

MARKET OVERVIEW >>

Lawrence City Home Sales Fell in May

Total home sales in the City of Lawrence fell last month to 113 units, compared to 133 units in May 2019. Total sales volume was \$27.5 million, down from a year earlier.

The median sale price in May was \$220,000, up from \$197,000 a year earlier. Homes that sold in May 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 May

The total number of active listings in the City of Lawrence at the end of May was 206 units, down from 257 at the same point in 2019. This represents a 2.0 months' supply of homes available for sale. The median list price of homes on the market at the end of May was \$302,350.

During May, a total of 145 contracts were written up from 135 in May 2019. At the end of the month, there were 194 contracts pending, compared to 221 at the end of May 2019.

LBOR – The Voice of Real Estate in Lawrence

Originally founded in 1925, the Lawrence Board of REALTORS® and the Lawrence Multiple Listing Service is now comprised of over 400 members providing real estate-related services and advocacy in Lawrence and the Douglas County area.

Contact Information

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

City of Lawrence				
Current Month		May		
Summary Statistics		2020	2019	Change
Home Sales		113	133	-15.0%
Active Listings		206	257	-19.8%
Months' Supply		2.0	2.7	-26.3%
New Listings		144	198	-27.3%
Contracts Written		145	135	7.4%
Pending Contracts		194	221	-12.2%
Sales Volume (1,000s)		27,527	31,395	-12.3%
Average	Sale Price	243,603	236,053	3.2%
	List Price of Actives	341,378	333,601	2.3%
	Days on Market	28	24	15.9%
	Percent of List	99.3%	99.8%	-0.5%
	Percent of Original	98.3%	99.0%	-0.8%
Median	Sale Price	220,000	197,000	11.7%
	List Price of Actives	302,350	300,000	0.8%
	Days on Market	4	6	-33.3%
	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 6/8/2020**

May MLS Statistics By Property Type		2020			2019			2018		
		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		113	98	15	133	116	17	161	144	17
Change from prior year		-15.0%	-15.5%	-11.8%	-17.4%	-19.4%	0.0%	0.6%	-3.4%	54.5%
Active Listings		206	160	46	257	208	49	213	171	42
Change from prior year		-19.8%	-23.1%	-6.1%	20.7%	21.6%	16.7%	-14.1%	-13.2%	-17.6%
Months' Supply		2.0	1.7	5.1	2.7	2.4	5.1	2.0	1.8	4.1
Change from prior year		-26.3%	-30.4%	0.0%	34.1%	35.7%	25.8%	-15.7%	-14.3%	-23.0%
New Listings		144	128	16	198	184	14	191	171	20
Change from prior year		-27.3%	-30.4%	14.3%	3.7%	7.6%	-30.0%	-2.6%	-7.6%	81.8%
Contracts Written		145	123	22	135	123	12	153	138	15
Change from prior year		7.4%	0.0%	83.3%	-11.8%	-10.9%	-20.0%	8.5%	3.8%	87.5%
Pending Contracts		194	161	33	221	199	22	232	201	31
Change from prior year		-12.2%	-19.1%	50.0%	-4.7%	-1.0%	-29.0%	4.5%	1.0%	34.8%
Sales Volume (1,000s)		27,527	22,928	4,599	31,395	26,295	5,100	39,364	33,325	6,039
Change from prior year		-12.3%	-12.8%	-9.8%	-20.2%	-21.1%	-15.6%	2.0%	-3.9%	54.7%
Average	Sale Price	243,603	233,962	306,590	236,053	226,683	299,984	244,499	231,424	355,250
	Change from prior year	3.2%	3.2%	2.2%	-3.5%	-2.0%	-15.6%	1.4%	-0.6%	0.1%
	List Price of Actives	341,378	319,077	418,948	333,601	319,606	393,007	325,028	309,393	388,682
	Change from prior year	2.3%	-0.2%	6.6%	2.6%	3.3%	1.1%	-7.1%	-8.2%	-2.8%
	Days on Market	28	23	59	24	21	47	29	18	119
	Change from prior year	15.7%	12.2%	23.5%	-16.7%	13.0%	-60.0%	-21.3%	-43.8%	26.2%
Percent of List		99.3%	99.2%	100.4%	99.8%	99.8%	100.4%	99.2%	99.2%	99.1%
	Change from prior year	-0.5%	-0.6%	0.1%	0.6%	0.5%	1.2%	0.1%	0.3%	-1.4%
Percent of Original		98.3%	98.2%	98.7%	99.0%	98.8%	100.4%	98.6%	98.6%	98.3%
	Change from prior year	-0.8%	-0.6%	-1.7%	0.5%	0.2%	2.1%	0.2%	0.4%	-3.0%
Median	Sale Price	220,000	210,000	305,000	197,000	193,325	315,000	210,000	202,750	349,900
	Change from prior year	11.7%	8.6%	-3.2%	-6.2%	-4.6%	-10.0%	7.7%	9.3%	6.1%
	List Price of Actives	302,350	274,750	382,400	300,000	296,000	374,900	292,500	270,000	397,500
	Change from prior year	0.8%	-7.2%	2.0%	2.6%	9.6%	-5.7%	-5.6%	0.0%	7.5%
	Days on Market	4	4	4	6	5	46	5	5	30
	Change from prior year	-33.3%	-11.1%	-91.3%	20.0%	0.0%	53.3%	-54.5%	-55.0%	-60.5%
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%	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%

