

LAWRENCE MLS STATISTICS



MARCH 2020 >>

MARKET OVERVIEW >>

Douglas County Home Sales Fell in March

Total home sales in Douglas County (excluding Lawrence) fell last month to 15 units, compared to 19 units in March 2019. Total sales volume was \$3.5 million, down from a year earlier.

The median sale price in March was \$240,000, down from \$252,500 a year earlier. Homes that sold in March were typically on the market for 8 days and sold for 100.0% of their list prices.

Douglas County Active Listings Down at End of March

The total number of active listings in Douglas County (excluding Lawrence) at the end of March was 44 units, down from 62 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 March was \$397,400.

During March, a total of 18 contracts were written down from 23 in March 2019. At the end of the month, there were 20 contracts pending, compared to 24 at the end of March 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		March		
Summary Statistics		2020	2019	Change
Home Sales		15	19	-21.1%
Active Listings		44	62	-29.0%
Months' Supply		1.8	2.8	-35.2%
New Listings		19	42	-54.8%
Contracts Written		18	23	-21.7%
Pending Contracts		20	24	-16.7%
Sales Volume (1,000s)		3,492	5,310	-34.2%
Average	Sale Price	232,813	279,495	-16.7%
	List Price of Actives	506,364	344,061	47.2%
	Days on Market	37	51	-27.3%
	Percent of List	99.1%	98.1%	1.0%
	Percent of Original	98.4%	97.1%	1.4%
Median	Sale Price	240,000	252,500	-5.0%
	List Price of Actives	397,400	289,700	37.2%
	Days on Market	8	31	-74.2%
	Percent of List	100.0%	98.8%	1.2%
	Percent of Original	100.0%	98.1%	1.9%

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THREE-YEAR COMPARISONS

SUMMARY >>

**BREAKDOWNS BY HOME TYPE
DOUGLAS COUNTY (EXCLUDING LAWRENCE)
AS OF 4/8/2020**

March MLS Statistics By Property Type		2020			2019			2018		
		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		15	10	5	19	17	2	19	18	1
Change from prior year		-21.1%	-41.2%	150.0%	0.0%	-5.6%	100.0%	-5.0%	-5.3%	0.0%
Active Listings		44	39	5	62	56	6	45	42	3
Change from prior year		-29.0%	-30.4%	-16.7%	37.8%	33.3%	100.0%	-2.2%	0.0%	-25.0%
Months' Supply		1.8	1.8	2.6	2.8	2.6	7.2	2.4	2.4	3.3
Change from prior year		-35.2%	-33.5%	-63.8%	17.0%	11.9%	120.0%	4.8%	10.7%	-72.7%
New Listings		19	19	0	42	41	1	32	31	1
Change from prior year		-54.8%	-53.7%	-100.0%	31.3%	32.3%	0.0%	18.5%	19.2%	0.0%
Contracts Written		18	18	0	23	22	1	28	26	2
Change from prior year		-21.7%	-18.2%	-100.0%	-17.9%	-15.4%	-50.0%	86.7%	85.7%	100.0%
Pending Contracts		20	20	0	24	22	2	33	32	1
Change from prior year		-16.7%	-9.1%	-100.0%	-27.3%	-31.3%	100.0%	32.0%	39.1%	-50.0%
Sales Volume (1,000s)		3,492	1,963	1,529	5,310	4,752	558	4,529	3,806	723
Change from prior year		-34.2%	-58.7%	173.9%	17.3%	24.9%	-22.8%	2.7%	-9.6%	268.5%
Average	Sale Price	232,813	196,330	305,780	279,495	279,544	279,078	238,346	211,421	723,000
	Change from prior year	-16.7%	-29.8%	9.6%	17.3%	32.2%	-61.4%	8.2%	-4.6%	268.5%
	List Price of Actives	506,364	529,367	326,940	344,061	342,975	354,199	456,027	456,474	449,767
	Change from prior year	47.2%	54.3%	-7.7%	-24.6%	-24.9%	-21.2%	-7.2%	-11.5%	90.2%
	Days on Market	37	34	45	51	45	105	24	26	0
	Change from prior year	-27.3%	-25.3%	-57.5%	111.8%	75.8%	N/A	-53.5%	-42.6%	-100.0%
Percent of List	99.1%	98.9%	99.4%	98.1%	97.8%	101.4%	100.2%	100.2%	100.0%	
	Change from prior year	1.0%	1.2%	-1.9%	-2.1%	-2.5%	1.4%	3.1%	3.3%	0.0%
	Percent of Original	98.4%	97.9%	99.4%	97.1%	96.8%	99.9%	99.0%	98.9%	100.0%
Change from prior year	1.4%	1.2%	-0.4%	-1.9%	-2.1%	-0.1%	2.9%	3.3%	-3.2%	
Median	Sale Price	240,000	189,950	293,400	252,500	252,500	279,078	227,000	218,750	723,000
	Change from prior year	-5.0%	-24.8%	5.1%	11.2%	15.4%	-61.4%	10.8%	4.2%	268.5%
	List Price of Actives	397,400	439,000	315,000	289,700	289,000	306,198	354,900	352,450	389,900
	Change from prior year	37.2%	51.9%	2.9%	-18.4%	-18.0%	-21.5%	3.3%	-3.4%	65.5%
	Days on Market	8	8	28	31	10	105	8	11	0
	Change from prior year	-74.2%	-25.0%	-73.3%	287.5%	-4.8%	N/A	-74.2%	-59.6%	-100.0%
Percent of List	100.0%	99.8%	100.0%	98.8%	98.1%	101.4%	100.0%	100.0%	100.0%	
Change from prior year	1.2%	1.7%	-1.3%	-1.2%	-1.9%	1.4%	0.0%	0.0%	0.0%	
Percent of Original	100.0%	98.1%	100.0%	98.1%	98.1%	99.9%	100.0%	100.0%	100.0%	
Change from prior year	1.9%	0.0%	0.1%	-1.9%	-1.9%	-0.1%	0.2%	0.4%	-3.2%	

YEAR-TO-DATE STATISTICS

SUMMARY >>

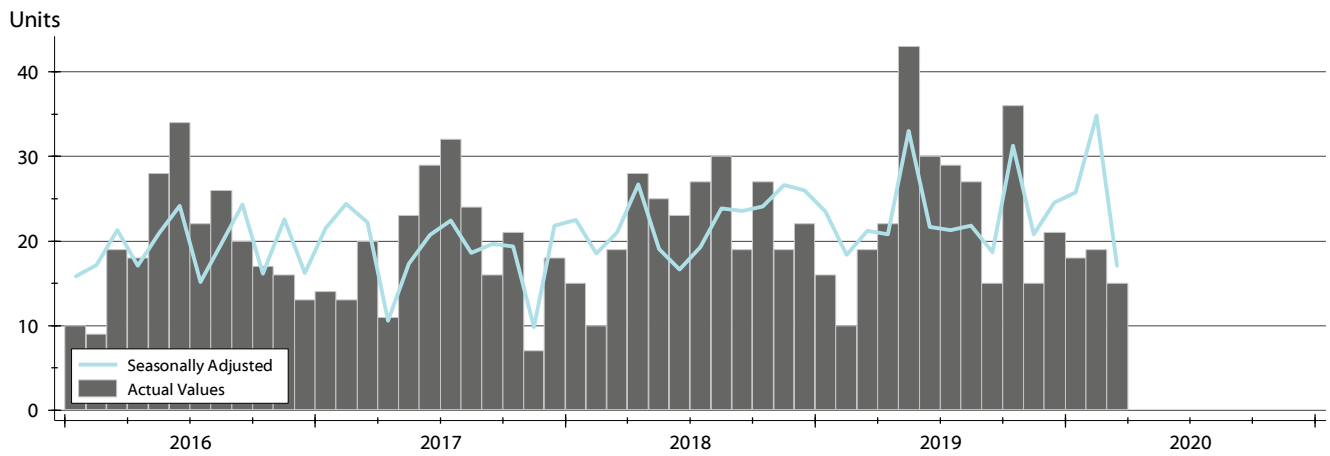
**YTD BREAKDOWNS BY HOME TYPE
DOUGLAS COUNTY (EXCLUDING LAWRENCE)
AS OF 4/8/2020**

