

AUGUST 2021 >>

FLINT HILLS MLS STATISTICS



MARKET OVERVIEW >>

FHAR Jurisdiction Home Sales Rose in August

Total home sales in the Flint Hills Association eight-county jurisdiction rose by 1.4% last month to 222 units, compared to 219 units in August 2020. Total sales volume was \$48.3 million, up 11.0% from a year earlier.

The median sale price in August was \$205,000, up from \$179,900 a year earlier. Homes that sold in August were typically on the market for 10 days and sold for 100.0% of their list prices.

FHAR Jurisdiction Active Listings Down at End of August

The total number of active listings in the Flint Hills Association eight-county jurisdiction at the end of August was 453 units, down from 532 at the same point in 2020. This represents a 2.1 months' supply of homes available for sale. The median list price of homes on the market at the end of August was \$172,500.

During August, a total of 205 contracts were written down from 213 in August 2020. At the end of the month, there were 377 contracts pending, compared to 358 at the end of August 2020.

Your Association Working for You!

The Flint Hills MLS statistical reports are one of the many benefits you receive from being a member of the Flint Hills Association of REALTORS®. Through a partnership with the Kansas Association of REALTORS®, we will send you these reports each month to help you better serve your clients and promote your business.

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Flint Hills Association Eight-County Jurisdiction				
Current Month		August		
Summary Statistics		2021	2020	Change
Home Sales		222	219	1.4%
Active Listings		453	532	-14.8%
Months' Supply		2.1	3.0	-29.7%
New Listings		258	226	14.2%
Contracts Written		205	213	-3.8%
Pending Contracts		377	358	5.3%
Sales Volume (1,000s)		48,293	43,519	11.0%
Average	Sale Price	217,536	198,716	9.5%
	List Price of Actives	217,244	209,436	3.7%
	Days on Market	32	52	-38.7%
	Percent of List	98.4%	98.7%	-0.3%
	Percent of Original	97.1%	96.8%	0.3%
Median	Sale Price	205,000	179,900	14.0%
	List Price of Actives	172,500	165,000	4.5%
	Days on Market	10	27	-63.0%
	Percent of List	100.0%	98.9%	1.1%
	Percent of Original	99.2%	98.0%	1.1%

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THREE-YEAR COMPARISONS

SUMMARY >>

BREAKDOWNS BY HOME TYPE
**FLINT HILLS ASSOCIATION EIGHT-COUNTY
 JURISDICTION**
AS OF 9/5/2021

August MLS Statistics By Property Type		2021			2020			2019		
		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		222	210	12	219	211	8	189	178	11
Change from prior year		1.4%	-0.5%	50.0%	15.9%	18.5%	-27.3%	11.2%	17.9%	-42.1%
Active Listings		453	420	33	532	501	31	881	834	47
Change from prior year		-14.8%	-16.2%	6.5%	-39.6%	-39.9%	-34.0%	-6.2%	-3.1%	-39.7%
Months' Supply		2.1	2.1	3.3	3.0	3.0	3.4	5.9	6.0	4.9
Change from prior year		-29.7%	-31.2%	-3.4%	-48.7%	-49.6%	-30.4%	-18.5%	-19.3%	-16.0%
New Listings		258	252	6	226	218	8	248	240	8
Change from prior year		14.2%	15.6%	-25.0%	-8.9%	-9.2%	0.0%	-7.1%	-2.4%	-61.9%
Contracts Written		205	200	5	213	205	8	153	149	4
Change from prior year		-3.8%	-2.4%	-37.5%	39.2%	37.6%	100.0%	3.4%	6.4%	-50.0%
Pending Contracts		377	360	17	358	338	20	246	237	9
Change from prior year		5.3%	6.5%	-15.0%	45.5%	42.6%	122.2%	12.3%	16.7%	-43.8%
Sales Volume (1,000s)		48,293	43,982	4,311	43,519	40,863	2,656	39,182	35,755	3,428
Change from prior year		11.0%	7.6%	62.3%	11.1%	14.3%	-22.5%	27.1%	38.2%	-30.9%
Average	Sale Price	217,536	209,439	359,233	198,716	193,663	331,970	207,314	200,868	311,627
	Change from prior year	9.5%	8.1%	8.2%	-4.1%	-3.6%	6.5%	14.3%	17.3%	19.4%
	List Price of Actives	217,244	208,186	332,536	209,436	201,633	335,535	190,060	185,194	276,408
	Change from prior year	3.7%	3.2%	-0.9%	10.2%	8.9%	21.4%	-1.2%	0.7%	-3.1%
	Days on Market	32	31	48	52	52	54	76	75	99
	Change from prior year	-38.6%	-40.3%	-9.7%	-31.2%	-30.0%	-45.6%	0.8%	6.4%	-16.2%
Percent of List		98.4%	98.2%	101.5%	98.7%	98.6%	99.7%	97.5%	97.3%	100.7%
	Change from prior year	-0.3%	-0.4%	1.8%	1.2%	1.4%	-0.9%	1.1%	1.4%	0.2%
	Percent of Original	97.1%	96.6%	105.9%	96.8%	96.7%	99.7%	94.5%	94.1%	100.2%
Change from prior year	0.3%	-0.1%	6.2%	2.4%	2.7%	-0.5%	1.1%	1.5%	1.0%	
Median	Sale Price	205,000	197,950	326,300	179,900	172,500	335,000	178,500	174,000	279,000
	Change from prior year	14.0%	14.8%	-2.6%	0.8%	-0.9%	20.1%	6.6%	10.5%	13.0%
	List Price of Actives	172,500	164,500	319,900	165,000	159,900	315,000	160,000	154,900	258,000
	Change from prior year	4.5%	2.9%	1.6%	3.1%	3.2%	22.1%	-4.8%	-2.6%	-4.4%
	Days on Market	10	10	33	27	27	53	53	53	83
	Change from prior year	-63.0%	-64.8%	-38.1%	-49.1%	-49.1%	-36.7%	7.1%	8.2%	33.9%
	Percent of List	100.0%	100.0%	100.0%	98.9%	98.9%	99.6%	98.4%	98.3%	100.0%
Change from prior year	1.1%	1.1%	0.4%	0.5%	0.6%	-0.4%	0.8%	0.9%	0.5%	
Percent of Original	99.2%	98.9%	100.5%	98.0%	98.0%	99.6%	96.9%	96.8%	100.0%	
Change from prior year	1.1%	0.9%	0.9%	1.2%	1.2%	-0.4%	1.2%	1.3%	2.2%	

YEAR-TO-DATE STATISTICS

SUMMARY >>

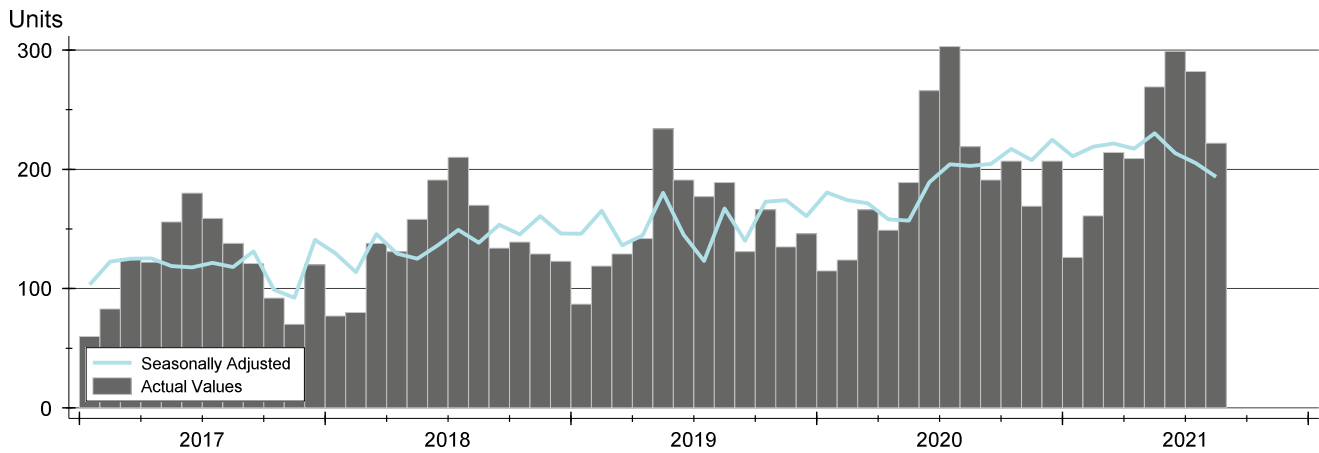
**YTD BREAKDOWNS BY HOME TYPE
FLINT HILLS ASSOCIATION EIGHT-COUNTY
JURISDICTION
AS OF 9/5/2021**

