

## MARKET OVERVIEW >>

### Douglas County Home Sales Rose in September

Total home sales in Douglas County (excluding Lawrence) rose by 33.3% last month to 20 units, compared to 15 units in September 2019. Total sales volume was \$7.9 million, up 98.3% from a year earlier.

The median sale price in September was \$366,450, up from \$289,500 a year earlier. Homes that sold in September were typically on the market for 21 days and sold for 100.0% of their list prices.

### Douglas County Active Listings Down at End of September

The total number of active listings in Douglas County (excluding Lawrence) at the end of September was 34 units, down from 61 at the same point in 2019. This represents a 1.7 months' supply of homes available for sale. The median list price of homes on the market at the end of September was \$361,950.

During September, a total of 25 contracts were written down from 27 in September 2019. At the end of the month, there were 35 contracts pending, compared to 41 at the end of September 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](mailto:Rob@LawrenceRealtor.com)  
[www.LawrenceRealtor.com](http://www.LawrenceRealtor.com)

Douglas County (Excluding Lawrence)				
Current Month		September		
Summary Statistics		2020	2019	Change
Home Sales		20	15	33.3%
Active Listings		34	61	-44.3%
Months' Supply		1.7	2.6	-37.0%
New Listings		29	27	7.4%
Contracts Written		25	27	-7.4%
Pending Contracts		35	41	-14.6%
Sales Volume (1,000s)		7,932	4,000	98.3%
Average	Sale Price	396,585	266,693	48.7%
	List Price of Actives	491,534	380,739	29.1%
	Days on Market	41	27	53.7%
	Percent of List	100.0%	99.1%	0.9%
	Percent of Original	99.0%	98.7%	0.3%
Median	Sale Price	366,450	289,500	26.6%
	List Price of Actives	361,950	315,000	14.9%
	Days on Market	21	12	75.0%
	Percent of List	100.0%	99.1%	1.0%
	Percent of Original	100.0%	99.0%	1.0%

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# THREE-YEAR COMPARISONS

## SUMMARY >>

### BREAKDOWNS BY HOME TYPE DOUGLAS COUNTY (EXCLUDING LAWRENCE) AS OF 10/9/2020

September MLS Statistics		2020			2019			2018			
By Property Type		Total	Existing	New	Total	Existing	New	Total	Existing	New	
Home Sales		<b>20</b>	<b>18</b>	<b>2</b>	15	12	3	19	19	0	
	Change from prior year	33.3%	50.0%	-33.3%	-21.1%	-36.8%	N/A	18.8%	26.7%	-100.0%	
Active Listings		<b>34</b>	<b>28</b>	<b>6</b>	61	51	10	78	69	9	
	Change from prior year	-44.3%	-45.1%	-40.0%	-21.8%	-26.1%	11.1%	13.0%	6.2%	125.0%	
Months' Supply		<b>1.7</b>	<b>1.5</b>	<b>3.8</b>	2.6	2.4	6.0	3.9	3.5	N/A	
	Change from prior year	-37.0%	-37.6%	-36.8%	-32.2%	-32.9%	-61.1%	6.5%	-0.6%	N/A	
New Listings		<b>29</b>	<b>26</b>	<b>3</b>	27	26	1	22	20	2	
	Change from prior year	7.4%	0.0%	200.0%	22.7%	30.0%	-50.0%	-4.3%	-4.8%	0.0%	
Contracts Written		<b>25</b>	<b>23</b>	<b>2</b>	27	27	0	23	23	0	
	Change from prior year	-7.4%	-14.8%	N/A	17.4%	17.4%	N/A	9.5%	21.1%	-100.0%	
Pending Contracts		<b>35</b>	<b>32</b>	<b>3</b>	41	39	2	37	31	6	
	Change from prior year	-14.6%	-17.9%	50.0%	10.8%	25.8%	-66.7%	54.2%	47.6%	100.0%	
Sales Volume (1,000s)		<b>7,932</b>	<b>7,311</b>	<b>621</b>	4,000	2,944	1,057	4,408	4,408	0	
	Change from prior year	98.3%	148.4%	-41.3%	-9.2%	-33.2%	N/A	13.1%	18.9%	-100.0%	
Average	Sale Price	<b>396,585</b>	<b>406,178</b>	<b>310,250</b>	266,693	245,325	352,167	231,984	231,984	N/A	
		Change from prior year	48.7%	65.6%	-11.9%	15.0%	5.8%	N/A	-4.8%	-6.1%	N/A
	List Price of Actives	<b>491,534</b>	<b>524,123</b>	<b>339,450</b>	380,739	388,066	343,370	396,284	405,992	321,855	
		Change from prior year	29.1%	35.1%	-1.1%	-3.9%	-4.4%	6.7%	13.6%	17.1%	N/A
	Days on Market	<b>41</b>	<b>36</b>	<b>85</b>	27	22	44	40	40	N/A	
		Change from prior year	53.7%	62.4%	90.6%	-32.5%	-43.6%	N/A	5.2%	2.0%	N/A
Median	Percent of List	<b>100.0%</b>	<b>99.7%</b>	<b>103.0%</b>	99.1%	99.0%	99.5%	97.8%	97.8%	N/A	
		Change from prior year	0.9%	0.7%	3.5%	1.3%	1.2%	N/A	-0.4%	-0.5%	N/A
	Percent of Original	<b>99.0%</b>	<b>98.6%</b>	<b>102.1%</b>	98.7%	98.6%	99.0%	96.3%	96.3%	N/A	
		Change from prior year	0.3%	0.0%	3.1%	2.5%	2.4%	N/A	-0.9%	-0.9%	N/A
	Sale Price	<b>366,450</b>	<b>385,450</b>	<b>310,250</b>	289,500	247,500	332,000	209,000	209,000	N/A	
		Change from prior year	26.6%	55.7%	-6.6%	38.5%	18.4%	N/A	-8.1%	-9.1%	N/A
Median	List Price of Actives	<b>361,950</b>	<b>384,450</b>	<b>332,400</b>	315,000	319,000	312,500	326,950	329,500	289,900	
		Change from prior year	14.9%	20.5%	6.4%	-3.7%	-3.2%	7.8%	-6.6%	-5.9%	N/A
	Days on Market	<b>21</b>	<b>8</b>	<b>85</b>	12	9	57	36	36	N/A	
		Change from prior year	75.0%	-11.8%	48.2%	-66.7%	-76.4%	N/A	94.6%	111.8%	N/A
	Percent of List	<b>100.0%</b>	<b>100.0%</b>	<b>103.0%</b>	99.1%	99.5%	99.0%	97.3%	97.3%	N/A	
		Change from prior year	1.0%	0.5%	4.1%	1.8%	2.3%	N/A	-0.5%	-0.8%	N/A
Median	Percent of Original	<b>100.0%</b>	<b>100.0%</b>	<b>102.1%</b>	99.0%	99.1%	99.0%	96.6%	96.6%	N/A	
		Change from prior year	1.0%	1.0%	3.1%	2.5%	2.5%	N/A	-1.2%	-1.5%	N/A

# YEAR-TO-DATE STATISTICS

## SUMMARY >>

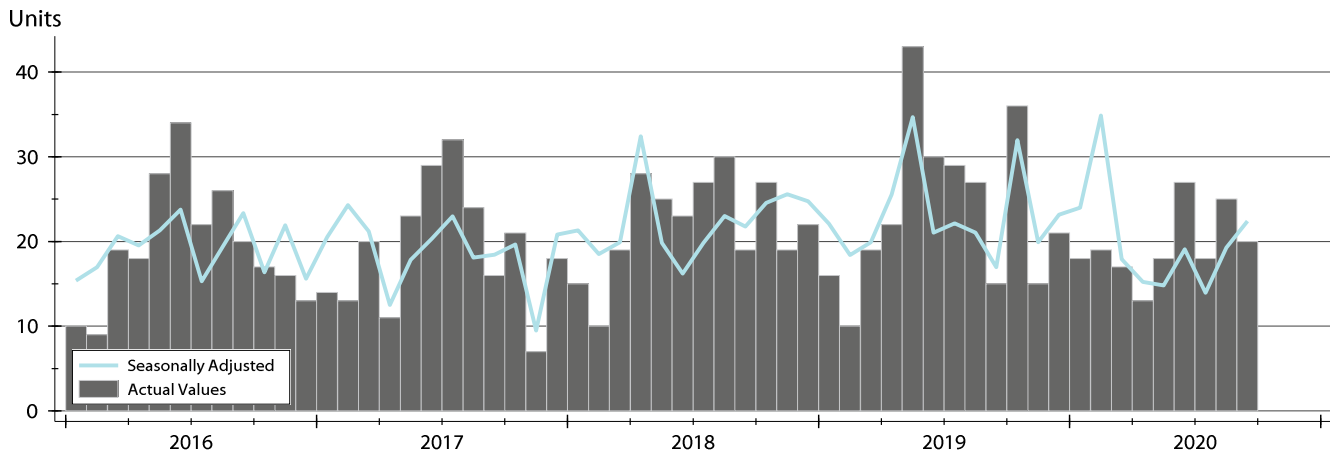
**YTD BREAKDOWNS BY HOME TYPE  
DOUGLAS COUNTY (EXCLUDING LAWRENCE)  
AS OF 10/9/2020**

