

MARKET OVERVIEW >>

Lawrence City Home Sales Rose in November

Total home sales in the City of Lawrence rose by 41.7% last month to 102 units, compared to 72 units in November 2019. Total sales volume was \$27.7 million, up 55.5% from a year earlier.

The median sale price in November was \$244,450, up from \$202,000 a year earlier. Homes that sold in November were typically on the market for 5 days and sold for 100.0% of their list prices.

Lawrence City Active Listings Down at End of November

The total number of active listings in the City of Lawrence at the end of November was 99 units, down from 260 at the same point in 2019. This represents a 0.9 months' supply of homes available for sale. The median list price of homes on the market at the end of November was \$279,900.

During November, a total of 89 contracts were written up from 74 in November 2019. At the end of the month, there were 133 contracts pending, compared to 128 at the end of November 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				
Current Month		November		
Summary Statistics		2020	2019	Change
Home Sales		102	72	41.7%
Active Listings		99	260	-61.9%
Months' Supply		0.9	2.7	-66.1%
New Listings		69	89	-22.5%
Contracts Written		89	74	20.3%
Pending Contracts		133	128	3.9%
Sales Volume (1,000s)		27,655	17,779	55.5%
Average	Sale Price	271,129	246,937	9.8%
	List Price of Actives	359,334	322,600	11.4%
	Days on Market	30	57	-46.5%
	Percent of List	99.7%	97.7%	2.0%
	Percent of Original	98.6%	96.0%	2.7%
Median	Sale Price	244,450	202,000	21.0%
	List Price of Actives	279,900	288,500	-3.0%
	Days on Market	5	27	-83.3%
	Percent of List	100.0%	97.8%	2.3%
	Percent of Original	100.0%	97.2%	2.9%

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THREE-YEAR COMPARISONS

SUMMARY >>

**BREAKDOWNS BY HOME TYPE
CITY OF LAWRENCE
AS OF 12/9/2020**

November MLS Statistics		2020			2019			2018			
By Property Type		Total	Existing	New	Total	Existing	New	Total	Existing	New	
Home Sales		102	84	18	72	66	6	79	67	12	
	Change from prior year	41.7%	27.3%	200.0%	-8.9%	-1.5%	-50.0%	-13.2%	-20.2%	71.4%	
Active Listings		99	75	24	260	200	60	241	191	50	
	Change from prior year	-61.9%	-62.5%	-60.0%	7.9%	4.7%	20.0%	3.9%	11.7%	-18.0%	
Months' Supply		0.9	0.8	1.9	2.7	2.2	7.4	2.3	2.1	4.5	
	Change from prior year	-66.1%	-65.3%	-74.6%	13.7%	7.2%	65.8%	6.1%	16.6%	-30.9%	
New Listings		69	60	9	89	79	10	75	68	7	
	Change from prior year	-22.5%	-24.1%	-10.0%	18.7%	16.2%	42.9%	-2.6%	-6.8%	75.0%	
Contracts Written		89	72	17	74	67	7	64	59	5	
	Change from prior year	20.3%	7.5%	142.9%	15.6%	13.6%	40.0%	1.6%	0.0%	25.0%	
Pending Contracts		133	100	33	128	113	15	85	74	11	
	Change from prior year	3.9%	-11.5%	120.0%	50.6%	52.7%	36.4%	-12.4%	-16.9%	37.5%	
Sales Volume (1,000s)		27,655	21,500	6,155	17,779	15,764	2,016	20,295	15,779	4,515	
	Change from prior year	55.5%	36.4%	205.3%	-12.4%	-0.1%	-55.4%	5.8%	-8.7%	138.9%	
Average	Sale Price	271,129	255,950	341,962	246,937	238,841	335,983	256,894	235,513	376,271	
		Change from prior year	9.8%	7.2%	1.8%	-3.9%	1.4%	-10.7%	21.9%	14.4%	39.3%
	List Price of Actives	359,334	326,350	462,408	322,600	295,333	413,490	308,655	295,387	359,342	
		Change from prior year	11.4%	10.5%	11.8%	4.5%	0.0%	15.1%	1.3%	6.4%	-5.5%
	Days on Market	30	22	68	57	50	128	45	40	76	
		Change from prior year	-46.6%	-55.9%	-46.8%	25.0%	25.9%	69.0%	-6.0%	10.5%	-60.9%
Percent of List		99.7%	99.6%	100.0%	97.7%	97.5%	99.6%	97.9%	97.8%	98.8%	
		Change from prior year	2.0%	2.1%	0.4%	-0.2%	-0.2%	0.8%	0.1%	0.1%	-1.1%
	Percent of Original	98.6%	98.3%	100.1%	96.0%	95.7%	99.0%	96.1%	95.7%	98.5%	
	Change from prior year	2.7%	2.7%	1.1%	-0.1%	0.1%	0.5%	-0.3%	-0.5%	-1.0%	
Median	Sale Price	244,450	226,250	344,200	202,000	188,500	349,950	229,900	217,140	371,250	
		Change from prior year	21.0%	20.0%	-1.6%	-12.1%	-13.2%	-5.7%	28.4%	27.0%	40.1%
	List Price of Actives	279,900	249,000	479,900	288,500	243,700	399,950	264,900	234,500	348,900	
		Change from prior year	-3.0%	2.2%	20.0%	8.9%	3.9%	14.6%	-2.8%	11.7%	-0.3%
	Days on Market	5	4	18	27	27	99	24	24	14	
		Change from prior year	-83.3%	-85.2%	-82.2%	12.5%	12.5%	603.6%	60.0%	108.7%	-90.1%
Percent of List	100.0%	100.0%	100.0%	97.8%	97.7%	100.0%	99.0%	98.6%	100.0%		
	Change from prior year	2.3%	2.3%	0.0%	-1.2%	-0.9%	0.0%	0.5%	0.3%	0.0%	
Percent of Original	100.0%	100.0%	100.0%	97.2%	97.2%	100.0%	97.1%	96.6%	100.0%		
	Change from prior year	2.9%	2.9%	0.0%	0.1%	0.7%	0.0%	-1.0%	-1.1%	0.0%	

