

# LAWRENCE MLS STATISTICS



## MARCH 2020 >>

## MARKET OVERVIEW >>

### Lawrence City Home Sales Rose in March

Total home sales in the City of Lawrence rose by 37.3% last month to 103 units, compared to 75 units in March 2019. Total sales volume was \$25.8 million, up 49.7% from a year earlier.

The median sale price in March was \$222,500, up from \$205,000 a year earlier. Homes that sold in March were typically on the market for 13 days and sold for 98.9% of their list prices.

### Lawrence City Active Listings Down at End of March

The total number of active listings in the City of Lawrence at the end of March was 217 units, down from 229 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 March was \$308,000.

During March, a total of 131 contracts were written down from 136 in March 2019. At the end of the month, there were 205 contracts pending, compared to 151 at the end of March 2019.

City of Lawrence		March		
Current Month		2020	2019	Change
Summary Statistics				
Home Sales		103	75	37.3%
Active Listings		217	229	-5.2%
Months' Supply		2.1	2.3	-10.5%
New Listings		161	181	-11.0%
Contracts Written		131	136	-3.7%
Pending Contracts		205	151	35.8%
Sales Volume (1,000s)		25,843	17,266	49.7%
Average	Sale Price	250,906	230,217	9.0%
	List Price of Actives	332,866	326,114	2.1%
	Days on Market	48	42	15.3%
	Percent of List	98.2%	98.9%	-0.7%
	Percent of Original	96.7%	97.7%	-1.0%
Median	Sale Price	222,500	205,000	8.5%
	List Price of Actives	308,000	309,900	-0.6%
	Days on Market	13	12	8.3%
	Percent of List	98.9%	100.0%	-1.1%
	Percent of Original	98.5%	100.0%	-1.5%

## REPORT CONTENTS >>

### 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

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- [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 4/8/2020**

March MLS Statistics By Property Type		2020			2019			2018		
		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		<b>103</b>	<b>93</b>	<b>10</b>	75	68	7	102	95	7
Change from prior year		37.3%	36.8%	42.9%	-26.5%	-28.4%	0.0%	5.2%	9.2%	-30.0%
Active Listings		<b>217</b>	<b>166</b>	<b>51</b>	229	184	45	188	150	38
Change from prior year		-5.2%	-9.8%	13.3%	21.8%	22.7%	18.4%	-17.9%	-16.2%	-24.0%
Months' Supply		<b>2.1</b>	<b>1.7</b>	<b>5.7</b>	2.3	2.1	4.4	1.8	1.6	4.1
Change from prior year		-10.5%	-16.6%	31.3%	30.7%	34.2%	6.0%	-19.2%	-18.2%	-19.2%
New Listings		<b>161</b>	<b>151</b>	<b>10</b>	181	171	10	174	162	12
Change from prior year		-11.0%	-11.7%	0.0%	4.0%	5.6%	-16.7%	-3.9%	-2.4%	-20.0%
Contracts Written		<b>131</b>	<b>122</b>	<b>9</b>	136	121	15	141	126	15
Change from prior year		-3.7%	0.8%	-40.0%	-3.5%	-4.0%	0.0%	-18.0%	-18.2%	-16.7%
Pending Contracts		<b>205</b>	<b>174</b>	<b>31</b>	151	132	19	191	157	34
Change from prior year		35.8%	31.8%	63.2%	-20.9%	-15.9%	-44.1%	-5.9%	-12.3%	41.7%
Sales Volume (1,000s)		<b>25,843</b>	<b>21,923</b>	<b>3,920</b>	17,266	15,080	2,186	23,693	21,810	1,883
Change from prior year		49.7%	45.4%	79.3%	-27.1%	-30.9%	16.1%	24.1%	31.7%	-25.7%
Average	Sale Price	<b>250,906</b>	<b>235,732</b>	<b>392,024</b>	230,217	221,769	312,286	232,289	229,581	269,036
	Change from prior year	9.0%	6.3%	25.5%	-0.9%	-3.4%	16.1%	18.0%	20.6%	6.1%
	List Price of Actives	<b>332,866</b>	<b>305,342</b>	<b>422,451</b>	326,114	315,501	369,506	324,921	307,772	392,611
	Change from prior year	2.1%	-3.2%	14.3%	0.4%	2.5%	-5.9%	-6.6%	-10.4%	8.2%
	Days on Market	<b>48</b>	<b>39</b>	<b>136</b>	42	38	79	49	46	92
	Change from prior year	15.3%	2.0%	72.2%	-15.7%	-18.2%	-14.6%	-9.6%	-7.7%	-1.6%
Percent of List	<b>98.2%</b>	<b>98.0%</b>	<b>100.0%</b>	98.9%	98.8%	99.6%	98.4%	98.3%	100.3%	
	Change from prior year	-0.7%	-0.8%	0.4%	0.5%	0.5%	-0.7%	-0.2%	-0.1%	-0.2%
	Percent of Original	<b>96.7%</b>	<b>96.4%</b>	<b>99.3%</b>	97.7%	97.5%	99.1%	97.9%	97.8%	99.5%
Change from prior year	-1.0%	-1.2%	0.2%	-0.2%	-0.2%	-0.4%	0.8%	1.0%	-1.0%	
Median	Sale Price	<b>222,500</b>	<b>212,000</b>	<b>389,950</b>	205,000	189,500	319,000	191,325	186,000	259,900
	Change from prior year	8.5%	11.9%	22.2%	7.1%	1.9%	22.7%	14.6%	12.4%	5.3%
	List Price of Actives	<b>308,000</b>	<b>272,450</b>	<b>409,900</b>	309,900	284,900	350,000	334,900	299,900	379,950
	Change from prior year	-0.6%	-4.4%	17.1%	-7.5%	-5.0%	-7.9%	21.8%	25.5%	9.4%
	Days on Market	<b>13</b>	<b>10</b>	<b>94</b>	12	12	59	10	8	111
	Change from prior year	8.3%	-13.0%	59.3%	20.0%	43.8%	-46.8%	-44.4%	-52.9%	122.0%
Percent of List	<b>98.9%</b>	<b>98.6%</b>	<b>99.8%</b>	100.0%	100.0%	100.0%	100.0%	99.4%	100.0%	
	Change from prior year	-1.1%	-1.4%	-0.2%	0.0%	0.6%	0.0%	1.0%	0.9%	0.0%
Percent of Original	<b>98.5%</b>	<b>98.3%</b>	<b>99.8%</b>	100.0%	99.5%	100.0%	99.4%	99.2%	100.0%	
	Change from prior year	-1.5%	-1.1%	-0.2%	0.6%	0.2%	0.0%	1.0%	2.1%	0.0%

