



## Douglas County (Excluding Lawrence) Housing Report



### Market Overview

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

Total home sales in Douglas County fell last month to 17 units, compared to 30 units in April 2021. Total sales volume was \$6.4 million, down from a year earlier.

The median sale price in April was \$280,000, up from \$210,000 a year earlier. Homes that sold in April were typically on the market for 4 days and sold for 101.5% of their list prices.

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

The total number of active listings in Douglas County at the end of April was 32 units, up from 16 at the same point in 2021. This represents a 1.6 months' supply of homes available for sale. The median list price of homes on the market at the end of April was \$432,450.

During April, a total of 22 contracts were written down from 24 in April 2021. At the end of the month, there were 25 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

|         | oril MLS Statistics<br>ree-year History                | 2022                   | urrent Mont<br>2021      | h<br>2020               | 2022                   | Year-to-Date<br>2021 | 2020                  |
|---------|--|------------------------|--------------------------|-------------------------|------------------------|----------------------|-----------------------|
|         | r <b>me Sales</b><br>ange from prior year              | <b>17</b><br>-43.3%    | <b>30</b><br>130.8%      | <b>13</b><br>-40.9%     | <b>53</b><br>-27.4%    | <b>73</b><br>5.8%    | <b>69</b><br>3.0%     |
|         | <b>tive Listings</b><br>ange from prior year           | <b>32</b><br>100.0%    | <b>16</b><br>-67.3%      | <b>49</b><br>-18.3%     | N/A                    | N/A                  | N/A                   |
|         | onths' Supply<br>ange from prior year                  | <b>1.6</b> 100.0%      | <b>0.8</b><br>-61.9%     | <b>2.1</b><br>-25.0%    | N/A                    | N/A                  | N/A                   |
|         | w Listings<br>ange from prior year                     | <b>28</b><br>-3.4%     | <b>29</b><br>38.1%       | <b>21</b><br>-57.1%     | <b>83</b> 2.5%         | <b>81</b><br>-5.8%   | <b>86</b><br>-33.3%   |
|         | ntracts Written<br>ange from prior year                | <b>22</b><br>-8.3%     | <b>24</b><br>41.2%       | <b>17</b><br>-59.5%     | <b>63</b><br>-22.2%    | <b>81</b><br>15.7%   | <b>70</b><br>-27.1%   |
|         | nding Contracts<br>ange from prior year                | <b>25</b><br>-16.7%    | <b>30</b><br>42.9%       | <b>21</b><br>-55.3%     | N/A                    | N/A                  | N/A                   |
|         | les Volume (1,000s)<br>ange from prior year            | <b>6,358</b> -23.6%    | <b>8,317</b> 94.7%       | <b>4,271</b><br>-31.2%  | <b>19,038</b><br>-9.8% | <b>21,113</b> 12.9%  | <b>18,702</b> 5.6%    |
|         | Sale Price<br>Change from prior year                   | <b>373,982</b> 34.9%   | <b>277,227</b> -15.6%    | <b>328,567</b> 16.4%    | <b>359,210</b> 24.2%   | <b>289,215</b> 6.7%  | <b>271,047</b> 2.6%   |
| 4       | <b>List Price of Actives</b><br>Change from prior year | <b>456,028</b> 36.7%   | <b>333,478</b> -32.4%    | <b>493,571</b> 32.9%    | N/A                    | N/A                  | N/A                   |
| Average | Days on Market Change from prior year                  | <b>17</b><br>-39.3%    | <b>28</b><br>-22.2%      | <b>36</b><br>-28.0%     | <b>15</b><br>-50.0%    | <b>30</b><br>-28.6%  | <b>42</b><br>-22.2%   |
| ⋖       | Percent of List Change from prior year                 | <b>101.1%</b><br>0.0%  | <b>101.1%</b> 2.4%       | <b>98.7%</b> -2.0%      | <b>101.4%</b> 2.1%     | <b>99.3%</b><br>0.9% | <b>98.4%</b><br>-0.6% |
|         | Percent of Original Change from prior year             | <b>101.1%</b><br>-0.2% | <b>101.3%</b> 3.7%       | <b>97.7%</b><br>-2.7%   | <b>101.3%</b> 2.7%     | <b>98.6%</b> 1.4%    | <b>97.2%</b><br>-0.5% |
|         | Sale Price<br>Change from prior year                   | <b>280,000</b> 33.3%   | <b>210,000</b> -37.3%    | <b>335,000</b><br>47.3% | <b>310,000</b> 21.6%   | <b>255,000</b> 6.3%  | <b>240,000</b> 4.4%   |
|         | List Price of Actives Change from prior year           | <b>432,450</b> 42.2%   | <b>304,200</b><br>-18.9% | <b>375,000</b> 14.5%    | N/A                    | N/A                  | N/A                   |
| Median  | Days on Market Change from prior year                  | <b>4</b><br>33.3%      | <b>3</b><br>-75.0%       | <b>12</b><br>-29.4%     | <b>4</b><br>-20.0%     | <b>5</b><br>-54.5%   | <b>11</b><br>-54.2%   |
| 2       | Percent of List Change from prior year                 | <b>101.5%</b> 1.5%     | <b>100.0%</b> 2.4%       | <b>97.7%</b> -2.3%      | <b>100.0%</b> 0.0%     | <b>100.0%</b> 1.1%   | <b>98.9%</b><br>-1.1% |
|         | Percent of Original Change from prior year             | <b>101.5%</b> 1.5%     | <b>100.0%</b> 2.4%       | <b>97.7%</b> -2.3%      | <b>100.0%</b> 0.0%     | <b>100.0%</b> 1.4%   | <b>98.6%</b><br>-0.2% |

