

LAWRENCE MLS STATISTICS



JULY 2020 >>

MARKET OVERVIEW >>

Lawrence City Home Sales Rose in July

Total home sales in the City of Lawrence rose by 12.8% last month to 167 units, compared to 148 units in July 2019. Total sales volume was \$46.8 million, up 30.3% from a year earlier.

The median sale price in July was \$254,900, up from \$215,875 a year earlier. Homes that sold in July were typically on the market for 6 days and sold for 100.0% of their list prices.

Lawrence City Active Listings Down at End of July

The total number of active listings in the City of Lawrence at the end of July was 144 units, down from 286 at the same point in 2019. This represents a 1.4 months' supply of homes available for sale. The median list price of homes on the market at the end of July was \$299,900.

During July, a total of 129 contracts were written up from 117 in July 2019. At the end of the month, there were 159 contracts pending, compared to 160 at the end of July 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		July		
Summary Statistics		2020	2019	Change
Home Sales		167	148	12.8%
Active Listings		144	286	-49.7%
Months' Supply		1.4	3.1	-55.1%
New Listings		124	150	-17.3%
Contracts Written		129	117	10.3%
Pending Contracts		159	160	-0.6%
Sales Volume (1,000s)		46,849	35,950	30.3%
Average	Sale Price	280,535	242,906	15.5%
	List Price of Actives	359,709	306,684	17.3%
	Days on Market	28	26	7.2%
	Percent of List	100.0%	98.7%	1.3%
	Percent of Original	99.2%	97.3%	1.9%
Median	Sale Price	254,900	215,875	18.1%
	List Price of Actives	299,900	269,900	11.1%
	Days on Market	6	7	-7.7%
	Percent of List	100.0%	100.0%	0.0%
	Percent of Original	100.0%	98.9%	1.1%

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THREE-YEAR COMPARISONS

SUMMARY >>

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

July MLS Statistics		2020			2019			2018			
By Property Type		Total	Existing	New	Total	Existing	New	Total	Existing	New	
Home Sales		167	145	22	148	144	4	151	132	19	
	Change from prior year	12.8%	0.7%	450.0%	-2.0%	9.1%	-78.9%	5.6%	-0.8%	90.0%	
Active Listings		144	107	37	286	239	47	247	208	39	
	Change from prior year	-49.7%	-55.2%	-21.3%	15.8%	14.9%	20.5%	-10.2%	-7.1%	-23.5%	
Months' Supply		1.4	1.1	3.4	3.1	2.8	5.6	2.3	2.2	3.5	
	Change from prior year	-55.1%	-59.5%	-38.8%	33.0%	29.9%	59.9%	-13.0%	-8.8%	-34.9%	
New Listings		124	106	18	150	144	6	125	118	7	
	Change from prior year	-17.3%	-26.4%	200.0%	20.0%	22.0%	-14.3%	-13.2%	-9.9%	-46.2%	
Contracts Written		129	112	17	117	109	8	93	89	4	
	Change from prior year	10.3%	2.8%	112.5%	25.8%	22.5%	100.0%	-13.9%	-8.2%	-63.6%	
Pending Contracts		159	130	29	160	143	17	125	110	15	
	Change from prior year	-0.6%	-9.1%	70.6%	28.0%	30.0%	13.3%	-21.9%	-22.0%	-21.1%	
Sales Volume (1,000s)		46,849	38,280	8,569	35,950	34,599	1,351	33,701	27,397	6,304	
	Change from prior year	30.3%	10.6%	534.4%	6.7%	26.3%	-78.6%	7.7%	-1.3%	79.8%	
Average	Sale Price	280,535	264,000	389,519	242,906	240,272	337,721	223,184	207,554	331,771	
		Change from prior year	15.5%	9.9%	15.3%	8.8%	15.8%	1.8%	2.0%	-0.6%	-5.4%
	List Price of Actives	359,709	345,363	401,195	306,684	288,264	400,352	317,060	307,603	367,496	
		Change from prior year	17.3%	19.8%	0.2%	-3.3%	-6.3%	8.9%	-3.7%	-1.8%	-8.1%
	Days on Market	28	22	66	26	23	125	26	21	55	
		Change from prior year	7.0%	-5.0%	-47.4%	1.1%	8.4%	125.1%	12.9%	47.3%	-58.1%
Percent of List		100.0%	99.9%	100.1%	98.7%	98.6%	99.8%	99.2%	99.0%	100.1%	
		Change from prior year	1.3%	1.3%	0.3%	-0.5%	-0.4%	-0.3%	-0.4%	-0.5%	-0.5%
	Percent of Original	99.2%	99.1%	99.8%	97.3%	97.3%	99.4%	97.9%	97.7%	99.7%	
	Change from prior year	1.9%	1.9%	0.4%	-0.6%	-0.4%	-0.3%	-0.7%	-0.9%	0.0%	
Median	Sale Price	254,900	232,028	343,350	215,875	212,500	286,518	197,000	189,500	315,000	
		Change from prior year	18.1%	9.2%	19.8%	9.6%	12.1%	-9.0%	10.7%	7.4%	-6.6%
	List Price of Actives	299,900	265,000	364,900	269,900	239,900	352,000	274,900	248,750	354,900	
		Change from prior year	11.1%	10.5%	3.7%	-1.8%	-3.6%	-0.8%	0.0%	0.4%	-4.1%
	Days on Market	6	4	42	7	6	67	6	5	48	
		Change from prior year	-7.7%	-33.3%	-37.3%	8.3%	20.0%	39.6%	0.0%	0.0%	-34.7%
Percent of List	100.0%	100.0%	100.0%	100.0%	100.0%	99.9%	100.0%	100.0%	100.0%	100.0%	
	Change from prior year	0.0%	0.0%	0.1%	0.0%	0.0%	-0.1%	0.0%	0.0%	0.0%	
Percent of Original	100.0%	100.0%	100.0%	98.9%	98.7%	99.9%	100.0%	99.5%	100.0%	100.0%	
	Change from prior year	1.1%	1.3%	0.1%	-1.1%	-0.8%	-0.1%	0.0%	-0.5%	0.2%	

