

## NOVEMBER 2017 >>

## MARKET OVERVIEW >>

### Douglas County Home Sales Fell in November

Total home sales in Douglas County (excluding Lawrence) fell last month to 7 units, compared to 16 units in November 2016. Total sales volume was \$1.4 million, down from a year earlier.

The median sale price in November was \$199,900, up from \$170,000 a year earlier. Homes that sold in November were typically on the market for 7 days and sold for 99.5% of their list prices.

### Douglas County Active Listings Up at End of November

The total number of active listings in Douglas County (excluding Lawrence) at the end of November was 60 units, up from 58 at the same point in 2016. This represents a 8.6 months' supply of homes available for sale. The median list price of homes on the market at the end of November was \$289,900.

During November, a total of 12 contracts were written down from 18 in November 2016. At the end of the month, there were 23 contracts pending, compared to 19 at the end of November 2016.

### LBOR – The Voice of Real Estate in Lawrence

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

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

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Douglas County (Excluding Lawrence)				
Current Month		November		
Summary Statistics		2017	2016	Change
Home Sales		7	16	-56.3%
Active Listings		60	58	3.4%
Months' Supply		8.6	3.6	136.5%
New Listings		11	20	-45.0%
Contracts Written		12	18	-33.3%
Pending Contracts		23	19	21.1%
Sales Volume (1,000s)		1,429	3,111	-54.1%
Average	Sale Price	204,118	194,450	5.0%
	List Price of Actives	338,848	428,159	-20.9%
	Days on Market	35	68	-48.3%
	Percent of List	98.8%	95.3%	3.7%
	Percent of Original	97.1%	94.2%	3.0%
Median	Sale Price	199,900	170,000	17.6%
	List Price of Actives	289,900	266,400	8.8%
	Days on Market	7	59	-88.0%
	Percent of List	99.5%	97.2%	2.4%
	Percent of Original	99.5%	94.2%	5.7%

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# THREE-YEAR COMPARISONS

## SUMMARY >>

### BREAKDOWNS BY HOME TYPE DOUGLAS COUNTY (EXCLUDING LAWRENCE) AS OF 12/7/2017

November MLS Statistics		2017			2016			2015		
By Property Type		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		<b>7</b>	<b>6</b>	<b>1</b>	16	15	1	10	10	0
Change from prior year		-56.3%	-60.0%	0.0%	60.0%	50.0%	N/A	-33.3%	-33.3%	N/A
Active Listings		<b>60</b>	<b>55</b>	<b>5</b>	58	54	4	61	59	2
Change from prior year		3.4%	1.9%	25.0%	-4.9%	-8.5%	100.0%	-24.7%	-27.2%	N/A
Months' Supply		<b>8.6</b>	<b>9.2</b>	<b>5.0</b>	3.6	3.6	4.0	6.1	5.9	N/A
Change from prior year		136.5%	154.6%	25.0%	-40.6%	-39.0%	N/A	13.0%	9.3%	N/A
New Listings		<b>11</b>	<b>11</b>	<b>0</b>	20	20	0	17	17	0
Change from prior year		-45.0%	-45.0%	N/A	17.6%	17.6%	N/A	70.0%	70.0%	N/A
Contracts Written		<b>12</b>	<b>12</b>	<b>0</b>	18	18	0	10	10	0
Change from prior year		-33.3%	-33.3%	N/A	80.0%	80.0%	N/A	-16.7%	-16.7%	N/A
Pending Contracts		<b>23</b>	<b>21</b>	<b>2</b>	19	19	0	19	18	1
Change from prior year		21.1%	10.5%	N/A	0.0%	5.6%	-100.0%	-13.6%	-18.2%	N/A
Sales Volume (1,000s)		<b>1,429</b>	<b>1,229</b>	<b>200</b>	3,111	2,906	205	2,248	2,248	0
Change from prior year		-54.1%	-57.7%	-2.5%	38.4%	29.3%	N/A	-30.0%	-30.0%	N/A
Average	Sale Price	<b>204,118</b>	<b>204,821</b>	<b>199,900</b>	194,450	193,747	205,000	224,755	224,755	N/A
	Change from prior year	5.0%	5.7%	-2.5%	-13.5%	-13.8%	N/A	5.0%	5.0%	N/A
	List Price of Actives	<b>338,848</b>	<b>332,411</b>	<b>409,660</b>	428,159	442,943	228,575	307,391	309,508	244,950
	Change from prior year	-20.9%	-25.0%	79.2%	39.3%	43.1%	-6.7%	23.6%	24.5%	N/A
	Days on Market	<b>35</b>	<b>41</b>	<b>0</b>	68	64	124	25	25	N/A
	Change from prior year	-48.3%	-36.1%	-100.0%	172.9%	157.8%	N/A	-63.2%	-63.2%	N/A
Median	Percent of List	<b>98.8%</b>	<b>98.7%</b>	<b>100.0%</b>	95.3%	95.0%	100.2%	95.3%	95.3%	N/A
	Change from prior year	3.7%	3.8%	-0.2%	0.0%	-0.3%	N/A	0.9%	0.9%	N/A
	Percent of Original	<b>97.1%</b>	<b>96.6%</b>	<b>100.0%</b>	94.2%	93.9%	100.2%	93.7%	93.7%	N/A
	Change from prior year	3.0%	2.9%	-0.2%	0.6%	0.2%	N/A	1.1%	1.1%	N/A
	Sale Price	<b>199,900</b>	<b>205,750</b>	<b>199,900</b>	170,000	168,500	205,000	210,000	210,000	N/A
	Change from prior year	17.6%	22.1%	-2.5%	-19.0%	-19.8%	N/A	-10.6%	-10.6%	N/A
Median	List Price of Actives	<b>289,900</b>	<b>289,900</b>	<b>389,900</b>	266,400	273,950	224,700	249,000	249,000	244,950
	Change from prior year	8.8%	5.8%	73.5%	7.0%	10.0%	-8.3%	34.7%	34.7%	N/A
	Days on Market	<b>7</b>	<b>8</b>	<b>0</b>	59	49	124	17	17	N/A
	Change from prior year	-88.0%	-84.7%	-100.0%	244.1%	188.2%	N/A	-32.0%	-32.0%	N/A
	Percent of List	<b>99.5%</b>	<b>98.9%</b>	<b>100.0%</b>	97.2%	97.0%	100.2%	96.7%	96.7%	N/A
	Change from prior year	2.4%	1.9%	-0.2%	0.5%	0.3%	N/A	0.7%	0.7%	N/A
Median	Percent of Original	<b>99.5%</b>	<b>98.4%</b>	<b>100.0%</b>	94.2%	94.1%	100.2%	94.3%	94.3%	N/A
	Change from prior year	5.7%	4.6%	-0.2%	-0.1%	-0.1%	N/A	-1.3%	-1.3%	N/A

