

JANUARY 2020 >>

LAWRENCE MLS STATISTICS



MARKET OVERVIEW >>

Lawrence City Home Sales Rose in January

Total home sales in the City of Lawrence rose by 4.3% last month to 49 units, compared to 47 units in January 2019. Total sales volume was \$11.3 million, down 7.9% from a year earlier.

The median sale price in January was \$213,250, down from \$240,000 a year earlier. Homes that sold in January were typically on the market for 23 days and sold for 99.3% of their list prices.

Lawrence City Active Listings Up at End of January

The total number of active listings in the City of Lawrence at the end of January was 215 units, up from 207 at the same point in 2019. This represents a 2.1 months' supply of homes available for sale. The median list price of homes on the market at the end of January was \$304,900.

During January, a total of 94 contracts were written up from 62 in January 2019. At the end of the month, there were 130 contracts pending, compared to 86 at the end of January 2019.

LBOR – The Voice of Real Estate in Lawrence

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

Contact Information

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

City of Lawrence				
Current Month		January		
Summary Statistics		2020	2019	Change
Home Sales		49	47	4.3%
Active Listings		215	207	3.9%
Months' Supply		2.1	2.0	5.1%
New Listings		115	91	26.4%
Contracts Written		94	62	51.6%
Pending Contracts		130	86	51.2%
Sales Volume (1,000s)		11,279	12,243	-7.9%
Average	Sale Price	230,177	260,491	-11.6%
	List Price of Actives	328,240	325,960	0.7%
	Days on Market	55	60	-8.2%
	Percent of List	98.1%	98.1%	-0.1%
	Percent of Original	97.0%	96.4%	0.6%
Median	Sale Price	213,250	240,000	-11.1%
	List Price of Actives	304,900	300,000	1.6%
	Days on Market	23	51	-54.9%
	Percent of List	99.3%	97.8%	1.6%
	Percent of Original	98.9%	97.1%	1.9%

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THREE-YEAR COMPARISONS

SUMMARY >>

BREAKDOWNS BY HOME TYPE
CITY OF LAWRENCE
AS OF 2/9/2020

January MLS Statistics		2020			2019			2018			
By Property Type		Total	Existing	New	Total	Existing	New	Total	Existing	New	
Home Sales		49	41	8	47	42	5	56	47	9	
	Change from prior year	4.3%	-2.4%	60.0%	-16.1%	-10.6%	-44.4%	7.7%	4.4%	28.6%	
Active Listings		215	155	60	207	156	51	169	123	46	
	Change from prior year	3.9%	-0.6%	17.6%	22.5%	26.8%	10.9%	-14.2%	-16.9%	-6.1%	
Months' Supply		2.1	1.7	7.2	2.0	1.7	4.8	1.6	1.3	4.8	
	Change from prior year	5.1%	-1.9%	50.6%	27.3%	33.8%	0.5%	-17.1%	-19.1%	-15.8%	
New Listings		115	94	21	91	70	21	98	79	19	
	Change from prior year	26.4%	34.3%	0.0%	-7.1%	-11.4%	10.5%	-14.8%	-16.8%	-5.0%	
Contracts Written		94	74	20	62	52	10	86	72	14	
	Change from prior year	51.6%	42.3%	100.0%	-27.9%	-27.8%	-28.6%	11.7%	0.0%	180.0%	
Pending Contracts		130	102	28	86	74	12	107	90	17	
	Change from prior year	51.2%	37.8%	133.3%	-19.6%	-17.8%	-29.4%	12.6%	15.4%	0.0%	
Sales Volume (1,000s)		11,279	8,743	2,536	12,243	10,363	1,880	13,461	10,486	2,975	
	Change from prior year	-7.9%	-15.6%	34.9%	-9.0%	-1.2%	-36.8%	18.5%	14.5%	35.1%	
Average	Sale Price	230,177	213,246	316,950	260,491	246,740	376,000	240,374	223,115	330,506	
		Change from prior year	-11.6%	-13.6%	-15.7%	8.4%	10.6%	13.8%	10.0%	9.6%	5.1%
	List Price of Actives	328,240	293,576	417,788	325,960	309,801	375,387	294,789	262,144	382,076	
		Change from prior year	0.7%	-5.2%	11.3%	10.6%	18.2%	-1.8%	-9.4%	-14.5%	0.0%
	Days on Market	55	37	150	60	55	103	55	47	97	
		Change from prior year	-8.2%	-33.2%	46.3%	9.8%	17.9%	5.8%	-13.6%	-12.5%	-24.0%
Percent of List		98.1%	97.9%	98.8%	98.1%	98.1%	98.6%	98.4%	98.1%	100.2%	
		Change from prior year	-0.1%	-0.2%	0.2%	-0.3%	0.0%	-1.6%	1.5%	1.6%	0.7%
	Percent of Original	97.0%	96.8%	98.4%	96.4%	96.6%	95.2%	96.7%	96.0%	100.6%	
	Change from prior year	0.6%	0.2%	3.3%	-0.3%	0.6%	-5.3%	1.8%	1.7%	1.2%	
Median	Sale Price	213,250	200,000	295,500	240,000	206,950	362,000	212,875	205,000	305,000	
		Change from prior year	-11.1%	-3.4%	-18.4%	12.7%	1.0%	18.7%	11.7%	23.5%	3.4%
	List Price of Actives	304,900	229,900	392,400	300,000	249,450	355,000	276,900	187,000	345,000	
		Change from prior year	1.6%	-7.8%	10.5%	8.3%	33.4%	2.9%	6.5%	-13.0%	-1.4%
	Days on Market	23	15	147	51	51	85	27	26	80	
		Change from prior year	-54.9%	-70.3%	72.4%	88.9%	94.2%	6.3%	-43.8%	-16.1%	-50.9%
Percent of List	99.3%	99.2%	100.0%	97.8%	97.6%	98.9%	99.5%	99.2%	100.0%		
	Change from prior year	1.6%	1.7%	1.1%	-1.7%	-1.6%	-1.1%	1.5%	1.9%	0.0%	
Percent of Original	98.9%	98.8%	100.0%	97.1%	97.5%	95.4%	98.0%	97.1%	100.0%		
	Change from prior year	1.9%	1.3%	4.9%	-1.0%	0.4%	-4.6%	0.9%	0.3%	0.0%	

