

LAWRENCE MLS STATISTICS



SEPTEMBER 2018 >>

MARKET OVERVIEW >>

Douglas County Home Sales Rose in September

Total home sales in Douglas County (excluding Lawrence) rose by 18.8% last month to 19 units, compared to 16 units in September 2017. Total sales volume was \$4.4 million, up 13.1% from a year earlier.

The median sale price in September was \$209,000, down from \$227,450 a year earlier. Homes that sold in September were typically on the market for 36 days and sold for 97.3% of their list prices.

Douglas County Active Listings Up at End of September

The total number of active listings in Douglas County (excluding Lawrence) at the end of September was 78 units, up from 69 at the same point in 2017. This represents a 3.9 months' supply of homes available for sale. The median list price of homes on the market at the end of September was \$326,950.

There were 21 contracts written in September 2018 and 2017, showing no change over the year. At the end of the month, there were 37 contracts pending, compared to 24 at the end of September 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		September		
Summary Statistics		2018	2017	Change
Home Sales		19	16	18.8%
Active Listings		78	69	13.0%
Months' Supply		3.9	3.6	7.4%
New Listings		21	23	-8.7%
Contracts Written		21	21	0.0%
Pending Contracts		37	24	54.2%
Sales Volume (1,000s)		4,408	3,898	13.1%
Average	Sale Price	231,984	243,602	-4.8%
	List Price of Actives	396,284	348,938	13.6%
	Days on Market	40	38	5.1%
	Percent of List	97.8%	98.2%	-0.4%
	Percent of Original	96.3%	97.1%	-0.9%
Median	Sale Price	209,000	227,450	-8.1%
	List Price of Actives	326,950	350,000	-6.6%
	Days on Market	36	19	94.6%
	Percent of List	97.3%	97.8%	-0.5%
	Percent of Original	96.6%	97.8%	-1.2%

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THREE-YEAR COMPARISONS

SUMMARY >>

BREAKDOWNS BY HOME TYPE DOUGLAS COUNTY (EXCLUDING LAWRENCE) AS OF 10/8/2018

September MLS Statistics		2018			2017			2016		
By Property Type		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		19	19	0	16	15	1	20	20	0
Change from prior year		18.8%	26.7%	-100.0%	-20.0%	-25.0%	N/A	42.9%	53.8%	-100.0%
Active Listings		78	69	9	69	65	4	75	72	3
Change from prior year		13.0%	6.2%	125.0%	-8.0%	-9.7%	33.3%	-6.3%	-7.7%	50.0%
Months' Supply		3.9	3.5	N/A	3.6	3.5	6.0	4.0	3.9	N/A
Change from prior year		7.4%	-0.2%	N/A	-9.2%	-9.7%	-16.7%	-10.4%	-11.0%	N/A
New Listings		21	19	2	23	21	2	25	25	0
Change from prior year		-8.7%	-9.5%	0.0%	-8.0%	-16.0%	N/A	-13.8%	-13.8%	N/A
Contracts Written		21	21	0	21	19	2	12	12	0
Change from prior year		0.0%	10.5%	-100.0%	75.0%	58.3%	N/A	0.0%	0.0%	N/A
Pending Contracts		37	31	6	24	21	3	20	19	1
Change from prior year		54.2%	47.6%	100.0%	20.0%	10.5%	200.0%	11.1%	5.6%	N/A
Sales Volume (1,000s)		4,408	4,408	0	3,898	3,708	190	4,135	4,135	0
Change from prior year		13.1%	18.9%	-100.0%	-5.7%	-10.3%	N/A	23.0%	31.0%	-100.0%
Average	Sale Price	231,984	231,984	N/A	243,602	247,175	190,000	206,725	206,725	N/A
	Change from prior year	-4.8%	-6.1%	N/A	17.8%	19.6%	N/A	-13.9%	-14.8%	N/A
	List Price of Actives	396,284	405,992	321,855	348,938	346,591	387,075	421,347	430,024	213,100
	Change from prior year	13.6%	17.1%	N/A	-17.2%	-19.4%	81.6%	38.7%	40.9%	N/A
	Days on Market	40	40	N/A	38	39	20	41	41	N/A
	Change from prior year	5.2%	2.0%	N/A	-9.1%	-6.2%	N/A	-47.0%	-47.0%	N/A
Median	Percent of List	97.8%	97.8%	N/A	98.2%	98.3%	96.9%	93.9%	93.9%	N/A
	Change from prior year	-0.4%	-0.5%	N/A	4.5%	4.6%	N/A	-3.2%	-3.0%	N/A
	Percent of Original	96.3%	96.3%	N/A	97.1%	97.1%	96.9%	90.6%	90.6%	N/A
	Change from prior year	-0.9%	-0.9%	N/A	7.2%	7.2%	N/A	-4.7%	-4.3%	N/A
	Sale Price	209,000	209,000	N/A	227,450	229,900	190,000	172,500	172,500	N/A
	Change from prior year	-8.1%	-9.1%	N/A	31.9%	33.3%	N/A	-3.9%	-2.5%	N/A
Median	List Price of Actives	326,950	329,500	289,900	350,000	350,000	324,900	299,500	299,900	189,900
	Change from prior year	-6.6%	-5.9%	N/A	16.9%	16.7%	71.1%	19.8%	20.0%	N/A
	Days on Market	36	36	N/A	19	17	20	20	20	N/A
	Change from prior year	94.6%	111.8%	N/A	-5.1%	-12.8%	N/A	-53.0%	-48.7%	N/A
	Percent of List	97.3%	97.3%	N/A	97.8%	98.1%	96.9%	96.8%	96.8%	N/A
	Change from prior year	-0.5%	-0.8%	N/A	1.0%	1.4%	N/A	-1.3%	-1.0%	N/A
Median	Percent of Original	96.6%	96.6%	N/A	97.8%	98.1%	96.9%	95.7%	95.7%	N/A
	Change from prior year	-1.2%	-1.5%	N/A	2.2%	2.5%	N/A	-1.3%	-0.8%	N/A