YEAR-TO-DATE STATISTICS

SUMMARY >>

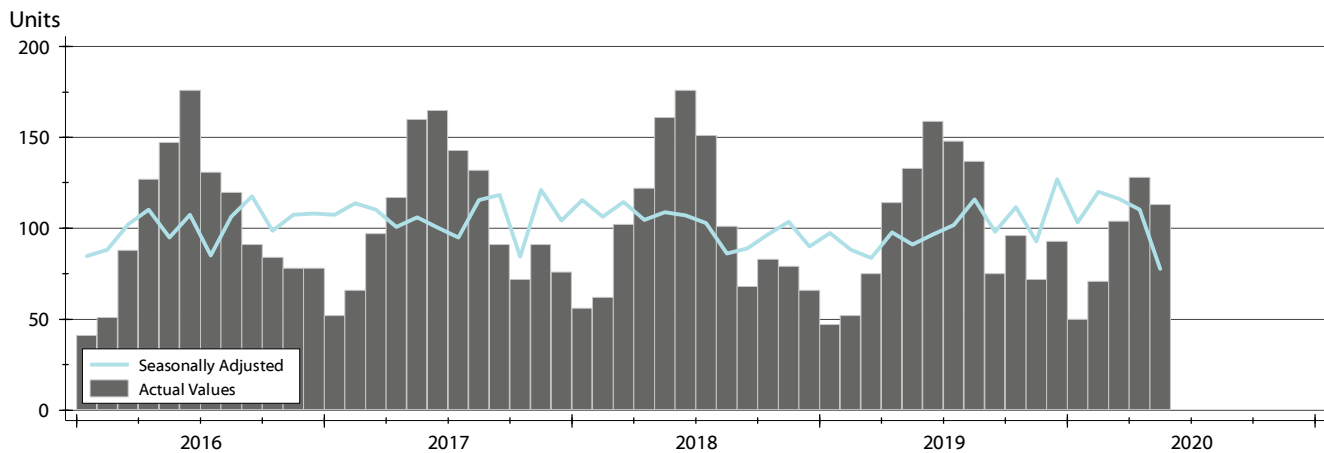
**YTD BREAKDOWNS BY HOME TYPE
CITY OF LAWRENCE
AS OF 6/8/2020**

Year-to-Date Activity By Property Type		2020			2019			2018		
		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		466	410	56	421	377	44	503	442	61
Change from prior year		10.7%	8.8%	27.3%	-16.3%	-14.7%	-27.9%	2.2%	0.2%	19.6%
New Listings		687	606	81	770	689	81	786	699	87
Change from prior year		-10.8%	-12.0%	0.0%	-2.0%	-1.4%	-6.9%	-2.7%	-3.3%	2.4%
Contracts Written		585	510	75	574	513	61	656	575	81
Change from prior year		1.9%	-0.6%	23.0%	-12.5%	-10.8%	-24.7%	3.3%	-0.9%	47.3%
Sales Volume (1,000s)		114,844	95,602	19,242	99,295	84,702	14,593	123,152	101,331	21,820
Change from prior year		15.7%	12.9%	31.9%	-19.4%	-16.4%	-33.1%	15.2%	12.0%	33.1%
Average	Sale Price	246,447	233,177	343,605	235,855	224,674	331,656	244,834	229,256	357,712
	Change from prior year	4.5%	3.8%	3.6%	-3.7%	-2.0%	-7.3%	12.7%	11.7%	11.3%
	Days on Market	38	30	102	36	32	68	45	34	119
	Change from prior year	6.6%	-8.1%	50.6%	-19.2%	-6.0%	-42.9%	-6.5%	-11.5%	-4.5%
Percent of List	Percent of List	99.0%	98.8%	100.1%	99.0%	98.9%	100.0%	98.9%	98.7%	99.8%
	Change from prior year	0.0%	-0.1%	0.1%	0.2%	0.2%	0.2%	0.1%	0.3%	-1.1%
	Percent of Original	97.8%	97.6%	99.5%	98.1%	97.9%	99.7%	97.9%	97.7%	99.6%
	Change from prior year	-0.2%	-0.3%	-0.2%	0.2%	0.2%	0.1%	0.3%	0.5%	-1.7%
Median	Sale Price	224,950	214,925	321,000	205,000	193,000	342,950	212,000	196,500	345,000
	Change from prior year	9.7%	11.4%	-6.4%	-3.3%	-1.8%	-0.6%	15.9%	12.3%	15.0%
	Days on Market	8	6	63	11	10	62	10	8	80
	Change from prior year	-27.3%	-40.0%	0.8%	10.0%	25.0%	-22.5%	-33.3%	-38.5%	5.3%
Percent of Original	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%	0.7%	0.0%
	Percent of Original	100.0%	99.4%	100.0%	100.0%	99.6%	100.0%	100.0%	99.4%	100.0%
	Change from prior year	0.0%	-0.3%	0.0%	0.0%	0.2%	0.0%	1.1%	0.9%	0.0%

CLOSED LISTINGS ANALYSIS

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 6/8/2020**

HISTORY >>



SUMMARY >>

Summary Statistics for Closed Listings		May			Year-to-Date		
		2020	2019	Change	2020	2019	Change
Closed Listings		113	133	-15.0%	466	421	10.7%
Volume (1,000s)		27,527	31,395	-12.3%	114,844	99,295	15.7%
Average	Sale Price	243,603	236,053	3.2%	246,447	235,855	4.5%
	Days on Market	28	24	15.7%	38	36	6.6%
	Percent of List	99.3%	99.8%	-0.5%	99.0%	99.0%	0.0%
	Percent of Original	98.3%	99.0%	-0.8%	97.8%	98.1%	-0.2%
Median	Sale Price	220,000	197,000	11.7%	224,950	205,000	9.7%
	Days on Market	4	6	-33.3%	8	11	-27.3%
	Percent of List	100.0%	100.0%	0.0%	100.0%	100.0%	0.0%
	Percent of Original	100.0%	100.0%	0.0%	100.0%	100.0%	0.0%

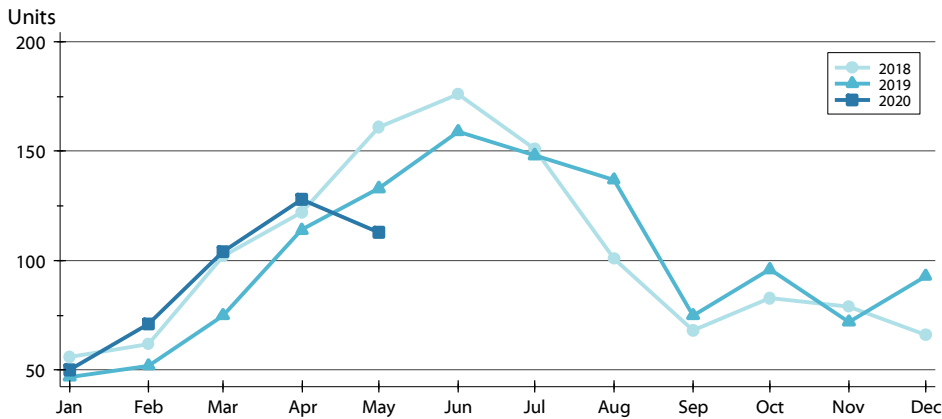
A total of 113 homes sold in the City of Lawrence in May, down from 133 units in May 2019. Total sales volume fell to \$27.5 million compared to \$31.4 million in the previous year.

The median sales price in May was \$220,000, up 11.7% compared to the prior year. Median days on market was 4 days, the same as April, and down from 6 in May 2019.

CLOSED LISTINGS ANALYSIS

BY MONTH >>

CITY OF LAWRENCE ALL HOMES (NEW & EXISTING) AS OF 6/8/2020



Month	2018	2019	2020
January	56	47	50
February	62	52	71
March	102	75	104
April	122	114	128
May	161	133	113
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

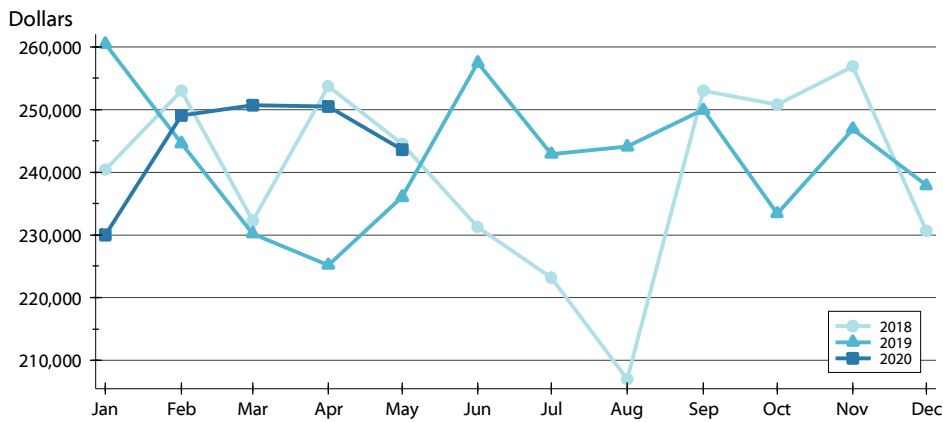
BY PRICE RANGE >>

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	4	3.5%	303	75,750	73,500	58	55	89.3%	91.1%	88.3%	89.1%
\$100,000-\$149,999	13	11.5%	1,681	129,319	130,000	23	3	100.0%	100.0%	98.7%	100.0%
\$150,000-\$199,999	30	26.5%	5,170	172,318	170,950	18	2	100.4%	100.0%	98.6%	100.0%
\$200,000-\$249,999	26	23.0%	5,876	226,003	224,250	13	4	99.9%	100.0%	99.5%	100.0%
\$250,000-\$299,999	13	11.5%	3,557	273,636	275,000	23	3	99.9%	100.0%	99.3%	100.0%
\$300,000-\$349,999	9	8.0%	2,887	320,767	324,000	33	6	99.1%	100.0%	98.8%	99.4%
\$350,000-\$399,999	5	4.4%	1,865	373,070	379,000	22	7	99.9%	100.0%	98.9%	100.0%
\$400,000-\$449,999	6	5.3%	2,525	420,903	411,500	97	80	97.9%	98.2%	95.5%	97.9%
\$450,000-\$499,999	4	3.5%	1,879	469,858	469,950	81	77	97.9%	97.5%	96.8%	95.4%
\$500,000-\$599,999	2	1.8%	1,018	509,000	509,000	35	35	97.2%	97.2%	97.2%	97.2%
\$600,000-\$749,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$750,000-\$999,999	1	0.9%	765	765,000	765,000	37	37	98.2%	98.2%	98.2%	98.2%
\$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	113	100.0%	27,527	243,603	220,000	28	4	99.3%	100.0%	98.3%	100.0%

CLOSED LISTINGS ANALYSIS

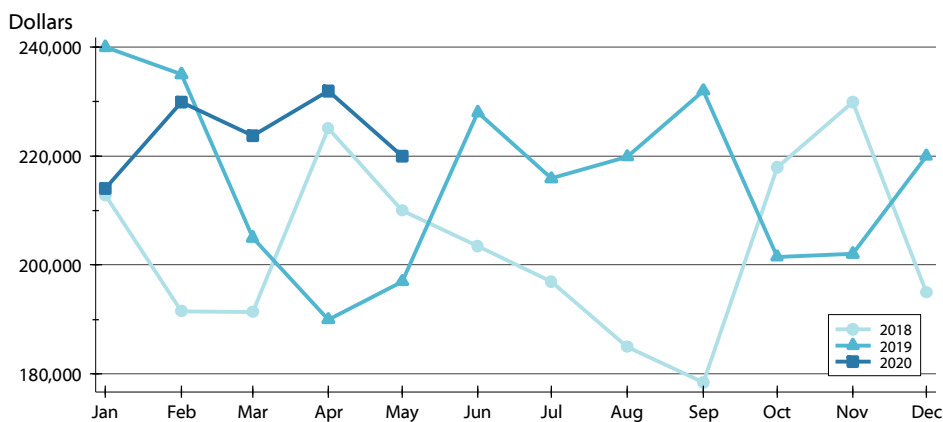
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 6/8/2020**

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	243,603
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 >>

