

**MARKET OVERVIEW** >>

**Pottawatomie Home Sales Fell in July**

Total home sales in Pottawatomie County fell last month to 31 units, compared to 45 units in July 2020. Total sales volume was \$8.2 million, down from a year earlier.

The median sale price in July was \$255,000, down from \$258,000 a year earlier. Homes that sold in July were typically on the market for 3 days and sold for 100.0% of their list prices.

**Pottawatomie Active Listings Down at End of July**

The total number of active listings in Pottawatomie County at the end of July was 50 units, down from 63 at the same point in 2020. This represents a 1.6 months' supply of homes available for sale. The median list price of homes on the market at the end of July was \$289,900.

During July, a total of 39 contracts were written down from 40 in July 2020. At the end of the month, there were 83 contracts pending, compared to 61 at the end of July 2020.

Pottawatomie County				
Current Month		July		
Summary Statistics		2021	2020	Change
Home Sales		31	45	-31.1%
Active Listings		50	63	-20.6%
Months' Supply		1.6	2.2	-25.7%
New Listings		38	40	-5.0%
Contracts Written		39	40	-2.5%
Pending Contracts		83	61	36.1%
Sales Volume (1,000s)		8,229	11,153	-26.2%
Average	Sale Price	265,460	247,853	7.1%
	List Price of Actives	289,574	274,238	5.6%
	Days on Market	10	25	-60.4%
	Percent of List	101.2%	98.2%	3.0%
	Percent of Original	101.1%	97.3%	4.0%
Median	Sale Price	255,000	258,000	-1.2%
	List Price of Actives	289,900	258,000	12.4%
	Days on Market	3	17	-82.4%
	Percent of List	100.0%	99.5%	0.5%
	Percent of Original	100.0%	99.4%	0.6%

**REPORT CONTENTS** >>

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# THREE-YEAR COMPARISONS

## SUMMARY >>

**BREAKDOWNS BY HOME TYPE  
POTTAWATOMIE COUNTY  
AS OF 8/8/2021**

July MLS Statistics By Property Type		2021			2020			2019		
		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		<b>31</b>	<b>28</b>	<b>3</b>	45	36	9	38	32	6
Change from prior year		-31.1%	-22.2%	-66.7%	18.4%	12.5%	50.0%	-7.3%	0.0%	-33.3%
Active Listings		<b>50</b>	<b>34</b>	<b>16</b>	63	50	13	90	71	19
Change from prior year		-20.6%	-32.0%	23.1%	-30.0%	-29.6%	-31.6%	-19.6%	-12.3%	-38.7%
Months' Supply		<b>1.6</b>	<b>1.3</b>	<b>2.8</b>	2.2	2.1	2.4	3.4	3.4	3.0
Change from prior year		-25.7%	-36.5%	15.8%	-35.4%	-39.0%	-19.8%	-21.6%	-19.4%	-28.9%
New Listings		<b>38</b>	<b>32</b>	<b>6</b>	40	36	4	37	26	11
Change from prior year		-5.0%	-11.1%	50.0%	8.1%	38.5%	-63.6%	12.1%	4.0%	37.5%
Contracts Written		<b>39</b>	<b>38</b>	<b>1</b>	40	28	12	34	30	4
Change from prior year		-2.5%	35.7%	-91.7%	17.6%	-6.7%	200.0%	30.8%	66.7%	-50.0%
Pending Contracts		<b>83</b>	<b>72</b>	<b>11</b>	61	45	16	52	44	8
Change from prior year		36.1%	60.0%	-31.3%	17.3%	2.3%	100.0%	23.8%	37.5%	-20.0%
Sales Volume (1,000s)		<b>8,229</b>	<b>7,291</b>	<b>939</b>	11,153	8,627	2,527	8,715	7,049	1,666
Change from prior year		-26.2%	-15.5%	-62.8%	28.0%	22.4%	51.6%	-6.1%	4.9%	-35.0%
Average	Sale Price	<b>265,460</b>	<b>260,375</b>	<b>312,917</b>	247,853	239,636	280,722	229,337	220,272	277,689
	Change from prior year	7.1%	8.7%	11.5%	8.1%	8.8%	1.1%	1.3%	4.9%	-2.5%
	List Price of Actives	<b>289,574</b>	<b>268,038</b>	<b>335,338</b>	274,238	273,268	277,969	268,322	268,465	267,789
	Change from prior year	5.6%	-1.9%	20.6%	2.2%	1.8%	3.8%	14.6%	20.4%	1.8%
	Days on Market	<b>10</b>	<b>11</b>	<b>4</b>	25	27	18	55	51	76
	Change from prior year	-60.5%	-60.6%	-78.3%	-54.0%	-47.1%	-75.6%	-20.1%	-22.4%	-4.6%
	Percent of List	<b>101.2%</b>	<b>101.7%</b>	<b>96.8%</b>	98.2%	97.4%	101.7%	98.5%	97.8%	102.1%
Change from prior year	3.0%	4.4%	-4.8%	-0.2%	-0.4%	-0.4%	-0.3%	-0.2%	0.5%	
Percent of Original	<b>101.1%</b>	<b>101.6%</b>	<b>96.8%</b>	97.3%	96.2%	101.7%	97.3%	96.5%	101.7%	
Change from prior year	4.0%	5.7%	-4.9%	0.0%	-0.3%	0.0%	0.2%	0.3%	1.3%	
Median	Sale Price	<b>255,000</b>	<b>246,500</b>	<b>325,400</b>	258,000	249,000	295,500	242,950	227,495	266,266
	Change from prior year	-1.2%	-1.0%	10.1%	6.2%	9.5%	11.0%	8.9%	14.8%	-1.4%
	List Price of Actives	<b>289,900</b>	<b>270,000</b>	<b>359,900</b>	258,000	261,500	257,000	240,750	228,000	244,900
	Change from prior year	12.4%	3.3%	40.0%	7.2%	14.7%	4.9%	3.7%	3.7%	-1.1%
	Days on Market	<b>3</b>	<b>3</b>	<b>3</b>	17	18	6	35	34	58
	Change from prior year	-82.4%	-83.3%	-50.0%	-51.4%	-47.1%	-89.7%	-18.6%	-17.1%	-13.4%
	Percent of List	<b>100.0%</b>	<b>100.0%</b>	<b>100.1%</b>	99.5%	99.0%	100.0%	99.2%	99.1%	99.7%
Change from prior year	0.5%	1.0%	0.1%	0.3%	-0.1%	0.3%	0.5%	0.9%	-0.3%	
Percent of Original	<b>100.0%</b>	<b>100.0%</b>	<b>100.1%</b>	99.4%	98.2%	100.0%	98.0%	98.0%	99.0%	
Change from prior year	0.6%	1.8%	0.1%	1.4%	0.3%	1.1%	1.0%	1.5%	0.2%	

