

MARKET OVERVIEW >>

Douglas County Home Sales Rose in December

Total home sales in Douglas County (excluding Lawrence) rose by 11.1% last month to 20 units, compared to 18 units in December 2017. Total sales volume was \$4.2 million, down 11.5% from a year earlier.

The median sale price in December was \$181,400, down from \$225,000 a year earlier. Homes that sold in December were typically on the market for 27 days and sold for 94.9% of their list prices.

Douglas County Active Listings Up at End of December

The total number of active listings in Douglas County (excluding Lawrence) at the end of December was 54 units, up from 48 at the same point in 2017. This represents a 2.5 months' supply of homes available for sale. The median list price of homes on the market at the end of December was \$337,448.

There were 14 contracts written in December 2018 and 2017, showing no change over the year. At the end of the month, there were 20 contracts pending, compared to 19 at the end of December 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		December		
Summary Statistics		2018	2017	Change
Home Sales		20	18	11.1%
Active Listings		54	48	12.5%
Months' Supply		2.5	2.5	-1.7%
New Listings		9	16	-43.8%
Contracts Written		14	14	0.0%
Pending Contracts		20	19	5.3%
Sales Volume (1,000s)		4,217	4,767	-11.5%
Average	Sale Price	210,860	264,853	-20.4%
	List Price of Actives	371,455	395,677	-6.1%
	Days on Market	84	59	41.4%
	Percent of List	96.3%	94.4%	2.0%
	Percent of Original	95.2%	92.1%	3.4%
Median	Sale Price	181,400	225,000	-19.4%
	List Price of Actives	337,448	269,950	25.0%
	Days on Market	27	39	-32.1%
	Percent of List	94.9%	97.0%	-2.1%
	Percent of Original	92.5%	96.3%	-4.0%

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THREE-YEAR COMPARISONS

SUMMARY >>

BREAKDOWNS BY HOME TYPE DOUGLAS COUNTY (EXCLUDING LAWRENCE) AS OF 1/8/2019

December MLS Statistics By Property Type		2018			2017			2016		
		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		20	17	3	18	17	1	13	13	0
Change from prior year		11.1%	0.0%	200.0%	38.5%	30.8%	N/A	0.0%	8.3%	-100.0%
Active Listings		54	43	11	48	46	2	39	36	3
Change from prior year		12.5%	-6.5%	450.0%	23.1%	27.8%	-33.3%	-18.8%	-21.7%	50.0%
Months' Supply		2.5	2.0	14.7	2.5	2.5	2.4	2.0	1.9	N/A
Change from prior year		-1.7%	-19.1%	511.1%	25.2%	34.2%	-80.0%	-30.3%	-33.7%	N/A
New Listings		9	9	0	16	16	0	13	13	0
Change from prior year		-43.8%	-43.8%	N/A	23.1%	23.1%	N/A	18.2%	18.2%	N/A
Contracts Written		14	13	1	14	13	1	16	15	1
Change from prior year		0.0%	0.0%	0.0%	-12.5%	-13.3%	0.0%	33.3%	25.0%	N/A
Pending Contracts		20	19	1	19	17	2	22	21	1
Change from prior year		5.3%	11.8%	-50.0%	-13.6%	-19.0%	100.0%	10.0%	5.0%	N/A
Sales Volume (1,000s)		4,217	3,224	993	4,767	4,467	300	3,669	3,669	0
Change from prior year		-11.5%	-27.8%	231.1%	29.9%	21.8%	N/A	22.9%	34.3%	-100.0%
Average	Sale Price	210,860	189,665	330,967	264,853	262,791	299,900	282,208	282,208	N/A
	Change from prior year	-20.4%	-27.8%	10.4%	-6.1%	-6.9%	N/A	22.9%	23.9%	N/A
	List Price of Actives	371,455	381,500	332,190	395,677	392,459	469,700	491,790	514,583	218,267
	Change from prior year	-6.1%	-2.8%	-29.3%	-19.5%	-23.7%	115.2%	54.3%	59.9%	N/A
	Days on Market	84	88	62	59	60	46	36	36	N/A
	Change from prior year	41.4%	45.9%	35.5%	65.2%	67.4%	N/A	-35.2%	-24.8%	N/A
Median	Percent of List	96.3%	95.1%	102.8%	94.4%	94.1%	100.0%	95.7%	95.7%	N/A
	Change from prior year	2.0%	1.1%	2.8%	-1.3%	-1.6%	N/A	1.6%	2.0%	N/A
	Percent of Original	95.2%	93.5%	105.2%	92.1%	91.6%	100.0%	94.7%	94.7%	N/A
	Change from prior year	3.4%	2.0%	5.2%	-2.8%	-3.3%	N/A	3.3%	3.7%	N/A
	Sale Price	181,400	170,000	259,900	225,000	216,000	299,900	269,000	269,000	N/A
	Change from prior year	-19.4%	-21.3%	-13.3%	-16.4%	-19.7%	N/A	19.6%	26.6%	N/A
List Price of Actives	337,448	349,000	324,900	269,950	269,950	469,700	285,000	288,700	189,900	
Change from prior year	25.0%	29.3%	-30.8%	-5.3%	-6.5%	147.3%	14.3%	15.7%	N/A	
Days on Market	27	28	19	39	39	46	11	11	N/A	
Change from prior year	-32.1%	-28.2%	-58.7%	254.5%	254.5%	N/A	-65.6%	-60.0%	N/A	
Percent of List	94.9%	94.4%	98.2%	97.0%	96.5%	100.0%	99.8%	99.8%	N/A	
Change from prior year	-2.1%	-2.3%	-1.8%	-2.8%	-3.2%	N/A	2.5%	2.7%	N/A	
Percent of Original	92.5%	91.9%	100.0%	96.3%	96.1%	100.0%	99.8%	99.8%	N/A	
Change from prior year	-4.0%	-4.4%	0.0%	-3.4%	-3.6%	N/A	4.2%	4.1%	N/A	

