

MARKET OVERVIEW >>

Lawrence City Home Sales Rose in December

Total home sales in the City of Lawrence rose by 18.3% last month to 110 units, compared to 93 units in December 2019. Total sales volume was \$29.6 million, up 34.0% from a year earlier.

The median sale price in December was \$245,000, up from \$220,000 a year earlier. Homes that sold in December were typically on the market for 14 days and sold for 100.0% of their list prices.

Lawrence City Active Listings Down at End of December

The total number of active listings in the City of Lawrence at the end of December was 81 units, down from 218 at the same point in 2019. This represents a 0.7 months' supply of homes available for sale. The median list price of homes on the market at the end of December was \$273,000.

During December, a total of 62 contracts were written up from 59 in December 2019. At the end of the month, there were 90 contracts pending, compared to 82 at the end of December 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.

Contact Information

Rob Hulse, Executive Vice-President
Lawrence Board of REALTORS®
3838 West 6th Street (at Monterey)
Lawrence, KS 66049
785-842-1843
Rob@LawrenceRealtor.com
www.LawrenceRealtor.com

City of Lawrence				
Current Month		December		
Summary Statistics		2020	2019	Change
Home Sales		110	93	18.3%
Active Listings		81	218	-62.8%
Months' Supply		0.7	2.2	-66.7%
New Listings		52	61	-14.8%
Contracts Written		62	59	5.1%
Pending Contracts		90	82	9.8%
Sales Volume (1,000s)		29,635	22,123	34.0%
Average	Sale Price	269,410	237,884	13.3%
	List Price of Actives	362,929	314,584	15.4%
	Days on Market	28	47	-40.5%
	Percent of List	99.7%	97.6%	2.2%
	Percent of Original	99.1%	95.6%	3.6%
Median	Sale Price	245,000	220,000	11.4%
	List Price of Actives	273,000	294,950	-7.4%
	Days on Market	14	22	-36.4%
	Percent of List	100.0%	98.8%	1.2%
	Percent of Original	100.0%	97.5%	2.5%

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THREE-YEAR COMPARISONS

SUMMARY >>

**BREAKDOWNS BY HOME TYPE
CITY OF LAWRENCE
AS OF 1/9/2021**

December MLS Statistics		2020			2019			2018			
By Property Type		Total	Existing	New	Total	Existing	New	Total	Existing	New	
Home Sales		110	90	20	93	87	6	66	59	7	
	Change from prior year	18.3%	3.4%	233.3%	40.9%	47.5%	-14.3%	-13.2%	-11.9%	-22.2%	
Active Listings		81	63	18	218	157	61	219	174	45	
	Change from prior year	-62.8%	-59.9%	-70.5%	-0.5%	-9.8%	35.6%	19.7%	29.9%	-8.2%	
Months' Supply		0.7	0.6	1.3	2.2	1.7	7.6	2.1	1.9	4.1	
	Change from prior year	-66.7%	-62.2%	-83.0%	1.7%	-10.6%	86.4%	23.1%	36.1%	-20.7%	
New Listings		52	48	4	61	53	8	55	50	5	
	Change from prior year	-14.8%	-9.4%	-50.0%	10.9%	6.0%	60.0%	-8.3%	-2.0%	-44.4%	
Contracts Written		62	54	8	59	53	6	44	41	3	
	Change from prior year	5.1%	1.9%	33.3%	34.1%	29.3%	100.0%	-42.1%	-32.8%	-80.0%	
Pending Contracts		90	68	22	82	68	14	59	53	6	
	Change from prior year	9.8%	0.0%	57.1%	39.0%	28.3%	133.3%	-20.3%	-15.9%	-45.5%	
Sales Volume (1,000s)		29,635	22,318	7,317	22,123	20,535	1,588	15,223	12,549	2,674	
	Change from prior year	34.0%	8.7%	360.7%	45.3%	63.6%	-40.6%	-9.7%	-9.7%	-9.6%	
Average	Sale Price	269,410	247,982	365,837	237,884	236,036	264,682	230,649	212,695	381,971	
		Change from prior year	13.3%	5.1%	38.2%	3.1%	11.0%	-30.7%	4.0%	2.5%	16.3%
	List Price of Actives	362,929	342,407	434,756	314,584	277,547	409,909	305,627	289,164	369,280	
		Change from prior year	15.4%	23.4%	6.1%	2.9%	-4.0%	11.0%	5.0%	13.7%	-5.9%
	Days on Market	28	18	70	47	45	71	47	38	122	
		Change from prior year	-40.5%	-58.9%	-2.6%	0.2%	19.6%	-41.7%	-2.2%	0.8%	-1.7%
Percent of List		99.7%	99.7%	99.7%	97.6%	97.5%	98.8%	98.3%	98.2%	99.7%	
		Change from prior year	2.2%	2.3%	0.9%	-0.8%	-0.7%	-0.8%	0.3%	0.3%	0.4%
Percent of Original		99.1%	98.8%	100.1%	95.6%	95.4%	98.5%	96.8%	96.6%	99.1%	
		Change from prior year	3.6%	3.6%	1.6%	-1.3%	-1.2%	-0.6%	-0.1%	-0.1%	0.3%
Median	Sale Price	245,000	225,000	312,950	220,000	218,500	251,645	194,950	180,000	344,000	
		Change from prior year	11.4%	3.0%	24.4%	12.8%	21.4%	-26.8%	0.4%	0.0%	47.0%
	List Price of Actives	273,000	242,500	442,450	294,950	234,900	389,900	270,000	237,450	349,900	
		Change from prior year	-7.4%	3.2%	13.5%	9.2%	-1.1%	11.4%	1.5%	42.6%	0.0%
	Days on Market	14	7	42	22	22	45	31	23	77	
		Change from prior year	-36.4%	-68.2%	-5.6%	-29.0%	-4.3%	-42.2%	67.6%	76.9%	30.5%
Percent of List		100.0%	100.0%	100.0%	98.8%	98.6%	100.0%	98.8%	98.7%	100.0%	
		Change from prior year	1.2%	1.4%	0.0%	-0.1%	-0.1%	0.0%	-0.7%	-0.2%	0.0%
Percent of Original		100.0%	100.0%	100.0%	97.5%	97.4%	99.5%	97.6%	96.8%	99.0%	
		Change from prior year	2.5%	2.7%	0.5%	0.0%	0.6%	0.6%	-1.0%	-1.6%	-1.0%

