

MARKET OVERVIEW >>

Douglas County Home Sales Fell in July

Total home sales in Douglas County (excluding Lawrence) fell last month to 26 units, compared to 32 units in July 2017. Total sales volume was \$5.5 million, down from a year earlier.

The median sale price in July was \$173,050, down from \$219,200 a year earlier. Homes that sold in July were typically on the market for 8 days and sold for 100.0% of their list prices.

Douglas County Active Listings Up at End of July

The total number of active listings in Douglas County (excluding Lawrence) at the end of July was 78 units, up from 76 at the same point in 2017. This represents a 3.0 months' supply of homes available for sale. The median list price of homes on the market at the end of July was \$327,200.

During July, a total of 28 contracts were written up from 19 in July 2017. At the end of the month, there were 39 contracts pending, compared to 29 at the end of July 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		July		
Summary Statistics		2018	2017	Change
Home Sales		26	32	-18.8%
Active Listings		78	76	2.6%
Months' Supply		3.0	2.4	26.3%
New Listings		27	33	-18.2%
Contracts Written		28	19	47.4%
Pending Contracts		39	29	34.5%
Sales Volume (1,000s)		5,483	6,952	-21.1%
Average	Sale Price	210,894	217,263	-2.9%
	List Price of Actives	410,954	426,812	-3.7%
	Days on Market	16	24	-32.9%
	Percent of List	97.9%	98.4%	-0.5%
	Percent of Original	97.3%	97.7%	-0.4%
Median	Sale Price	173,050	219,200	-21.1%
	List Price of Actives	327,200	352,450	-7.2%
	Days on Market	8	17	-51.5%
	Percent of List	100.0%	100.0%	0.0%
	Percent of Original	100.0%	100.0%	0.0%

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THREE-YEAR COMPARISONS

SUMMARY >>

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

July MLS Statistics By Property Type		2018			2017			2016		
		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		26	26	0	32	32	0	22	22	0
Change from prior year		-18.8%	-18.8%	N/A	45.5%	45.5%	N/A	-21.4%	-21.4%	N/A
Active Listings		78	69	9	76	71	5	82	79	3
Change from prior year		2.6%	-2.8%	80.0%	-7.3%	-10.1%	66.7%	7.9%	5.3%	200.0%
Months' Supply		3.0	2.7	N/A	2.4	2.2	N/A	3.7	3.6	N/A
Change from prior year		26.3%	19.6%	N/A	-36.3%	-38.2%	N/A	37.3%	34.1%	N/A
New Listings		27	27	0	33	30	3	33	33	0
Change from prior year		-18.2%	-10.0%	-100.0%	0.0%	-9.1%	N/A	17.9%	22.2%	-100.0%
Contracts Written		28	23	5	19	19	0	17	17	0
Change from prior year		47.4%	21.1%	N/A	11.8%	11.8%	N/A	21.4%	30.8%	-100.0%
Pending Contracts		39	33	6	29	29	0	28	28	0
Change from prior year		34.5%	13.8%	N/A	3.6%	3.6%	N/A	21.7%	27.3%	-100.0%
Sales Volume (1,000s)		5,483	5,483	0	6,952	6,952	0	5,073	5,073	0
Change from prior year		-21.1%	-21.1%	N/A	37.0%	37.0%	N/A	-5.5%	-5.5%	N/A
Average	Sale Price	210,894	210,894	N/A	217,263	217,263	N/A	230,602	230,602	N/A
	Change from prior year	-2.9%	-2.9%	N/A	-5.8%	-5.8%	N/A	20.2%	20.2%	N/A
	List Price of Actives	410,954	421,278	331,799	426,812	437,647	272,960	382,100	388,332	218,000
	Change from prior year	-3.7%	-3.7%	N/A	11.7%	12.7%	N/A	23.4%	25.1%	N/A
	Days on Market	16	16	N/A	24	24	N/A	76	76	N/A
	Change from prior year	-32.8%	-32.8%	N/A	-68.2%	-68.2%	N/A	93.1%	93.1%	N/A
Median	Percent of List	97.9%	97.9%	N/A	98.4%	98.4%	N/A	98.1%	98.1%	N/A
	Change from prior year	-0.5%	-0.5%	N/A	0.3%	0.3%	N/A	-0.1%	-0.1%	N/A
	Percent of Original	97.3%	97.3%	N/A	97.7%	97.7%	N/A	96.5%	96.5%	N/A
	Change from prior year	-0.4%	-0.4%	N/A	1.2%	1.2%	N/A	-0.5%	-0.5%	N/A
	Sale Price	173,050	173,050	N/A	219,200	219,200	N/A	178,500	178,500	N/A
	Change from prior year	-21.1%	-21.1%	N/A	22.8%	22.8%	N/A	1.4%	1.4%	N/A
List Price of Actives	327,200	335,000	289,900	352,450	359,000	259,900	284,950	299,900	204,600	
Change from prior year	-7.2%	-6.7%	N/A	23.7%	19.7%	N/A	20.0%	33.3%	N/A	
Days on Market	8	8	N/A	17	17	N/A	29	29	N/A	
Change from prior year	-51.5%	-51.5%	N/A	-42.1%	-42.1%	N/A	18.8%	18.8%	N/A	
Percent of List	100.0%	100.0%	N/A	100.0%	100.0%	N/A	99.9%	99.9%	N/A	
Change from prior year	0.0%	0.0%	N/A	0.1%	0.1%	N/A	0.9%	0.9%	N/A	
Percent of Original	100.0%	100.0%	N/A	100.0%	100.0%	N/A	98.6%	98.6%	N/A	
Change from prior year	0.0%	0.0%	N/A	1.5%	1.5%	N/A	1.3%	1.3%	N/A	

