

LAWRENCE MLS STATISTICS



MARCH 2021 >>

MARKET OVERVIEW >>

Douglas County Home Sales Remained Constant in March

Total home sales in Douglas County (excluding Lawrence) remained at 17 units last month, the same as in March 2020. Total sales volume was \$5.0 million, up from a year earlier.

The median sale price in March was \$240,000, down from \$255,000 a year earlier. Homes that sold in March were typically on the market for 10 days and sold for 99.2% of their list prices.

Douglas County Active Listings Down at End of March

The total number of active listings in Douglas County (excluding Lawrence) at the end of March was 16 units, down from 44 at the same point in 2020. This represents a 0.8 months' supply of homes available for sale. The median list price of homes on the market at the end of March was \$319,500.

During March, a total of 22 contracts were written up from 19 in March 2020. At the end of the month, there were 32 contracts pending, compared to 20 at the end of March 2020.

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		March		
Summary Statistics		2021	2020	Change
Home Sales		17	17	0.0%
Active Listings		16	44	-63.6%
Months' Supply		0.8	1.8	-55.3%
New Listings		17	23	-26.1%
Contracts Written		22	19	15.8%
Pending Contracts		32	20	60.0%
Sales Volume (1,000s)		4,991	4,126	21.0%
Average	Sale Price	293,600	242,712	21.0%
	List Price of Actives	395,581	506,364	-21.9%
	Days on Market	36	35	4.5%
	Percent of List	97.6%	99.0%	-1.4%
	Percent of Original	96.4%	98.3%	-2.0%
Median	Sale Price	240,000	255,000	-5.9%
	List Price of Actives	319,500	397,400	-19.6%
	Days on Market	10	8	25.0%
	Percent of List	99.2%	100.0%	-0.8%
	Percent of Original	99.2%	100.0%	-0.8%

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THREE-YEAR COMPARISONS

SUMMARY >>

BREAKDOWNS BY HOME TYPE
DOUGLAS COUNTY (EXCLUDING LAWRENCE)
AS OF 4/8/2021

March MLS Statistics By Property Type		2021			2020			2019		
		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		17	15	2	17	12	5	19	17	2
Change from prior year		0.0%	25.0%	-60.0%	-10.5%	-29.4%	150.0%	0.0%	-5.6%	100.0%
Active Listings		16	16	0	44	39	5	62	56	6
Change from prior year		-63.6%	-59.0%	-100.0%	-29.0%	-30.4%	-16.7%	37.8%	33.3%	100.0%
Months' Supply		0.8	0.9	0.0	1.8	1.7	2.6	2.8	2.6	7.2
Change from prior year		-55.3%	-50.6%	-100.0%	-36.0%	-34.5%	-63.8%	17.0%	11.9%	120.0%
New Listings		17	17	0	23	23	0	42	41	1
Change from prior year		-26.1%	-26.1%	N/A	-45.2%	-43.9%	-100.0%	31.3%	32.3%	0.0%
Contracts Written		22	22	0	19	19	0	23	22	1
Change from prior year		15.8%	15.8%	N/A	-17.4%	-13.6%	-100.0%	-17.9%	-15.4%	-50.0%
Pending Contracts		32	29	3	20	20	0	24	22	2
Change from prior year		60.0%	45.0%	N/A	-16.7%	-9.1%	-100.0%	-27.3%	-31.3%	100.0%
Sales Volume (1,000s)		4,991	4,391	600	4,126	2,597	1,529	5,310	4,752	558
Change from prior year		21.0%	69.1%	-60.8%	-22.3%	-45.3%	173.9%	17.3%	24.9%	-22.8%
Average	Sale Price	293,600	292,760	299,900	242,712	216,433	305,780	279,495	279,544	279,078
	Change from prior year	21.0%	35.3%	-1.9%	-13.2%	-22.6%	9.6%	17.3%	32.2%	-61.4%
	List Price of Actives	395,581	395,581	N/A	506,364	529,367	326,940	344,061	342,975	354,199
	Change from prior year	-21.9%	-25.3%	0.0%	47.2%	54.3%	-7.7%	-24.6%	-24.9%	-21.2%
	Days on Market	36	25	118	35	30	45	51	45	105
	Change from prior year	4.6%	-16.7%	163.5%	-32.5%	-32.3%	-57.5%	111.8%	75.8%	N/A
	Percent of List	97.6%	97.3%	100.0%	99.0%	98.8%	99.4%	98.1%	97.8%	101.4%
Change from prior year	-1.4%	-1.6%	0.6%	0.9%	1.1%	-1.9%	-2.1%	-2.5%	1.4%	
Median	Sale Price	240,000	222,000	299,900	255,000	215,450	293,400	252,500	252,500	279,078
	Change from prior year	-5.9%	3.0%	2.2%	1.0%	-14.7%	5.1%	11.2%	15.4%	-61.4%
	List Price of Actives	319,500	319,500	N/A	397,400	439,000	315,000	289,700	289,000	306,198
	Change from prior year	-19.6%	-27.2%	0.0%	37.2%	51.9%	2.9%	-18.4%	-18.0%	-21.5%
	Days on Market	10	5	118	8	8	28	31	10	105
	Change from prior year	25.0%	-33.3%	319.6%	-74.2%	-25.0%	-73.3%	287.5%	-4.8%	N/A
	Percent of List	99.2%	97.9%	100.0%	100.0%	99.8%	100.0%	98.8%	98.1%	101.4%
Change from prior year	-0.8%	-1.9%	0.0%	1.2%	1.7%	-1.3%	-1.2%	-1.9%	1.4%	
Percent of Original		99.2%	97.9%	100.0%	100.0%	98.1%	100.0%	98.1%	98.1%	99.9%
	Change from prior year	-0.8%	-0.3%	0.0%	1.9%	0.0%	0.1%	-1.9%	-1.9%	-0.1%

YEAR-TO-DATE STATISTICS

SUMMARY >>

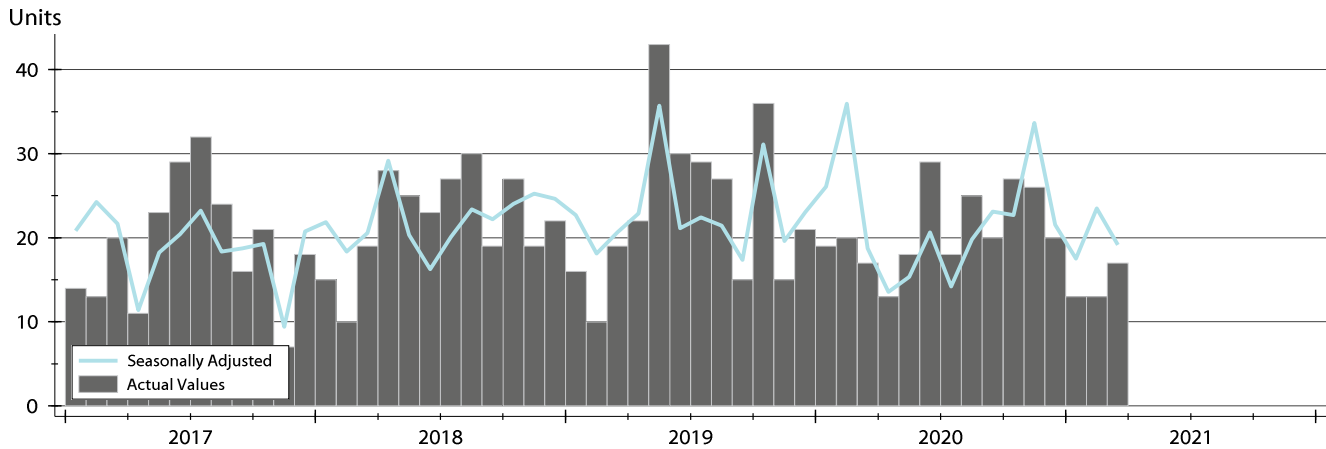
**YTD BREAKDOWNS BY HOME TYPE
DOUGLAS COUNTY (EXCLUDING LAWRENCE)
AS OF 4/8/2021**

