

FEBRUARY 2020 >>

LAWRENCE MLS STATISTICS



MARKET OVERVIEW >>

Lawrence City Home Sales Rose in February

Total home sales in the City of Lawrence rose by 36.5% last month to 71 units, compared to 52 units in February 2019. Total sales volume was \$17.7 million, up 39.0% from a year earlier.

The median sale price in February was \$229,900, down from \$235,000 a year earlier. Homes that sold in February were typically on the market for 31 days and sold for 100.0% of their list prices.

Lawrence City Active Listings Up at End of February

The total number of active listings in the City of Lawrence at the end of February was 211 units, up from 197 at the same point in 2019. This represents a 2.1 months' supply of homes available for sale. The median list price of homes on the market at the end of February was \$308,000.

During February, a total of 116 contracts were written up from 84 in February 2019. At the end of the month, there were 170 contracts pending, compared to 107 at the end of February 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		February		
Current Month		2020	2019	Change
Summary Statistics				
Home Sales		71	52	36.5%
Active Listings		211	197	7.1%
Months' Supply		2.1	2.0	5.9%
New Listings		132	92	43.5%
Contracts Written		116	84	38.1%
Pending Contracts		170	107	58.9%
Sales Volume (1,000s)		17,687	12,720	39.0%
Average	Sale Price	249,106	244,614	1.8%
	List Price of Actives	330,864	325,749	1.6%
	Days on Market	58	49	20.1%
	Percent of List	99.1%	98.4%	0.7%
	Percent of Original	97.0%	96.8%	0.3%
Median	Sale Price	229,900	235,000	-2.2%
	List Price of Actives	308,000	300,000	2.7%
	Days on Market	31	29	6.9%
	Percent of List	100.0%	98.9%	1.1%
	Percent of Original	98.8%	97.5%	1.3%

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THREE-YEAR COMPARISONS

SUMMARY >>

**BREAKDOWNS BY HOME TYPE
CITY OF LAWRENCE
AS OF 3/8/2020**

February MLS Statistics		2020			2019			2018			
By Property Type		Total	Existing	New	Total	Existing	New	Total	Existing	New	
Home Sales		71	60	11	52	46	6	62	52	10	
	Change from prior year	36.5%	30.4%	83.3%	-16.1%	-11.5%	-40.0%	-6.1%	-3.7%	-16.7%	
Active Listings		211	158	53	197	148	49	176	131	45	
	Change from prior year	7.1%	6.8%	8.2%	11.9%	13.0%	8.9%	-17.0%	-17.1%	-16.7%	
Months' Supply		2.1	1.7	6.1	2.0	1.6	4.7	1.7	1.4	4.7	
	Change from prior year	5.9%	3.5%	29.0%	16.9%	19.6%	0.1%	-18.6%	-18.8%	-16.7%	
New Listings		132	118	14	92	81	11	135	116	19	
	Change from prior year	43.5%	45.7%	27.3%	-31.9%	-30.2%	-42.1%	-2.2%	-3.3%	5.6%	
Contracts Written		116	101	15	84	76	8	102	81	21	
	Change from prior year	38.1%	32.9%	87.5%	-17.6%	-6.2%	-61.9%	6.3%	-2.4%	61.5%	
Pending Contracts		170	138	32	107	92	15	151	127	24	
	Change from prior year	58.9%	50.0%	113.3%	-29.1%	-27.6%	-37.5%	15.3%	10.4%	50.0%	
Sales Volume (1,000s)		17,687	13,893	3,793	12,720	10,719	2,001	15,685	11,878	3,807	
	Change from prior year	39.0%	29.6%	89.5%	-18.9%	-9.8%	-47.4%	14.2%	21.0%	-2.8%	
Average	Sale Price	249,106	231,555	344,841	244,614	233,013	333,553	252,989	228,426	380,718	
		Change from prior year	1.8%	-0.6%	3.4%	-3.3%	2.0%	-12.4%	21.6%	25.6%	16.6%
	List Price of Actives	330,864	302,111	416,582	325,749	309,695	374,240	324,140	297,997	400,243	
		Change from prior year	1.6%	-2.4%	11.3%	0.5%	3.9%	-6.5%	-2.0%	-4.2%	3.2%
	Days on Market	58	49	109	49	45	79	86	67	184	
		Change from prior year	20.1%	10.1%	37.4%	-43.5%	-33.7%	-56.9%	24.1%	51.1%	1.6%
Percent of List		99.1%	98.9%	100.3%	98.4%	98.2%	100.2%	98.5%	98.2%	100.2%	
		Change from prior year	0.7%	0.7%	0.1%	-0.1%	0.0%	0.0%	-0.1%	0.0%	-0.5%
	Percent of Original	97.0%	96.6%	99.5%	96.8%	96.4%	100.2%	96.1%	95.1%	101.4%	
	Change from prior year	0.3%	0.2%	-0.6%	0.7%	1.3%	-1.1%	-0.4%	-0.5%	0.9%	
Median	Sale Price	229,900	228,250	345,000	235,000	214,000	309,950	191,500	183,634	379,438	
		Change from prior year	-2.2%	6.7%	11.3%	22.7%	16.5%	-18.3%	-0.5%	9.3%	27.0%
	List Price of Actives	308,000	264,925	389,900	300,000	247,000	359,000	316,950	249,999	359,900	
		Change from prior year	2.7%	7.3%	8.6%	-5.3%	-1.2%	-0.3%	21.9%	16.3%	-1.4%
	Days on Market	31	29	61	29	24	92	52	30	171	
		Change from prior year	6.9%	20.8%	-33.7%	-43.7%	-18.6%	-46.0%	68.9%	110.7%	0.6%
Percent of List		100.0%	99.3%	100.0%	98.9%	98.2%	100.0%	98.6%	98.2%	100.0%	
		Change from prior year	1.1%	1.1%	0.0%	0.3%	0.0%	0.0%	-1.4%	-1.1%	0.0%
Percent of Original		98.8%	98.3%	100.0%	97.5%	96.6%	100.0%	98.6%	98.2%	100.0%	
		Change from prior year	1.3%	1.7%	0.0%	-1.1%	-1.6%	0.0%	-0.1%	0.2%	0.0%

