

LAWRENCE MLS STATISTICS



FEBRUARY 2021 >>

MARKET OVERVIEW >>

Douglas County Home Sales Fell in February

Total home sales in Douglas County (excluding Lawrence) fell last month to 13 units, compared to 20 units in February 2020. Total sales volume was \$3.3 million, down from a year earlier.

The median sale price in February was \$271,000, up from \$252,650 a year earlier. Homes that sold in February were typically on the market for 7 days and sold for 100.0% of their list prices.

Douglas County Active Listings Down at End of February

The total number of active listings in Douglas County (excluding Lawrence) at the end of February was 18 units, down from 52 at the same point in 2020. This represents a 0.9 months' supply of homes available for sale. The median list price of homes on the market at the end of February was \$254,200.

During February, a total of 14 contracts were written up from 13 in February 2020. At the end of the month, there were 30 contracts pending, compared to 18 at the end of February 2020.

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		2021	2020	Change
Home Sales		13	20	-35.0%
Active Listings		18	52	-65.4%
Months' Supply		0.9	2.1	-57.1%
New Listings		12	19	-36.8%
Contracts Written		14	13	7.7%
Pending Contracts		30	18	66.7%
Sales Volume (1,000s)		3,293	5,916	-44.3%
Average	Sale Price	253,285	295,780	-14.4%
	List Price of Actives	345,489	484,360	-28.7%
	Days on Market	28	72	-60.6%
	Percent of List	97.5%	98.0%	-0.5%
	Percent of Original	97.4%	96.4%	1.0%
Median	Sale Price	271,000	252,650	7.3%
	List Price of Actives	254,200	347,450	-26.8%
	Days on Market	7	12	-39.1%
	Percent of List	100.0%	100.0%	0.0%
	Percent of Original	100.0%	99.5%	0.5%

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THREE-YEAR COMPARISONS

SUMMARY >>

BREAKDOWNS BY HOME TYPE DOUGLAS COUNTY (EXCLUDING LAWRENCE) AS OF 3/8/2021

February MLS Statistics		2021			2020			2019			
By Property Type		Total	Existing	New	Total	Existing	New	Total	Existing	New	
Home Sales		13	13	0	20	16	4	10	9	1	
	Change from prior year	-35.0%	-18.8%	-100.0%	100.0%	77.8%	300.0%	0.0%	0.0%	0.0%	
Active Listings		18	18	0	52	46	6	48	43	5	
	Change from prior year	-65.4%	-60.9%	-100.0%	8.3%	7.0%	20.0%	14.3%	10.3%	66.7%	
Months' Supply		0.9	1.0	N/A	2.1	2.0	3.6	2.2	2.0	6.7	
	Change from prior year	-57.1%	-51.4%	N/A	-3.0%	-0.8%	-46.0%	-2.5%	-7.4%	103.7%	
New Listings		12	12	0	19	18	1	21	18	3	
	Change from prior year	-36.8%	-33.3%	-100.0%	-9.5%	0.0%	-66.7%	-8.7%	-18.2%	200.0%	
Contracts Written		14	12	2	13	10	3	21	18	3	
	Change from prior year	7.7%	20.0%	-33.3%	-38.1%	-44.4%	0.0%	40.0%	20.0%	N/A	
Pending Contracts		30	25	5	18	14	4	28	24	4	
	Change from prior year	66.7%	78.6%	25.0%	-35.7%	-41.7%	0.0%	-3.4%	-14.3%	300.0%	
Sales Volume (1,000s)		3,293	3,293	0	5,916	4,396	1,520	2,619	2,249	370	
	Change from prior year	-44.3%	-25.1%	-100.0%	125.9%	95.5%	310.8%	-0.9%	-7.0%	65.7%	
Average	Sale Price	253,285	253,285	N/A	295,780	274,731	379,975	261,900	249,889	370,000	
		Change from prior year	-14.4%	-7.8%	N/A	12.9%	9.9%	2.7%	-0.9%	-7.0%	65.7%
	List Price of Actives	345,489	345,489	N/A	484,360	505,739	320,450	361,792	362,667	354,260	
		Change from prior year	-28.7%	-31.7%	N/A	33.9%	39.4%	-9.5%	-17.1%	-16.7%	-21.2%
	Days on Market	28	28	N/A	72	20	280	68	73	21	
		Change from prior year	-60.7%	44.4%	N/A	5.2%	-73.4%	1232.1%	4.8%	22.5%	-81.1%
	Percent of List	97.5%	97.5%	N/A	98.0%	97.9%	98.7%	94.8%	94.4%	98.0%	
	Change from prior year	-0.5%	-0.4%	N/A	3.4%	3.7%	0.7%	0.8%	1.4%	-3.9%	
Median	Percent of Original	97.4%	97.4%	N/A	96.4%	97.3%	92.7%	91.8%	91.1%	98.0%	
		Change from prior year	1.0%	0.1%	N/A	5.1%	6.9%	-5.4%	-1.6%	-1.4%	-3.5%
	Sale Price	271,000	271,000	N/A	252,650	222,000	354,950	231,250	225,000	370,000	
		Change from prior year	7.3%	22.1%	N/A	9.3%	-1.3%	-4.1%	17.2%	31.2%	65.7%
	List Price of Actives	254,200	254,200	N/A	347,450	377,400	312,450	339,450	339,900	258,500	
		Change from prior year	-26.8%	-32.6%	N/A	2.4%	11.0%	20.9%	9.7%	10.0%	-33.7%
	Days on Market	7	7	N/A	12	10	137	41	54	21	
	Change from prior year	-39.1%	-30.0%	N/A	-71.6%	-81.5%	552.4%	28.6%	80.0%	-81.1%	
Percent of List	100.0%	100.0%	N/A	100.0%	100.0%	98.7%	98.0%	98.0%	98.0%		
	Change from prior year	0.0%	0.0%	N/A	2.0%	2.0%	0.7%	0.9%	1.8%	-3.9%	
Percent of Original	100.0%	100.0%	N/A	99.5%	99.5%	98.7%	97.2%	96.3%	98.0%		
	Change from prior year	0.5%	0.5%	N/A	2.4%	3.3%	0.7%	1.8%	3.5%	-3.5%	

YEAR-TO-DATE STATISTICS

SUMMARY >>

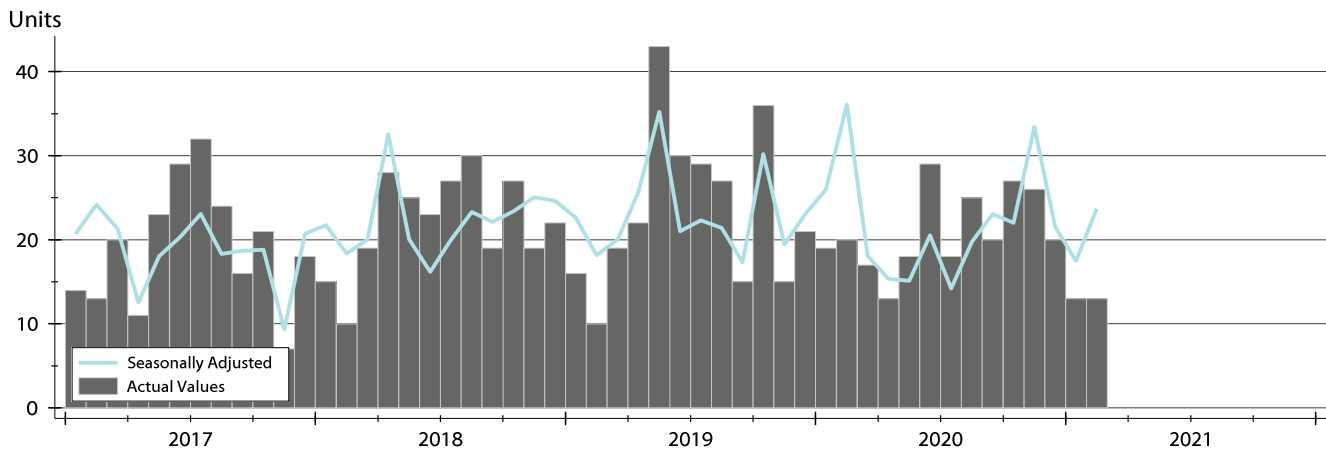
**YTD BREAKDOWNS BY HOME TYPE
DOUGLAS COUNTY (EXCLUDING LAWRENCE)
AS OF 3/8/2021**

