

## NOVEMBER 2018 >>

## MARKET OVERVIEW >>

### Douglas County Home Sales Rose in November

Total home sales in Douglas County (excluding Lawrence) rose by 171.4% last month to 19 units, compared to 7 units in November 2017. Total sales volume was \$4.1 million, up 187.6% from a year earlier.

The median sale price in November was \$210,000, up from \$199,900 a year earlier. Homes that sold in November were typically on the market for 29 days and sold for 97.4% 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 75 units, up from 59 at the same point in 2017. This represents a 3.5 months' supply of homes available for sale. The median list price of homes on the market at the end of November was \$319,000.

During November, a total of 17 contracts were written up from 13 in November 2017. At the end of the month, there were 23 contracts pending, the same amount as the end of November 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).

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Douglas County (Excluding Lawrence)				
Current Month		November		
Summary Statistics		2018	2017	Change
Home Sales		19	7	171.4%
Active Listings		75	59	27.1%
Months' Supply		3.5	3.2	10.3%
New Listings		19	12	58.3%
Contracts Written		17	13	30.8%
Pending Contracts		23	23	0.0%
Sales Volume (1,000s)		4,109	1,429	187.6%
Average	Sale Price	216,284	204,118	6.0%
	List Price of Actives	379,872	336,117	13.0%
	Days on Market	53	35	51.7%
	Percent of List	89.6%	98.8%	-9.3%
	Percent of Original	87.8%	97.1%	-9.6%
Median	Sale Price	210,000	199,900	5.1%
	List Price of Actives	319,000	289,900	10.0%
	Days on Market	29	7	314.3%
	Percent of List	97.4%	99.5%	-2.1%
	Percent of Original	95.5%	99.5%	-4.0%

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## THREE-YEAR COMPARISONS

### SUMMARY >>

### BREAKDOWNS BY HOME TYPE DOUGLAS COUNTY (EXCLUDING LAWRENCE) AS OF 12/9/2018

November MLS Statistics		2018			2017			2016		
By Property Type		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		<b>19</b>	<b>17</b>	<b>2</b>	7	6	1	16	15	1
Change from prior year		171.4%	183.3%	100.0%	-56.3%	-60.0%	0.0%	60.0%	50.0%	N/A
Active Listings		<b>75</b>	<b>62</b>	<b>13</b>	59	55	4	58	54	4
Change from prior year		27.1%	12.7%	225.0%	1.7%	1.9%	0.0%	-4.9%	-8.5%	100.0%
Months' Supply		<b>3.5</b>	<b>3.0</b>	<b>26.0</b>	3.2	3.1	5.3	3.0	2.8	12.0
Change from prior year		10.3%	-3.9%	387.5%	5.8%	8.5%	-55.6%	-16.0%	-19.3%	100.0%
New Listings		<b>19</b>	<b>17</b>	<b>2</b>	12	12	0	20	20	0
Change from prior year		58.3%	41.7%	N/A	-40.0%	-40.0%	N/A	17.6%	17.6%	N/A
Contracts Written		<b>17</b>	<b>17</b>	<b>0</b>	13	13	0	18	18	0
Change from prior year		30.8%	30.8%	N/A	-27.8%	-27.8%	N/A	80.0%	80.0%	N/A
Pending Contracts		<b>23</b>	<b>20</b>	<b>3</b>	23	21	2	19	19	0
Change from prior year		0.0%	-4.8%	50.0%	21.1%	10.5%	N/A	0.0%	5.6%	-100.0%
Sales Volume (1,000s)		<b>4,109</b>	<b>3,535</b>	<b>575</b>	1,429	1,229	200	3,111	2,906	205
Change from prior year		187.6%	187.6%	187.4%	-54.1%	-57.7%	-2.5%	38.4%	29.3%	N/A
Average	Sale Price	<b>216,284</b>	<b>207,929</b>	<b>287,297</b>	204,118	204,821	199,900	194,450	193,747	205,000
	Change from prior year	6.0%	1.5%	43.7%	5.0%	5.7%	-2.5%	-13.5%	-13.8%	N/A
	List Price of Actives	<b>379,872</b>	<b>390,118</b>	<b>331,007</b>	336,117	332,411	387,075	428,159	442,943	228,575
	Change from prior year	13.0%	17.4%	-14.5%	-21.5%	-25.0%	69.3%	39.3%	43.1%	-6.7%
	Days on Market	<b>53</b>	<b>57</b>	<b>16</b>	35	41	0	68	64	124
	Change from prior year	51.6%	40.6%	N/A	-48.3%	-36.1%	-100.0%	172.9%	157.8%	N/A
Median	Percent of List	<b>89.6%</b>	<b>88.5%</b>	<b>99.2%</b>	98.8%	98.7%	100.0%	95.3%	95.0%	100.2%
	Change from prior year	-9.3%	-10.3%	-0.8%	3.7%	3.8%	-0.2%	0.0%	-0.3%	N/A
	Percent of Original	<b>87.8%</b>	<b>86.4%</b>	<b>99.2%</b>	97.1%	96.6%	100.0%	94.2%	93.9%	100.2%
	Change from prior year	-9.6%	-10.5%	-0.8%	3.0%	2.9%	-0.2%	0.6%	0.2%	N/A
	Sale Price	<b>210,000</b>	<b>207,000</b>	<b>287,297</b>	199,900	205,750	199,900	170,000	168,500	205,000
	Change from prior year	5.1%	0.6%	43.7%	17.6%	22.1%	-2.5%	-19.0%	-19.8%	N/A
Median	List Price of Actives	<b>319,000</b>	<b>317,450</b>	<b>324,900</b>	289,900	289,900	324,900	266,400	273,950	224,700
	Change from prior year	10.0%	9.5%	0.0%	8.8%	5.8%	44.6%	7.0%	10.0%	-8.3%
	Days on Market	<b>29</b>	<b>34</b>	<b>16</b>	7	8	0	59	49	124
	Change from prior year	314.3%	353.3%	N/A	-88.0%	-84.7%	-100.0%	244.1%	188.2%	N/A
	Percent of List	<b>97.4%</b>	<b>97.0%</b>	<b>99.2%</b>	99.5%	98.9%	100.0%	97.2%	97.0%	100.2%
	Change from prior year	-2.1%	-2.0%	-0.8%	2.4%	1.9%	-0.2%	0.5%	0.3%	N/A
Median	Percent of Original	<b>95.5%</b>	<b>94.1%</b>	<b>99.2%</b>	99.5%	98.4%	100.0%	94.2%	94.1%	100.2%
	Change from prior year	-4.0%	-4.4%	-0.8%	5.7%	4.6%	-0.2%	-0.1%	-0.1%	N/A