Year-to-Date Activity		2020			2019			2018		
By Property Type		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		52	41	11	45	41	4	44	41	3
Change from prior year		15.6%	0.0%	175.0%	2.3%	0.0%	33.3%	-6.4%	-8.9%	50.0%
New Listings		59	57	2	80	76	4	71	68	3
Change from prior year		-26.2%	-25.0%	-50.0%	12.7%	11.8%	33.3%	14.5%	19.3%	-40.0%
Contracts Written		49	42	7	54	49	5	62	60	2
Change from prior year		-9.3%	-14.3%	40.0%	-12.9%	-18.3%	150.0%	29.2%	36.4%	-50.0%
Sales Volume (1,000s)		13,429	9,821	3,609	11,496	10,245	1,251	11,636	10,430	1,206
Change from prior year		16.8%	-4.1%	188.5%	-1.2%	-1.8%	3.7%	10.2%	3.3%	162.1%
Average	Sale Price	258,259	239,530	328,064	255,469	249,889	312,664	264,465	254,397	402,058
	Change from prior year	1.1%	-4.1%	4.9%	-3.4%	-1.8%	-22.2%	17.7%	13.3%	74.7%
	Days on Market	46	23	131	56	51	110	47	46	62
	Change from prior year	-17.7%	-53.9%	18.7%	19.4%	10.6%	78.8%	-14.7%	-5.0%	-70.2%
	Percent of List	98.2%	98.0%	99.0%	98.1%	98.0%	100.0%	99.6%	99.5%	100.7%
Change from prior year	0.1%	0.0%	-1.0%	-1.4%	-1.6%	-0.7%	2.0%	2.1%	-0.2%	
Median	Percent of Original	97.0%	97.0%	96.7%	96.4%	96.2%	98.5%	98.5%	98.4%	100.5%
	Change from prior year	0.6%	0.9%	-1.8%	-2.2%	-2.3%	-2.0%	2.3%	2.5%	-2.0%
	Sale Price	238,500	204,950	300,000	230,000	223,000	323,750	227,950	227,000	259,900
	Change from prior year	3.7%	-8.1%	-7.3%	0.9%	-1.8%	24.6%	9.1%	8.6%	13.0%
	Days on Market	12	9	53	31	27	105	17	16	74
Change from prior year	-62.9%	-66.7%	-49.5%	87.9%	68.8%	41.9%	-31.3%	-27.3%	-64.3%	
Percent of List	Change from prior year	0.6%	-0.1%	0.4%	-0.8%	-1.0%	-0.4%	1.0%	1.0%	-0.9%
	Percent of Original	98.6%	98.2%	100.0%	98.0%	98.0%	97.5%	99.6%	99.4%	100.0%
	Change from prior year	0.6%	0.1%	2.5%	-1.6%	-1.4%	-2.5%	1.4%	1.3%	-2.5%

CLOSED LISTINGS ANALYSIS

**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 4/8/2020**

HISTORY >>



SUMMARY >>

Summary Statistics		March			Year-to-Date		
for Closed Listings		2020	2019	Change	2020	2019	Change
Closed Listings		15	19	-21.1%	52	45	15.6%
Volume (1,000s)		3,492	5,310	-34.2%	13,429	11,496	16.8%
Average	Sale Price	232,813	279,495	-16.7%	258,259	255,469	1.1%
	Days on Market	37	51	-27.3%	46	56	-17.7%
	Percent of List	99.1%	98.1%	1.0%	98.2%	98.1%	0.1%
	Percent of Original	98.4%	97.1%	1.4%	97.0%	96.4%	0.6%
Median	Sale Price	240,000	252,500	-5.0%	238,500	230,000	3.7%
	Days on Market	8	31	-74.2%	12	31	-62.9%
	Percent of List	100.0%	98.8%	1.2%	99.8%	99.2%	0.6%
	Percent of Original	100.0%	98.1%	1.9%	98.6%	98.0%	0.6%

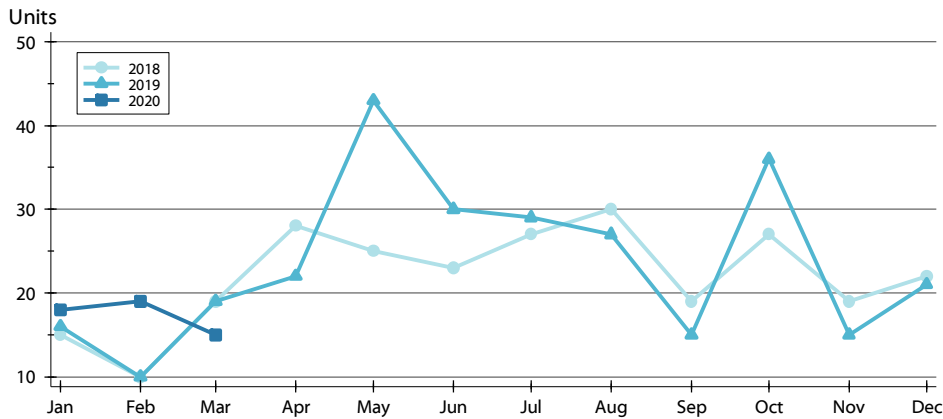
A total of 15 homes sold in Douglas County (excluding Lawrence) in March, down from 19 units in March 2019. Total sales volume fell to \$3.5 million compared to \$5.3 million in the previous year.

The median sales price in March was \$240,000, down 5.0% compared to the prior year. Median days on market was 8 days, down from 12 days in February, and down from 31 in March 2019.

CLOSED LISTINGS ANALYSIS

**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 4/8/2020**

BY MONTH >>



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

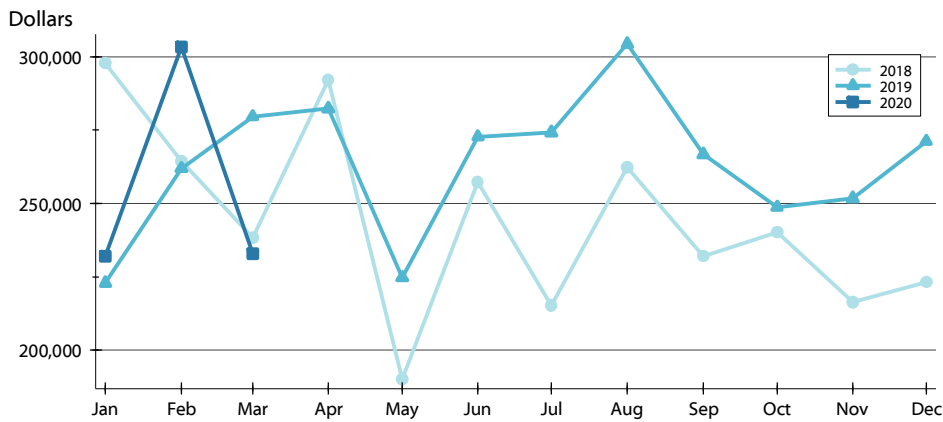
BY PRICE RANGE >>

Price Range	Sales			Sale Price		Days on Market		Price as % of List		Price as % of Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median	Average	Median
Below \$50,000	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$50,000-\$99,999	2	13.3%	177	88,500	88,500	20	20	95.8%	95.8%	95.8%	95.8%
\$100,000-\$149,999	2	13.3%	289	144,250	144,250	101	101	98.0%	98.0%	93.3%	93.3%
\$150,000-\$199,999	2	13.3%	380	189,950	189,950	3	3	100.8%	100.8%	100.8%	100.8%
\$200,000-\$249,999	2	13.3%	478	239,000	239,000	4	4	102.0%	102.0%	102.0%	102.0%
\$250,000-\$299,999	5	33.3%	1,457	291,360	293,400	32	8	99.4%	100.0%	99.4%	100.0%
\$300,000-\$349,999	1	6.7%	340	340,000	340,000	74	74	95.8%	95.8%	95.8%	95.8%
\$350,000-\$399,999	1	6.7%	372	372,000	372,000	72	72	100.0%	100.0%	100.0%	100.0%
\$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	15	100.0%	3,492	232,813	240,000	37	8	99.1%	100.0%	98.4%	100.0%

CLOSED LISTINGS ANALYSIS

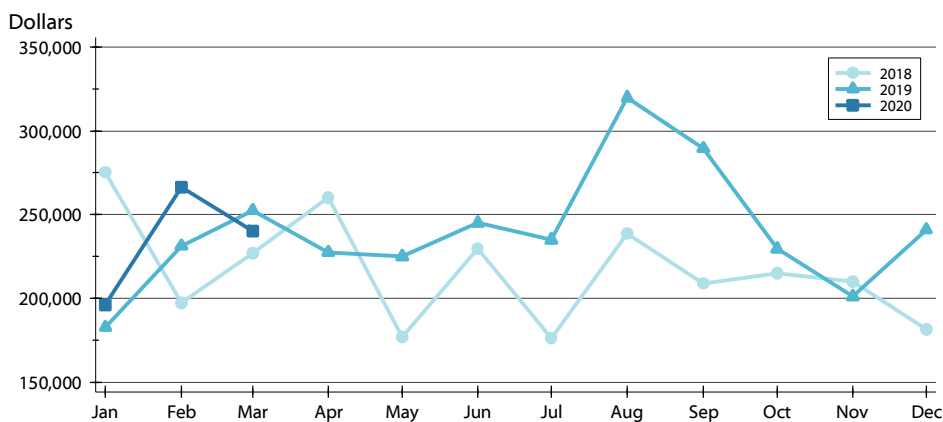
**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 4/8/2020**

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	232,813
April	292,061	282,314	
May	190,310	224,797	
June	257,307	272,675	
July	215,194	274,159	
August	262,347	304,310	
September	231,984	266,693	
October	240,019	248,731	
November	216,284	251,758	
December	223,123	271,190	