YEAR-TO-DATE STATISTICS

SUMMARY >>

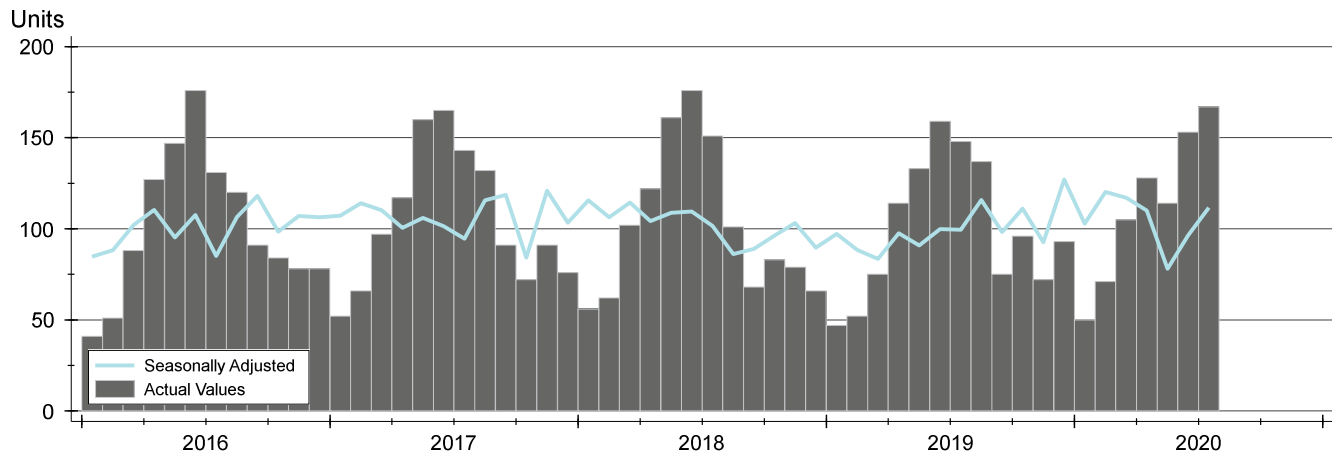
YTD BREAKDOWNS BY HOME TYPE CITY OF LAWRENCE AS OF 8/8/2020

Year-to-Date Activity		2020			2019			2018		
By Property Type		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		788	693	95	728	667	61	830	738	92
Change from prior year		8.2%	3.9%	55.7%	-12.3%	-9.6%	-33.7%	3.8%	1.4%	27.8%
New Listings		972	860	112	1,114	1,015	99	1,090	988	102
Change from prior year		-12.7%	-15.3%	13.1%	2.2%	2.7%	-2.9%	-4.7%	-4.5%	-6.4%
Contracts Written		861	752	109	814	742	72	870	776	94
Change from prior year		5.8%	1.3%	51.4%	-6.4%	-4.4%	-23.4%	-0.3%	-3.1%	30.6%
Sales Volume (1,000s)		200,763	167,420	33,343	176,182	155,471	20,712	197,547	165,318	32,229
Change from prior year		14.0%	7.7%	61.0%	-10.8%	-6.0%	-35.7%	13.9%	9.8%	41.4%
Average	Sale Price	254,775	241,587	350,980	242,009	233,089	339,537	238,008	224,008	350,319
	Change from prior year	5.3%	3.6%	3.4%	1.7%	4.1%	-3.1%	9.8%	8.3%	10.6%
	Days on Market	35	27	95	34	29	90	37	28	106
	Change from prior year	2.2%	-8.0%	5.7%	-5.8%	5.3%	-15.4%	-3.3%	-8.4%	-5.4%
	Percent of List	99.4%	99.3%	100.1%	99.0%	98.9%	100.0%	99.0%	98.9%	99.9%
Change from prior year	0.4%	0.3%	0.1%	0.0%	0.0%	0.1%	0.0%	0.0%	-0.9%	
Median	Percent of Original	98.3%	98.1%	99.5%	98.0%	97.8%	99.9%	98.1%	97.9%	99.7%
	Change from prior year	0.3%	0.3%	-0.4%	-0.1%	-0.1%	0.2%	0.1%	0.1%	-1.2%
	Sale Price	230,750	219,500	336,000	214,450	204,000	347,900	209,450	193,250	339,900
	Change from prior year	7.6%	7.6%	-3.4%	2.4%	5.6%	2.4%	15.1%	8.9%	12.6%
	Days on Market	7	6	61	10	9	77	8	6	72
Change from prior year	-30.0%	-33.3%	-20.8%	25.0%	50.0%	6.9%	-20.0%	-25.0%	9.9%	
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%	99.8%	100.0%	100.0%	99.4%	100.0%	100.0%	99.9%	100.0%	
Change from prior year	0.0%	0.4%	0.0%	0.0%	-0.5%	0.0%	0.0%	0.6%	0.0%	

CLOSED LISTINGS ANALYSIS

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

HISTORY >>



SUMMARY >>

Summary Statistics for Closed Listings		July			Year-to-Date		
		2020	2019	Change	2020	2019	Change
Closed Listings		167	148	12.8%	788	728	8.2%
Volume (1,000s)		46,849	35,950	30.3%	200,763	176,182	14.0%
Average	Sale Price	280,535	242,906	15.5%	254,775	242,009	5.3%
	Days on Market	28	26	7.0%	35	34	2.2%
	Percent of List	100.0%	98.7%	1.3%	99.4%	99.0%	0.4%
	Percent of Original	99.2%	97.3%	1.9%	98.3%	98.0%	0.3%
Median	Sale Price	254,900	215,875	18.1%	230,750	214,450	7.6%
	Days on Market	6	7	-7.7%	7	10	-30.0%
	Percent of List	100.0%	100.0%	0.0%	100.0%	100.0%	0.0%
	Percent of Original	100.0%	98.9%	1.1%	100.0%	100.0%	0.0%

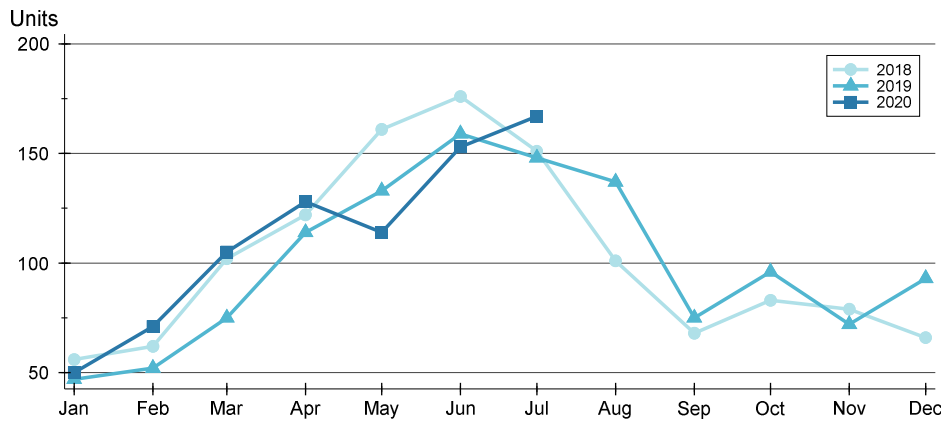
A total of 167 homes sold in the City of Lawrence in July, up from 148 units in July 2019. Total sales volume rose to \$46.8 million compared to \$36.0 million in the previous year.

The median sales price in July was \$254,900, up 18.1% compared to the prior year. Median days on market was 6 days, down from 8 days in June, and down from 7 in July 2019.

CLOSED LISTINGS ANALYSIS

BY MONTH >>

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



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	167
August	101	137	
September	68	75	
October	79	72	
November	83	96	
December	66	93	

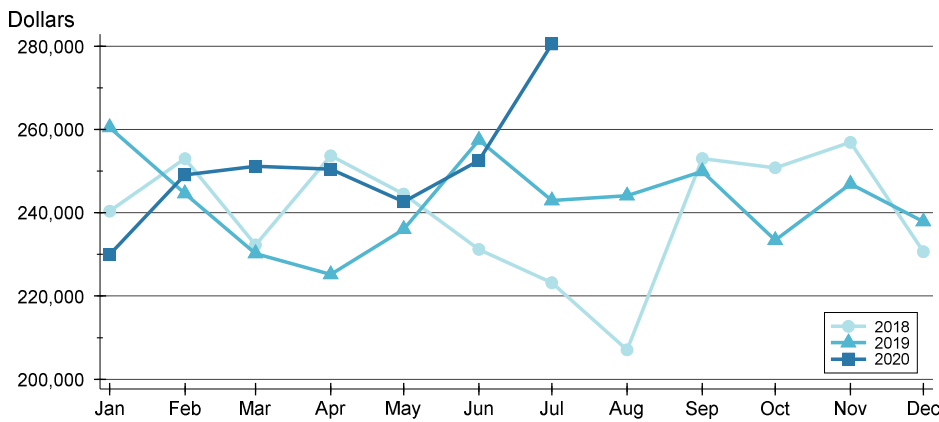
BY PRICE RANGE >>

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	1.8%	249	83,000	90,000	68	17	94.4%	94.8%	87.8%	91.4%
\$100,000-\$149,999	14	8.4%	1,821	130,036	132,450	12	5	100.0%	100.6%	98.8%	100.6%
\$150,000-\$199,999	35	21.0%	6,088	173,956	175,000	13	2	101.1%	100.0%	100.3%	100.1%
\$200,000-\$249,999	29	17.4%	6,442	222,122	220,000	16	3	101.3%	101.3%	100.8%	101.3%
\$250,000-\$299,999	23	13.8%	6,261	272,235	275,000	43	16	99.5%	100.0%	98.7%	99.6%
\$300,000-\$349,999	21	12.6%	6,812	324,371	324,900	21	7	100.1%	100.0%	99.8%	100.0%
\$350,000-\$399,999	16	9.6%	6,012	375,722	376,500	31	9	98.4%	100.0%	97.9%	99.1%
\$400,000-\$449,999	12	7.2%	5,068	422,321	424,750	35	14	99.0%	99.6%	98.3%	99.2%
\$450,000-\$499,999	5	3.0%	2,359	471,860	464,900	95	17	100.0%	100.0%	99.4%	100.0%
\$500,000-\$599,999	5	3.0%	2,658	531,600	518,200	69	51	98.0%	100.0%	98.3%	100.0%
\$600,000-\$749,999	2	1.2%	1,355	677,500	677,500	52	52	98.4%	98.4%	93.3%	93.3%
\$750,000-\$999,999	2	1.2%	1,725	862,500	862,500	38	38	97.6%	97.6%	97.6%	97.6%
\$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	167	100.0%	46,849	280,535	254,900	28	6	100.0%	100.0%	99.2%	100.0%

CLOSED LISTINGS ANALYSIS

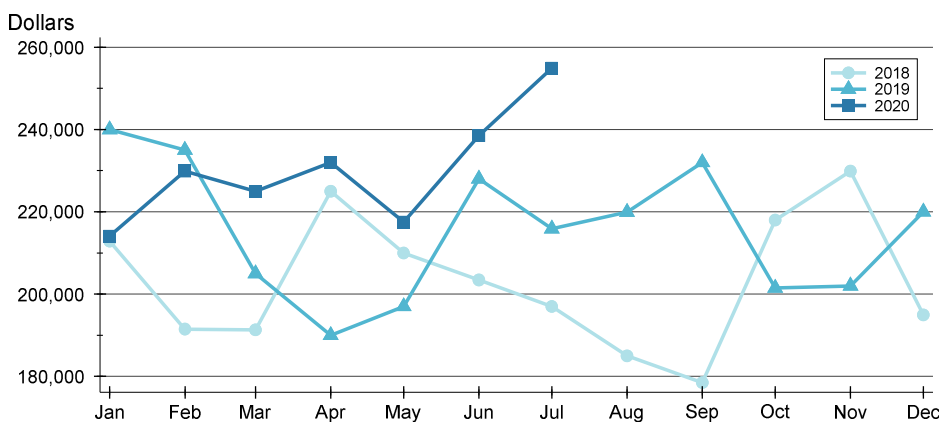
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 8/8/2020**

