



**October
2023**

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 166 units, compared to 192 units in October 2022. Total sales volume was \$41.1 million, down from a year earlier.

The median sale price in October was \$225,000, up from \$215,000 a year earlier. Homes that sold in October were typically on the market for 21 days and sold for 100.0% of their list prices.

Flint Hills MLS Active Listings Up at End of October

The total number of active listings in the Flint Hills MLS system at the end of October was 451 units, up from 413 at the same point in 2022. This represents a 2.5 months' supply of homes available for sale. The median list price of homes on the market at the end of October was \$199,999.

During October, a total of 162 contracts were written up from 156 in October 2022. At the end of the month, there were 226 contracts still pending.

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Contact Information

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



Entire MLS System Summary Statistics

October MLS Statistics Three-year History		Current Month			Year-to-Date		
		2023	2022	2021	2023	2022	2021
Home Sales Change from prior year	166 -13.5%	192 -13.9%	223 5.7%	1,826 -14.8%	2,143 -8.8%	2,349 16.4%	
Active Listings Change from prior year	451 9.2%	413 -4.6%	433 -18.1%	N/A	N/A	N/A	
Months' Supply Change from prior year	2.5 31.6%	1.9 0.0%	1.9 -29.6%	N/A	N/A	N/A	
New Listings Change from prior year	211 10.5%	191 -4.0%	199 -15.7%	2,261 -11.1%	2,543 -10.4%	2,838 9.2%	
Contracts Written Change from prior year	162 3.8%	156 -28.4%	218 7.9%	1,905 -10.3%	2,124 -13.7%	2,461 14.4%	
Pending Contracts Change from prior year	226 -14.7%	265 -31.7%	388 12.1%	N/A	N/A	N/A	
Sales Volume (1,000s) Change from prior year	41,143 -8.0%	44,716 -3.2%	46,179 14.7%	427,397 -10.3%	476,659 -0.6%	479,430 26.1%	
Average	Sale Price Change from prior year	247,849 6.4%	232,894 12.5%	207,083 8.5%	234,062 5.2%	222,426 9.0%	204,100 8.4%
	List Price of Actives Change from prior year	249,087 1.0%	246,733 8.3%	227,809 10.1%	N/A	N/A	N/A
	Days on Market Change from prior year	38 11.8%	34 -12.8%	39 -26.4%	38 26.7%	30 -21.1%	38 -44.1%
	Percent of List Change from prior year	96.8% -0.2%	97.0% -0.9%	97.9% 0.6%	97.9% -0.8%	98.7% 0.1%	98.6% 1.3%
	Percent of Original Change from prior year	94.8% -0.7%	95.5% 0.0%	95.5% 0.3%	96.1% -1.3%	97.4% 0.1%	97.3% 2.4%
Median	Sale Price Change from prior year	225,000 4.7%	215,000 16.8%	184,000 2.8%	215,000 5.4%	204,000 10.0%	185,450 6.1%
	List Price of Actives Change from prior year	199,999 -4.3%	209,000 16.8%	179,000 9.8%	N/A	N/A	N/A
	Days on Market Change from prior year	21 -4.5%	22 22.2%	18 -28.0%	13 30.0%	10 -9.1%	11 -65.6%
	Percent of List Change from prior year	100.0% 1.2%	98.8% -1.2%	100.0% 1.0%	100.0% 0.0%	100.0% 0.0%	100.0% 1.5%
	Percent of Original Change from prior year	97.7% 0.2%	97.5% -0.9%	98.4% 0.4%	98.6% -1.4%	100.0% 0.2%	99.8% 2.4%

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



Entire MLS System Closed Listings Analysis

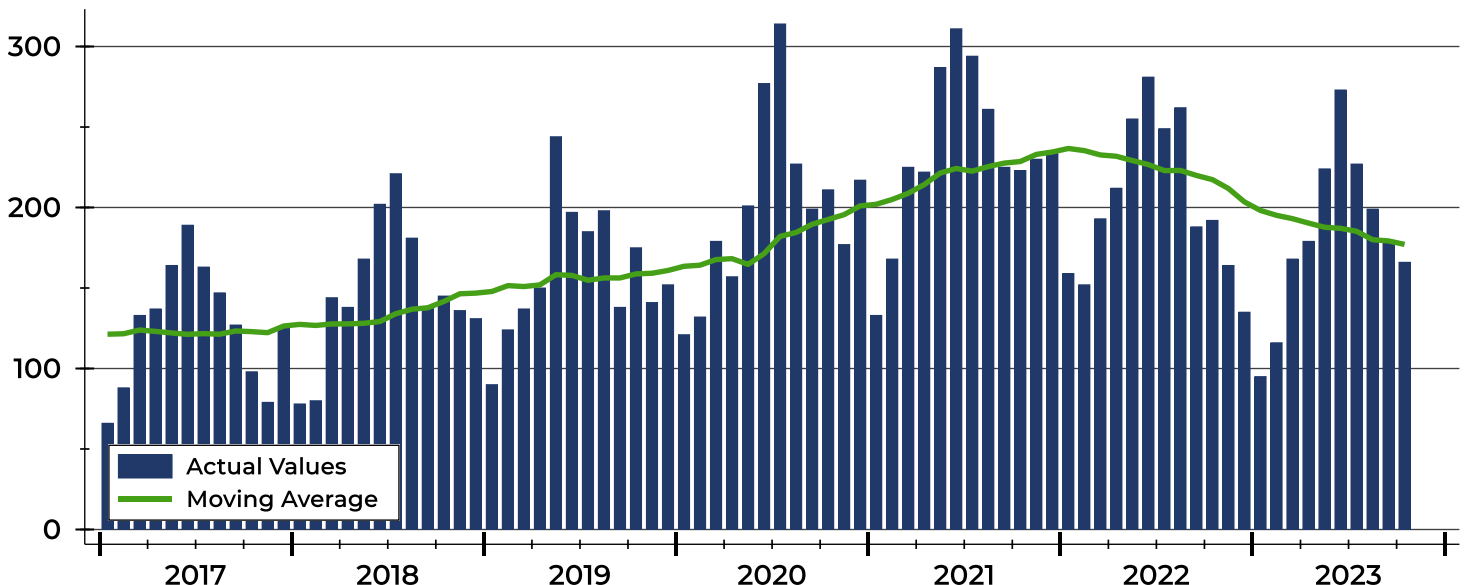
Summary Statistics for Closed Listings		2023	October 2022	Change	2023	Year-to-Date 2022	Change
Closed Listings		166	192	-13.5%	1,826	2,143	-14.8%
Volume (1,000s)		41,143	44,716	-8.0%	427,397	476,659	-10.3%
Months' Supply		2.5	1.9	31.6%	N/A	N/A	N/A
Average	Sale Price	247,849	232,894	6.4%	234,062	222,426	5.2%
	Days on Market	38	34	11.8%	38	30	26.7%
	Percent of List	96.8%	97.0%	-0.2%	97.9%	98.7%	-0.8%
	Percent of Original	94.8%	95.5%	-0.7%	96.1%	97.4%	-1.3%
Median	Sale Price	225,000	215,000	4.7%	215,000	204,000	5.4%
	Days on Market	21	22	-4.5%	13	10	30.0%
	Percent of List	100.0%	98.8%	1.2%	100.0%	100.0%	0.0%
	Percent of Original	97.7%	97.5%	0.2%	98.6%	100.0%	-1.4%

A total of 166 homes sold in the Flint Hills MLS system in October, down from 192 units in October 2022. Total sales volume fell to \$41.1 million compared to \$44.7 million in the previous year.

The median sales price in October was \$225,000, up 4.7% compared to the prior year. Median days on market was 21 days, up from 10 days in September, but down from 22 in October 2022.

History of Closed Listings

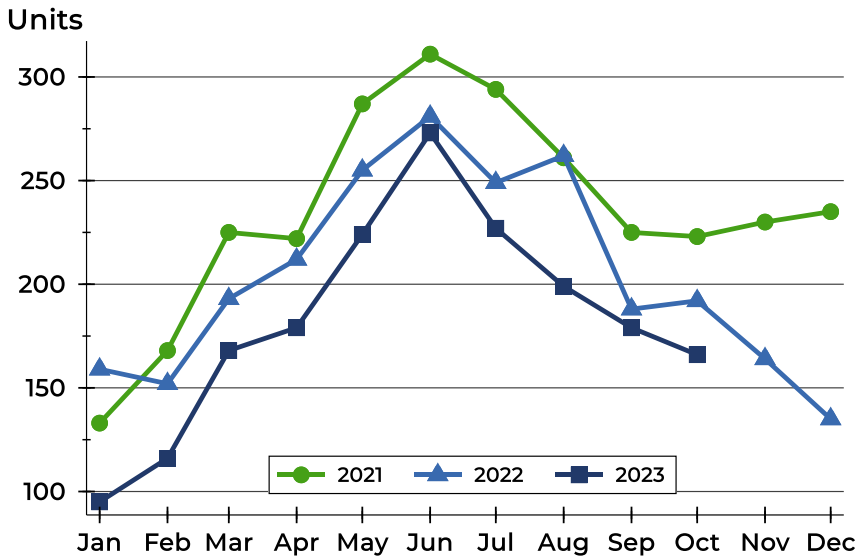
Units





Entire MLS System Closed Listings Analysis

Closed Listings by Month



Month	2021	2022	2023
January	133	159	95
February	168	152	116
March	225	193	168
April	222	212	179
May	287	255	224
June	311	281	273
July	294	249	227
August	261	262	199
September	225	188	179
October	223	192	166
November	230	164	
December	235	135	