Year-to-Date Activity By Property Type		2020			2019			2018		
		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		<b>175</b>	<b>157</b>	<b>18</b>	211	196	15	196	192	4
Change from prior year		-17.1%	-19.9%	20.0%	7.7%	2.1%	275.0%	7.7%	9.7%	-42.9%
New Listings		<b>221</b>	<b>203</b>	<b>18</b>	309	284	25	292	275	17
Change from prior year		-28.5%	-28.5%	-28.0%	5.8%	3.3%	47.1%	12.7%	12.2%	21.4%
Contracts Written		<b>188</b>	<b>170</b>	<b>18</b>	235	219	16	213	207	6
Change from prior year		-20.0%	-22.4%	12.5%	10.3%	5.8%	166.7%	13.9%	16.9%	-40.0%
Sales Volume (1,000s)		<b>51,054</b>	<b>45,231</b>	<b>5,822</b>	55,721	51,186	4,535	48,578	47,112	1,466
Change from prior year		-8.4%	-11.6%	28.4%	14.7%	8.6%	209.3%	12.2%	13.2%	-12.6%
Average	Sale Price	<b>291,736</b>	<b>288,098</b>	<b>323,467</b>	264,080	261,152	302,337	247,849	245,376	366,519
	Change from prior year	10.5%	10.3%	7.0%	6.5%	6.4%	-17.5%	4.2%	3.2%	52.9%
	Days on Market	<b>31</b>	<b>23</b>	<b>100</b>	36	33	73	33	32	83
	Change from prior year	-13.9%	-30.3%	37.0%	9.3%	4.0%	-11.5%	-16.1%	-13.3%	-17.7%
Median	Percent of List	<b>99.3%</b>	<b>99.3%</b>	<b>99.7%</b>	98.7%	98.6%	100.1%	98.7%	98.7%	100.5%
	Change from prior year	0.6%	0.7%	-0.3%	0.0%	-0.1%	-0.4%	0.4%	0.4%	0.8%
	Percent of Original	<b>98.5%</b>	<b>98.5%</b>	<b>98.2%</b>	97.8%	97.6%	99.8%	97.5%	97.4%	100.4%
	Change from prior year	0.7%	0.9%	-1.6%	0.3%	0.2%	-0.6%	-0.1%	0.0%	0.3%
Median	Sale Price	<b>260,000</b>	<b>245,000</b>	<b>305,000</b>	235,000	229,900	319,000	207,000	205,000	259,900
	Change from prior year	10.6%	6.6%	-4.4%	13.5%	12.1%	22.7%	-5.9%	-6.8%	-1.6%
	Days on Market	<b>8</b>	<b>6</b>	<b>49</b>	14	12	39	12	12	93
	Change from prior year	-42.9%	-50.0%	24.4%	16.7%	4.3%	-57.8%	-25.0%	-23.3%	49.2%
Median	Percent of List	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	100.0%	100.0%	100.0%	99.5%	99.4%	100.0%
	Change from prior year	0.0%	0.0%	0.0%	0.5%	0.6%	0.0%	0.3%	0.4%	0.0%
	Percent of Original	<b>100.0%</b>	<b>99.9%</b>	<b>100.0%</b>	99.0%	98.8%	100.0%	98.4%	98.4%	100.0%
	Change from prior year	1.1%	1.1%	0.0%	0.6%	0.4%	0.0%	-0.3%	0.0%	0.0%

# CLOSED LISTINGS ANALYSIS

**DOUGLAS COUNTY (EXCLUDING LAWRENCE)  
ALL HOMES (NEW & EXISTING)  
AS OF 10/9/2020**

**HISTORY** >>



**SUMMARY** >>

Summary Statistics		September			Year-to-Date		
for Closed Listings		2020	2019	Change	2020	2019	Change
Closed Listings		<b>20</b>	15	33.3%	<b>175</b>	211	-17.1%
Volume (1,000s)		<b>7,932</b>	4,000	98.3%	<b>51,054</b>	55,721	-8.4%
Average	Sale Price	<b>396,585</b>	266,693	48.7%	<b>291,736</b>	264,080	10.5%
	Days on Market	<b>41</b>	27	53.7%	<b>31</b>	36	-13.9%
	Percent of List	<b>100.0%</b>	99.1%	0.9%	<b>99.3%</b>	98.7%	0.6%
	Percent of Original	<b>99.0%</b>	98.7%	0.3%	<b>98.5%</b>	97.8%	0.7%
Median	Sale Price	<b>366,450</b>	289,500	26.6%	<b>260,000</b>	235,000	10.6%
	Days on Market	<b>21</b>	12	75.0%	<b>8</b>	14	-42.9%
	Percent of List	<b>100.0%</b>	99.1%	1.0%	<b>100.0%</b>	100.0%	0.0%
	Percent of Original	<b>100.0%</b>	99.0%	1.0%	<b>100.0%</b>	99.0%	1.1%

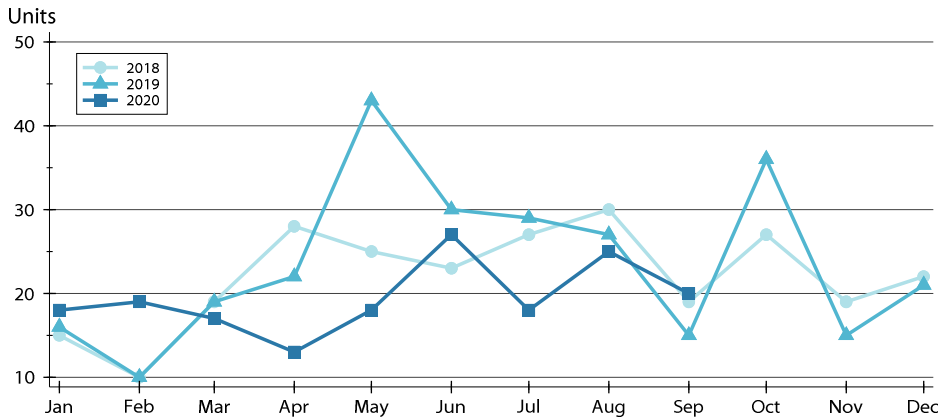
A total of 20 homes sold in Douglas County (excluding Lawrence) in September, up from 15 units in September 2019. Total sales volume rose to \$7.9 million compared to \$4.0 million in the previous year.

The median sales price in September was \$366,450, up 26.6% compared to the prior year. Median days on market was 21 days, up from 6 days in August, and up from 12 in September 2019.

# CLOSED LISTINGS ANALYSIS

**DOUGLAS COUNTY (EXCLUDING LAWRENCE)  
ALL HOMES (NEW & EXISTING)  
AS OF 10/9/2020**

**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	20
October	27	36	15
November	19	15	20
December	22	21	21

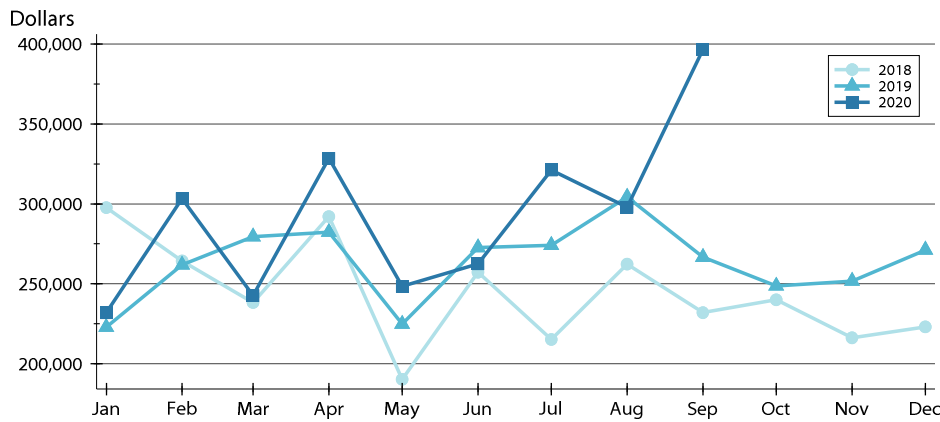
**BY PRICE RANGE** >>

Price Range	Sales			Sale Price		Days on Market		Price as % of List		Price as % of Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median	Average	Median
Below \$50,000	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$50,000-\$99,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$100,000-\$149,999	2	10.0%	244	122,000	122,000	2	2	102.6%	102.6%	102.6%	102.6%
\$150,000-\$199,999	2	10.0%	400	199,900	199,900	8	8	100.0%	100.0%	95.5%	95.5%
\$200,000-\$249,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$250,000-\$299,999	3	15.0%	813	270,833	267,500	32	32	98.9%	100.0%	98.9%	100.0%
\$300,000-\$349,999	1	5.0%	300	300,000	300,000	5	5	100.0%	100.0%	100.0%	100.0%
\$350,000-\$399,999	3	15.0%	1,086	361,967	364,000	50	35	102.0%	100.0%	101.4%	100.0%
\$400,000-\$449,999	2	10.0%	851	425,500	425,500	18	18	100.1%	100.1%	100.1%	100.1%
\$450,000-\$499,999	1	5.0%	450	450,000	450,000	62	62	100.0%	100.0%	90.0%	90.0%
\$500,000-\$599,999	2	10.0%	1,050	525,000	525,000	24	24	106.4%	106.4%	106.4%	106.4%
\$600,000-\$749,999	3	15.0%	1,983	661,000	650,000	70	55	96.9%	96.3%	96.9%	96.3%
\$750,000-\$999,999	1	5.0%	756	755,500	755,500	199	199	88.9%	88.9%	88.9%	88.9%
\$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	20	100.0%	7,932	396,585	366,450	41	21	100.0%	100.0%	99.0%	100.0%

