



**November
2021**

Flint Hills MLS Statistics



**FLINT HILLS
ASSOCIATION
OF REALTORS®**

Flint Hills Association Eight-County Jurisdiction Housing Report



Market Overview

FHAR Jurisdiction Home Sales Rose in November

Total home sales in the FHAR eight-county jurisdiction rose by 24.9% last month to 211 units, compared to 169 units in November 2020. Total sales volume was \$48.8 million, up 49.4% from a year earlier.

The median sale price in November was \$211,000, up from \$180,000 a year earlier. Homes that sold in November were typically on the market for 23 days and sold for 100.0% of their list prices.

FHAR Jurisdiction Active Listings Down at End of November

The total number of active listings in the FHAR eight-county jurisdiction at the end of November was 384 units, down from 464 at the same point in 2020. This represents a 1.7 months' supply of homes available for sale. The median list price of homes on the market at the end of November was \$174,950.

During November, a total of 191 contracts were written up from 174 in November 2020. At the end of the month, there were 329 contracts still pending.

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Contact Information

Margaret Pendleton, Association Executive
 Flint Hills Association of REALTORS®
 205 S. Seth Child Road
 Manhattan, KS 66502
 685-776-1205
ae@flinthillsrealtors.net
www.flinthillsrealtors.net



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Flint Hills MLS Statistics



**FLINT HILLS
ASSOCIATION
OF REALTORS®**

Flint Hills Association Eight-County Jurisdiction Summary Statistics

November MLS Statistics Three-year History		Current Month			Year-to-Date		
		2021	2020	2019	2021	2020	2019
Home Sales Change from prior year		211 24.9%	169 25.2%	135 4.7%	2,450 16.7%	2,099 23.5%	1,700 9.2%
Active Listings Change from prior year		384 -17.2%	464 -38.9%	760 -11.3%	N/A	N/A	N/A
Months' Supply Change from prior year		1.7 -32.0%	2.5 -50.0%	5.0 -18.0%	N/A	N/A	N/A
New Listings Change from prior year		182 10.3%	165 -5.2%	174 2.4%	2,883 9.4%	2,635 -2.8%	2,711 0.6%
Contracts Written Change from prior year		191 9.8%	174 28.9%	135 27.4%	2,539 14.0%	2,227 26.9%	1,755 9.1%
Pending Contracts Change from prior year		329 2.2%	322 47.0%	219 17.1%	N/A	N/A	N/A
Sales Volume (1,000s) Change from prior year		48,757 49.4%	32,642 27.0%	25,701 11.7%	510,338 27.7%	399,580 24.3%	321,590 9.3%
Average	Sale Price Change from prior year	231,076 19.6%	193,146 1.5%	190,378 6.8%	208,301 9.4%	190,367 0.6%	189,171 0.1%
	List Price of Actives Change from prior year	222,652 7.8%	206,579 5.1%	196,554 2.4%	N/A	N/A	N/A
	Days on Market Change from prior year	36 -30.8%	52 -38.8%	85 6.3%	38 -41.5%	65 -17.7%	79 1.3%
	Percent of List Change from prior year	98.3% 0.2%	98.1% 0.3%	97.8% 1.1%	98.6% 1.3%	97.3% 0.1%	97.2% 0.1%
	Percent of Original Change from prior year	96.5% 0.2%	96.3% 2.7%	93.8% 0.2%	97.3% 2.2%	95.2% 1.0%	94.3% -0.4%
Median	Sale Price Change from prior year	211,000 17.2%	180,000 -2.7%	184,900 12.1%	190,000 8.6%	175,000 0.1%	174,900 -0.1%
	List Price of Actives Change from prior year	174,950 6.0%	165,000 3.2%	159,900 -3.1%	N/A	N/A	N/A
	Days on Market Change from prior year	23 35.3%	17 -68.5%	54 28.6%	12 -61.3%	31 -34.0%	47 0.0%
	Percent of List Change from prior year	100.0% 0.8%	99.2% 0.4%	98.8% 1.0%	100.0% 1.4%	98.6% 0.3%	98.3% 0.1%
	Percent of Original Change from prior year	98.0% -0.1%	98.1% 1.2%	96.9% 1.1%	99.7% 2.2%	97.6% 0.9%	96.7% 0.1%

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



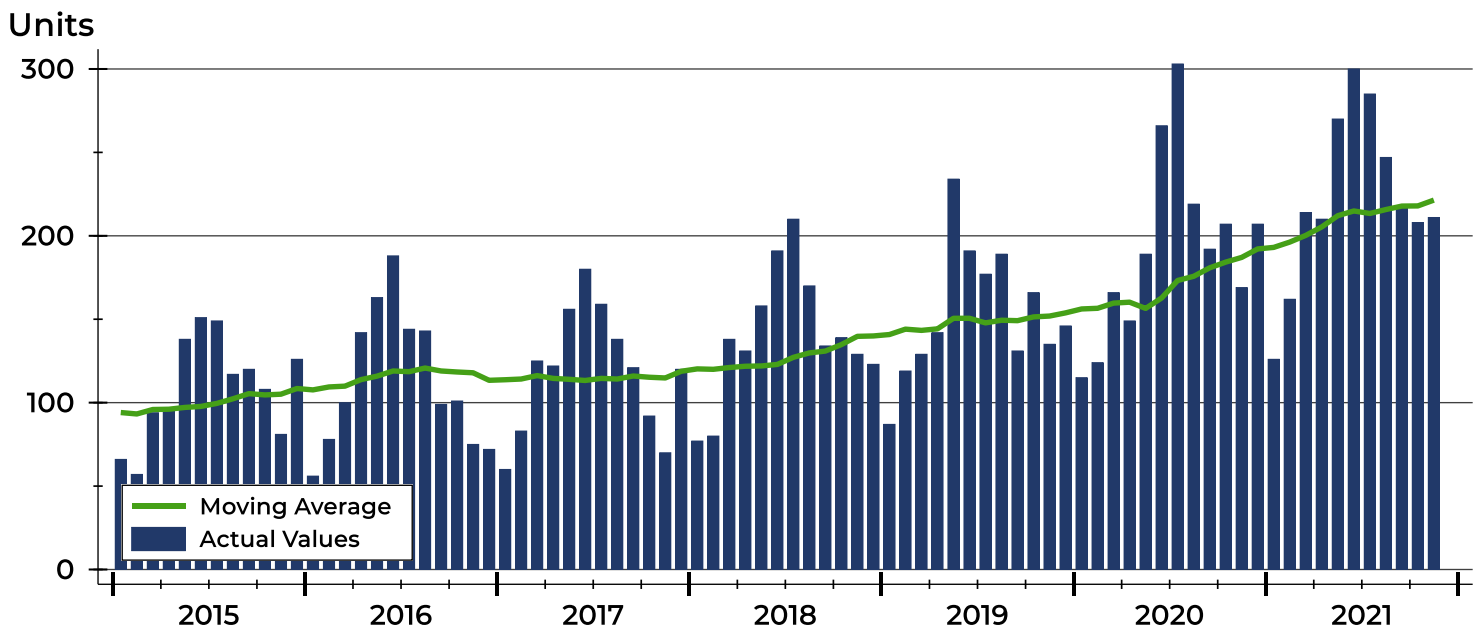
Flint Hills Association Eight-County Jurisdiction Closed Listings Analysis

Summary Statistics for Closed Listings		2021	November 2020	Change	2021	Year-to-Date 2020	Change
Closed Listings		211	169	24.9%	2,450	2,099	16.7%
Volume (1,000s)		48,757	32,642	49.4%	510,338	399,580	27.7%
Months' Supply		1.7	2.5	-32.0%	N/A	N/A	N/A
Average	Sale Price	231,076	193,146	19.6%	208,301	190,367	9.4%
	Days on Market	36	52	-30.8%	38	65	-41.5%
	Percent of List	98.3%	98.1%	0.2%	98.6%	97.3%	1.3%
	Percent of Original	96.5%	96.3%	0.2%	97.3%	95.2%	2.2%
Median	Sale Price	211,000	180,000	17.2%	190,000	175,000	8.6%
	Days on Market	23	17	35.3%	12	31	-61.3%
	Percent of List	100.0%	99.2%	0.8%	100.0%	98.6%	1.4%
	Percent of Original	98.0%	98.1%	-0.1%	99.7%	97.6%	2.2%

A total of 211 homes sold in the FHAR eight-county jurisdiction in November, up from 169 units in November 2020. Total sales volume rose to \$48.8 million compared to \$32.6 million in the previous year.

The median sales price in November was \$211,000, up 17.2% compared to the prior year. Median days on market was 23 days, up from 19 days in October, and up from 17 in November 2020.