YEAR-TO-DATE STATISTICS

SUMMARY >>

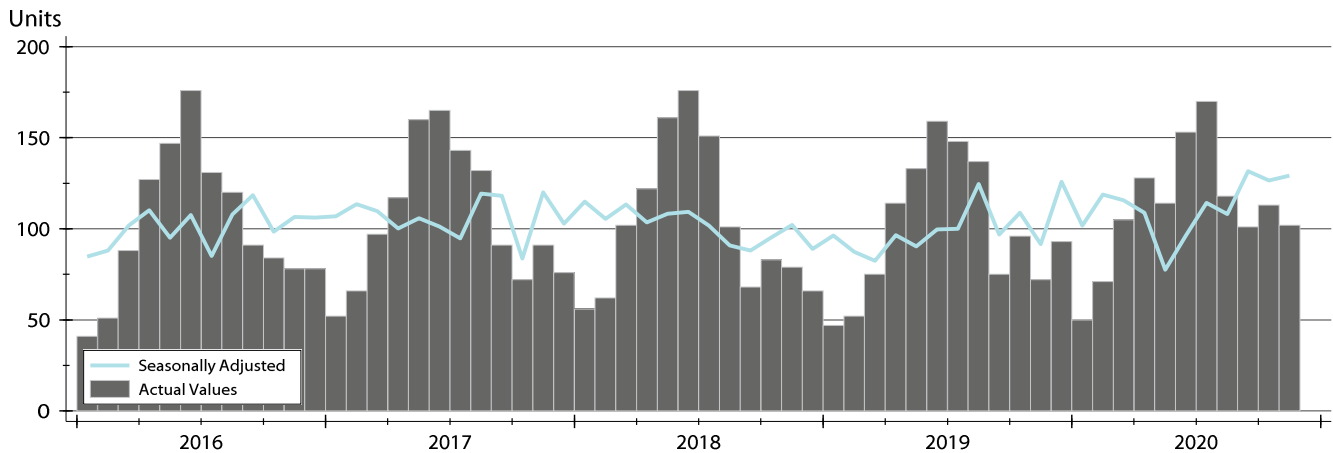
**YTD BREAKDOWNS BY HOME TYPE
CITY OF LAWRENCE
AS OF 12/9/2020**

Year-to-Date Activity		2020			2019			2018		
By Property Type		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		1,225	1,078	147	1,108	1,018	90	1,161	1,036	125
Change from prior year		10.6%	5.9%	63.3%	-4.6%	-1.7%	-28.0%	-2.1%	-4.2%	19.0%
New Listings		1,422	1,258	164	1,576	1,424	152	1,494	1,347	147
Change from prior year		-9.8%	-11.7%	7.9%	5.5%	5.7%	3.4%	-4.0%	-4.4%	0.0%
Contracts Written		1,275	1,109	166	1,162	1,064	98	1,162	1,040	122
Change from prior year		9.7%	4.2%	69.4%	0.0%	2.3%	-19.7%	-2.6%	-5.3%	28.4%
Sales Volume (1,000s)		317,448	266,446	51,002	268,556	238,480	30,076	276,776	233,027	43,749
Change from prior year		18.2%	11.7%	69.6%	-3.0%	2.3%	-31.3%	8.2%	4.9%	30.0%
Average	Sale Price	259,141	247,167	346,950	242,379	234,263	334,177	238,394	224,929	349,994
	Change from prior year	6.9%	5.5%	3.8%	1.7%	4.1%	-4.5%	10.5%	9.4%	9.2%
	Days on Market	33	25	90	36	32	86	37	29	100
	Change from prior year	-8.6%	-20.2%	4.4%	-1.3%	9.3%	-13.7%	-4.8%	-5.9%	-14.9%
Median	Percent of List	99.5%	99.4%	100.3%	98.8%	98.7%	100.0%	98.7%	98.6%	99.7%
	Change from prior year	0.7%	0.7%	0.3%	0.1%	0.1%	0.3%	-0.2%	-0.1%	-1.0%
	Percent of Original	98.5%	98.3%	99.9%	97.5%	97.3%	99.8%	97.7%	97.5%	99.3%
	Change from prior year	1.0%	1.0%	0.0%	-0.1%	-0.2%	0.6%	-0.1%	0.0%	-1.3%
Median	Sale Price	235,635	220,775	329,900	212,050	202,450	336,450	205,000	193,000	338,900
	Change from prior year	11.1%	9.1%	-1.9%	3.4%	4.9%	-0.7%	13.9%	10.3%	11.2%
	Days on Market	6	5	59	13	11	73	11	10	58
	Change from prior year	-53.8%	-54.5%	-18.6%	18.2%	15.8%	25.0%	0.0%	-5.0%	-23.7%
Median	Percent of List	100.0%	100.0%	100.0%	100.0%	99.4%	100.0%	100.0%	99.6%	100.0%
	Change from prior year	0.0%	0.6%	0.0%	0.0%	-0.2%	0.0%	0.0%	-0.4%	0.0%
	Percent of Original	100.0%	100.0%	100.0%	98.9%	98.6%	100.0%	99.3%	98.9%	100.0%
	Change from prior year	1.1%	1.5%	0.0%	-0.3%	-0.3%	0.0%	-0.1%	0.0%	0.0%

CLOSED LISTINGS ANALYSIS

HISTORY >>

CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 12/9/2020



SUMMARY >>

Summary Statistics		November			Year-to-Date		
for Closed Listings		2020	2019	Change	2020	2019	Change
Closed Listings		102	72	41.7%	1,225	1,108	10.6%
Volume (1,000s)		27,655	17,779	55.5%	317,448	268,556	18.2%
Average	Sale Price	271,129	246,937	9.8%	259,141	242,379	6.9%
	Days on Market	30	57	-46.6%	33	36	-8.6%
	Percent of List	99.7%	97.7%	2.0%	99.5%	98.8%	0.7%
	Percent of Original	98.6%	96.0%	2.7%	98.5%	97.5%	1.0%
Median	Sale Price	244,450	202,000	21.0%	235,635	212,050	11.1%
	Days on Market	5	27	-83.3%	6	13	-53.8%
	Percent of List	100.0%	97.8%	2.3%	100.0%	100.0%	0.0%
	Percent of Original	100.0%	97.2%	2.9%	100.0%	98.9%	1.1%

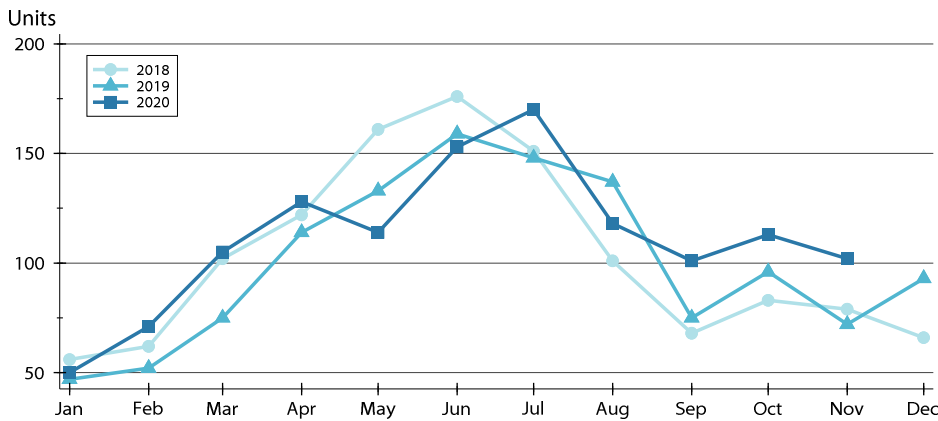
A total of 102 homes sold in the City of Lawrence in November, up from 72 units in November 2019. Total sales volume rose to \$27.7 million compared to \$17.8 million in the previous year.

The median sales price in November was \$244,450, up 21.0% compared to the prior year. Median days on market was 5 days, down from 6 days in October, and down from 27 in November 2019.

CLOSED LISTINGS ANALYSIS

BY MONTH >>

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 12/9/2020**



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	113
November	79	72	102
December	66	93	

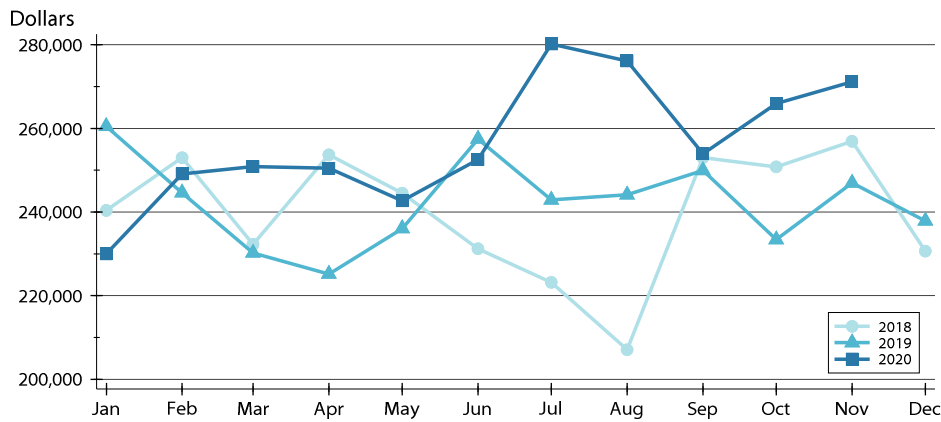
BY PRICE RANGE >>

Price Range	Sales			Sale Price		Days on Market		Price as % of List		Price as % of Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median	Average	Median
Below \$50,000	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$50,000-\$99,999	3	2.9%	247	82,333	83,000	20	3	94.5%	97.6%	87.7%	97.6%
\$100,000-\$149,999	10	9.8%	1,298	129,780	132,500	10	4	99.5%	100.0%	99.5%	100.0%
\$150,000-\$199,999	20	19.6%	3,516	175,779	175,000	5	3	100.9%	100.0%	100.8%	100.0%
\$200,000-\$249,999	20	19.6%	4,489	224,458	222,250	18	5	100.9%	100.0%	100.3%	100.0%
\$250,000-\$299,999	15	14.7%	4,031	268,745	273,000	34	16	98.3%	100.0%	96.6%	100.0%
\$300,000-\$349,999	9	8.8%	2,962	329,094	332,500	21	2	100.6%	100.0%	100.6%	100.0%
\$350,000-\$399,999	9	8.8%	3,333	370,289	375,000	11	3	99.8%	100.0%	99.8%	100.0%
\$400,000-\$449,999	8	7.8%	3,406	425,770	426,485	65	5	100.0%	100.0%	100.2%	100.0%
\$450,000-\$499,999	3	2.9%	1,413	470,933	464,900	234	206	98.7%	100.0%	94.8%	100.0%
\$500,000-\$599,999	4	3.9%	2,180	545,000	542,500	104	84	96.3%	95.5%	86.7%	88.1%
\$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	1.0%	781	781,000	781,000	0	0	93.0%	93.0%	93.0%	93.0%
\$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	102	100.0%	27,655	271,129	244,450	30	5	99.7%	100.0%	98.6%	100.0%

