

Local Market Update for July 2017

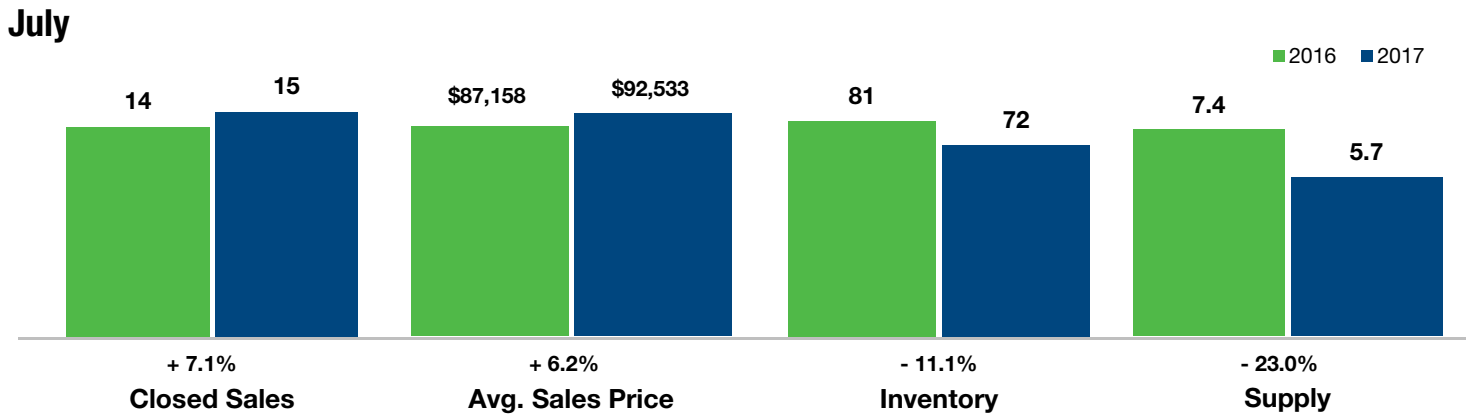
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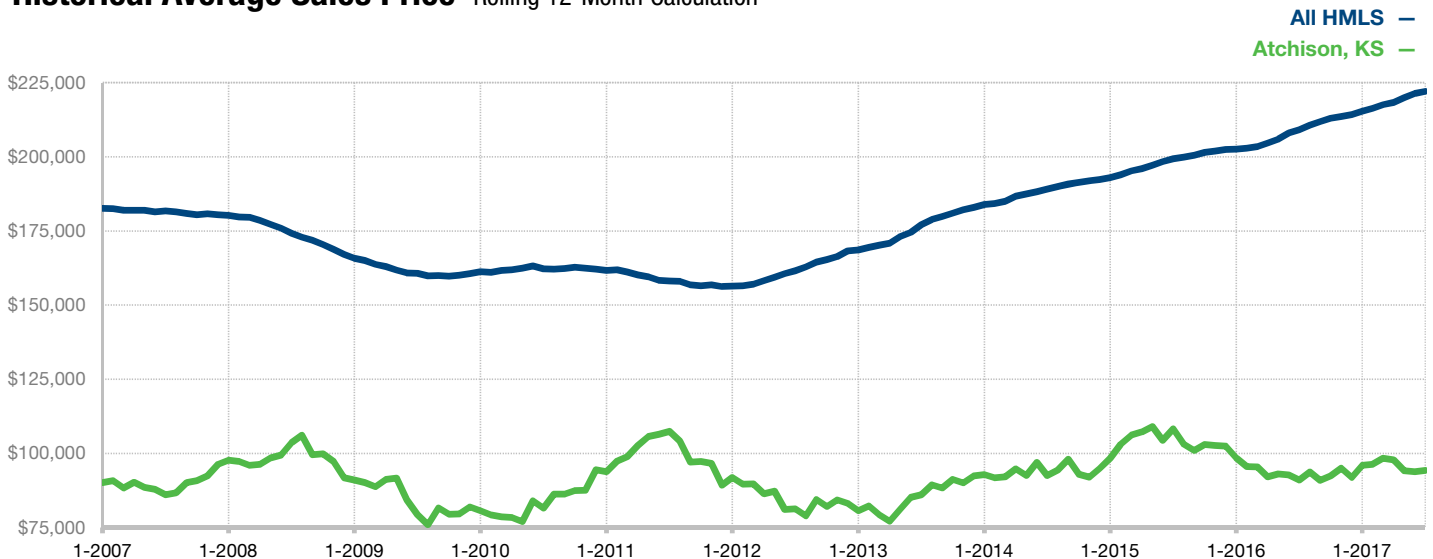
Atchison, KS

Key Metrics	July			Year to Date		
	2016	2017	Percent Change	Thru 7-2016	Thru 7-2017	Percent Change
Closed Sales	14	15	+ 7.1%	76	89	+ 17.1%
Average Sales Price*	\$87,158	\$92,533	+ 6.2%	\$91,973	\$95,921	+ 4.3%
Median Sales Price*	\$81,900	\$90,000	+ 9.9%	\$77,500	\$88,000	+ 13.5%
Days on Market Until Sale	66	133	+ 101.5%	128	116	- 9.4%
Percentage of Original List Price Received*	93.1%	88.0%	- 5.5%	89.1%	87.9%	- 1.3%
Pending Sales	13	17	+ 30.8%	78	102	+ 30.8%
Inventory	81	72	- 11.1%	--	--	--
Supply	7.4	5.7	- 23.0%	--	--	--

* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.



Historical Average Sales Price Rolling 12-Month Calculation



Local Market Update for July 2017

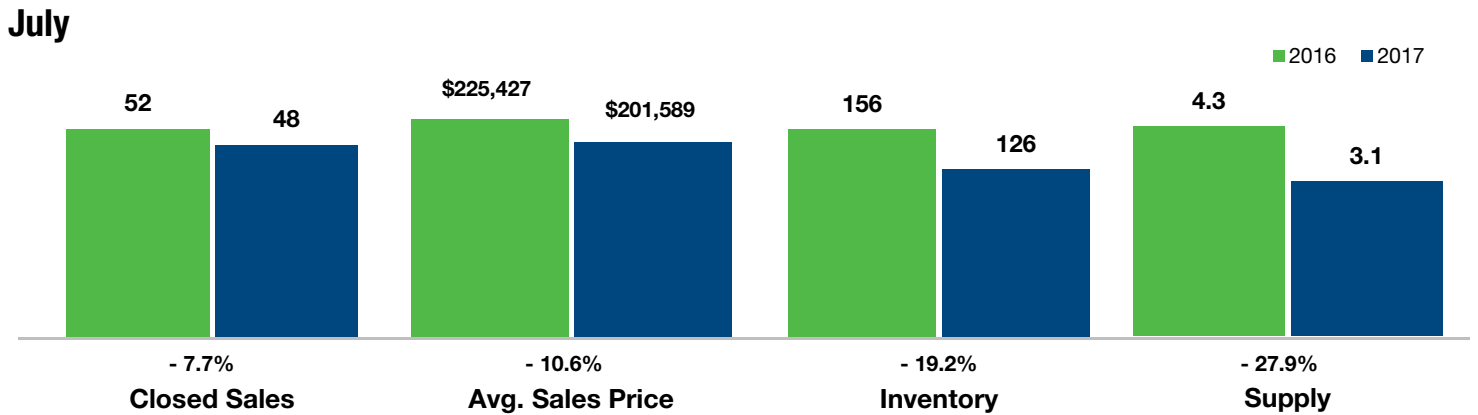
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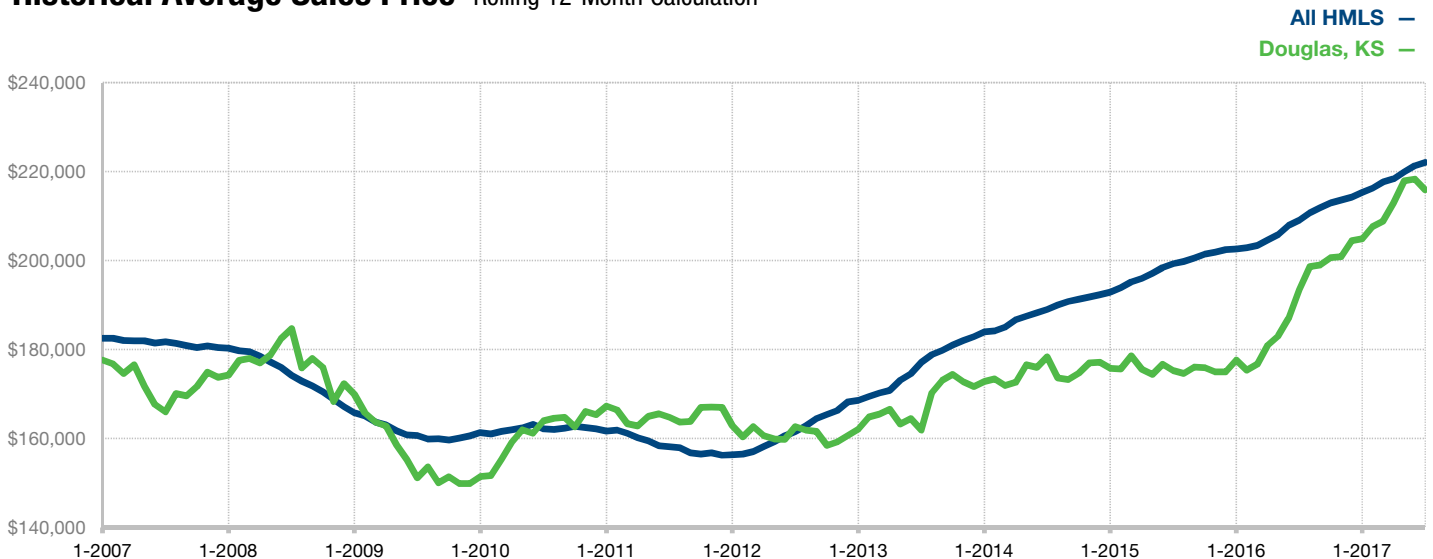
Douglas, KS

Key Metrics	July			Year to Date		
	2016	2017	Percent Change	Thru 7-2016	Thru 7-2017	Percent Change
Closed Sales	52	48	- 7.7%	299	319	+ 6.7%
Average Sales Price*	\$225,427	\$201,589	- 10.6%	\$199,932	\$217,497	+ 8.8%
Median Sales Price*	\$188,750	\$176,250	- 6.6%	\$165,000	\$181,900	+ 10.2%
Days on Market Until Sale	59	35	- 40.7%	65	51	- 21.5%
Percentage of Original List Price Received*	97.2%	96.0%	- 1.2%	96.0%	96.5%	+ 0.5%
Pending Sales	38	35	- 7.9%	321	339	+ 5.6%
Inventory	156	126	- 19.2%	--	--	--
Supply	4.3	3.1	- 27.9%	--	--	--

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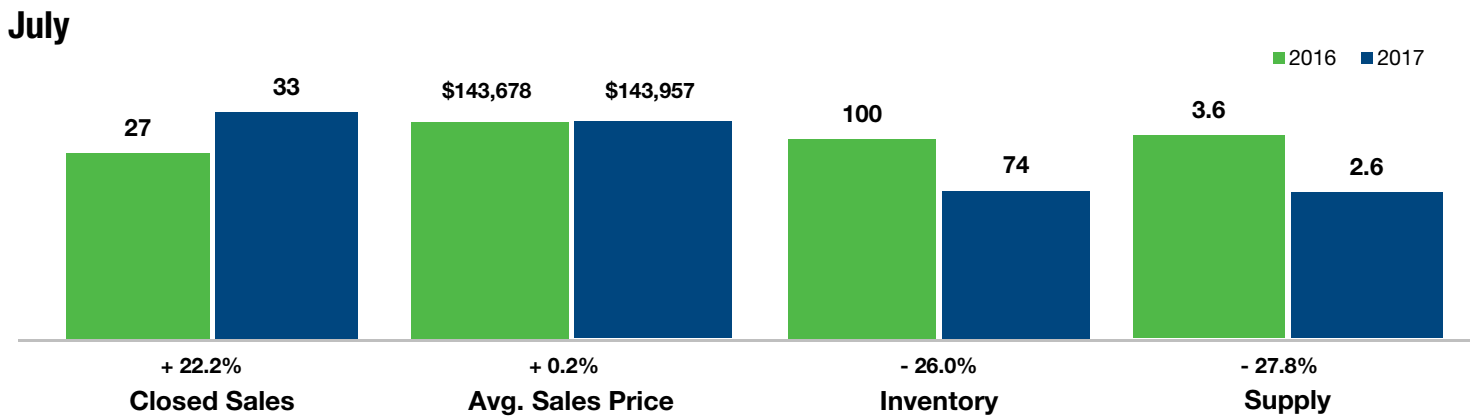
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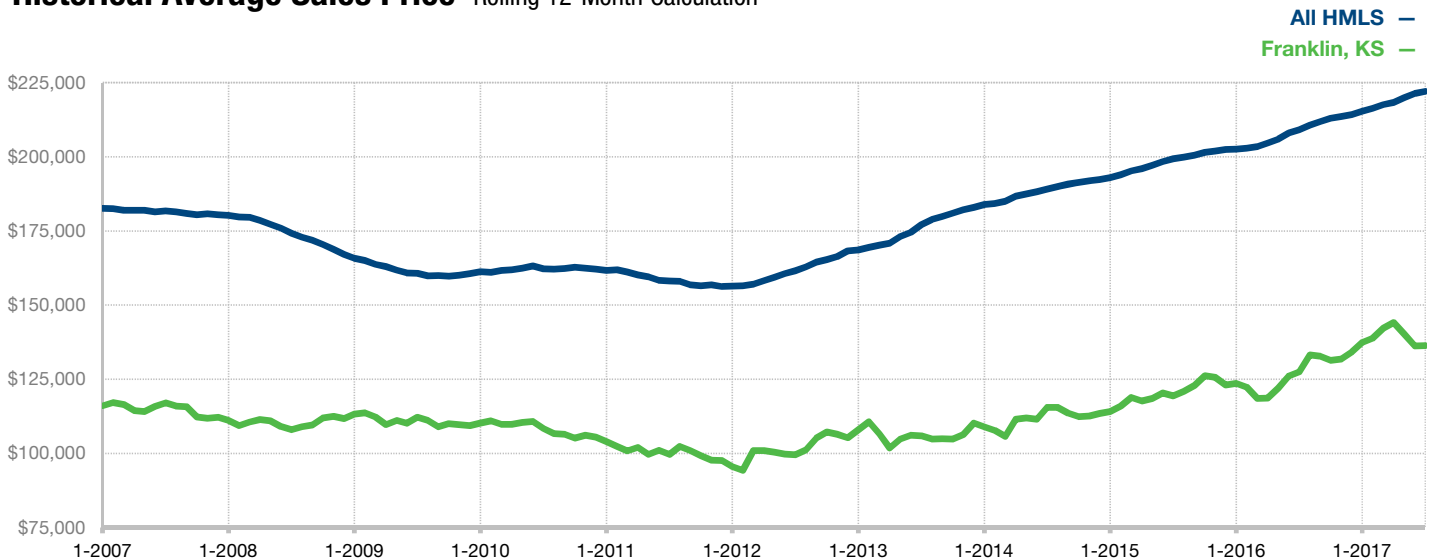
Franklin, KS

