



Salina Housing Report



Market Overview

Salina Home Sales Fell in November

Total home sales in Salina fell last month to 53 units, compared to 63 units in November 2022. Total sales volume was \$9.4 million, down from a year earlier.

The median sale price in November was \$163,000, up from \$145,000 a year earlier. Homes that sold in November were typically on the market for 8 days and sold for 98.4% of their list prices.

Salina Active Listings Down at End of November

The total number of active listings in Salina at the end of November was 82 units, down from 84 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 November was \$240,000.

During November, a total of 42 contracts were written down from 44 in November 2022. At the end of the month, there were 112 contracts still pending.

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Salina Summary Statistics

November MLS Statistics Three-year History		Current Month			Year-to-Date		
		2023	2022	2021	2023	2022	2021
Home Sales		53	63	71	631	771	797
Change from prior year		-15.9%	-11.3%	31.5%	-18.2%	-3.3%	7.3%
Active Listings		82	84	67	N/A	N/A	N/A
Change from prior year		-2.4%	25.4%	11.7%			
Months' Supply		1.5	1.2	0.9	N/A	N/A	N/A
Change from prior year		25.0%	33.3%	0.0%			
New Listings		45	51	116	718	833	1,006
Change from prior year		-11.8%	-56.0%	96.6%	-13.8%	-17.2%	23.3%
Contracts Written		42	44	62	645	753	856
Change from prior year		-4.5%	-29.0%	14.8%	-14.3%	-12.0%	10.2%
Pending Contracts		112	101	154	N/A	N/A	N/A
Change from prior year		10.9%	-34.4%	100.0%			
Sales Volume (1,000s)		9,425	11,238	11,938	124,370	138,156	132,281
Change from prior year		-16.1%	-5.9%	21.2%	-10.0%	4.4%	7.3%
Average	Sale Price	177,836	178,375	168,140	197,100	179,190	165,973
	Change from prior year	-0.3%	6.1%	-7.8%	10.0%	8.0%	0.0%
	List Price of Actives	248,183	207,215	157,417	N/A	N/A	N/A
	Change from prior year	19.8%	31.6%	-7.0%			
	Days on Market	19	20	61	23	48	61
Change from prior year	-5.0%	-67.2%	0.0%	-52.1%	-21.3%	-21.8%	
Percent of List	97.2%	98.9%	97.6%	98.6%	99.8%	99.8%	
Change from prior year	-1.7%	1.3%	-0.4%	-1.2%	0.0%	1.8%	
Percent of Original	95.1%	96.8%	97.1%	97.1%	98.5%	99.0%	
Change from prior year	-1.8%	-0.3%	-0.2%	-1.4%	-0.5%	2.6%	
Median	Sale Price	163,000	145,000	129,500	175,000	150,000	140,000
	Change from prior year	12.4%	12.0%	-23.1%	16.7%	7.1%	-6.6%
	List Price of Actives	240,000	165,000	108,250	N/A	N/A	N/A
	Change from prior year	45.5%	52.4%	-2.0%			
	Days on Market	8	5	62	5	38	49
Change from prior year	60.0%	-91.9%	19.2%	-86.8%	-22.4%	-5.8%	
Percent of List	98.4%	100.0%	98.6%	100.0%	100.0%	100.0%	
Change from prior year	-1.6%	1.4%	-1.4%	0.0%	0.0%	0.0%	
Percent of Original	97.9%	100.0%	97.3%	100.0%	100.0%	100.0%	
Change from prior year	-2.1%	2.8%	-2.7%	0.0%	0.0%	0.0%	

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



Salina Closed Listings Analysis

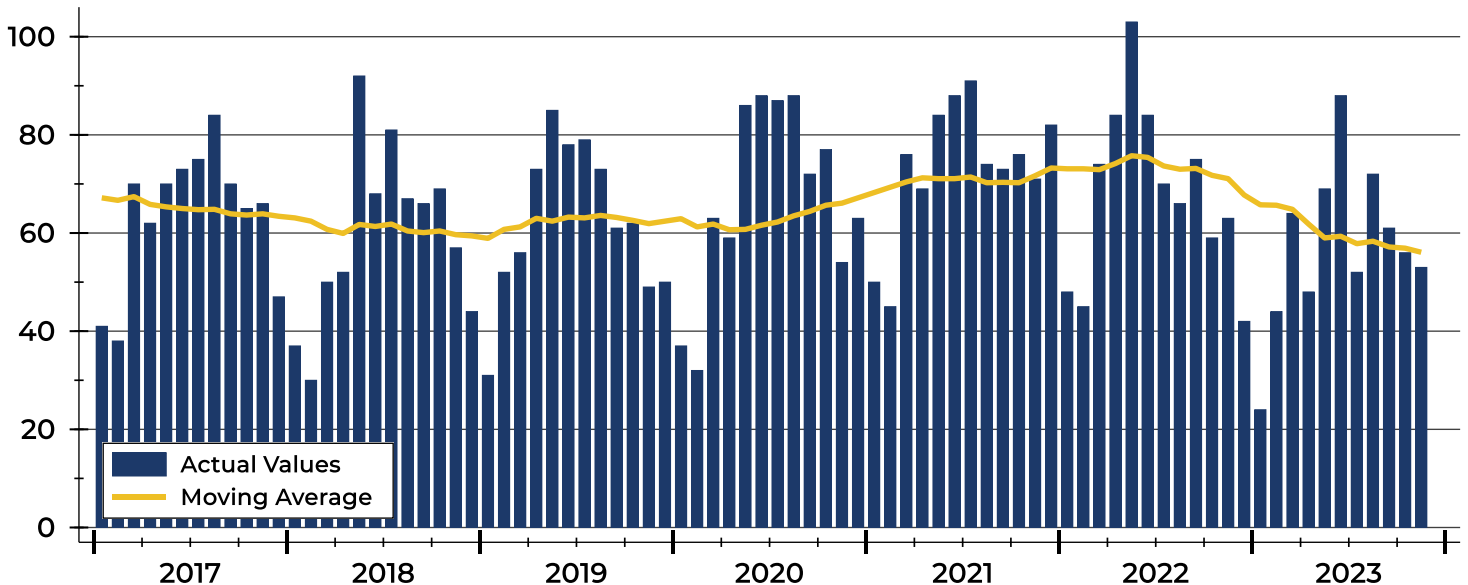
Summary Statistics for Closed Listings		November			Year-to-Date		
		2023	2022	Change	2023	2022	Change
Closed Listings		53	63	-15.9%	631	771	-18.2%
Volume (1,000s)		9,425	11,238	-16.1%	124,370	138,156	-10.0%
Months' Supply		1.5	1.2	25.0%	N/A	N/A	N/A
Average	Sale Price	177,836	178,375	-0.3%	197,100	179,190	10.0%
	Days on Market	19	20	-5.0%	23	48	-52.1%
	Percent of List	97.2%	98.9%	-1.7%	98.6%	99.8%	-1.2%
	Percent of Original	95.1%	96.8%	-1.8%	97.1%	98.5%	-1.4%
Median	Sale Price	163,000	145,000	12.4%	175,000	150,000	16.7%
	Days on Market	8	5	60.0%	5	38	-86.8%
	Percent of List	98.4%	100.0%	-1.6%	100.0%	100.0%	0.0%
	Percent of Original	97.9%	100.0%	-2.1%	100.0%	100.0%	0.0%

A total of 53 homes sold in Salina in November, down from 63 units in November 2022. Total sales volume fell to \$9.4 million compared to \$11.2 million in the previous year.

The median sales price in November was \$163,000, up 12.4% compared to the prior year. Median days on market was 8 days, up from 7 days in October, and up from 5 in November 2022.