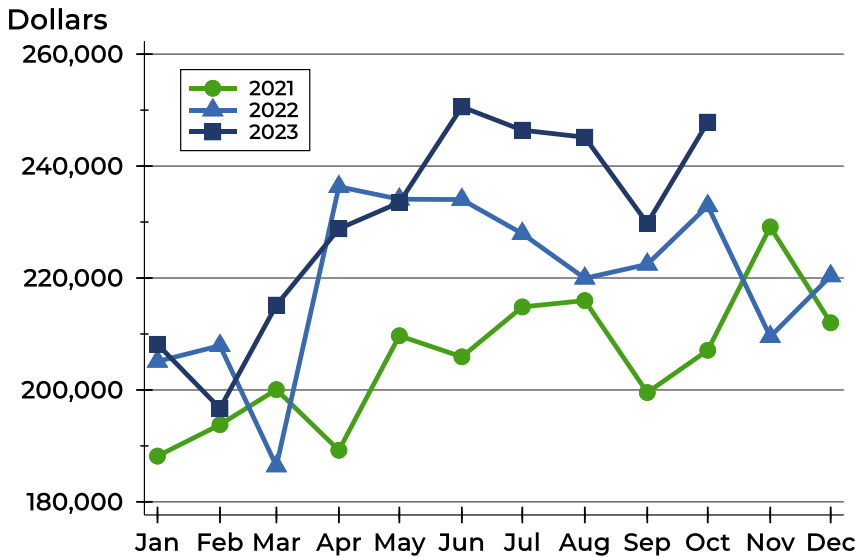
Closed Listings by Price Range

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	3	1.8%	0.4	15,833	15,000	14	11	55.1%	50.2%	50.8%	40.0%
\$25,000-\$49,999	6	3.6%	3.4	42,833	45,000	49	28	84.5%	85.4%	74.8%	78.4%
\$50,000-\$99,999	9	5.4%	5.2	81,442	82,475	51	32	92.1%	94.7%	88.8%	91.9%
\$100,000-\$124,999	6	3.6%	2.3	111,683	111,000	17	20	95.8%	97.9%	94.9%	96.8%
\$125,000-\$149,999	8	4.8%	3.1	135,415	137,500	51	59	93.7%	96.6%	93.2%	96.6%
\$150,000-\$174,999	15	9.0%	2.3	163,303	163,900	33	10	96.5%	99.7%	95.1%	99.4%
\$175,000-\$199,999	16	9.6%	1.8	185,313	183,250	12	4	99.4%	100.0%	98.7%	100.0%
\$200,000-\$249,999	34	20.5%	1.9	221,590	219,950	34	33	99.0%	100.0%	97.5%	97.7%
\$250,000-\$299,999	23	13.9%	2.3	267,691	265,000	38	26	98.3%	100.0%	95.4%	97.7%
\$300,000-\$399,999	30	18.1%	2.0	348,818	351,500	37	22	99.6%	100.0%	97.8%	100.0%
\$400,000-\$499,999	10	6.0%	2.8	437,300	432,500	87	67	99.9%	100.0%	98.6%	100.0%
\$500,000-\$749,999	4	2.4%	4.3	588,500	589,500	46	7	100.0%	100.0%	100.0%	100.0%
\$750,000-\$999,999	1	0.6%	9.3	815,000	815,000	5	5	95.9%	95.9%	95.9%	95.9%
\$1,000,000 and up	1	0.6%	24.0	1,240,000	1,240,000	45	45	95.5%	95.5%	95.5%	95.5%



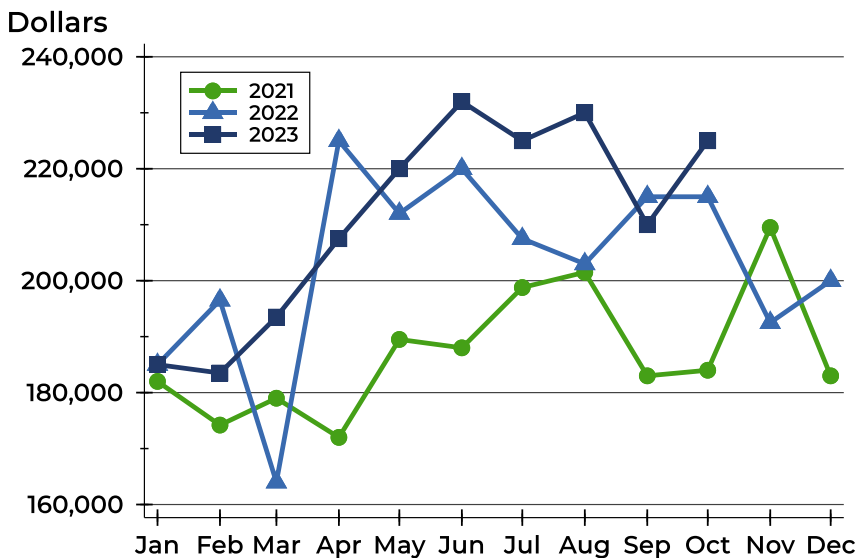
Entire MLS System Closed Listings Analysis

Average Price



Month	2021	2022	2023
January	188,181	205,099	208,160
February	193,796	207,913	196,703
March	200,061	186,409	215,160
April	189,225	236,310	228,800
May	209,681	234,084	233,474
June	205,917	234,019	250,577
July	214,832	227,936	246,419
August	215,972	219,954	245,159
September	199,533	222,446	229,777
October	207,083	232,894	247,849
November	229,123	209,518	
December	211,999	220,369	

Median Price

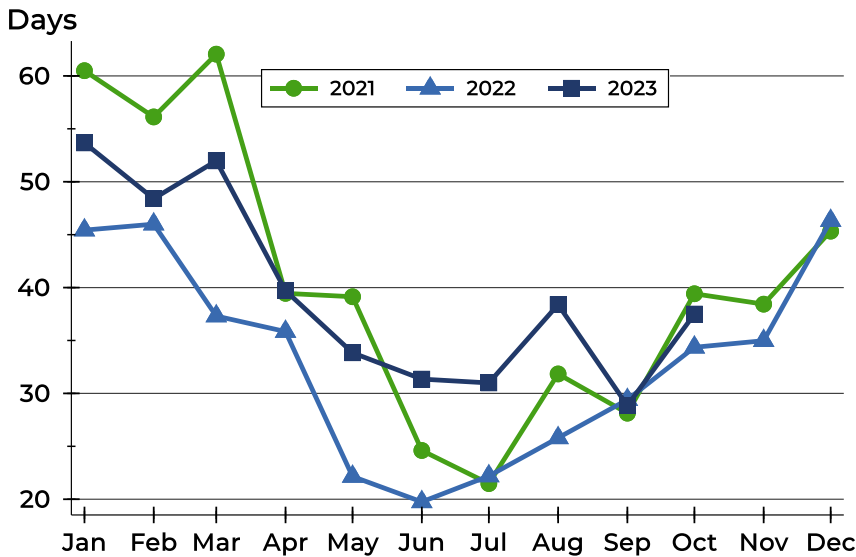


Month	2021	2022	2023
January	182,000	185,000	185,000
February	174,200	196,500	183,500
March	179,000	164,000	193,500
April	172,000	225,000	207,500
May	189,500	212,000	220,000
June	188,000	220,000	232,000
July	198,775	207,500	225,000
August	201,500	203,000	230,000
September	183,000	215,000	210,000
October	184,000	215,000	225,000
November	209,500	192,500	
December	183,000	200,000	



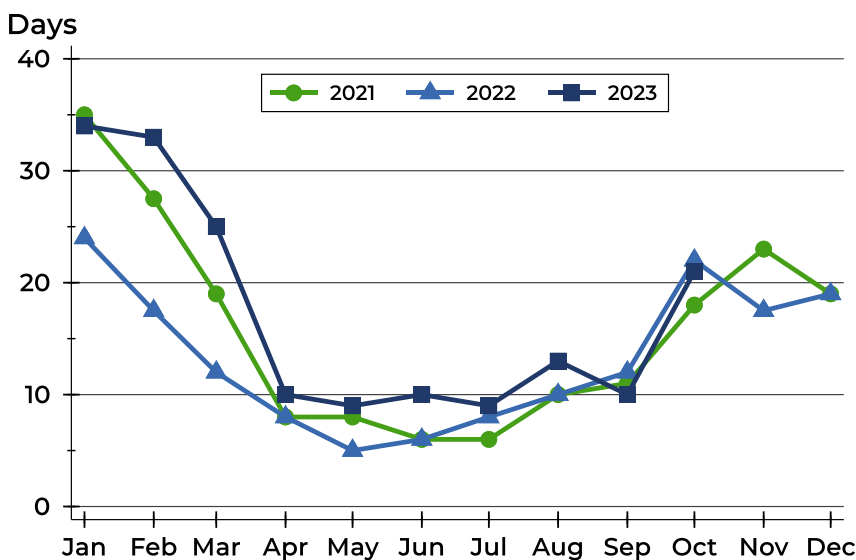
Entire MLS System Closed Listings Analysis

Average DOM



Month	2021	2022	2023
January	60	45	54
February	56	46	48
March	62	37	52
April	39	36	40
May	39	22	34
June	25	20	31
July	21	22	31
August	32	26	38
September	28	29	29
October	39	34	38
November	38	35	
December	45	46	

Median DOM



Month	2021	2022	2023
January	35	24	34
February	28	18	33
March	19	12	25
April	8	8	10
May	8	5	9
June	6	6	10
July	6	8	9
August	10	10	13
September	11	12	10
October	18	22	21
November	23	18	
December	19	19	