YEAR-TO-DATE STATISTICS

SUMMARY >>

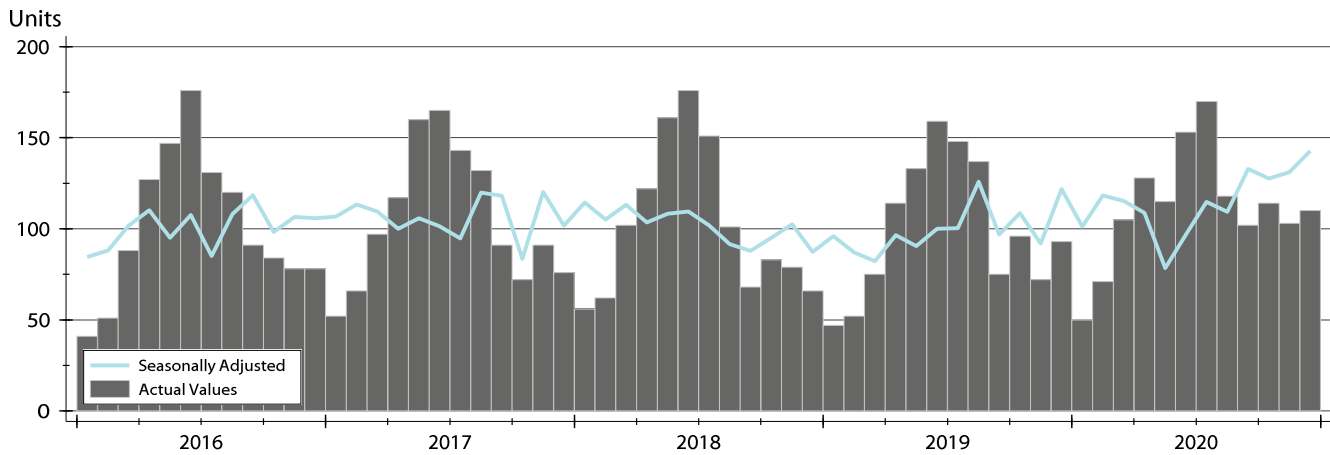
**YTD BREAKDOWNS BY HOME TYPE
CITY OF LAWRENCE
AS OF 1/9/2021**

Year-to-Date Activity		2020			2019			2018		
By Property Type		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		1,339	1,172	167	1,201	1,105	96	1,227	1,095	132
Change from prior year		11.5%	6.1%	74.0%	-2.1%	0.9%	-27.3%	-2.8%	-4.6%	15.8%
New Listings		1,482	1,316	166	1,637	1,477	160	1,549	1,397	152
Change from prior year		-9.5%	-10.9%	3.8%	5.7%	5.7%	5.3%	-4.1%	-4.3%	-2.6%
Contracts Written		1,346	1,171	175	1,221	1,117	104	1,206	1,081	125
Change from prior year		10.2%	4.8%	68.3%	1.2%	3.3%	-16.8%	-5.0%	-6.7%	13.6%
Sales Volume (1,000s)		348,004	289,686	58,318	290,679	259,015	31,664	291,999	245,576	46,423
Change from prior year		19.7%	11.8%	84.2%	-0.5%	5.5%	-31.8%	7.1%	4.0%	26.8%
Average	Sale Price	259,899	247,172	349,212	242,031	234,403	329,834	237,978	224,270	351,689
	Change from prior year	7.4%	5.4%	5.9%	1.7%	4.5%	-6.2%	10.1%	9.0%	9.5%
	Days on Market	33	25	87	37	33	85	37	30	101
	Change from prior year	-12.0%	-24.6%	2.7%	-0.5%	11.1%	-15.6%	-4.8%	-5.5%	-14.3%
Percent of List	Percent of List	99.5%	99.4%	100.2%	98.7%	98.6%	99.9%	98.7%	98.6%	99.7%
	Change from prior year	0.8%	0.8%	0.3%	0.0%	0.1%	0.3%	-0.2%	-0.1%	-0.9%
	Percent of Original	98.5%	98.3%	99.9%	97.4%	97.2%	99.8%	97.6%	97.4%	99.3%
	Change from prior year	1.2%	1.2%	0.1%	-0.3%	-0.3%	0.5%	-0.1%	0.0%	-1.2%
Median	Sale Price	236,400	222,000	329,800	213,000	204,000	333,950	204,500	193,000	339,400
	Change from prior year	11.0%	8.8%	-1.2%	4.2%	5.7%	-1.6%	13.6%	10.3%	11.4%
	Days on Market	7	5	55	14	12	73	12	10	64
	Change from prior year	-50.0%	-58.3%	-24.1%	16.7%	20.0%	14.2%	9.1%	0.0%	-14.2%
Percent of List	Percent of List	100.0%	100.0%	100.0%	99.7%	99.3%	100.0%	100.0%	99.5%	100.0%
	Change from prior year	0.3%	0.7%	0.0%	-0.3%	-0.2%	0.0%	0.0%	-0.5%	0.0%
	Percent of Original	100.0%	100.0%	100.0%	98.8%	98.4%	100.0%	99.2%	98.8%	100.0%
	Change from prior year	1.2%	1.6%	0.0%	-0.4%	-0.4%	0.0%	-0.1%	0.0%	0.0%

CLOSED LISTINGS ANALYSIS

CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 1/9/2021

HISTORY >>



SUMMARY >>

Summary Statistics		December			Year-to-Date		
for Closed Listings		2020	2019	Change	2020	2019	Change
Closed Listings		110	93	18.3%	1,339	1,201	11.5%
Volume (1,000s)		29,635	22,123	34.0%	348,004	290,679	19.7%
Average	Sale Price	269,410	237,884	13.3%	259,899	242,031	7.4%
	Days on Market	28	47	-40.5%	33	37	-12.0%
	Percent of List	99.7%	97.6%	2.2%	99.5%	98.7%	0.8%
	Percent of Original	99.1%	95.6%	3.6%	98.5%	97.4%	1.2%
Median	Sale Price	245,000	220,000	11.4%	236,400	213,000	11.0%
	Days on Market	14	22	-36.4%	7	14	-50.0%
	Percent of List	100.0%	98.8%	1.2%	100.0%	99.7%	0.3%
	Percent of Original	100.0%	97.5%	2.5%	100.0%	98.8%	1.2%

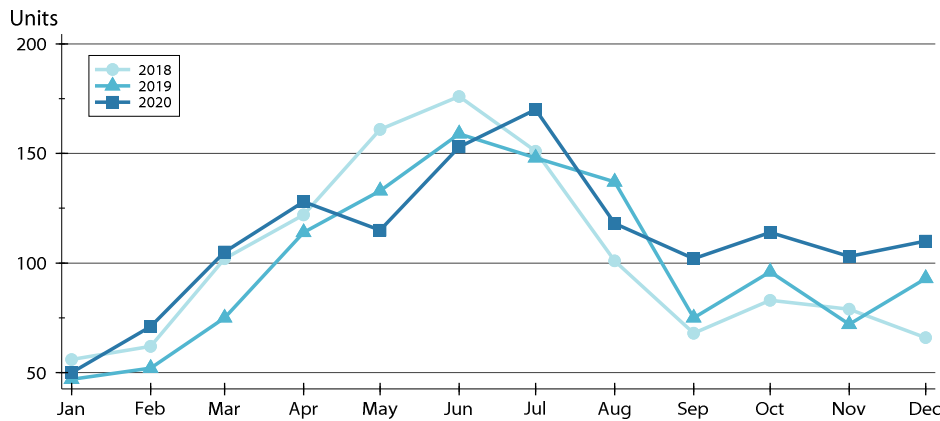
A total of 110 homes sold in the City of Lawrence in December, up from 93 units in December 2019. Total sales volume rose to \$29.6 million compared to \$22.1 million in the previous year.

The median sales price in December was \$245,000, up 11.4% compared to the prior year. Median days on market was 14 days, up from 4 days in November, but down from 22 in December 2019.

CLOSED LISTINGS ANALYSIS

BY MONTH >>

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 1/9/2021**



Month	2018	2019	2020
January	56	47	50
February	62	52	71
March	102	75	105
April	122	114	128
May	161	133	115
June	176	159	153
July	151	148	170
August	101	137	118
September	68	75	102
October	83	96	114
November	79	72	103
December	66	93	110

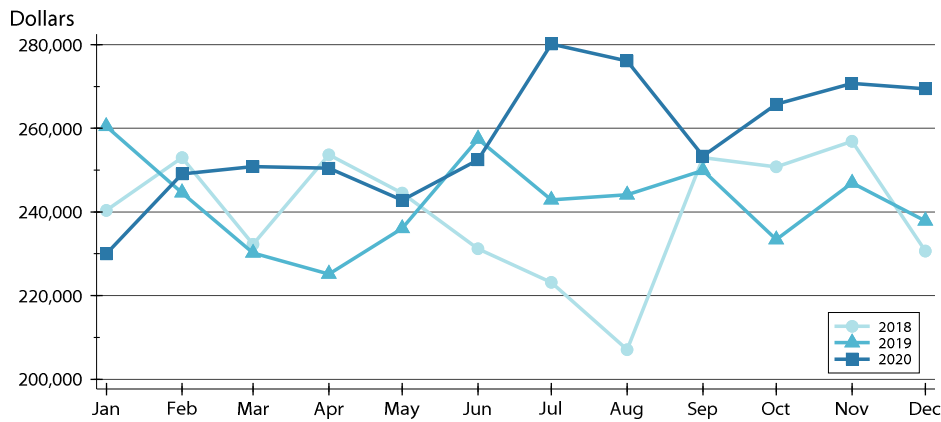
BY PRICE RANGE >>

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	2.7%	268	89,467	90,000	31	29	92.9%	90.5%	90.2%	90.2%
\$100,000-\$149,999	11	10.0%	1,472	133,791	131,000	15	4	99.5%	100.0%	99.2%	100.0%
\$150,000-\$199,999	22	20.0%	3,866	175,748	174,450	21	9	100.2%	100.0%	99.1%	99.8%
\$200,000-\$249,999	23	20.9%	5,240	227,843	230,000	10	3	101.1%	100.0%	100.9%	100.0%
\$250,000-\$299,999	18	16.4%	4,851	269,496	269,950	38	22	99.5%	100.0%	98.7%	100.0%
\$300,000-\$349,999	11	10.0%	3,495	317,755	310,000	72	27	100.4%	100.0%	99.3%	100.0%
\$350,000-\$399,999	7	6.4%	2,611	372,929	369,900	24	19	98.6%	99.0%	97.6%	99.0%
\$400,000-\$449,999	7	6.4%	2,922	417,400	419,900	29	10	100.3%	100.0%	100.1%	100.0%
\$450,000-\$499,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$500,000-\$599,999	4	3.6%	2,167	541,775	537,000	22	16	97.9%	97.6%	97.9%	97.6%
\$600,000-\$749,999	4	3.6%	2,743	685,625	687,500	42	31	97.1%	97.8%	97.2%	94.2%
\$750,000-\$999,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$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	110	100.0%	29,635	269,410	245,000	28	14	99.7%	100.0%	99.1%	100.0%

CLOSED LISTINGS ANALYSIS

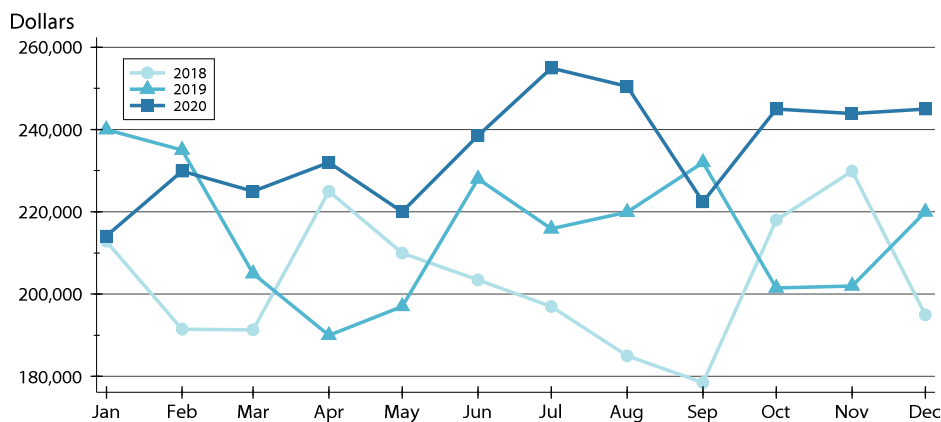
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 1/9/2021**

