

UPCOMING EVENTS:

- MAY 7- HAYS, KS RACE FOR A CURE
MUNICIPAL PARK 7AM
- MAY 7- HAYS COMMUNITY THEATRE
"HUMOR STAND UP COMEDIANS"
- MAY 7- GREAT PLANES ON THE GREAT PLAINS
FLY-IN-HAYS AIRPORT 7 AM - NOON
- MAY 11- DOWNTOWN MARKET VENDER KICKOFF
DHDC OFFICE 5:30PM
- MAY 11- JOAN WELLS- TRICK ROPER
ELLIS COUNTY HISTORICAL SOCIETY 6 PM
- MAY 21- MARKET OPENING DAY
DOWNTOWN HAYS 7:30 AM
- JUNE 10- FIRE ON THE FRONTIER BBQ CLASSIC
MUNICIPAL PARK 5-10 PM

Platinum Group would like to thank the community for welcoming them to the Hays downtown district in April at their Ribbon cutting, Brick Presentation, and Open House!



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the
HOME front
Your local realtor newsletter

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Total homes in the City of Hays fell to 12 units in February compared to 14 units in February 2015. Total sales volume was \$2.2 million, down from a year earlier. The median sale price in February was \$153,950, down from \$168,500 a year earlier. Homes that sold in February were typically on the market for 103 days and sold for 97.4% of their list prices. The total number of active listings in the City of Hays at the end of February was 103 units, up from 91 at the same point in 2015. This represents a 8.6 months' supply of homes available for sale. The median list price of homes on the market at the end of February was \$190,000. During February, a total of 16 contracts were written down from 19 in February 2015. At the end of the month, there were 29 contracts pending, compared to 31 at the end of February 2015.

City of Hays		February		
Summary Statistics		2016	2015	Change
	Home Sales	12	14	-14.3%
	Active Listings	103	91	13.2%
	Months' Supply	8.6	6.5	32.1%
	New Listings	31	40	-22.5%
	Contracts Written	16	19	-15.8%
	Pending Contracts	29	31	-6.5%
	Sales Volume (1,000s)	2,191	2,533	-13.5%
Average	Sale Price	182,617	180,929	0.9%
	List Price of Actives	225,272	220,668	2.1%
	Days on Market	158	81	94.7%
	Percent of List	96.5%	97.5%	-1.0%
Median	Percent of Original	91.5%	96.8%	-5.4%
	Sale Price	153,950	168,500	-8.6%
	List Price of Actives	190,000	185,000	2.7%
	Days on Market	103	82	26.4%
	Percent of List	97.4%	98.1%	-0.7%
	Percent of Original	93.6%	96.8%	-3.3%

TGIF! The best day of the week to list your home is Friday!



Tips on Attracting More Buyers

Help Convince Buyers to Offer Top Value of Their Dollar For the Property



Amp up the curb appeal.

Look at your home objectively from the street. Check the condition of the landscaping, paint, roof, shutters, front door, knocker, windows, and house number. Observe how your window treatments look from the outside. Something special--such as big flowerpots or an antique bench--can help your property stand out after a long day of house hunting.

Enrich the color.

Paint is cheap, but it can make a big impression. The shade doesn't have to be white or beige, but stay away from jarring pinks, oranges, and purples. Soft yellows and pale greens say "welcome," lead the eye from room to room, and flatter skin tones. Tint ceilings in a lighter shade.

Upgrade the kitchen and bathrooms.

These are make-or-break rooms. Make sure they're squeaky clean and clutter-free, and update the pulls, sinks, and faucets. In a kitchen, add one cool appliance, such as an espresso maker.

Screen hardwood floors.

Refinishing is costly, messy and time-consuming, so consider screening instead. This entails a light sanding --not a full stripping of color or polyurethane--then a coat of finish.

Clean out and organize closets.

Remove anything you don't need or haven't worn in a while. Closets should only be half-full so buyers can visualize fitting their stuff in.

Update window treatments.

Buyers want light and views, not dated, heavy drapes. To diffuse light and add privacy, consider energy-efficient shades and blinds.

Hire a home inspector.

Do a preemptive strike to find and fix problems before you sell your home. Then you can show receipts to buyers, demonstrating your detailed care for their future home.



TOP 5 PROJECTS WITH THE GREATEST RETURN ON INVESTMENT

1. Attic Insulation Fiberglass

(116.9%ROI)
Average Cost: \$1268
Average Resale Value: \$1,482

2. Manufactured Stone Veneer

(92%ROI)
Average Cost: \$7,519
Average Resale Value: \$6,988

3. Garage Door Replacement

(91.5% ROI)
Average Cost: \$1,652
Average Resale Value: \$1,512

4. Entry Door Replacement (Steel)

(91.1% ROI)
Average Cost: \$1,335
Average Resale Value: \$1,217

5. Minor Kitchen Remodel

(83.1% ROI)
Average Cost:\$20,122
Average Resale Value: \$16,716

Homeowners can expect to reap the highest returns on projects that cost relatively less, according to REMODELING magazine's 2016 Cost vs. Value Report.