YEAR-TO-DATE STATISTICS

**YTD BREAKDOWNS BY HOME TYPE
DOUGLAS COUNTY (EXCLUDING LAWRENCE)
AS OF 10/8/2018**

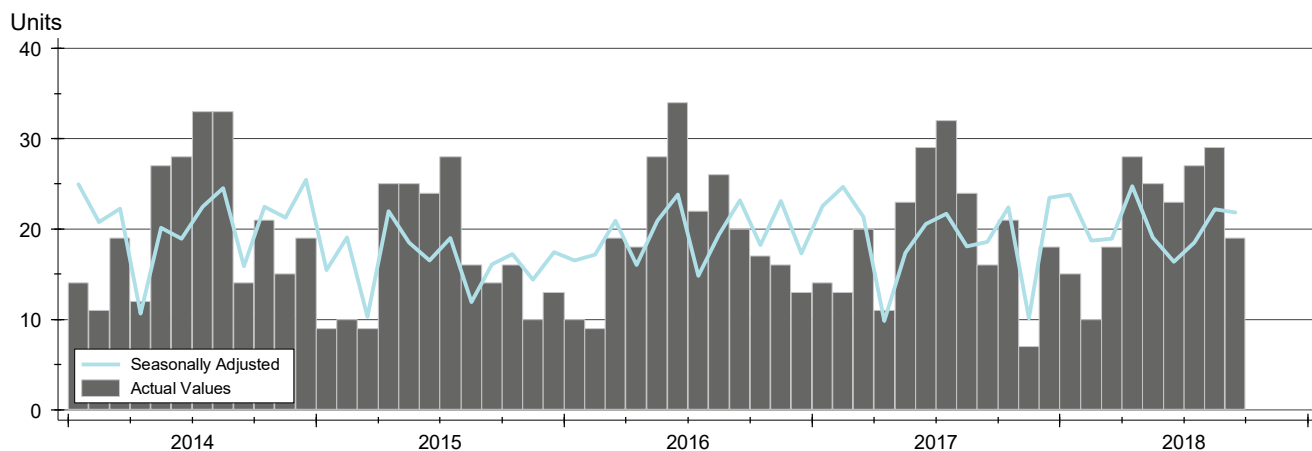
SUMMARY >>

Year-to-Date Activity		2018			2017			2016		
By Property Type		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		194	191	3	182	175	7	186	184	2
Change from prior year		6.6%	9.1%	-57.1%	-2.2%	-4.9%	250.0%	16.2%	16.5%	0.0%
New Listings		289	272	17	258	244	14	284	280	4
Change from prior year		12.0%	11.5%	21.4%	-9.2%	-12.9%	250.0%	14.5%	16.2%	-42.9%
Contracts Written		210	204	6	187	177	10	185	182	3
Change from prior year		12.3%	15.3%	-40.0%	1.1%	-2.7%	233.3%	16.4%	17.4%	-25.0%
Sales Volume (1,000s)		47,663	46,920	743	43,294	41,616	1,678	40,315	39,825	490
Change from prior year		10.1%	12.7%	-55.7%	7.4%	4.5%	242.6%	32.7%	33.9%	-21.7%
Average	Sale Price	245,687	245,656	247,692	237,882	237,807	239,739	216,747	216,441	244,950
	Change from prior year	3.3%	3.3%	3.3%	9.8%	9.9%	-2.1%	14.2%	15.0%	-21.7%
	Days on Market	33	32	110	39	37	101	52	51	127
	Change from prior year	-15.8%	-13.5%	9.7%	-24.5%	-28.1%	-20.8%	-24.2%	-25.3%	75.2%
	Percent of List	98.7%	98.7%	100.7%	98.3%	98.3%	99.7%	97.4%	97.4%	100.0%
	Change from prior year	0.4%	0.4%	1.0%	0.9%	0.9%	-0.3%	0.1%	0.1%	3.5%
Median	Sale Price	207,000	205,000	259,900	219,950	219,900	264,000	188,500	185,250	244,950
	Change from prior year	-5.9%	-6.8%	-1.6%	16.7%	18.7%	7.8%	10.9%	9.3%	-21.7%
	Days on Market	12	11	111	16	15	62	26	24	127
	Change from prior year	-25.0%	-26.7%	79.0%	-37.3%	-37.5%	-51.2%	-29.2%	-31.4%	75.2%
	Percent of List	99.4%	99.4%	100.0%	99.2%	99.0%	100.0%	99.0%	98.9%	100.0%
	Change from prior year	0.3%	0.4%	0.0%	0.2%	0.1%	0.0%	0.6%	0.5%	3.5%
Percent of Original		97.5%	97.4%	100.5%	97.6%	97.5%	100.1%	95.8%	95.8%	100.0%
	Change from prior year	-0.1%	0.0%	0.4%	1.9%	1.8%	0.1%	1.2%	1.1%	3.5%

CLOSED LISTINGS ANALYSIS

**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 10/8/2018**

HISTORY >>



SUMMARY >>

Summary Statistics for Closed Listings		September			Year-to-Date		
		2018	2017	Change	2018	2017	Change
Closed Listings		19	16	18.8%	194	182	6.6%
Volume (1,000s)		4,408	3,898	13.1%	47,663	43,294	10.1%
Average	Sale Price	231,984	243,602	-4.8%	245,687	237,882	3.3%
	Days on Market	40	38	5.2%	33	39	-15.8%
	Percent of List	97.8%	98.2%	-0.4%	98.7%	98.3%	0.4%
	Percent of Original	96.3%	97.1%	-0.9%	97.5%	97.6%	-0.1%
Median	Sale Price	209,000	227,450	-8.1%	207,000	219,950	-5.9%
	Days on Market	36	19	94.6%	12	16	-25.0%
	Percent of List	97.3%	97.8%	-0.5%	99.4%	99.2%	0.3%
	Percent of Original	96.6%	97.8%	-1.2%	98.4%	98.7%	-0.3%

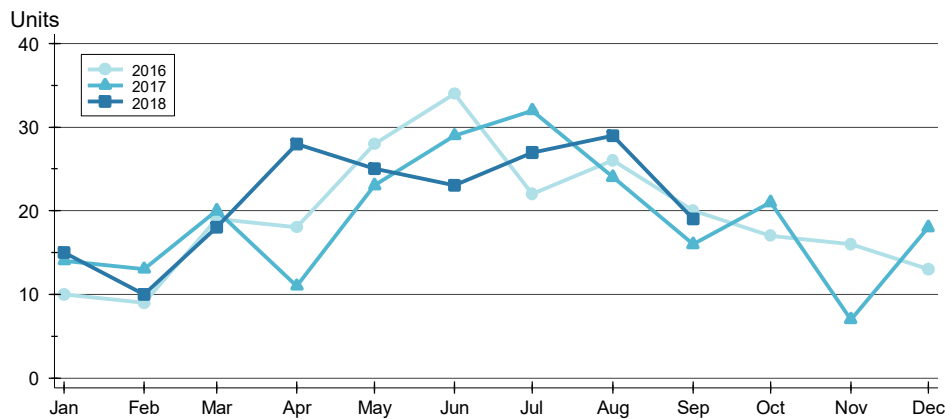
A total of 19 homes sold in Douglas County (excluding Lawrence) in September, up from 16 units in September 2017. Total sales volume rose to \$4.4 million compared to \$3.9 million in the previous year.

The median sales price in September was \$209,000, down 8.1% compared to the prior year. Median days on market was 36 days, up from 18 days in August, and up from 19 in September 2017.

CLOSED LISTINGS ANALYSIS

**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 10/8/2018**

BY MONTH >>



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

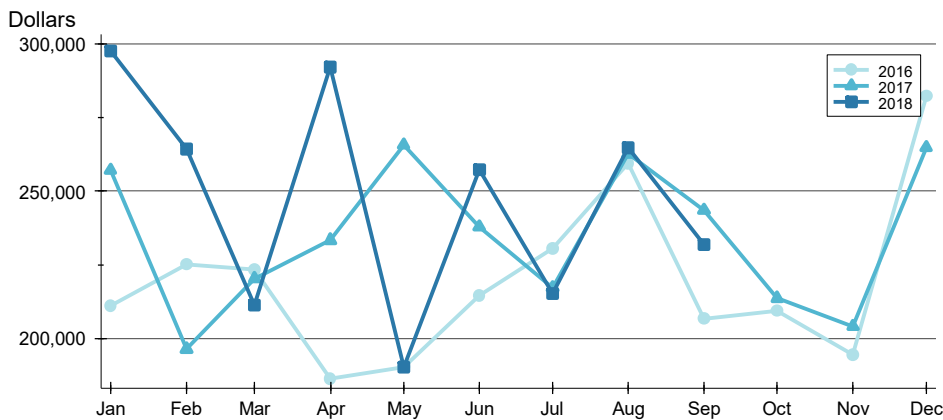
BY PRICE RANGE >>

Price Range	Sales			Sale Price		Days on Market		Price as % of List		Price as % of Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median	Average	Median
Below \$50,000	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$50,000-\$99,999	1	5.3%	95	95,000	95,000	3	3	101.1%	101.1%	101.1%	101.1%
\$100,000-\$149,999	1	5.3%	145	145,000	145,000	67	67	97.3%	97.3%	88.4%	88.4%
\$150,000-\$199,999	6	31.6%	1,067	177,883	178,950	29	19	98.8%	99.7%	97.5%	97.8%
\$200,000-\$249,999	4	21.1%	877	219,125	212,000	33	37	97.1%	96.8%	96.5%	96.8%
\$250,000-\$299,999	3	15.8%	854	284,633	279,900	62	38	97.3%	97.1%	94.9%	94.9%
\$300,000-\$349,999	3	15.8%	955	318,333	315,000	58	67	96.7%	96.8%	95.7%	96.8%
\$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	1	5.3%	415	415,000	415,000	19	19	97.0%	97.0%	97.0%	97.0%
\$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	19	100.0%	4,408	231,984	209,000	40	36	97.8%	97.3%	96.3%	96.6%

CLOSED LISTINGS ANALYSIS

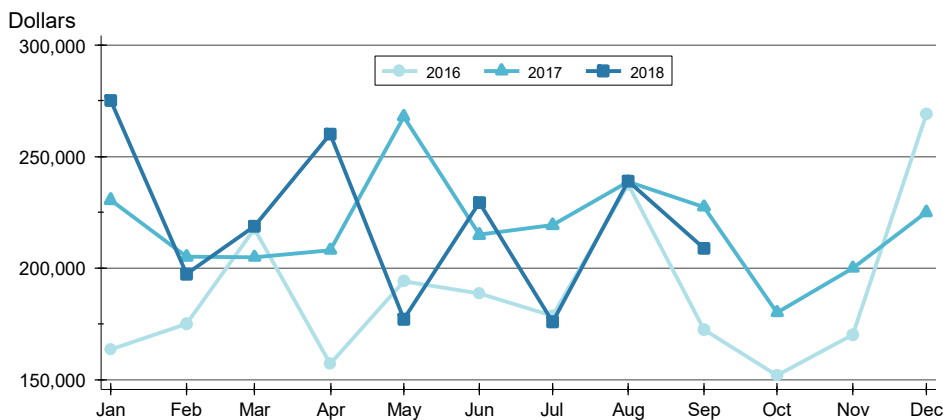
**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 10/8/2018**

