

# OCTOBER 2020 >>

# LAWRENCE MLS STATISTICS



## MARKET OVERVIEW >>

### Douglas County Home Sales Fell in October

Total home sales in Douglas County (excluding Lawrence) fell last month to 26 units, compared to 36 units in October 2019. Total sales volume was \$7.3 million, down from a year earlier.

The median sale price in October was \$247,500, up from \$229,500 a year earlier. Homes that sold in October were typically on the market for 5 days and sold for 100.0% of their list prices.

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

The total number of active listings in Douglas County (excluding Lawrence) at the end of October was 40 units, down from 63 at the same point in 2019. This represents a 2.0 months' supply of homes available for sale. The median list price of homes on the market at the end of October was \$327,450.

There were 16 contracts written in October 2020 and 2019, showing no change over the year. At the end of the month, there were 34 contracts pending, compared to 25 at the end of October 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		October		
Summary Statistics		2020	2019	Change
Home Sales		26	36	-27.8%
Active Listings		40	63	-36.5%
Months' Supply		2.0	2.6	-22.8%
New Listings		30	30	0.0%
Contracts Written		16	16	0.0%
Pending Contracts		34	25	36.0%
Sales Volume (1,000s)		7,270	8,954	-18.8%
Average	Sale Price	279,616	248,731	12.4%
	List Price of Actives	448,944	379,795	18.2%
	Days on Market	25	33	-24.3%
	Percent of List	99.7%	98.6%	1.1%
	Percent of Original	99.1%	96.8%	2.4%
Median	Sale Price	247,500	229,500	7.8%
	List Price of Actives	327,450	315,000	4.0%
	Days on Market	5	20	-77.5%
	Percent of List	100.0%	99.8%	0.2%
	Percent of Original	99.8%	97.5%	2.4%

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# THREE-YEAR COMPARISONS

## SUMMARY >>

**BREAKDOWNS BY HOME TYPE  
DOUGLAS COUNTY (EXCLUDING LAWRENCE)  
AS OF 11/8/2020**

October MLS Statistics		2020			2019			2018			
By Property Type		Total	Existing	New	Total	Existing	New	Total	Existing	New	
Home Sales		<b>26</b>	<b>23</b>	<b>3</b>	36	35	1	27	27	0	
	Change from prior year	-27.8%	-34.3%	200.0%	33.3%	29.6%	N/A	28.6%	35.0%	-100.0%	
Active Listings		<b>40</b>	<b>35</b>	<b>5</b>	63	54	9	78	67	11	
	Change from prior year	-36.5%	-35.2%	-44.4%	-19.2%	-19.4%	-18.2%	13.0%	3.1%	175.0%	
Months' Supply		<b>2.0</b>	<b>1.9</b>	<b>2.9</b>	2.6	2.4	5.1	3.8	3.3	N/A	
	Change from prior year	-22.8%	-19.9%	-44.4%	-30.4%	-26.9%	-76.6%	5.8%	-5.0%	N/A	
New Listings		<b>30</b>	<b>30</b>	<b>0</b>	30	28	2	34	32	2	
	Change from prior year	0.0%	7.1%	-100.0%	-11.8%	-12.5%	0.0%	47.8%	39.1%	N/A	
Contracts Written		<b>16</b>	<b>16</b>	<b>0</b>	16	15	1	25	24	1	
	Change from prior year	0.0%	6.7%	-100.0%	-36.0%	-37.5%	0.0%	150.0%	140.0%	N/A	
Pending Contracts		<b>34</b>	<b>33</b>	<b>1</b>	25	22	3	30	25	5	
	Change from prior year	36.0%	50.0%	-66.7%	-16.7%	-12.0%	-40.0%	66.7%	66.7%	66.7%	
Sales Volume (1,000s)		<b>7,270</b>	<b>6,299</b>	<b>972</b>	8,954	8,645	309	6,481	6,481	0	
	Change from prior year	-18.8%	-27.1%	214.4%	38.2%	33.4%	N/A	44.4%	52.4%	-100.0%	
Average	Sale Price	<b>279,616</b>	<b>273,848</b>	<b>323,833</b>	248,731	247,009	309,000	240,019	240,019	N/A	
		Change from prior year	12.4%	10.9%	4.8%	3.6%	2.9%	N/A	12.3%	12.9%	N/A
	List Price of Actives	<b>448,944</b>	<b>463,430</b>	<b>347,540</b>	379,795	389,398	322,178	383,644	391,428	336,235	
		Change from prior year	18.2%	19.0%	7.9%	-1.0%	-0.5%	-4.2%	16.5%	20.2%	N/A
	Days on Market	<b>25</b>	<b>15</b>	<b>100</b>	33	34	2	26	26	N/A	
		Change from prior year	-24.4%	-55.1%	4883.3%	25.8%	29.2%	N/A	-41.5%	-44.1%	N/A
Percent of List		<b>99.7%</b>	<b>99.8%</b>	<b>99.5%</b>	98.6%	98.5%	101.3%	97.7%	97.7%	N/A	
		Change from prior year	1.1%	1.3%	-1.8%	0.9%	0.8%	N/A	0.4%	0.6%	N/A
	Percent of Original	<b>99.1%</b>	<b>99.1%</b>	<b>99.5%</b>	96.8%	96.6%	101.3%	96.8%	96.8%	N/A	
	Change from prior year	2.4%	2.5%	-1.8%	0.0%	-0.2%	N/A	1.0%	1.2%	N/A	
Median	Sale Price	<b>247,500</b>	<b>241,112</b>	<b>310,000</b>	229,500	229,000	309,000	215,000	215,000	N/A	
		Change from prior year	7.8%	5.3%	0.3%	6.7%	6.5%	N/A	19.4%	19.6%	N/A
	List Price of Actives	<b>327,450</b>	<b>300,000</b>	<b>364,900</b>	315,000	321,500	310,000	320,400	315,900	324,900	
		Change from prior year	4.0%	-6.7%	17.7%	-1.7%	1.8%	-4.6%	10.5%	9.0%	N/A
	Days on Market	<b>5</b>	<b>4</b>	<b>30</b>	20	20	2	23	23	N/A	
		Change from prior year	-77.5%	-80.0%	1400.0%	-13.0%	-13.0%	N/A	-14.8%	-23.3%	N/A
Percent of List		<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	99.8%	99.7%	101.3%	98.9%	98.9%	N/A	
		Change from prior year	0.2%	0.3%	-1.3%	1.0%	0.8%	N/A	-0.7%	0.3%	N/A
Percent of Original		<b>99.8%</b>	<b>99.6%</b>	<b>100.0%</b>	97.5%	97.4%	101.3%	98.7%	98.7%	N/A	
		Change from prior year	2.4%	2.3%	-1.3%	-1.2%	-1.4%	N/A	1.5%	2.2%	N/A

# YEAR-TO-DATE STATISTICS

## SUMMARY >>

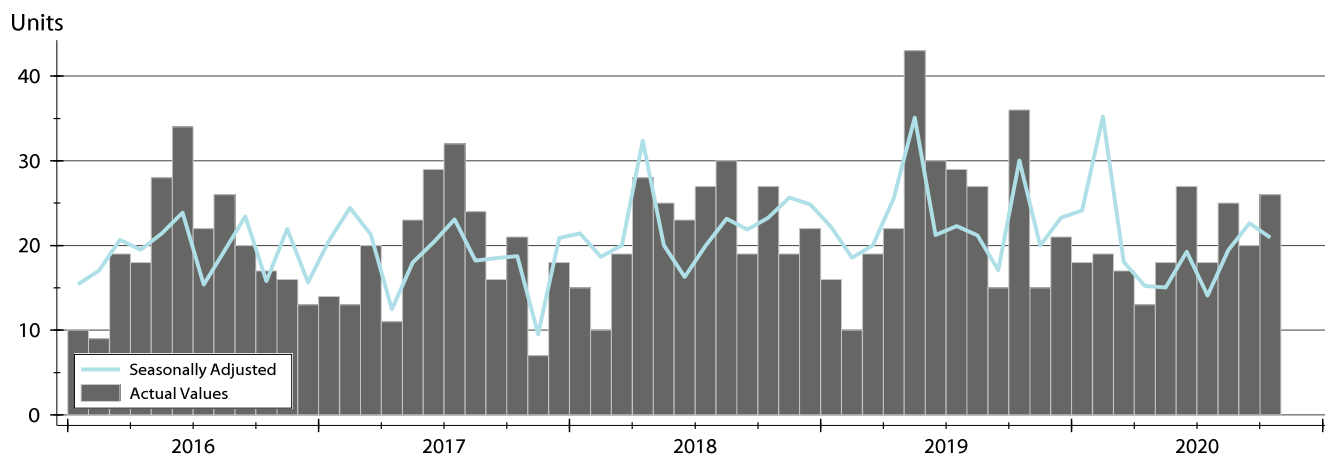
### YTD BREAKDOWNS BY HOME TYPE DOUGLAS COUNTY (EXCLUDING LAWRENCE) AS OF 11/8/2020