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





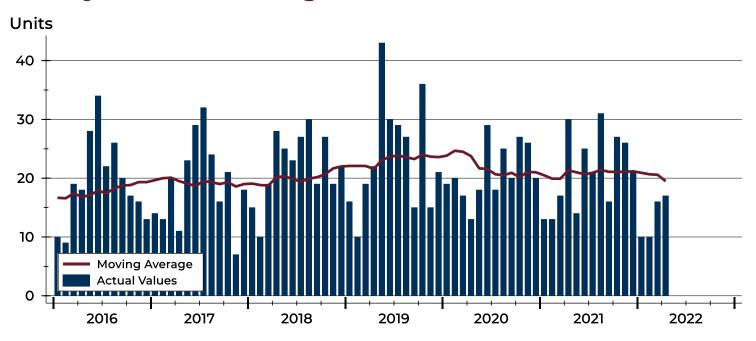
## Douglas County (Excluding Lawrence) Closed Listings Analysis

|        | mmary Statistics<br>Closed Listings | 2022    | April<br>2021 | Change | Y0<br>2022 | ear-to-Dat<br>2021 | e<br>Change |
|--------|-------------------------------------|---------|---------------|--------|------------|--------------------|-------------|
| Clc    | sed Listings                        | 17      | 30            | -43.3% | 53         | 73                 | -27.4%      |
| Vo     | lume (1,000s)                       | 6,358   | 8,317         | -23.6% | 19,038     | 21,113             | -9.8%       |
| Мс     | onths' Supply                       | 1.6     | 0.8           | 100.0% | N/A        | N/A                | N/A         |
|        | Sale Price                          | 373,982 | 277,227       | 34.9%  | 359,210    | 289,215            | 24.2%       |
| age    | Days on Market                      | 17      | 28            | -39.3% | 15         | 30                 | -50.0%      |
| Averag | Percent of List                     | 101.1%  | 101.1%        | 0.0%   | 101.4%     | 99.3%              | 2.1%        |
|        | Percent of Original                 | 101.1%  | 101.3%        | -0.2%  | 101.3%     | 98.6%              | 2.7%        |
|        | Sale Price                          | 280,000 | 210,000       | 33.3%  | 310,000    | 255,000            | 21.6%       |
| lian   | Days on Market                      | 4       | 3             | 33.3%  | 4          | 5                  | -20.0%      |
| Median | Percent of List                     | 101.5%  | 100.0%        | 1.5%   | 100.0%     | 100.0%             | 0.0%        |
|        | Percent of Original                 | 101.5%  | 100.0%        | 1.5%   | 100.0%     | 100.0%             | 0.0%        |

A total of 17 homes sold in Douglas County in April, down from 30 units in April 2021. Total sales volume fell to \$6.4 million compared to \$8.3 million in the previous year.

The median sales price in April was \$280,000, up 33.3% compared to the prior year. Median days on market was 4 days, down from 5 days in March, but up from 3 in April 2021.

### **History of Closed Listings**

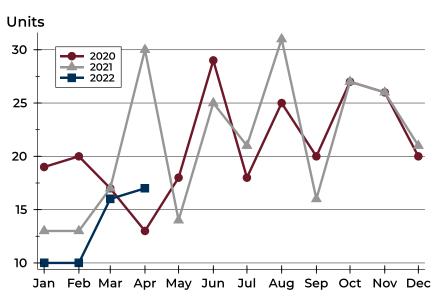






## Douglas County (Excluding Lawrence) Closed Listings Analysis

### **Closed Listings by Month**



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

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

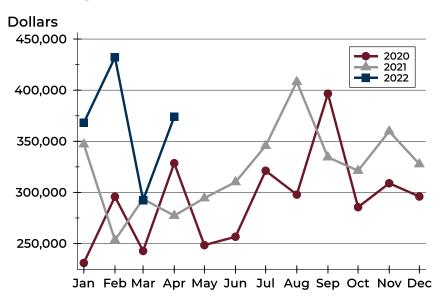
| Price Range         |   | les<br>Percent | Months'<br>Supply | Sale l<br>Average | Price<br>Median | Days or<br>Avg. | n Market<br>Med. | Price as<br>Avg. | % of List<br>Med. | Price as <sup>o</sup><br>Avg. | % of Orig.<br>Med. |
|---------------------|---|----------------|-------------------|-------------------|-----------------|-----------------|------------------|------------------|-------------------|-------------------------------|--------------------|
| 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%           | 0.0               | 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 | 1 | 5.9%           | 1.0               | 174,900           | 174,900         | 8               | 8                | 102.9%           | 102.9%            | 102.9%                        | 102.9%             |
| \$200,000-\$249,999 | 4 | 23.5%          | 0.8               | 223,750           | 230,000         | 2               | 2                | 101.1%           | 101.1%            | 101.1%                        | 101.1%             |
| \$250,000-\$299,999 | 4 | 23.5%          | 0.6               | 265,000           | 265,000         | 3               | 3                | 102.5%           | 103.0%            | 102.5%                        | 103.0%             |
| \$300,000-\$349,999 | 0 | 0.0%           | 0.4               | N/A               | N/A             | N/A             | N/A              | N/A              | N/A               | N/A                           | N/A                |
| \$350,000-\$399,999 | 2 | 11.8%          | 2.9               | 367,450           | 367,450         | 23              | 23               | 103.0%           | 103.0%            | 103.0%                        | 103.0%             |
| \$400,000-\$449,999 | 1 | 5.9%           | 2.7               | 400,000           | 400,000         | 4               | 4                | 105.4%           | 105.4%            | 105.4%                        | 105.4%             |
| \$450,000-\$499,999 | 0 | 0.0%           | N/A               | N/A               | N/A             | N/A             | N/A              | N/A              | N/A               | N/A                           | N/A                |
| \$500,000-\$599,999 | 2 | 11.8%          | 3.4               | 527,500           | 527,500         | 8               | 8                | 96.3%            | 96.3%             | 96.3%                         | 96.3%              |
| \$600,000-\$749,999 | 3 | 17.6%          | 2.6               | 679,300           | 685,000         | 67              | 15               | 99.1%            | 100.0%            | 99.1%                         | 100.0%             |
| \$750,000-\$999,999 | 0 | 0.0%           | 7.2               | N/A               | N/A             | 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              | N/A               | N/A                           | N/A                |



