

MARKET OVERVIEW >>

Douglas County Home Sales Rose in January

Total home sales in Douglas County (excluding Lawrence) rose by 6.3% last month to 17 units, compared to 16 units in January 2019. Total sales volume was \$4.1 million, up 13.8% from a year earlier.

The median sale price in January was \$204,950, up from \$182,725 a year earlier. Homes that sold in January were typically on the market for 9 days and sold for 96.9% of their list prices.

Douglas County Active Listings Down at End of January

The total number of active listings in Douglas County (excluding Lawrence) at the end of January was 47 units, down from 49 at the same point in 2019. This represents a 2.0 months' supply of homes available for sale. The median list price of homes on the market at the end of January was \$326,500.

During January, a total of 18 contracts were written up from 10 in January 2019. At the end of the month, there were 28 contracts pending, compared to 17 at the end of January 2019.

LBOR – The Voice of Real Estate in Lawrence

Originally founded in 1925, the Lawrence Board of REALTORS® and the Lawrence Multiple Listing Service is now comprised of over 400 members providing real estate-related services and advocacy in Lawrence and the Douglas County area.

This statistical report includes all listings from Douglas County excluding the City of Lawrence (i.e., Eudora, Baldwin City, Lecompton and Rural Douglas County).

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Douglas County (Excluding Lawrence)				
Current Month		January		
Summary Statistics		2020	2019	Change
Home Sales		17	16	6.3%
Active Listings		47	49	-4.1%
Months' Supply		2.0	2.2	-10.5%
New Listings		21	17	23.5%
Contracts Written		18	10	80.0%
Pending Contracts		28	17	64.7%
Sales Volume (1,000s)		4,058	3,567	13.8%
Average	Sale Price	238,715	222,918	7.1%
	List Price of Actives	484,747	352,406	37.6%
	Days on Market	23	54	-57.7%
	Percent of List	97.5%	100.3%	-2.7%
	Percent of Original	96.2%	98.4%	-2.2%
Median	Sale Price	204,950	182,725	12.2%
	List Price of Actives	326,500	324,900	0.5%
	Days on Market	9	28	-67.3%
	Percent of List	96.9%	100.0%	-3.1%
	Percent of Original	96.3%	98.3%	-2.0%

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THREE-YEAR COMPARISONS

SUMMARY >>

BREAKDOWNS BY HOME TYPE DOUGLAS COUNTY (EXCLUDING LAWRENCE) AS OF 2/9/2020

January MLS Statistics		2020			2019			2018			
By Property Type		Total	Existing	New	Total	Existing	New	Total	Existing	New	
Home Sales		17	15	2	16	15	1	15	14	1	
	Change from prior year	6.3%	0.0%	100.0%	6.7%	7.1%	0.0%	7.1%	7.7%	0.0%	
Active Listings		47	38	9	49	42	7	41	38	3	
	Change from prior year	-4.1%	-9.5%	28.6%	19.5%	10.5%	133.3%	0.0%	5.6%	-40.0%	
Months' Supply		2.0	1.7	6.4	2.2	2.0	9.3	2.1	2.1	3.6	
	Change from prior year	-10.5%	-13.3%	-31.9%	3.3%	-5.4%	159.3%	3.1%	11.8%	-76.0%	
New Listings		21	20	1	17	17	0	16	15	1	
	Change from prior year	23.5%	17.6%	N/A	6.3%	13.3%	-100.0%	6.7%	15.4%	-50.0%	
Contracts Written		18	16	2	10	9	1	19	19	0	
	Change from prior year	80.0%	77.8%	100.0%	-47.4%	-52.6%	N/A	90.0%	90.0%	N/A	
Pending Contracts		28	24	4	17	17	0	22	22	0	
	Change from prior year	64.7%	41.2%	N/A	-22.7%	-22.7%	N/A	29.4%	29.4%	N/A	
Sales Volume (1,000s)		4,058	3,498	560	3,567	3,244	323	4,465	4,205	260	
	Change from prior year	13.8%	7.8%	73.6%	-20.1%	-22.9%	24.1%	24.0%	26.0%	-1.6%	
Average	Sale Price	238,715	233,217	279,950	222,918	216,280	322,500	297,675	300,373	259,900	
		Change from prior year	7.1%	7.8%	-13.2%	-25.1%	-28.0%	24.1%	15.7%	17.0%	-1.6%
	List Price of Actives	484,747	523,908	319,400	352,406	359,086	312,329	411,876	409,411	443,100	
		Change from prior year	37.6%	45.9%	2.3%	-14.4%	-12.3%	-29.5%	-7.7%	-14.5%	113.1%
	Days on Market	23	20	49	54	44	210	64	63	74	
		Change from prior year	-57.7%	-55.4%	-76.9%	-14.9%	-30.4%	183.8%	85.3%	213.4%	-66.4%
Percent of List		97.5%	97.4%	98.5%	100.3%	100.3%	99.2%	102.5%	102.7%	100.0%	
		Change from prior year	-2.7%	-2.9%	-0.8%	-2.2%	-2.3%	-0.8%	3.2%	3.6%	-1.7%
	Percent of Original	96.2%	96.0%	97.7%	98.4%	98.6%	96.3%	101.7%	101.8%	100.0%	
	Change from prior year	-2.2%	-2.6%	1.5%	-3.2%	-3.2%	-3.7%	2.9%	3.3%	-1.7%	
Median	Sale Price	204,950	187,400	279,950	182,725	175,450	322,500	275,000	300,000	259,900	
		Change from prior year	12.2%	6.8%	-13.2%	-33.6%	-41.5%	24.1%	19.3%	35.7%	-1.6%
	List Price of Actives	326,500	377,450	310,000	324,900	332,450	258,500	299,000	296,950	389,900	
		Change from prior year	0.5%	13.5%	19.9%	8.7%	12.0%	-33.7%	23.3%	12.3%	105.3%
	Days on Market	9	6	49	28	24	210	17	17	74	
		Change from prior year	-67.3%	-75.0%	-76.9%	61.8%	45.5%	183.8%	36.0%	37.5%	-66.4%
Percent of List		96.9%	96.9%	98.5%	100.0%	100.0%	99.2%	100.0%	100.0%	100.0%	
		Change from prior year	-3.1%	-3.1%	-0.8%	0.0%	0.0%	-0.8%	1.6%	1.9%	-1.7%
Percent of Original		96.3%	95.2%	97.7%	98.3%	99.3%	96.3%	99.8%	99.6%	100.0%	
		Change from prior year	-2.0%	-4.1%	1.5%	-1.5%	-0.2%	-3.7%	1.7%	1.5%	-1.7%

YEAR-TO-DATE STATISTICS

SUMMARY >>

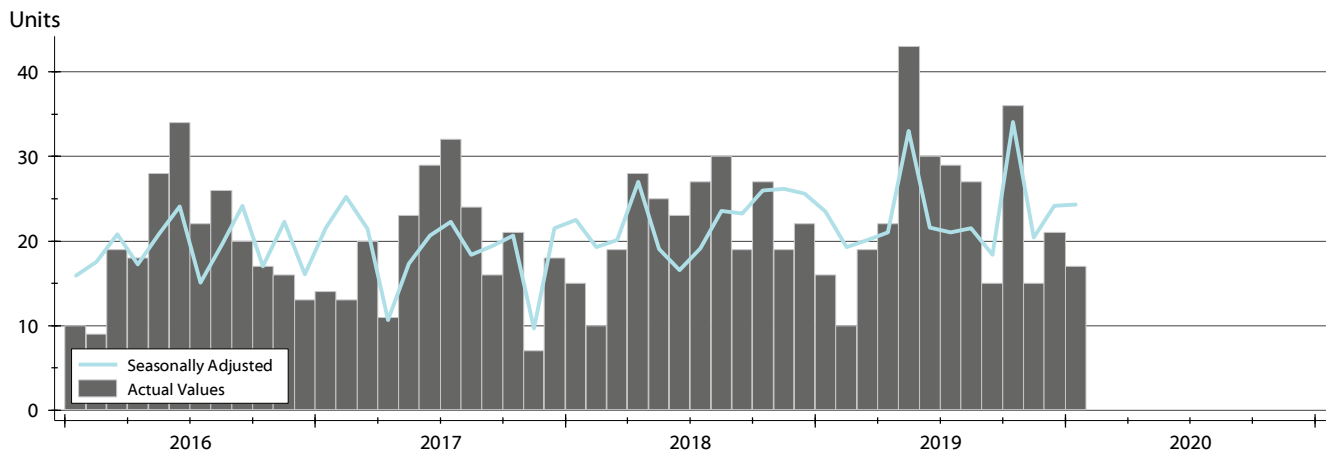
**YTD BREAKDOWNS BY HOME TYPE
DOUGLAS COUNTY (EXCLUDING LAWRENCE)
AS OF 2/9/2020**