YEAR-TO-DATE STATISTICS

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

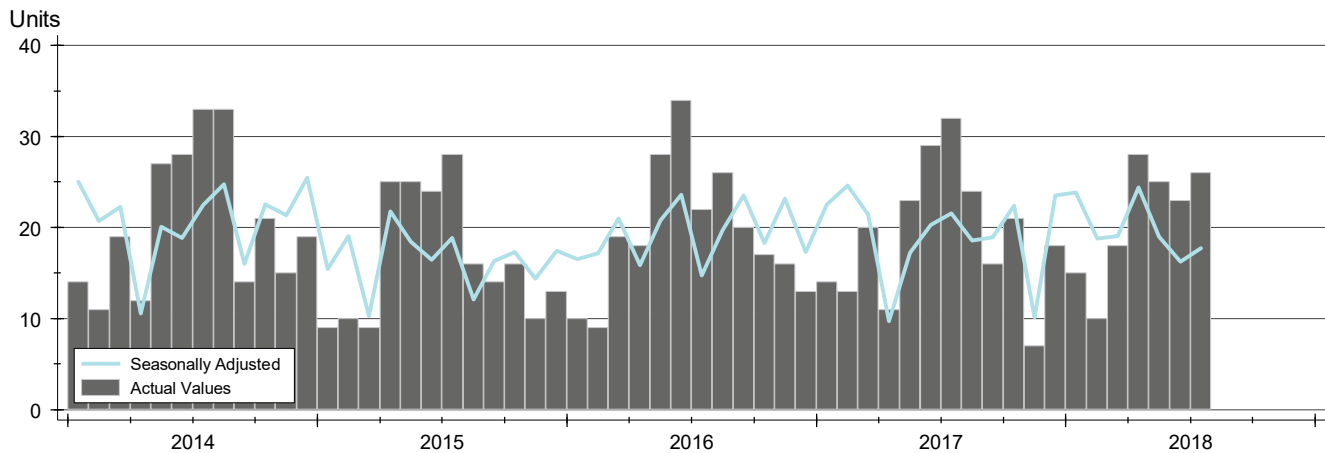
SUMMARY >>

Year-to-Date Activity By Property Type		2018			2017			2016		
		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		145	142	3	142	136	6	140	138	2
Change from prior year		2.1%	4.4%	-50.0%	1.4%	-1.4%	200.0%	7.7%	7.0%	100.0%
New Listings		227	212	15	209	198	11	233	230	3
Change from prior year		8.6%	7.1%	36.4%	-10.3%	-13.9%	266.7%	18.3%	19.8%	-40.0%
Contracts Written		169	162	7	149	143	6	151	149	2
Change from prior year		13.4%	13.3%	16.7%	-1.3%	-4.0%	200.0%	11.0%	11.2%	0.0%
Sales Volume (1,000s)		35,250	34,507	743	33,090	31,602	1,488	29,436	28,946	490
Change from prior year		6.5%	9.2%	-50.1%	12.4%	9.2%	203.8%	22.4%	22.5%	16.9%
Average	Sale Price	243,105	243,008	247,692	233,028	232,366	248,028	210,254	209,752	244,950
	Change from prior year	4.3%	4.6%	-0.1%	10.8%	10.8%	1.3%	13.7%	14.5%	-41.5%
	Days on Market	34	32	110	41	38	114	52	51	127
	Change from prior year	-17.6%	-14.8%	-3.2%	-21.7%	-26.3%	-10.2%	-24.0%	-25.6%	86.8%
	Percent of List	99.0%	99.0%	100.7%	98.4%	98.4%	100.1%	97.7%	97.7%	100.0%
Change from prior year	0.6%	0.6%	0.5%	0.7%	0.7%	0.1%	0.5%	0.4%	7.2%	
Median	Percent of Original	98.0%	98.0%	100.5%	97.5%	97.4%	100.7%	96.2%	96.1%	100.0%
	Change from prior year	0.5%	0.6%	-0.2%	1.4%	1.3%	0.7%	1.6%	1.5%	7.2%
	Sale Price	200,000	198,950	259,900	219,200	216,700	268,500	180,000	178,950	244,950
	Change from prior year	-8.8%	-8.2%	-3.2%	21.8%	21.1%	9.6%	6.2%	5.9%	-41.5%
	Days on Market	10	9	111	15	14	103	20	20	127
Change from prior year	-31.0%	-35.7%	8.3%	-27.5%	-28.2%	-19.3%	-40.3%	-40.9%	86.8%	
Percent of List	Change from prior year	0.7%	1.0%	0.0%	-0.5%	-0.6%	0.0%	1.2%	1.0%	7.2%
	Percent of Original	99.5%	99.5%	100.0%	98.7%	98.4%	100.3%	98.4%	98.2%	100.0%
	Change from prior year	0.8%	1.1%	-0.3%	0.3%	0.2%	0.3%	2.1%	1.8%	7.2%

CLOSED LISTINGS ANALYSIS

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

HISTORY >>



SUMMARY >>

Summary Statistics for Closed Listings		July			Year-to-Date		
		2018	2017	Change	2018	2017	Change
Closed Listings		26	32	-18.8%	145	142	2.1%
Volume (1,000s)		5,483	6,952	-21.1%	35,250	33,090	6.5%
Average	Sale Price	210,894	217,263	-2.9%	243,105	233,028	4.3%
	Days on Market	16	24	-32.8%	34	41	-17.6%
	Percent of List	97.9%	98.4%	-0.5%	99.0%	98.4%	0.6%
	Percent of Original	97.3%	97.7%	-0.4%	98.0%	97.5%	0.5%
Median	Sale Price	173,050	219,200	-21.1%	200,000	219,200	-8.8%
	Days on Market	8	17	-51.5%	10	15	-31.0%
	Percent of List	100.0%	100.0%	0.0%	100.0%	99.3%	0.7%
	Percent of Original	100.0%	100.0%	0.0%	99.5%	98.7%	0.8%

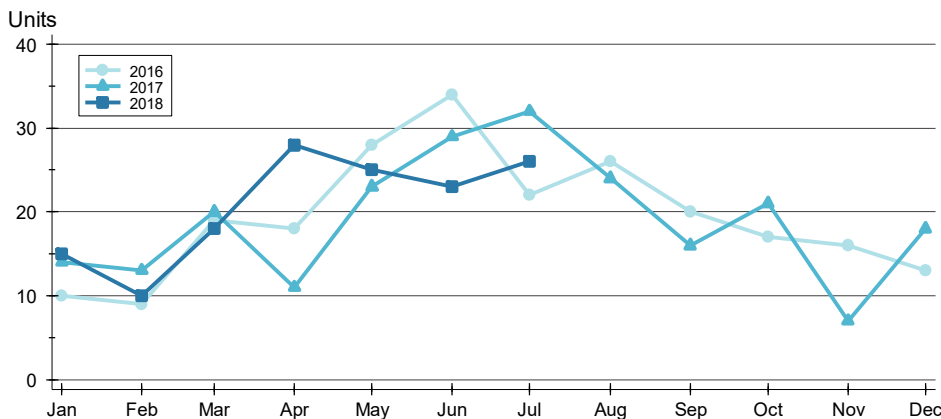
A total of 26 homes sold in Douglas County (excluding Lawrence) in July, down from 32 units in July 2017. Total sales volume fell to \$5.5 million compared to \$7.0 million in the previous year.

The median sales price in July was \$173,050, down 21.1% compared to the prior year. Median days on market was 8 days, up from 5 days in June, but down from 17 in July 2017.

CLOSED LISTINGS ANALYSIS

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

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	26
August	26	24	20
September	20	16	16
October	17	21	17
November	16	7	7
December	13	18	18

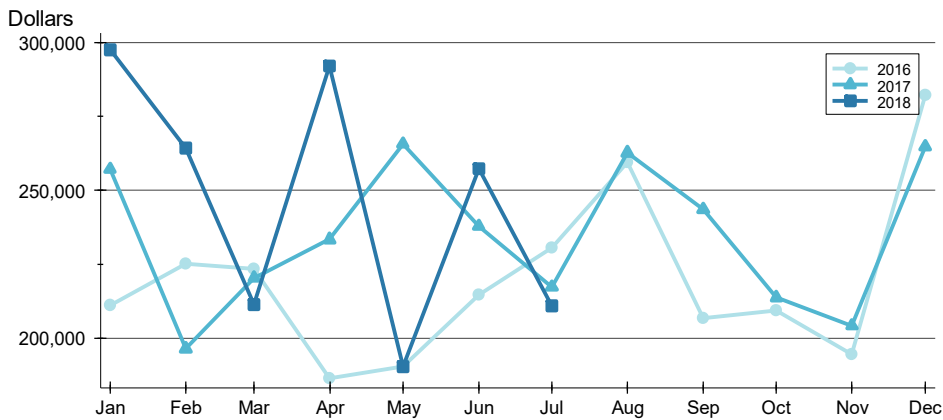
BY PRICE RANGE >>

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	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$50,000-\$99,999	3	11.5%	205	68,300	61,000	33	9	88.7%	89.1%	88.7%	89.1%
\$100,000-\$149,999	4	15.4%	490	122,600	119,950	4	4	96.8%	100.0%	96.8%	100.0%
\$150,000-\$199,999	8	30.8%	1,344	168,031	167,000	8	4	100.9%	100.0%	100.4%	100.0%
\$200,000-\$249,999	3	11.5%	690	229,967	230,000	7	5	100.9%	100.4%	100.9%	100.4%
\$250,000-\$299,999	3	11.5%	824	274,667	279,000	23	11	97.6%	98.1%	94.9%	96.2%
\$300,000-\$349,999	1	3.8%	350	349,900	349,900	16	16	100.0%	100.0%	100.0%	100.0%
\$350,000-\$399,999	2	7.7%	750	374,950	374,950	25	25	98.7%	98.7%	96.9%	96.9%
\$400,000-\$449,999	2	7.7%	830	415,000	415,000	49	49	96.0%	96.0%	96.0%	96.0%
\$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	26	100.0%	5,483	210,894	173,050	16	8	97.9%	100.0%	97.3%	100.0%

CLOSED LISTINGS ANALYSIS

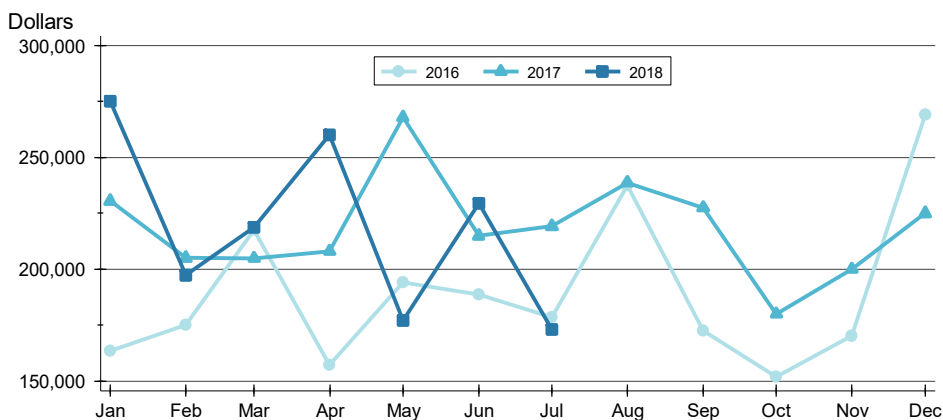
**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 8/8/2018**

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	210,894
August	259,419	262,783	
September	206,725	243,602	
October	209,365	213,669	
November	194,450	204,118	
December	282,208	264,853	

