



Flint Hills Association Eight-County Jurisdiction **Housing Report**



Market Overview

FHAR Jurisdiction Home Sales Fell in June

Total home sales in the FHAR eight-county jurisdiction fell last month to 256 units, compared to 272 units in June 2022. Total sales volume was \$64.3 million, up from a year earlier.

The median sale price in June was \$231,000, up from \$220,000 a year earlier. Homes that sold in June were typically on the market for 10 days and sold for 100.0% of their list prices.

FHAR Jurisdiction Active Listings Up at End of

The total number of active listings in the FHAR eightcounty jurisdiction at the end of June was 381 units, up from 368 at the same point in 2022. This represents a 2.1 months' supply of homes available for sale. The median list price of homes on the market at the end of June was \$245,000.

During June, a total of 202 contracts were written down from 214 in June 2022. At the end of the month, there were 330 contracts still pending.

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Flint Hills Association Eight-County Jurisdiction Summary Statistics

June MLS Statistics Three-year History		2023	Current Mont 2022	h 2021	2023	Year-to-Date 2022	2021
_	ome Sales ange from prior year	256 -5.9%	272 -9.6%	301 13.2%	1,003 -16.8%	1,206 -6.4%	1,288 27.5%
	tive Listings ange from prior year	381 3.5%	368 -5.9%	391 -33.3%	N/A	N/A	N/A
	onths' Supply ange from prior year	2.1 23.5%	1.7 -5.6%	1.8 -50.0%	N/A	N/A	N/A
	ew Listings ange from prior year	239 -16.4%	286 -16.6%	343 19.5%	1,325 -14.6%	1,551 -9.2%	1,708 10.3%
	ntracts Written ange from prior year	202 -5.6%	214 -11.9%	243 -4.7%	1,165 -11.1%	1,310 -12.8%	1,502 20.7%
	nding Contracts ange from prior year	330 -18.3%	404 -19.4%	501 11.1%	N/A	N/A	N/A
	les Volume (1,000s) ange from prior year	64,292 0.6%	63,885 2.0%	62,652 15.4%	231,363 -13.4%	267,173 2.4%	260,784 38.1%
	Sale Price Change from prior year	251,143 6.9%	234,872 12.8%	208,145 2.0%	230,671 4.1%	221,537 9.4%	202,472 8.3%
u	List Price of Actives Change from prior year	280,213 8.9%	257,286 15.5%	222,830 6.4%	N/A	N/A	N/A
Average	Days on Market Change from prior year	30 57.9%	19 -20.8%	24 -61.3%	40 25.0%	32 -25.6%	43 -41.1%
⋖	Percent of List Change from prior year	98.2% -1.6%	99.8% -0.7%	100.5% 3.5%	98.1% -1.2%	99.3% 0.5%	98.8% 2.1%
	Percent of Original Change from prior year	97.1% -1.9%	99.0% -0.9%	99.9% 4.8%	96.3% -1.8%	98.1% 0.5%	97.6% 3.3%
	Sale Price Change from prior year	231,000 5.0%	220,000 15.8%	190,000 -2.6%	215,000 7.0%	201,000 8.6%	185,000 8.6%
	List Price of Actives Change from prior year	245,000 14.0%	214,950 17.8%	182,500 10.6%	N/A	N/A	N/A
Median	Days on Market Change from prior year	10 100.0%	5 -16.7%	6 -82.4%	13 44.4%	9 -18.2%	11 -71.1%
2	Percent of List Change from prior year	100.0% 0.0%	100.0% 0.0%	100.0% 1.7%	100.0% 0.0%	100.0% 0.0%	100.0% 1.8%
	Percent of Original Change from prior year	100.0% 0.0%	100.0% 0.0%	100.0% 2.8%	98.9% -1.1%	100.0% 0.0%	100.0% 3.0%

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





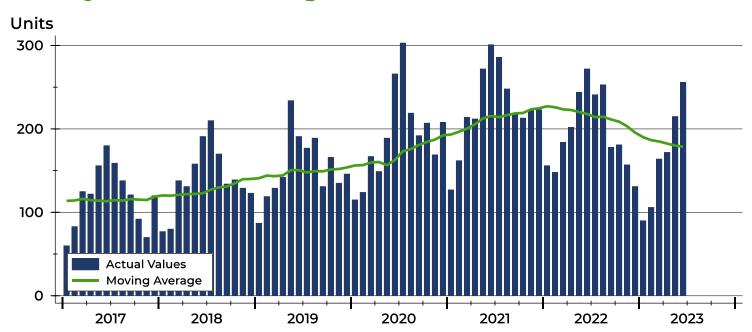
Flint Hills Association Eight-County Jurisdiction Closed Listings Analysis

	mmary Statistics Closed Listings	2023	June 2022	Change	2023	ear-to-Dat 2022	e Change
Clc	sed Listings	256	272	-5.9%	1,003	1,206	-16.8%
Vo	lume (1,000s)	64,292	63,885	0.6%	231,363	267,173	-13.4%
Мс	onths' Supply	2.1	1.7	23.5%	N/A	N/A	N/A
	Sale Price	251,143	234,872	6.9%	230,671	221,537	4.1%
age	Days on Market	30	19	57.9%	40	32	25.0%
Averag	Percent of List	98.2%	99.8%	-1.6%	98.1%	99.3%	-1.2%
	Percent of Original	97.1%	99.0%	-1.9%	96.3%	98.1%	-1.8%
	Sale Price	231,000	220,000	5.0%	215,000	201,000	7.0%
dian	Days on Market	10	5	100.0%	13	9	44.4%
Med	Percent of List	100.0%	100.0%	0.0%	100.0%	100.0%	0.0%
	Percent of Original	100.0%	100.0%	0.0%	98.9%	100.0%	-1.1%

A total of 256 homes sold in the FHAR eight-county jurisdiction in June, down from 272 units in June 2022. Total sales volume rose to \$64.3 million compared to \$63.9 million in the previous year.