# YEAR-TO-DATE STATISTICS

**YTD BREAKDOWNS BY HOME TYPE  
DOUGLAS COUNTY (EXCLUDING LAWRENCE)  
AS OF 12/7/2017**

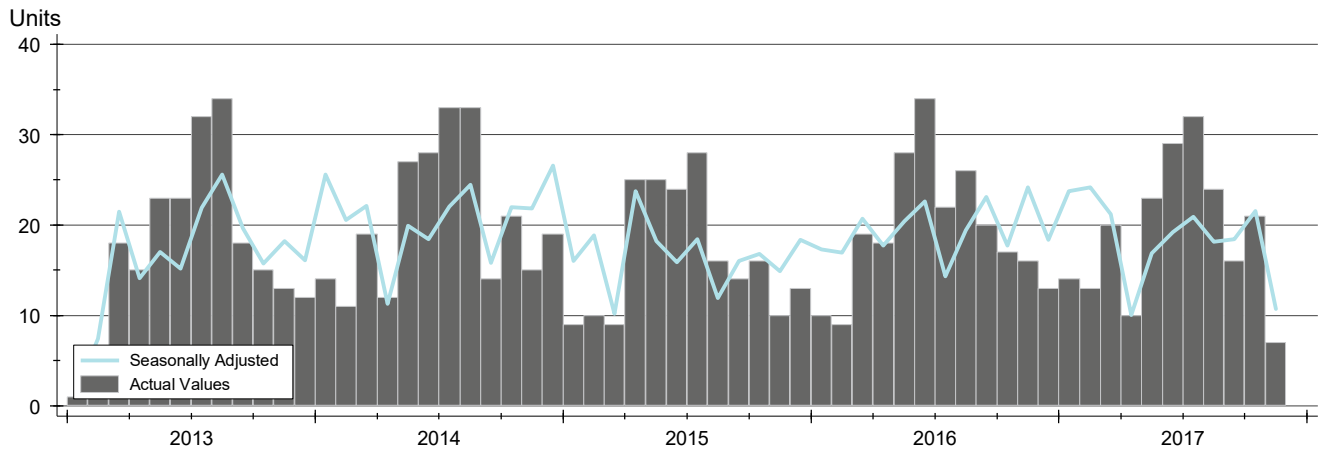
## SUMMARY >>

Year-to-Date Activity		2017			2016			2015		
By Property Type		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		<b>209</b>	<b>200</b>	<b>9</b>	219	216	3	186	182	4
Change from prior year		-4.6%	-7.4%	200.0%	17.7%	18.7%	-25.0%	-18.1%	-18.8%	33.3%
New Listings		<b>292</b>	<b>277</b>	<b>15</b>	322	317	5	277	269	8
Change from prior year		-9.3%	-12.6%	200.0%	16.2%	17.8%	-37.5%	-23.3%	-25.3%	700.0%
Contracts Written		<b>209</b>	<b>199</b>	<b>10</b>	221	218	3	188	183	5
Change from prior year		-5.4%	-8.7%	233.3%	17.6%	19.1%	-40.0%	-19.7%	-20.8%	66.7%
Sales Volume (1,000s)		<b>48,916</b>	<b>46,803</b>	<b>2,113</b>	46,985	46,291	695	36,103	34,647	1,455
Change from prior year		4.1%	1.1%	204.1%	30.1%	33.6%	-52.3%	-16.0%	-18.3%	141.4%
Average	Sale Price	<b>234,048</b>	<b>234,015</b>	<b>234,786</b>	214,545	214,308	231,633	194,101	190,370	363,850
	Change from prior year	9.1%	9.2%	1.4%	10.5%	12.6%	-36.3%	2.5%	0.6%	81.0%
	Days on Market	<b>40</b>	<b>38</b>	<b>79</b>	53	52	126	64	64	48
	Change from prior year	-24.4%	-26.3%	-37.6%	-17.2%	-19.3%	161.1%	-4.4%	-2.5%	-65.3%
	Percent of List	<b>98.2%</b>	<b>98.2%</b>	<b>99.7%</b>	97.3%	97.3%	100.1%	97.0%	97.0%	97.3%
Median	Change from prior year	0.9%	0.9%	-0.3%	0.3%	0.3%	2.9%	-0.2%	-0.2%	-2.6%
	Percent of Original	<b>97.4%</b>	<b>97.3%</b>	<b>100.1%</b>	95.7%	95.6%	100.1%	94.6%	94.5%	97.3%
	Change from prior year	1.8%	1.7%	0.0%	1.2%	1.2%	2.9%	-0.8%	-0.8%	-1.8%
	Sale Price	<b>218,500</b>	<b>216,700</b>	<b>235,000</b>	182,000	180,000	240,000	171,750	169,925	382,000
	Change from prior year	20.1%	20.4%	-2.1%	6.0%	5.9%	-37.2%	1.0%	1.8%	81.0%
Median	Days on Market	<b>16</b>	<b>16</b>	<b>61</b>	28	27	124	34	34	51
	Change from prior year	-42.9%	-42.6%	-50.8%	-17.6%	-20.6%	143.1%	-2.9%	-1.4%	-32.9%
	Percent of List	<b>99.3%</b>	<b>99.0%</b>	<b>100.0%</b>	98.7%	98.7%	100.0%	98.0%	98.0%	97.9%
	Change from prior year	0.6%	0.4%	0.0%	0.7%	0.7%	2.1%	0.1%	0.2%	-1.7%
	Percent of Original	<b>98.7%</b>	<b>98.4%</b>	<b>100.0%</b>	97.9%	97.8%	100.0%	96.4%	96.3%	97.9%
Change from prior year	0.8%	0.6%	0.0%	1.5%	1.5%	2.1%	-0.2%	-0.3%	-1.7%	

# CLOSED LISTINGS ANALYSIS

**DOUGLAS COUNTY (EXCLUDING LAWRENCE)  
ALL HOMES (NEW & EXISTING)  
AS OF 12/7/2017**

**HISTORY** >>



**SUMMARY** >>

Summary Statistics for Closed Listings		November			Year-to-Date		
		2017	2016	Change	2017	2016	Change
Closed Listings		<b>7</b>	16	-56.3%	<b>209</b>	219	-4.6%
Volume (1,000s)		<b>1,429</b>	3,111	-54.1%	<b>48,916</b>	46,985	4.1%
Average	Sale Price	<b>204,118</b>	194,450	5.0%	<b>234,048</b>	214,545	9.1%
	Days on Market	<b>35</b>	68	-48.3%	<b>40</b>	53	-24.4%
	Percent of List	<b>98.8%</b>	95.3%	3.7%	<b>98.2%</b>	97.3%	0.9%
	Percent of Original	<b>97.1%</b>	94.2%	3.0%	<b>97.4%</b>	95.7%	1.8%
Median	Sale Price	<b>199,900</b>	170,000	17.6%	<b>218,500</b>	182,000	20.1%
	Days on Market	<b>7</b>	59	-88.0%	<b>16</b>	28	-42.9%
	Percent of List	<b>99.5%</b>	97.2%	2.4%	<b>99.3%</b>	98.7%	0.6%
	Percent of Original	<b>99.5%</b>	94.2%	5.7%	<b>98.7%</b>	97.9%	0.8%

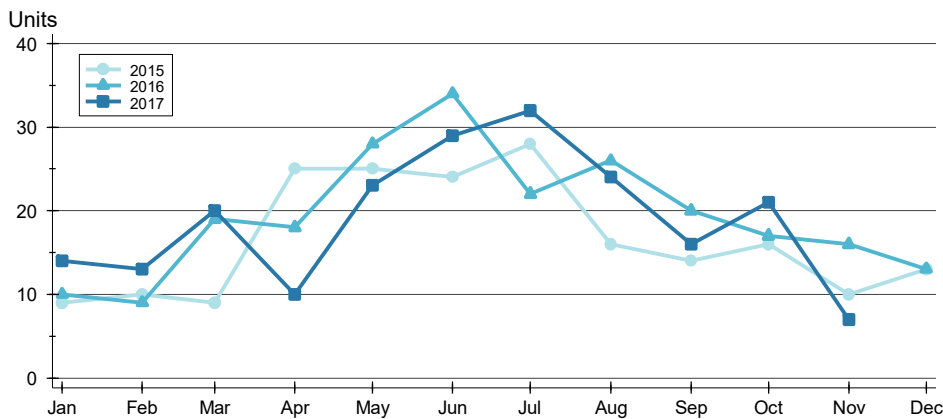
A total of 7 homes sold in Douglas County (excluding Lawrence) in November, down from 16 units in November 2016. Total sales volume fell to \$1.4 million compared to \$3.1 million in the previous year.

The median sales price in November was \$199,900, up 17.6% compared to the prior year. Median days on market was 7 days, down from 27 days in October, and down from 59 in November 2016.

# CLOSED LISTINGS ANALYSIS

**DOUGLAS COUNTY (EXCLUDING LAWRENCE)  
ALL HOMES (NEW & EXISTING)  
AS OF 12/7/2017**

## BY MONTH »



Month	2015	2016	2017
January	9	10	14
February	10	9	13
March	9	19	20
April	25	18	10
May	25	28	23
June	24	34	29
July	28	22	32
August	16	26	24
September	14	20	16
October	16	17	21
November	10	16	7
December	13	13	

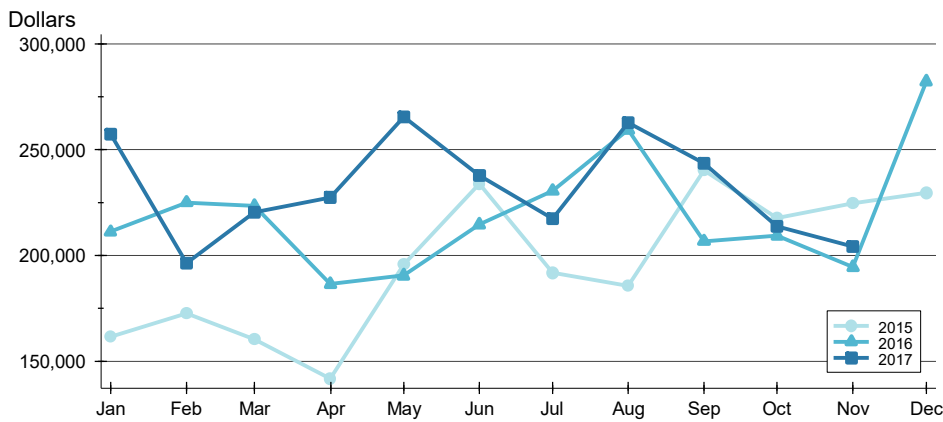
## BY PRICE RANGE »

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	14.3%	114	114,425	114,425	8	8	99.5%	99.5%	99.5%	99.5%
\$150,000-\$199,999	3	42.9%	550	183,467	182,500	12	1	97.5%	97.4%	97.5%	97.4%
\$200,000-\$249,999	2	28.6%	474	237,000	237,000	7	7	100.8%	100.8%	100.8%	100.8%
\$250,000-\$299,999	1	14.3%	290	290,000	290,000	187	187	98.3%	98.3%	85.9%	85.9%
\$300,000-\$349,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$350,000-\$399,999	0	0.0%	0	N/A	N/A	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	N/A	N/A
\$450,000-\$499,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$500,000-\$599,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$600,000-\$749,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$750,000-\$999,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
All price ranges	7	100.0%	1,429	204,118	199,900	35	7	98.8%	99.5%	97.1%	99.5%

# CLOSED LISTINGS ANALYSIS

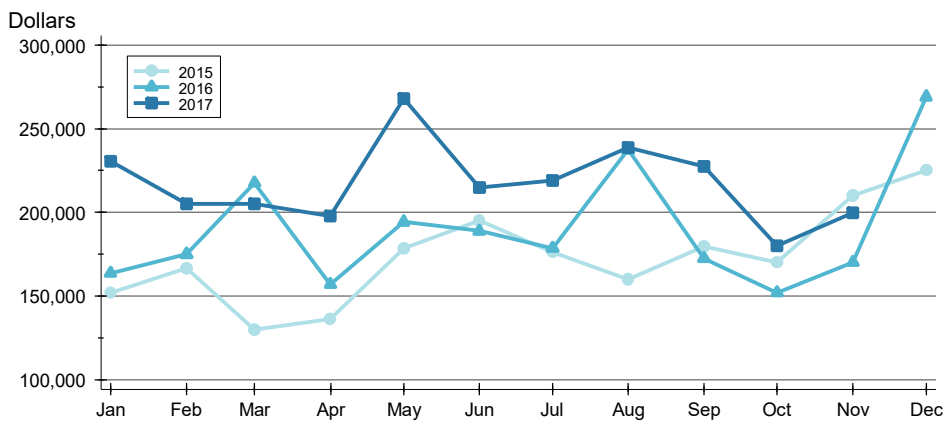
**DOUGLAS COUNTY (EXCLUDING LAWRENCE)  
ALL HOMES (NEW & EXISTING)  
AS OF 12/7/2017**

