

MARKET OVERVIEW >>

Lawrence City Home Sales Fell in June

Total home sales in the City of Lawrence fell last month to 153 units, compared to 159 units in June 2019. Total sales volume was \$38.6 million, down from a year earlier.

The median sale price in June was \$238,500, up from \$228,000 a year earlier. Homes that sold in June were typically on the market for 8 days and sold for 100.0% of their list prices.

Lawrence City Active Listings Down at End of June

The total number of active listings in the City of Lawrence at the end of June was 166 units, down from 293 at the same point in 2019. This represents a 1.6 months' supply of homes available for sale. The median list price of homes on the market at the end of June was \$322,450.

During June, a total of 139 contracts were written up from 123 in June 2019. At the end of the month, there were 192 contracts pending, compared to 175 at the end of June 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		June		
Summary Statistics		2020	2019	Change
Home Sales		153	159	-3.8%
Active Listings		166	293	-43.3%
Months' Supply		1.6	3.1	-48.5%
New Listings		147	194	-24.2%
Contracts Written		139	123	13.0%
Pending Contracts		192	175	9.7%
Sales Volume (1,000s)		38,634	40,937	-5.6%
Average	Sale Price	252,512	257,468	-1.9%
	List Price of Actives	369,250	327,597	12.7%
	Days on Market	34	38	-10.9%
	Percent of List	99.9%	99.4%	0.6%
	Percent of Original	98.7%	98.4%	0.3%
Median	Sale Price	238,500	228,000	4.6%
	List Price of Actives	322,450	289,900	11.2%
	Days on Market	8	10	-20.0%
	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 7/8/2020**

June MLS Statistics		2020			2019			2018			
By Property Type		Total	Existing	New	Total	Existing	New	Total	Existing	New	
Home Sales		153	136	17	159	146	13	176	164	12	
	Change from prior year	-3.8%	-6.8%	30.8%	-9.7%	-11.0%	8.3%	6.7%	6.5%	9.1%	
Active Listings		166	126	40	293	241	52	238	201	37	
	Change from prior year	-43.3%	-47.7%	-23.1%	23.1%	19.9%	40.5%	-14.7%	-11.5%	-28.8%	
Months' Supply		1.6	1.3	4.3	3.1	2.9	5.4	2.2	2.1	3.6	
	Change from prior year	-48.5%	-53.1%	-20.3%	40.1%	37.3%	51.4%	-17.7%	-14.2%	-34.0%	
New Listings		147	134	13	194	182	12	179	171	8	
	Change from prior year	-24.2%	-26.4%	8.3%	8.4%	6.4%	50.0%	-6.8%	-5.5%	-27.3%	
Contracts Written		139	123	16	123	120	3	121	112	9	
	Change from prior year	13.0%	2.5%	433.3%	1.7%	7.1%	-66.7%	-6.9%	-9.7%	50.0%	
Pending Contracts		192	159	33	175	160	15	176	147	29	
	Change from prior year	9.7%	-0.6%	120.0%	-0.6%	8.8%	-48.3%	-11.1%	-18.3%	61.1%	
Sales Volume (1,000s)		38,634	33,102	5,532	40,937	36,169	4,768	40,694	36,589	4,105	
	Change from prior year	-5.6%	-8.5%	16.0%	0.6%	-1.1%	16.1%	15.5%	13.1%	41.5%	
Average	Sale Price	252,512	243,400	325,403	257,468	247,736	366,769	231,219	223,105	342,100	
		Change from prior year	-1.9%	-1.8%	-11.3%	11.4%	11.0%	7.2%	8.3%	6.2%	29.7%
	List Price of Actives	369,250	356,276	410,118	327,597	312,674	396,475	333,679	324,345	384,382	
		Change from prior year	12.7%	13.9%	3.4%	-1.8%	-3.6%	3.1%	1.3%	2.9%	-1.8%
	Days on Market	34	24	109	38	28	153	23	15	122	
		Change from prior year	-10.8%	-11.7%	-28.9%	66.9%	78.8%	25.7%	7.6%	-22.5%	224.9%
Percent of List		99.9%	99.9%	100.1%	99.4%	99.3%	100.2%	99.4%	99.3%	100.2%	
		Change from prior year	0.6%	0.6%	-0.1%	0.0%	0.0%	0.0%	-0.2%	-0.2%	-0.3%
	Percent of Original	98.7%	98.6%	99.3%	98.4%	98.2%	100.9%	98.8%	98.7%	100.8%	
	Change from prior year	0.3%	0.4%	-1.6%	-0.4%	-0.5%	0.1%	0.0%	0.0%	0.3%	
Median	Sale Price	238,500	223,700	345,000	228,000	219,000	384,900	203,450	196,750	345,000	
		Change from prior year	4.6%	2.1%	-10.4%	12.1%	11.3%	11.6%	8.9%	8.1%	38.1%
	List Price of Actives	322,450	295,000	369,900	289,900	275,000	359,950	296,543	282,500	354,900	
		Change from prior year	11.2%	7.3%	2.8%	-2.2%	-2.7%	1.4%	6.3%	15.4%	-5.3%
	Days on Market	8	7	61	10	9	140	5	5	63	
		Change from prior year	-20.0%	-27.8%	-56.4%	100.0%	100.0%	124.0%	-16.7%	-25.0%	123.2%
Percent of List	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	
	Change from prior year	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	
Percent of Original	100.0%	99.8%	100.0%	100.0%	99.8%	100.5%	100.0%	100.0%	100.0%	100.2%	
	Change from prior year	0.0%	-0.1%	-0.5%	0.0%	-0.2%	0.3%	0.0%	0.0%	0.2%	