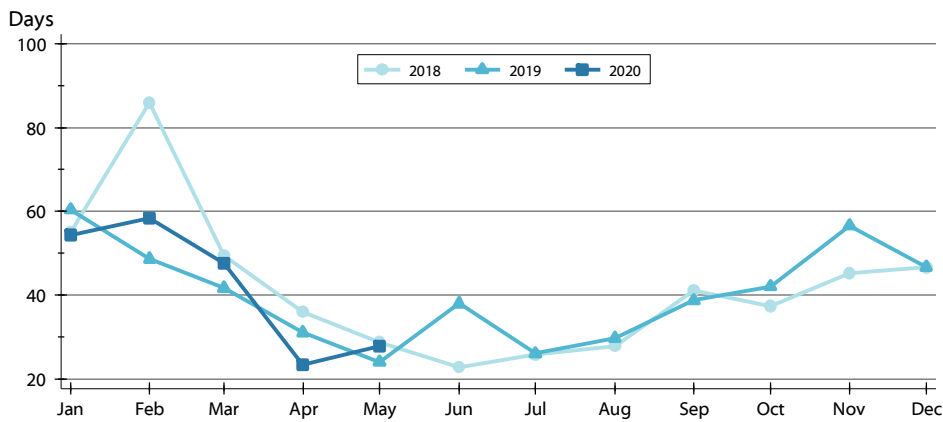


Month	2018	2019	2020
January	212,875	240,000	214,075
February	191,500	235,000	229,900
March	191,325	205,000	223,750
April	225,000	190,000	232,000
May	210,000	197,000	220,000
June	203,450	228,000	
July	197,000	215,875	
August	185,000	219,900	
September	178,500	232,000	
October	218,000	201,500	
November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

CLOSED LISTINGS ANALYSIS

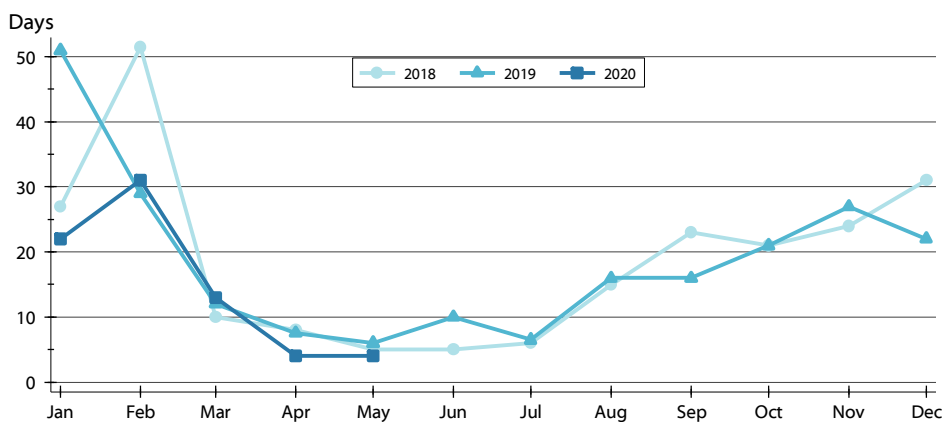
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 6/8/2020**

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

MEDIAN DOM

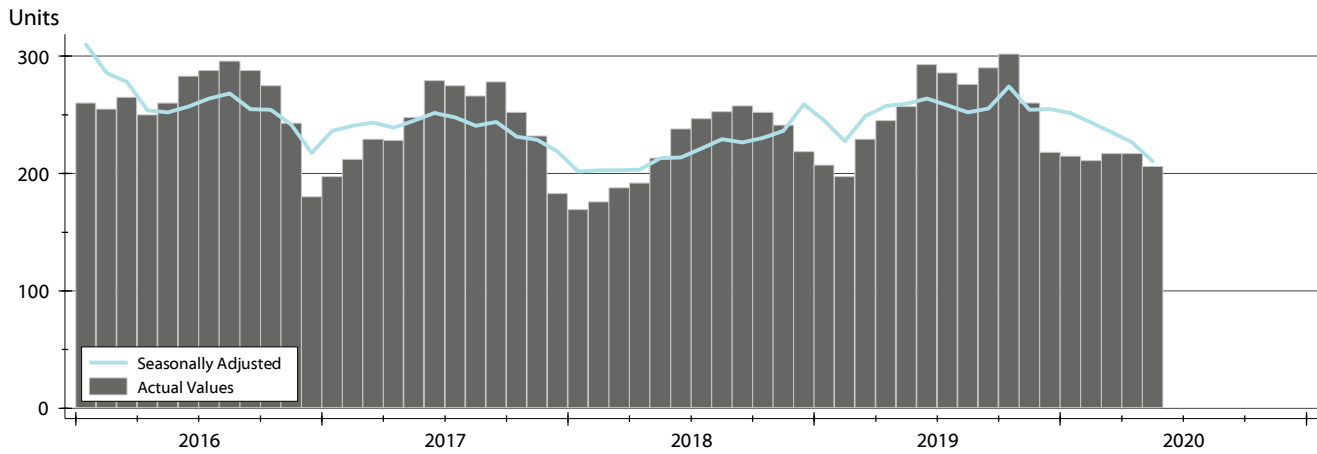


Month	2018	2019	2020
January	27	51	22
February	52	29	31
March	10	12	13
April	8	8	4
May	5	6	4
June	5	10	5
July	6	7	6
August	15	16	15
September	23	16	23
October	21	21	21
November	24	27	24
December	31	22	31

ACTIVE LISTINGS ANALYSIS

HISTORY >>

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 6/8/2020**



SUMMARY >>

Summary Statistics for Active Listings		End of May		
		2020	2019	Change
Active Listings		206	257	-19.8%
Months' Supply		2.0	2.7	-26.3%
Volume (1,000s)		70,324	85,735	-18.0%
Average	List Price	341,378	333,601	2.3%
	Days on Market	75	69	9.4%
	Percent of Original	98.6%	98.1%	0.6%
Median	List Price	302,350	300,000	0.8%
	Days on Market	48	43	11.6%
	Percent of Original	100.0%	100.0%	0.0%

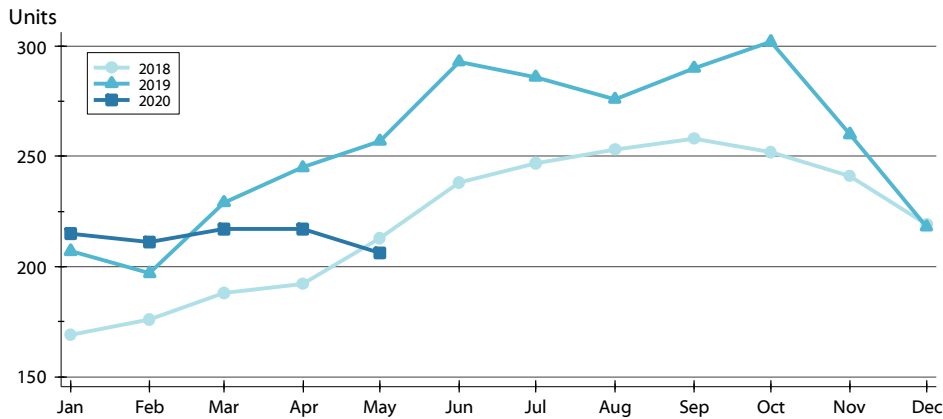
A total of 206 homes were available for sale in the City of Lawrence at the end of May. This represents a 2.0 months' supply of active listings.

The median list price of homes on the market at the end of May was \$302,350, up 0.8% from 2019. The typical time on market for active listings was 48 days, up from 43 days a year earlier.