Year-to-Date Activity By Property Type		2021			2020			2019		
		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		1,782	1,698	84	1,531	1,459	72	1,268	1,186	82
Change from prior year		16.4%	16.4%	16.7%	20.7%	23.0%	-12.2%	9.8%	14.4%	-30.5%
New Listings		2,222	2,135	87	2,024	1,924	100	2,110	2,027	83
Change from prior year		9.8%	11.0%	-13.0%	-4.1%	-5.1%	20.5%	0.0%	4.1%	-48.8%
Contracts Written		1,920	1,834	86	1,685	1,602	83	1,314	1,237	77
Change from prior year		13.9%	14.5%	3.6%	28.2%	29.5%	7.8%	7.3%	11.7%	-34.7%
Sales Volume (1,000s)		366,354	337,797	28,558	291,375	269,557	21,818	241,314	217,796	23,518
Change from prior year		25.7%	25.3%	30.9%	20.7%	23.8%	-7.2%	8.0%	14.2%	-28.0%
Average	Sale Price	205,586	198,938	339,970	190,317	184,755	303,024	190,310	183,639	286,801
	Change from prior year	8.0%	7.7%	12.2%	0.0%	0.6%	5.7%	-1.6%	-0.2%	3.5%
	Days on Market	39	37	69	70	69	79	77	75	95
	Change from prior year	-44.2%	-46.0%	-12.9%	-9.1%	-8.1%	-16.9%	-0.9%	0.7%	-4.0%
	Percent of List	98.9%	98.8%	100.5%	97.2%	97.1%	100.1%	97.3%	97.0%	100.8%
Change from prior year	1.7%	1.8%	0.4%	-0.1%	0.0%	-0.7%	-0.1%	0.0%	0.4%	
Percent of Original	97.7%	97.5%	101.0%	95.0%	94.7%	99.6%	94.6%	94.2%	99.8%	
Change from prior year	2.9%	2.9%	1.4%	0.4%	0.5%	-0.2%	-0.8%	-0.7%	0.8%	
Median	Sale Price	188,750	184,500	324,950	175,000	170,000	282,000	173,500	166,125	278,500
	Change from prior year	7.9%	8.5%	15.2%	0.9%	2.3%	1.3%	-3.6%	-1.7%	5.1%
	Days on Market	10	9	45	34	34	34	46	43	80
	Change from prior year	-70.6%	-73.5%	30.9%	-26.1%	-20.9%	-57.5%	2.2%	-2.3%	15.9%
	Percent of List	100.0%	100.0%	100.0%	98.5%	98.4%	100.0%	98.3%	98.1%	100.0%
Change from prior year	1.5%	1.7%	0.0%	0.2%	0.3%	0.0%	0.0%	0.1%	0.0%	
Percent of Original	100.0%	100.0%	100.0%	97.4%	97.2%	100.0%	96.9%	96.6%	100.0%	
Change from prior year	2.7%	2.9%	0.0%	0.5%	0.6%	0.0%	0.1%	0.1%	0.7%	

CLOSED LISTINGS ANALYSIS

**FLINT HILLS ASSOCIATION EIGHT-COUNTY
JURISDICTION
ALL HOMES (NEW & EXISTING)
AS OF 9/5/2021**

HISTORY >>



SUMMARY >>

Summary Statistics for Closed Listings		August			Year-to-Date		
		2021	2020	Change	2021	2020	Change
Closed Listings		222	219	1.4%	1,782	1,531	16.4%
Volume (1,000s)		48,293	43,519	11.0%	366,354	291,375	25.7%
Average	Sale Price	217,536	198,716	9.5%	205,586	190,317	8.0%
	Days on Market	32	52	-38.6%	39	70	-44.2%
	Percent of List	98.4%	98.7%	-0.3%	98.9%	97.2%	1.7%
	Percent of Original	97.1%	96.8%	0.3%	97.7%	95.0%	2.9%
Median	Sale Price	205,000	179,900	14.0%	188,750	175,000	7.9%
	Days on Market	10	27	-63.0%	10	34	-70.6%
	Percent of List	100.0%	98.9%	1.1%	100.0%	98.5%	1.5%
	Percent of Original	99.2%	98.0%	1.1%	100.0%	97.4%	2.7%

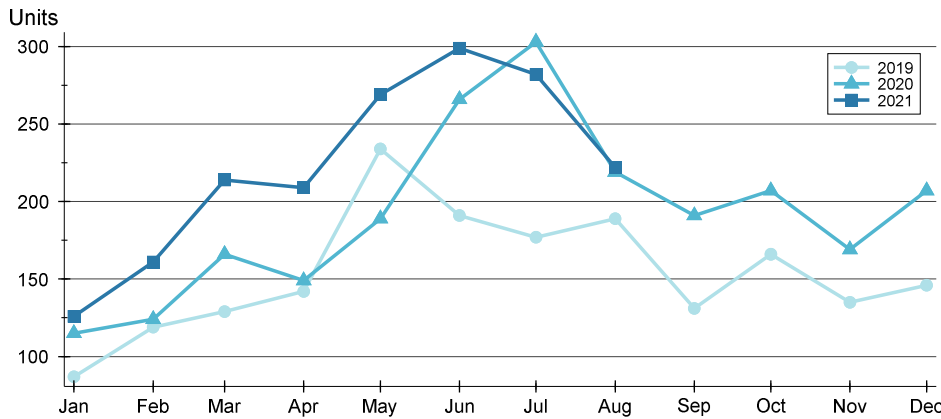
A total of 222 homes sold in the Flint Hills Association eight-county jurisdiction in August, up from 219 units in August 2020. Total sales volume rose to \$48.3 million compared to \$43.5 million in the previous year.

The median sales price in August was \$205,000, up 14.0% compared to the prior year. Median days on market was 10 days, up from 6 days in July, but down from 27 in August 2020.

CLOSED LISTINGS ANALYSIS

**FLINT HILLS ASSOCIATION EIGHT-COUNTY
JURISDICTION
ALL HOMES (NEW & EXISTING)
AS OF 9/5/2021**

BY MONTH >>



Month	2019	2020	2021
January	87	115	126
February	119	124	161
March	129	166	214
April	142	149	209
May	234	189	269
June	191	266	299
July	177	303	282
August	189	219	222
September	131	191	
October	166	207	
November	135	169	
December	146	207	

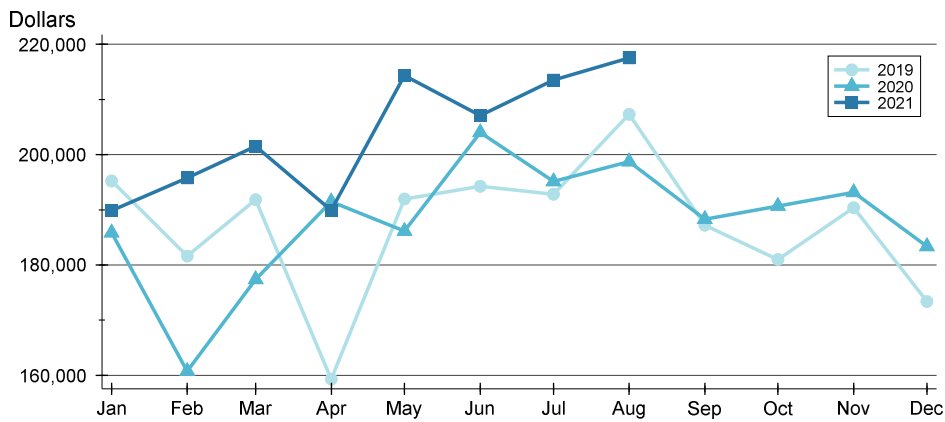
BY PRICE RANGE >>

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	1	0.5%	16	16,000	16,000	172	172	88.9%	88.9%	40.1%	40.1%
\$25,000-\$49,999	7	3.2%	245	35,000	32,000	138	79	82.3%	80.2%	74.7%	71.1%
\$50,000-\$99,999	24	10.8%	1,770	73,753	73,950	58	40	94.4%	94.5%	90.9%	93.1%
\$100,000-\$124,999	13	5.9%	1,451	111,604	115,000	23	10	99.9%	99.5%	96.5%	99.0%
\$125,000-\$149,999	13	5.9%	1,827	140,519	141,400	24	5	97.6%	99.0%	97.3%	97.6%
\$150,000-\$174,999	26	11.7%	4,247	163,363	165,000	22	14	97.9%	98.5%	97.5%	98.1%
\$175,000-\$199,999	23	10.4%	4,295	186,752	185,000	16	5	99.8%	100.0%	99.8%	100.0%
\$200,000-\$249,999	43	19.4%	9,749	226,713	228,000	25	14	98.9%	100.0%	97.5%	99.6%
\$250,000-\$299,999	27	12.2%	7,364	272,724	275,000	20	9	99.7%	100.0%	98.9%	100.0%
\$300,000-\$399,999	33	14.9%	11,131	337,306	328,099	29	8	101.0%	100.0%	100.2%	100.0%
\$400,000-\$499,999	8	3.6%	3,390	423,688	421,750	25	8	102.8%	102.0%	102.6%	102.0%
\$500,000-\$749,999	3	1.4%	1,909	636,281	619,900	70	48	100.3%	100.0%	118.0%	100.8%
\$750,000-\$999,999	1	0.5%	900	900,000	900,000	60	60	100.1%	100.1%	109.1%	109.1%
\$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	222	100.0%	48,293	217,536	205,000	32	10	98.4%	100.0%	97.1%	99.2%

CLOSED LISTINGS ANALYSIS

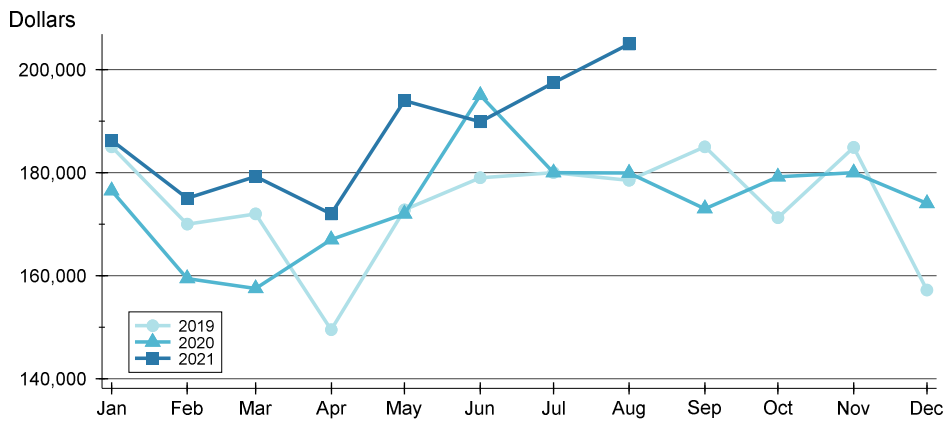
**FLINT HILLS ASSOCIATION EIGHT-COUNTY
JURISDICTION
ALL HOMES (NEW & EXISTING)
AS OF 9/5/2021**

