

MARKET OVERVIEW >>

Lawrence City Home Sales Rose in September

Total home sales in the City of Lawrence rose by 34.7% last month to 101 units, compared to 75 units in September 2019. Total sales volume was \$25.6 million, up 36.8% from a year earlier.

The median sale price in September was \$225,000, down from \$232,000 a year earlier. Homes that sold in September were typically on the market for 7 days and sold for 100.0% of their list prices.

Lawrence City Active Listings Down at End of September

The total number of active listings in the City of Lawrence at the end of September was 134 units, down from 290 at the same point in 2019. This represents a 1.3 months' supply of homes available for sale. The median list price of homes on the market at the end of September was \$300,000.

During September, a total of 117 contracts were written up from 82 in September 2019. At the end of the month, there were 159 contracts pending, compared to 119 at the end of September 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		September		
Current Month		2020	2019	Change
Summary Statistics				
Home Sales		101	75	34.7%
Active Listings		134	290	-53.8%
Months' Supply		1.3	3.0	-57.5%
New Listings		110	128	-14.1%
Contracts Written		117	82	42.7%
Pending Contracts		159	119	33.6%
Sales Volume (1,000s)		25,646	18,745	36.8%
Average	Sale Price	253,923	249,939	1.6%
	List Price of Actives	357,903	330,454	8.3%
	Days on Market	24	39	-38.0%
	Percent of List	99.4%	99.4%	0.1%
	Percent of Original	97.9%	97.9%	0.0%
Median	Sale Price	225,000	232,000	-3.0%
	List Price of Actives	300,000	299,900	0.0%
	Days on Market	7	16	-56.3%
	Percent of List	100.0%	100.0%	0.0%
	Percent of Original	100.0%	98.7%	1.3%

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THREE-YEAR COMPARISONS

SUMMARY >>

**BREAKDOWNS BY HOME TYPE
CITY OF LAWRENCE
AS OF 10/9/2020**

September MLS Statistics		2020			2019			2018			
By Property Type		Total	Existing	New	Total	Existing	New	Total	Existing	New	
Home Sales		101	93	8	75	68	7	68	62	6	
	Change from prior year	34.7%	36.8%	14.3%	10.3%	9.7%	16.7%	-25.3%	-27.9%	20.0%	
Active Listings		134	100	34	290	233	57	258	211	47	
	Change from prior year	-53.8%	-57.1%	-40.4%	12.4%	10.4%	21.3%	-7.2%	-3.7%	-20.3%	
Months' Supply		1.3	1.1	3.1	3.0	2.6	6.5	2.5	2.3	4.3	
	Change from prior year	-57.5%	-59.9%	-52.6%	19.1%	15.0%	51.3%	-5.3%	0.1%	-31.3%	
New Listings		110	95	15	128	111	17	102	90	12	
	Change from prior year	-14.1%	-14.4%	-11.8%	25.5%	23.3%	41.7%	-8.9%	-8.2%	-14.3%	
Contracts Written		117	96	21	82	74	8	74	71	3	
	Change from prior year	42.7%	29.7%	162.5%	10.8%	4.2%	166.7%	19.4%	26.8%	-50.0%	
Pending Contracts		159	123	36	119	108	11	117	102	15	
	Change from prior year	33.6%	13.9%	227.3%	1.7%	5.9%	-26.7%	23.2%	25.9%	7.1%	
Sales Volume (1,000s)		25,646	23,146	2,500	18,745	16,186	2,560	17,204	15,378	1,826	
	Change from prior year	36.8%	43.0%	-2.3%	9.0%	5.3%	40.2%	-14.2%	-15.8%	1.9%	
Average	Sale Price	253,923	248,883	312,511	249,939	238,023	365,694	253,003	248,035	304,338	
		Change from prior year	1.6%	4.6%	-14.5%	-1.2%	-4.0%	20.2%	14.8%	16.8%	-15.1%
	List Price of Actives	357,903	335,840	422,797	330,454	312,513	403,792	300,891	288,758	355,360	
		Change from prior year	8.3%	7.5%	4.7%	9.8%	8.2%	13.6%	-2.7%	-0.4%	-6.7%
	Days on Market	24	22	49	39	31	115	41	38	76	
		Change from prior year	-38.1%	-29.2%	-57.6%	-5.7%	-18.2%	51.7%	-10.8%	-7.4%	-44.8%
Percent of List		99.4%	99.4%	100.3%	99.4%	99.2%	100.7%	97.9%	97.7%	99.3%	
		Change from prior year	0.1%	0.2%	-0.4%	1.5%	1.5%	1.5%	-0.7%	-0.6%	-2.9%
	Percent of Original	97.9%	97.8%	99.7%	97.9%	97.6%	100.4%	96.0%	96.0%	96.0%	
	Change from prior year	0.0%	0.2%	-0.7%	1.9%	1.6%	4.6%	-0.2%	0.1%	-4.8%	
Median	Sale Price	225,000	195,000	280,000	232,000	199,750	299,900	178,500	176,750	318,750	
		Change from prior year	-3.0%	-2.4%	-6.6%	30.0%	13.0%	-5.9%	-0.8%	0.7%	-22.1%
	List Price of Actives	300,000	269,950	362,450	299,900	259,900	389,900	244,950	222,000	344,900	
		Change from prior year	0.0%	3.9%	-7.0%	22.4%	17.1%	13.0%	-5.8%	1.8%	-1.4%
	Days on Market	7	6	41	16	14	73	23	20	62	
		Change from prior year	-56.3%	-57.1%	-44.5%	-30.4%	-28.2%	18.7%	27.8%	14.7%	-24.1%
Percent of List	100.0%	100.0%	100.0%	100.0%	99.7%	100.0%	98.1%	97.9%	99.5%		
	Change from prior year	0.0%	0.3%	0.0%	1.9%	1.9%	0.5%	-1.2%	-1.3%	-1.0%	
Percent of Original	100.0%	100.0%	100.0%	98.7%	98.5%	100.0%	97.1%	97.0%	99.5%		
	Change from prior year	1.3%	1.5%	0.0%	1.6%	1.6%	0.5%	-0.4%	-0.4%	-1.0%	