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	251,165
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	280,535
August	207,067	244,101	244,101
September	253,003	249,939	249,939
October	250,801	233,403	233,403
November	256,894	246,937	246,937
December	230,649	237,884	237,884

MEDIAN PRICE >>

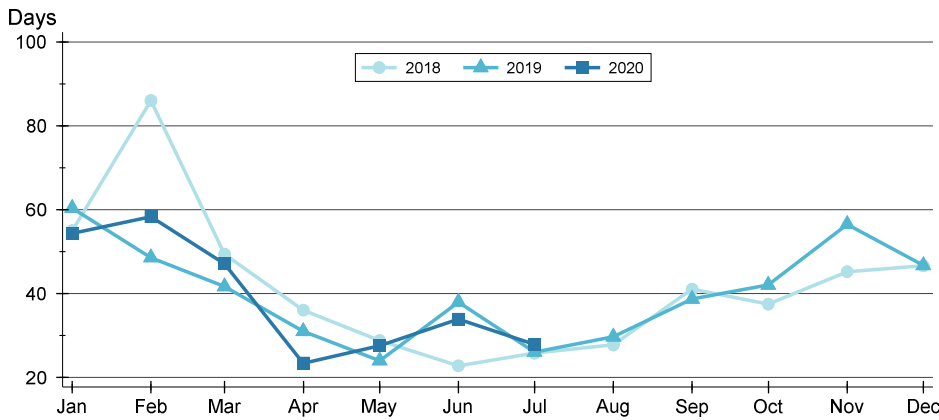


Month	2018	2019	2020
January	212,875	240,000	214,075
February	191,500	235,000	229,900
March	191,325	205,000	225,000
April	225,000	190,000	232,000
May	210,000	197,000	217,500
June	203,450	228,000	238,500
July	197,000	215,875	254,900
August	185,000	219,900	219,900
September	178,500	232,000	232,000
October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

CLOSED LISTINGS ANALYSIS

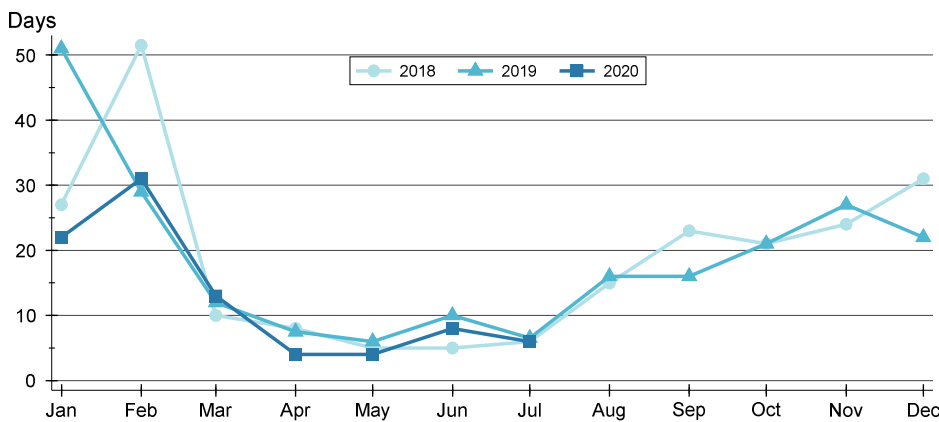
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 8/8/2020**

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	28
August	28	30	41
September	41	39	37
October	37	42	47
November	45	57	47
December	47	47	47

MEDIAN DOM >>

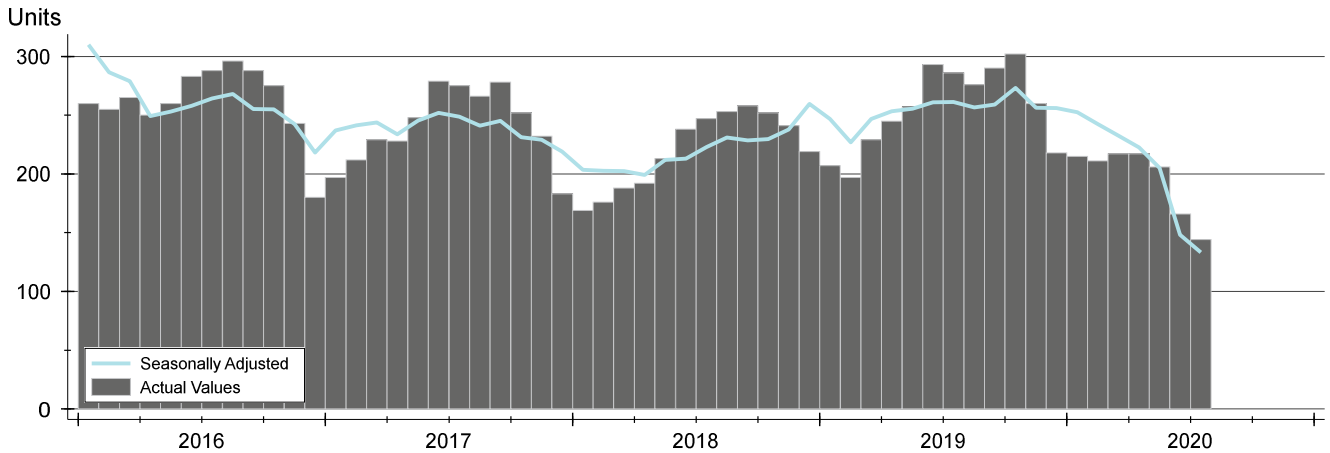


Month	2018	2019	2020
January	27	51	22
February	52	29	31
March	10	12	13
April	8	8	4
May	5	6	4
June	5	10	8
July	6	7	6
August	15	16	23
September	23	16	21
October	21	21	24
November	24	27	22
December	31	22	22

ACTIVE LISTINGS ANALYSIS

HISTORY >>

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



SUMMARY >>

Summary Statistics for Active Listings		End of July		
		2020	2019	Change
Active Listings		144	286	-49.7%
Months' Supply		1.4	3.1	-55.1%
Volume (1,000s)		51,798	87,712	-40.9%
Average	List Price	359,709	306,684	17.3%
	Days on Market	80	74	8.1%
	Percent of Original	98.1%	97.5%	0.6%
Median	List Price	299,900	269,900	11.1%
	Days on Market	46	51	-9.8%
	Percent of Original	100.0%	100.0%	0.0%

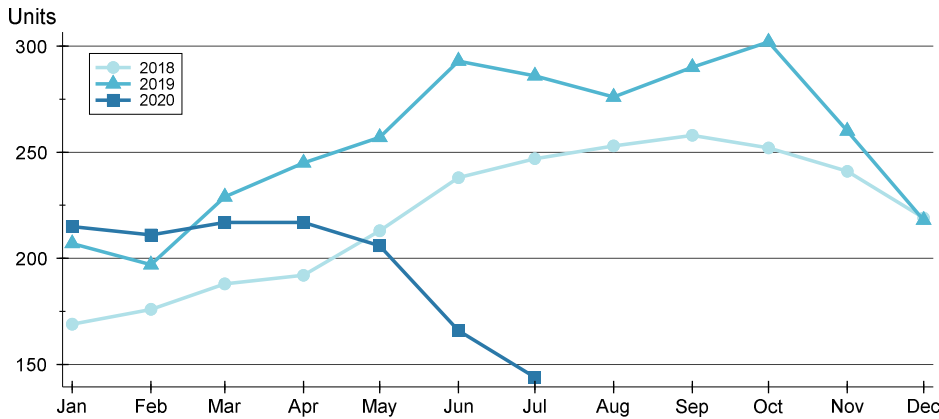
A total of 144 homes were available for sale in the City of Lawrence at the end of July. This represents a 1.4 months' supply of active listings.

The median list price of homes on the market at the end of July was \$299,900, up 11.1% from 2019. The typical time on market for active listings was 46 days, down from 51 days a year earlier.

