



# Salina Housing Report



## Market Overview

### Salina Home Sales Rose in December

Total home sales in Salina rose by 2.4% last month to 43 units, compared to 42 units in December 2022. Total sales volume was \$8.1 million, up 4.2% from a year earlier.

The median sale price in December was \$160,000, down from \$160,950 a year earlier. Homes that sold in December were typically on the market for 14 days and sold for 98.8% of their list prices.

### Salina Active Listings Up at End of December

The total number of active listings in Salina at the end of December was 85 units, up from 71 at the same point in 2022. This represents a 1.5 months' supply of homes available for sale. The median list price of homes on the market at the end of December was \$185,000.

During December, a total of 33 contracts were written down from 34 in December 2022. At the end of the month, there were 104 contracts still pending.

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## Salina Summary Statistics

December MLS Statistics Three-year History		Current Month			Year-to-Date		
		2023	2022	2021	2023	2022	2021
<b>Home Sales</b> Change from prior year		<b>43</b> 2.4%	<b>42</b> -48.8%	<b>82</b> 30.2%	<b>674</b> -17.1%	<b>813</b> -7.5%	<b>879</b> 9.1%
<b>Active Listings</b> Change from prior year		<b>85</b> 19.7%	<b>71</b> 6.0%	<b>67</b> 36.7%	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
<b>Months' Supply</b> Change from prior year		<b>1.5</b> 50.0%	<b>1.0</b> 11.1%	<b>0.9</b> 28.6%	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
<b>New Listings</b> Change from prior year		<b>41</b> 51.9%	<b>27</b> -50.9%	<b>55</b> 37.5%	<b>761</b> -11.5%	<b>860</b> -18.9%	<b>1,061</b> 23.9%
<b>Contracts Written</b> Change from prior year		<b>33</b> -2.9%	<b>34</b> -39.3%	<b>56</b> 16.7%	<b>678</b> -13.9%	<b>787</b> -13.7%	<b>912</b> 10.5%
<b>Pending Contracts</b> Change from prior year		<b>104</b> 13.0%	<b>92</b> -20.7%	<b>116</b> 81.3%	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
<b>Sales Volume (1,000s)</b> Change from prior year		<b>8,085</b> 4.2%	<b>7,757</b> -49.6%	<b>15,397</b> 48.5%	<b>132,456</b> -9.2%	<b>145,913</b> -1.2%	<b>147,678</b> 10.5%
<b>Average</b>	<b>Sale Price</b> Change from prior year	<b>188,033</b> 1.8%	<b>184,694</b> -1.6%	<b>187,769</b> 14.1%	<b>196,522</b> 9.5%	<b>179,475</b> 6.8%	<b>168,007</b> 1.3%
	<b>List Price of Actives</b> Change from prior year	<b>227,405</b> 5.2%	<b>216,211</b> 31.6%	<b>164,263</b> -4.9%	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
	<b>Days on Market</b> Change from prior year	<b>27</b> -12.9%	<b>31</b> -45.6%	<b>57</b> -5.0%	<b>24</b> -48.9%	<b>47</b> -23.0%	<b>61</b> -20.8%
	<b>Percent of List</b> Change from prior year	<b>98.2%</b> 0.5%	<b>97.7%</b> -4.5%	<b>102.3%</b> 3.9%	<b>98.5%</b> -1.2%	<b>99.7%</b> -0.4%	<b>100.1%</b> 2.1%
	<b>Percent of Original</b> Change from prior year	<b>95.2%</b> -1.2%	<b>96.4%</b> -4.9%	<b>101.4%</b> 4.1%	<b>97.0%</b> -1.4%	<b>98.4%</b> -0.8%	<b>99.2%</b> 2.7%
<b>Median</b>	<b>Sale Price</b> Change from prior year	<b>160,000</b> -0.6%	<b>160,950</b> -3.6%	<b>167,000</b> 11.3%	<b>175,000</b> 16.7%	<b>150,000</b> 7.1%	<b>140,000</b> -6.6%
	<b>List Price of Actives</b> Change from prior year	<b>185,000</b> 12.1%	<b>165,000</b> 50.1%	<b>109,900</b> 2.7%	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
	<b>Days on Market</b> Change from prior year	<b>14</b> 55.6%	<b>9</b> -78.6%	<b>42</b> -16.0%	<b>6</b> -83.8%	<b>37</b> -24.5%	<b>49</b> -5.8%
	<b>Percent of List</b> Change from prior year	<b>98.8%</b> 0.6%	<b>98.2%</b> -1.8%	<b>100.0%</b> 0.0%	<b>100.0%</b> 0.0%	<b>100.0%</b> 0.0%	<b>100.0%</b> 0.0%
	<b>Percent of Original</b> Change from prior year	<b>96.4%</b> -1.0%	<b>97.4%</b> -2.6%	<b>100.0%</b> 0.0%	<b>100.0%</b> 0.0%	<b>100.0%</b> 0.0%	<b>100.0%</b> 0.0%

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



## Salina Closed Listings Analysis

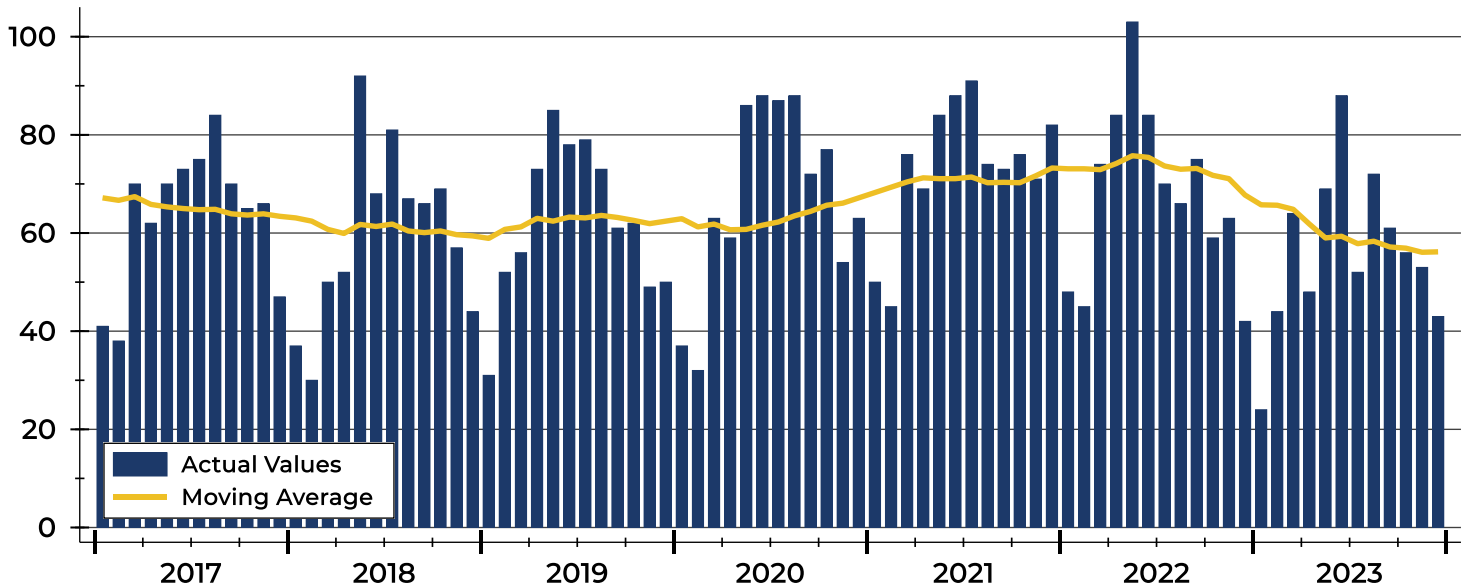
Summary Statistics for Closed Listings		December			Year-to-Date		
		2023	2022	Change	2023	2022	Change
Closed Listings		<b>43</b>	42	2.4%	<b>674</b>	813	-17.1%
Volume (1,000s)		<b>8,085</b>	7,757	4.2%	<b>132,456</b>	145,913	-9.2%
Months' Supply		<b>1.5</b>	1.0	50.0%	<b>N/A</b>	N/A	N/A
Average	Sale Price	<b>188,033</b>	184,694	1.8%	<b>196,522</b>	179,475	9.5%
	Days on Market	<b>27</b>	31	-12.9%	<b>24</b>	47	-48.9%
	Percent of List	<b>98.2%</b>	97.7%	0.5%	<b>98.5%</b>	99.7%	-1.2%
	Percent of Original	<b>95.2%</b>	96.4%	-1.2%	<b>97.0%</b>	98.4%	-1.4%
Median	Sale Price	<b>160,000</b>	160,950	-0.6%	<b>175,000</b>	150,000	16.7%
	Days on Market	<b>14</b>	9	55.6%	<b>6</b>	37	-83.8%
	Percent of List	<b>98.8%</b>	98.2%	0.6%	<b>100.0%</b>	100.0%	0.0%
	Percent of Original	<b>96.4%</b>	97.4%	-1.0%	<b>100.0%</b>	100.0%	0.0%

A total of 43 homes sold in Salina in December, up from 42 units in December 2022. Total sales volume rose to \$8.1 million compared to \$7.8 million in the previous year.

The median sales price in December was \$160,000, down 0.6% compared to the prior year. Median days on market was 14 days, up from 8 days in November, and up from 9 in December 2022.