# CLOSED LISTINGS ANALYSIS

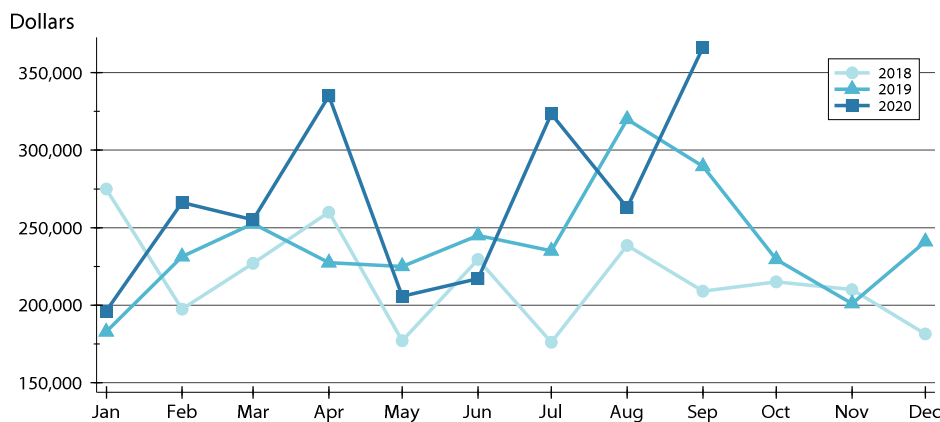
**DOUGLAS COUNTY (EXCLUDING LAWRENCE)  
ALL HOMES (NEW & EXISTING)  
AS OF 10/9/2020**

## 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	396,585
October	240,019	248,731	
November	216,284	251,758	
December	223,123	271,190	

## MEDIAN PRICE >>

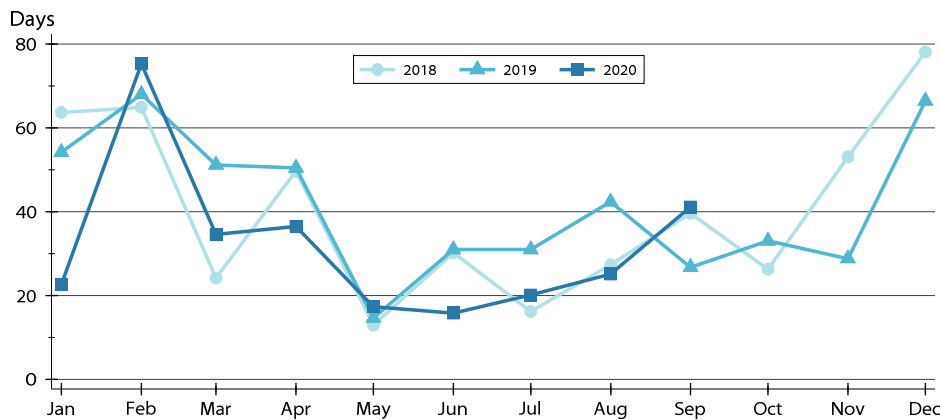


Month	2018	2019	2020
January	275,000	182,725	196,175
February	197,388	231,250	266,300
March	227,000	252,500	255,000
April	259,950	227,400	335,000
May	177,000	225,000	205,700
June	229,500	244,950	217,000
July	176,000	235,000	323,500
August	238,500	319,900	263,000
September	209,000	289,500	366,450
October	215,000	229,500	
November	210,000	201,000	
December	181,400	241,000	

# CLOSED LISTINGS ANALYSIS

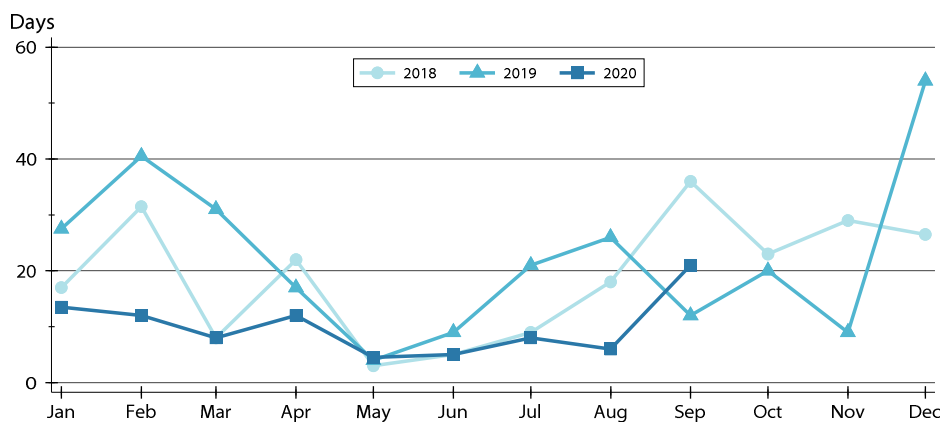
**DOUGLAS COUNTY (EXCLUDING LAWRENCE)  
ALL HOMES (NEW & EXISTING)  
AS OF 10/9/2020**

## 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	41
October	26	33	-
November	53	29	-
December	78	66	-

## MEDIAN DOM >>



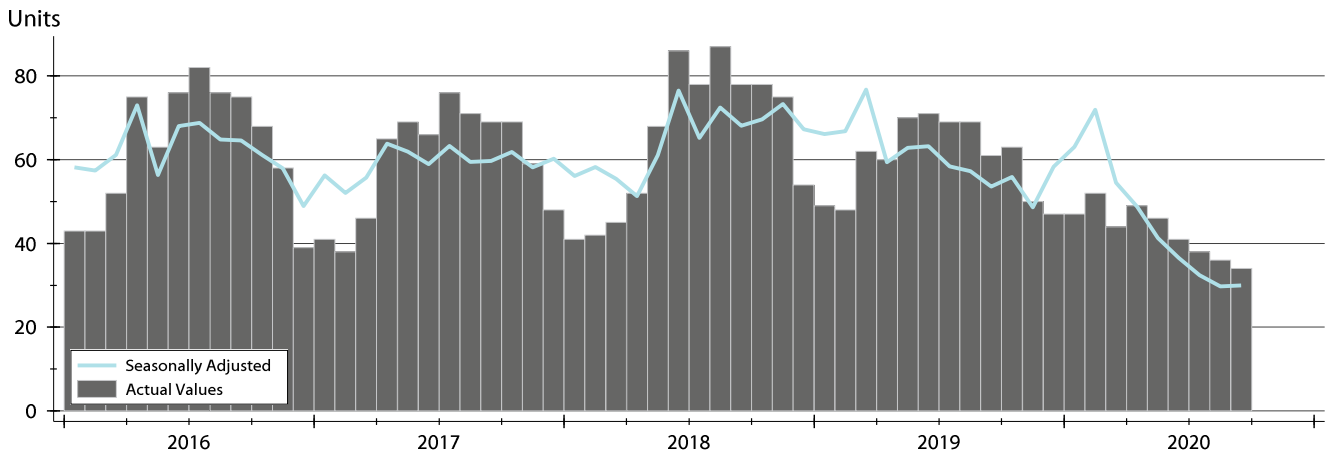
Month	2018	2019	2020
January	17	28	14
February	32	41	12
March	8	31	8
April	22	17	12
May	3	4	5
June	5	9	5
July	9	21	8
August	18	26	6
September	36	12	21
October	23	20	-
November	29	9	-
December	27	54	-



# ACTIVE LISTINGS ANALYSIS

DOUGLAS COUNTY (EXCLUDING LAWRENCE)  
ALL HOMES (NEW & EXISTING)  
AS OF 10/9/2020

## HISTORY >>



## SUMMARY >>

Summary Statistics for Active Listings		End of September		
		2020	2019	Change
Active Listings		34	61	-44.3%
Months' Supply		1.7	2.6	-37.0%
Volume (1,000s)		16,712	23,225	-28.0%
Average	List Price	491,534	380,739	29.1%
	Days on Market	81	97	-16.4%
	Percent of Original	98.5%	98.4%	0.1%
Median	List Price	361,950	315,000	14.9%
	Days on Market	38	56	-33.0%
	Percent of Original	100.0%	100.0%	0.0%

A total of 34 homes were available for sale in Douglas County (excluding Lawrence) at the end of September. This represents a 1.7 months' supply of active listings.

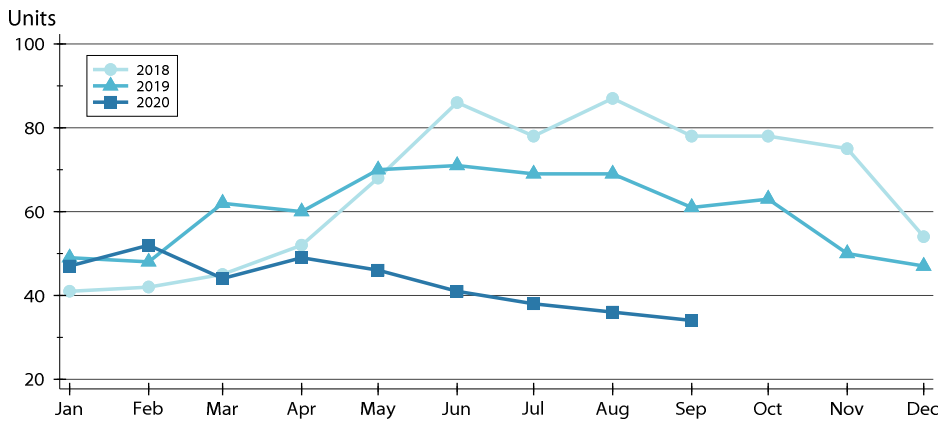
The median list price of homes on the market at the end of September was \$361,950, up 14.9% from 2019. The typical time on market for active listings was 38 days, down from 56 days a year earlier.