Year-to-Date Activity		2020			2019			2018		
By Property Type		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		17	15	2	16	15	1	15	14	1
Change from prior year		6.3%	0.0%	100.0%	6.7%	7.1%	0.0%	7.1%	7.7%	0.0%
New Listings		21	20	1	17	17	0	16	15	1
Change from prior year		23.5%	17.6%	N/A	6.3%	13.3%	-100.0%	6.7%	15.4%	-50.0%
Contracts Written		18	16	2	10	9	1	19	19	0
Change from prior year		80.0%	77.8%	100.0%	-47.4%	-52.6%	N/A	90.0%	90.0%	N/A
Sales Volume (1,000s)		4,058	3,498	560	3,567	3,244	323	4,465	4,205	260
Change from prior year		13.8%	7.8%	73.6%	-20.1%	-22.9%	24.1%	24.0%	26.0%	-1.6%
Average	Sale Price	238,715	233,217	279,950	222,918	216,280	322,500	297,675	300,373	259,900
	Change from prior year	7.1%	7.8%	-13.2%	-25.1%	-28.0%	24.1%	15.7%	17.0%	-1.6%
	Days on Market	23	20	49	54	44	210	64	63	74
	Change from prior year	-57.7%	-55.4%	-76.9%	-14.9%	-30.4%	183.8%	85.3%	213.4%	-66.4%
Percent of List	Percent of List	97.5%	97.4%	98.5%	100.3%	100.3%	99.2%	102.5%	102.7%	100.0%
	Change from prior year	-2.7%	-2.9%	-0.8%	-2.2%	-2.3%	-0.8%	3.2%	3.6%	-1.7%
	Percent of Original	96.2%	96.0%	97.7%	98.4%	98.6%	96.3%	101.7%	101.8%	100.0%
	Change from prior year	-2.2%	-2.6%	1.5%	-3.2%	-3.2%	-3.7%	2.9%	3.3%	-1.7%
Median	Sale Price	204,950	187,400	279,950	182,725	175,450	322,500	275,000	300,000	259,900
	Change from prior year	12.2%	6.8%	-13.2%	-33.6%	-41.5%	24.1%	19.3%	35.7%	-1.6%
	Days on Market	9	6	49	28	24	210	17	17	74
	Change from prior year	-67.3%	-75.0%	-76.9%	61.8%	45.5%	183.8%	36.0%	37.5%	-66.4%
Percent of List	Percent of List	96.9%	96.9%	98.5%	100.0%	100.0%	99.2%	100.0%	100.0%	100.0%
	Change from prior year	-3.1%	-3.1%	-0.8%	0.0%	0.0%	-0.8%	1.6%	1.9%	-1.7%
	Percent of Original	96.3%	95.2%	97.7%	98.3%	99.3%	96.3%	99.8%	99.6%	100.0%
	Change from prior year	-2.0%	-4.1%	1.5%	-1.5%	-0.2%	-3.7%	1.7%	1.5%	-1.7%

CLOSED LISTINGS ANALYSIS

**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 2/9/2020**

HISTORY >>



SUMMARY >>

Summary Statistics		January			Year-to-Date		
for Closed Listings		2020	2019	Change	2020	2019	Change
Closed Listings		17	16	6.3%	17	16	6.3%
Volume (1,000s)		4,058	3,567	13.8%	4,058	3,567	13.8%
Average	Sale Price	238,715	222,918	7.1%	238,715	222,918	7.1%
	Days on Market	23	54	-57.7%	23	54	-57.7%
	Percent of List	97.5%	100.3%	-2.7%	97.5%	100.3%	-2.7%
	Percent of Original	96.2%	98.4%	-2.2%	96.2%	98.4%	-2.2%
Median	Sale Price	204,950	182,725	12.2%	204,950	182,725	12.2%
	Days on Market	9	28	-67.3%	9	28	-67.3%
	Percent of List	96.9%	100.0%	-3.1%	96.9%	100.0%	-3.1%
	Percent of Original	96.3%	98.3%	-2.0%	96.3%	98.3%	-2.0%

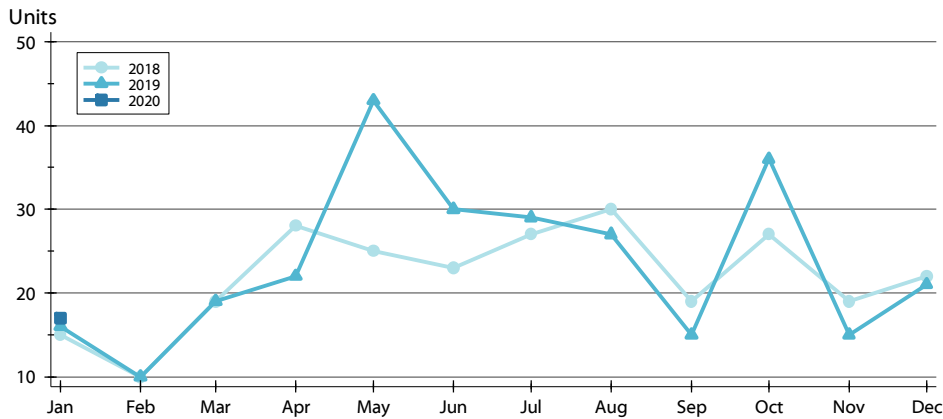
A total of 17 homes sold in Douglas County (excluding Lawrence) in January, up from 16 units in January 2019. Total sales volume rose to \$4.1 million compared to \$3.6 million in the previous year.

The median sales price in January was \$204,950, up 12.2% compared to the prior year. Median days on market was 9 days, down from 54 days in December, and down from 28 in January 2019.

CLOSED LISTINGS ANALYSIS

**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 2/9/2020**

BY MONTH >>



Month	2018	2019	2020
January	15	16	17
February	10	10	
March	19	19	
April	28	22	
May	25	43	
June	23	30	
July	27	29	
August	30	27	
September	19	15	
October	27	36	
November	19	15	
December	22	21	

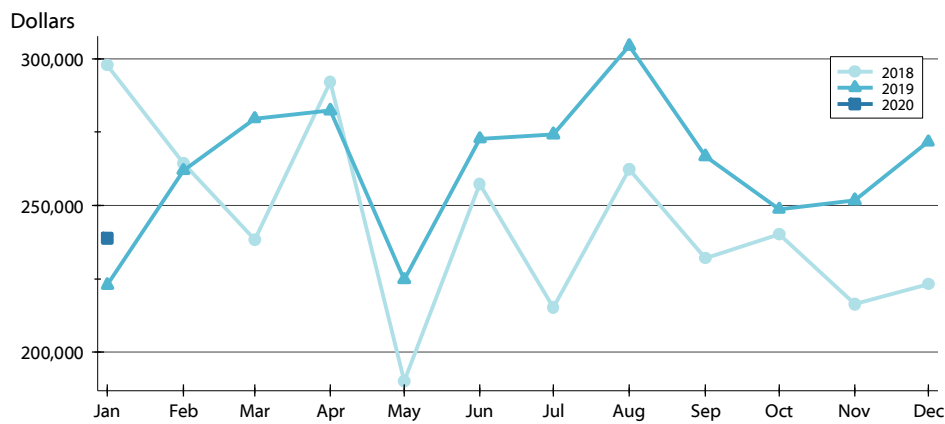
BY PRICE RANGE >>

Price Range	Sales			Sale Price		Days on Market		Price as % of List		Price as % of Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median	Average	Median
Below \$50,000	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$50,000-\$99,999	1	5.9%	97	97,000	97,000	22	22	95.2%	95.2%	95.2%	95.2%
\$100,000-\$149,999	3	17.6%	366	122,000	120,500	2	2	96.0%	93.6%	96.0%	93.6%
\$150,000-\$199,999	4	23.5%	728	182,075	183,200	15	4	98.1%	97.1%	96.2%	95.6%
\$200,000-\$249,999	4	23.5%	922	230,488	235,000	25	15	99.4%	101.1%	98.0%	101.1%
\$250,000-\$299,999	1	5.9%	260	259,900	259,900	44	44	100.0%	100.0%	98.4%	98.4%
\$300,000-\$349,999	1	5.9%	300	300,000	300,000	53	53	96.9%	96.9%	96.9%	96.9%
\$350,000-\$399,999	2	11.8%	735	367,500	367,500	32	32	96.8%	96.8%	94.8%	94.8%
\$400,000-\$449,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$450,000-\$499,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$500,000-\$599,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$600,000-\$749,999	1	5.9%	650	650,000	650,000	39	39	94.2%	94.2%	90.3%	90.3%
\$750,000-\$999,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
All price ranges	17	100.0%	4,058	238,715	204,950	23	9	97.5%	96.9%	96.2%	96.3%

CLOSED LISTINGS ANALYSIS

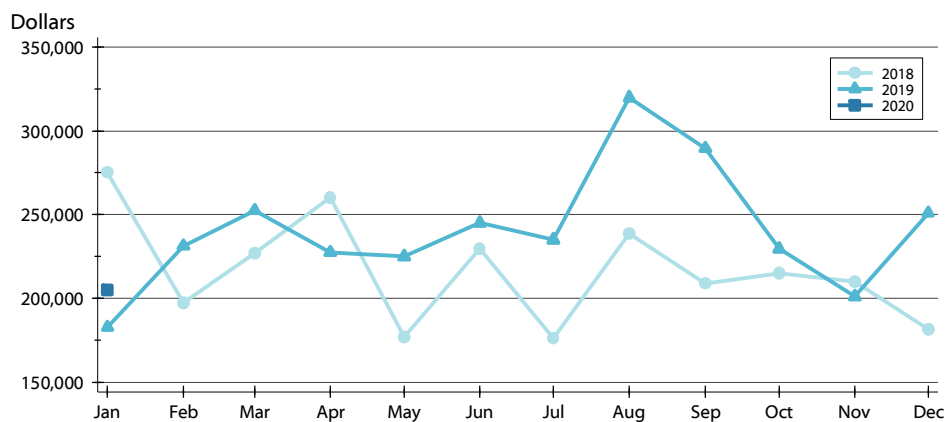
**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 2/9/2020**