Year-to-Date Activity		2020			2019			2018		
By Property Type		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		<b>201</b>	<b>180</b>	<b>21</b>	247	231	16	223	219	4
Change from prior year		-18.6%	-22.1%	31.3%	10.8%	5.5%	300.0%	9.9%	12.3%	-50.0%
New Listings		<b>253</b>	<b>235</b>	<b>18</b>	339	312	27	326	307	19
Change from prior year		-25.4%	-24.7%	-33.3%	4.0%	1.6%	42.1%	15.6%	14.6%	35.7%
Contracts Written		<b>208</b>	<b>190</b>	<b>18</b>	251	234	17	238	231	7
Change from prior year		-17.1%	-18.8%	5.9%	5.5%	1.3%	142.9%	20.8%	23.5%	-30.0%
Sales Volume (1,000s)		<b>58,324</b>	<b>51,530</b>	<b>6,794</b>	64,675	59,831	4,844	55,059	53,593	1,466
Change from prior year		-9.8%	-13.9%	40.3%	17.5%	11.6%	230.4%	15.2%	16.8%	-23.4%
Average	Sale Price	<b>290,168</b>	<b>286,277</b>	<b>323,519</b>	261,843	259,009	302,753	246,901	244,716	366,519
	Change from prior year	10.8%	10.5%	6.9%	6.1%	5.8%	-17.4%	4.9%	4.0%	53.3%
	Days on Market	<b>30</b>	<b>22</b>	<b>100</b>	36	33	69	32	31	83
	Change from prior year	-15.0%	-33.6%	45.7%	10.7%	6.7%	-16.9%	-19.4%	-17.6%	-6.5%
Percent of List	Percent of List	<b>99.4%</b>	<b>99.3%</b>	<b>99.7%</b>	98.7%	98.6%	100.2%	98.6%	98.5%	100.5%
	Change from prior year	0.7%	0.7%	-0.5%	0.1%	0.0%	-0.3%	0.4%	0.4%	0.8%
	Percent of Original	<b>98.6%</b>	<b>98.6%</b>	<b>98.4%</b>	97.6%	97.5%	99.9%	97.4%	97.4%	100.4%
	Change from prior year	1.0%	1.1%	-1.5%	0.2%	0.1%	-0.5%	0.0%	0.1%	0.3%
Median	Sale Price	<b>259,900</b>	<b>245,000</b>	<b>310,000</b>	235,000	229,900	314,000	207,000	205,000	259,900
	Change from prior year	10.6%	6.6%	-1.3%	13.5%	12.1%	20.8%	-5.9%	-6.2%	4.2%
	Days on Market	<b>7</b>	<b>5</b>	<b>44</b>	16	13	38	13	13	93
	Change from prior year	-56.3%	-61.5%	17.3%	23.1%	0.0%	-59.5%	-27.8%	-18.8%	50.4%
Percent of List	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%	0.2%	0.4%	0.0%
	Percent of Original	<b>100.0%</b>	<b>99.8%</b>	<b>100.0%</b>	98.8%	98.6%	100.0%	98.4%	98.4%	100.0%
	Change from prior year	1.2%	1.3%	0.0%	0.4%	0.2%	0.0%	-0.1%	0.1%	0.0%

# CLOSED LISTINGS ANALYSIS

**DOUGLAS COUNTY (EXCLUDING LAWRENCE)  
ALL HOMES (NEW & EXISTING)  
AS OF 11/8/2020**

**HISTORY >>**



**SUMMARY >>**

Summary Statistics		October			Year-to-Date		
for Closed Listings		2020	2019	Change	2020	2019	Change
Closed Listings		<b>26</b>	36	-27.8%	<b>201</b>	247	-18.6%
Volume (1,000s)		<b>7,270</b>	8,954	-18.8%	<b>58,324</b>	64,675	-9.8%
Average	Sale Price	<b>279,616</b>	248,731	12.4%	<b>290,168</b>	261,843	10.8%
	Days on Market	<b>25</b>	33	-24.4%	<b>30</b>	36	-15.0%
	Percent of List	<b>99.7%</b>	98.6%	1.1%	<b>99.4%</b>	98.7%	0.7%
	Percent of Original	<b>99.1%</b>	96.8%	2.4%	<b>98.6%</b>	97.6%	1.0%
Median	Sale Price	<b>247,500</b>	229,500	7.8%	<b>259,900</b>	235,000	10.6%
	Days on Market	<b>5</b>	20	-77.5%	<b>7</b>	16	-56.3%
	Percent of List	<b>100.0%</b>	99.8%	0.2%	<b>100.0%</b>	100.0%	0.0%
	Percent of Original	<b>99.8%</b>	97.5%	2.4%	<b>100.0%</b>	98.8%	1.2%

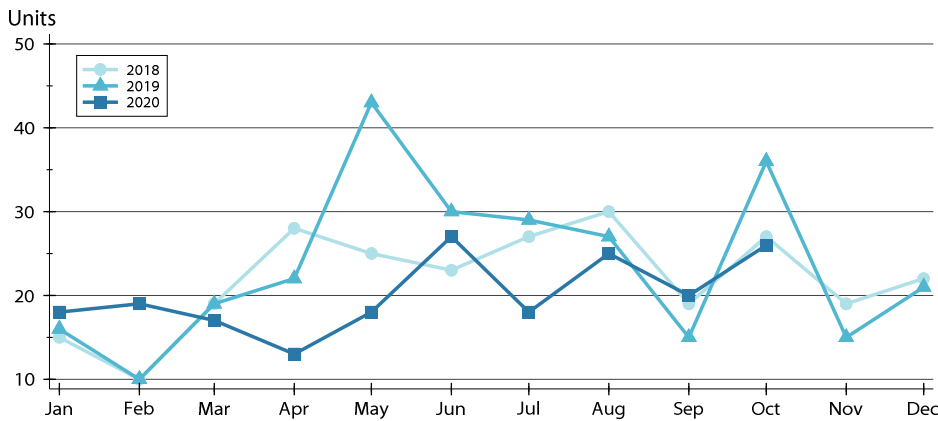
A total of 26 homes sold in Douglas County (excluding Lawrence) in October, down from 36 units in October 2019. Total sales volume fell to \$7.3 million compared to \$9.0 million in the previous year.

The median sales price in October was \$247,500, up 7.8% compared to the prior year. Median days on market was 5 days, down from 21 days in September, and down from 20 in October 2019.

# CLOSED LISTINGS ANALYSIS

**DOUGLAS COUNTY (EXCLUDING LAWRENCE)  
ALL HOMES (NEW & EXISTING)  
AS OF 11/8/2020**

**BY MONTH** >>



Month	2018	2019	2020
January	15	16	18
February	10	10	19
March	19	19	17
April	28	22	13
May	25	43	18
June	23	30	27
July	27	29	18
August	30	27	25
September	19	15	20
October	27	36	26
November	19	15	20
December	22	21	20

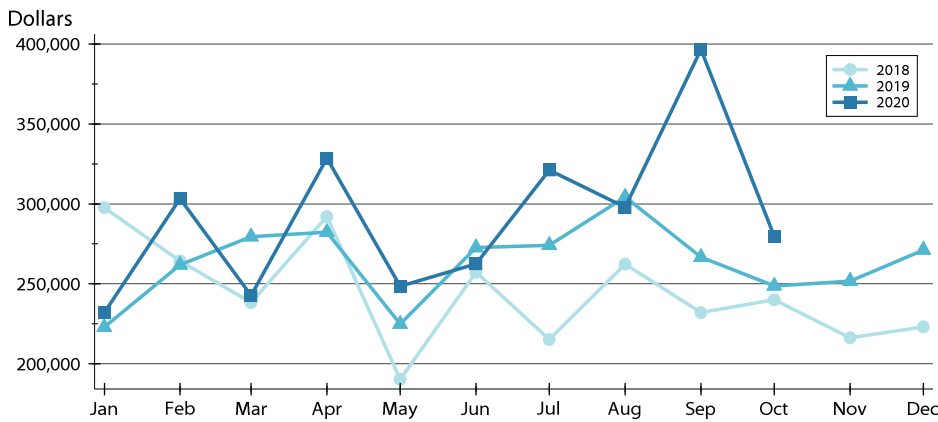
**BY PRICE RANGE** >>

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	2	7.7%	260	130,000	130,000	4	4	110.6%	110.6%	110.6%	110.6%
\$150,000-\$199,999	5	19.2%	856	171,280	171,600	4	4	101.8%	101.3%	100.6%	101.3%
\$200,000-\$249,999	6	23.1%	1,374	229,019	225,000	14	4	98.5%	99.2%	96.7%	98.7%
\$250,000-\$299,999	5	19.2%	1,363	272,500	277,500	10	6	99.2%	100.0%	98.8%	100.0%
\$300,000-\$349,999	2	7.7%	625	312,500	312,500	127	127	102.5%	102.5%	102.5%	102.5%
\$350,000-\$399,999	4	15.4%	1,477	369,250	368,000	24	17	99.2%	98.1%	98.9%	97.5%
\$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	2	7.7%	1,315	657,500	657,500	70	70	87.0%	87.0%	89.3%	89.3%
\$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	26	100.0%	7,270	279,616	247,500	25	5	99.7%	100.0%	99.1%	99.8%

# CLOSED LISTINGS ANALYSIS

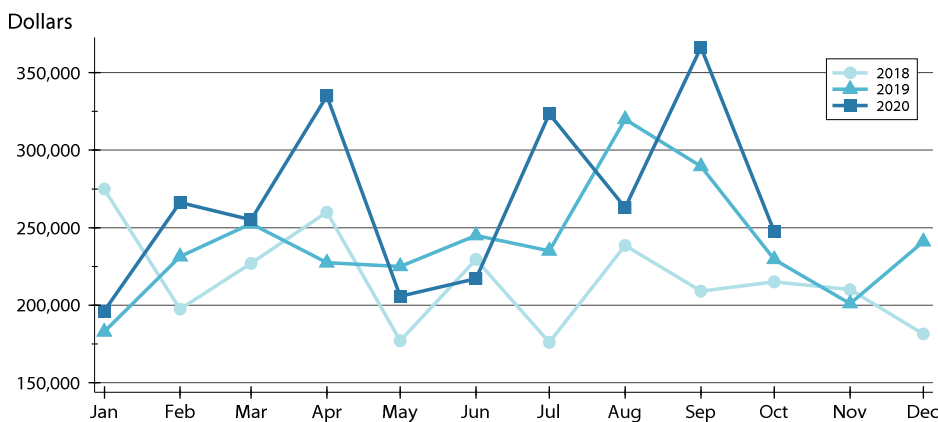
**DOUGLAS COUNTY (EXCLUDING LAWRENCE)  
ALL HOMES (NEW & EXISTING)  
AS OF 11/8/2020**

