



## Douglas County (Excluding Lawrence) Housing Report



### Market Overview

#### **Douglas County Home Sales Fell in September**

Total home sales in Douglas County fell last month to 7 units, compared to 16 units in September 2022. Total sales volume was \$3.3 million, down from a year earlier.

The median sale price in September was \$349,900, up from \$326,735 a year earlier. Homes that sold in September were typically on the market for 3 days and sold for 100.0% of their list prices.

### **Douglas County Active Listings Up at End of September**

The total number of active listings in Douglas County at the end of September was 44 units, up from 35 at the same point in 2022. This represents a 3.1 months' supply of homes available for sale. The median list price of homes on the market at the end of September was \$399,925.

During September, a total of 10 contracts were written down from 25 in September 2022. At the end of the month, there were 14 contracts still pending.

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# Douglas County (Excluding Lawrence) Summary Statistics

|                 | ptember MLS Statistics<br>ree-year History             | 2023                    | urrent Mont<br>2022     | h<br>2021                | 2023                   | Year-to-Date<br>2022   | 2021                 |
|-----------------|--|-------------------------|-------------------------|--------------------------|------------------------|------------------------|----------------------|
|                 | r <b>me Sales</b><br>ange from prior year              | <b>7</b><br>-56.3%      | <b>16</b> 0.0%          | <b>16</b><br>-20.0%      | <b>119</b><br>-21.7%   | <b>152</b><br>-15.6%   | <b>180</b> 0.6%      |
|                 | <b>tive Listings</b><br>ange from prior year           | <b>44</b><br>25.7%      | <b>35</b><br>25.0%      | <b>28</b><br>-17.6%      | N/A                    | N/A                    | N/A                  |
|                 | onths' Supply<br>ange from prior year                  | <b>3.1</b> 63.2%        | <b>1.9</b><br>46.2%     | <b>1.3</b><br>-18.8%     | N/A                    | N/A                    | N/A                  |
| <b>Ne</b><br>Ch | w Listings<br>ange from prior year                     | <b>23</b><br>-20.7%     | <b>29</b><br>-9.4%      | <b>32</b><br>-3.0%       | <b>169</b><br>-19.9%   | <b>211</b><br>-5.4%    | <b>223</b> -2.6%     |
|                 | ntracts Written<br>ange from prior year                | <b>10</b><br>-60.0%     | <b>25</b><br>-16.7%     | <b>30</b><br>-3.2%       | <b>124</b><br>-26.2%   | <b>168</b><br>-15.2%   | <b>198</b> 0.5%      |
|                 | nding Contracts<br>ange from prior year                | <b>14</b><br>-50.0%     | <b>28</b><br>-17.6%     | <b>34</b><br>-2.9%       | N/A                    | N/A                    | N/A                  |
|                 | les Volume (1,000s)<br>ange from prior year            | <b>3,312</b><br>-36.1%  | <b>5,183</b> -3.1%      | <b>5,351</b> -32.5%      | <b>45,019</b> -16.0%   | <b>53,602</b> -8.0%    | <b>58,249</b> 12.5%  |
|                 | Sale Price<br>Change from prior year                   | <b>473,129</b><br>46.0% | <b>323,954</b><br>-3.1% | <b>334,425</b> -15.7%    | <b>378,311</b> 7.3%    | <b>352,646</b><br>9.0% | <b>323,605</b> 11.9% |
| d               | <b>List Price of Actives</b><br>Change from prior year | <b>456,874</b><br>-0.1% | <b>457,347</b><br>9.0%  | <b>419,736</b><br>-14.6% | N/A                    | N/A                    | N/A                  |
| Average         | Days on Market Change from prior year                  | <b>40</b><br>11.1%      | <b>36</b><br>620.0%     | <b>5</b><br>-87.8%       | <b>30</b><br>100.0%    | <b>15</b><br>-11.8%    | <b>17</b><br>-43.3%  |
| ⋖               | Percent of List Change from prior year                 | <b>100.6%</b> 3.4%      | <b>97.3%</b><br>-3.1%   | <b>100.4%</b> 0.4%       | <b>99.3%</b><br>-0.5%  | <b>99.8%</b><br>-0.8%  | <b>100.6%</b> 1.3%   |
|                 | Percent of Original Change from prior year             | <b>97.8%</b> 2.5%       | <b>95.4%</b><br>-4.4%   | <b>99.8%</b><br>0.8%     | <b>98.4%</b><br>-0.3%  | <b>98.7%</b> -0.8%     | <b>99.5%</b> 1.0%    |
|                 | Sale Price<br>Change from prior year                   | <b>349,900</b> 7.1%     | <b>326,735</b> 19.4%    | <b>273,700</b> -25.3%    | <b>349,900</b><br>9.0% | <b>320,950</b> 17.0%   | <b>274,250</b> 5.5%  |
|                 | <b>List Price of Actives</b><br>Change from prior year | <b>399,925</b><br>-4.8% | <b>420,000</b> 6.3%     | <b>394,950</b> 9.1%      | N/A                    | N/A                    | N/A                  |
| Median          | Days on Market Change from prior year                  | <b>3</b><br>-25.0%      | <b>4</b><br>33.3%       | <b>3</b><br>-85.7%       | <b>6</b><br>50.0%      | <b>4</b><br>0.0%       | <b>4</b><br>-42.9%   |
| 2               | Percent of List Change from prior year                 | <b>100.0%</b> 0.0%      | <b>100.0%</b> 0.0%      | <b>100.0%</b> 0.0%       | <b>100.0%</b> 0.0%     | <b>100.0%</b> 0.0%     | <b>100.0%</b> 0.0%   |
|                 | Percent of Original Change from prior year             | <b>100.0%</b><br>1.8%   | <b>98.2%</b><br>-1.8%   | <b>100.0%</b> 0.0%       | <b>100.0%</b><br>0.0%  | <b>100.0%</b> 0.0%     | <b>100.0%</b> 0.0%   |

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



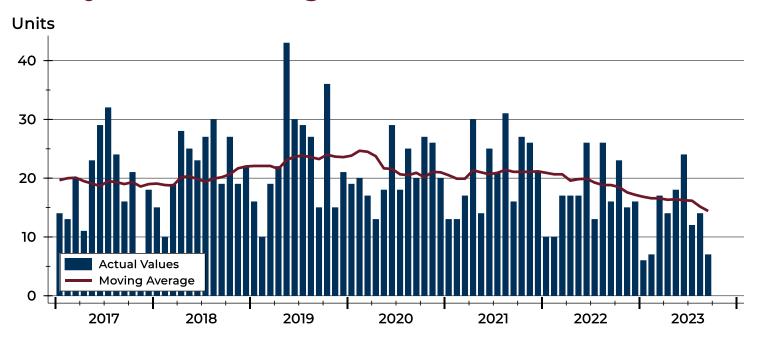
## Douglas County (Excluding Lawrence) Closed Listings Analysis

