



**December  
2021**

# Flint Hills MLS Statistics



**FLINT HILLS  
ASSOCIATION  
OF REALTORS®**

## Flint Hills Association Eight-County Jurisdiction Housing Report



### Market Overview

#### FHAR Jurisdiction Home Sales Fell in December

Total home sales in the FHAR eight-county jurisdiction fell last month to 206 units, compared to 207 units in December 2020. Total sales volume was \$45.1 million, up from a year earlier.

The median sale price in December was \$187,000, up from \$174,000 a year earlier. Homes that sold in December were typically on the market for 18 days and sold for 100.0% of their list prices.

#### FHAR Jurisdiction Active Listings Down at End of December

The total number of active listings in the FHAR eight-county jurisdiction at the end of December was 291 units, down from 408 at the same point in 2020. This represents a 1.3 months' supply of homes available for sale. The median list price of homes on the market at the end of December was \$162,900.

During December, a total of 175 contracts were written up from 140 in December 2020. At the end of the month, there were 291 contracts still pending.

### Report Contents

- Summary Statistics – Page 2
- Closed Listing Analysis – Page 3
- Active Listings Analysis – Page 7
- Months' Supply Analysis – Page 11
- New Listings Analysis – Page 12
- Contracts Written Analysis – Page 15
- Pending Contracts Analysis – Page 19

### 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](mailto:ae@flinthillsrealtors.net)  
[www.flinthillsrealtors.net](http://www.flinthillsrealtors.net)



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# Flint Hills MLS Statistics



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ASSOCIATION  
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## Flint Hills Association Eight-County Jurisdiction Summary Statistics

December MLS Statistics Three-year History		Current Month			Year-to-Date		
		2021	2020	2019	2021	2020	2019
<b>Home Sales</b>		<b>206</b>	<b>207</b>	<b>146</b>	<b>2,672</b>	<b>2,306</b>	<b>1,846</b>
Change from prior year		-0.5%	41.8%	18.7%	15.9%	24.9%	9.9%
<b>Active Listings</b>		<b>291</b>	<b>408</b>	<b>680</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
Change from prior year		-28.7%	-40.0%	-11.2%			
<b>Months' Supply</b>		<b>1.3</b>	<b>2.1</b>	<b>4.4</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
Change from prior year		-38.1%	-52.3%	-20.0%			
<b>New Listings</b>		<b>127</b>	<b>130</b>	<b>145</b>	<b>3,020</b>	<b>2,765</b>	<b>2,857</b>
Change from prior year		-2.3%	-10.3%	0.7%	9.2%	-3.2%	0.6%
<b>Contracts Written</b>		<b>175</b>	<b>140</b>	<b>102</b>	<b>2,720</b>	<b>2,367</b>	<b>1,857</b>
Change from prior year		25.0%	37.3%	-8.1%	14.9%	27.5%	8.0%
<b>Pending Contracts</b>		<b>291</b>	<b>250</b>	<b>190</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
Change from prior year		16.4%	31.6%	6.1%			
<b>Sales Volume (1,000s)</b>		<b>45,101</b>	<b>37,955</b>	<b>25,314</b>	<b>559,158</b>	<b>437,535</b>	<b>346,904</b>
Change from prior year		18.8%	49.9%	19.0%	27.8%	26.1%	10.0%
<b>Average</b>	<b>Sale Price</b>	<b>218,935</b>	<b>183,358</b>	<b>173,381</b>	<b>209,266</b>	<b>189,738</b>	<b>187,922</b>
	Change from prior year	19.4%	5.8%	0.3%	10.3%	1.0%	0.1%
	<b>List Price of Actives</b>	<b>211,354</b>	<b>208,140</b>	<b>193,452</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
	Change from prior year	1.5%	7.6%	0.1%			
	<b>Days on Market</b>	<b>41</b>	<b>63</b>	<b>79</b>	<b>38</b>	<b>65</b>	<b>79</b>
Change from prior year	-34.9%	-20.3%	5.3%	-41.5%	-17.7%	1.3%	
<b>Percent of List</b>	<b>98.4%</b>	<b>96.8%</b>	<b>96.8%</b>	<b>98.6%</b>	<b>97.3%</b>	<b>97.2%</b>	
Change from prior year	1.7%	0.0%	0.5%	1.3%	0.1%	0.2%	
<b>Percent of Original</b>	<b>96.1%</b>	<b>94.6%</b>	<b>94.2%</b>	<b>97.2%</b>	<b>95.1%</b>	<b>94.3%</b>	
Change from prior year	1.6%	0.4%	1.5%	2.2%	0.8%	-0.2%	
<b>Median</b>	<b>Sale Price</b>	<b>187,000</b>	<b>174,000</b>	<b>157,200</b>	<b>190,000</b>	<b>175,000</b>	<b>172,500</b>
	Change from prior year	7.5%	10.7%	0.1%	8.6%	1.4%	-1.2%
	<b>List Price of Actives</b>	<b>162,900</b>	<b>162,950</b>	<b>162,000</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
	Change from prior year	0.0%	0.6%	1.3%			
	<b>Days on Market</b>	<b>18</b>	<b>25</b>	<b>45</b>	<b>12</b>	<b>30</b>	<b>47</b>
Change from prior year	-28.0%	-44.4%	-26.2%	-60.0%	-36.2%	-2.1%	
<b>Percent of List</b>	<b>100.0%</b>	<b>98.6%</b>	<b>99.3%</b>	<b>100.0%</b>	<b>98.6%</b>	<b>98.4%</b>	
Change from prior year	1.4%	-0.7%	0.8%	1.4%	0.2%	0.2%	
<b>Percent of Original</b>	<b>98.6%</b>	<b>97.6%</b>	<b>97.6%</b>	<b>99.6%</b>	<b>97.6%</b>	<b>96.8%</b>	
Change from prior year	1.0%	0.0%	0.8%	2.0%	0.8%	0.2%	

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



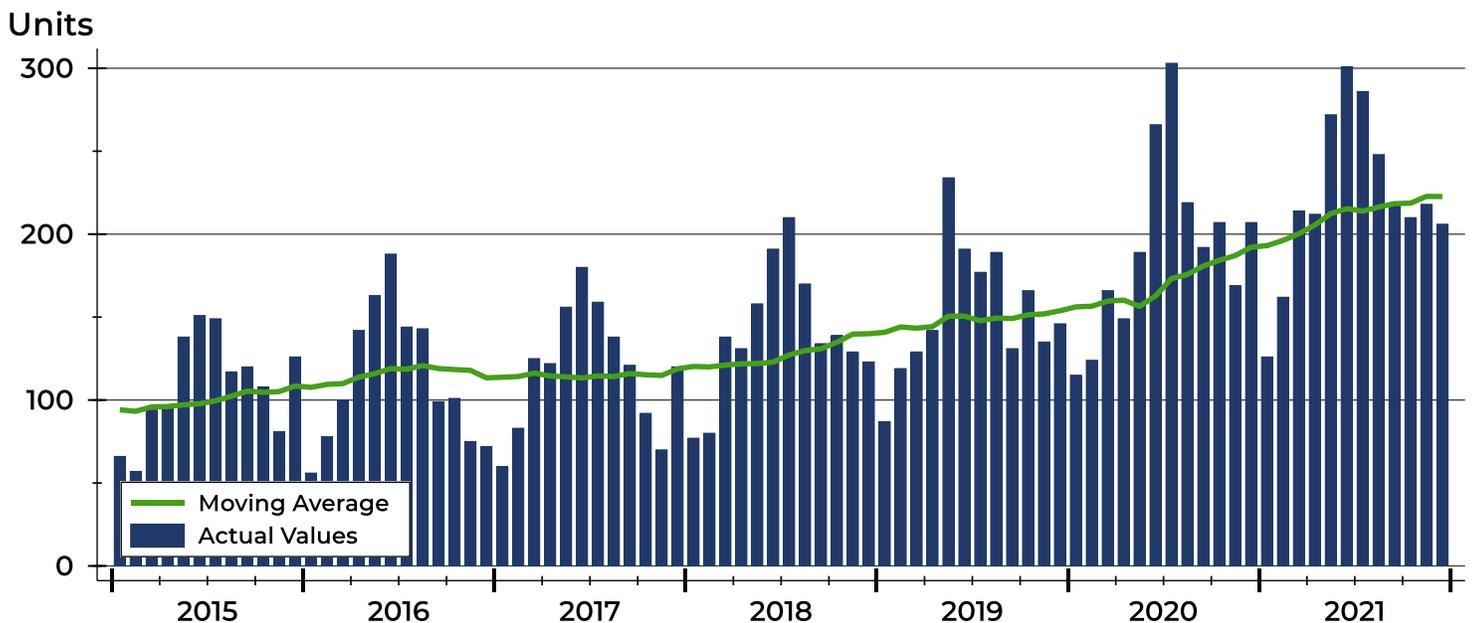
# Flint Hills Association Eight-County Jurisdiction Closed Listings Analysis

Summary Statistics for Closed Listings		2021	December 2020	Change	2021	Year-to-Date 2020	Change
Closed Listings		<b>206</b>	207	-0.5%	<b>2,672</b>	2,306	15.9%
Volume (1,000s)		<b>45,101</b>	37,955	18.8%	<b>559,158</b>	437,535	27.8%
Months' Supply		<b>1.3</b>	2.1	-38.1%	<b>N/A</b>	N/A	N/A
Average	Sale Price	<b>218,935</b>	183,358	19.4%	<b>209,266</b>	189,738	10.3%
	Days on Market	<b>41</b>	63	-34.9%	<b>38</b>	65	-41.5%
	Percent of List	<b>98.4%</b>	96.8%	1.7%	<b>98.6%</b>	97.3%	1.3%
	Percent of Original	<b>96.1%</b>	94.6%	1.6%	<b>97.2%</b>	95.1%	2.2%
Median	Sale Price	<b>187,000</b>	174,000	7.5%	<b>190,000</b>	175,000	8.6%
	Days on Market	<b>18</b>	25	-28.0%	<b>12</b>	30	-60.0%
	Percent of List	<b>100.0%</b>	98.6%	1.4%	<b>100.0%</b>	98.6%	1.4%
	Percent of Original	<b>98.6%</b>	97.6%	1.0%	<b>99.6%</b>	97.6%	2.0%

A total of 206 homes sold in the FHAR eight-county jurisdiction in December, down from 207 units in December 2020. Total sales volume rose to \$45.1 million compared to \$38.0 million in the previous year.

The median sales price in December was \$187,000, up 7.5% compared to the prior year. Median days on market was 18 days, down from 23 days in November, and down from 25 in December 2020.

