

## MARKET OVERVIEW >>

### Russell County Home Sales Fell in June

Total home sales in Russell County fell last month to 6 units, compared to 9 units in June 2016. Total sales volume was \$0.6 million, up from a year earlier.

The median sale price in June was \$74,250, up from \$65,500 a year earlier. Homes that sold in June were typically on the market for 126 days and sold for 86.2% of their list prices.

### Russell County Active Listings Down at End of June

The total number of active listings in Russell County at the end of June was 38 units, down from 50 at the same point in 2016. This represents a 6.3 months' supply of homes available for sale. The median list price of homes on the market at the end of June was \$81,950.

During June, a total of 3 contracts were written down from 8 in June 2016. At the end of the month, there were 8 contracts pending, compared to 12 at the end of June 2016.

Russell County		June		
Current Month		2017	2016	Change
Summary Statistics				
Home Sales		6	9	-33.3%
Active Listings		38	50	-24.0%
Months' Supply		6.3	5.6	14.0%
New Listings		8	19	-57.9%
Contracts Written		3	8	-62.5%
Pending Contracts		8	12	-33.3%
Sales Volume (1,000s)		574	539	6.5%
Average	Sale Price	95,667	59,906	59.7%
	List Price of Actives	130,837	97,060	34.8%
	Days on Market	127	78	62.3%
	Percent of List	86.8%	93.6%	-7.2%
	Percent of Original	85.6%	90.5%	-5.3%
Median	Sale Price	74,250	65,500	13.4%
	List Price of Actives	81,950	85,825	-4.5%
	Days on Market	126	83	51.2%
	Percent of List	86.2%	94.0%	-8.2%
	Percent of Original	86.6%	92.6%	-6.5%

## REPORT CONTENTS >>

### Your Association Working for You!

The Russell MLS statistical reports are one of the many benefits you receive from being a member of the Great Plains 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.

### Contact Information

Heather Schafer, Association Executive  
Great Plains Association of REALTORS®  
210 S. Ohio  
Salina, KS 67401  
785-825-4607  
[greatplainsae@gmail.com](mailto:greatplainsae@gmail.com)  
[www.greatplainsar.org](http://www.greatplainsar.org)

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## THREE-YEAR COMPARISONS

### SUMMARY >>

### BREAKDOWNS BY HOME TYPE RUSSELL COUNTY AS OF 7/9/2017

June MLS Statistics By Property Type		2017			2016			2015		
		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		<b>6</b>	<b>6</b>	<b>0</b>	9	9	0	6	6	0
Change from prior year		-33.3%	-33.3%	N/A	50.0%	50.0%	N/A	50.0%	50.0%	N/A
Active Listings		<b>38</b>	<b>38</b>	<b>0</b>	50	50	0	35	35	0
Change from prior year		-24.0%	-24.0%	N/A	42.9%	42.9%	N/A	169.2%	169.2%	N/A
Months' Supply		<b>6.3</b>	<b>6.3</b>	<b>N/A</b>	5.6	5.6	N/A	5.8	5.8	N/A
Change from prior year		14.0%	14.0%	N/A	-4.8%	-4.8%	N/A	79.5%	79.5%	N/A
New Listings		<b>8</b>	<b>8</b>	<b>0</b>	19	19	0	11	11	0
Change from prior year		-57.9%	-57.9%	N/A	72.7%	72.7%	N/A	-54.2%	-54.2%	N/A
Contracts Written		<b>3</b>	<b>3</b>	<b>0</b>	8	8	0	11	11	0
Change from prior year		-62.5%	-62.5%	N/A	-27.3%	-27.3%	N/A	120.0%	120.0%	N/A
Pending Contracts		<b>8</b>	<b>8</b>	<b>0</b>	12	12	0	7	7	0
Change from prior year		-33.3%	-33.3%	N/A	71.4%	71.4%	N/A	40.0%	40.0%	N/A
Sales Volume (1,000s)		<b>574</b>	<b>574</b>	<b>0</b>	539	539	0	548	548	0
Change from prior year		6.5%	6.5%	N/A	-1.6%	-1.6%	N/A	128.2%	128.2%	N/A
Average	Sale Price	<b>95,667</b>	<b>95,667</b>	<b>N/A</b>	59,906	59,906	N/A	91,333	91,333	N/A
	Change from prior year	59.7%	59.7%	N/A	-34.4%	-34.4%	N/A	52.2%	52.2%	N/A
	List Price of Actives	<b>130,837</b>	<b>130,837</b>	<b>N/A</b>	97,060	97,060	N/A	121,796	121,796	N/A
	Change from prior year	34.8%	34.8%	N/A	-20.3%	-20.3%	N/A	5.1%	5.1%	N/A
	Days on Market	<b>127</b>	<b>127</b>	<b>N/A</b>	78	78	N/A	67	67	N/A
	Change from prior year	62.4%	62.4%	N/A	16.6%	16.6%	N/A	-70.6%	-70.6%	N/A
Median	Percent of List	<b>86.8%</b>	<b>86.8%</b>	<b>N/A</b>	93.6%	93.6%	N/A	94.3%	94.3%	N/A
	Change from prior year	-7.2%	-7.2%	N/A	-0.7%	-0.7%	N/A	3.2%	3.2%	N/A
	Percent of Original	<b>85.6%</b>	<b>85.6%</b>	<b>N/A</b>	90.5%	90.5%	N/A	92.8%	92.8%	N/A
	Change from prior year	-5.3%	-5.3%	N/A	-2.5%	-2.5%	N/A	1.5%	1.5%	N/A
	Sale Price	<b>74,250</b>	<b>74,250</b>	<b>N/A</b>	65,500	65,500	N/A	92,500	92,500	N/A
	Change from prior year	13.4%	13.4%	N/A	-29.2%	-29.2%	N/A	66.5%	66.5%	N/A
List Price of Actives	<b>81,950</b>	<b>81,950</b>	<b>N/A</b>	85,825	85,825	N/A	93,500	93,500	N/A	
Change from prior year	-4.5%	-4.5%	N/A	-8.2%	-8.2%	N/A	-20.8%	-20.8%	N/A	
Days on Market	<b>126</b>	<b>126</b>	<b>N/A</b>	83	83	N/A	56	56	N/A	
Change from prior year	51.2%	51.2%	N/A	48.2%	48.2%	N/A	-73.1%	-73.1%	N/A	
Percent of List	<b>86.2%</b>	<b>86.2%</b>	<b>N/A</b>	94.0%	94.0%	N/A	95.7%	95.7%	N/A	
Change from prior year	-8.2%	-8.2%	N/A	-1.9%	-1.9%	N/A	6.3%	6.3%	N/A	
Percent of Original	<b>86.6%</b>	<b>86.6%</b>	<b>N/A</b>	92.6%	92.6%	N/A	93.5%	93.5%	N/A	
Change from prior year	-6.5%	-6.5%	N/A	-1.0%	-1.0%	N/A	3.9%	3.9%	N/A	

# YEAR-TO-DATE STATISTICS

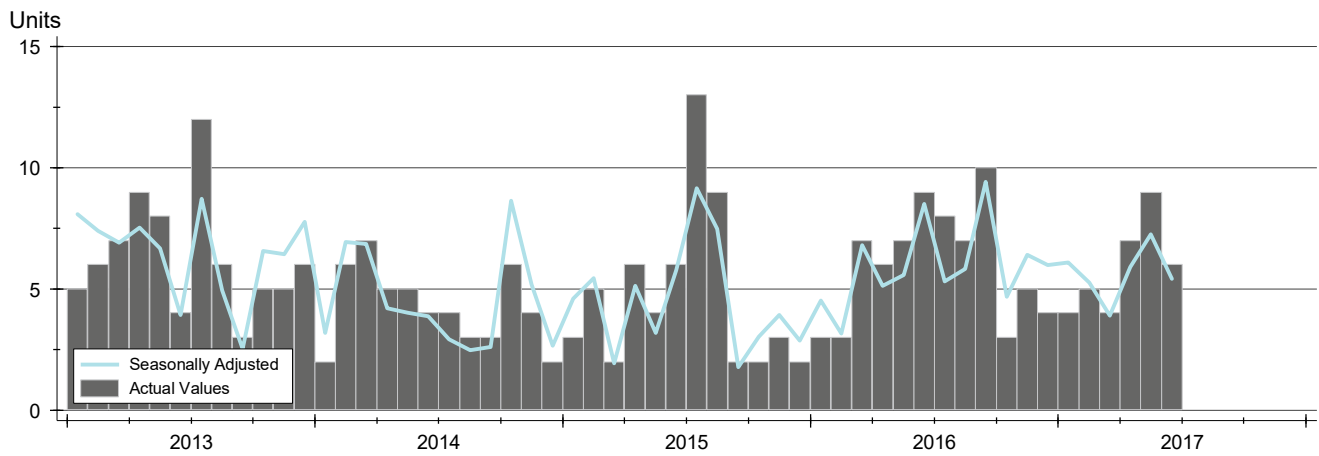
**SUMMARY >>**
**YTD BREAKDOWNS BY HOME TYPE  
RUSSELL COUNTY  
AS OF 7/9/2017**

