



**December
2022**

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 133 units, compared to 235 units in December 2021. Total sales volume was \$29.4 million, down from a year earlier.

The median sale price in December was \$200,000, up from \$183,000 a year earlier. Homes that sold in December were typically on the market for 19 days and sold for 99.4% of their list prices.

Flint Hills MLS Active Listings Up at End of December

The total number of active listings in the Flint Hills MLS system at the end of December was 400 units, up from 309 at the same point in 2021. This represents a 2.0 months' supply of homes available for sale. The median list price of homes on the market at the end of December was \$199,900.

During December, a total of 109 contracts were written down from 172 in December 2021. At the end of the month, there were 173 contracts still pending.

Report Contents

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

Contact Information

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



Entire MLS System Summary Statistics

December MLS Statistics Three-year History		Current Month			Year-to-Date		
		2022	2021	2020	2022	2021	2020
Home Sales Change from prior year		133 -43.4%	235 8.3%	217 42.8%	2,431 -13.6%	2,814 16.7%	2,412 24.9%
Active Listings Change from prior year		400 29.4%	309 -28.3%	431 -41.4%	N/A	N/A	N/A
Months' Supply Change from prior year		2.0 53.8%	1.3 -38.1%	2.1 -54.3%	N/A	N/A	N/A
New Listings Change from prior year		120 -10.4%	134 -0.7%	135 -15.1%	2,811 -11.4%	3,174 9.2%	2,907 -3.6%
Contracts Written Change from prior year		109 -36.6%	172 16.2%	148 39.6%	2,347 -16.9%	2,826 14.0%	2,478 27.6%
Pending Contracts Change from prior year		173 -43.3%	305 13.8%	268 36.0%	N/A	N/A	N/A
Sales Volume (1,000s) Change from prior year		29,363 -41.1%	49,820 26.0%	39,554 51.7%	538,910 -7.4%	581,948 28.1%	454,240 26.9%
Average	Sale Price Change from prior year	220,771 4.1%	211,999 16.3%	182,274 6.3%	221,682 7.2%	206,805 9.8%	188,325 1.6%
	List Price of Actives Change from prior year	241,203 15.1%	209,564 1.1%	207,334 6.1%	N/A	N/A	N/A
	Days on Market Change from prior year	45 0.0%	45 -28.6%	63 -24.1%	31 -18.4%	38 -42.4%	66 -16.5%
	Percent of List Change from prior year	96.8% -1.2%	98.0% 1.0%	97.0% 0.2%	98.5% 0.0%	98.5% 1.2%	97.3% 0.2%
	Percent of Original Change from prior year	94.4% -1.5%	95.8% 1.1%	94.8% 0.5%	97.1% 0.0%	97.1% 2.1%	95.1% 0.8%
Median	Sale Price Change from prior year	200,000 9.3%	183,000 7.6%	170,000 9.7%	203,000 8.0%	187,950 7.5%	174,860 2.9%
	List Price of Actives Change from prior year	199,900 24.9%	160,000 0.0%	160,000 0.0%	N/A	N/A	N/A
	Days on Market Change from prior year	19 0.0%	19 -26.9%	26 -44.7%	11 -8.3%	12 -61.3%	31 -34.0%
	Percent of List Change from prior year	99.4% -0.6%	100.0% 1.4%	98.6% -0.5%	100.0% 0.0%	100.0% 1.4%	98.6% 0.3%
	Percent of Original Change from prior year	97.5% -1.0%	98.5% 1.0%	97.5% 0.0%	100.0% 0.5%	99.5% 2.1%	97.5% 0.7%

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



Entire MLS System Closed Listings Analysis

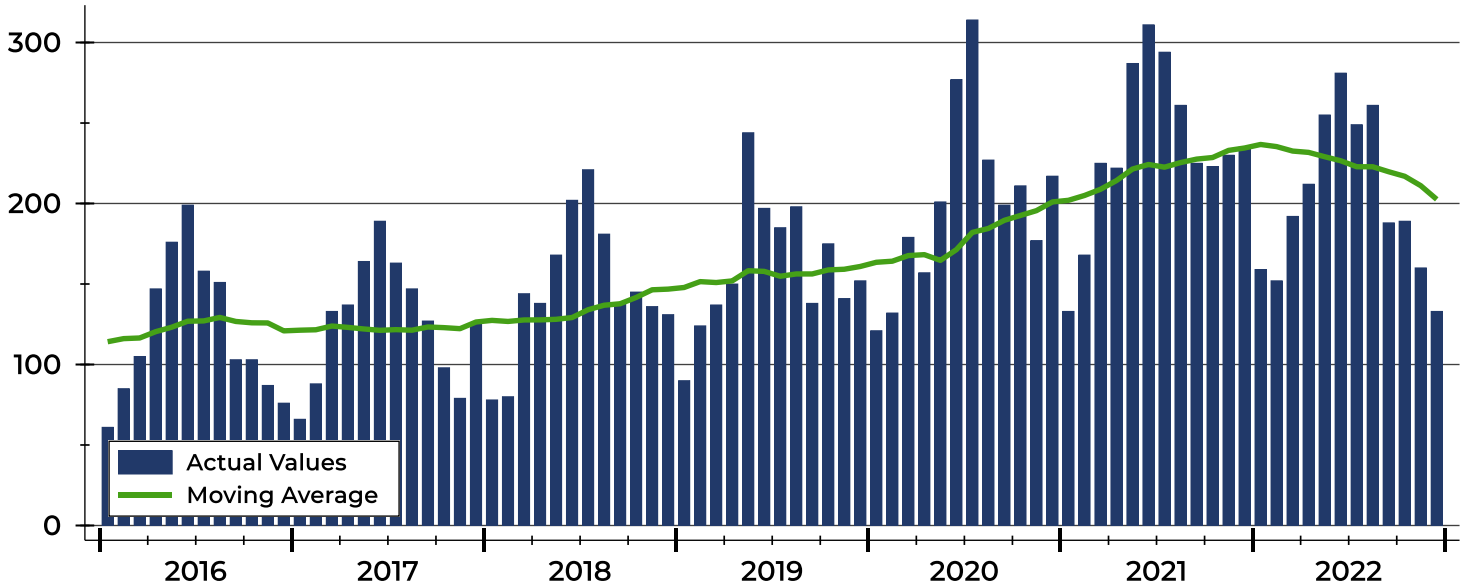
Summary Statistics for Closed Listings		December			Year-to-Date		
		2022	2021	Change	2022	2021	Change
Closed Listings		133	235	-43.4%	2,431	2,814	-13.6%
Volume (1,000s)		29,363	49,820	-41.1%	538,910	581,948	-7.4%
Months' Supply		2.0	1.3	53.8%	N/A	N/A	N/A
Average	Sale Price	220,771	211,999	4.1%	221,682	206,805	7.2%
	Days on Market	45	45	0.0%	31	38	-18.4%
	Percent of List	96.8%	98.0%	-1.2%	98.5%	98.5%	0.0%
	Percent of Original	94.4%	95.8%	-1.5%	97.1%	97.1%	0.0%
Median	Sale Price	200,000	183,000	9.3%	203,000	187,950	8.0%
	Days on Market	19	19	0.0%	11	12	-8.3%
	Percent of List	99.4%	100.0%	-0.6%	100.0%	100.0%	0.0%
	Percent of Original	97.5%	98.5%	-1.0%	100.0%	99.5%	0.5%

A total of 133 homes sold in the Flint Hills MLS system in December, down from 235 units in December 2021. Total sales volume fell to \$29.4 million compared to \$49.8 million in the previous year.

The median sales price in December was \$200,000, up 9.3% compared to the prior year. Median days on market was 19 days, up from 18 days in November, but similar to December 2021.

History of Closed Listings

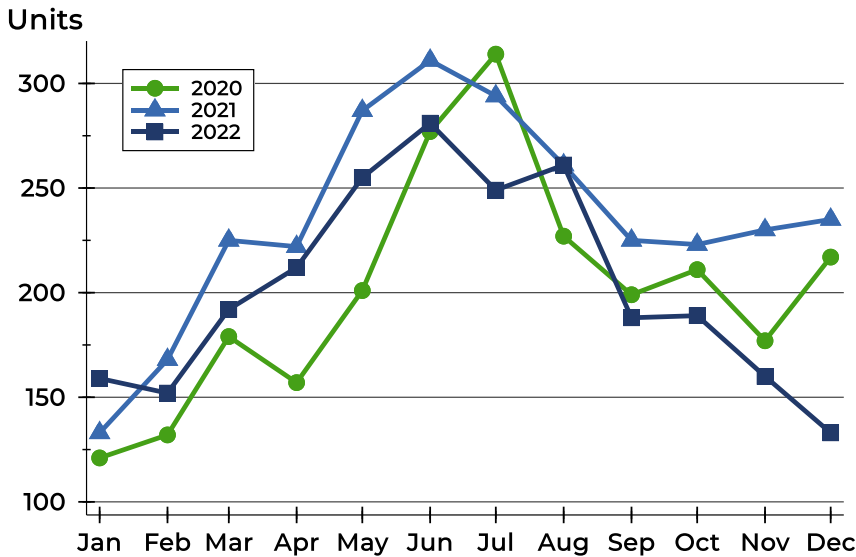
Units





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	192
April	157	222	212
May	201	287	255
June	277	311	281
July	314	294	249
August	227	261	261
September	199	225	188
October	211	223	189
November	177	230	160
December	217	235	133