History of Closed Listings

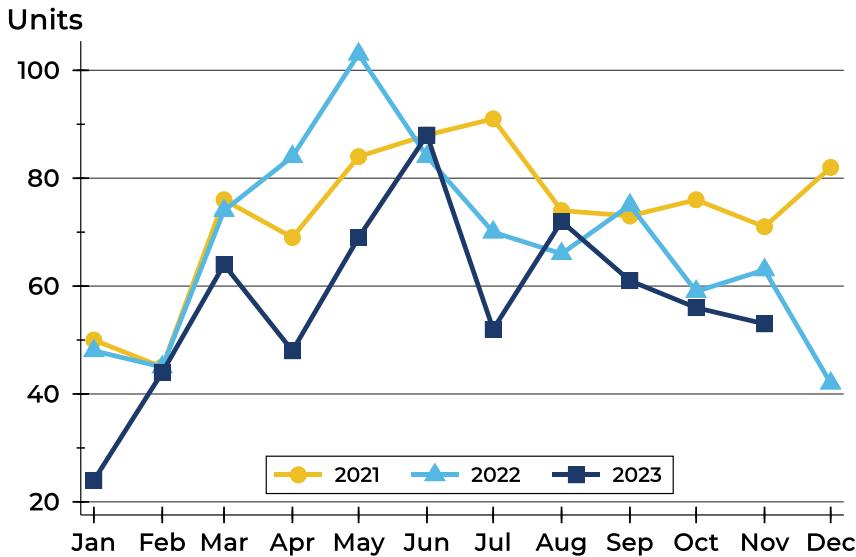
Units





Salina Closed Listings Analysis

Closed Listings by Month



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

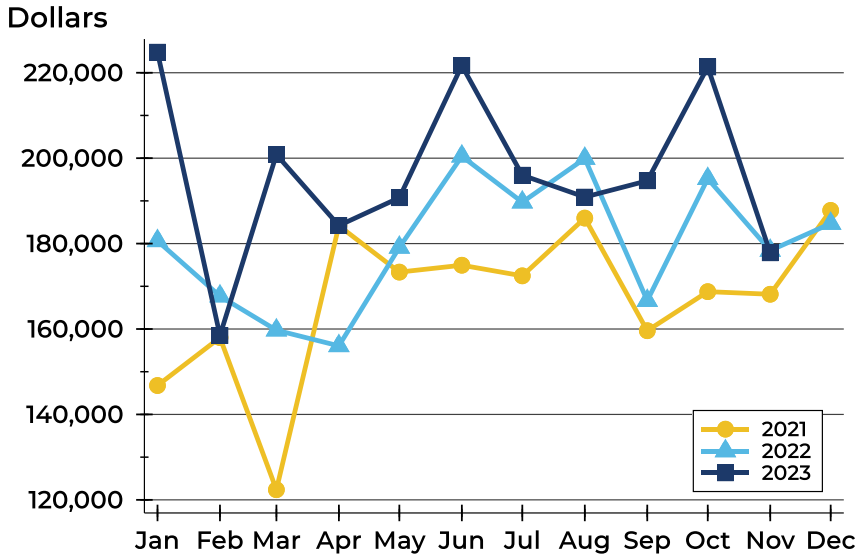
Closed Listings by Price Range

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	4	7.5%	0.0	37,631	38,500	9	6	93.3%	90.4%	87.8%	88.7%
\$50,000-\$99,999	6	11.3%	1.2	72,250	71,500	28	26	91.7%	92.0%	84.7%	90.7%
\$100,000-\$124,999	5	9.4%	1.1	111,450	111,900	37	10	97.4%	100.0%	95.5%	98.4%
\$125,000-\$149,999	7	13.2%	0.8	136,379	137,900	14	5	97.8%	100.0%	96.1%	100.0%
\$150,000-\$174,999	8	15.1%	1.8	160,413	161,450	11	8	99.3%	100.3%	97.6%	99.7%
\$175,000-\$199,999	7	13.2%	1.1	185,220	179,900	8	3	99.8%	99.6%	99.8%	99.6%
\$200,000-\$249,999	4	7.5%	0.9	226,250	227,500	7	3	95.9%	95.7%	95.9%	95.7%
\$250,000-\$299,999	7	13.2%	2.4	263,929	265,000	29	18	97.8%	98.0%	97.3%	97.5%
\$300,000-\$399,999	2	3.8%	2.9	300,525	300,525	30	30	97.7%	97.7%	95.8%	95.8%
\$400,000-\$499,999	2	3.8%	2.2	435,500	435,500	43	43	99.1%	99.1%	99.1%	99.1%
\$500,000-\$749,999	1	1.9%	3.4	525,000	525,000	3	3	100.0%	100.0%	100.0%	100.0%
\$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



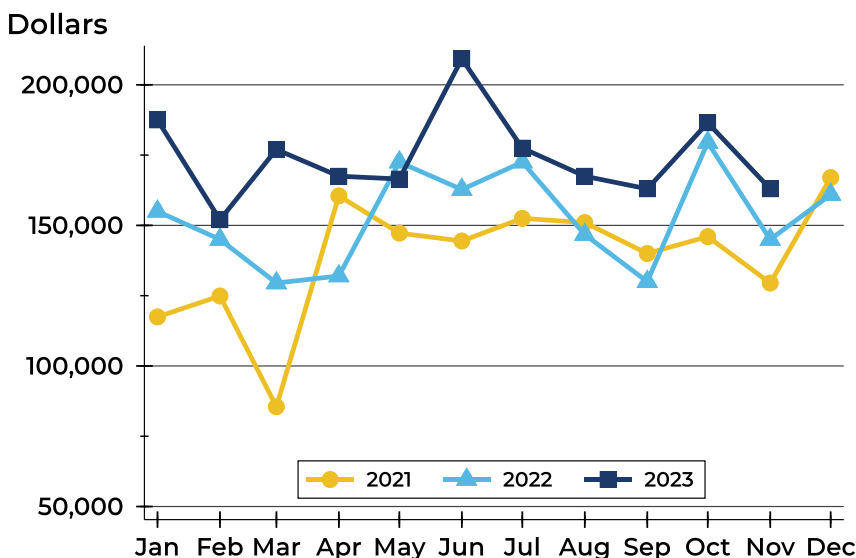
Salina Closed Listings Analysis

Average Price



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

Median Price

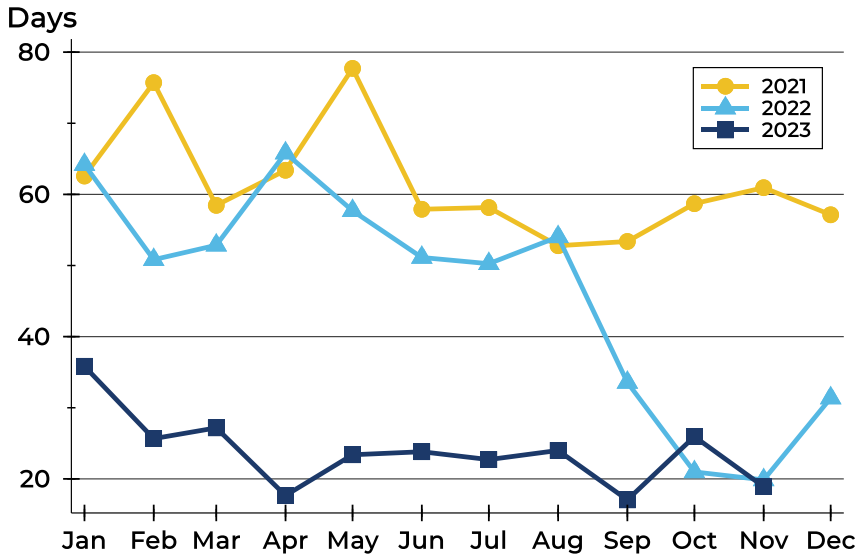


Month	2021	2022	2023
January	117,450	155,000	187,500
February	124,900	145,000	152,000
March	85,510	129,500	177,000
April	160,500	132,000	167,500
May	147,250	172,500	166,500
June	144,450	162,750	209,250
July	152,500	172,500	177,500
August	151,000	146,750	167,500
September	140,000	130,000	163,000
October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