Year-to-Date Activity		2021			2020			2019		
By Property Type		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		43	41	2	56	45	11	45	41	4
Change from prior year		-23.2%	-8.9%	-81.8%	24.4%	9.8%	175.0%	2.3%	0.0%	33.3%
New Listings		48	48	0	65	63	2	80	76	4
Change from prior year		-26.2%	-23.8%	-100.0%	-18.8%	-17.1%	-50.0%	12.7%	11.8%	33.3%
Contracts Written		55	52	3	53	46	7	54	49	5
Change from prior year		3.8%	13.0%	-57.1%	-1.9%	-6.1%	40.0%	-12.9%	-18.3%	150.0%
Sales Volume (1,000s)		12,796	12,196	600	14,431	10,822	3,609	11,496	10,245	1,251
Change from prior year		-11.3%	12.7%	-83.4%	25.5%	5.6%	188.5%	-1.2%	-1.8%	3.7%
Average	Sale Price	297,579	297,466	299,900	257,694	240,492	328,064	255,469	249,889	312,664
	Change from prior year	15.5%	23.7%	-8.6%	0.9%	-3.8%	4.9%	-3.4%	-1.8%	-22.2%
	Days on Market	32	27	118	43	22	131	56	51	110
	Change from prior year	-27.2%	24.7%	-10.2%	-22.6%	-56.7%	18.7%	19.4%	10.6%	78.8%
	Percent of List	98.0%	97.9%	100.0%	98.3%	98.1%	99.0%	98.1%	98.0%	100.0%
Change from prior year	-0.2%	-0.2%	1.0%	0.1%	0.1%	-1.0%	-1.4%	-1.6%	-0.7%	
Percent of Original	96.7%	96.6%	100.0%	97.1%	97.2%	96.7%	96.4%	96.2%	98.5%	
Change from prior year	-0.4%	-0.6%	3.4%	0.7%	1.0%	-1.8%	-2.2%	-2.3%	-2.0%	
Median	Sale Price	280,000	276,500	299,900	238,500	215,000	300,000	230,000	223,000	323,750
	Change from prior year	17.4%	28.6%	0.0%	3.7%	-3.6%	-7.3%	0.9%	-1.8%	24.6%
	Days on Market	10	9	118	11	8	53	31	27	105
	Change from prior year	-9.1%	12.5%	121.7%	-64.5%	-70.4%	-49.5%	87.9%	68.8%	41.9%
	Percent of List	99.2%	98.9%	100.0%	100.0%	99.6%	100.0%	99.2%	99.0%	99.6%
Change from prior year	-0.8%	-0.6%	0.0%	0.8%	0.6%	0.4%	-0.8%	-1.0%	-0.4%	
Percent of Original	98.7%	97.9%	100.0%	98.8%	98.7%	100.0%	98.0%	98.0%	97.5%	
Change from prior year	-0.1%	-0.8%	0.0%	0.8%	0.7%	2.5%	-1.6%	-1.4%	-2.5%	

CLOSED LISTINGS ANALYSIS

HISTORY >>

DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 4/8/2021



SUMMARY >>

Summary Statistics for Closed Listings		March			Year-to-Date		
		2021	2020	Change	2021	2020	Change
Closed Listings		17	17	0.0%	43	56	-23.2%
Volume (1,000s)		4,991	4,126	21.0%	12,796	14,431	-11.3%
Average	Sale Price	293,600	242,712	21.0%	297,579	257,694	15.5%
	Days on Market	36	35	4.6%	32	43	-27.2%
	Percent of List	97.6%	99.0%	-1.4%	98.0%	98.3%	-0.2%
	Percent of Original	96.4%	98.3%	-2.0%	96.7%	97.1%	-0.4%
Median	Sale Price	240,000	255,000	-5.9%	280,000	238,500	17.4%
	Days on Market	10	8	25.0%	10	11	-9.1%
	Percent of List	99.2%	100.0%	-0.8%	99.2%	100.0%	-0.8%
	Percent of Original	99.2%	100.0%	-0.8%	98.7%	98.8%	-0.1%

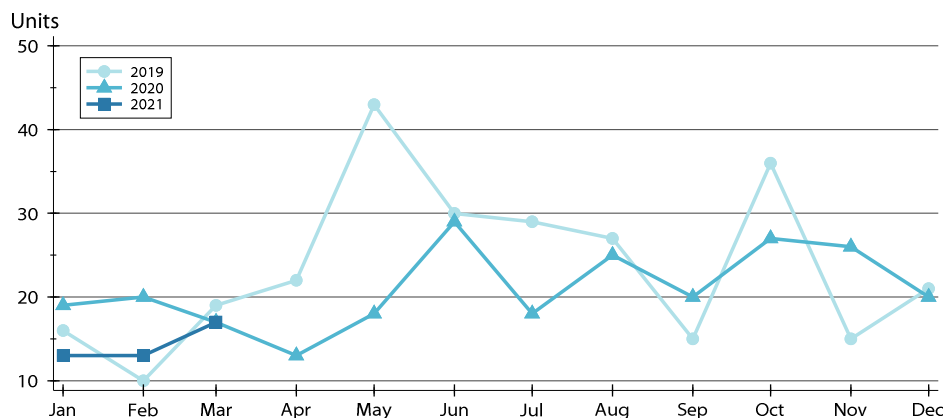
A total of 17 homes sold in Douglas County (excluding Lawrence) in March, showing no change from March 2020. Total sales volume rose to \$5.0 million compared to \$4.1 million in the previous year.

The median sales price in March was \$240,000, down 5.9% compared to the prior year. Median days on market was 10 days, up from 7 days in February, and up from 8 in March 2020.

CLOSED LISTINGS ANALYSIS

**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 4/8/2021**

BY MONTH >>



Month	2019	2020	2021
January	16	19	13
February	10	20	13
March	19	17	17
April	22	13	17
May	43	18	18
June	30	29	29
July	29	18	18
August	27	25	25
September	15	20	20
October	36	27	27
November	15	26	26
December	21	20	20

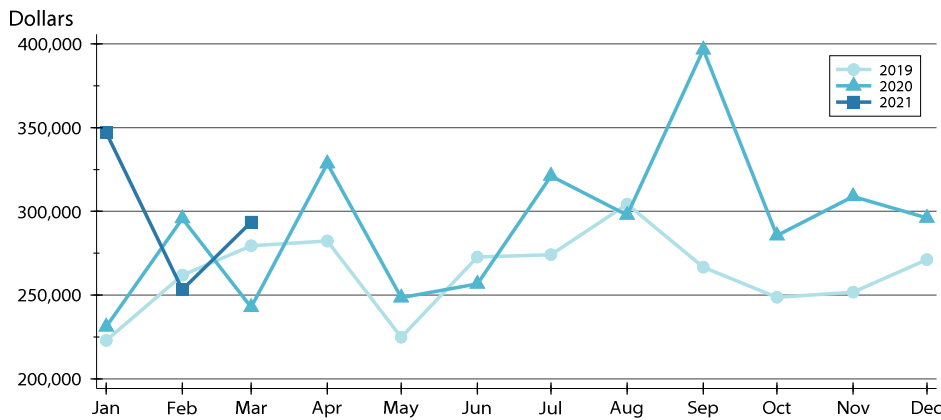
BY PRICE RANGE >>

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	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$50,000-\$99,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$100,000-\$149,999	2	11.8%	262	130,750	130,750	9	9	93.9%	93.9%	93.9%	93.9%
\$150,000-\$199,999	3	17.6%	526	175,333	180,000	31	12	99.9%	100.7%	98.2%	100.7%
\$200,000-\$249,999	4	23.5%	882	220,475	216,000	31	23	100.0%	98.8%	98.5%	98.8%
\$250,000-\$299,999	4	23.5%	1,150	287,575	288,200	59	6	99.5%	100.0%	99.5%	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	1	5.9%	440	440,000	440,000	4	4	94.6%	94.6%	94.6%	94.6%
\$450,000-\$499,999	1	5.9%	483	482,500	482,500	5	5	99.7%	99.7%	99.7%	99.7%
\$500,000-\$599,999	1	5.9%	544	544,000	544,000	43	43	90.8%	90.8%	90.8%	90.8%
\$600,000-\$749,999	1	5.9%	705	705,000	705,000	90	90	88.1%	88.1%	78.8%	78.8%
\$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	17	100.0%	4,991	293,600	240,000	36	10	97.6%	99.2%	96.4%	99.2%

CLOSED LISTINGS ANALYSIS

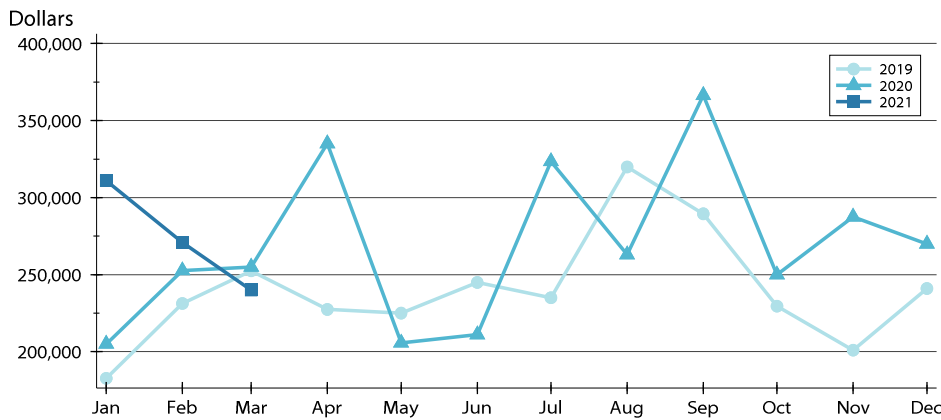
**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 4/8/2021**