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	242,777
June	231,219	257,468	252,488
July	223,184	242,906	280,164
August	207,067	244,101	276,104
September	253,003	249,939	253,345
October	250,801	233,403	265,768
November	256,894	246,937	270,728
December	230,649	237,884	269,410

MEDIAN PRICE >>

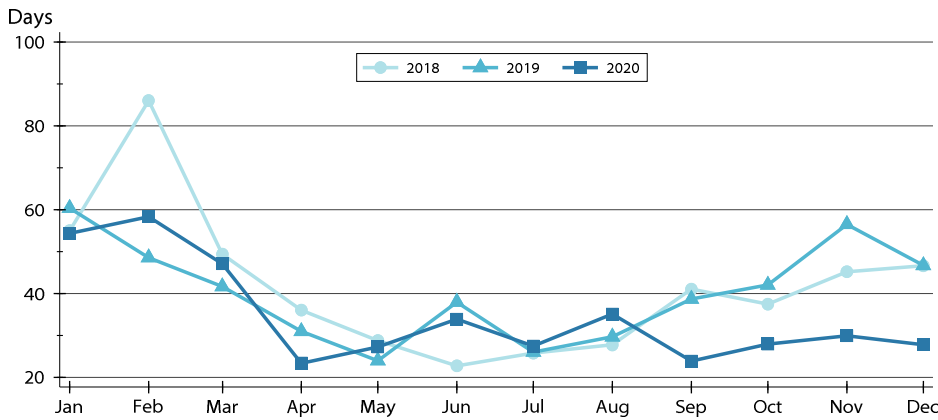


Month	2018	2019	2020
January	212,875	240,000	214,075
February	191,500	235,000	229,900
March	191,325	205,000	225,000
April	225,000	190,000	232,000
May	210,000	197,000	220,000
June	203,450	228,000	238,500
July	197,000	215,875	254,950
August	185,000	219,900	250,500
September	178,500	232,000	222,450
October	218,000	201,500	245,000
November	229,900	202,000	243,900
December	194,950	220,000	245,000

CLOSED LISTINGS ANALYSIS

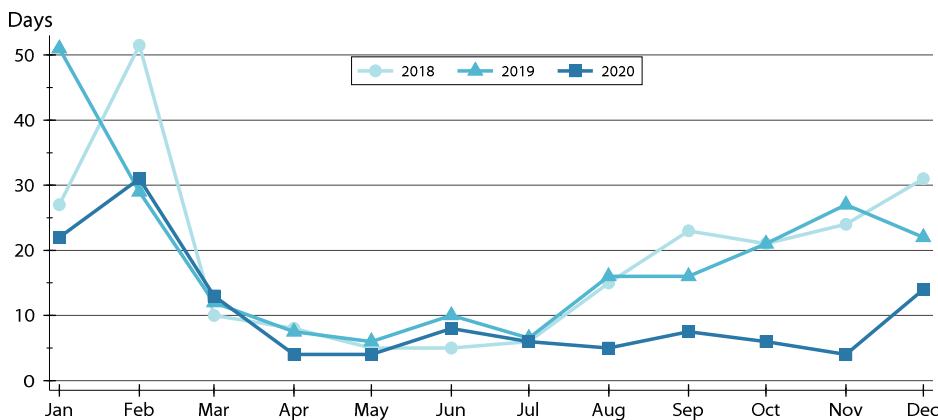
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 1/9/2021**

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	27
June	23	38	34
July	26	26	27
August	28	30	35
September	41	39	24
October	37	42	28
November	45	57	30
December	47	47	28

MEDIAN DOM >>

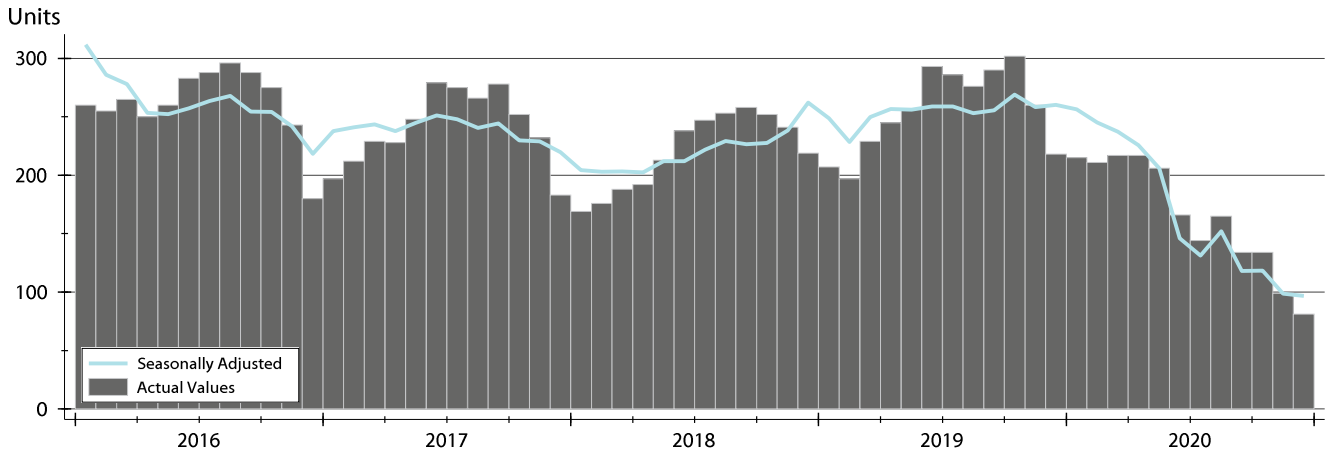


Month	2018	2019	2020
January	27	51	22
February	52	29	31
March	10	12	13
April	8	8	4
May	5	6	4
June	5	10	8
July	6	7	6
August	15	16	5
September	23	16	8
October	21	21	6
November	24	27	4
December	31	22	14

ACTIVE LISTINGS ANALYSIS

HISTORY >>

CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 1/9/2021



SUMMARY >>

Summary Statistics		End of December		
for Active Listings		2020	2019	Change
Active Listings		81	218	-62.8%
Months' Supply		0.7	2.2	-66.7%
Volume (1,000s)		29,397	68,579	-57.1%
Average	List Price	362,929	314,584	15.4%
	Days on Market	81	98	-17.7%
	Percent of Original	98.0%	97.9%	0.0%
Median	List Price	273,000	294,950	-7.4%
	Days on Market	65	73	-10.3%
	Percent of Original	100.0%	100.0%	0.0%

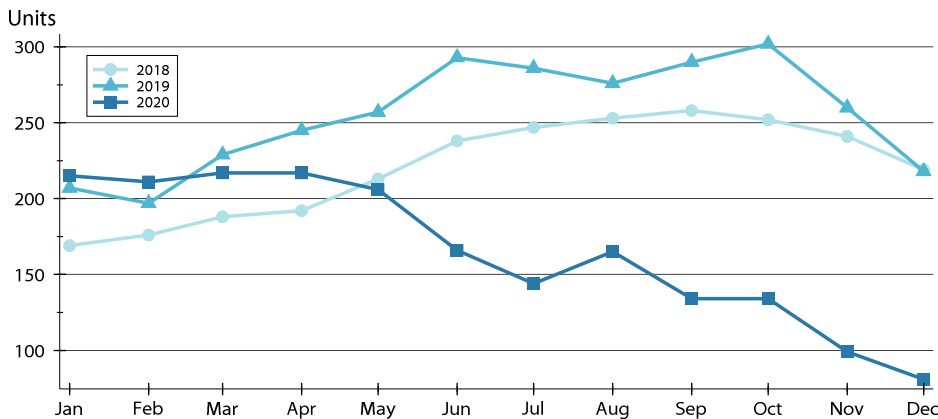
A total of 81 homes were available for sale in the City of Lawrence at the end of December. This represents a 0.7 months' supply of active listings.

The median list price of homes on the market at the end of December was \$273,000, down 7.4% from 2019. The typical time on market for active listings was 65 days, down from 73 days a year earlier.