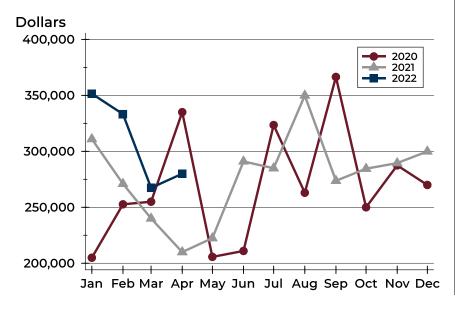


## Douglas County (Excluding Lawrence) Closed Listings Analysis

### **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 | 292,338 |
| April     | 328,567 | 277,227 | 373,982 |
| May       | 248,419 | 294,379 |         |
| June      | 256,636 | 310,146 |         |
| July      | 321,206 | 345,614 |         |
| 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 |         |



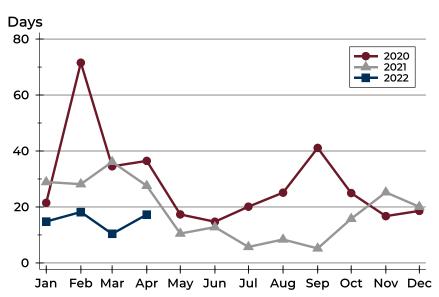
| Month     | 2020    | 2021    | 2022    |
|-----------|---------|---------|---------|
| January   | 204,950 | 311,000 | 351,500 |
| February  | 252,650 | 271,000 | 333,250 |
| March     | 255,000 | 240,000 | 267,350 |
| April     | 335,000 | 210,000 | 280,000 |
| May       | 205,700 | 222,450 |         |
| June      | 211,000 | 291,000 |         |
| July      | 323,500 | 284,900 |         |
| 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 |         |





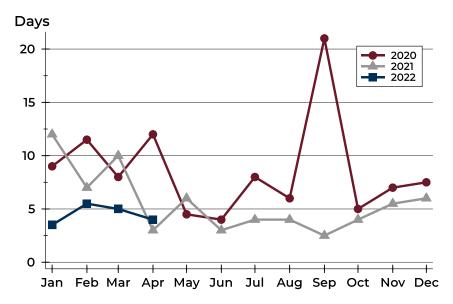
## Douglas County (Excluding Lawrence) Closed Listings Analysis

#### **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   |      |
| June      | 15   | 13   |      |
| July      | 20   | 6    |      |
| 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    |      |
| June      | 4    | 3    |      |
| July      | 8    | 4    |      |
| August    | 6    | 4    |      |
| September | 21   | 3    |      |
| October   | 5    | 4    |      |
| November  | 7    | 6    |      |
| December  | 8    | 6    |      |





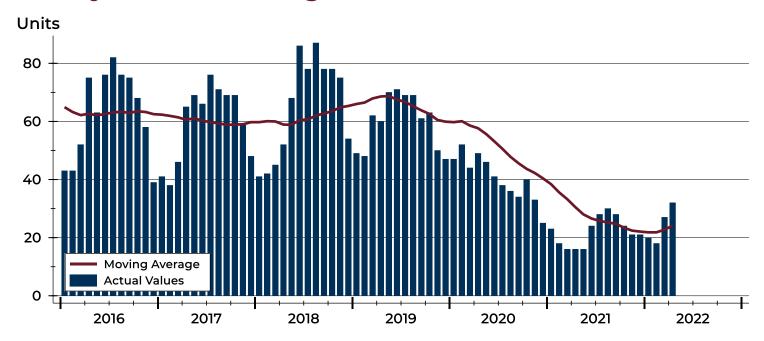
## Douglas County (Excluding Lawrence) Active Listings Analysis

|          | mmary Statistics<br>Active Listings | 2022    | End of April<br>2021 | Change |
|----------|-------------------------------------|---------|----------------------|--------|
| Act      | tive Listings                       | 32      | 16                   | 100.0% |
| Vo       | lume (1,000s)                       | 14,593  | 5,336                | 173.5% |
| Мс       | onths' Supply                       | 1.6     | 0.8                  | 100.0% |
| ge       | List Price                          | 456,028 | 333,478              | 36.7%  |
| Avera    | Days on Market                      | 47      | 29                   | 62.1%  |
| ¥        | Percent of Original                 | 98.7%   | 99.5%                | -0.8%  |
| <u>_</u> | List Price                          | 432,450 | 304,200              | 42.2%  |
| Median   | Days on Market                      | 26      | 9                    | 188.9% |
| Σ        | Percent of Original                 | 100.0%  | 100.0%               | 0.0%   |

A total of 32 homes were available for sale in Douglas County at the end of April. This represents a 1.6 months' supply of active listings.

The median list price of homes on the market at the end of April was \$432,450, up 42.2% from 2021. The typical time on market for active listings was 26 days, up from 9 days a year earlier.

### **History of Active Listings**

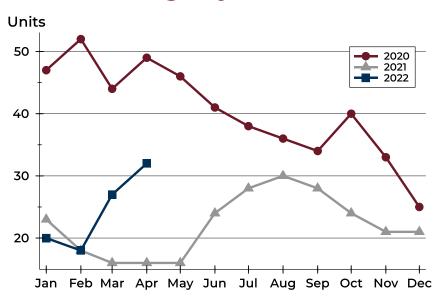






## **Douglas County (Excluding Lawrence) Active Listings Analysis**

### **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   |      |
| June      | 41   | 24   |      |
| July      | 38   | 28   |      |
| August    | 36   | 30   |      |
| September | 34   | 28   |      |
| October   | 40   | 24   |      |
| November  | 33   | 21   |      |
| December  | 25   | 21   |      |