MEDIAN PRICE >>

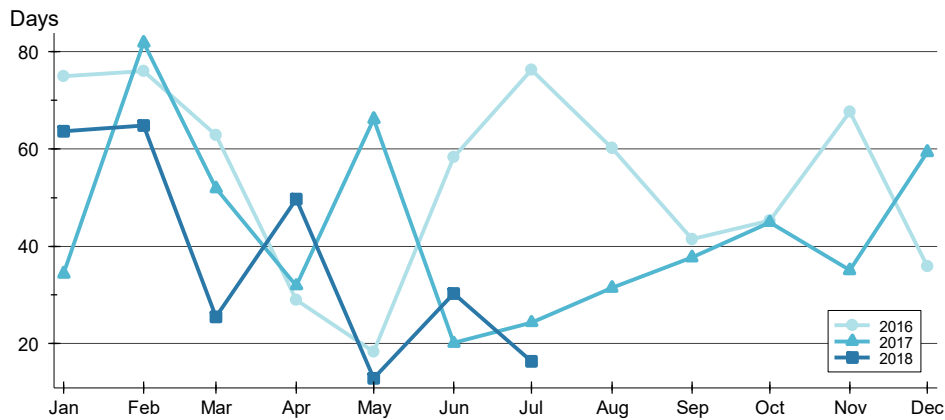


Month	2016	2017	2018
January	163,500	230,450	275,000
February	175,000	205,000	197,388
March	217,500	204,950	218,750
April	157,000	208,000	259,950
May	194,200	267,900	177,000
June	188,750	214,900	229,500
July	178,500	219,200	173,050
August	237,450	238,750	
September	172,500	227,450	
October	152,000	180,000	
November	170,000	199,900	
December	269,000	225,000	

CLOSED LISTINGS ANALYSIS

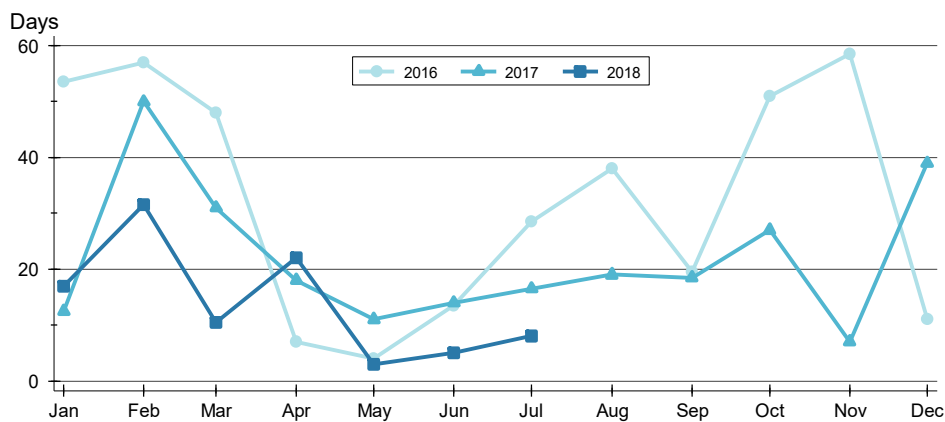
**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 8/8/2018**

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	
September	41	38	
October	45	45	
November	68	35	
December	36	59	

MEDIAN DOM >>

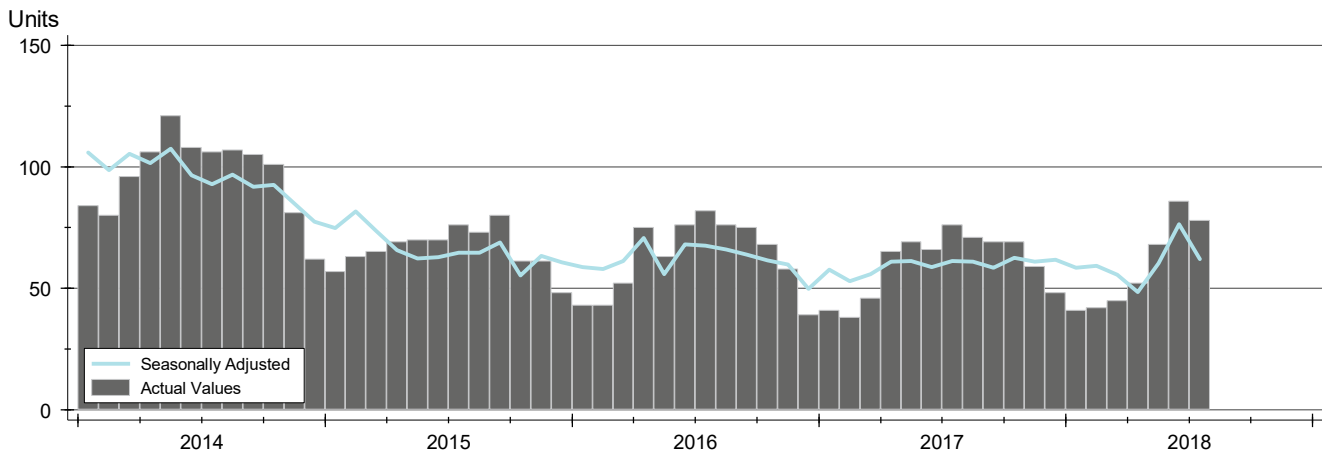


Month	2016	2017	2018
January	54	13	17
February	57	50	32
March	48	31	11
April	7	18	22
May	4	11	3
June	14	14	5
July	29	17	8
August	38	19	
September	20	19	
October	51	27	
November	59	7	
December	11	39	

ACTIVE LISTINGS ANALYSIS

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

HISTORY >>



SUMMARY >>

Summary Statistics for Active Listings		End of July		
		2018	2017	Change
Active Listings		78	76	2.6%
Months' Supply		3.0	2.4	26.3%
Volume (1,000s)		32,054	32,438	-1.2%
Average	List Price	410,954	426,812	-3.7%
	Days on Market	75	69	9.0%
	Percent of Original	98.5%	98.9%	-0.4%
Median	List Price	327,200	352,450	-7.2%
	Days on Market	59	43	37.2%
	Percent of Original	100.0%	100.0%	0.0%

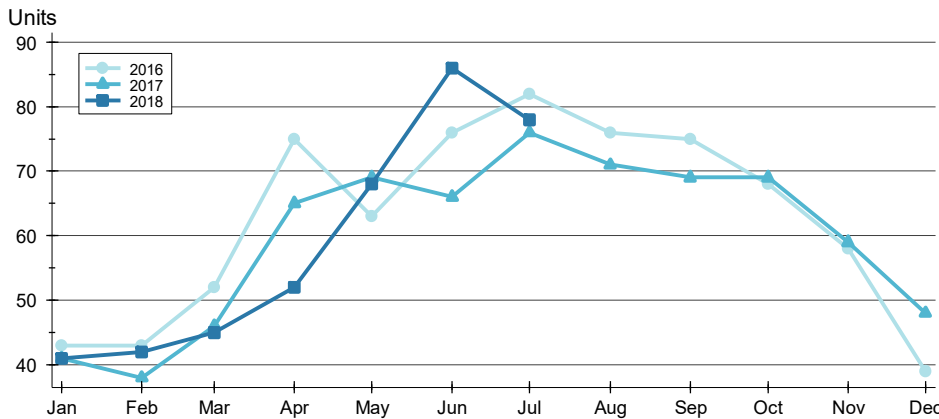
A total of 78 homes were available for sale in Douglas County (excluding Lawrence) at the end of July. This represents a 3.0 months' supply of active listings.

The median list price of homes on the market at the end of July was \$327,200, down 7.2% from 2017. The typical time on market for active listings was 59 days, up from 43 days a year earlier.