# YEAR-TO-DATE STATISTICS

**YTD BREAKDOWNS BY HOME TYPE  
DOUGLAS COUNTY (EXCLUDING LAWRENCE)  
AS OF 12/9/2018**

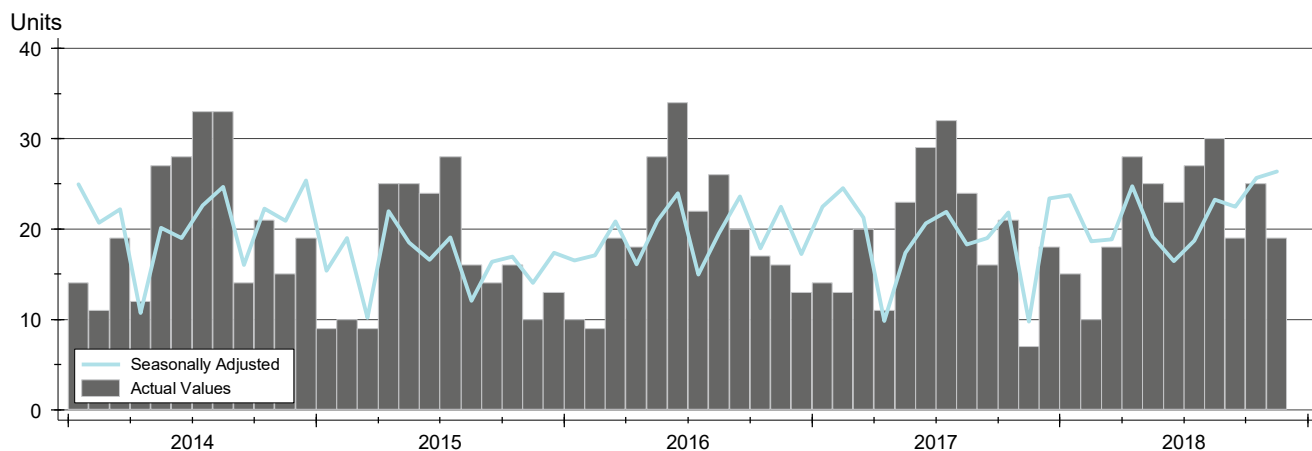
**SUMMARY >>**

Year-to-Date Activity		2018			2017			2016			
By Property Type		Total	Existing	New	Total	Existing	New	Total	Existing	New	
Home Sales		<b>239</b>	<b>234</b>	<b>5</b>	210	201	9	219	216	3	
	Change from prior year	13.8%	16.4%	-44.4%	-4.1%	-6.9%	200.0%	17.7%	18.7%	-25.0%	
New Listings		<b>342</b>	<b>321</b>	<b>21</b>	293	279	14	322	317	5	
	Change from prior year	16.7%	15.1%	50.0%	-9.0%	-12.0%	180.0%	16.2%	17.8%	-37.5%	
Contracts Written		<b>250</b>	<b>244</b>	<b>6</b>	210	200	10	221	218	3	
	Change from prior year	19.0%	22.0%	-40.0%	-5.0%	-8.3%	233.3%	17.6%	19.1%	-40.0%	
Sales Volume (1,000s)		<b>57,917</b>	<b>56,600</b>	<b>1,318</b>	49,210	47,097	2,113	46,985	46,291	695	
	Change from prior year	17.7%	20.2%	-37.6%	4.7%	1.7%	204.1%	30.1%	33.6%	-52.3%	
Average	Sale Price	<b>242,332</b>	<b>241,879</b>	<b>263,534</b>	234,335	234,315	234,786	214,545	214,308	231,633	
		Change from prior year	3.4%	3.2%	12.2%	9.2%	9.3%	1.4%	10.5%	12.6%	-36.3%
	Days on Market	<b>34</b>	<b>33</b>	<b>73</b>	40	38	79	53	52	126	
		Change from prior year	-13.9%	-12.1%	-7.7%	-24.6%	-26.5%	-37.6%	-17.2%	-19.3%	161.1%
	Percent of List	<b>97.9%</b>	<b>97.8%</b>	<b>100.1%</b>	98.2%	98.2%	99.7%	97.3%	97.3%	100.1%	
	Change from prior year	-0.4%	-0.4%	0.3%	0.9%	0.9%	-0.3%	0.3%	0.3%	2.9%	
	Percent of Original	<b>96.6%</b>	<b>96.5%</b>	<b>100.0%</b>	97.4%	97.3%	100.1%	95.7%	95.6%	100.1%	
	Change from prior year	-0.8%	-0.7%	-0.1%	1.8%	1.7%	0.0%	1.2%	1.2%	2.9%	
Median	Sale Price	<b>207,000</b>	<b>206,550</b>	<b>259,900</b>	219,200	218,500	235,000	182,000	180,000	240,000	
		Change from prior year	-5.6%	-5.5%	10.6%	20.4%	21.4%	-2.1%	6.0%	5.9%	-37.2%
	Days on Market	<b>16</b>	<b>16</b>	<b>74</b>	17	16	61	28	27	124	
		Change from prior year	-3.0%	0.0%	21.3%	-41.1%	-40.7%	-50.8%	-17.6%	-20.6%	143.1%
	Percent of List	<b>99.0%</b>	<b>99.0%</b>	<b>100.0%</b>	99.3%	99.0%	100.0%	98.7%	98.7%	100.0%	
	Change from prior year	-0.2%	0.1%	0.0%	0.6%	0.3%	0.0%	0.7%	0.7%	2.1%	
	Percent of Original	<b>98.2%</b>	<b>98.1%</b>	<b>100.0%</b>	98.6%	98.3%	100.0%	97.9%	97.8%	100.0%	
	Change from prior year	-0.4%	-0.2%	0.0%	0.7%	0.6%	0.0%	1.5%	1.5%	2.1%	

# CLOSED LISTINGS ANALYSIS

**DOUGLAS COUNTY (EXCLUDING LAWRENCE)  
ALL HOMES (NEW & EXISTING)  
AS OF 12/9/2018**

**HISTORY** >>



**SUMMARY** >>

Summary Statistics for Closed Listings		November			Year-to-Date		
		2018	2017	Change	2018	2017	Change
Closed Listings		<b>19</b>	7	171.4%	<b>239</b>	210	13.8%
Volume (1,000s)		<b>4,109</b>	1,429	187.6%	<b>57,917</b>	49,210	17.7%
Average	Sale Price	<b>216,284</b>	204,118	6.0%	<b>242,332</b>	234,335	3.4%
	Days on Market	<b>53</b>	35	51.6%	<b>34</b>	40	-13.9%
	Percent of List	<b>89.6%</b>	98.8%	-9.3%	<b>97.9%</b>	98.2%	-0.4%
	Percent of Original	<b>87.8%</b>	97.1%	-9.6%	<b>96.6%</b>	97.4%	-0.8%
Median	Sale Price	<b>210,000</b>	199,900	5.1%	<b>207,000</b>	219,200	-5.6%
	Days on Market	<b>29</b>	7	314.3%	<b>16</b>	17	-3.0%
	Percent of List	<b>97.4%</b>	99.5%	-2.1%	<b>99.0%</b>	99.3%	-0.2%
	Percent of Original	<b>95.5%</b>	99.5%	-4.0%	<b>98.2%</b>	98.6%	-0.4%

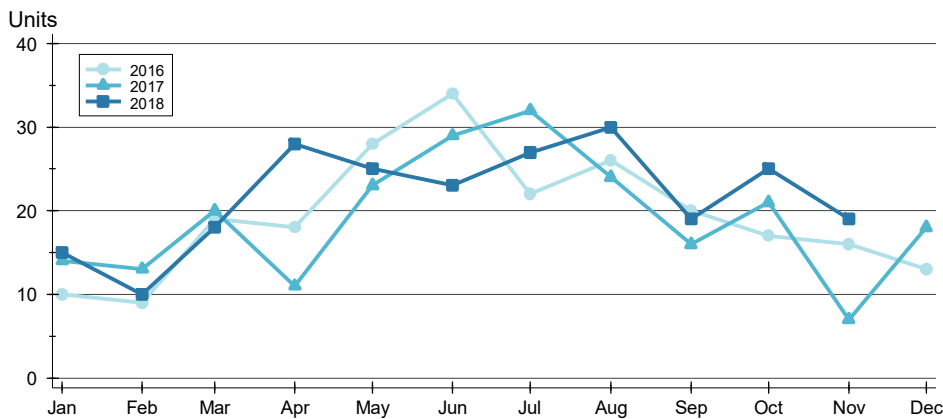
A total of 19 homes sold in Douglas County (excluding Lawrence) in November, up from 7 units in November 2017. Total sales volume rose to \$4.1 million compared to \$1.4 million in the previous year.

The median sales price in November was \$210,000, up 5.1% compared to the prior year. Median days on market was 29 days, up from 27 days in October, and up from 7 in November 2017.

# CLOSED LISTINGS ANALYSIS

**DOUGLAS COUNTY (EXCLUDING LAWRENCE)  
ALL HOMES (NEW & EXISTING)  
AS OF 12/9/2018**

## 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	25
November	16	7	19
December	13	18	18

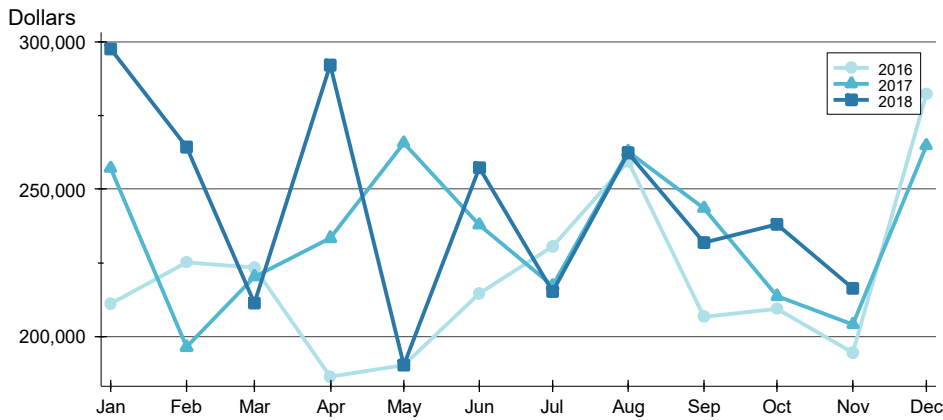
## BY PRICE RANGE >>

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	1	5.3%	10	10,000	10,000	71	71	20.2%	20.2%	20.2%	20.2%
\$50,000-\$99,999	1	5.3%	73	72,500	72,500	137	137	52.0%	52.0%	52.0%	52.0%
\$100,000-\$149,999	4	21.1%	503	125,825	125,200	66	54	92.8%	96.9%	87.8%	91.9%
\$150,000-\$199,999	1	5.3%	165	165,000	165,000	168	168	92.4%	92.4%	87.8%	87.8%
\$200,000-\$249,999	5	26.3%	1,051	210,120	210,000	31	9	97.8%	98.1%	96.1%	95.7%
\$250,000-\$299,999	2	10.5%	575	287,297	287,297	16	16	99.2%	99.2%	99.2%	99.2%
\$300,000-\$349,999	3	15.8%	954	317,833	319,500	39	34	93.7%	93.9%	92.9%	93.9%
\$350,000-\$399,999	2	10.5%	780	389,950	389,950	34	34	99.4%	99.4%	99.4%	99.4%
\$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	19	100.0%	4,109	216,284	210,000	53	29	89.6%	97.4%	87.8%	95.5%