Key Metrics	July			Year to Date		
	2016	2017	Percent Change	Thru 7-2016	Thru 7-2017	Percent Change
Closed Sales	27	33	+ 22.2%	197	200	+ 1.5%
Average Sales Price*	\$143,678	\$143,957	+ 0.2%	\$131,371	\$135,154	+ 2.9%
Median Sales Price*	\$140,000	\$125,000	- 10.7%	\$115,000	\$120,000	+ 4.3%
Days on Market Until Sale	42	31	- 26.2%	70	66	- 5.7%
Percentage of Original List Price Received*	95.8%	96.5%	+ 0.7%	93.1%	93.8%	+ 0.8%
Pending Sales	40	42	+ 5.0%	232	229	- 1.3%
Inventory	100	74	- 26.0%	--	--	--
Supply	3.6	2.6	- 27.8%	--	--	--

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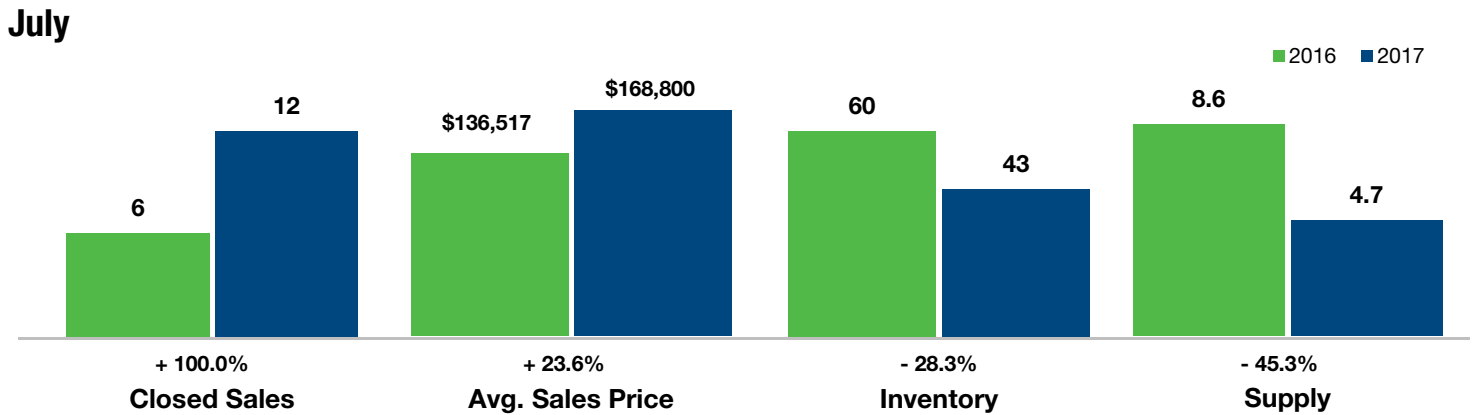
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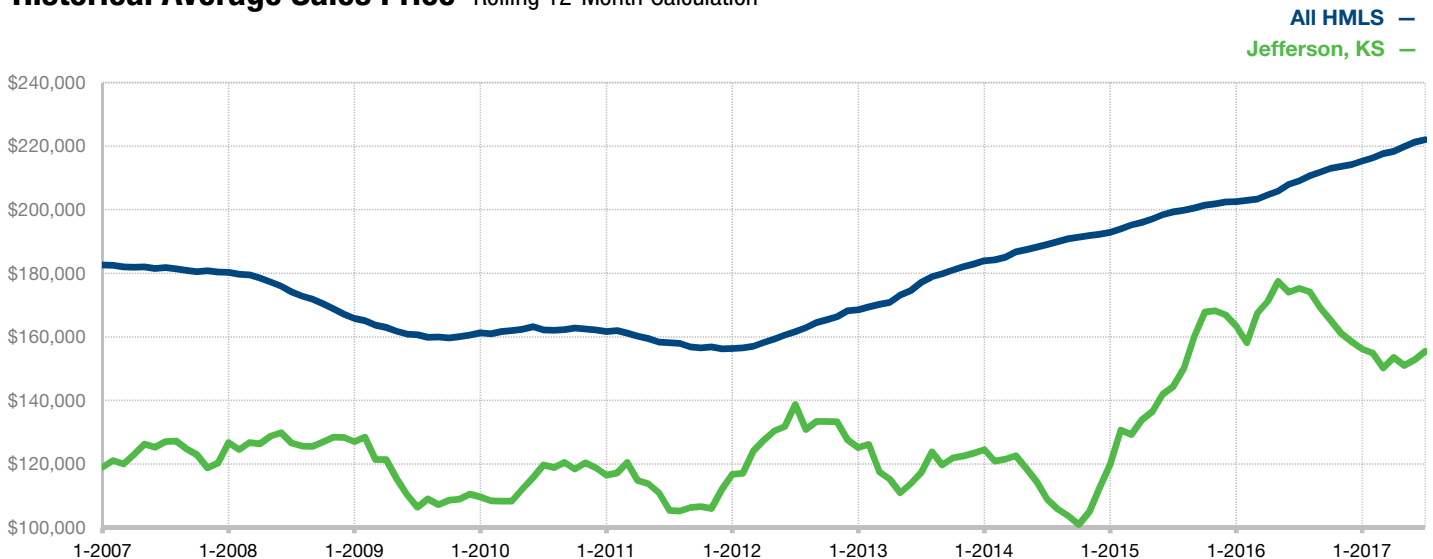
Jefferson, KS

Key Metrics	July			Year to Date		
	2016	2017	Percent Change	Thru 7-2016	Thru 7-2017	Percent Change
Closed Sales	6	12	+ 100.0%	47	59	+ 25.5%
Average Sales Price*	\$136,517	\$168,800	+ 23.6%	\$166,502	\$159,195	- 4.4%
Median Sales Price*	\$117,500	\$162,500	+ 38.3%	\$156,000	\$127,500	- 18.3%
Days on Market Until Sale	40	87	+ 117.5%	123	62	- 49.6%
Percentage of Original List Price Received*	99.4%	93.6%	- 5.8%	91.9%	95.2%	+ 3.6%
Pending Sales	7	7	0.0%	54	63	+ 16.7%
Inventory	60	43	- 28.3%	--	--	--
Supply	8.6	4.7	- 45.3%	--	--	--

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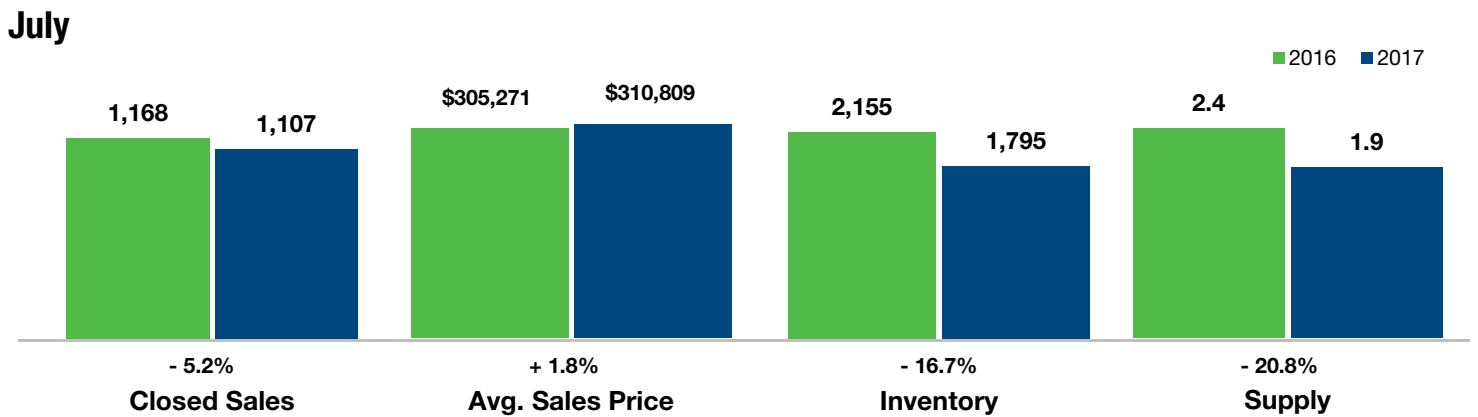
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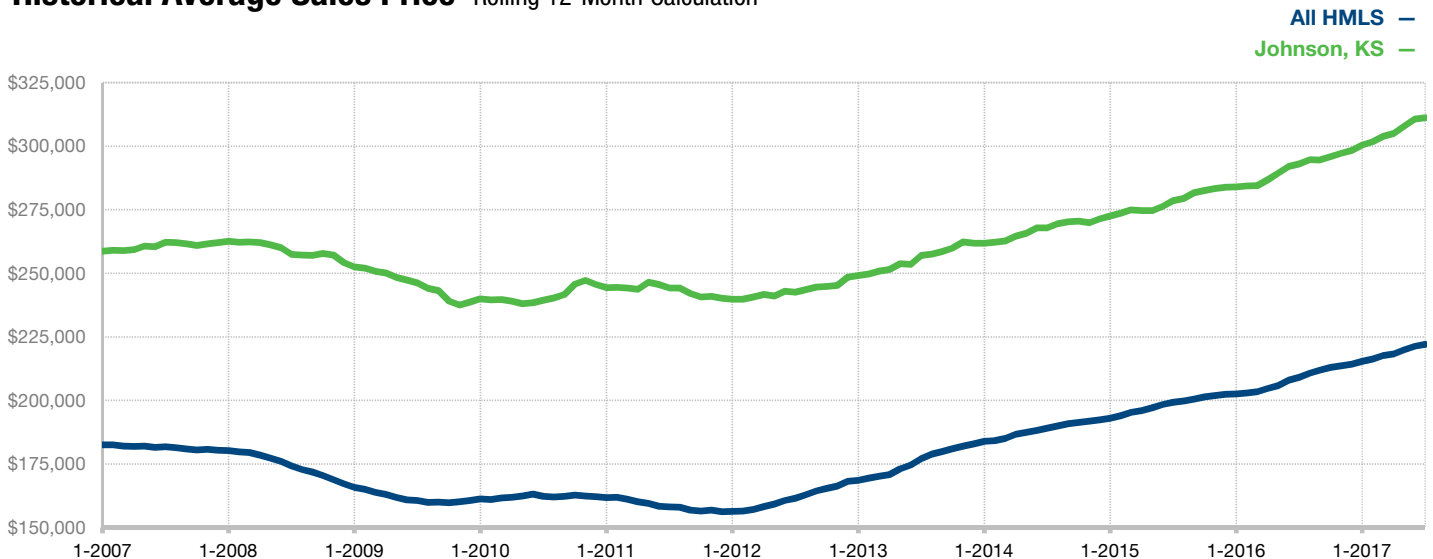
Johnson, KS