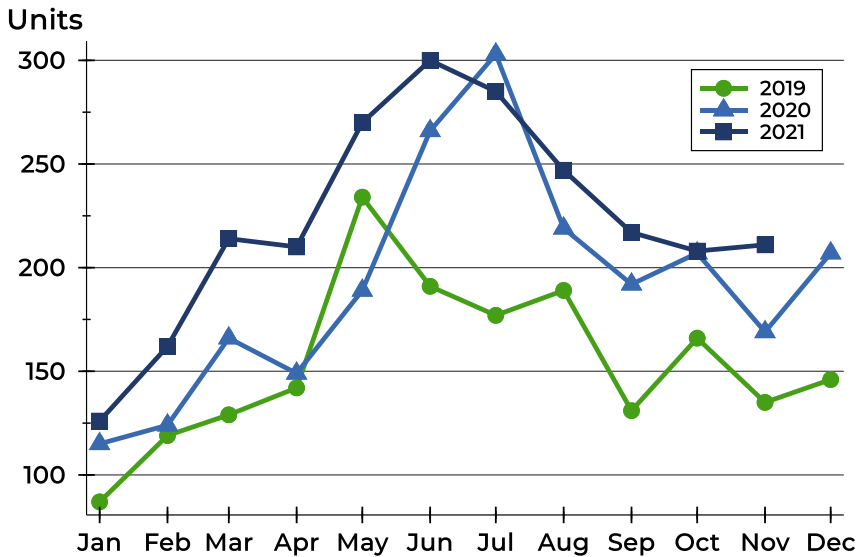
History of Closed Listings





Flint Hills Association Eight-County Jurisdiction Closed Listings Analysis

Closed Listings by Month



Month	2019	2020	2021
January	87	115	126
February	119	124	162
March	129	166	214
April	142	149	210
May	234	189	270
June	191	266	300
July	177	303	285
August	189	219	247
September	131	192	217
October	166	207	208
November	135	169	211
December	146	207	

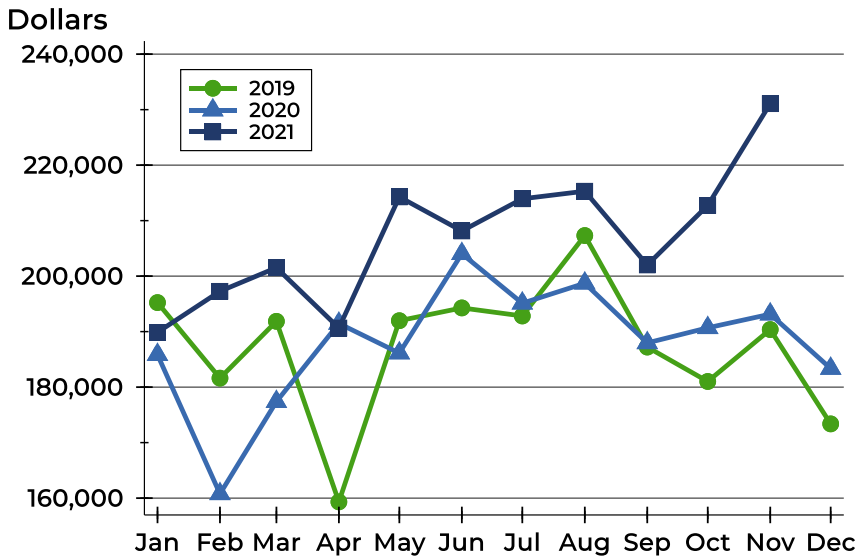
Closed Listings by Price Range

Price Range	Sales		Months' Supply	Sale Price		Days on Market		Price as % of List		Price as % of Orig.	
	Number	Percent		Average	Median	Avg.	Med.	Avg.	Med.	Avg.	Med.
Below \$25,000	0	0.0%	1.8	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$25,000-\$49,999	3	1.4%	2.5	37,000	33,500	38	41	85.0%	84.0%	81.1%	83.3%
\$50,000-\$99,999	15	7.1%	2.1	81,273	83,500	36	15	97.2%	95.5%	94.4%	93.6%
\$100,000-\$124,999	12	5.7%	1.6	112,648	112,500	34	29	97.3%	98.3%	93.8%	96.2%
\$125,000-\$149,999	20	9.5%	2.3	138,515	138,000	42	40	97.5%	97.6%	94.4%	96.1%
\$150,000-\$174,999	20	9.5%	1.9	159,375	158,600	38	23	97.5%	97.6%	96.0%	96.5%
\$175,000-\$199,999	22	10.4%	1.0	183,191	182,500	26	16	98.1%	100.0%	95.5%	99.5%
\$200,000-\$249,999	46	21.8%	1.3	220,966	220,000	45	34	98.7%	100.0%	96.5%	96.0%
\$250,000-\$299,999	24	11.4%	1.3	275,217	275,000	33	19	99.1%	100.0%	97.7%	100.0%
\$300,000-\$399,999	37	17.5%	1.8	336,337	325,000	30	15	99.3%	100.0%	99.7%	100.0%
\$400,000-\$499,999	7	3.3%	2.7	450,441	464,888	28	17	104.2%	100.0%	102.8%	100.0%
\$500,000-\$749,999	4	1.9%	2.5	588,725	592,500	61	38	97.8%	98.8%	97.8%	98.8%
\$750,000-\$999,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	1	0.5%	24.0	1,365,000	1,365,000	28	28	94.1%	94.1%	94.1%	94.1%



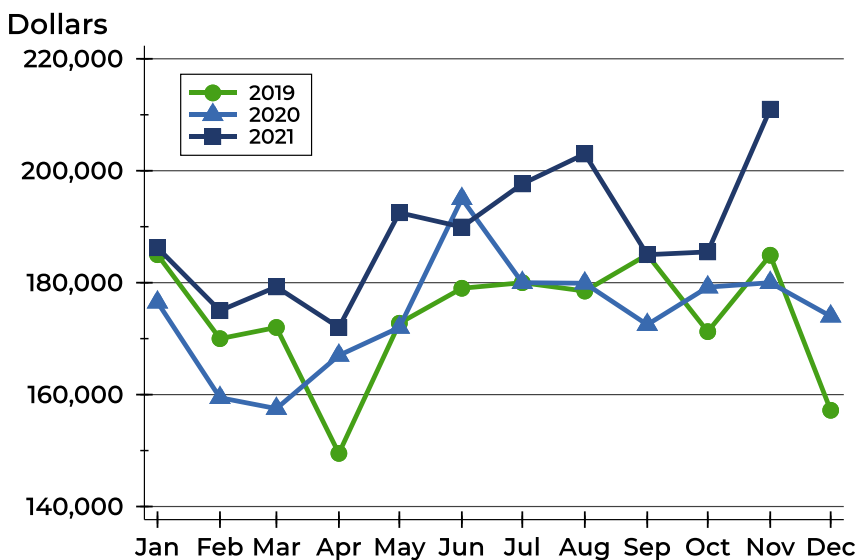
Flint Hills Association Eight-County Jurisdiction Closed Listings Analysis

Average Price



Month	2019	2020	2021
January	195,233	185,848	189,873
February	181,621	160,770	197,267
March	191,857	177,383	201,520
April	159,326	191,474	190,658
May	191,975	186,136	214,274
June	194,277	204,033	208,139
July	192,826	195,117	213,939
August	207,314	198,716	215,306
September	187,222	187,971	202,011
October	181,021	190,691	212,745
November	190,378	193,146	231,076
December	173,381	183,358	

Median Price

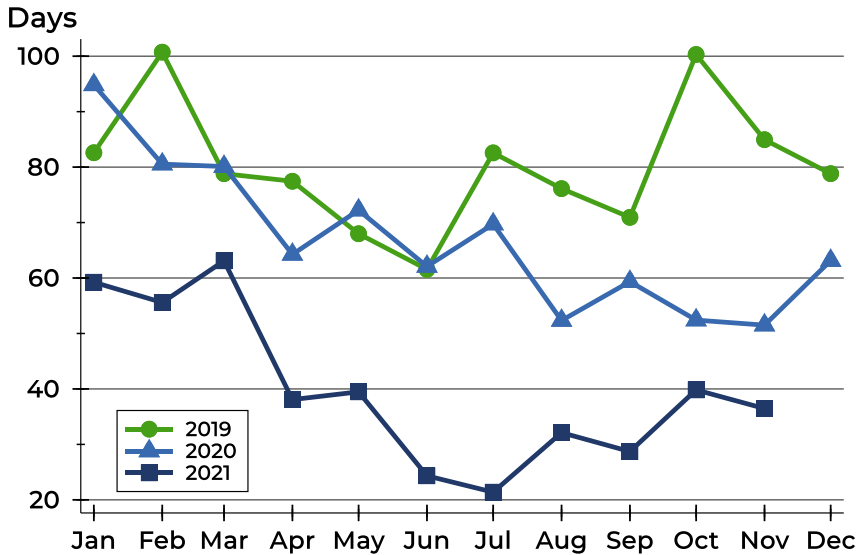


Month	2019	2020	2021
January	185,000	176,500	186,250
February	170,000	159,450	175,000
March	172,000	157,500	179,250
April	149,500	167,000	172,000
May	172,750	172,000	192,500
June	179,000	195,000	189,950
July	180,000	180,000	197,650
August	178,500	179,900	203,000
September	185,000	172,500	185,000
October	171,250	179,200	185,500
November	184,900	180,000	211,000
December	157,200	174,000	



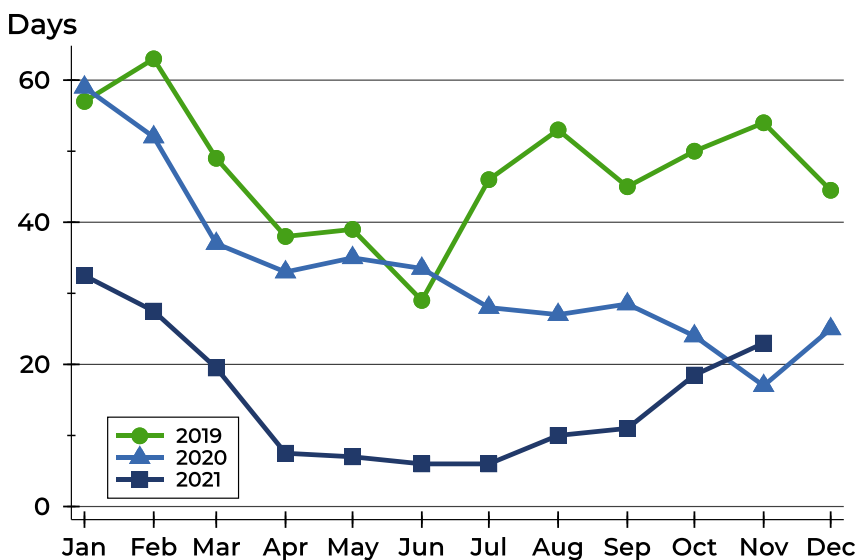
Flint Hills Association Eight-County Jurisdiction Closed Listings Analysis

Average DOM



Month	2019	2020	2021
January	83	95	59
February	101	81	56
March	79	80	63
April	77	64	38
May	68	72	39
June	62	62	24
July	83	70	21
August	76	52	32
September	71	59	29
October	100	52	40
November	85	52	36
December	79	63	