YEAR-TO-DATE STATISTICS

SUMMARY >>

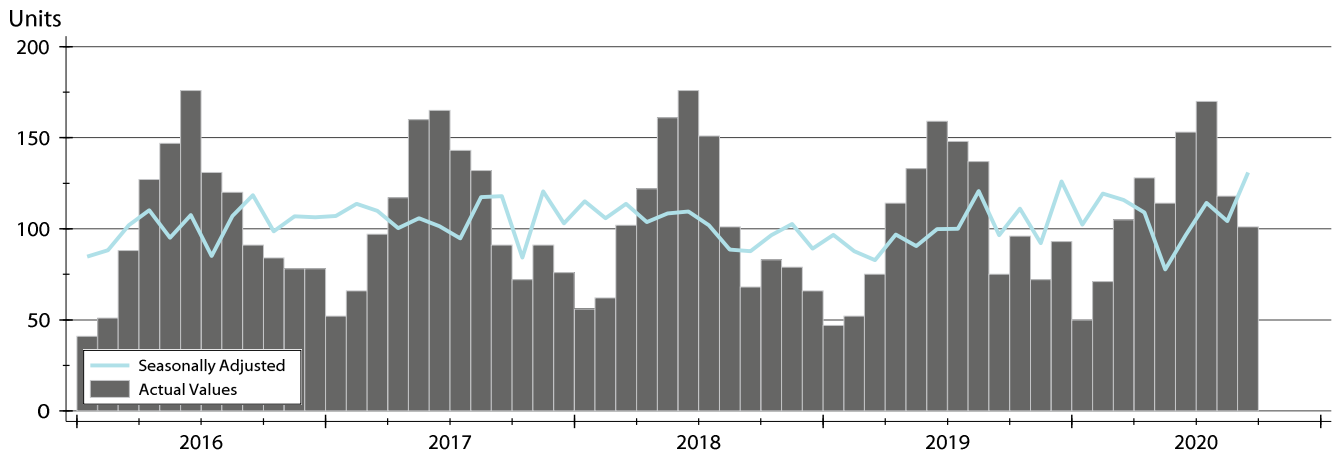
YTD BREAKDOWNS BY HOME TYPE CITY OF LAWRENCE AS OF 10/9/2020

Year-to-Date Activity		2020			2019			2018		
By Property Type		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		1,010	895	115	940	861	79	999	893	106
Change from prior year		7.4%	3.9%	45.6%	-5.9%	-3.6%	-25.5%	-2.3%	-4.4%	19.1%
New Listings		1,238	1,097	141	1,356	1,228	128	1,321	1,193	128
Change from prior year		-8.7%	-10.7%	10.2%	2.6%	2.9%	0.0%	-3.6%	-3.6%	-3.8%
Contracts Written		1,087	951	136	995	910	85	1,029	922	107
Change from prior year		9.2%	4.5%	60.0%	-3.3%	-1.3%	-20.6%	-0.6%	-3.0%	27.4%
Sales Volume (1,000s)		259,740	219,829	39,911	228,370	202,022	26,348	235,665	198,858	36,807
Change from prior year		13.7%	8.8%	51.5%	-3.1%	1.6%	-28.4%	6.7%	3.6%	27.2%
Average	Sale Price	257,169	245,619	347,053	242,946	234,636	333,515	235,901	222,685	347,236
	Change from prior year	5.9%	4.7%	4.1%	3.0%	5.4%	-4.0%	9.3%	8.4%	6.8%
	Days on Market	34	26	93	34	29	85	36	28	103
	Change from prior year	-0.3%	-10.4%	9.7%	-5.3%	5.0%	-17.7%	-4.7%	-7.8%	-10.4%
Median	Percent of List	99.5%	99.4%	100.1%	99.0%	98.9%	100.1%	98.9%	98.8%	99.8%
	Change from prior year	0.5%	0.5%	0.1%	0.1%	0.1%	0.3%	-0.2%	-0.1%	-0.9%
	Percent of Original	98.4%	98.2%	99.6%	97.8%	97.6%	100.0%	97.9%	97.7%	99.4%
	Change from prior year	0.6%	0.6%	-0.4%	0.0%	-0.1%	0.5%	0.0%	0.1%	-1.2%
Median	Sale Price	234,900	220,000	329,800	215,000	204,900	338,000	199,900	190,000	339,400
	Change from prior year	9.3%	7.4%	-2.4%	7.6%	7.8%	-0.4%	11.1%	8.6%	11.3%
	Days on Market	7	5	61	11	10	72	9	8	68
	Change from prior year	-36.4%	-50.0%	-15.3%	22.2%	25.0%	6.7%	-18.2%	-15.8%	-6.3%
Median	Percent of List	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
	Change from prior year	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
	Percent of Original	100.0%	100.0%	100.0%	99.5%	99.0%	100.0%	99.7%	99.3%	100.0%
	Change from prior year	0.5%	1.0%	0.0%	-0.2%	-0.3%	0.0%	0.0%	0.0%	0.0%

CLOSED LISTINGS ANALYSIS

HISTORY >>

CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 10/9/2020



SUMMARY >>

Summary Statistics		September			Year-to-Date		
for Closed Listings		2020	2019	Change	2020	2019	Change
Closed Listings		101	75	34.7%	1,010	940	7.4%
Volume (1,000s)		25,646	18,745	36.8%	259,740	228,370	13.7%
Average	Sale Price	253,923	249,939	1.6%	257,169	242,946	5.9%
	Days on Market	24	39	-38.1%	34	34	-0.3%
	Percent of List	99.4%	99.4%	0.1%	99.5%	99.0%	0.5%
	Percent of Original	97.9%	97.9%	0.0%	98.4%	97.8%	0.6%
Median	Sale Price	225,000	232,000	-3.0%	234,900	215,000	9.3%
	Days on Market	7	16	-56.3%	7	11	-36.4%
	Percent of List	100.0%	100.0%	0.0%	100.0%	100.0%	0.0%
	Percent of Original	100.0%	98.7%	1.3%	100.0%	99.5%	0.5%

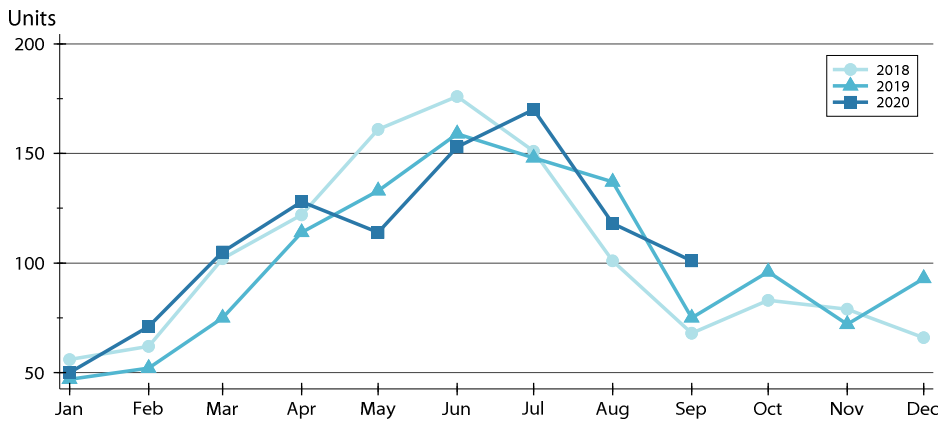
A total of 101 homes sold in the City of Lawrence in September, up from 75 units in September 2019. Total sales volume rose to \$25.6 million compared to \$18.7 million in the previous year.

The median sales price in September was \$225,000, down 3.0% compared to the prior year. Median days on market was 7 days, up from 5 days in August, but down from 16 in September 2019.

CLOSED LISTINGS ANALYSIS

BY MONTH >>

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 10/9/2020**



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

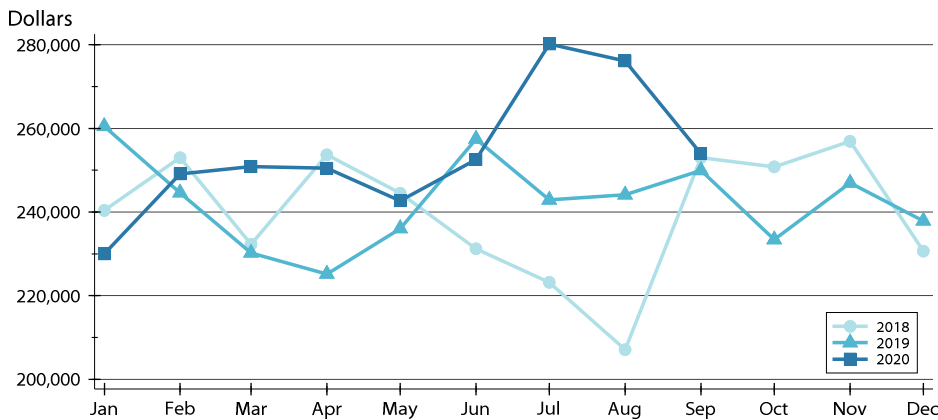
BY PRICE RANGE >>

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	5.0%	383	76,680	84,500	11	15	96.7%	99.9%	93.5%	99.9%
\$100,000-\$149,999	13	12.9%	1,650	126,915	127,900	13	5	100.3%	100.0%	99.1%	100.0%
\$150,000-\$199,999	29	28.7%	4,964	171,171	170,000	12	3	100.1%	100.0%	98.9%	100.0%
\$200,000-\$249,999	13	12.9%	3,005	231,178	230,000	14	3	100.4%	100.0%	99.0%	100.0%
\$250,000-\$299,999	14	13.9%	3,831	273,621	272,450	29	4	100.7%	100.0%	99.5%	100.0%
\$300,000-\$349,999	9	8.9%	2,919	324,356	329,500	72	24	95.3%	98.6%	90.9%	96.9%
\$350,000-\$399,999	9	8.9%	3,347	371,867	370,000	37	14	99.9%	100.0%	99.0%	100.0%
\$400,000-\$449,999	1	1.0%	411	410,899	410,899	0	0	100.0%	100.0%	100.0%	100.0%
\$450,000-\$499,999	3	3.0%	1,478	492,667	495,000	13	10	99.7%	100.0%	99.7%	100.0%
\$500,000-\$599,999	1	1.0%	550	550,000	550,000	28	28	91.8%	91.8%	91.8%	91.8%
\$600,000-\$749,999	2	2.0%	1,337	668,500	668,500	60	60	96.3%	96.3%	95.6%	95.6%
\$750,000-\$999,999	2	2.0%	1,771	885,500	885,500	52	52	99.8%	99.8%	98.0%	98.0%
\$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	101	100.0%	25,646	253,923	225,000	24	7	99.4%	100.0%	97.9%	100.0%

CLOSED LISTINGS ANALYSIS

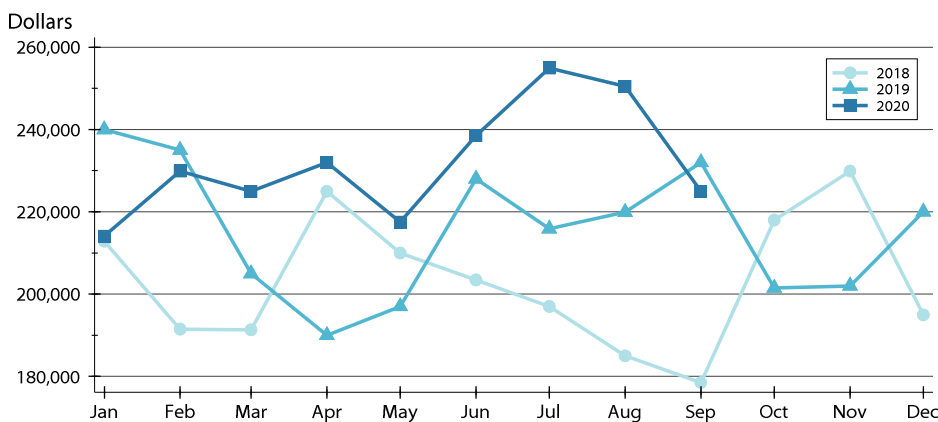
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 10/9/2020**

