

## MARKET OVERVIEW >>

### FHAR Jurisdiction Home Sales Rose in June

Total home sales in the Flint Hills Association eight-county jurisdiction rose by 5.6% last month to 281 units, compared to 266 units in June 2020. Total sales volume was \$58.0 million, up 6.8% from a year earlier.

The median sale price in June was \$189,900, down from \$195,000 a year earlier. Homes that sold in June were typically on the market for 6 days and sold for 100.0% of their list prices.

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

The total number of active listings in the Flint Hills Association eight-county jurisdiction at the end of June was 391 units, down from 586 at the same point in 2020. This represents a 1.8 months' supply of homes available for sale. The median list price of homes on the market at the end of June was \$182,500.

During June, a total of 256 contracts were written up from 255 in June 2020. At the end of the month, there were 501 contracts pending, compared to 451 at the end of June 2020.

Flint Hills Association Eight-County Jurisdiction				
Current Month		June		
Summary Statistics		2021	2020	Change
Home Sales		281	266	5.6%
Active Listings		391	586	-33.3%
Months' Supply		1.8	3.6	-49.0%
New Listings		309	287	7.7%
Contracts Written		256	255	0.4%
Pending Contracts		501	451	11.1%
Sales Volume (1,000s)		57,987	54,273	6.8%
Average	Sale Price	206,360	204,033	1.1%
	List Price of Actives	222,830	209,428	6.4%
	Days on Market	25	62	-59.3%
	Percent of List	100.4%	97.1%	3.4%
	Percent of Original	99.8%	95.3%	4.7%
Median	Sale Price	189,900	195,000	-2.6%
	List Price of Actives	182,500	165,000	10.6%
	Days on Market	6	34	-82.1%
	Percent of List	100.0%	98.3%	1.7%
	Percent of Original	100.0%	97.3%	2.8%

## REPORT CONTENTS >>

### Your Association Working for You!

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

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## THREE-YEAR COMPARISONS

### SUMMARY >>

**BREAKDOWNS BY HOME TYPE**  
**FLINT HILLS ASSOCIATION EIGHT-COUNTY  
 JURISDICTION**  
**AS OF 7/8/2021**

June MLS Statistics By Property Type		2021			2020			2019		
		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		<b>281</b>	<b>266</b>	<b>15</b>	266	249	17	191	175	16
Change from prior year		5.6%	6.8%	-11.8%	39.3%	42.3%	6.3%	0.0%	-1.7%	23.1%
Active Listings		<b>391</b>	<b>360</b>	<b>31</b>	586	543	43	897	856	41
Change from prior year		-33.3%	-33.7%	-27.9%	-34.7%	-36.6%	4.9%	-2.6%	2.1%	-50.6%
Months' Supply		<b>1.8</b>	<b>1.8</b>	<b>3.1</b>	3.6	3.5	4.8	6.0	6.1	3.9
Change from prior year		-49.0%	-49.7%	-35.7%	-39.6%	-42.2%	23.3%	-20.5%	-19.4%	-42.0%
New Listings		<b>309</b>	<b>296</b>	<b>13</b>	287	277	10	234	223	11
Change from prior year		7.7%	6.9%	30.0%	22.6%	24.2%	-9.1%	-10.0%	-8.2%	-35.3%
Contracts Written		<b>256</b>	<b>247</b>	<b>9</b>	255	248	7	162	148	14
Change from prior year		0.4%	-0.4%	28.6%	57.4%	67.6%	-50.0%	-13.8%	-12.4%	-26.3%
Pending Contracts		<b>501</b>	<b>473</b>	<b>28</b>	451	432	19	275	260	15
Change from prior year		11.1%	9.5%	47.4%	64.0%	66.2%	26.7%	-9.5%	-7.5%	-34.8%
Sales Volume (1,000s)		<b>57,987</b>	<b>52,418</b>	<b>5,569</b>	54,273	49,334	4,939	37,107	32,456	4,651
Change from prior year		6.8%	6.3%	12.7%	46.3%	52.0%	6.2%	-1.9%	-5.3%	31.1%
Average	Sale Price	<b>206,360</b>	<b>197,062</b>	<b>371,250</b>	204,033	198,127	290,535	194,277	185,465	290,659
	Change from prior year	1.1%	-0.5%	27.8%	5.0%	6.8%	0.0%	-1.9%	-3.7%	6.6%
	List Price of Actives	<b>222,830</b>	<b>213,834</b>	<b>327,300</b>	209,428	201,652	307,614	195,657	190,396	305,515
	Change from prior year	6.4%	6.0%	6.4%	7.0%	5.9%	0.7%	1.4%	3.3%	8.9%
	Days on Market	<b>25</b>	<b>22</b>	<b>86</b>	62	62	58	62	57	114
	Change from prior year	-59.2%	-64.9%	48.3%	0.9%	9.9%	-49.1%	-17.8%	-24.2%	51.9%
Median	Percent of List	<b>100.4%</b>	<b>100.4%</b>	<b>100.1%</b>	97.1%	96.9%	99.7%	97.7%	97.5%	99.8%
	Change from prior year	3.4%	3.6%	0.4%	-0.6%	-0.6%	-0.1%	0.2%	0.3%	-1.2%
	Percent of Original	<b>99.8%</b>	<b>99.7%</b>	<b>100.3%</b>	95.3%	95.0%	99.5%	96.0%	95.7%	99.6%
	Change from prior year	4.7%	5.0%	0.8%	-0.8%	-0.8%	-0.1%	0.7%	0.7%	0.1%
	Sale Price	<b>189,900</b>	<b>183,500</b>	<b>382,000</b>	195,000	188,500	253,500	179,000	175,000	261,400
	Change from prior year	-2.6%	-2.7%	50.7%	8.9%	7.7%	-3.0%	-4.3%	-2.8%	-1.4%
Median	List Price of Actives	<b>182,500</b>	<b>172,700</b>	<b>317,100</b>	165,000	159,900	299,000	159,900	157,000	269,900
	Change from prior year	10.6%	8.0%	6.1%	3.2%	1.8%	10.8%	-3.1%	1.3%	9.3%
	Days on Market	<b>6</b>	<b>6</b>	<b>81</b>	34	33	38	29	27	121
	Change from prior year	-82.1%	-81.8%	113.2%	15.5%	22.2%	-68.6%	-14.7%	-20.6%	163.0%
	Percent of List	<b>100.0%</b>	<b>100.0%</b>	<b>100.3%</b>	98.3%	98.1%	100.0%	98.7%	98.6%	100.0%
	Change from prior year	1.7%	1.9%	0.3%	-0.4%	-0.5%	0.0%	0.2%	0.4%	0.0%
Median	Percent of Original	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	97.3%	97.1%	100.0%	98.0%	97.8%	99.7%
	Change from prior year	2.8%	3.0%	0.0%	-0.7%	-0.7%	0.3%	0.4%	0.5%	-0.3%

# YEAR-TO-DATE STATISTICS

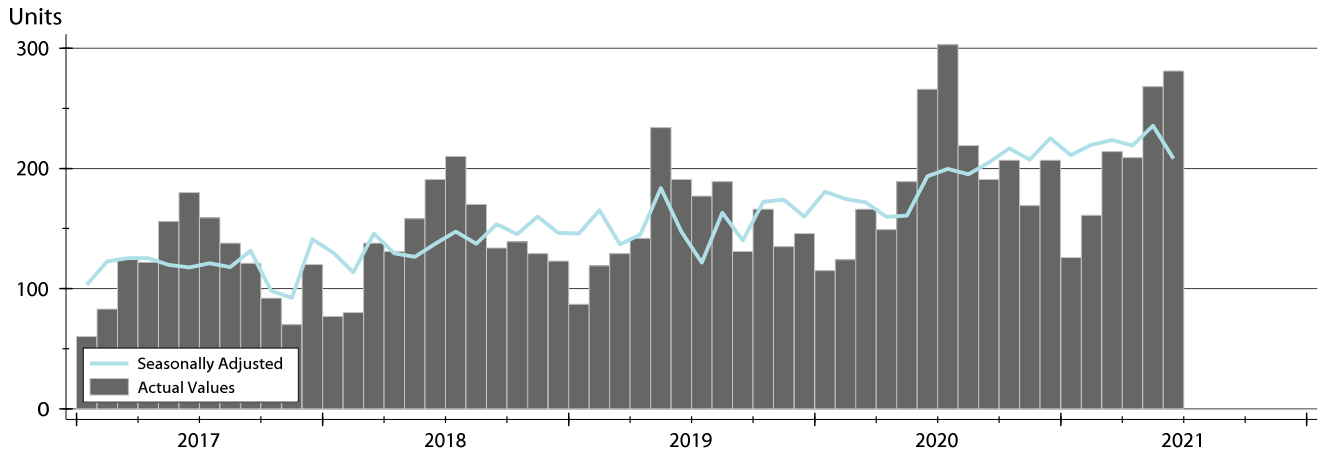
**SUMMARY >>**
**YTD BREAKDOWNS BY HOME TYPE  
FLINT HILLS ASSOCIATION EIGHT-COUNTY  
JURISDICTION  
AS OF 7/8/2021**

