

MARKET OVERVIEW >>

Lawrence City Home Sales Rose in April

Total home sales in the City of Lawrence rose by 12.3% last month to 128 units, compared to 114 units in April 2019. Total sales volume was \$32.1 million, up 24.9% from a year earlier.

The median sale price in April was \$232,000, up from \$190,000 a year earlier. Homes that sold in April were typically on the market for 4 days and sold for 100.0% of their list prices.

Lawrence City Active Listings Down at End of April

The total number of active listings in the City of Lawrence at the end of April was 217 units, down from 245 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 April was \$319,900.

During April, a total of 99 contracts were written down from 157 in April 2019. At the end of the month, there were 173 contracts pending, compared to 217 at the end of April 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		April		
Current Month		2020	2019	Change
Summary Statistics				
Home Sales		128	114	12.3%
Active Listings		217	245	-11.4%
Months' Supply		2.1	2.5	-17.9%
New Listings		117	208	-43.8%
Contracts Written		99	157	-36.9%
Pending Contracts		173	217	-20.3%
Sales Volume (1,000s)		32,060	25,671	24.9%
Average	Sale Price	250,466	225,180	11.2%
	List Price of Actives	345,557	335,269	3.1%
	Days on Market	23	31	-24.5%
	Percent of List	99.6%	98.8%	0.8%
	Percent of Original	99.1%	98.4%	0.7%
Median	Sale Price	232,000	190,000	22.1%
	List Price of Actives	319,900	319,900	0.0%
	Days on Market	4	8	-46.7%
	Percent of List	100.0%	100.0%	0.0%
	Percent of Original	100.0%	100.0%	0.0%

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THREE-YEAR COMPARISONS

SUMMARY >>

**BREAKDOWNS BY HOME TYPE
CITY OF LAWRENCE
AS OF 5/8/2020**

April MLS Statistics		2020			2019			2018			
By Property Type		Total	Existing	New	Total	Existing	New	Total	Existing	New	
Home Sales		128	116	12	114	105	9	122	104	18	
	Change from prior year	12.3%	10.5%	33.3%	-6.6%	1.0%	-50.0%	4.3%	-1.9%	63.6%	
Active Listings		217	161	56	245	193	52	192	151	41	
	Change from prior year	-11.4%	-16.6%	7.7%	27.6%	27.8%	26.8%	-15.8%	-13.7%	-22.6%	
Months' Supply		2.1	1.7	6.1	2.5	2.2	5.4	1.8	1.6	4.2	
	Change from prior year	-17.9%	-23.7%	12.6%	38.4%	39.4%	30.1%	-18.1%	-16.5%	-21.3%	
New Listings		117	97	20	208	183	25	188	171	17	
	Change from prior year	-43.8%	-47.0%	-20.0%	10.6%	7.0%	47.1%	5.6%	8.9%	-19.0%	
Contracts Written		99	90	9	157	141	16	174	158	16	
	Change from prior year	-36.9%	-36.2%	-43.8%	-9.8%	-10.8%	0.0%	16.8%	14.5%	45.5%	
Pending Contracts		173	146	27	217	189	28	266	232	34	
	Change from prior year	-20.3%	-22.8%	-3.6%	-18.4%	-18.5%	-17.6%	9.0%	7.4%	21.4%	
Sales Volume (1,000s)		32,060	27,666	4,394	25,671	22,245	3,426	30,947	23,831	7,116	
	Change from prior year	24.9%	24.4%	28.3%	-17.1%	-6.7%	-51.9%	28.3%	17.4%	85.8%	
Average	Sale Price	250,466	238,497	366,161	225,180	211,855	380,647	253,668	229,147	395,346	
		Change from prior year	11.2%	12.6%	-3.8%	-11.2%	-7.5%	-3.7%	23.0%	19.7%	13.6%
	List Price of Actives	345,557	319,625	420,113	335,269	322,322	383,323	324,822	306,647	391,757	
		Change from prior year	3.1%	-0.8%	9.6%	3.2%	5.1%	-2.2%	-8.2%	-11.8%	4.7%
	Days on Market	23	17	89	31	28	70	36	24	103	
		Change from prior year	-24.5%	-40.1%	27.3%	-14.1%	13.1%	-32.0%	-6.0%	-19.0%	-12.3%
Percent of List		99.6%	99.5%	100.5%	98.8%	98.7%	100.3%	99.2%	99.1%	99.7%	
		Change from prior year	0.8%	0.8%	0.2%	-0.4%	-0.4%	0.6%	-0.1%	0.2%	-2.9%
	Percent of Original	99.1%	98.9%	101.5%	98.4%	98.2%	101.0%	98.5%	98.4%	99.2%	
	Change from prior year	0.7%	0.7%	0.4%	-0.1%	-0.2%	1.8%	-0.2%	0.2%	-4.5%	
Median	Sale Price	232,000	215,000	357,450	190,000	185,000	359,000	225,000	209,450	347,250	
		Change from prior year	22.1%	16.2%	-0.4%	-15.6%	-11.7%	3.4%	26.8%	23.0%	-0.8%
	List Price of Actives	319,900	284,950	399,900	319,900	295,000	338,500	320,000	289,900	385,000	
		Change from prior year	0.0%	-3.4%	18.1%	0.0%	1.8%	-12.1%	3.3%	7.8%	7.0%
	Days on Market	4	3	80	8	6	65	8	7	54	
		Change from prior year	-46.7%	-50.0%	22.3%	-6.3%	-7.7%	21.5%	-20.0%	-31.6%	-15.1%
Percent of List	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	
	Change from prior year	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	
Percent of Original	100.0%	100.0%	100.0%	100.0%	100.0%	101.1%	100.0%	99.9%	100.0%	100.0%	
	Change from prior year	0.0%	0.0%	-1.1%	0.0%	0.1%	1.1%	0.8%	1.0%	0.0%	