The median sales price in June was \$231,000, up 5.0% compared to the prior year. Median days on market was 10 days, up from 9 days in May, and up from 5 in June 2022.

History of Closed Listings

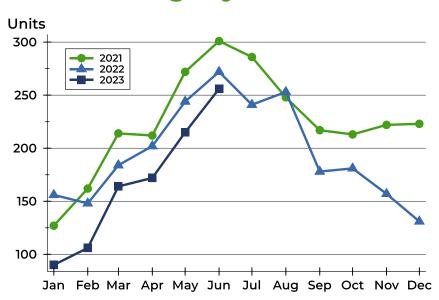






Flint Hills Association Eight-County Jurisdiction Closed Listings Analysis

Closed Listings by Month



Month	2021	2022	2023
January	127	156	90
February	162	148	106
March	214	184	164
April	212	202	172
May	272	244	215
June	301	272	256
July	286	241	
August	248	253	
September	217	178	
October	213	181	
November	222	157	
December	223	131	

Closed Listings by Price Range

Price Range		les Percent	Months' Supply	Sale Average	Price Median	Days or Avg.	n Market Med.	Price as Avg.	% of List Med.	Price as ^o Avg.	% of Orig. Med.
Below \$25,000	3	1.2%	0.0	14,000	11,000	4	4	80.8%	84.0%	80.8%	84.0%
\$25,000-\$49,999	4	1.6%	1.7	40,125	40,250	57	23	81.2%	80.5%	81.2%	80.5%
\$50,000-\$99,999	14	5.5%	3.1	76,700	77,000	56	51	89.5%	95.4%	85.8%	85.6%
\$100,000-\$124,999	10	3.9%	2.3	113,300	113,500	29	26	94.5%	96.0%	93.4%	95.7%
\$125,000-\$149,999	19	7.4%	1.9	136,995	138,000	29	9	99.8%	100.0%	99.3%	100.0%
\$150,000-\$174,999	20	7.8%	1.5	161,088	162,250	12	4	98.4%	98.8%	97.3%	98.8%
\$175,000-\$199,999	30	11.7%	0.9	187,478	186,650	21	11	99.1%	100.0%	97.9%	99.0%
\$200,000-\$249,999	46	18.0%	1.7	224,767	226,500	19	5	99.6%	100.0%	99.2%	100.0%
\$250,000-\$299,999	32	12.5%	1.8	273,438	275,000	21	8	99.5%	100.0%	99.1%	100.0%
\$300,000-\$399,999	50	19.5%	2.6	343,754	341,250	43	16	99.5%	100.0%	98.1%	100.0%
\$400,000-\$499,999	16	6.3%	3.7	433,541	427,500	42	20	100.7%	100.0%	99.4%	99.6%
\$500,000-\$749,999	11	4.3%	4.8	583,685	580,000	36	7	100.0%	100.0%	99.7%	100.0%
\$750,000-\$999,999	1	0.4%	12.0	800,000	800,000	67	67	94.1%	94.1%	66.7%	66.7%
\$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



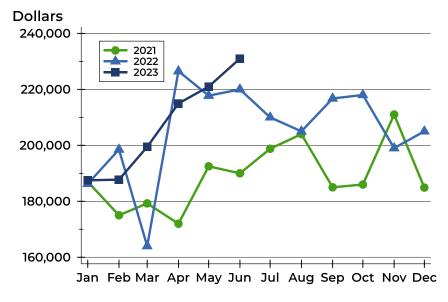


Flint Hills Association Eight-County Jurisdiction Closed Listings Analysis

Average Price



Month	2021	2022	2023
Month	2021	2022	2023
January	191,410	208,036	211,729
February	197,267	210,465	203,051
March	201,520	187,253	218,865
April	190,833	232,595	233,144
May	214,279	238,717	234,871
June	208,145	234,872	251,143
July	214,345	231,492	
August	215,464	221,184	
September	202,011	224,797	
October	212,187	235,330	
November	230,099	209,780	
December	213,939	217,827	



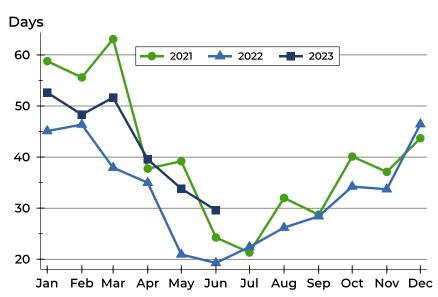
Month	2021	2022	2023
January	187,000	186,250	187,500
February	175,000	198,500	187,750
March	179,250	164,000	199,450
April	172,000	226,500	214,950
May	192,500	217,750	221,000
June	190,000	220,000	231,000
July	198,775	210,000	
August	204,000	205,000	
September	185,000	216,750	
October	186,000	218,000	
November	211,000	199,000	
December	184,900	205,000	