Year-to-Date Activity By Property Type		2021			2020			2019		
		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		<b>1,259</b>	<b>1,196</b>	<b>63</b>	1,009	960	49	902	843	59
Change from prior year		24.8%	24.6%	28.6%	11.9%	13.9%	-16.9%	16.4%	21.6%	-28.0%
New Listings		<b>1,654</b>	<b>1,587</b>	<b>67</b>	1,548	1,469	79	1,593	1,535	58
Change from prior year		6.8%	8.0%	-15.2%	-2.8%	-4.3%	36.2%	-2.1%	2.4%	-54.7%
Contracts Written		<b>1,496</b>	<b>1,424</b>	<b>72</b>	1,243	1,185	58	995	933	62
Change from prior year		20.4%	20.2%	24.1%	24.9%	27.0%	-6.5%	7.5%	12.3%	-34.7%
Sales Volume (1,000s)		<b>253,849</b>	<b>232,298</b>	<b>21,550</b>	188,736	174,151	14,584	168,001	151,211	16,791
Change from prior year		34.5%	33.4%	47.8%	12.3%	15.2%	-13.1%	9.5%	16.0%	-27.5%
Average	Sale Price	<b>201,627</b>	<b>194,229</b>	<b>342,071</b>	187,052	181,408	297,642	186,254	179,372	284,585
	Change from prior year	7.8%	7.1%	14.9%	0.4%	1.1%	4.6%	-5.9%	-4.6%	0.8%
	Days on Market	<b>44</b>	<b>42</b>	<b>81</b>	73	72	95	75	74	95
	Change from prior year	-39.6%	-41.4%	-14.4%	-2.8%	-2.5%	0.1%	-3.4%	-2.9%	2.1%
	Percent of List	<b>98.8%</b>	<b>98.7%</b>	<b>100.4%</b>	96.8%	96.6%	100.2%	97.3%	97.1%	100.8%
Change from prior year	2.0%	2.1%	0.3%	-0.5%	-0.5%	-0.6%	-0.1%	0.0%	0.5%	
Median	Percent of Original	<b>97.5%</b>	<b>97.4%</b>	<b>100.3%</b>	94.4%	94.2%	99.6%	94.7%	94.4%	99.7%
	Change from prior year	3.3%	3.4%	0.7%	-0.3%	-0.2%	-0.2%	-1.0%	-1.0%	0.7%
	Sale Price	<b>184,500</b>	<b>178,000</b>	<b>326,900</b>	170,550	167,000	275,000	171,000	165,000	275,000
	Change from prior year	8.2%	6.6%	18.9%	-0.3%	1.2%	0.0%	-8.3%	-4.3%	3.4%
	Days on Market	<b>11</b>	<b>10</b>	<b>59</b>	38	38	51	43	42	77
Change from prior year	-71.1%	-73.7%	15.7%	-11.6%	-9.5%	-33.8%	0.0%	0.0%	21.3%	
Percent of List	Change from prior year	1.8%	1.9%	0.0%	0.1%	0.0%	0.0%	-0.3%	-0.1%	0.0%
	Percent of Original	<b>99.8%</b>	<b>99.4%</b>	<b>100.0%</b>	97.1%	97.0%	100.0%	96.9%	96.6%	100.0%
	Change from prior year	2.8%	2.5%	0.0%	0.2%	0.4%	0.0%	0.0%	-0.1%	0.0%

# CLOSED LISTINGS ANALYSIS

**FLINT HILLS ASSOCIATION EIGHT-COUNTY  
JURISDICTION  
ALL HOMES (NEW & EXISTING)  
AS OF 7/8/2021**

**HISTORY** >>



**SUMMARY** >>

Summary Statistics for Closed Listings		June			Year-to-Date		
		2021	2020	Change	2021	2020	Change
Closed Listings		<b>281</b>	266	5.6%	<b>1,259</b>	1,009	24.8%
Volume (1,000s)		<b>57,987</b>	54,273	6.8%	<b>253,849</b>	188,736	34.5%
Average	Sale Price	<b>206,360</b>	204,033	1.1%	<b>201,627</b>	187,052	7.8%
	Days on Market	<b>25</b>	62	-59.2%	<b>44</b>	73	-39.6%
	Percent of List	<b>100.4%</b>	97.1%	3.4%	<b>98.8%</b>	96.8%	2.0%
	Percent of Original	<b>99.8%</b>	95.3%	4.7%	<b>97.5%</b>	94.4%	3.3%
Median	Sale Price	<b>189,900</b>	195,000	-2.6%	<b>184,500</b>	170,550	8.2%
	Days on Market	<b>6</b>	34	-82.1%	<b>11</b>	38	-71.1%
	Percent of List	<b>100.0%</b>	98.3%	1.7%	<b>100.0%</b>	98.2%	1.8%
	Percent of Original	<b>100.0%</b>	97.3%	2.8%	<b>99.8%</b>	97.1%	2.8%

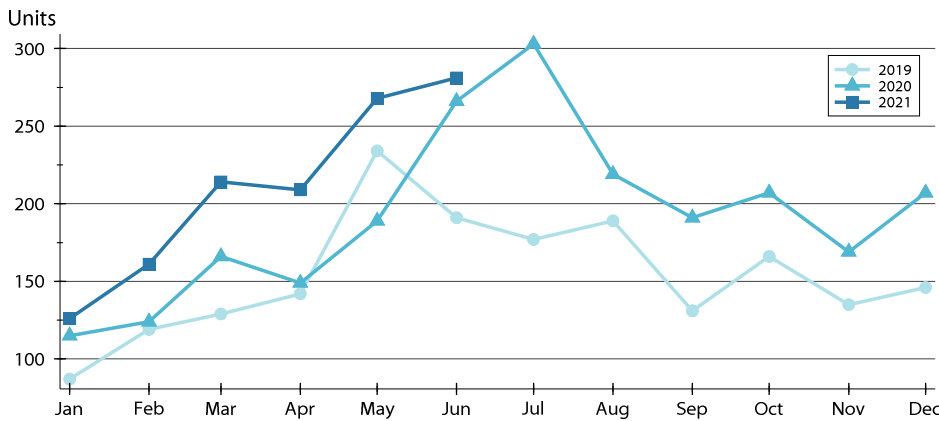
A total of 281 homes sold in the Flint Hills Association eight-county jurisdiction in June, up from 266 units in June 2020. Total sales volume rose to \$58.0 million compared to \$54.3 million in the previous year.

The median sales price in June was \$189,900, down 2.6% compared to the prior year. Median days on market was 6 days, down from 7 days in May, and down from 34 in June 2020.

**CLOSED LISTINGS ANALYSIS**

**FLINT HILLS ASSOCIATION EIGHT-COUNTY  
JURISDICTION  
ALL HOMES (NEW & EXISTING)  
AS OF 7/8/2021**

**BY MONTH** >>



Month	2019	2020	2021
January	87	115	126
February	119	124	161
March	129	166	214
April	142	149	209
May	234	189	268
June	191	266	281
July	177	303	
August	189	219	
September	131	191	
October	166	207	
November	135	169	
December	146	207	

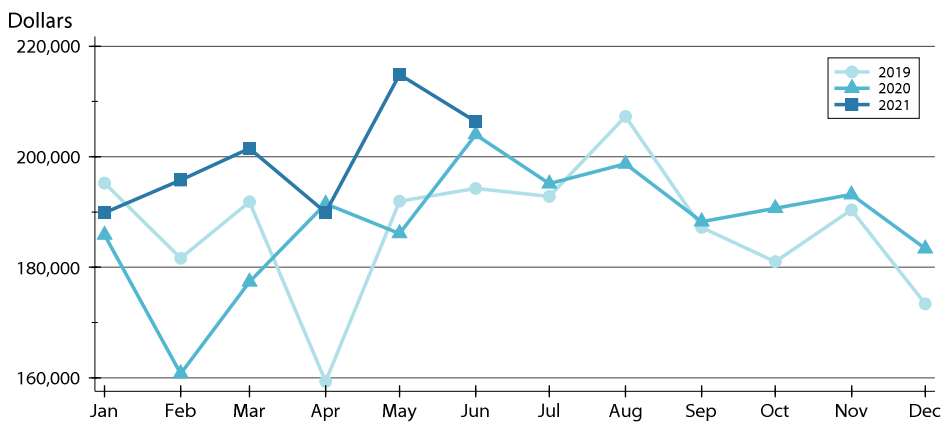
**BY PRICE RANGE** >>

Price Range	Sales			Sale Price		Days on Market		Price as % of List		Price as % of Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median	Average	Median
Below \$25,000	2	0.7%	35	17,500	17,500	25	25	93.2%	93.2%	93.2%	93.2%
\$25,000-\$49,999	7	2.5%	250	35,714	35,000	17	5	89.7%	92.1%	87.6%	92.1%
\$50,000-\$99,999	24	8.5%	1,834	76,419	77,000	37	11	100.0%	100.0%	97.6%	99.7%
\$100,000-\$124,999	23	8.2%	2,588	112,530	112,000	23	10	101.0%	100.0%	100.5%	100.0%
\$125,000-\$149,999	23	8.2%	3,221	140,052	142,000	21	4	101.6%	100.7%	101.3%	100.4%
\$150,000-\$174,999	41	14.6%	6,720	163,906	165,000	16	6	100.2%	100.0%	99.9%	100.0%
\$175,000-\$199,999	35	12.5%	6,523	186,385	185,000	27	5	100.4%	100.5%	100.3%	100.5%
\$200,000-\$249,999	47	16.7%	10,690	227,451	230,000	15	6	101.1%	100.0%	100.8%	100.0%
\$250,000-\$299,999	34	12.1%	9,174	269,832	269,000	21	4	101.4%	100.3%	100.5%	100.4%
\$300,000-\$399,999	32	11.4%	10,772	336,631	332,950	45	20	100.9%	100.0%	100.0%	100.0%
\$400,000-\$499,999	10	3.6%	4,446	444,596	434,311	58	13	98.9%	100.6%	98.8%	99.8%
\$500,000-\$749,999	3	1.1%	1,733	577,500	605,000	10	6	99.4%	100.0%	99.4%	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	281	100.0%	57,987	206,360	189,900	25	6	100.4%	100.0%	99.8%	100.0%

