

AUGUST 2020 >>

LAWRENCE MLS STATISTICS



MARKET OVERVIEW >>

Lawrence City Home Sales Fell in August

Total home sales in the City of Lawrence fell last month to 118 units, compared to 137 units in August 2019. Total sales volume was \$32.6 million, down from a year earlier.

The median sale price in August was \$250,500, up from \$219,900 a year earlier. Homes that sold in August were typically on the market for 5 days and sold for 100.0% of their list prices.

Lawrence City Active Listings Down at End of August

The total number of active listings in the City of Lawrence at the end of August was 165 units, down from 276 at the same point in 2019. 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 August was \$279,900.

During August, a total of 101 contracts were written up from 99 in August 2019. At the end of the month, there were 142 contracts pending, compared to 107 at the end of August 2019.

LBOR – The Voice of Real Estate in Lawrence

Originally founded in 1925, the Lawrence Board of REALTORS® and the Lawrence Multiple Listing Service is now comprised of over 400 members providing real estate-related services and advocacy in Lawrence and the Douglas County area.

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City of Lawrence				
Current Month		August		
Summary Statistics		2020	2019	Change
Home Sales		118	137	-13.9%
Active Listings		165	276	-40.2%
Months' Supply		1.6	2.9	-44.3%
New Listings		136	114	19.3%
Contracts Written		101	99	2.0%
Pending Contracts		142	107	32.7%
Sales Volume (1,000s)		32,580	33,442	-2.6%
Average	Sale Price	276,104	244,101	13.1%
	List Price of Actives	329,944	323,116	2.1%
	Days on Market	35	30	18.3%
	Percent of List	100.0%	98.4%	1.6%
	Percent of Original	99.3%	97.0%	2.5%
Median	Sale Price	250,500	219,900	13.9%
	List Price of Actives	279,900	278,500	0.5%
	Days on Market	5	16	-68.8%
	Percent of List	100.0%	98.9%	1.1%
	Percent of Original	100.0%	97.9%	2.1%

REPORT CONTENTS >>

- [Three-Year Comparisons](#) – Page 2
- [Year-to-Date Statistics](#) – Page 3
- [Closed Listings Analysis](#) – Page 4
- [Active Listings Analysis](#) – Page 8
- [Months' Supply Analysis](#) – Page 12
- [New Listings Analysis](#) – Page 13
- [Contracts Written Analysis](#) – Page 16
- [Pending Contracts Analysis](#) – Page 20

THREE-YEAR COMPARISONS

SUMMARY >>

**BREAKDOWNS BY HOME TYPE
CITY OF LAWRENCE
AS OF 9/7/2020**

August MLS Statistics		2020			2019			2018			
By Property Type		Total	Existing	New	Total	Existing	New	Total	Existing	New	
Home Sales		118	106	12	137	126	11	101	93	8	
	Change from prior year	-13.9%	-15.9%	9.1%	35.6%	35.5%	37.5%	-23.5%	-22.5%	-33.3%	
Active Listings		165	124	41	276	223	53	253	213	40	
	Change from prior year	-40.2%	-44.4%	-22.6%	9.1%	4.7%	32.5%	-4.9%	0.9%	-27.3%	
Months' Supply		1.6	1.3	3.8	2.9	2.5	6.1	2.4	2.3	3.7	
	Change from prior year	-44.3%	-47.2%	-38.6%	18.5%	12.0%	65.6%	-4.7%	2.5%	-35.7%	
New Listings		136	122	14	114	102	12	129	115	14	
	Change from prior year	19.3%	19.6%	16.7%	-11.6%	-11.3%	-14.3%	13.2%	10.6%	40.0%	
Contracts Written		101	94	7	99	94	5	85	75	10	
	Change from prior year	2.0%	0.0%	40.0%	16.5%	25.3%	-50.0%	-15.0%	-20.2%	66.7%	
Pending Contracts		142	118	24	107	99	8	109	92	17	
	Change from prior year	32.7%	19.2%	200.0%	-1.8%	7.6%	-52.9%	-16.2%	-22.0%	41.7%	
Sales Volume (1,000s)		32,580	28,512	4,068	33,442	30,366	3,076	20,914	18,162	2,752	
	Change from prior year	-2.6%	-6.1%	32.2%	59.9%	67.2%	11.8%	-23.6%	-21.1%	-36.7%	
Average	Sale Price	276,104	268,985	338,992	244,101	240,998	279,641	207,067	195,291	343,964	
		Change from prior year	13.1%	11.6%	21.2%	17.9%	23.4%	-18.7%	-0.1%	1.8%	-5.1%
	List Price of Actives	329,944	311,185	386,681	323,116	306,119	394,630	309,091	297,475	370,945	
		Change from prior year	2.1%	1.7%	-2.0%	4.5%	2.9%	6.4%	-2.1%	0.0%	-3.9%
	Days on Market	35	27	110	30	29	39	28	22	90	
		Change from prior year	18.2%	-7.8%	182.5%	7.0%	28.9%	-56.7%	-12.7%	-0.9%	-27.4%
Percent of List		100.0%	99.9%	100.5%	98.4%	98.2%	100.0%	98.4%	98.4%	99.0%	
		Change from prior year	1.6%	1.7%	0.5%	-0.1%	-0.2%	1.0%	-0.9%	-0.9%	-0.7%
	Percent of Original	99.3%	99.3%	100.2%	97.0%	96.7%	100.0%	97.2%	97.1%	98.5%	
	Change from prior year	2.5%	2.6%	0.2%	-0.3%	-0.4%	1.5%	-0.9%	-0.9%	-0.2%	
Median	Sale Price	250,500	241,899	311,450	219,900	219,950	205,000	185,000	175,000	296,000	
		Change from prior year	13.9%	10.0%	51.9%	18.9%	25.7%	-30.7%	6.0%	3.6%	-14.6%
	List Price of Actives	279,900	247,000	350,000	278,500	244,900	369,900	259,900	229,900	352,450	
		Change from prior year	0.5%	0.9%	-5.4%	7.2%	6.5%	5.0%	-1.9%	0.4%	0.7%
	Days on Market	5	5	75	16	16	24	15	13	47	
		Change from prior year	-68.8%	-67.7%	210.4%	6.7%	19.2%	-48.4%	30.4%	30.0%	-53.5%
Percent of List		100.0%	100.0%	100.0%	98.9%	98.3%	100.0%	98.4%	98.3%	100.0%	
		Change from prior year	1.1%	1.7%	0.0%	0.5%	0.0%	0.0%	-1.6%	-1.7%	0.0%
Percent of Original		100.0%	100.0%	100.0%	97.9%	97.6%	100.0%	97.6%	97.4%	100.0%	
		Change from prior year	2.1%	2.5%	0.0%	0.3%	0.2%	0.0%	-2.4%	-2.5%	0.0%