| Summary Statistics for Closed Listings |                     | 2023    | September<br>2022 | r<br>Change | Ye<br>2023 | ear-to-Dat<br>2022 | e<br>Change |
|--|---------------------|---------|-------------------|-------------|------------|--------------------|-------------|
| Clc                                    | sed Listings        | 7       | 16                | -56.3%      | 119        | 152                | -21.7%      |
| Vol                                    | lume (1,000s)       | 3,312   | 5,183             | -36.1%      | 45,019     | 53,602             | -16.0%      |
| Мо                                     | onths' Supply       | 3.1     | 1.9               | 63.2%       | N/A        | N/A                | N/A         |
|  | Sale Price          | 473,129 | 323,954           | 46.0%       | 378,311    | 352,646            | 7.3%        |
| age                                    | Days on Market      | 40      | 36                | 11.1%       | 30         | 15                 | 100.0%      |
| Averag                                 | Percent of List     | 100.6%  | 97.3%             | 3.4%        | 99.3%      | 99.8%              | -0.5%       |
|  | Percent of Original | 97.8%   | 95.4%             | 2.5%        | 98.4%      | 98.7%              | -0.3%       |
|  | Sale Price          | 349,900 | 326,735           | 7.1%        | 349,900    | 320,950            | 9.0%        |
| lian                                   | Days on Market      | 3       | 4                 | -25.0%      | 6          | 4                  | 50.0%       |
| Median                                 | Percent of List     | 100.0%  | 100.0%            | 0.0%        | 100.0%     | 100.0%             | 0.0%        |
|  | Percent of Original | 100.0%  | 98.2%             | 1.8%        | 100.0%     | 100.0%             | 0.0%        |

A total of 7 homes sold in Douglas County in September, down from 16 units in September 2022. Total sales volume fell to \$3.3 million compared to \$5.2 million in the previous year.

The median sales price in September was \$349,900, up 7.1% compared to the prior year. Median days on market was 3 days, down from 6 days in August, and down from 4 in September 2022.

#### **History of Closed Listings**

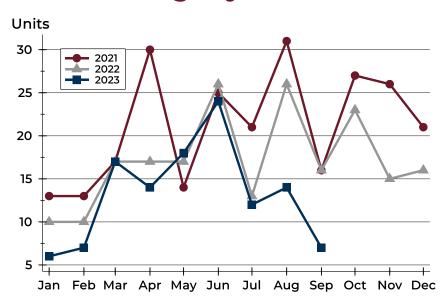






## **Douglas County (Excluding Lawrence) Closed Listings Analysis**

### **Closed Listings by Month**



| Month     | 2021 | 2022 | 2023 |
|-----------|------|------|------|
| January   | 13   | 10   | 6    |
| February  | 13   | 10   | 7    |
| March     | 17   | 17   | 17   |
| April     | 30   | 17   | 14   |
| May       | 14   | 17   | 18   |
| June      | 25   | 26   | 24   |
| July      | 21   | 13   | 12   |
| August    | 31   | 26   | 14   |
| September | 16   | 16   | 7    |
| October   | 27   | 23   |      |
| November  | 26   | 15   |      |
| December  | 21   | 16   |      |

### **Closed Listings by Price Range**

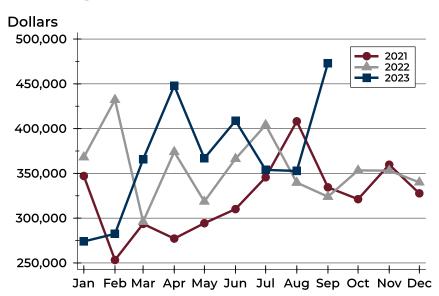
| Price Range         |   | les<br>Percent | Months'<br>Supply | Sale<br>Average | Price<br>Median | Days or<br>Avg. | n Market<br>Med. | Price as<br>Avg. | % of List<br>Med. | Price as <sup>9</sup><br>Avg. | % of Orig.<br>Med. |
|---------------------|---|----------------|-------------------|-----------------|-----------------|-----------------|------------------|------------------|-------------------|-------------------------------|--------------------|
| 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 | 0 | 0.0%           | N/A               | N/A             | N/A             | 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              | N/A               | N/A                           | N/A                |
| \$200,000-\$249,999 | 0 | 0.0%           | 1.7               | N/A             | N/A             | N/A             | N/A              | N/A              | N/A               | N/A                           | N/A                |
| \$250,000-\$299,999 | 0 | 0.0%           | N/A               | N/A             | N/A             | N/A             | N/A              | N/A              | N/A               | N/A                           | N/A                |
| \$300,000-\$349,999 | 4 | 57.1%          | 1.5               | 336,725         | 336,000         | 34              | 1                | 100.9%           | 100.0%            | 99.2%                         | 100.0%             |
| \$350,000-\$399,999 | 0 | 0.0%           | 3.2               | N/A             | N/A             | N/A             | N/A              | N/A              | N/A               | N/A                           | N/A                |
| \$400,000-\$449,999 | 0 | 0.0%           | N/A               | N/A             | N/A             | N/A             | N/A              | N/A              | N/A               | N/A                           | N/A                |
| \$450,000-\$499,999 | 1 | 14.3%          | 3.7               | 490,000         | 490,000         | 90              | 90               | 99.0%            | 99.0%             | 93.3%                         | 93.3%              |
| \$500,000-\$599,999 | 0 | 0.0%           | N/A               | N/A             | N/A             | N/A             | N/A              | N/A              | N/A               | N/A                           | N/A                |
| \$600,000-\$749,999 | 1 | 14.3%          | 3.4               | 720,000         | 720,000         | 52              | 52               | 97.3%            | 97.3%             | 90.0%                         | 90.0%              |
| \$750,000-\$999,999 | 1 | 14.3%          | 9.6               | 755,000         | 755,000         | 3               | 3                | 104.1%           | 104.1%            | 104.1%                        | 104.1%             |
| \$1,000,000 and up  | 0 | 0.0%           | N/A               | N/A             | N/A             | N/A             | N/A              | N/A              | N/A               | N/A                           | N/A                |



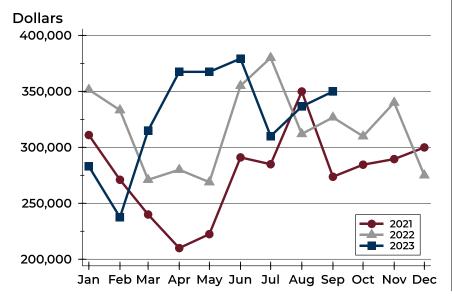


## Douglas County (Excluding Lawrence) Closed Listings Analysis

### **Average Price**



| Month     | 2021    | 2022    | 2023    |
|-----------|---------|---------|---------|
| January   | 347,077 | 368,105 | 274,000 |
| February  | 253,285 | 432,200 | 282,500 |
| March     | 293,600 | 296,024 | 365,665 |
| April     | 277,227 | 373,982 | 447,947 |
| May       | 294,379 | 318,604 | 366,850 |
| June      | 310,146 | 366,298 | 408,741 |
| July      | 345,614 | 404,092 | 353,919 |
| August    | 408,148 | 339,712 | 352,714 |
| September | 334,425 | 323,954 | 473,129 |
| October   | 321,227 | 353,335 |         |
| November  | 359,738 | 353,067 |         |
| December  | 327,702 | 339,975 |         |