# YEAR-TO-DATE STATISTICS

**SUMMARY** >>

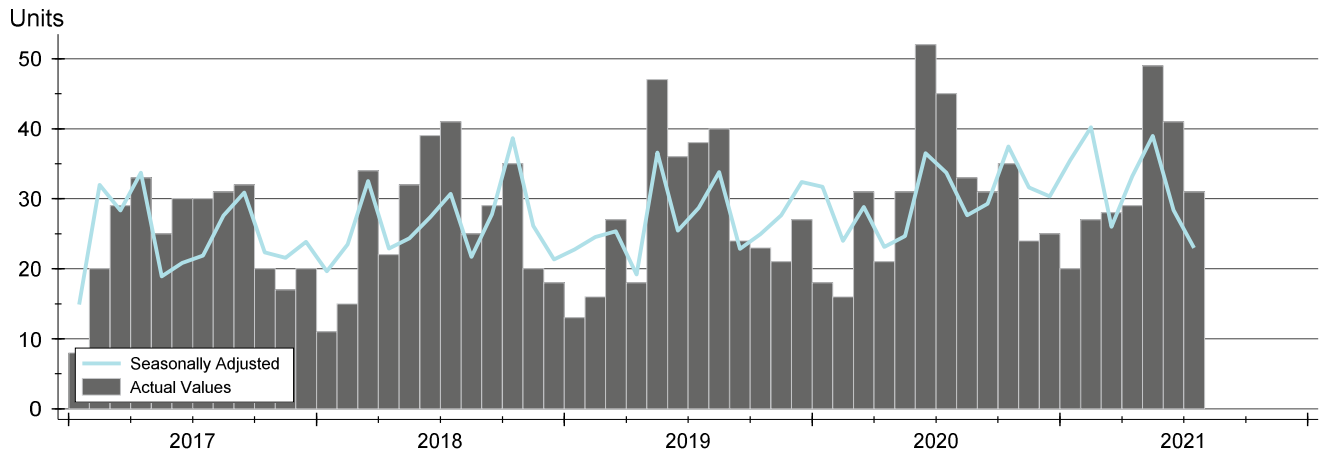
**YTD BREAKDOWNS BY HOME TYPE  
POTTAWATOMIE COUNTY  
AS OF 8/8/2021**

Year-to-Date Activity By Property Type		2021			2020			2019		
		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		<b>225</b>	<b>185</b>	<b>40</b>	214	178	36	195	148	47
Change from prior year		5.1%	3.9%	11.1%	9.7%	20.3%	-23.4%	0.5%	11.3%	-23.0%
New Listings		<b>287</b>	<b>248</b>	<b>39</b>	282	230	52	278	236	42
Change from prior year		1.8%	7.8%	-25.0%	1.4%	-2.5%	23.8%	-5.1%	12.4%	-49.4%
Contracts Written		<b>263</b>	<b>223</b>	<b>40</b>	250	206	44	220	174	46
Change from prior year		5.2%	8.3%	-9.1%	13.6%	18.4%	-4.3%	5.3%	21.7%	-30.3%
Sales Volume (1,000s)		<b>60,216</b>	<b>46,620</b>	<b>13,596</b>	53,562	42,884	10,678	45,795	32,714	13,081
Change from prior year		12.4%	8.7%	27.3%	17.0%	31.1%	-18.4%	-0.2%	11.7%	-21.1%
Average	Sale Price	<b>267,626</b>	<b>252,001</b>	<b>339,893</b>	250,290	240,923	296,603	234,848	221,040	278,329
	Change from prior year	6.9%	4.6%	14.6%	6.6%	9.0%	6.6%	-0.7%	0.3%	2.4%
	Days on Market	<b>33</b>	<b>27</b>	<b>61</b>	51	49	64	63	57	81
	Change from prior year	-36.3%	-45.5%	-4.4%	-17.9%	-13.9%	-21.4%	-10.0%	-15.4%	8.1%
	Percent of List	<b>99.9%</b>	<b>99.9%</b>	<b>100.1%</b>	98.7%	98.3%	101.0%	98.5%	97.6%	101.3%
Change from prior year	1.2%	1.6%	-0.8%	0.3%	0.7%	-0.4%	-0.1%	0.1%	0.3%	
Median	Percent of Original	<b>99.1%</b>	<b>98.9%</b>	<b>100.3%</b>	97.2%	96.5%	100.6%	97.0%	95.8%	100.5%
	Change from prior year	2.0%	2.5%	-0.3%	0.2%	0.7%	0.1%	0.4%	0.8%	0.5%
	Sale Price	<b>268,000</b>	<b>245,500</b>	<b>328,400</b>	241,250	235,000	282,000	229,990	215,250	275,000
	Change from prior year	11.1%	4.5%	16.5%	4.9%	9.2%	2.5%	-1.3%	1.6%	7.4%
	Days on Market	<b>8</b>	<b>6</b>	<b>40</b>	23	23	25	41	34	77
Change from prior year	-64.4%	-73.3%	63.3%	-45.1%	-33.8%	-68.2%	-5.7%	-20.9%	67.4%	
Percent of List	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	99.5%	99.1%	100.0%	99.0%	98.5%	100.0%	
Change from prior year	0.5%	0.9%	0.0%	0.5%	0.6%	0.0%	-0.7%	-0.1%	0.0%	
Percent of Original	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	98.8%	98.1%	100.0%	98.1%	97.6%	100.0%	
Change from prior year	1.2%	1.9%	0.0%	0.7%	0.5%	0.0%	0.3%	1.1%	0.0%	

# CLOSED LISTINGS ANALYSIS

**HISTORY** >>

**POTTAWATOMIE COUNTY  
ALL HOMES (NEW & EXISTING)  
AS OF 8/8/2021**



**SUMMARY** >>

Summary Statistics for Closed Listings		July			Year-to-Date		
		2021	2020	Change	2021	2020	Change
Closed Listings		<b>31</b>	45	-31.1%	<b>225</b>	214	5.1%
Volume (1,000s)		<b>8,229</b>	11,153	-26.2%	<b>60,216</b>	53,562	12.4%
Average	Sale Price	<b>265,460</b>	247,853	7.1%	<b>267,626</b>	250,290	6.9%
	Days on Market	<b>10</b>	25	-60.5%	<b>33</b>	51	-36.3%
	Percent of List	<b>101.2%</b>	98.2%	3.0%	<b>99.9%</b>	98.7%	1.2%
	Percent of Original	<b>101.1%</b>	97.3%	4.0%	<b>99.1%</b>	97.2%	2.0%
Median	Sale Price	<b>255,000</b>	258,000	-1.2%	<b>268,000</b>	241,250	11.1%
	Days on Market	<b>3</b>	17	-82.4%	<b>8</b>	23	-64.4%
	Percent of List	<b>100.0%</b>	99.5%	0.5%	<b>100.0%</b>	99.5%	0.5%
	Percent of Original	<b>100.0%</b>	99.4%	0.6%	<b>100.0%</b>	98.8%	1.2%

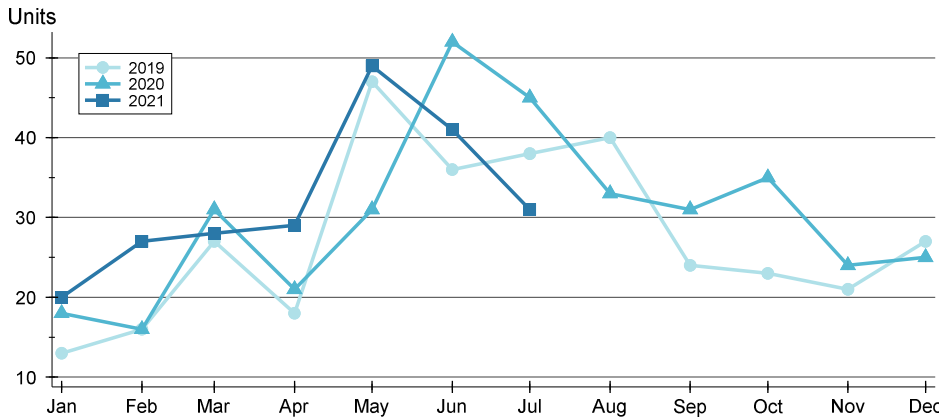
A total of 31 homes sold in Pottawatomie County in July, down from 45 units in July 2020. Total sales volume fell to \$8.2 million compared to \$11.2 million in the previous year.

The median sales price in July was \$255,000, down 1.2% compared to the prior year. Median days on market was 3 days, down from 7 days in June, and down from 17 in July 2020.

# CLOSED LISTINGS ANALYSIS

**BY MONTH** >>

**POTTAWATOMIE COUNTY  
ALL HOMES (NEW & EXISTING)  
AS OF 8/8/2021**



Month	2019	2020	2021
January	13	18	20
February	16	16	27
March	27	31	28
April	18	21	29
May	47	31	49
June	36	52	41
July	38	45	31
August	40	33	31
September	24	31	24
October	23	35	21
November	21	24	24
December	27	25	25

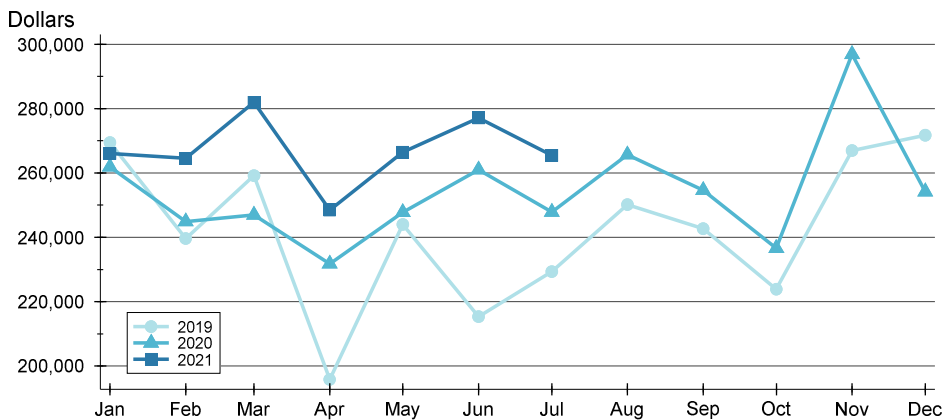
**BY PRICE RANGE** >>

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	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$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	2	6.5%	292	146,000	146,000	4	4	102.9%	102.9%	102.9%	102.9%
\$150,000-\$174,999	2	6.5%	344	172,200	172,200	2	2	100.0%	100.0%	100.0%	100.0%
\$175,000-\$199,999	3	9.7%	548	182,667	184,000	3	2	100.4%	100.0%	100.4%	100.0%
\$200,000-\$249,999	8	25.8%	1,890	236,250	240,000	5	3	101.4%	100.0%	101.4%	100.0%
\$250,000-\$299,999	7	22.6%	1,960	279,979	280,250	23	14	101.7%	100.0%	101.3%	99.3%
\$300,000-\$399,999	8	25.8%	2,660	332,500	334,050	11	4	101.0%	100.1%	101.0%	100.1%
\$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	1	3.2%	535	535,000	535,000	0	0	100.0%	100.0%	100.0%	100.0%
\$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	31	100.0%	8,229	265,460	255,000	10	3	101.2%	100.0%	101.1%	100.0%

**CLOSED LISTINGS ANALYSIS**

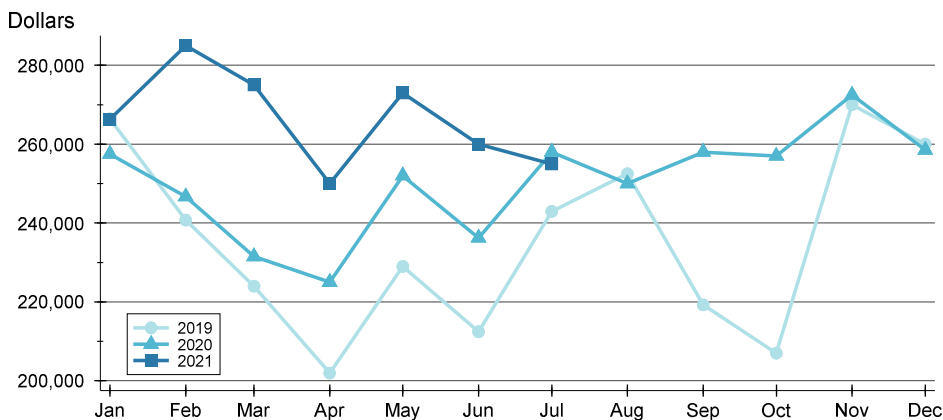
**POTTAWATOMIE COUNTY  
ALL HOMES (NEW & EXISTING)  
AS OF 8/8/2021**

**AVERAGE PRICE** >>



Month	2019	2020	2021
January	269,469	261,903	266,064
February	239,622	244,894	264,562
March	259,167	246,959	282,018
April	195,802	231,776	248,504
May	244,023	247,790	266,490
June	215,347	260,992	277,099
July	229,337	247,853	265,460
August	250,183	265,671	
September	242,679	254,644	
October	223,845	236,625	
November	266,971	296,878	
December	271,739	254,176	