YEAR-TO-DATE STATISTICS

SUMMARY >>

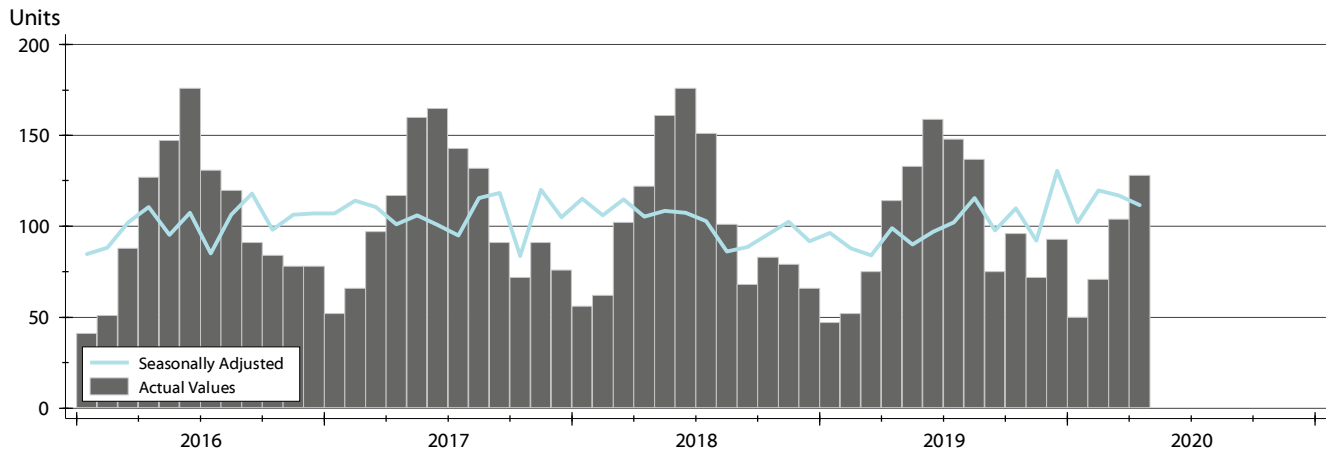
**YTD BREAKDOWNS BY HOME TYPE
CITY OF LAWRENCE
AS OF 5/8/2020**

Year-to-Date Activity By Property Type		2020			2019			2018		
		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		353	312	41	288	261	27	342	298	44
Change from prior year		22.6%	19.5%	51.9%	-15.8%	-12.4%	-38.6%	3.0%	2.1%	10.0%
New Listings		540	475	65	572	505	67	595	528	67
Change from prior year		-5.6%	-5.9%	-3.0%	-3.9%	-4.4%	0.0%	-2.8%	-1.9%	-9.5%
Contracts Written		437	384	53	439	390	49	503	437	66
Change from prior year		-0.5%	-1.5%	8.2%	-12.7%	-10.8%	-25.8%	1.8%	-2.2%	40.4%
Sales Volume (1,000s)		87,317	72,674	14,643	67,900	58,407	9,493	83,787	68,006	15,781
Change from prior year		28.6%	24.4%	54.2%	-19.0%	-14.1%	-39.8%	22.7%	21.8%	26.4%
Average	Sale Price	247,357	232,930	357,147	235,763	223,781	351,598	244,992	228,208	358,664
	Change from prior year	4.9%	4.1%	1.6%	-3.8%	-1.9%	-2.0%	19.1%	19.4%	14.9%
	Days on Market	42	32	118	42	38	80	52	42	119
	Change from prior year	0.5%	-15.3%	46.4%	-20.0%	-11.0%	-32.1%	-1.9%	0.1%	-10.5%
	Percent of List	98.9%	98.7%	100.0%	98.6%	98.5%	99.8%	98.7%	98.5%	100.0%
Change from prior year	0.2%	0.2%	0.2%	-0.1%	0.0%	-0.2%	0.1%	0.3%	-0.9%	
Median	Percent of Original	97.7%	97.4%	99.8%	97.6%	97.4%	99.3%	97.6%	97.2%	100.0%
	Change from prior year	0.1%	0.0%	0.6%	0.0%	0.2%	-0.8%	0.4%	0.6%	-1.2%
	Sale Price	227,900	215,000	345,000	207,050	191,500	355,000	212,500	194,250	343,750
	Change from prior year	10.1%	12.3%	-2.8%	-2.6%	-1.4%	3.3%	19.9%	16.3%	15.1%
	Days on Market	11	8	88	16	13	70	15	11	98
Change from prior year	-31.3%	-38.5%	25.7%	6.7%	18.2%	-28.6%	-11.8%	-26.7%	2.6%	
Percent of List	100.0%	100.0%	100.0%	99.9%	99.3%	100.0%	100.0%	99.3%	100.0%	
	Change from prior year	0.1%	0.7%	0.0%	-0.1%	0.0%	0.0%	0.7%	0.5%	0.0%
	Percent of Original	99.3%	98.8%	100.0%	99.3%	98.8%	100.0%	99.5%	98.9%	100.0%
Change from prior year	0.1%	0.0%	0.0%	-0.2%	-0.1%	0.0%	0.8%	0.8%	0.0%	

CLOSED LISTINGS ANALYSIS

HISTORY >>

CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 5/8/2020



SUMMARY >>

Summary Statistics for Closed Listings		April			Year-to-Date		
		2020	2019	Change	2020	2019	Change
Closed Listings		128	114	12.3%	353	288	22.6%
Volume (1,000s)		32,060	25,671	24.9%	87,317	67,900	28.6%
Average	Sale Price	250,466	225,180	11.2%	247,357	235,763	4.9%
	Days on Market	23	31	-24.5%	42	42	0.5%
	Percent of List	99.6%	98.8%	0.8%	98.9%	98.6%	0.2%
	Percent of Original	99.1%	98.4%	0.7%	97.7%	97.6%	0.1%
Median	Sale Price	232,000	190,000	22.1%	227,900	207,050	10.1%
	Days on Market	4	8	-46.7%	11	16	-31.3%
	Percent of List	100.0%	100.0%	0.0%	100.0%	99.9%	0.1%
	Percent of Original	100.0%	100.0%	0.0%	99.3%	99.3%	0.1%

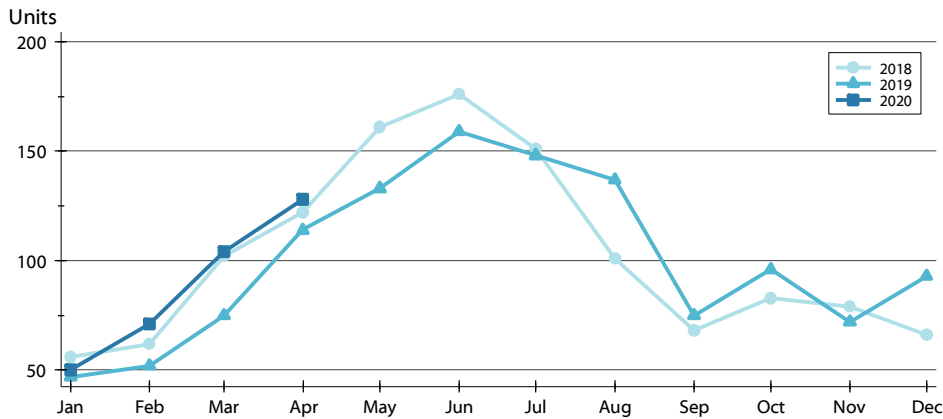
A total of 128 homes sold in the City of Lawrence in April, up from 114 units in April 2019. Total sales volume rose to \$32.1 million compared to \$25.7 million in the previous year.

The median sales price in April was \$232,000, up 22.1% compared to the prior year. Median days on market was 4 days, down from 13 days in March, and down from 8 in April 2019.

CLOSED LISTINGS ANALYSIS

BY MONTH >>

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 5/8/2020**



Month	2018	2019	2020
January	56	47	50
February	62	52	71
March	102	75	104
April	122	114	128
May	161	133	159
June	176	159	159
July	151	148	148
August	101	137	137
September	68	75	75
October	83	96	96
November	79	72	72
December	66	93	93

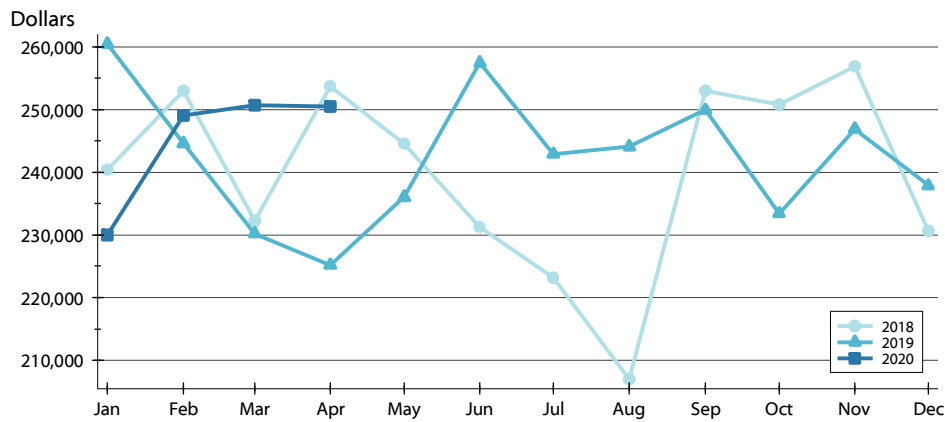
BY PRICE RANGE >>

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	5	3.9%	426	85,196	85,000	40	34	94.2%	97.5%	94.2%	97.5%
\$100,000-\$149,999	18	14.1%	2,360	131,114	135,000	22	5	98.8%	99.3%	98.1%	98.4%
\$150,000-\$199,999	22	17.2%	3,765	171,127	165,000	15	5	100.8%	100.5%	99.6%	101.4%
\$200,000-\$249,999	31	24.2%	6,930	223,544	220,000	6	2	100.8%	100.0%	100.7%	100.0%
\$250,000-\$299,999	18	14.1%	4,858	269,906	265,400	20	2	99.7%	100.0%	99.3%	100.0%
\$300,000-\$349,999	9	7.0%	2,860	317,767	312,000	50	20	98.9%	100.0%	97.8%	98.4%
\$350,000-\$399,999	10	7.8%	3,743	374,310	367,000	48	7	99.4%	99.4%	99.4%	99.4%
\$400,000-\$449,999	8	6.3%	3,361	420,079	414,000	38	16	97.4%	97.1%	96.6%	97.1%
\$450,000-\$499,999	2	1.6%	965	482,500	482,500	92	92	99.5%	99.5%	97.5%	97.5%
\$500,000-\$599,999	3	2.3%	1,565	521,667	520,000	39	5	99.4%	100.0%	104.1%	100.0%
\$600,000-\$749,999	2	1.6%	1,227	613,500	613,500	3	3	98.0%	98.0%	98.0%	98.0%
\$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	128	100.0%	32,060	250,466	232,000	23	4	99.6%	100.0%	99.1%	100.0%

CLOSED LISTINGS ANALYSIS

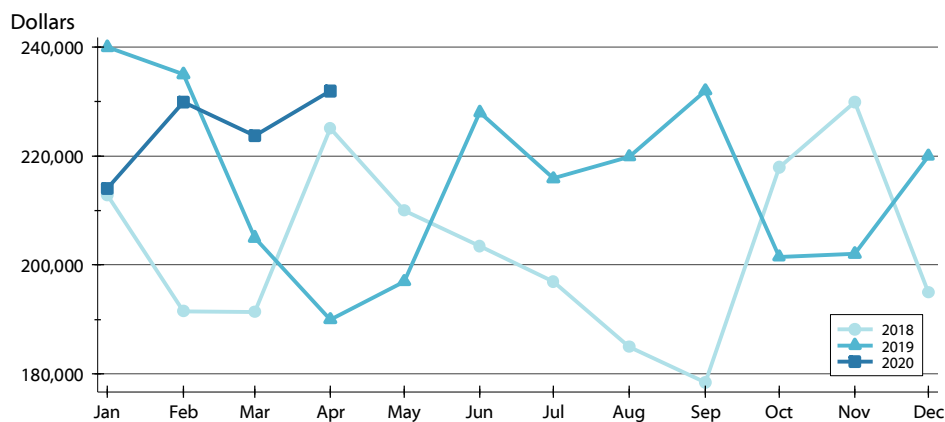
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 5/8/2020**