# ACTIVE LISTINGS ANALYSIS

**DOUGLAS COUNTY (EXCLUDING LAWRENCE)  
ALL HOMES (NEW & EXISTING)  
AS OF 10/9/2020**

## 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	34
October	78	63	
November	75	50	
December	54	47	

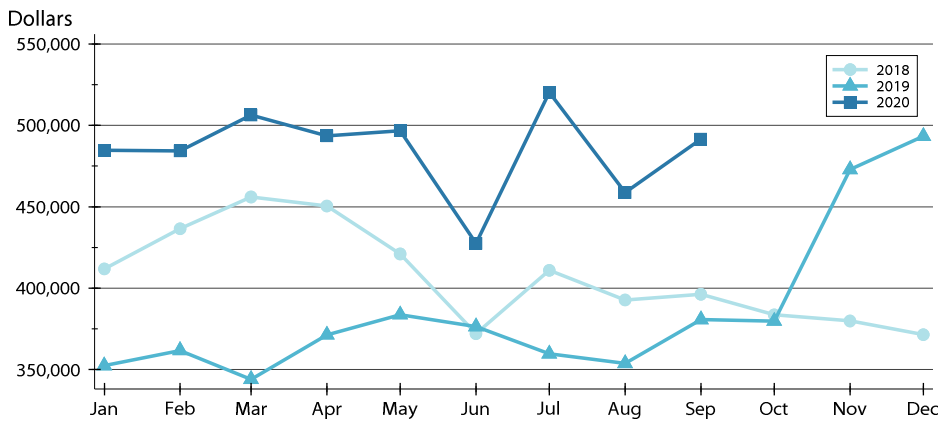
## BY PRICE RANGE >>

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	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$50,000-\$99,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$100,000-\$149,999	2	5.9%	255	1.0	127,500	127,500	51	51	96.7%	96.7%
\$150,000-\$199,999	1	2.9%	180	0.5	179,900	179,900	36	36	94.7%	94.7%
\$200,000-\$249,999	7	20.6%	1,590	N/A	227,200	234,500	36	31	98.5%	100.0%
\$250,000-\$299,999	5	14.7%	1,451	1.7	290,280	299,000	90	115	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	5	14.7%	1,853	1.7	370,540	364,900	48	57	99.3%	100.0%
\$400,000-\$449,999	3	8.8%	1,255	1.5	418,300	420,000	50	10	97.8%	100.0%
\$450,000-\$499,999	0	0.0%	0	0.0	N/A	N/A	N/A	N/A	N/A	N/A
\$500,000-\$599,999	5	14.7%	2,810	2.5	561,990	569,950	40	24	96.7%	100.0%
\$600,000-\$749,999	2	5.9%	1,273	0.7	636,450	636,450	16	16	100.0%	100.0%
\$750,000-\$999,999	2	5.9%	1,645	2.0	822,500	822,500	312	312	99.5%	99.5%
\$1,000,000 and up	2	5.9%	4,400	N/A	2,200,000	2,200,000	337	337	100.0%	100.0%
All price ranges	34	100.0%	16,712	1.7	491,534	361,950	81	38	98.5%	100.0%

# ACTIVE LISTINGS ANALYSIS

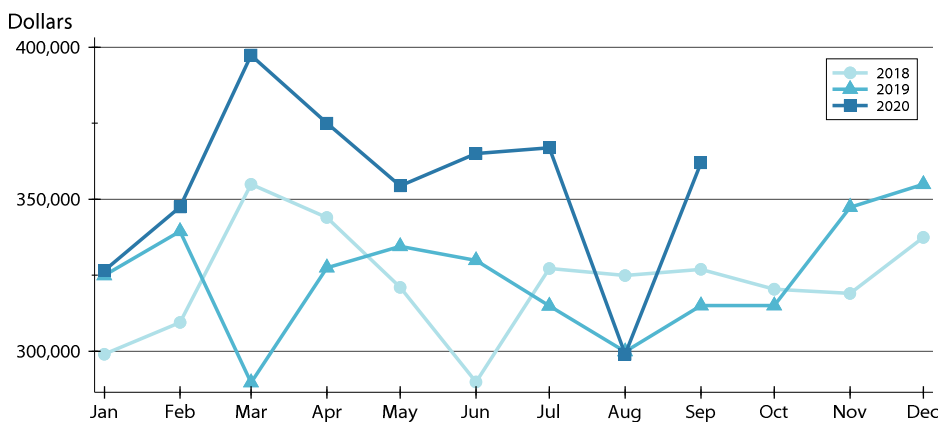
**DOUGLAS COUNTY (EXCLUDING LAWRENCE)  
ALL HOMES (NEW & EXISTING)  
AS OF 10/9/2020**

## 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	491,534
October	383,644	379,795	379,795
November	379,872	472,927	379,872
December	371,455	493,338	371,455

## MEDIAN PRICE >>

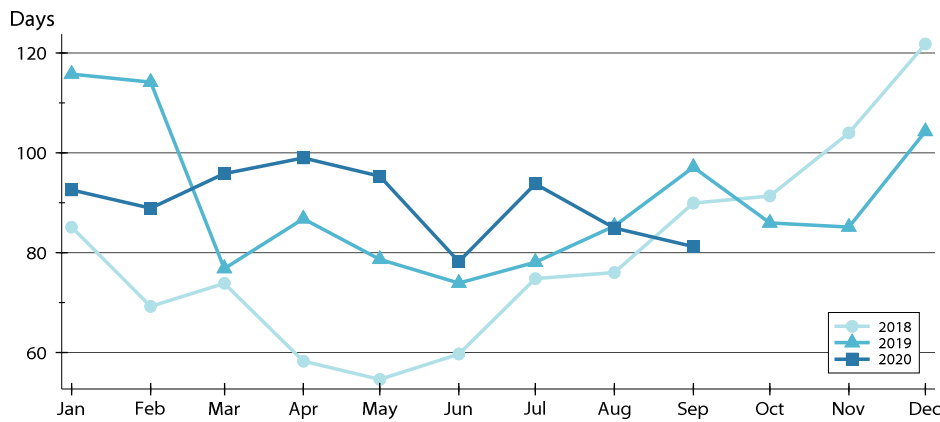


Month	2018	2019	2020
January	299,000	324,900	326,500
February	309,500	339,450	347,450
March	354,900	289,700	397,400
April	344,000	327,500	375,000
May	321,000	334,500	354,450
June	289,900	329,900	365,000
July	327,200	314,900	366,950
August	324,900	299,900	299,000
September	326,950	315,000	361,950
October	320,400	315,000	315,000
November	319,000	347,400	347,400
December	337,448	354,900	337,448

# ACTIVE LISTINGS ANALYSIS

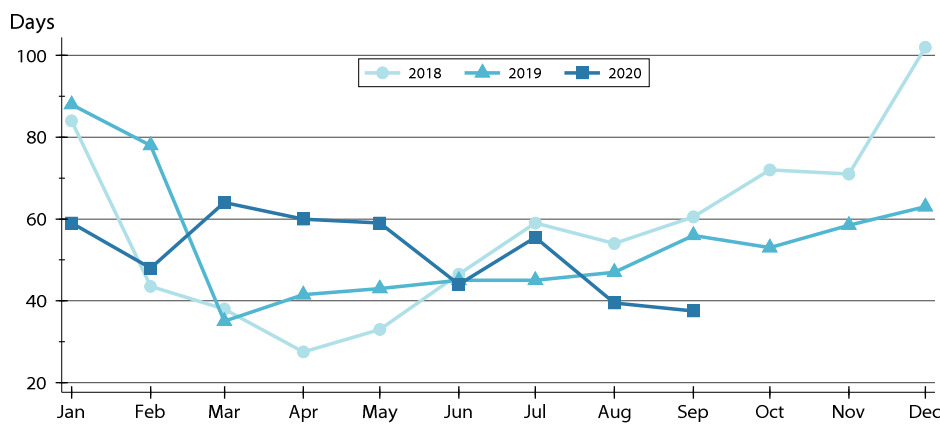
**DOUGLAS COUNTY (EXCLUDING LAWRENCE)  
ALL HOMES (NEW & EXISTING)  
AS OF 10/9/2020**