ACTIVE LISTINGS ANALYSIS

BY MONTH >>

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 1/9/2021**



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	134
October	252	302	134
November	241	260	99
December	219	218	81

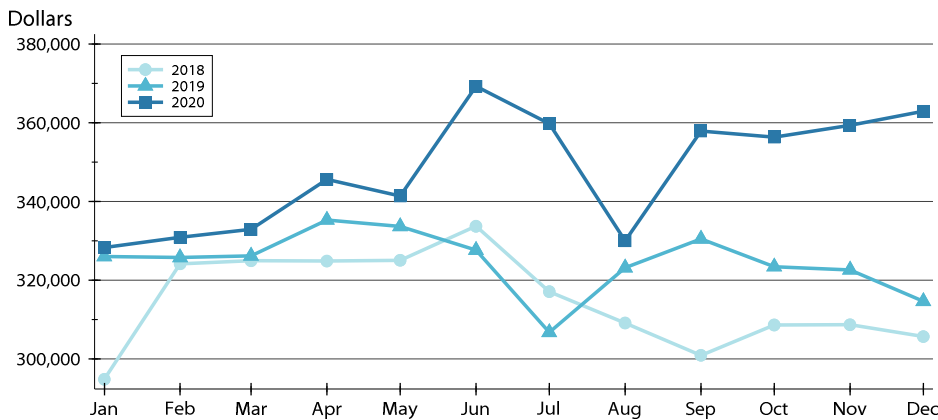
BY PRICE RANGE >>

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	1	1.2%	1	N/A	1,095	1,095	2	2	100.0%	100.0%
\$50,000-\$99,999	4	4.9%	340	1.3	84,905	86,725	60	46	92.8%	99.1%
\$100,000-\$149,999	14	17.3%	1,851	1.3	132,207	131,950	48	39	96.6%	100.0%
\$150,000-\$199,999	11	13.6%	1,970	0.5	179,132	179,900	52	31	98.5%	100.0%
\$200,000-\$249,999	4	4.9%	927	0.2	231,825	231,200	73	74	96.4%	96.2%
\$250,000-\$299,999	8	9.9%	2,142	0.4	267,800	267,450	85	64	98.8%	100.0%
\$300,000-\$349,999	5	6.2%	1,625	0.5	324,920	324,900	29	24	99.5%	100.0%
\$350,000-\$399,999	6	7.4%	2,268	0.9	377,950	379,450	31	32	99.6%	100.0%
\$400,000-\$449,999	2	2.5%	825	0.3	412,500	412,500	74	74	100.0%	100.0%
\$450,000-\$499,999	5	6.2%	2,370	N/A	473,920	459,900	169	98	99.6%	100.0%
\$500,000-\$599,999	8	9.9%	4,470	2.0	558,738	562,450	84	78	98.7%	100.0%
\$600,000-\$749,999	7	8.6%	4,739	1.8	676,971	650,000	174	122	96.7%	100.0%
\$750,000-\$999,999	4	4.9%	3,385	N/A	846,225	824,950	84	79	97.9%	100.0%
\$1,000,000 and up	2	2.5%	2,485	N/A	1,242,500	1,242,500	263	263	100.0%	100.0%
All price ranges	81	100.0%	29,397	0.7	362,929	273,000	81	65	98.0%	100.0%

ACTIVE LISTINGS ANALYSIS

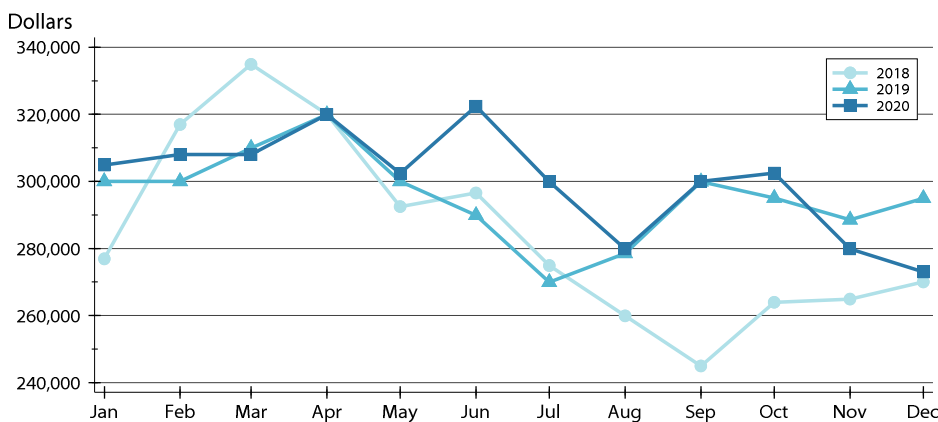
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 1/9/2021**

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	357,903
October	308,599	323,407	356,330
November	308,655	322,600	359,334
December	305,627	314,584	362,929

MEDIAN PRICE >>

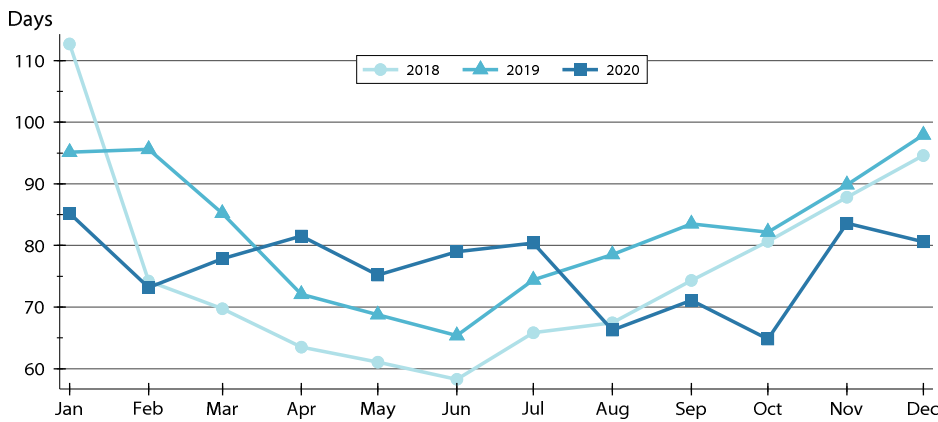


Month	2018	2019	2020
January	276,900	300,000	304,900
February	316,950	300,000	308,000
March	334,900	309,900	308,000
April	320,000	319,900	319,900
May	292,500	300,000	302,350
June	296,543	289,900	322,450
July	274,900	269,900	299,900
August	259,900	278,500	279,900
September	244,950	299,900	300,000
October	263,950	295,000	302,450
November	264,900	288,500	279,900
December	270,000	294,950	273,000

ACTIVE LISTINGS ANALYSIS

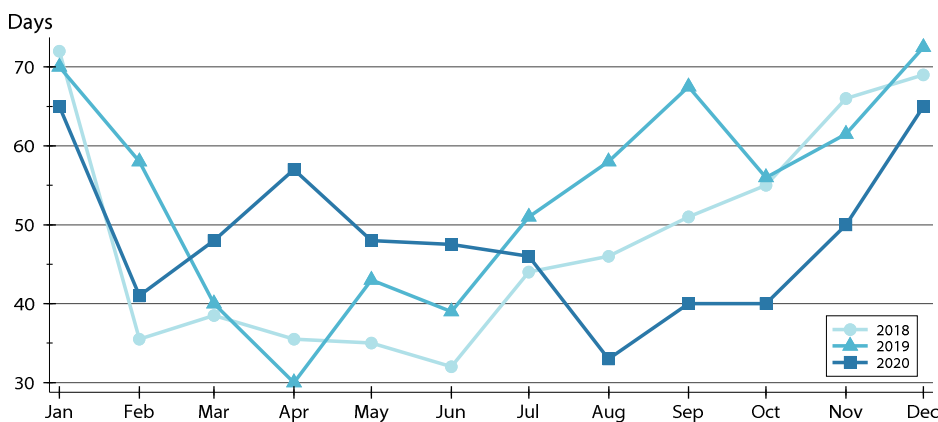
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 1/9/2021**

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	71
October	81	82	65
November	88	90	84
December	95	98	81

MEDIAN DOM >>

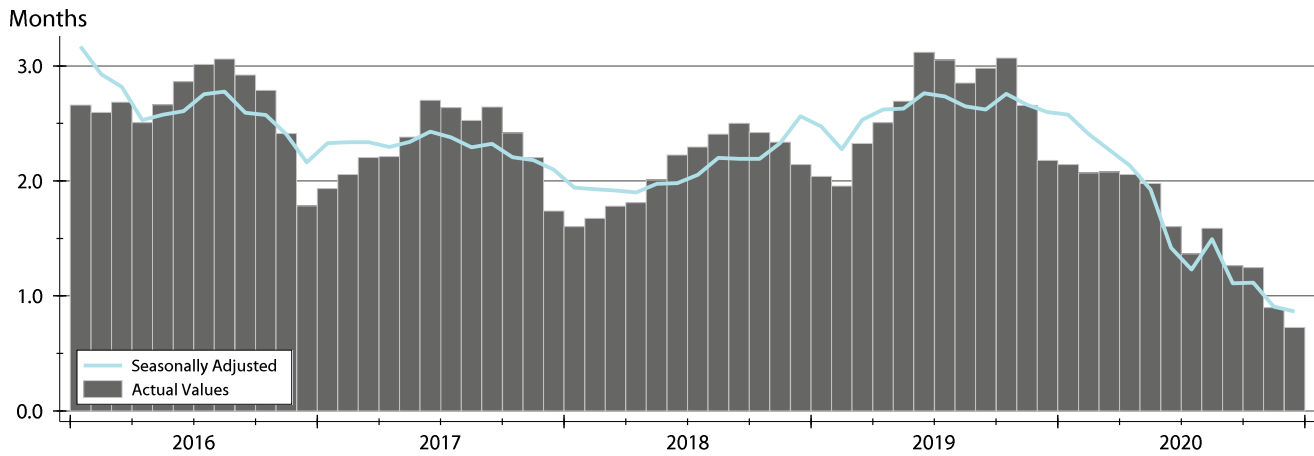


Month	2018	2019	2020
January	72	70	65
February	36	58	41
March	39	40	48
April	36	30	57
May	35	43	48
June	32	39	48
July	44	51	46
August	46	58	33
September	51	68	40
October	55	56	40
November	66	62	50
December	69	73	65