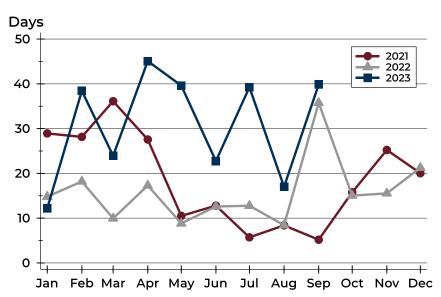
| Month     | 2021    | 2022    | 2023    |
|-----------|---------|---------|---------|
| January   | 311,000 | 351,500 | 283,000 |
| February  | 271,000 | 333,250 | 237,500 |
| March     | 240,000 | 271,000 | 315,000 |
| April     | 210,000 | 280,000 | 367,450 |
| May       | 222,450 | 268,900 | 367,450 |
| June      | 291,000 | 355,000 | 379,250 |
| July      | 284,900 | 380,000 | 310,000 |
| August    | 349,900 | 311,950 | 336,500 |
| September | 273,700 | 326,735 | 349,900 |
| October   | 284,500 | 309,900 |         |
| November  | 289,500 | 340,000 |         |
| December  | 299,900 | 275,000 |         |





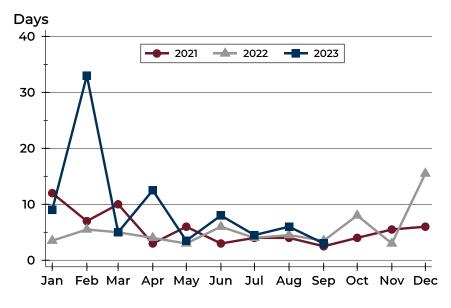
## Douglas County (Excluding Lawrence) Closed Listings Analysis

#### **Average DOM**



| Month     | 2021 | 2022 | 2023 |
|-----------|------|------|------|
| January   | 29   | 15   | 12   |
| February  | 28   | 18   | 38   |
| March     | 36   | 10   | 24   |
| April     | 28   | 17   | 45   |
| May       | 11   | 9    | 40   |
| June      | 13   | 13   | 23   |
| July      | 6    | 13   | 39   |
| August    | 8    | 8    | 17   |
| September | 5    | 36   | 40   |
| October   | 16   | 15   |      |
| November  | 25   | 16   |      |
| December  | 20   | 21   |      |

#### **Median DOM**



| Month     | 2021 | 2022 | 2023 |
|-----------|------|------|------|
| January   | 12   | 4    | 9    |
| February  | 7    | 6    | 33   |
| March     | 10   | 5    | 5    |
| April     | 3    | 4    | 13   |
| May       | 6    | 3    | 4    |
| June      | 3    | 6    | 8    |
| July      | 4    | 4    | 5    |
| August    | 4    | 5    | 6    |
| September | 3    | 4    | 3    |
| October   | 4    | 8    |      |
| November  | 6    | 3    |      |
| December  | 6    | 16   |      |



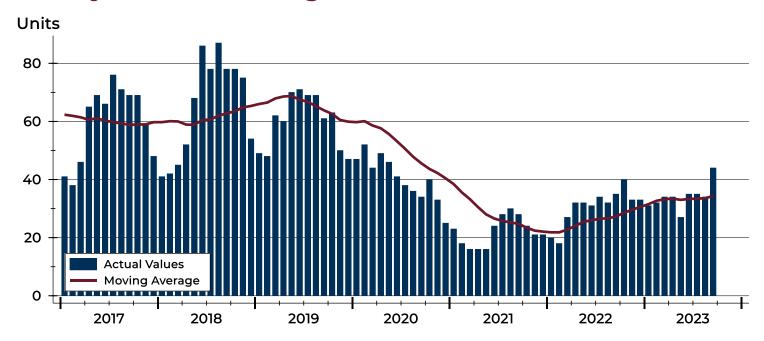
## Douglas County (Excluding Lawrence) Active Listings Analysis

|        | mmary Statistics<br>Active Listings | Enc<br>2023 | d of Septeml<br>2022 | ber<br>Change |
|--------|-------------------------------------|-------------|----------------------|---------------|
| Ac.    | tive Listings                       | 44          | 35                   | 25.7%         |
| Vo     | lume (1,000s)                       | 20,102      | 16,007               | 25.6%         |
| Мс     | onths' Supply                       | 3.1         | 1.9                  | 63.2%         |
| ge     | List Price                          | 456,874     | 457,347              | -0.1%         |
| Avera  | Days on Market                      | 50          | 69                   | -27.5%        |
| Ą      | Percent of Original                 | 98.3%       | 99.9%                | -1.6%         |
| 2      | List Price                          | 399,925     | 420,000              | -4.8%         |
| Median | Days on Market                      | 28          | 45                   | -37.8%        |
| Σ      | Percent of Original                 | 100.0%      | 100.0%               | 0.0%          |

A total of 44 homes were available for sale in Douglas County at the end of September. This represents a 3.1 months' supply of active listings.

The median list price of homes on the market at the end of September was \$399,925, down 4.8% from 2022. The typical time on market for active listings was 28 days, down from 45 days a year earlier.

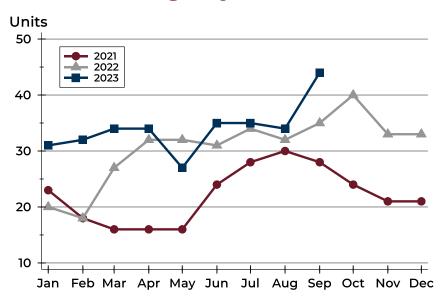
### **History of Active Listings**





## **Douglas County (Excluding Lawrence) Active Listings Analysis**

### **Active Listings by Month**



| Month     | 2021 | 2022 | 2023 |
|-----------|------|------|------|
| January   | 23   | 20   | 31   |
| February  | 18   | 18   | 32   |
| March     | 16   | 27   | 34   |
| April     | 16   | 32   | 34   |
| May       | 16   | 32   | 27   |
| June      | 24   | 31   | 35   |
| July      | 28   | 34   | 35   |
| August    | 30   | 32   | 34   |
| September | 28   | 35   | 44   |
| October   | 24   | 40   |      |
| November  | 21   | 33   |      |
| December  | 21   | 33   |      |