AVERAGE PRICE >>



Month	2019	2020	2021
January	222,918	231,008	347,077
February	261,900	295,780	253,285
March	279,495	242,712	293,600
April	282,314	328,567	
May	224,797	248,419	
June	272,675	256,636	
July	274,159	321,206	
August	304,310	297,868	
September	266,693	396,585	
October	248,731	285,556	
November	251,758	308,939	
December	271,190	295,990	

MEDIAN PRICE >>

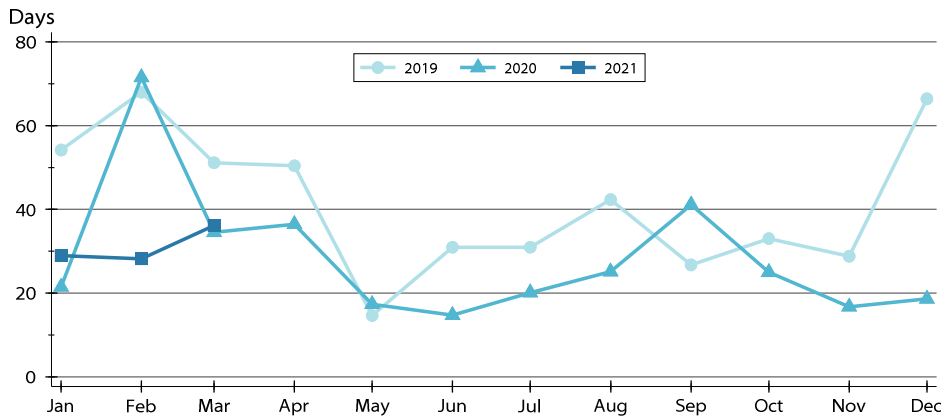


Month	2019	2020	2021
January	182,725	204,950	311,000
February	231,250	252,650	271,000
March	252,500	255,000	240,000
April	227,400	335,000	
May	225,000	205,700	
June	244,950	211,000	
July	235,000	323,500	
August	319,900	263,000	
September	289,500	366,450	
October	229,500	250,000	
November	201,000	287,450	
December	241,000	269,950	

CLOSED LISTINGS ANALYSIS

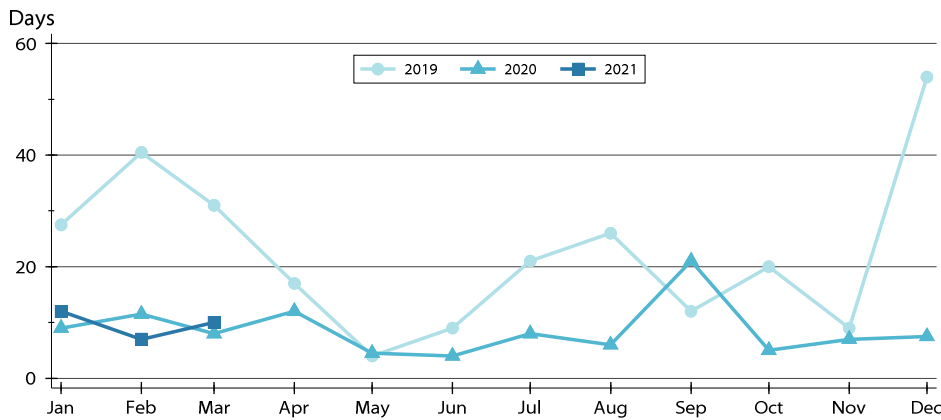
**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 4/8/2021**

AVERAGE DOM >>



Month	2019	2020	2021
January	54	21	29
February	68	72	28
March	51	35	36
April	50	36	
May	15	17	
June	31	15	
July	31	20	
August	42	25	
September	27	41	
October	33	25	
November	29	17	
December	66	19	

MEDIAN DOM >>

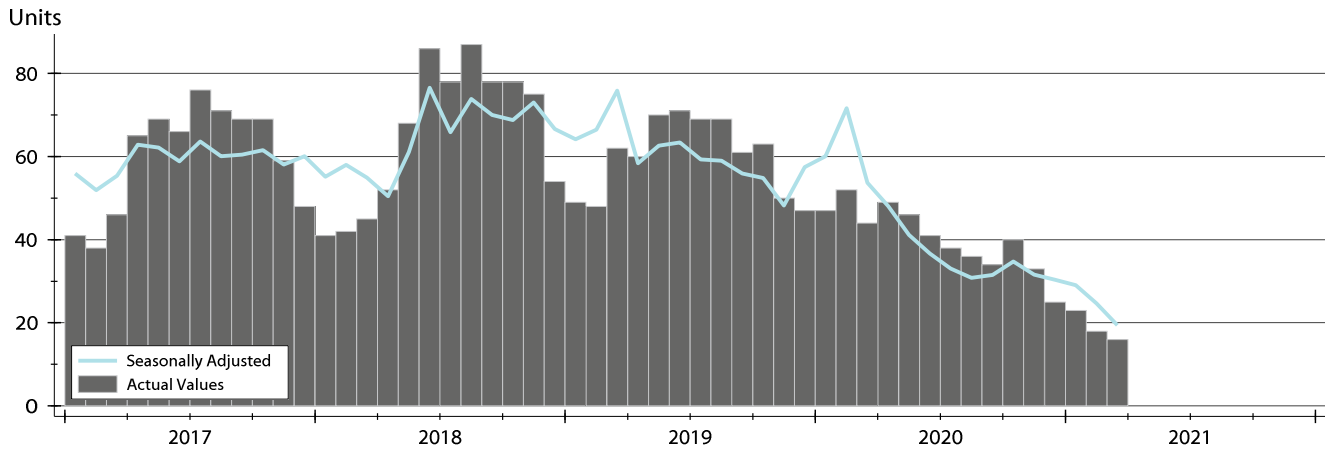


Month	2019	2020	2021
January	28	9	12
February	41	12	7
March	31	8	10
April	17	12	
May	4	5	
June	9	4	
July	21	8	
August	26	6	
September	12	21	
October	20	5	
November	9	7	
December	54	8	

ACTIVE LISTINGS ANALYSIS

**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 4/8/2021**

HISTORY >>



SUMMARY >>

Summary Statistics for Active Listings		End of March		
		2021	2020	Change
Active Listings		16	44	-63.6%
Months' Supply		0.8	1.8	-55.3%
Volume (1,000s)		6,329	22,280	-71.6%
Average	List Price	395,581	506,364	-21.9%
	Days on Market	45	96	-53.0%
	Percent of Original	98.9%	99.6%	-0.6%
Median	List Price	319,500	397,400	-19.6%
	Days on Market	14	64	-78.1%
	Percent of Original	100.0%	100.0%	0.0%

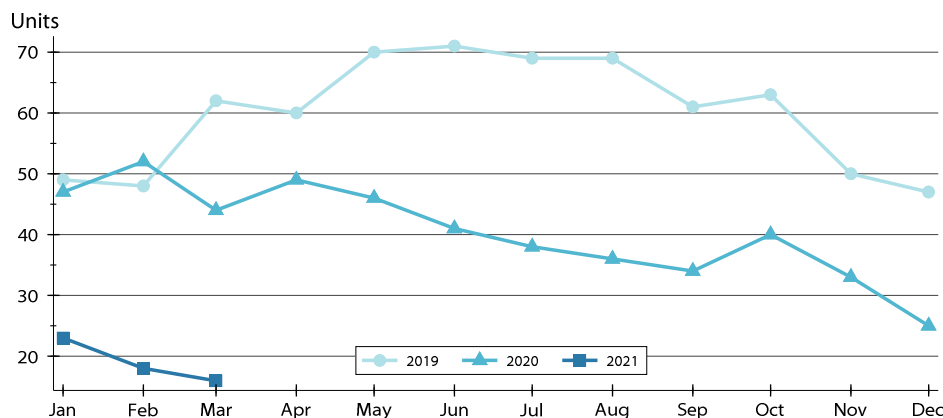
A total of 16 homes were available for sale in Douglas County (excluding Lawrence) at the end of March. This represents a 0.8 months' supply of active listings.

The median list price of homes on the market at the end of March was \$319,500, down 19.6% from 2020. The typical time on market for active listings was 14 days, down from 64 days a year earlier.

