

MARKET OVERVIEW >>

Douglas County Home Sales Fell in July

Total home sales in Douglas County (excluding Lawrence) fell last month to 18 units, compared to 29 units in July 2019. Total sales volume was \$5.8 million, down from a year earlier.

The median sale price in July was \$323,500, up from \$235,000 a year earlier. Homes that sold in July were typically on the market for 8 days and sold for 99.7% of their list prices.

Douglas County Active Listings Down at End of July

The total number of active listings in Douglas County (excluding Lawrence) at the end of July was 38 units, down from 69 at the same point in 2019. This represents a 1.9 months' supply of homes available for sale. The median list price of homes on the market at the end of July was \$366,950.

During July, a total of 19 contracts were written down from 23 in July 2019. At the end of the month, there were 31 contracts pending, the same amount as the end of July 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).

Contact Information

Rob Hulse, Executive Vice-President
Lawrence Board of REALTORS®
3838 West 6th Street (at Monterey)
Lawrence, KS 66049
785-842-1843

Rob@LawrenceRealtor.com
www.LawrenceRealtor.com

Douglas County (Excluding Lawrence)				
Current Month		July		
Summary Statistics	2020	2019	Change	
Home Sales	18	29	-37.9%	
Active Listings	38	69	-44.9%	
Months' Supply	1.9	2.9	-35.4%	
New Listings	22	36	-38.9%	
Contracts Written	19	23	-17.4%	
Pending Contracts	31	31	0.0%	
Sales Volume (1,000s)	5,782	7,951	-27.3%	
Average	Sale Price	321,206	274,159	17.2%
	List Price of Actives	520,358	359,671	44.7%
	Days on Market	20	31	-35.1%
	Percent of List	99.1%	97.2%	2.0%
	Percent of Original	98.9%	96.1%	2.9%
Median	Sale Price	323,500	235,000	37.7%
	List Price of Actives	366,950	314,900	16.5%
	Days on Market	8	21	-61.9%
	Percent of List	99.7%	98.5%	1.2%
	Percent of Original	99.2%	97.3%	2.0%

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 8/8/2020

July MLS Statistics		2020			2019			2018			
By Property Type		Total	Existing	New	Total	Existing	New	Total	Existing	New	
Home Sales		18	16	2	29	27	2	27	27	0	
	Change from prior year	-37.9%	-40.7%	0.0%	7.4%	0.0%	N/A	-15.6%	-15.6%	N/A	
Active Listings		38	31	7	69	59	10	78	69	9	
	Change from prior year	-44.9%	-47.5%	-30.0%	-11.5%	-14.5%	11.1%	2.6%	-2.8%	80.0%	
Months' Supply		1.9	1.7	4.2	2.9	2.6	8.0	4.0	3.7	N/A	
	Change from prior year	-35.4%	-36.4%	-47.5%	-27.9%	-29.0%	-40.7%	3.1%	-2.0%	N/A	
New Listings		22	21	1	36	33	3	28	28	0	
	Change from prior year	-38.9%	-36.4%	-66.7%	28.6%	17.9%	N/A	-15.2%	-6.7%	-100.0%	
Contracts Written		19	18	1	23	21	2	27	24	3	
	Change from prior year	-17.4%	-14.3%	-50.0%	-14.8%	-12.5%	-33.3%	42.1%	26.3%	N/A	
Pending Contracts		31	28	3	31	30	1	39	33	6	
	Change from prior year	0.0%	-6.7%	200.0%	-20.5%	-9.1%	-83.3%	34.5%	13.8%	N/A	
Sales Volume (1,000s)		5,782	5,087	695	7,951	7,397	554	5,810	5,810	0	
	Change from prior year	-27.3%	-31.2%	25.4%	36.8%	27.3%	N/A	-16.4%	-16.4%	N/A	
Average	Sale Price	321,206	317,925	347,450	274,159	273,948	277,000	215,194	215,194	N/A	
		Change from prior year	17.2%	16.1%	25.4%	27.4%	27.3%	N/A	-1.0%	-1.0%	N/A
	List Price of Actives	520,358	566,332	316,757	359,671	360,808	352,960	410,954	421,278	331,799	
		Change from prior year	44.7%	57.0%	-10.3%	-12.5%	-14.4%	6.4%	-3.7%	-3.7%	N/A
	Days on Market	20	14	71	31	32	13	16	16	N/A	
		Change from prior year	-35.1%	-57.5%	468.0%	91.3%	99.8%	N/A	-33.3%	-33.3%	N/A
Percent of List		99.1%	99.0%	100.0%	97.2%	97.0%	99.9%	97.7%	97.7%	N/A	
		Change from prior year	2.0%	2.0%	0.1%	-0.6%	-0.8%	N/A	-0.7%	-0.7%	N/A
Percent of Original		98.9%	98.7%	100.0%	96.1%	95.8%	99.9%	97.1%	97.1%	N/A	
		Change from prior year	2.9%	3.0%	0.1%	-1.1%	-1.4%	N/A	-0.6%	-0.6%	N/A
Median	Sale Price	323,500	299,500	347,450	235,000	222,500	277,000	176,000	176,000	N/A	
		Change from prior year	37.7%	34.6%	25.4%	33.5%	26.4%	N/A	-19.7%	-19.7%	N/A
	List Price of Actives	366,950	449,900	299,900	314,900	295,000	322,450	327,200	335,000	289,900	
		Change from prior year	16.5%	52.5%	-7.0%	-3.8%	-11.9%	11.2%	-7.2%	-6.7%	N/A
	Days on Market	8	5	71	21	21	13	9	9	N/A	
		Change from prior year	-61.9%	-76.2%	468.0%	133.3%	133.3%	N/A	-45.5%	-45.5%	N/A
Percent of List		99.7%	99.2%	100.0%	98.5%	98.3%	99.9%	100.0%	100.0%	N/A	
		Change from prior year	1.2%	1.0%	0.1%	-1.5%	-1.7%	N/A	0.0%	0.0%	N/A
Percent of Original		99.2%	98.3%	100.0%	97.3%	96.9%	99.9%	100.0%	100.0%	N/A	
		Change from prior year	2.0%	1.4%	0.1%	-2.7%	-3.1%	N/A	0.0%	0.0%	N/A