YEAR-TO-DATE STATISTICS

SUMMARY >>

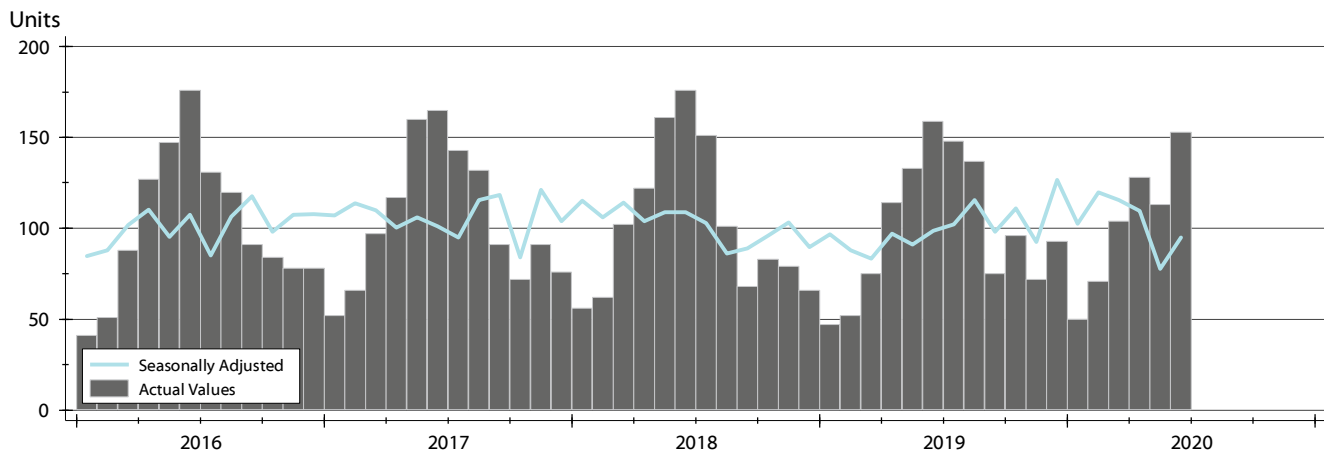
**YTD BREAKDOWNS BY HOME TYPE
CITY OF LAWRENCE
AS OF 7/8/2020**

Year-to-Date Activity		2020			2019			2018		
By Property Type		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		619	546	73	580	523	57	679	606	73
Change from prior year		6.7%	4.4%	28.1%	-14.6%	-13.7%	-21.9%	3.3%	1.8%	17.7%
New Listings		836	742	94	964	871	93	965	870	95
Change from prior year		-13.3%	-14.8%	1.1%	-0.1%	0.1%	-2.1%	-3.5%	-3.8%	-1.0%
Contracts Written		723	632	91	697	633	64	777	687	90
Change from prior year		3.7%	-0.2%	42.2%	-10.3%	-7.9%	-28.9%	1.6%	-2.4%	47.5%
Sales Volume (1,000s)		153,479	128,705	24,774	140,232	120,871	19,361	163,846	137,920	25,926
Change from prior year		9.4%	6.5%	28.0%	-14.4%	-12.4%	-25.3%	15.3%	12.3%	34.4%
Average	Sale Price	247,946	235,723	339,366	241,780	231,112	339,664	241,305	227,591	355,146
	Change from prior year	2.6%	2.0%	-0.1%	0.2%	1.5%	-4.4%	11.5%	10.2%	14.1%
	Days on Market	37	28	104	37	31	87	39	29	119
	Change from prior year	2.0%	-8.4%	18.7%	-6.1%	6.0%	-26.8%	-5.1%	-13.8%	9.5%
Percent of List		99.2%	99.1%	100.1%	99.1%	99.0%	100.0%	99.0%	98.9%	99.8%
	Change from prior year	0.1%	0.1%	0.0%	0.1%	0.1%	0.2%	0.1%	0.2%	-1.0%
Percent of Original		98.1%	97.9%	99.5%	98.2%	98.0%	100.0%	98.1%	98.0%	99.8%
	Change from prior year	-0.1%	-0.1%	-0.5%	0.0%	0.0%	0.2%	0.2%	0.4%	-1.3%
Median	Sale Price	228,000	215,000	324,000	212,750	199,900	348,500	210,000	196,750	345,000
	Change from prior year	7.2%	7.6%	-7.0%	1.3%	1.6%	1.0%	14.1%	10.8%	16.5%
	Days on Market	8	6	61	11	9	77	8	7	78
	Change from prior year	-23.8%	-33.3%	-20.8%	31.3%	28.6%	-1.3%	-27.3%	-30.0%	28.9%
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%	99.4%	100.0%	100.0%	99.7%	100.0%	100.0%	100.0%	100.0%
	Change from prior year	0.0%	-0.2%	0.0%	0.0%	-0.3%	0.0%	0.3%	1.1%	0.0%

CLOSED LISTINGS ANALYSIS

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 7/8/2020**

HISTORY >>



SUMMARY >>

Summary Statistics for Closed Listings		June			Year-to-Date		
		2020	2019	Change	2020	2019	Change
Closed Listings		153	159	-3.8%	619	580	6.7%
Volume (1,000s)		38,634	40,937	-5.6%	153,479	140,232	9.4%
Average	Sale Price	252,512	257,468	-1.9%	247,946	241,780	2.6%
	Days on Market	34	38	-10.8%	37	37	2.0%
	Percent of List	99.9%	99.4%	0.6%	99.2%	99.1%	0.1%
	Percent of Original	98.7%	98.4%	0.3%	98.1%	98.2%	-0.1%
Median	Sale Price	238,500	228,000	4.6%	228,000	212,750	7.2%
	Days on Market	8	10	-20.0%	8	11	-23.8%
	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%

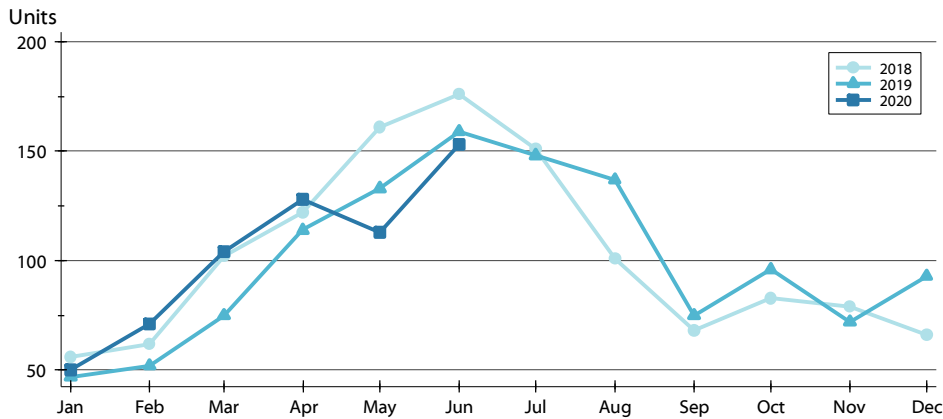
A total of 153 homes sold in the City of Lawrence in June, down from 159 units in June 2019. Total sales volume fell to \$38.6 million compared to \$40.9 million in the previous year.

The median sales price in June was \$238,500, up 4.6% compared to the prior year. Median days on market was 8 days, up from 4 days in May, but down from 10 in June 2019.

CLOSED LISTINGS ANALYSIS

BY MONTH >>

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 7/8/2020**



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	153
July	151	148	148
August	101	137	137
September	68	75	75
October	83	96	96
November	79	72	72
December	66	93	93

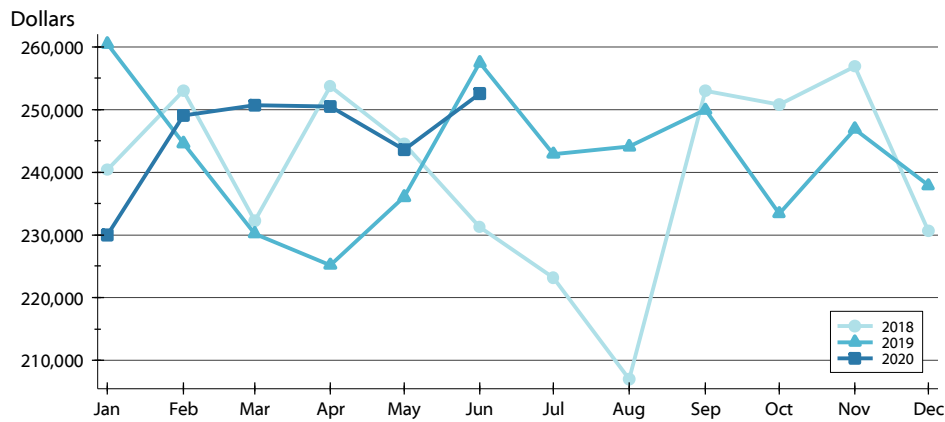
BY PRICE RANGE >>

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	7	4.6%	606	86,606	86,000	35	20	99.3%	100.0%	97.3%	98.6%
\$100,000-\$149,999	15	9.8%	1,925	128,327	127,500	25	14	97.9%	98.5%	96.5%	98.4%
\$150,000-\$199,999	35	22.9%	6,115	174,704	175,000	13	3	101.1%	100.3%	100.3%	100.3%
\$200,000-\$249,999	28	18.3%	6,315	225,529	226,750	12	4	101.4%	100.0%	100.2%	100.0%
\$250,000-\$299,999	25	16.3%	6,838	273,510	275,000	45	9	99.5%	100.0%	98.1%	98.3%
\$300,000-\$349,999	16	10.5%	5,248	328,022	326,500	52	10	99.8%	99.8%	99.2%	99.8%
\$350,000-\$399,999	11	7.2%	4,173	379,391	374,900	47	37	99.6%	100.0%	97.9%	100.0%
\$400,000-\$449,999	10	6.5%	4,186	418,640	415,950	96	92	98.6%	98.3%	96.7%	97.3%
\$450,000-\$499,999	2	1.3%	945	472,450	472,450	66	66	95.3%	95.3%	95.3%	95.3%
\$500,000-\$599,999	3	2.0%	1,638	546,000	550,000	66	87	97.8%	97.8%	95.3%	96.5%
\$600,000-\$749,999	1	0.7%	645	645,000	645,000	5	5	99.2%	99.2%	99.2%	99.2%
\$750,000-\$999,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
All price ranges	153	100.0%	38,634	252,512	238,500	34	8	99.9%	100.0%	98.7%	100.0%

CLOSED LISTINGS ANALYSIS

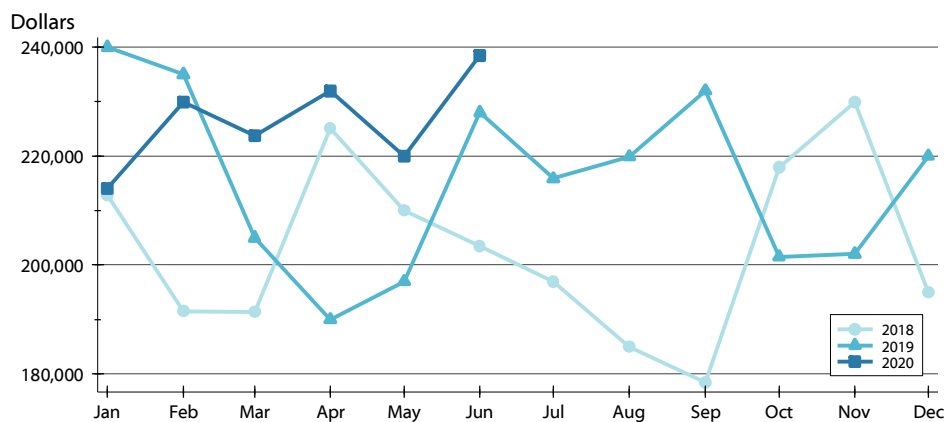
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 7/8/2020**

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	252,512
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 >>

