

LAWRENCE MLS STATISTICS



JANUARY 2021 >>

MARKET OVERVIEW >>

Douglas County Home Sales Fell in January

Total home sales in Douglas County (excluding Lawrence) fell last month to 13 units, compared to 19 units in January 2020. Total sales volume was \$4.5 million, up from a year earlier.

The median sale price in January was \$311,000, up from \$204,950 a year earlier. Homes that sold in January were typically on the market for 12 days and sold for 98.9% of their list prices.

Douglas County Active Listings Down at End of January

The total number of active listings in Douglas County (excluding Lawrence) at the end of January was 23 units, down from 47 at the same point in 2020. This represents a 1.1 months' supply of homes available for sale. The median list price of homes on the market at the end of January was \$295,000.

During January, a total of 20 contracts were written down from 21 in January 2020. At the end of the month, there were 27 contracts pending, compared to 28 at the end of January 2020.

LBOR – The Voice of Real Estate in Lawrence

Originally founded in 1925, the Lawrence Board of REALTORS® and the Lawrence Multiple Listing Service is now comprised of over 400 members providing real estate-related services and advocacy in Lawrence and the Douglas County area.

This statistical report includes all listings from Douglas County excluding the City of Lawrence (i.e., Eudora, Baldwin City, Lecompton and Rural Douglas County).

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		January		
Summary Statistics		2021	2020	Change
Home Sales		13	19	-31.6%
Active Listings		23	47	-51.1%
Months' Supply		1.1	2.0	-43.1%
New Listings		18	23	-21.7%
Contracts Written		20	21	-4.8%
Pending Contracts		27	28	-3.6%
Sales Volume (1,000s)		4,512	4,389	2.8%
Average	Sale Price	347,077	231,008	50.2%
	List Price of Actives	352,137	484,747	-27.4%
	Days on Market	29	21	34.6%
	Percent of List	99.2%	97.9%	1.3%
	Percent of Original	96.5%	96.7%	-0.2%
Median	Sale Price	311,000	204,950	51.7%
	List Price of Actives	295,000	326,500	-9.6%
	Days on Market	12	9	33.3%
	Percent of List	98.9%	97.2%	1.7%
	Percent of Original	97.6%	96.9%	0.7%

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JANUARY 2021 >>

LAWRENCE MLS STATISTICS



LAWRENCE
Board of REALTORS®

THREE-YEAR COMPARISONS

SUMMARY >>

BREAKDOWNS BY HOME TYPE
DOUGLAS COUNTY (EXCLUDING LAWRENCE)
AS OF 2/8/2021

January MLS Statistics		2021			2020			2019		
By Property Type		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		13	13	0	19	17	2	16	15	1
Change from prior year		-31.6%	-23.5%	-100.0%	18.8%	13.3%	100.0%	6.7%	7.1%	0.0%
Active Listings		23	21	2	47	38	9	49	42	7
Change from prior year		-51.1%	-44.7%	-77.8%	-4.1%	-9.5%	28.6%	19.5%	10.5%	133.3%
Months' Supply		1.1	1.1	N/A	2.0	1.7	6.4	2.2	2.0	9.3
Change from prior year		-43.1%	-33.9%	N/A	-11.1%	-13.9%	-31.9%	3.3%	-5.4%	159.3%
New Listings		18	18	0	23	22	1	17	17	0
Change from prior year		-21.7%	-18.2%	-100.0%	35.3%	29.4%	N/A	6.3%	13.3%	-100.0%
Contracts Written		20	19	1	21	17	4	10	9	1
Change from prior year		-4.8%	11.8%	-75.0%	110.0%	88.9%	300.0%	-47.4%	-52.6%	N/A
Pending Contracts		27	24	3	28	24	4	17	17	0
Change from prior year		-3.6%	0.0%	-25.0%	64.7%	41.2%	N/A	-22.7%	-22.7%	N/A
Sales Volume (1,000s)		4,512	4,512	0	4,389	3,829	560	3,567	3,244	323
Change from prior year		2.8%	17.8%	-100.0%	23.1%	18.0%	73.6%	-20.1%	-22.9%	24.1%
Average	Sale Price	347,077	347,077	N/A	231,008	225,250	279,950	222,918	216,280	322,500
	Change from prior year	50.2%	54.1%	N/A	3.6%	4.1%	-13.2%	-25.1%	-28.0%	24.1%
	List Price of Actives	352,137	352,631	346,950	484,747	523,908	319,400	352,406	359,086	312,329
	Change from prior year	-27.4%	-32.7%	N/A	37.6%	45.9%	2.3%	-14.4%	-12.3%	-29.5%
	Days on Market	29	29	N/A	21	18	49	54	44	210
	Change from prior year	34.7%	58.1%	N/A	-60.4%	-58.2%	-76.9%	-14.9%	-30.4%	183.8%
	Percent of List	99.2%	99.2%	N/A	97.9%	97.8%	98.5%	100.3%	100.3%	99.2%
Change from prior year	1.3%	1.4%	N/A	-2.4%	-2.5%	-0.8%	-2.2%	-2.3%	-0.8%	
Median	Sale Price	311,000	311,000	N/A	204,950	187,400	279,950	182,725	175,450	322,500
	Change from prior year	51.7%	66.0%	N/A	12.2%	6.8%	-13.2%	-33.6%	-41.5%	24.1%
	List Price of Actives	295,000	288,500	346,950	326,500	377,450	310,000	324,900	332,450	258,500
	Change from prior year	-9.6%	-23.6%	N/A	0.5%	13.5%	19.9%	8.7%	12.0%	-33.7%
	Days on Market	12	12	N/A	9	6	49	28	24	210
	Change from prior year	33.3%	100.0%	N/A	-67.3%	-75.0%	-76.9%	61.8%	45.5%	183.8%
	Percent of List	98.9%	98.9%	N/A	97.2%	97.2%	98.5%	100.0%	100.0%	99.2%
Change from prior year	1.7%	1.7%	N/A	-2.8%	-2.8%	-0.8%	0.0%	0.0%	-0.8%	
Percent of Original	97.6%	97.6%	N/A	96.9%	96.3%	97.7%	98.3%	99.3%	96.3%	
Change from prior year	0.7%	1.4%	N/A	-1.4%	-3.1%	1.5%	-1.5%	-0.2%	-3.7%	

YEAR-TO-DATE STATISTICS

SUMMARY >>

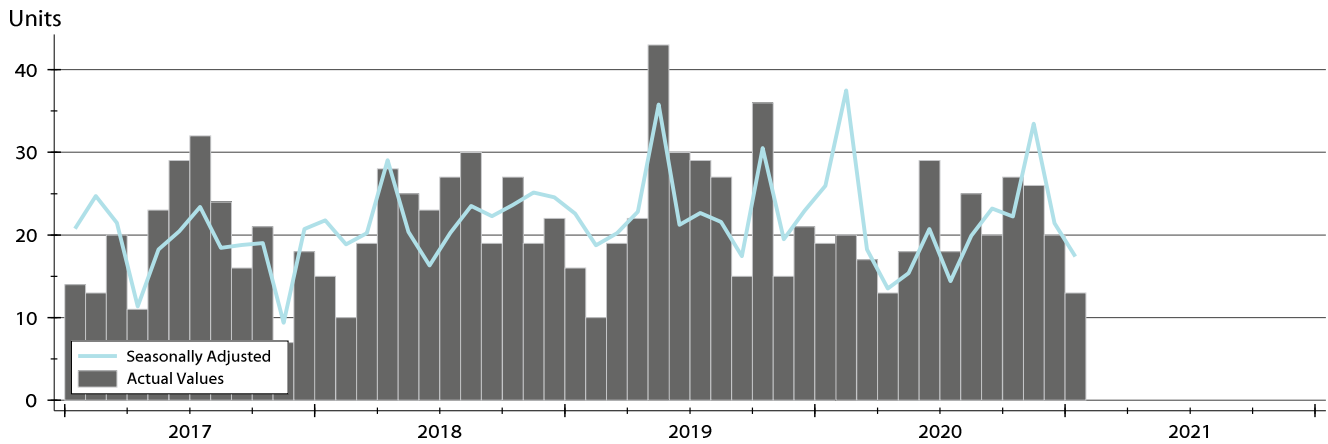
**YTD BREAKDOWNS BY HOME TYPE
DOUGLAS COUNTY (EXCLUDING LAWRENCE)
AS OF 2/8/2021**

