

PLATINUM GROUP
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the HOME *front*

Your local realtor newsletter

DECEMBER 2017

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Housing Predictions for 2018

DAILY REAL ESTATE NEWS | THURSDAY, SEPTEMBER 21, 2017

New homes are expected to be a “primary driver of sales in 2018,” as 1.33 million housing starts are predicted next year—up from 1.22 million in 2017, according to Freddie Mac’s September Outlook report, which gauges future real estate activity. Total home sales are expected to increase about 2 percent from 2017 to 2018, according to the report. Economists also predict that the uptick in housing starts, coupled with a moderate increase in mortgage rates, will help slow the run-up in home prices next year. Freddie Mac forecasts a 4.9 percent increase in home prices in 2018, lower than the 6.3 percent growth seen so far this year. Mortgage rates also are up from near-record lows in 2016, prompting predictions that refinancings will fall to 25 percent of mortgage activity in 2018—the lowest share since 1990, according to Fannie Mae.

Still, homeowners likely will continue building equity next year. In the second quarter of 2017, the dollar volume of equity cashed out was \$15 million, up \$1.2 million from the first quarter. As home prices rise, cash-out activity has been rising, too.

“The economic environment remains favorable for housing and mortgage markets,” says Freddie Mac chief economist Sean Beckett. “For several years, we have had moderate economic growth of about two percent a year, solid job gains, and low mortgage interest rates. We forecast those conditions to persist into next year.”

Source: “Looking Ahead to 2018,” Freddie Mac Outlook (Sept. 21, 2018)

Santa Claus is Coming *TO PLATINUM GROUP*

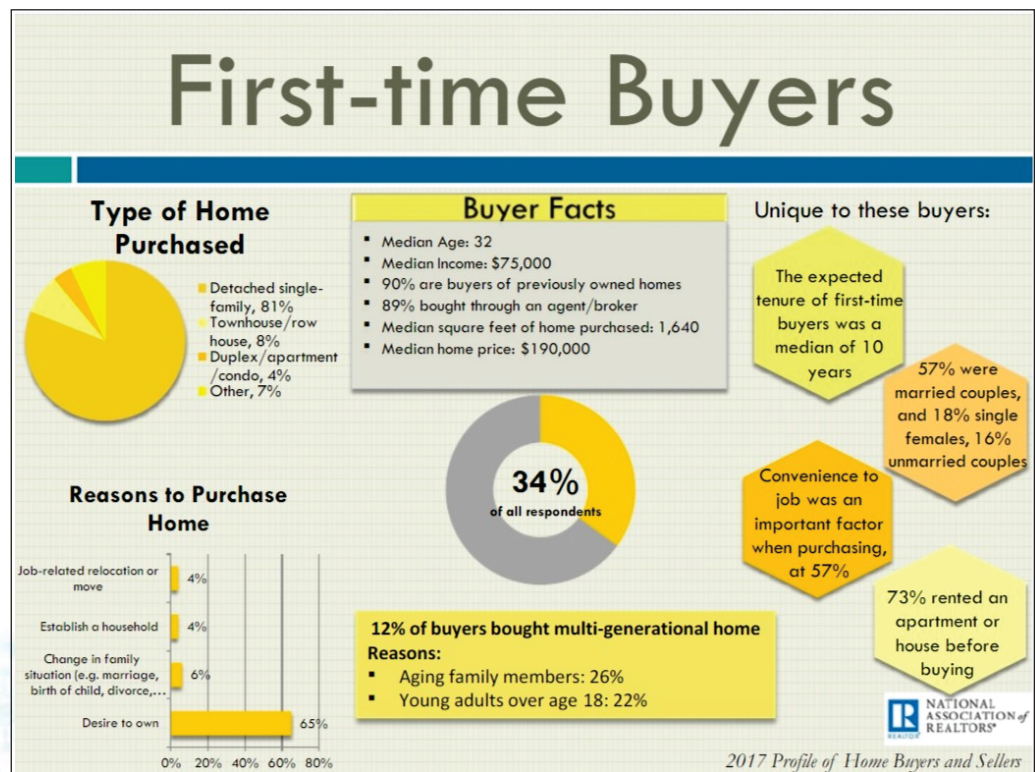
Thursday, December 7th, 4-6 pm

Thursday, December 14th, 4-6 pm

Monday, December 18th, 4-6 pm

*Get your FREE 5x7 Framed Photo when you register
Professional Pictures by Rebekah Baier*





