



**July  
2022**

# Lawrence MLS Statistics



## Douglas County (Excluding Lawrence) Housing Report



### Market Overview

#### Douglas County Home Sales Fell in July

Total home sales in Douglas County fell last month to 13 units, compared to 21 units in July 2021. Total sales volume was \$5.3 million, down from a year earlier.

The median sale price in July was \$380,000, up from \$284,900 a year earlier. Homes that sold in July were typically on the market for 4 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 at the end of July was 34 units, up from 28 at the same point in 2021. This represents a 1.8 months' supply of homes available for sale. The median list price of homes on the market at the end of July was \$367,450.

During July, a total of 20 contracts were written down from 22 in July 2021. At the end of the month, there were 28 contracts still pending.

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**July  
2022**

# Lawrence MLS Statistics



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Board of REALTORS®

## Douglas County (Excluding Lawrence) Summary Statistics

| July MLS Statistics<br>Three-year History |                              | Current Month  |                |                | Year-to-Date   |                |                |
|---|------------------------------|----------------|----------------|----------------|----------------|----------------|----------------|
|   |                              | 2022           | 2021           | 2020           | 2022           | 2021           | 2020           |
| <b>Home Sales</b>                         |                              | <b>13</b>      | <b>21</b>      | <b>18</b>      | <b>110</b>     | <b>133</b>     | <b>134</b>     |
| Change from prior year                    |                              | -38.1%         | 16.7%          | -37.9%         | -17.3%         | -0.7%          | -20.7%         |
| <b>Active Listings</b>                    |                              | <b>34</b>      | <b>28</b>      | <b>38</b>      | <b>N/A</b>     | <b>N/A</b>     | <b>N/A</b>     |
| Change from prior year                    |                              | 21.4%          | -26.3%         | -44.9%         |                |                |                |
| <b>Months' Supply</b>                     |                              | <b>1.8</b>     | <b>1.3</b>     | <b>1.8</b>     | <b>N/A</b>     | <b>N/A</b>     | <b>N/A</b>     |
| Change from prior year                    |                              | 38.5%          | -27.8%         | -37.9%         |                |                |                |
| <b>New Listings</b>                       |                              | <b>22</b>      | <b>30</b>      | <b>22</b>      | <b>159</b>     | <b>163</b>     | <b>170</b>     |
| Change from prior year                    |                              | -26.7%         | 36.4%          | -38.9%         | -2.5%          | -4.1%          | -30.6%         |
| <b>Contracts Written</b>                  |                              | <b>20</b>      | <b>22</b>      | <b>21</b>      | <b>124</b>     | <b>145</b>     | <b>143</b>     |
| Change from prior year                    |                              | -9.1%          | 4.8%           | -8.7%          | -14.5%         | 1.4%           | -19.7%         |
| <b>Pending Contracts</b>                  |                              | <b>28</b>      | <b>30</b>      | <b>31</b>      | <b>N/A</b>     | <b>N/A</b>     | <b>N/A</b>     |
| Change from prior year                    |                              | -6.7%          | -3.2%          | 0.0%           |                |                |                |
| <b>Sales Volume (1,000s)</b>              |                              | <b>5,253</b>   | <b>7,258</b>   | <b>5,782</b>   | <b>39,586</b>  | <b>40,246</b>  | <b>36,398</b>  |
| Change from prior year                    |                              | -27.6%         | 25.5%          | -27.3%         | -1.6%          | 10.6%          | -16.3%         |
| Average                                   | <b>Sale Price</b>            | <b>404,092</b> | <b>345,614</b> | <b>321,206</b> | <b>359,876</b> | <b>302,598</b> | <b>271,626</b> |
|   | Change from prior year       | 16.9%          | 7.6%           | 17.2%          | 18.9%          | 11.4%          | 5.5%           |
|   | <b>List Price of Actives</b> | <b>407,518</b> | <b>413,024</b> | <b>520,358</b> | <b>N/A</b>     | <b>N/A</b>     | <b>N/A</b>     |
|   | Change from prior year       | -1.3%          | -20.6%         | 44.7%          |                |                |                |
|   | <b>Days on Market</b>        | <b>13</b>      | <b>6</b>       | <b>20</b>      | <b>13</b>      | <b>21</b>      | <b>30</b>      |
| Change from prior year                    | 116.7%                       | -70.0%         | -35.5%         | -38.1%         | -30.0%         | -16.7%         |                |
| <b>Percent of List</b>                    | <b>100.5%</b>                | <b>102.3%</b>  | <b>99.1%</b>   | <b>100.4%</b>  | <b>100.4%</b>  | <b>98.8%</b>   |                |
| Change from prior year                    | -1.8%                        | 3.2%           | 2.0%           | 0.0%           | 1.6%           | 0.0%           |                |
| <b>Percent of Original</b>                | <b>100.0%</b>                | <b>98.7%</b>   | <b>98.9%</b>   | <b>99.6%</b>   | <b>99.1%</b>   | <b>98.1%</b>   |                |
| Change from prior year                    | 1.3%                         | -0.2%          | 2.9%           | 0.5%           | 1.0%           | 0.2%           |                |
| Median                                    | <b>Sale Price</b>            | <b>380,000</b> | <b>284,900</b> | <b>323,500</b> | <b>320,950</b> | <b>260,000</b> | <b>240,000</b> |
|   | Change from prior year       | 33.4%          | -11.9%         | 37.7%          | 23.4%          | 8.3%           | 4.3%           |
|   | <b>List Price of Actives</b> | <b>367,450</b> | <b>352,450</b> | <b>366,950</b> | <b>N/A</b>     | <b>N/A</b>     | <b>N/A</b>     |
|   | Change from prior year       | 4.3%           | -4.0%          | 16.5%          |                |                |                |
|   | <b>Days on Market</b>        | <b>4</b>       | <b>4</b>       | <b>8</b>       | <b>4</b>       | <b>4</b>       | <b>8</b>       |
| Change from prior year                    | 0.0%                         | -50.0%         | -61.9%         | 0.0%           | -50.0%         | -33.3%         |                |
| <b>Percent of List</b>                    | <b>100.0%</b>                | <b>101.9%</b>  | <b>99.7%</b>   | <b>100.0%</b>  | <b>100.0%</b>  | <b>100.0%</b>  |                |
| Change from prior year                    | -1.9%                        | 2.2%           | 1.2%           | 0.0%           | 0.0%           | 0.0%           |                |
| <b>Percent of Original</b>                | <b>100.0%</b>                | <b>101.9%</b>  | <b>99.2%</b>   | <b>100.0%</b>  | <b>100.0%</b>  | <b>99.7%</b>   |                |
| Change from prior year                    | -1.9%                        | 2.7%           | 2.0%           | 0.0%           | 0.3%           | 0.5%           |                |

Note: Year-to-date statistics cannot be calculated for Active Listings, Months' Supply and Pending Contracts.



## Douglas County (Excluding Lawrence) Closed Listings Analysis

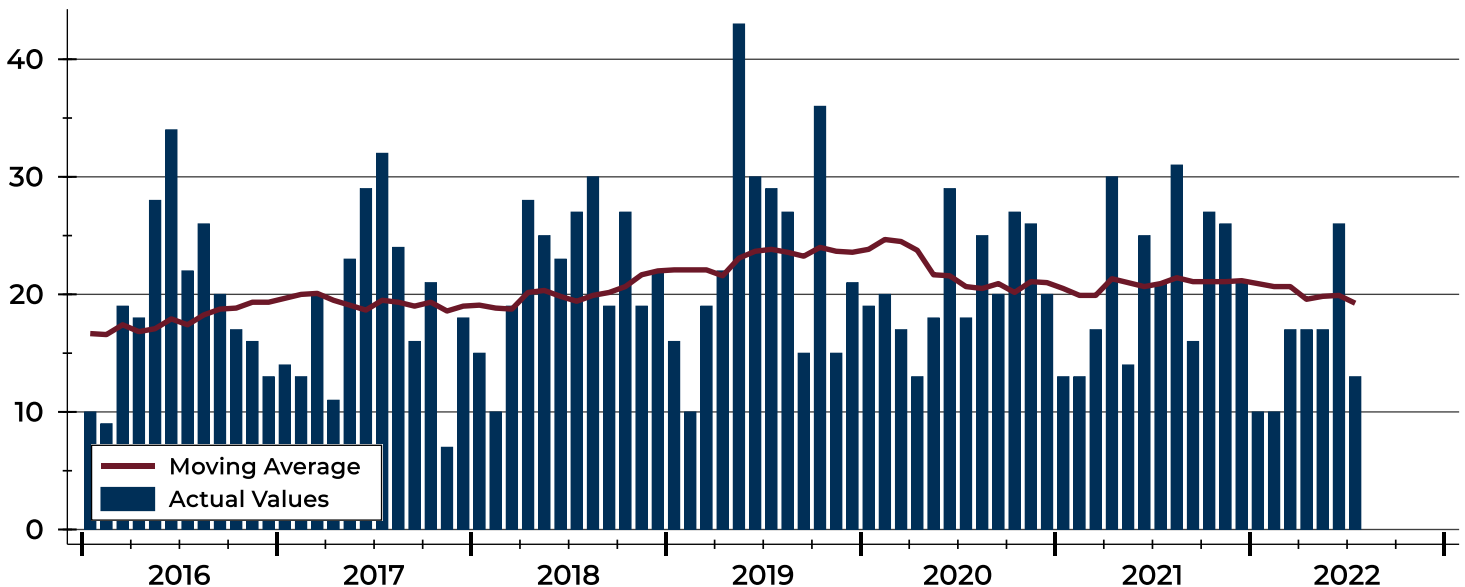
| Summary Statistics for Closed Listings |                     | 2022    | July 2021 | Change | 2022    | Year-to-Date 2021 | Change |
|--|---------------------|---------|-----------|--------|---------|-------------------|--------|
| Closed Listings                        |                     | 13      | 21        | -38.1% | 110     | 133               | -17.3% |
| Volume (1,000s)                        |                     | 5,253   | 7,258     | -27.6% | 39,586  | 40,246            | -1.6%  |
| Months' Supply                         |                     | 1.8     | 1.3       | 38.5%  | N/A     | N/A               | N/A    |
| Average                                | Sale Price          | 404,092 | 345,614   | 16.9%  | 359,876 | 302,598           | 18.9%  |
|  | Days on Market      | 13      | 6         | 116.7% | 13      | 21                | -38.1% |
|  | Percent of List     | 100.5%  | 102.3%    | -1.8%  | 100.4%  | 100.4%            | 0.0%   |
|  | Percent of Original | 100.0%  | 98.7%     | 1.3%   | 99.6%   | 99.1%             | 0.5%   |
| Median                                 | Sale Price          | 380,000 | 284,900   | 33.4%  | 320,950 | 260,000           | 23.4%  |
|  | Days on Market      | 4       | 4         | 0.0%   | 4       | 4                 | 0.0%   |
|  | Percent of List     | 100.0%  | 101.9%    | -1.9%  | 100.0%  | 100.0%            | 0.0%   |
|  | Percent of Original | 100.0%  | 101.9%    | -1.9%  | 100.0%  | 100.0%            | 0.0%   |

A total of 13 homes sold in Douglas County in July, down from 21 units in July 2021. Total sales volume fell to \$5.3 million compared to \$7.3 million in the previous year.

The median sales price in July was \$380,000, up 33.4% compared to the prior year. Median days on market was 4 days, down from 6 days in June, but similar to July 2021.