**MEDIAN PRICE** >>

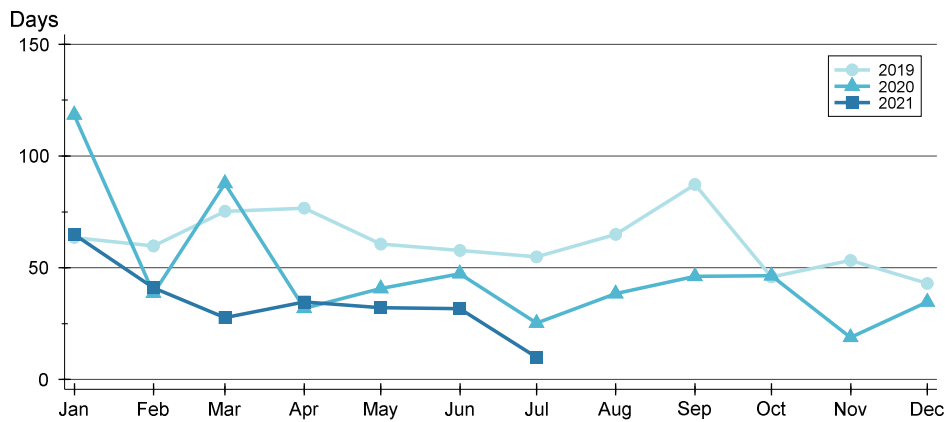


Month	2019	2020	2021
January	266,403	257,500	266,314
February	240,750	246,700	285,000
March	224,000	231,500	275,000
April	201,950	225,000	250,000
May	229,000	252,000	273,000
June	212,450	236,250	260,000
July	242,950	258,000	255,000
August	252,500	250,000	
September	219,250	258,000	
October	207,000	257,000	
November	270,000	272,450	
December	260,000	258,500	

# CLOSED LISTINGS ANALYSIS

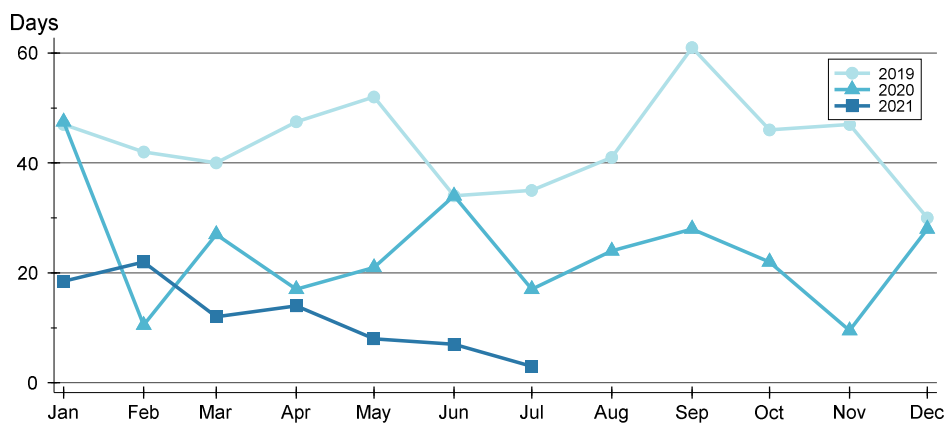
**POTTAWATOMIE COUNTY  
ALL HOMES (NEW & EXISTING)  
AS OF 8/8/2021**

## AVERAGE DOM >>



Month	2019	2020	2021
January	64	118	65
February	60	39	41
March	75	88	28
April	77	32	35
May	61	41	32
June	58	47	32
July	55	25	10
August	65	38	
September	87	46	
October	46	46	
November	53	19	
December	43	35	

## MEDIAN DOM >>

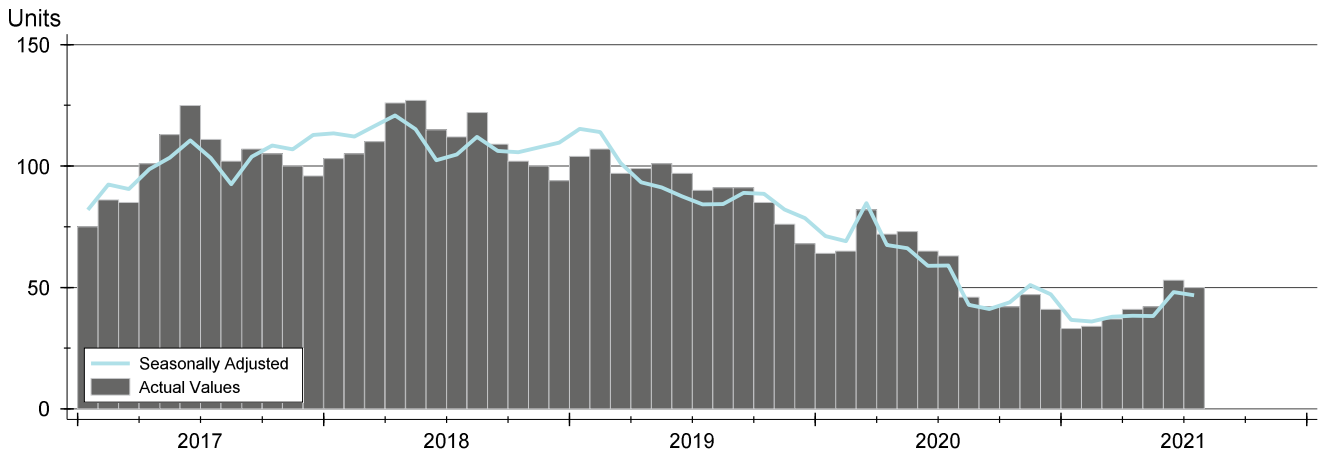


Month	2019	2020	2021
January	47	48	19
February	42	11	22
March	40	27	12
April	48	17	14
May	52	21	8
June	34	34	7
July	35	17	3
August	41	24	
September	61	28	
October	46	22	
November	47	10	
December	30	28	

# ACTIVE LISTINGS ANALYSIS

**HISTORY** >>

**POTTAWATOMIE COUNTY  
ALL HOMES (NEW & EXISTING)  
AS OF 8/8/2021**



**SUMMARY** >>

Summary Statistics for Active Listings		End of July		
		2021	2020	Change
Active Listings		<b>50</b>	63	-20.6%
Months' Supply		<b>1.6</b>	2.2	-25.7%
Volume (1,000s)		<b>14,479</b>	17,277	-16.2%
Average	List Price	<b>289,574</b>	274,238	5.6%
	Days on Market	<b>57</b>	75	-23.7%
	Percent of Original	<b>99.1%</b>	97.6%	1.5%
Median	List Price	<b>289,900</b>	258,000	12.4%
	Days on Market	<b>44</b>	53	-17.0%
	Percent of Original	<b>100.0%</b>	100.0%	0.0%

A total of 50 homes were available for sale in Pottawatomie County at the end of July. This represents a 1.6 months' supply of active listings.

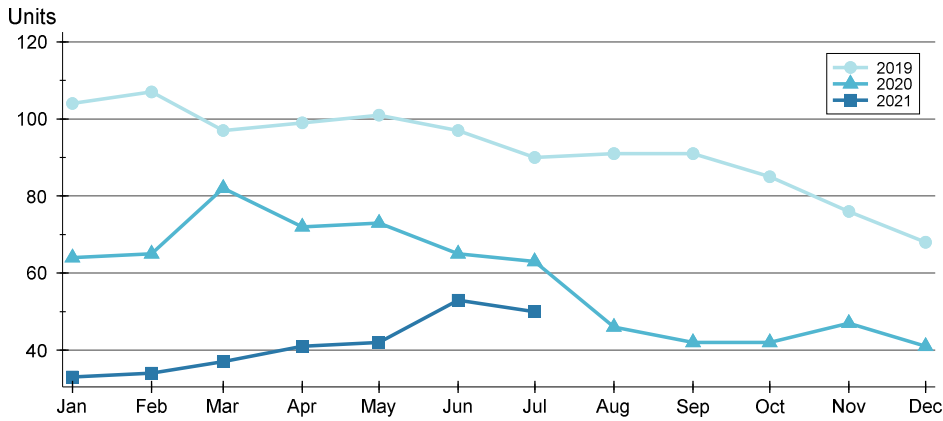
The median list price of homes on the market at the end of July was \$289,900, up 12.4% from 2020. The typical time on market for active listings was 44 days, down from 53 days a year earlier.