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

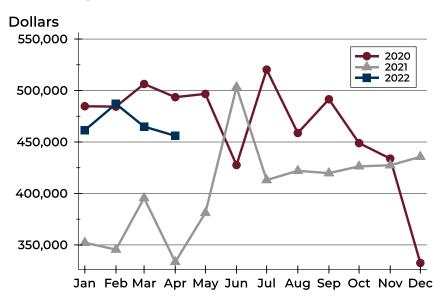
| Price Range         | Active I<br>Number | Listings<br>Percent | Months'<br>Supply | List  <br>Average | Price<br>Median | Days or<br>Avg. | Market<br>Med. | Price as <sup>o</sup><br>Avg. | % of Orig.<br>Med. |
|---------------------|--------------------|---------------------|-------------------|-------------------|-----------------|-----------------|----------------|-------------------------------|--------------------|
| Below \$50,000      | 0                  | 0.0%                | N/A               | N/A               | N/A             | N/A             | N/A            | N/A                           | N/A                |
| \$50,000-\$99,999   | 0                  | 0.0%                | 0.0               | N/A               | N/A             | N/A             | N/A            | N/A                           | N/A                |
| \$100,000-\$149,999 | 2                  | 6.3%                | N/A               | 116,250           | 116,250         | 41              | 41             | 97.0%                         | 97.0%              |
| \$150,000-\$199,999 | 2                  | 6.3%                | 1.0               | 192,450           | 192,450         | 90              | 90             | 98.8%                         | 98.8%              |
| \$200,000-\$249,999 | 3                  | 9.4%                | 0.8               | 215,333           | 219,000         | 20              | 11             | 100.0%                        | 100.0%             |
| \$250,000-\$299,999 | 2                  | 6.3%                | 0.6               | 293,250           | 293,250         | 5               | 5              | 100.0%                        | 100.0%             |
| \$300,000-\$349,999 | 1                  | 3.1%                | 0.4               | 329,500           | 329,500         | 68              | 68             | 89.3%                         | 89.3%              |
| \$350,000-\$399,999 | 5                  | 15.6%               | 2.9               | 366,820           | 364,900         | 23              | 12             | 99.7%                         | 100.0%             |
| \$400,000-\$449,999 | 4                  | 12.5%               | 2.7               | 440,175           | 446,400         | 48              | 26             | 97.0%                         | 97.3%              |
| \$450,000-\$499,999 | 2                  | 6.3%                | N/A               | 454,900           | 454,900         | 12              | 12             | 100.0%                        | 100.0%             |
| \$500,000-\$599,999 | 4                  | 12.5%               | 3.4               | 543,725           | 532,500         | 39              | 32             | 98.9%                         | 99.0%              |
| \$600,000-\$749,999 | 3                  | 9.4%                | 2.6               | 648,000           | 650,000         | 80              | 47             | 98.4%                         | 100.0%             |
| \$750,000-\$999,999 | 3                  | 9.4%                | 7.2               | 880,000           | 895,000         | 76              | 66             | 100.2%                        | 100.0%             |
| \$1,000,000 and up  | 1                  | 3.1%                | N/A               | 1,150,000         | 1,150,000       | 139             | 139            | 100.0%                        | 100.0%             |



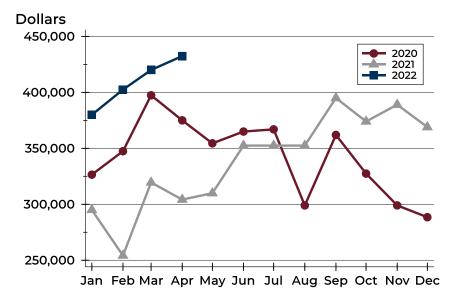


## Douglas County (Excluding Lawrence) Active Listings Analysis

### **Average Price**



|           |         | 0001    | 0000    |
|-----------|---------|---------|---------|
| 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 |         |
| June      | 427,603 | 503,244 |         |
| July      | 520,358 | 413,024 |         |
| 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 |         |



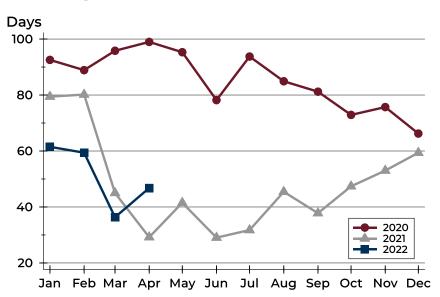
| Month     | 2020    | 2021    | 2022    |
|-----------|---------|---------|---------|
| January   | 326,500 | 295,000 | 379,950 |
| February  | 347,450 | 254,200 | 402,450 |
| March     | 397,400 | 319,500 | 420,000 |
| April     | 375,000 | 304,200 | 432,450 |
| May       | 354,450 | 309,950 |         |
| June      | 365,000 | 352,450 |         |
| July      | 366,950 | 352,450 |         |
| 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 |         |





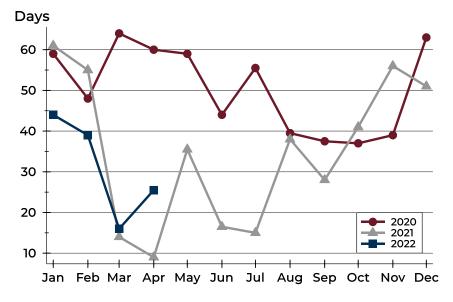
# **Douglas County (Excluding Lawrence) Active Listings Analysis**

#### **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   |      |
| June      | 78   | 29   |      |
| July      | 94   | 32   |      |
| August    | 85   | 45   |      |
| September | 81   | 38   |      |
| October   | 73   | 47   |      |
| November  | 76   | 53   |      |
| December  | 66   | 59   |      |

#### **Median DOM**



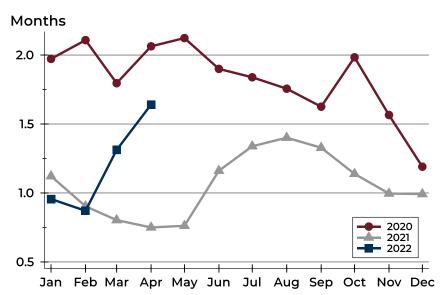
| Month     | 2020 | 2021 | 2022 |
|-----------|------|------|------|
| January   | 59   | 61   | 44   |
| February  | 48   | 55   | 39   |
| March     | 64   | 14   | 16   |
| April     | 60   | 9    | 26   |
| May       | 59   | 36   |      |
| June      | 44   | 17   |      |
| July      | 56   |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





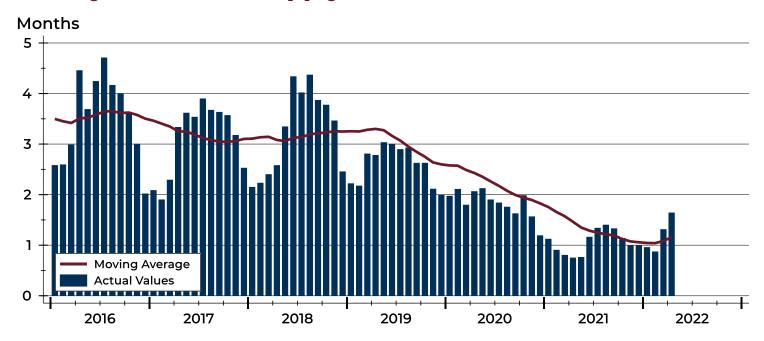
## Douglas County (Excluding Lawrence) Months' Supply Analysis