# CLOSED LISTINGS ANALYSIS

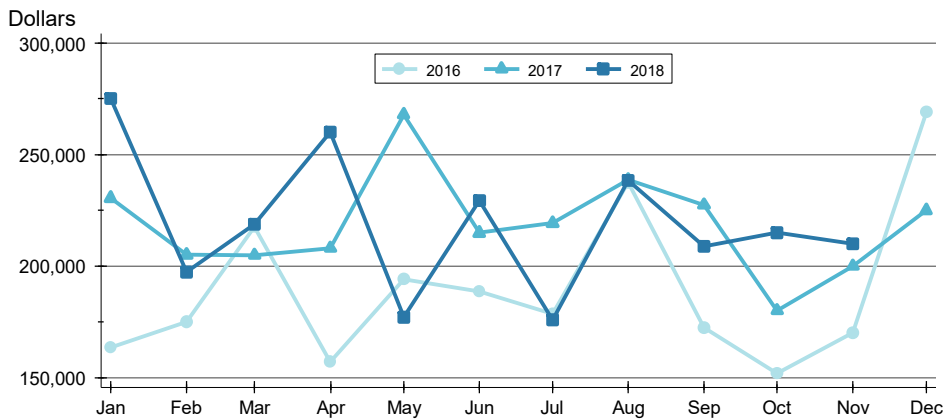
**DOUGLAS COUNTY (EXCLUDING LAWRENCE)  
ALL HOMES (NEW & EXISTING)  
AS OF 12/9/2018**

## 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	238,104
November	194,450	204,118	216,284
December	282,208	264,853	

## MEDIAN PRICE >>

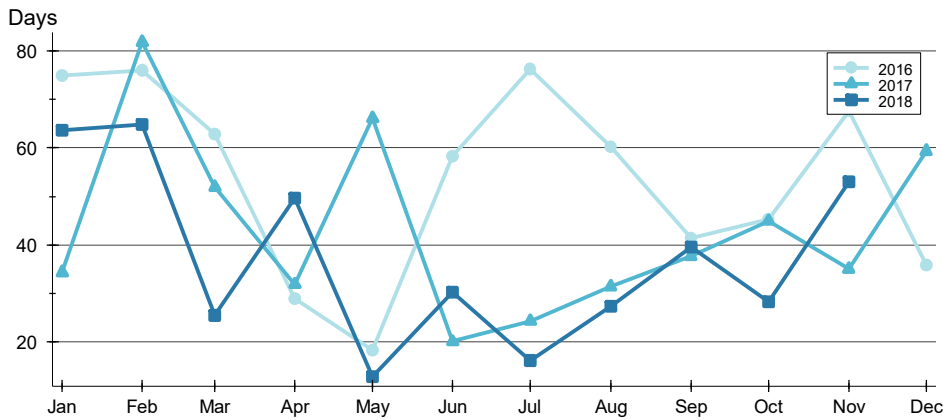


Month	2016	2017	2018
January	163,500	230,450	275,000
February	175,000	205,000	197,388
March	217,500	204,950	218,750
April	157,000	208,000	259,950
May	194,200	267,900	177,000
June	188,750	214,900	229,500
July	178,500	219,200	176,000
August	237,450	238,750	238,500
September	172,500	227,450	209,000
October	152,000	180,000	215,000
November	170,000	199,900	210,000
December	269,000	225,000	

# CLOSED LISTINGS ANALYSIS

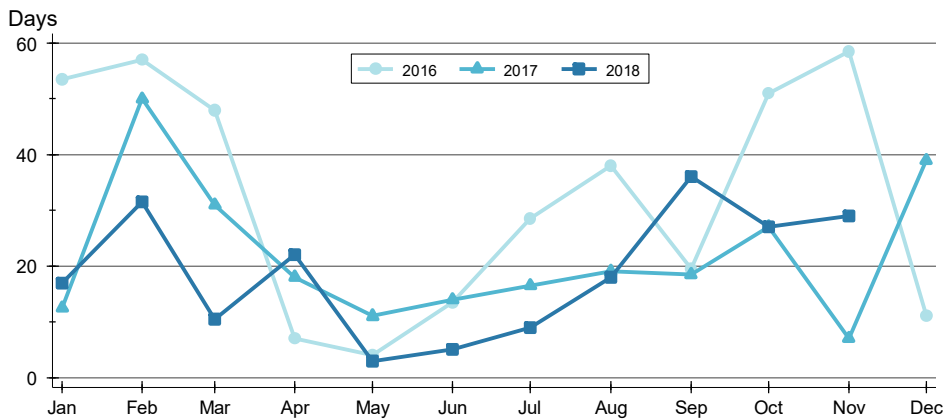
**DOUGLAS COUNTY (EXCLUDING LAWRENCE)  
ALL HOMES (NEW & EXISTING)  
AS OF 12/9/2018**

## 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	28
November	68	35	53
December	36	59	

## MEDIAN DOM >>



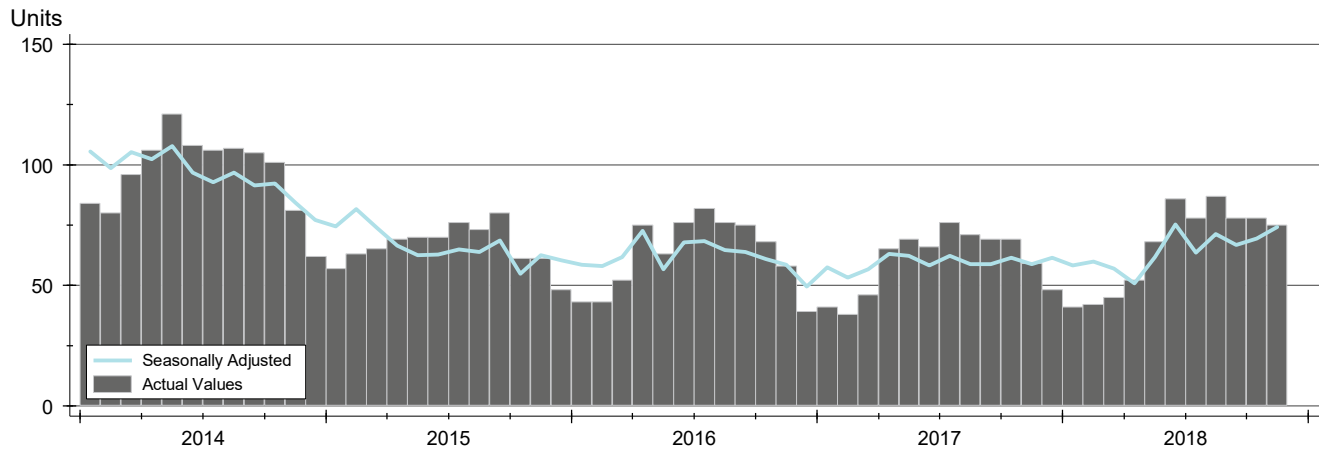
Month	2016	2017	2018
January	54	13	17
February	57	50	32
March	48	31	11
April	7	18	22
May	4	11	3
June	14	14	5
July	29	17	9
August	38	19	18
September	20	19	36
October	51	27	27
November	59	7	29
December	11	39	



# ACTIVE LISTINGS ANALYSIS

**DOUGLAS COUNTY (EXCLUDING LAWRENCE)  
ALL HOMES (NEW & EXISTING)  
AS OF 12/9/2018**

**HISTORY** >>



**SUMMARY** >>

Summary Statistics for Active Listings		End of November		
		2018	2017	Change
Active Listings		75	59	27.1%
Months' Supply		3.5	3.2	10.3%
Volume (1,000s)		28,490	19,831	43.7%
Average	List Price	379,872	336,117	13.0%
	Days on Market	104	93	12.1%
	Percent of Original	97.7%	98.4%	-0.8%
Median	List Price	319,000	289,900	10.0%
	Days on Market	71	82	-13.4%
	Percent of Original	100.0%	100.0%	0.0%

A total of 75 homes were available for sale in Douglas County (excluding Lawrence) at the end of November. This represents a 3.5 months' supply of active listings.

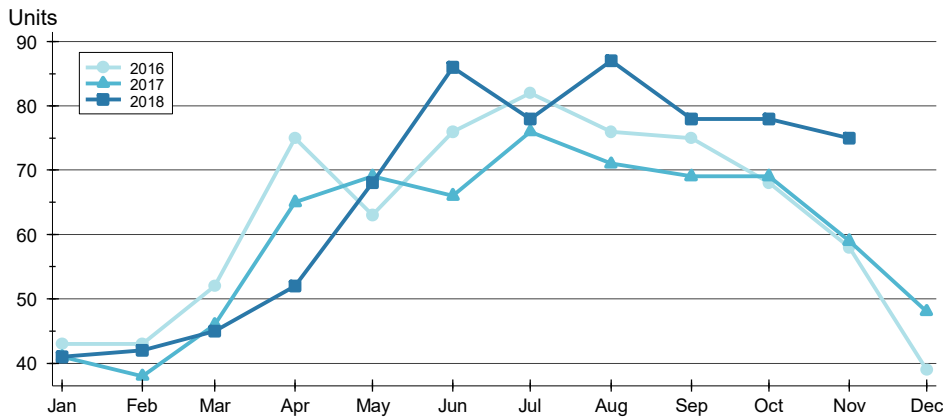
The median list price of homes on the market at the end of November was \$319,000, up 10.0% from 2017. The typical time on market for active listings was 71 days, down from 82 days a year earlier.