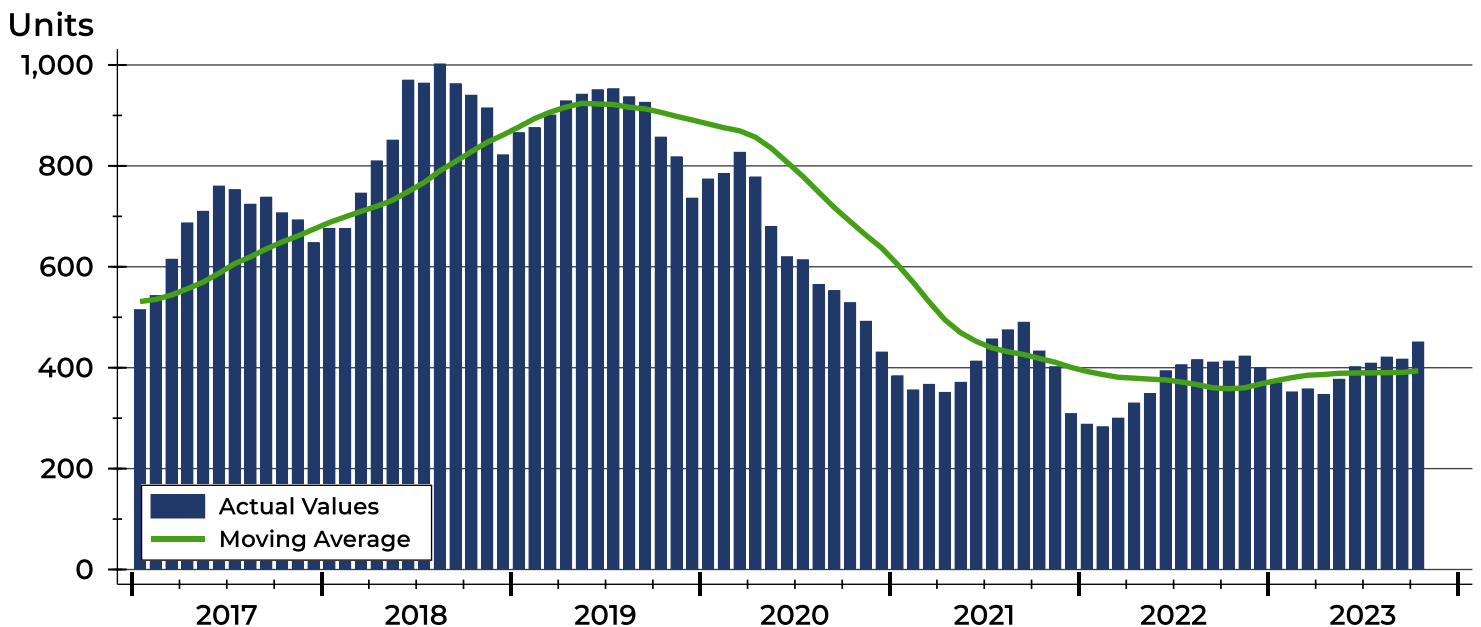
Entire MLS System Active Listings Analysis

Summary Statistics for Active Listings		2023	End of October 2022	Change
Active Listings		451	413	9.2%
Volume (1,000s)		112,338	101,901	10.2%
Months' Supply		2.5	1.9	31.6%
Average	List Price	249,087	246,733	1.0%
	Days on Market	76	76	0.0%
	Percent of Original	97.0%	97.0%	0.0%
Median	List Price	199,999	209,000	-4.3%
	Days on Market	49	57	-14.0%
	Percent of Original	100.0%	100.0%	0.0%

A total of 451 homes were available for sale in the Flint Hills MLS system at the end of October. This represents a 2.5 months' supply of active listings.

The median list price of homes on the market at the end of October was \$199,999, down 4.3% from 2022. The typical time on market for active listings was 49 days, down from 57 days a year earlier.

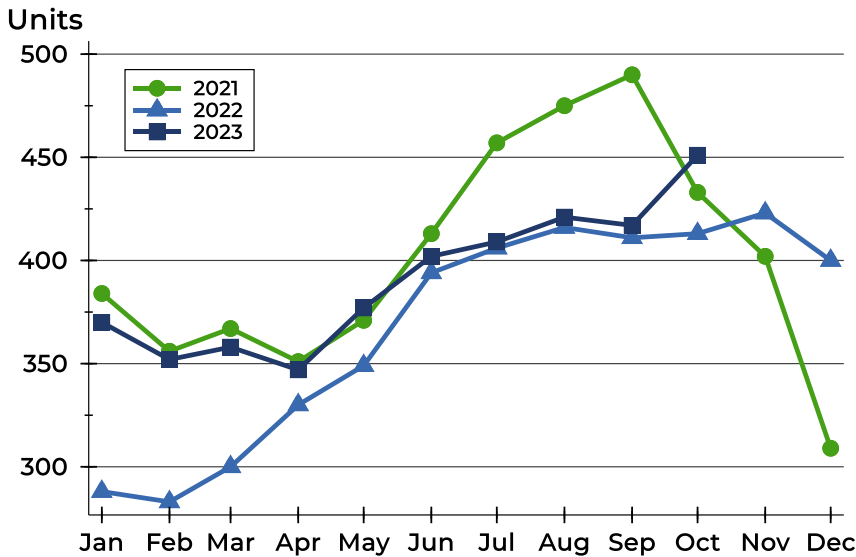
History of Active Listings





Entire MLS System Active Listings Analysis

Active Listings by Month



Month	2021	2022	2023
January	384	288	370
February	356	283	352
March	367	300	358
April	351	330	347
May	371	349	377
June	413	394	402
July	457	406	409
August	475	416	421
September	490	411	417
October	433	413	451
November	402	423	
December	309	400	

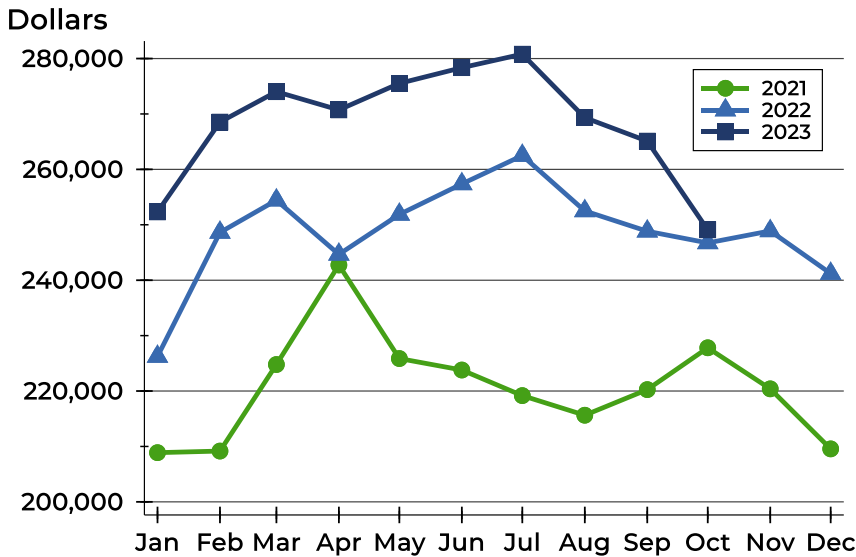
Active Listings by Price Range

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	1	0.2%	0.4	17,000	17,000	72	72	100.0%	100.0%
\$25,000-\$49,999	14	3.1%	3.4	38,964	39,500	107	102	86.3%	96.2%
\$50,000-\$99,999	70	15.5%	5.2	78,747	79,950	77	37	96.3%	100.0%
\$100,000-\$124,999	26	5.8%	2.3	114,954	115,000	71	42	96.1%	100.0%
\$125,000-\$149,999	45	10.0%	3.1	136,236	135,900	74	55	97.4%	100.0%
\$150,000-\$174,999	40	8.9%	2.3	162,667	160,000	59	61	97.6%	100.0%
\$175,000-\$199,999	30	6.7%	1.8	186,096	185,000	70	45	97.5%	100.0%
\$200,000-\$249,999	57	12.6%	1.9	227,483	229,000	81	57	97.5%	100.0%
\$250,000-\$299,999	54	12.0%	2.3	274,994	275,000	60	41	98.1%	100.0%
\$300,000-\$399,999	56	12.4%	2.0	349,830	349,900	64	44	98.3%	100.0%
\$400,000-\$499,999	23	5.1%	2.8	449,430	444,999	100	83	97.3%	97.9%
\$500,000-\$749,999	24	5.3%	4.3	597,071	595,000	97	66	96.9%	100.0%
\$750,000-\$999,999	7	1.6%	9.3	893,857	925,000	136	27	93.9%	100.0%
\$1,000,000 and up	4	0.9%	24.0	1,681,000	1,537,500	154	136	98.0%	100.0%



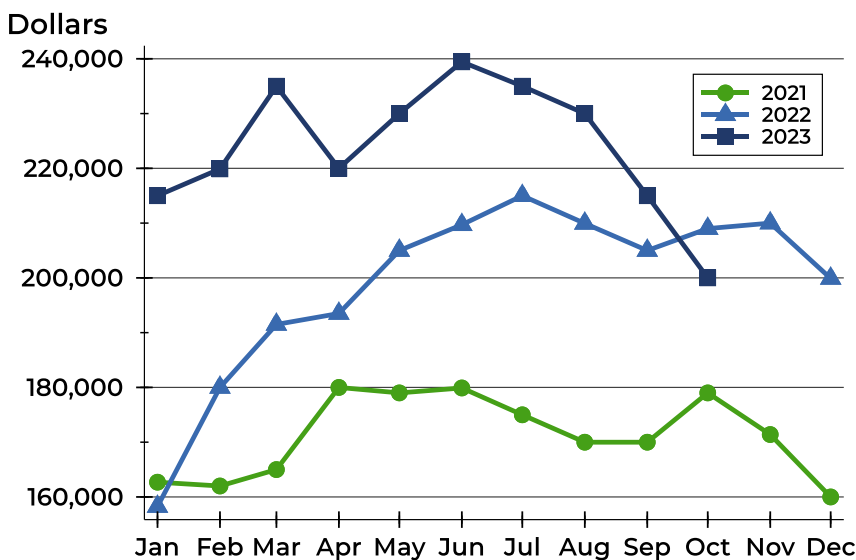
Entire MLS System Active Listings Analysis

Average Price



Month	2021	2022	2023
January	208,880	226,233	252,323
February	209,173	248,619	268,538
March	224,783	254,438	274,015
April	242,746	244,659	270,729
May	225,867	251,870	275,521
June	223,792	257,371	278,352
July	219,178	262,496	280,794
August	215,637	252,502	269,336
September	220,257	248,830	265,105
October	227,809	246,733	249,087
November	220,400	248,900	
December	209,564	241,203	