#### **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  |      |
| June      | 1.9  | 1.2  |      |
| July      | 1.8  | 1.3  |      |
| 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**







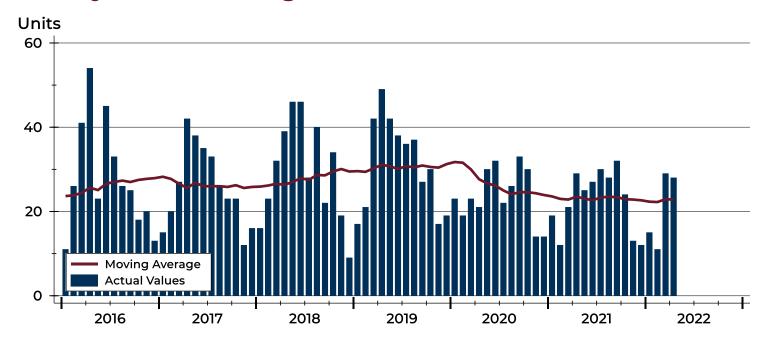
## Douglas County (Excluding Lawrence) New Listings Analysis

|              | mmary Statistics<br>New Listings | 2022    | April<br>2021 | Change |
|--------------|----------------------------------|---------|---------------|--------|
| ıth          | New Listings                     | 28      | 29            | -3.4%  |
| : Month      | Volume (1,000s)                  | 10,044  | 8,671         | 15.8%  |
| Current      | Average List Price               | 358,707 | 299,009       | 20.0%  |
| Cu           | Median List Price                | 365,000 | 279,900       | 30.4%  |
| ē            | New Listings                     | 83      | 81            | 2.5%   |
| Year-to-Date | Volume (1,000s)                  | 29,565  | 24,343        | 21.5%  |
| ar-to        | Average List Price               | 356,205 | 300,529       | 18.5%  |
| <b>×</b>     | Median List Price                | 329,500 | 249,900       | 31.9%  |

A total of 28 new listings were added in Douglas County during April, down 3.4% from the same month in 2021. Year-to-date Douglas County has seen 83 new listings.

The median list price of these homes was \$365,000 up from \$279,900 in 2021.

### **History of New Listings**

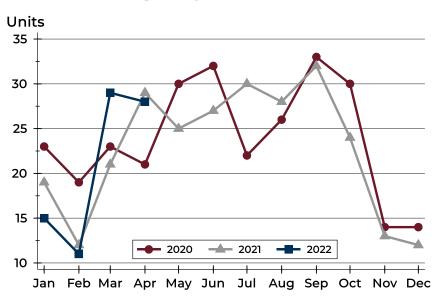






## Douglas County (Excluding Lawrence) New Listings Analysis

### **New Listings by Month**



| Month     | 2020 | 2021 | 2022 |
|-----------|------|------|------|
| January   | 23   | 19   | 15   |
| February  | 19   | 12   | 11   |
| March     | 23   | 21   | 29   |
| April     | 21   | 29   | 28   |
| May       | 30   | 25   |      |
| June      | 32   | 27   |      |
| July      | 22   | 30   |      |
| August    | 26   | 28   |      |
| September | 33   | 32   |      |
| October   | 30   | 24   |      |
| November  | 14   | 13   |      |
| December  | 14   | 12   |      |

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

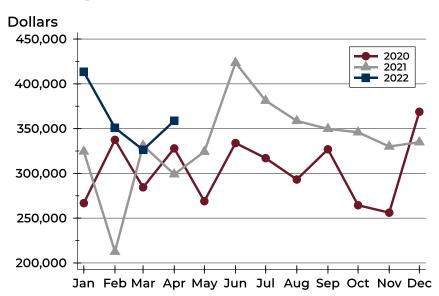
| Price Range         | New Li<br>Number | stings<br>Percent | List I<br>Average | Price<br>Median | Days or<br>Avg. | Market<br>Med. | Price as 9<br>Avg. | % of Orig.<br>Med. |
|---------------------|------------------|-------------------|-------------------|-----------------|-----------------|----------------|--------------------|--------------------|
| Below \$50,000      | 1                | 3.6%              | 1,700             | 1,700           | 13              | 13             | 100.0%             | 100.0%             |
| \$50,000-\$99,999   | 1                | 3.6%              | 85,000            | 85,000          | 3               | 3              | 100.0%             | 100.0%             |
| \$100,000-\$149,999 | 1                | 3.6%              | 100,000           | 100,000         | 7               | 7              | 100.0%             | 100.0%             |
| \$150,000-\$199,999 | 0                | 0.0%              | N/A               | N/A             | N/A             | N/A            | N/A                | N/A                |
| \$200,000-\$249,999 | 6                | 21.4%             | 221,733           | 223,000         | 6               | 5              | 100.0%             | 100.0%             |
| \$250,000-\$299,999 | 1                | 3.6%              | 298,000           | 298,000         | 10              | 10             | 100.0%             | 100.0%             |
| \$300,000-\$349,999 | 0                | 0.0%              | N/A               | N/A             | N/A             | N/A            | N/A                | N/A                |
| \$350,000-\$399,999 | 8                | 28.6%             | 368,650           | 365,000         | 11              | 12             | 100.0%             | 100.0%             |
| \$400,000-\$449,999 | 2                | 7.1%              | 447,900           | 447,900         | 17              | 17             | 100.0%             | 100.0%             |
| \$450,000-\$499,999 | 2                | 7.1%              | 454,900           | 454,900         | 18              | 18             | 100.0%             | 100.0%             |
| \$500,000-\$599,999 | 5                | 17.9%             | 564,780           | 550,000         | 9               | 6              | 99.5%              | 100.0%             |
| \$600,000-\$749,999 | 1                | 3.6%              | 650,000           | 650,000         | 8               | 8              | 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                |