# ACTIVE LISTINGS ANALYSIS

**DOUGLAS COUNTY (EXCLUDING LAWRENCE)  
ALL HOMES (NEW & EXISTING)  
AS OF 12/9/2018**

**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	75
December	39	48	

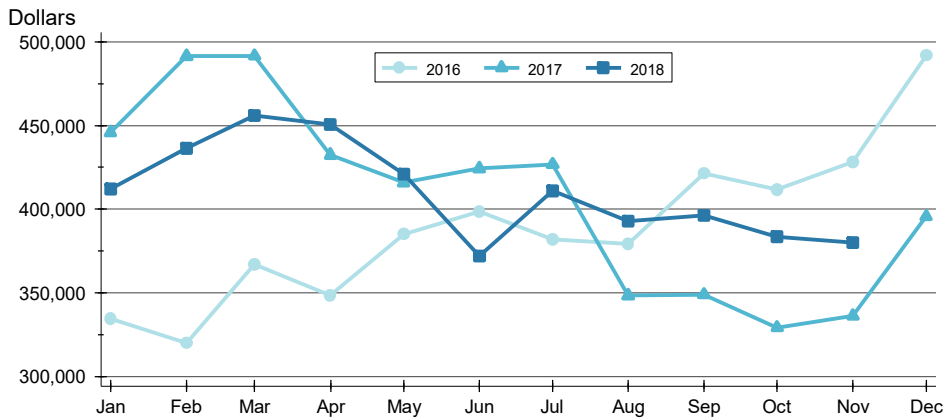
**BY PRICE RANGE** »

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	1.0	45,000	45,000	1	1	100.0%	100.0%
\$50,000-\$99,999	2	2.7%	143	2.0	71,400	71,400	12	12	100.0%	100.0%
\$100,000-\$149,999	7	9.3%	878	1.8	125,371	124,900	141	39	98.2%	100.0%
\$150,000-\$199,999	6	8.0%	1,040	6.0	173,283	170,000	97	58	96.1%	97.1%
\$200,000-\$249,999	8	10.7%	1,840	1.6	230,031	228,500	41	22	99.5%	100.0%
\$250,000-\$299,999	12	16.0%	3,241	6.0	270,058	266,950	107	97	96.1%	100.0%
\$300,000-\$349,999	8	10.7%	2,659	2.7	332,324	334,995	106	102	98.2%	100.0%
\$350,000-\$399,999	9	12.0%	3,381	4.5	375,683	375,000	75	68	98.6%	98.7%
\$400,000-\$449,999	6	8.0%	2,552	N/A	425,300	424,950	134	124	93.9%	93.9%
\$450,000-\$499,999	5	6.7%	2,392	N/A	478,380	484,900	105	95	99.6%	100.0%
\$500,000-\$599,999	5	6.7%	2,689	N/A	537,800	535,000	166	108	96.0%	100.0%
\$600,000-\$749,999	1	1.3%	697	N/A	697,000	697,000	57	57	100.0%	100.0%
\$750,000-\$999,999	3	4.0%	2,685	N/A	894,967	899,900	110	58	100.0%	100.0%
\$1,000,000 and up	2	2.7%	4,250	N/A	2,125,000	2,125,000	266	266	100.0%	100.0%
All price ranges	75	100.0%	28,490	3.9	379,872	319,000	104	71	97.7%	100.0%

# ACTIVE LISTINGS ANALYSIS

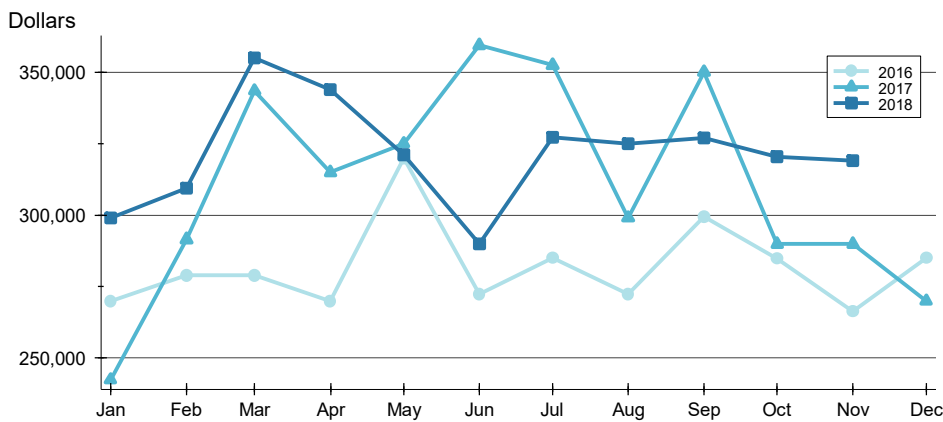
**DOUGLAS COUNTY (EXCLUDING LAWRENCE)  
ALL HOMES (NEW & EXISTING)  
AS OF 12/9/2018**

## 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	379,872
December	491,790	395,677	

## MEDIAN PRICE >>

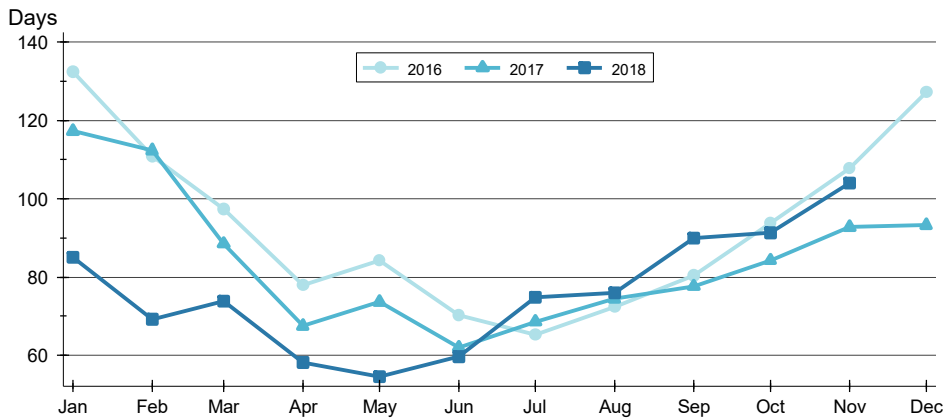


Month	2016	2017	2018
January	269,900	242,500	299,000
February	279,000	291,500	309,500
March	279,000	343,500	354,900
April	269,900	315,000	344,000
May	320,000	325,000	321,000
June	272,400	359,450	289,900
July	284,950	352,450	327,200
August	272,450	299,000	324,900
September	299,500	350,000	326,950
October	284,750	289,900	320,400
November	266,400	289,900	319,000
December	285,000	269,950	

# ACTIVE LISTINGS ANALYSIS

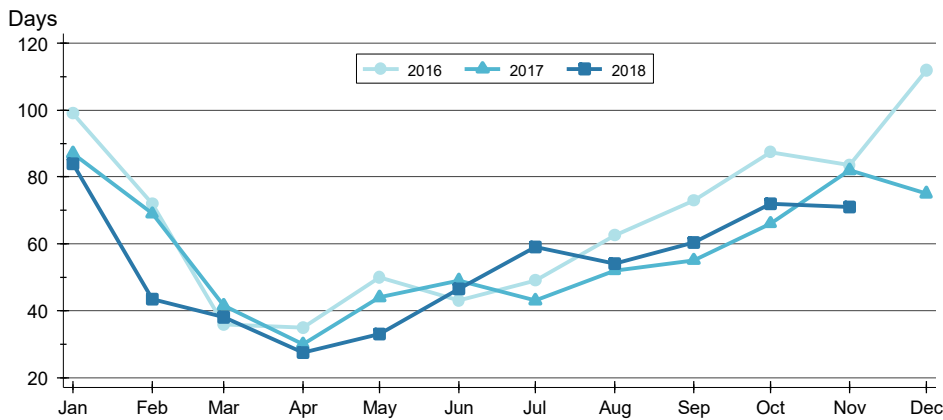
**DOUGLAS COUNTY (EXCLUDING LAWRENCE)  
ALL HOMES (NEW & EXISTING)  
AS OF 12/9/2018**

