

AUGUST 2021 >>

FLINT HILLS MLS STATISTICS



MARKET OVERVIEW >>

Clay Home Sales Rose in August

Total home sales in Clay County rose by 18.2% last month to 13 units, compared to 11 units in August 2020. Total sales volume was \$1.5 million, up 8.0% from a year earlier.

The median sale price in August was \$76,500, down from \$123,900 a year earlier. Homes that sold in August were typically on the market for 7 days and sold for 95.1% of their list prices.

Clay Active Listings Down at End of August

The total number of active listings in Clay County at the end of August was 24 units, down from 28 at the same point in 2020. This represents a 2.3 months' supply of homes available for sale. The median list price of homes on the market at the end of August was \$122,450.

During August, a total of 7 contracts were written down from 10 in August 2020. At the end of the month, there were 16 contracts pending, compared to 15 at the end of August 2020.

Clay County		August		
Current Month		2021	2020	Change
Summary Statistics				
Home Sales		13	11	18.2%
Active Listings		24	28	-14.3%
Months' Supply		2.3	3.7	-37.3%
New Listings		10	5	100.0%
Contracts Written		7	10	-30.0%
Pending Contracts		16	15	6.7%
Sales Volume (1,000s)		1,458	1,349	8.0%
Average	Sale Price	112,127	122,655	-8.6%
	List Price of Actives	147,650	129,636	13.9%
	Days on Market	40	111	-64.3%
	Percent of List	95.8%	94.9%	1.0%
	Percent of Original	94.9%	90.8%	4.5%
Median	Sale Price	76,500	123,900	-38.3%
	List Price of Actives	122,450	106,750	14.7%
	Days on Market	7	72	-90.3%
	Percent of List	95.1%	97.3%	-2.2%
	Percent of Original	95.1%	96.2%	-1.1%

REPORT CONTENTS >>

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THREE-YEAR COMPARISONS

SUMMARY >>

BREAKDOWNS BY HOME TYPE

CLAY COUNTY
AS OF 9/5/2021

August MLS Statistics		2021			2020			2019			
By Property Type		Total	Existing	New	Total	Existing	New	Total	Existing	New	
Home Sales		13	13	0	11	11	0	8	8	0	
	Change from prior year	18.2%	18.2%	N/A	37.5%	37.5%	N/A	-20.0%	-20.0%	N/A	
Active Listings		24	24	0	28	28	0	47	47	0	
	Change from prior year	-14.3%	-14.3%	N/A	-40.4%	-40.4%	N/A	-4.1%	-2.1%	-100.0%	
Months' Supply		2.3	2.3	N/A	3.7	3.7	N/A	5.5	5.6	N/A	
	Change from prior year	-37.3%	-37.3%	N/A	-32.5%	-33.8%	N/A	-36.1%	-34.4%	N/A	
New Listings		10	10	0	5	5	0	9	9	0	
	Change from prior year	100.0%	100.0%	N/A	-44.4%	-44.4%	N/A	-18.2%	-18.2%	N/A	
Contracts Written		7	7	0	10	10	0	6	6	0	
	Change from prior year	-30.0%	-30.0%	N/A	66.7%	66.7%	N/A	-25.0%	-25.0%	N/A	
Pending Contracts		16	16	0	15	15	0	8	8	0	
	Change from prior year	6.7%	6.7%	N/A	87.5%	87.5%	N/A	0.0%	0.0%	N/A	
Sales Volume (1,000s)		1,458	1,458	0	1,349	1,349	0	991	991	0	
	Change from prior year	8.0%	8.0%	N/A	36.1%	36.1%	N/A	-30.5%	-30.5%	N/A	
Average	Sale Price	112,127	112,127	N/A	122,655	122,655	N/A	123,875	123,875	N/A	
		Change from prior year	-8.6%	-8.6%	N/A	-1.0%	-1.0%	N/A	-13.1%	-13.1%	N/A
	List Price of Actives	147,650	147,650	N/A	129,636	129,636	N/A	145,460	145,460	N/A	
		Change from prior year	13.9%	13.9%	N/A	-10.9%	-10.9%	N/A	19.5%	21.1%	N/A
	Days on Market	40	40	N/A	111	111	N/A	39	39	N/A	
		Change from prior year	-64.3%	-64.3%	N/A	188.8%	188.8%	N/A	-60.0%	-60.0%	N/A
	Percent of List	95.8%	95.8%	N/A	94.9%	94.9%	N/A	93.5%	93.5%	N/A	
	Change from prior year	1.0%	1.0%	N/A	1.4%	1.4%	N/A	0.4%	0.4%	N/A	
	Percent of Original	94.9%	94.9%	N/A	90.8%	90.8%	N/A	93.5%	93.5%	N/A	
	Change from prior year	4.5%	4.5%	N/A	-2.9%	-2.9%	N/A	7.6%	7.6%	N/A	
Median	Sale Price	76,500	76,500	N/A	123,900	123,900	N/A	79,000	79,000	N/A	
		Change from prior year	-38.3%	-38.3%	N/A	56.8%	56.8%	N/A	-29.1%	-29.1%	N/A
	List Price of Actives	122,450	122,450	N/A	106,750	106,750	N/A	129,900	129,900	N/A	
		Change from prior year	14.7%	14.7%	N/A	-17.8%	-17.8%	N/A	20.3%	25.0%	N/A
	Days on Market	7	7	N/A	72	72	N/A	15	15	N/A	
		Change from prior year	-90.3%	-90.3%	N/A	380.0%	380.0%	N/A	-79.3%	-79.3%	N/A
	Percent of List	95.1%	95.1%	N/A	97.3%	97.3%	N/A	92.2%	92.2%	N/A	
	Change from prior year	-2.2%	-2.2%	N/A	5.6%	5.6%	N/A	-4.6%	-4.6%	N/A	
	Percent of Original	95.1%	95.1%	N/A	96.2%	96.2%	N/A	92.2%	92.2%	N/A	
	Change from prior year	-1.1%	-1.1%	N/A	4.3%	4.3%	N/A	-2.7%	-2.7%	N/A	