Median DOM



Month	2019	2020	2021
January	57	59	33
February	63	52	28
March	49	37	20
April	38	33	8
May	39	35	7
June	29	34	6
July	46	28	6
August	53	27	10
September	45	29	11
October	50	24	19
November	54	17	23
December	45	25	



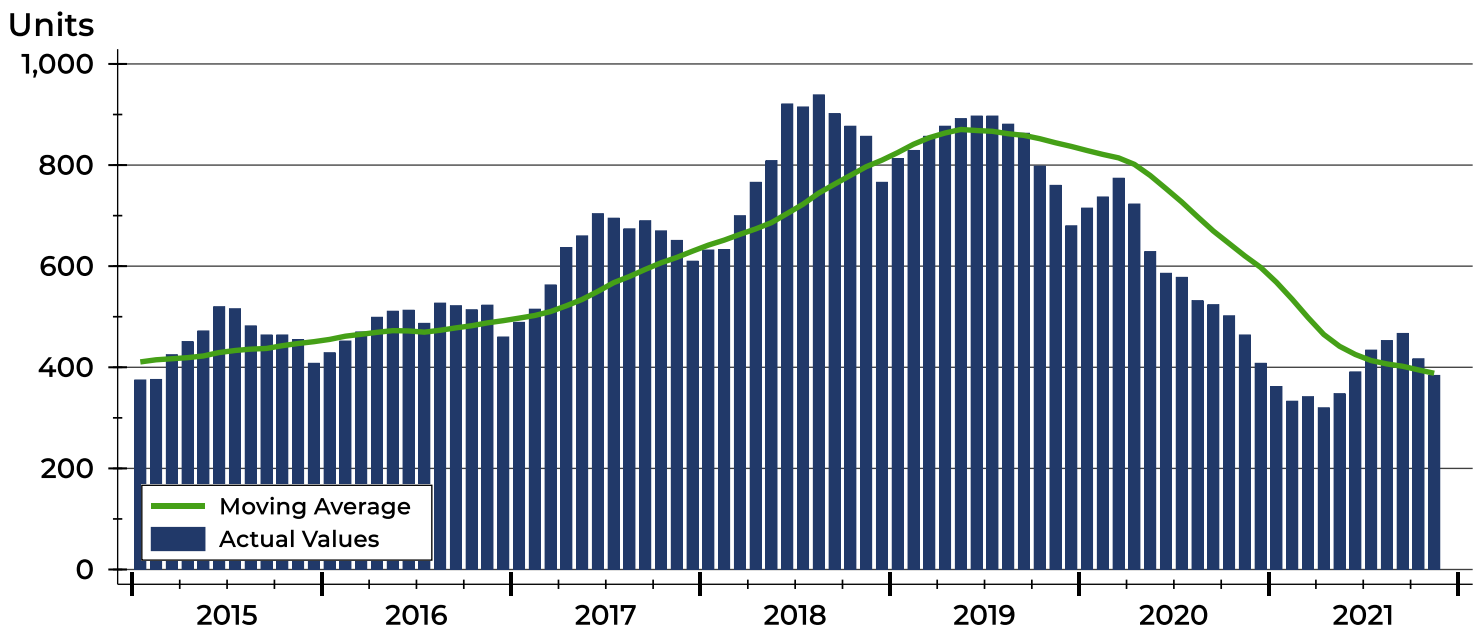
Flint Hills Association Eight-County Jurisdiction Active Listings Analysis

Summary Statistics for Active Listings		2021	End of November 2020	Change
Active Listings		384	464	-17.2%
Volume (1,000s)		85,498	95,853	-10.8%
Months' Supply		1.7	2.5	-32.0%
Average	List Price	222,652	206,579	7.8%
	Days on Market	90	111	-18.9%
	Percent of Original	97.2%	97.1%	0.1%
Median	List Price	174,950	165,000	6.0%
	Days on Market	64	74	-13.5%
	Percent of Original	100.0%	100.0%	0.0%

A total of 384 homes were available for sale in the FHAR eight-county jurisdiction at the end of November. This represents a 1.7 months' supply of active listings.

The median list price of homes on the market at the end of November was \$174,950, up 6.0% from 2020. The typical time on market for active listings was 64 days, down from 74 days a year earlier.

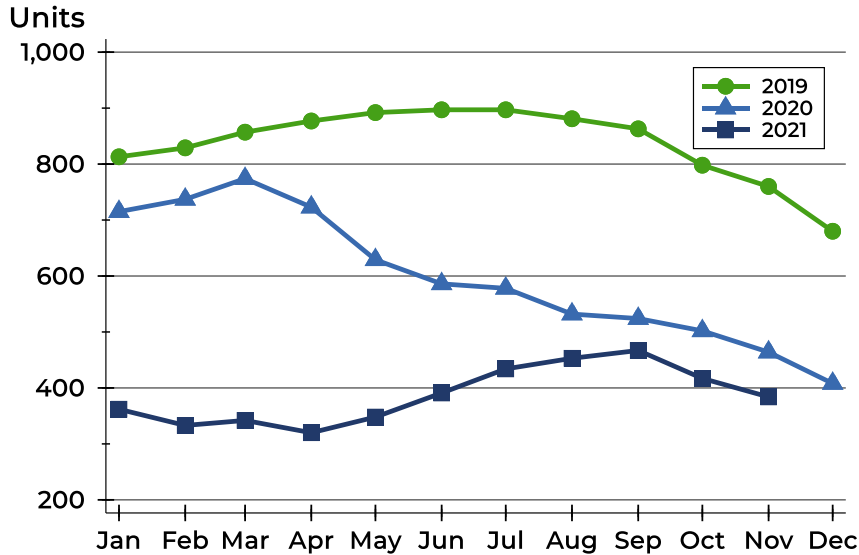
History of Active Listings





Flint Hills Association Eight-County Jurisdiction Active Listings Analysis

Active Listings 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	467
October	798	502	417
November	760	464	384
December	680	408	

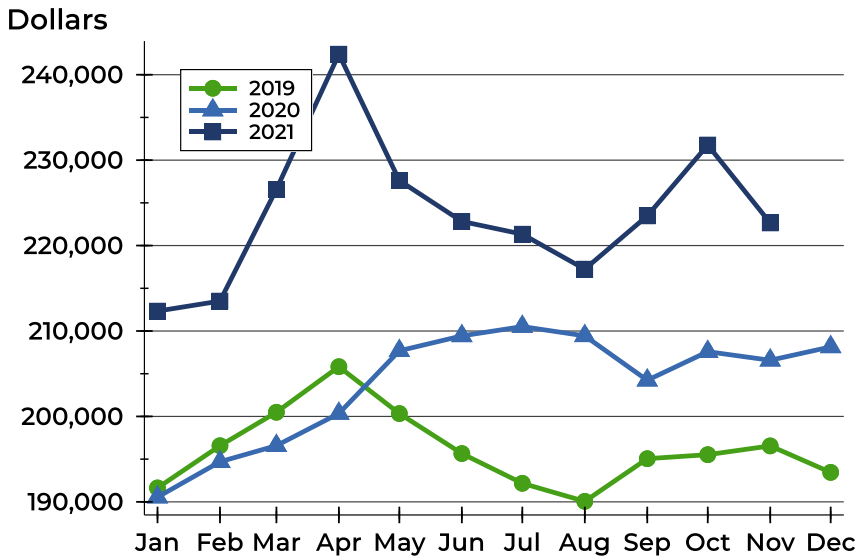
Active Listings by Price Range

Price Range	Active Listings Number	Active Listings Percent	Months' Supply	List Price Average	List Price Median	Days on Market Avg.	Days on Market Med.	Price as % of Orig. Avg.	Price as % of Orig. Med.
Below \$25,000	4	1.0%	1.8	14,500	13,750	11	11	100.0%	100.0%
\$25,000-\$49,999	13	3.4%	2.5	41,146	40,000	106	50	91.8%	94.5%
\$50,000-\$99,999	51	13.3%	2.1	78,440	80,000	101	69	95.7%	100.0%
\$100,000-\$124,999	29	7.6%	1.6	114,407	114,900	98	93	95.7%	100.0%
\$125,000-\$149,999	51	13.3%	2.3	137,376	137,500	81	63	97.0%	100.0%
\$150,000-\$174,999	44	11.5%	1.9	159,798	159,900	78	76	97.3%	100.0%
\$175,000-\$199,999	26	6.8%	1.0	187,488	187,000	80	43	97.3%	100.0%
\$200,000-\$249,999	52	13.5%	1.3	225,346	224,750	98	72	97.9%	100.0%
\$250,000-\$299,999	32	8.3%	1.3	276,456	279,700	73	45	98.3%	100.0%
\$300,000-\$399,999	50	13.0%	1.8	349,127	349,500	98	77	98.8%	100.0%
\$400,000-\$499,999	17	4.4%	2.7	451,885	430,000	72	64	97.9%	100.0%
\$500,000-\$749,999	9	2.3%	2.5	567,144	550,000	54	33	100.5%	100.0%
\$750,000-\$999,999	2	0.5%	N/A	959,000	959,000	501	501	88.4%	88.4%
\$1,000,000 and up	4	1.0%	24.0	1,487,500	1,375,000	108	52	100.0%	100.0%