Median Price

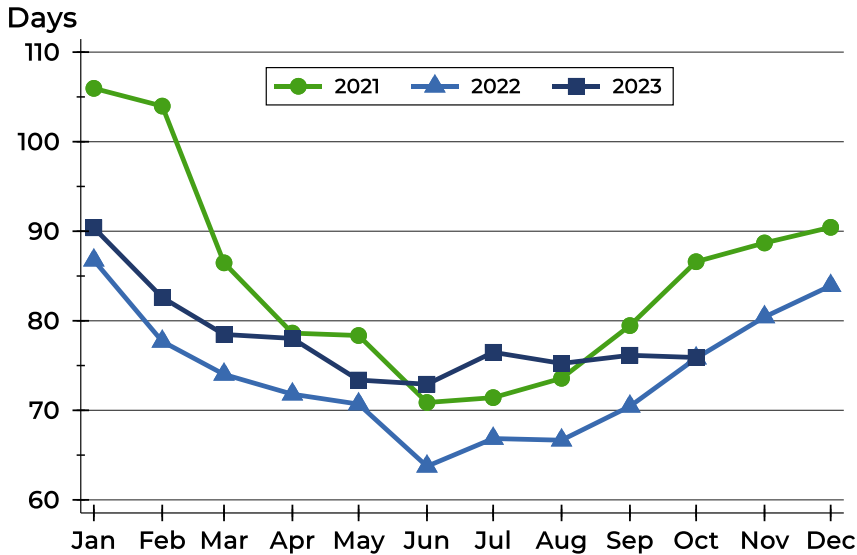


Month	2021	2022	2023
January	162,700	158,250	215,000
February	162,000	180,000	219,900
March	165,000	191,500	235,000
April	180,000	193,500	220,000
May	179,000	205,000	230,000
June	179,900	209,700	239,450
July	175,000	215,000	235,000
August	170,000	209,950	230,000
September	170,000	205,000	215,000
October	179,000	209,000	199,999
November	171,400	210,000	
December	160,000	199,900	



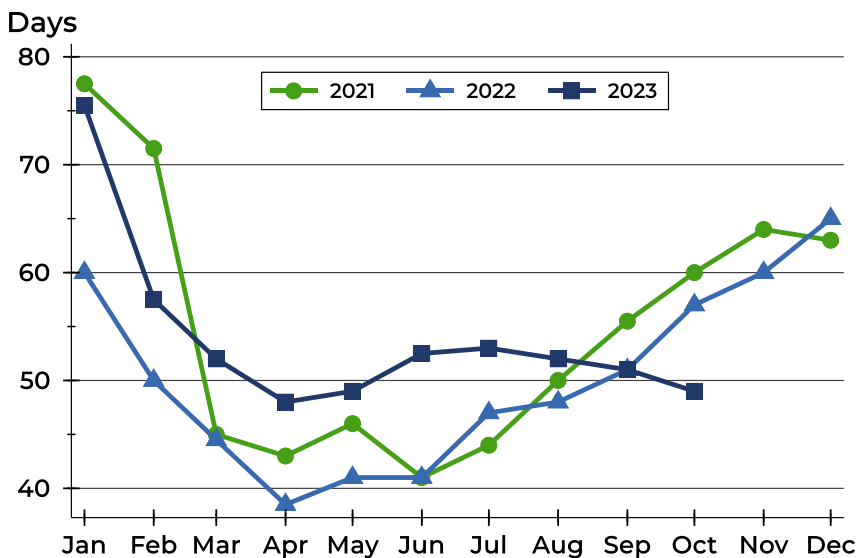
Entire MLS System Active Listings Analysis

Average DOM



Month	2021	2022	2023
January	106	87	90
February	104	78	83
March	86	74	78
April	79	72	78
May	78	71	73
June	71	64	73
July	71	67	76
August	74	67	75
September	79	70	76
October	87	76	76
November	89	80	
December	90	84	

Median DOM

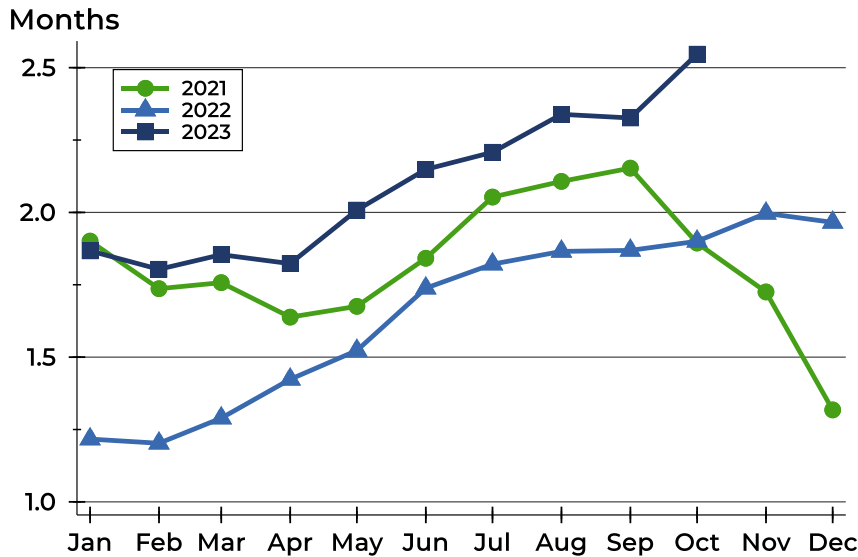


Month	2021	2022	2023
January	78	60	76
February	72	50	58
March	45	45	52
April	43	39	48
May	46	41	49
June	41	41	53
July	44	47	53
August	50	48	52
September	56	51	51
October	60	57	49
November	64	60	
December	63	65	



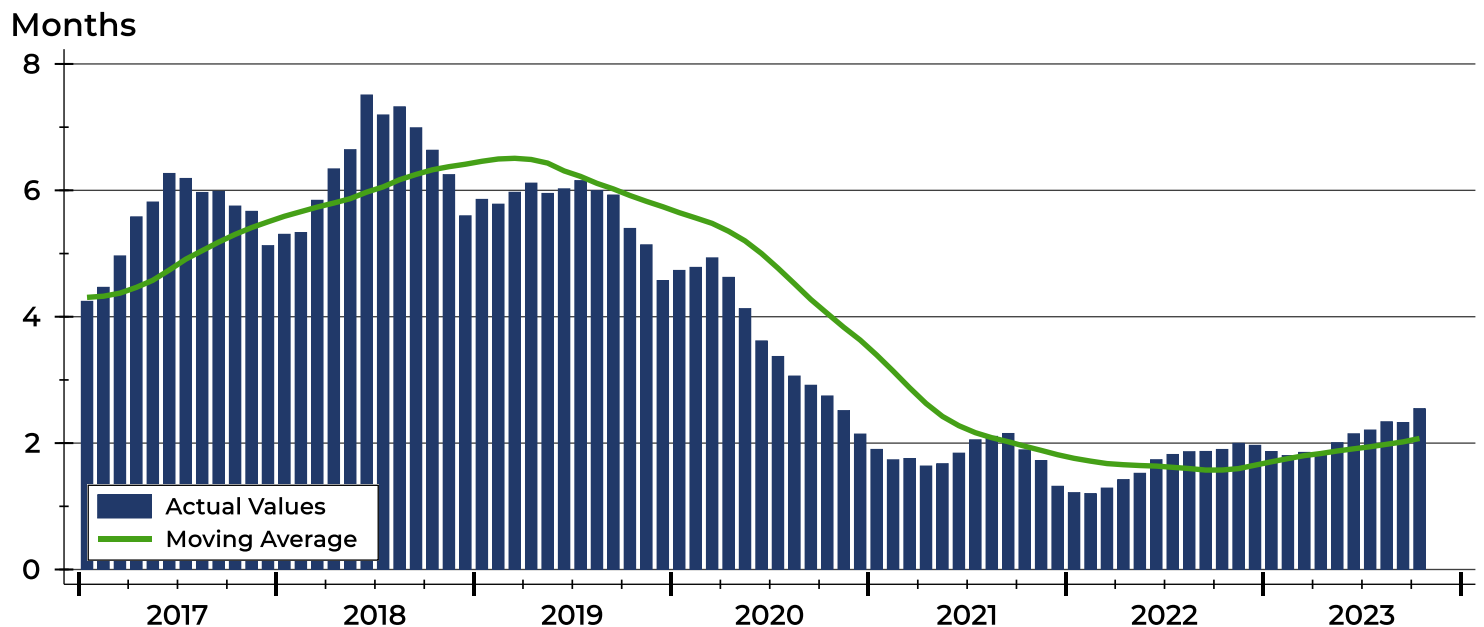
Entire MLS System Months' Supply Analysis

Months' Supply by Month



Month	2021	2022	2023
January	1.9	1.2	1.9
February	1.7	1.2	1.8
March	1.8	1.3	1.9
April	1.6	1.4	1.8
May	1.7	1.5	2.0
June	1.8	1.7	2.1
July	2.1	1.8	2.2
August	2.1	1.9	2.3
September	2.2	1.9	2.3
October	1.9	1.9	2.5
November	1.7	2.0	
December	1.3	2.0	