AVERAGE PRICE >>



Month	2019	2020	2021
January	195,233	185,848	189,873
February	181,621	160,770	195,791
March	191,857	177,383	201,520
April	159,326	191,474	189,928
May	191,975	186,136	214,366
June	194,277	204,033	207,079
July	192,826	195,117	213,522
August	207,314	198,716	217,536
September	187,222	188,275	
October	181,021	190,691	
November	190,378	193,146	
December	173,381	183,358	

MEDIAN PRICE >>

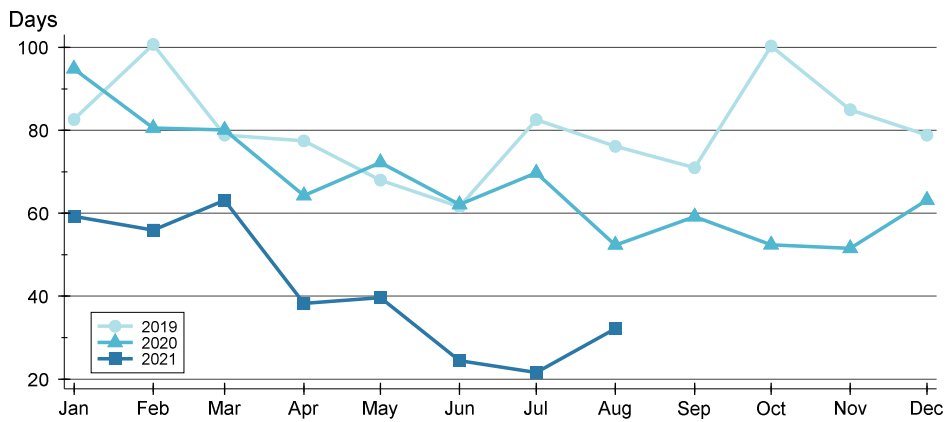


Month	2019	2020	2021
January	185,000	176,500	186,250
February	170,000	159,450	175,000
March	172,000	157,500	179,250
April	149,500	167,000	172,000
May	172,750	172,000	194,000
June	179,000	195,000	189,900
July	180,000	180,000	197,450
August	178,500	179,900	205,000
September	185,000	173,000	
October	171,250	179,200	
November	184,900	180,000	
December	157,200	174,000	

CLOSED LISTINGS ANALYSIS

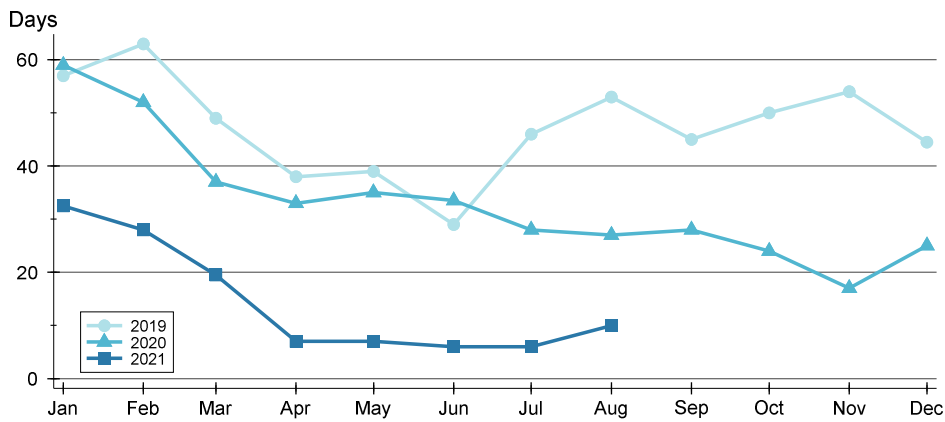
**FLINT HILLS ASSOCIATION EIGHT-COUNTY
JURISDICTION
ALL HOMES (NEW & EXISTING)
AS OF 9/5/2021**

AVERAGE DOM >>



Month	2019	2020	2021
January	83	95	59
February	101	81	56
March	80	80	63
April	77	64	38
May	68	72	40
June	62	62	24
July	83	70	22
August	76	52	32
September	71	59	
October	100	52	
November	85	52	
December	79	63	

MEDIAN DOM >>

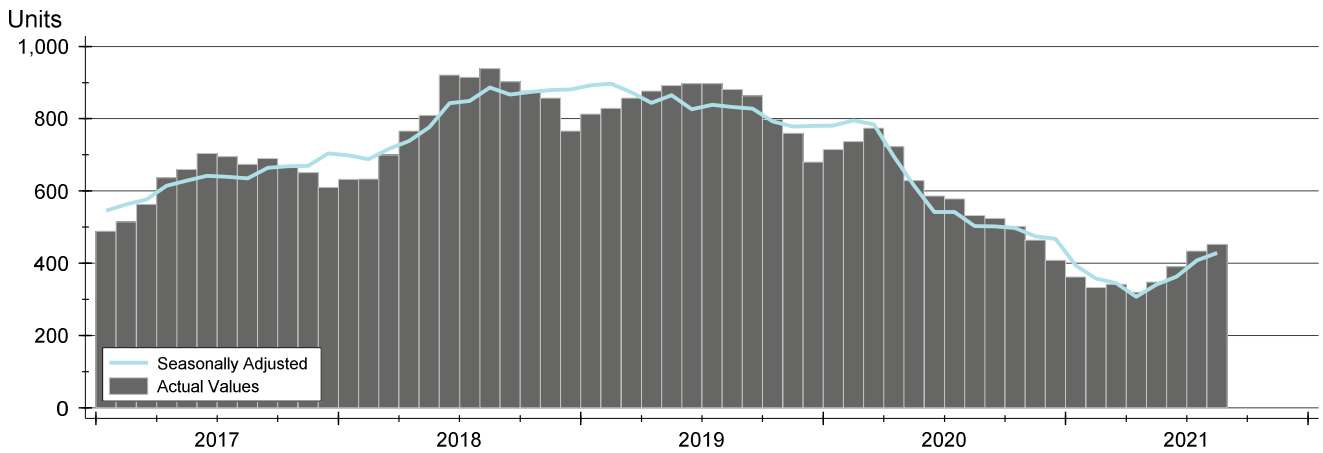


Month	2019	2020	2021
January	57	59	33
February	63	52	28
March	49	37	20
April	38	33	7
May	39	35	7
June	29	34	6
July	46	28	6
August	53	27	10
September	45	28	
October	50	24	
November	54	17	
December	45	25	

ACTIVE LISTINGS ANALYSIS

**FLINT HILLS ASSOCIATION EIGHT-COUNTY
JURISDICTION
ALL HOMES (NEW & EXISTING)
AS OF 9/5/2021**

HISTORY >>



SUMMARY >>

Summary Statistics for Active Listings		End of August		
		2021	2020	Change
Active Listings		453	532	-14.8%
Months' Supply		2.1	3.0	-29.7%
Volume (1,000s)		98,412	111,420	-11.7%
Average	List Price	217,244	209,436	3.7%
	Days on Market	73	110	-33.3%
	Percent of Original	97.3%	97.1%	0.2%
Median	List Price	172,500	165,000	4.5%
	Days on Market	50	67	-24.8%
	Percent of Original	100.0%	100.0%	0.0%

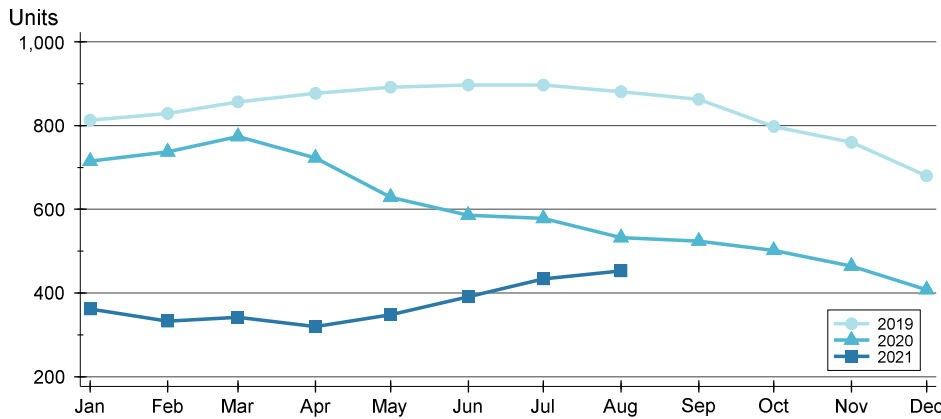
A total of 453 homes were available for sale in the Flint Hills Association eight-county jurisdiction at the end of August. This represents a 2.1 months' supply of active listings.

The median list price of homes on the market at the end of August was \$172,500, up 4.5% from 2020. The typical time on market for active listings was 50 days, down from 67 days a year earlier.