YEAR-TO-DATE STATISTICS

SUMMARY >>

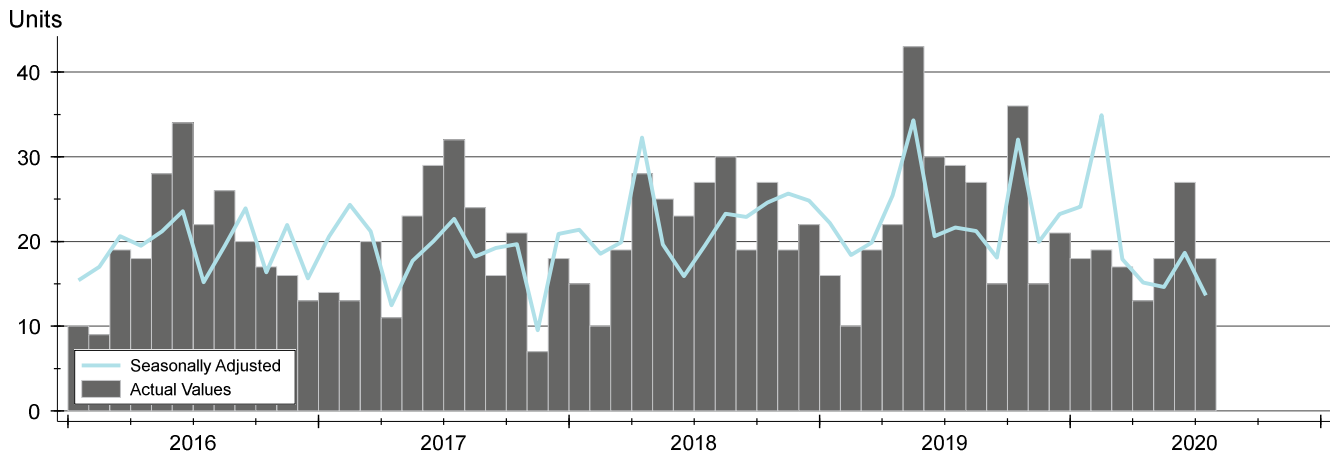
YTD BREAKDOWNS BY HOME TYPE DOUGLAS COUNTY (EXCLUDING LAWRENCE) AS OF 8/8/2020

Year-to-Date Activity		2020			2019			2018		
By Property Type		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		130	116	14	169	159	10	147	143	4
Change from prior year		-23.1%	-27.0%	40.0%	15.0%	11.2%	150.0%	3.5%	5.1%	-33.3%
New Listings		165	152	13	245	225	20	230	215	15
Change from prior year		-32.7%	-32.4%	-35.0%	6.5%	4.7%	33.3%	10.0%	8.6%	36.4%
Contracts Written		136	123	13	178	167	11	171	165	6
Change from prior year		-23.6%	-26.3%	18.2%	4.1%	1.2%	83.3%	14.8%	15.4%	0.0%
Sales Volume (1,000s)		35,675	31,081	4,595	43,504	40,595	2,909	36,300	34,834	1,466
Change from prior year		-18.0%	-23.4%	58.0%	19.8%	16.5%	98.4%	9.7%	10.2%	-1.5%
Average	Sale Price	274,426	267,939	328,179	257,421	255,317	290,876	246,940	243,595	366,519
	Change from prior year	6.6%	4.9%	12.8%	4.2%	4.8%	-20.6%	6.0%	4.8%	47.8%
	Days on Market	31	21	115	36	33	90	33	32	83
	Change from prior year	-14.5%	-36.8%	27.7%	7.8%	1.8%	9.0%	-18.5%	-15.2%	-27.4%
Median	Percent of List	98.8%	98.7%	99.2%	98.8%	98.8%	100.3%	99.0%	98.9%	100.5%
	Change from prior year	-0.1%	0.0%	-1.0%	-0.1%	-0.2%	-0.2%	0.5%	0.6%	0.4%
	Percent of Original	98.1%	98.1%	97.4%	97.9%	97.8%	100.0%	98.0%	97.9%	100.4%
	Change from prior year	0.1%	0.3%	-2.6%	-0.1%	-0.1%	-0.4%	0.5%	0.6%	-0.3%
Median	Sale Price	243,750	229,000	305,000	230,000	225,000	291,200	200,000	199,950	259,900
	Change from prior year	6.0%	1.8%	4.7%	15.0%	12.5%	12.0%	-8.8%	-7.7%	-3.2%
	Days on Market	9	7	49	12	11	41	10	9	93
	Change from prior year	-29.2%	-36.4%	19.8%	20.0%	22.2%	-56.2%	-31.0%	-35.7%	-9.8%
Median	Percent of List	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
	Change from prior year	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.7%	1.0%	0.0%
	Percent of Original	99.5%	99.0%	100.0%	99.2%	99.1%	100.0%	99.5%	99.4%	100.0%
	Change from prior year	0.3%	-0.1%	0.0%	-0.3%	-0.3%	0.0%	0.8%	1.0%	-0.3%

CLOSED LISTINGS ANALYSIS

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

HISTORY >>



SUMMARY >>

Summary Statistics		July			Year-to-Date		
for Closed Listings		2020	2019	Change	2020	2019	Change
Closed Listings		18	29	-37.9%	130	169	-23.1%
Volume (1,000s)		5,782	7,951	-27.3%	35,675	43,504	-18.0%
Average	Sale Price	321,206	274,159	17.2%	274,426	257,421	6.6%
	Days on Market	20	31	-35.1%	31	36	-14.5%
	Percent of List	99.1%	97.2%	2.0%	98.8%	98.8%	-0.1%
	Percent of Original	98.9%	96.1%	2.9%	98.1%	97.9%	0.1%
Median	Sale Price	323,500	235,000	37.7%	243,750	230,000	6.0%
	Days on Market	8	21	-61.9%	9	12	-29.2%
	Percent of List	99.7%	98.5%	1.2%	100.0%	100.0%	0.0%
	Percent of Original	99.2%	97.3%	2.0%	99.5%	99.2%	0.3%

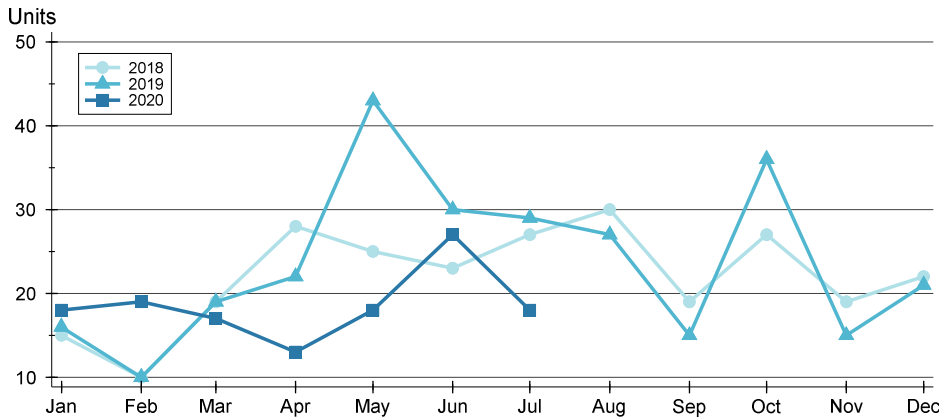
A total of 18 homes sold in Douglas County (excluding Lawrence) in July, down from 29 units in July 2019. Total sales volume fell to \$5.8 million compared to \$8.0 million in the previous year.

The median sales price in July was \$323,500, up 37.7% compared to the prior year. Median days on market was 8 days, up from 5 days in June, but down from 21 in July 2019.

CLOSED LISTINGS ANALYSIS

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

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	
September	19	15	
October	27	36	
November	19	15	
December	22	21	

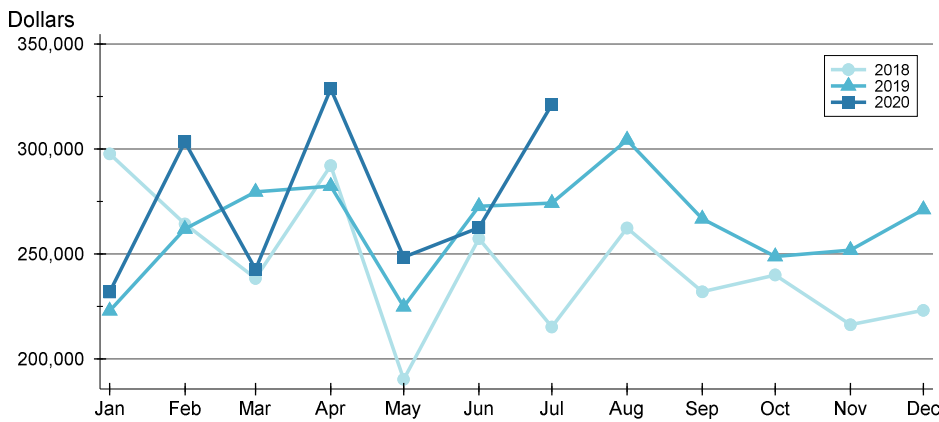
BY PRICE RANGE >>

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	5.6%	85	84,900	84,900	0	0	100.0%	100.0%	100.0%	100.0%
\$100,000-\$149,999	3	16.7%	369	122,833	120,000	3	2	101.7%	102.1%	101.7%	102.1%
\$150,000-\$199,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$200,000-\$249,999	1	5.6%	245	245,000	245,000	1	1	104.3%	104.3%	104.3%	104.3%
\$250,000-\$299,999	3	16.7%	797	265,633	260,000	6	3	100.4%	100.0%	99.2%	97.2%
\$300,000-\$349,999	4	22.2%	1,327	331,625	328,250	64	62	97.0%	97.1%	97.0%	97.1%
\$350,000-\$399,999	2	11.1%	755	377,450	377,450	13	13	100.0%	100.0%	100.0%	100.0%
\$400,000-\$449,999	1	5.6%	420	420,000	420,000	12	12	96.6%	96.6%	96.6%	96.6%
\$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	1	5.6%	550	550,000	550,000	18	18	95.7%	95.7%	95.7%	95.7%
\$600,000-\$749,999	2	11.1%	1,235	617,500	617,500	13	13	96.5%	96.5%	96.5%	96.5%
\$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	18	100.0%	5,782	321,206	323,500	20	8	99.1%	99.7%	98.9%	99.2%

CLOSED LISTINGS ANALYSIS

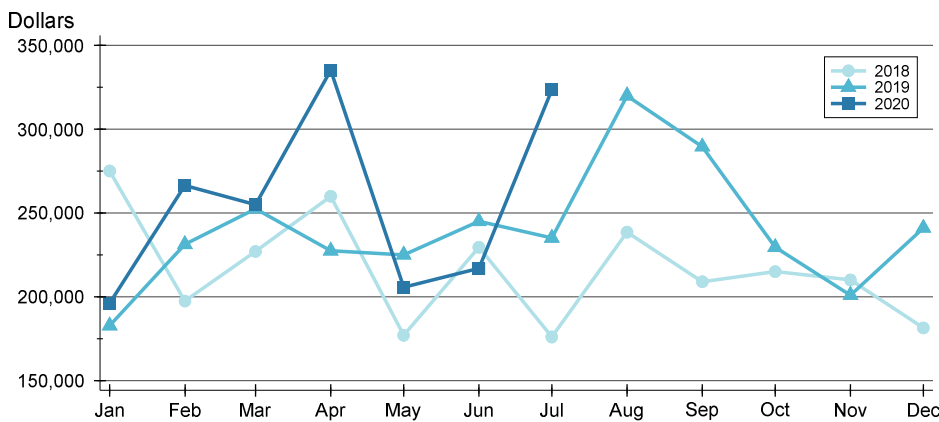
**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 8/8/2020**