YEAR-TO-DATE STATISTICS

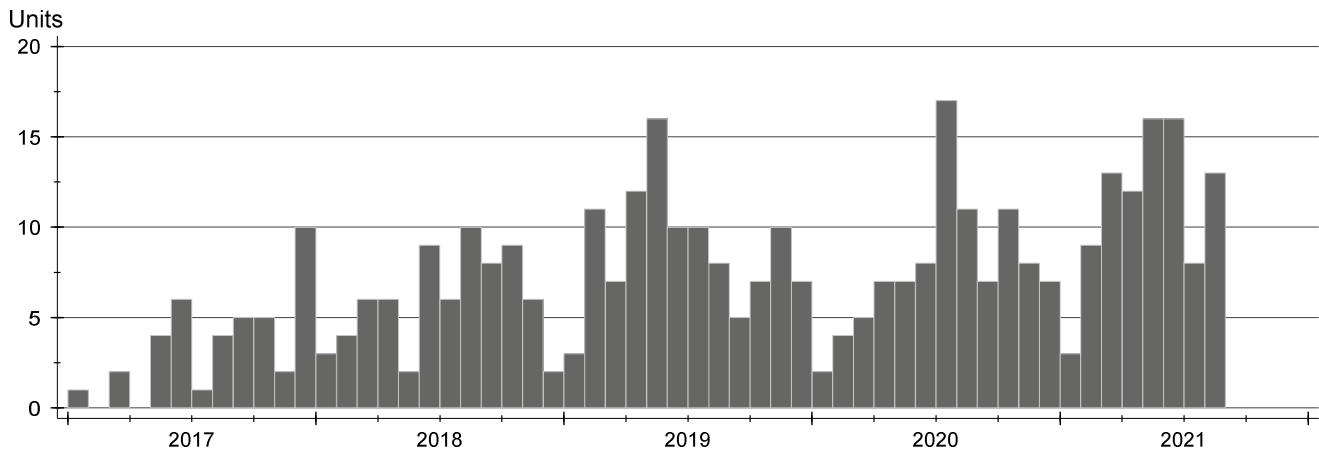
SUMMARY >>
**YTD BREAKDOWNS BY HOME TYPE
CLAY COUNTY
AS OF 9/5/2021**

Year-to-Date Activity By Property Type		2021			2020			2019		
		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		90	90	0	61	61	0	77	75	2
Change from prior year		47.5%	47.5%	N/A	-20.8%	-18.7%	-100.0%	67.4%	66.7%	100.0%
New Listings		111	111	0	86	86	0	104	104	0
Change from prior year		29.1%	29.1%	N/A	-17.3%	-17.3%	N/A	23.8%	28.4%	-100.0%
Contracts Written		94	94	0	69	69	0	75	74	1
Change from prior year		36.2%	36.2%	N/A	-8.0%	-6.8%	-100.0%	59.6%	60.9%	0.0%
Sales Volume (1,000s)		10,885	10,885	0	6,801	6,801	0	9,886	9,351	535
Change from prior year		60.0%	60.0%	N/A	-31.2%	-27.3%	-100.0%	59.9%	57.4%	123.0%
Average	Sale Price	120,941	120,941	N/A	111,497	111,497	N/A	128,393	124,681	267,570
	Change from prior year	8.5%	8.5%	N/A	-13.2%	-10.6%	0.0%	-4.5%	-5.6%	11.5%
	Days on Market	68	68	N/A	92	92	N/A	91	89	183
	Change from prior year	-26.3%	-26.3%	N/A	0.6%	3.4%	0.0%	-4.5%	-8.6%	731.8%
	Percent of List	96.7%	96.7%	N/A	93.2%	93.2%	N/A	94.3%	94.1%	98.5%
Change from prior year	3.8%	3.8%	N/A	-1.2%	-1.0%	0.0%	0.8%	0.8%	2.4%	
Median	Percent of Original	95.0%	95.0%	N/A	90.7%	90.7%	N/A	90.1%	89.8%	98.5%
	Change from prior year	4.7%	4.7%	N/A	0.7%	0.9%	0.0%	-2.5%	-2.7%	2.4%
	Sale Price	95,000	95,000	N/A	109,500	109,500	N/A	115,000	115,000	267,570
	Change from prior year	-13.2%	-13.2%	N/A	-4.8%	-4.8%	0.0%	-6.5%	-5.7%	11.5%
	Days on Market	14	14	N/A	69	69	N/A	59	59	183
Change from prior year	-80.4%	-80.4%	N/A	16.9%	16.9%	0.0%	-11.3%	-16.9%	731.8%	
Percent of List	Change from prior year	1.2%	1.2%	N/A	1.3%	1.4%	0.0%	0.0%	-0.1%	2.4%
	Percent of Original	97.8%	97.8%	N/A	96.6%	96.6%	N/A	95.4%	95.3%	98.5%
	Change from prior year	2.7%	2.7%	N/A	3.7%	4.0%	0.0%	-4.8%	-4.9%	2.4%

CLOSED LISTINGS ANALYSIS

HISTORY >>

**CLAY COUNTY
ALL HOMES (NEW & EXISTING)
AS OF 9/5/2021**



SUMMARY >>

Summary Statistics for Closed Listings		August			Year-to-Date		
		2021	2020	Change	2021	2020	Change
Closed Listings		13	11	18.2%	90	61	47.5%
Volume (1,000s)		1,458	1,349	8.0%	10,885	6,801	60.0%
Average	Sale Price	112,127	122,655	-8.6%	120,941	111,497	8.5%
	Days on Market	40	111	-64.3%	68	92	-26.3%
	Percent of List	95.8%	94.9%	1.0%	96.7%	93.2%	3.8%
	Percent of Original	94.9%	90.8%	4.5%	95.0%	90.7%	4.7%
Median	Sale Price	76,500	123,900	-38.3%	95,000	109,500	-13.2%
	Days on Market	7	72	-90.3%	14	69	-80.4%
	Percent of List	95.1%	97.3%	-2.2%	97.8%	96.6%	1.2%
	Percent of Original	95.1%	96.2%	-1.1%	96.4%	93.8%	2.7%

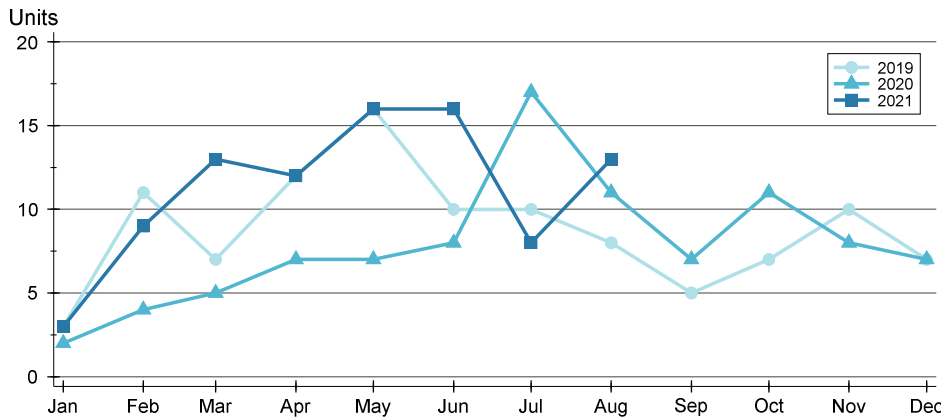
A total of 13 homes sold in Clay County in August, up from 11 units in August 2020. Total sales volume rose to \$1.5 million compared to \$1.3 million in the previous year.

The median sales price in August was \$76,500, down 38.3% compared to the prior year. Median days on market was 7 days, up from 6 days in July, but down from 72 in August 2020.

CLOSED LISTINGS ANALYSIS

**CLAY COUNTY
ALL HOMES (NEW & EXISTING)
AS OF 9/5/2021**

BY MONTH >>



Month	2019	2020	2021
January	3	2	3
February	11	4	9
March	7	5	13
April	12	7	12
May	16	7	16
June	10	8	16
July	10	17	8
August	8	11	13
September	5	7	7
October	7	11	7
November	10	8	7
December	7	7	7

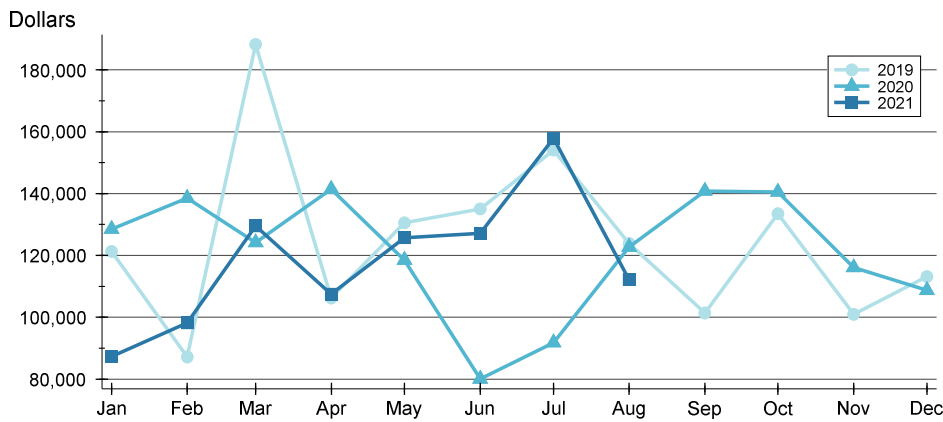
BY PRICE RANGE >>

Price Range	Sales			Sale Price		Days on Market		Price as % of List		Price as % of Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median	Average	Median
Below \$25,000	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$25,000-\$49,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$50,000-\$99,999	10	76.9%	743	74,265	73,950	31	7	95.9%	94.5%	94.7%	94.4%
\$100,000-\$124,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$125,000-\$149,999	1	7.7%	130	130,000	130,000	4	4	96.4%	96.4%	96.4%	96.4%
\$150,000-\$174,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$175,000-\$199,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$200,000-\$249,999	1	7.7%	230	230,000	230,000	10	10	93.1%	93.1%	93.1%	93.1%
\$250,000-\$299,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$300,000-\$399,999	1	7.7%	355	355,000	355,000	188	188	97.3%	97.3%	97.3%	97.3%
\$400,000-\$499,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$500,000-\$749,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$750,000-\$999,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
All price ranges	13	100.0%	1,458	112,127	76,500	40	7	95.8%	95.1%	94.9%	95.1%

CLOSED LISTINGS ANALYSIS

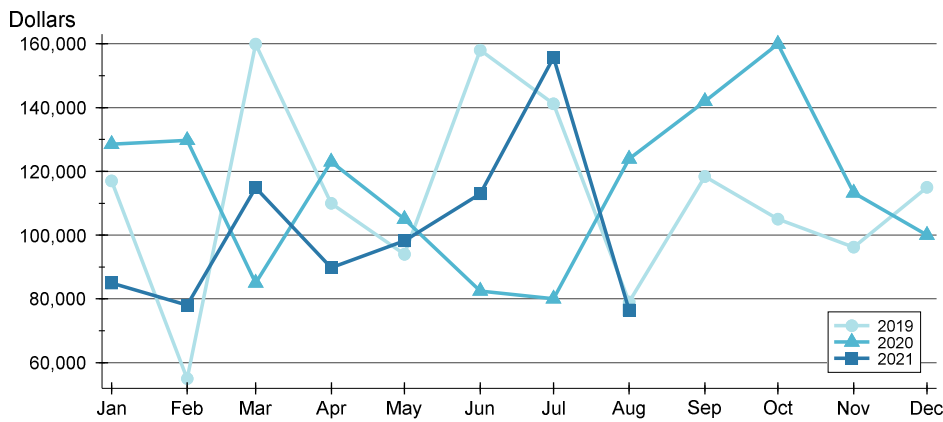
**CLAY COUNTY
ALL HOMES (NEW & EXISTING)
AS OF 9/5/2021**

AVERAGE PRICE >>



Month	2019	2020	2021
January	121,300	128,500	87,333
February	87,145	138,500	98,167
March	188,271	124,180	129,554
April	106,250	141,429	107,446
May	130,522	118,493	125,681
June	135,043	80,050	127,129
July	154,104	91,785	157,875
August	123,875	122,655	112,127
September	101,380	140,821	
October	133,500	140,518	
November	100,915	116,113	
December	113,143	108,700	