YEAR-TO-DATE STATISTICS

SUMMARY >>

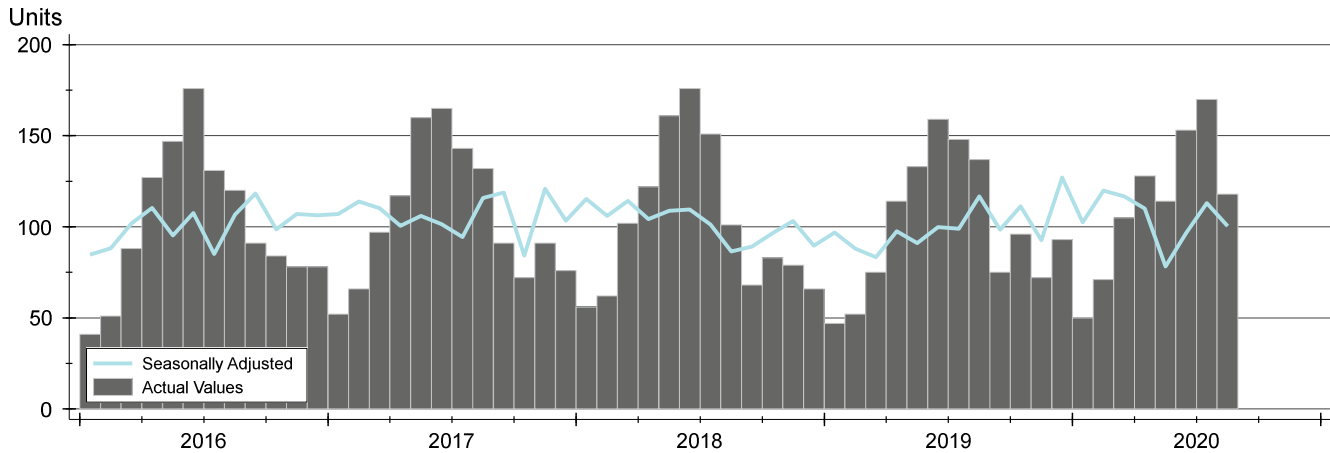
YTD BREAKDOWNS BY HOME TYPE CITY OF LAWRENCE AS OF 9/7/2020

Year-to-Date Activity		2020			2019			2018		
By Property Type		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		909	802	107	865	793	72	931	831	100
Change from prior year		5.1%	1.1%	48.6%	-7.1%	-4.6%	-28.0%	-0.1%	-2.0%	19.0%
New Listings		1,121	995	126	1,228	1,117	111	1,219	1,103	116
Change from prior year		-8.7%	-10.9%	13.5%	0.7%	1.3%	-4.3%	-3.1%	-3.2%	-2.5%
Contracts Written		969	854	115	913	836	77	955	851	104
Change from prior year		6.1%	2.2%	49.4%	-4.4%	-1.8%	-26.0%	-1.8%	-4.9%	33.3%
Sales Volume (1,000s)		234,094	196,683	37,411	209,624	185,836	23,788	218,461	183,480	34,981
Change from prior year		11.7%	5.8%	57.3%	-4.0%	1.3%	-32.0%	8.8%	5.7%	28.9%
Average	Sale Price	257,529	245,241	349,636	242,340	234,346	330,386	234,652	220,794	349,810
	Change from prior year	6.3%	4.6%	5.8%	3.3%	6.1%	-5.6%	8.9%	7.8%	8.3%
	Days on Market	35	27	96	34	29	82	36	27	105
	Change from prior year	4.2%	-8.2%	17.7%	-5.4%	7.4%	-21.8%	-3.6%	-7.0%	-7.9%
Median	Percent of List	99.5%	99.4%	100.1%	98.9%	98.8%	100.0%	99.0%	98.9%	99.8%
	Change from prior year	0.5%	0.5%	0.1%	0.0%	0.0%	0.2%	-0.1%	-0.1%	-0.8%
	Percent of Original	98.4%	98.3%	99.6%	97.8%	97.6%	99.9%	98.0%	97.8%	99.7%
	Change from prior year	0.6%	0.7%	-0.3%	-0.2%	-0.2%	0.3%	0.0%	0.0%	-1.0%
Median	Sale Price	235,000	220,500	333,500	214,900	204,900	341,993	201,000	192,000	339,400
	Change from prior year	9.4%	7.6%	-2.5%	6.9%	6.7%	0.8%	11.7%	9.7%	11.4%
	Days on Market	7	5	61	11	10	71	8	7	68
	Change from prior year	-36.4%	-50.0%	-14.1%	37.5%	42.9%	5.2%	-20.0%	-17.6%	-3.6%
Median	Percent of List	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
	Change from prior year	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
	Percent of Original	100.0%	100.0%	100.0%	99.6%	99.1%	100.0%	100.0%	99.4%	100.0%
	Change from prior year	0.4%	0.9%	0.0%	-0.4%	-0.3%	0.0%	0.0%	0.0%	0.0%

CLOSED LISTINGS ANALYSIS

CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 9/7/2020

HISTORY >>



SUMMARY >>

Summary Statistics		August			Year-to-Date		
for Closed Listings		2020	2019	Change	2020	2019	Change
Closed Listings		118	137	-13.9%	909	865	5.1%
Volume (1,000s)		32,580	33,442	-2.6%	234,094	209,624	11.7%
Average	Sale Price	276,104	244,101	13.1%	257,529	242,340	6.3%
	Days on Market	35	30	18.2%	35	34	4.2%
	Percent of List	100.0%	98.4%	1.6%	99.5%	98.9%	0.5%
	Percent of Original	99.3%	97.0%	2.5%	98.4%	97.8%	0.6%
Median	Sale Price	250,500	219,900	13.9%	235,000	214,900	9.4%
	Days on Market	5	16	-68.8%	7	11	-36.4%
	Percent of List	100.0%	98.9%	1.1%	100.0%	100.0%	0.0%
	Percent of Original	100.0%	97.9%	2.1%	100.0%	99.6%	0.4%

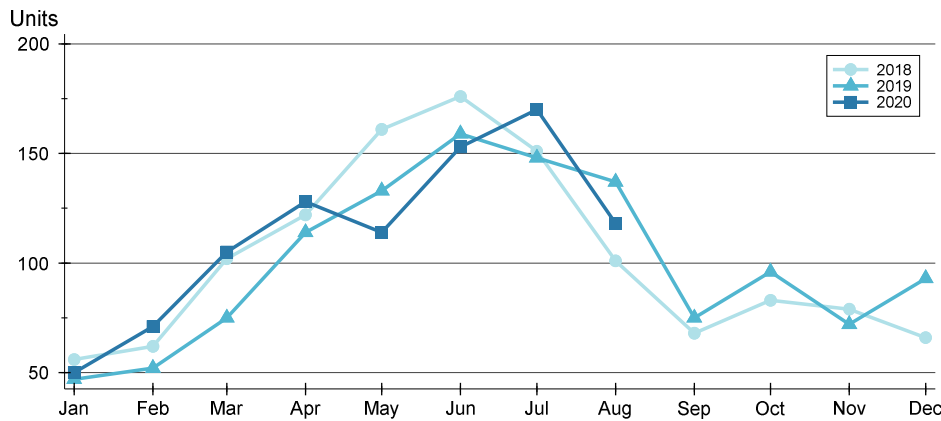
A total of 118 homes sold in the City of Lawrence in August, down from 137 units in August 2019. Total sales volume fell to \$32.6 million compared to \$33.4 million in the previous year.

The median sales price in August was \$250,500, up 13.9% compared to the prior year. Median days on market was 5 days, down from 6 days in July, and down from 16 in August 2019.

CLOSED LISTINGS ANALYSIS

BY MONTH >>

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 9/7/2020**



Month	2018	2019	2020
January	56	47	50
February	62	52	71
March	102	75	105
April	122	114	128
May	161	133	114
June	176	159	153
July	151	148	170
August	101	137	118
September	68	75	66
October	83	96	93
November	79	72	
December			

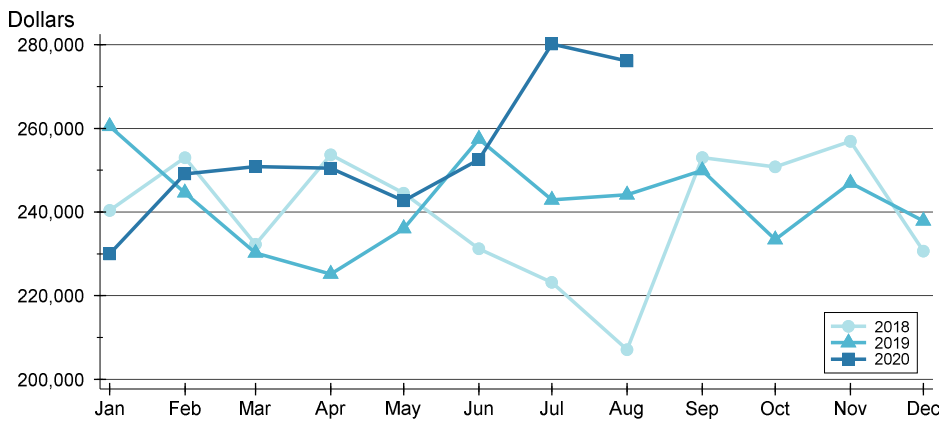
BY PRICE RANGE >>

Price Range	Sales			Sale Price		Days on Market		Price as % of List		Price as % of Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median	Average	Median
Below \$50,000	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$50,000-\$99,999	3	2.5%	232	77,333	82,000	9	5	92.7%	98.8%	92.7%	98.8%
\$100,000-\$149,999	10	8.5%	1,311	131,120	137,450	3	2	101.8%	100.0%	101.8%	100.0%
\$150,000-\$199,999	20	16.9%	3,456	172,799	175,450	11	4	104.7%	104.2%	104.5%	104.2%
\$200,000-\$249,999	25	21.2%	5,539	221,572	222,500	11	4	99.5%	100.0%	98.8%	100.0%
\$250,000-\$299,999	19	16.1%	5,184	272,818	274,950	40	11	99.8%	100.0%	99.6%	100.0%
\$300,000-\$349,999	16	13.6%	5,169	323,088	323,250	77	8	98.0%	100.0%	96.8%	99.6%
\$350,000-\$399,999	7	5.9%	2,590	370,000	368,000	65	76	97.3%	100.0%	95.5%	100.0%
\$400,000-\$449,999	6	5.1%	2,494	415,601	415,750	41	25	99.0%	99.9%	98.7%	99.9%
\$450,000-\$499,999	5	4.2%	2,377	475,300	475,000	123	34	98.5%	97.9%	96.5%	97.5%
\$500,000-\$599,999	4	3.4%	2,159	539,690	537,880	37	21	99.4%	98.9%	99.4%	98.9%
\$600,000-\$749,999	2	1.7%	1,245	622,500	622,500	71	71	96.5%	96.5%	93.0%	93.0%
\$750,000-\$999,999	1	0.8%	825	825,000	825,000	0	0	97.1%	97.1%	97.1%	97.1%
\$1,000,000 and up	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
All price ranges	118	100.0%	32,580	276,104	250,500	35	5	100.0%	100.0%	99.3%	100.0%

CLOSED LISTINGS ANALYSIS

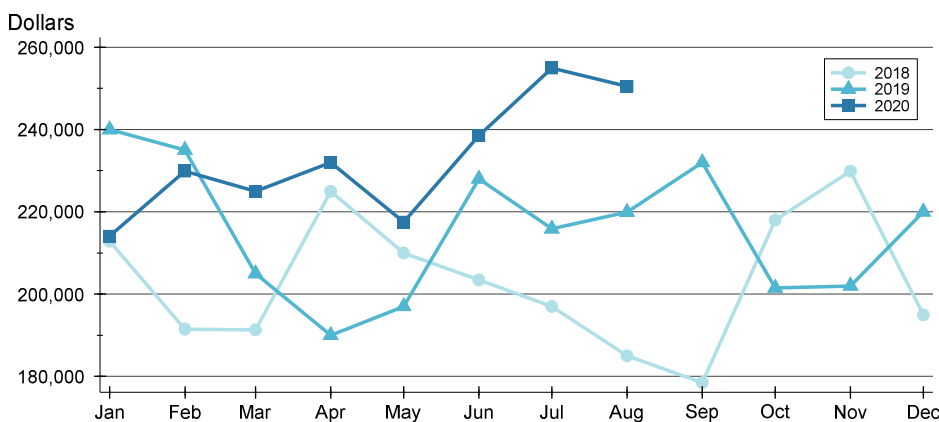
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 9/7/2020**