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	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	262,498
September	231,984	266,693	240,019
October	240,019	248,731	251,758
November	216,284	251,758	223,123
December	223,123	271,190	271,190

MEDIAN PRICE >>

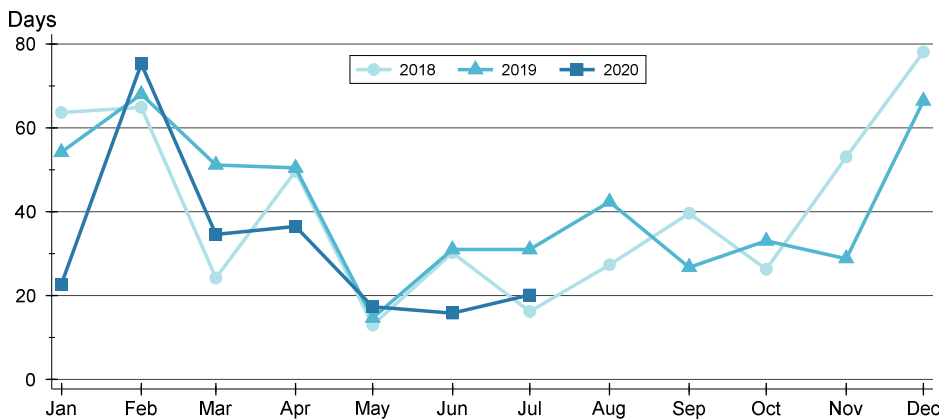


Month	2018	2019	2020
January	275,000	182,725	196,175
February	197,388	231,250	266,300
March	227,000	252,500	255,000
April	259,950	227,400	335,000
May	177,000	225,000	205,700
June	229,500	244,950	217,000
July	176,000	235,000	323,500
August	238,500	319,900	238,500
September	209,000	289,500	215,000
October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

CLOSED LISTINGS ANALYSIS

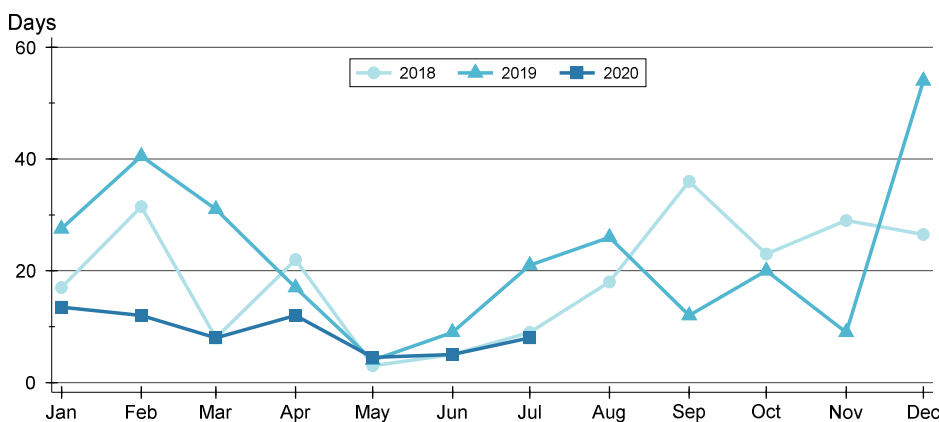
**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 8/8/2020**

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	27
September	40	27	40
October	26	33	26
November	53	29	53
December	78	66	78

MEDIAN DOM >>

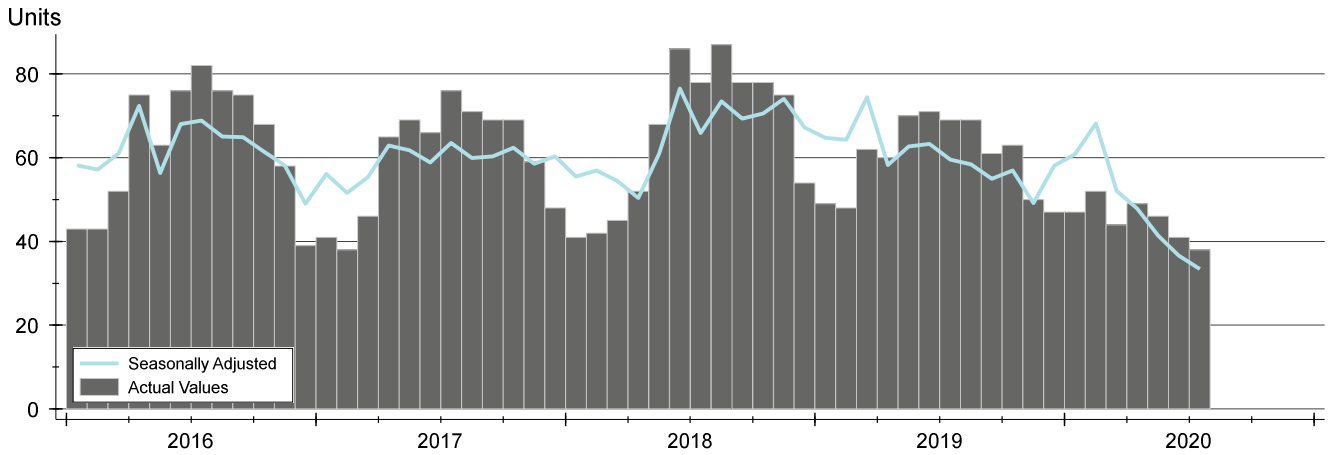


Month	2018	2019	2020
January	17	28	14
February	32	41	12
March	8	31	8
April	22	17	12
May	3	4	5
June	5	9	5
July	9	21	8
August	18	26	18
September	36	12	36
October	23	20	23
November	29	9	29
December	27	54	27

ACTIVE LISTINGS ANALYSIS

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

HISTORY >>



SUMMARY >>

Summary Statistics for Active Listings		End of July		
		2020	2019	Change
Active Listings		38	69	-44.9%
Months' Supply		1.9	2.9	-35.4%
Volume (1,000s)		19,774	24,817	-20.3%
Average	List Price	520,358	359,671	44.7%
	Days on Market	94	78	20.1%
	Percent of Original	98.8%	98.6%	0.2%
Median	List Price	366,950	314,900	16.5%
	Days on Market	56	45	23.3%
	Percent of Original	100.0%	100.0%	0.0%

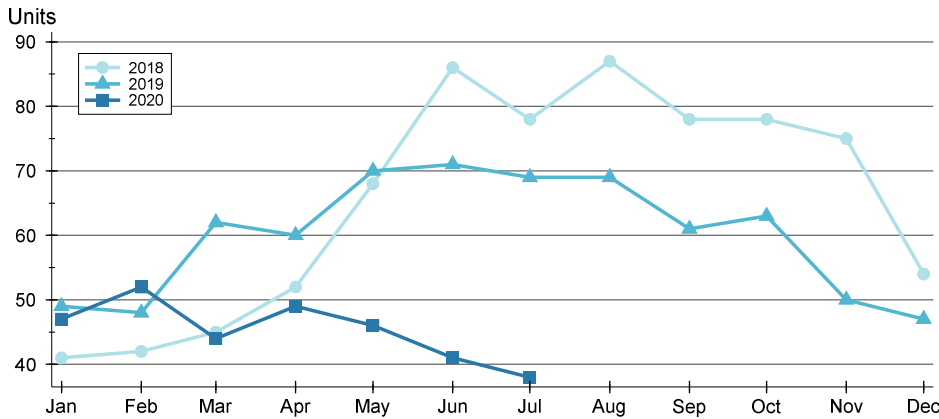
A total of 38 homes were available for sale in Douglas County (excluding Lawrence) at the end of July. This represents a 1.9 months' supply of active listings.

The median list price of homes on the market at the end of July was \$366,950, up 16.5% from 2019. The typical time on market for active listings was 56 days, up from 45 days a year earlier.

