   |
| August    | 53   | 32   | 26   |
| September | 62   | 28   | 29   |
| October   | 53   | 39   | 34   |
| November  | 52   | 38   |      |
| December  | 63   | 45   |      |

### Median DOM



| Month     | 2020 | 2021 | 2022 |
|-----------|------|------|------|
| January   | 61   | 35   | 24   |
| February  | 52   | 28   | 18   |
| March     | 38   | 19   | 12   |
| April     | 33   | 8    | 8    |
| May       | 34   | 8    | 5    |
| June      | 34   | 6    | 6    |
| July      | 28   | 6    | 8    |
| August    | 27   | 10   | 10   |
| September | 28   | 11   | 12   |
| October   | 25   | 18   | 21   |
| November  | 18   | 23   |      |
| December  | 26   | 19   |      |



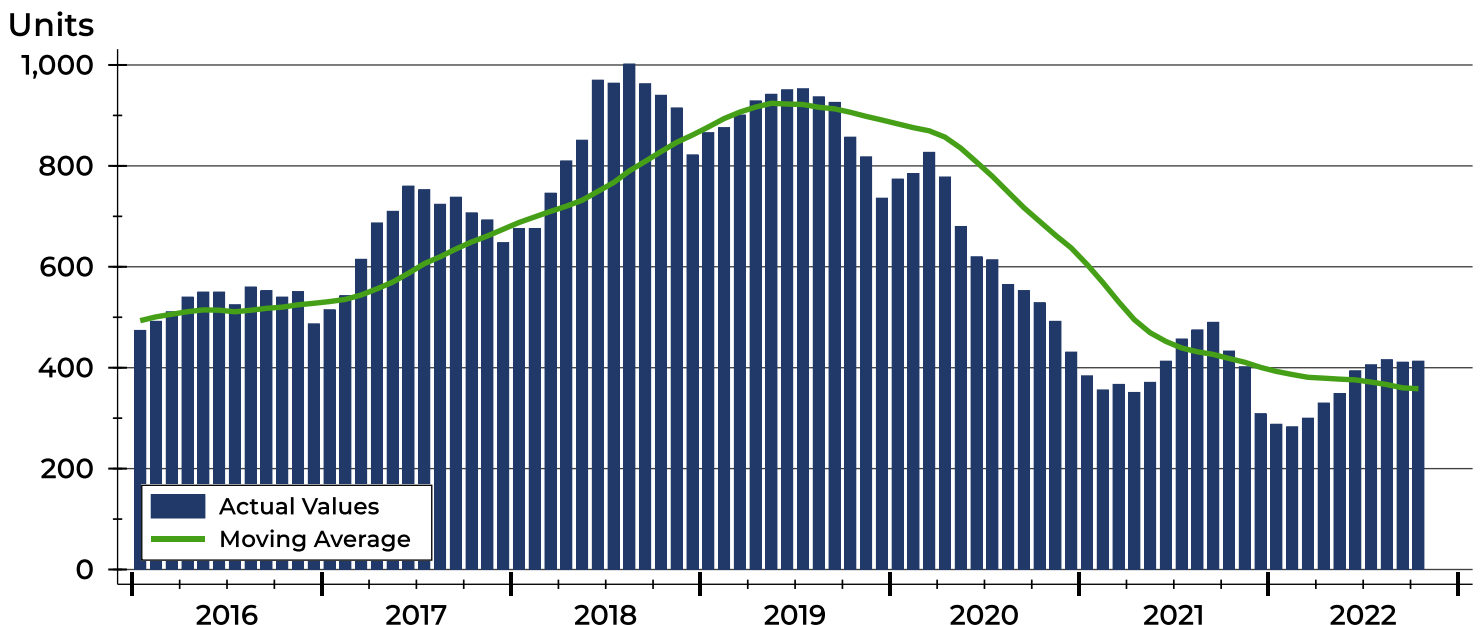
## Entire MLS System Active Listings Analysis

| Summary Statistics for Active Listings |                     | 2022           | End of October 2021 | Change |
|----------------------------------------|---------------------|----------------|---------------------|--------|
| Active Listings                        |                     | <b>413</b>     | 433                 | -4.6%  |
| Volume (1,000s)                        |                     | <b>101,901</b> | 98,641              | 3.3%   |
| Months' Supply                         |                     | <b>1.9</b>     | 1.9                 | 0.0%   |
| Average                                | List Price          | <b>246,733</b> | 227,809             | 8.3%   |
|                                        | Days on Market      | <b>76</b>      | 87                  | -12.6% |
|                                        | Percent of Original | <b>97.0%</b>   | 97.3%               | -0.3%  |
| Median                                 | List Price          | <b>209,000</b> | 179,000             | 16.8%  |
|                                        | Days on Market      | <b>57</b>      | 60                  | -5.0%  |
|                                        | Percent of Original | <b>100.0%</b>  | 100.0%              | 0.0%   |

A total of 413 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 \$209,000, up 16.8% from 2021. The typical time on market for active listings was 57 days, down from 60 days a year earlier.

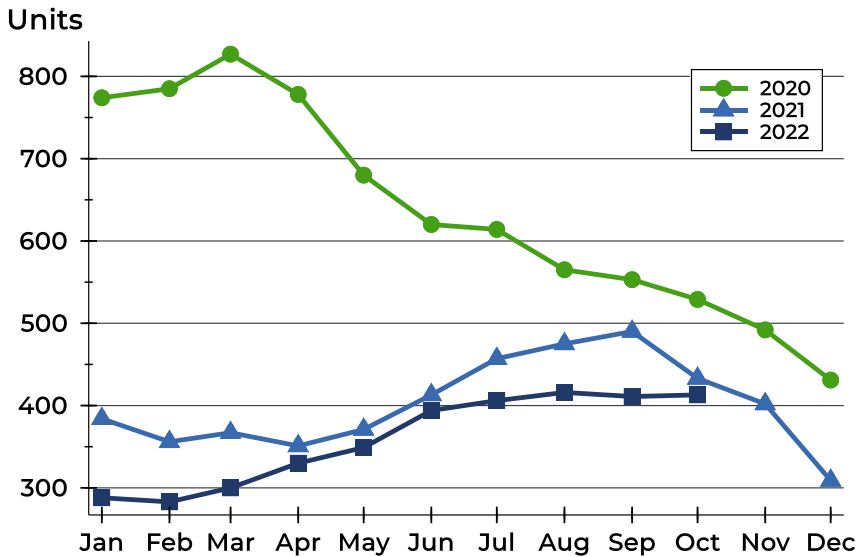
## History of Active Listings





## Entire MLS System Active Listings Analysis

### Active Listings by Month



| Month     | 2020 | 2021 | 2022 |
|-----------|------|------|------|
| January   | 774  | 384  | 288  |
| February  | 785  | 356  | 283  |
| March     | 827  | 367  | 300  |
| April     | 778  | 351  | 330  |
| May       | 680  | 371  | 349  |
| June      | 620  | 413  | 394  |
| July      | 614  | 457  | 406  |
| August    | 565  | 475  | 416  |
| September | 553  | 490  | 411  |
| October   | 529  | 433  | 413  |
| November  | 492  | 402  |      |
| December  | 431  | 309  |      |

