

MARKET OVERVIEW >>

Salina Area Home Sales Rose in June

Total home sales in the Salina area rose by 4.0% last month to 104 units, compared to 100 units in June 2016. Total sales volume was \$16.7 million, up 13.1% from a year earlier.

The median sale price in June was \$138,500, up from \$127,950 a year earlier. Homes that sold in June were typically on the market for 17 days and sold for 100.0% of their list prices.

Salina Area Active Listings Down at End of June

The total number of active listings in the Salina area at the end of June was 233 units, down from 247 at the same point in 2016. This represents a 2.2 months' supply of homes available for sale. The median list price of homes on the market at the end of June was \$129,900.

During June, a total of 98 contracts were written up from 82 in June 2016. At the end of the month, there were 146 contracts pending, compared to 127 at the end of June 2016.

Your Association Working for You!

The Salina 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.

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Entire MLS System				
Current Month		June		
Summary Statistics		2017	2016	Change
Home Sales		104	100	4.0%
Active Listings		233	247	-5.7%
Months' Supply		2.2	2.5	-9.3%
New Listings		134	123	8.9%
Contracts Written		98	82	19.5%
Pending Contracts		146	127	15.0%
Sales Volume (1,000s)		16,743	14,805	13.1%
Average	Sale Price	160,990	148,052	8.7%
	List Price of Actives	176,824	163,993	7.8%
	Days on Market	39	51	-22.8%
	Percent of List	98.3%	96.5%	1.9%
	Percent of Original	96.5%	94.7%	1.9%
Median	Sale Price	138,500	127,950	8.2%
	List Price of Actives	129,900	119,900	8.3%
	Days on Market	17	23	-24.4%
	Percent of List	100.0%	98.2%	1.8%
	Percent of Original	98.4%	97.9%	0.6%

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THREE-YEAR COMPARISONS

SUMMARY >>

BREAKDOWNS BY HOME TYPE
ENTIRE MLS SYSTEM
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		104	99	5	100	99	1	108	105	3
Change from prior year		4.0%	0.0%	400.0%	-7.4%	-5.7%	-66.7%	21.3%	26.5%	-50.0%
Active Listings		233	224	9	247	229	18	232	223	9
Change from prior year		-5.7%	-2.2%	-50.0%	6.5%	2.7%	100.0%	-14.1%	-13.2%	-30.8%
Months' Supply		2.2	2.3	1.8	2.5	2.3	18.0	2.1	2.1	3.0
Change from prior year		-9.3%	-2.2%	-90.0%	15.0%	8.9%	500.0%	-29.2%	-31.4%	38.5%
New Listings		134	131	3	123	120	3	107	102	5
Change from prior year		8.9%	9.2%	0.0%	15.0%	17.6%	-40.0%	-7.0%	-8.9%	66.7%
Contracts Written		98	96	2	82	81	1	84	78	6
Change from prior year		19.5%	18.5%	100.0%	-2.4%	3.8%	-83.3%	-6.7%	-6.0%	-14.3%
Pending Contracts		146	137	9	127	123	4	132	131	1
Change from prior year		15.0%	11.4%	125.0%	-3.8%	-6.1%	300.0%	-9.6%	-3.0%	-90.9%
Sales Volume (1,000s)		16,743	14,753	1,990	14,805	14,555	250	14,466	13,596	870
Change from prior year		13.1%	1.4%	696.2%	2.3%	7.1%	-71.3%	16.2%	25.0%	-44.7%
Average	Sale Price	160,990	149,023	397,942	148,052	147,023	249,900	133,949	129,490	290,000
	Change from prior year	8.7%	1.4%	59.2%	10.5%	13.5%	-13.8%	-4.2%	-1.2%	10.5%
	List Price of Actives	176,824	171,683	304,778	163,993	154,008	291,028	152,738	149,629	229,778
	Change from prior year	7.8%	11.5%	4.7%	7.4%	2.9%	26.7%	-4.3%	-3.5%	-7.7%
	Days on Market	39	28	259	51	50	84	54	49	221
	Change from prior year	-22.8%	-44.3%	208.6%	-5.4%	3.1%	-62.0%	-15.8%	-17.0%	69.2%
Percent of List		98.3%	98.1%	101.1%	96.5%	96.5%	96.3%	97.1%	97.1%	98.7%
	Change from prior year	1.9%	1.7%	5.1%	-0.7%	-0.6%	-2.5%	-0.9%	-0.6%	-3.7%
	Percent of Original	96.5%	96.3%	99.8%	94.7%	94.6%	100.1%	95.6%	95.4%	104.0%
Change from prior year	1.9%	1.8%	-0.3%	-1.0%	-0.8%	-3.7%	0.2%	0.5%	0.9%	
Median	Sale Price	138,500	135,000	367,381	127,950	127,900	249,900	128,250	127,500	315,000
	Change from prior year	8.2%	5.6%	47.0%	-0.2%	0.3%	-20.7%	19.3%	22.0%	15.3%
	List Price of Actives	129,900	129,250	294,500	119,900	114,900	280,700	119,700	115,000	238,900
	Change from prior year	8.3%	12.5%	4.9%	0.2%	-0.1%	17.5%	-6.3%	-7.9%	-7.8%
	Days on Market	17	15	202	23	22	84	23	22	263
	Change from prior year	-24.4%	-31.8%	140.5%	-2.2%	0.0%	-68.1%	-28.1%	-4.3%	185.9%
Percent of List		100.0%	100.0%	100.2%	98.2%	98.2%	96.3%	98.4%	98.2%	98.5%
	Change from prior year	1.8%	1.8%	4.0%	-0.2%	0.0%	-2.3%	-0.3%	-0.5%	-1.8%
Percent of Original		98.4%	98.4%	100.2%	97.9%	97.8%	100.1%	97.3%	97.2%	105.0%
	Change from prior year	0.6%	0.6%	0.0%	0.6%	0.6%	-4.7%	0.6%	0.9%	5.6%