ACTIVE LISTINGS ANALYSIS

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

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	
September	78	61	
October	78	63	
November	75	50	
December	54	47	

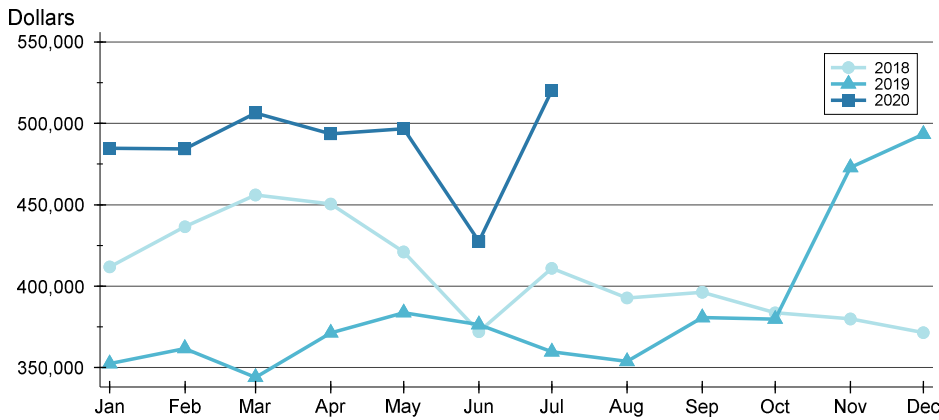
BY PRICE RANGE >>

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	2.6%	45	N/A	45,000	45,000	1	1	100.0%	100.0%
\$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	5.3%	233	0.7	116,500	116,500	24	24	100.0%	100.0%
\$150,000-\$199,999	1	2.6%	200	N/A	199,900	199,900	1	1	100.0%	100.0%
\$200,000-\$249,999	5	13.2%	1,153	5.0	230,500	239,000	50	39	96.3%	96.0%
\$250,000-\$299,999	6	15.8%	1,759	2.0	293,133	296,950	54	59	100.0%	100.0%
\$300,000-\$349,999	2	5.3%	643	0.5	321,450	321,450	168	168	99.1%	99.1%
\$350,000-\$399,999	4	10.5%	1,488	2.0	371,950	366,950	35	35	99.3%	99.3%
\$400,000-\$449,999	2	5.3%	870	2.0	434,950	434,950	70	70	96.7%	96.7%
\$450,000-\$499,999	2	5.3%	975	N/A	487,450	487,450	102	102	89.3%	89.3%
\$500,000-\$599,999	2	5.3%	1,045	2.0	522,500	522,500	52	52	100.0%	100.0%
\$600,000-\$749,999	3	7.9%	1,975	1.5	658,333	650,000	31	17	100.0%	100.0%
\$750,000-\$999,999	6	15.8%	4,989	N/A	831,483	849,950	229	194	101.0%	100.0%
\$1,000,000 and up	2	5.3%	4,400	N/A	2,200,000	2,200,000	275	275	100.0%	100.0%
All price ranges	38	100.0%	19,774	2.1	520,358	366,950	94	56	98.8%	100.0%

ACTIVE LISTINGS ANALYSIS

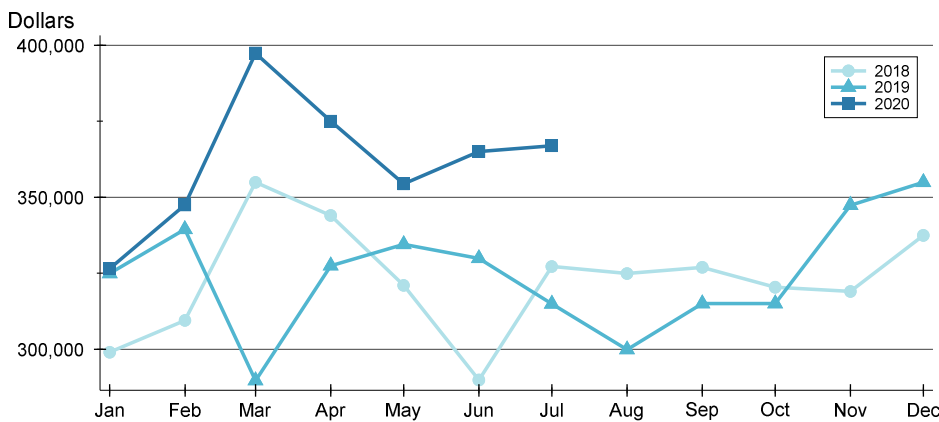
**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 8/8/2020**

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	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	392,769
September	396,284	380,739	396,284
October	383,644	379,795	383,644
November	379,872	472,927	379,872
December	371,455	493,338	371,455

MEDIAN PRICE >>

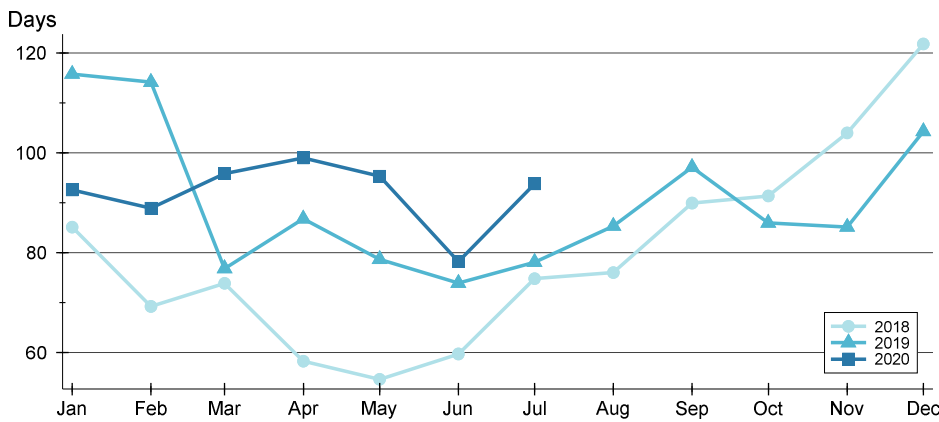


Month	2018	2019	2020
January	299,000	324,900	326,500
February	309,500	339,450	347,450
March	354,900	289,700	397,400
April	344,000	327,500	375,000
May	321,000	334,500	354,450
June	289,900	329,900	365,000
July	327,200	314,900	366,950
August	324,900	299,900	324,900
September	326,950	315,000	326,950
October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

ACTIVE LISTINGS ANALYSIS

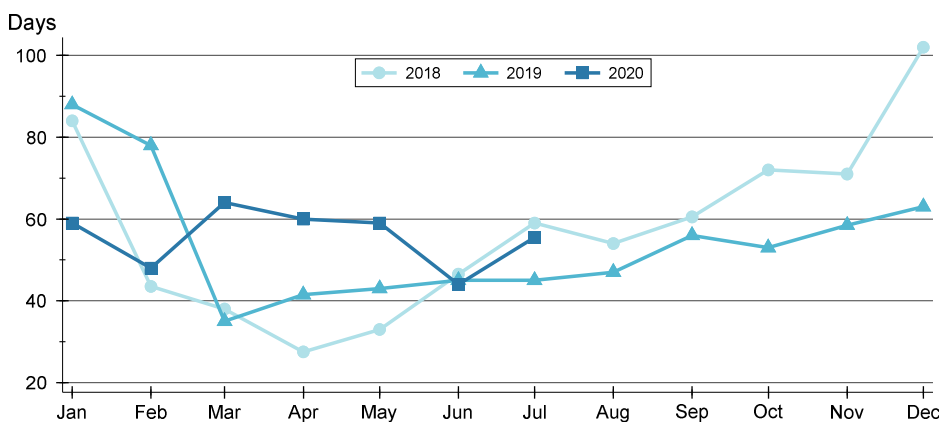
**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 8/8/2020**

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	97
September	90	97	86
October	91	86	85
November	104	85	104
December	122	104	104

MEDIAN DOM >>

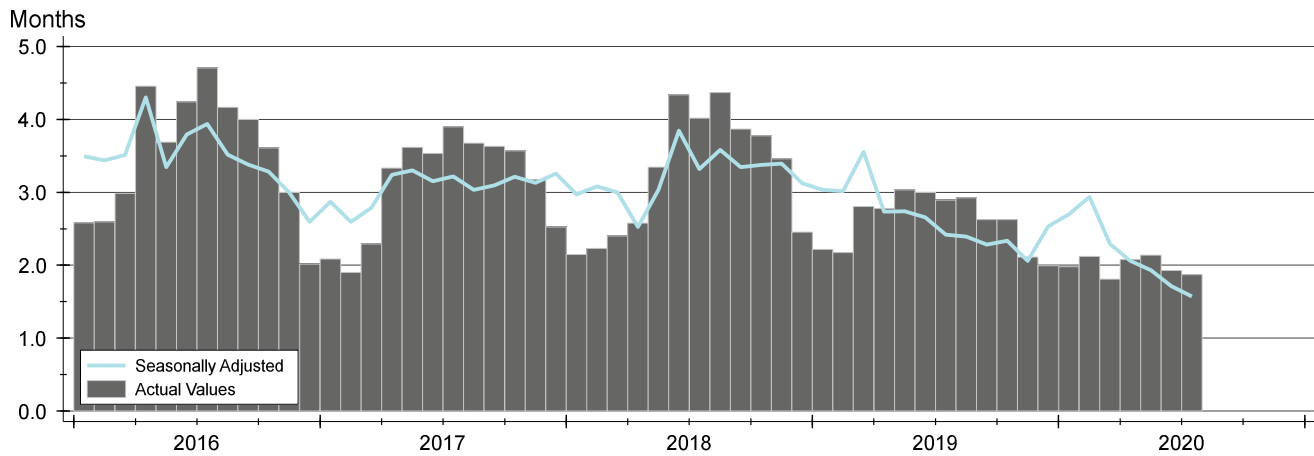


Month	2018	2019	2020
January	84	88	59
February	44	78	48
March	38	35	64
April	28	42	60
May	33	43	59
June	47	45	44
July	59	45	56
August	54	47	56
September	61	56	53
October	72	53	59
November	71	59	63
December	102	63	63