## History of Closed Listings

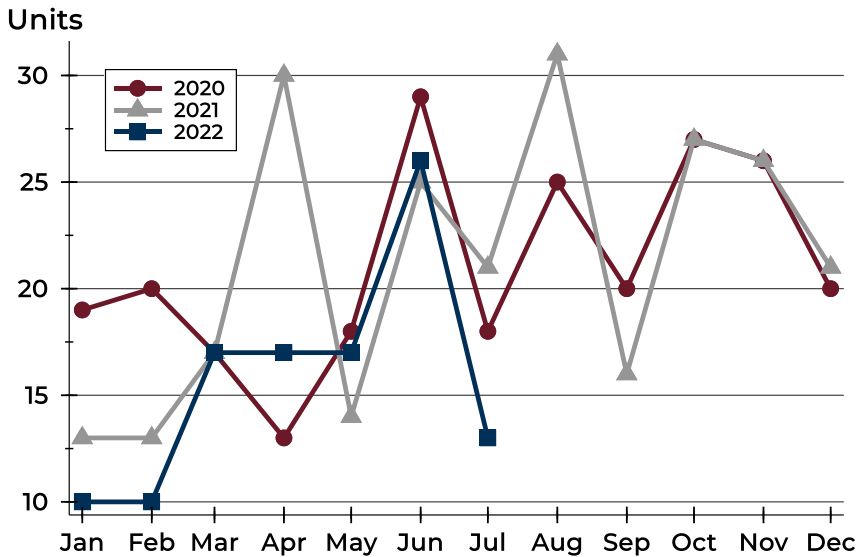
Units





## Douglas County (Excluding Lawrence) Closed Listings Analysis

### Closed Listings by Month



| Month     | 2020 | 2021 | 2022 |
|-----------|------|------|------|
| January   | 19   | 13   | 10   |
| February  | 20   | 13   | 10   |
| March     | 17   | 17   | 17   |
| April     | 13   | 30   | 17   |
| May       | 18   | 14   | 17   |
| June      | 29   | 25   | 26   |
| July      | 18   | 21   | 13   |
| August    | 25   | 31   | 20   |
| September | 20   | 16   | 27   |
| October   | 27   | 27   | 26   |
| November  | 26   | 26   | 20   |
| December  | 20   | 21   | 20   |

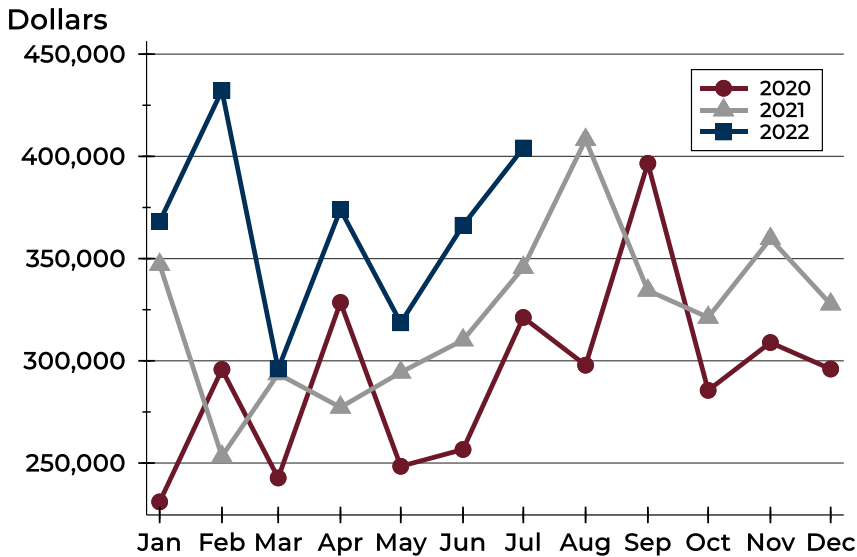
### Closed Listings by Price Range

| Price Range         | Sales  |         | Months' Supply | Sale Price |           | Days on Market |      | Price as % of List |        | Price as % of Orig. |        |
|---------------------|--------|---------|----------------|------------|-----------|----------------|------|--------------------|--------|---------------------|--------|
|                     | Number | Percent |                | Average    | Median    | Avg.           | Med. | Avg.               | Med.   | Avg.                | Med.   |
| Below \$50,000      | 0      | 0.0%    | N/A            | N/A        | N/A       | N/A            | N/A  | N/A                | N/A    | N/A                 | N/A    |
| \$50,000-\$99,999   | 0      | 0.0%    | N/A            | N/A        | N/A       | N/A            | N/A  | N/A                | N/A    | N/A                 | N/A    |
| \$100,000-\$149,999 | 1      | 7.7%    | 2.2            | 109,200    | 109,200   | 11             | 11   | 91.0%              | 91.0%  | 91.0%               | 91.0%  |
| \$150,000-\$199,999 | 0      | 0.0%    | N/A            | N/A        | N/A       | N/A            | N/A  | N/A                | N/A    | N/A                 | N/A    |
| \$200,000-\$249,999 | 1      | 7.7%    | 1.0            | 215,000    | 215,000   | 4              | 4    | 107.6%             | 107.6% | 107.6%              | 107.6% |
| \$250,000-\$299,999 | 3      | 23.1%   | 0.8            | 269,000    | 262,500   | 9              | 3    | 100.9%             | 100.0% | 100.3%              | 100.0% |
| \$300,000-\$349,999 | 0      | 0.0%    | 1.2            | N/A        | N/A       | N/A            | N/A  | N/A                | N/A    | N/A                 | N/A    |
| \$350,000-\$399,999 | 2      | 15.4%   | 4.4            | 365,000    | 365,000   | 3              | 3    | 102.1%             | 102.1% | 102.1%              | 102.1% |
| \$400,000-\$449,999 | 3      | 23.1%   | 2.3            | 409,000    | 407,000   | 23             | 12   | 98.5%              | 95.8%  | 96.8%               | 95.8%  |
| \$450,000-\$499,999 | 1      | 7.7%    | 0.0            | 480,000    | 480,000   | 14             | 14   | 96.4%              | 96.4%  | 96.4%               | 96.4%  |
| \$500,000-\$599,999 | 1      | 7.7%    | 1.4            | 585,000    | 585,000   | 4              | 4    | 97.7%              | 97.7%  | 97.7%               | 97.7%  |
| \$600,000-\$749,999 | 0      | 0.0%    | N/A            | N/A        | N/A       | N/A            | N/A  | N/A                | N/A    | N/A                 | N/A    |
| \$750,000-\$999,999 | 0      | 0.0%    | N/A            | N/A        | N/A       | N/A            | N/A  | N/A                | N/A    | N/A                 | N/A    |
| \$1,000,000 and up  | 1      | 7.7%    | 0.0            | 1,100,000  | 1,100,000 | 29             | 29   | 112.3%             | 112.3% | 112.3%              | 112.3% |



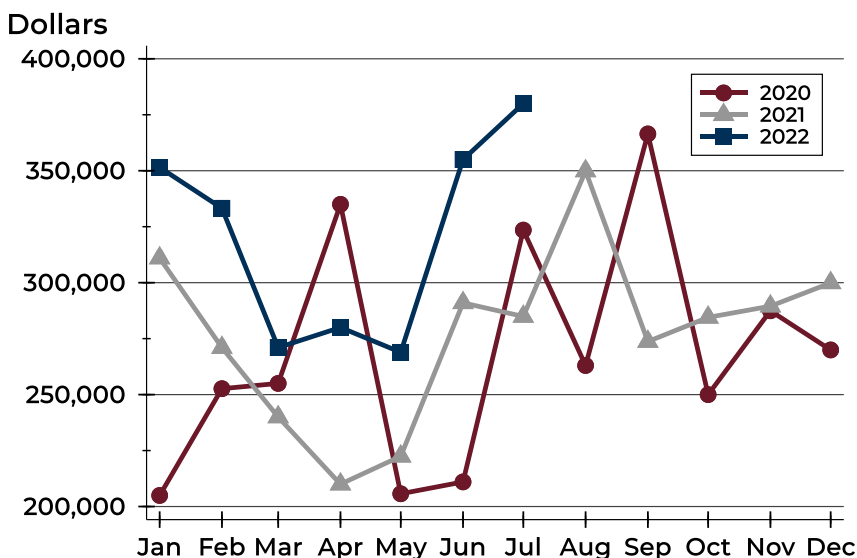
## Douglas County (Excluding Lawrence) Closed Listings Analysis

### Average Price



| Month     | 2020    | 2021    | 2022    |
|-----------|---------|---------|---------|
| January   | 231,008 | 347,077 | 368,105 |
| February  | 295,780 | 253,285 | 432,200 |
| March     | 242,712 | 293,600 | 296,024 |
| April     | 328,567 | 277,227 | 373,982 |
| May       | 248,419 | 294,379 | 318,604 |
| June      | 256,636 | 310,146 | 366,298 |
| July      | 321,206 | 345,614 | 404,092 |
| August    | 297,868 | 408,148 |         |
| September | 396,585 | 334,425 |         |
| October   | 285,556 | 321,227 |         |
| November  | 308,939 | 359,738 |         |
| December  | 295,990 | 327,702 |         |

### Median Price

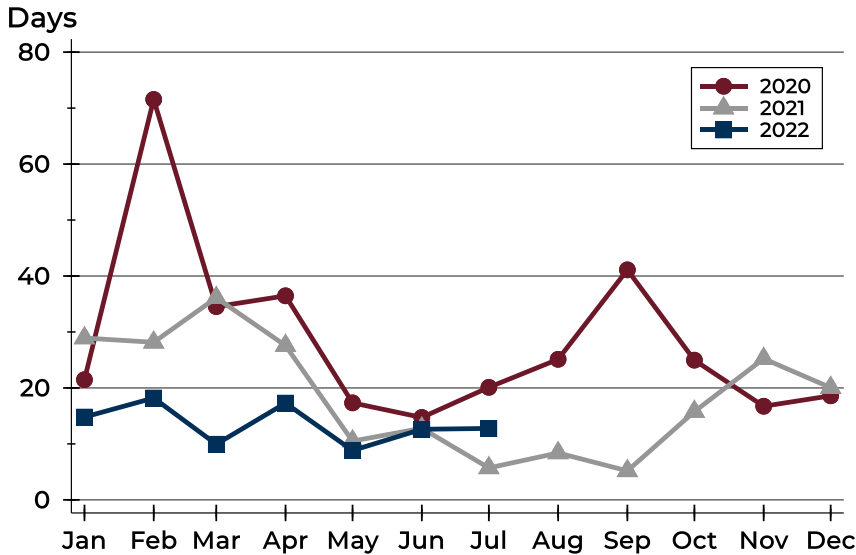


| Month     | 2020    | 2021    | 2022    |
|-----------|---------|---------|---------|
| January   | 204,950 | 311,000 | 351,500 |
| February  | 252,650 | 271,000 | 333,250 |
| March     | 255,000 | 240,000 | 271,000 |
| April     | 335,000 | 210,000 | 280,000 |
| May       | 205,700 | 222,450 | 268,900 |
| June      | 211,000 | 291,000 | 355,000 |
| July      | 323,500 | 284,900 | 380,000 |
| August    | 263,000 | 349,900 |         |
| September | 366,450 | 273,700 |         |
| October   | 250,000 | 284,500 |         |
| November  | 287,450 | 289,500 |         |
| December  | 269,950 | 299,900 |         |



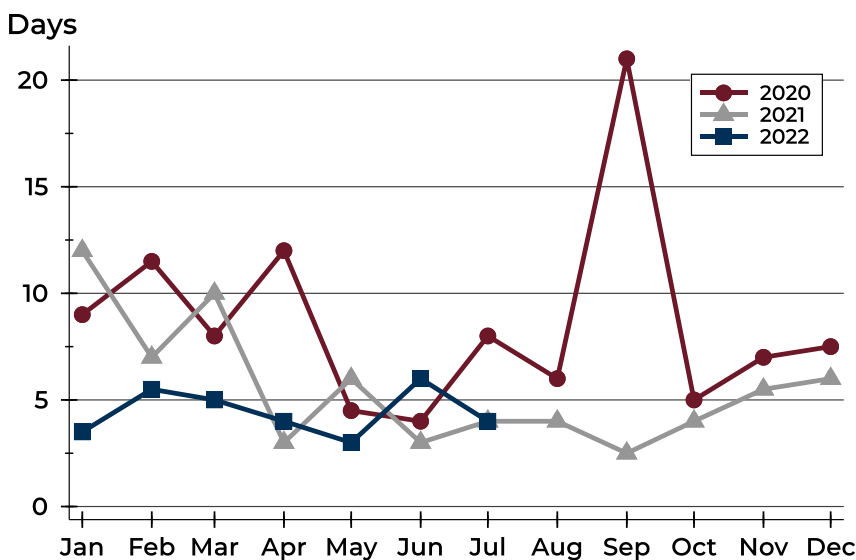
# Douglas County (Excluding Lawrence) Closed Listings Analysis

