



Douglas County (Excluding Lawrence) Housing Report



Market Overview

Douglas County Home Sales Remained Constant in November

Total home sales in Douglas County remained at 26 units last month, the same as in November 2020. Total sales volume was \$9.4 million, up from a year earlier.

The median sale price in November was \$289,500, up from \$287,450 a year earlier. Homes that sold in November were typically on the market for 6 days and sold for 100.0% of their list prices.

Douglas County Active Listings Down at End of November

The total number of active listings in Douglas County at the end of November was 20 units, down from 33 at the same point in 2020. This represents a 1.0 months' supply of homes available for sale. The median list price of homes on the market at the end of November was \$374,000.

During November, a total of 13 contracts were written down from 18 in November 2020. At the end of the month, there were 22 contracts still pending.

Report Contents

- Summary Statistics – Page 2
- Closed Listing Analysis – Page 3
- Active Listings Analysis – Page 7
- Months' Supply Analysis – Page 11
- New Listings Analysis – Page 12
- Contracts Written Analysis – Page 15
- Pending Contracts Analysis – Page 19

Contact Information

Rob Hulse, Executive Vice-President
 Lawrence Board of REALTORS®
 3838 W. 6th Street (at Monterey)
 Lawrence, KS 66049
 685-842-1843
Rob@LawrenceRealtor.com
www.LawrenceRealtor.com



Douglas County (Excluding Lawrence) Summary Statistics

November MLS Statistics Three-year History		Current Month			Year-to-Date		
		2021	2020	2019	2021	2020	2019
Home Sales Change from prior year	26 0.0%	26 73.3%	15 -21.1%	232 0.0%	232 -11.5%	262 8.3%	
Active Listings Change from prior year	20 -39.4%	33 -34.0%	50 -33.3%	N/A	N/A	N/A	
Months' Supply Change from prior year	1.0 -37.5%	1.6 -23.8%	2.1 -40.0%	N/A	N/A	N/A	
New Listings Change from prior year	13 -7.1%	14 -17.6%	17 -10.5%	258 -5.5%	273 -23.3%	356 3.2%	
Contracts Written Change from prior year	13 -27.8%	18 -10.0%	20 17.6%	233 0.0%	233 -14.0%	271 6.3%	
Pending Contracts Change from prior year	22 -18.5%	27 -12.9%	31 34.8%	N/A	N/A	N/A	
Sales Volume (1,000s) Change from prior year	9,353 16.4%	8,032 112.7%	3,776 -8.1%	76,175 12.8%	67,519 -1.4%	68,452 15.7%	
Average	Sale Price Change from prior year	359,738 16.4%	308,939 22.7%	251,758 16.4%	328,342 12.8%	291,029 11.4%	261,265 6.9%
	List Price of Actives Change from prior year	424,988 -2.0%	433,868 -8.3%	472,927 24.5%	N/A	N/A	N/A
	Days on Market Change from prior year	25 47.1%	17 -41.4%	29 -45.3%	17 -39.3%	28 -20.0%	35 2.9%
	Percent of List Change from prior year	100.1% 1.3%	98.8% 0.8%	98.0% 9.4%	100.5% 1.2%	99.3% 0.6%	98.7% 0.8%
	Percent of Original Change from prior year	97.5% -0.4%	97.9% 2.0%	96.0% 9.3%	99.2% 0.7%	98.5% 1.0%	97.5% 0.8%
Median	Sale Price Change from prior year	289,500 0.7%	287,450 43.0%	201,000 -4.3%	275,750 6.1%	259,950 11.5%	233,078 12.1%
	List Price of Actives Change from prior year	374,000 25.1%	299,000 -13.9%	347,400 8.9%	N/A	N/A	N/A
	Days on Market Change from prior year	6 -14.3%	7 -22.2%	9 -69.0%	4 -42.9%	7 -56.3%	16 0.0%
	Percent of List Change from prior year	100.0% 0.0%	100.0% 2.4%	97.7% 0.3%	100.0% 0.0%	100.0% 0.0%	100.0% 0.9%
	Percent of Original Change from prior year	100.0% 0.0%	100.0% 2.4%	97.7% 2.3%	100.0% 0.0%	100.0% 1.2%	98.8% 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

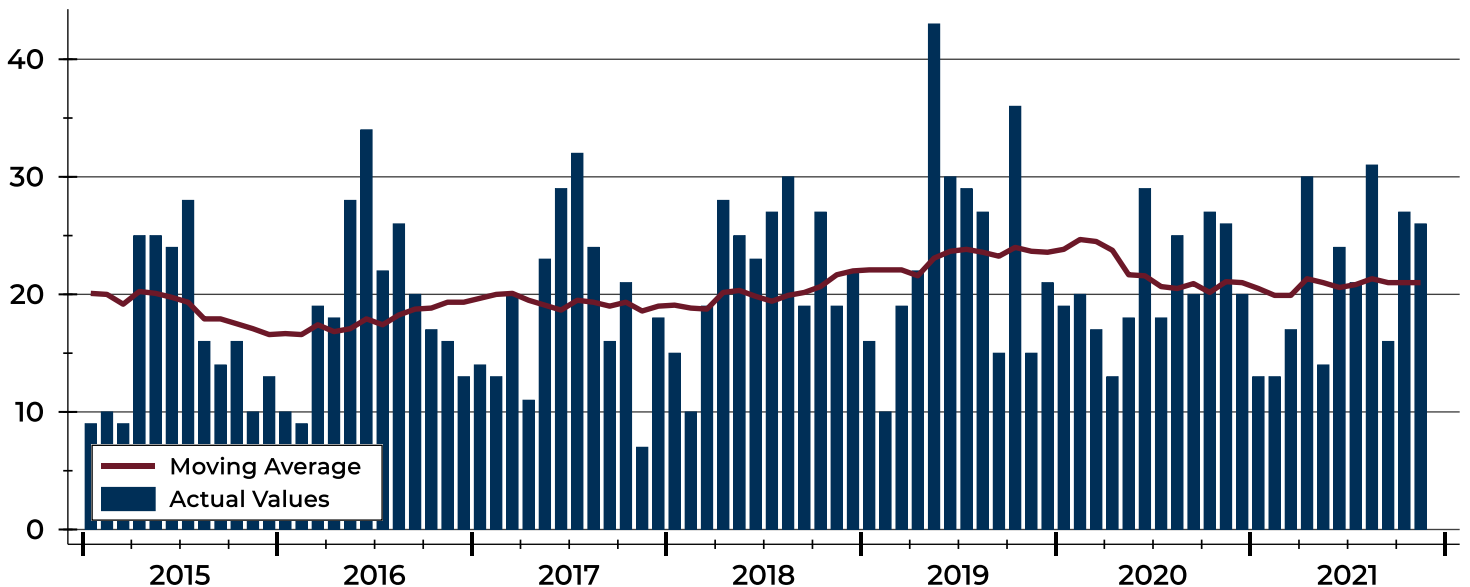
Summary Statistics for Closed Listings		November			Year-to-Date		
		2021	2020	Change	2021	2020	Change
Closed Listings		26	26	0.0%	232	232	0.0%
Volume (1,000s)		9,353	8,032	16.4%	76,175	67,519	12.8%
Months' Supply		1.0	1.6	-37.5%	N/A	N/A	N/A
Average	Sale Price	359,738	308,939	16.4%	328,342	291,029	12.8%
	Days on Market	25	17	47.1%	17	28	-39.3%
	Percent of List	100.1%	98.8%	1.3%	100.5%	99.3%	1.2%
	Percent of Original	97.5%	97.9%	-0.4%	99.2%	98.5%	0.7%
Median	Sale Price	289,500	287,450	0.7%	275,750	259,950	6.1%
	Days on Market	6	7	-14.3%	4	7	-42.9%
	Percent of List	100.0%	100.0%	0.0%	100.0%	100.0%	0.0%
	Percent of Original	100.0%	100.0%	0.0%	100.0%	100.0%	0.0%

A total of 26 homes sold in Douglas County in November, showing no change from November 2020. Total sales volume rose to \$9.4 million compared to \$8.0 million in the previous year.

The median sales price in November was \$289,500, up 0.7% compared to the prior year. Median days on market was 6 days, up from 4 days in October, but down from 7 in November 2020.

History of Closed Listings

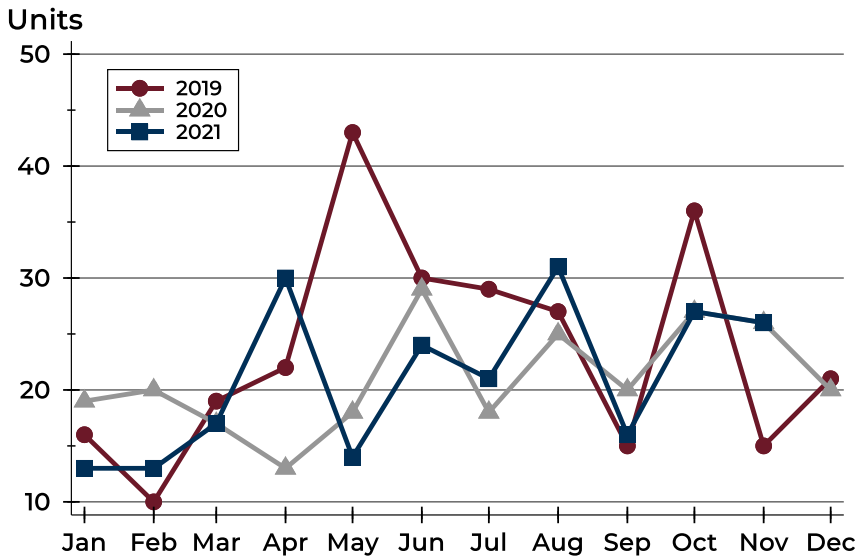
Units





Douglas County (Excluding Lawrence) Closed Listings Analysis

Closed Listings by Month



Month	2019	2020	2021
January	16	19	13
February	10	20	13
March	19	17	17
April	22	13	30
May	43	18	14
June	30	29	24
July	29	18	21
August	27	25	31
September	15	20	16
October	36	27	27
November	15	26	26
December	21	20	20