ACTIVE LISTINGS ANALYSIS

**FLINT HILLS ASSOCIATION EIGHT-COUNTY
JURISDICTION
ALL HOMES (NEW & EXISTING)
AS OF 9/5/2021**

BY MONTH >>



Month	2019	2020	2021
January	813	715	362
February	829	737	333
March	857	774	342
April	877	723	320
May	892	629	348
June	897	586	391
July	897	578	434
August	881	532	453
September	863	524	
October	798	502	
November	760	464	
December	680	408	

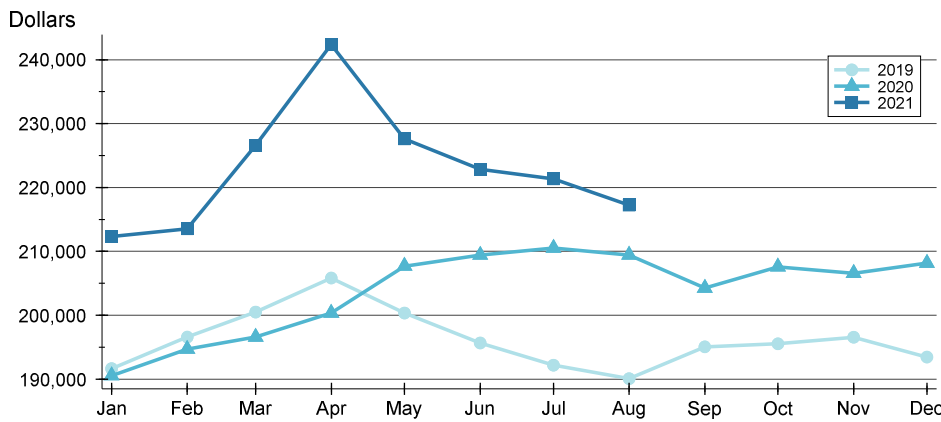
BY PRICE RANGE >>

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	2	0.4%	38	2.0	18,750	18,750	109	109	81.4%	81.4%
\$25,000-\$49,999	17	3.8%	672	2.4	39,529	40,000	96	78	92.0%	92.5%
\$50,000-\$99,999	60	13.2%	4,831	2.5	80,510	83,750	79	69	96.8%	100.0%
\$100,000-\$124,999	50	11.0%	5,647	3.8	112,934	114,700	56	44	97.1%	100.0%
\$125,000-\$149,999	50	11.0%	6,814	3.8	136,286	135,000	63	49	98.2%	100.0%
\$150,000-\$174,999	50	11.0%	8,076	1.9	161,514	160,000	54	53	97.9%	100.0%
\$175,000-\$199,999	34	7.5%	6,326	1.5	186,070	185,000	66	41	96.9%	98.9%
\$200,000-\$249,999	68	15.0%	15,325	1.6	225,373	223,450	77	42	97.1%	99.3%
\$250,000-\$299,999	38	8.4%	10,394	1.4	273,532	275,000	49	42	98.7%	100.0%
\$300,000-\$399,999	56	12.4%	19,589	1.7	349,805	353,948	75	55	99.9%	100.0%
\$400,000-\$499,999	8	1.8%	3,738	1.0	467,213	477,500	98	39	94.9%	100.0%
\$500,000-\$749,999	10	2.2%	5,644	3.3	564,420	549,950	148	72	92.8%	100.0%
\$750,000-\$999,999	6	1.3%	5,318	6.0	886,333	910,000	265	151	93.2%	96.0%
\$1,000,000 and up	4	0.9%	6,000	N/A	1,500,000	1,325,000	131	103	100.0%	100.0%
All price ranges	453	100.0%	98,412	2.0	217,244	172,500	73	50	97.3%	100.0%

ACTIVE LISTINGS ANALYSIS

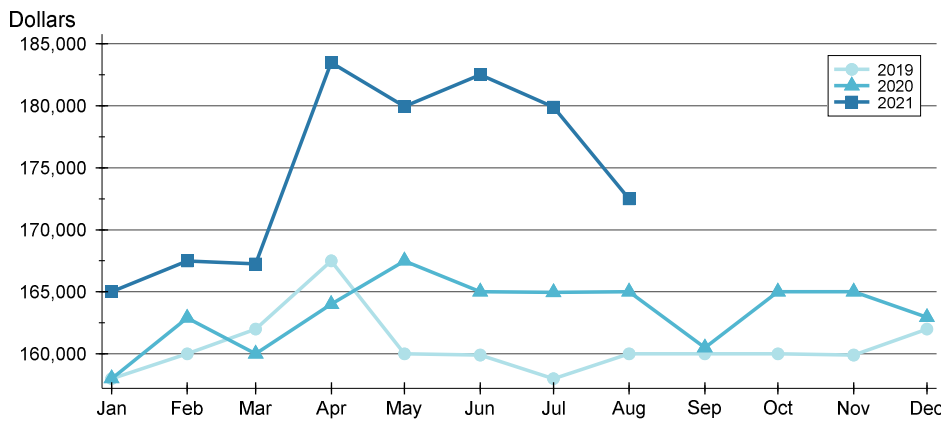
**FLINT HILLS ASSOCIATION EIGHT-COUNTY
JURISDICTION
ALL HOMES (NEW & EXISTING)
AS OF 9/5/2021**

AVERAGE PRICE >>



Month	2019	2020	2021
January	191,634	190,551	212,332
February	196,572	194,694	213,504
March	200,489	196,581	226,585
April	205,826	200,348	242,408
May	200,339	207,689	227,614
June	195,657	209,428	222,830
July	192,177	210,516	221,336
August	190,060	209,436	217,244
September	195,056	204,237	-
October	195,524	207,583	-
November	196,554	206,579	-
December	193,452	208,140	-

MEDIAN PRICE >>

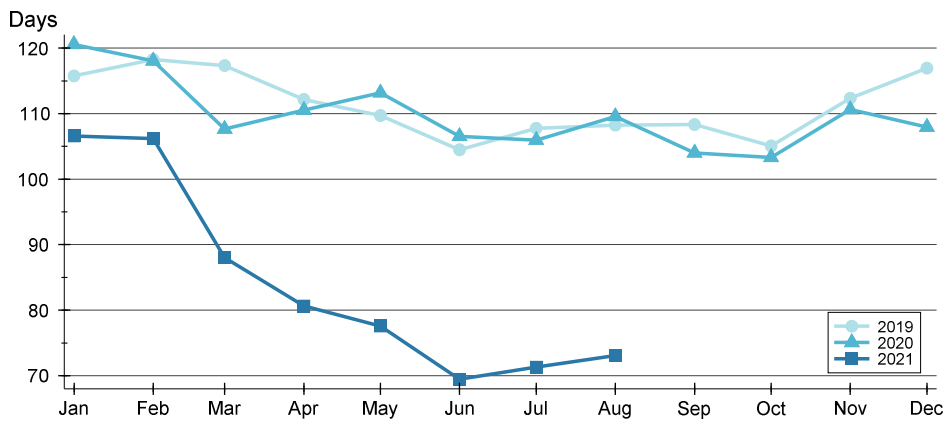


Month	2019	2020	2021
January	158,000	158,000	165,000
February	160,000	162,900	167,500
March	162,000	160,000	167,250
April	167,500	164,000	183,500
May	160,000	167,500	179,950
June	159,900	165,000	182,500
July	158,000	164,950	179,900
August	160,000	165,000	172,500
September	160,000	160,500	-
October	160,000	165,000	-
November	159,900	165,000	-
December	162,000	162,950	-

ACTIVE LISTINGS ANALYSIS

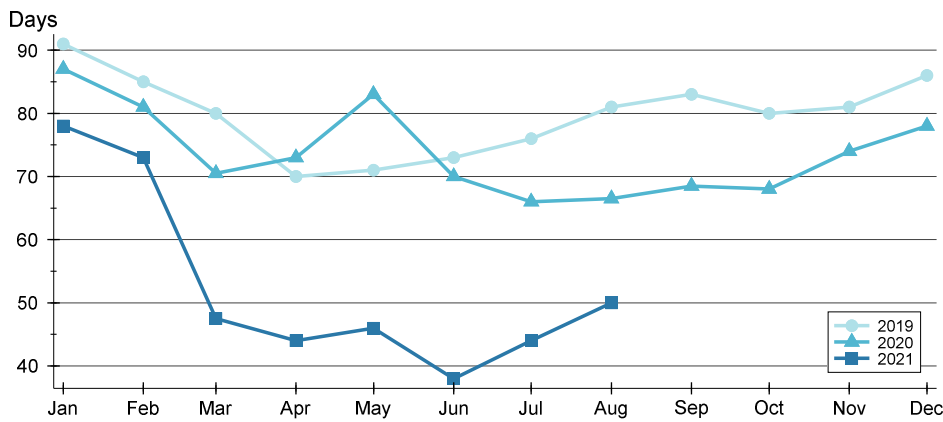
**FLINT HILLS ASSOCIATION EIGHT-COUNTY
JURISDICTION
ALL HOMES (NEW & EXISTING)
AS OF 9/5/2021**

AVERAGE DOM >>



Month	2019	2020	2021
January	116	121	107
February	118	118	106
March	117	108	88
April	112	111	81
May	110	113	78
June	104	107	69
July	108	106	71
August	108	110	73
September	108	104	
October	105	103	
November	112	111	
December	117	108	

MEDIAN DOM >>

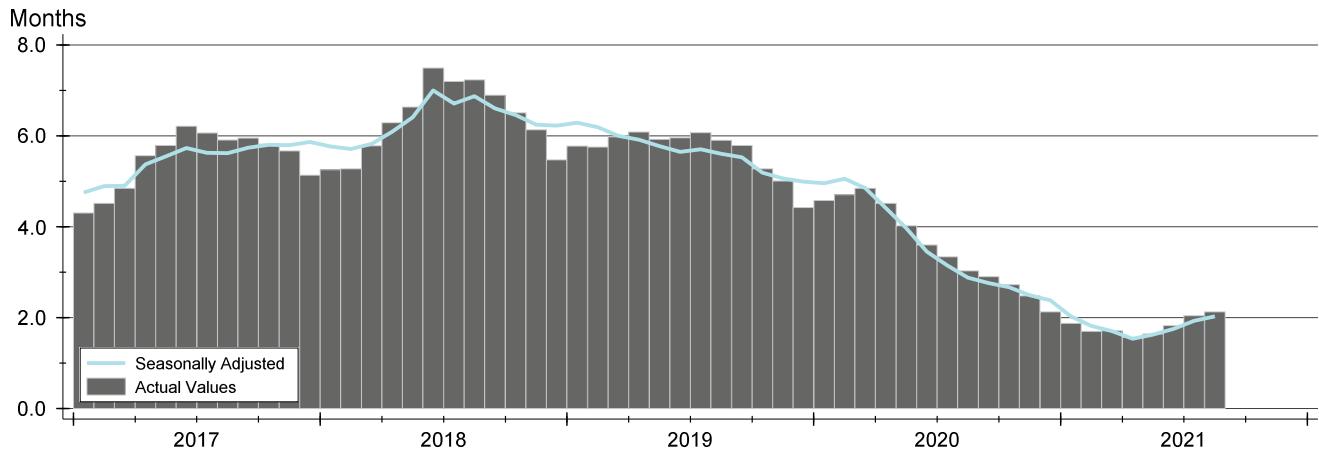


Month	2019	2020	2021
January	91	87	78
February	85	81	73
March	80	71	48
April	70	73	44
May	71	83	46
June	73	70	38
July	76	66	44
August	81	67	50
September	83	69	
October	80	68	
November	81	74	
December	86	78	