# YEAR-TO-DATE STATISTICS

## SUMMARY >>

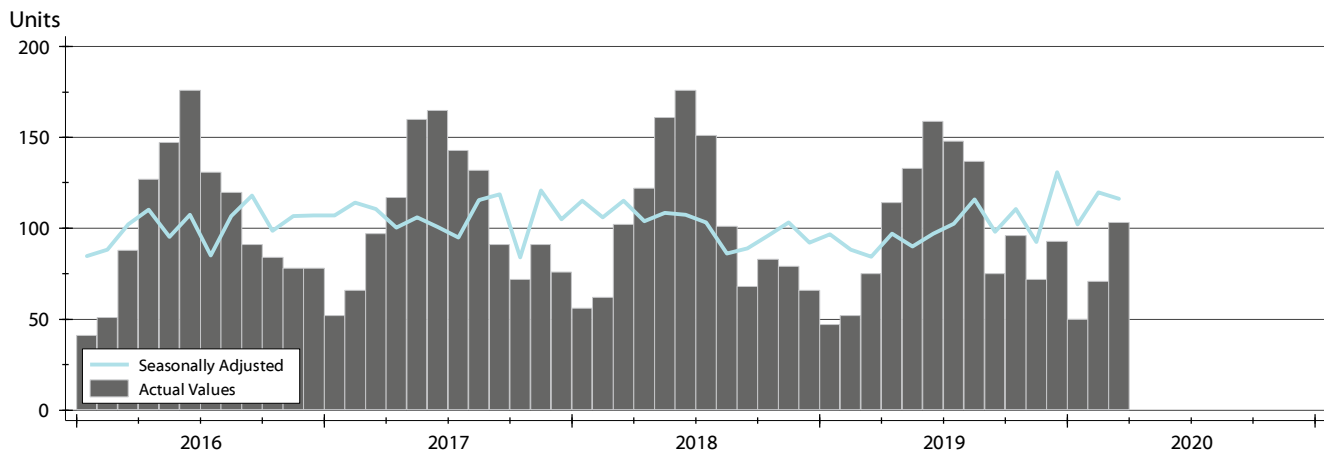
**YTD BREAKDOWNS BY HOME TYPE  
CITY OF LAWRENCE  
AS OF 4/8/2020**

Year-to-Date Activity		2020			2019			2018		
By Property Type		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		<b>224</b>	<b>195</b>	<b>29</b>	174	156	18	220	194	26
Change from prior year		28.7%	25.0%	61.1%	-20.9%	-19.6%	-30.8%	2.3%	4.3%	-10.3%
New Listings		<b>418</b>	<b>373</b>	<b>45</b>	364	322	42	407	357	50
Change from prior year		14.8%	15.8%	7.1%	-10.6%	-9.8%	-16.0%	-6.2%	-6.3%	-5.7%
Contracts Written		<b>340</b>	<b>296</b>	<b>44</b>	282	249	33	329	279	50
Change from prior year		20.6%	18.9%	33.3%	-14.3%	-10.8%	-34.0%	-4.6%	-9.7%	38.9%
Sales Volume (1,000s)		<b>55,028</b>	<b>44,779</b>	<b>10,249</b>	42,229	36,162	6,067	52,840	44,175	8,665
Change from prior year		30.3%	23.8%	68.9%	-20.1%	-18.1%	-30.0%	19.6%	24.3%	0.1%
Average	Sale Price	<b>245,663</b>	<b>229,638</b>	<b>353,417</b>	242,697	231,808	337,073	240,181	227,705	333,269
	Change from prior year	1.2%	-0.9%	4.8%	1.0%	1.8%	1.1%	16.9%	19.2%	11.7%
	Days on Market	<b>53</b>	<b>41</b>	<b>130</b>	49	45	86	61	52	129
	Change from prior year	8.0%	-7.3%	51.4%	-20.2%	-14.4%	-33.7%	-0.3%	5.4%	-6.5%
Percent of List		<b>98.5%</b>	<b>98.3%</b>	<b>99.8%</b>	98.5%	98.4%	99.5%	98.4%	98.2%	100.2%
	Change from prior year	-0.1%	-0.2%	0.3%	0.1%	0.2%	-0.7%	0.2%	0.3%	-0.1%
Percent of Original		<b>96.9%</b>	<b>96.5%</b>	<b>99.2%</b>	97.1%	96.9%	98.4%	97.1%	96.6%	100.6%
	Change from prior year	-0.2%	-0.4%	0.8%	0.0%	0.3%	-2.2%	0.7%	0.8%	0.4%
Median	Sale Price	<b>225,000</b>	<b>213,250</b>	<b>317,635</b>	214,950	204,950	342,950	195,000	188,250	322,450
	Change from prior year	4.7%	4.0%	-7.4%	10.2%	8.9%	6.4%	11.5%	13.6%	9.3%
	Days on Market	<b>24</b>	<b>15</b>	<b>88</b>	24	22	83	22	17	131
	Change from prior year	0.0%	-31.8%	6.7%	9.1%	29.4%	-36.8%	-15.4%	-15.0%	9.7%
Percent of List		<b>99.4%</b>	<b>99.2%</b>	<b>100.0%</b>	99.2%	98.7%	100.0%	99.3%	99.0%	100.0%
	Change from prior year	0.3%	0.5%	0.0%	-0.1%	-0.2%	0.0%	0.3%	0.6%	0.0%
Percent of Original		<b>98.6%</b>	<b>98.4%</b>	<b>100.0%</b>	98.0%	97.7%	100.0%	98.9%	98.3%	100.0%
	Change from prior year	0.7%	0.7%	0.0%	-0.9%	-0.6%	0.0%	0.7%	1.3%	0.0%

# CLOSED LISTINGS ANALYSIS

**CITY OF LAWRENCE  
ALL HOMES (NEW & EXISTING)  
AS OF 4/8/2020**

**HISTORY** >>



**SUMMARY** >>

Summary Statistics for Closed Listings		March			Year-to-Date		
		2020	2019	Change	2020	2019	Change
Closed Listings		<b>103</b>	75	37.3%	<b>224</b>	174	28.7%
Volume (1,000s)		<b>25,843</b>	17,266	49.7%	<b>55,028</b>	42,229	30.3%
Average	Sale Price	<b>250,906</b>	230,217	9.0%	<b>245,663</b>	242,697	1.2%
	Days on Market	<b>48</b>	42	15.3%	<b>53</b>	49	8.0%
	Percent of List	<b>98.2%</b>	98.9%	-0.7%	<b>98.5%</b>	98.5%	-0.1%
	Percent of Original	<b>96.7%</b>	97.7%	-1.0%	<b>96.9%</b>	97.1%	-0.2%
Median	Sale Price	<b>222,500</b>	205,000	8.5%	<b>225,000</b>	214,950	4.7%
	Days on Market	<b>13</b>	12	8.3%	<b>24</b>	24	0.0%
	Percent of List	<b>98.9%</b>	100.0%	-1.1%	<b>99.4%</b>	99.2%	0.3%
	Percent of Original	<b>98.5%</b>	100.0%	-1.5%	<b>98.6%</b>	98.0%	0.7%

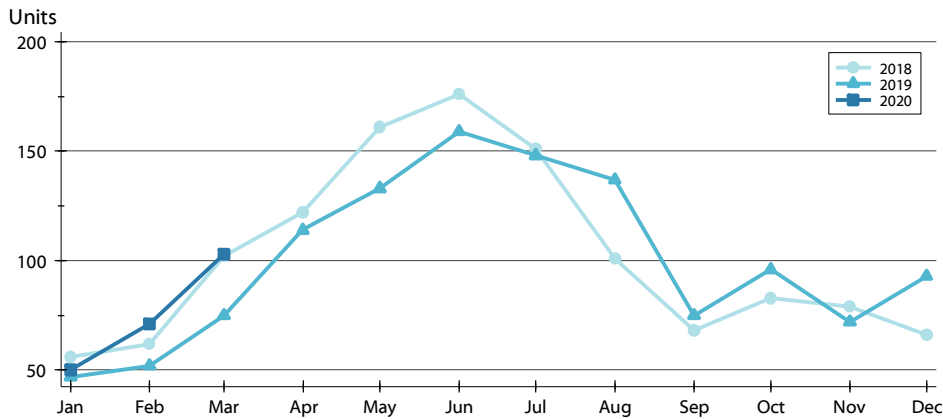
A total of 103 homes sold in the City of Lawrence in March, up from 75 units in March 2019. Total sales volume rose to \$25.8 million compared to \$17.3 million in the previous year.

The median sales price in March was \$222,500, up 8.5% compared to the prior year. Median days on market was 13 days, down from 31 days in February, but up from 12 in March 2019.

# CLOSED LISTINGS ANALYSIS

## BY MONTH >>

**CITY OF LAWRENCE  
ALL HOMES (NEW & EXISTING)  
AS OF 4/8/2020**



Month	2018	2019	2020
January	56	47	50
February	62	52	71
March	102	75	103
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	

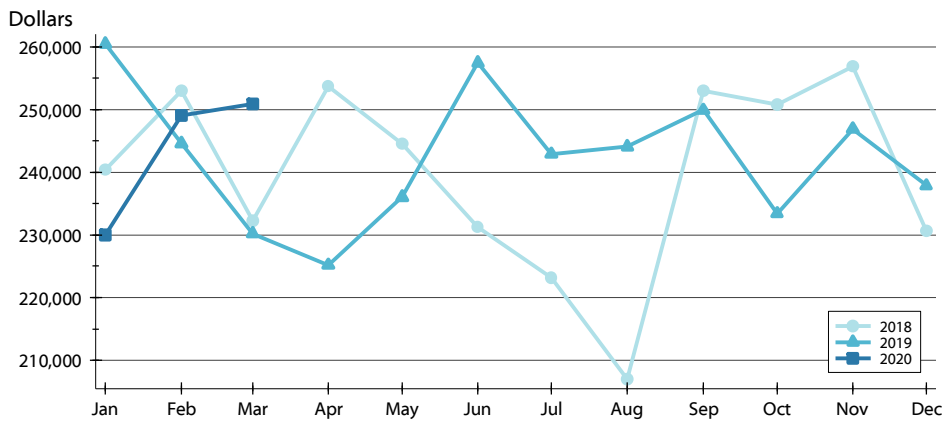
## BY PRICE RANGE >>

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	1	1.0%	48	48,000	48,000	35	35	87.3%	87.3%	73.8%	73.8%
\$50,000-\$99,999	8	7.8%	651	81,313	85,750	33	24	93.6%	93.5%	89.8%	93.5%
\$100,000-\$149,999	17	16.5%	2,160	127,085	128,000	28	9	97.4%	98.5%	96.4%	98.2%
\$150,000-\$199,999	17	16.5%	2,931	172,438	172,500	38	9	97.8%	99.5%	95.8%	98.8%
\$200,000-\$249,999	15	14.6%	3,356	223,700	220,000	27	12	98.8%	98.9%	98.8%	99.0%
\$250,000-\$299,999	18	17.5%	4,945	274,743	273,650	28	8	100.0%	100.0%	99.5%	100.0%
\$300,000-\$349,999	7	6.8%	2,251	321,591	318,000	109	47	98.9%	99.3%	97.3%	98.1%
\$350,000-\$399,999	5	4.9%	1,832	366,360	369,900	56	8	100.0%	100.0%	98.3%	100.0%
\$400,000-\$449,999	3	2.9%	1,267	422,333	420,000	165	221	99.5%	99.5%	99.5%	99.5%
\$450,000-\$499,999	5	4.9%	2,357	471,435	469,000	133	112	97.5%	98.2%	94.3%	97.2%
\$500,000-\$599,999	5	4.9%	2,677	535,380	520,000	82	55	98.7%	98.4%	95.9%	98.4%
\$600,000-\$749,999	2	1.9%	1,368	684,000	684,000	4	4	101.8%	101.8%	101.8%	101.8%
\$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	103	100.0%	25,843	250,906	222,500	48	13	98.2%	98.9%	96.7%	98.5%