YEAR-TO-DATE STATISTICS

SUMMARY >>

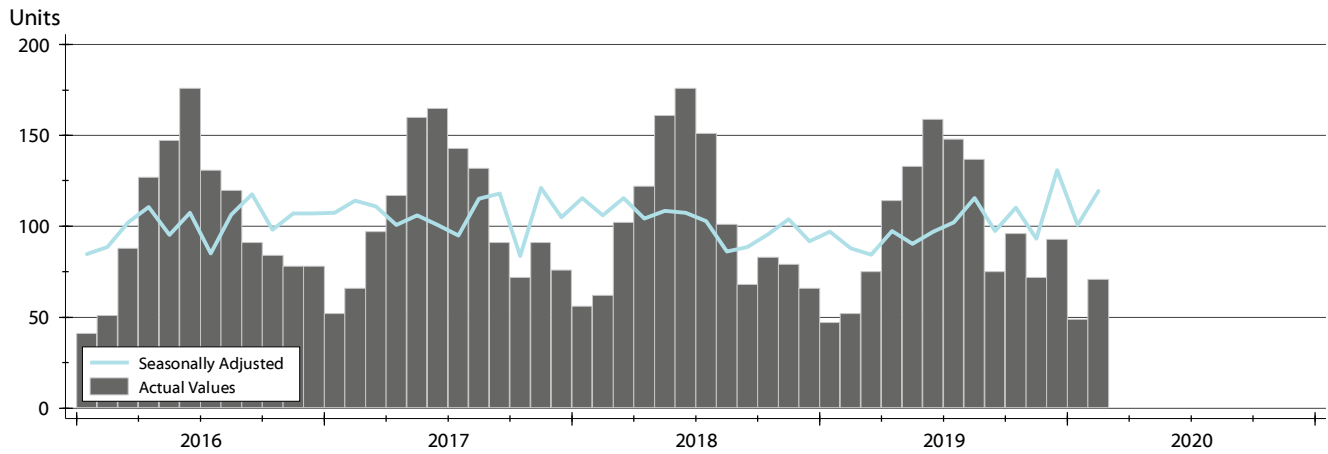
YTD BREAKDOWNS BY HOME TYPE CITY OF LAWRENCE AS OF 3/8/2020

Year-to-Date Activity By Property Type		2020			2019			2018		
		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		120	101	19	99	88	11	118	99	19
Change from prior year		21.2%	14.8%	72.7%	-16.1%	-11.1%	-42.1%	0.0%	0.0%	0.0%
New Listings		250	215	35	183	151	32	233	195	38
Change from prior year		36.6%	42.4%	9.4%	-21.5%	-22.6%	-15.8%	-7.9%	-9.3%	0.0%
Contracts Written		209	173	36	146	128	18	188	153	35
Change from prior year		43.2%	35.2%	100.0%	-22.3%	-16.3%	-48.6%	8.7%	-1.3%	94.4%
Sales Volume (1,000s)		28,965	22,636	6,329	24,963	21,082	3,881	29,146	22,365	6,782
Change from prior year		16.0%	7.4%	63.1%	-14.4%	-5.7%	-42.8%	16.1%	17.8%	10.8%
Average	Sale Price	241,377	224,122	333,097	252,152	239,565	352,847	247,002	225,904	356,933
	Change from prior year	-4.3%	-6.4%	-5.6%	2.1%	6.0%	-1.1%	16.1%	17.8%	10.8%
	Days on Market	57	44	126	54	50	90	71	58	143
	Change from prior year	5.5%	-11.2%	40.5%	-24.0%	-13.7%	-37.0%	6.7%	18.4%	-11.6%
Median	Percent of List	98.7%	98.5%	99.6%	98.3%	98.1%	99.5%	98.5%	98.1%	100.2%
	Change from prior year	0.4%	0.4%	0.2%	-0.2%	0.0%	-0.7%	0.6%	0.7%	0.0%
	Percent of Original	97.0%	96.7%	99.1%	96.6%	96.5%	97.9%	96.4%	95.5%	101.0%
	Change from prior year	0.4%	0.2%	1.1%	0.2%	1.0%	-3.0%	0.6%	0.5%	1.0%
Median	Sale Price	227,750	213,250	296,000	240,000	211,000	354,420	202,475	189,900	359,500
	Change from prior year	-5.1%	1.1%	-16.5%	18.5%	11.1%	-1.4%	5.2%	14.4%	20.8%
	Days on Market	28	24	88	41	39	85	33	28	150
	Change from prior year	-31.7%	-38.5%	3.5%	26.2%	39.3%	-43.3%	-3.0%	16.7%	-8.0%
Median	Percent of List	100.0%	99.2%	100.0%	98.3%	97.8%	100.0%	99.0%	98.3%	100.0%
	Change from prior year	1.7%	1.5%	0.0%	-0.7%	-0.5%	0.0%	0.2%	0.2%	0.0%
	Percent of Original	98.9%	98.5%	100.0%	97.4%	97.2%	100.0%	98.4%	97.5%	100.0%
	Change from prior year	1.5%	1.3%	0.0%	-1.1%	-0.3%	0.0%	0.3%	0.4%	0.0%

CLOSED LISTINGS ANALYSIS

HISTORY >>

CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 3/8/2020



SUMMARY >>

Summary Statistics for Closed Listings		February			Year-to-Date		
		2020	2019	Change	2020	2019	Change
Closed Listings		71	52	36.5%	120	99	21.2%
Volume (1,000s)		17,687	12,720	39.0%	28,965	24,963	16.0%
Average	Sale Price	249,106	244,614	1.8%	241,377	252,152	-4.3%
	Days on Market	58	49	20.1%	57	54	5.5%
	Percent of List	99.1%	98.4%	0.7%	98.7%	98.3%	0.4%
	Percent of Original	97.0%	96.8%	0.3%	97.0%	96.6%	0.4%
Median	Sale Price	229,900	235,000	-2.2%	227,750	240,000	-5.1%
	Days on Market	31	29	6.9%	28	41	-31.7%
	Percent of List	100.0%	98.9%	1.1%	100.0%	98.3%	1.7%
	Percent of Original	98.8%	97.5%	1.3%	98.9%	97.4%	1.5%

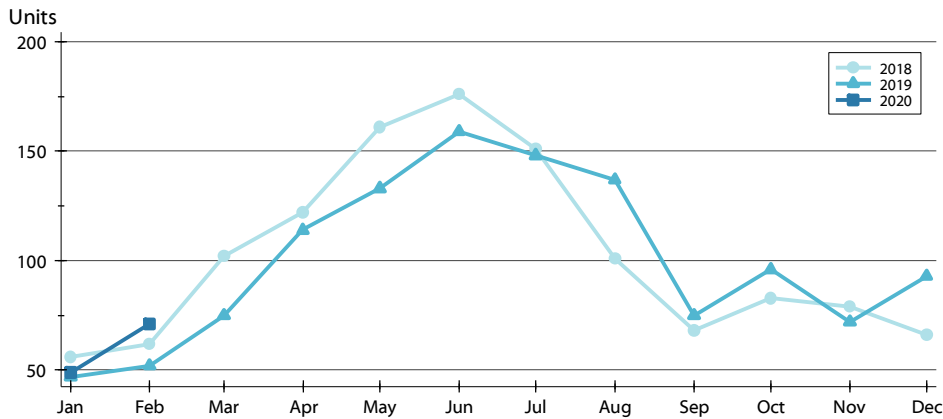
A total of 71 homes sold in the City of Lawrence in February, up from 52 units in February 2019. Total sales volume rose to \$17.7 million compared to \$12.7 million in the previous year.

The median sales price in February was \$229,900, down 2.2% compared to the prior year. Median days on market was 31 days, up from 23 days in January, and up from 29 in February 2019.

CLOSED LISTINGS ANALYSIS

BY MONTH >>

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 3/8/2020**



Month	2018	2019	2020
January	56	47	49
February	62	52	71
March	102	75	
April	122	114	
May	161	133	
June	176	159	
July	151	148	
August	101	137	
September	68	75	
October	83	96	
November	79	72	
December	66	93	

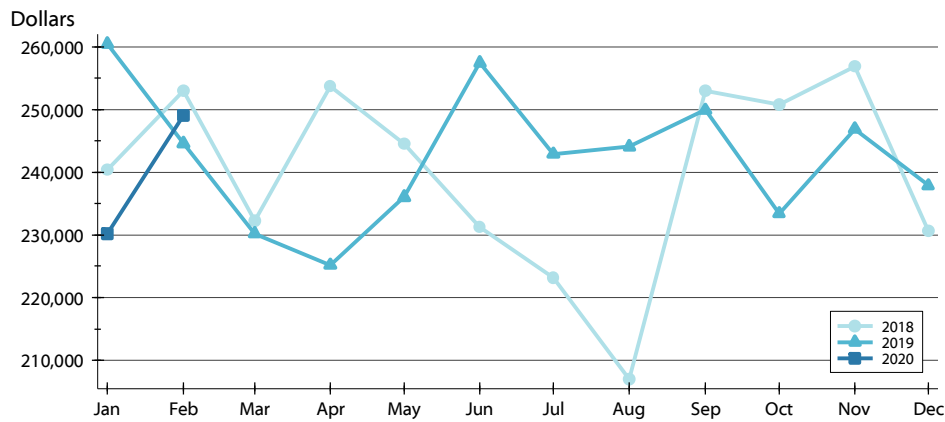
BY PRICE RANGE >>

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	1	1.4%	99	99,000	99,000	0	0	100.0%	100.0%	100.0%	100.0%
\$100,000-\$149,999	7	9.9%	913	130,429	133,500	29	11	96.6%	97.0%	95.5%	95.5%
\$150,000-\$199,999	20	28.2%	3,413	170,625	168,700	61	26	99.8%	100.0%	98.2%	100.0%
\$200,000-\$249,999	13	18.3%	2,987	229,731	229,000	37	14	100.7%	100.0%	97.6%	100.0%
\$250,000-\$299,999	15	21.1%	4,093	272,893	272,900	52	47	98.3%	99.2%	94.9%	97.4%
\$300,000-\$349,999	6	8.5%	1,912	318,606	315,000	76	46	98.2%	97.7%	97.3%	97.7%
\$350,000-\$399,999	2	2.8%	766	383,000	383,000	76	76	98.4%	98.4%	98.4%	98.4%
\$400,000-\$449,999	1	1.4%	425	425,000	425,000	93	93	95.5%	95.5%	92.4%	92.4%
\$450,000-\$499,999	2	2.8%	920	459,750	459,750	148	148	100.3%	100.3%	96.4%	96.4%
\$500,000-\$599,999	3	4.2%	1,535	511,667	510,000	146	117	100.3%	100.0%	100.3%	100.0%
\$600,000-\$749,999	1	1.4%	625	625,000	625,000	25	25	99.2%	99.2%	99.2%	99.2%
\$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	71	100.0%	17,687	249,106	229,900	58	31	99.1%	100.0%	97.0%	98.8%

CLOSED LISTINGS ANALYSIS

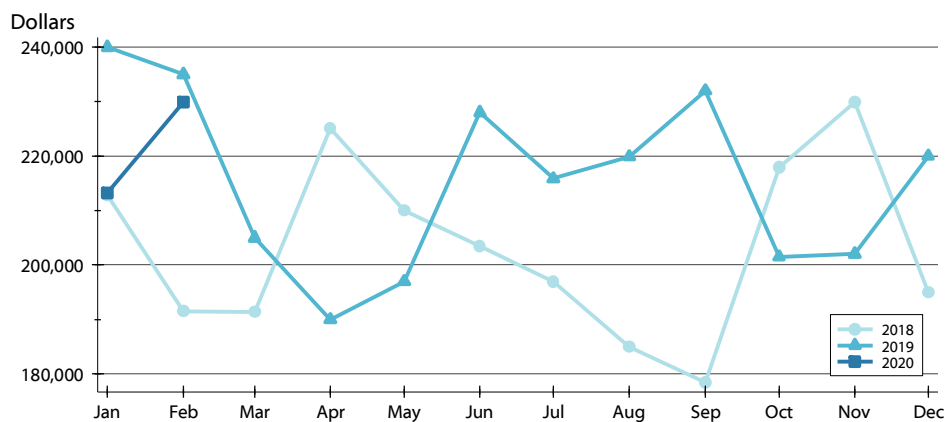
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 3/8/2020**