## AVERAGE PRICE >>



Month	2015	2016	2017
January	161,500	211,113	257,200
February	172,460	225,056	196,392
March	160,300	223,337	220,380
April	141,872	186,506	227,300
May	195,698	190,400	265,687
June	233,734	214,531	237,865
July	191,830	230,602	217,263
August	185,650	259,419	262,783
September	240,109	206,725	243,602
October	217,650	209,365	213,669
November	224,755	194,450	204,118
December	229,696	282,208	

## MEDIAN PRICE >>

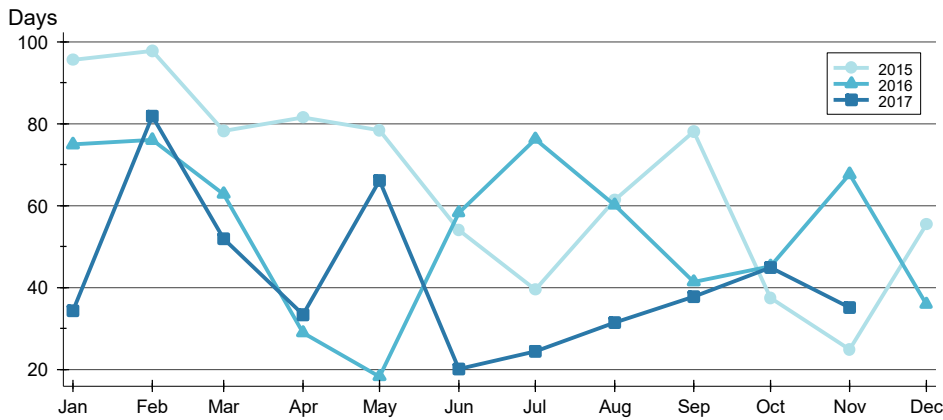


Month	2015	2016	2017
January	152,000	163,500	230,450
February	166,400	175,000	205,000
March	130,000	217,500	204,950
April	136,000	157,000	197,750
May	178,500	194,200	267,900
June	194,900	188,750	214,900
July	176,000	178,500	219,200
August	159,800	237,450	238,750
September	179,500	172,500	227,450
October	170,000	152,000	180,000
November	210,000	170,000	199,900
December	225,000	269,000	

# CLOSED LISTINGS ANALYSIS

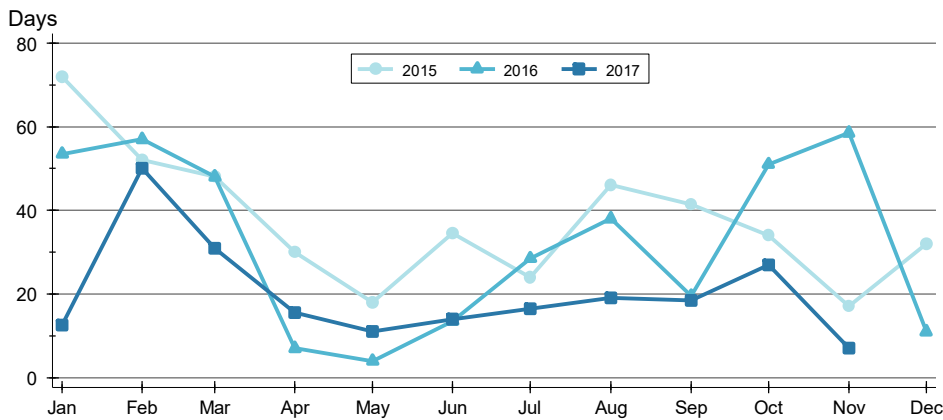
**DOUGLAS COUNTY (EXCLUDING LAWRENCE)  
ALL HOMES (NEW & EXISTING)  
AS OF 12/7/2017**

## AVERAGE DOM >>



Month	2015	2016	2017
January	96	75	34
February	98	76	82
March	78	63	52
April	82	29	33
May	78	18	66
June	54	58	20
July	40	76	24
August	61	60	31
September	78	41	38
October	37	45	45
November	25	68	35
December	55	36	

## MEDIAN DOM >>

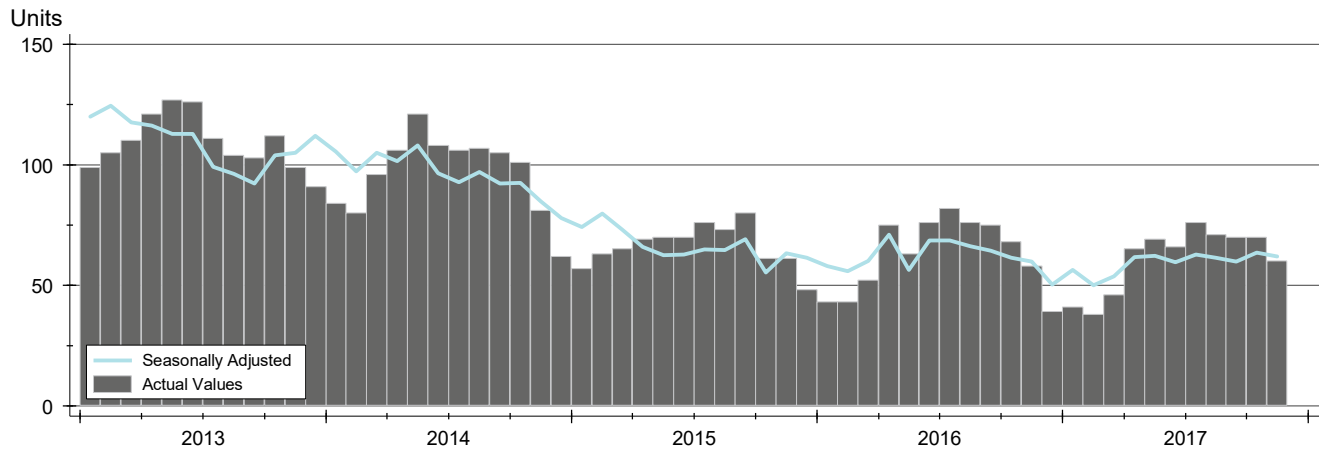


Month	2015	2016	2017
January	72	54	13
February	52	57	50
March	48	48	31
April	30	7	16
May	18	4	11
June	35	14	14
July	24	29	17
August	46	38	19
September	42	20	19
October	34	51	27
November	17	59	7
December	32	11	

# ACTIVE LISTINGS ANALYSIS

**DOUGLAS COUNTY (EXCLUDING LAWRENCE)  
ALL HOMES (NEW & EXISTING)  
AS OF 12/7/2017**

**HISTORY** >>



**SUMMARY** >>

Summary Statistics for Active Listings		End of November		
		2017	2016	Change
Active Listings		<b>60</b>	58	3.4%
Months' Supply		<b>8.6</b>	3.6	136.5%
Volume (1,000s)		<b>20,331</b>	24,833	-18.1%
Average	List Price	<b>338,848</b>	428,159	-20.9%
	Days on Market	<b>92</b>	108	-14.4%
	Percent of Original	<b>98.5%</b>	98.0%	0.4%
Median	List Price	<b>289,900</b>	266,400	8.8%
	Days on Market	<b>80</b>	84	-4.8%
	Percent of Original	<b>100.0%</b>	100.0%	0.0%

A total of 60 homes were available for sale in Douglas County (excluding Lawrence) at the end of November. This represents a 8.6 months' supply of active listings.

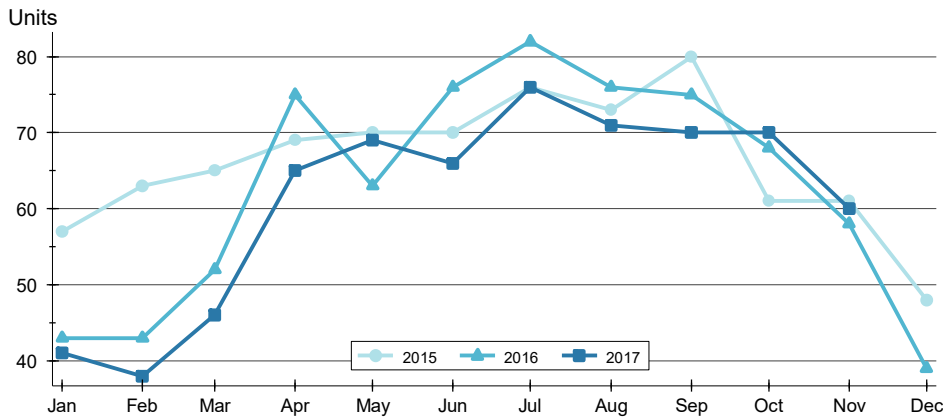
The median list price of homes on the market at the end of November was \$289,900, up 8.8% from 2016. The typical time on market for active listings was 80 days, down from 84 days a year earlier.