History of Month's Supply





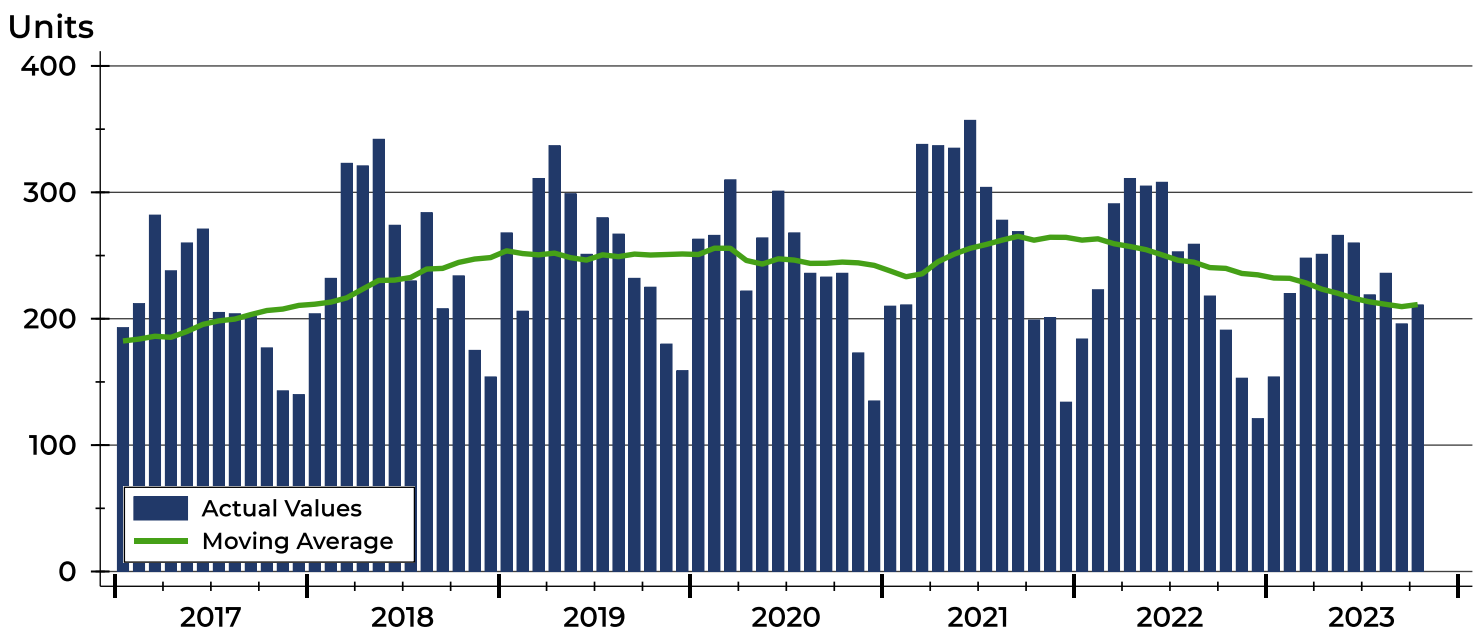
Entire MLS System New Listings Analysis

Summary Statistics for New Listings		2023	October 2022	Change
Current Month	New Listings	211	191	10.5%
	Volume (1,000s)	48,187	41,797	15.3%
	Average List Price	228,376	218,831	4.4%
	Median List Price	205,000	199,000	3.0%
Year-to-Date	New Listings	2,261	2,543	-11.1%
	Volume (1,000s)	557,269	600,222	-7.2%
	Average List Price	246,470	236,029	4.4%
	Median List Price	224,000	214,900	4.2%

A total of 211 new listings were added in the Flint Hills MLS system during October, up 10.5% from the same month in 2022. Year-to-date the Flint Hills MLS system has seen 2,261 new listings.

The median list price of these homes was \$205,000 up from \$199,000 in 2022.

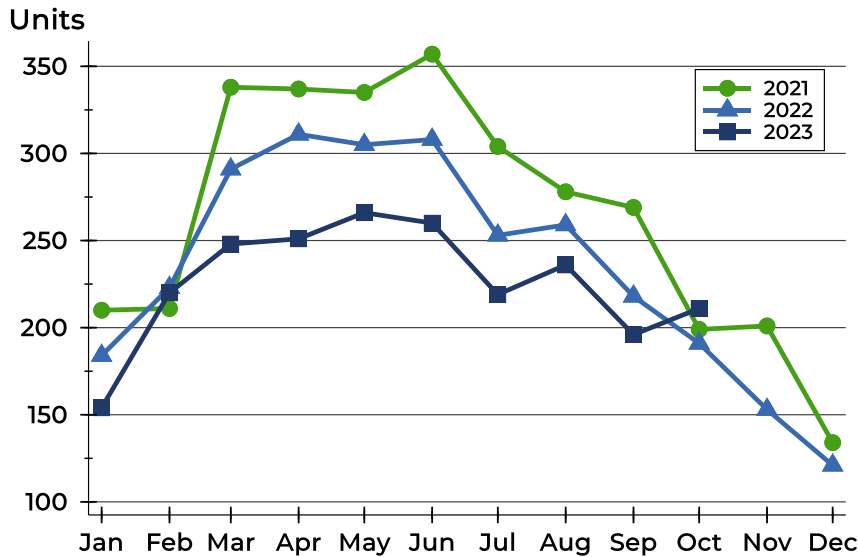
History of New Listings





Entire MLS System New Listings Analysis

New Listings by Month



Month	2021	2022	2023
January	210	184	154
February	211	223	220
March	338	291	248
April	337	311	251
May	335	305	266
June	357	308	260
July	304	253	219
August	278	259	236
September	269	218	196
October	199	191	211
November	201	153	
December	134	121	

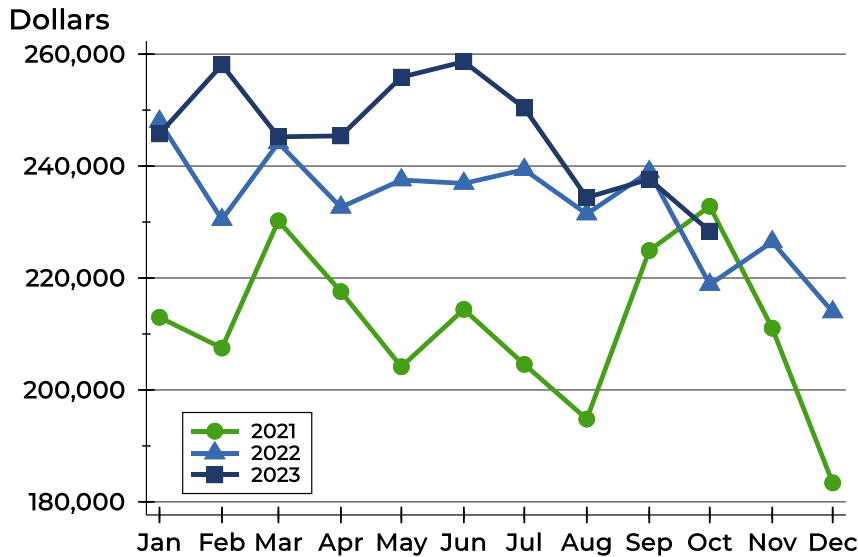
New Listings by Price Range

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	0.9%	18,000	18,000	5	5	100.0%	100.0%
\$25,000-\$49,999	6	2.8%	37,483	37,500	13	13	95.0%	100.0%
\$50,000-\$99,999	32	15.2%	79,734	81,250	27	33	99.1%	100.0%
\$100,000-\$124,999	9	4.3%	112,222	115,000	20	20	95.8%	97.1%
\$125,000-\$149,999	21	10.0%	137,890	138,000	18	17	99.5%	100.0%
\$150,000-\$174,999	21	10.0%	165,529	169,000	13	10	99.7%	100.0%
\$175,000-\$199,999	14	6.6%	184,986	185,000	22	23	99.3%	100.0%
\$200,000-\$249,999	27	12.8%	225,057	224,900	16	15	99.1%	100.0%
\$250,000-\$299,999	30	14.2%	272,698	272,250	15	13	101.4%	100.0%
\$300,000-\$399,999	31	14.7%	346,168	349,900	18	17	99.2%	100.0%
\$400,000-\$499,999	10	4.7%	444,180	429,950	16	15	98.9%	100.0%
\$500,000-\$749,999	4	1.9%	617,225	595,000	21	19	100.0%	100.0%
\$750,000-\$999,999	4	1.9%	876,000	902,000	22	20	99.0%	100.0%
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



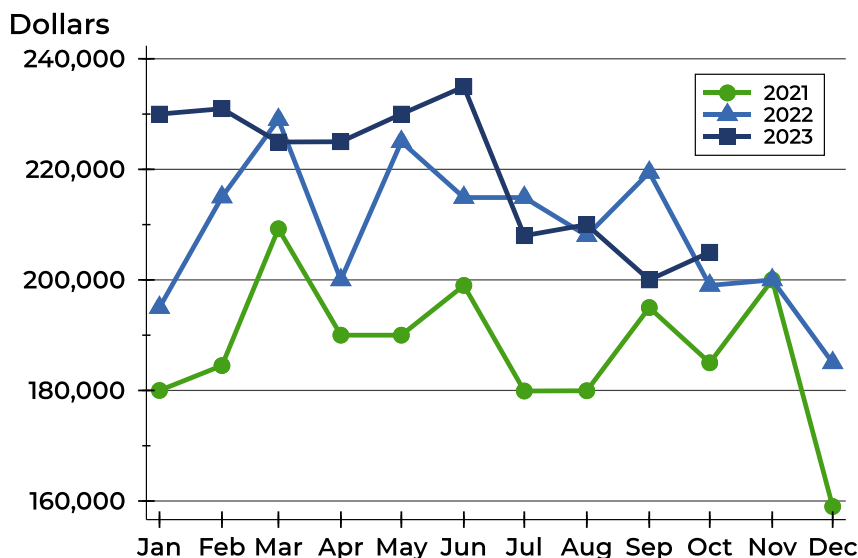
Entire MLS System New Listings Analysis

Average Price



Month	2021	2022	2023
January	212,979	247,972	245,756
February	207,485	230,433	258,094
March	230,215	244,155	245,227
April	217,567	232,630	245,394
May	204,140	237,514	255,893
June	214,392	236,901	258,658
July	204,572	239,366	250,379
August	194,796	231,437	234,372
September	224,912	239,001	237,658
October	232,814	218,831	228,376
November	211,039	226,467	
December	183,401	213,940	