## 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	104
December	127	93	

## MEDIAN DOM »

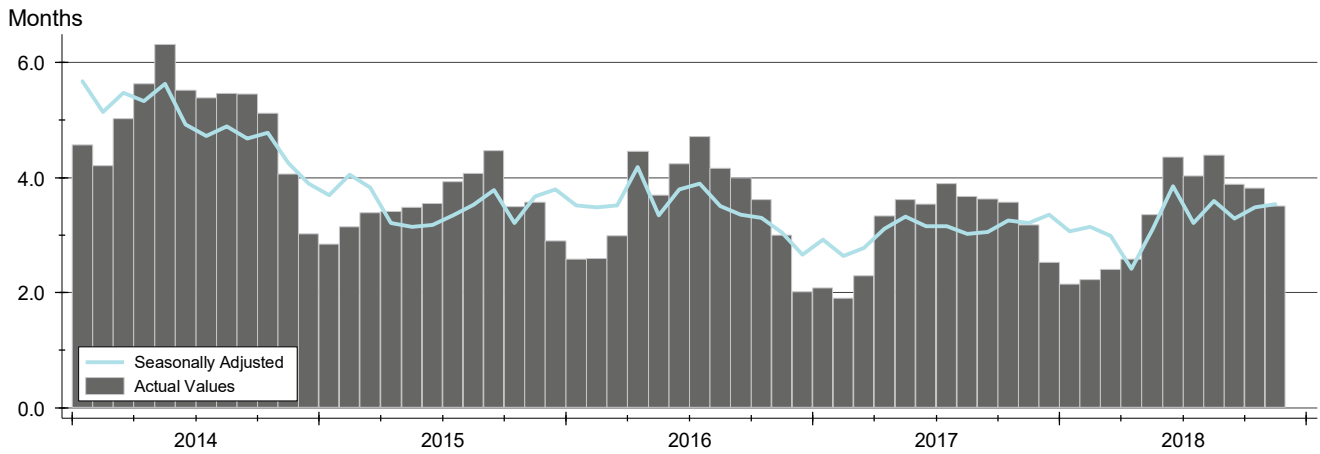


Month	2016	2017	2018
January	99	87	84
February	72	69	44
March	36	42	38
April	35	30	28
May	50	44	33
June	43	49	47
July	49	43	59
August	63	52	54
September	73	55	61
October	88	66	72
November	84	82	71
December	112	75	

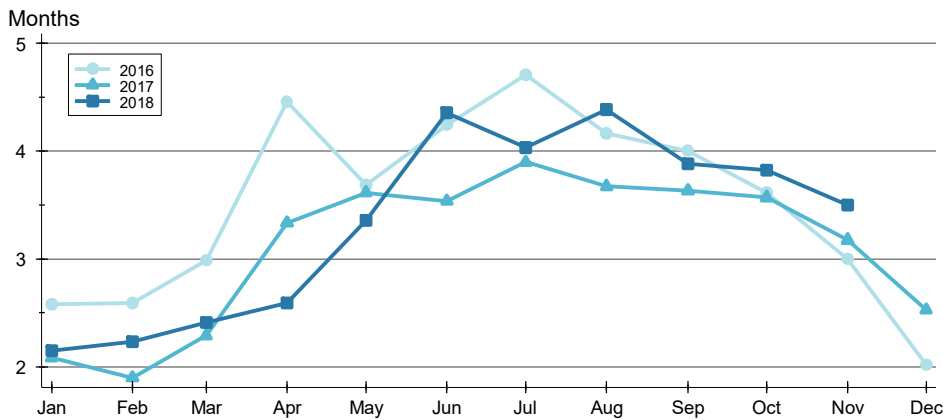
# MONTHS' SUPPLY ANALYSIS

**DOUGLAS COUNTY (EXCLUDING LAWRENCE)  
ALL HOMES (NEW & EXISTING)  
AS OF 12/9/2018**

**HISTORY** >>



**BY MONTH** >>

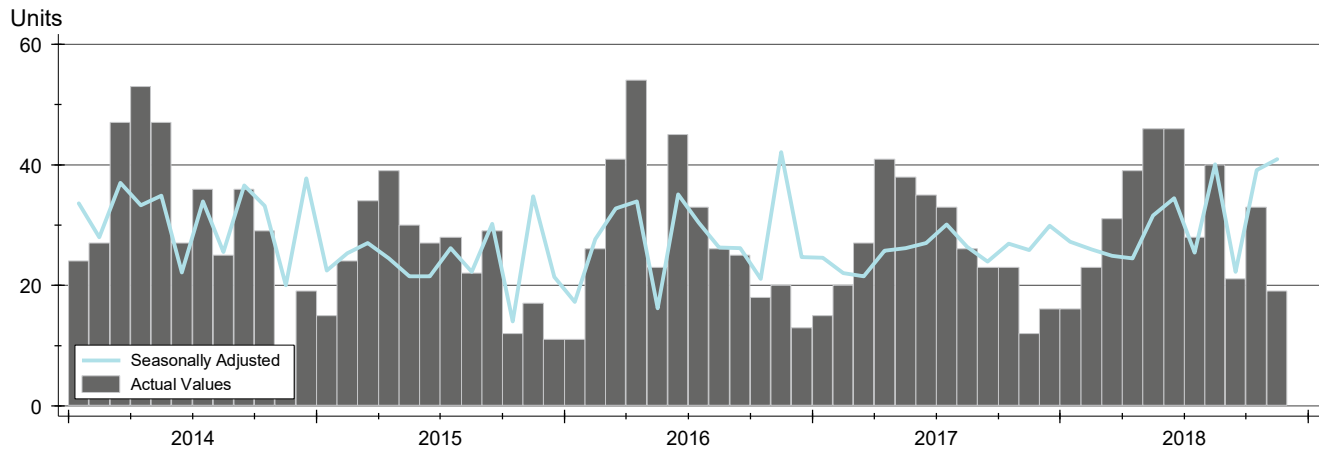


Month	2016	2017	2018
January	2.6	2.1	2.1
February	2.6	1.9	2.2
March	3.0	2.3	2.4
April	4.5	3.3	2.6
May	3.7	3.6	3.4
June	4.2	3.5	4.4
July	4.7	3.9	4.0
August	4.2	3.7	4.4
September	4.0	3.6	3.9
October	3.6	3.6	3.8
November	3.0	3.2	3.5
December	2.0	2.5	

# NEW LISTINGS ANALYSIS

**DOUGLAS COUNTY (EXCLUDING LAWRENCE)  
ALL HOMES (NEW & EXISTING)  
AS OF 12/9/2018**

**HISTORY** >>



**SUMMARY** >>

Summary Statistics for New Listings		November		
		2018	2017	Change
Current Month	New Listings	<b>19</b>	12	58.3%
	Volume (1,000s)	<b>4,181</b>	3,214	30.1%
	Average List Price	<b>220,047</b>	267,804	-17.8%
	Median List Price	<b>205,000</b>	213,400	-3.9%
YTD	New Listings	<b>342</b>	293	16.7%
	Volume (1,000s)	<b>96,299</b>	76,607	25.7%
	Average List Price	<b>281,576</b>	261,459	7.7%
	Median List Price	<b>237,000</b>	227,900	4.0%

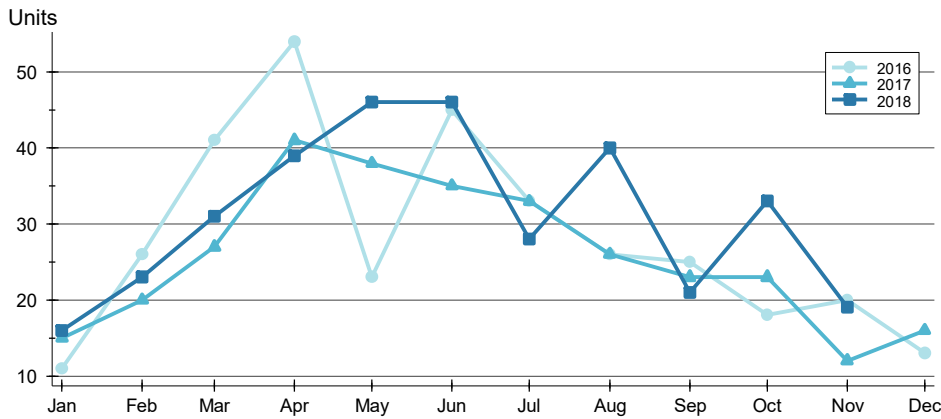
A total of 19 new listings were added in Douglas County (excluding Lawrence) during November, up 58.3% from the same month in 2017. Year-to-date Douglas County (excluding Lawrence) has seen 342 new listings.

The median list price of these homes was \$205,000 down from \$213,400 in 2017.