AVERAGE PRICE >>



Month	2018	2019	2020
January	297,675	222,918	238,715
February	264,278	261,900	
March	238,346	279,495	
April	292,061	282,314	
May	190,310	224,797	
June	257,307	272,675	
July	215,194	274,159	
August	262,347	304,310	
September	231,984	266,693	
October	240,019	248,731	
November	216,284	251,758	
December	223,123	271,667	

MEDIAN PRICE >>

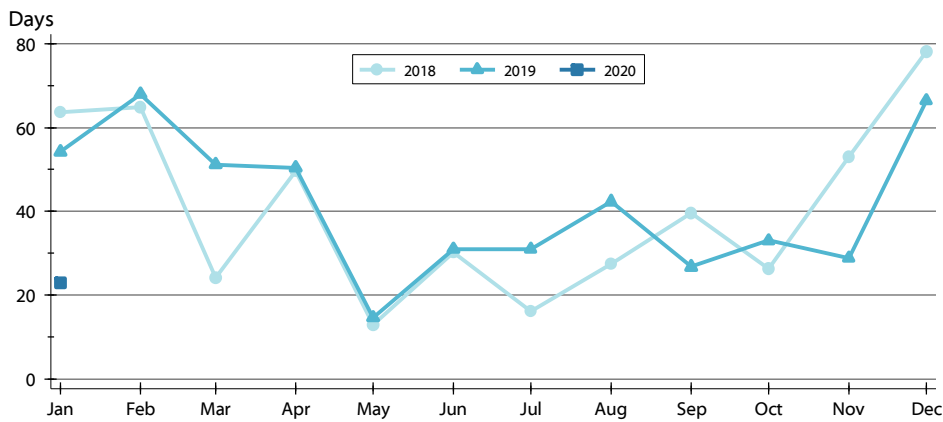


Month	2018	2019	2020
January	275,000	182,725	204,950
February	197,388	231,250	
March	227,000	252,500	
April	259,950	227,400	
May	177,000	225,000	
June	229,500	244,950	
July	176,000	235,000	
August	238,500	319,900	
September	209,000	289,500	
October	215,000	229,500	
November	210,000	201,000	
December	181,400	251,000	

CLOSED LISTINGS ANALYSIS

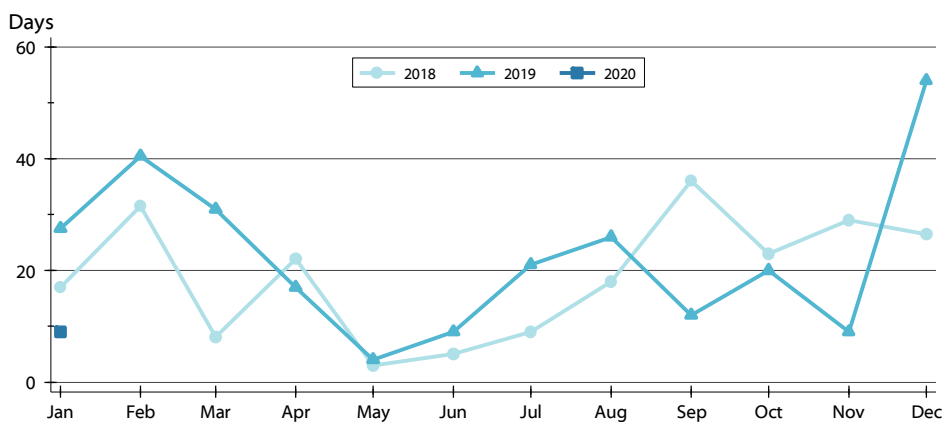
**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 2/9/2020**

AVERAGE DOM >>



Month	2018	2019	2020
January	64	54	23
February	65	68	
March	24	51	
April	50	50	
May	13	15	
June	30	31	
July	16	31	
August	27	42	
September	40	27	
October	26	33	
November	53	29	
December	78	66	

MEDIAN DOM >>

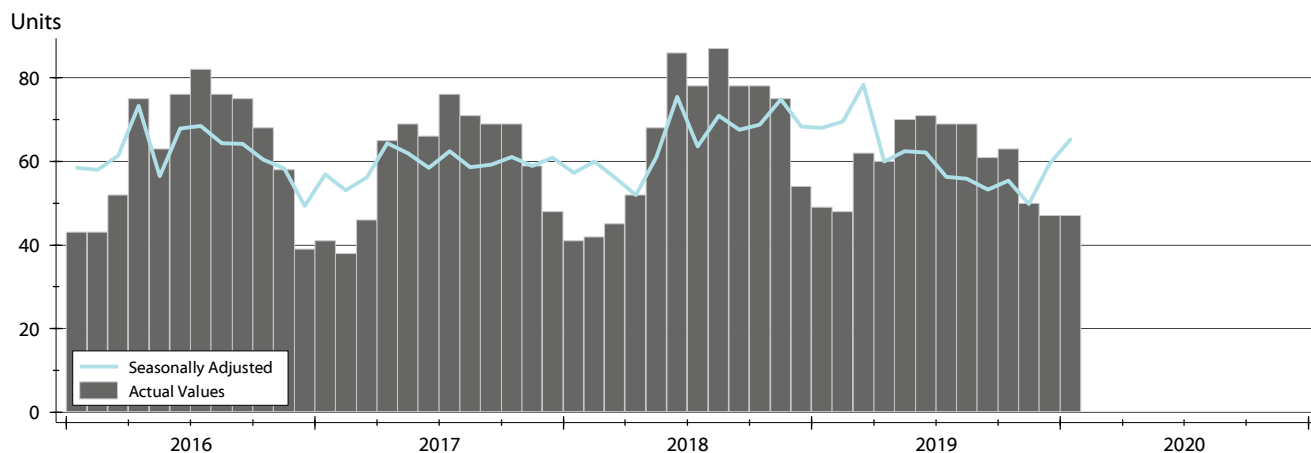


Month	2018	2019	2020
January	17	28	9
February	32	41	
March	8	31	
April	22	17	
May	3	4	
June	5	9	
July	9	21	
August	18	26	
September	36	12	
October	23	20	
November	29	9	
December	27	54	

ACTIVE LISTINGS ANALYSIS

**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 2/9/2020**

HISTORY >>



SUMMARY >>

Summary Statistics for Active Listings		End of January		
		2020	2019	Change
Active Listings		47	49	-4.1%
Months' Supply		2.0	2.2	-10.5%
Volume (1,000s)		22,783	17,268	31.9%
Average	List Price	484,747	352,406	37.6%
	Days on Market	93	116	-20.0%
	Percent of Original	99.5%	97.6%	1.9%
Median	List Price	326,500	324,900	0.5%
	Days on Market	59	88	-33.0%
	Percent of Original	100.0%	100.0%	0.0%

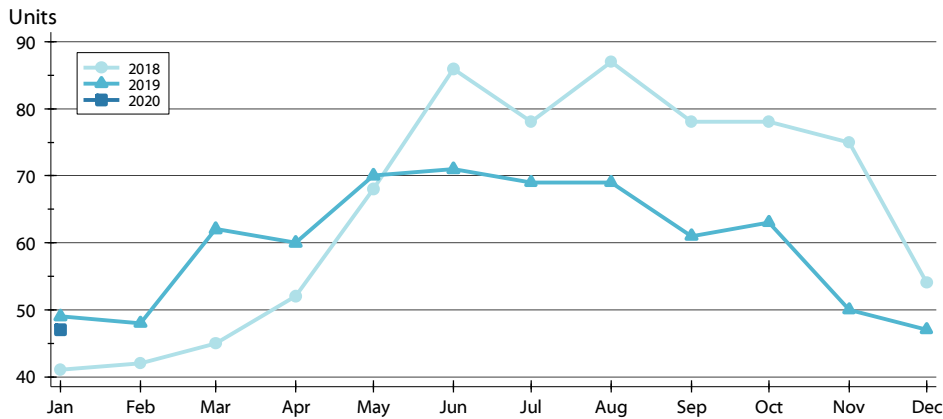
A total of 47 homes were available for sale in Douglas County (excluding Lawrence) at the end of January. This represents a 2.0 months' supply of active listings.

The median list price of homes on the market at the end of January was \$326,500, up 0.5% from 2019. The typical time on market for active listings was 59 days, down from 88 days a year earlier.