Year-to-Date Activity		2021			2020			2019		
By Property Type		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		13	13	0	19	17	2	16	15	1
Change from prior year		-31.6%	-23.5%	-100.0%	18.8%	13.3%	100.0%	6.7%	7.1%	0.0%
New Listings		18	18	0	23	22	1	17	17	0
Change from prior year		-21.7%	-18.2%	-100.0%	35.3%	29.4%	N/A	6.3%	13.3%	-100.0%
Contracts Written		20	19	1	21	17	4	10	9	1
Change from prior year		-4.8%	11.8%	-75.0%	110.0%	88.9%	300.0%	-47.4%	-52.6%	N/A
Sales Volume (1,000s)		4,512	4,512	0	4,389	3,829	560	3,567	3,244	323
Change from prior year		2.8%	17.8%	-100.0%	23.1%	18.0%	73.6%	-20.1%	-22.9%	24.1%
Average	Sale Price	347,077	347,077	N/A	231,008	225,250	279,950	222,918	216,280	322,500
	Change from prior year	50.2%	54.1%	0.0%	3.6%	4.1%	-13.2%	-25.1%	-28.0%	24.1%
	Days on Market	29	29	N/A	21	18	49	54	44	210
	Change from prior year	34.7%	58.1%	0.0%	-60.4%	-58.2%	-76.9%	-14.9%	-30.4%	183.8%
	Percent of List	99.2%	99.2%	N/A	97.9%	97.8%	98.5%	100.3%	100.3%	99.2%
Change from prior year	1.3%	1.4%	0.0%	-2.4%	-2.5%	-0.8%	-2.2%	-2.3%	-0.8%	
Median	Sale Price	311,000	311,000	N/A	204,950	187,400	279,950	182,725	175,450	322,500
	Change from prior year	51.7%	66.0%	0.0%	12.2%	6.8%	-13.2%	-33.6%	-41.5%	24.1%
	Days on Market	12	12	N/A	9	6	49	28	24	210
	Change from prior year	33.3%	100.0%	0.0%	-67.3%	-75.0%	-76.9%	61.8%	45.5%	183.8%
	Percent of List	98.9%	98.9%	N/A	97.2%	97.2%	98.5%	100.0%	100.0%	99.2%
Change from prior year	1.7%	1.7%	0.0%	-2.8%	-2.8%	-0.8%	0.0%	0.0%	-0.8%	
Percent of Original		97.6%	97.6%	N/A	96.9%	96.3%	97.7%	98.3%	99.3%	96.3%
	Change from prior year	0.7%	1.4%	0.0%	-1.4%	-3.1%	1.5%	-1.5%	-0.2%	-3.7%

CLOSED LISTINGS ANALYSIS

**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 2/8/2021**

HISTORY >>



SUMMARY >>

Summary Statistics for Closed Listings		January			Year-to-Date		
		2021	2020	Change	2021	2020	Change
Closed Listings		13	19	-31.6%	13	19	-31.6%
Volume (1,000s)		4,512	4,389	2.8%	4,512	4,389	2.8%
Average	Sale Price	347,077	231,008	50.2%	347,077	231,008	50.2%
	Days on Market	29	21	34.7%	29	21	34.7%
	Percent of List	99.2%	97.9%	1.3%	99.2%	97.9%	1.3%
	Percent of Original	96.5%	96.7%	-0.2%	96.5%	96.7%	-0.2%
Median	Sale Price	311,000	204,950	51.7%	311,000	204,950	51.7%
	Days on Market	12	9	33.3%	12	9	33.3%
	Percent of List	98.9%	97.2%	1.7%	98.9%	97.2%	1.7%
	Percent of Original	97.6%	96.9%	0.7%	97.6%	96.9%	0.7%

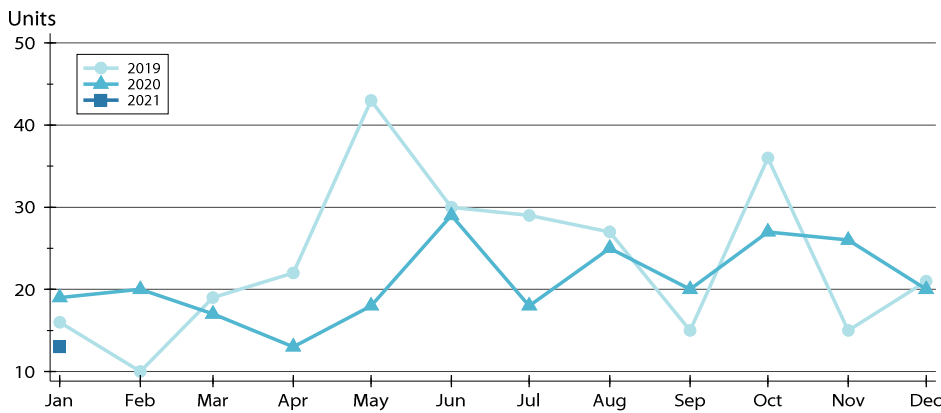
A total of 13 homes sold in Douglas County (excluding Lawrence) in January, down from 19 units in January 2020. Total sales volume rose to \$4.5 million compared to \$4.4 million in the previous year.

The median sales price in January was \$311,000, up 51.7% compared to the prior year. Median days on market was 12 days, up from 8 days in December, and up from 9 in January 2020.

CLOSED LISTINGS ANALYSIS

**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 2/8/2021**

BY MONTH >>



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

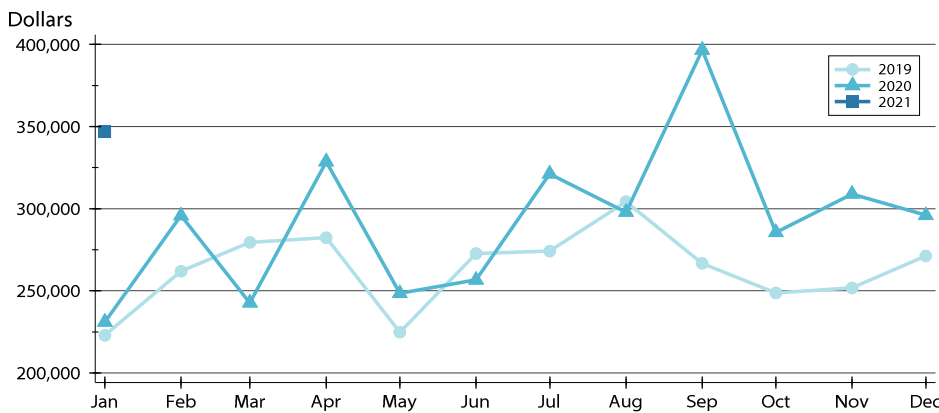
BY PRICE RANGE >>

Price Range	Sales			Sale Price		Days on Market		Price as % of List		Price as % of Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median	Average	Median
Below \$50,000	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$50,000-\$99,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$100,000-\$149,999	1	7.7%	144	144,000	144,000	63	63	97.6%	97.6%	97.6%	97.6%
\$150,000-\$199,999	2	15.4%	375	187,500	187,500	32	32	100.0%	100.0%	90.8%	90.8%
\$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	2	15.4%	576	288,000	288,000	16	16	97.1%	97.1%	97.1%	97.1%
\$300,000-\$349,999	2	15.4%	611	305,500	305,500	6	6	103.8%	103.8%	103.8%	103.8%
\$350,000-\$399,999	1	7.7%	375	375,000	375,000	33	33	96.2%	96.2%	91.5%	91.5%
\$400,000-\$449,999	2	15.4%	862	431,000	431,000	8	8	99.5%	99.5%	99.5%	99.5%
\$450,000-\$499,999	1	7.7%	470	470,000	470,000	9	9	98.9%	98.9%	98.9%	98.9%
\$500,000-\$599,999	2	15.4%	1,099	549,500	549,500	75	75	97.8%	97.8%	92.3%	92.3%
\$600,000-\$749,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$750,000-\$999,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
All price ranges	13	100.0%	4,512	347,077	311,000	29	12	99.2%	98.9%	96.5%	97.6%

CLOSED LISTINGS ANALYSIS

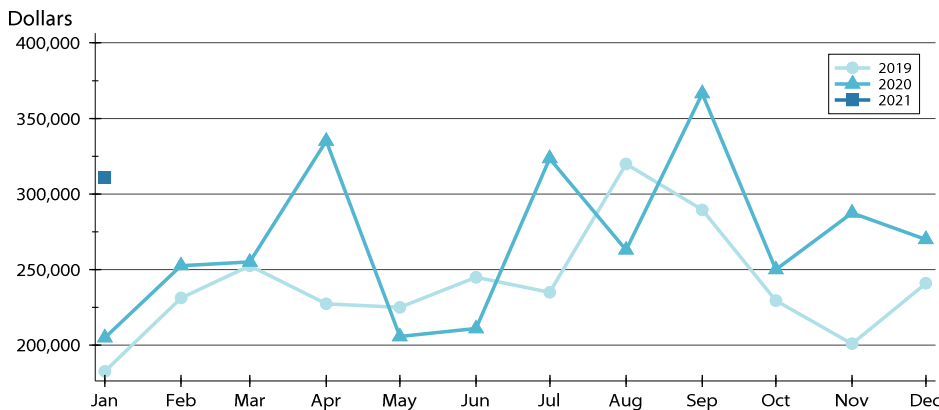
**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 2/8/2021**