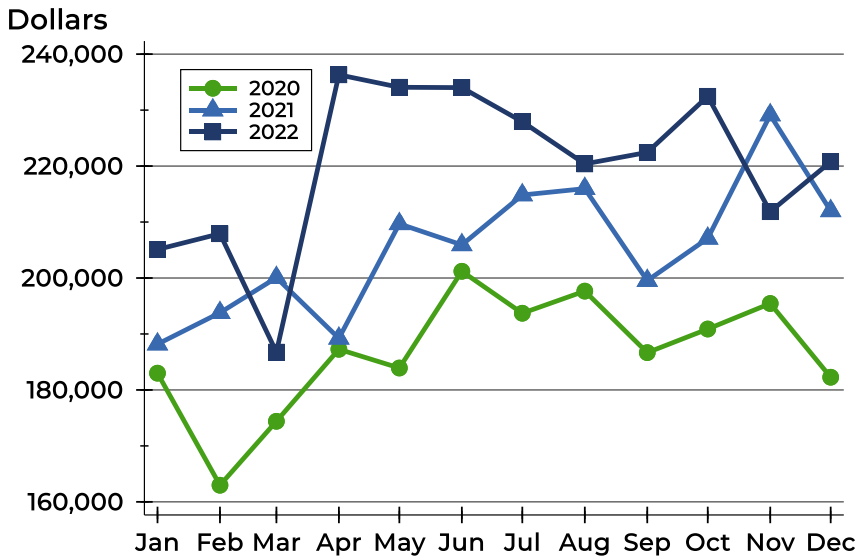
Closed Listings by Price Range

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	2	1.5%	1.0	10,750	10,750	70	70	52.7%	52.7%	44.2%	44.2%
\$25,000-\$49,999	3	2.3%	2.0	41,167	45,000	20	24	88.3%	88.8%	76.3%	69.0%
\$50,000-\$99,999	11	8.3%	2.5	70,455	67,000	32	21	92.7%	90.6%	89.8%	88.2%
\$100,000-\$124,999	19	14.3%	1.8	109,724	110,000	61	30	94.6%	97.1%	92.1%	93.7%
\$125,000-\$149,999	9	6.8%	2.5	136,033	135,000	91	44	98.3%	100.0%	93.1%	93.3%
\$150,000-\$174,999	12	9.0%	1.8	160,125	160,000	41	16	97.6%	98.7%	95.9%	96.2%
\$175,000-\$199,999	7	5.3%	1.7	183,643	182,500	79	8	99.7%	100.0%	98.8%	100.0%
\$200,000-\$249,999	15	11.3%	1.8	220,800	220,000	21	11	99.7%	100.0%	98.4%	97.8%
\$250,000-\$299,999	22	16.5%	1.5	267,930	265,000	39	20	98.1%	98.3%	96.8%	97.6%
\$300,000-\$399,999	25	18.8%	1.7	343,134	339,900	42	21	99.5%	100.0%	97.9%	99.7%
\$400,000-\$499,999	6	4.5%	2.4	432,800	421,400	34	7	99.6%	99.8%	95.8%	99.8%
\$500,000-\$749,999	1	0.8%	5.5	574,900	574,900	4	4	100.0%	100.0%	100.0%	100.0%
\$750,000-\$999,999	1	0.8%	8.0	970,000	970,000	8	8	97.5%	97.5%	97.5%	97.5%
\$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



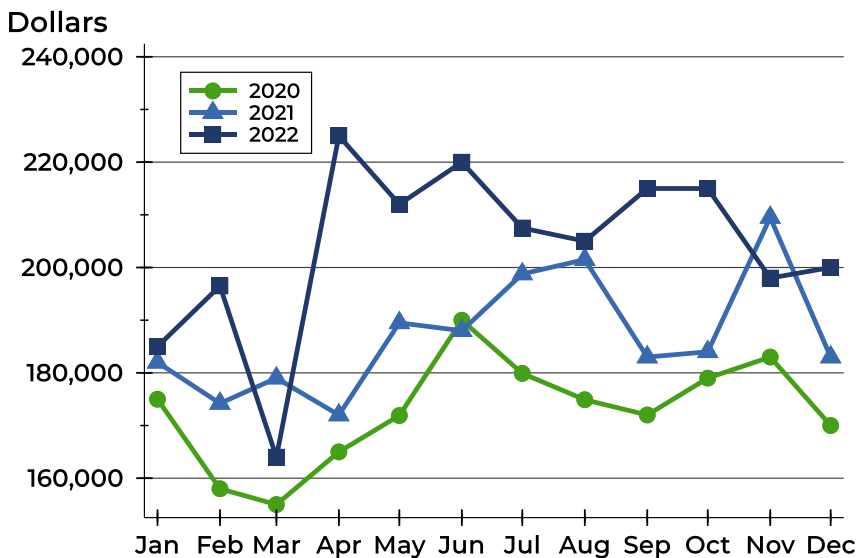
Entire MLS System Closed Listings Analysis

Average Price



Month	2020	2021	2022
January	182,996	188,181	205,099
February	162,977	193,796	207,913
March	174,402	200,061	186,755
April	187,269	189,225	236,310
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	220,385
September	186,666	199,533	222,446
October	190,887	207,083	232,466
November	195,447	229,123	211,849
December	182,274	211,999	220,771

Median Price

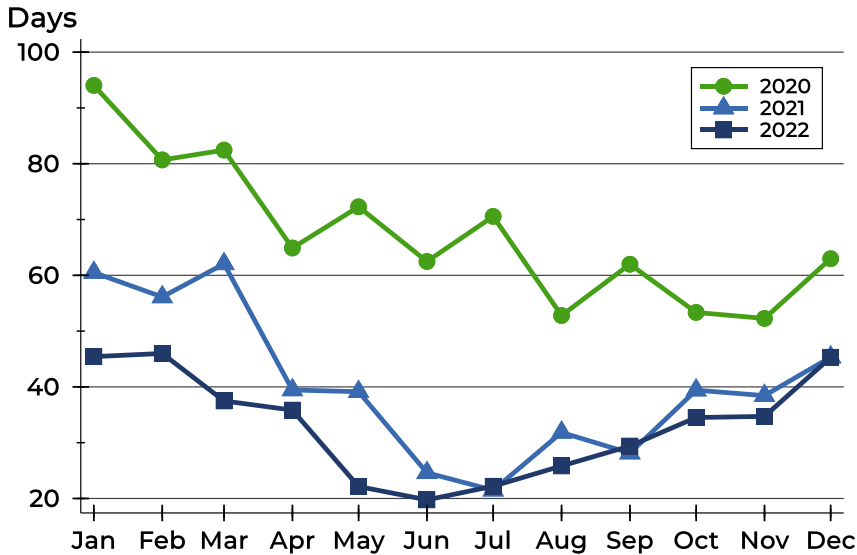


Month	2020	2021	2022
January	175,000	182,000	185,000
February	158,000	174,200	196,500
March	155,000	179,000	164,000
April	165,000	172,000	225,000
May	171,900	189,500	212,000
June	190,000	188,000	220,000
July	179,900	198,775	207,500
August	174,900	201,500	205,000
September	172,000	183,000	215,000
October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



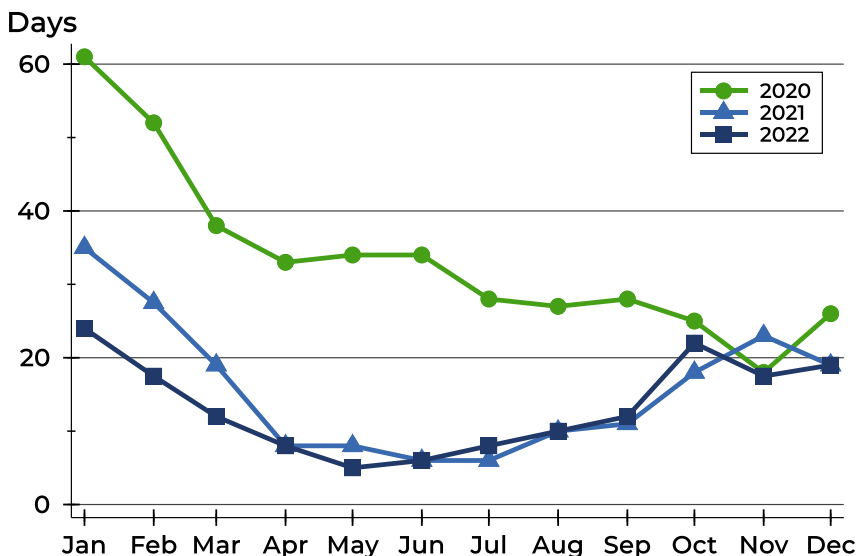
Entire MLS System Closed Listings Analysis

Average DOM



Month	2020	2021	2022
January	94	60	45
February	81	56	46
March	82	62	37
April	65	39	36
May	72	39	22
June	62	25	20
July	71	21	22
August	53	32	26
September	62	28	29
October	53	39	35
November	52	38	35
December	63	45	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	22
November	18	23	18
December	26	19	19