Year-to-Date Activity By Property Type		2017			2016			2015		
		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		<b>35</b>	<b>35</b>	<b>0</b>	35	35	0	26	26	0
Change from prior year		0.0%	0.0%	N/A	34.6%	34.6%	N/A	-10.3%	-10.3%	N/A
New Listings		<b>58</b>	<b>58</b>	<b>0</b>	73	73	0	66	66	0
Change from prior year		-20.5%	-20.5%	N/A	10.6%	10.6%	N/A	15.8%	17.9%	-100.0%
Contracts Written		<b>36</b>	<b>36</b>	<b>0</b>	38	38	0	33	33	0
Change from prior year		-5.3%	-5.3%	N/A	15.2%	15.2%	N/A	3.1%	3.1%	N/A
Sales Volume (1,000s)		<b>3,275</b>	<b>3,275</b>	<b>0</b>	3,329	3,329	0	1,899	1,899	0
Change from prior year		-1.6%	-1.6%	N/A	75.3%	75.3%	N/A	-14.2%	-14.2%	N/A
Average	Sale Price	<b>93,585</b>	<b>93,585</b>	<b>N/A</b>	95,127	95,127	N/A	73,050	73,050	N/A
	Change from prior year	-1.6%	-1.6%	N/A	30.2%	30.2%	N/A	-4.3%	-4.3%	N/A
	Days on Market	<b>126</b>	<b>126</b>	<b>N/A</b>	129	129	N/A	117	117	N/A
	Change from prior year	-2.2%	-2.2%	N/A	10.5%	10.5%	N/A	-30.2%	-30.2%	N/A
	Percent of List	<b>92.0%</b>	<b>92.0%</b>	<b>N/A</b>	91.7%	91.7%	N/A	90.9%	90.9%	N/A
Change from prior year	0.3%	0.3%	N/A	0.9%	0.9%	N/A	-1.4%	-1.4%	N/A	
Median	Percent of Original	<b>89.4%</b>	<b>89.4%</b>	<b>N/A</b>	88.9%	88.9%	N/A	88.6%	88.6%	N/A
	Change from prior year	0.6%	0.6%	N/A	0.3%	0.3%	N/A	0.2%	0.2%	N/A
	Sale Price	<b>75,000</b>	<b>75,000</b>	<b>N/A</b>	89,000	89,000	N/A	73,250	73,250	N/A
	Change from prior year	-15.7%	-15.7%	N/A	21.5%	21.5%	N/A	15.4%	15.4%	N/A
	Days on Market	<b>104</b>	<b>104</b>	<b>N/A</b>	120	120	N/A	86	86	N/A
Change from prior year	-13.3%	-13.3%	N/A	39.5%	39.5%	N/A	-30.6%	-30.6%	N/A	
Percent of List	Change from prior year	-0.7%	-0.7%	N/A	2.3%	2.3%	N/A	-1.0%	-1.0%	N/A
	Percent of Original	<b>91.1%</b>	<b>91.1%</b>	<b>N/A</b>	92.8%	92.8%	N/A	89.0%	89.0%	N/A
	Change from prior year	-1.8%	-1.8%	N/A	4.3%	4.3%	N/A	-1.2%	-1.2%	N/A

# CLOSED LISTINGS ANALYSIS

**RUSSELL COUNTY  
ALL HOMES (NEW & EXISTING)  
AS OF 7/9/2017**

**HISTORY** >>



**SUMMARY** >>

Summary Statistics for Closed Listings		June			Year-to-Date		
		2017	2016	Change	2017	2016	Change
Closed Listings		<b>6</b>	9	-33.3%	<b>35</b>	35	0.0%
Volume (1,000s)		<b>574</b>	539	6.5%	<b>3,275</b>	3,329	-1.6%
Average	Sale Price	<b>95,667</b>	59,906	59.7%	<b>93,585</b>	95,127	-1.6%
	Days on Market	<b>127</b>	78	62.4%	<b>126</b>	129	-2.2%
	Percent of List	<b>86.8%</b>	93.6%	-7.2%	<b>92.0%</b>	91.7%	0.3%
	Percent of Original	<b>85.6%</b>	90.5%	-5.3%	<b>89.4%</b>	88.9%	0.6%
Median	Sale Price	<b>74,250</b>	65,500	13.4%	<b>75,000</b>	89,000	-15.7%
	Days on Market	<b>126</b>	83	51.2%	<b>104</b>	120	-13.3%
	Percent of List	<b>86.2%</b>	94.0%	-8.2%	<b>93.2%</b>	93.9%	-0.7%
	Percent of Original	<b>86.6%</b>	92.6%	-6.5%	<b>91.1%</b>	92.8%	-1.8%

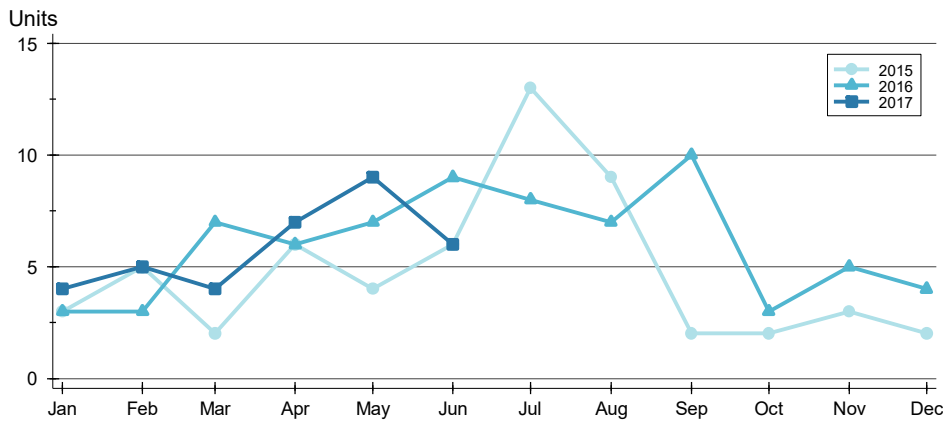
A total of 6 homes sold in Russell County in June, down from 9 units in June 2016. Total sales volume was essentially unchanged from the previous year's figure of \$0.5 million.

The median sales price in June was \$74,250, up 13.4% compared to the prior year. Median days on market was 126 days, down from 191 days in May, but up from 83 in June 2016.

# CLOSED LISTINGS ANALYSIS

## BY MONTH >>

**RUSSELL COUNTY  
ALL HOMES (NEW & EXISTING)  
AS OF 7/9/2017**



Month	2015	2016	2017
January	3	3	4
February	5	3	5
March	2	7	4
April	6	6	7
May	4	7	9
June	6	9	6
July	13	8	8
August	9	7	7
September	2	10	2
October	2	3	3
November	3	5	5
December	2	4	4

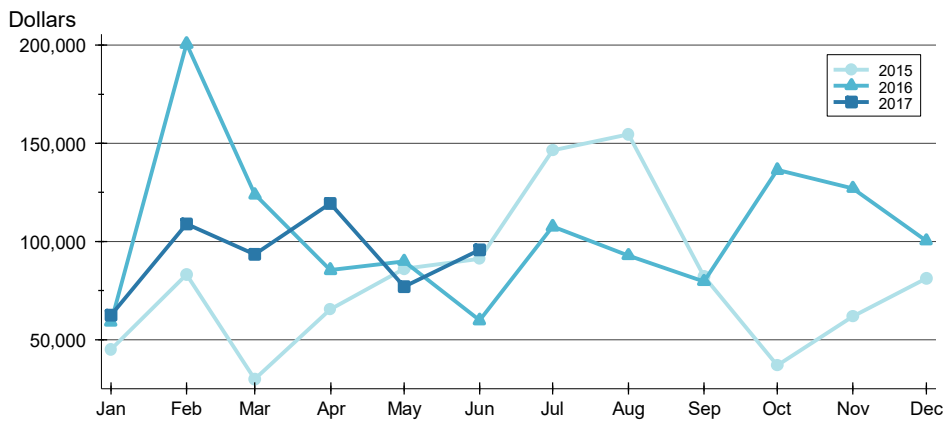
## BY PRICE RANGE >>

Price Range	Sales			Sale Price		Days on Market		Price as % of List		Price as % of Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median	Average	Median
Below \$25,000	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$25,000-\$49,999	2	33.3%	70	35,000	35,000	137	137	78.8%	78.8%	73.1%	73.1%
\$50,000-\$99,999	2	33.3%	149	74,250	74,250	137	137	88.6%	88.6%	90.7%	90.7%
\$100,000-\$124,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$125,000-\$149,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$150,000-\$174,999	1	16.7%	156	155,500	155,500	91	91	97.2%	97.2%	97.2%	97.2%
\$175,000-\$199,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$200,000-\$249,999	1	16.7%	200	200,000	200,000	123	123	88.9%	88.9%	88.9%	88.9%
\$250,000-\$299,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$300,000-\$399,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$400,000-\$499,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$500,000-\$749,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$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	6	100.0%	574	95,667	74,250	127	126	86.8%	86.2%	85.6%	86.6%

# CLOSED LISTINGS ANALYSIS

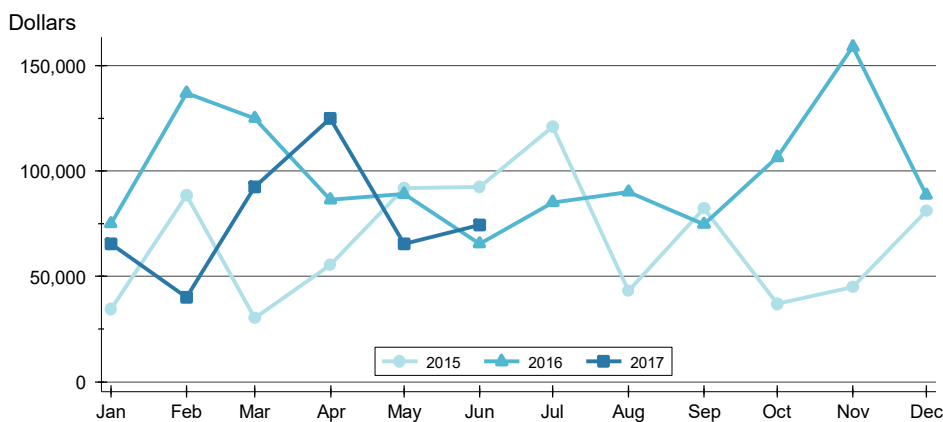
**RUSSELL COUNTY  
ALL HOMES (NEW & EXISTING)  
AS OF 7/9/2017**

## AVERAGE PRICE >>



Month	2015	2016	2017
January	45,333	59,167	62,725
February	83,200	200,667	109,100
March	30,250	123,929	93,655
April	65,500	85,551	119,643
May	86,450	90,000	76,994
June	91,333	59,906	95,667
July	146,541	107,563	
August	154,778	92,857	
September	82,500	79,750	
October	37,000	136,500	
November	62,083	127,080	
December	81,250	100,500	

