

MARKET OVERVIEW >>

Douglas County Home Sales Rose in February

Total home sales in Douglas County (excluding Lawrence) rose by 90.0% last month to 19 units, compared to 10 units in February 2019. Total sales volume was \$5.8 million, up 120.0% from a year earlier.

The median sale price in February was \$266,300, up from \$231,250 a year earlier. Homes that sold in February were typically on the market for 12 days and sold for 100.0% of their list prices.

Douglas County Active Listings Up at End of February

The total number of active listings in Douglas County (excluding Lawrence) at the end of February was 52 units, up from 48 at the same point in 2019. This represents a 2.1 months' supply of homes available for sale. The median list price of homes on the market at the end of February was \$347,450.

During February, a total of 13 contracts were written down from 21 in February 2019. At the end of the month, there were 18 contracts pending, compared to 28 at the end of February 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		February		
Summary Statistics		2020	2019	Change
Home Sales		19	10	90.0%
Active Listings		52	48	8.3%
Months' Supply		2.1	2.2	-2.4%
New Listings		19	21	-9.5%
Contracts Written		13	21	-38.1%
Pending Contracts		18	28	-35.7%
Sales Volume (1,000s)		5,763	2,619	120.0%
Average	Sale Price	303,321	261,900	15.8%
	List Price of Actives	484,360	361,792	33.9%
	Days on Market	75	68	10.7%
	Percent of List	97.9%	94.8%	3.3%
	Percent of Original	96.2%	91.8%	4.8%
Median	Sale Price	266,300	231,250	15.2%
	List Price of Actives	347,450	339,450	2.4%
	Days on Market	12	41	-70.4%
	Percent of List	100.0%	98.0%	2.0%
	Percent of Original	98.9%	97.2%	1.8%

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THREE-YEAR COMPARISONS

SUMMARY >>

BREAKDOWNS BY HOME TYPE DOUGLAS COUNTY (EXCLUDING LAWRENCE) AS OF 3/8/2020

February MLS Statistics By Property Type		2020			2019			2018		
		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		19	15	4	10	9	1	10	9	1
Change from prior year		90.0%	66.7%	300.0%	0.0%	0.0%	0.0%	-23.1%	-30.8%	N/A
Active Listings		52	46	6	48	43	5	42	39	3
Change from prior year		8.3%	7.0%	20.0%	14.3%	10.3%	66.7%	10.5%	14.7%	-25.0%
Months' Supply		2.1	2.0	3.6	2.2	2.0	6.7	2.2	2.2	3.3
Change from prior year		-2.4%	-0.1%	-46.0%	-2.5%	-7.4%	103.7%	17.4%	25.9%	-72.7%
New Listings		19	18	1	21	18	3	23	22	1
Change from prior year		-9.5%	0.0%	-66.7%	-8.7%	-18.2%	200.0%	15.0%	22.2%	-50.0%
Contracts Written		13	10	3	21	18	3	15	15	0
Change from prior year		-38.1%	-44.4%	0.0%	40.0%	20.0%	N/A	-34.8%	-25.0%	-100.0%
Pending Contracts		18	14	4	28	24	4	29	28	1
Change from prior year		-35.7%	-41.7%	0.0%	-3.4%	-14.3%	300.0%	7.4%	12.0%	-50.0%
Sales Volume (1,000s)		5,763	4,243	1,520	2,619	2,249	370	2,643	2,420	223
Change from prior year		120.0%	88.7%	310.8%	-0.9%	-7.0%	65.7%	3.5%	-5.2%	N/A
Average	Sale Price	303,321	282,880	379,975	261,900	249,889	370,000	264,278	268,833	223,275
	Change from prior year	15.8%	13.2%	2.7%	-0.9%	-7.0%	65.7%	34.6%	36.9%	N/A
	List Price of Actives	484,360	505,739	320,450	361,792	362,667	354,260	436,513	435,494	449,767
	Change from prior year	33.9%	39.4%	-9.5%	-17.1%	-16.7%	-21.2%	-11.2%	-16.5%	90.4%
	Days on Market	75	21	280	68	73	21	65	60	111
	Change from prior year	10.7%	-71.7%	1232.1%	4.8%	22.5%	-81.1%	-20.7%	-27.0%	N/A
Percent of List	97.9%	97.7%	98.7%	94.8%	94.4%	98.0%	94.0%	93.1%	102.0%	
	Change from prior year	3.3%	3.5%	0.7%	0.8%	1.4%	-3.9%	-2.6%	-3.5%	N/A
Percent of Original	96.2%	97.1%	92.7%	91.8%	91.1%	98.0%	93.3%	92.4%	101.5%	
	Change from prior year	4.8%	6.6%	-5.4%	-1.6%	-1.4%	-3.5%	-0.5%	-1.5%	N/A
Median	Sale Price	266,300	225,000	354,950	231,250	225,000	370,000	197,388	171,500	223,275
	Change from prior year	15.2%	0.0%	-4.1%	17.2%	31.2%	65.7%	-3.7%	-16.3%	N/A
	List Price of Actives	347,450	377,400	312,450	339,450	339,900	258,500	309,500	309,000	389,900
	Change from prior year	2.4%	11.0%	20.9%	9.7%	10.0%	-33.7%	6.2%	-1.9%	66.0%
	Days on Market	12	11	137	41	54	21	32	30	111
	Change from prior year	-70.4%	-79.6%	552.4%	28.6%	80.0%	-81.1%	-37.0%	-40.0%	N/A
Percent of List	100.0%	100.0%	98.7%	98.0%	98.0%	98.0%	97.1%	96.3%	102.0%	
	Change from prior year	2.0%	2.0%	0.7%	0.9%	1.8%	-3.9%	-1.4%	-2.2%	N/A
Percent of Original	98.9%	98.9%	98.7%	97.2%	96.3%	98.0%	95.5%	93.1%	101.5%	
	Change from prior year	1.8%	2.7%	0.7%	1.8%	3.5%	-3.5%	-2.1%	-4.6%	N/A

YEAR-TO-DATE STATISTICS

SUMMARY >>

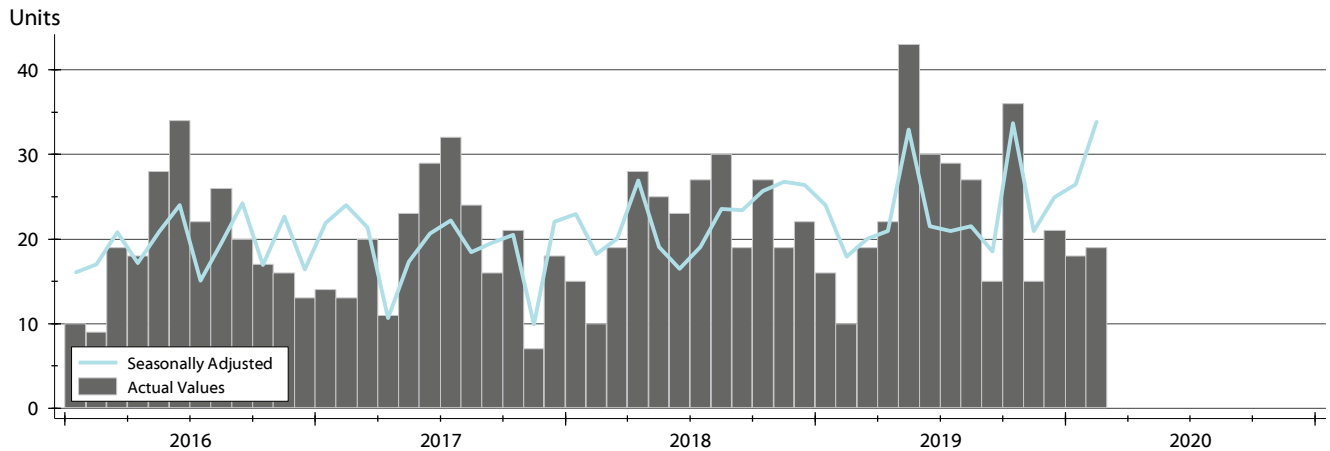
**YTD BREAKDOWNS BY HOME TYPE
DOUGLAS COUNTY (EXCLUDING LAWRENCE)
AS OF 3/8/2020**