MEDIAN PRICE >>

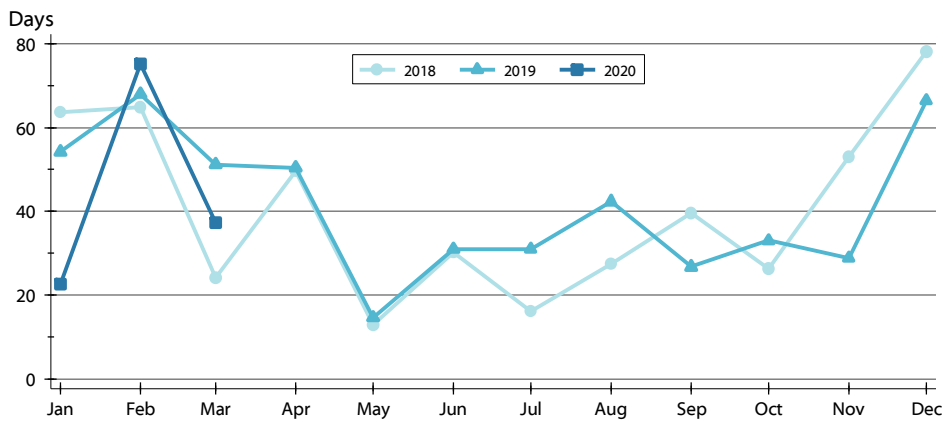


Month	2018	2019	2020
January	275,000	182,725	196,175
February	197,388	231,250	266,300
March	227,000	252,500	240,000
April	259,950	227,400	
May	177,000	225,000	
June	229,500	244,950	
July	176,000	235,000	
August	238,500	319,900	
September	209,000	289,500	
October	215,000	229,500	
November	210,000	201,000	
December	181,400	241,000	

CLOSED LISTINGS ANALYSIS

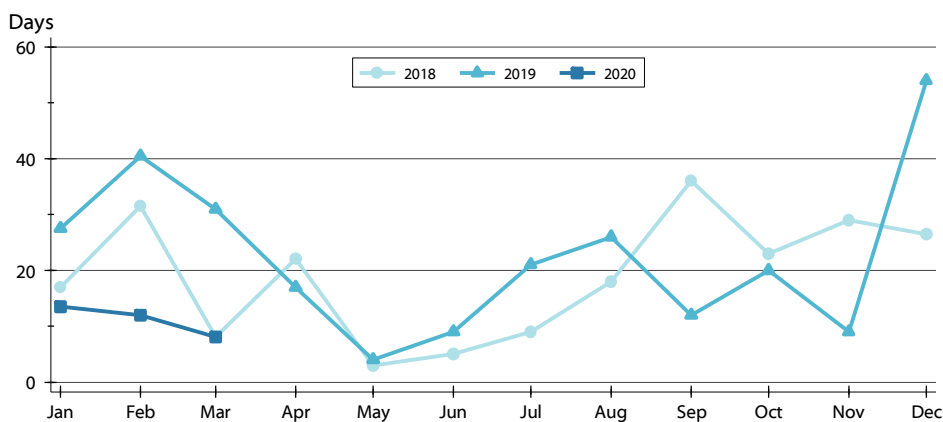
**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 4/8/2020**

AVERAGE DOM >>



Month	2018	2019	2020
January	64	54	23
February	65	68	75
March	24	51	37
April	50	50	
May	13	15	
June	30	31	
July	16	31	
August	27	42	
September	40	27	
October	26	33	
November	53	29	
December	78	66	

MEDIAN DOM >>

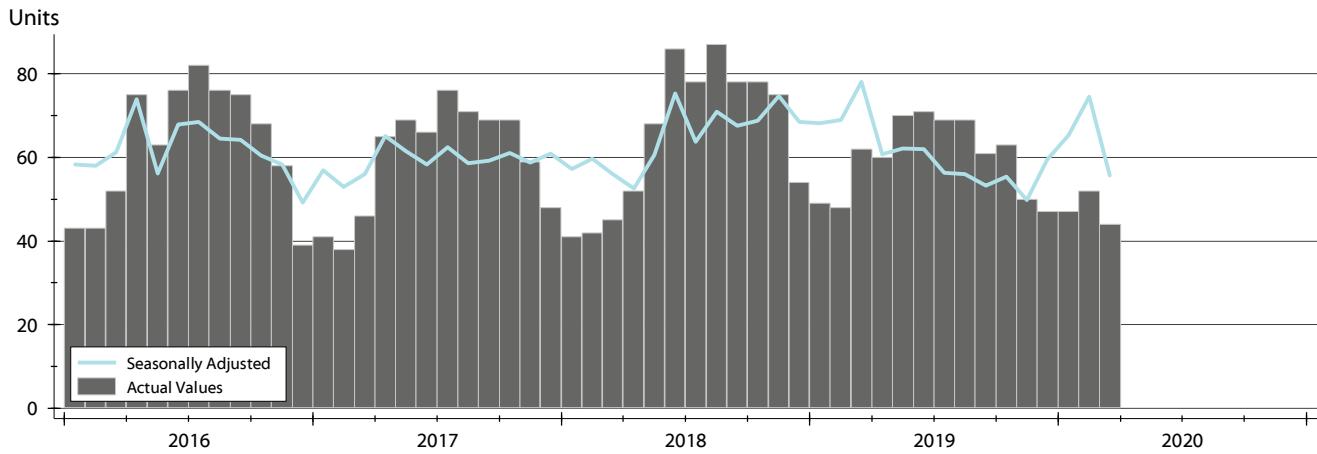


Month	2018	2019	2020
January	17	28	14
February	32	41	12
March	8	31	8
April	22	17	
May	3	4	
June	5	9	
July	9	21	
August	18	26	
September	36	12	
October	23	20	
November	29	9	
December	27	54	

ACTIVE LISTINGS ANALYSIS

**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 4/8/2020**

HISTORY >>



SUMMARY >>

Summary Statistics		End of March		
for Active Listings		2020	2019	Change
Active Listings		44	62	-29.0%
Months' Supply		1.8	2.8	-35.2%
Volume (1,000s)		22,280	21,332	4.4%
Average	List Price	506,364	344,061	47.2%
	Days on Market	96	77	24.7%
	Percent of Original	99.6%	98.5%	1.0%
Median	List Price	397,400	289,700	37.2%
	Days on Market	64	35	82.9%
	Percent of Original	100.0%	100.0%	0.0%

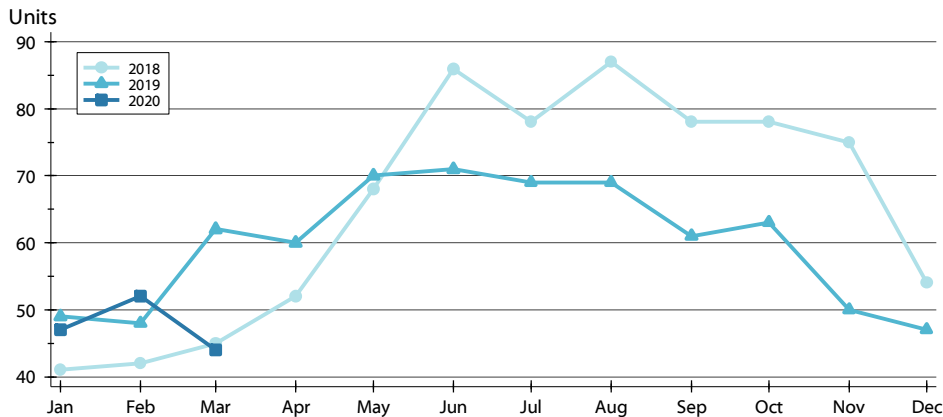
A total of 44 homes were available for sale in Douglas County (excluding Lawrence) at the end of March. This represents a 1.8 months' supply of active listings.

The median list price of homes on the market at the end of March was \$397,400, up 37.2% from 2019. The typical time on market for active listings was 64 days, up from 35 days a year earlier.