YEAR-TO-DATE STATISTICS

SUMMARY >>

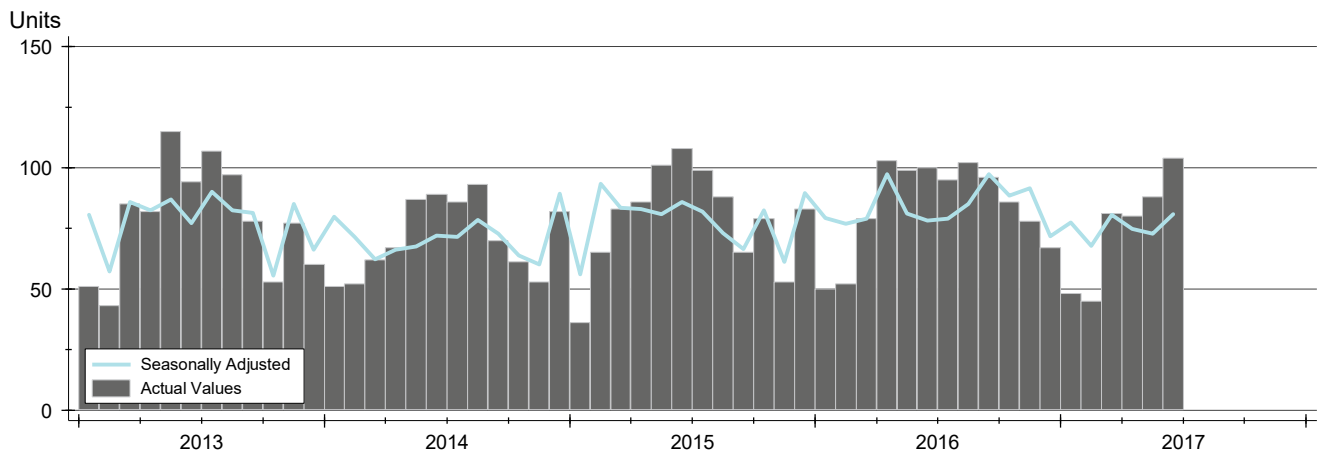
YTD BREAKDOWNS BY HOME TYPE ENTIRE MLS SYSTEM AS OF 7/9/2017

Year-to-Date Activity By Property Type		2017			2016			2015		
		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		446	428	18	483	471	12	479	454	25
Change from prior year		-7.7%	-9.1%	50.0%	0.8%	3.7%	-52.0%	17.4%	17.3%	19.0%
New Listings		661	645	16	689	663	26	666	631	35
Change from prior year		-4.1%	-2.7%	-38.5%	3.5%	5.1%	-25.7%	3.3%	2.1%	29.6%
Contracts Written		523	500	23	526	514	12	544	506	38
Change from prior year		-0.6%	-2.7%	91.7%	-3.3%	1.6%	-68.4%	17.0%	16.1%	31.0%
Sales Volume (1,000s)		64,839	59,142	5,698	63,999	61,000	2,999	65,482	59,697	5,785
Change from prior year		1.3%	-3.0%	90.0%	-2.3%	2.2%	-48.2%	22.7%	23.3%	17.1%
Average	Sale Price	145,379	138,181	316,534	132,503	129,511	249,914	136,706	131,491	231,412
	Change from prior year	9.7%	6.7%	26.7%	-3.1%	-1.5%	8.0%	4.5%	5.1%	-1.6%
	Days on Market	49	43	200	58	57	93	70	67	141
	Change from prior year	-15.3%	-25.0%	116.5%	-17.2%	-13.7%	-34.2%	-3.7%	-3.8%	-3.6%
	Percent of List	97.3%	97.2%	100.1%	96.7%	96.7%	100.5%	97.1%	96.9%	99.5%
Change from prior year	0.6%	0.5%	-0.4%	-0.3%	-0.3%	1.1%	0.3%	0.3%	-0.1%	
Median	Percent of Original	95.2%	95.0%	98.9%	94.4%	94.2%	101.0%	95.0%	94.8%	100.2%
	Change from prior year	0.8%	0.8%	-2.1%	-0.7%	-0.5%	0.8%	0.9%	0.9%	0.7%
	Sale Price	130,000	127,500	277,500	109,615	107,000	244,950	120,500	118,500	234,000
	Change from prior year	18.6%	19.2%	13.3%	-9.0%	-9.7%	4.7%	1.2%	7.7%	6.4%
	Days on Market	19	16	175	28	28	69	39	35	111
Change from prior year	-32.1%	-42.9%	154.7%	-28.2%	-18.8%	-38.3%	-8.2%	-9.2%	-20.7%	
Percent of List	98.7%	98.6%	100.0%	98.3%	98.2%	100.0%	98.1%	97.9%	100.0%	
	Change from prior year	0.5%	0.5%	0.0%	0.2%	0.3%	0.0%	0.8%	0.6%	0.5%
	Percent of Original	97.5%	97.4%	100.0%	97.0%	96.8%	100.0%	96.6%	96.4%	100.0%
Change from prior year	0.5%	0.6%	0.0%	0.4%	0.4%	0.0%	0.6%	0.5%	0.5%	

CLOSED LISTINGS ANALYSIS

**ENTIRE MLS SYSTEM
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		104	100	4.0%	446	483	-7.7%
Volume (1,000s)		16,743	14,805	13.1%	64,839	63,999	1.3%
Average	Sale Price	160,990	148,052	8.7%	145,379	132,503	9.7%
	Days on Market	39	51	-22.8%	49	58	-15.3%
	Percent of List	98.3%	96.5%	1.9%	97.3%	96.7%	0.6%
	Percent of Original	96.5%	94.7%	1.9%	95.2%	94.4%	0.8%
Median	Sale Price	138,500	127,950	8.2%	130,000	109,615	18.6%
	Days on Market	17	23	-24.4%	19	28	-32.1%
	Percent of List	100.0%	98.2%	1.8%	98.7%	98.3%	0.5%
	Percent of Original	98.4%	97.9%	0.6%	97.5%	97.0%	0.5%

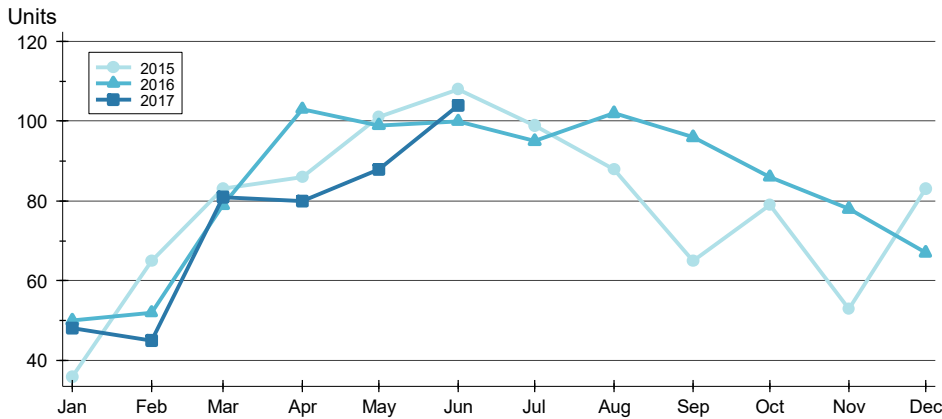
A total of 104 homes sold in the Salina area in June, up from 100 units in June 2016. Total sales volume rose to \$16.7 million compared to \$14.8 million in the previous year.

The median sales price in June was \$138,500, up 8.2% compared to the prior year. Median days on market was 17 days, up from 15 days in May, but down from 23 in June 2016.

CLOSED LISTINGS ANALYSIS

BY MONTH >>

**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 7/9/2017**



Month	2015	2016	2017
January	36	50	48
February	65	52	45
March	83	79	81
April	86	103	80
May	101	99	88
June	108	100	104
July	99	95	
August	88	102	
September	65	96	
October	79	86	
November	53	78	
December	83	67	

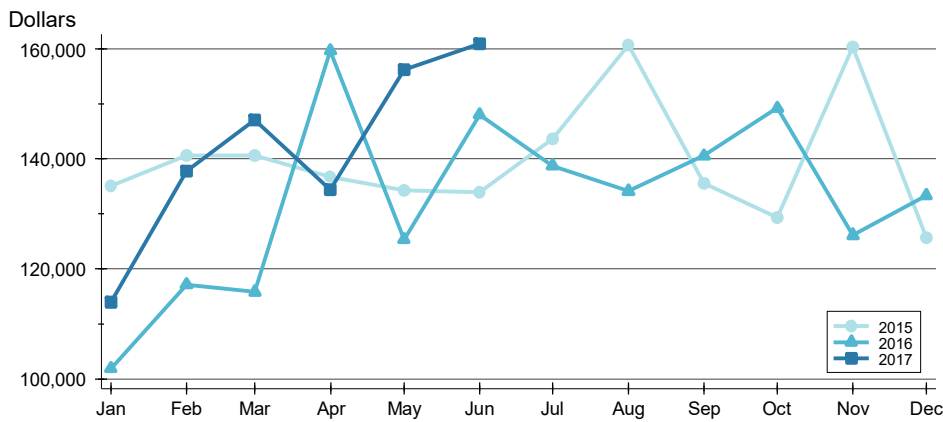
BY PRICE RANGE >>

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	1.9%	34	16,875	16,875	88	88	85.3%	85.3%	81.1%	81.1%
\$25,000-\$49,999	8	7.7%	317	39,613	39,250	52	47	92.5%	91.4%	87.2%	85.8%
\$50,000-\$99,999	25	24.0%	1,909	76,360	80,000	23	16	98.5%	100.0%	95.4%	100.0%
\$100,000-\$124,999	9	8.7%	990	109,989	105,900	28	28	97.7%	100.0%	97.3%	98.5%
\$125,000-\$149,999	13	12.5%	1,769	136,100	135,000	13	6	99.9%	100.0%	99.2%	100.0%
\$150,000-\$174,999	15	14.4%	2,423	161,560	159,000	10	5	99.9%	100.0%	99.5%	100.0%
\$175,000-\$199,999	4	3.8%	767	191,625	192,500	28	21	100.4%	100.3%	98.7%	99.4%
\$200,000-\$249,999	9	8.7%	1,994	221,544	219,900	22	10	98.8%	99.1%	97.7%	97.3%
\$250,000-\$299,999	8	7.7%	2,190	273,788	263,700	142	52	98.2%	98.4%	96.0%	97.0%
\$300,000-\$399,999	8	7.7%	2,848	355,960	358,691	50	58	99.1%	97.6%	97.8%	97.6%
\$400,000-\$499,999	1	1.0%	435	435,000	435,000	80	80	100.0%	100.0%	100.0%	100.0%
\$500,000-\$749,999	2	1.9%	1,067	533,666	533,666	209	209	100.1%	100.1%	103.8%	103.8%
\$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	104	100.0%	16,743	160,990	138,500	39	17	98.3%	100.0%	96.5%	98.4%

CLOSED LISTINGS ANALYSIS

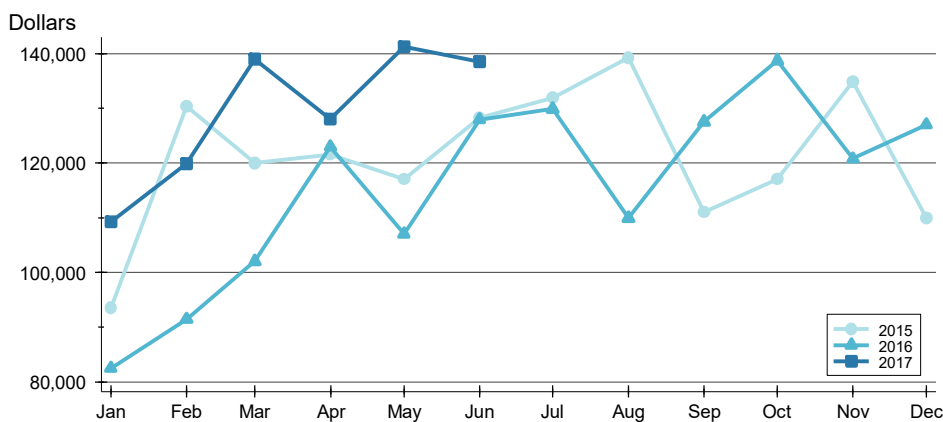
**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 7/9/2017**