## History of Closed Listings

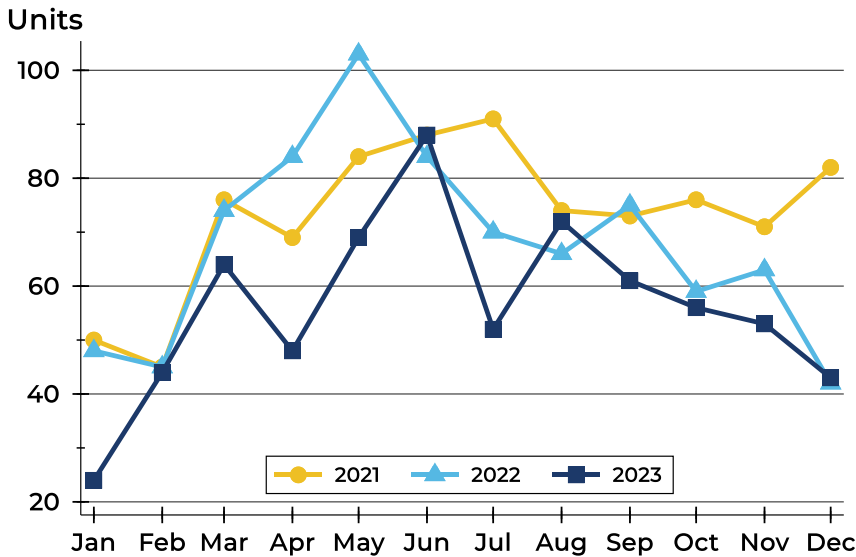
Units





## Salina Closed Listings Analysis

### Closed Listings by Month



Month	2021	2022	2023
January	50	48	<b>24</b>
February	45	45	<b>44</b>
March	76	74	<b>64</b>
April	69	84	<b>48</b>
May	84	103	<b>69</b>
June	88	84	<b>88</b>
July	91	70	<b>52</b>
August	74	66	<b>72</b>
September	73	75	<b>61</b>
October	76	59	<b>56</b>
November	71	63	<b>53</b>
December	82	42	<b>43</b>

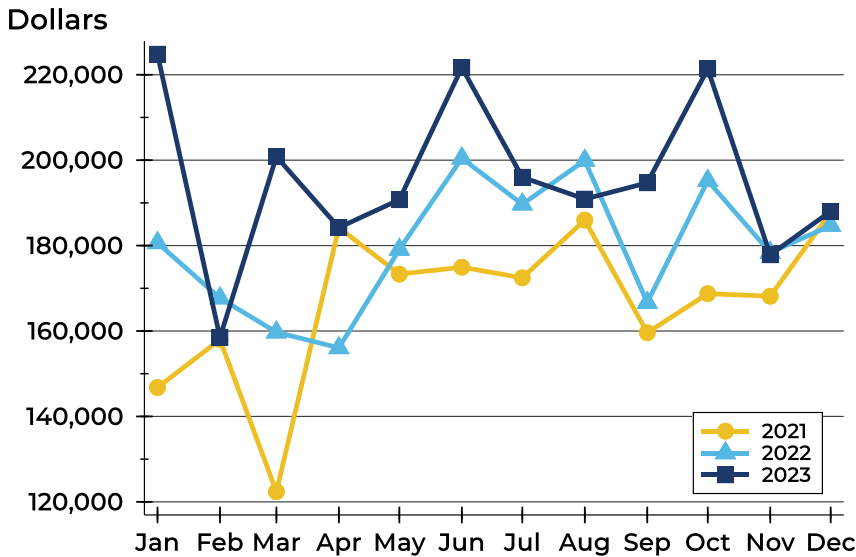
### Closed Listings by Price Range

Price Range	Sales		Months' Supply	Sale Price		Days on Market		Price as % of List		Price as % of Orig.	
	Number	Percent		Average	Median	Avg.	Med.	Avg.	Med.	Avg.	Med.
Below \$25,000	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$25,000-\$49,999	2	4.7%	0.0	37,750	37,750	2	2	109.2%	109.2%	109.2%	109.2%
\$50,000-\$99,999	6	14.0%	2.1	71,833	76,000	19	13	97.7%	97.4%	96.3%	96.0%
\$100,000-\$124,999	5	11.6%	1.0	110,000	110,000	39	29	93.9%	93.2%	88.8%	88.0%
\$125,000-\$149,999	4	9.3%	0.7	129,875	127,250	23	5	101.8%	102.7%	100.1%	102.7%
\$150,000-\$174,999	6	14.0%	1.9	155,750	157,250	29	19	97.1%	100.0%	94.9%	99.4%
\$175,000-\$199,999	5	11.6%	1.6	183,800	180,000	31	27	99.5%	100.0%	93.4%	97.3%
\$200,000-\$249,999	6	14.0%	0.5	216,917	216,250	28	24	96.3%	95.5%	93.2%	92.6%
\$250,000-\$299,999	2	4.7%	1.9	275,500	275,500	22	22	94.8%	94.8%	92.9%	92.9%
\$300,000-\$399,999	4	9.3%	3.6	331,725	333,450	57	10	99.0%	99.2%	93.7%	94.5%
\$400,000-\$499,999	2	4.7%	2.6	413,250	413,250	2	2	99.6%	99.6%	99.6%	99.6%
\$500,000-\$749,999	1	2.3%	0.9	650,000	650,000	2	2	96.3%	96.3%	96.3%	96.3%
\$750,000-\$999,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A



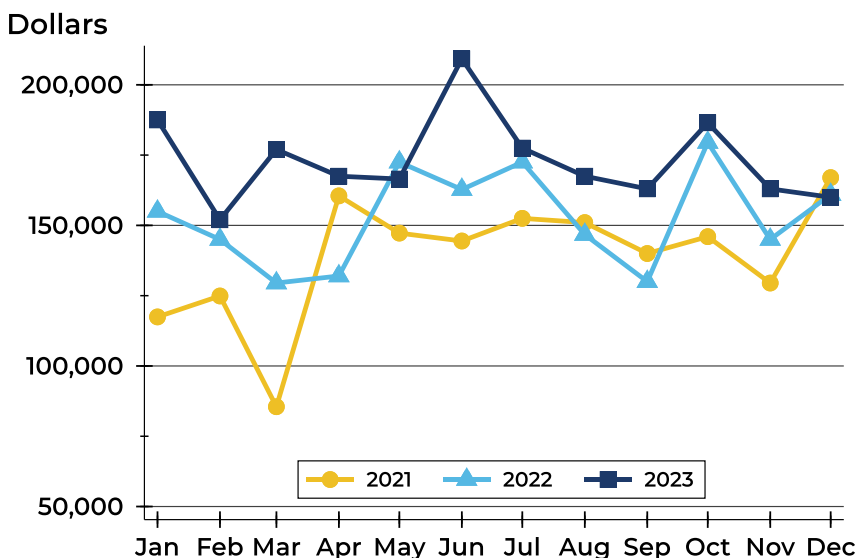
## Salina Closed Listings Analysis

### Average Price



Month	2021	2022	2023
January	146,775	180,644	<b>224,821</b>
February	157,996	167,695	<b>158,491</b>
March	122,379	159,726	<b>200,832</b>
April	184,188	156,055	<b>184,218</b>
May	173,325	179,102	<b>190,747</b>
June	174,936	200,444	<b>221,689</b>
July	172,449	189,689	<b>196,019</b>
August	185,969	199,916	<b>190,895</b>
September	159,604	166,654	<b>194,699</b>
October	168,752	195,190	<b>221,348</b>
November	168,140	178,375	<b>177,836</b>
December	187,769	184,694	<b>188,033</b>

### Median Price

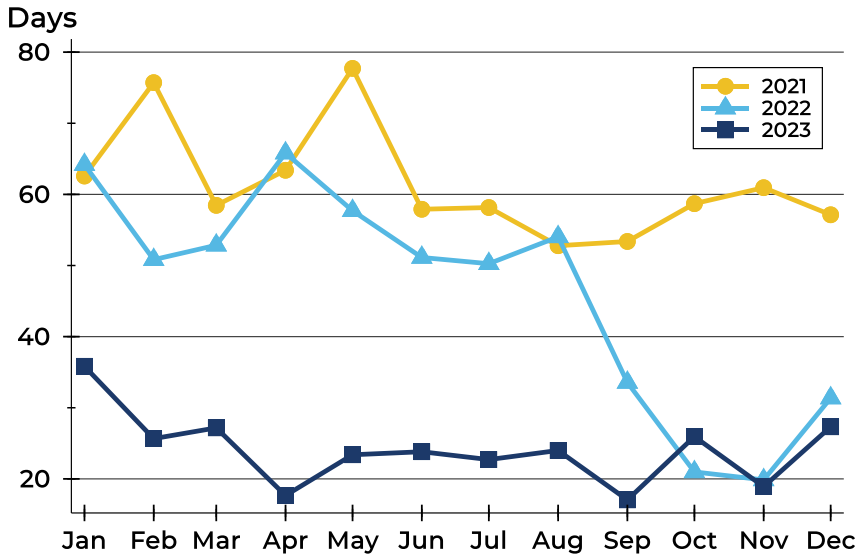


Month	2021	2022	2023
January	117,450	155,000	<b>187,500</b>
February	124,900	145,000	<b>152,000</b>
March	85,510	129,500	<b>177,000</b>
April	160,500	132,000	<b>167,500</b>
May	147,250	172,500	<b>166,500</b>
June	144,450	162,750	<b>209,250</b>
July	152,500	172,500	<b>177,500</b>
August	151,000	146,750	<b>167,500</b>
September	140,000	130,000	<b>163,000</b>
October	146,000	179,500	<b>186,500</b>
November	129,500	145,000	<b>163,000</b>
December	167,000	160,950	<b>160,000</b>



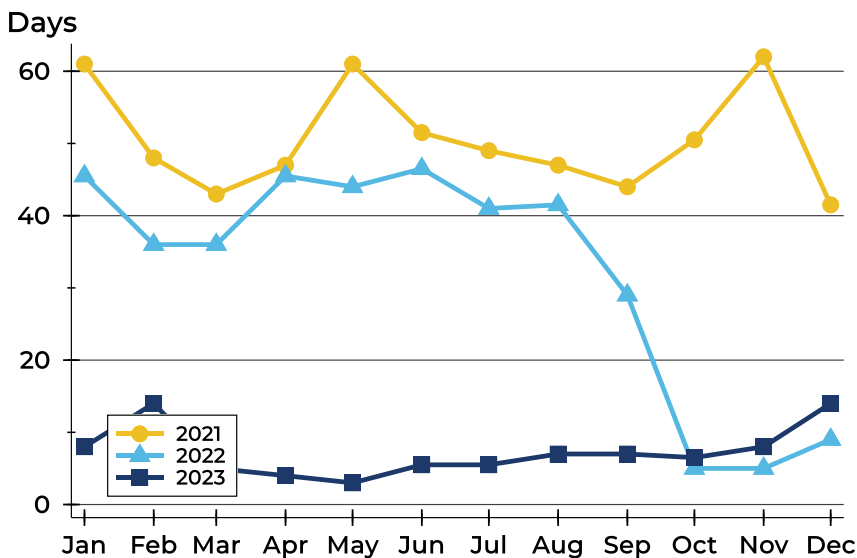
## Salina Closed Listings Analysis

### Average DOM



Month	2021	2022	2023
January	63	64	36
February	76	51	26
March	58	53	27
April	63	66	18
May	78	58	23
June	58	51	24
July	58	50	23
August	53	54	24
September	53	34	17
October	59	21	26
November	61	20	19
December	57	31	27