ACTIVE LISTINGS ANALYSIS

**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 4/8/2020**

BY MONTH >>



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

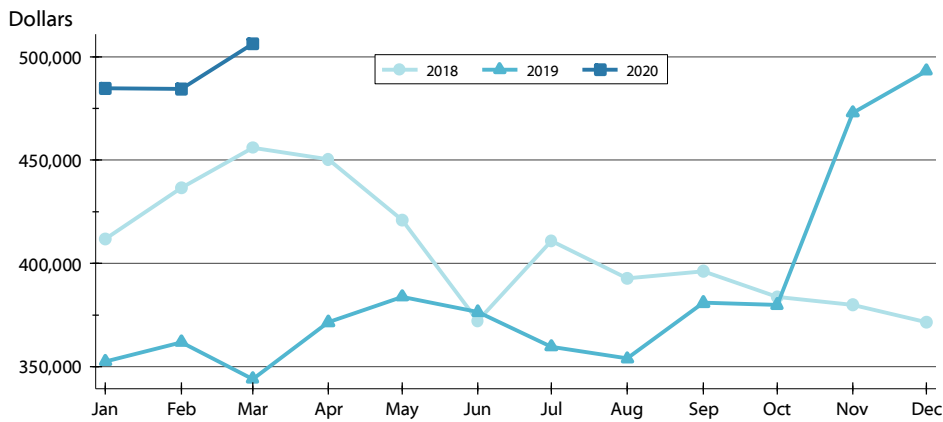
BY PRICE RANGE >>

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	2.3%	45	N/A	45,000	45,000	1	1	100.0%	100.0%
\$50,000-\$99,999	2	4.5%	155	1.0	77,450	77,450	119	119	88.9%	88.9%
\$100,000-\$149,999	2	4.5%	250	1.0	125,000	125,000	31	31	100.0%	100.0%
\$150,000-\$199,999	3	6.8%	539	1.5	179,633	179,900	13	2	99.1%	100.0%
\$200,000-\$249,999	2	4.5%	425	1.0	212,500	212,500	21	21	100.0%	100.0%
\$250,000-\$299,999	4	9.1%	1,116	0.8	279,100	278,750	89	91	99.1%	100.0%
\$300,000-\$349,999	5	11.4%	1,616	5.0	323,260	325,000	195	77	105.2%	100.0%
\$350,000-\$399,999	4	9.1%	1,504	4.0	375,925	374,900	65	53	99.7%	100.0%
\$400,000-\$449,999	2	4.5%	859	N/A	429,500	429,500	80	80	96.7%	96.7%
\$450,000-\$499,999	2	4.5%	940	N/A	470,000	470,000	87	87	98.9%	98.9%
\$500,000-\$599,999	6	13.6%	3,277	N/A	546,167	547,000	73	59	99.0%	100.0%
\$600,000-\$749,999	3	6.8%	2,060	N/A	686,633	689,900	61	50	100.0%	100.0%
\$750,000-\$999,999	6	13.6%	5,094	N/A	848,983	849,950	165	160	100.0%	100.0%
\$1,000,000 and up	2	4.5%	4,400	N/A	2,200,000	2,200,000	153	153	100.0%	100.0%
All price ranges	44	100.0%	22,280	2.9	506,364	397,400	96	64	99.6%	100.0%

ACTIVE LISTINGS ANALYSIS

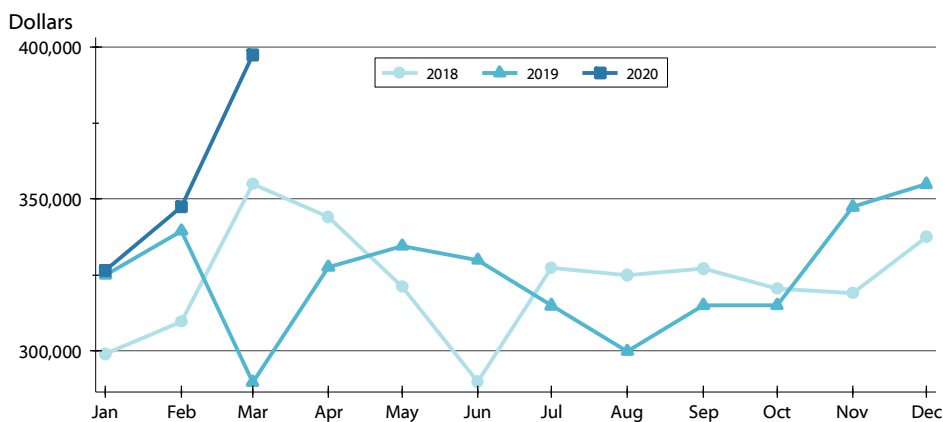
**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 4/8/2020**

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	
May	421,058	383,726	
June	372,055	376,416	
July	410,954	359,671	
August	392,769	353,781	
September	396,284	380,739	
October	383,644	379,795	
November	379,872	472,927	
December	371,455	493,338	

MEDIAN PRICE >>

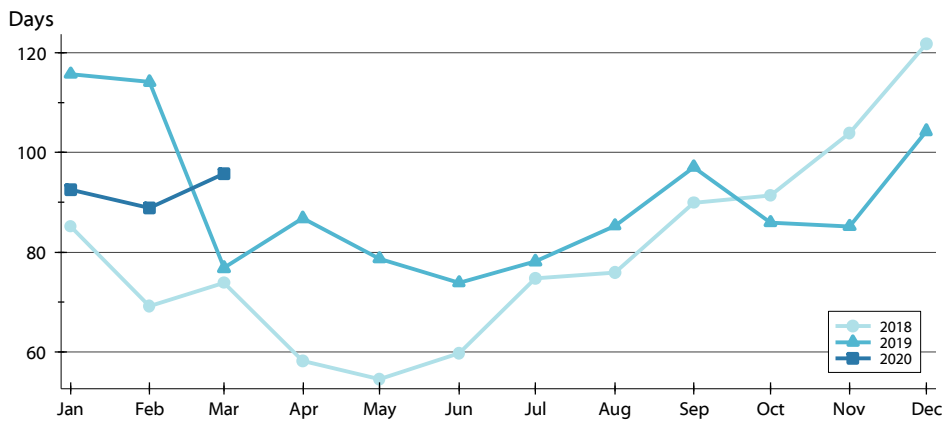


Month	2018	2019	2020
January	299,000	324,900	326,500
February	309,500	339,450	347,450
March	354,900	289,700	397,400
April	344,000	327,500	
May	321,000	334,500	
June	289,900	329,900	
July	327,200	314,900	
August	324,900	299,900	
September	326,950	315,000	
October	320,400	315,000	
November	319,000	347,400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

ACTIVE LISTINGS ANALYSIS

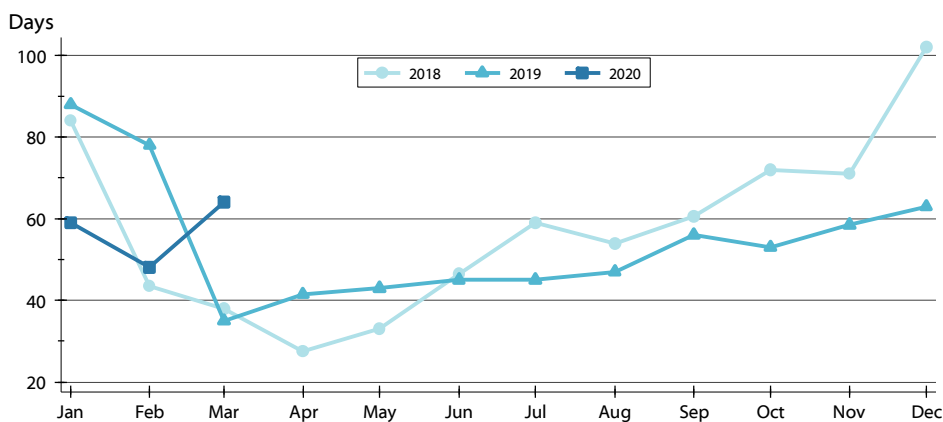
**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 4/8/2020**

AVERAGE DOM >>



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

MEDIAN DOM >>

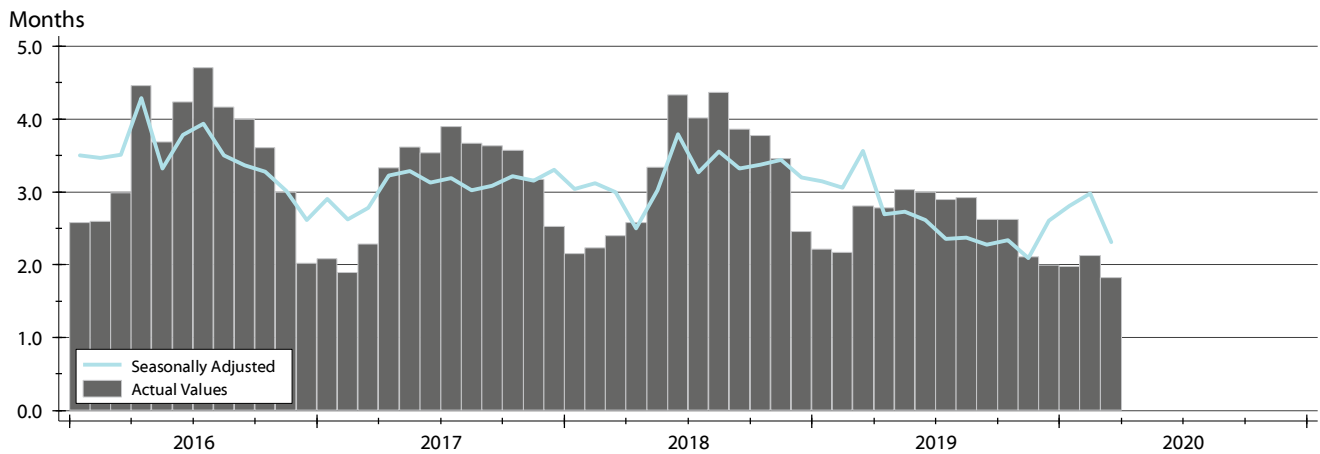


Month	2018	2019	2020
January	84	88	59
February	44	78	48
March	38	35	64
April	28	42	
May	33	43	
June	47	45	
July	59	45	
August	54	47	
September	61	56	
October	72	53	
November	71	59	
December	102	63	