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	250,695
April	253,668	225,180	250,466
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 >>

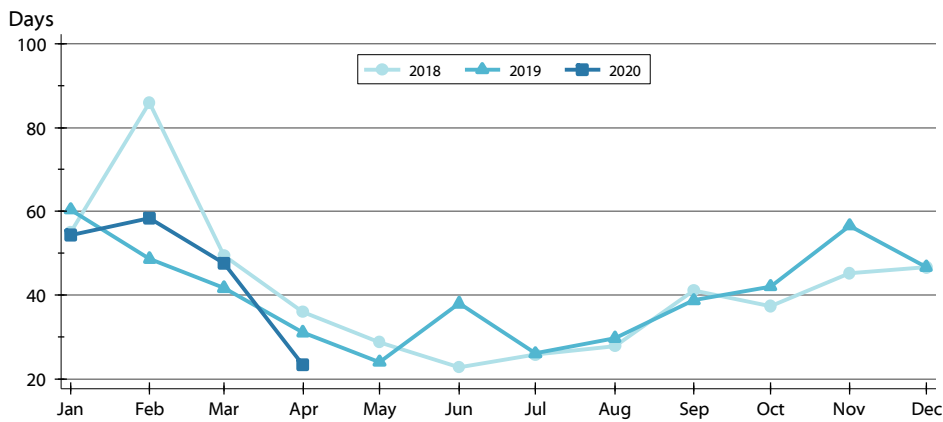


Month	2018	2019	2020
January	212,875	240,000	214,075
February	191,500	235,000	229,900
March	191,325	205,000	223,750
April	225,000	190,000	232,000
May	210,000	197,000	
June	203,450	228,000	
July	197,000	215,875	
August	185,000	219,900	
September	178,500	232,000	
October	218,000	201,500	
November	229,900	202,000	
December	194,950	220,000	

CLOSED LISTINGS ANALYSIS

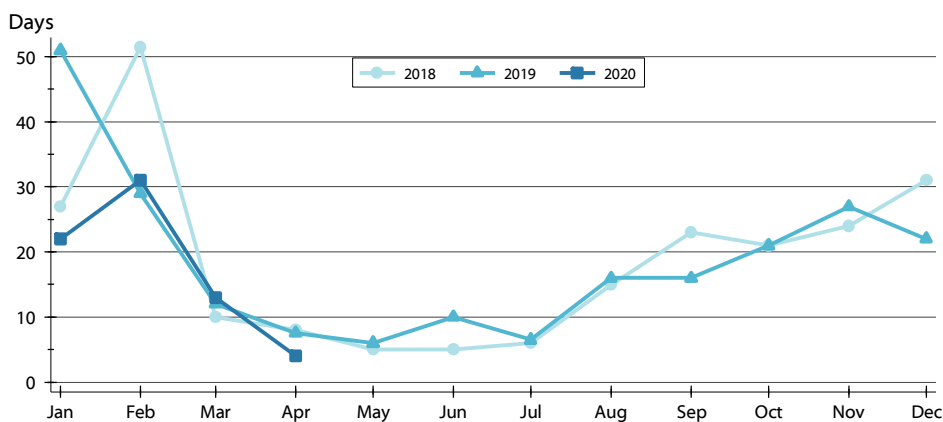
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 5/8/2020**

AVERAGE DOM >>



Month	2018	2019	2020
January	55	60	54
February	86	49	58
March	49	42	48
April	36	31	23
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 >>

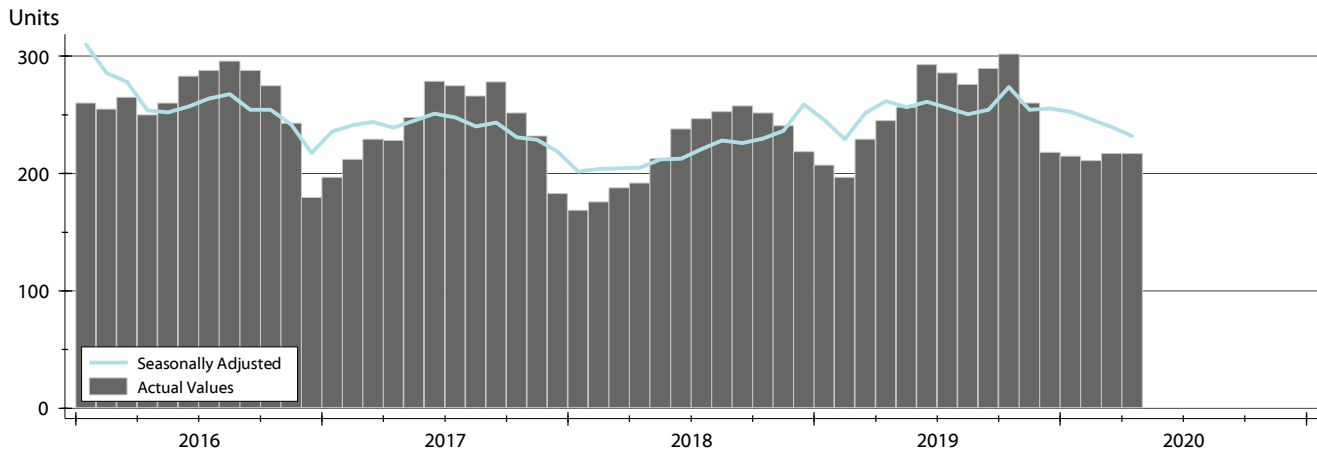


Month	2018	2019	2020
January	27	51	22
February	52	29	31
March	10	12	13
April	8	8	4
May	5	6	
June	5	10	
July	6	7	
August	15	16	
September	23	16	
October	21	21	
November	24	27	
December	31	22	

ACTIVE LISTINGS ANALYSIS

HISTORY >>

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 5/8/2020**



SUMMARY >>

Summary Statistics for Active Listings		End of April		
		2020	2019	Change
Active Listings		217	245	-11.4%
Months' Supply		2.1	2.5	-17.9%
Volume (1,000s)		74,986	82,141	-8.7%
Average	List Price	345,557	335,269	3.1%
	Days on Market	82	72	13.1%
	Percent of Original	98.4%	98.2%	0.2%
Median	List Price	319,900	319,900	0.0%
	Days on Market	57	30	90.0%
	Percent of Original	100.0%	100.0%	0.0%

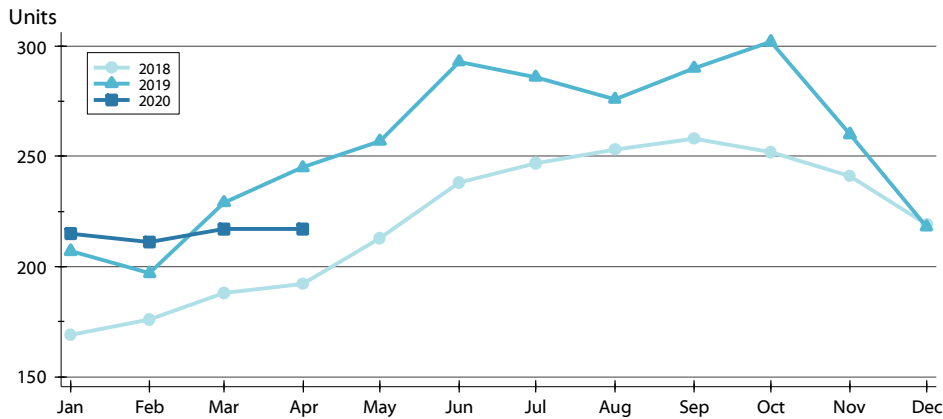
A total of 217 homes were available for sale in the City of Lawrence at the end of April. This represents a 2.1 months' supply of active listings.

The median list price of homes on the market at the end of April was \$319,900, showing little change from the same point in 2019. The typical time on market for active listings was 57 days, up from 30 days a year earlier.