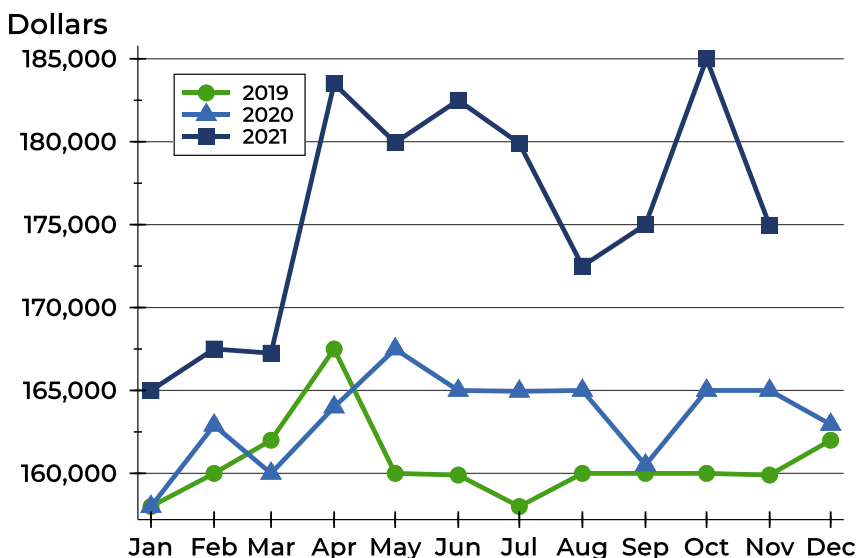
Flint Hills Association Eight-County Jurisdiction Active Listings Analysis

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	223,475
October	195,524	207,583	231,771
November	196,554	206,579	222,652
December	193,452	208,140	

Median Price

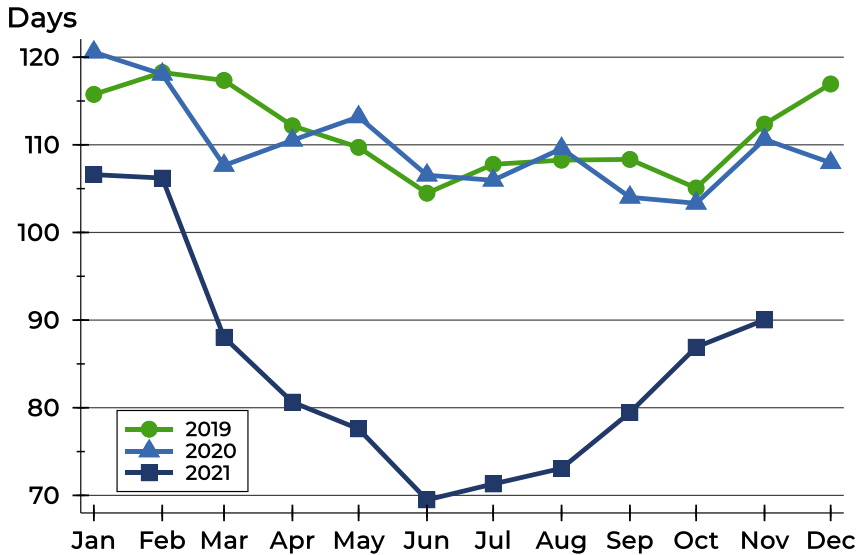


Month	2019	2020	2021
January	158,000	158,000	165,000
February	160,000	162,900	167,500
March	162,000	160,000	167,250
April	167,500	164,000	183,500
May	160,000	167,500	179,950
June	159,900	165,000	182,500
July	158,000	164,950	179,900
August	160,000	165,000	172,500
September	160,000	160,500	175,000
October	160,000	165,000	185,000
November	159,900	165,000	174,950
December	162,000	162,950	



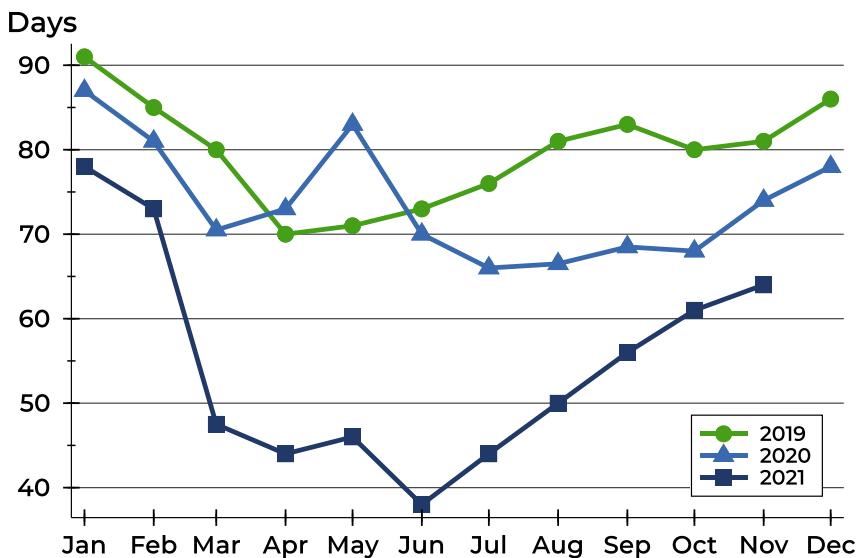
Flint Hills Association Eight-County Jurisdiction Active Listings Analysis

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	79
October	105	103	87
November	112	111	90
December	117	108	

Median DOM

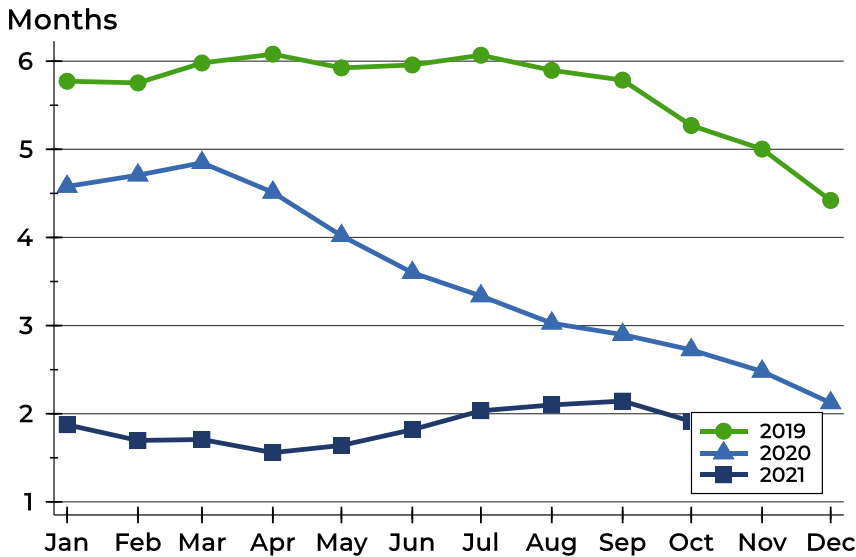


Month	2019	2020	2021
January	91	87	78
February	85	81	73
March	80	71	48
April	70	73	44
May	71	83	46
June	73	70	38
July	76	66	44
August	81	67	50
September	83	69	56
October	80	68	61
November	81	74	64
December	86	78	



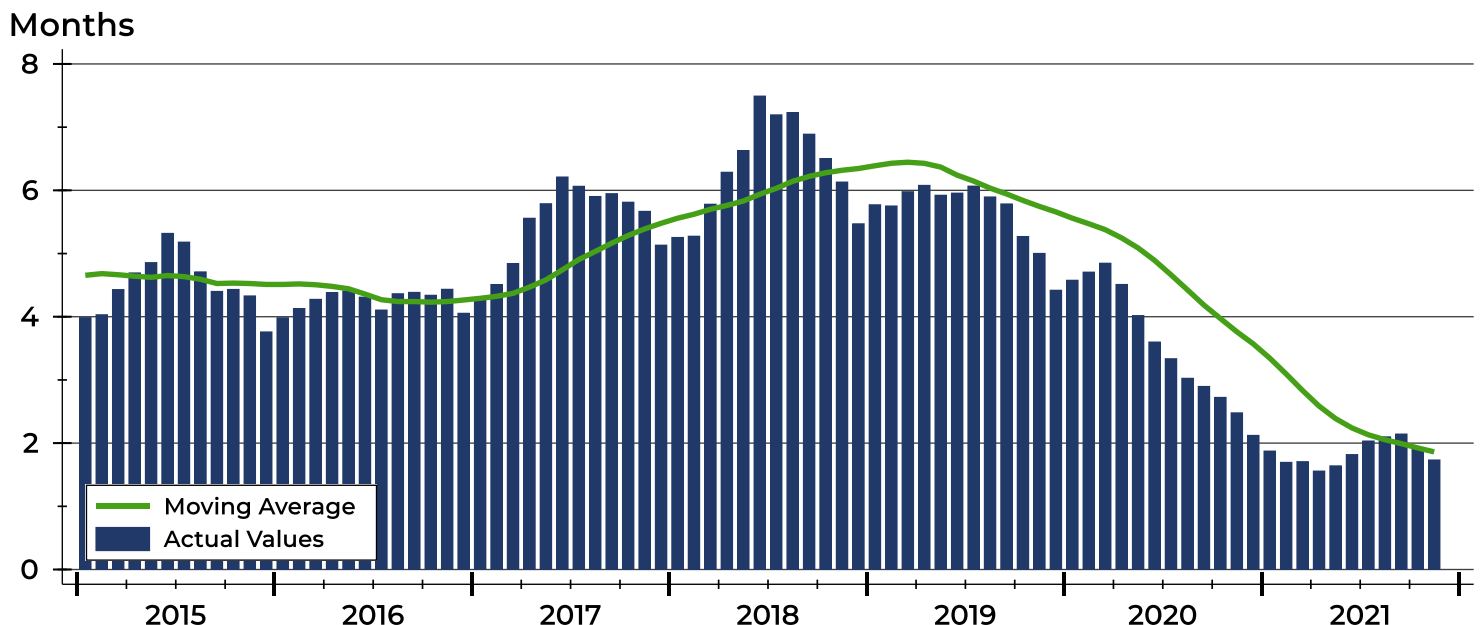
Flint Hills Association Eight-County Jurisdiction Months' Supply Analysis

Months' Supply 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	2.1
October	5.3	2.7	1.9
November	5.0	2.5	1.7
December	4.4	2.1	