## 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	81
October	91	86	
November	104	85	
December	122	104	

## MEDIAN DOM >>

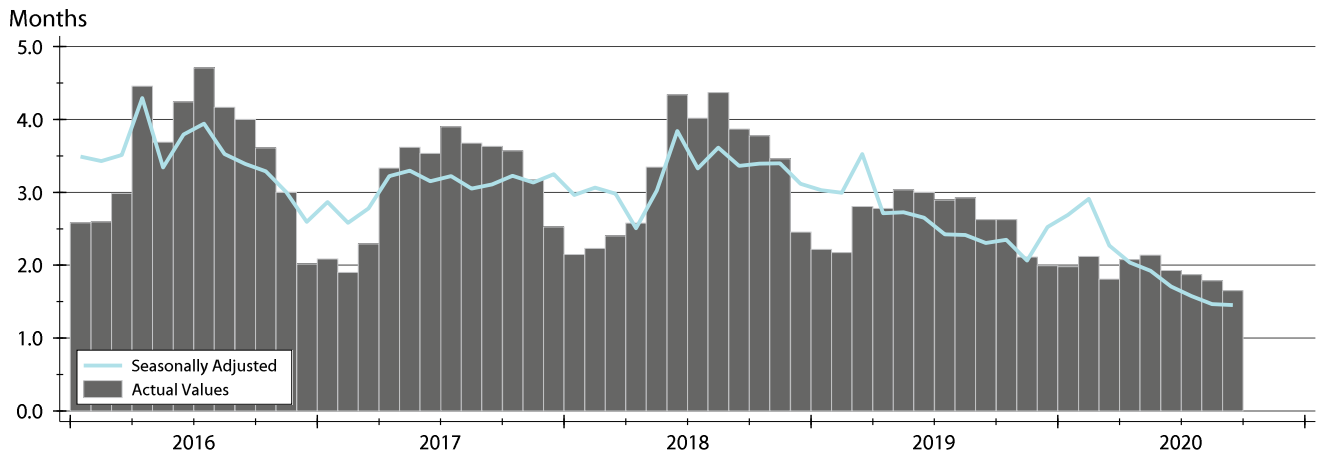


Month	2018	2019	2020
January	84	88	59
February	44	78	48
March	38	35	64
April	28	42	60
May	33	43	59
June	47	45	44
July	59	45	56
August	54	47	40
September	61	56	38
October	72	53	
November	71	59	
December	102	63	

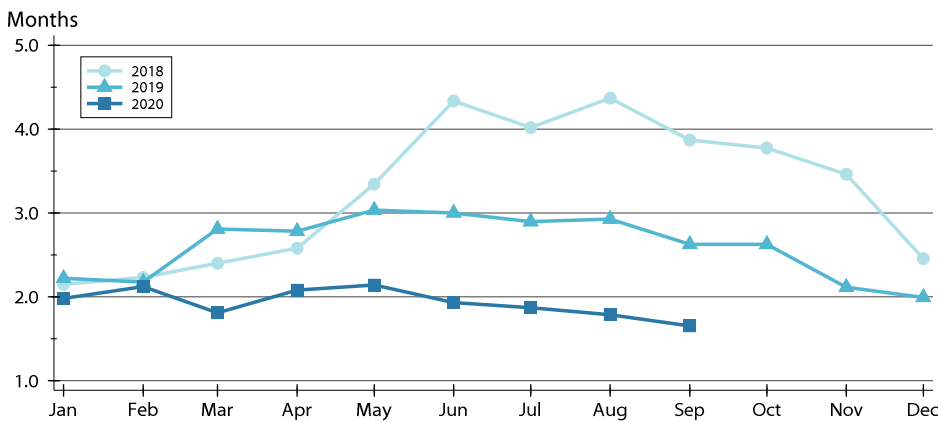
# MONTHS' SUPPLY ANALYSIS

**DOUGLAS COUNTY (EXCLUDING LAWRENCE)  
ALL HOMES (NEW & EXISTING)  
AS OF 10/9/2020**

**HISTORY** >>



**BY MONTH** >>

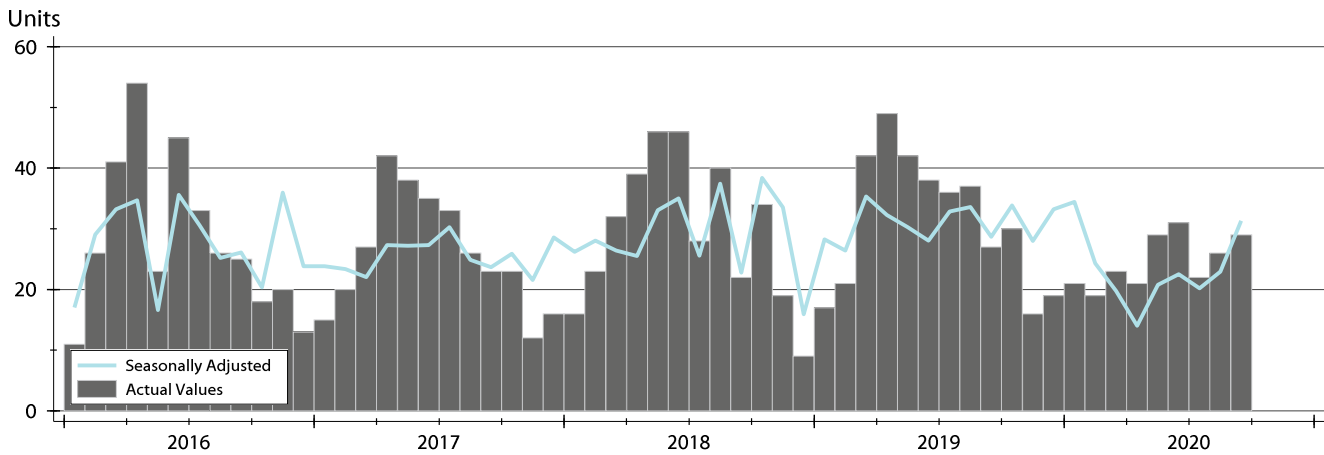


Month	2018	2019	2020
January	2.1	2.2	2.0
February	2.2	2.2	2.1
March	2.4	2.8	1.8
April	2.6	2.8	2.1
May	3.3	3.0	2.1
June	4.3	3.0	1.9
July	4.0	2.9	1.9
August	4.4	2.9	1.8
September	3.9	2.6	1.7
October	3.8	2.6	
November	3.5	2.1	
December	2.5	2.0	

# NEW LISTINGS ANALYSIS

DOUGLAS COUNTY (EXCLUDING LAWRENCE)  
ALL HOMES (NEW & EXISTING)  
AS OF 10/9/2020

HISTORY >>



SUMMARY >>

Summary Statistics for New Listings		September		
		2020	2019	Change
Current Month	New Listings	29	27	7.4%
	Volume (1,000s)	9,406	8,575	9.7%
	Average List Price	324,343	317,598	2.1%
	Median List Price	299,900	259,999	15.3%
YTD	New Listings	221	309	-28.5%
	Volume (1,000s)	67,699	91,216	-25.8%
	Average List Price	306,332	295,198	3.8%
	Median List Price	269,000	254,900	5.5%

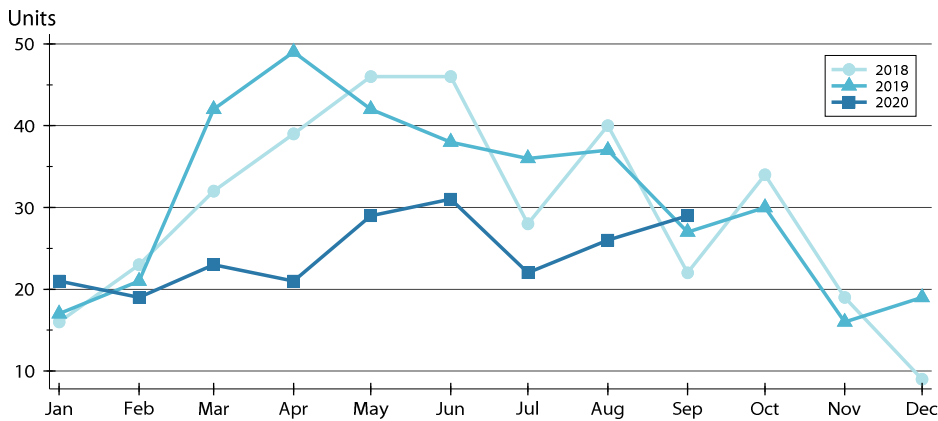
A total of 29 new listings were added in Douglas County (excluding Lawrence) during September, up 7.4% from the same month in 2019. Year-to-date Douglas County (excluding Lawrence) has seen 221 new listings.

The median list price of these homes was \$299,900 up from \$259,999 in 2019.