Key Metrics	July			Year to Date		
	2016	2017	Percent Change	Thru 7-2016	Thru 7-2017	Percent Change
Closed Sales	1,168	1,107	- 5.2%	6,688	6,595	- 1.4%
Average Sales Price*	\$305,271	\$310,809	+ 1.8%	\$295,860	\$317,826	+ 7.4%
Median Sales Price*	\$260,000	\$270,000	+ 3.8%	\$250,000	\$269,125	+ 7.7%
Days on Market Until Sale	48	37	- 22.9%	52	44	- 15.4%
Percentage of Original List Price Received*	99.0%	99.4%	+ 0.4%	98.4%	99.0%	+ 0.6%
Pending Sales	1,013	1,043	+ 3.0%	7,517	7,491	- 0.3%
Inventory	2,155	1,795	- 16.7%	--	--	--
Supply	2.4	1.9	- 20.8%	--	--	--

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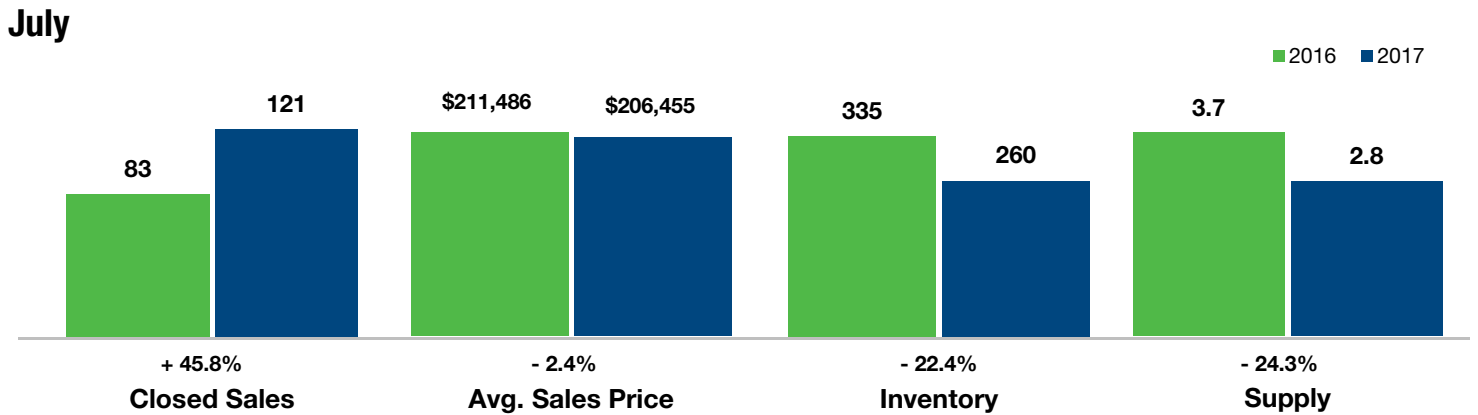
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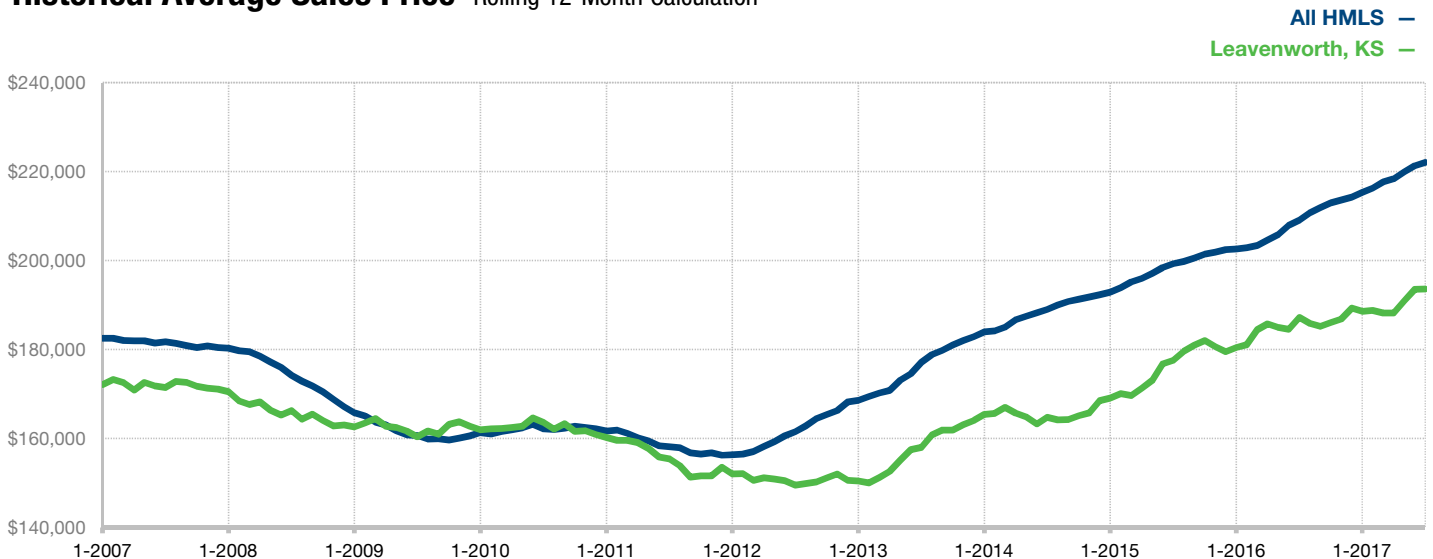
Leavenworth, KS

Key Metrics	July			Year to Date		
	2016	2017	Percent Change	Thru 7-2016	Thru 7-2017	Percent Change
Closed Sales	83	121	+ 45.8%	662	668	+ 0.9%
Average Sales Price*	\$211,486	\$206,455	- 2.4%	\$190,726	\$197,964	+ 3.8%
Median Sales Price*	\$200,000	\$190,000	- 5.0%	\$178,000	\$190,500	+ 7.0%
Days on Market Until Sale	68	54	- 20.6%	83	65	- 21.7%
Percentage of Original List Price Received*	97.8%	97.5%	- 0.3%	96.7%	96.8%	+ 0.1%
Pending Sales	100	95	- 5.0%	748	743	- 0.7%
Inventory	335	260	- 22.4%	--	--	--
Supply	3.7	2.8	- 24.3%	--	--	--

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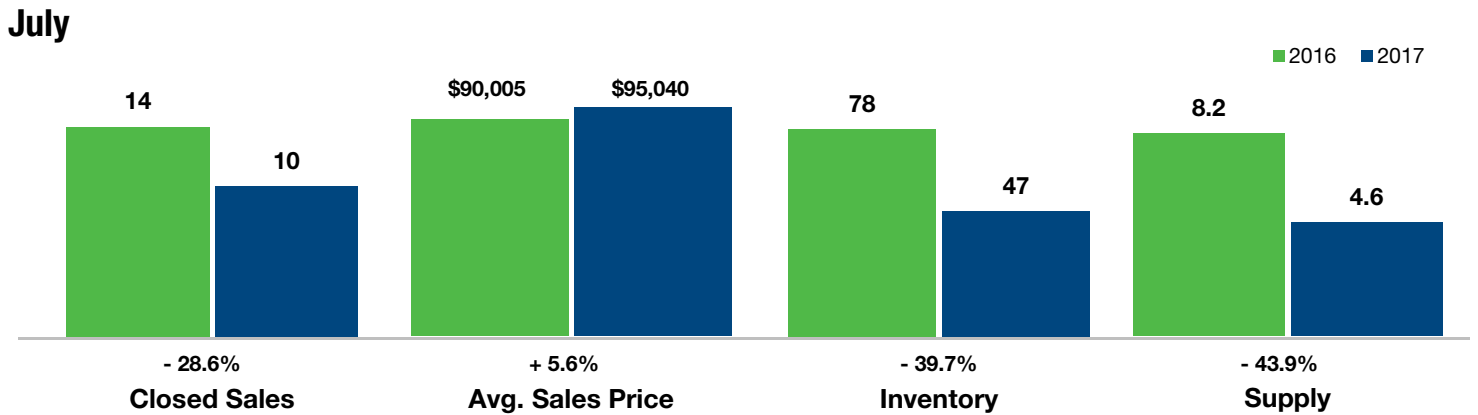
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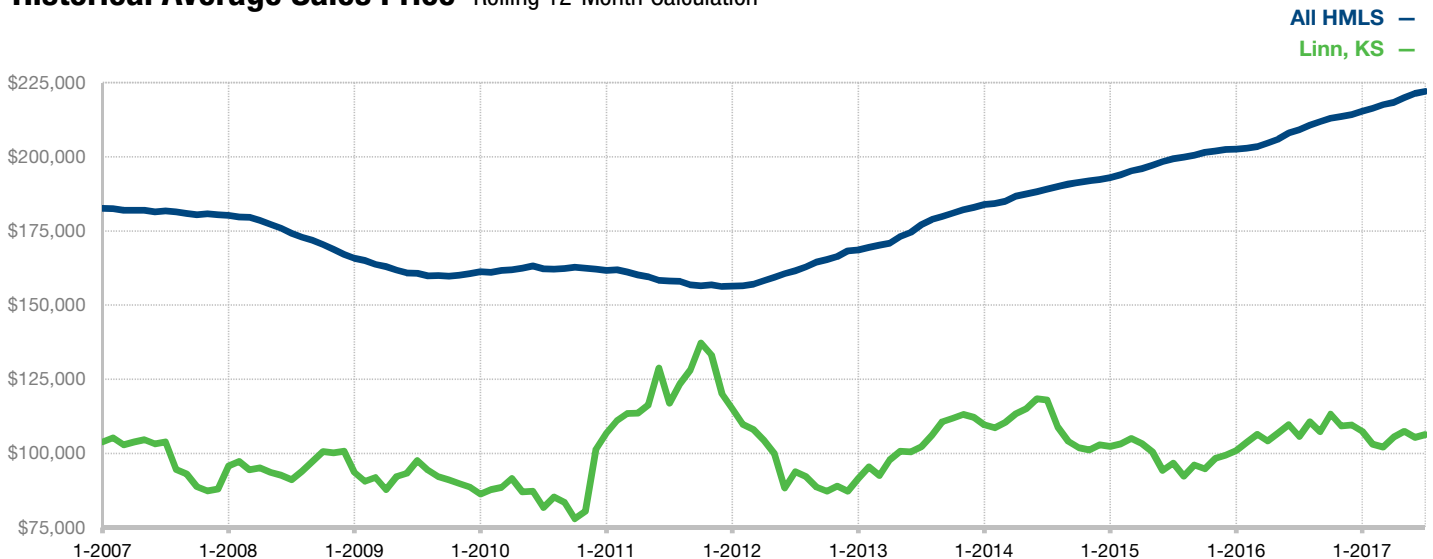
Linn, KS

Key Metrics	July			Year to Date		
	2016	2017	Percent Change	Thru 7-2016	Thru 7-2017	Percent Change
Closed Sales	14	10	- 28.6%	71	76	+ 7.0%
Average Sales Price*	\$90,005	\$95,040	+ 5.6%	\$112,009	\$106,666	- 4.8%
Median Sales Price*	\$81,575	\$73,000	- 10.5%	\$99,000	\$84,950	- 14.2%
Days on Market Until Sale	105	106	+ 1.0%	90	108	+ 20.0%
Percentage of Original List Price Received*	99.8%	94.0%	- 5.8%	93.3%	89.9%	- 3.6%
Pending Sales	8	9	+ 12.5%	77	83	+ 7.8%
Inventory	78	47	- 39.7%	--	--	--
Supply	8.2	4.6	- 43.9%	--	--	--