ACTIVE LISTINGS ANALYSIS

BY MONTH >>

CITY OF LAWRENCE ALL HOMES (NEW & EXISTING) AS OF 5/8/2020



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

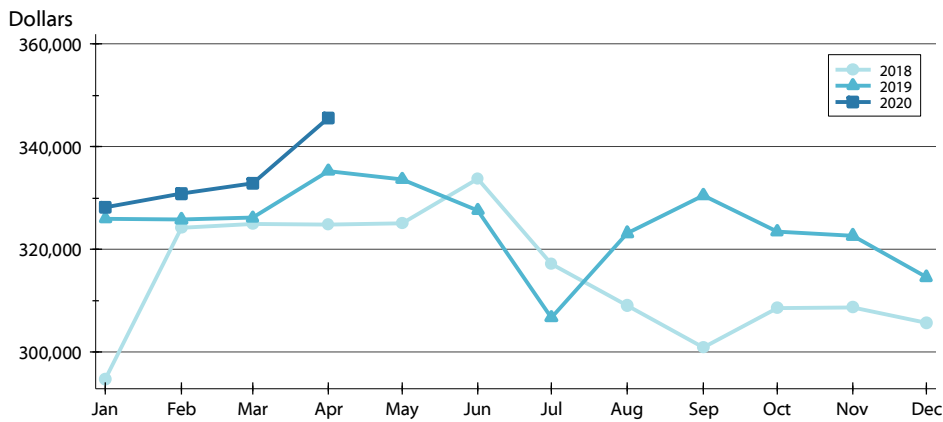
BY PRICE RANGE >>

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%	16	N/A	1,788	1,500	35	37	100.0%	100.0%
\$50,000-\$99,999	12	5.5%	990	2.4	82,489	84,225	72	67	95.9%	100.0%
\$100,000-\$149,999	17	7.8%	2,169	0.9	127,582	125,900	59	25	97.5%	100.0%
\$150,000-\$199,999	14	6.5%	2,361	0.6	168,607	165,400	58	40	97.7%	100.0%
\$200,000-\$249,999	20	9.2%	4,496	0.6	224,815	222,000	67	39	97.7%	100.0%
\$250,000-\$299,999	32	14.7%	8,925	1.8	278,909	277,000	67	45	99.1%	100.0%
\$300,000-\$349,999	18	8.3%	5,957	2.0	330,944	336,700	66	41	98.9%	100.0%
\$350,000-\$399,999	26	12.0%	9,935	2.6	382,127	383,700	87	50	99.4%	100.0%
\$400,000-\$449,999	20	9.2%	8,567	2.5	428,335	429,450	107	74	98.4%	100.0%
\$450,000-\$499,999	13	6.0%	6,235	6.5	479,592	475,000	135	91	98.1%	100.0%
\$500,000-\$599,999	17	7.8%	9,485	5.7	557,918	565,000	90	65	98.2%	100.0%
\$600,000-\$749,999	9	4.1%	6,128	4.5	680,911	675,000	120	74	96.6%	100.0%
\$750,000-\$999,999	7	3.2%	5,638	N/A	805,386	799,000	99	49	100.3%	100.0%
\$1,000,000 and up	3	1.4%	4,085	N/A	1,361,667	1,400,000	191	238	100.0%	100.0%
All price ranges	217	100.0%	74,986	1.7	345,557	319,900	82	57	98.4%	100.0%

ACTIVE LISTINGS ANALYSIS

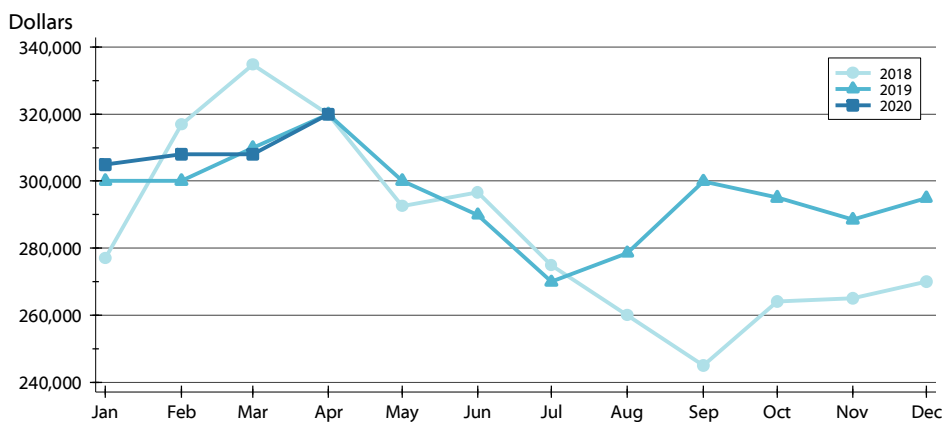
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 5/8/2020**

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	345,557
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 >>

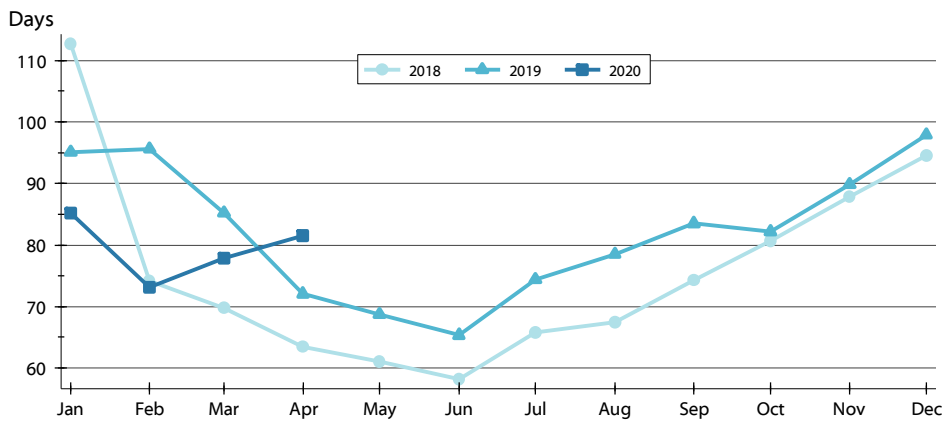


Month	2018	2019	2020
January	276,900	300,000	304,900
February	316,950	300,000	308,000
March	334,900	309,900	308,000
April	320,000	319,900	319,900
May	292,500	300,000	
June	296,543	289,900	
July	274,900	269,900	
August	259,900	278,500	
September	244,950	299,900	
October	263,950	295,000	
November	264,900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

ACTIVE LISTINGS ANALYSIS

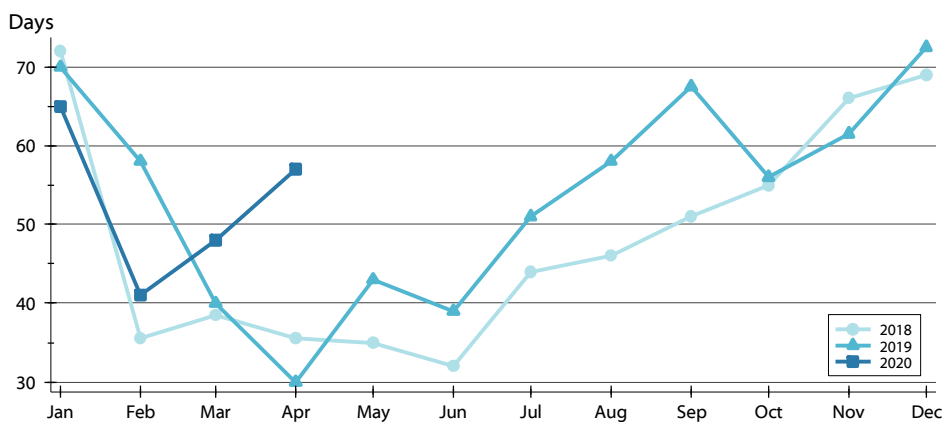
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 5/8/2020**

AVERAGE DOM >>



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

MEDIAN DOM >>

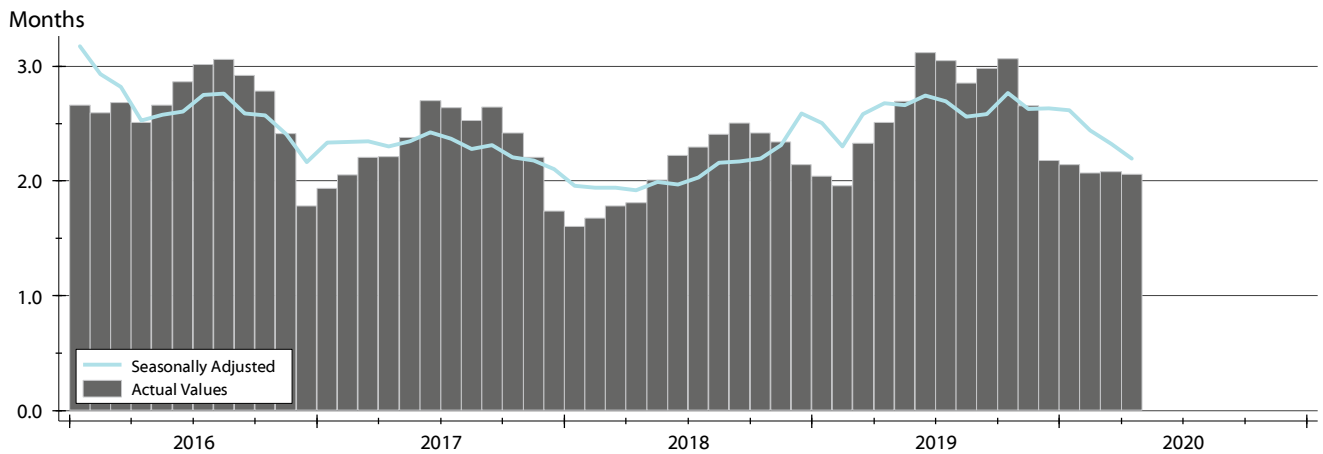


Month	2018	2019	2020
January	72	70	65
February	36	58	41
March	39	40	48
April	36	30	57
May	35	43	35
June	32	39	32
July	44	51	44
August	46	58	46
September	51	68	51
October	55	56	55
November	66	62	66
December	69	73	69