# CLOSED LISTINGS ANALYSIS

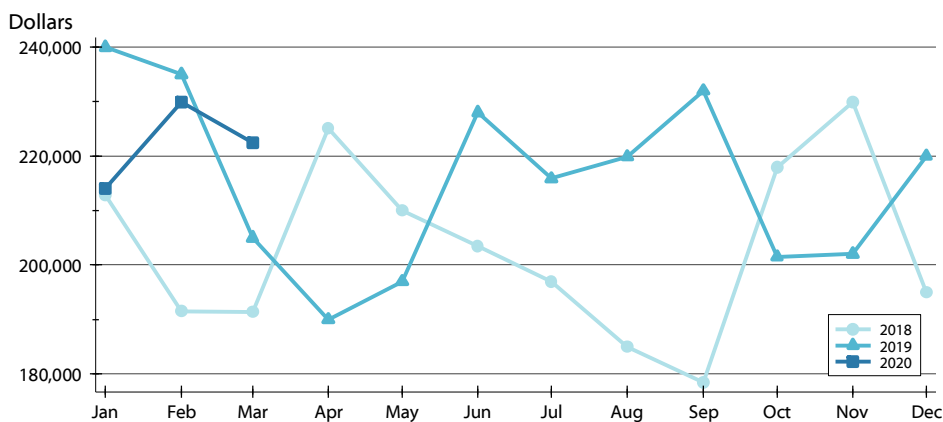
**CITY OF LAWRENCE  
ALL HOMES (NEW & EXISTING)  
AS OF 4/8/2020**

## 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	250,906
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 >>

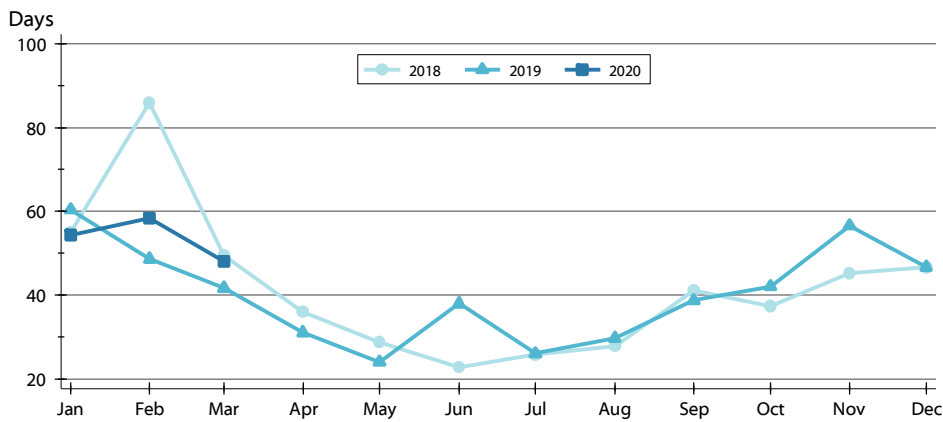


Month	2018	2019	2020
January	212,875	240,000	214,075
February	191,500	235,000	229,900
March	191,325	205,000	222,500
April	225,000	190,000	
May	210,000	197,000	
June	203,450	228,000	
July	197,000	215,875	
August	185,000	219,900	
September	178,500	232,000	
October	218,000	201,500	
November	229,900	202,000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

# CLOSED LISTINGS ANALYSIS

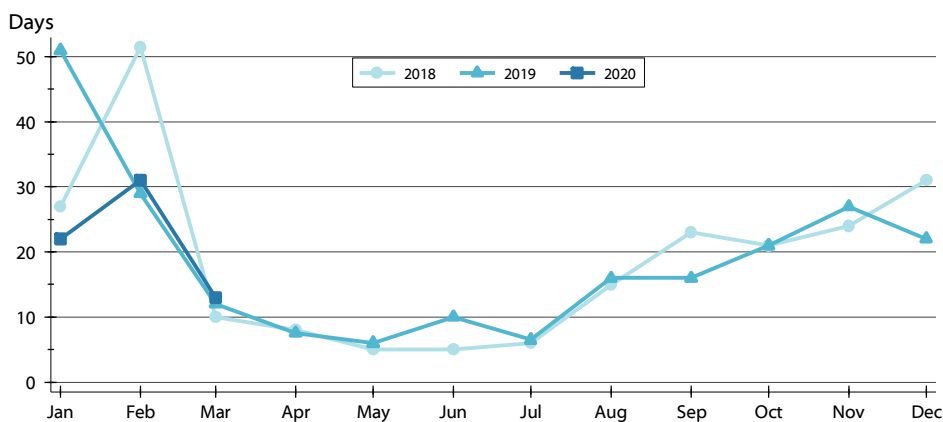
**CITY OF LAWRENCE  
ALL HOMES (NEW & EXISTING)  
AS OF 4/8/2020**

## AVERAGE DOM



Month	2018	2019	2020
January	55	60	54
February	86	49	58
March	49	42	48
April	36	31	
May	29	24	
June	23	38	
July	26	26	
August	28	30	
September	41	39	
October	37	42	
November	45	57	
December	47	47	

## MEDIAN DOM



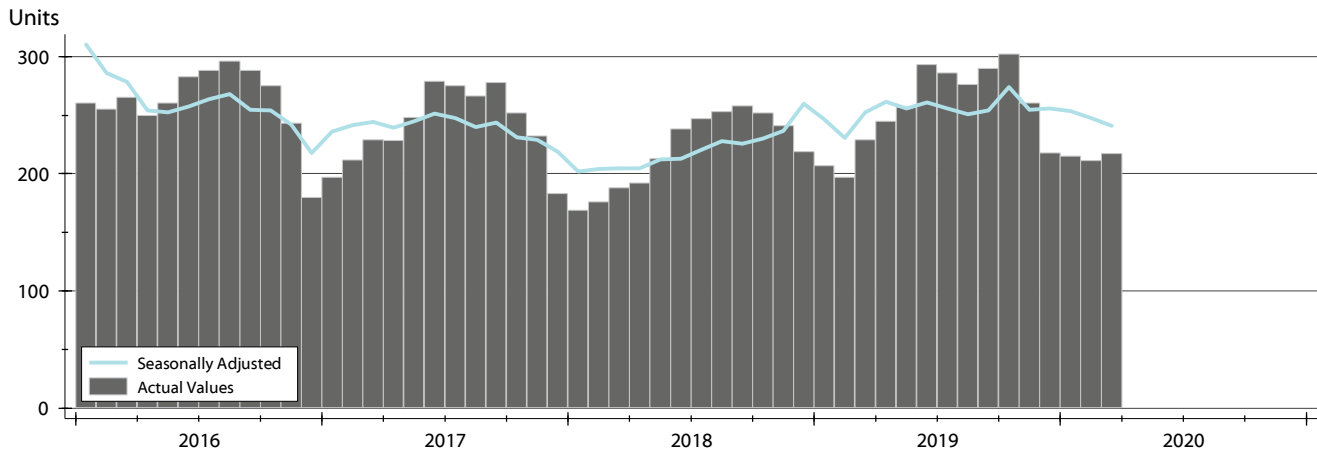
Month	2018	2019	2020
January	27	51	22
February	52	29	31
March	10	12	13
April	8	8	
May	5	6	
June	5	10	
July	6	7	
August	15	16	
September	23	16	
October	21	21	
November	24	27	
December	31	22	



# ACTIVE LISTINGS ANALYSIS

**HISTORY** >>

**CITY OF LAWRENCE  
ALL HOMES (NEW & EXISTING)  
AS OF 4/8/2020**



**SUMMARY** >>

Summary Statistics for Active Listings		End of March		
		2020	2019	Change
Active Listings		217	229	-5.2%
Months' Supply		2.1	2.3	-10.5%
Volume (1,000s)		72,232	74,680	-3.3%
Average	List Price	332,866	326,114	2.1%
	Days on Market	78	85	-8.7%
	Percent of Original	98.3%	98.5%	-0.2%
Median	List Price	308,000	309,900	-0.6%
	Days on Market	48	40	20.0%
	Percent of Original	100.0%	100.0%	0.0%

A total of 217 homes were available for sale in the City of Lawrence at the end of March. This represents a 2.1 months' supply of active listings.

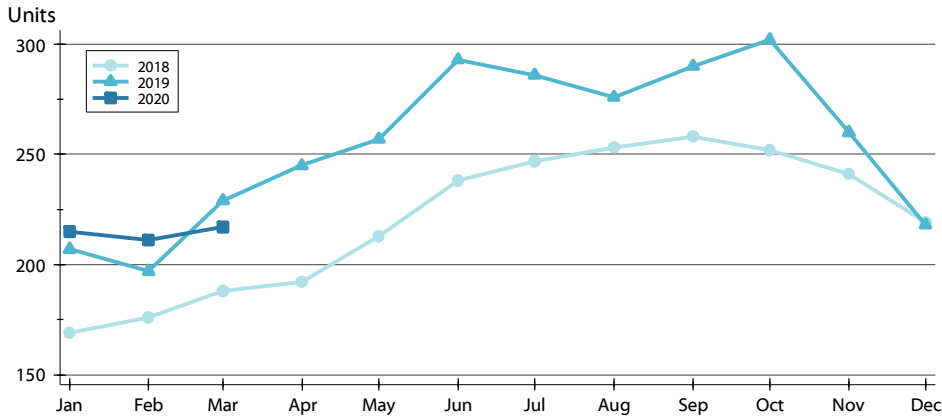
The median list price of homes on the market at the end of March was \$308,000, down 0.6% from 2019. The typical time on market for active listings was 48 days, up from 40 days a year earlier.