Year-to-Date Activity		2021			2020			2019		
By Property Type		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		26	26	0	39	33	6	26	24	2
Change from prior year		-33.3%	-21.2%	-100.0%	50.0%	37.5%	200.0%	4.0%	4.3%	0.0%
New Listings		30	30	0	42	40	2	38	35	3
Change from prior year		-28.6%	-25.0%	-100.0%	10.5%	14.3%	-33.3%	-2.6%	-5.4%	50.0%
Contracts Written		33	30	3	34	27	7	31	27	4
Change from prior year		-2.9%	11.1%	-57.1%	9.7%	0.0%	75.0%	-8.8%	-20.6%	N/A
Sales Volume (1,000s)		7,805	7,805	0	10,305	8,225	2,080	6,186	5,493	693
Change from prior year		-24.3%	-5.1%	-100.0%	66.6%	49.7%	200.3%	-13.0%	-17.1%	43.3%
Average	Sale Price	300,181	300,181	N/A	264,224	249,241	346,633	237,911	228,883	346,250
	Change from prior year	13.6%	20.4%	0.0%	11.1%	8.9%	0.1%	-16.3%	-20.5%	43.3%
	Days on Market	29	29	N/A	47	19	203	60	55	116
	Change from prior year	-39.5%	51.2%	0.0%	-20.7%	-65.6%	75.5%	-7.3%	-11.1%	24.9%
	Percent of List	98.3%	98.3%	N/A	98.0%	97.8%	98.6%	98.1%	98.1%	98.6%
Change from prior year	0.4%	0.5%	0.0%	-0.2%	-0.3%	0.0%	-1.0%	-0.8%	-2.3%	
Median	Sale Price	293,500	293,500	N/A	225,000	215,000	324,950	210,250	193,750	346,250
	Change from prior year	30.4%	36.5%	0.0%	7.0%	11.0%	-6.2%	-10.5%	-17.6%	43.3%
	Days on Market	11	11	N/A	11	9	54	29	29	116
	Change from prior year	-4.5%	16.7%	0.0%	-62.1%	-69.0%	-53.2%	16.0%	70.6%	24.9%
	Percent of List	99.5%	99.5%	N/A	98.9%	98.9%	98.7%	99.4%	99.8%	98.6%
Change from prior year	0.5%	0.5%	0.0%	-0.5%	-0.8%	0.1%	0.6%	1.5%	-2.3%	
Percent of Original		97.0%	97.0%	N/A	96.5%	96.9%	94.4%	95.9%	95.7%	97.1%
	Change from prior year	0.4%	0.0%	0.0%	0.7%	1.2%	-2.8%	-2.4%	-2.3%	-3.6%

CLOSED LISTINGS ANALYSIS

HISTORY >>

DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 3/8/2021



SUMMARY >>

Summary Statistics for Closed Listings		February			Year-to-Date		
		2021	2020	Change	2021	2020	Change
Closed Listings		13	20	-35.0%	26	39	-33.3%
Volume (1,000s)		3,293	5,916	-44.3%	7,805	10,305	-24.3%
Average	Sale Price	253,285	295,780	-14.4%	300,181	264,224	13.6%
	Days on Market	28	72	-60.7%	29	47	-39.5%
	Percent of List	97.5%	98.0%	-0.5%	98.3%	98.0%	0.4%
	Percent of Original	97.4%	96.4%	1.0%	97.0%	96.5%	0.4%
Median	Sale Price	271,000	252,650	7.3%	293,500	225,000	30.4%
	Days on Market	7	12	-39.1%	11	11	-4.5%
	Percent of List	100.0%	100.0%	0.0%	99.5%	98.9%	0.5%
	Percent of Original	100.0%	99.5%	0.5%	98.1%	98.4%	-0.3%

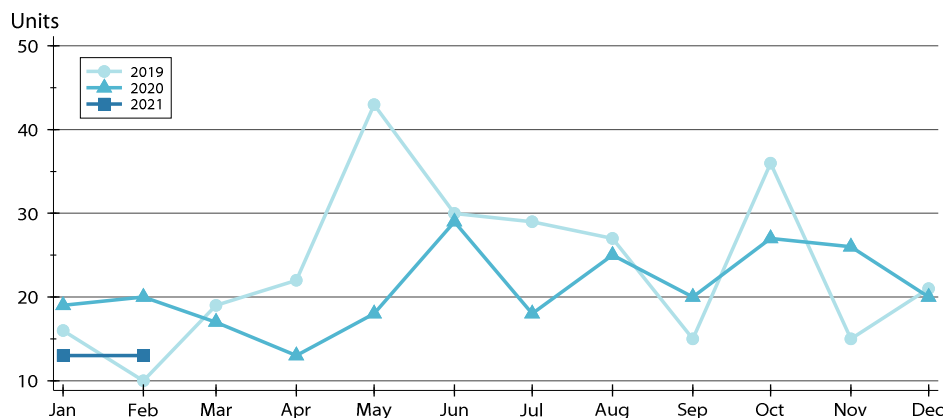
A total of 13 homes sold in Douglas County (excluding Lawrence) in February, down from 20 units in February 2020. Total sales volume fell to \$3.3 million compared to \$5.9 million in the previous year.

The median sales price in February was \$271,000, up 7.3% compared to the prior year. Median days on market was 7 days, down from 12 days in January, and down from 12 in February 2020.

CLOSED LISTINGS ANALYSIS

**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 3/8/2021**

BY MONTH >>



Month	2019	2020	2021
January	16	19	13
February	10	20	13
March	19	17	17
April	22	13	13
May	43	18	18
June	30	29	29
July	29	18	18
August	27	25	25
September	15	20	20
October	36	27	27
November	15	26	26
December	21	20	20

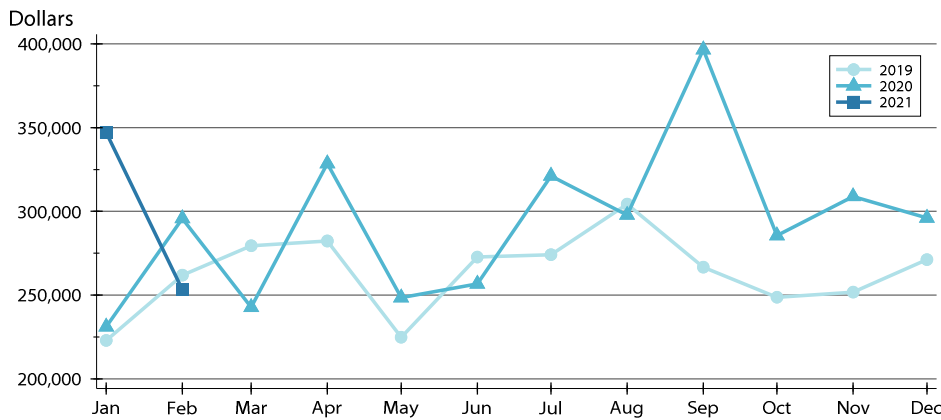
BY PRICE RANGE >>

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	7.7%	93	93,000	93,000	7	7	93.1%	93.1%	93.1%	93.1%
\$100,000-\$149,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$150,000-\$199,999	3	23.1%	566	188,600	195,000	48	49	95.8%	100.0%	95.8%	100.0%
\$200,000-\$249,999	2	15.4%	412	206,000	206,000	26	26	99.3%	99.3%	98.2%	98.2%
\$250,000-\$299,999	3	23.1%	842	280,667	280,000	23	4	97.5%	97.0%	97.6%	97.3%
\$300,000-\$349,999	2	15.4%	655	327,450	327,450	3	3	100.0%	100.0%	100.0%	100.0%
\$350,000-\$399,999	2	15.4%	725	362,500	362,500	43	43	98.1%	98.1%	98.1%	98.1%
\$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	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	13	100.0%	3,293	253,285	271,000	28	7	97.5%	100.0%	97.4%	100.0%

CLOSED LISTINGS ANALYSIS

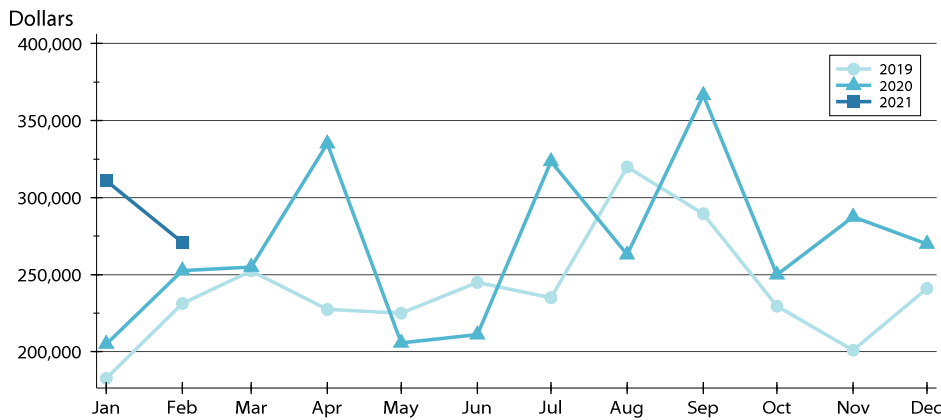
**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 3/8/2021**