AVERAGE PRICE >>



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

MEDIAN PRICE >>

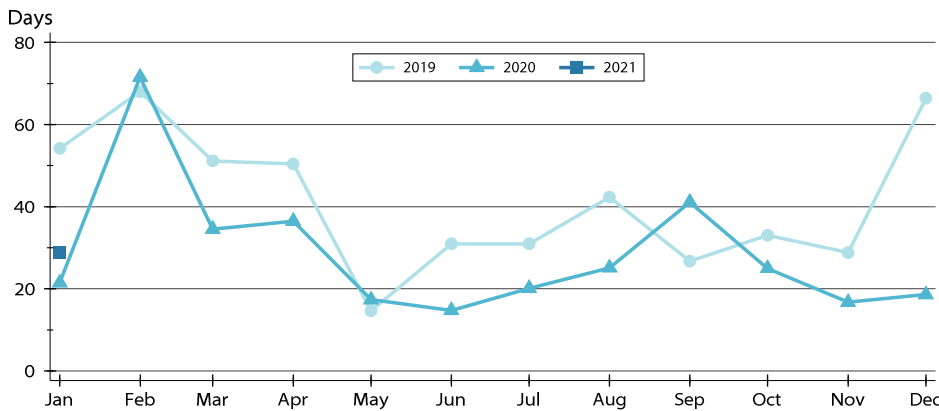


Month	2019	2020	2021
January	182,725	204,950	311,000
February	231,250	252,650	
March	252,500	255,000	
April	227,400	335,000	
May	225,000	205,700	
June	244,950	211,000	
July	235,000	323,500	
August	319,900	263,000	
September	289,500	366,450	
October	229,500	250,000	
November	201,000	287,450	
December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

CLOSED LISTINGS ANALYSIS

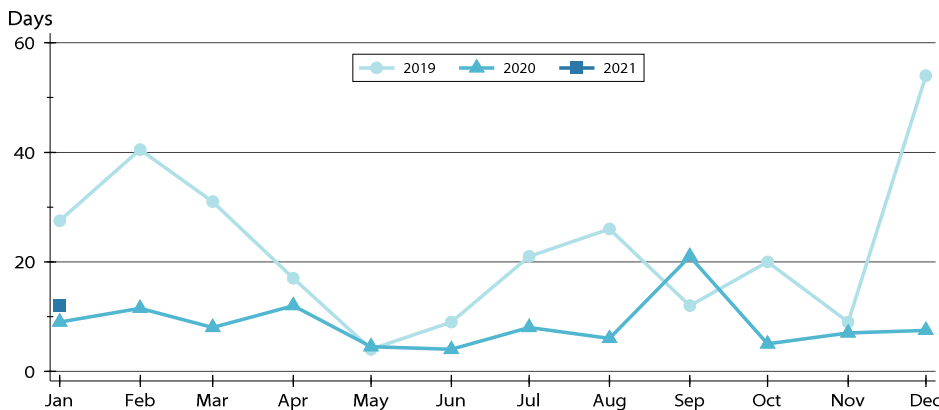
**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 2/8/2021**

AVERAGE DOM >>



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

MEDIAN DOM >>

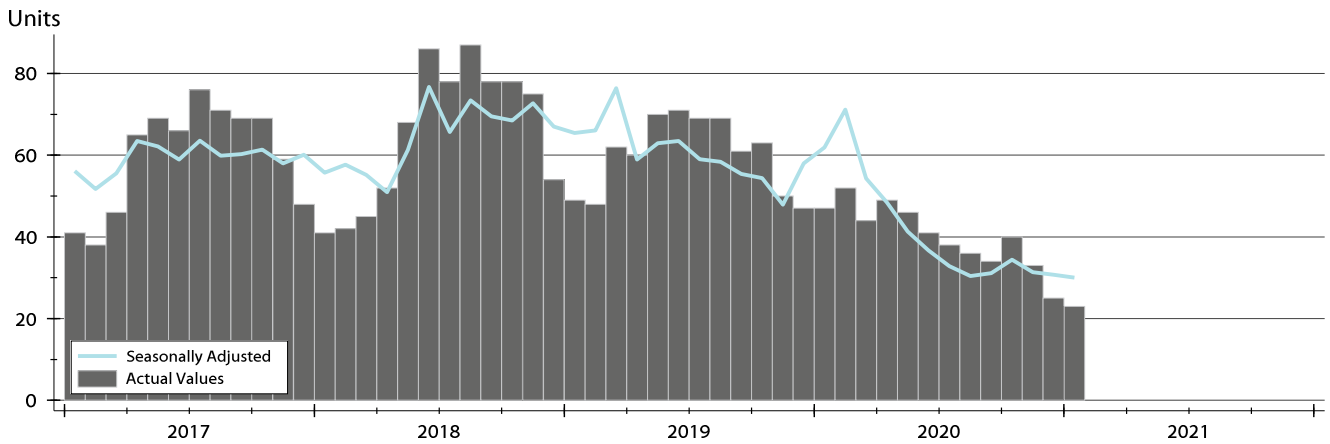


Month	2019	2020	2021
January	28	9	12
February	41	12	
March	31	8	
April	17	12	
May	4	5	
June	9	4	
July	21	8	
August	26	6	
September	12	21	
October	20	5	
November	9	7	
December	54	8	

ACTIVE LISTINGS ANALYSIS

**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 2/8/2021**

HISTORY >>



SUMMARY >>

Summary Statistics for Active Listings		End of January		
		2021	2020	Change
Active Listings		23	47	-51.1%
Months' Supply		1.1	2.0	-43.1%
Volume (1,000s)		8,099	22,783	-64.5%
Average	List Price	352,137	484,747	-27.4%
	Days on Market	79	93	-14.2%
	Percent of Original	99.2%	99.5%	-0.2%
Median	List Price	295,000	326,500	-9.6%
	Days on Market	61	59	3.4%
	Percent of Original	100.0%	100.0%	0.0%

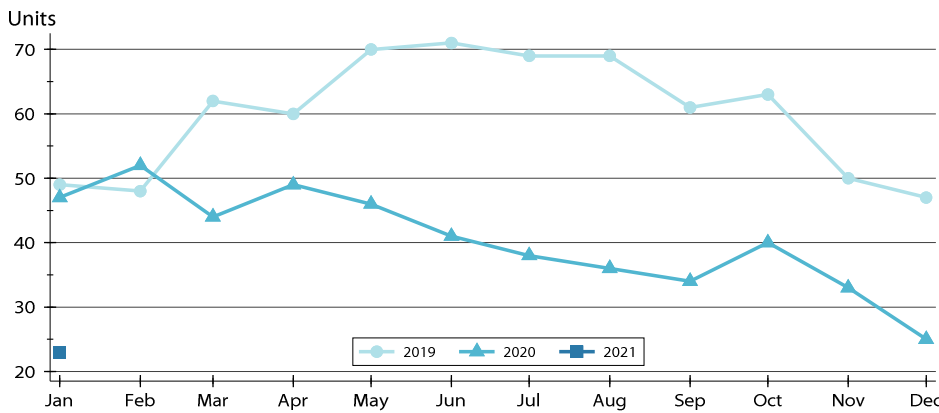
A total of 23 homes were available for sale in Douglas County (excluding Lawrence) at the end of January. This represents a 1.1 months' supply of active listings.

The median list price of homes on the market at the end of January was \$295,000, down 9.6% from 2020. The typical time on market for active listings was 61 days, up from 59 days a year earlier.

