

MARKET OVERVIEW >>

Douglas County Home Sales Fell in August

Total home sales in Douglas County (excluding Lawrence) fell last month to 25 units, compared to 27 units in August 2019. Total sales volume was \$7.4 million, down from a year earlier.

The median sale price in August was \$263,000, down from \$319,900 a year earlier. Homes that sold in August were typically on the market for 6 days and sold for 100.0% of their list prices.

Douglas County Active Listings Down at End of August

The total number of active listings in Douglas County (excluding Lawrence) at the end of August was 36 units, down from 69 at the same point in 2019. This represents a 1.8 months' supply of homes available for sale. The median list price of homes on the market at the end of August was \$299,000.

During August, a total of 21 contracts were written down from 30 in August 2019. At the end of the month, there were 28 contracts pending, compared to 33 at the end of August 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		August		
Summary Statistics		2020	2019	Change
Home Sales		25	27	-7.4%
Active Listings		36	69	-47.8%
Months' Supply		1.8	2.9	-39.0%
New Listings		24	37	-35.1%
Contracts Written		21	30	-30.0%
Pending Contracts		28	33	-15.2%
Sales Volume (1,000s)		7,447	8,216	-9.4%
Average	Sale Price	297,868	304,310	-2.1%
	List Price of Actives	458,750	353,781	29.7%
	Days on Market	25	42	-40.7%
	Percent of List	101.4%	97.7%	3.8%
	Percent of Original	100.3%	96.3%	4.1%
Median	Sale Price	263,000	319,900	-17.8%
	List Price of Actives	299,000	299,900	-0.3%
	Days on Market	6	26	-76.9%
	Percent of List	100.0%	98.7%	1.4%
	Percent of Original	100.0%	98.1%	1.9%

REPORT CONTENTS >>

- [Three-Year Comparisons](#) – Page 2
- [Year-to-Date Statistics](#) – Page 3
- [Closed Listings Analysis](#) – Page 4
- [Active Listings Analysis](#) – Page 8
- [Months' Supply Analysis](#) – Page 12
- [New Listings Analysis](#) – Page 13
- [Contracts Written Analysis](#) – Page 16
- [Pending Contracts Analysis](#) – Page 20

THREE-YEAR COMPARISONS

SUMMARY >>

BREAKDOWNS BY HOME TYPE DOUGLAS COUNTY (EXCLUDING LAWRENCE) AS OF 9/7/2020

August MLS Statistics		2020			2019			2018			
By Property Type		Total	Existing	New	Total	Existing	New	Total	Existing	New	
Home Sales		25	23	2	27	25	2	30	30	0	
	Change from prior year	-7.4%	-8.0%	0.0%	-10.0%	-16.7%	N/A	25.0%	25.0%	N/A	
Active Listings		36	30	6	69	59	10	87	78	9	
	Change from prior year	-47.8%	-49.2%	-40.0%	-20.7%	-24.4%	11.1%	22.5%	16.4%	125.0%	
Months' Supply		1.8	1.6	3.6	2.9	2.7	7.1	4.4	4.1	N/A	
	Change from prior year	-39.0%	-39.1%	-49.0%	-33.0%	-34.3%	-47.7%	18.9%	13.4%	N/A	
New Listings		24	22	2	37	33	4	40	40	0	
	Change from prior year	-35.1%	-33.3%	-50.0%	-7.5%	-17.5%	N/A	53.8%	60.0%	-100.0%	
Contracts Written		21	18	3	30	25	5	19	19	0	
	Change from prior year	-30.0%	-28.0%	-40.0%	57.9%	31.6%	N/A	11.8%	26.7%	-100.0%	
Pending Contracts		28	24	4	33	28	5	33	27	6	
	Change from prior year	-15.2%	-14.3%	-20.0%	0.0%	3.7%	-16.7%	43.5%	28.6%	200.0%	
Sales Volume (1,000s)		7,447	6,839	607	8,216	7,647	570	7,870	7,870	0	
	Change from prior year	-9.4%	-10.6%	6.6%	4.4%	-2.8%	N/A	24.8%	24.8%	N/A	
Average	Sale Price	297,868	297,361	303,700	304,310	305,863	284,900	262,347	262,347	N/A	
		Change from prior year	-2.1%	-2.8%	6.6%	16.0%	16.6%	N/A	-0.2%	-0.2%	N/A
	List Price of Actives	458,750	483,420	335,400	353,781	354,292	350,770	392,769	400,823	322,966	
		Change from prior year	29.7%	36.4%	-4.4%	-9.9%	-11.6%	8.6%	12.8%	15.9%	N/A
	Days on Market	25	26	12	42	43	32	27	27	N/A	
		Change from prior year	-40.7%	-39.2%	-61.9%	54.9%	58.0%	N/A	-13.1%	-13.1%	N/A
Percent of List		101.4%	101.5%	100.0%	97.7%	97.5%	100.0%	98.0%	98.0%	N/A	
		Change from prior year	3.8%	4.1%	0.0%	-0.3%	-0.5%	N/A	0.3%	0.3%	N/A
	Percent of Original	100.3%	100.3%	100.0%	96.3%	96.0%	100.0%	95.9%	95.9%	N/A	
	Change from prior year	4.1%	4.4%	0.0%	0.5%	0.1%	N/A	-2.5%	-2.5%	N/A	
Median	Sale Price	263,000	250,000	303,700	319,900	324,000	284,900	238,500	238,500	N/A	
		Change from prior year	-17.8%	-22.8%	6.6%	34.1%	35.8%	N/A	-0.1%	-0.1%	N/A
	List Price of Actives	299,000	276,750	299,450	299,900	279,900	327,450	324,900	329,250	289,900	
		Change from prior year	-0.3%	-1.1%	-8.6%	-7.7%	-15.0%	13.0%	8.7%	10.1%	N/A
	Days on Market	6	5	12	26	26	32	18	18	N/A	
		Change from prior year	-76.9%	-80.8%	-61.9%	44.4%	44.4%	N/A	-5.3%	-5.3%	N/A
Percent of List		100.0%	100.0%	100.0%	98.7%	98.3%	100.0%	98.6%	98.6%	N/A	
		Change from prior year	1.4%	1.8%	0.0%	0.1%	-0.3%	N/A	-1.1%	-1.1%	N/A
Percent of Original		100.0%	100.0%	100.0%	98.1%	98.1%	100.0%	96.7%	96.7%	N/A	
		Change from prior year	1.9%	2.0%	0.0%	1.5%	1.4%	N/A	-3.0%	-3.0%	N/A

YEAR-TO-DATE STATISTICS

SUMMARY >>

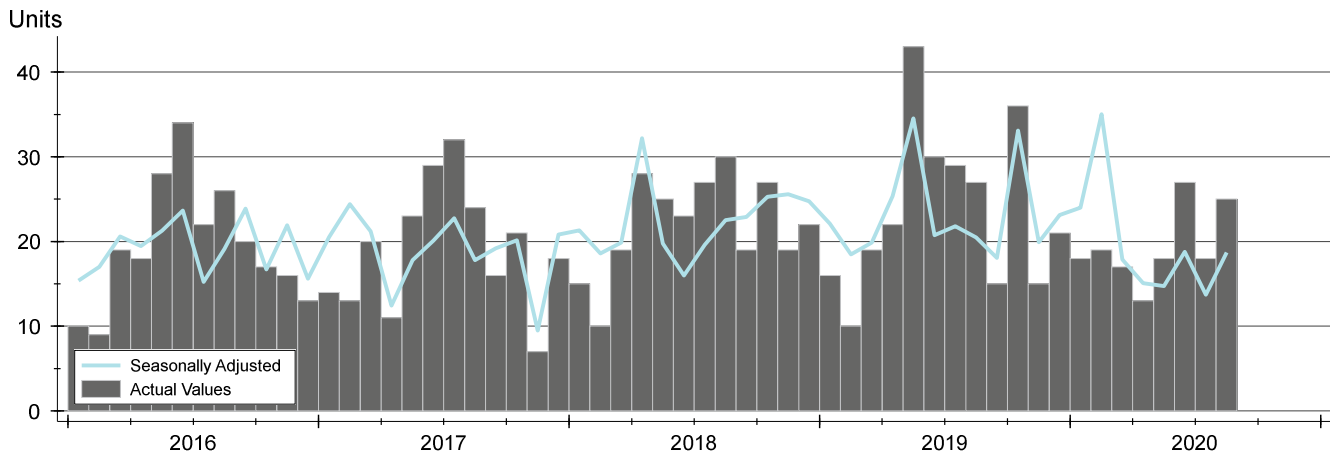
**YTD BREAKDOWNS BY HOME TYPE
DOUGLAS COUNTY (EXCLUDING LAWRENCE)
AS OF 9/7/2020**