## AVERAGE PRICE >>



Month	2018	2019	2020
January	297,675	222,918	231,897
February	264,278	261,900	303,321
March	238,346	279,495	242,712
April	292,061	282,314	328,567
May	190,310	224,797	248,419
June	257,307	272,675	262,498
July	215,194	274,159	321,206
August	262,347	304,310	297,868
September	231,984	266,693	396,585
October	240,019	248,731	279,616
November	216,284	251,758	
December	223,123	271,190	

## MEDIAN PRICE >>

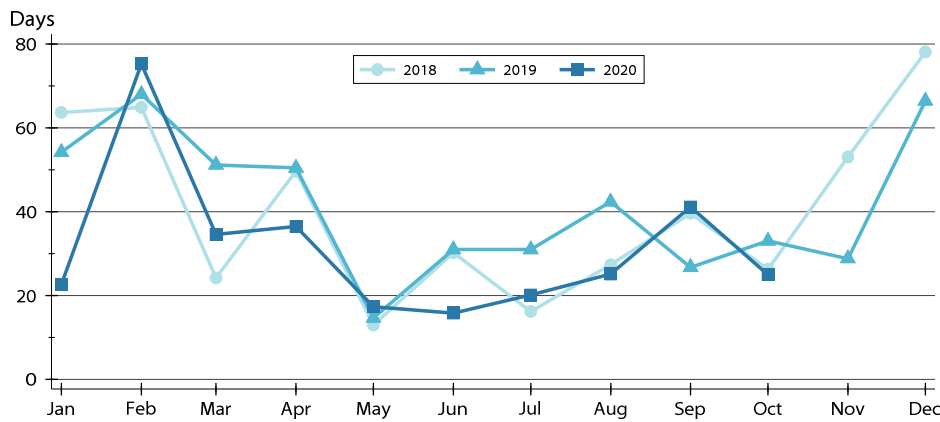


Month	2018	2019	2020
January	275,000	182,725	196,175
February	197,388	231,250	266,300
March	227,000	252,500	255,000
April	259,950	227,400	335,000
May	177,000	225,000	205,700
June	229,500	244,950	217,000
July	176,000	235,000	323,500
August	238,500	319,900	263,000
September	209,000	289,500	366,450
October	215,000	229,500	247,500
November	210,000	201,000	
December	181,400	241,000	

# CLOSED LISTINGS ANALYSIS

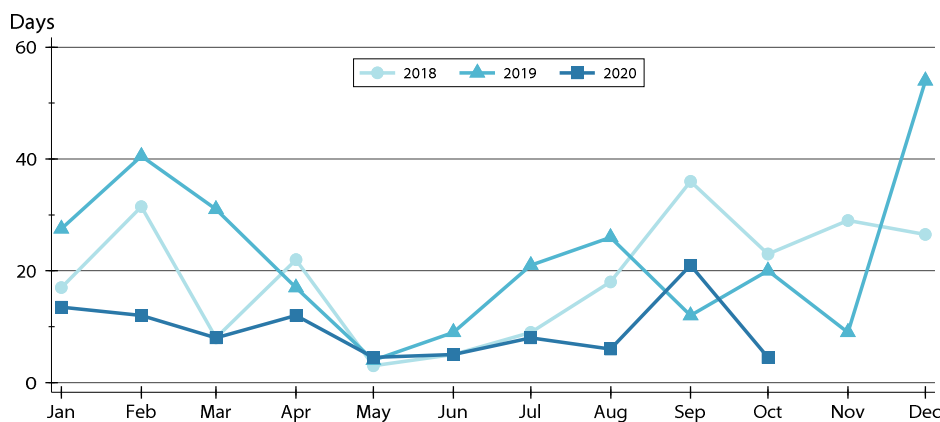
**DOUGLAS COUNTY (EXCLUDING LAWRENCE)  
ALL HOMES (NEW & EXISTING)  
AS OF 11/8/2020**

## AVERAGE DOM >>



Month	2018	2019	2020
January	64	54	23
February	65	68	75
March	24	51	35
April	50	50	36
May	13	15	17
June	30	31	16
July	16	31	20
August	27	42	25
September	40	27	41
October	26	33	25
November	53	29	29
December	78	66	66

## MEDIAN DOM >>

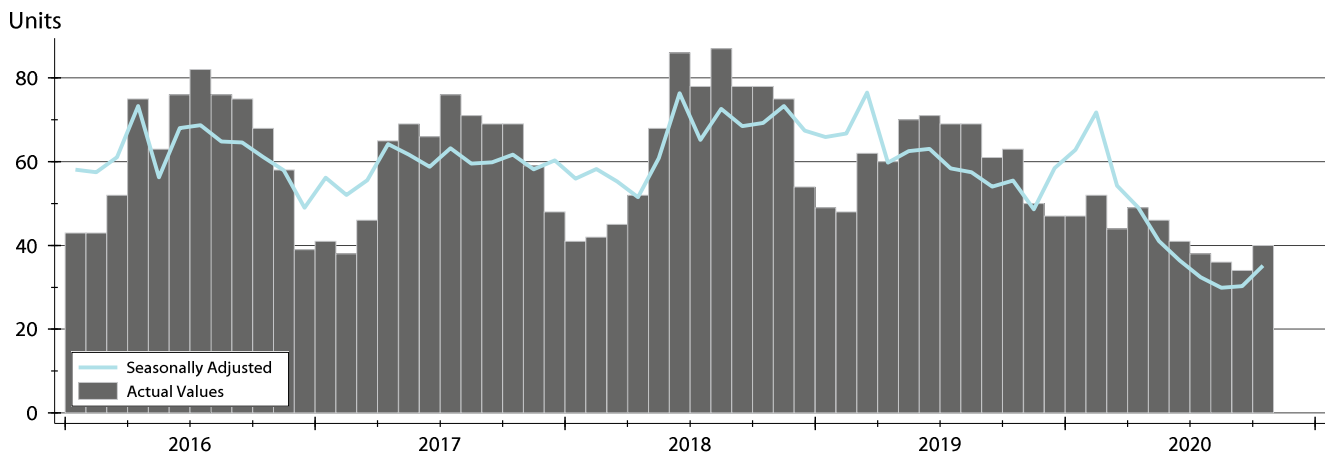


Month	2018	2019	2020
January	17	28	14
February	32	41	12
March	8	31	8
April	22	17	12
May	3	4	5
June	5	9	5
July	9	21	8
August	18	26	6
September	36	12	21
October	23	20	5
November	29	9	9
December	27	54	54

# ACTIVE LISTINGS ANALYSIS

**DOUGLAS COUNTY (EXCLUDING LAWRENCE)  
ALL HOMES (NEW & EXISTING)  
AS OF 11/8/2020**

**HISTORY** >>



**SUMMARY** >>

Summary Statistics for Active Listings		End of October		
		2020	2019	Change
Active Listings		<b>40</b>	63	-36.5%
Months' Supply		<b>2.0</b>	2.6	-22.8%
Volume (1,000s)		<b>17,958</b>	23,927	-24.9%
Average	List Price	<b>448,944</b>	379,795	18.2%
	Days on Market	<b>73</b>	86	-15.2%
	Percent of Original	<b>98.9%</b>	98.3%	0.7%
Median	List Price	<b>327,450</b>	315,000	4.0%
	Days on Market	<b>37</b>	53	-30.2%
	Percent of Original	<b>100.0%</b>	100.0%	0.0%

A total of 40 homes were available for sale in Douglas County (excluding Lawrence) at the end of October. This represents a 2.0 months' supply of active listings.

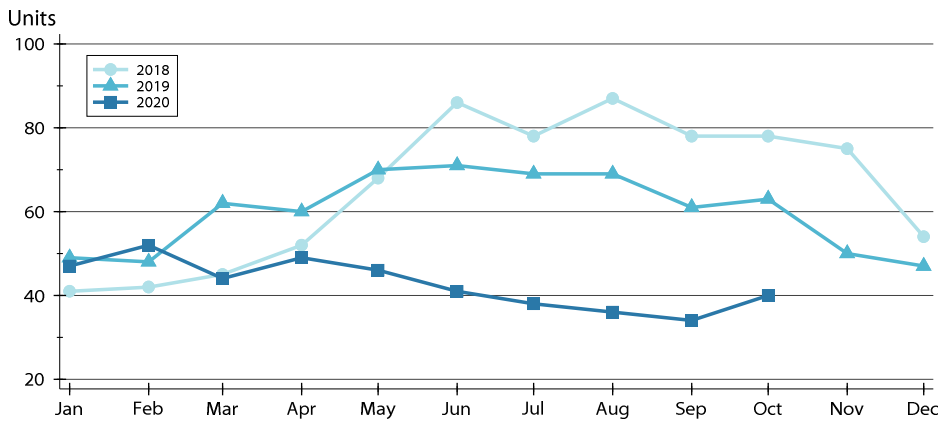
The median list price of homes on the market at the end of October was \$327,450, up 4.0% from 2019. The typical time on market for active listings was 37 days, down from 53 days a year earlier.