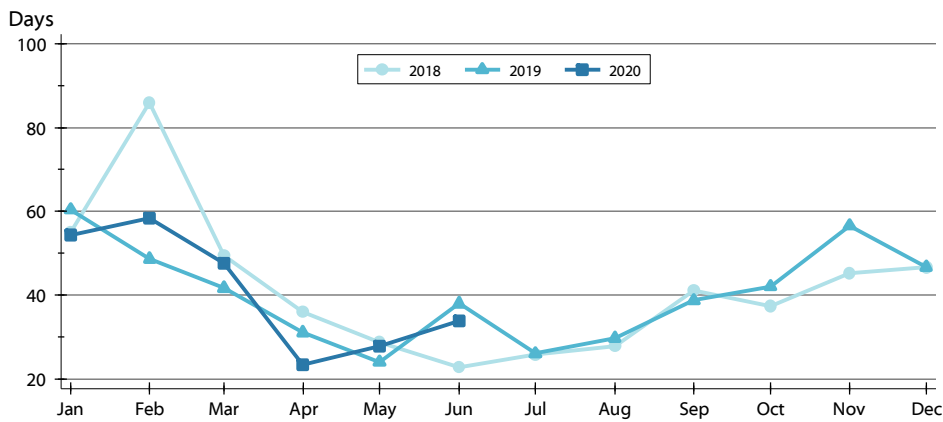


Month	2018	2019	2020
January	212,875	240,000	214,075
February	191,500	235,000	229,900
March	191,325	205,000	223,750
April	225,000	190,000	232,000
May	210,000	197,000	220,000
June	203,450	228,000	238,500
July	197,000	215,875	
August	185,000	219,900	
September	178,500	232,000	
October	218,000	201,500	
November	229,900	202,000	
December	194,950	220,000	

CLOSED LISTINGS ANALYSIS

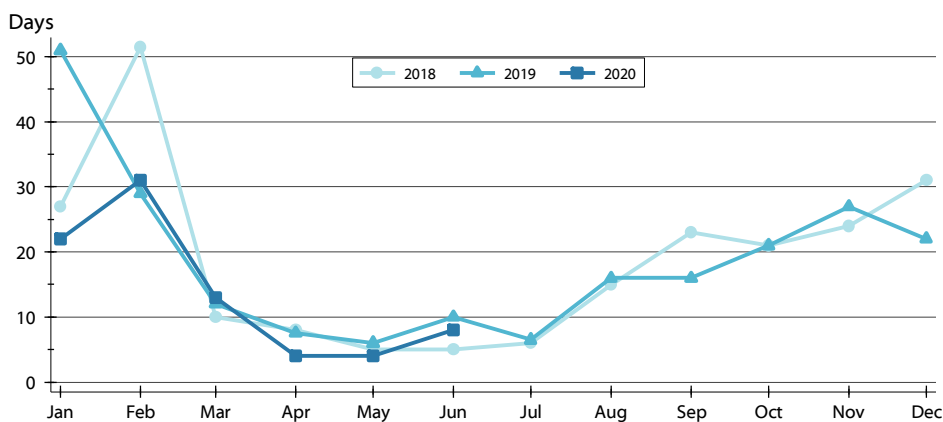
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 7/8/2020**

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	34
July	26	26	26
August	28	30	30
September	41	39	39
October	37	42	42
November	45	57	57
December	47	47	47

MEDIAN DOM

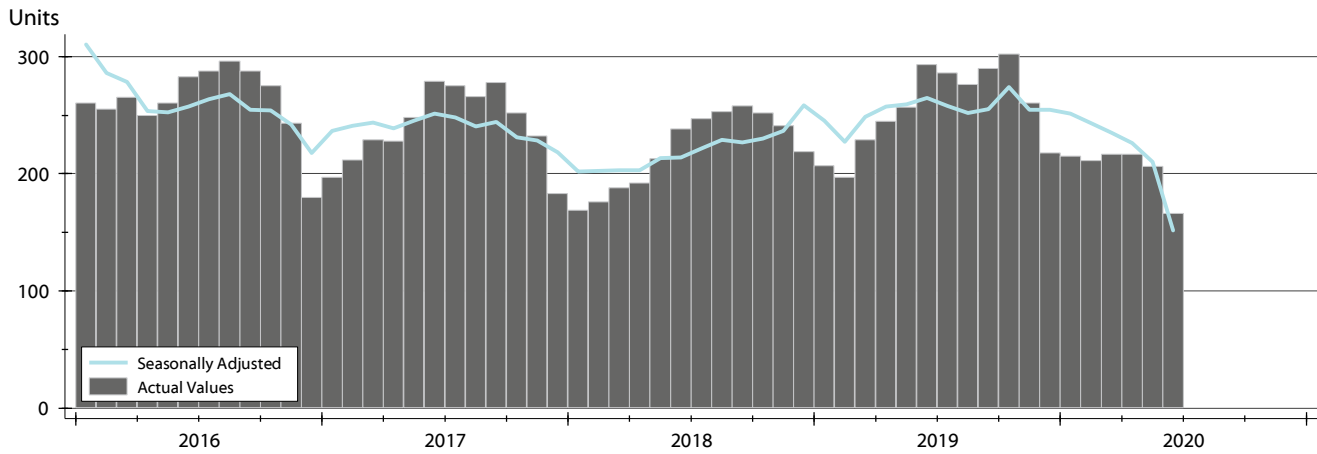


Month	2018	2019	2020
January	27	51	22
February	52	29	31
March	10	12	13
April	8	8	4
May	5	6	4
June	5	10	8
July	6	7	7
August	15	16	16
September	23	16	16
October	21	21	21
November	24	27	27
December	31	22	22

ACTIVE LISTINGS ANALYSIS

HISTORY >>

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 7/8/2020**



SUMMARY >>

Summary Statistics for Active Listings		End of June		
		2020	2019	Change
Active Listings		166	293	-43.3%
Months' Supply		1.6	3.1	-48.5%
Volume (1,000s)		61,295	95,986	-36.1%
Average	List Price	369,250	327,597	12.7%
	Days on Market	79	65	20.8%
	Percent of Original	98.2%	97.8%	0.4%
Median	List Price	322,450	289,900	11.2%
	Days on Market	48	39	21.8%
	Percent of Original	100.0%	100.0%	0.0%

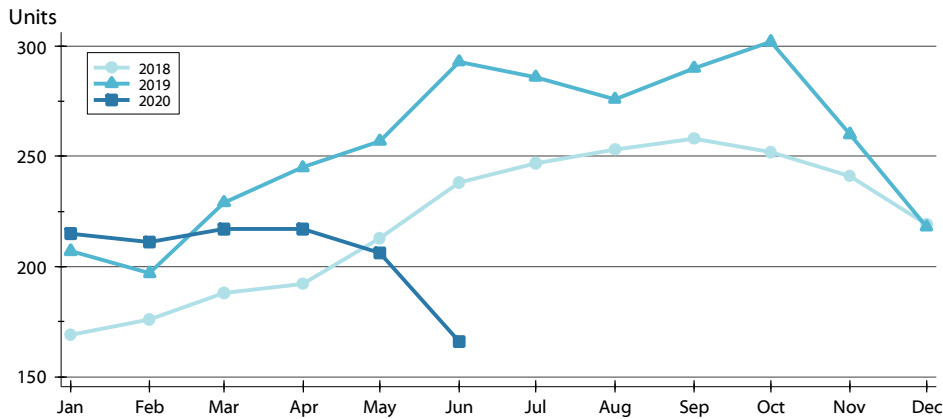
A total of 166 homes were available for sale in the City of Lawrence at the end of June. This represents a 1.6 months' supply of active listings.

The median list price of homes on the market at the end of June was \$322,450, up 11.2% from 2019. The typical time on market for active listings was 48 days, up from 39 days a year earlier.

ACTIVE LISTINGS ANALYSIS

BY MONTH >>

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 7/8/2020**



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	
August	253	276	
September	258	290	
October	252	302	
November	241	260	
December	219	218	