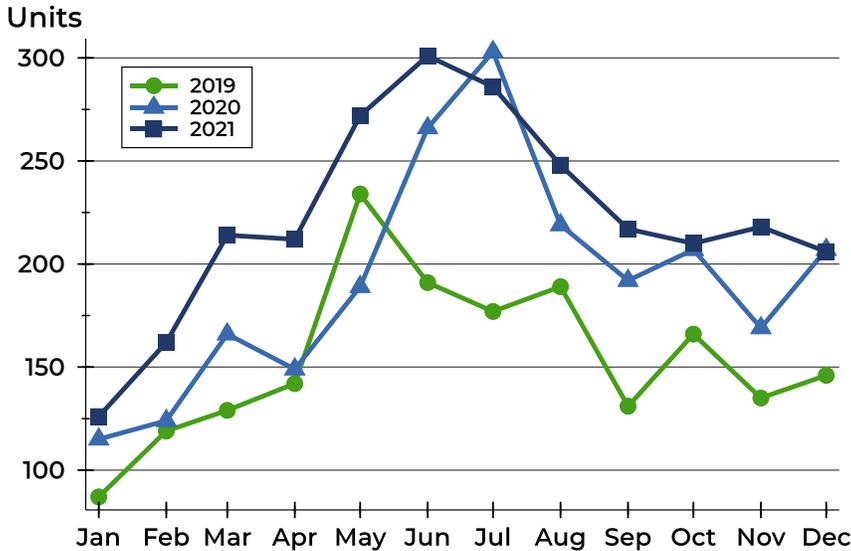
## History of Closed Listings





# 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	212
May	234	189	272
June	191	266	301
July	177	303	286
August	189	219	248
September	131	192	217
October	166	207	210
November	135	169	218
December	146	207	206

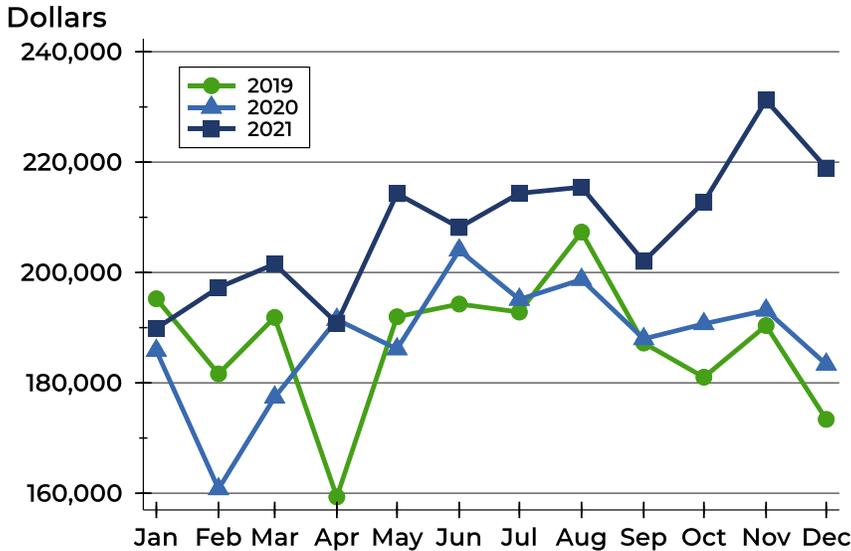
## Closed Listings by Price Range

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	5	2.4%	0.0	13,800	15,000	22	18	87.8%	93.2%	82.8%	93.2%
\$25,000-\$49,999	5	2.4%	2.3	36,000	38,000	110	38	87.4%	88.6%	81.2%	84.0%
\$50,000-\$99,999	20	9.7%	2.0	83,830	87,000	75	38	96.4%	97.3%	93.3%	93.5%
\$100,000-\$124,999	13	6.3%	1.8	115,753	120,000	57	33	101.1%	100.0%	96.3%	92.7%
\$125,000-\$149,999	22	10.7%	1.8	136,998	139,250	41	21	98.3%	99.1%	96.0%	98.2%
\$150,000-\$174,999	21	10.2%	1.4	162,958	165,000	42	34	98.7%	100.0%	95.7%	97.0%
\$175,000-\$199,999	23	11.2%	0.8	182,522	180,000	37	20	98.4%	99.0%	96.5%	97.4%
\$200,000-\$249,999	33	16.0%	0.8	227,674	230,000	17	5	100.4%	100.0%	98.1%	100.0%
\$250,000-\$299,999	22	10.7%	0.8	275,455	274,000	37	7	100.3%	100.0%	99.2%	100.0%
\$300,000-\$399,999	26	12.6%	1.2	340,687	332,500	38	26	99.3%	99.7%	98.0%	98.6%
\$400,000-\$499,999	8	3.9%	1.7	439,355	428,500	31	25	101.8%	100.0%	101.2%	99.8%
\$500,000-\$749,999	6	2.9%	1.6	581,711	559,950	28	26	96.6%	98.8%	95.9%	98.8%
\$750,000-\$999,999	2	1.0%	4.8	800,000	800,000	79	79	82.8%	82.8%	82.8%	82.8%
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A



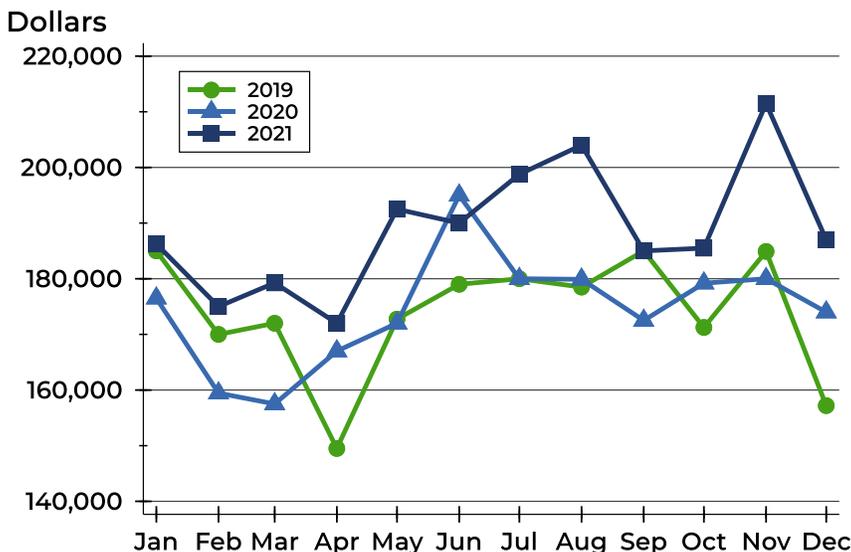
# Flint Hills Association Eight-County Jurisdiction Closed Listings Analysis

## Average Price



Month	2019	2020	2021
<b>January</b>	195,233	185,848	<b>189,873</b>
<b>February</b>	181,621	160,770	<b>197,267</b>
<b>March</b>	191,857	177,383	<b>201,520</b>
<b>April</b>	159,326	191,474	<b>190,833</b>
<b>May</b>	191,975	186,136	<b>214,279</b>
<b>June</b>	194,277	204,033	<b>208,145</b>
<b>July</b>	192,826	195,117	<b>214,345</b>
<b>August</b>	207,314	198,716	<b>215,464</b>
<b>September</b>	187,222	187,971	<b>202,011</b>
<b>October</b>	181,021	190,691	<b>212,767</b>
<b>November</b>	190,378	193,146	<b>231,207</b>
<b>December</b>	173,381	183,358	<b>218,935</b>

## Median Price

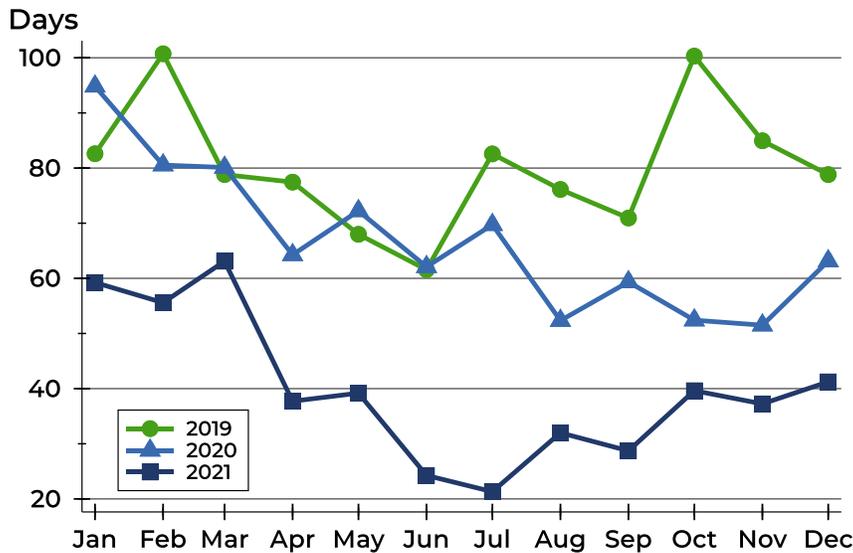


Month	2019	2020	2021
<b>January</b>	185,000	176,500	<b>186,250</b>
<b>February</b>	170,000	159,450	<b>175,000</b>
<b>March</b>	172,000	157,500	<b>179,250</b>
<b>April</b>	149,500	167,000	<b>172,000</b>
<b>May</b>	172,750	172,000	<b>192,500</b>
<b>June</b>	179,000	195,000	<b>190,000</b>
<b>July</b>	180,000	180,000	<b>198,775</b>
<b>August</b>	178,500	179,900	<b>204,000</b>
<b>September</b>	185,000	172,500	<b>185,000</b>
<b>October</b>	171,250	179,200	<b>185,500</b>
<b>November</b>	184,900	180,000	<b>211,500</b>
<b>December</b>	157,200	174,000	<b>187,000</b>



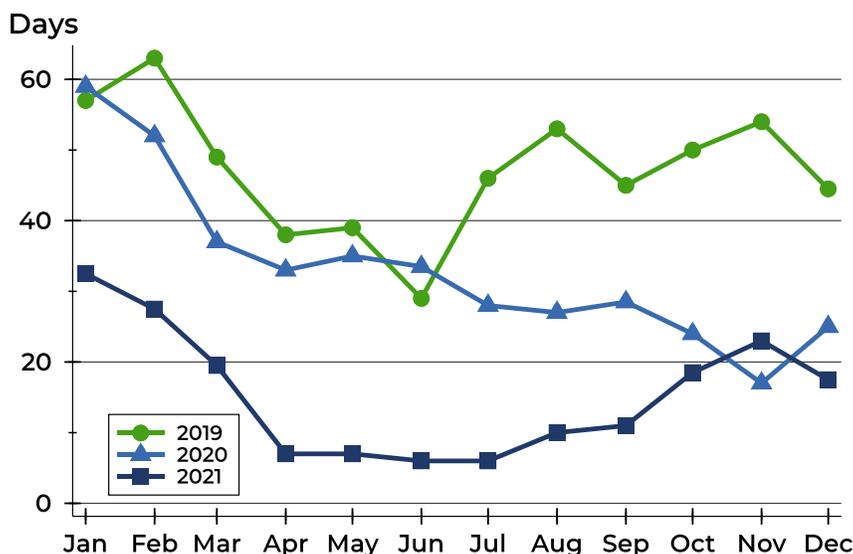
# Flint Hills Association Eight-County Jurisdiction Closed Listings Analysis