MEDIAN PRICE >>

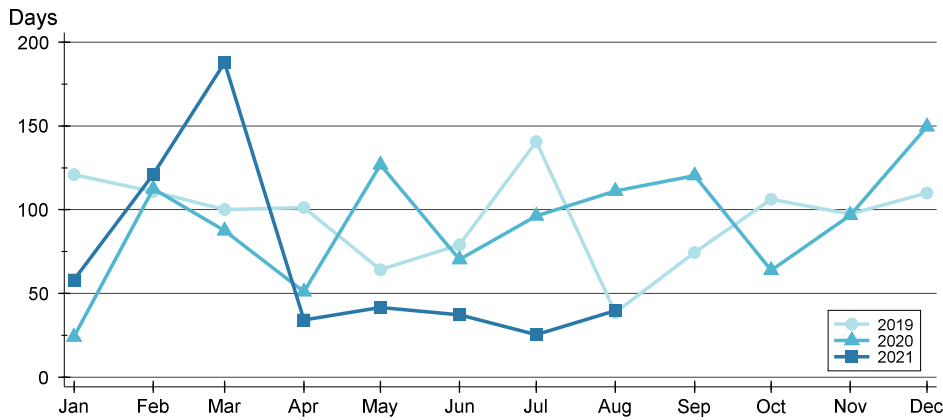


Month	2019	2020	2021
January	117,000	128,500	85,000
February	55,000	129,750	78,000
March	159,900	85,000	114,900
April	110,000	123,000	89,825
May	94,000	105,000	98,250
June	158,000	82,500	113,000
July	141,200	80,000	155,750
August	79,000	123,900	76,500
September	118,400	142,000	
October	105,000	159,900	
November	96,250	113,250	
December	115,000	99,999	

CLOSED LISTINGS ANALYSIS

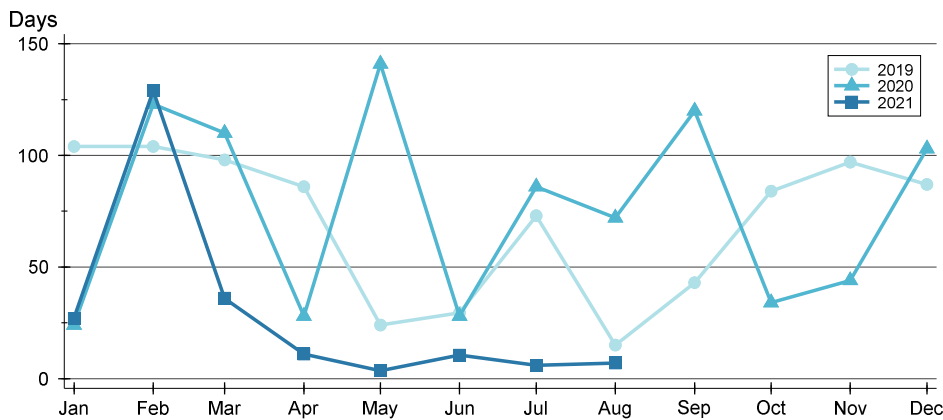
**CLAY COUNTY
ALL HOMES (NEW & EXISTING)
AS OF 9/5/2021**

AVERAGE DOM >>



Month	2019	2020	2021
January	121	24	58
February	111	113	121
March	100	87	188
April	101	51	34
May	64	127	42
June	79	70	37
July	141	96	25
August	39	111	40
September	74	120	
October	106	64	
November	98	97	
December	110	150	

MEDIAN DOM >>

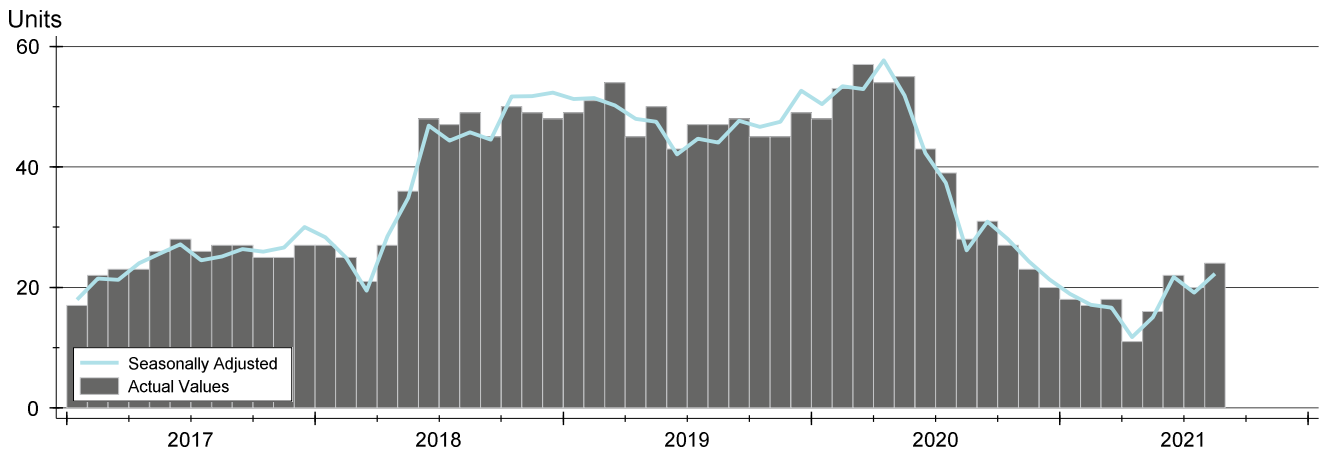


Month	2019	2020	2021
January	104	24	27
February	104	123	129
March	98	110	36
April	86	28	11
May	24	141	4
June	30	28	11
July	73	86	6
August	15	72	7
September	43	120	
October	84	34	
November	97	44	
December	87	103	

ACTIVE LISTINGS ANALYSIS

HISTORY >>

**CLAY COUNTY
ALL HOMES (NEW & EXISTING)
AS OF 9/5/2021**



SUMMARY >>

Summary Statistics for Active Listings		End of August		
		2021	2020	Change
Active Listings		24	28	-14.3%
Months' Supply		2.3	3.7	-37.3%
Volume (1,000s)		3,544	3,630	-2.4%
Average	List Price	147,650	129,636	13.9%
	Days on Market	69	151	-54.4%
	Percent of Original	97.2%	95.4%	1.9%
Median	List Price	122,450	106,750	14.7%
	Days on Market	73	99	-26.3%
	Percent of Original	100.0%	98.5%	1.5%

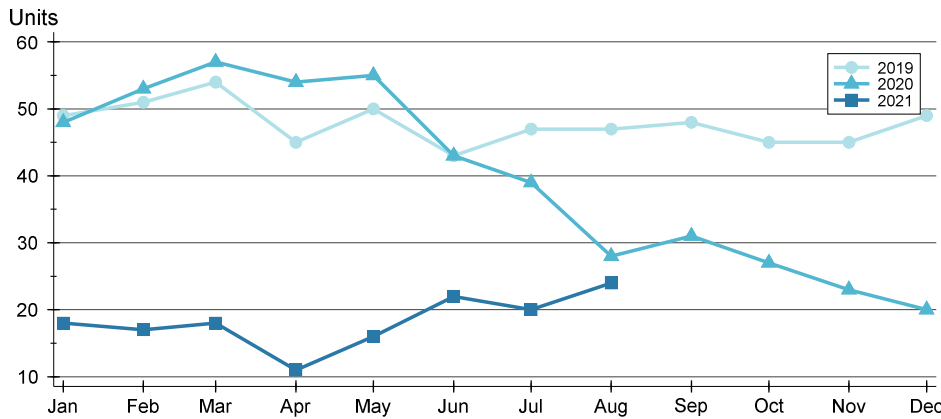
A total of 24 homes were available for sale in Clay County at the end of August. This represents a 2.3 months' supply of active listings.

The median list price of homes on the market at the end of August was \$122,450, up 14.7% from 2020. The typical time on market for active listings was 73 days, down from 99 days a year earlier.

ACTIVE LISTINGS ANALYSIS

**CLAY COUNTY
ALL HOMES (NEW & EXISTING)
AS OF 9/5/2021**

BY MONTH >>



Month	2019	2020	2021
January	49	48	18
February	51	53	17
March	54	57	18
April	45	54	11
May	50	55	16
June	43	43	22
July	47	39	20
August	47	28	24
September	48	31	
October	45	27	
November	45	23	
December	49	20	