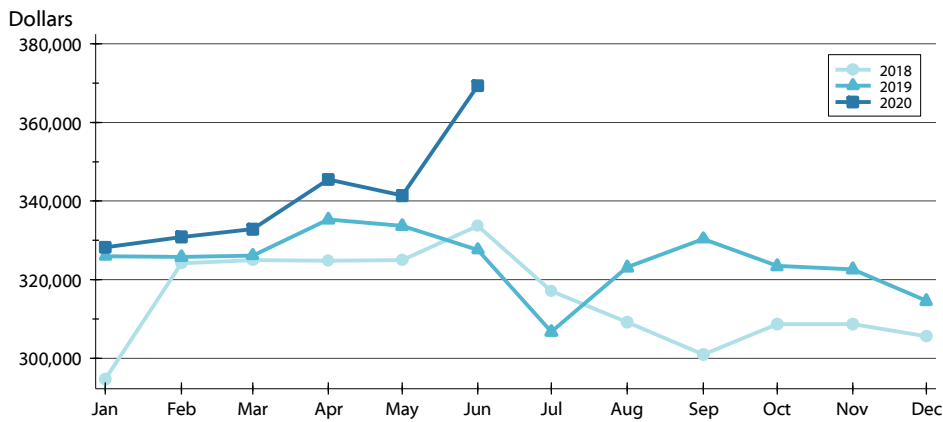
BY PRICE RANGE >>

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	2.4%	5	N/A	1,361	1,098	47	54	101.2%	100.0%
\$50,000-\$99,999	5	3.0%	425	0.7	84,914	84,950	53	22	94.2%	100.0%
\$100,000-\$149,999	15	9.0%	1,938	1.0	129,227	129,900	66	25	96.9%	100.0%
\$150,000-\$199,999	10	6.0%	1,727	0.3	172,730	171,900	48	25	97.5%	99.4%
\$200,000-\$249,999	17	10.2%	3,810	0.6	224,106	224,000	80	26	98.4%	100.0%
\$250,000-\$299,999	26	15.7%	7,130	1.0	274,226	274,725	44	38	98.9%	100.0%
\$300,000-\$349,999	18	10.8%	5,905	1.1	328,056	327,700	55	46	99.3%	100.0%
\$350,000-\$399,999	14	8.4%	5,262	1.3	375,893	374,450	80	68	99.1%	100.0%
\$400,000-\$449,999	15	9.0%	6,422	1.5	428,113	425,000	151	105	96.2%	98.8%
\$450,000-\$499,999	9	5.4%	4,361	4.5	484,500	495,000	96	58	101.2%	100.0%
\$500,000-\$599,999	11	6.6%	6,321	3.7	574,600	589,900	84	28	97.9%	100.0%
\$600,000-\$749,999	12	7.2%	8,117	12.0	676,425	665,000	98	67	96.0%	100.0%
\$750,000-\$999,999	6	3.6%	4,838	N/A	806,283	799,000	99	87	99.7%	100.0%
\$1,000,000 and up	4	2.4%	5,035	N/A	1,258,750	1,275,000	189	227	99.0%	100.0%
All price ranges	166	100.0%	61,295	1.1	369,250	322,450	79	48	98.2%	100.0%

ACTIVE LISTINGS ANALYSIS

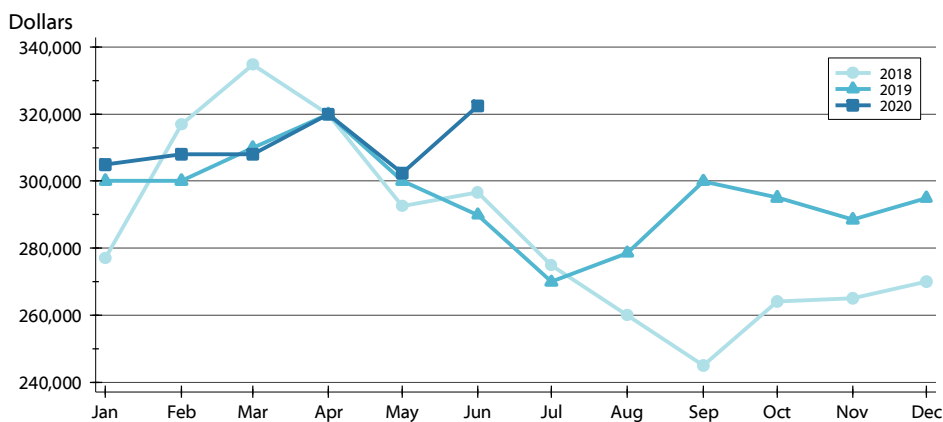
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 7/8/2020**

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	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

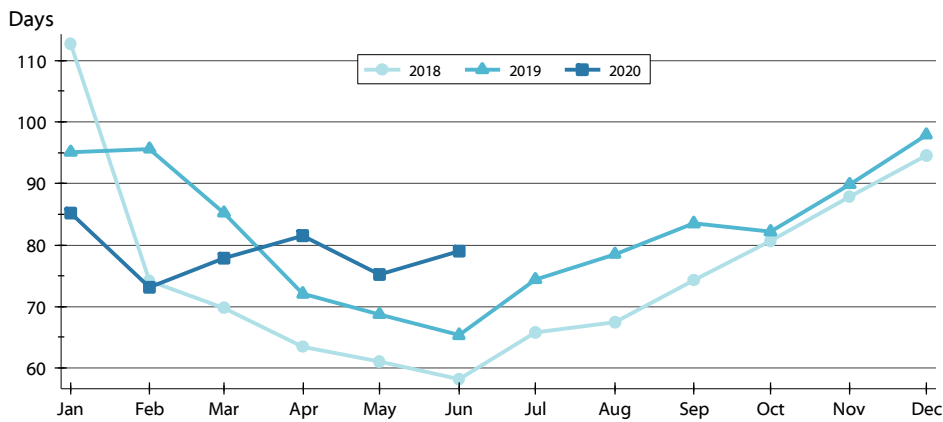


Month	2018	2019	2020
January	276,900	300,000	304,900
February	316,950	300,000	308,000
March	334,900	309,900	308,000
April	320,000	319,900	319,900
May	292,500	300,000	302,350
June	296,543	289,900	322,450
July	274,900	269,900	269,900
August	259,900	278,500	278,500
September	244,950	299,900	299,900
October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

ACTIVE LISTINGS ANALYSIS

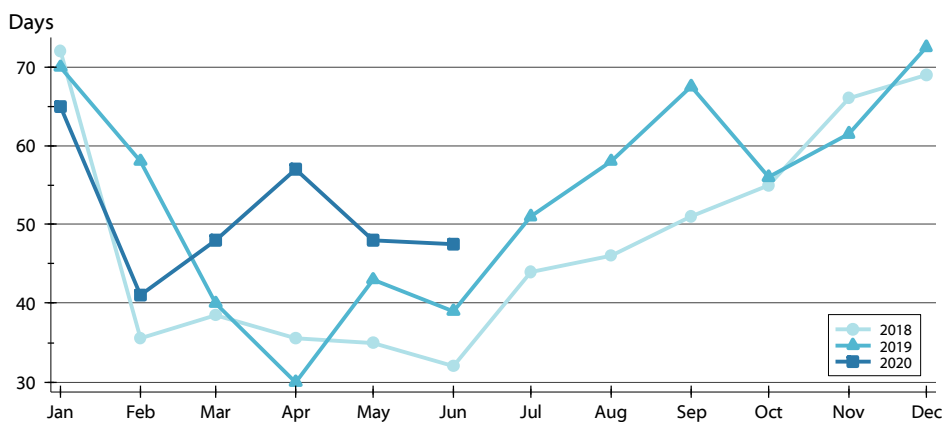
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 7/8/2020**

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	74
August	67	79	79
September	74	84	79
October	81	82	79
November	88	90	79
December	95	98	79

MEDIAN DOM >>

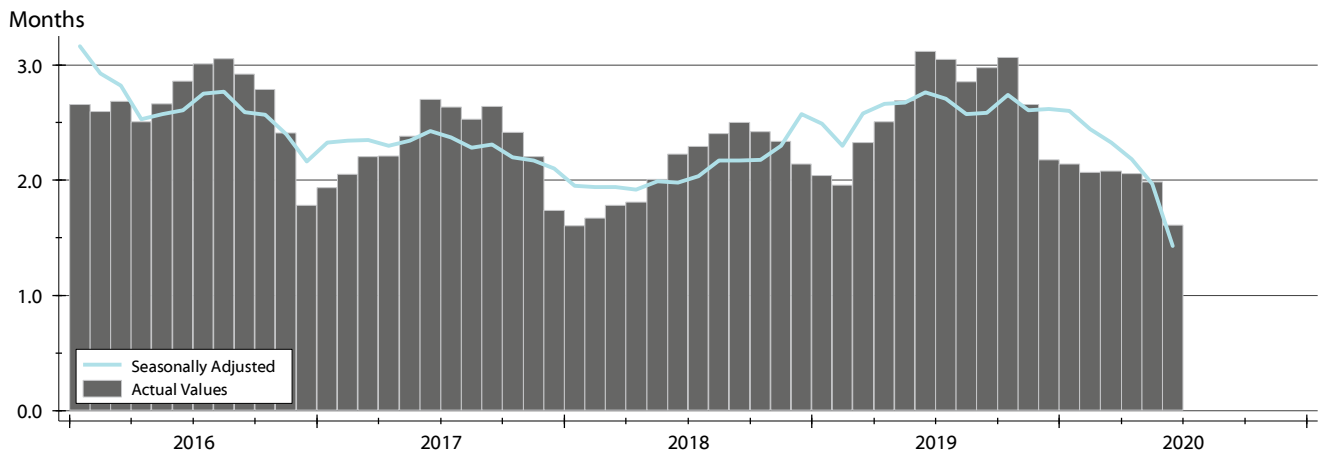


Month	2018	2019	2020
January	72	70	65
February	36	58	41
March	39	40	48
April	36	30	57
May	35	43	48
June	32	39	48
July	44	51	48
August	46	58	48
September	51	68	48
October	55	56	48
November	66	62	48
December	69	73	48