YEAR-TO-DATE STATISTICS

SUMMARY >>

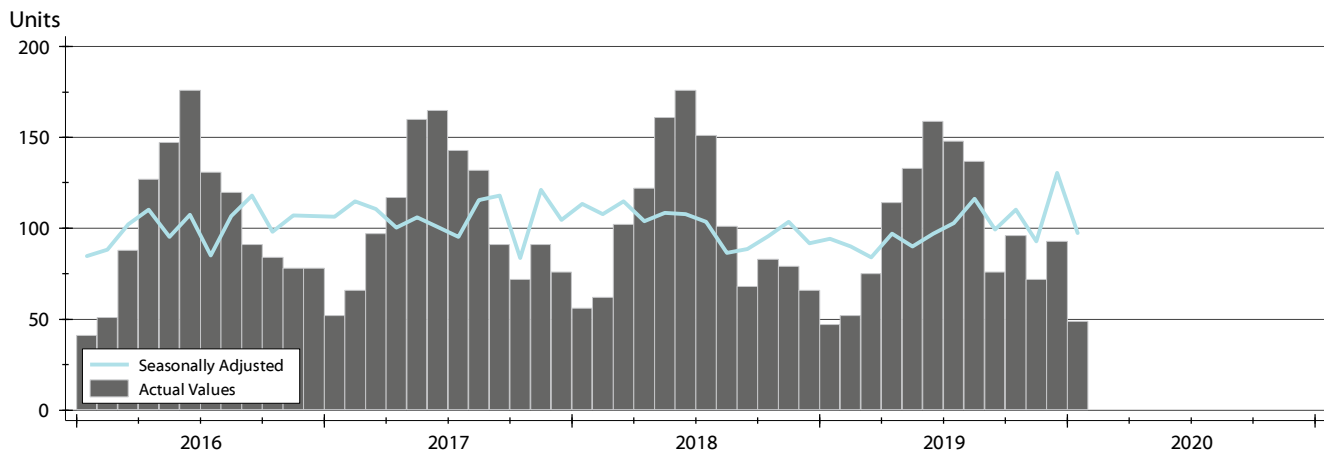
**YTD BREAKDOWNS BY HOME TYPE
CITY OF LAWRENCE
AS OF 2/9/2020**

Year-to-Date Activity By Property Type		2020			2019			2018		
		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		49	41	8	47	42	5	56	47	9
Change from prior year		4.3%	-2.4%	60.0%	-16.1%	-10.6%	-44.4%	7.7%	4.4%	28.6%
New Listings		115	94	21	91	70	21	98	79	19
Change from prior year		26.4%	34.3%	0.0%	-7.1%	-11.4%	10.5%	-14.8%	-16.8%	-5.0%
Contracts Written		94	74	20	62	52	10	86	72	14
Change from prior year		51.6%	42.3%	100.0%	-27.9%	-27.8%	-28.6%	11.7%	0.0%	180.0%
Sales Volume (1,000s)		11,279	8,743	2,536	12,243	10,363	1,880	13,461	10,486	2,975
Change from prior year		-7.9%	-15.6%	34.9%	-9.0%	-1.2%	-36.8%	18.5%	14.5%	35.1%
Average	Sale Price	230,177	213,246	316,950	260,491	246,740	376,000	240,374	223,115	330,506
	Change from prior year	-11.6%	-13.6%	-15.7%	8.4%	10.6%	13.8%	10.0%	9.6%	5.1%
	Days on Market	55	37	150	60	55	103	55	47	97
	Change from prior year	-8.2%	-33.2%	46.3%	9.8%	17.9%	5.8%	-13.6%	-12.5%	-24.0%
Percent of List	98.1%	97.9%	98.8%	98.1%	98.1%	98.6%	98.4%	98.1%	100.2%	
	Change from prior year	-0.1%	-0.2%	0.2%	-0.3%	0.0%	-1.6%	1.5%	1.6%	0.7%
Percent of Original	97.0%	96.8%	98.4%	96.4%	96.6%	95.2%	96.7%	96.0%	100.6%	
	Change from prior year	0.6%	0.2%	3.3%	-0.3%	0.6%	-5.3%	1.8%	1.7%	1.2%
Median	Sale Price	213,250	200,000	295,500	240,000	206,950	362,000	212,875	205,000	305,000
	Change from prior year	-11.1%	-3.4%	-18.4%	12.7%	1.0%	18.7%	11.7%	23.5%	3.4%
	Days on Market	23	15	147	51	51	85	27	26	80
	Change from prior year	-54.9%	-70.3%	72.4%	88.9%	94.2%	6.3%	-43.8%	-16.1%	-50.9%
Percent of List	99.3%	99.2%	100.0%	97.8%	97.6%	98.9%	99.5%	99.2%	100.0%	
	Change from prior year	1.6%	1.7%	1.1%	-1.7%	-1.6%	-1.1%	1.5%	1.9%	0.0%
Percent of Original	98.9%	98.8%	100.0%	97.1%	97.5%	95.4%	98.0%	97.1%	100.0%	
	Change from prior year	1.9%	1.3%	4.9%	-1.0%	0.4%	-4.6%	0.9%	0.3%	0.0%

CLOSED LISTINGS ANALYSIS

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 2/9/2020**

HISTORY >>



SUMMARY >>

Summary Statistics for Closed Listings		January			Year-to-Date		
		2020	2019	Change	2020	2019	Change
Closed Listings		49	47	4.3%	49	47	4.3%
Volume (1,000s)		11,279	12,243	-7.9%	11,279	12,243	-7.9%
Average	Sale Price	230,177	260,491	-11.6%	230,177	260,491	-11.6%
	Days on Market	55	60	-8.2%	55	60	-8.2%
	Percent of List	98.1%	98.1%	-0.1%	98.1%	98.1%	-0.1%
	Percent of Original	97.0%	96.4%	0.6%	97.0%	96.4%	0.6%
Median	Sale Price	213,250	240,000	-11.1%	213,250	240,000	-11.1%
	Days on Market	23	51	-54.9%	23	51	-54.9%
	Percent of List	99.3%	97.8%	1.6%	99.3%	97.8%	1.6%
	Percent of Original	98.9%	97.1%	1.9%	98.9%	97.1%	1.9%