History of Month's Supply





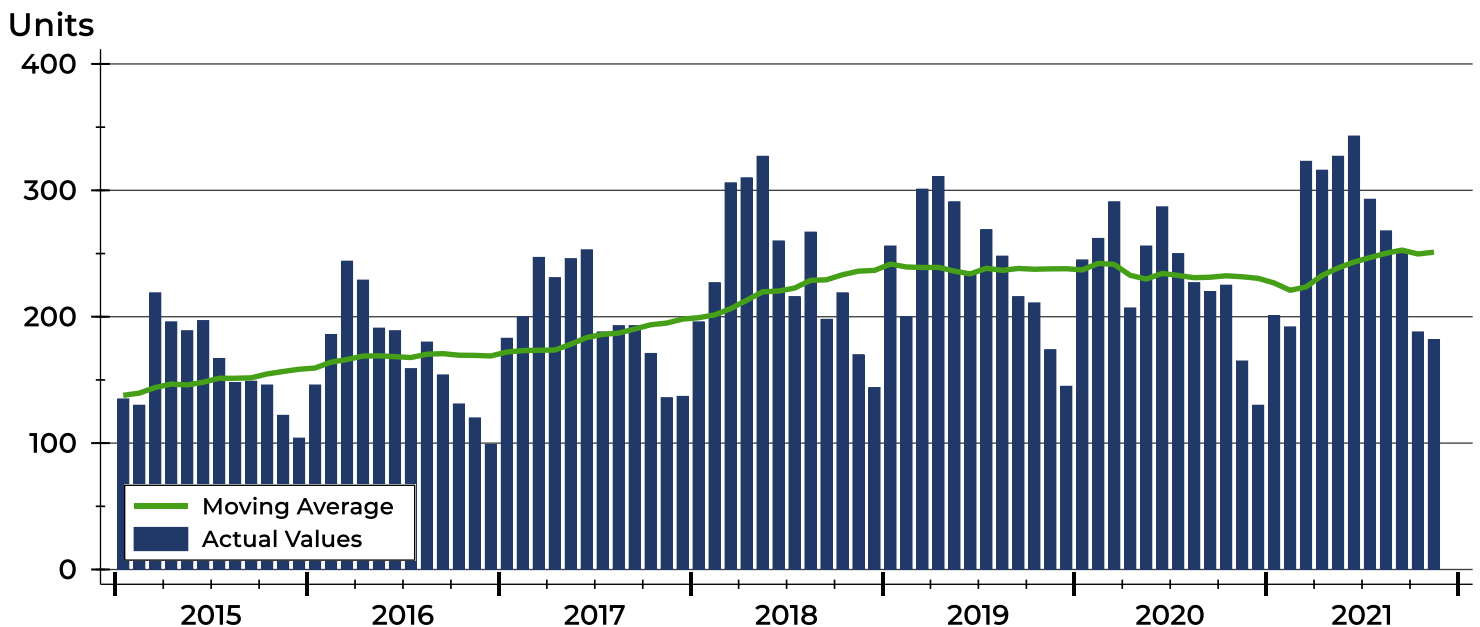
Flint Hills Association Eight-County Jurisdiction New Listings Analysis

Summary Statistics for New Listings		2021	November 2020	Change
Current Month	New Listings	182	165	10.3%
	Volume (1,000s)	37,753	30,683	23.0%
	Average List Price	207,434	185,957	11.5%
	Median List Price	200,000	174,000	14.9%
Year-to-Date	New Listings	2,883	2,635	9.4%
	Volume (1,000s)	618,249	517,148	19.5%
	Average List Price	214,446	196,261	9.3%
	Median List Price	189,900	175,000	8.5%

A total of 182 new listings were added in the FHAR eight-county jurisdiction during November, up 10.3% from the same month in 2020. Year-to-date the FHAR eight-county jurisdiction has seen 2,883 new listings.

The median list price of these homes was \$200,000 up from \$174,000 in 2020.

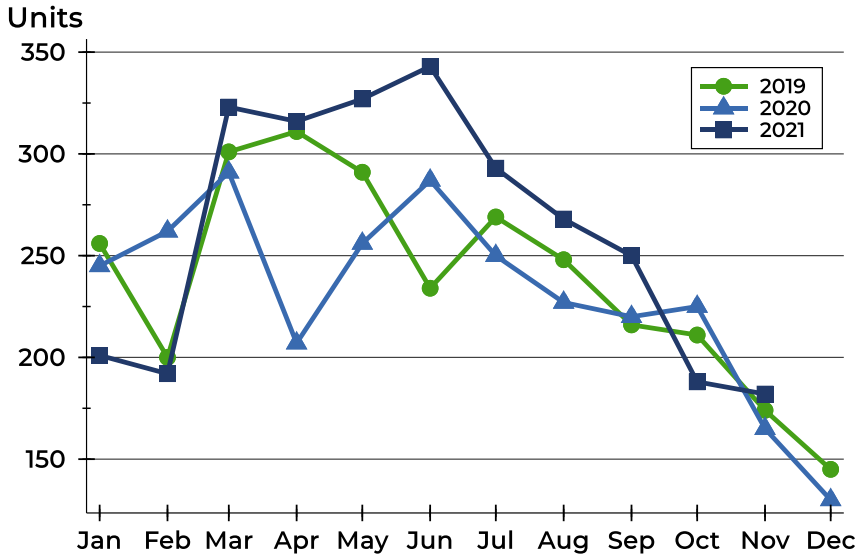
History of New Listings





Flint Hills Association Eight-County Jurisdiction New Listings Analysis

New Listings by Month



Month	2019	2020	2021
January	256	245	201
February	200	262	192
March	301	291	323
April	311	207	316
May	291	256	327
June	234	287	343
July	269	250	293
August	248	227	268
September	216	220	250
October	211	225	188
November	174	165	182
December	145	130	

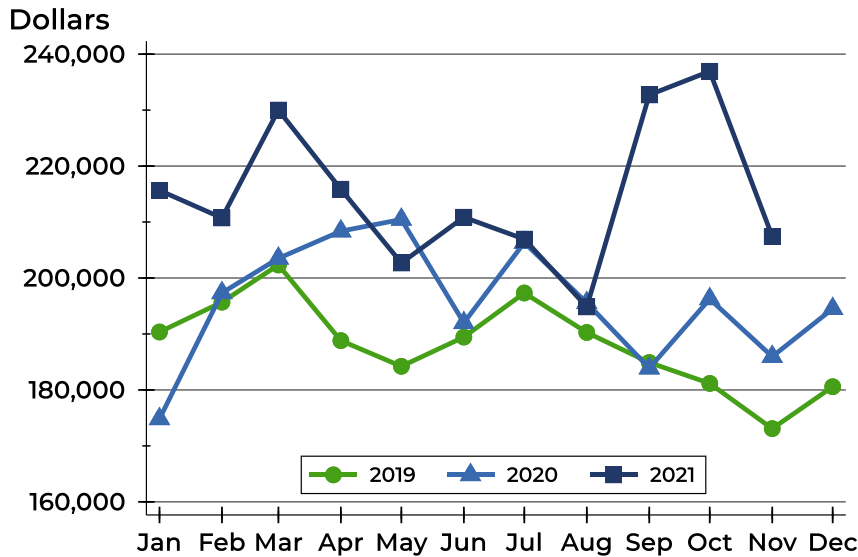
New Listings by Price Range

Price Range	New Listings		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	4	2.2%	14,500	13,750	15	16	100.0%	100.0%
\$25,000-\$49,999	6	3.3%	43,250	43,900	18	16	95.6%	100.0%
\$50,000-\$99,999	15	8.2%	77,627	78,900	23	23	98.4%	100.0%
\$100,000-\$124,999	8	4.4%	113,238	110,000	11	8	100.0%	100.0%
\$125,000-\$149,999	24	13.2%	136,308	135,750	16	16	99.5%	100.0%
\$150,000-\$174,999	17	9.3%	162,265	164,900	12	10	100.4%	100.0%
\$175,000-\$199,999	14	7.7%	182,814	180,500	15	18	99.8%	100.0%
\$200,000-\$249,999	40	22.0%	227,015	229,950	15	10	99.7%	100.0%
\$250,000-\$299,999	27	14.8%	278,593	281,000	9	4	100.2%	100.0%
\$300,000-\$399,999	19	10.4%	343,342	345,000	16	8	99.4%	100.0%
\$400,000-\$499,999	6	3.3%	426,633	412,500	24	25	100.0%	100.0%
\$500,000-\$749,999	2	1.1%	545,000	545,000	24	24	100.0%	100.0%
\$750,000-\$999,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



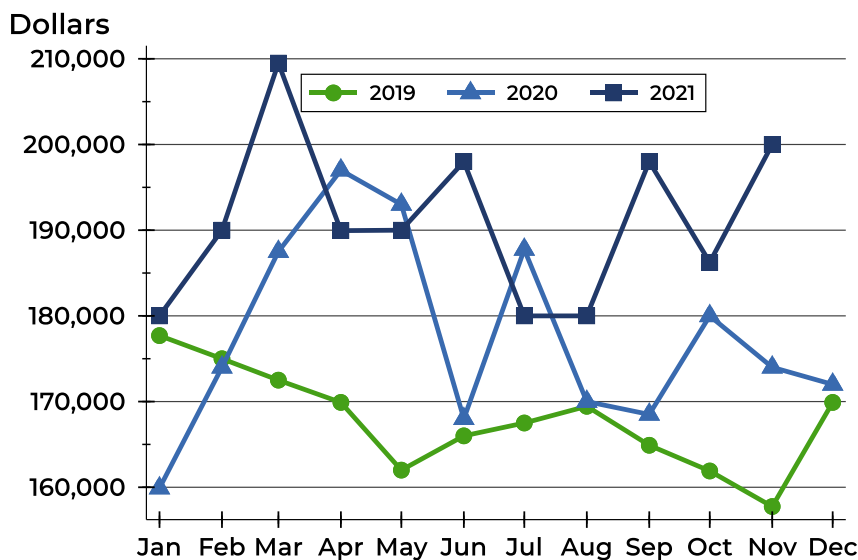
Flint Hills Association Eight-County Jurisdiction New Listings Analysis