AVERAGE PRICE >>



Month	2019	2020	2021
January	222,918	231,008	347,077
February	261,900	295,780	253,285
March	279,495	242,712	280,000
April	282,314	328,567	285,000
May	224,797	248,419	250,000
June	272,675	256,636	275,000
July	274,159	321,206	275,000
August	304,310	297,868	305,000
September	266,693	396,585	265,000
October	248,731	285,556	250,000
November	251,758	308,939	255,000
December	271,190	295,990	270,000

MEDIAN PRICE >>

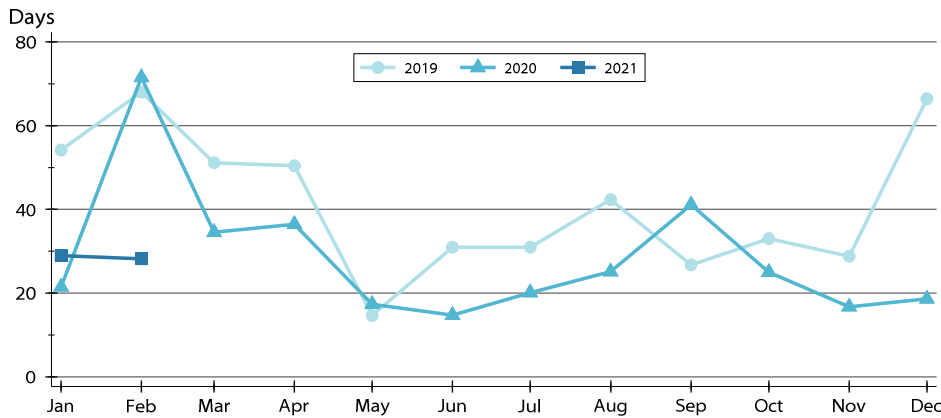


Month	2019	2020	2021
January	182,725	204,950	311,000
February	231,250	252,650	271,000
March	252,500	255,000	255,000
April	227,400	335,000	230,000
May	225,000	205,700	210,000
June	244,950	211,000	245,000
July	235,000	323,500	235,000
August	319,900	263,000	320,000
September	289,500	366,450	290,000
October	229,500	250,000	230,000
November	201,000	287,450	205,000
December	241,000	269,950	240,000

CLOSED LISTINGS ANALYSIS

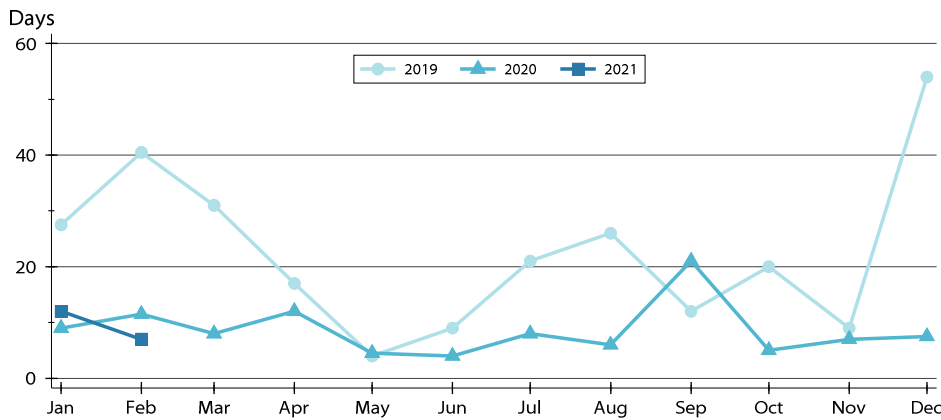
**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 3/8/2021**

AVERAGE DOM >>



Month	2019	2020	2021
January	54	21	29
February	68	72	28
March	51	35	
April	50	36	
May	15	17	
June	31	15	
July	31	20	
August	42	25	
September	27	41	
October	33	25	
November	29	17	
December	66	19	

MEDIAN DOM >>

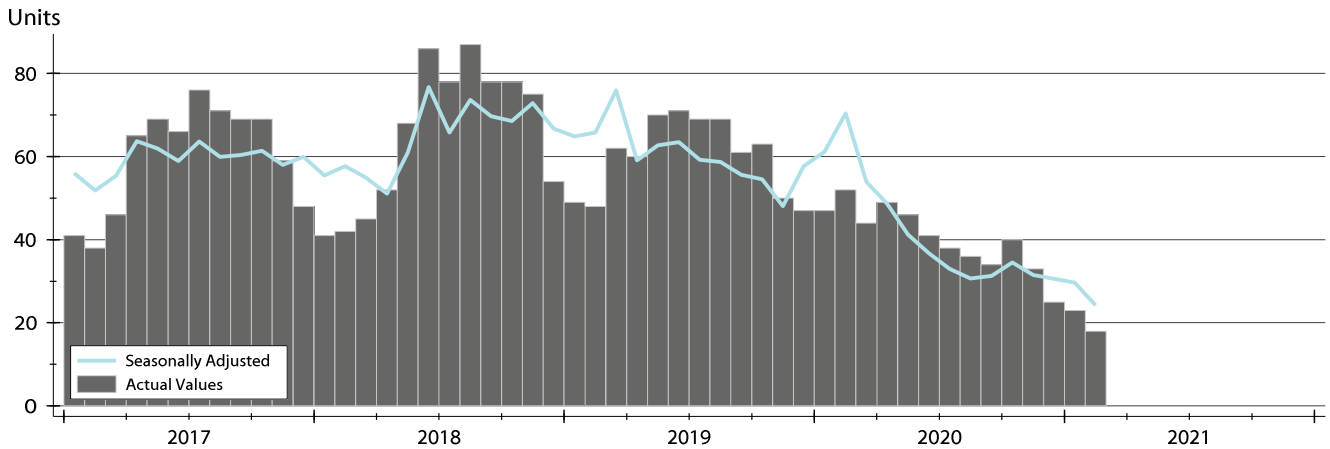


Month	2019	2020	2021
January	28	9	12
February	41	12	7
March	31	8	
April	17	12	
May	4	5	
June	9	4	
July	21	8	
August	26	6	
September	12	21	
October	20	5	
November	9	7	
December	54	8	

ACTIVE LISTINGS ANALYSIS

**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 3/8/2021**

HISTORY >>



SUMMARY >>

Summary Statistics for Active Listings		End of February		
		2021	2020	Change
Active Listings		18	52	-65.4%
Months' Supply		0.9	2.1	-57.1%
Volume (1,000s)		6,219	25,187	-75.3%
Average	List Price	345,489	484,360	-28.7%
	Days on Market	80	89	-9.8%
	Percent of Original	98.9%	99.7%	-0.8%
Median	List Price	254,200	347,450	-26.8%
	Days on Market	55	48	14.6%
	Percent of Original	100.0%	100.0%	0.0%

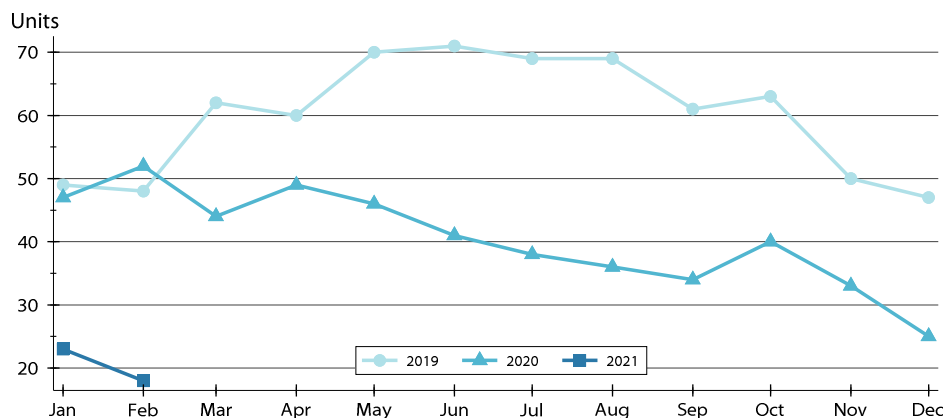
A total of 18 homes were available for sale in Douglas County (excluding Lawrence) at the end of February. This represents a 0.9 months' supply of active listings.

The median list price of homes on the market at the end of February was \$254,200, down 26.8% from 2020. The typical time on market for active listings was 55 days, up from 48 days a year earlier.