ACTIVE LISTINGS ANALYSIS

BY MONTH >>

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



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	166
July	247	286	144
August	253	276	
September	258	290	
October	252	302	
November	241	260	
December	219	218	

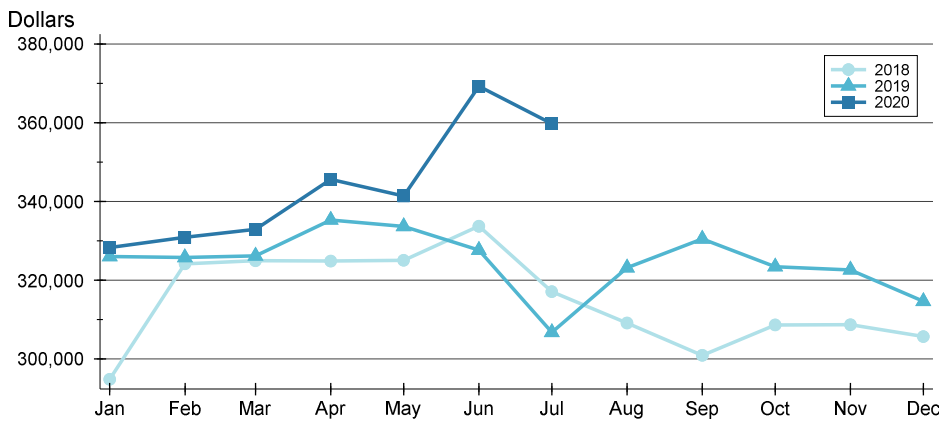
BY PRICE RANGE >>

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	4	2.8%	6	N/A	1,398	1,248	12	12	98.1%	96.2%
\$50,000-\$99,999	5	3.5%	425	1.7	85,004	85,400	52	18	94.2%	100.0%
\$100,000-\$149,999	15	10.4%	1,928	1.1	128,500	129,900	77	46	96.2%	100.0%
\$150,000-\$199,999	14	9.7%	2,449	0.4	174,895	173,400	31	21	98.9%	100.0%
\$200,000-\$249,999	13	9.0%	2,890	0.4	222,300	219,900	118	67	98.0%	99.0%
\$250,000-\$299,999	22	15.3%	5,996	1.0	272,550	269,950	42	30	98.2%	100.0%
\$300,000-\$349,999	14	9.7%	4,606	0.7	328,988	327,900	70	69	98.8%	100.0%
\$350,000-\$399,999	10	6.9%	3,793	0.6	379,330	382,400	93	93	99.4%	100.0%
\$400,000-\$449,999	9	6.3%	3,824	0.8	424,833	425,000	106	41	100.2%	100.0%
\$450,000-\$499,999	9	6.3%	4,359	1.8	484,278	484,900	98	22	100.9%	100.0%
\$500,000-\$599,999	10	6.9%	5,638	2.0	563,840	572,450	112	62	97.1%	97.8%
\$600,000-\$749,999	10	6.9%	6,638	5.0	663,820	649,950	120	98	94.4%	99.6%
\$750,000-\$999,999	5	3.5%	4,263	2.5	852,540	819,900	123	141	100.4%	100.0%
\$1,000,000 and up	4	2.8%	4,985	N/A	1,246,250	1,250,000	143	110	100.0%	100.0%
All price ranges	144	100.0%	51,798	0.9	359,709	299,900	80	46	98.1%	100.0%

ACTIVE LISTINGS ANALYSIS

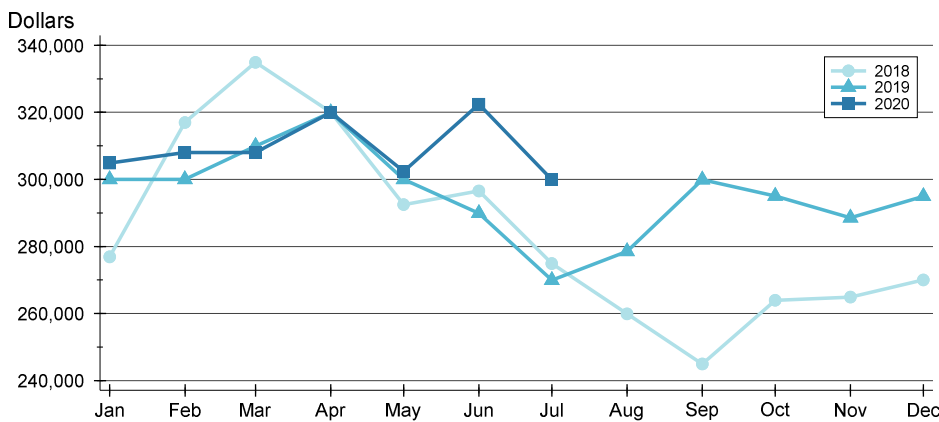
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 8/8/2020**

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	369,250
July	317,060	306,684	359,709
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 >>

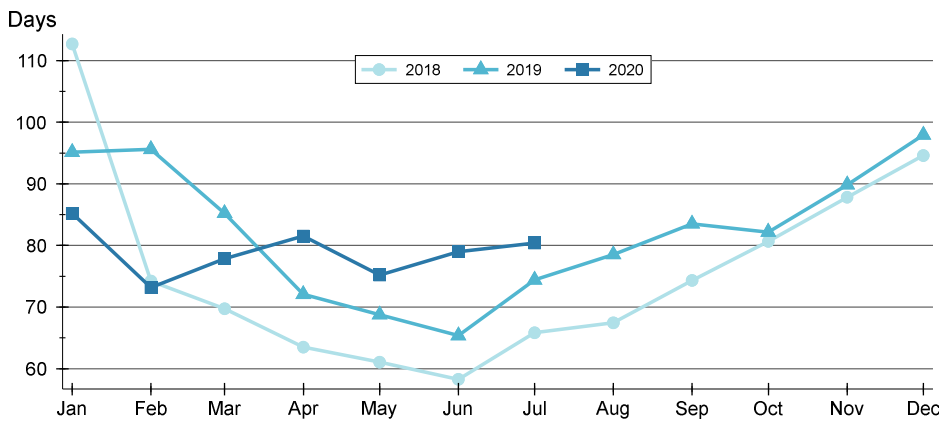


Month	2018	2019	2020
January	276,900	300,000	304,900
February	316,950	300,000	308,000
March	334,900	309,900	308,000
April	320,000	319,900	319,900
May	292,500	300,000	302,350
June	296,543	289,900	322,450
July	274,900	269,900	299,900
August	259,900	278,500	278,500
September	244,950	299,900	299,900
October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

ACTIVE LISTINGS ANALYSIS

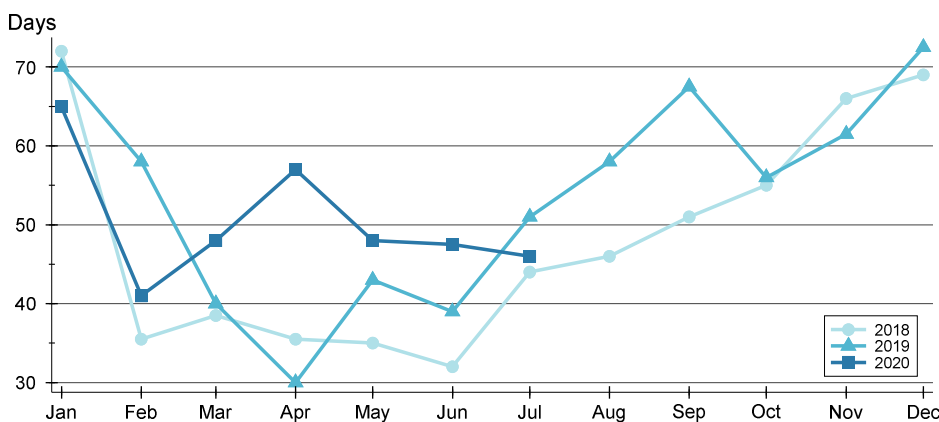
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 8/8/2020**

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	79
July	66	74	80
August	67	79	73
September	74	84	78
October	81	82	80
November	88	90	90
December	95	98	95

MEDIAN DOM >>

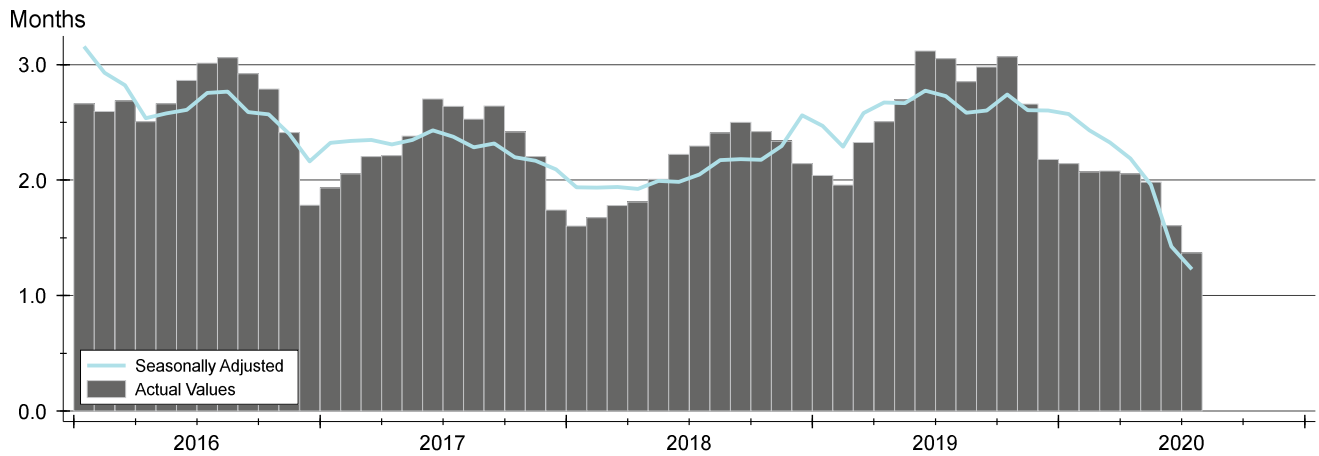


Month	2018	2019	2020
January	72	70	65
February	36	58	41
March	39	40	48
April	36	30	57
May	35	43	48
June	32	39	48
July	44	51	46
August	46	58	46
September	51	68	51
October	55	56	56
November	66	62	62
December	69	73	73