AVERAGE PRICE >>



Month	2016	2017	2018
January	211,113	257,200	297,675
February	225,056	196,392	264,278
March	223,337	220,380	211,421
April	186,506	233,385	292,061
May	190,400	265,687	190,310
June	214,531	237,865	257,307
July	230,602	217,263	215,194
August	259,419	262,783	264,773
September	206,725	243,602	231,984
October	209,365	213,669	194,450
November	194,450	204,118	282,208
December	282,208	264,853	

MEDIAN PRICE >>

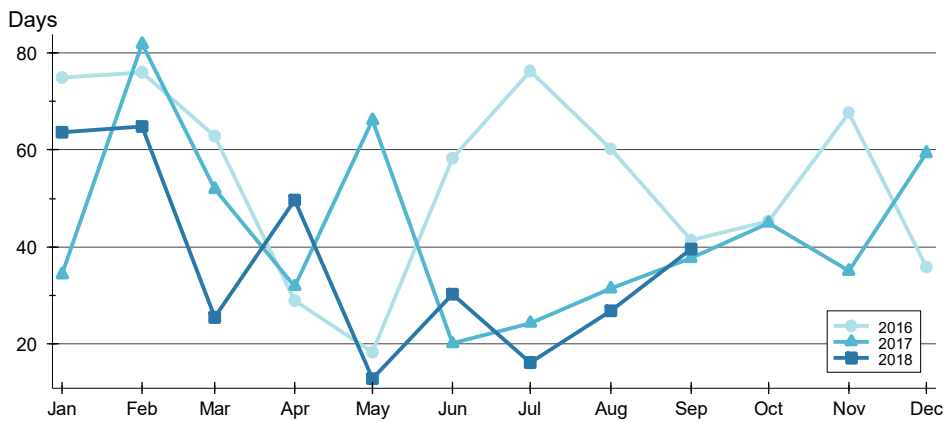


Month	2016	2017	2018
January	163,500	230,450	275,000
February	175,000	205,000	197,388
March	217,500	204,950	218,750
April	157,000	208,000	259,950
May	194,200	267,900	177,000
June	188,750	214,900	229,500
July	178,500	219,200	176,000
August	237,450	238,750	239,000
September	172,500	227,450	209,000
October	152,000	180,000	170,000
November	170,000	199,900	269,000
December	269,000	225,000	

CLOSED LISTINGS ANALYSIS

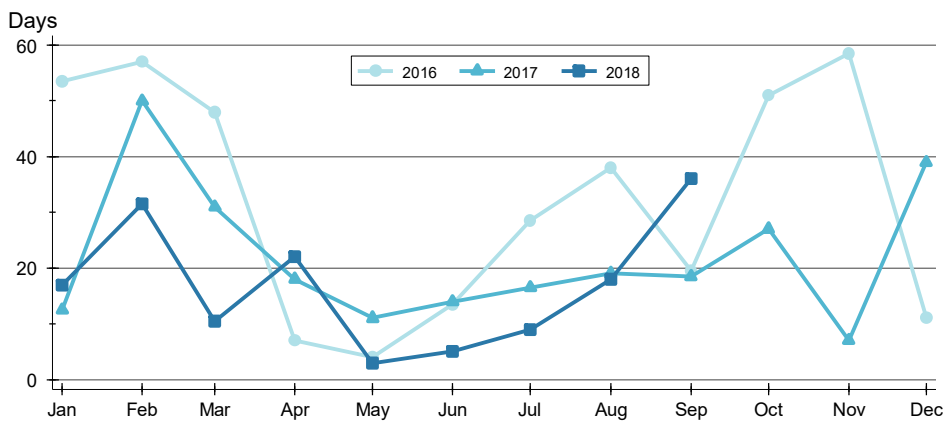
**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 10/8/2018**

AVERAGE DOM >>



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

MEDIAN DOM >>

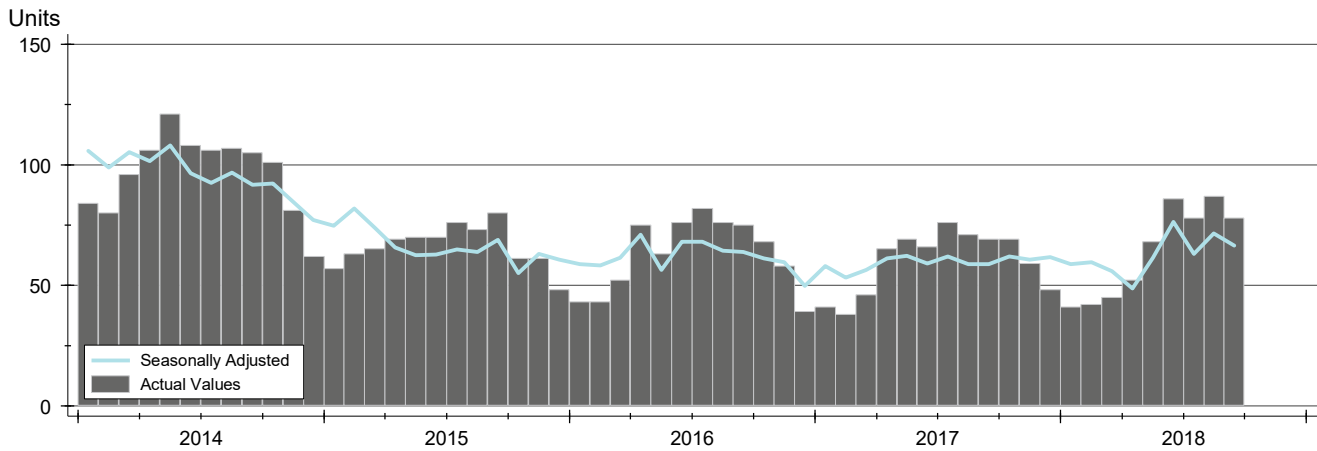


Month	2016	2017	2018
January	54	13	17
February	57	50	32
March	48	31	11
April	7	18	22
May	4	11	3
June	14	14	5
July	29	17	9
August	38	19	18
September	20	19	36
October	51	27	
November	59	7	
December	11	39	

ACTIVE LISTINGS ANALYSIS

**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 10/8/2018**

HISTORY >>



SUMMARY >>

Summary Statistics for Active Listings		End of September		
		2018	2017	Change
Active Listings		78	69	13.0%
Months' Supply		3.9	3.6	7.4%
Volume (1,000s)		30,910	24,077	28.4%
Average	List Price	396,284	348,938	13.6%
	Days on Market	90	78	15.8%
	Percent of Original	97.9%	98.1%	-0.2%
Median	List Price	326,950	350,000	-6.6%
	Days on Market	61	55	10.0%
	Percent of Original	100.0%	100.0%	0.0%

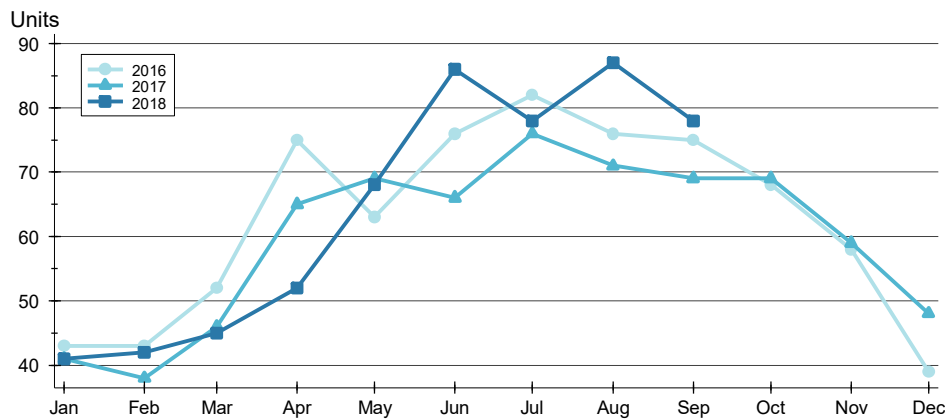
A total of 78 homes were available for sale in Douglas County (excluding Lawrence) at the end of September. This represents a 3.9 months' supply of active listings.

The median list price of homes on the market at the end of September was \$326,950, down 6.6% from 2017. The typical time on market for active listings was 61 days, up from 55 days a year earlier.