## 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	37
December	79	63	41

## 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	29	11
October	50	24	19
November	54	17	23
December	45	25	18



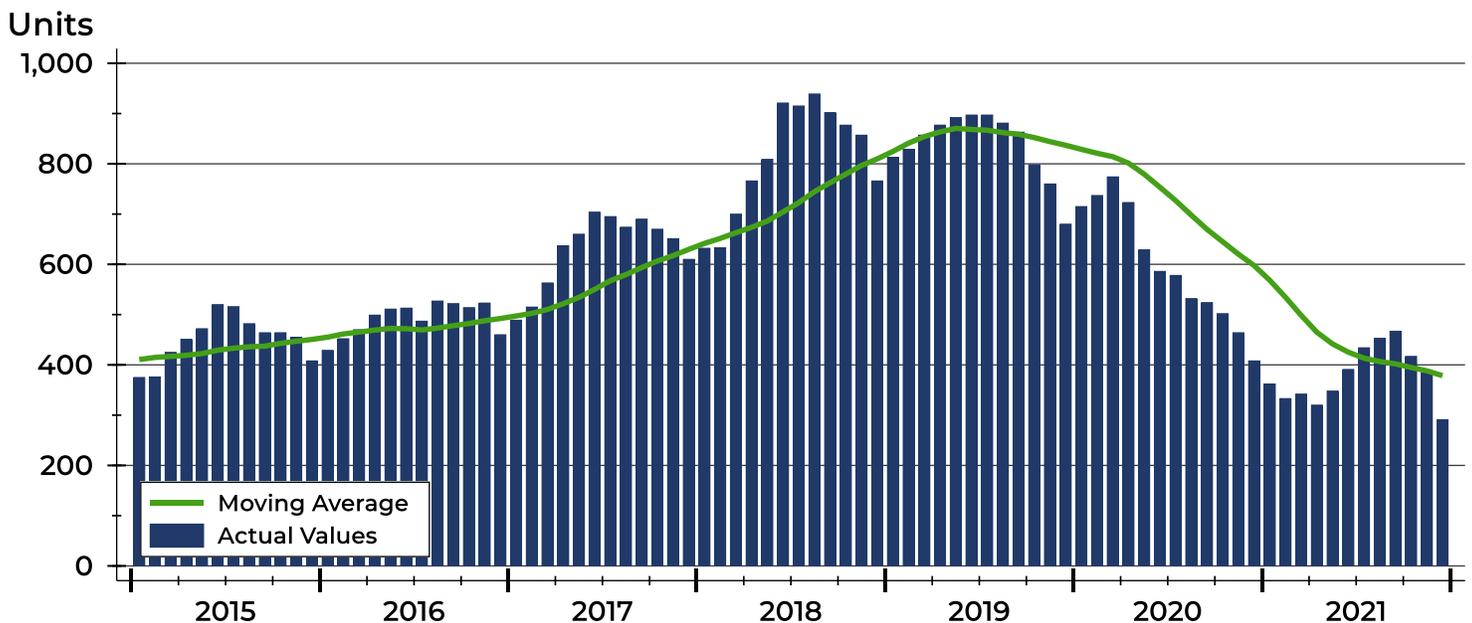
# Flint Hills Association Eight-County Jurisdiction Active Listings Analysis

Summary Statistics for Active Listings		End of December		
		2021	2020	Change
Active Listings		<b>291</b>	408	-28.7%
Volume (1,000s)		<b>61,504</b>	84,921	-27.6%
Months' Supply		<b>1.3</b>	2.1	-38.1%
Average	List Price	<b>211,354</b>	208,140	1.5%
	Days on Market	<b>91</b>	108	-15.7%
	Percent of Original	<b>97.4%</b>	97.7%	-0.3%
Median	List Price	<b>162,900</b>	162,950	0.0%
	Days on Market	<b>63</b>	78	-19.2%
	Percent of Original	<b>100.0%</b>	100.0%	0.0%

A total of 291 homes were available for sale in the FHAR eight-county jurisdiction at the end of December. This represents a 1.3 months' supply of active listings.

The median list price of homes on the market at the end of December was \$162,900, showing little change from the same point in 2020. The typical time on market for active listings was 63 days, down from 78 days a year earlier.

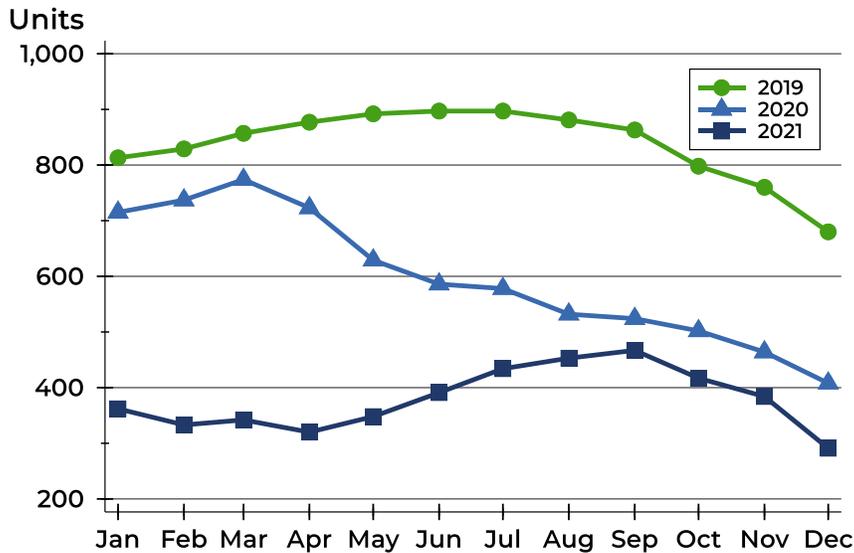
## History of Active Listings





# Flint Hills Association Eight-County Jurisdiction Active Listings Analysis

## Active Listings by Month



Month	2019	2020	2021
<b>January</b>	813	715	<b>362</b>
<b>February</b>	829	737	<b>333</b>
<b>March</b>	857	774	<b>342</b>
<b>April</b>	877	723	<b>320</b>
<b>May</b>	892	629	<b>348</b>
<b>June</b>	897	586	<b>391</b>
<b>July</b>	897	578	<b>434</b>
<b>August</b>	881	532	<b>453</b>
<b>September</b>	863	524	<b>467</b>
<b>October</b>	798	502	<b>417</b>
<b>November</b>	760	464	<b>384</b>
<b>December</b>	680	408	<b>291</b>

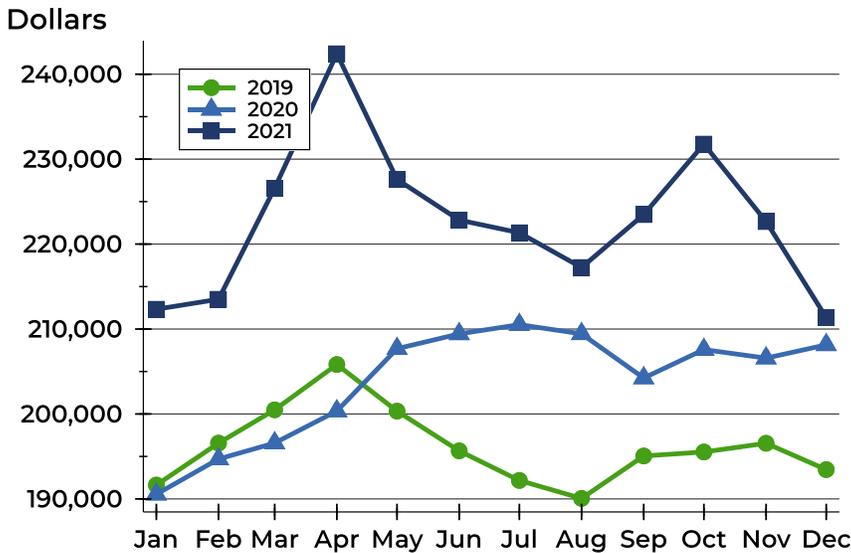
## Active Listings by Price Range

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	0	0.0%	0.0	N/A	N/A	N/A	N/A	N/A	N/A
\$25,000-\$49,999	12	4.1%	2.3	43,550	46,500	69	49	91.9%	97.3%
\$50,000-\$99,999	47	16.2%	2.0	78,413	80,000	87	63	96.0%	99.9%
\$100,000-\$124,999	31	10.7%	1.8	113,135	110,000	81	63	95.9%	100.0%
\$125,000-\$149,999	40	13.7%	1.8	136,840	135,450	80	58	97.8%	100.0%
\$150,000-\$174,999	33	11.3%	1.4	162,548	164,000	77	72	98.9%	100.0%
\$175,000-\$199,999	20	6.9%	0.8	189,810	189,000	103	61	96.9%	100.0%
\$200,000-\$249,999	31	10.7%	0.8	225,206	224,000	99	85	97.7%	100.0%
\$250,000-\$299,999	20	6.9%	0.8	275,685	279,700	74	45	99.1%	100.0%
\$300,000-\$399,999	35	12.0%	1.2	356,698	362,500	111	82	98.6%	100.0%
\$400,000-\$499,999	12	4.1%	1.7	457,822	475,000	101	91	99.0%	100.0%
\$500,000-\$749,999	6	2.1%	1.6	593,917	582,500	51	31	100.8%	100.0%
\$750,000-\$999,999	2	0.7%	4.8	959,000	959,000	517	517	88.4%	88.4%
\$1,000,000 and up	2	0.7%	N/A	1,600,000	1,600,000	195	195	100.0%	100.0%