## Average DOM



| Month     | 2020 | 2021 | 2022 |
|-----------|------|------|------|
| January   | 21   | 29   | 15   |
| February  | 72   | 28   | 18   |
| March     | 35   | 36   | 10   |
| April     | 36   | 28   | 17   |
| May       | 17   | 11   | 9    |
| June      | 15   | 13   | 13   |
| July      | 20   | 6    | 13   |
| August    | 25   | 8    |      |
| September | 41   | 5    |      |
| October   | 25   | 16   |      |
| November  | 17   | 25   |      |
| December  | 19   | 20   |      |

## Median DOM



| Month     | 2020 | 2021 | 2022 |
|-----------|------|------|------|
| January   | 9    | 12   | 4    |
| February  | 12   | 7    | 6    |
| March     | 8    | 10   | 5    |
| April     | 12   | 3    | 4    |
| May       | 5    | 6    | 3    |
| June      | 4    | 3    | 6    |
| July      | 8    | 4    | 4    |
| August    | 6    | 4    |      |
| September | 21   | 3    |      |
| October   | 5    | 4    |      |
| November  | 7    | 6    |      |
| December  | 8    | 6    |      |



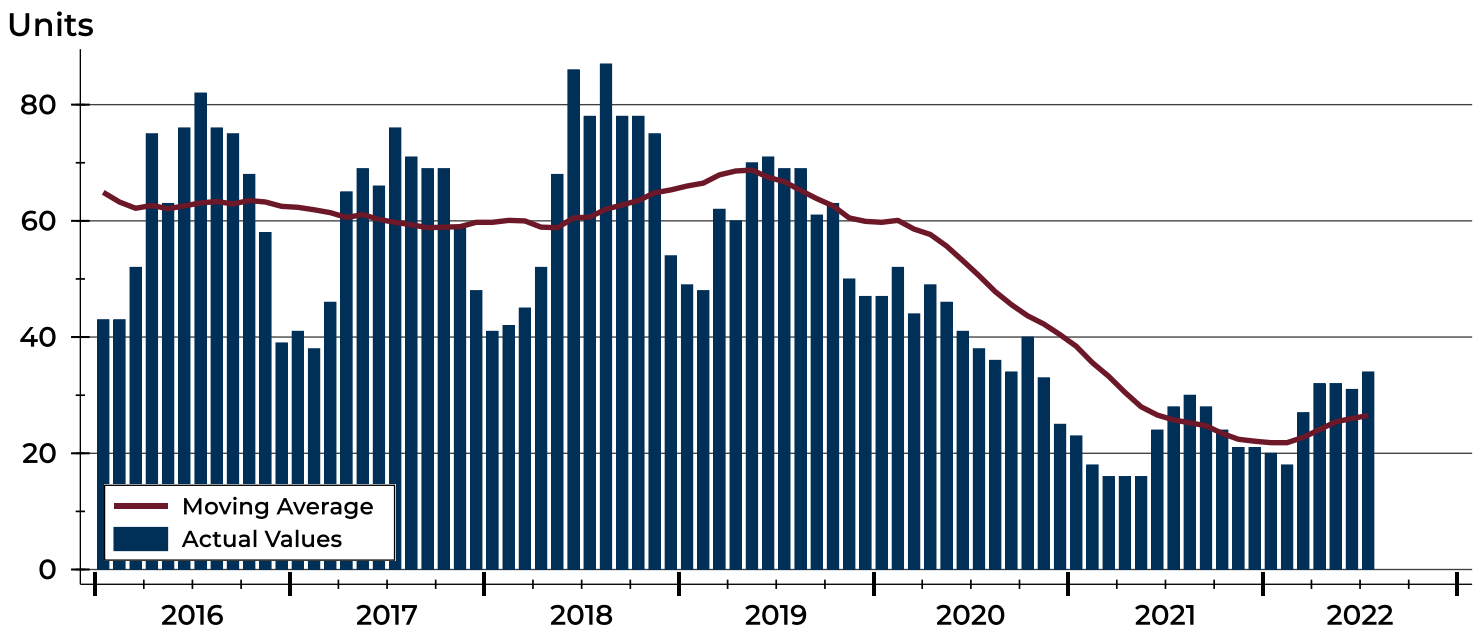
# Douglas County (Excluding Lawrence) Active Listings Analysis

| Summary Statistics for Active Listings |                     | 2022    | End of July 2021 | Change |
|--|---------------------|---------|------------------|--------|
| Active Listings                        |                     | 34      | 28               | 21.4%  |
| Volume (1,000s)                        |                     | 13,856  | 11,565           | 19.8%  |
| Months' Supply                         |                     | 1.8     | 1.3              | 38.5%  |
| Average                                | List Price          | 407,518 | 413,024          | -1.3%  |
|  | Days on Market      | 51      | 32               | 59.4%  |
|  | Percent of Original | 98.0%   | 98.4%            | -0.4%  |
| Median                                 | List Price          | 367,450 | 352,450          | 4.3%   |
|  | Days on Market      | 39      | 15               | 160.0% |
|  | Percent of Original | 100.0%  | 100.0%           | 0.0%   |

A total of 34 homes were available for sale in Douglas County at the end of July. This represents a 1.8 months' supply of active listings.

The median list price of homes on the market at the end of July was \$367,450, up 4.3% from 2021. The typical time on market for active listings was 39 days, up from 15 days a year earlier.

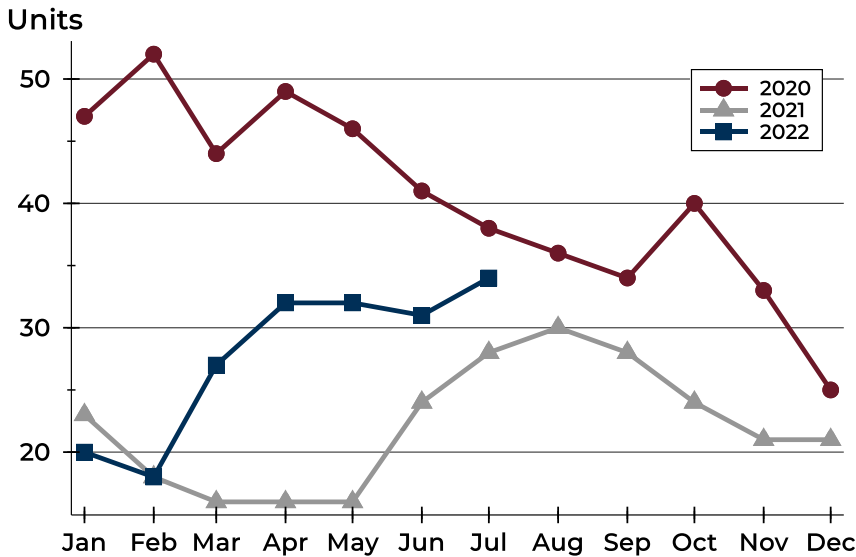
## History of Active Listings





## Douglas County (Excluding Lawrence) Active Listings Analysis

### Active Listings by Month



| Month     | 2020 | 2021 | 2022 |
|-----------|------|------|------|
| January   | 47   | 23   | 20   |
| February  | 52   | 18   | 18   |
| March     | 44   | 16   | 27   |
| April     | 49   | 16   | 32   |
| May       | 46   | 16   | 32   |
| June      | 41   | 24   | 31   |
| July      | 38   | 28   | 34   |
| August    | 36   | 30   |      |
| September | 34   | 28   |      |
| October   | 40   | 24   |      |
| November  | 33   | 21   |      |
| December  | 25   | 21   |      |

### Active Listings by Price Range

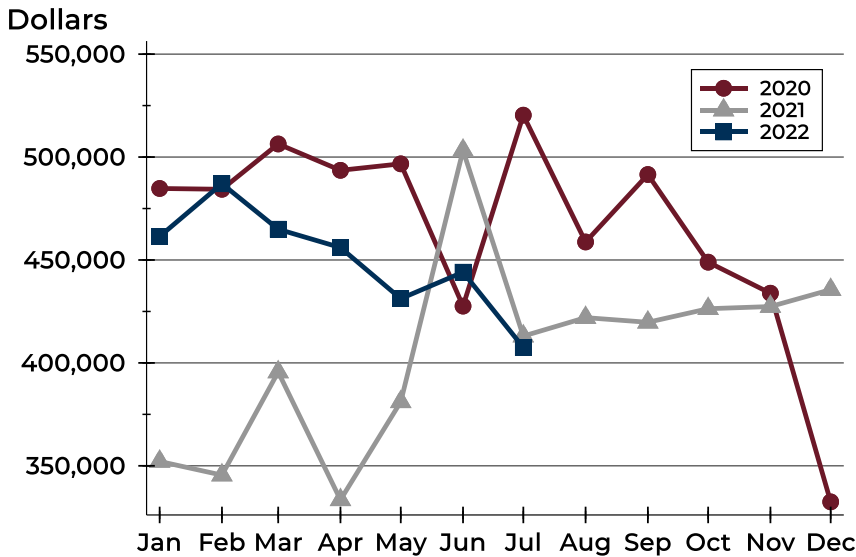
| Price Range         | Active Listings |         | Months' Supply | List Price |         | Days on Market |      | Price as % of Orig. |        |
|---------------------|-----------------|---------|----------------|------------|---------|----------------|------|---------------------|--------|
|                     | Number          | Percent |                | Average    | Median  | Avg.           | Med. | Avg.                | Med.   |
| Below \$50,000      | 0               | 0.0%    | N/A            | N/A        | N/A     | N/A            | N/A  | N/A                 | N/A    |
| \$50,000-\$99,999   | 0               | 0.0%    | N/A            | N/A        | N/A     | N/A            | N/A  | N/A                 | N/A    |
| \$100,000-\$149,999 | 2               | 5.9%    | 2.2            | 114,950    | 114,950 | 86             | 86   | 96.0%               | 96.0%  |
| \$150,000-\$199,999 | 2               | 5.9%    | N/A            | 194,900    | 194,900 | 4              | 4    | 100.0%              | 100.0% |
| \$200,000-\$249,999 | 3               | 8.8%    | 1.0            | 224,267    | 229,900 | 16             | 6    | 100.0%              | 100.0% |
| \$250,000-\$299,999 | 3               | 8.8%    | 0.8            | 286,167    | 288,500 | 30             | 6    | 97.4%               | 100.0% |
| \$300,000-\$349,999 | 2               | 5.9%    | 1.2            | 329,950    | 329,950 | 24             | 24   | 98.5%               | 98.5%  |
| \$350,000-\$399,999 | 10              | 29.4%   | 4.4            | 374,309    | 367,450 | 74             | 100  | 96.9%               | 100.0% |
| \$400,000-\$449,999 | 4               | 11.8%   | 2.3            | 429,722    | 429,950 | 57             | 40   | 97.8%               | 98.9%  |
| \$450,000-\$499,999 | 0               | 0.0%    | 0.0            | N/A        | N/A     | N/A            | N/A  | N/A                 | N/A    |
| \$500,000-\$599,999 | 2               | 5.9%    | 1.4            | 529,975    | 529,975 | 81             | 81   | 98.4%               | 98.4%  |
| \$600,000-\$749,999 | 2               | 5.9%    | N/A            | 639,950    | 639,950 | 51             | 51   | 97.0%               | 97.0%  |
| \$750,000-\$999,999 | 4               | 11.8%   | N/A            | 810,725    | 797,000 | 34             | 36   | 100.0%              | 100.0% |
| \$1,000,000 and up  | 0               | 0.0%    | 0.0            | N/A        | N/A     | N/A            | N/A  | N/A                 | N/A    |