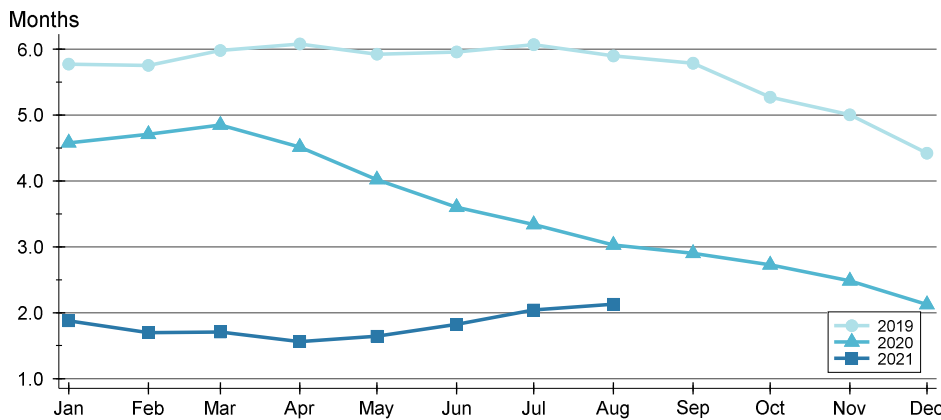
MONTHS' SUPPLY ANALYSIS

**FLINT HILLS ASSOCIATION EIGHT-COUNTY
JURISDICTION
ALL HOMES (NEW & EXISTING)
AS OF 9/5/2021**

HISTORY >>



BY MONTH >>

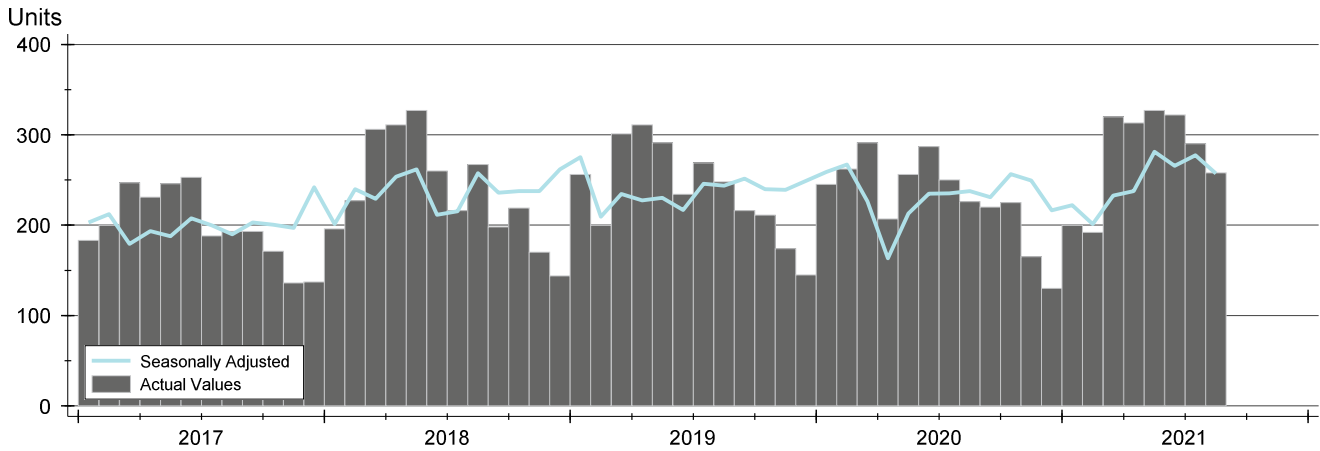


Month	2019	2020	2021
January	5.8	4.6	1.9
February	5.8	4.7	1.7
March	6.0	4.8	1.7
April	6.1	4.5	1.6
May	5.9	4.0	1.6
June	6.0	3.6	1.8
July	6.1	3.3	2.0
August	5.9	3.0	2.1
September	5.8	2.9	2.9
October	5.3	2.7	2.7
November	5.0	2.5	2.5
December	4.4	2.1	2.1

NEW LISTINGS ANALYSIS

**FLINT HILLS ASSOCIATION EIGHT-COUNTY
JURISDICTION
ALL HOMES (NEW & EXISTING)
AS OF 9/5/2021**

HISTORY >>



SUMMARY >>

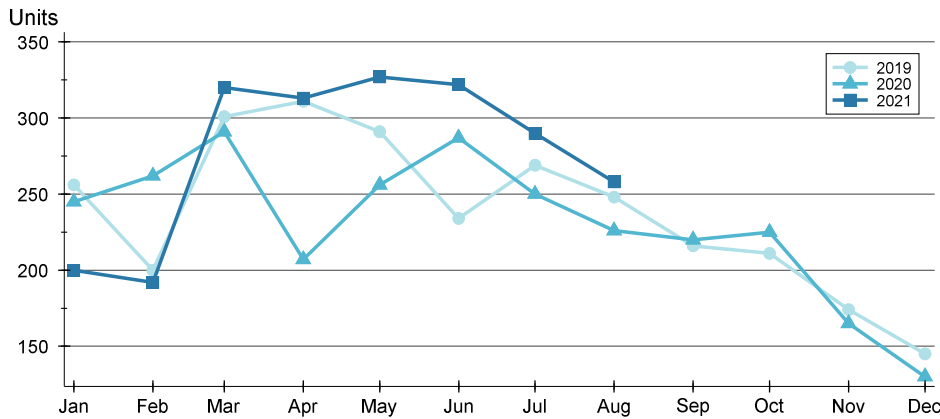
Summary Statistics for New Listings		August		
		2021	2020	Change
Current Month	New Listings	258	226	14.2%
	Volume (1,000s)	50,421	43,944	14.7%
	Average List Price	195,430	194,444	0.5%
	Median List Price	180,000	170,000	5.9%
YTD	New Listings	2,222	2,024	9.8%
	Volume (1,000s)	467,874	401,400	16.6%
	Average List Price	210,564	198,320	6.2%
	Median List Price	189,000	178,750	5.7%

A total of 258 new listings were added in the Flint Hills Association eight-county jurisdiction during August, up 14.2% from the same month in 2020. Year-to-date the Flint Hills Association eight-county jurisdiction has seen 2,222 new listings. The median list price of these homes was \$180,000 up from \$170,000 in 2020.

NEW LISTINGS ANALYSIS

**FLINT HILLS ASSOCIATION EIGHT-COUNTY
JURISDICTION
ALL HOMES (NEW & EXISTING)
AS OF 9/5/2021**

BY MONTH >>



Month	2019	2020	2021
January	256	245	200
February	200	262	192
March	301	291	320
April	311	207	313
May	291	256	327
June	234	287	322
July	269	250	290
August	248	226	258
September	216	220	
October	211	225	
November	174	165	
December	145	130	

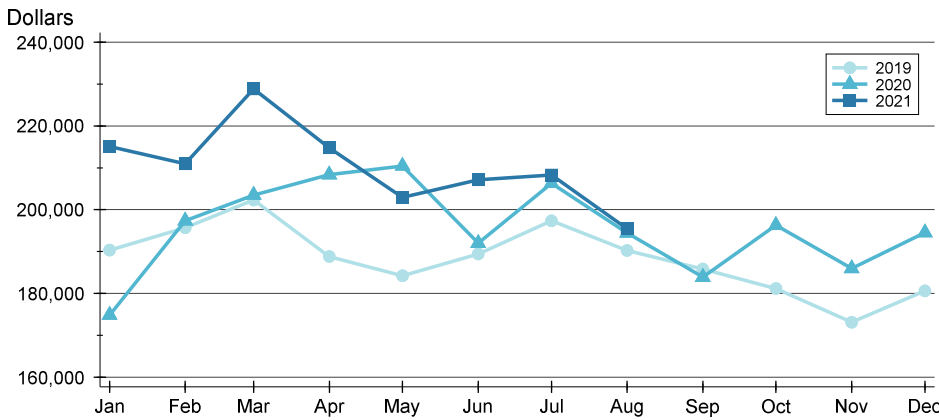
BY PRICE RANGE >>

Price Range	New Listings			List Price	
	Number	Percent	Volume	Average	Median
Below \$25,000	1	0.4%	8	8,000	8,000
\$25,000-\$49,999	8	3.1%	270	33,700	32,500
\$50,000-\$99,999	30	11.6%	2,381	79,353	79,950
\$100,000-\$124,999	25	9.7%	2,837	113,460	114,900
\$125,000-\$149,999	29	11.2%	3,939	135,824	138,000
\$150,000-\$174,999	26	10.1%	4,209	161,888	160,450
\$175,000-\$199,999	34	13.2%	6,280	184,706	183,950
\$200,000-\$249,999	49	19.0%	11,084	226,209	225,000
\$250,000-\$299,999	25	9.7%	6,800	271,984	270,000
\$300,000-\$399,999	21	8.1%	7,058	336,071	339,000
\$400,000-\$499,999	8	3.1%	3,587	448,363	440,000
\$500,000-\$749,999	1	0.4%	520	519,900	519,900
\$750,000-\$999,999	0	0.0%	0	N/A	N/A
\$1,000,000 and up	1	0.4%	1,450	1,450,000	1,450,000
All price ranges	258	100.0%	50,421	195,430	180,000