## MEDIAN PRICE >>

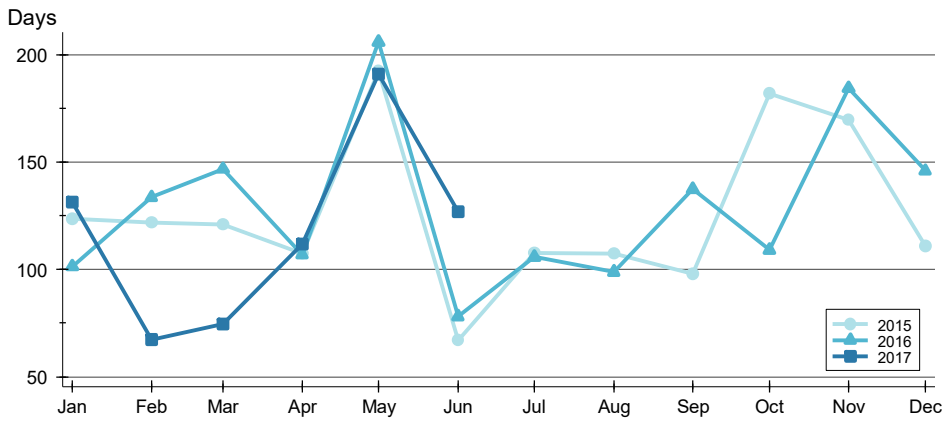


Month	2015	2016	2017
January	34,500	75,000	65,450
February	88,500	137,000	40,000
March	30,250	125,000	92,375
April	55,250	86,402	125,000
May	92,000	89,000	65,500
June	92,500	65,500	74,250
July	121,000	85,250	
August	43,000	90,000	
September	82,500	74,750	
October	37,000	106,500	
November	45,000	159,000	
December	81,250	88,500	

**CLOSED LISTINGS ANALYSIS**

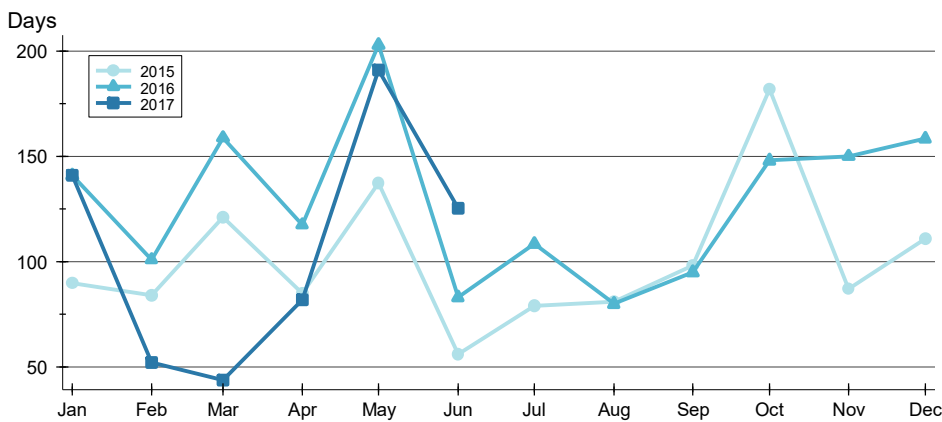
**RUSSELL COUNTY  
ALL HOMES (NEW & EXISTING)  
AS OF 7/9/2017**

**AVERAGE DOM** >>



Month	2015	2016	2017
January	124	101	131
February	122	134	67
March	121	147	75
April	107	107	112
May	193	206	191
June	67	78	127
July	108	106	
August	107	99	
September	98	137	
October	182	109	
November	170	184	
December	111	146	

**MEDIAN DOM** >>



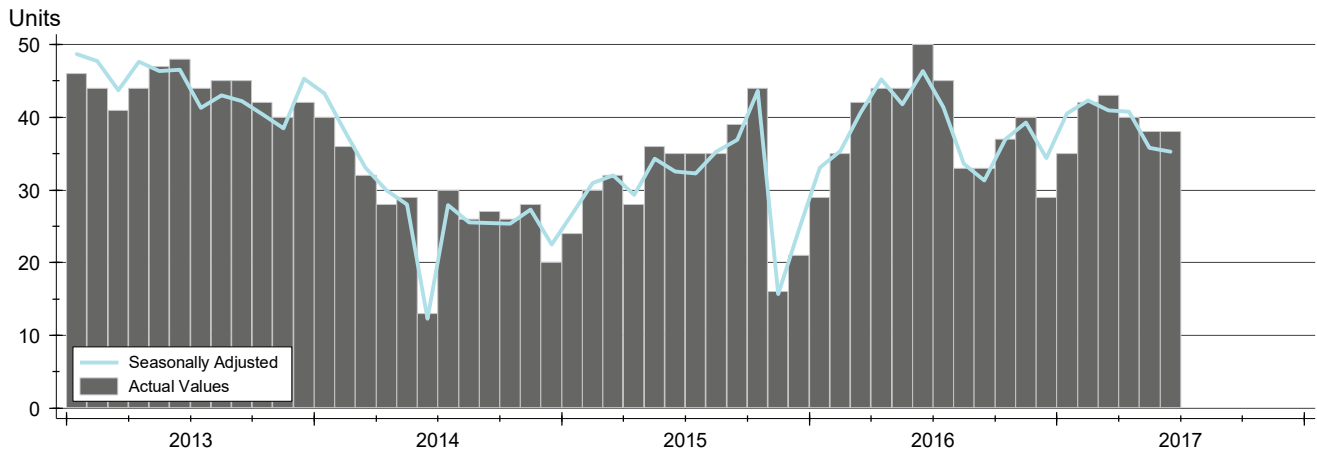
Month	2015	2016	2017
January	90	141	141
February	84	101	52
March	121	159	44
April	85	118	82
May	138	203	191
June	56	83	126
July	79	109	
August	81	80	
September	98	95	
October	182	148	
November	87	150	
December	111	159	



# ACTIVE LISTINGS ANALYSIS

**HISTORY >>**

**RUSSELL COUNTY  
ALL HOMES (NEW & EXISTING)  
AS OF 7/9/2017**



**SUMMARY >>**

Summary Statistics for Active Listings		End of June		
		2017	2016	Change
Active Listings		<b>38</b>	50	-24.0%
Months' Supply		<b>6.3</b>	5.6	14.0%
Volume (1,000s)		<b>4,972</b>	4,853	2.4%
Average	List Price	<b>130,837</b>	97,060	34.8%
	Days on Market	<b>127</b>	90	40.5%
	Percent of Original	<b>95.5%</b>	93.9%	1.7%
Median	List Price	<b>81,950</b>	85,825	-4.5%
	Days on Market	<b>86</b>	77	11.7%
	Percent of Original	<b>100.0%</b>	100.0%	0.0%

A total of 38 homes were available for sale in Russell County at the end of June. This represents a 6.3 months' supply of active listings.

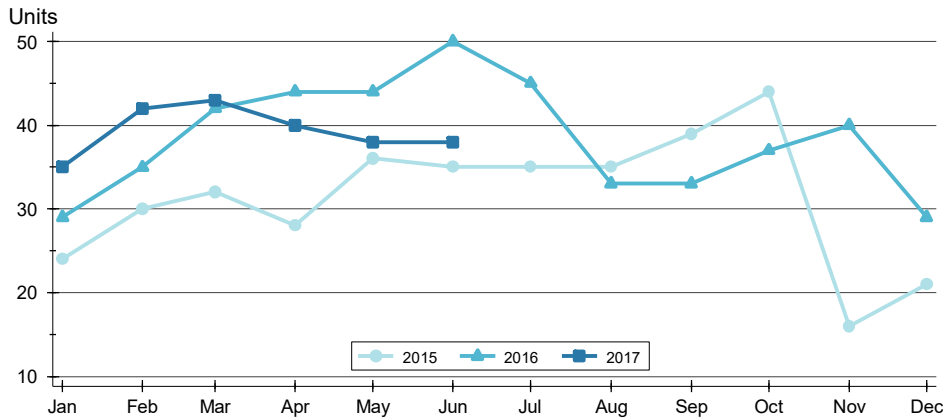
The median list price of homes on the market at the end of June was \$81,950, down 4.5% from 2016. The typical time on market for active listings was 86 days, up from 77 days a year earlier.