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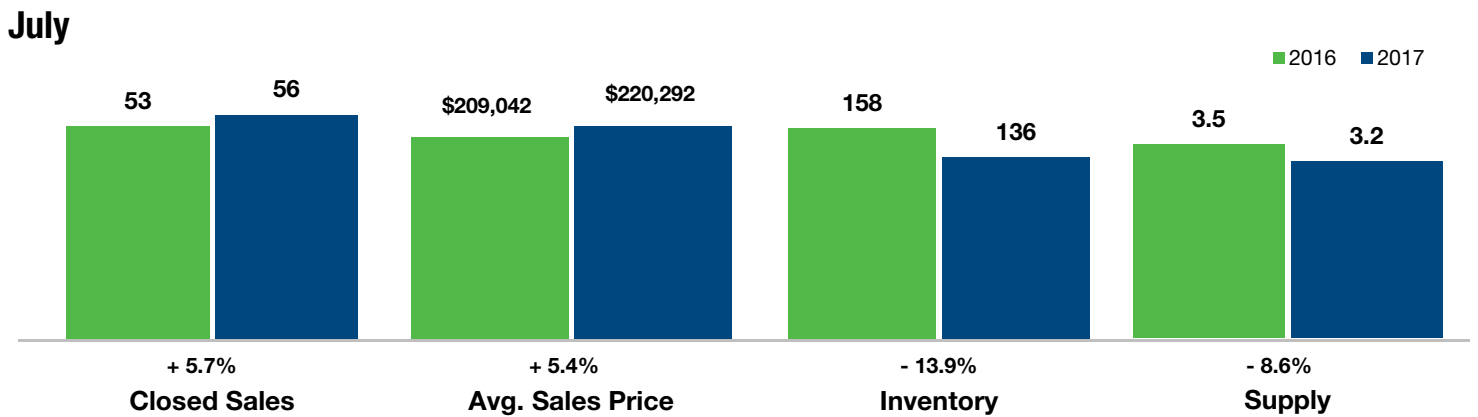
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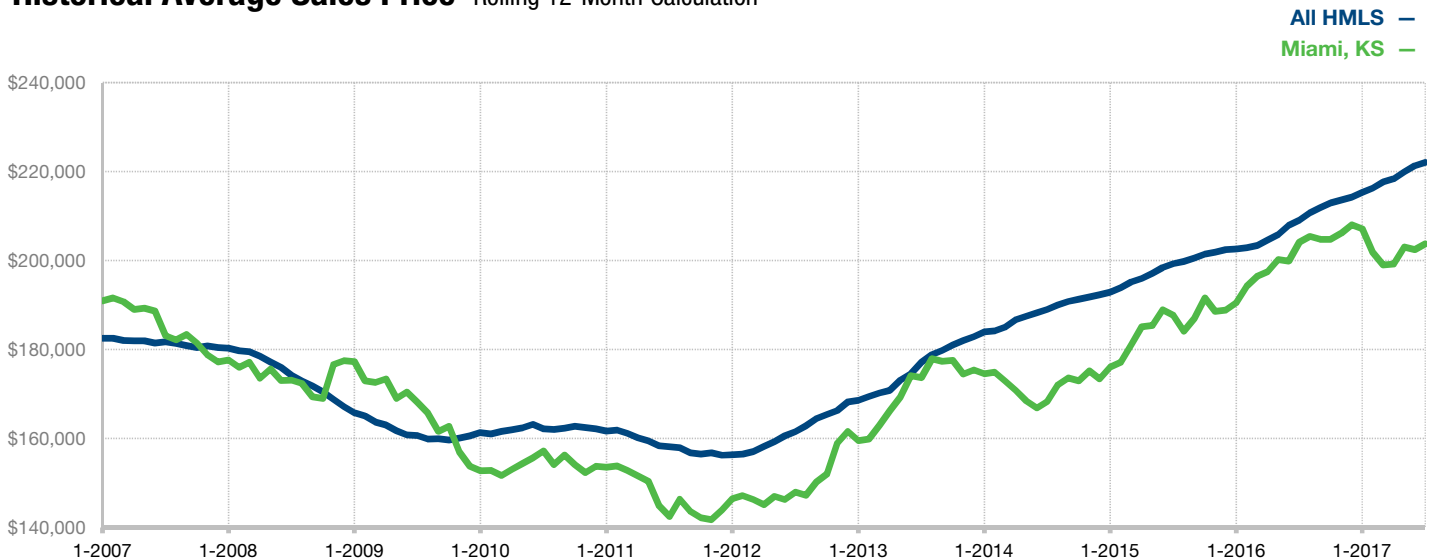
Miami, KS

Key Metrics	July			Year to Date		
	2016	2017	Percent Change	Thru 7-2016	Thru 7-2017	Percent Change
Closed Sales	53	56	+ 5.7%	339	295	- 13.0%
Average Sales Price*	\$209,042	\$220,292	+ 5.4%	\$212,391	\$205,518	- 3.2%
Median Sales Price*	\$184,000	\$207,250	+ 12.6%	\$184,000	\$191,000	+ 3.8%
Days on Market Until Sale	55	63	+ 14.5%	75	70	- 6.7%
Percentage of Original List Price Received*	96.3%	94.9%	- 1.5%	94.6%	95.2%	+ 0.6%
Pending Sales	54	57	+ 5.6%	359	343	- 4.5%
Inventory	158	136	- 13.9%	--	--	--
Supply	3.5	3.2	- 8.6%	--	--	--

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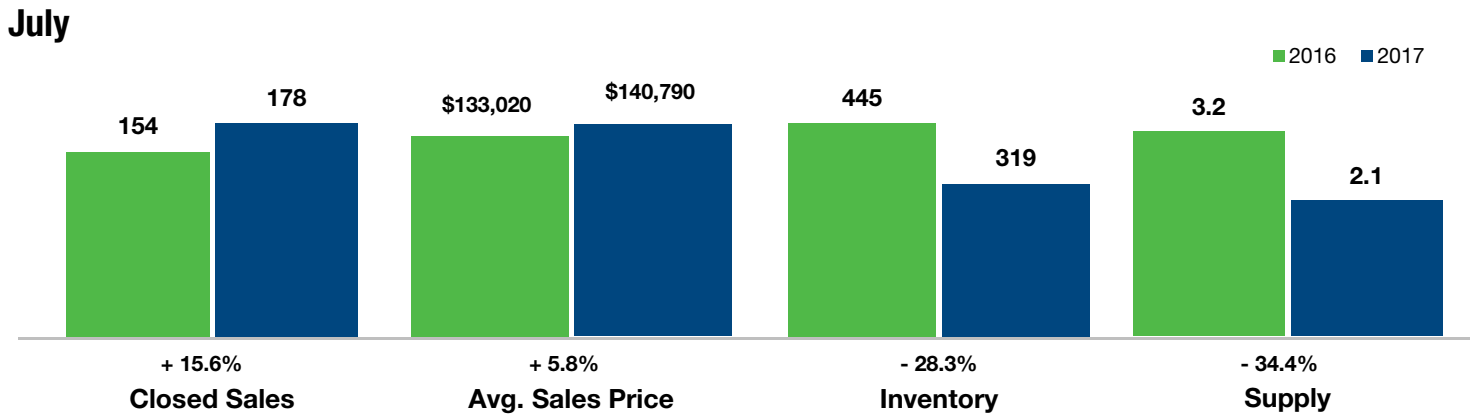
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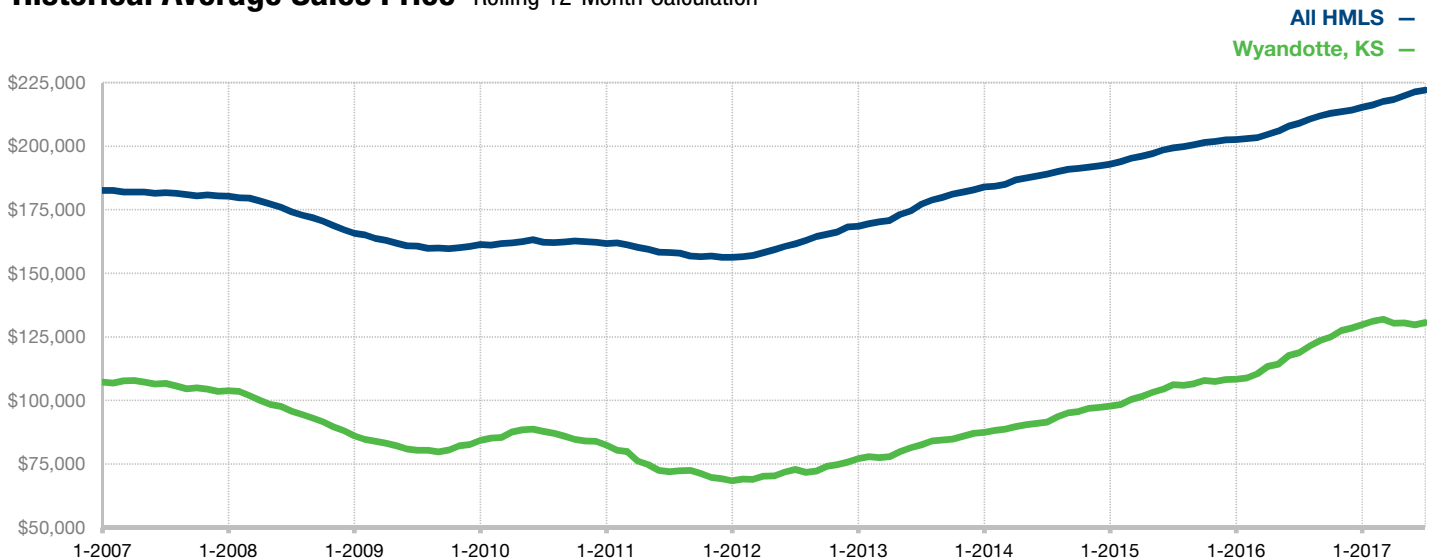
Wyandotte, KS

Key Metrics	July			Year to Date		
	2016	2017	Percent Change	Thru 7-2016	Thru 7-2017	Percent Change
Closed Sales	154	178	+ 15.6%	1,006	1,044	+ 3.8%
Average Sales Price*	\$133,020	\$140,790	+ 5.8%	\$126,424	\$130,098	+ 2.9%
Median Sales Price*	\$120,500	\$124,500	+ 3.3%	\$110,000	\$116,250	+ 5.7%
Days on Market Until Sale	59	51	- 13.6%	69	56	- 18.8%
Percentage of Original List Price Received*	95.8%	97.2%	+ 1.5%	95.7%	95.9%	+ 0.2%
Pending Sales	151	163	+ 7.9%	1,107	1,162	+ 5.0%
Inventory	445	319	- 28.3%	--	--	--
Supply	3.2	2.1	- 34.4%	--	--	--

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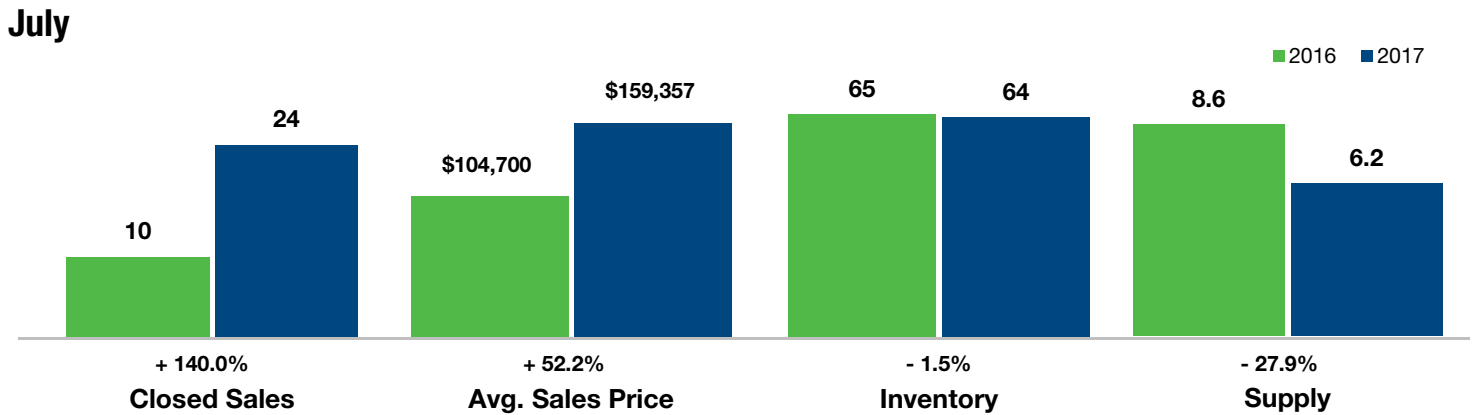
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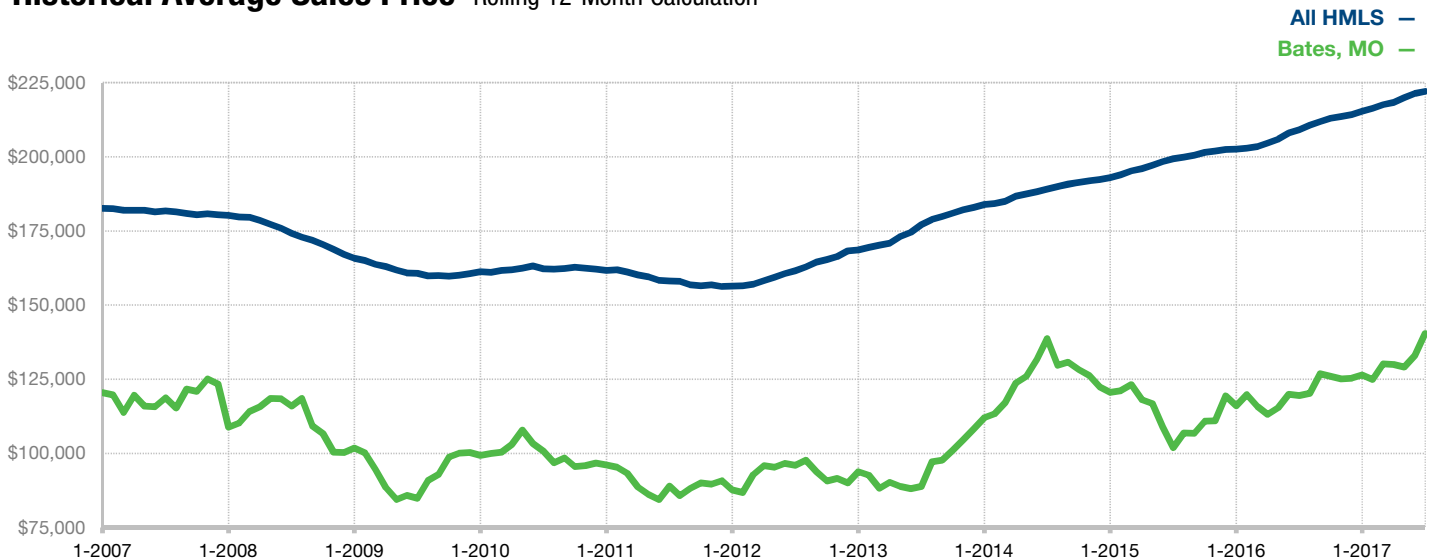
Bates, MO