ACTIVE LISTINGS ANALYSIS

**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 3/8/2021**

BY MONTH >>



Month	2019	2020	2021
January	49	47	23
February	48	52	18
March	62	44	
April	60	49	
May	70	46	
June	71	41	
July	69	38	
August	69	36	
September	61	34	
October	63	40	
November	50	33	
December	47	25	

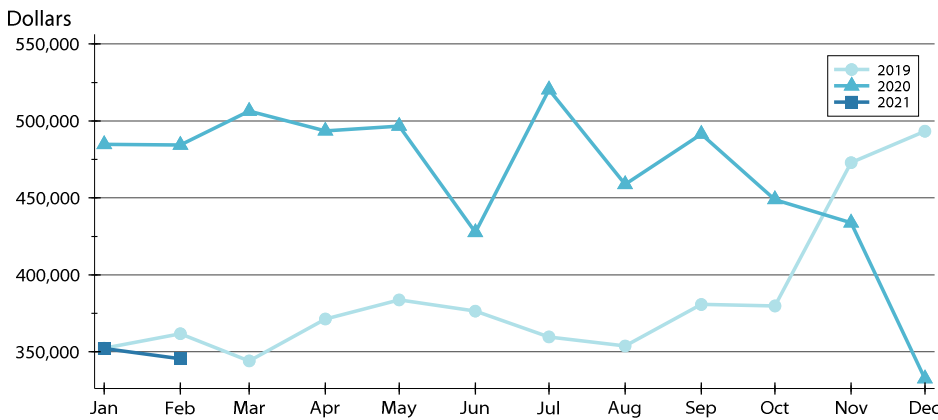
BY PRICE RANGE >>

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	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$50,000-\$99,999	0	0.0%	0	0.0	N/A	N/A	N/A	N/A	N/A	N/A
\$100,000-\$149,999	2	11.1%	246	N/A	123,000	123,000	82	82	100.0%	100.0%
\$150,000-\$199,999	4	22.2%	665	1.3	166,175	159,900	79	94	98.7%	100.0%
\$200,000-\$249,999	3	16.7%	630	1.5	209,967	210,000	58	39	97.8%	100.0%
\$250,000-\$299,999	2	11.1%	578	0.7	289,200	289,200	4	4	100.0%	100.0%
\$300,000-\$349,999	0	0.0%	0	0.0	N/A	N/A	N/A	N/A	N/A	N/A
\$350,000-\$399,999	1	5.6%	355	0.5	354,900	354,900	67	67	98.6%	98.6%
\$400,000-\$449,999	2	11.1%	830	N/A	414,950	414,950	83	83	96.7%	96.7%
\$450,000-\$499,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$500,000-\$599,999	2	11.1%	1,020	N/A	510,000	510,000	252	252	100.0%	100.0%
\$600,000-\$749,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$750,000-\$999,999	1	5.6%	795	N/A	795,000	795,000	2	2	100.0%	100.0%
\$1,000,000 and up	1	5.6%	1,100	N/A	1,100,000	1,100,000	46	46	100.0%	100.0%
All price ranges	18	100.0%	6,219	1.4	345,489	254,200	80	55	98.9%	100.0%

ACTIVE LISTINGS ANALYSIS

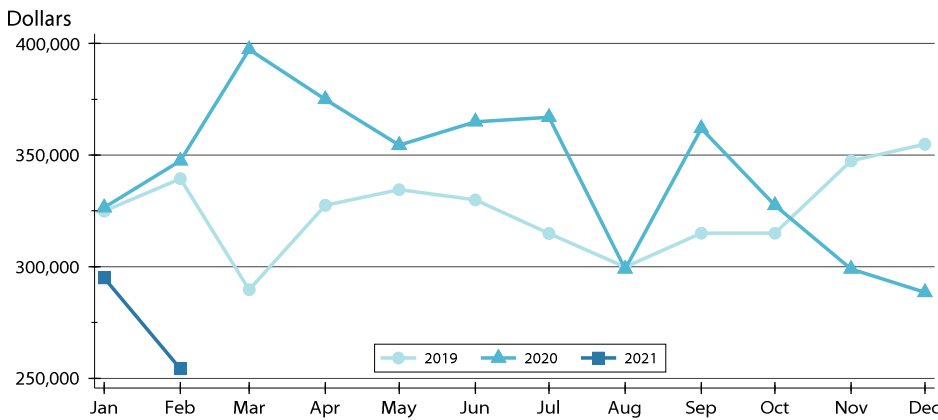
**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 3/8/2021**

AVERAGE PRICE >>



Month	2019	2020	2021
January	352,406	484,747	352,137
February	361,792	484,360	345,489
March	344,061	506,364	
April	371,335	493,571	
May	383,726	496,717	
June	376,416	427,603	
July	359,671	520,358	
August	353,781	458,750	
September	380,739	491,534	
October	379,795	448,944	
November	472,927	433,868	
December	493,338	332,488	

MEDIAN PRICE >>

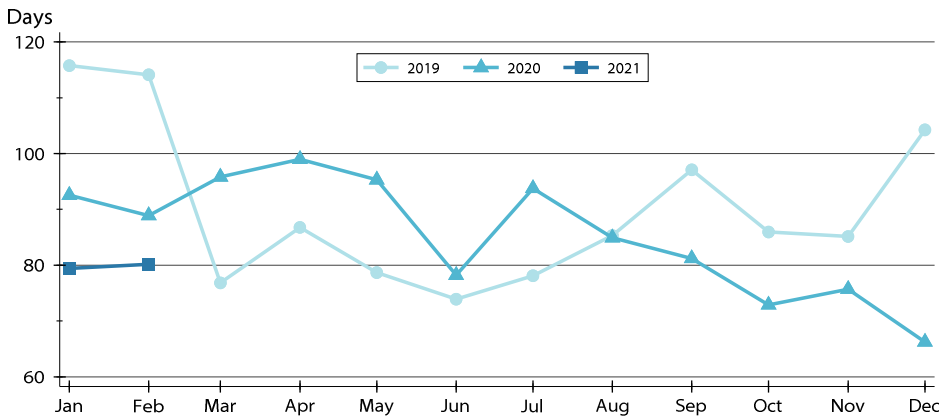


Month	2019	2020	2021
January	324,900	326,500	295,000
February	339,450	347,450	254,200
March	289,700	397,400	
April	327,500	375,000	
May	334,500	354,450	
June	329,900	365,000	
July	314,900	366,950	
August	299,900	299,000	
September	315,000	361,950	
October	315,000	327,450	
November	347,400	299,000	
December	354,900	288,500	

ACTIVE LISTINGS ANALYSIS

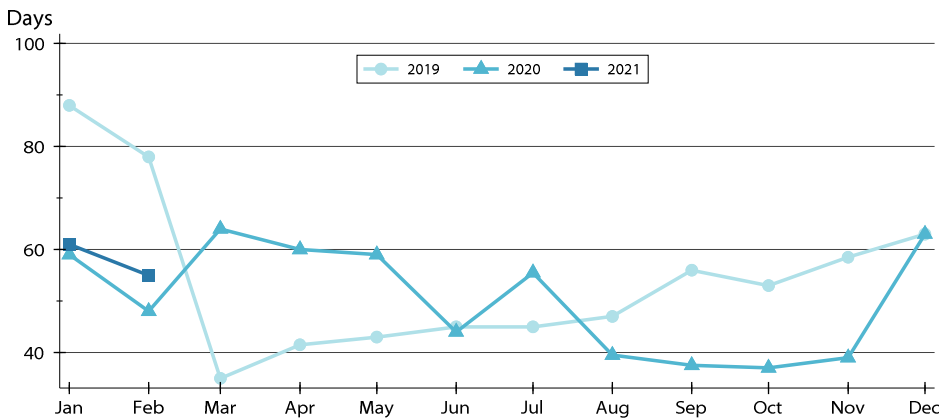
**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 3/8/2021**

AVERAGE DOM



Month	2019	2020	2021
January	116	93	79
February	114	89	80
March	77	96	77
April	87	99	79
May	79	95	74
June	74	78	78
July	78	94	85
August	85	85	97
September	97	81	86
October	86	73	85
November	85	76	104
December	104	66	66

MEDIAN DOM

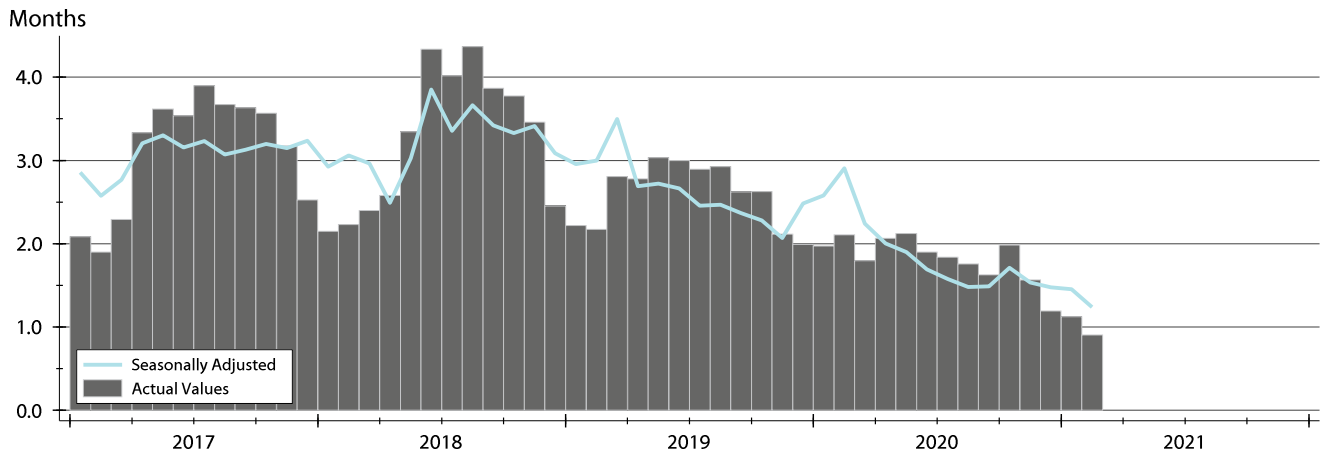


Month	2019	2020	2021
January	88	59	61
February	78	48	55
March	35	64	35
April	42	60	42
May	43	59	43
June	45	44	45
July	45	56	45
August	47	40	47
September	56	38	56
October	53	37	53
November	59	39	59
December	63	63	63