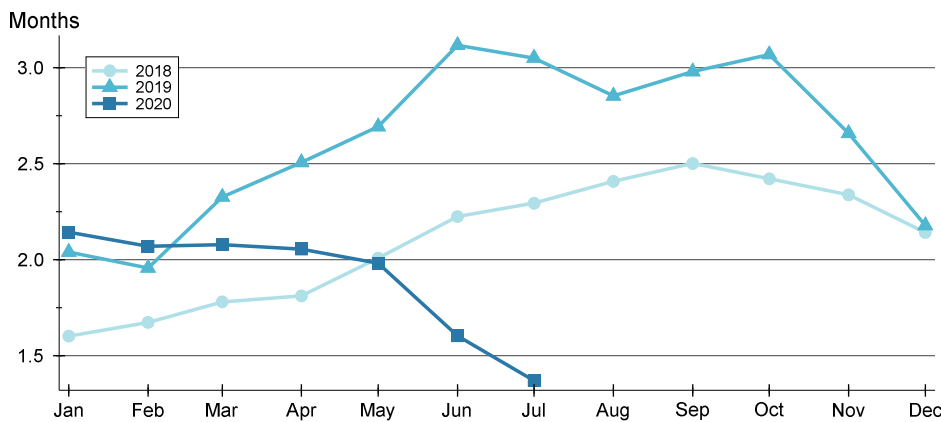
MONTHS' SUPPLY ANALYSIS

HISTORY >>

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



BY MONTH >>

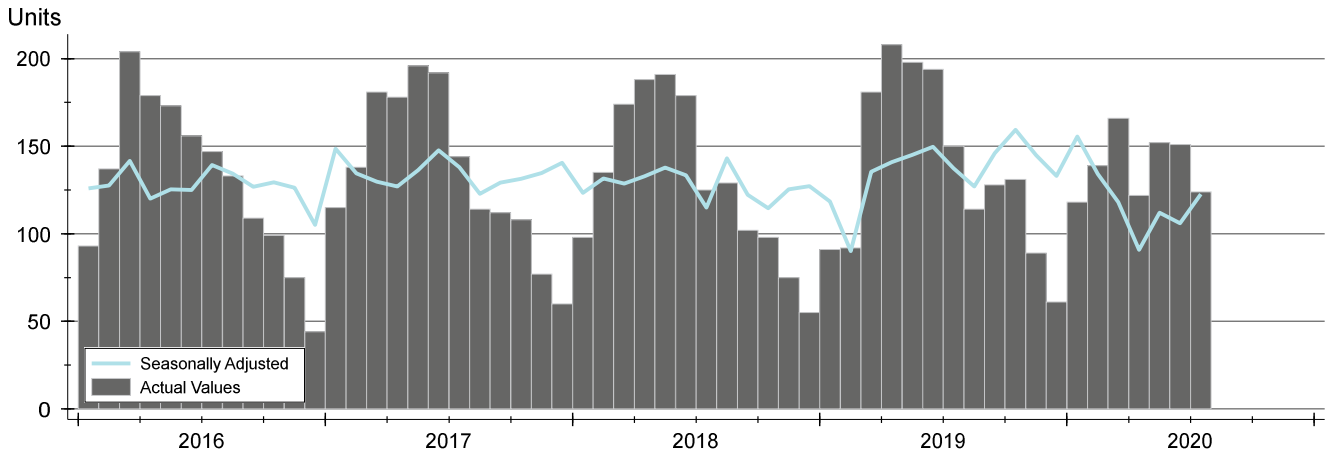


Month	2018	2019	2020
January	1.6	2.0	2.1
February	1.7	2.0	2.1
March	1.8	2.3	2.1
April	1.8	2.5	2.1
May	2.0	2.7	2.0
June	2.2	3.1	1.6
July	2.3	3.1	1.4
August	2.4	2.9	-
September	2.5	3.0	-
October	2.4	3.1	-
November	2.3	2.7	-
December	2.1	2.2	-

NEW LISTINGS ANALYSIS

HISTORY >>

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



SUMMARY >>

Summary Statistics for New Listings		July		
		2020	2019	Change
Current Month	New Listings	124	150	-17.3%
	Volume (1,000s)	32,256	31,038	3.9%
	Average List Price	260,131	206,920	25.7%
	Median List Price	242,450	186,250	30.2%
YTD	New Listings	972	1,114	-12.7%
	Volume (1,000s)	260,786	278,459	-6.3%
	Average List Price	268,299	249,963	7.3%
	Median List Price	239,900	219,900	9.1%

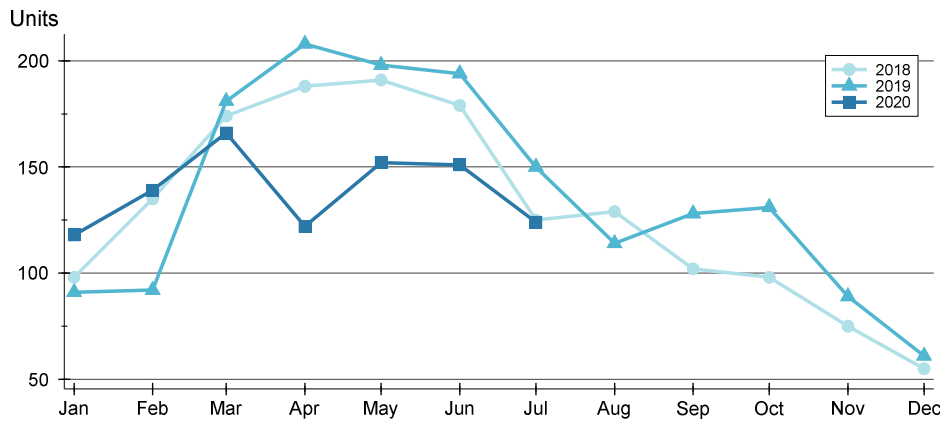
A total of 124 new listings were added in the City of Lawrence during July, down 17.3% from the same month in 2019. Year-to-date the City of Lawrence has seen 972 new listings.

The median list price of these homes was \$242,450 up from \$186,250 in 2019.

NEW LISTINGS ANALYSIS

BY MONTH >>

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



Month	2018	2019	2020
January	98	91	118
February	135	92	139
March	174	181	166
April	188	208	122
May	191	198	152
June	179	194	151
July	125	150	124
August	129	114	
September	102	128	
October	98	131	
November	75	89	
December	55	61	

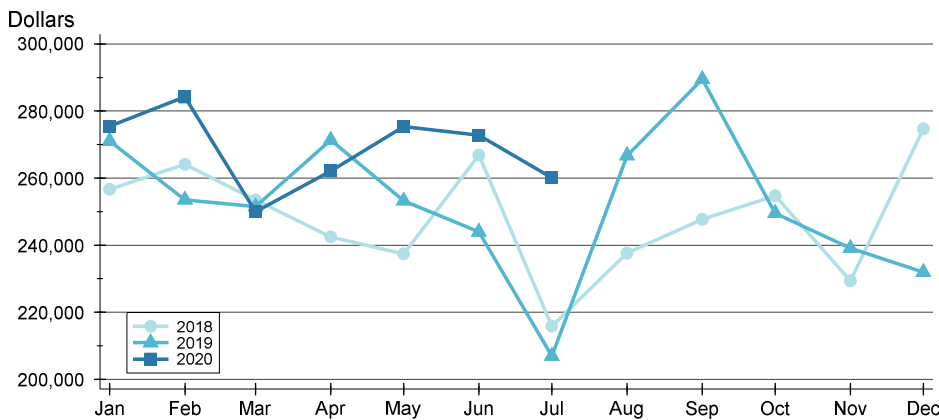
BY PRICE RANGE >>

Price Range	New Listings			List Price	
	Number	Percent	Volume	Average	Median
Below \$50,000	6	4.8%	9	1,582	1,598
\$50,000-\$99,999	4	3.2%	351	87,700	85,700
\$100,000-\$149,999	14	11.3%	1,874	133,850	134,950
\$150,000-\$199,999	25	20.2%	4,360	174,395	175,000
\$200,000-\$249,999	19	15.3%	4,397	231,429	234,900
\$250,000-\$299,999	20	16.1%	5,472	273,605	274,450
\$300,000-\$349,999	13	10.5%	4,225	324,969	327,500
\$350,000-\$399,999	7	5.6%	2,600	371,414	369,900
\$400,000-\$449,999	5	4.0%	2,129	425,780	425,000
\$450,000-\$499,999	5	4.0%	2,401	480,160	484,500
\$500,000-\$599,999	3	2.4%	1,665	554,900	549,900
\$600,000-\$749,999	1	0.8%	675	675,000	675,000
\$750,000-\$999,999	1	0.8%	999	999,000	999,000
\$1,000,000 and up	1	0.8%	1,100	1,100,000	1,100,000
All price ranges	124	100.0%	32,256	260,131	242,450