Year-to-Date Activity		2020			2019			2018		
By Property Type		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		37	31	6	26	24	2	25	23	2
Change from prior year		42.3%	29.2%	200.0%	4.0%	4.3%	0.0%	-7.4%	-11.5%	100.0%
New Listings		40	38	2	38	35	3	39	37	2
Change from prior year		5.3%	8.6%	-33.3%	-2.6%	-5.4%	50.0%	11.4%	19.4%	-50.0%
Contracts Written		33	26	7	31	27	4	34	34	0
Change from prior year		6.5%	-3.7%	75.0%	-8.8%	-20.6%	N/A	3.0%	13.3%	-100.0%
Sales Volume (1,000s)		9,937	7,857	2,080	6,186	5,493	693	7,108	6,625	483
Change from prior year		60.6%	43.0%	200.3%	-13.0%	-17.1%	43.3%	15.5%	12.5%	83.0%
Average	Sale Price	268,574	253,466	346,633	237,911	228,883	346,250	284,316	288,031	241,588
	Change from prior year	12.9%	10.7%	0.1%	-16.3%	-20.5%	43.3%	24.7%	27.1%	-8.5%
	Days on Market	50	20	203	60	55	116	64	62	93
	Change from prior year	-16.5%	-63.4%	75.5%	-7.3%	-11.1%	24.9%	12.1%	21.1%	-58.0%
Median	Percent of List	97.8%	97.7%	98.6%	98.1%	98.1%	98.6%	99.1%	98.9%	101.0%
	Change from prior year	-0.3%	-0.4%	0.0%	-1.0%	-0.8%	-2.3%	1.1%	1.1%	-0.7%
	Percent of Original	96.4%	96.7%	94.4%	95.9%	95.7%	97.1%	98.2%	98.0%	100.8%
	Change from prior year	0.5%	1.0%	-2.8%	-2.4%	-2.3%	-3.6%	1.9%	1.8%	-1.0%
Median	Sale Price	230,000	215,000	324,950	210,250	193,750	346,250	235,000	235,000	241,588
	Change from prior year	9.4%	11.0%	-6.2%	-10.5%	-17.6%	43.3%	12.4%	13.5%	-8.5%
	Days on Market	12	9	54	29	29	116	25	17	93
	Change from prior year	-58.6%	-69.0%	-53.2%	16.0%	70.6%	24.9%	66.7%	21.4%	-58.0%
Median	Percent of List	98.7%	98.7%	98.7%	99.4%	99.8%	98.6%	98.8%	98.3%	101.0%
	Change from prior year	-0.8%	-1.1%	0.1%	0.6%	1.5%	-2.3%	0.3%	-0.1%	-0.7%
	Percent of Original	98.2%	98.2%	97.9%	97.6%	97.6%	97.1%	98.5%	98.2%	100.8%
	Change from prior year	0.6%	0.5%	0.8%	-0.9%	-0.6%	-3.6%	0.5%	0.4%	-1.0%

CLOSED LISTINGS ANALYSIS

HISTORY >>

DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 3/8/2020



SUMMARY >>

Summary Statistics		February			Year-to-Date		
for Closed Listings		2020	2019	Change	2020	2019	Change
Closed Listings		19	10	90.0%	37	26	42.3%
Volume (1,000s)		5,763	2,619	120.0%	9,937	6,186	60.6%
Average	Sale Price	303,321	261,900	15.8%	268,574	237,911	12.9%
	Days on Market	75	68	10.7%	50	60	-16.5%
	Percent of List	97.9%	94.8%	3.3%	97.8%	98.1%	-0.3%
	Percent of Original	96.2%	91.8%	4.8%	96.4%	95.9%	0.5%
Median	Sale Price	266,300	231,250	15.2%	230,000	210,250	9.4%
	Days on Market	12	41	-70.4%	12	29	-58.6%
	Percent of List	100.0%	98.0%	2.0%	98.7%	99.4%	-0.8%
	Percent of Original	98.9%	97.2%	1.8%	98.2%	97.6%	0.6%

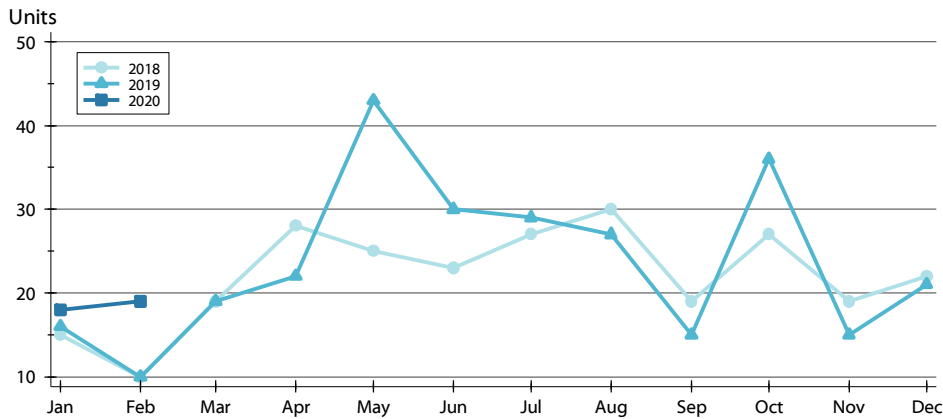
A total of 19 homes sold in Douglas County (excluding Lawrence) in February, up from 10 units in February 2019. Total sales volume rose to \$5.8 million compared to \$2.6 million in the previous year.

The median sales price in February was \$266,300, up 15.2% compared to the prior year. Median days on market was 12 days, down from 14 days in January, and down from 41 in February 2019.

CLOSED LISTINGS ANALYSIS

**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 3/8/2020**

BY MONTH >>



Month	2018	2019	2020
January	15	16	18
February	10	10	19
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	

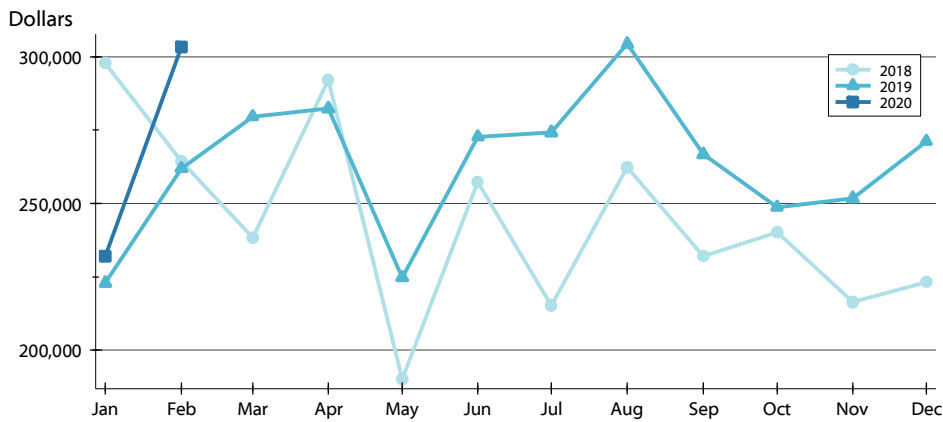
BY PRICE RANGE >>

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	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$100,000-\$149,999	2	10.5%	273	136,250	136,250	9	9	99.1%	99.1%	99.1%	99.1%
\$150,000-\$199,999	3	15.8%	525	175,000	170,000	8	11	94.6%	97.2%	94.6%	97.2%
\$200,000-\$249,999	4	21.1%	898	224,500	222,000	17	4	95.9%	96.7%	94.6%	96.7%
\$250,000-\$299,999	1	5.3%	266	266,300	266,300	7	7	98.7%	98.7%	98.7%	98.7%
\$300,000-\$349,999	2	10.5%	650	324,950	324,950	121	121	100.0%	100.0%	100.0%	100.0%
\$350,000-\$399,999	2	10.5%	755	377,500	377,500	41	41	98.7%	98.7%	98.7%	98.7%
\$400,000-\$449,999	1	5.3%	430	430,000	430,000	11	11	102.6%	102.6%	102.6%	102.6%
\$450,000-\$499,999	2	10.5%	950	474,950	474,950	75	75	99.5%	99.5%	97.5%	97.5%
\$500,000-\$599,999	2	10.5%	1,017	508,250	508,250	416	416	98.8%	98.8%	86.9%	86.9%
\$600,000-\$749,999	0	0.0%	0	N/A	N/A	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	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	19	100.0%	5,763	303,321	266,300	75	12	97.9%	100.0%	96.2%	98.9%

CLOSED LISTINGS ANALYSIS

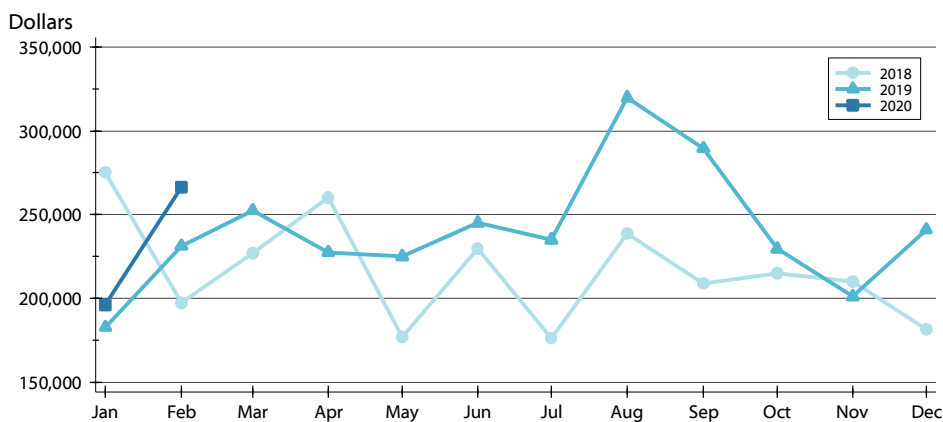
**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 3/8/2020**

