

LAWRENCE MLS STATISTICS



OCTOBER 2018 >>

MARKET OVERVIEW >>

Douglas County Home Sales Rose in October

Total home sales in Douglas County (excluding Lawrence) rose by 14.3% last month to 24 units, compared to 21 units in October 2017. Total sales volume was \$5.8 million, up 28.8% from a year earlier.

The median sale price in October was \$220,000, up from \$180,000 a year earlier. Homes that sold in October were typically on the market for 28 days and sold for 98.3% of their list prices.

Douglas County Active Listings Up at End of October

The total number of active listings in Douglas County (excluding Lawrence) at the end of October was 78 units, up from 69 at the same point in 2017. This represents a 3.8 months' supply of homes available for sale. The median list price of homes on the market at the end of October was \$320,400.

During October, a total of 22 contracts were written up from 10 in October 2017. At the end of the month, there were 30 contracts pending, compared to 18 at the end of October 2017.

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		October		
Summary Statistics		2018	2017	Change
Home Sales		24	21	14.3%
Active Listings		78	69	13.0%
Months' Supply		3.8	3.6	7.5%
New Listings		30	23	30.4%
Contracts Written		22	10	120.0%
Pending Contracts		30	18	66.7%
Sales Volume (1,000s)		5,778	4,487	28.8%
Average	Sale Price	240,733	213,669	12.7%
	List Price of Actives	383,644	329,284	16.5%
	Days on Market	30	45	-34.3%
	Percent of List	97.4%	97.3%	0.1%
	Percent of Original	96.4%	95.8%	0.6%
Median	Sale Price	220,000	180,000	22.2%
	List Price of Actives	320,400	289,900	10.5%
	Days on Market	28	27	1.9%
	Percent of List	98.3%	99.6%	-1.3%
	Percent of Original	97.6%	97.3%	0.3%

REPORT CONTENTS >>

- **Three-Year Comparisons** – Page 2
- **Year-to-Date Statistics** – Page 3
- **Closed Listings Analysis** – Page 4
- **Active Listings Analysis** – Page 8
- **Months' Supply Analysis** – Page 12
- **New Listings Analysis** – Page 13
- **Contracts Written Analysis** – Page 16
- **Pending Contracts Analysis** – Page 20

THREE-YEAR COMPARISONS

SUMMARY >>

BREAKDOWNS BY HOME TYPE DOUGLAS COUNTY (EXCLUDING LAWRENCE) AS OF 11/8/2018

October MLS Statistics		2018			2017			2016		
By Property Type		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		24	24	0	21	20	1	17	17	0
Change from prior year		14.3%	20.0%	-100.0%	23.5%	17.6%	N/A	6.3%	21.4%	-100.0%
Active Listings		78	67	11	69	65	4	68	64	4
Change from prior year		13.0%	3.1%	175.0%	1.5%	1.6%	0.0%	11.5%	6.7%	300.0%
Months' Supply		3.8	3.4	N/A	3.6	3.5	5.3	3.6	3.4	N/A
Change from prior year		7.5%	-3.8%	N/A	-1.2%	1.6%	-66.7%	3.6%	-1.5%	N/A
New Listings		30	28	2	23	23	0	18	17	1
Change from prior year		30.4%	21.7%	N/A	27.8%	35.3%	-100.0%	50.0%	54.5%	0.0%
Contracts Written		22	21	1	10	10	0	18	18	0
Change from prior year		120.0%	110.0%	N/A	-44.4%	-44.4%	N/A	-5.3%	0.0%	-100.0%
Pending Contracts		30	25	5	18	15	3	17	16	1
Change from prior year		66.7%	66.7%	66.7%	5.9%	-6.3%	200.0%	-15.0%	-15.8%	0.0%
Sales Volume (1,000s)		5,778	5,778	0	4,487	4,252	235	3,559	3,559	0
Change from prior year		28.8%	35.9%	-100.0%	26.1%	19.5%	N/A	2.2%	34.2%	-100.0%
Average	Sale Price	240,733	240,733	N/A	213,669	212,603	235,000	209,365	209,365	N/A
	Change from prior year	12.7%	13.2%	N/A	2.1%	1.5%	N/A	-3.8%	10.5%	N/A
	List Price of Actives	383,644	391,428	336,235	329,284	325,728	387,075	411,644	423,086	228,575
	Change from prior year	16.5%	20.2%	N/A	-20.0%	-23.0%	69.3%	24.1%	27.0%	N/A
	Days on Market	30	30	N/A	45	47	4	45	45	N/A
	Change from prior year	-34.3%	-37.2%	N/A	-0.7%	3.8%	N/A	20.8%	14.9%	N/A
Percent of List		97.4%	97.4%	N/A	97.3%	97.2%	100.0%	98.2%	98.2%	N/A
	Change from prior year	0.1%	0.3%	N/A	-0.9%	-1.1%	N/A	3.4%	3.9%	N/A
	Percent of Original	96.4%	96.4%	N/A	95.8%	95.6%	100.0%	96.1%	96.1%	N/A
Change from prior year	0.6%	0.8%	N/A	-0.2%	-0.4%	N/A	2.4%	3.1%	N/A	
Median	Sale Price	220,000	220,000	N/A	180,000	179,750	235,000	152,000	152,000	N/A
	Change from prior year	22.2%	22.4%	N/A	18.4%	18.3%	N/A	-10.6%	-6.5%	N/A
	List Price of Actives	320,400	315,900	324,900	289,900	289,900	324,900	284,750	292,450	224,700
	Change from prior year	10.5%	9.0%	N/A	1.8%	-0.9%	44.6%	-1.8%	0.9%	N/A
	Days on Market	28	28	N/A	27	30	4	51	51	N/A
	Change from prior year	1.9%	-8.3%	N/A	-47.1%	-41.2%	N/A	50.0%	50.0%	N/A
Percent of List		98.3%	98.3%	N/A	99.6%	98.5%	100.0%	97.5%	97.5%	N/A
	Change from prior year	-1.3%	-0.3%	N/A	2.1%	1.0%	N/A	1.4%	1.7%	N/A
Percent of Original		97.6%	97.6%	N/A	97.3%	96.6%	100.0%	95.5%	95.5%	N/A
	Change from prior year	0.3%	1.0%	N/A	1.9%	1.2%	N/A	1.0%	1.2%	N/A