NEW LISTINGS ANALYSIS

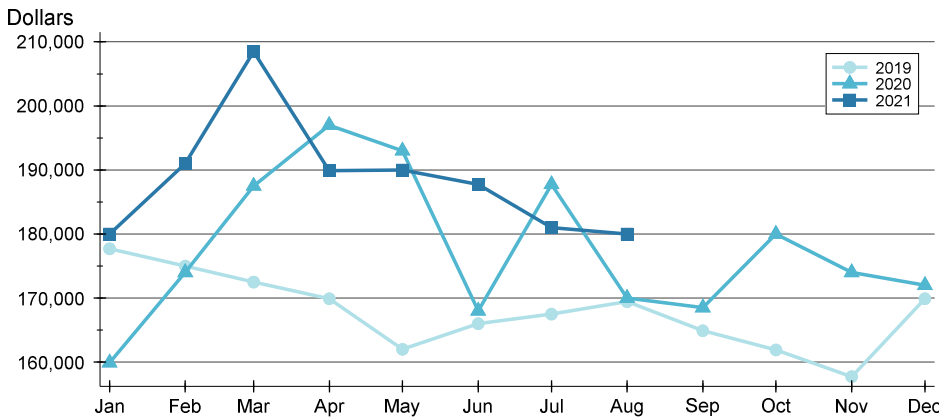
**FLINT HILLS ASSOCIATION EIGHT-COUNTY
JURISDICTION
ALL HOMES (NEW & EXISTING)
AS OF 9/5/2021**

AVERAGE PRICE >>



Month	2019	2020	2021
January	190,353	174,831	215,098
February	195,685	197,342	210,993
March	202,333	203,512	228,907
April	188,812	208,370	214,775
May	184,221	210,466	202,916
June	189,446	191,995	207,132
July	197,324	206,327	208,270
August	190,270	194,444	195,430
September	185,832	183,900	
October	181,166	196,266	
November	173,087	185,957	
December	180,580	194,515	

MEDIAN PRICE >>

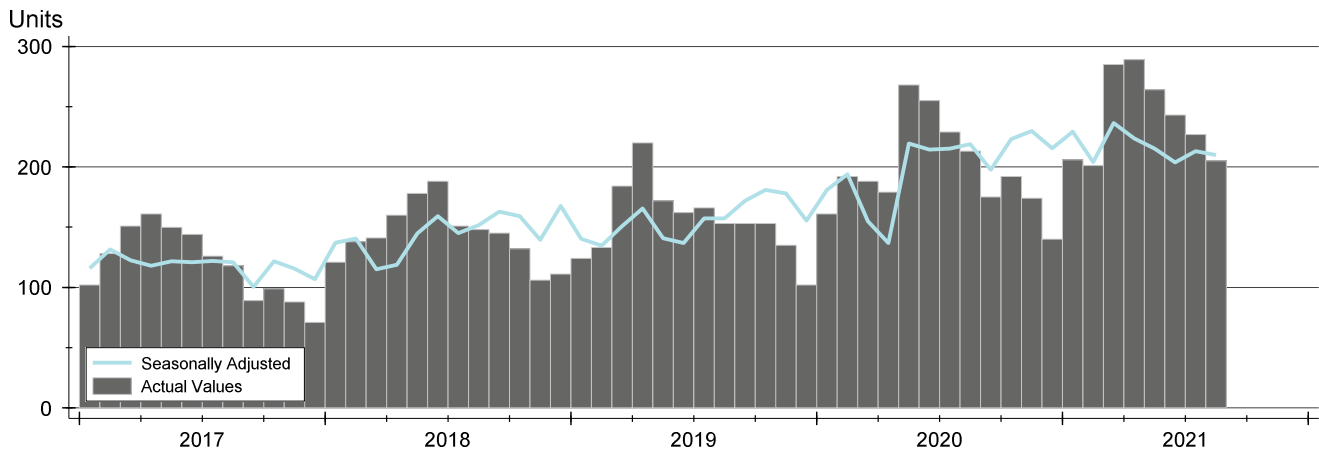


Month	2019	2020	2021
January	177,700	159,900	180,000
February	175,000	174,000	191,000
March	172,500	187,500	208,500
April	169,900	197,000	189,900
May	162,000	193,000	190,000
June	166,000	168,000	187,750
July	167,500	187,750	181,000
August	169,450	170,000	180,000
September	164,900	168,500	
October	161,900	180,000	
November	157,750	174,000	
December	169,900	172,000	

CONTRACTS WRITTEN ANALYSIS

**FLINT HILLS ASSOCIATION EIGHT-COUNTY
JURISDICTION
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		205	213	-3.8%	1,920	1,685	13.9%
Volume (1,000s)		38,992	43,362	-10.1%	400,492	330,951	21.0%
Average	Sale Price	190,204	203,578	-6.6%	208,590	196,410	6.2%
	Days on Market	34	54	-36.8%	36	65	-45.5%
	Percent of Original	97.9%	96.0%	2.0%	98.1%	95.2%	3.0%
Median	Sale Price	180,000	187,500	-4.0%	189,900	179,900	5.6%
	Days on Market	16	26	-38.5%	9	31	-71.0%
	Percent of Original	100.0%	98.0%	2.0%	100.0%	97.6%	2.5%

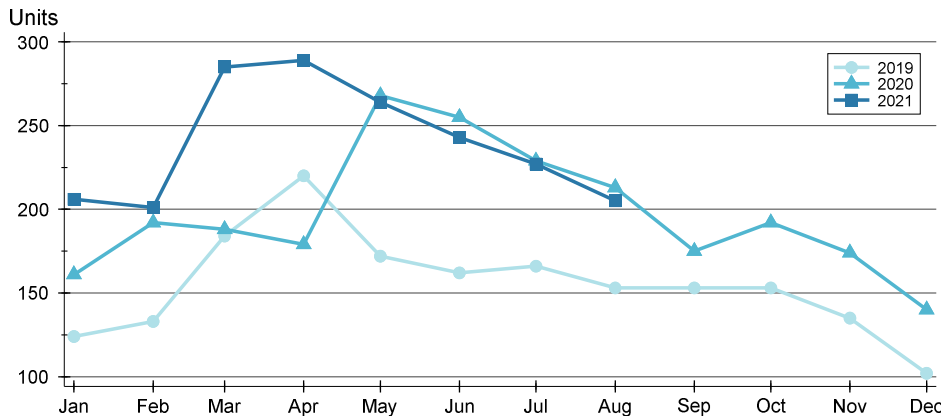
A total of 205 contracts for sale were written in the Flint Hills Association eight-county jurisdiction during the month of August, down from 213 in 2020. The median list price of these homes was \$180,000, down

Half of the homes that went under contract in August were on the market less than 16 days, compared to 26 days in August 2020.

CONTRACTS WRITTEN ANALYSIS

**FLINT HILLS ASSOCIATION EIGHT-COUNTY
JURISDICTION
ALL HOMES (NEW & EXISTING)
AS OF 9/5/2021**

BY MONTH >>



Month	2019	2020	2021
January	124	161	206
February	133	192	201
March	184	188	285
April	220	179	289
May	172	268	264
June	162	255	243
July	166	229	227
August	153	213	205
September	153	175	
October	153	192	
November	135	174	
December	102	140	

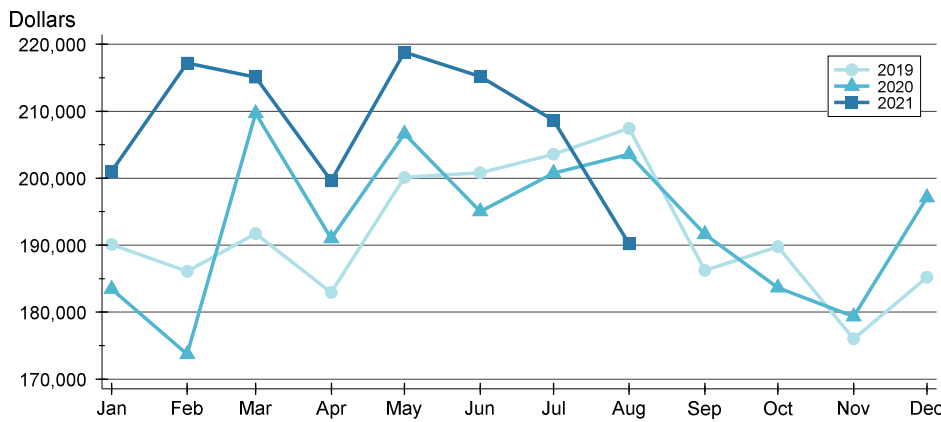
BY PRICE RANGE >>

Price Range	Contracts Written			List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median
Below \$25,000	1	0.5%	8	8,000	8,000	6	6	0.0%	0.0%
\$25,000-\$49,999	8	3.9%	285	35,625	34,500	63	28	85.6%	86.2%
\$50,000-\$99,999	28	13.7%	2,198	78,489	79,900	55	23	96.2%	100.0%
\$100,000-\$124,999	16	7.8%	1,814	113,350	113,750	52	12	97.5%	100.0%
\$125,000-\$149,999	21	10.2%	2,826	134,576	134,900	20	6	98.8%	100.0%
\$150,000-\$174,999	15	7.3%	2,487	165,807	164,900	20	14	98.9%	100.0%
\$175,000-\$199,999	31	15.1%	5,712	184,252	180,000	26	12	98.7%	100.0%
\$200,000-\$249,999	34	16.6%	7,747	227,866	225,000	20	11	99.0%	100.0%
\$250,000-\$299,999	32	15.6%	8,753	273,538	270,000	41	25	98.7%	100.0%
\$300,000-\$399,999	12	5.9%	4,074	339,492	343,750	24	18	99.6%	100.0%
\$400,000-\$499,999	6	2.9%	2,523	420,500	419,500	21	13	98.7%	100.0%
\$500,000-\$749,999	1	0.5%	565	565,000	565,000	155	155	100.0%	100.0%
\$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	205	100.0%	38,992	190,204	180,000	34	16	97.9%	100.0%