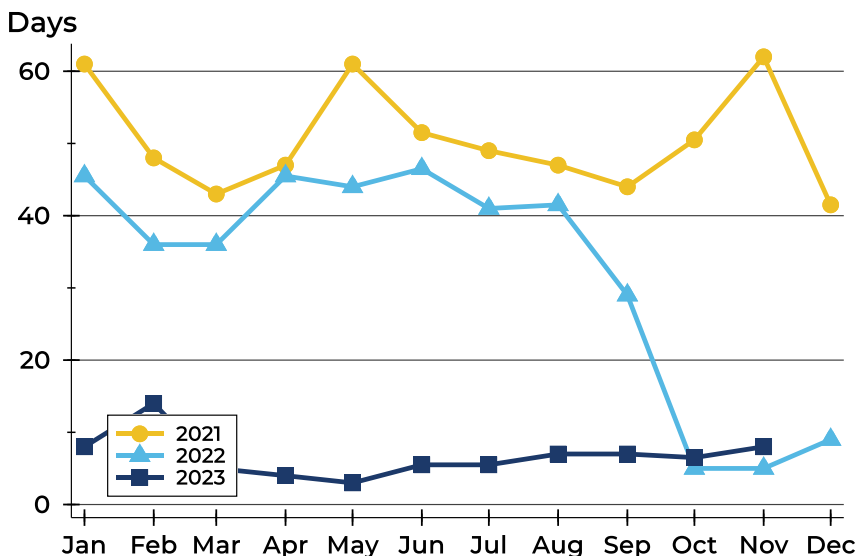
Salina Closed Listings Analysis

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	

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	



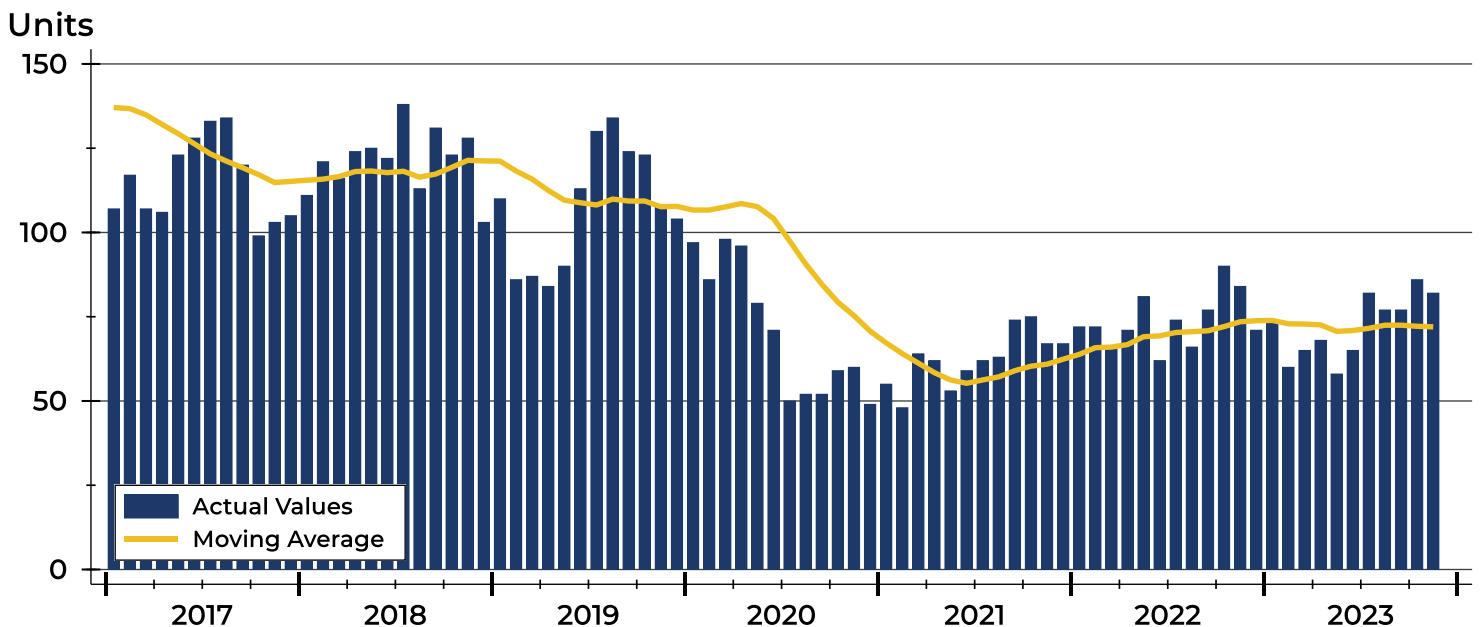
Salina Active Listings Analysis

Summary Statistics for Active Listings		End of November		
		2023	2022	Change
Active Listings		82	84	-2.4%
Volume (1,000s)		20,351	17,406	16.9%
Months' Supply		1.5	1.2	25.0%
Average	List Price	248,183	207,215	19.8%
	Days on Market	58	55	5.5%
	Percent of Original	98.2%	97.0%	1.2%
Median	List Price	240,000	165,000	45.5%
	Days on Market	36	31	16.1%
	Percent of Original	100.0%	100.0%	0.0%

A total of 82 homes were available for sale in Salina at the end of November. This represents a 1.5 months' supply of active listings.

The median list price of homes on the market at the end of November was \$240,000, up 45.5% from 2022. The typical time on market for active listings was 36 days, up from 31 days a year earlier.

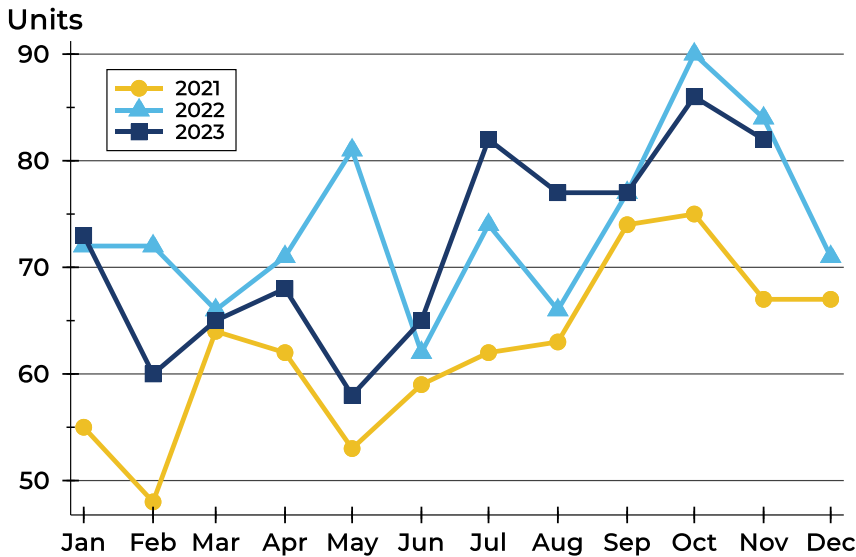
History of Active Listings





Salina Active Listings Analysis

Active Listings by Month



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

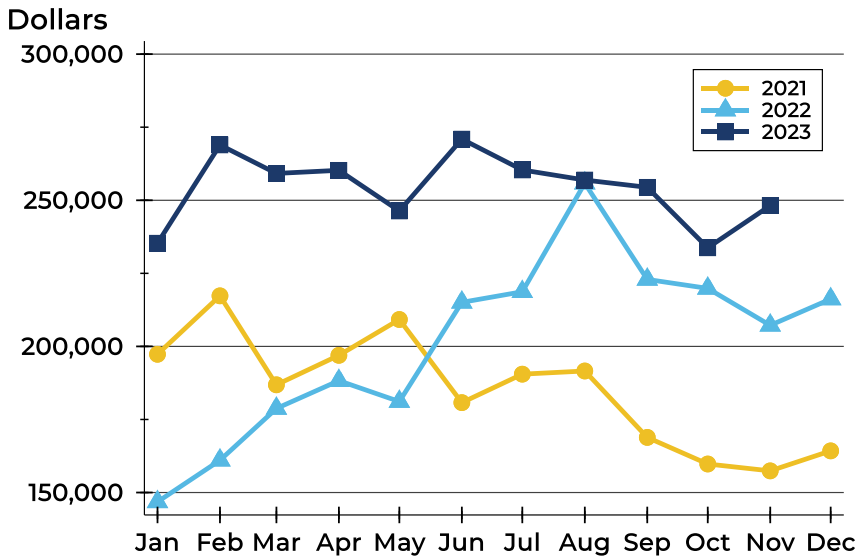
Active Listings by Price Range

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	10	12.2%	1.2	73,640	73,750	37	28	97.5%	98.3%
\$100,000-\$124,999	6	7.3%	1.1	115,967	116,750	46	35	99.8%	100.0%
\$125,000-\$149,999	6	7.3%	0.8	138,133	134,700	45	35	97.6%	98.2%
\$150,000-\$174,999	9	11.0%	1.8	161,867	159,000	80	19	97.2%	100.0%
\$175,000-\$199,999	6	7.3%	1.1	187,333	184,000	46	59	100.0%	100.0%
\$200,000-\$249,999	8	9.8%	0.9	238,978	240,000	47	30	97.5%	96.9%
\$250,000-\$299,999	14	17.1%	2.4	277,850	277,000	40	30	97.3%	100.0%
\$300,000-\$399,999	13	15.9%	2.9	352,900	350,000	89	75	98.3%	100.0%
\$400,000-\$499,999	5	6.1%	2.2	426,380	425,000	75	71	98.5%	100.0%
\$500,000-\$749,999	4	4.9%	3.4	549,725	549,500	63	33	100.6%	100.0%
\$750,000-\$999,999	1	1.2%	N/A	789,000	789,000	149	149	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