AVERAGE PRICE >>



Month	2018	2019	2020
January	297,675	222,918	231,897
February	264,278	261,900	303,321
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	271,190	

MEDIAN PRICE >>

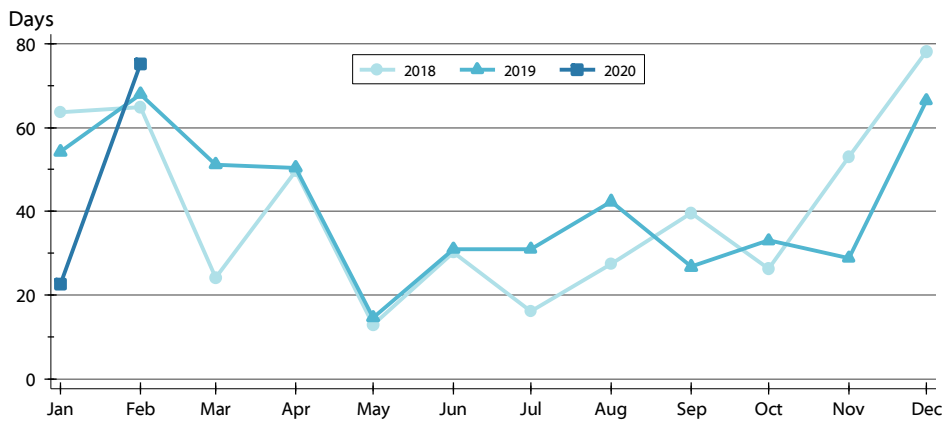


Month	2018	2019	2020
January	275,000	182,725	196,175
February	197,388	231,250	266,300
March	227,000	252,500	
April	259,950	227,400	
May	177,000	225,000	
June	229,500	244,950	
July	176,000	235,000	
August	238,500	319,900	
September	209,000	289,500	
October	215,000	229,500	
November	210,000	201,000	
December	181,400	241,000	

CLOSED LISTINGS ANALYSIS

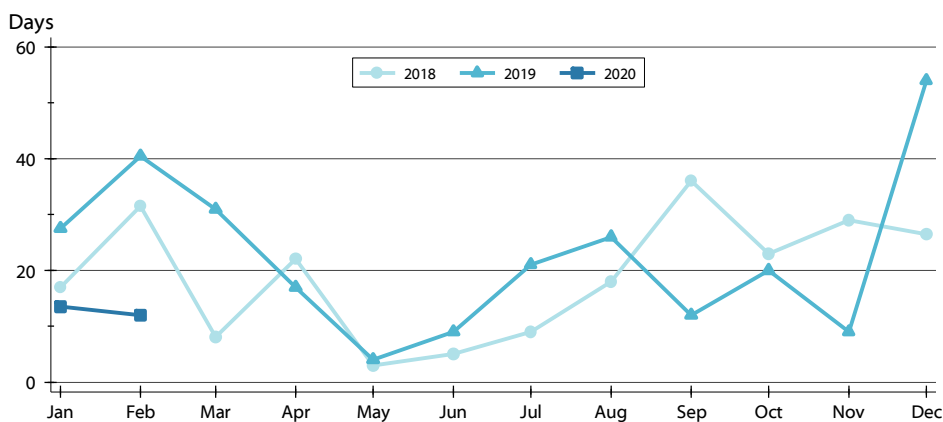
**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 3/8/2020**

AVERAGE DOM >>



Month	2018	2019	2020
January	64	54	23
February	65	68	75
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 >>

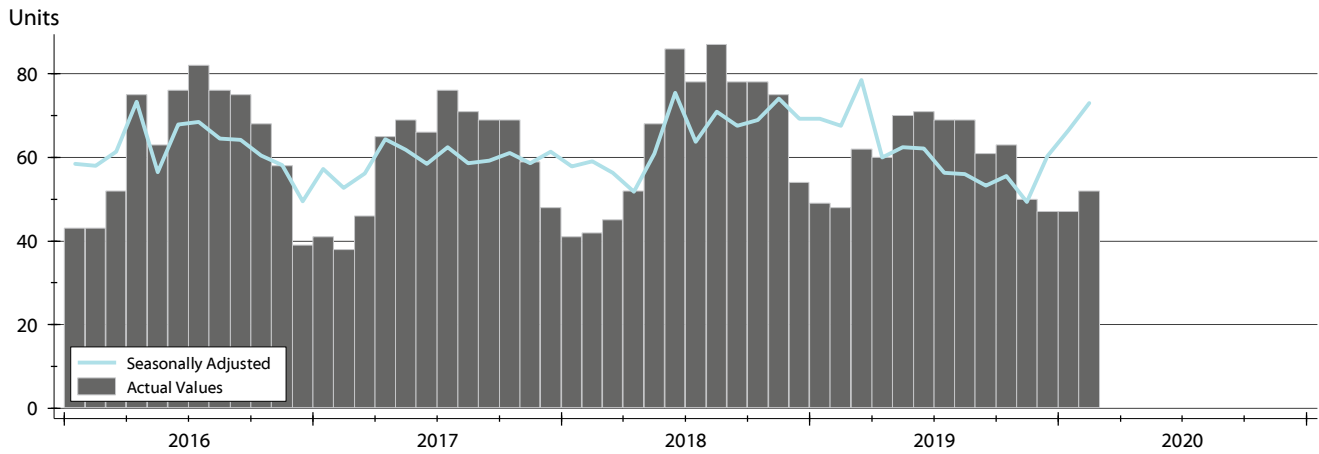


Month	2018	2019	2020
January	17	28	14
February	32	41	12
March	8	31	
April	22	17	
May	3	4	
June	5	9	
July	9	21	
August	18	26	
September	36	12	
October	23	20	
November	29	9	
December	27	54	

ACTIVE LISTINGS ANALYSIS

**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 3/8/2020**

HISTORY >>



SUMMARY >>

Summary Statistics		End of February		
for Active Listings		2020	2019	Change
Active Listings		52	48	8.3%
Months' Supply		2.1	2.2	-2.4%
Volume (1,000s)		25,187	17,366	45.0%
Average	List Price	484,360	361,792	33.9%
	Days on Market	89	114	-22.1%
	Percent of Original	99.7%	97.7%	2.1%
Median	List Price	347,450	339,450	2.4%
	Days on Market	48	78	-38.5%
	Percent of Original	100.0%	100.0%	0.0%

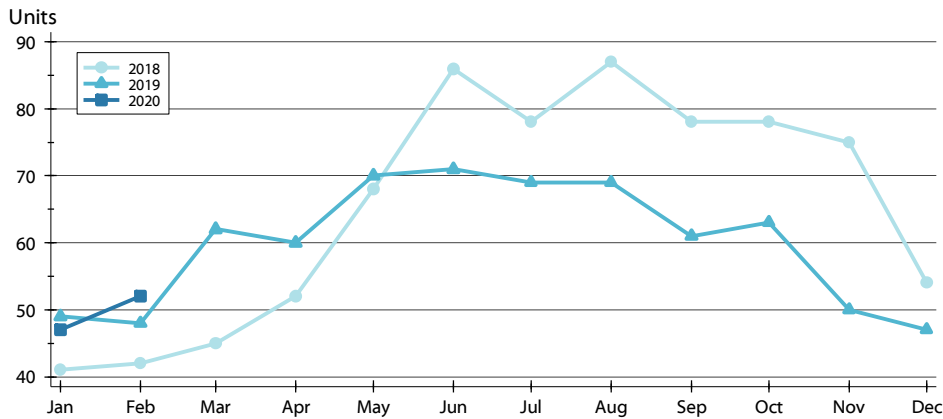
A total of 52 homes were available for sale in Douglas County (excluding Lawrence) at the end of February. This represents a 2.1 months' supply of active listings.

The median list price of homes on the market at the end of February was \$347,450, up 2.4% from 2019. The typical time on market for active listings was 48 days, down from 78 days a year earlier.