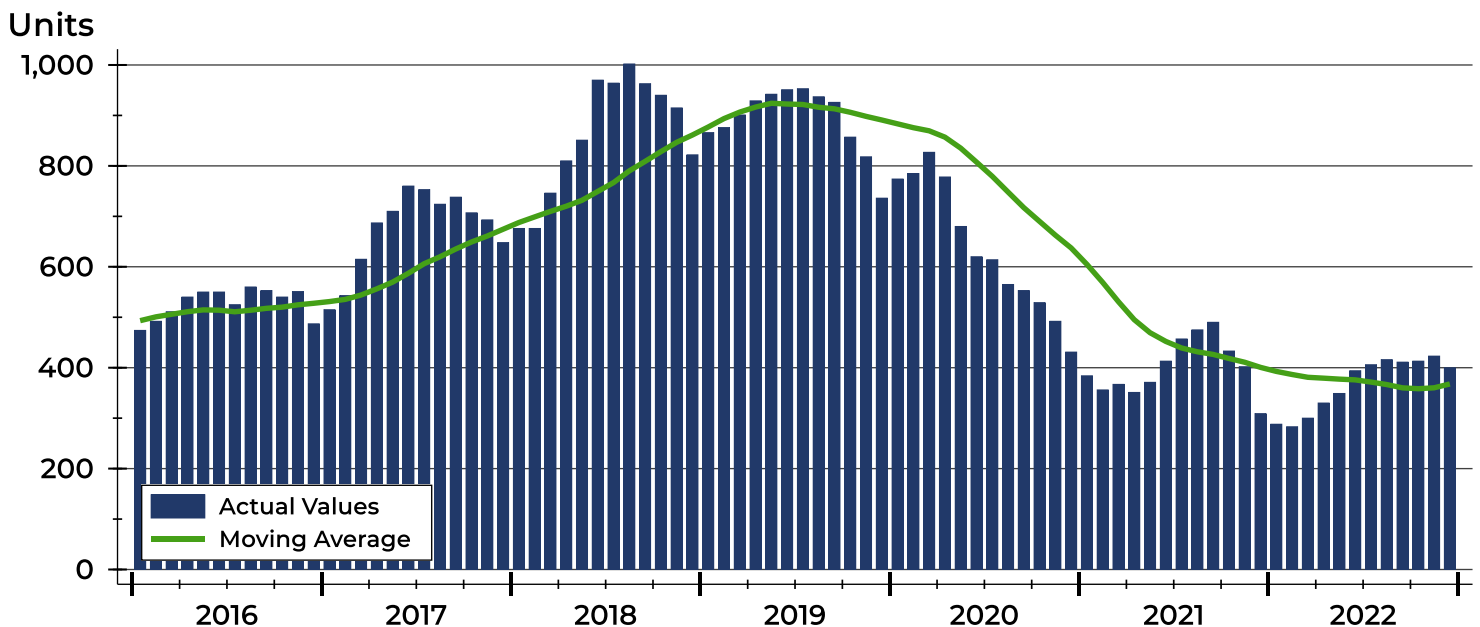
Entire MLS System Active Listings Analysis

Summary Statistics for Active Listings		End of December		
		2022	2021	Change
Active Listings		400	309	29.4%
Volume (1,000s)		96,481	64,755	49.0%
Months' Supply		2.0	1.3	53.8%
Average	List Price	241,203	209,564	15.1%
	Days on Market	84	90	-6.7%
	Percent of Original	97.3%	97.3%	0.0%
Median	List Price	199,900	160,000	24.9%
	Days on Market	65	63	3.2%
	Percent of Original	100.0%	100.0%	0.0%

A total of 400 homes were available for sale in the Flint Hills MLS system at the end of December. This represents a 2.0 months' supply of active listings.

The median list price of homes on the market at the end of December was \$199,900, up 24.9% from 2021. The typical time on market for active listings was 65 days, up from 63 days a year earlier.

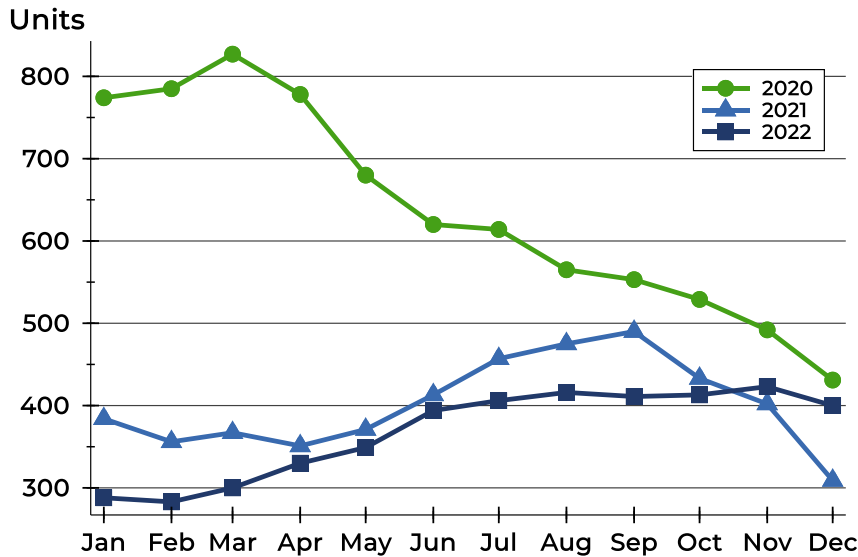
History of Active Listings





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	423
December	431	309	400

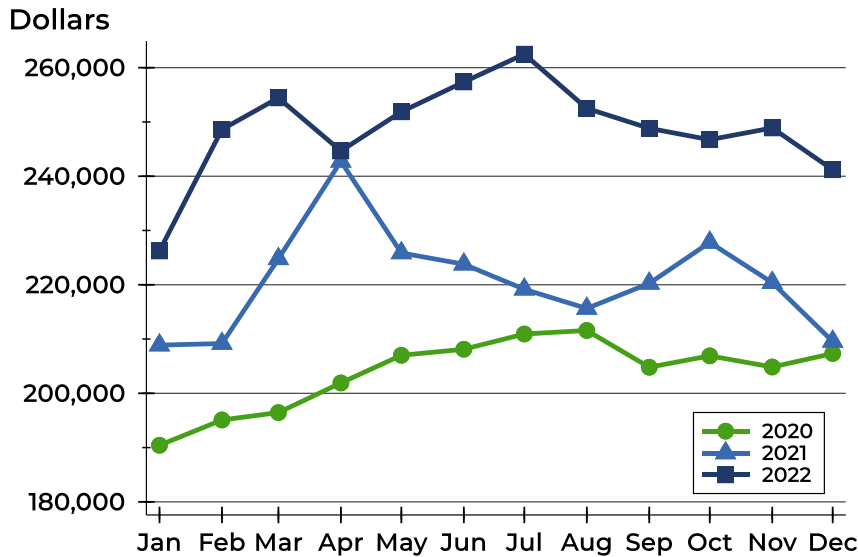
Active Listings by Price Range

Price Range	Active Listings Number	Percent	Months' Supply	List Price Average	Median	Days on Market Avg.	Med.	Price as % of Orig. Avg.	Med.
Below \$25,000	2	0.5%	1.0	17,450	17,450	60	60	86.2%	86.2%
\$25,000-\$49,999	10	2.5%	2.0	41,140	43,750	75	47	95.1%	100.0%
\$50,000-\$99,999	48	12.0%	2.5	81,146	84,950	90	69	95.3%	100.0%
\$100,000-\$124,999	26	6.5%	1.8	113,873	115,000	83	70	94.8%	100.0%
\$125,000-\$149,999	48	12.0%	2.5	136,029	134,950	71	62	98.1%	100.0%
\$150,000-\$174,999	35	8.8%	1.8	163,334	162,900	80	66	98.5%	100.0%
\$175,000-\$199,999	32	8.0%	1.7	188,313	187,750	86	63	98.3%	100.0%
\$200,000-\$249,999	57	14.3%	1.8	225,798	225,000	84	65	96.4%	98.7%
\$250,000-\$299,999	45	11.3%	1.5	274,736	275,000	56	47	98.3%	100.0%
\$300,000-\$399,999	47	11.8%	1.7	348,358	345,000	97	83	97.5%	100.0%
\$400,000-\$499,999	22	5.5%	2.4	445,724	446,823	114	84	99.6%	100.0%
\$500,000-\$749,999	22	5.5%	5.5	608,752	612,500	78	65	99.4%	100.0%
\$750,000-\$999,999	4	1.0%	8.0	938,000	963,500	157	106	94.5%	99.0%
\$1,000,000 and up	2	0.5%	N/A	1,175,000	1,175,000	244	244	100.0%	100.0%



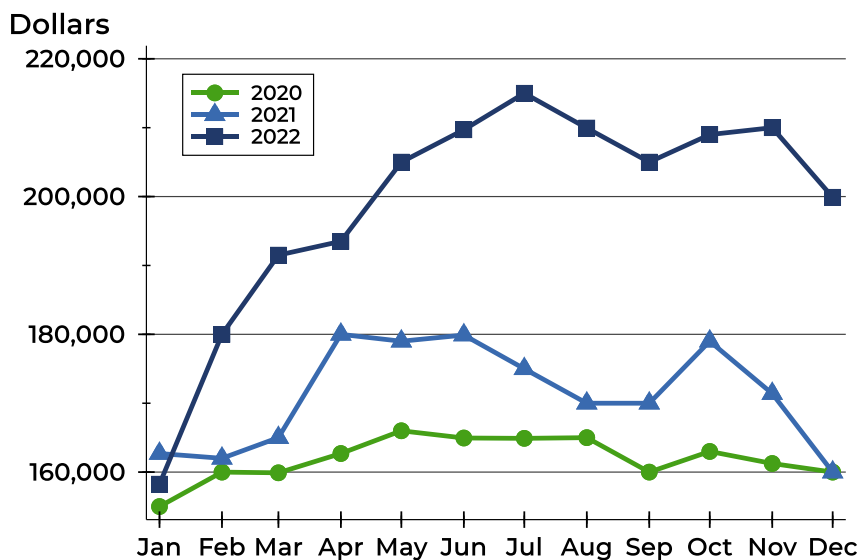
Entire MLS System Active Listings Analysis