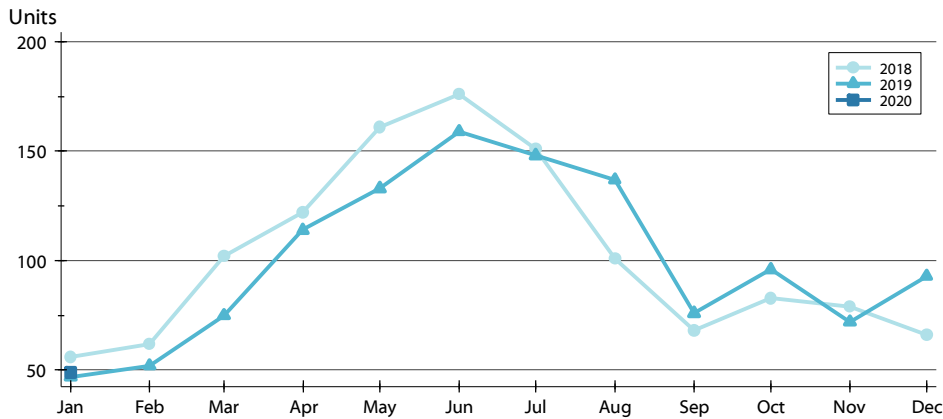
A total of 49 homes sold in the City of Lawrence in January, up from 47 units in January 2019. Total sales volume fell to \$11.3 million compared to \$12.2 million in the previous year.

The median sales price in January was \$213,250, down 11.1% compared to the prior year. Median days on market was 23 days, up from 22 days in December, but down from 51 in January 2019.

CLOSED LISTINGS ANALYSIS

BY MONTH >>

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 2/9/2020**



Month	2018	2019	2020
January	56	47	49
February	62	52	52
March	102	75	75
April	122	114	114
May	161	133	133
June	176	159	159
July	151	148	148
August	101	137	137
September	68	76	76
October	83	96	96
November	79	72	72
December	66	93	93

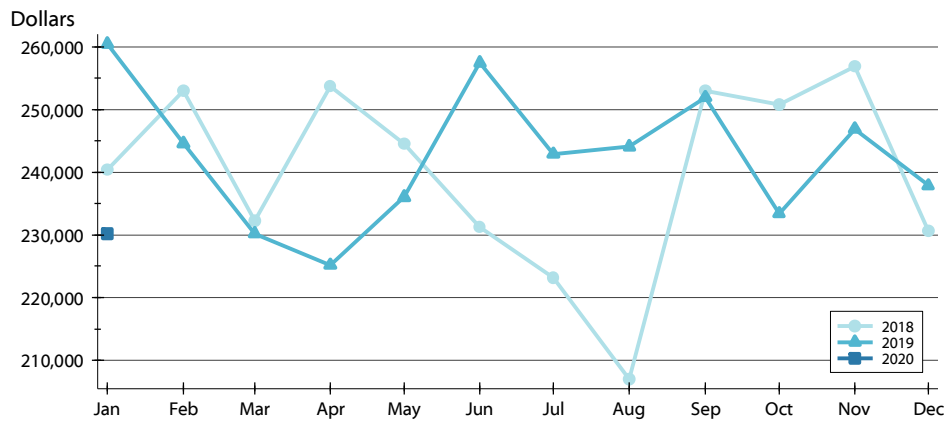
BY PRICE RANGE >>

Price Range	Sales			Sale Price		Days on Market		Price as % of List		Price as % of Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median	Average	Median
Below \$50,000	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$50,000-\$99,999	4	8.2%	322	80,554	78,609	49	19	91.5%	90.9%	91.5%	90.9%
\$100,000-\$149,999	7	14.3%	905	129,214	135,000	70	18	98.0%	98.9%	98.0%	98.9%
\$150,000-\$199,999	10	20.4%	1,779	177,940	182,500	50	34	97.8%	99.6%	95.4%	98.2%
\$200,000-\$249,999	14	28.6%	3,166	226,154	228,000	33	17	100.4%	100.0%	99.6%	100.0%
\$250,000-\$299,999	5	10.2%	1,441	288,180	290,000	113	64	98.4%	98.7%	95.9%	95.5%
\$300,000-\$349,999	2	4.1%	635	317,500	317,500	33	33	99.2%	99.2%	99.2%	99.2%
\$350,000-\$399,999	1	2.0%	350	350,000	350,000	48	48	98.6%	98.6%	95.9%	95.9%
\$400,000-\$449,999	4	8.2%	1,640	410,000	401,500	31	20	96.8%	97.7%	96.8%	97.7%
\$450,000-\$499,999	1	2.0%	458	457,500	457,500	58	58	95.3%	95.3%	95.3%	95.3%
\$500,000-\$599,999	1	2.0%	583	583,000	583,000	200	200	98.0%	98.0%	98.0%	98.0%
\$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	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	49	100.0%	11,279	230,177	213,250	55	23	98.1%	99.3%	97.0%	98.9%

CLOSED LISTINGS ANALYSIS

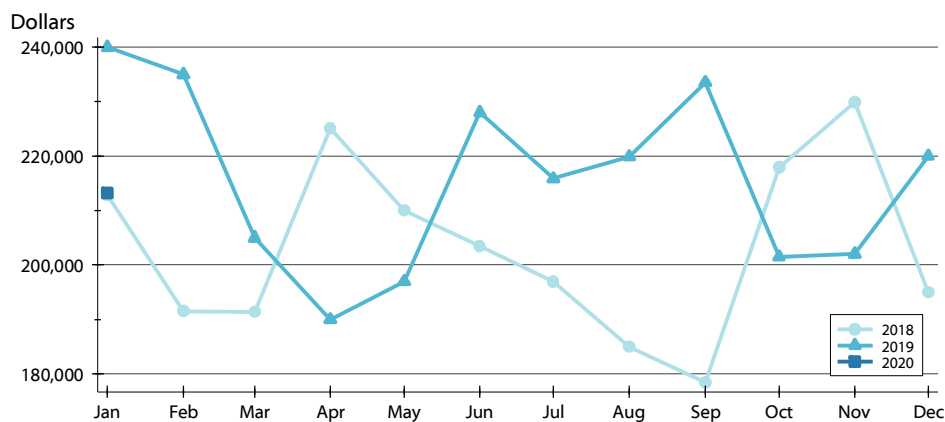
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 2/9/2020**