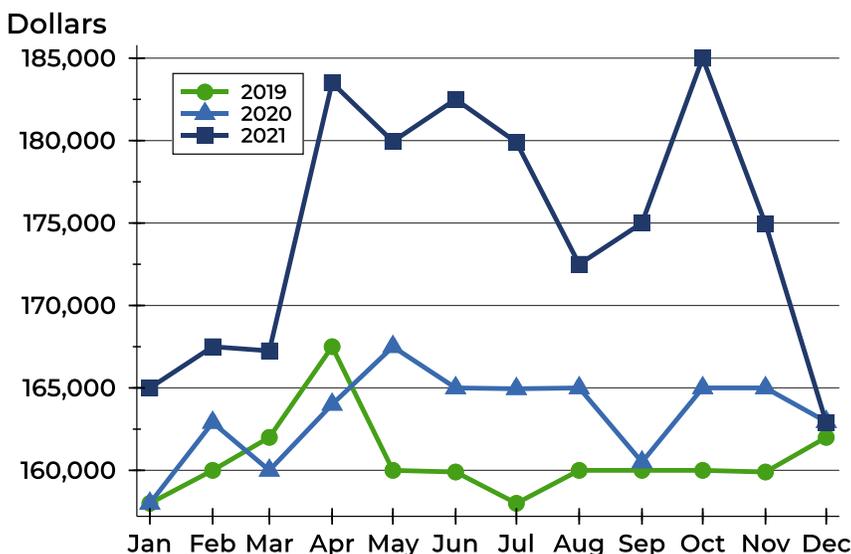
# Flint Hills Association Eight-County Jurisdiction Active Listings Analysis

## Average Price



Month	2019	2020	2021
<b>January</b>	191,634	190,551	<b>212,332</b>
<b>February</b>	196,572	194,694	<b>213,504</b>
<b>March</b>	200,489	196,581	<b>226,585</b>
<b>April</b>	205,826	200,348	<b>242,408</b>
<b>May</b>	200,339	207,689	<b>227,614</b>
<b>June</b>	195,657	209,428	<b>222,830</b>
<b>July</b>	192,177	210,516	<b>221,336</b>
<b>August</b>	190,060	209,436	<b>217,244</b>
<b>September</b>	195,056	204,237	<b>223,475</b>
<b>October</b>	195,524	207,583	<b>231,771</b>
<b>November</b>	196,554	206,579	<b>222,652</b>
<b>December</b>	193,452	208,140	<b>211,354</b>

## Median Price

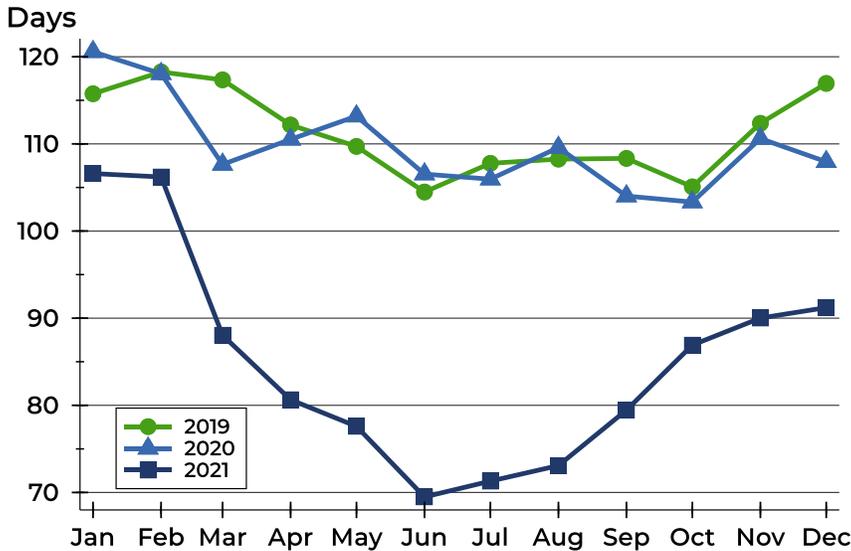


Month	2019	2020	2021
<b>January</b>	158,000	158,000	<b>165,000</b>
<b>February</b>	160,000	162,900	<b>167,500</b>
<b>March</b>	162,000	160,000	<b>167,250</b>
<b>April</b>	167,500	164,000	<b>183,500</b>
<b>May</b>	160,000	167,500	<b>179,950</b>
<b>June</b>	159,900	165,000	<b>182,500</b>
<b>July</b>	158,000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



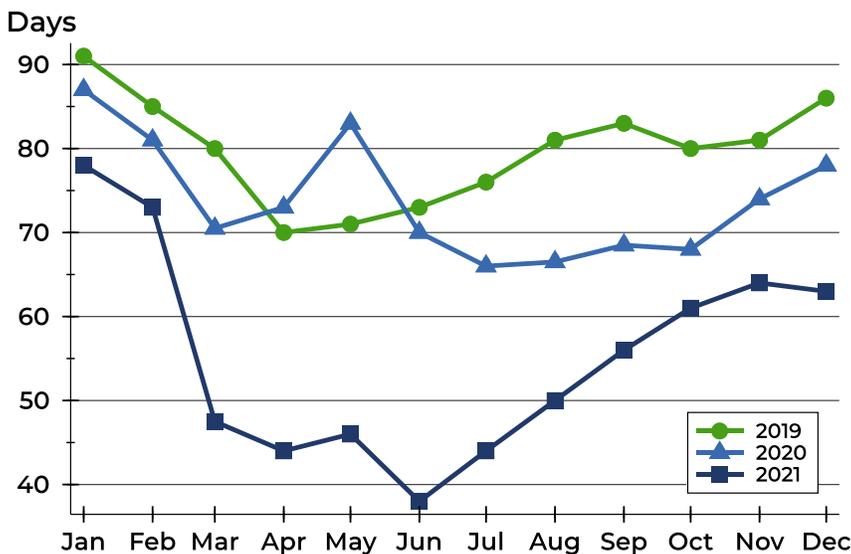
# Flint Hills Association Eight-County Jurisdiction Active Listings Analysis

## 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	91

## Median DOM

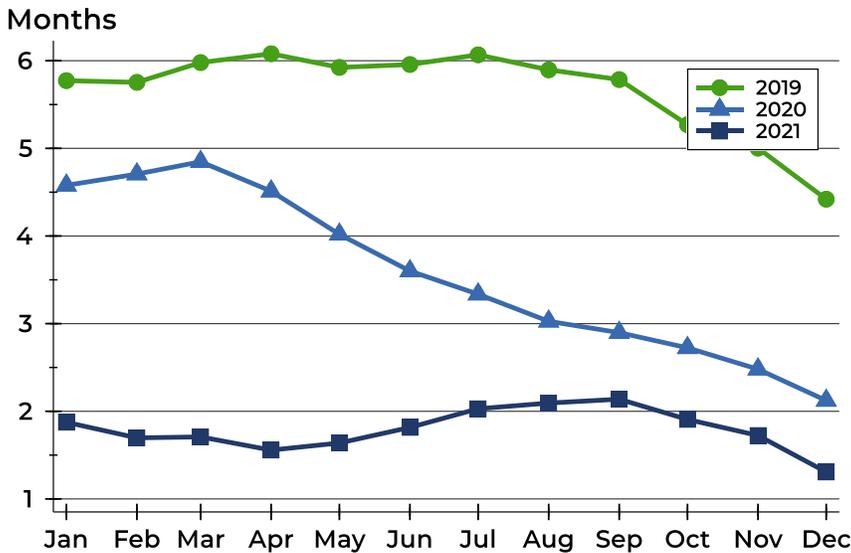


Month	2019	2020	2021
January	91	87	78
February	85	81	73
March	80	71	48
April	70	73	44
May	71	83	46
June	73	70	38
July	76	66	44
August	81	67	50
September	83	69	56
October	80	68	61
November	81	74	64
December	86	78	63



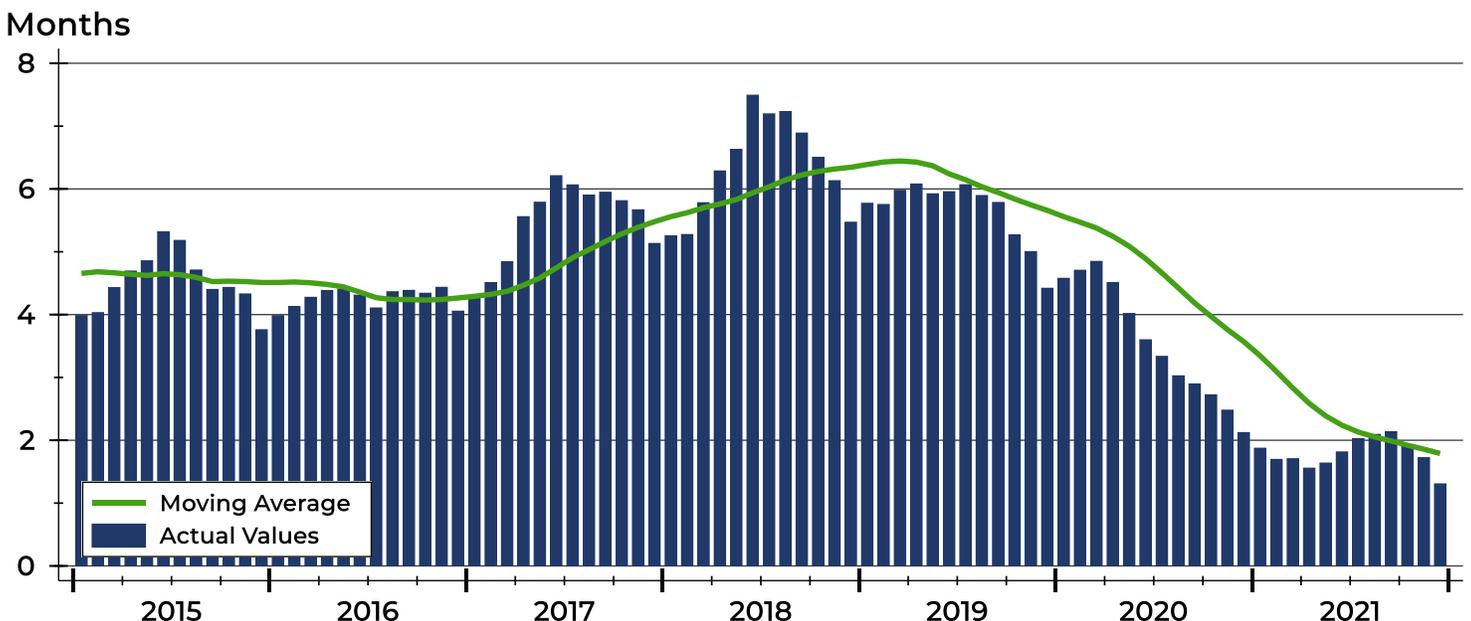
# Flint Hills Association Eight-County Jurisdiction Months' Supply Analysis