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	248,900
December	207,334	209,564	241,203

Median Price

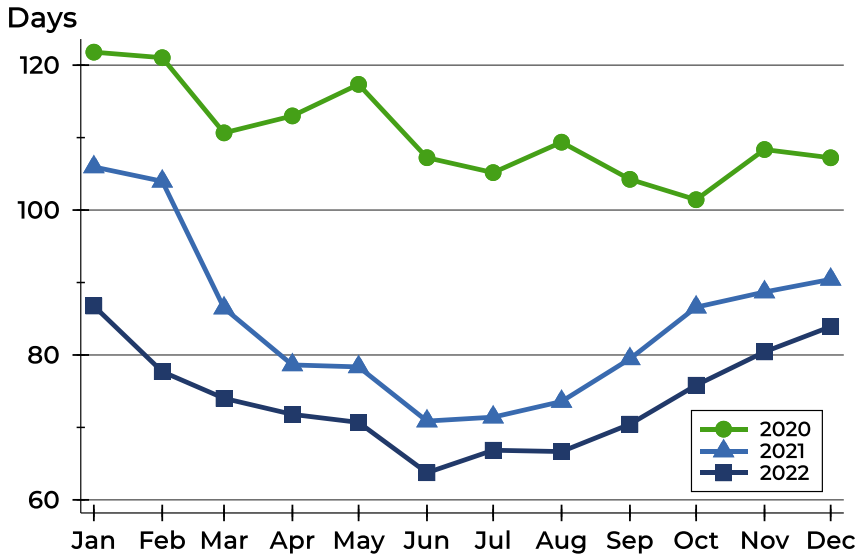


Month	2020	2021	2022
January	155,000	162,700	158,250
February	160,000	162,000	180,000
March	159,900	165,000	191,500
April	162,700	180,000	193,500
May	166,000	179,000	205,000
June	164,950	179,900	209,700
July	164,900	175,000	215,000
August	165,000	170,000	209,950
September	160,000	170,000	205,000
October	163,000	179,000	209,000
November	161,250	171,400	210,000
December	160,000	160,000	199,900



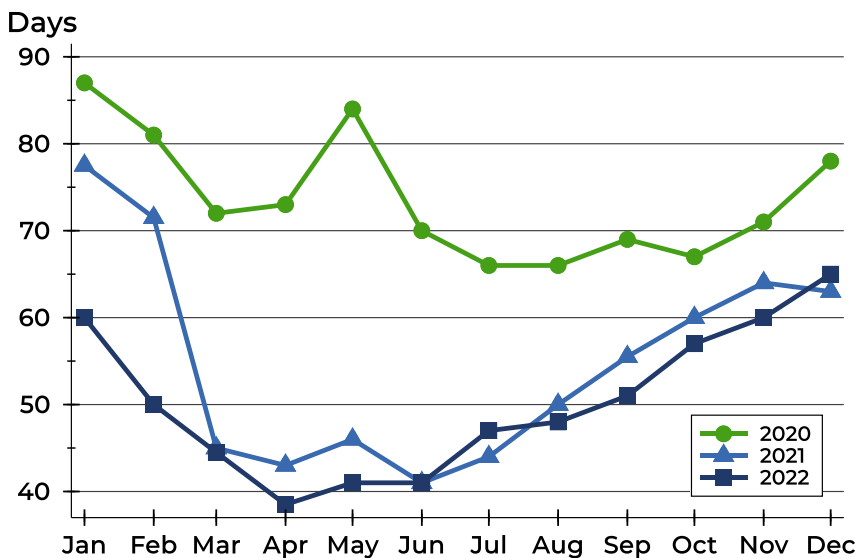
Entire MLS System Active Listings Analysis

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	80
December	107	90	84

Median DOM

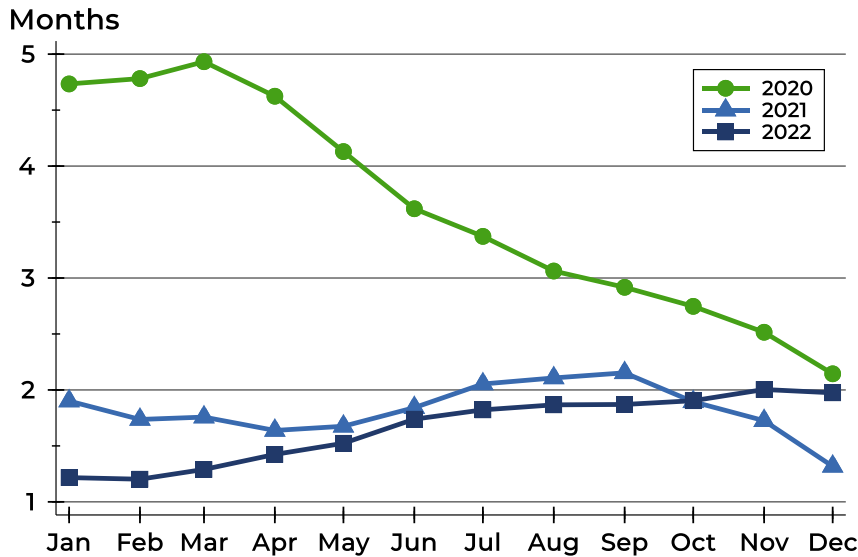


Month	2020	2021	2022
January	87	78	60
February	81	72	50
March	72	45	45
April	73	43	39
May	84	46	41
June	70	41	41
July	66	44	47
August	66	50	48
September	69	56	51
October	67	60	57
November	71	64	60
December	78	63	65



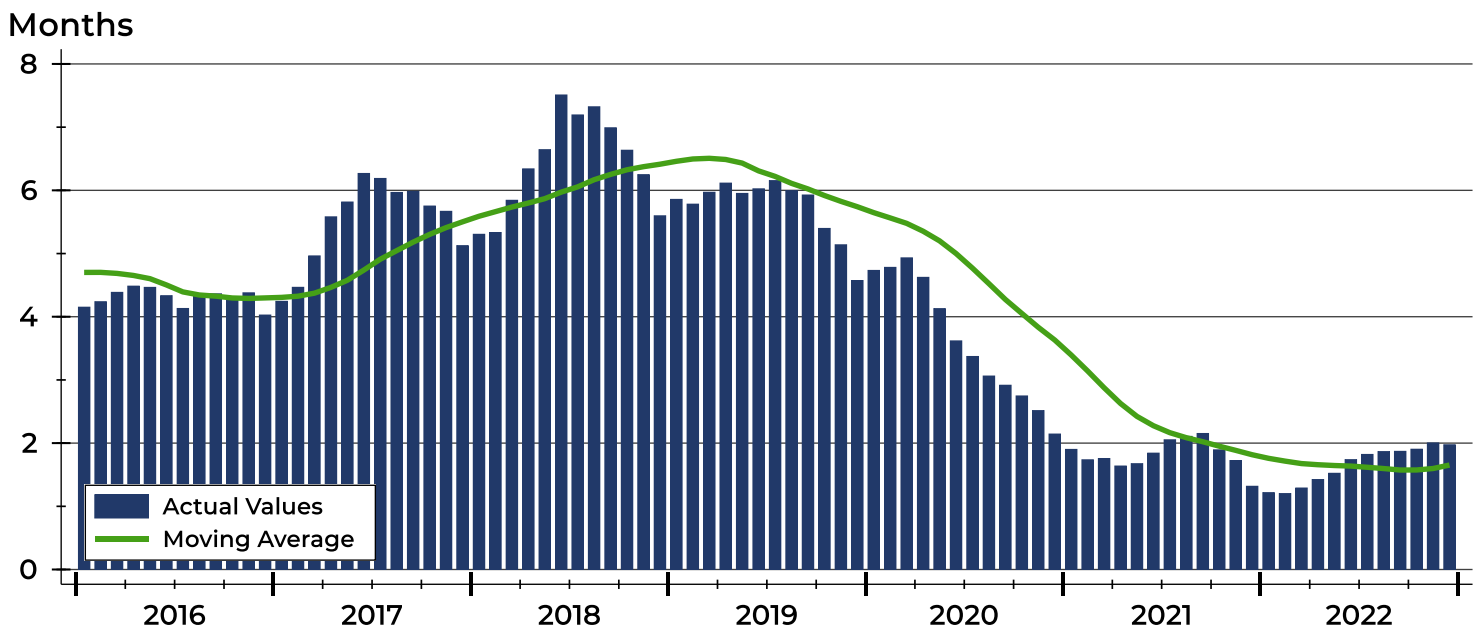
Entire MLS System Months' Supply Analysis