YEAR-TO-DATE STATISTICS

**YTD BREAKDOWNS BY HOME TYPE
DOUGLAS COUNTY (EXCLUDING LAWRENCE)
AS OF 11/8/2018**

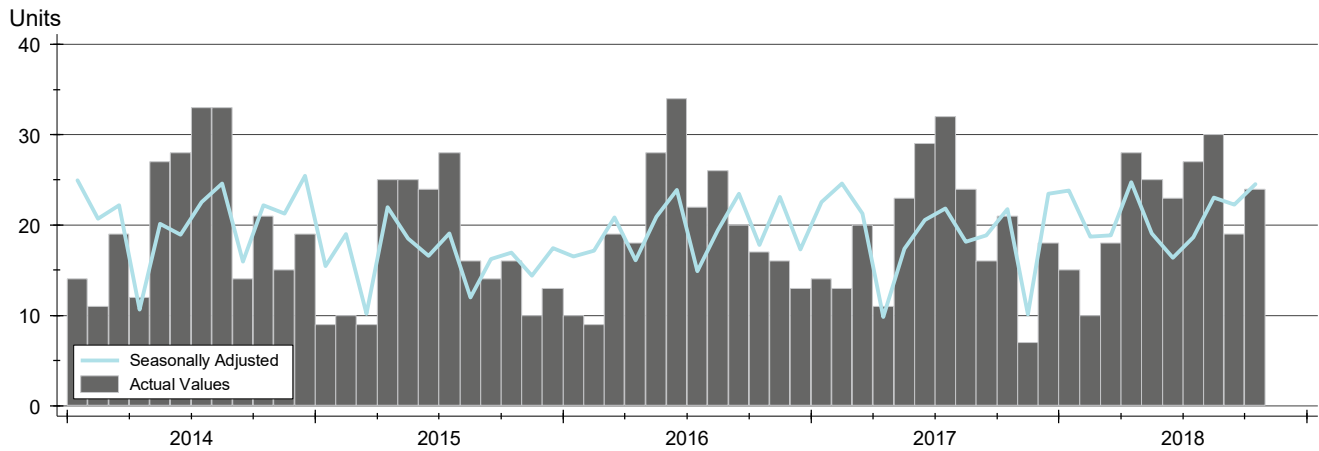
SUMMARY >>

Year-to-Date Activity		2018			2017			2016			
By Property Type		Total	Existing	New	Total	Existing	New	Total	Existing	New	
Home Sales		219	216	3	203	195	8	203	201	2	
	Change from prior year	7.9%	10.8%	-62.5%	0.0%	-3.0%	300.0%	15.3%	16.9%	-50.0%	
New Listings		320	301	19	281	267	14	302	297	5	
	Change from prior year	13.9%	12.7%	35.7%	-7.0%	-10.1%	180.0%	16.2%	17.9%	-37.5%	
Contracts Written		231	226	5	197	187	10	203	200	3	
	Change from prior year	17.3%	20.9%	-50.0%	-3.0%	-6.5%	233.3%	14.0%	15.6%	-40.0%	
Sales Volume (1,000s)		53,633	52,890	743	47,781	45,868	1,913	43,874	43,384	490	
	Change from prior year	12.2%	15.3%	-61.2%	8.9%	5.7%	290.5%	29.6%	33.9%	-66.3%	
Average	Sale Price	244,899	244,860	247,692	235,377	235,222	239,146	216,129	215,842	244,950	
		Change from prior year	4.0%	4.1%	3.6%	8.9%	9.0%	-2.4%	12.4%	14.6%	-32.7%
	Days on Market	33	32	110	40	38	89	52	51	127	
		Change from prior year	-17.9%	-16.4%	24.7%	-22.6%	-25.4%	-30.3%	-21.8%	-23.4%	163.2%
	Percent of List	98.6%	98.5%	100.7%	98.2%	98.2%	99.7%	97.5%	97.5%	100.0%	
Median		Change from prior year	0.3%	0.4%	1.0%	0.7%	0.7%	-0.3%	0.4%	0.4%	2.8%
	Percent of Original	97.4%	97.3%	100.5%	97.4%	97.3%	100.1%	95.8%	95.8%	100.0%	
		Change from prior year	0.0%	0.0%	0.4%	1.7%	1.6%	0.1%	1.3%	1.3%	2.8%
	Sale Price	207,000	206,000	259,900	219,900	218,500	249,500	183,000	182,000	244,950	
		Change from prior year	-5.9%	-5.7%	4.2%	20.2%	20.1%	1.9%	7.7%	8.7%	-35.9%
Median	Days on Market	16	13	111	18	16	62	27	26	127	
		Change from prior year	-11.1%	-18.8%	80.5%	-33.3%	-38.5%	-51.6%	-20.6%	-23.5%	149.0%
	Percent of List	99.4%	99.3%	100.0%	99.3%	99.0%	100.0%	98.7%	98.7%	100.0%	
		Change from prior year	0.1%	0.3%	0.0%	0.6%	0.3%	0.0%	0.4%	0.3%	2.1%
	Percent of Original	98.4%	98.3%	100.0%	98.5%	98.3%	100.0%	98.0%	97.9%	100.0%	
	Change from prior year	-0.1%	0.0%	0.0%	0.5%	0.4%	0.0%	1.6%	1.5%	2.1%	

CLOSED LISTINGS ANALYSIS

**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 11/8/2018**

HISTORY >>



SUMMARY >>

Summary Statistics for Closed Listings		October			Year-to-Date		
		2018	2017	Change	2018	2017	Change
Closed Listings		24	21	14.3%	219	203	7.9%
Volume (1,000s)		5,778	4,487	28.8%	53,633	47,781	12.2%
Average	Sale Price	240,733	213,669	12.7%	244,899	235,377	4.0%
	Days on Market	30	45	-34.3%	33	40	-17.9%
	Percent of List	97.4%	97.3%	0.1%	98.6%	98.2%	0.3%
	Percent of Original	96.4%	95.8%	0.6%	97.4%	97.4%	0.0%
Median	Sale Price	220,000	180,000	22.2%	207,000	219,900	-5.9%
	Days on Market	28	27	1.9%	16	18	-11.1%
	Percent of List	98.3%	99.6%	-1.3%	99.4%	99.3%	0.1%
	Percent of Original	97.6%	97.3%	0.3%	98.4%	98.5%	-0.1%

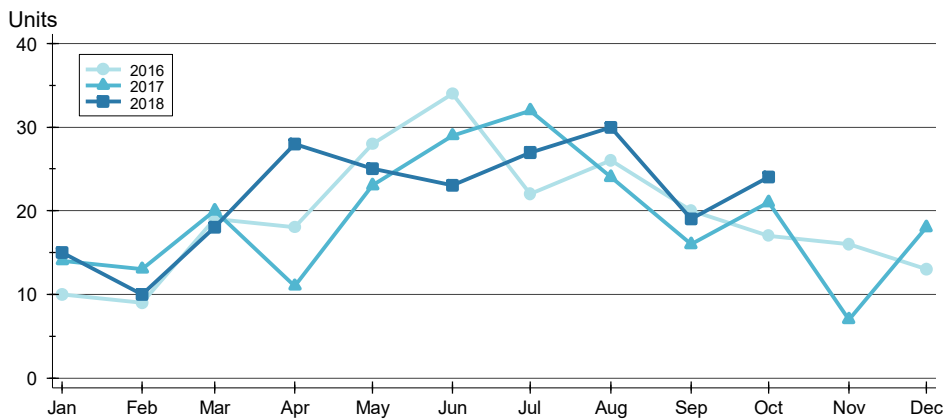
A total of 24 homes sold in Douglas County (excluding Lawrence) in October, up from 21 units in October 2017. Total sales volume rose to \$5.8 million compared to \$4.5 million in the previous year.

The median sales price in October was \$220,000, up 22.2% compared to the prior year. Median days on market was 28 days, down from 36 days in September, but up from 27 in October 2017.

CLOSED LISTINGS ANALYSIS

**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 11/8/2018**

BY MONTH >>



Month	2016	2017	2018
January	10	14	15
February	9	13	10
March	19	20	18
April	18	11	28
May	28	23	25
June	34	29	23
July	22	32	27
August	26	24	30
September	20	16	19
October	17	21	24
November	16	7	18
December	13	18	13

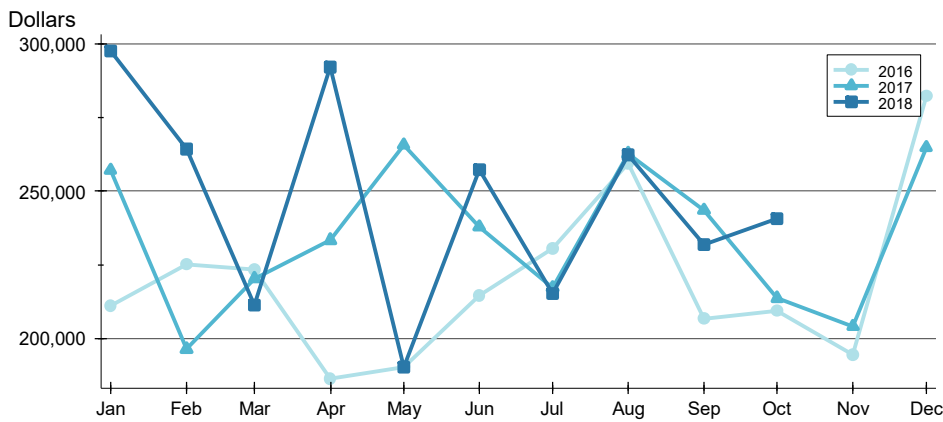
BY PRICE RANGE >>

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	4	16.7%	527	131,850	134,950	24	28	96.3%	97.8%	96.7%	98.7%
\$150,000-\$199,999	6	25.0%	1,003	167,150	163,000	24	23	97.6%	98.8%	96.7%	98.6%
\$200,000-\$249,999	4	16.7%	868	217,000	220,000	14	7	99.8%	99.5%	99.2%	98.9%
\$250,000-\$299,999	5	20.8%	1,362	272,480	266,000	42	23	97.0%	96.7%	93.7%	93.5%
\$300,000-\$349,999	2	8.3%	657	328,500	328,500	34	34	94.7%	94.7%	94.7%	94.7%
\$350,000-\$399,999	1	4.2%	360	359,900	359,900	48	48	100.0%	100.0%	100.0%	100.0%
\$400,000-\$449,999	1	4.2%	405	405,000	405,000	34	34	97.6%	97.6%	95.3%	95.3%
\$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	1	4.2%	595	595,000	595,000	57	57	96.0%	96.0%	96.0%	96.0%
\$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	24	100.0%	5,778	240,733	220,000	30	28	97.4%	98.3%	96.4%	97.6%

CLOSED LISTINGS ANALYSIS

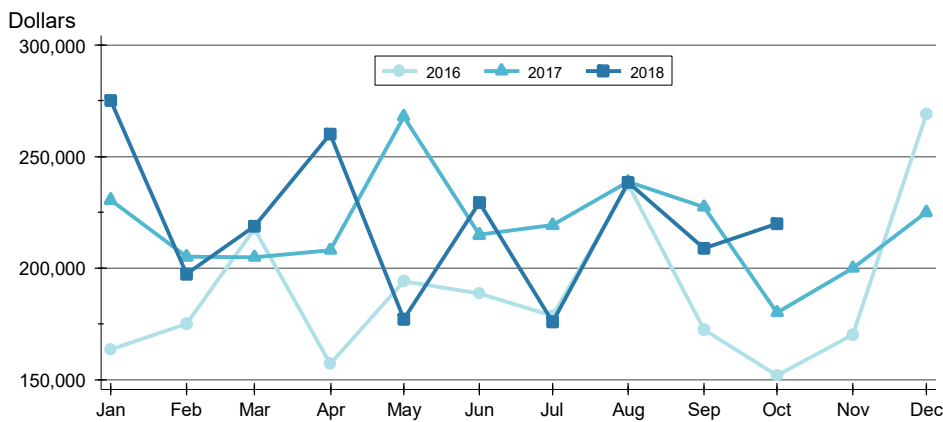
**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 11/8/2018**