Key Metrics	July			Year to Date		
	2016	2017	Percent Change	Thru 7-2016	Thru 7-2017	Percent Change
Closed Sales	10	24	+ 140.0%	56	84	+ 50.0%
Average Sales Price*	\$104,700	\$159,357	+ 52.2%	\$114,975	\$140,507	+ 22.2%
Median Sales Price*	\$106,000	\$142,000	+ 34.0%	\$96,750	\$136,250	+ 40.8%
Days on Market Until Sale	189	81	- 57.1%	192	102	- 46.9%
Percentage of Original List Price Received*	94.2%	94.9%	+ 0.7%	89.5%	93.3%	+ 4.2%
Pending Sales	5	14	+ 180.0%	58	94	+ 62.1%
Inventory	65	64	- 1.5%	--	--	--
Supply	8.6	6.2	- 27.9%	--	--	--

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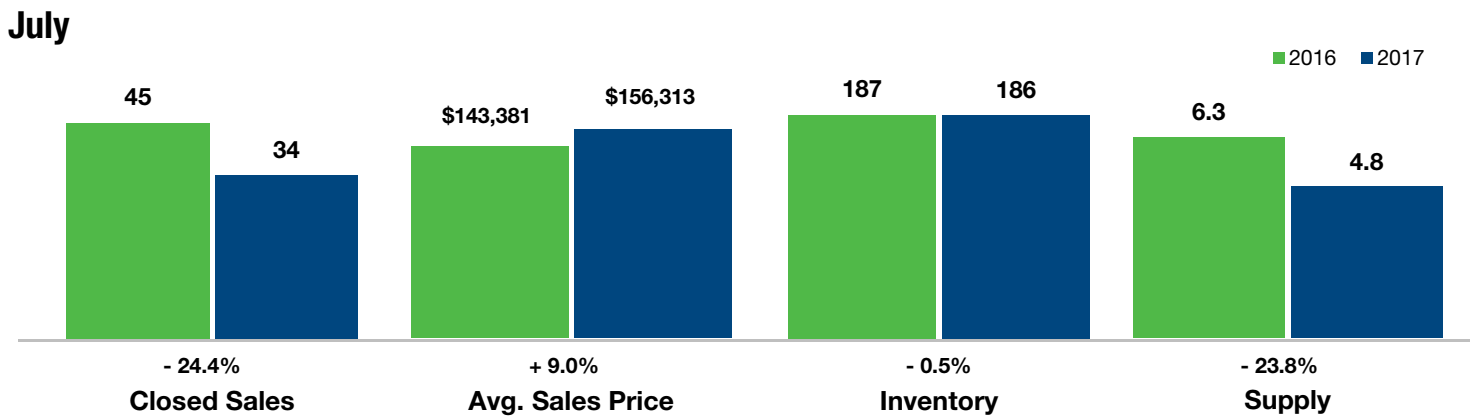
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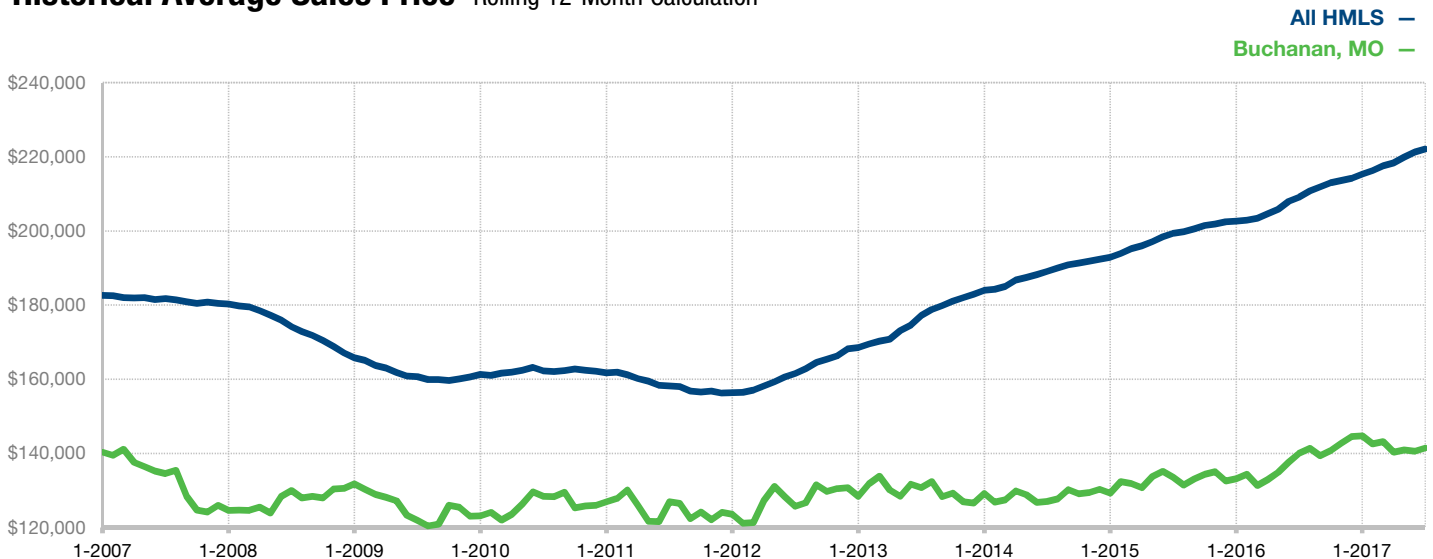
Buchanan, MO

Key Metrics	July			Year to Date		
	2016	2017	Percent Change	Thru 7-2016	Thru 7-2017	Percent Change
Closed Sales	45	34	- 24.4%	224	271	+ 21.0%
Average Sales Price*	\$143,381	\$156,313	+ 9.0%	\$148,140	\$142,247	- 4.0%
Median Sales Price*	\$120,000	\$114,750	- 4.4%	\$130,000	\$123,250	- 5.2%
Days on Market Until Sale	66	60	- 9.1%	73	75	+ 2.7%
Percentage of Original List Price Received*	95.0%	91.9%	- 3.3%	94.0%	92.9%	- 1.2%
Pending Sales	40	40	0.0%	257	297	+ 15.6%
Inventory	187	186	- 0.5%	--	--	--
Supply	6.3	4.8	- 23.8%	--	--	--

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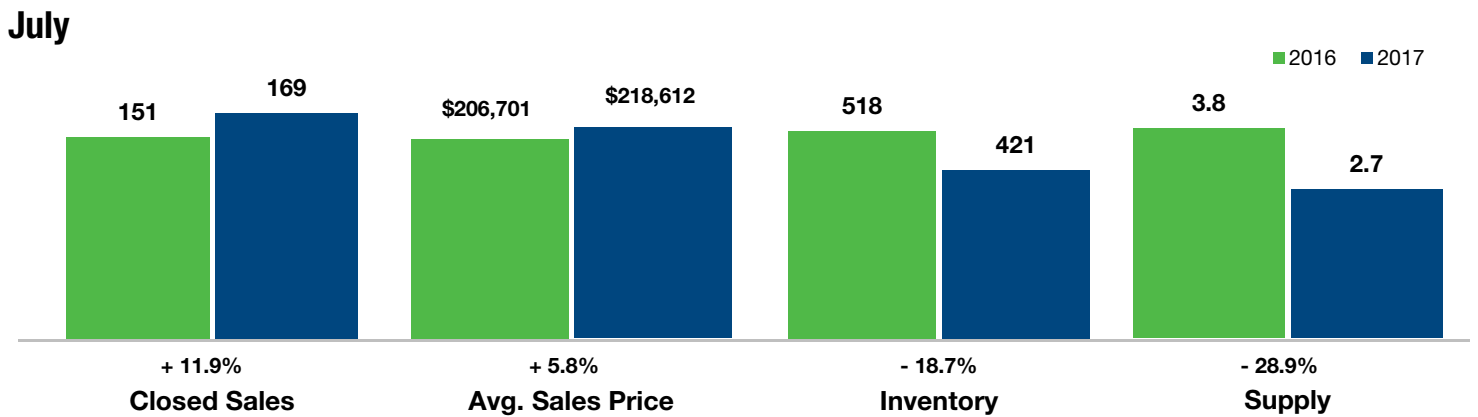
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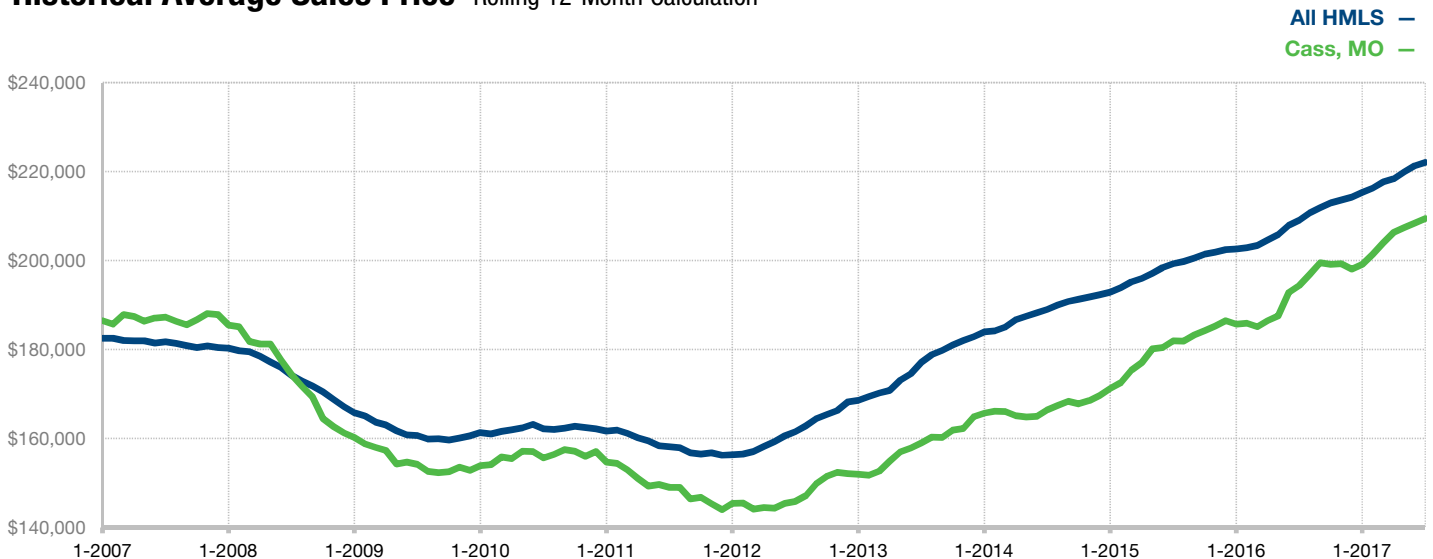
Cass, MO

Key Metrics	July			Year to Date		
	2016	2017	Percent Change	Thru 7-2016	Thru 7-2017	Percent Change
Closed Sales	151	169	+ 11.9%	980	1,146	+ 16.9%
Average Sales Price*	\$206,701	\$218,612	+ 5.8%	\$197,170	\$216,017	+ 9.6%
Median Sales Price*	\$178,000	\$189,000	+ 6.2%	\$170,000	\$190,000	+ 11.8%
Days on Market Until Sale	62	57	- 8.1%	78	73	- 6.4%
Percentage of Original List Price Received*	97.0%	98.5%	+ 1.5%	96.4%	97.6%	+ 1.2%
Pending Sales	155	197	+ 27.1%	1,092	1,293	+ 18.4%
Inventory	518	421	- 18.7%	--	--	--
Supply	3.8	2.7	- 28.9%	--	--	--