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	2.0
December	2.1	1.3	2.0

History of Month's Supply





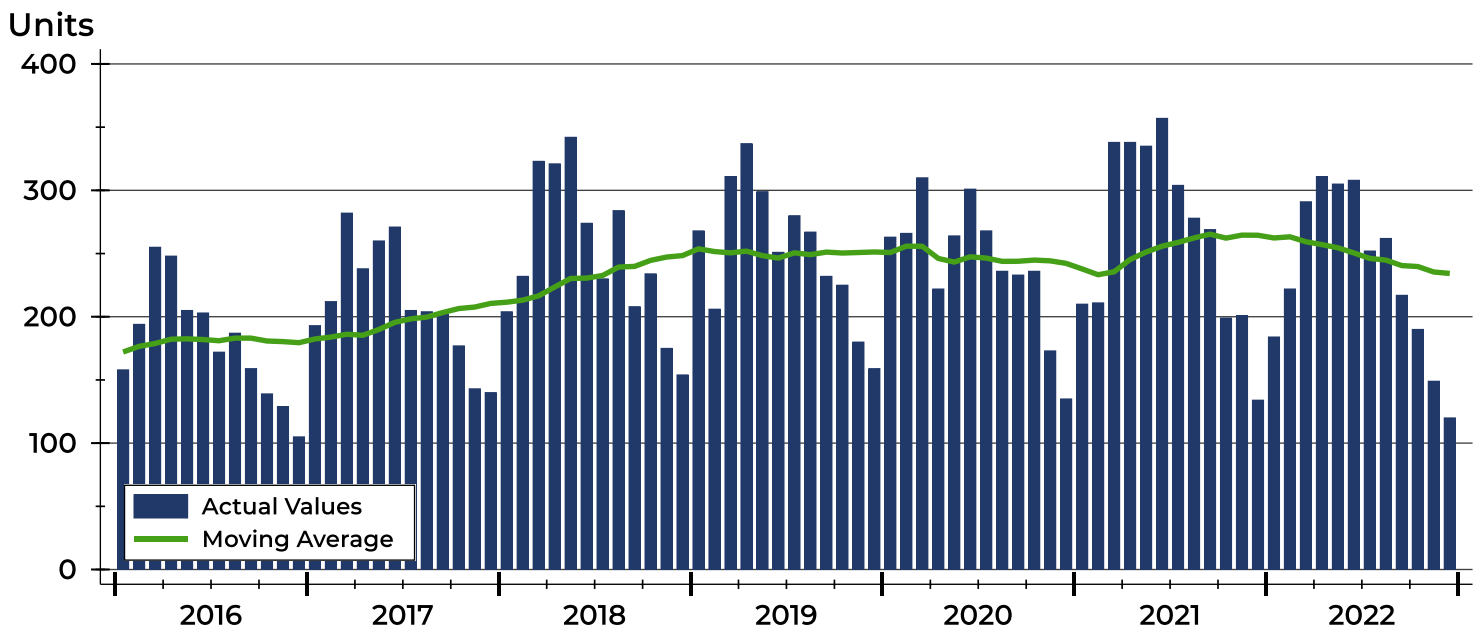
Entire MLS System New Listings Analysis

Summary Statistics for New Listings		2022	December 2021	Change
Current Month	New Listings	120	134	-10.4%
	Volume (1,000s)	25,952	24,576	5.6%
	Average List Price	216,266	183,401	17.9%
	Median List Price	187,000	159,000	17.6%
Year-to-Date	New Listings	2,811	3,174	-11.4%
	Volume (1,000s)	659,723	674,851	-2.2%
	Average List Price	234,693	212,619	10.4%
	Median List Price	210,000	189,000	11.1%

A total of 120 new listings were added in the Flint Hills MLS system during December, down 10.4% from the same month in 2021. Year-to-date the Flint Hills MLS system has seen 2,811 new listings.

The median list price of these homes was \$187,000 up from \$159,000 in 2021.

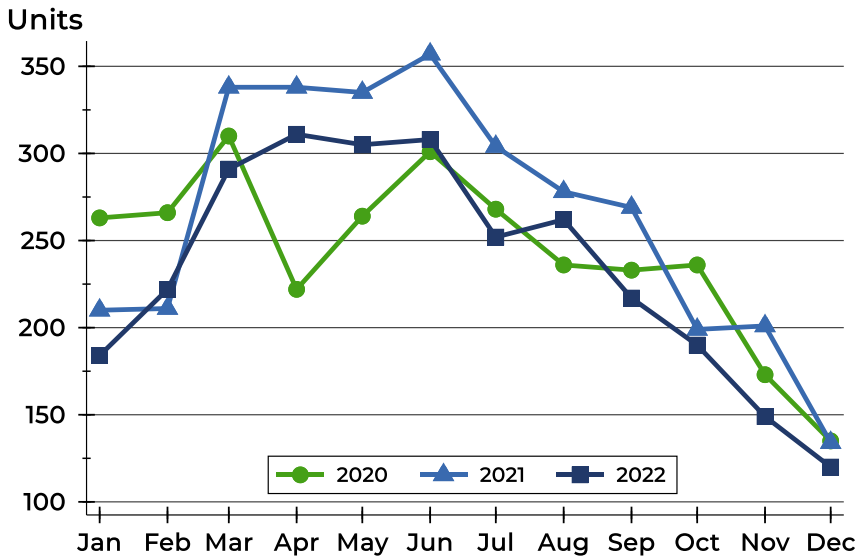
History of New Listings





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	217
October	236	199	190
November	173	201	149
December	135	134	120

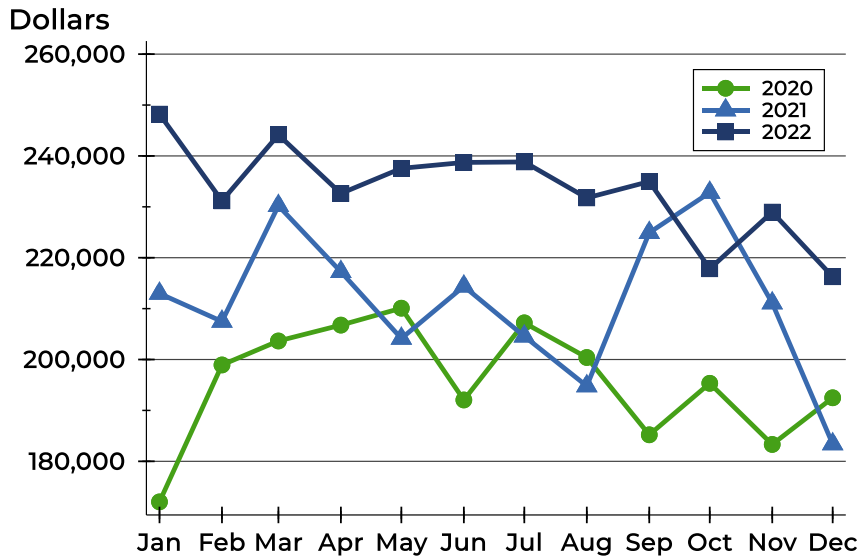
New Listings by Price Range

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	6	5.0%	34,167	30,000	23	25	100.0%	100.0%
\$50,000-\$99,999	12	10.0%	71,458	68,450	17	15	99.1%	100.0%
\$100,000-\$124,999	11	9.2%	111,618	112,000	12	8	97.3%	100.0%
\$125,000-\$149,999	14	11.7%	135,389	134,000	18	18	99.7%	100.0%
\$150,000-\$174,999	12	10.0%	161,653	160,000	18	22	99.9%	100.0%
\$175,000-\$199,999	9	7.5%	186,822	185,000	15	13	98.6%	100.0%
\$200,000-\$249,999	16	13.3%	229,013	229,950	20	23	100.0%	100.0%
\$250,000-\$299,999	18	15.0%	275,156	279,900	20	19	99.5%	100.0%
\$300,000-\$399,999	12	10.0%	338,703	325,000	12	14	100.0%	100.0%
\$400,000-\$499,999	4	3.3%	443,475	439,950	25	29	100.0%	100.0%
\$500,000-\$749,999	6	5.0%	614,933	592,450	21	21	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



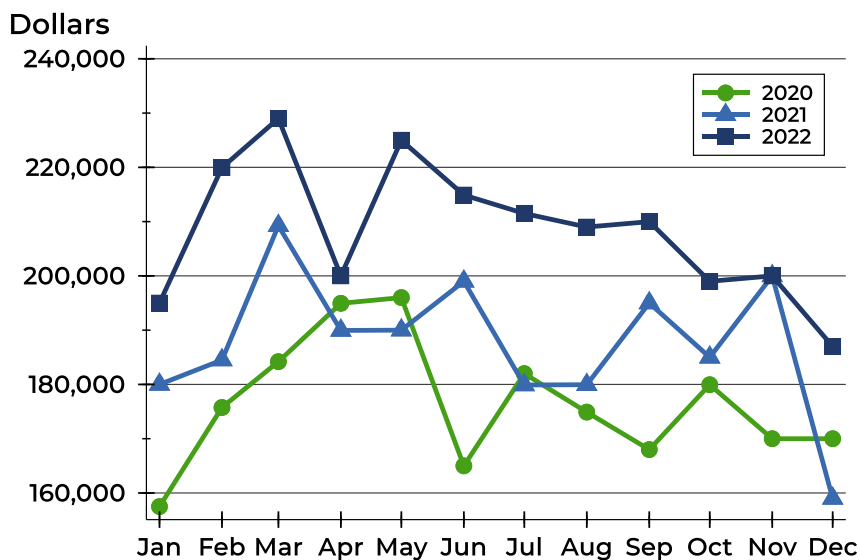
Entire MLS System New Listings Analysis

Average Price



Month	2020	2021	2022
January	172,032	212,979	248,217
February	198,938	207,485	231,178
March	203,650	230,215	244,155
April	206,765	217,248	232,630
May	210,087	204,140	237,566
June	192,054	214,392	238,719
July	207,211	204,572	238,822
August	200,401	194,796	231,755
September	185,209	224,912	234,963
October	195,332	232,814	217,835
November	183,319	211,088	228,968
December	192,484	183,401	216,266