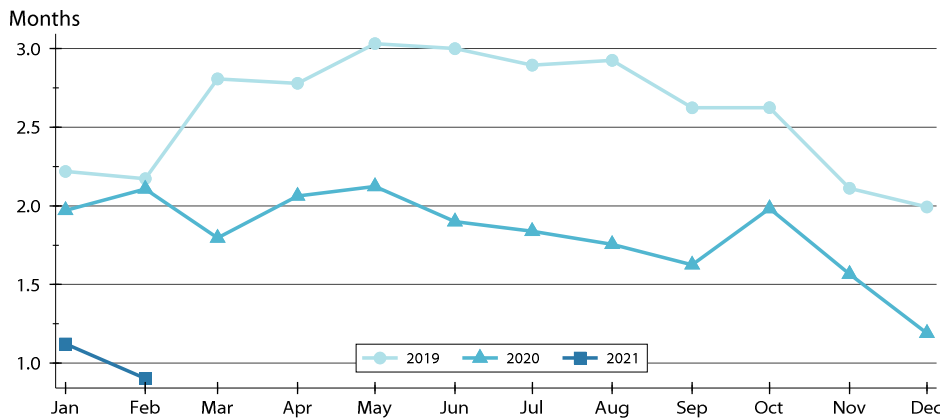
MONTHS' SUPPLY ANALYSIS

**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 3/8/2021**

HISTORY >>



BY MONTH >>

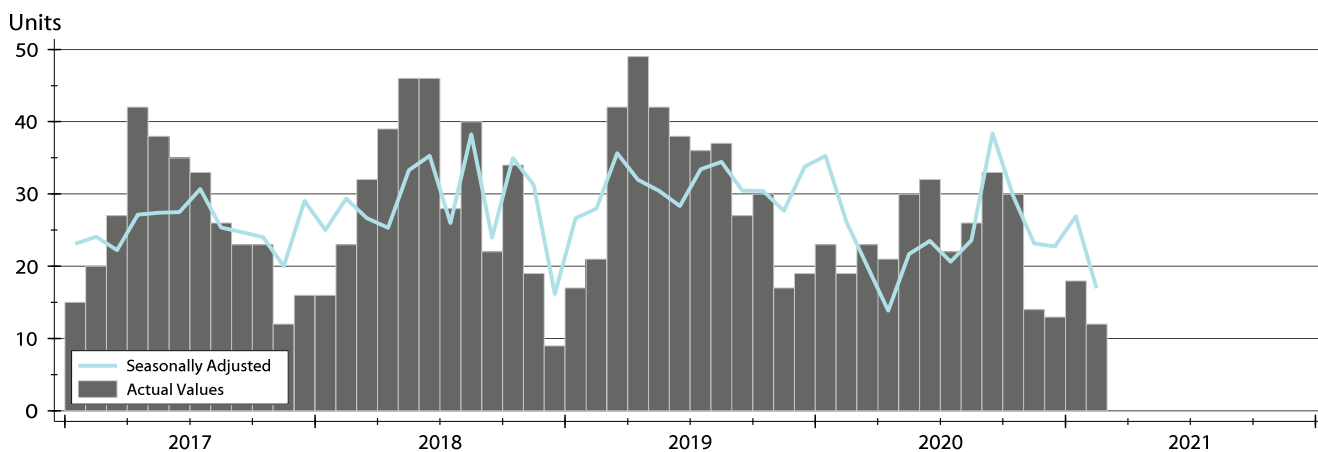


Month	2019	2020	2021
January	2.2	2.0	1.1
February	2.2	2.1	0.9
March	2.8	1.8	
April	2.8	2.1	
May	3.0	2.1	
June	3.0	1.9	
July	2.9	1.8	
August	2.9	1.8	
September	2.6	1.6	
October	2.6	2.0	
November	2.1	1.6	
December	2.0	1.2	

NEW LISTINGS ANALYSIS

**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 3/8/2021**

HISTORY >>



SUMMARY >>

Summary Statistics for New Listings		February		
		2021	2020	Change
Current Month	New Listings	12	19	-36.8%
	Volume (1,000s)	2,557	6,411	-60.1%
	Average List Price	213,042	337,421	-36.9%
	Median List Price	202,450	339,900	-40.4%
YTD	New Listings	30	42	-28.6%
	Volume (1,000s)	8,592	12,548	-31.5%
	Average List Price	286,390	298,754	-4.1%
	Median List Price	220,000	269,900	-18.5%

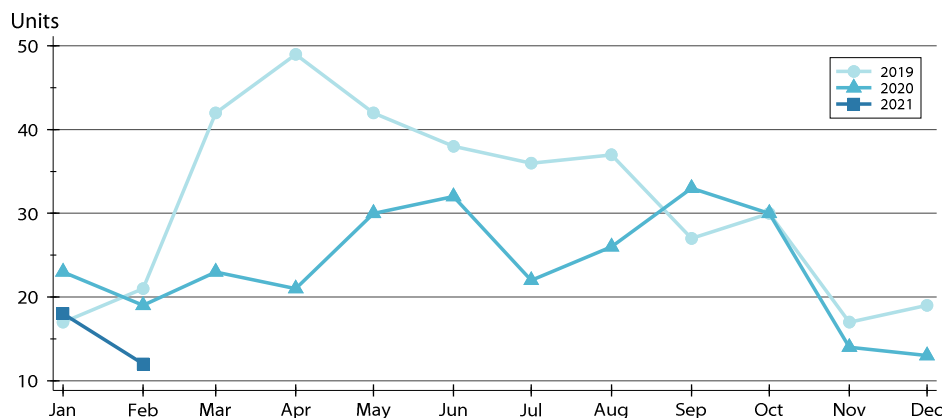
A total of 12 new listings were added in Douglas County (excluding Lawrence) during February, down 36.8% from the same month in 2020. Year-to-date Douglas County (excluding Lawrence) has seen 30 new listings.

The median list price of these homes was \$202,450 down from \$339,900 in 2020.

NEW LISTINGS ANALYSIS

**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 3/8/2021**

BY MONTH >>



Month	2019	2020	2021
January	17	23	18
February	21	19	12
March	42	23	
April	49	21	
May	42	30	
June	38	32	
July	36	22	
August	37	26	
September	27	33	
October	30	30	
November	17	14	
December	19	13	

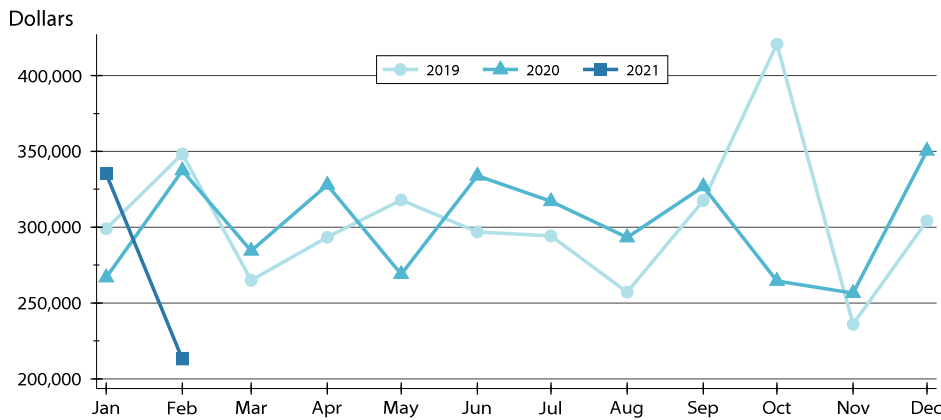
BY PRICE RANGE >>

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	8.3%	130	129,900	129,900
\$150,000-\$199,999	5	41.7%	835	166,960	164,900
\$200,000-\$249,999	3	25.0%	650	216,633	210,000
\$250,000-\$299,999	2	16.7%	532	266,000	266,000
\$300,000-\$349,999	0	0.0%	0	N/A	N/A
\$350,000-\$399,999	0	0.0%	0	N/A	N/A
\$400,000-\$449,999	1	8.3%	410	409,900	409,900
\$450,000-\$499,999	0	0.0%	0	N/A	N/A
\$500,000-\$599,999	0	0.0%	0	N/A	N/A
\$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	12	100.0%	2,557	213,042	202,450