AVERAGE PRICE >>



Month	2018	2019	2020
January	240,374	260,491	230,177
February	252,989	244,614	230,177
March	232,289	230,217	230,177
April	253,668	225,180	230,177
May	244,499	236,053	230,177
June	231,219	257,468	230,177
July	223,184	242,906	230,177
August	207,067	244,101	230,177
September	253,003	251,958	230,177
October	250,801	233,403	230,177
November	256,894	246,937	230,177
December	230,649	237,884	230,177

MEDIAN PRICE >>

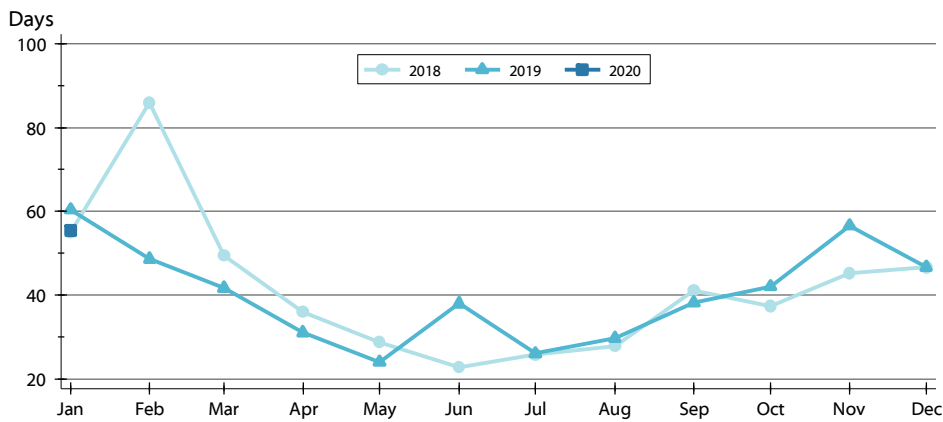


Month	2018	2019	2020
January	212,875	240,000	213,250
February	191,500	235,000	213,250
March	191,325	205,000	213,250
April	225,000	190,000	213,250
May	210,000	197,000	213,250
June	203,450	228,000	213,250
July	197,000	215,875	213,250
August	185,000	219,900	213,250
September	178,500	233,500	213,250
October	218,000	201,500	213,250
November	229,900	202,000	213,250
December	194,950	220,000	213,250

CLOSED LISTINGS ANALYSIS

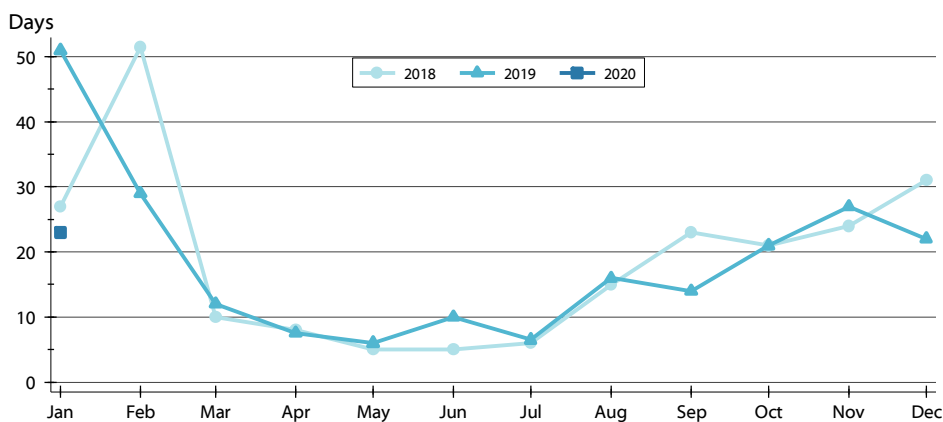
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 2/9/2020**

AVERAGE DOM >>



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

MEDIAN DOM >>

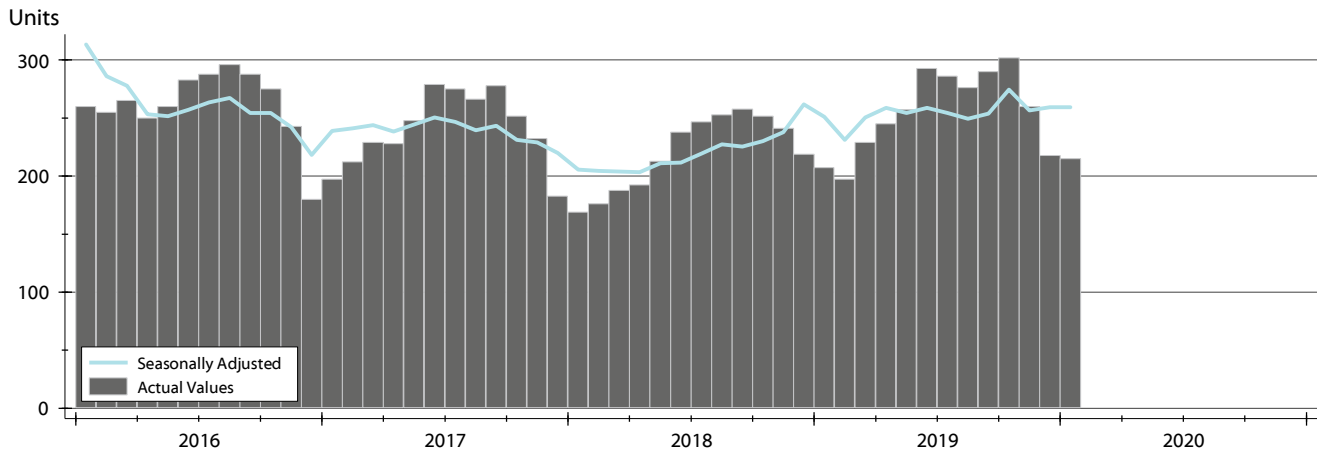


Month	2018	2019	2020
January	27	51	23
February	52	29	29
March	10	12	12
April	8	8	8
May	5	6	6
June	5	10	10
July	6	7	7
August	15	16	16
September	23	14	14
October	21	21	21
November	24	27	27
December	31	22	22

ACTIVE LISTINGS ANALYSIS

HISTORY >>

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 2/9/2020**



SUMMARY >>

Summary Statistics for Active Listings		End of January		
		2020	2019	Change
Active Listings		215	207	3.9%
Months' Supply		2.1	2.0	5.1%
Volume (1,000s)		70,572	67,474	4.6%
Average	List Price	328,240	325,960	0.7%
	Days on Market	85	95	-10.4%
	Percent of Original	98.5%	98.4%	0.2%
Median	List Price	304,900	300,000	1.6%
	Days on Market	65	70	-7.1%
	Percent of Original	100.0%	100.0%	0.0%