### Active Listings by Price Range

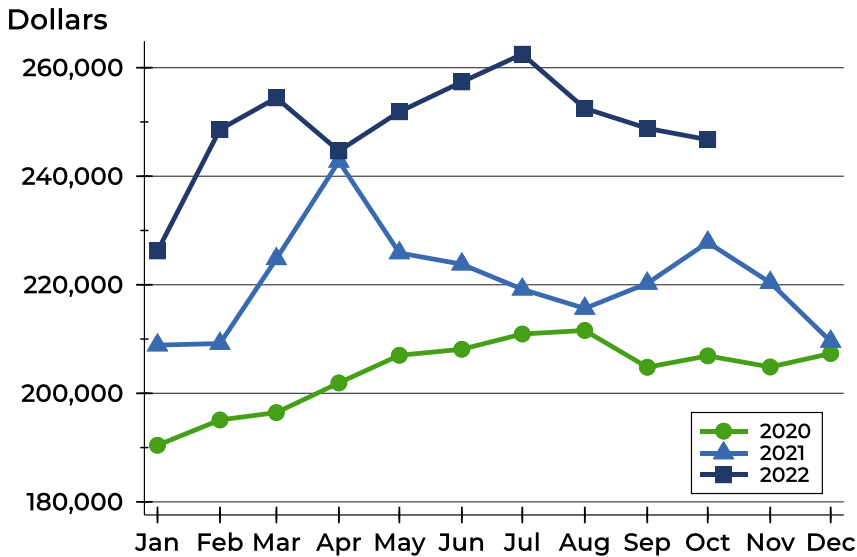
| Price Range         | Active Listings |         | Months' Supply | List Price |           | Days on Market |      | Price as % of Orig. |        |
|---------------------|-----------------|---------|----------------|------------|-----------|----------------|------|---------------------|--------|
|                     | Number          | Percent |                | Average    | Median    | Avg.           | Med. | Avg.                | Med.   |
| Below \$25,000      | 3               | 0.7%    | 1.6            | 19,300     | 20,000    | 64             | 52   | 92.1%               | 100.0% |
| \$25,000-\$49,999   | 7               | 1.7%    | 1.3            | 42,343     | 43,000    | 114            | 66   | 93.2%               | 93.1%  |
| \$50,000-\$99,999   | 49              | 11.9%   | 2.5            | 79,537     | 82,500    | 84             | 54   | 93.3%               | 96.8%  |
| \$100,000-\$124,999 | 35              | 8.5%    | 2.4            | 112,614    | 112,000   | 74             | 67   | 94.9%               | 96.7%  |
| \$125,000-\$149,999 | 43              | 10.4%   | 2.1            | 135,934    | 135,000   | 72             | 61   | 97.1%               | 100.0% |
| \$150,000-\$174,999 | 36              | 8.7%    | 1.7            | 161,017    | 160,000   | 65             | 57   | 97.6%               | 100.0% |
| \$175,000-\$199,999 | 31              | 7.5%    | 1.5            | 188,190    | 189,900   | 64             | 50   | 98.8%               | 100.0% |
| \$200,000-\$249,999 | 56              | 13.6%   | 1.6            | 226,943    | 225,000   | 70             | 53   | 98.4%               | 100.0% |
| \$250,000-\$299,999 | 43              | 10.4%   | 1.4            | 274,437    | 275,000   | 56             | 43   | 97.9%               | 100.0% |
| \$300,000-\$399,999 | 56              | 13.6%   | 1.9            | 353,834    | 350,000   | 83             | 66   | 97.5%               | 100.0% |
| \$400,000-\$499,999 | 26              | 6.3%    | 2.6            | 448,163    | 447,250   | 104            | 79   | 99.2%               | 100.0% |
| \$500,000-\$749,999 | 21              | 5.1%    | 4.7            | 598,678    | 599,000   | 68             | 54   | 97.7%               | 100.0% |
| \$750,000-\$999,999 | 4               | 1.0%    | N/A            | 908,250    | 906,500   | 145            | 137  | 94.5%               | 99.0%  |
| \$1,000,000 and up  | 3               | 0.7%    | 6.0            | 1,350,000  | 1,200,000 | 178            | 131  | 100.0%              | 100.0% |





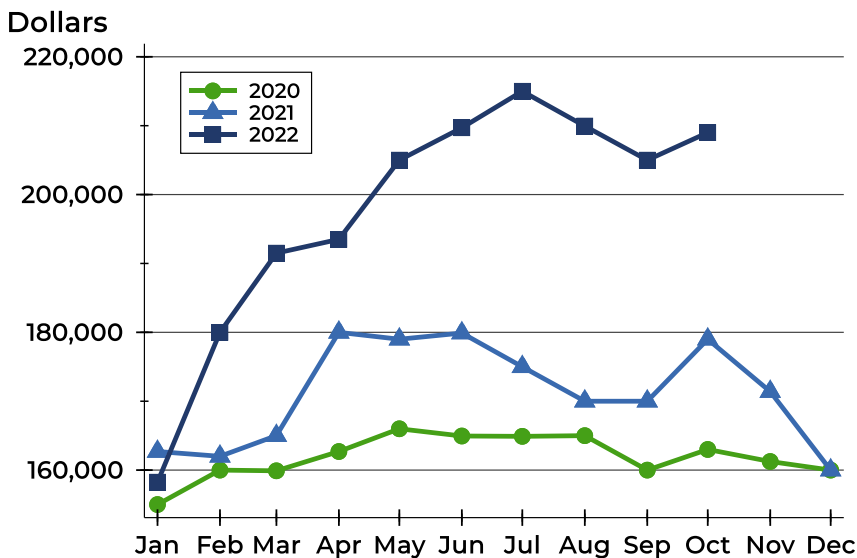
## Entire MLS System Active Listings Analysis

### Average Price



| Month     | 2020    | 2021    | 2022    |
|-----------|---------|---------|---------|
| January   | 190,434 | 208,880 | 226,233 |
| February  | 195,096 | 209,173 | 248,619 |
| March     | 196,453 | 224,783 | 254,438 |
| April     | 201,915 | 242,746 | 244,659 |
| May       | 207,009 | 225,867 | 251,870 |
| June      | 208,125 | 223,792 | 257,371 |
| July      | 210,928 | 219,178 | 262,496 |
| August    | 211,587 | 215,637 | 252,502 |
| September | 204,809 | 220,257 | 248,830 |
| October   | 206,906 | 227,809 | 246,733 |
| November  | 204,855 | 220,400 |         |
| December  | 207,334 | 209,564 |         |

### Median Price

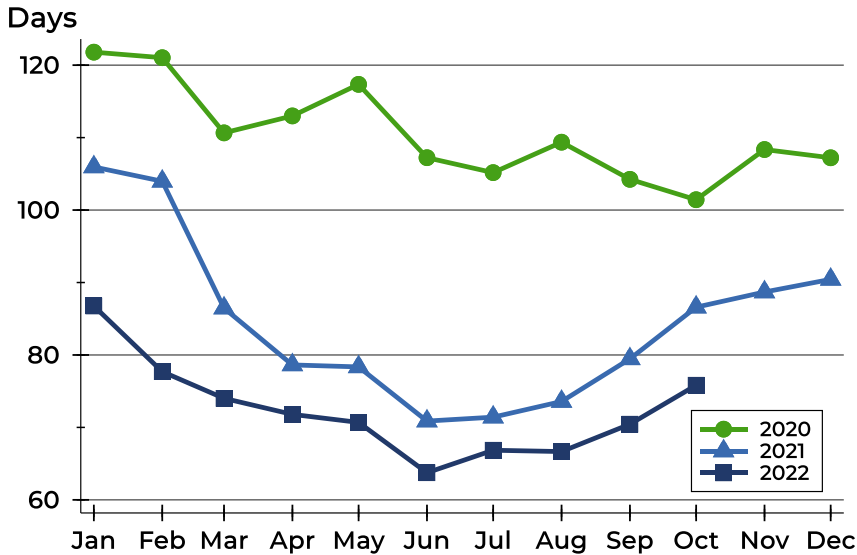


| Month     | 2020    | 2021    | 2022    |
|-----------|---------|---------|---------|
| January   | 155,000 | 162,700 | 158,250 |
| February  | 160,000 | 162,000 | 180,000 |
| March     | 159,900 | 165,000 | 191,500 |
| April     | 162,700 | 180,000 | 193,500 |
| May       | 166,000 | 179,000 | 205,000 |
| June      | 164,950 | 179,900 | 209,700 |
| July      | 164,900 | 175,000 | 215,000 |
| August    | 165,000 | 170,000 | 209,950 |
| September | 160,000 | 170,000 | 205,000 |
| October   | 163,000 | 179,000 | 209,000 |
| November  | 161,250 | 171,400 |         |
| December  | 160,000 | 160,000 |         |



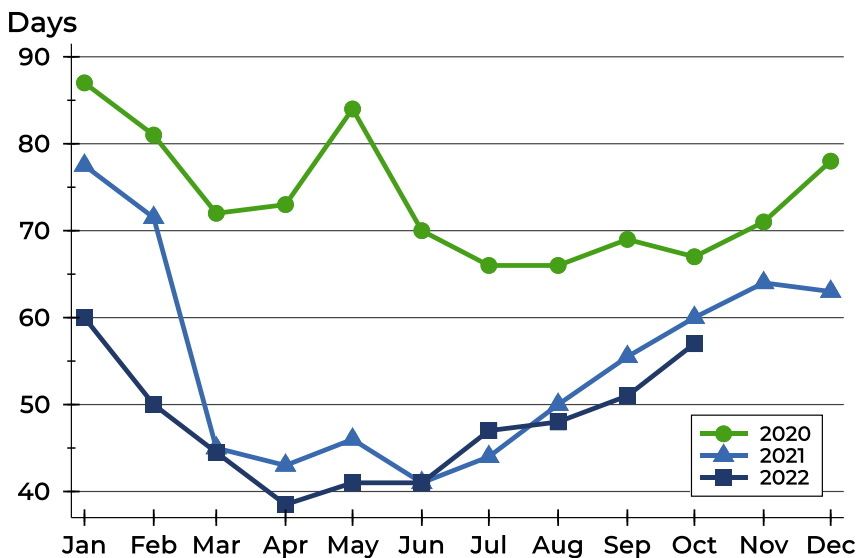
## Entire MLS System Active Listings Analysis

### Average DOM



| Month     | 2020 | 2021 | 2022 |
|-----------|------|------|------|
| January   | 122  | 106  | 87   |
| February  | 121  | 104  | 78   |
| March     | 111  | 86   | 74   |
| April     | 113  | 79   | 72   |
| May       | 117  | 78   | 71   |
| June      | 107  | 71   | 64   |
| July      | 105  | 71   | 67   |
| August    | 109  | 74   | 67   |
| September | 104  | 79   | 70   |
| October   | 101  | 87   | 76   |
| November  | 108  | 89   |      |
| December  | 107  | 90   |      |