**CLOSED LISTINGS ANALYSIS**

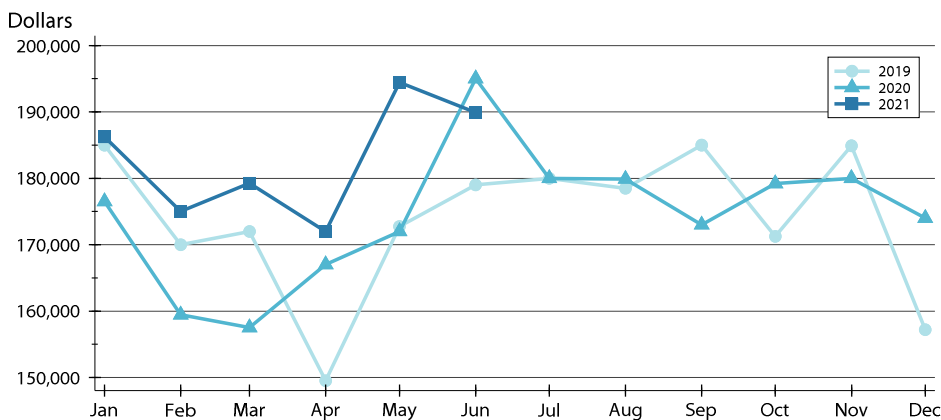
**FLINT HILLS ASSOCIATION EIGHT-COUNTY  
JURISDICTION  
ALL HOMES (NEW & EXISTING)  
AS OF 7/8/2021**

**AVERAGE PRICE** >>



Month	2019	2020	2021
January	195,233	185,848	189,873
February	181,621	160,770	195,791
March	191,857	177,383	201,520
April	159,326	191,474	189,928
May	191,975	186,136	214,907
June	194,277	204,033	206,360
July	192,826	195,117	
August	207,314	198,716	
September	187,222	188,275	
October	181,021	190,691	
November	190,378	193,146	
December	173,381	183,358	

**MEDIAN PRICE** >>

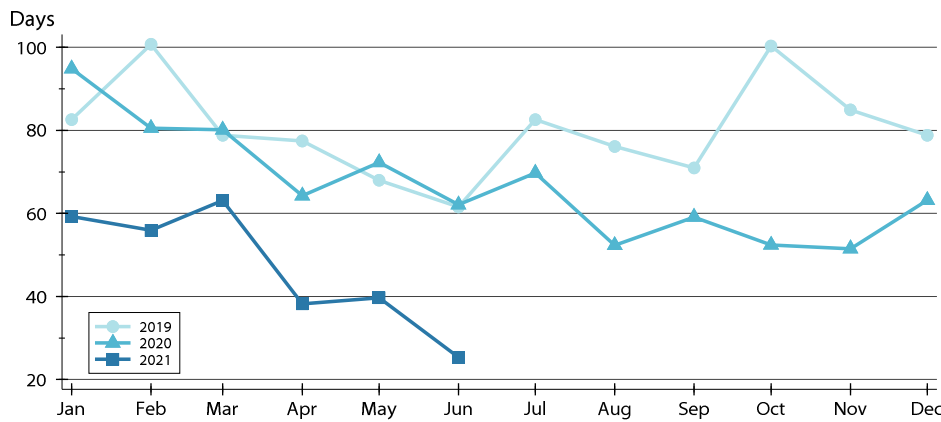


Month	2019	2020	2021
January	185,000	176,500	186,250
February	170,000	159,450	175,000
March	172,000	157,500	179,250
April	149,500	167,000	172,000
May	172,750	172,000	194,450
June	179,000	195,000	189,900
July	180,000	180,000	
August	178,500	179,900	
September	185,000	173,000	
October	171,250	179,200	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

**CLOSED LISTINGS ANALYSIS**

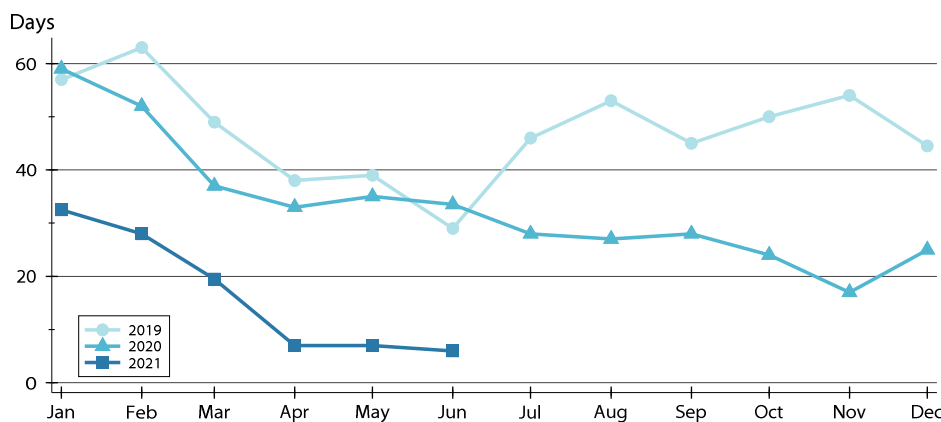
**FLINT HILLS ASSOCIATION EIGHT-COUNTY  
JURISDICTION  
ALL HOMES (NEW & EXISTING)  
AS OF 7/8/2021**

**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	40
June	62	62	25
July	83	70	
August	76	52	
September	71	59	
October	100	52	
November	85	52	
December	79	63	

**MEDIAN DOM** >>



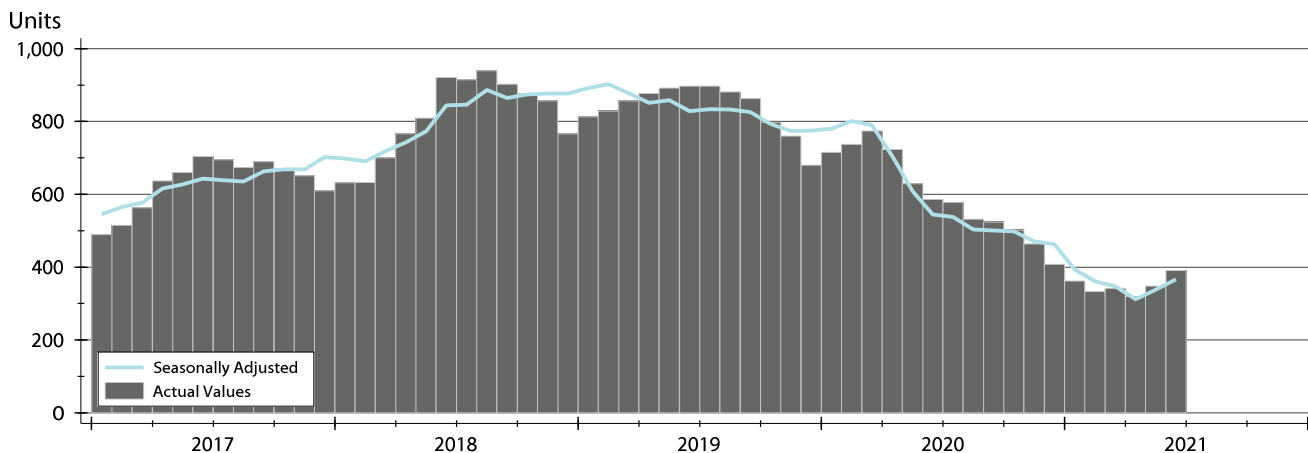
Month	2019	2020	2021
January	57	59	33
February	63	52	28
March	49	37	20
April	38	33	7
May	39	35	7
June	29	34	6
July	46	28	
August	53	27	
September	45	28	
October	50	24	
November	54	17	
December	45	25	



# ACTIVE LISTINGS ANALYSIS

**FLINT HILLS ASSOCIATION EIGHT-COUNTY  
JURISDICTION  
ALL HOMES (NEW & EXISTING)  
AS OF 7/8/2021**

**HISTORY** >>



**SUMMARY** >>

Summary Statistics for Active Listings		End of June		
		2021	2020	Change
Active Listings		<b>391</b>	586	-33.3%
Months' Supply		<b>1.8</b>	3.6	-49.0%
Volume (1,000s)		<b>87,127</b>	122,725	-29.0%
Average	List Price	<b>222,830</b>	209,428	6.4%
	Days on Market	<b>69</b>	107	-34.8%
	Percent of Original	<b>98.2%</b>	97.7%	0.5%
Median	List Price	<b>182,500</b>	165,000	10.6%
	Days on Market	<b>38</b>	70	-45.7%
	Percent of Original	<b>100.0%</b>	100.0%	0.0%

A total of 391 homes were available for sale in the Flint Hills Association eight-county jurisdiction at the end of June. This represents a 1.8 months' supply of active listings.

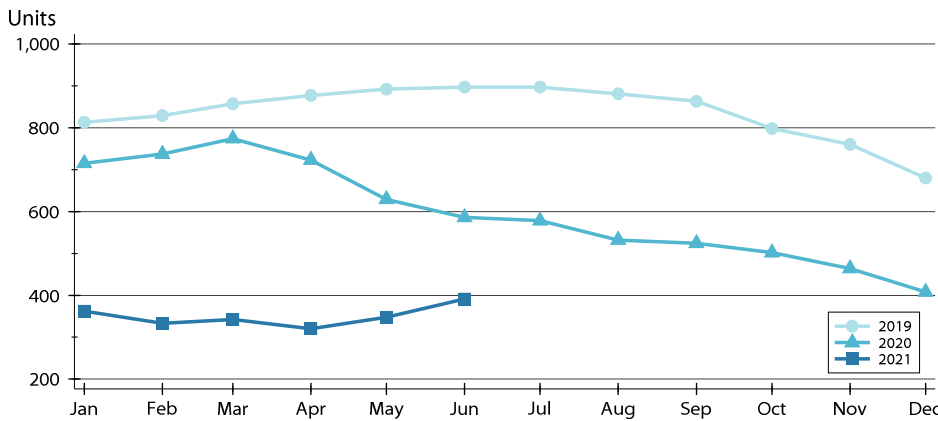
The median list price of homes on the market at the end of June was \$182,500, up 10.6% from 2020. The typical time on market for active listings was 38 days, down from 70 days a year earlier.