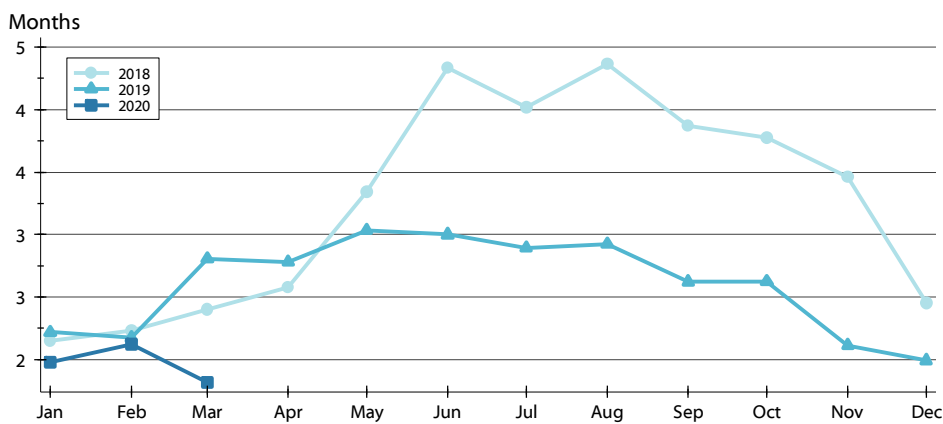
MONTHS' SUPPLY ANALYSIS

**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 4/8/2020**

HISTORY >>



BY MONTH >>

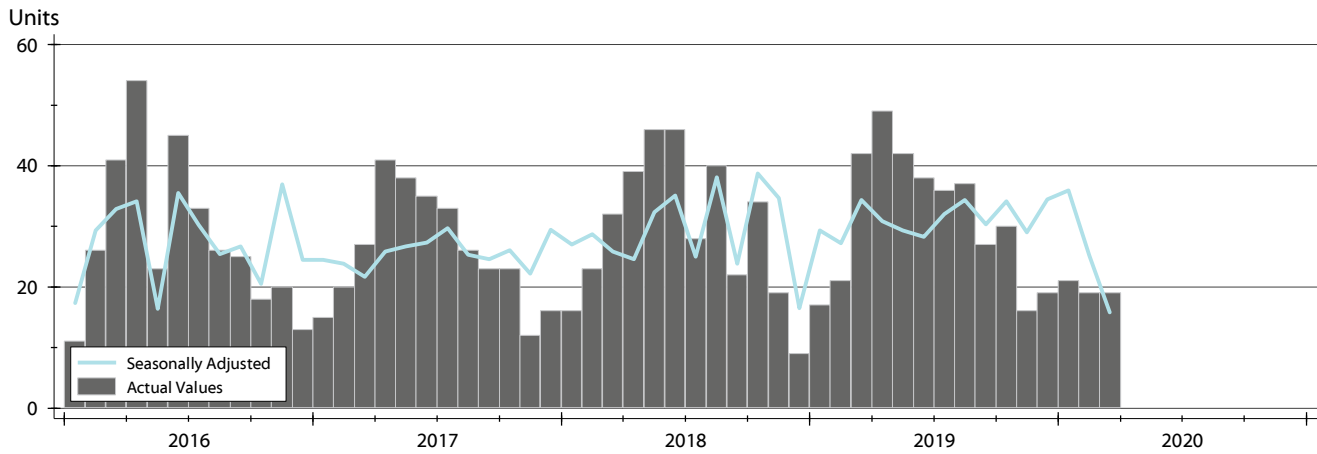


Month	2018	2019	2020
January	2.1	2.2	2.0
February	2.2	2.2	2.1
March	2.4	2.8	1.8
April	2.6	2.8	
May	3.3	3.0	
June	4.3	3.0	
July	4.0	2.9	
August	4.4	2.9	
September	3.9	2.6	
October	3.8	2.6	
November	3.5	2.1	
December	2.5	2.0	

NEW LISTINGS ANALYSIS

**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 4/8/2020**

HISTORY >>



SUMMARY >>

Summary Statistics for New Listings		March		
		2020	2019	Change
Current Month	New Listings	19	42	-54.8%
	Volume (1,000s)	5,895	11,128	-47.0%
	Average List Price	310,242	264,952	17.1%
	Median List Price	215,000	229,900	-6.5%
YTD	New Listings	59	80	-26.3%
	Volume (1,000s)	17,806	23,533	-24.3%
	Average List Price	301,797	294,161	2.6%
	Median List Price	269,000	242,000	11.2%

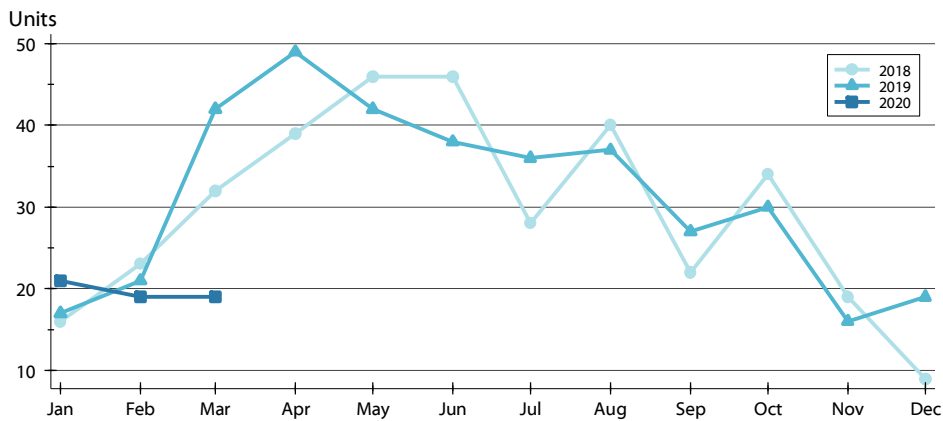
A total of 19 new listings were added in Douglas County (excluding Lawrence) during March, down 54.8% from the same month in 2019. Year-to-date Douglas County (excluding Lawrence) has seen 59 new listings.

The median list price of these homes was \$215,000 down from \$229,900 in 2019.

NEW LISTINGS ANALYSIS

**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 4/8/2020**

BY MONTH >>



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

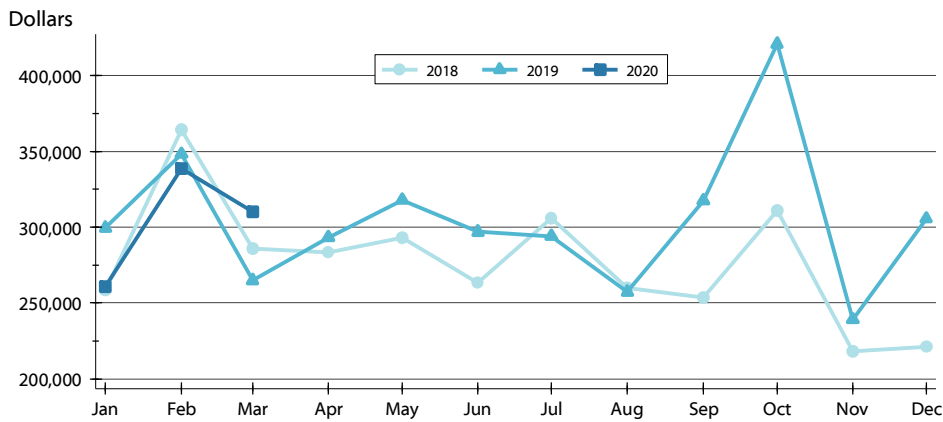
BY PRICE RANGE >>

Price Range	New Listings			List Price	
	Number	Percent	Volume	Average	Median
Below \$50,000	0	0.0%	0	N/A	N/A
\$50,000-\$99,999	0	0.0%	0	N/A	N/A
\$100,000-\$149,999	4	21.1%	490	122,488	127,475
\$150,000-\$199,999	5	26.3%	923	184,570	180,000
\$200,000-\$249,999	2	10.5%	440	220,000	220,000
\$250,000-\$299,999	0	0.0%	0	N/A	N/A
\$300,000-\$349,999	1	5.3%	340	339,900	339,900
\$350,000-\$399,999	2	10.5%	729	364,500	364,500
\$400,000-\$449,999	1	5.3%	430	429,900	429,900
\$450,000-\$499,999	0	0.0%	0	N/A	N/A
\$500,000-\$599,999	2	10.5%	1,098	549,000	549,000
\$600,000-\$749,999	1	5.3%	695	695,000	695,000
\$750,000-\$999,999	1	5.3%	750	750,000	750,000
\$1,000,000 and up	0	0.0%	0	N/A	N/A
All price ranges	19	100.0%	5,895	310,242	215,000