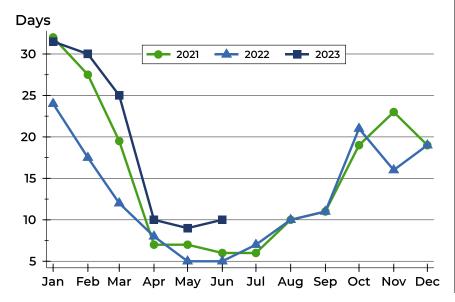
Flint Hills Association Eight-County Jurisdiction Closed Listings Analysis

Average DOM



Month	2021	2022	2023
January	59	45	53
February	56	46	48
March	63	38	52
April	38	35	40
May	39	21	34
June	24	19	30
July	21	22	
August	32	26	
September	29	28	
October	40	34	
November	37	34	
December	44	46	

Median DOM



Month	2021	2022	2023
January	32	24	32
February	28	18	30
March	20	12	25
April	7	8	10
May	7	5	9
June	6	5	10
July	6	7	
August	10	10	
September	11	11	
October	19	21	
November	23	16	
December	19	19	





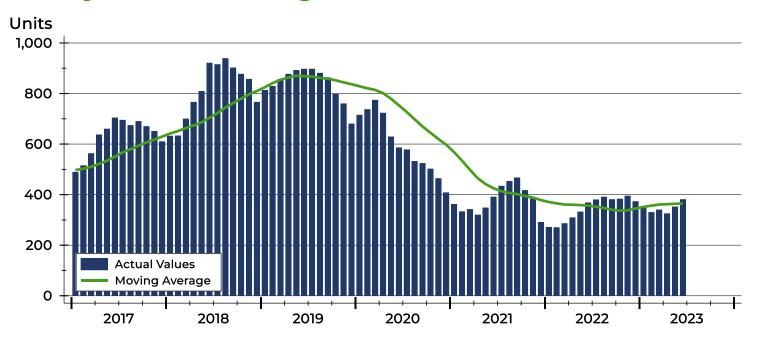
Flint Hills Association Eight-County Jurisdiction Active Listings Analysis

	mmary Statistics Active Listings	2023	End of June 2022	Change
Act	tive Listings	381	368	3.5%
Vo	lume (1,000s)	106,761	94,681	12.8%
Мс	onths' Supply	2.1	1.7	23.5%
ge	List Price	280,213	257,286	8.9%
Avera	Days on Market	73	64	14.1%
Ą	Percent of Original	97.4%	97.9%	-0.5%
<u>_</u>	List Price	245,000	214,950	14.0%
Median	Days on Market	52	41	26.8%
Σ	Percent of Original	100.0%	100.0%	0.0%

A total of 381 homes were available for sale in the FHAR eight-county jurisdiction at the end of June. This represents a 2.1 months' supply of active listings.

The median list price of homes on the market at the end of June was \$245,000, up 14.0% from 2022. The typical time on market for active listings was 52 days, up from 41 days a year earlier.

History of Active Listings

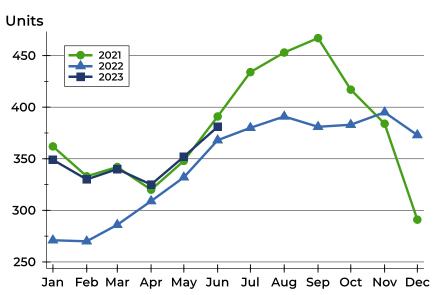






Flint Hills Association Eight-County Jurisdiction Active Listings Analysis

Active Listings by Month



Month	2021	2022	2023
January	362	271	349
February	333	270	330
March	342	286	340
April	320	309	325
May	348	332	352
June	391	368	381
July	434	380	
August	453	391	
September	467	381	
October	417	383	
November	384	395	
December	291	373	