# ACTIVE LISTINGS ANALYSIS

**FLINT HILLS ASSOCIATION EIGHT-COUNTY  
JURISDICTION  
ALL HOMES (NEW & EXISTING)  
AS OF 7/8/2021**

**BY MONTH** >>



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

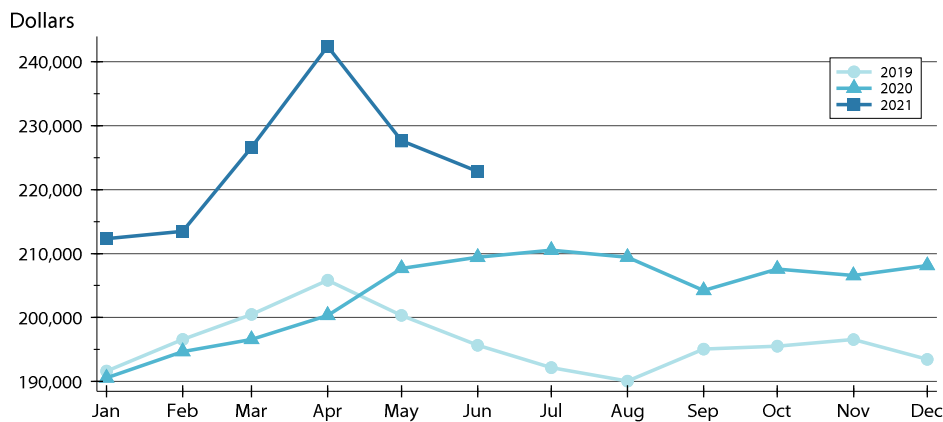
**BY PRICE RANGE** >>

Price Range	Active Listings			Months' Supply	List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume		Average	Median	Average	Median	Average	Median
Below \$25,000	0	0.0%	0	0.0	N/A	N/A	N/A	N/A	N/A	N/A
\$25,000-\$49,999	16	4.1%	661	2.3	41,331	42,250	123	64	95.7%	100.0%
\$50,000-\$99,999	63	16.1%	4,951	2.6	78,592	80,000	73	41	98.3%	100.0%
\$100,000-\$124,999	43	11.0%	4,843	1.9	112,628	114,500	50	22	98.5%	100.0%
\$125,000-\$149,999	31	7.9%	4,224	1.3	136,245	135,000	56	34	98.2%	100.0%
\$150,000-\$174,999	31	7.9%	5,021	0.8	161,977	162,000	49	37	99.1%	100.0%
\$175,000-\$199,999	34	8.7%	6,363	1.0	187,134	185,000	56	18	98.9%	100.0%
\$200,000-\$249,999	56	14.3%	12,787	1.2	228,338	225,000	75	38	98.2%	100.0%
\$250,000-\$299,999	43	11.0%	11,732	1.3	272,838	270,000	45	33	98.9%	100.0%
\$300,000-\$399,999	45	11.5%	15,640	1.4	347,547	357,900	68	35	98.6%	100.0%
\$400,000-\$499,999	7	1.8%	3,075	0.7	439,286	431,100	111	63	95.0%	100.0%
\$500,000-\$749,999	13	3.3%	7,577	4.3	582,846	574,000	117	80	94.9%	100.0%
\$750,000-\$999,999	6	1.5%	5,403	N/A	900,500	912,500	213	120	94.9%	97.2%
\$1,000,000 and up	3	0.8%	4,850	N/A	1,616,667	1,400,000	164	114	100.0%	100.0%
All price ranges	391	100.0%	87,127	1.4	222,830	182,500	69	38	98.2%	100.0%

**ACTIVE LISTINGS ANALYSIS**

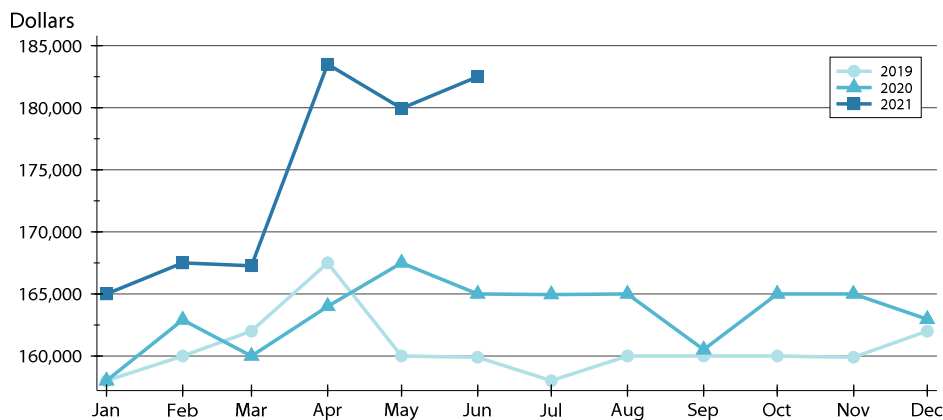
**FLINT HILLS ASSOCIATION EIGHT-COUNTY  
JURISDICTION  
ALL HOMES (NEW & EXISTING)  
AS OF 7/8/2021**

**AVERAGE PRICE** >>



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

**MEDIAN PRICE** >>

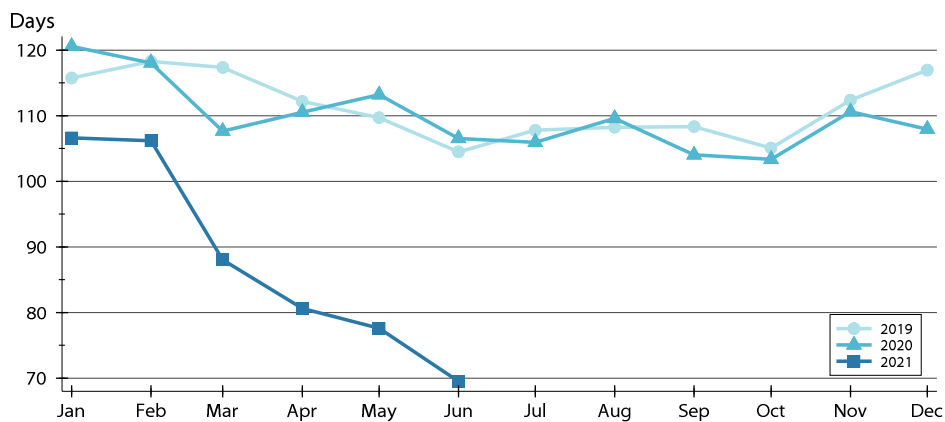


Month	2019	2020	2021
January	158,000	158,000	165,000
February	160,000	162,900	167,500
March	162,000	160,000	167,250
April	167,500	164,000	183,500
May	160,000	167,500	179,950
June	159,900	165,000	182,500
July	158,000	164,950	
August	160,000	165,000	
September	160,000	160,500	
October	160,000	165,000	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

# ACTIVE LISTINGS ANALYSIS

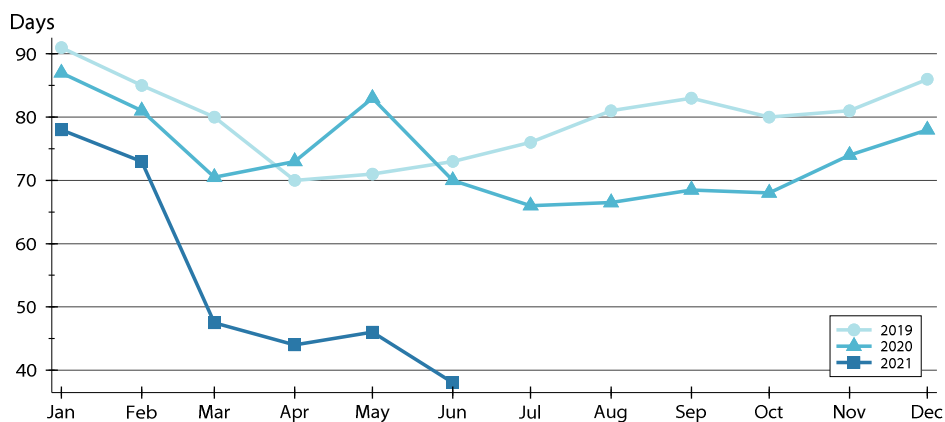
**FLINT HILLS ASSOCIATION EIGHT-COUNTY  
JURISDICTION  
ALL HOMES (NEW & EXISTING)  
AS OF 7/8/2021**

## AVERAGE DOM >>



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

## MEDIAN DOM >>

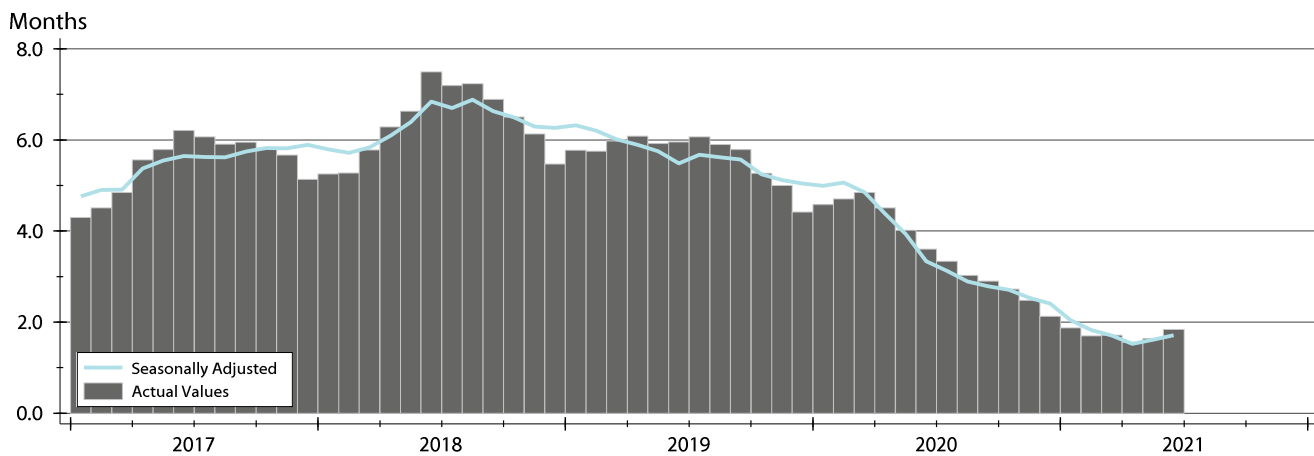


Month	2019	2020	2021
January	91	87	78
February	85	81	73
March	80	71	48
April	70	73	44
May	71	83	46
June	73	70	38
July	76	66	
August	81	67	
September	83	69	
October	80	68	
November	81	74	
December	86	78	