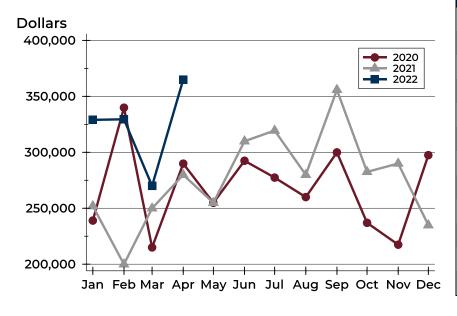


## Douglas County (Excluding Lawrence) New Listings Analysis

### **Average Price**



| Month     | 2020    | 2021    | 2022    |
|-----------|---------|---------|---------|
| January   | 266,811 | 324,484 | 413,313 |
| February  | 337,421 | 212,625 | 350,809 |
| March     | 284,387 | 331,185 | 326,297 |
| April     | 327,910 | 299,009 | 358,707 |
| May       | 268,967 | 324,190 |         |
| June      | 333,883 | 423,602 |         |
| July      | 317,055 | 381,211 |         |
| 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 |         |



| Month     | 2020    | 2021    | 2022    |
|-----------|---------|---------|---------|
| January   | 239,000 | 252,000 | 329,000 |
| February  | 339,900 | 199,950 | 329,500 |
| March     | 215,000 | 249,900 | 270,000 |
| April     | 289,900 | 279,900 | 365,000 |
| May       | 254,900 | 254,900 |         |
| June      | 292,450 | 309,900 |         |
| July      | 277,400 | 319,450 |         |
| 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 |         |





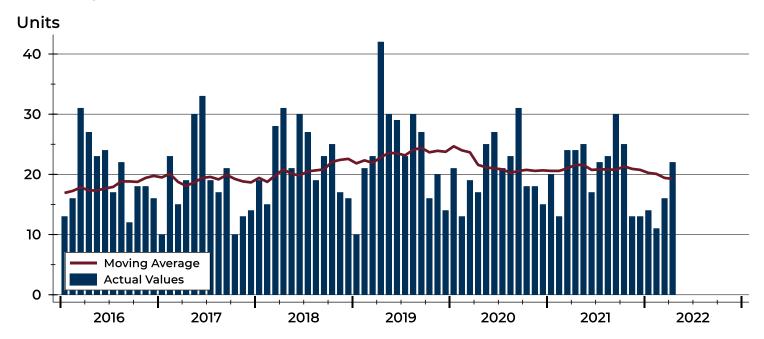
## Douglas County (Excluding Lawrence) Contracts Written Analysis

|          | mmary Statistics<br>Contracts Written | 2022    | April<br>2021 | Change | Year-to-Date<br>e 2022 2021 Ch |         | e<br>Change |
|----------|---------------------------------------|---------|---------------|--------|--------------------------------|---------|-------------|
| Со       | ntracts Written                       | 22      | 24            | -8.3%  | 63                             | 81      | -22.2%      |
| Vol      | lume (1,000s)                         | 7,633   | 7,967         | -4.2%  | 22,275                         | 24,899  | -10.5%      |
| ge       | Sale Price                            | 346,932 | 331,975       | 4.5%   | 353,571                        | 307,394 | 15.0%       |
| Avera    | Days on Market                        | 11      | 13            | -15.4% | 13                             | 27      | -51.9%      |
| ₹        | Percent of Original                   | 96.9%   | 101.0%        | -4.1%  | 99.5%                          | 99.5%   | 0.0%        |
| <u>_</u> | Sale Price                            | 339,750 | 289,450       | 17.4%  | 314,900                        | 249,900 | 26.0%       |
| Median   | Days on Market                        | 5       | 3             | 66.7%  | 4                              | 3       | 33.3%       |
| Σ        | Percent of Original                   | 100.0%  | 101.4%        | -1.4%  | 100.0%                         | 100.0%  | 0.0%        |

A total of 22 contracts for sale were written in Douglas County during the month of April, down from 24 in 2021. The median list price of these homes was \$339,750, up from \$289,450 the prior year.

Half of the homes that went under contract in April were on the market less than 5 days, compared to 3 days in April 2021.

### **History of Contracts Written**

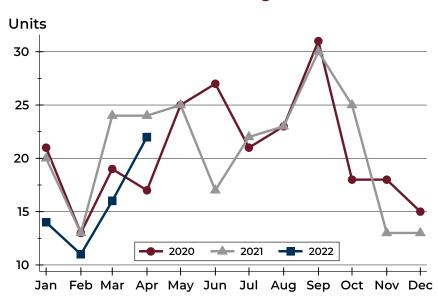






## Douglas County (Excluding Lawrence) Contracts Written Analysis

### **Contracts Written by Month**



| Month     | 2020 | 2021 | 2022 |
|-----------|------|------|------|
| January   | 21   | 20   | 14   |
| February  | 13   | 13   | 11   |
| March     | 19   | 24   | 16   |
| April     | 17   | 24   | 22   |
| May       | 25   | 25   |      |
| June      | 27   | 17   |      |
| July      | 21   | 22   |      |
| August    | 23   | 23   |      |
| September | 31   | 30   |      |
| October   | 18   | 25   |      |
| November  | 18   | 13   |      |
| December  | 15   | 13   |      |