ACTIVE LISTINGS ANALYSIS

**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 4/8/2021**

BY MONTH >>



Month	2019	2020	2021
January	49	47	23
February	48	52	18
March	62	44	16
April	60	49	
May	70	46	
June	71	41	
July	69	38	
August	69	36	
September	61	34	
October	63	40	
November	50	33	
December	47	25	

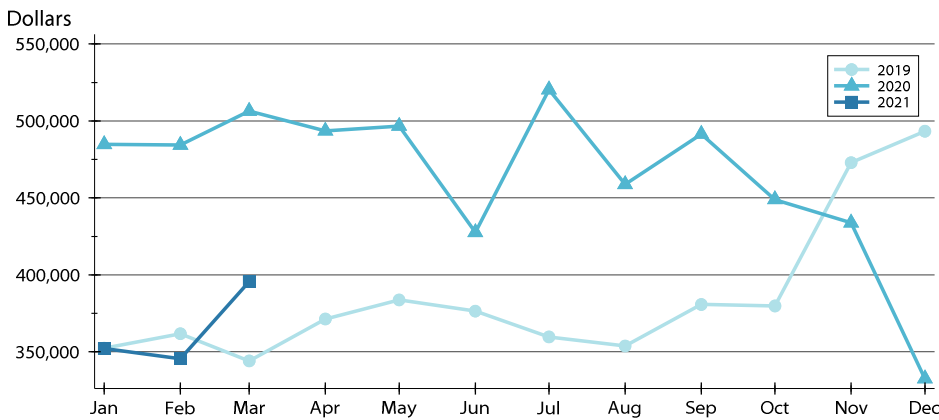
BY PRICE RANGE >>

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	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$50,000-\$99,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$100,000-\$149,999	2	12.5%	246	1.0	123,000	123,000	98	98	100.0%	100.0%
\$150,000-\$199,999	1	6.3%	190	0.3	190,000	190,000	2	2	100.0%	100.0%
\$200,000-\$249,999	2	12.5%	405	0.5	202,500	202,500	94	94	95.6%	95.6%
\$250,000-\$299,999	3	18.8%	849	0.8	282,833	288,500	8	6	100.0%	100.0%
\$300,000-\$349,999	1	6.3%	340	N/A	340,000	340,000	7	7	100.0%	100.0%
\$350,000-\$399,999	1	6.3%	355	N/A	354,900	354,900	67	67	98.6%	98.6%
\$400,000-\$449,999	1	6.3%	420	1.0	420,000	420,000	137	137	93.3%	93.3%
\$450,000-\$499,999	0	0.0%	0	0.0	N/A	N/A	N/A	N/A	N/A	N/A
\$500,000-\$599,999	2	12.5%	1,110	2.0	554,950	554,950	43	43	100.0%	100.0%
\$600,000-\$749,999	1	6.3%	695	1.0	695,000	695,000	10	10	100.0%	100.0%
\$750,000-\$999,999	2	12.5%	1,720	N/A	860,000	860,000	2	2	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	16	100.0%	6,329	0.9	395,581	319,500	45	14	98.9%	100.0%

ACTIVE LISTINGS ANALYSIS

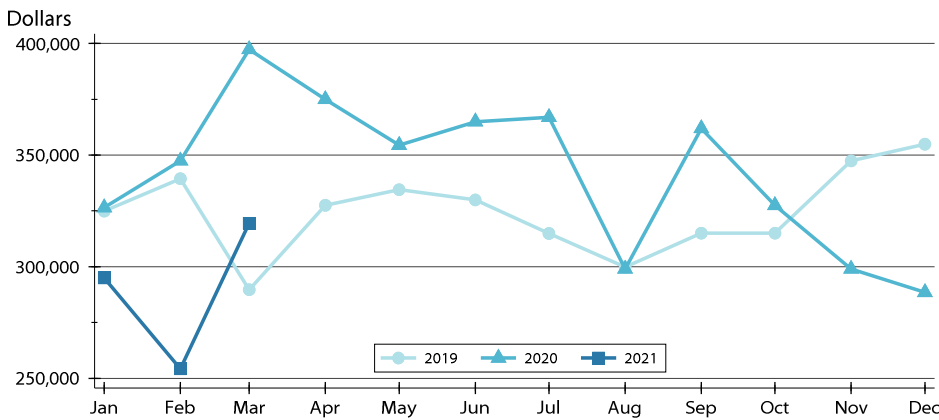
**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 4/8/2021**

AVERAGE PRICE >>



Month	2019	2020	2021
January	352,406	484,747	352,137
February	361,792	484,360	345,489
March	344,061	506,364	395,581
April	371,335	493,571	
May	383,726	496,717	
June	376,416	427,603	
July	359,671	520,358	
August	353,781	458,750	
September	380,739	491,534	
October	379,795	448,944	
November	472,927	433,868	
December	493,338	332,488	

MEDIAN PRICE >>

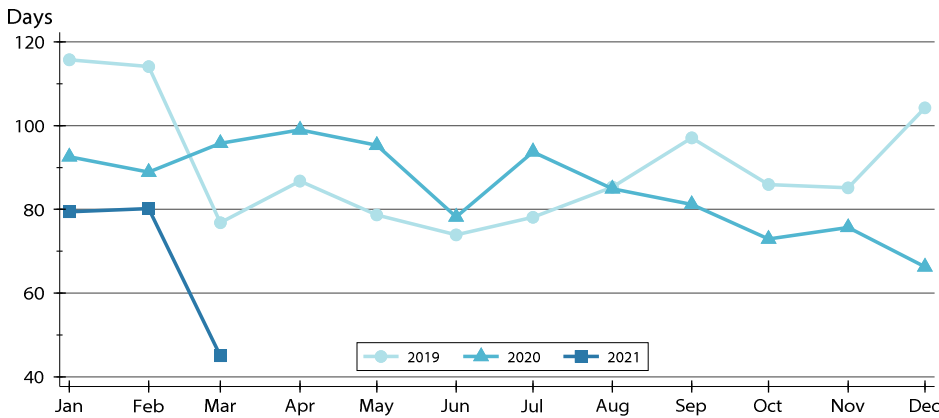


Month	2019	2020	2021
January	324,900	326,500	295,000
February	339,450	347,450	254,200
March	289,700	397,400	319,500
April	327,500	375,000	
May	334,500	354,450	
June	329,900	365,000	
July	314,900	366,950	
August	299,900	299,000	
September	315,000	361,950	
October	315,000	327,450	
November	347,400	299,000	
December	354,900	288,500	

ACTIVE LISTINGS ANALYSIS

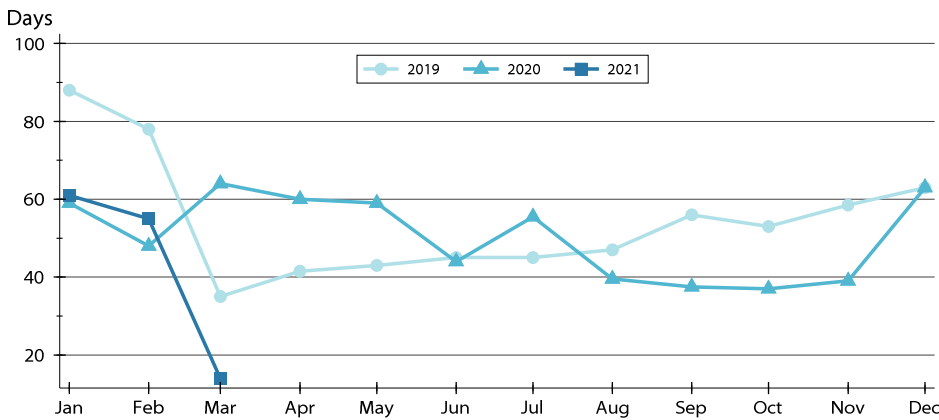
**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 4/8/2021**

AVERAGE DOM



Month	2019	2020	2021
January	116	93	79
February	114	89	80
March	77	96	45
April	87	99	
May	79	95	
June	74	78	
July	78	94	
August	85	85	
September	97	81	
October	86	73	
November	85	76	
December	104	66	

MEDIAN DOM

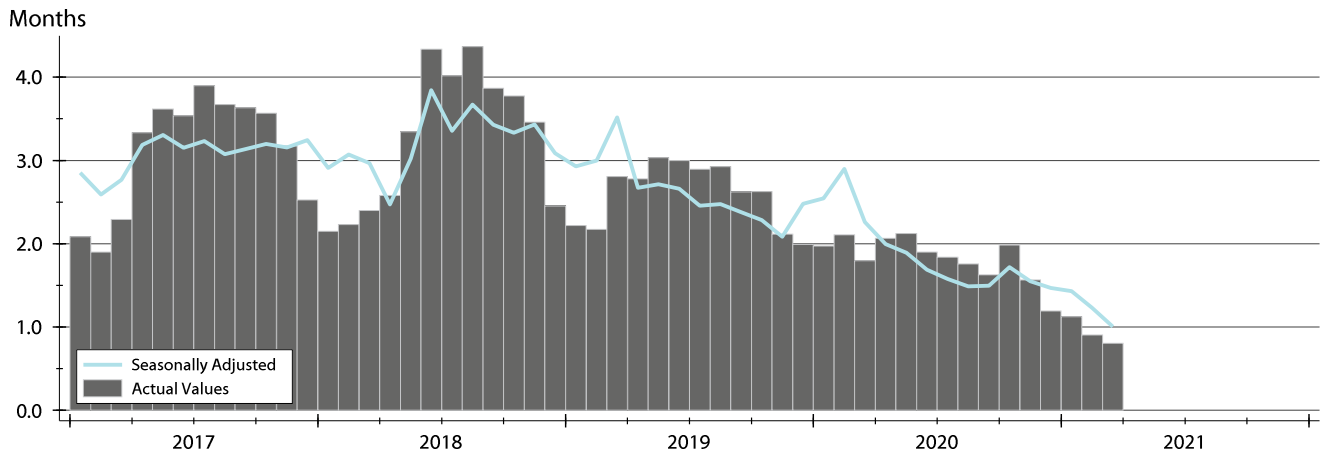


Month	2019	2020	2021
January	88	59	61
February	78	48	55
March	35	64	14
April	42	60	
May	43	59	
June	45	44	
July	45	56	
August	47	40	
September	56	38	
October	53	37	
November	59	39	
December	63	63	