Year-to-Date Activity		2020			2019			2018		
By Property Type		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		155	139	16	196	184	12	177	173	4
Change from prior year		-20.9%	-24.5%	33.3%	10.7%	6.4%	200.0%	6.6%	8.1%	-33.3%
New Listings		190	175	15	282	258	24	270	255	15
Change from prior year		-32.6%	-32.2%	-37.5%	4.4%	1.2%	60.0%	14.9%	14.3%	25.0%
Contracts Written		161	145	16	208	192	16	190	184	6
Change from prior year		-22.6%	-24.5%	0.0%	9.5%	4.3%	166.7%	14.5%	16.5%	-25.0%
Sales Volume (1,000s)		43,122	37,920	5,202	51,720	48,242	3,479	44,171	42,705	1,466
Change from prior year		-16.6%	-21.4%	49.5%	17.1%	13.0%	137.3%	12.1%	12.7%	-1.5%
Average	Sale Price	278,207	272,807	325,119	263,880	262,184	289,880	249,552	246,847	366,519
	Change from prior year	5.4%	4.1%	12.2%	5.7%	6.2%	-20.9%	5.1%	4.2%	47.8%
	Days on Market	30	22	102	37	34	80	32	31	83
	Change from prior year	-19.0%	-36.8%	27.2%	13.9%	9.1%	-2.8%	-18.2%	-15.2%	-27.4%
Median	Percent of List	99.2%	99.2%	99.3%	98.7%	98.6%	100.2%	98.8%	98.8%	100.5%
	Change from prior year	0.5%	0.6%	-0.9%	-0.1%	-0.2%	-0.3%	0.5%	0.5%	0.4%
	Percent of Original	98.4%	98.5%	97.7%	97.7%	97.6%	100.0%	97.6%	97.6%	100.4%
	Change from prior year	0.7%	0.9%	-2.2%	0.1%	0.0%	-0.4%	0.0%	0.1%	-0.3%
Median	Sale Price	247,000	239,700	305,000	234,078	229,900	291,200	207,000	200,000	259,900
	Change from prior year	5.5%	4.3%	4.7%	13.1%	14.9%	12.0%	-5.9%	-9.0%	-3.2%
	Days on Market	7	6	38	15	12	38	11	11	93
	Change from prior year	-51.7%	-50.0%	0.0%	31.8%	9.1%	-59.5%	-29.0%	-24.1%	-9.8%
Median	Percent of List	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	99.7%	99.7%	100.0%
	Change from prior year	0.0%	0.0%	0.0%	0.3%	0.3%	0.0%	0.4%	0.6%	0.0%
	Percent of Original	100.0%	99.4%	100.0%	98.9%	98.8%	100.0%	98.9%	98.6%	100.0%
	Change from prior year	1.1%	0.7%	0.0%	0.0%	0.2%	0.0%	0.2%	0.2%	-0.3%

CLOSED LISTINGS ANALYSIS

**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 9/7/2020**

HISTORY >>



SUMMARY >>

Summary Statistics		August			Year-to-Date		
for Closed Listings		2020	2019	Change	2020	2019	Change
Closed Listings		25	27	-7.4%	155	196	-20.9%
Volume (1,000s)		7,447	8,216	-9.4%	43,122	51,720	-16.6%
Average	Sale Price	297,868	304,310	-2.1%	278,207	263,880	5.4%
	Days on Market	25	42	-40.7%	30	37	-19.0%
	Percent of List	101.4%	97.7%	3.8%	99.2%	98.7%	0.5%
	Percent of Original	100.3%	96.3%	4.1%	98.4%	97.7%	0.7%
Median	Sale Price	263,000	319,900	-17.8%	247,000	234,078	5.5%
	Days on Market	6	26	-76.9%	7	15	-51.7%
	Percent of List	100.0%	98.7%	1.4%	100.0%	100.0%	0.0%
	Percent of Original	100.0%	98.1%	1.9%	100.0%	98.9%	1.1%

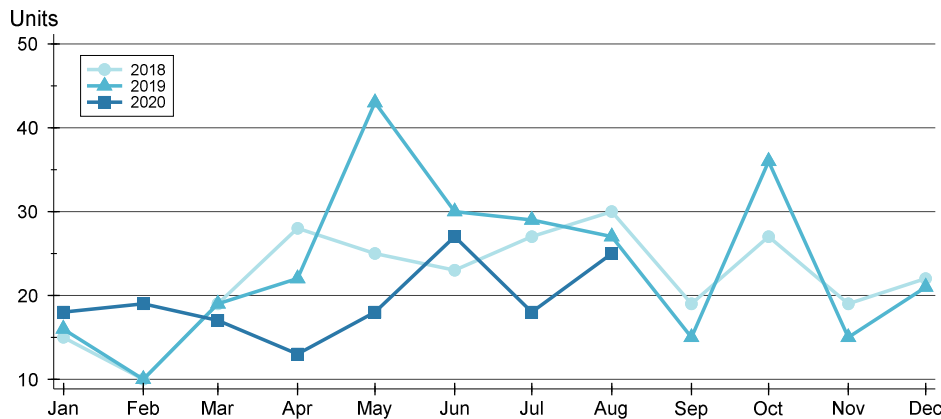
A total of 25 homes sold in Douglas County (excluding Lawrence) in August, down from 27 units in August 2019. Total sales volume fell to \$7.4 million compared to \$8.2 million in the previous year.

The median sales price in August was \$263,000, down 17.8% compared to the prior year. Median days on market was 6 days, down from 8 days in July, and down from 26 in August 2019.

CLOSED LISTINGS ANALYSIS

**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 9/7/2020**

BY MONTH >>



Month	2018	2019	2020
January	15	16	18
February	10	10	19
March	19	19	17
April	28	22	13
May	25	43	18
June	23	30	27
July	27	29	18
August	30	27	25
September	19	15	
October	27	36	
November	19	15	
December	22	21	

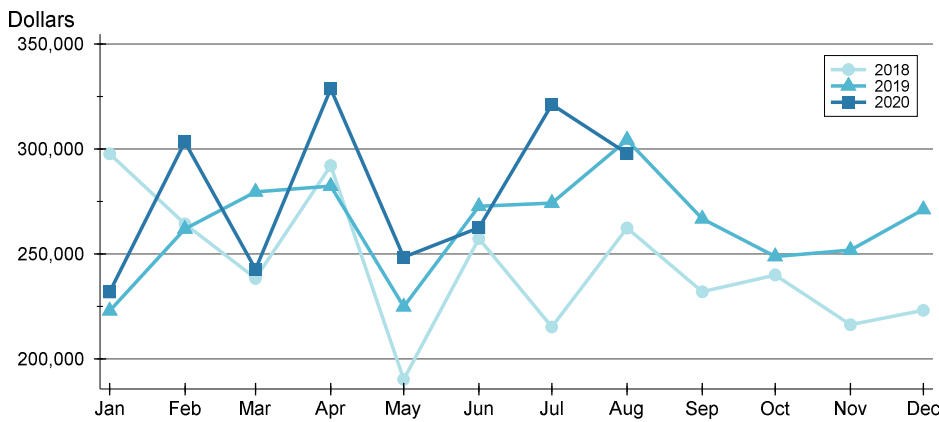
BY PRICE RANGE >>

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	8.0%	280	140,200	140,200	29	29	102.2%	102.2%	100.6%	100.6%
\$150,000-\$199,999	5	20.0%	880	176,080	175,000	5	4	101.0%	102.5%	101.0%	102.5%
\$200,000-\$249,999	4	16.0%	935	233,750	245,000	4	4	100.7%	101.0%	100.7%	101.0%
\$250,000-\$299,999	5	20.0%	1,326	265,100	265,000	14	6	100.6%	100.0%	99.1%	100.0%
\$300,000-\$349,999	2	8.0%	640	319,950	319,950	10	10	97.7%	97.7%	97.7%	97.7%
\$350,000-\$399,999	1	4.0%	350	350,000	350,000	4	4	100.0%	100.0%	100.0%	100.0%
\$400,000-\$449,999	2	8.0%	825	412,500	412,500	109	109	116.9%	116.9%	111.6%	111.6%
\$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	4	16.0%	2,211	552,625	552,500	54	29	97.7%	97.8%	95.9%	96.5%
\$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	25	100.0%	7,447	297,868	263,000	25	6	101.4%	100.0%	100.3%	100.0%

CLOSED LISTINGS ANALYSIS

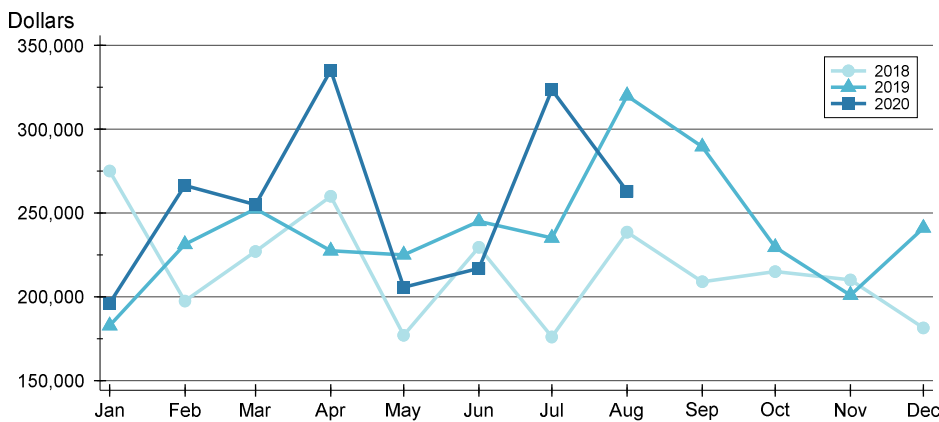
**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 9/7/2020**