CONTRACTS WRITTEN ANALYSIS

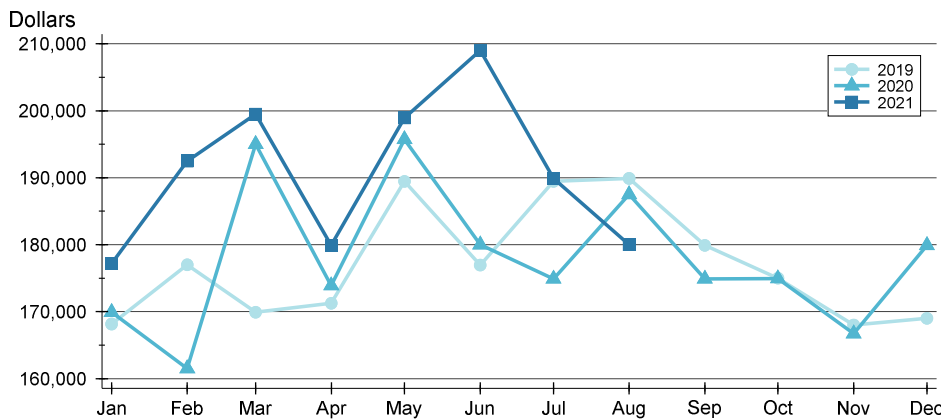
**FLINT HILLS ASSOCIATION EIGHT-COUNTY
JURISDICTION
ALL HOMES (NEW & EXISTING)
AS OF 9/5/2021**

AVERAGE PRICE >>



Month	2019	2020	2021
January	190,108	183,447	201,053
February	186,095	173,700	217,188
March	191,726	209,678	215,104
April	182,939	191,004	199,633
May	200,121	206,649	218,847
June	200,823	195,044	215,187
July	203,602	200,768	208,652
August	207,447	203,578	190,204
September	186,236	191,630	
October	189,782	183,658	
November	176,021	179,335	
December	185,219	197,115	

MEDIAN PRICE >>

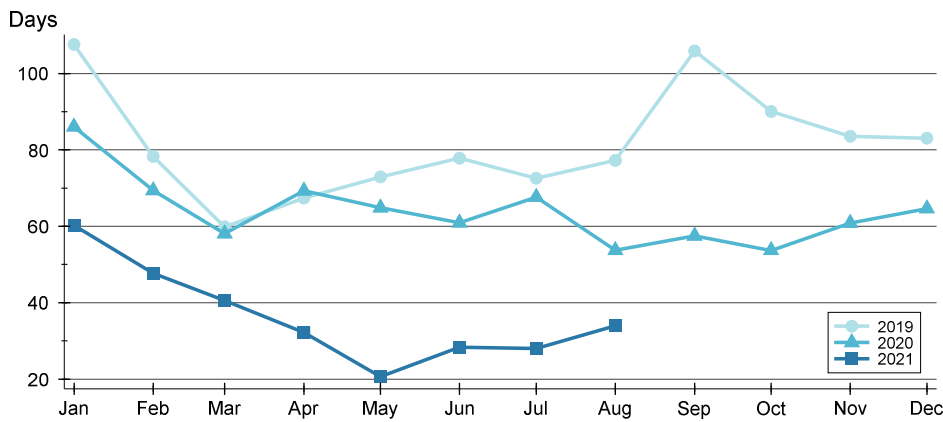


Month	2019	2020	2021
January	168,150	169,900	177,200
February	177,000	161,500	192,500
March	169,900	195,000	199,500
April	171,250	173,900	179,900
May	189,450	195,750	198,950
June	176,950	180,000	209,000
July	189,450	174,900	189,900
August	189,900	187,500	180,000
September	179,900	174,900	
October	175,000	174,950	
November	168,000	166,700	
December	169,000	179,900	

CONTRACTS WRITTEN ANALYSIS

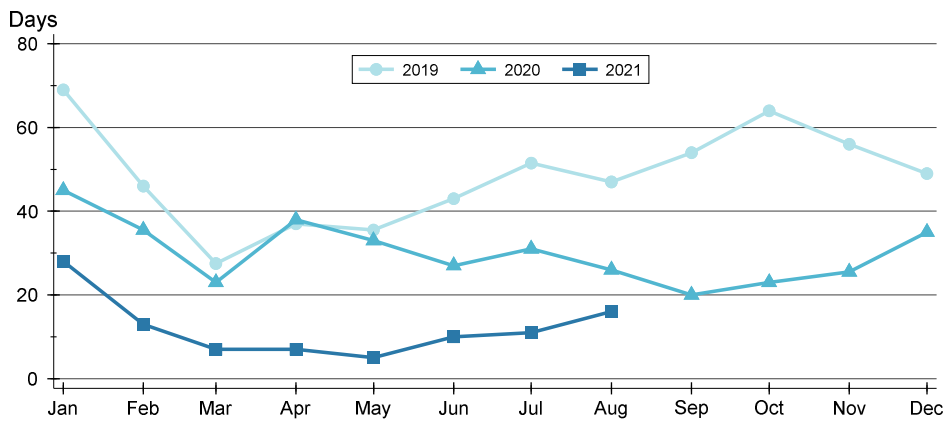
**FLINT HILLS ASSOCIATION EIGHT-COUNTY
JURISDICTION
ALL HOMES (NEW & EXISTING)
AS OF 9/5/2021**

AVERAGE DOM >>



Month	2019	2020	2021
January	108	86	60
February	78	69	48
March	60	58	41
April	67	69	32
May	73	65	21
June	78	61	28
July	73	68	28
August	77	54	34
September	106	57	
October	90	54	
November	84	61	
December	83	65	

MEDIAN DOM >>

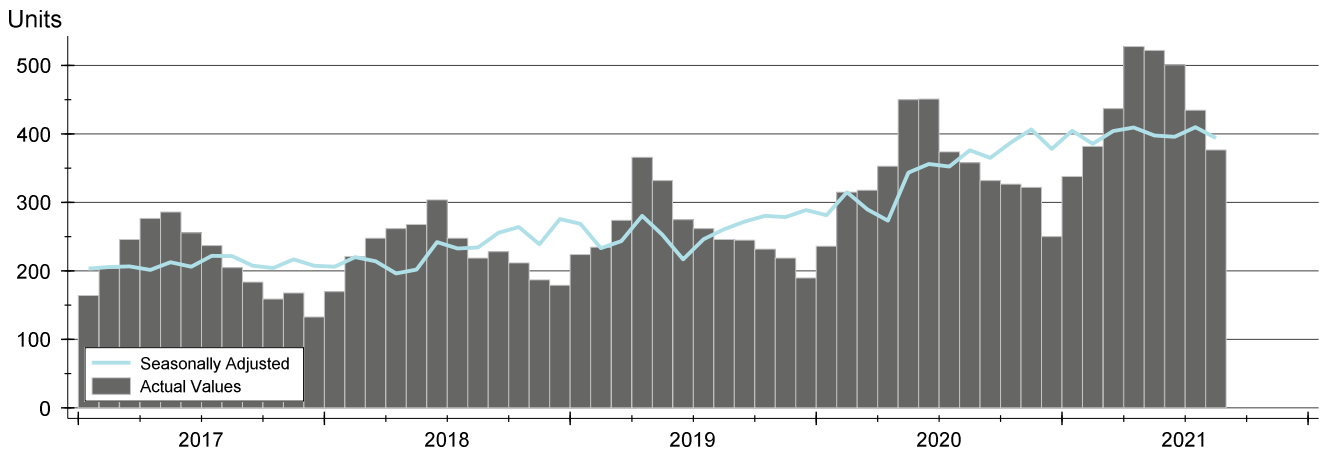


Month	2019	2020	2021
January	69	45	28
February	46	36	13
March	28	23	7
April	37	38	7
May	36	33	5
June	43	27	10
July	52	31	11
August	47	26	16
September	54	20	
October	64	23	
November	56	26	
December	49	35	

PENDING CONTRACTS ANALYSIS

**FLINT HILLS ASSOCIATION EIGHT-COUNTY
JURISDICTION
ALL HOMES (NEW & EXISTING)
AS OF 9/5/2021**

HISTORY >>



SUMMARY >>

Summary Statistics for Active Listings		End of August		
		2021	2020	Change
Active Listings		377	358	5.3%
Volume (1,000s)		79,161	70,873	11.7%
Average	List Price	209,977	197,970	6.1%
	Days on Market	35	56	-37.0%
	Percent of Original	98.8%	98.5%	0.3%
Median	List Price	189,900	184,900	2.7%
	Days on Market	14	28	-50.0%
	Percent of Original	100.0%	100.0%	0.0%

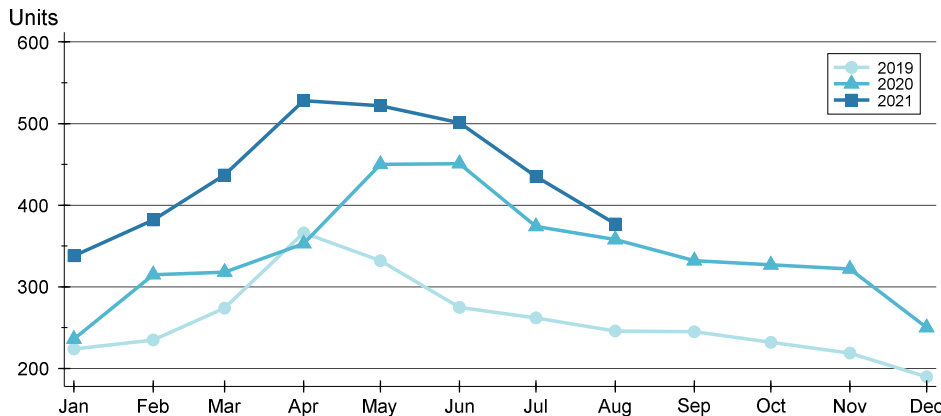
A total of 377 listings in the Flint Hills Association eight-county jurisdiction had contracts pending at the end of August, up from 358 contracts pending at the end of August 2020.