ACTIVE LISTINGS ANALYSIS

**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 2/8/2021**

BY MONTH >>



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

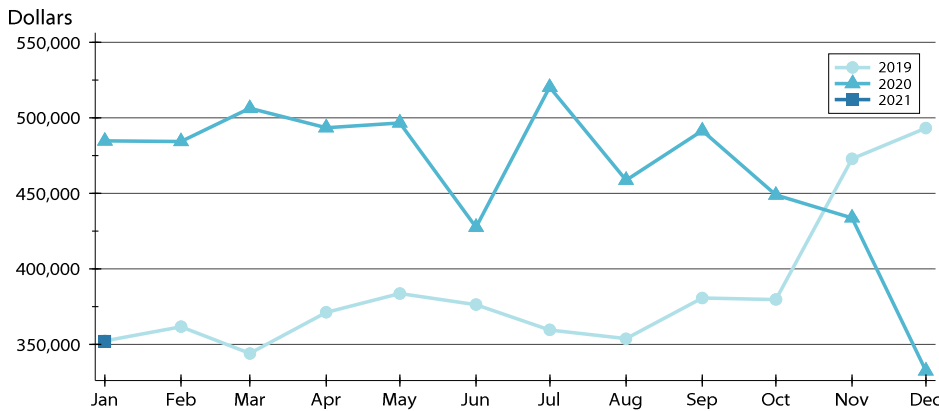
BY PRICE RANGE >>

Price Range	Active Listings			Months' Supply	List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume		Average	Median	Average	Median	Average	Median
Below \$50,000	1	4.3%	2	N/A	1,750	1,750	67	67	92.6%	92.6%
\$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	3	13.0%	396	3.0	131,833	131,000	47	39	100.0%	100.0%
\$150,000-\$199,999	3	13.0%	509	1.5	169,600	159,900	75	95	99.0%	100.0%
\$200,000-\$249,999	2	8.7%	425	N/A	212,450	212,450	64	64	100.0%	100.0%
\$250,000-\$299,999	3	13.0%	846	1.5	281,833	288,500	27	14	100.0%	100.0%
\$300,000-\$349,999	2	8.7%	648	1.0	324,000	324,000	139	139	103.3%	103.3%
\$350,000-\$399,999	2	8.7%	730	2.0	364,900	364,900	107	107	99.4%	99.4%
\$400,000-\$449,999	2	8.7%	830	1.0	414,950	414,950	69	69	96.7%	96.7%
\$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	2	8.7%	1,020	1.0	510,000	510,000	238	238	100.0%	100.0%
\$600,000-\$749,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$750,000-\$999,999	2	8.7%	1,595	N/A	797,500	797,500	32	32	97.1%	97.1%
\$1,000,000 and up	1	4.3%	1,100	N/A	1,100,000	1,100,000	18	18	100.0%	100.0%
All price ranges	23	100.0%	8,099	1.8	352,137	295,000	79	61	99.2%	100.0%

ACTIVE LISTINGS ANALYSIS

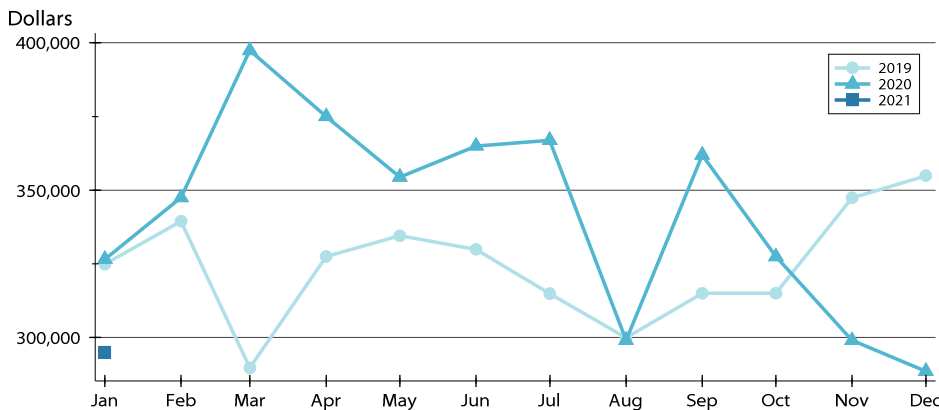
**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 2/8/2021**

AVERAGE PRICE >>



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

MEDIAN PRICE >>

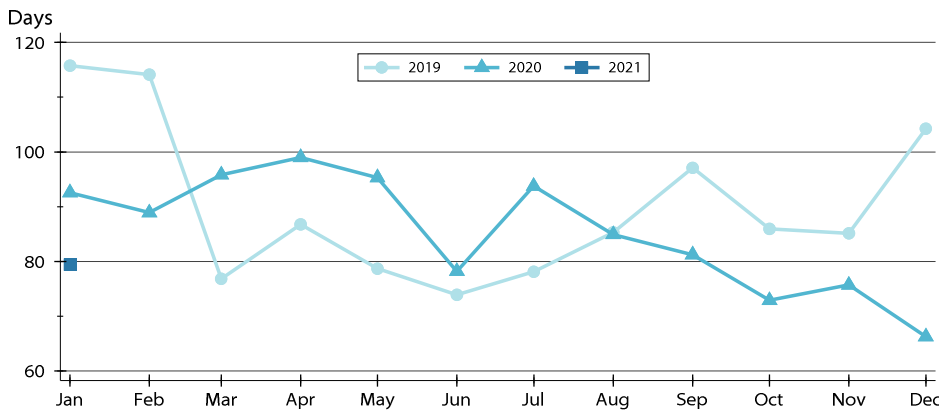


Month	2019	2020	2021
January	324,900	326,500	295,000
February	339,450	347,450	
March	289,700	397,400	
April	327,500	375,000	
May	334,500	354,450	
June	329,900	365,000	
July	314,900	366,950	
August	299,900	299,000	
September	315,000	361,950	
October	315,000	327,450	
November	347,400	299,000	
December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

ACTIVE LISTINGS ANALYSIS

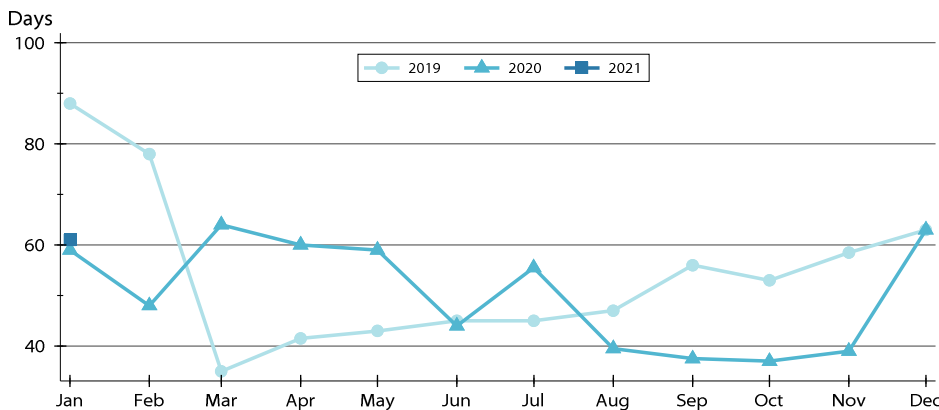
**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 2/8/2021**

AVERAGE DOM >>



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

MEDIAN DOM >>

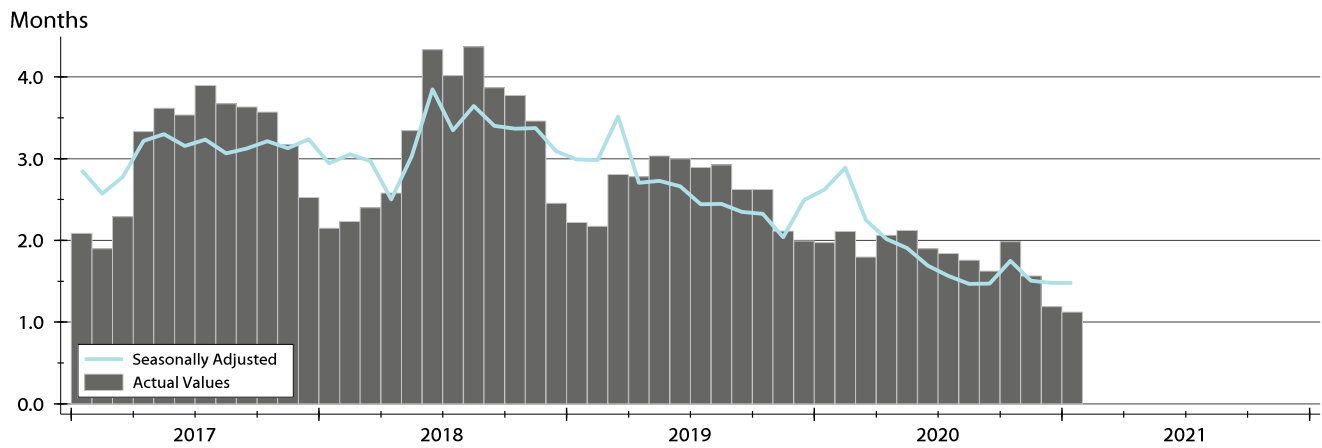


Month	2019	2020	2021
January	88	59	61
February	78	48	
March	35	64	
April	42	60	
May	43	59	
June	45	44	
July	45	56	
August	47	40	
September	56	38	
October	53	37	
November	59	39	
December	63	63	