NEW LISTINGS ANALYSIS

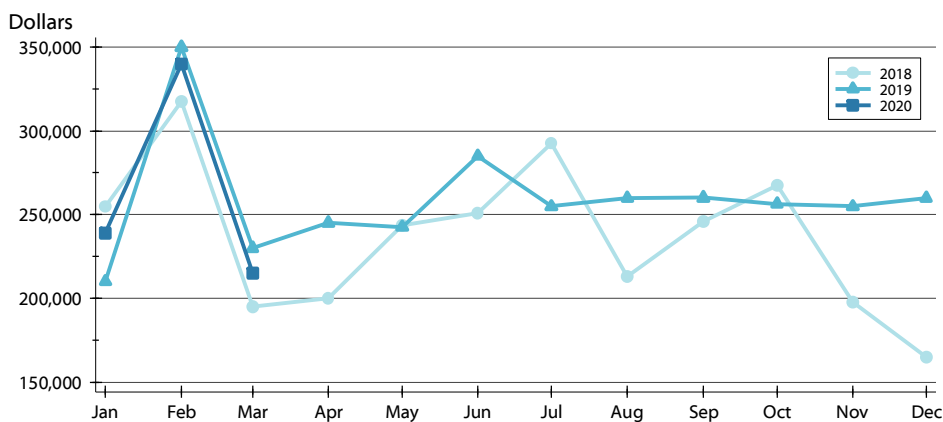
**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 4/8/2020**

AVERAGE PRICE >>



Month	2018	2019	2020
January	258,325	299,506	260,686
February	364,164	348,252	338,789
March	285,930	264,952	310,242
April	283,159	293,347	
May	293,251	317,980	
June	263,497	296,849	
July	305,907	294,224	
August	260,010	257,184	
September	253,671	317,598	
October	311,050	421,045	
November	218,074	239,136	
December	221,178	305,516	

MEDIAN PRICE >>

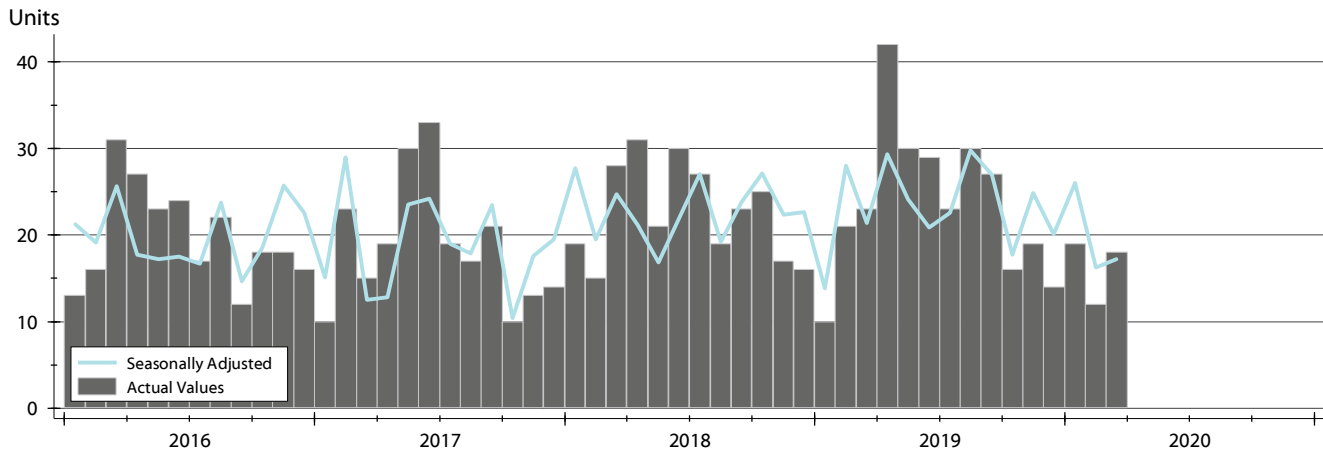


Month	2018	2019	2020
January	254,700	210,000	239,000
February	317,500	350,000	339,900
March	194,950	229,900	215,000
April	200,000	245,000	
May	243,450	242,450	
June	250,750	284,948	
July	292,400	254,950	
August	213,250	259,900	
September	245,700	259,999	
October	267,450	256,450	
November	197,500	254,950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

CONTRACTS WRITTEN ANALYSIS

DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 4/8/2020

HISTORY >>



SUMMARY >>

Summary Statistics		March			Year-to-Date		
for Contracts Written		2020	2019	Change	2020	2019	Change
Closed Listings		18	23	-21.7%	49	54	-9.3%
Volume (1,000s)		4,785	5,603	-14.6%	13,567	14,757	-8.1%
Average	Sale Price	265,850	243,609	9.1%	276,883	273,282	1.3%
	Days on Market	19	34	-43.9%	47	55	-13.8%
	Percent of Original	99.2%	98.5%	0.7%	97.6%	97.4%	0.2%
Median	Sale Price	215,000	229,900	-6.5%	239,000	249,950	-4.4%
	Days on Market	5	8	-37.5%	10	11	-9.1%
	Percent of Original	100.0%	100.0%	0.0%	100.0%	99.6%	0.4%

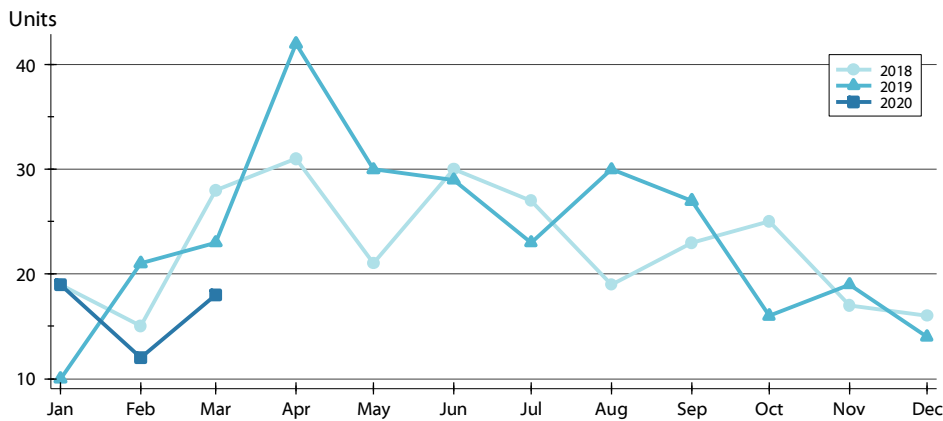
A total of 18 contracts for sale were written in Douglas County (excluding Lawrence) during the month of March, down from 23 in 2019. The median list price of these homes was \$215,000, down from \$229,900 the prior

Half of the homes that went under contract in March were on the market less than 5 days, compared to 8 days in March 2019.

CONTRACTS WRITTEN ANALYSIS

**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 4/8/2020**

BY MONTH >>



Month	2018	2019	2020
January	19	10	19
February	15	21	12
March	28	23	18
April	31	42	
May	21	30	
June	30	29	
July	27	23	
August	19	30	
September	23	27	
October	25	16	
November	17	19	
December	16	14	

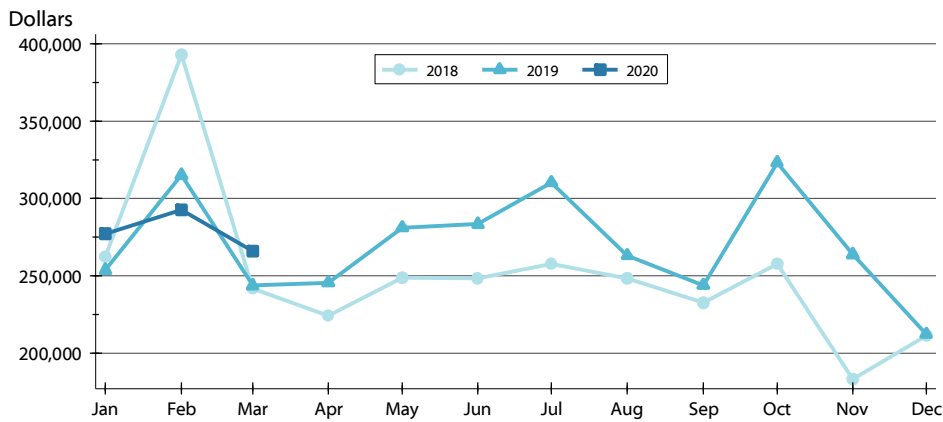
BY PRICE RANGE >>

Price Range	Contracts Written			List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median
Below \$50,000	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
\$50,000-\$99,999	1	5.6%	85	85,000	85,000	37	37	96.5%	96.5%
\$100,000-\$149,999	3	16.7%	355	118,317	120,000	5	5	100.0%	100.0%
\$150,000-\$199,999	4	22.2%	763	190,638	196,800	3	3	100.0%	100.0%
\$200,000-\$249,999	3	16.7%	655	218,333	215,000	6	2	98.5%	100.0%
\$250,000-\$299,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
\$300,000-\$349,999	1	5.6%	313	313,000	313,000	35	35	95.3%	95.3%
\$350,000-\$399,999	2	11.1%	725	362,500	362,500	9	9	100.0%	100.0%
\$400,000-\$449,999	2	11.1%	840	419,900	419,900	25	25	100.0%	100.0%
\$450,000-\$499,999	1	5.6%	465	465,000	465,000	30	30	100.0%	100.0%
\$500,000-\$599,999	1	5.6%	585	585,000	585,000	130	130	98.1%	98.1%
\$600,000-\$749,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
\$750,000-\$999,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
All price ranges	18	100.0%	4,785	265,850	215,000	19	5	99.2%	100.0%