ACTIVE LISTINGS ANALYSIS

BY MONTH >>

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 6/8/2020**



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

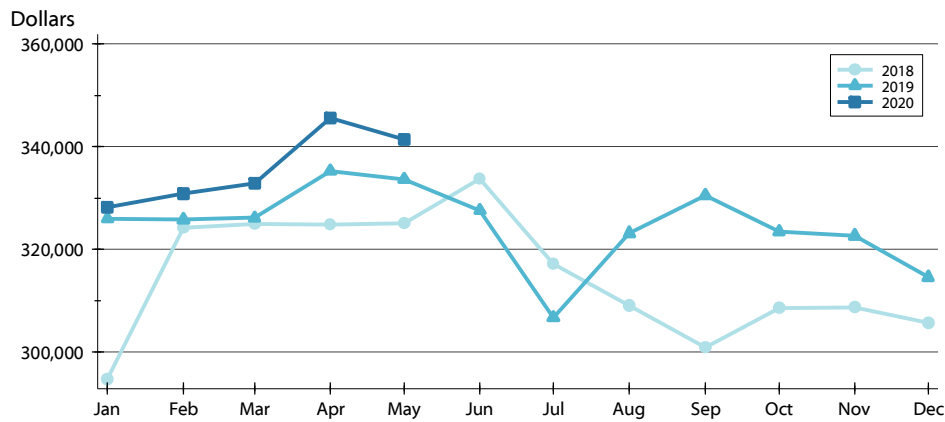
BY PRICE RANGE >>

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	12	5.8%	20	N/A	1,662	1,350	48	48	100.0%	100.0%
\$50,000-\$99,999	8	3.9%	625	2.0	78,071	77,836	74	75	96.4%	100.0%
\$100,000-\$149,999	19	9.2%	2,425	1.5	127,647	129,900	67	32	97.6%	100.0%
\$150,000-\$199,999	15	7.3%	2,500	0.5	166,687	164,900	43	42	98.9%	100.0%
\$200,000-\$249,999	17	8.3%	3,806	0.7	223,859	219,900	80	46	98.2%	100.0%
\$250,000-\$299,999	32	15.5%	8,786	2.5	274,553	273,700	59	35	99.3%	100.0%
\$300,000-\$349,999	18	8.7%	5,911	2.0	328,367	327,900	43	31	99.2%	100.0%
\$350,000-\$399,999	19	9.2%	7,120	3.8	374,726	374,900	73	63	99.5%	100.0%
\$400,000-\$449,999	16	7.8%	6,812	2.7	425,731	424,450	100	88	98.6%	100.0%
\$450,000-\$499,999	15	7.3%	7,224	3.8	481,600	484,500	133	75	99.0%	100.0%
\$500,000-\$599,999	13	6.3%	7,308	6.5	562,115	564,000	93	83	97.7%	98.3%
\$600,000-\$749,999	12	5.8%	8,098	N/A	674,850	675,000	89	68	96.4%	100.0%
\$750,000-\$999,999	7	3.4%	5,606	7.0	800,814	799,000	66	49	100.1%	100.0%
\$1,000,000 and up	3	1.5%	4,085	N/A	1,361,667	1,400,000	222	269	100.0%	100.0%
All price ranges	206	100.0%	70,324	1.8	341,378	302,350	75	48	98.6%	100.0%

ACTIVE LISTINGS ANALYSIS

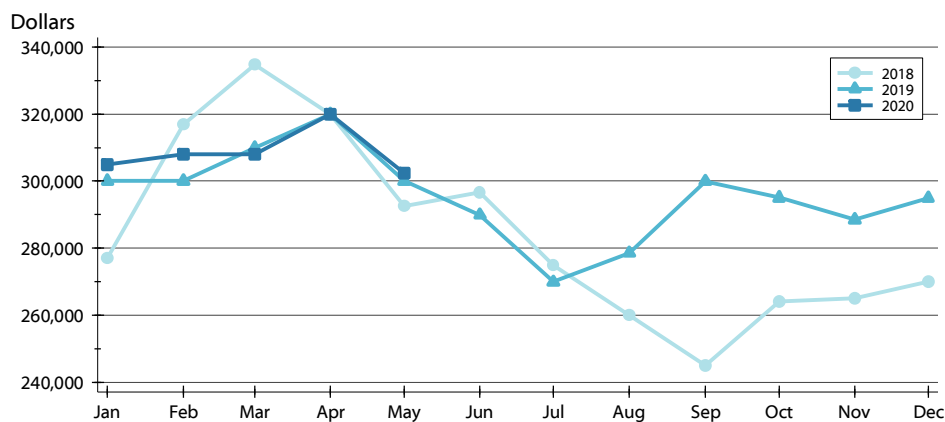
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 6/8/2020**

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	341,378
June	333,679	327,597	328,240
July	317,060	306,684	306,684
August	309,090	323,116	323,116
September	300,891	330,454	330,454
October	308,599	323,407	323,407
November	308,655	322,600	322,600
December	305,627	314,584	314,584

MEDIAN PRICE >>

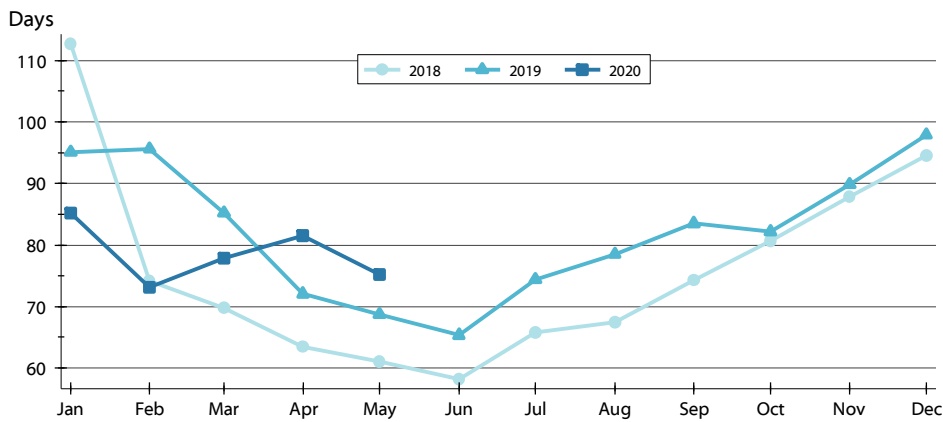


Month	2018	2019	2020
January	276,900	300,000	304,900
February	316,950	300,000	308,000
March	334,900	309,900	308,000
April	320,000	319,900	319,900
May	292,500	300,000	302,350
June	296,543	289,900	289,900
July	274,900	269,900	269,900
August	259,900	278,500	278,500
September	244,950	299,900	299,900
October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

ACTIVE LISTINGS ANALYSIS

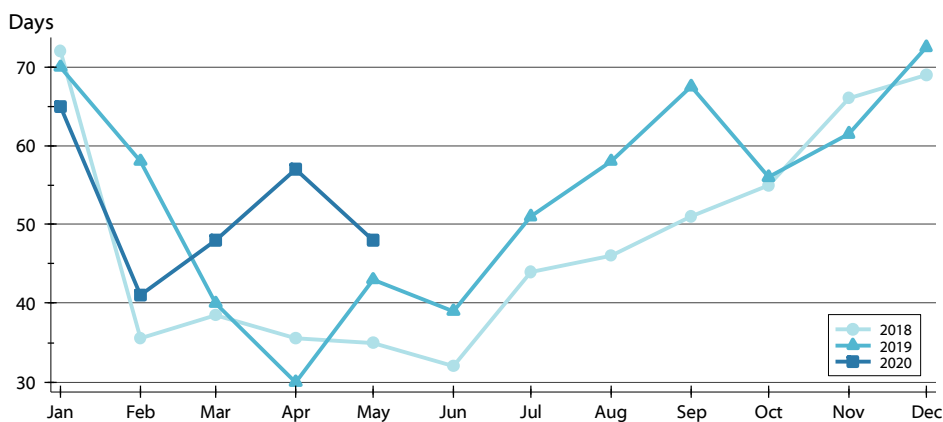
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 6/8/2020**

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	75
June	58	65	65
July	66	74	74
August	67	79	79
September	74	84	84
October	81	82	82
November	88	90	90
December	95	98	98

MEDIAN DOM >>

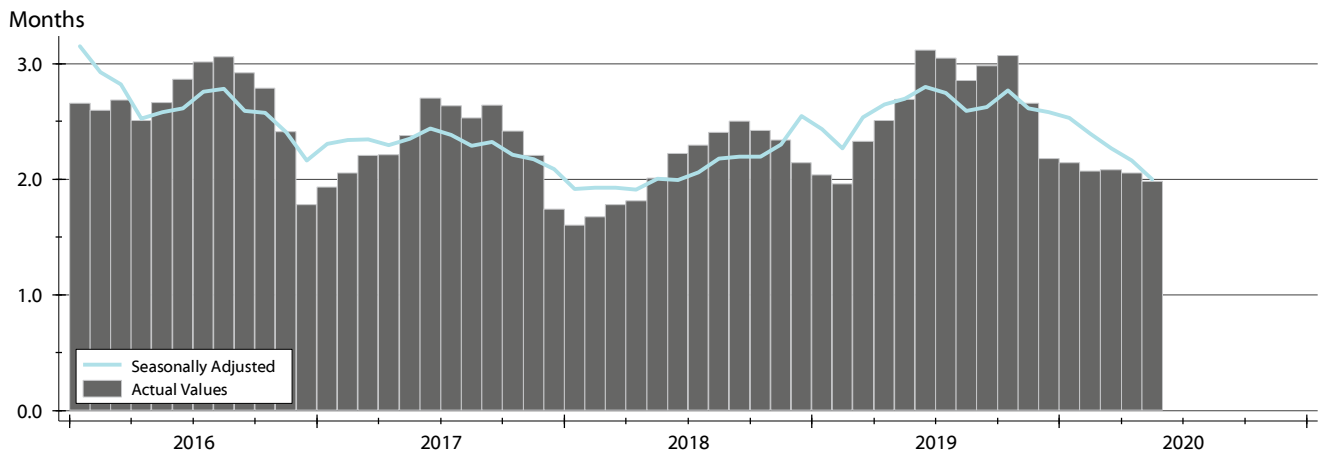


Month	2018	2019	2020
January	72	70	65
February	36	58	41
March	39	40	48
April	36	30	57
May	35	43	48
June	32	39	39
July	44	51	51
August	46	58	58
September	51	68	68
October	55	56	56
November	66	62	62
December	69	73	73