AVERAGE PRICE



Month	2015	2016	2017
January	135,172	101,856	113,941
February	140,681	117,173	137,869
March	140,609	115,780	147,105
April	136,804	159,703	134,450
May	134,352	125,372	156,266
June	133,949	148,052	160,990
July	143,709	138,795	
August	160,741	134,158	
September	135,617	140,593	
October	129,346	149,299	
November	160,437	126,148	
December	125,674	133,401	

MEDIAN PRICE

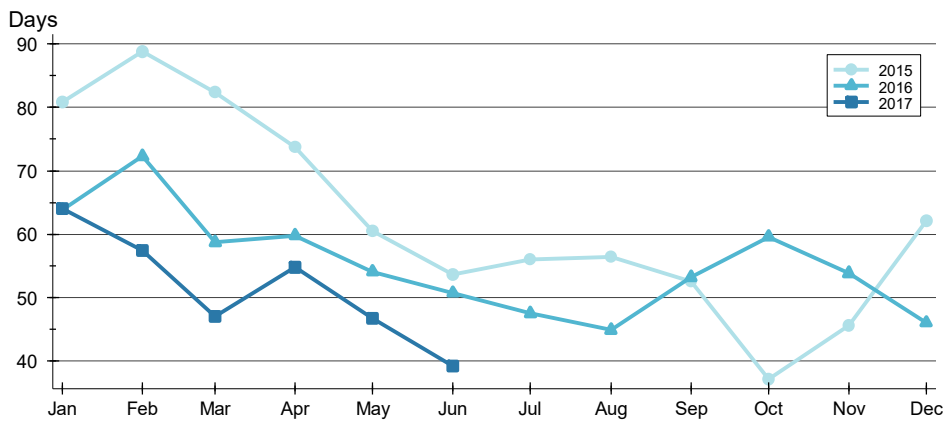


Month	2015	2016	2017
January	93,500	82,450	109,250
February	130,400	91,400	119,900
March	120,000	102,000	139,000
April	121,500	123,000	128,055
May	117,000	107,000	141,250
June	128,250	127,950	138,500
July	131,900	129,900	
August	139,250	109,900	
September	111,000	127,500	
October	117,000	138,750	
November	134,900	120,763	
December	110,000	127,000	

CLOSED LISTINGS ANALYSIS

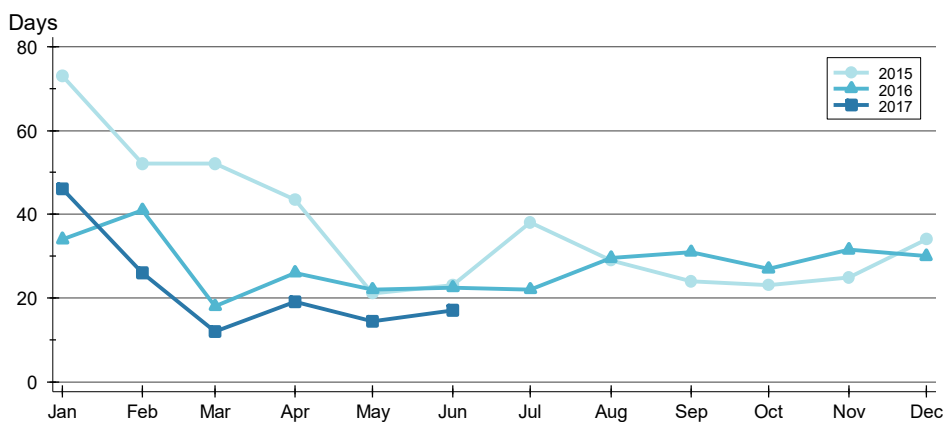
**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 7/9/2017**

AVERAGE DOM >>



Month	2015	2016	2017
January	81	64	64
February	89	72	57
March	82	59	47
April	74	60	55
May	60	54	47
June	54	51	39
July	56	48	
August	56	45	
September	53	53	
October	37	60	
November	46	54	
December	62	46	

MEDIAN DOM >>

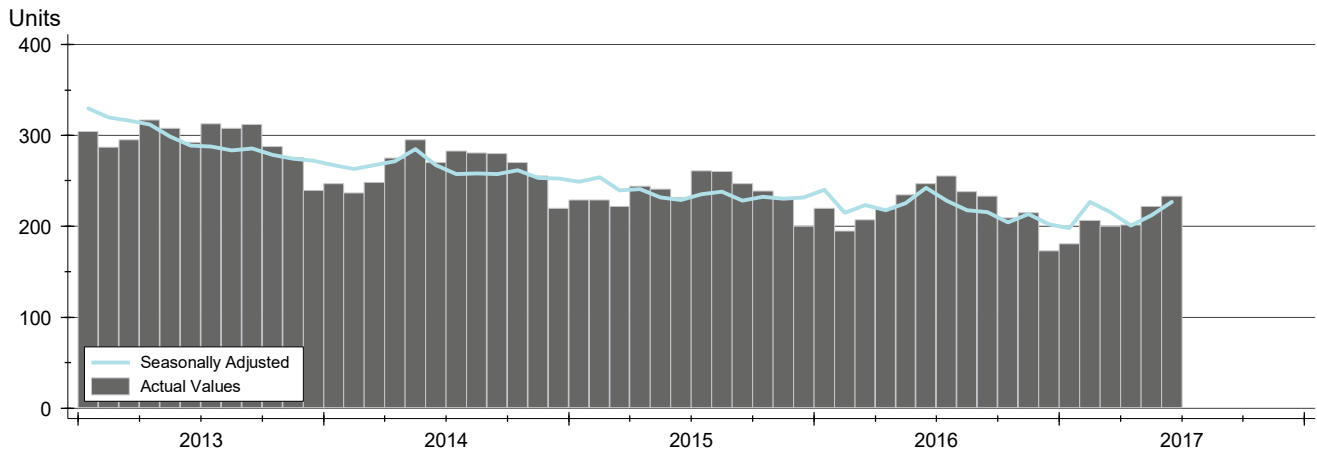


Month	2015	2016	2017
January	73	34	46
February	52	41	26
March	52	18	12
April	44	26	19
May	21	22	15
June	23	23	17
July	38	22	
August	29	30	
September	24	31	
October	23	27	
November	25	32	
December	34	30	

ACTIVE LISTINGS ANALYSIS

**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 7/9/2017**

HISTORY >>



SUMMARY >>

Summary Statistics for Active Listings		End of June		
		2017	2016	Change
Active Listings		233	247	-5.7%
Months' Supply		2.2	2.5	-9.3%
Volume (1,000s)		41,200	40,506	1.7%
Average	List Price	176,824	163,993	7.8%
	Days on Market	84	77	9.1%
	Percent of Original	96.9%	96.5%	0.4%
Median	List Price	129,900	119,900	8.3%
	Days on Market	51	53	-3.8%
	Percent of Original	100.0%	100.0%	0.0%

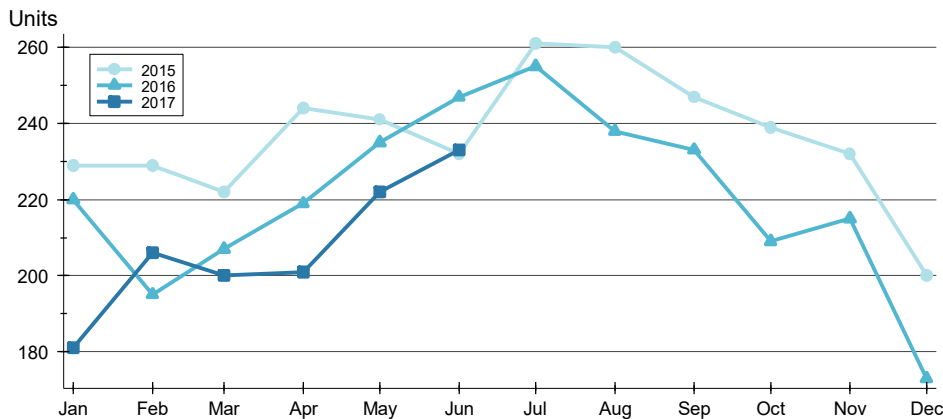
A total of 233 homes were available for sale in the Salina area at the end of June. This represents a 2.2 months' supply of active listings.

The median list price of homes on the market at the end of June was \$129,900, up 8.3% from 2016. The typical time on market for active listings was 51 days, down from 53 days a year earlier.