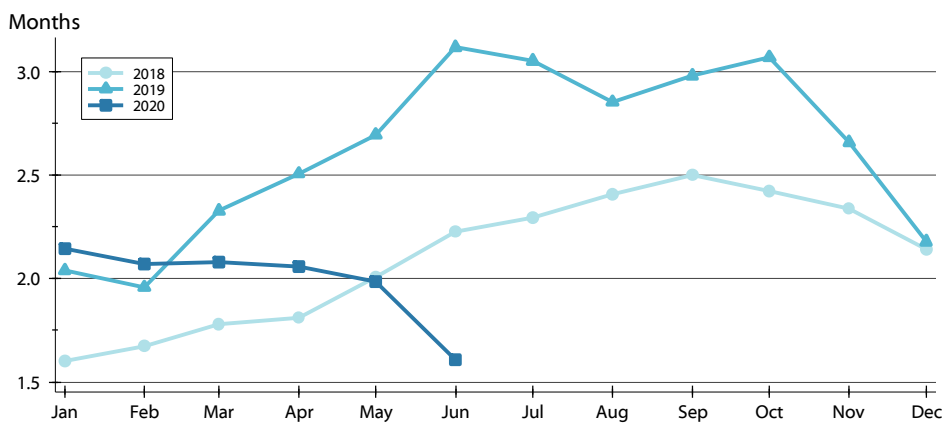
MONTHS' SUPPLY ANALYSIS

HISTORY >>

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 7/8/2020**



BY MONTH >>

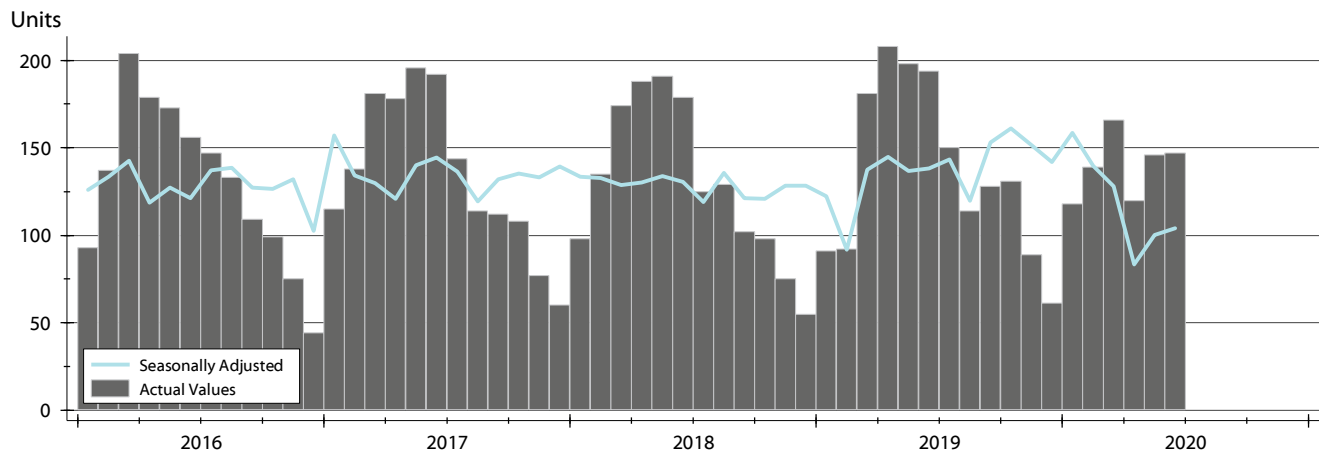


Month	2018	2019	2020
January	1.6	2.0	2.1
February	1.7	2.0	2.1
March	1.8	2.3	2.1
April	1.8	2.5	2.1
May	2.0	2.7	2.0
June	2.2	3.1	1.6
July	2.3	3.1	
August	2.4	2.9	
September	2.5	3.0	
October	2.4	3.1	
November	2.3	2.7	
December	2.1	2.2	

NEW LISTINGS ANALYSIS

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 7/8/2020**

HISTORY >>



SUMMARY >>

Summary Statistics for New Listings		June		
		2020	2019	Change
Current Month	New Listings	147	194	-24.2%
	Volume (1,000s)	39,611	47,324	-16.3%
	Average List Price	269,462	243,938	10.5%
	Median List Price	233,500	215,000	8.6%
YTD	New Listings	836	964	-13.3%
	Volume (1,000s)	224,819	247,427	-9.1%
	Average List Price	268,922	256,667	4.8%
	Median List Price	239,900	219,900	9.1%

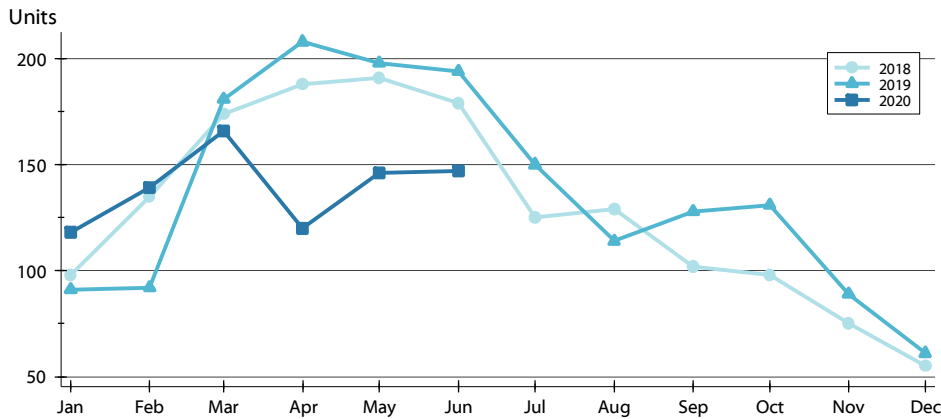
A total of 147 new listings were added in the City of Lawrence during June, down 24.2% from the same month in 2019. Year-to-date the City of Lawrence has seen 836 new listings.

The median list price of these homes was \$233,500 up from \$215,000 in 2019.

NEW LISTINGS ANALYSIS

BY MONTH >>

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 7/8/2020**



Month	2018	2019	2020
January	98	91	118
February	135	92	139
March	174	181	166
April	188	208	120
May	191	198	146
June	179	194	147
July	125	150	
August	129	114	
September	102	128	
October	98	131	
November	75	89	
December	55	61	

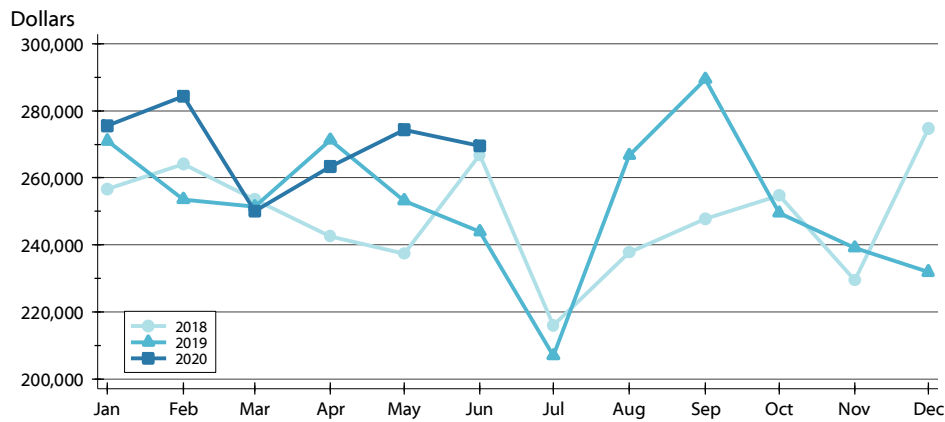
BY PRICE RANGE >>

Price Range	New Listings			List Price	
	Number	Percent	Volume	Average	Median
Below \$50,000	4	2.7%	3	775	675
\$50,000-\$99,999	3	2.0%	255	84,967	84,950
\$100,000-\$149,999	14	9.5%	1,797	128,321	128,950
\$150,000-\$199,999	38	25.9%	6,674	175,632	174,400
\$200,000-\$249,999	25	17.0%	5,690	227,620	224,900
\$250,000-\$299,999	23	15.6%	6,407	278,549	279,900
\$300,000-\$349,999	10	6.8%	3,298	329,750	329,250
\$350,000-\$399,999	7	4.8%	2,608	372,643	369,900
\$400,000-\$449,999	6	4.1%	2,509	418,199	419,863
\$450,000-\$499,999	6	4.1%	2,889	481,550	492,450
\$500,000-\$599,999	6	4.1%	3,497	582,817	582,450
\$600,000-\$749,999	3	2.0%	1,989	662,967	650,000
\$750,000-\$999,999	1	0.7%	995	995,000	995,000
\$1,000,000 and up	1	0.7%	1,000	1,000,000	1,000,000
All price ranges	147	100.0%	39,611	269,462	233,500