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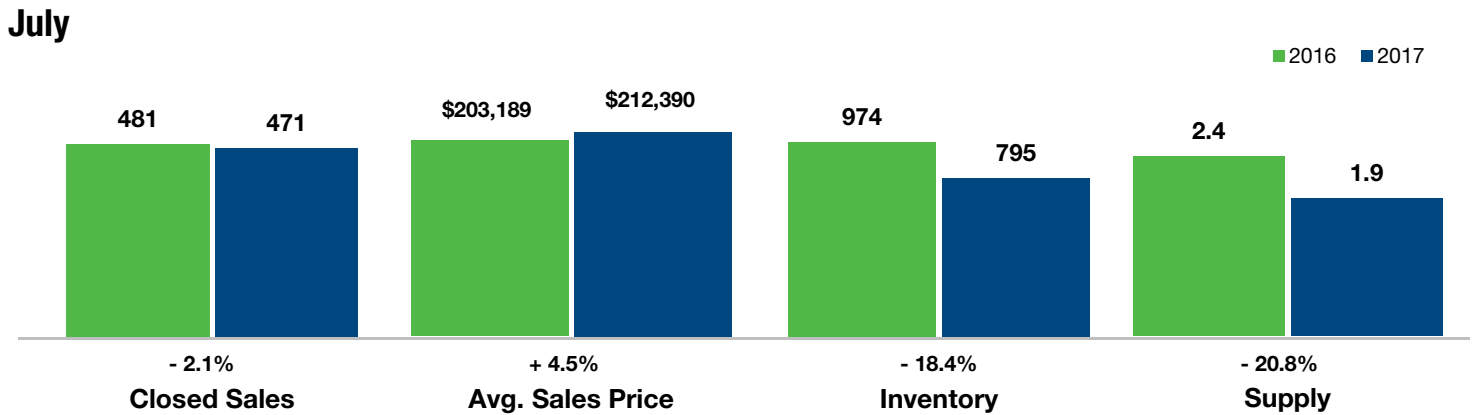
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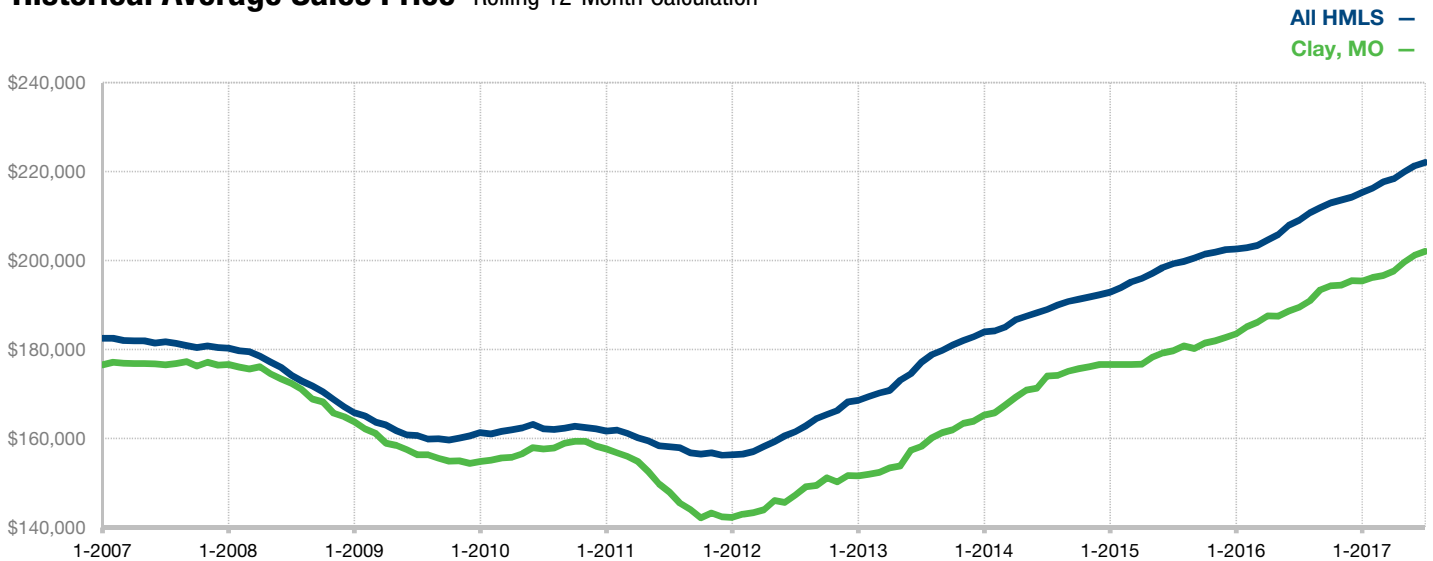
Clay, MO

Key Metrics	July			Year to Date		
	2016	2017	Percent Change	Thru 7-2016	Thru 7-2017	Percent Change
Closed Sales	481	471	- 2.1%	2,983	2,956	- 0.9%
Average Sales Price*	\$203,189	\$212,390	+ 4.5%	\$193,630	\$205,082	+ 5.9%
Median Sales Price*	\$182,000	\$191,400	+ 5.2%	\$175,000	\$185,000	+ 5.7%
Days on Market Until Sale	51	39	- 23.5%	62	50	- 19.4%
Percentage of Original List Price Received*	97.9%	98.5%	+ 0.6%	97.6%	98.1%	+ 0.5%
Pending Sales	501	479	- 4.4%	3,381	3,287	- 2.8%
Inventory	974	795	- 18.4%	--	--	--
Supply	2.4	1.9	- 20.8%	--	--	--

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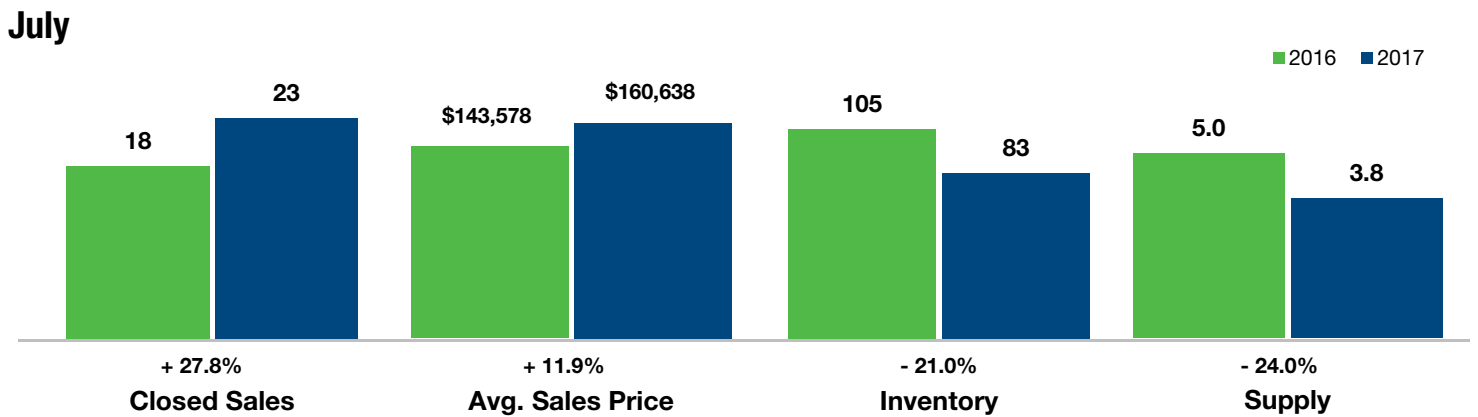
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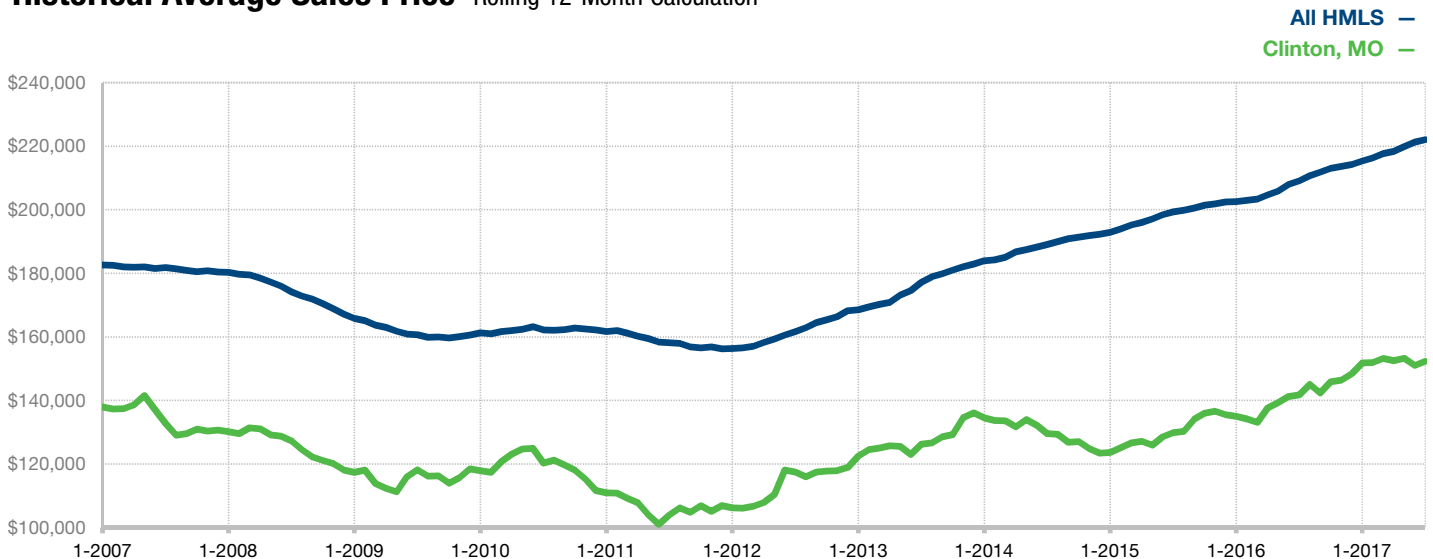
Clinton, MO

Key Metrics	July			Year to Date		
	2016	2017	Percent Change	Thru 7-2016	Thru 7-2017	Percent Change
Closed Sales	18	23	+ 27.8%	145	148	+ 2.1%
Average Sales Price*	\$143,578	\$160,638	+ 11.9%	\$146,481	\$153,569	+ 4.8%
Median Sales Price*	\$134,700	\$146,750	+ 8.9%	\$131,750	\$133,000	+ 0.9%
Days on Market Until Sale	90	45	- 50.0%	96	78	- 18.8%
Percentage of Original List Price Received*	94.6%	96.5%	+ 2.0%	94.5%	95.0%	+ 0.5%
Pending Sales	26	39	+ 50.0%	174	178	+ 2.3%
Inventory	105	83	- 21.0%	--	--	--
Supply	5.0	3.8	- 24.0%	--	--	--

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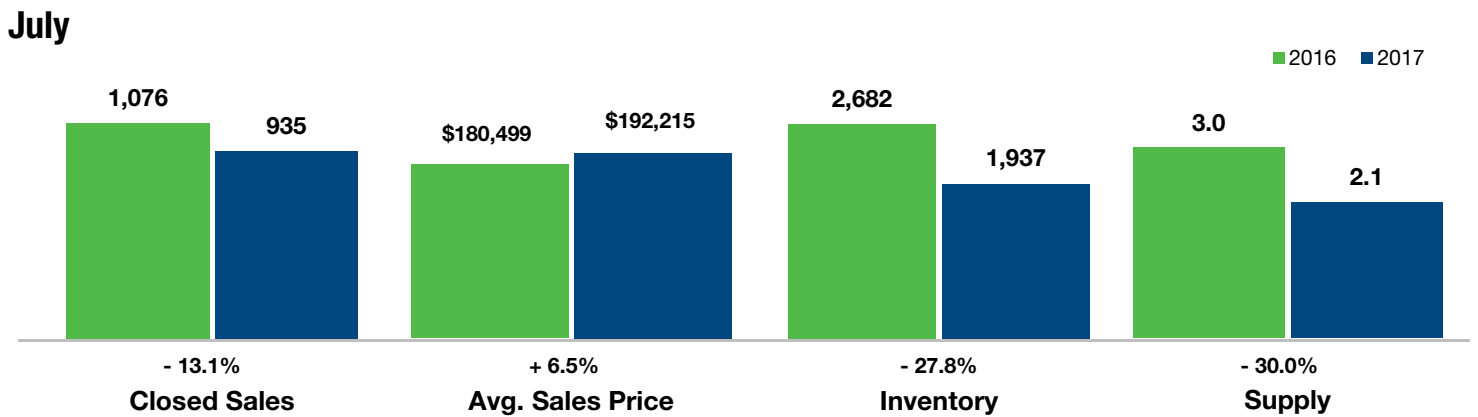
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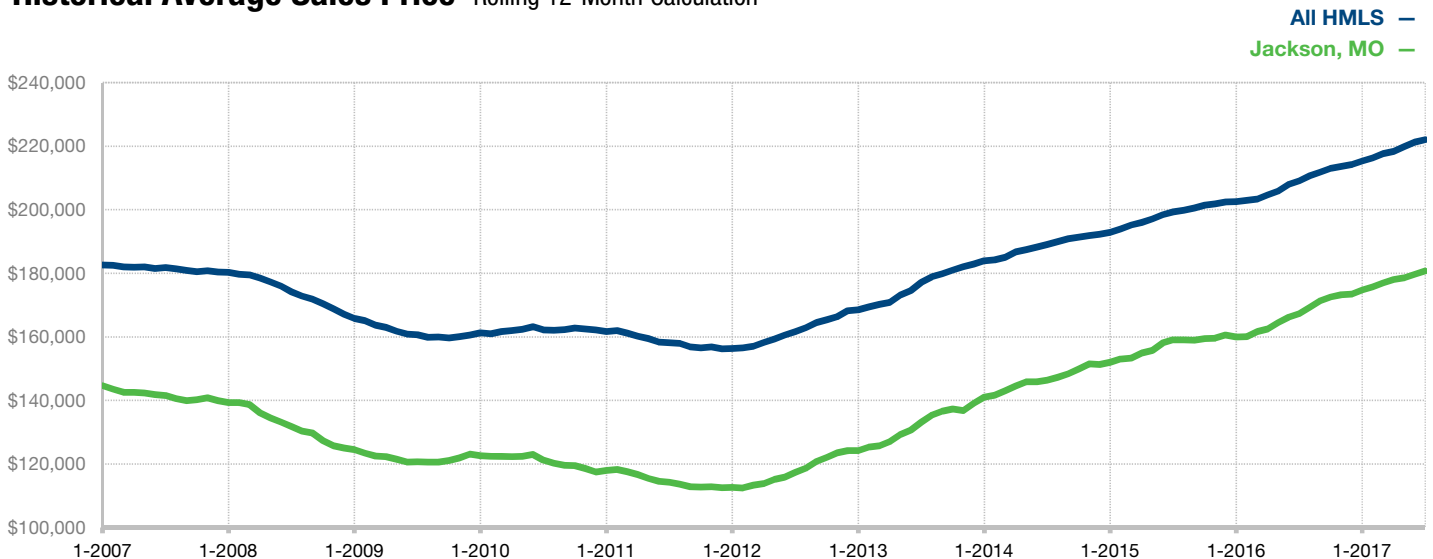
Jackson, MO