ACTIVE LISTINGS ANALYSIS

**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 3/8/2020**

BY MONTH >>



Month	2018	2019	2020
January	41	49	47
February	42	48	52
March	45	62	60
April	52	60	68
May	68	70	71
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

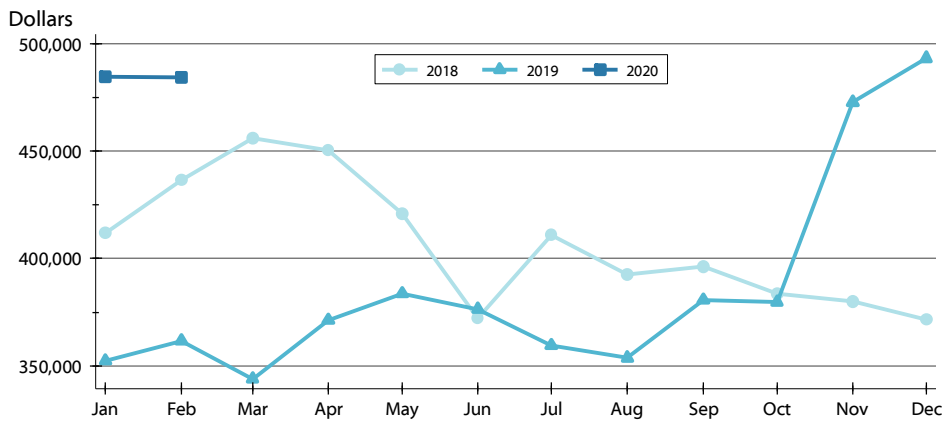
BY PRICE RANGE >>

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	1.9%	45	N/A	45,000	45,000	1	1	100.0%	100.0%
\$50,000-\$99,999	3	5.8%	250	N/A	83,300	85,000	69	33	96.3%	100.0%
\$100,000-\$149,999	3	5.8%	409	1.5	136,467	144,900	57	49	97.9%	100.0%
\$150,000-\$199,999	4	7.7%	749	1.3	187,150	189,950	92	11	98.7%	100.0%
\$200,000-\$249,999	2	3.8%	425	0.5	212,450	212,450	21	21	100.0%	100.0%
\$250,000-\$299,999	7	13.5%	1,944	7.0	277,743	279,000	63	76	100.0%	100.0%
\$300,000-\$349,999	6	11.5%	1,941	3.0	323,550	322,500	143	42	104.3%	100.0%
\$350,000-\$399,999	4	7.7%	1,500	2.0	374,925	374,900	52	40	99.7%	100.0%
\$400,000-\$449,999	3	5.8%	1,257	3.0	418,967	420,000	62	47	97.8%	100.0%
\$450,000-\$499,999	3	5.8%	1,415	1.5	471,667	475,000	38	24	100.0%	100.0%
\$500,000-\$599,999	6	11.5%	3,393	3.0	565,500	577,000	100	104	98.2%	99.5%
\$600,000-\$749,999	2	3.8%	1,365	N/A	682,450	682,450	50	50	100.0%	100.0%
\$750,000-\$999,999	5	9.6%	4,344	N/A	868,780	850,000	168	170	100.0%	100.0%
\$1,000,000 and up	3	5.8%	6,150	N/A	2,050,000	2,200,000	163	122	100.0%	100.0%
All price ranges	52	100.0%	25,187	2.7	484,360	347,450	89	48	99.7%	100.0%

ACTIVE LISTINGS ANALYSIS

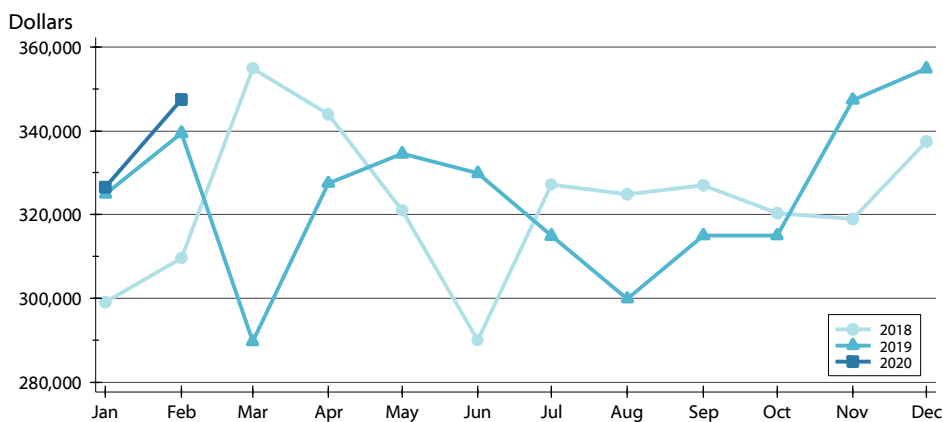
**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 3/8/2020**

AVERAGE PRICE >>



Month	2018	2019	2020
January	411,876	352,406	484,747
February	436,513	361,792	484,360
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 >>

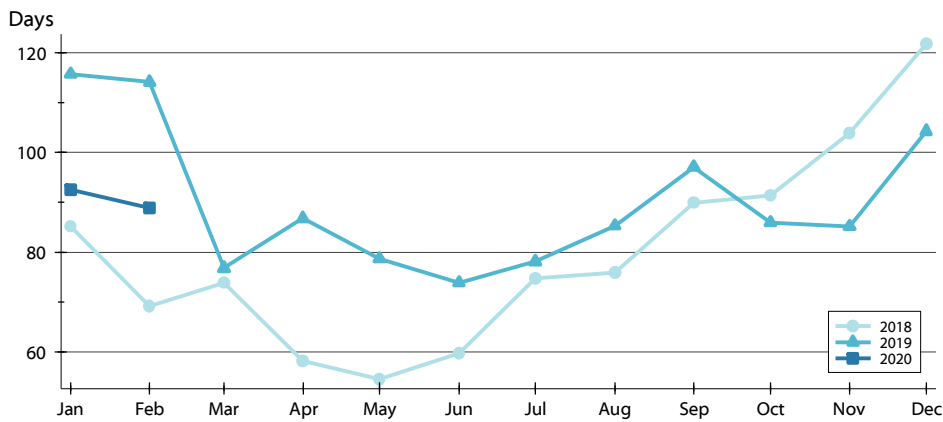


Month	2018	2019	2020
January	299,000	324,900	326,500
February	309,500	339,450	347,450
March	354,900	289,700	
April	344,000	327,500	
May	321,000	334,500	
June	289,900	329,900	
July	327,200	314,900	
August	324,900	299,900	
September	326,950	315,000	
October	320,400	315,000	
November	319,000	347,400	
December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

ACTIVE LISTINGS ANALYSIS

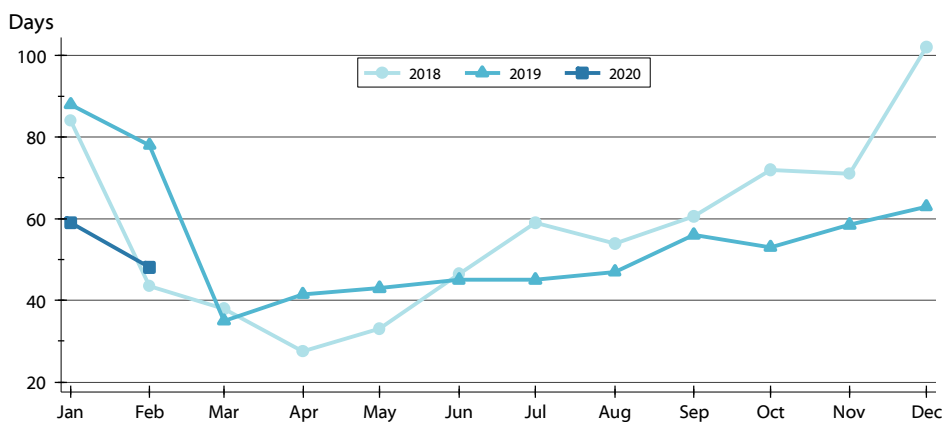
**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 3/8/2020**

AVERAGE DOM >>



Month	2018	2019	2020
January	85	116	93
February	69	114	89
March	74	77	77
April	58	87	87
May	55	79	79
June	60	74	74
July	75	78	78
August	76	85	85
September	90	97	97
October	91	86	86
November	104	85	85
December	122	104	104