ACTIVE LISTINGS ANALYSIS

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

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	75
September	75	69	69
October	68	69	68
November	58	59	58
December	39	48	39

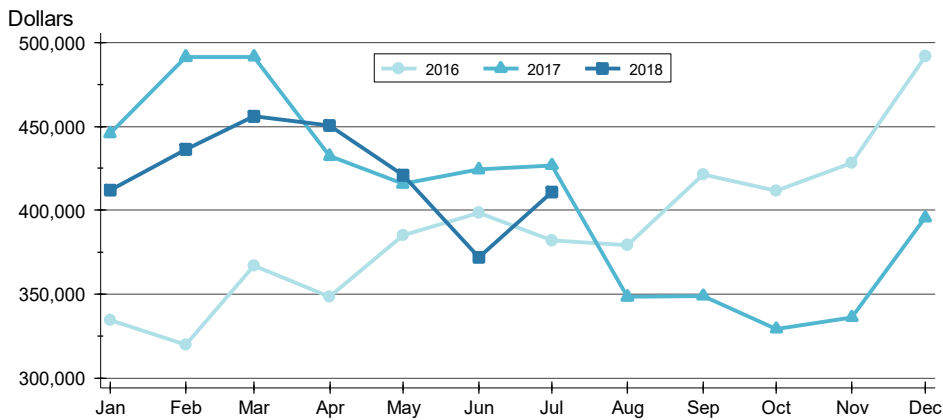
BY PRICE RANGE >>

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	0.3	79,900	79,900	60	60	94.0%	94.0%
\$100,000-\$149,999	7	9.0%	884	1.8	126,329	124,900	105	43	100.0%	100.0%
\$150,000-\$199,999	7	9.0%	1,230	0.9	175,686	182,900	65	58	96.0%	95.0%
\$200,000-\$249,999	7	9.0%	1,601	2.3	228,643	225,000	43	36	99.1%	100.0%
\$250,000-\$299,999	10	12.8%	2,767	3.3	276,720	277,450	82	80	97.7%	100.0%
\$300,000-\$349,999	11	14.1%	3,580	11.0	325,418	324,900	48	41	98.8%	100.0%
\$350,000-\$399,999	5	6.4%	1,834	2.5	366,740	359,900	44	50	99.7%	100.0%
\$400,000-\$449,999	6	7.7%	2,514	3.0	418,967	422,500	89	61	98.2%	100.0%
\$450,000-\$499,999	5	6.4%	2,404	N/A	480,770	484,900	87	114	95.8%	96.8%
\$500,000-\$599,999	6	7.7%	3,194	N/A	532,408	530,000	73	60	99.3%	100.0%
\$600,000-\$749,999	7	9.0%	4,602	N/A	657,486	650,000	110	89	99.5%	100.0%
\$750,000-\$999,999	2	2.6%	1,695	N/A	847,450	847,450	76	76	100.0%	100.0%
\$1,000,000 and up	3	3.8%	5,625	N/A	1,875,000	1,375,000	129	99	100.0%	100.0%
All price ranges	78	100.0%	32,054	3.0	410,954	327,200	75	59	98.5%	100.0%

ACTIVE LISTINGS ANALYSIS

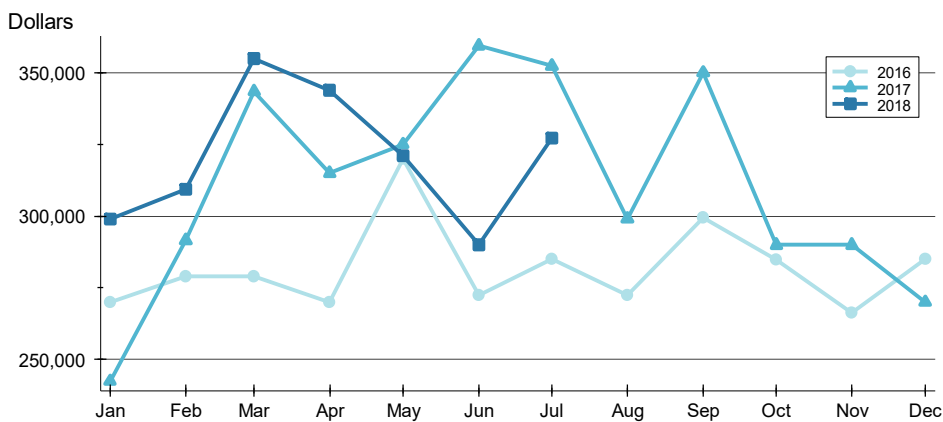
**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 8/8/2018**

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	348,938
September	421,347	348,938	329,284
October	411,644	329,284	336,117
November	428,159	336,117	336,117
December	491,790	395,677	395,677

MEDIAN PRICE

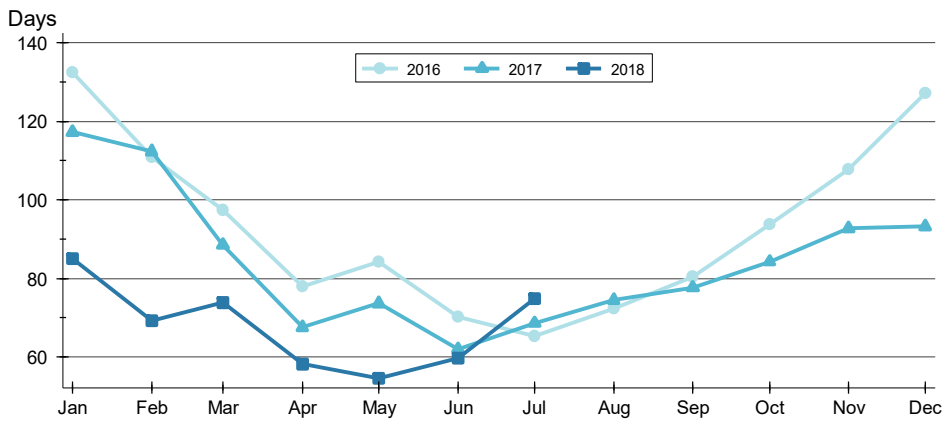


Month	2016	2017	2018
January	269,900	242,500	299,000
February	279,000	291,500	309,500
March	279,000	343,500	354,900
April	269,900	315,000	344,000
May	320,000	325,000	321,000
June	272,400	359,450	289,900
July	284,950	352,450	327,200
August	272,450	299,000	299,000
September	299,500	350,000	350,000
October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

ACTIVE LISTINGS ANALYSIS

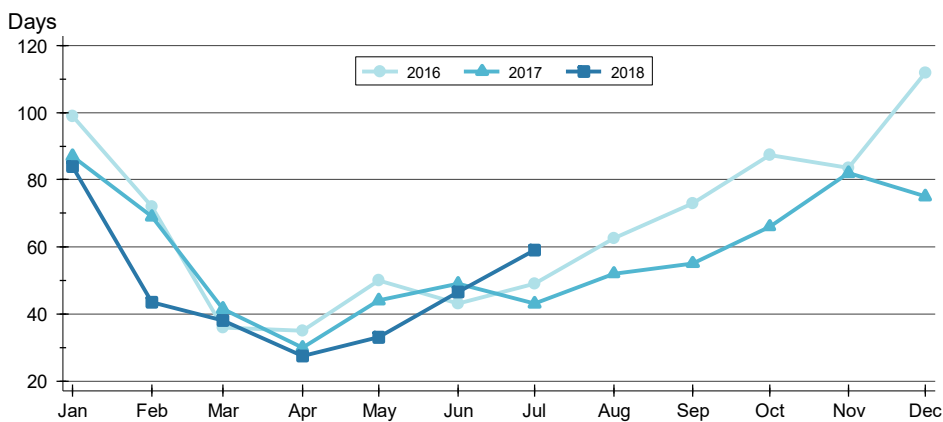
**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 8/8/2018**

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	78
September	80	78	84
October	94	84	93
November	108	93	127
December	127	93	93

MEDIAN DOM >>

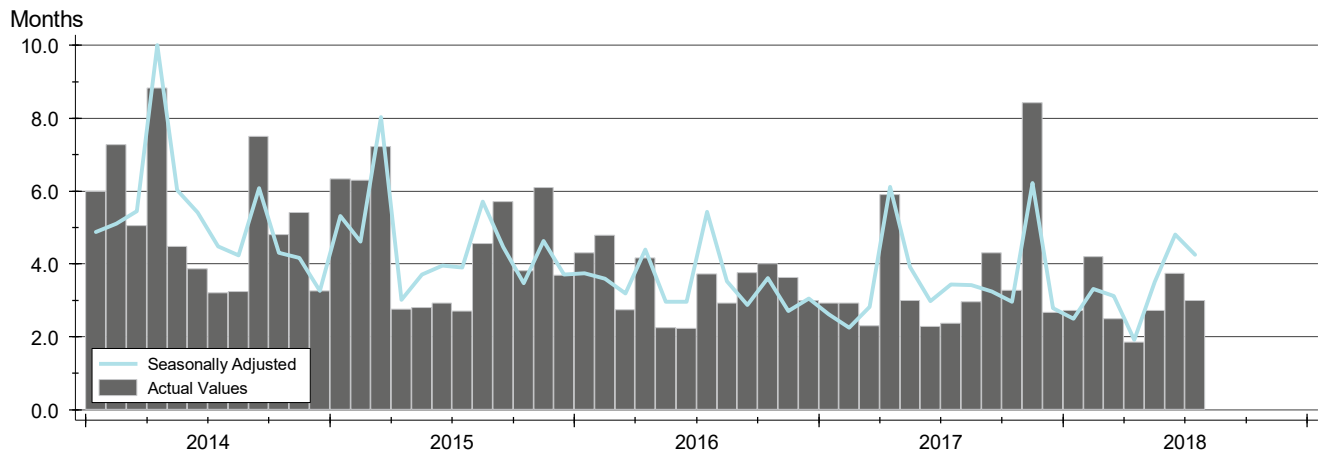


Month	2016	2017	2018
January	99	87	84
February	72	69	44
March	36	42	38
April	35	30	28
May	50	44	33
June	43	49	47
July	49	43	59
August	63	52	73
September	73	55	88
October	88	66	84
November	84	82	112
December	112	75	75