# NEW LISTINGS ANALYSIS

**DOUGLAS COUNTY (EXCLUDING LAWRENCE)  
ALL HOMES (NEW & EXISTING)  
AS OF 12/9/2018**

**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	33
November	20	12	19
December	13	16	16

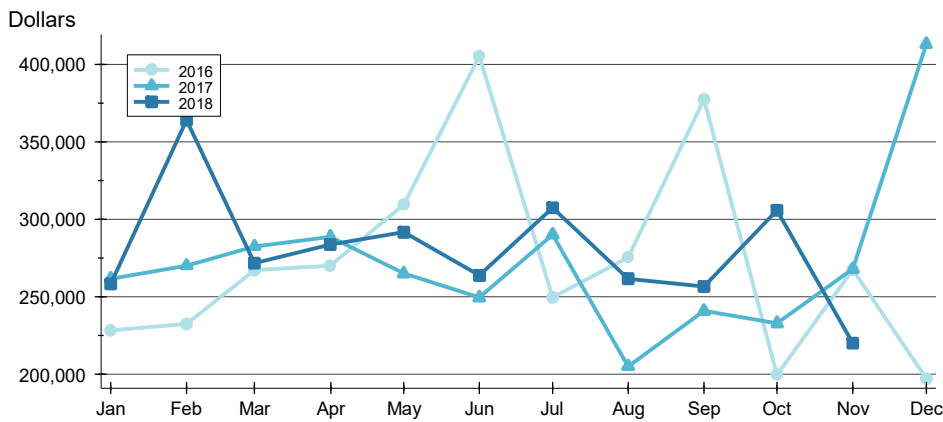
**BY PRICE RANGE** >>

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	2	10.5%	143	71,400	71,400
\$100,000-\$149,999	3	15.8%	390	130,000	130,000
\$150,000-\$199,999	4	21.1%	685	171,225	170,000
\$200,000-\$249,999	6	31.6%	1,392	231,967	232,450
\$250,000-\$299,999	0	0.0%	0	N/A	N/A
\$300,000-\$349,999	1	5.3%	319	319,000	319,000
\$350,000-\$399,999	1	5.3%	378	377,500	377,500
\$400,000-\$449,999	1	5.3%	425	424,900	424,900
\$450,000-\$499,999	1	5.3%	450	450,000	450,000
\$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	19	100.0%	4,181	220,047	205,000

# NEW LISTINGS ANALYSIS

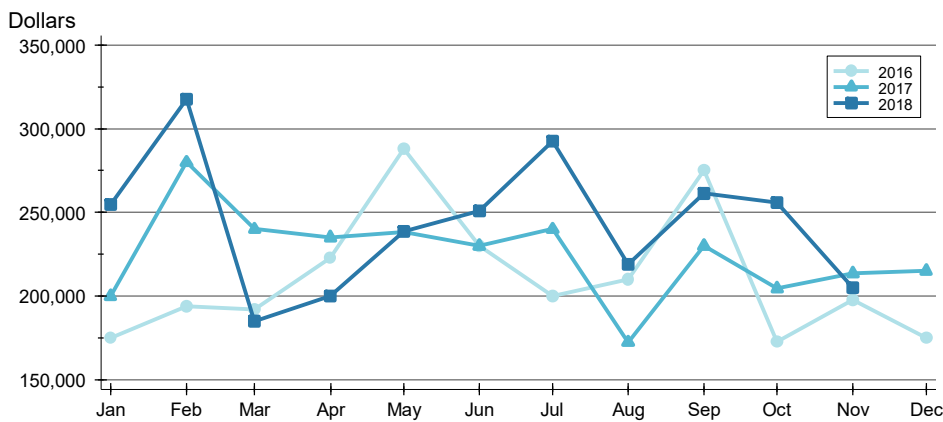
**DOUGLAS COUNTY (EXCLUDING LAWRENCE)  
ALL HOMES (NEW & EXISTING)  
AS OF 12/9/2018**

**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	283,659
May	309,483	264,988	291,838
June	405,209	249,489	263,931
July	249,579	289,994	307,264
August	275,553	205,232	261,757
September	377,396	240,778	256,607
October	199,794	232,948	305,809
November	267,368	267,804	220,047
December	197,446	413,091	

**MEDIAN PRICE** >>



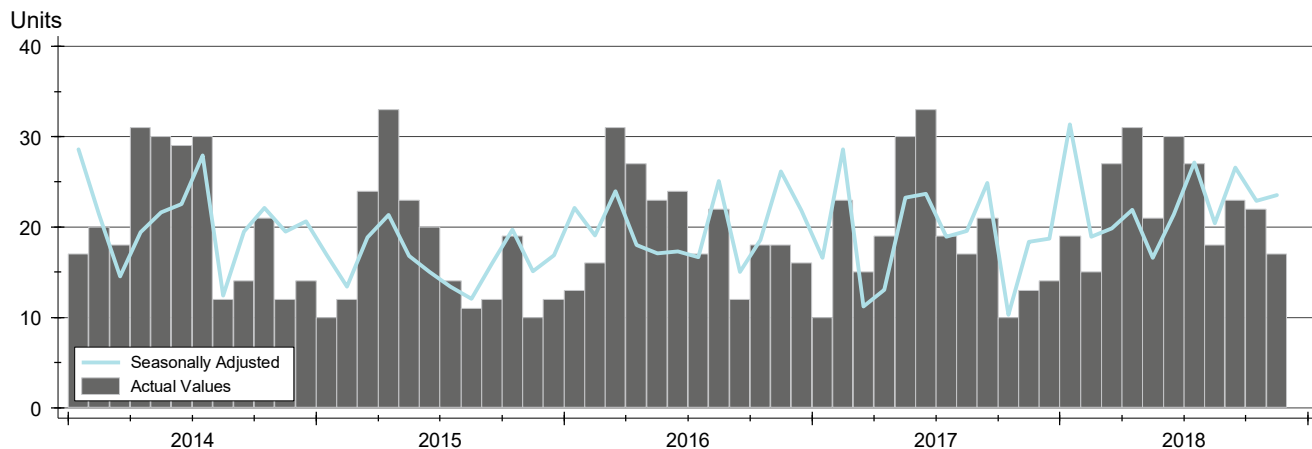
Month	2016	2017	2018
January	175,000	199,900	254,700
February	193,950	280,000	317,500
March	192,000	239,900	185,000
April	222,750	235,000	200,000
May	287,900	237,975	238,500
June	229,900	229,900	250,750
July	200,000	239,900	292,400
August	209,950	172,250	218,700
September	275,000	229,900	261,400
October	172,400	204,500	255,900
November	197,500	213,400	205,000
December	174,900	214,925	



# CONTRACTS WRITTEN ANALYSIS

**DOUGLAS COUNTY (EXCLUDING LAWRENCE)  
ALL HOMES (NEW & EXISTING)  
AS OF 12/9/2018**

**HISTORY** >>



**SUMMARY** >>

Summary Statistics for Contracts Written		November			Year-to-Date		
		2018	2017	Change	2018	2017	Change
Closed Listings		17	13	30.8%	250	210	19.0%
Volume (1,000s)		3,073	2,822	8.9%	61,798	50,990	21.2%
Average	Sale Price	180,788	217,043	-16.7%	247,194	242,810	1.8%
	Days on Market	79	50	57.4%	38	42	-9.0%
	Percent of Original	95.8%	89.2%	7.4%	96.5%	96.8%	-0.3%
Median	Sale Price	140,000	180,000	-22.2%	209,000	220,000	-5.0%
	Days on Market	27	39	-30.8%	18	19	-7.9%
	Percent of Original	100.0%	91.9%	8.9%	98.3%	98.5%	-0.1%

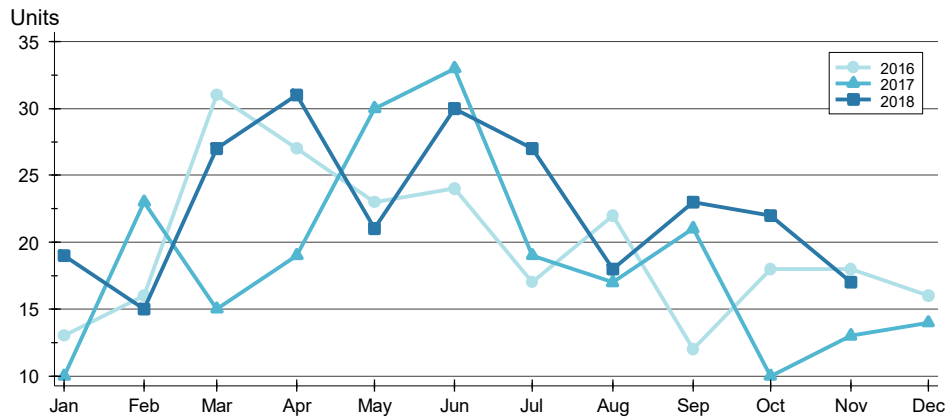
A total of 17 contracts for sale were written in Douglas County (excluding Lawrence) during the month of November, up from 13 in 2017. The median list price of these homes was \$140,000, down from \$180,000 the prior

Half of the homes that went under contract in November were on the market less than 27 days, compared to 39 days in November 2017.