### Median DOM



Month	2021	2022	2023
January	61	46	8
February	48	36	14
March	43	36	5
April	47	46	4
May	61	44	3
June	52	47	6
July	49	41	6
August	47	42	7
September	44	29	7
October	51	5	7
November	62	5	8
December	42	9	14



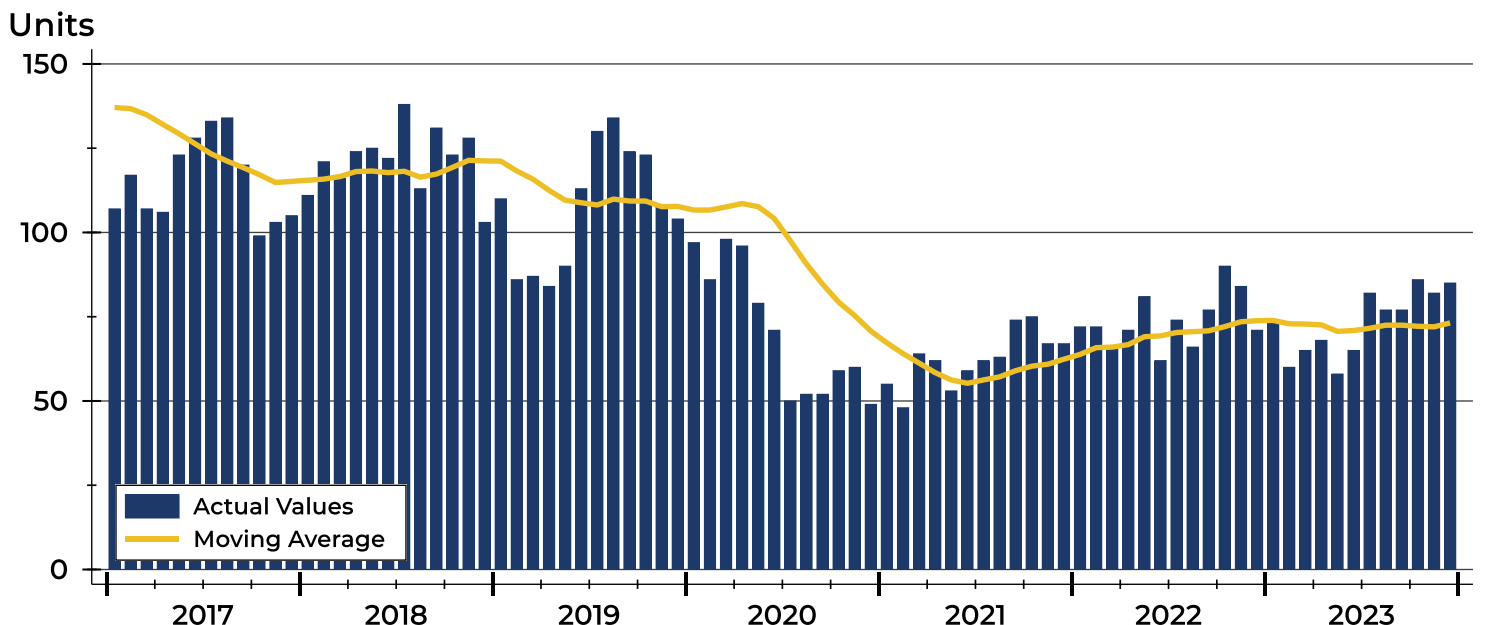
## Salina Active Listings Analysis

Summary Statistics for Active Listings		2023	2022	Change
Active Listings		<b>85</b>	71	19.7%
Volume (1,000s)		<b>19,329</b>	15,351	25.9%
Months' Supply		<b>1.5</b>	1.0	50.0%
Average	List Price	<b>227,405</b>	216,211	5.2%
	Days on Market	<b>64</b>	59	8.5%
	Percent of Original	<b>99.8%</b>	97.9%	1.9%
Median	List Price	<b>185,000</b>	165,000	12.1%
	Days on Market	<b>33</b>	34	-2.9%
	Percent of Original	<b>100.0%</b>	100.0%	0.0%

A total of 85 homes were available for sale in Salina at the end of December. This represents a 1.5 months' supply of active listings.

The median list price of homes on the market at the end of December was \$185,000, up 12.1% from 2022. The typical time on market for active listings was 33 days, down from 34 days a year earlier.

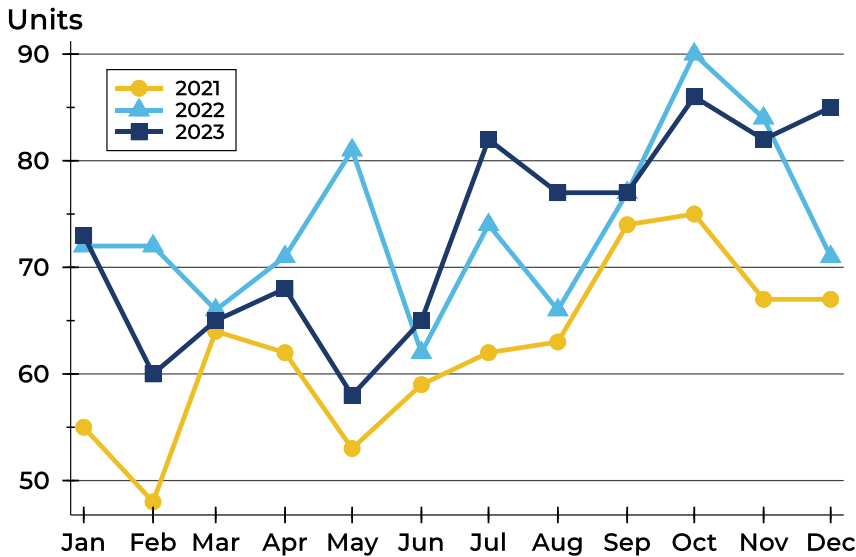
## History of Active Listings





## Salina Active Listings Analysis

### Active Listings by Month



Month	2021	2022	2023
<b>January</b>	55	72	<b>73</b>
<b>February</b>	48	72	<b>60</b>
<b>March</b>	64	66	<b>65</b>
<b>April</b>	62	71	<b>68</b>
<b>May</b>	53	81	<b>58</b>
<b>June</b>	59	62	<b>65</b>
<b>July</b>	62	74	<b>82</b>
<b>August</b>	63	66	<b>77</b>
<b>September</b>	74	77	<b>77</b>
<b>October</b>	75	90	<b>86</b>
<b>November</b>	67	84	<b>82</b>
<b>December</b>	67	71	<b>85</b>

### Active Listings by Price Range

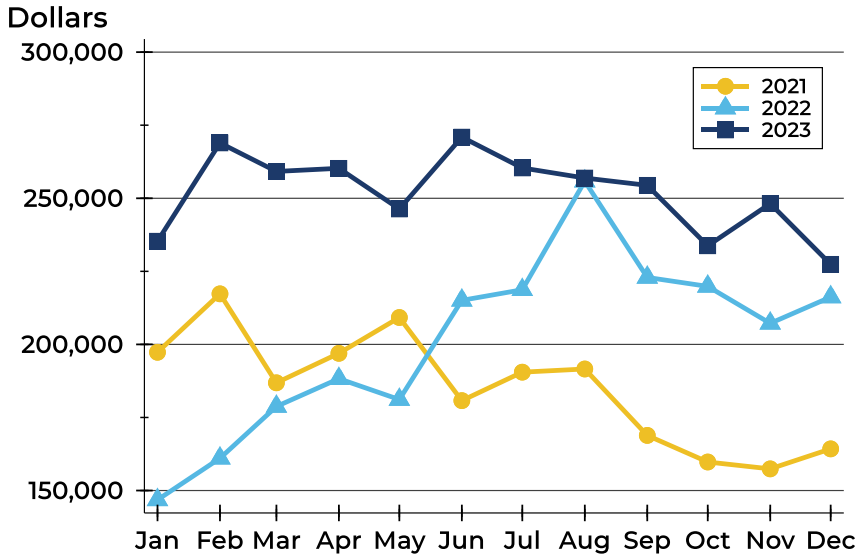
Price Range	Active Listings		Months' Supply	List Price		Days on Market		Price as % of Orig.	
	Number	Percent		Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$25,000-\$49,999	0	0.0%	0.0	N/A	N/A	N/A	N/A	N/A	N/A
\$50,000-\$99,999	16	18.8%	2.1	71,088	72,200	32	22	107.2%	100.0%
\$100,000-\$124,999	6	7.1%	1.0	110,467	109,900	44	18	99.1%	100.0%
\$125,000-\$149,999	5	5.9%	0.7	139,860	135,000	43	19	99.3%	100.0%
\$150,000-\$174,999	10	11.8%	1.9	160,740	161,750	81	22	96.9%	100.0%
\$175,000-\$199,999	9	10.6%	1.6	183,222	179,000	73	88	98.6%	100.0%
\$200,000-\$249,999	4	4.7%	0.5	231,006	235,000	54	56	95.7%	95.4%
\$250,000-\$299,999	11	12.9%	1.9	279,445	279,000	56	43	97.4%	100.0%
\$300,000-\$399,999	16	18.8%	3.6	354,419	352,500	94	87	98.1%	100.0%
\$400,000-\$499,999	6	7.1%	2.6	434,333	429,000	72	60	99.8%	100.0%
\$500,000-\$749,999	1	1.2%	0.9	509,900	509,900	19	19	100.0%	100.0%
\$750,000-\$999,999	1	1.2%	N/A	789,000	789,000	180	180	100.0%	100.0%
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A