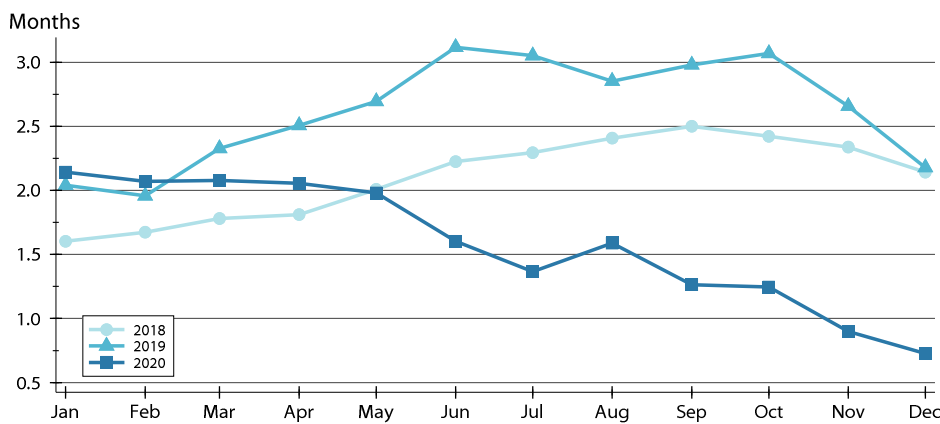
MONTHS' SUPPLY ANALYSIS

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 1/9/2021**

HISTORY >>



BY MONTH >>

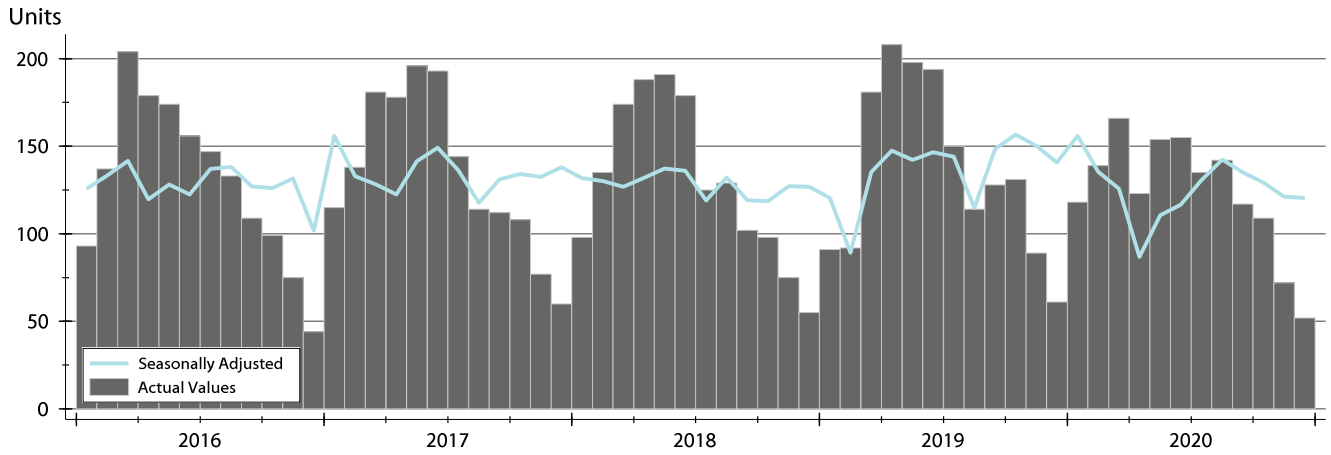


Month	2018	2019	2020
January	1.6	2.0	2.1
February	1.7	2.0	2.1
March	1.8	2.3	2.1
April	1.8	2.5	2.1
May	2.0	2.7	2.0
June	2.2	3.1	1.6
July	2.3	3.1	1.4
August	2.4	2.9	1.6
September	2.5	3.0	1.3
October	2.4	3.1	1.2
November	2.3	2.7	0.9
December	2.1	2.2	0.7

NEW LISTINGS ANALYSIS

HISTORY >>

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 1/9/2021**



SUMMARY >>

Summary Statistics for New Listings		December		
		2020	2019	Change
Current Month	New Listings	52	61	-14.8%
	Volume (1,000s)	13,384	14,146	-5.4%
	Average List Price	257,380	231,896	11.0%
	Median List Price	229,500	219,950	4.3%
YTD	New Listings	1,482	1,637	-9.5%
	Volume (1,000s)	395,827	413,975	-4.4%
	Average List Price	267,090	252,887	5.6%
	Median List Price	235,000	219,900	6.9%

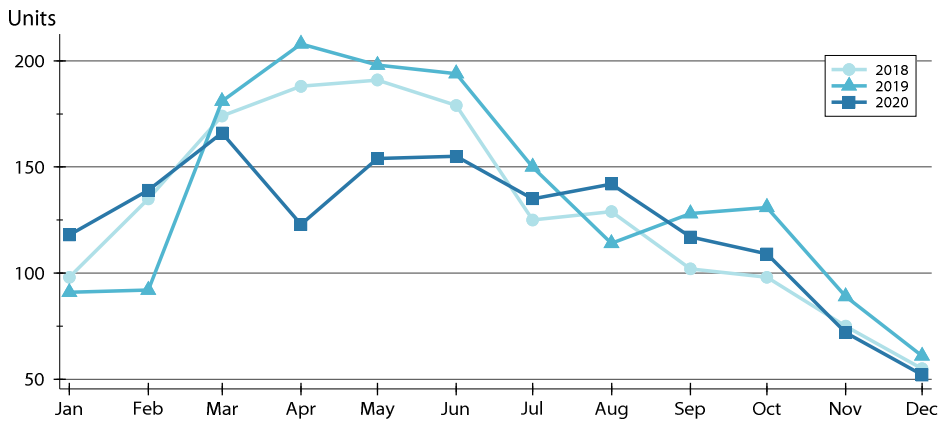
A total of 52 new listings were added in the City of Lawrence during December, down 14.8% from the same month in 2019. Year-to-date the City of Lawrence has seen 1,482 new listings.

The median list price of these homes was \$229,500 up from \$219,950 in 2019.

NEW LISTINGS ANALYSIS

BY MONTH >>

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 1/9/2021**



Month	2018	2019	2020
January	98	91	118
February	135	92	139
March	174	181	166
April	188	208	123
May	191	198	154
June	179	194	155
July	125	150	135
August	129	114	142
September	102	128	117
October	98	131	109
November	75	89	72
December	55	61	52

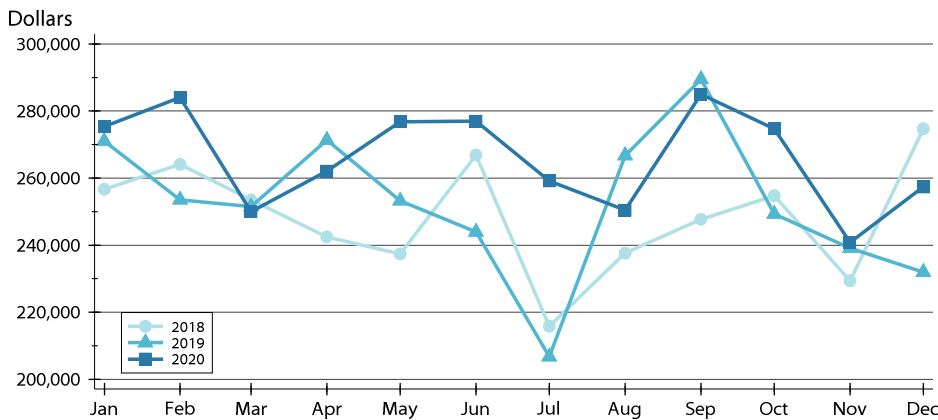
BY PRICE RANGE >>

Price Range	New Listings			List Price	
	Number	Percent	Volume	Average	Median
Below \$50,000	0	0.0%	0	N/A	N/A
\$50,000-\$99,999	1	1.9%	87	86,900	86,900
\$100,000-\$149,999	6	11.5%	772	128,667	130,000
\$150,000-\$199,999	13	25.0%	2,273	174,812	174,950
\$200,000-\$249,999	13	25.0%	3,005	231,162	230,000
\$250,000-\$299,999	5	9.6%	1,325	264,940	264,900
\$300,000-\$349,999	5	9.6%	1,650	329,960	330,000
\$350,000-\$399,999	5	9.6%	1,933	386,540	379,900
\$400,000-\$449,999	0	0.0%	0	N/A	N/A
\$450,000-\$499,999	0	0.0%	0	N/A	N/A
\$500,000-\$599,999	3	5.8%	1,690	563,333	565,000
\$600,000-\$749,999	1	1.9%	650	650,000	650,000
\$750,000-\$999,999	0	0.0%	0	N/A	N/A
\$1,000,000 and up	0	0.0%	0	N/A	N/A
All price ranges	52	100.0%	13,384	257,380	229,500