### Median DOM

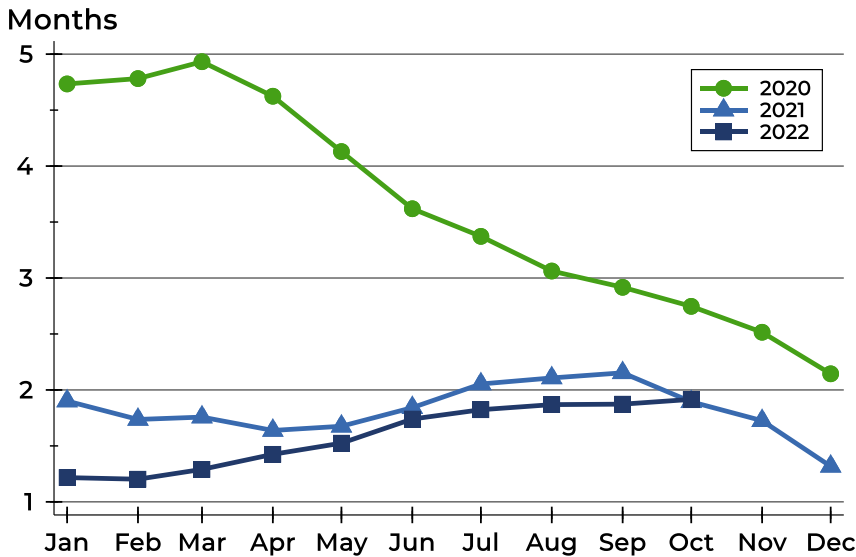


| Month     | 2020 | 2021 | 2022 |
|-----------|------|------|------|
| January   | 87   | 78   | 60   |
| February  | 81   | 72   | 50   |
| March     | 72   | 45   | 45   |
| April     | 73   | 43   | 39   |
| May       | 84   | 46   | 41   |
| June      | 70   | 41   | 41   |
| July      | 66   | 44   | 47   |
| August    | 66   | 50   | 48   |
| September | 69   | 56   | 51   |
| October   | 67   | 60   | 57   |
| November  | 71   | 64   |      |
| December  | 78   | 63   |      |



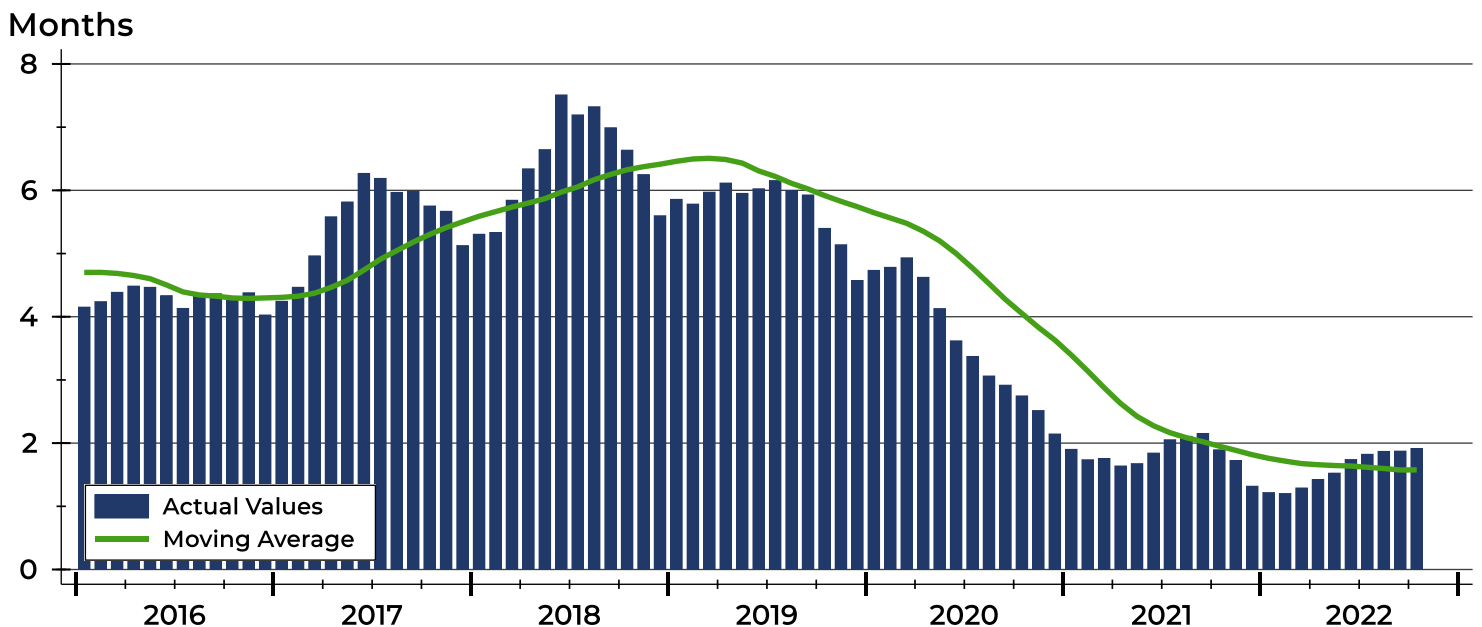
## Entire MLS System Months' Supply Analysis

### Months' Supply by Month



| Month     | 2020 | 2021 | 2022 |
|-----------|------|------|------|
| January   | 4.7  | 1.9  | 1.2  |
| February  | 4.8  | 1.7  | 1.2  |
| March     | 4.9  | 1.8  | 1.3  |
| April     | 4.6  | 1.6  | 1.4  |
| May       | 4.1  | 1.7  | 1.5  |
| June      | 3.6  | 1.8  | 1.7  |
| July      | 3.4  | 2.1  | 1.8  |
| August    | 3.1  | 2.1  | 1.9  |
| September | 2.9  | 2.2  | 1.9  |
| October   | 2.7  | 1.9  | 1.9  |
| November  | 2.5  | 1.7  |      |
| December  | 2.1  | 1.3  |      |

### History of Month's Supply





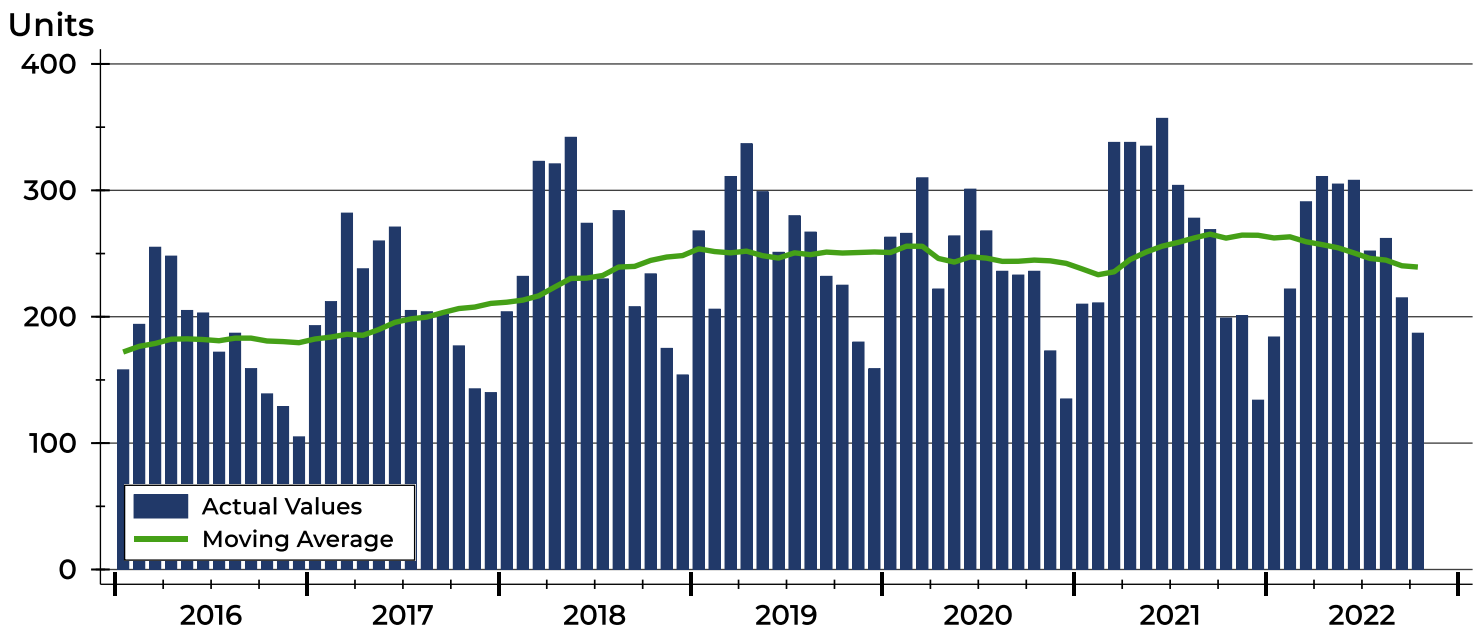
## Entire MLS System New Listings Analysis

| Summary Statistics for New Listings |                    | 2022           | October 2021 | Change |
|-------------------------------------|--------------------|----------------|--------------|--------|
| Current Month                       | New Listings       | <b>187</b>     | 199          | -6.0%  |
|                                     | Volume (1,000s)    | <b>40,766</b>  | 46,330       | -12.0% |
|                                     | Average List Price | <b>218,001</b> | 232,814      | -6.4%  |
|                                     | Median List Price  | <b>199,000</b> | 185,000      | 7.6%   |
| Year-to-Date                        | New Listings       | <b>2,537</b>   | 2,839        | -10.6% |
|                                     | Volume (1,000s)    | <b>599,160</b> | 607,852      | -1.4%  |
|                                     | Average List Price | <b>236,169</b> | 214,108      | 10.3%  |
|                                     | Median List Price  | <b>214,900</b> | 189,000      | 13.7%  |

A total of 187 new listings were added in the Flint Hills MLS system during October, down 6.0% from the same month in 2021. Year-to-date the Flint Hills MLS system has seen 2,537 new listings.