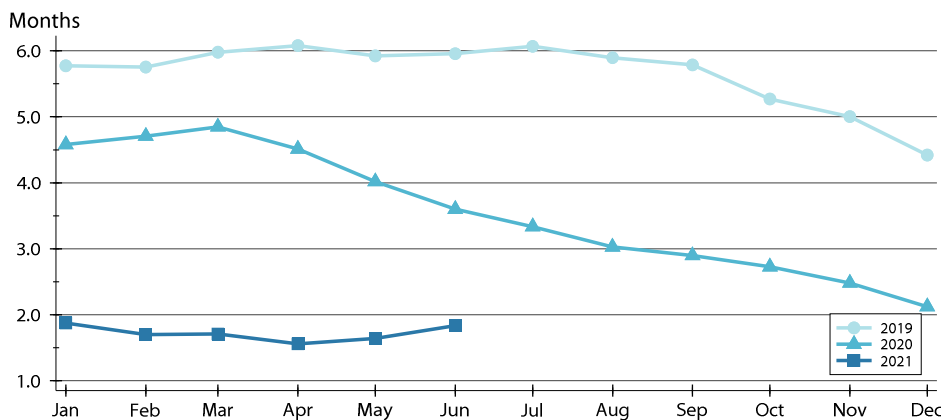
# MONTHS' SUPPLY ANALYSIS

**FLINT HILLS ASSOCIATION EIGHT-COUNTY  
JURISDICTION  
ALL HOMES (NEW & EXISTING)  
AS OF 7/8/2021**

**HISTORY** >>



**BY MONTH** >>

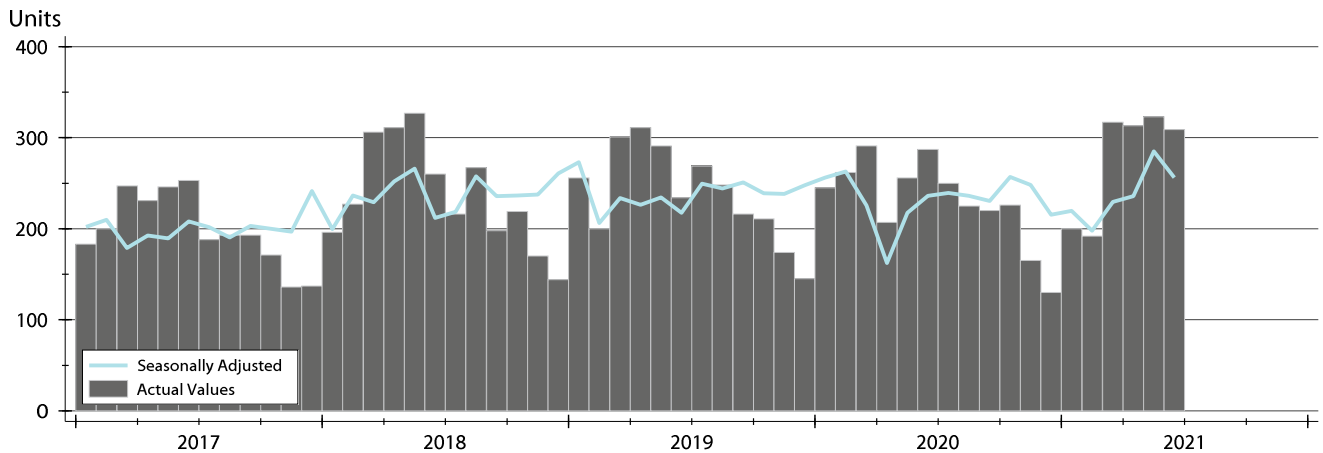


Month	2019	2020	2021
January	5.8	4.6	1.9
February	5.8	4.7	1.7
March	6.0	4.8	1.7
April	6.1	4.5	1.6
May	5.9	4.0	1.6
June	6.0	3.6	1.8
July	6.1	3.3	
August	5.9	3.0	
September	5.8	2.9	
October	5.3	2.7	
November	5.0	2.5	
December	4.4	2.1	

# NEW LISTINGS ANALYSIS

**FLINT HILLS ASSOCIATION EIGHT-COUNTY  
JURISDICTION  
ALL HOMES (NEW & EXISTING)  
AS OF 7/8/2021**

**HISTORY** >>



**SUMMARY** >>

Summary Statistics for New Listings		2021	June 2020	Change
Current Month	New Listings	<b>309</b>	287	7.7%
	Volume (1,000s)	<b>64,477</b>	55,116	17.0%
	Average List Price	<b>208,663</b>	192,040	8.7%
	Median List Price	<b>193,000</b>	168,000	14.9%
YTD	New Listings	<b>1,654</b>	1,548	6.8%
	Volume (1,000s)	<b>353,489</b>	305,886	15.6%
	Average List Price	<b>213,717</b>	197,601	8.2%
	Median List Price	<b>192,000</b>	176,700	8.7%

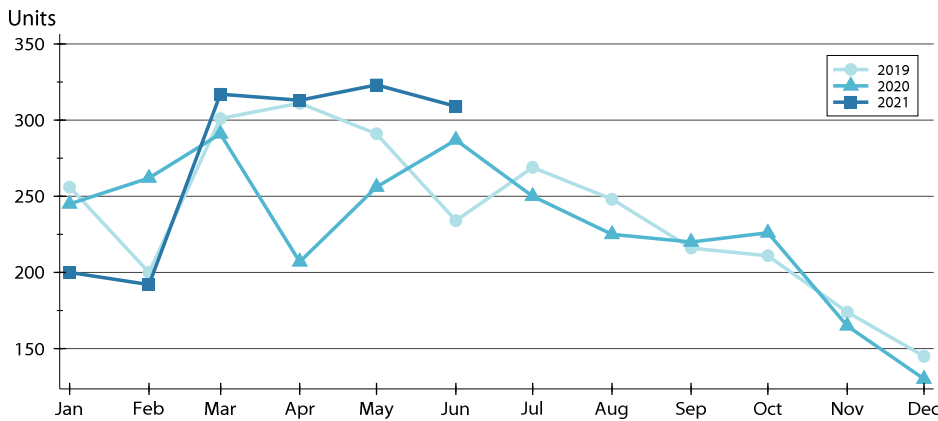
A total of 309 new listings were added in the Flint Hills Association eight-county jurisdiction during June, up 7.7% from the same month in 2020. Year-to-date the Flint Hills Association eight-county jurisdiction has seen 1,654 new listings.

The median list price of these homes was \$193,000 up from \$168,000 in 2020.

## NEW LISTINGS ANALYSIS

**BY MONTH** >>

**FLINT HILLS ASSOCIATION EIGHT-COUNTY  
JURISDICTION  
ALL HOMES (NEW & EXISTING)  
AS OF 7/8/2021**



Month	2019	2020	2021
January	256	245	200
February	200	262	192
March	301	291	317
April	311	207	313
May	291	256	323
June	234	287	309
July	269	250	
August	248	225	
September	216	220	
October	211	226	
November	174	165	
December	145	130	

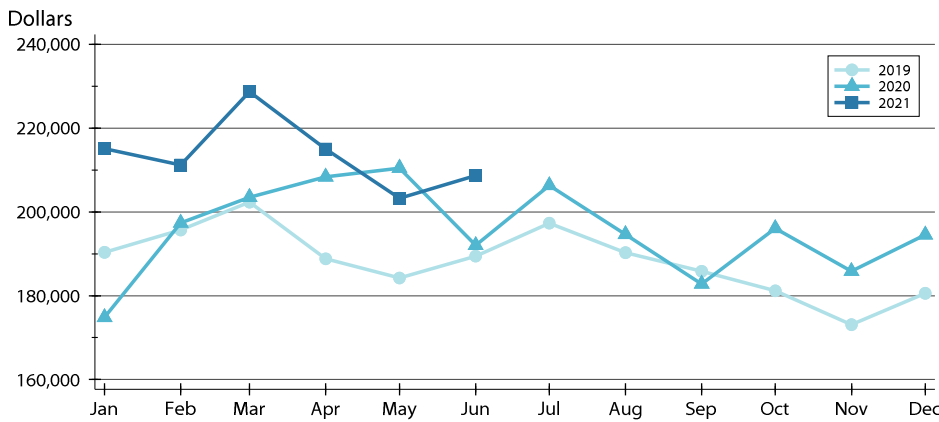
**BY PRICE RANGE** >>

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	4	1.3%	150	37,475	37,500
\$50,000-\$99,999	33	10.7%	2,589	78,455	85,000
\$100,000-\$124,999	35	11.3%	3,947	112,783	114,000
\$125,000-\$149,999	22	7.1%	3,054	138,839	139,700
\$150,000-\$174,999	32	10.4%	5,218	163,067	164,950
\$175,000-\$199,999	37	12.0%	6,862	185,470	184,900
\$200,000-\$249,999	52	16.8%	11,895	228,758	232,500
\$250,000-\$299,999	48	15.5%	13,092	272,749	270,000
\$300,000-\$399,999	36	11.7%	12,224	339,561	340,450
\$400,000-\$499,999	6	1.9%	2,640	440,000	437,500
\$500,000-\$749,999	2	0.6%	1,139	569,500	569,500
\$750,000-\$999,999	2	0.6%	1,665	832,500	832,500
\$1,000,000 and up	0	0.0%	0	N/A	N/A
All price ranges	309	100.0%	64,477	208,663	193,000