Average Price



Month	2019	2020	2021
January	190,353	174,831	215,661
February	195,685	197,342	210,733
March	202,333	203,512	230,011
April	188,812	208,370	215,864
May	184,221	210,466	202,687
June	189,446	191,995	210,860
July	197,324	206,327	206,950
August	190,270	195,573	194,842
September	184,906	183,887	232,717
October	181,166	196,266	236,938
November	173,087	185,957	207,434
December	180,580	194,515	

Median Price



Month	2019	2020	2021
January	177,700	159,900	180,000
February	175,000	174,000	190,000
March	172,500	187,500	209,500
April	169,900	197,000	189,950
May	162,000	193,000	190,000
June	166,000	168,000	198,000
July	167,500	187,750	180,000
August	169,450	170,000	180,000
September	164,900	168,500	198,000
October	161,900	180,000	186,250
November	157,750	174,000	200,000
December	169,900	172,000	



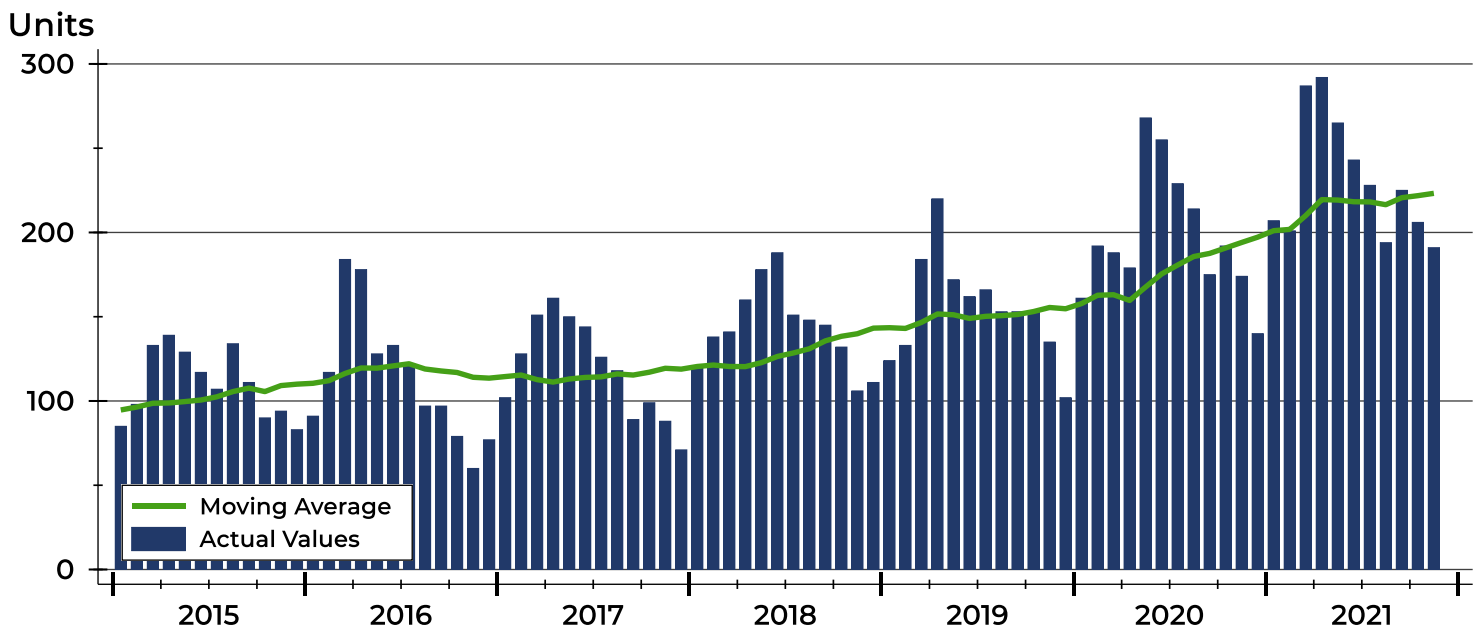
Flint Hills Association Eight-County Jurisdiction Contracts Written Analysis

Summary Statistics for Contracts Written		November			Year-to-Date		
		2021	2020	Change	2021	2020	Change
Contracts Written		191	174	9.8%	2,539	2,227	14.0%
Volume (1,000s)		41,955	31,204	34.5%	539,675	431,387	25.1%
Average	Sale Price	219,662	179,335	22.5%	212,554	193,708	9.7%
	Days on Market	42	61	-31.1%	36	63	-42.9%
	Percent of Original	97.3%	95.5%	1.9%	97.6%	95.2%	2.5%
Median	Sale Price	199,000	166,700	19.4%	190,000	178,900	6.2%
	Days on Market	19	26	-26.9%	11	29	-62.1%
	Percent of Original	100.0%	98.0%	2.0%	100.0%	97.6%	2.5%

A total of 191 contracts for sale were written in the FHAR eight-county jurisdiction during the month of November, up from 174 in 2020. The median list price of these homes was \$199,000, up from \$166,700 the prior year.

Half of the homes that went under contract in November were on the market less than 19 days, compared to 26 days in November 2020.

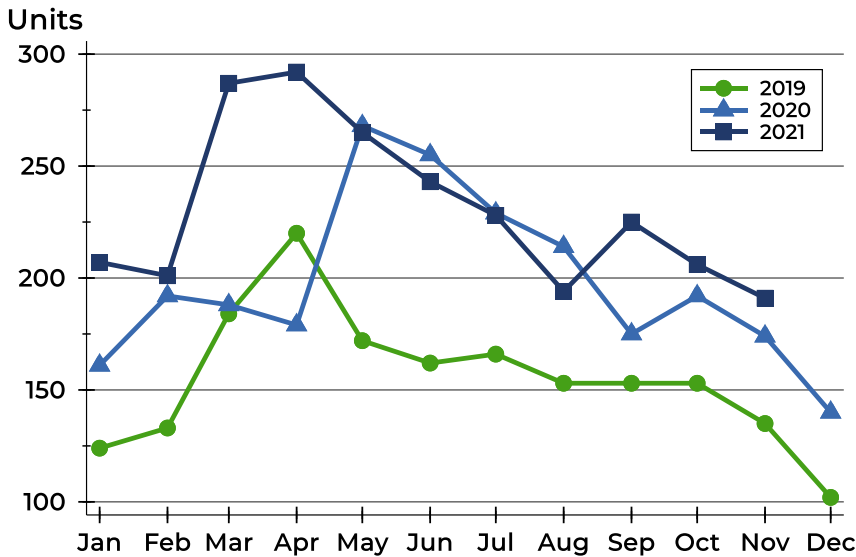
History of Contracts Written





Flint Hills Association Eight-County Jurisdiction Contracts Written Analysis

Contracts Written by Month



Month	2019	2020	2021
January	124	161	207
February	133	192	201
March	184	188	287
April	220	179	292
May	172	268	265
June	162	255	243
July	166	229	228
August	153	214	194
September	153	175	225
October	153	192	206
November	135	174	191
December	102	140	

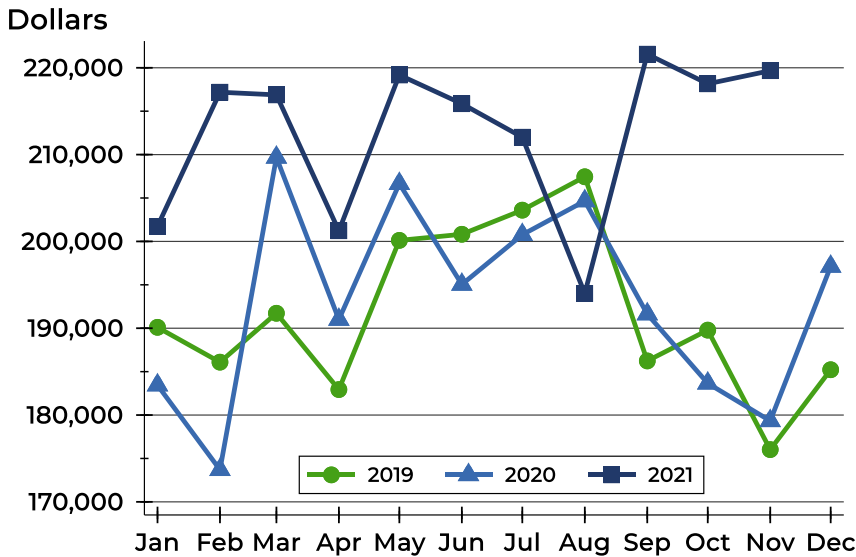
Contracts Written by Price Range

Price Range	Contracts Written		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	1	0.5%	20,000	20,000	49	49	50.0%	50.0%
\$25,000-\$49,999	4	2.1%	42,925	41,400	24	23	91.4%	92.0%
\$50,000-\$99,999	14	7.3%	80,307	78,750	77	60	97.2%	100.0%
\$100,000-\$124,999	13	6.8%	112,662	110,000	90	57	94.5%	100.0%
\$125,000-\$149,999	21	11.0%	137,133	137,000	31	16	97.7%	100.0%
\$150,000-\$174,999	24	12.6%	161,258	159,950	38	25	97.9%	100.0%
\$175,000-\$199,999	21	11.0%	186,833	185,000	46	34	97.1%	97.4%
\$200,000-\$249,999	38	19.9%	226,205	228,000	27	10	98.2%	100.0%
\$250,000-\$299,999	26	13.6%	276,288	277,500	38	4	98.0%	100.0%
\$300,000-\$399,999	18	9.4%	337,756	330,000	33	23	98.6%	100.0%
\$400,000-\$499,999	5	2.6%	418,696	405,000	48	54	99.4%	100.0%
\$500,000-\$749,999	3	1.6%	616,333	624,000	55	60	98.7%	100.0%
\$750,000-\$999,999	2	1.0%	800,000	800,000	17	17	100.0%	100.0%
\$1,000,000 and up	1	0.5%	1,100,000	1,100,000	144	144	100.0%	100.0%