CLOSED LISTINGS ANALYSIS

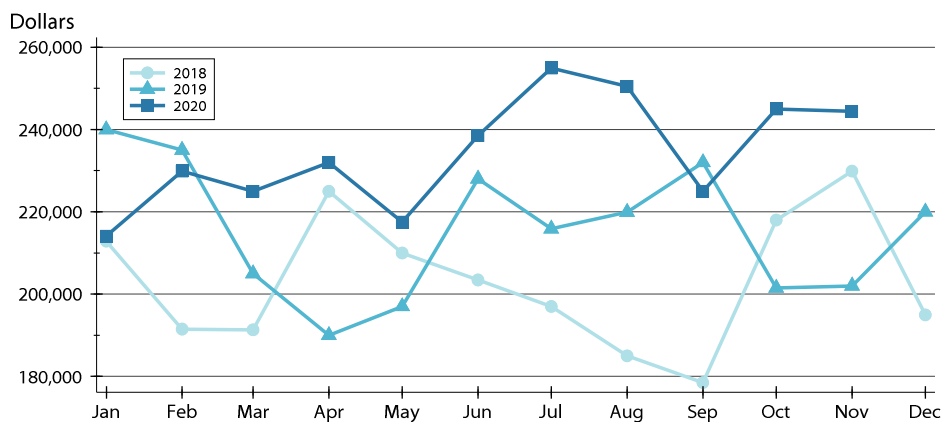
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 12/9/2020**

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	265,952
November	256,894	246,937	271,129
December	230,649	237,884	

MEDIAN PRICE >>

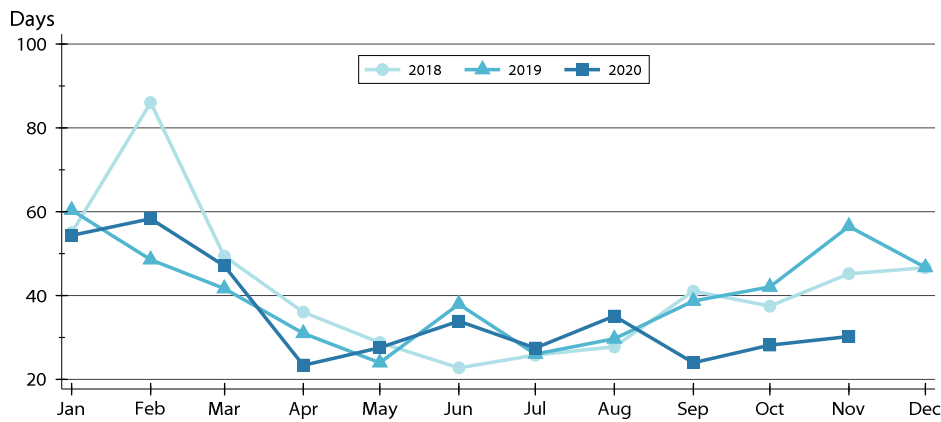


Month	2018	2019	2020
January	212,875	240,000	214,075
February	191,500	235,000	229,900
March	191,325	205,000	225,000
April	225,000	190,000	232,000
May	210,000	197,000	217,500
June	203,450	228,000	238,500
July	197,000	215,875	254,950
August	185,000	219,900	250,500
September	178,500	232,000	225,000
October	218,000	201,500	245,000
November	229,900	202,000	244,450
December	194,950	220,000	

CLOSED LISTINGS ANALYSIS

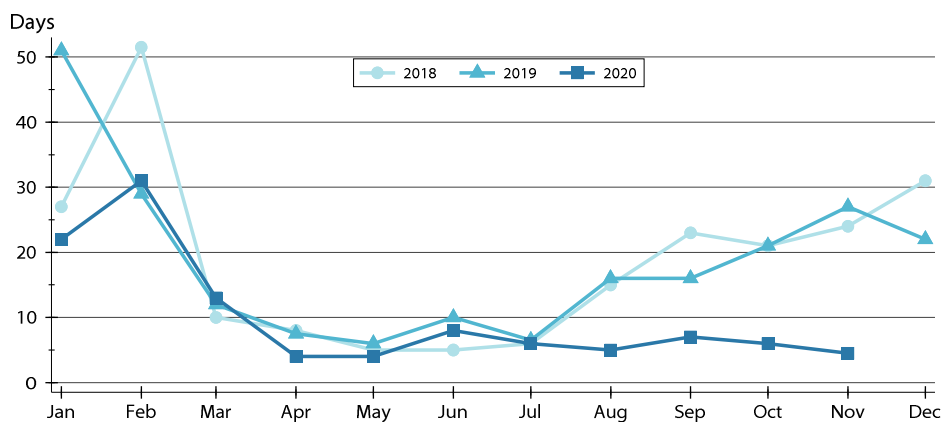
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 12/9/2020**

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	28
November	45	57	30
December	47	47	

MEDIAN DOM >>

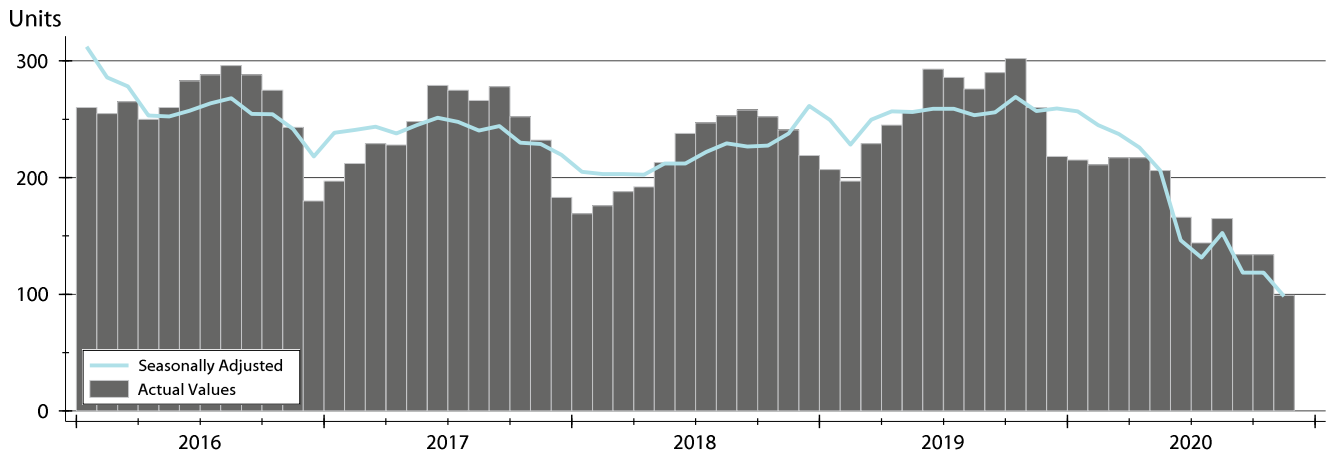


Month	2018	2019	2020
January	27	51	22
February	52	29	31
March	10	12	13
April	8	8	4
May	5	6	4
June	5	10	8
July	6	7	6
August	15	16	5
September	23	16	7
October	21	21	6
November	24	27	5
December	31	22	

ACTIVE LISTINGS ANALYSIS

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 12/9/2020**

HISTORY >>



SUMMARY >>

Summary Statistics for Active Listings		End of November		
		2020	2019	Change
Active Listings		99	260	-61.9%
Months' Supply		0.9	2.7	-66.1%
Volume (1,000s)		35,574	83,876	-57.6%
Average	List Price	359,334	322,600	11.4%
	Days on Market	84	90	-6.9%
	Percent of Original	98.2%	97.9%	0.3%
Median	List Price	279,900	288,500	-3.0%
	Days on Market	50	62	-18.7%
	Percent of Original	100.0%	100.0%	0.0%

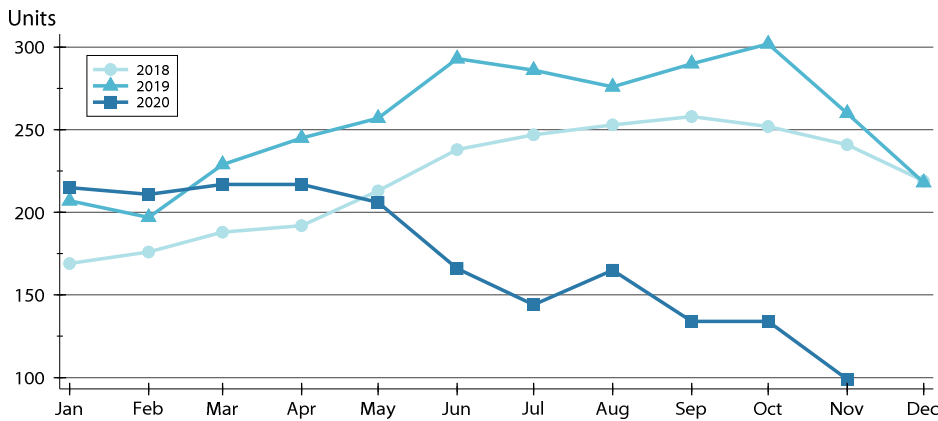
A total of 99 homes were available for sale in the City of Lawrence at the end of November. This represents a 0.9 months' supply of active listings.

The median list price of homes on the market at the end of November was \$279,900, down 3.0% from 2019. The typical time on market for active listings was 50 days, down from 62 days a year earlier.