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	209,000
September	168,000	195,000	210,000
October	179,950	185,000	199,000
November	170,000	200,000	200,000
December	170,000	159,000	187,000



Entire MLS System Contracts Written Analysis

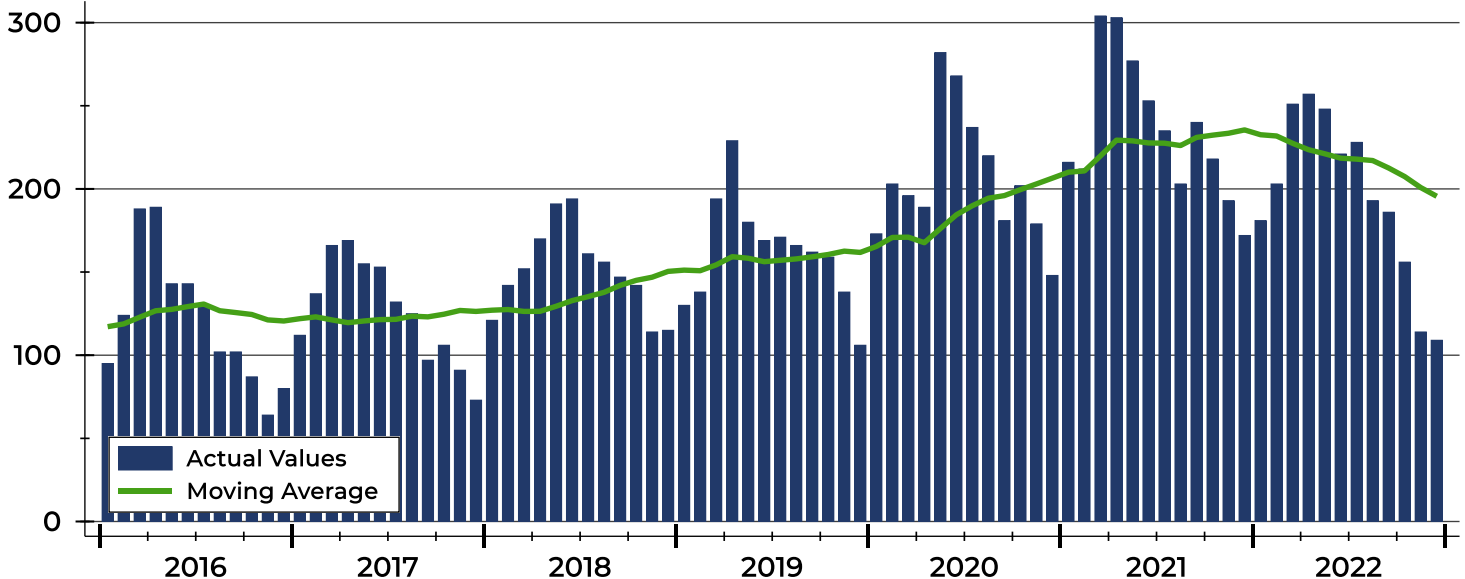
Summary Statistics for Contracts Written		December			Year-to-Date		
		2022	2021	Change	2022	2021	Change
Contracts Written		109	172	-36.6%	2,347	2,826	-16.9%
Volume (1,000s)		23,184	34,430	-32.7%	525,210	596,249	-11.9%
Average	Sale Price	212,695	200,172	6.3%	223,779	210,987	6.1%
	Days on Market	52	55	-5.5%	31	37	-16.2%
	Percent of Original	95.2%	94.3%	1.0%	97.2%	97.1%	0.1%
Median	Sale Price	189,000	180,000	5.0%	200,000	189,900	5.3%
	Days on Market	31	25	24.0%	11	12	-8.3%
	Percent of Original	100.0%	97.3%	2.8%	100.0%	99.6%	0.4%

A total of 109 contracts for sale were written in the Flint Hills MLS system during the month of December, down from 172 in 2021. The median list price of these homes was \$189,000, up from \$180,000 the prior year.

Half of the homes that went under contract in December were on the market less than 31 days, compared to 25 days in December 2021.

History of Contracts Written

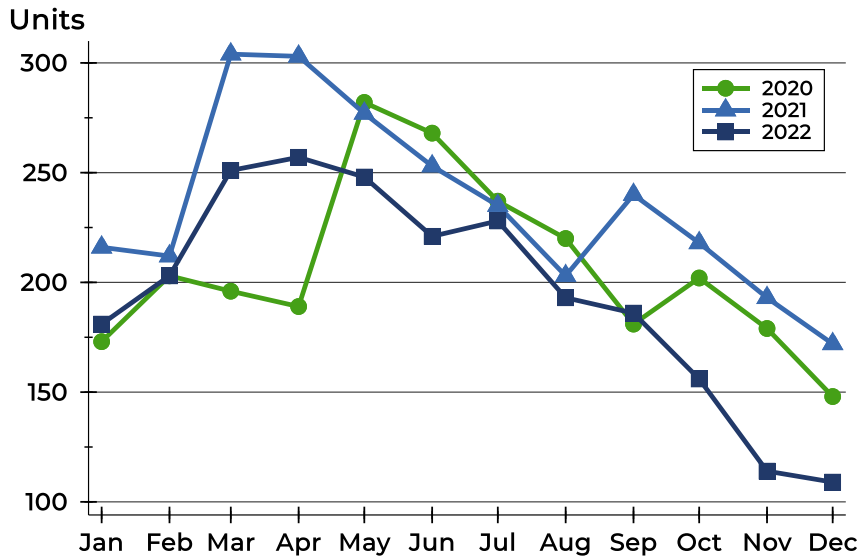
Units





Entire MLS System Contracts Written Analysis

Contracts Written by Month



Month	2020	2021	2022
January	173	216	181
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	193
September	181	240	186
October	202	218	156
November	179	193	114
December	148	172	109

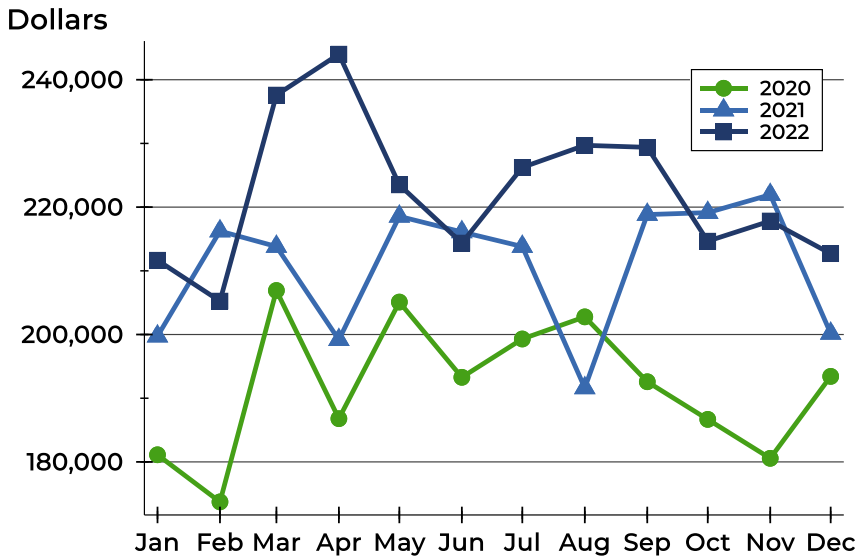
Contracts Written by Price Range

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	0.9%	15,000	15,000	127	127	75.0%	75.0%
\$25,000-\$49,999	3	2.8%	36,600	34,900	36	24	74.3%	69.0%
\$50,000-\$99,999	9	8.3%	69,300	64,900	29	23	92.4%	100.0%
\$100,000-\$124,999	12	11.0%	111,971	109,950	39	20	94.2%	96.3%
\$125,000-\$149,999	11	10.1%	131,686	125,000	76	41	94.0%	93.3%
\$150,000-\$174,999	9	8.3%	160,438	159,990	17	10	99.6%	100.0%
\$175,000-\$199,999	16	14.7%	186,238	182,500	38	30	97.9%	100.0%
\$200,000-\$249,999	11	10.1%	225,782	219,900	94	47	96.1%	100.0%
\$250,000-\$299,999	13	11.9%	269,115	269,900	58	48	95.2%	96.4%
\$300,000-\$399,999	18	16.5%	341,561	337,200	58	60	97.3%	98.8%
\$400,000-\$499,999	2	1.8%	437,700	437,700	93	93	95.1%	95.1%
\$500,000-\$749,999	4	3.7%	553,425	562,400	35	8	96.2%	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