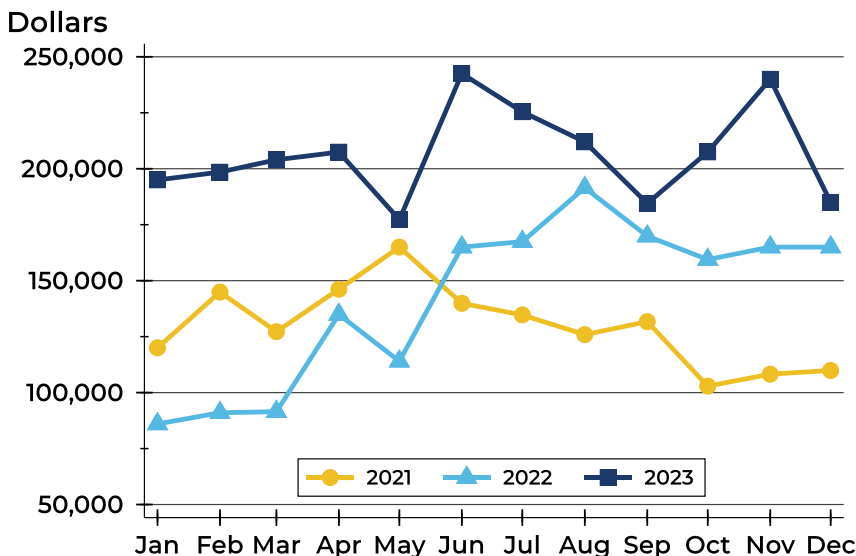
# Salina Active Listings Analysis

## Average Price



Month	2021	2022	2023
January	197,313	146,807	<b>235,315</b>
February	217,309	161,048	<b>268,938</b>
March	186,858	178,765	<b>259,189</b>
April	196,958	188,275	<b>260,251</b>
May	209,206	181,132	<b>246,347</b>
June	180,764	215,081	<b>270,929</b>
July	190,506	218,705	<b>260,373</b>
August	191,589	255,835	<b>256,927</b>
September	168,865	222,921	<b>254,436</b>
October	159,772	219,856	<b>233,744</b>
November	157,417	207,215	<b>248,183</b>
December	164,263	216,211	<b>227,405</b>

## Median Price

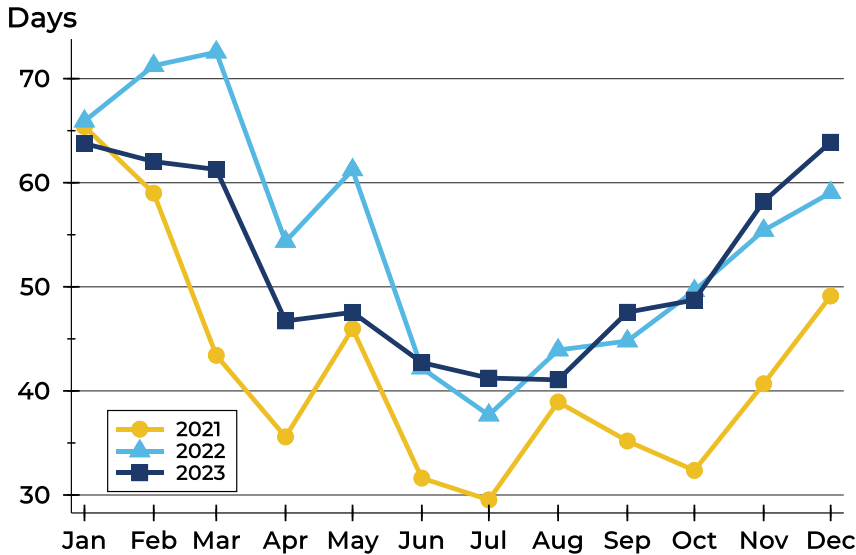


Month	2021	2022	2023
January	120,000	86,000	<b>195,000</b>
February	144,900	91,000	<b>198,500</b>
March	127,200	91,500	<b>204,000</b>
April	146,200	134,900	<b>207,450</b>
May	165,000	114,000	<b>177,250</b>
June	139,900	165,000	<b>242,500</b>
July	134,700	167,450	<b>225,450</b>
August	125,900	191,500	<b>212,000</b>
September	131,700	169,900	<b>184,500</b>
October	102,900	159,450	<b>207,500</b>
November	108,250	165,000	<b>240,000</b>
December	109,900	165,000	<b>185,000</b>



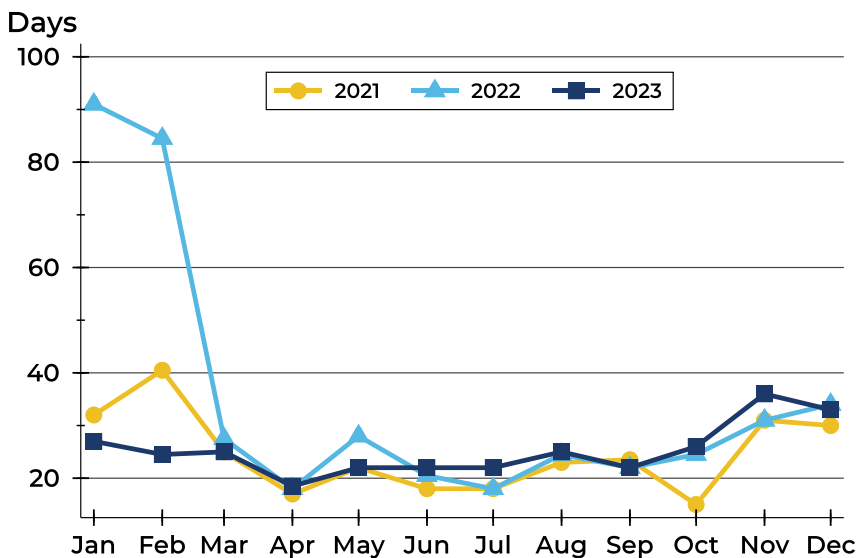
# Salina Active Listings Analysis

## Average DOM



Month	2021	2022	2023
January	65	66	64
February	59	71	62
March	43	73	61
April	36	54	47
May	46	61	48
June	32	42	43
July	30	38	41
August	39	44	41
September	35	45	48
October	32	50	49
November	41	55	58
December	49	59	64

## Median DOM

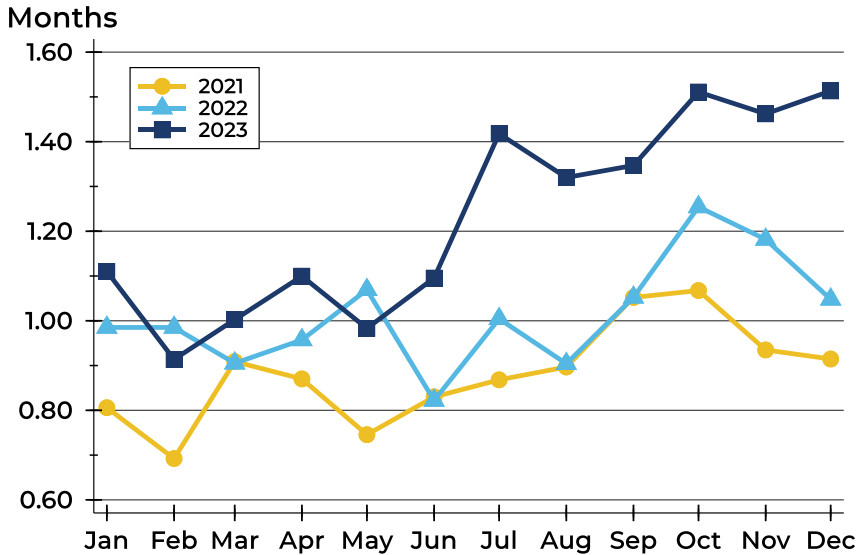


Month	2021	2022	2023
January	32	91	27
February	41	85	25
March	25	28	25
April	17	18	19
May	22	28	22
June	18	21	22
July	18	18	22
August	23	25	25
September	24	22	22
October	15	25	26
November	31	31	36
December	30	34	33



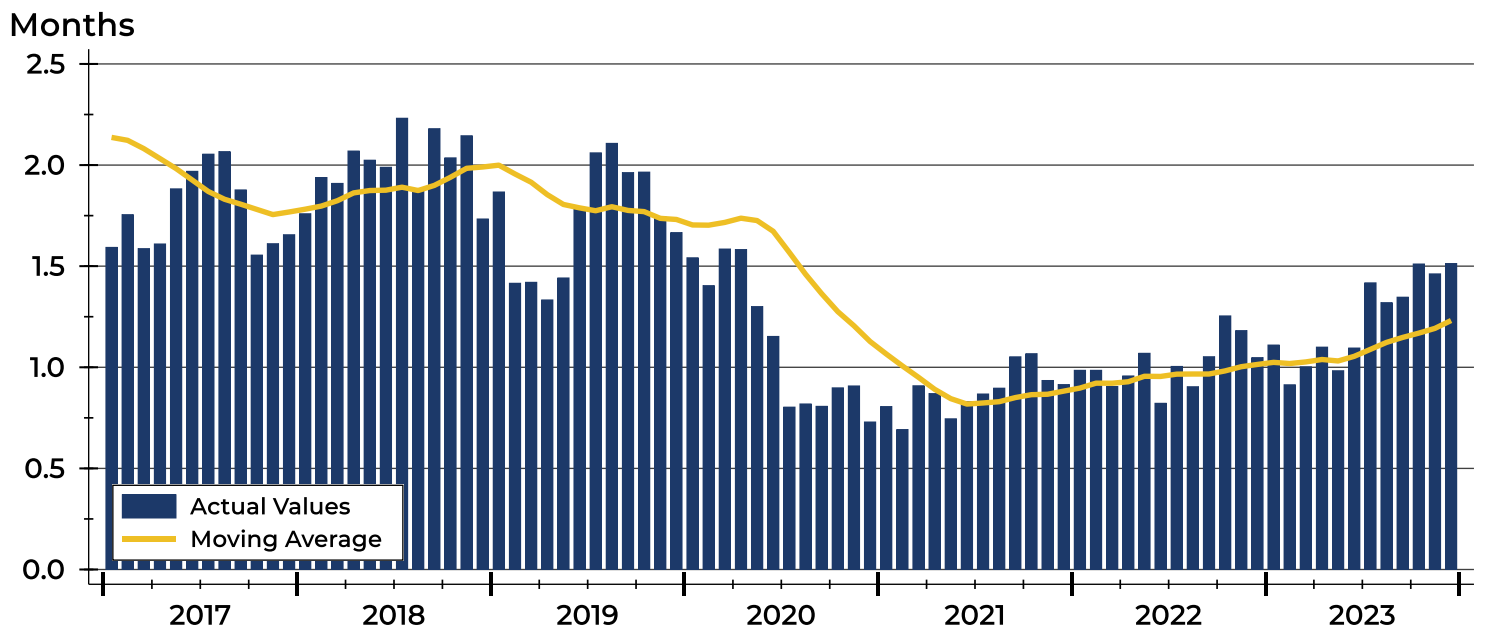
# Salina Months' Supply Analysis

## Months' Supply by Month



Month	2021	2022	2023
January	0.8	1.0	1.1
February	0.7	1.0	0.9
March	0.9	0.9	1.0
April	0.9	1.0	1.1
May	0.7	1.1	1.0
June	0.8	0.8	1.1
July	0.9	1.0	1.4
August	0.9	0.9	1.3
September	1.1	1.1	1.3
October	1.1	1.3	1.5
November	0.9	1.2	1.5
December	0.9	1.0	1.5