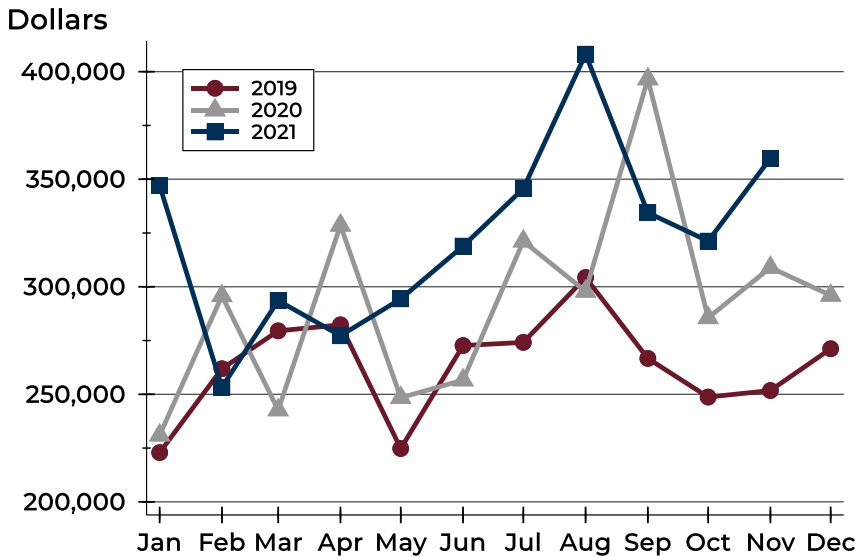
Closed Listings by Price Range

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	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	5	19.2%	0.3	163,880	165,000	17	4	102.0%	100.0%	96.8%	100.0%
\$200,000-\$249,999	4	15.4%	0.3	225,125	226,250	14	11	99.8%	100.0%	98.4%	98.3%
\$250,000-\$299,999	5	19.2%	0.5	274,800	280,000	2	2	101.6%	100.0%	101.6%	100.0%
\$300,000-\$349,999	0	0.0%	0.9	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$350,000-\$399,999	3	11.5%	3.2	384,967	385,000	60	14	100.4%	100.0%	100.5%	100.2%
\$400,000-\$449,999	3	11.5%	1.3	420,133	413,000	16	16	100.7%	99.4%	99.5%	98.0%
\$450,000-\$499,999	2	7.7%	0.0	482,000	482,000	44	44	99.1%	99.1%	96.6%	96.6%
\$500,000-\$599,999	1	3.8%	0.9	595,000	595,000	117	117	91.6%	91.6%	82.8%	82.8%
\$600,000-\$749,999	2	7.7%	4.0	692,500	692,500	35	35	97.1%	97.1%	87.9%	87.9%
\$750,000-\$999,999	1	3.8%	4.8	900,000	900,000	0	0	97.3%	97.3%	97.3%	97.3%
\$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



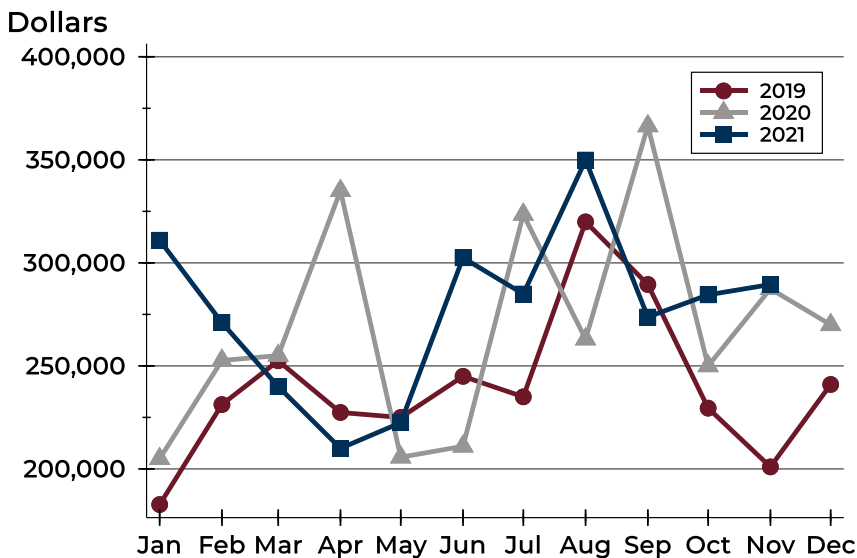
Douglas County (Excluding Lawrence) Closed Listings Analysis

Average Price



Month	2019	2020	2021
January	222,918	231,008	347,077
February	261,900	295,780	253,285
March	279,495	242,712	293,600
April	282,314	328,567	277,227
May	224,797	248,419	294,379
June	272,675	256,636	318,902
July	274,159	321,206	345,614
August	304,310	297,868	408,148
September	266,693	396,585	334,425
October	248,731	285,556	321,227
November	251,758	308,939	359,738
December	271,190	295,990	

Median Price

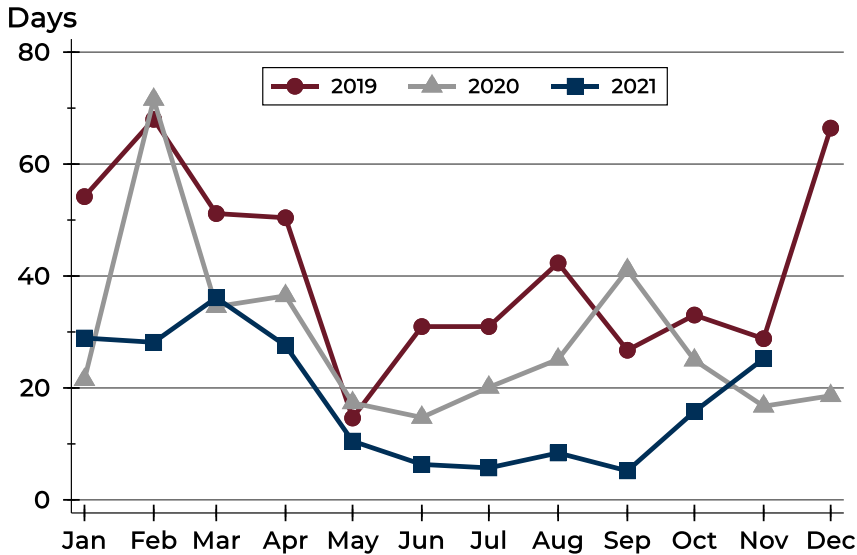


Month	2019	2020	2021
January	182,725	204,950	311,000
February	231,250	252,650	271,000
March	252,500	255,000	240,000
April	227,400	335,000	210,000
May	225,000	205,700	222,450
June	244,950	211,000	302,500
July	235,000	323,500	284,900
August	319,900	263,000	349,900
September	289,500	366,450	273,700
October	229,500	250,000	284,500
November	201,000	287,450	289,500
December	241,000	269,950	



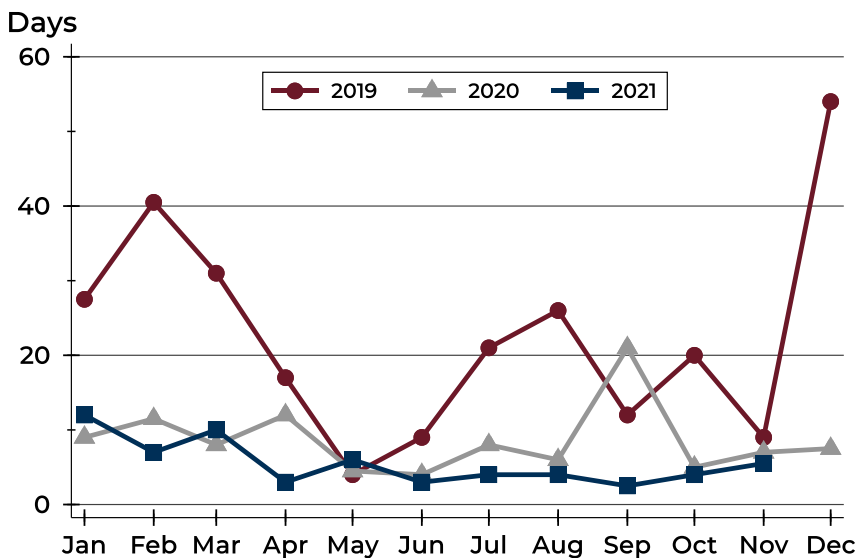
Douglas County (Excluding Lawrence) Closed Listings Analysis

Average DOM



Month	2019	2020	2021
January	54	21	29
February	68	72	28
March	51	35	36
April	50	36	28
May	15	17	11
June	31	15	6
July	31	20	6
August	42	25	8
September	27	41	5
October	33	25	16
November	29	17	25
December	66	19	

Median DOM



Month	2019	2020	2021
January	28	9	12
February	41	12	7
March	31	8	10
April	17	12	3
May	4	5	6
June	9	4	3
July	21	8	4
August	26	6	4
September	12	21	3
October	20	5	4
November	9	7	6
December	54	8	