Active Listings by Price Range

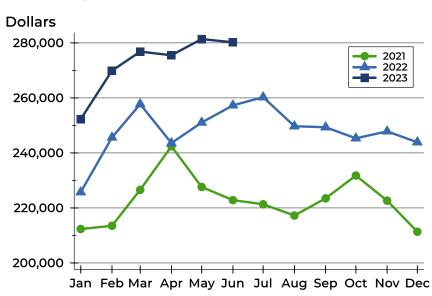
Price Range	Active I Number	istings Percent	Months' Supply	List I Average	Price Median	Days on Avg.	Market Med.	Price as 9 Avg.	% of Orig. Med.
Below \$25,000	0	0.0%	0.0	N/A	N/A	N/A	N/A	N/A	N/A
\$25,000-\$49,999	7	1.8%	1.7	37,829	35,000	127	78	86.9%	92.5%
\$50,000-\$99,999	41	10.8%	3.1	79,598	80,000	95	65	94.7%	100.0%
\$100,000-\$124,999	27	7.1%	2.3	114,941	115,000	78	85	98.0%	100.0%
\$125,000-\$149,999	30	7.9%	1.9	138,113	138,200	60	55	98.1%	100.0%
\$150,000-\$174,999	26	6.8%	1.5	163,408	163,950	71	68	98.0%	100.0%
\$175,000-\$199,999	16	4.2%	0.9	188,894	187,500	68	33	98.1%	100.0%
\$200,000-\$249,999	53	13.9%	1.7	227,963	230,000	52	22	98.8%	100.0%
\$250,000-\$299,999	46	12.1%	1.8	275,202	275,000	54	45	98.0%	100.0%
\$300,000-\$399,999	69	18.1%	2.6	357,062	359,000	60	44	97.9%	100.0%
\$400,000-\$499,999	34	8.9%	3.7	442,787	440,000	98	59	97.1%	97.7%
\$500,000-\$749,999	22	5.8%	4.8	605,625	599,500	85	65	97.0%	100.0%
\$750,000-\$999,999	5	1.3%	12.0	871,580	895,000	208	146	94.4%	98.0%
\$1,000,000 and up	5	1.3%	N/A	1,320,000	1,250,000	97	57	100.0%	100.0%



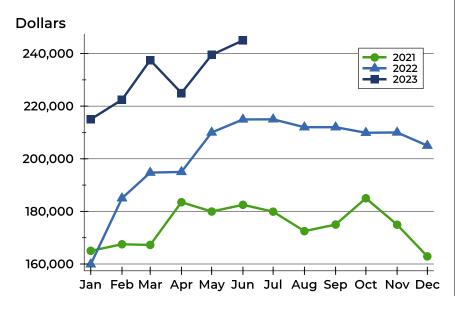


Flint Hills Association Eight-County Jurisdiction Active Listings Analysis

Average Price



	000		
Month	2021	2022	2023
January	212,332	225,726	252,283
February	213,504	245,608	269,896
March	226,585	257,735	276,818
April	242,408	243,580	275,511
May	227,614	251,047	281,383
June	222,830	257,286	280,213
July	221,336	260,263	
August	217,244	249,712	
September	223,475	249,322	
October	231,771	245,307	
November	222,652	247,830	
December	211,354	243,887	



Month	2021	2022	2023
January	165,000	159,900	215,000
February	167,500	185,000	222,450
March	167,250	194,750	237,500
April	183,500	195,000	225,000
May	179,950	210,000	239,500
June	182,500	214,950	245,000
July	179,900	215,000	
August	172,500	212,000	
September	175,000	212,000	
October	185,000	209,900	
November	174,950	210,000	
December	162,900	205,000	





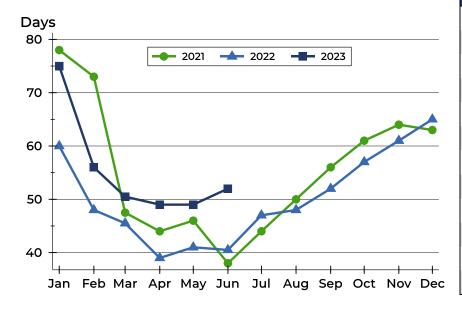
Flint Hills Association Eight-County Jurisdiction Active Listings Analysis

Average DOM



Month	2021	2022	2023
January	107	87	90
February	106	77	83
March	88	75	78
April	81	74	78
May	78	72	74
June	69	64	73
July	71	67	
August	73	67	
September	79	71	
October	87	77	
November	90	81	
December	91	85	

Median DOM



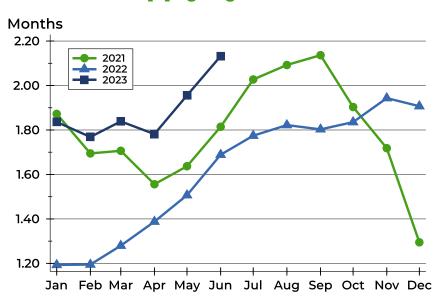
Month	2021	2022	2023
January	78	60	75
February	73	48	56
March	48	46	51
April	44	39	49
May	46	41	49
June	38	41	52
July	44	47	
August	50	48	
September	56	52	
October	61	57	
November	64	61	
December	63	65	





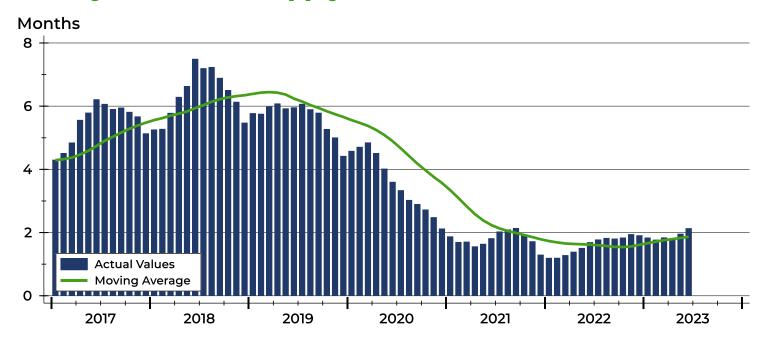
Flint Hills Association Eight-County Jurisdiction Months' Supply Analysis