The median list price of these homes was \$199,000 up from \$185,000 in 2021.

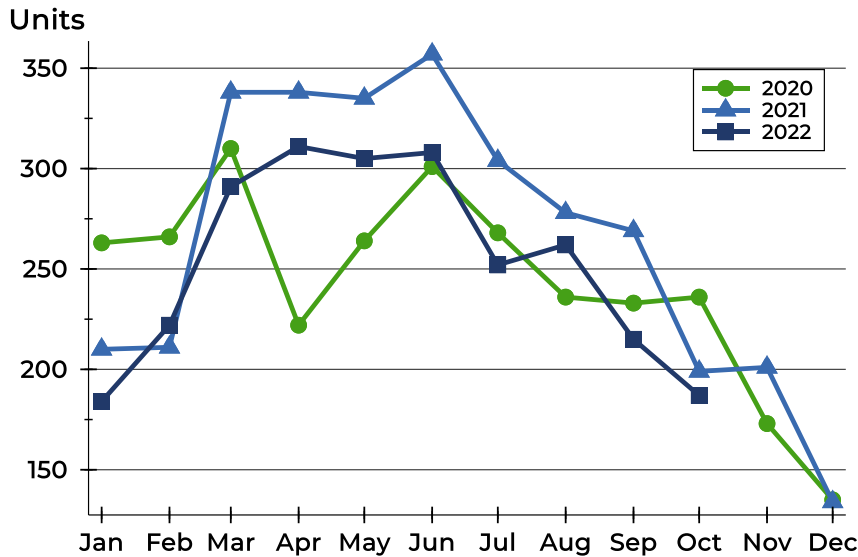
## History of New Listings





## Entire MLS System New Listings Analysis

### New Listings by Month



| Month     | 2020 | 2021 | 2022 |
|-----------|------|------|------|
| January   | 263  | 210  | 184  |
| February  | 266  | 211  | 222  |
| March     | 310  | 338  | 291  |
| April     | 222  | 338  | 311  |
| May       | 264  | 335  | 305  |
| June      | 301  | 357  | 308  |
| July      | 268  | 304  | 252  |
| August    | 236  | 278  | 262  |
| September | 233  | 269  | 215  |
| October   | 236  | 199  | 187  |
| November  | 173  | 201  |      |
| December  | 135  | 134  |      |

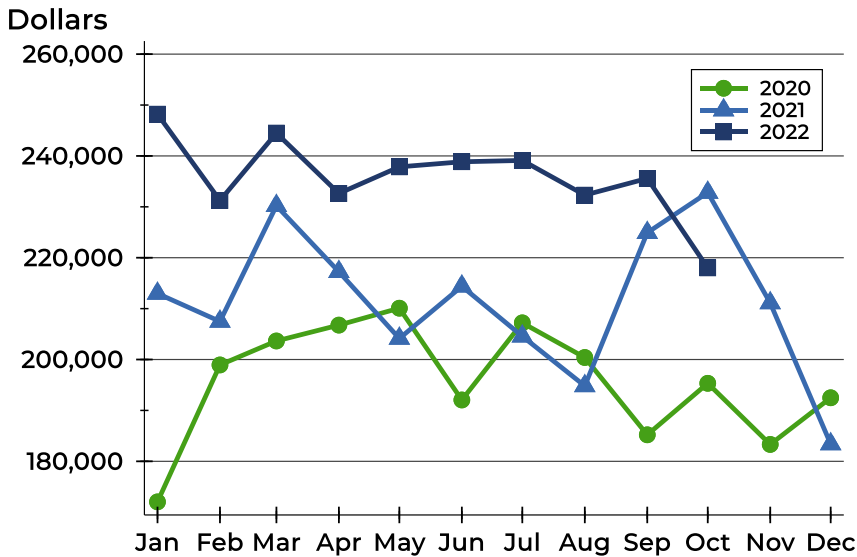
### New Listings by Price Range

| Price Range         | New Listings |         | List Price |         | Days on Market |      | Price as % of Orig. |        |
|---------------------|--------------|---------|------------|---------|----------------|------|---------------------|--------|
|                     | Number       | Percent | Average    | Median  | Avg.           | Med. | Avg.                | Med.   |
| Below \$25,000      | 2            | 1.1%    | 18,500     | 18,500  | 6              | 6    | 95.5%               | 95.5%  |
| \$25,000-\$49,999   | 6            | 3.2%    | 37,967     | 40,950  | 8              | 7    | 98.5%               | 100.0% |
| \$50,000-\$99,999   | 15           | 8.0%    | 80,560     | 89,900  | 20             | 15   | 99.8%               | 100.0% |
| \$100,000-\$124,999 | 14           | 7.5%    | 112,368    | 109,975 | 13             | 14   | 99.9%               | 100.0% |
| \$125,000-\$149,999 | 19           | 10.2%   | 137,113    | 138,000 | 18             | 17   | 99.2%               | 100.0% |
| \$150,000-\$174,999 | 17           | 9.1%    | 161,376    | 160,000 | 12             | 8    | 98.9%               | 100.0% |
| \$175,000-\$199,999 | 25           | 13.4%   | 186,256    | 185,000 | 12             | 11   | 99.5%               | 100.0% |
| \$200,000-\$249,999 | 30           | 16.0%   | 226,857    | 225,000 | 12             | 11   | 100.1%              | 100.0% |
| \$250,000-\$299,999 | 22           | 11.8%   | 272,545    | 271,200 | 17             | 14   | 98.7%               | 100.0% |
| \$300,000-\$399,999 | 24           | 12.8%   | 344,338    | 342,500 | 17             | 20   | 99.4%               | 100.0% |
| \$400,000-\$499,999 | 10           | 5.3%    | 454,405    | 456,750 | 16             | 14   | 100.0%              | 100.0% |
| \$500,000-\$749,999 | 2            | 1.1%    | 625,000    | 625,000 | 19             | 19   | 100.0%              | 100.0% |
| \$750,000-\$999,999 | 1            | 0.5%    | 855,000    | 855,000 | 12             | 12   | 100.0%              | 100.0% |
| \$1,000,000 and up  | 0            | 0.0%    | N/A        | N/A     | N/A            | N/A  | N/A                 | N/A    |



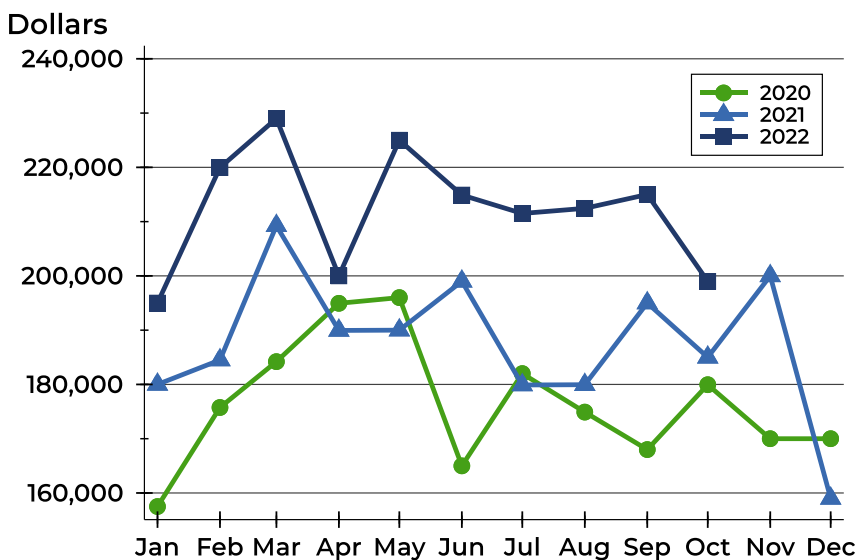
## Entire MLS System New Listings Analysis

### Average Price



| Month     | 2020    | 2021    | 2022    |
|-----------|---------|---------|---------|
| January   | 172,032 | 212,979 | 248,217 |
| February  | 198,938 | 207,485 | 231,246 |
| March     | 203,650 | 230,215 | 244,498 |
| April     | 206,765 | 217,248 | 232,630 |
| May       | 210,087 | 204,140 | 237,855 |
| June      | 192,054 | 214,392 | 238,857 |
| July      | 207,211 | 204,572 | 239,119 |
| August    | 200,401 | 194,814 | 232,309 |
| September | 185,209 | 224,912 | 235,574 |
| October   | 195,332 | 232,814 | 218,001 |
| November  | 183,319 | 211,113 |         |
| December  | 192,484 | 183,401 |         |