AVERAGE PRICE >>



Month	2018	2019	2020
January	240,374	260,491	229,973
February	252,989	244,614	249,106
March	232,289	230,217	250,879
April	253,668	225,180	250,466
May	244,499	236,053	242,650
June	231,219	257,468	252,512
July	223,184	242,906	280,178
August	207,067	244,101	276,104
September	253,003	249,939	253,923
October	250,801	233,403	
November	256,894	246,937	
December	230,649	237,884	

MEDIAN PRICE >>

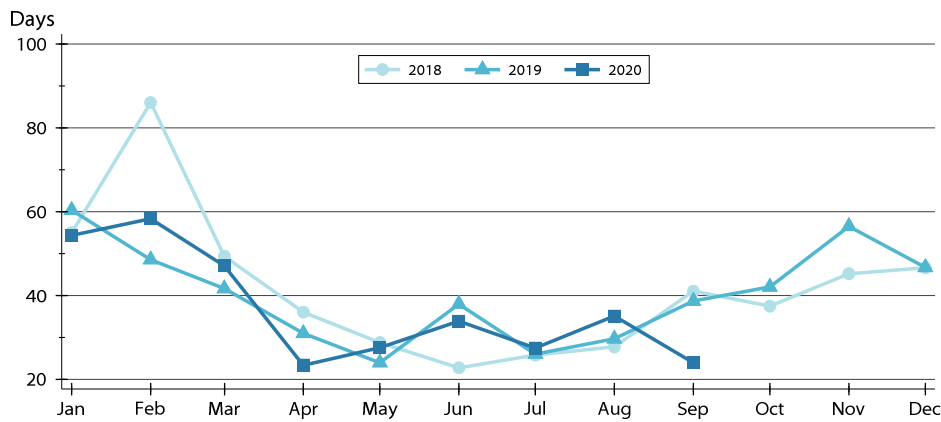


Month	2018	2019	2020
January	212,875	240,000	214,075
February	191,500	235,000	229,900
March	191,325	205,000	225,000
April	225,000	190,000	232,000
May	210,000	197,000	217,500
June	203,450	228,000	238,500
July	197,000	215,875	254,950
August	185,000	219,900	250,500
September	178,500	232,000	225,000
October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

CLOSED LISTINGS ANALYSIS

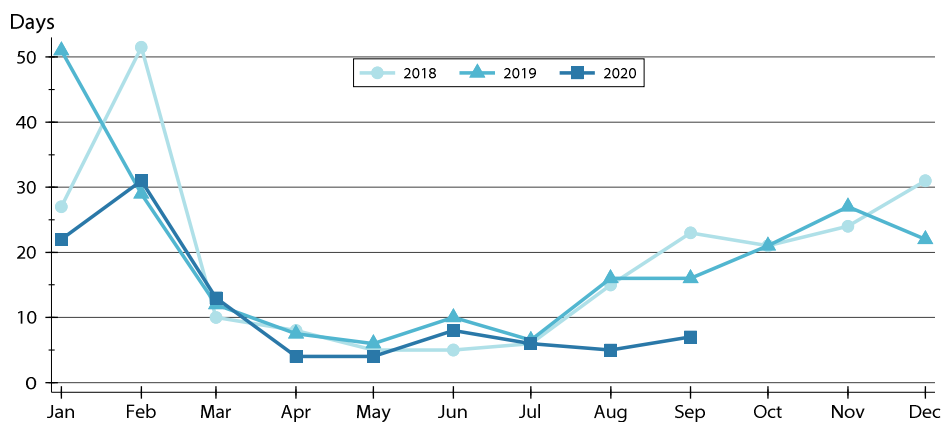
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 10/9/2020**

AVERAGE DOM >>



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

MEDIAN DOM >>

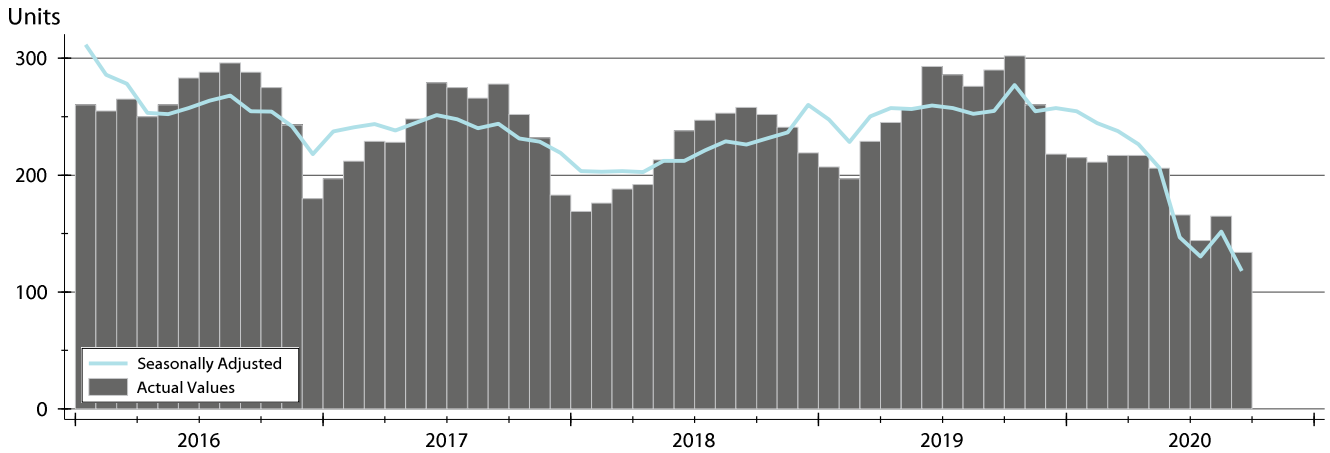


Month	2018	2019	2020
January	27	51	22
February	52	29	31
March	10	12	13
April	8	8	4
May	5	6	4
June	5	10	8
July	6	7	6
August	15	16	5
September	23	16	7
October	21	21	21
November	24	27	27
December	31	22	22

ACTIVE LISTINGS ANALYSIS

HISTORY >>

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 10/9/2020**



SUMMARY >>

Summary Statistics for Active Listings		End of September		
		2020	2019	Change
Active Listings		134	290	-53.8%
Months' Supply		1.3	3.0	-57.5%
Volume (1,000s)		47,959	95,832	-50.0%
Average	List Price	357,903	330,454	8.3%
	Days on Market	71	84	-14.9%
	Percent of Original	98.0%	97.2%	0.8%
Median	List Price	300,000	299,900	0.0%
	Days on Market	40	68	-40.7%
	Percent of Original	100.0%	100.0%	0.0%

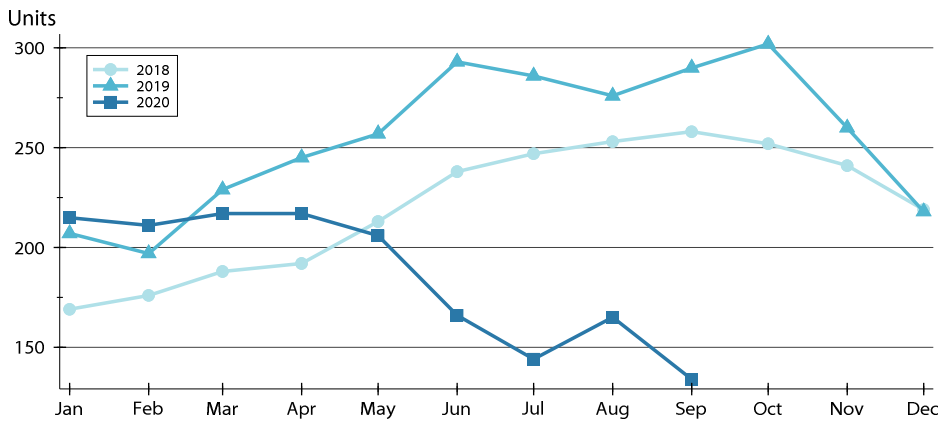
A total of 134 homes were available for sale in the City of Lawrence at the end of September. This represents a 1.3 months' supply of active listings.

The median list price of homes on the market at the end of September was \$300,000, showing little change from the same point in 2019. The typical time on market for active listings was 40 days, down from 68 days a year earlier.