### **Active Listings by Price Range**

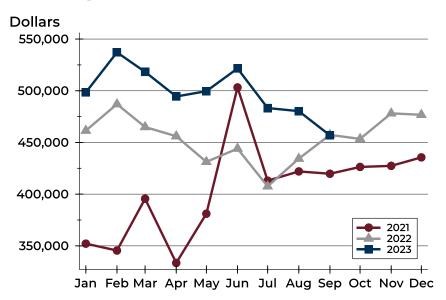
| Price Range         | Active I<br>Number | Listings<br>Percent | Months'<br>Supply | List  <br>Average | Price<br>Median | Days on<br>Avg. | Market<br>Med. | Price as <sup>9</sup><br>Avg. | % of Orig.<br>Med. |
|---------------------|--------------------|---------------------|-------------------|-------------------|-----------------|-----------------|----------------|-------------------------------|--------------------|
| Below \$50,000      | 1                  | 2.3%                | N/A               | 3,000             | 3,000           | 30              | 30             | 100.0%                        | 100.0%             |
| \$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                  | 4.5%                | N/A               | 127,500           | 127,500         | 63              | 63             | 95.2%                         | 95.2%              |
| \$150,000-\$199,999 | 1                  | 2.3%                | N/A               | 189,000           | 189,000         | 10              | 10             | 100.0%                        | 100.0%             |
| \$200,000-\$249,999 | 3                  | 6.8%                | 1.7               | 217,300           | 212,000         | 31              | 39             | 98.9%                         | 100.0%             |
| \$250,000-\$299,999 | 5                  | 11.4%               | N/A               | 278,450           | 279,900         | 18              | 21             | 97.9%                         | 96.8%              |
| \$300,000-\$349,999 | 3                  | 6.8%                | 1.5               | 321,800           | 319,900         | 16              | 20             | 99.0%                         | 100.0%             |
| \$350,000-\$399,999 | 8                  | 18.2%               | 3.2               | 382,931           | 389,450         | 53              | 34             | 96.0%                         | 97.5%              |
| \$400,000-\$449,999 | 3                  | 6.8%                | N/A               | 424,967           | 420,000         | 57              | 24             | 96.6%                         | 96.4%              |
| \$450,000-\$499,999 | 4                  | 9.1%                | 3.7               | 478,688           | 477,450         | 34              | 20             | 100.0%                        | 100.0%             |
| \$500,000-\$599,999 | 5                  | 11.4%               | N/A               | 544,960           | 549,900         | 46              | 41             | 99.1%                         | 100.0%             |
| \$600,000-\$749,999 | 4                  | 9.1%                | 3.4               | 688,500           | 682,000         | 34              | 32             | 100.0%                        | 100.0%             |
| \$750,000-\$999,999 | 4                  | 9.1%                | 9.6               | 859,750           | 834,500         | 87              | 60             | 99.9%                         | 100.0%             |
| \$1,000,000 and up  | 1                  | 2.3%                | N/A               | 1,475,000         | 1,475,000       | 361             | 361            | 98.3%                         | 98.3%              |



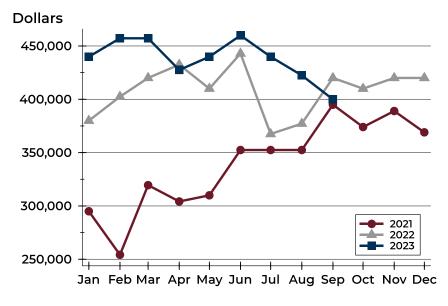


## Douglas County (Excluding Lawrence) Active Listings Analysis

### **Average Price**



| Month     | 2021    | 2022    | 2023    |
|-----------|---------|---------|---------|
| MOHUH     | 2021    | 2022    | 2023    |
| January   | 352,137 | 461,451 | 498,411 |
| February  | 345,489 | 487,044 | 537,148 |
| March     | 395,581 | 464,954 | 518,268 |
| April     | 333,478 | 456,028 | 494,481 |
| May       | 381,094 | 431,219 | 499,596 |
| June      | 503,244 | 444,073 | 521,596 |
| July      | 413,024 | 407,518 | 483,293 |
| August    | 421,996 | 434,338 | 480,288 |
| September | 419,736 | 457,347 | 456,874 |
| October   | 426,332 | 453,461 |         |
| November  | 427,369 | 478,162 |         |
| December  | 435,574 | 476,750 |         |



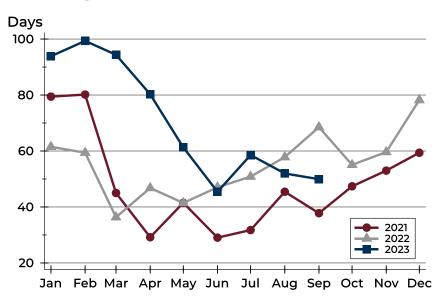
| Month     | 2021    | 2022    | 2023    |
|-----------|---------|---------|---------|
| January   | 295,000 | 379,950 | 439,900 |
| February  | 254,200 | 402,450 | 457,200 |
| March     | 319,500 | 420,000 | 457,200 |
| April     | 304,200 | 432,450 | 427,500 |
| May       | 309,950 | 410,000 | 439,900 |
| June      | 352,450 | 442,900 | 459,900 |
| July      | 352,450 | 367,450 | 439,900 |
| August    | 352,450 | 377,200 | 422,450 |
| September | 394,950 | 420,000 | 399,925 |
| October   | 374,000 | 409,975 |         |
| November  | 389,000 | 420,000 |         |
| December  | 369,000 | 420,000 |         |





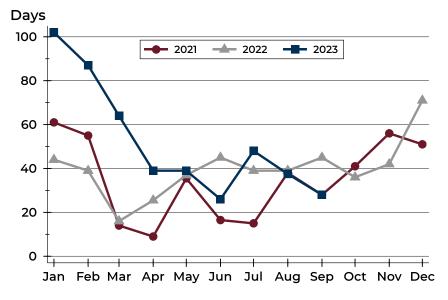
# **Douglas County (Excluding Lawrence) Active Listings Analysis**

#### **Average DOM**



| Month     | 2021 | 2022 | 2023 |
|-----------|------|------|------|
| January   | 79   | 62   | 94   |
| February  | 80   | 59   | 99   |
| March     | 45   | 36   | 94   |
| April     | 29   | 47   | 80   |
| May       | 42   | 41   | 61   |
| June      | 29   | 47   | 45   |
| July      | 32   | 51   | 59   |
| August    | 45   | 58   | 52   |
| September | 38   | 69   | 50   |
| October   | 47   | 55   |      |
| November  | 53   | 60   |      |
| December  | 59   | 78   |      |

#### **Median DOM**

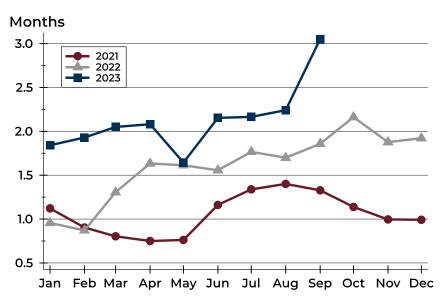


| Month     | 2021 | 2022 | 2023 |
|-----------|------|------|------|
| January   | 61   | 44   | 102  |
| February  | 55   | 39   | 87   |
| March     | 14   | 16   | 64   |
| April     | 9    | 26   | 39   |
| May       | 36   | 37   | 39   |
| June      | 17   | 45   | 26   |
| July      | 15   | 39   | 48   |
| August    | 38   | 39   | 38   |
| September | 28   | 45   | 28   |
| October   | 41   | 36   |      |
| November  | 56   | 42   |      |
| December  | 51   | 71   |      |