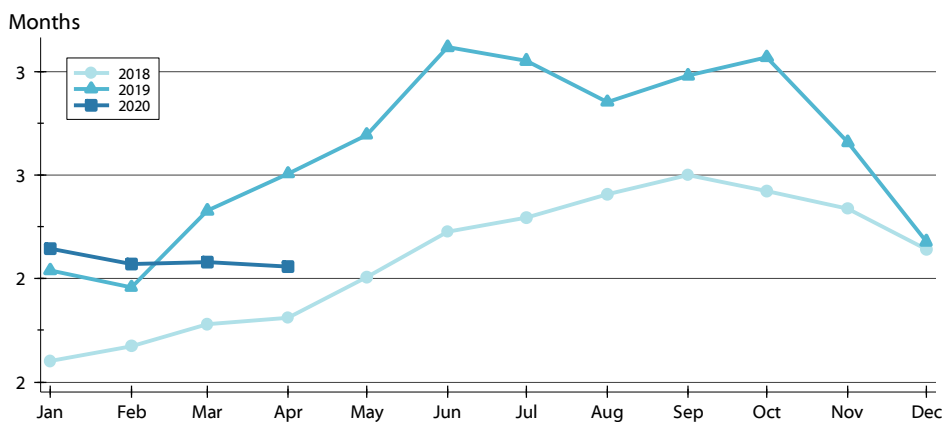
MONTHS' SUPPLY ANALYSIS

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 5/8/2020**

HISTORY >>



BY MONTH >>

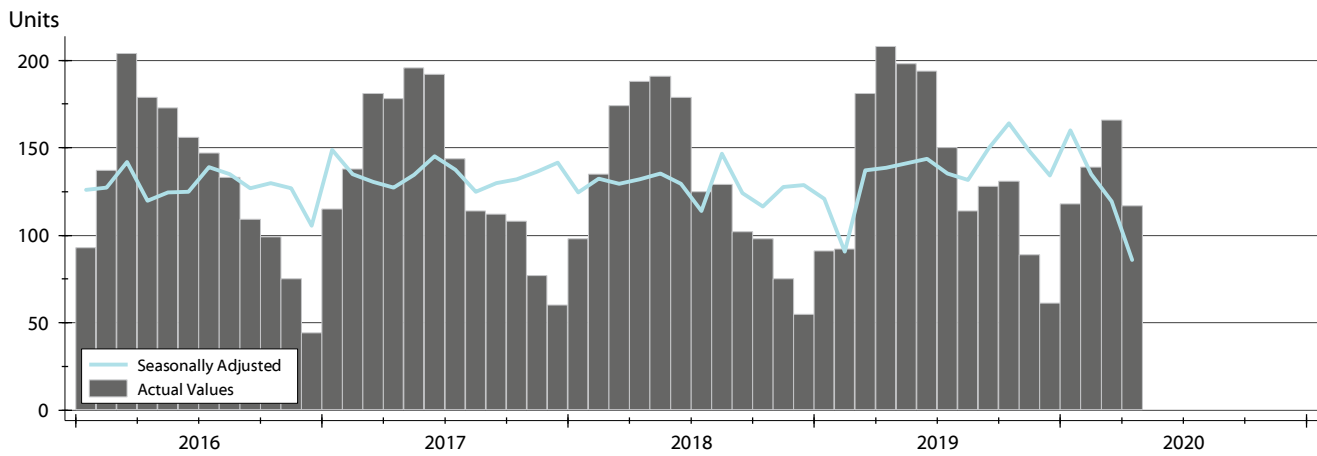


Month	2018	2019	2020
January	1.6	2.0	2.1
February	1.7	2.0	2.1
March	1.8	2.3	2.1
April	1.8	2.5	2.1
May	2.0	2.7	
June	2.2	3.1	
July	2.3	3.1	
August	2.4	2.9	
September	2.5	3.0	
October	2.4	3.1	
November	2.3	2.7	
December	2.1	2.2	

NEW LISTINGS ANALYSIS

HISTORY >>

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 5/8/2020**



SUMMARY >>

Summary Statistics for New Listings		April		
		2020	2019	Change
Current Month	New Listings	117	208	-43.8%
	Volume (1,000s)	31,320	56,440	-44.5%
	Average List Price	267,693	271,345	-1.3%
	Median List Price	238,900	235,500	1.4%
YTD	New Listings	540	572	-5.6%
	Volume (1,000s)	145,203	149,950	-3.2%
	Average List Price	268,894	262,150	2.6%
	Median List Price	239,900	229,900	4.3%

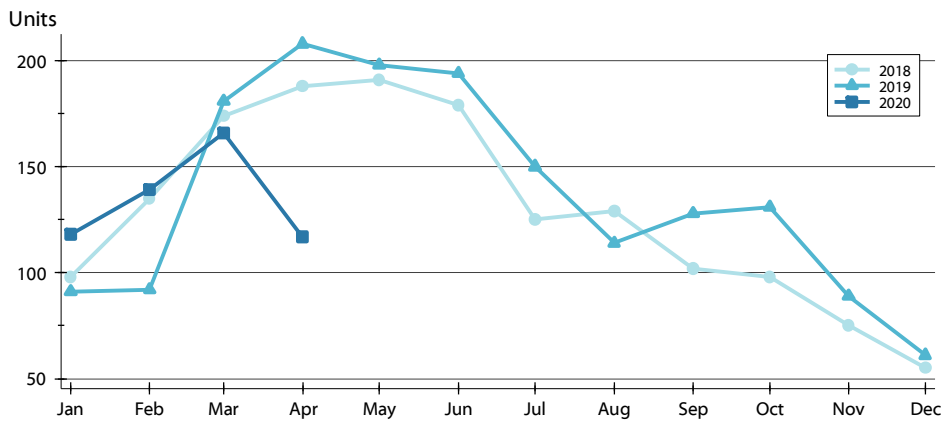
A total of 117 new listings were added in the City of Lawrence during April, down 43.8% from the same month in 2019. Year-to-date the City of Lawrence has seen 540 new listings.

The median list price of these homes was \$238,900 up from \$235,500 in 2019.

NEW LISTINGS ANALYSIS

BY MONTH >>

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 5/8/2020**



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

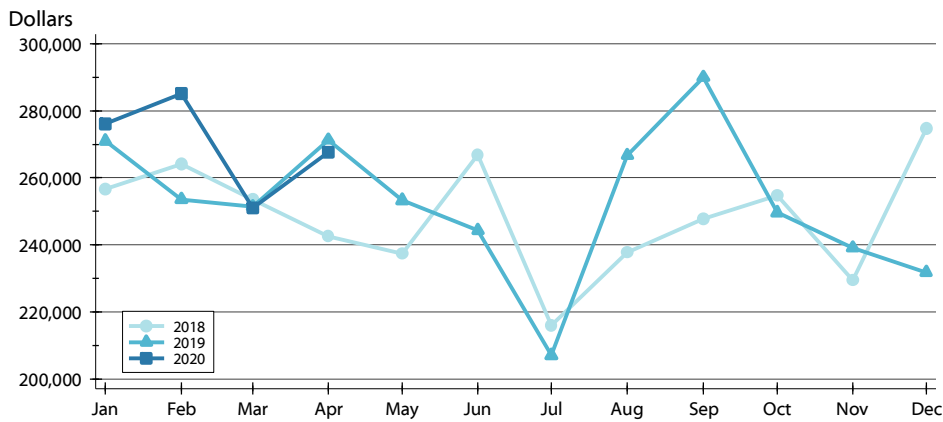
BY PRICE RANGE >>

Price Range	New Listings			List Price	
	Number	Percent	Volume	Average	Median
Below \$50,000	5	4.3%	8	1,640	1,500
\$50,000-\$99,999	1	0.9%	100	99,900	99,900
\$100,000-\$149,999	17	14.5%	2,200	129,432	125,000
\$150,000-\$199,999	21	17.9%	3,597	171,295	169,900
\$200,000-\$249,999	20	17.1%	4,551	227,525	225,450
\$250,000-\$299,999	21	17.9%	5,742	273,419	269,900
\$300,000-\$349,999	7	6.0%	2,337	333,786	329,900
\$350,000-\$399,999	9	7.7%	3,449	383,261	389,900
\$400,000-\$449,999	3	2.6%	1,221	407,133	405,000
\$450,000-\$499,999	4	3.4%	1,913	478,325	474,950
\$500,000-\$599,999	3	2.6%	1,639	546,267	539,900
\$600,000-\$749,999	2	1.7%	1,335	667,450	667,450
\$750,000-\$999,999	4	3.4%	3,228	806,975	824,450
\$1,000,000 and up	0	0.0%	0	N/A	N/A
All price ranges	117	100.0%	31,320	267,693	238,900