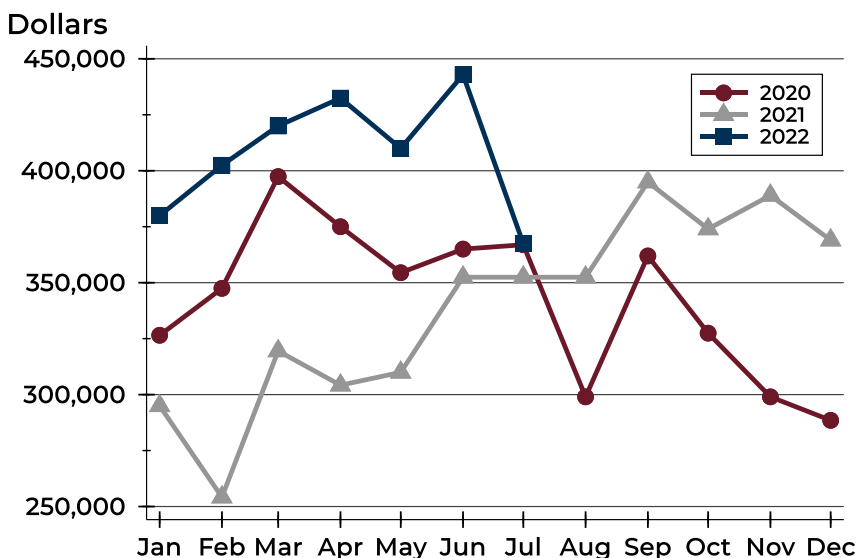
## Douglas County (Excluding Lawrence) Active Listings Analysis

### Average Price



| Month     | 2020    | 2021    | 2022    |
|-----------|---------|---------|---------|
| January   | 484,747 | 352,137 | 461,451 |
| February  | 484,360 | 345,489 | 487,044 |
| March     | 506,364 | 395,581 | 464,954 |
| April     | 493,571 | 333,478 | 456,028 |
| May       | 496,717 | 381,094 | 431,219 |
| June      | 427,603 | 503,244 | 444,073 |
| July      | 520,358 | 413,024 | 407,518 |
| August    | 458,750 | 421,996 |         |
| September | 491,534 | 419,736 |         |
| October   | 448,944 | 426,332 |         |
| November  | 433,868 | 427,369 |         |
| December  | 332,488 | 435,574 |         |

### Median Price

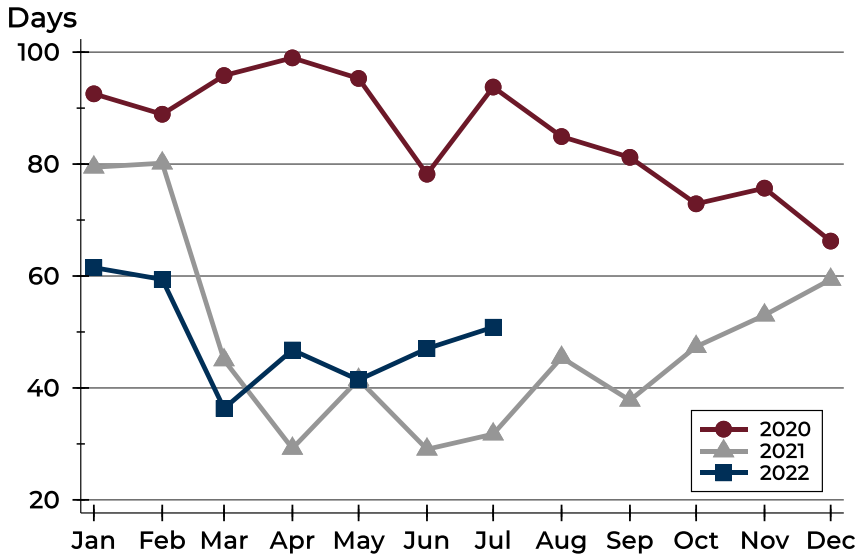


| Month     | 2020    | 2021    | 2022    |
|-----------|---------|---------|---------|
| January   | 326,500 | 295,000 | 379,950 |
| February  | 347,450 | 254,200 | 402,450 |
| March     | 397,400 | 319,500 | 420,000 |
| April     | 375,000 | 304,200 | 432,450 |
| May       | 354,450 | 309,950 | 410,000 |
| June      | 365,000 | 352,450 | 442,900 |
| July      | 366,950 | 352,450 | 367,450 |
| August    | 299,000 | 352,450 |         |
| September | 361,950 | 394,950 |         |
| October   | 327,450 | 374,000 |         |
| November  | 299,000 | 389,000 |         |
| December  | 288,500 | 369,000 |         |



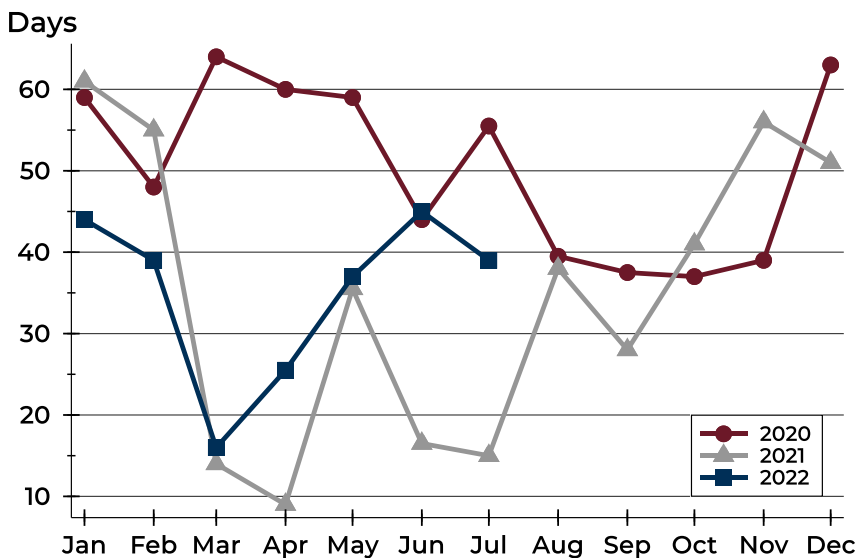
## Douglas County (Excluding Lawrence) Active Listings Analysis

### Average DOM



| Month     | 2020 | 2021 | 2022 |
|-----------|------|------|------|
| January   | 93   | 79   | 62   |
| February  | 89   | 80   | 59   |
| March     | 96   | 45   | 36   |
| April     | 99   | 29   | 47   |
| May       | 95   | 42   | 41   |
| June      | 78   | 29   | 47   |
| July      | 94   | 32   | 51   |
| August    | 85   | 45   |      |
| September | 81   | 38   |      |
| October   | 73   | 47   |      |
| November  | 76   | 53   |      |
| December  | 66   | 59   |      |

### Median DOM

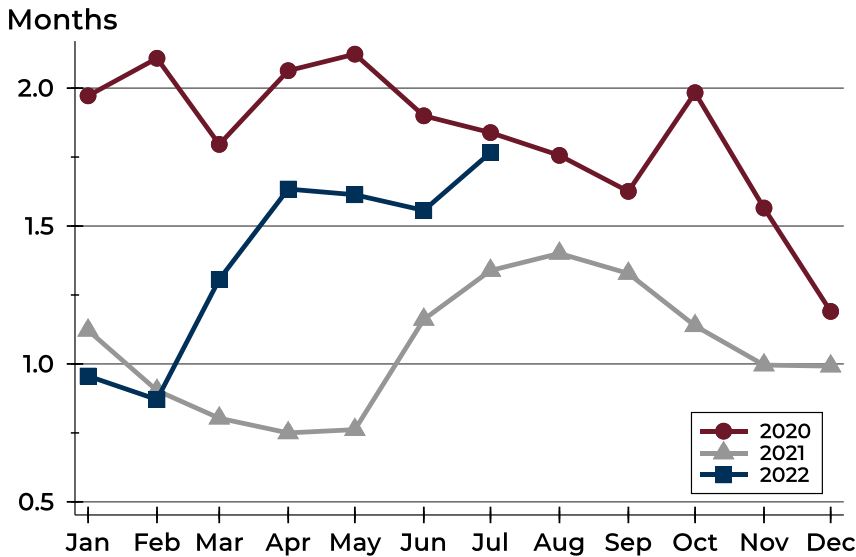


| Month     | 2020 | 2021 | 2022 |
|-----------|------|------|------|
| January   | 59   | 61   | 44   |
| February  | 48   | 55   | 39   |
| March     | 64   | 14   | 16   |
| April     | 60   | 9    | 26   |
| May       | 59   | 36   | 37   |
| June      | 44   | 17   | 45   |
| July      | 56   | 15   | 39   |
| August    | 40   | 38   |      |
| September | 38   | 28   |      |
| October   | 37   | 41   |      |
| November  | 39   | 56   |      |
| December  | 63   | 51   |      |



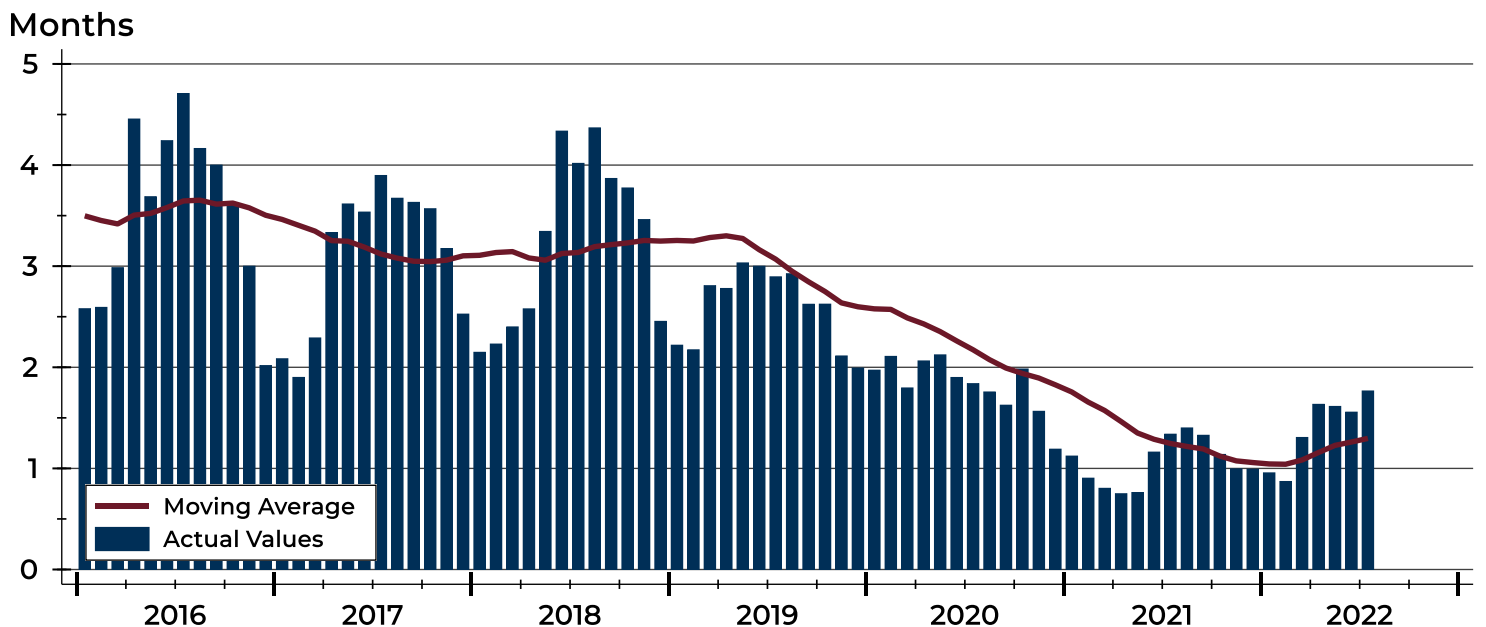
# Douglas County (Excluding Lawrence) Months' Supply Analysis

## Months' Supply by Month



| Month     | 2020 | 2021 | 2022 |
|-----------|------|------|------|
| January   | 2.0  | 1.1  | 1.0  |
| February  | 2.1  | 0.9  | 0.9  |
| March     | 1.8  | 0.8  | 1.3  |
| April     | 2.1  | 0.8  | 1.6  |
| May       | 2.1  | 0.8  | 1.6  |
| June      | 1.9  | 1.2  | 1.6  |
| July      | 1.8  | 1.3  | 1.8  |
| August    | 1.8  | 1.4  |      |
| September | 1.6  | 1.3  |      |
| October   | 2.0  | 1.1  |      |
| November  | 1.6  | 1.0  |      |
| December  | 1.2  | 1.0  |      |