YEAR-TO-DATE STATISTICS

SUMMARY >>

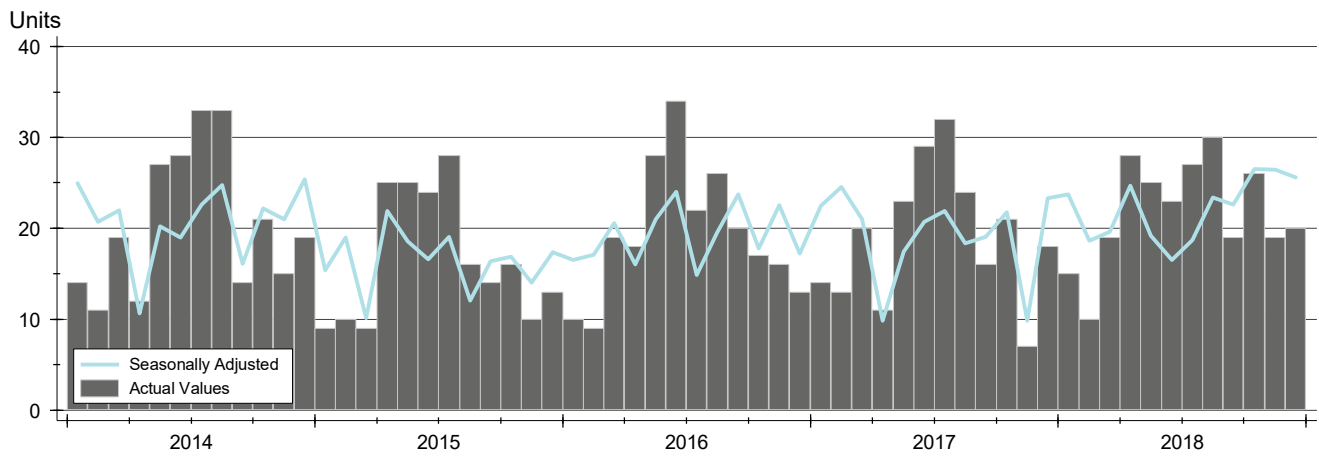
YTD BREAKDOWNS BY HOME TYPE
DOUGLAS COUNTY (EXCLUDING LAWRENCE)
AS OF 1/8/2019

Year-to-Date Activity By Property Type		2018			2017			2016		
		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		261	252	9	228	218	10	232	229	3
Change from prior year		14.5%	15.6%	-10.0%	-1.7%	-4.8%	233.3%	16.6%	18.0%	-40.0%
New Listings		353	332	21	309	295	14	335	330	5
Change from prior year		14.2%	12.5%	50.0%	-7.8%	-10.6%	180.0%	16.3%	17.9%	-37.5%
Contracts Written		266	258	8	224	213	11	237	233	4
Change from prior year		18.8%	21.1%	-27.3%	-5.5%	-8.6%	175.0%	18.5%	19.5%	-20.0%
Sales Volume (1,000s)		63,040	60,007	3,034	53,978	51,565	2,413	50,654	49,959	695
Change from prior year		16.8%	16.4%	25.7%	6.6%	3.2%	247.2%	29.6%	33.7%	-59.3%
Average	Sale Price	241,534	238,122	337,063	236,744	236,535	241,297	218,337	218,163	231,633
	Change from prior year	2.0%	0.7%	39.7%	8.4%	8.4%	4.2%	11.2%	13.2%	-32.2%
	Days on Market	38	37	61	41	40	75	52	51	126
	Change from prior year	-8.5%	-7.0%	-19.0%	-20.3%	-21.8%	-40.2%	-18.0%	-19.4%	84.8%
	Percent of List	97.7%	97.6%	101.0%	97.9%	97.9%	99.8%	97.2%	97.2%	100.1%
Change from prior year	-0.2%	-0.2%	1.2%	0.7%	0.7%	-0.3%	0.4%	0.4%	2.7%	
Median	Percent of Original	96.5%	96.4%	101.7%	97.0%	96.8%	100.1%	95.6%	95.6%	100.1%
	Change from prior year	-0.5%	-0.5%	1.6%	1.4%	1.3%	0.0%	1.3%	1.4%	3.2%
	Sale Price	207,000	200,000	259,900	219,200	217,250	249,500	189,750	187,500	240,000
	Change from prior year	-5.6%	-7.9%	4.2%	15.5%	15.9%	4.0%	8.4%	7.5%	-30.4%
	Days on Market	17	17	29	18	18	54	27	26	124
Change from prior year	-5.6%	-5.7%	-45.8%	-33.3%	-32.7%	-56.9%	-20.6%	-23.5%	82.4%	
Percent of List	98.9%	98.9%	100.0%	98.9%	98.7%	100.0%	98.7%	98.7%	100.0%	
	Change from prior year	0.0%	0.2%	0.0%	0.3%	0.0%	0.0%	0.8%	0.8%	1.9%
	Percent of Original	98.1%	97.9%	100.0%	98.3%	98.2%	100.0%	98.0%	97.9%	100.0%
Change from prior year	-0.3%	-0.3%	0.0%	0.4%	0.3%	0.0%	1.7%	1.6%	2.9%	

CLOSED LISTINGS ANALYSIS

**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 1/8/2019**

HISTORY >>



SUMMARY >>

Summary Statistics for Closed Listings		December			Year-to-Date		
		2018	2017	Change	2018	2017	Change
Closed Listings		20	18	11.1%	261	228	14.5%
Volume (1,000s)		4,217	4,767	-11.5%	63,040	53,978	16.8%
Average	Sale Price	210,860	264,853	-20.4%	241,534	236,744	2.0%
	Days on Market	84	59	41.4%	38	41	-8.5%
	Percent of List	96.3%	94.4%	2.0%	97.7%	97.9%	-0.2%
	Percent of Original	95.2%	92.1%	3.4%	96.5%	97.0%	-0.5%
Median	Sale Price	181,400	225,000	-19.4%	207,000	219,200	-5.6%
	Days on Market	27	39	-32.1%	17	18	-5.6%
	Percent of List	94.9%	97.0%	-2.1%	98.9%	98.9%	0.0%
	Percent of Original	92.5%	96.3%	-4.0%	98.1%	98.3%	-0.3%

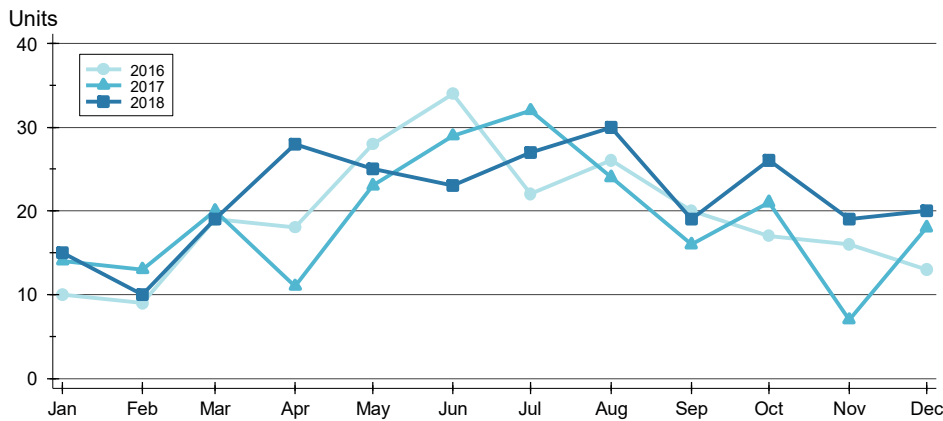
A total of 20 homes sold in Douglas County (excluding Lawrence) in December, up from 18 units in December 2017. Total sales volume fell to \$4.2 million compared to \$4.8 million in the previous year.

The median sales price in December was \$181,400, down 19.4% compared to the prior year. Median days on market was 27 days, down from 29 days in November, and down from 39 in December 2017.

CLOSED LISTINGS ANALYSIS

**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 1/8/2019**

BY MONTH >>



Month	2016	2017	2018
January	10	14	15
February	9	13	10
March	19	20	19
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	26
November	16	7	19
December	13	18	20

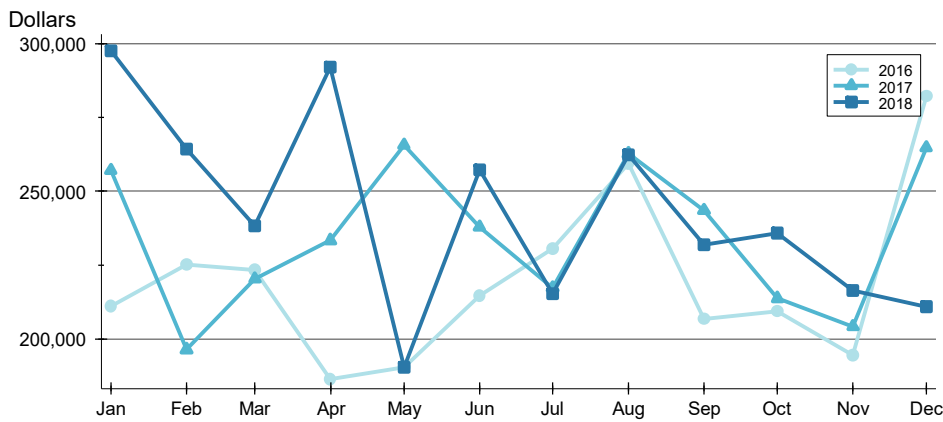
BY PRICE RANGE >>

Price Range	Sales			Sale Price		Days on Market		Price as % of List		Price as % of Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median	Average	Median
Below \$50,000	1	5.0%	45	45,000	45,000	10	10	90.0%	90.0%	90.0%	90.0%
\$50,000-\$99,999	1	5.0%	90	90,000	90,000	15	15	91.8%	91.8%	91.8%	91.8%
\$100,000-\$149,999	5	25.0%	597	119,300	121,000	169	17	92.3%	88.9%	92.3%	88.9%
\$150,000-\$199,999	4	20.0%	693	173,325	170,000	17	15	98.5%	99.3%	98.5%	99.3%
\$200,000-\$249,999	5	25.0%	1,073	214,500	210,000	82	67	97.6%	98.2%	93.2%	94.4%
\$250,000-\$299,999	1	5.0%	260	259,900	259,900	19	19	92.9%	92.9%	100.0%	100.0%
\$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	2	10.0%	950	475,000	475,000	155	155	95.1%	95.1%	91.9%	91.9%
\$500,000-\$599,999	1	5.0%	510	510,000	510,000	0	0	117.3%	117.3%	117.3%	117.3%
\$600,000-\$749,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$750,000-\$999,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
All price ranges	20	100.0%	4,217	210,860	181,400	84	27	96.3%	94.9%	95.2%	92.5%

CLOSED LISTINGS ANALYSIS

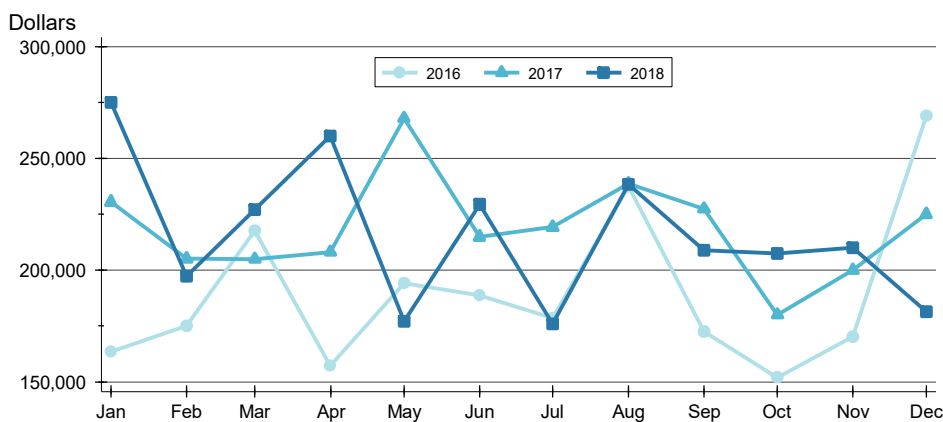
**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 1/8/2019**