ACTIVE LISTINGS ANALYSIS

BY MONTH >>

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 10/9/2020**



Month	2018	2019	2020
January	169	207	215
February	176	197	211
March	188	229	217
April	192	245	217
May	213	257	206
June	238	293	166
July	247	286	144
August	253	276	165
September	258	290	134
October	252	302	134
November	241	260	134
December	219	218	134

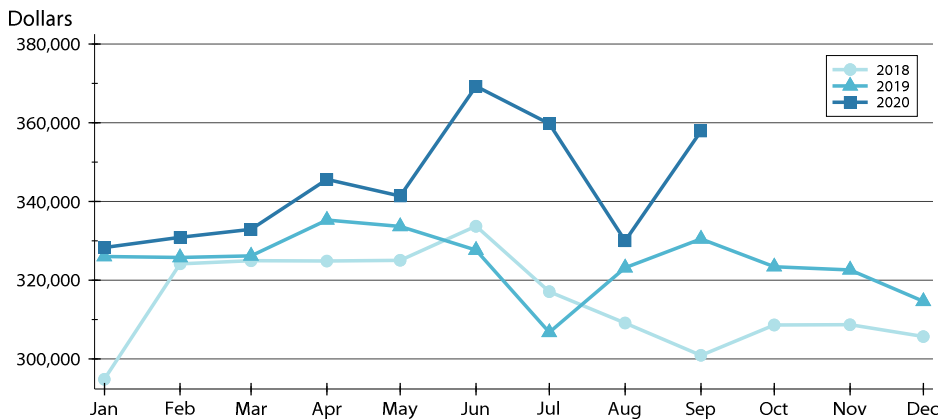
BY PRICE RANGE >>

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	2	1.5%	2	N/A	1,195	1,195	33	33	88.1%	88.1%
\$50,000-\$99,999	5	3.7%	425	1.0	84,914	84,950	49	13	94.2%	100.0%
\$100,000-\$149,999	17	12.7%	2,205	1.3	129,718	129,900	32	25	97.1%	100.0%
\$150,000-\$199,999	12	9.0%	2,057	0.4	171,392	168,700	47	43	97.5%	100.0%
\$200,000-\$249,999	13	9.7%	2,960	1.0	227,708	230,000	36	20	99.6%	100.0%
\$250,000-\$299,999	17	12.7%	4,681	1.2	275,347	273,000	55	46	98.4%	100.0%
\$300,000-\$349,999	14	10.4%	4,510	1.6	322,171	319,950	75	59	98.9%	100.0%
\$350,000-\$399,999	12	9.0%	4,537	1.3	378,091	380,000	68	35	99.9%	100.0%
\$400,000-\$449,999	10	7.5%	4,159	10.0	415,910	419,900	58	58	99.4%	100.0%
\$450,000-\$499,999	5	3.7%	2,430	1.7	485,920	499,900	172	84	101.1%	100.0%
\$500,000-\$599,999	10	7.5%	5,656	10.0	565,560	572,450	157	124	94.0%	97.1%
\$600,000-\$749,999	9	6.7%	6,159	4.5	684,289	674,900	98	39	97.4%	100.0%
\$750,000-\$999,999	5	3.7%	4,294	2.5	858,740	849,900	116	70	100.4%	100.0%
\$1,000,000 and up	3	2.2%	3,885	N/A	1,295,000	1,400,000	122	95	100.0%	100.0%
All price ranges	134	100.0%	47,959	1.3	357,903	300,000	71	40	98.0%	100.0%

ACTIVE LISTINGS ANALYSIS

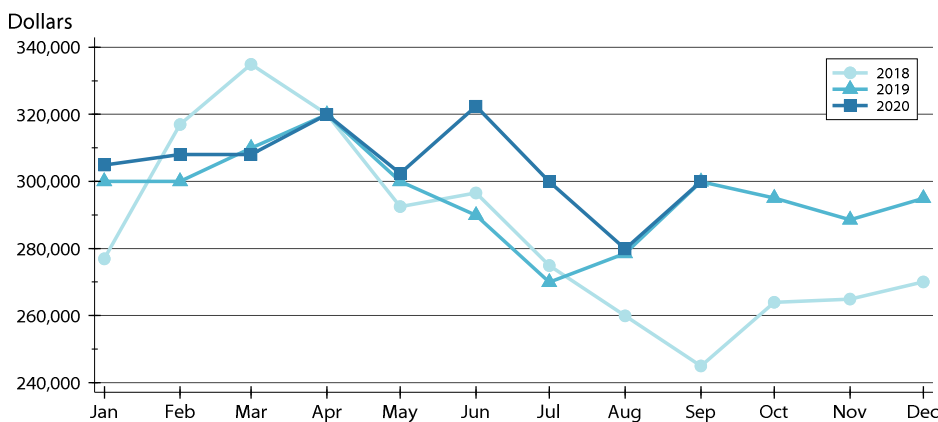
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 10/9/2020**

AVERAGE PRICE >>



Month	2018	2019	2020
January	294,789	325,960	328,240
February	324,140	325,749	330,864
March	324,921	326,114	332,866
April	324,822	335,269	345,557
May	325,028	333,601	341,378
June	333,679	327,597	369,250
July	317,060	306,684	359,709
August	309,090	323,116	329,944
September	300,891	330,454	357,903
October	308,599	323,407	-
November	308,655	322,600	-
December	305,627	314,584	-

MEDIAN PRICE >>

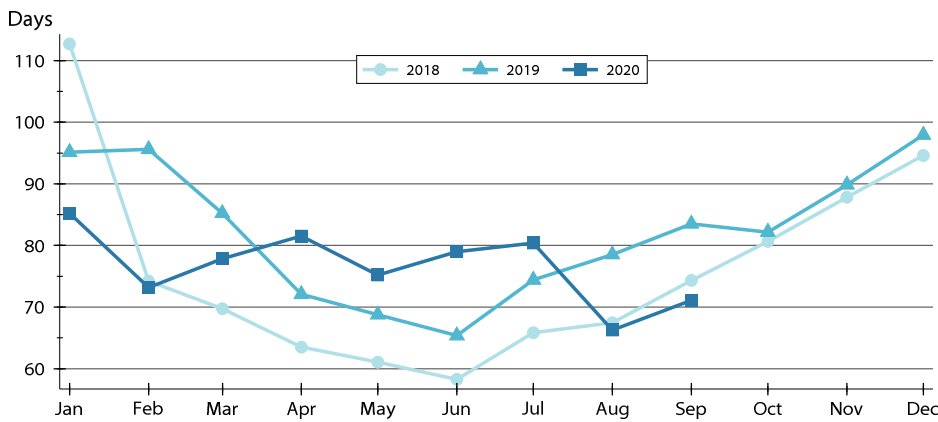


Month	2018	2019	2020
January	276,900	300,000	304,900
February	316,950	300,000	308,000
March	334,900	309,900	308,000
April	320,000	319,900	319,900
May	292,500	300,000	302,350
June	296,543	289,900	322,450
July	274,900	269,900	299,900
August	259,900	278,500	279,900
September	244,950	299,900	300,000
October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

ACTIVE LISTINGS ANALYSIS

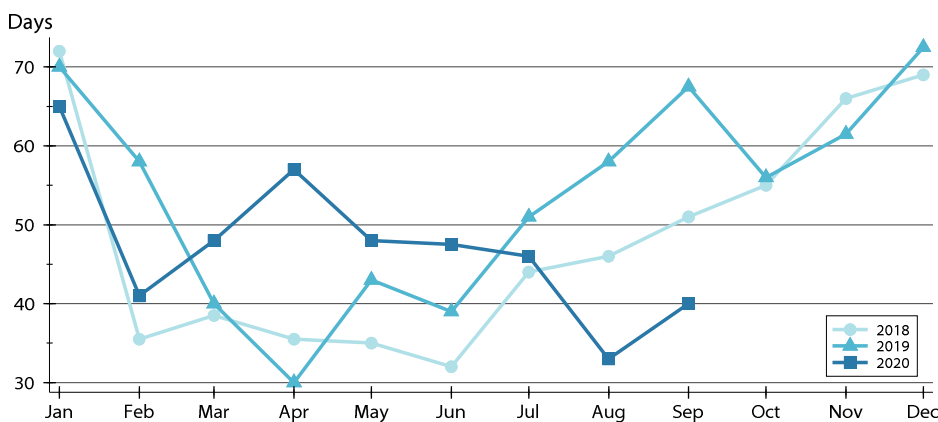
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 10/9/2020**

AVERAGE DOM >>



Month	2018	2019	2020
January	113	95	85
February	74	96	73
March	70	85	78
April	63	72	82
May	61	69	75
June	58	65	79
July	66	74	80
August	67	79	66
September	74	84	71
October	81	82	
November	88	90	
December	95	98	

MEDIAN DOM >>

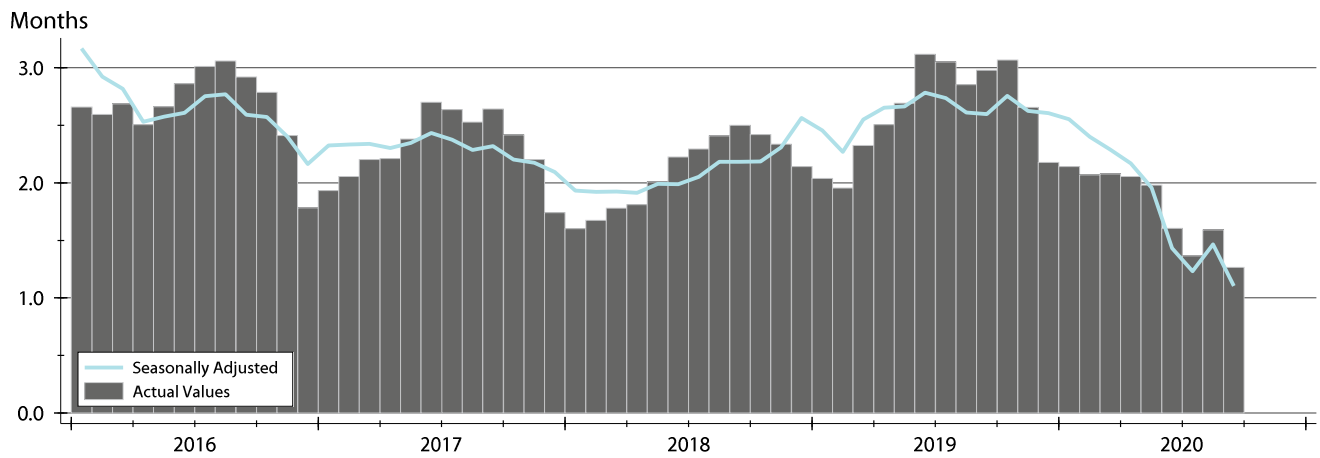


Month	2018	2019	2020
January	72	70	65
February	36	58	41
March	39	40	48
April	36	30	57
May	35	43	48
June	32	39	48
July	44	51	46
August	46	58	33
September	51	68	40
October	55	56	
November	66	62	
December	69	73	