# CONTRACTS WRITTEN ANALYSIS

**DOUGLAS COUNTY (EXCLUDING LAWRENCE)  
ALL HOMES (NEW & EXISTING)  
AS OF 12/9/2018**

## 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	27
August	22	17	18
September	12	21	23
October	18	10	22
November	18	13	17
December	16	14	

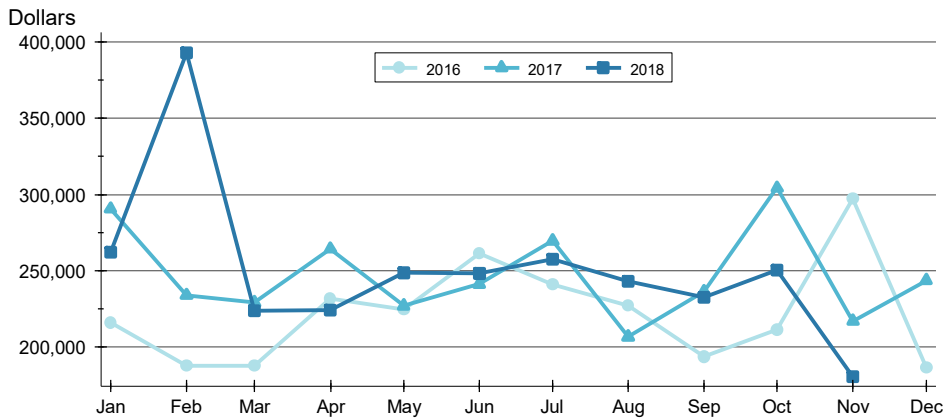
## BY PRICE RANGE >>

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	1	5.9%	50	50,000	50,000	10	10	100.0%	100.0%
\$100,000-\$149,999	8	47.1%	1,057	132,100	133,750	127	19	92.9%	100.0%
\$150,000-\$199,999	4	23.5%	715	178,700	179,950	47	32	97.0%	98.6%
\$200,000-\$249,999	2	11.8%	437	218,500	218,500	38	38	98.4%	98.4%
\$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	5.9%	315	314,900	314,900	31	31	100.0%	100.0%
\$350,000-\$399,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
\$400,000-\$449,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
\$450,000-\$499,999	1	5.9%	500	499,900	499,900	27	27	100.0%	100.0%
\$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	17	100.0%	3,073	180,788	140,000	79	27	95.8%	100.0%

# CONTRACTS WRITTEN ANALYSIS

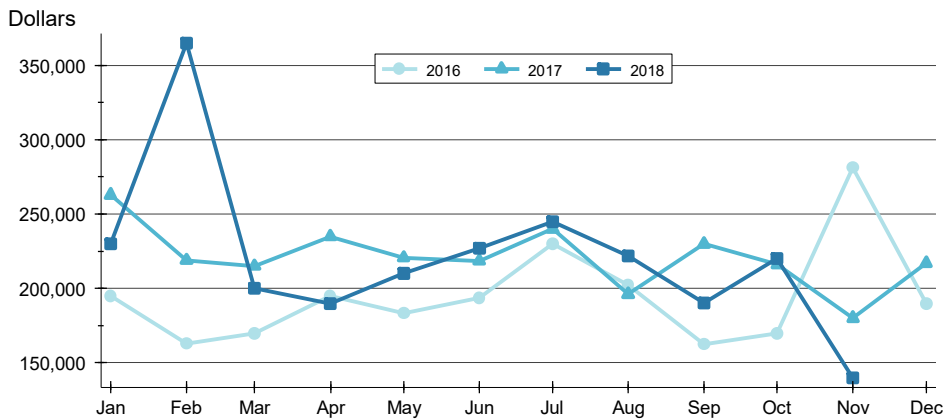
**DOUGLAS COUNTY (EXCLUDING LAWRENCE)  
ALL HOMES (NEW & EXISTING)  
AS OF 12/9/2018**

## 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	257,633
August	226,877	206,747	242,953
September	193,792	236,293	232,466
October	211,433	304,270	250,518
November	297,128	217,043	180,788
December	186,518	243,568	

## MEDIAN PRICE >>

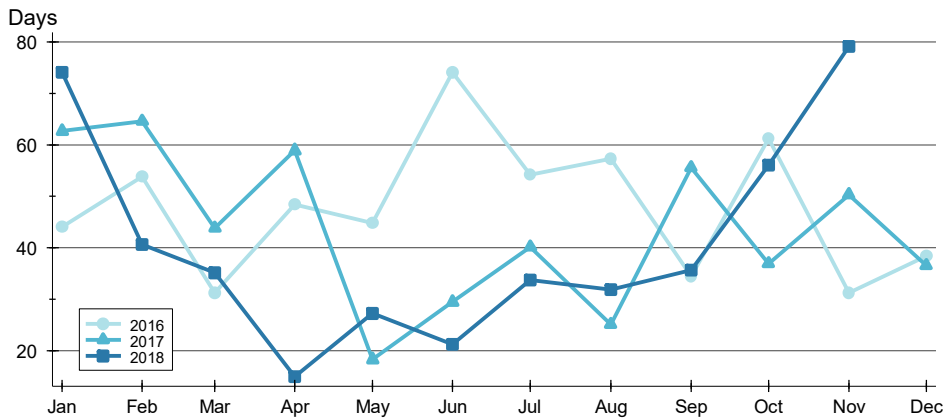


Month	2016	2017	2018
January	194,900	262,900	229,900
February	162,700	218,750	365,000
March	169,900	214,900	199,950
April	195,000	235,000	189,900
May	183,000	220,675	210,000
June	193,750	218,500	226,950
July	229,900	239,900	245,000
August	202,250	196,100	221,850
September	162,450	229,900	190,000
October	169,900	216,000	219,950
November	281,200	180,000	140,000
December	189,500	216,975	

# CONTRACTS WRITTEN ANALYSIS

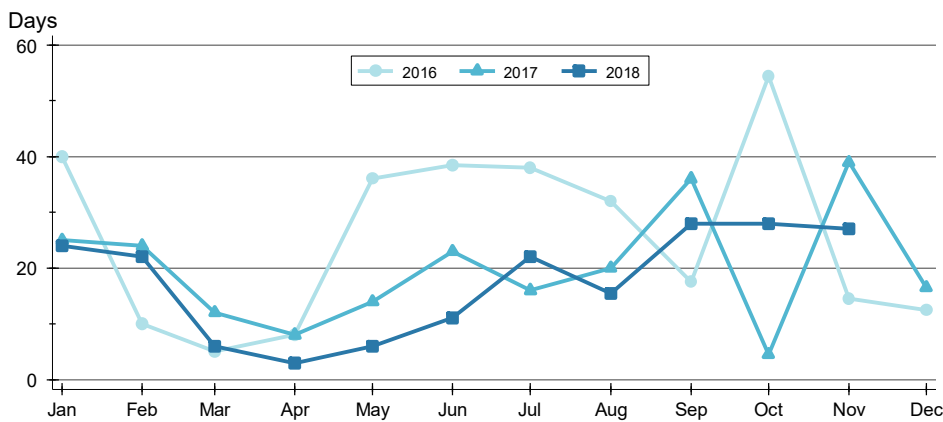
**DOUGLAS COUNTY (EXCLUDING LAWRENCE)  
ALL HOMES (NEW & EXISTING)  
AS OF 12/9/2018**

## 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	36
October	61	37	56
November	31	50	79
December	38	37	

## MEDIAN DOM

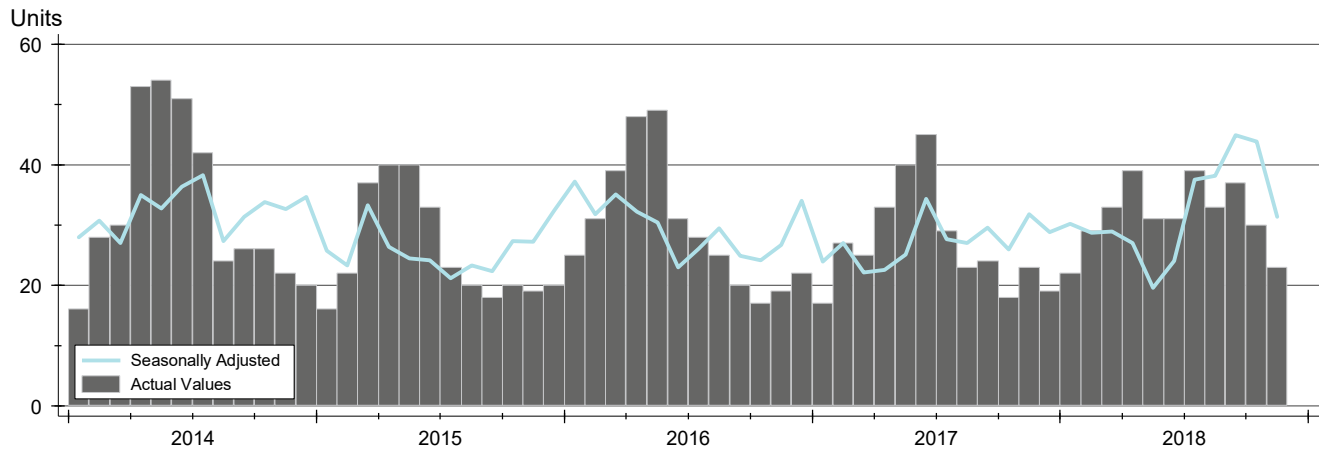


Month	2016	2017	2018
January	40	25	24
February	10	24	22
March	5	12	6
April	8	8	3
May	36	14	6
June	39	23	11
July	38	16	22
August	32	20	16
September	18	36	28
October	55	5	28
November	15	39	27
December	13	17	