AVERAGE PRICE



Month	2018	2019	2020
January	240,374	260,491	230,177
February	252,989	244,614	249,106
March	232,289	230,217	
April	253,668	225,180	
May	244,499	236,053	
June	231,219	257,468	
July	223,184	242,906	
August	207,067	244,101	
September	253,003	249,939	
October	250,801	233,403	
November	256,894	246,937	
December	230,649	237,884	

MEDIAN PRICE

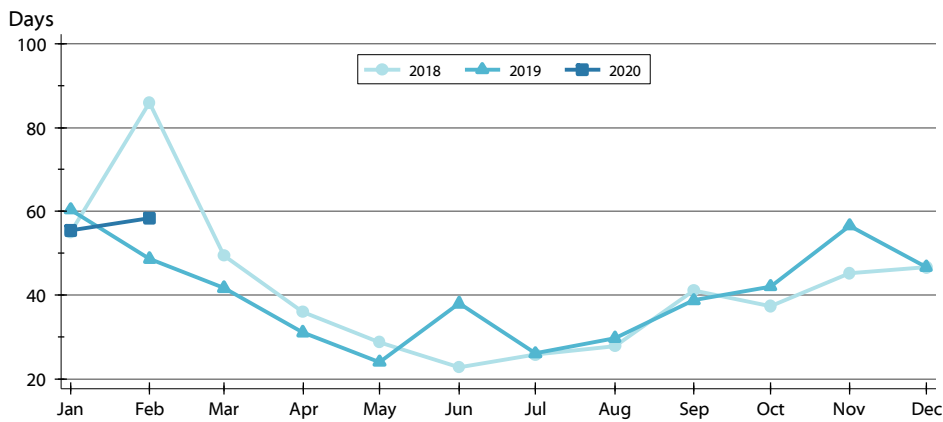


Month	2018	2019	2020
January	212,875	240,000	213,250
February	191,500	235,000	229,900
March	191,325	205,000	
April	225,000	190,000	
May	210,000	197,000	
June	203,450	228,000	
July	197,000	215,875	
August	185,000	219,900	
September	178,500	232,000	
October	218,000	201,500	
November	229,900	202,000	
December	194,950	220,000	

CLOSED LISTINGS ANALYSIS

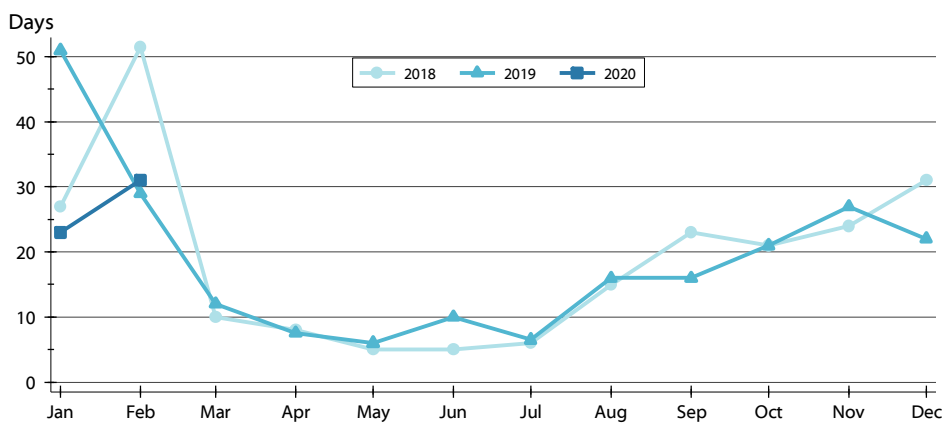
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 3/8/2020**

AVERAGE DOM



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

MEDIAN DOM

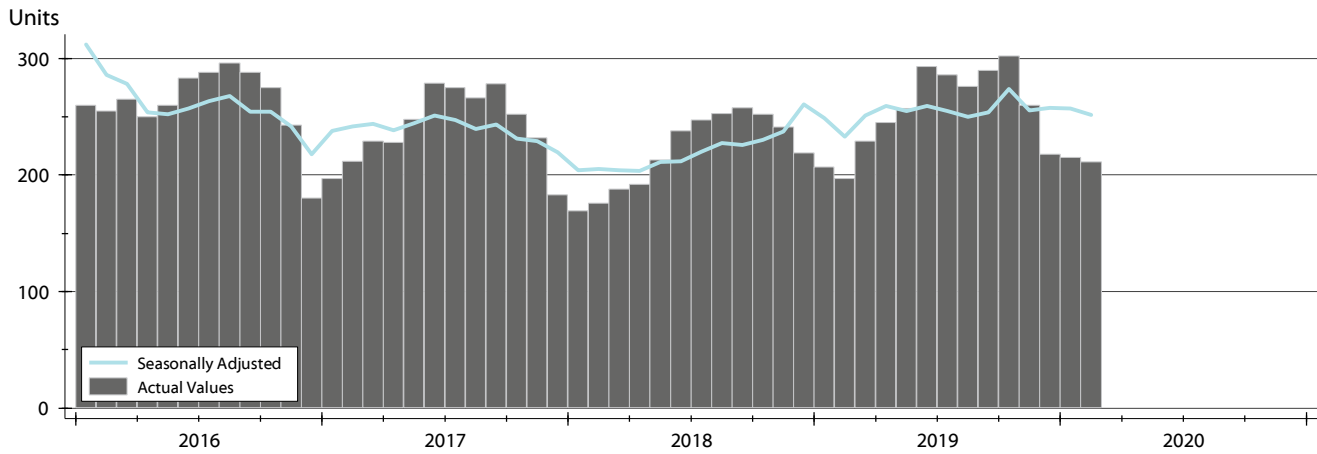


Month	2018	2019	2020
January	27	51	23
February	52	29	31
March	10	12	12
April	8	8	8
May	5	6	6
June	5	10	10
July	6	7	7
August	15	16	16
September	23	16	16
October	21	21	21
November	24	27	27
December	31	22	22

ACTIVE LISTINGS ANALYSIS

HISTORY >>

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 3/8/2020**



SUMMARY >>

Summary Statistics		End of February		
for Active Listings		2020	2019	Change
Active Listings		211	197	7.1%
Months' Supply		2.1	2.0	5.9%
Volume (1,000s)		69,812	64,173	8.8%
Average	List Price	330,864	325,749	1.6%
	Days on Market	73	96	-23.5%
	Percent of Original	98.8%	98.4%	0.4%
Median	List Price	308,000	300,000	2.7%
	Days on Market	41	58	-29.3%
	Percent of Original	100.0%	100.0%	0.0%

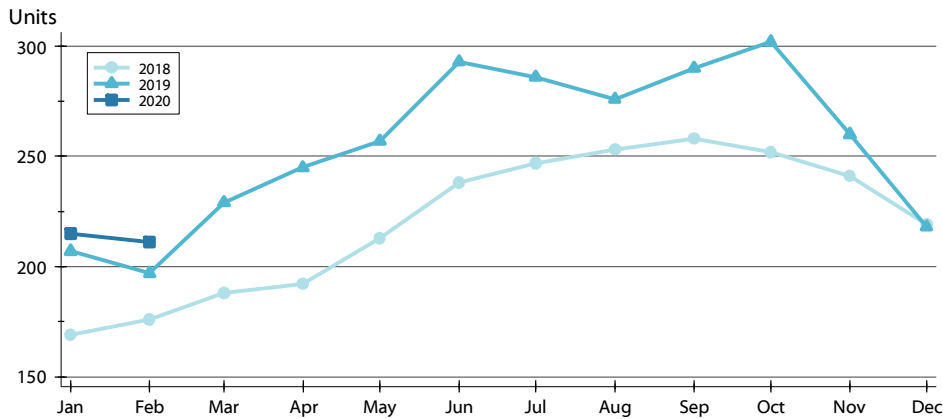
A total of 211 homes were available for sale in the City of Lawrence at the end of February. This represents a 2.1 months' supply of active listings.

The median list price of homes on the market at the end of February was \$308,000, up 2.7% from 2019. The typical time on market for active listings was 41 days, down from 58 days a year earlier.