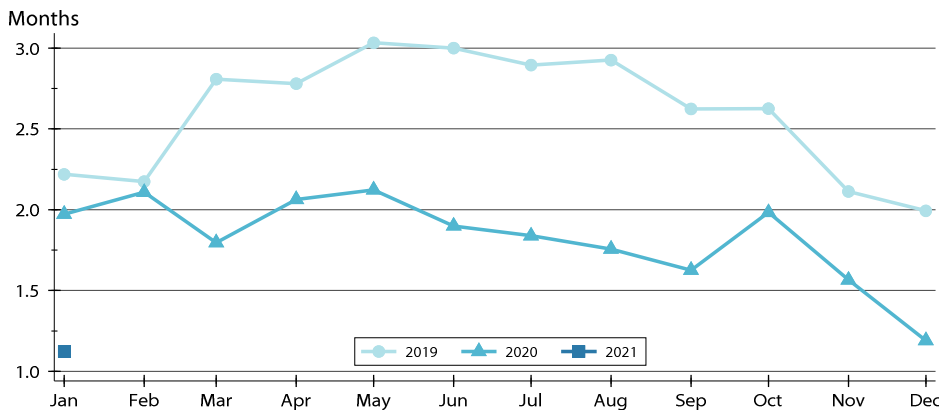
MONTHS' SUPPLY ANALYSIS

**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 2/8/2021**

HISTORY >>



BY MONTH >>

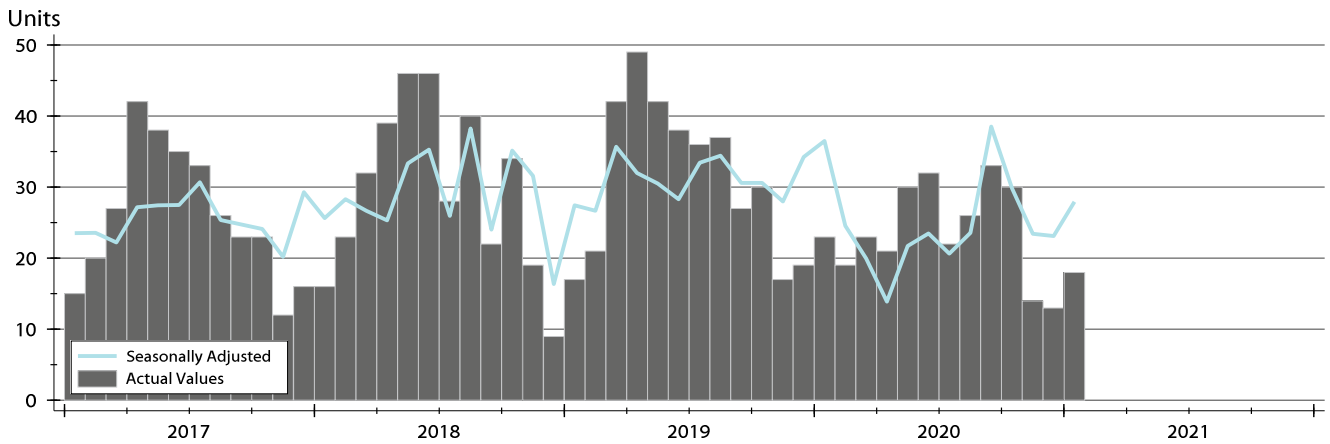


Month	2019	2020	2021
January	2.2	2.0	1.1
February	2.2	2.1	
March	2.8	1.8	
April	2.8	2.1	
May	3.0	2.1	
June	3.0	1.9	
July	2.9	1.8	
August	2.9	1.8	
September	2.6	1.6	
October	2.6	2.0	
November	2.1	1.6	
December	2.0	1.2	

NEW LISTINGS ANALYSIS

**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 2/8/2021**

HISTORY >>



SUMMARY >>

Summary Statistics for New Listings		January		
		2021	2020	Change
Current Month	New Listings	18	23	-21.7%
	Volume (1,000s)	6,035	6,137	-1.7%
	Average List Price	335,289	266,811	25.7%
	Median List Price	260,750	239,000	9.1%
YTD	New Listings	18	23	-21.7%
	Volume (1,000s)	6,035	6,137	-1.7%
	Average List Price	335,289	266,811	25.7%
	Median List Price	260,750	239,000	9.1%

A total of 18 new listings were added in Douglas County (excluding Lawrence) during January, down 21.7% from the same month in 2020.

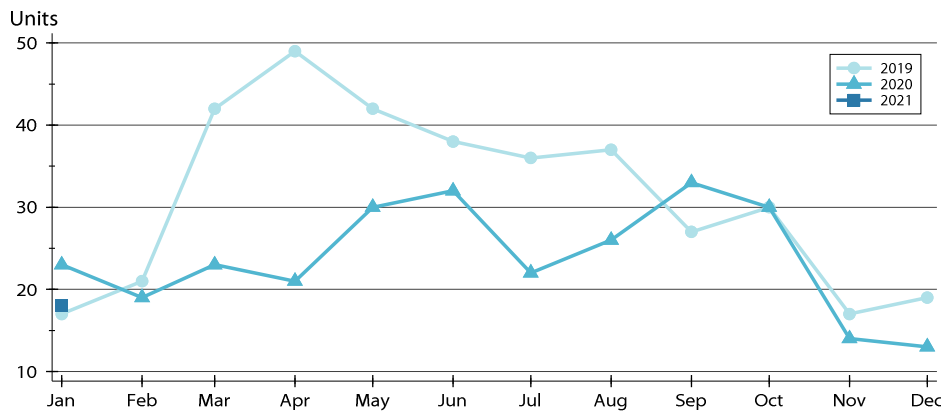
The median list price of these homes was \$260,750 up from \$239,000 in 2020.



NEW LISTINGS ANALYSIS

DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 2/8/2021

BY MONTH >>



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

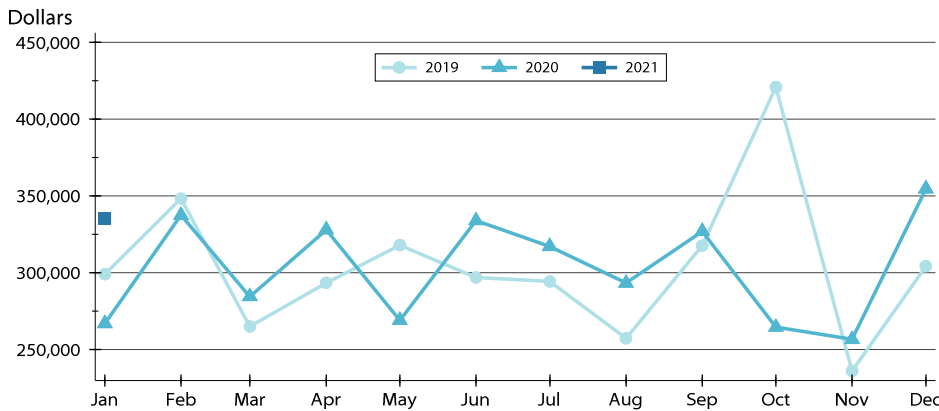
BY PRICE RANGE >>

Price Range	New Listings			List Price	
	Number	Percent	Volume	Average	Median
Below \$50,000	0	0.0%	0	N/A	N/A
\$50,000-\$99,999	0	0.0%	0	N/A	N/A
\$100,000-\$149,999	1	5.6%	150	149,500	149,500
\$150,000-\$199,999	4	22.2%	710	177,450	175,000
\$200,000-\$249,999	3	16.7%	663	220,967	209,900
\$250,000-\$299,999	3	16.7%	821	273,800	269,500
\$300,000-\$349,999	3	16.7%	984	327,967	329,000
\$350,000-\$399,999	0	0.0%	0	N/A	N/A
\$400,000-\$449,999	0	0.0%	0	N/A	N/A
\$450,000-\$499,999	1	5.6%	465	465,000	465,000
\$500,000-\$599,999	1	5.6%	530	529,900	529,900
\$600,000-\$749,999	1	5.6%	613	612,800	612,800
\$750,000-\$999,999	0	0.0%	0	N/A	N/A
\$1,000,000 and up	1	5.6%	1,100	1,100,000	1,100,000
All price ranges	18	100.0%	6,035	335,289	260,750