# NEW LISTINGS ANALYSIS

**DOUGLAS COUNTY (EXCLUDING LAWRENCE)  
ALL HOMES (NEW & EXISTING)  
AS OF 10/9/2020**

**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	26
September	22	27	29
October	34	30	19
November	19	16	16
December	9	19	19

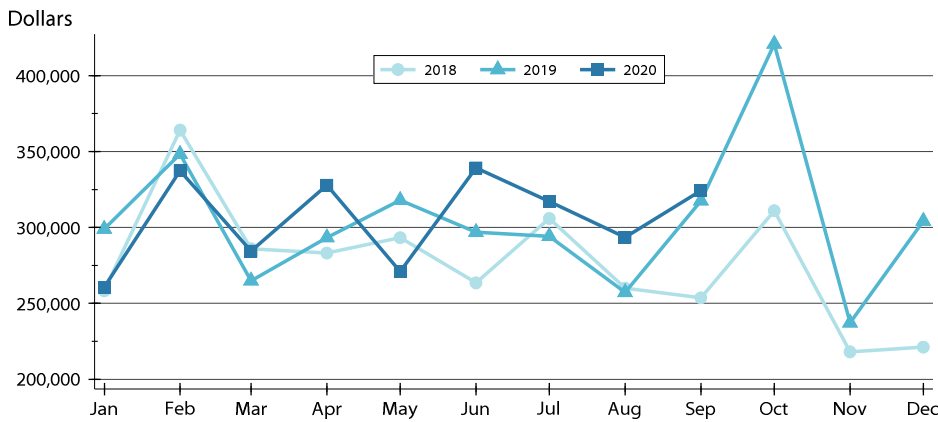
**BY PRICE RANGE** >>

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	1	3.4%	105	105,000	105,000
\$150,000-\$199,999	4	13.8%	685	171,200	162,500
\$200,000-\$249,999	8	27.6%	1,822	227,738	229,850
\$250,000-\$299,999	2	6.9%	577	288,700	288,700
\$300,000-\$349,999	4	13.8%	1,269	317,350	317,450
\$350,000-\$399,999	2	6.9%	740	369,900	369,900
\$400,000-\$449,999	3	10.3%	1,255	418,300	420,000
\$450,000-\$499,999	0	0.0%	0	N/A	N/A
\$500,000-\$599,999	3	10.3%	1,680	559,950	560,000
\$600,000-\$749,999	2	6.9%	1,273	636,450	636,450
\$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	29	100.0%	9,406	324,343	299,900

# NEW LISTINGS ANALYSIS

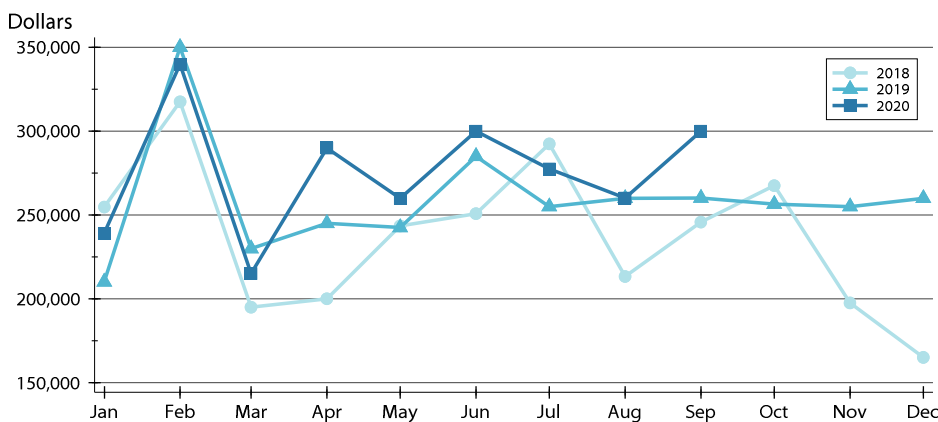
**DOUGLAS COUNTY (EXCLUDING LAWRENCE)  
ALL HOMES (NEW & EXISTING)  
AS OF 10/9/2020**

## 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	317,055
August	260,010	257,184	293,554
September	253,671	317,598	324,343
October	311,050	420,878	311,050
November	218,074	237,261	237,261
December	221,178	304,200	304,200

## MEDIAN PRICE >>



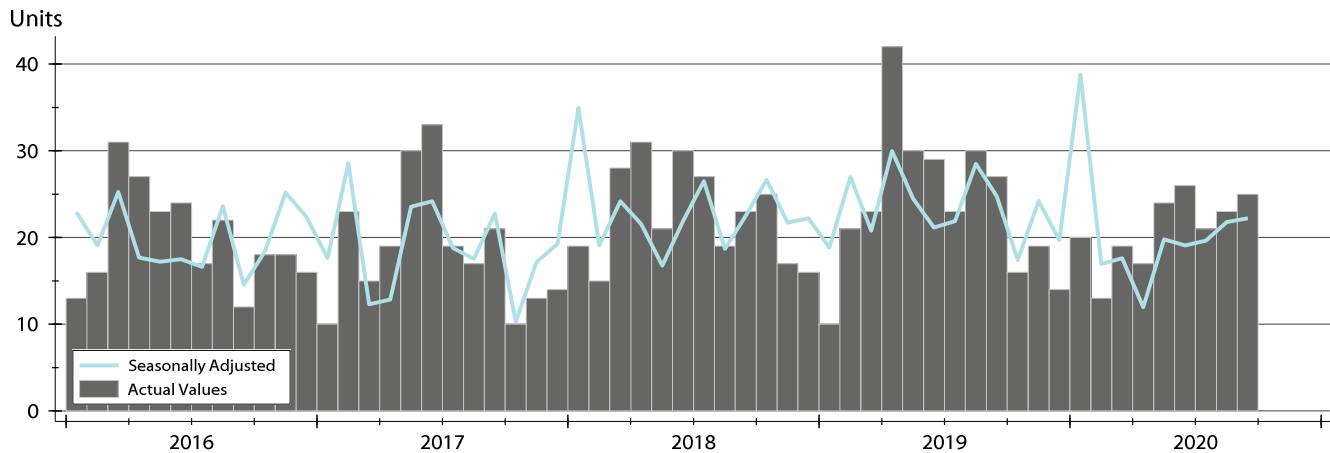
Month	2018	2019	2020
January	254,700	210,000	239,000
February	317,500	350,000	339,900
March	194,950	229,900	215,000
April	200,000	245,000	289,900
May	243,450	242,450	259,900
June	250,750	284,948	299,900
July	292,400	254,950	277,400
August	213,250	259,900	260,000
September	245,700	259,999	299,900
October	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 10/9/2020

### HISTORY >>



### SUMMARY >>

Summary Statistics		September			Year-to-Date		
for Contracts Written		2020	2019	Change	2020	2019	Change
Closed Listings		25	27	-7.4%	188	235	-20.0%
Volume (1,000s)		6,811	6,585	3.4%	55,664	63,337	-12.1%
Average	Sale Price	272,428	243,887	11.7%	296,085	269,521	9.9%
	Days on Market	15	39	-61.9%	30	35	-14.9%
	Percent of Original	98.8%	96.3%	2.6%	98.7%	97.4%	1.3%
Median	Sale Price	239,900	215,000	11.6%	260,000	239,000	8.8%
	Days on Market	6	20	-70.0%	7	12	-41.7%
	Percent of Original	100.0%	97.7%	2.3%	100.0%	98.8%	1.2%

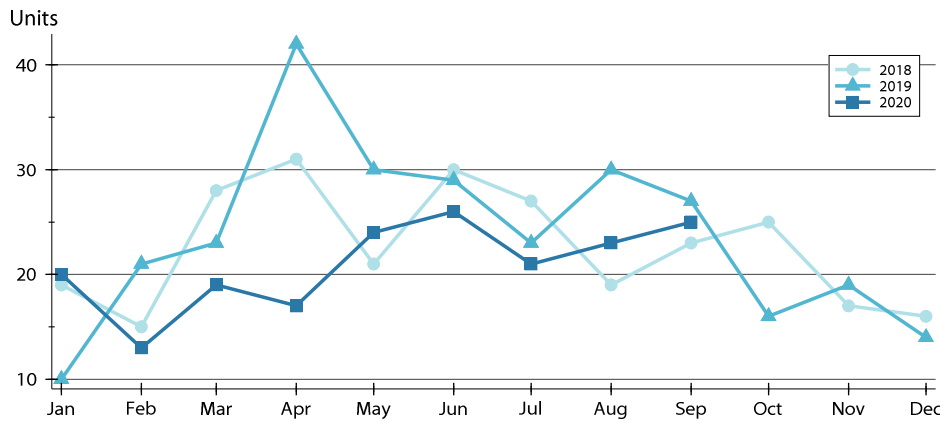
A total of 25 contracts for sale were written in Douglas County (excluding Lawrence) during the month of September, down from 27 in 2019. The median list price of these homes was \$239,900, up from \$215,000 the

Half of the homes that went under contract in September were on the market less than 6 days, compared to 20 days in September 2019.