NEW LISTINGS ANALYSIS

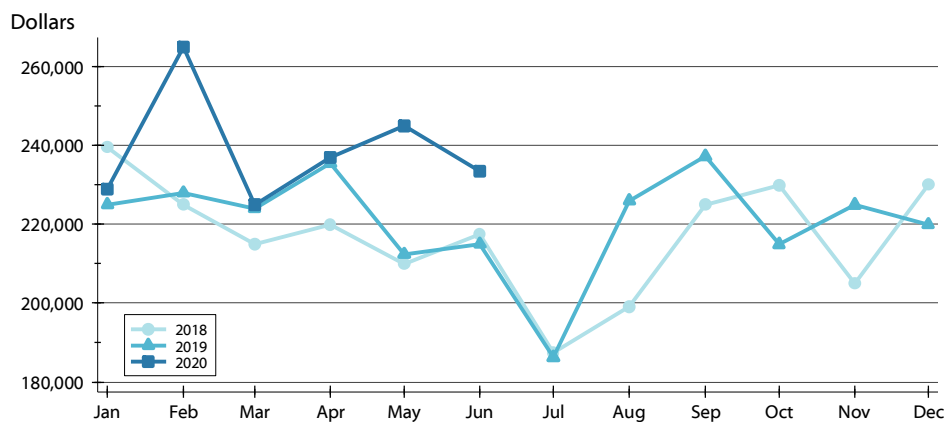
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 7/8/2020**

AVERAGE PRICE >>



Month	2018	2019	2020
January	256,668	271,062	275,568
February	264,103	253,519	284,413
March	253,478	251,491	250,055
April	242,476	271,345	263,267
May	237,400	253,236	274,359
June	266,894	243,938	269,462
July	215,828	206,920	218,000
August	237,622	266,719	268,000
September	247,709	289,474	290,000
October	254,742	249,527	250,000
November	229,374	239,118	230,000
December	274,702	231,896	232,000

MEDIAN PRICE >>

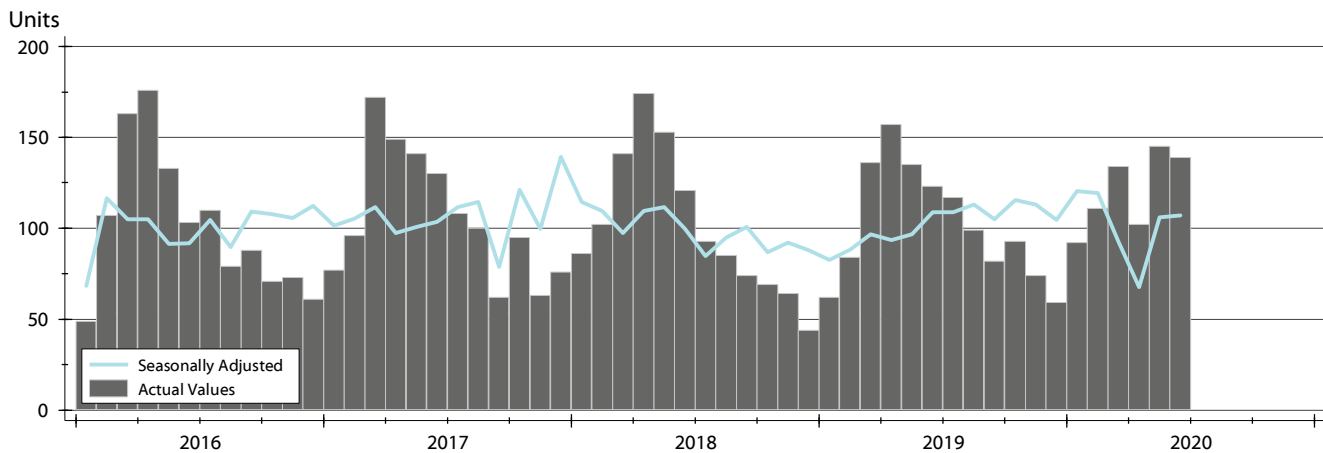


Month	2018	2019	2020
January	239,500	224,950	228,950
February	225,000	227,950	264,900
March	215,000	224,000	224,950
April	219,900	235,500	236,950
May	209,900	212,400	244,900
June	217,500	215,000	233,500
July	187,500	186,250	187,500
August	199,000	226,000	226,000
September	225,000	237,200	237,200
October	229,900	214,900	214,900
November	204,900	224,900	224,900
December	230,000	219,950	219,950

CONTRACTS WRITTEN ANALYSIS

CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 7/8/2020

HISTORY >>



SUMMARY >>

Summary Statistics		June			Year-to-Date		
for Contracts Written		2020	2019	Change	2020	2019	Change
Closed Listings		139	123	13.0%	723	697	3.7%
Volume (1,000s)		37,186	28,868	28.8%	186,019	170,815	8.9%
Average	Sale Price	267,523	234,702	14.0%	257,288	245,072	5.0%
	Days on Market	32	24	30.1%	34	33	4.5%
	Percent of Original	99.2%	97.5%	1.8%	98.4%	98.1%	0.3%
Median	Sale Price	244,900	199,500	22.8%	232,000	210,000	10.5%
	Days on Market	6	8	-25.0%	6	10	-40.0%
	Percent of Original	100.0%	99.2%	0.8%	100.0%	100.0%	0.0%

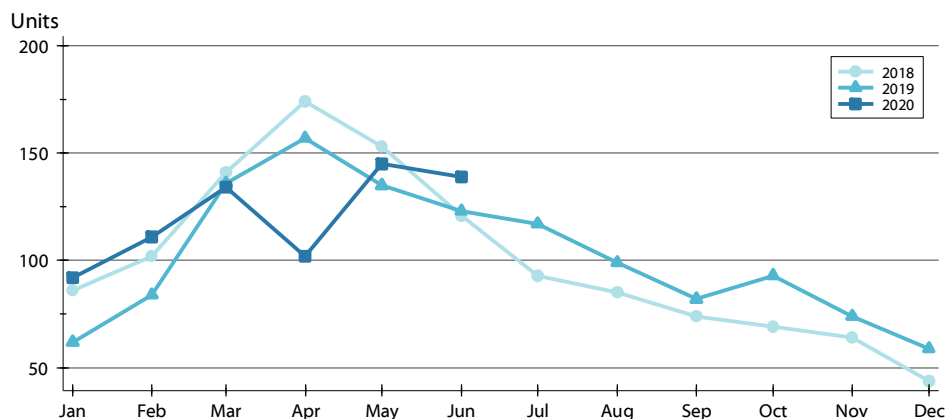
A total of 139 contracts for sale were written in the City of Lawrence during the month of June, up from 123 in 2019. The median list price of these homes was \$244,900, up from \$199,500 the prior year.

Half of the homes that went under contract in June were on the market less than 6 days, compared to 8 days in June 2019.

CONTRACTS WRITTEN ANALYSIS

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 7/8/2020**

BY MONTH >>



Month	2018	2019	2020
January	86	62	92
February	102	84	111
March	141	136	134
April	174	157	102
May	153	135	145
June	121	123	139
July	93	117	
August	85	99	
September	74	82	
October	69	93	
November	64	74	
December	44	59	

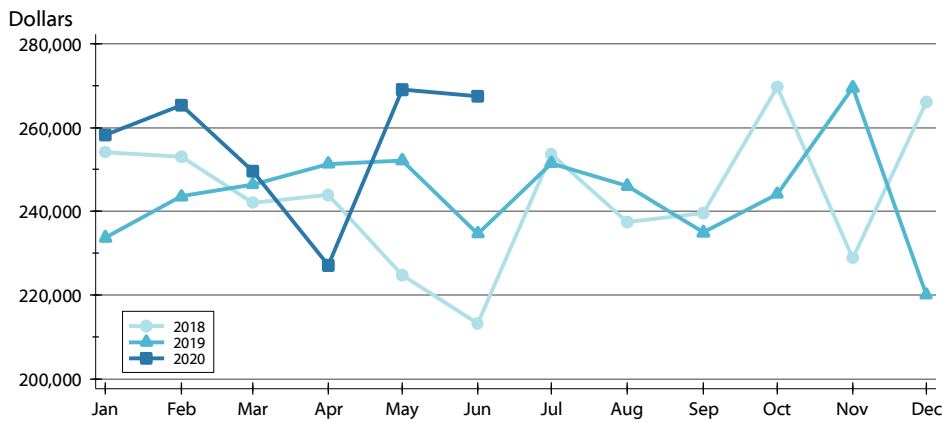
BY PRICE RANGE >>

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	4	2.9%	330	82,463	84,975	51	9	94.7%	99.3%
\$100,000-\$149,999	15	10.8%	1,987	132,487	134,900	14	4	99.1%	100.0%
\$150,000-\$199,999	35	25.2%	6,115	174,719	172,500	6	2	99.9%	100.0%
\$200,000-\$249,999	20	14.4%	4,566	228,325	222,400	17	3	99.1%	100.0%
\$250,000-\$299,999	29	20.9%	8,024	276,688	275,000	54	24	99.4%	100.0%
\$300,000-\$349,999	9	6.5%	3,002	333,567	329,900	22	13	99.5%	100.0%
\$350,000-\$399,999	4	2.9%	1,495	373,675	374,950	74	69	99.3%	100.0%
\$400,000-\$449,999	12	8.6%	5,058	421,500	420,000	59	23	98.2%	100.0%
\$450,000-\$499,999	3	2.2%	1,439	479,800	484,500	108	108	98.1%	100.0%
\$500,000-\$599,999	5	3.6%	2,784	556,760	564,000	51	51	99.3%	100.0%
\$600,000-\$749,999	1	0.7%	640	639,900	639,900	26	26	100.0%	100.0%
\$750,000-\$999,999	2	1.4%	1,745	872,500	872,500	33	33	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	139	100.0%	37,186	267,523	244,900	32	6	99.2%	100.0%