AVERAGE PRICE >>



Month	2016	2017	2018
January	211,113	257,200	297,675
February	225,056	196,392	264,278
March	223,337	220,380	211,421
April	186,506	233,385	292,061
May	190,400	265,687	190,310
June	214,531	237,865	257,307
July	230,602	217,263	215,194
August	259,419	262,783	262,347
September	206,725	243,602	231,984
October	209,365	213,669	240,733
November	194,450	204,118	
December	282,208	264,853	

MEDIAN PRICE >>

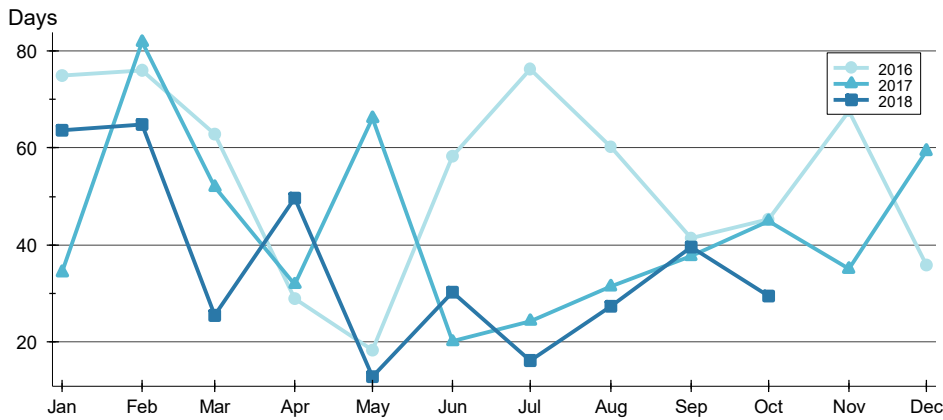


Month	2016	2017	2018
January	163,500	230,450	275,000
February	175,000	205,000	197,388
March	217,500	204,950	218,750
April	157,000	208,000	259,950
May	194,200	267,900	177,000
June	188,750	214,900	229,500
July	178,500	219,200	176,000
August	237,450	238,750	238,500
September	172,500	227,450	209,000
October	152,000	180,000	220,000
November	170,000	199,900	
December	269,000	225,000	

CLOSED LISTINGS ANALYSIS

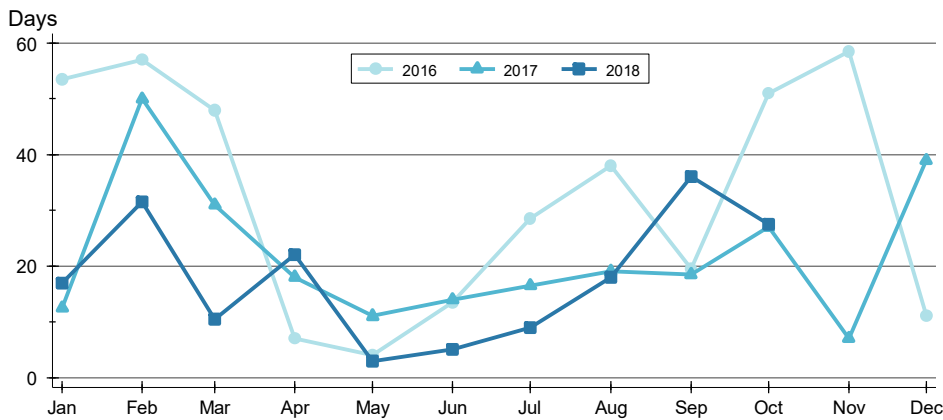
**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 11/8/2018**

AVERAGE DOM >>



Month	2016	2017	2018
January	75	34	64
February	76	82	65
March	63	52	26
April	29	32	50
May	18	66	13
June	58	20	30
July	76	24	16
August	60	31	27
September	41	38	40
October	45	45	30
November	68	35	
December	36	59	

MEDIAN DOM >>

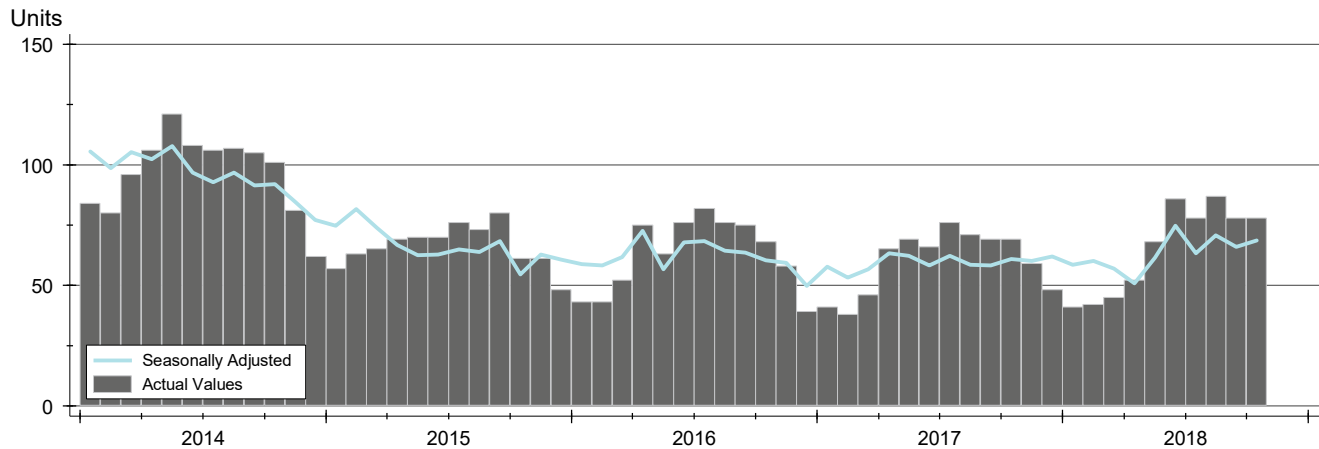


Month	2016	2017	2018
January	54	13	17
February	57	50	32
March	48	31	11
April	7	18	22
May	4	11	3
June	14	14	5
July	29	17	9
August	38	19	18
September	20	19	36
October	51	27	28
November	59	7	
December	11	39	

ACTIVE LISTINGS ANALYSIS

**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 11/8/2018**

HISTORY >>



SUMMARY >>

Summary Statistics for Active Listings		End of October		
		2018	2017	Change
Active Listings		78	69	13.0%
Months' Supply		3.8	3.6	7.5%
Volume (1,000s)		29,924	22,721	31.7%
Average	List Price	383,644	329,284	16.5%
	Days on Market	91	84	8.4%
	Percent of Original	97.8%	98.0%	-0.1%
Median	List Price	320,400	289,900	10.5%
	Days on Market	72	66	9.1%
	Percent of Original	100.0%	100.0%	0.0%

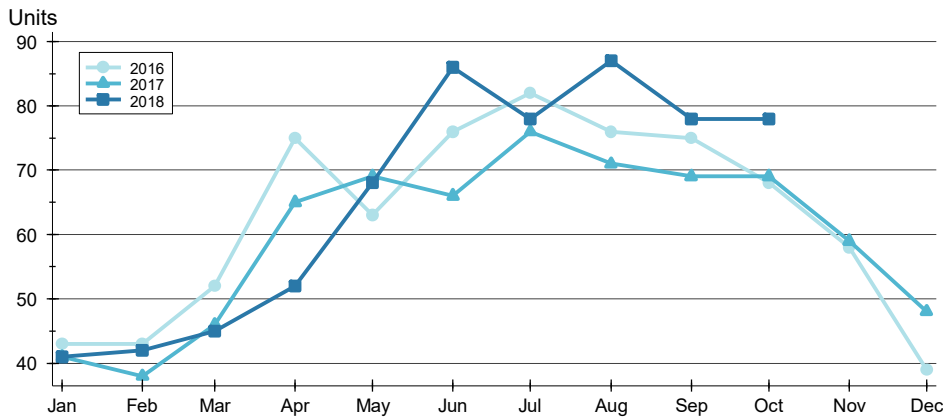
A total of 78 homes were available for sale in Douglas County (excluding Lawrence) at the end of October. This represents a 3.8 months' supply of active listings.

The median list price of homes on the market at the end of October was \$320,400, up 10.5% from 2017. The typical time on market for active listings was 72 days, up from 66 days a year earlier.