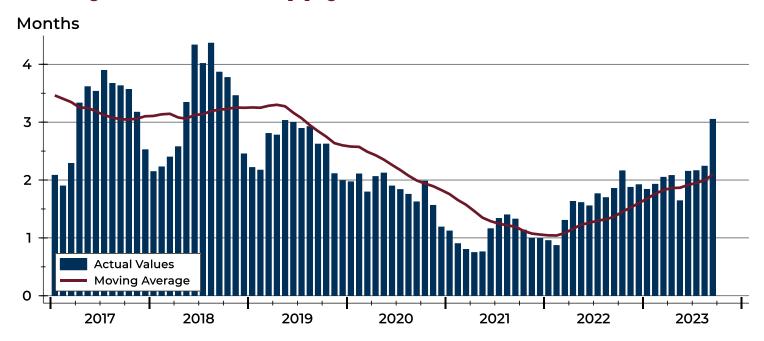
## Douglas County (Excluding Lawrence) Months' Supply Analysis

### **Months' Supply by Month**



| Month     | 2021 | 2022 | 2023 |
|-----------|------|------|------|
| January   | 1.1  | 1.0  | 1.8  |
| February  | 0.9  | 0.9  | 1.9  |
| March     | 8.0  | 1.3  | 2.1  |
| April     | 0.8  | 1.6  | 2.1  |
| May       | 0.8  | 1.6  | 1.6  |
| June      | 1.2  | 1.6  | 2.2  |
| July      | 1.3  | 1.8  | 2.2  |
| August    | 1.4  | 1.7  | 2.2  |
| September | 1.3  | 1.9  | 3.1  |
| October   | 1.1  | 2.2  |      |
| November  | 1.0  | 1.9  |      |
| December  | 1.0  | 1.9  |      |

### **History of Month's Supply**





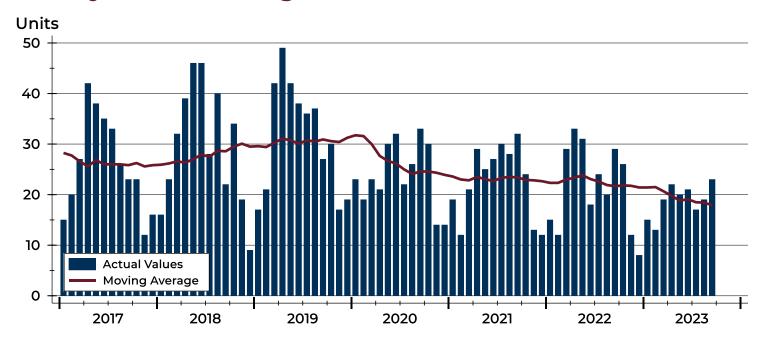
## Douglas County (Excluding Lawrence) New Listings Analysis

|              | mmary Statistics<br>New Listings | 2023    | September<br>2022 | Change |
|--------------|----------------------------------|---------|-------------------|--------|
| ıth          | New Listings                     | 23      | 29                | -20.7% |
| Month        | Volume (1,000s)                  | 8,983   | 11,093            | -19.0% |
| Current      | Average List Price               | 390,574 | 382,524           | 2.1%   |
| Cu           | Median List Price                | 379,900 | 340,000           | 11.7%  |
| ā            | New Listings                     | 169     | 211               | -19.9% |
| o-Da         | Volume (1,000s)                  | 71,028  | 77,432            | -8.3%  |
| Year-to-Date | Average List Price               | 420,287 | 366,975           | 14.5%  |
| >            | Median List Price                | 369,900 | 339,900           | 8.8%   |

A total of 23 new listings were added in Douglas County during September, down 20.7% from the same month in 2022. Year-to-date Douglas County has seen 169 new listings.

The median list price of these homes was \$379,900 up from \$340,000 in 2022.

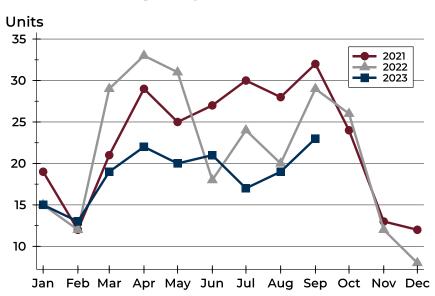
### **History of New Listings**





## Douglas County (Excluding Lawrence) New Listings Analysis

### **New Listings by Month**



| Month     | 2021 | 2022 | 2023 |
|-----------|------|------|------|
| January   | 19   | 15   | 15   |
| February  | 12   | 12   | 13   |
| March     | 21   | 29   | 19   |
| April     | 29   | 33   | 22   |
| May       | 25   | 31   | 20   |
| June      | 27   | 18   | 21   |
| July      | 30   | 24   | 17   |
| August    | 28   | 20   | 19   |
| September | 32   | 29   | 23   |
| October   | 24   | 26   |      |
| November  | 13   | 12   |      |
| December  | 12   | 8    |      |

### **New Listings by Price Range**

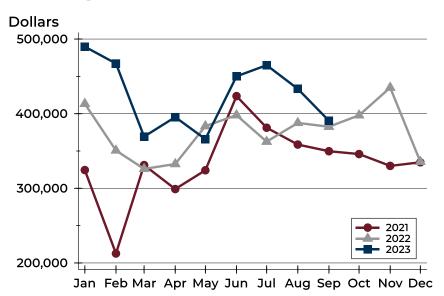
| Price Range         | New Li<br>Number | stings<br>Percent | List I<br>Average | Price<br>Median | Days on<br>Avg. | Market<br>Med. | Price as 9<br>Avg. | % of Orig.<br>Med. |
|---------------------|------------------|-------------------|-------------------|-----------------|-----------------|----------------|--------------------|--------------------|
| Below \$50,000      | 1                | 4.3%              | 3,000             | 3,000           | 36              | 36             | 100.0%             | 100.0%             |
| \$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                | 8.7%              | 192,000           | 192,000         | 7               | 7              | 100.0%             | 100.0%             |
| \$200,000-\$249,999 | 1                | 4.3%              | 249,900           | 249,900         | 22              | 22             | 92.6%              | 92.6%              |
| \$250,000-\$299,999 | 3                | 13.0%             | 278,783           | 279,900         | 14              | 8              | 98.9%              | 100.0%             |
| \$300,000-\$349,999 | 3                | 13.0%             | 326,833           | 335,000         | 10              | 3              | 100.0%             | 100.0%             |
| \$350,000-\$399,999 | 4                | 17.4%             | 384,675           | 389,450         | 20              | 18             | 98.2%              | 100.0%             |
| \$400,000-\$449,999 | 2                | 8.7%              | 427,450           | 427,450         | 23              | 23             | 98.2%              | 98.2%              |
| \$450,000-\$499,999 | 3                | 13.0%             | 484,950           | 495,000         | 25              | 23             | 100.0%             | 100.0%             |
| \$500,000-\$599,999 | 1                | 4.3%              | 516,000           | 516,000         | 30              | 30             | 98.3%              | 98.3%              |
| \$600,000-\$749,999 | 2                | 8.7%              | 695,000           | 695,000         | 23              | 23             | 100.0%             | 100.0%             |
| \$750,000-\$999,999 | 1                | 4.3%              | 775,000           | 775,000         | 8               | 8              | 100.0%             | 100.0%             |
| \$1,000,000 and up  | 0                | 0.0%              | N/A               | N/A             | N/A             | N/A            | N/A                | N/A                |