ACTIVE LISTINGS ANALYSIS

BY MONTH >>

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 12/9/2020**



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	99
December	219	218	

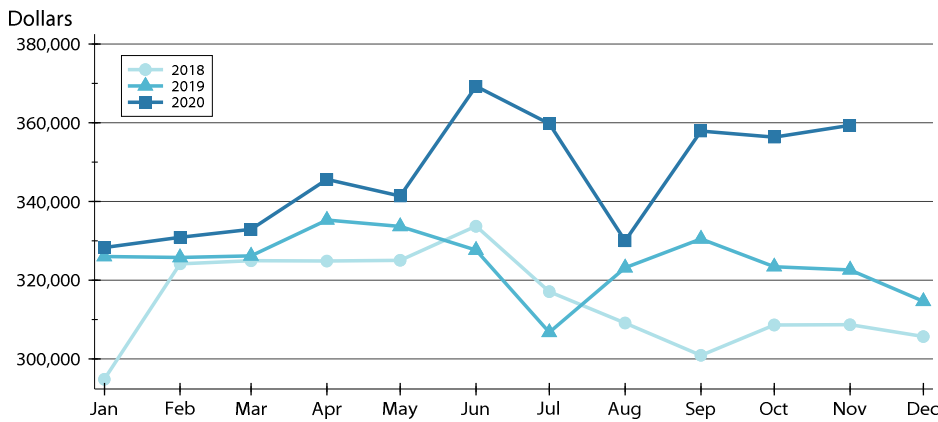
BY PRICE RANGE >>

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	2	2.0%	2	N/A	1,128	1,128	10	10	100.0%	100.0%
\$50,000-\$99,999	4	4.0%	340	1.3	84,905	86,725	60	46	92.8%	99.1%
\$100,000-\$149,999	16	16.2%	2,055	1.6	128,450	128,500	52	45	96.6%	100.0%
\$150,000-\$199,999	9	9.1%	1,560	0.5	173,339	175,000	69	70	97.8%	100.0%
\$200,000-\$249,999	9	9.1%	1,989	0.5	221,011	219,900	61	39	99.0%	100.0%
\$250,000-\$299,999	11	11.1%	2,976	0.7	270,500	269,900	84	51	98.6%	100.0%
\$300,000-\$349,999	8	8.1%	2,638	0.9	329,713	332,000	57	42	97.7%	100.0%
\$350,000-\$399,999	8	8.1%	3,074	0.9	384,200	389,900	102	38	100.5%	100.0%
\$400,000-\$449,999	4	4.0%	1,664	0.5	415,975	417,450	85	52	100.0%	100.0%
\$450,000-\$499,999	7	7.1%	3,365	2.3	480,643	485,000	161	67	100.8%	100.0%
\$500,000-\$599,999	6	6.1%	3,305	1.5	550,817	557,450	78	79	98.3%	99.1%
\$600,000-\$749,999	8	8.1%	5,338	N/A	667,225	650,000	142	83	97.1%	100.0%
\$750,000-\$999,999	4	4.0%	3,385	4.0	846,225	824,950	53	48	97.9%	100.0%
\$1,000,000 and up	3	3.0%	3,885	N/A	1,295,000	1,400,000	182	155	100.0%	100.0%
All price ranges	99	100.0%	35,574	1.0	359,334	279,900	84	50	98.2%	100.0%

ACTIVE LISTINGS ANALYSIS

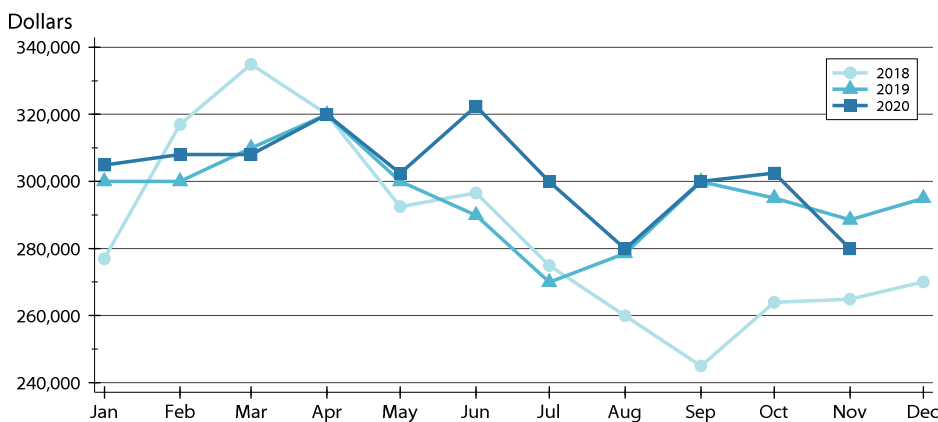
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 12/9/2020**

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	356,330
November	308,655	322,600	359,334
December	305,627	314,584	-

MEDIAN PRICE >>

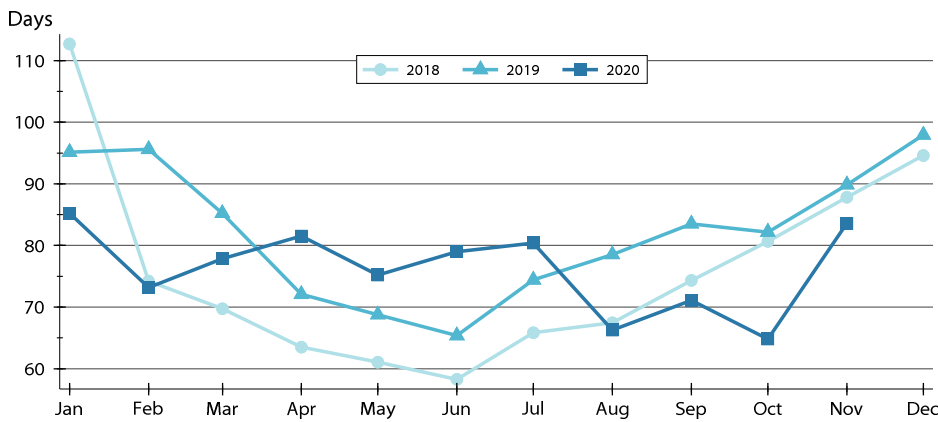


Month	2018	2019	2020
January	276,900	300,000	304,900
February	316,950	300,000	308,000
March	334,900	309,900	308,000
April	320,000	319,900	319,900
May	292,500	300,000	302,350
June	296,543	289,900	322,450
July	274,900	269,900	299,900
August	259,900	278,500	279,900
September	244,950	299,900	300,000
October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

ACTIVE LISTINGS ANALYSIS

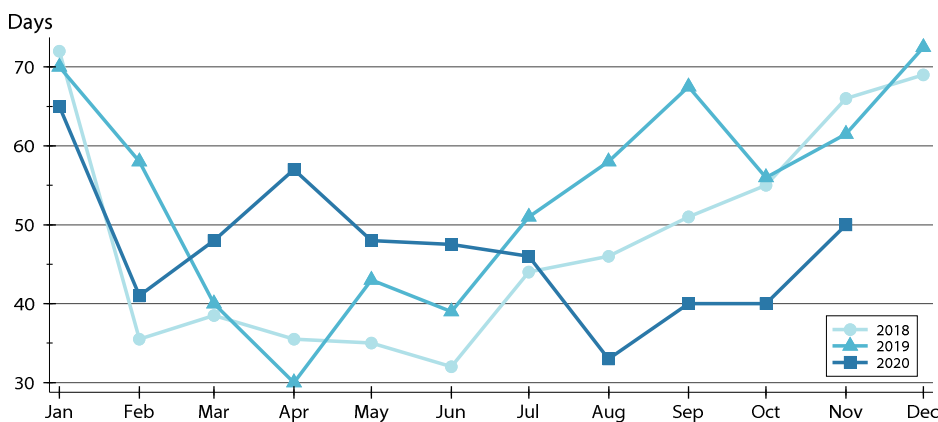
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 12/9/2020**

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	65
November	88	90	84
December	95	98	84

MEDIAN DOM >>

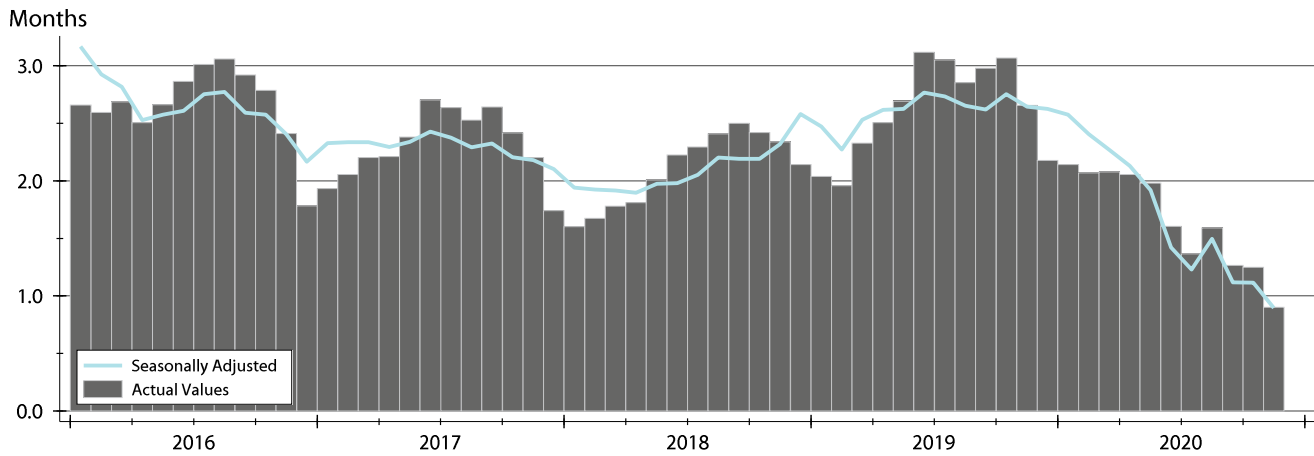


Month	2018	2019	2020
January	72	70	65
February	36	58	41
March	39	40	48
April	36	30	57
May	35	43	48
June	32	39	48
July	44	51	46
August	46	58	33
September	51	68	40
October	55	56	40
November	66	62	50
December	69	73	50