ACTIVE LISTINGS ANALYSIS

**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 11/8/2018**

BY MONTH >>



Month	2016	2017	2018
January	43	41	41
February	43	38	42
March	52	46	45
April	75	65	52
May	63	69	68
June	76	66	86
July	82	76	78
August	76	71	87
September	75	69	78
October	68	69	78
November	58	59	78
December	39	48	78

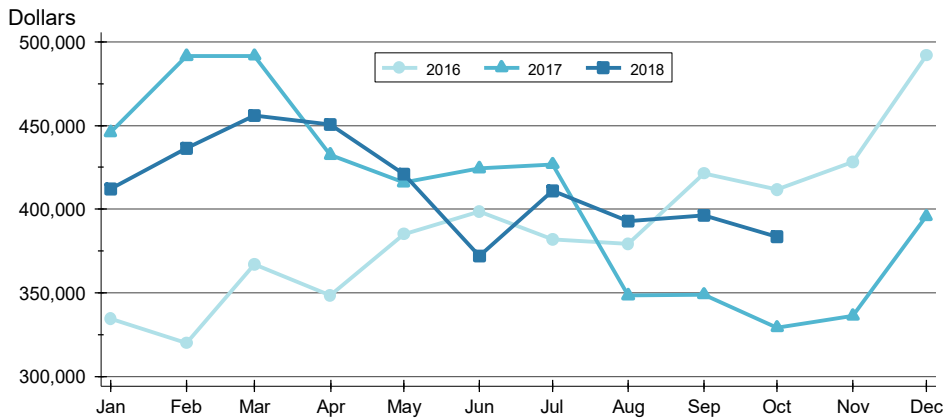
BY PRICE RANGE >>

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	1.3%	45	N/A	45,000	45,000	1	1	100.0%	100.0%
\$50,000-\$99,999	1	1.3%	80	N/A	79,900	79,900	114	114	94.0%	94.0%
\$100,000-\$149,999	9	11.5%	1,162	2.3	129,067	129,900	108	27	99.2%	100.0%
\$150,000-\$199,999	10	12.8%	1,749	1.7	174,880	172,500	71	58	95.8%	98.5%
\$200,000-\$249,999	4	5.1%	933	1.0	233,238	232,025	46	47	99.0%	100.0%
\$250,000-\$299,999	12	15.4%	3,319	2.4	276,600	282,200	81	67	96.8%	100.0%
\$300,000-\$349,999	8	10.3%	2,644	4.0	330,561	331,998	86	78	98.9%	100.0%
\$350,000-\$399,999	9	11.5%	3,368	9.0	374,183	374,900	57	56	98.7%	100.0%
\$400,000-\$449,999	5	6.4%	2,169	5.0	433,800	440,000	135	104	94.5%	93.3%
\$450,000-\$499,999	5	6.4%	2,420	N/A	483,960	484,900	90	122	100.0%	100.0%
\$500,000-\$599,999	7	9.0%	3,764	7.0	537,707	535,000	130	84	97.2%	100.0%
\$600,000-\$749,999	2	2.6%	1,337	N/A	668,500	668,500	96	96	98.6%	98.6%
\$750,000-\$999,999	3	3.8%	2,685	N/A	894,967	899,900	90	28	100.0%	100.0%
\$1,000,000 and up	2	2.6%	4,250	N/A	2,125,000	2,125,000	236	236	100.0%	100.0%
All price ranges	78	100.0%	29,924	3.3	383,644	320,400	91	72	97.8%	100.0%

ACTIVE LISTINGS ANALYSIS

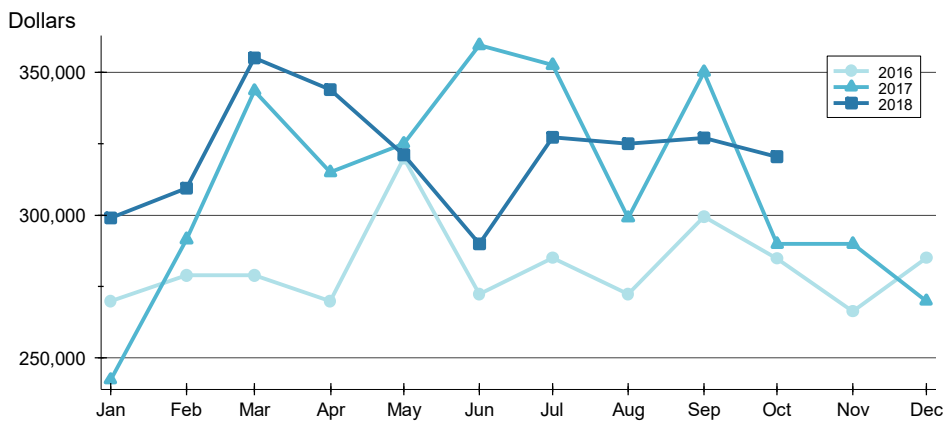
**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 11/8/2018**

AVERAGE PRICE >>



Month	2016	2017	2018
January	334,359	445,995	411,876
February	319,850	491,454	436,513
March	366,916	491,522	456,027
April	348,364	432,488	450,477
May	385,029	415,882	421,058
June	398,492	424,250	372,055
July	382,100	426,812	410,954
August	379,366	348,253	392,769
September	421,347	348,938	396,284
October	411,644	329,284	383,644
November	428,159	336,117	385,000
December	491,790	395,677	395,000

MEDIAN PRICE >>

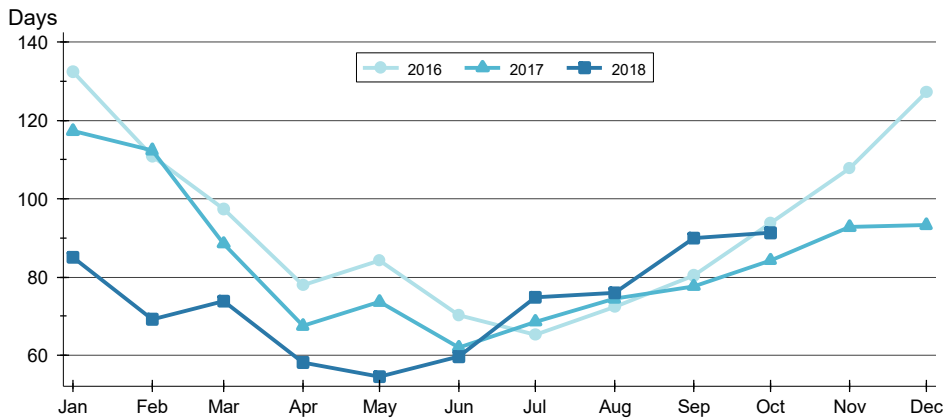


Month	2016	2017	2018
January	269,900	242,500	299,000
February	279,000	291,500	309,500
March	279,000	343,500	354,900
April	269,900	315,000	344,000
May	320,000	325,000	321,000
June	272,400	359,450	289,900
July	284,950	352,450	327,200
August	272,450	299,000	324,900
September	299,500	350,000	326,950
October	284,750	289,900	320,400
November	266,400	289,900	320,000
December	285,000	269,950	320,000

ACTIVE LISTINGS ANALYSIS

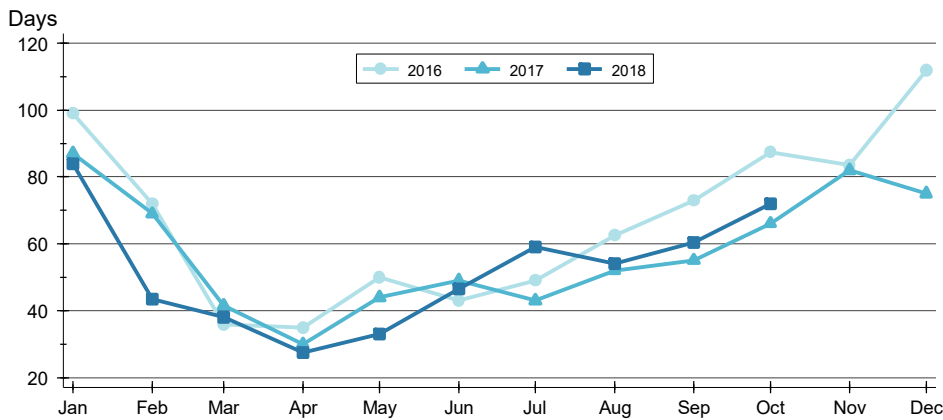
**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 11/8/2018**

AVERAGE DOM



Month	2016	2017	2018
January	132	117	85
February	111	112	69
March	97	88	74
April	78	68	58
May	84	74	55
June	70	62	60
July	65	69	75
August	72	74	76
September	80	78	90
October	94	84	91
November	108	93	
December	127	93	

MEDIAN DOM

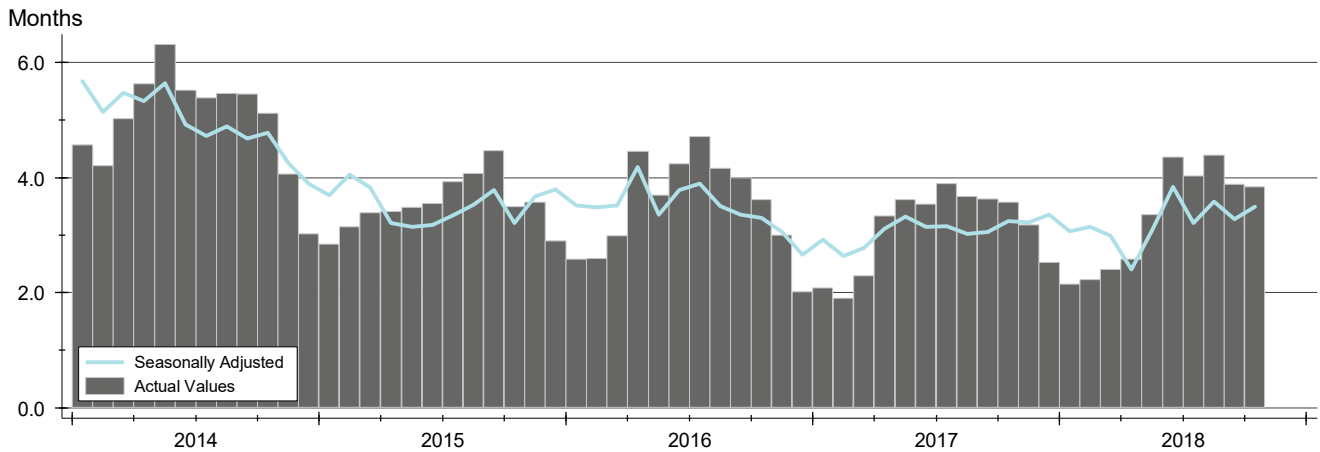


Month	2016	2017	2018
January	99	87	84
February	72	69	44
March	36	42	38
April	35	30	28
May	50	44	33
June	43	49	47
July	49	43	59
August	63	52	54
September	73	55	61
October	88	66	72
November	84	82	
December	112	75	