# ACTIVE LISTINGS ANALYSIS

**DOUGLAS COUNTY (EXCLUDING LAWRENCE)  
ALL HOMES (NEW & EXISTING)  
AS OF 11/8/2020**

## BY MONTH >>



Month	2018	2019	2020
January	41	49	47
February	42	48	52
March	45	62	44
April	52	60	49
May	68	70	46
June	86	71	41
July	78	69	38
August	87	69	36
September	78	61	34
October	78	63	40
November	75	50	
December	54	47	

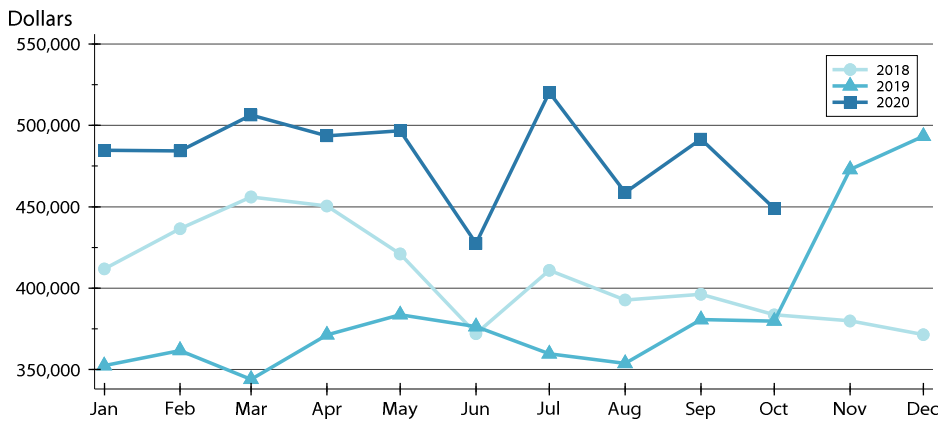
## BY PRICE RANGE >>

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	2.5%	2	N/A	2,400	2,400	22	22	100.0%	100.0%
\$50,000-\$99,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$100,000-\$149,999	4	10.0%	529	2.0	132,125	133,000	16	12	100.0%	100.0%
\$150,000-\$199,999	5	12.5%	862	1.0	172,440	169,900	14	3	96.8%	100.0%
\$200,000-\$249,999	3	7.5%	654	0.5	218,000	215,000	31	39	100.0%	100.0%
\$250,000-\$299,999	6	15.0%	1,691	1.2	281,883	281,250	71	41	100.0%	100.0%
\$300,000-\$349,999	1	2.5%	300	0.5	300,000	300,000	5	5	100.0%	100.0%
\$350,000-\$399,999	5	12.5%	1,893	1.3	378,540	374,900	56	55	99.8%	100.0%
\$400,000-\$449,999	3	7.5%	1,240	N/A	413,300	410,000	70	41	97.0%	97.6%
\$450,000-\$499,999	1	2.5%	460	N/A	459,900	459,900	7	7	100.0%	100.0%
\$500,000-\$599,999	5	12.5%	2,764	N/A	552,790	560,000	59	55	96.7%	100.0%
\$600,000-\$749,999	1	2.5%	623	0.5	622,900	622,900	35	35	100.0%	100.0%
\$750,000-\$999,999	3	7.5%	2,540	N/A	846,667	850,000	224	18	99.7%	100.0%
\$1,000,000 and up	2	5.0%	4,400	N/A	2,200,000	2,200,000	368	368	100.0%	100.0%
All price ranges	40	100.0%	17,958	1.5	448,944	327,450	73	37	98.9%	100.0%

# ACTIVE LISTINGS ANALYSIS

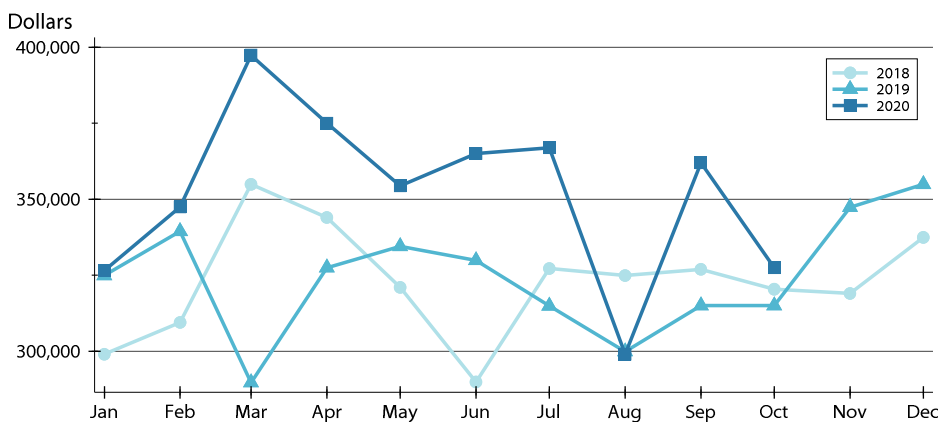
**DOUGLAS COUNTY (EXCLUDING LAWRENCE)  
ALL HOMES (NEW & EXISTING)  
AS OF 11/8/2020**

## AVERAGE PRICE >>



Month	2018	2019	2020
January	411,876	352,406	484,747
February	436,513	361,792	484,360
March	456,027	344,061	506,364
April	450,477	371,335	493,571
May	421,058	383,726	496,717
June	372,055	376,416	427,603
July	410,954	359,671	520,358
August	392,769	353,781	458,750
September	396,284	380,739	491,534
October	383,644	379,795	448,944
November	379,872	472,927	-
December	371,455	493,338	-

## MEDIAN PRICE >>

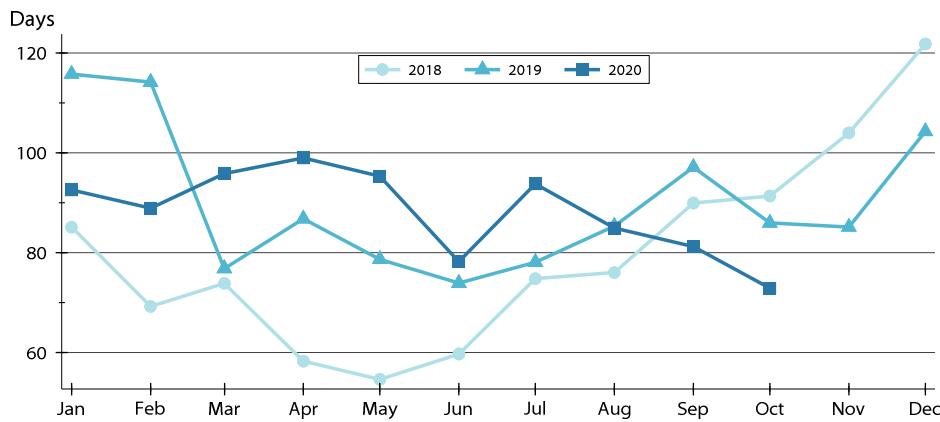


Month	2018	2019	2020
January	299,000	324,900	326,500
February	309,500	339,450	347,450
March	354,900	289,700	397,400
April	344,000	327,500	375,000
May	321,000	334,500	354,450
June	289,900	329,900	365,000
July	327,200	314,900	366,950
August	324,900	299,900	299,000
September	326,950	315,000	361,950
October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

# ACTIVE LISTINGS ANALYSIS

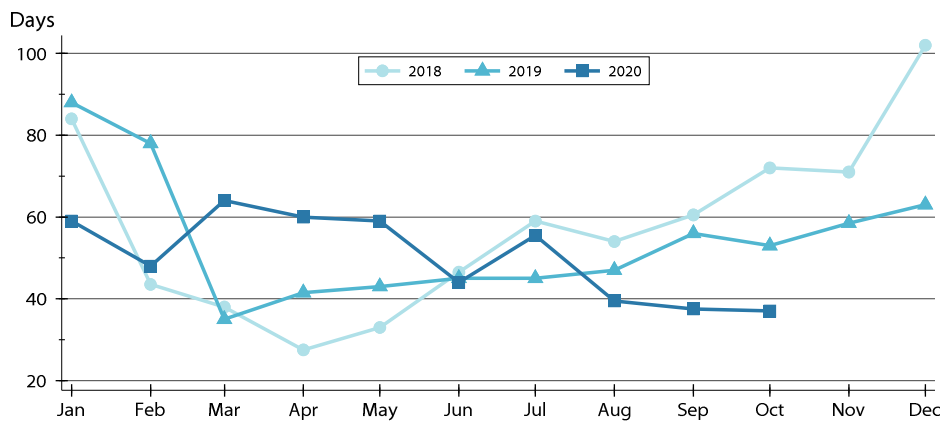
**DOUGLAS COUNTY (EXCLUDING LAWRENCE)  
ALL HOMES (NEW & EXISTING)  
AS OF 11/8/2020**

## AVERAGE DOM >>



Month	2018	2019	2020
January	85	116	93
February	69	114	89
March	74	77	96
April	58	87	99
May	55	79	95
June	60	74	78
July	75	78	94
August	76	85	85
September	90	97	81
October	91	86	73
November	104	85	-
December	122	104	-