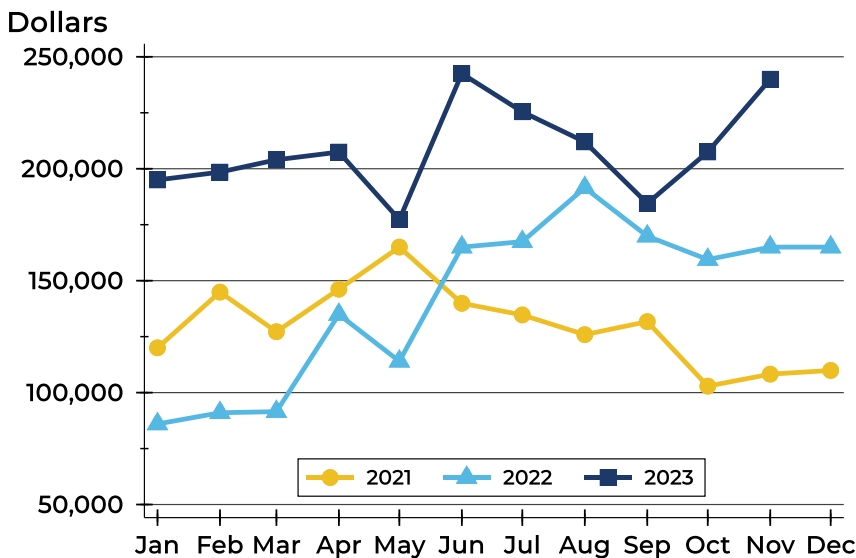
Salina Active Listings Analysis

Average Price



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

Median Price

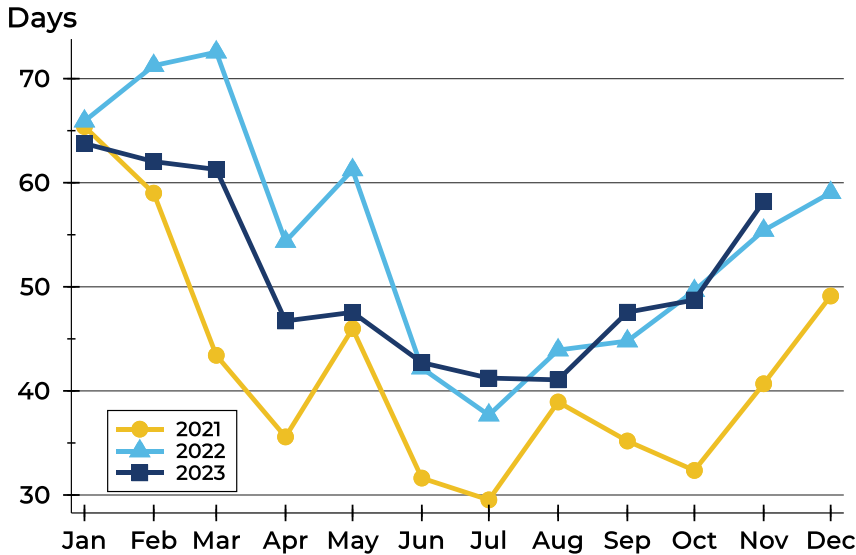


Month	2021	2022	2023
January	120,000	86,000	195,000
February	144,900	91,000	198,500
March	127,200	91,500	204,000
April	146,200	134,900	207,450
May	165,000	114,000	177,250
June	139,900	165,000	242,500
July	134,700	167,450	225,450
August	125,900	191,500	212,000
September	131,700	169,900	184,500
October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



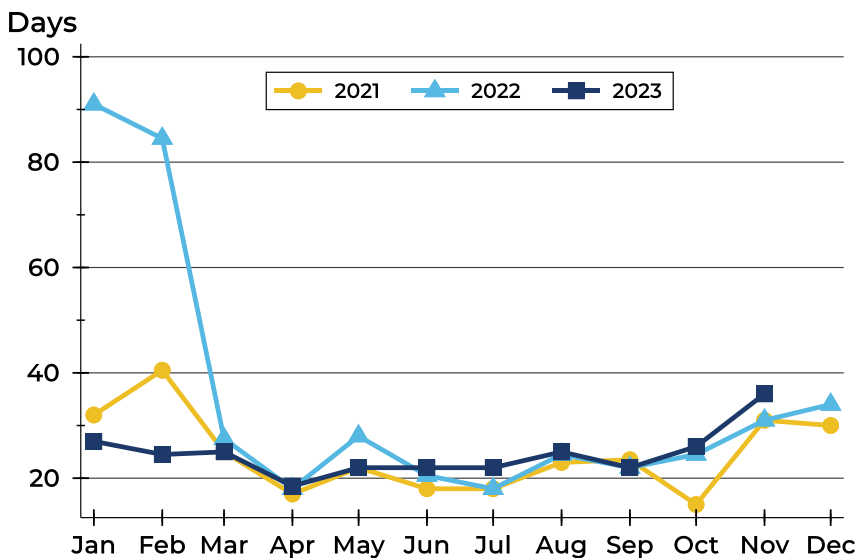
Salina Active Listings Analysis

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	

Median DOM

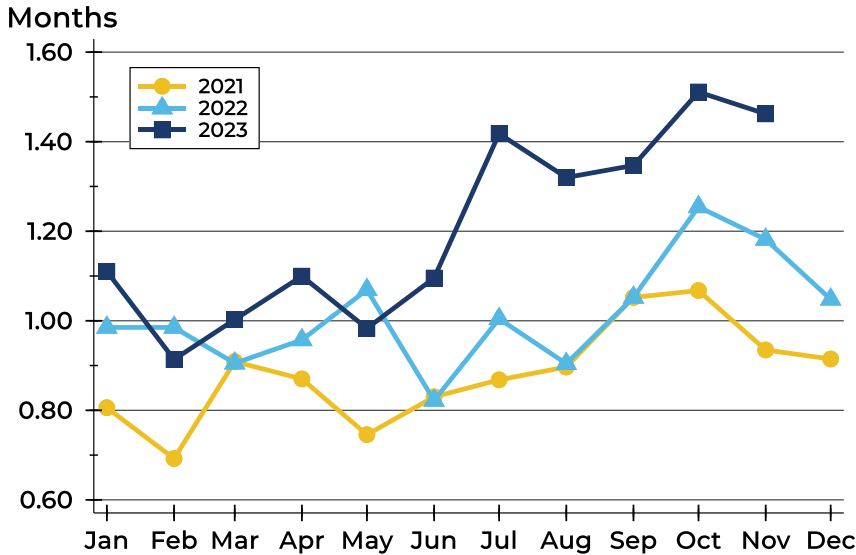


Month	2021	2022	2023
January	32	91	27
February	41	85	25
March	25	28	25
April	17	18	19
May	22	28	22
June	18	21	22
July	18	18	22
August	23	25	25
September	24	22	22
October	15	25	26
November	31	31	36
December	30	34	