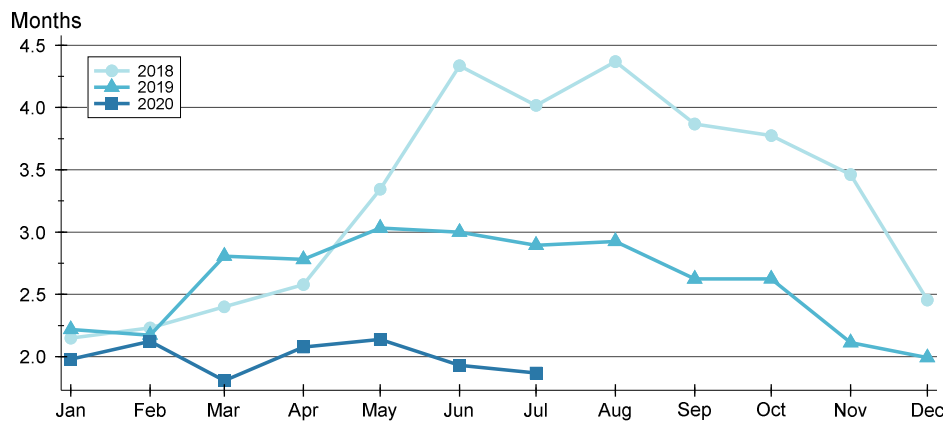
MONTHS' SUPPLY ANALYSIS

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

HISTORY >>



BY MONTH >>

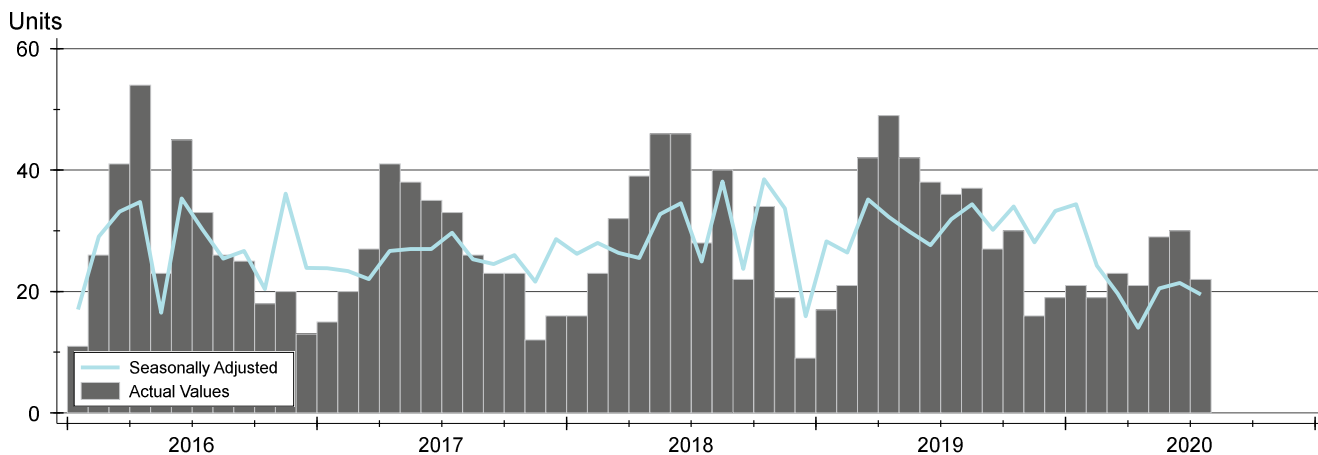


Month	2018	2019	2020
January	2.1	2.2	2.0
February	2.2	2.2	2.1
March	2.4	2.8	1.8
April	2.6	2.8	2.1
May	3.3	3.0	2.1
June	4.3	3.0	1.9
July	4.0	2.9	1.9
August	4.4	2.9	
September	3.9	2.6	
October	3.8	2.6	
November	3.5	2.1	
December	2.5	2.0	

NEW LISTINGS ANALYSIS

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

HISTORY >>



SUMMARY >>

Summary Statistics for New Listings		July		
		2020	2019	Change
Current Month	New Listings	22	36	-38.9%
	Volume (1,000s)	7,107	10,592	-32.9%
	Average List Price	323,059	294,224	9.8%
	Median List Price	277,400	254,950	8.8%
YTD	New Listings	165	245	-32.7%
	Volume (1,000s)	50,254	73,134	-31.3%
	Average List Price	304,567	298,508	2.0%
	Median List Price	269,000	250,000	7.6%

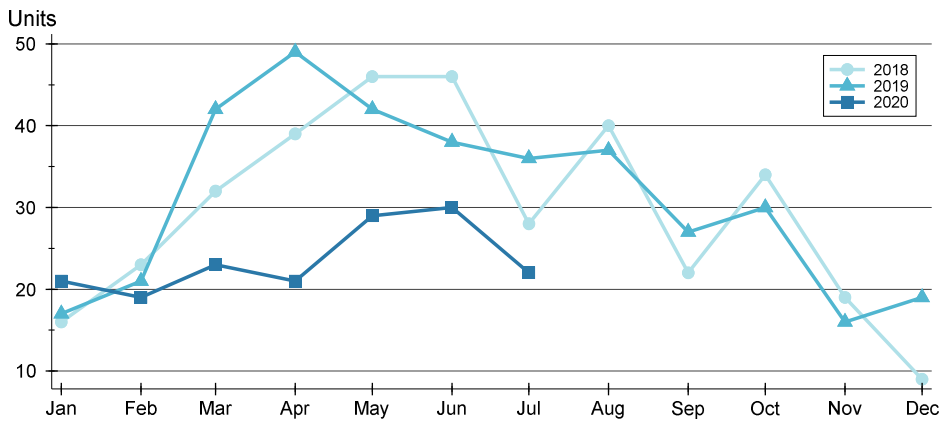
A total of 22 new listings were added in Douglas County (excluding Lawrence) during July, down 38.9% from the same month in 2019. Year-to-date Douglas County (excluding Lawrence) has seen 165 new listings.

The median list price of these homes was \$277,400 up from \$254,950 in 2019.

NEW LISTINGS ANALYSIS

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

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	30
July	28	36	22
August	40	37	19
September	22	27	16
October	34	30	19
November	19	16	9
December	9	19	9

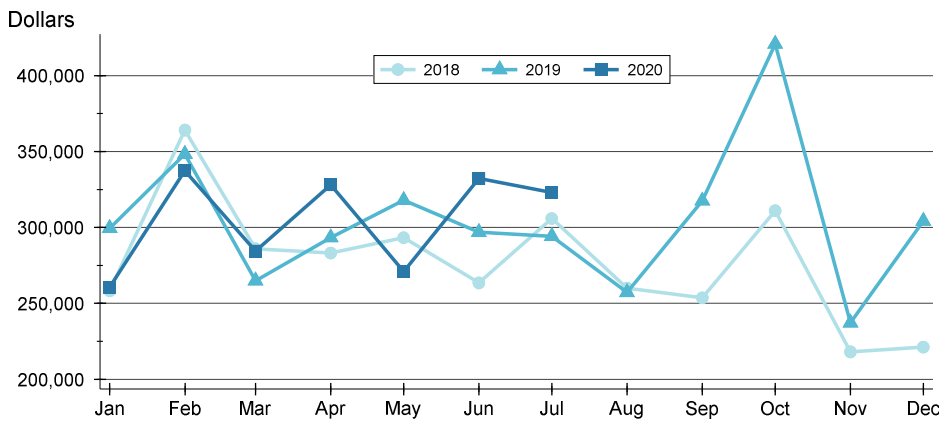
BY PRICE RANGE >>

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	9.1%	243	121,500	121,500
\$150,000-\$199,999	4	18.2%	743	185,825	196,700
\$200,000-\$249,999	3	13.6%	709	236,467	234,900
\$250,000-\$299,999	4	18.2%	1,104	275,950	277,400
\$300,000-\$349,999	1	4.5%	350	349,900	349,900
\$350,000-\$399,999	2	9.1%	763	381,500	381,500
\$400,000-\$449,999	2	9.1%	850	424,950	424,950
\$450,000-\$499,999	0	0.0%	0	N/A	N/A
\$500,000-\$599,999	2	9.1%	1,045	522,500	522,500
\$600,000-\$749,999	2	9.1%	1,300	650,000	650,000
\$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	22	100.0%	7,107	323,059	277,400