NEW LISTINGS ANALYSIS

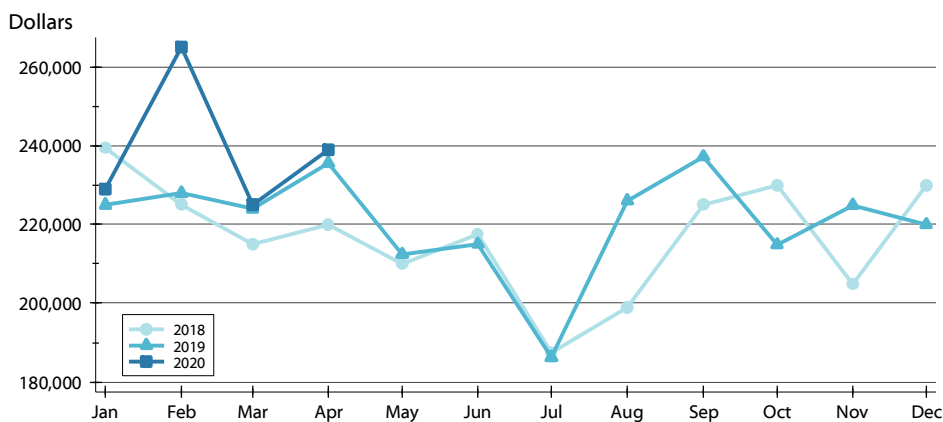
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 5/8/2020**

AVERAGE PRICE >>



Month	2018	2019	2020
January	256,668	271,062	276,027
February	264,103	253,519	285,147
March	253,478	251,491	251,060
April	242,476	271,345	267,693
May	237,400	253,261	
June	266,894	244,301	
July	215,828	206,987	
August	237,622	266,719	
September	247,709	290,014	
October	254,742	249,604	
November	229,374	239,118	
December	274,702	231,814	

MEDIAN PRICE >>

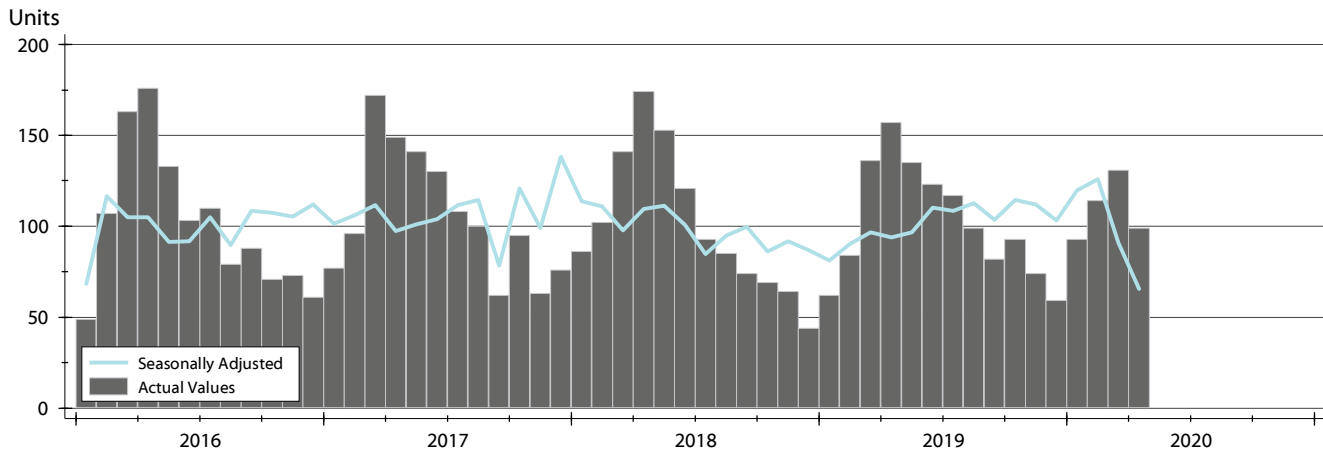


Month	2018	2019	2020
January	239,500	224,950	228,950
February	225,000	227,950	265,000
March	215,000	224,000	224,950
April	219,900	235,500	238,900
May	209,900	212,400	
June	217,500	215,000	
July	187,500	186,250	
August	199,000	226,000	
September	225,000	237,200	
October	229,900	214,900	
November	204,900	224,900	
December	230,000	219,950	

CONTRACTS WRITTEN ANALYSIS

CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 5/8/2020

HISTORY >>



SUMMARY >>

Summary Statistics		April			Year-to-Date		
for Contracts Written		2020	2019	Change	2020	2019	Change
Closed Listings		99	157	-36.9%	437	439	-0.5%
Volume (1,000s)		23,187	39,462	-41.2%	109,941	107,917	1.9%
Average	Sale Price	234,211	251,351	-6.8%	251,581	245,825	2.3%
	Days on Market	32	34	-6.6%	36	36	-1.2%
	Percent of Original	98.0%	98.7%	-0.6%	98.1%	98.5%	-0.4%
Median	Sale Price	210,000	217,950	-3.6%	225,000	209,950	7.2%
	Days on Market	8	9	-11.1%	7	10	-30.0%
	Percent of Original	100.0%	100.0%	0.0%	100.0%	100.0%	0.0%

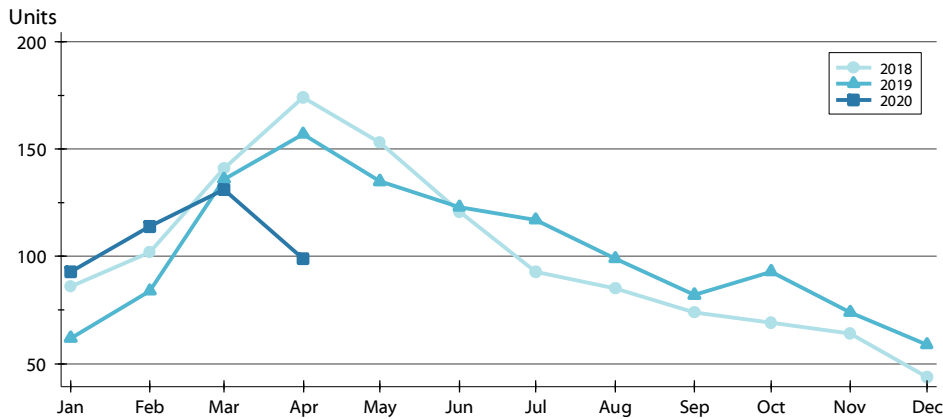
A total of 99 contracts for sale were written in the City of Lawrence during the month of April, down from 157 in 2019. The median list price of these homes was \$210,000, down from \$217,950 the prior year.

Half of the homes that went under contract in April were on the market less than 8 days, compared to 9 days in April 2019.

CONTRACTS WRITTEN ANALYSIS

BY MONTH >>

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 5/8/2020**



Month	2018	2019	2020
January	86	62	93
February	102	84	114
March	141	136	131
April	174	157	99
May	153	135	
June	121	123	
July	93	117	
August	85	99	
September	74	82	
October	69	93	
November	64	74	
December	44	59	

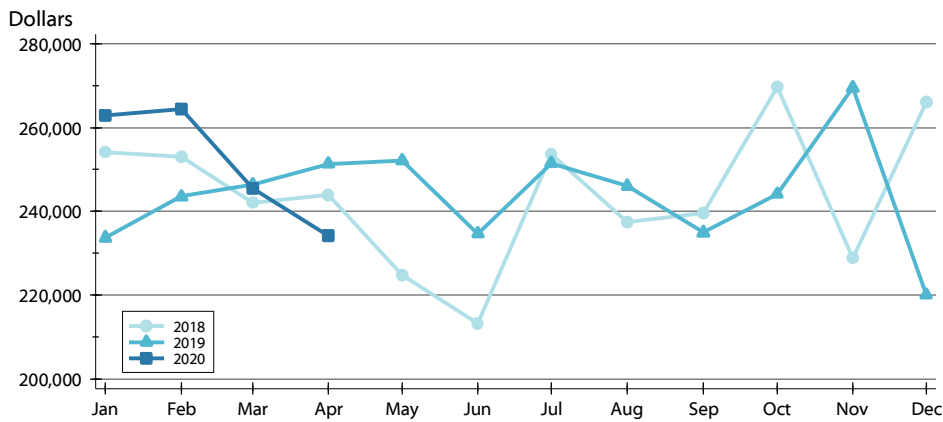
BY PRICE RANGE >>

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	3	3.0%	250	83,433	87,500	53	38	90.3%	91.4%
\$100,000-\$149,999	16	16.2%	2,054	128,359	130,000	29	4	98.2%	100.0%
\$150,000-\$199,999	29	29.3%	5,075	174,986	176,000	26	5	98.4%	100.0%
\$200,000-\$249,999	18	18.2%	4,091	227,256	226,000	19	7	99.4%	100.0%
\$250,000-\$299,999	11	11.1%	2,949	268,055	265,000	18	6	96.7%	100.0%
\$300,000-\$349,999	8	8.1%	2,612	326,525	327,200	42	28	99.0%	100.0%
\$350,000-\$399,999	4	4.0%	1,454	363,413	362,925	35	39	97.9%	98.4%
\$400,000-\$449,999	5	5.1%	2,080	416,070	415,000	74	38	98.6%	100.0%
\$450,000-\$499,999	2	2.0%	909	454,500	454,500	121	121	95.0%	95.0%
\$500,000-\$599,999	2	2.0%	1,085	542,400	542,400	44	44	100.0%	100.0%
\$600,000-\$749,999	1	1.0%	629	629,000	629,000	66	66	89.9%	89.9%
\$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	99	100.0%	23,187	234,211	210,000	32	8	98.0%	100.0%