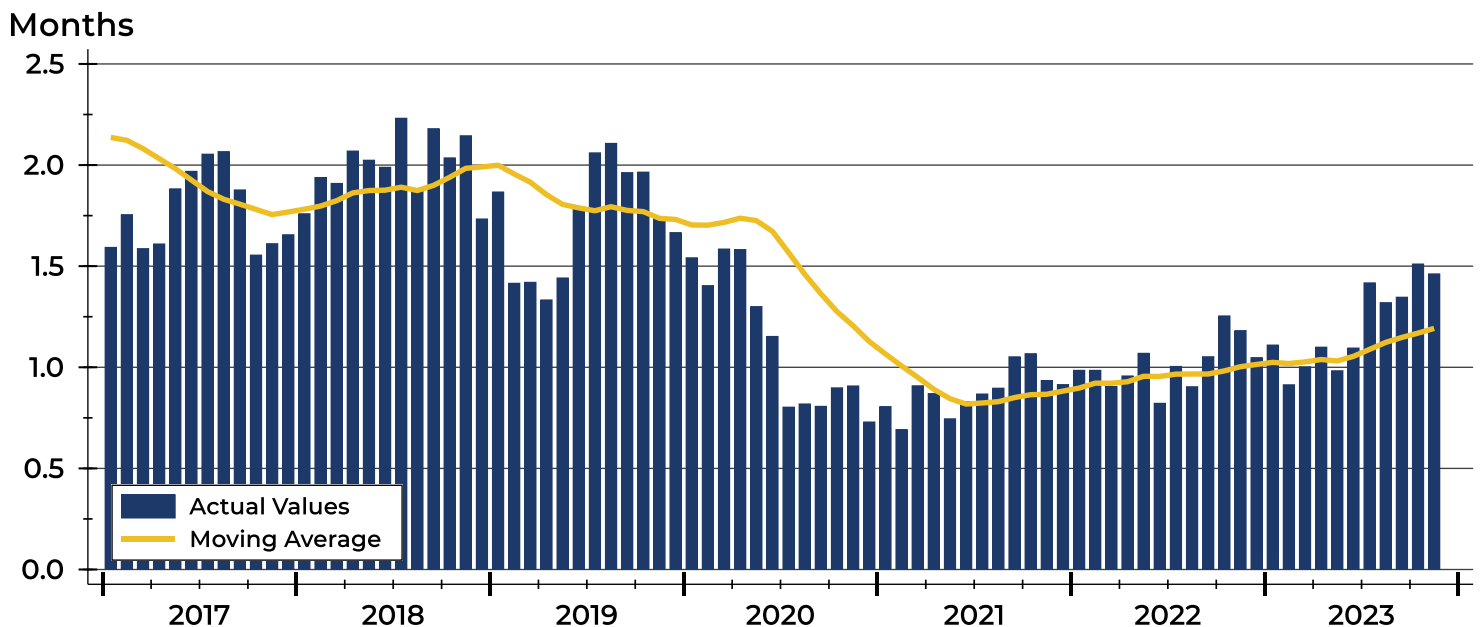
Salina Months' Supply Analysis

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	-

History of Month's Supply





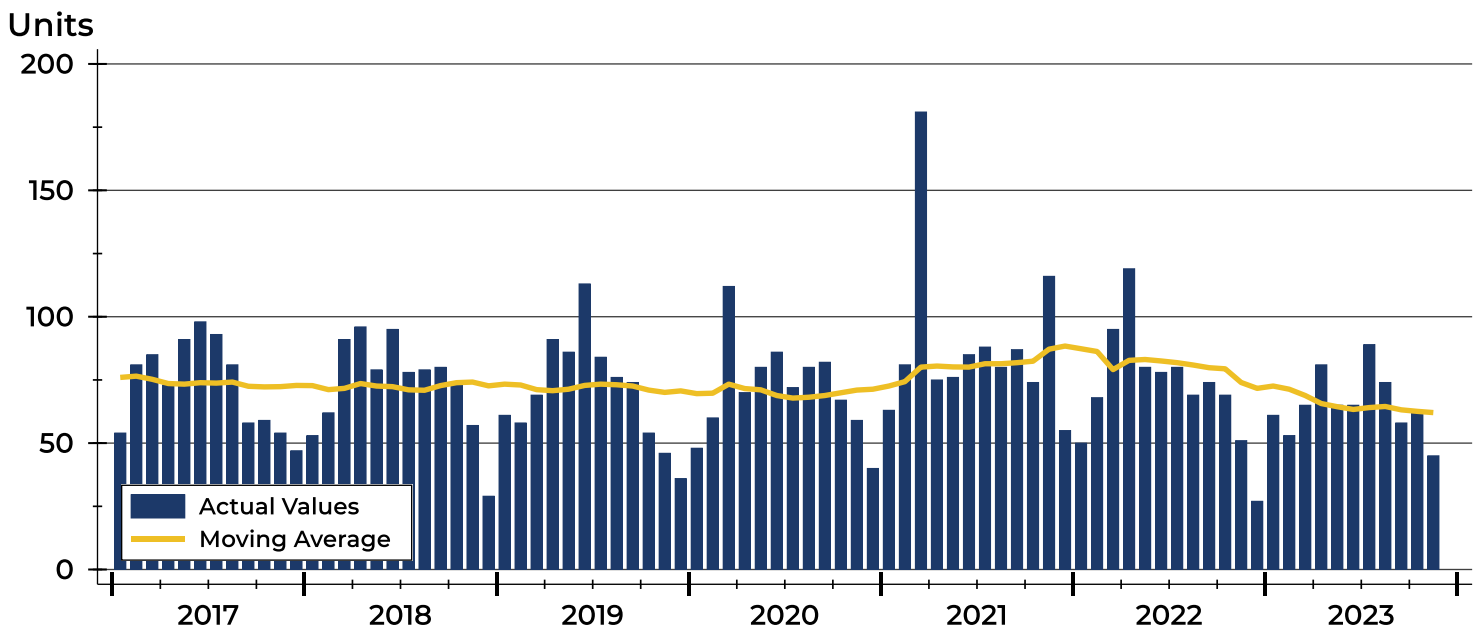
Salina New Listings Analysis

Summary Statistics for New Listings		2023	November 2022	Change
Current Month	New Listings	45	51	-11.8%
	Volume (1,000s)	9,576	9,516	0.6%
	Average List Price	212,800	186,585	14.0%
	Median List Price	199,000	157,000	26.8%
Year-to-Date	New Listings	718	833	-13.8%
	Volume (1,000s)	145,823	156,500	-6.8%
	Average List Price	203,096	187,875	8.1%
	Median List Price	176,250	155,000	13.7%

A total of 45 new listings were added in Salina during November, down 11.8% from the same month in 2022. Year-to-date Salina has seen 718 new listings.

The median list price of these homes was \$199,000 up from \$157,000 in 2022.

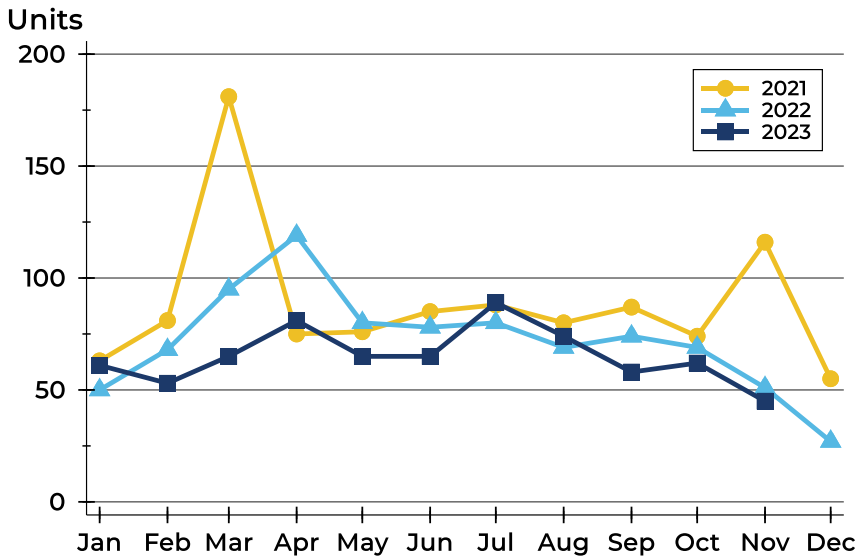
History of New Listings





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	45
December	55	27	

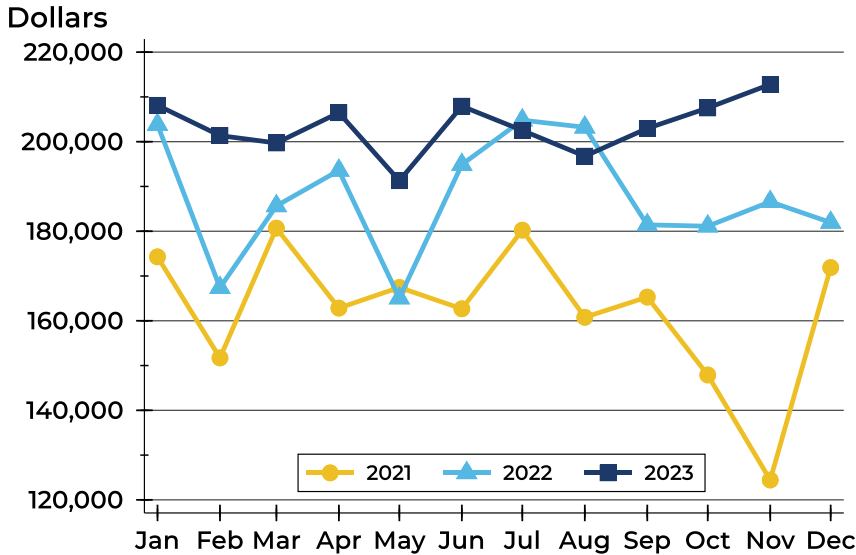
New Listings by Price Range

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	3	6.7%	35,333	36,000	3	3	97.5%	100.0%
\$50,000-\$99,999	4	8.9%	77,725	85,950	6	6	97.8%	98.6%
\$100,000-\$124,999	4	8.9%	117,350	119,700	15	13	100.0%	100.0%
\$125,000-\$149,999	4	8.9%	132,600	130,250	11	6	96.4%	98.0%
\$150,000-\$174,999	4	8.9%	153,500	152,500	18	20	99.2%	100.0%
\$175,000-\$199,999	4	8.9%	190,500	192,000	9	10	100.0%	100.0%
\$200,000-\$249,999	7	15.6%	223,860	220,000	19	20	99.2%	100.0%
\$250,000-\$299,999	6	13.3%	279,733	282,000	20	21	98.4%	100.0%
\$300,000-\$399,999	5	11.1%	335,580	325,000	10	3	97.5%	100.0%
\$400,000-\$499,999	2	4.4%	415,000	415,000	2	2	100.0%	100.0%
\$500,000-\$749,999	2	4.4%	515,000	515,000	23	23	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



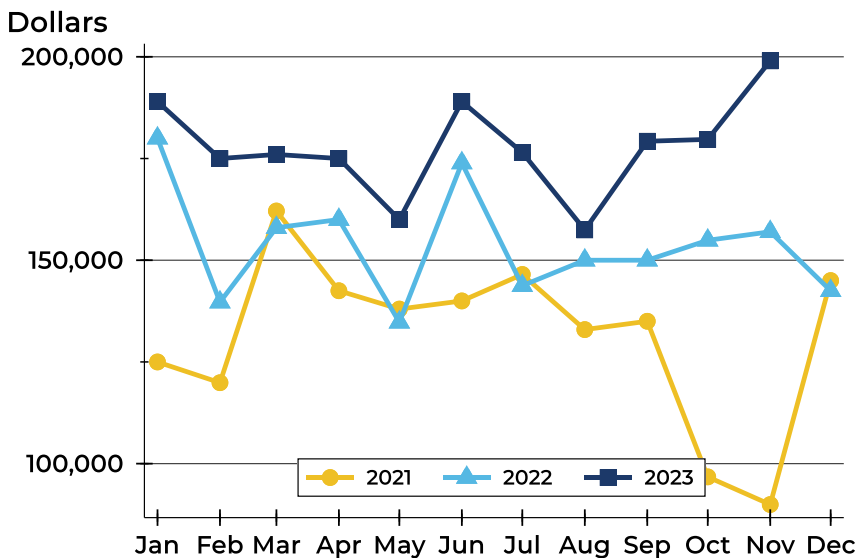
Salina New Listings Analysis

Average Price



Month	2021	2022	2023
January	174,279	203,828	208,131
February	151,706	167,401	201,362
March	180,688	185,655	199,709
April	162,837	193,578	206,469
May	167,451	165,067	191,283
June	162,675	194,887	207,935
July	180,243	204,810	202,524
August	160,781	203,215	196,766
September	165,295	181,430	202,967
October	147,895	181,126	207,534
November	124,435	186,585	212,800
December	171,886	181,948	-