ACTIVE LISTINGS ANALYSIS

**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 10/8/2018**

BY MONTH >>



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

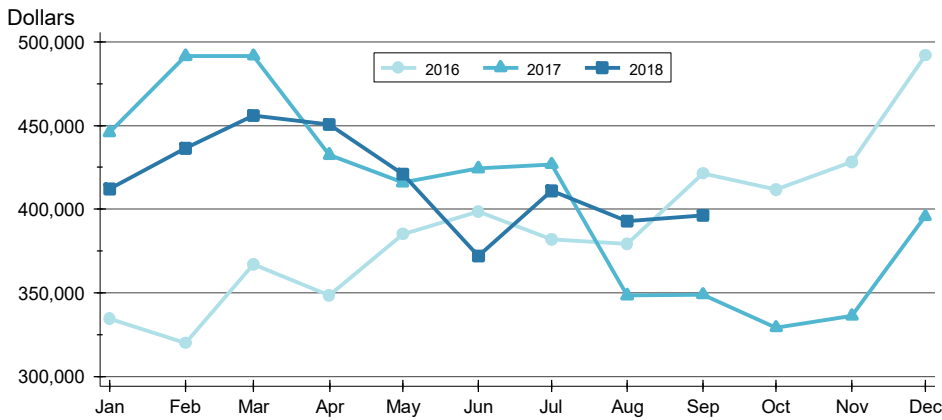
BY PRICE RANGE >>

Price Range	Active Listings			Months' Supply	List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume		Average	Median	Average	Median	Average	Median
Below \$50,000	2	2.6%	95	N/A	47,250	47,250	28	28	100.0%	100.0%
\$50,000-\$99,999	2	2.6%	167	2.0	83,250	83,250	33	33	88.1%	88.1%
\$100,000-\$149,999	6	7.7%	759	6.0	126,550	124,900	171	112	97.5%	100.0%
\$150,000-\$199,999	9	11.5%	1,507	1.5	167,411	169,999	72	45	96.6%	98.1%
\$200,000-\$249,999	7	9.0%	1,580	1.8	225,707	224,550	53	41	98.0%	100.0%
\$250,000-\$299,999	9	11.5%	2,466	3.0	273,989	275,000	79	84	98.0%	100.0%
\$300,000-\$349,999	7	9.0%	2,268	2.3	324,028	324,900	49	39	100.5%	100.0%
\$350,000-\$399,999	10	12.8%	3,757	N/A	375,745	379,950	44	44	99.1%	100.0%
\$400,000-\$449,999	4	5.1%	1,695	4.0	423,750	427,500	126	96	96.7%	96.8%
\$450,000-\$499,999	5	6.4%	2,329	N/A	465,780	466,000	104	94	97.8%	98.9%
\$500,000-\$599,999	8	10.3%	4,324	N/A	540,481	537,450	129	70	97.1%	100.0%
\$600,000-\$749,999	4	5.1%	2,644	N/A	661,000	645,000	129	142	98.3%	98.6%
\$750,000-\$999,999	2	2.6%	1,695	N/A	847,450	847,450	106	106	100.0%	100.0%
\$1,000,000 and up	3	3.8%	5,625	N/A	1,875,000	1,375,000	190	160	100.0%	100.0%
All price ranges	78	100.0%	30,910	4.1	396,284	326,950	90	61	97.9%	100.0%

ACTIVE LISTINGS ANALYSIS

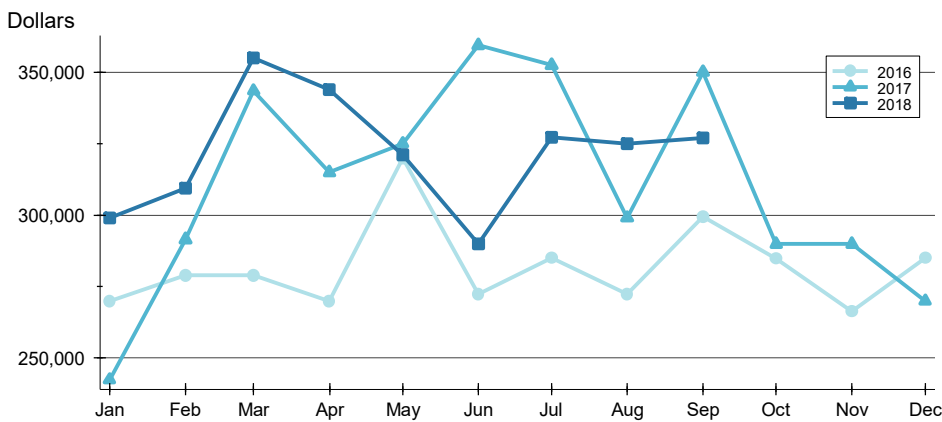
**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 10/8/2018**

AVERAGE PRICE >>



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

MEDIAN PRICE >>

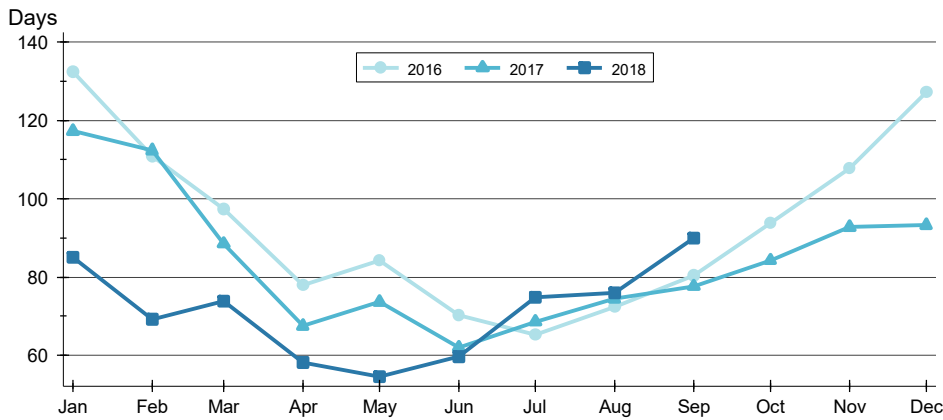


Month	2016	2017	2018
January	269,900	242,500	299,000
February	279,000	291,500	309,500
March	279,000	343,500	354,900
April	269,900	315,000	344,000
May	320,000	325,000	321,000
June	272,400	359,450	289,900
July	284,950	352,450	327,200
August	272,450	299,000	324,900
September	299,500	350,000	326,950
October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

ACTIVE LISTINGS ANALYSIS

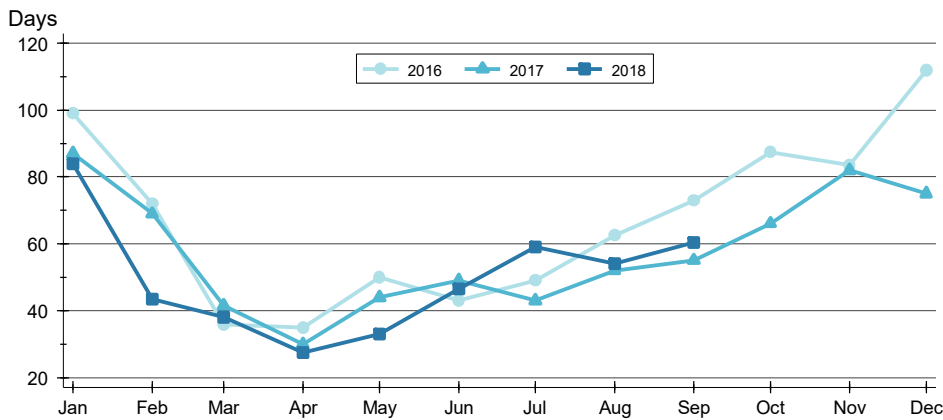
**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 10/8/2018**

AVERAGE DOM >>



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

MEDIAN DOM >>

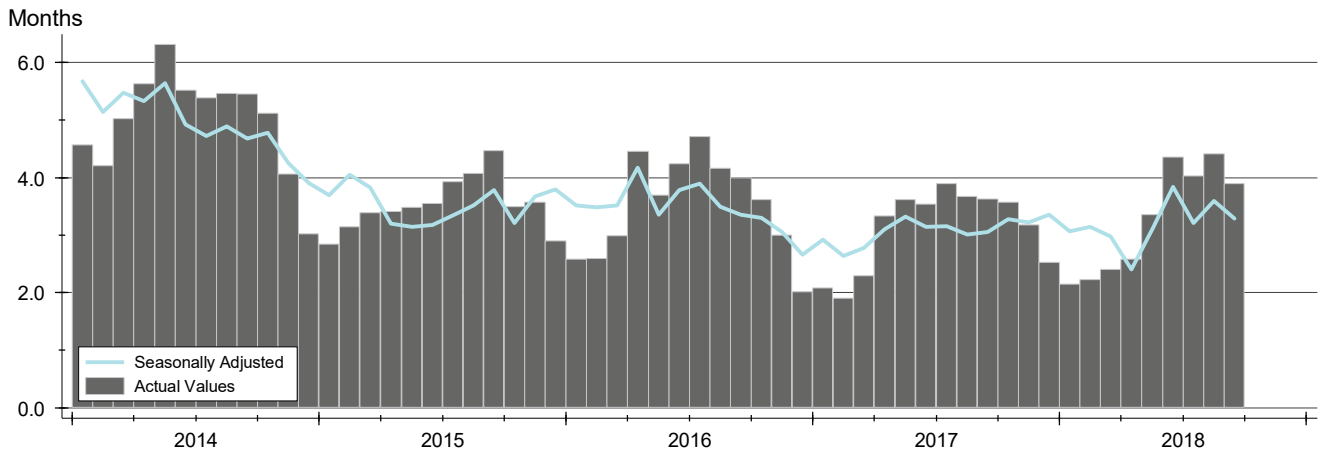


Month	2016	2017	2018
January	99	87	84
February	72	69	44
March	36	42	38
April	35	30	28
May	50	44	33
June	43	49	47
July	49	43	59
August	63	52	54
September	73	55	61
October	88	66	84
November	84	82	82
December	112	75	75