ACTIVE LISTINGS ANALYSIS

BY MONTH >>

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 3/8/2020**



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

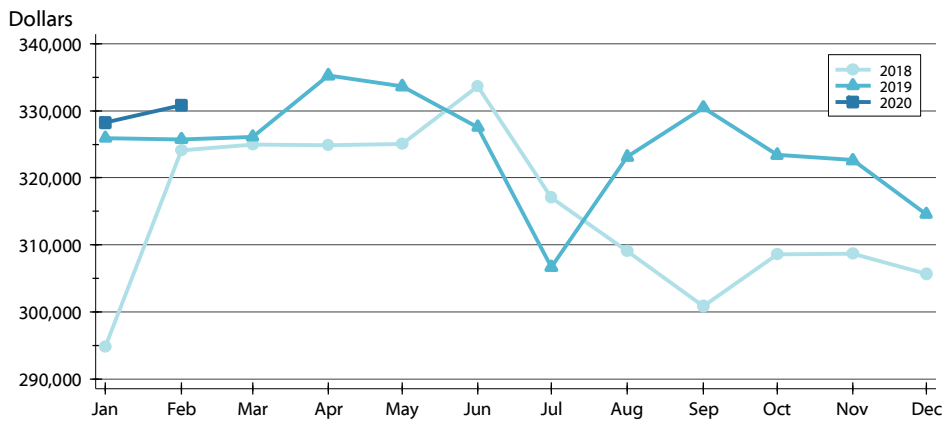
BY PRICE RANGE >>

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	10	4.7%	12	N/A	1,187	1,073	62	30	98.3%	100.0%
\$50,000-\$99,999	14	6.6%	1,196	14.0	85,405	84,950	53	30	97.9%	100.0%
\$100,000-\$149,999	25	11.8%	3,273	3.6	130,904	132,900	57	33	98.2%	100.0%
\$150,000-\$199,999	16	7.6%	2,747	0.8	171,700	169,900	59	36	98.2%	100.0%
\$200,000-\$249,999	14	6.6%	3,230	1.1	230,682	232,400	83	87	99.0%	100.0%
\$250,000-\$299,999	20	9.5%	5,588	1.3	279,398	279,725	50	25	99.7%	100.0%
\$300,000-\$349,999	21	10.0%	6,707	3.5	319,390	319,900	76	32	99.2%	100.0%
\$350,000-\$399,999	27	12.8%	10,098	13.5	374,009	374,900	78	47	100.0%	100.0%
\$400,000-\$449,999	19	9.0%	8,114	19.0	427,068	429,000	83	54	99.2%	100.0%
\$450,000-\$499,999	17	8.1%	8,144	8.5	479,059	479,900	102	53	98.2%	100.0%
\$500,000-\$599,999	10	4.7%	5,581	3.3	558,080	558,450	70	50	98.4%	100.0%
\$600,000-\$749,999	9	4.3%	6,043	9.0	671,467	655,000	82	23	97.0%	100.0%
\$750,000-\$999,999	6	2.8%	4,995	N/A	832,467	810,000	118	78	100.0%	100.0%
\$1,000,000 and up	3	1.4%	4,085	N/A	1,361,667	1,400,000	130	177	100.0%	100.0%
All price ranges	211	100.0%	69,812	3.0	330,864	308,000	73	41	98.8%	100.0%

ACTIVE LISTINGS ANALYSIS

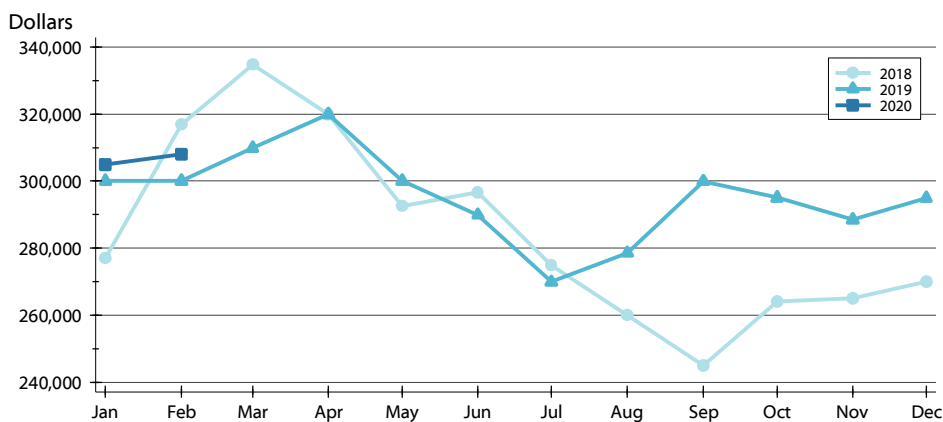
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 3/8/2020**

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	
April	324,822	335,269	
May	325,028	333,601	
June	333,679	327,597	
July	317,060	306,684	
August	309,090	323,116	
September	300,891	330,454	
October	308,599	323,407	
November	308,655	322,600	
December	305,627	314,584	

MEDIAN PRICE

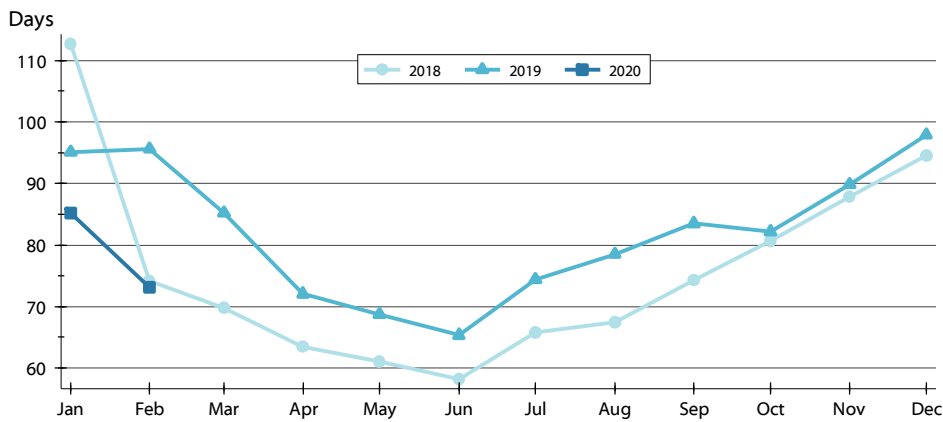


Month	2018	2019	2020
January	276,900	300,000	304,900
February	316,950	300,000	308,000
March	334,900	309,900	
April	320,000	319,900	
May	292,500	300,000	
June	296,543	289,900	
July	274,900	269,900	
August	259,900	278,500	
September	244,950	299,900	
October	263,950	295,000	
November	264,900	288,500	
December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

ACTIVE LISTINGS ANALYSIS

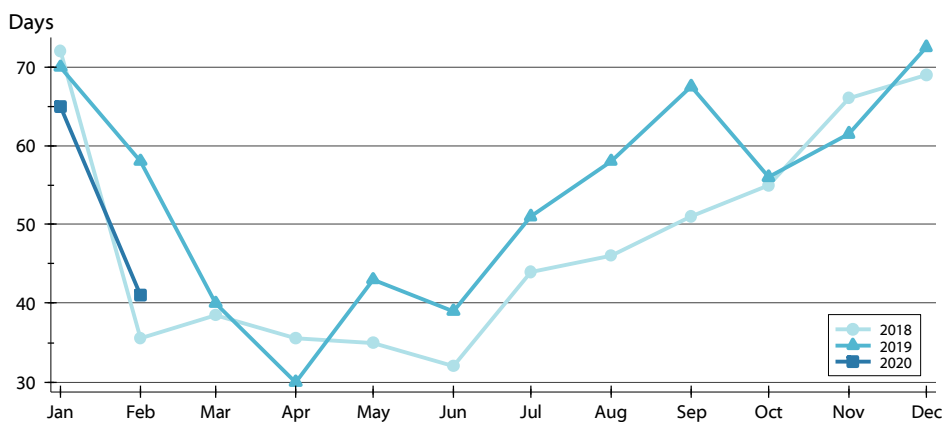
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 3/8/2020**

AVERAGE DOM



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

MEDIAN DOM

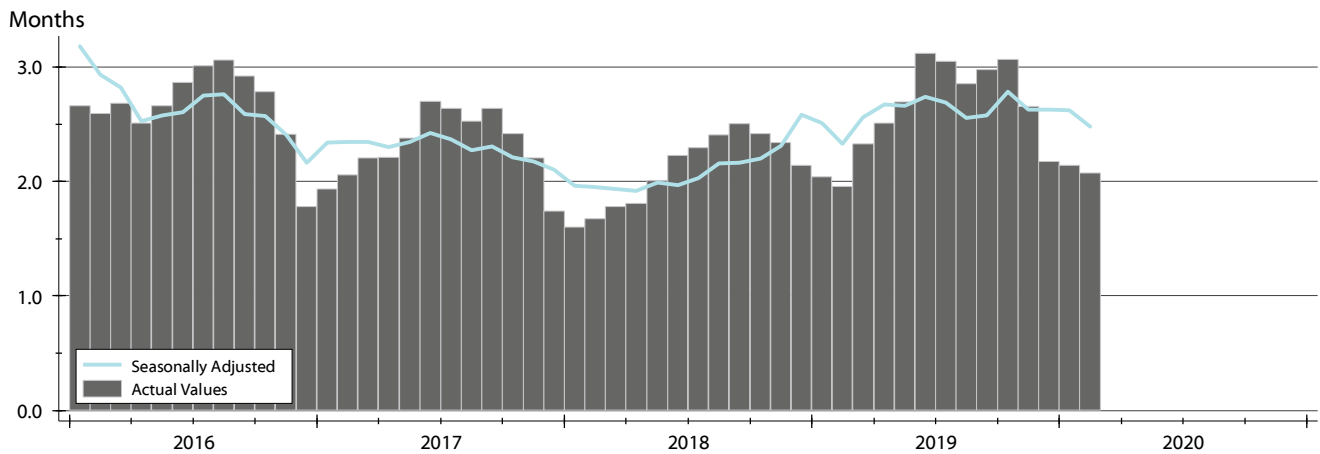


Month	2018	2019	2020
January	72	70	65
February	36	58	41
March	39	40	
April	36	30	
May	35	43	
June	32	39	
July	44	51	
August	46	58	
September	51	68	
October	55	56	
November	66	62	
December	69	73	