MEDIAN DOM >>

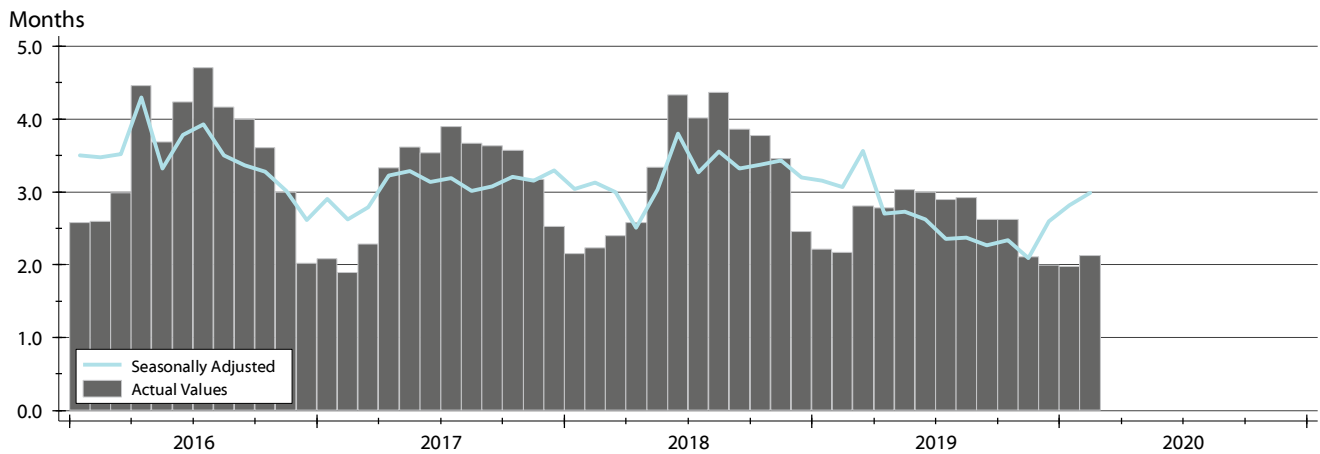


Month	2018	2019	2020
January	84	88	59
February	44	78	48
March	38	35	35
April	28	42	42
May	33	43	43
June	47	45	45
July	59	45	45
August	54	47	47
September	61	56	56
October	72	53	53
November	71	59	59
December	102	63	63

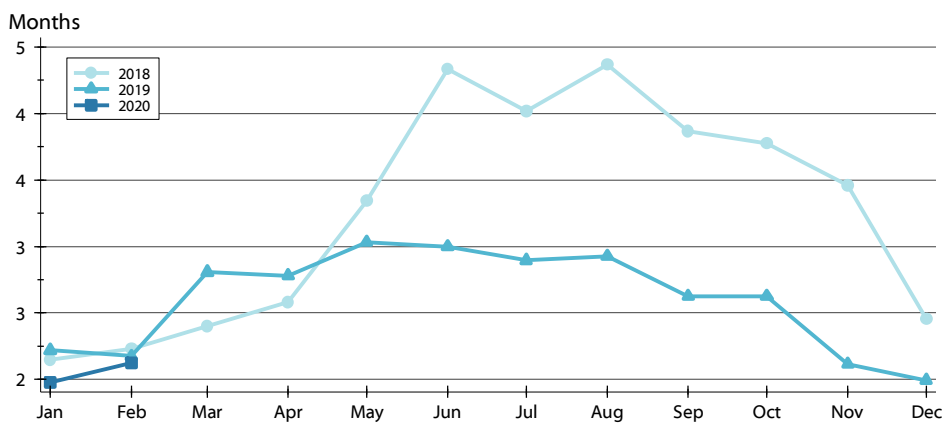
MONTHS' SUPPLY ANALYSIS

**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 3/8/2020**

HISTORY >>



BY MONTH >>

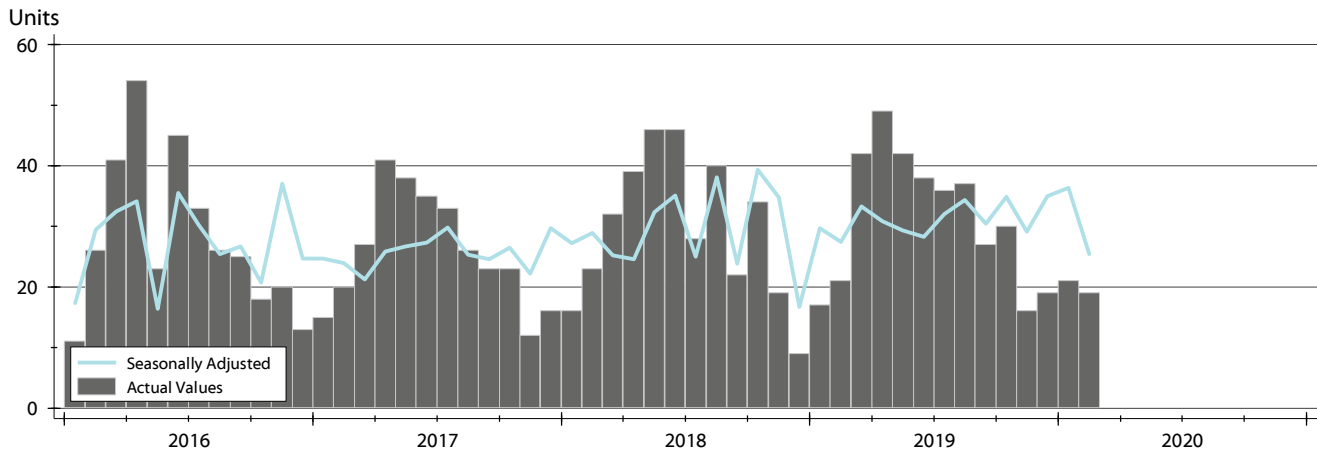


Month	2018	2019	2020
January	2.1	2.2	2.0
February	2.2	2.2	2.1
March	2.4	2.8	
April	2.6	2.8	
May	3.3	3.0	
June	4.3	3.0	
July	4.0	2.9	
August	4.4	2.9	
September	3.9	2.6	
October	3.8	2.6	
November	3.5	2.1	
December	2.5	2.0	

NEW LISTINGS ANALYSIS

**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 3/8/2020**

HISTORY >>



SUMMARY >>

Summary Statistics for New Listings		February		
		2020	2019	Change
Current Month	New Listings	19	21	-9.5%
	Volume (1,000s)	6,462	7,313	-11.6%
	Average List Price	340,100	348,252	-2.3%
	Median List Price	339,900	350,000	-2.9%
YTD	New Listings	40	38	5.3%
	Volume (1,000s)	11,966	12,405	-3.5%
	Average List Price	299,158	326,445	-8.4%
	Median List Price	269,900	273,900	-1.5%

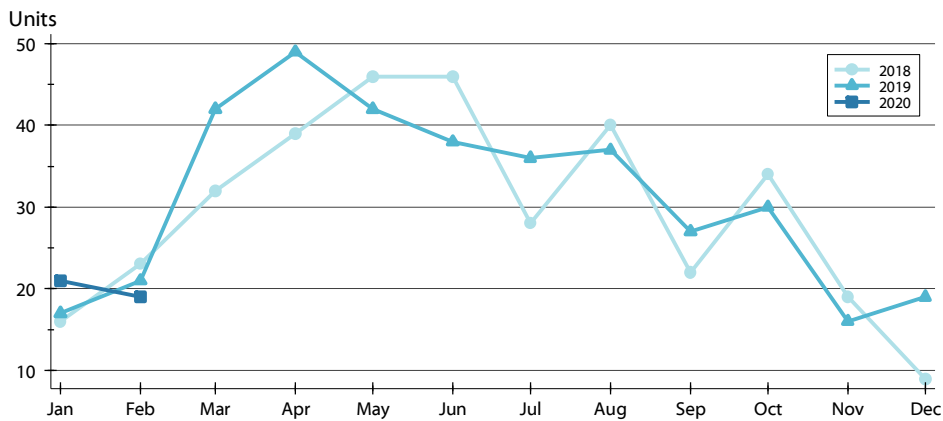
A total of 19 new listings were added in Douglas County (excluding Lawrence) during February, down 9.5% from the same month in 2019. Year-to-date Douglas County (excluding Lawrence) has seen 40 new listings.

The median list price of these homes was \$339,900 down from \$350,000 in 2019.

NEW LISTINGS ANALYSIS

**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 3/8/2020**

BY MONTH >>



Month	2018	2019	2020
January	16	17	21
February	23	21	19
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	

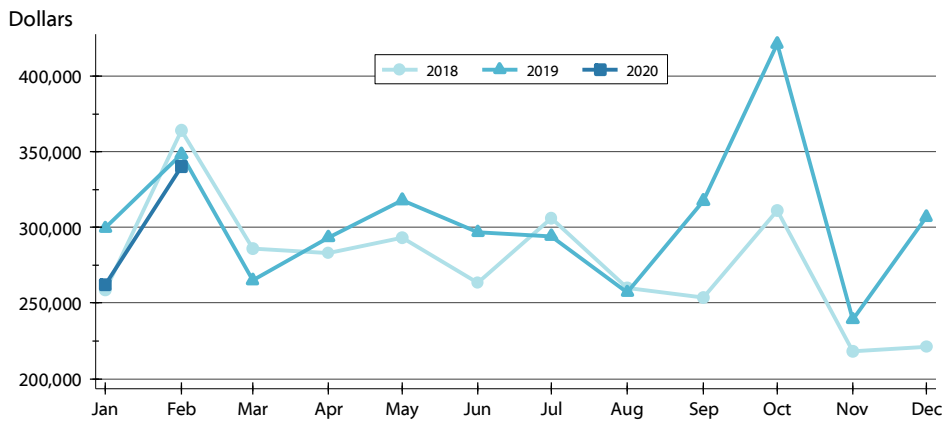
BY PRICE RANGE >>

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	0	0.0%	0	N/A	N/A
\$100,000-\$149,999	1	5.3%	135	134,950	134,950
\$150,000-\$199,999	4	21.1%	764	190,875	192,450
\$200,000-\$249,999	1	5.3%	225	224,900	224,900
\$250,000-\$299,999	2	10.5%	540	269,925	269,925
\$300,000-\$349,999	3	15.8%	998	332,600	339,900
\$350,000-\$399,999	2	10.5%	745	372,450	372,450
\$400,000-\$449,999	2	10.5%	866	433,000	433,000
\$450,000-\$499,999	2	10.5%	940	470,000	470,000
\$500,000-\$599,999	1	5.3%	575	575,000	575,000
\$600,000-\$749,999	1	5.3%	675	675,000	675,000
\$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	19	100.0%	6,462	340,100	339,900