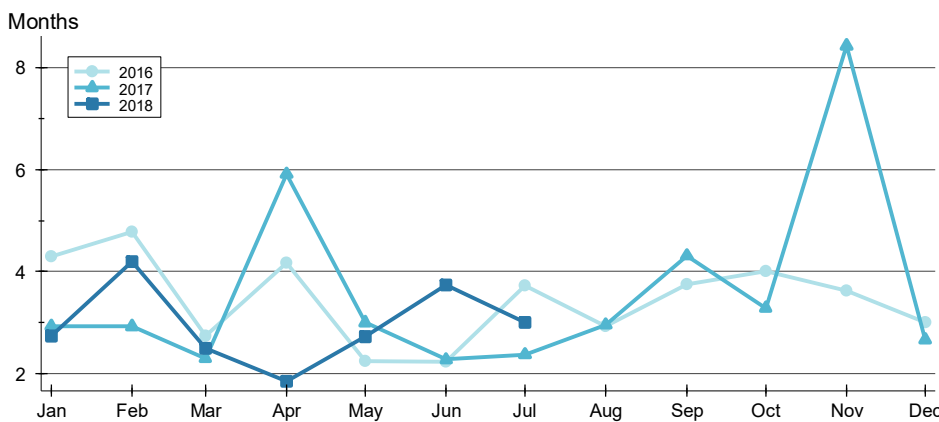
MONTHS' SUPPLY ANALYSIS

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

HISTORY >>



BY MONTH >>

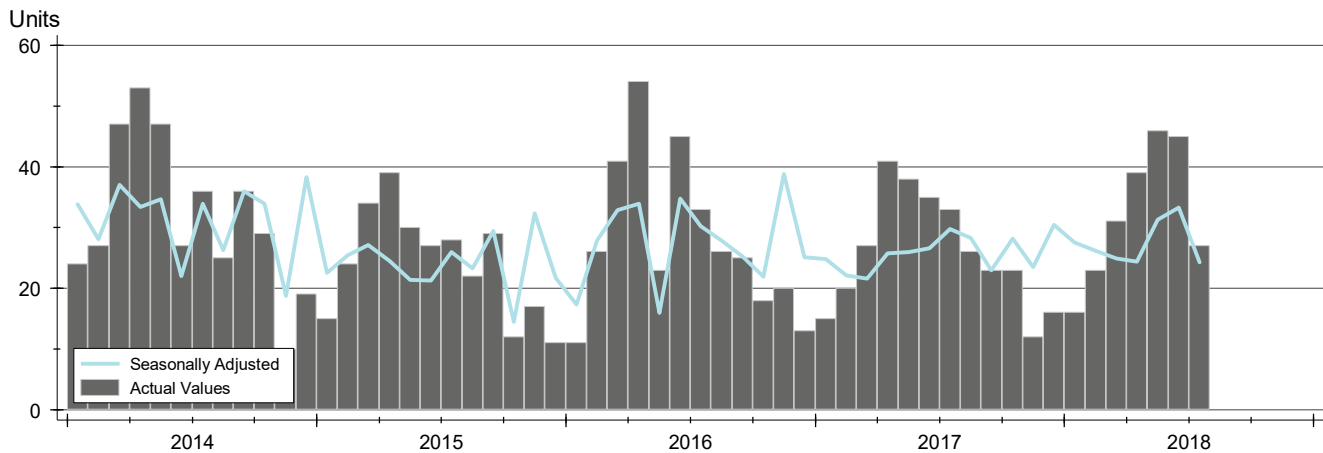


Month	2016	2017	2018
January	4.3	2.9	2.7
February	4.8	2.9	4.2
March	2.7	2.3	2.5
April	4.2	5.9	1.9
May	2.3	3.0	2.7
June	2.2	2.3	3.7
July	3.7	2.4	3.0
August	2.9	3.0	
September	3.8	4.3	
October	4.0	3.3	
November	3.6	8.4	
December	3.0	2.7	

NEW LISTINGS ANALYSIS

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

HISTORY >>



SUMMARY >>

Summary Statistics for New Listings		July		
		2018	2017	Change
Current Month	New Listings	27	33	-18.2%
	Volume (1,000s)	8,258	9,570	-13.7%
	Average List Price	305,833	289,994	5.5%
	Median List Price	309,900	239,900	29.2%
YTD	New Listings	227	209	8.6%
	Volume (1,000s)	65,475	57,162	14.5%
	Average List Price	288,438	273,503	5.5%
	Median List Price	249,900	235,000	6.3%

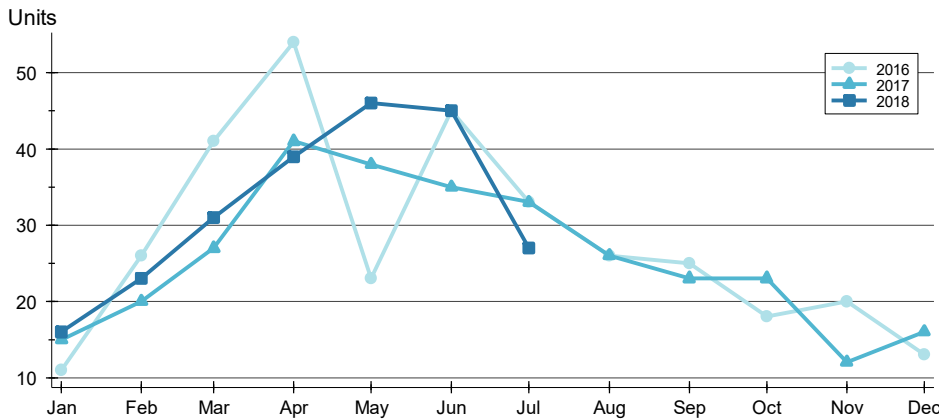
A total of 27 new listings were added in Douglas County (excluding Lawrence) during July, down 18.2% from the same month in 2017. Year-to-date Douglas County (excluding Lawrence) has seen 227 new listings.

The median list price of these homes was \$309,900 up from \$239,900 in 2017.

NEW LISTINGS ANALYSIS

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

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	45
July	33	33	27
August	26	26	
September	25	23	
October	18	23	
November	20	12	
December	13	16	

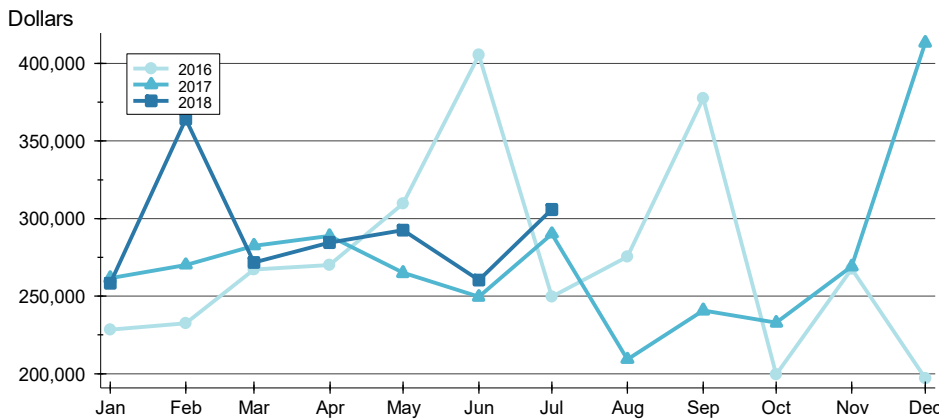
BY PRICE RANGE >>

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	1	3.7%	65	64,900	64,900
\$100,000-\$149,999	3	11.1%	400	133,333	135,000
\$150,000-\$199,999	4	14.8%	719	179,675	176,950
\$200,000-\$249,999	3	11.1%	704	234,567	235,000
\$250,000-\$299,999	2	7.4%	529	264,500	264,500
\$300,000-\$349,999	5	18.5%	1,644	328,760	329,000
\$350,000-\$399,999	4	14.8%	1,504	375,875	374,500
\$400,000-\$449,999	1	3.7%	425	425,000	425,000
\$450,000-\$499,999	1	3.7%	499	499,000	499,000
\$500,000-\$599,999	1	3.7%	500	500,000	500,000
\$600,000-\$749,999	2	7.4%	1,270	634,950	634,950
\$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	27	100.0%	8,258	305,833	309,900