Months' Supply by Month



Month	2021	2022	2023
January	1.9	1.2	1.8
February	1.7	1.2	1.8
March	1.7	1.3	1.8
April	1.6	1.4	1.8
May	1.6	1.5	2.0
June	1.8	1.7	2.1
July	2.0	1.8	
August	2.1	1.8	
September	2.1	1.8	
October	1.9	1.8	
November	1.7	1.9	
December	1.3	1.9	

History of Month's Supply







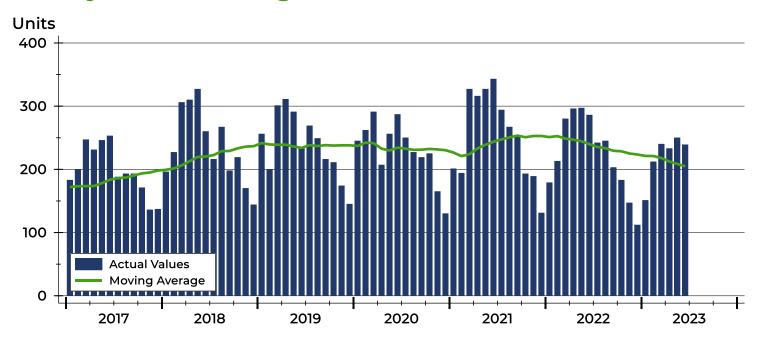
Flint Hills Association Eight-County Jurisdiction New Listings Analysis

	mmary Statistics New Listings	2023	June 2022	Change
ţ	New Listings	239	286	-16.4%
Month	Volume (1,000s)	61,929	67,194	-7.8%
Current	Average List Price	259,117	234,945	10.3%
Cu	Median List Price	235,750	215,950	9.2%
ē	New Listings	1,325	1,551	-14.6%
o-Da	Volume (1,000s)	336,260	368,732	-8.8%
Year-to-Date	Average List Price	253,781	237,739	6.7%
Ϋ́ε	Median List Price	230,000	215,000	7.0%

A total of 239 new listings were added in the FHAR eight-county jurisdiction during June, down 16.4% from the same month in 2022. Year-to-date the FHAR eight-county jurisdiction has seen 1,325 new listings.

The median list price of these homes was \$235,750 up from \$215,950 in 2022.

History of New Listings

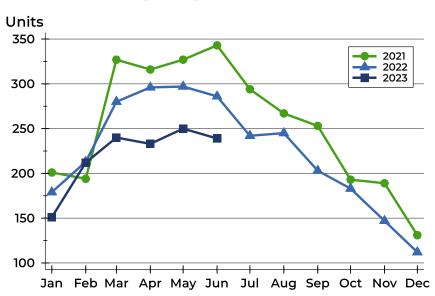






Flint Hills Association Eight-County Jurisdiction New Listings Analysis

New Listings by Month



Month	2021	2022	2023
January	201	179	151
February	194	213	212
March	327	280	240
April	316	296	233
May	327	297	250
June	343	286	239
July	294	242	
August	267	245	
September	253	203	
October	193	183	
November	189	147	
December	131	112	

New Listings by Price Range

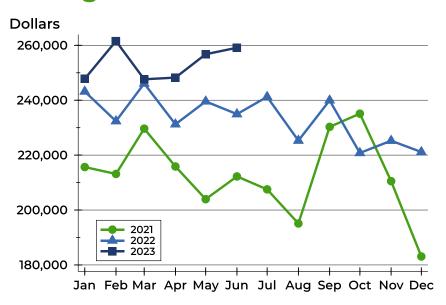
Price Range	New Li Number	stings Percent	List I Average	Price Median	Days on Avg.	Market Med.	Price as 9 Avg.	% of Orig. Med.
Below \$25,000	2	0.8%	12,500	12,500	6	6	70.0%	70.0%
\$25,000-\$49,999	2	0.8%	37,000	37,000	28	28	100.0%	100.0%
\$50,000-\$99,999	11	4.6%	78,827	79,900	20	20	98.8%	100.0%
\$100,000-\$124,999	10	4.2%	110,890	109,950	13	14	100.0%	100.0%
\$125,000-\$149,999	22	9.2%	138,168	139,900	11	9	99.9%	100.0%
\$150,000-\$174,999	24	10.0%	160,200	160,000	9	7	101.9%	100.0%
\$175,000-\$199,999	17	7.1%	184,871	185,000	12	6	98.9%	100.0%
\$200,000-\$249,999	47	19.7%	228,970	230,000	14	12	99.6%	100.0%
\$250,000-\$299,999	36	15.1%	274,706	272,450	12	10	99.1%	100.0%
\$300,000-\$399,999	43	18.0%	348,304	340,000	14	12	99.7%	100.0%
\$400,000-\$499,999	15	6.3%	463,713	459,000	16	11	98.2%	100.0%
\$500,000-\$749,999	7	2.9%	600,425	584,900	14	11	100.0%	100.0%
\$750,000-\$999,999	2	0.8%	895,000	895,000	22	22	91.5%	91.5%
\$1,000,000 and up	1	0.4%	1,250,000	1,250,000	16	16	100.0%	100.0%