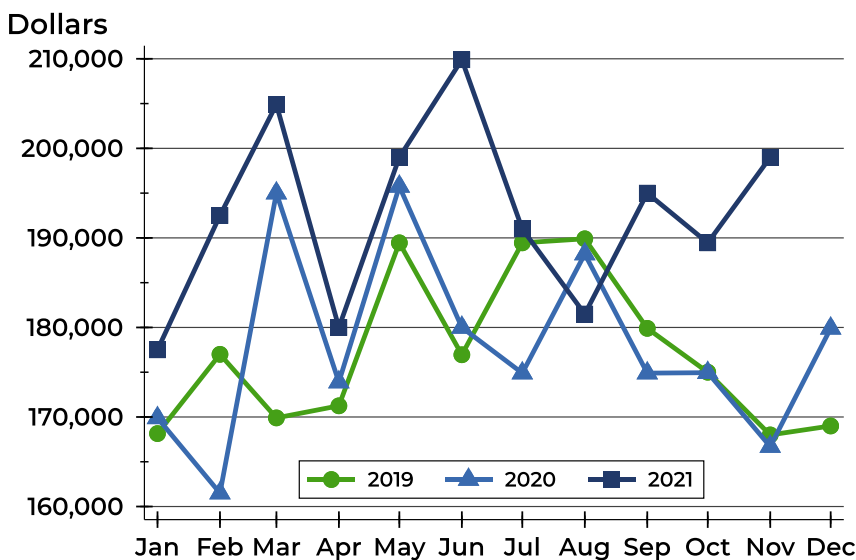
Flint Hills Association Eight-County Jurisdiction Contracts Written Analysis

Average Price



Month	2019	2020	2021
January	190,108	183,447	201,740
February	186,095	173,700	217,188
March	191,726	209,678	216,878
April	182,939	191,004	201,227
May	200,121	206,649	219,169
June	200,823	195,044	215,862
July	203,602	200,768	212,004
August	207,447	204,658	194,008
September	186,236	191,630	221,571
October	189,782	183,658	218,154
November	176,021	179,335	219,662
December	185,219	197,115	-

Median Price

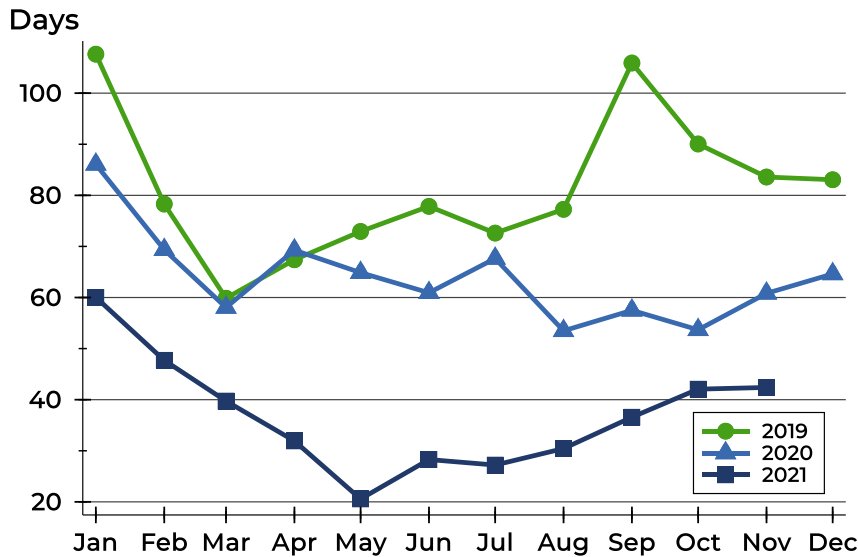


Month	2019	2020	2021
January	168,150	169,900	177,500
February	177,000	161,500	192,500
March	169,900	195,000	204,900
April	171,250	173,900	180,000
May	189,450	195,750	199,000
June	176,950	180,000	209,900
July	189,450	174,900	191,000
August	189,900	188,200	181,500
September	179,900	174,900	195,000
October	175,000	174,950	189,450
November	168,000	166,700	199,000
December	169,000	179,900	-



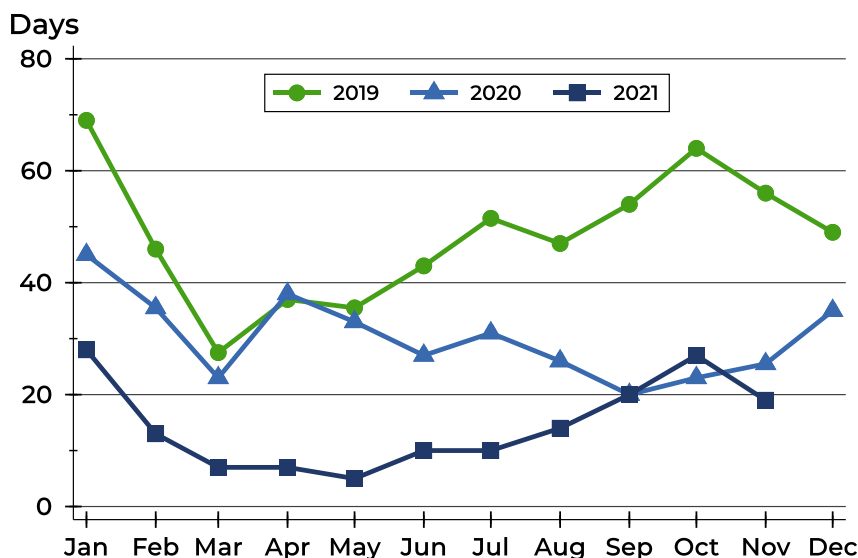
Flint Hills Association Eight-County Jurisdiction Contracts Written Analysis

Average DOM



Month	2019	2020	2021
January	108	86	60
February	78	69	48
March	60	58	40
April	67	69	32
May	73	65	21
June	78	61	28
July	73	68	27
August	77	53	30
September	106	57	37
October	90	54	42
November	84	61	42
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	10
August	47	26	14
September	54	20	20
October	64	23	27
November	56	26	19
December	49	35	



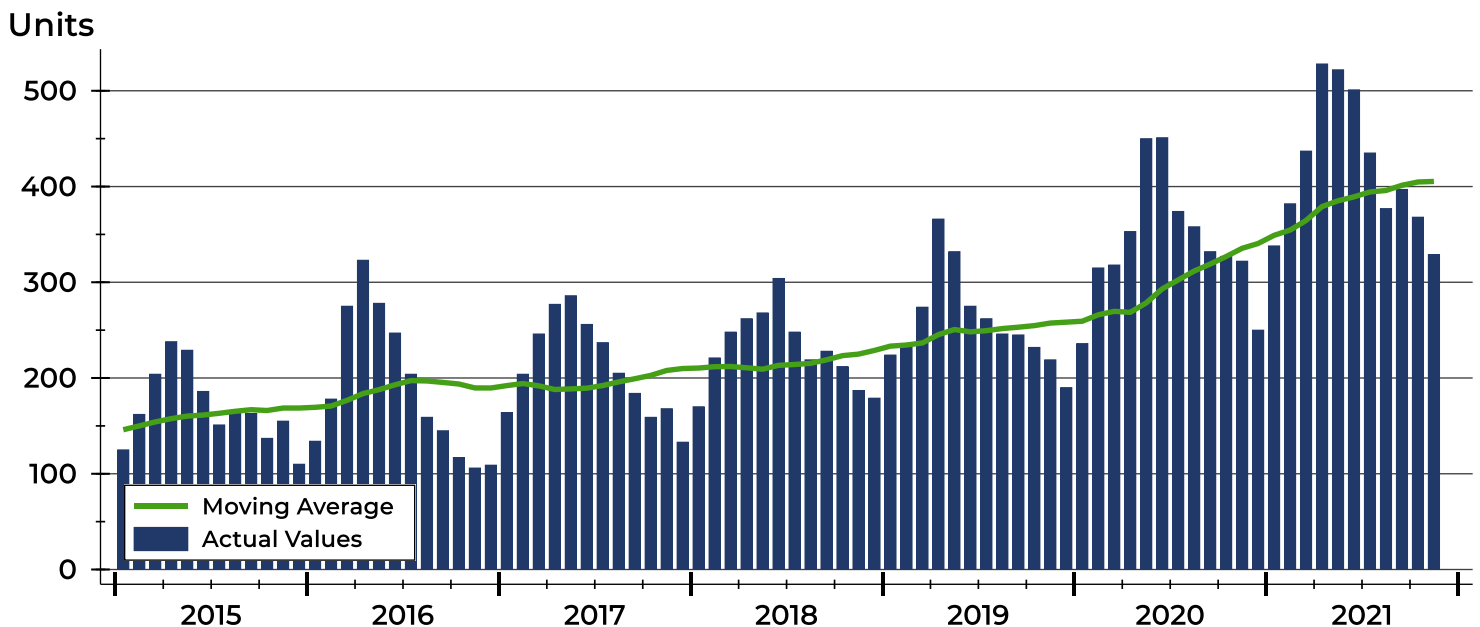
Flint Hills Association Eight-County Jurisdiction Pending Contracts Analysis

Summary Statistics for Pending Contracts		End of November		
		2021	2020	Change
Pending Contracts		329	322	2.2%
Volume (1,000s)		72,791	60,651	20.0%
Average	List Price	221,250	188,356	17.5%
	Days on Market	43	57	-24.6%
	Percent of Original	97.9%	98.1%	-0.2%
Median	List Price	199,000	179,900	10.6%
	Days on Market	20	26	-23.1%
	Percent of Original	100.0%	100.0%	0.0%

A total of 329 listings in the FHAR eight-county jurisdiction had contracts pending at the end of November, up from 322 contracts pending at the end of November 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.