NEW LISTINGS ANALYSIS

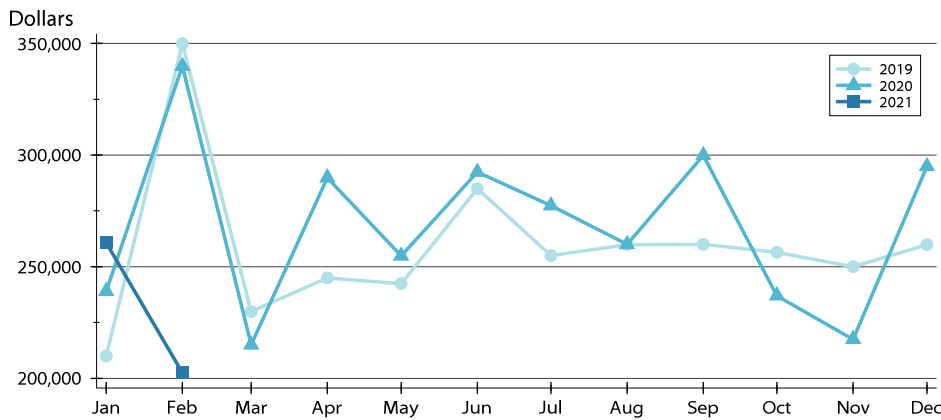
**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 3/8/2021**

AVERAGE PRICE >>



Month	2019	2020	2021
January	298,976	266,811	335,289
February	348,252	337,421	213,042
March	264,952	284,387	
April	293,347	327,910	
May	317,980	268,967	
June	296,849	333,883	
July	294,224	317,055	
August	257,184	293,169	
September	317,598	326,898	
October	420,878	264,462	
November	235,951	256,489	
December	304,200	350,408	

MEDIAN PRICE >>

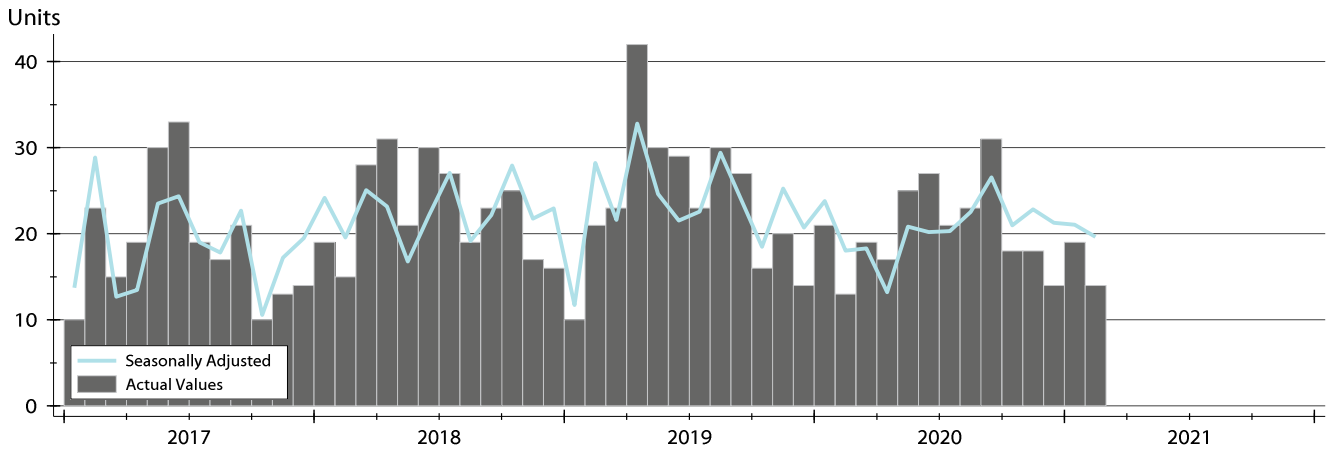


Month	2019	2020	2021
January	210,000	239,000	260,750
February	350,000	339,900	202,450
March	229,900	215,000	
April	245,000	289,900	
May	242,450	254,900	
June	284,948	292,450	
July	254,950	277,400	
August	259,900	260,000	
September	259,999	299,900	
October	256,450	237,000	
November	250,000	217,500	
December	259,900	295,000	

CONTRACTS WRITTEN ANALYSIS

DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 3/8/2021

HISTORY >>



SUMMARY >>

Summary Statistics for Contracts Written		February			Year-to-Date		
		2021	2020	Change	2021	2020	Change
Closed Listings		14	13	7.7%	33	34	-2.9%
Volume (1,000s)		3,724	3,766	-1.1%	9,986	9,579	4.2%
Average	Sale Price	266,007	289,696	-8.2%	302,595	281,738	7.4%
	Days on Market	55	56	-1.9%	42	59	-28.2%
	Percent of Original	98.5%	97.1%	1.3%	99.1%	96.8%	2.4%
Median	Sale Price	229,000	269,950	-15.2%	252,000	262,450	-4.0%
	Days on Market	19	55	-65.5%	7	11	-36.4%
	Percent of Original	100.0%	98.6%	1.5%	100.0%	100.0%	0.0%

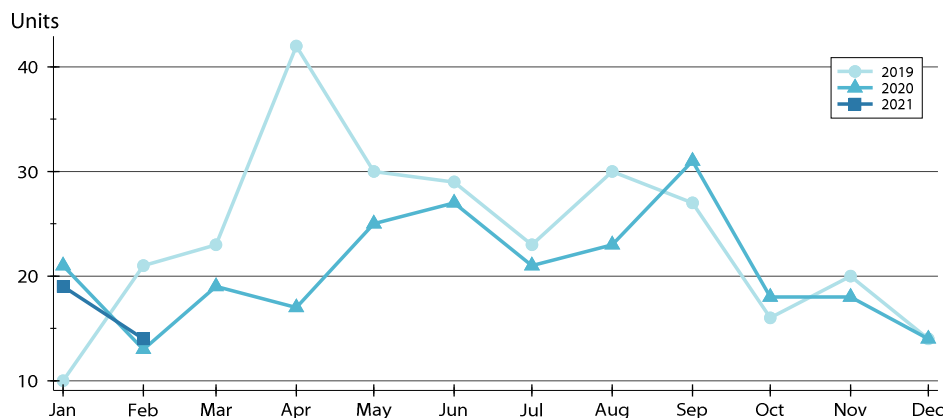
A total of 14 contracts for sale were written in Douglas County (excluding Lawrence) during the month of February, up from 13 in 2020. The median list price of these homes was \$229,000, down from \$269,950 the prior

Half of the homes that went under contract in February were on the market less than 19 days, compared to 55 days in February 2020.

CONTRACTS WRITTEN ANALYSIS

**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 3/8/2021**

BY MONTH >>



Month	2019	2020	2021
January	10	21	19
February	21	13	14
March	23	19	
April	42	17	
May	30	25	
June	29	27	
July	23	21	
August	30	23	
September	27	31	
October	16	18	
November	20	18	
December	14	14	

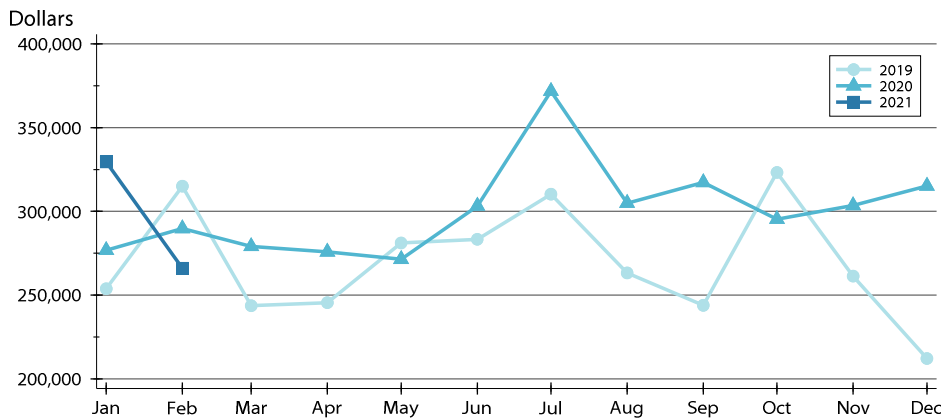
BY PRICE RANGE >>

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	2	14.3%	279	139,700	139,700	12	12	100.0%	100.0%
\$150,000-\$199,999	4	28.6%	667	166,725	164,950	23	5	98.7%	100.0%
\$200,000-\$249,999	2	14.3%	458	229,000	229,000	23	23	96.8%	96.8%
\$250,000-\$299,999	2	14.3%	547	273,500	273,500	32	32	97.5%	97.5%
\$300,000-\$349,999	2	14.3%	648	324,000	324,000	147	147	103.3%	103.3%
\$350,000-\$399,999	1	7.1%	375	374,900	374,900	167	167	100.2%	100.2%
\$400,000-\$449,999	0	0.0%	0	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
\$500,000-\$599,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
\$600,000-\$749,999	1	7.1%	750	749,900	749,900	82	82	88.2%	88.2%
\$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	14	100.0%	3,724	266,007	229,000	55	19	98.5%	100.0%