### Median Price



| Month     | 2020    | 2021    | 2022    |
|-----------|---------|---------|---------|
| January   | 157,500 | 180,000 | 195,000 |
| February  | 175,750 | 184,500 | 219,950 |
| March     | 184,200 | 209,250 | 229,000 |
| April     | 194,950 | 189,950 | 200,000 |
| May       | 196,000 | 190,000 | 225,000 |
| June      | 165,000 | 199,000 | 214,900 |
| July      | 182,000 | 179,900 | 211,500 |
| August    | 174,900 | 179,950 | 212,450 |
| September | 168,000 | 195,000 | 215,000 |
| October   | 179,950 | 185,000 | 199,000 |
| November  | 170,000 | 200,000 |         |
| December  | 170,000 | 159,000 |         |



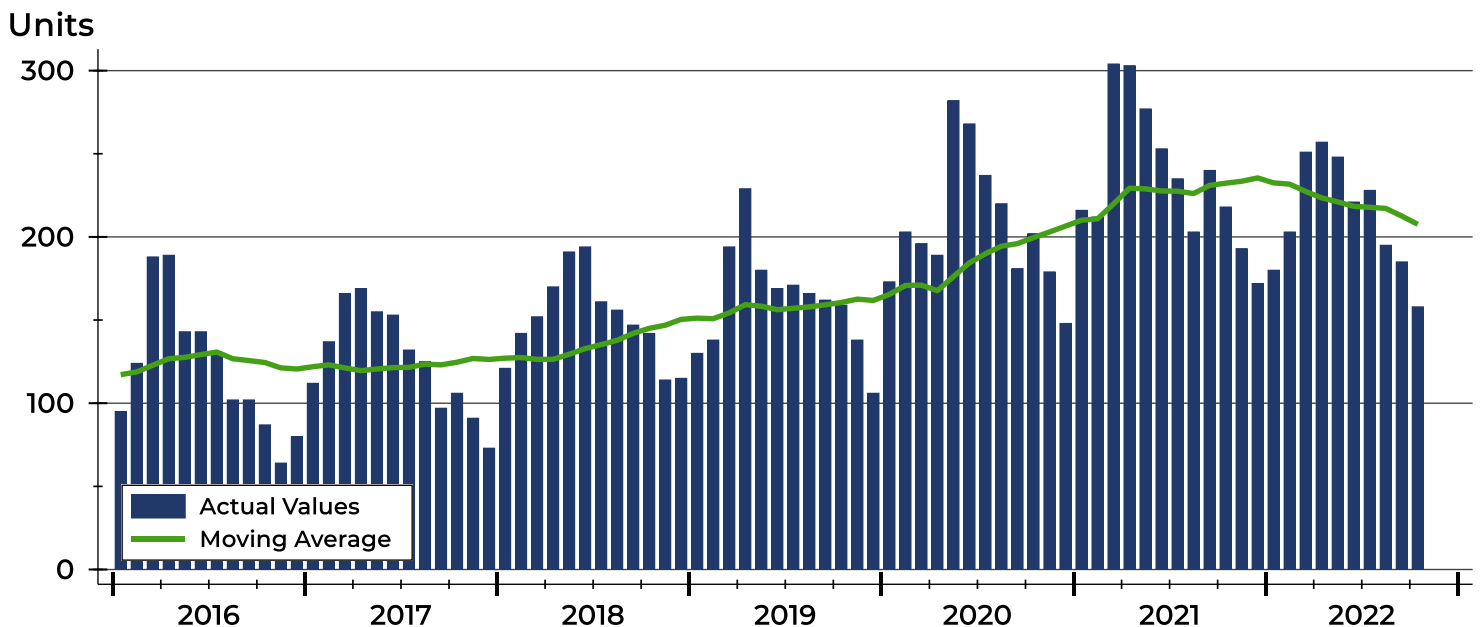
## Entire MLS System Contracts Written Analysis

| Summary Statistics for Contracts Written |                     | 2022    | October 2021 | Change | 2022    | Year-to-Date 2021 | Change |
|------------------------------------------|---------------------|---------|--------------|--------|---------|-------------------|--------|
| Contracts Written                        |                     | 158     | 218          | -27.5% | 2,126   | 2,461             | -13.6% |
| Volume (1,000s)                          |                     | 33,411  | 47,771       | -30.1% | 476,874 | 518,984           | -8.1%  |
| Average                                  | Sale Price          | 211,463 | 219,134      | -3.5%  | 224,306 | 210,883           | 6.4%   |
|                                          | Days on Market      | 36      | 40           | -10.0% | 29      | 36                | -19.4% |
|                                          | Percent of Original | 97.0%   | 95.0%        | 2.1%   | 97.6%   | 97.4%             | 0.2%   |
| Median                                   | Sale Price          | 189,900 | 192,250      | -1.2%  | 200,000 | 189,900           | 5.3%   |
|                                          | Days on Market      | 15      | 25           | -40.0% | 10      | 11                | -9.1%  |
|                                          | Percent of Original | 100.0%  | 97.2%        | 2.9%   | 100.0%  | 100.0%            | 0.0%   |

A total of 158 contracts for sale were written in the Flint Hills MLS system during the month of October, down from 218 in 2021. The median list price of these homes was \$189,900, down from \$192,250 the prior year.

Half of the homes that went under contract in October were on the market less than 15 days, compared to 25 days in October 2021.

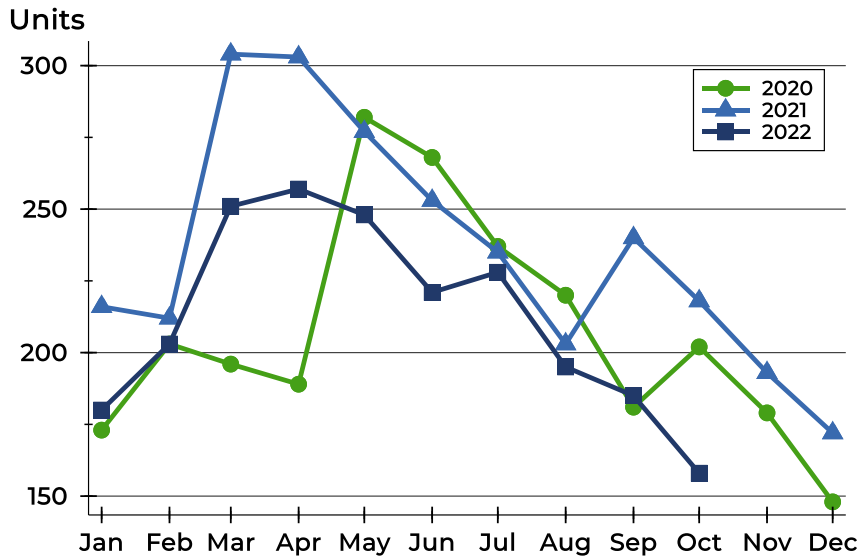
## History of Contracts Written





## Entire MLS System Contracts Written Analysis

### Contracts Written by Month



| Month     | 2020 | 2021 | 2022 |
|-----------|------|------|------|
| January   | 173  | 216  | 180  |
| February  | 203  | 212  | 203  |
| March     | 196  | 304  | 251  |
| April     | 189  | 303  | 257  |
| May       | 282  | 277  | 248  |
| June      | 268  | 253  | 221  |
| July      | 237  | 235  | 228  |
| August    | 220  | 203  | 195  |
| September | 181  | 240  | 185  |
| October   | 202  | 218  | 158  |
| November  | 179  | 193  |      |
| December  | 148  | 172  |      |