ACTIVE LISTINGS ANALYSIS

BY MONTH >>

**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 7/9/2017**



Month	2015	2016	2017
January	229	220	181
February	229	195	206
March	222	207	200
April	244	219	201
May	241	235	222
June	232	247	233
July	261	255	233
August	260	238	233
September	247	233	233
October	239	209	209
November	232	215	215
December	200	173	173

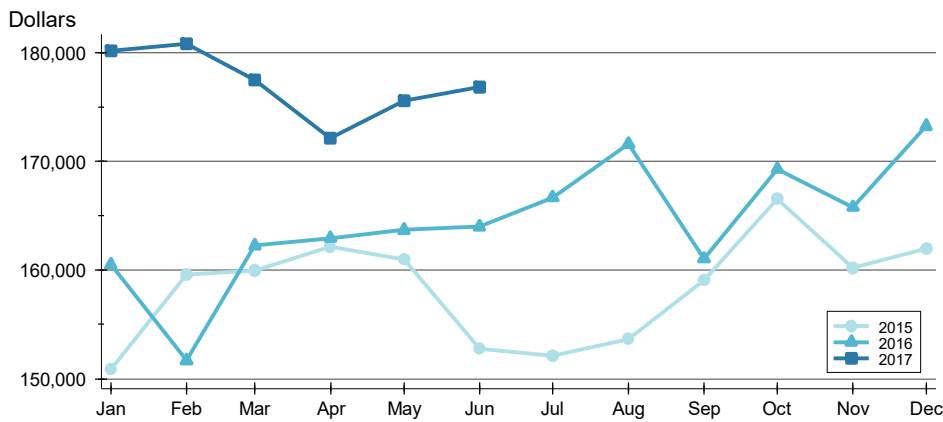
BY PRICE RANGE >>

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	2	0.9%	29	1.0	14,500	14,500	101	101	85.2%	85.2%
\$25,000-\$49,999	18	7.7%	687	2.3	38,172	38,750	92	71	94.9%	100.0%
\$50,000-\$99,999	64	27.5%	4,894	2.6	76,475	76,900	84	56	96.6%	100.0%
\$100,000-\$124,999	21	9.0%	2,382	2.3	113,440	112,000	114	68	95.1%	95.5%
\$125,000-\$149,999	24	10.3%	3,228	1.8	134,504	129,948	47	34	98.9%	100.0%
\$150,000-\$174,999	17	7.3%	2,803	1.1	164,876	168,000	74	36	97.8%	100.0%
\$175,000-\$199,999	17	7.3%	3,171	4.3	186,529	187,500	97	31	97.9%	100.0%
\$200,000-\$249,999	14	6.0%	3,241	1.6	231,464	231,950	66	24	98.5%	100.0%
\$250,000-\$299,999	18	7.7%	5,007	2.3	278,172	277,250	106	63	98.1%	100.0%
\$300,000-\$399,999	24	10.3%	8,053	3.0	335,533	332,450	72	38	97.2%	98.7%
\$400,000-\$499,999	11	4.7%	4,860	11.0	441,800	439,999	98	44	96.3%	100.0%
\$500,000-\$749,999	1	0.4%	515	0.5	515,000	515,000	171	171	93.6%	93.6%
\$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	2	0.9%	2,330	N/A	1,165,000	1,165,000	55	55	99.1%	99.1%
All price ranges	233	100.0%	41,200	2.2	176,824	129,900	84	51	96.9%	100.0%

ACTIVE LISTINGS ANALYSIS

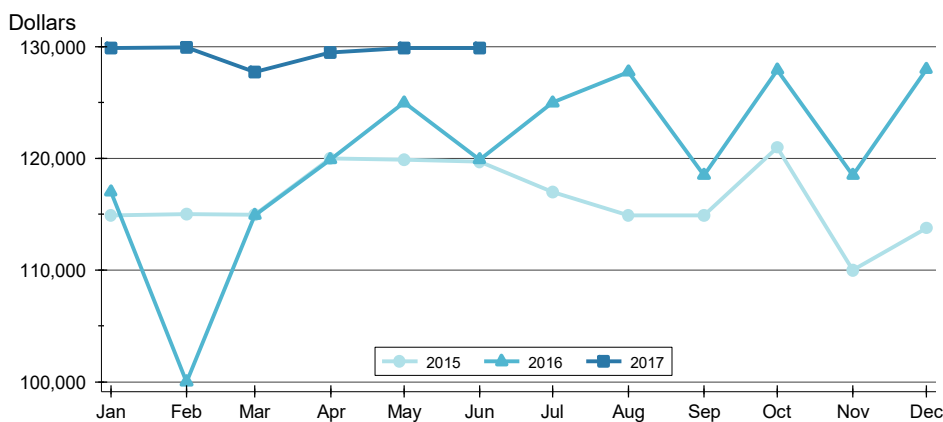
**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 7/9/2017**

AVERAGE PRICE >>



Month	2015	2016	2017
January	150,847	160,472	180,210
February	159,594	151,674	180,833
March	159,932	162,259	177,491
April	162,134	162,935	172,160
May	160,996	163,699	175,596
June	152,738	163,993	176,824
July	152,121	166,696	
August	153,643	171,608	
September	159,044	161,048	
October	166,541	169,312	
November	160,183	165,815	
December	161,978	173,262	

MEDIAN PRICE >>

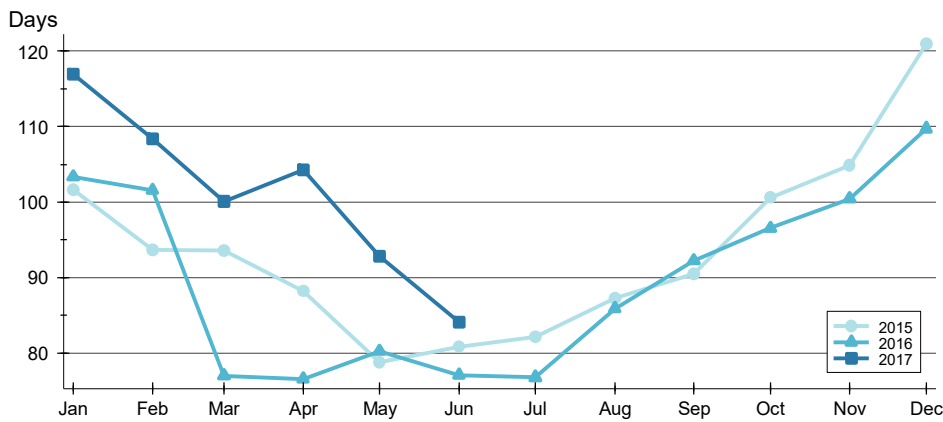


Month	2015	2016	2017
January	114,900	117,000	129,900
February	115,000	100,000	129,950
March	114,950	114,900	127,750
April	120,000	119,900	129,500
May	119,900	125,000	129,900
June	119,700	119,900	129,900
July	117,000	125,000	
August	114,900	127,750	
September	114,900	118,500	
October	121,000	127,950	
November	110,000	118,500	
December	113,750	128,000	

ACTIVE LISTINGS ANALYSIS

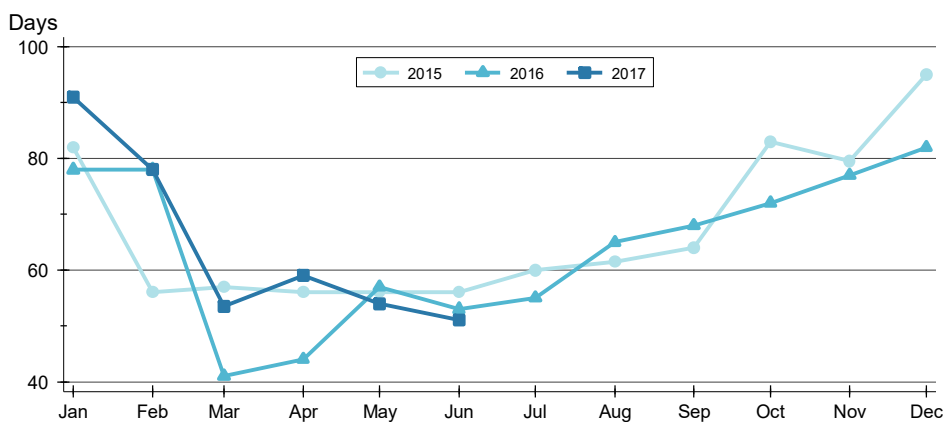
**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 7/9/2017**

AVERAGE DOM >>



Month	2015	2016	2017
January	102	103	117
February	94	102	108
March	94	77	100
April	88	77	104
May	79	80	93
June	81	77	84
July	82	77	84
August	87	86	86
September	91	92	92
October	101	97	101
November	105	100	100
December	121	110	110

MEDIAN DOM >>

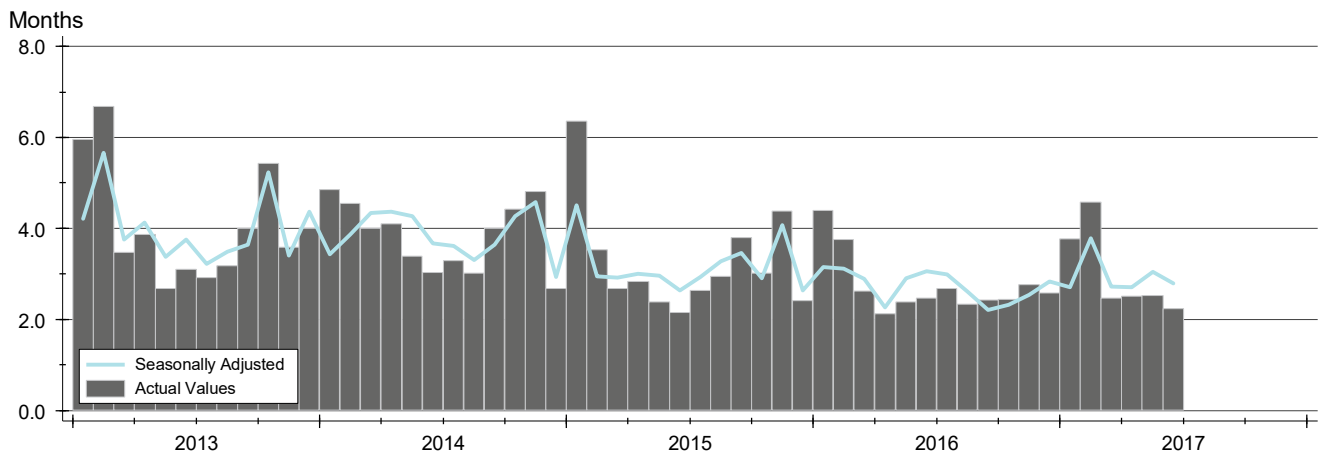


Month	2015	2016	2017
January	82	78	91
February	56	78	78
March	57	41	54
April	56	44	59
May	56	57	54
June	56	53	51
July	60	55	55
August	62	65	65
September	64	68	68
October	83	72	72
November	80	77	77
December	95	82	82

