



# *the* HOME *front*

*Your local realtor newsletter*

FEBRUARY 2016

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## **FIRST TIME HOME BUYER SEMINAR**

**We will be hosting a first time home buyer seminar Thursday, February 18th from 6:00-7:00pm at our office located at 116 East 11th St, across from Gellas. If you or someone you know is interested in attending, please RSVP, as space will be limited. Up for discussion is the first time home buyers grant, going through the buying process, and much more!**

**Call (785)-621-HOME**

*~~~Welcome to the Platinum Family~~~*



Rick Claiborn  
*Agent*

Originally from Kansas City, Rick moved to Hays after enrolling at Fort Hays State University. Little did he know then, that this community would be the place where he would not only meet his wife, Mary, but this would become the place where they would raise their beautiful family. Rick understands the importance of surrounding yourself with a loving community. He would love to tell you “Welcome Home” after helping you find your perfect neighborhood.



Linda Riedel  
*Office Manager*

Linda Riedel and her husband, Leroy, are both from the Hays area. They have 2 children and are raising 3 grandchildren. Their daughter, Dr. Tonya Knoll, has just opened her new building where she owns her family practice, Knoll Clinic, here in Hays. Linda and Leroy have owned the Master Cleaners Inc. business since 1983 serving the public with dry cleaning, laundry service, and Tuxedo Rental. Prior to that, they lived in Pinetop, Arizona, where Linda was an Escrow Officer at Arizona Title Company. She is very excited to get reestablished with the Real Estate business again and join the amazing people at the Platinum Group.

## *FEATURE PERSON OF THE MONTH*

**Aaron White** is the Executive Director of Ellis County Coalition for Economic Development. That position originated in 1988 to promote economic growth in Ellis County. Aaron has occupied that position for 4 years. Previously, he was the Economic Developer for Salina. Originally from Iowa, Aaron, his wife, and 2 daughters were relocated to Salina in 2001 by his then-current employer, Cargill. His goals for the community include developing diversity in the employment base, assisting growth in existing businesses, attracting retailers to the area, and increasing business opportunities for Ellis county. He enjoys the community, people, and is happy to call Ellis County “home.”

## UPCOMING EVENT

APRIL 1ST, 2016 5-7:00 PM.  
PLATINUM GROUP  
WELCOMES ALL TO  
AN OPEN HOUSE  
TO VIEW THE NEW  
BUILDING REMODEL.  
ENTERTAINMENT WILL  
BE PROVIDED BY HAYS  
COMMUNITY THEATRE.  
GELLAS DINER & LB.  
BREWING CO. IS HOSTING  
ABEER GARDEN. STREET  
BLOCKED FOR YOUR  
ENJOYMENT!



## JOKE OF THE MONTH

A young broker had just opened his own Real Estate office. He rented a beautiful office and had it furnished with antiques. Sitting there, he saw a man come into the outer office. Wishing to appear the hot shot, the broker picked up the phone and started to pretend he had a big deal working. He threw huge figures around and made giant commitments. Finally, he hung up and asked the visitor, "Can I help you?" The man replied, "Yeah, I've come to activate your phone lines."

## ABSORPTION RATE

Absorption Rate is defined as the rate at which available homes are sold in a specific real estate market during a given time period. It is calculated by dividing the total number of available homes by the number of sales in a given time. The absorption rate for the city of Hays in the month of December was 8.6, which means we have an 8.6 month supply of homes to sell. An absorption rate over 6 months indicates a buyer's market, and a rate less than 6 months indicates a seller's market. We are currently experiencing a buyers market in Hays, although the absorption rate can be different for specific price ranges within the market. If you would like to know what the absorption rate is for your price range, feel free to give a professional Real Estate Advisor at Platinum Group a call and we will be happy to assist you!



Adam Pray  
785-650-4029



Crystal Wolf  
785-656-4259



Marcie Pray  
785-259-0289



Rick Claiborn  
785-259-0690



Tyler Reed  
785-259-3477

## PLATINUM GROUP

116 E. 11th St.  
785-621-HOME