# PENDING CONTRACTS ANALYSIS

**DOUGLAS COUNTY (EXCLUDING LAWRENCE)  
ALL HOMES (NEW & EXISTING)  
AS OF 12/9/2018**

**HISTORY** >>



**SUMMARY** >>

Summary Statistics for Active Listings		End of November		
		2018	2017	Change
Active Listings		23	23	0.0%
Volume (1,000s)		5,849	6,189	-5.5%
Average	List Price	254,313	269,088	-5.5%
	Days on Market	45	58	-22.0%
	Percent of Original	98.9%	97.5%	1.4%
Median	List Price	204,500	232,000	-11.9%
	Days on Market	25	39	-35.9%
	Percent of Original	100.0%	100.0%	0.0%

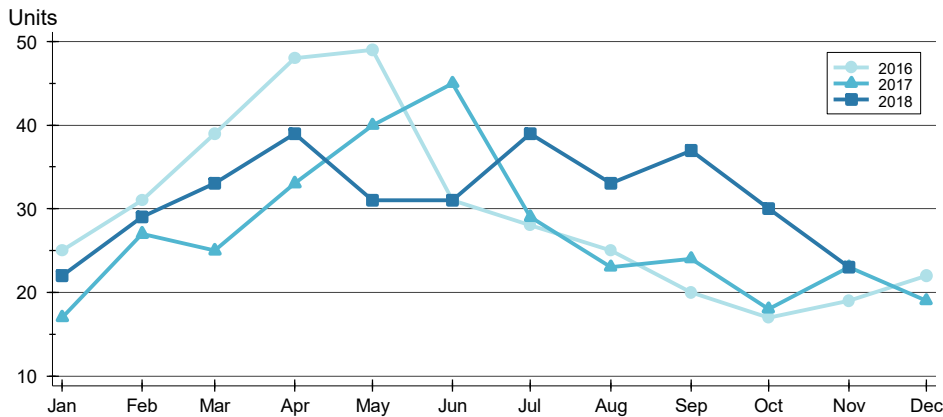
A total of 23 listings in Douglas County (excluding Lawrence) had contracts pending at the end of November, the same number of contracts pending at the end of November 2017.

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 12/9/2018**

## 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	23
December	22	19	

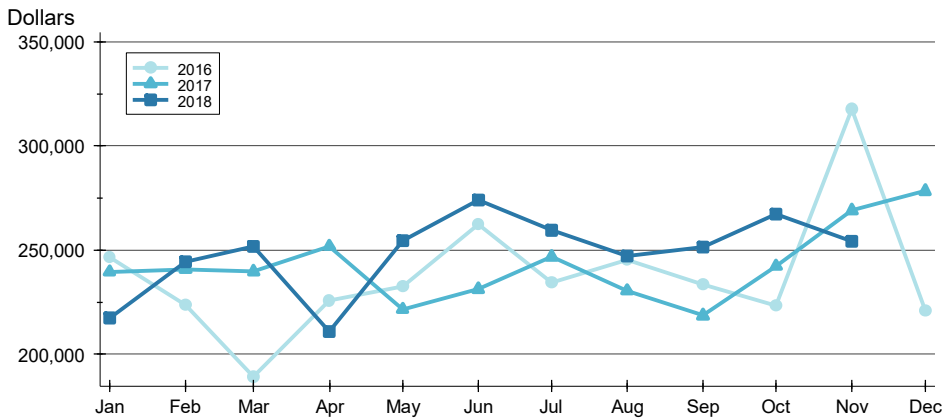
## BY PRICE RANGE >>

Price Range	Contracts Written			List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median
Below \$50,000	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
\$50,000-\$99,999	1	4.3%	98	98,000	98,000	15	15	100.0%	100.0%
\$100,000-\$149,999	5	21.7%	652	130,300	130,000	12	9	100.0%	100.0%
\$150,000-\$199,999	5	21.7%	897	179,440	184,900	39	28	96.9%	100.0%
\$200,000-\$249,999	5	21.7%	1,099	219,780	219,900	64	50	97.7%	97.9%
\$250,000-\$299,999	1	4.3%	280	279,900	279,900	19	19	107.7%	107.7%
\$300,000-\$349,999	1	4.3%	315	314,900	314,900	31	31	100.0%	100.0%
\$350,000-\$399,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
\$400,000-\$449,999	1	4.3%	435	434,900	434,900	57	57	100.0%	100.0%
\$450,000-\$499,999	2	8.7%	999	499,450	499,450	41	41	100.0%	100.0%
\$500,000-\$599,999	2	8.7%	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	23	100.0%	5,849	254,313	204,500	45	25	98.9%	100.0%

# PENDING CONTRACTS ANALYSIS

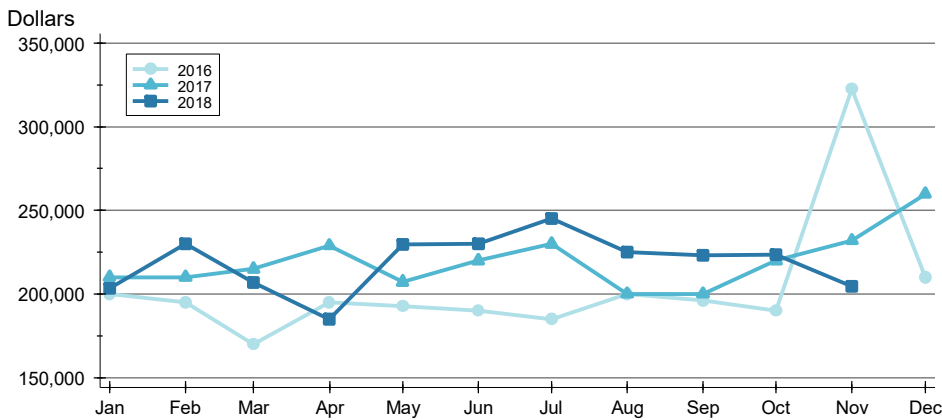
**DOUGLAS COUNTY (EXCLUDING LAWRENCE)  
ALL HOMES (NEW & EXISTING)  
AS OF 12/9/2018**

## 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	254,313
December	220,700	278,442	

## MEDIAN PRICE »



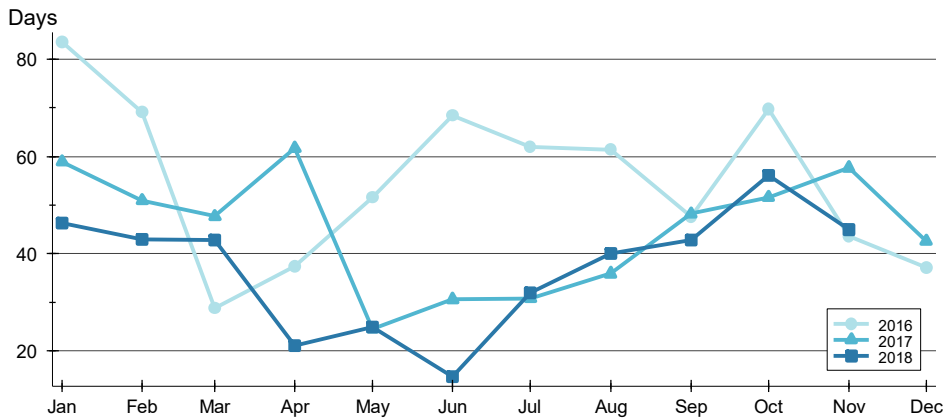
Month	2016	2017	2018
January	199,900	210,000	203,425
February	194,900	210,000	229,900
March	169,900	214,900	206,900
April	194,950	229,000	185,000
May	192,500	207,200	229,500
June	189,900	219,900	229,900
July	184,900	229,900	245,000
August	199,900	200,000	224,900
September	196,200	199,950	222,945
October	190,000	219,950	223,500
November	322,500	232,000	204,500
December	210,000	259,900	



# PENDING CONTRACTS ANALYSIS

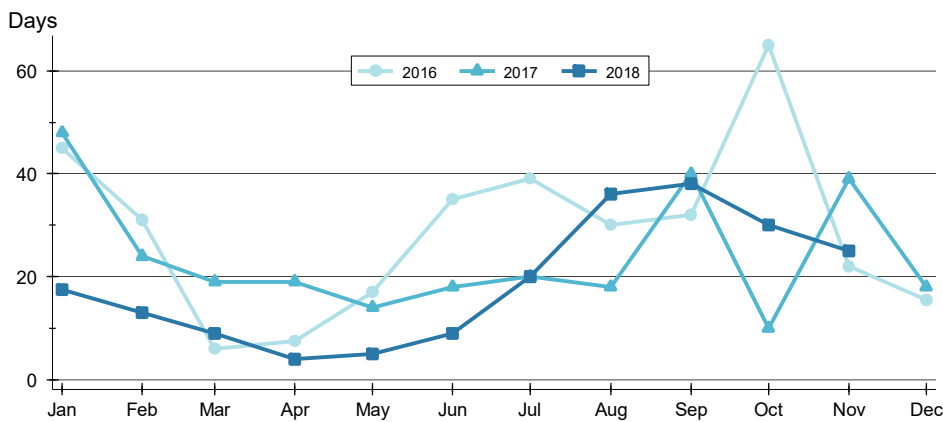
**DOUGLAS COUNTY (EXCLUDING LAWRENCE)  
ALL HOMES (NEW & EXISTING)  
AS OF 12/9/2018**

## 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	45
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	25
December	16	18	