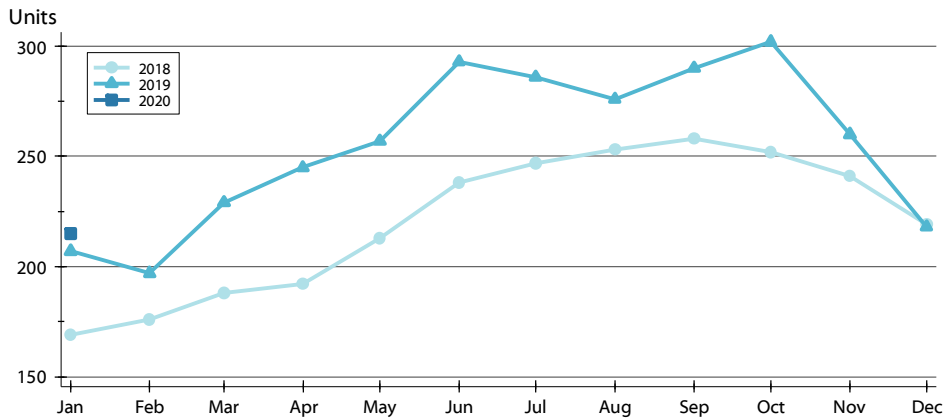
A total of 215 homes were available for sale in the City of Lawrence at the end of January. This represents a 2.1 months' supply of active listings.

The median list price of homes on the market at the end of January was \$304,900, up 1.6% from 2019. The typical time on market for active listings was 65 days, down from 70 days a year earlier.

ACTIVE LISTINGS ANALYSIS

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 2/9/2020**

BY MONTH >>



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

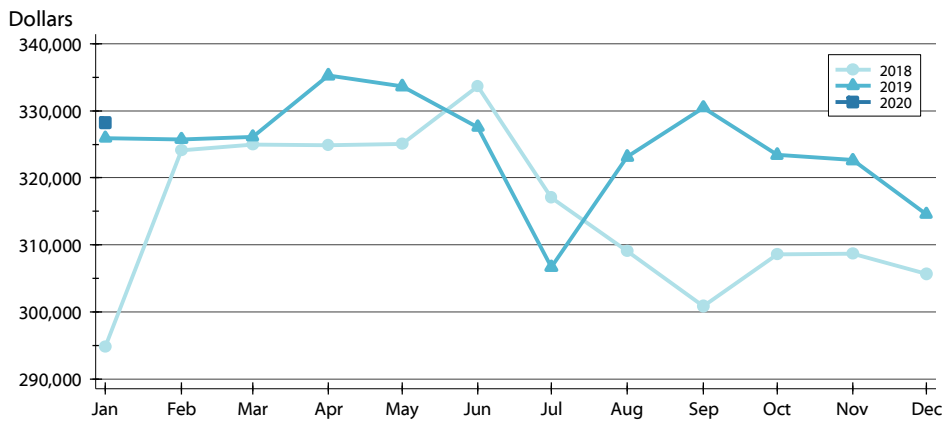
BY PRICE RANGE >>

Price Range	Active Listings			Months' Supply	List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume		Average	Median	Average	Median	Average	Median
Below \$50,000	9	4.2%	12	N/A	1,321	1,140	59	41	98.1%	100.0%
\$50,000-\$99,999	15	7.0%	1,215	3.8	81,011	84,950	51	26	97.0%	100.0%
\$100,000-\$149,999	30	14.0%	3,869	4.3	128,978	129,900	47	23	98.0%	100.0%
\$150,000-\$199,999	17	7.9%	2,946	1.7	173,265	169,900	52	34	98.2%	100.0%
\$200,000-\$249,999	16	7.4%	3,621	1.1	226,316	224,900	90	96	97.9%	100.0%
\$250,000-\$299,999	19	8.8%	5,221	3.8	274,776	269,900	67	47	99.4%	100.0%
\$300,000-\$349,999	20	9.3%	6,468	10.0	323,375	319,900	127	81	98.8%	100.0%
\$350,000-\$399,999	24	11.2%	8,931	24.0	372,139	369,900	109	60	98.9%	100.0%
\$400,000-\$449,999	18	8.4%	7,733	4.5	429,636	429,450	96	82	99.4%	100.0%
\$450,000-\$499,999	18	8.4%	8,633	18.0	479,631	479,450	110	105	97.7%	100.0%
\$500,000-\$599,999	11	5.1%	6,037	11.0	548,845	539,900	106	95	99.5%	100.0%
\$600,000-\$749,999	8	3.7%	5,501	N/A	687,638	668,750	94	38	98.5%	100.0%
\$750,000-\$999,999	6	2.8%	4,949	N/A	824,800	787,450	137	100	100.0%	100.0%
\$1,000,000 and up	4	1.9%	5,435	N/A	1,358,750	1,375,000	107	136	100.0%	100.0%
All price ranges	215	100.0%	70,572	4.4	328,240	304,900	85	65	98.5%	100.0%

ACTIVE LISTINGS ANALYSIS

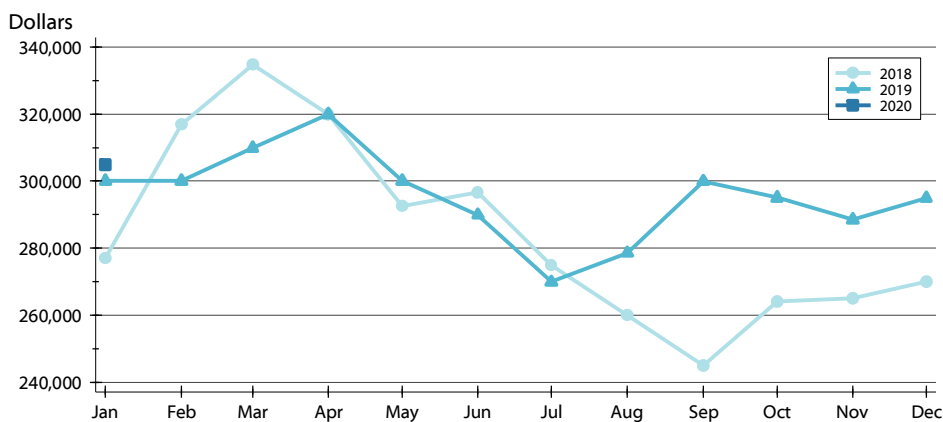
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 2/9/2020**