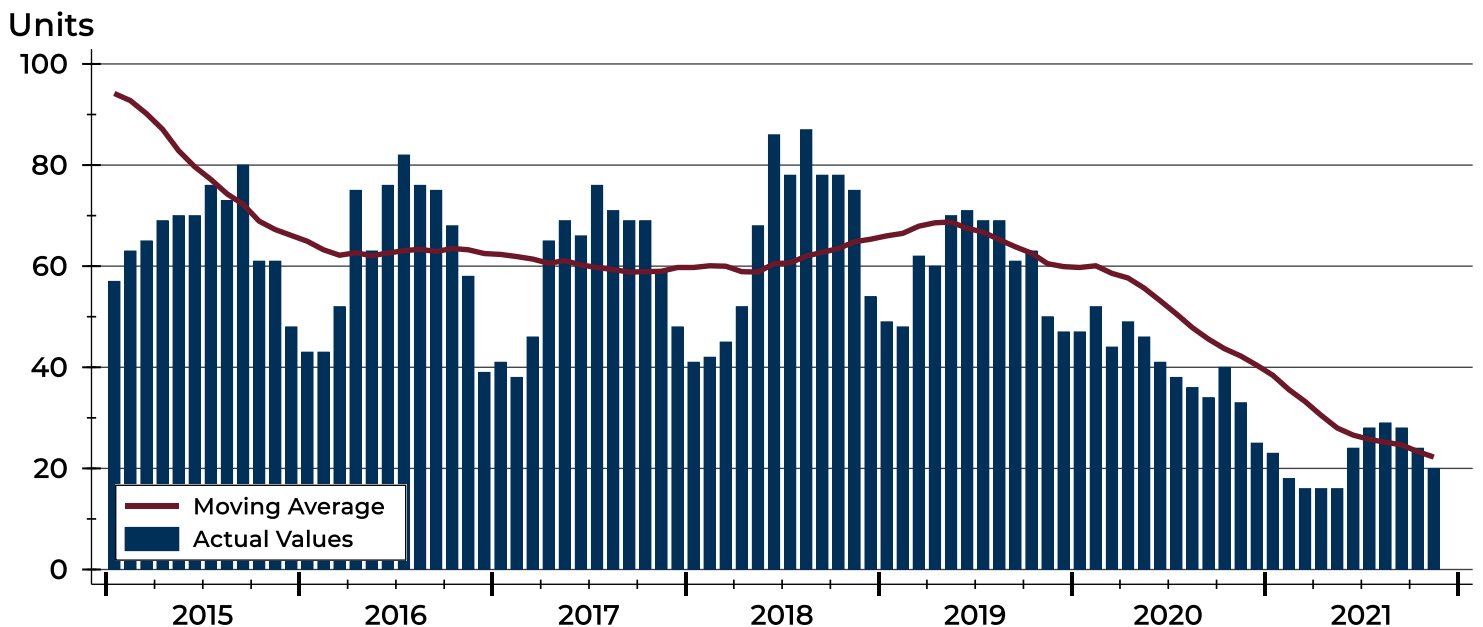
Douglas County (Excluding Lawrence) Active Listings Analysis

Summary Statistics for Active Listings		2021	End of November 2020	Change
Active Listings		20	33	-39.4%
Volume (1,000s)		8,500	14,318	-40.6%
Months' Supply		1.0	1.6	-37.5%
Average	List Price	424,988	433,868	-2.0%
	Days on Market	51	76	-32.9%
	Percent of Original	99.1%	99.2%	-0.1%
Median	List Price	374,000	299,000	25.1%
	Days on Market	48	39	23.1%
	Percent of Original	100.0%	100.0%	0.0%

A total of 20 homes were available for sale in Douglas County at the end of November. This represents a 1.0 months' supply of active listings.

The median list price of homes on the market at the end of November was \$374,000, up 25.1% from 2020. The typical time on market for active listings was 48 days, up from 39 days a year earlier.

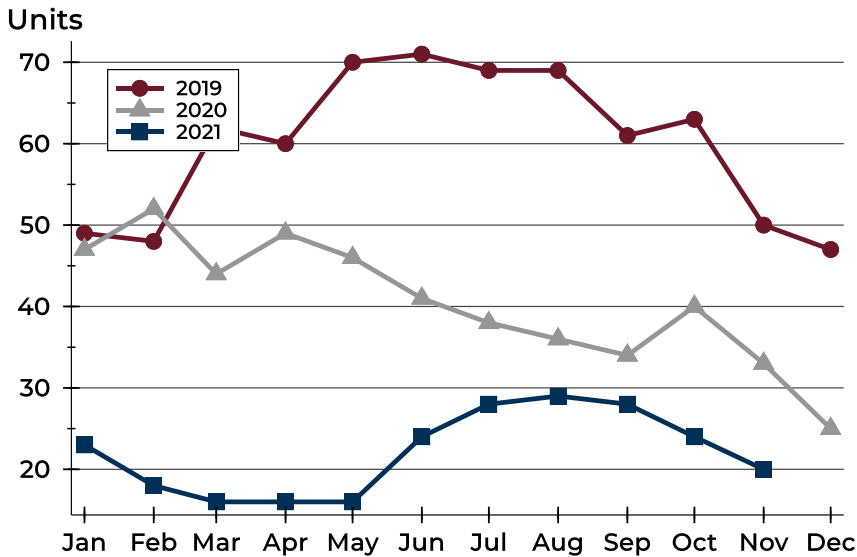
History of Active Listings





Douglas County (Excluding Lawrence) Active Listings Analysis

Active Listings by Month



Month	2019	2020	2021
January	49	47	23
February	48	52	18
March	62	44	16
April	60	49	16
May	70	46	16
June	71	41	24
July	69	38	28
August	69	36	29
September	61	34	28
October	63	40	24
November	50	33	20
December	47	25	20

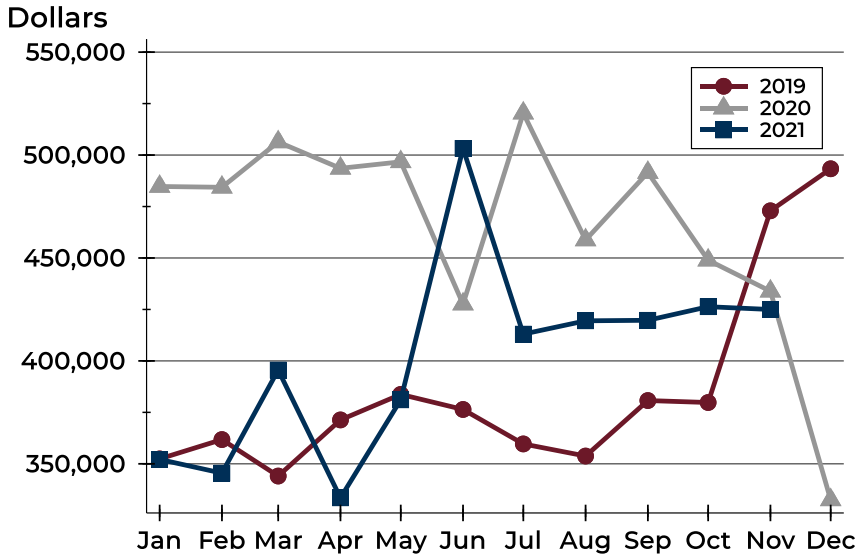
Active Listings by Price Range

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	10.0%	N/A	132,450	132,450	20	20	100.0%	100.0%
\$150,000-\$199,999	1	5.0%	0.3	199,900	199,900	58	58	97.5%	97.5%
\$200,000-\$249,999	1	5.0%	0.3	200,000	200,000	39	39	100.0%	100.0%
\$250,000-\$299,999	2	10.0%	0.5	284,200	284,200	8	8	100.0%	100.0%
\$300,000-\$349,999	2	10.0%	0.9	327,500	327,500	64	64	100.0%	100.0%
\$350,000-\$399,999	4	20.0%	3.2	375,713	374,000	51	62	99.7%	100.0%
\$400,000-\$449,999	2	10.0%	1.3	432,500	432,500	105	105	96.7%	96.7%
\$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	1	5.0%	0.9	510,000	510,000	84	84	100.0%	100.0%
\$600,000-\$749,999	3	15.0%	4.0	683,233	649,900	74	93	97.6%	100.0%
\$750,000-\$999,999	2	10.0%	4.8	842,000	842,000	6	6	100.0%	100.0%
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A



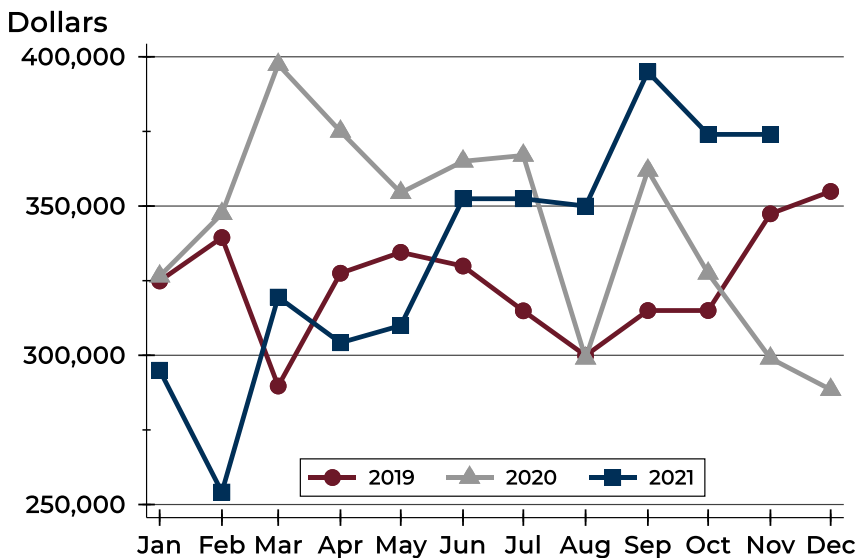
Douglas County (Excluding Lawrence) Active Listings Analysis