NEW LISTINGS ANALYSIS

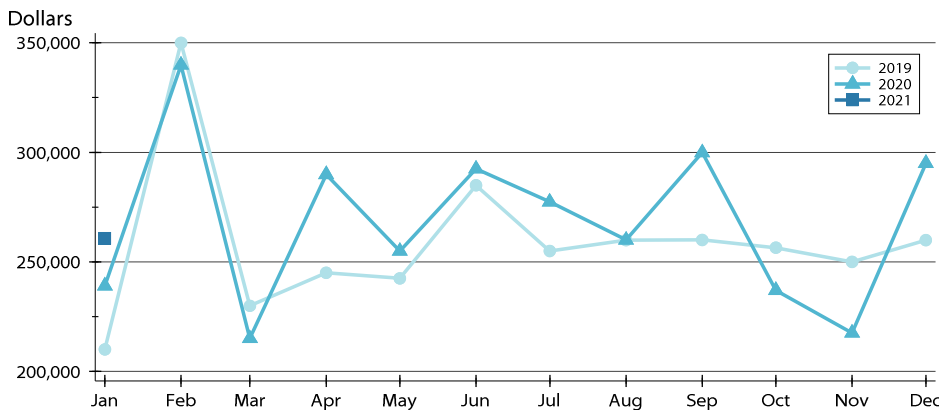
**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 2/8/2021**

AVERAGE PRICE >>



Month	2019	2020	2021
January	298,976	266,811	335,289
February	348,252	337,421	340,000
March	264,952	284,387	285,000
April	293,347	327,910	330,000
May	317,980	268,967	270,000
June	296,849	333,883	335,000
July	294,224	317,055	320,000
August	257,184	293,169	295,000
September	317,598	326,898	330,000
October	420,878	264,462	265,000
November	235,951	256,489	255,000
December	304,200	354,569	355,000

MEDIAN PRICE >>

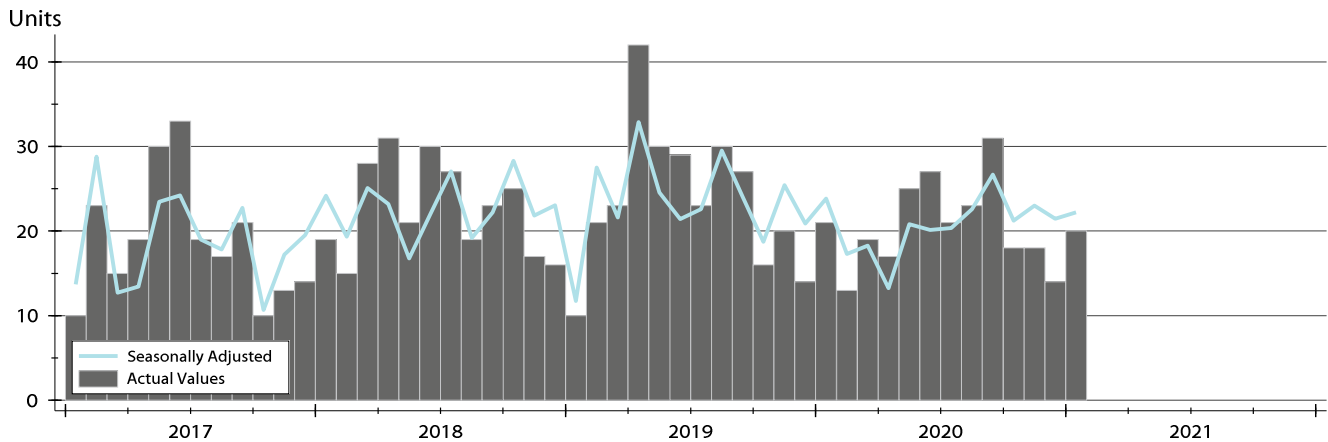


Month	2019	2020	2021
January	210,000	239,000	260,750
February	350,000	339,900	340,000
March	229,900	215,000	215,000
April	245,000	289,900	290,000
May	242,450	254,900	255,000
June	284,948	292,450	295,000
July	254,950	277,400	280,000
August	259,900	260,000	260,000
September	259,999	299,900	300,000
October	256,450	237,000	240,000
November	250,000	217,500	220,000
December	259,900	295,000	295,000

CONTRACTS WRITTEN ANALYSIS

DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 2/8/2021

HISTORY >>



SUMMARY >>

Summary Statistics for Contracts Written		January			Year-to-Date		
		2021	2020	Change	2021	2020	Change
Closed Listings		20	21	-4.8%	20	21	-4.8%
Volume (1,000s)		6,510	5,813	12.0%	6,510	5,813	12.0%
Average	Sale Price	325,478	276,812	17.6%	325,478	276,812	17.6%
	Days on Market	32	61	-47.4%	32	61	-47.4%
	Percent of Original	99.2%	96.6%	2.7%	99.2%	96.6%	2.7%
Median	Sale Price	284,700	250,000	13.9%	284,700	250,000	13.9%
	Days on Market	5	9	-44.4%	5	9	-44.4%
	Percent of Original	100.0%	100.0%	0.0%	100.0%	100.0%	0.0%

A total of 20 contracts for sale were written in Douglas County (excluding Lawrence) during the month of January, down from 21 in 2020. The median list price of these homes was \$284,700, up from \$250,000 the prior year.

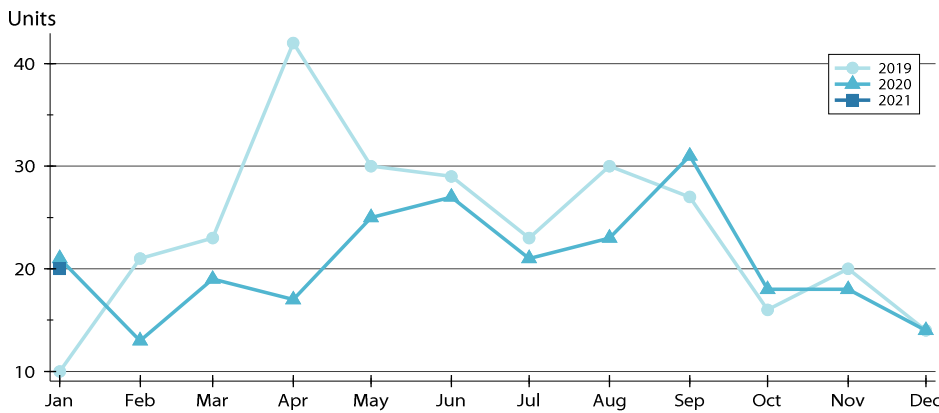
Half of the homes that went under contract in January were on the market less than 5 days, compared to 9 days in January 2020.



CONTRACTS WRITTEN ANALYSIS

DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 2/8/2021

BY MONTH >>



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

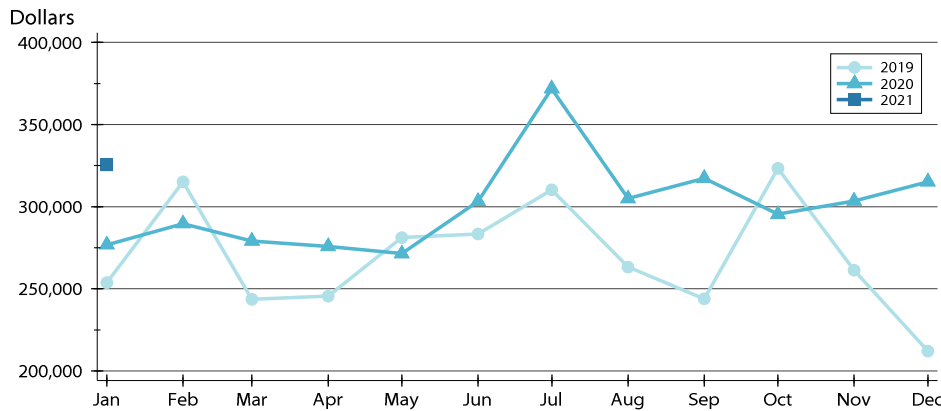
BY PRICE RANGE >>

Price Range	Contracts Written			List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median
Below \$50,000	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
\$50,000-\$99,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
\$100,000-\$149,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
\$150,000-\$199,999	5	25.0%	880	175,940	175,000	22	5	100.0%	100.0%
\$200,000-\$249,999	4	20.0%	878	219,475	212,450	25	10	98.4%	100.0%
\$250,000-\$299,999	3	15.0%	869	289,767	299,900	78	4	100.1%	100.0%
\$300,000-\$349,999	3	15.0%	1,005	334,933	329,900	16	4	100.0%	100.0%
\$350,000-\$399,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
\$400,000-\$449,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
\$450,000-\$499,999	2	10.0%	949	474,500	474,500	5	5	100.0%	100.0%
\$500,000-\$599,999	2	10.0%	1,129	564,450	564,450	25	25	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	1	5.0%	800	799,950	799,950	90	90	89.4%	89.4%
\$1,000,000 and up	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
All price ranges	20	100.0%	6,510	325,478	284,700	32	5	99.2%	100.0%