NEW LISTINGS ANALYSIS

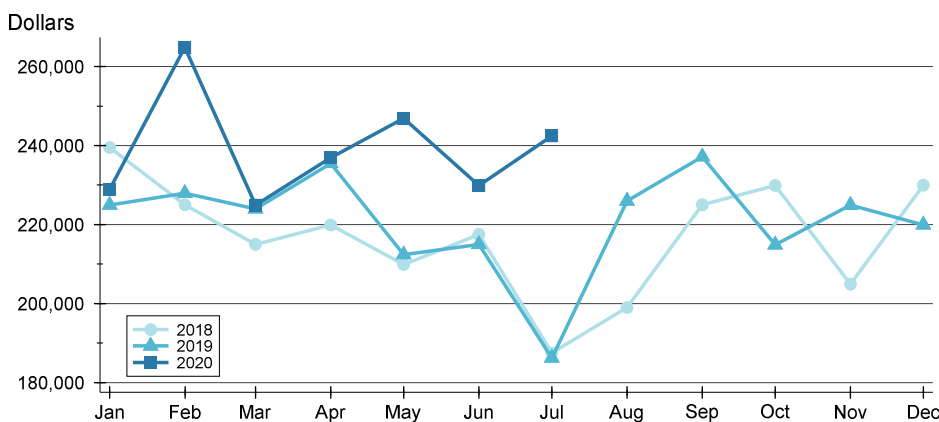
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 8/8/2020**

AVERAGE PRICE >>



Month	2018	2019	2020
January	256,668	271,062	275,445
February	264,103	253,519	284,190
March	253,478	251,491	249,995
April	242,476	271,345	262,125
May	237,400	253,236	275,396
June	266,894	243,938	272,760
July	215,828	206,920	260,131
August	237,622	266,719	-
September	247,709	289,474	-
October	254,742	249,527	-
November	229,374	239,118	-
December	274,702	231,896	-

MEDIAN PRICE >>

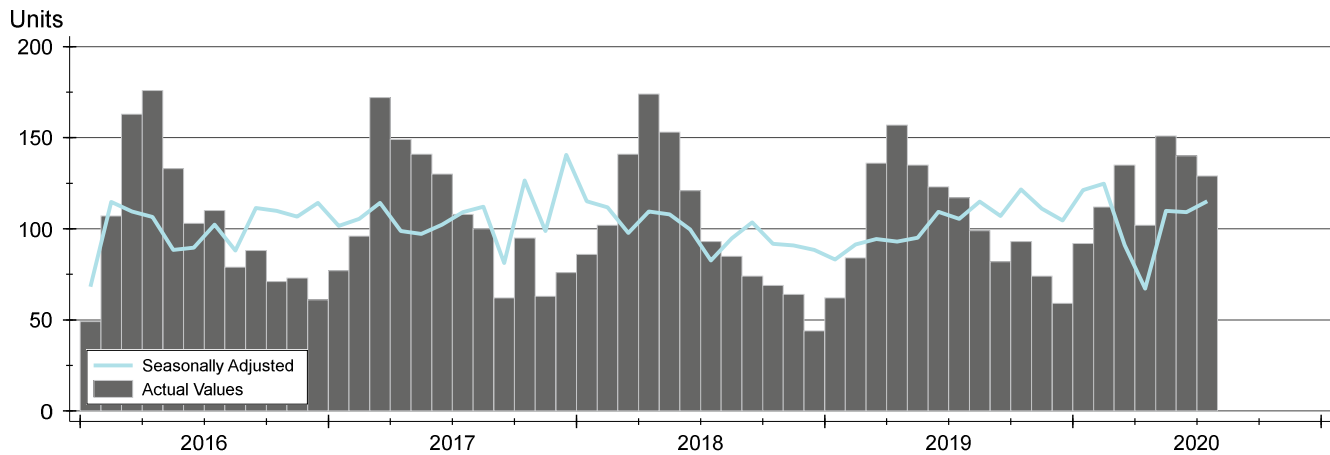


Month	2018	2019	2020
January	239,500	224,950	228,950
February	225,000	227,950	264,900
March	215,000	224,000	224,950
April	219,900	235,500	236,950
May	209,900	212,400	246,900
June	217,500	215,000	229,900
July	187,500	186,250	242,450
August	199,000	226,000	-
September	225,000	237,200	-
October	229,900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

CONTRACTS WRITTEN ANALYSIS

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

HISTORY >>



SUMMARY >>

Summary Statistics		July			Year-to-Date		
for Contracts Written		2020	2019	Change	2020	2019	Change
Closed Listings		129	117	10.3%	861	814	5.8%
Volume (1,000s)		36,177	29,428	22.9%	225,079	200,238	12.4%
Average	Sale Price	280,443	251,518	11.5%	261,415	245,992	6.3%
	Days on Market	30	28	7.3%	33	32	3.9%
	Percent of Original	98.8%	97.6%	1.2%	98.5%	98.0%	0.5%
Median	Sale Price	255,000	232,400	9.7%	235,000	215,000	9.3%
	Days on Market	7	11	-36.4%	6	10	-40.0%
	Percent of Original	100.0%	98.1%	1.9%	100.0%	100.0%	0.0%

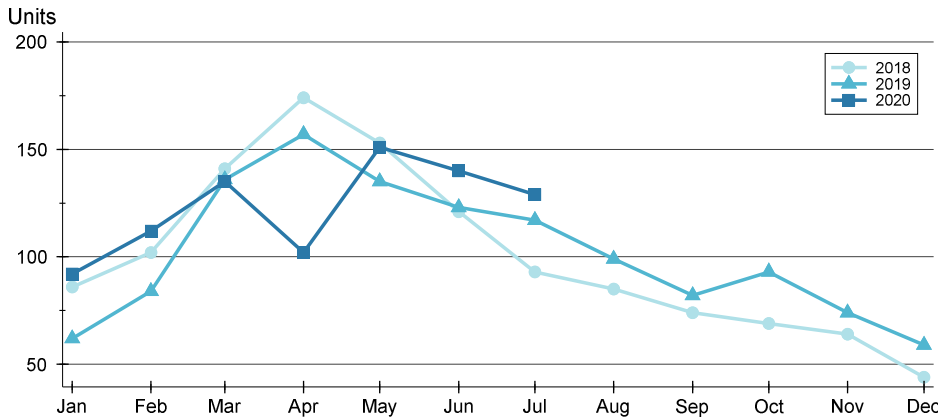
A total of 129 contracts for sale were written in the City of Lawrence during the month of July, up from 117 in 2019. The median list price of these homes was \$255,000, up from \$232,400 the prior year.

Half of the homes that went under contract in July were on the market less than 7 days, compared to 11 days in July 2019.

CONTRACTS WRITTEN ANALYSIS

BY MONTH >>

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



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	140
July	93	117	129
August	85	99	
September	74	82	
October	69	93	
November	64	74	
December	44	59	

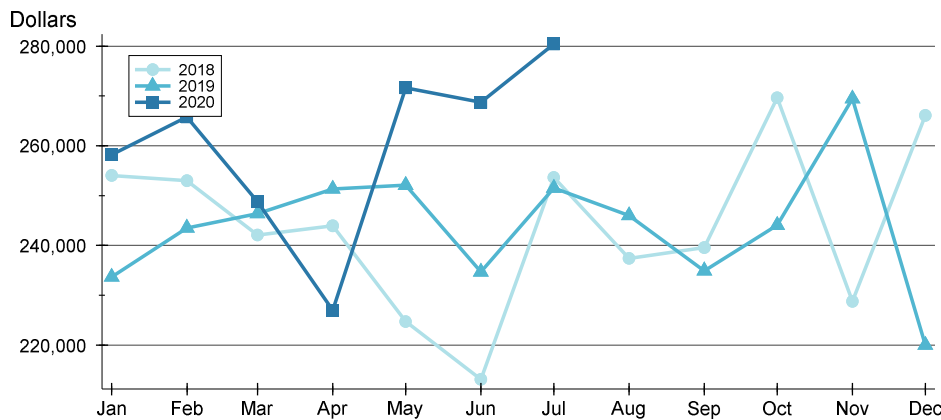
BY PRICE RANGE >>

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	4	3.1%	350	87,588	85,475	8	5	100.0%	100.0%
\$100,000-\$149,999	14	10.9%	1,889	134,907	134,900	12	3	99.6%	100.0%
\$150,000-\$199,999	23	17.8%	4,011	174,391	175,000	17	6	99.1%	100.0%
\$200,000-\$249,999	22	17.1%	5,051	229,570	232,400	14	4	98.5%	100.0%
\$250,000-\$299,999	23	17.8%	6,381	277,434	274,950	31	11	99.4%	100.0%
\$300,000-\$349,999	15	11.6%	4,898	326,507	327,500	28	13	99.4%	100.0%
\$350,000-\$399,999	9	7.0%	3,370	374,411	369,900	22	2	99.6%	100.0%
\$400,000-\$449,999	8	6.2%	3,406	425,763	422,450	156	86	93.1%	96.9%
\$450,000-\$499,999	4	3.1%	1,934	483,600	492,450	20	20	100.0%	100.0%
\$500,000-\$599,999	2	1.6%	1,149	574,450	574,450	24	24	100.0%	100.0%
\$600,000-\$749,999	3	2.3%	1,989	662,967	650,000	78	67	93.8%	92.9%
\$750,000-\$999,999	2	1.6%	1,750	875,000	875,000	38	38	99.4%	99.4%
\$1,000,000 and up	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
All price ranges	129	100.0%	36,177	280,443	255,000	30	7	98.8%	100.0%