ACTIVE LISTINGS ANALYSIS

**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 2/9/2020**

BY MONTH >>



Month	2018	2019	2020
January	41	49	47
February	42	48	47
March	45	62	60
April	52	60	52
May	68	70	70
June	86	71	71
July	78	69	69
August	87	69	69
September	78	61	61
October	78	63	63
November	75	50	50
December	54	47	47

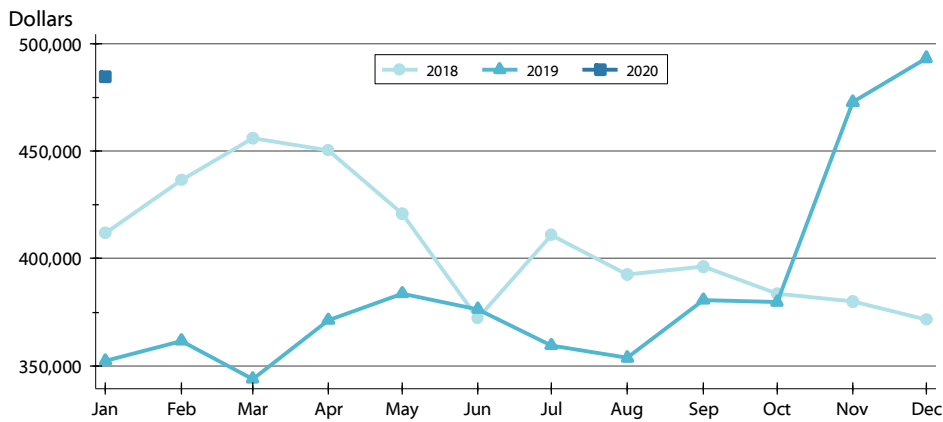
BY PRICE RANGE >>

Price Range	Active Listings			Months' Supply	List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume		Average	Median	Average	Median	Average	Median
Below \$50,000	1	2.1%	45	N/A	45,000	45,000	1	1	100.0%	100.0%
\$50,000-\$99,999	3	6.4%	250	3.0	83,300	85,000	41	5	96.3%	100.0%
\$100,000-\$149,999	4	8.5%	554	1.3	138,600	144,950	56	48	97.6%	98.3%
\$150,000-\$199,999	3	6.4%	540	0.8	179,967	174,900	140	55	97.4%	97.5%
\$200,000-\$249,999	1	2.1%	200	0.3	200,000	200,000	39	39	100.0%	100.0%
\$250,000-\$299,999	7	14.9%	1,959	7.0	279,886	284,900	57	55	100.0%	100.0%
\$300,000-\$349,999	5	10.6%	1,586	5.0	317,280	315,000	153	48	105.2%	100.0%
\$350,000-\$399,999	5	10.6%	1,862	2.5	372,340	372,000	68	67	99.7%	100.0%
\$400,000-\$449,999	2	4.3%	830	N/A	414,950	414,950	78	78	96.7%	96.7%
\$450,000-\$499,999	2	4.3%	955	N/A	477,450	477,450	111	111	98.0%	98.0%
\$500,000-\$599,999	5	10.6%	2,818	N/A	563,600	579,000	95	95	97.9%	99.1%
\$600,000-\$749,999	1	2.1%	690	1.0	689,900	689,900	52	52	100.0%	100.0%
\$750,000-\$999,999	5	10.6%	4,344	N/A	868,780	850,000	146	142	100.0%	100.0%
\$1,000,000 and up	3	6.4%	6,150	N/A	2,050,000	2,200,000	135	94	100.0%	100.0%
All price ranges	47	100.0%	22,783	2.8	484,747	326,500	93	59	99.5%	100.0%

ACTIVE LISTINGS ANALYSIS

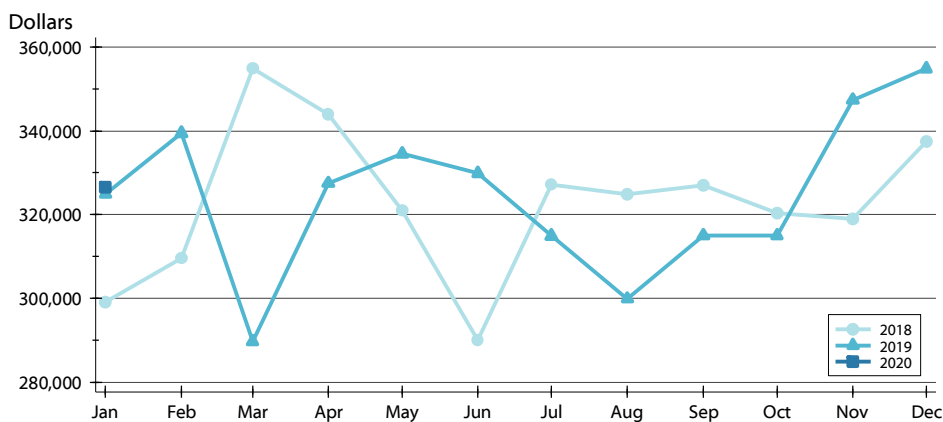
**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 2/9/2020**

AVERAGE PRICE >>



Month	2018	2019	2020
January	411,876	352,406	484,747
February	436,513	361,792	
March	456,027	344,061	
April	450,477	371,335	
May	421,058	383,726	
June	372,055	376,416	
July	410,954	359,671	
August	392,769	353,781	
September	396,284	380,739	
October	383,644	379,795	
November	379,872	472,927	
December	371,455	493,338	

MEDIAN PRICE >>

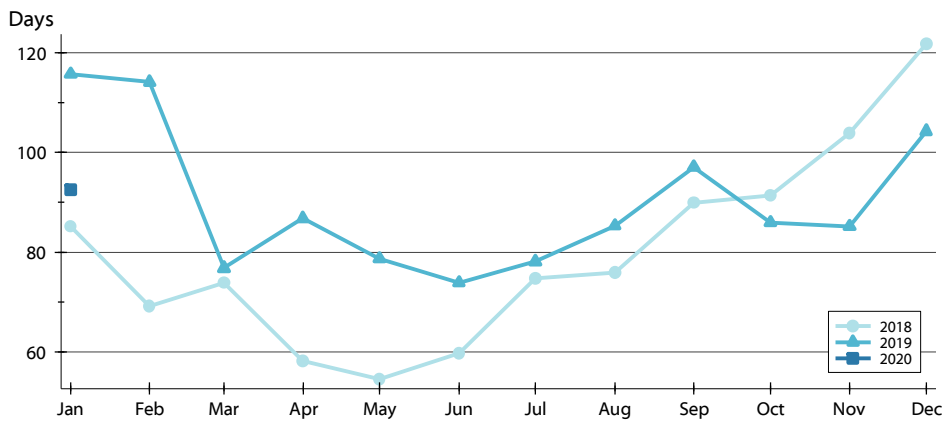


Month	2018	2019	2020
January	299,000	324,900	326,500
February	309,500	339,450	
March	354,900	289,700	
April	344,000	327,500	
May	321,000	334,500	
June	289,900	329,900	
July	327,200	314,900	
August	324,900	299,900	
September	326,950	315,000	
October	320,400	315,000	
November	319,000	347,400	
December	337,448	354,900	

ACTIVE LISTINGS ANALYSIS

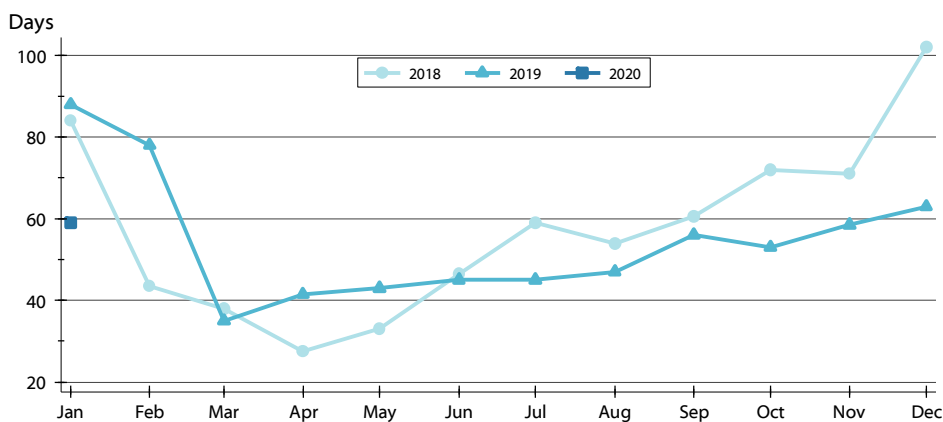
**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 2/9/2020**

AVERAGE DOM >>



Month	2018	2019	2020
January	85	116	93
February	69	114	
March	74	77	
April	58	87	
May	55	79	
June	60	74	
July	75	78	
August	76	85	
September	90	97	
October	91	86	
November	104	85	
December	122	104	

MEDIAN DOM >>

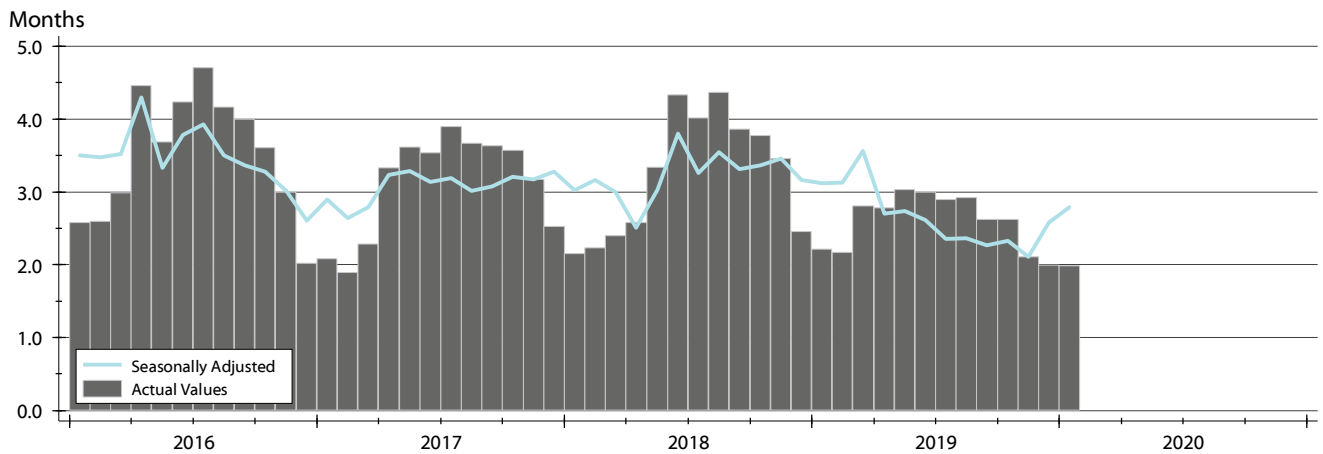


Month	2018	2019	2020
January	84	88	59
February	44	78	
March	38	35	
April	28	42	
May	33	43	
June	47	45	
July	59	45	
August	54	47	
September	61	56	
October	72	53	
November	71	59	
December	102	63	