# ACTIVE LISTINGS ANALYSIS

**BY MONTH** >>

**POTTAWATOMIE COUNTY  
ALL HOMES (NEW & EXISTING)  
AS OF 8/8/2021**



Month	2019	2020	2021
January	104	64	33
February	107	65	34
March	97	82	37
April	99	72	41
May	101	73	42
June	97	65	53
July	90	63	50
August	91	46	
September	91	42	
October	85	42	
November	76	47	
December	68	41	

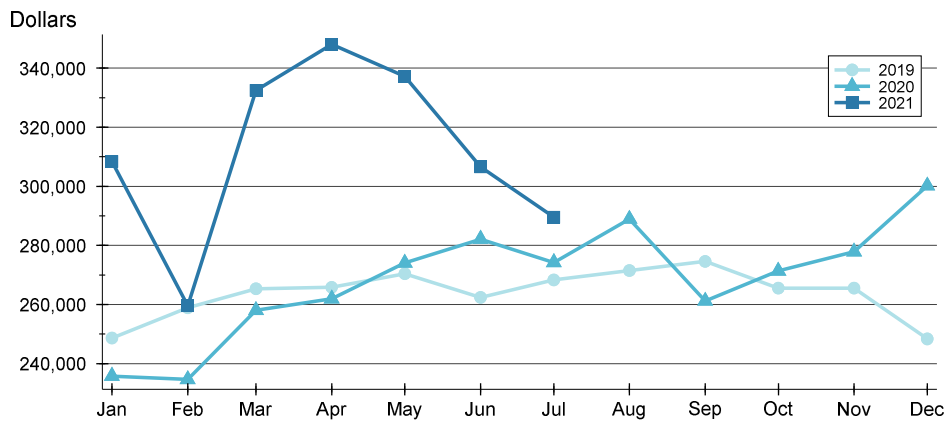
**BY PRICE RANGE** >>

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	1	2.0%	49	N/A	48,600	48,600	377	377	100.0%	100.0%
\$50,000-\$99,999	2	4.0%	177	N/A	88,500	88,500	58	58	97.2%	97.2%
\$100,000-\$124,999	2	4.0%	220	N/A	109,950	109,950	85	85	100.0%	100.0%
\$125,000-\$149,999	4	8.0%	520	2.0	129,975	127,500	26	28	98.1%	100.0%
\$150,000-\$174,999	3	6.0%	508	1.5	169,267	170,000	61	31	100.0%	100.0%
\$175,000-\$199,999	2	4.0%	355	0.7	177,450	177,450	41	41	96.2%	96.2%
\$200,000-\$249,999	5	10.0%	1,163	0.6	232,540	224,500	47	43	100.0%	100.0%
\$250,000-\$299,999	8	16.0%	2,259	1.1	282,338	285,000	63	66	98.9%	100.0%
\$300,000-\$399,999	16	32.0%	5,746	2.0	359,144	362,450	47	34	99.6%	100.0%
\$400,000-\$499,999	3	6.0%	1,254	N/A	418,000	415,000	10	13	100.0%	100.0%
\$500,000-\$749,999	4	8.0%	2,229	4.0	557,225	549,950	78	81	97.4%	97.7%
\$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	50	100.0%	14,479	1.6	289,574	289,900	57	44	99.1%	100.0%

**ACTIVE LISTINGS ANALYSIS**

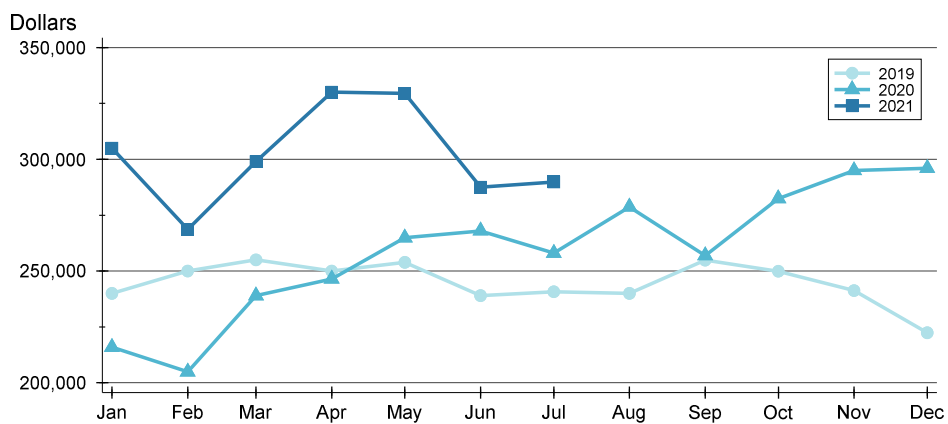
**POTTAWATOMIE COUNTY  
ALL HOMES (NEW & EXISTING)  
AS OF 8/8/2021**

**AVERAGE PRICE** >>



Month	2019	2020	2021
January	248,669	235,787	308,385
February	258,874	234,610	259,565
March	265,351	258,014	332,489
April	265,807	261,901	348,095
May	270,449	274,036	337,200
June	262,429	282,150	306,614
July	268,322	274,238	289,574
August	271,501	288,946	-
September	274,589	261,224	-
October	265,558	271,369	-
November	265,572	277,857	-
December	248,359	300,205	-

**MEDIAN PRICE** >>

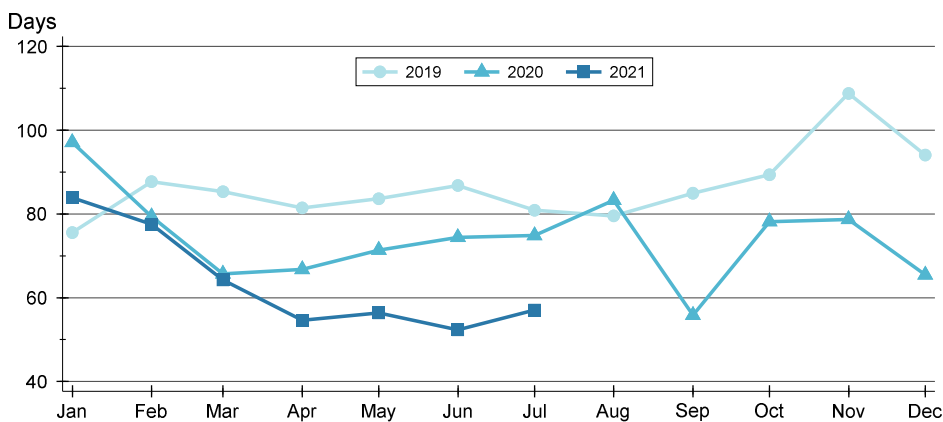


Month	2019	2020	2021
January	240,000	215,950	305,000
February	250,000	204,900	268,700
March	255,000	238,950	299,000
April	250,000	246,500	330,000
May	253,900	264,900	329,450
June	239,000	268,000	287,500
July	240,750	258,000	289,900
August	240,000	278,725	-
September	254,900	256,950	-
October	249,900	282,450	-
November	241,250	295,000	-
December	222,400	296,000	-

**ACTIVE LISTINGS ANALYSIS**

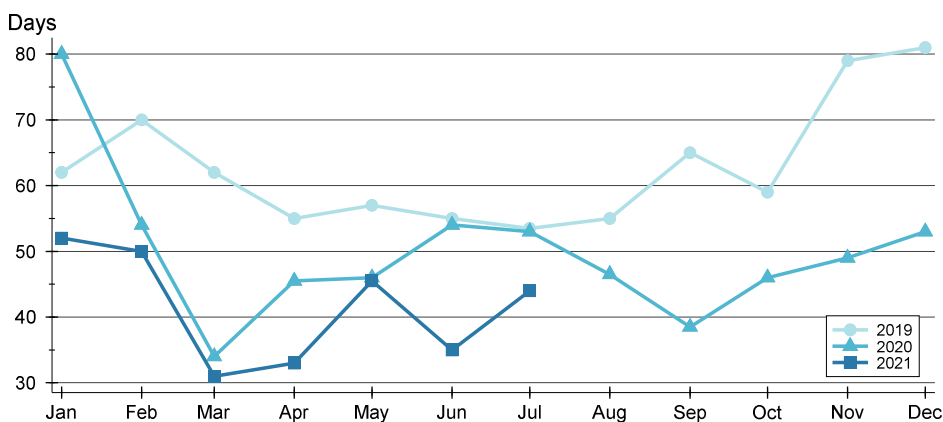
**POTTAWATOMIE COUNTY  
ALL HOMES (NEW & EXISTING)  
AS OF 8/8/2021**

**AVERAGE DOM** >>



Month	2019	2020	2021
January	76	97	84
February	88	79	78
March	85	66	64
April	81	67	55
May	84	71	56
June	87	74	52
July	81	75	57
August	80	83	56
September	85	56	58
October	89	78	57
November	109	79	57
December	94	65	57

**MEDIAN DOM** >>

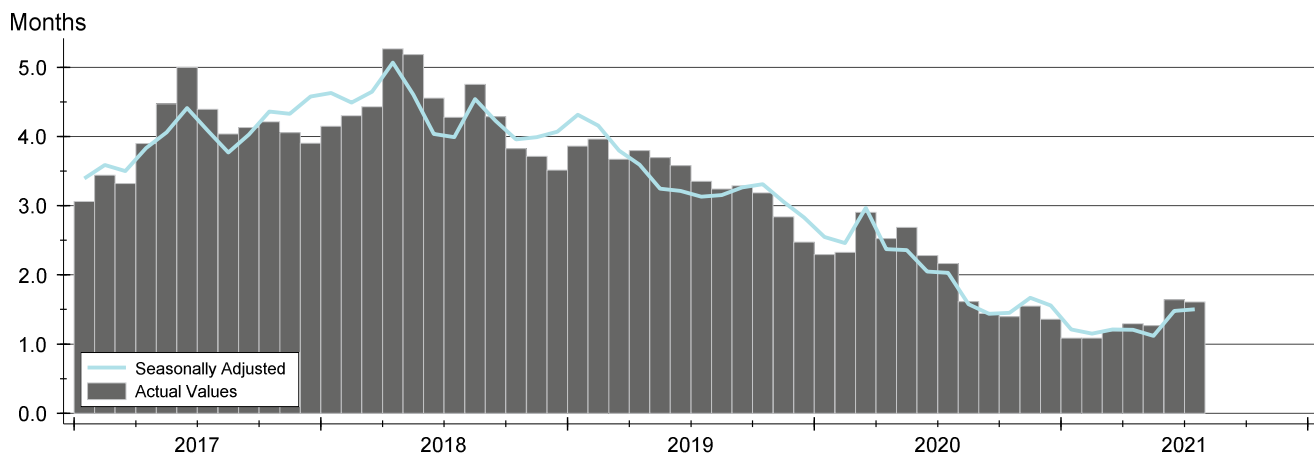


Month	2019	2020	2021
January	62	80	52
February	70	54	50
March	62	34	31
April	55	46	33
May	57	46	46
June	55	54	35
July	54	53	44
August	55	47	44
September	65	39	44
October	59	46	44
November	79	49	44
December	81	53	44