CONTRACTS WRITTEN ANALYSIS

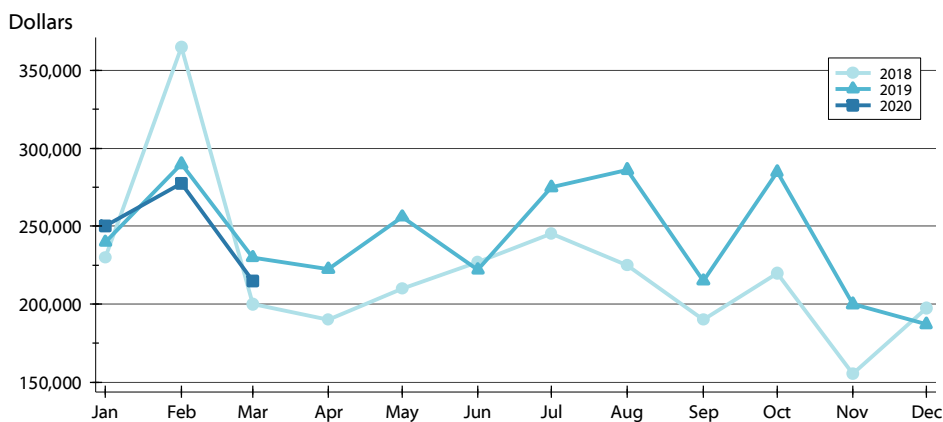
**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 4/8/2020**

AVERAGE PRICE >>



Month	2018	2019	2020
January	262,066	253,735	277,416
February	392,865	315,090	292,588
March	241,518	243,609	265,850
April	224,323	245,508	
May	248,840	281,145	
June	248,210	283,326	
July	257,633	310,298	
August	248,324	263,210	
September	232,466	243,887	
October	257,714	323,309	
November	183,429	263,750	
December	211,119	212,057	

MEDIAN PRICE >>

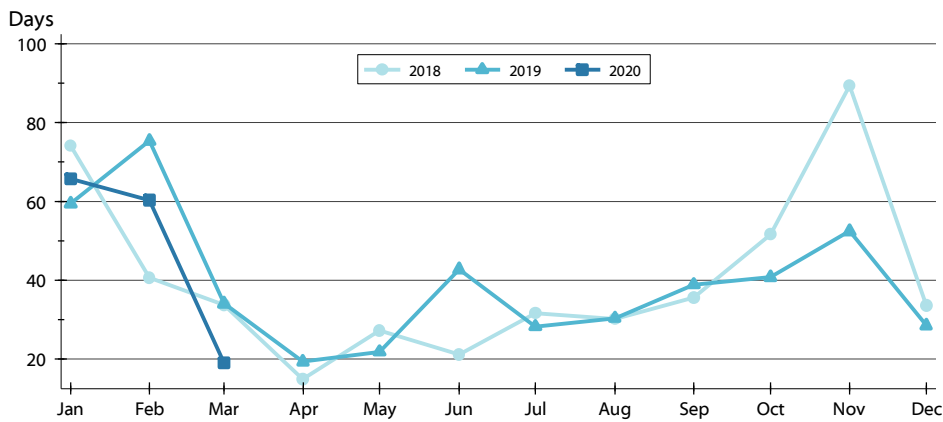


Month	2018	2019	2020
January	229,900	240,000	250,000
February	365,000	289,900	277,425
March	199,975	229,900	215,000
April	189,900	222,450	
May	210,000	256,000	
June	226,950	222,000	
July	245,000	274,900	
August	224,900	286,200	
September	190,000	215,000	
October	220,000	284,950	
November	155,000	199,900	
December	197,450	186,950	

CONTRACTS WRITTEN ANALYSIS

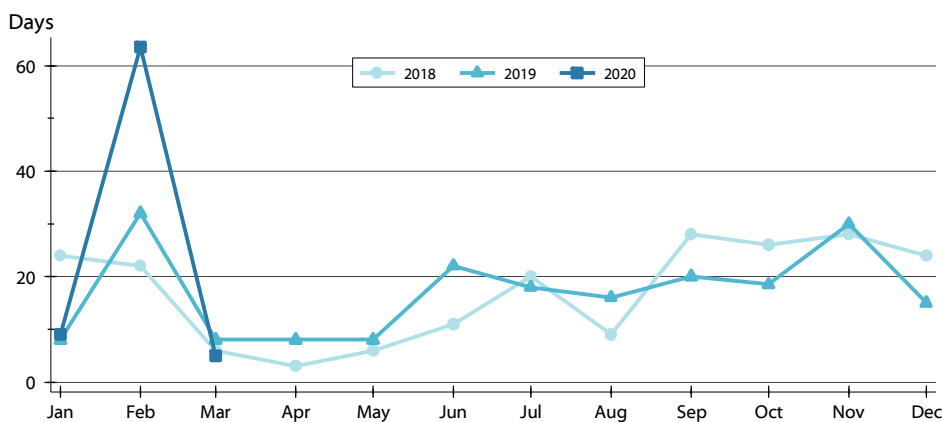
**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 4/8/2020**

AVERAGE DOM >>



Month	2018	2019	2020
January	74	60	66
February	41	75	60
March	34	34	19
April	15	19	
May	27	22	
June	21	43	
July	32	28	
August	30	30	
September	36	39	
October	52	41	
November	89	52	
December	34	29	

MEDIAN DOM >>

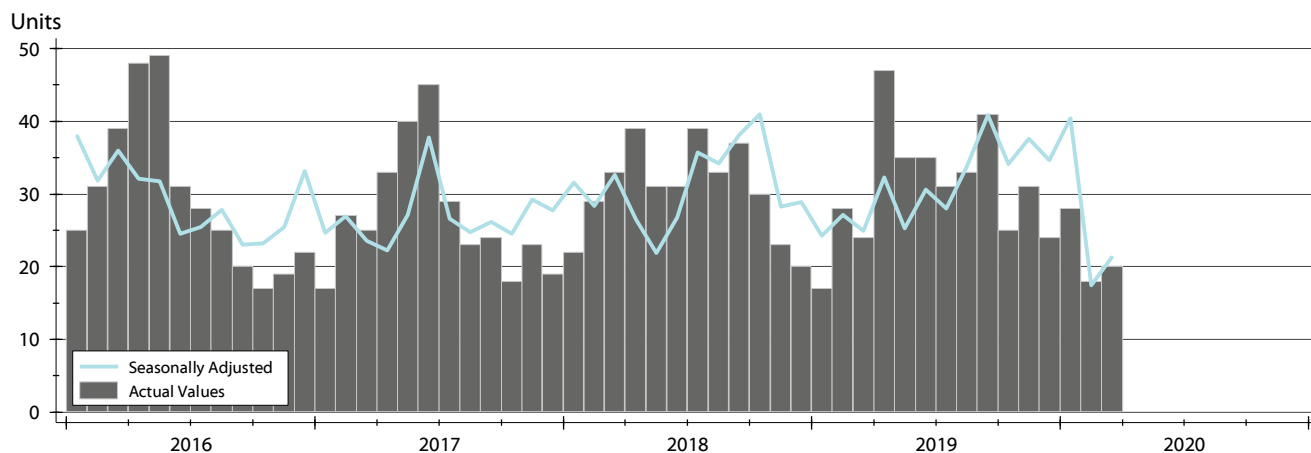


Month	2018	2019	2020
January	24	8	9
February	22	32	64
March	6	8	5
April	3	8	
May	6	8	
June	11	22	
July	20	18	
August	9	16	
September	28	20	
October	26	19	
November	28	30	
December	24	15	

PENDING CONTRACTS ANALYSIS

**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 4/8/2020**

HISTORY >>



SUMMARY >>

Summary Statistics		End of March		
for Active Listings		2020	2019	Change
Active Listings		20	24	-16.7%
Volume (1,000s)		5,808	6,491	-10.5%
Average	List Price	290,408	270,442	7.4%
	Days on Market	25	46	-45.9%
	Percent of Original	99.2%	100.0%	-0.8%
Median	List Price	242,475	229,950	5.4%
	Days on Market	7	15	-51.7%
	Percent of Original	100.0%	100.0%	0.0%

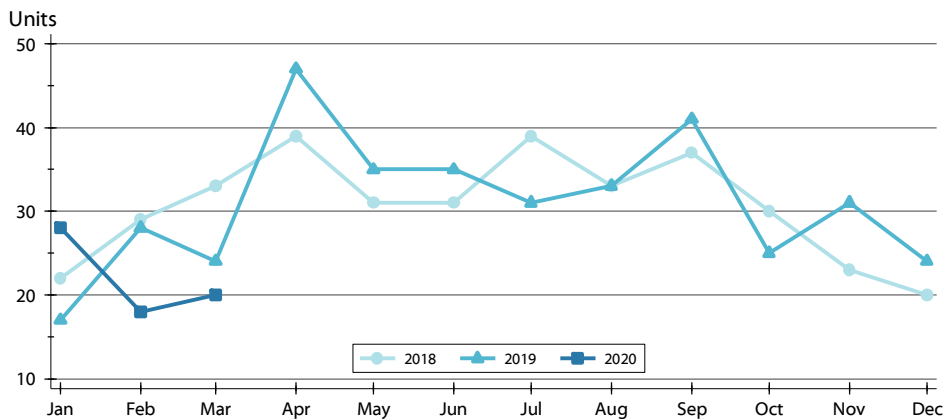
A total of 20 listings in Douglas County (excluding Lawrence) had contracts pending at the end of March, down from 24 contracts pending at the end of March 2019.