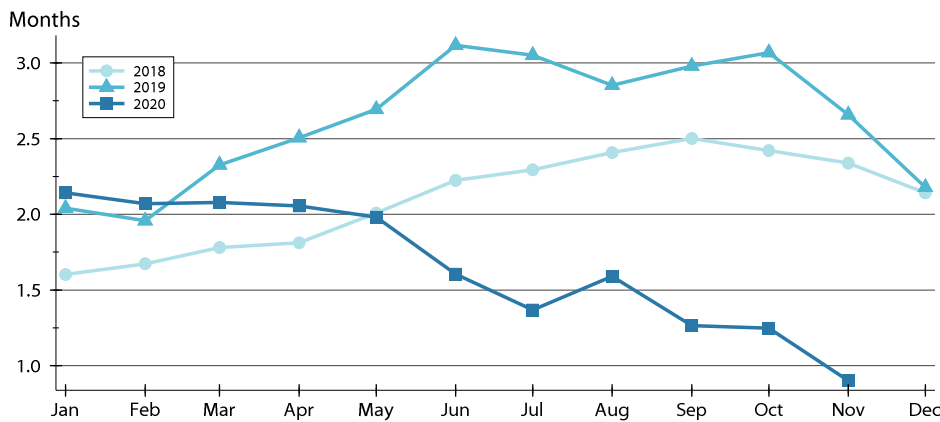
MONTHS' SUPPLY ANALYSIS

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 12/9/2020**

HISTORY >>



BY MONTH >>

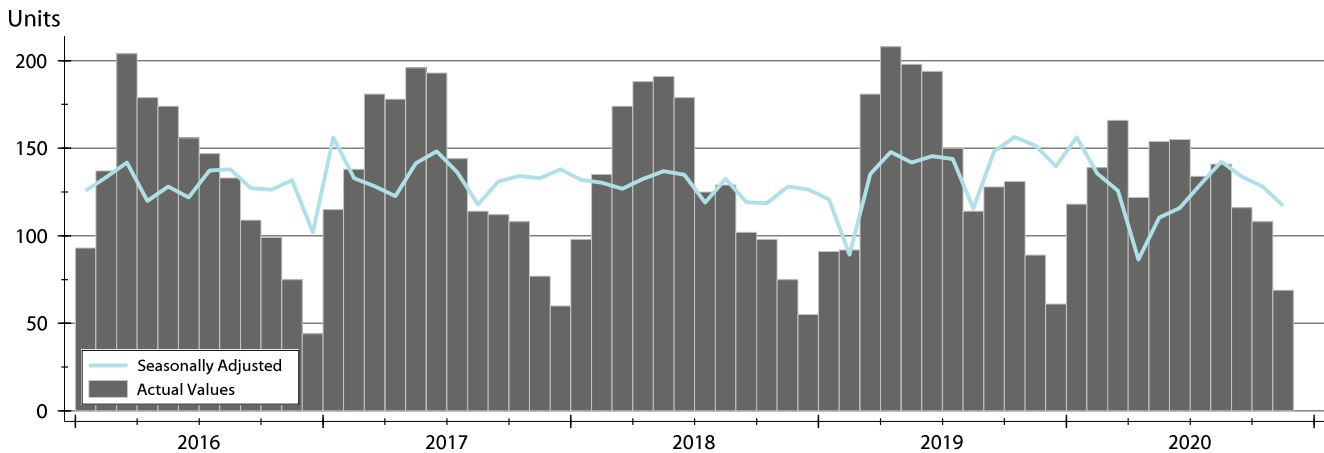


Month	2018	2019	2020
January	1.6	2.0	2.1
February	1.7	2.0	2.1
March	1.8	2.3	2.1
April	1.8	2.5	2.1
May	2.0	2.7	2.0
June	2.2	3.1	1.6
July	2.3	3.1	1.4
August	2.4	2.9	1.6
September	2.5	3.0	1.3
October	2.4	3.1	1.2
November	2.3	2.7	0.9
December	2.1	2.2	

NEW LISTINGS ANALYSIS

HISTORY >>

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 12/9/2020**



SUMMARY >>

Summary Statistics for New Listings		November		
		2020	2019	Change
Current Month	New Listings	69	89	-22.5%
	Volume (1,000s)	16,820	21,281	-21.0%
	Average List Price	243,766	239,118	1.9%
	Median List Price	215,000	224,900	-4.4%
YTD	New Listings	1,422	1,576	-9.8%
	Volume (1,000s)	380,781	399,831	-4.8%
	Average List Price	267,779	253,700	5.5%
	Median List Price	238,950	219,900	8.7%

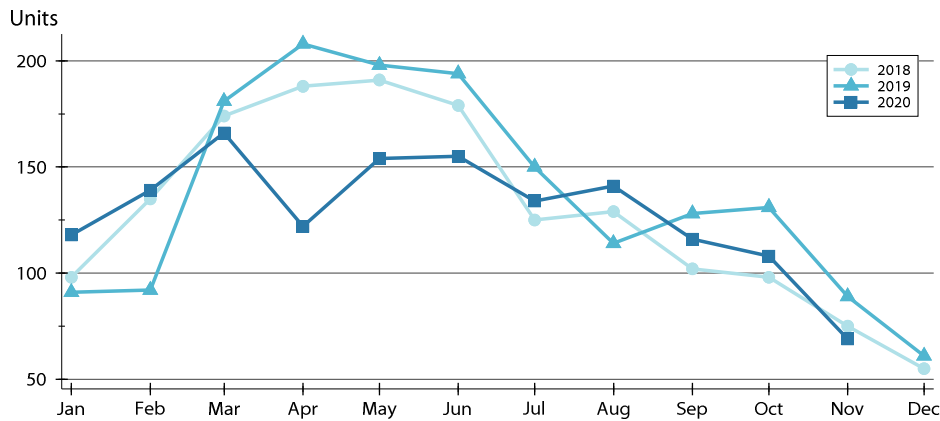
A total of 69 new listings were added in the City of Lawrence during November, down 22.5% from the same month in 2019. Year-to-date the City of Lawrence has seen 1,422 new listings.

The median list price of these homes was \$215,000 down from \$224,900 in 2019.

NEW LISTINGS ANALYSIS

BY MONTH >>

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 12/9/2020**



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	141
September	102	128	116
October	98	131	108
November	75	89	69
December	55	61	-

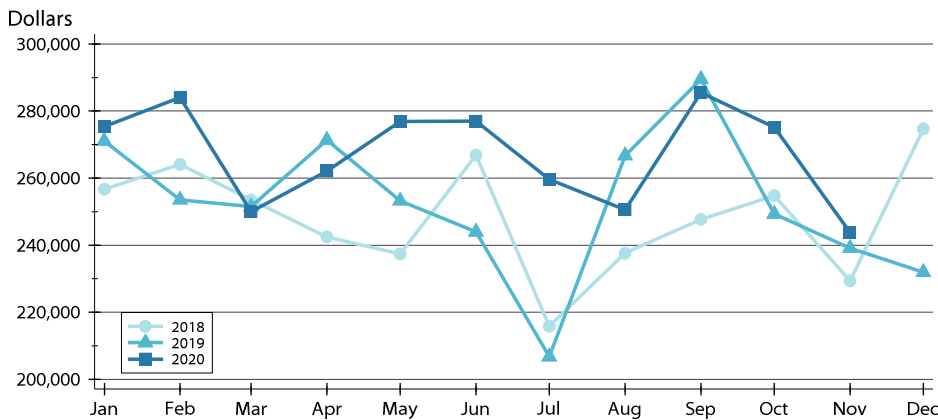
BY PRICE RANGE >>

Price Range	New Listings			List Price	
	Number	Percent	Volume	Average	Median
Below \$50,000	3	4.3%	5	1,773	1,160
\$50,000-\$99,999	0	0.0%	0	N/A	N/A
\$100,000-\$149,999	12	17.4%	1,524	126,958	129,100
\$150,000-\$199,999	15	21.7%	2,661	177,373	179,900
\$200,000-\$249,999	12	17.4%	2,698	224,800	222,750
\$250,000-\$299,999	10	14.5%	2,730	272,980	276,200
\$300,000-\$349,999	2	2.9%	670	334,900	334,900
\$350,000-\$399,999	6	8.7%	2,234	372,292	371,975
\$400,000-\$449,999	4	5.8%	1,715	428,650	424,900
\$450,000-\$499,999	3	4.3%	1,431	476,967	485,000
\$500,000-\$599,999	1	1.4%	525	525,000	525,000
\$600,000-\$749,999	1	1.4%	629	629,000	629,000
\$750,000-\$999,999	0	0.0%	0	N/A	N/A
\$1,000,000 and up	0	0.0%	0	N/A	N/A
All price ranges	69	100.0%	16,820	243,766	215,000