NEW LISTINGS ANALYSIS

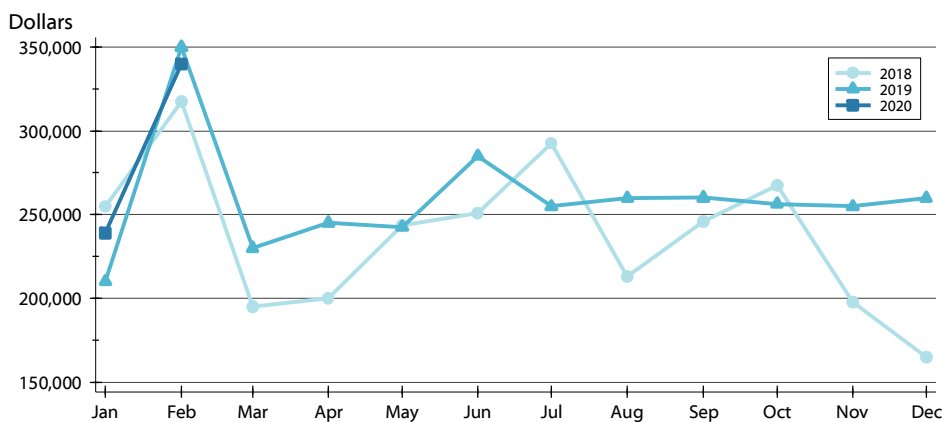
**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 3/8/2020**

AVERAGE PRICE >>



Month	2018	2019	2020
January	258,325	299,506	262,114
February	364,164	348,252	340,100
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	239,136	
December	221,178	306,832	

MEDIAN PRICE >>

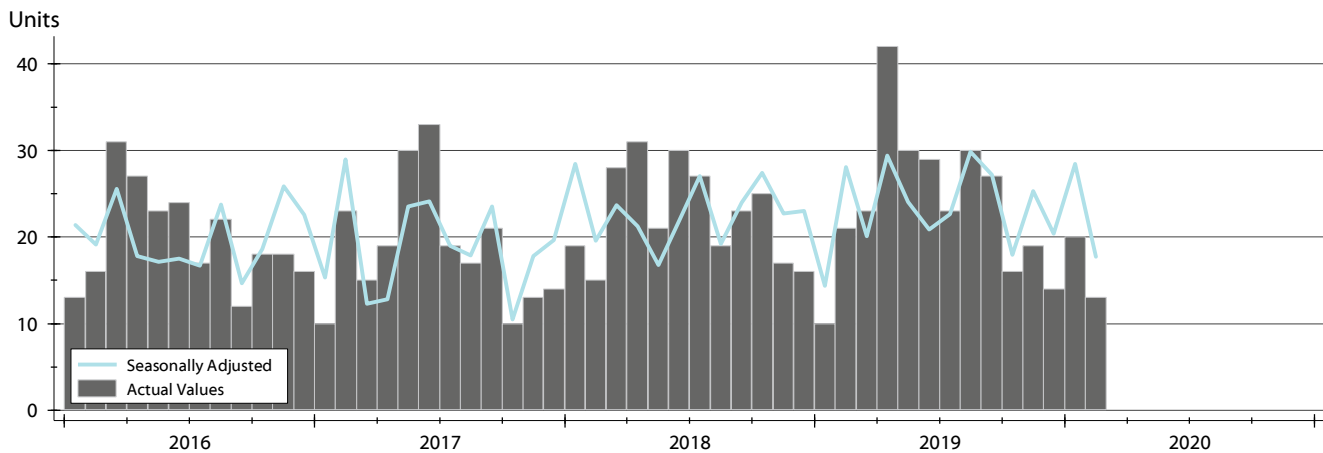


Month	2018	2019	2020
January	254,700	210,000	239,000
February	317,500	350,000	339,900
March	194,950	229,900	
April	200,000	245,000	
May	243,450	242,450	
June	250,750	284,948	
July	292,400	254,950	
August	213,250	259,900	
September	245,700	259,999	
October	267,450	256,450	
November	197,500	254,950	
December	165,000	259,900	

CONTRACTS WRITTEN ANALYSIS

DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 3/8/2020

HISTORY >>



SUMMARY >>

Summary Statistics		February			Year-to-Date		
for Contracts Written		2020	2019	Change	2020	2019	Change
Closed Listings		13	21	-38.1%	33	31	6.5%
Volume (1,000s)		3,486	6,617	-47.3%	9,147	9,154	-0.1%
Average	Sale Price	268,154	315,090	-14.9%	277,176	295,298	-6.1%
	Days on Market	43	75	-43.0%	59	70	-16.1%
	Percent of Original	98.7%	97.6%	1.2%	97.4%	96.6%	0.8%
Median	Sale Price	269,950	289,900	-6.9%	269,900	279,000	-3.3%
	Days on Market	12	32	-62.5%	11	31	-64.5%
	Percent of Original	100.0%	98.1%	1.9%	100.0%	98.1%	1.9%

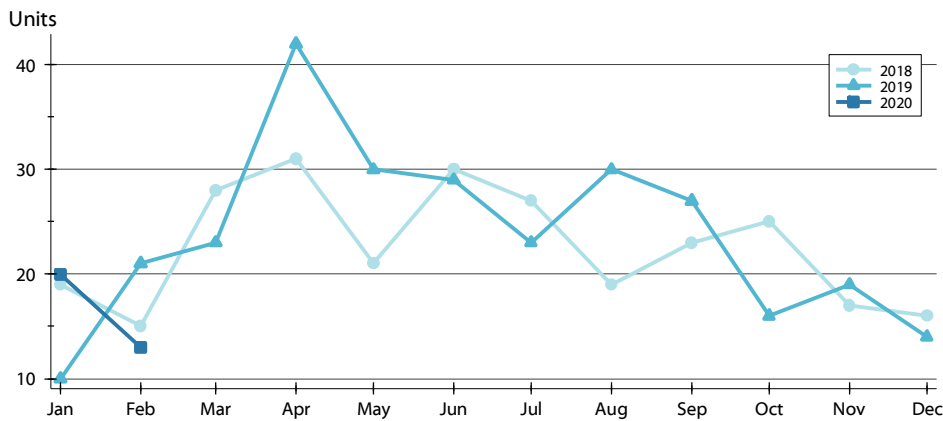
A total of 13 contracts for sale were written in Douglas County (excluding Lawrence) during the month of February, down from 21 in 2019. The median list price of these homes was \$269,950, down from \$289,900 the prior

Half of the homes that went under contract in February were on the market less than 12 days, compared to 32 days in February 2019.

CONTRACTS WRITTEN ANALYSIS

**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 3/8/2020**

BY MONTH >>



Month	2018	2019	2020
January	19	10	20
February	15	21	13
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	14	

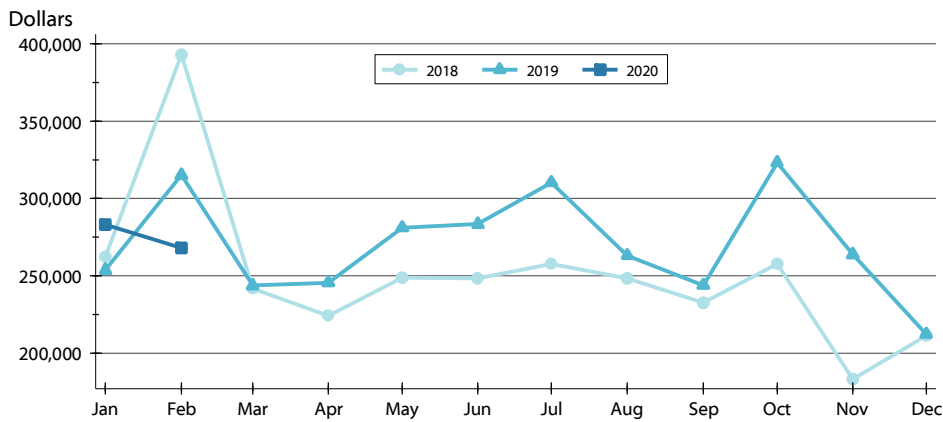
BY PRICE RANGE >>

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	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
\$100,000-\$149,999	3	23.1%	429	143,150	145,000	69	83	96.8%	96.7%
\$150,000-\$199,999	2	15.4%	377	188,450	188,450	3	3	100.0%	100.0%
\$200,000-\$249,999	1	7.7%	239	239,000	239,000	7	7	100.0%	100.0%
\$250,000-\$299,999	2	15.4%	555	277,425	277,425	62	62	100.0%	100.0%
\$300,000-\$349,999	1	7.7%	340	339,900	339,900	12	12	100.0%	100.0%
\$350,000-\$399,999	3	23.1%	1,107	368,967	372,000	67	72	97.7%	97.4%
\$400,000-\$449,999	1	7.7%	439	439,000	439,000	4	4	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	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
\$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	13	100.0%	3,486	268,154	269,950	43	12	98.7%	100.0%