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 4/8/2020**

BY MONTH >>



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

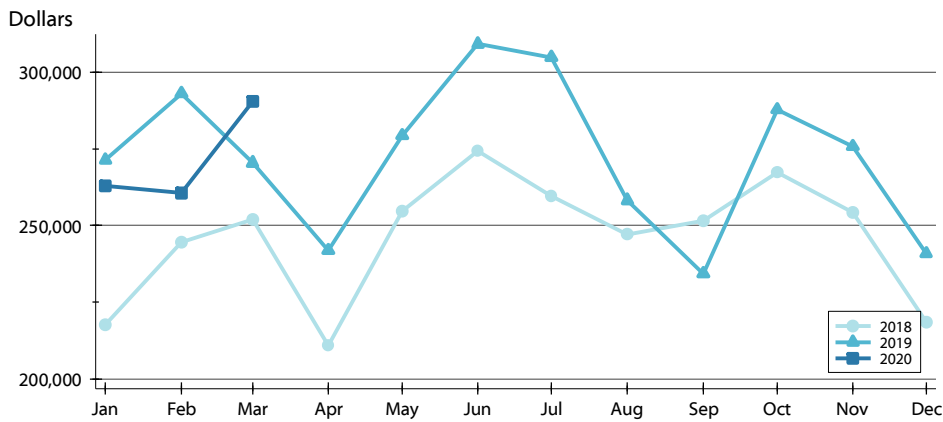
BY PRICE RANGE >>

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	20.0%	479	119,738	122,000	6	7	100.0%	100.0%
\$150,000-\$199,999	4	20.0%	763	190,638	196,800	3	3	100.0%	100.0%
\$200,000-\$249,999	2	10.0%	430	215,000	215,000	9	9	97.8%	97.8%
\$250,000-\$299,999	1	5.0%	270	269,950	269,950	2	2	100.0%	100.0%
\$300,000-\$349,999	2	10.0%	653	326,450	326,450	24	24	98.9%	98.9%
\$350,000-\$399,999	2	10.0%	725	362,500	362,500	9	9	100.0%	100.0%
\$400,000-\$449,999	2	10.0%	840	419,900	419,900	25	25	100.0%	100.0%
\$450,000-\$499,999	1	5.0%	465	465,000	465,000	30	30	100.0%	100.0%
\$500,000-\$599,999	2	10.0%	1,184	592,000	592,000	152	152	95.1%	95.1%
\$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	20	100.0%	5,808	290,408	242,475	25	7	99.2%	100.0%

PENDING CONTRACTS ANALYSIS

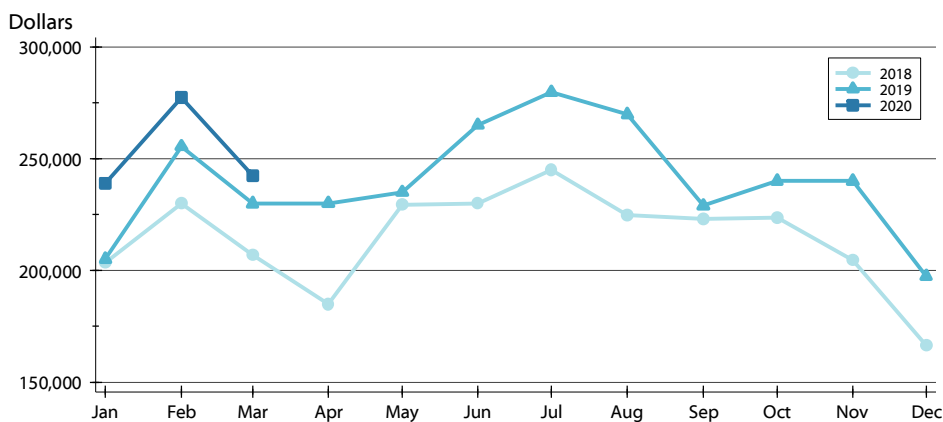
**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 4/8/2020**

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	249,000
May	254,637	279,353	280,000
June	274,277	309,233	310,000
July	259,549	304,824	305,000
August	247,088	258,170	260,000
September	251,482	234,262	250,000
October	267,400	287,782	285,000
November	254,313	275,829	275,000
December	218,440	240,785	220,000

MEDIAN PRICE >>

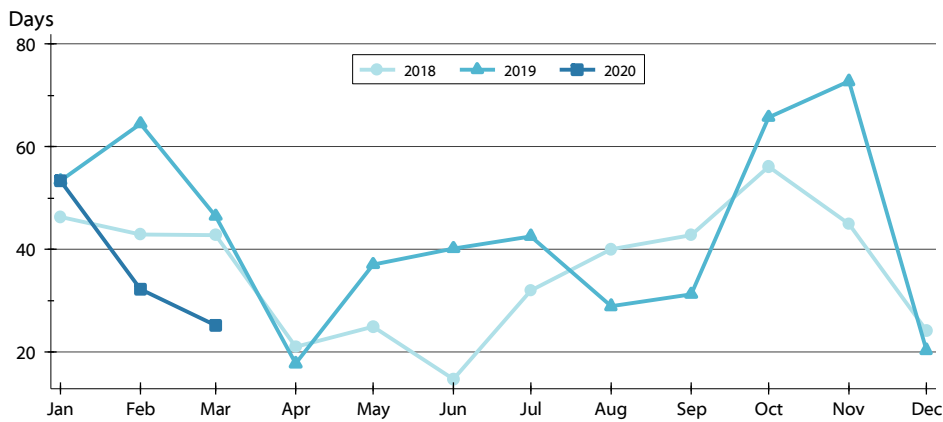


Month	2018	2019	2020
January	203,425	205,000	239,000
February	229,900	255,450	277,425
March	206,900	229,950	242,475
April	185,000	230,000	230,000
May	229,500	235,000	235,000
June	229,900	265,000	265,000
July	245,000	279,900	279,900
August	224,900	269,900	269,900
September	222,945	229,000	229,000
October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

PENDING CONTRACTS ANALYSIS

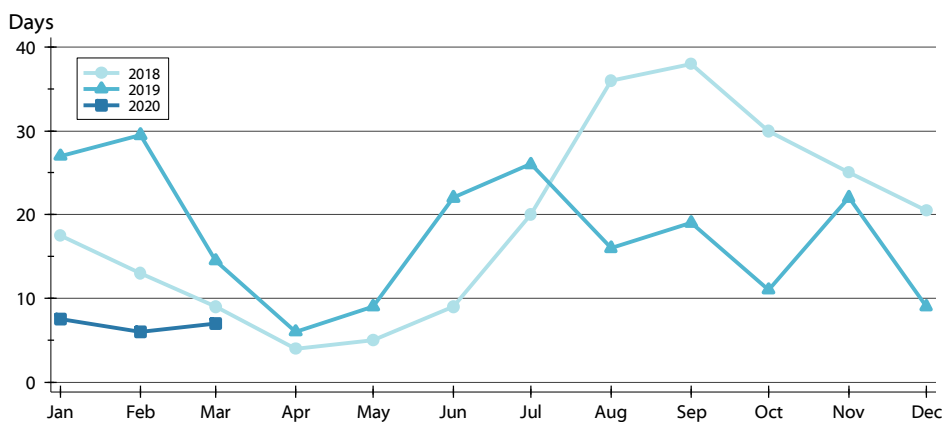
**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 4/8/2020**

AVERAGE DOM >>



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

MEDIAN DOM >>



Month	2018	2019	2020
January	18	27	8
February	13	30	6
March	9	15	7
April	4	6	
May	5	9	
June	9	22	
July	20	26	
August	36	16	
September	38	19	
October	30	11	
November	25	22	
December	21	9	