# ACTIVE LISTINGS ANALYSIS

**DOUGLAS COUNTY (EXCLUDING LAWRENCE)  
ALL HOMES (NEW & EXISTING)  
AS OF 12/7/2017**

**BY MONTH** »



Month	2015	2016	2017
January	57	43	41
February	63	43	38
March	65	52	46
April	69	75	65
May	70	63	69
June	70	76	66
July	76	82	76
August	73	76	71
September	80	75	70
October	61	68	70
November	61	58	60
December	48	39	41

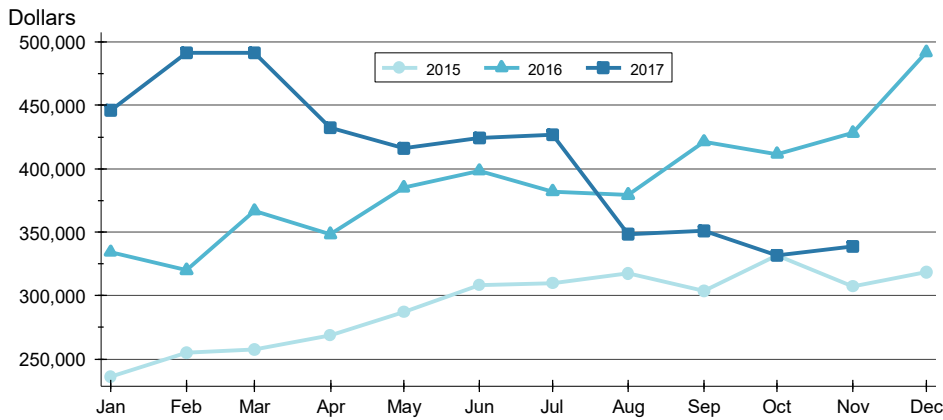
**BY PRICE RANGE** »

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	1.7%	45	N/A	45,000	45,000	1	1	100.0%	100.0%
\$50,000-\$99,999	5	8.3%	412	N/A	82,460	80,000	88	95	99.4%	100.0%
\$100,000-\$149,999	7	11.7%	860	7.0	122,843	124,900	61	44	99.9%	100.0%
\$150,000-\$199,999	5	8.3%	903	1.7	180,560	179,900	146	102	96.4%	100.0%
\$200,000-\$249,999	6	10.0%	1,336	3.0	222,608	222,000	55	46	99.3%	100.0%
\$250,000-\$299,999	8	13.3%	2,240	8.0	280,013	286,700	69	60	99.2%	100.0%
\$300,000-\$349,999	2	3.3%	630	N/A	315,000	315,000	62	62	97.7%	97.7%
\$350,000-\$399,999	7	11.7%	2,629	N/A	375,514	375,000	85	71	98.8%	100.0%
\$400,000-\$449,999	4	6.7%	1,739	N/A	434,825	436,700	131	104	96.7%	96.7%
\$450,000-\$499,999	3	5.0%	1,414	N/A	471,167	460,000	83	25	97.3%	100.0%
\$500,000-\$599,999	6	10.0%	3,275	N/A	545,808	544,500	128	90	97.0%	97.1%
\$600,000-\$749,999	3	5.0%	2,004	N/A	667,967	679,500	115	116	97.9%	97.3%
\$750,000-\$999,999	2	3.3%	1,745	N/A	872,500	872,500	154	154	100.0%	100.0%
\$1,000,000 and up	1	1.7%	1,100	N/A	1,100,000	1,100,000	151	151	100.0%	100.0%
All price ranges	60	100.0%	20,331	8.6	338,848	289,900	92	80	98.5%	100.0%

# ACTIVE LISTINGS ANALYSIS

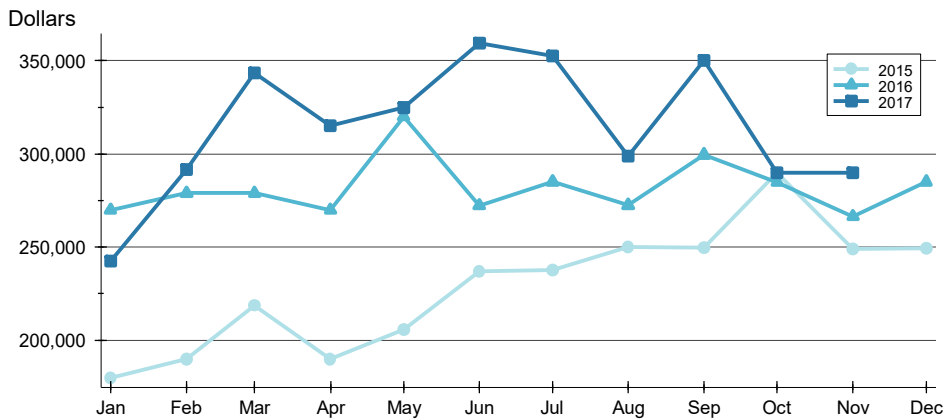
**DOUGLAS COUNTY (EXCLUDING LAWRENCE)  
ALL HOMES (NEW & EXISTING)  
AS OF 12/7/2017**

## AVERAGE PRICE >>



Month	2015	2016	2017
January	236,366	334,359	445,995
February	254,744	319,850	491,454
March	257,240	366,916	491,522
April	268,545	348,364	432,488
May	287,108	385,029	415,882
June	308,139	398,492	424,250
July	309,698	382,100	426,812
August	317,562	379,366	348,253
September	303,679	421,347	351,096
October	331,605	411,644	331,723
November	307,391	428,159	338,848
December	318,633	491,790	320,000

## MEDIAN PRICE >>

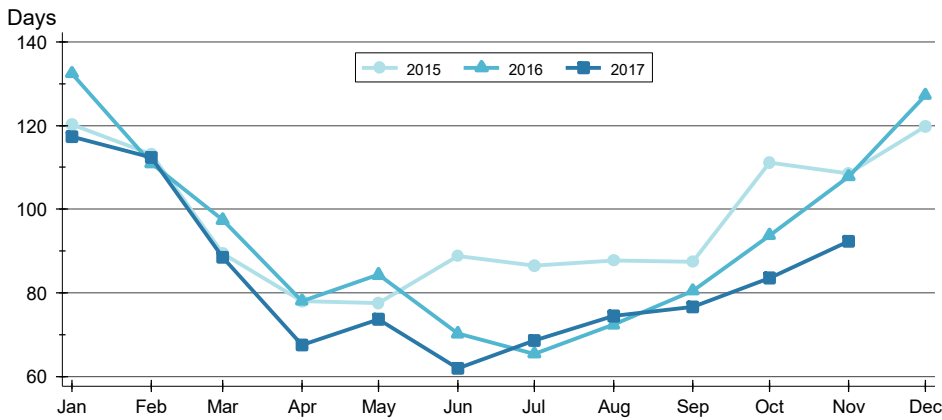


Month	2015	2016	2017
January	180,000	269,900	242,500
February	189,900	279,000	291,500
March	218,500	279,000	343,500
April	190,000	269,900	315,000
May	205,700	320,000	325,000
June	237,000	272,400	359,450
July	237,500	284,950	352,450
August	250,000	272,450	299,000
September	249,900	299,500	350,000
October	289,900	284,750	289,900
November	249,000	266,400	289,900
December	249,450	285,000	289,900

# ACTIVE LISTINGS ANALYSIS

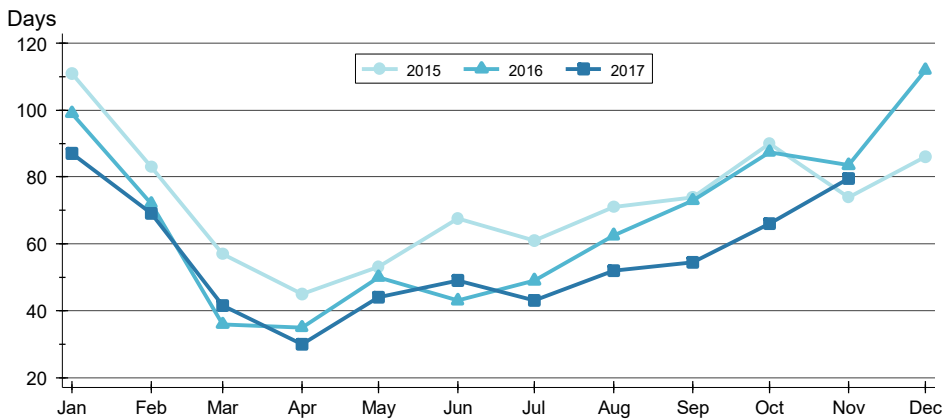
**DOUGLAS COUNTY (EXCLUDING LAWRENCE)  
ALL HOMES (NEW & EXISTING)  
AS OF 12/7/2017**

## AVERAGE DOM >>



Month	2015	2016	2017
January	120	132	117
February	113	111	112
March	89	97	88
April	78	78	68
May	77	84	74
June	89	70	62
July	86	65	69
August	88	72	74
September	87	80	77
October	111	94	84
November	109	108	92
December	120	127	117