# ACTIVE LISTINGS ANALYSIS

## BY MONTH >>

**CITY OF LAWRENCE  
ALL HOMES (NEW & EXISTING)  
AS OF 4/8/2020**



Month	2018	2019	2020
January	169	207	215
February	176	197	211
March	188	229	217
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	

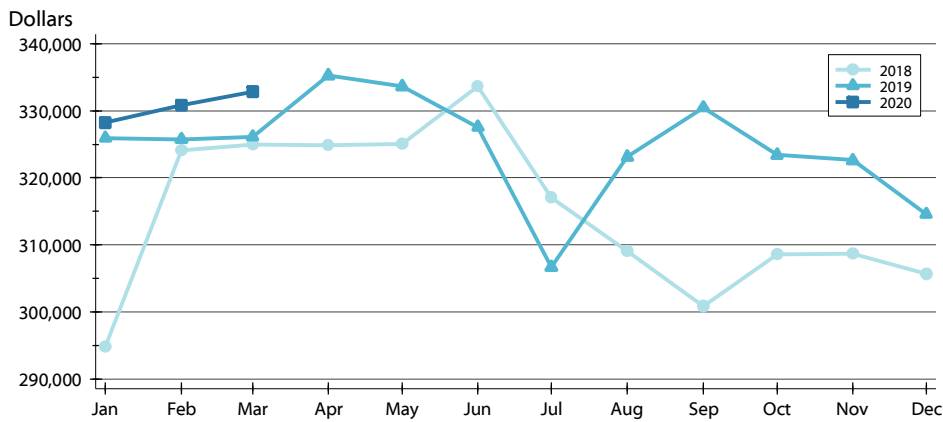
## BY PRICE RANGE >>

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	9	4.1%	14	9.0	1,608	1,100	34	27	99.6%	100.0%
\$50,000-\$99,999	19	8.8%	1,580	2.4	83,167	84,950	62	48	96.8%	100.0%
\$100,000-\$149,999	19	8.8%	2,432	1.1	127,989	129,000	69	64	96.3%	100.0%
\$150,000-\$199,999	19	8.8%	3,252	1.1	171,158	169,000	60	39	98.1%	100.0%
\$200,000-\$249,999	16	7.4%	3,568	1.1	223,025	221,950	71	48	97.6%	99.5%
\$250,000-\$299,999	23	10.6%	6,391	1.3	277,859	279,000	51	33	98.5%	100.0%
\$300,000-\$349,999	19	8.8%	6,217	2.7	327,226	329,500	72	33	99.6%	100.0%
\$350,000-\$399,999	23	10.6%	8,631	4.6	375,278	372,900	87	53	99.7%	100.0%
\$400,000-\$449,999	23	10.6%	9,846	7.7	428,067	429,000	90	70	99.2%	100.0%
\$450,000-\$499,999	15	6.9%	7,118	3.0	474,553	474,900	118	75	97.3%	100.0%
\$500,000-\$599,999	14	6.5%	7,821	2.8	558,621	571,000	80	46	98.0%	100.0%
\$600,000-\$749,999	8	3.7%	5,467	4.0	683,400	677,000	114	60	95.7%	98.5%
\$750,000-\$999,999	7	3.2%	5,809	N/A	829,829	799,000	131	75	100.3%	100.0%
\$1,000,000 and up	3	1.4%	4,085	N/A	1,361,667	1,400,000	161	208	100.0%	100.0%
All price ranges	217	100.0%	72,232	2.1	332,866	308,000	78	48	98.3%	100.0%

# ACTIVE LISTINGS ANALYSIS

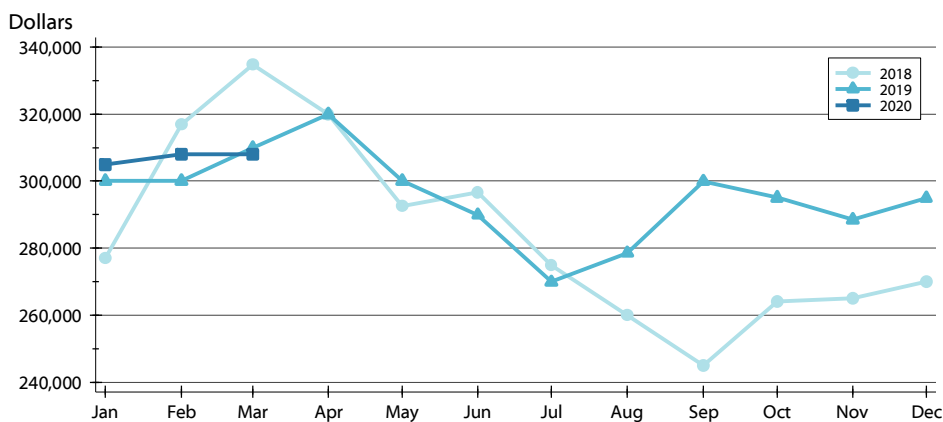
**CITY OF LAWRENCE  
ALL HOMES (NEW & EXISTING)  
AS OF 4/8/2020**

## 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	332,866
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 >>

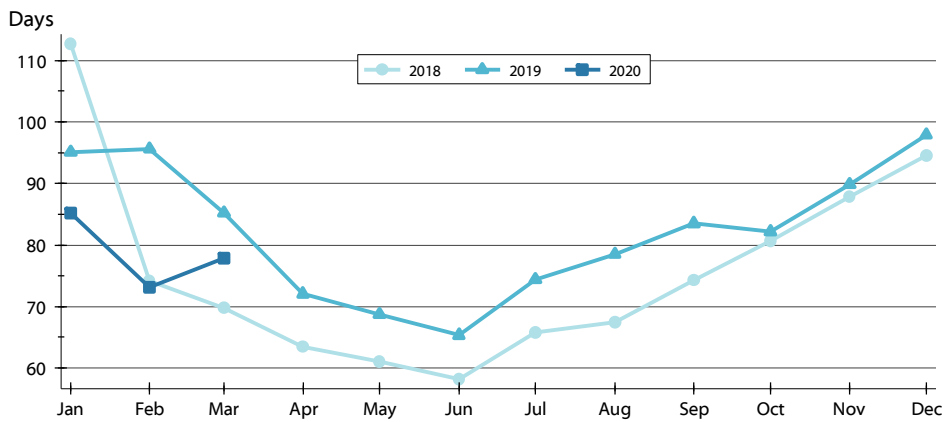


Month	2018	2019	2020
January	276,900	300,000	304,900
February	316,950	300,000	308,000
March	334,900	309,900	308,000
April	320,000	319,900	
May	292,500	300,000	
June	296,543	289,900	
July	274,900	269,900	
August	259,900	278,500	
September	244,950	299,900	
October	263,950	295,000	
November	264,900	288,500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

# ACTIVE LISTINGS ANALYSIS

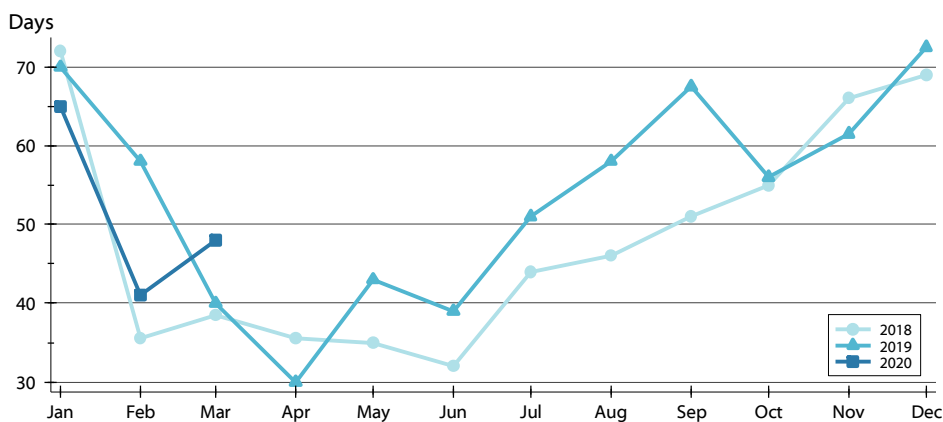
**CITY OF LAWRENCE  
ALL HOMES (NEW & EXISTING)  
AS OF 4/8/2020**

## AVERAGE DOM



Month	2018	2019	2020
January	113	95	85
February	74	96	73
March	70	85	78
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

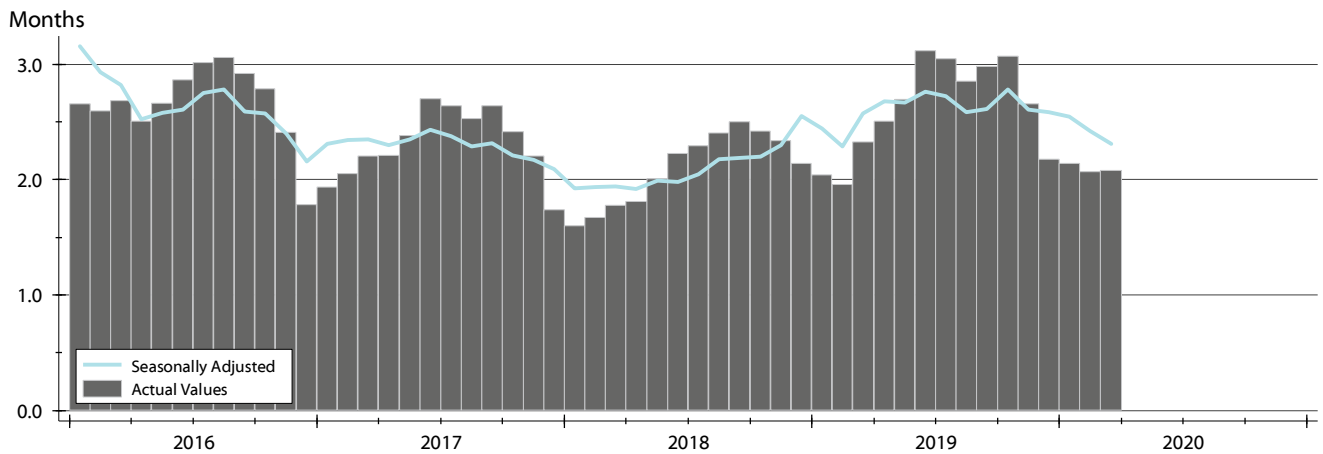


Month	2018	2019	2020
January	72	70	65
February	36	58	41
March	39	40	48
April	36	30	
May	35	43	
June	32	39	
July	44	51	
August	46	58	
September	51	68	
October	55	56	
November	66	62	
December	69	73	