CONTRACTS WRITTEN ANALYSIS

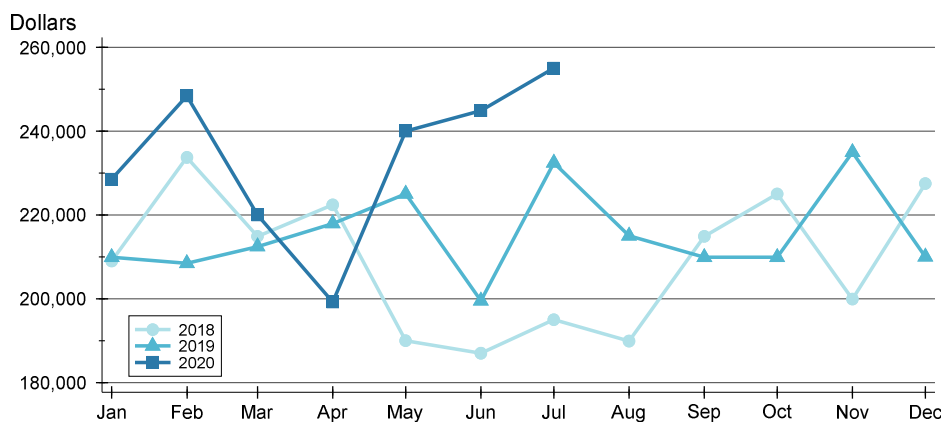
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 8/8/2020**

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	271,624
June	213,134	234,702	268,721
July	253,662	251,518	280,443
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 >>

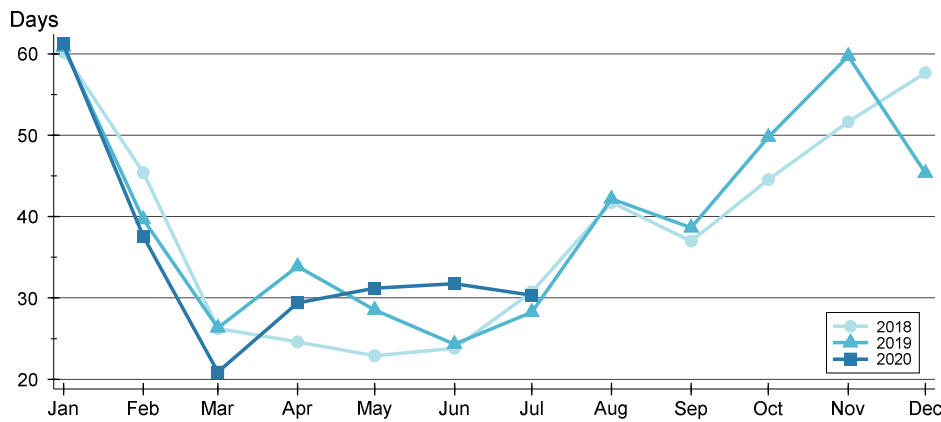


Month	2018	2019	2020
January	209,000	209,900	228,500
February	233,725	208,450	248,400
March	214,900	212,450	220,000
April	222,400	217,950	199,250
May	190,000	225,000	240,000
June	187,000	199,500	244,900
July	195,000	232,400	255,000
August	189,900	215,000	
September	214,900	209,900	
October	225,000	209,900	
November	199,925	234,950	
December	227,500	210,000	

CONTRACTS WRITTEN ANALYSIS

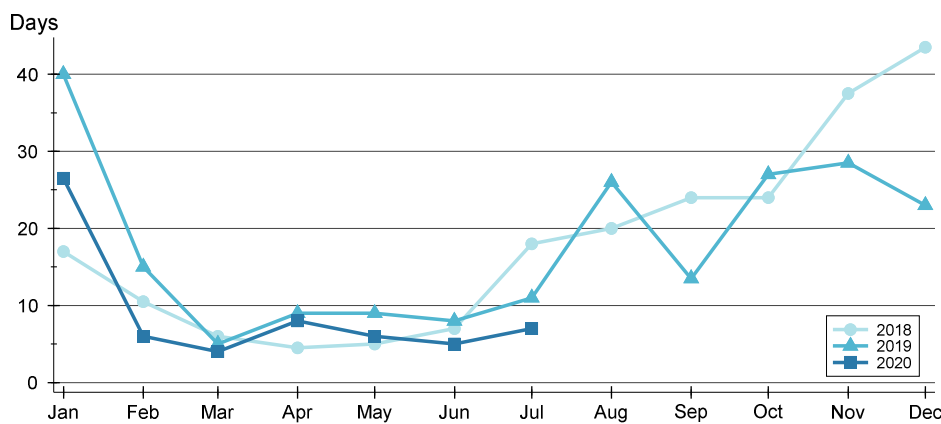
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 8/8/2020**

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	30
August	42	42	
September	37	39	
October	45	50	
November	52	60	
December	58	45	

MEDIAN DOM >>

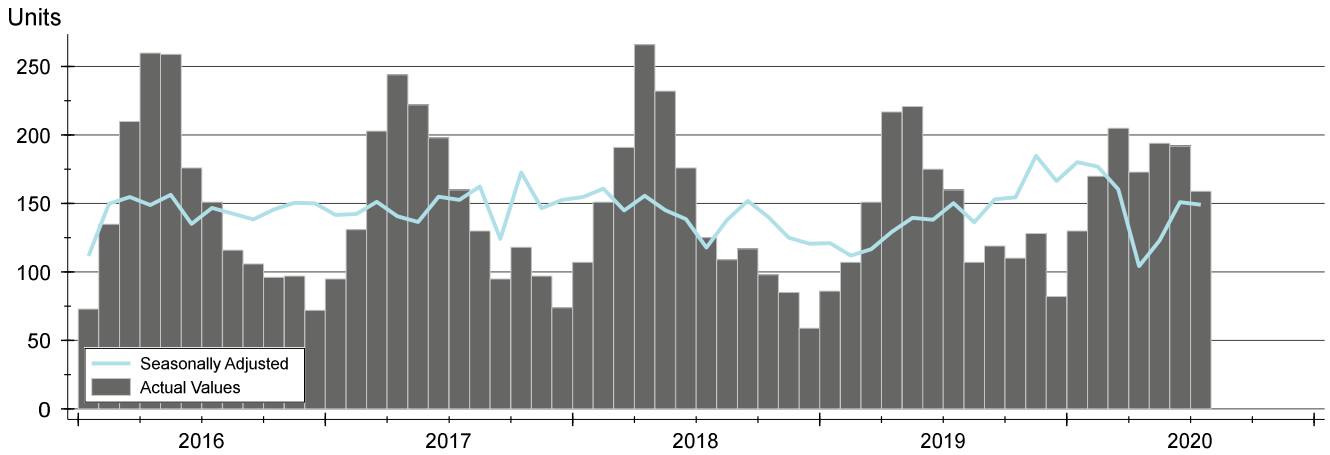


Month	2018	2019	2020
January	17	40	27
February	11	15	6
March	6	5	4
April	5	9	8
May	5	9	6
June	7	8	5
July	18	11	7
August	20	26	
September	24	14	
October	24	27	
November	38	29	
December	44	23	

PENDING CONTRACTS ANALYSIS

HISTORY >>

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



SUMMARY >>

Summary Statistics		End of July		
for Active Listings		2020	2019	Change
Active Listings		159	160	-0.6%
Volume (1,000s)		44,582	40,166	11.0%
Average	List Price	280,388	251,037	11.7%
	Days on Market	30	33	-9.5%
	Percent of Original	99.0%	98.4%	0.7%
Median	List Price	255,000	219,900	16.0%
	Days on Market	7	14	-50.0%
	Percent of Original	100.0%	100.0%	0.0%

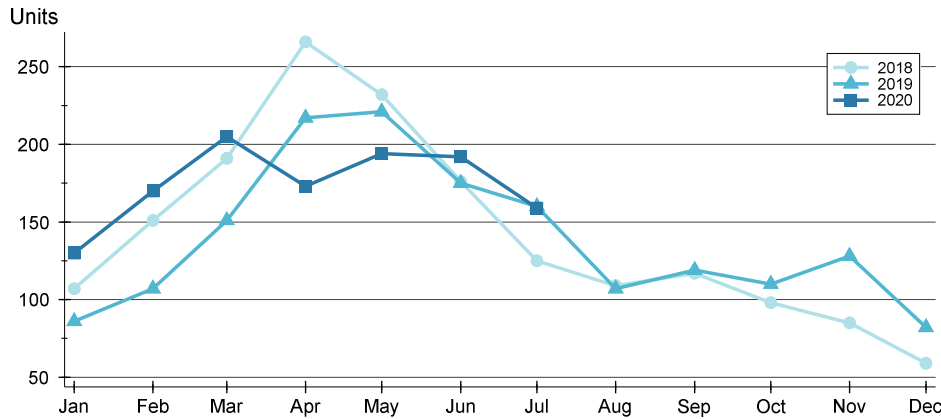
A total of 159 listings in the City of Lawrence had contracts pending at the end of July, down from 160 contracts pending at the end of July 2019.