AVERAGE PRICE >>



Month	2018	2019	2020
January	240,374	260,491	229,973
February	252,989	244,614	249,106
March	232,289	230,217	250,879
April	253,668	225,180	250,466
May	244,499	236,053	242,650
June	231,219	257,468	252,512
July	223,184	242,906	280,178
August	207,067	244,101	276,104
September	253,003	249,939	
October	250,801	233,403	
November	256,894	246,937	
December	230,649	237,884	

MEDIAN PRICE >>

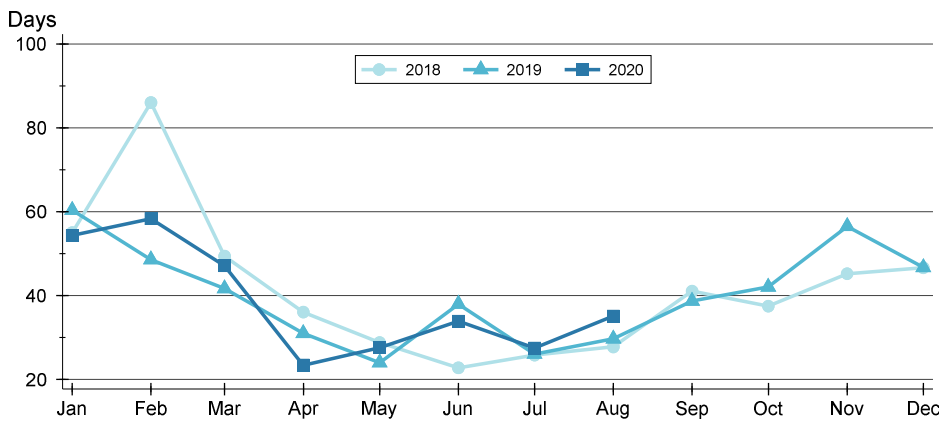


Month	2018	2019	2020
January	212,875	240,000	214,075
February	191,500	235,000	229,900
March	191,325	205,000	225,000
April	225,000	190,000	232,000
May	210,000	197,000	217,500
June	203,450	228,000	238,500
July	197,000	215,875	254,950
August	185,000	219,900	250,500
September	178,500	232,000	
October	218,000	201,500	
November	229,900	202,000	
December	194,950	220,000	

CLOSED LISTINGS ANALYSIS

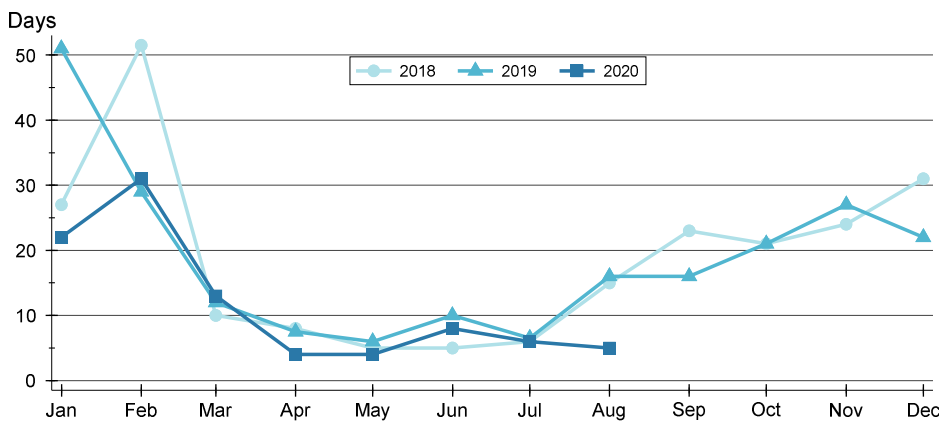
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 9/7/2020**

AVERAGE DOM >>



Month	2018	2019	2020
January	55	60	54
February	86	49	58
March	49	42	47
April	36	31	23
May	29	24	28
June	23	38	34
July	26	26	27
August	28	30	35
September	41	39	41
October	37	42	42
November	45	57	45
December	47	47	47

MEDIAN DOM >>

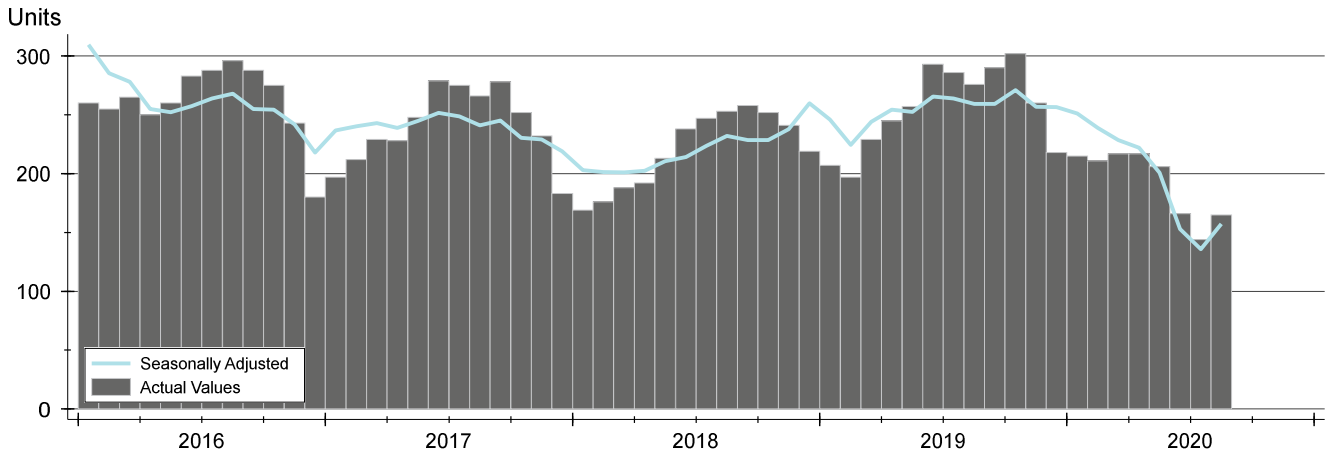


Month	2018	2019	2020
January	27	51	22
February	52	29	31
March	10	12	13
April	8	8	4
May	5	6	4
June	5	10	8
July	6	7	6
August	15	16	5
September	23	16	23
October	21	21	21
November	24	27	24
December	31	22	31

ACTIVE LISTINGS ANALYSIS

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 9/7/2020**

HISTORY >>



SUMMARY >>

Summary Statistics for Active Listings		End of August		
		2020	2019	Change
Active Listings		165	276	-40.2%
Months' Supply		1.6	2.9	-44.3%
Volume (1,000s)		54,441	89,180	-39.0%
Average	List Price	329,944	323,116	2.1%
	Days on Market	66	79	-15.6%
	Percent of Original	98.7%	97.5%	1.2%
Median	List Price	279,900	278,500	0.5%
	Days on Market	33	58	-43.1%
	Percent of Original	100.0%	100.0%	0.0%

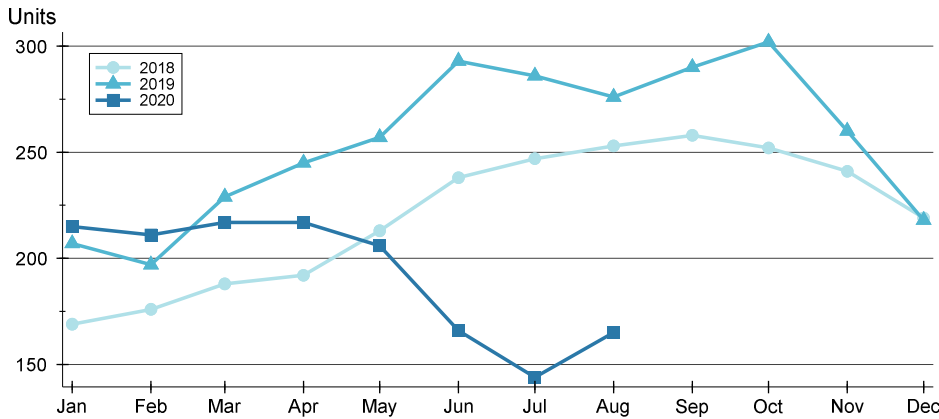
A total of 165 homes were available for sale in the City of Lawrence at the end of August. This represents a 1.6 months' supply of active listings.

The median list price of homes on the market at the end of August was \$279,900, up 0.5% from 2019. The typical time on market for active listings was 33 days, down from 58 days a year earlier.