Average Price



Month	2019	2020	2021
January	352,406	484,747	352,137
February	361,792	484,360	345,489
March	344,061	506,364	395,581
April	371,335	493,571	333,478
May	383,726	496,717	381,094
June	376,416	427,603	503,244
July	359,671	520,358	413,024
August	353,781	458,750	419,478
September	380,739	491,534	419,736
October	379,795	448,944	426,332
November	472,927	433,868	424,988
December	493,338	332,488	

Median Price

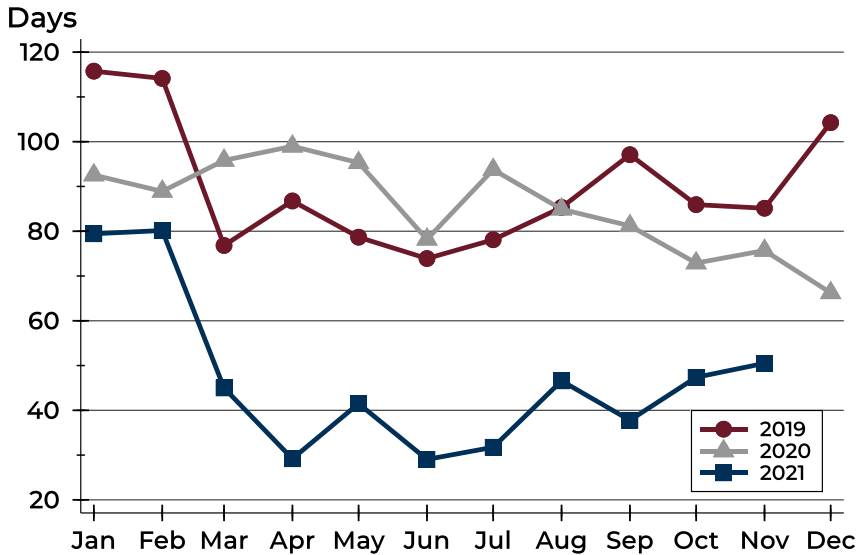


Month	2019	2020	2021
January	324,900	326,500	295,000
February	339,450	347,450	254,200
March	289,700	397,400	319,500
April	327,500	375,000	304,200
May	334,500	354,450	309,950
June	329,900	365,000	352,450
July	314,900	366,950	352,450
August	299,900	299,000	350,000
September	315,000	361,950	394,950
October	315,000	327,450	374,000
November	347,400	299,000	374,000
December	354,900	288,500	



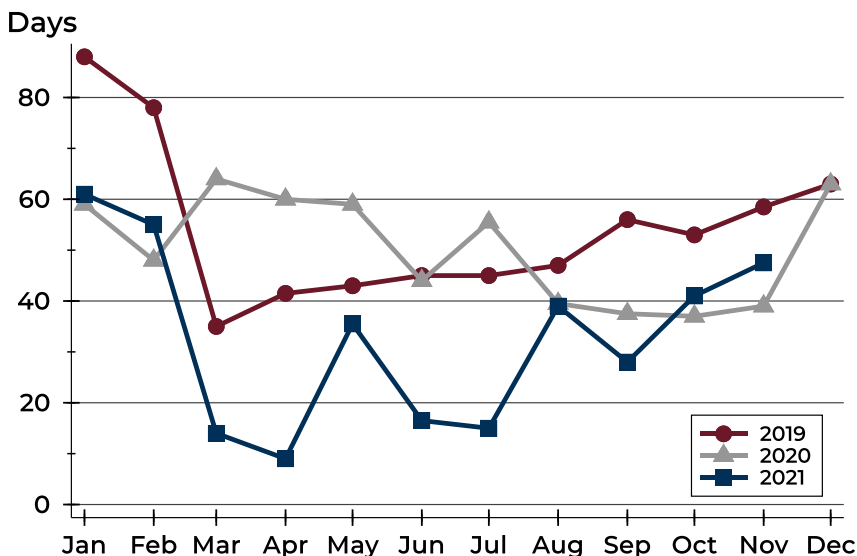
Douglas County (Excluding Lawrence) Active Listings Analysis

Average DOM



Month	2019	2020	2021
January	116	93	79
February	114	89	80
March	77	96	45
April	87	99	29
May	79	95	42
June	74	78	29
July	78	94	32
August	85	85	47
September	97	81	38
October	86	73	47
November	85	76	51
December	104	66	

Median DOM

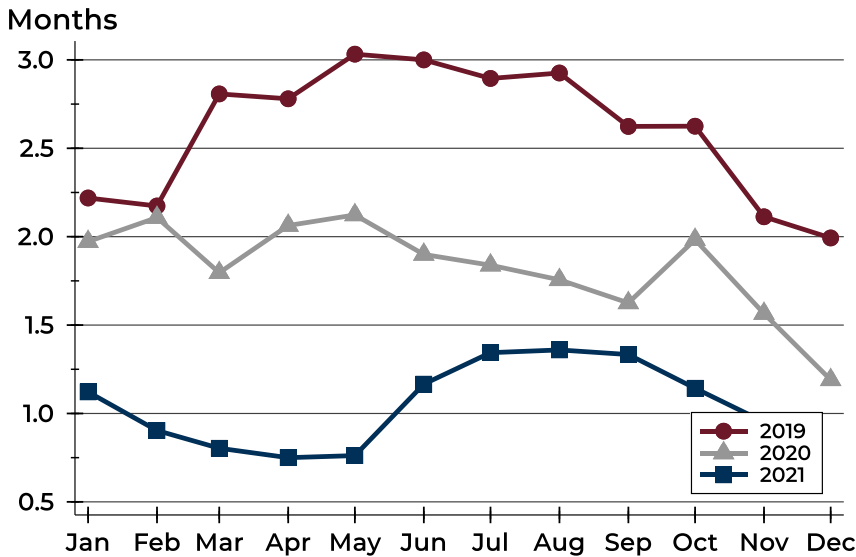


Month	2019	2020	2021
January	88	59	61
February	78	48	55
March	35	64	14
April	42	60	9
May	43	59	36
June	45	44	17
July	45	56	15
August	47	40	39
September	56	38	28
October	53	37	41
November	59	39	48
December	63	63	



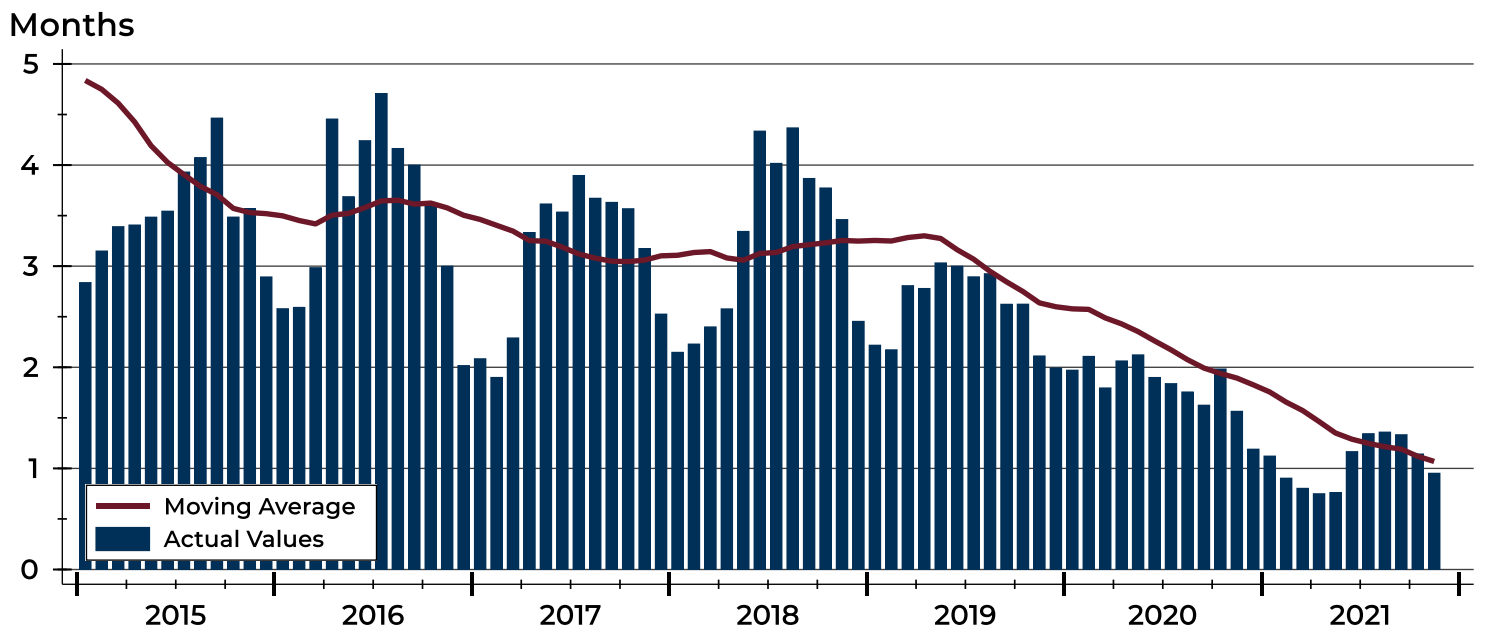
Douglas County (Excluding Lawrence) Months' Supply Analysis

Months' Supply by Month



Month	2019	2020	2021
January	2.2	2.0	1.1
February	2.2	2.1	0.9
March	2.8	1.8	0.8
April	2.8	2.1	0.8
May	3.0	2.1	0.8
June	3.0	1.9	1.2
July	2.9	1.8	1.3
August	2.9	1.8	1.4
September	2.6	1.6	1.3
October	2.6	2.0	1.1
November	2.1	1.6	1.0
December	2.0	1.2	1.0