**NEW LISTINGS ANALYSIS**

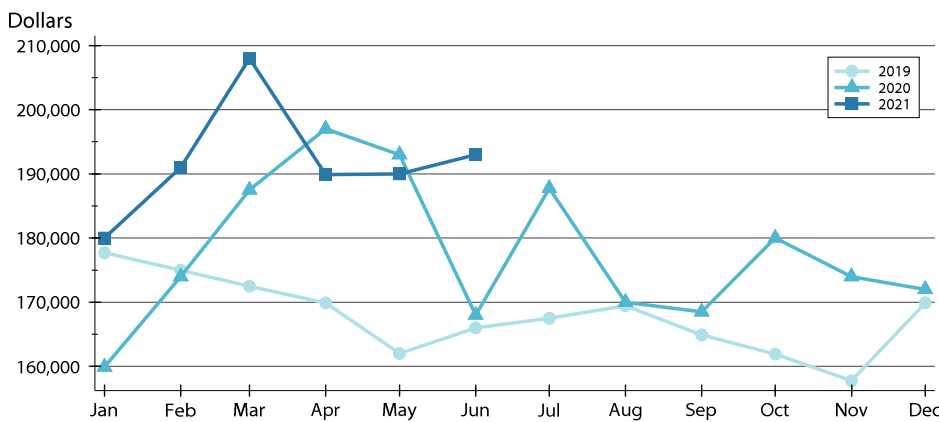
**FLINT HILLS ASSOCIATION EIGHT-COUNTY  
JURISDICTION  
ALL HOMES (NEW & EXISTING)  
AS OF 7/8/2021**

**AVERAGE PRICE** >>



Month	2019	2020	2021
January	190,353	174,831	215,098
February	195,685	197,342	211,165
March	202,333	203,512	228,708
April	188,812	208,370	215,003
May	184,221	210,466	203,256
June	189,446	192,040	208,663
July	197,324	206,327	
August	190,270	194,646	
September	185,832	182,814	
October	181,166	196,047	
November	173,087	185,857	
December	180,580	194,515	

**MEDIAN PRICE** >>



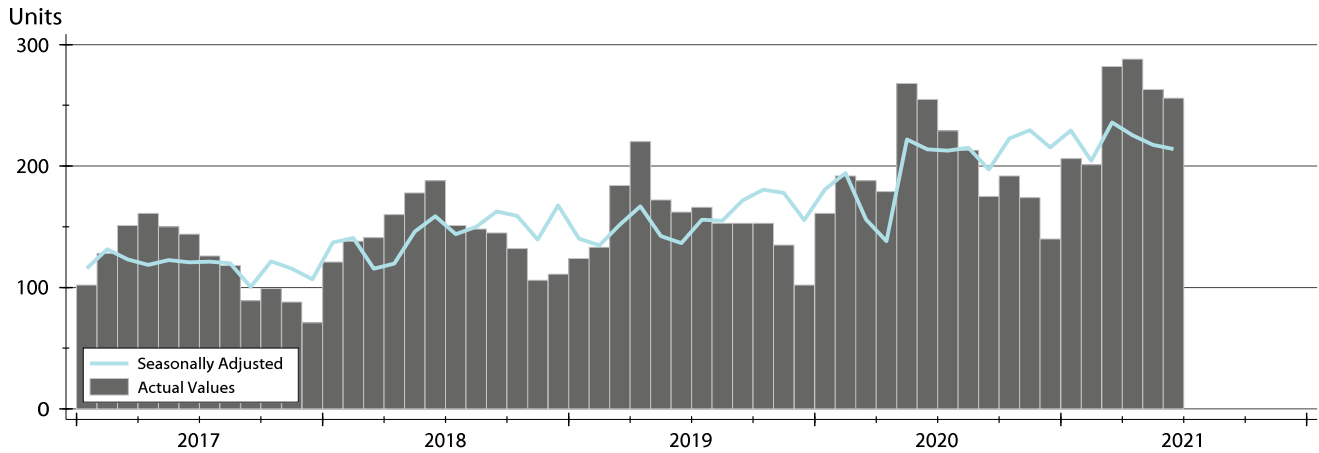
Month	2019	2020	2021
January	177,700	159,900	180,000
February	175,000	174,000	191,000
March	172,500	187,500	208,000
April	169,900	197,000	189,900
May	162,000	193,000	190,000
June	166,000	168,000	193,000
July	167,500	187,750	
August	169,450	170,000	
September	164,900	168,500	
October	161,900	180,000	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



**CONTRACTS WRITTEN ANALYSIS**

**FLINT HILLS ASSOCIATION EIGHT-COUNTY  
JURISDICTION  
ALL HOMES (NEW & EXISTING)  
AS OF 7/8/2021**

**HISTORY** >>



**SUMMARY** >>

Summary Statistics for Contracts Written		June			Year-to-Date		
		2021	2020	Change	2021	2020	Change
Closed Listings		<b>256</b>	255	0.4%	<b>1,496</b>	1,243	20.4%
Volume (1,000s)		<b>53,929</b>	49,736	8.4%	<b>313,883</b>	241,613	29.9%
Average	Sale Price	<b>210,659</b>	195,044	8.0%	<b>209,815</b>	194,379	7.9%
	Days on Market	<b>29</b>	61	-52.7%	<b>37</b>	67	-44.8%
	Percent of Original	<b>98.3%</b>	96.4%	2.0%	<b>98.2%</b>	95.0%	3.3%
Median	Sale Price	<b>199,925</b>	180,000	11.1%	<b>189,900</b>	179,900	5.6%
	Days on Market	<b>11</b>	27	-61.1%	<b>9</b>	33	-72.7%
	Percent of Original	<b>100.0%</b>	98.0%	2.1%	<b>100.0%</b>	97.4%	2.7%

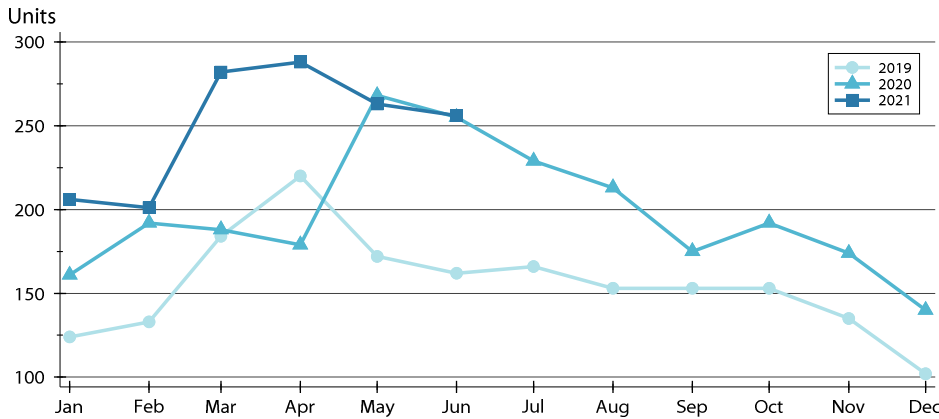
A total of 256 contracts for sale were written in the Flint Hills Association eight-county jurisdiction during the month of June, up from 255 in 2020. The median list price of these homes was \$199,925, up from \$180,000

Half of the homes that went under contract in June were on the market less than 11 days, compared to 27 days in June 2020.

**CONTRACTS WRITTEN ANALYSIS**

**FLINT HILLS ASSOCIATION EIGHT-COUNTY  
JURISDICTION  
ALL HOMES (NEW & EXISTING)  
AS OF 7/8/2021**

**BY MONTH** >>



Month	2019	2020	2021
January	124	161	206
February	133	192	201
March	184	188	282
April	220	179	288
May	172	268	263
June	162	255	256
July	166	229	
August	153	213	
September	153	175	
October	153	192	
November	135	174	
December	102	140	

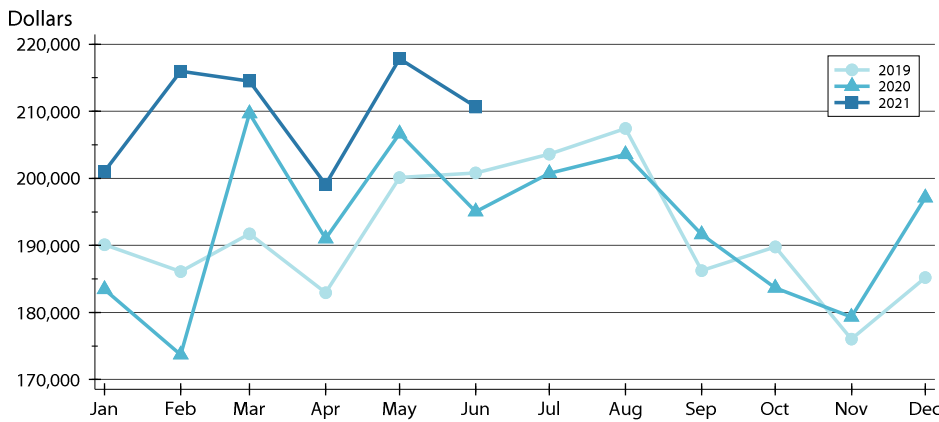
**BY PRICE RANGE** >>

Price Range	Contracts Written			List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median
Below \$25,000	2	0.8%	33	16,500	16,500	150	150	47.6%	47.6%
\$25,000-\$49,999	8	3.1%	297	37,100	36,000	55	28	91.3%	95.9%
\$50,000-\$99,999	23	9.0%	1,882	81,817	85,000	67	37	94.8%	100.0%
\$100,000-\$124,999	20	7.8%	2,262	113,120	114,500	24	6	99.3%	100.0%
\$125,000-\$149,999	19	7.4%	2,675	140,771	140,000	37	30	98.1%	100.0%
\$150,000-\$174,999	26	10.2%	4,289	164,954	166,250	18	14	99.4%	100.0%
\$175,000-\$199,999	31	12.1%	5,785	186,618	185,000	16	10	99.7%	100.0%
\$200,000-\$249,999	52	20.3%	11,906	228,964	232,500	17	7	99.8%	100.0%
\$250,000-\$299,999	36	14.1%	9,880	274,433	277,450	23	9	98.5%	100.0%
\$300,000-\$399,999	29	11.3%	10,091	347,957	350,000	33	9	100.2%	100.0%
\$400,000-\$499,999	7	2.7%	3,065	437,850	440,000	11	5	99.8%	100.0%
\$500,000-\$749,999	3	1.2%	1,765	588,267	595,000	56	48	97.2%	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	256	100.0%	53,929	210,659	199,925	29	11	98.3%	100.0%