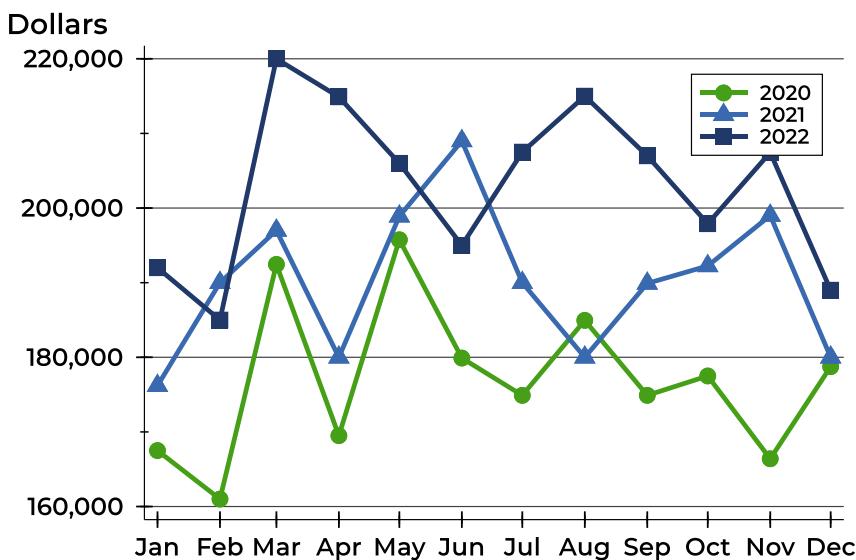
Entire MLS System Contracts Written Analysis

Average Price



Month	2020	2021	2022
January	181,123	199,738	211,664
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	229,706
September	192,589	218,836	229,388
October	186,680	219,134	214,656
November	180,568	221,945	217,821
December	193,433	200,172	212,695

Median Price

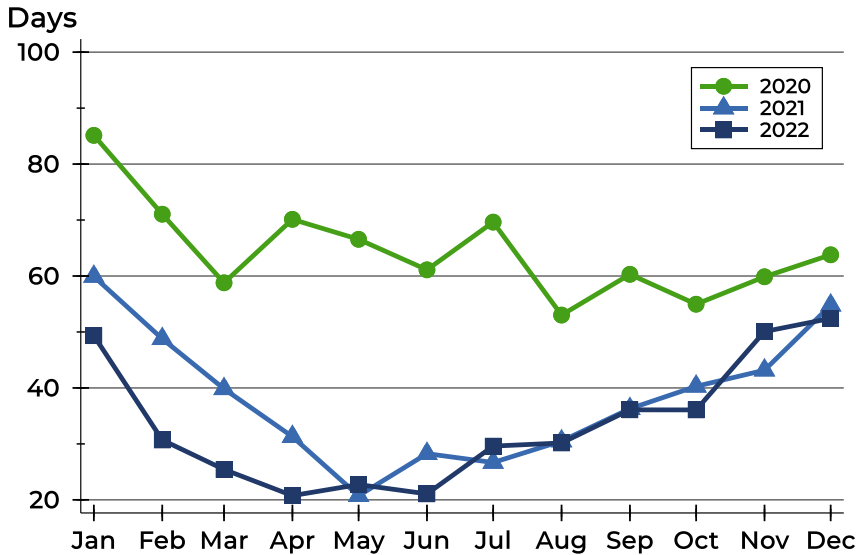


Month	2020	2021	2022
January	167,500	176,200	192,000
February	161,000	190,000	185,000
March	192,450	197,000	220,000
April	169,500	180,000	214,900
May	195,750	198,900	206,000
June	179,900	209,000	195,000
July	174,900	190,000	207,500
August	184,950	180,000	215,000
September	174,900	189,900	207,000
October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



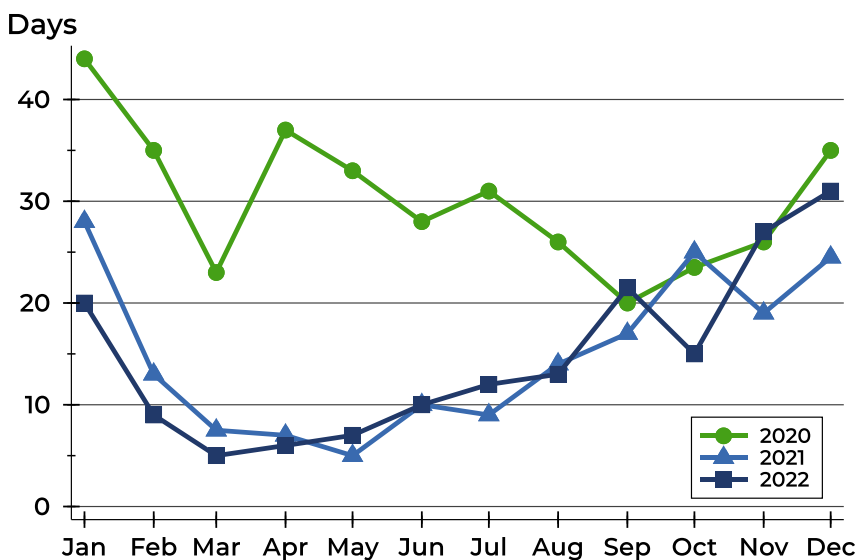
Entire MLS System Contracts Written Analysis

Average DOM



Month	2020	2021	2022
January	85	60	49
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	30
September	60	36	36
October	55	40	36
November	60	43	50
December	64	55	52

Median DOM



Month	2020	2021	2022
January	44	28	20
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	27
December	35	25	31



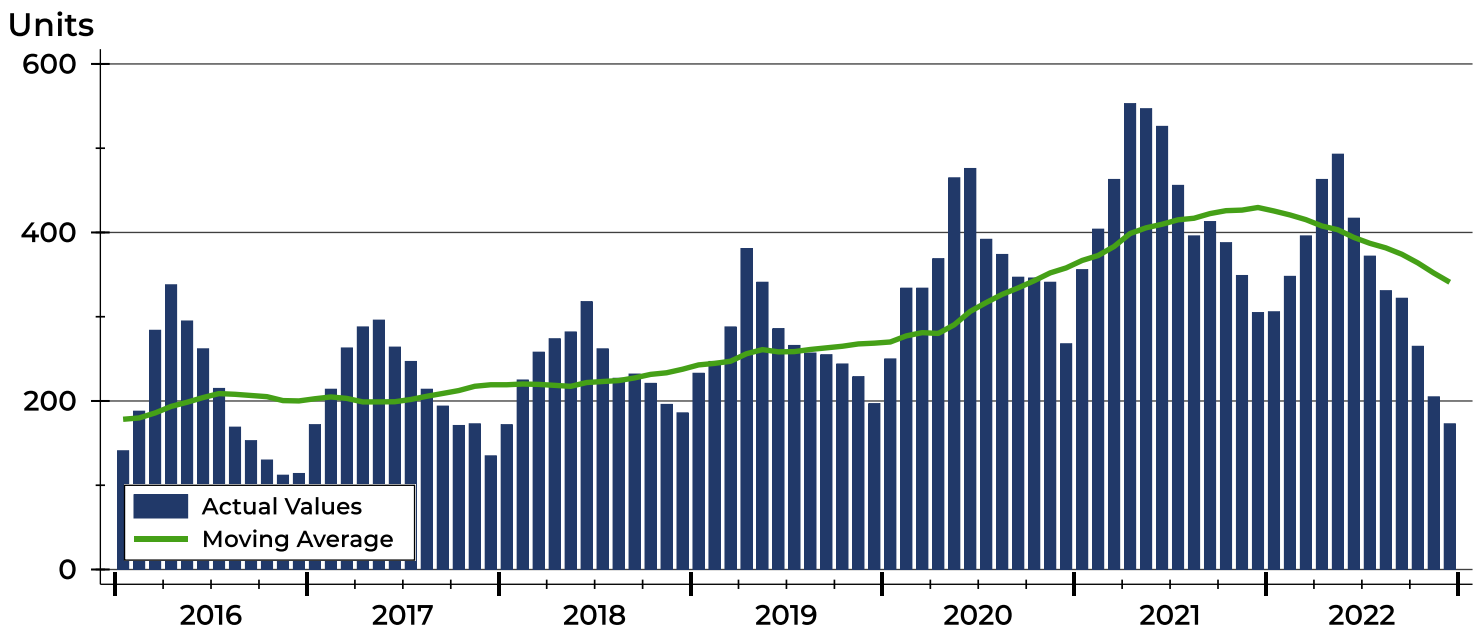
Entire MLS System Pending Contracts Analysis

Summary Statistics for Pending Contracts		End of December		
		2022	2021	Change
Pending Contracts		173	305	-43.3%
Volume (1,000s)		38,283	62,795	-39.0%
Average	List Price	221,290	205,886	7.5%
	Days on Market	51	52	-1.9%
	Percent of Original	97.4%	98.1%	-0.7%
Median	List Price	199,000	180,000	10.6%
	Days on Market	32	24	33.3%
	Percent of Original	100.0%	100.0%	0.0%

A total of 173 listings in the Flint Hills MLS system had contracts pending at the end of December, down from 305 contracts pending at the end of December 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.