History of Month's Supply





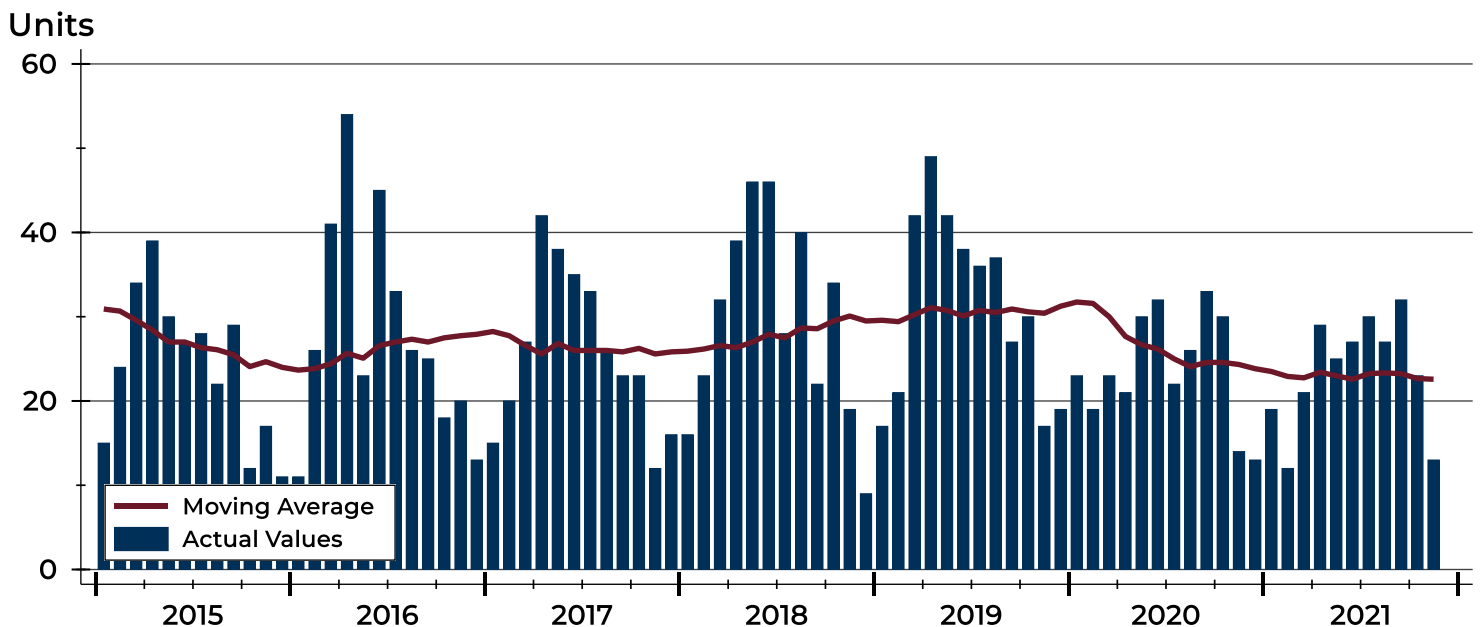
Douglas County (Excluding Lawrence) New Listings Analysis

Summary Statistics for New Listings		2021	November 2020	Change
Current Month	New Listings	13	14	-7.1%
	Volume (1,000s)	4,295	3,586	19.8%
	Average List Price	330,350	256,132	29.0%
	Median List Price	290,000	217,450	33.4%
Year-to-Date	New Listings	258	273	-5.5%
	Volume (1,000s)	88,406	81,633	8.3%
	Average List Price	342,657	299,021	14.6%
	Median List Price	280,000	260,000	7.7%

A total of 13 new listings were added in Douglas County during November, down 7.1% from the same month in 2020. Year-to-date Douglas County has seen 258 new listings.

The median list price of these homes was \$290,000 up from \$217,450 in 2020.

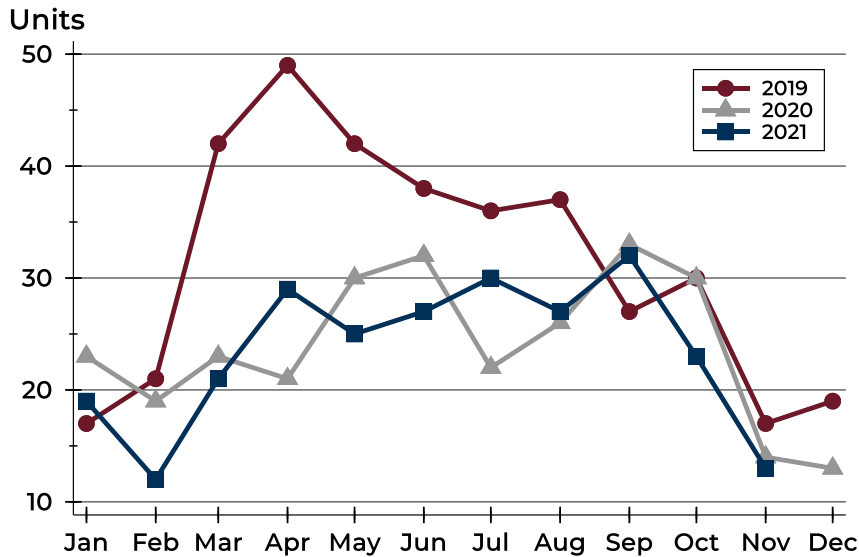
History of New Listings





Douglas County (Excluding Lawrence) New Listings Analysis

New Listings by Month



Month	2019	2020	2021
January	17	23	19
February	21	19	12
March	42	23	21
April	49	21	29
May	42	30	25
June	38	32	27
July	36	22	30
August	37	26	27
September	27	33	32
October	30	30	23
November	17	14	13
December	19	13	13

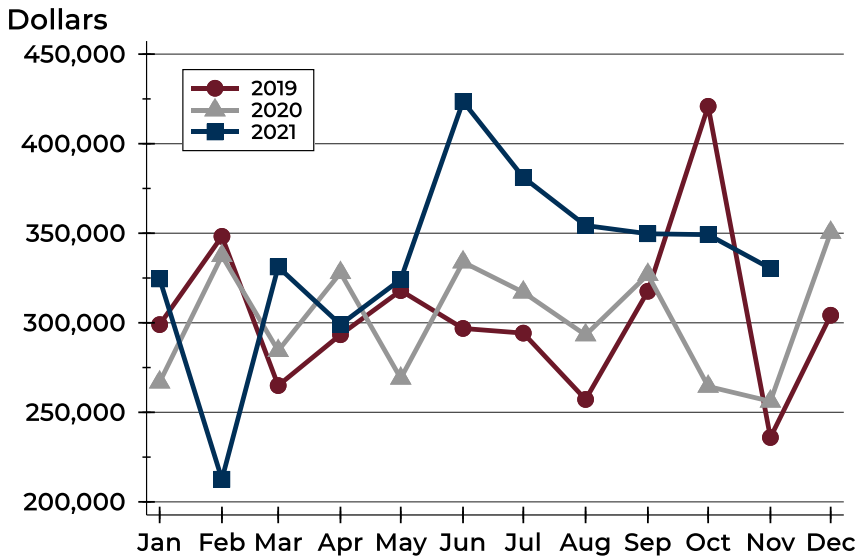
New Listings by Price Range

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	1	7.7%	149,900	149,900	3	3	100.0%	100.0%
\$150,000-\$199,999	1	7.7%	169,000	169,000	2	2	100.0%	100.0%
\$200,000-\$249,999	1	7.7%	219,900	219,900	4	4	104.5%	104.5%
\$250,000-\$299,999	4	30.8%	279,475	284,450	9	8	98.4%	98.5%
\$300,000-\$349,999	3	23.1%	324,967	325,000	12	5	99.6%	100.0%
\$350,000-\$399,999	2	15.4%	386,975	386,975	5	5	100.0%	100.0%
\$400,000-\$449,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$450,000-\$499,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$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	1	7.7%	889,000	889,000	16	16	100.0%	100.0%
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



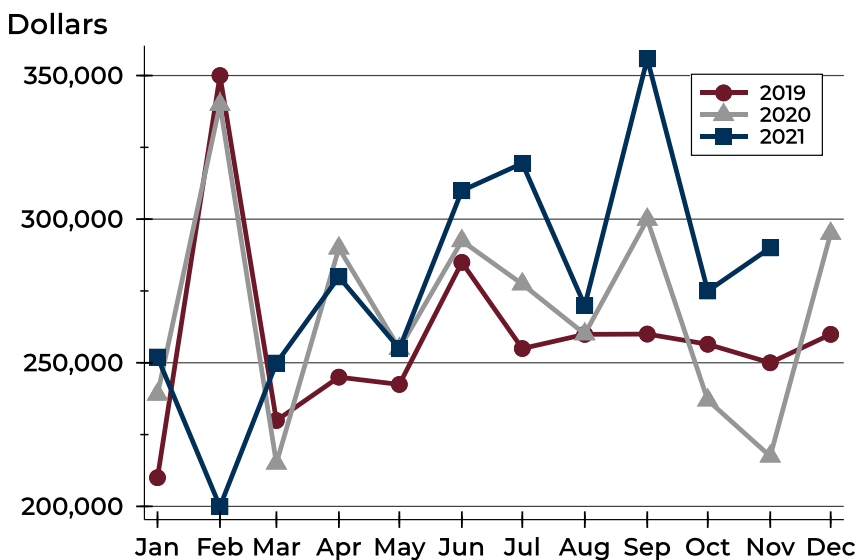
Douglas County (Excluding Lawrence) New Listings Analysis

Average Price



Month	2019	2020	2021
January	298,976	266,811	324,484
February	348,252	337,421	212,625
March	264,952	284,387	331,185
April	293,347	327,910	299,009
May	317,980	268,967	324,190
June	296,849	333,883	423,602
July	294,224	317,055	381,211
August	257,184	293,169	354,328
September	317,598	326,898	349,719
October	420,878	264,462	349,215
November	235,951	256,132	330,350
December	304,200	350,408	