CONTRACTS WRITTEN ANALYSIS

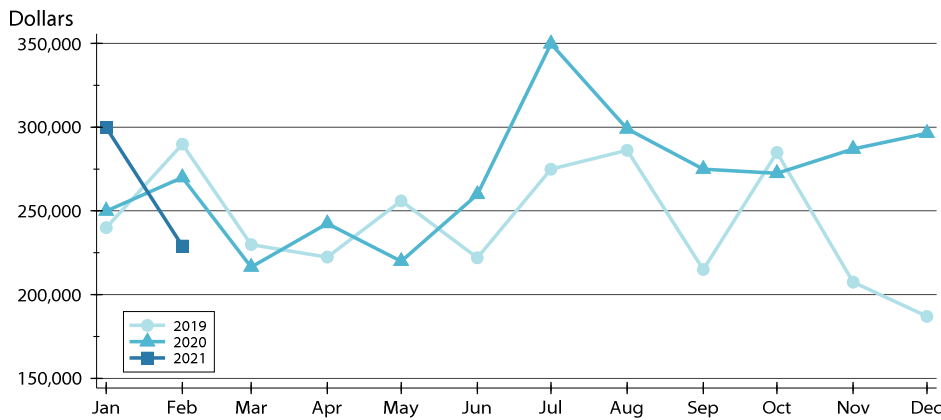
**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 3/8/2021**

AVERAGE PRICE >>



Month	2019	2020	2021
January	253,735	276,812	329,555
February	315,090	289,696	266,007
March	243,609	279,111	
April	245,508	275,818	
May	281,145	271,400	
June	283,326	303,226	
July	310,298	371,826	
August	263,210	304,952	
September	243,887	317,306	
October	323,309	295,361	
November	261,313	303,492	
December	212,057	315,114	

MEDIAN PRICE >>

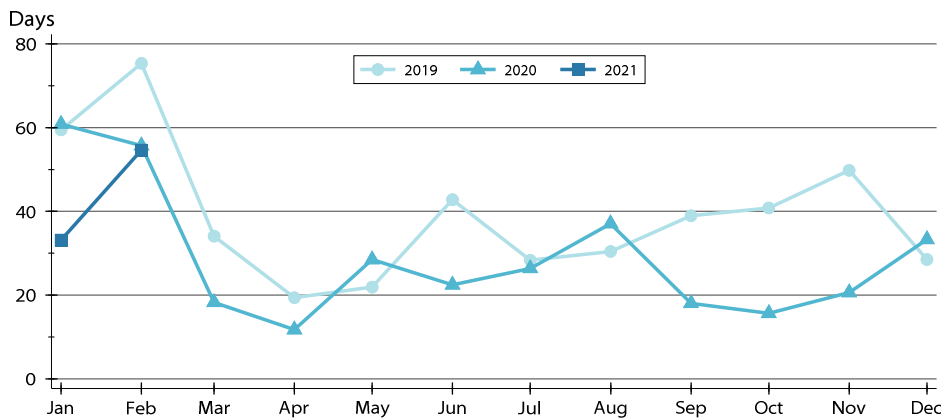


Month	2019	2020	2021
January	240,000	250,000	299,900
February	289,900	269,950	229,000
March	229,900	216,500	
April	222,450	242,500	
May	256,000	219,900	
June	222,000	259,900	
July	274,900	349,900	
August	286,200	299,000	
September	215,000	275,000	
October	284,950	272,400	
November	207,450	286,950	
December	186,950	296,450	

CONTRACTS WRITTEN ANALYSIS

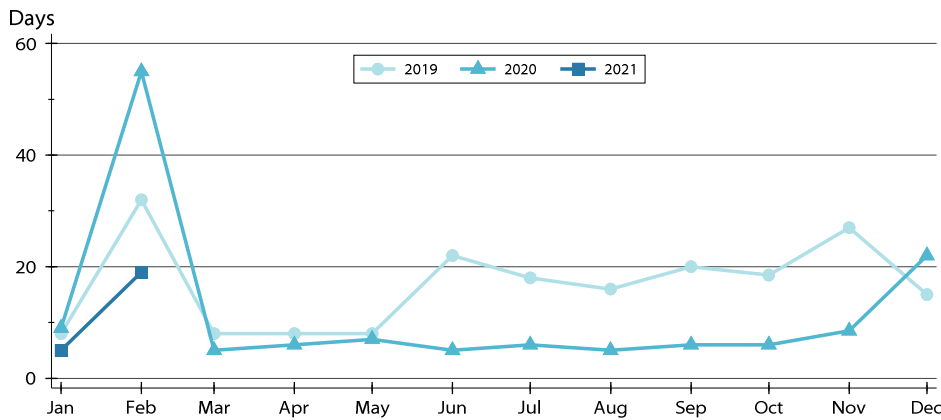
**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 3/8/2021**

AVERAGE DOM >>



Month	2019	2020	2021
January	60	61	33
February	75	56	55
March	34	18	
April	19	12	
May	22	28	
June	43	22	
July	28	26	
August	30	37	
September	39	18	
October	41	16	
November	50	21	
December	29	33	

MEDIAN DOM >>

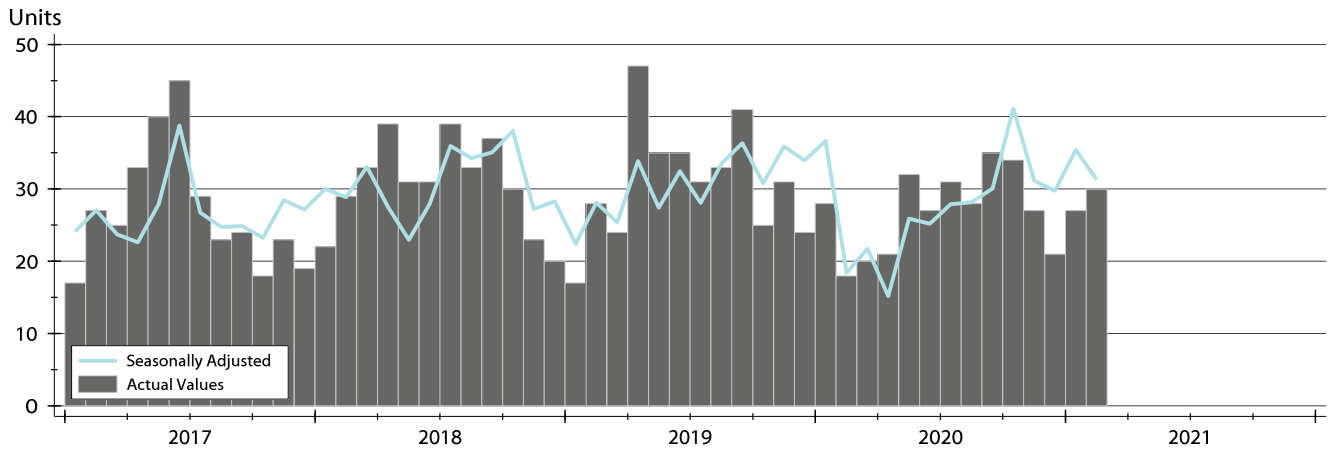


Month	2019	2020	2021
January	8	9	5
February	32	55	19
March	8	5	
April	8	6	
May	8	7	
June	22	5	
July	18	6	
August	16	5	
September	20	6	
October	19	6	
November	27	9	
December	15	22	

PENDING CONTRACTS ANALYSIS

**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 3/8/2021**

HISTORY >>



SUMMARY >>

Summary Statistics for Active Listings		End of February		
		2021	2020	Change
Active Listings		30	18	66.7%
Volume (1,000s)		9,035	4,692	92.6%
Average	List Price	301,182	260,678	15.5%
	Days on Market	42	32	29.6%
	Percent of Original	99.1%	99.7%	-0.6%
Median	List Price	239,000	277,425	-13.9%
	Days on Market	8	6	25.0%
	Percent of Original	100.0%	100.0%	0.0%

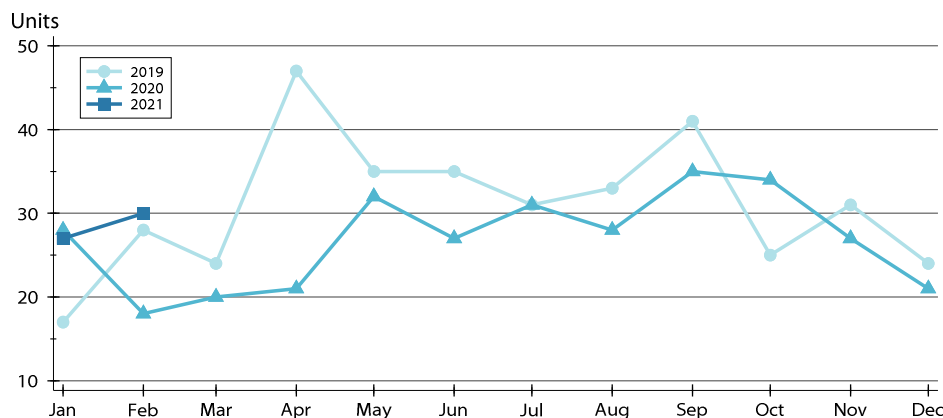
A total of 30 listings in Douglas County (excluding Lawrence) had contracts pending at the end of February, up from 18 contracts pending at the end of February 2020.