‘Catch Me if You Can’ Conman Divulges Identity Theft Prevention Tips

Melissa Tracey

November 5, 2017

Posted in Crimes, Identity Theft, Risk Management

Former con artist Frank Abagnale knows first-hand how easy it is to assume another person’s identity, and he’s now devoted his life to helping others avoid getting duped.

Abagnale’s story is well-known: From the ages of 15 to 21, he assumed identities as an airline pilot, physician, lawyer, and others. His story was depicted in the 2002 hit movie *Catch Me if You Can*, starring Leonardo DiCaprio. Abagnale, who was eventually caught and imprisoned, became a consultant for the FBI for more than 40 years fighting fraud and crime.

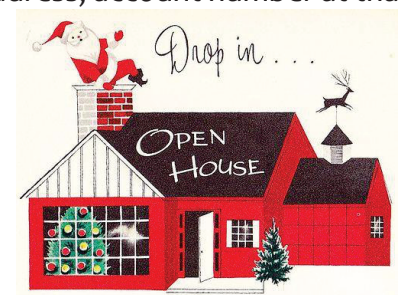
“Your most important job is to protect the data that is entrusted to you by your client,” Abagnale told a crowd during RISMedia’s 22nd Annual Power Broker Reception on Friday night during the REALTORS® Conference & Expo in Chicago. You also need to be vigilant about your personal information.

Abagnale offered up tips for safeguarding against identity theft:

Shred everything. Anything with personal information on it—even a magazine with a sticker that contains your name, address, and source code—should be shredded. “All a true identity thief needs to become you is your name and ZIP code,” Abagnale said. “What you may think is worthless is of value to an identity theft.” A traditional shredder that cuts items on the vertical or crisscross, however, can be assembled by FBI agents within 30 minutes; so, expect criminals can do the same, Abagnale said. Instead, use a micro-cut shredder, which turns paper into pieces the size of rice that cannot be put back together.

Don’t write a lot of checks. Your name, address, phone number, bank’s name and address, account number at that bank, routing number into that account, and your signature are all contained on a check. Then, a clerk might write your state driver’s license number and date of birth on it too. “Anyone who sees your check could potentially wire money out of your account,” Abagnale warned.

Only use a credit card—not a debit card. The safest form of payment: A credit card, he said. If someone takes your credit card and makes a charge, you can contact the credit card company, and your liability is zero. Your card will be canceled and you’ll be issued a new one. But when a debit card is stolen, a thief could withdraw funds directly from your account that will be difficult to get back. What’s more, when you



Be sure to check out
platinumgrouphays.com every
 week to get updates on all
 open houses in the area!

use a credit card and pay your bill every month, your credit score goes up. A debit card does nothing for your credit score, Abagnale said.

Watch what your social media accounts say. On Facebook, for example, never divulge your date of birth or where you were born, Abagnale warned. Avoid having a profile photograph that is taken of you from straight-on, like a passport photo would be. Remember, anything you ever post, even if deleted, can always be retrievable. "There's way too much information about you in the world," Abagnale said. "We just keep giving people more and more about us, and then we wonder why they steal from us."



SAVE THE DATE!!