## MEDIAN DOM >>

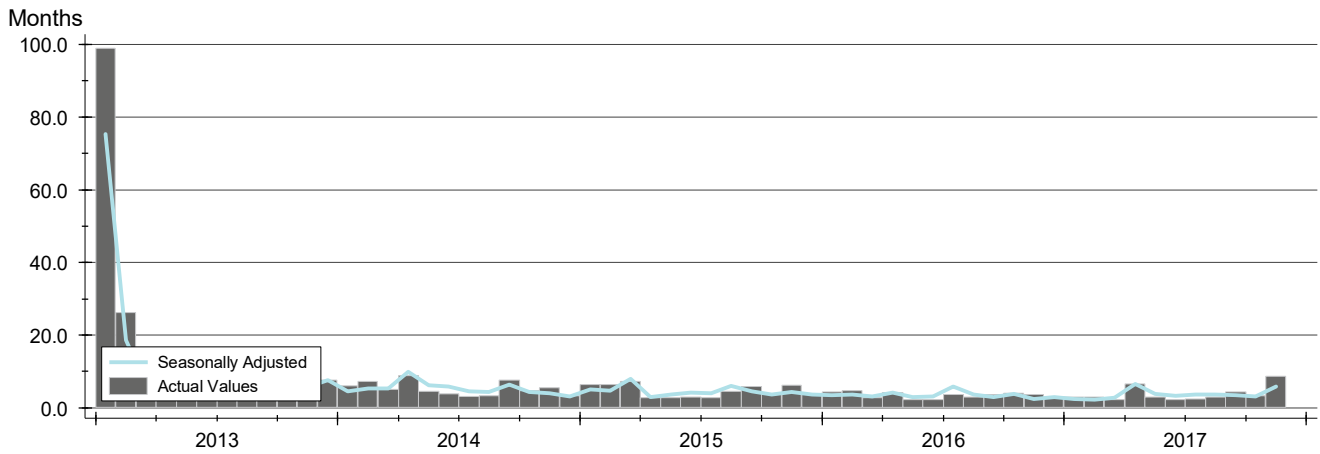


Month	2015	2016	2017
January	111	99	87
February	83	72	69
March	57	36	42
April	45	35	30
May	53	50	44
June	68	43	49
July	61	49	43
August	71	63	52
September	74	73	55
October	90	88	66
November	74	84	80
December	86	112	80

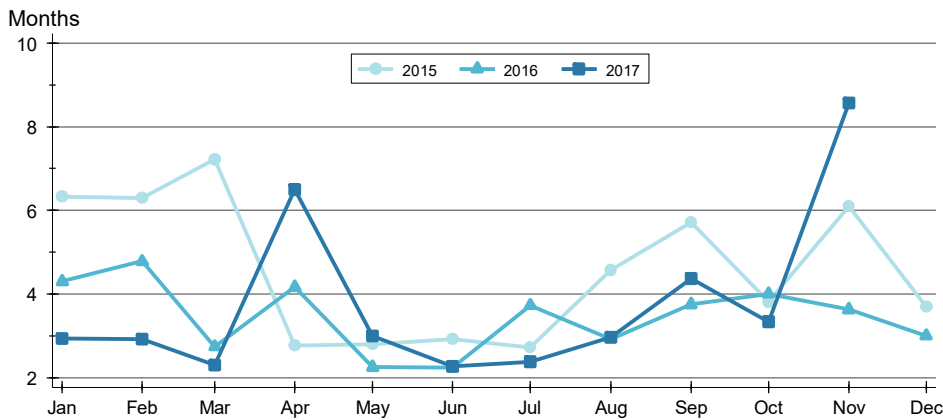
# MONTHS' SUPPLY ANALYSIS

**DOUGLAS COUNTY (EXCLUDING LAWRENCE)  
ALL HOMES (NEW & EXISTING)  
AS OF 12/7/2017**

**HISTORY** >>



**BY MONTH** >>

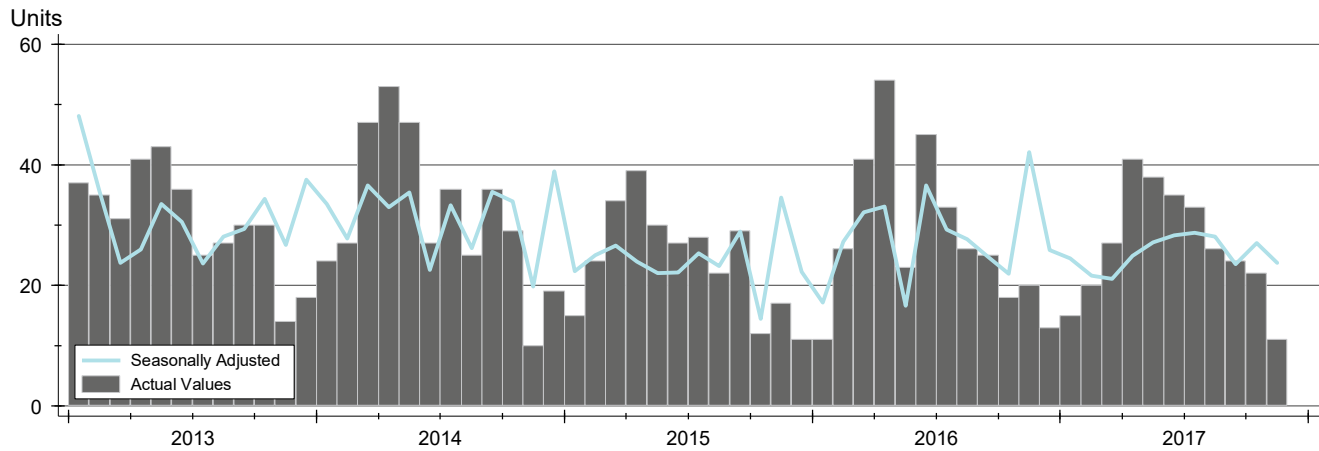


Month	2015	2016	2017
January	6.3	4.3	2.9
February	6.3	4.8	2.9
March	7.2	2.7	2.3
April	2.8	4.2	6.5
May	2.8	2.3	3.0
June	2.9	2.2	2.3
July	2.7	3.7	2.4
August	4.6	2.9	3.0
September	5.7	3.8	4.4
October	3.8	4.0	3.3
November	6.1	3.6	8.6
December	3.7	3.0	

# NEW LISTINGS ANALYSIS

**DOUGLAS COUNTY (EXCLUDING LAWRENCE)  
ALL HOMES (NEW & EXISTING)  
AS OF 12/7/2017**

**HISTORY** >>



**SUMMARY** >>

Summary Statistics for New Listings		November		
		2017	2016	Change
Current Month	New Listings	11	20	-45.0%
	Volume (1,000s)	3,177	5,347	-40.6%
	Average List Price	288,773	267,368	8.0%
	Median List Price	219,900	197,500	11.3%
YTD	New Listings	292	322	-9.3%
	Volume (1,000s)	77,127	93,228	-17.3%
	Average List Price	264,133	289,529	-8.8%
	Median List Price	229,250	214,950	6.7%

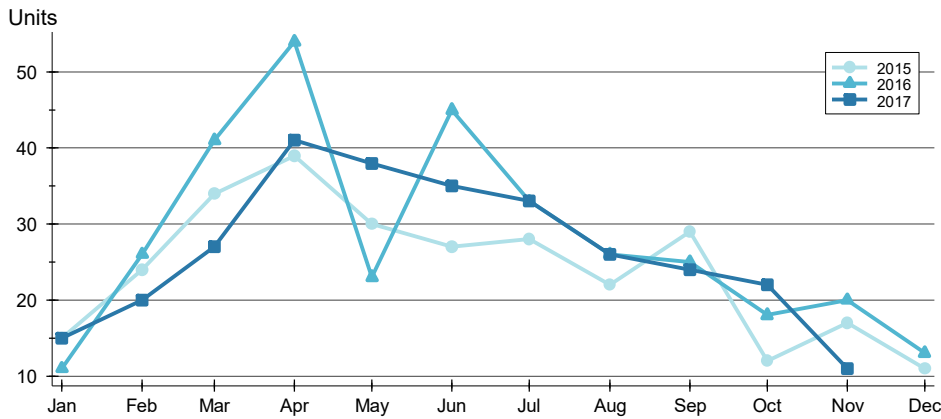
A total of 11 new listings were added in Douglas County (excluding Lawrence) during November, down 45.0% from the same month in 2016. Year-to-date Douglas County (excluding Lawrence) has seen 292 new listings.

The median list price of these homes was \$219,900 up from \$197,500 in 2016.

# NEW LISTINGS ANALYSIS

**DOUGLAS COUNTY (EXCLUDING LAWRENCE)  
ALL HOMES (NEW & EXISTING)  
AS OF 12/7/2017**

**BY MONTH** >>



Month	2015	2016	2017
January	15	11	15
February	24	26	20
March	34	41	27
April	39	54	41
May	30	23	38
June	27	45	35
July	28	33	33
August	22	26	26
September	29	25	24
October	12	18	22
November	17	20	11
December	11	13	11

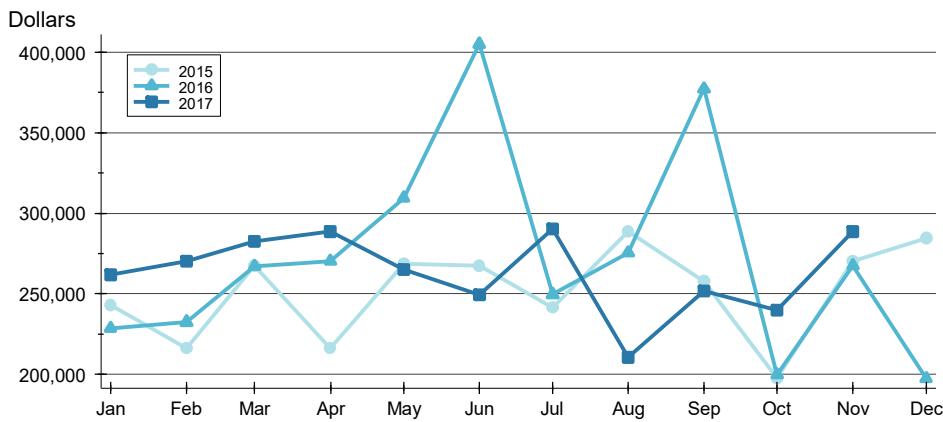
**BY PRICE RANGE** >>

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	9.1%	143	142,900	142,900
\$150,000-\$199,999	3	27.3%	558	186,000	186,000
\$200,000-\$249,999	2	18.2%	427	213,400	213,400
\$250,000-\$299,999	1	9.1%	285	284,900	284,900
\$300,000-\$349,999	0	0.0%	0	N/A	N/A
\$350,000-\$399,999	1	9.1%	400	399,900	399,900
\$400,000-\$449,999	0	0.0%	0	N/A	N/A
\$450,000-\$499,999	3	27.3%	1,364	454,667	454,000
\$500,000-\$599,999	0	0.0%	0	N/A	N/A
\$600,000-\$749,999	0	0.0%	0	N/A	N/A
\$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	11	100.0%	3,177	288,773	219,900