## 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	1.3

## History of Month's Supply





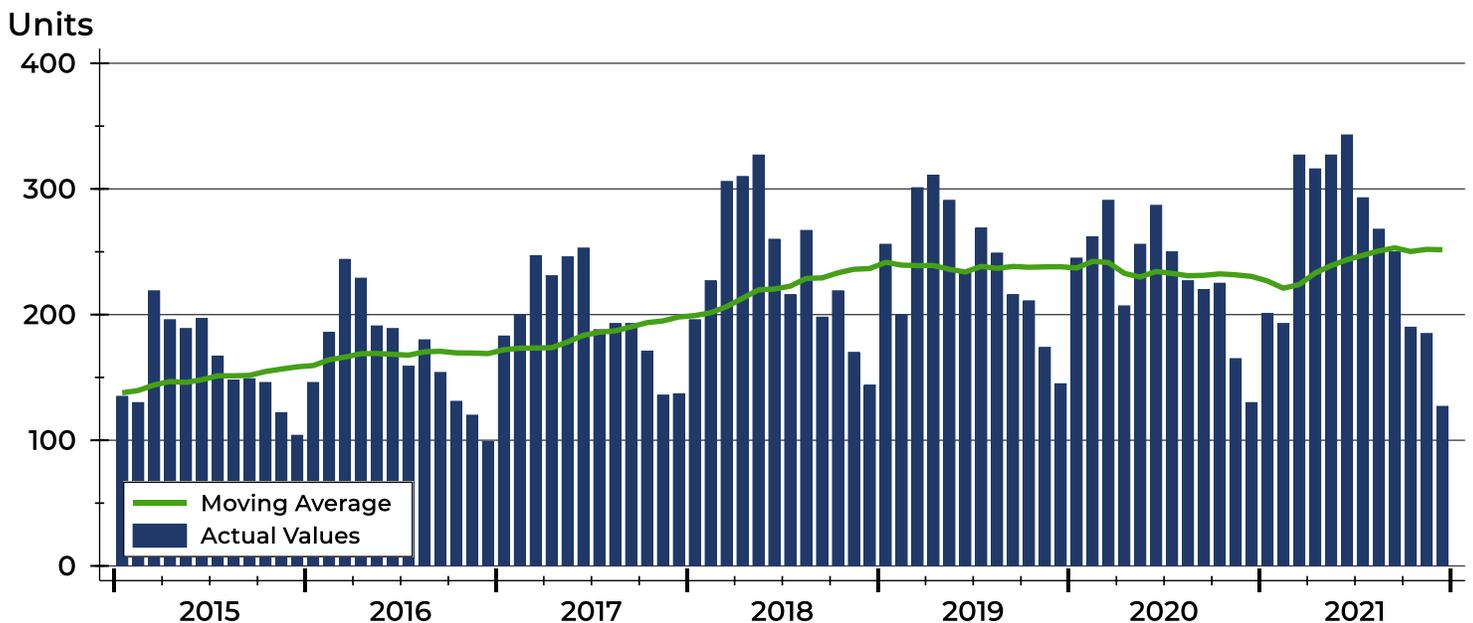
# Flint Hills Association Eight-County Jurisdiction New Listings Analysis

Summary Statistics for New Listings		2021	December 2020	Change
Current Month	New Listings	127	130	-2.3%
	Volume (1,000s)	23,090	25,287	-8.7%
	Average List Price	181,812	194,515	-6.5%
	Median List Price	158,000	172,000	-8.1%
Year-to-Date	New Listings	3,020	2,765	9.2%
	Volume (1,000s)	644,210	542,435	18.8%
	Average List Price	213,315	196,179	8.7%
	Median List Price	189,000	175,000	8.0%

A total of 127 new listings were added in the FHAR eight-county jurisdiction during December, down 2.3% from the same month in 2020. Year-to-date the FHAR eight-county jurisdiction has seen 3,020 new listings.

The median list price of these homes was \$158,000 down from \$172,000 in 2020.

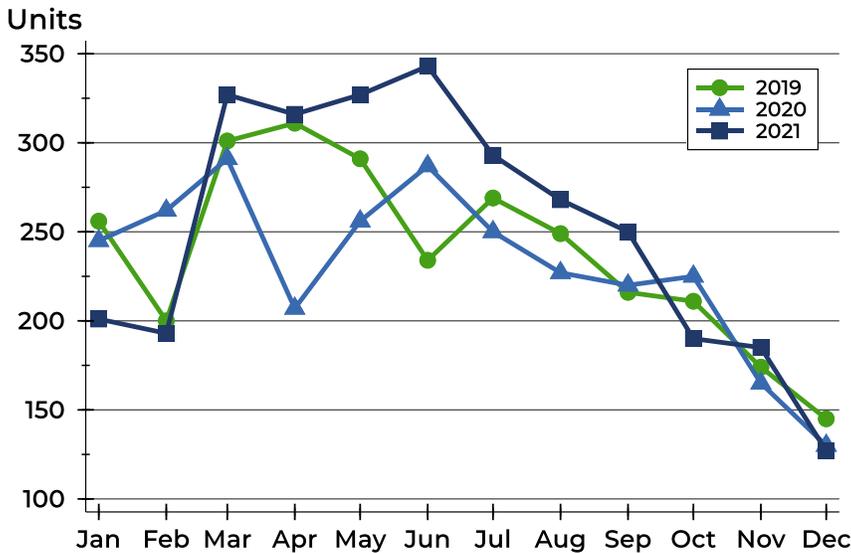
## History of New Listings





# Flint Hills Association Eight-County Jurisdiction New Listings Analysis

## New Listings by Month



Month	2019	2020	2021
January	256	245	201
February	200	262	193
March	301	291	327
April	311	207	316
May	291	256	327
June	234	287	343
July	269	250	293
August	249	227	268
September	216	220	250
October	211	225	190
November	174	165	185
December	145	130	127

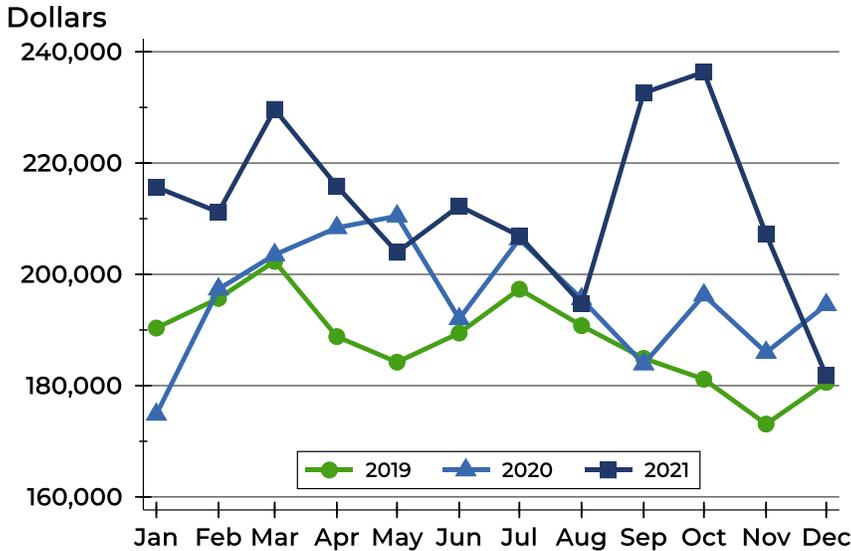
## New Listings by Price Range

Price Range	New Listings		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$25,000-\$49,999	9	7.1%	37,767	39,900	13	12	98.1%	100.0%
\$50,000-\$99,999	22	17.3%	76,714	79,950	15	14	99.1%	100.0%
\$100,000-\$124,999	13	10.2%	113,208	112,500	21	22	99.6%	100.0%
\$125,000-\$149,999	18	14.2%	136,778	135,000	20	21	99.6%	100.0%
\$150,000-\$174,999	11	8.7%	165,109	164,900	11	7	99.0%	100.0%
\$175,000-\$199,999	12	9.4%	184,767	182,500	8	7	100.0%	100.0%
\$200,000-\$249,999	15	11.8%	227,285	225,000	9	4	100.0%	100.0%
\$250,000-\$299,999	9	7.1%	262,756	260,000	12	12	100.0%	100.0%
\$300,000-\$399,999	12	9.4%	348,613	347,950	12	12	99.7%	100.0%
\$400,000-\$499,999	4	3.1%	491,000	492,000	18	18	99.9%	100.0%
\$500,000-\$749,999	2	1.6%	587,000	587,000	10	10	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



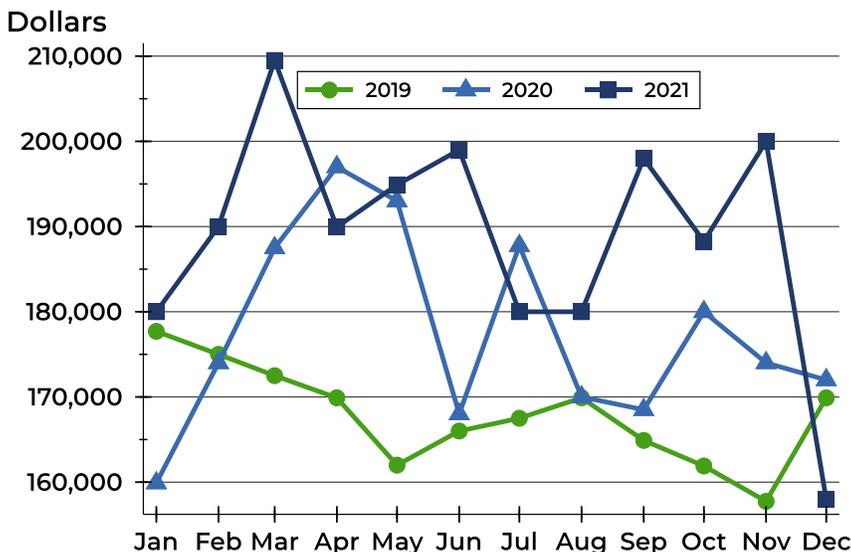
# Flint Hills Association Eight-County Jurisdiction New Listings Analysis

## Average Price



Month	2019	2020	2021
January	190,353	174,831	<b>215,661</b>
February	195,685	197,342	<b>211,188</b>
March	202,333	203,512	<b>229,658</b>
April	188,812	208,370	<b>215,864</b>
May	184,221	210,466	<b>203,956</b>
June	189,446	191,995	<b>212,281</b>
July	197,324	206,327	<b>206,915</b>
August	190,780	195,573	<b>194,701</b>
September	184,906	183,887	<b>232,602</b>
October	181,166	196,266	<b>236,345</b>
November	173,087	185,957	<b>207,214</b>
December	180,580	194,515	<b>181,812</b>

## Median Price



Month	2019	2020	2021
January	177,700	159,900	<b>180,000</b>
February	175,000	174,000	<b>190,000</b>
March	172,500	187,500	<b>209,500</b>
April	169,900	197,000	<b>189,950</b>
May	162,000	193,000	<b>194,900</b>
June	166,000	168,000	<b>199,000</b>
July	167,500	187,750	<b>180,000</b>
August	169,900	170,000	<b>180,000</b>
September	164,900	168,500	<b>198,000</b>
October	161,900	180,000	<b>188,250</b>
November	157,750	174,000	<b>200,000</b>
December	169,900	172,000	<b>158,000</b>