### Contracts Written by Price Range

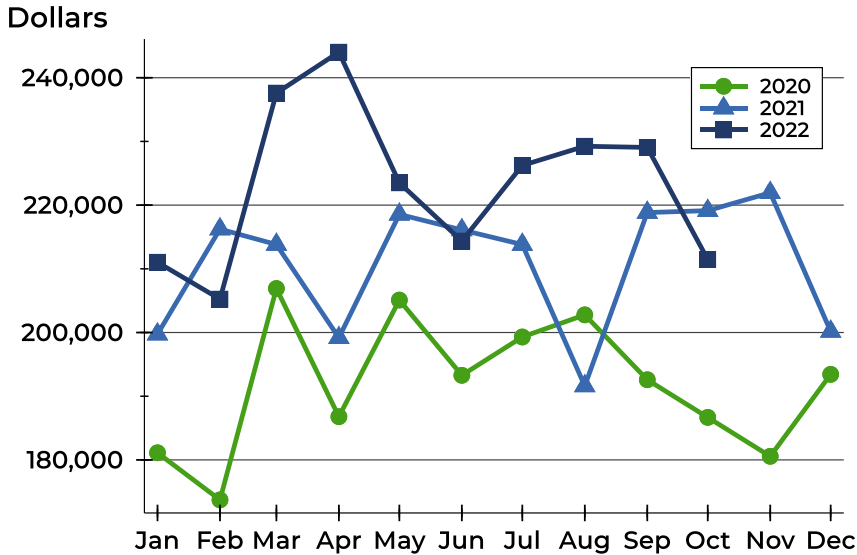
| Price Range         | Contracts Written |         | List Price |         | Days on Market |      | Price as % of Orig. |        |
|---------------------|-------------------|---------|------------|---------|----------------|------|---------------------|--------|
|                     | Number            | Percent | Average    | Median  | Avg.           | Med. | Avg.                | Med.   |
| Below \$25,000      | 1                 | 0.6%    | 22,000     | 22,000  | 1              | 1    | 90.9%               | 90.9%  |
| \$25,000-\$49,999   | 5                 | 3.2%    | 35,380     | 39,900  | 24             | 10   | 87.8%               | 90.9%  |
| \$50,000-\$99,999   | 12                | 7.6%    | 76,638     | 74,500  | 90             | 63   | 91.3%               | 93.5%  |
| \$100,000-\$124,999 | 17                | 10.8%   | 110,550    | 110,000 | 37             | 20   | 95.6%               | 100.0% |
| \$125,000-\$149,999 | 17                | 10.8%   | 134,759    | 135,000 | 28             | 13   | 98.9%               | 100.0% |
| \$150,000-\$174,999 | 15                | 9.5%    | 162,973    | 164,999 | 43             | 17   | 95.4%               | 100.0% |
| \$175,000-\$199,999 | 17                | 10.8%   | 186,333    | 187,500 | 30             | 10   | 98.7%               | 100.0% |
| \$200,000-\$249,999 | 26                | 16.5%   | 224,450    | 221,000 | 34             | 14   | 97.9%               | 100.0% |
| \$250,000-\$299,999 | 17                | 10.8%   | 274,794    | 275,000 | 26             | 18   | 97.6%               | 100.0% |
| \$300,000-\$399,999 | 22                | 13.9%   | 343,641    | 337,450 | 30             | 7    | 99.4%               | 100.0% |
| \$400,000-\$499,999 | 7                 | 4.4%    | 442,557    | 435,000 | 26             | 6    | 98.1%               | 100.0% |
| \$500,000-\$749,999 | 1                 | 0.6%    | 594,900    | 594,900 | 105            | 105  | 100.0%              | 100.0% |
| \$750,000-\$999,999 | 1                 | 0.6%    | 750,000    | 750,000 | 7              | 7    | 100.0%              | 100.0% |
| \$1,000,000 and up  | 0                 | 0.0%    | N/A        | N/A     | N/A            | N/A  | N/A                 | N/A    |





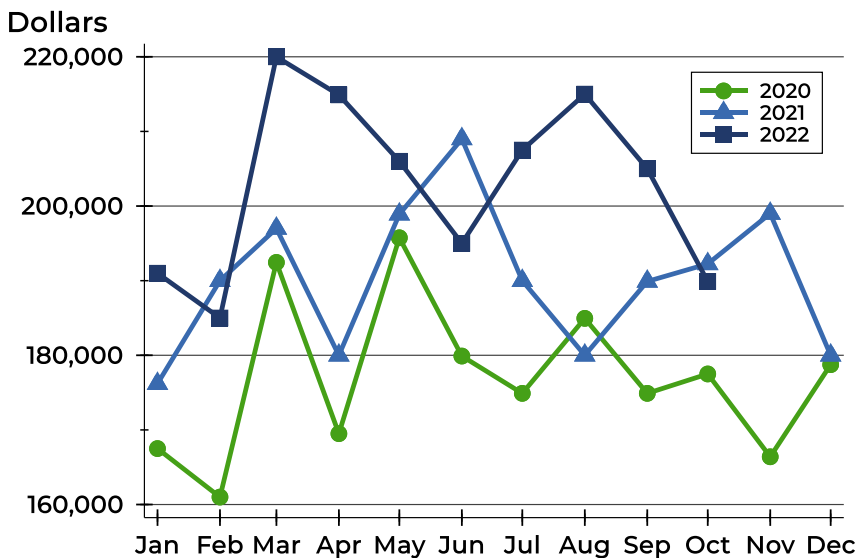
## Entire MLS System Contracts Written Analysis

### Average Price



| Month     | 2020    | 2021    | 2022    |
|-----------|---------|---------|---------|
| January   | 181,123 | 199,738 | 211,034 |
| February  | 173,728 | 216,236 | 205,247 |
| March     | 206,914 | 213,817 | 237,592 |
| April     | 186,790 | 199,180 | 244,018 |
| May       | 205,099 | 218,551 | 223,500 |
| June      | 193,285 | 216,103 | 214,364 |
| July      | 199,300 | 213,811 | 226,234 |
| August    | 202,776 | 191,610 | 229,247 |
| September | 192,589 | 218,836 | 229,061 |
| October   | 186,680 | 219,134 | 211,463 |
| November  | 180,568 | 221,945 |         |
| December  | 193,433 | 200,172 |         |

### Median Price

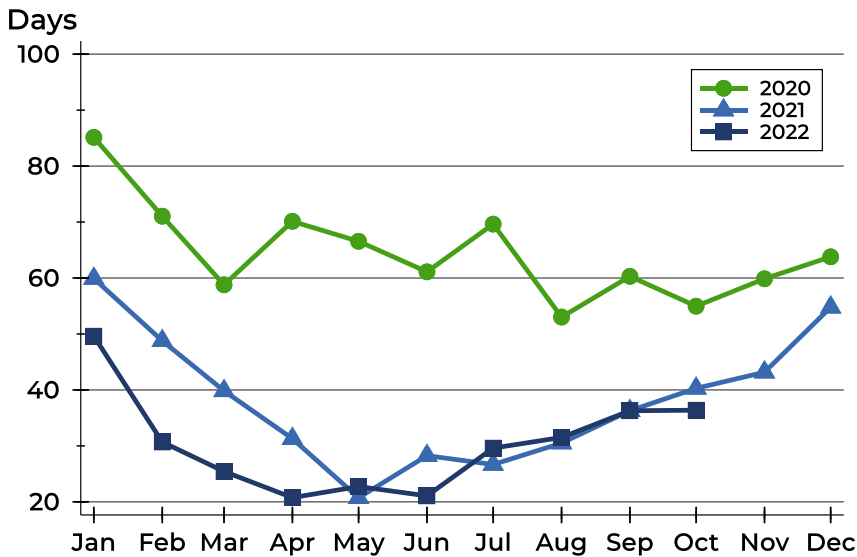


| Month     | 2020    | 2021    | 2022    |
|-----------|---------|---------|---------|
| January   | 167,500 | 176,200 | 191,000 |
| February  | 161,000 | 190,000 | 185,000 |
| March     | 192,450 | 197,000 | 220,000 |
| April     | 169,500 | 180,000 | 214,900 |
| May       | 195,750 | 198,900 | 206,000 |
| June      | 179,900 | 209,000 | 195,000 |
| July      | 174,900 | 190,000 | 207,500 |
| August    | 184,950 | 180,000 | 215,000 |
| September | 174,900 | 189,900 | 205,000 |
| October   | 177,500 | 192,250 | 189,900 |
| November  | 166,400 | 199,000 |         |
| December  | 178,750 | 180,000 |         |



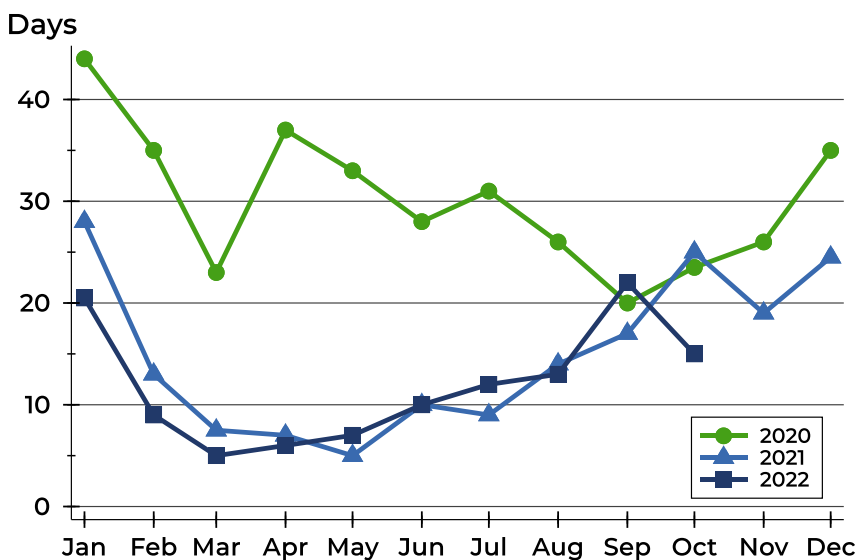
## Entire MLS System Contracts Written Analysis

### Average DOM



| Month     | 2020 | 2021 | 2022 |
|-----------|------|------|------|
| January   | 85   | 60   | 50   |
| February  | 71   | 49   | 31   |
| March     | 59   | 40   | 25   |
| April     | 70   | 31   | 21   |
| May       | 67   | 21   | 23   |
| June      | 61   | 28   | 21   |
| July      | 70   | 27   | 30   |
| August    | 53   | 31   | 32   |
| September | 60   | 36   | 36   |
| October   | 55   | 40   | 36   |
| November  | 60   | 43   |      |
| December  | 64   | 55   |      |