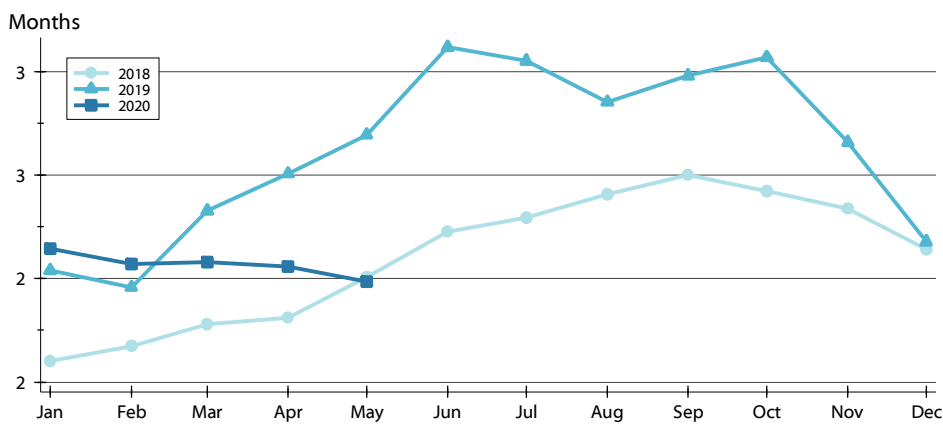
MONTHS' SUPPLY ANALYSIS

HISTORY >>

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 6/8/2020**



BY MONTH >>

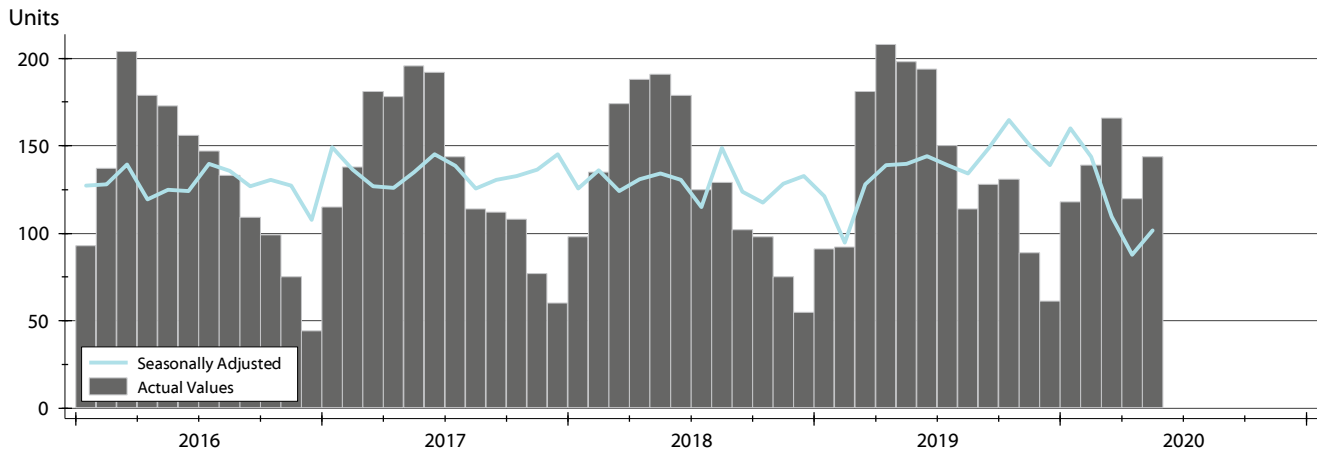


Month	2018	2019	2020
January	1.6	2.0	2.1
February	1.7	2.0	2.1
March	1.8	2.3	2.1
April	1.8	2.5	2.1
May	2.0	2.7	2.0
June	2.2	3.1	
July	2.3	3.1	
August	2.4	2.9	
September	2.5	3.0	
October	2.4	3.1	
November	2.3	2.7	
December	2.1	2.2	

NEW LISTINGS ANALYSIS

HISTORY >>

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 6/8/2020**



SUMMARY >>

Summary Statistics for New Listings		May		
		2020	2019	Change
Current Month	New Listings	144	198	-27.3%
	Volume (1,000s)	39,529	50,141	-21.2%
	Average List Price	274,510	253,236	8.4%
	Median List Price	244,900	212,400	15.3%
YTD	New Listings	687	770	-10.8%
	Volume (1,000s)	184,971	200,091	-7.6%
	Average List Price	269,245	259,858	3.6%
	Median List Price	239,900	224,900	6.7%

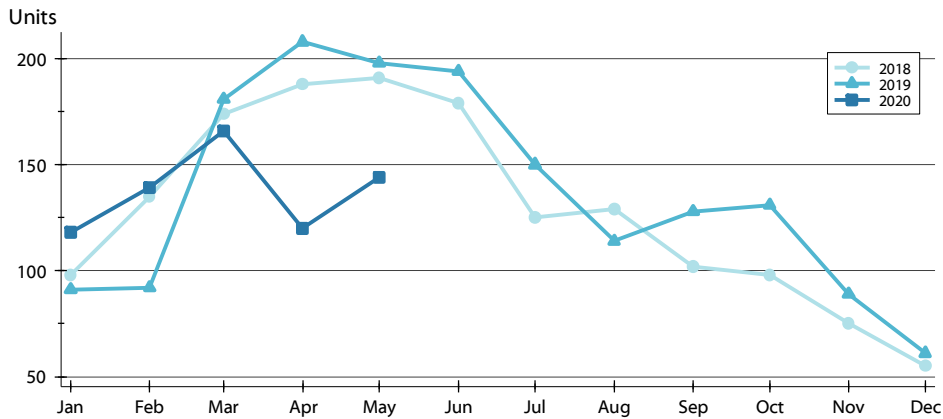
A total of 144 new listings were added in the City of Lawrence during May, down 27.3% from the same month in 2019. Year-to-date the City of Lawrence has seen 687 new listings.

The median list price of these homes was \$244,900 up from \$212,400 in 2019.

NEW LISTINGS ANALYSIS

BY MONTH >>

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 6/8/2020**



Month	2018	2019	2020
January	98	91	118
February	135	92	139
March	174	181	166
April	188	208	120
May	191	198	144
June	179	194	
July	125	150	
August	129	114	
September	102	128	
October	98	131	
November	75	89	
December	55	61	

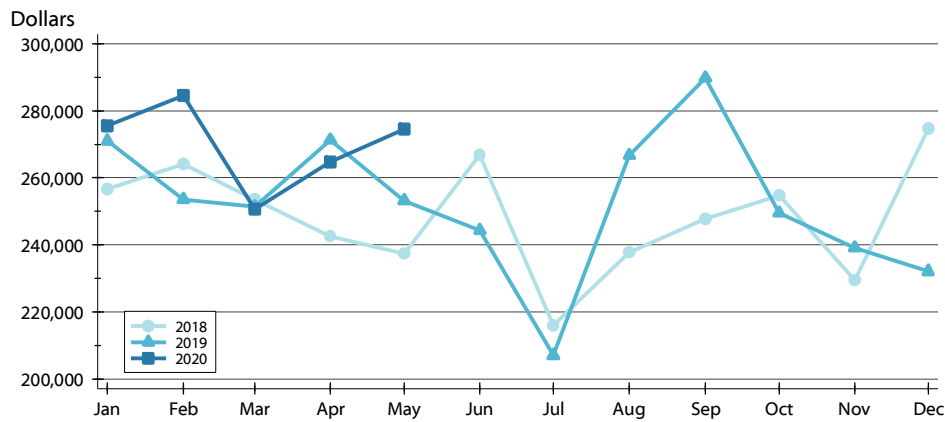
BY PRICE RANGE >>

Price Range	New Listings			List Price	
	Number	Percent	Volume	Average	Median
Below \$50,000	4	2.8%	6	1,463	1,475
\$50,000-\$99,999	2	1.4%	153	76,250	76,250
\$100,000-\$149,999	11	7.6%	1,410	128,182	132,000
\$150,000-\$199,999	32	22.2%	5,508	172,114	169,900
\$200,000-\$249,999	25	17.4%	5,656	226,250	229,900
\$250,000-\$299,999	19	13.2%	5,248	276,200	278,000
\$300,000-\$349,999	17	11.8%	5,572	327,771	329,000
\$350,000-\$399,999	13	9.0%	4,846	372,765	360,000
\$400,000-\$449,999	8	5.6%	3,399	424,813	419,950
\$450,000-\$499,999	4	2.8%	1,909	477,300	477,200
\$500,000-\$599,999	3	2.1%	1,710	569,933	589,900
\$600,000-\$749,999	5	3.5%	3,339	667,770	655,000
\$750,000-\$999,999	1	0.7%	775	775,000	775,000
\$1,000,000 and up	0	0.0%	0	N/A	N/A
All price ranges	144	100.0%	39,529	274,510	244,900