## History of Month's Supply





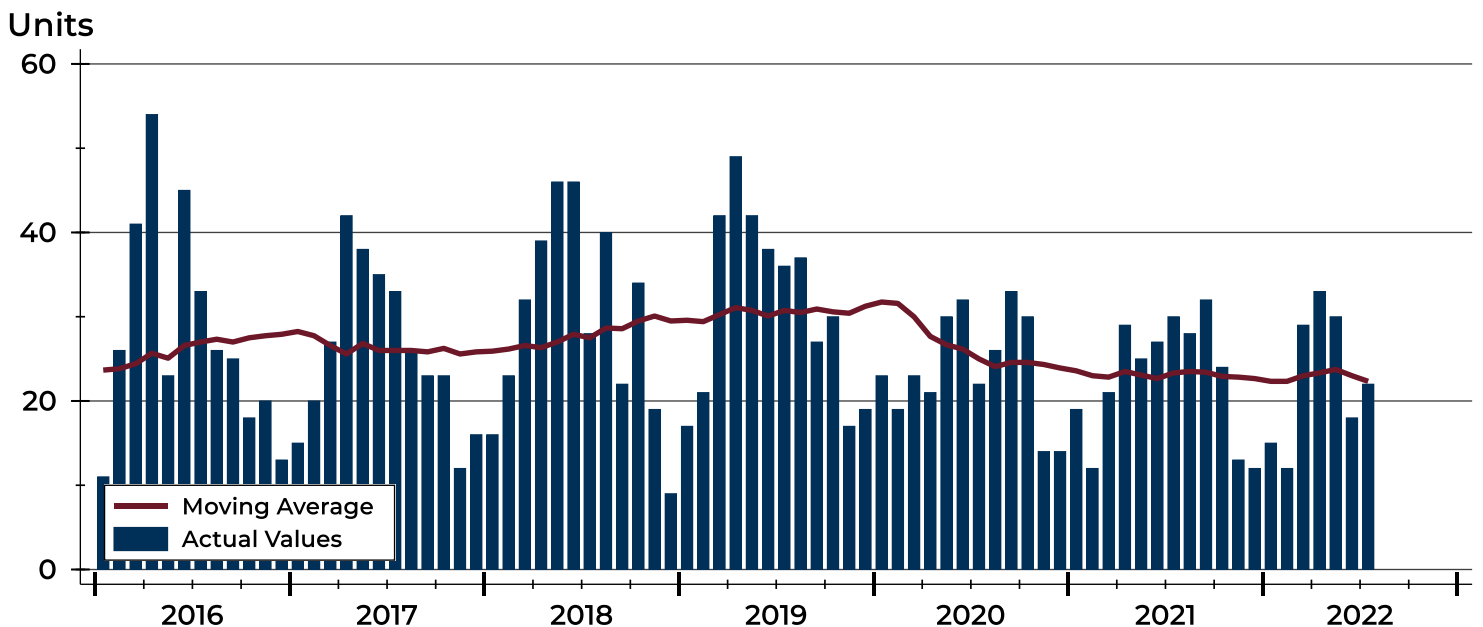
# Douglas County (Excluding Lawrence) New Listings Analysis

| Summary Statistics for New Listings |                    | 2022    | July 2021 | Change |
|-------------------------------------|--------------------|---------|-----------|--------|
| Current Month                       | New Listings       | 22      | 30        | -26.7% |
|                                     | Volume (1,000s)    | 8,046   | 11,436    | -29.6% |
|                                     | Average List Price | 365,718 | 381,211   | -4.1%  |
|                                     | Median List Price  | 360,000 | 319,450   | 12.7%  |
| Year-to-Date                        | New Listings       | 159     | 163       | -2.5%  |
|                                     | Volume (1,000s)    | 57,476  | 55,321    | 3.9%   |
|                                     | Average List Price | 361,485 | 339,394   | 6.5%   |
|                                     | Median List Price  | 339,900 | 274,900   | 23.6%  |

A total of 22 new listings were added in Douglas County during July, down 26.7% from the same month in 2021. Year-to-date Douglas County has seen 159 new listings.

The median list price of these homes was \$360,000 up from \$319,450 in 2021.

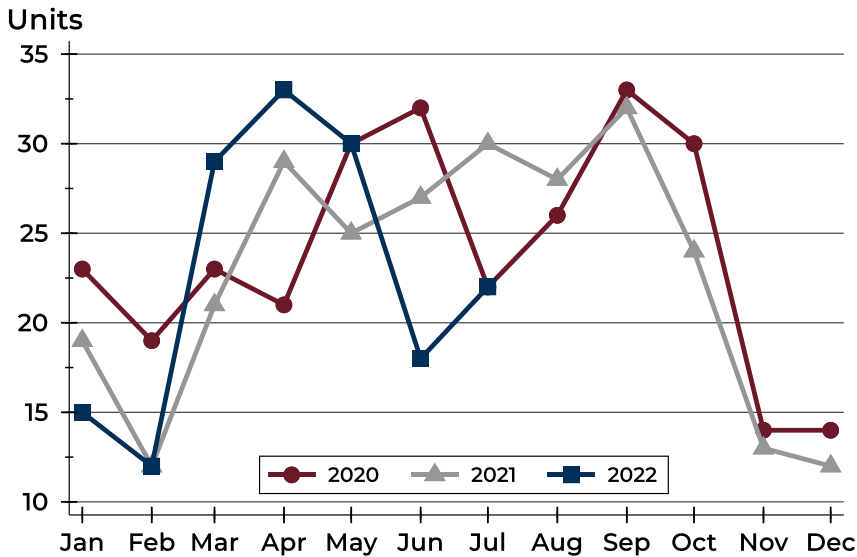
## History of New Listings





## Douglas County (Excluding Lawrence) New Listings Analysis

### New Listings by Month



| Month     | 2020 | 2021 | 2022 |
|-----------|------|------|------|
| January   | 23   | 19   | 15   |
| February  | 19   | 12   | 12   |
| March     | 23   | 21   | 29   |
| April     | 21   | 29   | 33   |
| May       | 30   | 25   | 30   |
| June      | 32   | 27   | 18   |
| July      | 22   | 30   | 22   |
| August    | 26   | 28   | 22   |
| September | 33   | 32   | 22   |
| October   | 30   | 24   | 22   |
| November  | 14   | 13   | 22   |
| December  | 14   | 12   | 22   |

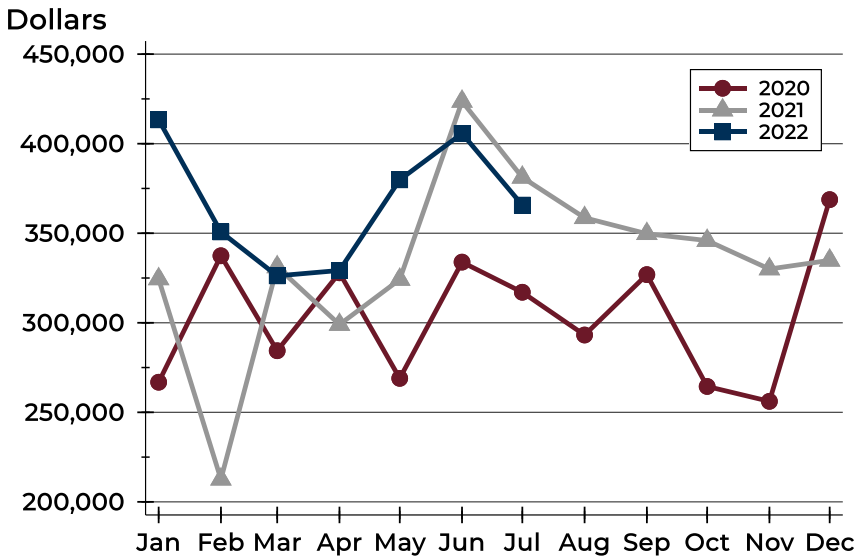
### New Listings by Price Range

| Price Range         | New Listings |         | List Price |         | Days on Market |      | Price as % of Orig. |        |
|---------------------|--------------|---------|------------|---------|----------------|------|---------------------|--------|
|                     | Number       | Percent | Average    | Median  | Avg.           | Med. | Avg.                | Med.   |
| Below \$50,000      | 0            | 0.0%    | N/A        | N/A     | N/A            | N/A  | N/A                 | N/A    |
| \$50,000-\$99,999   | 0            | 0.0%    | N/A        | N/A     | N/A            | N/A  | N/A                 | N/A    |
| \$100,000-\$149,999 | 0            | 0.0%    | N/A        | N/A     | N/A            | N/A  | N/A                 | N/A    |
| \$150,000-\$199,999 | 2            | 9.1%    | 194,900    | 194,900 | 10             | 10   | 100.0%              | 100.0% |
| \$200,000-\$249,999 | 3            | 13.6%   | 228,133    | 229,900 | 4              | 1    | 100.3%              | 100.0% |
| \$250,000-\$299,999 | 3            | 13.6%   | 284,633    | 279,900 | 4              | 5    | 100.0%              | 100.0% |
| \$300,000-\$349,999 | 2            | 9.1%    | 319,950    | 319,950 | 13             | 13   | 98.5%               | 98.5%  |
| \$350,000-\$399,999 | 2            | 9.1%    | 360,000    | 360,000 | 12             | 12   | 100.0%              | 100.0% |
| \$400,000-\$449,999 | 5            | 22.7%   | 429,777    | 425,000 | 13             | 13   | 101.3%              | 100.0% |
| \$450,000-\$499,999 | 1            | 4.5%    | 480,000    | 480,000 | 2              | 2    | 100.0%              | 100.0% |
| \$500,000-\$599,999 | 4            | 18.2%   | 532,225    | 537,000 | 7              | 6    | 100.0%              | 100.0% |
| \$600,000-\$749,999 | 0            | 0.0%    | N/A        | N/A     | N/A            | N/A  | N/A                 | N/A    |
| \$750,000-\$999,999 | 0            | 0.0%    | N/A        | N/A     | N/A            | N/A  | N/A                 | N/A    |
| \$1,000,000 and up  | 0            | 0.0%    | N/A        | N/A     | N/A            | N/A  | N/A                 | N/A    |



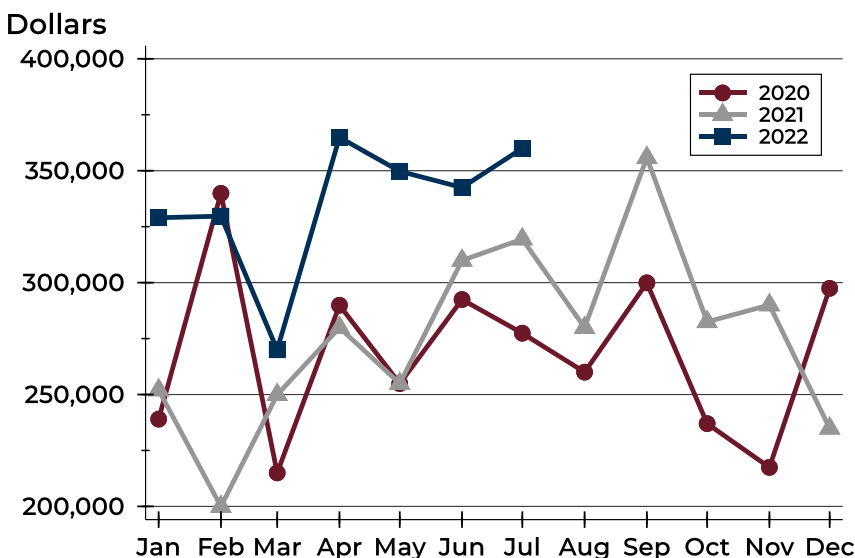
# Douglas County (Excluding Lawrence) New Listings Analysis