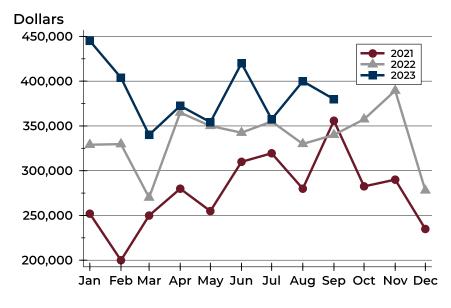


## Douglas County (Excluding Lawrence) New Listings Analysis

### **Average Price**



| Month     | 2021    | 2022    | 2023    |
|-----------|---------|---------|---------|
| January   | 324,484 | 413,313 | 489,773 |
| February  | 212,625 | 350,733 | 467,265 |
| March     | 331,185 | 326,003 | 369,332 |
| April     | 299,009 | 332,542 | 395,430 |
| May       | 324,190 | 383,381 | 365,950 |
| June      | 423,602 | 397,978 | 450,052 |
| July      | 381,211 | 362,533 | 464,994 |
| August    | 358,637 | 387,640 | 433,287 |
| September | 349,719 | 382,524 | 390,574 |
| October   | 345,919 | 397,898 |         |
| November  | 330,035 | 434,958 |         |
| December  | 334,867 | 335,600 |         |



| Month     | 2021    | 2022    | 2023    |
|-----------|---------|---------|---------|
| January   | 252,000 | 329,000 | 445,000 |
| February  | 199,950 | 329,700 | 403,900 |
| March     | 249,900 | 270,000 | 340,000 |
| April     | 279,900 | 364,900 | 372,450 |
| May       | 254,900 | 350,000 | 354,200 |
| June      | 309,900 | 342,450 | 419,990 |
| July      | 319,450 | 355,000 | 357,500 |
| August    | 279,900 | 329,900 | 399,900 |
| September | 355,825 | 340,000 | 379,900 |
| October   | 282,500 | 357,450 |         |
| November  | 290,000 | 389,450 |         |
| December  | 234,900 | 277,950 |         |



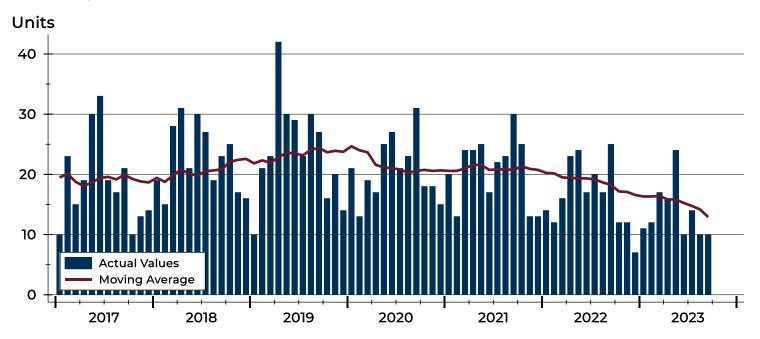
## Douglas County (Excluding Lawrence) Contracts Written Analysis

|          | mmary Statistics<br>Contracts Written | 2023    | September<br>2022 | r<br>Change | Year-to-Date<br>e 2023 2022 Ch |         | e<br>Change |
|----------|---------------------------------------|---------|-------------------|-------------|--------------------------------|---------|-------------|
| Со       | ntracts Written                       | 10      | 25                | -60.0%      | 124                            | 168     | -26.2%      |
| Vol      | ume (1,000s)                          | 3,711   | 8,389             | -55.8%      | 47,360                         | 59,836  | -20.9%      |
| ge       | Sale Price                            | 371,084 | 335,566           | 10.6%       | 381,938                        | 356,169 | 7.2%        |
| Avera    | Days on Market                        | 28      | 13                | 115.4%      | 30                             | 15      | 100.0%      |
| ¥        | Percent of Original                   | 96.6%   | 100.3%            | -3.7%       | 98.5%                          | 98.6%   | -0.1%       |
| <u>_</u> | Sale Price                            | 372,250 | 320,000           | 16.3%       | 352,450                        | 325,000 | 8.4%        |
| Median   | Days on Market                        | 18      | 8                 | 125.0%      | 6                              | 5       | 20.0%       |
| Σ        | Percent of Original                   | 100.0%  | 100.0%            | 0.0%        | 100.0%                         | 100.0%  | 0.0%        |

A total of 10 contracts for sale were written in Douglas County during the month of September, down from 25 in 2022. The median list price of these homes was \$372,250, up from \$320,000 the prior year.

Half of the homes that went under contract in September were on the market less than 18 days, compared to 8 days in September 2022.

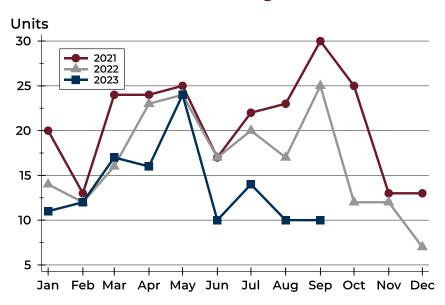
### **History of Contracts Written**





## Douglas County (Excluding Lawrence) Contracts Written Analysis

### **Contracts Written by Month**



| Month     | 2021 | 2022 | 2023 |
|-----------|------|------|------|
| January   | 20   | 14   | 11   |
| February  | 13   | 12   | 12   |
| March     | 24   | 16   | 17   |
| April     | 24   | 23   | 16   |
| May       | 25   | 24   | 24   |
| June      | 17   | 17   | 10   |
| July      | 22   | 20   | 14   |
| August    | 23   | 17   | 10   |
| September | 30   | 25   | 10   |
| October   | 25   | 12   |      |
| November  | 13   | 12   |      |
| December  | 13   | 7    |      |

### **Contracts Written by Price Range**

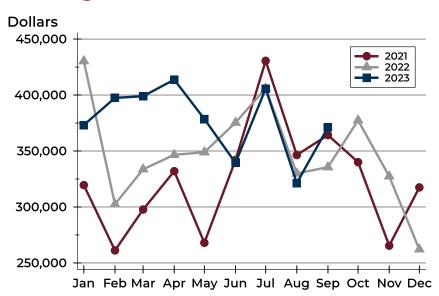
| Price Range         | Contracts<br>Number | Written<br>Percent | List I<br>Average | Price<br>Median | Days or<br>Avg. | Market<br>Med. | Price as 9<br>Avg. | % of Orig.<br>Med. |
|---------------------|---------------------|--------------------|-------------------|-----------------|-----------------|----------------|--------------------|--------------------|
| 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 | 1                   | 10.0%              | 195,000           | 195,000         | 1               | 1              | 100.0%             | 100.0%             |
| \$200,000-\$249,999 | 0                   | 0.0%               | N/A               | N/A             | N/A             | N/A            | N/A                | N/A                |
| \$250,000-\$299,999 | 1                   | 10.0%              | 292,500           | 292,500         | 5               | 5              | 100.0%             | 100.0%             |
| \$300,000-\$349,999 | 1                   | 10.0%              | 335,000           | 335,000         | 0               | 0              | 100.0%             | 100.0%             |
| \$350,000-\$399,999 | 4                   | 40.0%              | 371,088           | 372,250         | 24              | 18             | 99.0%              | 100.0%             |
| \$400,000-\$449,999 | 1                   | 10.0%              | 419,990           | 419,990         | 74              | 74             | 79.8%              | 79.8%              |
| \$450,000-\$499,999 | 2                   | 20.0%              | 492,000           | 492,000         | 50              | 50             | 95.0%              | 95.0%              |
| \$500,000-\$599,999 | 0                   | 0.0%               | N/A               | N/A             | N/A             | N/A            | N/A                | N/A                |
| \$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                |