## MEDIAN DOM >>

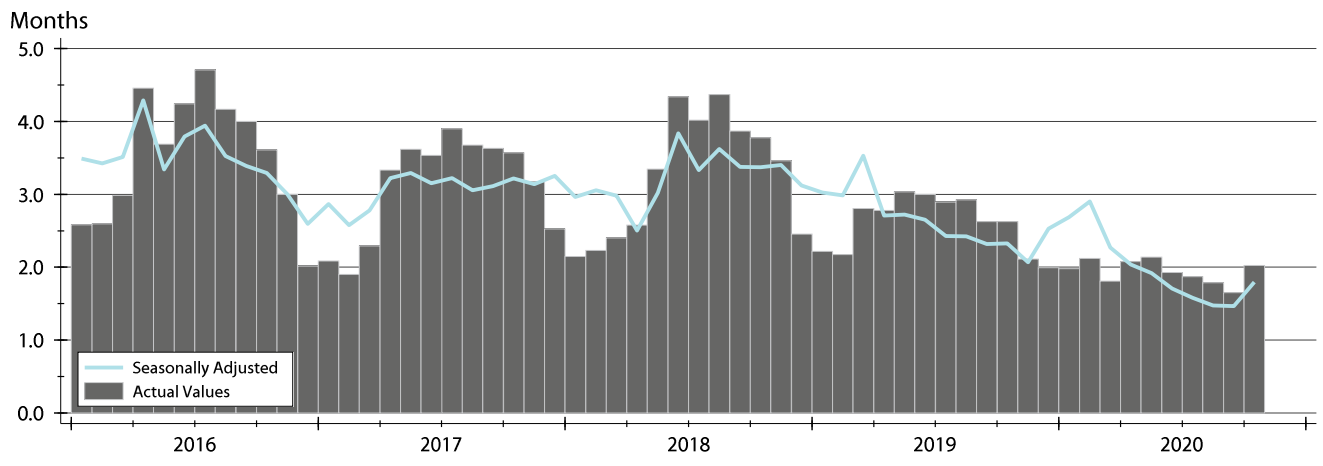


Month	2018	2019	2020
January	84	88	59
February	44	78	48
March	38	35	64
April	28	42	60
May	33	43	59
June	47	45	44
July	59	45	56
August	54	47	40
September	61	56	38
October	72	53	37
November	71	59	-
December	102	63	-

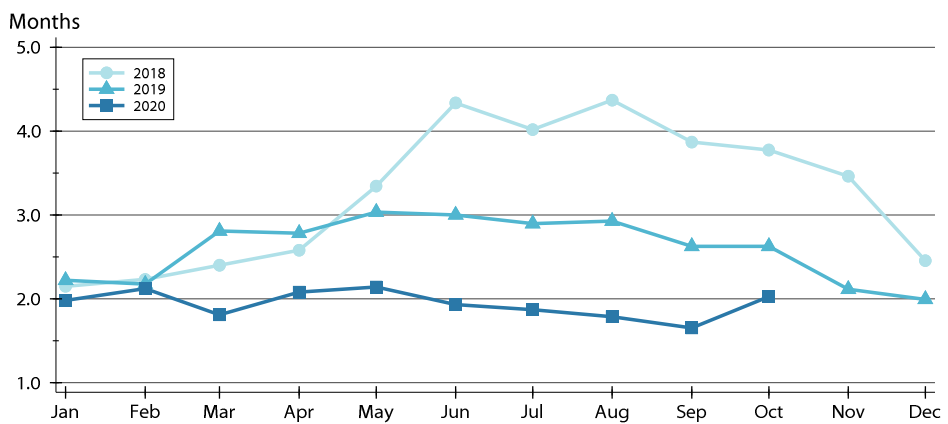
# MONTHS' SUPPLY ANALYSIS

**DOUGLAS COUNTY (EXCLUDING LAWRENCE)  
ALL HOMES (NEW & EXISTING)  
AS OF 11/8/2020**

**HISTORY** >>



**BY MONTH** >>

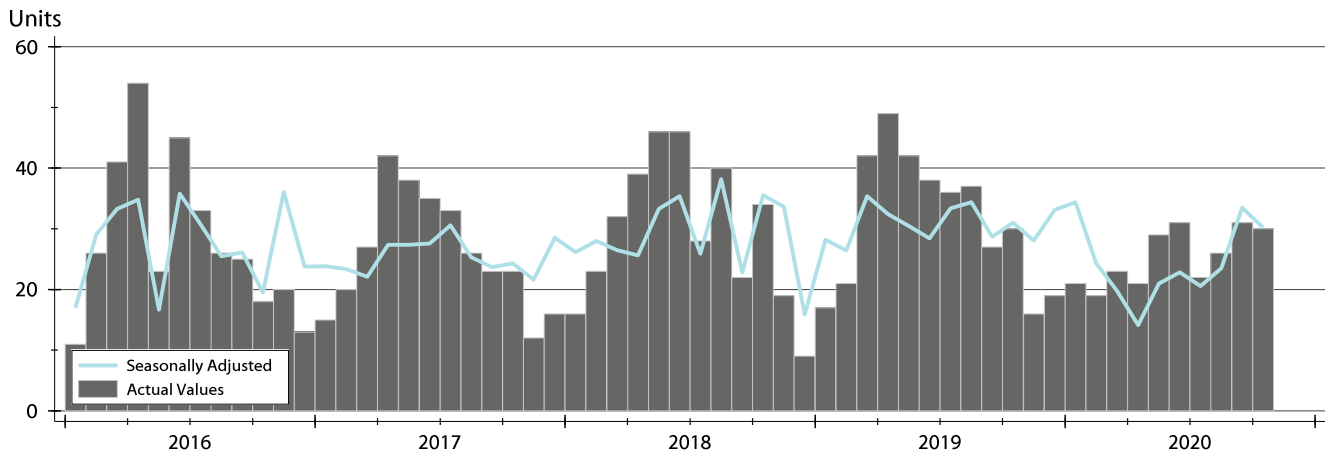


Month	2018	2019	2020
January	2.1	2.2	2.0
February	2.2	2.2	2.1
March	2.4	2.8	1.8
April	2.6	2.8	2.1
May	3.3	3.0	2.1
June	4.3	3.0	1.9
July	4.0	2.9	1.9
August	4.4	2.9	1.8
September	3.9	2.6	1.7
October	3.8	2.6	2.0
November	3.5	2.1	
December	2.5	2.0	

# NEW LISTINGS ANALYSIS

**DOUGLAS COUNTY (EXCLUDING LAWRENCE)  
ALL HOMES (NEW & EXISTING)  
AS OF 11/8/2020**

**HISTORY** >>



**SUMMARY** >>

Summary Statistics for New Listings		October		
		2020	2019	Change
Current Month	New Listings	<b>30</b>	30	0.0%
	Volume (1,000s)	<b>7,984</b>	12,626	-36.8%
	Average List Price	<b>266,128</b>	420,878	-36.8%
	Median List Price	<b>237,000</b>	256,450	-7.6%
YTD	New Listings	<b>253</b>	339	-25.4%
	Volume (1,000s)	<b>76,153</b>	103,843	-26.7%
	Average List Price	<b>301,001</b>	306,320	-1.7%
	Median List Price	<b>264,900</b>	254,900	3.9%

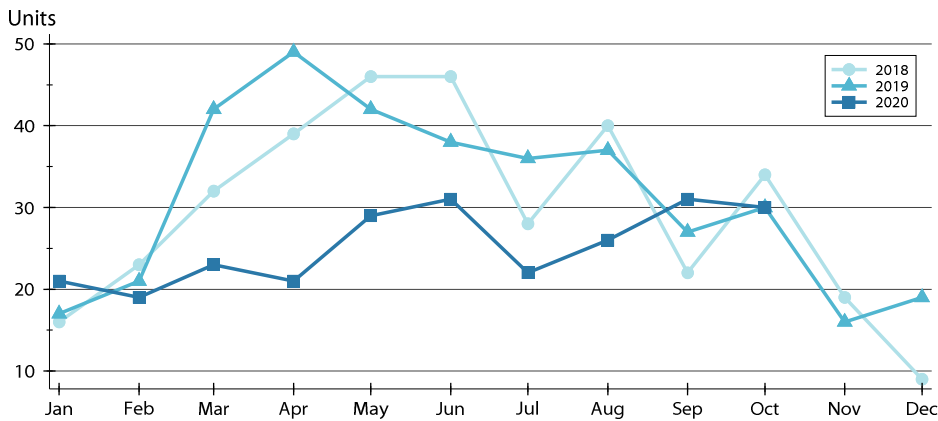
A total of 30 new listings were added in Douglas County (excluding Lawrence) during October, the same figure as reported in 2019. Year-to-date Douglas County (excluding Lawrence) has seen 253 new listings.

The median list price of these homes was \$237,000 down from \$256,450 in 2019.

# NEW LISTINGS ANALYSIS

**DOUGLAS COUNTY (EXCLUDING LAWRENCE)  
ALL HOMES (NEW & EXISTING)  
AS OF 11/8/2020**

**BY MONTH** >>



Month	2018	2019	2020
January	16	17	21
February	23	21	19
March	32	42	23
April	39	49	21
May	46	42	29
June	46	38	31
July	28	36	22
August	40	37	26
September	22	27	31
October	34	30	30
November	19	16	19
December	9	19	9