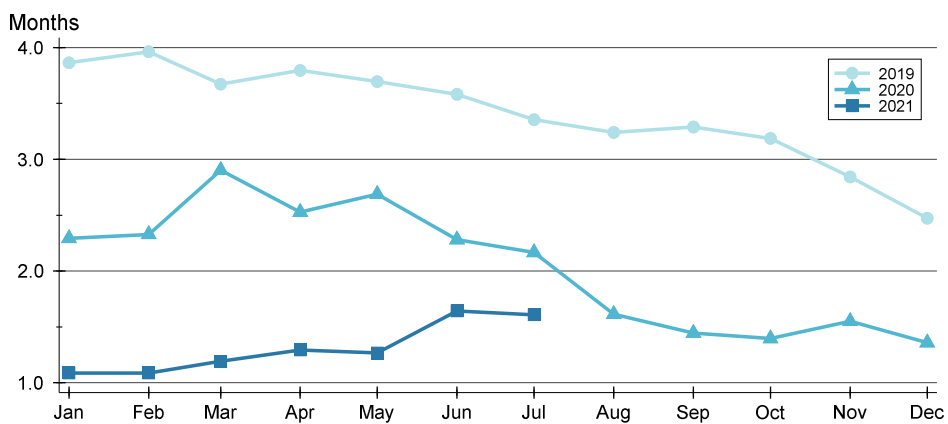
# MONTHS' SUPPLY ANALYSIS

**POTTAWATOMIE COUNTY  
ALL HOMES (NEW & EXISTING)  
AS OF 8/8/2021**

**HISTORY** >>



**BY MONTH** >>

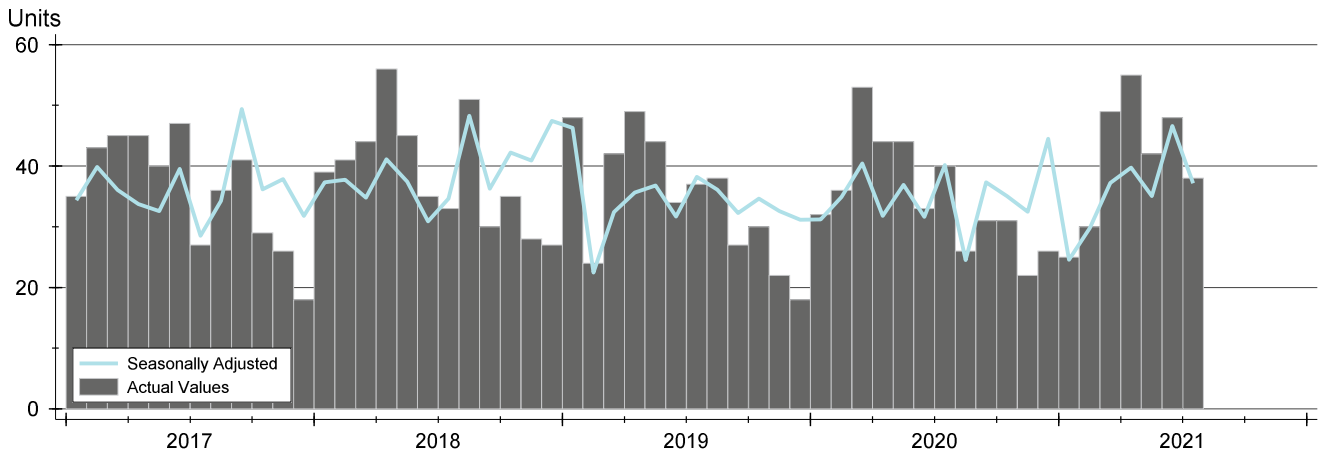


Month	2019	2020	2021
January	3.9	2.3	1.1
February	4.0	2.3	1.1
March	3.7	2.9	1.2
April	3.8	2.5	1.3
May	3.7	2.7	1.3
June	3.6	2.3	1.6
July	3.4	2.2	1.6
August	3.2	1.6	
September	3.3	1.4	
October	3.2	1.4	
November	2.8	1.5	
December	2.5	1.4	

# NEW LISTINGS ANALYSIS

**HISTORY** >>

**POTTAWATOMIE COUNTY  
ALL HOMES (NEW & EXISTING)  
AS OF 8/8/2021**



**SUMMARY** >>

Summary Statistics for New Listings		2021	July 2020	Change
Current Month	New Listings	<b>38</b>	40	-5.0%
	Volume (1,000s)	<b>11,517</b>	10,438	10.3%
	Average List Price	<b>303,079</b>	260,954	16.1%
	Median List Price	<b>295,000</b>	261,500	12.8%
YTD	New Listings	<b>287</b>	282	1.8%
	Volume (1,000s)	<b>80,647</b>	74,227	8.6%
	Average List Price	<b>280,999</b>	263,215	6.8%
	Median List Price	<b>270,000</b>	257,000	5.1%

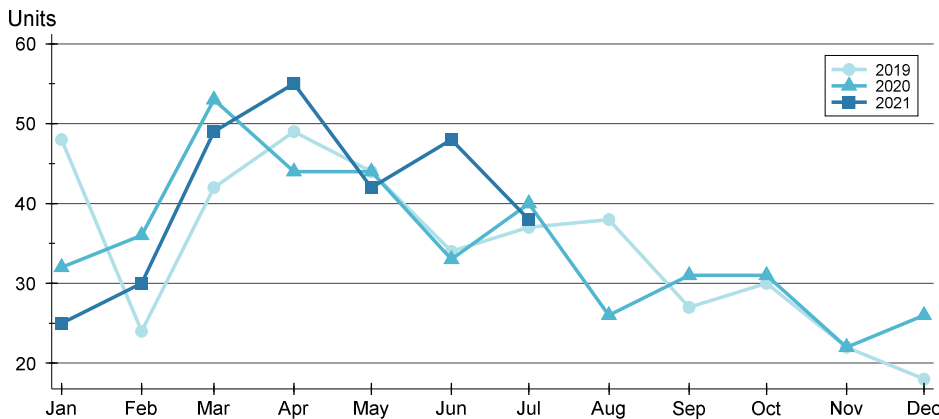
A total of 38 new listings were added in Pottawatomie County during July, down 5.0% from the same month in 2020. Year-to-date Pottawatomie County has seen 287 new listings.

The median list price of these homes was \$295,000 up from \$261,500 in 2020.

**NEW LISTINGS ANALYSIS**

**BY MONTH** >>

**POTTAWATOMIE COUNTY  
ALL HOMES (NEW & EXISTING)  
AS OF 8/8/2021**



Month	2019	2020	2021
January	48	32	25
February	24	36	30
March	42	53	49
April	49	44	55
May	44	44	42
June	34	33	48
July	37	40	38
August	38	26	27
September	27	31	31
October	30	31	22
November	22	22	22
December	18	26	18

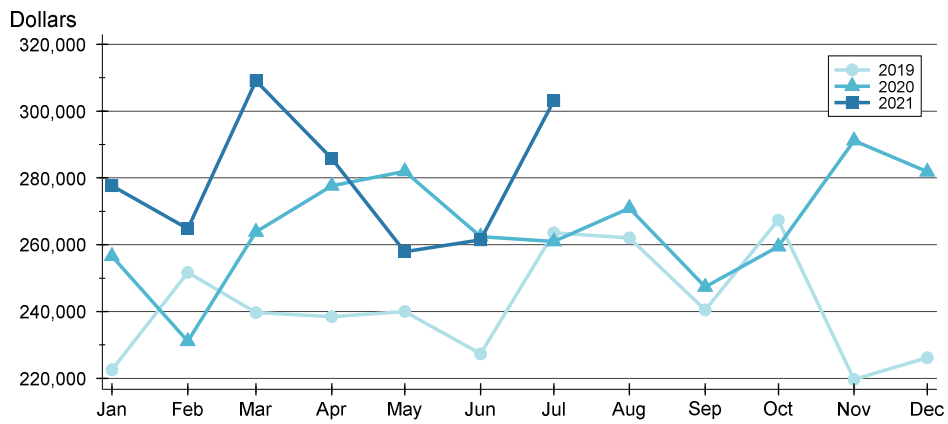
**BY PRICE RANGE** >>

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	1	2.6%	83	83,000	83,000
\$100,000-\$124,999	0	0.0%	0	N/A	N/A
\$125,000-\$149,999	1	2.6%	140	139,900	139,900
\$150,000-\$174,999	2	5.3%	338	169,000	169,000
\$175,000-\$199,999	3	7.9%	559	186,333	185,000
\$200,000-\$249,999	3	7.9%	694	231,467	230,000
\$250,000-\$299,999	10	26.3%	2,761	276,130	277,000
\$300,000-\$399,999	14	36.8%	4,993	356,607	372,400
\$400,000-\$499,999	2	5.3%	839	419,500	419,500
\$500,000-\$749,999	2	5.3%	1,110	554,950	554,950
\$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	38	100.0%	11,517	303,079	295,000