NEW LISTINGS ANALYSIS

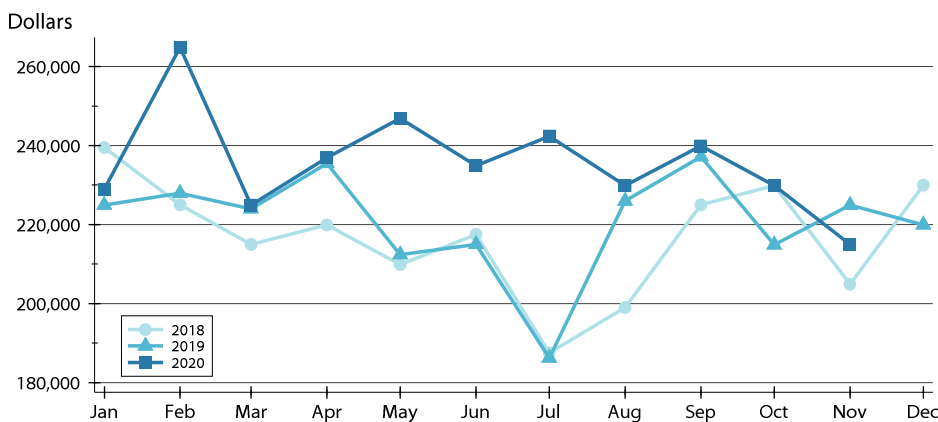
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 12/9/2020**

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	276,904
June	266,894	243,938	276,994
July	215,828	206,720	259,568
August	237,622	266,719	250,527
September	247,709	289,474	285,441
October	254,742	249,298	275,123
November	229,374	239,118	243,766
December	274,702	231,896	

MEDIAN PRICE >>

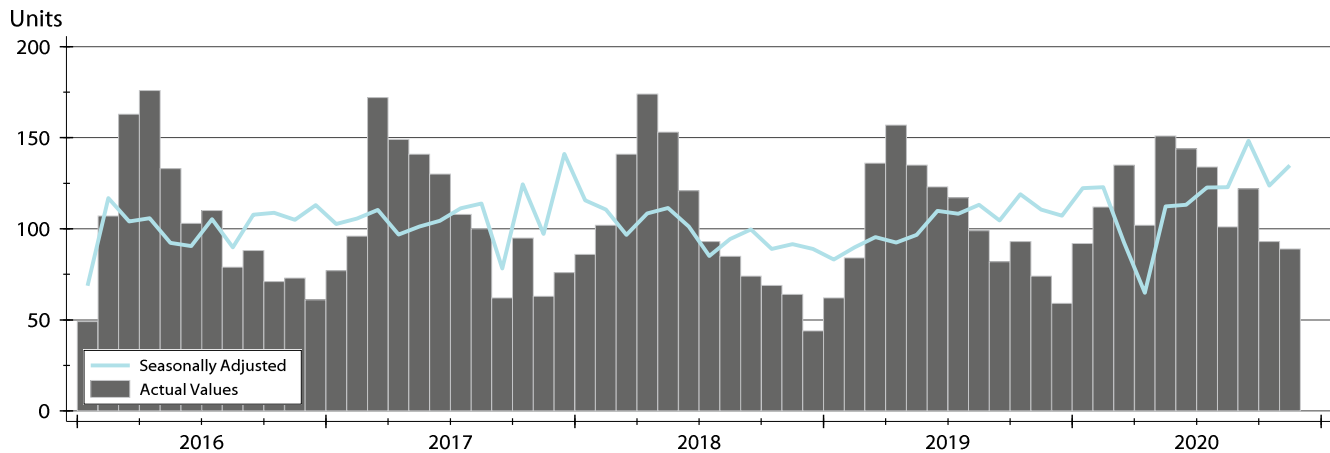


Month	2018	2019	2020
January	239,500	224,950	228,950
February	225,000	227,950	264,900
March	215,000	224,000	224,950
April	219,900	235,500	236,950
May	209,900	212,400	246,900
June	217,500	215,000	234,900
July	187,500	186,250	242,400
August	199,000	226,000	229,900
September	225,000	237,200	239,900
October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

CONTRACTS WRITTEN ANALYSIS

CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 12/9/2020

HISTORY >>



SUMMARY >>

Summary Statistics		November			Year-to-Date		
for Contracts Written		2020	2019	Change	2020	2019	Change
Closed Listings		89	74	20.3%	1,275	1,162	9.7%
Volume (1,000s)		23,571	19,940	18.2%	336,750	286,495	17.5%
Average	Sale Price	264,837	269,458	-1.7%	264,118	246,553	7.1%
	Days on Market	27	60	-54.4%	32	37	-13.2%
	Percent of Original	98.7%	95.9%	2.9%	98.6%	97.5%	1.1%
Median	Sale Price	242,900	234,950	3.4%	239,000	215,000	11.2%
	Days on Market	8	29	-71.9%	6	13	-53.8%
	Percent of Original	100.0%	97.5%	2.5%	100.0%	98.9%	1.1%

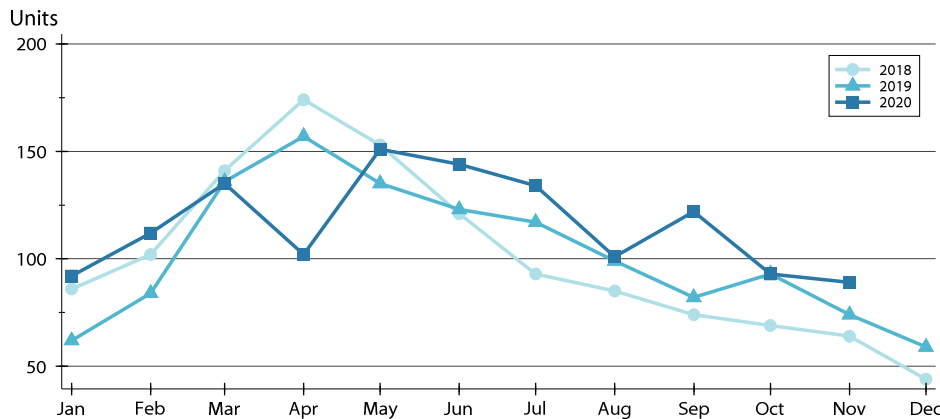
A total of 89 contracts for sale were written in the City of Lawrence during the month of November, up from 74 in 2019. The median list price of these homes was \$242,900, up from \$234,950 the prior year.

Half of the homes that went under contract in November were on the market less than 8 days, compared to 29 days in November 2019.

CONTRACTS WRITTEN ANALYSIS

BY MONTH >>

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 12/9/2020**



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	101
September	74	82	122
October	69	93	93
November	64	74	89
December	44	59	

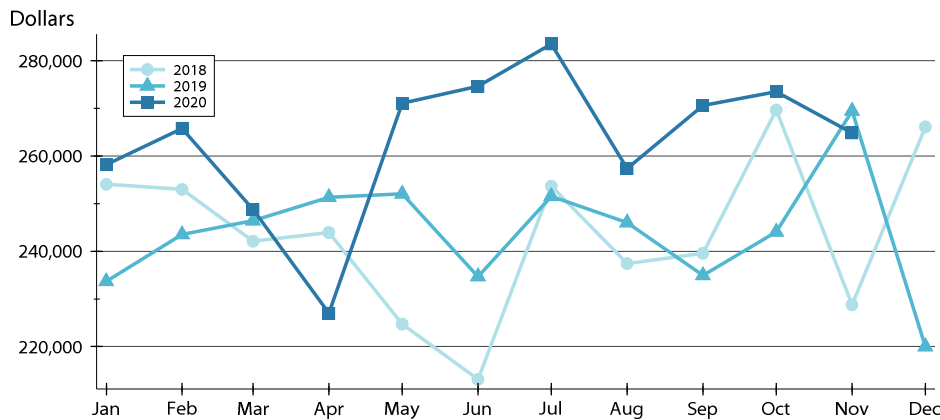
BY PRICE RANGE >>

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	1	1.1%	90	89,900	89,900	38	38	91.7%	91.7%
\$100,000-\$149,999	14	15.7%	1,857	132,654	131,250	21	4	98.4%	100.0%
\$150,000-\$199,999	19	21.3%	3,360	176,826	179,900	20	7	98.3%	100.0%
\$200,000-\$249,999	17	19.1%	3,935	231,441	235,000	12	4	99.4%	100.0%
\$250,000-\$299,999	10	11.2%	2,739	273,870	268,700	29	18	98.1%	100.0%
\$300,000-\$349,999	6	6.7%	1,918	319,617	317,400	77	65	99.7%	100.0%
\$350,000-\$399,999	9	10.1%	3,394	377,161	379,900	36	15	98.9%	100.0%
\$400,000-\$449,999	8	9.0%	3,369	421,063	419,900	43	32	98.5%	99.5%
\$450,000-\$499,999	2	2.2%	971	485,500	485,500	3	3	100.0%	100.0%
\$500,000-\$599,999	1	1.1%	579	579,000	579,000	17	17	100.0%	100.0%
\$600,000-\$749,999	2	2.2%	1,360	679,950	679,950	31	31	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	89	100.0%	23,571	264,837	242,900	27	8	98.7%	100.0%