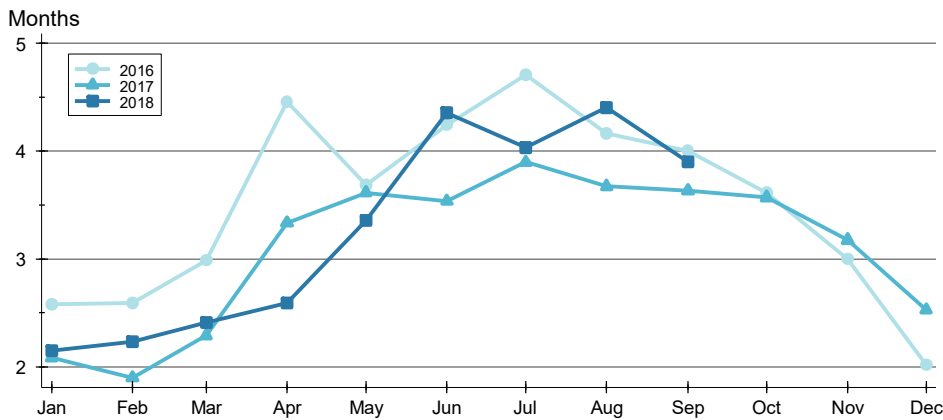
MONTHS' SUPPLY ANALYSIS

**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 10/8/2018**

HISTORY >>



BY MONTH >>

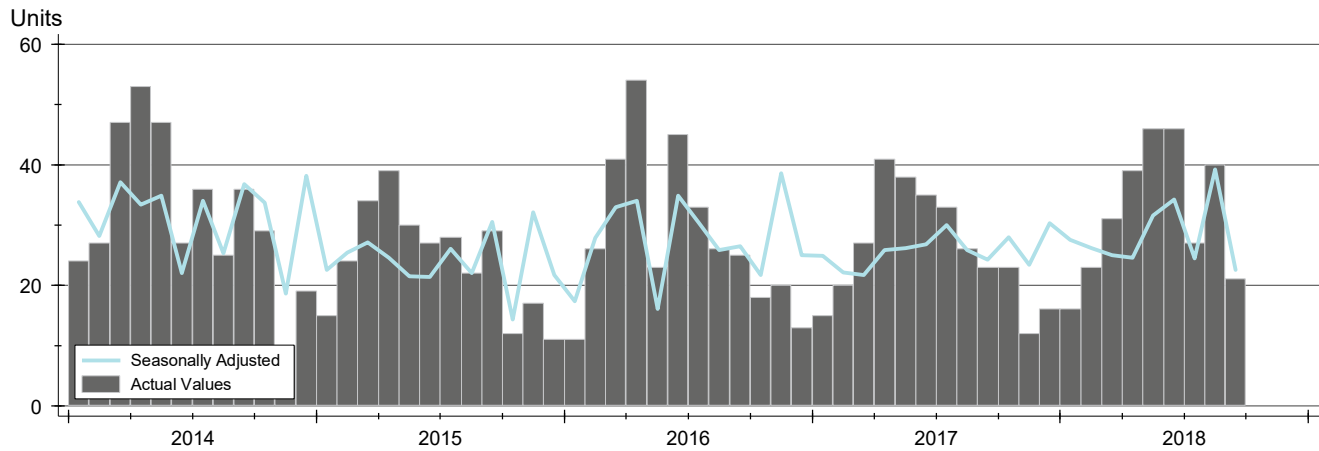


Month	2016	2017	2018
January	2.6	2.1	2.1
February	2.6	1.9	2.2
March	3.0	2.3	2.4
April	4.5	3.3	2.6
May	3.7	3.6	3.4
June	4.2	3.5	4.4
July	4.7	3.9	4.0
August	4.2	3.7	4.4
September	4.0	3.6	3.9
October	3.6	3.6	
November	3.0	3.2	
December	2.0	2.5	

NEW LISTINGS ANALYSIS

**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 10/8/2018**

HISTORY >>



SUMMARY >>

Summary Statistics for New Listings		September		
		2018	2017	Change
Current Month	New Listings	21	23	-8.7%
	Volume (1,000s)	5,458	5,538	-1.4%
	Average List Price	259,897	240,778	7.9%
	Median List Price	261,400	229,900	13.7%
YTD	New Listings	289	258	12.0%
	Volume (1,000s)	81,755	68,047	20.1%
	Average List Price	282,888	263,748	7.3%
	Median List Price	240,000	229,700	4.5%

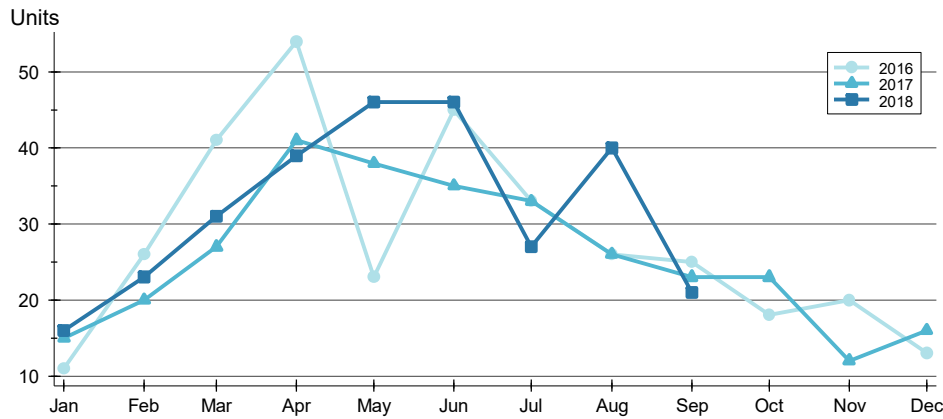
A total of 21 new listings were added in Douglas County (excluding Lawrence) during September, down 8.7% from the same month in 2017. Year-to-date Douglas County (excluding Lawrence) has seen 289 new listings.

The median list price of these homes was \$261,400 up from \$229,900 in 2017.

NEW LISTINGS ANALYSIS

**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 10/8/2018**

BY MONTH >>



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

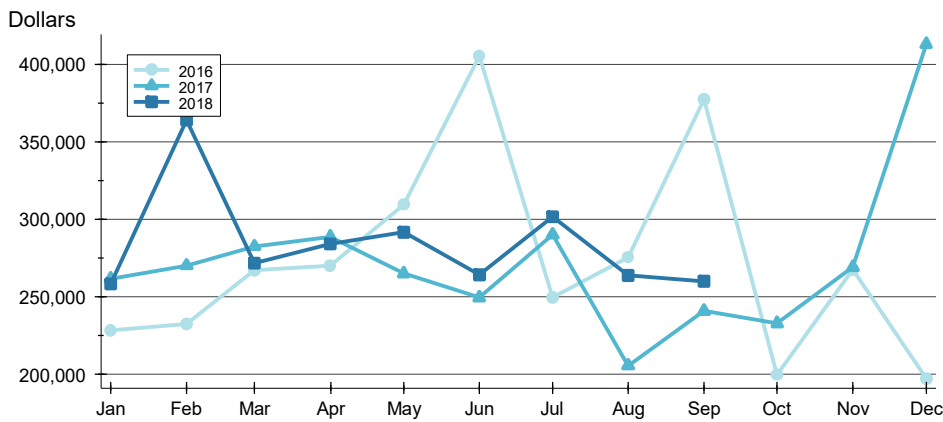
BY PRICE RANGE >>

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	4.8%	98	98,000	98,000
\$100,000-\$149,999	2	9.5%	275	137,450	137,450
\$150,000-\$199,999	3	14.3%	504	168,133	167,500
\$200,000-\$249,999	4	19.0%	888	221,986	221,473
\$250,000-\$299,999	3	14.3%	816	272,100	265,000
\$300,000-\$349,999	3	14.3%	963	321,133	324,900
\$350,000-\$399,999	4	19.0%	1,513	378,225	382,000
\$400,000-\$449,999	1	4.8%	400	400,000	400,000
\$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	21	100.0%	5,458	259,897	261,400