## History of Month's Supply





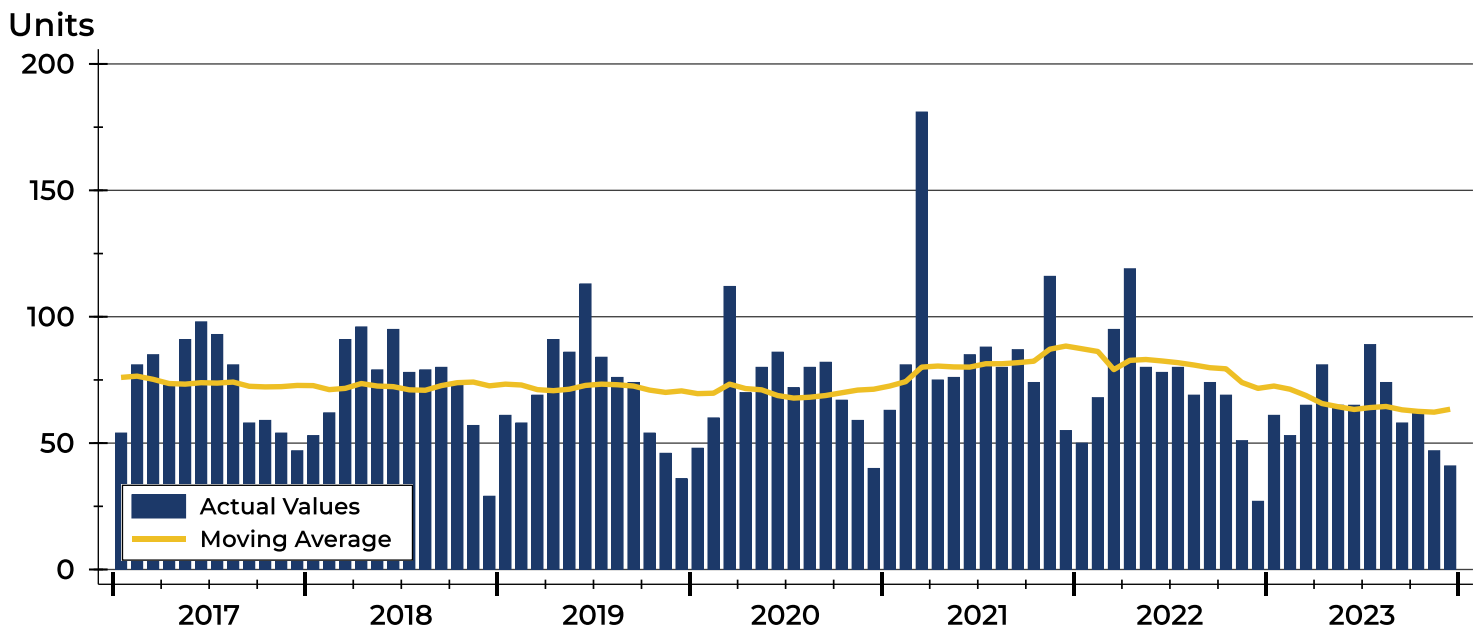
# Salina New Listings Analysis

Summary Statistics for New Listings		2023	December 2022	Change
Current Month	New Listings	41	27	51.9%
	Volume (1,000s)	7,347	4,913	49.5%
	Average List Price	179,205	181,948	-1.5%
	Median List Price	153,000	142,500	7.4%
Year-to-Date	New Listings	761	860	-11.5%
	Volume (1,000s)	153,290	161,413	-5.0%
	Average List Price	201,432	187,689	7.3%
	Median List Price	175,000	155,000	12.9%

A total of 41 new listings were added in Salina during December, up 51.9% from the same month in 2022. Year-to-date Salina has seen 761 new listings.

The median list price of these homes was \$153,000 up from \$142,500 in 2022.

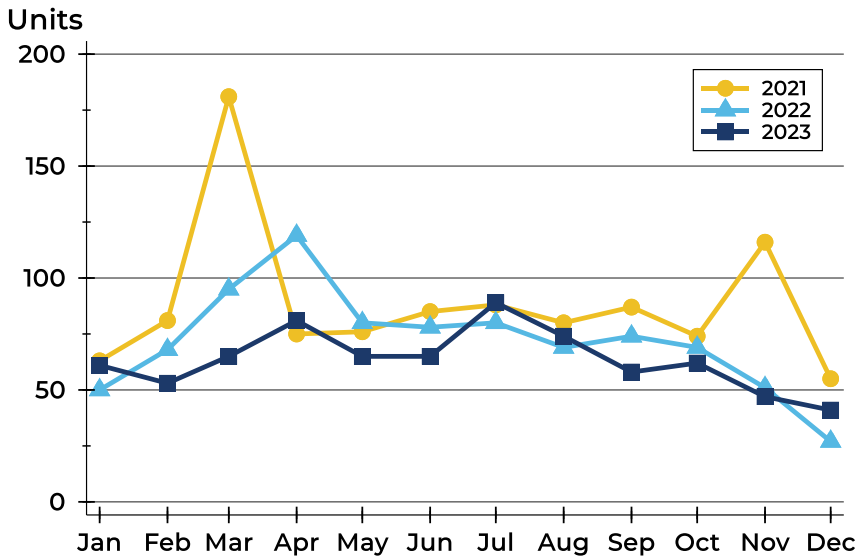
## History of New Listings





## Salina New Listings Analysis

### New Listings by Month



Month	2021	2022	2023
January	63	50	61
February	81	68	53
March	181	95	65
April	75	119	81
May	76	80	65
June	85	78	65
July	88	80	89
August	80	69	74
September	87	74	58
October	74	69	62
November	116	51	47
December	55	27	41

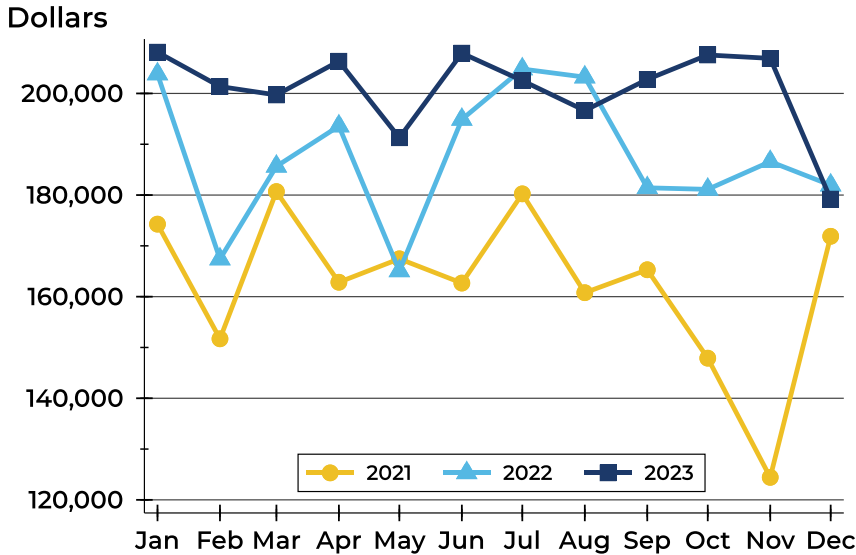
### New Listings by Price Range

Price Range	New Listings		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$25,000-\$49,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$50,000-\$99,999	14	34.1%	68,064	65,000	16	15	108.6%	100.0%
\$100,000-\$124,999	2	4.9%	102,250	102,250	24	24	100.0%	100.0%
\$125,000-\$149,999	3	7.3%	133,333	135,000	9	2	100.0%	100.0%
\$150,000-\$174,999	8	19.5%	161,663	164,700	18	17	98.6%	100.0%
\$175,000-\$199,999	2	4.9%	184,500	184,500	9	9	100.0%	100.0%
\$200,000-\$249,999	2	4.9%	222,450	222,450	3	3	100.0%	100.0%
\$250,000-\$299,999	3	7.3%	276,633	279,900	16	20	100.0%	100.0%
\$300,000-\$399,999	4	9.8%	362,250	362,000	13	10	100.0%	100.0%
\$400,000-\$499,999	2	4.9%	447,000	447,000	11	11	100.0%	100.0%
\$500,000-\$749,999	1	2.4%	509,900	509,900	25	25	100.0%	100.0%
\$750,000-\$999,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



## Salina New Listings Analysis

### Average Price



Month	2021	2022	2023
<b>January</b>	174,279	203,828	<b>208,131</b>
<b>February</b>	151,706	167,401	<b>201,362</b>
<b>March</b>	180,688	185,655	<b>199,709</b>
<b>April</b>	162,837	193,578	<b>206,346</b>
<b>May</b>	167,451	165,067	<b>191,283</b>
<b>June</b>	162,675	194,887	<b>207,935</b>
<b>July</b>	180,243	204,810	<b>202,524</b>
<b>August</b>	160,781	203,215	<b>196,631</b>
<b>September</b>	165,295	181,430	<b>202,762</b>
<b>October</b>	147,895	181,126	<b>207,574</b>
<b>November</b>	124,435	186,585	<b>206,907</b>
<b>December</b>	171,886	181,948	<b>179,205</b>

### Median Price



Month	2021	2022	2023
<b>January</b>	125,000	180,000	<b>189,000</b>
<b>February</b>	119,900	139,700	<b>175,000</b>
<b>March</b>	162,100	158,000	<b>176,000</b>
<b>April</b>	142,500	160,000	<b>175,000</b>
<b>May</b>	138,000	134,750	<b>160,000</b>
<b>June</b>	140,000	173,900	<b>189,000</b>
<b>July</b>	146,500	143,750	<b>176,500</b>
<b>August</b>	132,950	150,000	<b>157,450</b>
<b>September</b>	135,000	150,000	<b>179,250</b>
<b>October</b>	96,750	154,900	<b>179,700</b>
<b>November</b>	89,950	157,000	<b>190,000</b>
<b>December</b>	145,000	142,500	<b>153,000</b>