ACTIVE LISTINGS ANALYSIS

BY MONTH >>

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 9/7/2020**



Month	2018	2019	2020
January	169	207	215
February	176	197	211
March	188	229	217
April	192	245	217
May	213	257	206
June	238	293	166
July	247	286	144
August	253	276	165
September	258	290	
October	252	302	
November	241	260	
December	219	218	

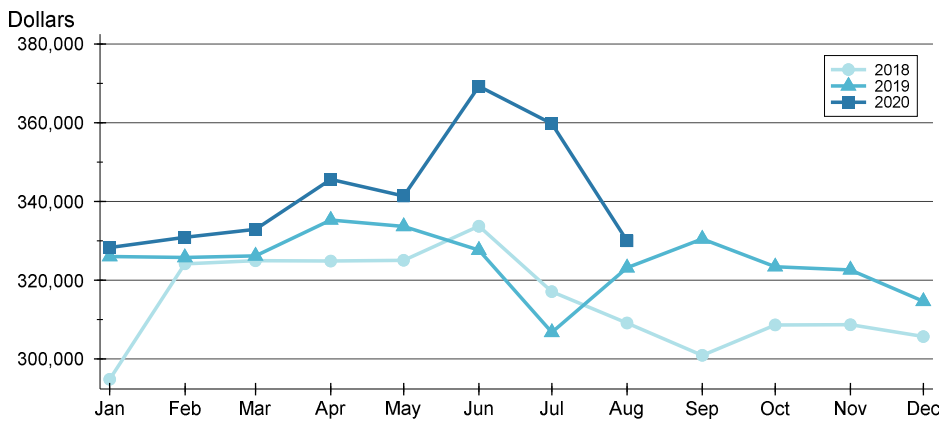
BY PRICE RANGE >>

Price Range	Active Listings			Months' Supply	List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume		Average	Median	Average	Median	Average	Median
Below \$50,000	7	4.2%	11	N/A	1,599	1,200	19	22	99.1%	100.0%
\$50,000-\$99,999	7	4.2%	573	2.3	81,874	83,500	40	13	94.3%	100.0%
\$100,000-\$149,999	19	11.5%	2,512	1.9	132,195	129,900	39	16	98.1%	100.0%
\$150,000-\$199,999	18	10.9%	3,098	0.9	172,122	166,700	35	18	98.9%	100.0%
\$200,000-\$249,999	16	9.7%	3,746	0.6	234,100	240,750	38	18	98.3%	100.0%
\$250,000-\$299,999	21	12.7%	5,748	1.1	273,700	276,500	40	35	99.3%	100.0%
\$300,000-\$349,999	17	10.3%	5,424	1.1	319,059	319,900	69	36	99.1%	100.0%
\$350,000-\$399,999	14	8.5%	5,261	2.0	375,793	377,400	54	28	100.0%	100.0%
\$400,000-\$449,999	10	6.1%	4,243	1.7	424,340	424,950	126	67	100.2%	100.0%
\$450,000-\$499,999	9	5.5%	4,295	1.8	477,256	469,900	120	53	101.2%	100.0%
\$500,000-\$599,999	14	8.5%	8,028	3.5	573,457	579,900	101	74	96.4%	100.0%
\$600,000-\$749,999	5	3.0%	3,374	2.5	674,860	674,900	140	120	96.9%	100.0%
\$750,000-\$999,999	5	3.0%	4,242	5.0	848,360	799,000	131	172	100.4%	100.0%
\$1,000,000 and up	3	1.8%	3,885	N/A	1,295,000	1,400,000	215	217	100.0%	100.0%
All price ranges	165	100.0%	54,441	1.4	329,944	279,900	66	33	98.7%	100.0%

ACTIVE LISTINGS ANALYSIS

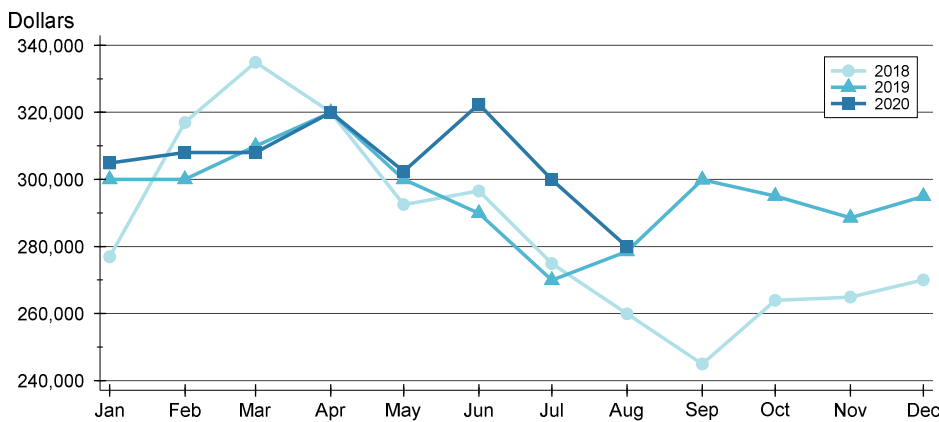
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 9/7/2020**

AVERAGE PRICE >>



Month	2018	2019	2020
January	294,789	325,960	328,240
February	324,140	325,749	330,864
March	324,921	326,114	332,866
April	324,822	335,269	345,557
May	325,028	333,601	341,378
June	333,679	327,597	369,250
July	317,060	306,684	359,709
August	309,090	323,116	329,944
September	300,891	330,454	
October	308,599	323,407	
November	308,655	322,600	
December	305,627	314,584	

MEDIAN PRICE >>

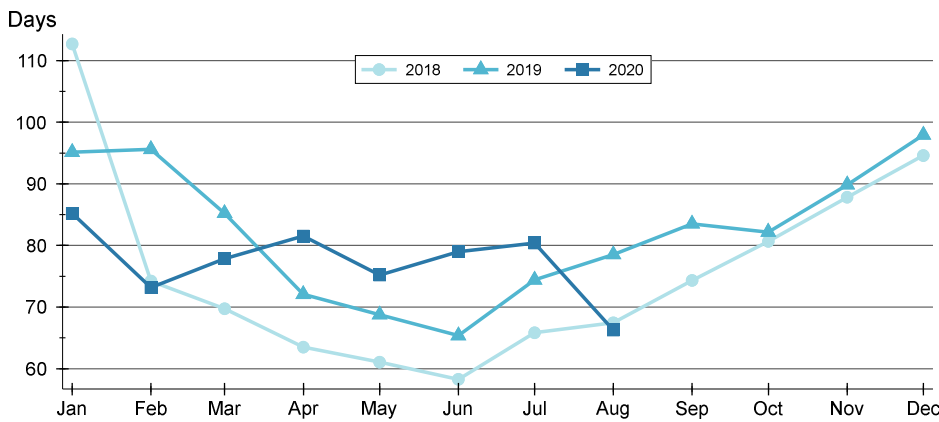


Month	2018	2019	2020
January	276,900	300,000	304,900
February	316,950	300,000	308,000
March	334,900	309,900	308,000
April	320,000	319,900	319,900
May	292,500	300,000	302,350
June	296,543	289,900	322,450
July	274,900	269,900	299,900
August	259,900	278,500	279,900
September	244,950	299,900	
October	263,950	295,000	
November	264,900	288,500	
December	270,000	294,950	

ACTIVE LISTINGS ANALYSIS

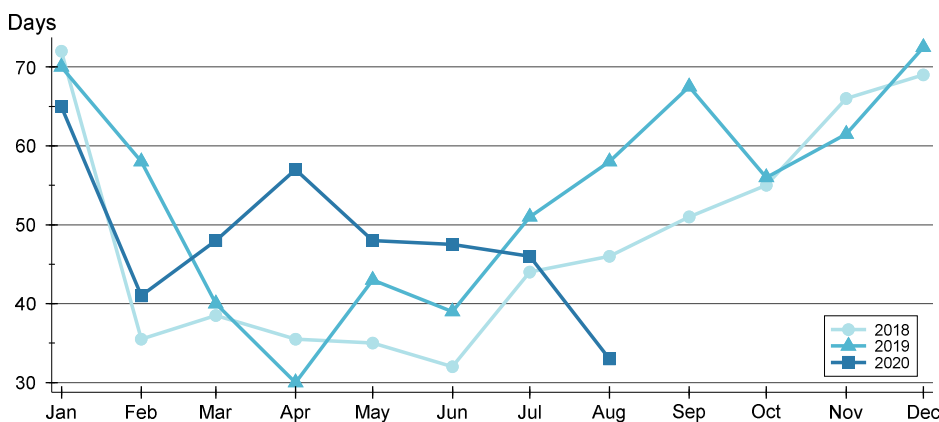
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 9/7/2020**

AVERAGE DOM >>



Month	2018	2019	2020
January	113	95	85
February	74	96	73
March	70	85	78
April	63	72	82
May	61	69	75
June	58	65	79
July	66	74	80
August	67	79	66
September	74	84	81
October	81	82	88
November	88	90	90
December	95	98	98

MEDIAN DOM >>

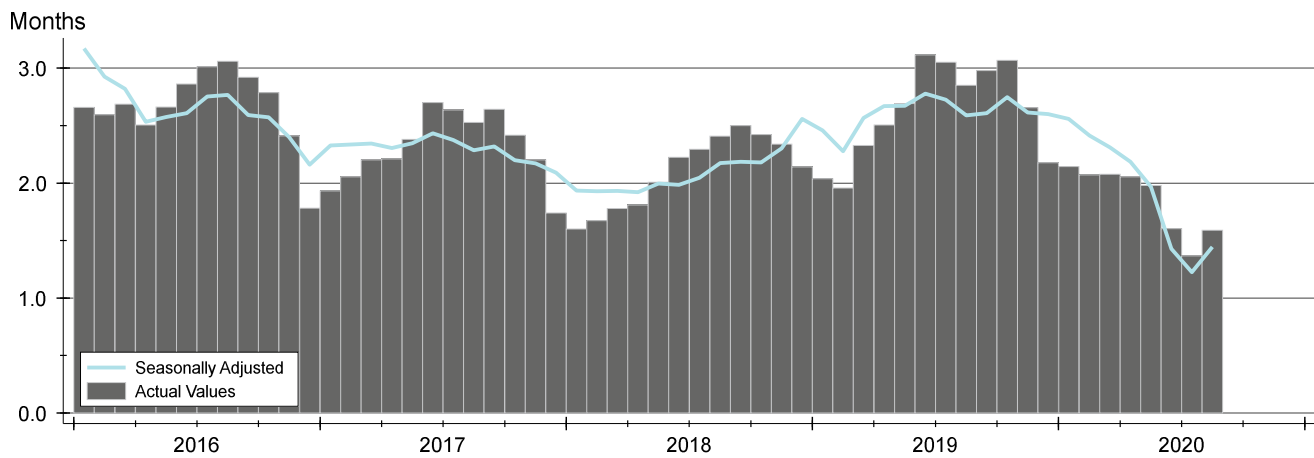


Month	2018	2019	2020
January	72	70	65
February	36	58	41
March	39	40	48
April	36	30	57
May	35	43	48
June	32	39	48
July	44	51	46
August	46	58	33
September	51	68	33
October	55	56	62
November	66	62	62
December	69	73	73