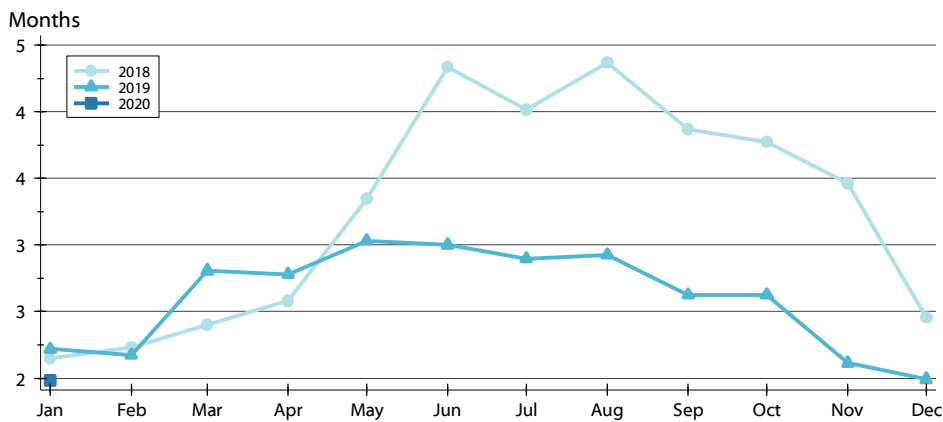
MONTHS' SUPPLY ANALYSIS

**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 2/9/2020**

HISTORY >>



BY MONTH >>

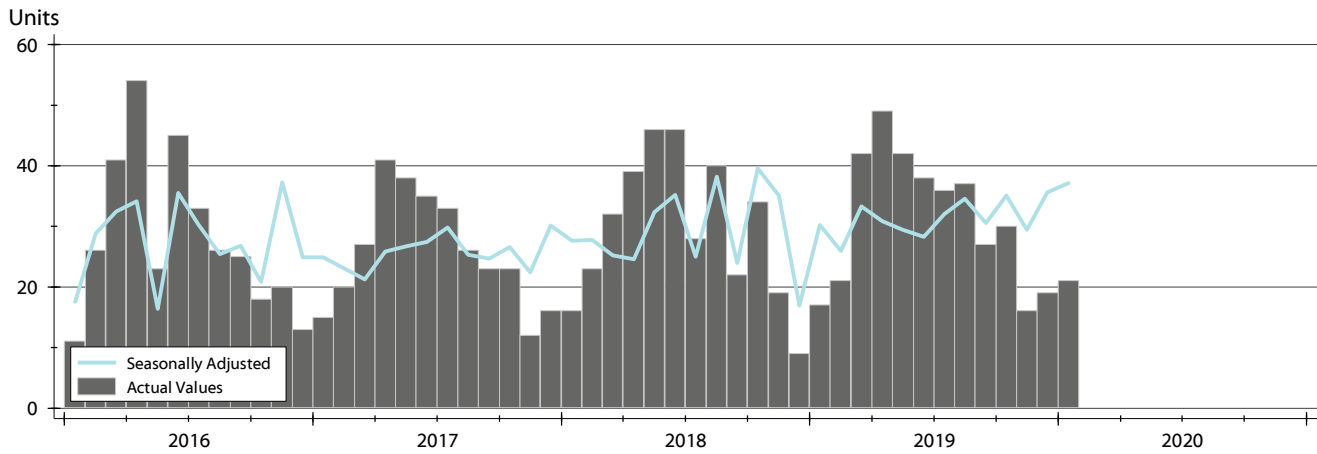


Month	2018	2019	2020
January	2.1	2.2	2.0
February	2.2	2.2	
March	2.4	2.8	
April	2.6	2.8	
May	3.3	3.0	
June	4.3	3.0	
July	4.0	2.9	
August	4.4	2.9	
September	3.9	2.6	
October	3.8	2.6	
November	3.5	2.1	
December	2.5	2.0	

NEW LISTINGS ANALYSIS

**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 2/9/2020**

HISTORY >>



SUMMARY >>

Summary Statistics for New Listings		January		
		2020	2019	Change
Current Month	New Listings	21	17	23.5%
	Volume (1,000s)	5,504	5,092	8.1%
	Average List Price	262,114	299,506	-12.5%
	Median List Price	239,000	210,000	13.8%
YTD	New Listings	21	17	23.5%
	Volume (1,000s)	5,504	5,092	8.1%
	Average List Price	262,114	299,506	-12.5%
	Median List Price	239,000	210,000	13.8%

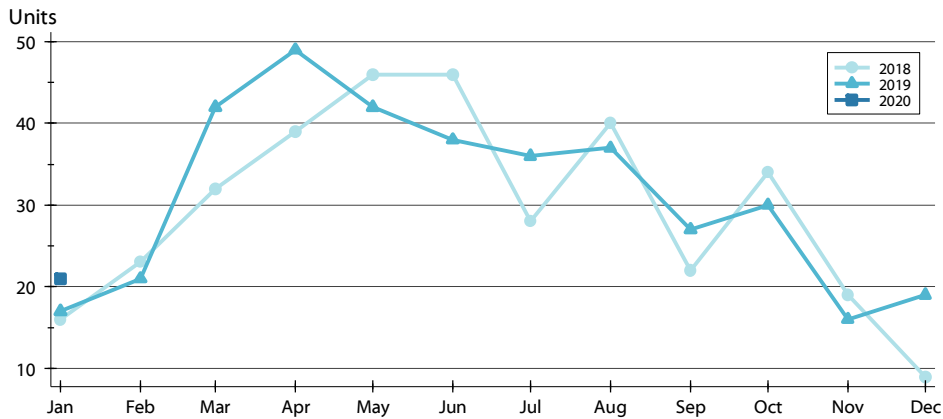
A total of 21 new listings were added in Douglas County (excluding Lawrence) during January, up 23.5% from the same month in 2019.

The median list price of these homes was \$239,000 up from \$210,000 in 2019.

NEW LISTINGS ANALYSIS

**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 2/9/2020**

BY MONTH >>



Month	2018	2019	2020
January	16	17	21
February	23	21	
March	32	42	
April	39	49	
May	46	42	
June	46	38	
July	28	36	
August	40	37	
September	22	27	
October	34	30	
November	19	16	
December	9	19	

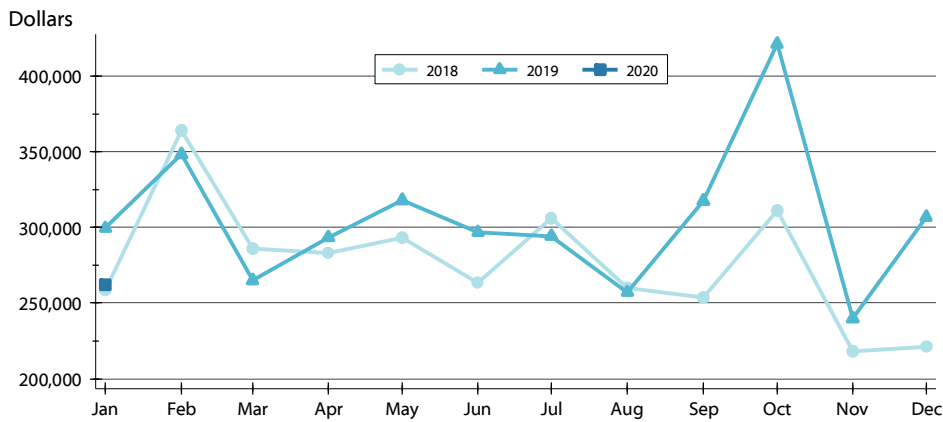
BY PRICE RANGE >>

Price Range	New Listings			List Price	
	Number	Percent	Volume	Average	Median
Below \$50,000	0	0.0%	0	N/A	N/A
\$50,000-\$99,999	3	14.3%	270	89,967	85,000
\$100,000-\$149,999	2	9.5%	282	141,150	141,150
\$150,000-\$199,999	2	9.5%	382	191,000	191,000
\$200,000-\$249,999	5	23.8%	1,157	231,400	230,000
\$250,000-\$299,999	3	14.3%	839	279,600	269,900
\$300,000-\$349,999	2	9.5%	652	325,750	325,750
\$350,000-\$399,999	0	0.0%	0	N/A	N/A
\$400,000-\$449,999	2	9.5%	829	414,450	414,450
\$450,000-\$499,999	0	0.0%	0	N/A	N/A
\$500,000-\$599,999	2	9.5%	1,094	547,000	547,000
\$600,000-\$749,999	0	0.0%	0	N/A	N/A
\$750,000-\$999,999	0	0.0%	0	N/A	N/A
\$1,000,000 and up	0	0.0%	0	N/A	N/A
All price ranges	21	100.0%	5,504	262,114	239,000