CONTRACTS WRITTEN ANALYSIS

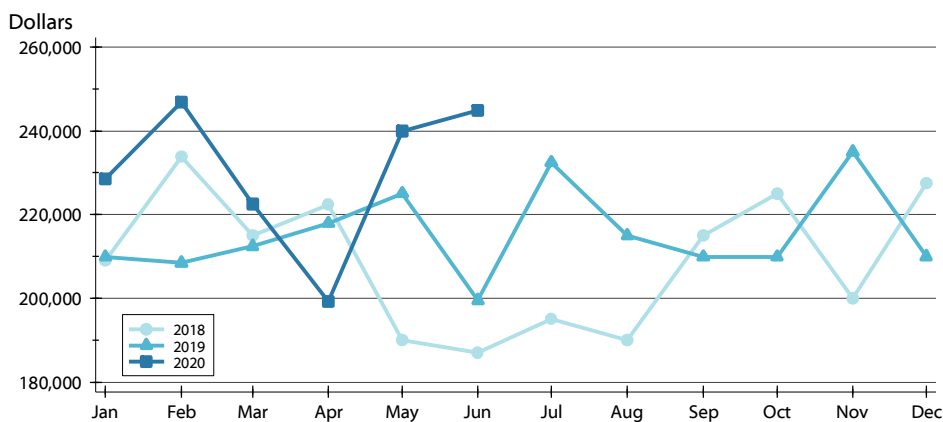
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 7/8/2020**

AVERAGE PRICE >>



Month	2018	2019	2020
January	254,060	233,686	258,187
February	253,006	243,524	265,414
March	242,107	246,402	249,631
April	243,951	251,351	227,017
May	224,719	252,072	269,058
June	213,134	234,702	267,523
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 >>

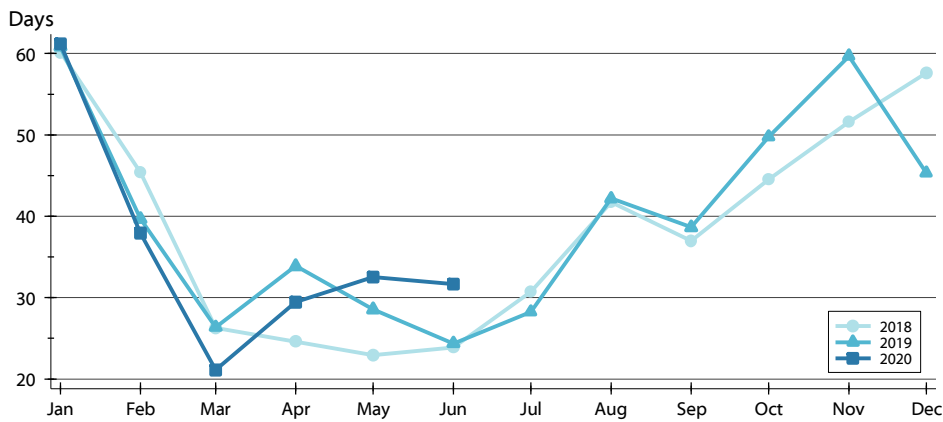


Month	2018	2019	2020
January	209,000	209,900	228,500
February	233,725	208,450	246,900
March	214,900	212,450	222,450
April	222,400	217,950	199,250
May	190,000	225,000	239,900
June	187,000	199,500	244,900
July	195,000	232,400	
August	189,900	215,000	
September	214,900	209,900	
October	225,000	209,900	
November	199,925	234,950	
December	227,500	210,000	

CONTRACTS WRITTEN ANALYSIS

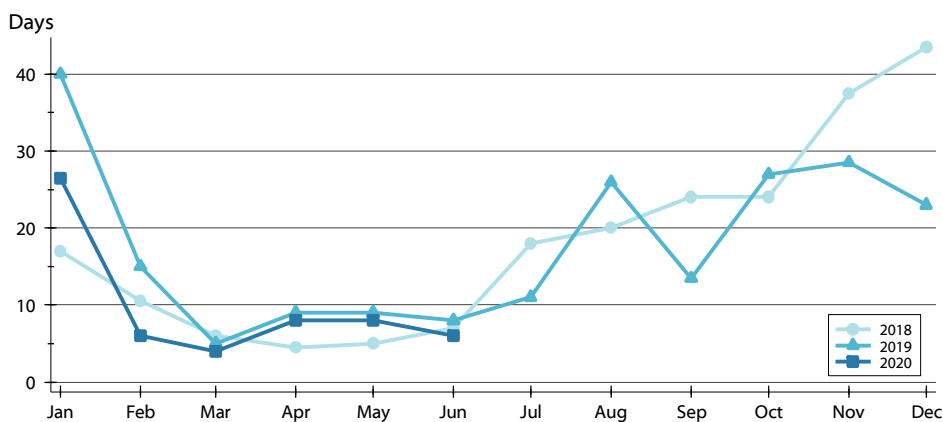
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 7/8/2020**

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	32
June	24	24	32
July	31	28	28
August	42	42	42
September	37	39	39
October	45	50	50
November	52	60	60
December	58	45	45

MEDIAN DOM >>

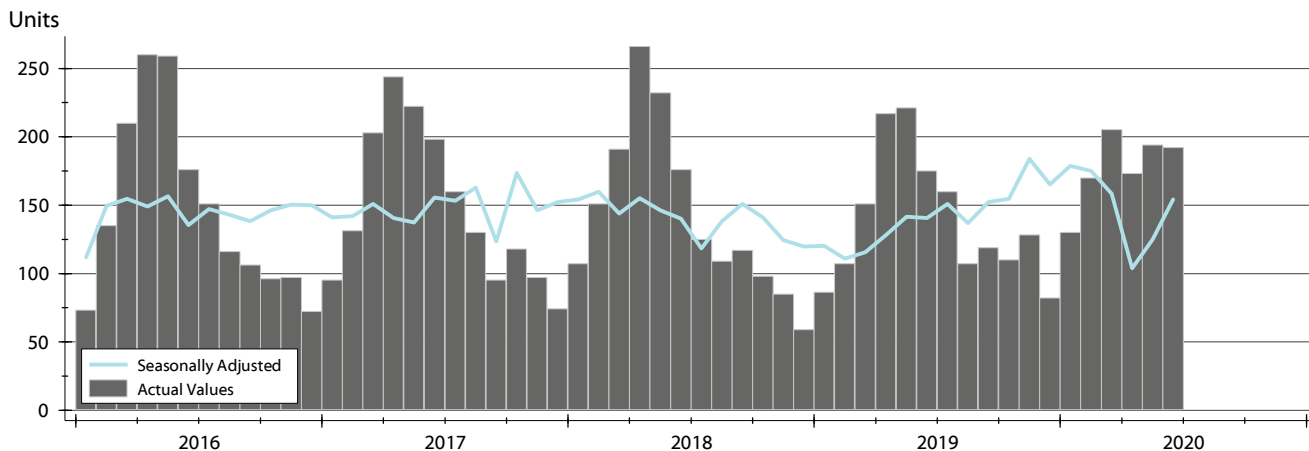


Month	2018	2019	2020
January	17	40	27
February	11	15	6
March	6	5	4
April	5	9	8
May	5	9	8
June	7	8	6
July	18	11	11
August	20	26	26
September	24	14	14
October	24	27	27
November	38	29	29
December	44	23	23

PENDING CONTRACTS ANALYSIS

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 7/8/2020**

HISTORY >>



SUMMARY >>

Summary Statistics		End of June		
for Active Listings		2020	2019	Change
Active Listings		192	175	9.7%
Volume (1,000s)		54,032	45,234	19.5%
Average	List Price	281,418	258,478	8.9%
	Days on Market	30	26	16.9%
	Percent of Original	99.2%	99.0%	0.2%
Median	List Price	249,425	219,950	13.4%
	Days on Market	7	8	-12.5%
	Percent of Original	100.0%	100.0%	0.0%

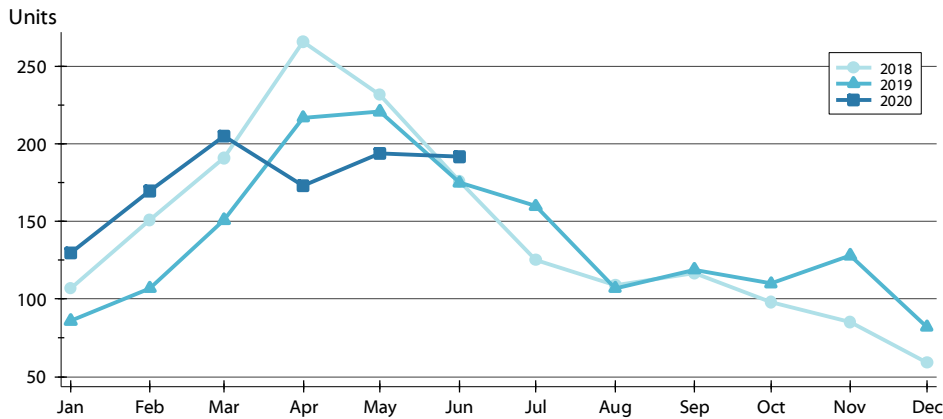
A total of 192 listings in the City of Lawrence had contracts pending at the end of June, up from 175 contracts pending at the end of June 2019.