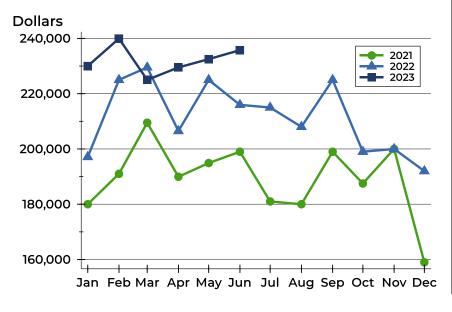


Flint Hills Association Eight-County Jurisdiction New Listings Analysis

Average Price



Month	2021	2022	2023
January	215,661	243,179	247,804
February	213,145	232,387	261,552
March	229,658	246,089	247,634
April	215,864	231,240	248,241
May	203,956	239,570	256,765
June	212,237	234,945	259,117
July	207,523	241,224	
August	195,097	225,296	
September	230,292	239,941	
October	235,109	220,788	
November	210,527	225,255	
December	183,075	221,136	



Month	2021	2022	2023
January	180,000	197,100	230,000
February	191,000	225,000	239,950
March	209,500	229,500	225,000
April	189,950	206,500	229,500
May	194,900	225,000	232,500
June	199,000	215,950	235,750
July	181,000	215,000	
August	180,000	208,000	
September	199,000	225,000	
October	187,500	199,000	
November	200,000	200,000	
December	159,000	192,000	





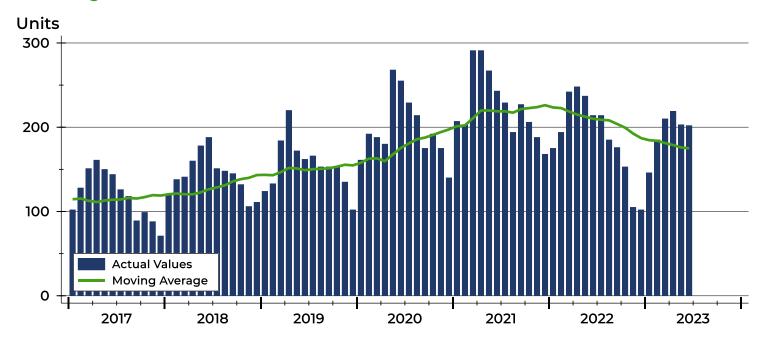
Flint Hills Association Eight-County Jurisdiction Contracts Written Analysis

	mmary Statistics Contracts Written	2023	June 2022	Change	Year-to-Date e 2023 2022 C		e Change
Со	ntracts Written	202	214	-5.6%	1,165	1,310	-11.1%
Vol	ume (1,000s)	51,296	46,364	10.6%	278,676	295,426	-5.7%
ge	Sale Price	253,940	216,653	17.2%	239,207	225,516	6.1%
Avera	Days on Market	28	21	33.3%	37	27	37.0%
¥	Percent of Original	98.3%	97.6%	0.7%	96.9%	98.5%	-1.6%
=	Sale Price	232,500	197,000	18.0%	220,000	200,000	10.0%
Median	Days on Market	11	10	10.0%	11	7	57.1%
Σ	Percent of Original	100.0%	99.6%	0.4%	100.0%	100.0%	0.0%

A total of 202 contracts for sale were written in the FHAR eight-county jurisdiction during the month of June, down from 214 in 2022. The median list price of these homes was \$232,500, up from \$197,000 the prior year.

Half of the homes that went under contract in June were on the market less than 11 days, compared to 10 days in June 2022.

History of Contracts Written

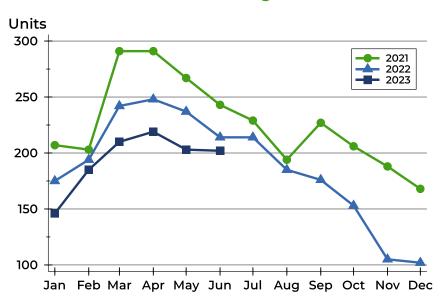






Flint Hills Association Eight-County Jurisdiction Contracts Written Analysis

Contracts Written by Month



Month	2021	2022	2023
January	207	175	146
February	203	194	185
March	291	242	210
April	291	248	219
May	267	237	203
June	243	214	202
July	229	214	
August	194	185	
September	227	176	
October	206	153	
November	188	105	
December	168	102	