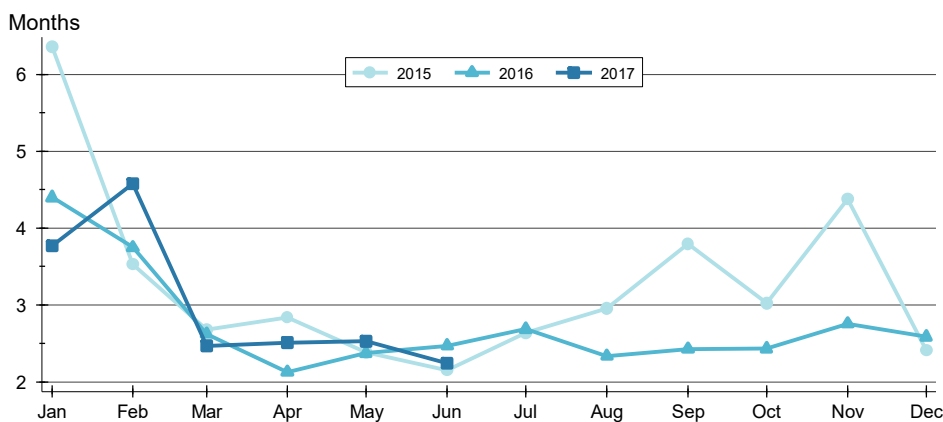
MONTHS' SUPPLY ANALYSIS

**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 7/9/2017**

HISTORY >>



BY MONTH >>

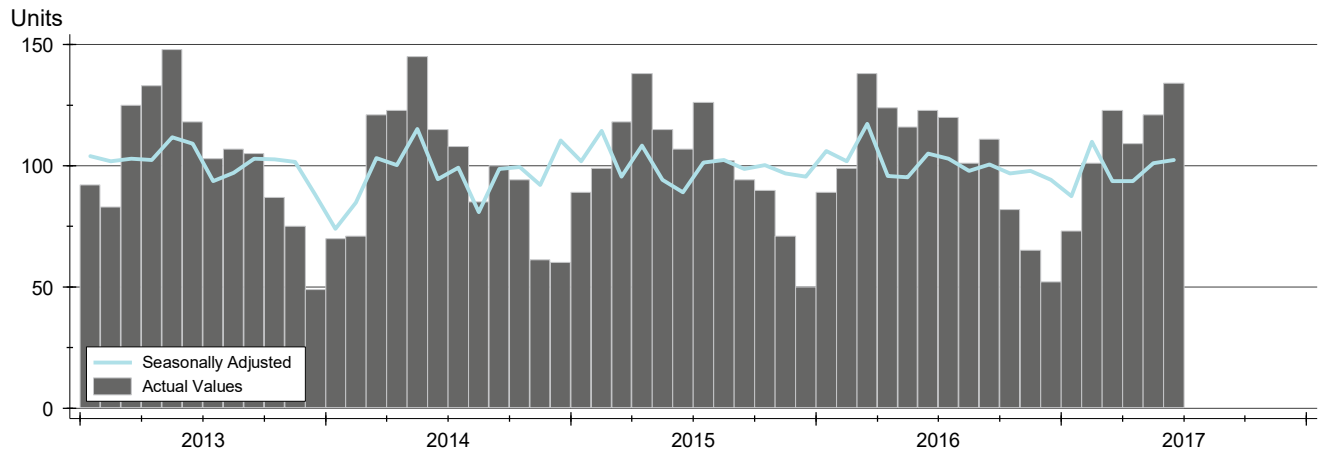


Month	2015	2016	2017
January	6.4	4.4	3.8
February	3.5	3.8	4.6
March	2.7	2.6	2.5
April	2.8	2.1	2.5
May	2.4	2.4	2.5
June	2.1	2.5	2.2
July	2.6	2.7	
August	3.0	2.3	
September	3.8	2.4	
October	3.0	2.4	
November	4.4	2.8	
December	2.4	2.6	

NEW LISTINGS ANALYSIS

**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 7/9/2017**

HISTORY >>



SUMMARY >>

Summary Statistics for New Listings		June		
		2017	2016	Change
Current Month	New Listings	134	123	8.9%
	Volume (1,000s)	23,318	17,343	34.5%
	Average List Price	174,014	140,998	23.4%
	Median List Price	145,000	114,900	26.2%
YTD	New Listings	661	689	-4.1%
	Volume (1,000s)	103,513	100,112	3.4%
	Average List Price	156,601	145,300	7.8%
	Median List Price	134,000	119,900	11.8%

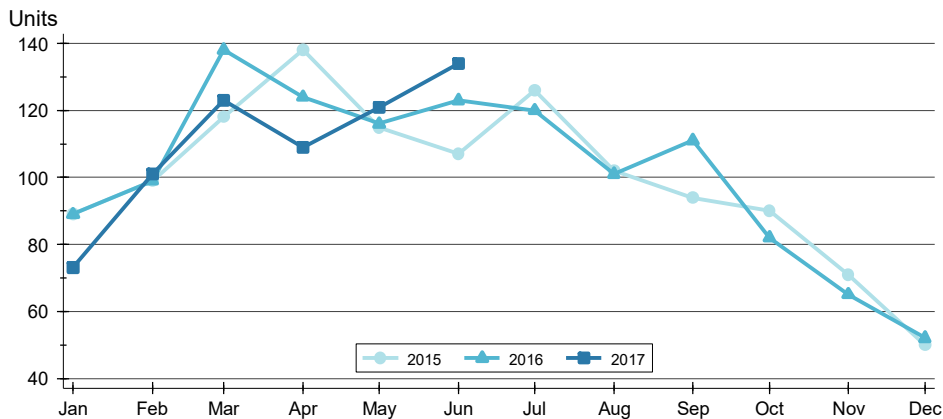
A total of 134 new listings were added in the Salina area during June, up 8.9% from the same month in 2016. Year-to-date the Salina area has seen 661 new listings.

The median list price of these homes was \$145,000 up from \$114,900 in 2016.

NEW LISTINGS ANALYSIS

BY MONTH >>

**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 7/9/2017**



Month	2015	2016	2017
January	89	89	73
February	99	99	101
March	118	138	123
April	138	124	109
May	115	116	121
June	107	123	134
July	126	120	101
August	102	101	111
September	94	111	90
October	90	82	82
November	71	65	65
December	50	52	52

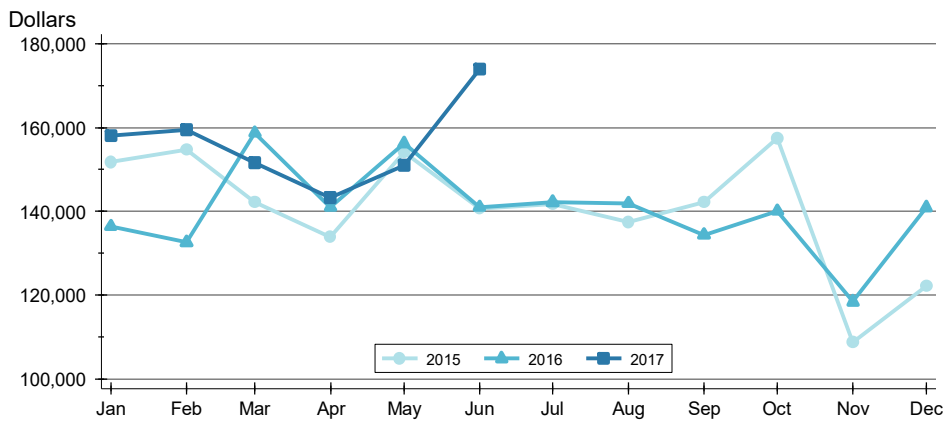
BY PRICE RANGE >>

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	6	4.5%	226	37,650	39,500
\$50,000-\$99,999	36	26.9%	2,775	77,078	74,950
\$100,000-\$124,999	10	7.5%	1,140	113,960	115,000
\$125,000-\$149,999	21	15.7%	2,894	137,812	137,000
\$150,000-\$174,999	11	8.2%	1,825	165,864	168,000
\$175,000-\$199,999	11	8.2%	2,031	184,645	185,000
\$200,000-\$249,999	11	8.2%	2,453	222,973	215,900
\$250,000-\$299,999	9	6.7%	2,493	276,989	280,000
\$300,000-\$399,999	15	11.2%	4,967	331,153	329,900
\$400,000-\$499,999	3	2.2%	1,265	421,667	415,000
\$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	1	0.7%	1,250	1,250,000	1,250,000
All price ranges	134	100.0%	23,318	174,014	145,000