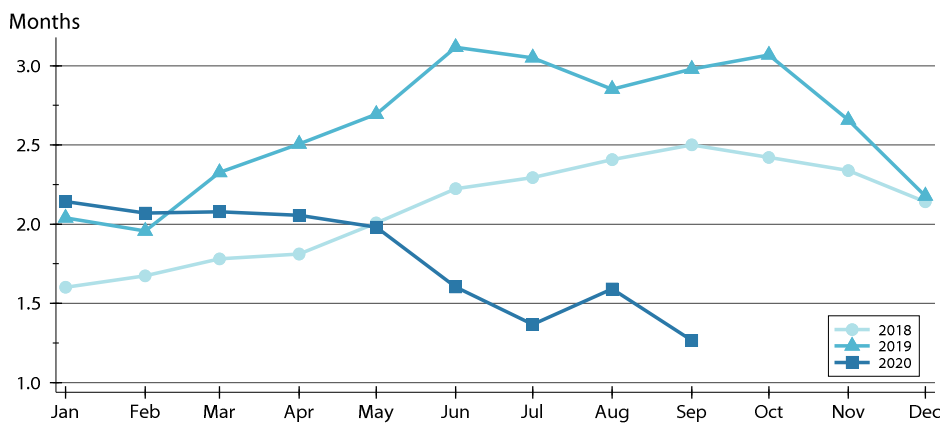
MONTHS' SUPPLY ANALYSIS

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 10/9/2020**

HISTORY >>



BY MONTH >>

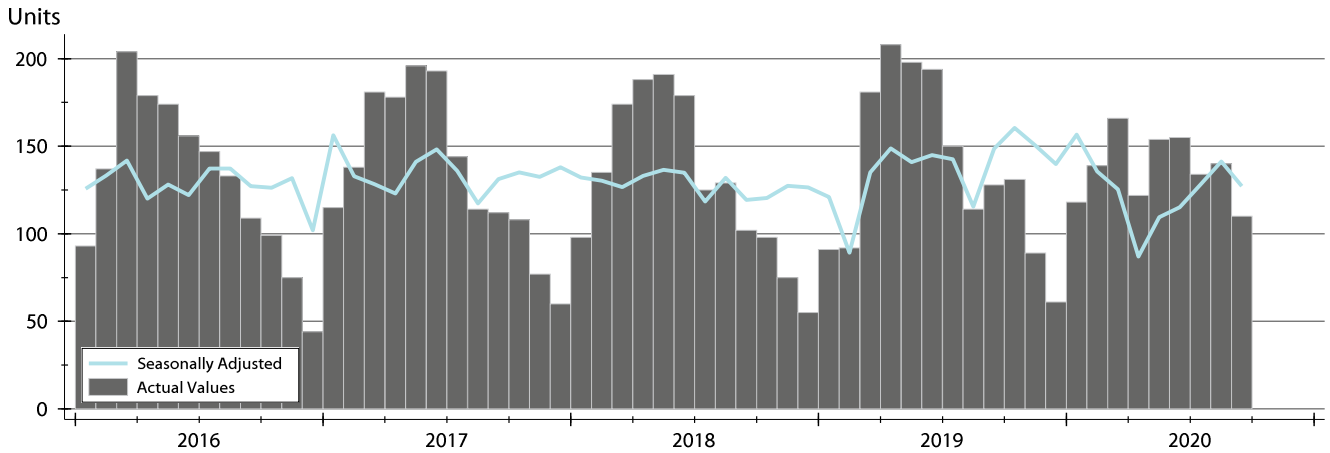


Month	2018	2019	2020
January	1.6	2.0	2.1
February	1.7	2.0	2.1
March	1.8	2.3	2.1
April	1.8	2.5	2.1
May	2.0	2.7	2.0
June	2.2	3.1	1.6
July	2.3	3.1	1.4
August	2.4	2.9	1.6
September	2.5	3.0	1.3
October	2.4	3.1	
November	2.3	2.7	
December	2.1	2.2	

NEW LISTINGS ANALYSIS

HISTORY >>

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 10/9/2020**



SUMMARY >>

Summary Statistics for New Listings		September		
		2020	2019	Change
Current Month	New Listings	110	128	-14.1%
	Volume (1,000s)	31,086	37,053	-16.1%
	Average List Price	282,596	289,474	-2.4%
	Median List Price	239,900	237,200	1.1%
YTD	New Listings	1,238	1,356	-8.7%
	Volume (1,000s)	332,227	345,892	-4.0%
	Average List Price	268,358	255,083	5.2%
	Median List Price	239,900	219,900	9.1%

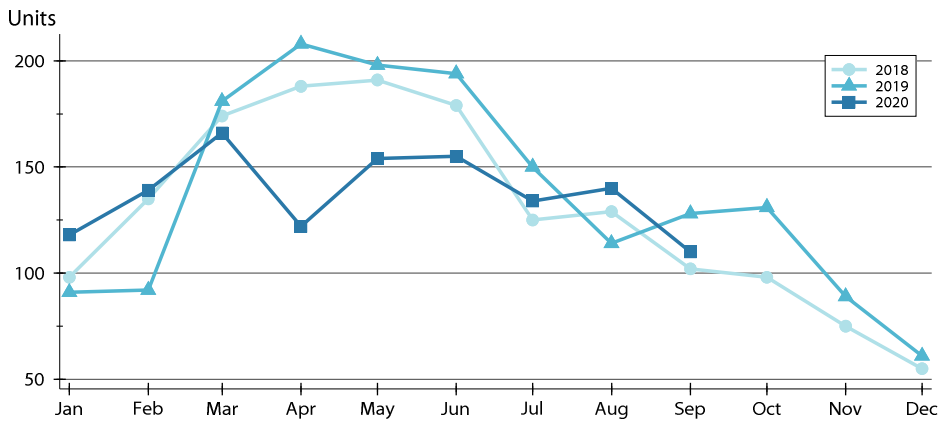
A total of 110 new listings were added in the City of Lawrence during September, down 14.1% from the same month in 2019. Year-to-date the City of Lawrence has seen 1,238 new listings.

The median list price of these homes was \$239,900 up from \$237,200 in 2019.

NEW LISTINGS ANALYSIS

BY MONTH >>

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 10/9/2020**



Month	2018	2019	2020
January	98	91	118
February	135	92	139
March	174	181	166
April	188	208	122
May	191	198	154
June	179	194	155
July	125	150	134
August	129	114	140
September	102	128	110
October	98	131	
November	75	89	
December	55	61	

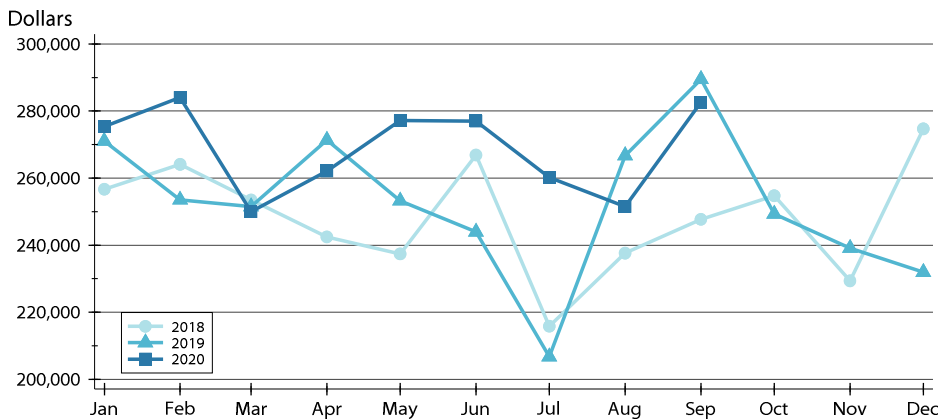
BY PRICE RANGE >>

Price Range	New Listings			List Price	
	Number	Percent	Volume	Average	Median
Below \$50,000	1	0.9%	1	1,300	1,300
\$50,000-\$99,999	4	3.6%	319	79,863	84,975
\$100,000-\$149,999	18	16.4%	2,342	130,133	133,250
\$150,000-\$199,999	20	18.2%	3,514	175,680	175,950
\$200,000-\$249,999	16	14.5%	3,666	229,106	234,900
\$250,000-\$299,999	13	11.8%	3,593	276,404	272,600
\$300,000-\$349,999	8	7.3%	2,621	327,675	324,925
\$350,000-\$399,999	13	11.8%	4,855	373,454	374,900
\$400,000-\$449,999	7	6.4%	2,944	420,614	424,900
\$450,000-\$499,999	2	1.8%	980	489,900	489,900
\$500,000-\$599,999	2	1.8%	1,090	544,900	544,900
\$600,000-\$749,999	3	2.7%	2,110	703,267	709,900
\$750,000-\$999,999	2	1.8%	1,650	824,950	824,950
\$1,000,000 and up	1	0.9%	1,400	1,400,000	1,400,000
All price ranges	110	100.0%	31,086	282,596	239,900