## Average Price



| Month     | 2020    | 2021    | 2022    |
|-----------|---------|---------|---------|
| January   | 266,811 | 324,484 | 413,313 |
| February  | 337,421 | 212,625 | 350,733 |
| March     | 284,387 | 331,185 | 326,207 |
| April     | 327,910 | 299,009 | 329,226 |
| May       | 268,967 | 324,190 | 379,827 |
| June      | 333,883 | 423,602 | 405,700 |
| July      | 317,055 | 381,211 | 365,718 |
| August    | 293,169 | 358,637 |         |
| September | 326,898 | 349,719 |         |
| October   | 264,462 | 345,919 |         |
| November  | 256,132 | 330,035 |         |
| December  | 368,780 | 334,867 |         |

## Median Price



| Month     | 2020    | 2021    | 2022    |
|-----------|---------|---------|---------|
| January   | 239,000 | 252,000 | 329,000 |
| February  | 339,900 | 199,950 | 329,700 |
| March     | 215,000 | 249,900 | 270,000 |
| April     | 289,900 | 279,900 | 364,900 |
| May       | 254,900 | 254,900 | 349,750 |
| June      | 292,450 | 309,900 | 342,500 |
| July      | 277,400 | 319,450 | 360,000 |
| August    | 260,000 | 279,900 |         |
| September | 299,900 | 355,825 |         |
| October   | 237,000 | 282,500 |         |
| November  | 217,450 | 290,000 |         |
| December  | 297,450 | 234,900 |         |



# Douglas County (Excluding Lawrence) Contracts Written Analysis

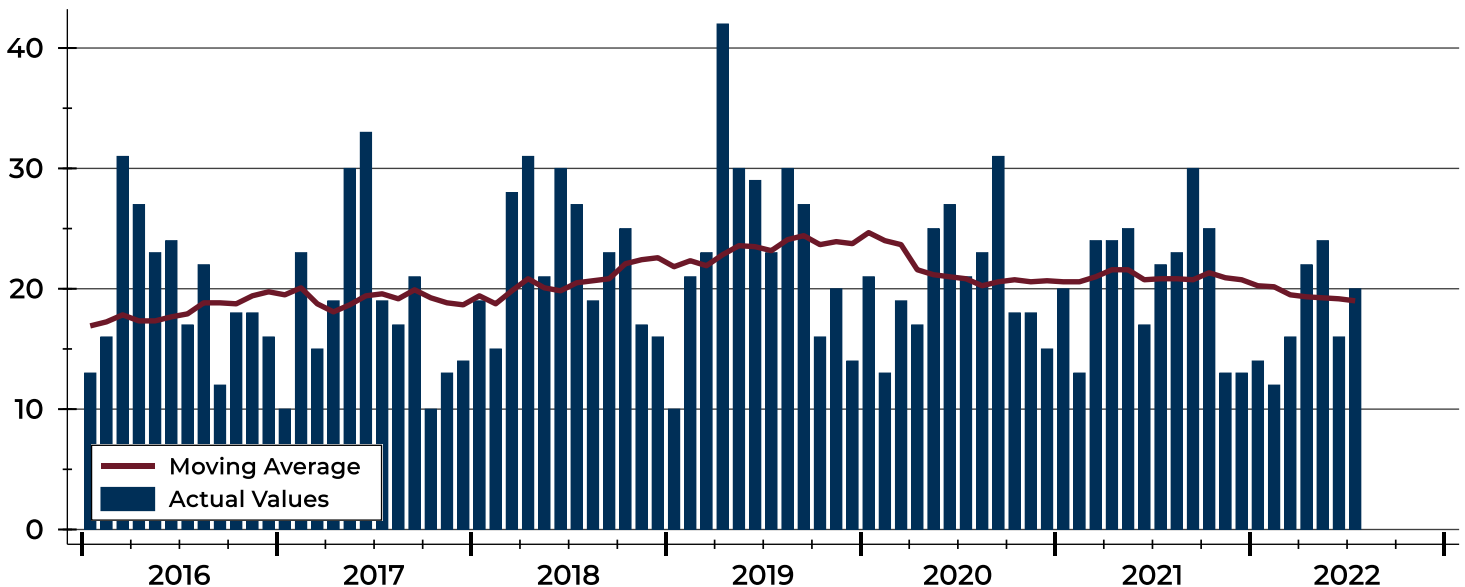
| Summary Statistics for Contracts Written |                     | 2022    | July 2021 | Change | Year-to-Date |         |        |
|--|---------------------|---------|-----------|--------|--------------|---------|--------|
|  |                     | 2022    | 2021      |        | 2022         | 2021    | Change |
| Contracts Written                        |                     | 20      | 22        | -9.1%  | 124          | 145     | -14.5% |
| Volume (1,000s)                          |                     | 8,145   | 9,472     | -14.0% | 45,217       | 46,885  | -3.6%  |
| Average                                  | Sale Price          | 407,245 | 430,550   | -5.4%  | 364,653      | 323,346 | 12.8%  |
|  | Days on Market      | 20      | 6         | 233.3% | 16           | 18      | -11.1% |
|  | Percent of Original | 98.6%   | 102.4%    | -3.7%  | 99.0%        | 100.1%  | -1.1%  |
| Median                                   | Sale Price          | 447,400 | 304,500   | 46.9%  | 327,000      | 257,000 | 27.2%  |
|  | Days on Market      | 9       | 3         | 200.0% | 5            | 4       | 25.0%  |
|  | Percent of Original | 100.0%  | 101.0%    | -1.0%  | 100.0%       | 100.0%  | 0.0%   |

A total of 20 contracts for sale were written in Douglas County during the month of July, down from 22 in 2021. The median list price of these homes was \$447,400, up from \$304,500 the prior year.

Half of the homes that went under contract in July were on the market less than 9 days, compared to 3 days in July 2021.

## History of Contracts Written

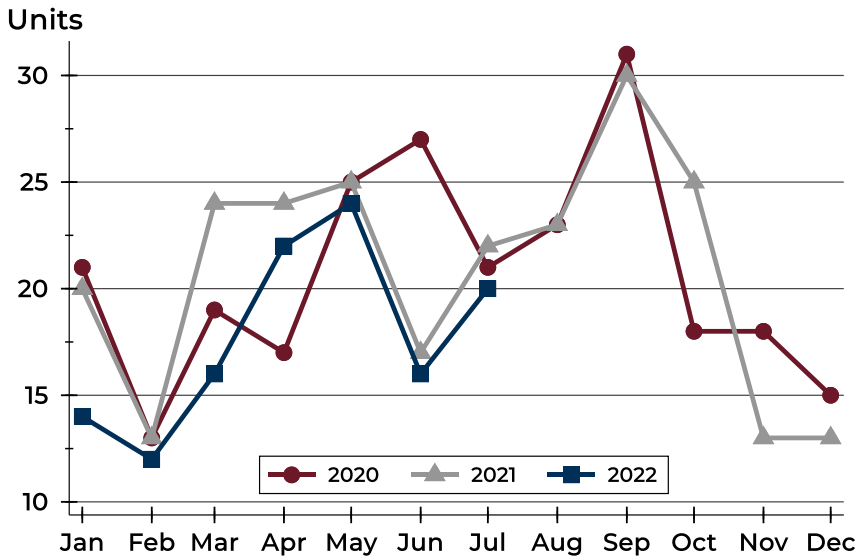
Units





## Douglas County (Excluding Lawrence) Contracts Written Analysis

### Contracts Written by Month



| Month     | 2020 | 2021 | 2022 |
|-----------|------|------|------|
| January   | 21   | 20   | 14   |
| February  | 13   | 13   | 12   |
| March     | 19   | 24   | 16   |
| April     | 17   | 24   | 22   |
| May       | 25   | 25   | 24   |
| June      | 27   | 17   | 16   |
| July      | 21   | 22   | 20   |
| August    | 23   | 23   | 23   |
| September | 31   | 30   | 31   |
| October   | 18   | 25   | 18   |
| November  | 18   | 13   | 13   |
| December  | 15   | 13   | 13   |

### Contracts Written by Price Range

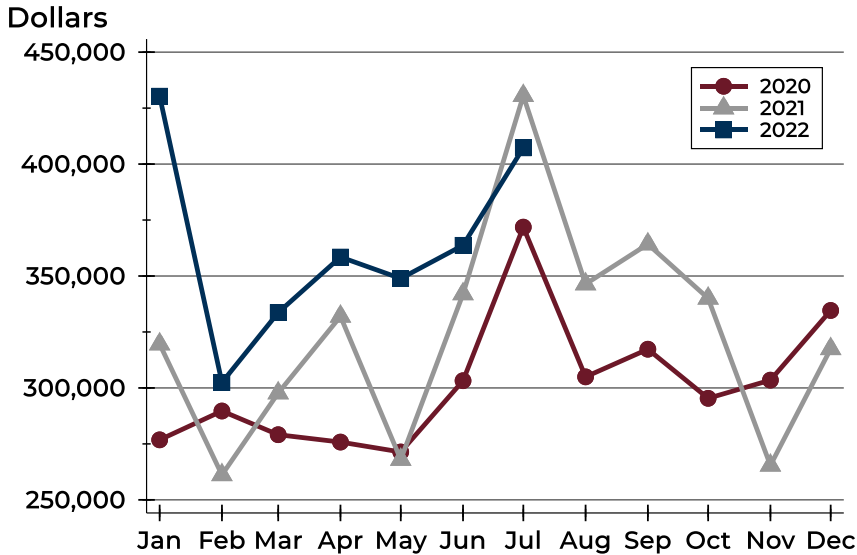
| Price Range         | Contracts Written |         | List Price |         | Days on Market |      | Price as % of Orig. |        |
|---------------------|-------------------|---------|------------|---------|----------------|------|---------------------|--------|
|                     | Number            | Percent | Average    | Median  | Avg.           | Med. | Avg.                | Med.   |
| Below \$50,000      | 0                 | 0.0%    | N/A        | N/A     | N/A            | N/A  | N/A                 | N/A    |
| \$50,000-\$99,999   | 0                 | 0.0%    | N/A        | N/A     | N/A            | N/A  | N/A                 | N/A    |
| \$100,000-\$149,999 | 0                 | 0.0%    | N/A        | N/A     | N/A            | N/A  | N/A                 | N/A    |
| \$150,000-\$199,999 | 0                 | 0.0%    | N/A        | N/A     | N/A            | N/A  | N/A                 | N/A    |
| \$200,000-\$249,999 | 3                 | 15.0%   | 233,167    | 235,000 | 6              | 1    | 98.4%               | 100.0% |
| \$250,000-\$299,999 | 3                 | 15.0%   | 276,300    | 279,900 | 8              | 6    | 94.9%               | 100.0% |
| \$300,000-\$349,999 | 2                 | 10.0%   | 332,500    | 332,500 | 8              | 8    | 100.0%              | 100.0% |
| \$350,000-\$399,999 | 0                 | 0.0%    | N/A        | N/A     | N/A            | N/A  | N/A                 | N/A    |
| \$400,000-\$449,999 | 2                 | 10.0%   | 432,450    | 432,450 | 15             | 15   | 103.4%              | 103.4% |
| \$450,000-\$499,999 | 3                 | 15.0%   | 463,267    | 454,900 | 60             | 77   | 100.0%              | 100.0% |
| \$500,000-\$599,999 | 7                 | 35.0%   | 528,114    | 525,000 | 20             | 8    | 98.0%               | 100.0% |
| \$600,000-\$749,999 | 0                 | 0.0%    | N/A        | N/A     | N/A            | N/A  | N/A                 | N/A    |
| \$750,000-\$999,999 | 0                 | 0.0%    | N/A        | N/A     | N/A            | N/A  | N/A                 | N/A    |
| \$1,000,000 and up  | 0                 | 0.0%    | N/A        | N/A     | N/A            | N/A  | N/A                 | N/A    |