Median Price



Month	2019	2020	2021
January	210,000	239,000	252,000
February	350,000	339,900	199,950
March	229,900	215,000	249,900
April	245,000	289,900	279,900
May	242,450	254,900	254,900
June	284,948	292,450	309,900
July	254,950	277,400	319,450
August	259,900	260,000	269,900
September	259,999	299,900	355,825
October	256,450	237,000	275,000
November	250,000	217,450	290,000
December	259,900	295,000	



Douglas County (Excluding Lawrence) Contracts Written Analysis

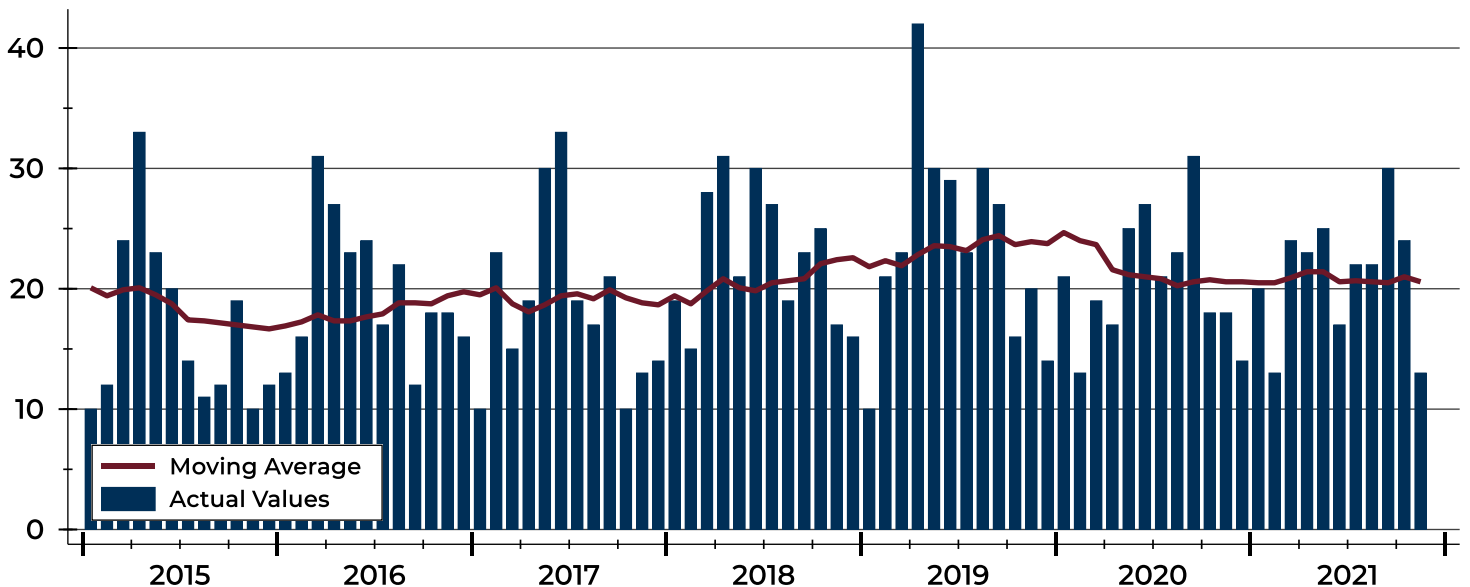
Summary Statistics for Contracts Written		November			Year-to-Date		
		2021	2020	Change	2021	2020	Change
Contracts Written		13	18	-27.8%	233	233	0.0%
Volume (1,000s)		3,446	5,463	-36.9%	76,811	69,981	9.8%
Average	Sale Price	265,046	303,492	-12.7%	329,660	300,349	9.8%
	Days on Market	14	21	-33.3%	17	28	-39.3%
	Percent of Original	98.2%	96.0%	2.3%	99.5%	98.5%	1.0%
Median	Sale Price	259,000	286,950	-9.7%	274,900	267,500	2.8%
	Days on Market	6	9	-33.3%	4	7	-42.9%
	Percent of Original	100.0%	98.3%	1.7%	100.0%	100.0%	0.0%

A total of 13 contracts for sale were written in Douglas County during the month of November, down from 18 in 2020. The median list price of these homes was \$259,000, down from \$286,950 the prior year.

Half of the homes that went under contract in November were on the market less than 6 days, compared to 9 days in November 2020.

History of Contracts Written

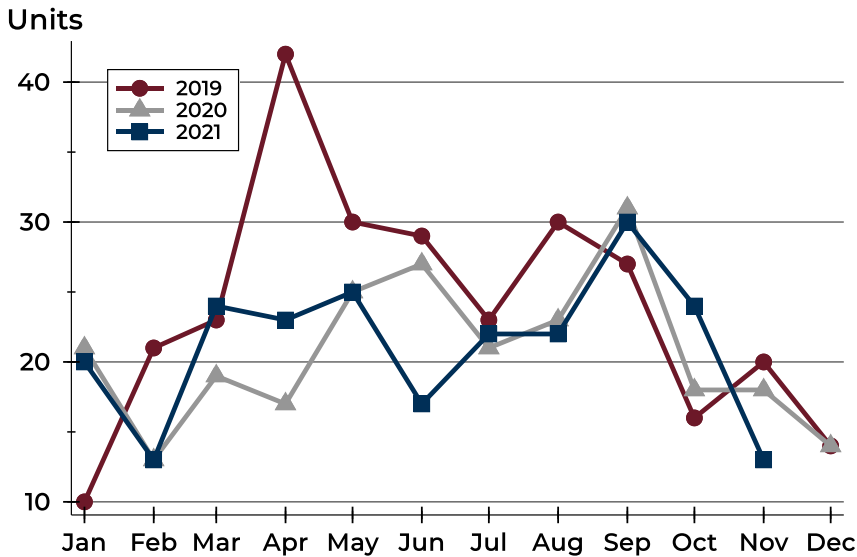
Units





Douglas County (Excluding Lawrence) Contracts Written Analysis

Contracts Written by Month



Month	2019	2020	2021
January	10	21	20
February	21	13	13
March	23	19	24
April	42	17	23
May	30	25	25
June	29	27	17
July	23	21	22
August	30	23	22
September	27	31	30
October	16	18	24
November	20	18	13
December	14	14	

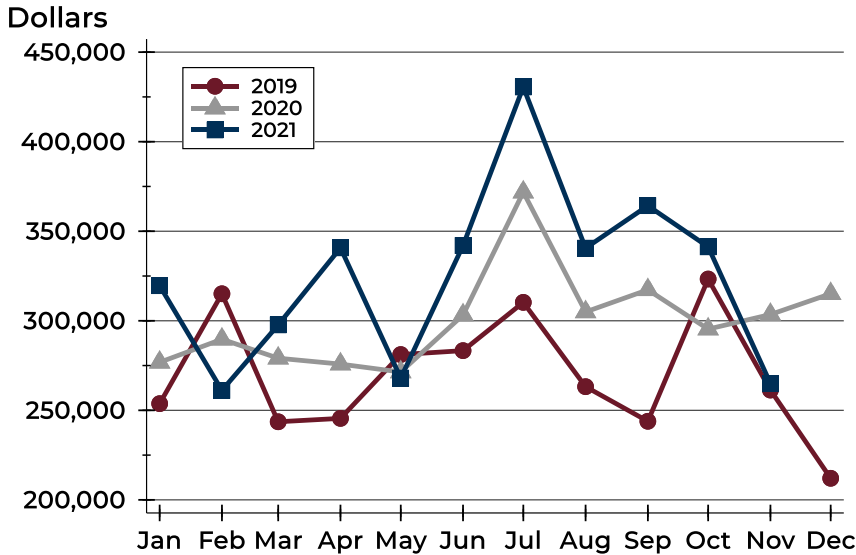
Contracts Written by Price Range

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	2	15.4%	142,450	142,450	38	38	89.9%	89.9%
\$150,000-\$199,999	3	23.1%	171,300	169,900	9	6	100.0%	100.0%
\$200,000-\$249,999	1	7.7%	219,900	219,900	4	4	104.5%	104.5%
\$250,000-\$299,999	3	23.1%	279,333	289,000	9	7	97.9%	97.0%
\$300,000-\$349,999	2	15.4%	324,950	324,950	5	5	99.4%	99.4%
\$350,000-\$399,999	1	7.7%	374,000	374,000	1	1	100.0%	100.0%
\$400,000-\$449,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$450,000-\$499,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$500,000-\$599,999	1	7.7%	565,000	565,000	37	37	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



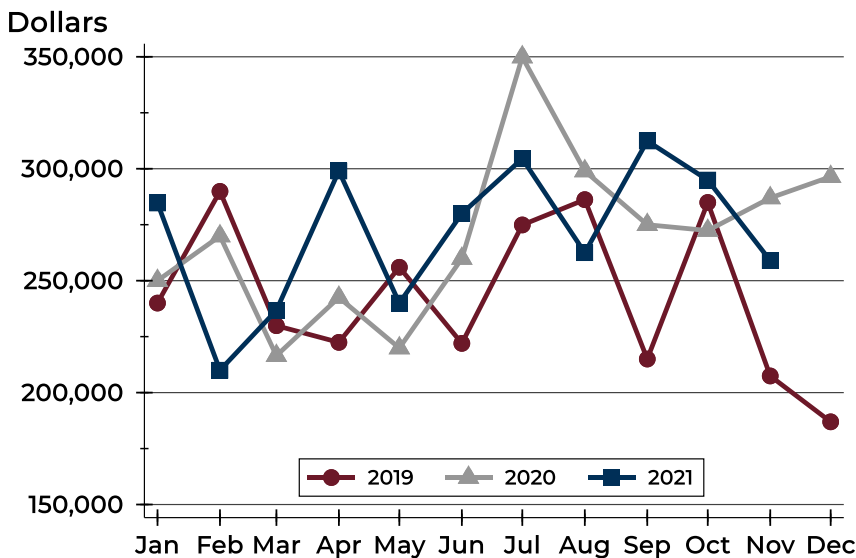
Douglas County (Excluding Lawrence) Contracts Written Analysis