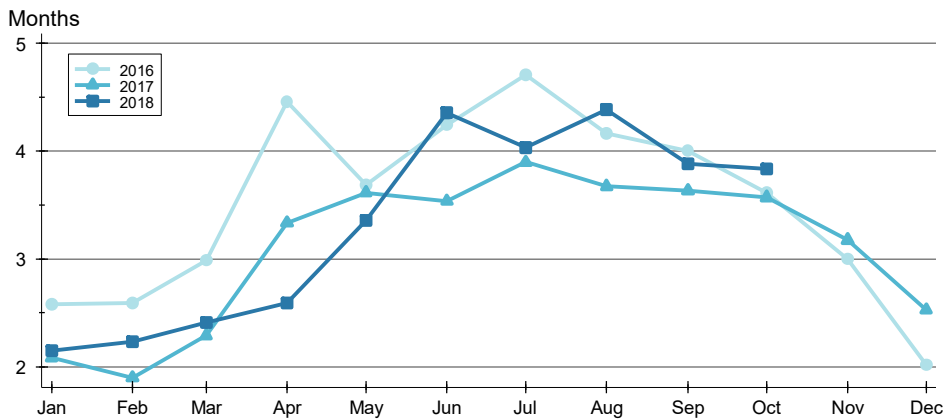
MONTHS' SUPPLY ANALYSIS

**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 11/8/2018**

HISTORY >>



BY MONTH >>

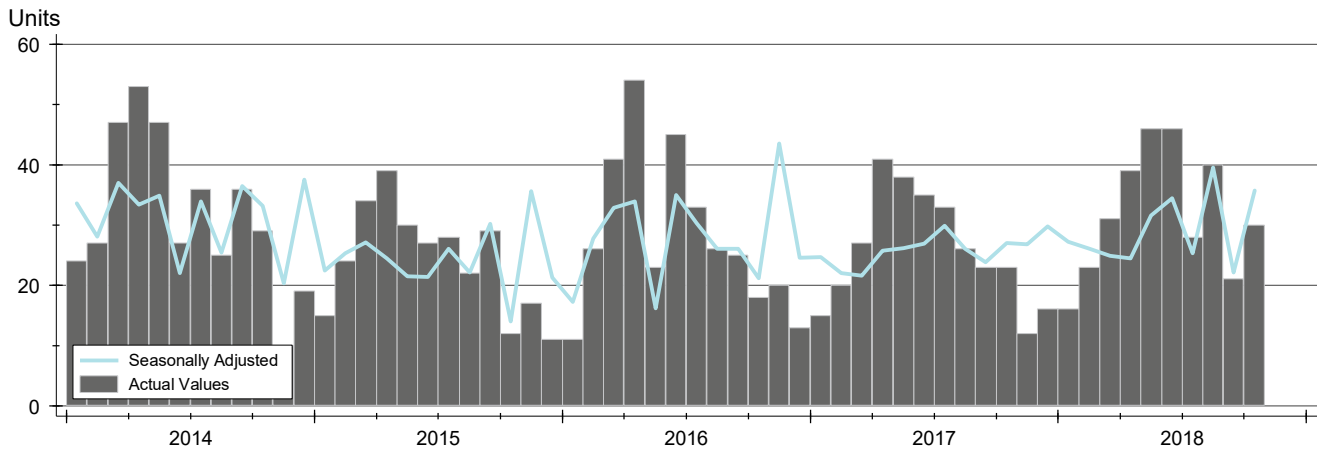


Month	2016	2017	2018
January	2.6	2.1	2.1
February	2.6	1.9	2.2
March	3.0	2.3	2.4
April	4.5	3.3	2.6
May	3.7	3.6	3.4
June	4.2	3.5	4.4
July	4.7	3.9	4.0
August	4.2	3.7	4.4
September	4.0	3.6	3.9
October	3.6	3.6	3.8
November	3.0	3.2	
December	2.0	2.5	

NEW LISTINGS ANALYSIS

**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 11/8/2018**

HISTORY >>



SUMMARY >>

Summary Statistics for New Listings		October		
		2018	2017	Change
Current Month	New Listings	30	23	30.4%
	Volume (1,000s)	9,440	5,358	76.2%
	Average List Price	314,657	232,948	35.1%
	Median List Price	267,900	204,500	31.0%
YTD	New Listings	320	281	13.9%
	Volume (1,000s)	91,537	73,394	24.7%
	Average List Price	286,053	261,188	9.5%
	Median List Price	245,000	229,000	7.0%

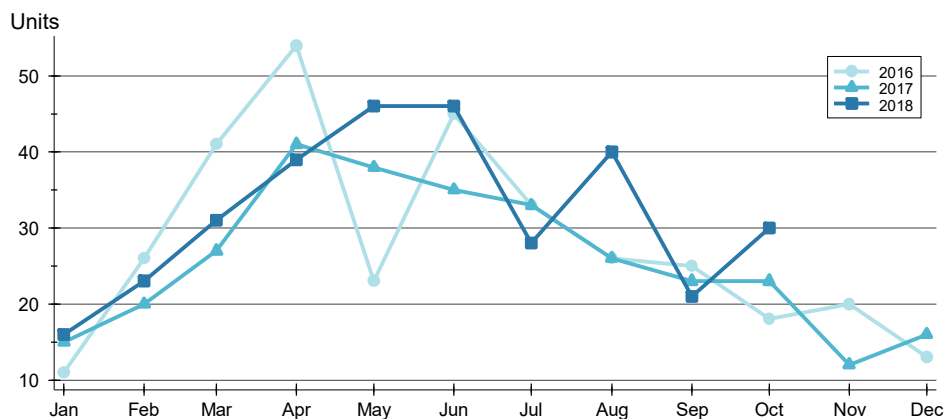
A total of 30 new listings were added in Douglas County (excluding Lawrence) during October, up 30.4% from the same month in 2017. Year-to-date Douglas County (excluding Lawrence) has seen 320 new listings.

The median list price of these homes was \$267,900 up from \$204,500 in 2017.

NEW LISTINGS ANALYSIS

**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 11/8/2018**

BY MONTH >>



Month	2016	2017	2018
January	11	15	16
February	26	20	23
March	41	27	31
April	54	41	39
May	23	38	46
June	45	35	46
July	33	33	28
August	26	26	40
September	25	23	21
October	18	23	30
November	20	12	16
December	13	16	16

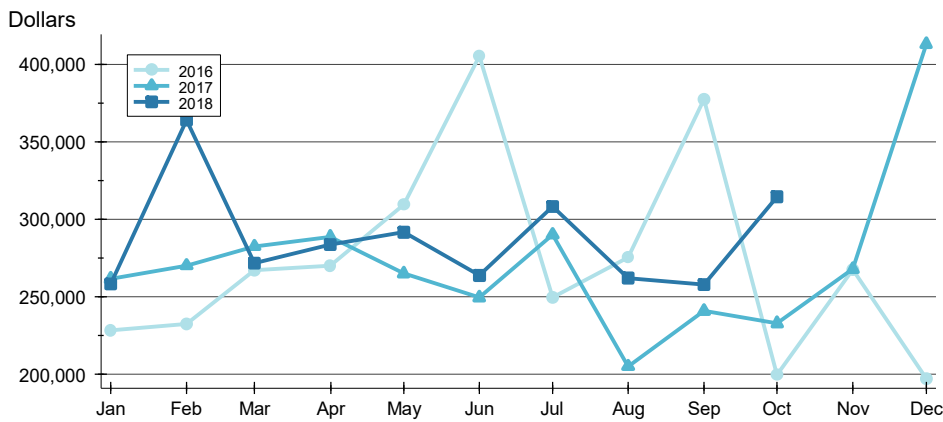
BY PRICE RANGE >>

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	5	16.7%	657	131,460	129,900
\$150,000-\$199,999	5	16.7%	887	177,320	183,900
\$200,000-\$249,999	4	13.3%	882	220,600	219,950
\$250,000-\$299,999	4	13.3%	1,131	282,700	288,200
\$300,000-\$349,999	3	10.0%	984	327,933	329,000
\$350,000-\$399,999	2	6.7%	739	369,500	369,500
\$400,000-\$449,999	1	3.3%	430	429,900	429,900
\$450,000-\$499,999	2	6.7%	968	483,950	483,950
\$500,000-\$599,999	2	6.7%	1,075	537,500	537,500
\$600,000-\$749,999	1	3.3%	697	697,000	697,000
\$750,000-\$999,999	1	3.3%	990	990,000	990,000
\$1,000,000 and up	0	0.0%	0	N/A	N/A
All price ranges	30	100.0%	9,440	314,657	267,900