# NEW LISTINGS ANALYSIS

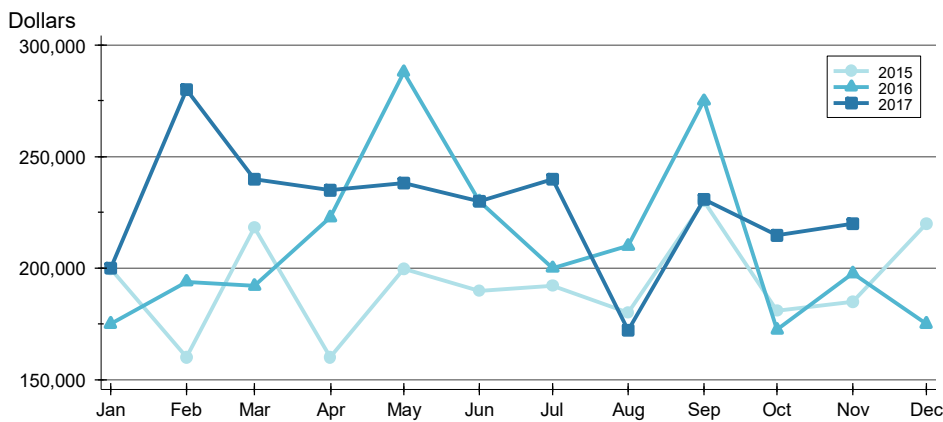
**DOUGLAS COUNTY (EXCLUDING LAWRENCE)  
ALL HOMES (NEW & EXISTING)  
AS OF 12/7/2017**

## AVERAGE PRICE >>



Month	2015	2016	2017
January	242,820	228,536	261,680
February	216,067	232,400	270,180
March	267,203	267,048	282,559
April	216,050	270,213	288,604
May	268,713	309,483	264,988
June	267,541	405,209	249,489
July	241,242	249,579	290,145
August	288,619	275,553	210,405
September	257,625	377,396	251,579
October	197,650	199,794	239,764
November	270,000	267,368	288,773
December	284,536	197,446	

## MEDIAN PRICE >>

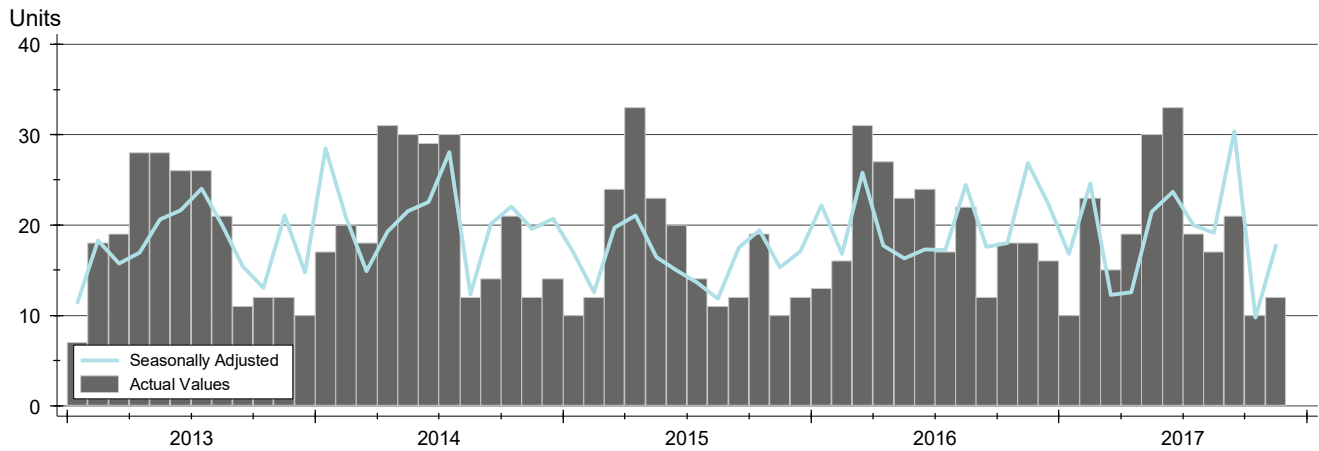


Month	2015	2016	2017
January	199,500	175,000	199,900
February	160,000	193,950	280,000
March	218,250	192,000	239,900
April	160,000	222,750	235,000
May	199,700	287,900	237,975
June	189,900	229,900	229,900
July	192,200	200,000	239,900
August	180,000	209,950	172,250
September	229,900	275,000	230,950
October	180,750	172,400	214,750
November	184,900	197,500	219,900
December	220,000	174,900	

# CONTRACTS WRITTEN ANALYSIS

**DOUGLAS COUNTY (EXCLUDING LAWRENCE)  
ALL HOMES (NEW & EXISTING)  
AS OF 12/7/2017**

**HISTORY** >>



**SUMMARY** >>

Summary Statistics for Contracts Written		November			Year-to-Date		
		2017	2016	Change	2017	2016	Change
Closed Listings		<b>12</b>	18	-33.3%	<b>209</b>	221	-5.4%
Volume (1,000s)		<b>2,761</b>	5,348	-48.4%	<b>50,930</b>	49,891	2.1%
Average	Sale Price	<b>230,118</b>	297,128	-22.6%	<b>243,684</b>	225,752	7.9%
	Days on Market	<b>61</b>	31	94.8%	<b>42</b>	49	-13.0%
	Percent of Original	<b>95.6%</b>	95.0%	0.7%	<b>97.3%</b>	95.8%	1.5%
Median	Sale Price	<b>200,000</b>	281,200	-28.9%	<b>220,000</b>	192,500	14.3%
	Days on Market	<b>54</b>	15	272.4%	<b>19</b>	22	-13.6%
	Percent of Original	<b>96.5%</b>	98.2%	-1.7%	<b>98.9%</b>	98.1%	0.8%

A total of 12 contracts for sale were written in Douglas County (excluding Lawrence) during the month of November, down from 18 in 2016. The median list price of these homes was \$200,000, down from \$281,200

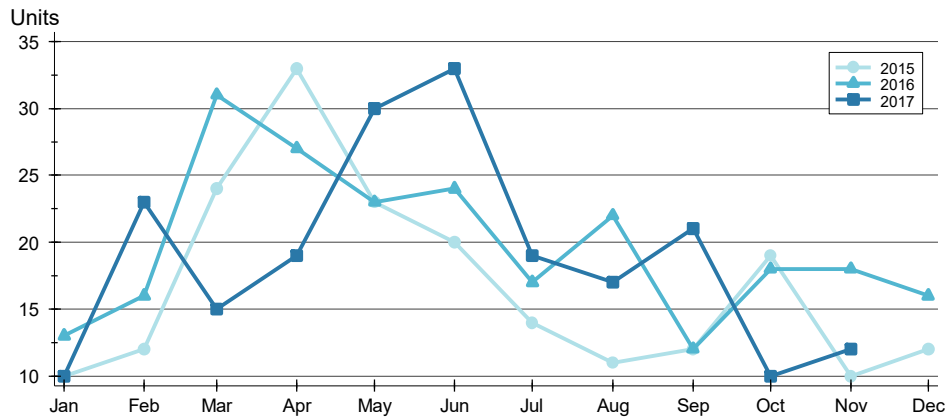
Half of the homes that went under contract in November were on the market less than 54 days, compared to 15 days in November 2016.



# CONTRACTS WRITTEN ANALYSIS

**DOUGLAS COUNTY (EXCLUDING LAWRENCE)  
ALL HOMES (NEW & EXISTING)  
AS OF 12/7/2017**

## BY MONTH »



Month	2015	2016	2017
January	10	13	10
February	12	16	23
March	24	31	15
April	33	27	19
May	23	23	30
June	20	24	33
July	14	17	19
August	11	22	17
September	12	12	21
October	19	18	10
November	10	18	12
December	12	16	12

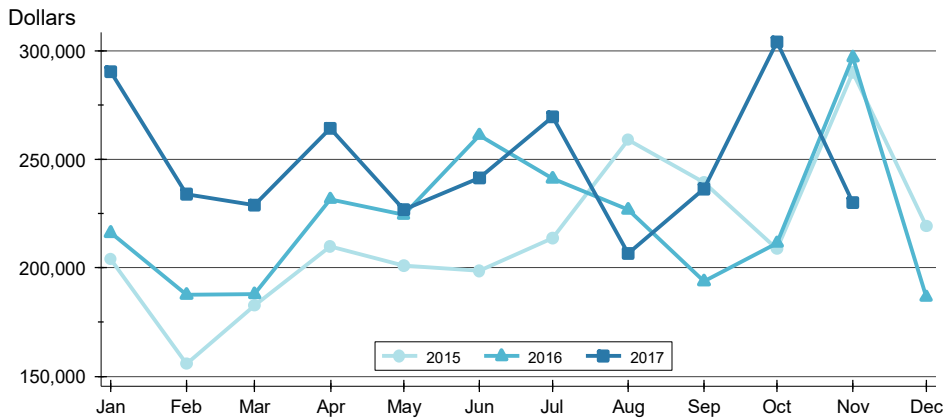
## BY PRICE RANGE »