NEW LISTINGS ANALYSIS

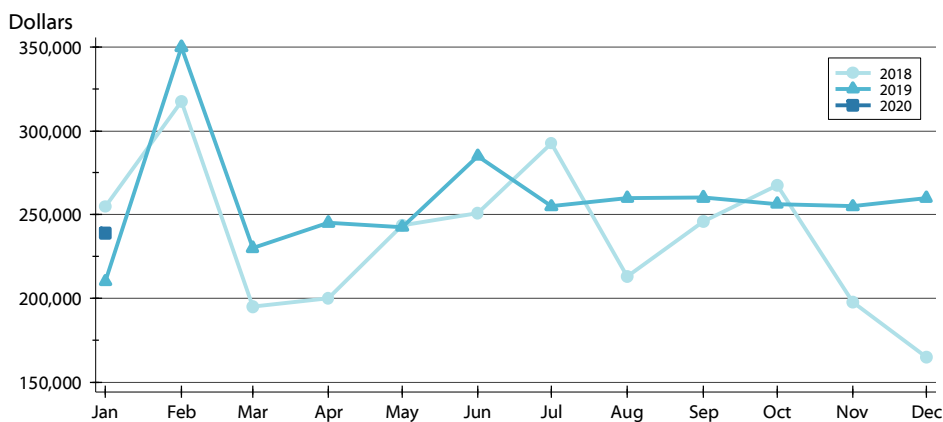
**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 2/9/2020**

AVERAGE PRICE >>



Month	2018	2019	2020
January	258,325	299,506	262,114
February	364,164	348,252	
March	285,930	264,952	
April	283,159	293,347	
May	293,251	317,980	
June	263,497	296,849	
July	305,907	294,224	
August	260,010	257,184	
September	253,671	317,598	
October	311,050	421,378	
November	218,074	239,761	
December	221,178	306,832	

MEDIAN PRICE >>

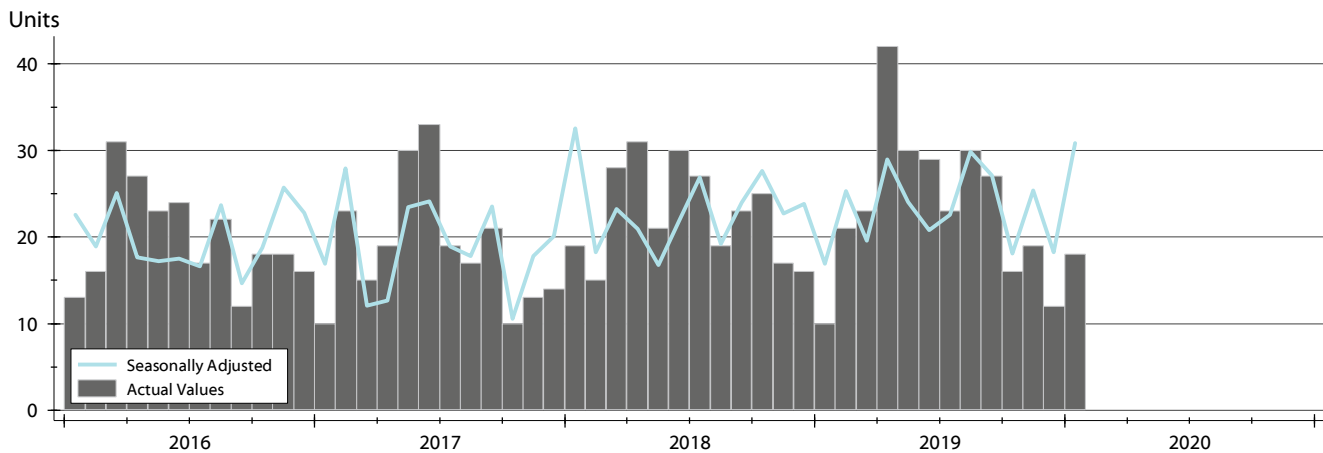


Month	2018	2019	2020
January	254,700	210,000	239,000
February	317,500	350,000	
March	194,950	229,900	
April	200,000	245,000	
May	243,450	242,450	
June	250,750	284,948	
July	292,400	254,950	
August	213,250	259,900	
September	245,700	259,999	
October	267,450	256,450	
November	197,500	254,950	
December	165,000	259,900	

CONTRACTS WRITTEN ANALYSIS

DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 2/9/2020

HISTORY >>



SUMMARY >>

Summary Statistics		January			Year-to-Date		
for Contracts Written		2020	2019	Change	2020	2019	Change
Closed Listings		18	10	80.0%	18	10	80.0%
Volume (1,000s)		5,063	2,537	99.5%	5,063	2,537	99.5%
Average	Sale Price	281,267	253,735	10.9%	281,267	253,735	10.9%
	Days on Market	74	60	24.6%	74	60	24.6%
	Percent of Original	97.7%	94.6%	3.3%	97.7%	94.6%	3.3%
Median	Sale Price	244,500	240,000	1.9%	244,500	240,000	1.9%
	Days on Market	9	8	6.3%	9	8	6.3%
	Percent of Original	100.0%	98.1%	1.9%	100.0%	98.1%	1.9%

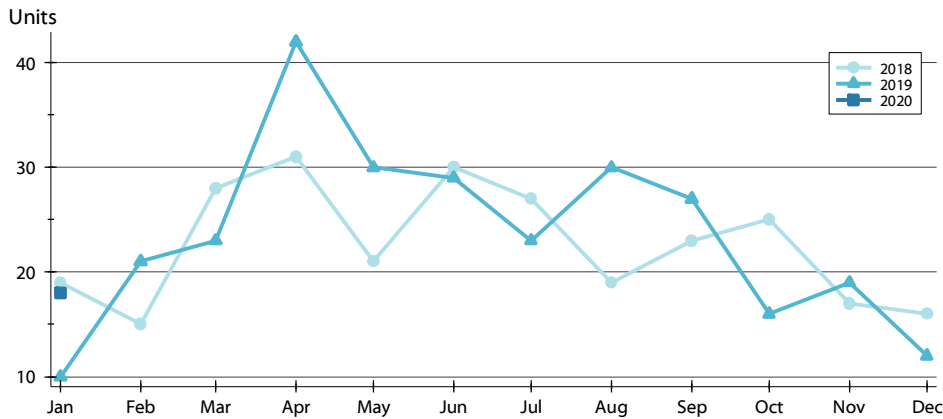
A total of 18 contracts for sale were written in Douglas County (excluding Lawrence) during the month of January, up from 10 in 2019. The median list price of these homes was \$244,500, up from \$240,000 the prior year.

Half of the homes that went under contract in January were on the market less than 9 days, compared to 8 days in January 2019.

CONTRACTS WRITTEN ANALYSIS

**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 2/9/2020**

BY MONTH >>



Month	2018	2019	2020
January	19	10	18
February	15	21	
March	28	23	
April	31	42	
May	21	30	
June	30	29	
July	27	23	
August	19	30	
September	23	27	
October	25	16	
November	17	19	
December	16	12	

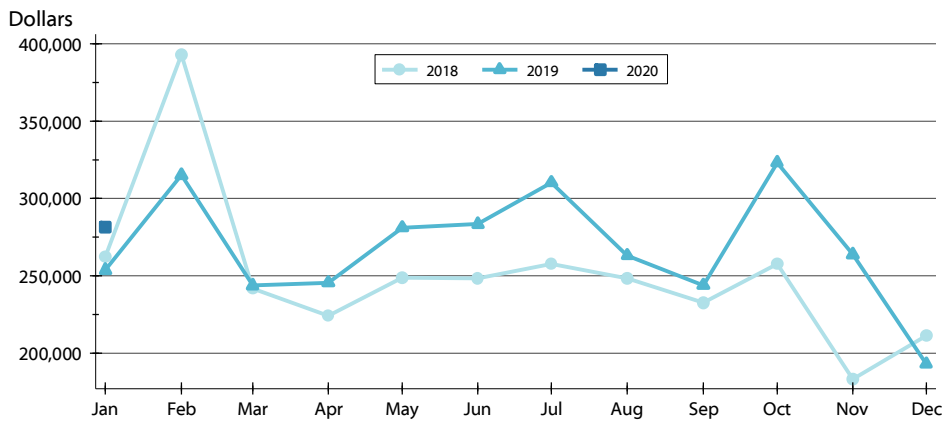
BY PRICE RANGE >>

Price Range	Contracts Written			List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median
Below \$50,000	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
\$50,000-\$99,999	1	5.6%	100	99,900	99,900	2	2	100.0%	100.0%
\$100,000-\$149,999	2	11.1%	282	141,150	141,150	7	7	96.8%	96.8%
\$150,000-\$199,999	2	11.1%	380	190,000	190,000	7	7	100.0%	100.0%
\$200,000-\$249,999	4	22.2%	918	229,500	230,000	2	1	100.0%	100.0%
\$250,000-\$299,999	3	16.7%	820	273,267	269,900	25	8	98.1%	100.0%
\$300,000-\$349,999	1	5.6%	340	339,900	339,900	219	219	100.0%	100.0%
\$350,000-\$399,999	2	11.1%	775	387,450	387,450	82	82	98.7%	98.7%
\$400,000-\$449,999	1	5.6%	419	419,000	419,000	11	11	100.0%	100.0%
\$450,000-\$499,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
\$500,000-\$599,999	2	11.1%	1,029	514,500	514,500	416	416	86.8%	86.8%
\$600,000-\$749,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
\$750,000-\$999,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
All price ranges	18	100.0%	5,063	281,267	244,500	74	9	97.7%	100.0%