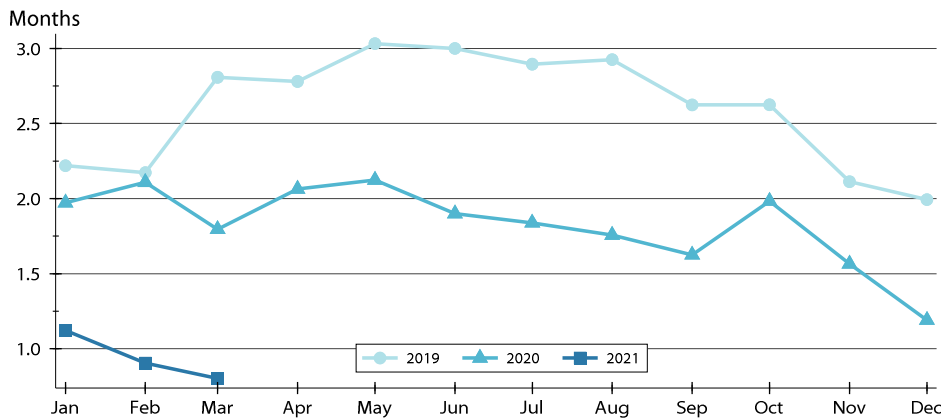
MONTHS' SUPPLY ANALYSIS

**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 4/8/2021**

HISTORY >>



BY MONTH >>

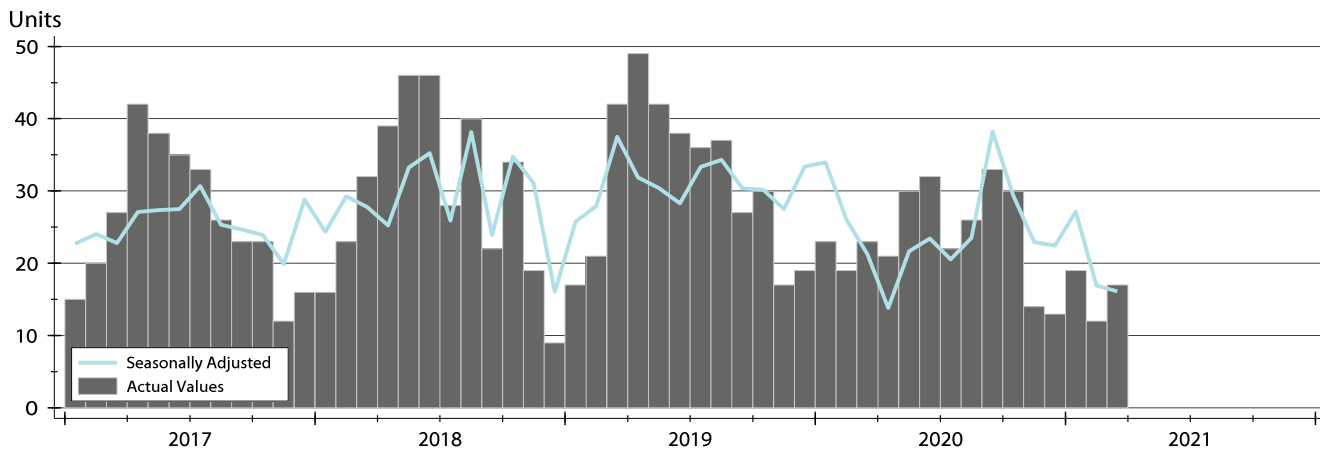


Month	2019	2020	2021
January	2.2	2.0	1.1
February	2.2	2.1	0.9
March	2.8	1.8	0.8
April	2.8	2.1	
May	3.0	2.1	
June	3.0	1.9	
July	2.9	1.8	
August	2.9	1.8	
September	2.6	1.6	
October	2.6	2.0	
November	2.1	1.6	
December	2.0	1.2	

NEW LISTINGS ANALYSIS

**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 4/8/2021**

HISTORY >>



SUMMARY >>

Summary Statistics for New Listings		March		
		2021	2020	Change
Current Month	New Listings	17	23	-26.1%
	Volume (1,000s)	5,775	6,541	-11.7%
	Average List Price	339,699	284,387	19.4%
	Median List Price	249,900	215,000	16.2%
YTD	New Listings	48	65	-26.2%
	Volume (1,000s)	14,492	19,089	-24.1%
	Average List Price	301,908	293,670	2.8%
	Median List Price	245,750	239,000	2.8%

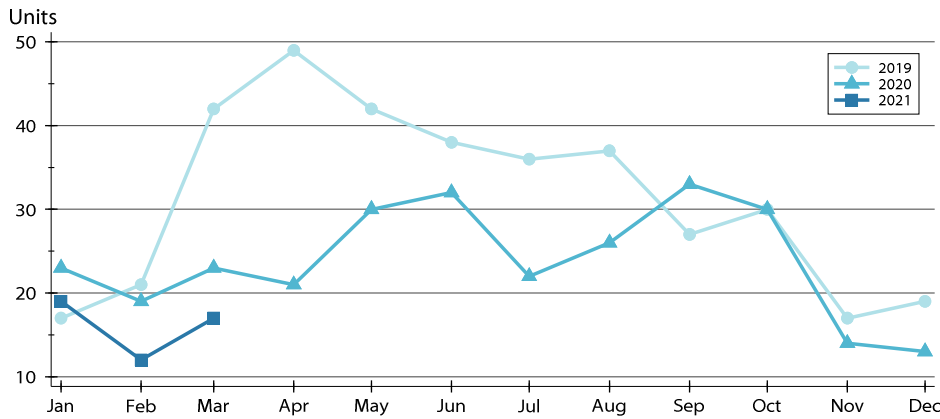
A total of 17 new listings were added in Douglas County (excluding Lawrence) during March, down 26.1% from the same month in 2020. Year-to-date Douglas County (excluding Lawrence) has seen 48 new listings.

The median list price of these homes was \$249,900 up from \$215,000 in 2020.

NEW LISTINGS ANALYSIS

**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 4/8/2021**

BY MONTH >>



Month	2019	2020	2021
January	17	23	19
February	21	19	12
March	42	23	17
April	49	21	
May	42	30	
June	38	32	
July	36	22	
August	37	26	
September	27	33	
October	30	30	
November	17	14	
December	19	13	

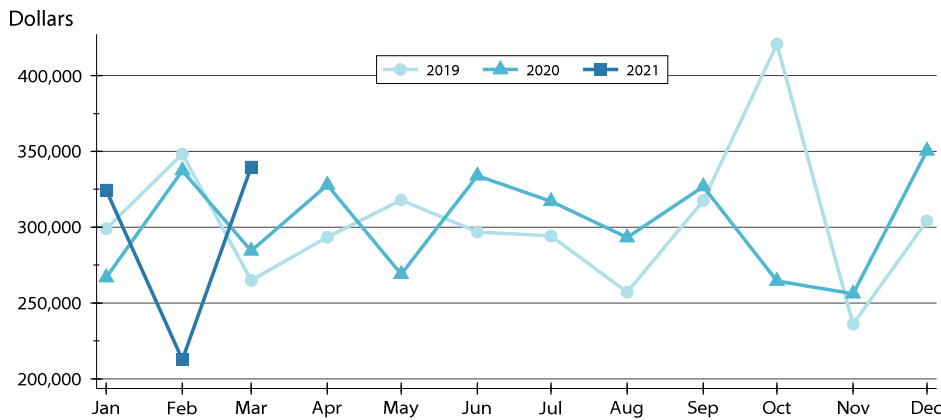
BY PRICE RANGE >>

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	1	5.9%	149	148,500	148,500
\$150,000-\$199,999	3	17.6%	557	185,763	189,900
\$200,000-\$249,999	5	29.4%	1,168	233,660	243,500
\$250,000-\$299,999	3	17.6%	841	280,300	276,500
\$300,000-\$349,999	1	5.9%	340	340,000	340,000
\$350,000-\$399,999	0	0.0%	0	N/A	N/A
\$400,000-\$449,999	0	0.0%	0	N/A	N/A
\$450,000-\$499,999	0	0.0%	0	N/A	N/A
\$500,000-\$599,999	2	11.8%	1,100	549,950	549,950
\$600,000-\$749,999	1	5.9%	695	695,000	695,000
\$750,000-\$999,999	1	5.9%	925	925,000	925,000
\$1,000,000 and up	0	0.0%	0	N/A	N/A
All price ranges	17	100.0%	5,775	339,699	249,900