### Median DOM



| Month     | 2020 | 2021 | 2022 |
|-----------|------|------|------|
| January   | 44   | 28   | 21   |
| February  | 35   | 13   | 9    |
| March     | 23   | 8    | 5    |
| April     | 37   | 7    | 6    |
| May       | 33   | 5    | 7    |
| June      | 28   | 10   | 10   |
| July      | 31   | 9    | 12   |
| August    | 26   | 14   | 13   |
| September | 20   | 17   | 22   |
| October   | 24   | 25   | 15   |
| November  | 26   | 19   |      |
| December  | 35   | 25   |      |



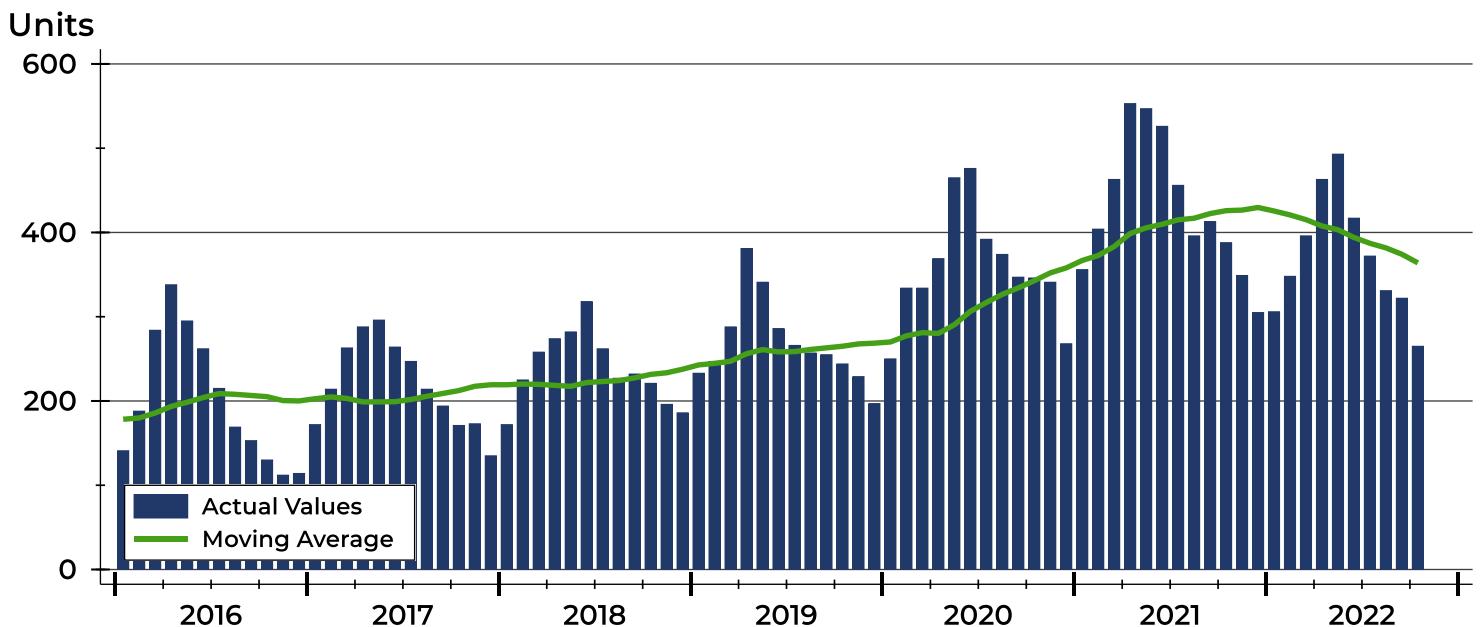
## Entire MLS System Pending Contracts Analysis

| Summary Statistics for Pending Contracts |                     | End of October |         |        |
|------------------------------------------|---------------------|----------------|---------|--------|
|                                          |                     | 2022           | 2021    | Change |
| Pending Contracts                        |                     | 265            | 388     | -31.7% |
| Volume (1,000s)                          |                     | 58,544         | 88,150  | -33.6% |
| Average                                  | List Price          | 220,922        | 227,191 | -2.8%  |
|                                          | Days on Market      | 40             | 41      | -2.4%  |
|                                          | Percent of Original | 97.7%          | 98.0%   | -0.3%  |
| Median                                   | List Price          | 199,900        | 205,000 | -2.5%  |
|                                          | Days on Market      | 21             | 23      | -8.7%  |
|                                          | Percent of Original | 100.0%         | 100.0%  | 0.0%   |

A total of 265 listings in the Flint Hills MLS system had contracts pending at the end of October, down from 388 contracts pending at the end of October 2021.

Pending contracts reflect listings with a contract in place at the end of the month. In contrast, contracts written measures the number of listings put under contract during the month.

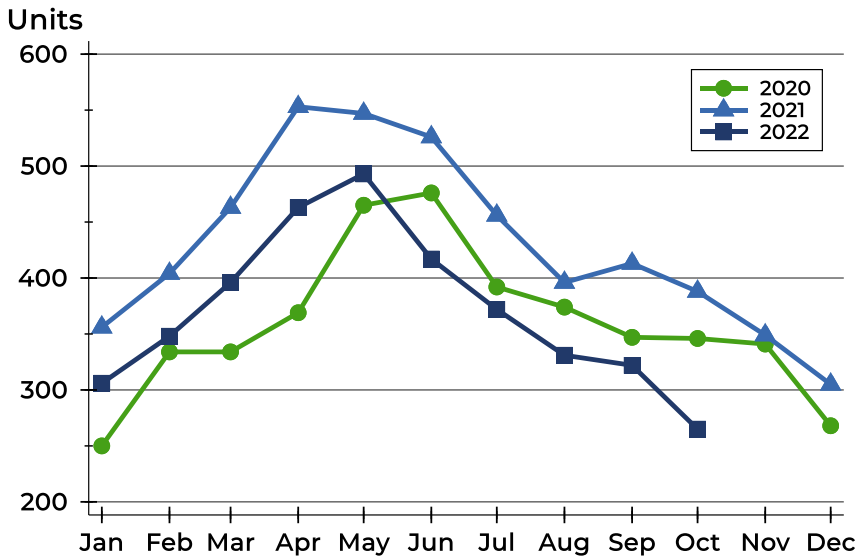
## History of Pending Contracts





## Entire MLS System Pending Contracts Analysis

### Pending Contracts by Month



| Month     | 2020 | 2021 | 2022 |
|-----------|------|------|------|
| January   | 250  | 356  | 306  |
| February  | 334  | 404  | 348  |
| March     | 334  | 463  | 396  |
| April     | 369  | 553  | 463  |
| May       | 465  | 547  | 493  |
| June      | 476  | 526  | 417  |
| July      | 392  | 456  | 372  |
| August    | 374  | 396  | 331  |
| September | 347  | 413  | 322  |
| October   | 346  | 388  | 265  |
| November  | 341  | 349  |      |
| December  | 268  | 305  |      |