CONTRACTS WRITTEN ANALYSIS

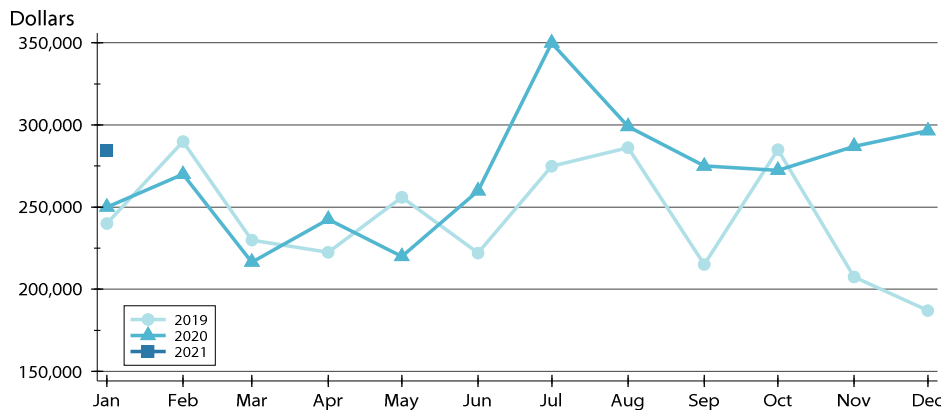
**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 2/8/2021**

AVERAGE PRICE >>



Month	2019	2020	2021
January	253,735	276,812	325,478
February	315,090	289,696	
March	243,609	279,111	
April	245,508	275,818	
May	281,145	271,400	
June	283,326	303,226	
July	310,298	371,826	
August	263,210	304,952	
September	243,887	317,306	
October	323,309	295,361	
November	261,313	303,492	
December	212,057	315,114	

MEDIAN PRICE >>

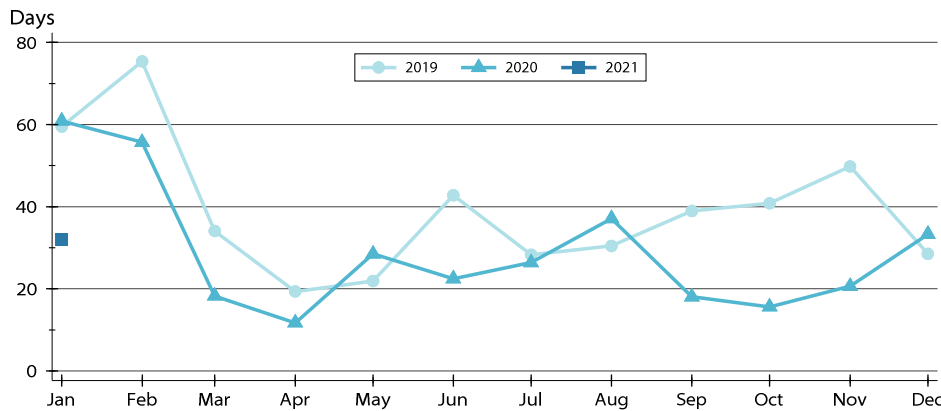


Month	2019	2020	2021
January	240,000	250,000	284,700
February	289,900	269,950	
March	229,900	216,500	
April	222,450	242,500	
May	256,000	219,900	
June	222,000	259,900	
July	274,900	349,900	
August	286,200	299,000	
September	215,000	275,000	
October	284,950	272,400	
November	207,450	286,950	
December	186,950	296,450	

CONTRACTS WRITTEN ANALYSIS

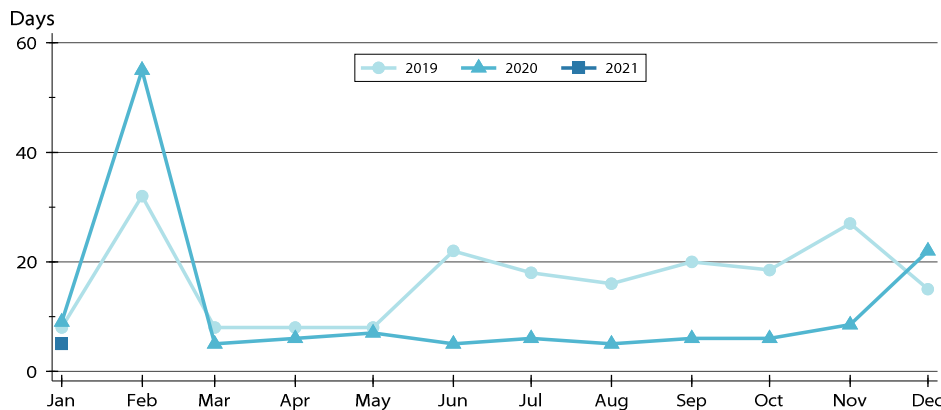
**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 2/8/2021**

AVERAGE DOM >>



Month	2019	2020	2021
January	60	61	32
February	75	56	
March	34	18	
April	19	12	
May	22	28	
June	43	22	
July	28	26	
August	30	37	
September	39	18	
October	41	16	
November	50	21	
December	29	33	

MEDIAN DOM >>

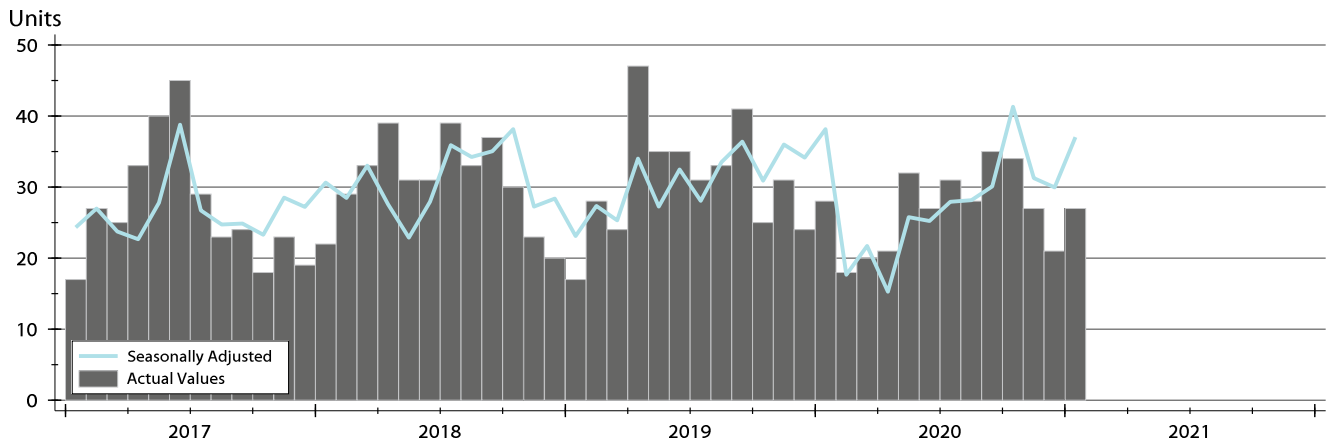


Month	2019	2020	2021
January	8	9	5
February	32	55	
March	8	5	
April	8	6	
May	8	7	
June	22	5	
July	18	6	
August	16	5	
September	20	6	
October	19	6	
November	27	9	
December	15	22	

PENDING CONTRACTS ANALYSIS

**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 2/8/2021**

HISTORY >>



SUMMARY >>

Summary Statistics for Active Listings		End of January		
		2021	2020	Change
Active Listings		27	28	-3.6%
Volume (1,000s)		8,085	7,359	9.9%
Average	List Price	299,446	262,813	13.9%
	Days on Market	34	53	-36.2%
	Percent of Original	99.1%	98.6%	0.5%
Median	List Price	248,000	239,000	3.8%
	Days on Market	9	8	20.0%
	Percent of Original	100.0%	100.0%	0.0%