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	242,712
April	292,061	282,314	328,567
May	190,310	224,797	248,419
June	257,307	272,675	262,498
July	215,194	274,159	321,206
August	262,347	304,310	297,868
September	231,984	266,693	
October	240,019	248,731	
November	216,284	251,758	
December	223,123	271,190	

MEDIAN PRICE >>

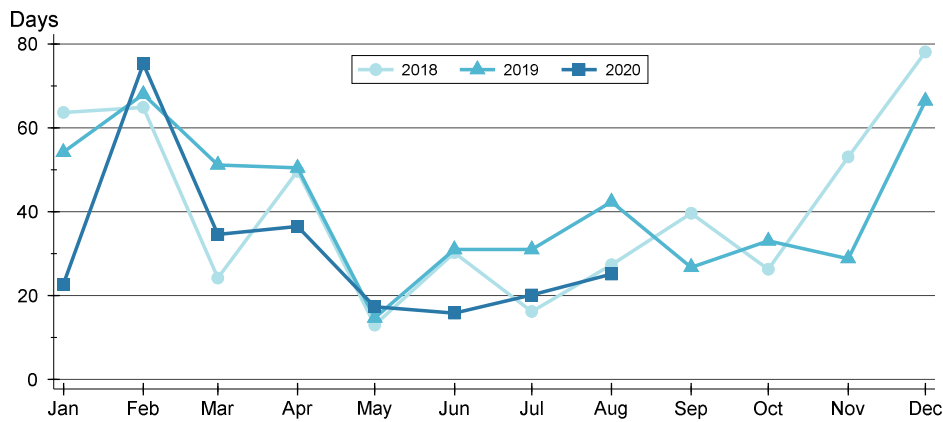


Month	2018	2019	2020
January	275,000	182,725	196,175
February	197,388	231,250	266,300
March	227,000	252,500	255,000
April	259,950	227,400	335,000
May	177,000	225,000	205,700
June	229,500	244,950	217,000
July	176,000	235,000	323,500
August	238,500	319,900	263,000
September	209,000	289,500	
October	215,000	229,500	
November	210,000	201,000	
December	181,400	241,000	

CLOSED LISTINGS ANALYSIS

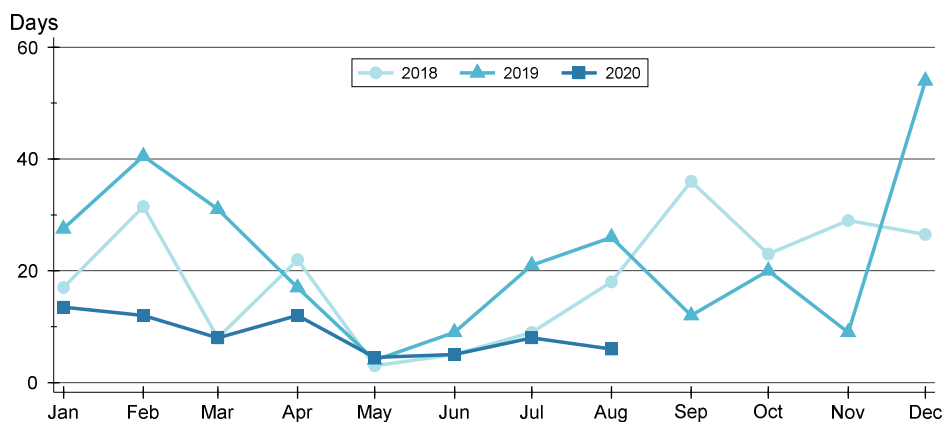
**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 9/7/2020**

AVERAGE DOM >>



Month	2018	2019	2020
January	64	54	23
February	65	68	75
March	24	51	35
April	50	50	36
May	13	15	17
June	30	31	16
July	16	31	20
August	27	42	25
September	40	27	27
October	26	33	26
November	53	29	29
December	78	66	66

MEDIAN DOM >>

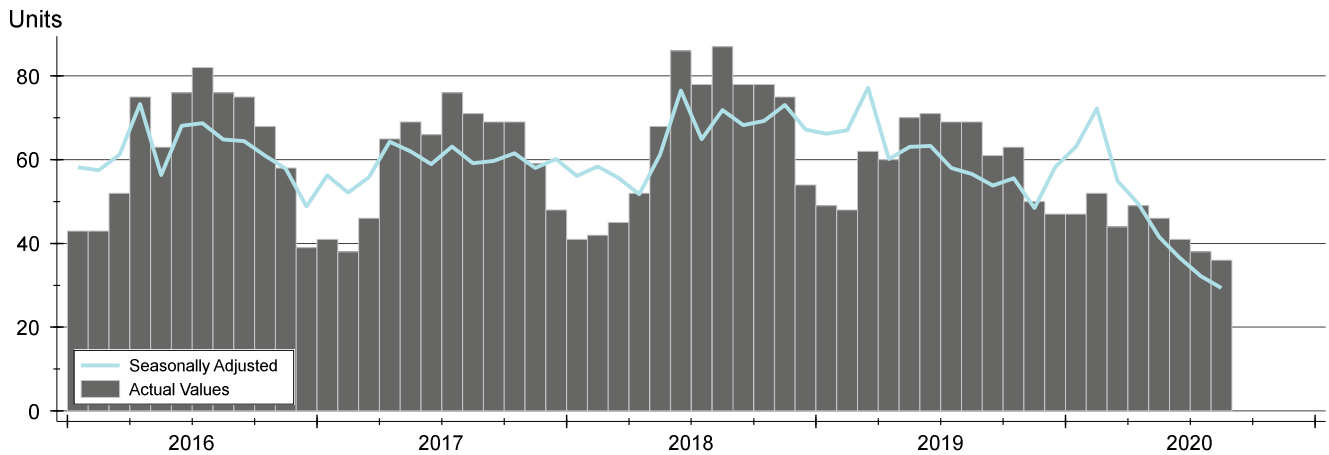


Month	2018	2019	2020
January	17	28	14
February	32	41	12
March	8	31	8
April	22	17	12
May	3	4	5
June	5	9	5
July	9	21	8
August	18	26	6
September	36	12	12
October	23	20	20
November	29	9	9
December	27	54	54

ACTIVE LISTINGS ANALYSIS

**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 9/7/2020**

HISTORY >>



SUMMARY >>

Summary Statistics		End of August		
for Active Listings		2020	2019	Change
Active Listings		36	69	-47.8%
Months' Supply		1.8	2.9	-39.0%
Volume (1,000s)		16,515	24,411	-32.3%
Average	List Price	458,750	353,781	29.7%
	Days on Market	85	85	-0.5%
	Percent of Original	98.6%	98.3%	0.4%
Median	List Price	299,000	299,900	-0.3%
	Days on Market	40	47	-16.0%
	Percent of Original	100.0%	100.0%	0.0%

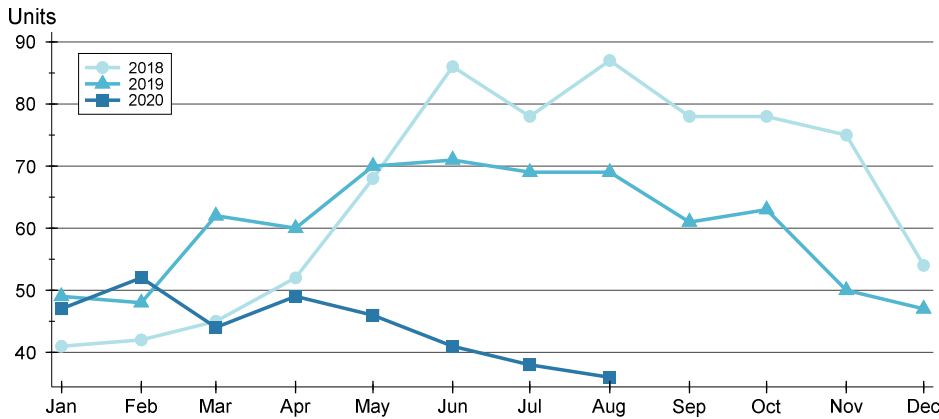
A total of 36 homes were available for sale in Douglas County (excluding Lawrence) at the end of August. This represents a 1.8 months' supply of active listings.

The median list price of homes on the market at the end of August was \$299,000, down 0.3% from 2019. The typical time on market for active listings was 40 days, down from 47 days a year earlier.