Median Price



Month	2021	2022	2023
January	125,000	180,000	189,000
February	119,900	139,700	175,000
March	162,100	158,000	176,000
April	142,500	160,000	175,000
May	138,000	134,750	160,000
June	140,000	173,900	189,000
July	146,500	143,750	176,500
August	132,950	150,000	157,450
September	135,000	150,000	179,250
October	96,750	154,900	179,700
November	89,950	157,000	199,000
December	145,000	142,500	-



Salina Contracts Written Analysis

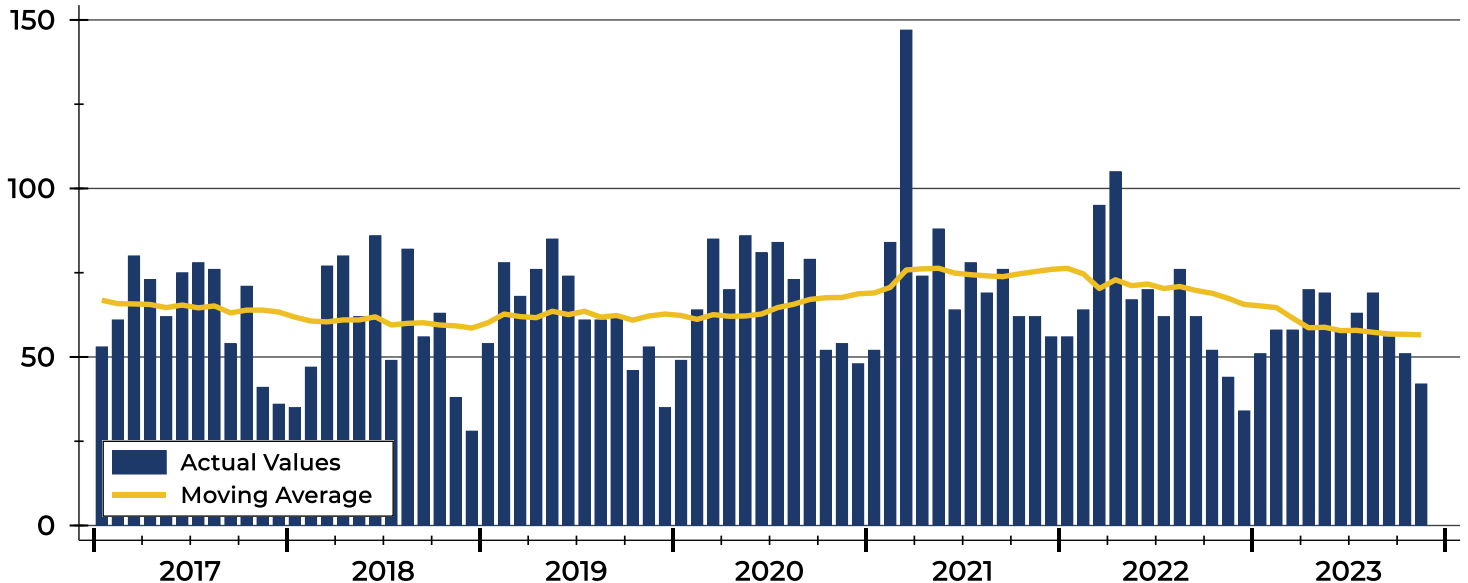
Summary Statistics for Contracts Written		November			Year-to-Date		
		2023	2022	Change	2023	2022	Change
Contracts Written		42	44	-4.5%	645	753	-14.3%
Volume (1,000s)		7,894	8,770	-10.0%	126,436	138,747	-8.9%
Average	Sale Price	187,948	199,323	-5.7%	196,025	184,258	6.4%
	Days on Market	27	24	12.5%	23	44	-47.7%
	Percent of Original	96.0%	96.7%	-0.7%	97.0%	98.5%	-1.5%
Median	Sale Price	182,500	154,450	18.2%	175,000	151,000	15.9%
	Days on Market	11	9	22.2%	5	37	-86.5%
	Percent of Original	99.5%	97.5%	2.1%	100.0%	100.0%	0.0%

A total of 42 contracts for sale were written in Salina during the month of November, down from 44 in 2022. The median list price of these homes was \$182,500, up from \$154,450 the prior year.

Half of the homes that went under contract in November were on the market less than 11 days, compared to 9 days in November 2022.

History of Contracts Written

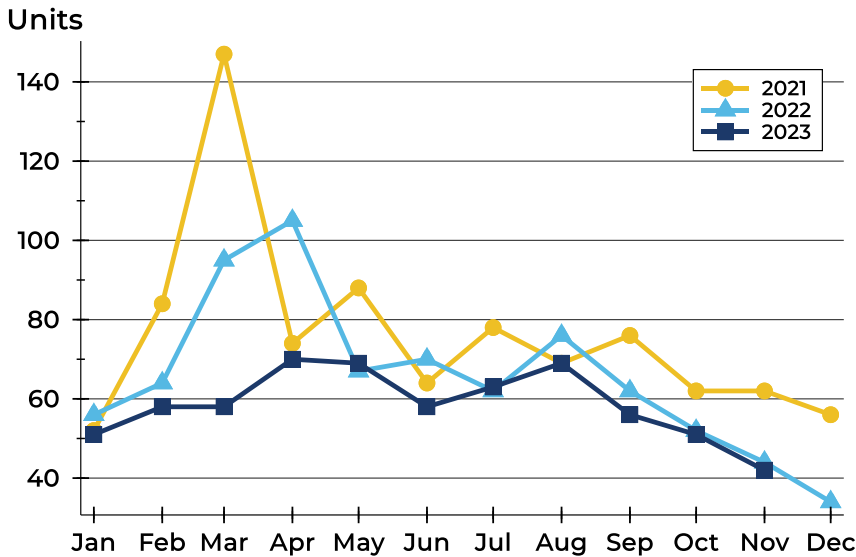
Units





Salina Contracts Written Analysis

Contracts Written by Month



Month	2021	2022	2023
January	52	56	51
February	84	64	58
March	147	95	58
April	74	105	70
May	88	67	69
June	64	70	58
July	78	62	63
August	69	76	69
September	76	62	56
October	62	52	51
November	62	44	42
December	56	34	

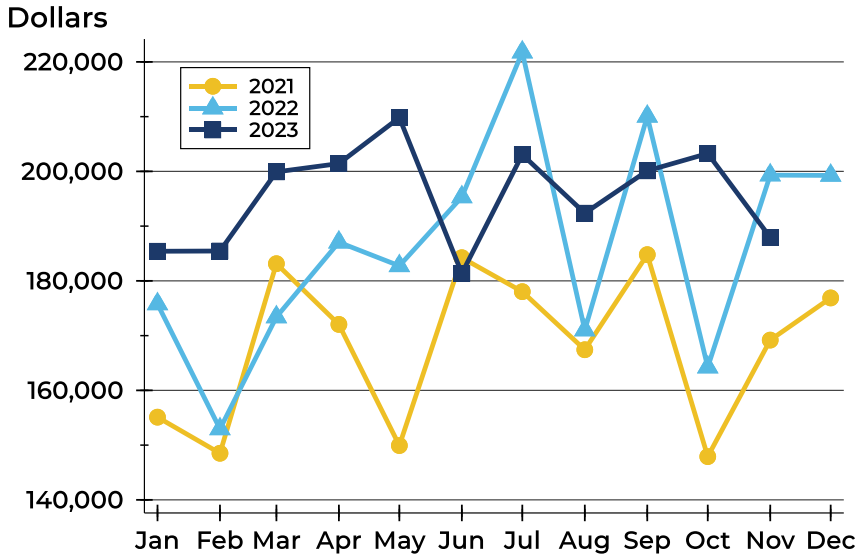
Contracts Written by Price Range

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	3	7.1%	35,333	36,000	3	3	97.5%	100.0%
\$50,000-\$99,999	5	11.9%	75,380	84,900	13	11	88.0%	94.2%
\$100,000-\$124,999	6	14.3%	119,700	119,950	26	22	99.2%	100.0%
\$125,000-\$149,999	3	7.1%	131,967	126,000	4	3	96.6%	100.0%
\$150,000-\$174,999	3	7.1%	155,000	155,000	19	25	98.0%	100.0%
\$175,000-\$199,999	6	14.3%	188,500	187,500	53	40	96.9%	98.1%
\$200,000-\$249,999	5	11.9%	219,500	215,000	20	20	95.7%	95.6%
\$250,000-\$299,999	3	7.1%	264,833	265,500	55	40	97.0%	96.3%
\$300,000-\$399,999	6	14.3%	329,800	320,000	40	7	94.6%	95.7%
\$400,000-\$499,999	2	4.8%	415,000	415,000	2	2	100.0%	100.0%
\$500,000-\$749,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$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