# ACTIVE LISTINGS ANALYSIS

## BY MONTH >>

## RUSSELL COUNTY ALL HOMES (NEW & EXISTING) AS OF 7/9/2017



Month	2015	2016	2017
January	24	29	35
February	30	35	42
March	32	42	43
April	28	44	40
May	36	44	38
June	35	50	38
July	35	45	35
August	35	33	33
September	39	33	33
October	44	37	37
November	16	40	40
December	21	29	29

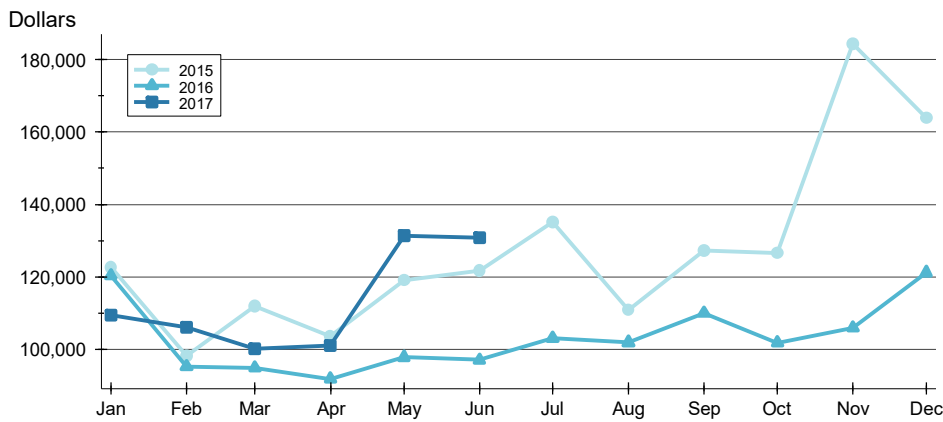
## BY PRICE RANGE >>

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	1	2.6%	25	N/A	24,900	24,900	260	260	83.3%	83.3%
\$25,000-\$49,999	5	13.2%	192	2.5	38,460	42,000	87	72	90.7%	94.2%
\$50,000-\$99,999	19	50.0%	1,434	9.5	75,458	74,500	149	116	96.6%	100.0%
\$100,000-\$124,999	3	7.9%	352	N/A	117,167	115,000	48	28	100.0%	100.0%
\$125,000-\$149,999	1	2.6%	150	N/A	149,500	149,500	337	337	90.7%	90.7%
\$150,000-\$174,999	2	5.3%	321	2.0	160,500	160,500	71	71	98.9%	98.9%
\$175,000-\$199,999	4	10.5%	725	N/A	181,225	180,950	83	78	98.0%	98.0%
\$200,000-\$249,999	1	2.6%	249	1.0	249,000	249,000	45	45	100.0%	100.0%
\$250,000-\$299,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$300,000-\$399,999	1	2.6%	325	N/A	325,000	325,000	212	212	81.3%	81.3%
\$400,000-\$499,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$500,000-\$749,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$750,000-\$999,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	1	2.6%	1,200	N/A	1,200,000	1,200,000	78	78	100.0%	100.0%
All price ranges	38	100.0%	4,972	6.3	130,837	81,950	127	86	95.5%	100.0%

# ACTIVE LISTINGS ANALYSIS

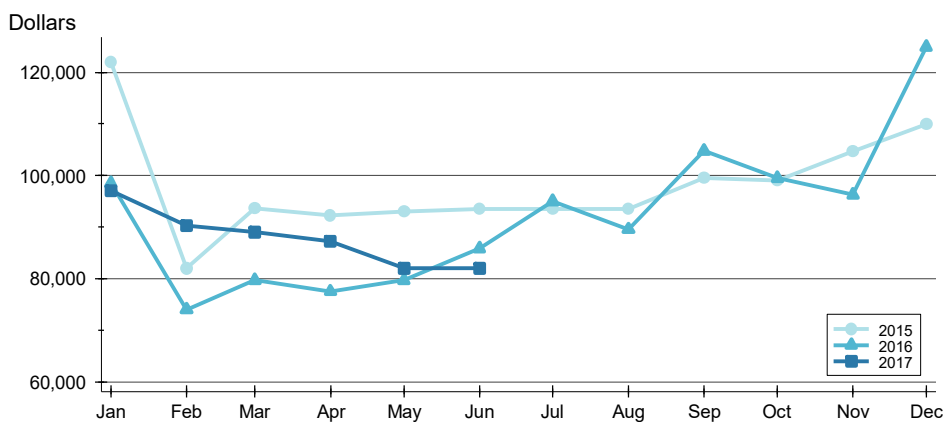
**RUSSELL COUNTY  
ALL HOMES (NEW & EXISTING)  
AS OF 7/9/2017**

## AVERAGE PRICE



Month	2015	2016	2017
January	122,654	120,367	109,369
February	98,257	95,241	106,012
March	111,908	94,848	100,248
April	103,572	91,884	101,028
May	119,006	97,807	131,321
June	121,796	97,060	130,837
July	135,169	103,081	
August	110,840	101,941	
September	127,264	110,026	
October	126,487	101,824	
November	184,281	105,908	
December	163,869	121,191	

## MEDIAN PRICE

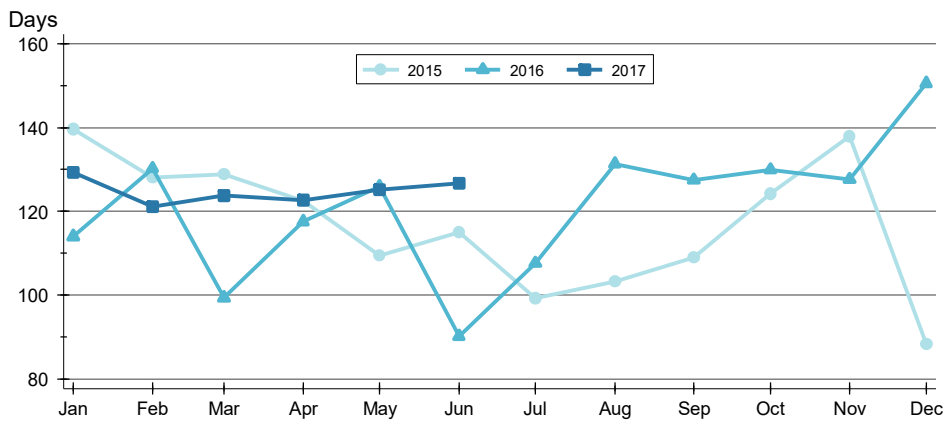


Month	2015	2016	2017
January	122,000	98,500	97,000
February	81,950	74,000	90,250
March	93,625	79,700	89,000
April	92,250	77,500	87,200
May	93,000	79,700	81,950
June	93,500	85,825	81,950
July	93,500	95,000	
August	93,500	89,500	
September	99,500	104,750	
October	99,000	99,500	
November	104,700	96,250	
December	109,900	124,950	

# ACTIVE LISTINGS ANALYSIS

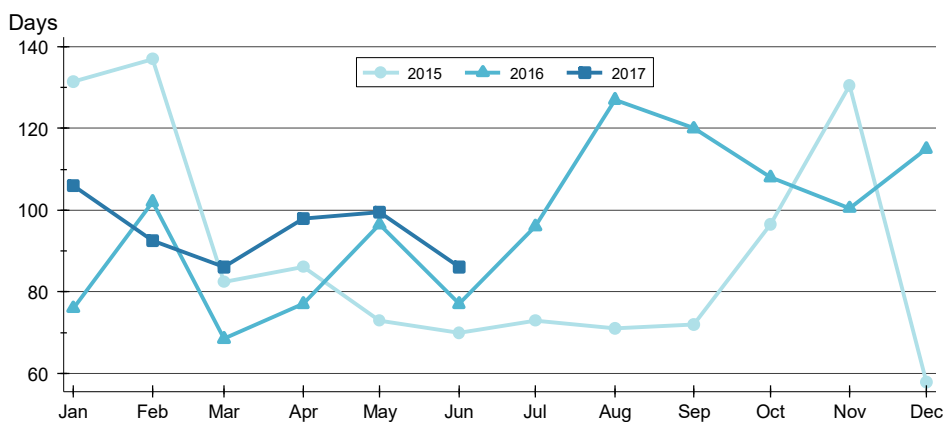
**RUSSELL COUNTY  
ALL HOMES (NEW & EXISTING)  
AS OF 7/9/2017**

## AVERAGE DOM



Month	2015	2016	2017
January	140	114	129
February	128	130	121
March	129	99	124
April	123	118	123
May	109	126	125
June	115	90	127
July	99	108	109
August	103	131	127
September	109	127	125
October	124	130	125
November	138	128	129
December	88	151	129

## MEDIAN DOM

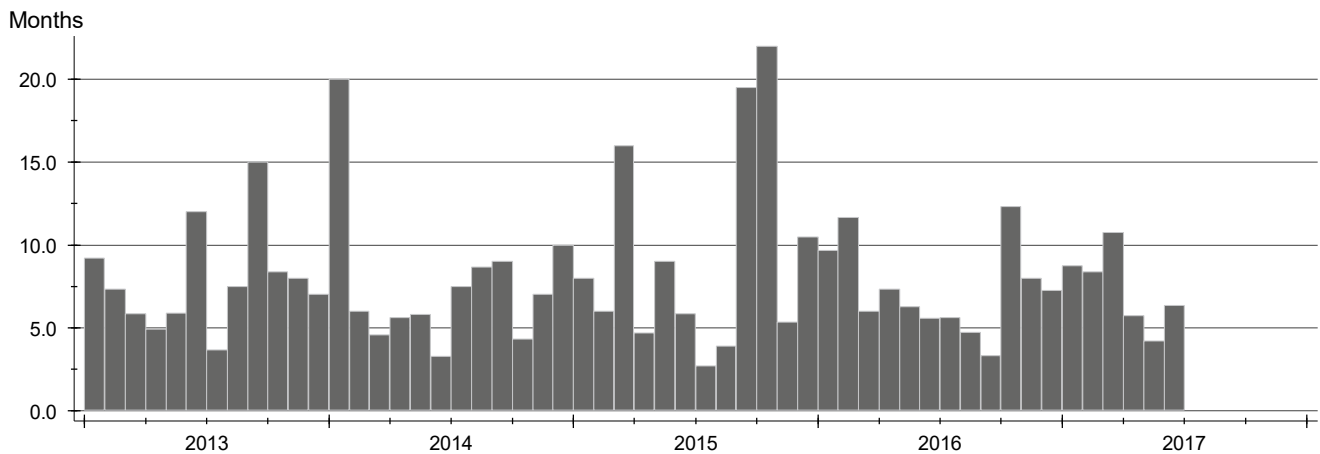


Month	2015	2016	2017
January	132	76	106
February	137	102	93
March	83	69	86
April	86	77	98
May	73	97	100
June	70	77	86
July	73	96	73
August	71	127	71
September	72	120	72
October	97	108	97
November	131	101	101
December	58	115	106