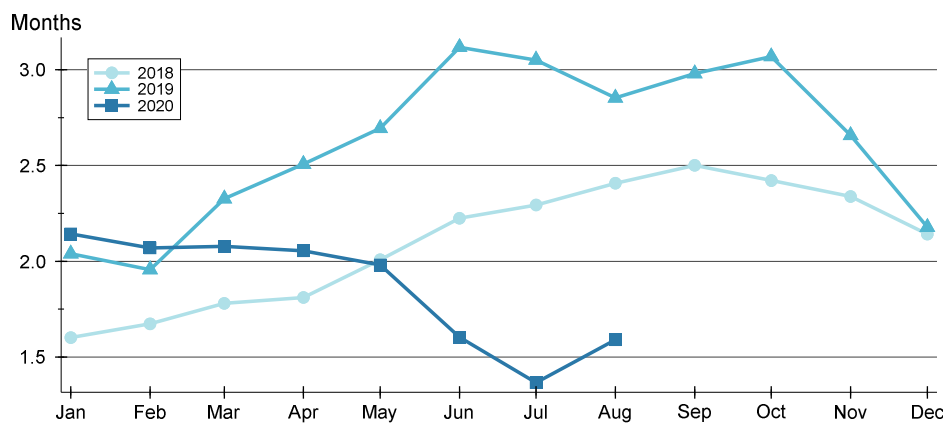
MONTHS' SUPPLY ANALYSIS

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 9/7/2020**

HISTORY >>



BY MONTH >>

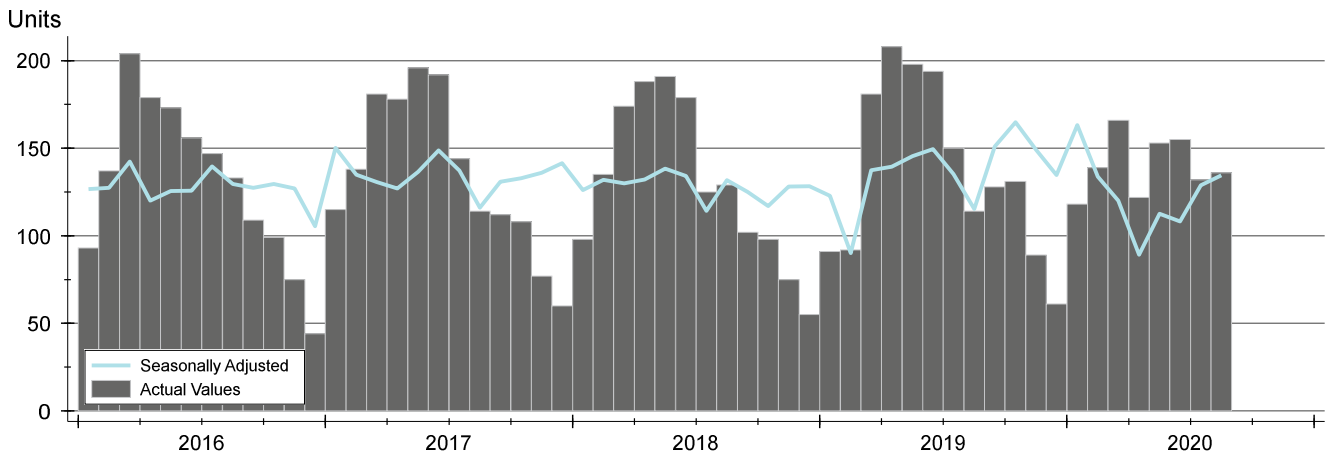


Month	2018	2019	2020
January	1.6	2.0	2.1
February	1.7	2.0	2.1
March	1.8	2.3	2.1
April	1.8	2.5	2.1
May	2.0	2.7	2.0
June	2.2	3.1	1.6
July	2.3	3.1	1.4
August	2.4	2.9	1.6
September	2.5	3.0	
October	2.4	3.1	
November	2.3	2.7	
December	2.1	2.2	

NEW LISTINGS ANALYSIS

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 9/7/2020**

HISTORY >>



SUMMARY >>

Summary Statistics for New Listings		August		
		2020	2019	Change
Current Month	New Listings	136	114	19.3%
	Volume (1,000s)	34,639	30,406	13.9%
	Average List Price	254,696	266,719	-4.5%
	Median List Price	234,950	226,000	4.0%
YTD	New Listings	1,121	1,228	-8.7%
	Volume (1,000s)	299,438	308,846	-3.0%
	Average List Price	267,117	251,503	6.2%
	Median List Price	239,900	219,900	9.1%

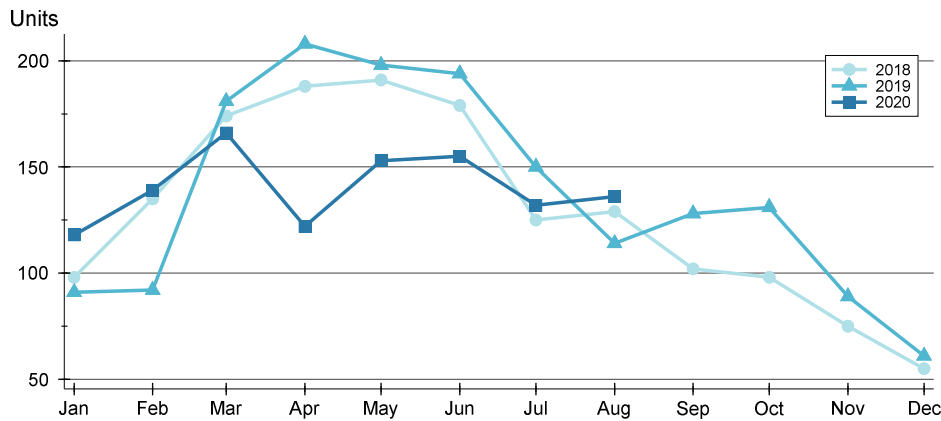
A total of 136 new listings were added in the City of Lawrence during August, up 19.3% from the same month in 2019. Year-to-date the City of Lawrence has seen 1,121 new listings.

The median list price of these homes was \$234,950 up from \$226,000 in 2019.

NEW LISTINGS ANALYSIS

BY MONTH >>

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 9/7/2020**



Month	2018	2019	2020
January	98	91	118
February	135	92	139
March	174	181	166
April	188	208	122
May	191	198	153
June	179	194	155
July	125	150	132
August	129	114	136
September	102	128	
October	98	131	
November	75	89	
December	55	61	

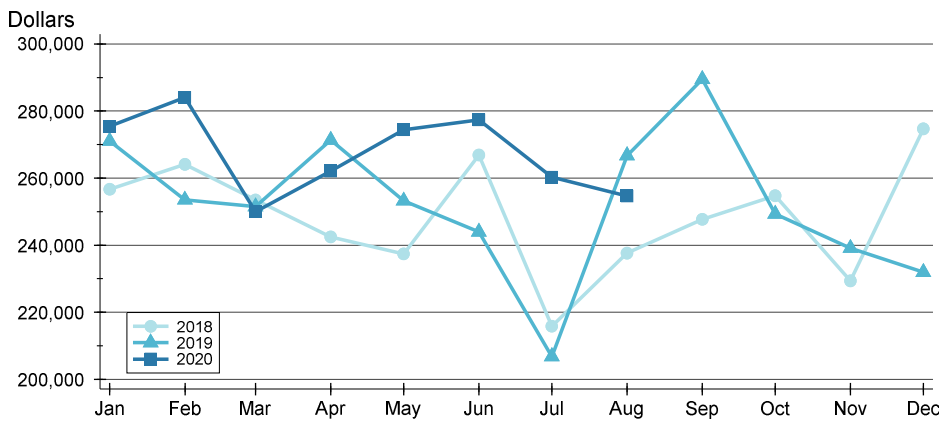
BY PRICE RANGE >>

Price Range	New Listings			List Price	
	Number	Percent	Volume	Average	Median
Below \$50,000	5	3.7%	8	1,599	1,200
\$50,000-\$99,999	5	3.7%	416	83,200	83,500
\$100,000-\$149,999	18	13.2%	2,366	131,433	129,750
\$150,000-\$199,999	29	21.3%	5,086	175,376	174,900
\$200,000-\$249,999	19	14.0%	4,407	231,974	233,000
\$250,000-\$299,999	20	14.7%	5,493	274,645	276,250
\$300,000-\$349,999	11	8.1%	3,490	317,300	314,900
\$350,000-\$399,999	15	11.0%	5,659	377,247	379,900
\$400,000-\$449,999	2	1.5%	820	409,950	409,950
\$450,000-\$499,999	3	2.2%	1,405	468,233	469,900
\$500,000-\$599,999	6	4.4%	3,410	568,317	571,000
\$600,000-\$749,999	2	1.5%	1,280	640,000	640,000
\$750,000-\$999,999	1	0.7%	799	799,000	799,000
\$1,000,000 and up	0	0.0%	0	N/A	N/A
All price ranges	136	100.0%	34,639	254,696	234,950