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 3/8/2021**

BY MONTH >>



Month	2019	2020	2021
January	17	28	27
February	28	18	30
March	24	20	20
April	47	21	21
May	35	32	32
June	35	27	27
July	31	31	31
August	33	28	28
September	41	35	35
October	25	34	34
November	31	27	27
December	24	21	21

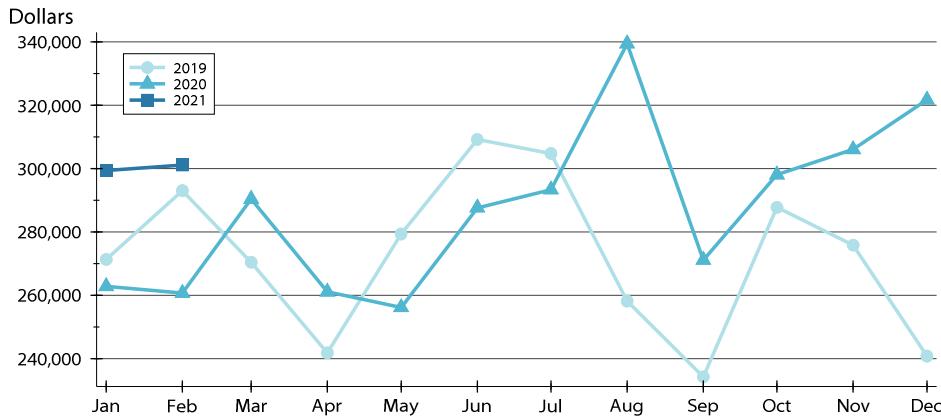
BY PRICE RANGE >>

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	10.0%	403	134,467	129,900	11	9	100.0%	100.0%
\$150,000-\$199,999	8	26.7%	1,372	171,475	170,000	14	4	99.3%	100.0%
\$200,000-\$249,999	5	16.7%	1,113	222,580	215,000	25	2	98.7%	100.0%
\$250,000-\$299,999	4	13.3%	1,132	282,950	289,950	60	6	100.0%	100.0%
\$300,000-\$349,999	2	6.7%	648	324,000	324,000	147	147	103.3%	103.3%
\$350,000-\$399,999	2	6.7%	740	369,900	369,900	112	112	100.2%	100.2%
\$400,000-\$449,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
\$450,000-\$499,999	2	6.7%	949	474,500	474,500	5	5	100.0%	100.0%
\$500,000-\$599,999	2	6.7%	1,129	564,450	564,450	25	25	100.0%	100.0%
\$600,000-\$749,999	1	3.3%	750	749,900	749,900	82	82	88.2%	88.2%
\$750,000-\$999,999	1	3.3%	800	799,950	799,950	90	90	89.4%	89.4%
\$1,000,000 and up	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
All price ranges	30	100.0%	9,035	301,182	239,000	42	8	99.1%	100.0%

PENDING CONTRACTS ANALYSIS

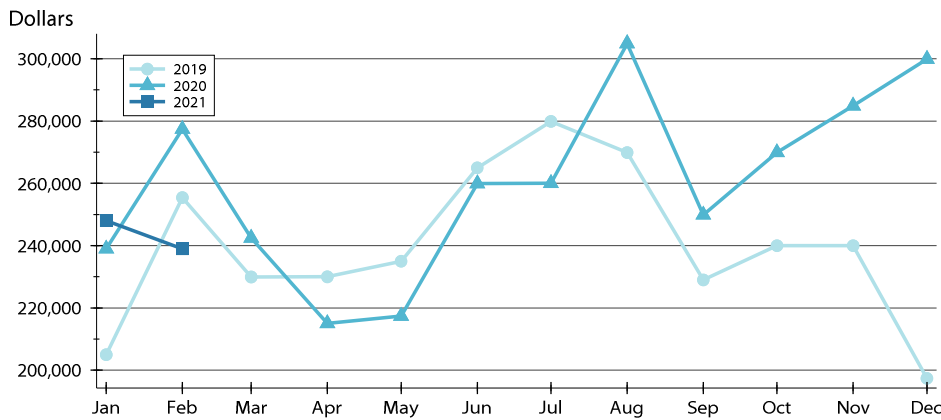
**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 3/8/2021**

AVERAGE PRICE >>



Month	2019	2020	2021
January	271,326	262,813	299,446
February	293,045	260,678	301,182
March	270,442	290,408	
April	241,817	261,110	
May	279,353	256,167	
June	309,233	287,633	
July	304,824	293,374	
August	258,170	339,482	
September	234,262	271,154	
October	287,782	298,091	
November	275,829	306,080	
December	240,785	321,752	

MEDIAN PRICE >>

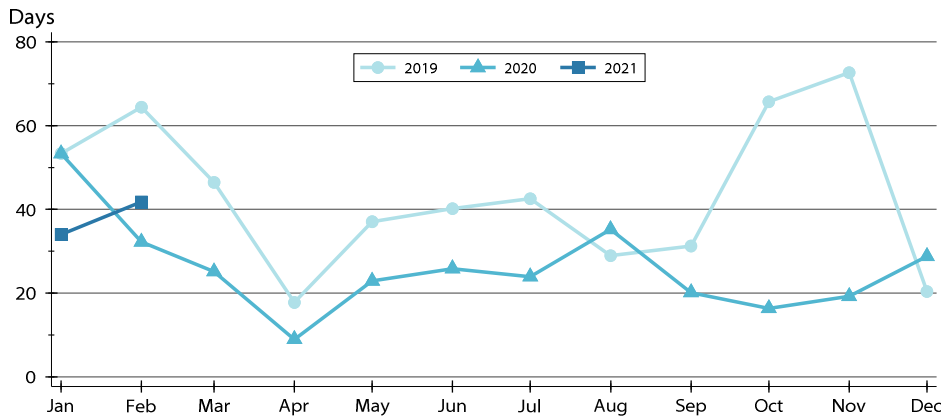


Month	2019	2020	2021
January	205,000	239,000	248,000
February	255,450	277,425	239,000
March	229,950	242,475	
April	230,000	215,000	
May	235,000	217,400	
June	265,000	259,900	
July	279,900	260,000	
August	269,900	304,900	
September	229,000	249,900	
October	240,000	269,950	
November	240,000	284,900	
December	197,425	299,900	

PENDING CONTRACTS ANALYSIS

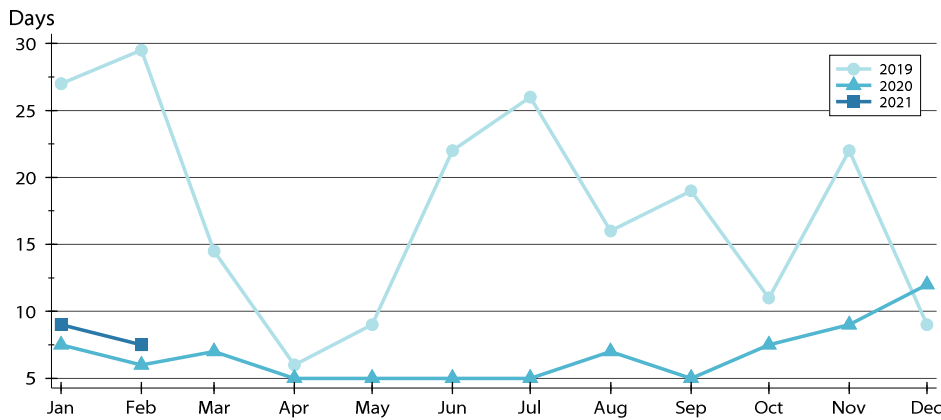
**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 3/8/2021**

AVERAGE DOM >>



Month	2019	2020	2021
January	53	53	34
February	64	32	42
March	46	25	
April	18	9	
May	37	23	
June	40	26	
July	43	24	
August	29	35	
September	31	20	
October	66	16	
November	73	19	
December	20	29	

MEDIAN DOM >>



Month	2019	2020	2021
January	27	8	9
February	30	6	8
March	15	7	
April	6	5	
May	9	5	
June	22	5	
July	26	5	
August	16	7	
September	19	5	
October	11	8	
November	22	9	
December	9	12	