CONTRACTS WRITTEN ANALYSIS

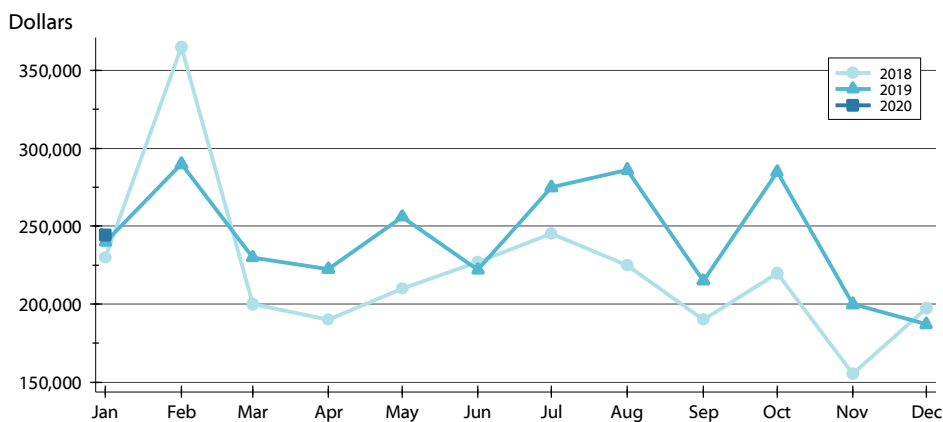
**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 2/9/2020**

AVERAGE PRICE >>



Month	2018	2019	2020
January	262,066	253,735	281,267
February	392,865	315,090	
March	241,518	243,609	
April	224,323	245,508	
May	248,840	281,145	
June	248,210	283,326	
July	257,633	310,298	
August	248,324	263,210	
September	232,466	243,887	
October	257,714	323,309	
November	183,429	263,750	
December	211,119	192,833	

MEDIAN PRICE >>

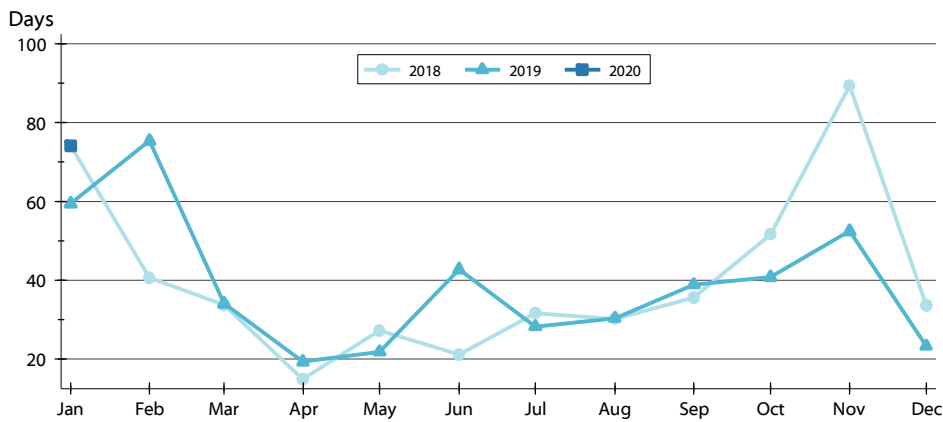


Month	2018	2019	2020
January	229,900	240,000	244,500
February	365,000	289,900	
March	199,975	229,900	
April	189,900	222,450	
May	210,000	256,000	
June	226,950	222,000	
July	245,000	274,900	
August	224,900	286,200	
September	190,000	215,000	
October	220,000	284,950	
November	155,000	199,900	
December	197,450	186,950	

CONTRACTS WRITTEN ANALYSIS

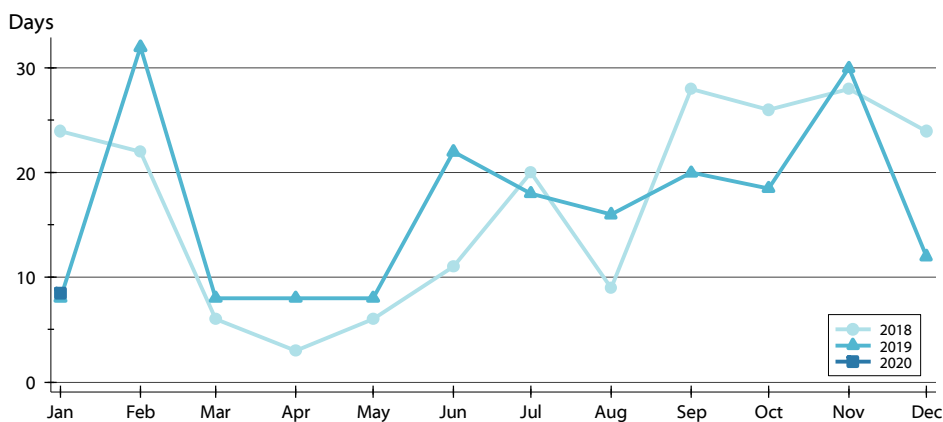
**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 2/9/2020**

AVERAGE DOM >>



Month	2018	2019	2020
January	74	60	74
February	41	75	
March	34	34	
April	15	19	
May	27	22	
June	21	43	
July	32	28	
August	30	30	
September	36	39	
October	52	41	
November	89	52	
December	34	23	

MEDIAN DOM >>

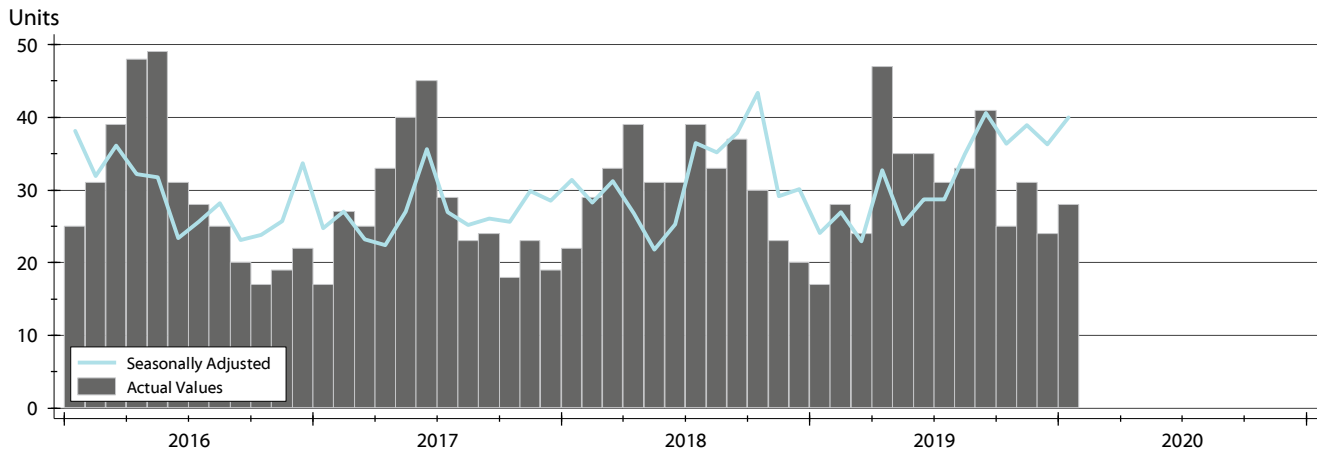


Month	2018	2019	2020
January	24	8	9
February	22	32	
March	6	8	
April	3	8	
May	6	8	
June	11	22	
July	20	18	
August	9	16	
September	28	20	
October	26	19	
November	28	30	
December	24	12	

PENDING CONTRACTS ANALYSIS

**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 2/9/2020**

HISTORY >>



SUMMARY >>

Summary Statistics		End of January		
for Active Listings		2020	2019	Change
Active Listings		28	17	64.7%
Volume (1,000s)		7,359	4,613	59.5%
Average	List Price	262,813	271,326	-3.1%
	Days on Market	53	53	-0.1%
	Percent of Original	98.6%	98.0%	0.6%
Median	List Price	239,000	205,000	16.6%
	Days on Market	8	27	-72.2%
	Percent of Original	100.0%	100.0%	0.0%

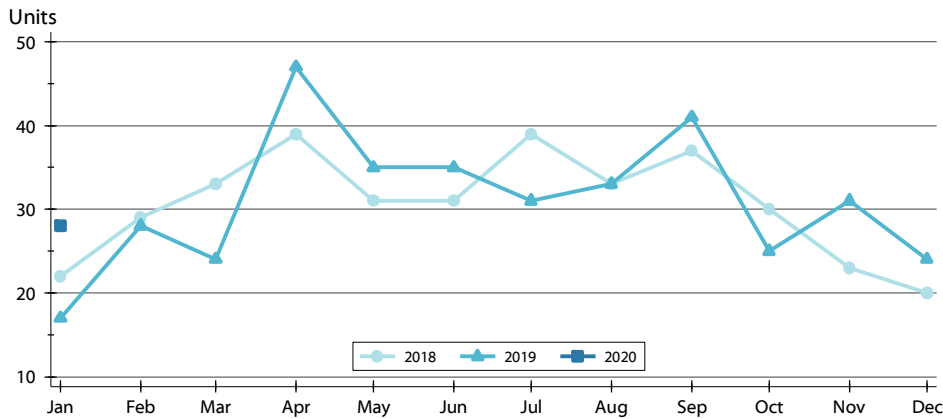
A total of 28 listings in Douglas County (excluding Lawrence) had contracts pending at the end of January, up from 17 contracts pending at the end of January 2019.