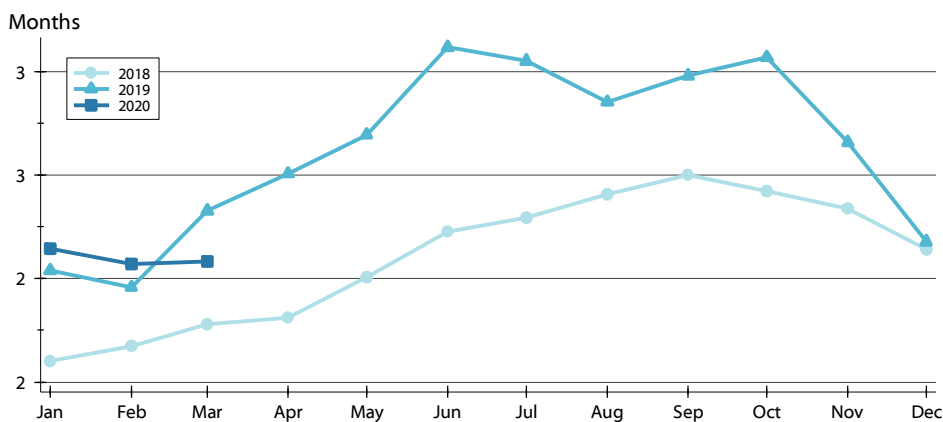
# MONTHS' SUPPLY ANALYSIS

**CITY OF LAWRENCE  
ALL HOMES (NEW & EXISTING)  
AS OF 4/8/2020**

**HISTORY** >>



**BY MONTH** >>

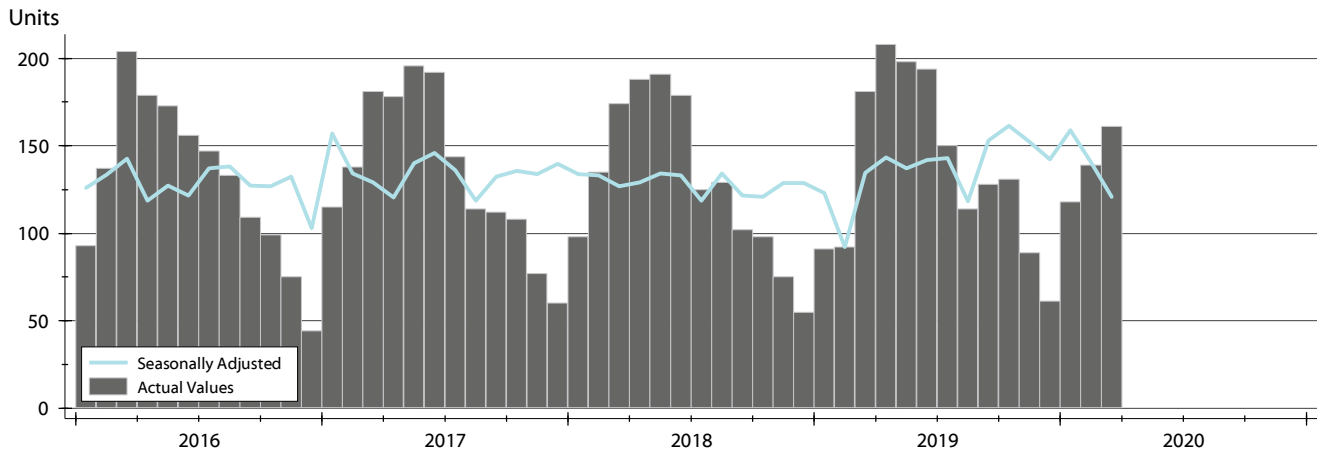


Month	2018	2019	2020
January	1.6	2.0	2.1
February	1.7	2.0	2.1
March	1.8	2.3	2.1
April	1.8	2.5	
May	2.0	2.7	
June	2.2	3.1	
July	2.3	3.1	
August	2.4	2.9	
September	2.5	3.0	
October	2.4	3.1	
November	2.3	2.7	
December	2.1	2.2	

# NEW LISTINGS ANALYSIS

**HISTORY** >>

**CITY OF LAWRENCE  
ALL HOMES (NEW & EXISTING)  
AS OF 4/8/2020**



**SUMMARY** >>

Summary Statistics for New Listings		March		
		2020	2019	Change
Current Month	New Listings	<b>161</b>	181	-11.0%
	Volume (1,000s)	<b>40,990</b>	45,520	-10.0%
	Average List Price	<b>254,593</b>	251,491	1.2%
	Median List Price	<b>232,000</b>	224,000	3.6%
YTD	New Listings	<b>418</b>	364	14.8%
	Volume (1,000s)	<b>113,335</b>	93,520	21.2%
	Average List Price	<b>271,137</b>	256,924	5.5%
	Median List Price	<b>239,900</b>	224,925	6.7%

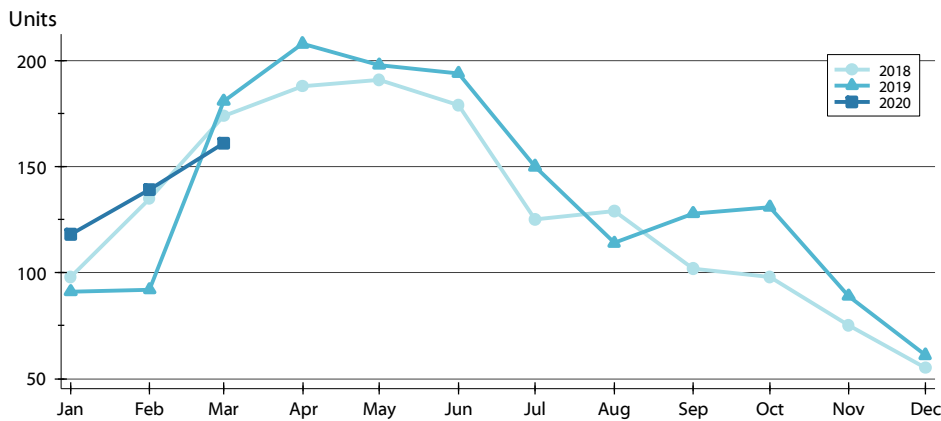
A total of 161 new listings were added in the City of Lawrence during March, down 11.0% from the same month in 2019. Year-to-date the City of Lawrence has seen 418 new listings.

The median list price of these homes was \$232,000 up from \$224,000 in 2019.

# NEW LISTINGS ANALYSIS

## BY MONTH >>

**CITY OF LAWRENCE  
ALL HOMES (NEW & EXISTING)  
AS OF 4/8/2020**



Month	2018	2019	2020
January	98	91	118
February	135	92	139
March	174	181	161
April	188	208	
May	191	198	
June	179	194	
July	125	150	
August	129	114	
September	102	128	
October	98	131	
November	75	89	
December	55	61	

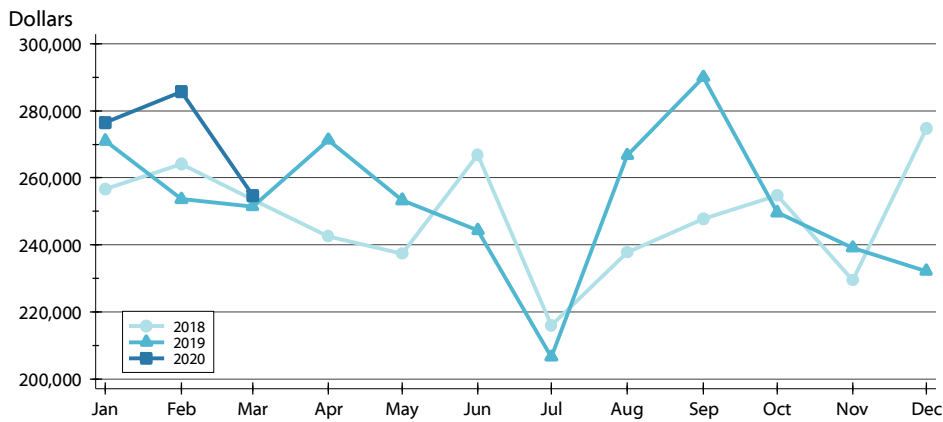
## BY PRICE RANGE >>

Price Range	New Listings			List Price	
	Number	Percent	Volume	Average	Median
Below \$50,000	5	3.1%	9	1,860	1,100
\$50,000-\$99,999	8	5.0%	674	84,238	89,750
\$100,000-\$149,999	18	11.2%	2,435	135,258	135,000
\$150,000-\$199,999	31	19.3%	5,560	179,363	178,000
\$200,000-\$249,999	31	19.3%	6,989	225,442	220,000
\$250,000-\$299,999	23	14.3%	6,302	274,002	275,000
\$300,000-\$349,999	15	9.3%	4,975	331,633	329,500
\$350,000-\$399,999	8	5.0%	3,066	383,250	383,250
\$400,000-\$449,999	11	6.8%	4,712	428,395	425,000
\$450,000-\$499,999	4	2.5%	1,951	487,725	494,500
\$500,000-\$599,999	4	2.5%	2,210	552,475	550,000
\$600,000-\$749,999	2	1.2%	1,308	654,000	654,000
\$750,000-\$999,999	1	0.6%	799	799,000	799,000
\$1,000,000 and up	0	0.0%	0	N/A	N/A
All price ranges	161	100.0%	40,990	254,593	232,000