CONTRACTS WRITTEN ANALYSIS

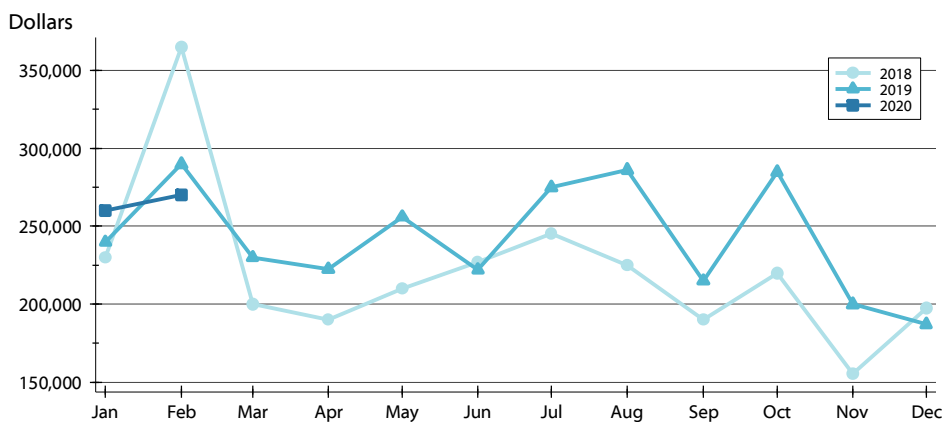
**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 3/8/2020**

AVERAGE PRICE >>



Month	2018	2019	2020
January	262,066	253,735	283,040
February	392,865	315,090	268,154
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	212,057	

MEDIAN PRICE >>

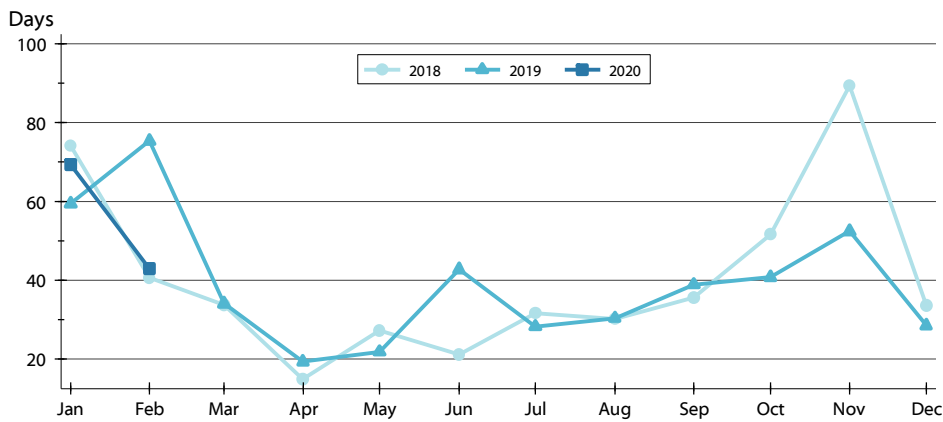


Month	2018	2019	2020
January	229,900	240,000	259,950
February	365,000	289,900	269,950
March	199,975	229,900	
April	189,900	222,450	
May	210,000	256,000	
June	226,950	222,000	
July	245,000	274,900	
August	224,900	286,200	
September	190,000	215,000	
October	220,000	284,950	
November	155,000	199,900	
December	197,450	186,950	

CONTRACTS WRITTEN ANALYSIS

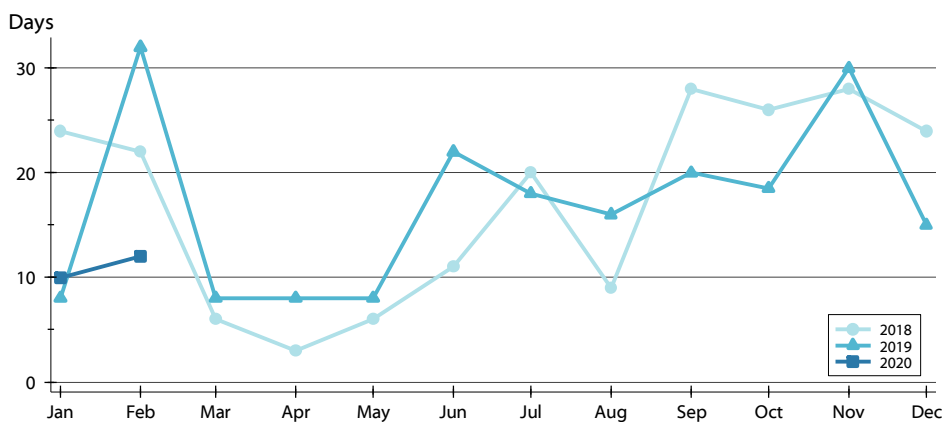
**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 3/8/2020**

AVERAGE DOM



Month	2018	2019	2020
January	74	60	69
February	41	75	43
March	34	34	34
April	15	19	15
May	27	22	27
June	21	43	21
July	32	28	32
August	30	30	30
September	36	39	36
October	52	41	52
November	89	52	89
December	34	29	34

MEDIAN DOM

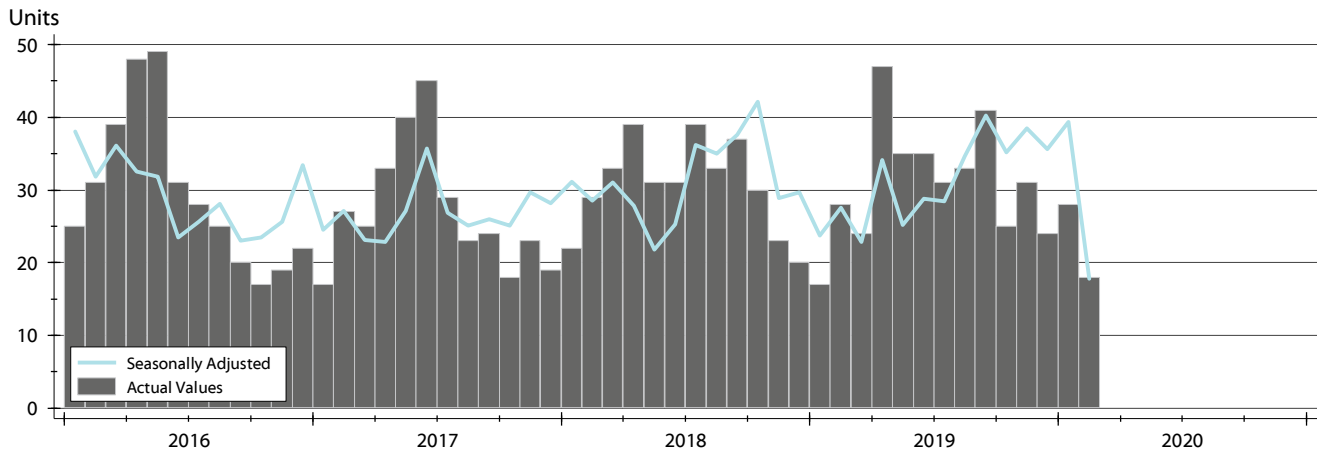


Month	2018	2019	2020
January	24	8	10
February	22	32	12
March	6	8	6
April	3	8	3
May	6	8	6
June	11	22	11
July	20	18	20
August	9	16	9
September	28	20	28
October	26	19	26
November	28	30	28
December	24	15	24

PENDING CONTRACTS ANALYSIS

**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 3/8/2020**

HISTORY >>



SUMMARY >>

Summary Statistics		End of February		
for Active Listings		2020	2019	Change
Active Listings		18	28	-35.7%
Volume (1,000s)		4,692	8,205	-42.8%
Average	List Price	260,678	293,045	-11.0%
	Days on Market	32	64	-50.0%
	Percent of Original	99.7%	99.3%	0.3%
Median	List Price	277,425	255,450	8.6%
	Days on Market	6	30	-79.7%
	Percent of Original	100.0%	100.0%	0.0%