NEW LISTINGS ANALYSIS

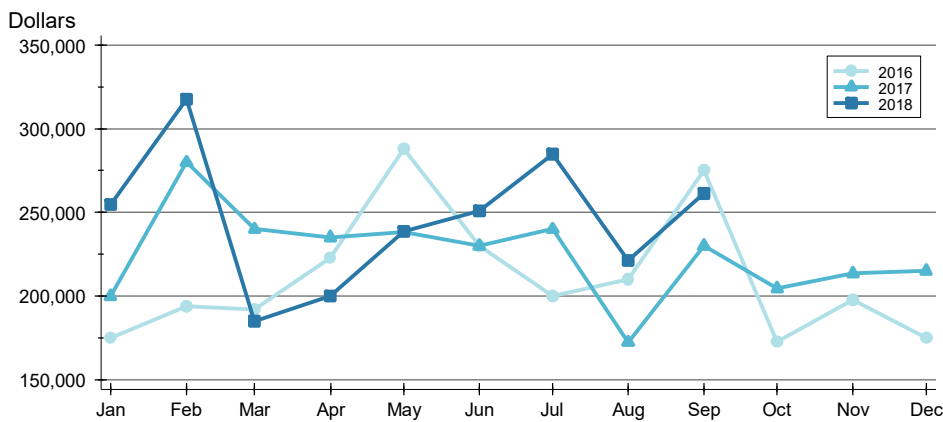
**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 10/8/2018**

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	284,172
May	309,483	264,988	291,838
June	405,209	249,489	264,151
July	249,579	289,994	301,793
August	275,553	205,655	263,864
September	377,396	240,778	259,897
October	199,794	232,948	270,000
November	267,368	269,054	270,000
December	197,446	413,091	270,000

MEDIAN PRICE >>

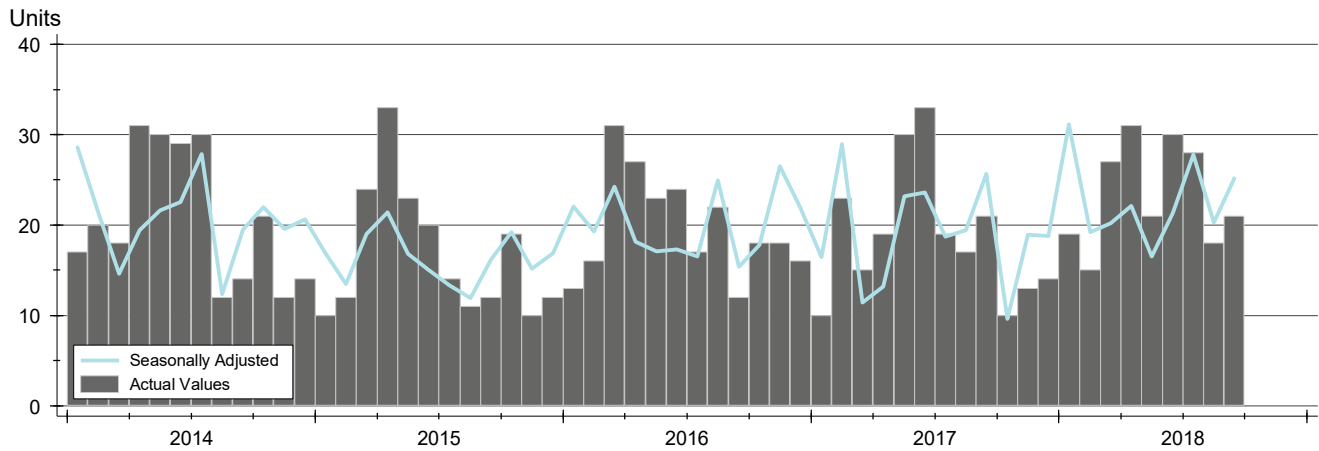


Month	2016	2017	2018
January	175,000	199,900	254,700
February	193,950	280,000	317,500
March	192,000	239,900	185,000
April	222,750	235,000	200,000
May	287,900	237,975	238,500
June	229,900	229,900	250,750
July	200,000	239,900	284,900
August	209,950	172,250	221,025
September	275,000	229,900	261,400
October	172,400	204,500	205,000
November	197,500	213,400	215,000
December	174,900	214,925	215,000

CONTRACTS WRITTEN ANALYSIS

**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 10/8/2018**

HISTORY >>



SUMMARY >>

Summary Statistics for Contracts Written		September			Year-to-Date		
		2018	2017	Change	2018	2017	Change
Closed Listings		21	21	0.0%	210	187	12.3%
Volume (1,000s)		5,022	4,962	1.2%	53,067	45,126	17.6%
Average	Sale Price	239,130	236,293	1.2%	252,698	241,314	4.7%
	Days on Market	38	56	-32.1%	34	42	-18.9%
	Percent of Original	97.9%	95.2%	2.9%	97.4%	97.3%	0.1%
Median	Sale Price	199,880	229,900	-13.1%	213,750	221,450	-3.5%
	Days on Market	28	36	-22.2%	16	19	-15.8%
	Percent of Original	100.0%	97.3%	2.8%	99.0%	98.8%	0.1%

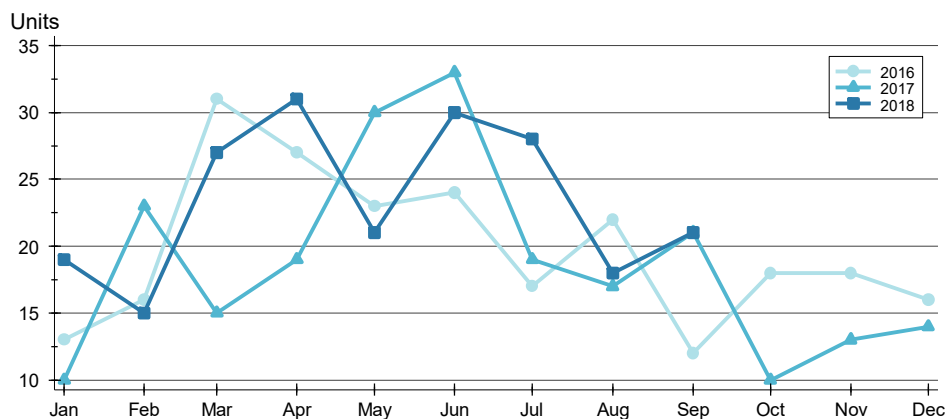
A total of 21 contracts for sale were written in Douglas County (excluding Lawrence) during the month of September, the same as in 2017. The median list price of these homes was \$199,880, down from \$229,900 the prior

Half of the homes that went under contract in September were on the market less than 28 days, compared to 36 days in September 2017.

CONTRACTS WRITTEN ANALYSIS

**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 10/8/2018**

BY MONTH >>



Month	2016	2017	2018
January	13	10	19
February	16	23	15
March	31	15	27
April	27	19	31
May	23	30	21
June	24	33	30
July	17	19	28
August	22	17	18
September	12	21	21
October	18	10	10
November	18	13	13
December	16	14	14

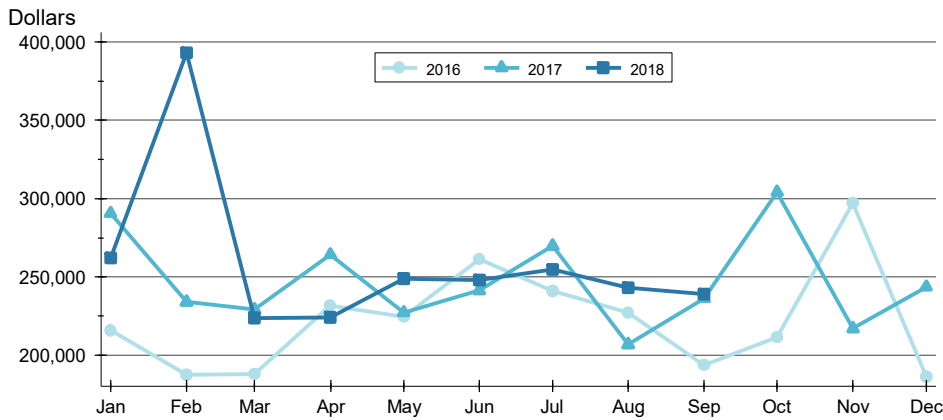
BY PRICE RANGE >>

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	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
\$100,000-\$149,999	5	23.8%	680	135,940	139,900	19	18	100.4%	100.0%
\$150,000-\$199,999	6	28.6%	1,062	177,047	175,000	24	23	98.5%	100.0%
\$200,000-\$249,999	4	19.0%	880	220,111	220,223	43	26	97.8%	98.9%
\$250,000-\$299,999	1	4.8%	261	261,400	261,400	13	13	100.6%	100.6%
\$300,000-\$349,999	1	4.8%	300	300,000	300,000	133	133	86.0%	86.0%
\$350,000-\$399,999	2	9.5%	719	359,500	359,500	63	63	92.6%	92.6%
\$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	4.8%	499	499,000	499,000	54	54	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	1	4.8%	620	619,900	619,900	57	57	100.0%	100.0%
\$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	21	100.0%	5,022	239,130	199,880	38	28	97.9%	100.0%