ACTIVE LISTINGS ANALYSIS

**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 9/7/2020**

BY MONTH >>



Month	2018	2019	2020
January	41	49	47
February	42	48	52
March	45	62	44
April	52	60	49
May	68	70	46
June	86	71	41
July	78	69	38
August	87	69	36
September	78	61	
October	78	63	
November	75	50	
December	54	47	

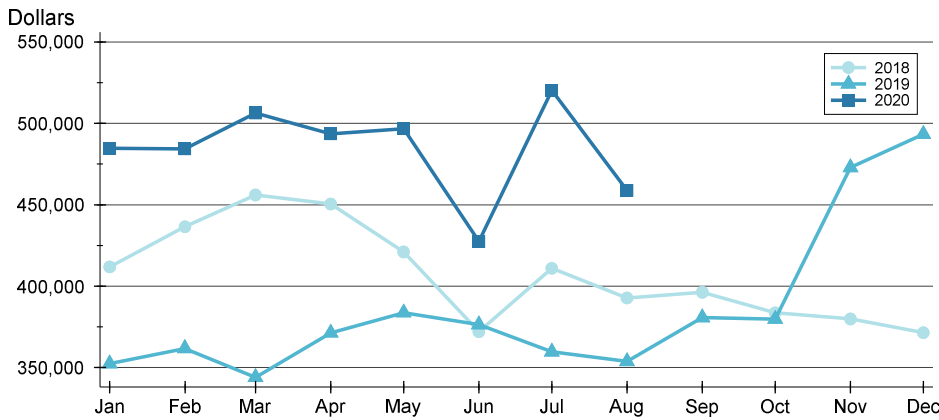
BY PRICE RANGE >>

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	2.8%	45	N/A	45,000	45,000	1	1	100.0%	100.0%
\$50,000-\$99,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$100,000-\$149,999	4	11.1%	508	2.0	126,975	123,950	29	35	99.2%	100.0%
\$150,000-\$199,999	1	2.8%	190	0.2	189,900	189,900	5	5	100.0%	100.0%
\$200,000-\$249,999	7	19.4%	1,629	1.8	232,657	239,000	42	20	97.4%	98.0%
\$250,000-\$299,999	7	19.4%	1,979	1.4	282,700	288,500	65	84	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	3	8.3%	1,123	3.0	374,300	369,000	43	35	99.5%	100.0%
\$400,000-\$449,999	3	8.3%	1,308	1.5	435,967	438,000	59	33	97.8%	100.0%
\$450,000-\$499,999	1	2.8%	500	N/A	499,900	499,900	183	183	83.6%	83.6%
\$500,000-\$599,999	2	5.6%	1,030	0.5	515,000	515,000	67	67	98.6%	98.6%
\$600,000-\$749,999	2	5.6%	1,300	N/A	650,000	650,000	48	48	100.0%	100.0%
\$750,000-\$999,999	3	8.3%	2,504	N/A	834,667	850,000	288	271	100.0%	100.0%
\$1,000,000 and up	2	5.6%	4,400	N/A	2,200,000	2,200,000	306	306	100.0%	100.0%
All price ranges	36	100.0%	16,515	1.4	458,750	299,000	85	40	98.6%	100.0%

ACTIVE LISTINGS ANALYSIS

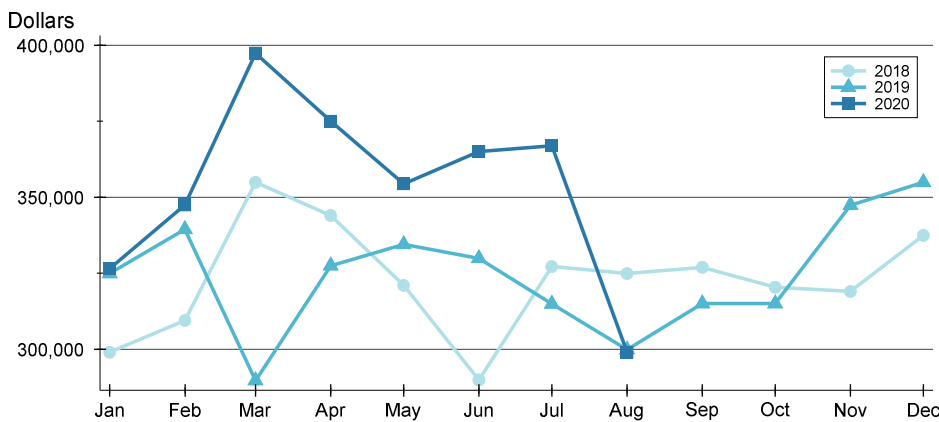
**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 9/7/2020**

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	506,364
April	450,477	371,335	493,571
May	421,058	383,726	496,717
June	372,055	376,416	427,603
July	410,954	359,671	520,358
August	392,769	353,781	458,750
September	396,284	380,739	496,717
October	383,644	379,795	496,717
November	379,872	472,927	496,717
December	371,455	493,338	496,717

MEDIAN PRICE >>

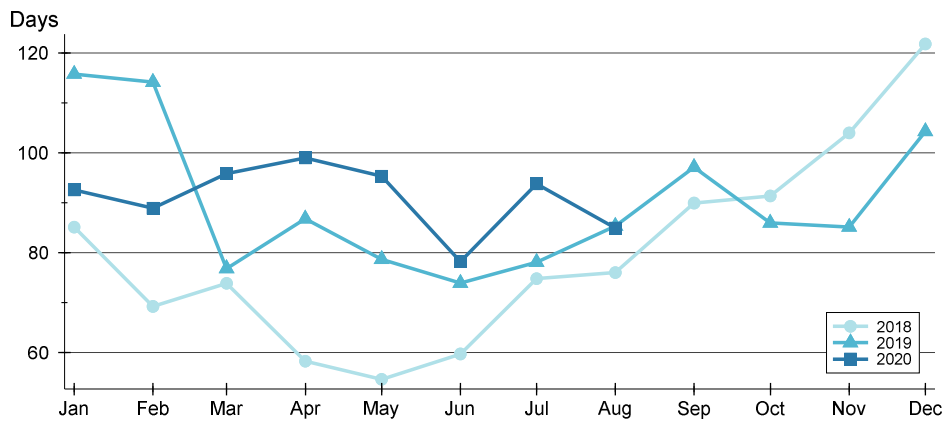


Month	2018	2019	2020
January	299,000	324,900	326,500
February	309,500	339,450	347,450
March	354,900	289,700	397,400
April	344,000	327,500	375,000
May	321,000	334,500	354,450
June	289,900	329,900	365,000
July	327,200	314,900	366,950
August	324,900	299,900	299,000
September	326,950	315,000	315,000
October	320,400	315,000	315,000
November	319,000	347,400	347,400
December	337,448	354,900	354,900

ACTIVE LISTINGS ANALYSIS

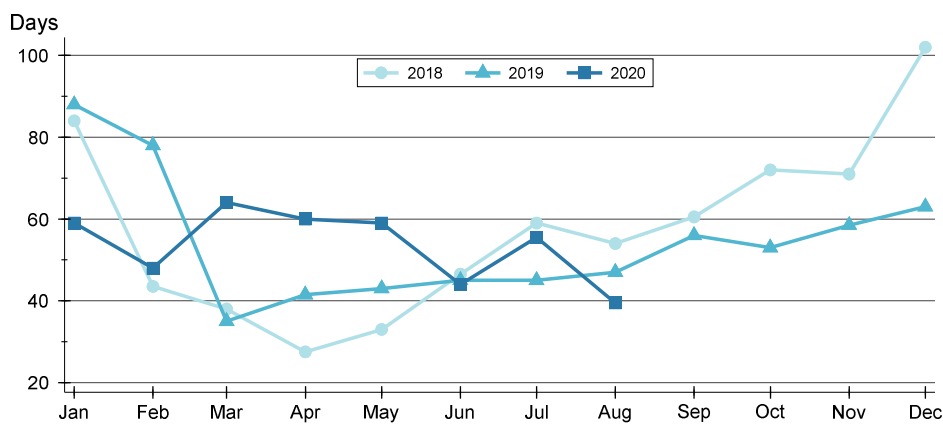
**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 9/7/2020**

AVERAGE DOM >>



Month	2018	2019	2020
January	85	116	93
February	69	114	89
March	74	77	96
April	58	87	99
May	55	79	95
June	60	74	78
July	75	78	94
August	76	85	85
September	90	97	
October	91	86	
November	104	85	
December	122	104	

MEDIAN DOM >>

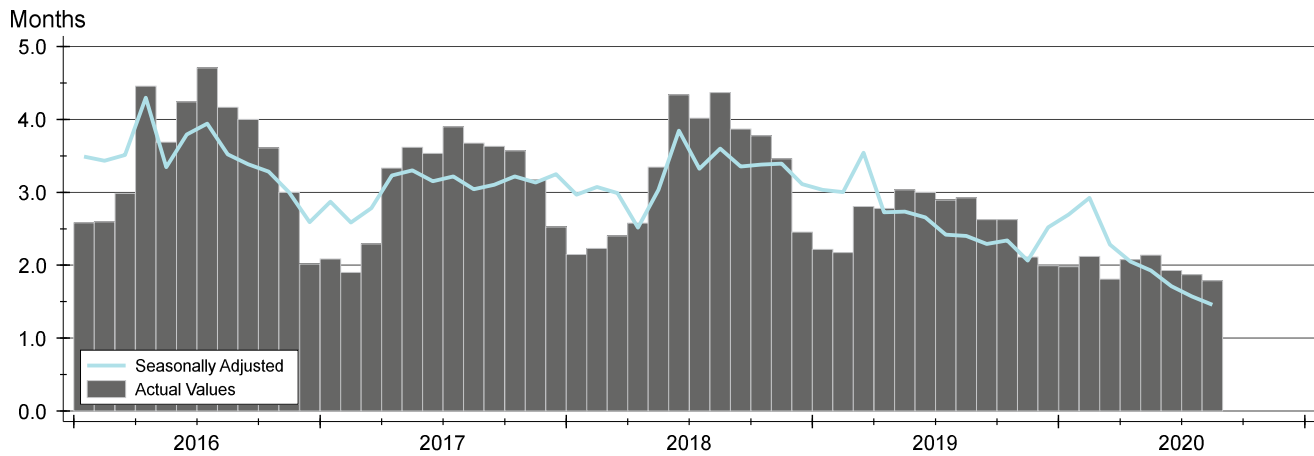


Month	2018	2019	2020
January	84	88	59
February	44	78	48
March	38	35	64
April	28	42	60
May	33	43	59
June	47	45	44
July	59	45	56
August	54	47	40
September	61	56	
October	72	53	
November	71	59	
December	102	63	