CONTRACTS WRITTEN ANALYSIS

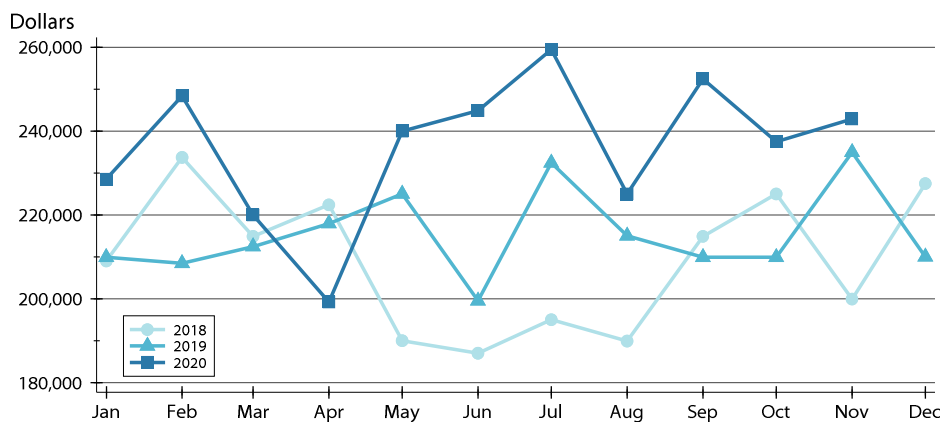
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 12/9/2020**

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	257,390
September	239,584	234,923	270,592
October	269,649	244,064	273,526
November	228,792	269,458	264,837
December	266,112	220,000	

MEDIAN PRICE >>

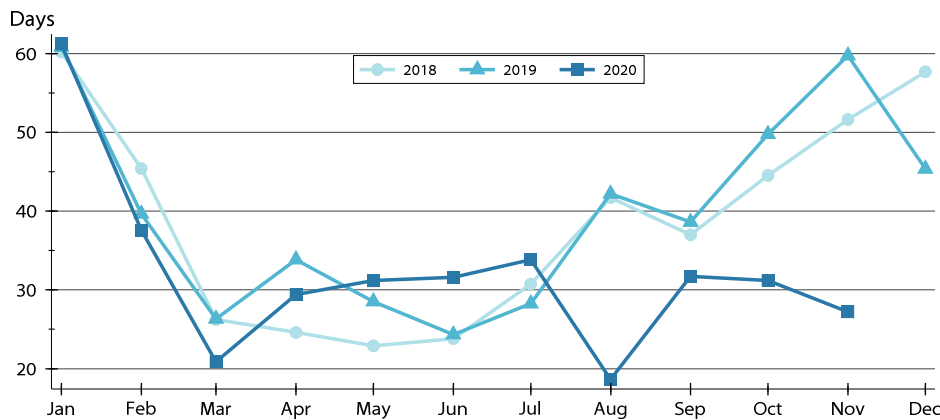


Month	2018	2019	2020
January	209,000	209,900	228,500
February	233,725	208,450	248,400
March	214,900	212,450	220,000
April	222,400	217,950	199,250
May	190,000	225,000	240,000
June	187,000	199,500	244,900
July	195,000	232,400	259,450
August	189,900	215,000	225,000
September	214,900	209,900	252,450
October	225,000	209,900	237,500
November	199,925	234,950	242,900
December	227,500	210,000	

CONTRACTS WRITTEN ANALYSIS

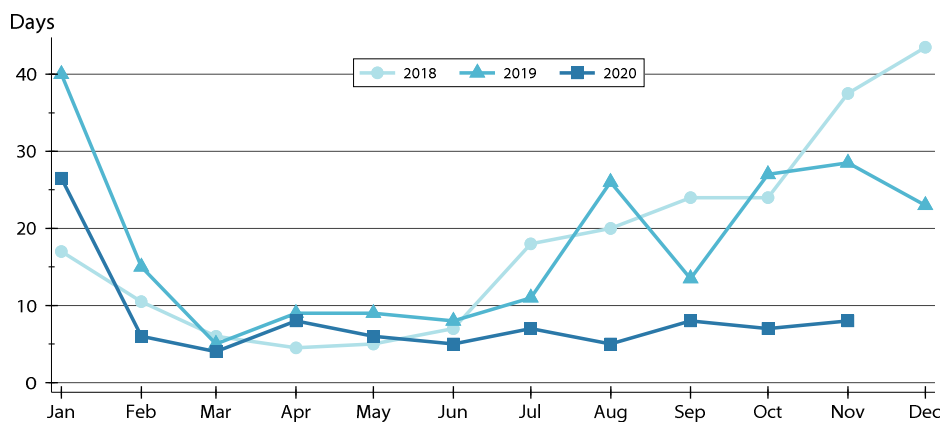
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 12/9/2020**

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	31
November	52	60	27
December	58	45	27

MEDIAN DOM >>

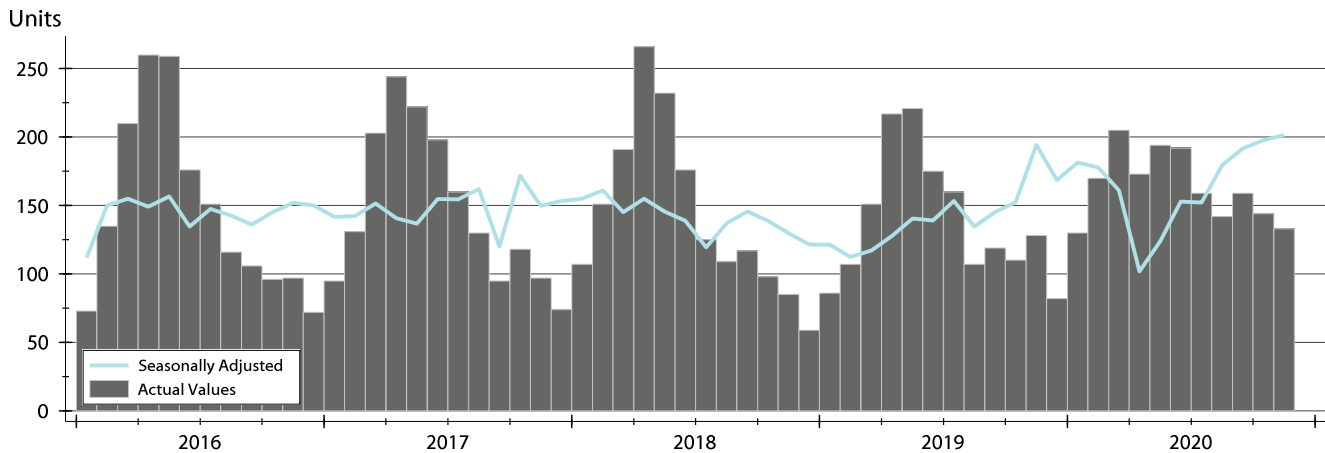


Month	2018	2019	2020
January	17	40	27
February	11	15	6
March	6	5	4
April	5	9	8
May	5	9	6
June	7	8	5
July	18	11	7
August	20	26	5
September	24	14	8
October	24	27	7
November	38	29	8
December	44	23	8

PENDING CONTRACTS ANALYSIS

HISTORY >>

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 12/9/2020**



SUMMARY >>

Summary Statistics		End of November		
for Active Listings		2020	2019	Change
Active Listings		133	128	3.9%
Volume (1,000s)		36,959	33,932	8.9%
Average	List Price	277,889	265,092	4.8%
	Days on Market	28	51	-44.7%
	Percent of Original	98.9%	98.0%	1.0%
Median	List Price	254,900	229,900	10.9%
	Days on Market	12	24	-48.9%
	Percent of Original	100.0%	100.0%	0.0%