Key Metrics	July			Year to Date		
	2016	2017	Percent Change	Thru 7-2016	Thru 7-2017	Percent Change
Closed Sales	1,076	935	- 13.1%	6,506	6,333	- 2.7%
Average Sales Price*	\$180,499	\$192,215	+ 6.5%	\$172,033	\$184,408	+ 7.2%
Median Sales Price*	\$155,750	\$162,000	+ 4.0%	\$145,500	\$159,000	+ 9.3%
Days on Market Until Sale	53	45	- 15.1%	67	55	- 17.9%
Percentage of Original List Price Received*	96.4%	97.2%	+ 0.8%	95.6%	96.6%	+ 1.0%
Pending Sales	999	1,034	+ 3.5%	7,027	7,061	+ 0.5%
Inventory	2,682	1,937	- 27.8%	--	--	--
Supply	3.0	2.1	- 30.0%	--	--	--

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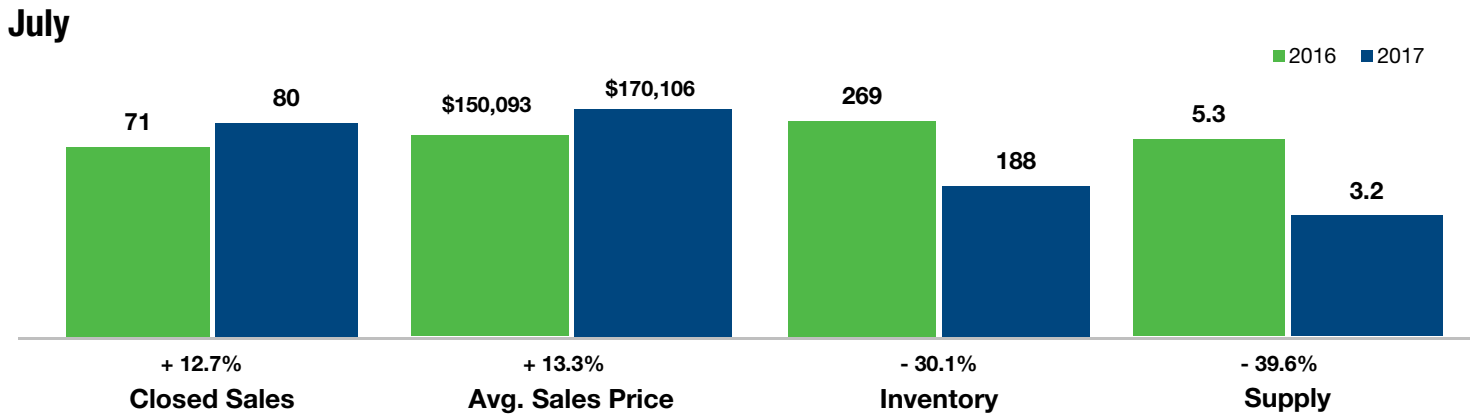
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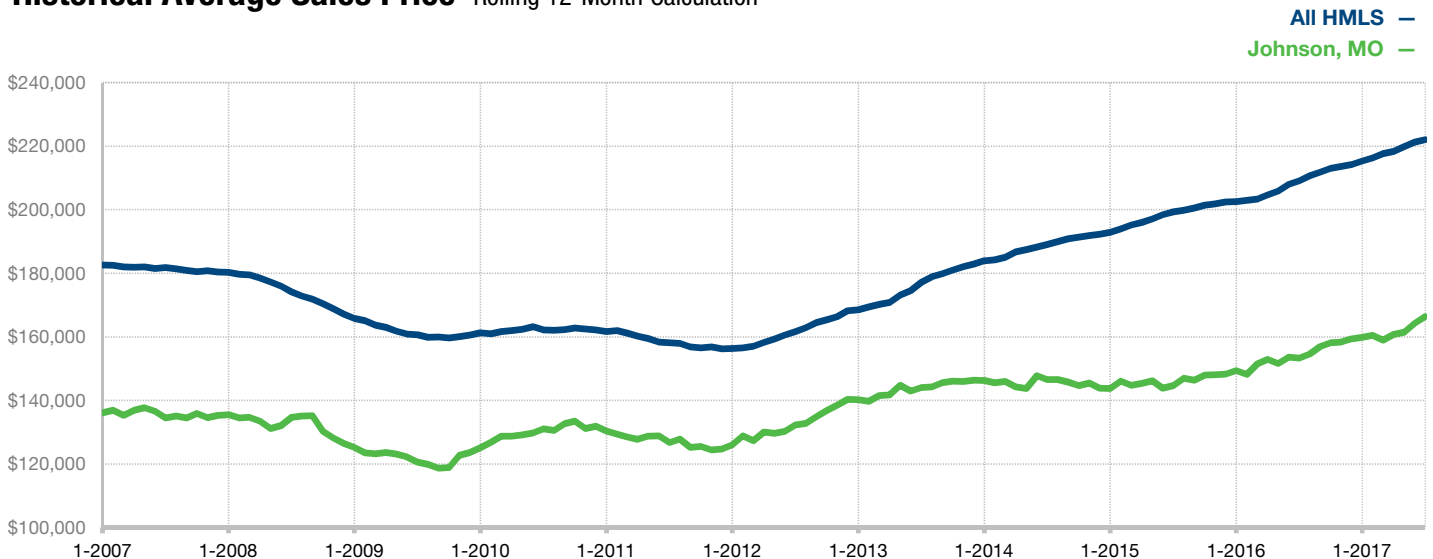
Johnson, MO

Key Metrics	July			Year to Date		
	2016	2017	Percent Change	Thru 7-2016	Thru 7-2017	Percent Change
Closed Sales	71	80	+ 12.7%	383	408	+ 6.5%
Average Sales Price*	\$150,093	\$170,106	+ 13.3%	\$153,003	\$165,439	+ 8.1%
Median Sales Price*	\$140,000	\$166,550	+ 19.0%	\$139,625	\$155,000	+ 11.0%
Days on Market Until Sale	73	67	- 8.2%	86	74	- 14.0%
Percentage of Original List Price Received*	93.6%	96.0%	+ 2.6%	94.7%	95.4%	+ 0.7%
Pending Sales	58	72	+ 24.1%	428	482	+ 12.6%
Inventory	269	188	- 30.1%	--	--	--
Supply	5.3	3.2	- 39.6%	--	--	--

* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.



Historical Average Sales Price Rolling 12-Month Calculation



Local Market Update for July 2017

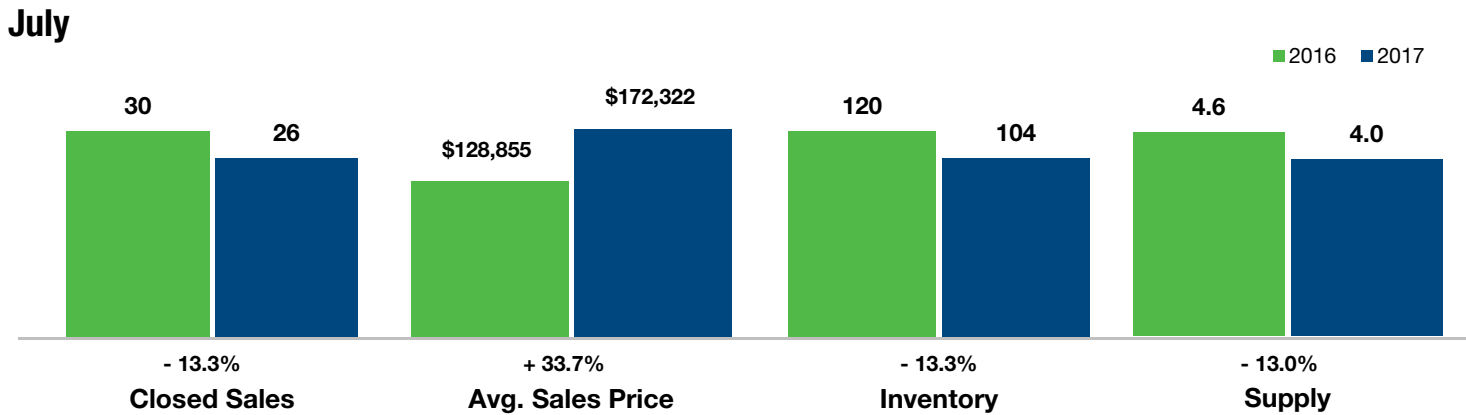
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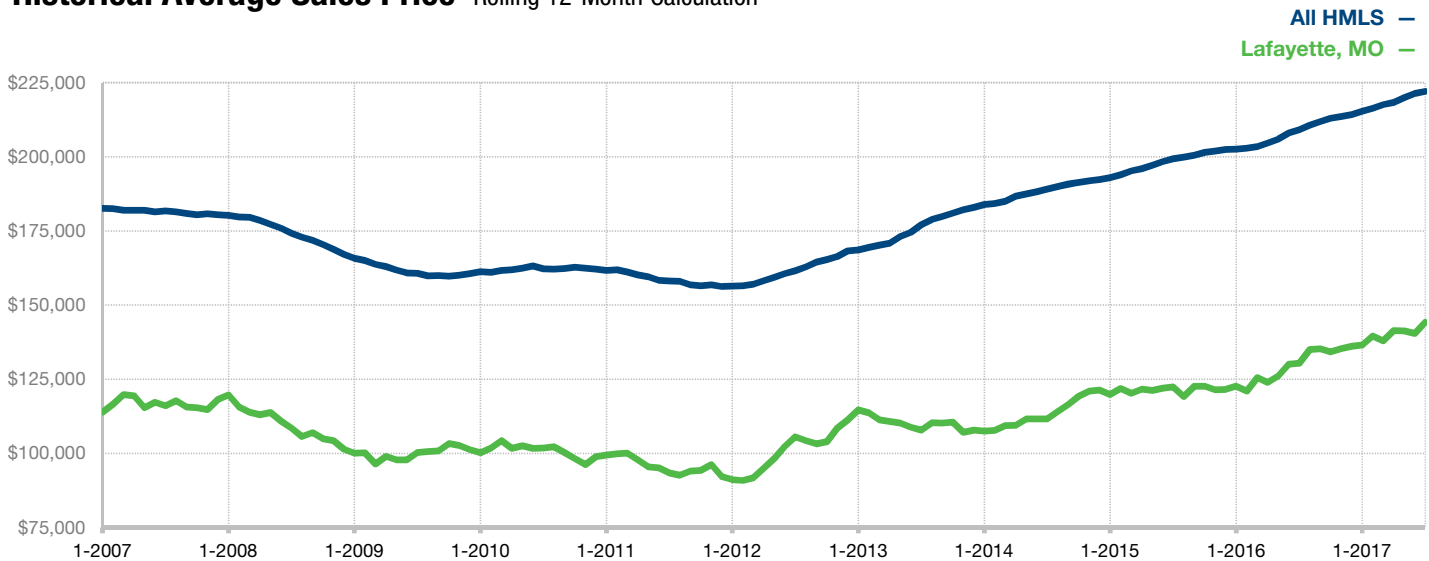
Lafayette, MO

Key Metrics	July			Year to Date		
	2016	2017	Percent Change	Thru 7-2016	Thru 7-2017	Percent Change
Closed Sales	30	26	- 13.3%	204	181	- 11.3%
Average Sales Price*	\$128,855	\$172,322	+ 33.7%	\$132,124	\$145,591	+ 10.2%
Median Sales Price*	\$124,500	\$140,000	+ 12.4%	\$110,250	\$123,000	+ 11.6%
Days on Market Until Sale	62	60	- 3.2%	88	100	+ 13.6%
Percentage of Original List Price Received*	95.5%	95.4%	- 0.1%	94.0%	93.7%	- 0.3%
Pending Sales	34	29	- 14.7%	225	205	- 8.9%
Inventory	120	104	- 13.3%	--	--	--
Supply	4.6	4.0	- 13.0%	--	--	--

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Historical Average Sales Price Rolling 12-Month Calculation