NEW LISTINGS ANALYSIS

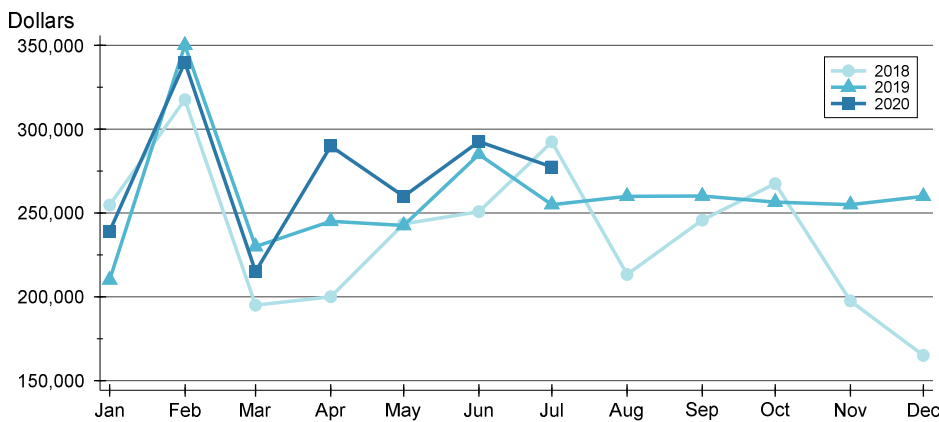
**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 8/8/2020**

AVERAGE PRICE >>



Month	2018	2019	2020
January	258,325	299,506	260,686
February	364,164	348,252	337,421
March	285,930	264,952	284,387
April	283,159	293,347	328,171
May	293,251	317,980	271,003
June	263,497	296,849	332,308
July	305,907	294,224	323,059
August	260,010	257,184	
September	253,671	317,598	
October	311,050	420,878	
November	218,074	237,261	
December	221,178	304,200	

MEDIAN PRICE >>

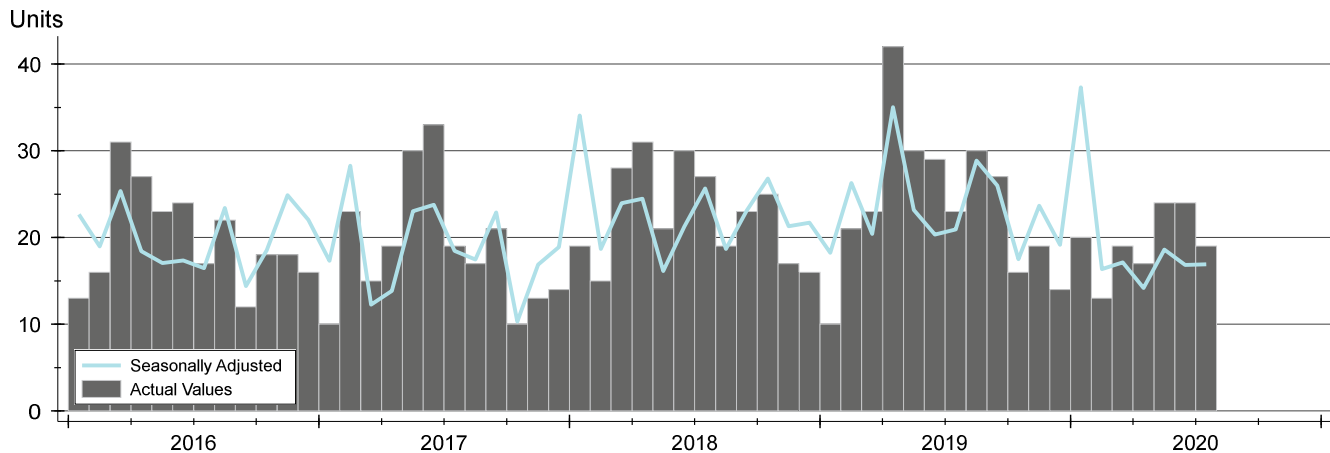


Month	2018	2019	2020
January	254,700	210,000	239,000
February	317,500	350,000	339,900
March	194,950	229,900	215,000
April	200,000	245,000	289,900
May	243,450	242,450	259,900
June	250,750	284,948	292,450
July	292,400	254,950	277,400
August	213,250	259,900	
September	245,700	259,999	
October	267,450	256,450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

CONTRACTS WRITTEN ANALYSIS

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

HISTORY >>



SUMMARY >>

Summary Statistics		July			Year-to-Date		
for Contracts Written		2020	2019	Change	2020	2019	Change
Closed Listings		19	23	-17.4%	136	178	-23.6%
Volume (1,000s)		6,507	7,137	-8.8%	39,143	48,856	-19.9%
Average	Sale Price	342,492	310,298	10.4%	287,819	274,473	4.9%
	Days on Market	26	28	-7.2%	31	36	-14.0%
	Percent of Original	98.9%	98.1%	0.8%	98.4%	97.7%	0.7%
Median	Sale Price	325,000	274,900	18.2%	257,450	235,000	9.6%
	Days on Market	6	18	-66.7%	7	12	-41.7%
	Percent of Original	100.0%	98.9%	1.2%	100.0%	99.0%	1.0%

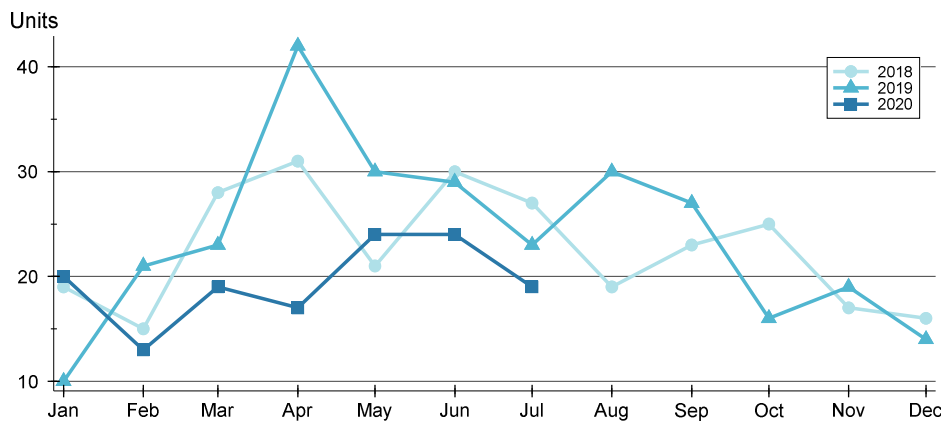
A total of 19 contracts for sale were written in Douglas County (excluding Lawrence) during the month of July, down from 23 in 2019. The median list price of these homes was \$325,000, up from \$274,900 the prior year.

Half of the homes that went under contract in July were on the market less than 6 days, compared to 18 days in July 2019.

CONTRACTS WRITTEN ANALYSIS

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

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	24
July	27	23	19
August	19	30	
September	23	27	
October	25	16	
November	17	19	
December	16	14	

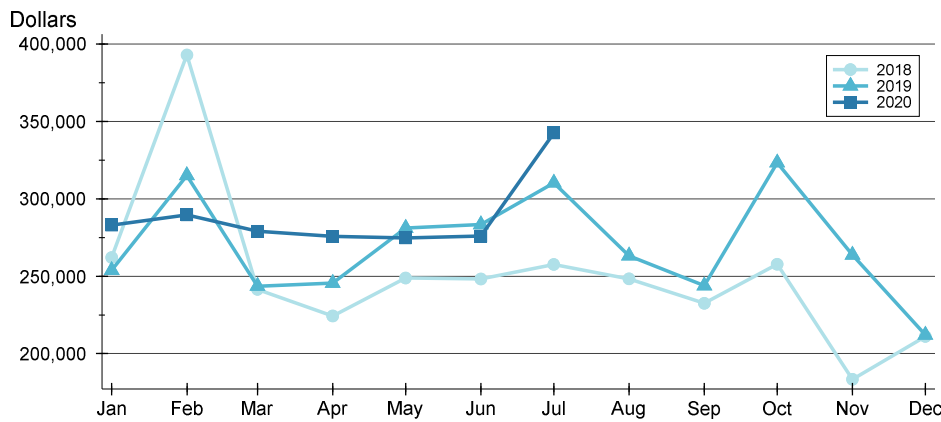
BY PRICE RANGE >>

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	2	10.5%	275	137,450	137,450	29	29	98.4%	98.4%
\$150,000-\$199,999	2	10.5%	393	196,700	196,700	5	5	101.3%	101.3%
\$200,000-\$249,999	1	5.3%	245	245,000	245,000	5	5	100.0%	100.0%
\$250,000-\$299,999	4	21.1%	1,076	269,100	263,700	18	5	100.0%	100.0%
\$300,000-\$349,999	2	10.5%	675	337,450	337,450	5	5	100.0%	100.0%
\$350,000-\$399,999	1	5.3%	364	364,000	364,000	5	5	100.0%	100.0%
\$400,000-\$449,999	3	15.8%	1,260	419,967	425,000	76	12	95.3%	96.6%
\$450,000-\$499,999	1	5.3%	479	479,000	479,000	45	45	100.0%	100.0%
\$500,000-\$599,999	2	10.5%	1,090	544,950	544,950	24	24	98.9%	98.9%
\$600,000-\$749,999	1	5.3%	650	649,950	649,950	20	20	95.4%	95.4%
\$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	19	100.0%	6,507	342,492	325,000	26	6	98.9%	100.0%