CONTRACTS WRITTEN ANALYSIS

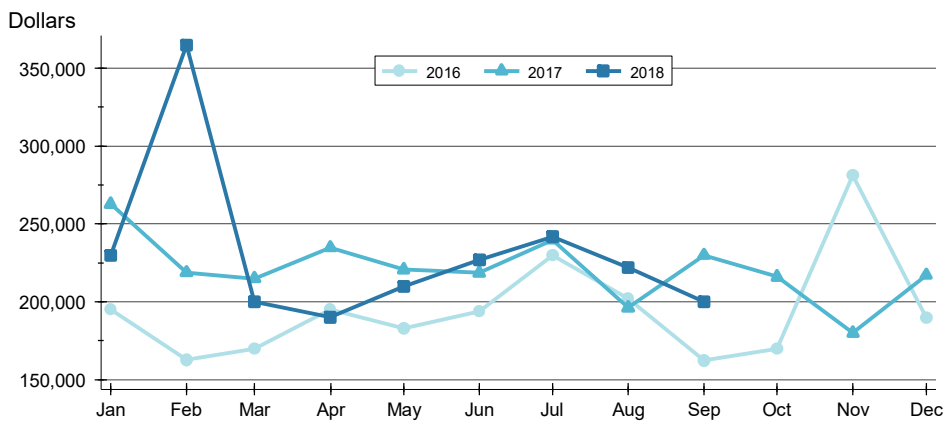
**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 10/8/2018**

AVERAGE PRICE >>



Month	2016	2017	2018
January	216,085	290,610	262,066
February	187,566	233,997	392,865
March	187,848	229,040	223,685
April	231,817	264,337	224,323
May	224,413	227,070	248,840
June	261,167	241,371	248,210
July	241,076	269,766	254,789
August	226,877	206,747	242,953
September	193,792	236,293	239,130
October	211,433	304,270	217,043
November	297,128	217,043	217,043
December	186,518	243,568	243,568

MEDIAN PRICE >>

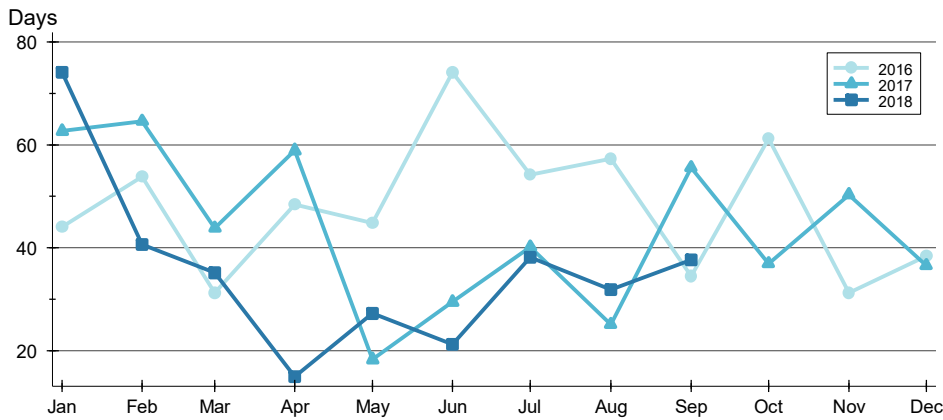


Month	2016	2017	2018
January	194,900	262,900	229,900
February	162,700	218,750	365,000
March	169,900	214,900	199,950
April	195,000	235,000	189,900
May	183,000	220,675	210,000
June	193,750	218,500	226,950
July	229,900	239,900	242,000
August	202,250	196,100	221,850
September	162,450	229,900	199,880
October	169,900	216,000	169,900
November	281,200	180,000	180,000
December	189,500	216,975	216,975

CONTRACTS WRITTEN ANALYSIS

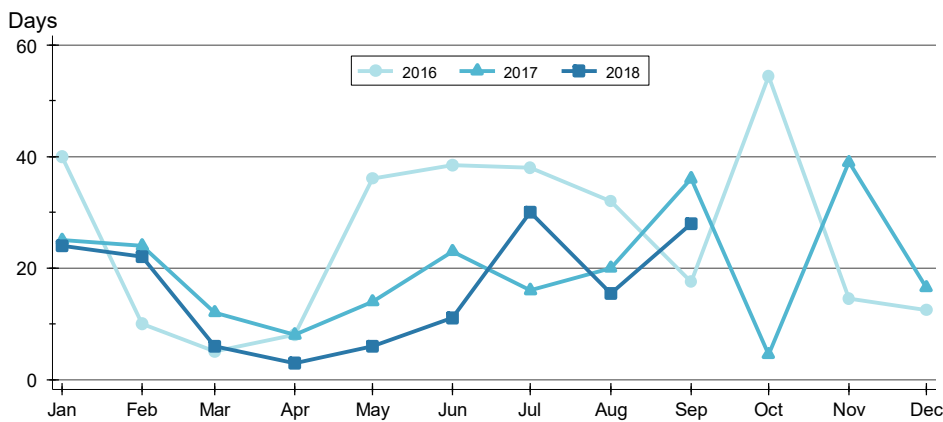
**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 10/8/2018**

AVERAGE DOM >>



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

MEDIAN DOM >>

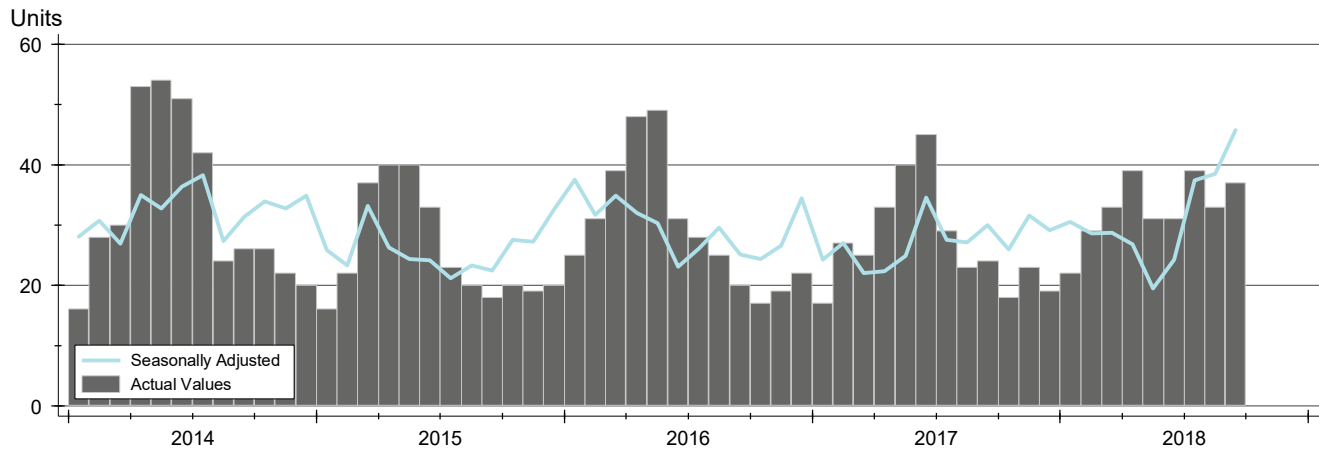


Month	2016	2017	2018
January	40	25	24
February	10	24	22
March	5	12	6
April	8	8	3
May	36	14	6
June	39	23	11
July	38	16	30
August	32	20	16
September	18	36	28
October	55	5	
November	15	39	
December	13	17	