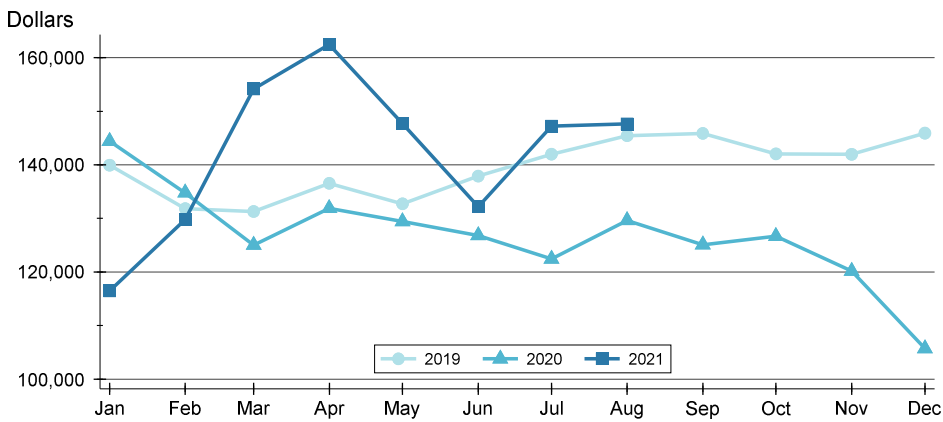
BY PRICE RANGE >>

Price Range	Active Listings			Months' Supply	List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume		Average	Median	Average	Median	Average	Median
Below \$25,000	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$25,000-\$49,999	4	16.7%	186	N/A	46,450	47,700	92	95	92.7%	90.9%
\$50,000-\$99,999	7	29.2%	568	0.7	81,200	88,000	68	69	97.5%	96.8%
\$100,000-\$124,999	2	8.3%	245	N/A	122,450	122,450	61	61	94.4%	94.4%
\$125,000-\$149,999	2	8.3%	280	2.0	139,950	139,950	40	40	96.4%	96.4%
\$150,000-\$174,999	2	8.3%	335	N/A	167,450	167,450	47	47	98.5%	98.5%
\$175,000-\$199,999	2	8.3%	380	N/A	189,950	189,950	54	54	100.0%	100.0%
\$200,000-\$249,999	0	0.0%	0	0.0	N/A	N/A	N/A	N/A	N/A	N/A
\$250,000-\$299,999	3	12.5%	821	N/A	273,600	265,000	59	43	100.0%	100.0%
\$300,000-\$399,999	2	8.3%	729	2.0	364,500	364,500	118	118	100.0%	100.0%
\$400,000-\$499,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$500,000-\$749,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$750,000-\$999,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A
All price ranges	24	100.0%	3,544	1.8	147,650	122,450	69	73	97.2%	100.0%

ACTIVE LISTINGS ANALYSIS

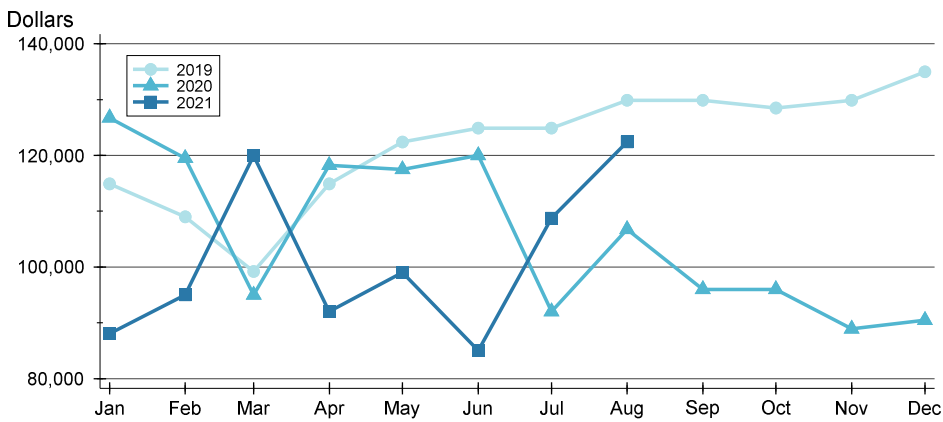
**CLAY COUNTY
ALL HOMES (NEW & EXISTING)
AS OF 9/5/2021**

AVERAGE PRICE >>



Month	2019	2020	2021
January	139,943	144,433	116,461
February	131,831	134,779	129,794
March	131,293	125,035	154,172
April	136,556	131,904	162,509
May	132,746	129,411	147,694
June	137,899	126,830	132,164
July	142,005	122,418	147,225
August	145,460	129,636	147,650
September	145,892	125,100	-
October	142,066	126,674	-
November	141,969	120,161	-
December	145,924	105,690	-

MEDIAN PRICE >>

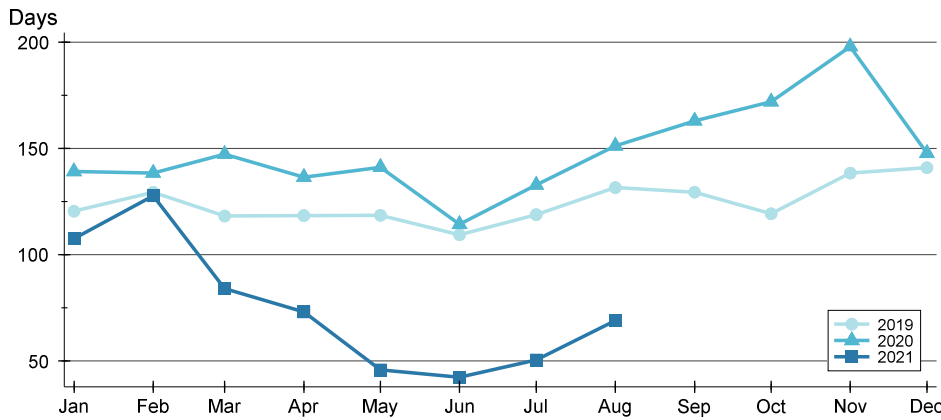


Month	2019	2020	2021
January	114,900	126,750	88,050
February	109,000	119,500	95,000
March	99,200	95,000	119,950
April	114,900	118,250	92,000
May	122,400	117,500	99,000
June	124,900	120,000	85,000
July	124,900	92,000	108,750
August	129,900	106,750	122,450
September	129,900	96,000	-
October	128,500	96,000	-
November	129,900	88,900	-
December	135,000	90,450	-

ACTIVE LISTINGS ANALYSIS

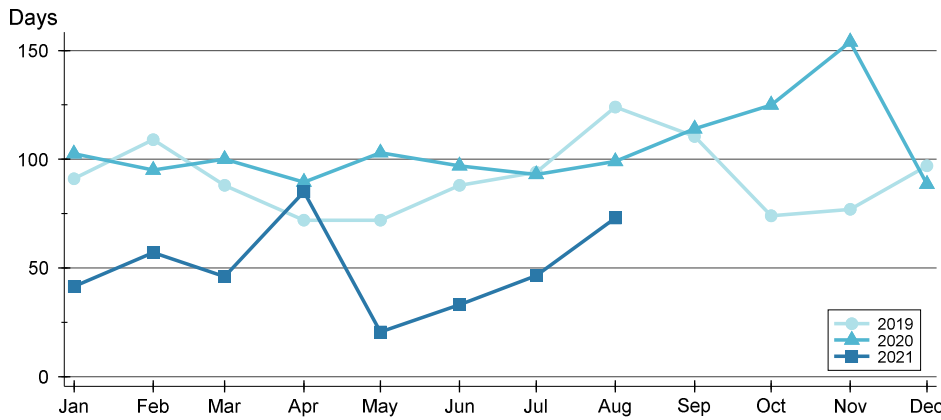
**CLAY COUNTY
ALL HOMES (NEW & EXISTING)
AS OF 9/5/2021**

AVERAGE DOM



Month	2019	2020	2021
January	121	139	108
February	129	139	128
March	118	147	84
April	118	137	73
May	119	141	46
June	109	114	42
July	119	133	50
August	132	151	69
September	129	163	-
October	119	172	-
November	138	198	-
December	141	148	-

MEDIAN DOM

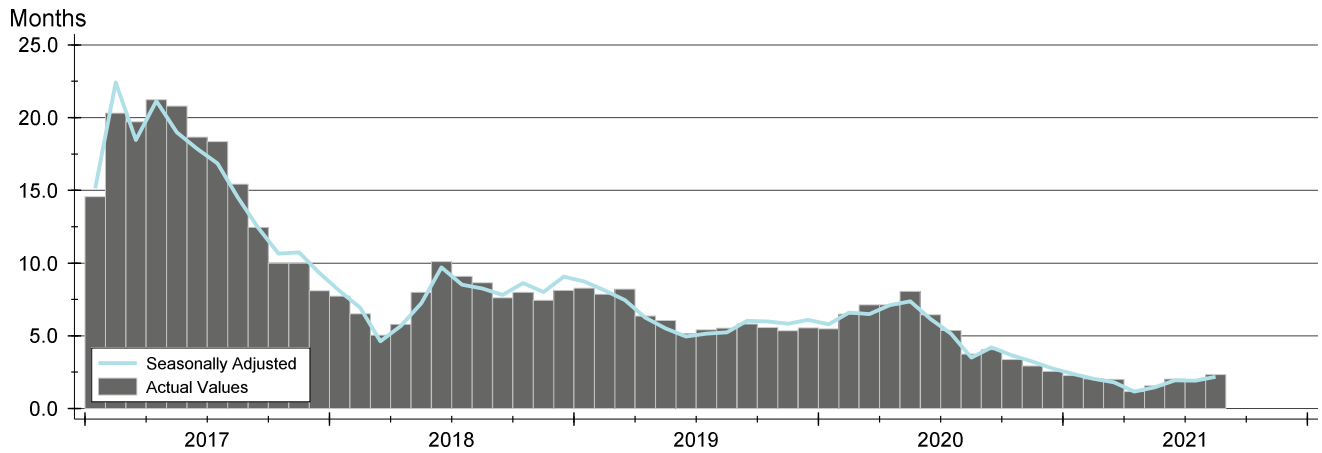


Month	2019	2020	2021
January	91	103	42
February	109	95	57
March	88	100	46
April	72	90	85
May	72	103	21
June	88	97	33
July	94	93	47
August	124	99	73
September	111	114	-
October	74	125	-
November	77	154	-
December	97	89	-