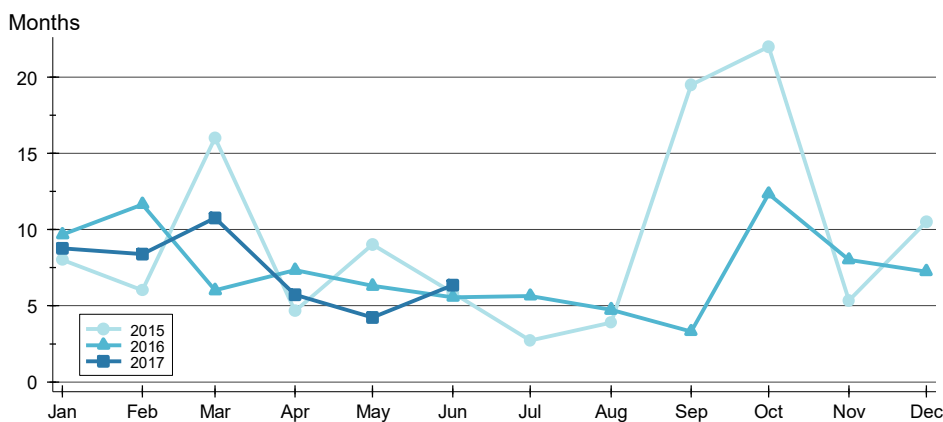
# MONTHS' SUPPLY ANALYSIS

**RUSSELL COUNTY  
ALL HOMES (NEW & EXISTING)  
AS OF 7/9/2017**

**HISTORY** >>



**BY MONTH** >>

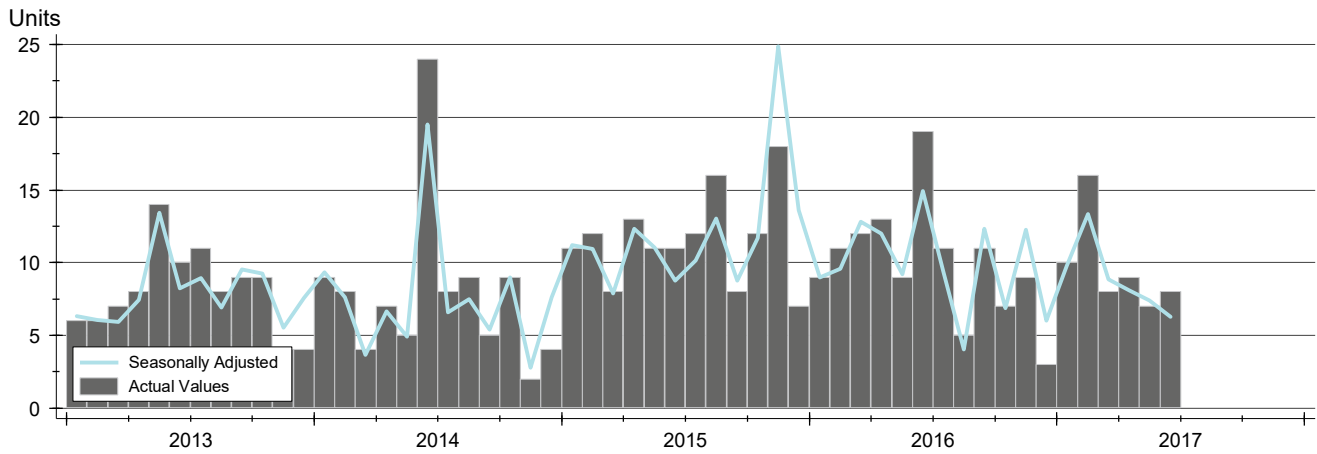


Month	2015	2016	2017
January	8.0	9.7	8.8
February	6.0	11.7	8.4
March	16.0	6.0	10.8
April	4.7	7.3	5.7
May	9.0	6.3	4.2
June	5.8	5.6	6.3
July	2.7	5.6	
August	3.9	4.7	
September	19.5	3.3	
October	22.0	12.3	
November	5.3	8.0	
December	10.5	7.3	

# NEW LISTINGS ANALYSIS

**HISTORY** >>

**RUSSELL COUNTY  
ALL HOMES (NEW & EXISTING)  
AS OF 7/9/2017**



**SUMMARY** >>

Summary Statistics for New Listings		June		
		2017	2016	Change
Current Month	New Listings	<b>8</b>	19	-57.9%
	Volume (1,000s)	<b>793</b>	1,960	-59.5%
	Average List Price	<b>99,175</b>	103,155	-3.9%
	Median List Price	<b>93,700</b>	95,000	-1.4%
YTD	New Listings	<b>58</b>	73	-20.5%
	Volume (1,000s)	<b>6,932</b>	6,917	0.2%
	Average List Price	<b>119,522</b>	94,758	26.1%
	Median List Price	<b>81,750</b>	85,000	-3.8%

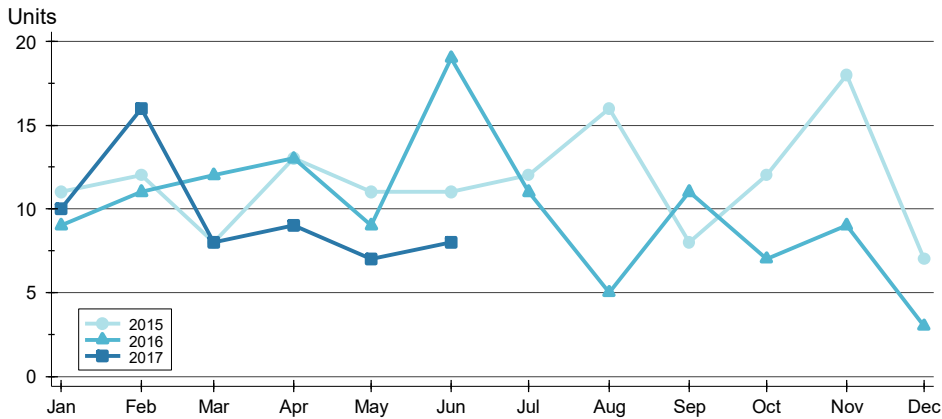
A total of 8 new listings were added in Russell County during June, down 57.9% from the same month in 2016. Year-to-date Russell County has seen 58 new listings.

The median list price of these homes was \$93,700 down from \$95,000 in 2016.

**NEW LISTINGS ANALYSIS**

**BY MONTH** >>

**RUSSELL COUNTY  
ALL HOMES (NEW & EXISTING)  
AS OF 7/9/2017**



Month	2015	2016	2017
January	11	9	10
February	12	11	16
March	8	12	8
April	13	13	9
May	11	9	7
June	11	19	8
July	12	11	
August	16	5	
September	8	11	
October	12	7	
November	18	9	
December	7	3	

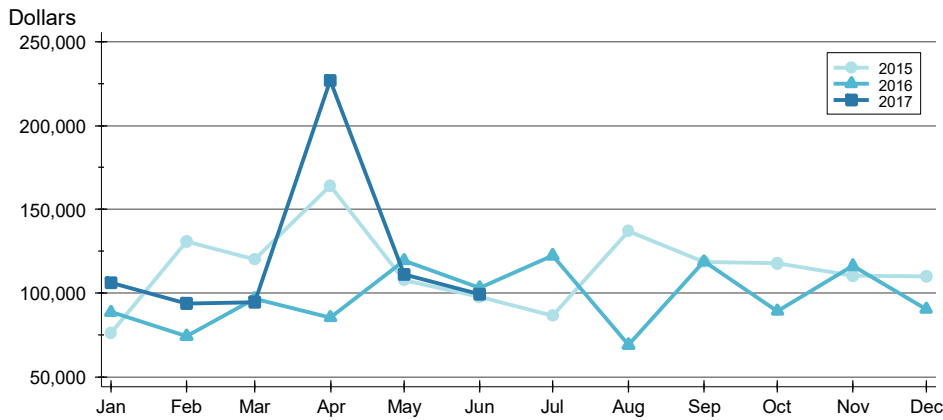
**BY PRICE RANGE** >>

Price Range	New Listings			List Price	
	Number	Percent	Volume	Average	Median
Below \$25,000	0	0.0%	0	N/A	N/A
\$25,000-\$49,999	0	0.0%	0	N/A	N/A
\$50,000-\$99,999	4	50.0%	271	67,725	71,250
\$100,000-\$124,999	2	25.0%	228	113,750	113,750
\$125,000-\$149,999	1	12.5%	128	128,000	128,000
\$150,000-\$174,999	1	12.5%	167	167,000	167,000
\$175,000-\$199,999	0	0.0%	0	N/A	N/A
\$200,000-\$249,999	0	0.0%	0	N/A	N/A
\$250,000-\$299,999	0	0.0%	0	N/A	N/A
\$300,000-\$399,999	0	0.0%	0	N/A	N/A
\$400,000-\$499,999	0	0.0%	0	N/A	N/A
\$500,000-\$749,999	0	0.0%	0	N/A	N/A
\$750,000-\$999,999	0	0.0%	0	N/A	N/A
\$1,000,000 and up	0	0.0%	0	N/A	N/A
All price ranges	8	100.0%	793	99,175	93,700