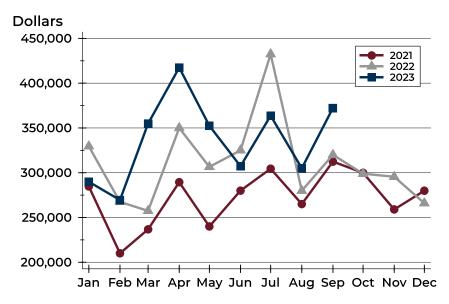


# **Douglas County (Excluding Lawrence) Contracts Written Analysis**

### **Average Price**



| Month     | 2021    | 2022    | 2023    |
|-----------|---------|---------|---------|
| January   | 319,578 | 430,343 | 373,164 |
| February  | 261,162 | 302,442 | 397,462 |
| March     | 297,704 | 333,644 | 398,926 |
| April     | 331,975 | 346,590 | 413,775 |
| May       | 268,014 | 348,894 | 378,555 |
| June      | 341,985 | 375,329 | 339,420 |
| July      | 430,550 | 406,000 | 405,700 |
| August    | 346,406 | 329,949 | 321,360 |
| September | 364,257 | 335,566 | 371,084 |
| October   | 340,039 | 377,404 |         |
| November  | 265,431 | 327,367 |         |
| December  | 317,469 | 262,129 |         |

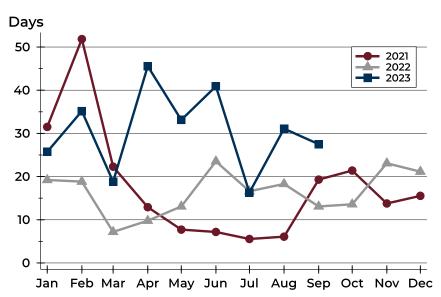


| Month     | 2021    | 2022    | 2023    |
|-----------|---------|---------|---------|
| January   | 284,700 | 329,500 | 289,900 |
| February  | 210,000 | 267,450 | 269,500 |
| March     | 236,750 | 257,400 | 354,900 |
| April     | 289,450 | 350,000 | 417,450 |
| May       | 240,000 | 306,500 | 352,450 |
| June      | 280,000 | 325,000 | 307,250 |
| July      | 304,500 | 432,450 | 363,700 |
| August    | 265,000 | 279,900 | 305,000 |
| September | 312,400 | 320,000 | 372,250 |
| October   | 299,900 | 298,900 |         |
| November  | 259,000 | 295,500 |         |
| December  | 279,900 | 266,000 |         |



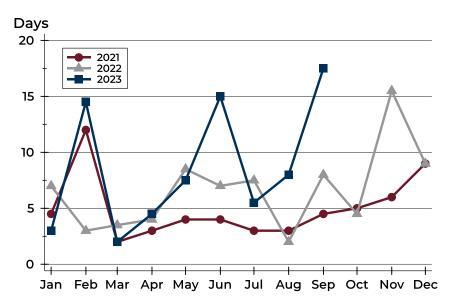
# **Douglas County (Excluding Lawrence) Contracts Written Analysis**

#### **Average DOM**



| Month     | 2021 | 2022 | 2023 |
|-----------|------|------|------|
| January   | 32   | 19   | 26   |
| February  | 52   | 19   | 35   |
| March     | 22   | 7    | 19   |
| April     | 13   | 10   | 46   |
| May       | 8    | 13   | 33   |
| June      | 7    | 24   | 41   |
| July      | 6    | 17   | 16   |
| August    | 6    | 18   | 31   |
| September | 19   | 13   | 28   |
| October   | 21   | 14   |      |
| November  | 14   | 23   |      |
| December  | 16   | 21   |      |

### **Median DOM**



| Month     | 2021 | 2022 | 2023 |
|-----------|------|------|------|
| January   | 5    | 7    | 3    |
| February  | 12   | 3    | 15   |
| March     | 2    | 4    | 2    |
| April     | 3    | 4    | 5    |
| May       | 4    | 9    | 8    |
| June      | 4    | 7    | 15   |
| July      | 3    | 8    | 6    |
| August    | 3    | 2    | 8    |
| September | 5    | 8    | 18   |
| October   | 5    | 5    |      |
| November  | 6    | 16   |      |
| December  | 9    | 9    |      |



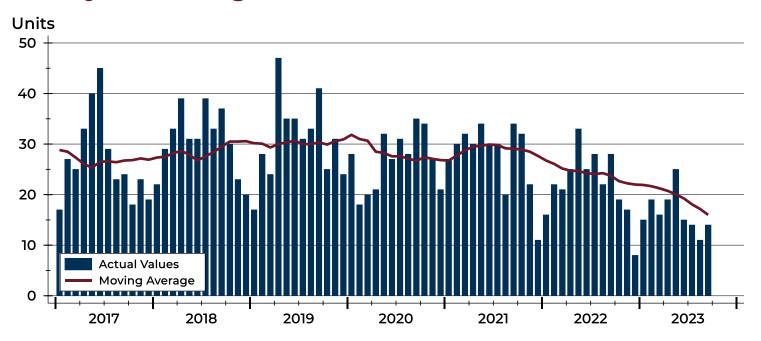
## Douglas County (Excluding Lawrence) Pending Contracts Analysis

|       | mmary Statistics<br>Pending Contracts | End of September<br>2023 2022 Change |         |        |  |
|-------|---------------------------------------|--------------------------------------|---------|--------|--|
| Pe    | nding Contracts                       | 14                                   | 28      | -50.0% |  |
| Vo    | lume (1,000s)                         | 4,489                                | 10,173  | -55.9% |  |
| ge    | List Price                            | 320,653                              | 363,319 | -11.7% |  |
| Avera | Days on Market                        | 22                                   | 18      | 22.2%  |  |
| Ą     | Percent of Original                   | 97.9%                                | 99.1%   | -1.2%  |  |
| 5     | List Price                            | 342,450                              | 336,200 | 1.9%   |  |
| Media | Days on Market                        | 11                                   | 9       | 22.2%  |  |
| Σ     | Percent of Original                   | 100.0%                               | 100.0%  | 0.0%   |  |

A total of 14 listings in Douglas County had contracts pending at the end of September, down from 28 contracts pending at the end of September 2022.

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.