# NEW LISTINGS ANALYSIS

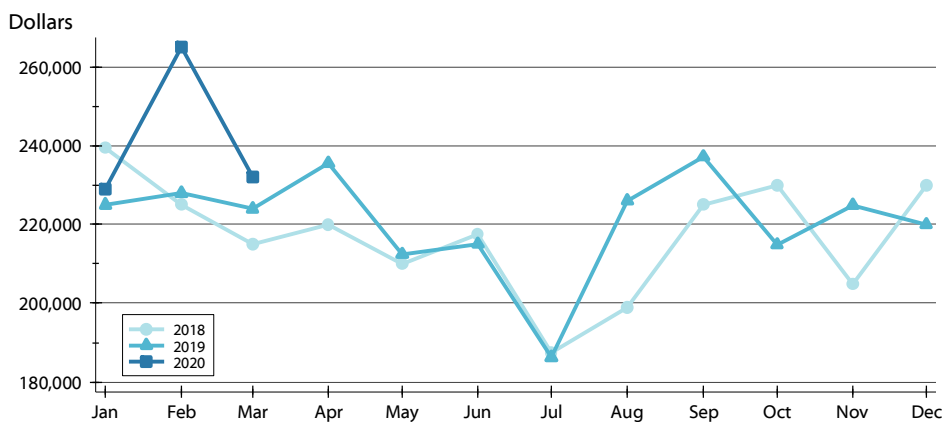
**CITY OF LAWRENCE  
ALL HOMES (NEW & EXISTING)  
AS OF 4/8/2020**

## AVERAGE PRICE >>



Month	2018	2019	2020
January	256,668	271,062	276,544
February	264,103	253,628	285,710
March	253,478	251,491	254,593
April	242,476	271,345	
May	237,400	253,261	
June	266,894	244,301	
July	215,828	206,538	
August	237,622	266,719	
September	247,709	290,014	
October	254,742	249,604	
November	229,374	239,139	
December	274,702	232,142	

## MEDIAN PRICE >>



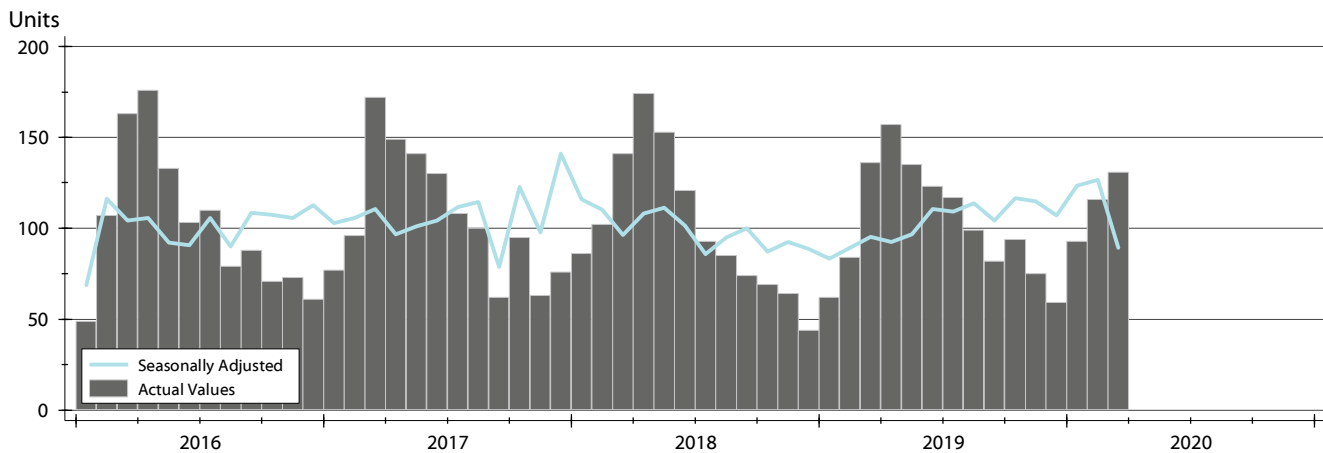
Month	2018	2019	2020
January	239,500	224,950	228,950
February	225,000	227,950	265,000
March	215,000	224,000	232,000
April	219,900	235,500	
May	209,900	212,400	
June	217,500	215,000	
July	187,500	186,250	
August	199,000	226,000	
September	225,000	237,200	
October	229,900	214,900	
November	204,900	224,900	
December	230,000	219,950	



## CONTRACTS WRITTEN ANALYSIS

CITY OF LAWRENCE  
ALL HOMES (NEW & EXISTING)  
AS OF 4/8/2020

### HISTORY >>



### SUMMARY >>

Summary Statistics		March			Year-to-Date		
for Contracts Written		2020	2019	Change	2020	2019	Change
Closed Listings		<b>131</b>	136	-3.7%	<b>340</b>	282	20.6%
Volume (1,000s)		<b>32,494</b>	33,511	-3.0%	<b>87,732</b>	68,455	28.2%
Average	Sale Price	<b>248,042</b>	246,402	0.7%	<b>258,034</b>	242,749	6.3%
	Days on Market	<b>21</b>	26	-21.1%	<b>38</b>	38	0.1%
	Percent of Original	<b>99.2%</b>	99.3%	-0.1%	<b>98.2%</b>	98.3%	-0.2%
Median	Sale Price	<b>224,900</b>	212,450	5.9%	<b>231,000</b>	209,900	10.1%
	Days on Market	<b>4</b>	5	-20.0%	<b>7</b>	10	-35.0%
	Percent of Original	<b>100.0%</b>	100.0%	0.0%	<b>100.0%</b>	100.0%	0.0%

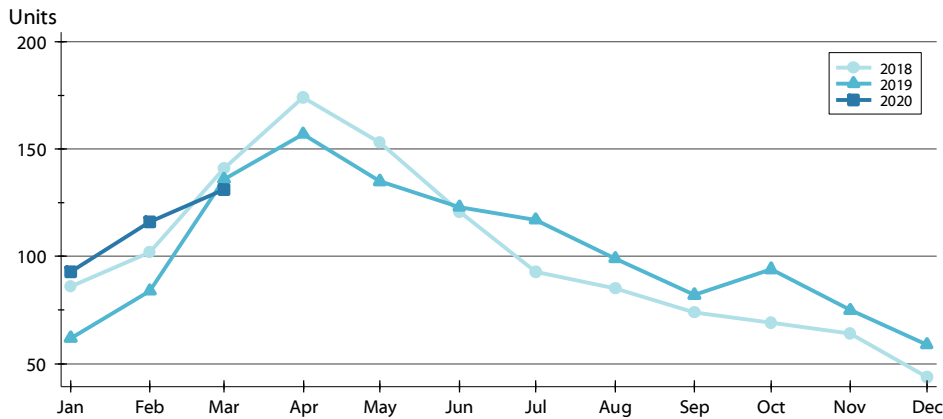
A total of 131 contracts for sale were written in the City of Lawrence during the month of March, down from 136 in 2019. The median list price of these homes was \$224,900, up from \$212,450 the prior year.

Half of the homes that went under contract in March were on the market less than 4 days, compared to 5 days in March 2019.

# CONTRACTS WRITTEN ANALYSIS

## BY MONTH >>

**CITY OF LAWRENCE  
ALL HOMES (NEW & EXISTING)  
AS OF 4/8/2020**



Month	2018	2019	2020
January	86	62	93
February	102	84	116
March	141	136	131
April	174	157	
May	153	135	
June	121	123	
July	93	117	
August	85	99	
September	74	82	
October	69	94	
November	64	75	
December	44	59	