# CONTRACTS WRITTEN ANALYSIS

**DOUGLAS COUNTY (EXCLUDING LAWRENCE)  
ALL HOMES (NEW & EXISTING)  
AS OF 10/9/2020**

## 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	23
September	23	27	25
October	25	16	16
November	17	19	19
December	16	14	14

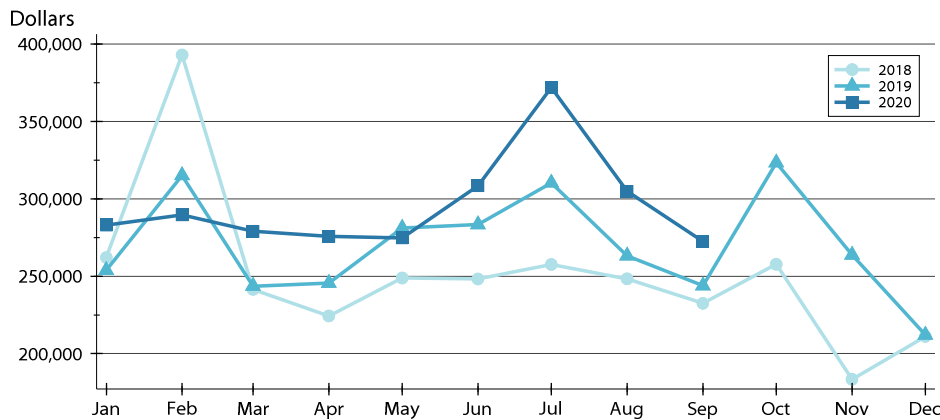
## BY PRICE RANGE >>

Price Range	Contracts Written			List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median
Below \$50,000	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
\$50,000-\$99,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
\$100,000-\$149,999	3	12.0%	353	117,633	118,000	21	5	100.0%	100.0%
\$150,000-\$199,999	3	12.0%	485	161,633	160,000	5	4	98.0%	100.0%
\$200,000-\$249,999	8	32.0%	1,838	229,800	229,950	13	10	99.2%	100.0%
\$250,000-\$299,999	2	8.0%	577	288,700	288,700	17	17	96.1%	96.1%
\$300,000-\$349,999	4	16.0%	1,269	317,350	317,450	8	5	99.2%	100.0%
\$350,000-\$399,999	1	4.0%	350	350,000	350,000	1	1	100.0%	100.0%
\$400,000-\$449,999	2	8.0%	888	443,950	443,950	29	29	99.9%	99.9%
\$450,000-\$499,999	1	4.0%	500	499,900	499,900	61	61	93.4%	93.4%
\$500,000-\$599,999	1	4.0%	550	549,900	549,900	2	2	100.0%	100.0%
\$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	25	100.0%	6,811	272,428	239,900	15	6	98.8%	100.0%

# CONTRACTS WRITTEN ANALYSIS

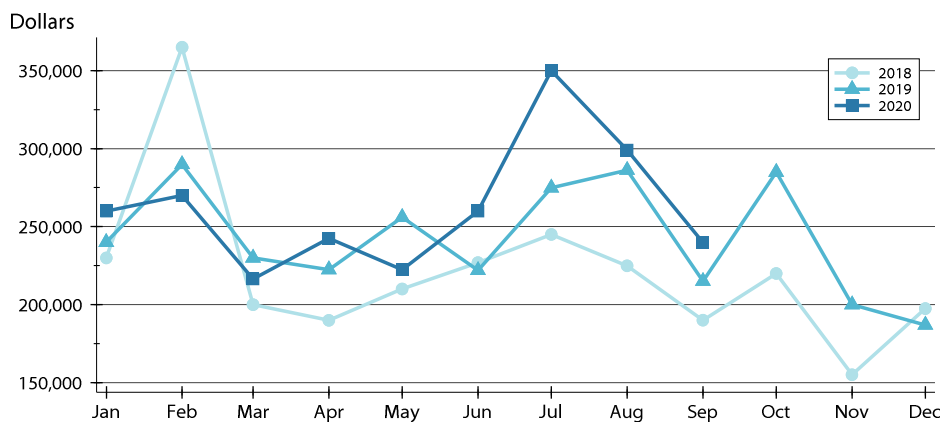
**DOUGLAS COUNTY (EXCLUDING LAWRENCE)  
ALL HOMES (NEW & EXISTING)  
AS OF 10/9/2020**

## 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	304,952
September	232,466	243,887	272,428
October	257,714	323,309	257,714
November	183,429	263,750	215,000
December	211,119	212,057	215,000

## MEDIAN PRICE >>

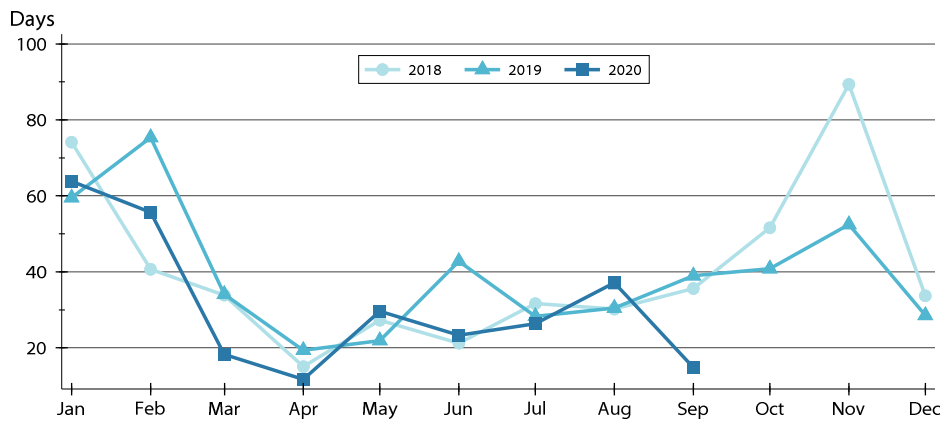


Month	2018	2019	2020
January	229,900	240,000	259,950
February	365,000	289,900	269,950
March	199,975	229,900	216,500
April	189,900	222,450	242,500
May	210,000	256,000	222,450
June	226,950	222,000	259,950
July	245,000	274,900	349,900
August	224,900	286,200	299,000
September	190,000	215,000	239,900
October	220,000	284,950	220,000
November	155,000	199,900	200,000
December	197,450	186,950	200,000

# CONTRACTS WRITTEN ANALYSIS

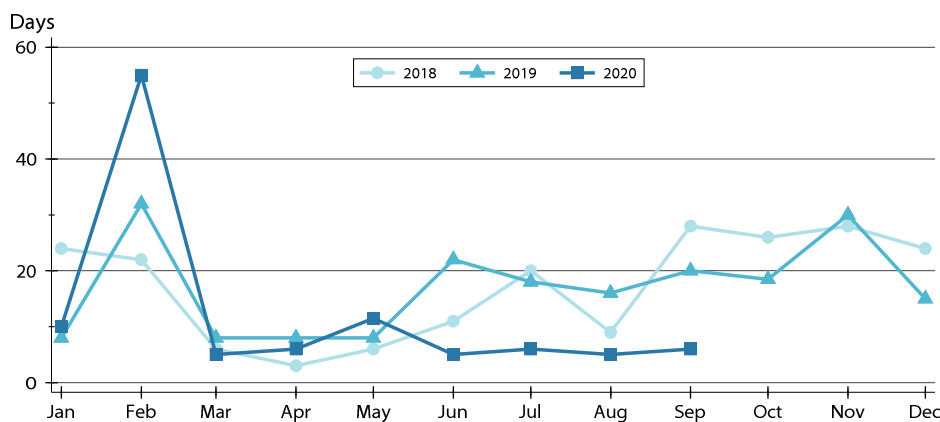
**DOUGLAS COUNTY (EXCLUDING LAWRENCE)  
ALL HOMES (NEW & EXISTING)  
AS OF 10/9/2020**

## 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	37
September	36	39	15
October	52	41	
November	89	52	
December	34	29	

## MEDIAN DOM >>

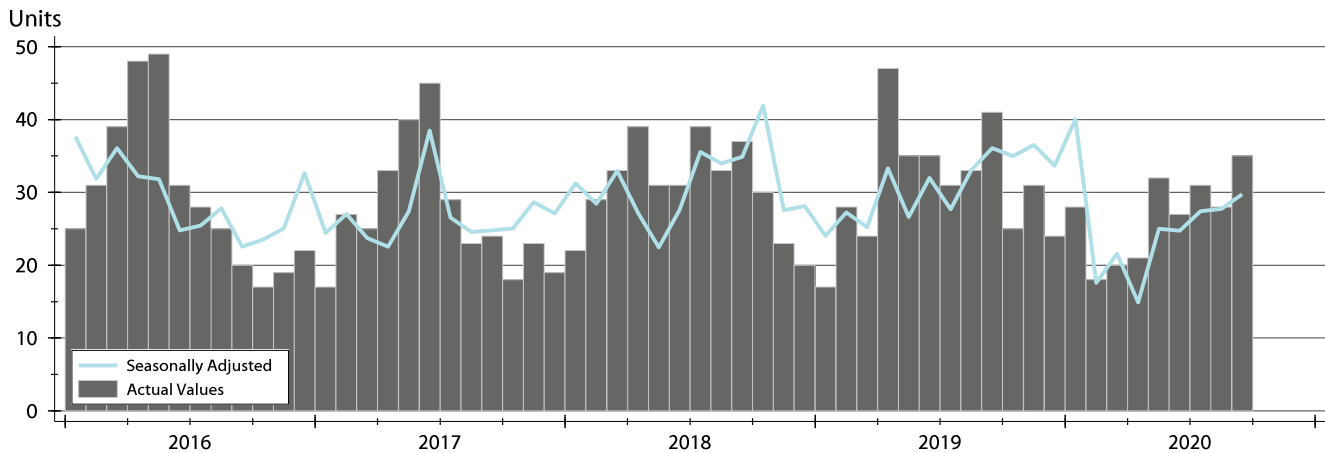


Month	2018	2019	2020
January	24	8	10
February	22	32	55
March	6	8	5
April	3	8	6
May	6	8	12
June	11	22	5
July	20	18	6
August	9	16	5
September	28	20	6
October	26	19	
November	28	30	
December	24	15	

# PENDING CONTRACTS ANALYSIS

DOUGLAS COUNTY (EXCLUDING LAWRENCE)  
ALL HOMES (NEW & EXISTING)  
AS OF 10/9/2020

## HISTORY >>



## SUMMARY >>

Summary Statistics for Active Listings		End of September		
		2020	2019	Change
Active Listings		35	41	-14.6%
Volume (1,000s)		9,490	9,605	-1.2%
Average	List Price	271,154	234,262	15.7%
	Days on Market	20	31	-35.6%
	Percent of Original	98.8%	98.2%	0.6%
Median	List Price	249,900	229,000	9.1%
	Days on Market	5	19	-73.7%
	Percent of Original	100.0%	100.0%	0.0%