NEW LISTINGS ANALYSIS

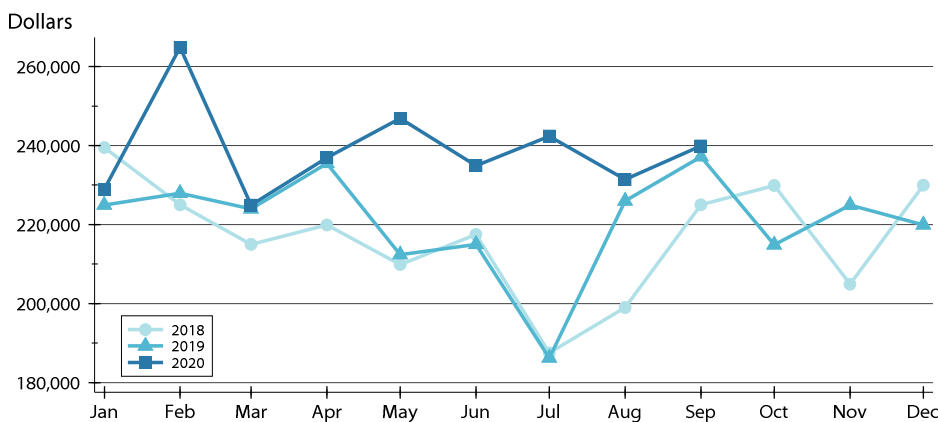
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 10/9/2020**

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	262,125
May	237,400	253,236	277,142
June	266,894	243,938	277,019
July	215,828	206,720	260,152
August	237,622	266,719	251,499
September	247,709	289,474	282,596
October	254,742	249,298	249,298
November	229,374	239,118	239,118
December	274,702	231,896	231,896

MEDIAN PRICE >>

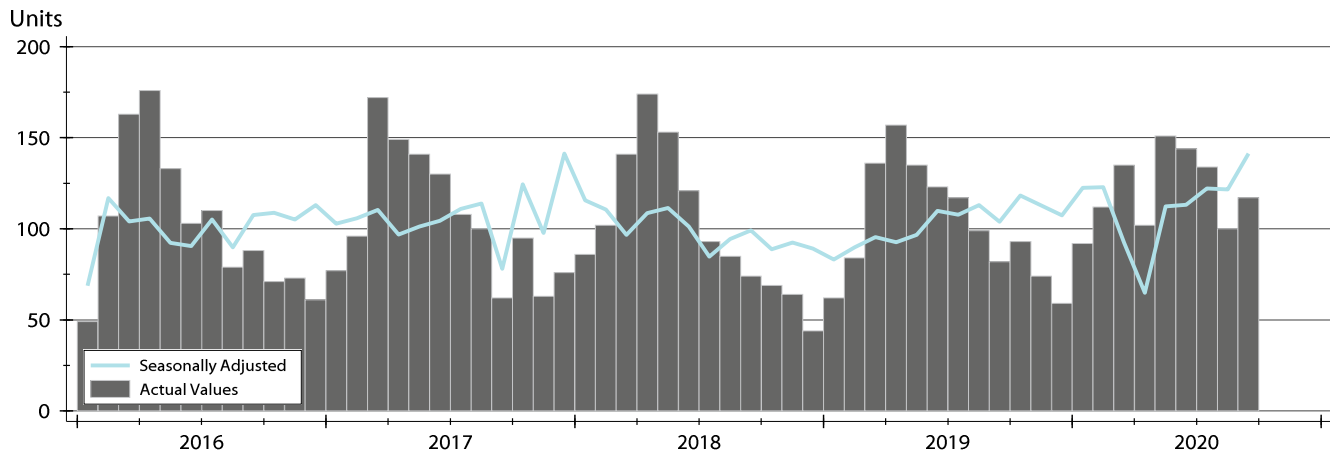


Month	2018	2019	2020
January	239,500	224,950	228,950
February	225,000	227,950	264,900
March	215,000	224,000	224,950
April	219,900	235,500	236,950
May	209,900	212,400	246,900
June	217,500	215,000	234,900
July	187,500	186,250	242,400
August	199,000	226,000	231,450
September	225,000	237,200	239,900
October	229,900	214,900	214,900
November	204,900	224,900	224,900
December	230,000	219,950	219,950

CONTRACTS WRITTEN ANALYSIS

CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 10/9/2020

HISTORY >>



SUMMARY >>

Summary Statistics		September			Year-to-Date		
for Contracts Written		2020	2019	Change	2020	2019	Change
Closed Listings		117	82	42.7%	1,087	995	9.2%
Volume (1,000s)		30,721	19,264	59.5%	285,293	243,856	17.0%
Average	Sale Price	262,573	234,923	11.8%	262,459	245,081	7.1%
	Days on Market	32	39	-17.7%	32	34	-4.2%
	Percent of Original	99.4%	96.9%	2.6%	98.6%	97.8%	0.8%
Median	Sale Price	249,900	209,900	19.1%	239,000	213,950	11.7%
	Days on Market	8	14	-40.7%	6	11	-45.5%
	Percent of Original	100.0%	97.9%	2.1%	100.0%	99.3%	0.7%

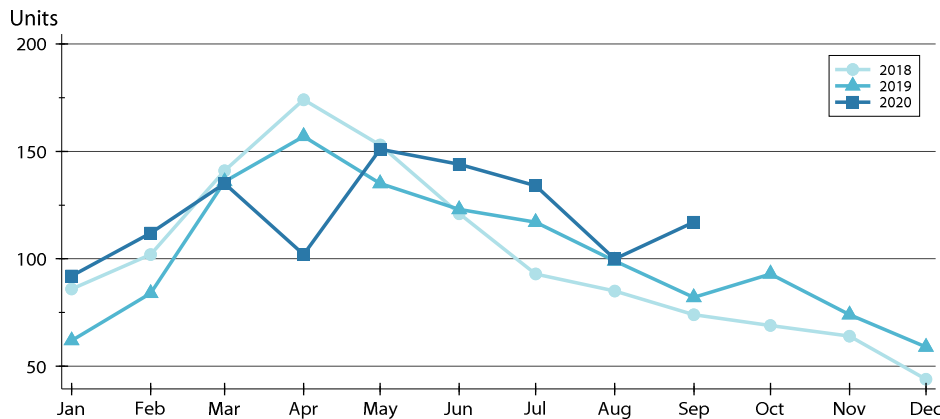
A total of 117 contracts for sale were written in the City of Lawrence during the month of September, up from 82 in 2019. The median list price of these homes was \$249,900, up from \$209,900 the prior year.

Half of the homes that went under contract in September were on the market less than 8 days, compared to 14 days in September 2019.

CONTRACTS WRITTEN ANALYSIS

BY MONTH >>

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 10/9/2020**



Month	2018	2019	2020
January	86	62	92
February	102	84	112
March	141	136	135
April	174	157	102
May	153	135	151
June	121	123	144
July	93	117	134
August	85	99	100
September	74	82	117
October	69	93	100
November	64	74	100
December	44	59	100

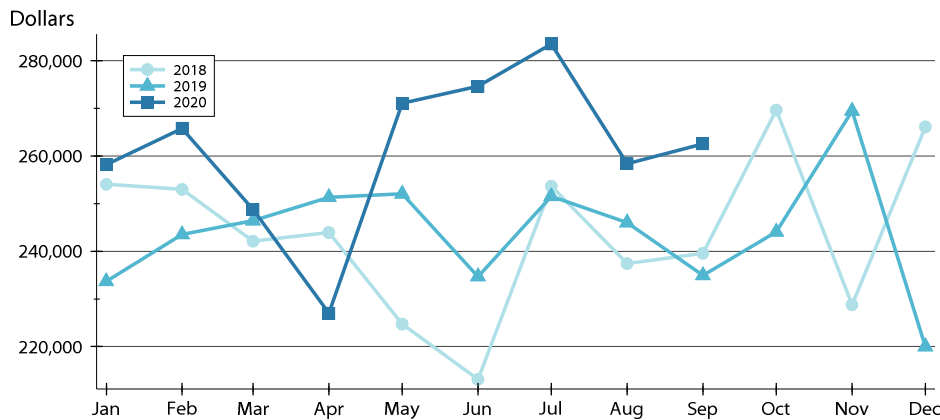
BY PRICE RANGE >>

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	4.3%	369	73,700	80,000	17	18	95.6%	100.0%
\$100,000-\$149,999	16	13.7%	2,087	130,419	131,950	21	3	99.4%	100.0%
\$150,000-\$199,999	22	18.8%	3,865	175,695	175,450	23	7	99.1%	100.0%
\$200,000-\$249,999	17	14.5%	3,931	231,206	239,000	18	13	99.6%	100.0%
\$250,000-\$299,999	18	15.4%	4,982	276,792	279,000	26	14	99.9%	100.0%
\$300,000-\$349,999	11	9.4%	3,545	322,264	319,900	42	2	99.9%	100.0%
\$350,000-\$399,999	13	11.1%	4,863	374,085	374,900	12	8	99.2%	100.0%
\$400,000-\$449,999	6	5.1%	2,590	431,600	427,450	148	74	100.7%	100.0%
\$450,000-\$499,999	6	5.1%	2,821	470,083	467,400	71	47	99.9%	100.0%
\$500,000-\$599,999	3	2.6%	1,670	556,567	549,900	26	18	100.0%	100.0%
\$600,000-\$749,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
\$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	117	100.0%	30,721	262,573	249,900	32	8	99.4%	100.0%