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	2	16.7%	157	78,560	78,560	75	75	90.0%	90.0%
\$100,000-\$149,999	2	16.7%	247	123,700	123,700	63	63	91.4%	91.4%
\$150,000-\$199,999	2	16.7%	335	167,500	167,500	59	59	98.1%	98.1%
\$200,000-\$249,999	2	16.7%	452	226,000	226,000	74	74	96.2%	96.2%
\$250,000-\$299,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
\$300,000-\$349,999	1	8.3%	300	300,000	300,000	32	32	100.0%	100.0%
\$350,000-\$399,999	1	8.3%	350	350,000	350,000	39	39	100.0%	100.0%
\$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	16.7%	920	459,950	459,950	60	60	98.0%	98.0%
\$500,000-\$599,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
\$600,000-\$749,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
\$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	12	100.0%	2,761	230,118	200,000	61	54	95.6%	96.5%

# CONTRACTS WRITTEN ANALYSIS

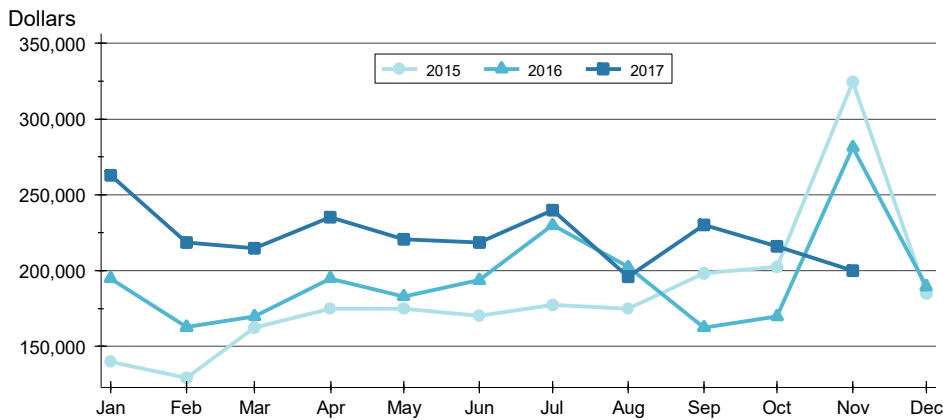
**DOUGLAS COUNTY (EXCLUDING LAWRENCE)  
ALL HOMES (NEW & EXISTING)  
AS OF 12/7/2017**

## AVERAGE PRICE >>



Month	2015	2016	2017
January	203,985	216,085	290,610
February	155,767	187,566	233,997
March	182,681	187,848	229,040
April	210,052	231,817	264,337
May	200,911	224,413	227,070
June	198,535	261,167	241,371
July	213,814	241,076	269,766
August	259,064	226,877	206,747
September	239,560	193,792	236,293
October	208,758	211,433	304,270
November	290,425	297,128	230,118
December	219,296	186,518	186,518

## MEDIAN PRICE >>

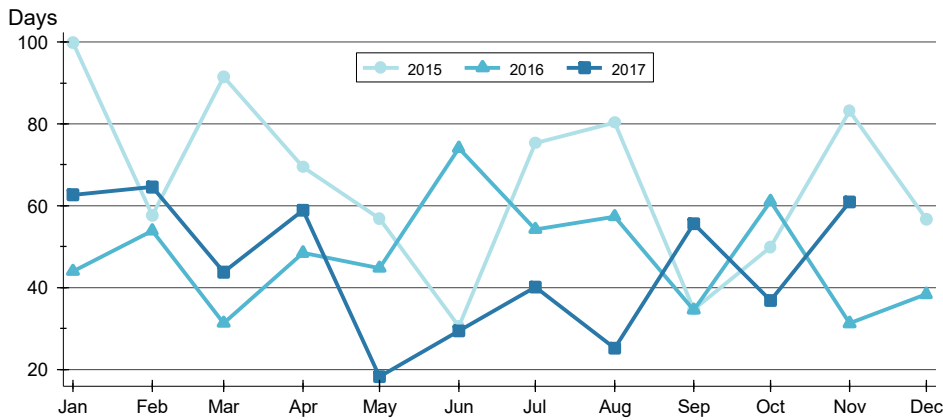


Month	2015	2016	2017
January	139,925	194,900	262,900
February	129,500	162,700	218,750
March	162,500	169,900	214,900
April	174,900	195,000	235,000
May	175,000	183,000	220,675
June	169,950	193,750	218,500
July	177,250	229,900	239,900
August	175,000	202,250	196,100
September	198,200	162,450	229,900
October	202,500	169,900	216,000
November	324,500	281,200	200,000
December	184,900	189,500	189,500

# CONTRACTS WRITTEN ANALYSIS

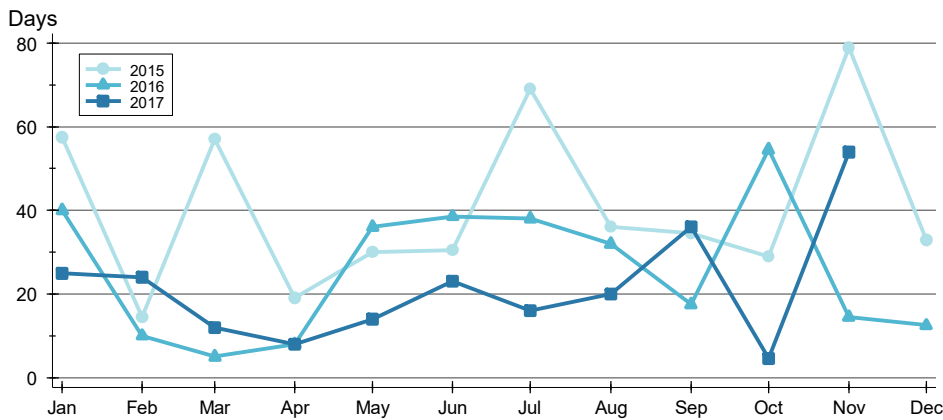
**DOUGLAS COUNTY (EXCLUDING LAWRENCE)  
ALL HOMES (NEW & EXISTING)  
AS OF 12/7/2017**

## AVERAGE DOM >>



Month	2015	2016	2017
January	100	44	63
February	58	54	65
March	91	31	44
April	69	48	59
May	57	45	18
June	31	74	29
July	75	54	40
August	80	57	25
September	35	35	56
October	50	61	37
November	83	31	61
December	57	38	

## MEDIAN DOM >>

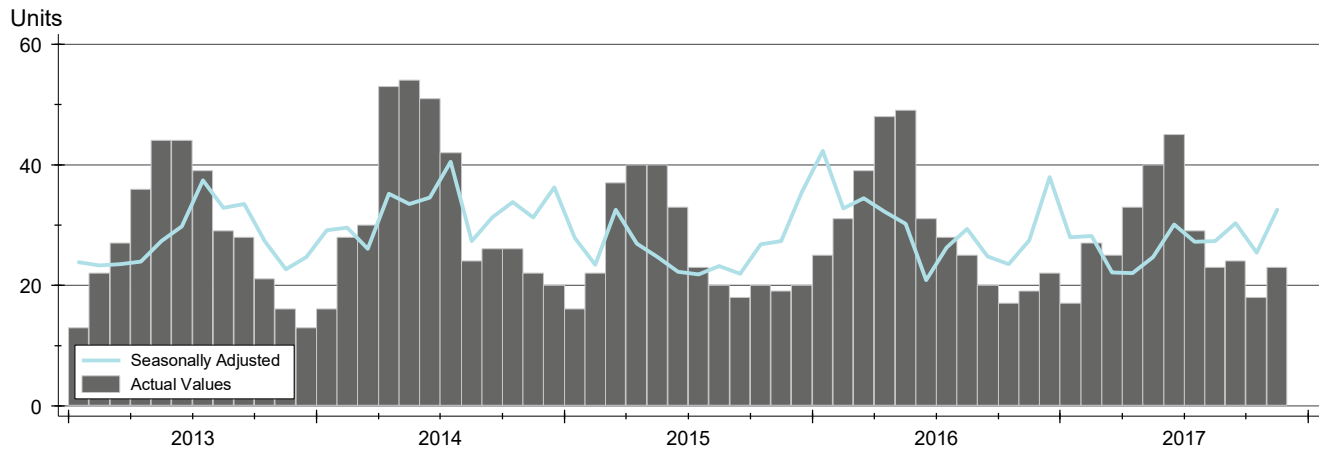


Month	2015	2016	2017
January	58	40	25
February	15	10	24
March	57	5	12
April	19	8	8
May	30	36	14
June	31	39	23
July	69	38	16
August	36	32	20
September	35	18	36
October	29	55	5
November	79	15	54
December	33	13	

# PENDING CONTRACTS ANALYSIS

**DOUGLAS COUNTY (EXCLUDING LAWRENCE)  
ALL HOMES (NEW & EXISTING)  
AS OF 12/7/2017**

**HISTORY** >>



**SUMMARY** >>

Summary Statistics for Active Listings		End of November		
		2017	2016	Change
Active Listings		<b>23</b>	19	21.1%
Volume (1,000s)		<b>6,189</b>	6,037	2.5%
Average	List Price	<b>269,088</b>	317,747	-15.3%
	Days on Market	<b>58</b>	44	32.0%
	Percent of Original	<b>97.5%</b>	98.8%	-1.3%
Median	List Price	<b>232,000</b>	322,500	-28.1%
	Days on Market	<b>39</b>	22	77.3%
	Percent of Original	<b>100.0%</b>	100.0%	0.0%

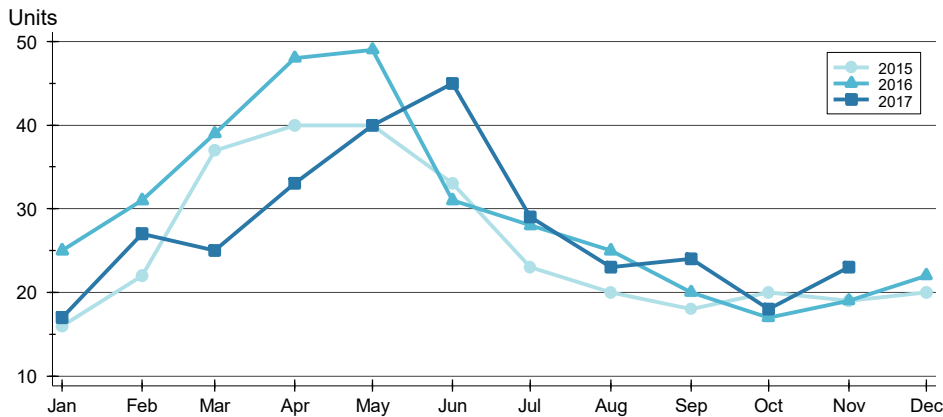
A total of 23 listings in Douglas County (excluding Lawrence) had contracts pending at the end of November, up from 19 contracts pending at the end of November 2016.