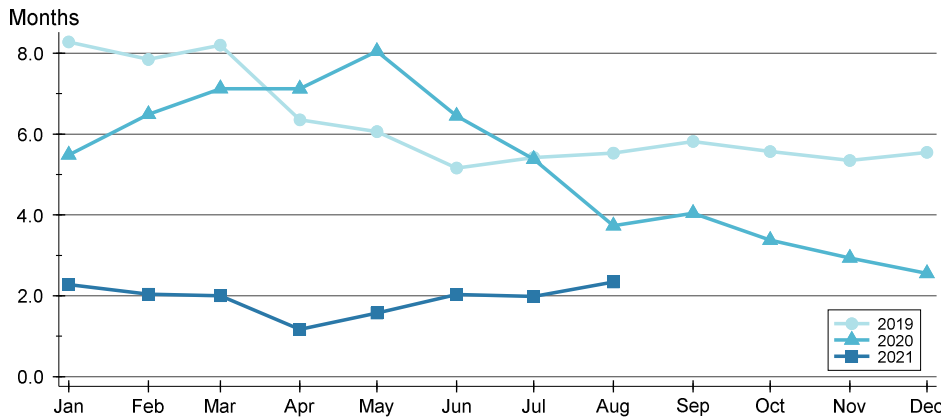
MONTHS' SUPPLY ANALYSIS

**CLAY COUNTY
ALL HOMES (NEW & EXISTING)
AS OF 9/5/2021**

HISTORY >>



BY MONTH >>

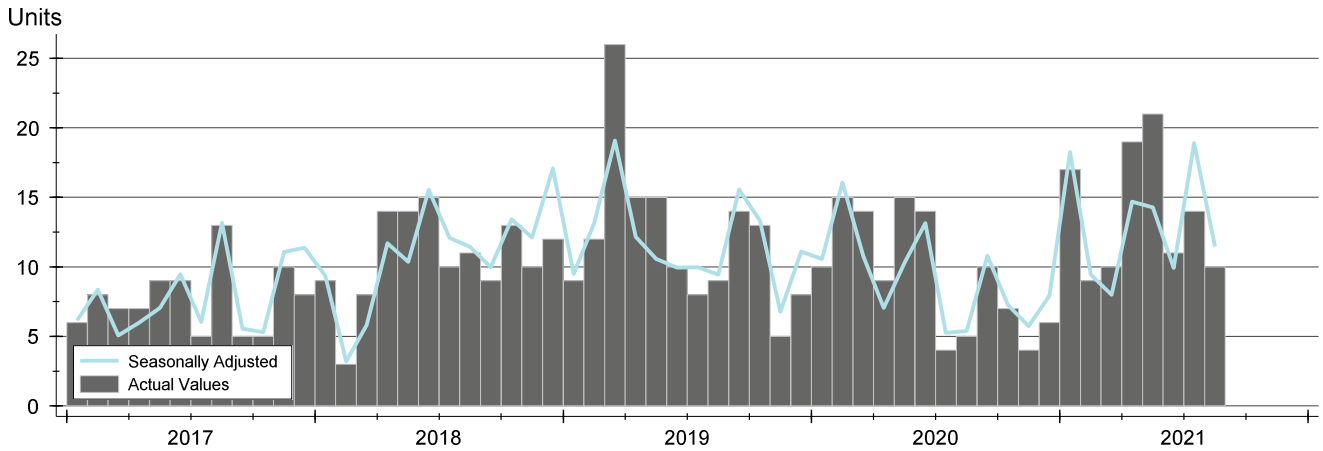


Month	2019	2020	2021
January	8.3	5.5	2.3
February	7.8	6.5	2.0
March	8.2	7.1	2.0
April	6.4	7.1	1.2
May	6.1	8.0	1.6
June	5.2	6.5	2.0
July	5.4	5.4	2.0
August	5.5	3.7	2.3
September	5.8	4.0	
October	5.6	3.4	
November	5.3	2.9	
December	5.5	2.6	

NEW LISTINGS ANALYSIS

HISTORY >>

**CLAY COUNTY
ALL HOMES (NEW & EXISTING)
AS OF 9/5/2021**



SUMMARY >>

Summary Statistics for New Listings		August		
		2021	2020	Change
Current Month	New Listings	10	5	100.0%
	Volume (1,000s)	1,666	678	145.8%
	Average List Price	166,600	135,560	22.9%
	Median List Price	141,950	129,900	9.3%
YTD	New Listings	111	86	29.1%
	Volume (1,000s)	16,182	9,890	63.6%
	Average List Price	145,780	115,002	26.8%
	Median List Price	119,500	90,900	31.5%

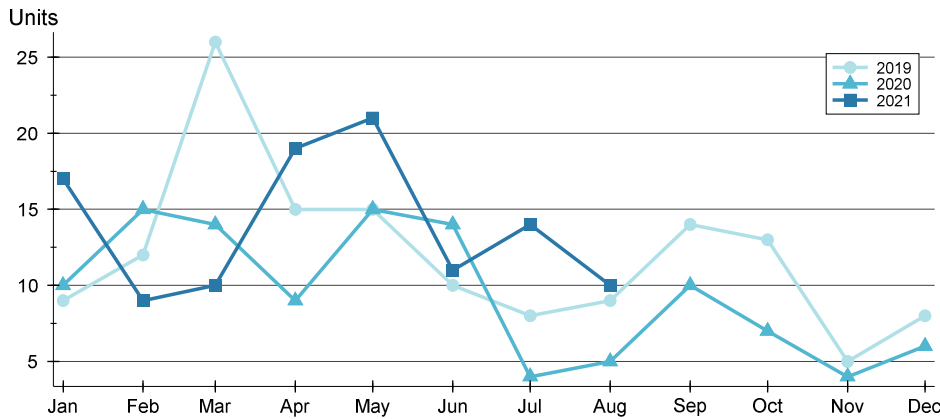
A total of 10 new listings were added in Clay County during August, up 100.0% from the same month in 2020. Year-to-date Clay County has seen 111 new listings.

The median list price of these homes was \$141,950 up from \$129,900 in 2020.

NEW LISTINGS ANALYSIS

**CLAY COUNTY
ALL HOMES (NEW & EXISTING)
AS OF 9/5/2021**

BY MONTH >>



Month	2019	2020	2021
January	9	10	17
February	12	15	9
March	26	14	10
April	15	9	19
May	15	15	21
June	10	14	11
July	8	4	14
August	9	5	10
September	14	10	
October	13	7	
November	5	4	
December	8	6	

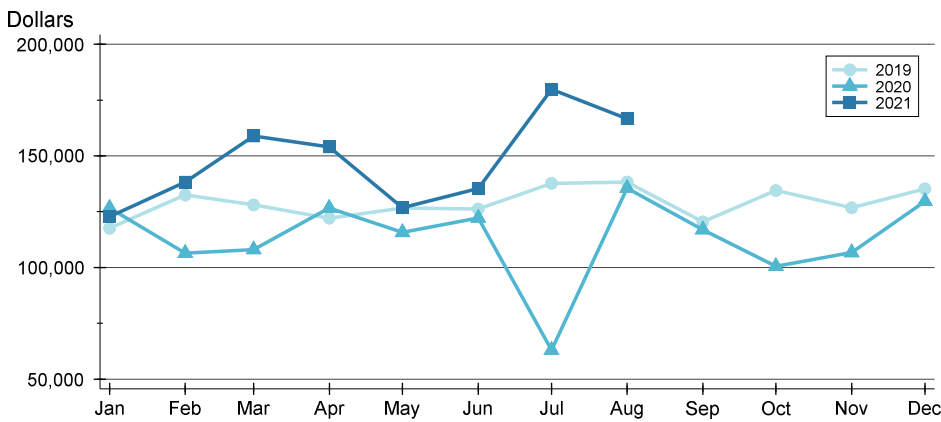
BY PRICE RANGE >>

Price Range	New Listings			List Price	
	Number	Percent	Volume	Average	Median
Below \$25,000	0	0.0%	0	N/A	N/A
\$25,000-\$49,999	0	0.0%	0	N/A	N/A
\$50,000-\$99,999	4	40.0%	308	77,075	79,700
\$100,000-\$124,999	1	10.0%	125	124,900	124,900
\$125,000-\$149,999	0	0.0%	0	N/A	N/A
\$150,000-\$174,999	2	20.0%	324	162,000	162,000
\$175,000-\$199,999	1	10.0%	190	189,900	189,900
\$200,000-\$249,999	0	0.0%	0	N/A	N/A
\$250,000-\$299,999	0	0.0%	0	N/A	N/A
\$300,000-\$399,999	2	20.0%	719	359,450	359,450
\$400,000-\$499,999	0	0.0%	0	N/A	N/A
\$500,000-\$749,999	0	0.0%	0	N/A	N/A
\$750,000-\$999,999	0	0.0%	0	N/A	N/A
\$1,000,000 and up	0	0.0%	0	N/A	N/A
All price ranges	10	100.0%	1,666	166,600	141,950