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	238,346
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	235,981
November	194,450	204,118	216,284
December	282,208	264,853	210,860

MEDIAN PRICE >>

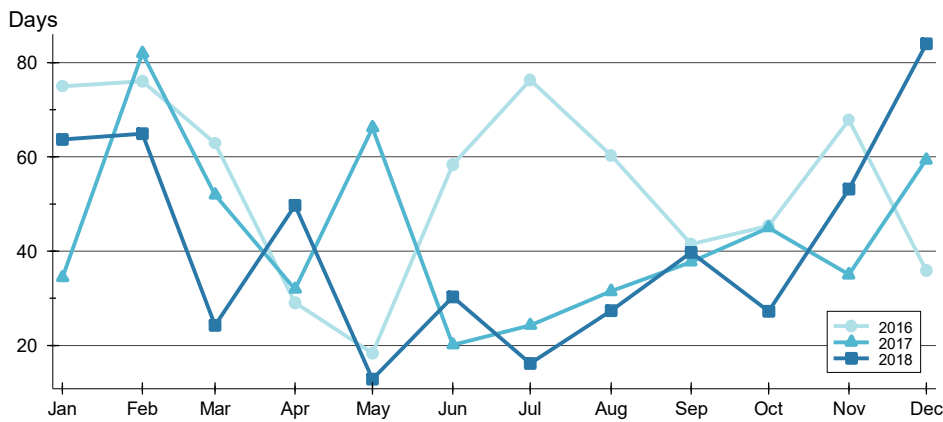


Month	2016	2017	2018
January	163,500	230,450	275,000
February	175,000	205,000	197,388
March	217,500	204,950	227,000
April	157,000	208,000	259,950
May	194,200	267,900	177,000
June	188,750	214,900	229,500
July	178,500	219,200	176,000
August	237,450	238,750	238,500
September	172,500	227,450	209,000
October	152,000	180,000	207,500
November	170,000	199,900	210,000
December	269,000	225,000	181,400

CLOSED LISTINGS ANALYSIS

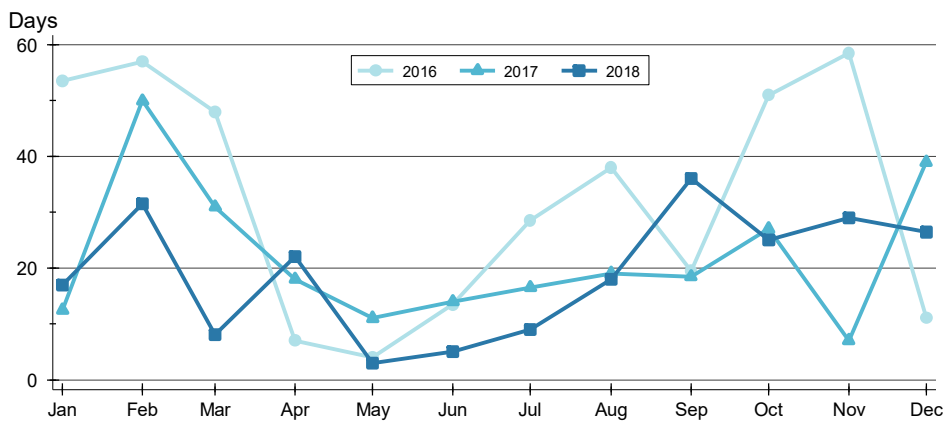
**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 1/8/2019**

AVERAGE DOM >>



Month	2016	2017	2018
January	75	34	64
February	76	82	65
March	63	52	24
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	27
November	68	35	53
December	36	59	84

MEDIAN DOM >>

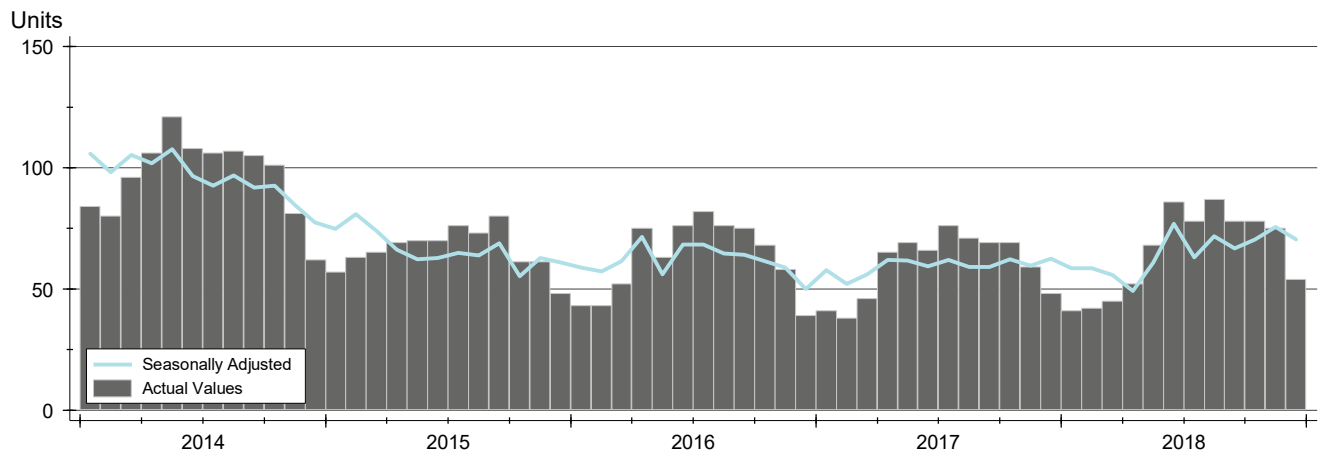


Month	2016	2017	2018
January	54	13	17
February	57	50	32
March	48	31	8
April	7	18	22
May	4	11	3
June	14	14	5
July	29	17	9
August	38	19	18
September	20	19	36
October	51	27	25
November	59	7	29
December	11	39	27

ACTIVE LISTINGS ANALYSIS

**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 1/8/2019**

HISTORY »



SUMMARY »

Summary Statistics for Active Listings		End of December		
		2018	2017	Change
Active Listings		54	48	12.5%
Months' Supply		2.5	2.5	-1.7%
Volume (1,000s)		20,059	18,993	5.6%
Average	List Price	371,455	395,677	-6.1%
	Days on Market	122	93	30.7%
	Percent of Original	97.2%	98.3%	-1.2%
Median	List Price	337,448	269,950	25.0%
	Days on Market	102	75	36.0%
	Percent of Original	100.0%	100.0%	0.0%

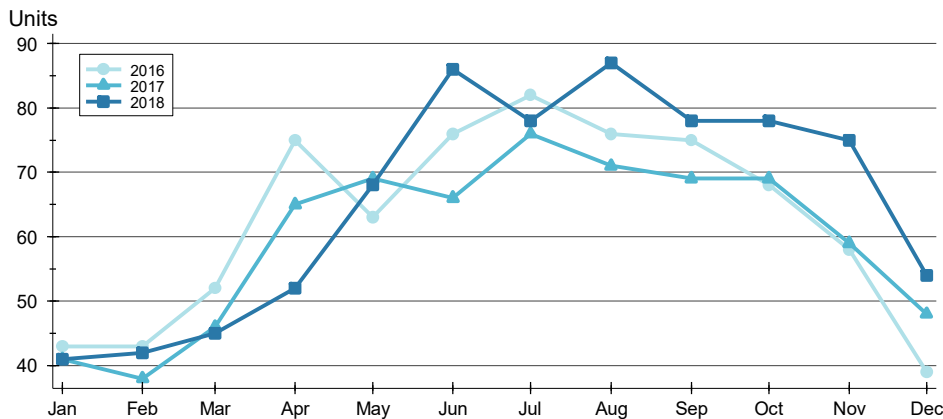
A total of 54 homes were available for sale in Douglas County (excluding Lawrence) at the end of December. This represents a 2.5 months' supply of active listings.

The median list price of homes on the market at the end of December was \$337,448, up 25.0% from 2017. The typical time on market for active listings was 102 days, up from 75 days a year earlier.