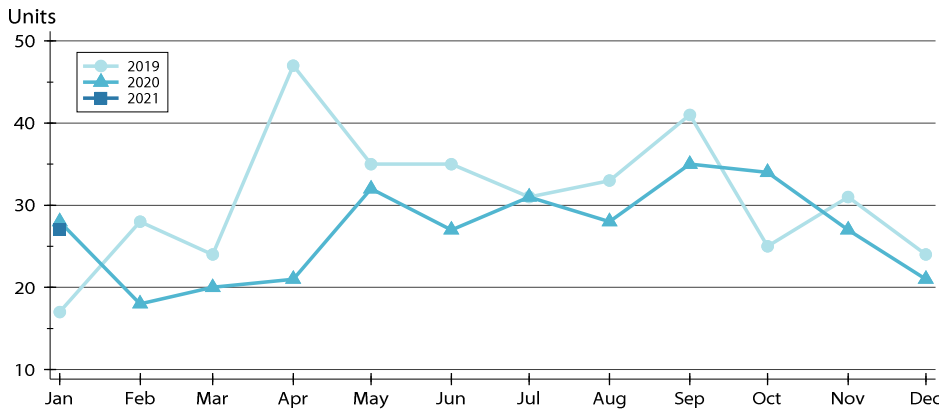
A total of 27 listings in Douglas County (excluding Lawrence) had contracts pending at the end of January, down from 28 contracts pending at the end of January 2020.

Pending contracts reflect listings with a contract in place at the end of the month. In contrast, contracts written measures the number of listings put under contract during the month.

PENDING CONTRACTS ANALYSIS

**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 2/8/2021**

BY MONTH >>



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

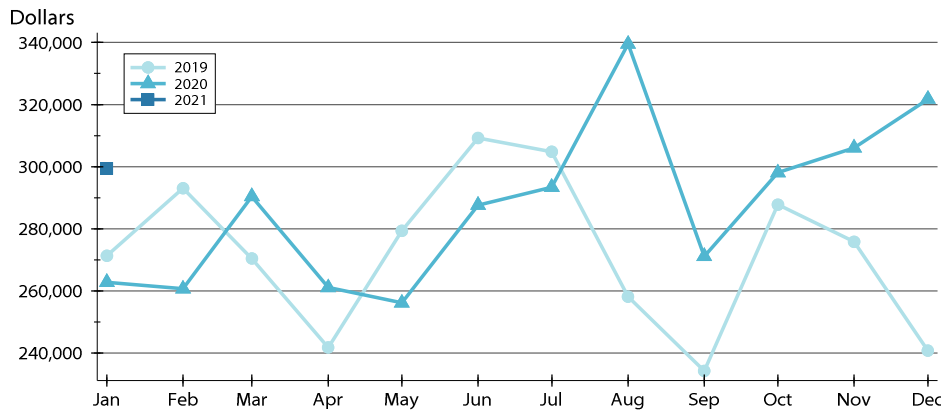
BY PRICE RANGE >>

Price Range	Contracts Written			List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median
Below \$50,000	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
\$50,000-\$99,999	1	3.7%	100	99,900	99,900	7	7	100.0%	100.0%
\$100,000-\$149,999	1	3.7%	124	124,000	124,000	9	9	100.0%	100.0%
\$150,000-\$199,999	6	22.2%	1,067	177,783	175,000	28	7	99.1%	100.0%
\$200,000-\$249,999	6	22.2%	1,313	218,800	212,450	33	33	98.5%	100.0%
\$250,000-\$299,999	4	14.8%	1,169	292,300	299,900	61	7	100.1%	100.0%
\$300,000-\$349,999	2	7.4%	680	339,900	339,900	23	23	100.0%	100.0%
\$350,000-\$399,999	2	7.4%	755	377,400	377,400	50	50	100.1%	100.1%
\$400,000-\$449,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
\$450,000-\$499,999	2	7.4%	949	474,500	474,500	5	5	100.0%	100.0%
\$500,000-\$599,999	2	7.4%	1,129	564,450	564,450	25	25	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	1	3.7%	800	799,950	799,950	90	90	89.4%	89.4%
\$1,000,000 and up	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
All price ranges	27	100.0%	8,085	299,446	248,000	34	9	99.1%	100.0%

PENDING CONTRACTS ANALYSIS

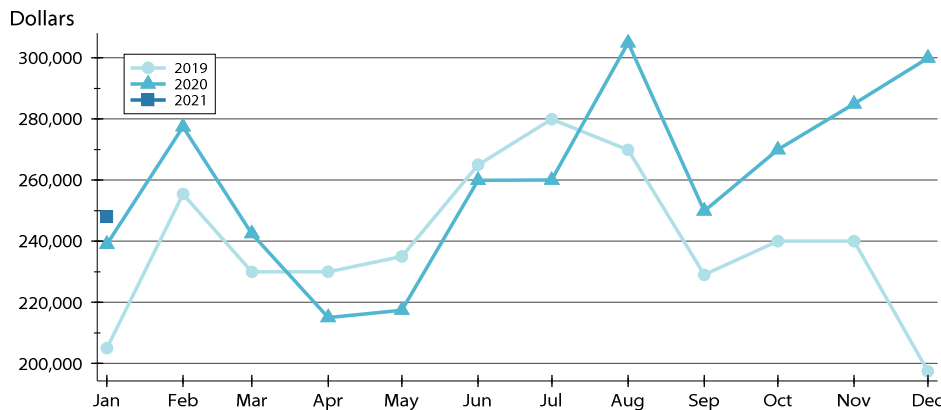
**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 2/8/2021**

AVERAGE PRICE >>



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

MEDIAN PRICE >>

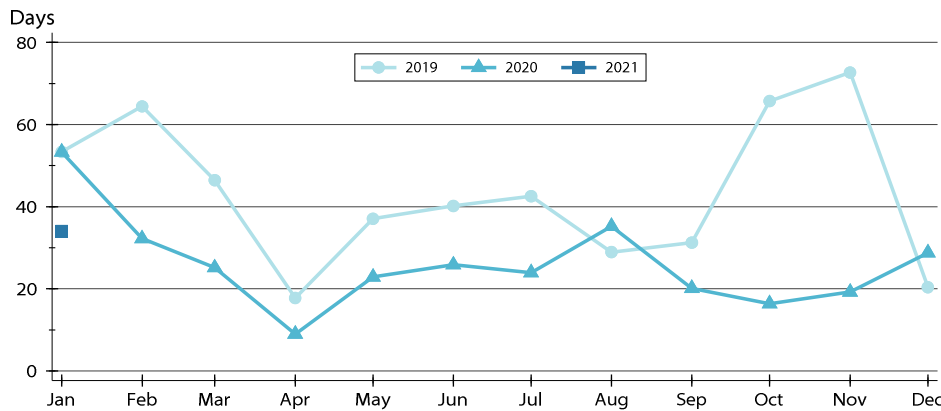


Month	2019	2020	2021
January	205,000	239,000	248,000
February	255,450	277,425	
March	229,950	242,475	
April	230,000	215,000	
May	235,000	217,400	
June	265,000	259,900	
July	279,900	260,000	
August	269,900	304,900	
September	229,000	249,900	
October	240,000	269,950	
November	240,000	284,900	
December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

PENDING CONTRACTS ANALYSIS

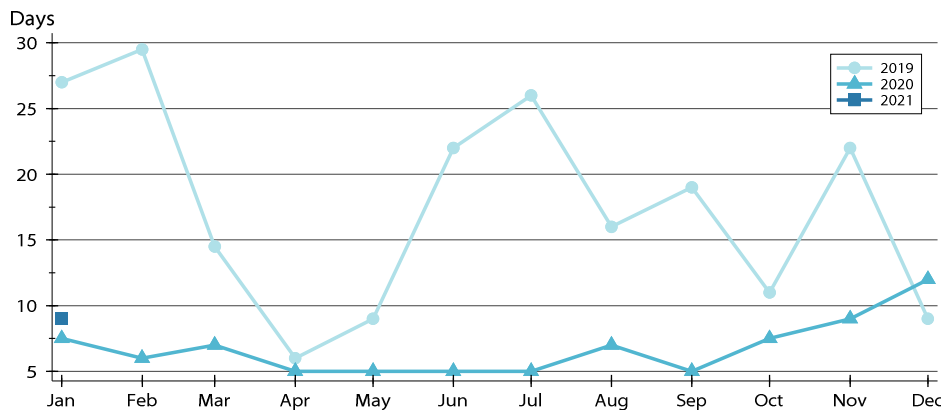
**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 2/8/2021**

AVERAGE DOM >>



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

MEDIAN DOM >>



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