NEW LISTINGS ANALYSIS

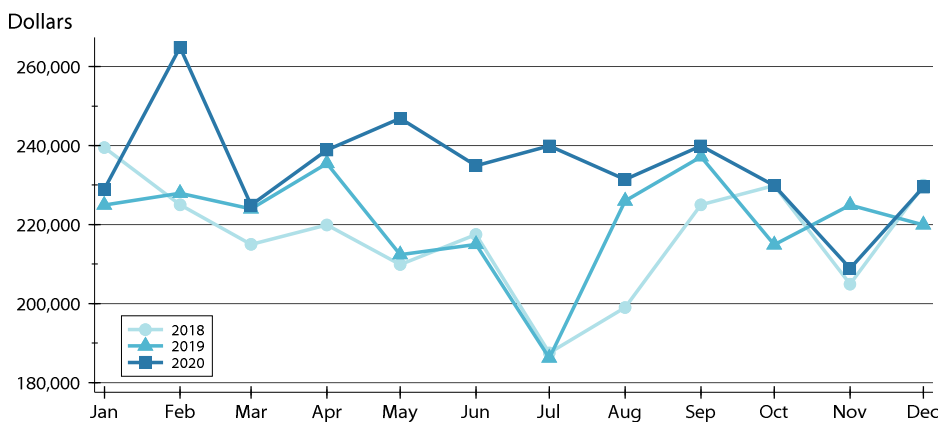
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 1/9/2021**

AVERAGE PRICE >>



Month	2018	2019	2020
January	256,668	271,062	275,402
February	264,103	253,519	284,009
March	253,478	251,491	249,995
April	242,476	271,345	262,107
May	237,400	253,236	276,774
June	266,894	243,938	276,994
July	215,828	206,720	259,179
August	237,622	266,719	250,414
September	247,709	289,474	284,967
October	254,742	249,298	274,737
November	229,374	239,118	240,804
December	274,702	231,896	257,380

MEDIAN PRICE >>

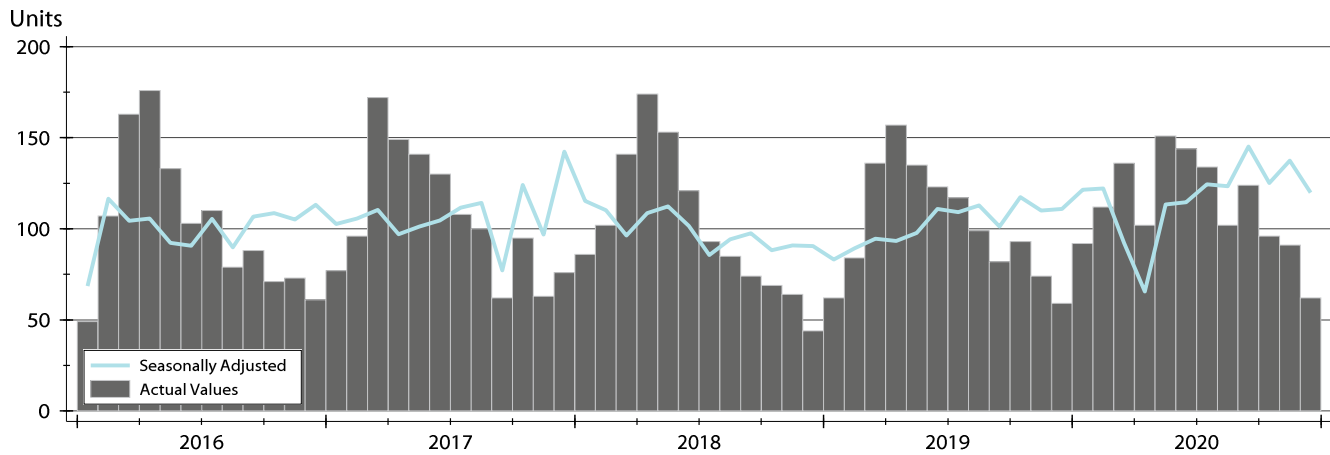


Month	2018	2019	2020
January	239,500	224,950	228,950
February	225,000	227,950	264,900
March	215,000	224,000	224,950
April	219,900	235,500	238,900
May	209,900	212,400	246,900
June	217,500	215,000	234,900
July	187,500	186,250	239,900
August	199,000	226,000	231,450
September	225,000	237,200	239,900
October	229,900	214,900	229,900
November	204,900	224,900	208,900
December	230,000	219,950	229,500

CONTRACTS WRITTEN ANALYSIS

CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 1/9/2021

HISTORY >>



SUMMARY >>

Summary Statistics		December			Year-to-Date		
for Contracts Written		2020	2019	Change	2020	2019	Change
Closed Listings		62	59	5.1%	1,346	1,221	10.2%
Volume (1,000s)		15,588	12,980	20.1%	354,381	299,474	18.3%
Average	Sale Price	251,415	220,000	14.3%	263,284	245,269	7.3%
	Days on Market	46	45	2.0%	32	37	-12.5%
	Percent of Original	99.4%	96.4%	3.1%	98.6%	97.4%	1.2%
Median	Sale Price	229,450	210,000	9.3%	236,750	215,000	10.1%
	Days on Market	7	23	-71.7%	6	14	-57.1%
	Percent of Original	100.0%	97.6%	2.5%	100.0%	98.8%	1.2%

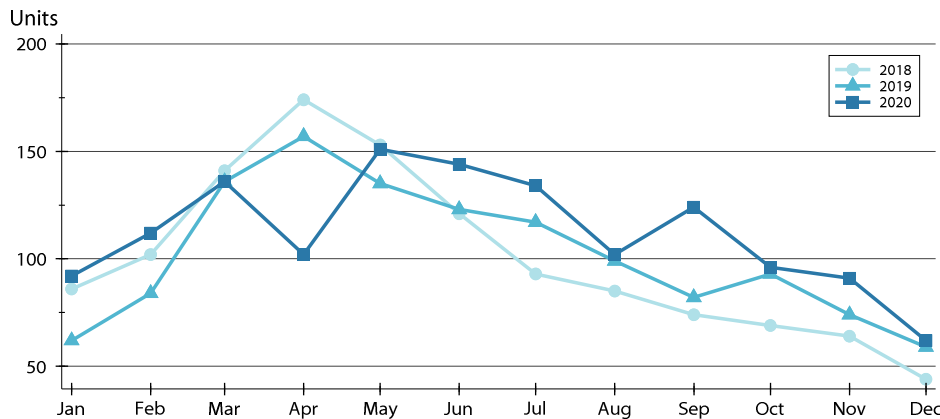
A total of 62 contracts for sale were written in the City of Lawrence during the month of December, up from 59 in 2019. The median list price of these homes was \$229,450, up from \$210,000 the prior year.

Half of the homes that went under contract in December were on the market less than 7 days, compared to 23 days in December 2019.

CONTRACTS WRITTEN ANALYSIS

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 1/9/2021**

BY MONTH >>



Month	2018	2019	2020
January	86	62	92
February	102	84	112
March	141	136	136
April	174	157	102
May	153	135	151
June	121	123	144
July	93	117	134
August	85	99	102
September	74	82	124
October	69	93	96
November	64	74	91
December	44	59	62

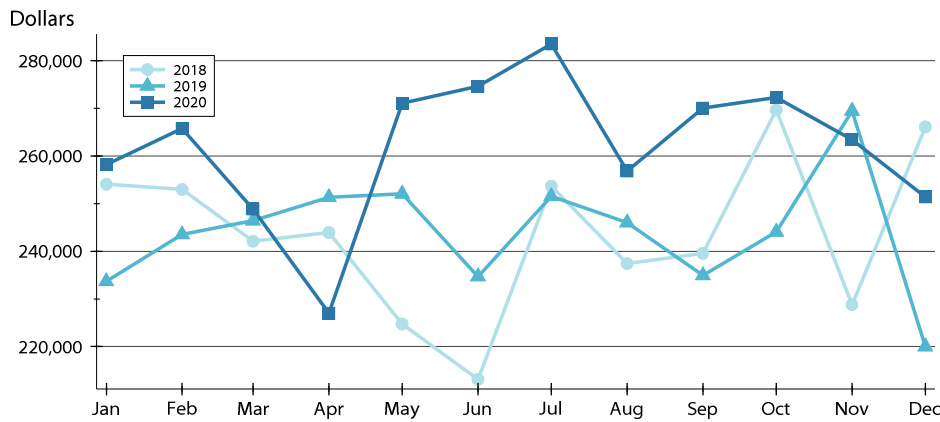
BY PRICE RANGE >>

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	1	1.6%	87	86,900	86,900	3	3	100.0%	100.0%
\$100,000-\$149,999	8	12.9%	971	121,350	122,500	44	22	96.3%	99.4%
\$150,000-\$199,999	14	22.6%	2,394	171,011	172,450	26	3	99.2%	100.0%
\$200,000-\$249,999	14	22.6%	3,148	224,857	229,000	12	2	101.6%	100.0%
\$250,000-\$299,999	8	12.9%	2,173	271,600	276,750	56	18	98.7%	100.0%
\$300,000-\$349,999	6	9.7%	1,984	330,633	332,500	58	27	98.3%	100.0%
\$350,000-\$399,999	6	9.7%	2,329	388,083	389,900	103	46	99.6%	100.0%
\$400,000-\$449,999	2	3.2%	849	424,450	424,450	33	33	100.0%	100.0%
\$450,000-\$499,999	1	1.6%	500	499,900	499,900	465	465	105.3%	105.3%
\$500,000-\$599,999	1	1.6%	525	525,000	525,000	14	14	98.1%	98.1%
\$600,000-\$749,999	1	1.6%	629	629,000	629,000	26	26	100.0%	100.0%
\$750,000-\$999,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
All price ranges	62	100.0%	15,588	251,415	229,450	46	7	99.4%	100.0%