If you are considering a home Renovation, or want to know what your home is worth in today's market call a Professional Real Estate Advisor at Platinum Group 785-621-HOME.

2015 Remodeling Impact Report

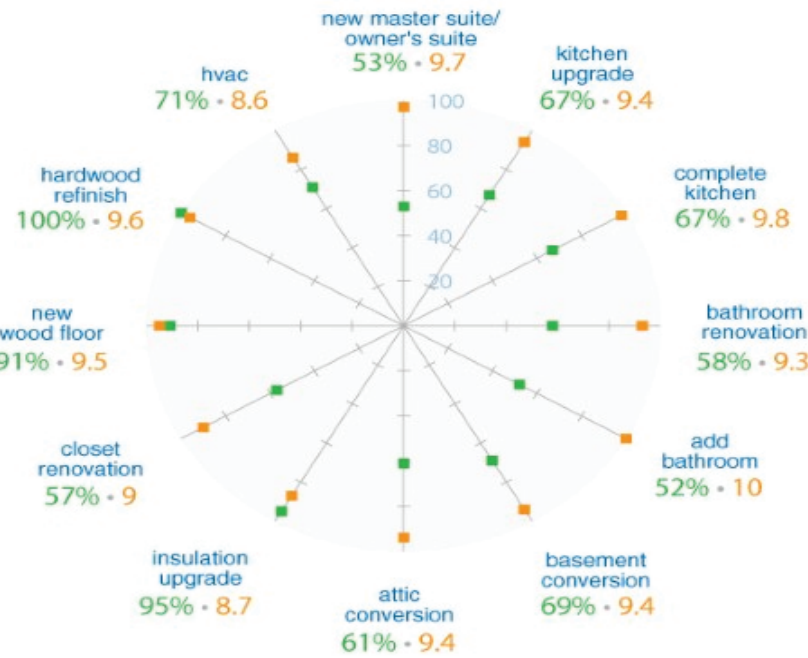
Return Vs. Joy Score Comparison for All Projects in Survey

Twenty remodeling and replacement projects are highlighted in the 2015 report.

As part of the survey, homeowners were asked about the project they undertook, and the satisfaction fro seeing their completed project. Here we compare their "Joy Score" with REALTOR opinions of how much of the remodeling cost they could recover if they sell the home.

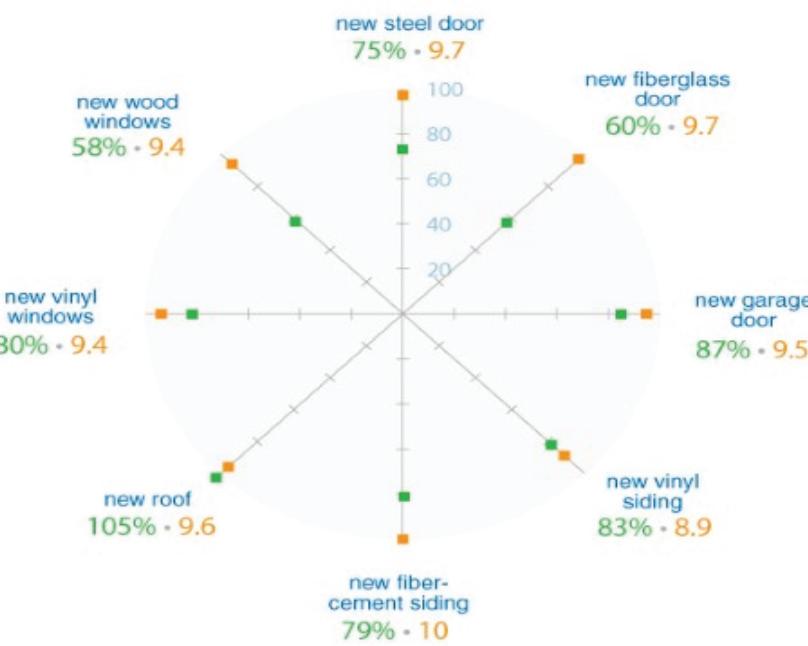
All Interior Projects

Recovered Percentage of Original Cost • Joy Score



All Exterior Projects

Recovered Percentage of Original Cost • Joy Score



Source: NATIONAL ASSOCIATION OF REALTORS® RESEARCH DEPARTMENT