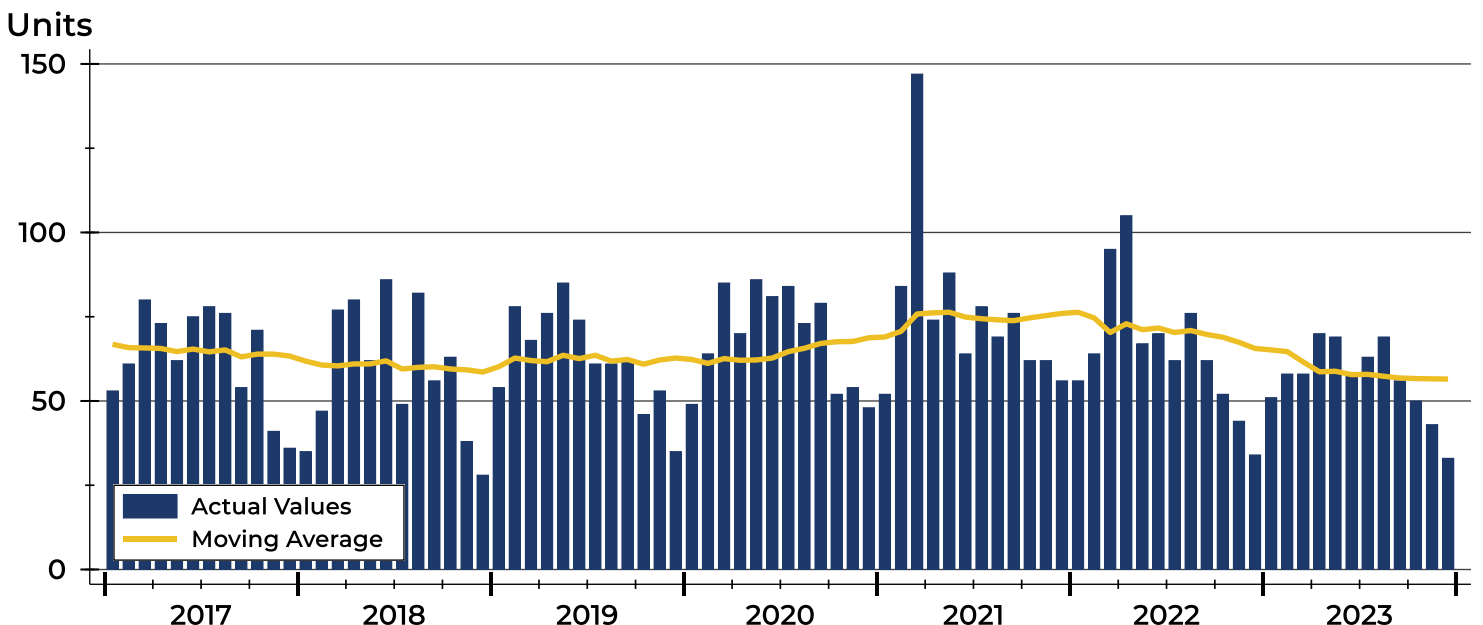
## Salina Contracts Written Analysis

Summary Statistics for Contracts Written		December			Year-to-Date		
		2023	2022	Change	2023	2022	Change
Contracts Written		<b>33</b>	34	-2.9%	<b>678</b>	787	-13.9%
Volume (1,000s)		<b>6,764</b>	6,775	-0.2%	<b>133,093</b>	145,522	-8.5%
Average	Sale Price	<b>204,961</b>	199,263	2.9%	<b>196,302</b>	184,907	6.2%
	Days on Market	<b>28</b>	39	-28.2%	<b>23</b>	44	-47.7%
	Percent of Original	<b>97.6%</b>	95.8%	1.9%	<b>97.0%</b>	98.4%	-1.4%
Median	Sale Price	<b>179,000</b>	185,000	-3.2%	<b>175,000</b>	152,000	15.1%
	Days on Market	<b>13</b>	16	-18.8%	<b>6</b>	36	-83.3%
	Percent of Original	<b>100.0%</b>	98.1%	1.9%	<b>100.0%</b>	100.0%	0.0%

A total of 33 contracts for sale were written in Salina during the month of December, down from 34 in 2022. The median list price of these homes was \$179,000, down from \$185,000 the prior year.

Half of the homes that went under contract in December were on the market less than 13 days, compared to 16 days in December 2022.

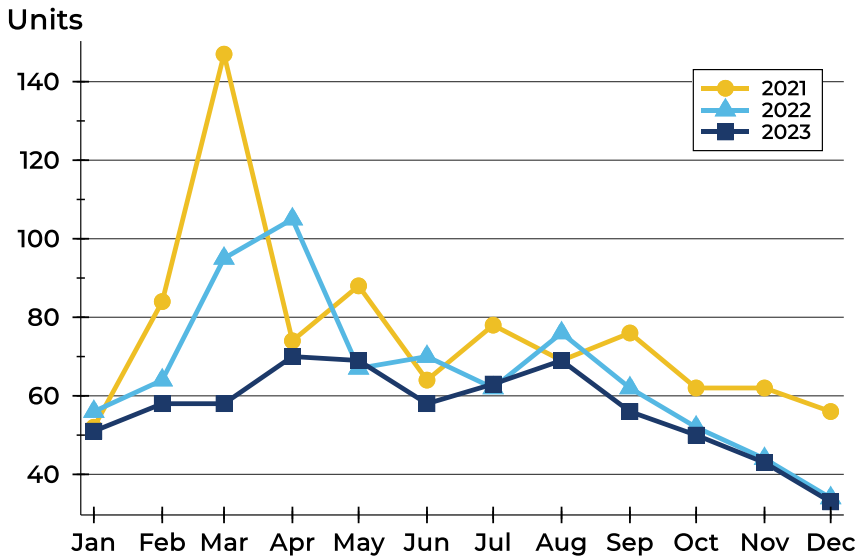
## History of Contracts Written





## Salina Contracts Written Analysis

### Contracts Written by Month



Month	2021	2022	2023
<b>January</b>	52	56	<b>51</b>
<b>February</b>	84	64	<b>58</b>
<b>March</b>	147	95	<b>58</b>
<b>April</b>	74	105	<b>70</b>
<b>May</b>	88	67	<b>69</b>
<b>June</b>	64	70	<b>58</b>
<b>July</b>	78	62	<b>63</b>
<b>August</b>	69	76	<b>69</b>
<b>September</b>	76	62	<b>56</b>
<b>October</b>	62	52	<b>50</b>
<b>November</b>	62	44	<b>43</b>
<b>December</b>	56	34	<b>33</b>

### Contracts Written by Price Range

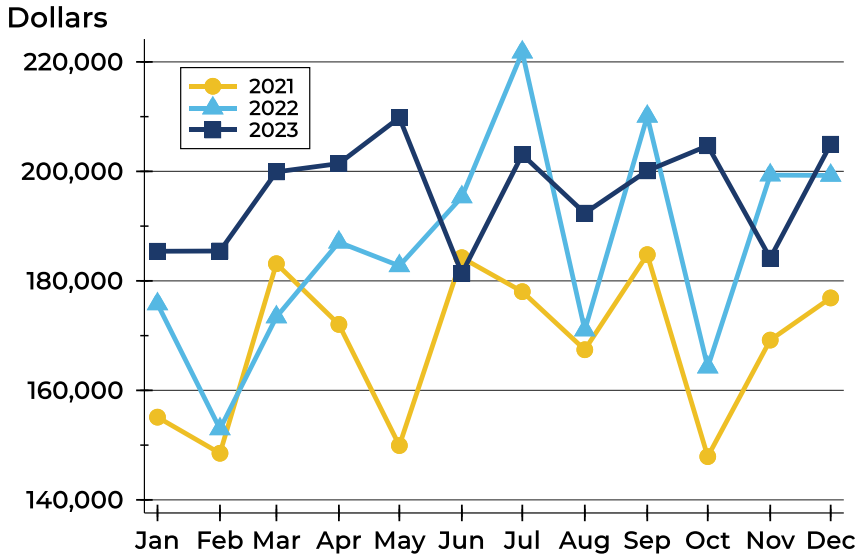
Price Range	Contracts Written		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$25,000-\$49,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$50,000-\$99,999	7	21.2%	69,557	69,900	13	7	101.1%	100.0%
\$100,000-\$124,999	2	6.1%	118,250	118,250	44	44	87.9%	87.9%
\$125,000-\$149,999	3	9.1%	131,667	130,000	28	2	96.4%	100.0%
\$150,000-\$174,999	4	12.1%	165,925	167,400	21	13	97.5%	99.4%
\$175,000-\$199,999	2	6.1%	184,500	184,500	9	9	100.0%	100.0%
\$200,000-\$249,999	7	21.2%	226,400	229,900	49	46	95.4%	96.4%
\$250,000-\$299,999	4	12.1%	272,200	274,500	37	41	96.0%	95.4%
\$300,000-\$399,999	1	3.0%	340,000	340,000	6	6	100.0%	100.0%
\$400,000-\$499,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$500,000-\$749,999	3	9.1%	533,000	530,000	28	34	102.1%	100.0%
\$750,000-\$999,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A