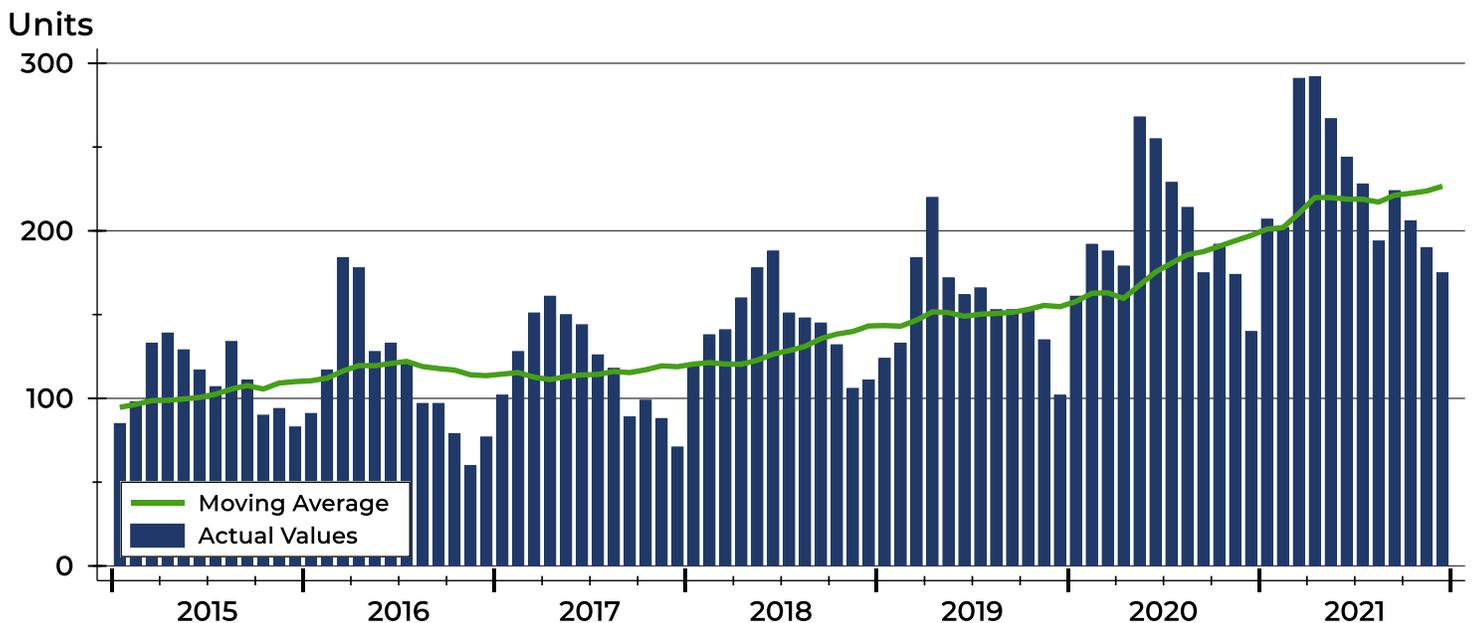
# Flint Hills Association Eight-County Jurisdiction Contracts Written Analysis

Summary Statistics for Contracts Written		December			Year-to-Date		
		2021	2020	Change	2021	2020	Change
Contracts Written		<b>175</b>	140	25.0%	<b>2,720</b>	2,367	14.9%
Volume (1,000s)		<b>34,445</b>	27,596	24.8%	<b>576,326</b>	458,983	25.6%
Average	Sale Price	<b>196,828</b>	197,115	-0.1%	<b>211,885</b>	193,909	9.3%
	Days on Market	<b>56</b>	65	-13.8%	<b>37</b>	64	-42.2%
	Percent of Original	<b>96.8%</b>	94.3%	2.7%	<b>97.4%</b>	95.2%	2.3%
Median	Sale Price	<b>179,900</b>	179,900	0.0%	<b>189,925</b>	179,000	6.1%
	Days on Market	<b>26</b>	35	-25.7%	<b>12</b>	29	-58.6%
	Percent of Original	<b>100.0%</b>	97.1%	3.0%	<b>100.0%</b>	97.6%	2.5%

A total of 175 contracts for sale were written in the FHAR eight-county jurisdiction during the month of December, up from 140 in 2020. The median list price of these homes was \$179,900, the same as the prior year.

Half of the homes that went under contract in December were on the market less than 26 days, compared to 35 days in December 2020.

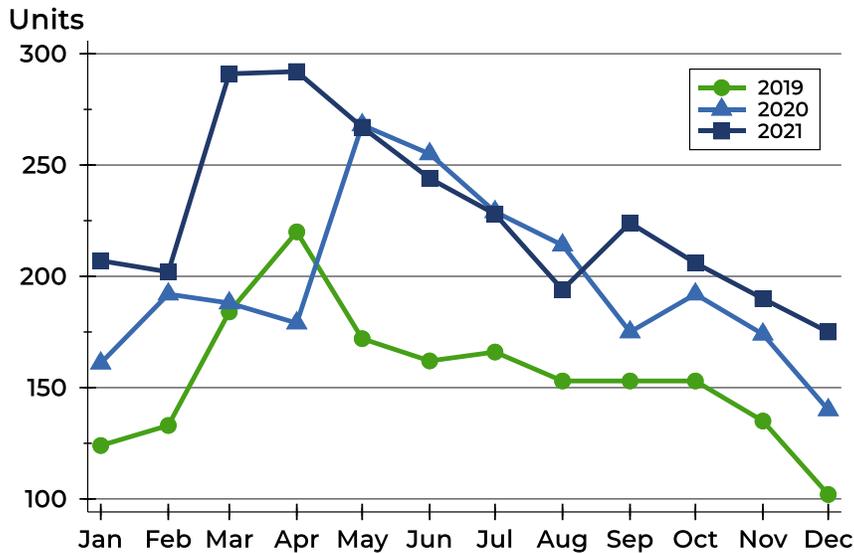
## History of Contracts Written





# Flint Hills Association Eight-County Jurisdiction Contracts Written Analysis

## Contracts Written by Month



Month	2019	2020	2021
January	124	161	207
February	133	192	202
March	184	188	291
April	220	179	292
May	172	268	267
June	162	255	244
July	166	229	228
August	153	214	194
September	153	175	224
October	153	192	206
November	135	174	190
December	102	140	175

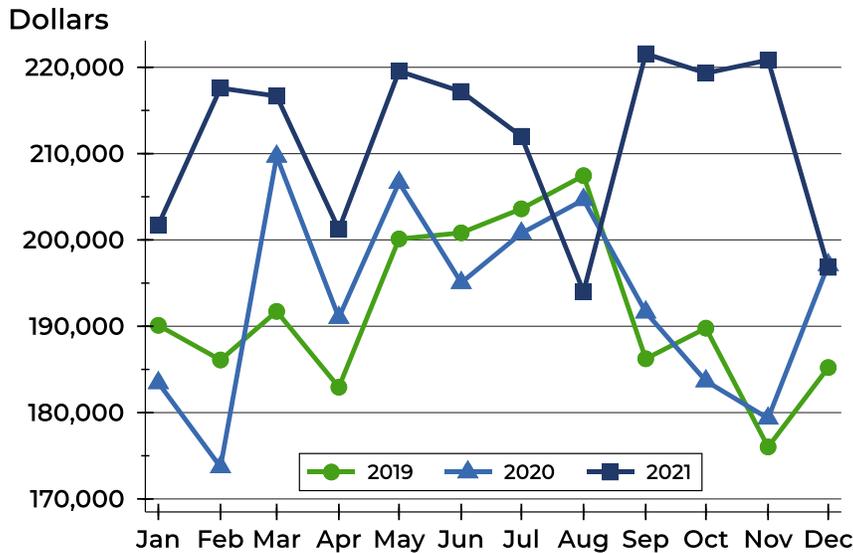
## Contracts Written by Price Range

Price Range	Contracts Written		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	4	2.3%	14,500	13,750	15	17	90.9%	96.6%
\$25,000-\$49,999	6	3.4%	36,633	37,450	89	22	93.0%	100.0%
\$50,000-\$99,999	19	10.9%	74,379	79,900	82	35	95.1%	94.8%
\$100,000-\$124,999	11	6.3%	115,655	118,000	65	51	97.0%	100.0%
\$125,000-\$149,999	25	14.3%	137,656	135,500	83	48	96.2%	99.3%
\$150,000-\$174,999	21	12.0%	159,881	159,000	62	41	95.0%	100.0%
\$175,000-\$199,999	17	9.7%	184,247	180,000	39	8	98.7%	100.0%
\$200,000-\$249,999	29	16.6%	227,799	227,000	38	24	98.8%	100.0%
\$250,000-\$299,999	17	9.7%	268,424	265,000	42	26	97.0%	100.0%
\$300,000-\$399,999	16	9.1%	342,978	340,450	34	19	98.1%	100.0%
\$400,000-\$499,999	6	3.4%	454,800	457,450	44	44	96.6%	97.5%
\$500,000-\$749,999	4	2.3%	541,200	549,900	57	32	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



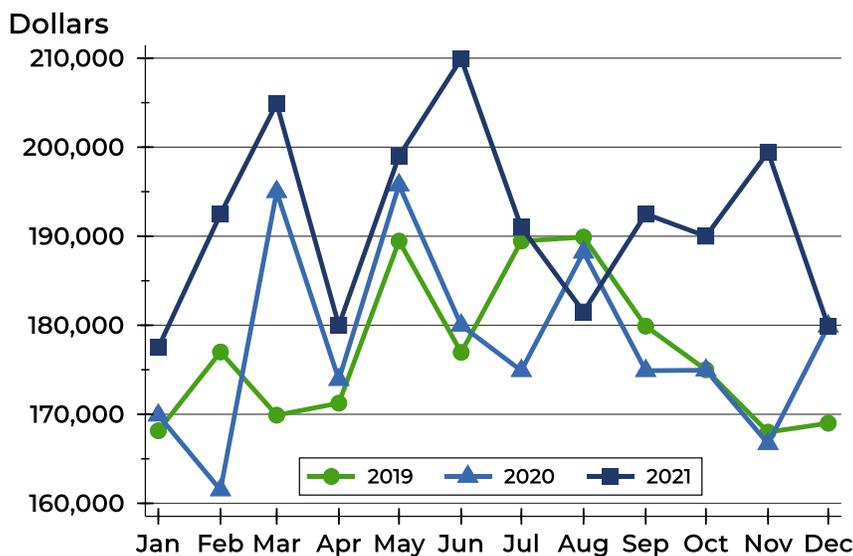
# Flint Hills Association Eight-County Jurisdiction Contracts Written Analysis