CONTRACTS WRITTEN ANALYSIS

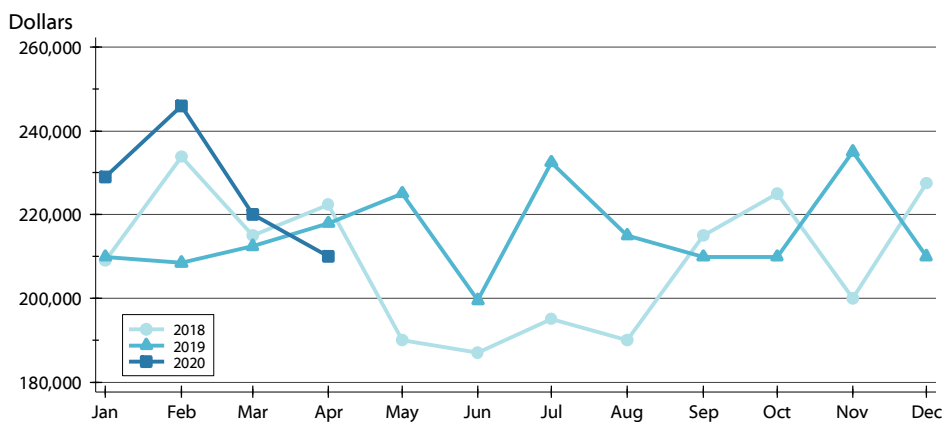
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 5/8/2020**

AVERAGE PRICE >>



Month	2018	2019	2020
January	254,060	233,686	262,927
February	253,006	243,524	264,482
March	242,107	246,402	245,426
April	243,951	251,351	234,211
May	224,719	252,072	
June	213,134	234,702	
July	253,662	251,518	
August	237,427	246,013	
September	239,584	234,923	
October	269,649	244,064	
November	228,792	269,458	
December	266,112	220,000	

MEDIAN PRICE >>

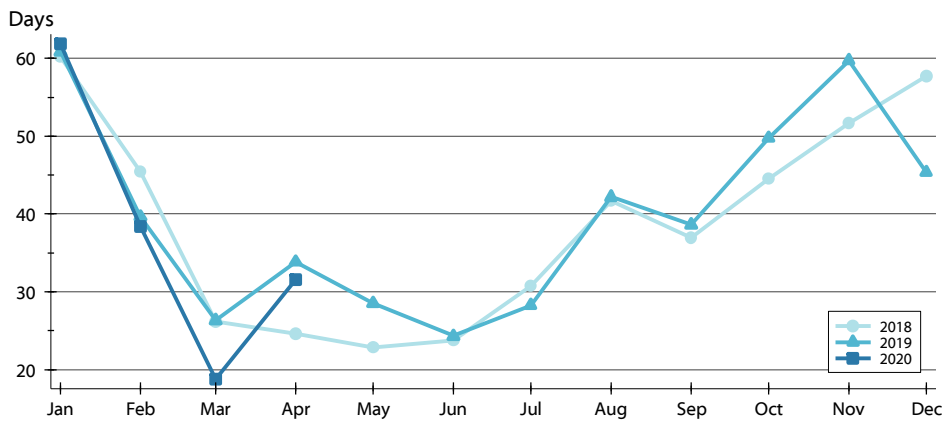


Month	2018	2019	2020
January	209,000	209,900	229,000
February	233,725	208,450	245,950
March	214,900	212,450	220,000
April	222,400	217,950	210,000
May	190,000	225,000	
June	187,000	199,500	
July	195,000	232,400	
August	189,900	215,000	
September	214,900	209,900	
October	225,000	209,900	
November	199,925	234,950	
December	227,500	210,000	

CONTRACTS WRITTEN ANALYSIS

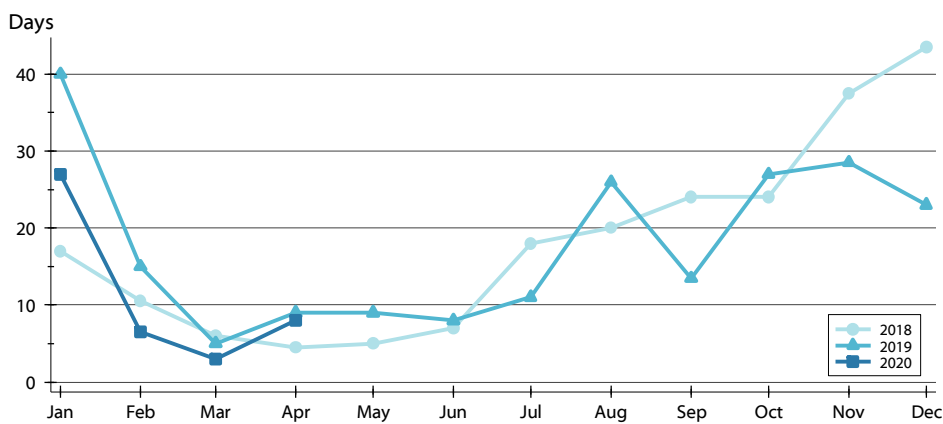
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 5/8/2020**

AVERAGE DOM >>



Month	2018	2019	2020
January	60	61	62
February	45	40	38
March	26	26	19
April	25	34	32
May	23	29	
June	24	24	
July	31	28	
August	42	42	
September	37	39	
October	45	50	
November	52	60	
December	58	45	

MEDIAN DOM >>

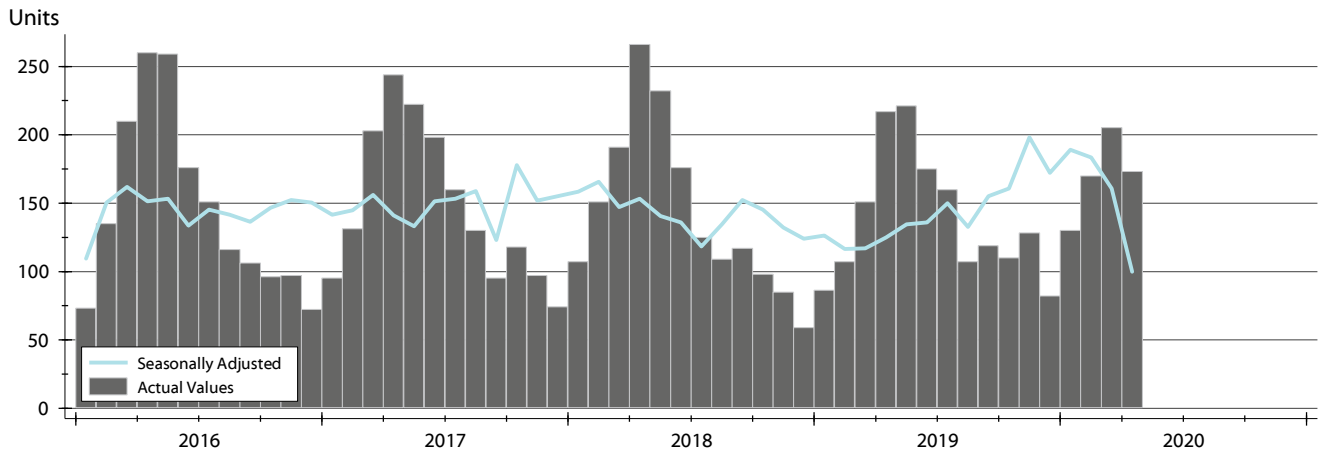


Month	2018	2019	2020
January	17	40	27
February	11	15	7
March	6	5	3
April	5	9	8
May	5	9	
June	7	8	
July	18	11	
August	20	26	
September	24	14	
October	24	27	
November	38	29	
December	44	23	

PENDING CONTRACTS ANALYSIS

HISTORY >>

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 5/8/2020**



SUMMARY >>

Summary Statistics		End of April		
for Active Listings		2020	2019	Change
Active Listings		173	217	-20.3%
Volume (1,000s)		43,543	55,143	-21.0%
Average	List Price	251,694	254,113	-1.0%
	Days on Market	28	31	-9.5%
	Percent of Original	98.7%	99.3%	-0.6%
Median	List Price	224,000	219,950	1.8%
	Days on Market	6	7	-14.3%
	Percent of Original	100.0%	100.0%	0.0%