NEW LISTINGS ANALYSIS

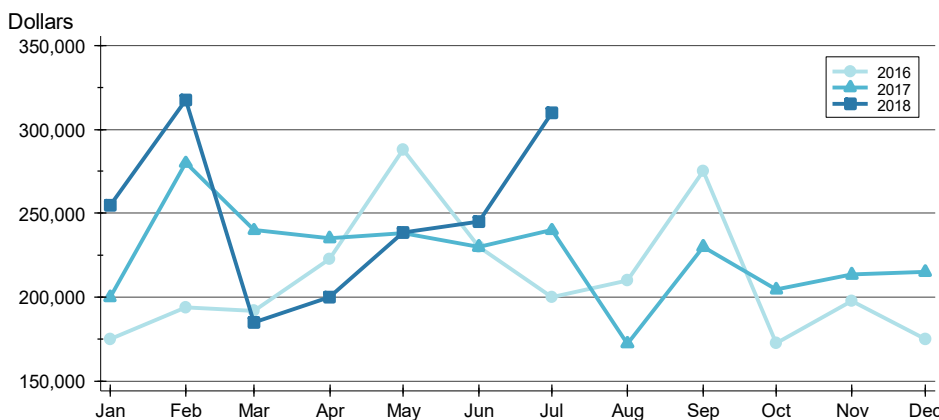
**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 8/8/2018**

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	284,659
May	309,483	264,988	292,575
June	405,209	249,489	260,490
July	249,579	289,994	305,833
August	275,553	209,443	209,443
September	377,396	240,778	240,778
October	199,794	232,948	232,948
November	267,368	269,054	269,054
December	197,446	413,091	413,091

MEDIAN PRICE >>

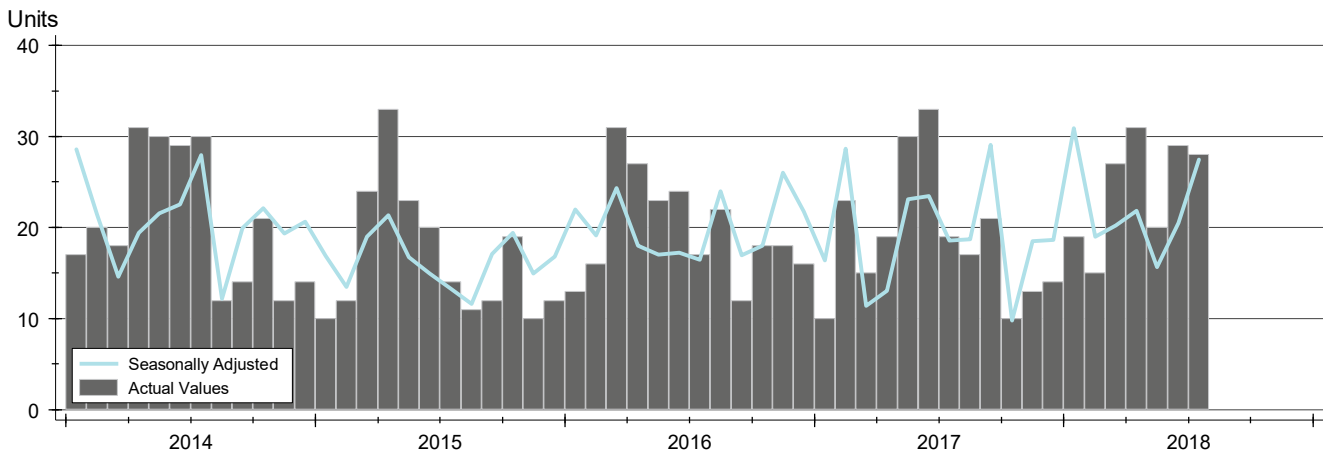


Month	2016	2017	2018
January	175,000	199,900	254,700
February	193,950	280,000	317,500
March	192,000	239,900	185,000
April	222,750	235,000	200,000
May	287,900	237,975	238,500
June	229,900	229,900	245,000
July	200,000	239,900	309,900
August	209,950	172,250	172,250
September	275,000	229,900	229,900
October	172,400	204,500	204,500
November	197,500	213,400	213,400
December	174,900	214,925	214,925

CONTRACTS WRITTEN ANALYSIS

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

HISTORY >>



SUMMARY >>

Summary Statistics for Contracts Written		July			Year-to-Date		
		2018	2017	Change	2018	2017	Change
Closed Listings		28	19	47.4%	169	149	13.4%
Volume (1,000s)		7,091	5,126	38.3%	42,871	36,649	17.0%
Average	Sale Price	253,253	269,766	-6.1%	253,677	245,966	3.1%
	Days on Market	38	40	-5.6%	33	41	-19.7%
	Percent of Original	97.4%	95.1%	2.5%	97.8%	97.5%	0.3%
Median	Sale Price	242,000	239,900	0.9%	209,000	225,000	-7.1%
	Days on Market	31	16	90.6%	11	16	-31.3%
	Percent of Original	100.0%	96.3%	3.8%	100.0%	98.8%	1.2%

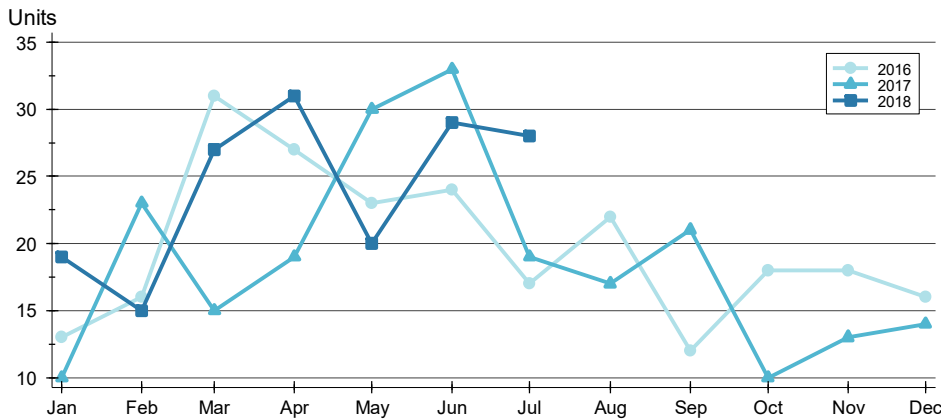
A total of 28 contracts for sale were written in Douglas County (excluding Lawrence) during the month of July, up from 19 in 2017. The median list price of these homes was \$242,000, up from \$239,900 the prior year.

Half of the homes that went under contract in July were on the market less than 31 days, compared to 16 days in July 2017.

CONTRACTS WRITTEN ANALYSIS

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

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	20
June	24	33	29
July	17	19	28
August	22	17	21
September	12	21	10
October	18	10	18
November	18	13	13
December	16	14	14

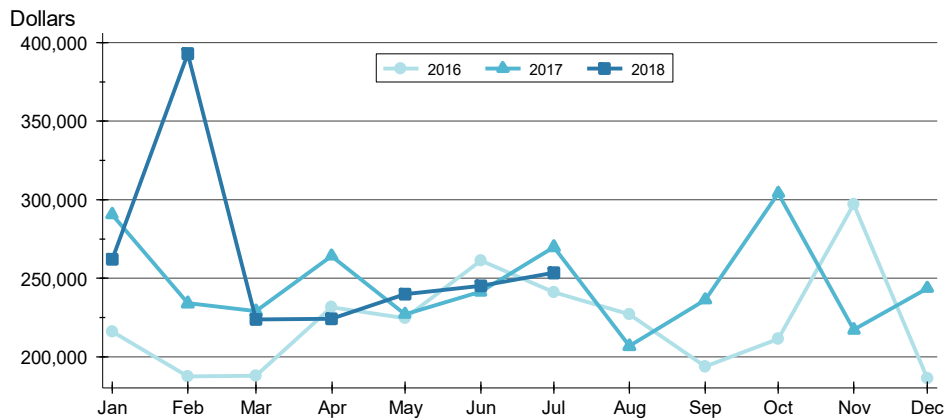
BY PRICE RANGE >>

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	3.6%	65	64,900	64,900	4	4	77.0%	77.0%
\$100,000-\$149,999	3	10.7%	409	136,300	135,000	38	39	93.7%	92.6%
\$150,000-\$199,999	9	32.1%	1,640	182,222	179,000	34	20	97.1%	100.0%
\$200,000-\$249,999	2	7.1%	484	242,000	242,000	30	30	98.1%	98.1%
\$250,000-\$299,999	5	17.9%	1,405	280,940	279,900	41	19	100.5%	100.0%
\$300,000-\$349,999	2	7.1%	683	341,748	341,748	67	67	100.0%	100.0%
\$350,000-\$399,999	3	10.7%	1,121	373,767	375,000	32	39	100.0%	100.0%
\$400,000-\$449,999	3	10.7%	1,284	427,933	434,900	48	57	99.2%	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	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	28	100.0%	7,091	253,253	242,000	38	31	97.4%	100.0%