NEW LISTINGS ANALYSIS

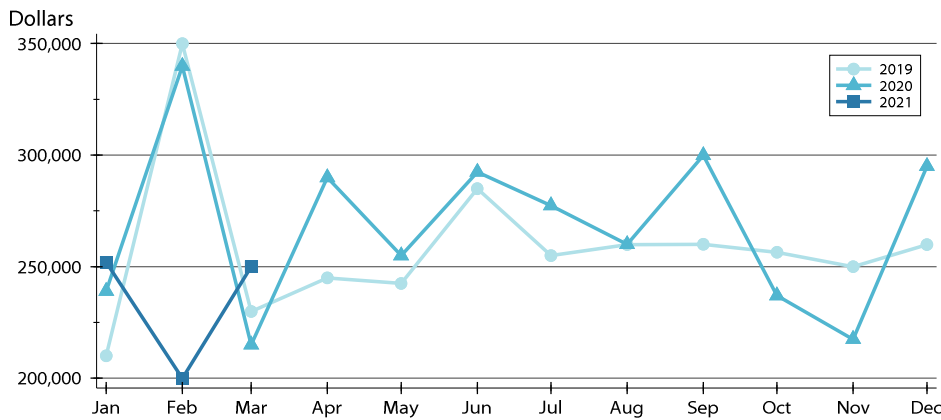
**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 4/8/2021**

AVERAGE PRICE >>



Month	2019	2020	2021
January	298,976	266,811	324,484
February	348,252	337,421	212,625
March	264,952	284,387	339,699
April	293,347	327,910	
May	317,980	268,967	
June	296,849	333,883	
July	294,224	317,055	
August	257,184	293,169	
September	317,598	326,898	
October	420,878	264,462	
November	235,951	256,132	
December	304,200	350,408	

MEDIAN PRICE >>

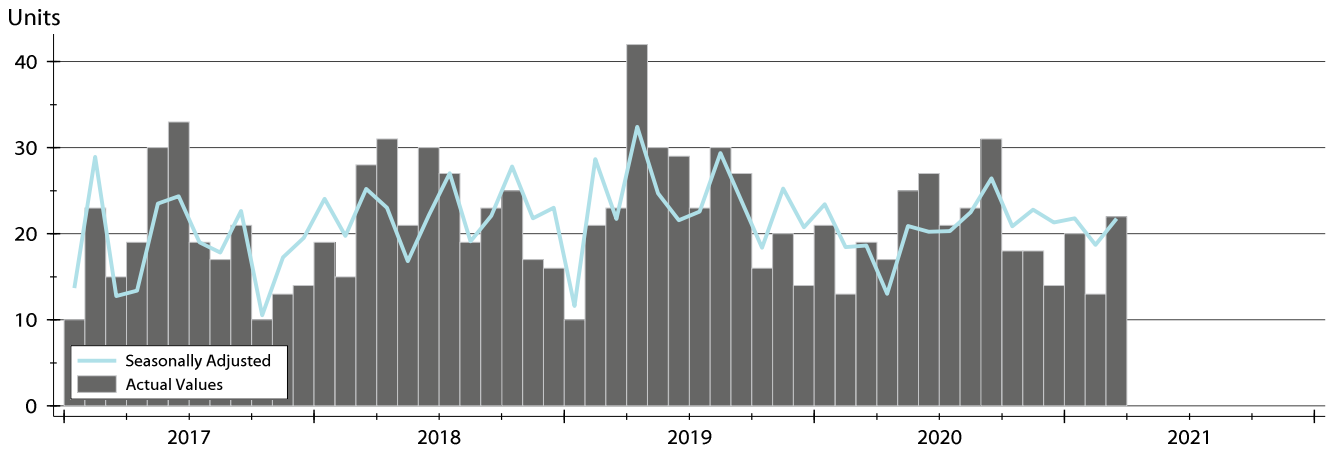


Month	2019	2020	2021
January	210,000	239,000	252,000
February	350,000	339,900	199,950
March	229,900	215,000	249,900
April	245,000	289,900	
May	242,450	254,900	
June	284,948	292,450	
July	254,950	277,400	
August	259,900	260,000	
September	259,999	299,900	
October	256,450	237,000	
November	250,000	217,450	
December	259,900	295,000	

CONTRACTS WRITTEN ANALYSIS

DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 4/8/2021

HISTORY >>



SUMMARY >>

Summary Statistics for Contracts Written		March			Year-to-Date		
		2021	2020	Change	2021	2020	Change
Closed Listings		22	19	15.8%	55	53	3.8%
Volume (1,000s)		6,514	5,303	22.8%	16,300	14,882	9.5%
Average	Sale Price	296,072	279,111	6.1%	296,368	280,796	5.5%
	Days on Market	39	18	112.8%	41	44	-8.6%
	Percent of Original	99.6%	98.7%	0.9%	98.5%	97.5%	1.1%
Median	Sale Price	236,750	216,500	9.4%	243,500	250,000	-2.6%
	Days on Market	4	5	-20.0%	5	9	-44.4%
	Percent of Original	100.0%	99.0%	1.0%	100.0%	100.0%	0.0%

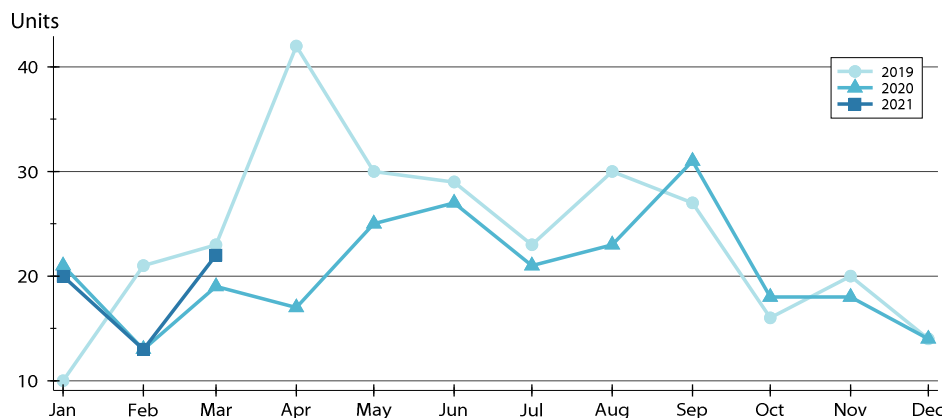
A total of 22 contracts for sale were written in Douglas County (excluding Lawrence) during the month of March, up from 19 in 2020. The median list price of these homes was \$236,750, up from \$216,500 the prior year.

Half of the homes that went under contract in March were on the market less than 4 days, compared to 5 days in March 2020.

CONTRACTS WRITTEN ANALYSIS

**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 4/8/2021**

BY MONTH >>



Month	2019	2020	2021
January	10	21	20
February	21	13	13
March	23	19	22
April	42	17	
May	30	25	
June	29	27	
July	23	21	
August	30	23	
September	27	31	
October	16	18	
November	20	18	
December	14	14	

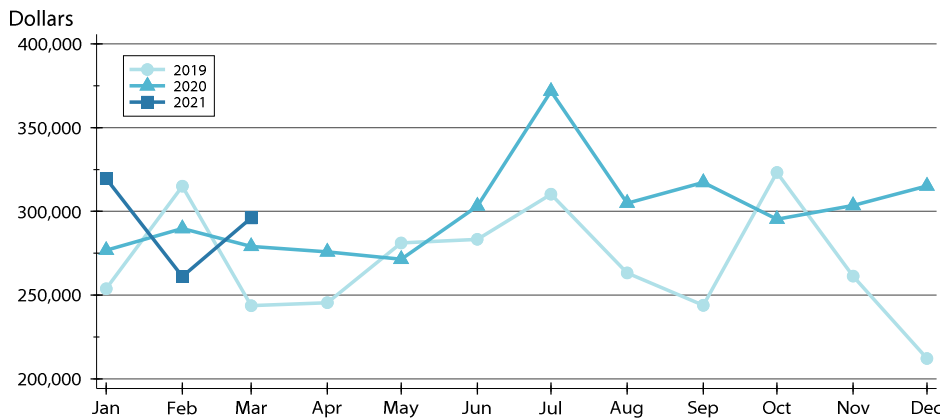
BY PRICE RANGE >>

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	1	4.5%	149	148,500	148,500	3	3	100.0%	100.0%
\$150,000-\$199,999	6	27.3%	1,037	172,832	168,645	45	5	99.6%	100.0%
\$200,000-\$249,999	6	27.3%	1,358	226,383	225,000	7	4	99.2%	100.0%
\$250,000-\$299,999	4	18.2%	1,121	280,225	278,250	2	1	99.4%	99.8%
\$300,000-\$349,999	1	4.5%	329	329,000	329,000	29	29	100.0%	100.0%
\$350,000-\$399,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
\$400,000-\$449,999	1	4.5%	410	409,900	409,900	35	35	100.0%	100.0%
\$450,000-\$499,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
\$500,000-\$599,999	2	9.1%	1,010	505,000	505,000	212	212	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	1	4.5%	1,100	1,100,000	1,100,000	48	48	100.0%	100.0%
All price ranges	22	100.0%	6,514	296,072	236,750	39	4	99.6%	100.0%