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

**FLINT HILLS ASSOCIATION EIGHT-COUNTY
JURISDICTION
ALL HOMES (NEW & EXISTING)
AS OF 9/5/2021**

BY MONTH >>



Month	2019	2020	2021
January	224	236	338
February	235	315	382
March	274	318	437
April	366	353	528
May	332	450	522
June	275	451	501
July	262	374	435
August	246	358	377
September	245	332	
October	232	327	
November	219	322	
December	190	250	

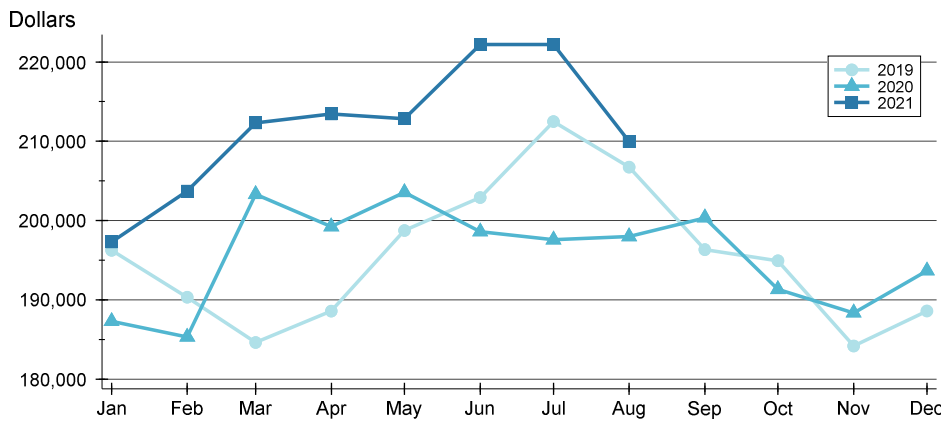
BY PRICE RANGE >>

Price Range	Contracts Written			List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median
Below \$25,000	1	0.3%	8	8,000	8,000	6	6	100.0%	100.0%
\$25,000-\$49,999	10	2.7%	365	36,490	34,500	66	42	90.9%	93.9%
\$50,000-\$99,999	45	11.9%	3,531	78,467	79,900	59	18	98.5%	100.0%
\$100,000-\$124,999	19	5.0%	2,179	114,679	115,000	55	13	97.9%	100.0%
\$125,000-\$149,999	38	10.1%	5,121	134,771	134,900	33	8	99.6%	100.0%
\$150,000-\$174,999	35	9.3%	5,745	164,146	165,000	31	22	98.8%	100.0%
\$175,000-\$199,999	54	14.3%	9,976	184,741	184,700	30	15	98.9%	100.0%
\$200,000-\$249,999	61	16.2%	14,028	229,966	230,000	22	13	98.9%	100.0%
\$250,000-\$299,999	60	15.9%	16,390	273,165	270,000	33	18	99.6%	100.0%
\$300,000-\$399,999	30	8.0%	10,287	342,892	347,750	26	11	99.1%	100.0%
\$400,000-\$499,999	17	4.5%	7,456	438,611	430,000	26	11	99.5%	100.0%
\$500,000-\$749,999	7	1.9%	4,075	582,143	580,000	63	30	98.9%	100.0%
\$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	377	100.0%	79,161	209,977	189,900	35	14	98.8%	100.0%

PENDING CONTRACTS ANALYSIS

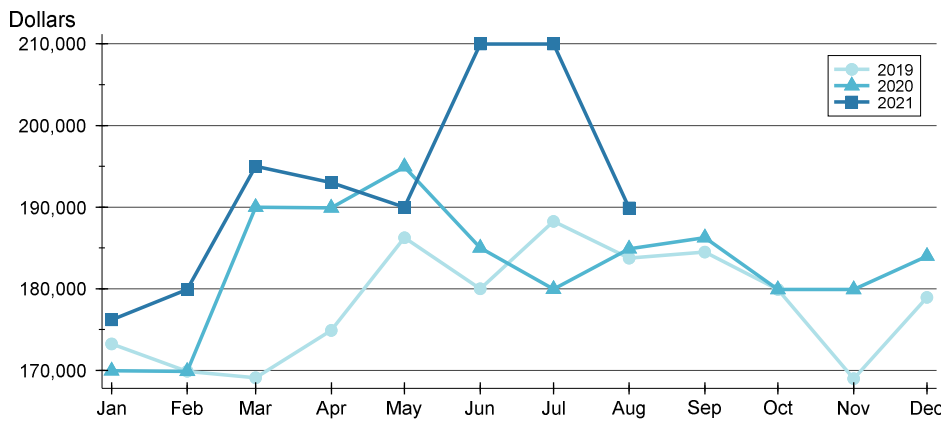
**FLINT HILLS ASSOCIATION EIGHT-COUNTY
JURISDICTION
ALL HOMES (NEW & EXISTING)
AS OF 9/5/2021**

AVERAGE PRICE >>



Month	2019	2020	2021
January	196,250	187,296	197,305
February	190,324	185,320	203,714
March	184,609	203,308	212,313
April	188,569	199,232	213,444
May	198,730	203,543	212,848
June	202,902	198,599	222,220
July	212,488	197,571	222,192
August	206,724	197,970	209,977
September	196,330	200,342	
October	194,927	191,312	
November	184,169	188,356	
December	188,595	193,670	

MEDIAN PRICE >>

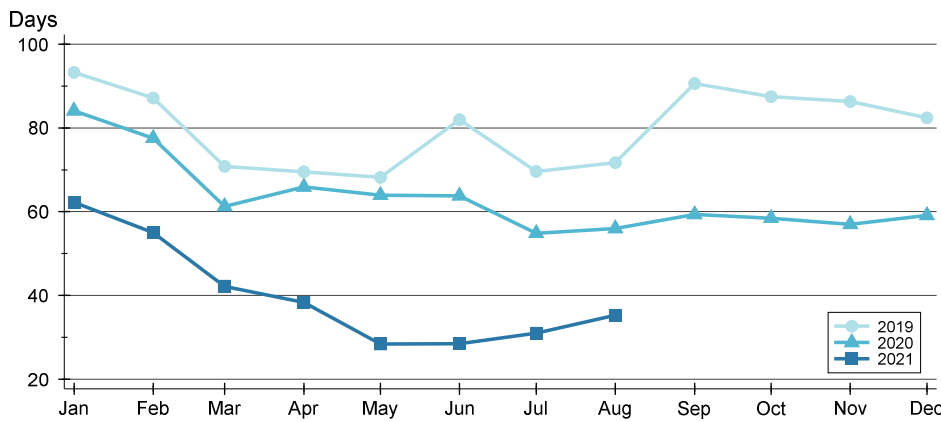


Month	2019	2020	2021
January	173,250	169,950	176,200
February	169,900	169,900	179,900
March	169,100	190,000	195,000
April	174,900	189,900	193,000
May	186,250	194,950	190,000
June	180,000	185,000	210,000
July	188,250	179,950	210,000
August	183,750	184,900	189,900
September	184,500	186,250	
October	179,900	179,900	
November	169,000	179,900	
December	178,950	184,000	

PENDING CONTRACTS ANALYSIS

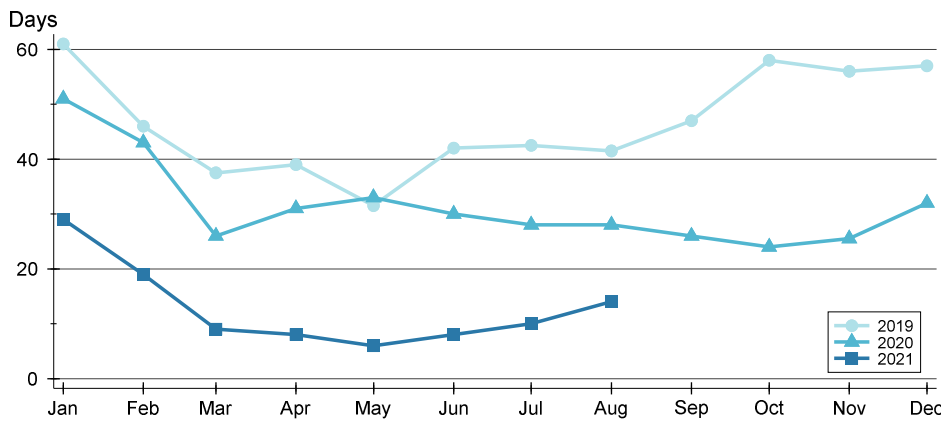
**FLINT HILLS ASSOCIATION EIGHT-COUNTY
JURISDICTION
ALL HOMES (NEW & EXISTING)
AS OF 9/5/2021**

AVERAGE DOM >>



Month	2019	2020	2021
January	93	84	62
February	87	78	55
March	71	61	42
April	70	66	38
May	68	64	28
June	82	64	28
July	70	55	31
August	72	56	35
September	91	59	
October	87	58	
November	86	57	
December	82	59	

MEDIAN DOM >>



Month	2019	2020	2021
January	61	51	29
February	46	43	19
March	38	26	9
April	39	31	8
May	32	33	6
June	42	30	8
July	43	28	10
August	42	28	14
September	47	26	
October	58	24	
November	56	26	
December	57	32	