Local Market Update for July 2017

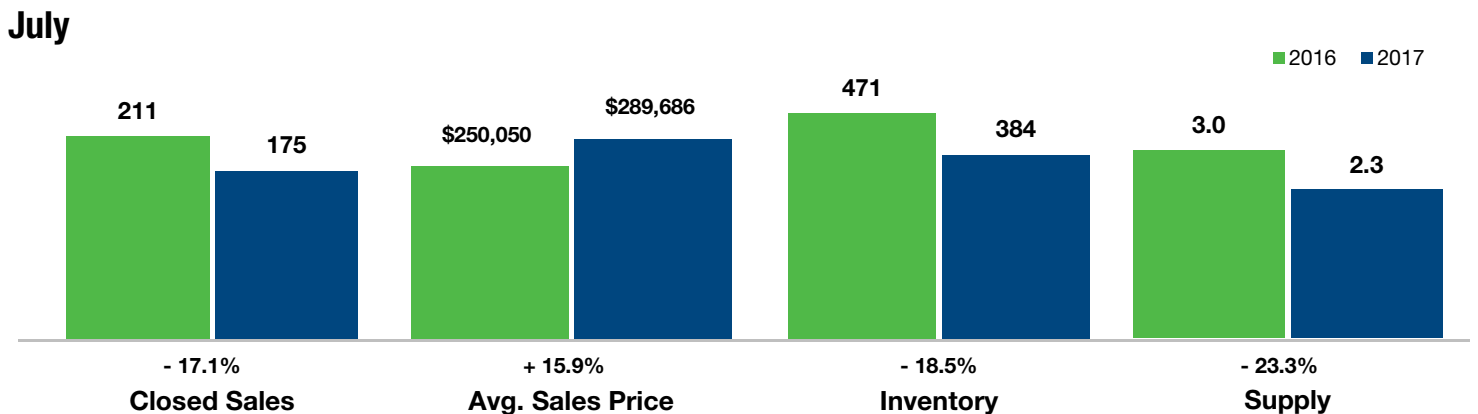
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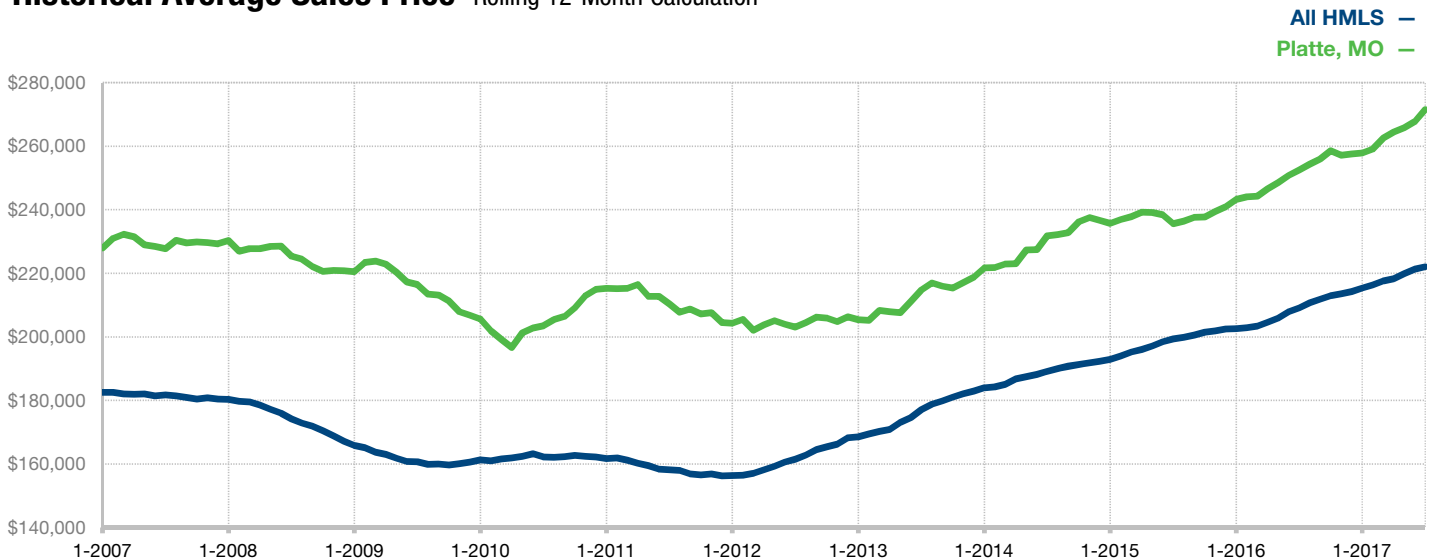
Platte, MO

Key Metrics	July			Year to Date		
	2016	2017	Percent Change	Thru 7-2016	Thru 7-2017	Percent Change
Closed Sales	211	175	- 17.1%	1,186	1,133	- 4.5%
Average Sales Price*	\$250,050	\$289,686	+ 15.9%	\$254,995	\$279,118	+ 9.5%
Median Sales Price*	\$222,600	\$252,500	+ 13.4%	\$227,500	\$250,000	+ 9.9%
Days on Market Until Sale	49	49	0.0%	70	59	- 15.7%
Percentage of Original List Price Received*	97.8%	97.6%	- 0.2%	97.2%	97.9%	+ 0.7%
Pending Sales	203	173	- 14.8%	1,362	1,229	- 9.8%
Inventory	471	384	- 18.5%	--	--	--
Supply	3.0	2.3	- 23.3%	--	--	--

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Historical Average Sales Price Rolling 12-Month Calculation



Local Market Update for July 2017

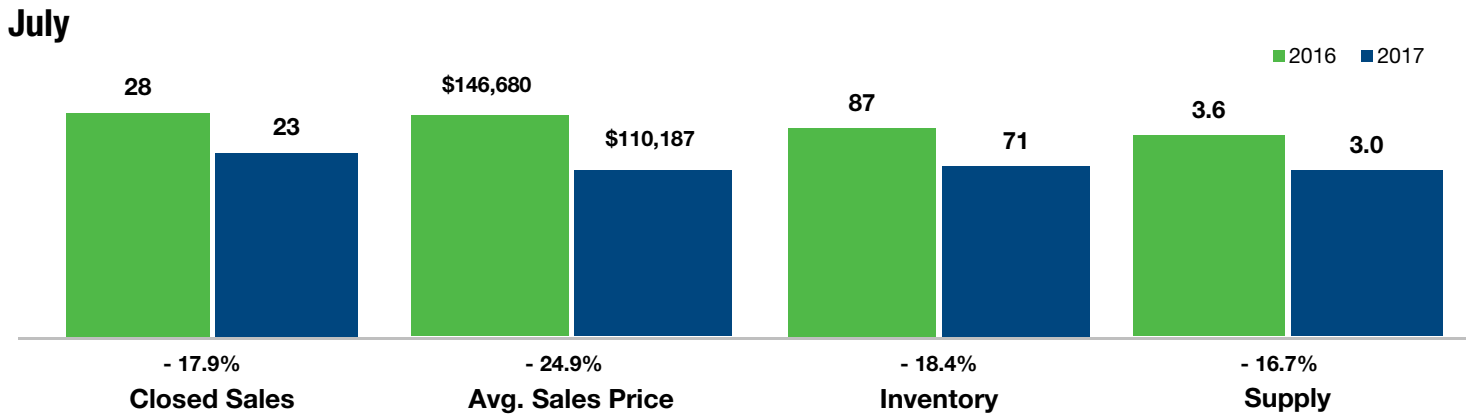
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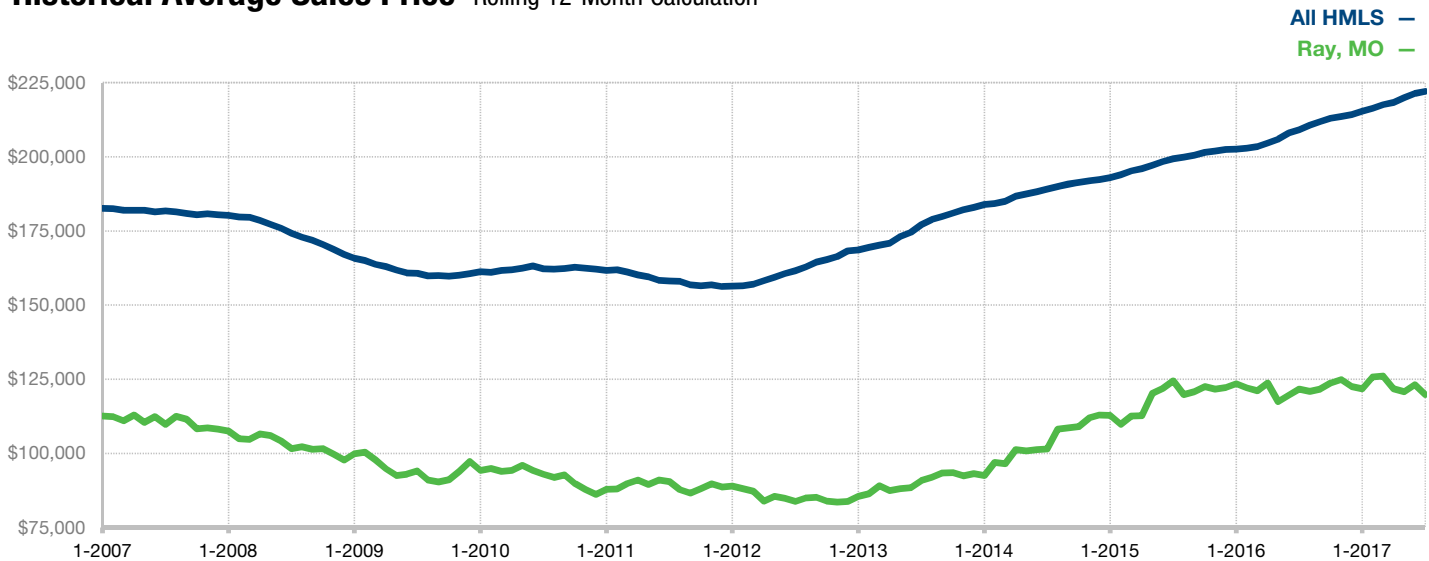
Ray, MO

Key Metrics	July			Year to Date		
	2016	2017	Percent Change	Thru 7-2016	Thru 7-2017	Percent Change
Closed Sales	28	23	- 17.9%	164	167	+ 1.8%
Average Sales Price*	\$146,680	\$110,187	- 24.9%	\$128,729	\$123,901	- 3.8%
Median Sales Price*	\$143,950	\$105,000	- 27.1%	\$116,000	\$106,000	- 8.6%
Days on Market Until Sale	61	63	+ 3.3%	71	81	+ 14.1%
Percentage of Original List Price Received*	96.5%	94.8%	- 1.8%	94.6%	92.7%	- 2.0%
Pending Sales	24	30	+ 25.0%	175	195	+ 11.4%
Inventory	87	71	- 18.4%	--	--	--
Supply	3.6	3.0	- 16.7%	--	--	--

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Historical Average Sales Price Rolling 12-Month Calculation



Local Market Update for July 2017

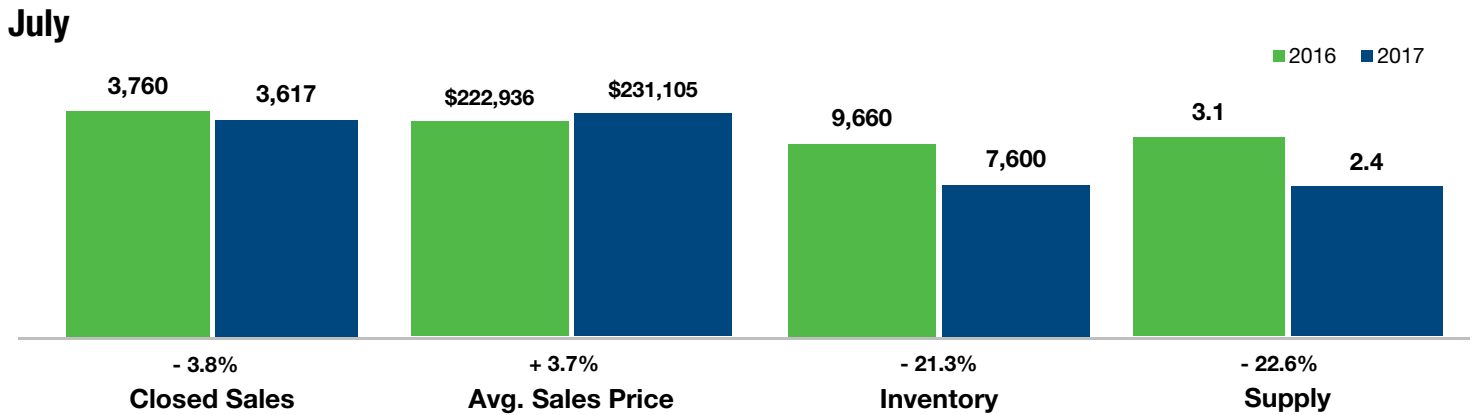
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Heartland MLS

Key Metrics	July			Year to Date		
	2016	2017	Percent Change	Thru 7-2016	Thru 7-2017	Percent Change
Closed Sales	3,760	3,617	- 3.8%	22,676	22,711	+ 0.2%
Average Sales Price*	\$222,936	\$231,105	+ 3.7%	\$212,973	\$226,343	+ 6.3%
Median Sales Price*	\$189,500	\$199,000	+ 5.0%	\$179,900	\$192,500	+ 7.0%
Days on Market Until Sale	54	46	- 14.8%	66	56	- 15.2%
Percentage of Original List Price Received*	97.4%	97.8%	+ 0.4%	96.6%	97.2%	+ 0.6%
Pending Sales	3,524	3,687	+ 4.6%	25,158	25,491	+ 1.3%
Inventory	9,660	7,600	- 21.3%	--	--	--
Supply	3.1	2.4	- 22.6%	--	--	--

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Historical Average Sales Price Rolling 12-Month Calculation