# NEW LISTINGS ANALYSIS

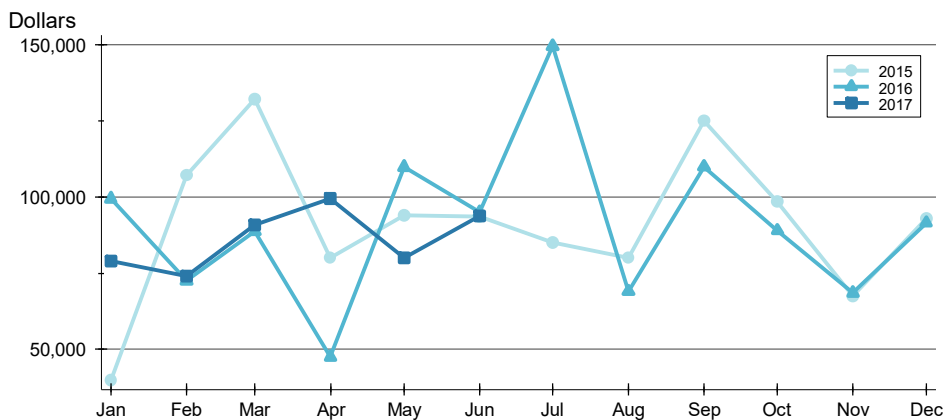
**RUSSELL COUNTY  
ALL HOMES (NEW & EXISTING)  
AS OF 7/9/2017**

## AVERAGE PRICE



Month	2015	2016	2017
January	76,100	88,589	106,170
February	130,950	74,186	93,931
March	120,125	96,542	94,400
April	163,849	85,477	226,744
May	107,764	119,367	111,200
June	97,691	103,155	99,175
July	86,642	122,295	
August	137,138	68,980	
September	118,613	118,668	
October	117,671	89,314	
November	110,444	116,100	
December	109,921	90,467	

## MEDIAN PRICE



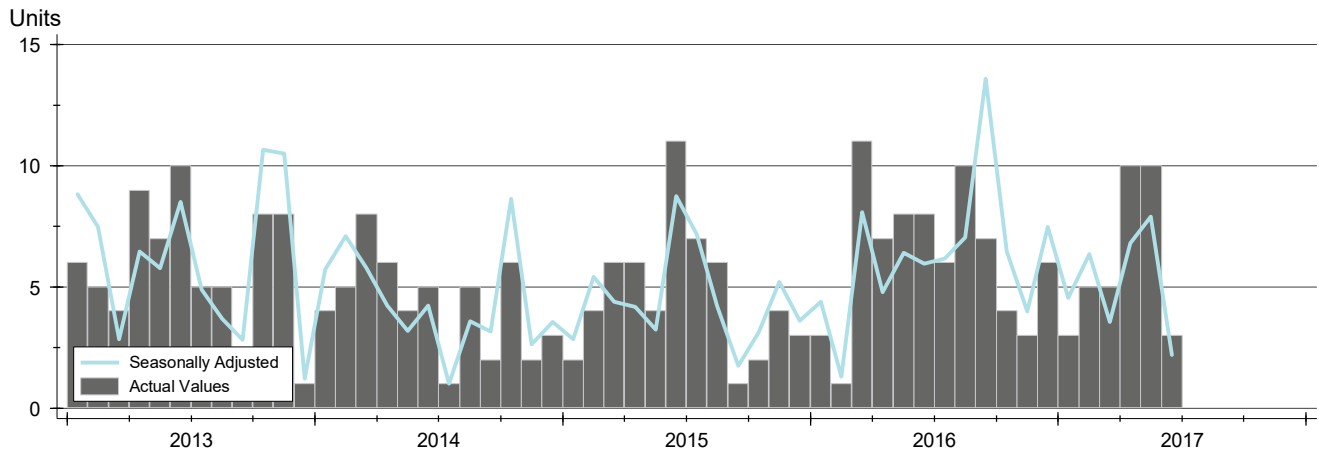
Month	2015	2016	2017
January	40,000	99,500	78,950
February	107,250	72,500	74,000
March	132,250	88,700	90,750
April	79,900	47,500	99,500
May	94,000	109,900	80,000
June	93,500	95,000	93,700
July	85,000	149,500	
August	79,900	69,000	
September	125,000	110,000	
October	98,500	89,000	
November	67,400	68,500	
December	93,000	91,500	



# CONTRACTS WRITTEN ANALYSIS

**RUSSELL COUNTY  
ALL HOMES (NEW & EXISTING)  
AS OF 7/9/2017**

**HISTORY** >>



**SUMMARY** >>

Summary Statistics for Contracts Written		June			Year-to-Date		
		2017	2016	Change	2017	2016	Change
Closed Listings		<b>3</b>	8	-62.5%	<b>36</b>	38	-5.3%
Volume (1,000s)		<b>134</b>	661	-79.7%	<b>3,644</b>	4,122	-11.6%
Average	Sale Price	<b>44,767</b>	82,613	-45.8%	<b>101,226</b>	108,478	-6.7%
	Days on Market	<b>116</b>	179	-35.0%	<b>120</b>	145	-16.8%
	Percent of Original	<b>82.1%</b>	84.6%	-3.0%	<b>90.8%</b>	89.5%	1.5%
Median	Sale Price	<b>44,900</b>	81,250	-44.7%	<b>89,000</b>	97,000	-8.2%
	Days on Market	<b>128</b>	85	51.5%	<b>87</b>	120	-27.2%
	Percent of Original	<b>83.5%</b>	90.6%	-7.8%	<b>93.1%</b>	92.7%	0.5%

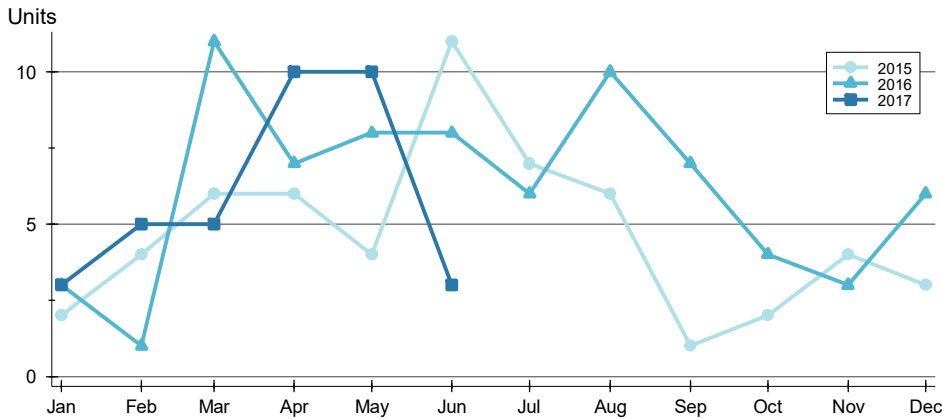
A total of 3 contracts for sale were written in Russell County during the month of June, down from 8 in 2016. The median list price of these homes was \$44,900, down from \$81,250 the prior year.

Half of the homes that went under contract in June were on the market less than 128 days, compared to 85 days in June 2016.

# CONTRACTS WRITTEN ANALYSIS

## BY MONTH >>

**RUSSELL COUNTY  
ALL HOMES (NEW & EXISTING)  
AS OF 7/9/2017**



Month	2015	2016	2017
January	2	3	3
February	4	1	5
March	6	11	5
April	6	7	10
May	4	8	10
June	11	8	3
July	7	6	6
August	6	10	7
September	1	7	4
October	2	4	3
November	4	3	3
December	3	6	6

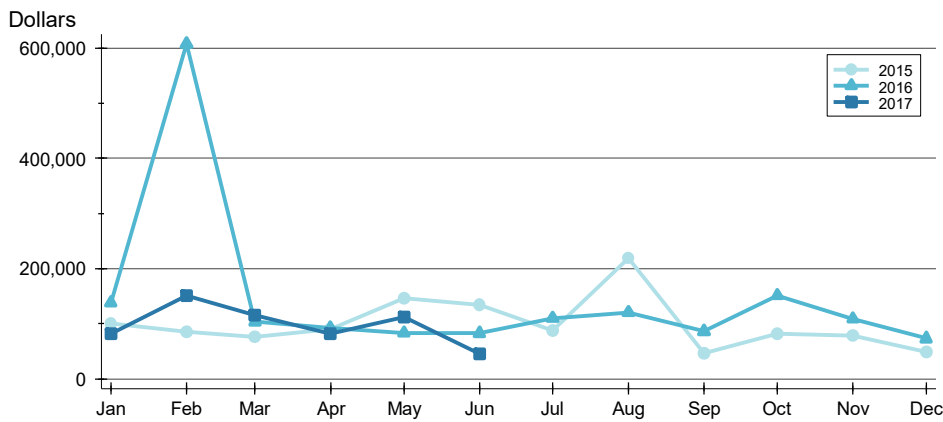
## BY PRICE RANGE >>

Price Range	Contracts Written			List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median
Below \$25,000	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
\$25,000-\$49,999	3	100.0%	134	44,767	44,900	116	128	82.1%	83.5%
\$50,000-\$99,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
\$100,000-\$124,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
\$125,000-\$149,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
\$150,000-\$174,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
\$175,000-\$199,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
\$200,000-\$249,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
\$250,000-\$299,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
\$300,000-\$399,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
\$400,000-\$499,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
\$500,000-\$749,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
\$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	3	100.0%	134	44,767	44,900	116	128	82.1%	83.5%