CONTRACTS WRITTEN ANALYSIS

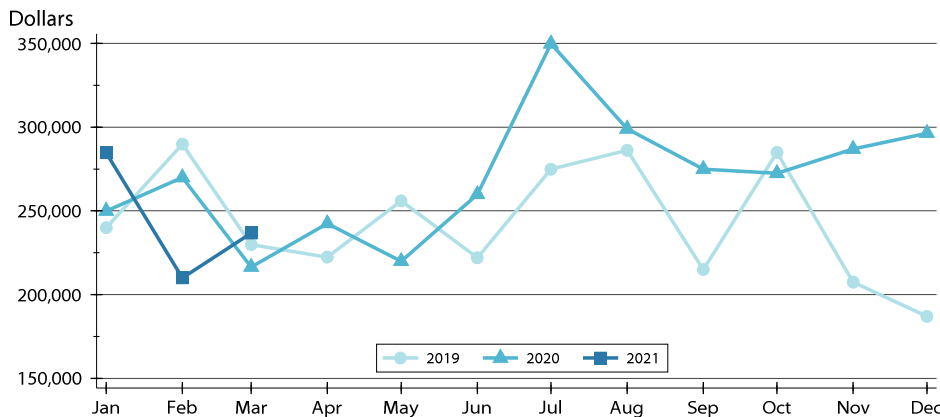
**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 4/8/2021**

AVERAGE PRICE >>



Month	2019	2020	2021
January	253,735	276,812	319,578
February	315,090	289,696	261,162
March	243,609	279,111	296,072
April	245,508	275,818	
May	281,145	271,400	
June	283,326	303,226	
July	310,298	371,826	
August	263,210	304,952	
September	243,887	317,306	
October	323,309	295,361	
November	261,313	303,492	
December	212,057	315,114	

MEDIAN PRICE >>

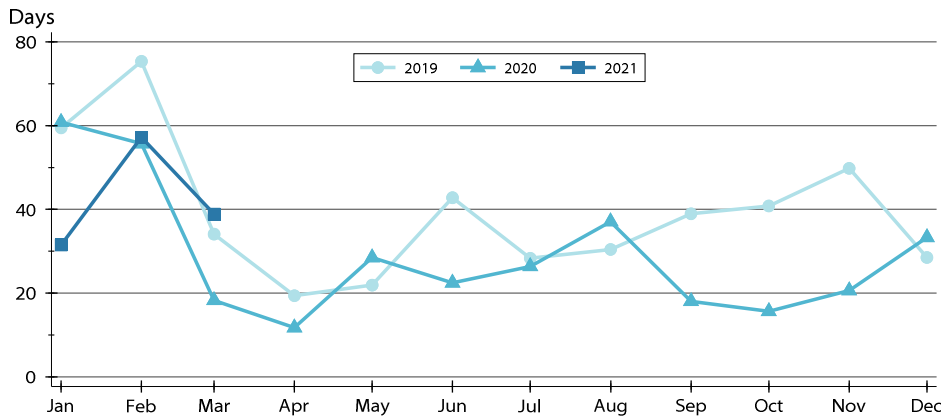


Month	2019	2020	2021
January	240,000	250,000	284,700
February	289,900	269,950	210,000
March	229,900	216,500	236,750
April	222,450	242,500	
May	256,000	219,900	
June	222,000	259,900	
July	274,900	349,900	
August	286,200	299,000	
September	215,000	275,000	
October	284,950	272,400	
November	207,450	286,950	
December	186,950	296,450	

CONTRACTS WRITTEN ANALYSIS

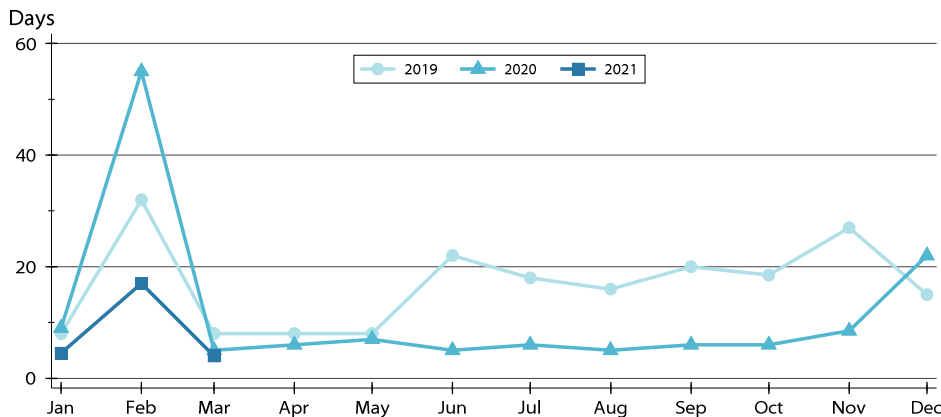
**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 4/8/2021**

AVERAGE DOM >>



Month	2019	2020	2021
January	60	61	32
February	75	56	57
March	34	18	39
April	19	12	
May	22	28	
June	43	22	
July	28	26	
August	30	37	
September	39	18	
October	41	16	
November	50	21	
December	29	33	

MEDIAN DOM >>

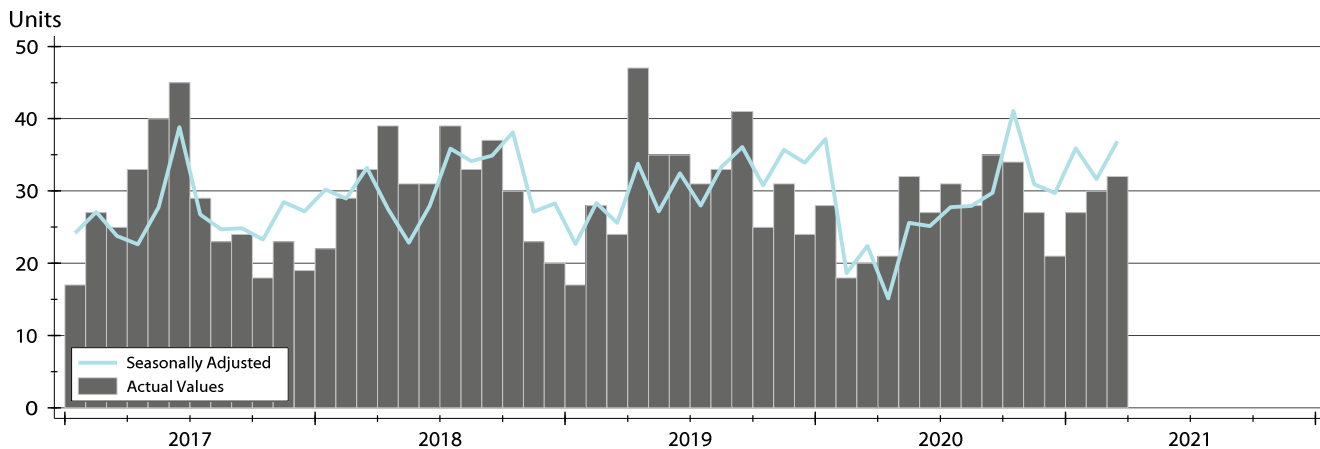


Month	2019	2020	2021
January	8	9	5
February	32	55	17
March	8	5	4
April	8	6	
May	8	7	
June	22	5	
July	18	6	
August	16	5	
September	20	6	
October	19	6	
November	27	9	
December	15	22	

PENDING CONTRACTS ANALYSIS

**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 4/8/2021**

HISTORY >>



SUMMARY >>

Summary Statistics for Active Listings		End of March		
		2021	2020	Change
Active Listings		32	20	60.0%
Volume (1,000s)		9,451	5,808	62.7%
Average	List Price	295,359	290,408	1.7%
	Days on Market	46	25	83.3%
	Percent of Original	99.6%	99.2%	0.5%
Median	List Price	225,000	242,475	-7.2%
	Days on Market	6	7	-14.3%
	Percent of Original	100.0%	100.0%	0.0%

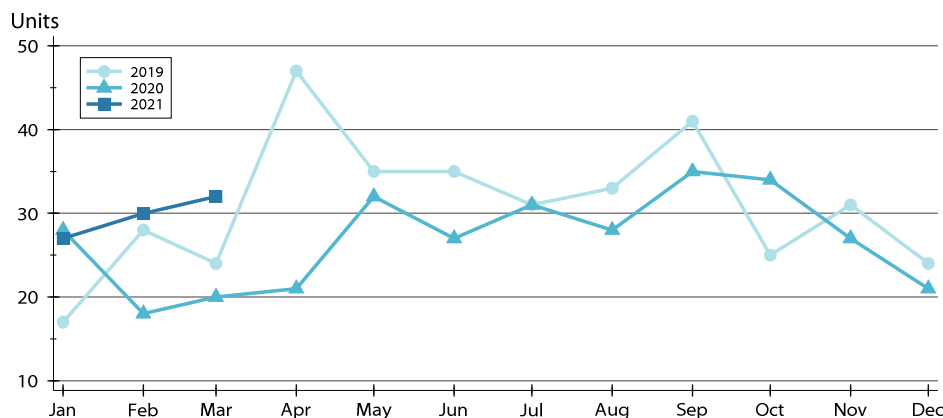
A total of 32 listings in Douglas County (excluding Lawrence) had contracts pending at the end of March, up from 20 contracts pending at the end of March 2020.