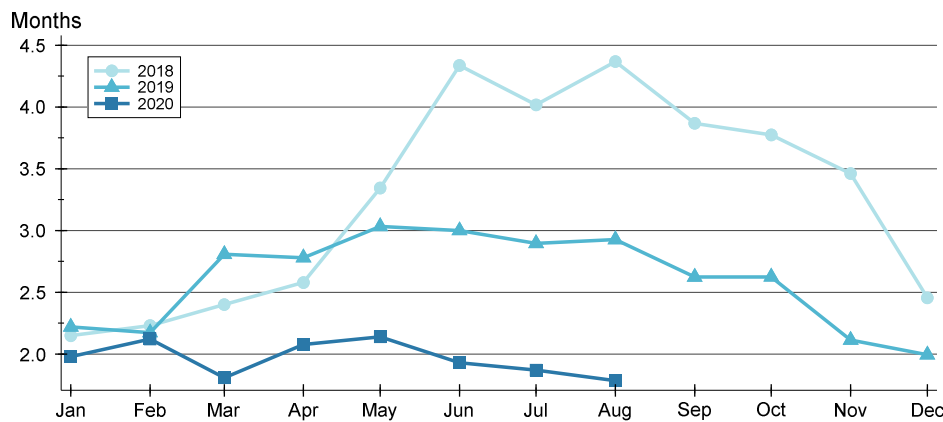
MONTHS' SUPPLY ANALYSIS

**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 9/7/2020**

HISTORY >>



BY MONTH >>

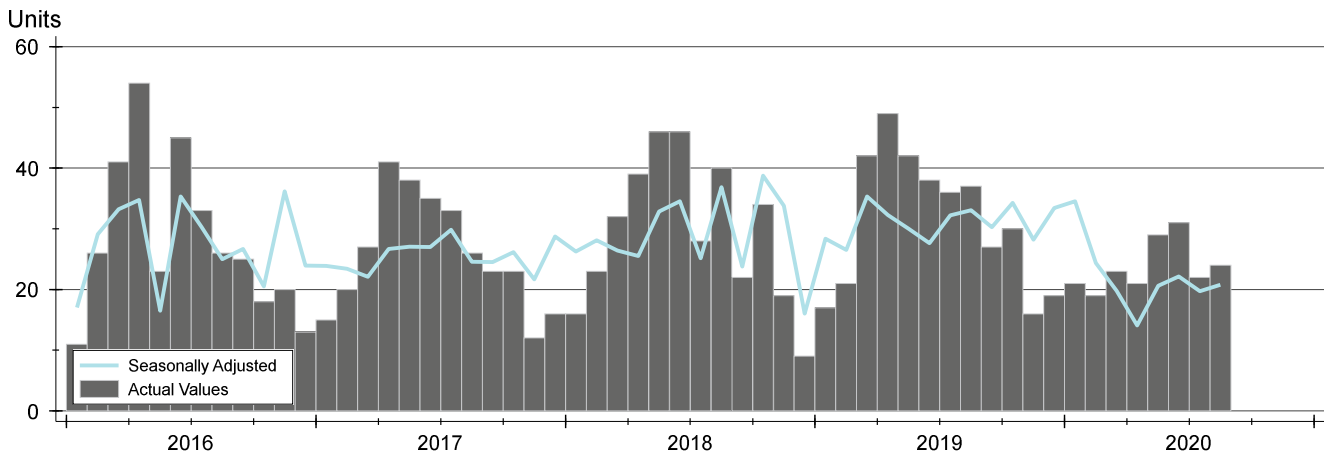


Month	2018	2019	2020
January	2.1	2.2	2.0
February	2.2	2.2	2.1
March	2.4	2.8	1.8
April	2.6	2.8	2.1
May	3.3	3.0	2.1
June	4.3	3.0	1.9
July	4.0	2.9	1.9
August	4.4	2.9	1.8
September	3.9	2.6	
October	3.8	2.6	
November	3.5	2.1	
December	2.5	2.0	

NEW LISTINGS ANALYSIS

**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 9/7/2020**

HISTORY >>



SUMMARY >>

Summary Statistics for New Listings		August		
		2020	2019	Change
Current Month	New Listings	24	37	-35.1%
	Volume (1,000s)	6,969	9,516	-26.8%
	Average List Price	290,392	257,184	12.9%
	Median List Price	260,000	259,900	0.0%
YTD	New Listings	190	282	-32.6%
	Volume (1,000s)	57,730	82,641	-30.1%
	Average List Price	303,844	293,054	3.7%
	Median List Price	266,250	252,450	5.5%

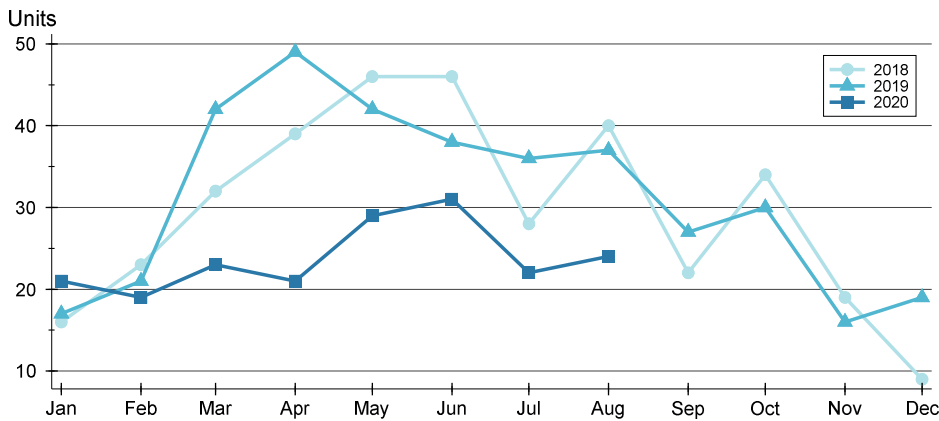
A total of 24 new listings were added in Douglas County (excluding Lawrence) during August, down 35.1% from the same month in 2019. Year-to-date Douglas County (excluding Lawrence) has seen 190 new listings.

The median list price of these homes was \$260,000 up from \$259,900 in 2019.

NEW LISTINGS ANALYSIS

**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 9/7/2020**

BY MONTH >>



Month	2018	2019	2020
January	16	17	21
February	23	21	19
March	32	42	23
April	39	49	21
May	46	42	29
June	46	38	31
July	28	36	22
August	40	37	24
September	22	27	19
October	34	30	9
November	19	16	19
December	9	19	19

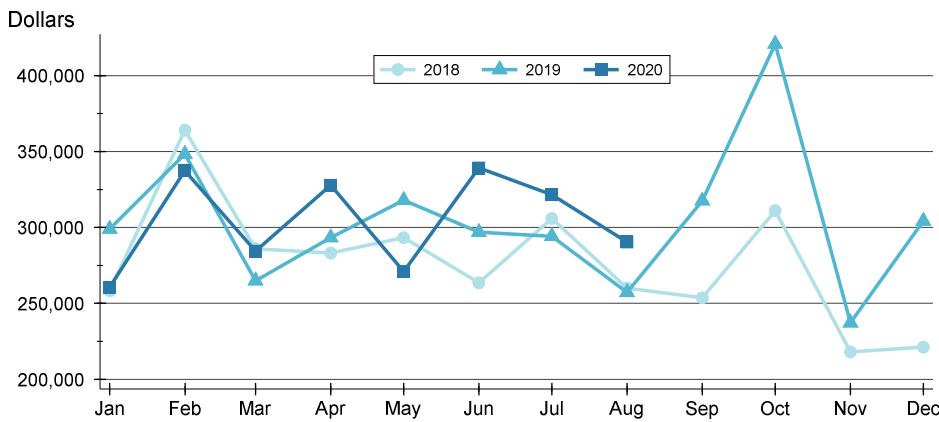
BY PRICE RANGE >>

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	2	8.3%	264	131,950	131,950
\$150,000-\$199,999	2	8.3%	390	194,900	194,900
\$200,000-\$249,999	6	25.0%	1,424	237,350	242,450
\$250,000-\$299,999	7	29.2%	1,934	276,257	265,000
\$300,000-\$349,999	0	0.0%	0	N/A	N/A
\$350,000-\$399,999	5	20.8%	1,894	378,760	385,000
\$400,000-\$449,999	1	4.2%	438	438,000	438,000
\$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	1	4.2%	626	626,000	626,000
\$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	24	100.0%	6,969	290,392	260,000