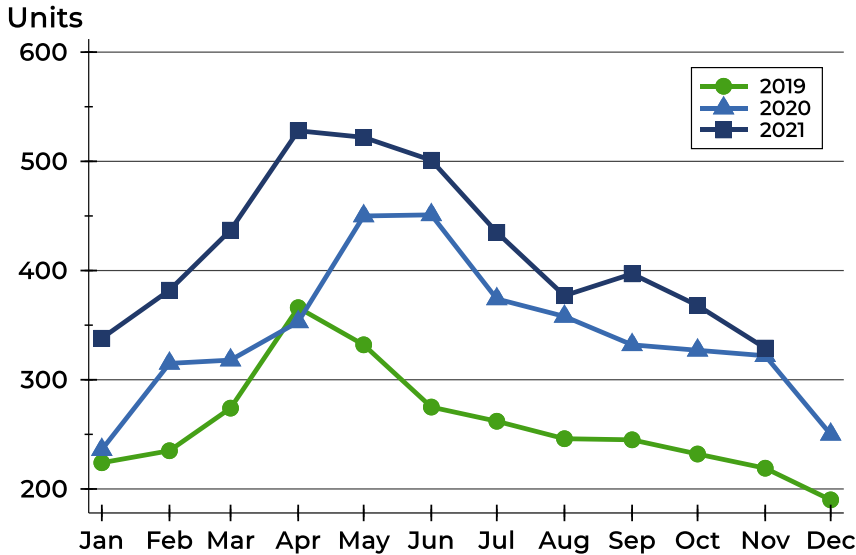
History of Pending Contracts





Flint Hills Association Eight-County Jurisdiction Pending Contracts Analysis

Pending Contracts 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	397
October	232	327	368
November	219	322	329
December	190	250	

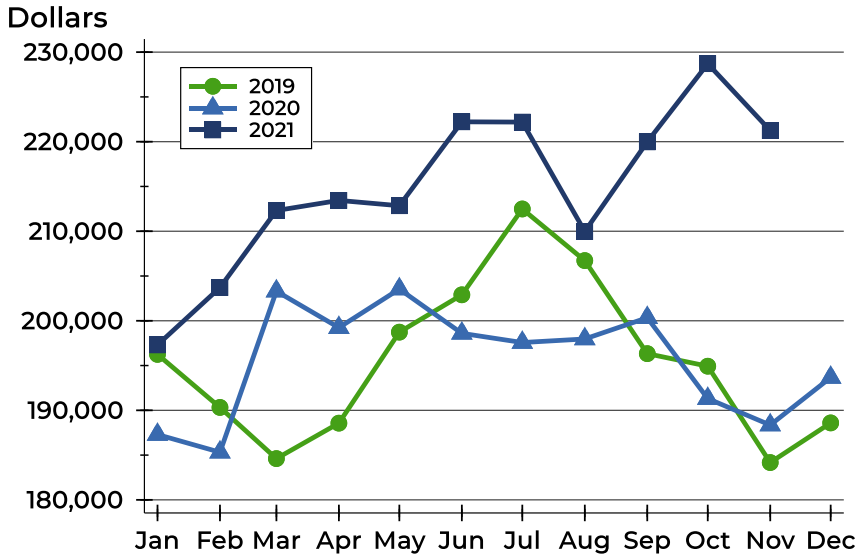
Pending Contracts by Price Range

Price Range	Pending Contracts		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	1	0.3%	20,000	20,000	49	49	66.7%	66.7%
\$25,000-\$49,999	9	2.7%	42,456	45,000	96	38	94.3%	100.0%
\$50,000-\$99,999	28	8.5%	80,661	80,000	61	39	98.1%	100.0%
\$100,000-\$124,999	21	6.4%	114,319	115,000	75	33	94.2%	98.4%
\$125,000-\$149,999	31	9.4%	136,181	135,000	30	16	97.5%	100.0%
\$150,000-\$174,999	36	10.9%	162,175	164,950	39	29	98.5%	100.0%
\$175,000-\$199,999	42	12.8%	185,224	184,950	41	28	97.3%	100.0%
\$200,000-\$249,999	63	19.1%	227,336	229,000	31	8	98.6%	100.0%
\$250,000-\$299,999	39	11.9%	275,286	270,000	32	6	99.1%	100.0%
\$300,000-\$399,999	41	12.5%	342,826	348,000	47	29	98.4%	100.0%
\$400,000-\$499,999	9	2.7%	433,177	425,000	41	42	99.4%	100.0%
\$500,000-\$749,999	5	1.5%	640,580	665,000	25	12	99.2%	100.0%
\$750,000-\$999,999	3	0.9%	858,333	850,000	12	13	100.0%	100.0%
\$1,000,000 and up	1	0.3%	1,100,000	1,100,000	144	144	100.0%	100.0%



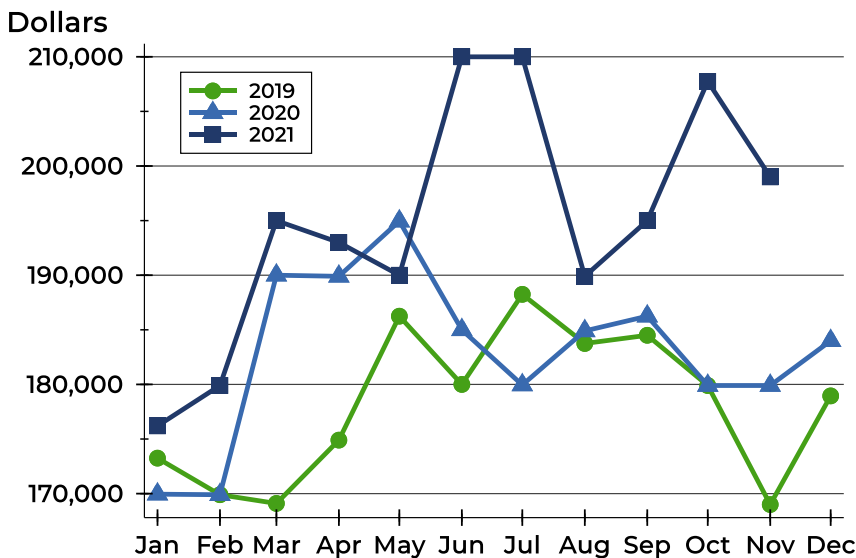
Flint Hills Association Eight-County Jurisdiction Pending Contracts Analysis

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	219,980
October	194,927	191,312	228,713
November	184,169	188,356	221,250
December	188,595	193,670	

Median Price

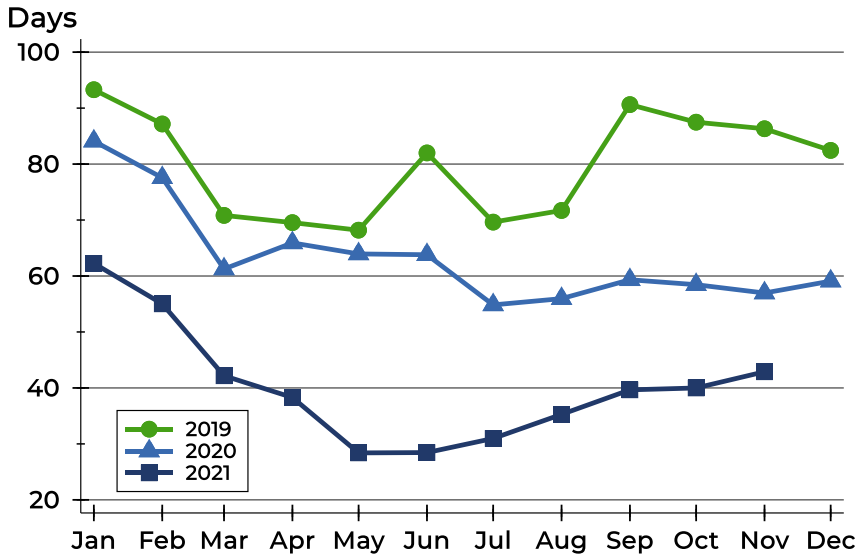


Month	2019	2020	2021
January	173,250	169,950	176,200
February	169,900	169,900	179,900
March	169,100	190,000	195,000
April	174,900	189,900	193,000
May	186,250	194,950	190,000
June	180,000	185,000	210,000
July	188,250	179,950	210,000
August	183,750	184,900	189,900
September	184,500	186,250	195,000
October	179,900	179,900	207,750
November	169,000	179,900	199,000
December	178,950	184,000	



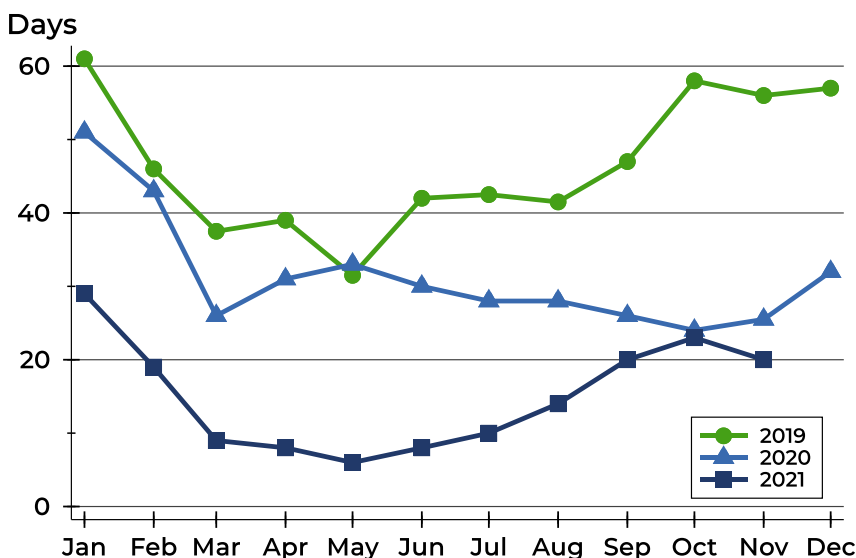
Flint Hills Association Eight-County Jurisdiction Pending Contracts Analysis

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	40
October	87	58	40
November	86	57	43
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	20
October	58	24	23
November	56	26	20
December	57	32	