# CONTRACTS WRITTEN ANALYSIS

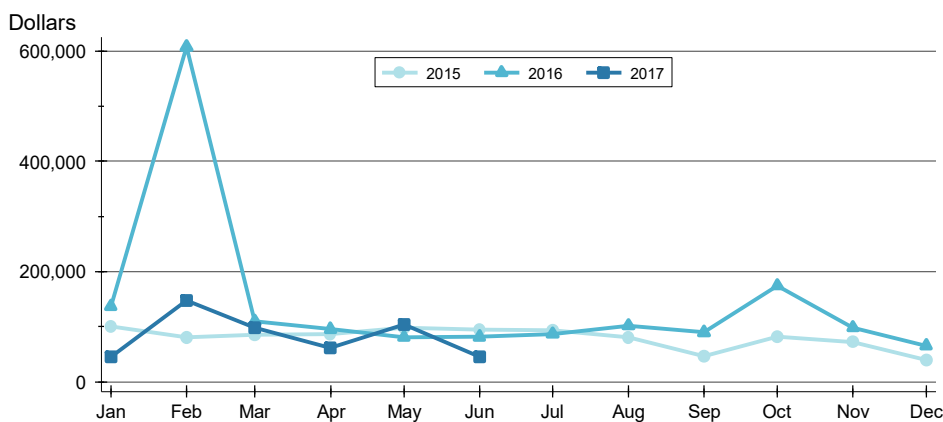
**RUSSELL COUNTY  
ALL HOMES (NEW & EXISTING)  
AS OF 7/9/2017**

## AVERAGE PRICE >>



Month	2015	2016	2017
January	100,250	138,167	81,617
February	84,750	608,000	151,200
March	75,775	103,255	115,480
April	89,400	91,629	81,720
May	145,875	82,694	111,440
June	134,582	82,613	44,767
July	87,007	109,967	
August	218,917	120,610	
September	46,000	85,743	
October	81,950	150,975	
November	77,500	108,500	
December	48,967	73,217	

## MEDIAN PRICE >>

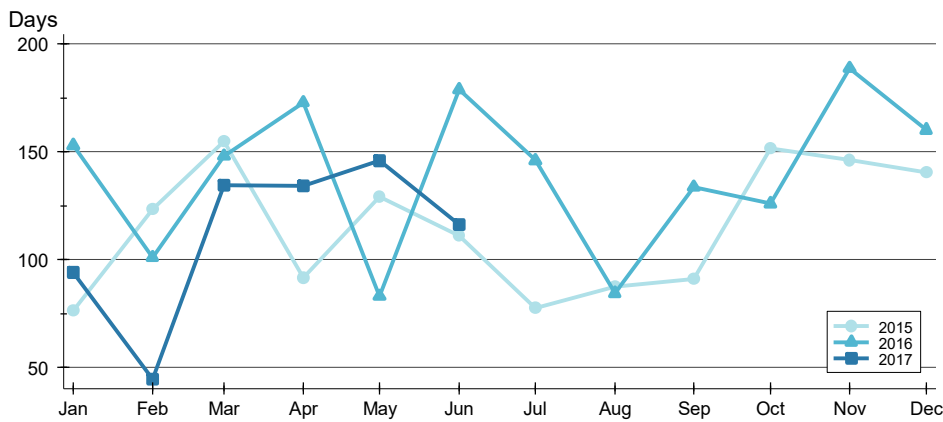


Month	2015	2016	2017
January	100,250	137,000	44,900
February	80,750	608,000	147,500
March	84,875	109,900	98,000
April	86,200	95,500	61,250
May	98,000	80,625	103,500
June	94,000	81,250	44,900
July	93,500	86,450	
August	80,500	101,700	
September	46,000	89,500	
October	81,950	174,500	
November	72,000	98,000	
December	39,000	65,400	

# CONTRACTS WRITTEN ANALYSIS

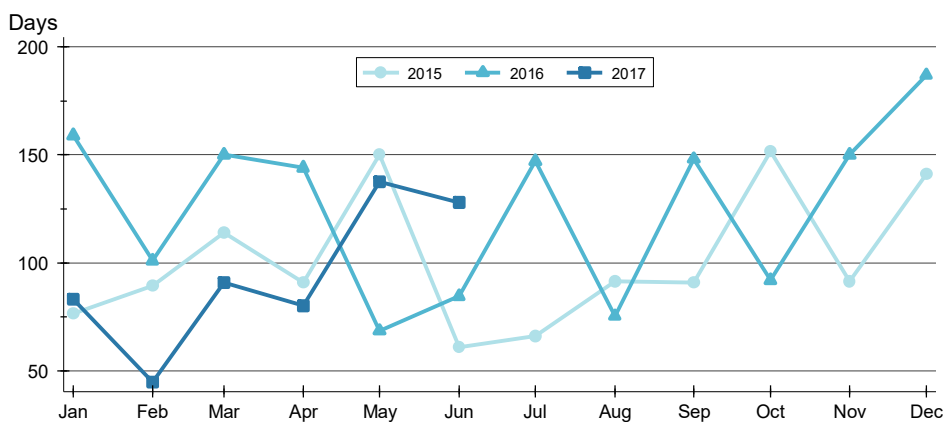
**RUSSELL COUNTY  
ALL HOMES (NEW & EXISTING)  
AS OF 7/9/2017**

## AVERAGE DOM >>



Month	2015	2016	2017
January	77	153	94
February	124	101	45
March	155	148	134
April	92	173	134
May	129	83	146
June	111	179	116
July	78	146	
August	88	84	
September	91	134	
October	152	126	
November	146	189	
December	140	160	

## MEDIAN DOM >>

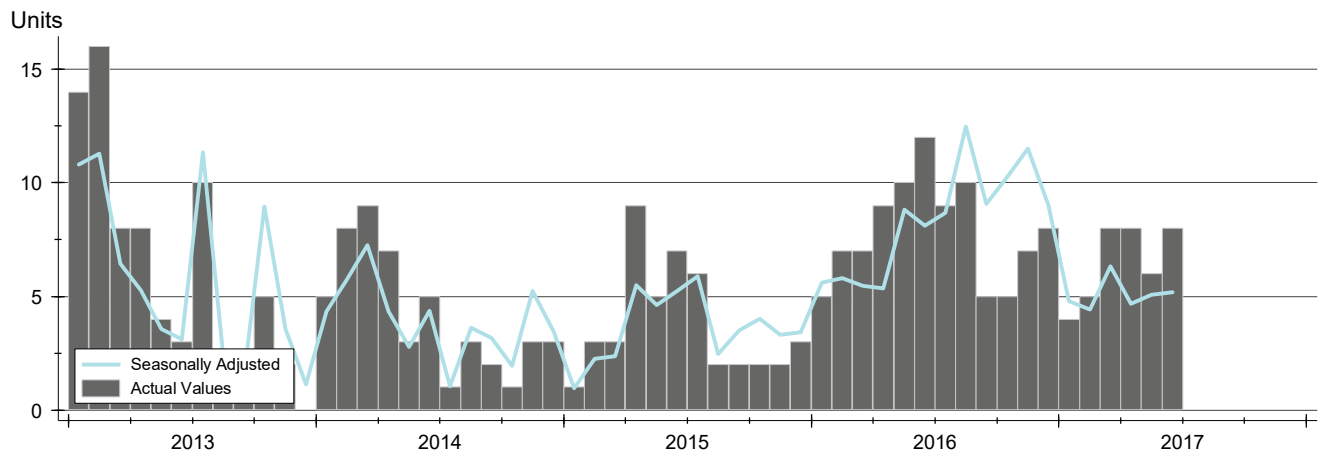


Month	2015	2016	2017
January	77	159	83
February	90	101	45
March	114	150	91
April	91	144	80
May	150	69	138
June	61	85	128
July	66	147	
August	92	76	
September	91	148	
October	152	92	
November	92	150	
December	141	187	

# PENDING CONTRACTS ANALYSIS

**RUSSELL COUNTY  
ALL HOMES (NEW & EXISTING)  
AS OF 7/9/2017**

## HISTORY >>



## SUMMARY >>

Summary Statistics for Active Listings		End of June		
		2017	2016	Change
Active Listings		<b>8</b>	12	-33.3%
Volume (1,000s)		<b>689</b>	1,263	-45.4%
Average	List Price	<b>86,175</b>	105,208	-18.1%
	Days on Market	<b>175</b>	138	26.6%
	Percent of Original	<b>100.7%</b>	97.0%	3.8%
Median	List Price	<b>84,250</b>	95,750	-12.0%
	Days on Market	<b>99</b>	104	-4.8%
	Percent of Original	<b>100.0%</b>	100.0%	0.0%

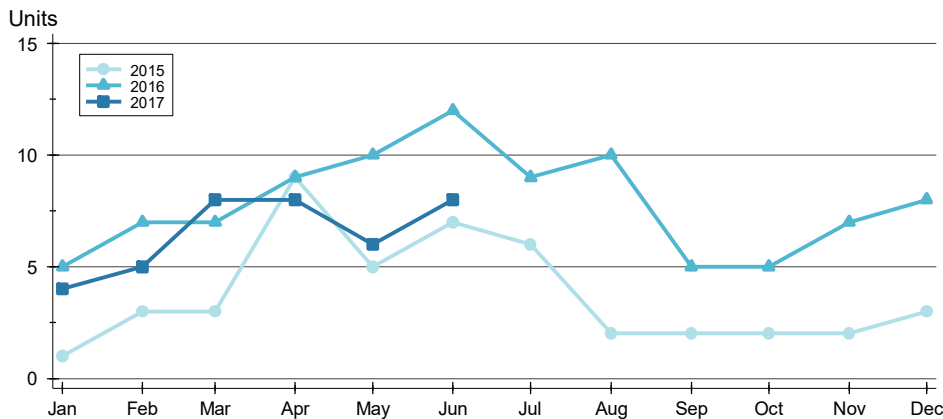
A total of 8 listings in Russell County had contracts pending at the end of June, down from 12 contracts pending at the end of June 2016.