NEW LISTINGS ANALYSIS

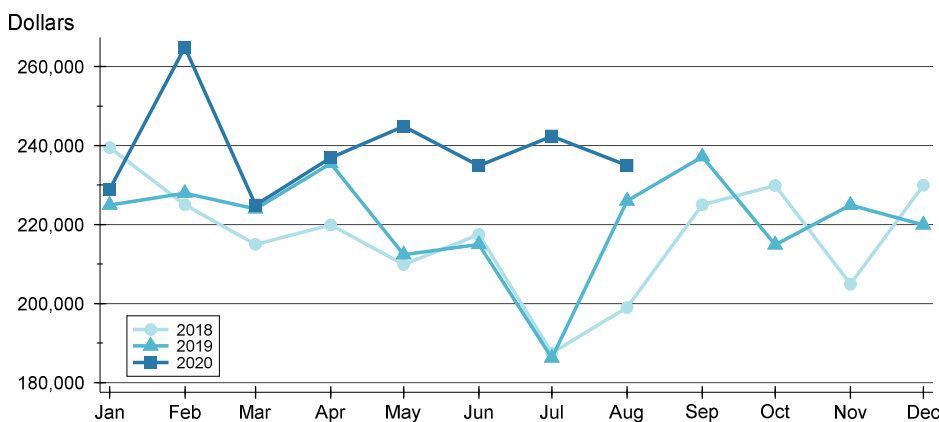
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 9/7/2020**

AVERAGE PRICE >>



Month	2018	2019	2020
January	256,668	271,062	275,445
February	264,103	253,519	284,009
March	253,478	251,491	249,995
April	242,476	271,345	262,125
May	237,400	253,236	274,447
June	266,894	243,938	277,401
July	215,828	206,787	260,256
August	237,622	266,719	254,696
September	247,709	289,474	-
October	254,742	249,298	-
November	229,374	239,118	-
December	274,702	231,896	-

MEDIAN PRICE >>

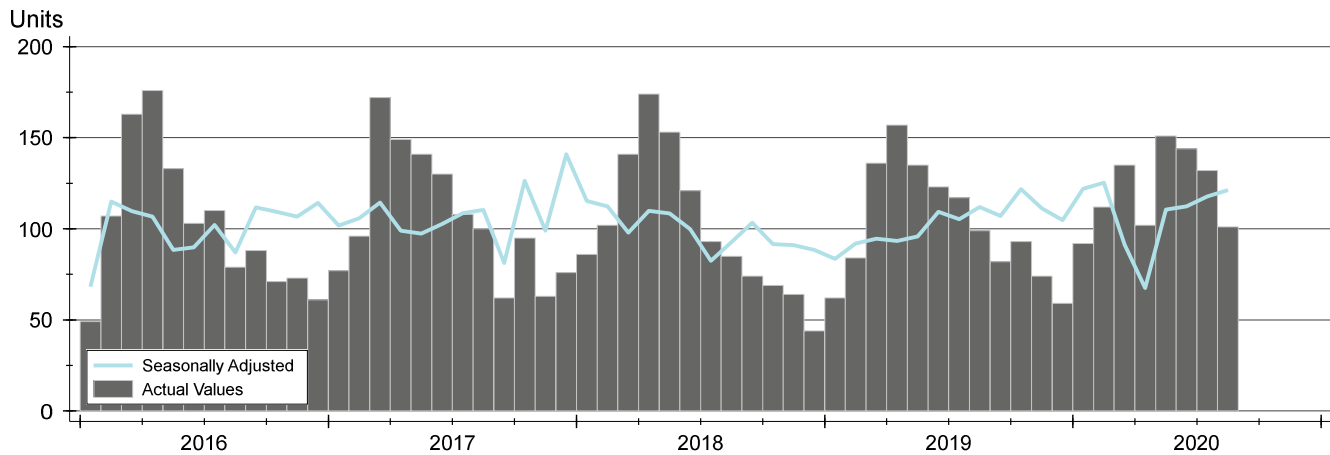


Month	2018	2019	2020
January	239,500	224,950	228,950
February	225,000	227,950	264,900
March	215,000	224,000	224,950
April	219,900	235,500	236,950
May	209,900	212,400	244,900
June	217,500	215,000	234,900
July	187,500	186,250	242,400
August	199,000	226,000	234,950
September	225,000	237,200	-
October	229,900	214,900	-
November	204,900	224,900	-
December	230,000	219,950	-

CONTRACTS WRITTEN ANALYSIS

CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 9/7/2020

HISTORY >>



SUMMARY >>

Summary Statistics		August			Year-to-Date		
for Contracts Written		2020	2019	Change	2020	2019	Change
Closed Listings		101	99	2.0%	969	913	6.1%
Volume (1,000s)		26,124	24,355	7.3%	254,316	224,593	13.2%
Average	Sale Price	258,650	246,013	5.1%	262,452	245,994	6.7%
	Days on Market	19	42	-55.6%	32	33	-2.7%
	Percent of Original	98.5%	96.5%	2.1%	98.5%	97.9%	0.7%
Median	Sale Price	229,900	215,000	6.9%	235,000	215,000	9.3%
	Days on Market	5	26	-80.8%	6	11	-45.5%
	Percent of Original	100.0%	97.5%	2.5%	100.0%	99.6%	0.4%

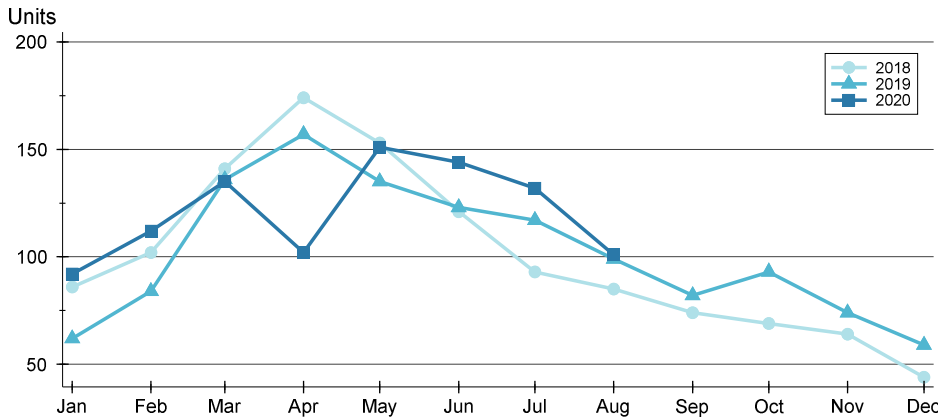
A total of 101 contracts for sale were written in the City of Lawrence during the month of August, up from 99 in 2019. The median list price of these homes was \$229,900, up from \$215,000 the prior year.

Half of the homes that went under contract in August were on the market less than 5 days, compared to 26 days in August 2019.

CONTRACTS WRITTEN ANALYSIS

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 9/7/2020**

BY MONTH >>



Month	2018	2019	2020
January	86	62	92
February	102	84	112
March	141	136	135
April	174	157	102
May	153	135	151
June	121	123	144
July	93	117	132
August	85	99	101
September	74	82	74
October	69	93	64
November	64	74	59
December	44	59	44

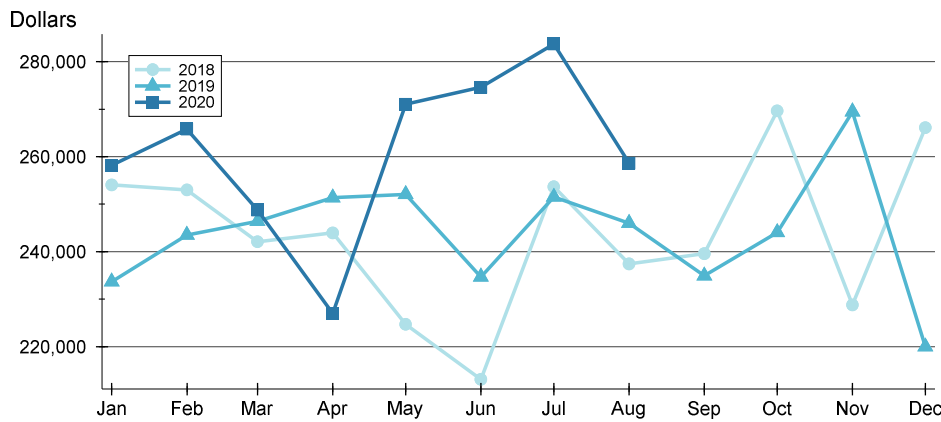
BY PRICE RANGE >>

Price Range	Contracts Written			List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median
Below \$50,000	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
\$50,000-\$99,999	3	3.0%	268	89,300	85,400	12	15	89.8%	93.3%
\$100,000-\$149,999	14	13.9%	1,775	126,786	125,000	12	4	97.8%	100.0%
\$150,000-\$199,999	24	23.8%	4,170	173,750	167,700	10	3	99.4%	100.0%
\$200,000-\$249,999	17	16.8%	3,838	225,794	229,900	11	3	98.7%	100.0%
\$250,000-\$299,999	16	15.8%	4,403	275,181	274,000	18	4	99.0%	100.0%
\$300,000-\$349,999	9	8.9%	2,918	324,167	328,900	22	4	98.5%	100.0%
\$350,000-\$399,999	10	9.9%	3,811	381,100	382,400	51	15	99.1%	100.0%
\$400,000-\$449,999	1	1.0%	400	400,000	400,000	2	2	100.0%	100.0%
\$450,000-\$499,999	2	2.0%	983	491,500	491,500	15	15	100.0%	100.0%
\$500,000-\$599,999	2	2.0%	1,065	532,450	532,450	13	13	100.0%	100.0%
\$600,000-\$749,999	1	1.0%	699	699,000	699,000	53	53	100.0%	100.0%
\$750,000-\$999,999	2	2.0%	1,794	897,000	897,000	69	69	93.4%	93.4%
\$1,000,000 and up	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
All price ranges	101	100.0%	26,124	258,650	229,900	19	5	98.5%	100.0%