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 7/8/2020**



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	
August	109	107	
September	117	119	
October	98	110	
November	85	128	
December	59	82	

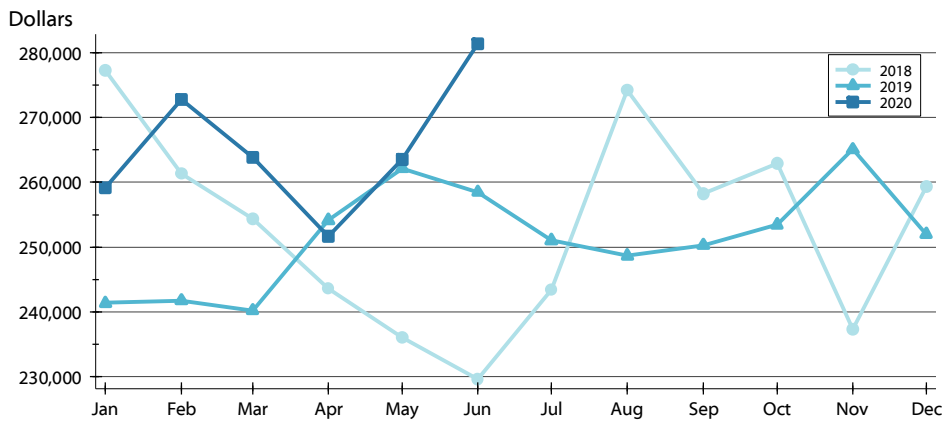
BY PRICE RANGE >>

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	2	1.0%	160	79,950	79,950	103	103	89.6%	89.6%
\$100,000-\$149,999	18	9.4%	2,384	132,419	134,900	16	4	98.2%	100.0%
\$150,000-\$199,999	40	20.8%	7,038	175,959	174,900	16	3	99.5%	100.0%
\$200,000-\$249,999	37	19.3%	8,326	225,027	219,900	13	3	99.4%	100.0%
\$250,000-\$299,999	30	15.6%	8,320	277,335	275,000	48	16	99.5%	100.0%
\$300,000-\$349,999	17	8.9%	5,604	329,659	329,000	18	8	99.7%	100.0%
\$350,000-\$399,999	14	7.3%	5,268	376,296	381,950	38	22	99.4%	100.0%
\$400,000-\$449,999	17	8.9%	7,140	420,011	415,000	45	12	98.8%	100.0%
\$450,000-\$499,999	5	2.6%	2,444	488,840	495,000	103	108	98.6%	100.0%
\$500,000-\$599,999	8	4.2%	4,334	541,713	529,950	55	54	99.8%	100.0%
\$600,000-\$749,999	2	1.0%	1,269	634,450	634,450	34	34	94.9%	94.9%
\$750,000-\$999,999	2	1.0%	1,745	872,500	872,500	33	33	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	192	100.0%	54,032	281,418	249,425	30	7	99.2%	100.0%

PENDING CONTRACTS ANALYSIS

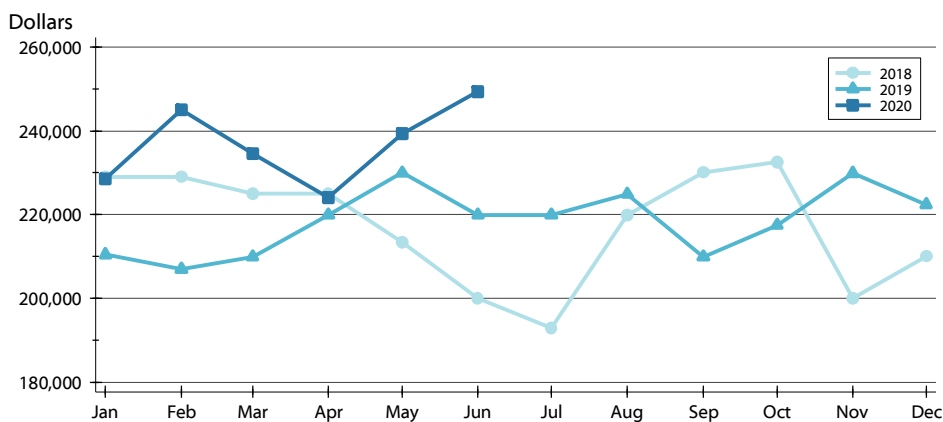
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 7/8/2020**

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	-
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 >>

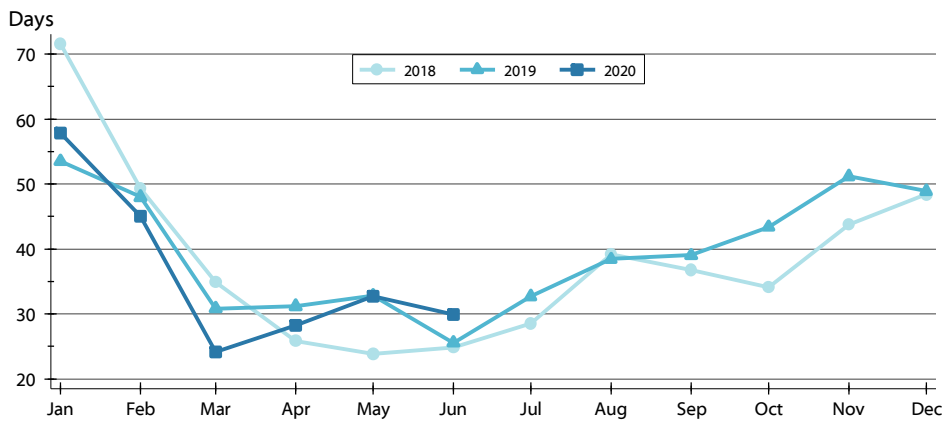


Month	2018	2019	2020
January	229,000	210,450	228,500
February	229,000	207,000	245,000
March	225,000	209,900	234,500
April	224,975	219,950	224,000
May	213,450	230,000	239,400
June	199,975	219,950	249,425
July	192,900	219,900	-
August	219,900	224,900	-
September	230,000	209,900	-
October	232,500	217,450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

PENDING CONTRACTS ANALYSIS

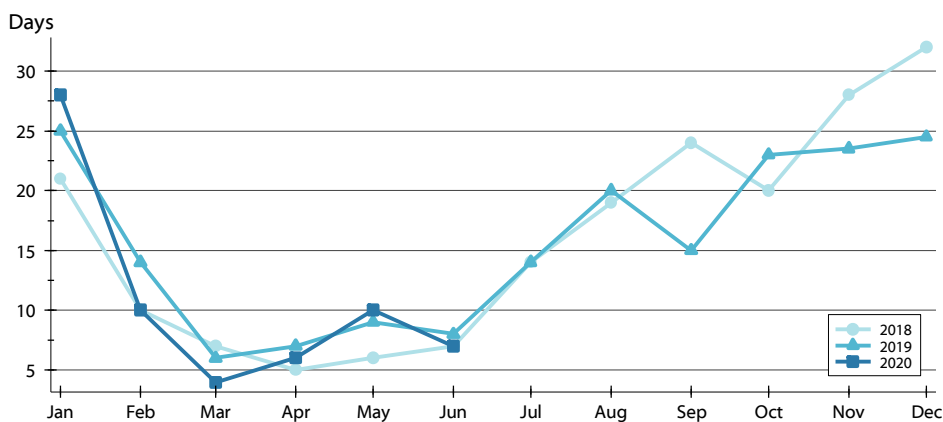
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 7/8/2020**

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	33
August	39	38	38
September	37	39	39
October	44	51	44
November	48	49	48
December	48	49	48

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	14
August	19	20	20
September	24	15	15
October	20	23	23
November	28	24	24
December	32	25	25