NEW LISTINGS ANALYSIS

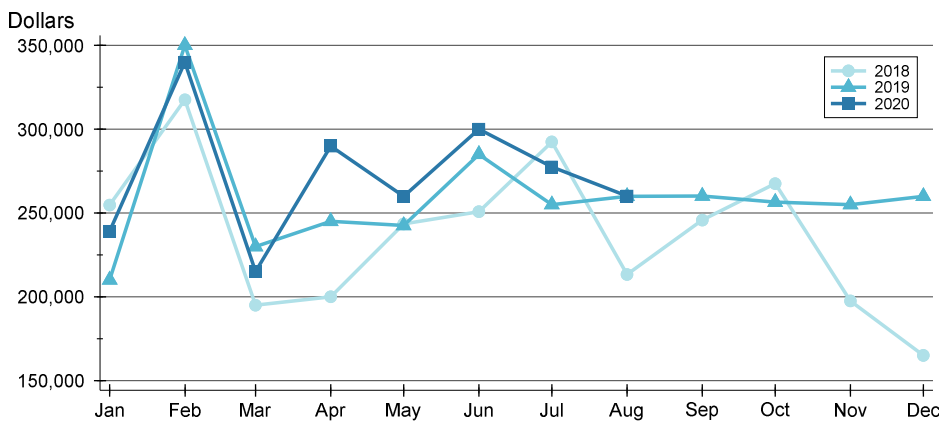
**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 9/7/2020**

AVERAGE PRICE >>



Month	2018	2019	2020
January	258,325	298,976	260,686
February	364,164	348,252	337,421
March	285,930	264,952	284,387
April	283,159	293,347	327,910
May	293,251	317,980	271,003
June	263,497	296,849	339,169
July	305,907	294,224	321,605
August	260,010	257,184	290,392
September	253,671	317,598	317,598
October	311,050	420,878	420,878
November	218,074	237,261	237,261
December	221,178	304,200	304,200

MEDIAN PRICE >>

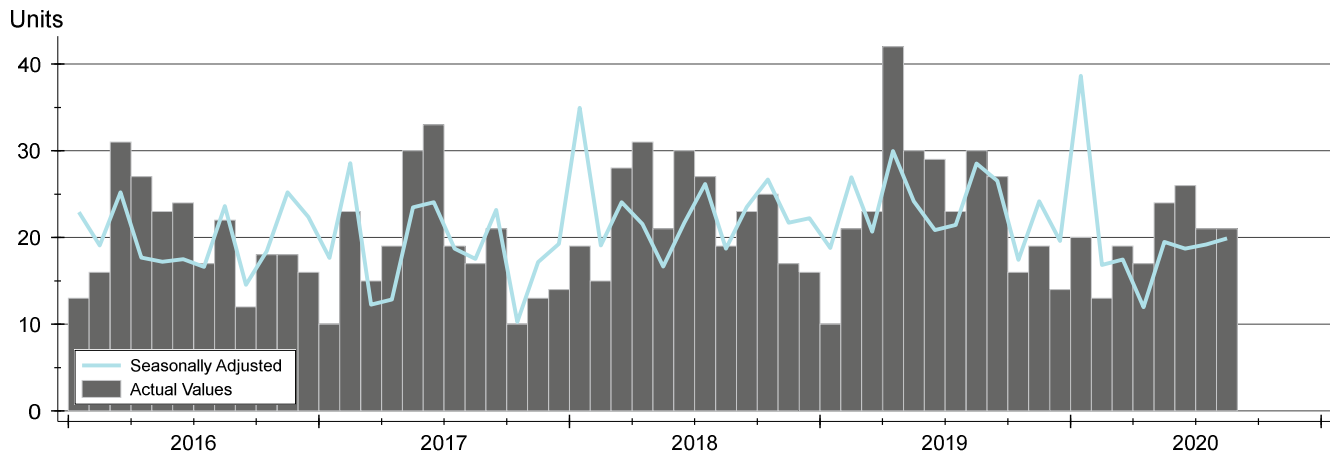


Month	2018	2019	2020
January	254,700	210,000	239,000
February	317,500	350,000	339,900
March	194,950	229,900	215,000
April	200,000	245,000	289,900
May	243,450	242,450	259,900
June	250,750	284,948	299,900
July	292,400	254,950	277,400
August	213,250	259,900	260,000
September	245,700	259,999	259,999
October	267,450	256,450	256,450
November	197,500	254,950	254,950
December	165,000	259,900	259,900

CONTRACTS WRITTEN ANALYSIS

DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 9/7/2020

HISTORY >>



SUMMARY >>

Summary Statistics		August			Year-to-Date		
for Contracts Written		2020	2019	Change	2020	2019	Change
Closed Listings		21	30	-30.0%	161	208	-22.6%
Volume (1,000s)		6,686	7,896	-15.3%	48,525	56,753	-14.5%
Average	Sale Price	318,381	263,210	21.0%	301,400	272,849	10.5%
	Days on Market	39	30	26.7%	32	35	-6.7%
	Percent of Original	98.3%	96.8%	1.6%	98.6%	97.6%	1.0%
Median	Sale Price	299,900	286,200	4.8%	269,000	244,950	9.8%
	Days on Market	5	16	-68.8%	7	12	-41.7%
	Percent of Original	100.0%	97.4%	2.6%	100.0%	98.9%	1.1%

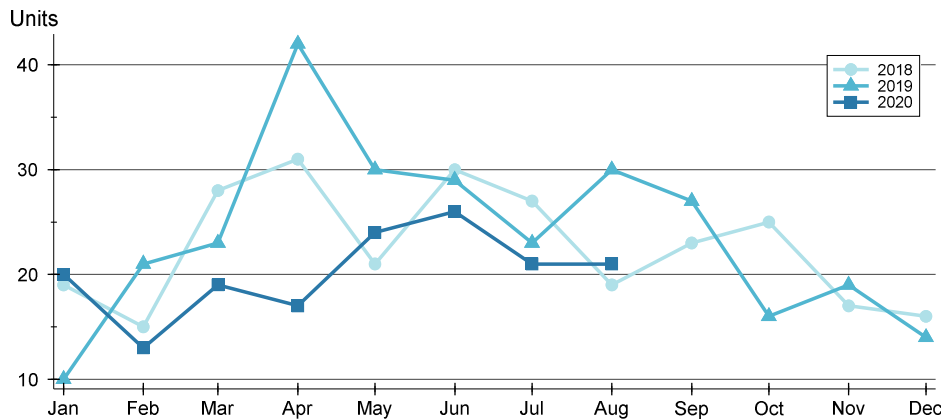
A total of 21 contracts for sale were written in Douglas County (excluding Lawrence) during the month of August, down from 30 in 2019. The median list price of these homes was \$299,900, up from \$286,200 the prior year.

Half of the homes that went under contract in August were on the market less than 5 days, compared to 16 days in August 2019.

CONTRACTS WRITTEN ANALYSIS

**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 9/7/2020**

BY MONTH >>



Month	2018	2019	2020
January	19	10	20
February	15	21	13
March	28	23	19
April	31	42	17
May	21	30	24
June	30	29	26
July	27	23	21
August	19	30	21
September	23	27	
October	25	16	
November	17	19	
December	16	14	

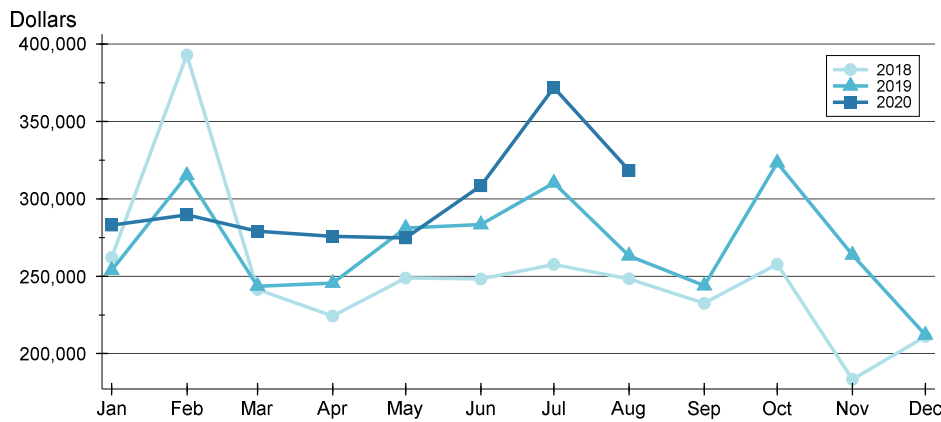
BY PRICE RANGE >>

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	1	4.8%	134	134,000	134,000	4	4	100.0%	100.0%
\$150,000-\$199,999	2	9.5%	400	199,900	199,900	8	8	95.5%	95.5%
\$200,000-\$249,999	3	14.3%	687	228,967	227,500	13	5	96.4%	100.0%
\$250,000-\$299,999	6	28.6%	1,714	285,617	296,950	8	4	99.4%	100.0%
\$300,000-\$349,999	2	9.5%	643	321,450	321,450	182	182	99.1%	99.1%
\$350,000-\$399,999	5	23.8%	1,909	381,740	385,000	26	30	99.7%	100.0%
\$400,000-\$449,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
\$450,000-\$499,999	1	4.8%	450	450,000	450,000	62	62	90.0%	90.0%
\$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	1	4.8%	750	750,000	750,000	154	154	100.0%	100.0%
\$1,000,000 and up	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
All price ranges	21	100.0%	6,686	318,381	299,900	39	5	98.3%	100.0%