CONTRACTS WRITTEN ANALYSIS

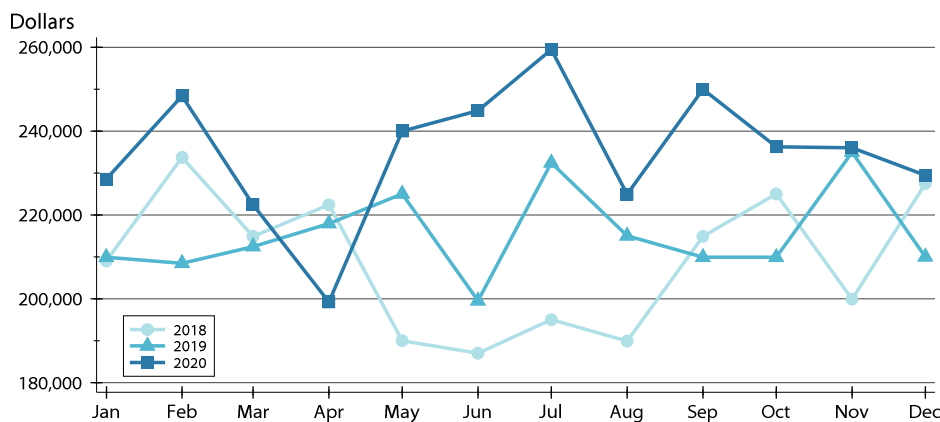
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 1/9/2021**

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	248,864
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	283,526
August	237,427	246,013	256,876
September	239,584	234,923	270,058
October	269,649	244,064	272,269
November	228,792	269,458	263,445
December	266,112	220,000	251,415

MEDIAN PRICE >>

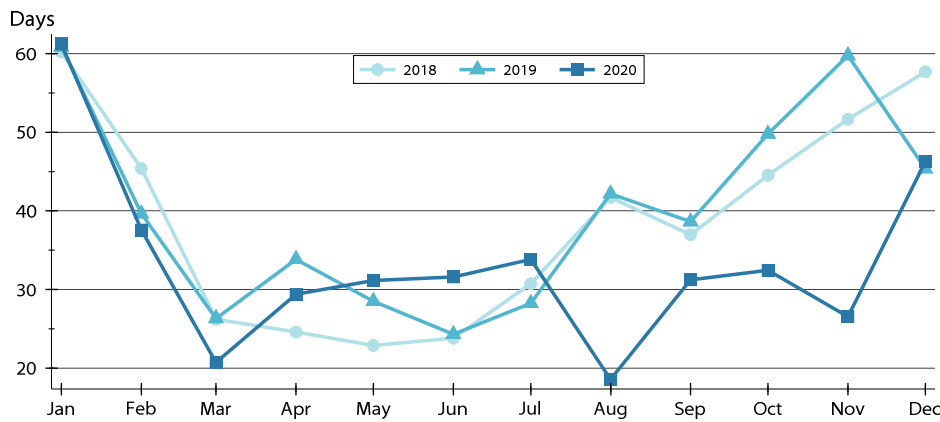


Month	2018	2019	2020
January	209,000	209,900	228,500
February	233,725	208,450	248,400
March	214,900	212,450	222,450
April	222,400	217,950	199,250
May	190,000	225,000	240,000
June	187,000	199,500	244,900
July	195,000	232,400	259,450
August	189,900	215,000	224,950
September	214,900	209,900	249,950
October	225,000	209,900	236,250
November	199,925	234,950	236,000
December	227,500	210,000	229,450

CONTRACTS WRITTEN ANALYSIS

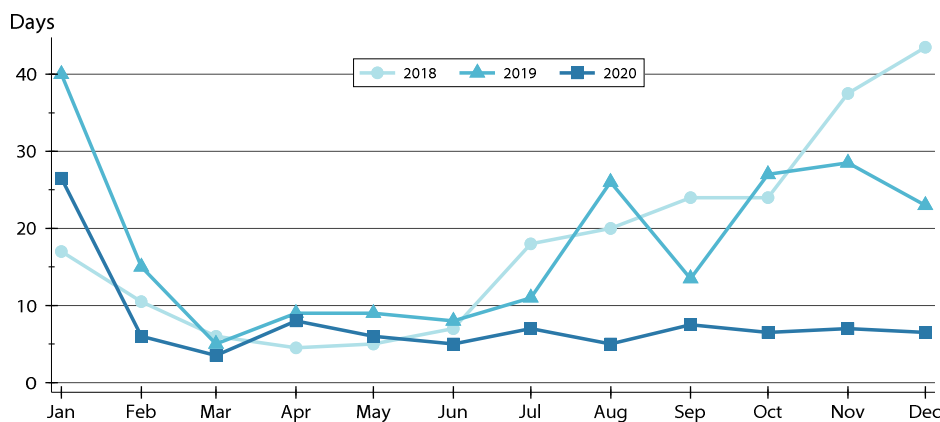
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 1/9/2021**

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	31
October	45	50	32
November	52	60	27
December	58	45	46

MEDIAN DOM >>

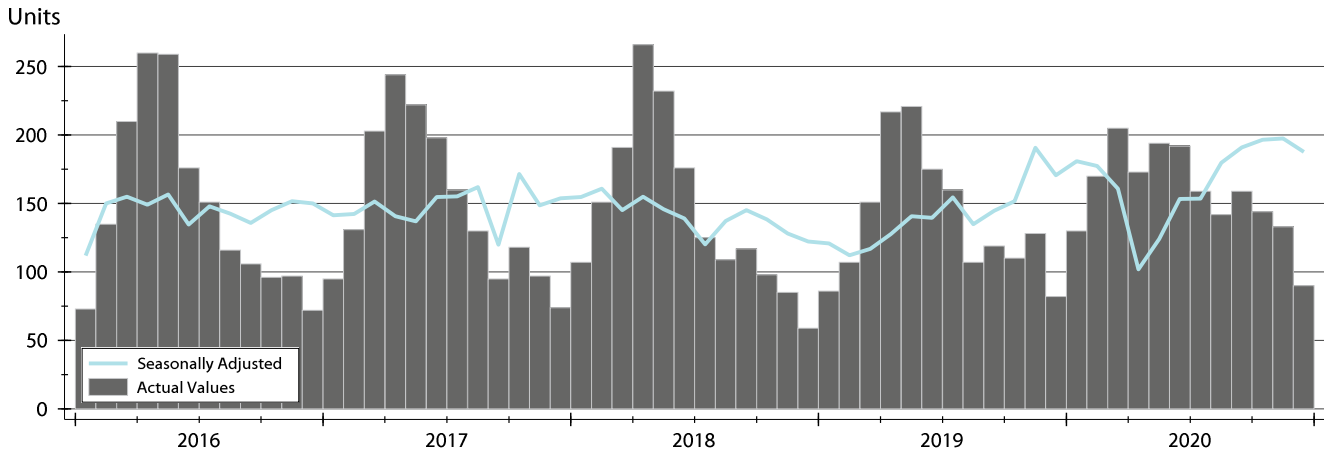


Month	2018	2019	2020
January	17	40	27
February	11	15	6
March	6	5	4
April	5	9	8
May	5	9	6
June	7	8	5
July	18	11	7
August	20	26	5
September	24	14	8
October	24	27	7
November	38	29	7
December	44	23	7

PENDING CONTRACTS ANALYSIS

CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 1/9/2021

HISTORY >>



SUMMARY >>

Summary Statistics		End of December		
for Active Listings		2020	2019	Change
Active Listings		90	82	9.8%
Volume (1,000s)		24,671	20,662	19.4%
Average	List Price	274,123	251,972	8.8%
	Days on Market	40	49	-18.1%
	Percent of Original	98.8%	98.4%	0.4%
Median	List Price	251,450	222,425	13.0%
	Days on Market	8	25	-67.3%
	Percent of Original	100.0%	100.0%	0.0%