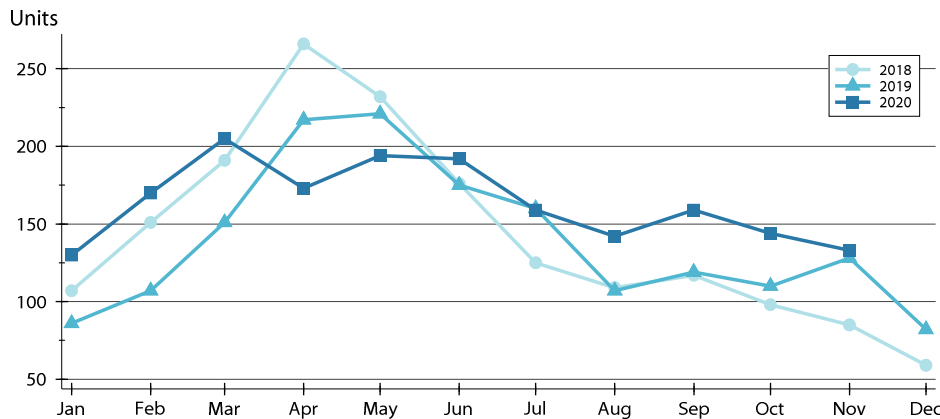
A total of 133 listings in the City of Lawrence had contracts pending at the end of November, up from 128 contracts pending at the end of November 2019.

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 12/9/2020**



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	144
November	85	128	133
December	59	82	

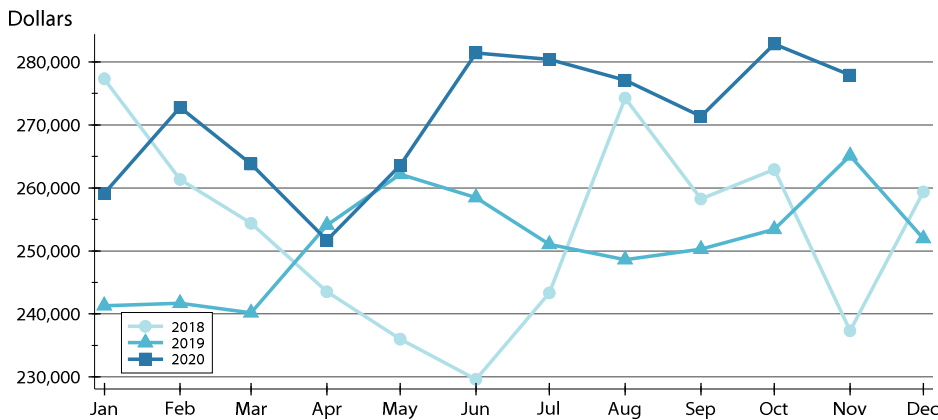
BY PRICE RANGE >>

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	2	1.5%	189	94,700	94,700	32	32	95.9%	95.9%
\$100,000-\$149,999	18	13.5%	2,388	132,678	131,250	27	5	98.0%	100.0%
\$150,000-\$199,999	21	15.8%	3,745	178,329	180,000	25	14	98.6%	100.0%
\$200,000-\$249,999	25	18.8%	5,729	229,140	235,000	13	6	99.6%	100.0%
\$250,000-\$299,999	21	15.8%	5,812	276,771	276,500	27	17	99.2%	100.0%
\$300,000-\$349,999	13	9.8%	4,173	320,977	319,900	61	24	99.0%	100.0%
\$350,000-\$399,999	13	9.8%	4,913	377,942	379,900	29	7	99.5%	100.0%
\$400,000-\$449,999	11	8.3%	4,616	419,673	419,900	37	19	98.7%	100.0%
\$450,000-\$499,999	1	0.8%	486	486,000	486,000	0	0	100.0%	100.0%
\$500,000-\$599,999	5	3.8%	2,743	548,580	530,000	18	17	100.0%	100.0%
\$600,000-\$749,999	2	1.5%	1,365	682,450	682,450	55	55	96.3%	96.3%
\$750,000-\$999,999	1	0.8%	800	799,900	799,900	17	17	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	133	100.0%	36,959	277,889	254,900	28	12	98.9%	100.0%

PENDING CONTRACTS ANALYSIS

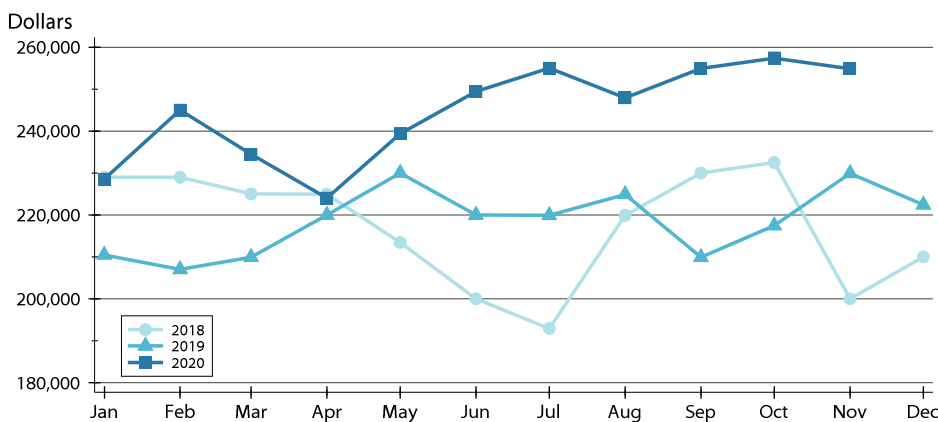
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 12/9/2020**

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	282,843
November	237,321	265,092	277,889
December	259,354	251,972	

MEDIAN PRICE >>

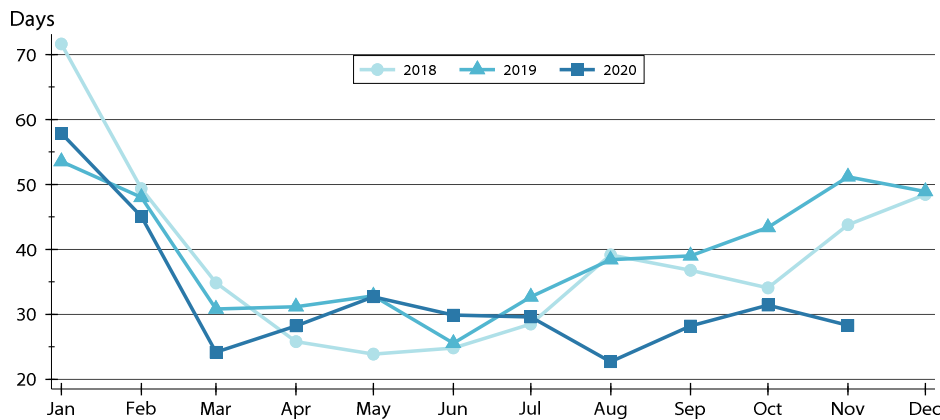


Month	2018	2019	2020
January	229,000	210,450	228,500
February	229,000	207,000	245,000
March	225,000	209,900	234,500
April	224,975	219,950	224,000
May	213,450	230,000	239,400
June	199,975	219,950	249,425
July	192,900	219,900	255,000
August	219,900	224,900	247,950
September	230,000	209,900	254,950
October	232,500	217,450	257,425
November	199,950	229,900	254,900
December	210,000	222,425	

PENDING CONTRACTS ANALYSIS

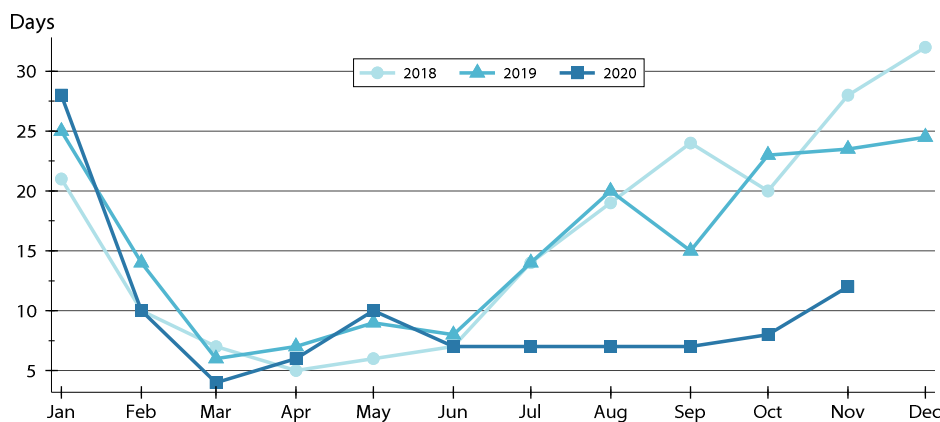
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 12/9/2020**

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	31
November	44	51	28
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	7
July	14	14	7
August	19	20	7
September	24	15	7
October	20	23	8
November	28	24	12
December	32	25	