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

# PENDING CONTRACTS ANALYSIS

## BY MONTH >>

**RUSSELL COUNTY  
ALL HOMES (NEW & EXISTING)  
AS OF 7/9/2017**



Month	2015	2016	2017
January	1	5	4
February	3	7	5
March	3	7	8
April	9	9	8
May	5	10	6
June	7	12	8
July	6	9	5
August	2	10	5
September	2	5	5
October	2	5	5
November	2	7	7
December	3	8	8

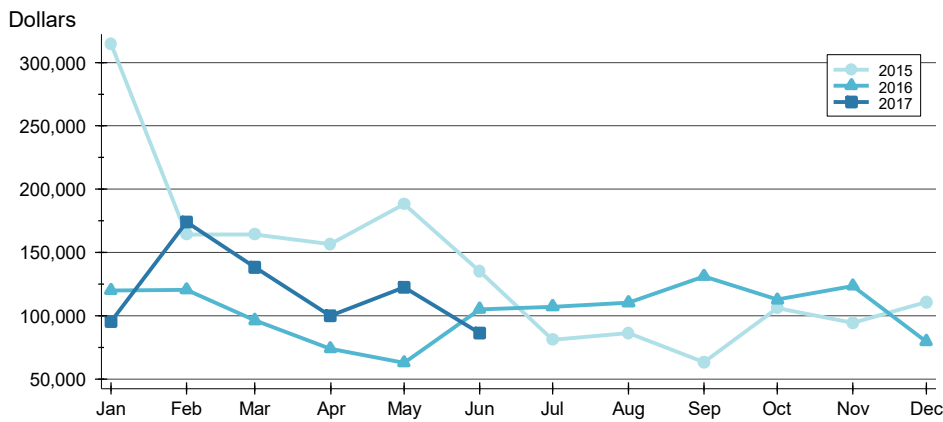
## BY PRICE RANGE >>

Price Range	Contracts Written			List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median
Below \$25,000	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
\$25,000-\$49,999	2	25.0%	94	47,200	47,200	55	55	100.0%	100.0%
\$50,000-\$99,999	4	50.0%	334	83,500	84,250	90	88	101.4%	100.0%
\$100,000-\$124,999	1	12.5%	123	123,000	123,000	246	246	100.0%	100.0%
\$125,000-\$149,999	1	12.5%	138	138,000	138,000	686	686	100.0%	100.0%
\$150,000-\$174,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
\$175,000-\$199,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
\$200,000-\$249,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
\$250,000-\$299,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
\$300,000-\$399,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
\$400,000-\$499,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
\$500,000-\$749,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
\$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	8	100.0%	689	86,175	84,250	175	99	100.7%	100.0%

# PENDING CONTRACTS ANALYSIS

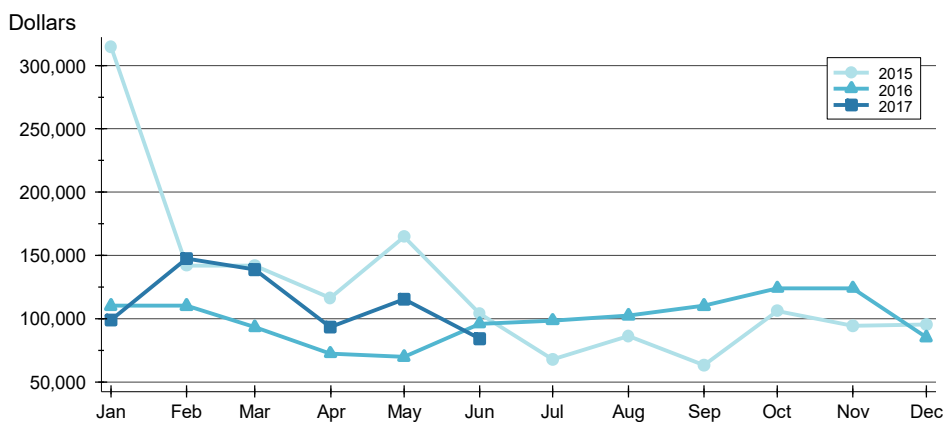
**RUSSELL COUNTY  
ALL HOMES (NEW & EXISTING)  
AS OF 7/9/2017**

## AVERAGE PRICE >>



Month	2015	2016	2017
January	315,000	119,880	95,100
February	164,167	120,486	174,000
March	164,167	96,057	138,063
April	156,322	73,822	99,731
May	188,500	62,780	122,150
June	135,071	105,208	86,175
July	80,967	107,211	
August	86,250	110,220	
September	63,250	131,060	
October	106,200	112,380	
November	94,000	123,357	
December	110,667	79,444	

## MEDIAN PRICE >>



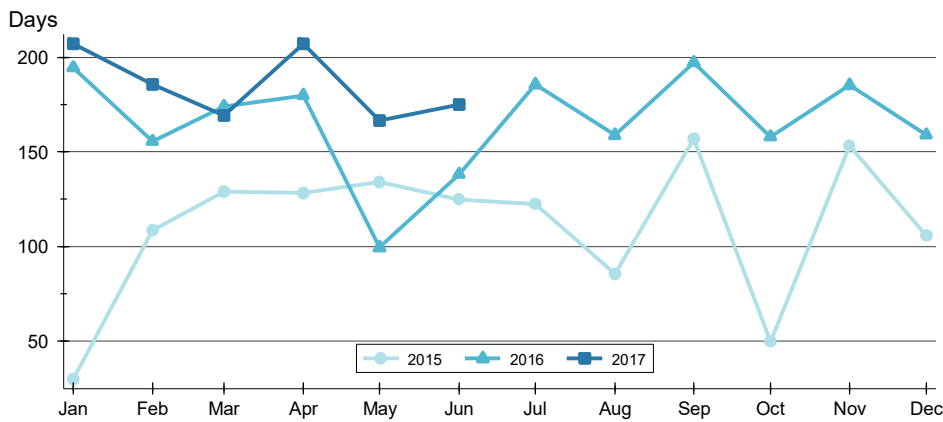
Month	2015	2016	2017
January	315,000	110,000	98,750
February	142,000	110,000	147,500
March	142,000	93,000	138,500
April	116,000	72,500	93,250
May	164,500	69,500	115,000
June	104,000	95,750	84,250
July	67,450	98,500	
August	86,250	102,200	
September	63,250	109,900	
October	106,200	124,000	
November	94,000	124,000	
December	95,000	84,950	



# PENDING CONTRACTS ANALYSIS

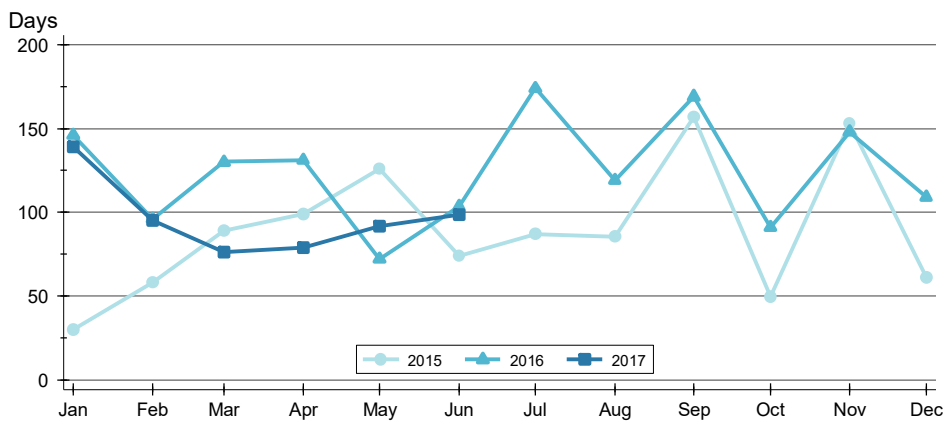
**RUSSELL COUNTY  
ALL HOMES (NEW & EXISTING)  
AS OF 7/9/2017**

## AVERAGE DOM >>



Month	2015	2016	2017
January	30	195	207
February	108	156	186
March	129	174	169
April	128	180	207
May	134	99	166
June	125	138	175
July	123	186	166
August	86	159	166
September	157	197	166
October	50	158	166
November	153	185	166
December	106	159	166

## MEDIAN DOM >>



Month	2015	2016	2017
January	30	146	139
February	58	96	95
March	89	130	76
April	99	131	79
May	126	72	92
June	74	104	99
July	87	174	99
August	86	119	99
September	157	169	99
October	50	91	99
November	153	148	99
December	61	109	99