ACTIVE LISTINGS ANALYSIS

**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 1/8/2019**

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	54

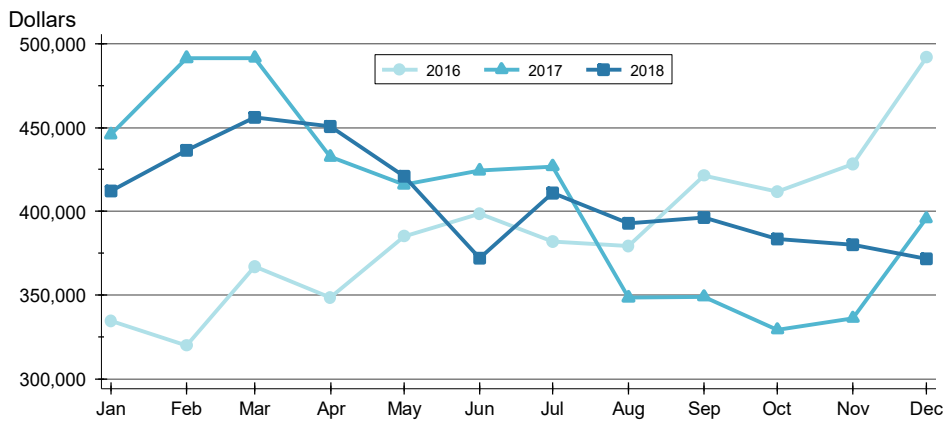
BY PRICE RANGE >>

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	1.9%	45	1.0	45,000	45,000	1	1	100.0%	100.0%
\$50,000-\$99,999	0	0.0%	0	0.0	N/A	N/A	N/A	N/A	N/A	N/A
\$100,000-\$149,999	2	3.7%	230	0.4	114,950	114,950	30	30	100.4%	100.4%
\$150,000-\$199,999	4	7.4%	717	1.0	179,300	177,400	105	80	97.2%	98.2%
\$200,000-\$249,999	5	9.3%	1,156	1.0	231,270	230,000	84	53	98.5%	100.0%
\$250,000-\$299,999	10	18.5%	2,714	10.0	271,420	272,200	138	128	94.7%	98.1%
\$300,000-\$349,999	8	14.8%	2,659	N/A	332,324	334,995	137	133	98.2%	100.0%
\$350,000-\$399,999	5	9.3%	1,869	N/A	373,750	365,000	99	99	98.2%	98.7%
\$400,000-\$449,999	6	11.1%	2,550	N/A	424,950	422,450	128	87	94.8%	96.7%
\$450,000-\$499,999	3	5.6%	1,408	1.5	469,333	468,000	92	90	99.3%	100.0%
\$500,000-\$599,999	5	9.3%	2,689	5.0	537,800	535,000	191	139	96.0%	100.0%
\$600,000-\$749,999	2	3.7%	1,337	N/A	668,500	668,500	157	157	98.6%	98.6%
\$750,000-\$999,999	3	5.6%	2,685	N/A	894,967	899,900	131	89	100.0%	100.0%
\$1,000,000 and up	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A
All price ranges	54	100.0%	20,059	2.7	371,455	337,448	122	102	97.2%	100.0%

ACTIVE LISTINGS ANALYSIS

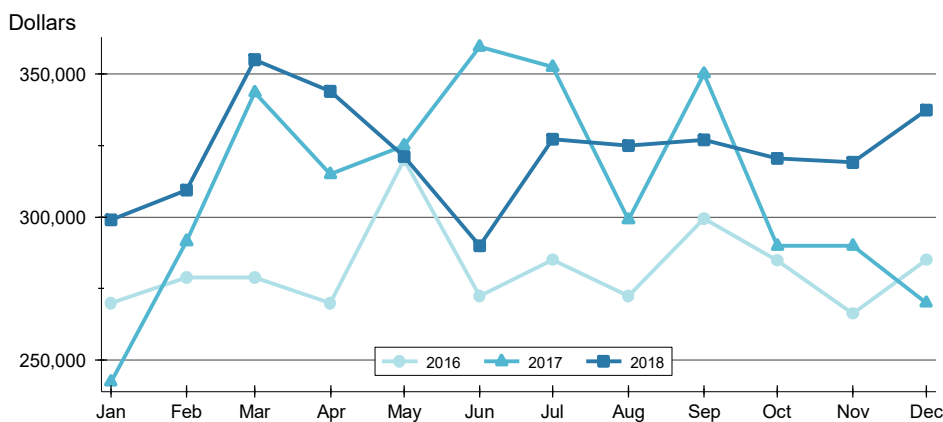
**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 1/8/2019**

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	371,455

MEDIAN PRICE >>

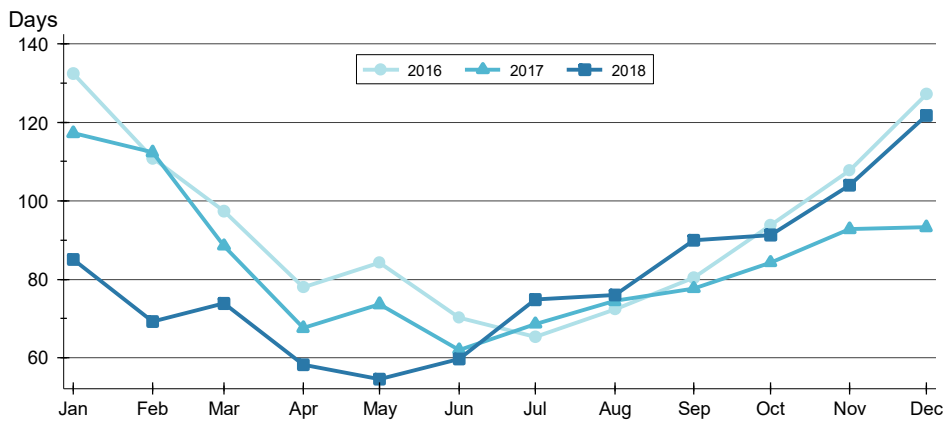


Month	2016	2017	2018
January	269,900	242,500	299,000
February	279,000	291,500	309,500
March	279,000	343,500	354,900
April	269,900	315,000	344,000
May	320,000	325,000	321,000
June	272,400	359,450	289,900
July	284,950	352,450	327,200
August	272,450	299,000	324,900
September	299,500	350,000	326,950
October	284,750	289,900	320,400
November	266,400	289,900	319,000
December	285,000	269,950	337,448

ACTIVE LISTINGS ANALYSIS

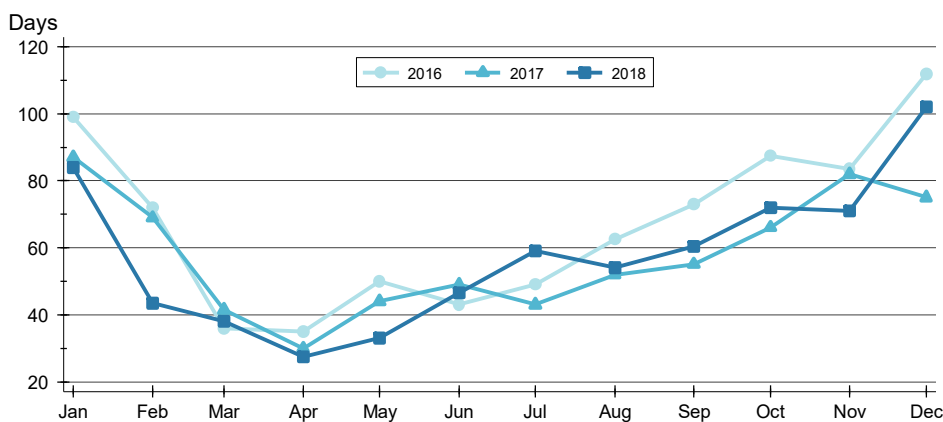
**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 1/8/2019**