NEW LISTINGS ANALYSIS

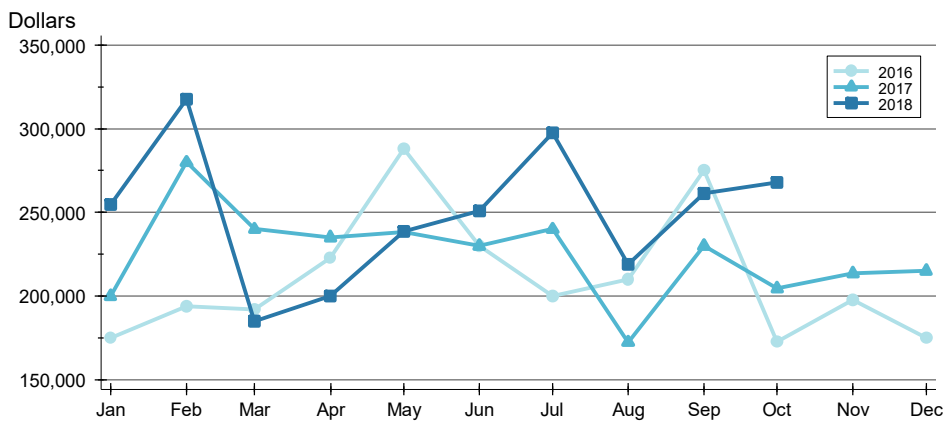
**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 11/8/2018**

AVERAGE PRICE >>



Month	2016	2017	2018
January	228,536	261,680	258,325
February	232,400	270,180	364,164
March	267,048	282,559	271,831
April	270,213	288,604	283,915
May	309,483	264,988	291,838
June	405,209	249,489	263,931
July	249,579	289,994	308,229
August	275,553	205,232	261,985
September	377,396	240,778	257,797
October	199,794	232,948	314,657
November	267,368	267,804	267,368
December	197,446	413,091	197,446

MEDIAN PRICE >>

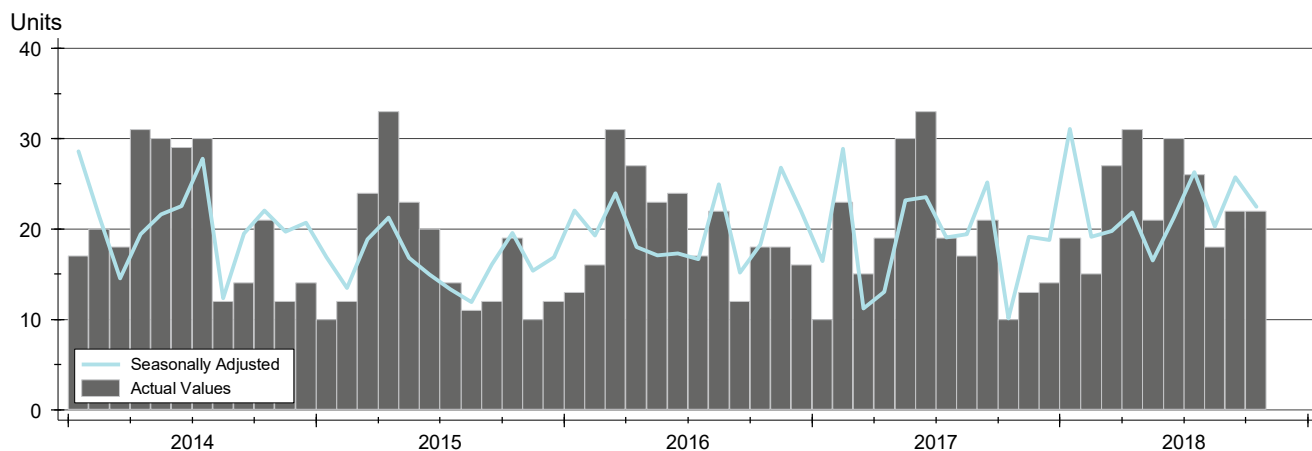


Month	2016	2017	2018
January	175,000	199,900	254,700
February	193,950	280,000	317,500
March	192,000	239,900	185,000
April	222,750	235,000	200,000
May	287,900	237,975	238,500
June	229,900	229,900	250,750
July	200,000	239,900	297,400
August	209,950	172,250	218,700
September	275,000	229,900	261,400
October	172,400	204,500	267,900
November	197,500	213,400	213,400
December	174,900	214,925	174,900

CONTRACTS WRITTEN ANALYSIS

**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 11/8/2018**

HISTORY >>



SUMMARY >>

Summary Statistics for Contracts Written		October			Year-to-Date		
		2018	2017	Change	2018	2017	Change
Closed Listings		22	10	120.0%	231	197	17.3%
Volume (1,000s)		5,511	3,043	81.1%	58,270	48,168	21.0%
Average	Sale Price	250,518	304,270	-17.7%	252,252	244,510	3.2%
	Days on Market	56	37	52.0%	35	41	-14.6%
	Percent of Original	93.9%	97.6%	-3.8%	96.9%	97.4%	-0.5%
Median	Sale Price	219,950	216,000	1.8%	217,500	221,450	-1.8%
	Days on Market	28	5	522.2%	17	18	-5.6%
	Percent of Original	100.0%	98.9%	1.1%	98.4%	98.8%	-0.4%

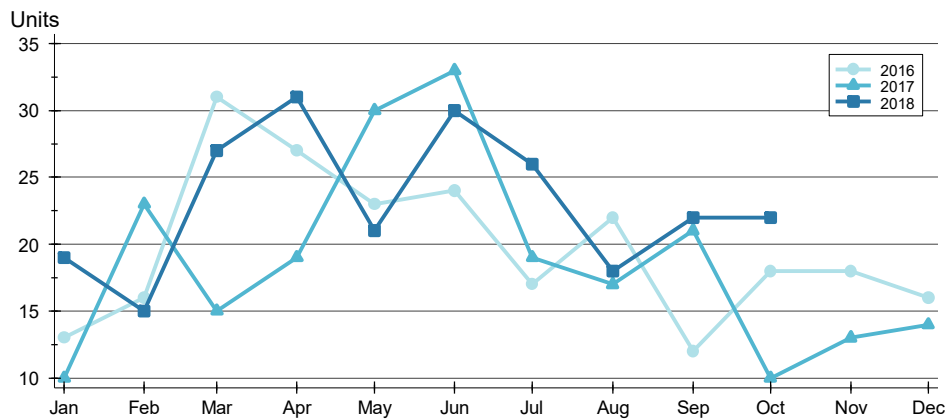
A total of 22 contracts for sale were written in Douglas County (excluding Lawrence) during the month of October, up from 10 in 2017. The median list price of these homes was \$219,950, up from \$216,000 the prior year.

Half of the homes that went under contract in October were on the market less than 28 days, compared to 5 days in October 2017.

CONTRACTS WRITTEN ANALYSIS

**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 11/8/2018**

BY MONTH >>



Month	2016	2017	2018
January	13	10	19
February	16	23	15
March	31	15	27
April	27	19	31
May	23	30	21
June	24	33	30
July	17	19	26
August	22	17	18
September	12	21	22
October	18	10	22
November	18	13	22
December	16	14	22

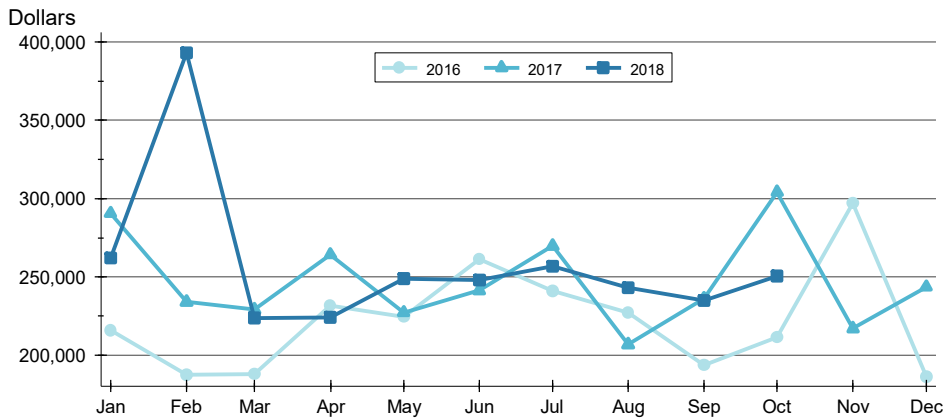
BY PRICE RANGE >>

Price Range	Contracts Written			List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median
Below \$50,000	1	4.5%	50	49,500	49,500	71	71	20.2%	20.2%
\$50,000-\$99,999	1	4.5%	98	98,000	98,000	15	15	100.0%	100.0%
\$100,000-\$149,999	2	9.1%	245	122,500	122,500	115	115	89.4%	89.4%
\$150,000-\$199,999	4	18.2%	688	171,950	173,000	59	33	97.0%	96.4%
\$200,000-\$249,999	6	27.3%	1,312	218,650	219,950	45	14	98.6%	100.0%
\$250,000-\$299,999	1	4.5%	265	265,000	265,000	30	30	92.7%	92.7%
\$300,000-\$349,999	3	13.6%	994	331,433	329,500	20	19	100.5%	100.0%
\$350,000-\$399,999	1	4.5%	385	384,900	384,900	63	63	100.0%	100.0%
\$400,000-\$449,999	1	4.5%	400	400,000	400,000	4	4	100.0%	100.0%
\$450,000-\$499,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
\$500,000-\$599,999	2	9.1%	1,075	537,500	537,500	130	130	96.7%	96.7%
\$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	22	100.0%	5,511	250,518	219,950	56	28	93.9%	100.0%