Average Price



Month	2019	2020	2021
January	253,735	276,812	319,578
February	315,090	289,696	261,162
March	243,609	279,111	297,704
April	245,508	275,818	340,713
May	281,145	271,400	268,014
June	283,326	303,226	341,985
July	310,298	371,826	430,550
August	263,210	304,952	340,561
September	243,887	317,306	364,257
October	323,309	295,361	341,290
November	261,313	303,492	265,046
December	212,057	315,114	

Median Price

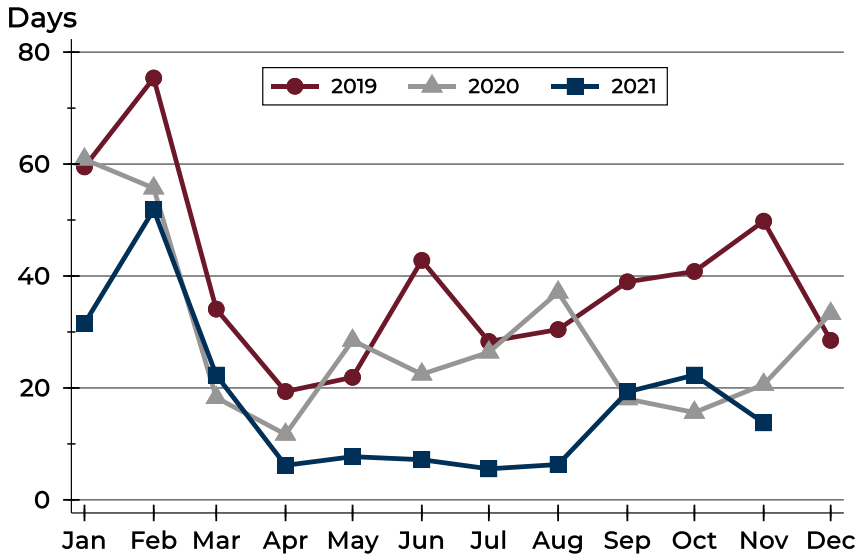


Month	2019	2020	2021
January	240,000	250,000	284,700
February	289,900	269,950	210,000
March	229,900	216,500	236,750
April	222,450	242,500	299,000
May	256,000	219,900	240,000
June	222,000	259,900	280,000
July	274,900	349,900	304,500
August	286,200	299,000	262,500
September	215,000	275,000	312,400
October	284,950	272,400	294,950
November	207,450	286,950	259,000
December	186,950	296,450	



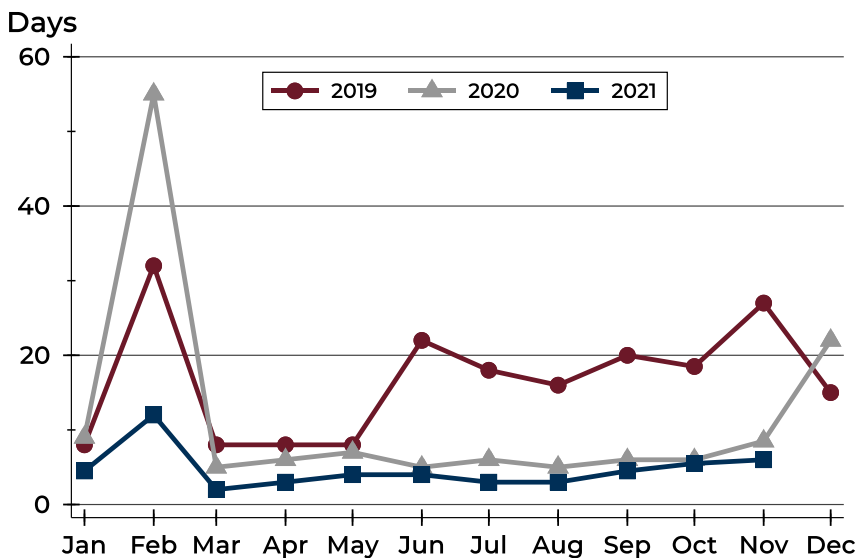
Douglas County (Excluding Lawrence) Contracts Written Analysis

Average DOM



Month	2019	2020	2021
January	60	61	32
February	75	56	52
March	34	18	22
April	19	12	6
May	22	28	8
June	43	22	7
July	28	26	6
August	30	37	6
September	39	18	19
October	41	16	22
November	50	21	14
December	29	33	

Median DOM



Month	2019	2020	2021
January	8	9	5
February	32	55	12
March	8	5	2
April	8	6	3
May	8	7	4
June	22	5	4
July	18	6	3
August	16	5	3
September	20	6	5
October	19	6	6
November	27	9	6
December	15	22	



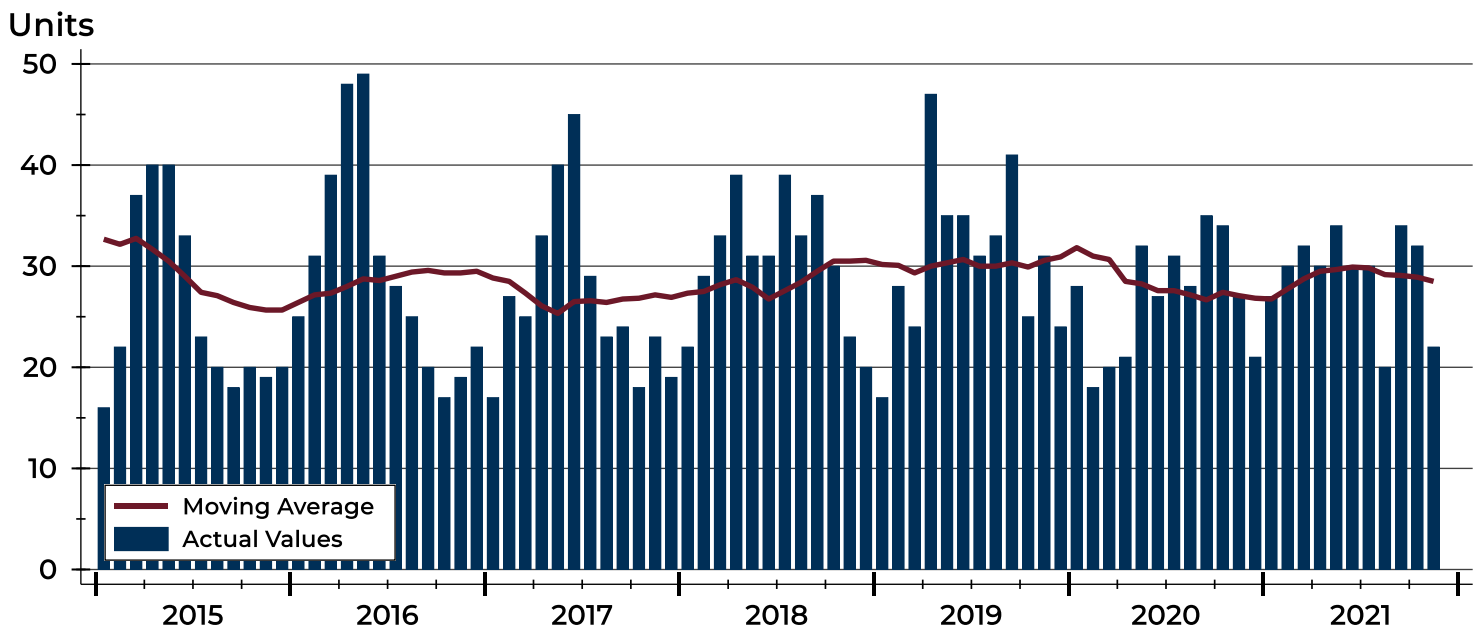
Douglas County (Excluding Lawrence) Pending Contracts Analysis

Summary Statistics for Pending Contracts		End of November		
		2021	2020	Change
Pending Contracts		22	27	-18.5%
Volume (1,000s)		7,015	8,264	-15.1%
Average	List Price	318,870	306,080	4.2%
	Days on Market	21	19	10.5%
	Percent of Original	99.1%	98.5%	0.6%
Median	List Price	304,950	284,900	7.0%
	Days on Market	6	9	-33.3%
	Percent of Original	100.0%	100.0%	0.0%

A total of 22 listings in Douglas County had contracts pending at the end of November, down from 27 contracts pending at the end of November 2020.

Pending contracts reflect listings with a contract in place at the end of the month. In contrast, contracts written measures the number of listings put under contract during the month.