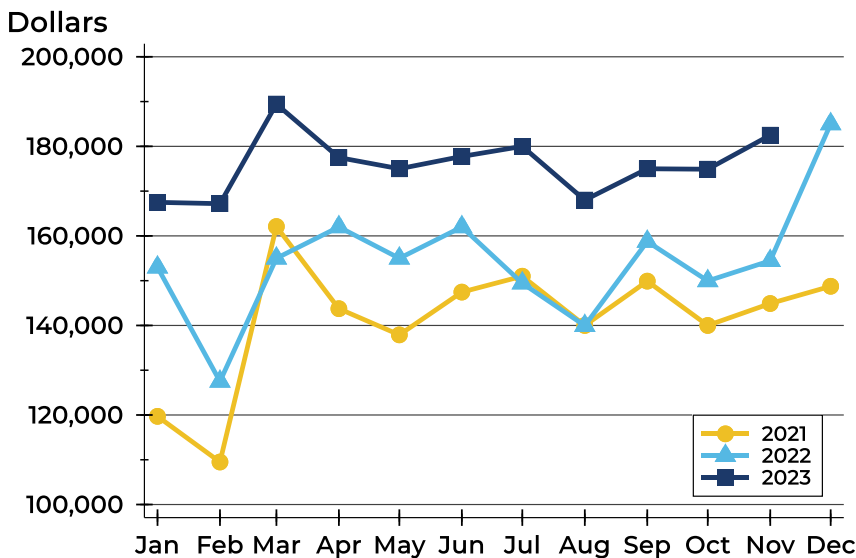
Salina Contracts Written Analysis

Average Price



Month	2021	2022	2023
January	155,108	175,789	185,414
February	148,516	152,954	185,459
March	183,141	173,402	199,912
April	172,050	187,059	201,421
May	149,927	182,746	209,813
June	184,231	195,329	181,371
July	178,037	221,781	203,065
August	167,427	171,019	192,365
September	184,792	210,050	200,104
October	147,908	164,246	203,267
November	169,185	199,323	187,948
December	176,893	199,263	

Median Price

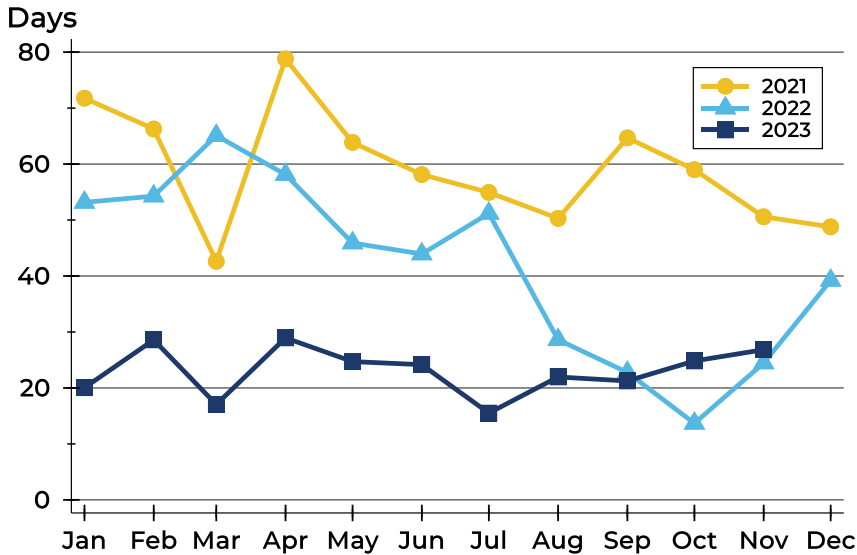


Month	2021	2022	2023
January	119,700	153,000	167,500
February	109,500	127,500	167,200
March	162,100	155,000	189,450
April	143,750	162,000	177,500
May	137,900	155,000	175,000
June	147,450	162,000	177,750
July	151,000	149,450	180,000
August	140,000	139,950	168,000
September	149,900	158,750	175,000
October	140,000	149,950	174,900
November	144,900	154,450	182,500
December	148,750	185,000	



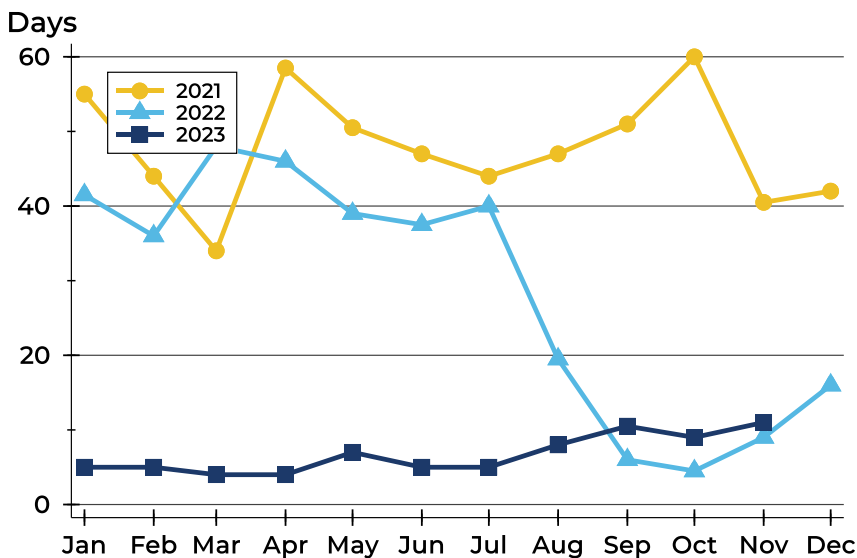
Salina Contracts Written Analysis

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	27
December	49	39	

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	9
November	41	9	11
December	42	16	



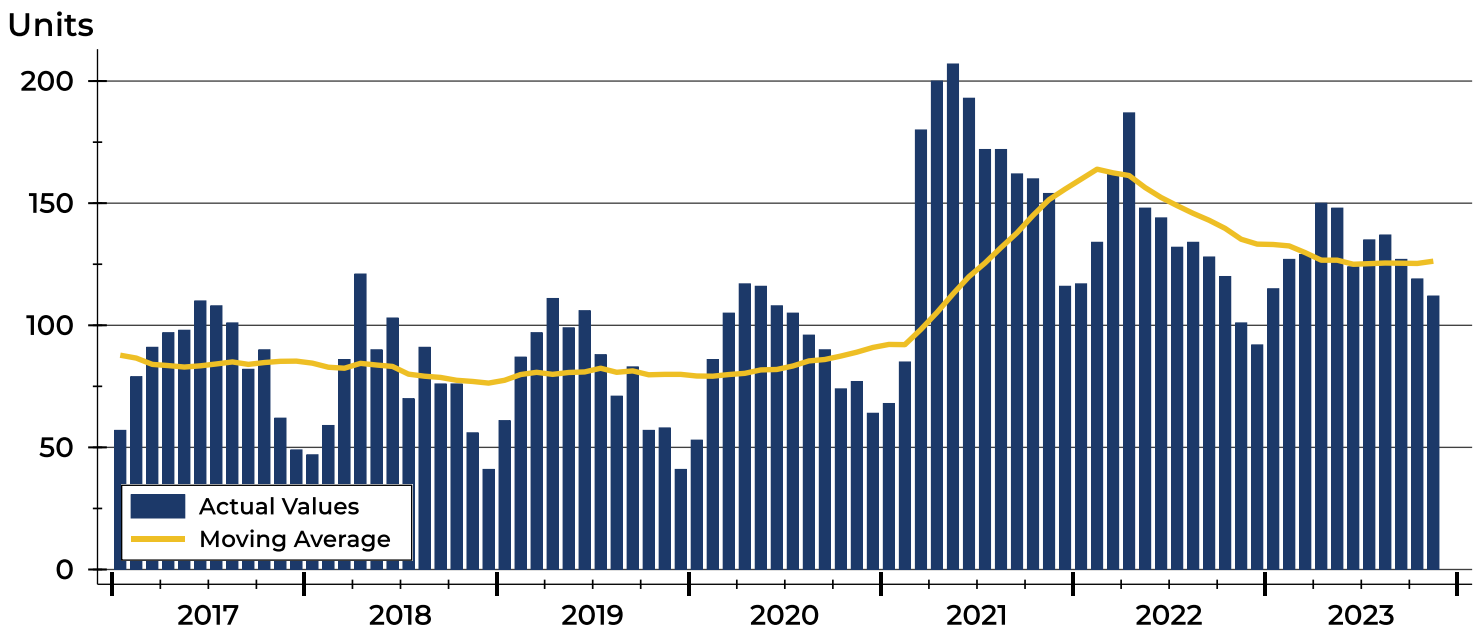
Salina Pending Contracts Analysis

Summary Statistics for Pending Contracts		End of November		
		2023	2022	Change
Pending Contracts		112	101	10.9%
Volume (1,000s)		22,435	19,516	15.0%
Average	List Price	200,311	193,231	3.7%
	Days on Market	16	15	6.7%
	Percent of Original	99.8%	100.4%	-0.6%
Median	List Price	174,500	159,900	9.1%
	Days on Market	4	4	0.0%
	Percent of Original	100.0%	100.0%	0.0%

A total of 112 listings in Salina had contracts pending at the end of November, up from 101 contracts pending at the end of November 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.