PENDING CONTRACTS ANALYSIS

**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 10/8/2018**

HISTORY >>



SUMMARY >>

Summary Statistics for Active Listings		End of September		
		2018	2017	Change
Active Listings		37	24	54.2%
Volume (1,000s)		9,305	5,247	77.4%
Average	List Price	251,482	218,606	15.0%
	Days on Market	43	48	-11.3%
	Percent of Original	98.8%	97.9%	0.9%
Median	List Price	222,945	199,950	11.5%
	Days on Market	38	40	-5.0%
	Percent of Original	100.0%	100.0%	0.0%

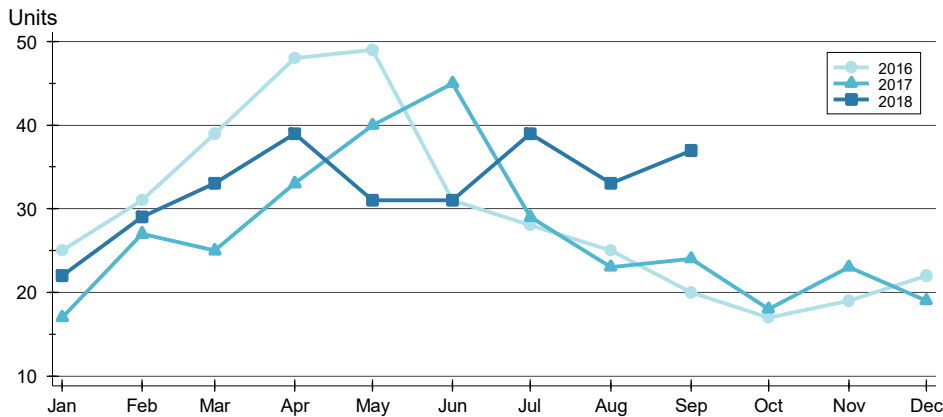
A total of 37 listings in Douglas County (excluding Lawrence) had contracts pending at the end of September, up from 24 contracts pending at the end of September 2017.

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 10/8/2018**

BY MONTH >>



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

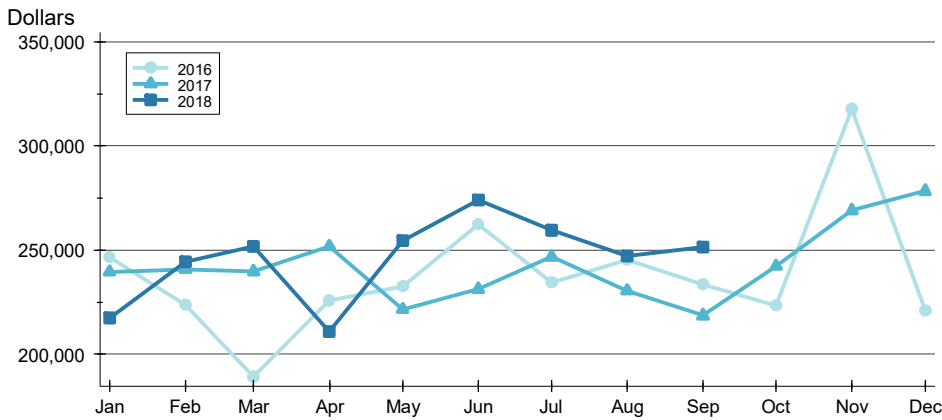
BY PRICE RANGE >>

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	2.7%	80	79,900	79,900	89	89	94.0%	94.0%
\$100,000-\$149,999	6	16.2%	804	133,950	134,950	17	14	100.3%	100.0%
\$150,000-\$199,999	9	24.3%	1,628	180,853	185,000	26	28	98.3%	100.0%
\$200,000-\$249,999	5	13.5%	1,130	226,069	222,945	42	38	98.2%	100.0%
\$250,000-\$299,999	6	16.2%	1,671	278,417	279,900	61	16	100.5%	100.0%
\$300,000-\$349,999	3	8.1%	945	314,998	310,000	68	48	95.3%	100.0%
\$350,000-\$399,999	3	8.1%	1,079	359,633	359,900	58	61	99.1%	100.0%
\$400,000-\$449,999	2	5.4%	850	424,950	424,950	46	46	98.8%	98.8%
\$450,000-\$499,999	1	2.7%	499	499,000	499,000	54	54	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	1	2.7%	620	619,900	619,900	57	57	100.0%	100.0%
\$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	37	100.0%	9,305	251,482	222,945	43	38	98.8%	100.0%

PENDING CONTRACTS ANALYSIS

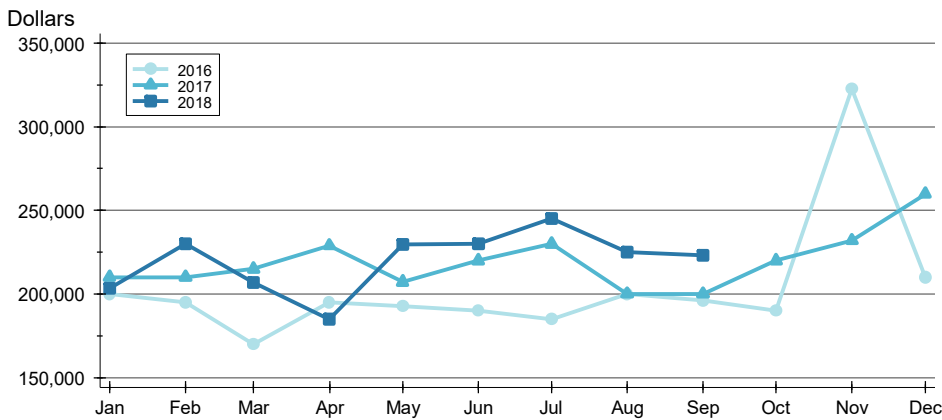
**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 10/8/2018**

AVERAGE PRICE >>



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

MEDIAN PRICE >>

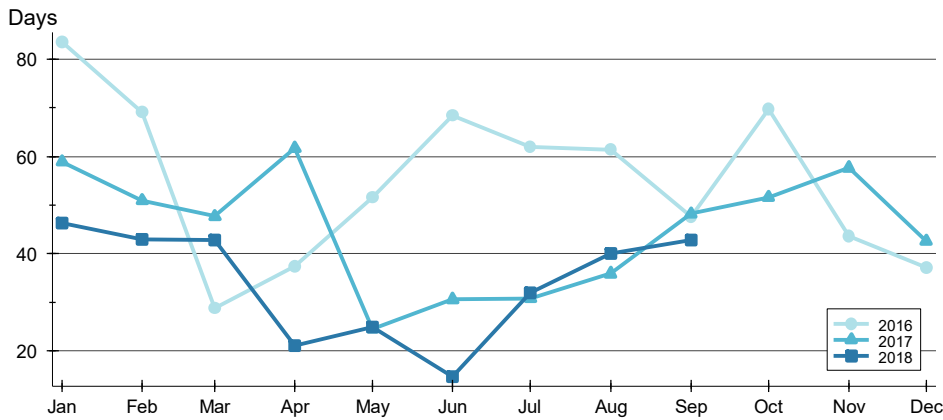


Month	2016	2017	2018
January	199,900	210,000	203,425
February	194,900	210,000	229,900
March	169,900	214,900	206,900
April	194,950	229,000	185,000
May	192,500	207,200	229,500
June	189,900	219,900	229,900
July	184,900	229,900	245,000
August	199,900	200,000	224,900
September	196,200	199,950	222,945
October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

PENDING CONTRACTS ANALYSIS

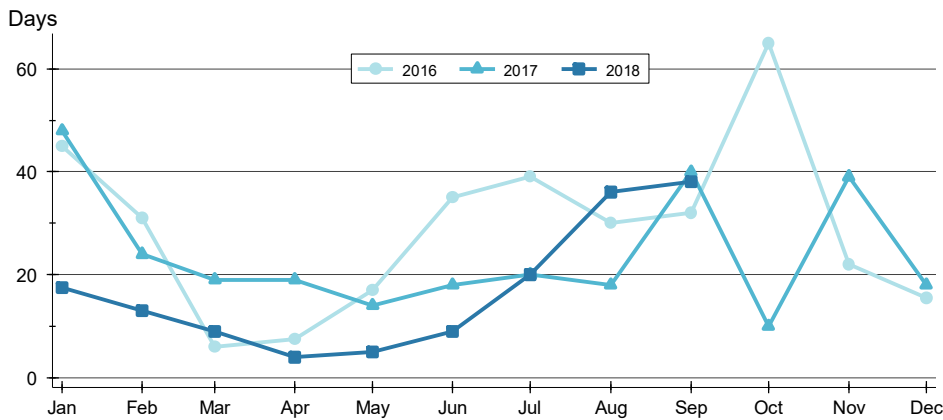
**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 10/8/2018**

AVERAGE DOM



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

MEDIAN DOM



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