CONTRACTS WRITTEN ANALYSIS

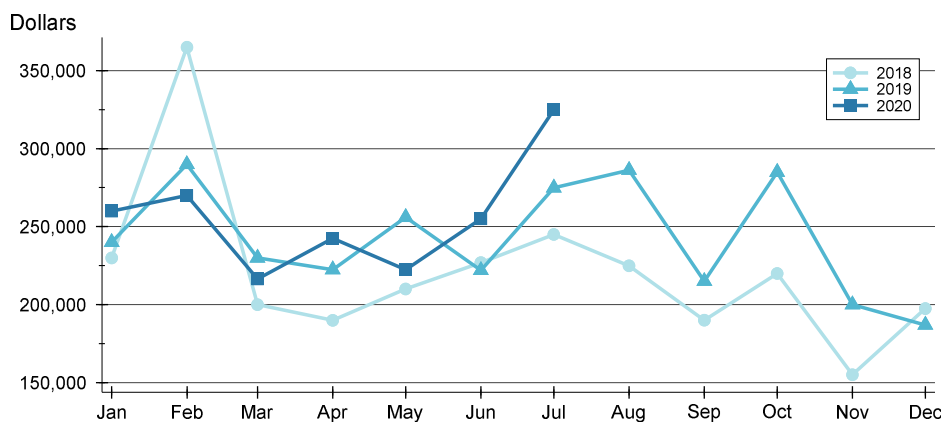
**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 8/8/2020**

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	275,921
July	257,633	310,298	342,492
August	248,324	263,210	263,210
September	232,466	243,887	243,887
October	257,714	323,309	323,309
November	183,429	263,750	263,750
December	211,119	212,057	212,057

MEDIAN PRICE >>

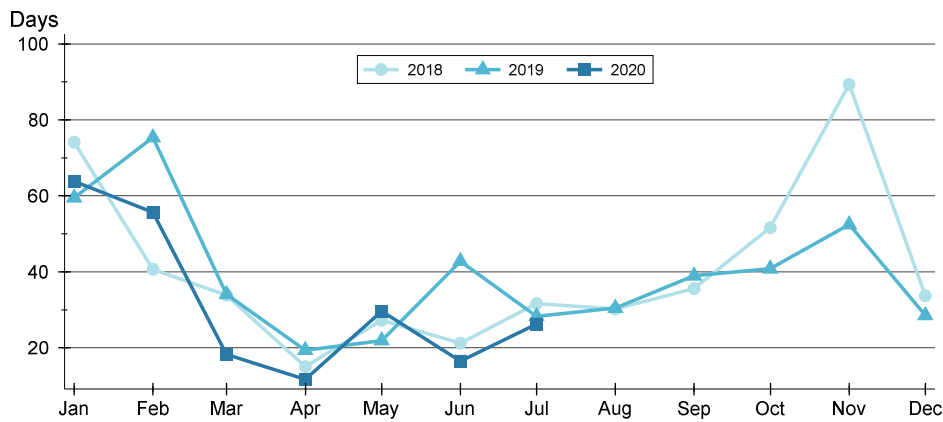


Month	2018	2019	2020
January	229,900	240,000	259,950
February	365,000	289,900	269,950
March	199,975	229,900	216,500
April	189,900	222,450	242,500
May	210,000	256,000	222,450
June	226,950	222,000	254,900
July	245,000	274,900	325,000
August	224,900	286,200	286,200
September	190,000	215,000	215,000
October	220,000	284,950	284,950
November	155,000	199,900	199,900
December	197,450	186,950	186,950

CONTRACTS WRITTEN ANALYSIS

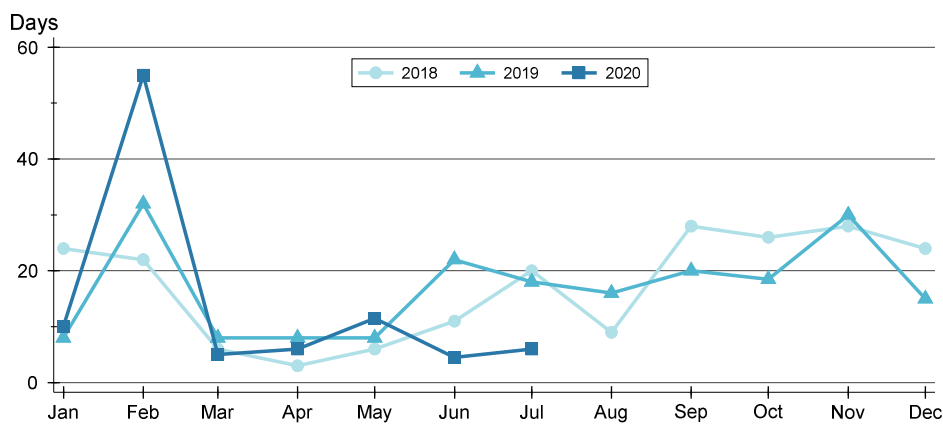
**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 8/8/2020**

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	16
July	32	28	26
August	30	30	
September	36	39	
October	52	41	
November	89	52	
December	34	29	

MEDIAN DOM >>

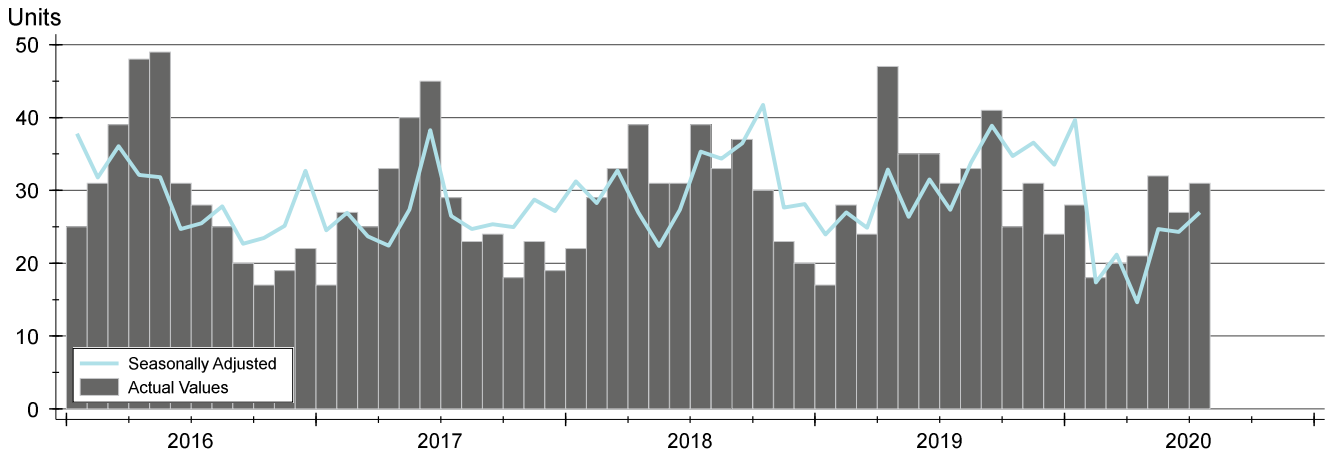


Month	2018	2019	2020
January	24	8	10
February	22	32	55
March	6	8	5
April	3	8	6
May	6	8	12
June	11	22	5
July	20	18	6
August	9	16	
September	28	20	
October	26	19	
November	28	30	
December	24	15	

PENDING CONTRACTS ANALYSIS

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

HISTORY >>



SUMMARY >>

Summary Statistics for Active Listings		End of July		
		2020	2019	Change
Active Listings		31	31	0.0%
Volume (1,000s)		9,095	9,450	-3.8%
Average	List Price	293,374	304,824	-3.8%
	Days on Market	24	43	-43.7%
	Percent of Original	99.1%	98.0%	1.1%
Median	List Price	260,000	279,900	-7.1%
	Days on Market	5	26	-80.8%
	Percent of Original	100.0%	100.0%	0.0%