CONTRACTS WRITTEN ANALYSIS

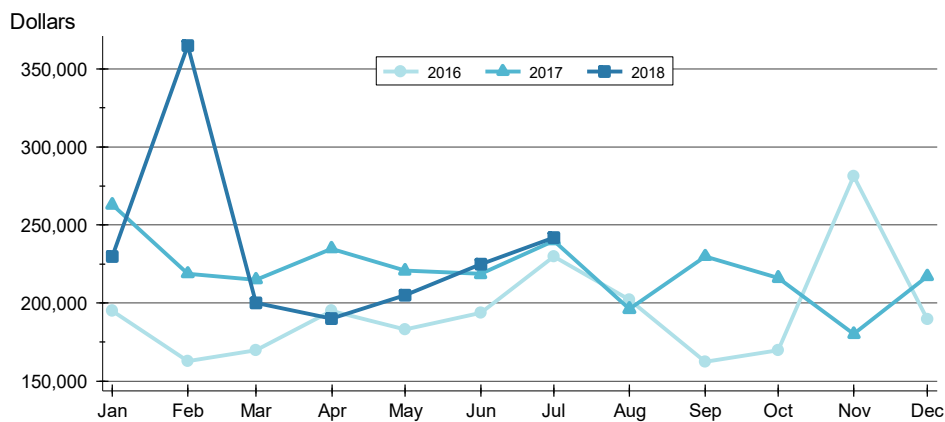
**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 8/8/2018**

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	239,888
June	261,167	241,371	245,407
July	241,076	269,766	253,253
August	226,877	206,747	206,747
September	193,792	236,293	236,293
October	211,433	304,270	304,270
November	297,128	217,043	217,043
December	186,518	243,568	243,568

MEDIAN PRICE >>

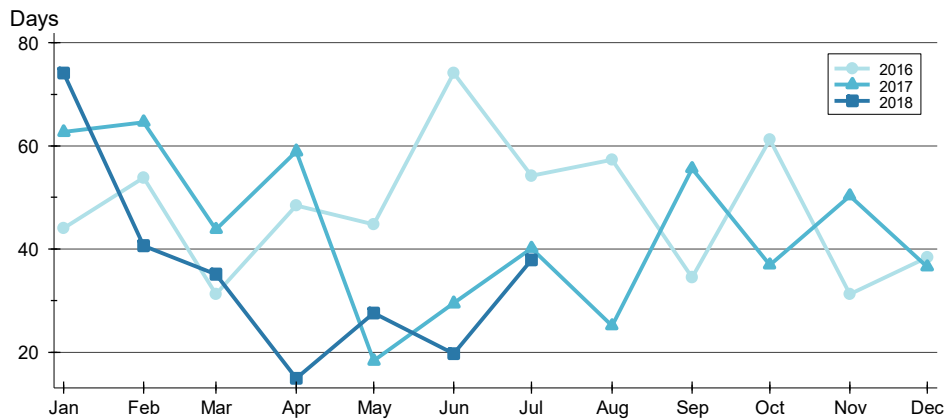


Month	2016	2017	2018
January	194,900	262,900	229,900
February	162,700	218,750	365,000
March	169,900	214,900	199,950
April	195,000	235,000	189,900
May	183,000	220,675	205,000
June	193,750	218,500	224,900
July	229,900	239,900	242,000
August	202,250	196,100	196,100
September	162,450	229,900	229,900
October	169,900	216,000	216,000
November	281,200	180,000	180,000
December	189,500	216,975	216,975

CONTRACTS WRITTEN ANALYSIS

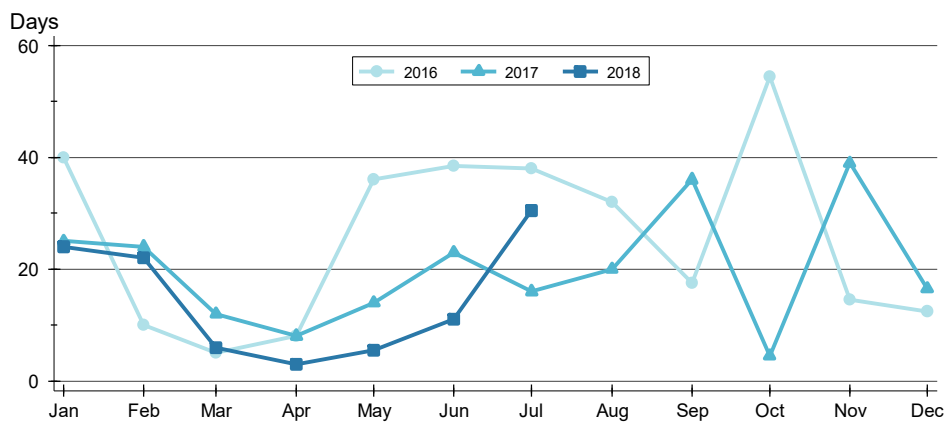
**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 8/8/2018**

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	28
June	74	29	20
July	54	40	38
August	57	25	
September	35	56	
October	61	37	
November	31	50	
December	38	37	

MEDIAN DOM >>

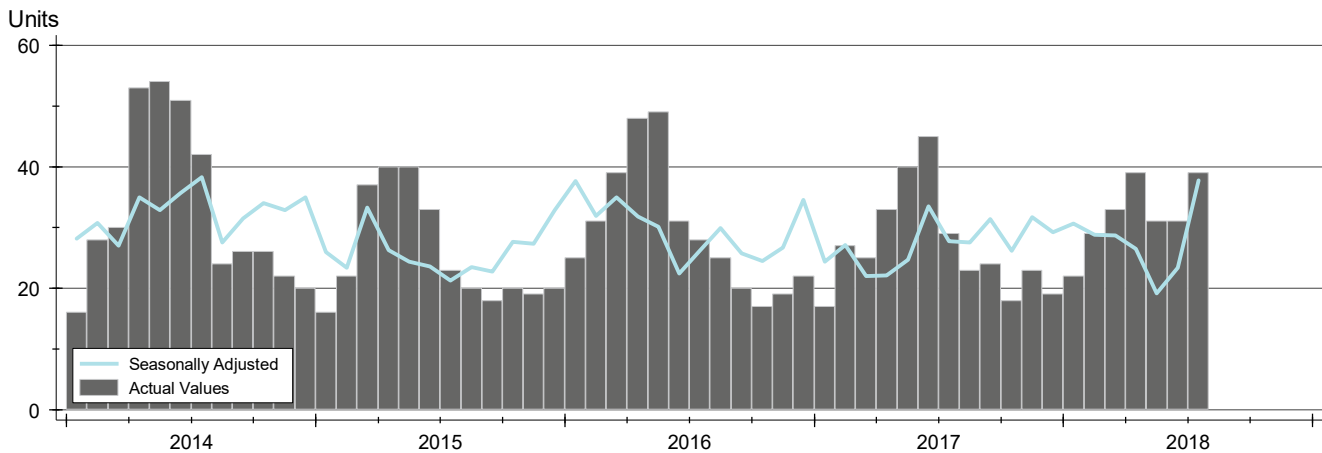


Month	2016	2017	2018
January	40	25	24
February	10	24	22
March	5	12	6
April	8	8	3
May	36	14	6
June	39	23	11
July	38	16	31
August	32	20	
September	18	36	
October	55	5	
November	15	39	
December	13	17	

PENDING CONTRACTS ANALYSIS

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

HISTORY >>



SUMMARY >>

Summary Statistics for Active Listings		End of July		
		2018	2017	Change
Active Listings		39	29	34.5%
Volume (1,000s)		10,122	7,157	41.4%
Average	List Price	259,549	246,786	5.2%
	Days on Market	32	31	3.9%
	Percent of Original	98.3%	100.4%	-2.0%
Median	List Price	245,000	229,900	6.6%
	Days on Market	20	20	0.0%
	Percent of Original	100.0%	100.0%	0.0%