**CONTRACTS WRITTEN ANALYSIS**

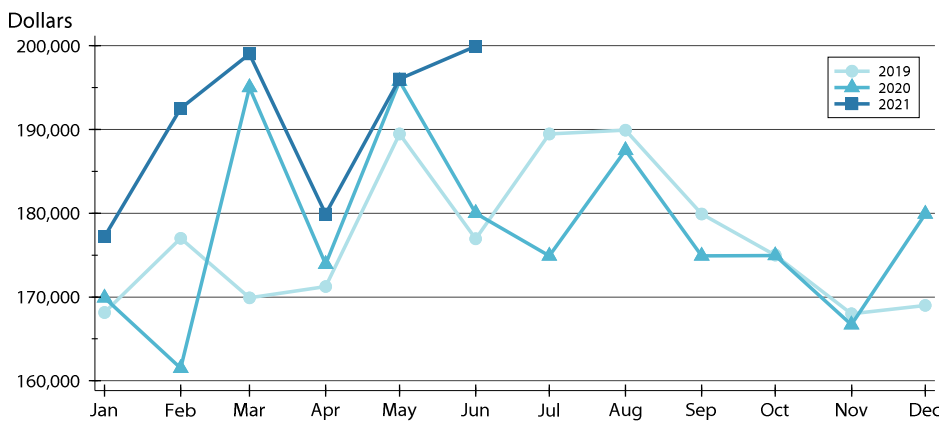
**FLINT HILLS ASSOCIATION EIGHT-COUNTY  
JURISDICTION  
ALL HOMES (NEW & EXISTING)  
AS OF 7/8/2021**

**AVERAGE PRICE** >>



Month	2019	2020	2021
January	190,108	183,447	201,053
February	186,095	173,700	215,999
March	191,726	209,678	214,509
April	182,939	191,004	199,107
May	200,121	206,649	217,822
June	200,823	195,044	210,659
July	203,602	200,768	-
August	207,447	203,578	-
September	186,236	191,630	-
October	189,782	183,658	-
November	176,021	179,335	-
December	185,219	197,115	-

**MEDIAN PRICE** >>

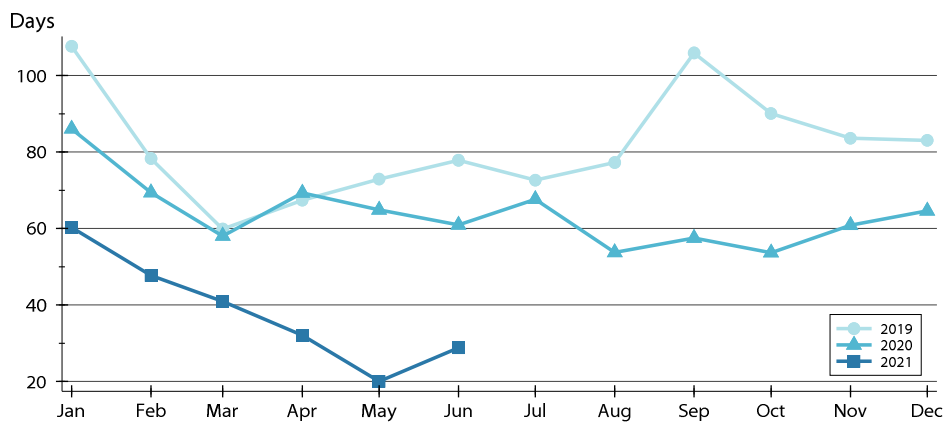


Month	2019	2020	2021
January	168,150	169,900	177,200
February	177,000	161,500	192,500
March	169,900	195,000	199,000
April	171,250	173,900	179,900
May	189,450	195,750	196,000
June	176,950	180,000	199,925
July	189,450	174,900	-
August	189,900	187,500	-
September	179,900	174,900	-
October	175,000	174,950	-
November	168,000	166,700	-
December	169,000	179,900	-

**CONTRACTS WRITTEN ANALYSIS**

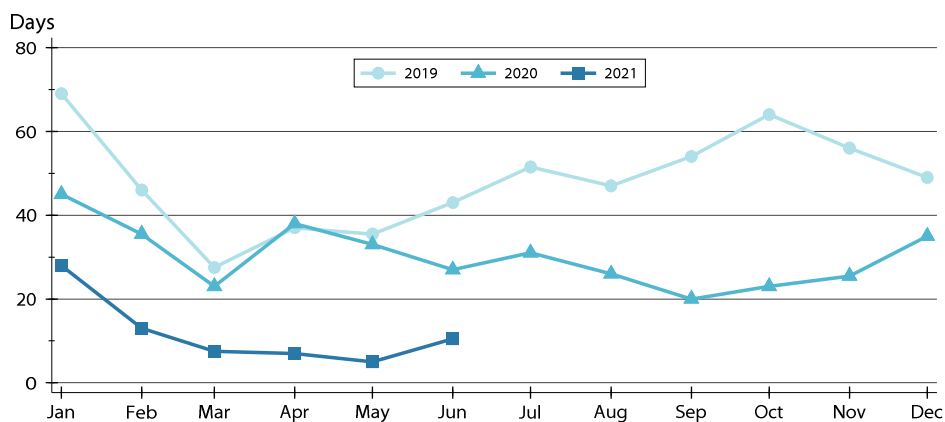
**FLINT HILLS ASSOCIATION EIGHT-COUNTY  
JURISDICTION  
ALL HOMES (NEW & EXISTING)  
AS OF 7/8/2021**

**AVERAGE DOM** >>



Month	2019	2020	2021
January	108	86	60
February	78	69	48
March	60	58	41
April	67	69	32
May	73	65	20
June	78	61	29
July	73	68	73
August	77	54	77
September	106	57	106
October	90	54	90
November	84	61	84
December	83	65	83

**MEDIAN DOM** >>

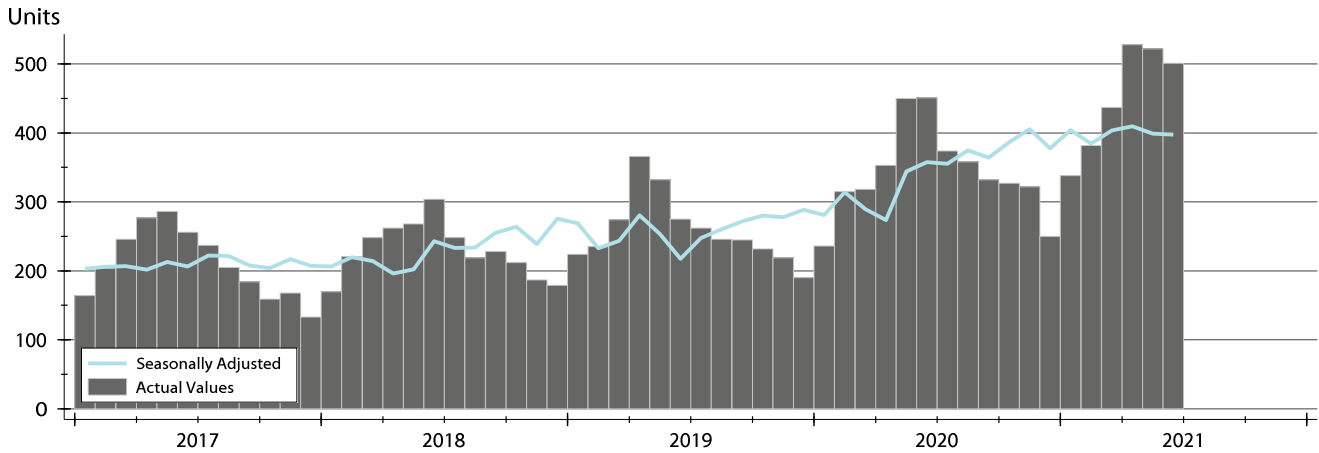


Month	2019	2020	2021
January	69	45	28
February	46	36	13
March	28	23	8
April	37	38	7
May	36	33	5
June	43	27	11
July	52	31	52
August	47	26	47
September	54	20	54
October	64	23	64
November	56	26	56
December	49	35	49

# PENDING CONTRACTS ANALYSIS

**FLINT HILLS ASSOCIATION EIGHT-COUNTY  
JURISDICTION  
ALL HOMES (NEW & EXISTING)  
AS OF 7/8/2021**

**HISTORY** >>



**SUMMARY** >>

Summary Statistics for Active Listings		End of June		
		2021	2020	Change
Active Listings		<b>501</b>	451	11.1%
Volume (1,000s)		<b>111,332</b>	89,568	24.3%
Average	List Price	<b>222,220</b>	198,599	11.9%
	Days on Market	<b>28</b>	64	-55.4%
	Percent of Original	<b>99.1%</b>	98.0%	1.2%
Median	List Price	<b>210,000</b>	185,000	13.5%
	Days on Market	<b>8</b>	30	-73.3%
	Percent of Original	<b>100.0%</b>	100.0%	0.0%