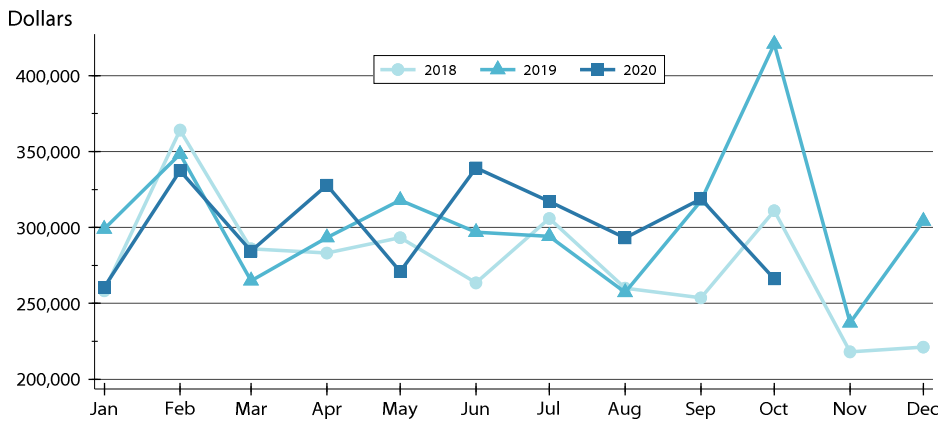
**BY PRICE RANGE** >>

Price Range	New Listings			List Price	
	Number	Percent	Volume	Average	Median
Below \$50,000	2	6.7%	4	1,900	1,900
\$50,000-\$99,999	0	0.0%	0	N/A	N/A
\$100,000-\$149,999	3	10.0%	409	136,167	131,000
\$150,000-\$199,999	8	26.7%	1,377	172,075	164,900
\$200,000-\$249,999	3	10.0%	689	229,667	235,000
\$250,000-\$299,999	6	20.0%	1,643	273,867	276,950
\$300,000-\$349,999	2	6.7%	630	314,950	314,950
\$350,000-\$399,999	1	3.3%	399	399,000	399,000
\$400,000-\$449,999	0	0.0%	0	N/A	N/A
\$450,000-\$499,999	2	6.7%	935	467,450	467,450
\$500,000-\$599,999	2	6.7%	1,049	524,500	524,500
\$600,000-\$749,999	0	0.0%	0	N/A	N/A
\$750,000-\$999,999	1	3.3%	850	849,950	849,950
\$1,000,000 and up	0	0.0%	0	N/A	N/A
All price ranges	30	100.0%	7,984	266,128	237,000

# NEW LISTINGS ANALYSIS

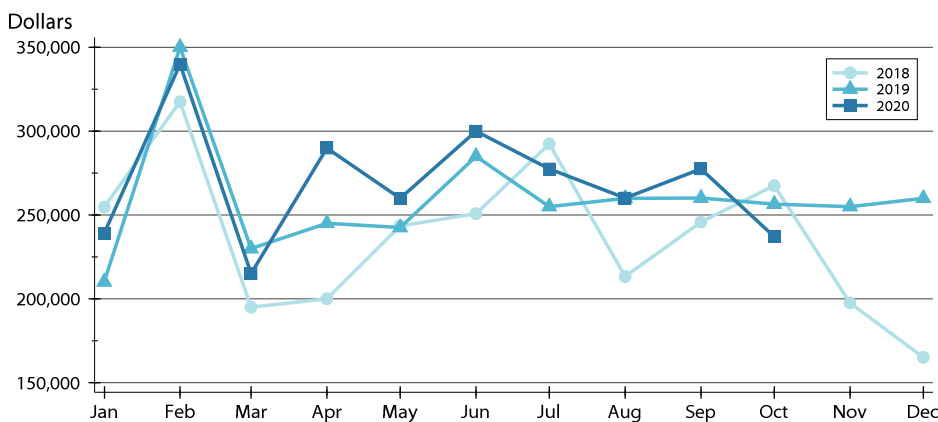
**DOUGLAS COUNTY (EXCLUDING LAWRENCE)  
ALL HOMES (NEW & EXISTING)  
AS OF 11/8/2020**

## 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	293,169
September	253,671	317,598	318,905
October	311,050	420,878	266,128
November	218,074	237,261	237,261
December	221,178	304,200	266,128

## MEDIAN PRICE >>

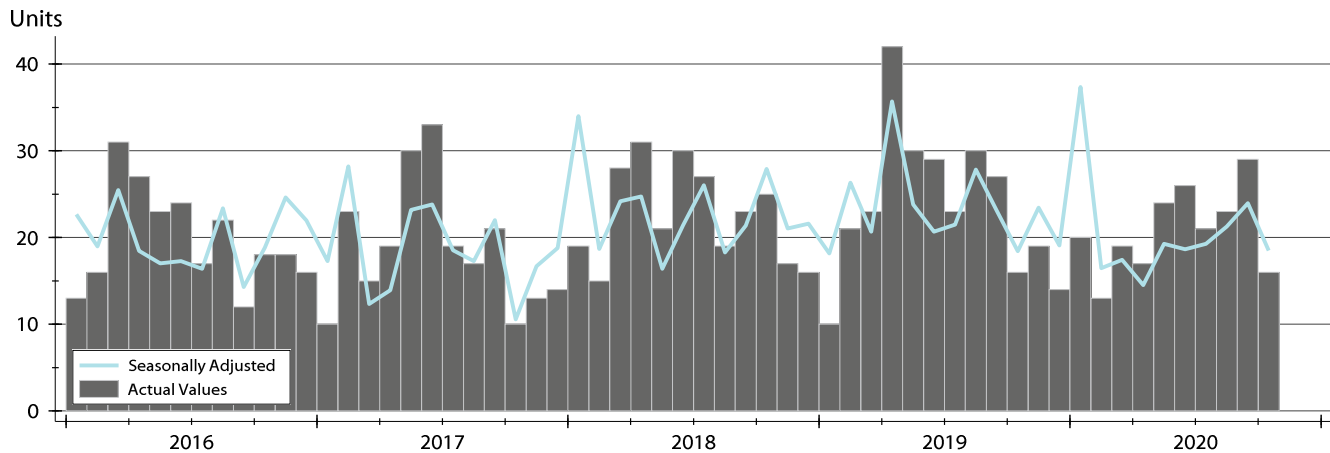


Month	2018	2019	2020
January	254,700	210,000	239,000
February	317,500	350,000	339,900
March	194,950	229,900	215,000
April	200,000	245,000	289,900
May	243,450	242,450	259,900
June	250,750	284,948	299,900
July	292,400	254,950	277,400
August	213,250	259,900	260,000
September	245,700	259,999	277,500
October	267,450	256,450	237,000
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 11/8/2020

### HISTORY >>



### SUMMARY >>

Summary Statistics		October			Year-to-Date		
for Contracts Written		2020	2019	Change	2020	2019	Change
Closed Listings		16	16	0.0%	208	251	-17.1%
Volume (1,000s)		4,712	5,173	-8.9%	62,431	68,510	-8.9%
Average	Sale Price	294,481	323,309	-8.9%	300,148	272,950	10.0%
	Days on Market	17	41	-57.6%	29	36	-18.2%
	Percent of Original	98.3%	95.3%	3.2%	98.7%	97.3%	1.4%
Median	Sale Price	264,950	284,950	-7.0%	263,750	240,000	9.9%
	Days on Market	7	19	-64.9%	7	13	-46.2%
	Percent of Original	100.0%	97.5%	2.6%	100.0%	98.8%	1.2%

A total of 16 contracts for sale were written in Douglas County (excluding Lawrence) during the month of October, the same as in 2019. The median list price of these homes was \$264,950, down from \$284,950 the prior

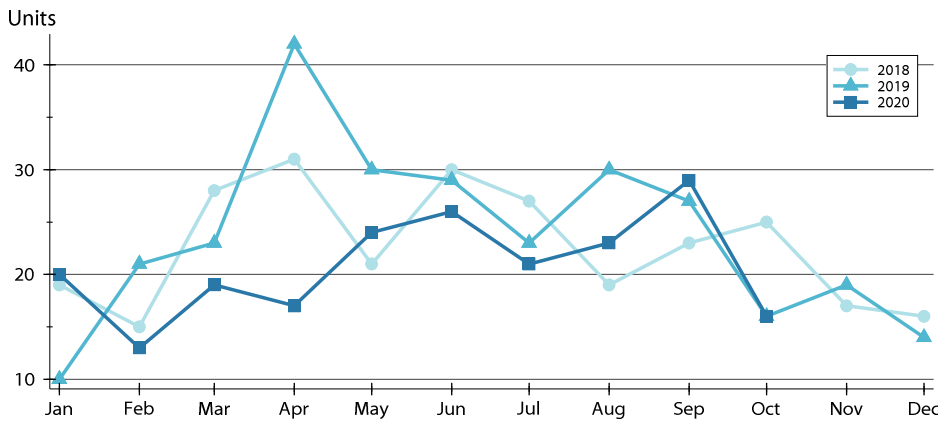
Half of the homes that went under contract in October were on the market less than 7 days, compared to 19 days in October 2019.



# CONTRACTS WRITTEN ANALYSIS

**DOUGLAS COUNTY (EXCLUDING LAWRENCE)  
ALL HOMES (NEW & EXISTING)  
AS OF 11/8/2020**

## BY MONTH >>



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

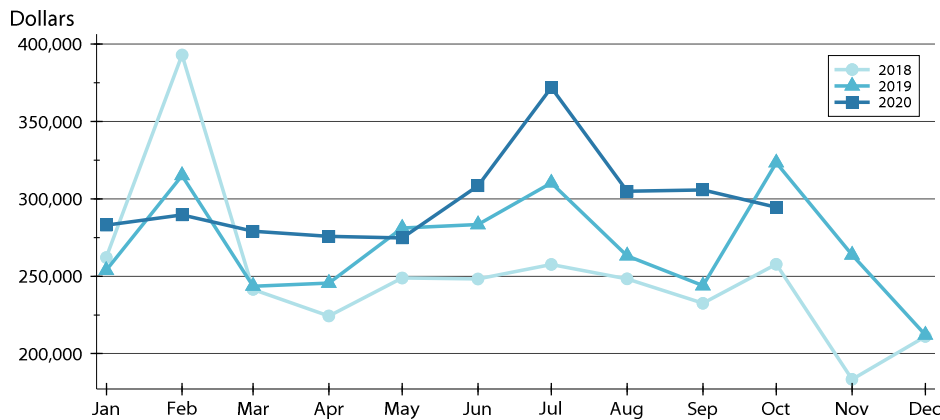
## BY PRICE RANGE >>

Price Range	Contracts Written			List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median
Below \$50,000	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
\$50,000-\$99,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
\$100,000-\$149,999	1	6.3%	140	140,000	140,000	65	65	93.3%	93.3%
\$150,000-\$199,999	3	18.8%	500	166,500	155,000	5	6	100.4%	100.0%
\$200,000-\$249,999	3	18.8%	719	239,667	239,000	22	15	95.8%	95.6%
\$250,000-\$299,999	4	25.0%	1,104	276,075	282,400	6	5	99.1%	100.0%
\$300,000-\$349,999	2	12.5%	679	339,450	339,450	46	46	97.3%	97.3%
\$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	1	6.3%	475	475,000	475,000	9	9	100.0%	100.0%
\$500,000-\$599,999	2	12.5%	1,095	547,500	547,500	3	3	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	16	100.0%	4,712	294,481	264,950	17	7	98.3%	100.0%