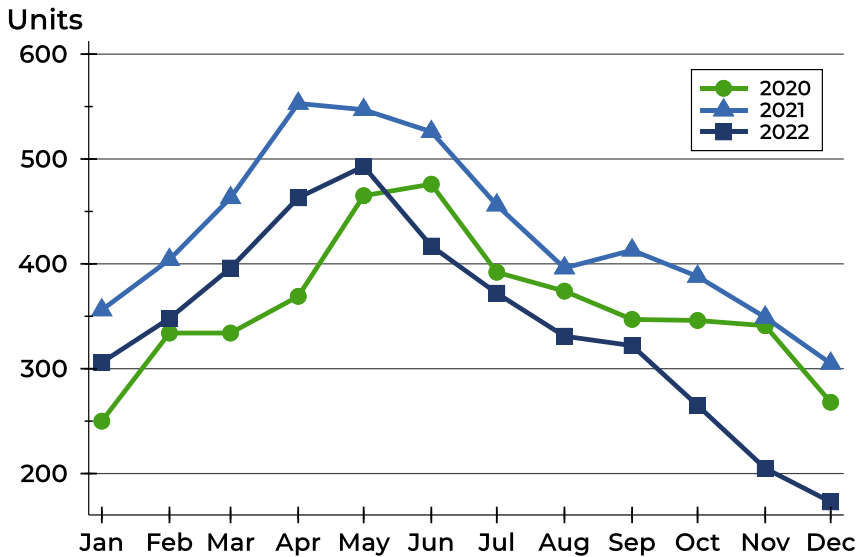
History of Pending Contracts





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	205
December	268	305	173

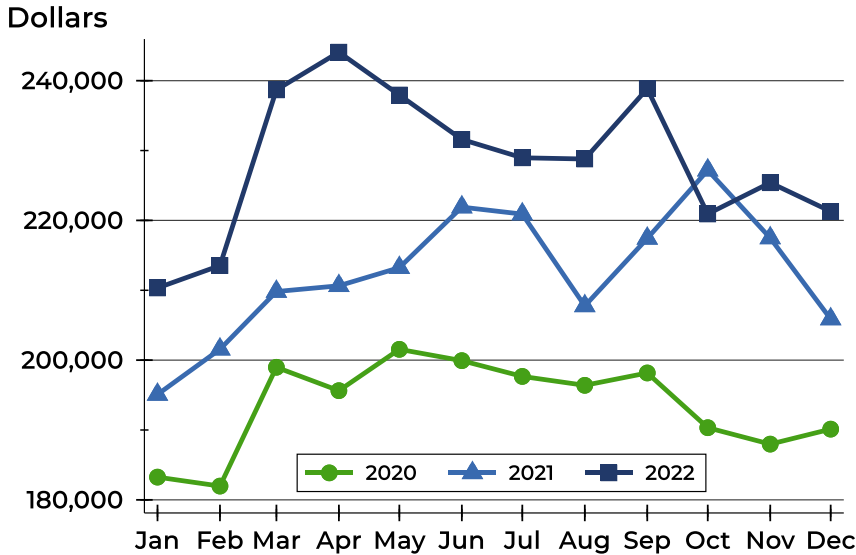
Pending Contracts by Price Range

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	0.6%	15,000	15,000	127	127	75.0%	75.0%
\$25,000-\$49,999	5	2.9%	36,380	40,000	46	26	84.5%	100.0%
\$50,000-\$99,999	12	6.9%	72,758	69,000	86	49	96.8%	100.0%
\$100,000-\$124,999	15	8.7%	113,080	115,000	47	28	98.2%	100.0%
\$125,000-\$149,999	19	11.0%	134,934	135,000	41	27	97.3%	100.0%
\$150,000-\$174,999	16	9.2%	162,415	165,000	35	20	97.4%	100.0%
\$175,000-\$199,999	20	11.6%	186,785	187,000	37	36	99.0%	100.0%
\$200,000-\$249,999	28	16.2%	226,246	221,000	49	33	98.8%	100.0%
\$250,000-\$299,999	19	11.0%	267,500	265,000	47	39	97.8%	100.0%
\$300,000-\$399,999	23	13.3%	338,787	329,900	73	61	97.4%	100.0%
\$400,000-\$499,999	9	5.2%	436,300	424,900	51	22	98.9%	100.0%
\$500,000-\$749,999	6	3.5%	580,450	564,900	52	31	96.7%	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



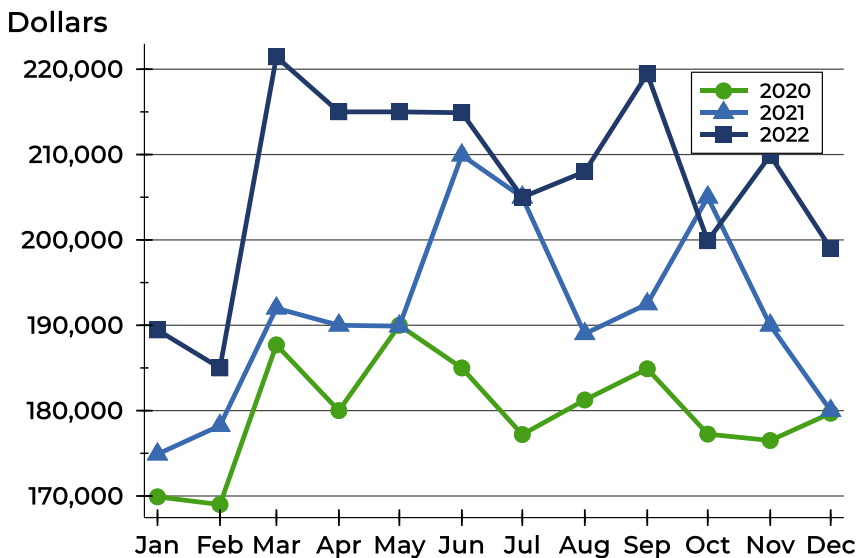
Entire MLS System Pending Contracts Analysis

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	225,397
December	190,128	205,886	221,290

Median Price

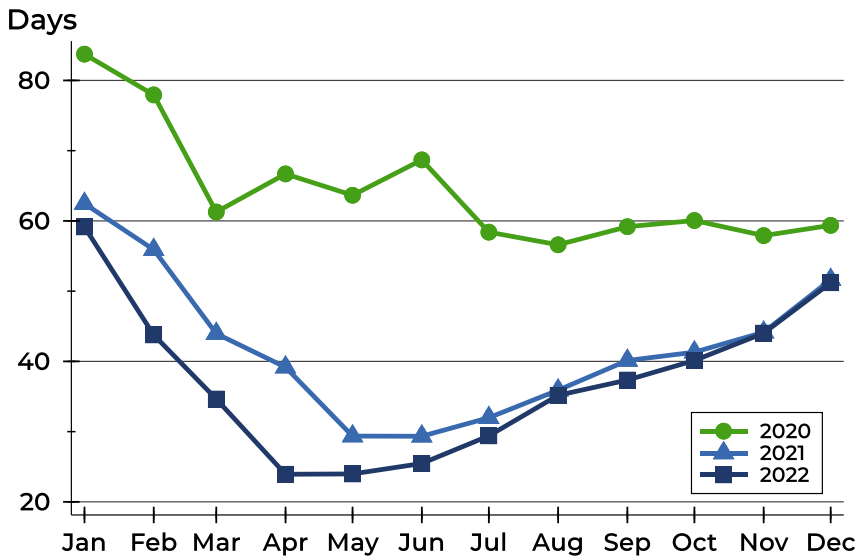


Month	2020	2021	2022
January	169,900	174,900	189,450
February	169,000	178,250	185,000
March	187,700	192,000	221,450
April	180,000	190,000	215,000
May	190,000	189,900	215,000
June	185,000	209,925	214,900
July	177,200	205,000	205,000
August	181,250	189,000	208,000
September	184,900	192,500	219,450
October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



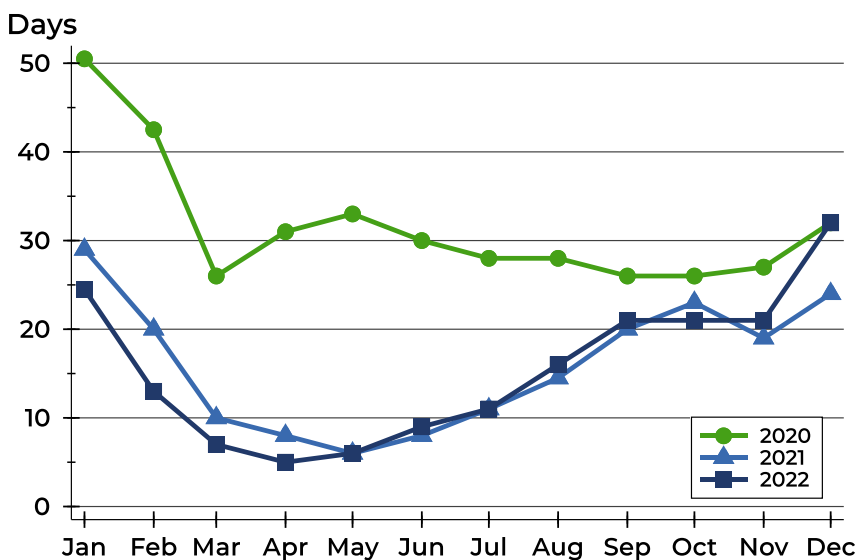
Entire MLS System Pending Contracts Analysis

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	44
December	59	52	51

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	21
December	32	24	32