AVERAGE PRICE >>



Month	2018	2019	2020
January	294,789	325,960	328,240
February	324,140	325,749	
March	324,921	326,114	
April	324,822	335,269	
May	325,028	333,601	
June	333,679	327,597	
July	317,060	306,684	
August	309,090	323,116	
September	300,891	330,454	
October	308,599	323,407	
November	308,655	322,600	
December	305,627	314,584	

MEDIAN PRICE >>

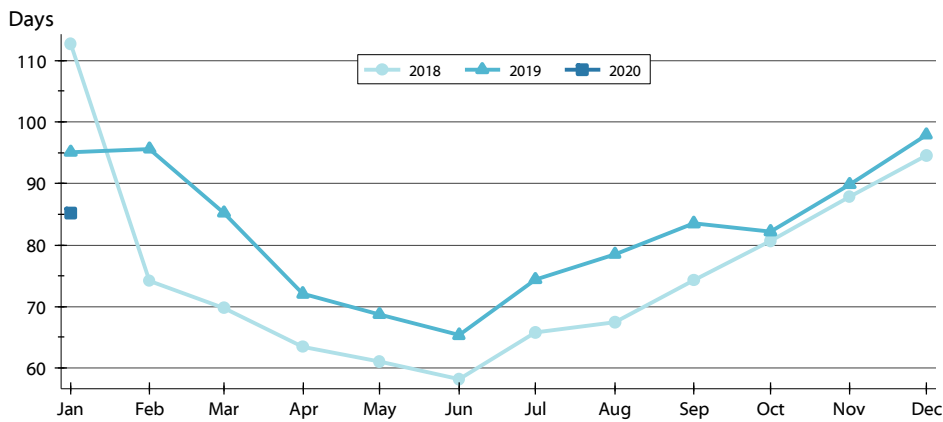


Month	2018	2019	2020
January	276,900	300,000	304,900
February	316,950	300,000	
March	334,900	309,900	
April	320,000	319,900	
May	292,500	300,000	
June	296,543	289,900	
July	274,900	269,900	
August	259,900	278,500	
September	244,950	299,900	
October	263,950	295,000	
November	264,900	288,500	
December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

ACTIVE LISTINGS ANALYSIS

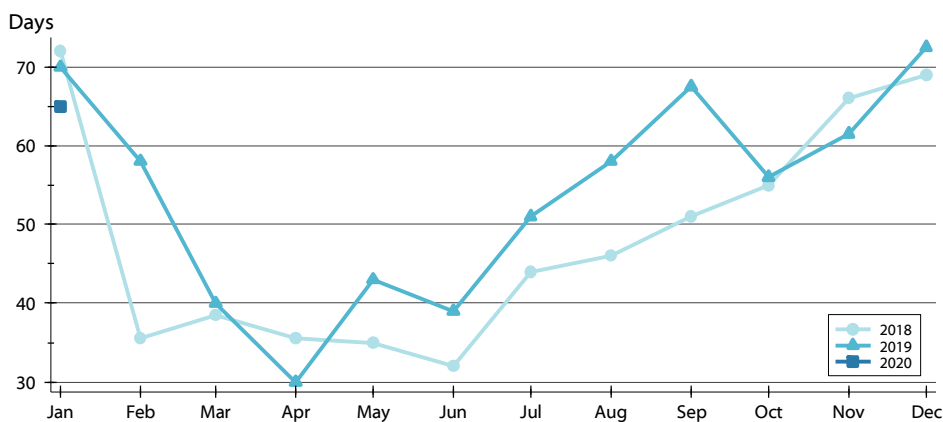
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 2/9/2020**

AVERAGE DOM >>



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

MEDIAN DOM >>

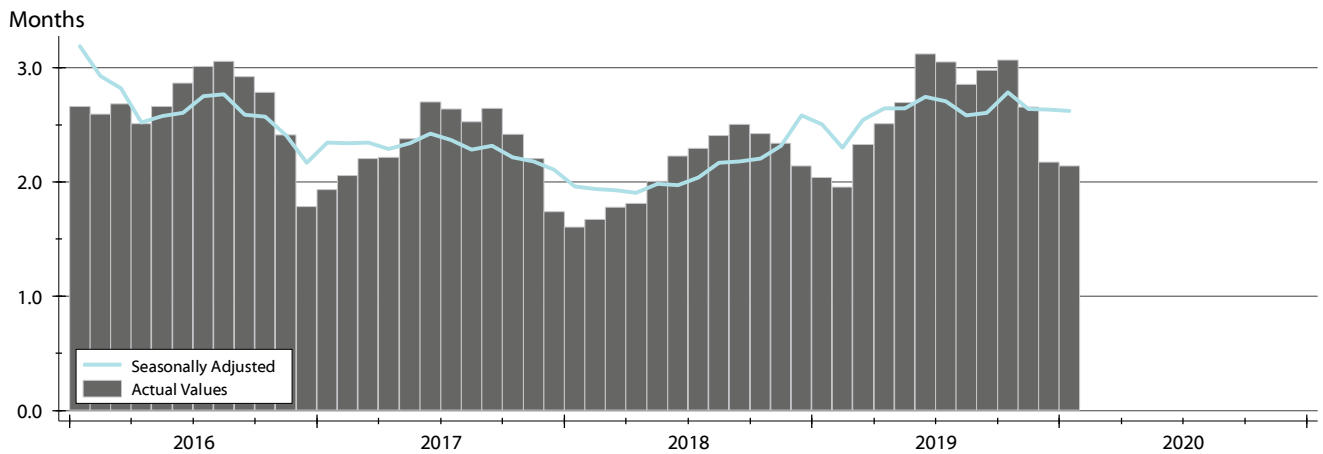


Month	2018	2019	2020
January	72	70	65
February	36	58	58
March	39	40	40
April	36	30	30
May	35	43	43
June	32	39	39
July	44	51	51
August	46	58	58
September	51	68	68
October	55	56	56
November	66	62	62
December	69	73	73