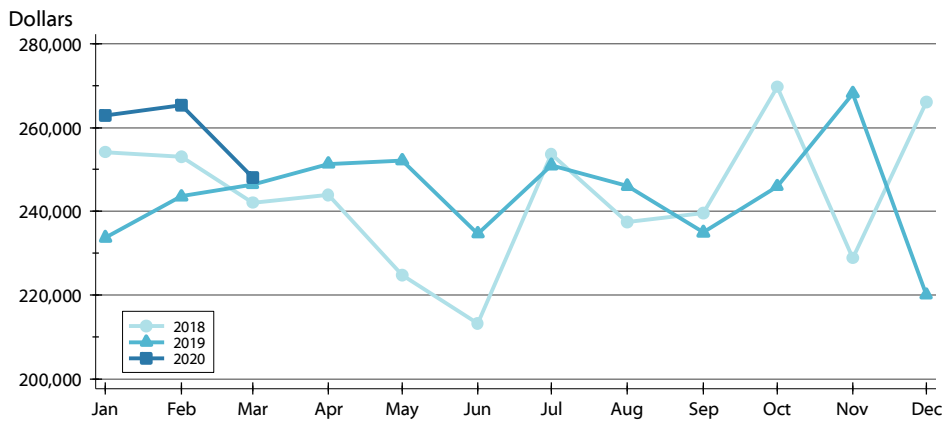
## BY PRICE RANGE >>

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	5	3.8%	463	92,660	96,000	27	21	95.5%	97.5%
\$100,000-\$149,999	21	16.0%	2,886	137,417	136,300	13	3	99.4%	100.0%
\$150,000-\$199,999	25	19.1%	4,458	178,338	180,000	15	3	99.2%	100.0%
\$200,000-\$249,999	28	21.4%	6,348	226,709	222,450	6	3	99.8%	100.0%
\$250,000-\$299,999	17	13.0%	4,678	275,168	279,900	11	2	99.5%	100.0%
\$300,000-\$349,999	16	12.2%	5,230	326,856	324,900	46	15	98.6%	100.0%
\$350,000-\$399,999	6	4.6%	2,266	377,708	378,250	46	5	100.0%	100.0%
\$400,000-\$449,999	6	4.6%	2,539	423,100	421,950	27	16	98.3%	100.0%
\$450,000-\$499,999	5	3.8%	2,448	489,560	490,000	81	35	99.2%	100.0%
\$500,000-\$599,999	1	0.8%	545	545,000	545,000	17	17	100.0%	100.0%
\$600,000-\$749,999	1	0.8%	633	633,000	633,000	2	2	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	131	100.0%	32,494	248,042	224,900	21	4	99.2%	100.0%

# CONTRACTS WRITTEN ANALYSIS

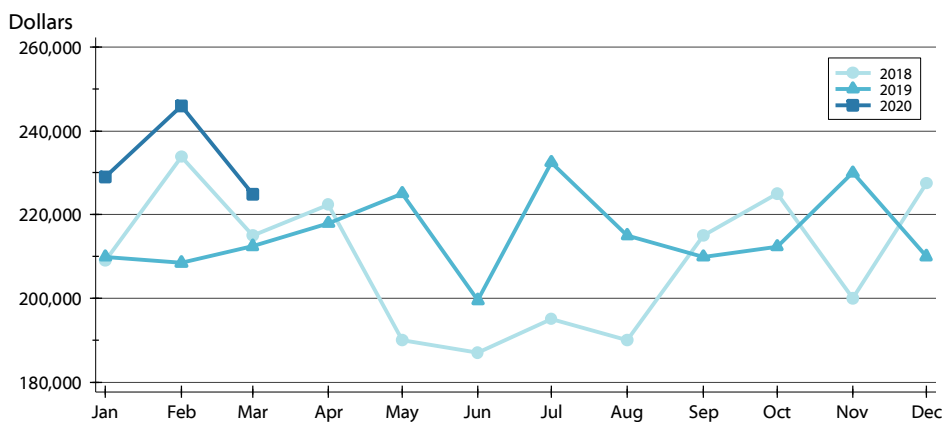
**CITY OF LAWRENCE  
ALL HOMES (NEW & EXISTING)  
AS OF 4/8/2020**

## AVERAGE PRICE >>



Month	2018	2019	2020
January	254,060	233,686	262,927
February	253,006	243,524	265,396
March	242,107	246,402	248,042
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	245,950	
November	228,792	268,172	
December	266,112	220,000	

## MEDIAN PRICE >>

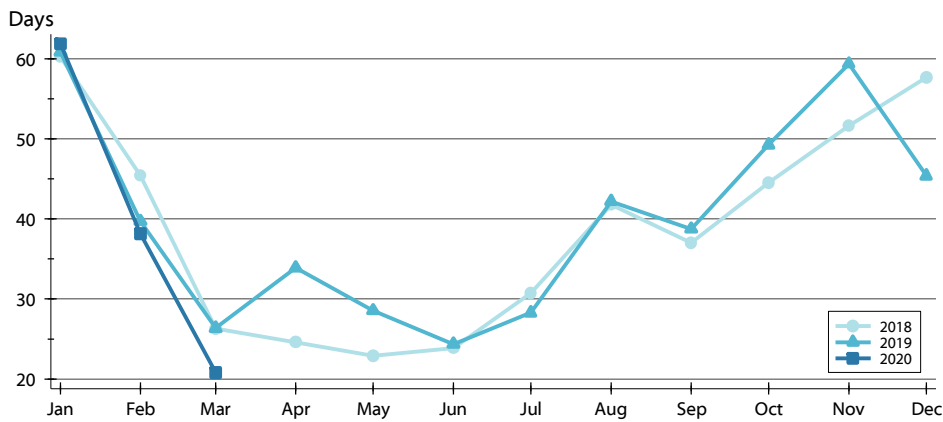


Month	2018	2019	2020
January	209,000	209,900	229,000
February	233,725	208,450	245,950
March	214,900	212,450	224,900
April	222,400	217,950	
May	190,000	225,000	
June	187,000	199,500	
July	195,000	232,400	
August	189,900	215,000	
September	214,900	209,900	
October	225,000	212,400	
November	199,925	230,000	
December	227,500	210,000	

# CONTRACTS WRITTEN ANALYSIS

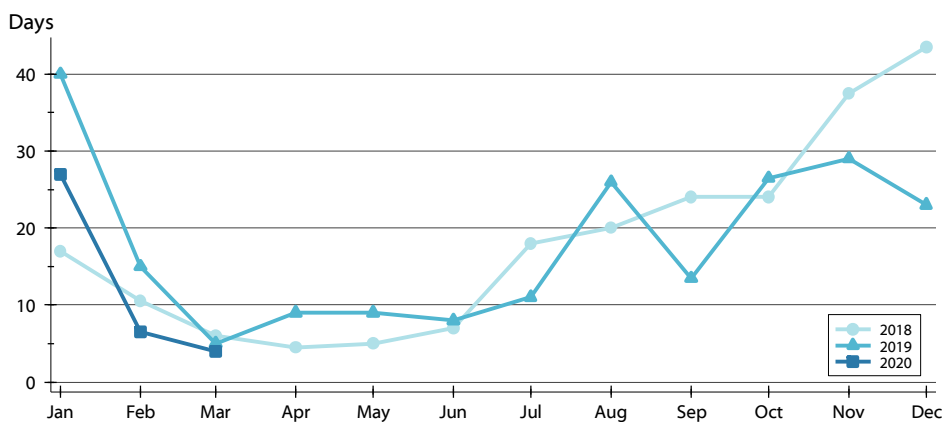
**CITY OF LAWRENCE  
ALL HOMES (NEW & EXISTING)  
AS OF 4/8/2020**

## AVERAGE DOM



Month	2018	2019	2020
January	60	61	62
February	45	40	38
March	26	26	21
April	25	34	
May	23	29	
June	24	24	
July	31	28	
August	42	42	
September	37	39	
October	45	49	
November	52	59	
December	58	45	

## MEDIAN DOM

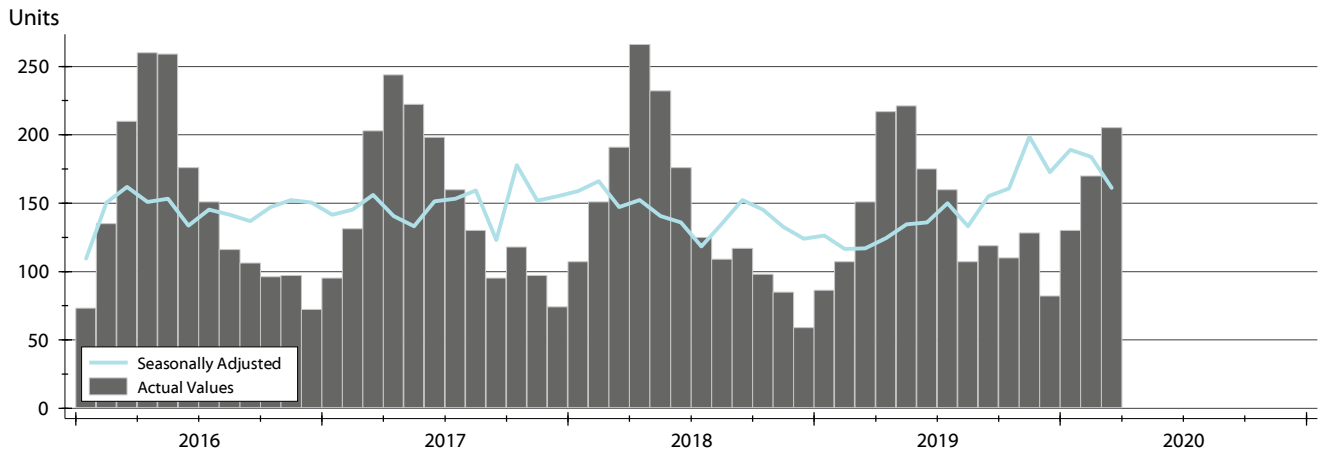


Month	2018	2019	2020
January	17	40	27
February	11	15	7
March	6	5	4
April	5	9	
May	5	9	
June	7	8	
July	18	11	
August	20	26	
September	24	14	
October	24	27	
November	38	29	
December	44	23	