NEW LISTINGS ANALYSIS

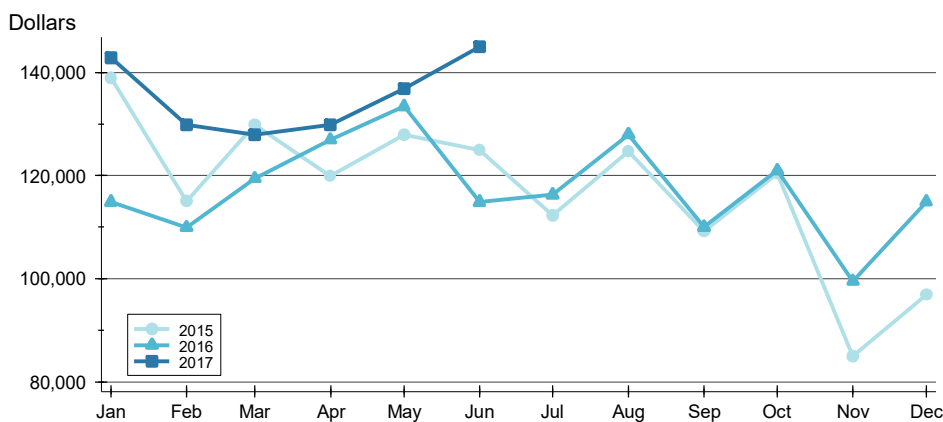
**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 7/9/2017**

AVERAGE PRICE



Month	2015	2016	2017
January	151,703	136,349	158,090
February	154,746	132,590	159,441
March	142,256	158,765	151,647
April	133,920	140,974	143,361
May	154,092	156,184	151,013
June	140,649	140,998	174,014
July	141,670	142,142	
August	137,478	141,943	
September	142,142	134,389	
October	157,493	140,064	
November	108,727	118,425	
December	122,164	140,931	

MEDIAN PRICE

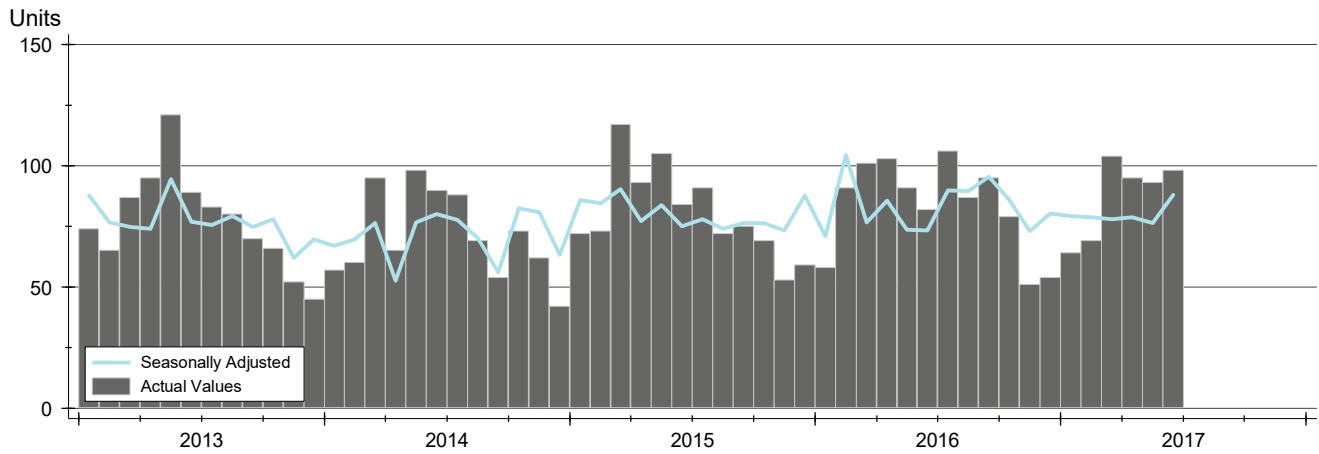


Month	2015	2016	2017
January	139,000	114,900	142,900
February	115,000	109,900	129,900
March	129,900	119,450	128,000
April	119,900	126,950	129,900
May	127,900	133,450	136,900
June	124,900	114,900	145,000
July	112,250	116,250	
August	124,700	128,000	
September	109,200	110,000	
October	120,450	121,000	
November	85,000	99,500	
December	96,900	114,950	

CONTRACTS WRITTEN ANALYSIS

**ENTIRE MLS SYSTEM
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		98	82	19.5%	523	526	-0.6%
Volume (1,000s)		15,564	10,803	44.1%	79,367	75,023	5.8%
Average	Sale Price	158,819	131,748	20.5%	151,753	142,630	6.4%
	Days on Market	46	45	1.8%	47	54	-14.1%
	Percent of Original	97.6%	94.7%	3.1%	96.1%	94.8%	1.3%
Median	Sale Price	133,750	108,250	23.6%	134,000	119,900	11.8%
	Days on Market	22	17	30.3%	15	25	-40.0%
	Percent of Original	100.0%	96.9%	3.2%	98.6%	97.4%	1.3%

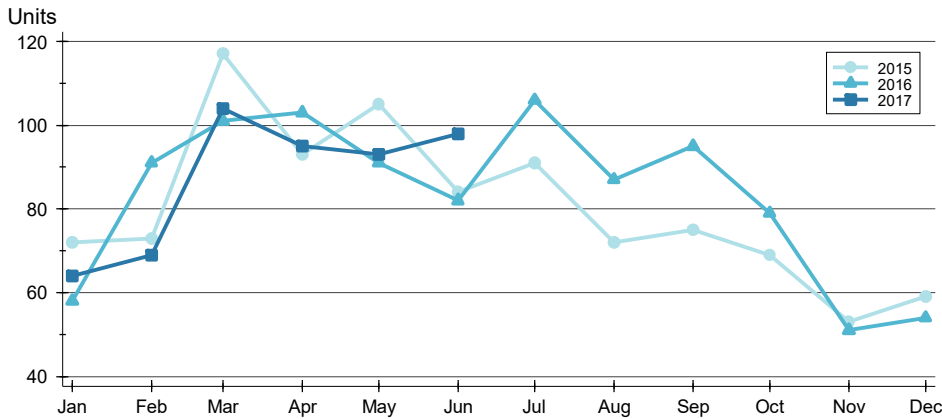
A total of 98 contracts for sale were written in the Salina area during the month of June, up from 82 in 2016. The median list price of these homes was \$133,750, up from \$108,250 the prior year.

Half of the homes that went under contract in June were on the market less than 22 days, compared to 17 days in June 2016.

CONTRACTS WRITTEN ANALYSIS

BY MONTH >>

**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 7/9/2017**



Month	2015	2016	2017
January	72	58	64
February	73	91	69
March	117	101	104
April	93	103	95
May	105	91	93
June	84	82	98
July	91	106	87
August	72	87	75
September	75	95	69
October	69	79	53
November	53	51	59
December	59	54	54

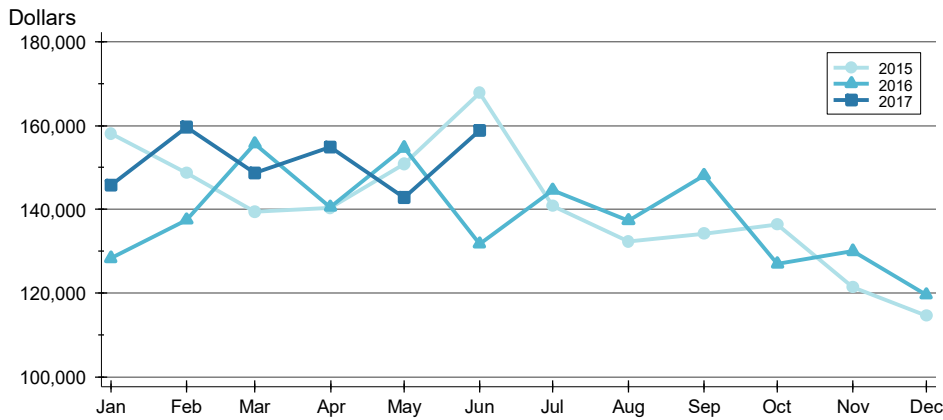
BY PRICE RANGE >>

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	4	4.1%	177	44,125	43,750	38	38	92.9%	94.7%
\$50,000-\$99,999	30	30.6%	2,346	78,207	77,500	46	26	98.1%	100.0%
\$100,000-\$124,999	10	10.2%	1,162	116,230	115,000	45	13	98.8%	100.0%
\$125,000-\$149,999	11	11.2%	1,517	137,882	137,500	19	5	98.8%	100.0%
\$150,000-\$174,999	12	12.2%	1,933	161,117	158,900	69	23	97.1%	99.4%
\$175,000-\$199,999	7	7.1%	1,332	190,257	189,900	58	29	98.7%	100.0%
\$200,000-\$249,999	7	7.1%	1,526	217,957	215,000	21	7	98.5%	100.0%
\$250,000-\$299,999	7	7.1%	1,884	269,129	270,000	35	13	95.9%	100.0%
\$300,000-\$399,999	7	7.1%	2,349	335,543	340,000	34	4	98.9%	100.0%
\$400,000-\$499,999	3	3.1%	1,339	446,333	435,000	156	59	89.4%	89.7%
\$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	98	100.0%	15,564	158,819	133,750	46	22	97.6%	100.0%