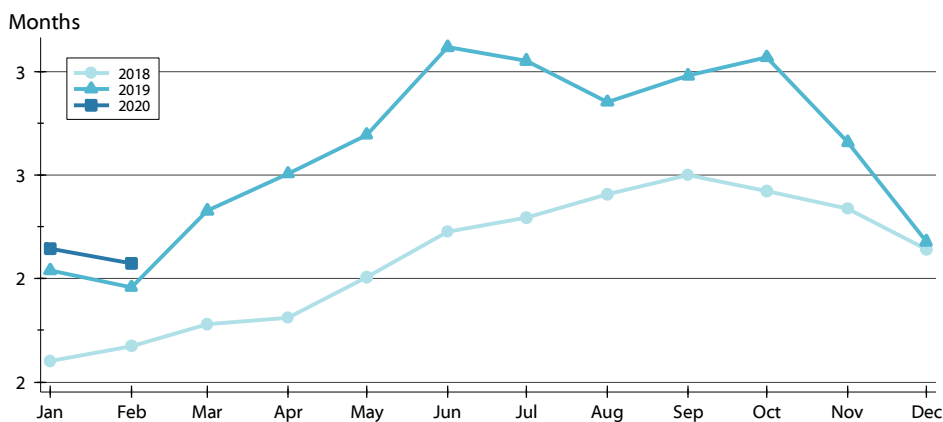
MONTHS' SUPPLY ANALYSIS

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 3/8/2020**

HISTORY >>



BY MONTH >>

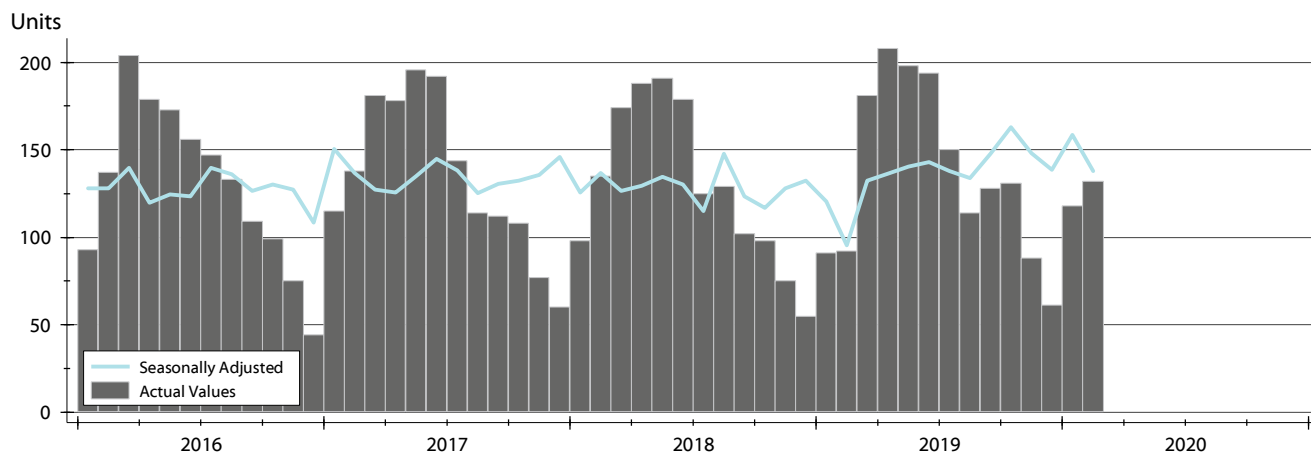


Month	2018	2019	2020
January	1.6	2.0	2.1
February	1.7	2.0	2.1
March	1.8	2.3	
April	1.8	2.5	
May	2.0	2.7	
June	2.2	3.1	
July	2.3	3.1	
August	2.4	2.9	
September	2.5	3.0	
October	2.4	3.1	
November	2.3	2.7	
December	2.1	2.2	

NEW LISTINGS ANALYSIS

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 3/8/2020**

HISTORY >>



SUMMARY >>

Summary Statistics for New Listings		February		
		2020	2019	Change
Current Month	New Listings	132	92	43.5%
	Volume (1,000s)	38,524	23,334	65.1%
	Average List Price	291,846	253,628	15.1%
	Median List Price	269,900	227,950	18.4%
YTD	New Listings	250	183	36.6%
	Volume (1,000s)	71,224	48,000	48.4%
	Average List Price	284,897	262,297	8.6%
	Median List Price	254,500	227,900	11.7%

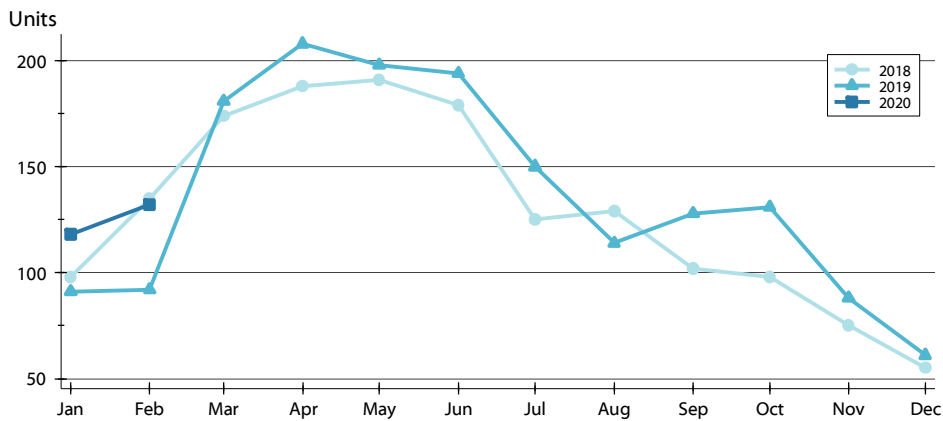
A total of 132 new listings were added in the City of Lawrence during February, up 43.5% from the same month in 2019. Year-to-date the City of Lawrence has seen 250 new listings.

The median list price of these homes was \$269,900 up from \$227,950 in 2019.

NEW LISTINGS ANALYSIS

BY MONTH >>

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 3/8/2020**



Month	2018	2019	2020
January	98	91	118
February	135	92	132
March	174	181	
April	188	208	
May	191	198	
June	179	194	
July	125	150	
August	129	114	
September	102	128	
October	98	131	
November	75	88	
December	55	61	

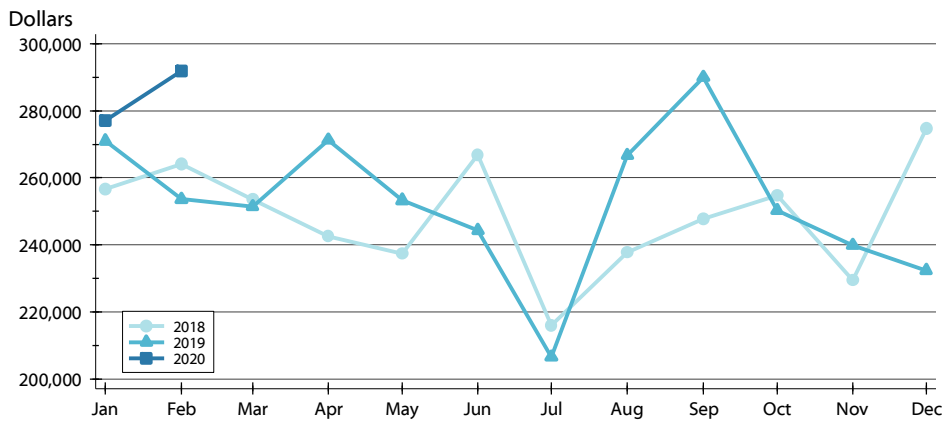
BY PRICE RANGE >>

Price Range	New Listings			List Price	
	Number	Percent	Volume	Average	Median
Below \$50,000	5	3.8%	5	975	1,100
\$50,000-\$99,999	7	5.3%	656	93,757	98,500
\$100,000-\$149,999	9	6.8%	1,167	129,644	133,000
\$150,000-\$199,999	16	12.1%	2,831	176,922	175,750
\$200,000-\$249,999	20	15.2%	4,536	226,788	226,950
\$250,000-\$299,999	23	17.4%	6,351	276,130	279,000
\$300,000-\$349,999	13	9.8%	4,170	320,769	319,500
\$350,000-\$399,999	15	11.4%	5,615	374,307	377,500
\$400,000-\$449,999	6	4.5%	2,559	426,567	427,400
\$450,000-\$499,999	4	3.0%	1,912	478,000	482,000
\$500,000-\$599,999	7	5.3%	3,866	552,257	549,900
\$600,000-\$749,999	5	3.8%	3,252	650,300	629,500
\$750,000-\$999,999	2	1.5%	1,605	802,450	802,450
\$1,000,000 and up	0	0.0%	0	N/A	N/A
All price ranges	132	100.0%	38,524	291,846	269,900