CONTRACTS WRITTEN ANALYSIS

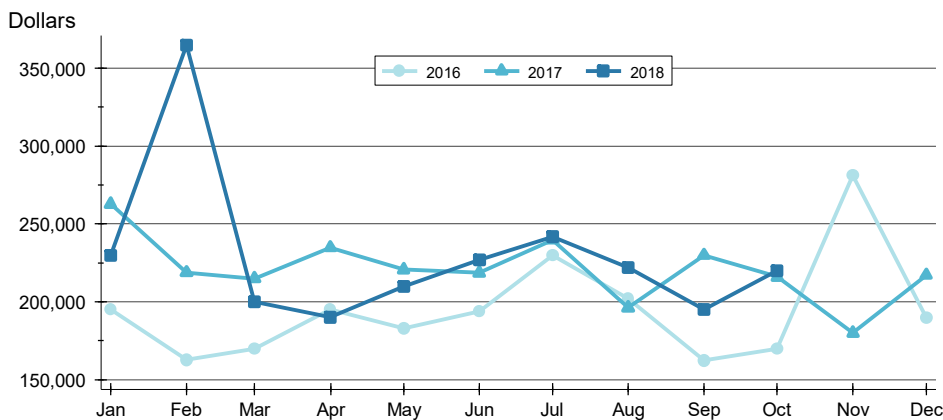
**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 11/8/2018**

AVERAGE PRICE >>



Month	2016	2017	2018
January	216,085	290,610	262,066
February	187,566	233,997	392,865
March	187,848	229,040	223,685
April	231,817	264,337	224,323
May	224,413	227,070	248,840
June	261,167	241,371	248,210
July	241,076	269,766	256,777
August	226,877	206,747	242,953
September	193,792	236,293	235,078
October	211,433	304,270	250,518
November	297,128	217,043	
December	186,518	243,568	

MEDIAN PRICE >>

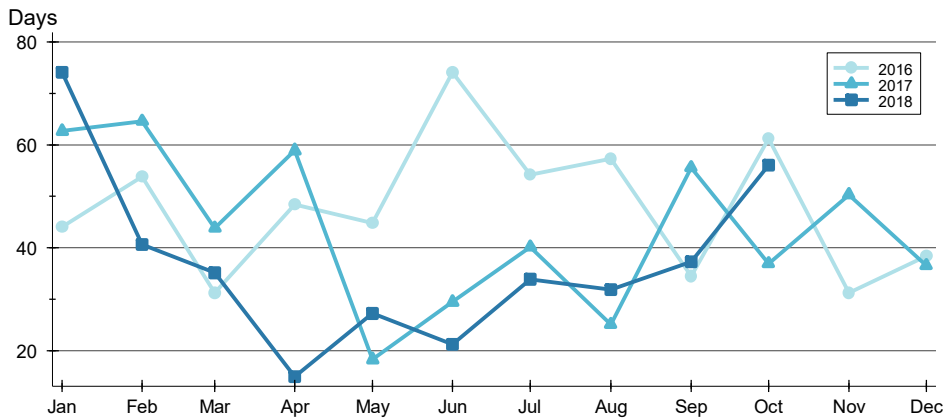


Month	2016	2017	2018
January	194,900	262,900	229,900
February	162,700	218,750	365,000
March	169,900	214,900	199,950
April	195,000	235,000	189,900
May	183,000	220,675	210,000
June	193,750	218,500	226,950
July	229,900	239,900	242,000
August	202,250	196,100	221,850
September	162,450	229,900	194,940
October	169,900	216,000	219,950
November	281,200	180,000	
December	189,500	216,975	

CONTRACTS WRITTEN ANALYSIS

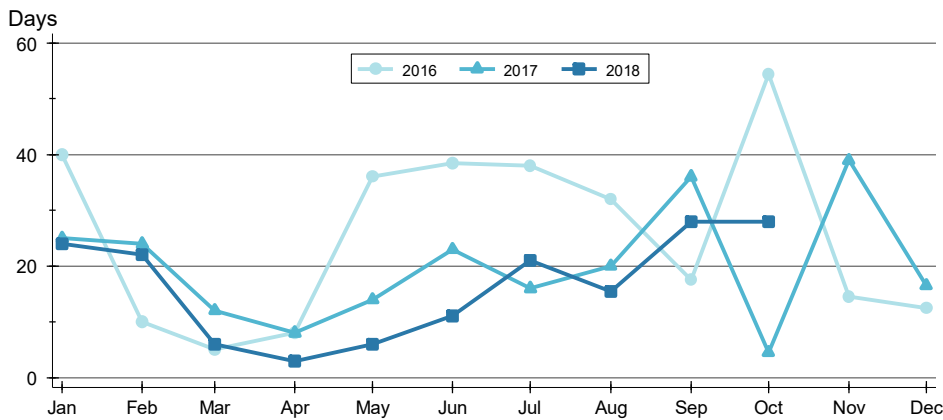
**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 11/8/2018**

AVERAGE DOM >>



Month	2016	2017	2018
January	44	63	74
February	54	65	41
March	31	44	35
April	48	59	15
May	45	18	27
June	74	29	21
July	54	40	34
August	57	25	32
September	35	56	37
October	61	37	56
November	31	50	
December	38	37	

MEDIAN DOM >>

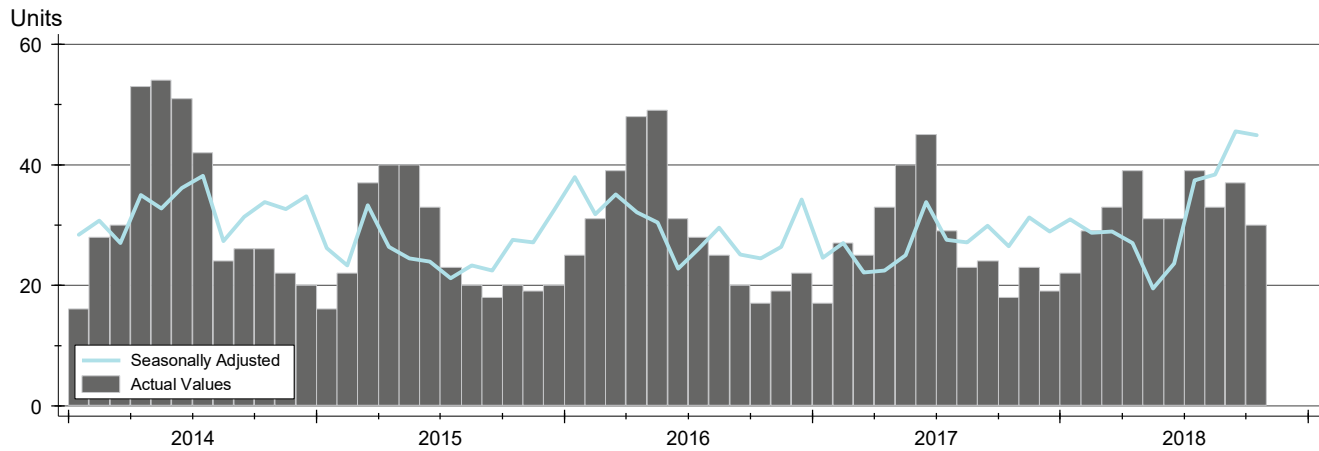


Month	2016	2017	2018
January	40	25	24
February	10	24	22
March	5	12	6
April	8	8	3
May	36	14	6
June	39	23	11
July	38	16	21
August	32	20	16
September	18	36	28
October	55	5	28
November	15	39	
December	13	17	

PENDING CONTRACTS ANALYSIS

**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 11/8/2018**

HISTORY >>



SUMMARY >>

Summary Statistics for Active Listings		End of October		
		2018	2017	Change
Active Listings		30	18	66.7%
Volume (1,000s)		8,022	4,362	83.9%
Average	List Price	267,400	242,322	10.3%
	Days on Market	56	52	8.8%
	Percent of Original	98.4%	98.5%	-0.1%
Median	List Price	223,500	219,950	1.6%
	Days on Market	30	10	200.0%
	Percent of Original	100.0%	100.0%	0.0%

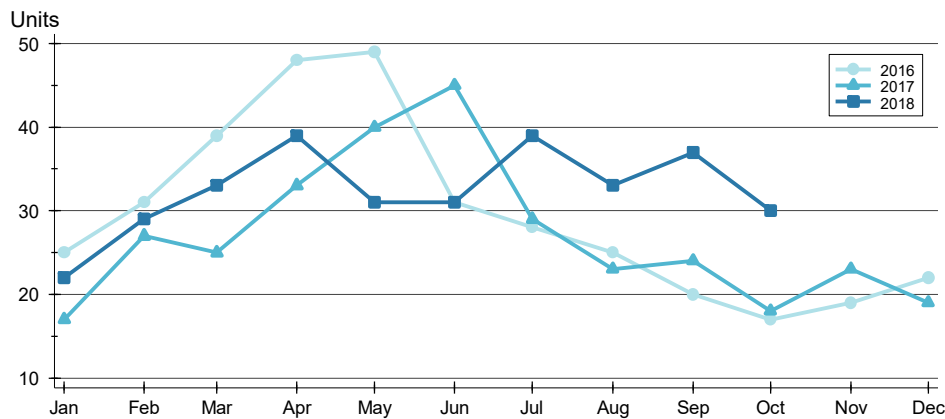
A total of 30 listings in Douglas County (excluding Lawrence) had contracts pending at the end of October, up from 18 contracts pending at the end of October 2017.