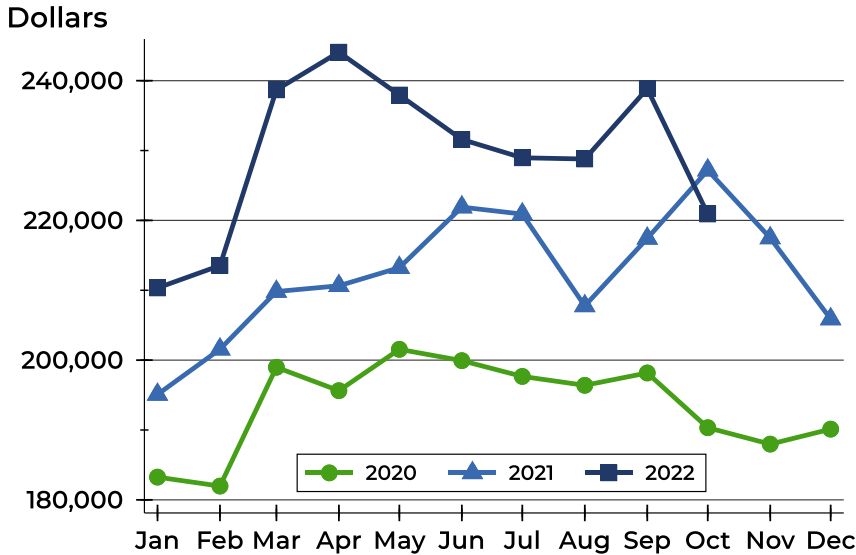
### Pending Contracts by Price Range

| Price Range         | Pending Contracts |         | List Price |         | Days on Market |      | Price as % of Orig. |        |
|---------------------|-------------------|---------|------------|---------|----------------|------|---------------------|--------|
|                     | Number            | Percent | Average    | Median  | Avg.           | Med. | Avg.                | Med.   |
| Below \$25,000      | 1                 | 0.4%    | 22,000     | 22,000  | 1              | 1    | 100.0%              | 100.0% |
| \$25,000-\$49,999   | 4                 | 1.5%    | 37,225     | 40,950  | 22             | 9    | 90.0%               | 100.0% |
| \$50,000-\$99,999   | 27                | 10.2%   | 80,463     | 80,000  | 62             | 47   | 95.2%               | 100.0% |
| \$100,000-\$124,999 | 19                | 7.2%    | 112,142    | 110,000 | 46             | 43   | 97.7%               | 100.0% |
| \$125,000-\$149,999 | 28                | 10.6%   | 135,386    | 133,750 | 30             | 14   | 98.5%               | 100.0% |
| \$150,000-\$174,999 | 29                | 10.9%   | 162,041    | 164,900 | 42             | 19   | 96.2%               | 100.0% |
| \$175,000-\$199,999 | 27                | 10.2%   | 186,602    | 186,700 | 36             | 19   | 98.2%               | 100.0% |
| \$200,000-\$249,999 | 40                | 15.1%   | 224,483    | 220,000 | 39             | 24   | 98.0%               | 100.0% |
| \$250,000-\$299,999 | 33                | 12.5%   | 274,461    | 270,000 | 33             | 22   | 98.8%               | 100.0% |
| \$300,000-\$399,999 | 40                | 15.1%   | 340,029    | 330,000 | 43             | 17   | 98.0%               | 100.0% |
| \$400,000-\$499,999 | 12                | 4.5%    | 438,933    | 430,000 | 34             | 19   | 99.9%               | 100.0% |
| \$500,000-\$749,999 | 3                 | 1.1%    | 630,747    | 594,900 | 58             | 48   | 100.0%              | 100.0% |
| \$750,000-\$999,999 | 2                 | 0.8%    | 872,500    | 872,500 | 8              | 8    | 100.0%              | 100.0% |
| \$1,000,000 and up  | 0                 | 0.0%    | N/A        | N/A     | N/A            | N/A  | N/A                 | N/A    |



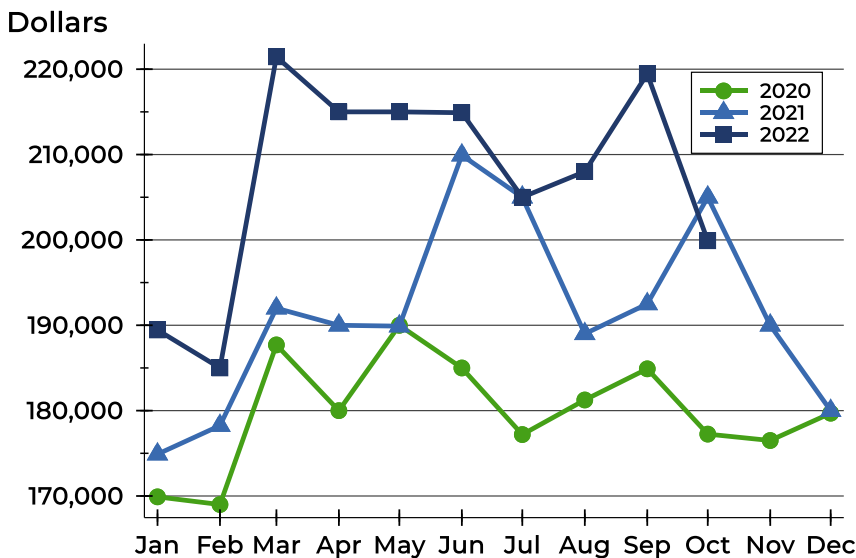
## Entire MLS System Pending Contracts Analysis

### Average Price



| Month     | 2020    | 2021    | 2022    |
|-----------|---------|---------|---------|
| January   | 183,259 | 195,087 | 210,334 |
| February  | 181,974 | 201,563 | 213,544 |
| March     | 198,981 | 209,821 | 238,690 |
| April     | 195,633 | 210,649 | 244,088 |
| May       | 201,551 | 213,236 | 237,952 |
| June      | 199,929 | 221,905 | 231,591 |
| July      | 197,671 | 220,905 | 228,963 |
| August    | 196,396 | 207,764 | 228,795 |
| September | 198,168 | 217,430 | 238,856 |
| October   | 190,332 | 227,191 | 220,922 |
| November  | 187,981 | 217,486 |         |
| December  | 190,128 | 205,886 |         |

### Median Price

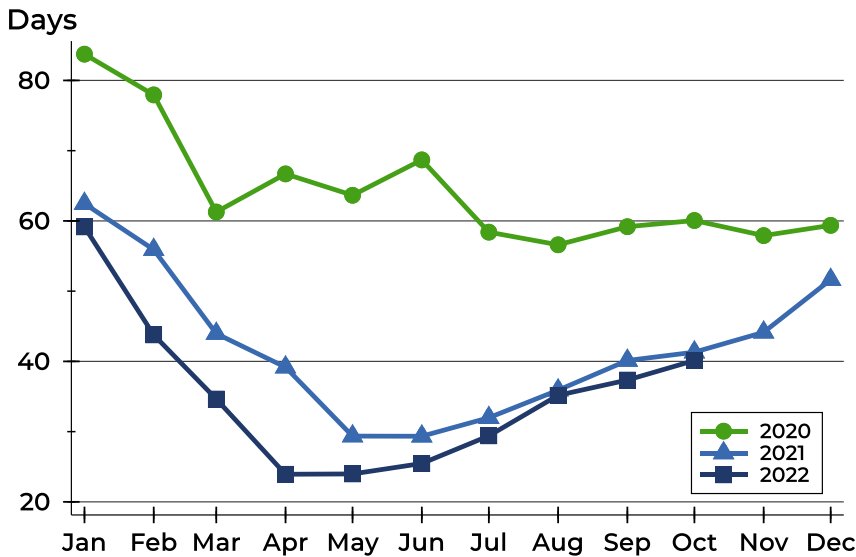


| Month     | 2020    | 2021    | 2022    |
|-----------|---------|---------|---------|
| January   | 169,900 | 174,900 | 189,450 |
| February  | 169,000 | 178,250 | 185,000 |
| March     | 187,700 | 192,000 | 221,450 |
| April     | 180,000 | 190,000 | 215,000 |
| May       | 190,000 | 189,900 | 215,000 |
| June      | 185,000 | 209,925 | 214,900 |
| July      | 177,200 | 205,000 | 205,000 |
| August    | 181,250 | 189,000 | 208,000 |
| September | 184,900 | 192,500 | 219,450 |
| October   | 177,250 | 205,000 | 199,900 |
| November  | 176,500 | 190,000 |         |
| December  | 179,700 | 180,000 |         |



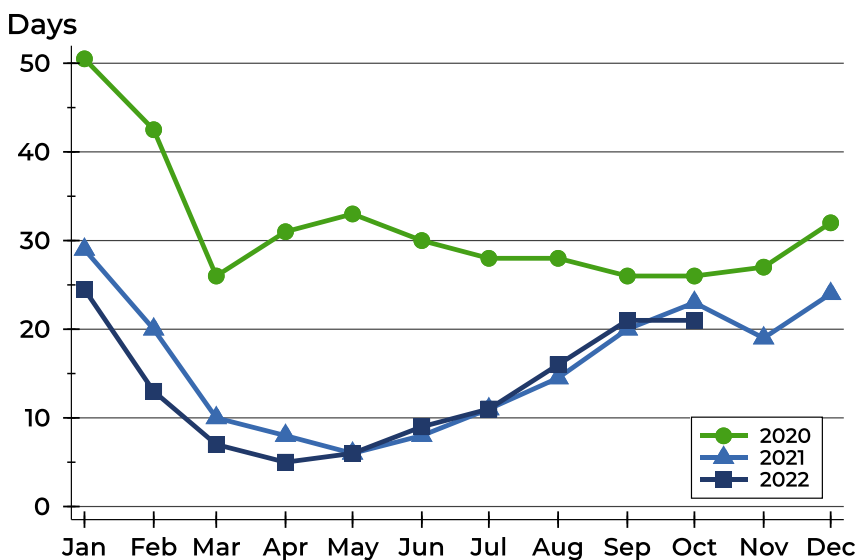
## Entire MLS System Pending Contracts Analysis

### Average DOM



| Month     | 2020 | 2021 | 2022 |
|-----------|------|------|------|
| January   | 84   | 62   | 59   |
| February  | 78   | 56   | 44   |
| March     | 61   | 44   | 35   |
| April     | 67   | 39   | 24   |
| May       | 64   | 29   | 24   |
| June      | 69   | 29   | 25   |
| July      | 58   | 32   | 29   |
| August    | 57   | 36   | 35   |
| September | 59   | 40   | 37   |
| October   | 60   | 41   | 40   |
| November  | 58   | 44   |      |
| December  | 59   | 52   |      |

### Median DOM



| Month     | 2020 | 2021 | 2022 |
|-----------|------|------|------|
| January   | 51   | 29   | 25   |
| February  | 43   | 20   | 13   |
| March     | 26   | 10   | 7    |
| April     | 31   | 8    | 5    |
| May       | 33   | 6    | 6    |
| June      | 30   | 8    | 9    |
| July      | 28   | 11   | 11   |
| August    | 28   | 15   | 16   |
| September | 26   | 20   | 21   |
| October   | 26   | 23   | 21   |
| November  | 27   | 19   |      |
| December  | 32   | 24   |      |