# NEW LISTINGS ANALYSIS

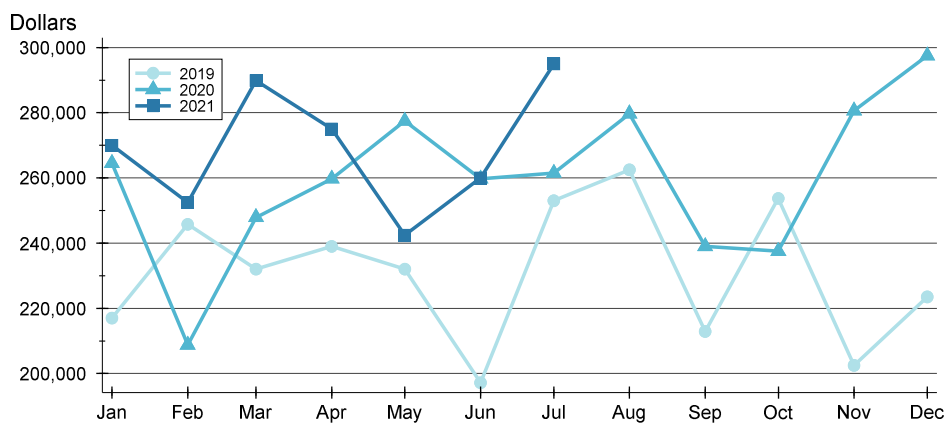
**POTTAWATOMIE COUNTY  
ALL HOMES (NEW & EXISTING)  
AS OF 8/8/2021**

**AVERAGE PRICE** >>



Month	2019	2020	2021
January	222,566	256,523	277,640
February	251,719	231,047	264,803
March	239,671	263,816	309,061
April	238,453	277,634	285,801
May	240,025	281,910	257,901
June	227,338	262,417	261,450
July	263,600	260,954	303,079
August	262,045	270,965	262,045
September	240,467	247,342	240,467
October	267,382	259,397	267,382
November	219,650	291,191	219,650
December	226,161	281,819	226,161

**MEDIAN PRICE** >>

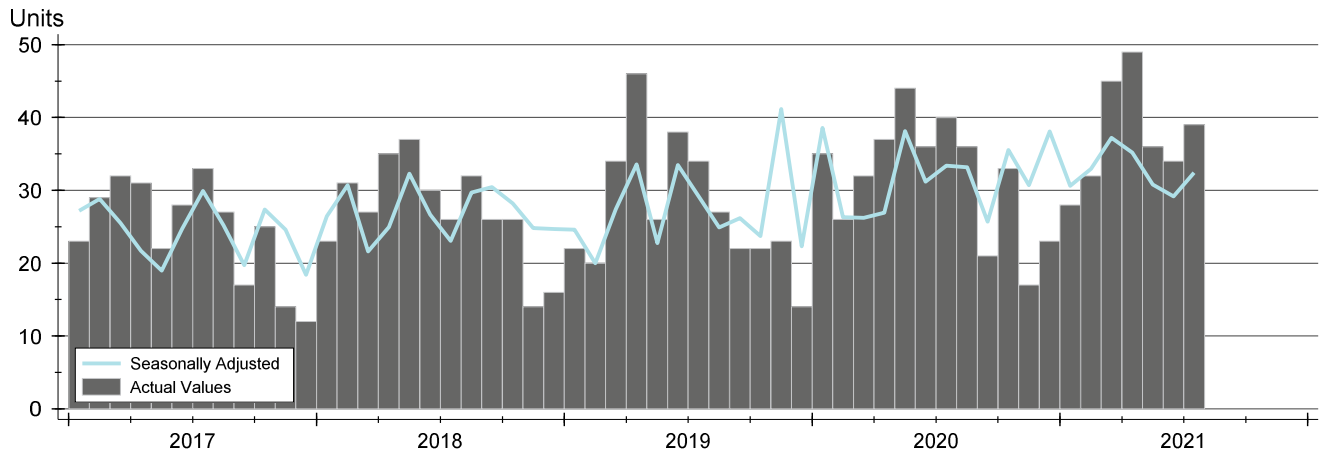


Month	2019	2020	2021
January	217,000	264,500	270,000
February	245,750	208,750	252,500
March	232,000	247,900	289,900
April	239,000	259,750	275,000
May	232,000	277,500	242,450
June	197,150	259,750	260,000
July	253,000	261,500	295,000
August	262,500	279,700	262,500
September	212,900	239,000	212,900
October	253,700	237,500	253,700
November	202,500	280,635	202,500
December	223,500	297,500	223,500

# CONTRACTS WRITTEN ANALYSIS

**POTTAWATOMIE COUNTY  
ALL HOMES (NEW & EXISTING)  
AS OF 8/8/2021**

**HISTORY** >>



**SUMMARY** >>

Summary Statistics for Contracts Written		July			Year-to-Date		
		2021	2020	Change	2021	2020	Change
Closed Listings		<b>39</b>	40	-2.5%	<b>263</b>	250	5.2%
Volume (1,000s)		<b>11,423</b>	10,636	7.4%	<b>72,353</b>	63,368	14.2%
Average	Sale Price	<b>292,896</b>	265,908	10.1%	<b>275,108</b>	253,473	8.5%
	Days on Market	<b>28</b>	38	-27.8%	<b>29</b>	45	-34.4%
	Percent of Original	<b>99.1%</b>	98.8%	0.3%	<b>99.5%</b>	97.5%	2.1%
Median	Sale Price	<b>275,000</b>	256,500	7.2%	<b>269,900</b>	247,000	9.3%
	Days on Market	<b>10</b>	15	-33.3%	<b>8</b>	22	-63.6%
	Percent of Original	<b>100.0%</b>	100.0%	0.0%	<b>100.0%</b>	99.1%	1.0%

A total of 39 contracts for sale were written in Pottawatomie County during the month of July, down from 40 in 2020. The median list price of these homes was \$275,000, up from \$256,500 the prior year.

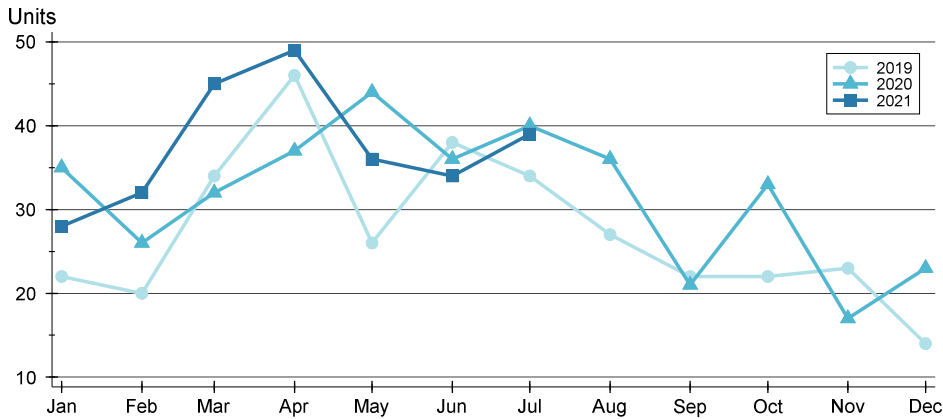
Half of the homes that went under contract in July were on the market less than 10 days, compared to 15 days in July 2020.



# CONTRACTS WRITTEN ANALYSIS

**BY MONTH** >>

**POTTAWATOMIE COUNTY  
ALL HOMES (NEW & EXISTING)  
AS OF 8/8/2021**



Month	2019	2020	2021
January	22	35	28
February	20	26	32
March	34	32	45
April	46	37	49
May	26	44	36
June	38	36	34
July	34	40	39
August	27	36	21
September	22	21	21
October	22	33	21
November	23	17	17
December	14	23	23

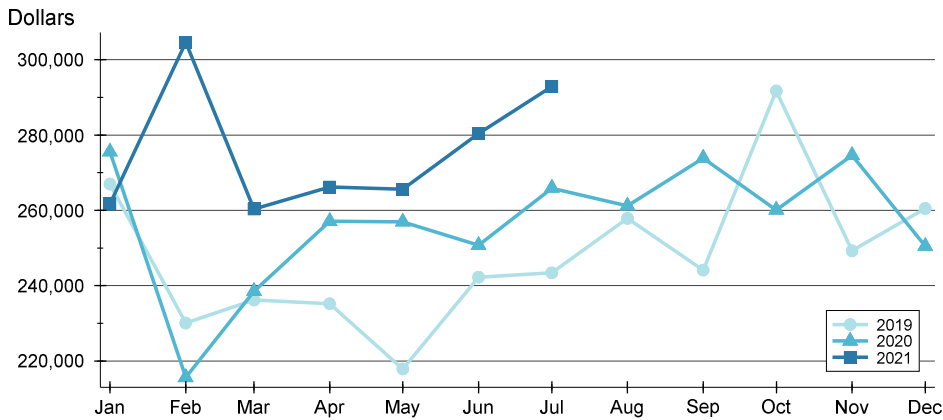
**BY PRICE RANGE** >>

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	1	2.6%	50	49,900	49,900	62	62	100.0%	100.0%
\$50,000-\$99,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
\$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	2	5.1%	328	163,950	163,950	55	55	98.0%	98.0%
\$175,000-\$199,999	5	12.8%	945	189,050	188,000	17	16	99.5%	100.0%
\$200,000-\$249,999	5	12.8%	1,169	233,840	239,900	23	5	97.2%	100.0%
\$250,000-\$299,999	14	35.9%	3,873	276,629	280,000	15	6	99.2%	100.0%
\$300,000-\$399,999	6	15.4%	2,077	346,133	344,000	13	8	100.3%	100.0%
\$400,000-\$499,999	3	7.7%	1,246	415,367	415,000	96	92	98.4%	100.0%
\$500,000-\$749,999	3	7.7%	1,735	578,333	585,000	46	30	99.3%	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	39	100.0%	11,423	292,896	275,000	28	10	99.1%	100.0%