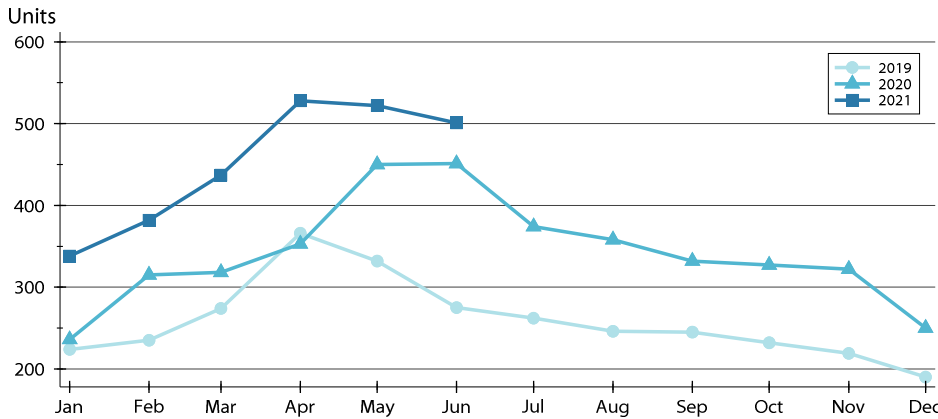
A total of 501 listings in the Flint Hills Association eight-county jurisdiction had contracts pending at the end of June, up from 451 contracts pending at the end of June 2020.

Pending contracts reflect listings with a contract in place at the end of the month. In contrast, contracts written measures the number of listings put under contract during the month.

**PENDING CONTRACTS ANALYSIS**

**FLINT HILLS ASSOCIATION EIGHT-COUNTY  
JURISDICTION  
ALL HOMES (NEW & EXISTING)  
AS OF 7/8/2021**

**BY MONTH** >>



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

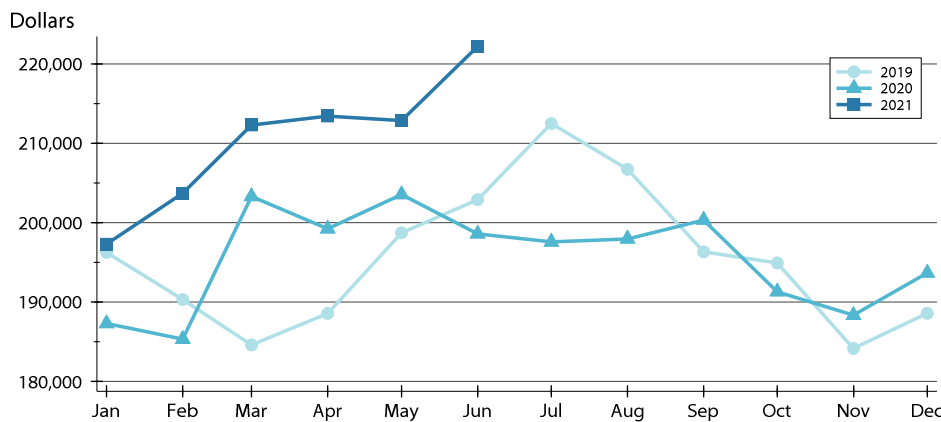
**BY PRICE RANGE** >>

Price Range	Contracts Written			List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median
Below \$25,000	2	0.4%	33	16,500	16,500	150	150	47.6%	47.6%
\$25,000-\$49,999	6	1.2%	224	37,300	36,000	71	46	94.4%	100.0%
\$50,000-\$99,999	38	7.6%	3,112	81,906	85,000	74	35	96.4%	100.0%
\$100,000-\$124,999	32	6.4%	3,646	113,922	115,000	28	7	100.4%	100.0%
\$125,000-\$149,999	46	9.2%	6,394	138,996	139,950	38	15	99.1%	100.0%
\$150,000-\$174,999	54	10.8%	8,958	165,883	167,750	17	8	99.4%	100.0%
\$175,000-\$199,999	59	11.8%	10,990	186,270	185,000	21	7	99.7%	100.0%
\$200,000-\$249,999	98	19.6%	22,414	228,714	230,000	14	5	99.8%	100.0%
\$250,000-\$299,999	82	16.4%	22,507	274,477	274,950	19	6	99.4%	100.0%
\$300,000-\$399,999	59	11.8%	20,320	344,413	345,000	36	8	99.4%	100.0%
\$400,000-\$499,999	16	3.2%	7,277	454,803	449,975	34	6	99.9%	100.0%
\$500,000-\$749,999	8	1.6%	4,559	569,850	554,950	29	13	99.0%	100.0%
\$750,000-\$999,999	1	0.2%	899	899,000	899,000	60	60	109.0%	109.0%
\$1,000,000 and up	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
All price ranges	501	100.0%	111,332	222,220	210,000	28	8	99.1%	100.0%

**PENDING CONTRACTS ANALYSIS**

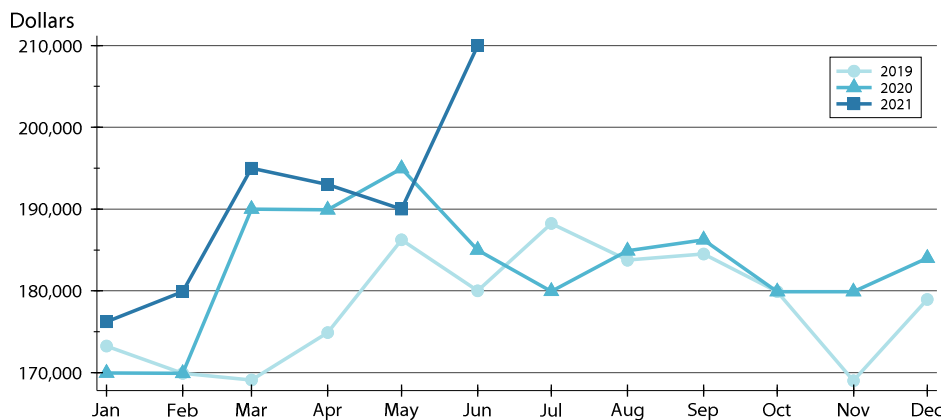
**FLINT HILLS ASSOCIATION EIGHT-COUNTY  
JURISDICTION  
ALL HOMES (NEW & EXISTING)  
AS OF 7/8/2021**

**AVERAGE PRICE** >>



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

**MEDIAN PRICE** >>



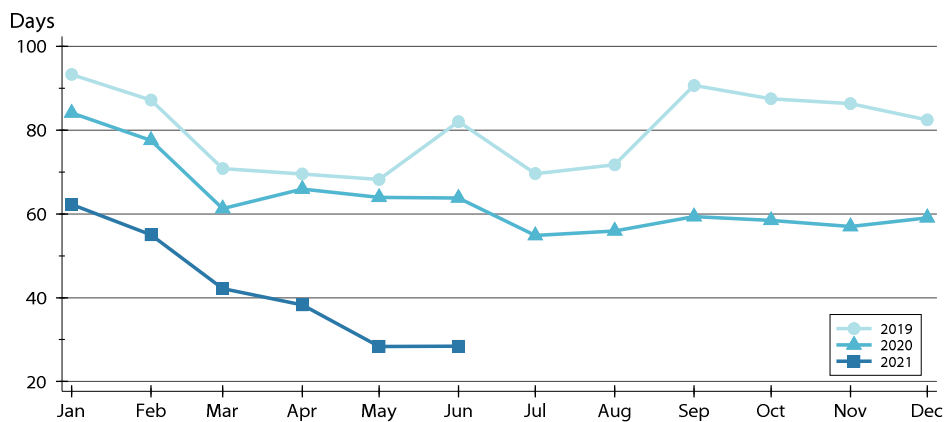
Month	2019	2020	2021
January	173,250	169,950	176,200
February	169,900	169,900	179,900
March	169,100	190,000	195,000
April	174,900	189,900	193,000
May	186,250	194,950	190,000
June	180,000	185,000	210,000
July	188,250	179,950	
August	183,750	184,900	
September	184,500	186,250	
October	179,900	179,900	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



**PENDING CONTRACTS ANALYSIS**

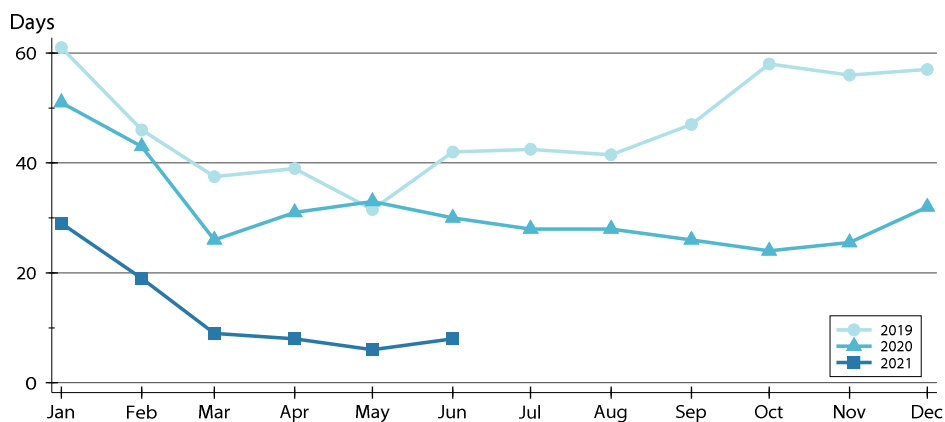
**FLINT HILLS ASSOCIATION EIGHT-COUNTY  
JURISDICTION  
ALL HOMES (NEW & EXISTING)  
AS OF 7/8/2021**

**AVERAGE DOM** >>



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

**MEDIAN DOM** >>



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