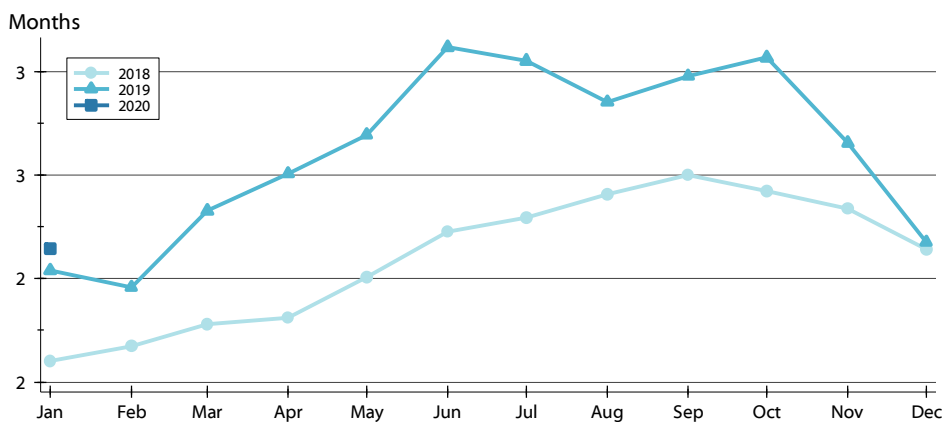
MONTHS' SUPPLY ANALYSIS

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 2/9/2020**

HISTORY >>



BY MONTH >>

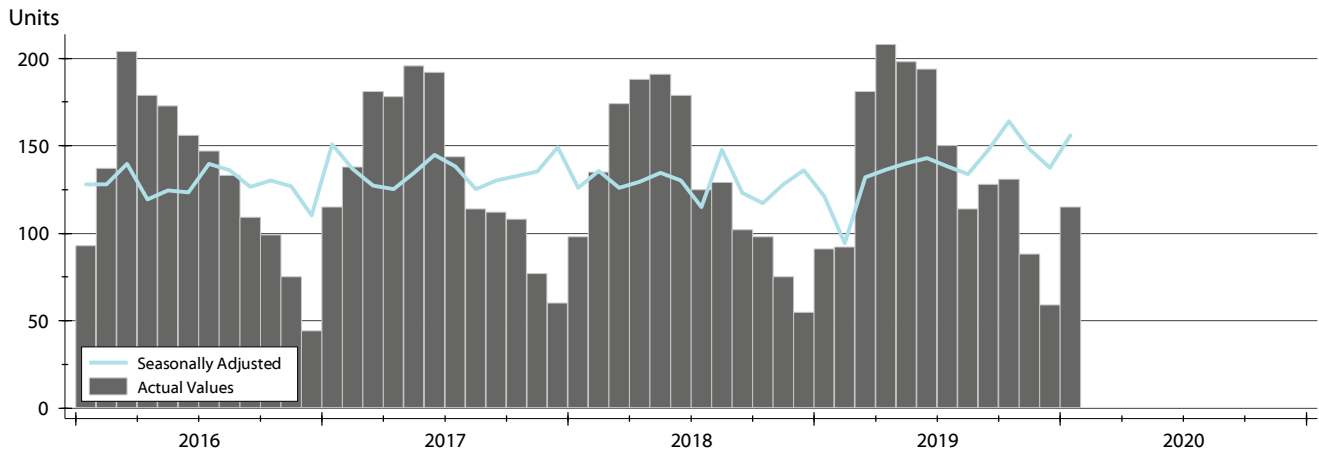


Month	2018	2019	2020
January	1.6	2.0	2.1
February	1.7	2.0	
March	1.8	2.3	
April	1.8	2.5	
May	2.0	2.7	
June	2.2	3.1	
July	2.3	3.1	
August	2.4	2.9	
September	2.5	3.0	
October	2.4	3.1	
November	2.3	2.7	
December	2.1	2.2	

NEW LISTINGS ANALYSIS

HISTORY >>

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 2/9/2020**



SUMMARY >>

Summary Statistics for New Listings		January		
		2020	2019	Change
Current Month	New Listings	115	91	26.4%
	Volume (1,000s)	31,782	24,667	28.8%
	Average List Price	276,367	271,062	2.0%
	Median List Price	224,950	224,950	0.0%
YTD	New Listings	115	91	26.4%
	Volume (1,000s)	31,782	24,667	28.8%
	Average List Price	276,367	271,062	2.0%
	Median List Price	224,950	224,950	0.0%

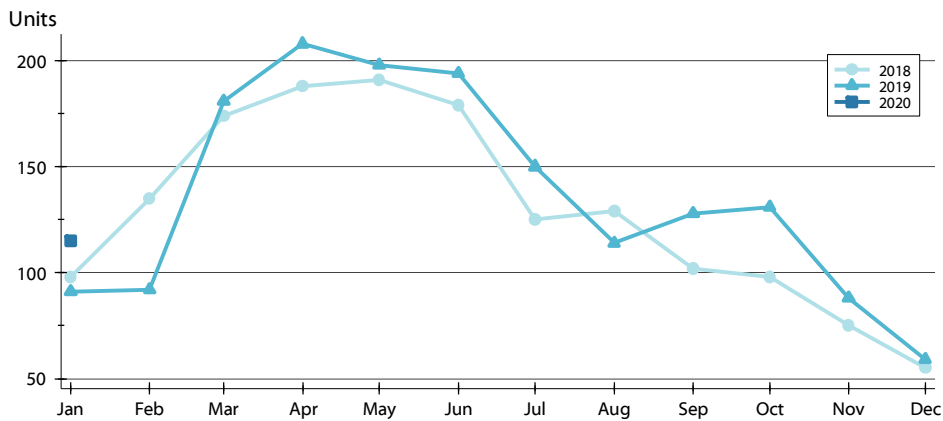
A total of 115 new listings were added in the City of Lawrence during January, up 26.4% from the same month in 2019.

The median list price of these homes was \$224,950 showing no change from 2019.