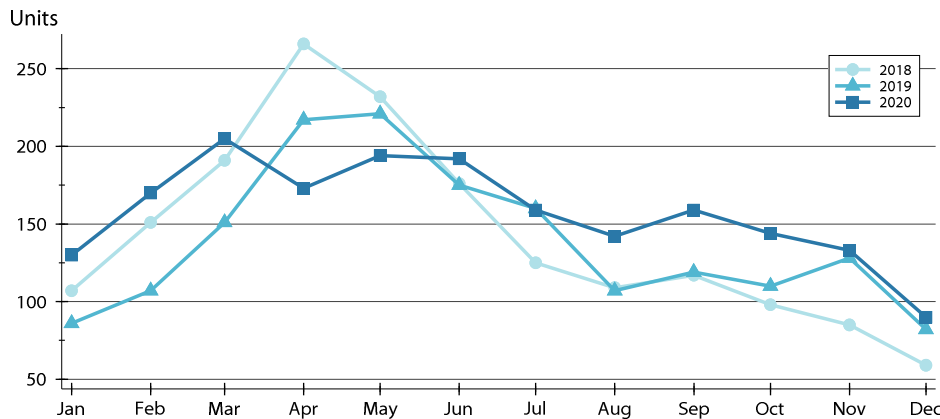
A total of 90 listings in the City of Lawrence had contracts pending at the end of December, up from 82 contracts pending at the end of December 2019.

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 1/9/2021**



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	159
October	98	110	144
November	85	128	133
December	59	82	90

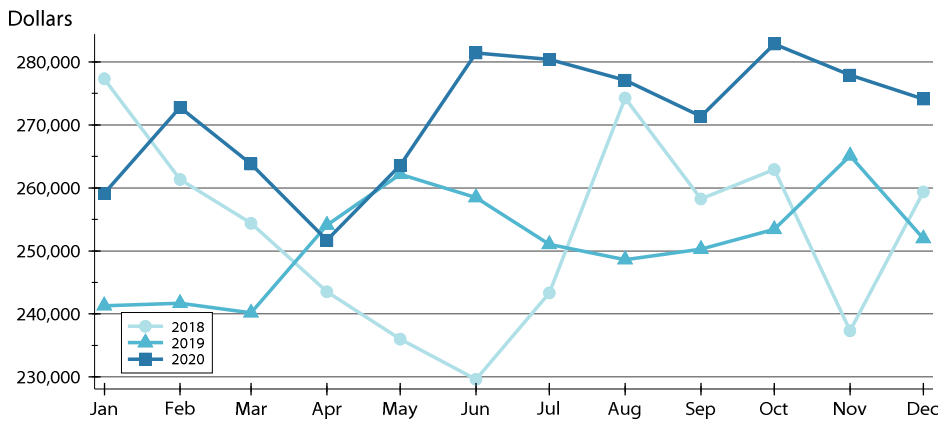
BY PRICE RANGE >>

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	1	1.1%	87	86,900	86,900	3	3	100.0%	100.0%
\$100,000-\$149,999	11	12.2%	1,378	125,264	120,000	50	15	96.5%	100.0%
\$150,000-\$199,999	16	17.8%	2,725	170,341	169,900	31	8	98.4%	100.0%
\$200,000-\$249,999	17	18.9%	3,860	227,041	229,000	13	3	99.5%	100.0%
\$250,000-\$299,999	11	12.2%	3,039	276,300	278,500	33	15	98.9%	100.0%
\$300,000-\$349,999	10	11.1%	3,283	328,310	332,500	36	4	99.0%	100.0%
\$350,000-\$399,999	11	12.2%	4,198	381,655	379,900	77	15	99.9%	100.0%
\$400,000-\$449,999	7	7.8%	2,946	420,800	419,900	37	12	98.1%	100.0%
\$450,000-\$499,999	3	3.3%	1,471	490,300	486,000	157	6	101.8%	100.0%
\$500,000-\$599,999	2	2.2%	1,055	527,500	527,500	9	9	100.0%	100.0%
\$600,000-\$749,999	1	1.1%	629	629,000	629,000	26	26	100.0%	100.0%
\$750,000-\$999,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
All price ranges	90	100.0%	24,671	274,123	251,450	40	8	98.8%	100.0%

PENDING CONTRACTS ANALYSIS

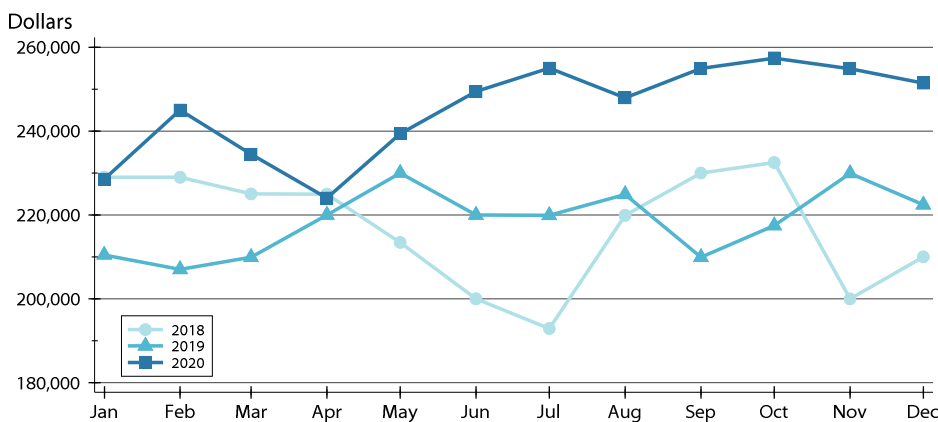
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 1/9/2021**

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	271,368
October	262,912	253,428	282,843
November	237,321	265,092	277,889
December	259,354	251,972	274,123

MEDIAN PRICE >>

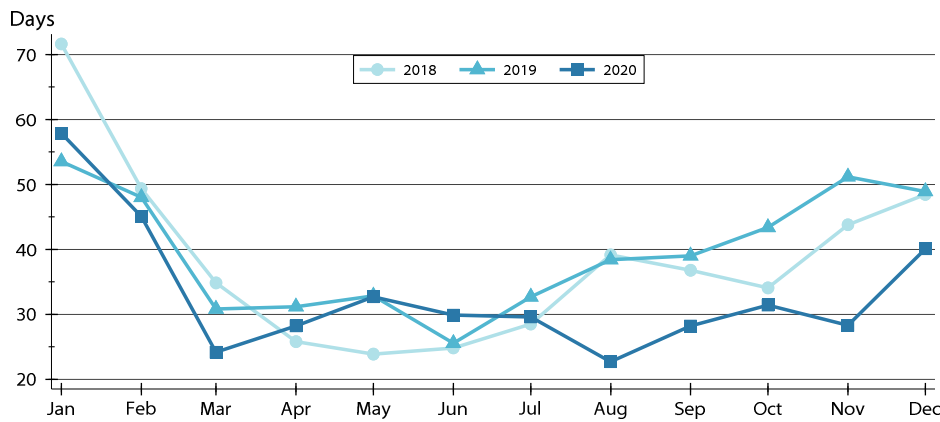


Month	2018	2019	2020
January	229,000	210,450	228,500
February	229,000	207,000	245,000
March	225,000	209,900	234,500
April	224,975	219,950	224,000
May	213,450	230,000	239,400
June	199,975	219,950	249,425
July	192,900	219,900	255,000
August	219,900	224,900	247,950
September	230,000	209,900	254,950
October	232,500	217,450	257,425
November	199,950	229,900	254,900
December	210,000	222,425	251,450

PENDING CONTRACTS ANALYSIS

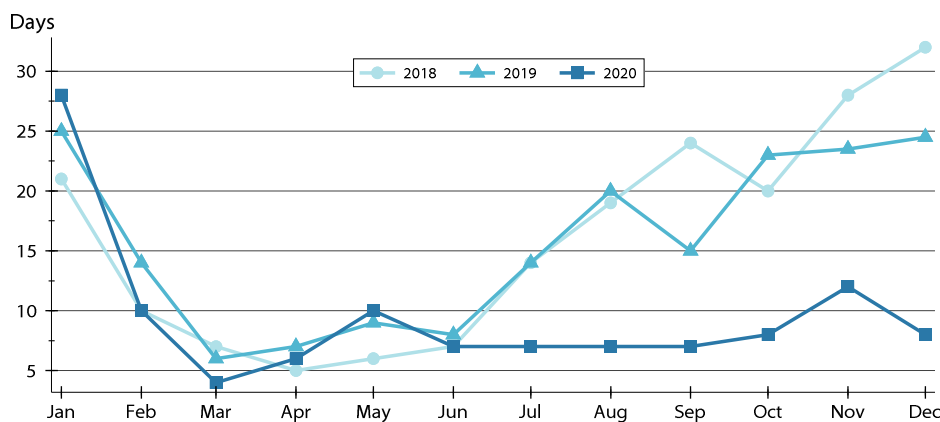
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 1/9/2021**

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	28
October	34	43	31
November	44	51	28
December	48	49	40

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	7
October	20	23	8
November	28	24	12
December	32	25	8