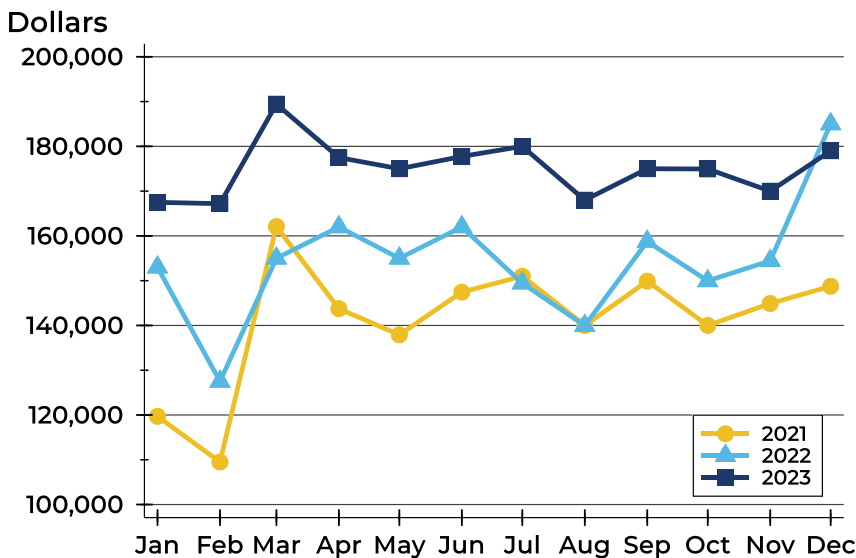
# Salina Contracts Written Analysis

## Average Price



Month	2021	2022	2023
January	155,108	175,789	<b>185,414</b>
February	148,516	152,954	<b>185,459</b>
March	183,141	173,402	<b>199,912</b>
April	172,050	187,059	<b>201,421</b>
May	149,927	182,746	<b>209,813</b>
June	184,231	195,329	<b>181,371</b>
July	178,037	221,781	<b>203,065</b>
August	167,427	171,019	<b>192,365</b>
September	184,792	210,050	<b>200,104</b>
October	147,908	164,246	<b>204,692</b>
November	169,185	199,323	<b>184,158</b>
December	176,893	199,263	<b>204,961</b>

## Median Price

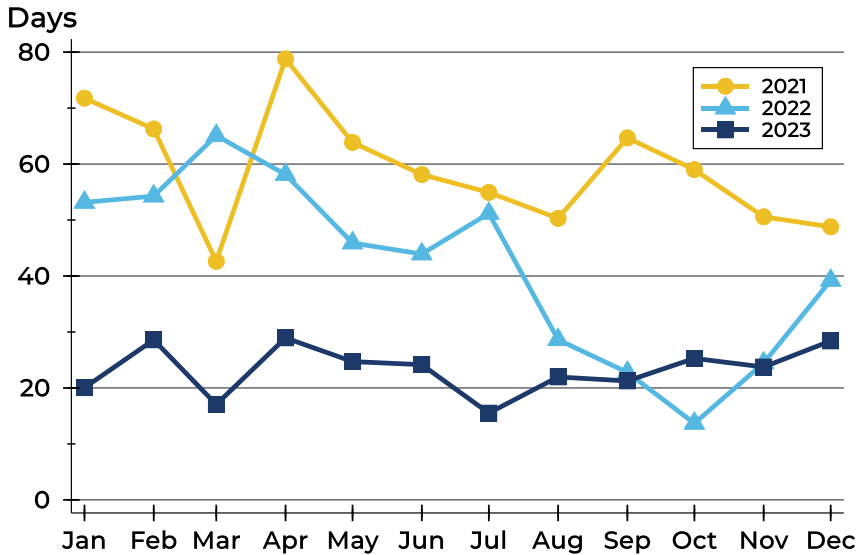


Month	2021	2022	2023
January	119,700	153,000	<b>167,500</b>
February	109,500	127,500	<b>167,200</b>
March	162,100	155,000	<b>189,450</b>
April	143,750	162,000	<b>177,500</b>
May	137,900	155,000	<b>175,000</b>
June	147,450	162,000	<b>177,750</b>
July	151,000	149,450	<b>180,000</b>
August	140,000	139,950	<b>168,000</b>
September	149,900	158,750	<b>175,000</b>
October	140,000	149,950	<b>174,950</b>
November	144,900	154,450	<b>170,000</b>
December	148,750	185,000	<b>179,000</b>



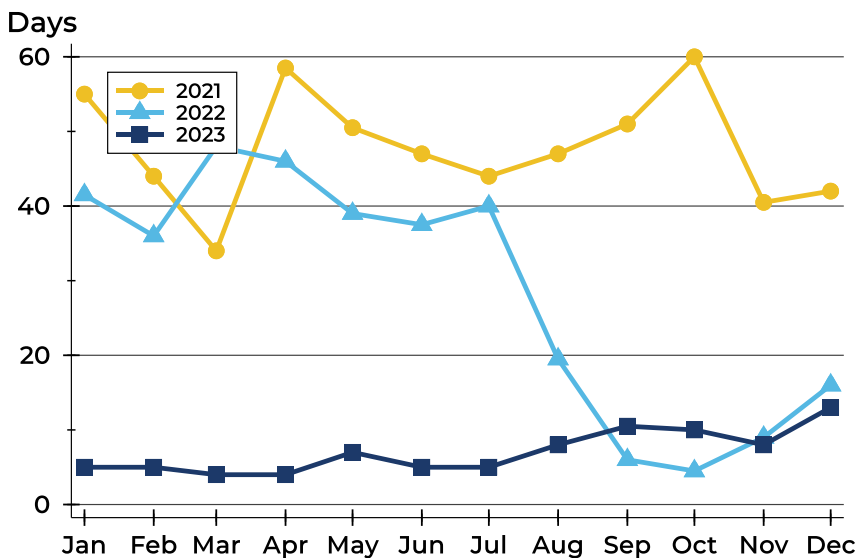
## Salina Contracts Written Analysis

### Average DOM



Month	2021	2022	2023
January	72	53	20
February	66	54	29
March	43	65	17
April	79	58	29
May	64	46	25
June	58	44	24
July	55	51	16
August	50	29	22
September	65	23	21
October	59	14	25
November	51	24	24
December	49	39	28

### Median DOM



Month	2021	2022	2023
January	55	42	5
February	44	36	5
March	34	48	4
April	59	46	4
May	51	39	7
June	47	38	5
July	44	40	5
August	47	20	8
September	51	6	11
October	60	5	10
November	41	9	8
December	42	16	13



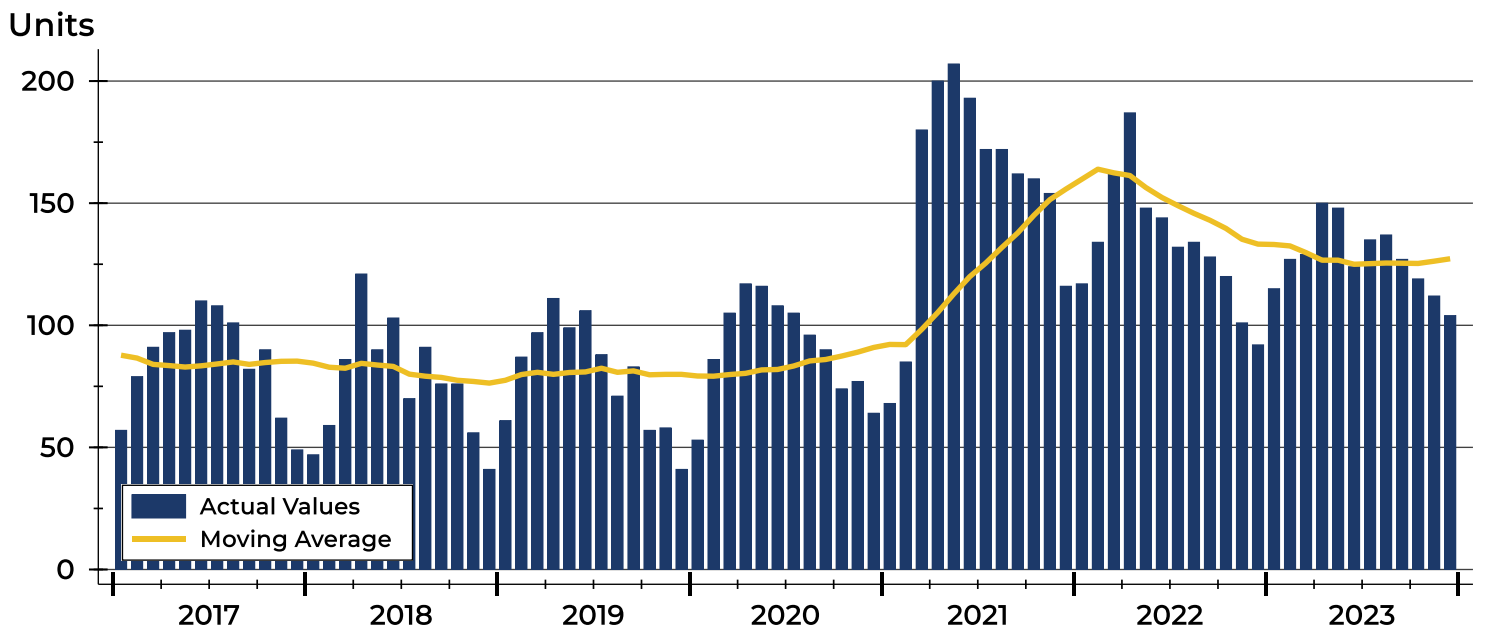
# Salina Pending Contracts Analysis

Summary Statistics for Pending Contracts		End of December		
		2023	2022	Change
Pending Contracts		104	92	13.0%
Volume (1,000s)		21,214	18,044	17.6%
Average	List Price	203,982	196,131	4.0%
	Days on Market	14	16	-12.5%
	Percent of Original	100.5%	100.5%	0.0%
Median	List Price	174,500	172,250	1.3%
	Days on Market	4	4	0.0%
	Percent of Original	100.0%	100.0%	0.0%

A total of 104 listings in Salina had contracts pending at the end of December, up from 92 contracts pending at the end of December 2022.