NEW LISTINGS ANALYSIS

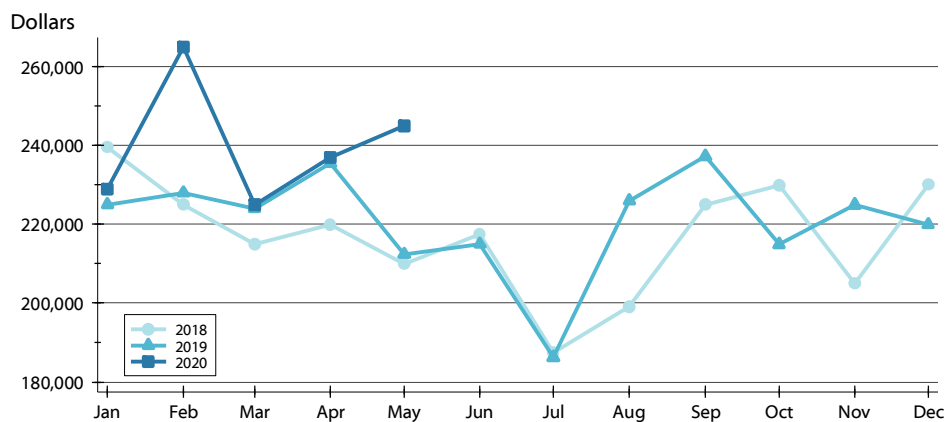
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 6/8/2020**

AVERAGE PRICE >>



Month	2018	2019	2020
January	256,668	271,062	275,568
February	264,103	253,519	284,629
March	253,478	251,491	250,562
April	242,476	271,345	264,733
May	237,400	253,236	274,510
June	266,894	244,301	
July	215,828	206,987	
August	237,622	266,719	
September	247,709	289,865	
October	254,742	249,527	
November	229,374	239,118	
December	274,702	232,060	

MEDIAN PRICE >>

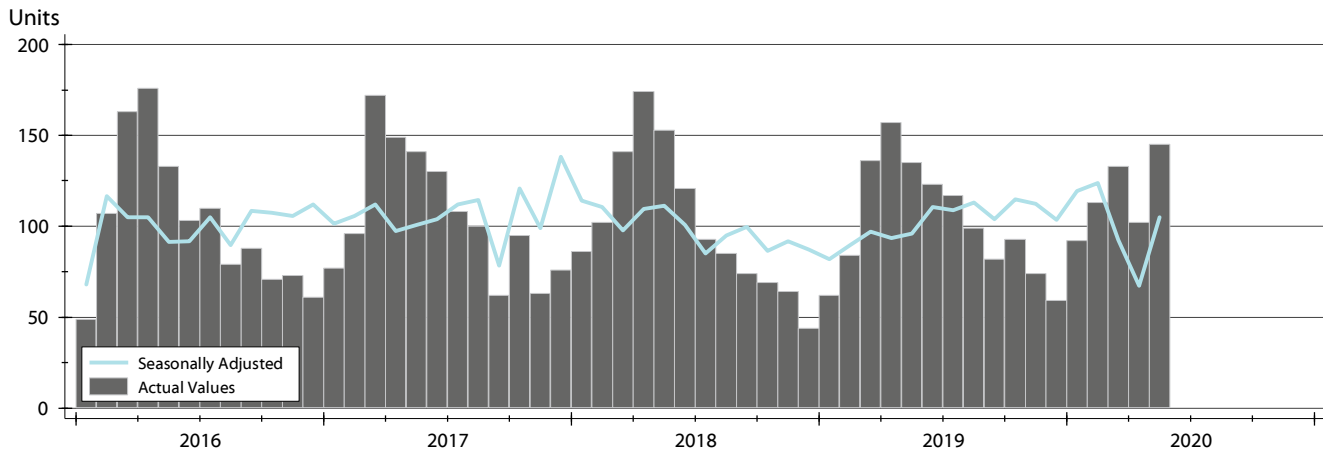


Month	2018	2019	2020
January	239,500	224,950	228,950
February	225,000	227,950	264,900
March	215,000	224,000	224,950
April	219,900	235,500	236,950
May	209,900	212,400	244,900
June	217,500	215,000	
July	187,500	186,250	
August	199,000	226,000	
September	225,000	237,200	
October	229,900	214,900	
November	204,900	224,900	
December	230,000	219,950	

CONTRACTS WRITTEN ANALYSIS

CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 6/8/2020

HISTORY >>



SUMMARY >>

Summary Statistics		May			Year-to-Date		
for Contracts Written		2020	2019	Change	2020	2019	Change
Closed Listings		145	135	7.4%	585	574	1.9%
Volume (1,000s)		38,784	34,030	14.0%	148,395	141,947	4.5%
Average	Sale Price	267,478	252,072	6.1%	253,666	247,295	2.6%
	Days on Market	32	29	12.7%	35	35	0.9%
	Percent of Original	98.8%	97.5%	1.3%	98.2%	98.2%	0.0%
Median	Sale Price	239,900	225,000	6.6%	229,900	218,825	5.1%
	Days on Market	9	9	0.0%	8	10	-20.0%
	Percent of Original	100.0%	100.0%	0.0%	100.0%	100.0%	0.0%

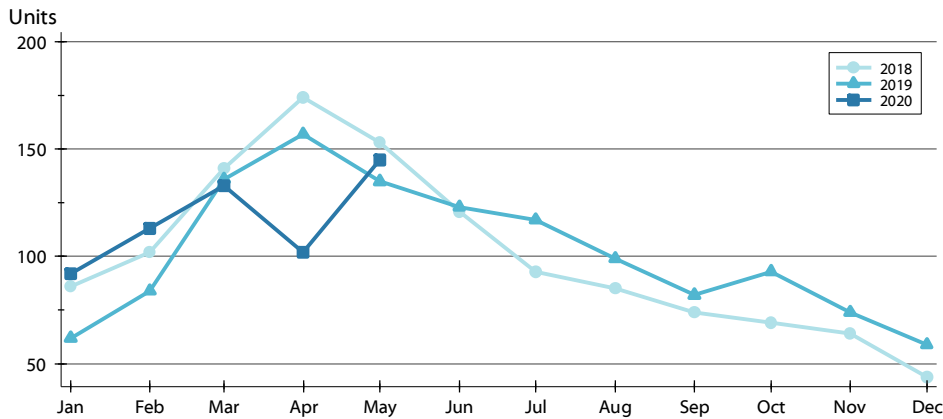
A total of 145 contracts for sale were written in the City of Lawrence during the month of May, up from 135 in 2019. The median list price of these homes was \$239,900, up from \$225,000 the prior year.

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

CONTRACTS WRITTEN ANALYSIS

BY MONTH >>

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 6/8/2020**



Month	2018	2019	2020
January	86	62	92
February	102	84	113
March	141	136	133
April	174	157	102
May	153	135	145
June	121	123	
July	93	117	
August	85	99	
September	74	82	
October	69	93	
November	64	74	
December	44	59	

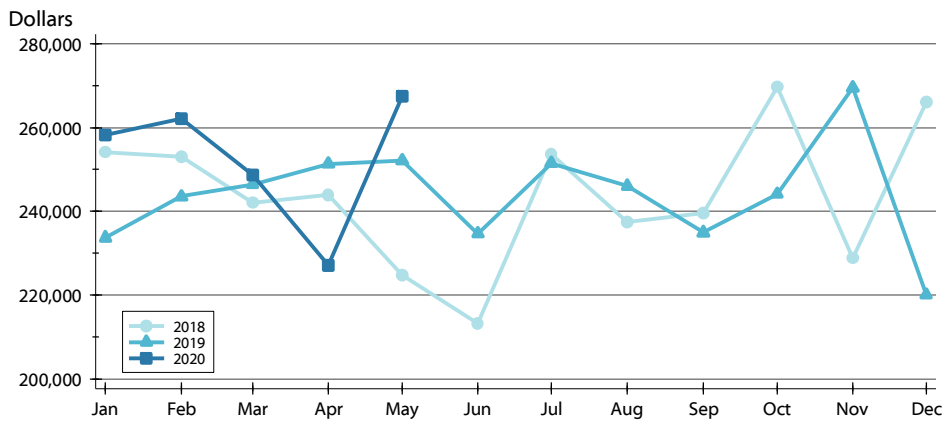
BY PRICE RANGE >>

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	7	4.8%	608	86,843	89,000	48	48	98.0%	100.0%
\$100,000-\$149,999	11	7.6%	1,431	130,091	137,000	11	13	100.2%	100.0%
\$150,000-\$199,999	30	20.7%	5,211	173,695	169,620	13	4	98.3%	100.0%
\$200,000-\$249,999	28	19.3%	6,260	223,563	221,400	13	5	99.0%	100.0%
\$250,000-\$299,999	18	12.4%	5,036	279,767	281,500	45	12	98.9%	100.0%
\$300,000-\$349,999	16	11.0%	5,278	329,900	333,750	42	9	99.3%	100.0%
\$350,000-\$399,999	16	11.0%	6,089	380,563	384,450	35	22	98.8%	100.0%
\$400,000-\$449,999	11	7.6%	4,672	424,727	415,000	68	65	99.0%	100.0%
\$450,000-\$499,999	3	2.1%	1,435	478,233	469,900	87	17	99.0%	100.0%
\$500,000-\$599,999	4	2.8%	2,115	528,725	519,950	100	98	95.9%	97.1%
\$600,000-\$749,999	1	0.7%	650	649,950	649,950	5	5	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	145	100.0%	38,784	267,478	239,900	32	9	98.8%	100.0%