Pending contracts reflect listings with a contract in place at the end of the month. In contrast, contracts written measure the number of listings put under contract during the month.

PENDING CONTRACTS ANALYSIS

BY MONTH >>

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



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	192
July	125	160	159
August	109	107	
September	117	119	
October	98	110	
November	85	128	
December	59	82	

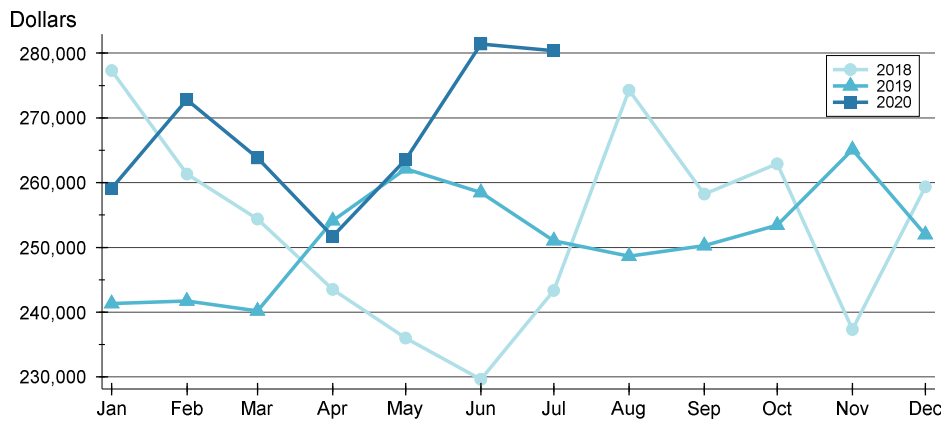
BY PRICE RANGE >>

Price Range	Contracts Written			List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median
Below \$50,000	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
\$50,000-\$99,999	4	2.5%	350	87,588	85,475	8	5	100.0%	100.0%
\$100,000-\$149,999	18	11.3%	2,417	134,303	134,900	16	3	98.5%	100.0%
\$150,000-\$199,999	26	16.4%	4,512	173,542	175,000	18	5	99.1%	100.0%
\$200,000-\$249,999	30	18.9%	6,916	230,532	234,400	13	4	99.2%	100.0%
\$250,000-\$299,999	28	17.6%	7,731	276,101	274,925	34	10	99.7%	100.0%
\$300,000-\$349,999	16	10.1%	5,220	326,275	327,450	24	11	99.8%	100.0%
\$350,000-\$399,999	11	6.9%	4,075	370,418	360,000	30	3	99.6%	100.0%
\$400,000-\$449,999	11	6.9%	4,634	421,254	419,900	117	70	95.0%	100.0%
\$450,000-\$499,999	5	3.1%	2,429	485,880	495,000	38	30	98.9%	100.0%
\$500,000-\$599,999	6	3.8%	3,343	557,150	556,950	40	37	100.0%	100.0%
\$600,000-\$749,999	3	1.9%	1,979	659,633	650,000	48	51	99.5%	100.0%
\$750,000-\$999,999	1	0.6%	975	975,000	975,000	3	3	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	159	100.0%	44,582	280,388	255,000	30	7	99.0%	100.0%

PENDING CONTRACTS ANALYSIS

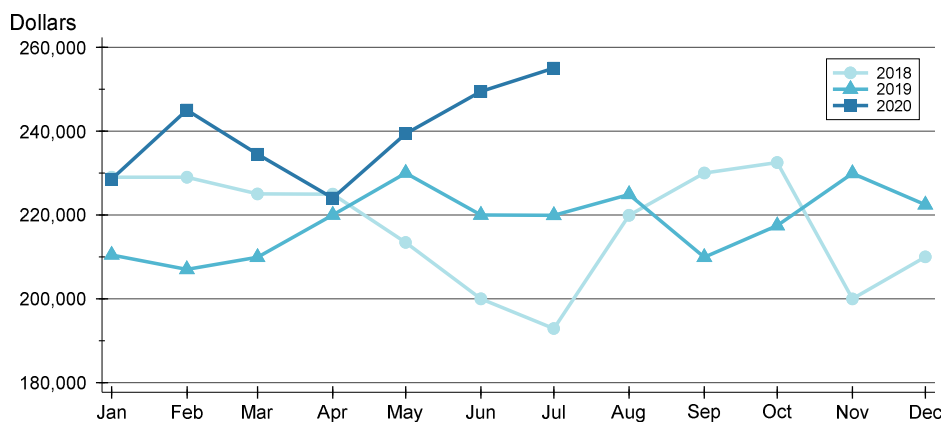
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 8/8/2020**

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	281,418
July	243,337	251,037	280,388
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 >>

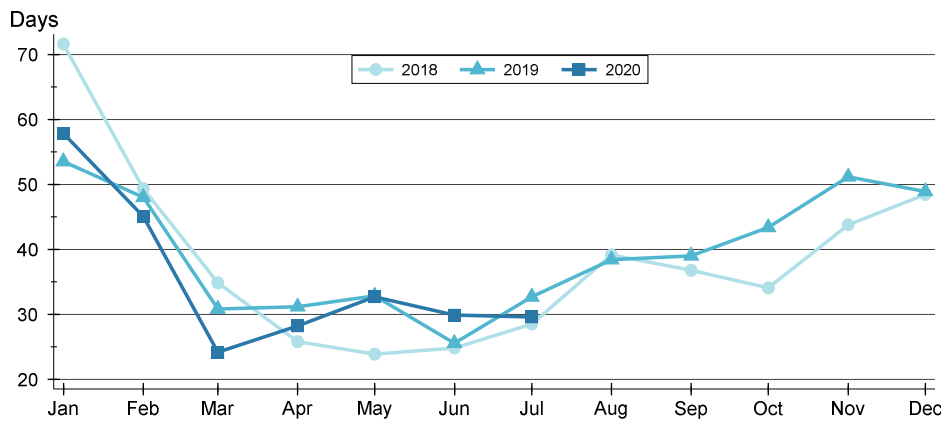


Month	2018	2019	2020
January	229,000	210,450	228,500
February	229,000	207,000	245,000
March	225,000	209,900	234,500
April	224,975	219,950	224,000
May	213,450	230,000	239,400
June	199,975	219,950	249,425
July	192,900	219,900	255,000
August	219,900	224,900	
September	230,000	209,900	
October	232,500	217,450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

PENDING CONTRACTS ANALYSIS

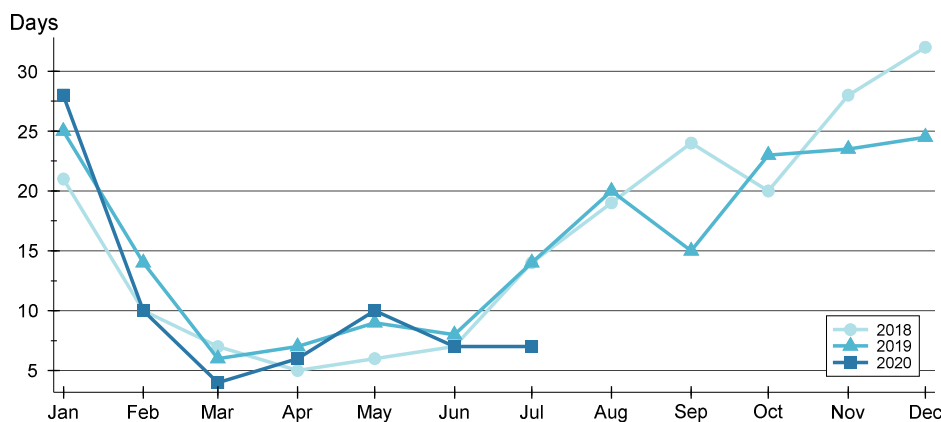
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 8/8/2020**

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	30
July	29	33	30
August	39	38	38
September	37	39	39
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	20
September	24	15	15
October	20	23	23
November	28	24	24
December	32	25	25