NEW LISTINGS ANALYSIS

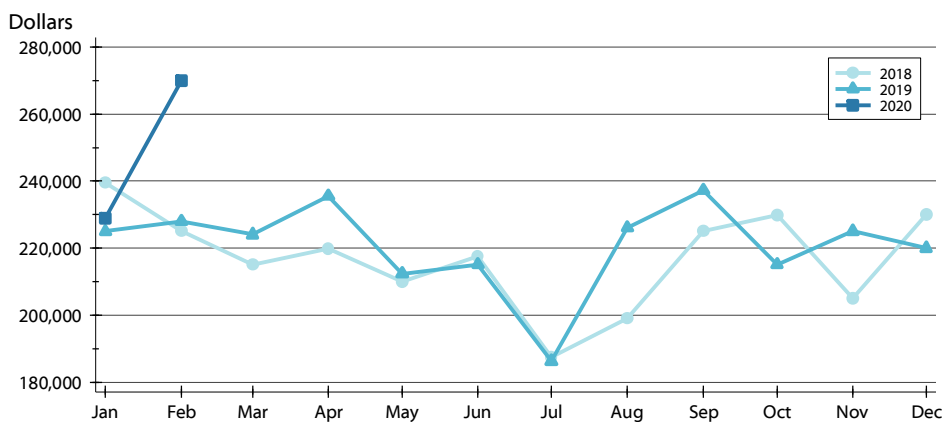
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 3/8/2020**

AVERAGE PRICE



Month	2018	2019	2020
January	256,668	271,062	277,123
February	264,103	253,628	291,846
March	253,478	251,491	
April	242,476	271,345	
May	237,400	253,286	
June	266,894	244,352	
July	215,828	206,538	
August	237,622	266,719	
September	247,709	290,053	
October	254,742	250,240	
November	229,374	239,923	
December	274,702	232,306	

MEDIAN PRICE

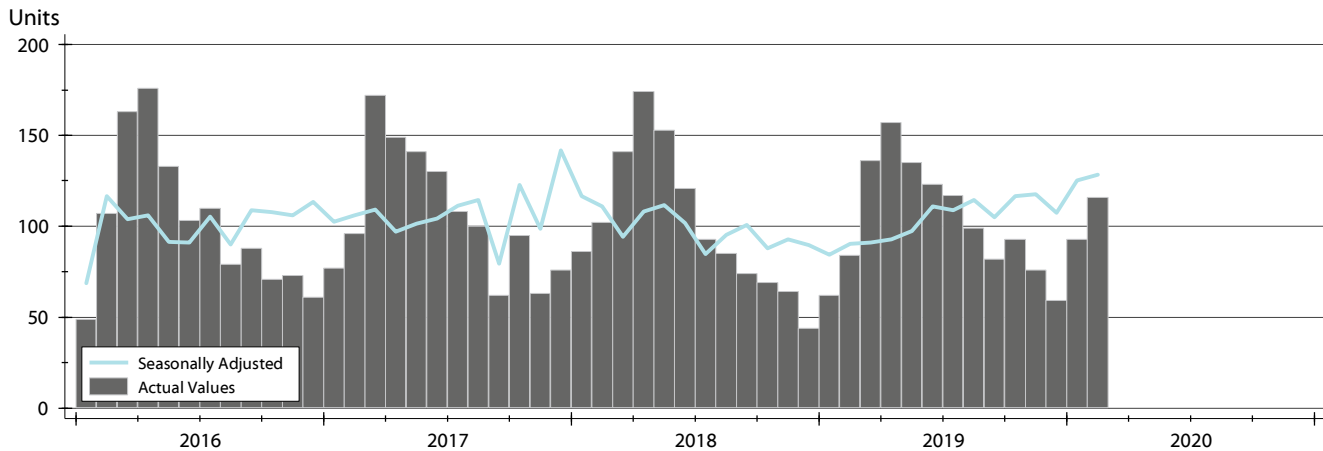


Month	2018	2019	2020
January	239,500	224,950	228,950
February	225,000	227,950	269,900
March	215,000	224,000	
April	219,900	235,500	
May	209,900	212,400	
June	217,500	215,000	
July	187,500	186,250	
August	199,000	226,000	
September	225,000	237,200	
October	229,900	215,000	
November	204,900	225,000	
December	230,000	219,950	

CONTRACTS WRITTEN ANALYSIS

CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 3/8/2020

HISTORY >>



SUMMARY >>

Summary Statistics		February			Year-to-Date		
for Contracts Written		2020	2019	Change	2020	2019	Change
Closed Listings		116	84	38.1%	209	146	43.2%
Volume (1,000s)		30,591	20,456	49.5%	54,839	34,945	56.9%
Average	Sale Price	263,720	243,524	8.3%	262,386	239,346	9.6%
	Days on Market	42	40	6.8%	51	49	4.9%
	Percent of Original	98.9%	97.6%	1.4%	98.1%	97.4%	0.6%
Median	Sale Price	245,950	208,450	18.0%	232,000	208,450	11.3%
	Days on Market	8	15	-46.7%	14	18	-20.0%
	Percent of Original	100.0%	100.0%	0.0%	100.0%	99.5%	0.5%

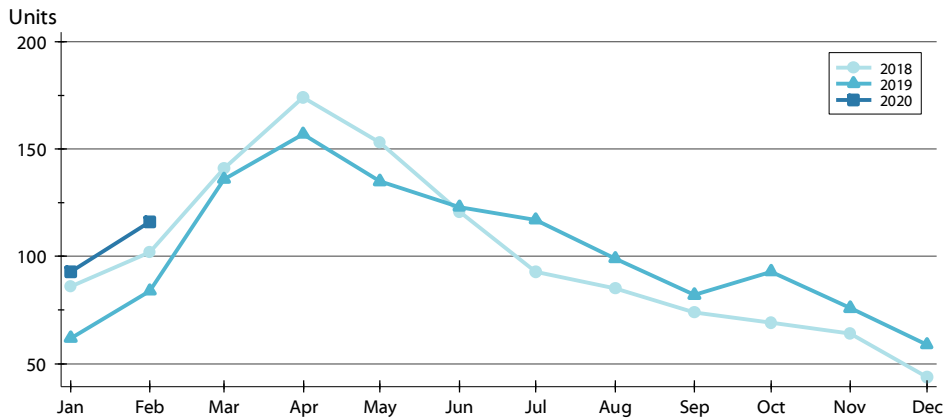
A total of 116 contracts for sale were written in the City of Lawrence during the month of February, up from 84 in 2019. The median list price of these homes was \$245,950, up from \$208,450 the prior year.

Half of the homes that went under contract in February were on the market less than 8 days, compared to 15 days in February 2019.

CONTRACTS WRITTEN ANALYSIS

BY MONTH >>

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 3/8/2020**



Month	2018	2019	2020
January	86	62	93
February	102	84	116
March	141	136	
April	174	157	
May	153	135	
June	121	123	
July	93	117	
August	85	99	
September	74	82	
October	69	93	
November	64	76	
December	44	59	

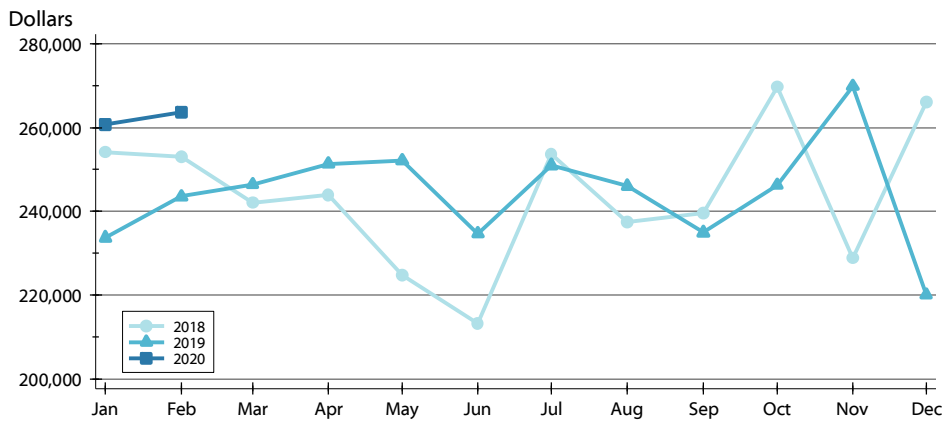
BY PRICE RANGE >>

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	8	6.9%	635	79,350	82,500	36	23	95.9%	100.0%
\$100,000-\$149,999	13	11.2%	1,613	124,088	123,900	21	10	99.5%	100.0%
\$150,000-\$199,999	18	15.5%	3,170	176,131	174,900	15	5	99.0%	100.0%
\$200,000-\$249,999	22	19.0%	4,922	223,739	217,500	22	3	98.8%	100.0%
\$250,000-\$299,999	22	19.0%	6,042	274,643	269,900	37	8	100.0%	100.0%
\$300,000-\$349,999	9	7.8%	2,908	323,122	319,900	121	47	98.4%	100.0%
\$350,000-\$399,999	8	6.9%	3,001	375,075	374,450	36	5	98.9%	100.0%
\$400,000-\$449,999	5	4.3%	2,134	426,730	419,900	102	41	100.0%	100.0%
\$450,000-\$499,999	3	2.6%	1,455	484,917	489,900	171	170	96.1%	95.9%
\$500,000-\$599,999	5	4.3%	2,684	536,760	525,000	61	55	99.3%	100.0%
\$600,000-\$749,999	2	1.7%	1,249	624,450	624,450	15	15	99.6%	99.6%
\$750,000-\$999,999	1	0.9%	779	779,000	779,000	37	37	100.0%	100.0%
\$1,000,000 and up	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
All price ranges	116	100.0%	30,591	263,720	245,950	42	8	98.9%	100.0%