CONTRACTS WRITTEN ANALYSIS

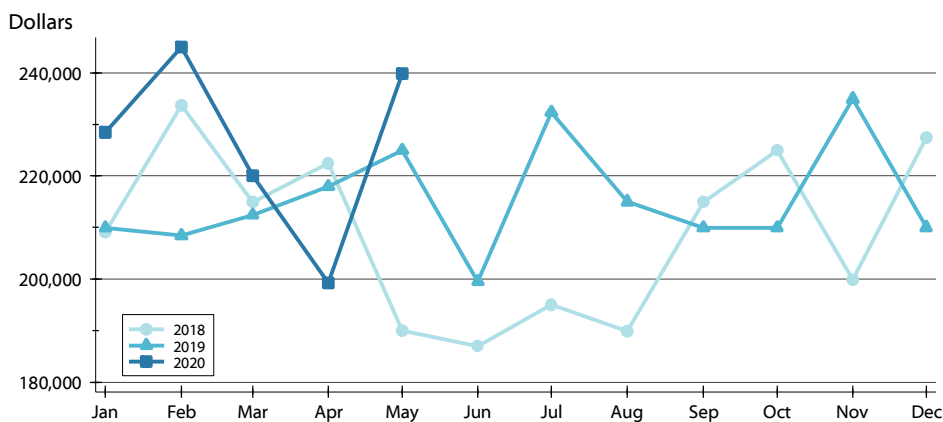
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 6/8/2020**

AVERAGE PRICE >>



Month	2018	2019	2020
January	254,060	233,686	258,187
February	253,006	243,524	262,176
March	242,107	246,402	248,689
April	243,951	251,351	227,017
May	224,719	252,072	267,478
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 >>

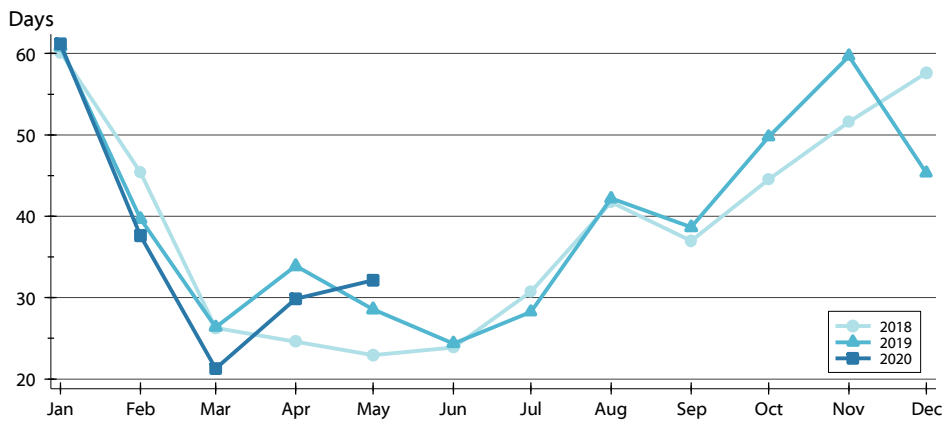


Month	2018	2019	2020
January	209,000	209,900	228,500
February	233,725	208,450	245,000
March	214,900	212,450	220,000
April	222,400	217,950	199,250
May	190,000	225,000	239,900
June	187,000	199,500	
July	195,000	232,400	
August	189,900	215,000	
September	214,900	209,900	
October	225,000	209,900	
November	199,925	234,950	
December	227,500	210,000	

CONTRACTS WRITTEN ANALYSIS

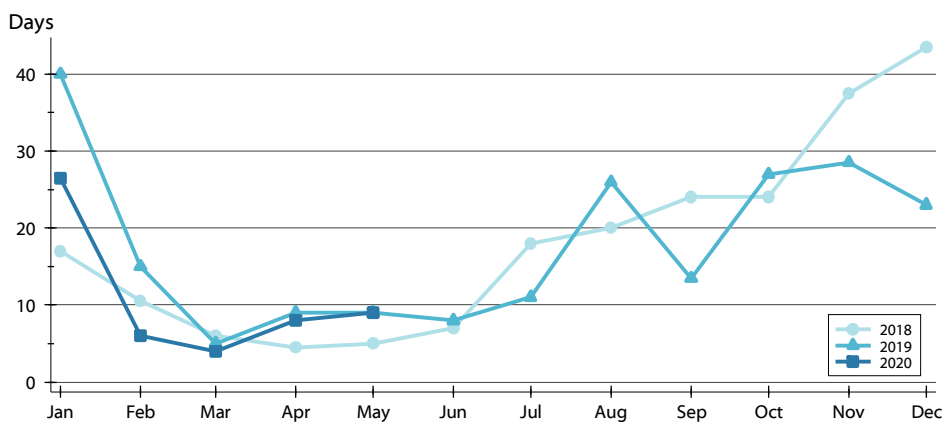
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 6/8/2020**

AVERAGE DOM >>



Month	2018	2019	2020
January	60	61	61
February	45	40	38
March	26	26	21
April	25	34	30
May	23	29	32
June	24	24	
July	31	28	
August	42	42	
September	37	39	
October	45	50	
November	52	60	
December	58	45	

MEDIAN DOM >>

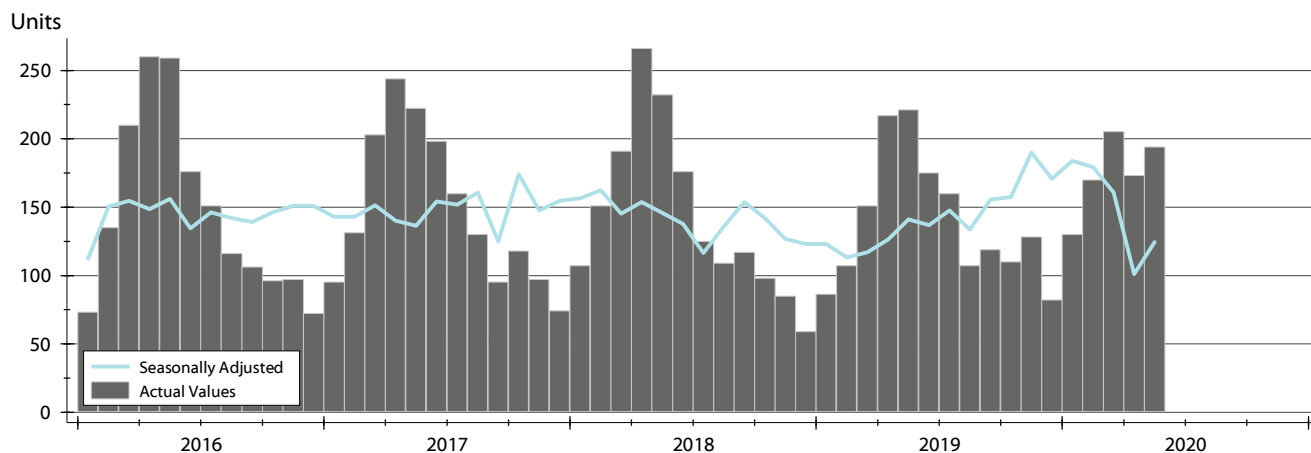


Month	2018	2019	2020
January	17	40	27
February	11	15	6
March	6	5	4
April	5	9	8
May	5	9	9
June	7	8	
July	18	11	
August	20	26	
September	24	14	
October	24	27	
November	38	29	
December	44	23	

PENDING CONTRACTS ANALYSIS

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 6/8/2020**

HISTORY >>



SUMMARY >>

Summary Statistics		End of May		
for Active Listings		2020	2019	Change
Active Listings		194	221	-12.2%
Volume (1,000s)		51,133	57,936	-11.7%
Average	List Price	263,573	262,156	0.5%
	Days on Market	33	33	-0.4%
	Percent of Original	98.8%	98.9%	-0.1%
Median	List Price	239,400	230,000	4.1%
	Days on Market	10	9	11.1%
	Percent of Original	100.0%	100.0%	0.0%