Median Price



Month	2021	2022	2023
January	180,000	195,000	230,000
February	184,500	215,000	230,975
March	209,250	229,000	224,950
April	190,000	200,000	225,000
May	190,000	225,000	230,000
June	199,000	214,900	234,950
July	179,900	214,900	208,000
August	179,950	208,000	210,000
September	195,000	219,450	200,000
October	185,000	199,000	205,000
November	200,000	200,000	
December	159,000	185,000	



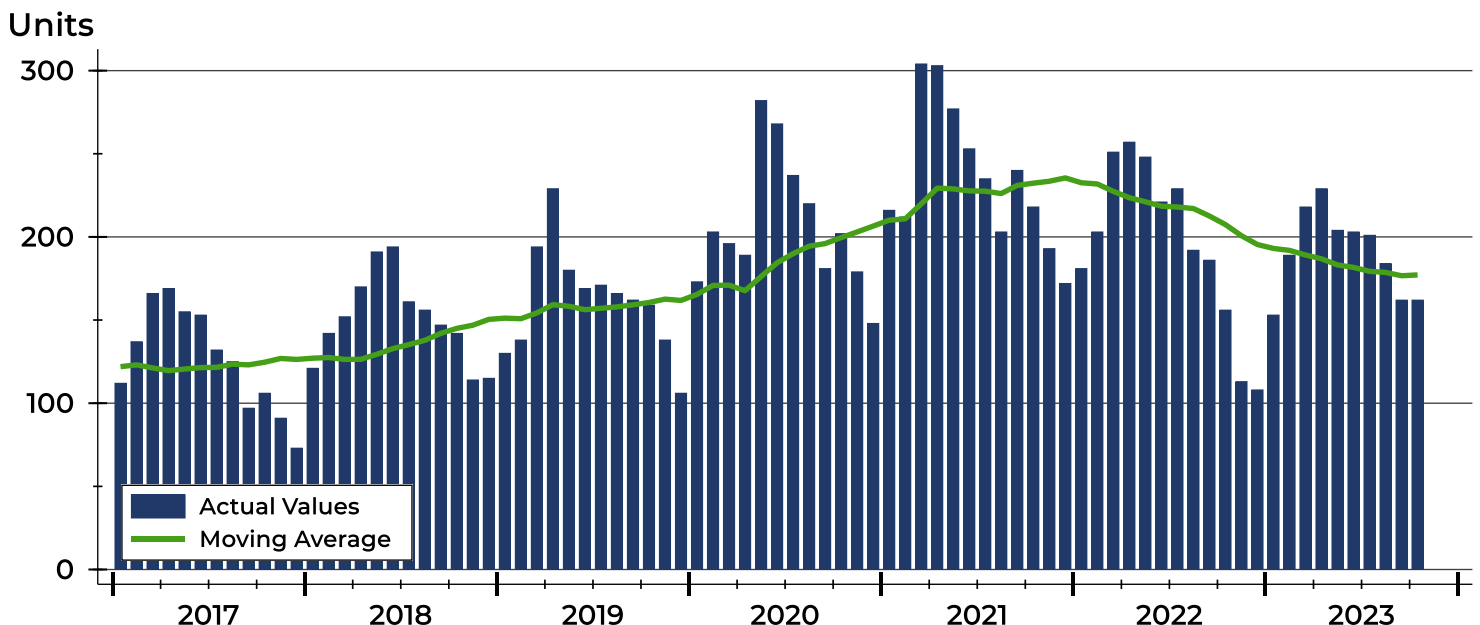
Entire MLS System Contracts Written Analysis

Summary Statistics for Contracts Written		2023	October 2022	Change	2023	Year-to-Date 2022	Change
Contracts Written		162	156	3.8%	1,905	2,124	-10.3%
Volume (1,000s)		37,035	33,822	9.5%	454,111	477,425	-4.9%
Average	Sale Price	228,614	216,807	5.4%	238,379	224,777	6.1%
	Days on Market	41	36	13.9%	37	29	27.6%
	Percent of Original	96.8%	95.2%	1.7%	96.3%	97.4%	-1.1%
Median	Sale Price	210,000	197,900	6.1%	219,000	200,000	9.5%
	Days on Market	22	15	46.7%	13	10	30.0%
	Percent of Original	100.0%	98.2%	1.8%	99.2%	100.0%	-0.8%

A total of 162 contracts for sale were written in the Flint Hills MLS system during the month of October, up from 156 in 2022. The median list price of these homes was \$210,000, up from \$197,900 the prior year.

Half of the homes that went under contract in October were on the market less than 22 days, compared to 15 days in October 2022.

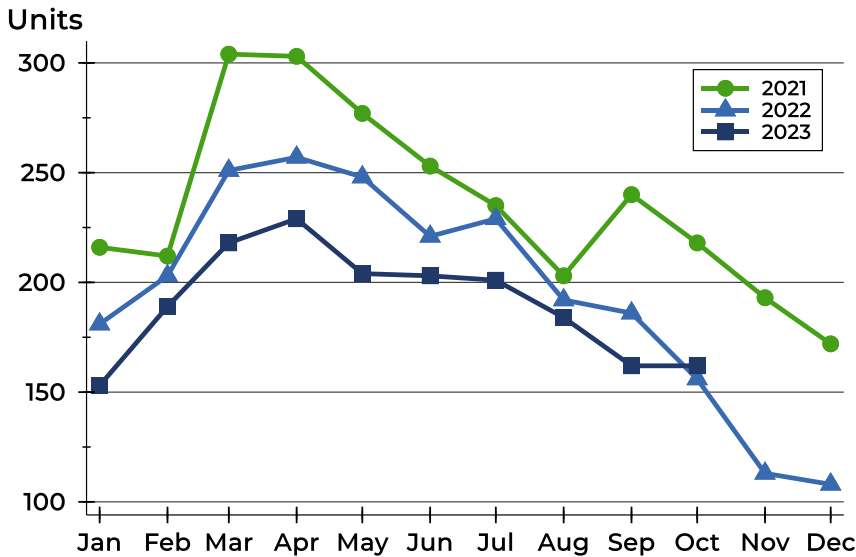
History of Contracts Written





Entire MLS System Contracts Written Analysis

Contracts Written by Month



Month	2021	2022	2023
January	216	181	153
February	212	203	189
March	304	251	218
April	303	257	229
May	277	248	204
June	253	221	203
July	235	229	201
August	203	192	184
September	240	186	162
October	218	156	162
November	193	113	
December	172	108	

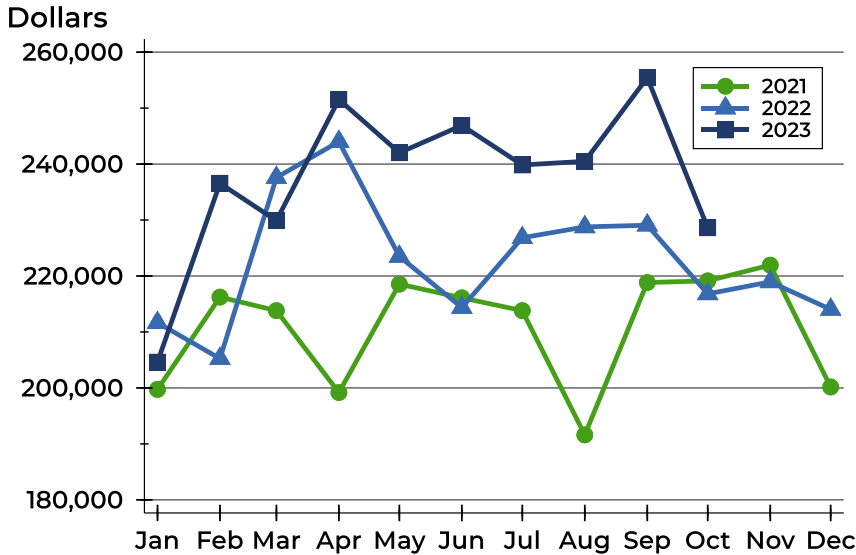
Contracts Written by Price Range

Price Range	Contracts Written		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	2	1.2%	18,000	18,000	5	5	100.0%	100.0%
\$25,000-\$49,999	7	4.3%	39,586	39,500	41	35	94.6%	100.0%
\$50,000-\$99,999	14	8.6%	74,468	75,750	52	38	91.9%	97.4%
\$100,000-\$124,999	6	3.7%	112,167	112,000	26	29	99.1%	100.0%
\$125,000-\$149,999	21	13.0%	135,824	135,000	44	24	95.8%	100.0%
\$150,000-\$174,999	18	11.1%	165,133	166,000	21	6	98.1%	100.0%
\$175,000-\$199,999	10	6.2%	191,075	192,475	19	15	99.3%	100.0%
\$200,000-\$249,999	23	14.2%	224,709	225,000	48	23	96.8%	100.0%
\$250,000-\$299,999	25	15.4%	277,216	275,000	22	13	100.5%	100.0%
\$300,000-\$399,999	22	13.6%	347,743	344,950	68	50	95.8%	97.7%
\$400,000-\$499,999	7	4.3%	441,771	440,000	45	19	96.9%	95.9%
\$500,000-\$749,999	6	3.7%	596,650	604,950	75	57	95.5%	98.1%
\$750,000-\$999,999	1	0.6%	850,000	850,000	145	145	70.8%	70.8%
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



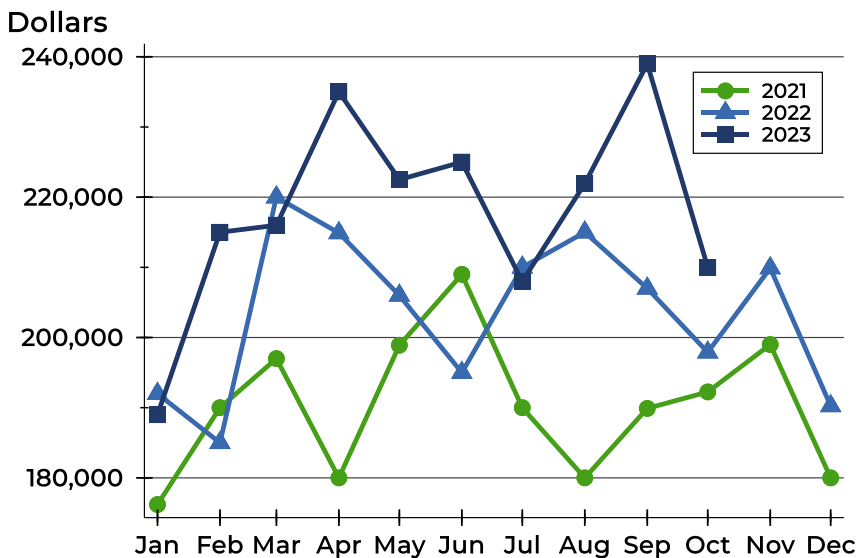
Entire MLS System Contracts Written Analysis