# CONTRACTS WRITTEN ANALYSIS

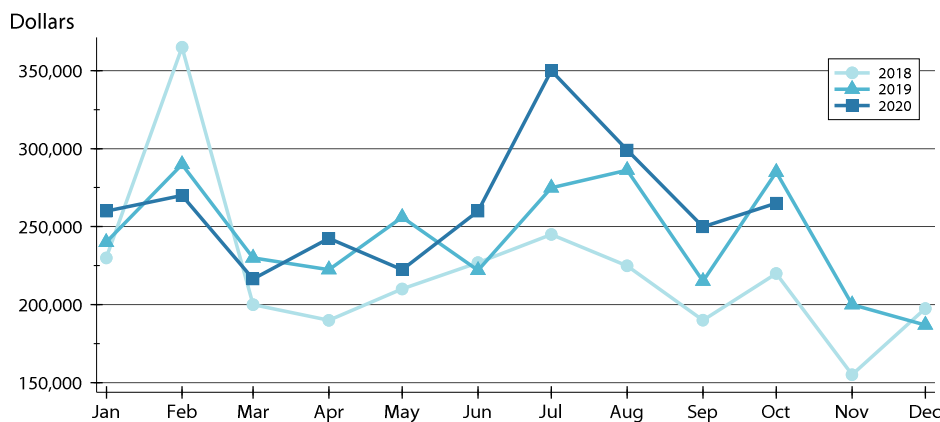
**DOUGLAS COUNTY (EXCLUDING LAWRENCE)  
ALL HOMES (NEW & EXISTING)  
AS OF 11/8/2020**

## AVERAGE PRICE >>



Month	2018	2019	2020
January	262,066	253,735	283,040
February	392,865	315,090	289,696
March	241,518	243,609	279,111
April	224,323	245,508	275,818
May	248,840	281,145	274,796
June	248,210	283,326	308,350
July	257,633	310,298	371,826
August	248,324	263,210	304,952
September	232,466	243,887	305,714
October	257,714	323,309	294,481
November	183,429	263,750	215,000
December	211,119	212,057	215,000

## MEDIAN PRICE >>

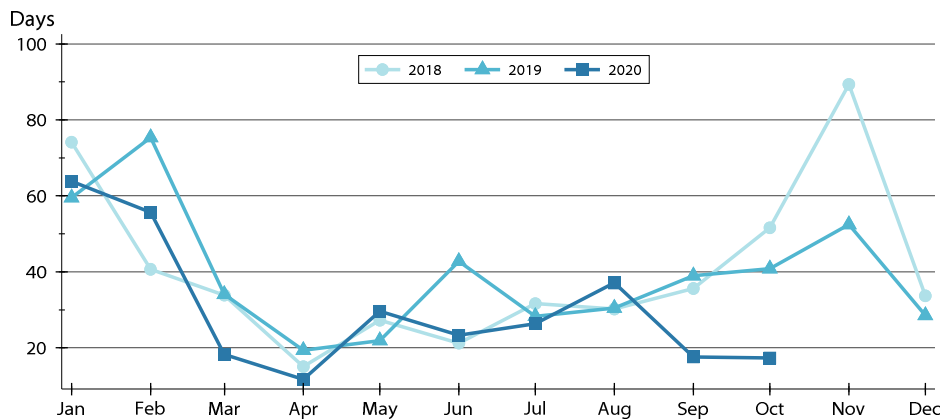


Month	2018	2019	2020
January	229,900	240,000	259,950
February	365,000	289,900	269,950
March	199,975	229,900	216,500
April	189,900	222,450	242,500
May	210,000	256,000	222,450
June	226,950	222,000	259,950
July	245,000	274,900	349,900
August	224,900	286,200	299,000
September	190,000	215,000	249,900
October	220,000	284,950	264,950
November	155,000	199,900	200,000
December	197,450	186,950	200,000

# CONTRACTS WRITTEN ANALYSIS

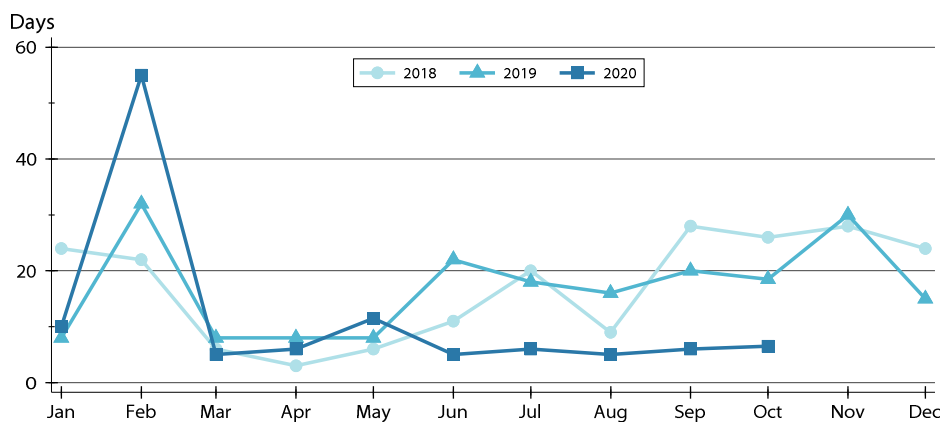
**DOUGLAS COUNTY (EXCLUDING LAWRENCE)  
ALL HOMES (NEW & EXISTING)  
AS OF 11/8/2020**

## AVERAGE DOM >>



Month	2018	2019	2020
January	74	60	64
February	41	75	56
March	34	34	18
April	15	19	12
May	27	22	30
June	21	43	23
July	32	28	26
August	30	30	37
September	36	39	18
October	52	41	17
November	89	52	
December	34	29	

## MEDIAN DOM >>

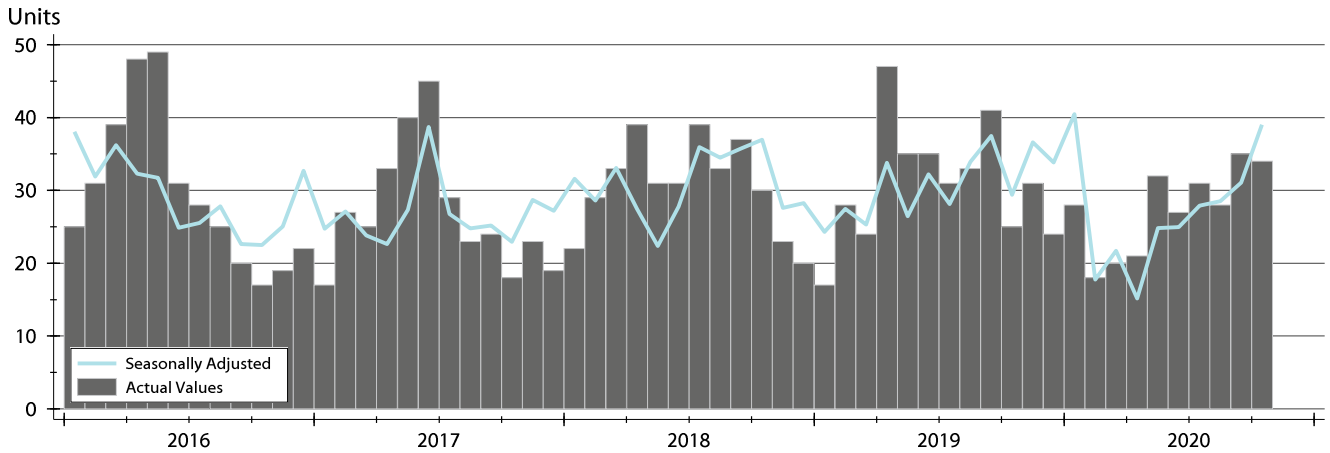


Month	2018	2019	2020
January	24	8	10
February	22	32	55
March	6	8	5
April	3	8	6
May	6	8	12
June	11	22	5
July	20	18	6
August	9	16	5
September	28	20	6
October	26	19	7
November	28	30	
December	24	15	

# PENDING CONTRACTS ANALYSIS

**DOUGLAS COUNTY (EXCLUDING LAWRENCE)  
ALL HOMES (NEW & EXISTING)  
AS OF 11/8/2020**

**HISTORY** >>



**SUMMARY** >>

Summary Statistics for Active Listings		End of October		
		2020	2019	Change
Active Listings		<b>34</b>	25	36.0%
Volume (1,000s)		<b>10,135</b>	7,195	40.9%
Average	List Price	<b>298,091</b>	287,782	3.6%
	Days on Market	<b>16</b>	66	-75.1%
	Percent of Original	<b>98.6%</b>	97.1%	1.5%
Median	List Price	<b>269,950</b>	240,000	12.5%
	Days on Market	<b>8</b>	11	-31.8%
	Percent of Original	<b>100.0%</b>	100.0%	0.0%