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	122

MEDIAN DOM

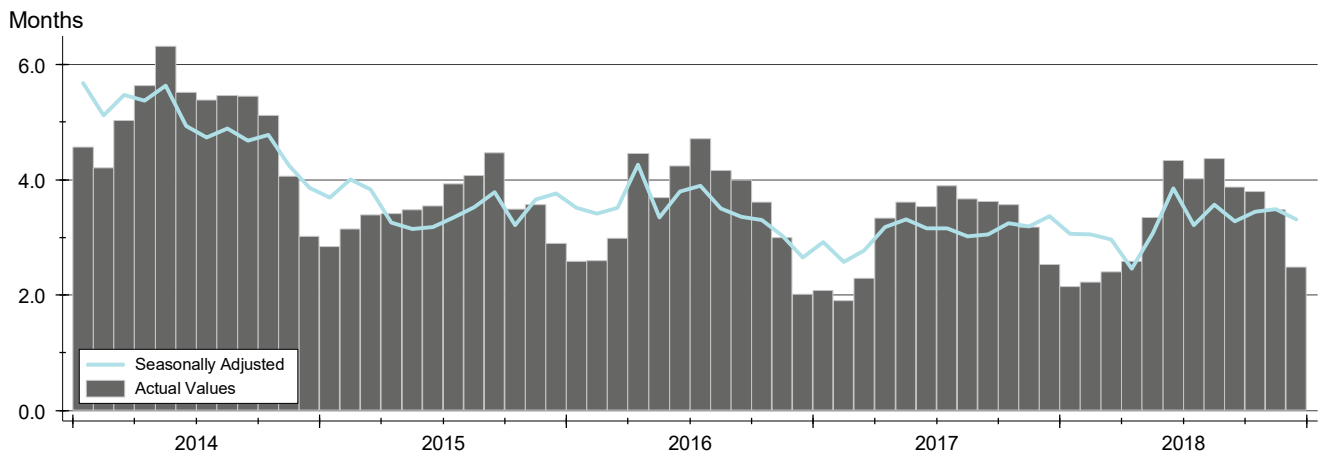


Month	2016	2017	2018
January	99	87	84
February	72	69	44
March	36	42	38
April	35	30	28
May	50	44	33
June	43	49	47
July	49	43	59
August	63	52	54
September	73	55	61
October	88	66	72
November	84	82	71
December	112	75	102

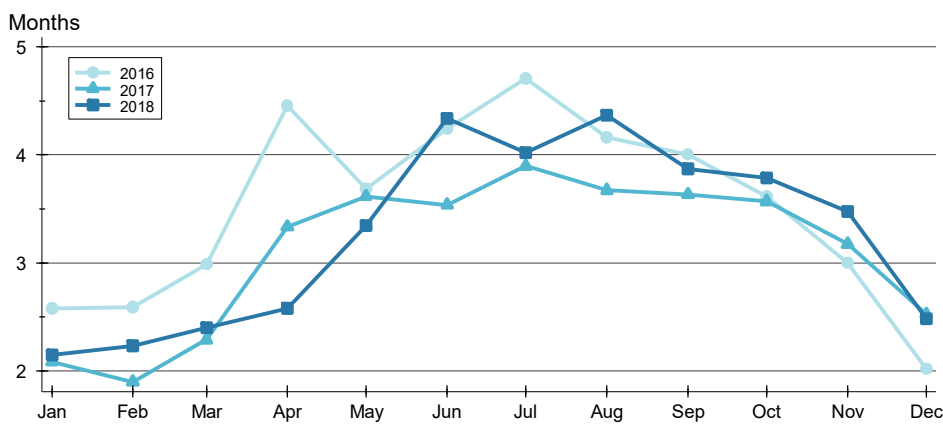
MONTHS' SUPPLY ANALYSIS

DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 1/8/2019

HISTORY >>



BY MONTH >>

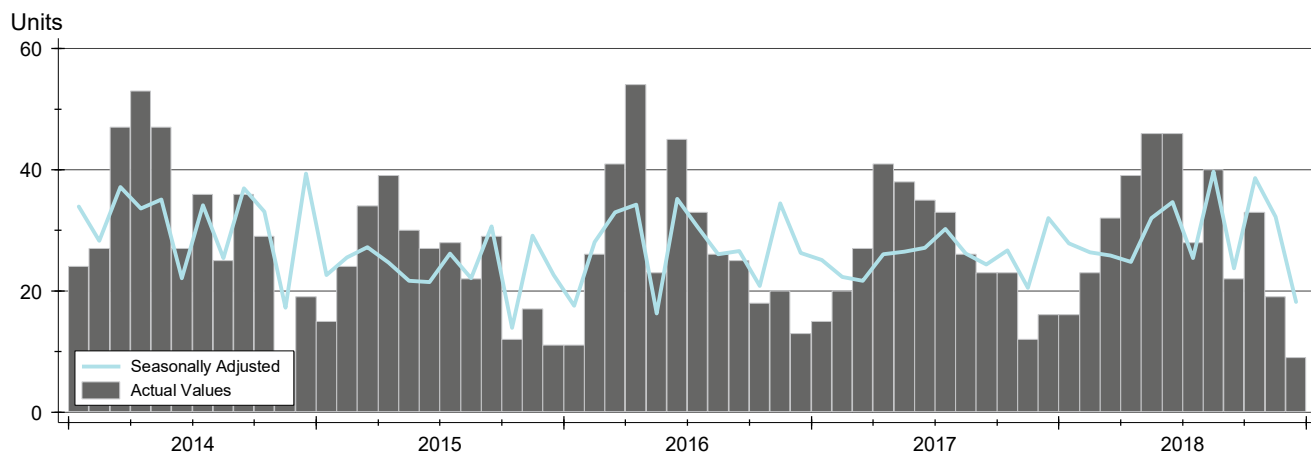


Month	2016	2017	2018
January	2.6	2.1	2.1
February	2.6	1.9	2.2
March	3.0	2.3	2.4
April	4.5	3.3	2.6
May	3.7	3.6	3.3
June	4.2	3.5	4.3
July	4.7	3.9	4.0
August	4.2	3.7	4.4
September	4.0	3.6	3.9
October	3.6	3.6	3.8
November	3.0	3.2	3.5
December	2.0	2.5	2.5

NEW LISTINGS ANALYSIS

**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 1/8/2019**

HISTORY >>



SUMMARY >>

Summary Statistics for New Listings		December		
		2018	2017	Change
Current Month	New Listings	9	16	-43.8%
	Volume (1,000s)	2,001	6,609	-69.7%
	Average List Price	222,289	413,091	-46.2%
	Median List Price	169,900	214,925	-20.9%
YTD	New Listings	353	309	14.2%
	Volume (1,000s)	99,150	83,217	19.1%
	Average List Price	280,878	269,310	4.3%
	Median List Price	234,900	227,900	3.1%

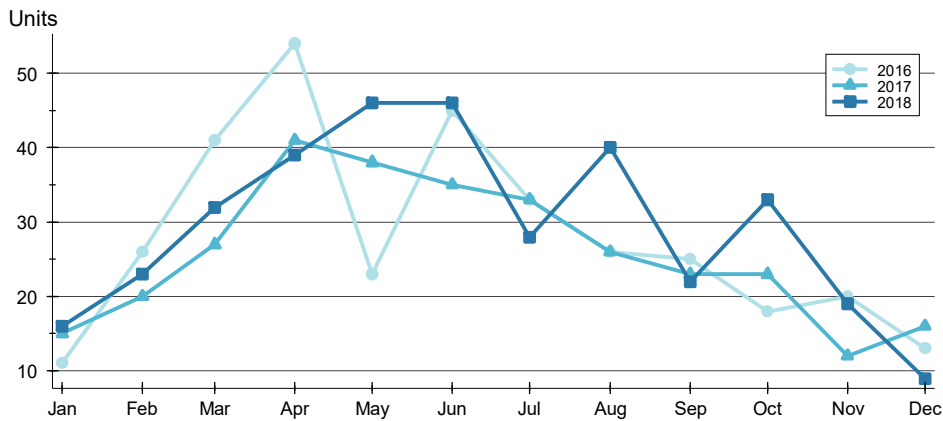
A total of 9 new listings were added in Douglas County (excluding Lawrence) during December, down 43.8% from the same month in 2017. Year-to-date Douglas County (excluding Lawrence) has seen 353 new listings.

The median list price of these homes was \$169,900 down from \$214,925 in 2017.

NEW LISTINGS ANALYSIS

**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 1/8/2019**

BY MONTH >>



Month	2016	2017	2018
January	11	15	16
February	26	20	23
March	41	27	32
April	54	41	39
May	23	38	46
June	45	35	46
July	33	33	28
August	26	26	40
September	25	23	22
October	18	23	33
November	20	12	19
December	13	16	9

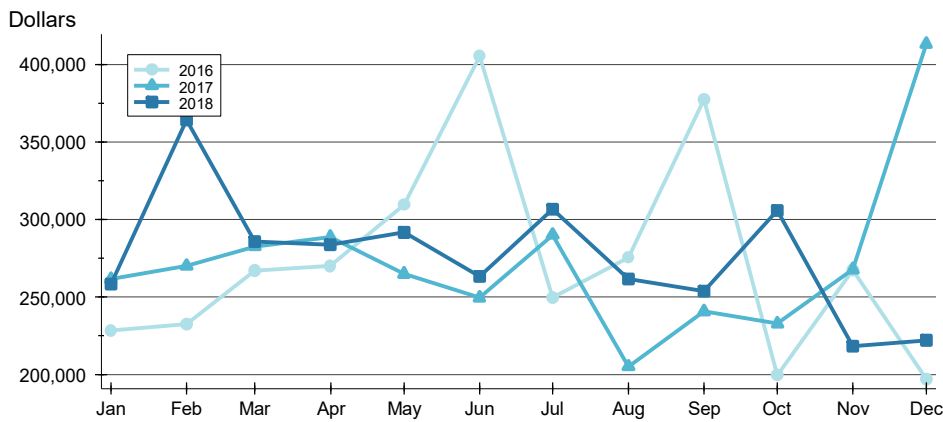
BY PRICE RANGE >>

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	3	33.3%	366	121,967	115,000
\$150,000-\$199,999	2	22.2%	335	167,450	167,450
\$200,000-\$249,999	2	22.2%	430	215,000	215,000
\$250,000-\$299,999	0	0.0%	0	N/A	N/A
\$300,000-\$349,999	0	0.0%	0	N/A	N/A
\$350,000-\$399,999	0	0.0%	0	N/A	N/A
\$400,000-\$449,999	2	22.2%	870	434,900	434,900
\$450,000-\$499,999	0	0.0%	0	N/A	N/A
\$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	9	100.0%	2,001	222,289	169,900