Average Price



Month	2021	2022	2023
January	199,738	211,664	204,615
February	216,236	205,247	236,570
March	213,817	237,592	229,900
April	199,180	244,018	251,547
May	218,551	223,500	242,026
June	216,103	214,364	246,905
July	213,811	226,836	239,842
August	191,610	228,770	240,494
September	218,836	229,072	255,438
October	219,134	216,807	228,614
November	221,945	218,954	
December	200,172	214,032	

Median Price

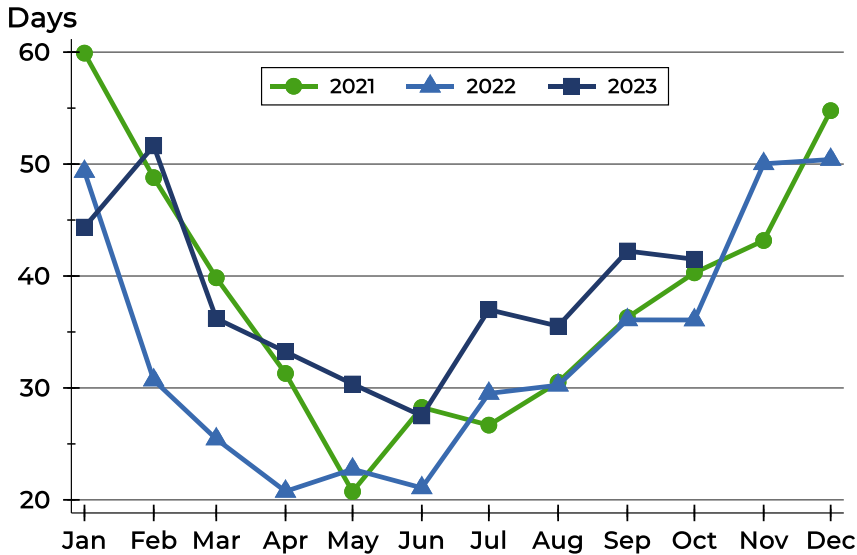


Month	2021	2022	2023
January	176,200	192,000	189,000
February	190,000	185,000	215,000
March	197,000	220,000	216,000
April	180,000	214,900	235,000
May	198,900	206,000	222,500
June	209,000	195,000	225,000
July	190,000	210,000	208,000
August	180,000	215,000	221,925
September	189,900	207,000	239,000
October	192,250	197,900	210,000
November	199,000	209,900	
December	180,000	190,250	



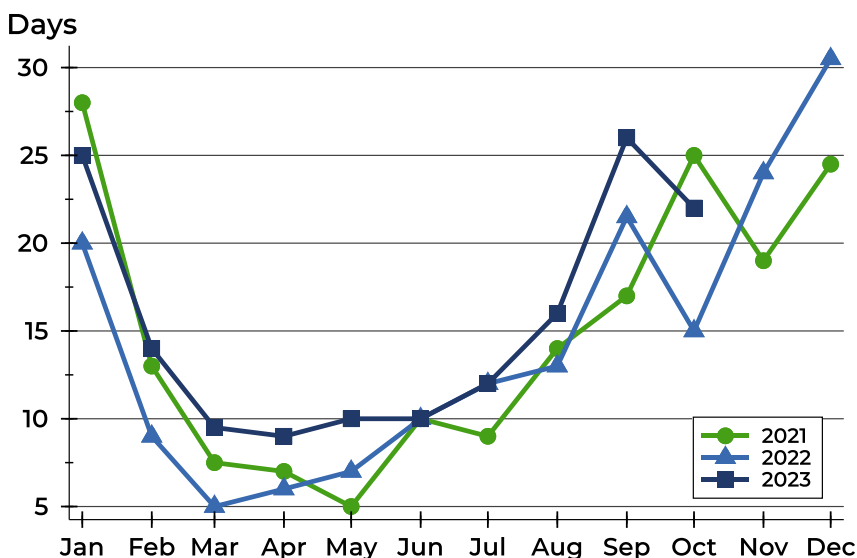
Entire MLS System Contracts Written Analysis

Average DOM



Month	2021	2022	2023
January	60	49	44
February	49	31	52
March	40	25	36
April	31	21	33
May	21	23	30
June	28	21	28
July	27	30	37
August	31	30	36
September	36	36	42
October	40	36	41
November	43	50	
December	55	50	

Median DOM



Month	2021	2022	2023
January	28	20	25
February	13	9	14
March	8	5	10
April	7	6	9
May	5	7	10
June	10	10	10
July	9	12	12
August	14	13	16
September	17	22	26
October	25	15	22
November	19	24	
December	25	31	



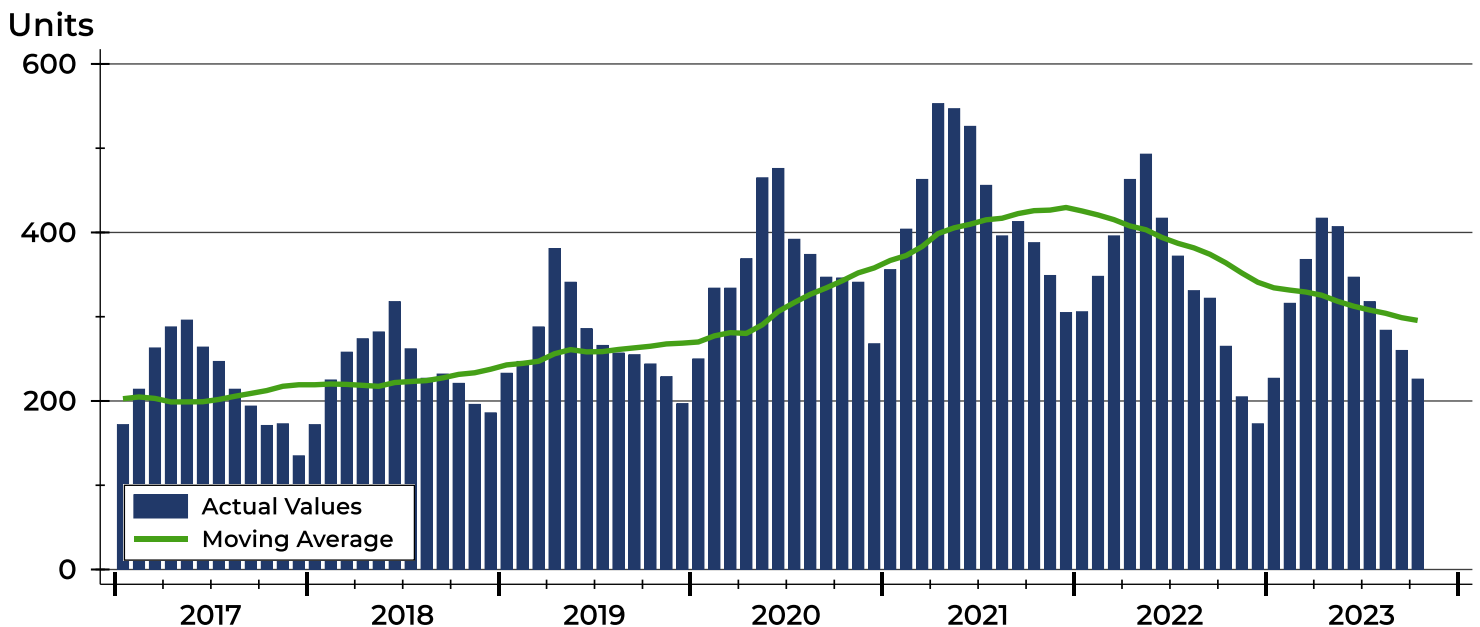
Entire MLS System Pending Contracts Analysis

Summary Statistics for Pending Contracts		End of October		
		2023	2022	Change
Pending Contracts		226	265	-14.7%
Volume (1,000s)		54,146	58,544	-7.5%
Average	List Price	239,586	220,922	8.4%
	Days on Market	46	40	15.0%
	Percent of Original	97.9%	97.7%	0.2%
Median	List Price	215,000	199,900	7.6%
	Days on Market	24	21	14.3%
	Percent of Original	100.0%	100.0%	0.0%

A total of 226 listings in the Flint Hills MLS system had contracts pending at the end of October, down from 265 contracts pending at the end of October 2022.