CONTRACTS WRITTEN ANALYSIS

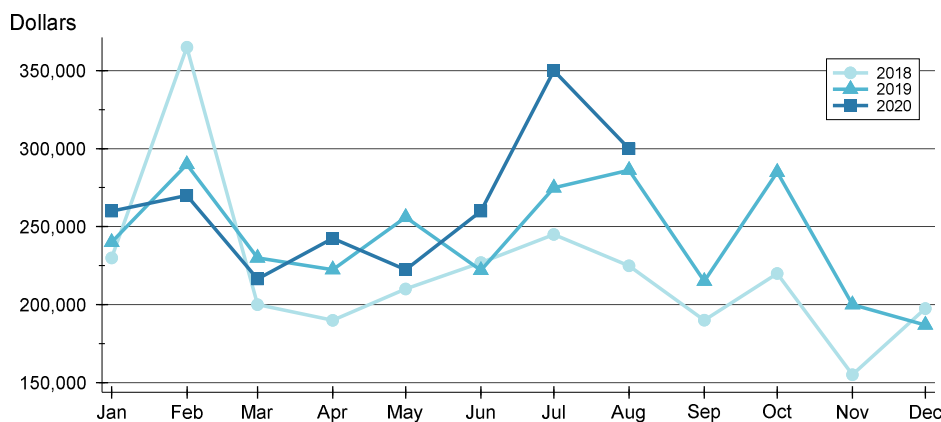
**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 9/7/2020**

AVERAGE PRICE >>



Month	2018	2019	2020
January	262,066	253,735	283,040
February	392,865	315,090	289,696
March	241,518	243,609	279,111
April	224,323	245,508	275,818
May	248,840	281,145	274,796
June	248,210	283,326	308,350
July	257,633	310,298	371,826
August	248,324	263,210	318,381
September	232,466	243,887	245,000
October	257,714	323,309	255,000
November	183,429	263,750	215,000
December	211,119	212,057	215,000

MEDIAN PRICE >>

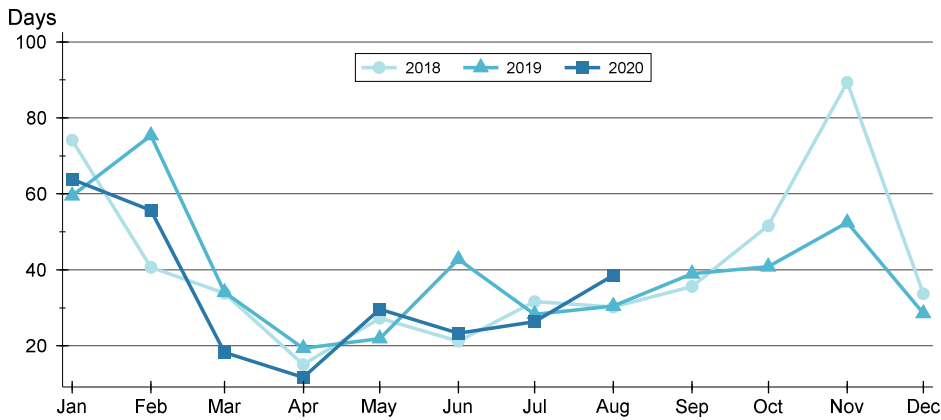


Month	2018	2019	2020
January	229,900	240,000	259,950
February	365,000	289,900	269,950
March	199,975	229,900	216,500
April	189,900	222,450	242,500
May	210,000	256,000	222,450
June	226,950	222,000	259,950
July	245,000	274,900	349,900
August	224,900	286,200	299,900
September	190,000	215,000	215,000
October	220,000	284,950	220,000
November	155,000	199,900	200,000
December	197,450	186,950	190,000

CONTRACTS WRITTEN ANALYSIS

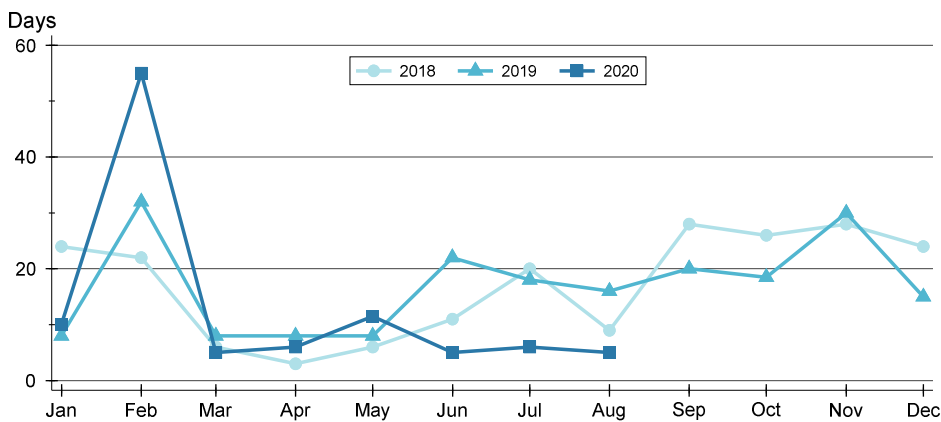
**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 9/7/2020**

AVERAGE DOM >>



Month	2018	2019	2020
January	74	60	64
February	41	75	56
March	34	34	18
April	15	19	12
May	27	22	30
June	21	43	23
July	32	28	26
August	30	30	39
September	36	39	36
October	52	41	52
November	89	52	52
December	34	29	29

MEDIAN DOM >>

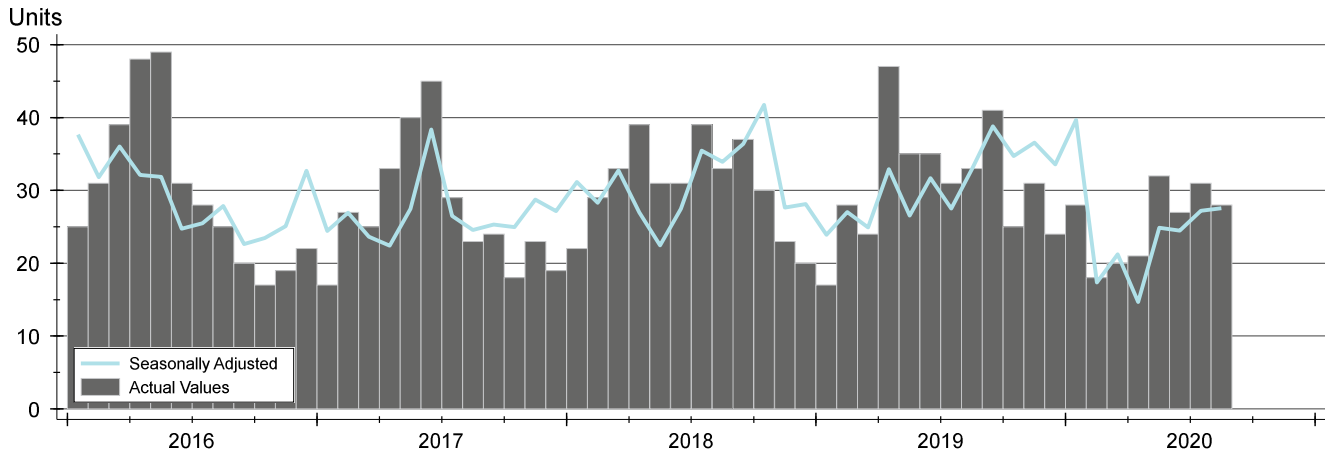


Month	2018	2019	2020
January	24	8	10
February	22	32	55
March	6	8	5
April	3	8	6
May	6	8	12
June	11	22	5
July	20	18	6
August	9	16	5
September	28	20	28
October	26	19	26
November	28	30	28
December	24	15	15

PENDING CONTRACTS ANALYSIS

**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 9/7/2020**

HISTORY >>



SUMMARY >>

Summary Statistics for Active Listings		End of August		
		2020	2019	Change
Active Listings		28	33	-15.2%
Volume (1,000s)		9,506	8,520	11.6%
Average	List Price	339,482	258,170	31.5%
	Days on Market	35	29	21.7%
	Percent of Original	98.8%	98.6%	0.2%
Median	List Price	304,900	269,900	13.0%
	Days on Market	7	16	-56.3%
	Percent of Original	100.0%	100.0%	0.0%

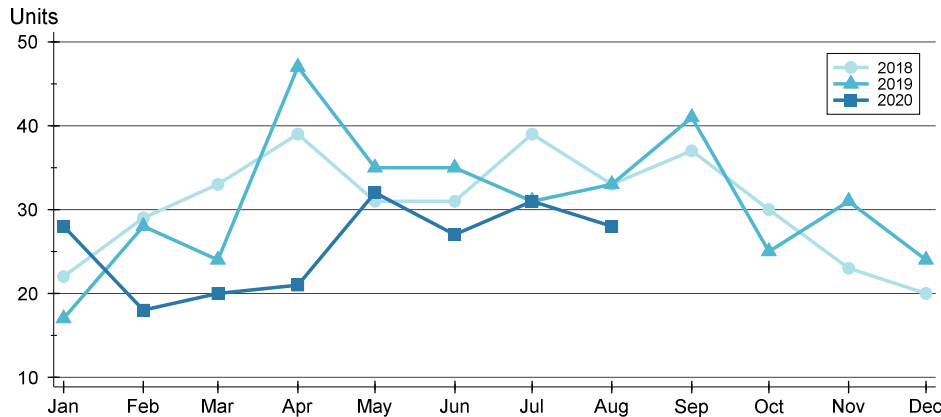
A total of 28 listings in Douglas County (excluding Lawrence) had contracts pending at the end of August, down from 33 contracts pending at the end of August 2019.