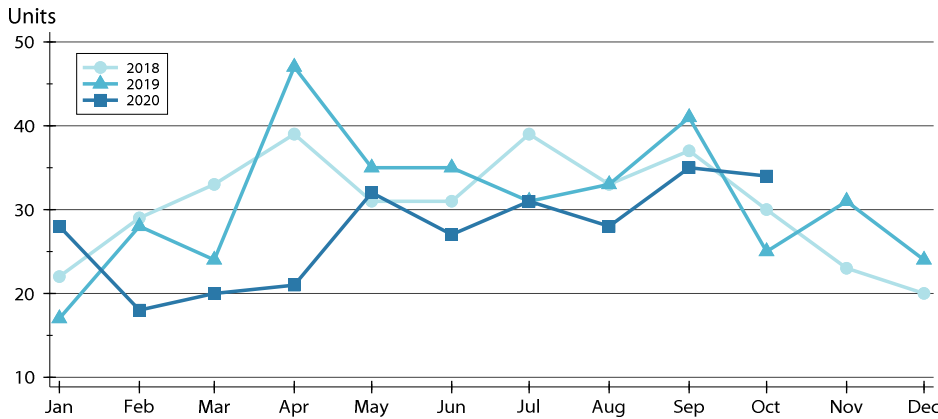
A total of 34 listings in Douglas County (excluding Lawrence) had contracts pending at the end of October, up from 25 contracts pending at the end of October 2019.

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 11/8/2020**

## BY MONTH >>



Month	2018	2019	2020
January	22	17	28
February	29	28	18
March	33	24	20
April	39	47	21
May	31	35	32
June	31	35	27
July	39	31	31
August	33	33	28
September	37	41	35
October	30	25	34
November	23	31	
December	20	24	

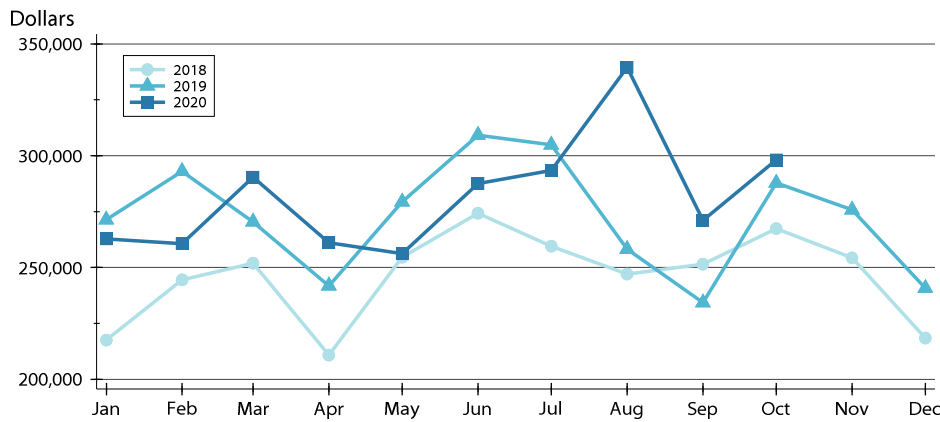
## BY PRICE RANGE >>

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	3	8.8%	382	127,333	124,000	44	57	97.8%	100.0%
\$150,000-\$199,999	4	11.8%	714	178,600	179,750	6	5	100.0%	100.0%
\$200,000-\$249,999	8	23.5%	1,844	230,438	232,450	17	14	98.2%	100.0%
\$250,000-\$299,999	6	17.6%	1,664	277,367	282,400	7	5	98.1%	100.0%
\$300,000-\$349,999	5	14.7%	1,648	329,660	329,900	24	6	98.3%	100.0%
\$350,000-\$399,999	1	2.9%	400	399,900	399,900	0	0	100.0%	100.0%
\$400,000-\$449,999	2	5.9%	863	431,500	431,500	15	15	100.0%	100.0%
\$450,000-\$499,999	2	5.9%	975	487,450	487,450	35	35	96.7%	96.7%
\$500,000-\$599,999	3	8.8%	1,645	548,300	549,900	3	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	34	100.0%	10,135	298,091	269,950	16	8	98.6%	100.0%

# PENDING CONTRACTS ANALYSIS

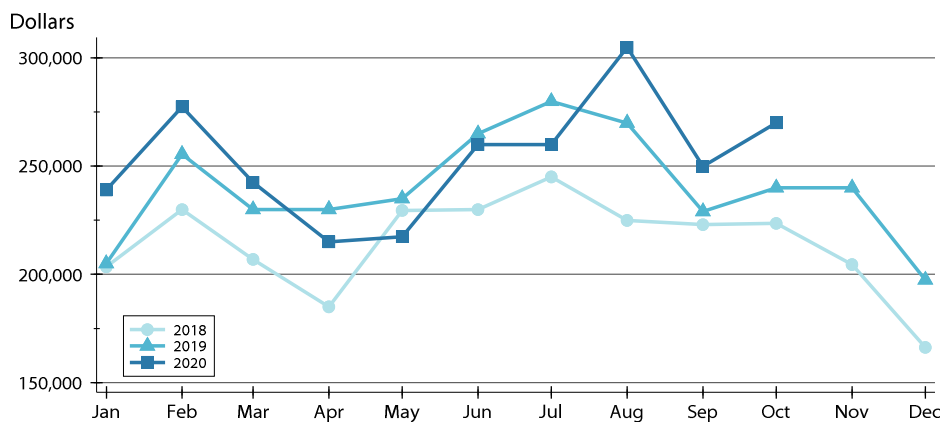
**DOUGLAS COUNTY (EXCLUDING LAWRENCE)  
ALL HOMES (NEW & EXISTING)  
AS OF 11/8/2020**

## AVERAGE PRICE >>



Month	2018	2019	2020
January	217,509	271,326	262,813
February	244,515	293,045	260,678
March	251,974	270,442	290,408
April	210,799	241,817	261,110
May	254,637	279,353	256,167
June	274,277	309,233	287,633
July	259,549	304,824	293,374
August	247,088	258,170	339,482
September	251,482	234,262	271,154
October	267,400	287,782	298,091
November	254,313	275,829	
December	218,440	240,785	

## MEDIAN PRICE >>

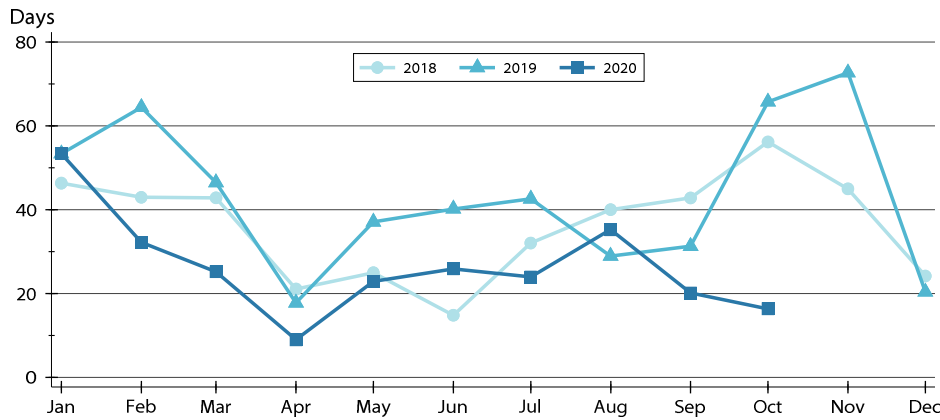


Month	2018	2019	2020
January	203,425	205,000	239,000
February	229,900	255,450	277,425
March	206,900	229,950	242,475
April	185,000	230,000	215,000
May	229,500	235,000	217,400
June	229,900	265,000	259,900
July	245,000	279,900	260,000
August	224,900	269,900	304,900
September	222,945	229,000	249,900
October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

# PENDING CONTRACTS ANALYSIS

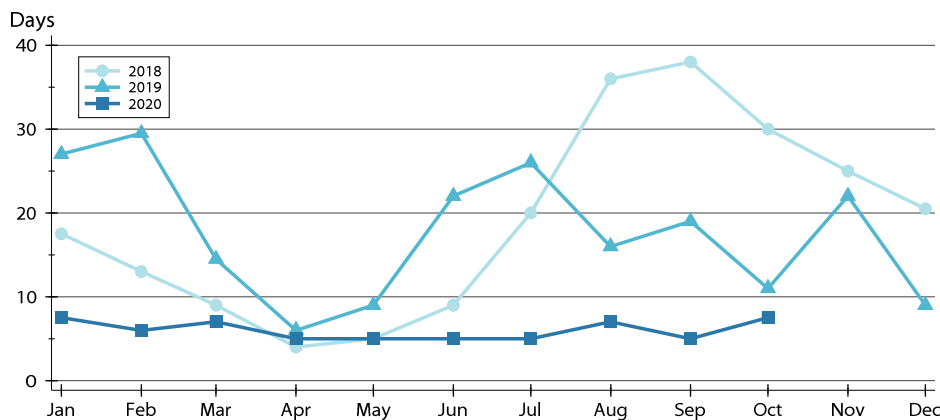
**DOUGLAS COUNTY (EXCLUDING LAWRENCE)  
ALL HOMES (NEW & EXISTING)  
AS OF 11/8/2020**

## AVERAGE DOM >>



Month	2018	2019	2020
January	46	53	53
February	43	64	32
March	43	46	25
April	21	18	9
May	25	37	23
June	15	40	26
July	32	43	24
August	40	29	35
September	43	31	20
October	56	66	16
November	45	73	16
December	24	20	16

## 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	8
November	25	22	8
December	21	9	8