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 4/8/2021**

BY MONTH >>



Month	2019	2020	2021
January	17	28	27
February	28	18	30
March	24	20	32
April	47	21	
May	35	32	
June	35	27	
July	31	31	
August	33	28	
September	41	35	
October	25	34	
November	31	27	
December	24	21	

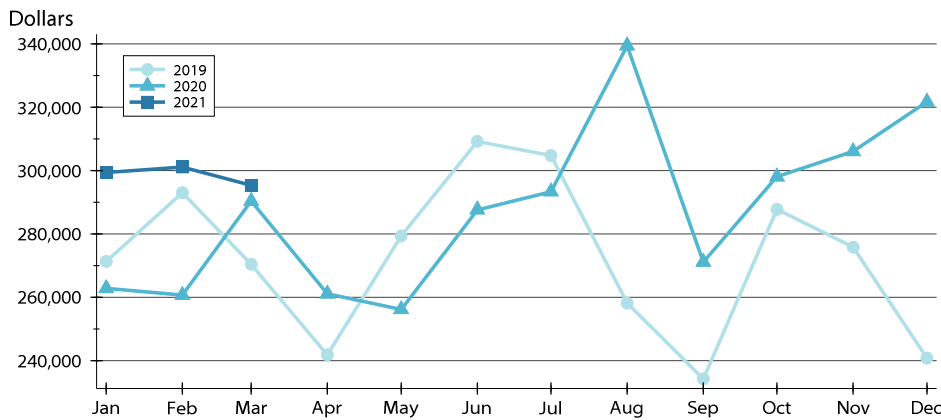
BY PRICE RANGE >>

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	3	9.4%	402	134,133	129,900	6	7	100.0%	100.0%
\$150,000-\$199,999	10	31.3%	1,687	168,689	162,450	29	5	99.7%	100.0%
\$200,000-\$249,999	6	18.8%	1,358	226,383	225,000	7	4	99.2%	100.0%
\$250,000-\$299,999	3	9.4%	816	272,133	274,500	2	1	100.0%	100.0%
\$300,000-\$349,999	2	6.3%	648	324,000	324,000	151	151	103.3%	103.3%
\$350,000-\$399,999	2	6.3%	740	369,900	369,900	112	112	100.2%	100.2%
\$400,000-\$449,999	1	3.1%	410	409,900	409,900	35	35	100.0%	100.0%
\$450,000-\$499,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
\$500,000-\$599,999	3	9.4%	1,540	513,300	510,000	143	7	100.0%	100.0%
\$600,000-\$749,999	1	3.1%	750	749,900	749,900	82	82	88.2%	88.2%
\$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	1	3.1%	1,100	1,100,000	1,100,000	48	48	100.0%	100.0%
All price ranges	32	100.0%	9,451	295,359	225,000	46	6	99.6%	100.0%

PENDING CONTRACTS ANALYSIS

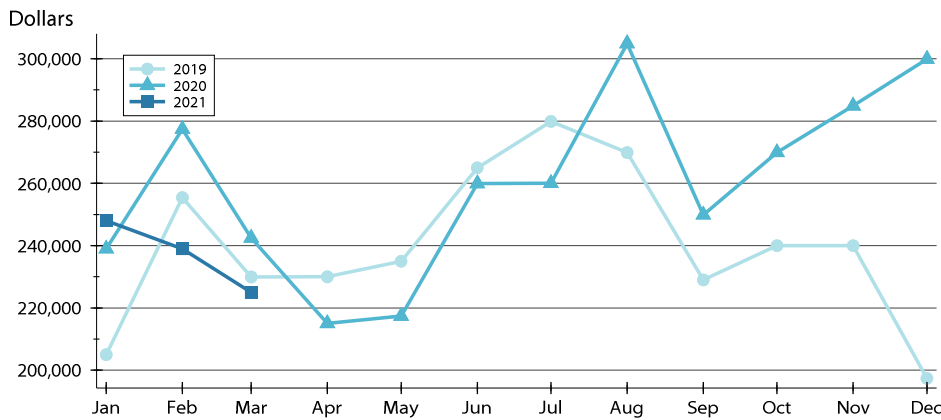
**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 4/8/2021**

AVERAGE PRICE >>



Month	2019	2020	2021
January	271,326	262,813	299,446
February	293,045	260,678	301,182
March	270,442	290,408	295,359
April	241,817	261,110	-
May	279,353	256,167	-
June	309,233	287,633	-
July	304,824	293,374	-
August	258,170	339,482	-
September	234,262	271,154	-
October	287,782	298,091	-
November	275,829	306,080	-
December	240,785	321,752	-

MEDIAN PRICE >>

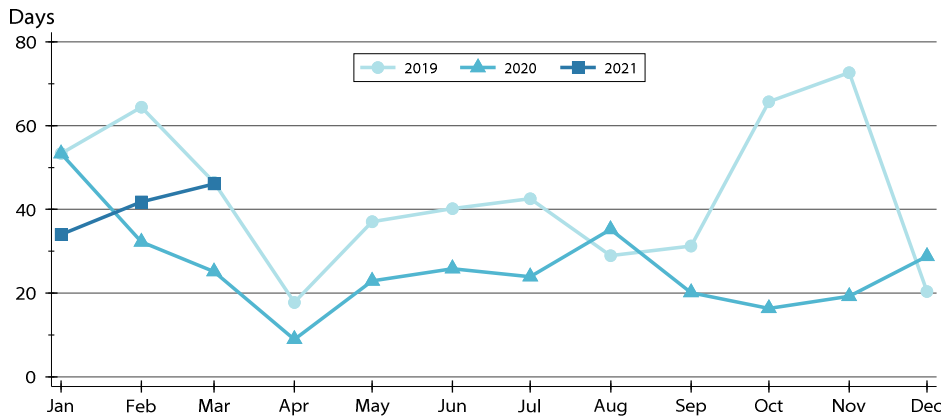


Month	2019	2020	2021
January	205,000	239,000	248,000
February	255,450	277,425	239,000
March	229,950	242,475	225,000
April	230,000	215,000	-
May	235,000	217,400	-
June	265,000	259,900	-
July	279,900	260,000	-
August	269,900	304,900	-
September	229,000	249,900	-
October	240,000	269,950	-
November	240,000	284,900	-
December	197,425	299,900	-

PENDING CONTRACTS ANALYSIS

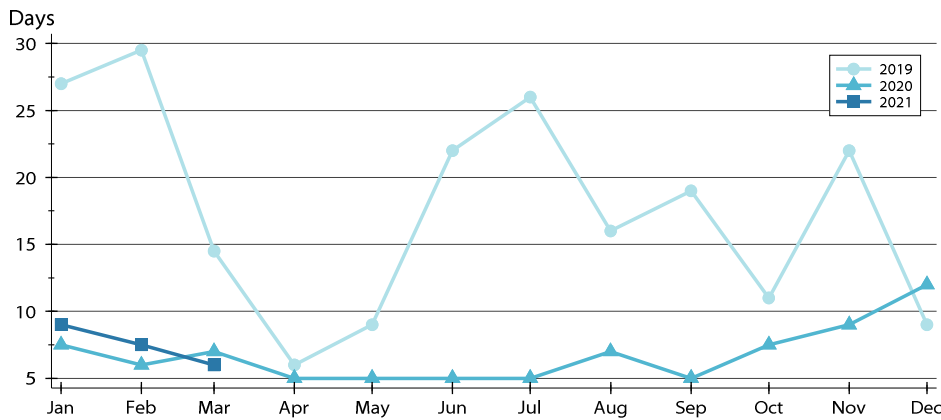
**DOUGLAS COUNTY (EXCLUDING LAWRENCE)
ALL HOMES (NEW & EXISTING)
AS OF 4/8/2021**

AVERAGE DOM >>



Month	2019	2020	2021
January	53	53	34
February	64	32	42
March	46	25	46
April	18	9	46
May	37	23	46
June	40	26	46
July	43	24	46
August	29	35	46
September	31	20	46
October	66	16	46
November	73	19	46
December	20	29	46

MEDIAN DOM >>



Month	2019	2020	2021
January	27	8	9
February	30	6	8
March	15	7	6
April	6	5	6
May	9	5	6
June	22	5	6
July	26	5	6
August	16	7	6
September	19	5	6
October	11	8	6
November	22	9	6
December	9	12	6