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

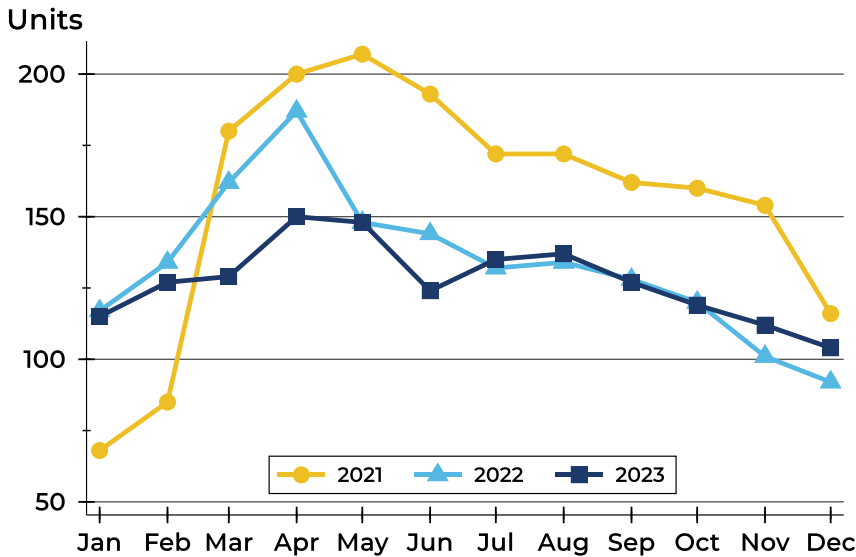
## History of Pending Contracts





## Salina Pending Contracts Analysis

### Pending Contracts by Month



Month	2021	2022	2023
January	68	117	<b>115</b>
February	85	134	<b>127</b>
March	180	162	<b>129</b>
April	200	187	<b>150</b>
May	207	148	<b>148</b>
June	193	144	<b>124</b>
July	172	132	<b>135</b>
August	172	134	<b>137</b>
September	162	128	<b>127</b>
October	160	120	<b>119</b>
November	154	101	<b>112</b>
December	116	92	<b>104</b>

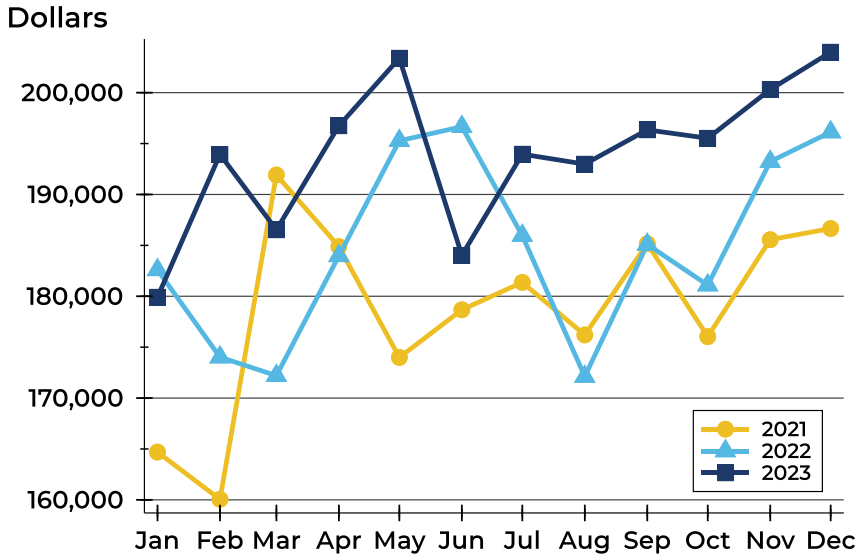
### Pending Contracts by Price Range

Price Range	Pending Contracts		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$25,000	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$25,000-\$49,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$50,000-\$99,999	20	19.2%	77,363	77,750	8	4	100.0%	100.0%
\$100,000-\$124,999	8	7.7%	115,425	119,200	9	4	103.3%	100.0%
\$125,000-\$149,999	12	11.5%	136,433	136,500	9	2	101.4%	100.0%
\$150,000-\$174,999	12	11.5%	163,381	164,950	7	3	102.3%	100.0%
\$175,000-\$199,999	12	11.5%	184,292	185,000	10	6	101.3%	100.0%
\$200,000-\$249,999	10	9.6%	232,160	234,950	37	24	97.5%	100.0%
\$250,000-\$299,999	15	14.4%	271,787	270,000	12	4	100.0%	100.0%
\$300,000-\$399,999	9	8.7%	339,200	339,000	19	6	98.8%	100.0%
\$400,000-\$499,999	1	1.0%	485,000	485,000	16	16	97.0%	97.0%
\$500,000-\$749,999	4	3.8%	527,000	519,500	21	24	101.6%	100.0%
\$750,000-\$999,999	1	1.0%	890,000	890,000	110	110	100.0%	100.0%
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



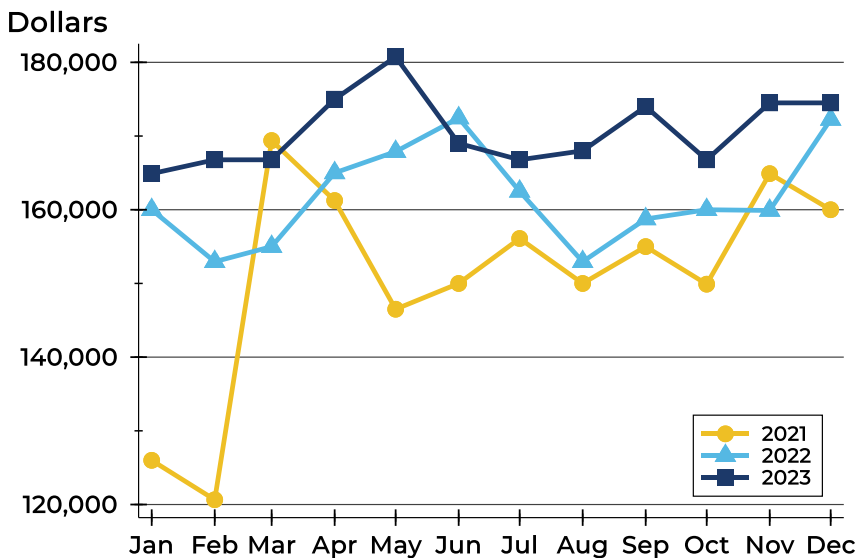
# Salina Pending Contracts Analysis

## Average Price



Month	2021	2022	2023
January	164,698	182,598	<b>179,912</b>
February	160,056	174,020	<b>193,940</b>
March	191,921	172,206	<b>186,530</b>
April	184,885	183,973	<b>196,749</b>
May	173,991	195,282	<b>203,389</b>
June	178,670	196,654	<b>184,028</b>
July	181,367	185,961	<b>193,961</b>
August	176,203	172,120	<b>192,982</b>
September	185,167	185,095	<b>196,349</b>
October	176,037	181,094	<b>195,525</b>
November	185,559	193,231	<b>200,311</b>
December	186,656	196,131	<b>203,982</b>

## Median Price

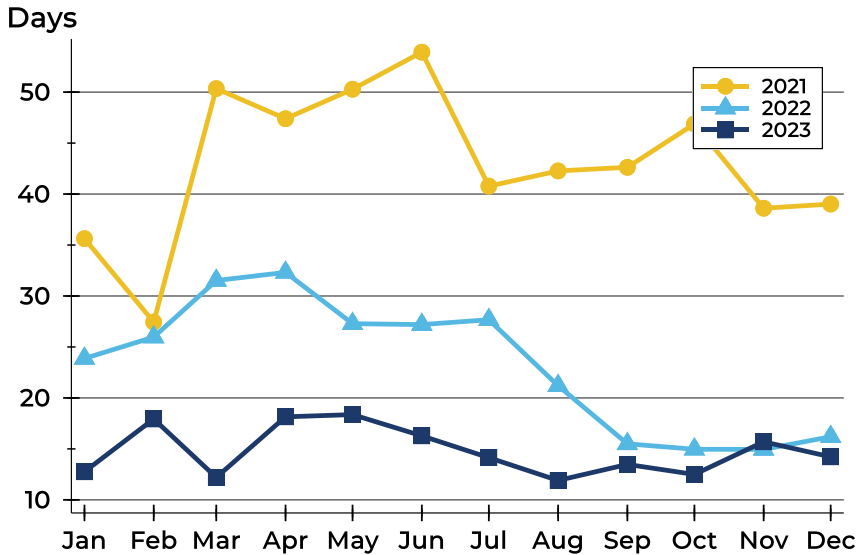


Month	2021	2022	2023
January	126,000	160,000	<b>164,900</b>
February	120,650	152,950	<b>166,777</b>
March	169,389	155,000	<b>166,777</b>
April	161,250	165,000	<b>175,000</b>
May	146,500	167,889	<b>180,751</b>
June	150,000	172,450	<b>169,000</b>
July	156,100	162,500	<b>166,777</b>
August	150,000	152,950	<b>168,000</b>
September	155,000	158,750	<b>174,000</b>
October	149,900	160,000	<b>166,777</b>
November	164,900	159,900	<b>174,500</b>
December	160,000	172,250	<b>174,500</b>



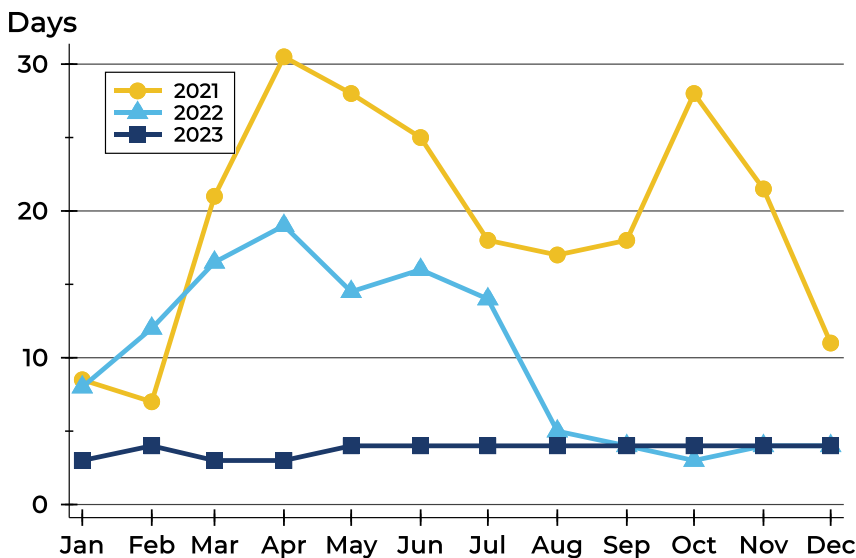
## Salina Pending Contracts Analysis

### Average DOM



Month	2021	2022	2023
January	36	24	13
February	27	26	18
March	50	32	12
April	47	32	18
May	50	27	18
June	54	27	16
July	41	28	14
August	42	21	12
September	43	16	13
October	47	15	12
November	39	15	16
December	39	16	14

### Median DOM



Month	2021	2022	2023
January	9	8	3
February	7	12	4
March	21	17	3
April	31	19	3
May	28	15	4
June	25	16	4
July	18	14	4
August	17	5	4
September	18	4	4
October	28	3	4
November	22	4	4
December	11	4	4