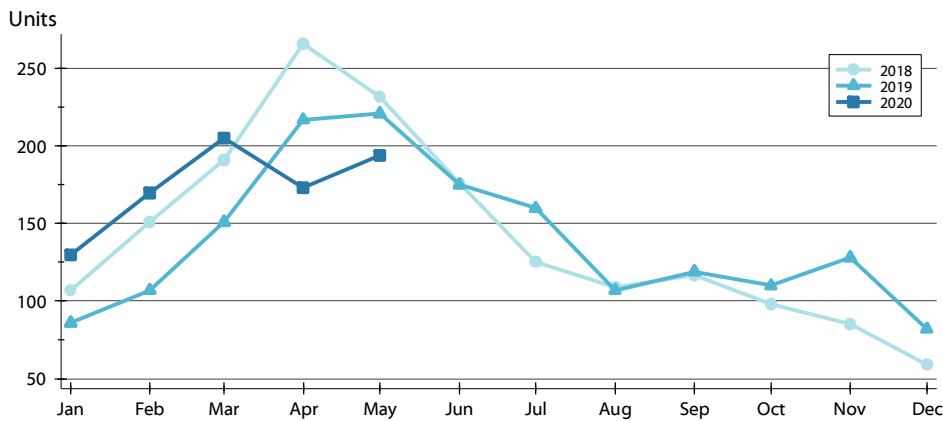
A total of 194 listings in the City of Lawrence had contracts pending at the end of May, down from 221 contracts pending at the end of May 2019.

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 6/8/2020**



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

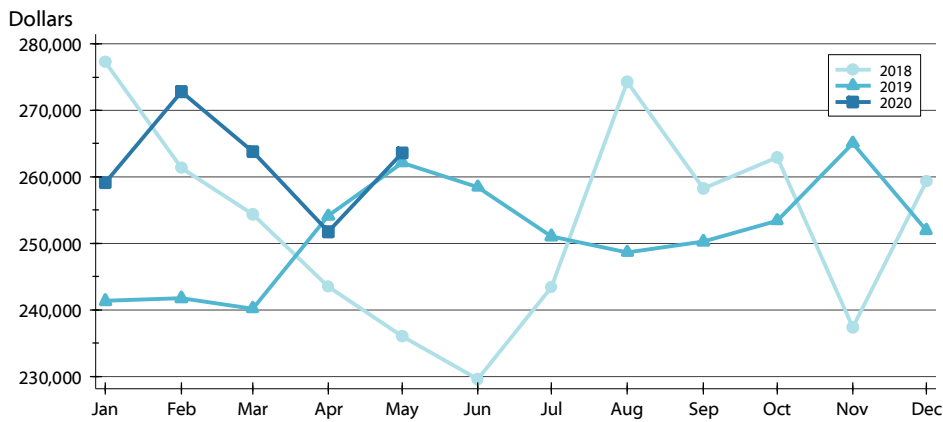
BY PRICE RANGE >>

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	9	4.6%	802	89,089	89,000	54	22	96.1%	100.0%
\$100,000-\$149,999	15	7.7%	1,956	130,430	135,000	23	4	98.4%	100.0%
\$150,000-\$199,999	43	22.2%	7,566	175,964	172,900	21	5	99.1%	100.0%
\$200,000-\$249,999	39	20.1%	8,789	225,369	224,000	11	3	99.2%	100.0%
\$250,000-\$299,999	26	13.4%	7,298	280,692	282,450	40	10	98.5%	100.0%
\$300,000-\$349,999	21	10.8%	6,896	328,390	329,900	49	18	99.4%	100.0%
\$350,000-\$399,999	16	8.2%	6,068	379,247	376,400	33	16	98.8%	100.0%
\$400,000-\$449,999	15	7.7%	6,323	421,553	415,000	56	38	99.1%	100.0%
\$450,000-\$499,999	2	1.0%	970	484,900	484,900	122	122	98.5%	98.5%
\$500,000-\$599,999	6	3.1%	3,185	530,817	525,000	70	85	99.0%	100.0%
\$600,000-\$749,999	2	1.0%	1,279	639,475	639,475	23	23	94.9%	94.9%
\$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	194	100.0%	51,133	263,573	239,400	33	10	98.8%	100.0%

PENDING CONTRACTS ANALYSIS

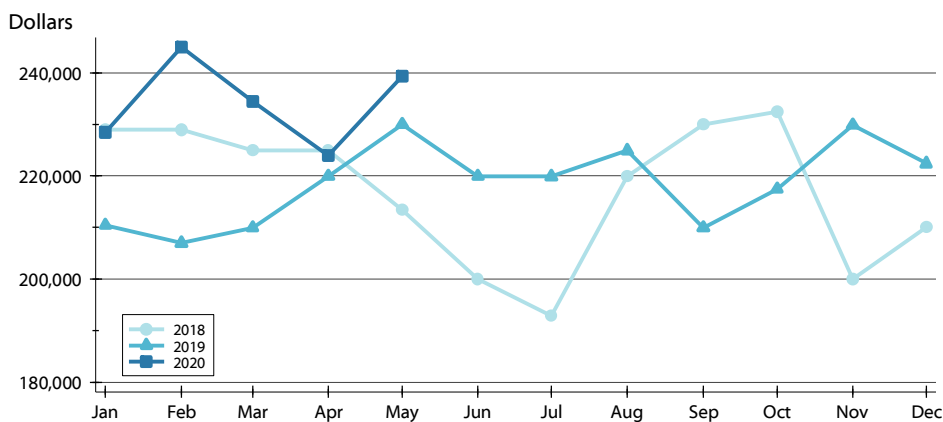
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 6/8/2020**

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	263,573
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 >>

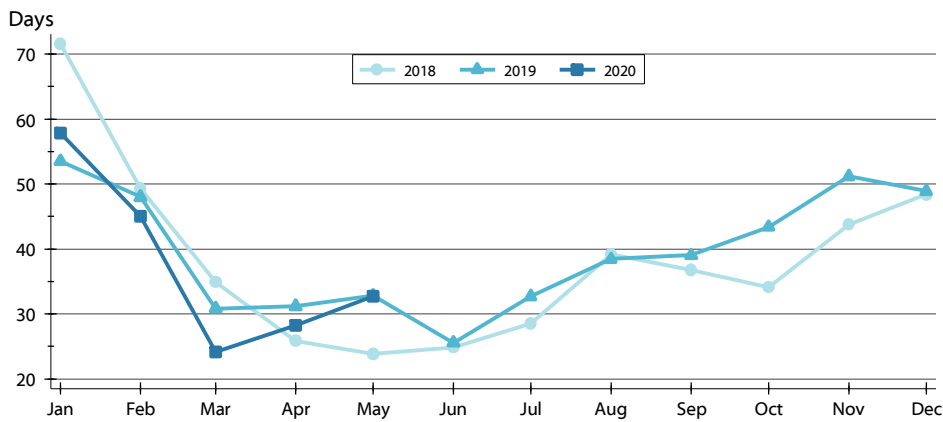


Month	2018	2019	2020
January	229,000	210,450	228,500
February	229,000	207,000	245,000
March	225,000	209,900	234,500
April	224,975	219,950	224,000
May	213,450	230,000	239,400
June	199,975	219,950	
July	192,900	219,900	
August	219,900	224,900	
September	230,000	209,900	
October	232,500	217,450	
November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

PENDING CONTRACTS ANALYSIS

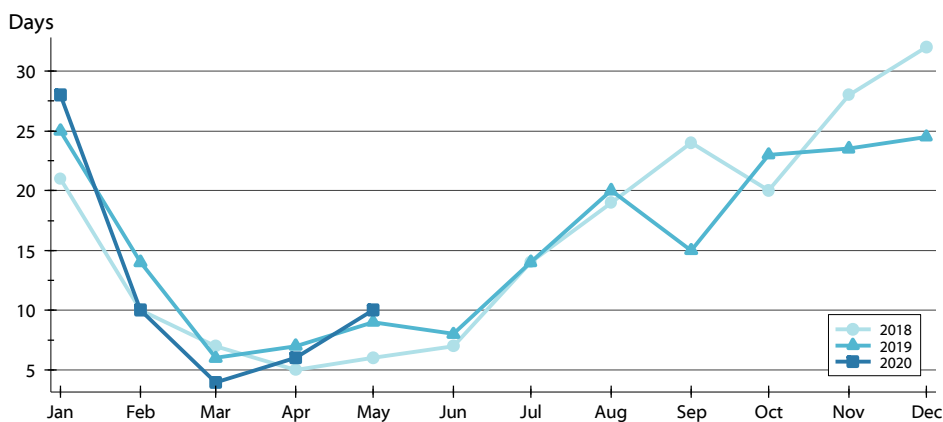
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 6/8/2020**

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	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	10
June	7	8	
July	14	14	
August	19	20	
September	24	15	
October	20	23	
November	28	24	
December	32	25	