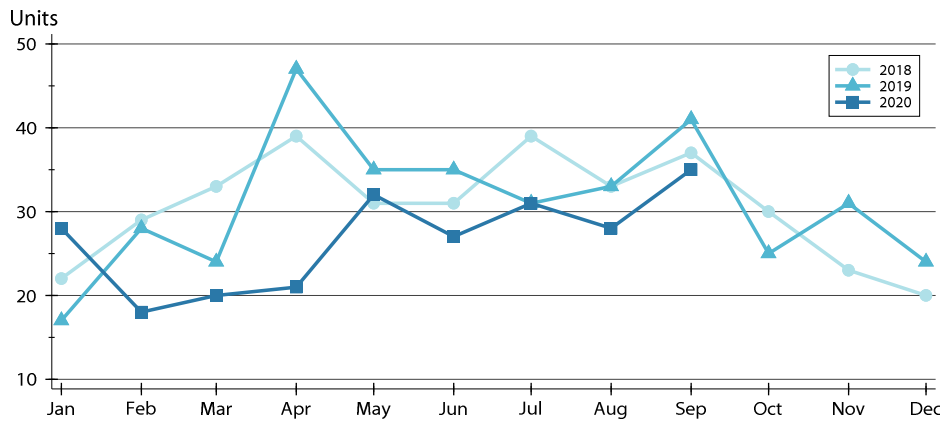
A total of 35 listings in Douglas County (excluding Lawrence) had contracts pending at the end of September, down from 41 contracts pending at the end of September 2019.

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 10/9/2020**

## 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	35
October	30	25	24
November	23	31	
December	20	24	

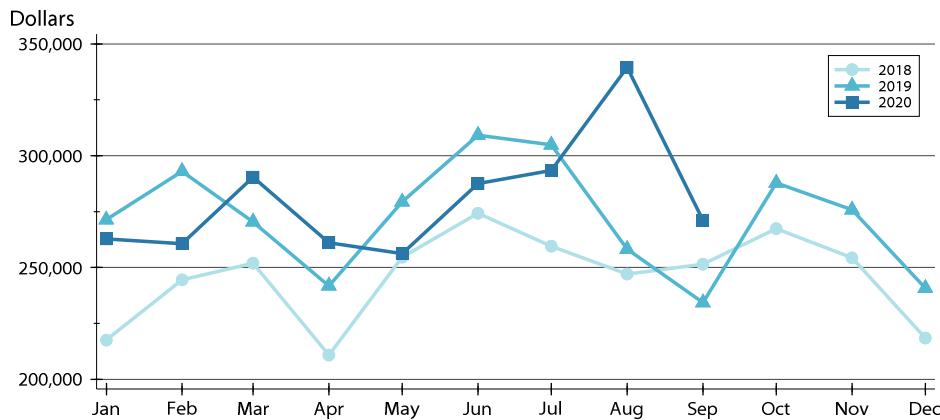
## BY PRICE RANGE >>

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	4	11.4%	477	119,225	121,000	18	7	100.0%	100.0%
\$150,000-\$199,999	3	8.6%	485	161,633	160,000	5	4	98.0%	100.0%
\$200,000-\$249,999	11	31.4%	2,525	229,573	229,900	13	8	98.5%	100.0%
\$250,000-\$299,999	5	14.3%	1,436	287,260	299,000	8	2	98.5%	100.0%
\$300,000-\$349,999	5	14.3%	1,579	315,860	315,000	57	6	99.4%	100.0%
\$350,000-\$399,999	4	11.4%	1,500	374,975	375,000	16	2	99.7%	100.0%
\$400,000-\$449,999	1	2.9%	438	438,000	438,000	25	25	100.0%	100.0%
\$450,000-\$499,999	1	2.9%	500	499,900	499,900	61	61	93.4%	93.4%
\$500,000-\$599,999	1	2.9%	550	549,900	549,900	2	2	100.0%	100.0%
\$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	35	100.0%	9,490	271,154	249,900	20	5	98.8%	100.0%

# PENDING CONTRACTS ANALYSIS

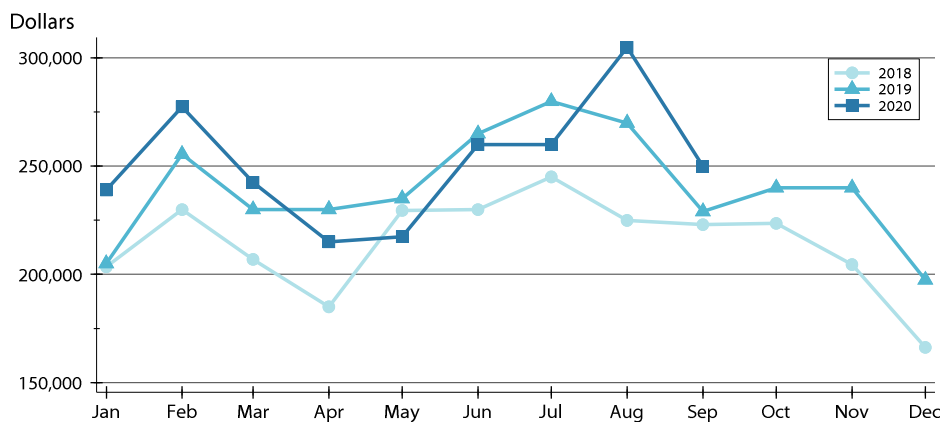
**DOUGLAS COUNTY (EXCLUDING LAWRENCE)  
ALL HOMES (NEW & EXISTING)  
AS OF 10/9/2020**

## 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	271,154
October	267,400	287,782	
November	254,313	275,829	
December	218,440	240,785	

## MEDIAN PRICE >>



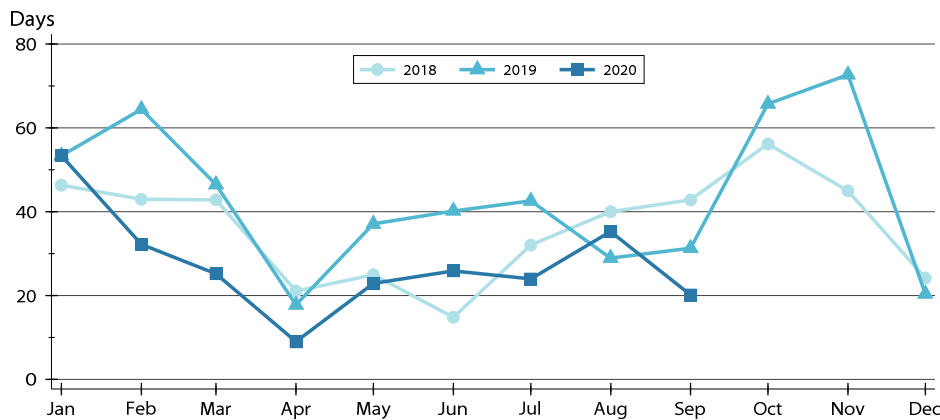
Month	2018	2019	2020
January	203,425	205,000	239,000
February	229,900	255,450	277,425
March	206,900	229,950	242,475
April	185,000	230,000	215,000
May	229,500	235,000	217,400
June	229,900	265,000	259,900
July	245,000	279,900	260,000
August	224,900	269,900	304,900
September	222,945	229,000	249,900
October	223,500	240,000	
November	204,500	240,000	
December	166,250	197,425	



# PENDING CONTRACTS ANALYSIS

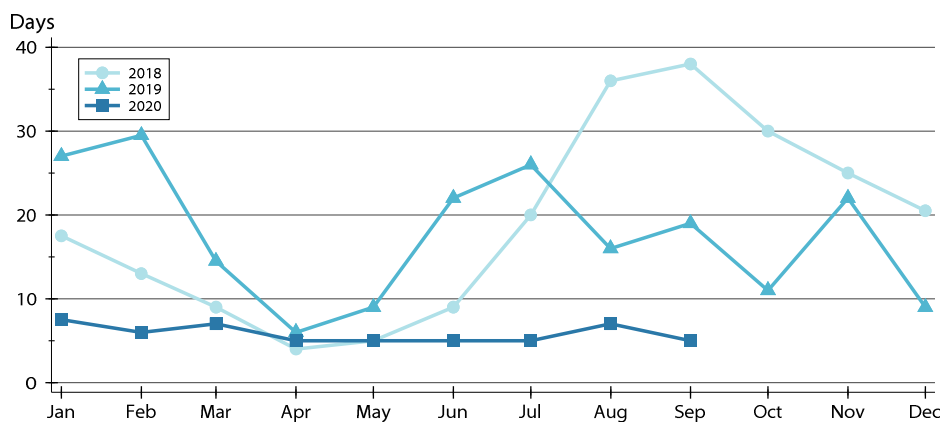
**DOUGLAS COUNTY (EXCLUDING LAWRENCE)  
ALL HOMES (NEW & EXISTING)  
AS OF 10/9/2020**

## 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	20
October	56	66	20
November	45	73	20
December	24	20	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	5
October	30	11	5
November	25	22	5
December	21	9	5