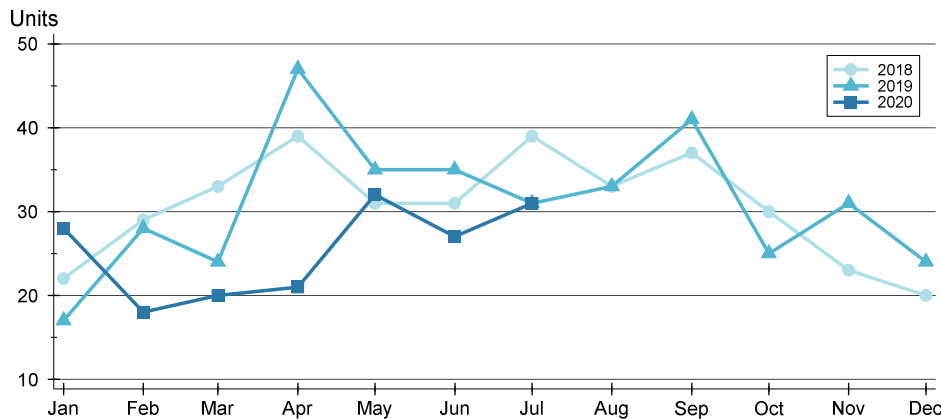
A total of 31 listings in Douglas County (excluding Lawrence) had contracts pending at the end of July, the same number of contracts pending at the end of July 2019.

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 8/8/2020**

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	33
September	37	41	37
October	30	25	30
November	23	31	23
December	20	24	20

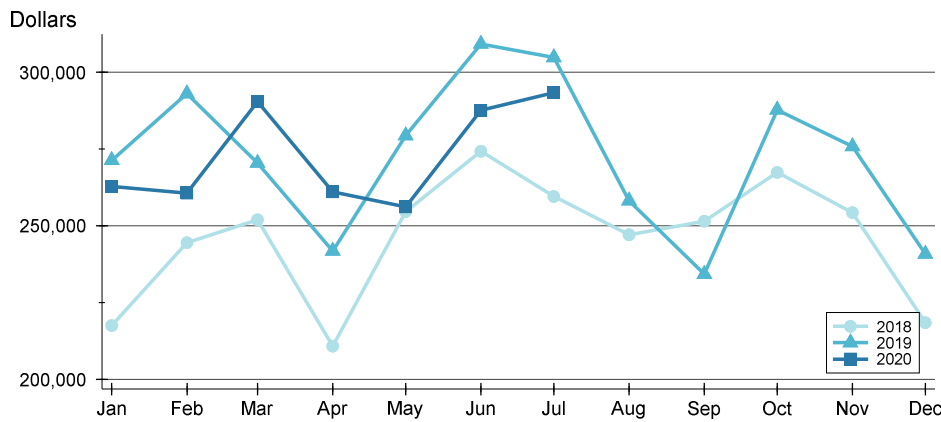
BY PRICE RANGE >>

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	4	12.9%	505	126,350	124,500	18	7	99.2%	100.0%
\$150,000-\$199,999	6	19.4%	1,070	178,283	179,900	5	3	100.0%	100.0%
\$200,000-\$249,999	3	9.7%	735	244,967	245,000	5	5	100.0%	100.0%
\$250,000-\$299,999	7	22.6%	1,884	269,129	267,500	19	6	98.9%	100.0%
\$300,000-\$349,999	3	9.7%	1,005	334,933	329,900	8	6	100.0%	100.0%
\$350,000-\$399,999	1	3.2%	364	364,000	364,000	5	5	100.0%	100.0%
\$400,000-\$449,999	2	6.5%	825	412,500	412,500	108	108	94.7%	94.7%
\$450,000-\$499,999	1	3.2%	479	479,000	479,000	45	45	100.0%	100.0%
\$500,000-\$599,999	4	12.9%	2,228	556,975	564,450	52	24	98.2%	98.9%
\$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	31	100.0%	9,095	293,374	260,000	24	5	99.1%	100.0%

PENDING CONTRACTS ANALYSIS

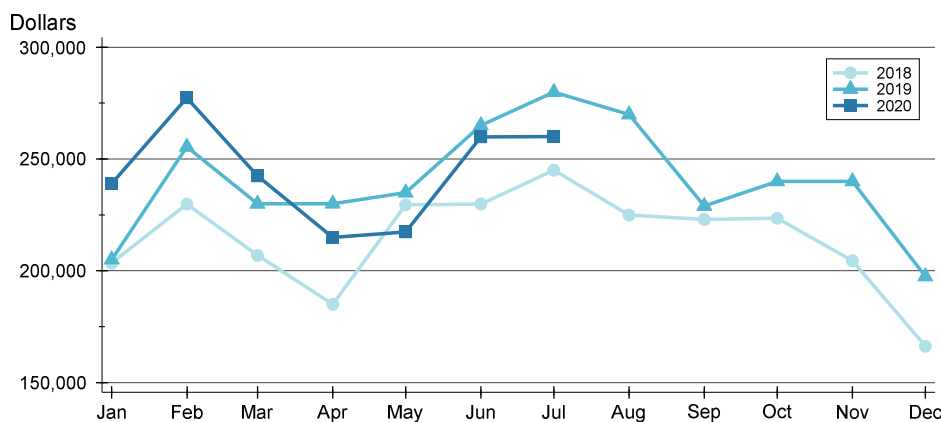
**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 8/8/2020**

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	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	251,482
September	251,482	234,262	267,400
October	267,400	287,782	254,313
November	254,313	275,829	218,440
December	218,440	240,785	

MEDIAN PRICE >>

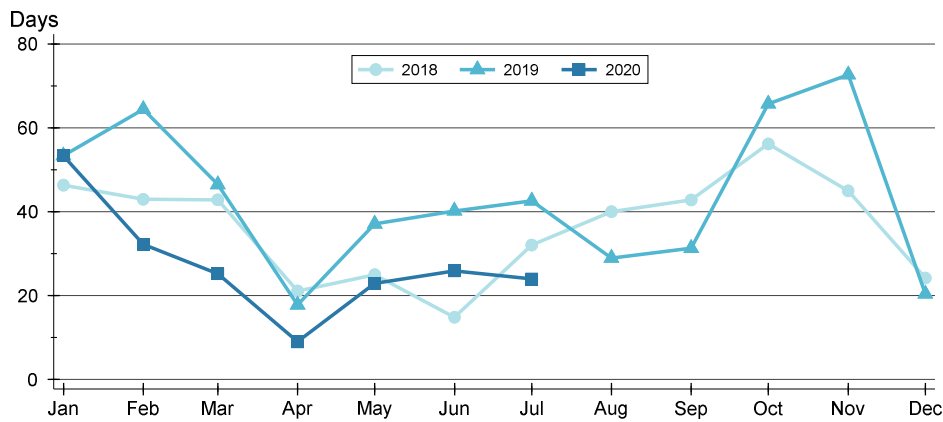


Month	2018	2019	2020
January	203,425	205,000	239,000
February	229,900	255,450	277,425
March	206,900	229,950	242,475
April	185,000	230,000	215,000
May	229,500	235,000	217,400
June	229,900	265,000	259,900
July	245,000	279,900	260,000
August	224,900	269,900	
September	222,945	229,000	
October	223,500	240,000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

PENDING CONTRACTS ANALYSIS

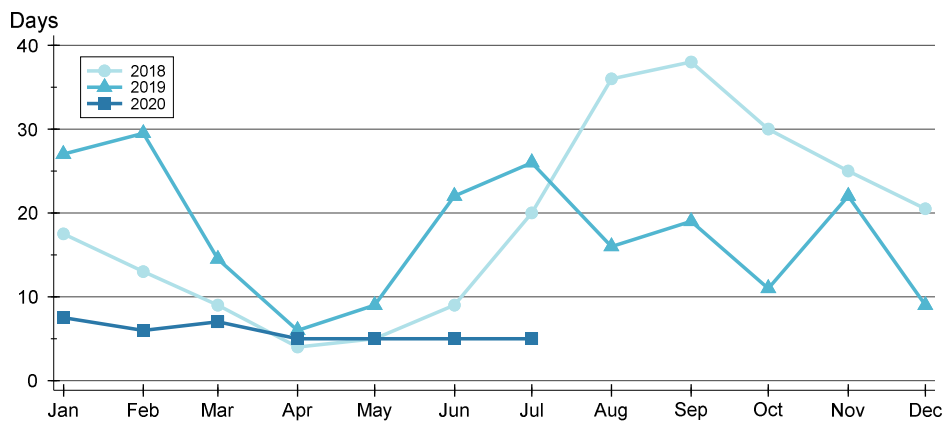
**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 8/8/2020**

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	
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	
September	38	19	
October	30	11	
November	25	22	
December	21	9	