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

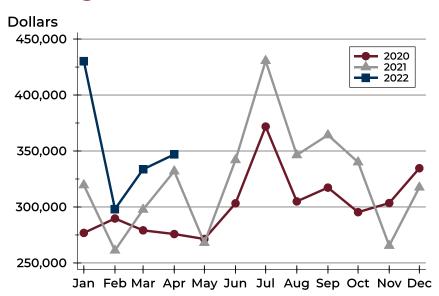
| Price Range         | Contracts<br>Number | Written<br>Percent | List I<br>Average | Price<br>Median | Days on<br>Avg. | Market<br>Med. | Price as 9<br>Avg. | % of Orig.<br>Med. |
|---------------------|---------------------|--------------------|-------------------|-----------------|-----------------|----------------|--------------------|--------------------|
| Below \$50,000      | 0                   | 0.0%               | N/A               | N/A             | N/A             | N/A            | N/A                | N/A                |
| \$50,000-\$99,999   | 2                   | 9.1%               | 92,000            | 92,000          | 9               | 9              | 75.7%              | 75.7%              |
| \$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 | 5                   | 22.7%              | 226,860           | 235,000         | 3               | 3              | 100.4%             | 100.0%             |
| \$250,000-\$299,999 | 2                   | 9.1%               | 279,500           | 279,500         | 25              | 25             | 92.7%              | 92.7%              |
| \$300,000-\$349,999 | 2                   | 9.1%               | 327,250           | 327,250         | 35              | 35             | 97.0%              | 97.0%              |
| \$350,000-\$399,999 | 5                   | 22.7%              | 373,580           | 365,000         | 6               | 4              | 100.0%             | 100.0%             |
| \$400,000-\$449,999 | 1                   | 4.5%               | 424,900           | 424,900         | 3               | 3              | 100.0%             | 100.0%             |
| \$450,000-\$499,999 | 1                   | 4.5%               | 499,000           | 499,000         | 9               | 9              | 100.0%             | 100.0%             |
| \$500,000-\$599,999 | 3                   | 13.6%              | 558,000           | 550,000         | 11              | 6              | 100.0%             | 100.0%             |
| \$600,000-\$749,999 | 1                   | 4.5%               | 634,900           | 634,900         | 5               | 5              | 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                |



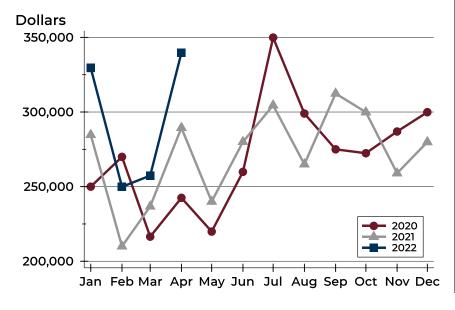


# Douglas County (Excluding Lawrence) Contracts Written Analysis

### **Average Price**



| Month     | 2020    | 2021    | 2022    |
|-----------|---------|---------|---------|
| January   | 276,812 | 319,578 | 430,343 |
| February  | 289,696 | 261,162 | 298,127 |
| March     | 279,111 | 297,704 | 333,644 |
| April     | 275,818 | 331,975 | 346,932 |
| May       | 271,400 | 268,014 |         |
| June      | 303,226 | 341,985 |         |
| July      | 371,826 | 430,550 |         |
| 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 |         |



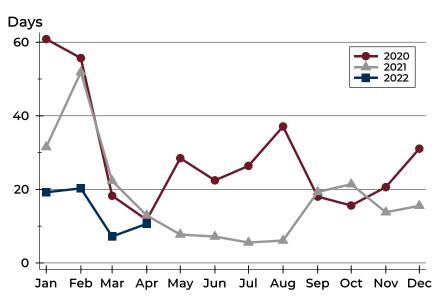
| Month     | 2020    | 2021    | 2022    |
|-----------|---------|---------|---------|
| January   | 250,000 | 284,700 | 329,500 |
| February  | 269,950 | 210,000 | 249,900 |
| March     | 216,500 | 236,750 | 257,400 |
| April     | 242,500 | 289,450 | 339,750 |
| May       | 219,900 | 240,000 |         |
| June      | 259,900 | 280,000 |         |
| July      | 349,900 | 304,500 |         |
| 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 |         |





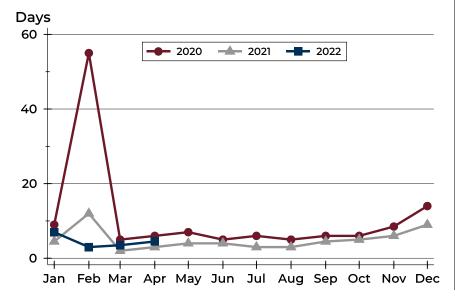
# Douglas County (Excluding Lawrence) Contracts Written Analysis

#### **Average DOM**



| Month     | 2020 | 2021 | 2022 |
|-----------|------|------|------|
| January   | 61   | 32   | 19   |
| February  | 56   | 52   | 20   |
| March     | 18   | 22   | 7    |
| April     | 12   | 13   | 11   |
| May       | 28   | 8    |      |
| June      | 22   | 7    |      |
| July      | 26   | 6    |      |
| 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    | 5    |
| May       | 7    | 4    |      |
| June      | 5    | 4    |      |
| July      | 6    | 3    |      |
| August    | 5    | 3    |      |
| September | 6    | 5    |      |
| October   | 6    | 5    |      |
| November  | 9    | 6    |      |
| December  | 14   | 9    |      |





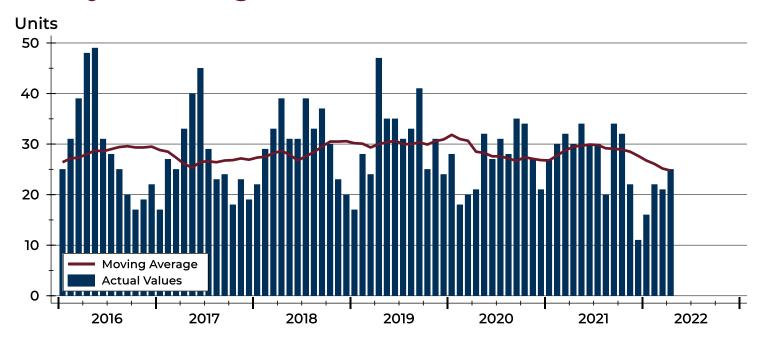
## Douglas County (Excluding Lawrence) Pending Contracts Analysis

|        | mmary Statistics<br>Pending Contracts | 2022    | End of April<br>2021 | Change |
|--------|---------------------------------------|---------|----------------------|--------|
| Pe     | nding Contracts                       | 25      | 30                   | -16.7% |
| Vo     | lume (1,000s)                         | 8,142   | 11,019               | -26.1% |
| ge     | List Price                            | 325,680 | 367,297              | -11.3% |
| Avera  | Days on Market                        | 7       | 20                   | -65.0% |
| ¥      | Percent of Original                   | 97.7%   | 99.3%                | -1.6%  |
| ב      | List Price                            | 325,000 | 318,000              | 2.2%   |
| Median | Days on Market                        | 4       | 4                    | 0.0%   |
| Σ      | Percent of Original                   | 100.0%  | 100.0%               | 0.0%   |