CONTRACTS WRITTEN ANALYSIS

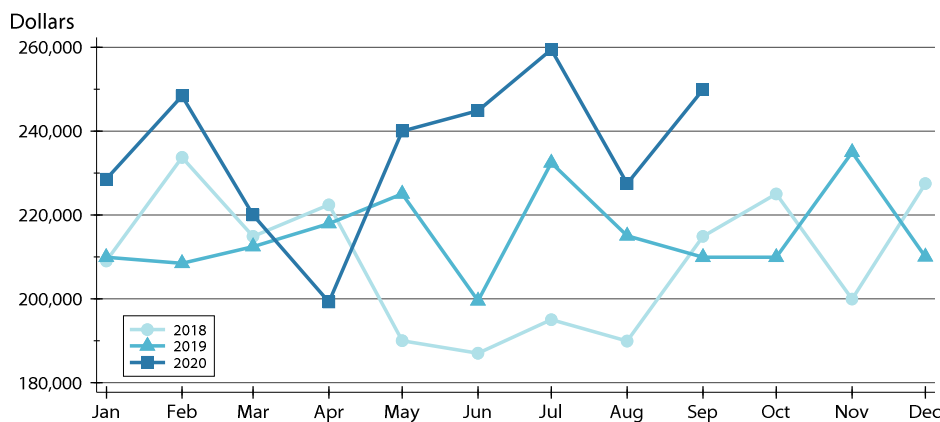
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 10/9/2020**

AVERAGE PRICE >>



Month	2018	2019	2020
January	254,060	233,686	258,187
February	253,006	243,524	265,812
March	242,107	246,402	248,782
April	243,951	251,351	227,017
May	224,719	252,072	271,062
June	213,134	234,702	274,618
July	253,662	251,518	283,526
August	237,427	246,013	258,389
September	239,584	234,923	262,573
October	269,649	244,064	
November	228,792	269,458	
December	266,112	220,000	

MEDIAN PRICE >>

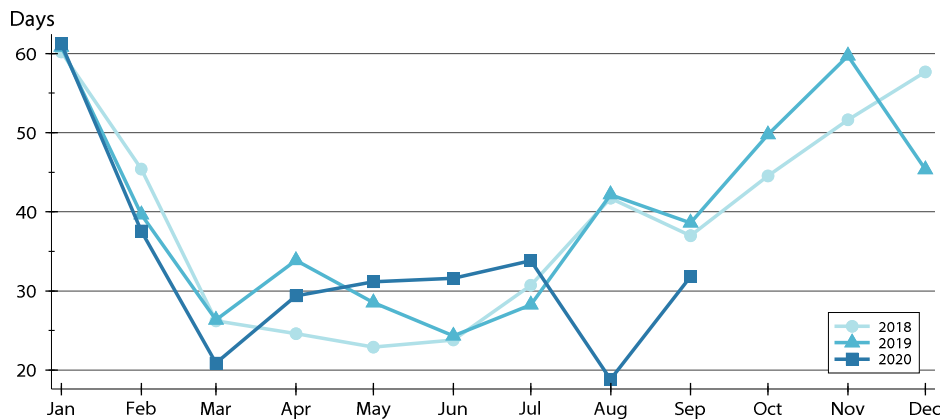


Month	2018	2019	2020
January	209,000	209,900	228,500
February	233,725	208,450	248,400
March	214,900	212,450	220,000
April	222,400	217,950	199,250
May	190,000	225,000	240,000
June	187,000	199,500	244,900
July	195,000	232,400	259,450
August	189,900	215,000	227,450
September	214,900	209,900	249,900
October	225,000	209,900	
November	199,925	234,950	
December	227,500	210,000	

CONTRACTS WRITTEN ANALYSIS

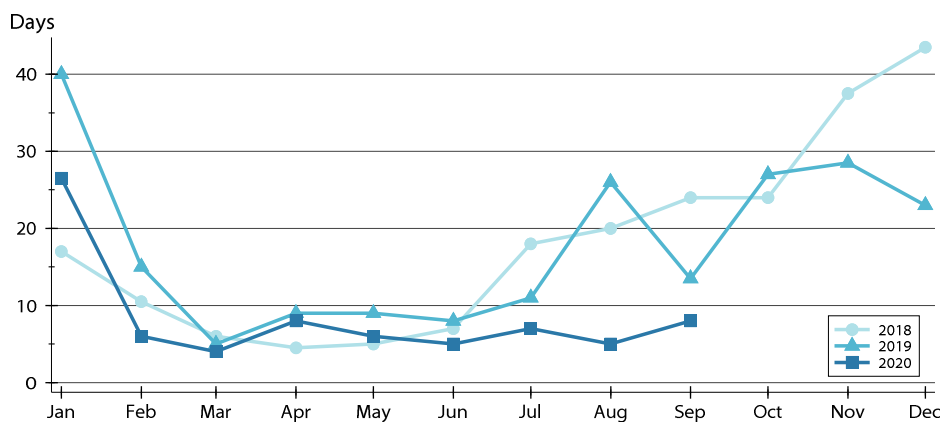
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 10/9/2020**

AVERAGE DOM >>



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

MEDIAN DOM >>



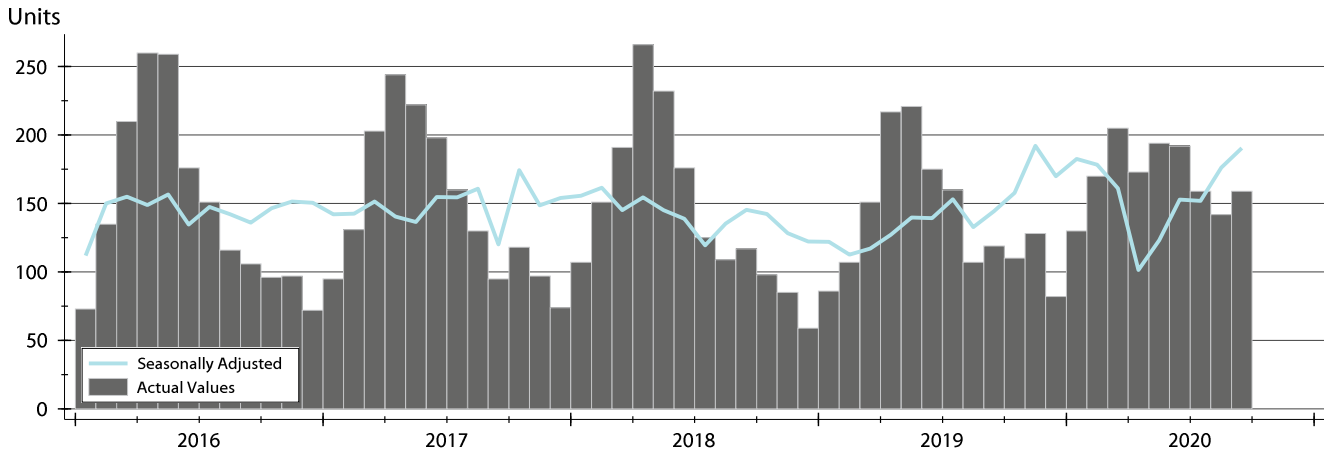
Month	2018	2019	2020
January	17	40	27
February	11	15	6
March	6	5	4
April	5	9	8
May	5	9	6
June	7	8	5
July	18	11	7
August	20	26	5
September	24	14	8
October	24	27	
November	38	29	
December	44	23	



PENDING CONTRACTS ANALYSIS

CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 10/9/2020

HISTORY >>



SUMMARY >>

Summary Statistics for Active Listings		End of September		
		2020	2019	Change
Active Listings		159	119	33.6%
Volume (1,000s)		43,148	29,781	44.9%
Average	List Price	271,368	250,263	8.4%
	Days on Market	28	39	-27.8%
	Percent of Original	99.5%	98.6%	0.9%
Median	List Price	254,950	209,900	21.5%
	Days on Market	7	15	-53.3%
	Percent of Original	100.0%	100.0%	0.0%