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 9/7/2020**

BY MONTH >>



Month	2018	2019	2020
January	22	17	28
February	29	28	18
March	33	24	20
April	39	47	21
May	31	35	32
June	31	35	27
July	39	31	31
August	33	33	28
September	37	41	
October	30	25	
November	23	31	
December	20	24	

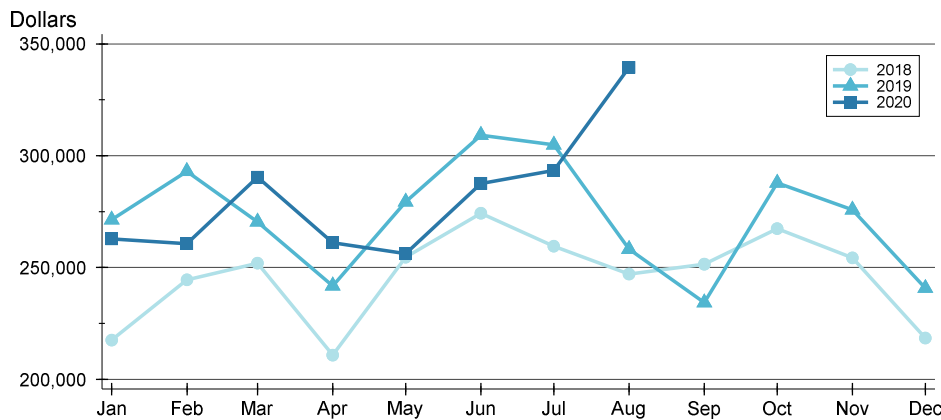
BY PRICE RANGE >>

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	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
\$100,000-\$149,999	2	7.1%	258	129,000	129,000	7	7	100.0%	100.0%
\$150,000-\$199,999	2	7.1%	400	199,900	199,900	8	8	95.5%	95.5%
\$200,000-\$249,999	3	10.7%	687	228,967	227,500	13	5	96.4%	100.0%
\$250,000-\$299,999	7	25.0%	1,981	283,029	294,900	15	5	100.0%	100.0%
\$300,000-\$349,999	2	7.1%	643	321,450	321,450	182	182	99.1%	99.1%
\$350,000-\$399,999	6	21.4%	2,273	378,783	376,950	22	18	99.8%	100.0%
\$400,000-\$449,999	1	3.6%	400	400,000	400,000	2	2	100.0%	100.0%
\$450,000-\$499,999	2	7.1%	929	464,500	464,500	54	54	95.0%	95.0%
\$500,000-\$599,999	1	3.6%	510	510,000	510,000	2	2	100.0%	100.0%
\$600,000-\$749,999	1	3.6%	675	675,000	675,000	55	55	100.0%	100.0%
\$750,000-\$999,999	1	3.6%	750	750,000	750,000	154	154	100.0%	100.0%
\$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%	9,506	339,482	304,900	35	7	98.8%	100.0%

PENDING CONTRACTS ANALYSIS

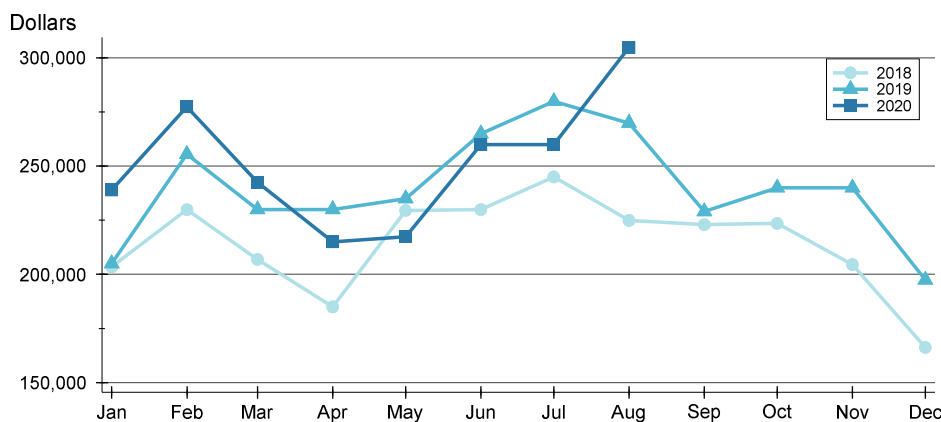
**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 9/7/2020**

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	290,408
April	210,799	241,817	261,110
May	254,637	279,353	256,167
June	274,277	309,233	287,633
July	259,549	304,824	293,374
August	247,088	258,170	339,482
September	251,482	234,262	
October	267,400	287,782	
November	254,313	275,829	
December	218,440	240,785	

MEDIAN PRICE >>

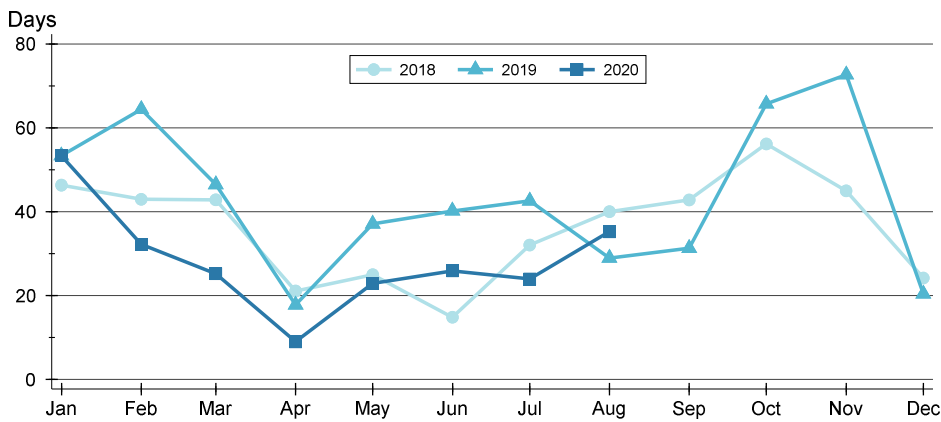


Month	2018	2019	2020
January	203,425	205,000	239,000
February	229,900	255,450	277,425
March	206,900	229,950	242,475
April	185,000	230,000	215,000
May	229,500	235,000	217,400
June	229,900	265,000	259,900
July	245,000	279,900	260,000
August	224,900	269,900	304,900
September	222,945	229,000	
October	223,500	240,000	
November	204,500	240,000	
December	166,250	197,425	

PENDING CONTRACTS ANALYSIS

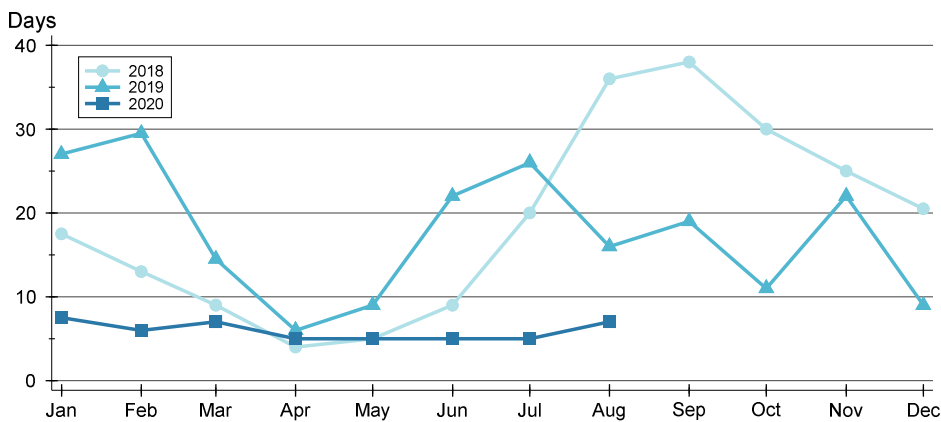
**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 9/7/2020**

AVERAGE DOM >>



Month	2018	2019	2020
January	46	53	53
February	43	64	32
March	43	46	25
April	21	18	9
May	25	37	23
June	15	40	26
July	32	43	24
August	40	29	35
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	7
April	4	6	5
May	5	9	5
June	9	22	5
July	20	26	5
August	36	16	7
September	38	19	
October	30	11	
November	25	22	
December	21	9	