## Average Price



Month	2019	2020	2021
<b>January</b>	190,108	183,447	<b>201,740</b>
<b>February</b>	186,095	173,700	<b>217,591</b>
<b>March</b>	191,726	209,678	<b>216,661</b>
<b>April</b>	182,939	191,004	<b>201,227</b>
<b>May</b>	200,121	206,649	<b>219,550</b>
<b>June</b>	200,823	195,044	<b>217,196</b>
<b>July</b>	203,602	200,768	<b>212,004</b>
<b>August</b>	207,447	204,658	<b>194,008</b>
<b>September</b>	186,236	191,630	<b>221,569</b>
<b>October</b>	189,782	183,658	<b>219,321</b>
<b>November</b>	176,021	179,335	<b>220,839</b>
<b>December</b>	185,219	197,115	<b>196,828</b>

## Median Price

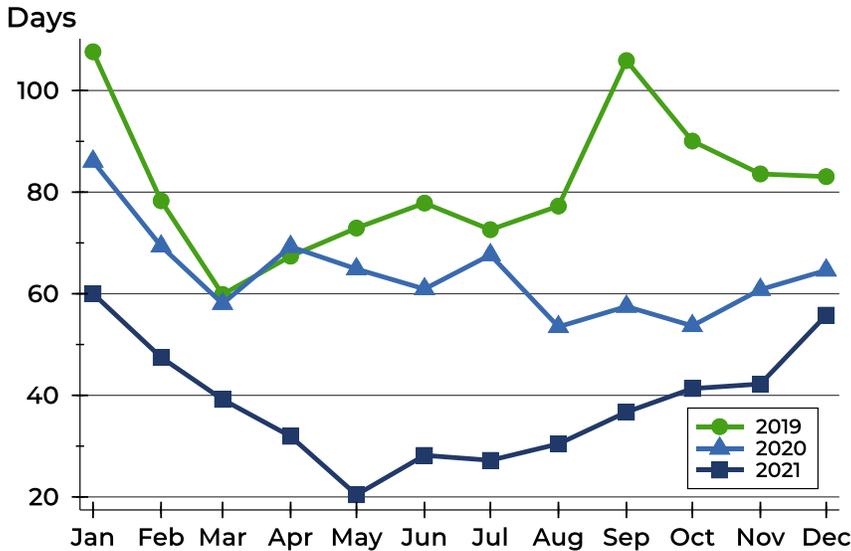


Month	2019	2020	2021
<b>January</b>	168,150	169,900	<b>177,500</b>
<b>February</b>	177,000	161,500	<b>192,500</b>
<b>March</b>	169,900	195,000	<b>204,900</b>
<b>April</b>	171,250	173,900	<b>180,000</b>
<b>May</b>	189,450	195,750	<b>199,000</b>
<b>June</b>	176,950	180,000	<b>209,925</b>
<b>July</b>	189,450	174,900	<b>191,000</b>
<b>August</b>	189,900	188,200	<b>181,500</b>
<b>September</b>	179,900	174,900	<b>192,500</b>
<b>October</b>	175,000	174,950	<b>190,000</b>
<b>November</b>	168,000	166,700	<b>199,450</b>
<b>December</b>	169,000	179,900	<b>179,900</b>



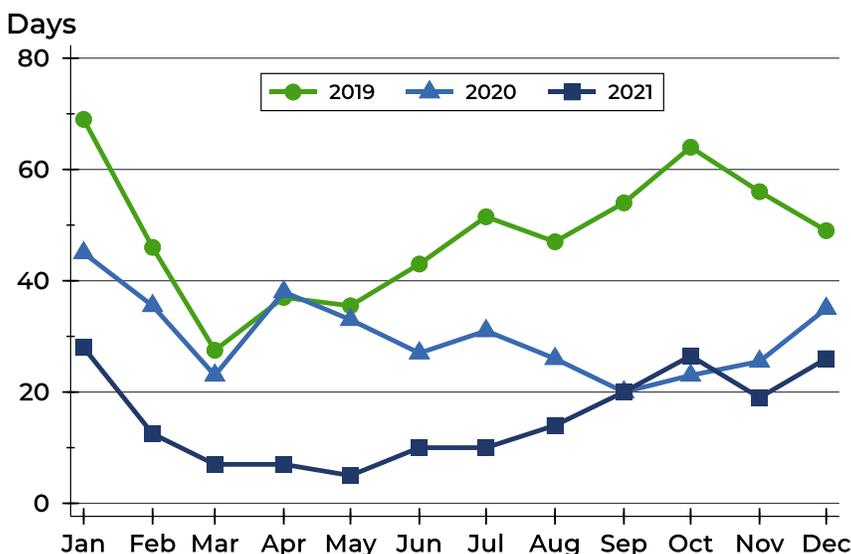
# Flint Hills Association Eight-County Jurisdiction Contracts Written Analysis

## Average DOM



Month	2019	2020	2021
January	108	86	60
February	78	69	47
March	60	58	39
April	67	69	32
May	73	65	20
June	78	61	28
July	73	68	27
August	77	53	30
September	106	57	37
October	90	54	41
November	84	61	42
December	83	65	56

## 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	26



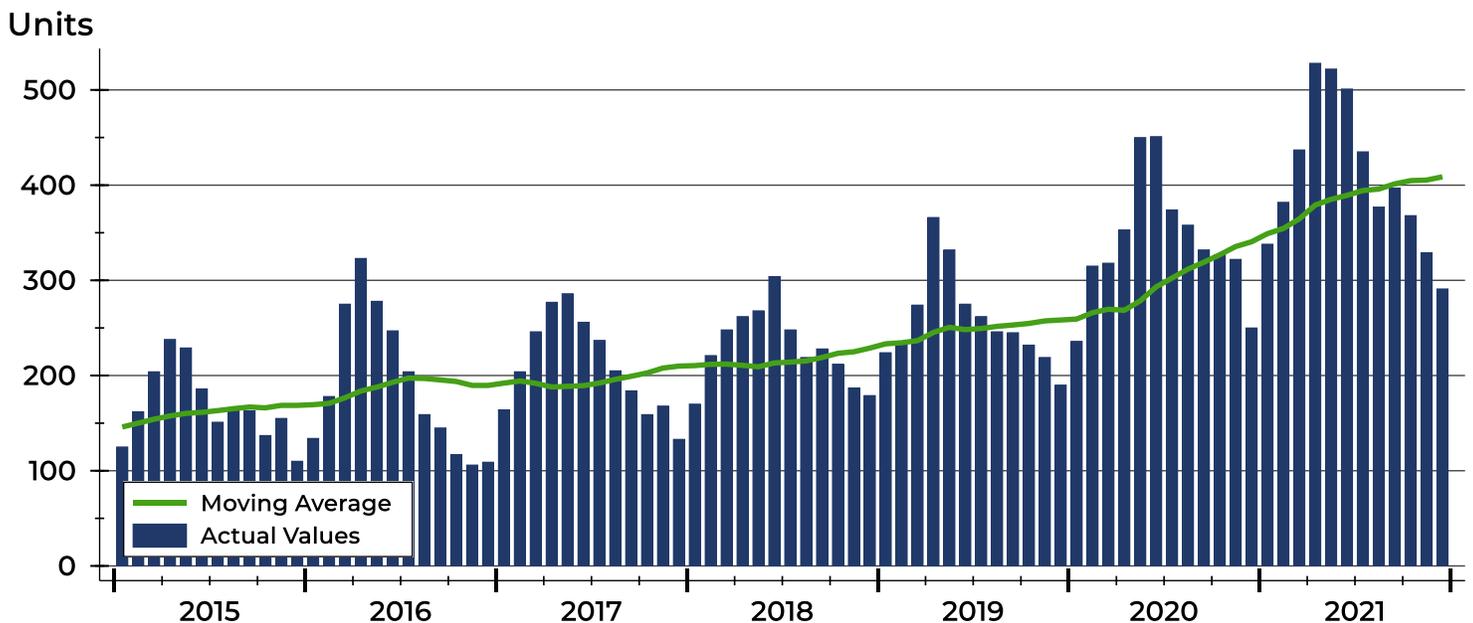
# Flint Hills Association Eight-County Jurisdiction Pending Contracts Analysis

Summary Statistics for Pending Contracts		End of December		
		2021	2020	Change
Pending Contracts		<b>291</b>	250	16.4%
Volume (1,000s)		<b>61,227</b>	48,417	26.5%
Average	List Price	<b>210,403</b>	193,670	8.6%
	Days on Market	<b>50</b>	59	-15.3%
	Percent of Original	<b>98.2%</b>	98.1%	0.1%
Median	List Price	<b>181,000</b>	184,000	-1.6%
	Days on Market	<b>24</b>	32	-25.0%
	Percent of Original	<b>100.0%</b>	100.0%	0.0%

A total of 291 listings in the FHAR eight-county jurisdiction had contracts pending at the end of December, up from 250 contracts pending at the end of December 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.

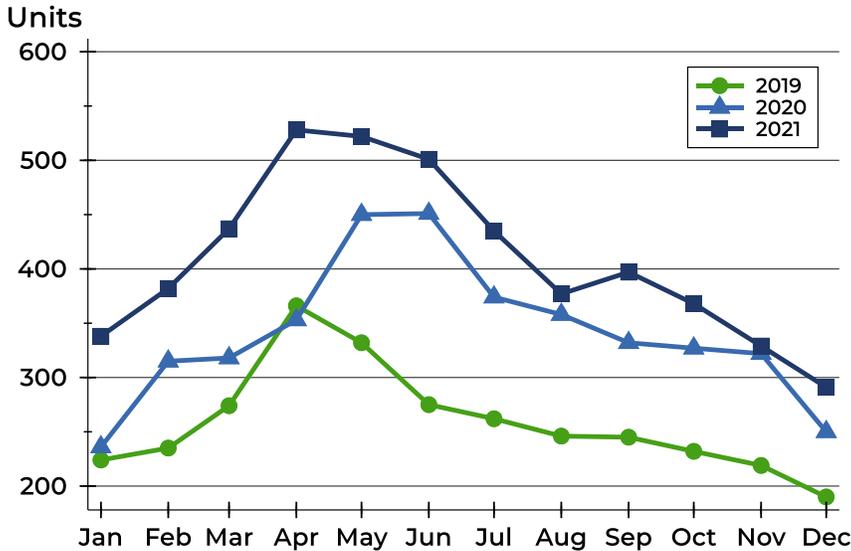
## History of Pending Contracts





# Flint Hills Association Eight-County Jurisdiction Pending Contracts Analysis

## Pending Contracts by Month



Month	2019	2020	2021
<b>January</b>	224	236	<b>338</b>
<b>February</b>	235	315	<b>382</b>
<b>March</b>	274	318	<b>437</b>
<b>April</b>	366	353	<b>528</b>
<b>May</b>	332	450	<b>522</b>
<b>June</b>	275	451	<b>501</b>
<b>July</b>	262	374	<b>435</b>
<b>August</b>	246	358	<b>377</b>
<b>September</b>	245	332	<b>397</b>
<b>October</b>	232	327	<b>368</b>
<b>November</b>	219	322	<b>329</b>
<b>December</b>	190	250	<b>291</b>