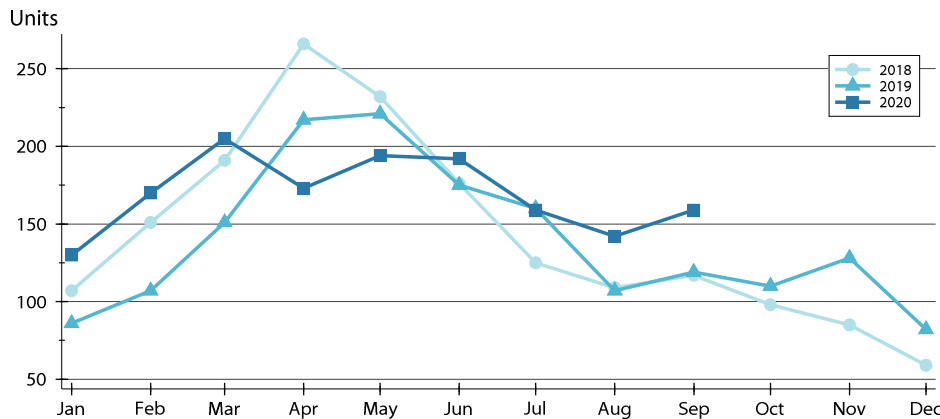
A total of 159 listings in the City of Lawrence had contracts pending at the end of September, up from 119 contracts pending at the end of September 2019.

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 10/9/2020**



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

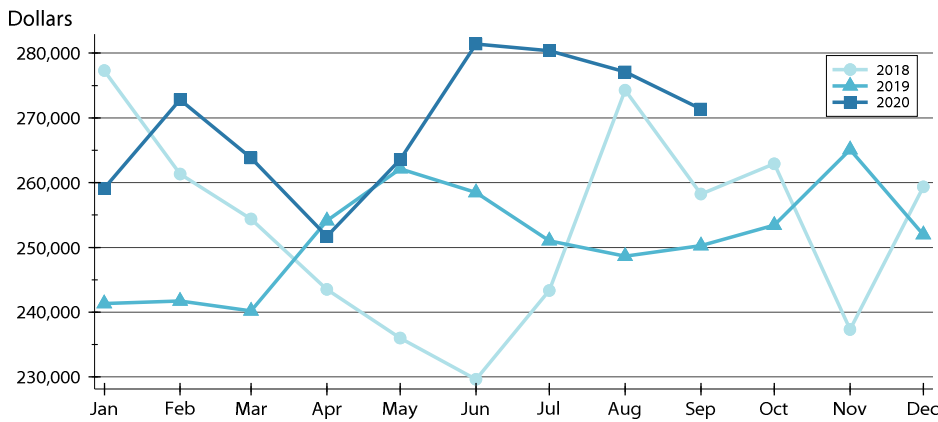
BY PRICE RANGE >>

Price Range	Contracts Written			List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median
Below \$50,000	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
\$50,000-\$99,999	3	1.9%	239	79,500	83,500	22	29	100.0%	100.0%
\$100,000-\$149,999	20	12.6%	2,593	129,668	131,200	25	6	97.7%	100.0%
\$150,000-\$199,999	30	18.9%	5,243	174,780	168,700	24	8	99.3%	100.0%
\$200,000-\$249,999	23	14.5%	5,295	230,237	234,900	18	6	99.4%	100.0%
\$250,000-\$299,999	29	18.2%	7,984	275,300	274,900	19	7	100.0%	100.0%
\$300,000-\$349,999	14	8.8%	4,511	322,225	318,125	34	3	99.9%	100.0%
\$350,000-\$399,999	16	10.1%	5,987	374,169	374,950	11	9	100.0%	100.0%
\$400,000-\$449,999	11	6.9%	4,651	422,836	424,900	89	6	99.9%	100.0%
\$450,000-\$499,999	6	3.8%	2,821	470,083	467,400	71	47	100.0%	100.0%
\$500,000-\$599,999	7	4.4%	3,824	546,229	539,900	23	17	100.0%	100.0%
\$600,000-\$749,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
\$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	159	100.0%	43,148	271,368	254,950	28	7	99.5%	100.0%

PENDING CONTRACTS ANALYSIS

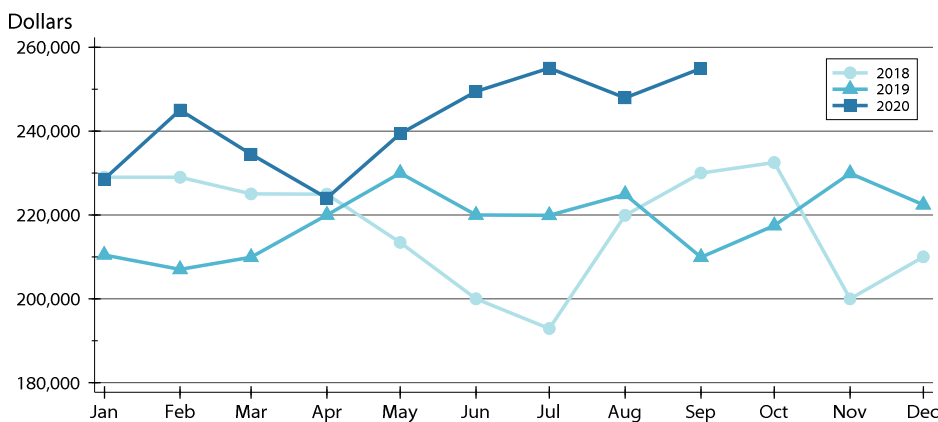
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 10/9/2020**

AVERAGE PRICE >>



Month	2018	2019	2020
January	277,321	241,322	259,140
February	261,332	241,706	272,790
March	254,384	240,193	263,812
April	243,519	254,113	251,694
May	236,007	262,156	263,573
June	229,631	258,478	281,418
July	243,337	251,037	280,388
August	274,271	248,627	277,101
September	258,250	250,263	271,368
October	262,912	253,428	-
November	237,321	265,092	-
December	259,354	251,972	-

MEDIAN PRICE >>

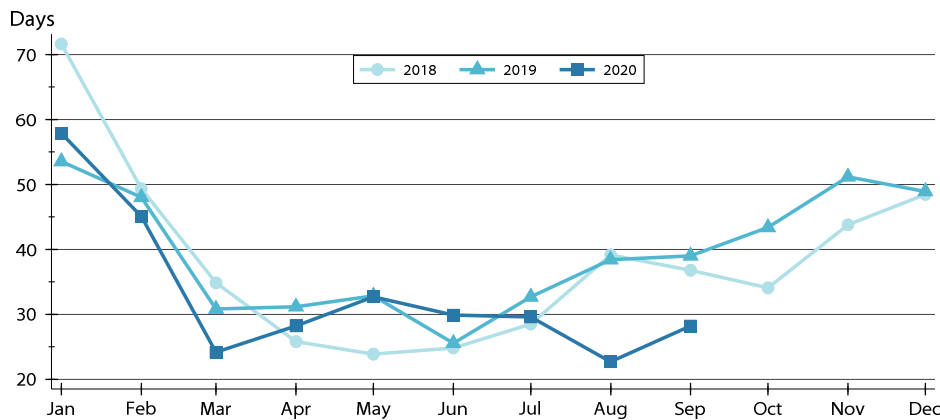


Month	2018	2019	2020
January	229,000	210,450	228,500
February	229,000	207,000	245,000
March	225,000	209,900	234,500
April	224,975	219,950	224,000
May	213,450	230,000	239,400
June	199,975	219,950	249,425
July	192,900	219,900	255,000
August	219,900	224,900	247,950
September	230,000	209,900	254,950
October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

PENDING CONTRACTS ANALYSIS

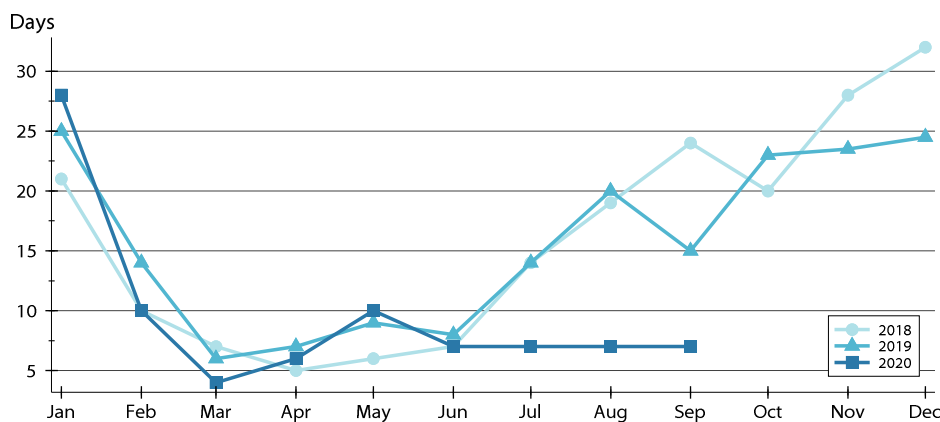
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 10/9/2020**

AVERAGE DOM >>



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

MEDIAN DOM >>



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