CONTRACTS WRITTEN ANALYSIS

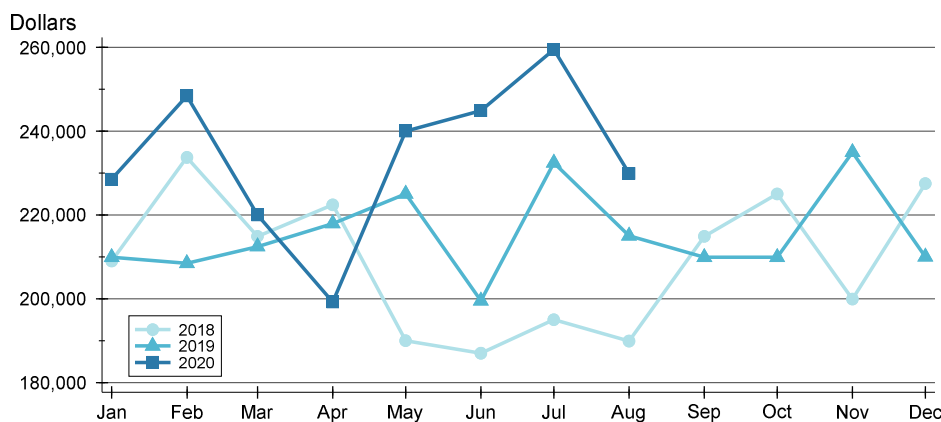
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 9/7/2020**

AVERAGE PRICE >>



Month	2018	2019	2020
January	254,060	233,686	258,187
February	253,006	243,524	265,812
March	242,107	246,402	248,782
April	243,951	251,351	227,017
May	224,719	252,072	271,062
June	213,134	234,702	274,618
July	253,662	251,518	283,724
August	237,427	246,013	258,650
September	239,584	234,923	
October	269,649	244,064	
November	228,792	269,458	
December	266,112	220,000	

MEDIAN PRICE >>

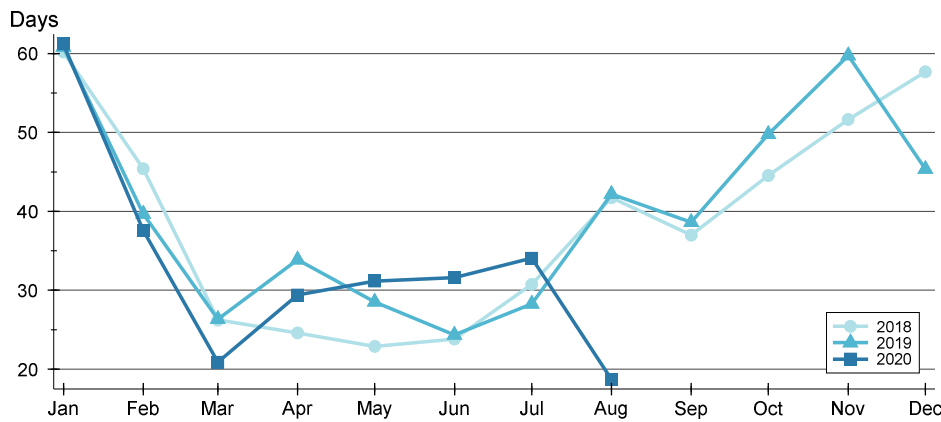


Month	2018	2019	2020
January	209,000	209,900	228,500
February	233,725	208,450	248,400
March	214,900	212,450	220,000
April	222,400	217,950	199,250
May	190,000	225,000	240,000
June	187,000	199,500	244,900
July	195,000	232,400	259,450
August	189,900	215,000	229,900
September	214,900	209,900	
October	225,000	209,900	
November	199,925	234,950	
December	227,500	210,000	

CONTRACTS WRITTEN ANALYSIS

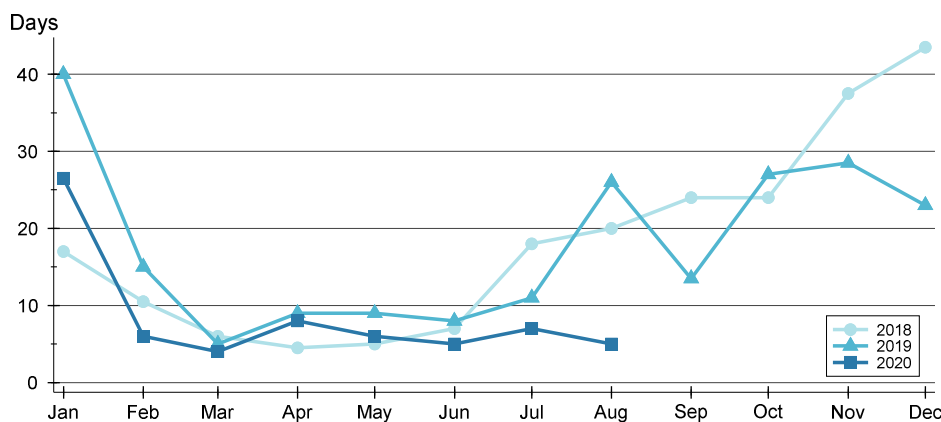
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 9/7/2020**

AVERAGE DOM >>



Month	2018	2019	2020
January	60	61	61
February	45	40	38
March	26	26	21
April	25	34	29
May	23	29	31
June	24	24	32
July	31	28	34
August	42	42	19
September	37	39	39
October	45	50	50
November	52	60	60
December	58	45	45

MEDIAN DOM >>

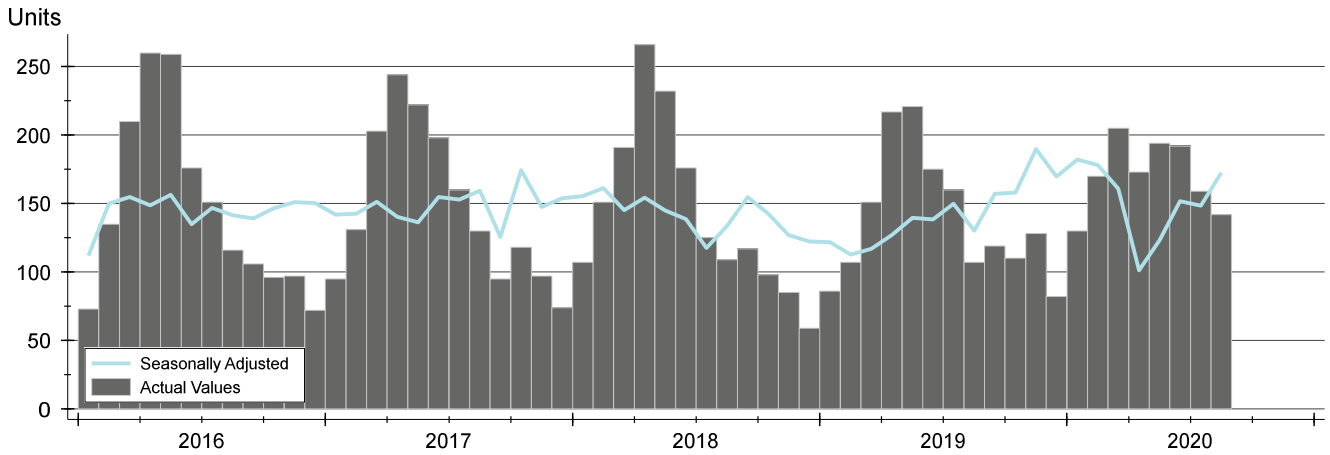


Month	2018	2019	2020
January	17	40	27
February	11	15	6
March	6	5	4
April	5	9	8
May	5	9	6
June	7	8	5
July	18	11	7
August	20	26	5
September	24	14	14
October	24	27	27
November	38	29	29
December	44	23	23

PENDING CONTRACTS ANALYSIS

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 9/7/2020**

HISTORY >>



SUMMARY >>

Summary Statistics		End of August		
for Active Listings		2020	2019	Change
Active Listings		142	107	32.7%
Volume (1,000s)		39,348	26,603	47.9%
Average	List Price	277,101	248,627	11.5%
	Days on Market	23	38	-40.9%
	Percent of Original	98.6%	98.0%	0.6%
Median	List Price	247,950	224,900	10.2%
	Days on Market	7	20	-65.0%
	Percent of Original	100.0%	100.0%	0.0%

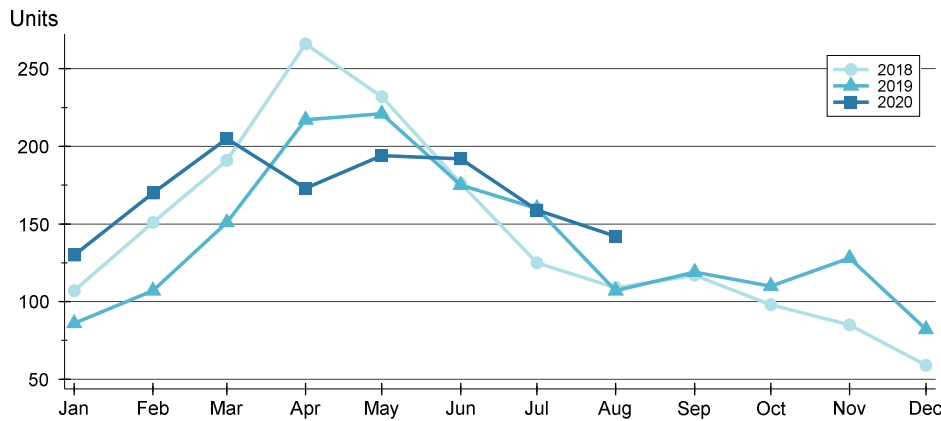
A total of 142 listings in the City of Lawrence had contracts pending at the end of August, up from 107 contracts pending at the end of August 2019.