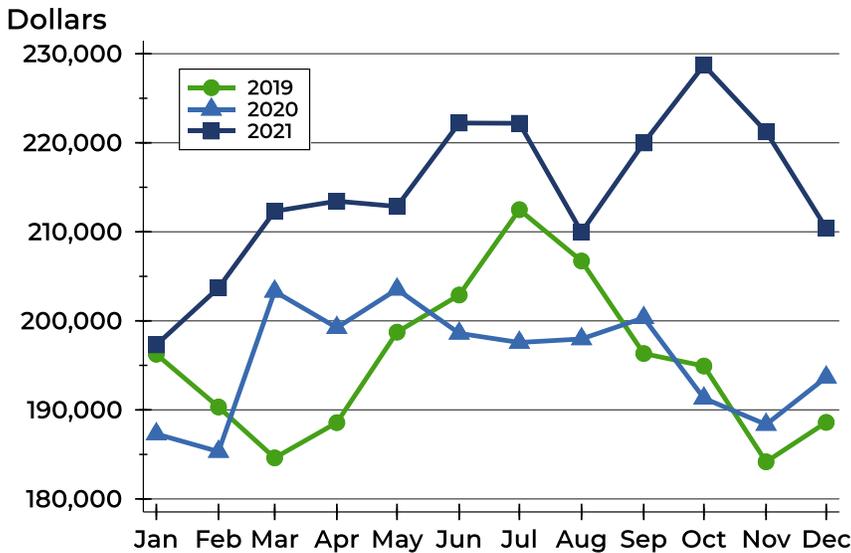
## Pending Contracts by Price Range

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%	17,500	17,500	6	6	100.0%	100.0%
\$25,000-\$49,999	9	3.1%	38,356	39,900	87	17	96.8%	100.0%
\$50,000-\$99,999	28	9.6%	75,804	75,000	82	46	97.1%	100.0%
\$100,000-\$124,999	15	5.2%	115,787	116,900	60	51	97.3%	100.0%
\$125,000-\$149,999	38	13.1%	136,842	136,250	59	31	97.6%	100.0%
\$150,000-\$174,999	40	13.7%	161,043	159,900	48	27	97.3%	100.0%
\$175,000-\$199,999	32	11.0%	186,512	185,000	31	20	98.4%	100.0%
\$200,000-\$249,999	51	17.5%	226,694	227,000	38	24	99.2%	100.0%
\$250,000-\$299,999	33	11.3%	271,283	265,500	32	15	99.5%	100.0%
\$300,000-\$399,999	28	9.6%	346,188	349,950	49	24	98.2%	100.0%
\$400,000-\$499,999	8	2.7%	441,648	422,450	59	68	97.5%	100.0%
\$500,000-\$749,999	5	1.7%	565,980	550,000	51	16	100.0%	100.0%
\$750,000-\$999,999	2	0.7%	862,500	862,500	12	12	100.0%	100.0%
\$1,000,000 and up	1	0.3%	1,100,000	1,100,000	144	144	100.0%	100.0%



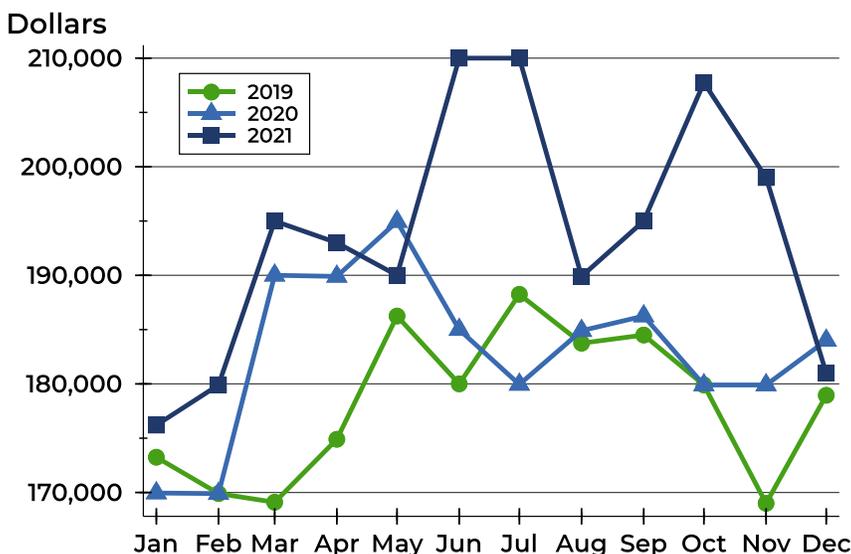
# Flint Hills Association Eight-County Jurisdiction Pending Contracts Analysis

## Average Price



Month	2019	2020	2021
<b>January</b>	196,250	187,296	<b>197,305</b>
<b>February</b>	190,324	185,320	<b>203,714</b>
<b>March</b>	184,609	203,308	<b>212,313</b>
<b>April</b>	188,569	199,232	<b>213,444</b>
<b>May</b>	198,730	203,543	<b>212,848</b>
<b>June</b>	202,902	198,599	<b>222,220</b>
<b>July</b>	212,488	197,571	<b>222,192</b>
<b>August</b>	206,724	197,970	<b>209,977</b>
<b>September</b>	196,330	200,342	<b>219,980</b>
<b>October</b>	194,927	191,312	<b>228,713</b>
<b>November</b>	184,169	188,356	<b>221,250</b>
<b>December</b>	188,595	193,670	<b>210,403</b>

## Median Price

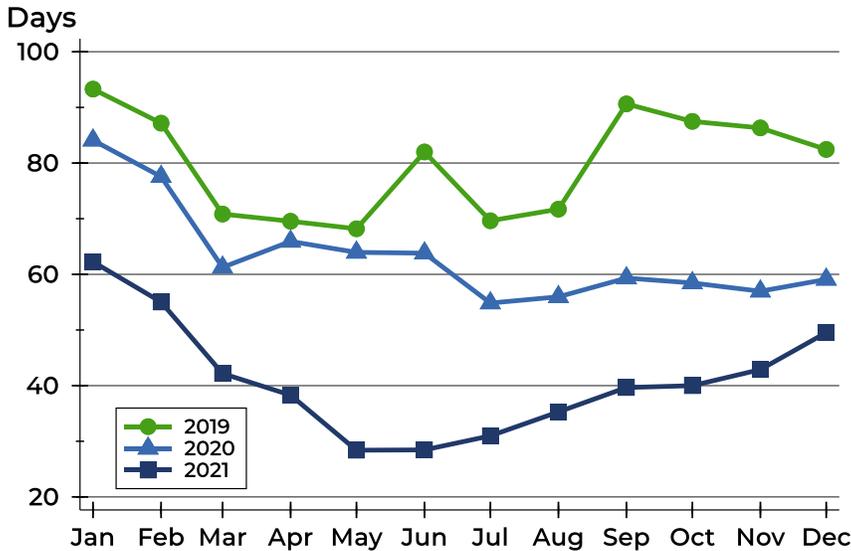


Month	2019	2020	2021
<b>January</b>	173,250	169,950	<b>176,200</b>
<b>February</b>	169,900	169,900	<b>179,900</b>
<b>March</b>	169,100	190,000	<b>195,000</b>
<b>April</b>	174,900	189,900	<b>193,000</b>
<b>May</b>	186,250	194,950	<b>190,000</b>
<b>June</b>	180,000	185,000	<b>210,000</b>
<b>July</b>	188,250	179,950	<b>210,000</b>
<b>August</b>	183,750	184,900	<b>189,900</b>
<b>September</b>	184,500	186,250	<b>195,000</b>
<b>October</b>	179,900	179,900	<b>207,750</b>
<b>November</b>	169,000	179,900	<b>199,000</b>
<b>December</b>	178,950	184,000	<b>181,000</b>



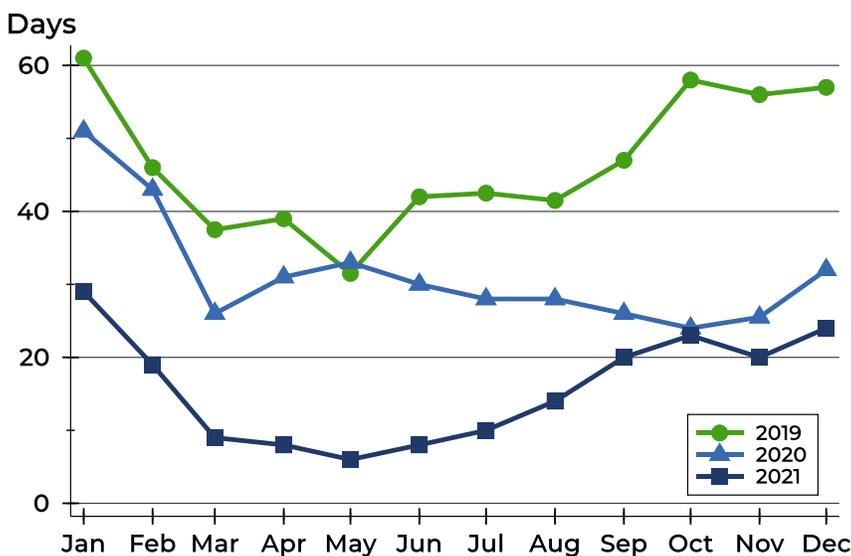
# Flint Hills Association Eight-County Jurisdiction Pending Contracts Analysis

## Average DOM



Month	2019	2020	2021
January	93	84	<b>62</b>
February	87	78	<b>55</b>
March	71	61	<b>42</b>
April	70	66	<b>38</b>
May	68	64	<b>28</b>
June	82	64	<b>28</b>
July	70	55	<b>31</b>
August	72	56	<b>35</b>
September	91	59	<b>40</b>
October	87	58	<b>40</b>
November	86	57	<b>43</b>
December	82	59	<b>50</b>

## Median DOM



Month	2019	2020	2021
January	61	51	<b>29</b>
February	46	43	<b>19</b>
March	38	26	<b>9</b>
April	39	31	<b>8</b>
May	32	33	<b>6</b>
June	42	30	<b>8</b>
July	43	28	<b>10</b>
August	42	28	<b>14</b>
September	47	26	<b>20</b>
October	58	24	<b>23</b>
November	56	26	<b>20</b>
December	57	32	<b>24</b>