NEW LISTINGS ANALYSIS

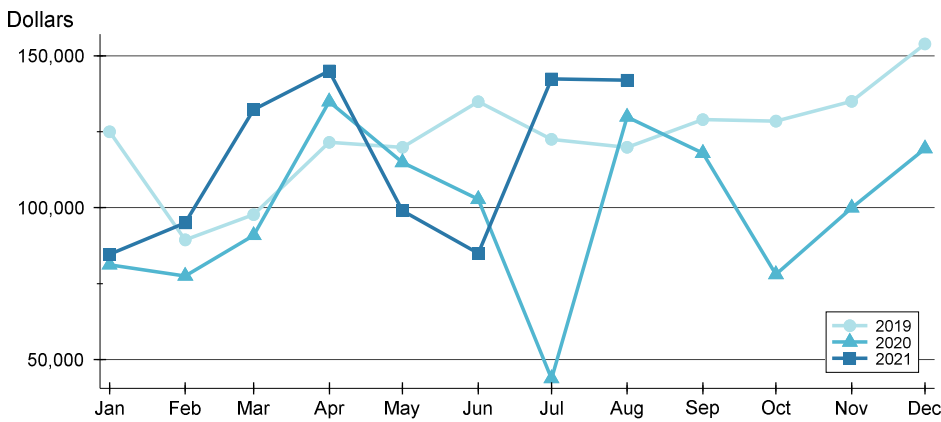
**CLAY COUNTY
ALL HOMES (NEW & EXISTING)
AS OF 9/5/2021**

AVERAGE PRICE >>



Month	2019	2020	2021
January	117,556	126,670	122,797
February	132,467	106,400	138,211
March	128,050	108,029	158,940
April	122,127	126,583	154,063
May	126,607	115,703	126,733
June	126,190	122,186	135,327
July	137,725	62,975	179,821
August	138,322	135,560	166,600
September	120,429	116,960	120,000
October	134,485	100,500	100,000
November	126,760	106,700	110,000
December	135,263	129,667	130,000

MEDIAN PRICE >>

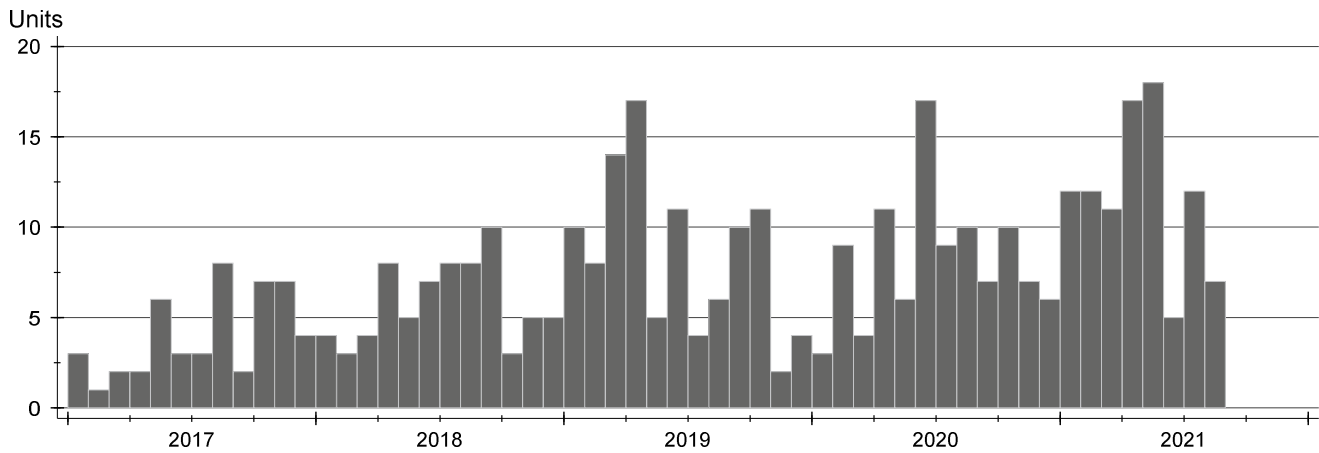


Month	2019	2020	2021
January	125,000	81,200	84,650
February	89,400	77,500	95,000
March	97,700	90,900	132,250
April	121,500	134,900	145,000
May	119,900	114,900	99,000
June	134,900	102,750	85,000
July	122,500	43,700	142,400
August	119,900	129,900	141,950
September	129,000	117,950	120,000
October	128,500	78,000	80,000
November	135,000	99,950	100,000
December	153,950	119,450	120,000

CONTRACTS WRITTEN ANALYSIS

**CLAY COUNTY
ALL HOMES (NEW & EXISTING)
AS OF 9/5/2021**

HISTORY >>



SUMMARY >>

Summary Statistics for Contracts Written		August			Year-to-Date		
		2021	2020	Change	2021	2020	Change
Closed Listings		7	10	-30.0%	94	69	36.2%
Volume (1,000s)		1,169	1,173	-0.3%	12,433	8,365	48.6%
Average	Sale Price	167,043	117,300	42.4%	132,269	121,225	9.1%
	Days on Market	24	72	-66.3%	53	94	-44.4%
	Percent of Original	97.9%	90.9%	7.7%	96.5%	91.1%	5.9%
Median	Sale Price	99,000	112,250	-11.8%	102,000	119,000	-14.3%
	Days on Market	15	65	-76.7%	14	73	-81.5%
	Percent of Original	100.0%	94.9%	5.3%	97.9%	93.9%	4.2%

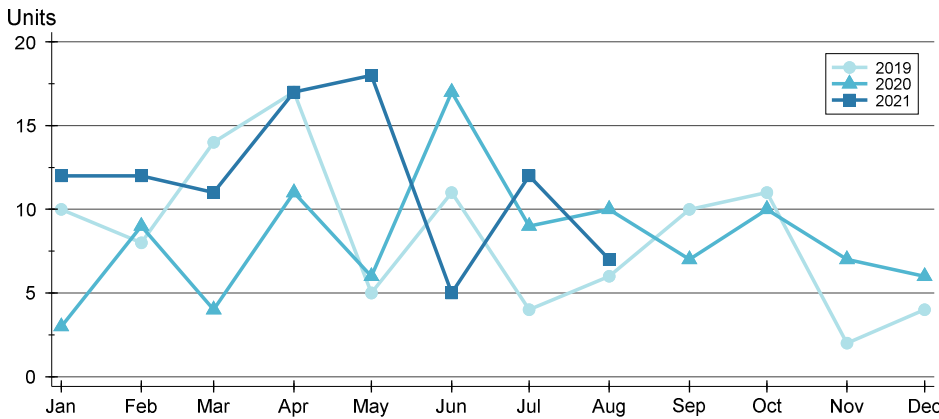
A total of 7 contracts for sale were written in Clay County during the month of August, down from 10 in 2020. The median list price of these homes was \$99,000, down from \$112,250 the prior year.

Half of the homes that went under contract in August were on the market less than 15 days, compared to 65 days in August 2020.

CONTRACTS WRITTEN ANALYSIS

**CLAY COUNTY
ALL HOMES (NEW & EXISTING)
AS OF 9/5/2021**

BY MONTH >>



Month	2019	2020	2021
January	10	3	12
February	8	9	12
March	14	4	11
April	17	11	17
May	5	6	18
June	11	17	5
July	4	9	12
August	6	10	7
September	10	7	10
October	11	10	10
November	2	7	7
December	4	6	6

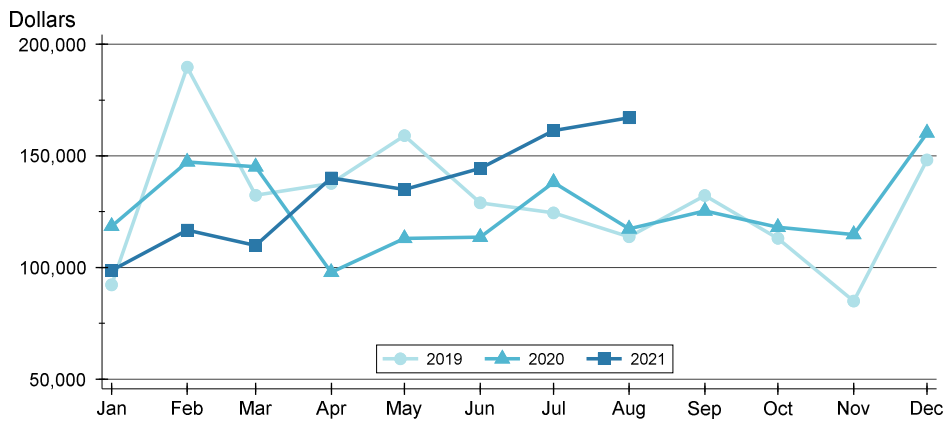
BY PRICE RANGE >>

Price Range	Contracts Written			List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median
Below \$25,000	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
\$25,000-\$49,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
\$50,000-\$99,999	4	57.1%	317	79,350	79,700	30	15	98.0%	98.1%
\$100,000-\$124,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
\$125,000-\$149,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
\$150,000-\$174,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
\$175,000-\$199,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
\$200,000-\$249,999	2	28.6%	472	236,000	236,000	13	13	96.6%	96.6%
\$250,000-\$299,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
\$300,000-\$399,999	1	14.3%	380	379,900	379,900	25	25	100.0%	100.0%
\$400,000-\$499,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
\$500,000-\$749,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
\$750,000-\$999,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
All price ranges	7	100.0%	1,169	167,043	99,000	24	15	97.9%	100.0%