CONTRACTS WRITTEN ANALYSIS

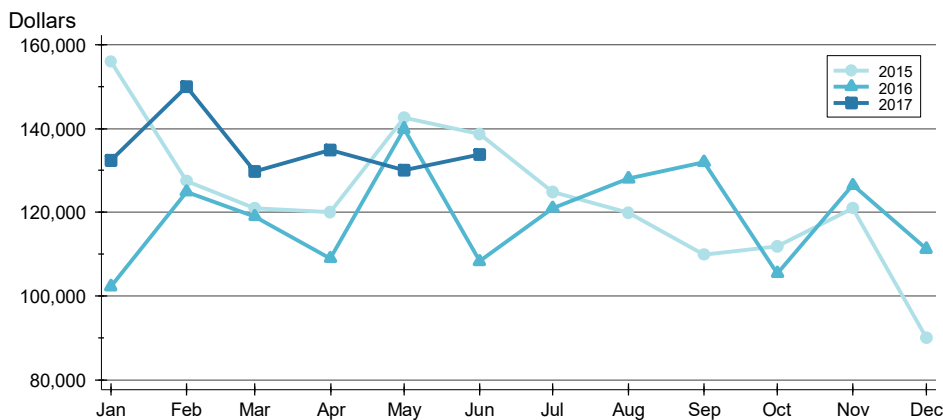
**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 7/9/2017**

AVERAGE PRICE



Month	2015	2016	2017
January	158,101	128,282	145,733
February	148,621	137,476	159,582
March	139,424	155,631	148,631
April	140,388	140,545	154,926
May	150,783	154,664	142,892
June	167,851	131,748	158,819
July	140,774	144,565	
August	132,331	137,268	
September	134,241	148,078	
October	136,310	126,934	
November	121,322	129,950	
December	114,568	119,585	

MEDIAN PRICE

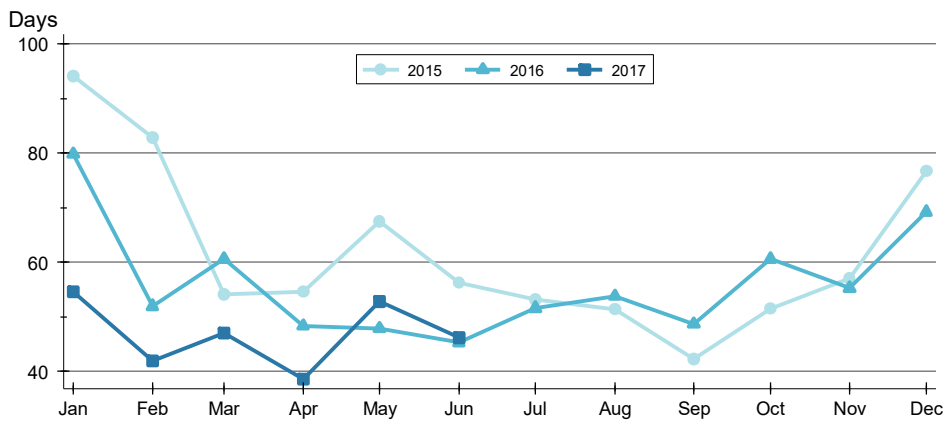


Month	2015	2016	2017
January	156,000	102,250	132,450
February	127,500	124,900	150,000
March	121,000	119,000	129,700
April	120,000	109,000	134,900
May	142,500	139,900	130,000
June	138,750	108,250	133,750
July	124,900	121,000	
August	119,950	128,000	
September	109,900	131,995	
October	111,900	105,400	
November	121,000	126,450	
December	89,900	111,200	

CONTRACTS WRITTEN ANALYSIS

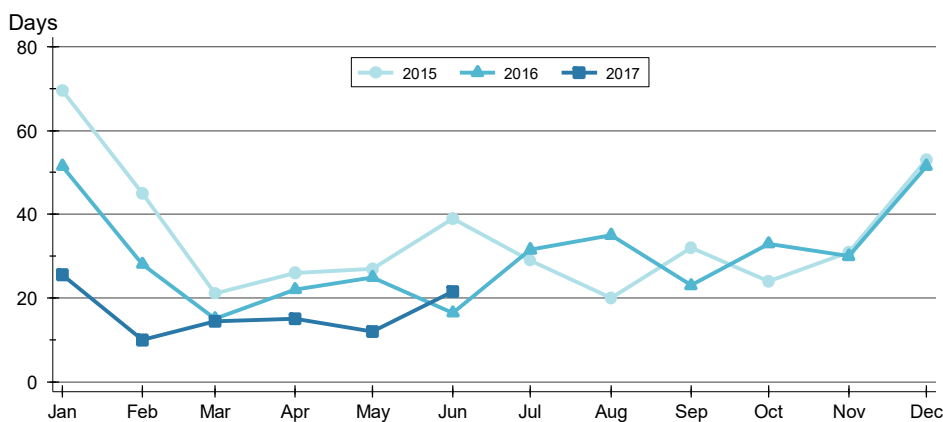
**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 7/9/2017**

AVERAGE DOM



Month	2015	2016	2017
January	94	80	55
February	83	52	42
March	54	61	47
April	55	48	39
May	68	48	53
June	56	45	46
July	53	52	
August	51	54	
September	42	49	
October	51	61	
November	57	55	
December	77	69	

MEDIAN DOM

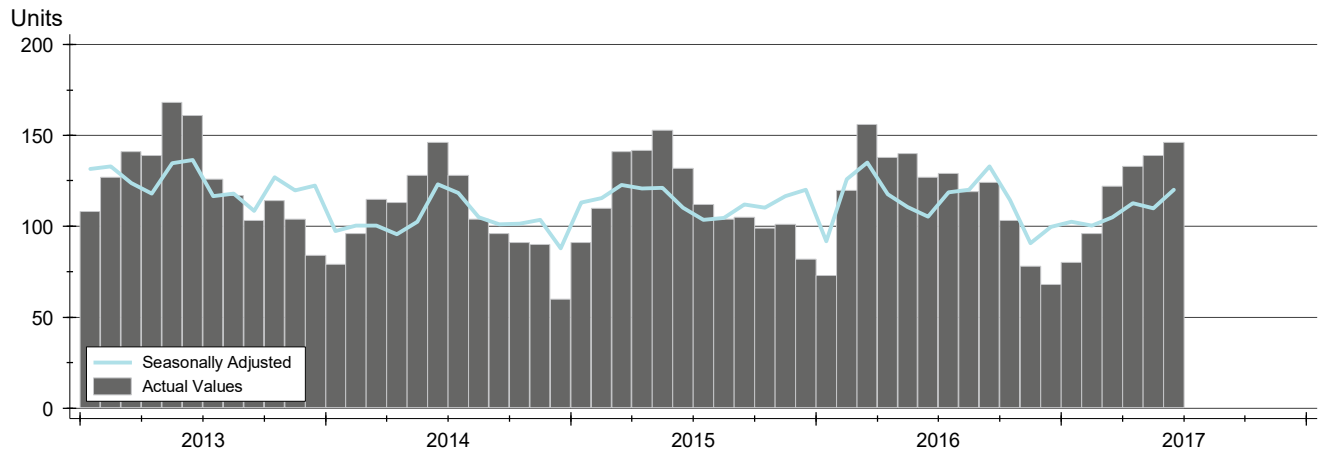


Month	2015	2016	2017
January	70	52	26
February	45	28	10
March	21	15	15
April	26	22	15
May	27	25	12
June	39	17	22
July	29	32	
August	20	35	
September	32	23	
October	24	33	
November	31	30	
December	53	52	

PENDING CONTRACTS ANALYSIS

**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 7/9/2017**

HISTORY >>



SUMMARY >>

Summary Statistics for Active Listings		End of June		
		2017	2016	Change
Active Listings		146	127	15.0%
Volume (1,000s)		22,441	18,821	19.2%
Average	List Price	153,709	148,194	3.7%
	Days on Market	49	48	1.1%
	Percent of Original	98.4%	98.5%	-0.2%
Median	List Price	129,900	139,000	-6.5%
	Days on Market	14	20	-32.5%
	Percent of Original	100.0%	100.0%	0.0%

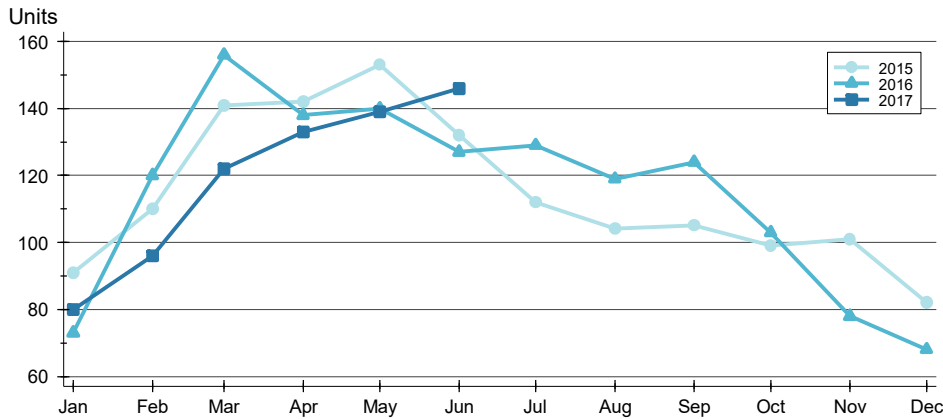
A total of 146 listings in the Salina area had contracts pending at the end of June, up from 127 contracts pending at the end of June 2016.