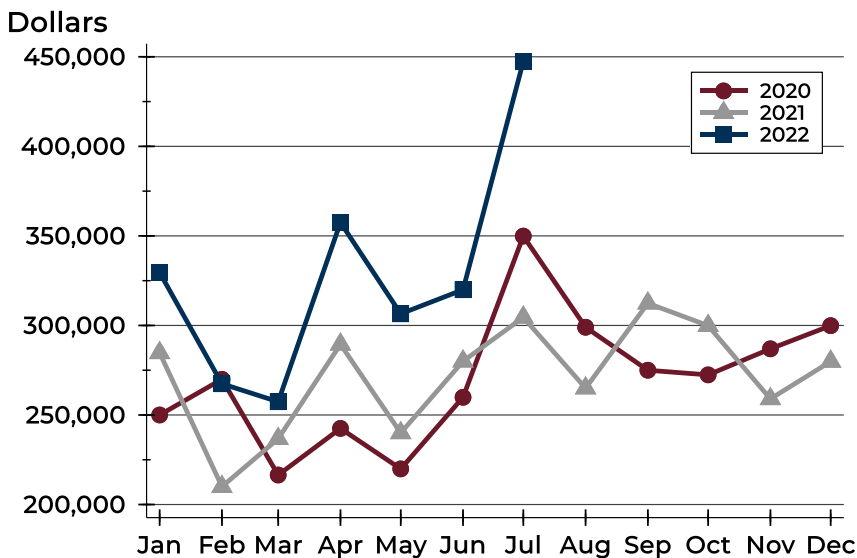
## Douglas County (Excluding Lawrence) Contracts Written Analysis

### Average Price



| Month     | 2020    | 2021    | 2022    |
|-----------|---------|---------|---------|
| January   | 276,812 | 319,578 | 430,343 |
| February  | 289,696 | 261,162 | 302,442 |
| March     | 279,111 | 297,704 | 333,644 |
| April     | 275,818 | 331,975 | 358,480 |
| May       | 271,400 | 268,014 | 348,894 |
| June      | 303,226 | 341,985 | 363,725 |
| July      | 371,826 | 430,550 | 407,245 |
| August    | 304,952 | 346,406 |         |
| September | 317,306 | 364,257 |         |
| October   | 295,361 | 340,039 |         |
| November  | 303,492 | 265,431 |         |
| December  | 334,614 | 317,469 |         |

### Median Price

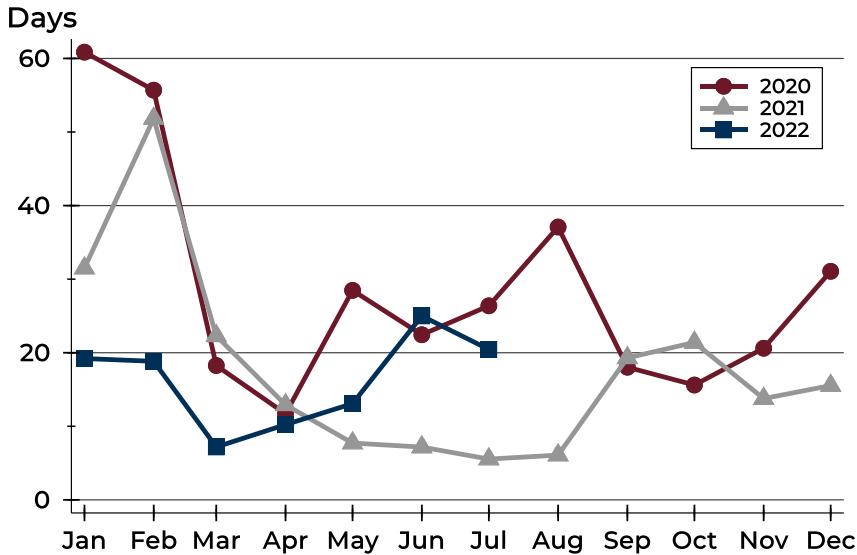


| Month     | 2020    | 2021    | 2022    |
|-----------|---------|---------|---------|
| January   | 250,000 | 284,700 | 329,500 |
| February  | 269,950 | 210,000 | 267,450 |
| March     | 216,500 | 236,750 | 257,400 |
| April     | 242,500 | 289,450 | 357,500 |
| May       | 219,900 | 240,000 | 306,500 |
| June      | 259,900 | 280,000 | 319,950 |
| July      | 349,900 | 304,500 | 447,400 |
| August    | 299,000 | 265,000 |         |
| September | 275,000 | 312,400 |         |
| October   | 272,400 | 299,900 |         |
| November  | 286,950 | 259,000 |         |
| December  | 299,900 | 279,900 |         |



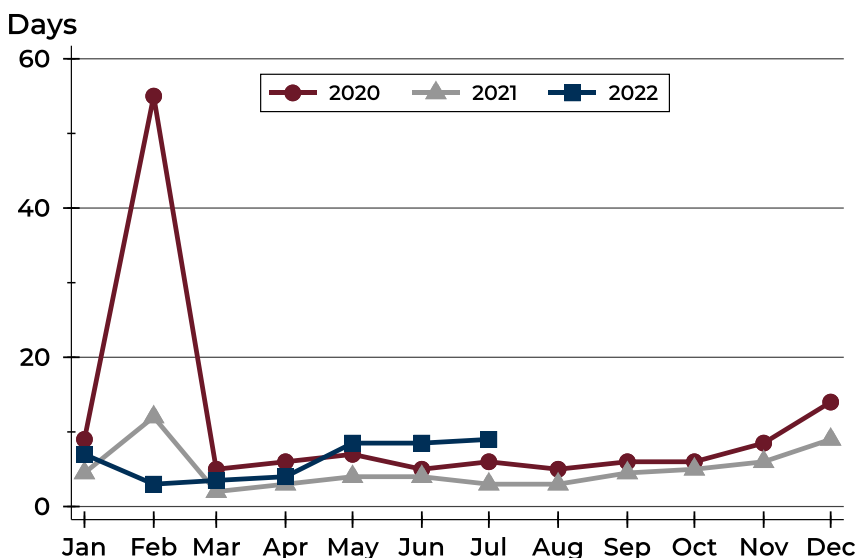
## Douglas County (Excluding Lawrence) Contracts Written Analysis

### Average DOM



| Month     | 2020 | 2021 | 2022 |
|-----------|------|------|------|
| January   | 61   | 32   | 19   |
| February  | 56   | 52   | 19   |
| March     | 18   | 22   | 7    |
| April     | 12   | 13   | 10   |
| May       | 28   | 8    | 13   |
| June      | 22   | 7    | 25   |
| July      | 26   | 6    | 20   |
| August    | 37   | 6    |      |
| September | 18   | 19   |      |
| October   | 16   | 21   |      |
| November  | 21   | 14   |      |
| December  | 31   | 16   |      |

### Median DOM



| Month     | 2020 | 2021 | 2022 |
|-----------|------|------|------|
| January   | 9    | 5    | 7    |
| February  | 55   | 12   | 3    |
| March     | 5    | 2    | 4    |
| April     | 6    | 3    | 4    |
| May       | 7    | 4    | 9    |
| June      | 5    | 4    | 9    |
| July      | 6    | 3    | 9    |
| August    | 5    | 3    |      |
| September | 6    | 5    |      |
| October   | 6    | 5    |      |
| November  | 9    | 6    |      |
| December  | 14   | 9    |      |



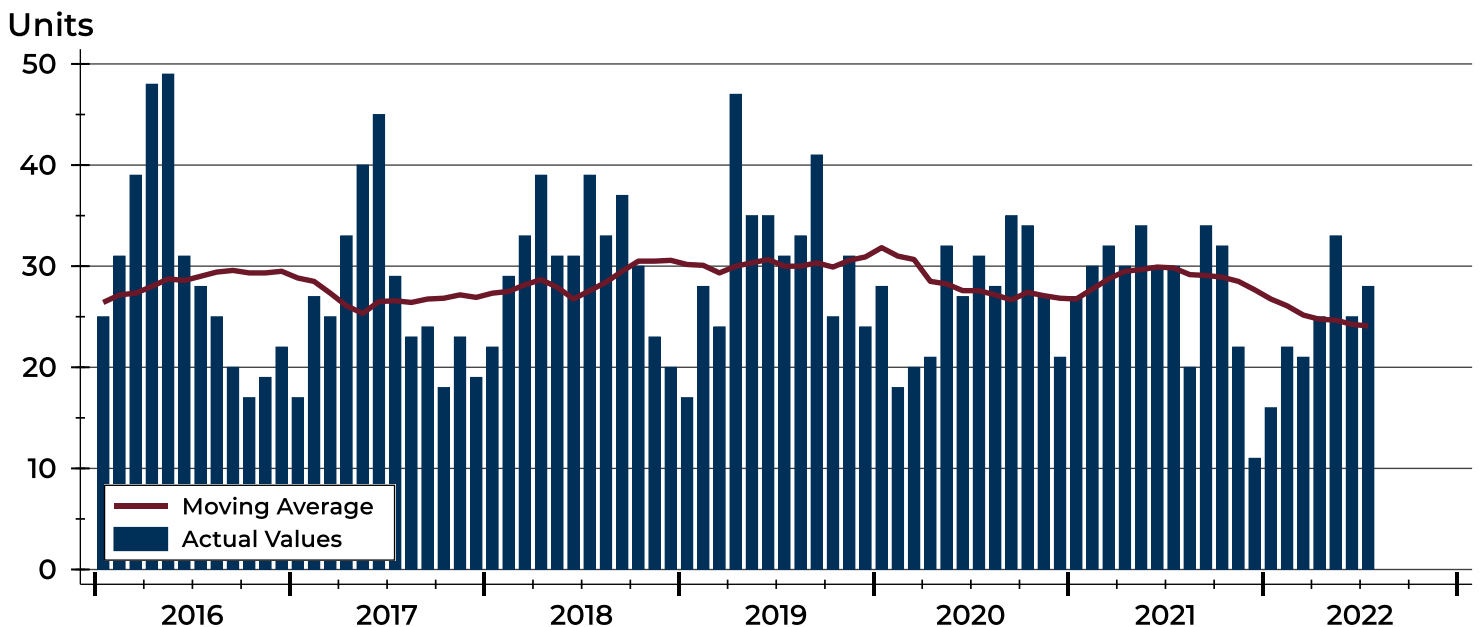
## Douglas County (Excluding Lawrence) Pending Contracts Analysis

| Summary Statistics for Pending Contracts |                     | 2022    | End of July 2021 | Change |
|--|---------------------|---------|------------------|--------|
| Pending Contracts                        |                     | 28      | 30               | -6.7%  |
| Volume (1,000s)                          |                     | 10,836  | 12,472           | -13.1% |
| Average                                  | List Price          | 387,004 | 415,745          | -6.9%  |
|  | Days on Market      | 25      | 14               | 78.6%  |
|  | Percent of Original | 98.6%   | 100.0%           | -1.4%  |
| Median                                   | List Price          | 377,250 | 349,950          | 7.8%   |
|  | Days on Market      | 9       | 6                | 50.0%  |
|  | Percent of Original | 100.0%  | 100.0%           | 0.0%   |

A total of 28 listings in Douglas County had contracts pending at the end of July, down from 30 contracts pending at the end of July 2021.

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.