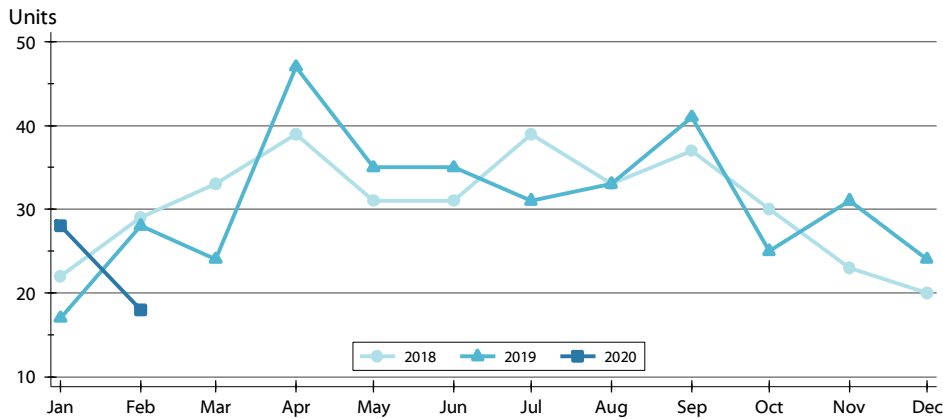
A total of 18 listings in Douglas County (excluding Lawrence) had contracts pending at the end of February, down from 28 contracts pending at the end of February 2019.

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 3/8/2020**

BY MONTH >>



Month	2018	2019	2020
January	22	17	28
February	29	28	18
March	33	24	
April	39	47	
May	31	35	
June	31	35	
July	39	41	
August	33	33	
September	37	41	
October	30	25	
November	23	31	
December	20	24	

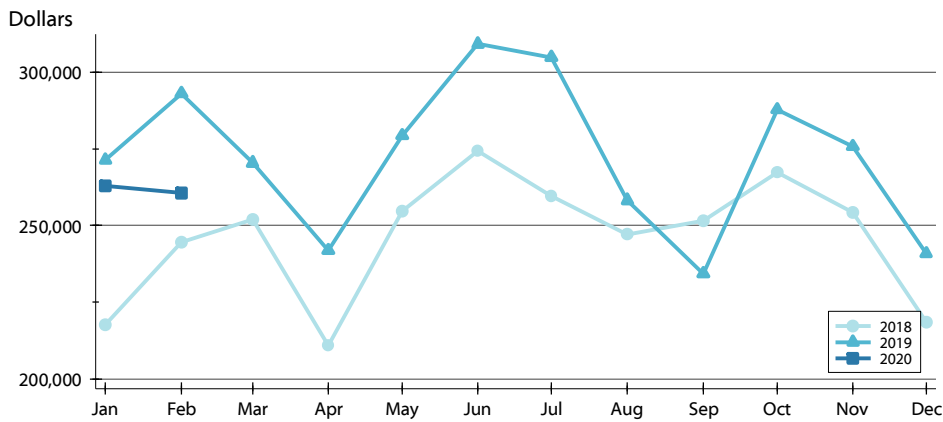
BY PRICE RANGE >>

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	5.6%	100	99,900	99,900	2	2	100.0%	100.0%
\$100,000-\$149,999	3	16.7%	404	134,650	134,950	44	9	98.9%	100.0%
\$150,000-\$199,999	2	11.1%	377	188,450	188,450	3	3	100.0%	100.0%
\$200,000-\$249,999	2	11.1%	469	234,500	234,500	4	4	100.0%	100.0%
\$250,000-\$299,999	5	27.8%	1,447	289,330	293,400	27	2	100.0%	100.0%
\$300,000-\$349,999	1	5.6%	340	339,900	339,900	12	12	100.0%	100.0%
\$350,000-\$399,999	3	16.7%	1,117	372,300	372,000	95	74	99.2%	100.0%
\$400,000-\$449,999	1	5.6%	439	439,000	439,000	4	4	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	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
\$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%	4,692	260,678	277,425	32	6	99.7%	100.0%

PENDING CONTRACTS ANALYSIS

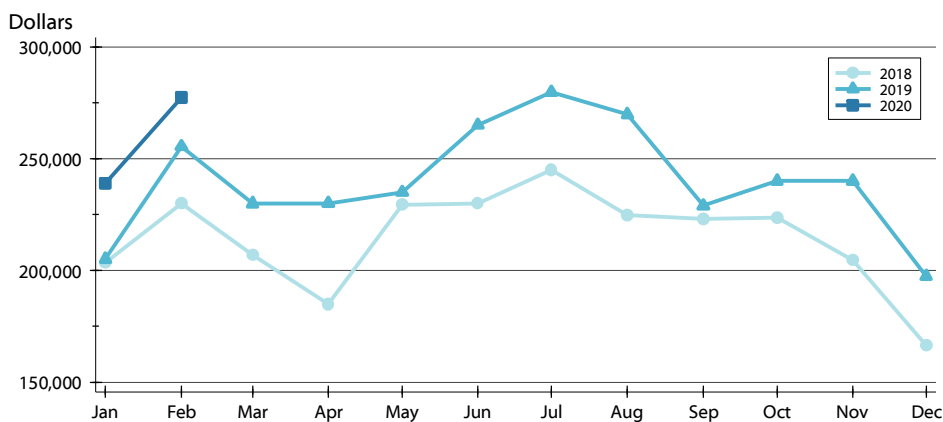
**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 3/8/2020**

AVERAGE PRICE >>



Month	2018	2019	2020
January	217,509	271,326	262,813
February	244,515	293,045	260,678
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 >>

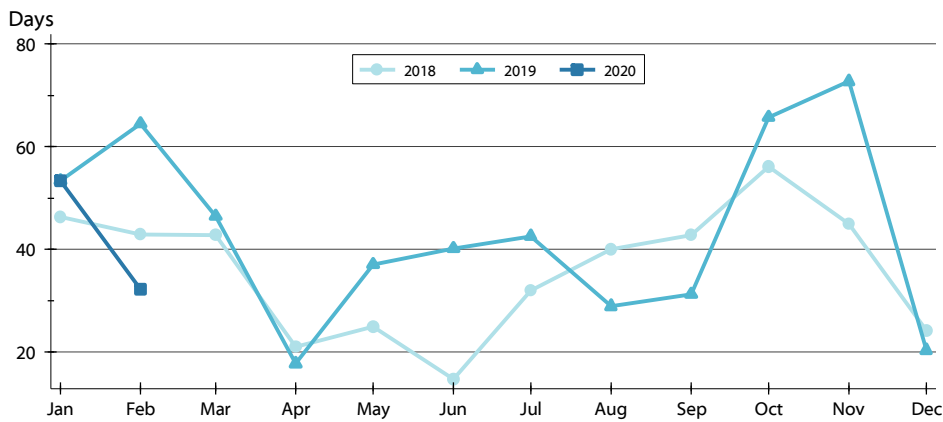


Month	2018	2019	2020
January	203,425	205,000	239,000
February	229,900	255,450	277,425
March	206,900	229,950	
April	185,000	230,000	
May	229,500	235,000	
June	229,900	265,000	
July	245,000	279,900	
August	224,900	269,900	
September	222,945	229,000	
October	223,500	240,000	
November	204,500	240,000	
December	166,250	197,425	

PENDING CONTRACTS ANALYSIS

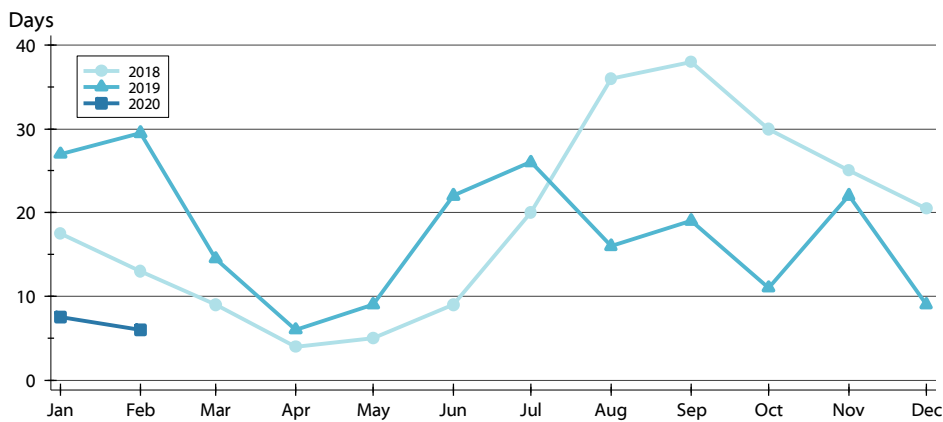
**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 3/8/2020**

AVERAGE DOM



Month	2018	2019	2020
January	46	53	53
February	43	64	32
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	6
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	