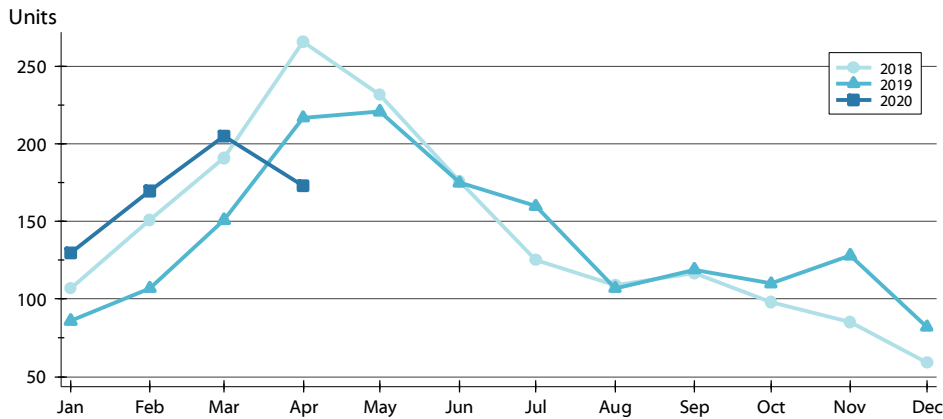
A total of 173 listings in the City of Lawrence had contracts pending at the end of April, down from 217 contracts pending at the end of April 2019.

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 5/8/2020**



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

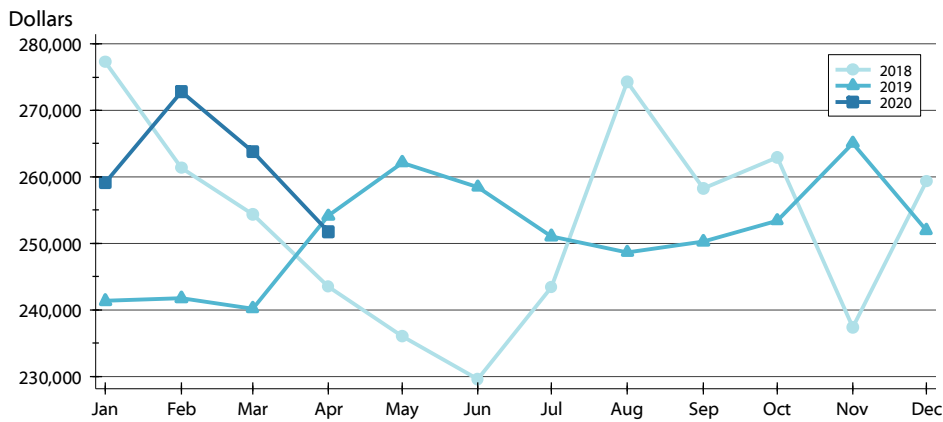
BY PRICE RANGE >>

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	3.5%	513	85,467	85,750	40	30	97.0%	98.0%
\$100,000-\$149,999	23	13.3%	3,017	131,163	135,000	26	3	98.2%	100.0%
\$150,000-\$199,999	41	23.7%	7,278	177,506	177,500	22	4	98.4%	100.0%
\$200,000-\$249,999	36	20.8%	8,169	226,913	224,975	12	3	99.6%	100.0%
\$250,000-\$299,999	21	12.1%	5,793	275,872	275,000	25	5	98.7%	100.0%
\$300,000-\$349,999	17	9.8%	5,522	324,853	324,000	39	28	99.0%	100.0%
\$350,000-\$399,999	9	5.2%	3,355	372,778	372,900	23	7	99.1%	100.0%
\$400,000-\$449,999	9	5.2%	3,771	419,037	415,000	53	25	98.7%	100.0%
\$450,000-\$499,999	4	2.3%	1,873	468,225	461,950	104	121	96.5%	97.9%
\$500,000-\$599,999	4	2.3%	2,145	536,225	535,000	52	41	100.0%	100.0%
\$600,000-\$749,999	2	1.2%	1,328	664,000	664,000	93	93	94.9%	94.9%
\$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	173	100.0%	43,543	251,694	224,000	28	6	98.7%	100.0%

PENDING CONTRACTS ANALYSIS

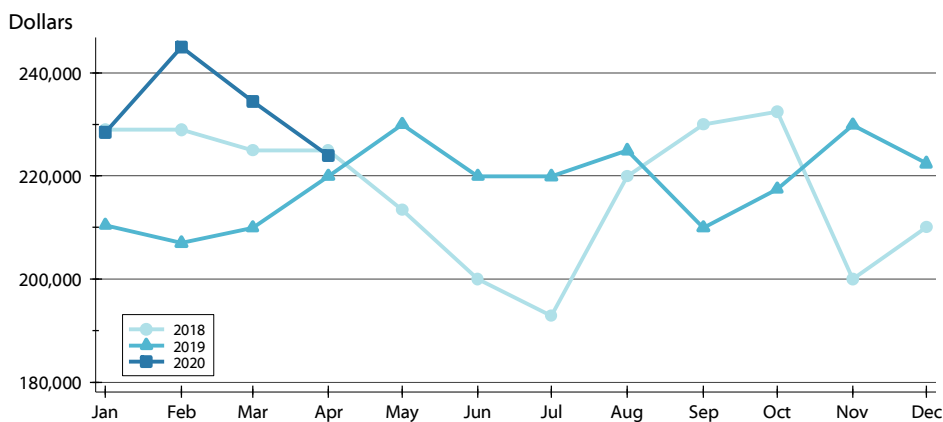
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 5/8/2020**

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	251,694
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 >>

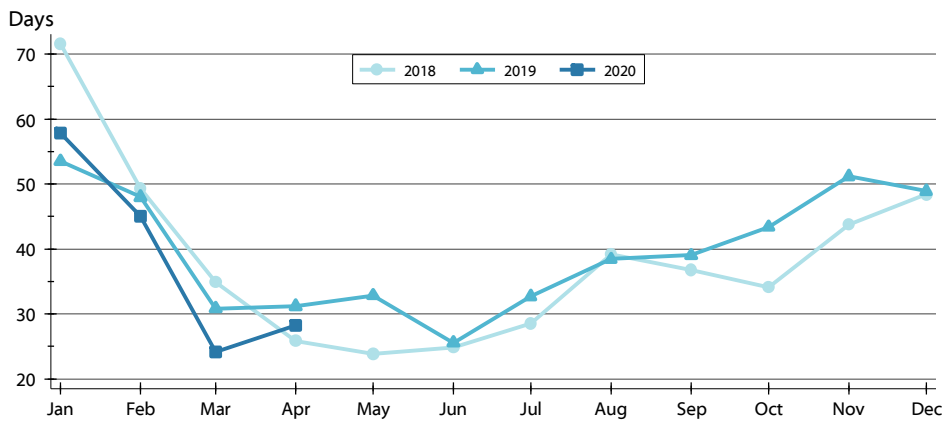


Month	2018	2019	2020
January	229,000	210,450	228,500
February	229,000	207,000	245,000
March	225,000	209,900	234,500
April	224,975	219,950	224,000
May	213,450	230,000	-
June	199,975	219,950	-
July	192,900	219,900	-
August	219,900	224,900	-
September	230,000	209,900	-
October	232,500	217,450	-
November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

PENDING CONTRACTS ANALYSIS

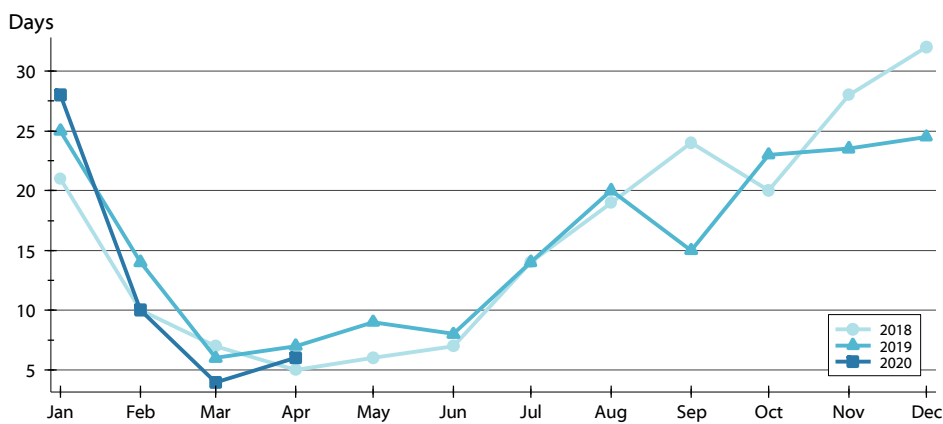
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 5/8/2020**

AVERAGE DOM >>



Month	2018	2019	2020
January	72	54	58
February	49	48	45
March	35	31	24
April	26	31	28
May	24	33	
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	6
May	6	9	
June	7	8	
July	14	14	
August	19	20	
September	24	15	
October	20	23	
November	28	24	
December	32	25	