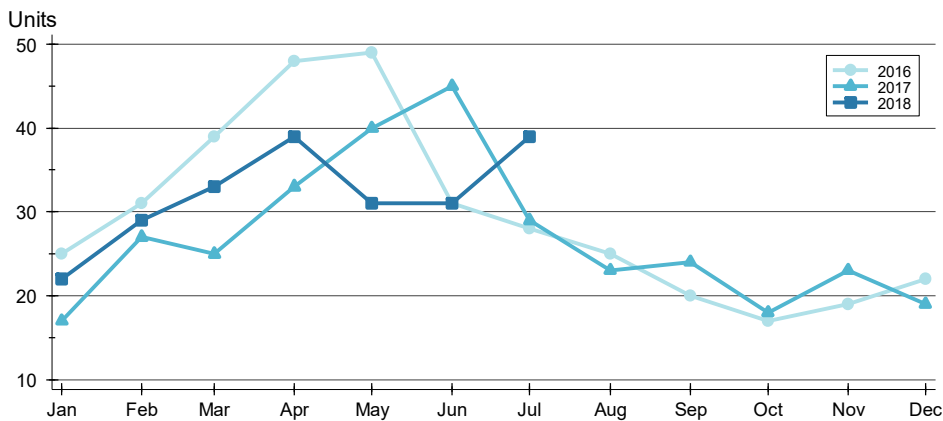
A total of 39 listings in Douglas County (excluding Lawrence) had contracts pending at the end of July, up from 29 contracts pending at the end of July 2017.

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 8/8/2018**

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	20
September	20	24	19
October	17	18	22
November	19	23	19
December	22	19	19

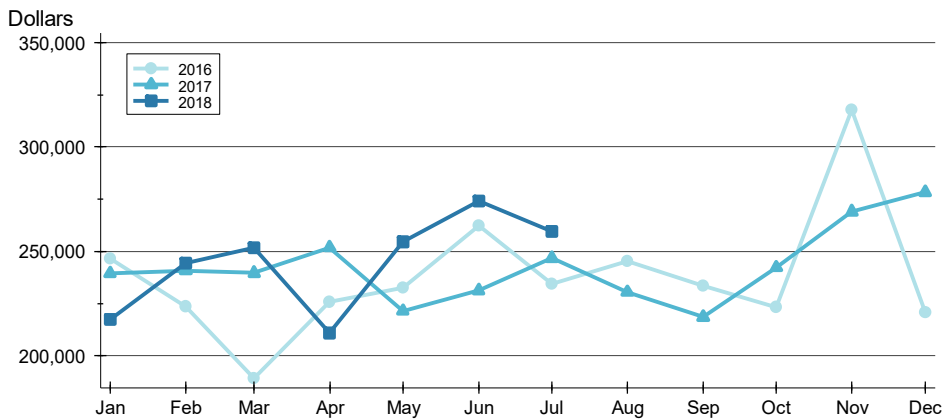
BY PRICE RANGE >>

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	2.6%	94	93,900	93,900	85	85	100.0%	100.0%
\$100,000-\$149,999	4	10.3%	533	133,225	129,950	31	24	95.9%	96.3%
\$150,000-\$199,999	13	33.3%	2,339	179,954	179,000	29	18	96.7%	100.0%
\$200,000-\$249,999	2	5.1%	484	242,000	242,000	30	30	98.1%	98.1%
\$250,000-\$299,999	9	23.1%	2,532	281,344	279,900	31	19	100.0%	100.0%
\$300,000-\$349,999	1	2.6%	335	334,995	334,995	48	48	100.0%	100.0%
\$350,000-\$399,999	3	7.7%	1,111	370,467	375,000	21	13	100.0%	100.0%
\$400,000-\$449,999	4	10.3%	1,719	429,675	434,900	44	44	99.4%	100.0%
\$450,000-\$499,999	1	2.6%	475	475,000	475,000	27	27	100.0%	100.0%
\$500,000-\$599,999	1	2.6%	500	500,000	500,000	16	16	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	39	100.0%	10,122	259,549	245,000	32	20	98.3%	100.0%

PENDING CONTRACTS ANALYSIS

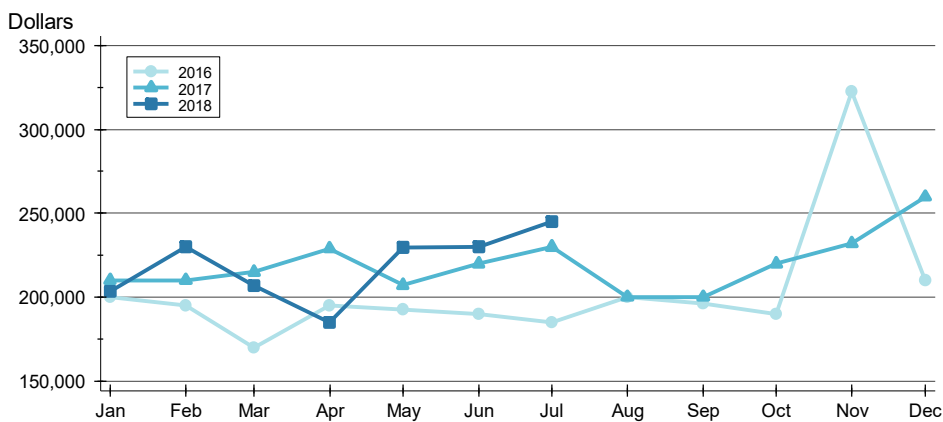
**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 8/8/2018**

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	259,549
September	233,465	218,606	259,549
October	223,382	242,322	259,549
November	317,747	269,088	259,549
December	220,700	278,442	259,549

MEDIAN PRICE »

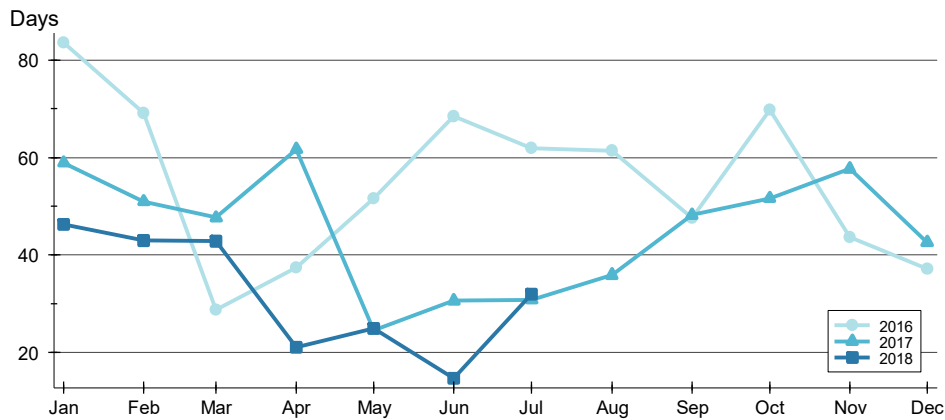


Month	2016	2017	2018
January	199,900	210,000	203,425
February	194,900	210,000	229,900
March	169,900	214,900	206,900
April	194,950	229,000	185,000
May	192,500	207,200	229,500
June	189,900	219,900	229,900
July	184,900	229,900	245,000
August	199,900	200,000	200,000
September	196,200	199,950	200,000
October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

PENDING CONTRACTS ANALYSIS

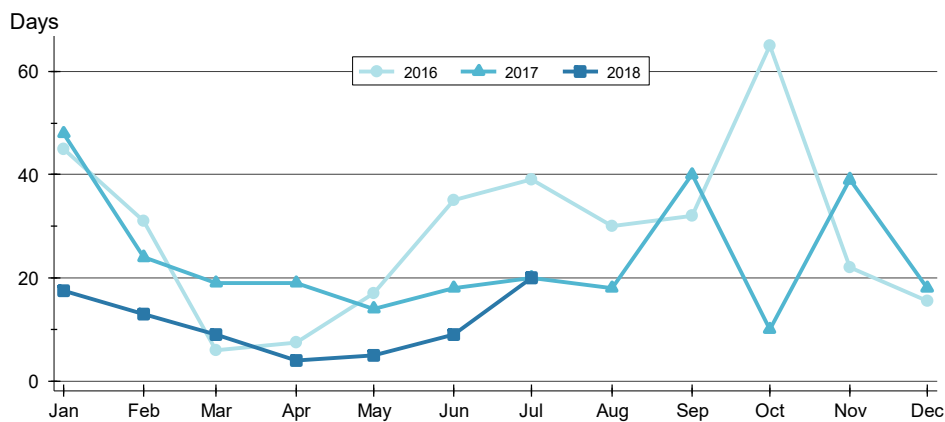
**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 8/8/2018**

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	
September	48	48	
October	70	52	
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	
September	32	40	
October	65	10	
November	22	39	
December	16	18	