PLATINUM GROUP

IS HAVING A

**SUMMER
BASH**

SATURDAY, JANUARY 27, 2018

At The Rose Garden Banquet Hall



Adam Pray
Owner / Broker
785-650-4029



Rick Claiborn
785-259-0690



Marcie Pray
785-259-0289



A.J. Preisner
785-639-1725



Brady Reed
785-299-0190



Tyler Reed
785-259-3477



Crystal Wolf
785-656-4259

MARKET STATS – SEPTEMBER 2017

October 11, 2017 by HaysBoard

City of Hays Home Sales Fell in September

Total home sales in the City of Hays fell last month to 19 units, compared to 24 units in September 2016. Total sales volume was \$2.9 million, down from a year earlier.

The median sale price in September was \$142,500, down from \$149,250 a year earlier. Homes that sold in September were typically on the market for 113 days and sold for 95.0% of their list prices.

City of Hays Active Listings Up at End of September

The total number of active listings in the City of Hays at the end of September was 144 units, up from 127 at the same point in 2016. This represents a 7.6 months' supply of homes available for sale. The median list price of homes on the market at the end of September was \$177,000.

During September, a total of 18 contracts were written up from 15 in September 2016. At the end of the month, there were 17 contracts pending, compared to 15 at the end of September 2016.



MARKET STATS – OCTOBER 2017

November 14, 2017 by HaysBoard

City of Hays Home Sales Rose in October

Total home sales in the City of Hays rose by 33.3% last month to 20 units, compared to 15 units in October 2016. Total sales volume was \$3.5 million, up 39.5% from a year earlier.

The median sale price in October was \$149,000, down from \$175,000 a year earlier. Homes that sold in October were typically on the market for 118 days and sold for 96.2% of their list prices.

City of Hays Active Listings Down at End of October

The total number of active listings in the City of Hays at the end of October was 133 units, down from 137 at the same point in 2016. This represents a 6.7 months' supply of homes available for sale. The median list price of homes on the market at the end of October was \$175,000.

There were 19 contracts written in October 2017 and 2016, showing no change over the year. At the end of the month, there were 18 contracts pending, compared to 13 at the end of October 2016.

City of Hays				
Current Month		September		
Summary Statistics		2017	2016	Change
Home Sales		19	24	-20.8%
Active Listings		144	127	13.4%
Months' Supply		7.6	5.3	43.2%
New Listings		27	22	22.7%
Contracts Written		18	15	20.0%
Pending Contracts		17	15	13.3%
Sales Volume (1,000s)		2,929	3,801	-22.9%
Average	Sale Price	154,176	158,375	-2.7%
	List Price of Actives	213,384	216,985	-1.7%
	Days on Market	186	145	28.4%
	Percent of List	91.9%	94.2%	-2.5%
	Percent of Original	86.4%	91.4%	-5.5%
Median	Sale Price	142,500	149,250	-4.5%
	List Price of Actives	177,000	179,900	-1.6%
	Days on Market	113	97	17.1%
	Percent of List	95.0%	94.8%	0.2%
	Percent of Original	89.8%	93.6%	-4.0%

City of Hays				
Current Month		October		
Summary Statistics		2017	2016	Change
Home Sales		20	15	33.3%
Active Listings		133	137	-2.9%
Months' Supply		6.7	9.1	-27.2%
New Listings		20	35	-42.9%
Contracts Written		19	19	0.0%
Pending Contracts		18	13	38.5%
Sales Volume (1,000s)		3,498	2,507	39.5%
Average	Sale Price	174,875	167,100	4.7%
	List Price of Actives	208,544	217,030	-3.9%
	Days on Market	139	130	6.9%
	Percent of List	96.1%	96.1%	0.0%
	Percent of Original	90.5%	91.3%	-0.9%
Median	Sale Price	149,000	175,000	-14.9%
	List Price of Actives	175,000	184,500	-5.1%
	Days on Market	118	103	14.6%
	Percent of List	96.2%	96.4%	-0.2%
	Percent of Original	92.3%	92.9%	-0.6%