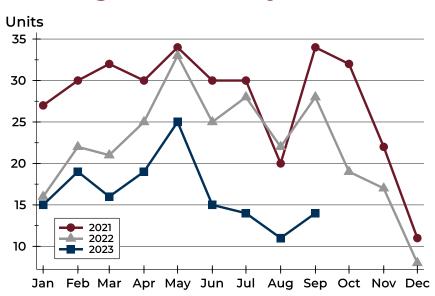
### **History of Pending Contracts**





## Douglas County (Excluding Lawrence) Pending Contracts Analysis

### **Pending Contracts by Month**



| Month     | 2021 | 2022 | 2023 |
|-----------|------|------|------|
| January   | 27   | 16   | 15   |
| February  | 30   | 22   | 19   |
| March     | 32   | 21   | 16   |
| April     | 30   | 25   | 19   |
| May       | 34   | 33   | 25   |
| June      | 30   | 25   | 15   |
| July      | 30   | 28   | 14   |
| August    | 20   | 22   | 11   |
| September | 34   | 28   | 14   |
| October   | 32   | 19   |      |
| November  | 22   | 17   |      |
| December  | 11   | 8    |      |

### **Pending Contracts by Price Range**

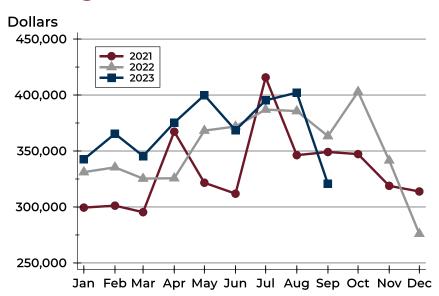
| Price Range         | Pending (<br>Number | Contracts<br>Percent | List I<br>Average | Price<br>Median | Days on<br>Avg. | Market<br>Med. | Price as ?<br>Avg. | % of Orig.<br>Med. |
|---------------------|---------------------|----------------------|-------------------|-----------------|-----------------|----------------|--------------------|--------------------|
| 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                   | 7.1%                 | 124,000           | 124,000         | 9               | 9              | 100.0%             | 100.0%             |
| \$150,000-\$199,999 | 1                   | 7.1%                 | 195,000           | 195,000         | 1               | 1              | 100.0%             | 100.0%             |
| \$200,000-\$249,999 | 3                   | 21.4%                | 221,433           | 229,900         | 9               | 11             | 100.0%             | 100.0%             |
| \$250,000-\$299,999 | 1                   | 7.1%                 | 292,500           | 292,500         | 5               | 5              | 100.0%             | 100.0%             |
| \$300,000-\$349,999 | 1                   | 7.1%                 | 325,000           | 325,000         | 1               | 1              | 100.0%             | 100.0%             |
| \$350,000-\$399,999 | 4                   | 28.6%                | 371,088           | 372,250         | 24              | 18             | 99.0%              | 100.0%             |
| \$400,000-\$449,999 | 1                   | 7.1%                 | 419,990           | 419,990         | 74              | 74             | 84.0%              | 84.0%              |
| \$450,000-\$499,999 | 2                   | 14.3%                | 492,000           | 492,000         | 50              | 50             | 95.0%              | 95.0%              |
| \$500,000-\$599,999 | 0                   | 0.0%                 | N/A               | N/A             | N/A             | N/A            | N/A                | N/A                |
| \$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                |



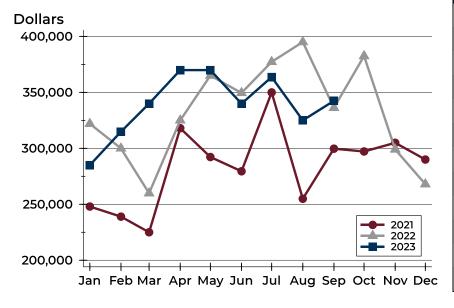


## Douglas County (Excluding Lawrence) Pending Contracts Analysis

### **Average Price**



| Month     | 2021    | 2022    | 2023    |
|-----------|---------|---------|---------|
| January   | 299,446 | 331,106 | 342,573 |
| February  | 301,182 | 335,409 | 365,442 |
| March     | 295,359 | 325,338 | 345,506 |
| April     | 367,297 | 325,680 | 375,321 |
| May       | 321,660 | 368,205 | 399,913 |
| June      | 311,863 | 371,892 | 368,533 |
| July      | 415,745 | 387,004 | 395,307 |
| August    | 346,287 | 385,661 | 402,100 |
| September | 349,103 | 363,319 | 320,653 |
| October   | 347,239 | 402,934 |         |
| November  | 318,870 | 341,553 |         |
| December  | 313,845 | 275,988 |         |

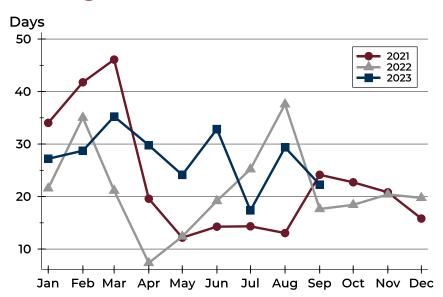


| Month     | 2021    | 2022    | 2023    |
|-----------|---------|---------|---------|
| January   | 248,000 | 321,950 | 285,000 |
| February  | 239,000 | 299,950 | 314,900 |
| March     | 225,000 | 259,900 | 339,950 |
| April     | 318,000 | 325,000 | 369,900 |
| May       | 292,250 | 365,000 | 369,900 |
| June      | 279,500 | 349,500 | 339,900 |
| July      | 349,950 | 377,250 | 363,700 |
| August    | 254,950 | 395,000 | 325,000 |
| September | 299,700 | 336,200 | 342,450 |
| October   | 297,200 | 382,500 |         |
| November  | 304,950 | 299,000 |         |
| December  | 290,000 | 268,000 |         |



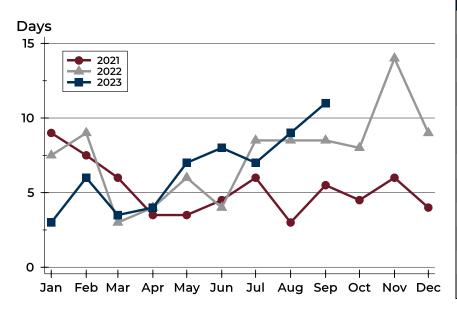
## Douglas County (Excluding Lawrence) Pending Contracts Analysis

#### **Average DOM**



| Month     | 2021 | 2022 | 2023 |
|-----------|------|------|------|
| January   | 34   | 22   | 27   |
| February  | 42   | 35   | 29   |
| March     | 46   | 21   | 35   |
| April     | 20   | 7    | 30   |
| May       | 12   | 12   | 24   |
| June      | 14   | 19   | 33   |
| July      | 14   | 25   | 17   |
| August    | 13   | 38   | 29   |
| September | 24   | 18   | 22   |
| October   | 23   | 18   |      |
| November  | 21   | 20   |      |
| December  | 16   | 20   |      |

#### **Median DOM**



| Month     | 2021 | 2022 | 2023 |
|-----------|------|------|------|
| January   | 9    | 8    | 3    |
| February  | 8    | 9    | 6    |
| March     | 6    | 3    | 4    |
| April     | 4    | 4    | 4    |
| May       | 4    | 6    | 7    |
| June      | 5    | 4    | 8    |
| July      | 6    | 9    | 7    |
| August    | 3    | 9    | 9    |
| September | 6    | 9    | 11   |
| October   | 5    | 8    |      |
| November  | 6    | 14   |      |
| December  | 4    | 9    |      |