CONTRACTS WRITTEN ANALYSIS

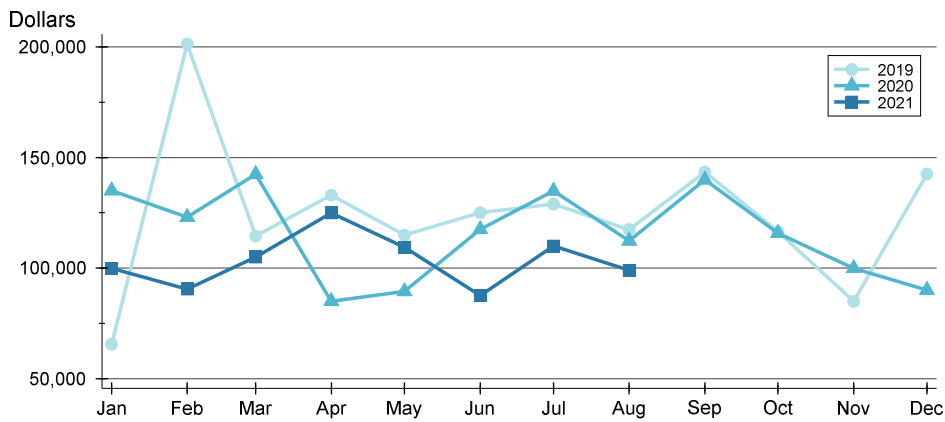
**CLAY COUNTY
ALL HOMES (NEW & EXISTING)
AS OF 9/5/2021**

AVERAGE PRICE >>



Month	2019	2020	2021
January	92,230	118,500	98,742
February	189,813	147,344	116,721
March	132,371	145,150	109,891
April	137,653	97,859	140,112
May	159,120	113,067	134,933
June	128,964	113,574	144,380
July	124,450	138,189	161,417
August	113,783	117,300	167,043
September	132,250	125,357	
October	113,091	118,020	
November	84,950	114,800	
December	148,200	160,283	

MEDIAN PRICE >>

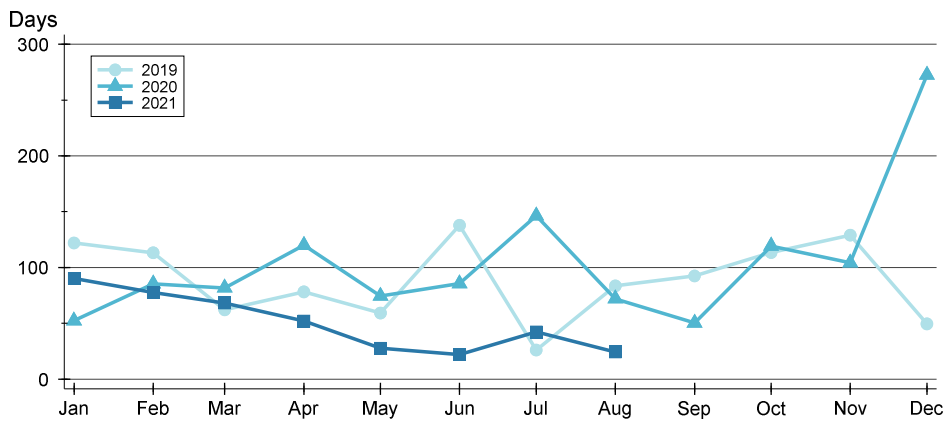


Month	2019	2020	2021
January	65,500	135,000	99,900
February	201,400	123,000	90,500
March	114,450	142,400	105,000
April	133,000	85,000	124,900
May	114,900	89,450	109,450
June	125,000	117,500	87,500
July	128,900	134,900	109,950
August	117,450	112,250	99,000
September	143,450	139,900	
October	116,500	115,750	
November	84,950	99,900	
December	142,500	89,950	

CONTRACTS WRITTEN ANALYSIS

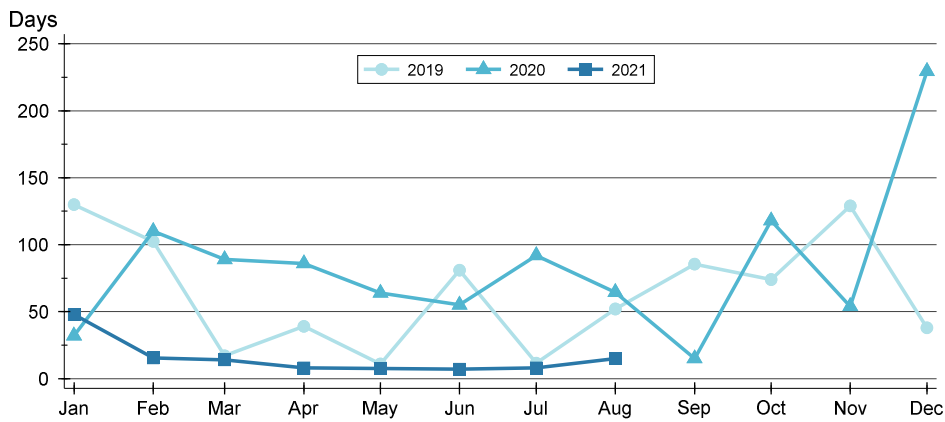
**CLAY COUNTY
ALL HOMES (NEW & EXISTING)
AS OF 9/5/2021**

AVERAGE DOM >>



Month	2019	2020	2021
January	122	52	90
February	113	85	78
March	62	82	68
April	78	120	52
May	59	75	28
June	138	85	22
July	26	146	42
August	84	72	24
September	92	50	-
October	113	119	-
November	129	104	-
December	50	273	-

MEDIAN DOM >>

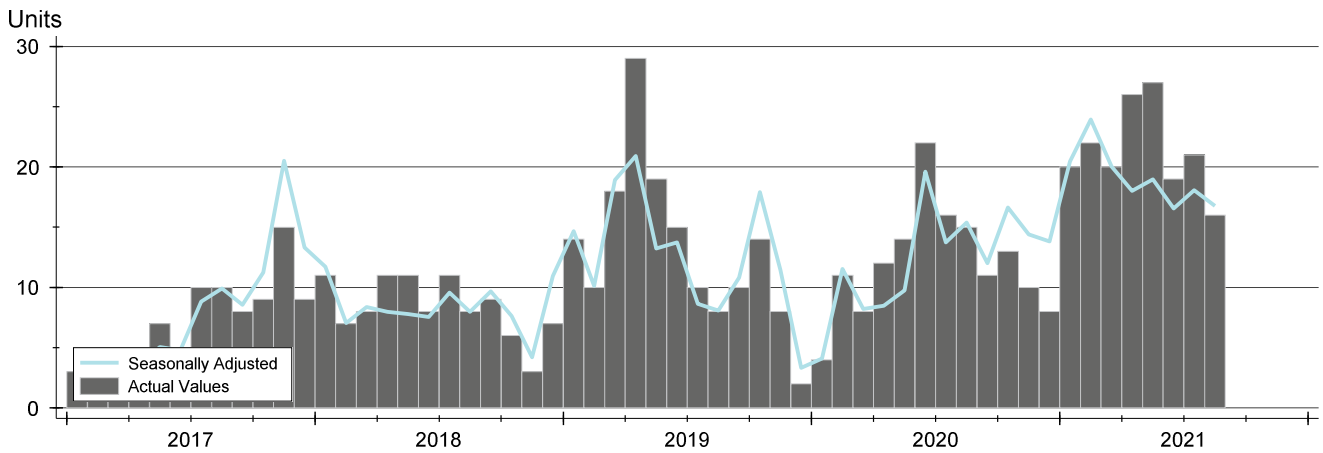


Month	2019	2020	2021
January	130	32	48
February	103	110	16
March	17	89	14
April	39	86	8
May	11	64	8
June	81	55	7
July	12	92	8
August	52	65	15
September	86	15	-
October	74	118	-
November	129	54	-
December	38	230	-

PENDING CONTRACTS ANALYSIS

**CLAY COUNTY
ALL HOMES (NEW & EXISTING)
AS OF 9/5/2021**

HISTORY >>



SUMMARY >>

Summary Statistics for Active Listings		End of August		
		2021	2020	Change
Active Listings		16	15	6.7%
Volume (1,000s)		2,935	2,123	38.2%
Average	List Price	183,456	141,553	29.6%
	Days on Market	31	116	-73.0%
	Percent of Original	99.8%	97.7%	2.1%
Median	List Price	162,000	130,000	24.6%
	Days on Market	19	84	-78.0%
	Percent of Original	100.0%	100.0%	0.0%

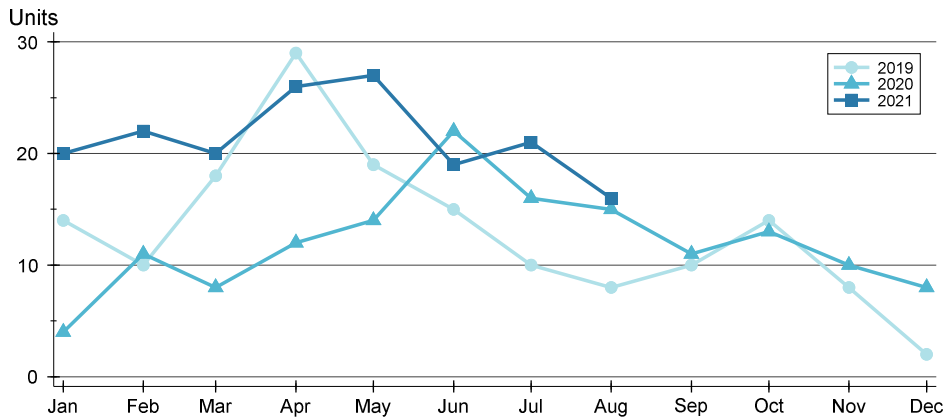
A total of 16 listings in Clay County had contracts pending at the end of August, up from 15 contracts pending at the end of August 2020.