NEW LISTINGS ANALYSIS

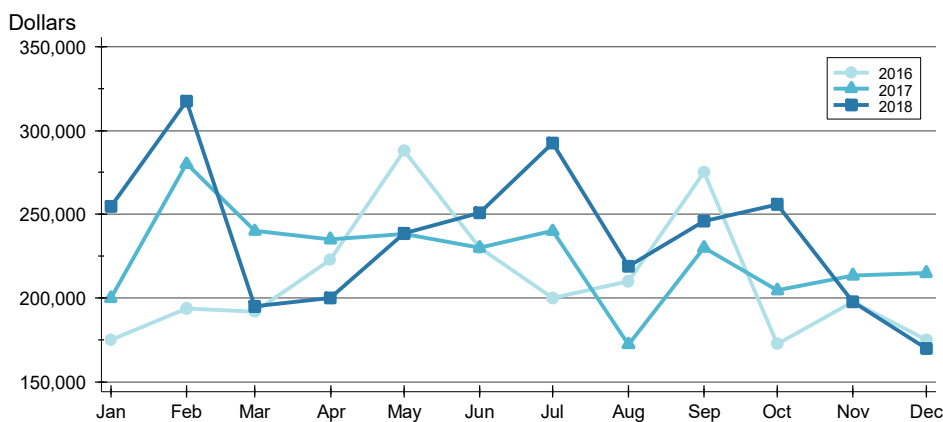
**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 1/8/2019**

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	285,930
April	270,213	288,604	283,659
May	309,483	264,988	291,838
June	405,209	249,489	263,497
July	249,579	289,994	306,657
August	275,553	205,232	261,757
September	377,396	240,778	253,671
October	199,794	232,948	305,809
November	267,368	267,804	218,600
December	197,446	413,091	222,289

MEDIAN PRICE >>

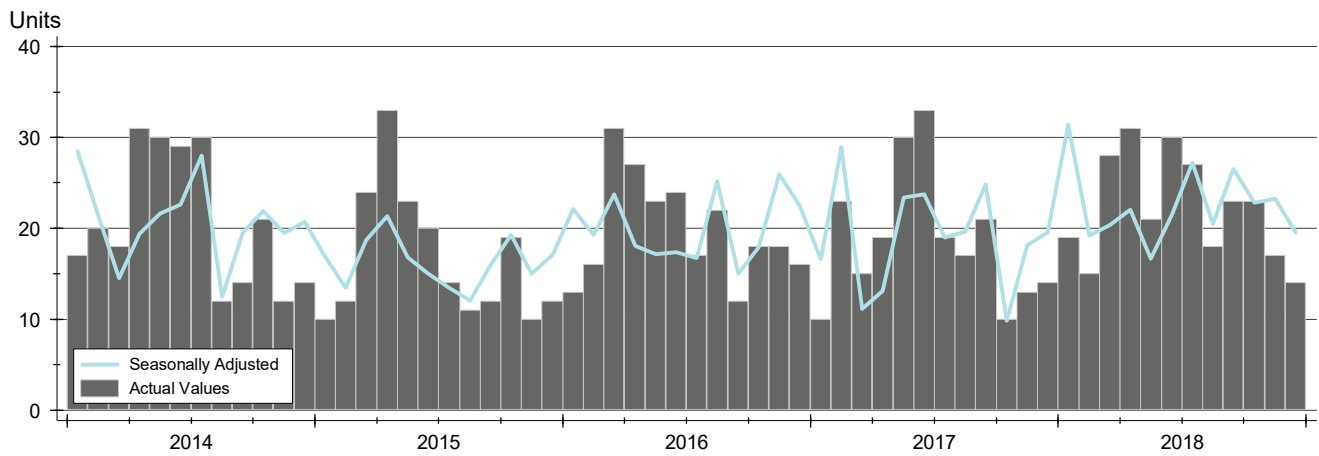


Month	2016	2017	2018
January	175,000	199,900	254,700
February	193,950	280,000	317,500
March	192,000	239,900	194,950
April	222,750	235,000	200,000
May	287,900	237,975	238,500
June	229,900	229,900	250,750
July	200,000	239,900	292,400
August	209,950	172,250	218,700
September	275,000	229,900	245,700
October	172,400	204,500	255,900
November	197,500	213,400	197,500
December	174,900	214,925	169,900

CONTRACTS WRITTEN ANALYSIS

**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 1/8/2019**

HISTORY >>



SUMMARY >>

Summary Statistics for Contracts Written		December			Year-to-Date		
		2018	2017	Change	2018	2017	Change
Closed Listings		14	14	0.0%	266	224	18.8%
Volume (1,000s)		2,802	3,410	-17.8%	65,506	54,400	20.4%
Average	Sale Price	200,136	243,568	-17.8%	246,264	242,857	1.4%
	Days on Market	28	37	-24.2%	37	42	-10.8%
	Percent of Original	98.3%	101.9%	-3.5%	96.5%	97.1%	-0.7%
Median	Sale Price	177,450	216,975	-18.2%	208,250	219,950	-5.3%
	Days on Market	23	17	36.4%	17	19	-8.1%
	Percent of Original	100.0%	98.8%	1.2%	98.2%	98.5%	-0.3%

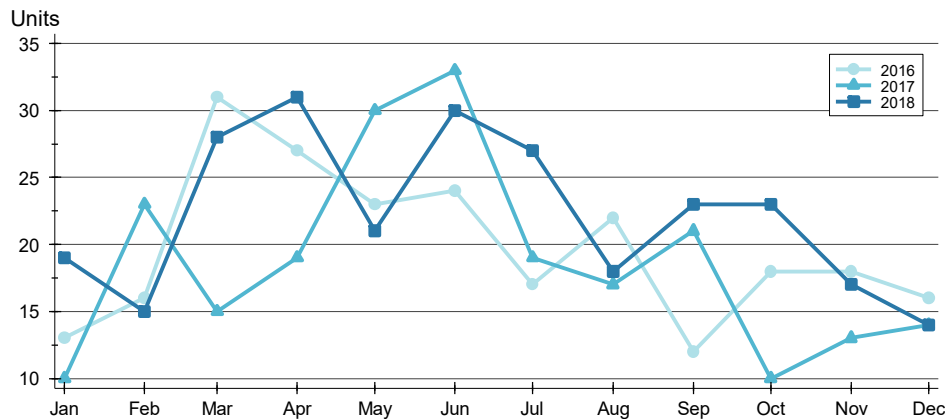
A total of 14 contracts for sale were written in Douglas County (excluding Lawrence) during the month of December, the same as in 2017. The median list price of these homes was \$177,450, down from \$216,975 the prior

Half of the homes that went under contract in December were on the market less than 23 days, compared to 17 days in December 2017.