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.

PENDING CONTRACTS ANALYSIS

**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 2/9/2020**

BY MONTH >>



Month	2018	2019	2020
January	22	17	28
February	29	28	
March	33	24	
April	39	47	
May	31	35	
June	31	35	
July	39	47	
August	33	33	
September	37	41	
October	30	25	
November	23	31	
December	20	24	

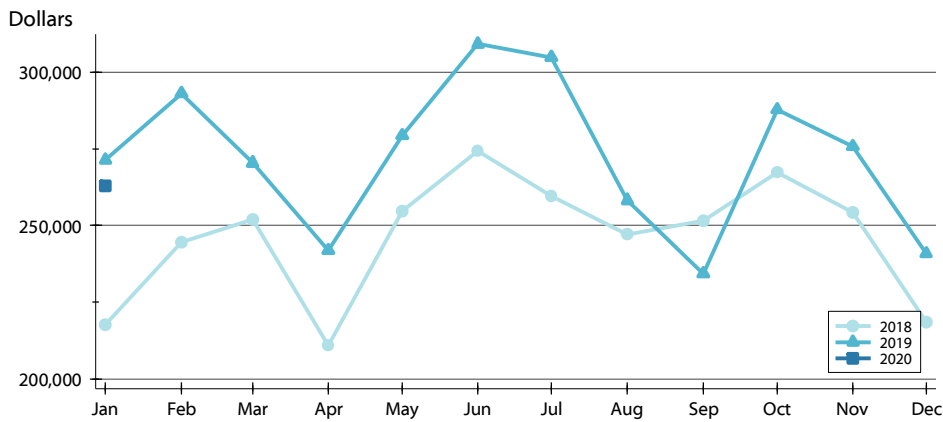
BY PRICE RANGE >>

Price Range	Contracts Written			List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median
Below \$50,000	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
\$50,000-\$99,999	1	3.6%	100	99,900	99,900	2	2	100.0%	100.0%
\$100,000-\$149,999	5	17.9%	632	126,480	124,000	10	9	100.0%	100.0%
\$150,000-\$199,999	4	14.3%	762	190,488	190,975	4	2	100.0%	100.0%
\$200,000-\$249,999	5	17.9%	1,157	231,400	230,000	3	2	100.0%	100.0%
\$250,000-\$299,999	6	21.4%	1,670	278,283	281,650	24	8	98.0%	100.0%
\$300,000-\$349,999	1	3.6%	340	339,900	339,900	219	219	100.0%	100.0%
\$350,000-\$399,999	2	7.1%	775	387,450	387,450	82	82	98.7%	98.7%
\$400,000-\$449,999	1	3.6%	419	419,000	419,000	11	11	100.0%	100.0%
\$450,000-\$499,999	1	3.6%	475	475,000	475,000	42	42	100.0%	100.0%
\$500,000-\$599,999	2	7.1%	1,029	514,500	514,500	416	416	87.8%	87.8%
\$600,000-\$749,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
\$750,000-\$999,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
All price ranges	28	100.0%	7,359	262,813	239,000	53	8	98.6%	100.0%

PENDING CONTRACTS ANALYSIS

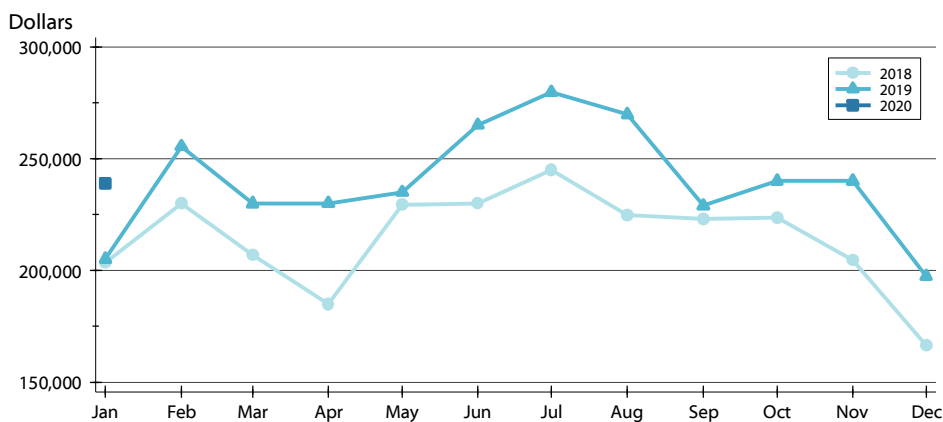
**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 2/9/2020**

AVERAGE PRICE >>



Month	2018	2019	2020
January	217,509	271,326	262,813
February	244,515	293,045	
March	251,974	270,442	
April	210,799	241,817	
May	254,637	279,353	
June	274,277	309,233	
July	259,549	304,824	
August	247,088	258,170	
September	251,482	234,262	
October	267,400	287,782	
November	254,313	275,829	
December	218,440	240,785	

MEDIAN PRICE >>

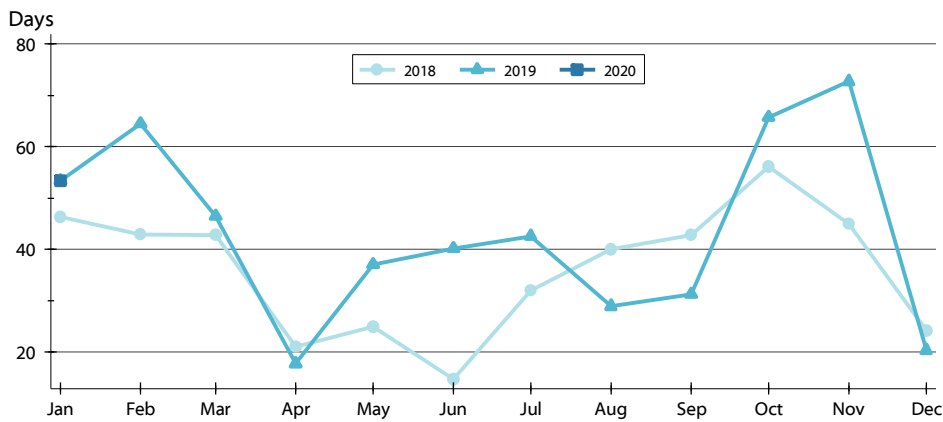


Month	2018	2019	2020
January	203,425	205,000	239,000
February	229,900	255,450	
March	206,900	229,950	
April	185,000	230,000	
May	229,500	235,000	
June	229,900	265,000	
July	245,000	279,900	
August	224,900	269,900	
September	222,945	229,000	
October	223,500	240,000	
November	204,500	240,000	
December	166,250	197,425	

PENDING CONTRACTS ANALYSIS

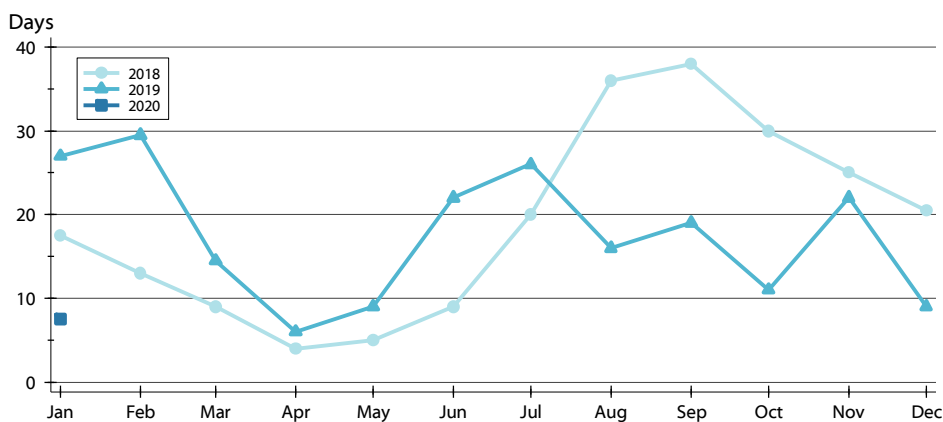
**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 2/9/2020**

AVERAGE DOM >>



Month	2018	2019	2020
January	46	53	53
February	43	64	
March	43	46	
April	21	18	
May	25	37	
June	15	40	
July	32	43	
August	40	29	
September	43	31	
October	56	66	
November	45	73	
December	24	20	

MEDIAN DOM >>



Month	2018	2019	2020
January	18	27	8
February	13	30	
March	9	15	
April	4	6	
May	5	9	
June	9	22	
July	20	26	
August	36	16	
September	38	19	
October	30	11	
November	25	22	
December	21	9	