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 12/7/2017**

## BY MONTH >>



Month	2015	2016	2017
January	16	25	17
February	22	31	27
March	37	39	25
April	40	48	33
May	40	49	40
June	33	31	45
July	23	28	29
August	20	25	23
September	18	20	24
October	20	17	18
November	19	19	23
December	20	22	

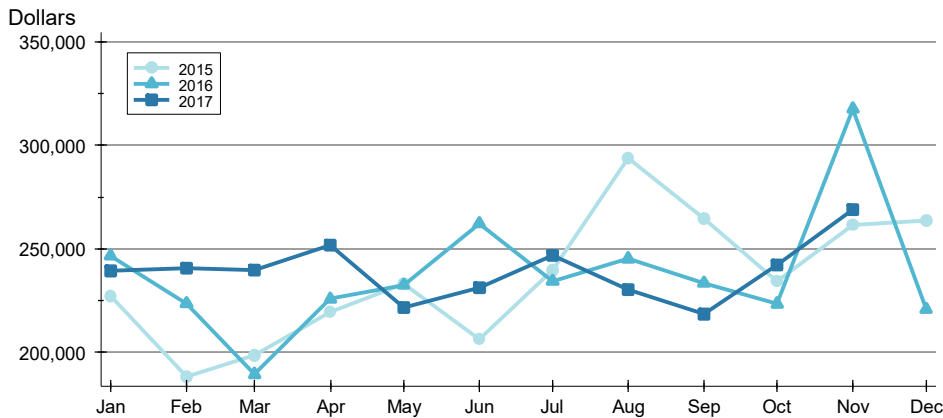
## BY PRICE RANGE >>

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	2	8.7%	157	78,560	78,560	75	75	90.0%	90.0%
\$100,000-\$149,999	4	17.4%	486	121,600	121,950	36	21	98.1%	100.0%
\$150,000-\$199,999	4	17.4%	685	171,225	172,500	30	5	99.1%	100.0%
\$200,000-\$249,999	2	8.7%	452	226,000	226,000	74	74	96.2%	96.2%
\$250,000-\$299,999	3	13.0%	855	284,933	295,000	55	46	98.4%	100.0%
\$300,000-\$349,999	2	8.7%	600	300,000	300,000	25	25	100.0%	100.0%
\$350,000-\$399,999	2	8.7%	749	374,500	374,500	21	21	100.0%	100.0%
\$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	8.7%	920	459,950	459,950	60	60	98.0%	98.0%
\$500,000-\$599,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
\$600,000-\$749,999	2	8.7%	1,285	642,450	642,450	195	195	95.3%	95.3%
\$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	23	100.0%	6,189	269,088	232,000	58	39	97.5%	100.0%

# PENDING CONTRACTS ANALYSIS

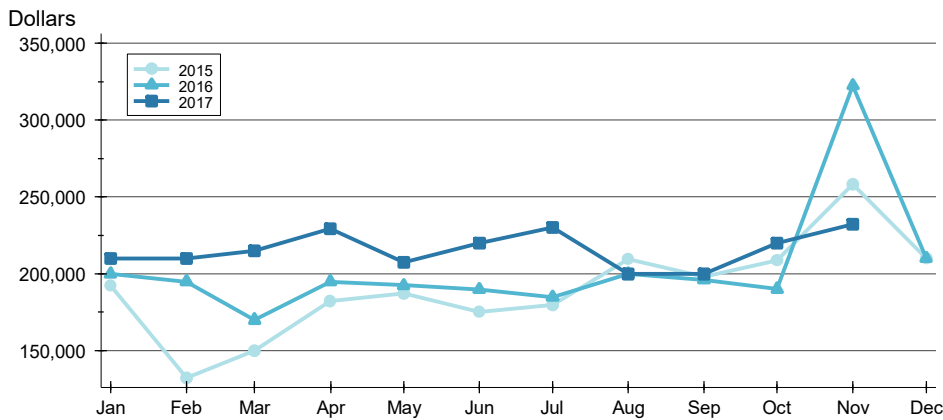
**DOUGLAS COUNTY (EXCLUDING LAWRENCE)  
ALL HOMES (NEW & EXISTING)  
AS OF 12/7/2017**

## AVERAGE PRICE >>



Month	2015	2016	2017
January	227,328	246,602	239,518
February	188,416	223,537	240,759
March	198,509	189,409	239,684
April	219,464	225,834	251,915
May	233,240	232,597	221,499
June	206,468	262,248	231,247
July	239,652	234,525	246,786
August	293,880	245,244	230,472
September	264,594	233,465	218,606
October	234,418	223,382	242,322
November	261,513	317,747	269,088
December	263,543	220,700	265,000

## MEDIAN PRICE >>

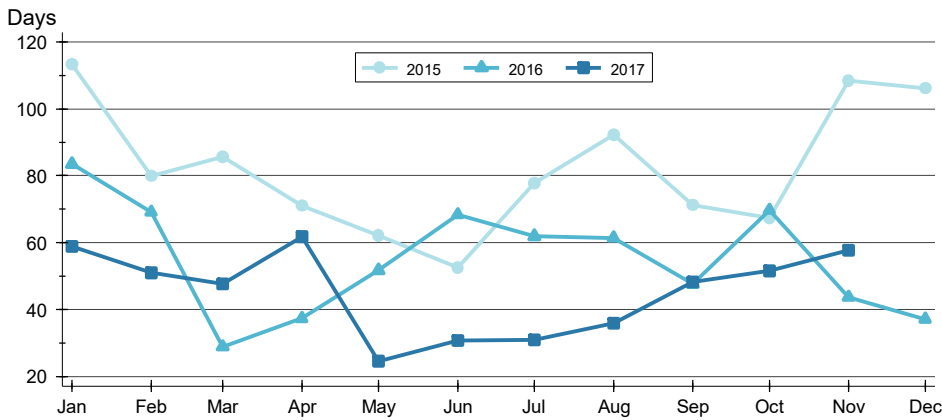


Month	2015	2016	2017
January	192,200	199,900	210,000
February	132,475	194,900	210,000
March	150,000	169,900	214,900
April	182,400	194,950	229,000
May	187,400	192,500	207,200
June	174,900	189,900	219,900
July	179,500	184,900	229,900
August	209,450	199,900	200,000
September	198,200	196,200	199,950
October	208,450	190,000	219,950
November	258,350	322,500	232,000
December	209,950	210,000	210,000

# PENDING CONTRACTS ANALYSIS

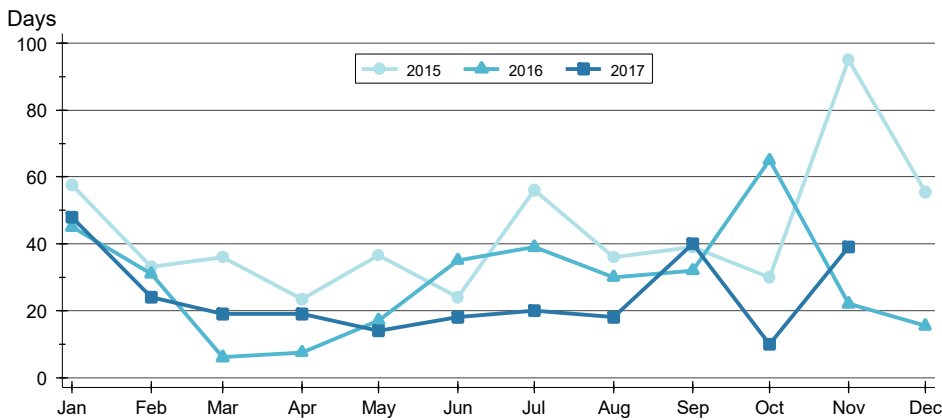
**DOUGLAS COUNTY (EXCLUDING LAWRENCE)  
ALL HOMES (NEW & EXISTING)  
AS OF 12/7/2017**

## AVERAGE DOM >>



Month	2015	2016	2017
January	113	84	59
February	80	69	51
March	86	29	48
April	71	37	62
May	62	52	25
June	52	68	31
July	78	62	31
August	92	61	36
September	71	48	48
October	67	70	52
November	109	44	58
December	106	37	

## MEDIAN DOM >>



Month	2015	2016	2017
January	58	45	48
February	33	31	24
March	36	6	19
April	24	8	19
May	37	17	14
June	24	35	18
July	56	39	20
August	36	30	18
September	39	32	40
October	30	65	10
November	95	22	39
December	56	16	