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

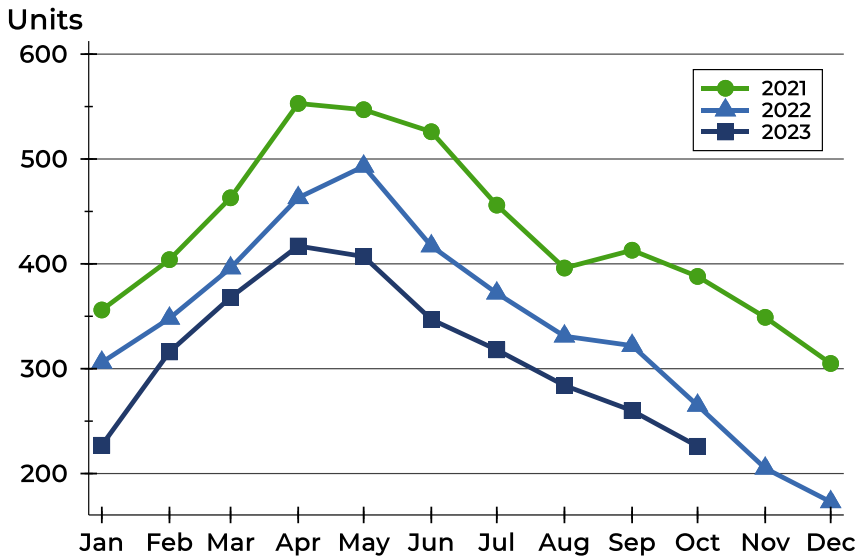
History of Pending Contracts





Entire MLS System Pending Contracts Analysis

Pending Contracts by Month



Month	2021	2022	2023
January	356	306	227
February	404	348	316
March	463	396	368
April	553	463	417
May	547	493	407
June	526	417	347
July	456	372	318
August	396	331	284
September	413	322	260
October	388	265	226
November	349	205	
December	305	173	

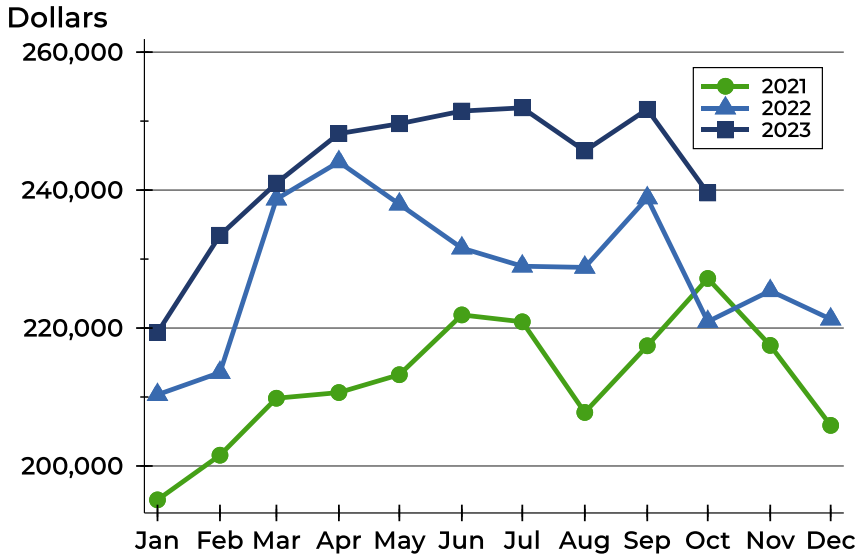
Pending Contracts by Price Range

Price Range	Pending Contracts		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	2	0.9%	18,000	18,000	5	5	100.0%	100.0%
\$25,000-\$49,999	8	3.5%	39,013	38,750	49	38	95.3%	100.0%
\$50,000-\$99,999	14	6.2%	74,907	75,000	61	56	95.3%	100.0%
\$100,000-\$124,999	9	4.0%	112,000	112,000	28	24	98.7%	100.0%
\$125,000-\$149,999	31	13.7%	137,252	136,000	42	24	97.6%	100.0%
\$150,000-\$174,999	24	10.6%	164,875	166,000	37	8	97.7%	100.0%
\$175,000-\$199,999	11	4.9%	191,523	194,950	25	20	98.7%	100.0%
\$200,000-\$249,999	40	17.7%	224,955	225,000	51	27	97.8%	100.0%
\$250,000-\$299,999	27	11.9%	277,019	275,000	23	14	101.9%	100.0%
\$300,000-\$399,999	36	15.9%	345,815	346,500	59	46	96.8%	99.1%
\$400,000-\$499,999	15	6.6%	449,153	450,000	62	17	99.6%	100.0%
\$500,000-\$749,999	8	3.5%	613,578	619,364	71	55	97.5%	100.0%
\$750,000-\$999,999	1	0.4%	850,000	850,000	145	145	70.8%	70.8%
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



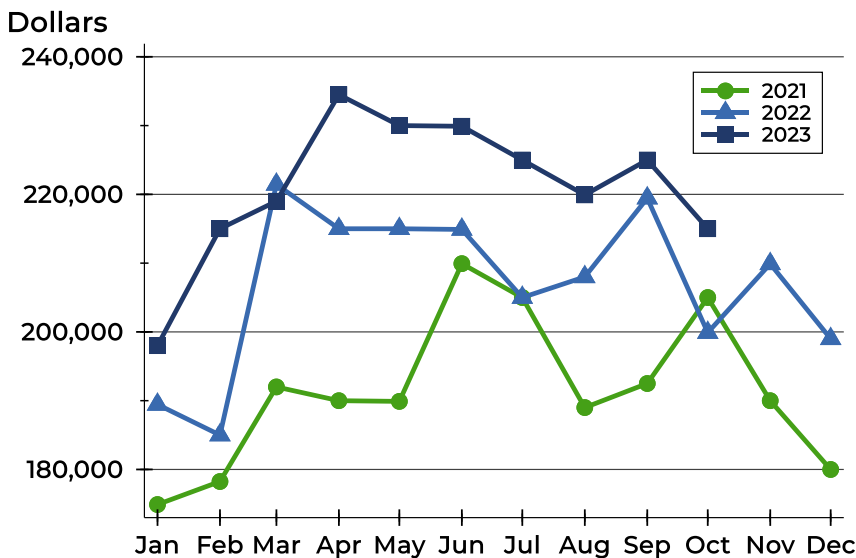
Entire MLS System Pending Contracts Analysis

Average Price



Month	2021	2022	2023
January	195,087	210,334	219,347
February	201,563	213,544	233,448
March	209,821	238,690	241,005
April	210,649	244,088	248,189
May	213,236	237,952	249,623
June	221,905	231,591	251,457
July	220,905	228,963	251,929
August	207,764	228,795	245,672
September	217,430	238,856	251,716
October	227,191	220,922	239,586
November	217,486	225,397	
December	205,886	221,290	

Median Price

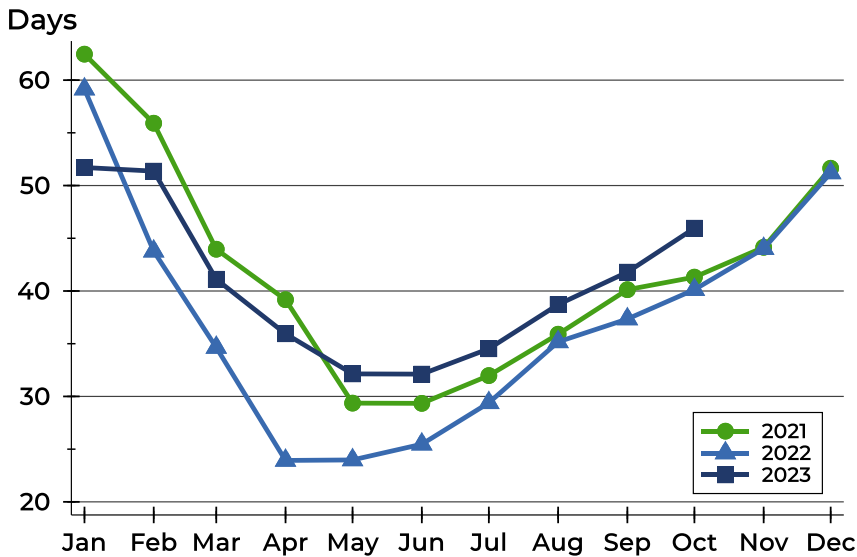


Month	2021	2022	2023
January	174,900	189,450	198,000
February	178,250	185,000	215,000
March	192,000	221,450	219,000
April	190,000	215,000	234,500
May	189,900	215,000	230,000
June	209,925	214,900	229,900
July	205,000	205,000	225,000
August	189,000	208,000	219,925
September	192,500	219,450	225,000
October	205,000	199,900	215,000
November	190,000	209,900	
December	180,000	199,000	



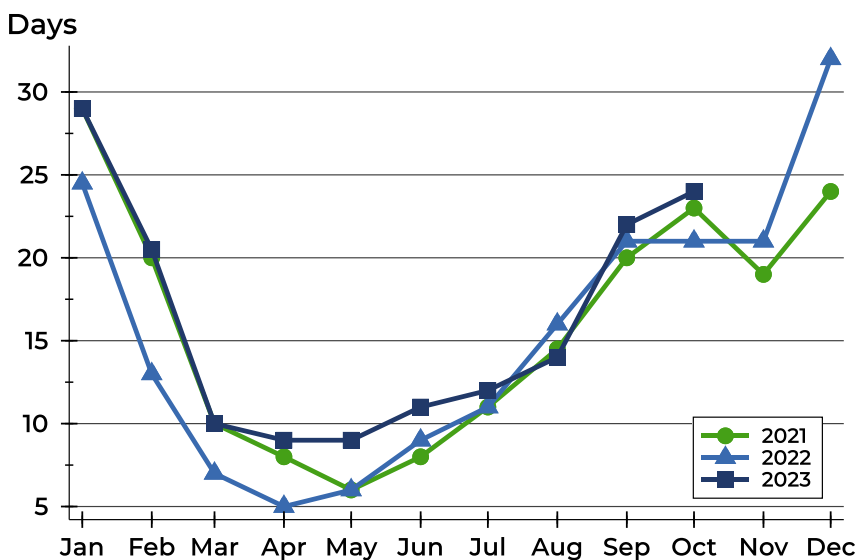
Entire MLS System Pending Contracts Analysis

Average DOM



Month	2021	2022	2023
January	62	59	52
February	56	44	51
March	44	35	41
April	39	24	36
May	29	24	32
June	29	25	32
July	32	29	35
August	36	35	39
September	40	37	42
October	41	40	46
November	44	44	
December	52	51	

Median DOM



Month	2021	2022	2023
January	29	25	29
February	20	13	21
March	10	7	10
April	8	5	9
May	6	6	9
June	8	9	11
July	11	11	12
August	15	16	14
September	20	21	22
October	23	21	24
November	19	21	
December	24	32	