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 >>

**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 7/9/2017**



Month	2015	2016	2017
January	91	73	80
February	110	120	96
March	141	156	122
April	142	138	133
May	153	140	139
June	132	127	146
July	112	129	
August	104	119	
September	105	124	
October	99	103	
November	101	78	
December	82	68	

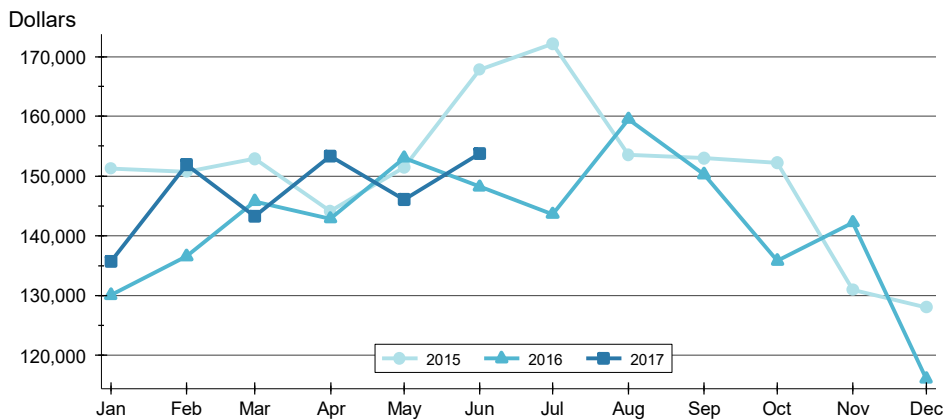
BY PRICE RANGE >>

Price Range	Contracts Written			List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median
Below \$25,000	1	0.7%	18	18,000	18,000	83	83	90.0%	90.0%
\$25,000-\$49,999	6	4.1%	214	35,583	36,000	90	36	97.6%	100.0%
\$50,000-\$99,999	42	28.8%	3,220	76,667	75,700	49	20	98.0%	100.0%
\$100,000-\$124,999	19	13.0%	2,205	116,063	115,000	34	11	99.1%	100.0%
\$125,000-\$149,999	20	13.7%	2,713	135,665	132,500	20	8	98.9%	100.0%
\$150,000-\$174,999	14	9.6%	2,256	161,168	159,925	83	33	97.5%	100.0%
\$175,000-\$199,999	9	6.2%	1,674	185,989	185,000	46	22	98.3%	100.0%
\$200,000-\$249,999	14	9.6%	3,043	217,321	215,450	15	7	99.5%	100.0%
\$250,000-\$299,999	10	6.8%	2,731	273,100	277,500	32	10	97.8%	100.0%
\$300,000-\$399,999	7	4.8%	2,434	347,671	339,000	60	12	102.2%	100.0%
\$400,000-\$499,999	3	2.1%	1,339	446,333	435,000	156	59	92.0%	90.6%
\$500,000-\$749,999	1	0.7%	595	595,000	595,000	436	436	94.6%	94.6%
\$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	146	100.0%	22,441	153,709	129,900	49	14	98.4%	100.0%

PENDING CONTRACTS ANALYSIS

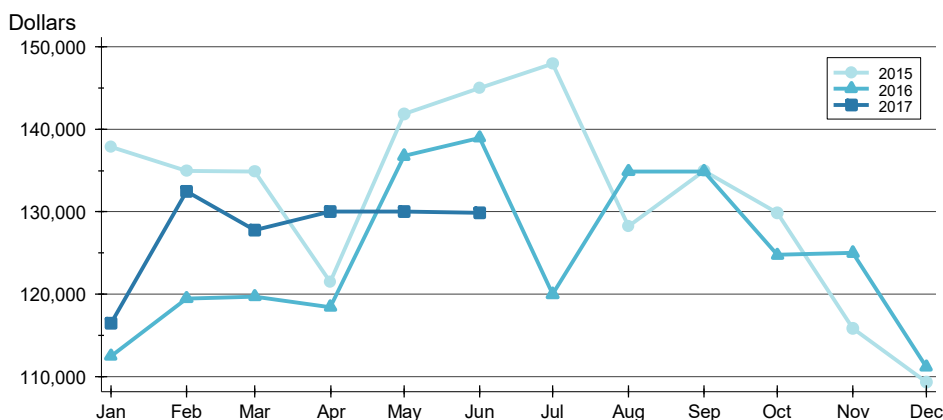
**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 7/9/2017**

AVERAGE PRICE »



Month	2015	2016	2017
January	151,274	130,051	135,727
February	150,684	136,544	151,942
March	152,933	145,771	143,245
April	144,127	142,855	153,342
May	151,477	153,042	146,116
June	167,751	148,194	153,709
July	172,113	143,603	
August	153,589	159,509	
September	153,020	150,287	
October	152,198	135,775	
November	130,995	142,240	
December	128,028	116,105	

MEDIAN PRICE »

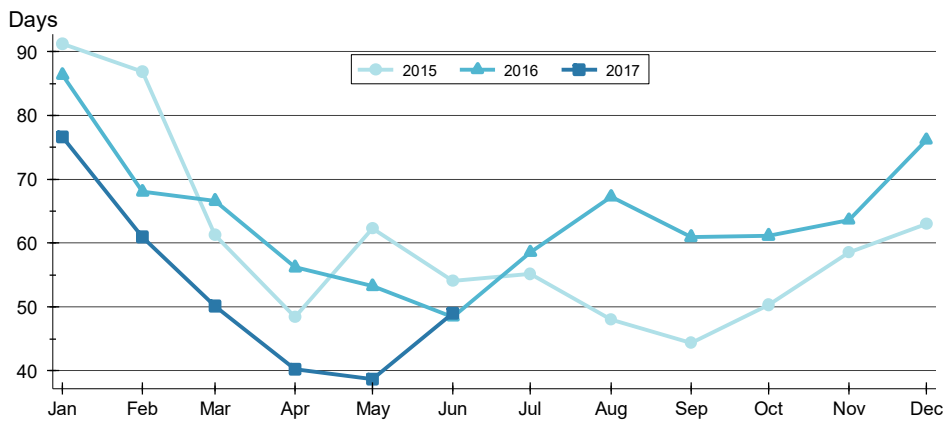


Month	2015	2016	2017
January	137,900	112,500	116,450
February	134,950	119,500	132,450
March	134,900	119,700	127,750
April	121,500	118,450	130,000
May	141,900	136,750	130,000
June	145,000	139,000	129,900
July	147,950	120,000	
August	128,200	134,900	
September	135,000	134,900	
October	129,900	124,750	
November	115,900	125,000	
December	109,400	111,200	

PENDING CONTRACTS ANALYSIS

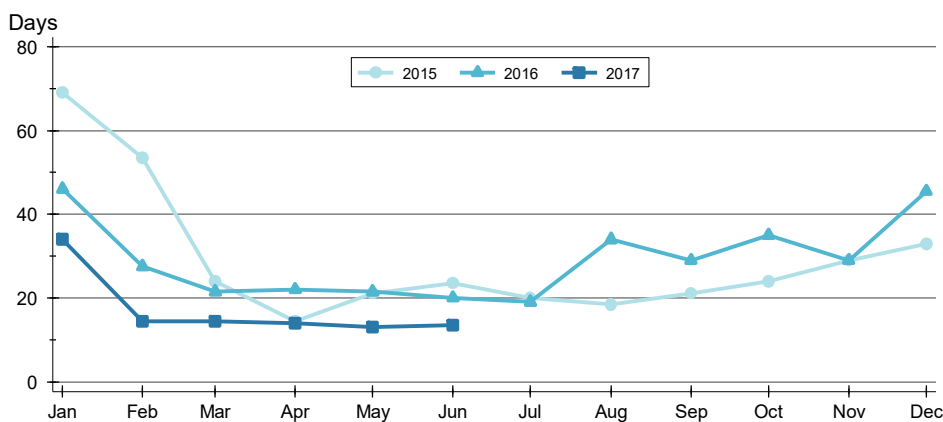
**ENTIRE MLS SYSTEM
ALL HOMES (NEW & EXISTING)
AS OF 7/9/2017**

AVERAGE DOM >>



Month	2015	2016	2017
January	91	86	77
February	87	68	61
March	61	67	50
April	48	56	40
May	62	53	39
June	54	48	49
July	55	59	
August	48	67	
September	44	61	
October	50	61	
November	59	64	
December	63	76	

MEDIAN DOM >>



Month	2015	2016	2017
January	69	46	34
February	54	28	15
March	24	22	15
April	15	22	14
May	21	22	13
June	24	20	14
July	20	19	
August	19	34	
September	21	29	
October	24	35	
November	29	29	
December	33	46	