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

PENDING CONTRACTS ANALYSIS

**CLAY COUNTY
ALL HOMES (NEW & EXISTING)
AS OF 9/5/2021**

BY MONTH >>



Month	2019	2020	2021
January	14	4	20
February	10	11	22
March	18	8	20
April	29	12	26
May	19	14	27
June	15	22	19
July	10	16	21
August	8	15	16
September	10	11	
October	14	13	
November	8	10	
December	2	8	

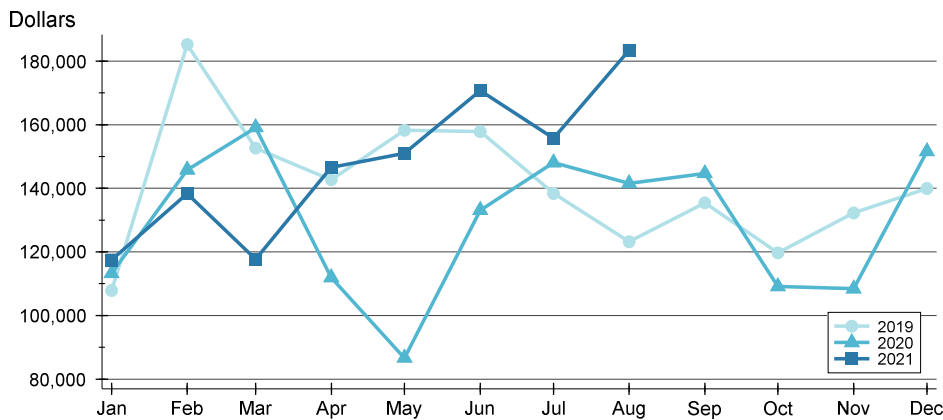
BY PRICE RANGE >>

Price Range	Contracts Written			List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median
Below \$25,000	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
\$25,000-\$49,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
\$50,000-\$99,999	5	31.3%	344	68,760	72,000	21	7	100.0%	100.0%
\$100,000-\$124,999	1	6.3%	125	124,900	124,900	170	170	100.0%	100.0%
\$125,000-\$149,999	1	6.3%	135	134,900	134,900	9	9	100.0%	100.0%
\$150,000-\$174,999	2	12.5%	324	162,000	162,000	40	40	100.0%	100.0%
\$175,000-\$199,999	1	6.3%	189	189,000	189,000	31	31	100.0%	100.0%
\$200,000-\$249,999	2	12.5%	474	237,000	237,000	9	9	100.0%	100.0%
\$250,000-\$299,999	2	12.5%	550	274,950	274,950	34	34	98.3%	98.3%
\$300,000-\$399,999	1	6.3%	380	379,900	379,900	25	25	100.0%	100.0%
\$400,000-\$499,999	1	6.3%	415	414,900	414,900	1	1	100.0%	100.0%
\$500,000-\$749,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
\$750,000-\$999,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
All price ranges	16	100.0%	2,935	183,456	162,000	31	19	99.8%	100.0%

PENDING CONTRACTS ANALYSIS

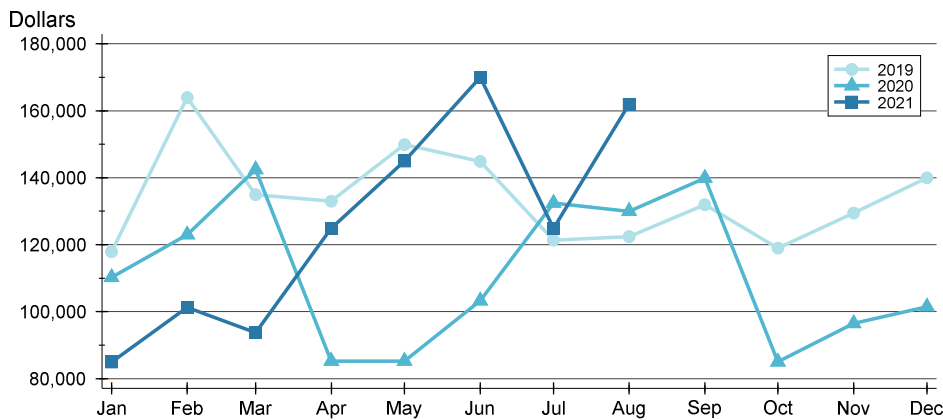
**CLAY COUNTY
ALL HOMES (NEW & EXISTING)
AS OF 9/5/2021**

AVERAGE PRICE >>



Month	2019	2020	2021
January	107,857	113,250	117,463
February	185,300	145,836	138,357
March	152,672	159,125	117,703
April	142,714	111,938	146,569
May	158,263	86,643	150,981
June	157,853	133,143	170,784
July	138,390	148,094	155,752
August	123,188	141,553	183,456
September	135,450	144,709	144,709
October	119,700	109,138	109,138
November	132,250	108,400	108,400
December	139,950	151,613	151,613

MEDIAN PRICE >>

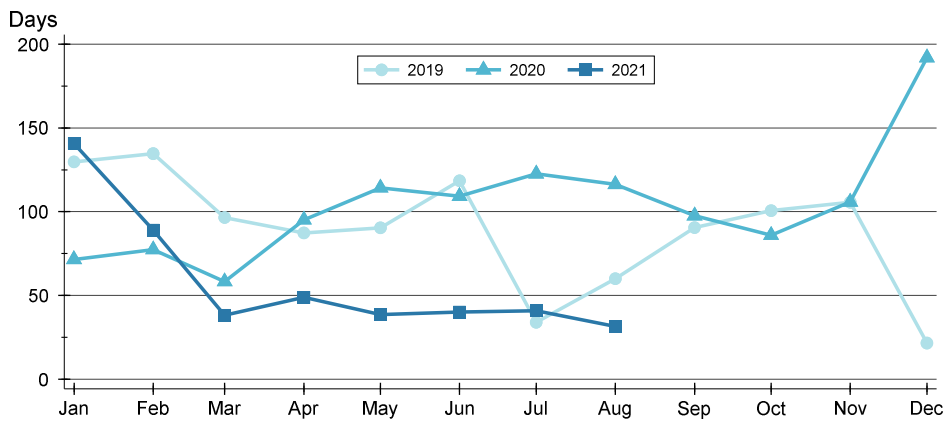


Month	2019	2020	2021
January	117,900	110,250	84,950
February	163,950	123,000	101,250
March	134,950	142,450	93,750
April	133,000	85,250	124,900
May	149,900	85,250	145,000
June	144,900	103,250	170,000
July	121,400	132,450	124,900
August	122,400	130,000	162,000
September	131,950	139,900	139,900
October	119,000	85,000	85,000
November	129,450	96,450	96,450
December	139,950	101,500	101,500

PENDING CONTRACTS ANALYSIS

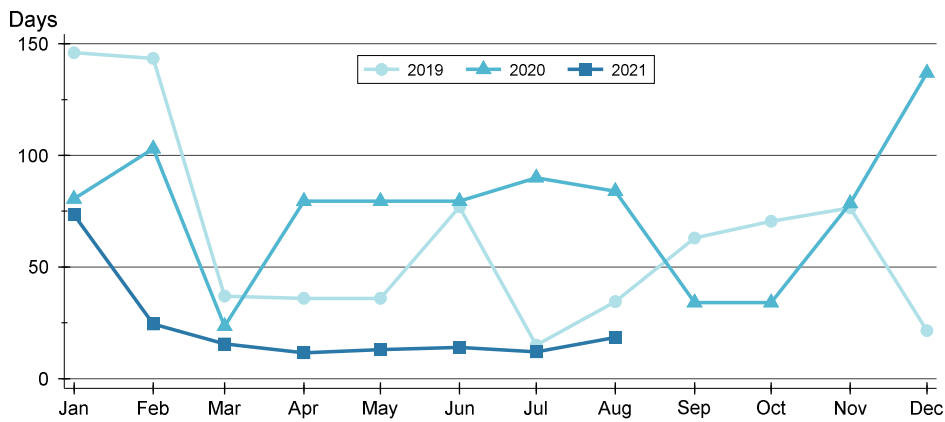
**CLAY COUNTY
ALL HOMES (NEW & EXISTING)
AS OF 9/5/2021**

AVERAGE DOM >>



Month	2019	2020	2021
January	130	72	141
February	135	77	89
March	97	58	38
April	87	95	49
May	90	114	38
June	119	109	40
July	34	123	41
August	60	116	31
September	91	98	
October	101	86	
November	106	106	
December	22	192	

MEDIAN DOM >>



Month	2019	2020	2021
January	146	81	74
February	144	103	25
March	37	24	16
April	36	80	12
May	36	80	13
June	77	80	14
July	15	90	12
August	35	84	19
September	63	34	
October	71	34	
November	77	79	
December	22	137	