A total of 25 listings in Douglas County had contracts pending at the end of April, down from 30 contracts pending at the end of April 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**

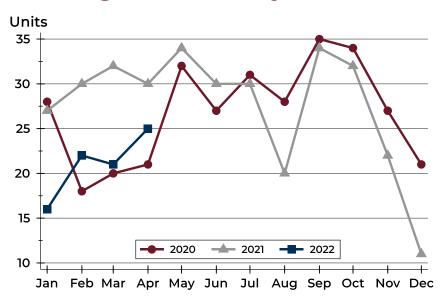






## Douglas County (Excluding Lawrence) Pending Contracts Analysis

### **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   |      |
| June      | 27   | 30   |      |
| July      | 31   | 30   |      |
| August    | 28   | 20   |      |
| September | 35   | 34   |      |
| October   | 34   | 32   |      |
| November  | 27   | 22   |      |
| December  | 21   | 11   |      |

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

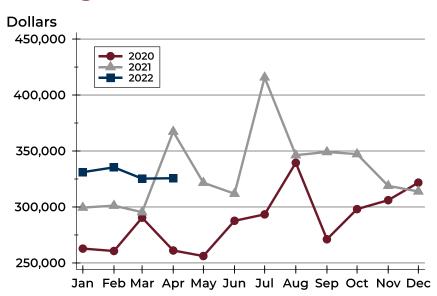
| Price Range         | Pending (<br>Number | Contracts<br>Percent | List I<br>Average | Price<br>Median | Days or<br>Avg. | Market<br>Med. | Price as 9<br>Avg. | % of Orig.<br>Med. |
|---------------------|---------------------|----------------------|-------------------|-----------------|-----------------|----------------|--------------------|--------------------|
| Below \$50,000      | 0                   | 0.0%                 | N/A               | N/A             | N/A             | N/A            | N/A                | N/A                |
| \$50,000-\$99,999   | 2                   | 8.0%                 | 92,000            | 92,000          | 9               | 9              | 78.3%              | 78.3%              |
| \$100,000-\$149,999 | 1                   | 4.0%                 | 124,000           | 124,000         | 9               | 9              | 100.0%             | 100.0%             |
| \$150,000-\$199,999 | 2                   | 8.0%                 | 185,000           | 185,000         | 2               | 2              | 100.0%             | 100.0%             |
| \$200,000-\$249,999 | 4                   | 16.0%                | 224,825           | 224,700         | 4               | 3              | 100.0%             | 100.0%             |
| \$250,000-\$299,999 | 3                   | 12.0%                | 272,967           | 260,000         | 18              | 25             | 95.1%              | 100.0%             |
| \$300,000-\$349,999 | 1                   | 4.0%                 | 325,000           | 325,000         | 3               | 3              | 100.0%             | 100.0%             |
| \$350,000-\$399,999 | 5                   | 20.0%                | 373,580           | 365,000         | 6               | 4              | 100.0%             | 100.0%             |
| \$400,000-\$449,999 | 2                   | 8.0%                 | 414,950           | 414,950         | 2               | 2              | 100.0%             | 100.0%             |
| \$450,000-\$499,999 | 1                   | 4.0%                 | 499,000           | 499,000         | 9               | 9              | 100.0%             | 100.0%             |
| \$500,000-\$599,999 | 4                   | 16.0%                | 556,000           | 550,000         | 10              | 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                |



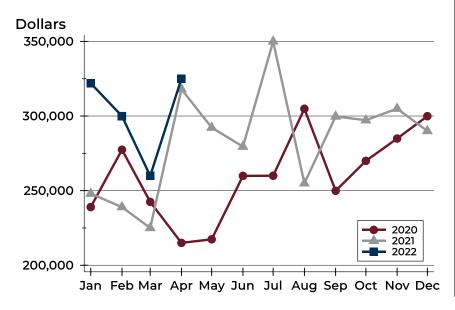


## Douglas County (Excluding Lawrence) Pending Contracts Analysis

### **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 |         |
| June      | 287,633 | 311,863 |         |
| July      | 293,374 | 415,745 |         |
| 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 |         |



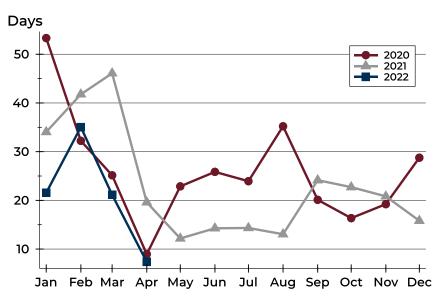
| Month     | 2020    | 2021    | 2022    |
|-----------|---------|---------|---------|
| January   | 239,000 | 248,000 | 321,950 |
| February  | 277,425 | 239,000 | 299,950 |
| March     | 242,475 | 225,000 | 259,900 |
| April     | 215,000 | 318,000 | 325,000 |
| May       | 217,400 | 292,250 |         |
| June      | 259,900 | 279,500 |         |
| July      | 260,000 | 349,950 |         |
| 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 |         |





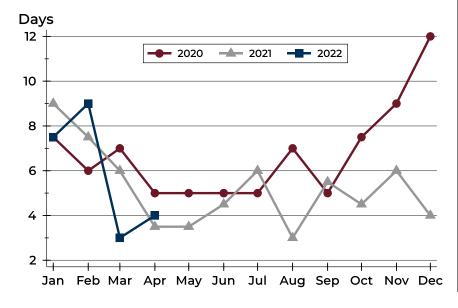
## Douglas County (Excluding Lawrence) Pending Contracts Analysis

#### **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   |      |
| June      | 26   | 14   |      |
| July      | 24   | 14   |      |
| August    | 35   | 13   |      |
| September | 20   | 24   |      |
| October   | 16   | 23   |      |
| November  | 19   | 21   |      |
| December  | 29   | 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    |      |
| June      | 5    | 5    |      |
| July      | 5    | 6    |      |
| August    | 7    | 3    |      |
| September | 5    | 6    |      |
| October   | 8    | 5    |      |
| November  | 9    | 6    |      |
| December  | 12   | 4    |      |