**CONTRACTS WRITTEN ANALYSIS**

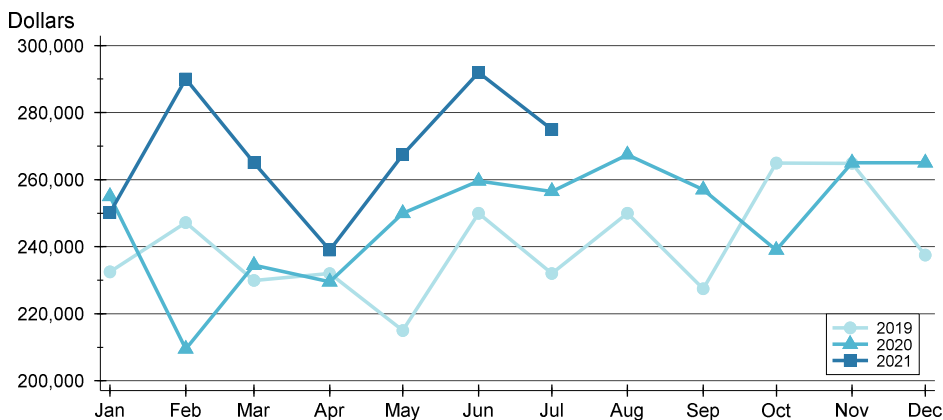
**POTTAWATOMIE COUNTY  
ALL HOMES (NEW & EXISTING)  
AS OF 8/8/2021**

**AVERAGE PRICE** >>



Month	2019	2020	2021
January	266,998	275,577	261,718
February	230,090	215,623	304,628
March	236,215	238,542	260,371
April	235,235	257,123	266,177
May	217,892	256,959	265,621
June	242,275	250,765	280,366
July	243,422	265,908	292,896
August	257,893	261,211	-
September	244,155	273,890	-
October	291,700	260,115	-
November	249,259	274,623	-
December	260,507	250,496	-

**MEDIAN PRICE** >>

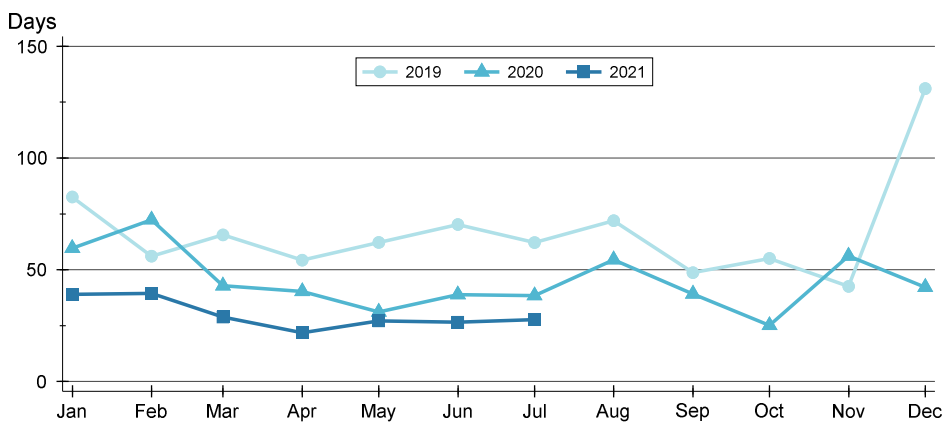


Month	2019	2020	2021
January	232,500	255,000	250,200
February	247,200	209,500	290,000
March	229,950	234,500	265,000
April	232,000	229,500	239,000
May	214,975	249,945	267,450
June	249,950	259,625	292,000
July	232,000	256,500	275,000
August	250,000	267,450	-
September	227,450	257,000	-
October	264,950	239,000	-
November	264,900	265,000	-
December	237,500	265,000	-

# CONTRACTS WRITTEN ANALYSIS

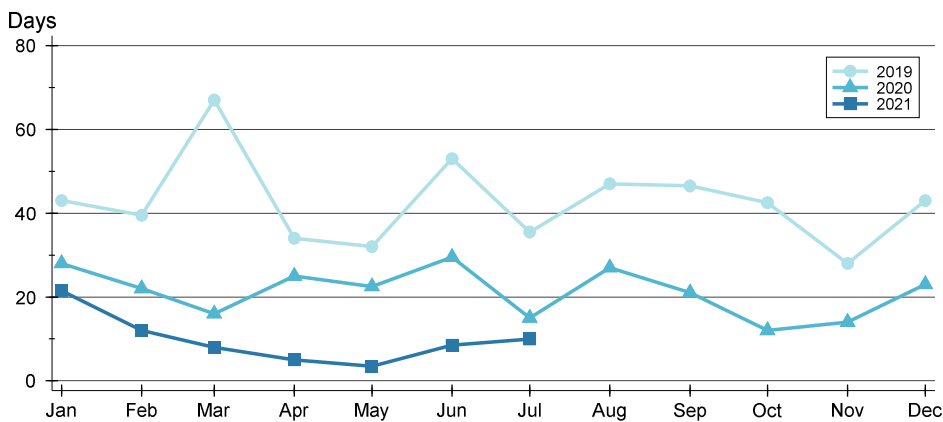
**POTTAWATOMIE COUNTY  
ALL HOMES (NEW & EXISTING)  
AS OF 8/8/2021**

## AVERAGE DOM >>



Month	2019	2020	2021
January	83	60	39
February	56	72	39
March	66	43	29
April	54	40	22
May	62	31	27
June	70	39	27
July	62	38	28
August	72	55	
September	49	39	
October	55	25	
November	43	56	
December	131	42	

## MEDIAN DOM >>

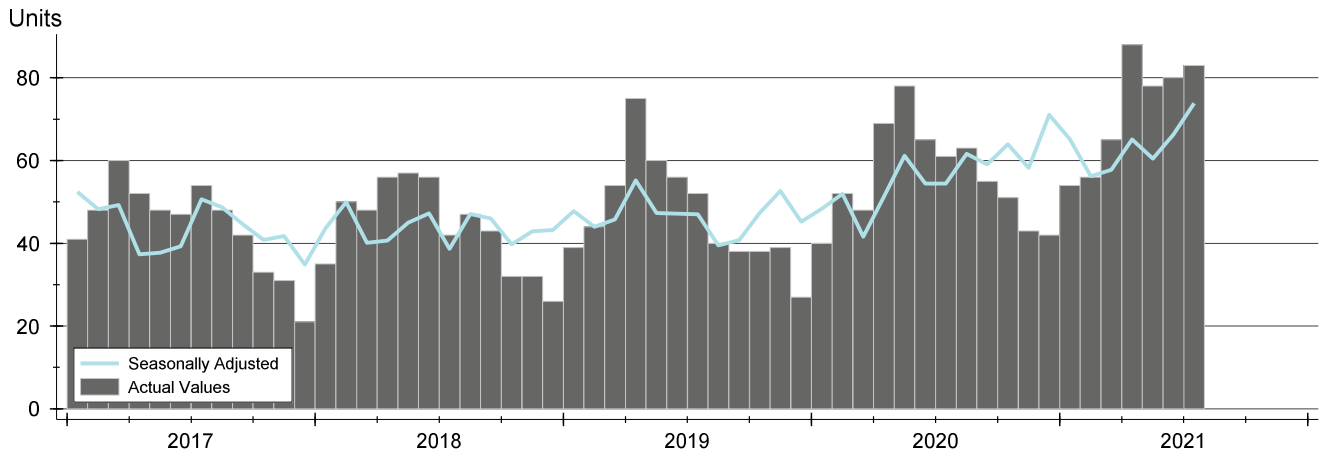


Month	2019	2020	2021
January	43	28	22
February	40	22	12
March	67	16	8
April	34	25	5
May	32	23	4
June	53	30	9
July	36	15	10
August	47	27	
September	47	21	
October	43	12	
November	28	14	
December	43	23	

# PENDING CONTRACTS ANALYSIS

**POTTAWATOMIE COUNTY  
ALL HOMES (NEW & EXISTING)  
AS OF 8/8/2021**

**HISTORY** >>



**SUMMARY** >>

Summary Statistics for Active Listings		End of July		
		2021	2020	Change
Active Listings		<b>83</b>	61	36.1%
Volume (1,000s)		<b>23,905</b>	15,746	51.8%
Average	List Price	<b>288,006</b>	258,138	11.6%
	Days on Market	<b>31</b>	41	-23.5%
	Percent of Original	<b>99.8%</b>	99.5%	0.2%
Median	List Price	<b>275,000</b>	249,900	10.0%
	Days on Market	<b>10</b>	27	-63.0%
	Percent of Original	<b>100.0%</b>	100.0%	0.0%

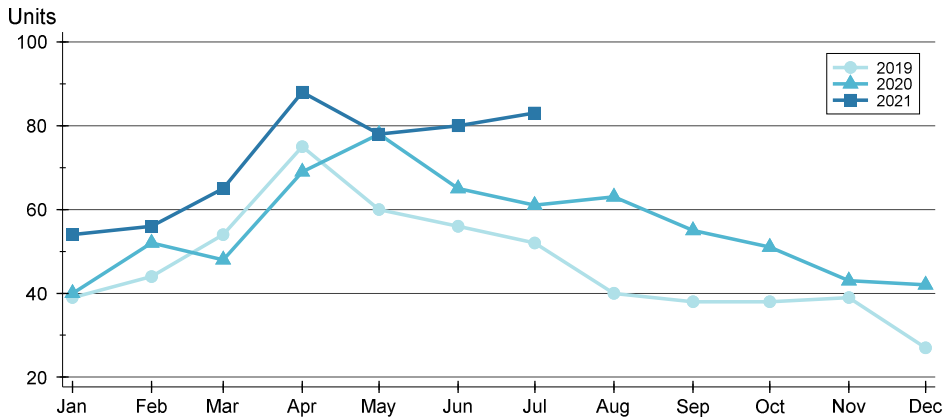
A total of 83 listings in Pottawatomie County had contracts pending at the end of July, up from 61 contracts pending at the end of July 2020.