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

PENDING CONTRACTS ANALYSIS

BY MONTH >>

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 9/7/2020**



Month	2018	2019	2020
January	107	86	130
February	151	107	170
March	191	151	205
April	266	217	173
May	232	221	194
June	176	175	192
July	125	160	159
August	109	107	142
September	117	119	
October	98	110	
November	85	128	
December	59	82	

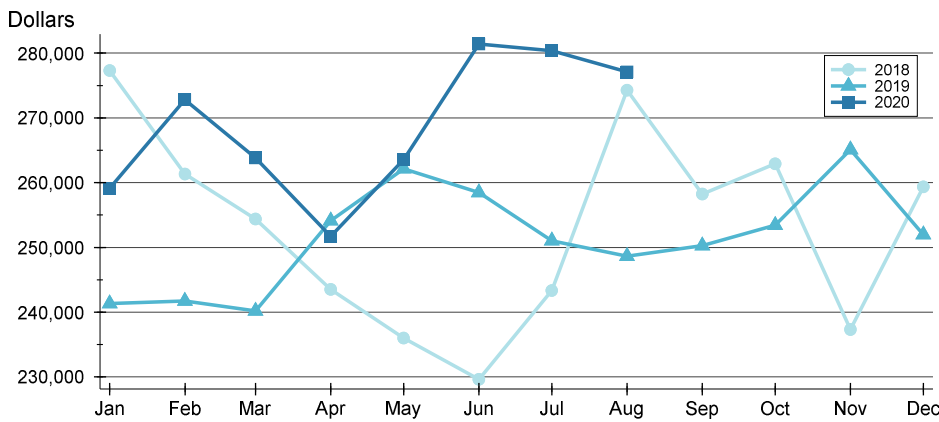
BY PRICE RANGE >>

Price Range	Contracts Written			List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median
Below \$50,000	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
\$50,000-\$99,999	3	2.1%	267	89,150	84,950	13	15	97.8%	100.0%
\$100,000-\$149,999	17	12.0%	2,169	127,568	125,000	23	14	96.8%	100.0%
\$150,000-\$199,999	30	21.1%	5,210	173,667	169,900	17	7	99.1%	100.0%
\$200,000-\$249,999	24	16.9%	5,562	231,750	232,400	10	3	99.3%	100.0%
\$250,000-\$299,999	25	17.6%	6,856	274,248	274,000	20	5	99.3%	100.0%
\$300,000-\$349,999	12	8.5%	3,883	323,592	324,425	20	9	98.9%	100.0%
\$350,000-\$399,999	12	8.5%	4,522	376,833	372,400	31	14	99.2%	100.0%
\$400,000-\$449,999	6	4.2%	2,487	414,433	417,313	84	5	93.5%	100.0%
\$450,000-\$499,999	3	2.1%	1,483	494,167	498,500	13	10	100.0%	100.0%
\$500,000-\$599,999	5	3.5%	2,753	550,580	534,900	22	17	100.0%	100.0%
\$600,000-\$749,999	2	1.4%	1,388	694,000	694,000	60	60	99.3%	99.3%
\$750,000-\$999,999	3	2.1%	2,769	923,000	975,000	47	37	95.6%	96.4%
\$1,000,000 and up	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
All price ranges	142	100.0%	39,348	277,101	247,950	23	7	98.6%	100.0%

PENDING CONTRACTS ANALYSIS

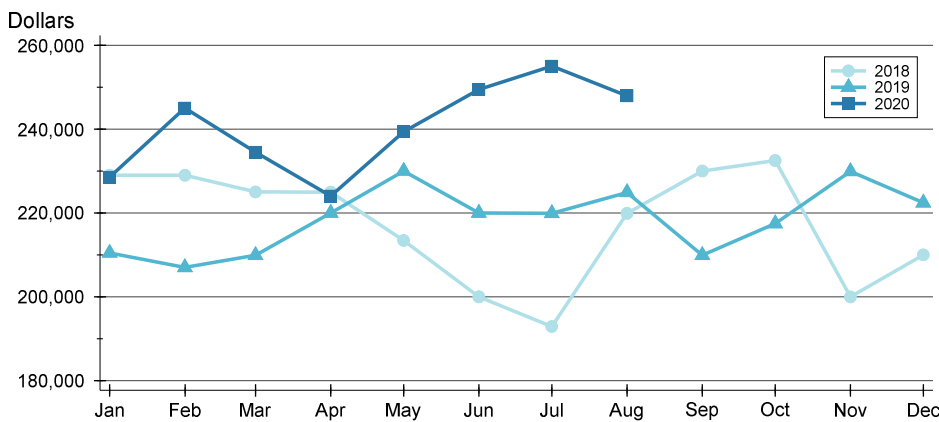
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 9/7/2020**

AVERAGE PRICE >>



Month	2018	2019	2020
January	277,321	241,322	259,140
February	261,332	241,706	272,790
March	254,384	240,193	263,812
April	243,519	254,113	251,694
May	236,007	262,156	263,573
June	229,631	258,478	281,418
July	243,337	251,037	280,388
August	274,271	248,627	277,101
September	258,250	250,263	
October	262,912	253,428	
November	237,321	265,092	
December	259,354	251,972	

MEDIAN PRICE >>

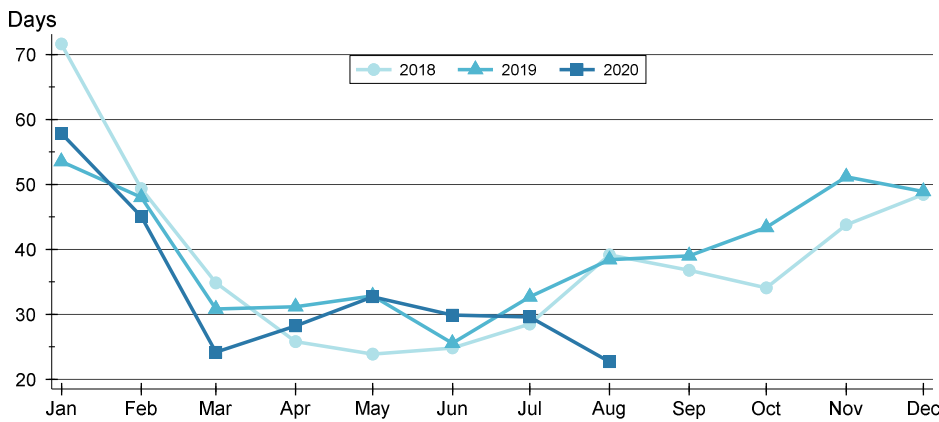


Month	2018	2019	2020
January	229,000	210,450	228,500
February	229,000	207,000	245,000
March	225,000	209,900	234,500
April	224,975	219,950	224,000
May	213,450	230,000	239,400
June	199,975	219,950	249,425
July	192,900	219,900	255,000
August	219,900	224,900	247,950
September	230,000	209,900	
October	232,500	217,450	
November	199,950	229,900	
December	210,000	222,425	

PENDING CONTRACTS ANALYSIS

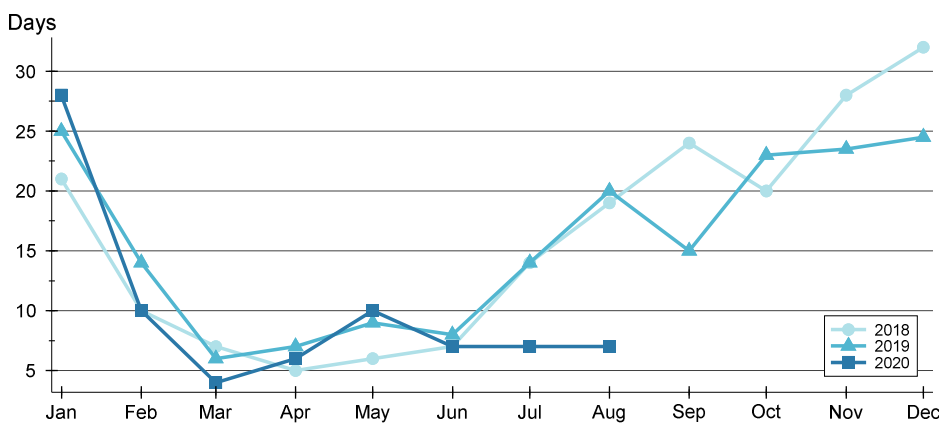
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 9/7/2020**

AVERAGE DOM >>



Month	2018	2019	2020
January	72	54	58
February	49	48	45
March	35	31	24
April	26	31	28
May	24	33	33
June	25	26	30
July	29	33	30
August	39	38	23
September	37	39	39
October	34	43	43
November	44	51	51
December	48	49	49

MEDIAN DOM >>



Month	2018	2019	2020
January	21	25	28
February	10	14	10
March	7	6	4
April	5	7	6
May	6	9	10
June	7	8	7
July	14	14	7
August	19	20	7
September	24	15	24
October	20	23	23
November	28	24	24
December	32	25	25