# PENDING CONTRACTS ANALYSIS

**CITY OF LAWRENCE  
ALL HOMES (NEW & EXISTING)  
AS OF 4/8/2020**

**HISTORY** >>



**SUMMARY** >>

Summary Statistics		End of March		
for Active Listings		2020	2019	Change
Active Listings		<b>205</b>	151	35.8%
Volume (1,000s)		<b>54,081</b>	36,269	49.1%
Average	List Price	<b>263,812</b>	240,193	9.8%
	Days on Market	<b>24</b>	31	-21.6%
	Percent of Original	<b>99.3%</b>	99.5%	-0.2%
Median	List Price	<b>234,500</b>	209,900	11.7%
	Days on Market	<b>4</b>	6	-33.3%
	Percent of Original	<b>100.0%</b>	100.0%	0.0%

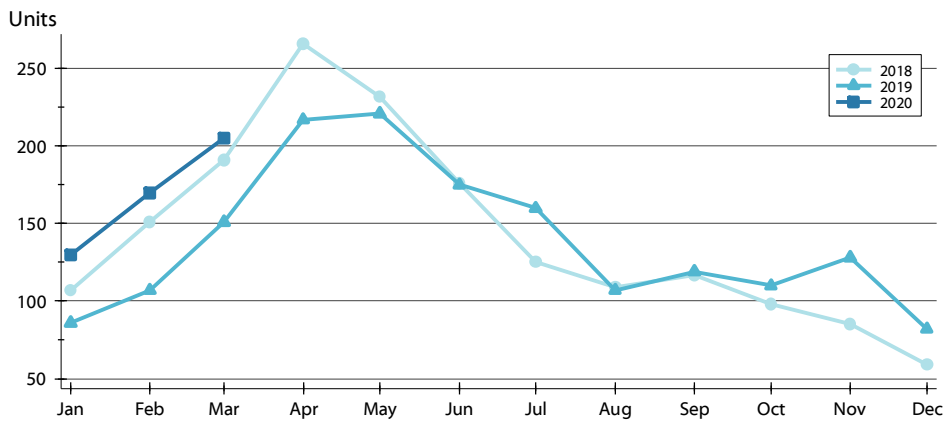
A total of 205 listings in the City of Lawrence had contracts pending at the end of March, up from 151 contracts pending at the end of March 2019.

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 4/8/2020**

**BY MONTH** >>



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

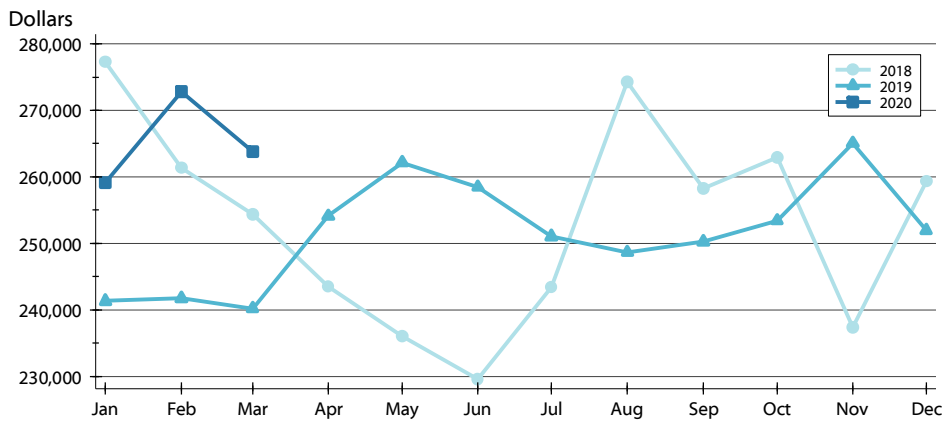
**BY PRICE RANGE** >>

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	6	2.9%	548	91,283	92,950	33	22	99.3%	100.0%
\$100,000-\$149,999	24	11.7%	3,227	134,444	135,650	18	4	99.1%	100.0%
\$150,000-\$199,999	42	20.5%	7,485	178,220	177,450	17	4	98.7%	100.0%
\$200,000-\$249,999	45	22.0%	10,205	226,778	224,900	6	3	99.8%	100.0%
\$250,000-\$299,999	29	14.1%	7,992	275,588	278,000	28	3	99.4%	100.0%
\$300,000-\$349,999	18	8.8%	5,855	325,261	324,450	39	8	99.2%	100.0%
\$350,000-\$399,999	13	6.3%	4,970	382,300	384,900	27	4	100.0%	100.0%
\$400,000-\$449,999	12	5.9%	5,069	422,411	419,450	40	16	99.0%	100.0%
\$450,000-\$499,999	7	3.4%	3,377	482,468	479,000	83	35	98.8%	100.0%
\$500,000-\$599,999	5	2.4%	2,624	524,800	525,000	52	17	100.0%	100.0%
\$600,000-\$749,999	3	1.5%	1,951	650,333	633,000	42	4	100.0%	100.0%
\$750,000-\$999,999	1	0.5%	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	205	100.0%	54,081	263,812	234,500	24	4	99.3%	100.0%

# PENDING CONTRACTS ANALYSIS

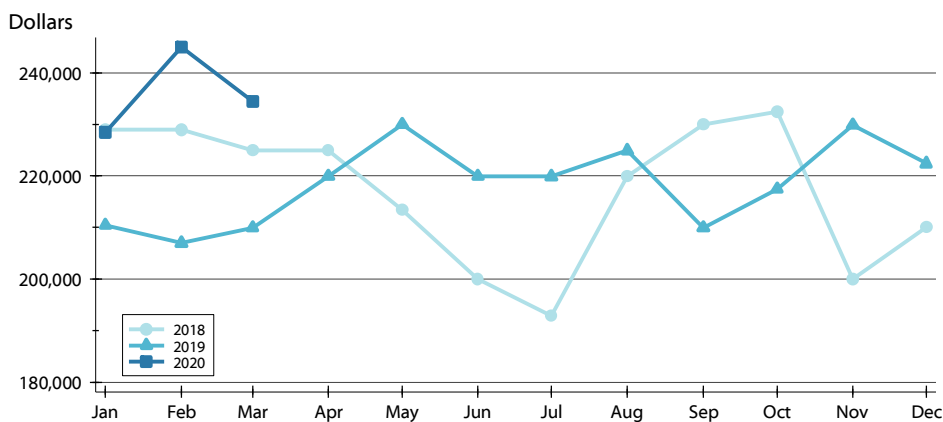
**CITY OF LAWRENCE  
ALL HOMES (NEW & EXISTING)  
AS OF 4/8/2020**

## 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	263,812
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 >>



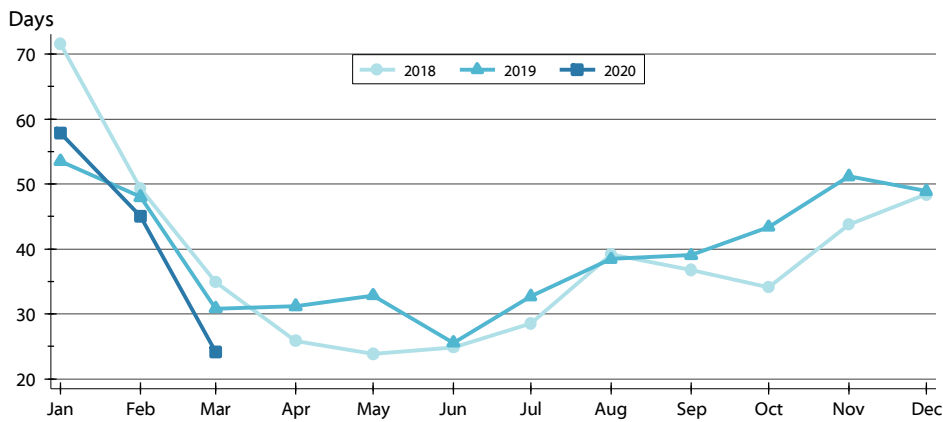
Month	2018	2019	2020
January	229,000	210,450	228,500
February	229,000	207,000	245,000
March	225,000	209,900	234,500
April	224,975	219,950	
May	213,450	230,000	
June	199,975	219,950	
July	192,900	219,900	
August	219,900	224,900	
September	230,000	209,900	
October	232,500	217,450	
November	199,950	229,900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



# PENDING CONTRACTS ANALYSIS

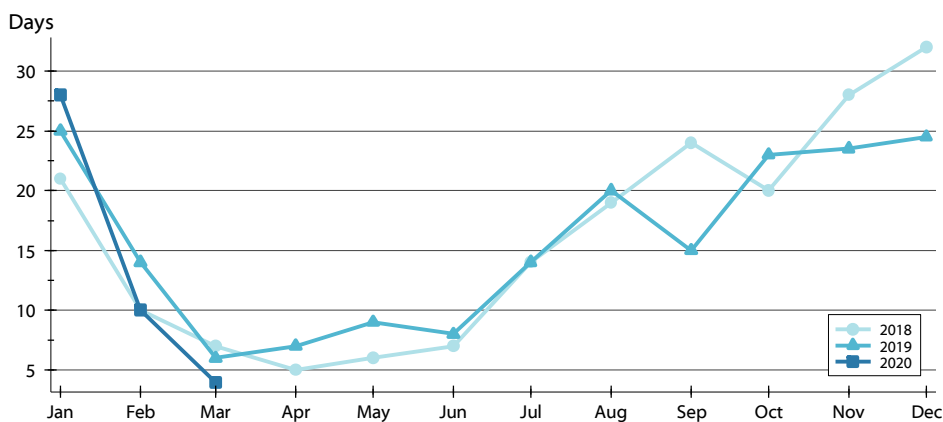
**CITY OF LAWRENCE  
ALL HOMES (NEW & EXISTING)  
AS OF 4/8/2020**

## AVERAGE DOM >>



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

## MEDIAN DOM >>



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