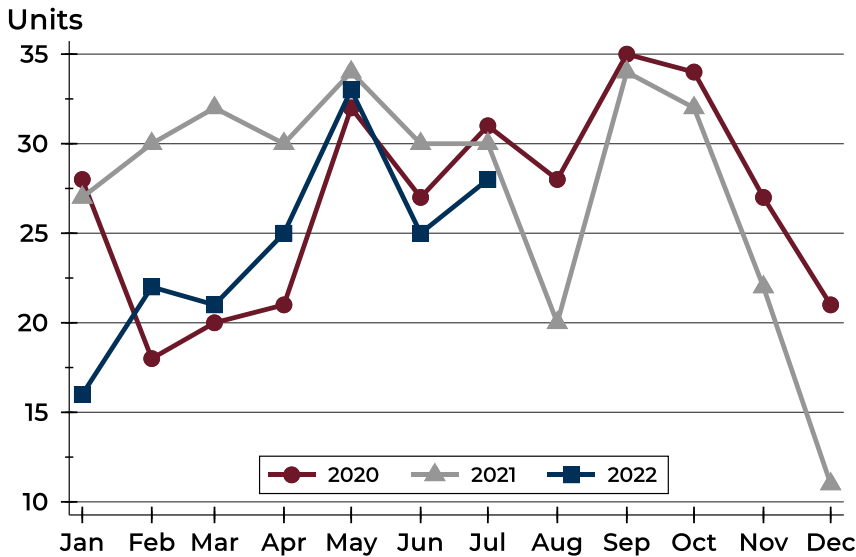
## History of Pending Contracts





## Douglas County (Excluding Lawrence) Pending Contracts Analysis

### Pending Contracts by Month



| Month     | 2020 | 2021 | 2022 |
|-----------|------|------|------|
| January   | 28   | 27   | 16   |
| February  | 18   | 30   | 22   |
| March     | 20   | 32   | 21   |
| April     | 21   | 30   | 25   |
| May       | 32   | 34   | 33   |
| June      | 27   | 30   | 25   |
| July      | 31   | 30   | 28   |
| August    | 28   | 20   | 21   |
| September | 35   | 34   | 22   |
| October   | 34   | 32   | 27   |
| November  | 27   | 22   | 11   |
| December  | 21   | 11   | 11   |

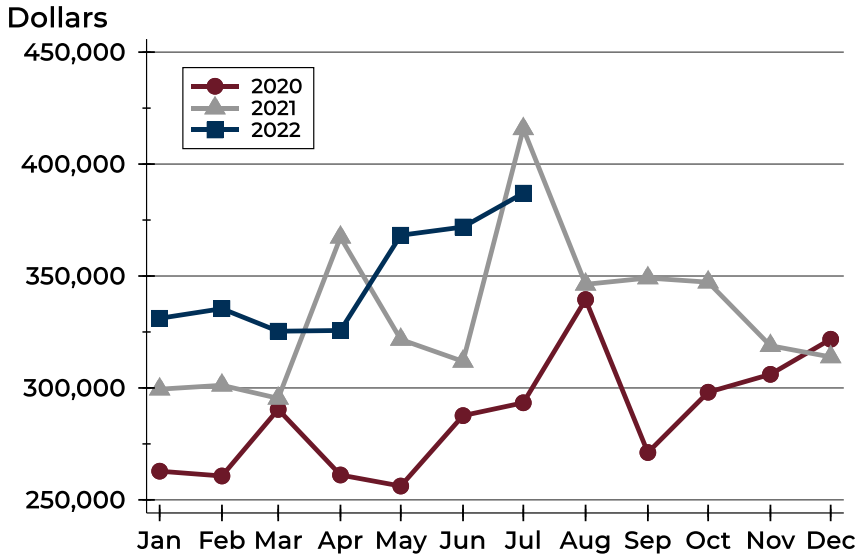
### Pending Contracts by Price Range

| Price Range         | Pending Contracts |         | List Price |         | Days on Market |      | Price as % of Orig. |        |
|---------------------|-------------------|---------|------------|---------|----------------|------|---------------------|--------|
|                     | Number            | Percent | Average    | Median  | Avg.           | Med. | Avg.                | Med.   |
| Below \$50,000      | 0                 | 0.0%    | N/A        | N/A     | N/A            | N/A  | N/A                 | N/A    |
| \$50,000-\$99,999   | 0                 | 0.0%    | N/A        | N/A     | N/A            | N/A  | N/A                 | N/A    |
| \$100,000-\$149,999 | 1                 | 3.6%    | 124,000    | 124,000 | 9              | 9    | 100.0%              | 100.0% |
| \$150,000-\$199,999 | 1                 | 3.6%    | 159,000    | 159,000 | 4              | 4    | 100.0%              | 100.0% |
| \$200,000-\$249,999 | 2                 | 7.1%    | 232,250    | 232,250 | 10             | 10   | 97.1%               | 97.1%  |
| \$250,000-\$299,999 | 4                 | 14.3%   | 279,700    | 284,900 | 8              | 7    | 96.2%               | 100.0% |
| \$300,000-\$349,999 | 6                 | 21.4%   | 332,383    | 332,450 | 9              | 7    | 100.0%              | 100.0% |
| \$350,000-\$399,999 | 0                 | 0.0%    | N/A        | N/A     | N/A            | N/A  | N/A                 | N/A    |
| \$400,000-\$449,999 | 3                 | 10.7%   | 423,300    | 425,000 | 10             | 10   | 100.0%              | 100.0% |
| \$450,000-\$499,999 | 3                 | 10.7%   | 463,267    | 454,900 | 60             | 77   | 100.0%              | 100.0% |
| \$500,000-\$599,999 | 7                 | 25.0%   | 528,114    | 525,000 | 20             | 8    | 98.0%               | 100.0% |
| \$600,000-\$749,999 | 1                 | 3.6%    | 619,000    | 619,000 | 237            | 237  | 95.2%               | 95.2%  |
| \$750,000-\$999,999 | 0                 | 0.0%    | N/A        | N/A     | N/A            | N/A  | N/A                 | N/A    |
| \$1,000,000 and up  | 0                 | 0.0%    | N/A        | N/A     | N/A            | N/A  | N/A                 | N/A    |



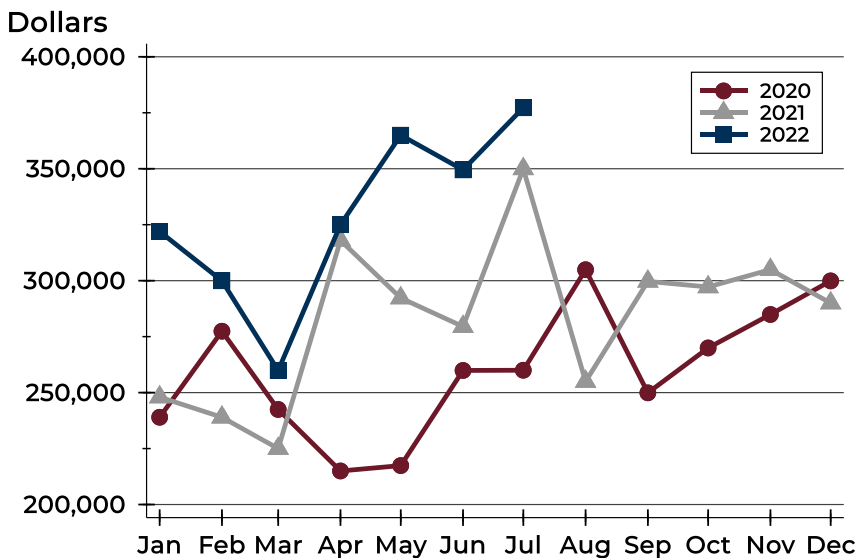
# Douglas County (Excluding Lawrence) Pending Contracts Analysis

## Average Price



| Month     | 2020    | 2021    | 2022    |
|-----------|---------|---------|---------|
| January   | 262,813 | 299,446 | 331,106 |
| February  | 260,678 | 301,182 | 335,409 |
| March     | 290,408 | 295,359 | 325,338 |
| April     | 261,110 | 367,297 | 325,680 |
| May       | 256,167 | 321,660 | 368,205 |
| June      | 287,633 | 311,863 | 371,892 |
| July      | 293,374 | 415,745 | 387,004 |
| August    | 339,482 | 346,287 |         |
| September | 271,154 | 349,103 |         |
| October   | 298,091 | 347,239 |         |
| November  | 306,080 | 318,870 |         |
| December  | 321,752 | 313,845 |         |

## Median Price

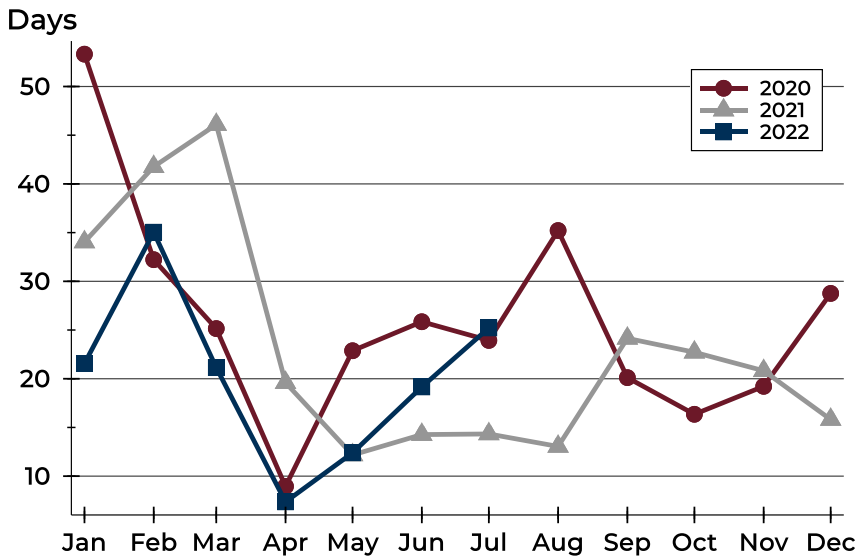


| Month     | 2020    | 2021    | 2022    |
|-----------|---------|---------|---------|
| January   | 239,000 | 248,000 | 321,950 |
| February  | 277,425 | 239,000 | 299,950 |
| March     | 242,475 | 225,000 | 259,900 |
| April     | 215,000 | 318,000 | 325,000 |
| May       | 217,400 | 292,250 | 365,000 |
| June      | 259,900 | 279,500 | 349,500 |
| July      | 260,000 | 349,950 | 377,250 |
| August    | 304,900 | 254,950 |         |
| September | 249,900 | 299,700 |         |
| October   | 269,950 | 297,200 |         |
| November  | 284,900 | 304,950 |         |
| December  | 299,900 | 290,000 |         |



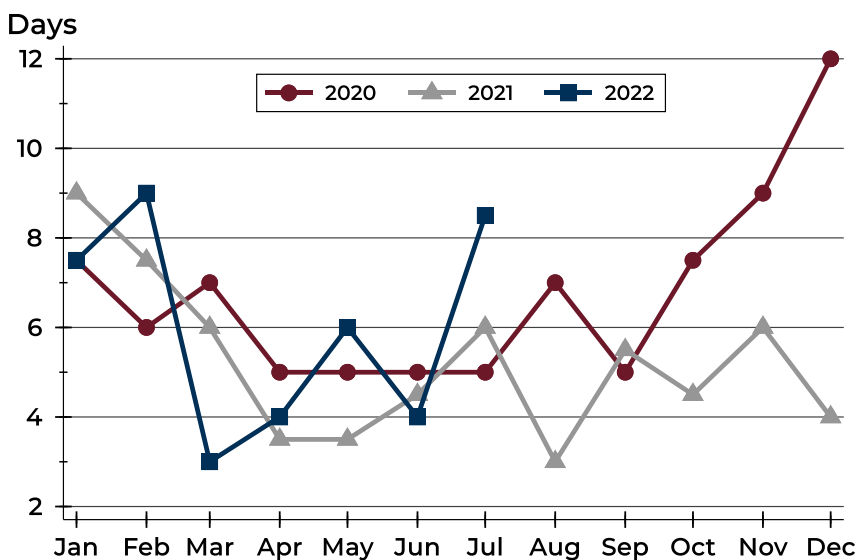
## Douglas County (Excluding Lawrence) Pending Contracts Analysis

### Average DOM



| Month     | 2020 | 2021 | 2022 |
|-----------|------|------|------|
| January   | 53   | 34   | 22   |
| February  | 32   | 42   | 35   |
| March     | 25   | 46   | 21   |
| April     | 9    | 20   | 7    |
| May       | 23   | 12   | 12   |
| June      | 26   | 14   | 19   |
| July      | 24   | 14   | 25   |
| August    | 35   | 13   | 20   |
| September | 20   | 24   | 16   |
| October   | 16   | 23   | 19   |
| November  | 19   | 21   | 16   |
| December  | 29   | 16   | 16   |

### Median DOM



| Month     | 2020 | 2021 | 2022 |
|-----------|------|------|------|
| January   | 8    | 9    | 8    |
| February  | 6    | 8    | 9    |
| March     | 7    | 6    | 3    |
| April     | 5    | 4    | 4    |
| May       | 5    | 4    | 6    |
| June      | 5    | 5    | 4    |
| July      | 5    | 6    | 9    |
| August    | 7    | 3    | 5    |
| September | 5    | 6    | 5    |
| October   | 8    | 5    | 5    |
| November  | 9    | 6    | 5    |
| December  | 12   | 4    | 4    |