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 11/8/2018**

BY MONTH >>



Month	2016	2017	2018
January	25	17	22
February	31	27	29
March	39	25	33
April	48	33	39
May	49	40	31
June	31	45	31
July	28	29	39
August	25	23	33
September	20	24	37
October	17	18	30
November	19	23	37
December	22	19	30

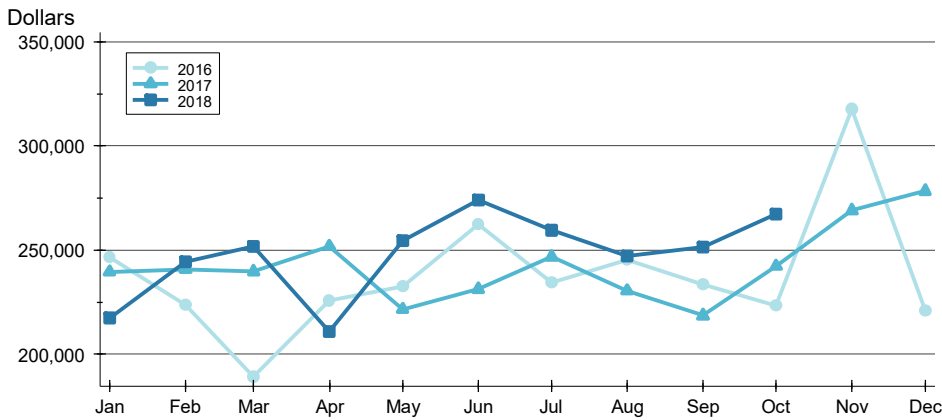
BY PRICE RANGE >>

Price Range	Contracts Written			List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median
Below \$50,000	1	3.3%	50	49,500	49,500	71	71	100.0%	100.0%
\$50,000-\$99,999	1	3.3%	98	98,000	98,000	15	15	100.0%	100.0%
\$100,000-\$149,999	4	13.3%	514	128,475	129,500	62	45	94.7%	95.8%
\$150,000-\$199,999	3	10.0%	498	165,967	167,500	78	40	96.8%	97.4%
\$200,000-\$249,999	7	23.3%	1,522	217,414	219,900	55	18	97.8%	100.0%
\$250,000-\$299,999	3	10.0%	860	286,567	279,900	55	19	102.6%	100.0%
\$300,000-\$349,999	4	13.3%	1,323	330,825	329,250	16	13	100.0%	100.0%
\$350,000-\$399,999	2	6.7%	749	374,450	374,450	64	64	98.7%	98.7%
\$400,000-\$449,999	2	6.7%	835	417,450	417,450	31	31	100.0%	100.0%
\$450,000-\$499,999	1	3.3%	499	499,000	499,000	54	54	100.0%	100.0%
\$500,000-\$599,999	2	6.7%	1,075	537,500	537,500	130	130	96.7%	96.7%
\$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	30	100.0%	8,022	267,400	223,500	56	30	98.4%	100.0%

PENDING CONTRACTS ANALYSIS

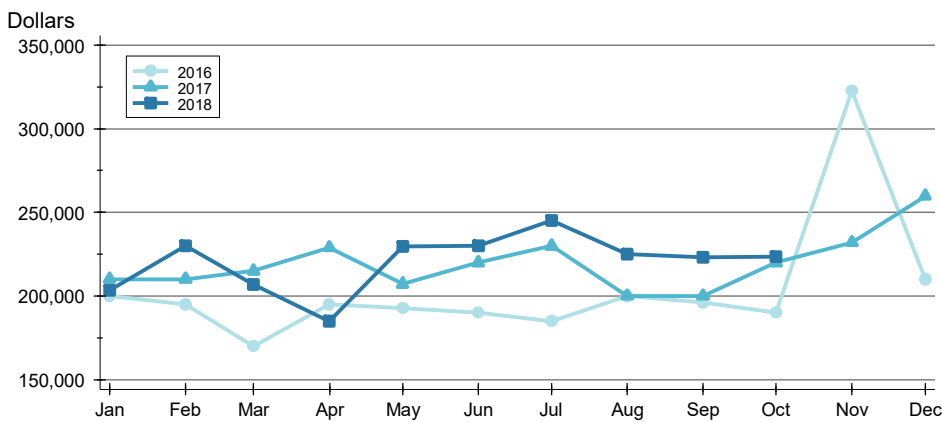
**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 11/8/2018**

AVERAGE PRICE >>



Month	2016	2017	2018
January	246,602	239,518	217,509
February	223,537	240,759	244,515
March	189,409	239,684	251,974
April	225,834	251,915	210,799
May	232,597	221,499	254,637
June	262,248	231,247	274,277
July	234,525	246,786	259,549
August	245,244	230,472	247,088
September	233,465	218,606	251,482
October	223,382	242,322	267,400
November	317,747	269,088	
December	220,700	278,442	

MEDIAN PRICE >>

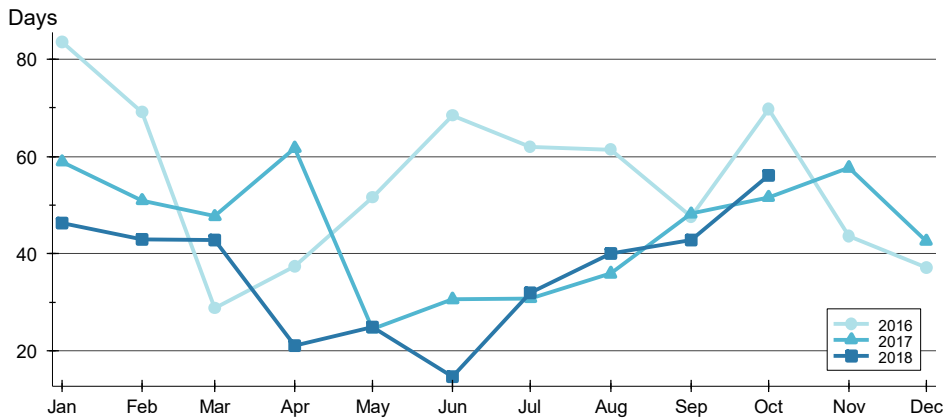


Month	2016	2017	2018
January	199,900	210,000	203,425
February	194,900	210,000	229,900
March	169,900	214,900	206,900
April	194,950	229,000	185,000
May	192,500	207,200	229,500
June	189,900	219,900	229,900
July	184,900	229,900	245,000
August	199,900	200,000	224,900
September	196,200	199,950	222,945
October	190,000	219,950	223,500
November	322,500	232,000	
December	210,000	259,900	

PENDING CONTRACTS ANALYSIS

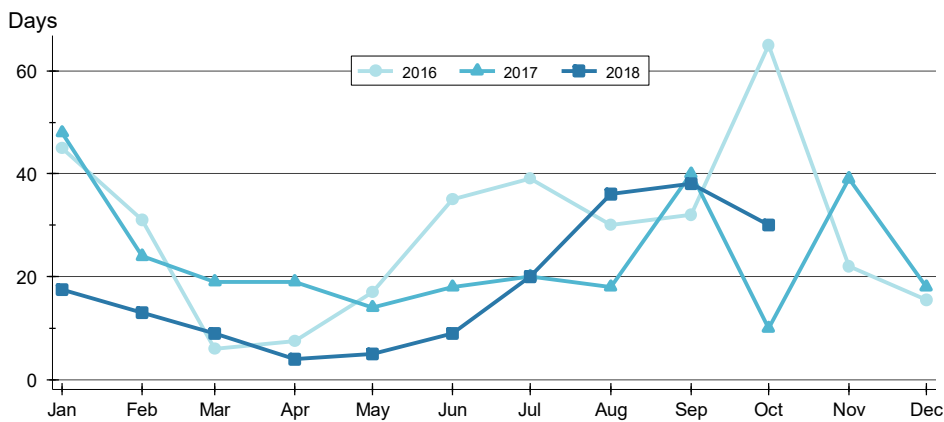
**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 11/8/2018**

AVERAGE DOM >>



Month	2016	2017	2018
January	84	59	46
February	69	51	43
March	29	48	43
April	37	62	21
May	52	25	25
June	68	31	15
July	62	31	32
August	61	36	40
September	48	48	43
October	70	52	56
November	44	58	
December	37	43	

MEDIAN DOM >>



Month	2016	2017	2018
January	45	48	18
February	31	24	13
March	6	19	9
April	8	19	4
May	17	14	5
June	35	18	9
July	39	20	20
August	30	18	36
September	32	40	38
October	65	10	30
November	22	39	
December	16	18	