CONTRACTS WRITTEN ANALYSIS

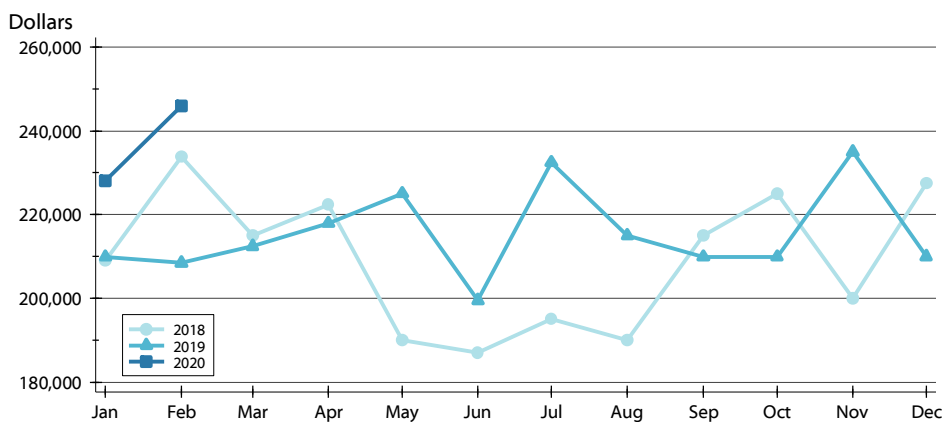
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 3/8/2020**

AVERAGE PRICE >>



Month	2018	2019	2020
January	254,060	233,686	260,722
February	253,006	243,524	263,720
March	242,107	246,402	
April	243,951	251,351	
May	224,719	252,072	
June	213,134	234,702	
July	253,662	250,937	
August	237,427	246,013	
September	239,584	234,923	
October	269,649	246,229	
November	228,792	269,893	
December	266,112	220,000	

MEDIAN PRICE >>

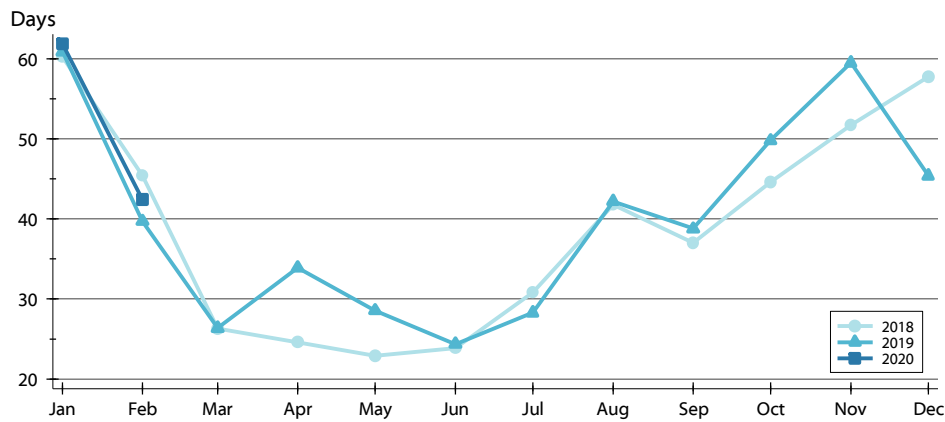


Month	2018	2019	2020
January	209,000	209,900	228,000
February	233,725	208,450	245,950
March	214,900	212,450	
April	222,400	217,950	
May	190,000	225,000	
June	187,000	199,500	
July	195,000	232,400	
August	189,900	215,000	
September	214,900	209,900	
October	225,000	209,900	
November	199,925	234,950	
December	227,500	210,000	

CONTRACTS WRITTEN ANALYSIS

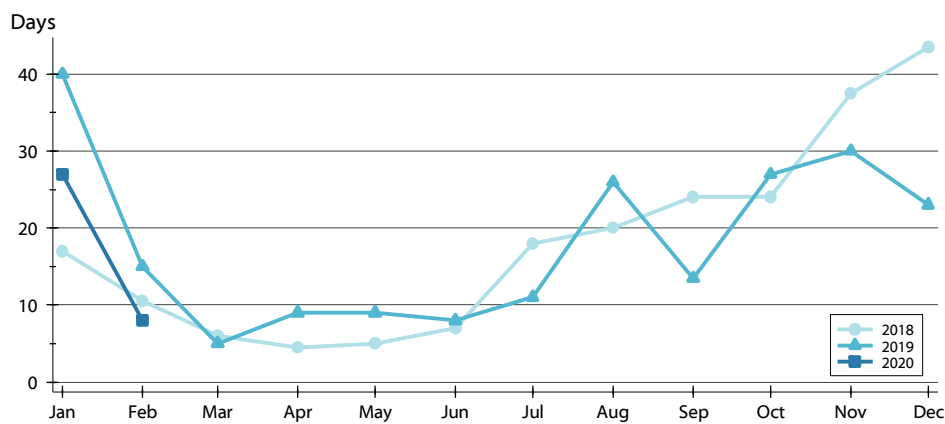
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 3/8/2020**

AVERAGE DOM



Month	2018	2019	2020
January	60	61	62
February	45	40	42
March	26	26	
April	25	34	
May	23	29	
June	24	24	
July	31	28	
August	42	42	
September	37	39	
October	45	50	
November	52	59	
December	58	45	

MEDIAN DOM

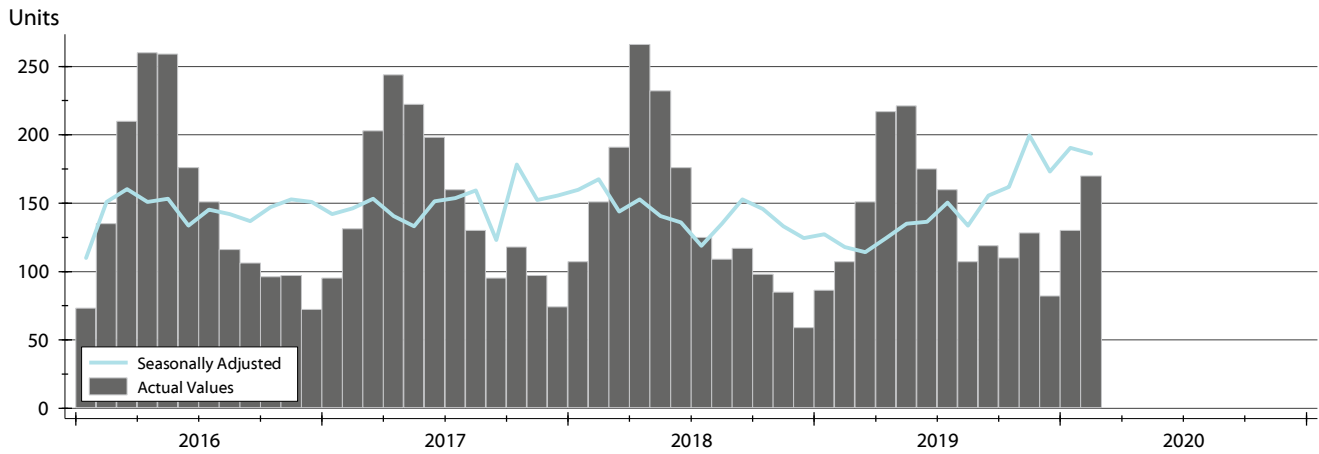


Month	2018	2019	2020
January	17	40	27
February	11	15	8
March	6	5	
April	5	9	
May	5	9	
June	7	8	
July	18	11	
August	20	26	
September	24	14	
October	24	27	
November	38	30	
December	44	23	

PENDING CONTRACTS ANALYSIS

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 3/8/2020**

HISTORY >>



SUMMARY >>

Summary Statistics		End of February		
for Active Listings		2020	2019	Change
Active Listings		170	107	58.9%
Volume (1,000s)		46,374	25,863	79.3%
Average	List Price	272,790	241,706	12.9%
	Days on Market	45	48	-6.1%
	Percent of Original	98.6%	98.7%	-0.1%
Median	List Price	245,000	207,000	18.4%
	Days on Market	10	14	-28.6%
	Percent of Original	100.0%	100.0%	0.0%

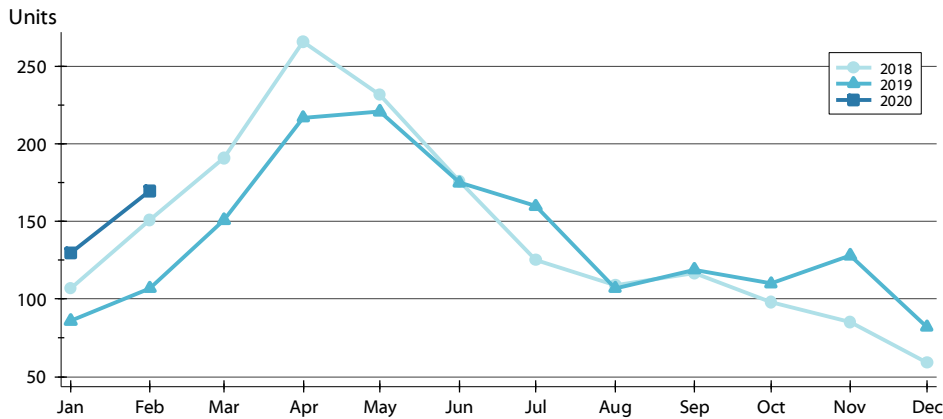
A total of 170 listings in the City of Lawrence had contracts pending at the end of February, up from 107 contracts pending at the end of February 2019.