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**

**BY MONTH** >>

**POTTAWATOMIE COUNTY  
ALL HOMES (NEW & EXISTING)  
AS OF 8/8/2021**



Month	2019	2020	2021
January	39	40	54
February	44	52	56
March	54	48	65
April	75	69	88
May	60	78	78
June	56	65	80
July	52	61	83
August	40	63	
September	38	55	
October	38	51	
November	39	43	
December	27	42	

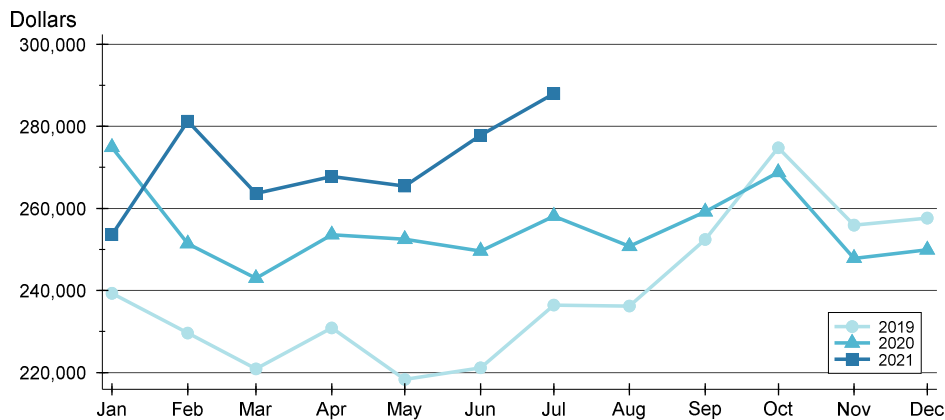
**BY PRICE RANGE** >>

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	1	1.2%	50	49,900	49,900	62	62	100.0%	100.0%
\$50,000-\$99,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
\$100,000-\$124,999	1	1.2%	115	115,000	115,000	41	41	100.0%	100.0%
\$125,000-\$149,999	2	2.4%	269	134,450	134,450	54	54	95.6%	95.6%
\$150,000-\$174,999	3	3.6%	500	166,800	168,000	43	20	98.7%	98.8%
\$175,000-\$199,999	10	12.0%	1,880	188,010	186,500	39	12	99.7%	100.0%
\$200,000-\$249,999	13	15.7%	3,055	235,008	239,900	16	4	99.1%	100.0%
\$250,000-\$299,999	25	30.1%	6,952	278,060	285,000	20	6	100.5%	100.0%
\$300,000-\$399,999	18	21.7%	6,278	348,761	366,950	37	12	100.2%	100.0%
\$400,000-\$499,999	7	8.4%	3,071	438,700	431,100	51	44	99.1%	100.0%
\$500,000-\$749,999	3	3.6%	1,735	578,333	585,000	46	30	99.3%	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	83	100.0%	23,905	288,006	275,000	31	10	99.8%	100.0%

**PENDING CONTRACTS ANALYSIS**

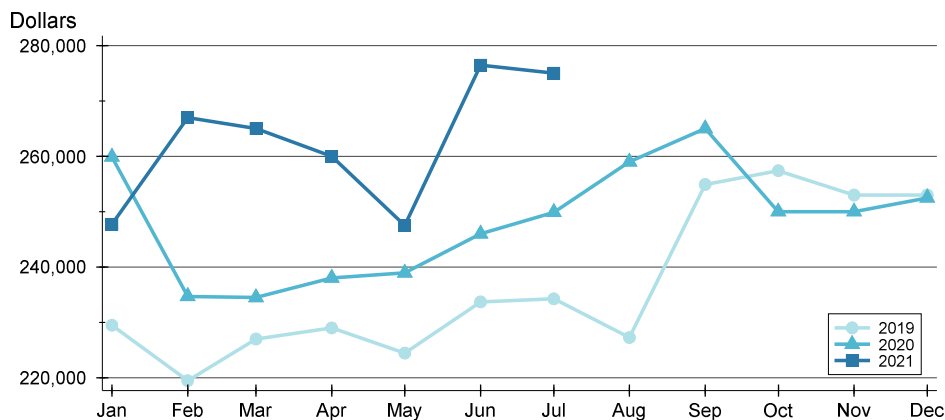
**POTTAWATOMIE COUNTY  
ALL HOMES (NEW & EXISTING)  
AS OF 8/8/2021**

**AVERAGE PRICE** >>



Month	2019	2020	2021
January	239,327	274,908	253,565
February	229,622	251,427	281,241
March	220,896	242,995	263,641
April	230,873	253,607	267,766
May	218,317	252,496	265,473
June	221,186	249,649	277,862
July	236,469	258,138	288,006
August	236,240	250,781	
September	252,437	259,189	
October	274,761	268,773	
November	255,927	247,860	
December	257,641	249,923	

**MEDIAN PRICE** >>

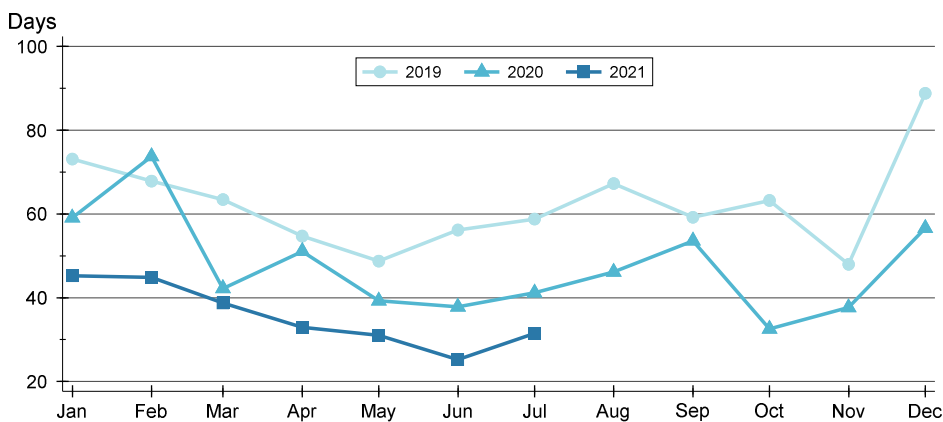


Month	2019	2020	2021
January	229,500	259,900	247,750
February	219,450	234,700	267,000
March	227,000	234,500	265,000
April	229,000	238,000	260,000
May	224,450	238,950	247,500
June	233,700	246,000	276,450
July	234,250	249,900	275,000
August	227,250	259,000	
September	254,900	265,000	
October	257,400	250,000	
November	253,000	250,000	
December	253,000	252,500	

**PENDING CONTRACTS ANALYSIS**

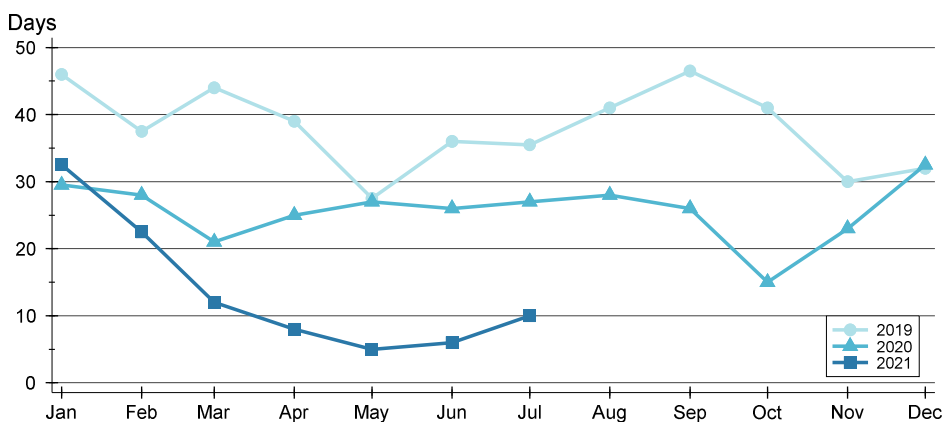
**POTTAWATOMIE COUNTY  
ALL HOMES (NEW & EXISTING)  
AS OF 8/8/2021**

**AVERAGE DOM** >>



Month	2019	2020	2021
January	73	59	45
February	68	74	45
March	63	42	39
April	55	51	33
May	49	39	31
June	56	38	25
July	59	41	31
August	67	46	31
September	59	54	31
October	63	33	31
November	48	38	31
December	89	57	31

**MEDIAN DOM** >>



Month	2019	2020	2021
January	46	30	33
February	38	28	23
March	44	21	12
April	39	25	8
May	28	27	5
June	36	26	6
July	36	27	10
August	41	28	10
September	47	26	10
October	41	15	10
November	30	23	10
December	32	33	10