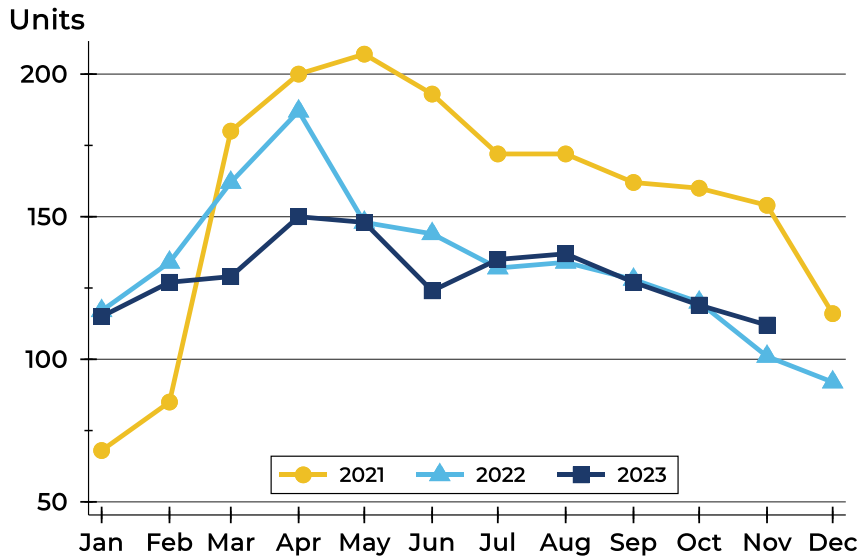
History of Pending Contracts





Salina Pending Contracts Analysis

Pending Contracts by Month



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

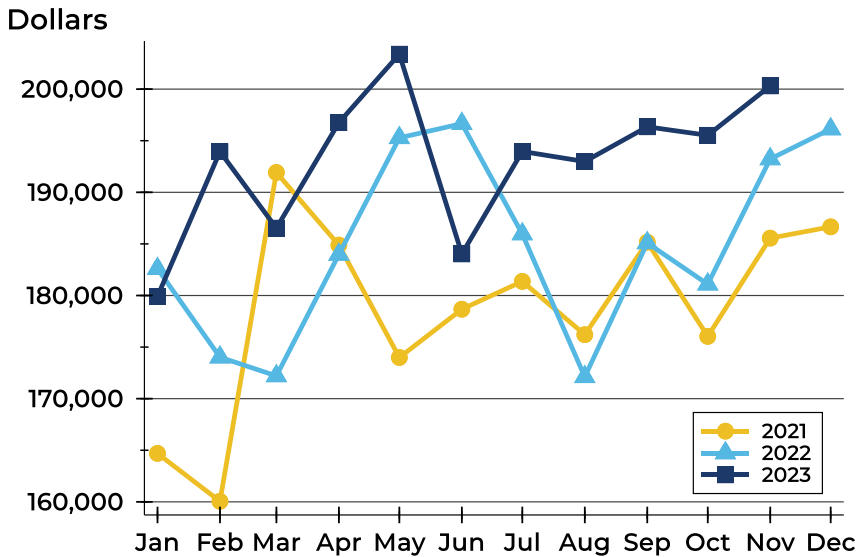
Pending Contracts by Price Range

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	1	0.9%	30,000	30,000	3	3	100.0%	100.0%
\$50,000-\$99,999	18	16.1%	79,847	84,975	9	3	99.5%	100.0%
\$100,000-\$124,999	13	11.6%	116,469	119,900	15	5	100.6%	100.0%
\$125,000-\$149,999	12	10.7%	136,433	136,500	3	3	102.0%	100.0%
\$150,000-\$174,999	12	10.7%	159,656	158,600	4	3	102.0%	100.0%
\$175,000-\$199,999	16	14.3%	186,719	185,000	28	8	98.3%	100.0%
\$200,000-\$249,999	9	8.0%	228,256	232,500	17	13	98.1%	100.0%
\$250,000-\$299,999	13	11.6%	270,538	269,000	15	3	100.6%	100.0%
\$300,000-\$399,999	13	11.6%	336,738	335,900	30	6	97.5%	100.0%
\$400,000-\$499,999	2	1.8%	445,000	445,000	9	9	98.5%	98.5%
\$500,000-\$749,999	2	1.8%	592,000	592,000	2	2	100.0%	100.0%
\$750,000-\$999,999	1	0.9%	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



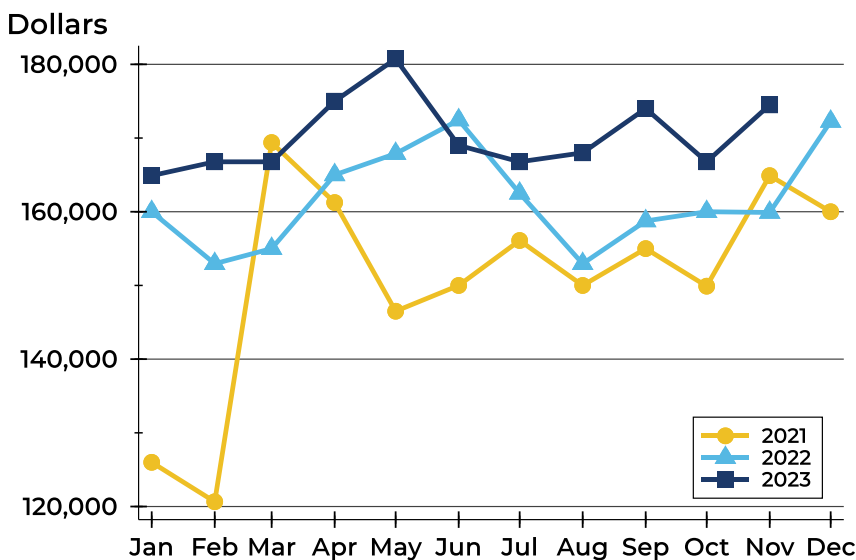
Salina Pending Contracts Analysis

Average Price



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

Median Price

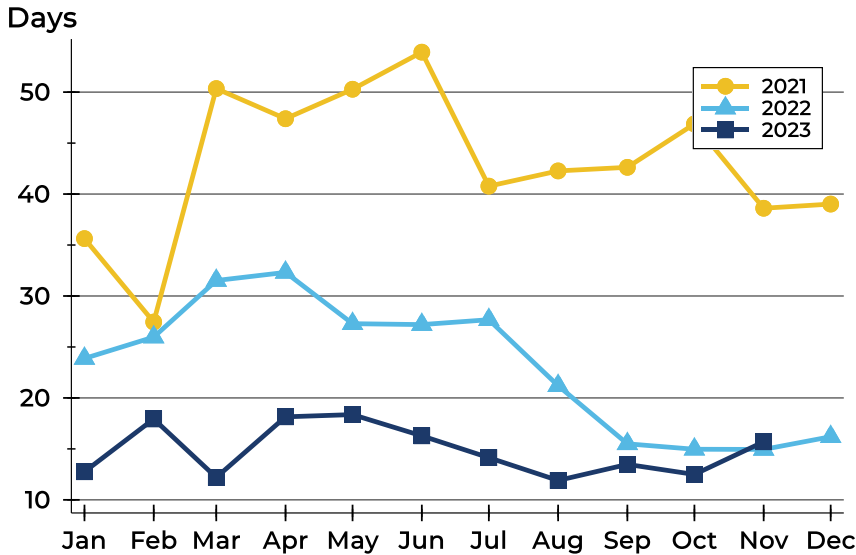


Month	2021	2022	2023
January	126,000	160,000	164,900
February	120,650	152,950	166,777
March	169,389	155,000	166,777
April	161,250	165,000	175,000
May	146,500	167,889	180,751
June	150,000	172,450	169,000
July	156,100	162,500	166,777
August	150,000	152,950	168,000
September	155,000	158,750	174,000
October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



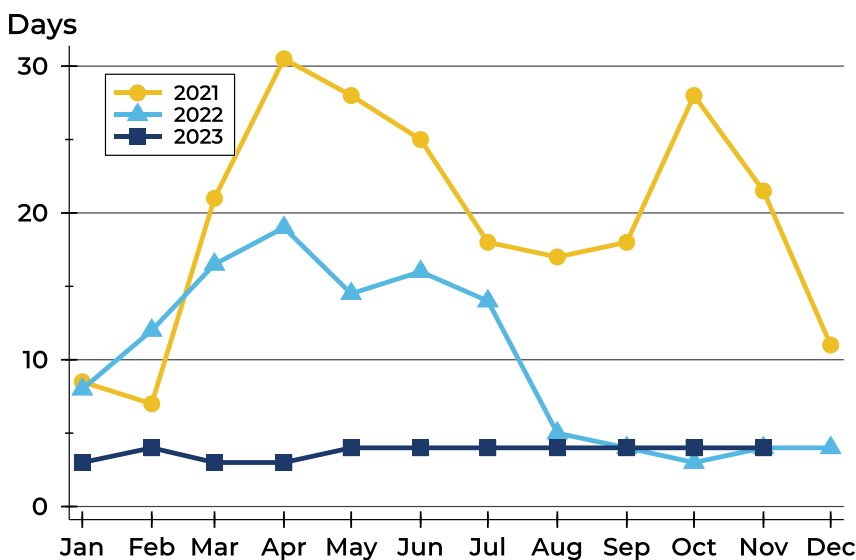
Salina Pending Contracts Analysis

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	

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	