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

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 3/8/2020**

BY MONTH >>



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

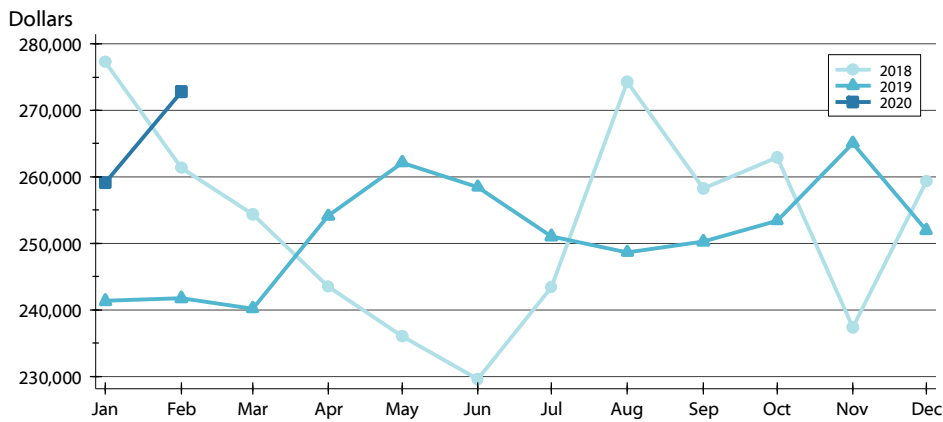
BY PRICE RANGE >>

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	10	5.9%	810	80,980	83,750	36	23	95.1%	100.0%
\$100,000-\$149,999	21	12.4%	2,631	125,276	123,900	32	13	98.0%	100.0%
\$150,000-\$199,999	26	15.3%	4,606	177,155	176,445	27	7	98.5%	100.0%
\$200,000-\$249,999	33	19.4%	7,454	225,879	224,900	23	3	99.0%	100.0%
\$250,000-\$299,999	28	16.5%	7,703	275,113	269,900	43	12	99.7%	100.0%
\$300,000-\$349,999	10	5.9%	3,218	321,810	319,700	109	31	98.5%	100.0%
\$350,000-\$399,999	12	7.1%	4,535	377,879	377,000	35	7	99.3%	100.0%
\$400,000-\$449,999	9	5.3%	3,804	422,704	419,900	90	41	99.5%	100.0%
\$450,000-\$499,999	7	4.1%	3,377	482,475	477,574	116	112	97.0%	99.0%
\$500,000-\$599,999	10	5.9%	5,390	539,020	525,000	66	35	98.6%	100.0%
\$600,000-\$749,999	3	1.8%	2,067	689,000	699,000	41	4	100.0%	100.0%
\$750,000-\$999,999	1	0.6%	779	779,000	779,000	37	37	100.0%	100.0%
\$1,000,000 and up	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
All price ranges	170	100.0%	46,374	272,790	245,000	45	10	98.6%	100.0%

PENDING CONTRACTS ANALYSIS

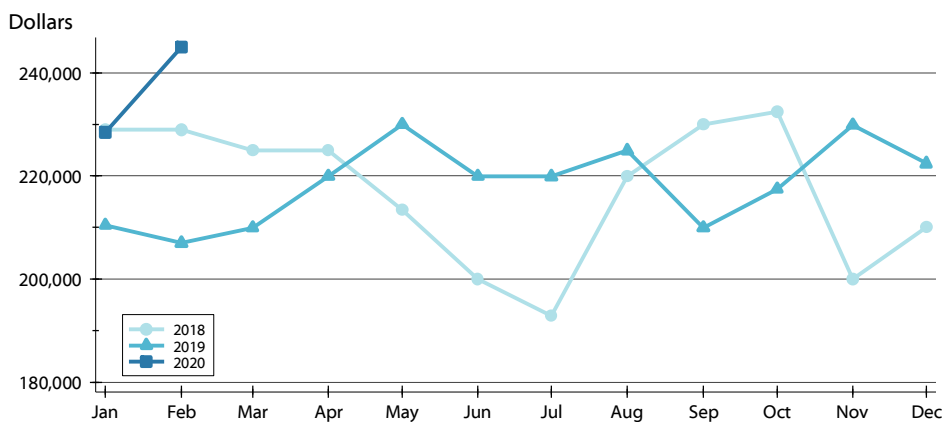
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 3/8/2020**

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	
April	243,519	254,113	
May	236,007	262,156	
June	229,631	258,478	
July	243,337	251,037	
August	274,271	248,627	
September	258,250	250,263	
October	262,912	253,428	
November	237,321	265,092	
December	259,354	251,972	

MEDIAN PRICE >>

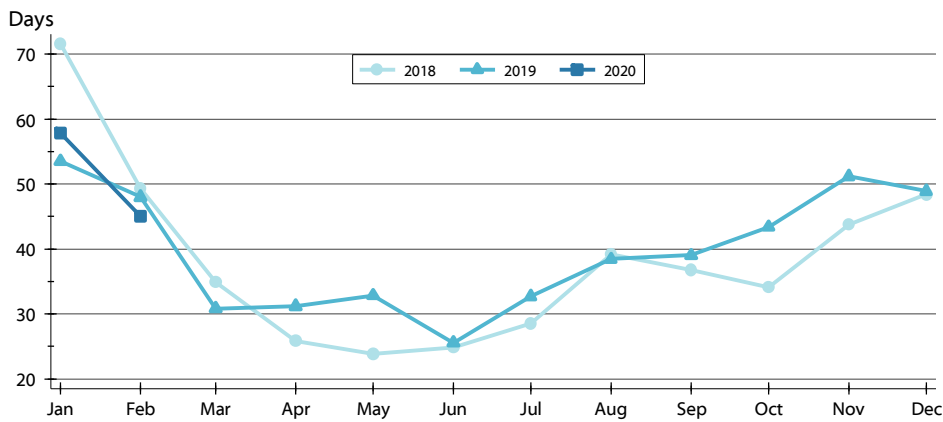


Month	2018	2019	2020
January	229,000	210,450	228,500
February	229,000	207,000	245,000
March	225,000	209,900	
April	224,975	219,950	
May	213,450	230,000	
June	199,975	219,950	
July	192,900	219,900	
August	219,900	224,900	
September	230,000	209,900	
October	232,500	217,450	
November	199,950	229,900	
December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

PENDING CONTRACTS ANALYSIS

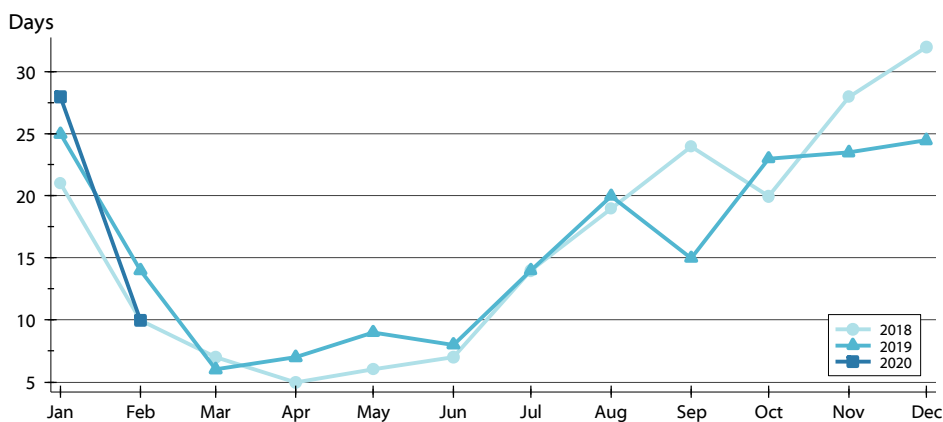
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 3/8/2020**

AVERAGE DOM >>



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

MEDIAN DOM >>



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