Contracts Written by Price Range

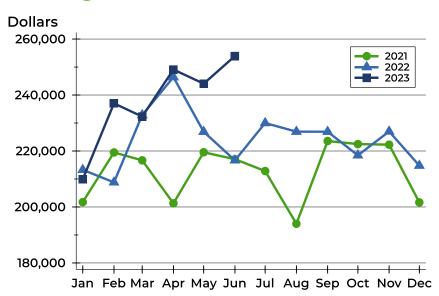
Price Range	Contracts Number	Written Percent	List I Average	Price Median	Days or Avg.	Market Med.	Price as 9 Avg.	% of Orig. Med.
Below \$25,000	3	1.5%	14,967	15,000	18	7	80.0%	100.0%
\$25,000-\$49,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$50,000-\$99,999	7	3.5%	76,829	75,000	78	37	91.1%	100.0%
\$100,000-\$124,999	8	4.0%	112,613	109,500	26	14	97.2%	100.0%
\$125,000-\$149,999	20	9.9%	137,210	135,500	35	8	99.2%	100.0%
\$150,000-\$174,999	23	11.4%	162,070	164,900	15	5	100.9%	100.0%
\$175,000-\$199,999	22	10.9%	186,064	185,700	28	10	98.8%	100.0%
\$200,000-\$249,999	31	15.3%	226,624	229,000	19	10	98.8%	100.0%
\$250,000-\$299,999	29	14.4%	277,810	275,000	25	8	98.8%	100.0%
\$300,000-\$399,999	41	20.3%	347,501	339,555	32	17	98.8%	100.0%
\$400,000-\$499,999	10	5.0%	462,489	465,000	26	10	96.7%	100.0%
\$500,000-\$749,999	7	3.5%	642,547	629,900	51	44	98.1%	98.5%
\$750,000-\$999,999	1	0.5%	795,000	795,000	6	6	100.0%	100.0%
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



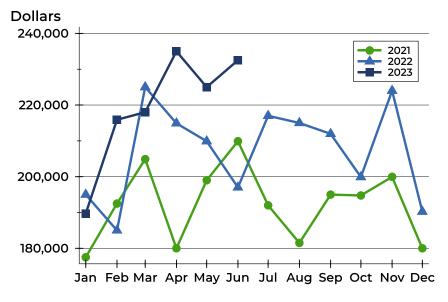


Flint Hills Association Eight-County Jurisdiction Contracts Written Analysis

Average Price



Month	2021	2022	2023
January	201,740	213,282	209,902
February	219,484	208,802	237,018
March	216,661	232,855	232,313
April	201,302	246,398	249,116
May	219,550	226,889	244,060
June	217,062	216,653	253,940
July	212,848	229,994	
August	194,008	226,919	
September	223,572	226,901	
October	222,478	218,457	
November	222,270	226,984	
December	201,636	214,784	



Month	2021	2022	2023
January	177,500	195,000	189,700
February	192,500	185,000	215,900
March	204,900	225,000	218,000
April	180,000	214,900	235,000
May	199,000	209,900	225,000
June	209,900	197,000	232,500
July	192,000	217,000	
August	181,500	215,000	
September	195,000	211,950	
October	194,750	199,900	
November	199,950	224,000	
December	180,000	190,250	





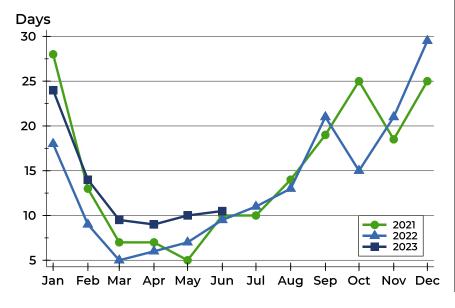
Flint Hills Association Eight-County Jurisdiction Contracts Written Analysis

Average DOM



Month	2021	2022	2023
January	60	49	44
February	47	31	52
March	39	23	35
April	31	20	33
May	20	23	31
June	28	21	28
July	27	30	
August	30	29	
September	36	36	
October	39	36	
November	42	48	
December	56	50	

Median DOM



Month	2021	2022	2023
January	28	18	24
February	13	9	14
March	7	5	10
April	7	6	9
May	5	7	10
June	10	10	11
July	10	11	
August	14	13	
September	19	21	
October	25	15	
November	19	21	
December	25	30	





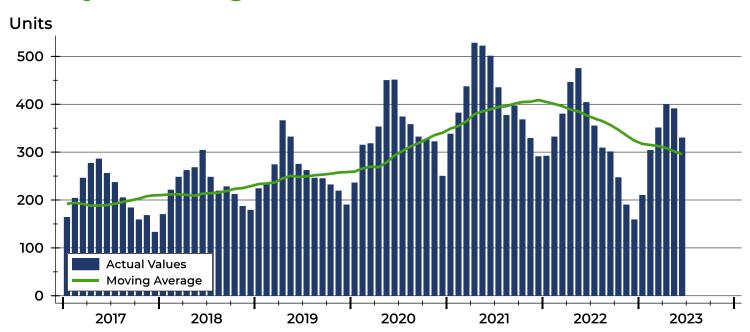
Flint Hills Association Eight-County Jurisdiction Pending Contracts Analysis

	mmary Statistics Pending Contracts	2023	End of June 2022	Change
Ре	nding Contracts	330	404	-18.3%
Vo	lume (1,000s)	84,145	94,657	-11.1%
ge	List Price	254,985	234,300	8.8%
Avera	Days on Market	31	25	24.0%
Ą	Percent of Original	98.7%	98.7%	0.0%
5	List Price	235,000	214,950	9.3%
Median	Days on Market	10	9	11.1%
Σ	Percent of Original	100.0%	100.0%	0.0%

A total of 330 listings in the FHAR eight-county jurisdiction had contracts pending at the end of June, down from 404 contracts pending at the end of June 2022.