CONTRACTS WRITTEN ANALYSIS

**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 1/8/2019**

BY MONTH >>



Month	2016	2017	2018
January	13	10	19
February	16	23	15
March	31	15	28
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	23
November	18	13	17
December	16	14	14

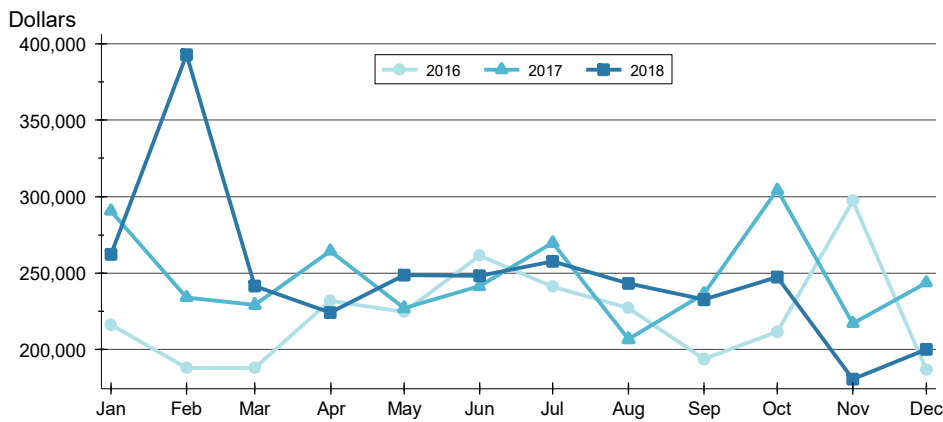
BY PRICE RANGE >>

Price Range	Contracts Written			List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median
Below \$50,000	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
\$50,000-\$99,999	1	7.1%	93	92,800	92,800	24	24	100.0%	100.0%
\$100,000-\$149,999	3	21.4%	363	120,967	120,000	22	16	97.1%	100.0%
\$150,000-\$199,999	4	28.6%	680	169,975	165,000	34	32	98.5%	100.0%
\$200,000-\$249,999	4	28.6%	920	229,950	232,450	19	21	98.1%	99.0%
\$250,000-\$299,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
\$300,000-\$349,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
\$350,000-\$399,999	2	14.3%	747	373,250	373,250	45	45	99.3%	99.3%
\$400,000-\$449,999	0	0.0%	0	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
\$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	14	100.0%	2,802	200,136	177,450	28	23	98.3%	100.0%

CONTRACTS WRITTEN ANALYSIS

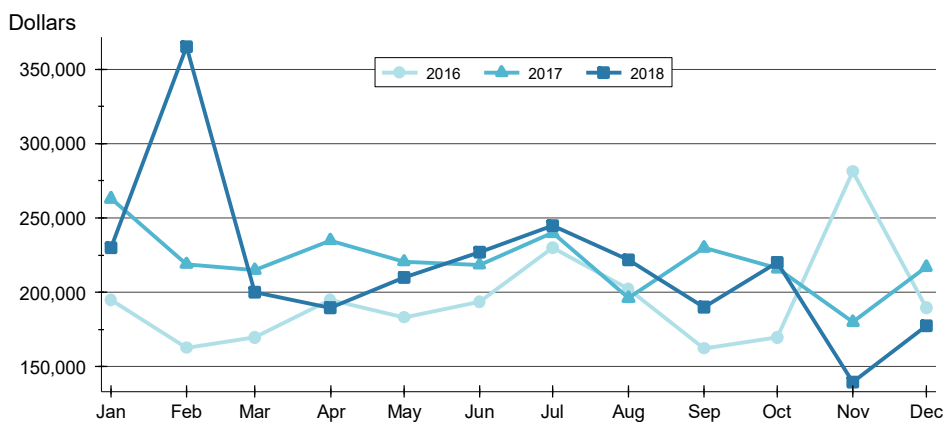
**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 1/8/2019**

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	241,518
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	247,579
November	297,128	217,043	180,788
December	186,518	243,568	200,136

MEDIAN PRICE >>

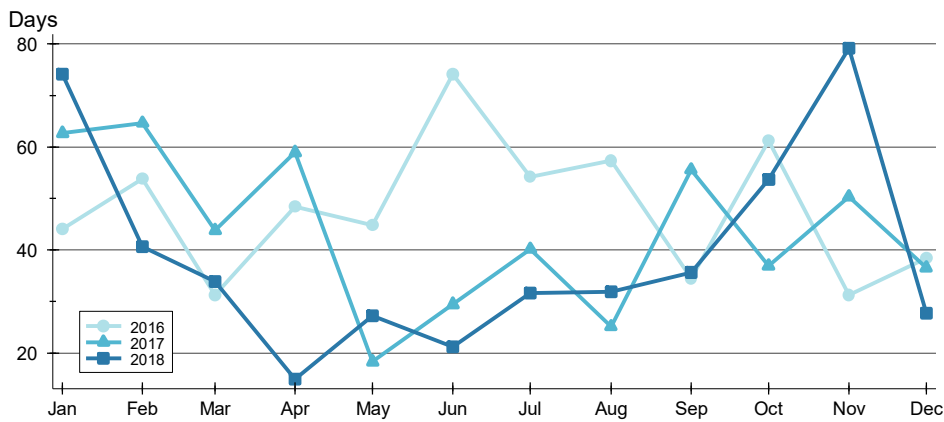


Month	2016	2017	2018
January	194,900	262,900	229,900
February	162,700	218,750	365,000
March	169,900	214,900	199,975
April	195,000	235,000	189,900
May	183,000	220,675	210,000
June	193,750	218,500	226,950
July	229,900	239,900	245,000
August	202,250	196,100	221,850
September	162,450	229,900	190,000
October	169,900	216,000	219,900
November	281,200	180,000	140,000
December	189,500	216,975	177,450

CONTRACTS WRITTEN ANALYSIS

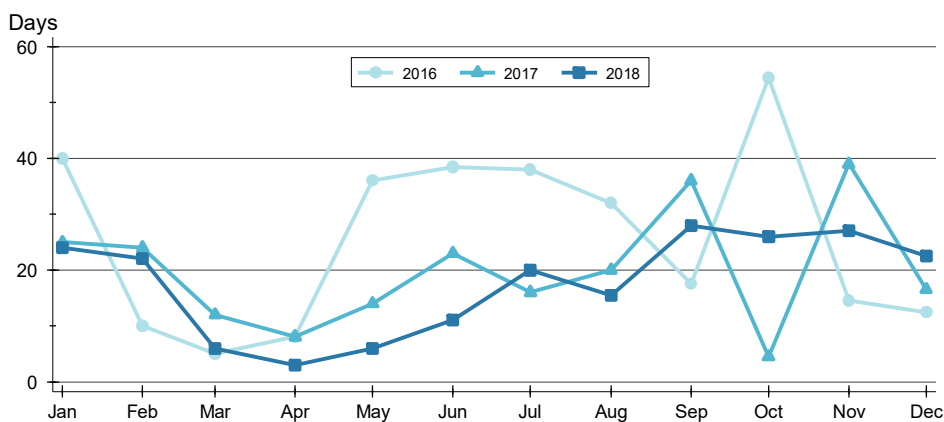
**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 1/8/2019**

AVERAGE DOM



Month	2016	2017	2018
January	44	63	74
February	54	65	41
March	31	44	34
April	48	59	15
May	45	18	27
June	74	29	21
July	54	40	32
August	57	25	32
September	35	56	36
October	61	37	54
November	31	50	79
December	38	37	28

MEDIAN DOM

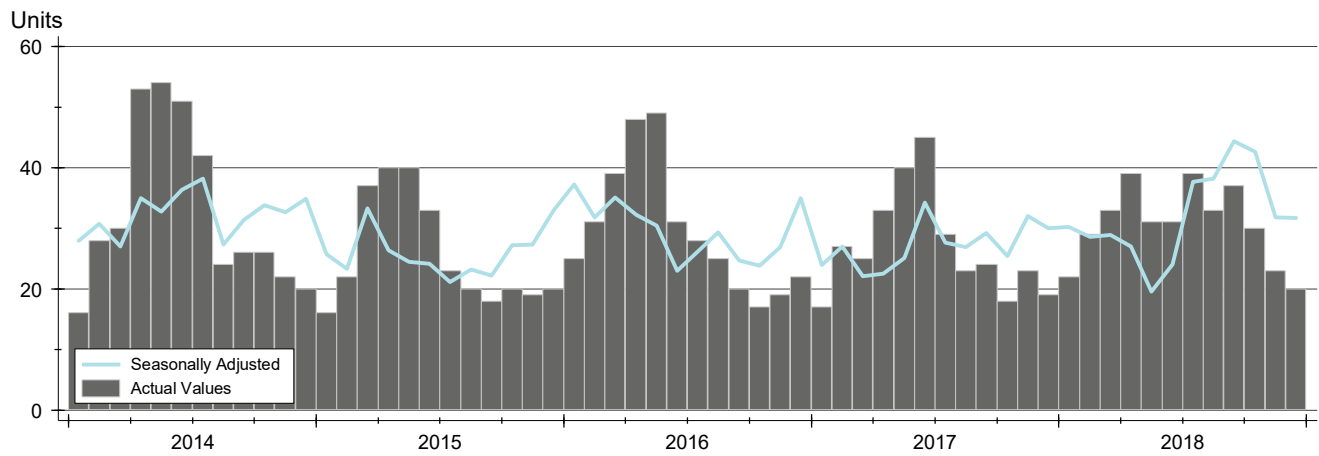


Month	2016	2017	2018
January	40	25	24
February	10	24	22
March	5	12	6
April	8	8	3
May	36	14	6
June	39	23	11
July	38	16	20
August	32	20	16
September	18	36	28
October	55	5	26
November	15	39	27
December	13	17	23

PENDING CONTRACTS ANALYSIS

**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 1/8/2019**

HISTORY »



SUMMARY »