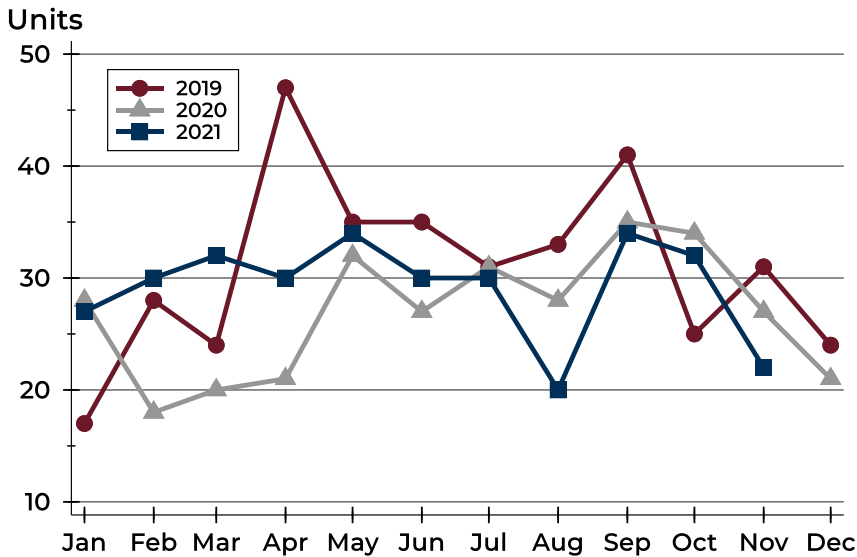
History of Pending Contracts





Douglas County (Excluding Lawrence) Pending Contracts Analysis

Pending Contracts by Month



Month	2019	2020	2021
January	17	28	27
February	28	18	30
March	24	20	32
April	47	21	30
May	35	32	34
June	35	27	30
July	31	31	30
August	33	28	20
September	41	35	34
October	25	34	32
November	31	27	22
December	24	21	

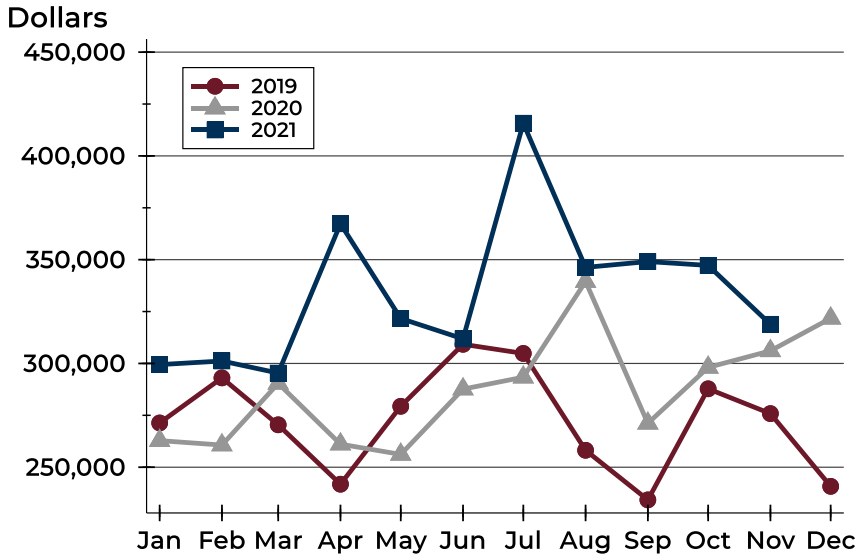
Pending Contracts by Price Range

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	2	9.1%	131,950	131,950	14	14	98.2%	98.2%
\$150,000-\$199,999	3	13.6%	171,300	169,900	9	6	100.0%	100.0%
\$200,000-\$249,999	2	9.1%	227,450	227,450	19	19	99.0%	99.0%
\$250,000-\$299,999	4	18.2%	277,225	275,000	14	14	97.6%	96.9%
\$300,000-\$349,999	5	22.7%	332,940	339,900	53	5	99.2%	100.0%
\$350,000-\$399,999	1	4.5%	374,000	374,000	1	1	100.0%	100.0%
\$400,000-\$449,999	1	4.5%	405,000	405,000	0	0	100.0%	100.0%
\$450,000-\$499,999	1	4.5%	475,000	475,000	4	4	100.0%	100.0%
\$500,000-\$599,999	2	9.1%	552,475	552,475	20	20	100.0%	100.0%
\$600,000-\$749,999	1	4.5%	649,900	649,900	3	3	100.0%	100.0%
\$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



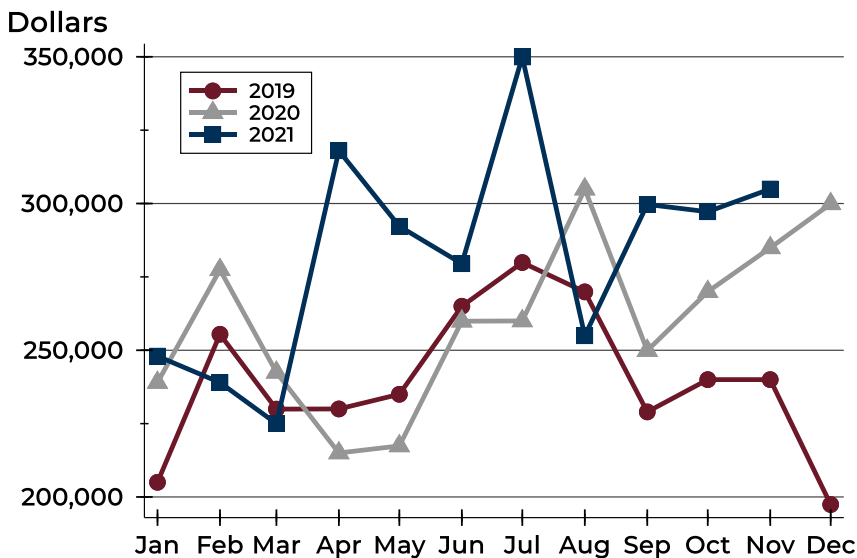
Douglas County (Excluding Lawrence) Pending Contracts Analysis

Average Price



Month	2019	2020	2021
January	271,326	262,813	299,446
February	293,045	260,678	301,182
March	270,442	290,408	295,359
April	241,817	261,110	367,297
May	279,353	256,167	321,660
June	309,233	287,633	311,863
July	304,824	293,374	415,745
August	258,170	339,482	346,287
September	234,262	271,154	349,103
October	287,782	298,091	347,239
November	275,829	306,080	318,870
December	240,785	321,752	-

Median Price

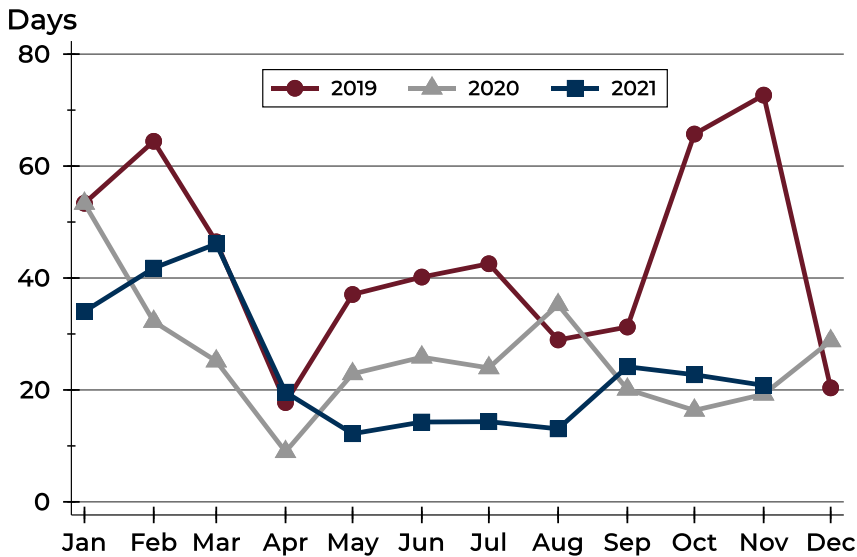


Month	2019	2020	2021
January	205,000	239,000	248,000
February	255,450	277,425	239,000
March	229,950	242,475	225,000
April	230,000	215,000	318,000
May	235,000	217,400	292,250
June	265,000	259,900	279,500
July	279,900	260,000	349,950
August	269,900	304,900	254,950
September	229,000	249,900	299,700
October	240,000	269,950	297,200
November	240,000	284,900	304,950
December	197,425	299,900	-



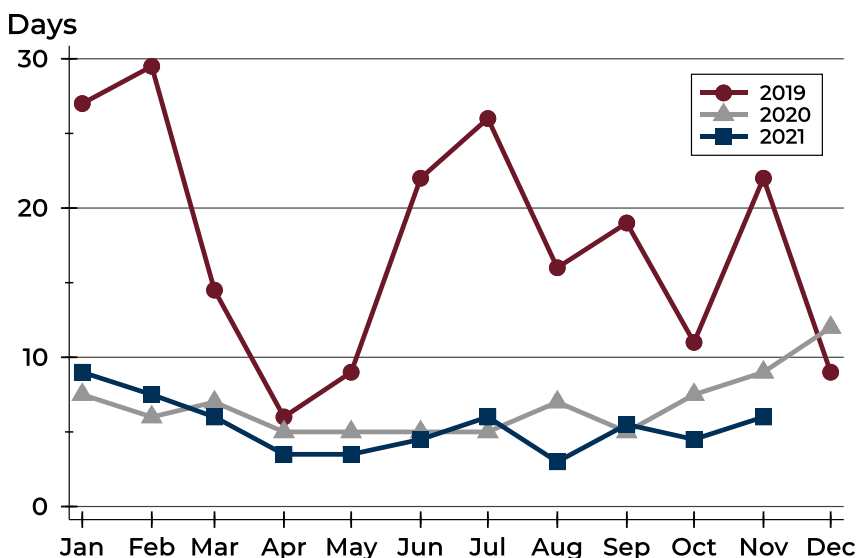
Douglas County (Excluding Lawrence) Pending Contracts Analysis

Average DOM



Month	2019	2020	2021
January	53	53	34
February	64	32	42
March	46	25	46
April	18	9	20
May	37	23	12
June	40	26	14
July	43	24	14
August	29	35	13
September	31	20	24
October	66	16	23
November	73	19	21
December	20	29	

Median DOM



Month	2019	2020	2021
January	27	8	9
February	30	6	8
March	15	7	6
April	6	5	4
May	9	5	4
June	22	5	5
July	26	5	6
August	16	7	3
September	19	5	6
October	11	8	5
November	22	9	6
December	9	12	