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

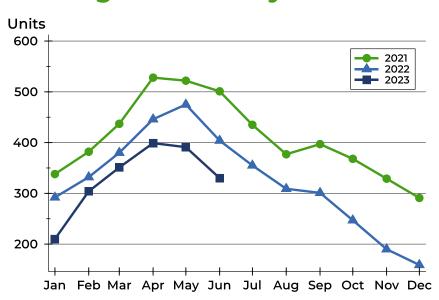






Flint Hills Association Eight-County Jurisdiction Pending Contracts Analysis

Pending Contracts by Month



Month	2021	2022	2023
January	338	292	210
February	382	332	304
March	437	380	351
April	528	446	399
May	522	475	391
June	501	404	330
July	435	355	
August	377	309	
September	397	301	
October	368	247	
November	329	190	
December	291	159	

Pending Contracts by Price Range

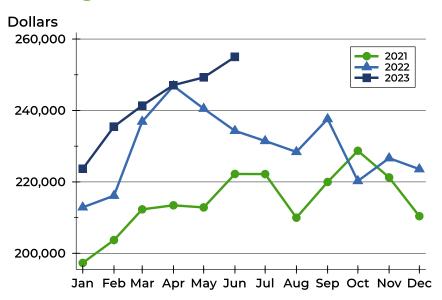
Price Range	Pending (Number	Contracts Percent	List I Average	Price Median	Days on Avg.	Market Med.	Price as ⁹ Avg.	% of Orig. Med.
Below \$25,000	3	0.9%	14,967	15,000	18	7	80.0%	100.0%
\$25,000-\$49,999	2	0.6%	47,450	47,450	27	27	95.4%	95.4%
\$50,000-\$99,999	17	5.2%	75,059	75,000	56	37	95.1%	100.0%
\$100,000-\$124,999	16	4.8%	114,775	118,750	32	12	97.9%	100.0%
\$125,000-\$149,999	32	9.7%	136,191	135,000	29	8	99.7%	100.0%
\$150,000-\$174,999	35	10.6%	162,746	165,000	23	6	100.0%	100.0%
\$175,000-\$199,999	34	10.3%	185,947	185,200	24	8	99.5%	100.0%
\$200,000-\$249,999	42	12.7%	227,330	229,700	22	9	99.7%	100.0%
\$250,000-\$299,999	53	16.1%	277,064	275,000	21	8	99.8%	100.0%
\$300,000-\$399,999	63	19.1%	344,046	335,000	41	17	98.4%	100.0%
\$400,000-\$499,999	16	4.8%	465,313	465,162	36	14	97.7%	100.0%
\$500,000-\$749,999	14	4.2%	616,380	625,000	62	50	98.7%	100.0%
\$750,000-\$999,999	3	0.9%	845,000	795,000	45	54	94.2%	100.0%
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



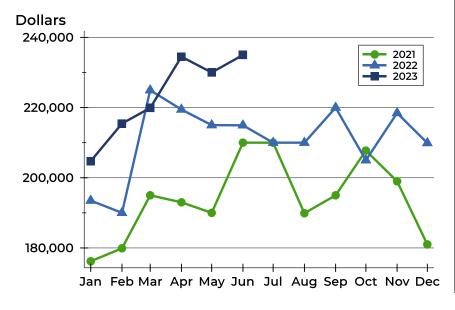


Flint Hills Association Eight-County Jurisdiction Pending Contracts Analysis

Average Price



Month	2021	2022	2023
January	197,305	212,869	223,659
February	203,714	216,135	235,504
March	212,313	236,894	241,379
April	213,444	246,874	247,101
May	212,848	240,516	249,264
June	222,220	234,300	254,985
July	222,192	231,465	
August	209,977	228,393	
September	219,980	237,610	
October	228,713	220,258	
November	221,250	226,647	
December	210,403	223,580	



Month	2021	2022	2023
January	176,200	193,500	204,750
February	179,900	190,000	215,450
March	195,000	224,950	219,900
April	193,000	219,450	234,500
May	190,000	215,000	230,000
June	210,000	214,950	235,000
July	210,000	210,000	
August	189,900	210,000	
September	195,000	220,000	
October	207,750	205,000	
November	199,000	218,450	
December	181,000	209,900	





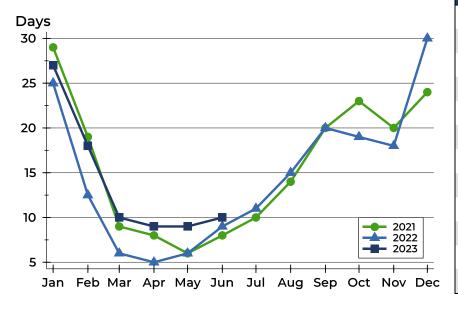
Flint Hills Association Eight-County Jurisdiction Pending Contracts Analysis

Average DOM



Month	2021	2022	2023
January	62	58	48
February	55	44	49
March	42	33	39
April	38	22	35
May	28	23	31
June	28	25	31
July	31	28	
August	35	33	
September	40	36	
October	40	37	
November	43	42	
December	50	48	

Median DOM



Month	2021	2022	2023
January	29	25	27
February	19	13	18
March	9	6	10
April	8	5	9
May	6	6	9
June	8	9	10
July	10	11	
August	14	15	
September	20	20	
October	23	19	
November	20	18	
December	24	30	