Summary Statistics for Active Listings		End of December		
		2018	2017	Change
Active Listings		20	19	5.3%
Volume (1,000s)		4,369	5,290	-17.4%
Average	List Price	218,440	278,442	-21.5%
	Days on Market	24	43	-43.3%
	Percent of Original	99.0%	99.5%	-0.4%
Median	List Price	166,250	259,900	-36.0%
	Days on Market	21	18	13.9%
	Percent of Original	100.0%	100.0%	0.0%

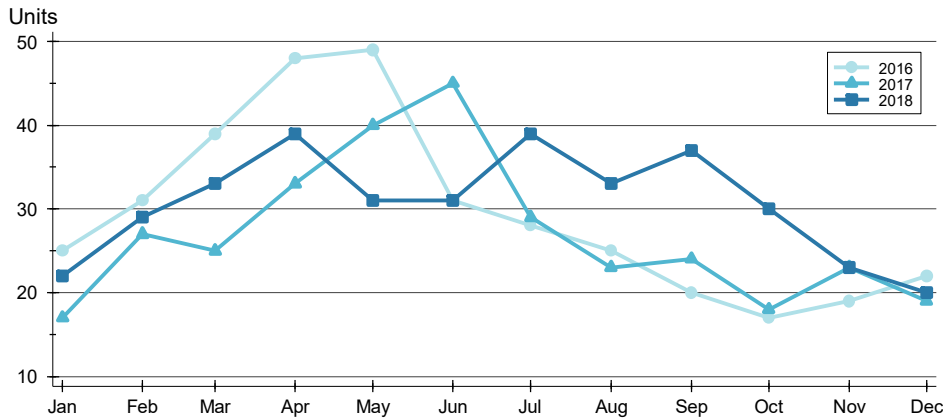
A total of 20 listings in Douglas County (excluding Lawrence) had contracts pending at the end of December, up from 19 contracts pending at the end of December 2017.

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 1/8/2019**

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	20

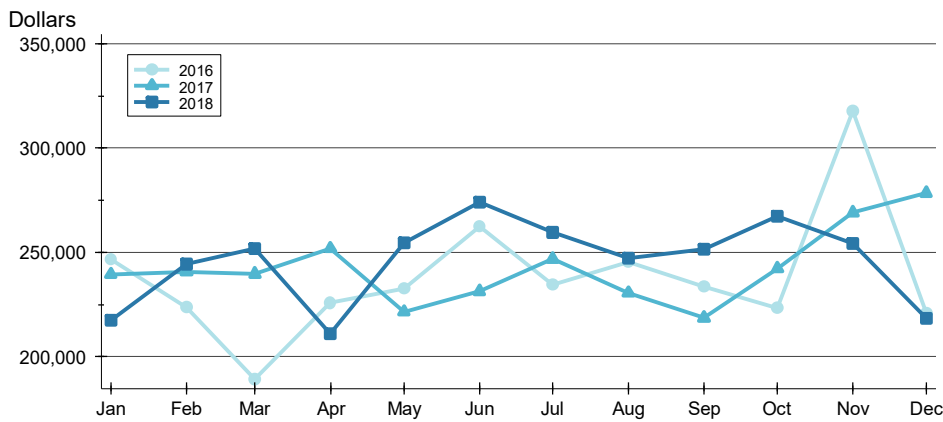
BY PRICE RANGE >>

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	5.0%	93	92,800	92,800	24	24	100.0%	100.0%
\$100,000-\$149,999	6	30.0%	757	126,150	125,950	18	14	98.6%	100.0%
\$150,000-\$199,999	5	25.0%	847	169,480	165,000	35	40	98.3%	100.0%
\$200,000-\$249,999	4	20.0%	904	226,100	225,000	24	21	99.5%	100.0%
\$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	5.0%	315	314,900	314,900	31	31	100.0%	100.0%
\$350,000-\$399,999	1	5.0%	378	377,500	377,500	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	1	5.0%	500	499,900	499,900	27	27	100.0%	100.0%
\$500,000-\$599,999	1	5.0%	575	575,000	575,000	4	4	100.0%	100.0%
\$600,000-\$749,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
\$750,000-\$999,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
All price ranges	20	100.0%	4,369	218,440	166,250	24	21	99.0%	100.0%

PENDING CONTRACTS ANALYSIS

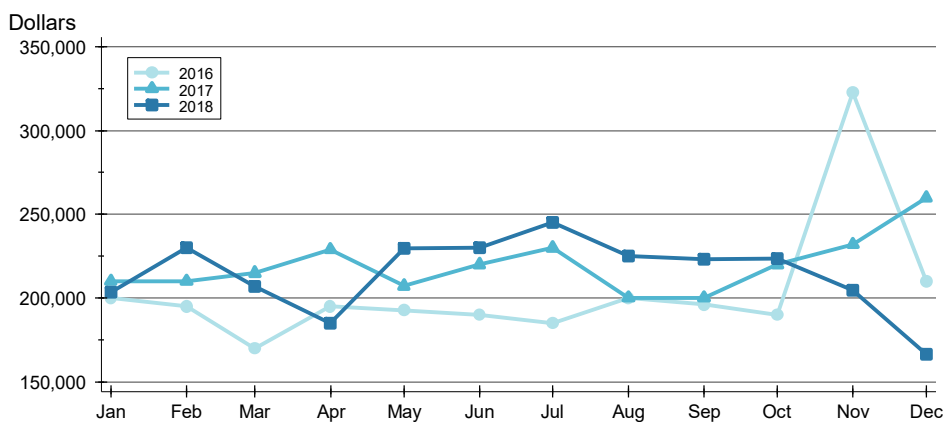
**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 1/8/2019**

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	218,440

MEDIAN PRICE >>

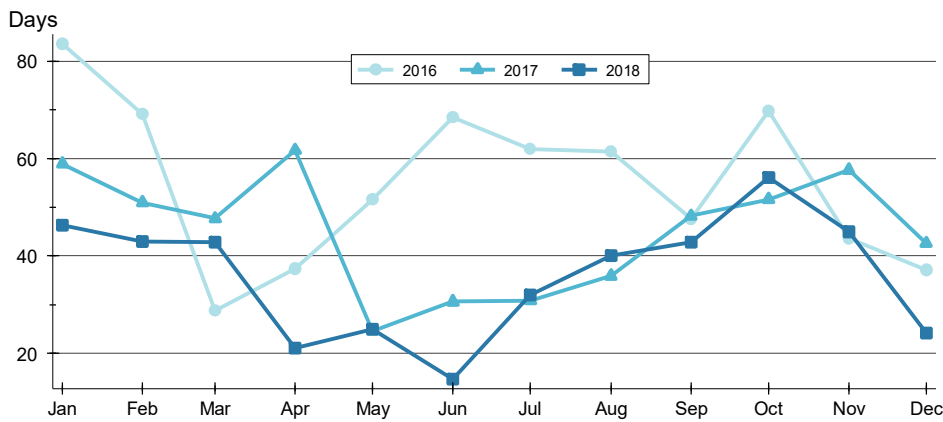


Month	2016	2017	2018
January	199,900	210,000	203,425
February	194,900	210,000	229,900
March	169,900	214,900	206,900
April	194,950	229,000	185,000
May	192,500	207,200	229,500
June	189,900	219,900	229,900
July	184,900	229,900	245,000
August	199,900	200,000	224,900
September	196,200	199,950	222,945
October	190,000	219,950	223,500
November	322,500	232,000	204,500
December	210,000	259,900	166,250

PENDING CONTRACTS ANALYSIS

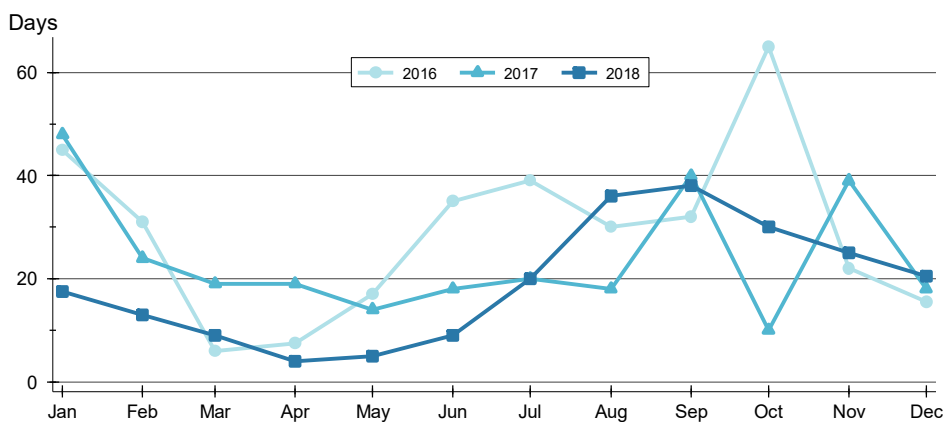
**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 1/8/2019**

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	24

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	21