NEW LISTINGS ANALYSIS

BY MONTH >>

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 2/9/2020**



Month	2018	2019	2020
January	98	91	115
February	135	92	
March	174	181	
April	188	208	
May	191	198	
June	179	194	
July	125	150	
August	129	114	
September	102	128	
October	98	131	
November	75	88	
December	55	59	

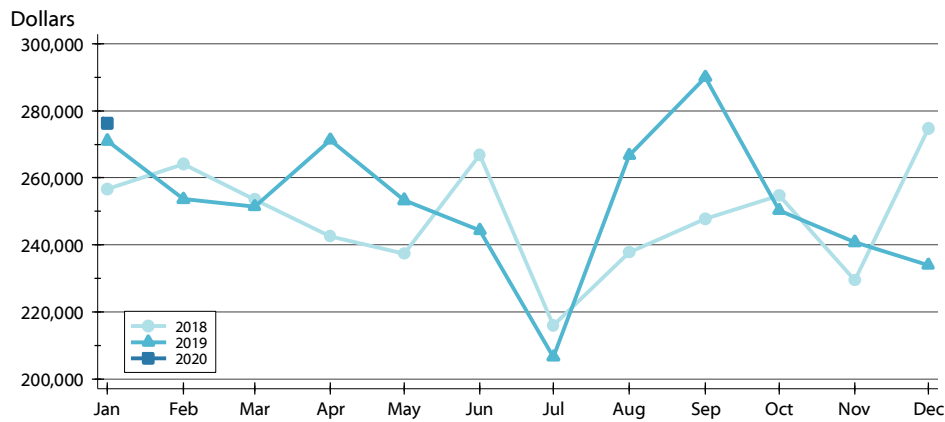
BY PRICE RANGE >>

Price Range	New Listings			List Price	
	Number	Percent	Volume	Average	Median
Below \$50,000	4	3.5%	6	1,575	1,225
\$50,000-\$99,999	7	6.1%	536	76,564	82,500
\$100,000-\$149,999	20	17.4%	2,515	125,755	125,000
\$150,000-\$199,999	20	17.4%	3,394	169,720	164,950
\$200,000-\$249,999	16	13.9%	3,627	226,700	228,950
\$250,000-\$299,999	12	10.4%	3,295	274,555	273,500
\$300,000-\$349,999	4	3.5%	1,242	310,500	309,000
\$350,000-\$399,999	7	6.1%	2,630	375,664	369,950
\$400,000-\$449,999	7	6.1%	3,000	428,614	429,000
\$450,000-\$499,999	6	5.2%	2,849	474,883	474,450
\$500,000-\$599,999	5	4.3%	2,810	561,940	575,000
\$600,000-\$749,999	4	3.5%	2,764	690,950	692,450
\$750,000-\$999,999	2	1.7%	1,629	814,450	814,450
\$1,000,000 and up	1	0.9%	1,485	1,485,000	1,485,000
All price ranges	115	100.0%	31,782	276,367	224,950

NEW LISTINGS ANALYSIS

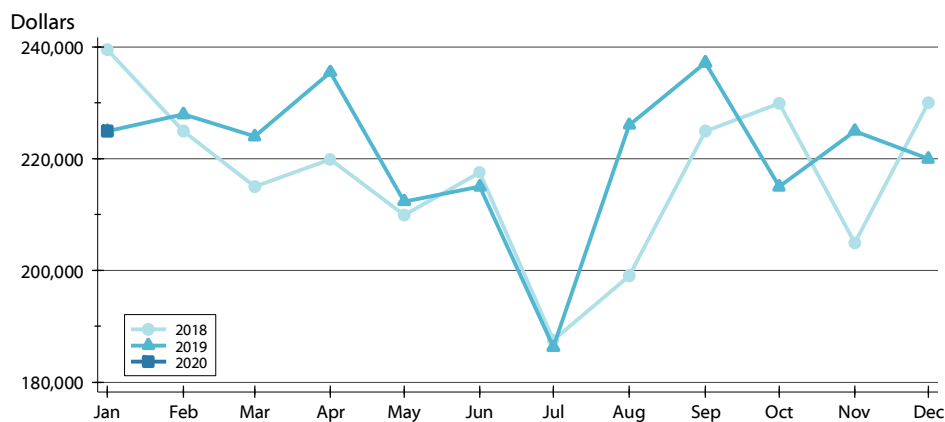
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 2/9/2020**

AVERAGE PRICE >>



Month	2018	2019	2020
January	256,668	271,062	276,367
February	264,103	253,628	
March	253,478	251,491	
April	242,476	271,345	
May	237,400	253,286	
June	266,894	244,352	
July	215,828	206,538	
August	237,622	266,719	
September	247,709	290,053	
October	254,742	250,240	
November	229,374	240,769	
December	274,702	233,875	

MEDIAN PRICE >>

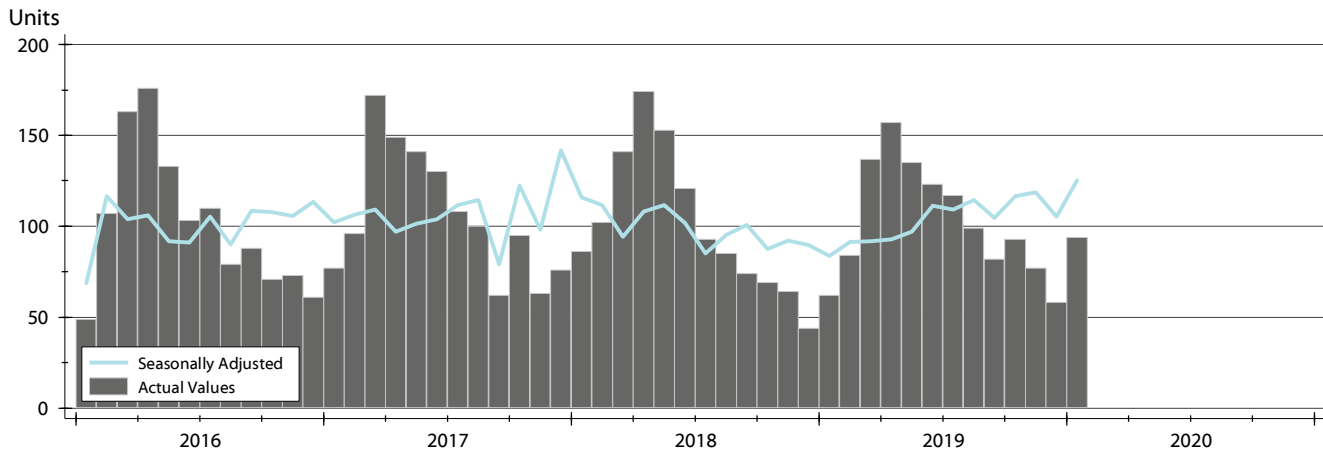


Month	2018	2019	2020
January	239,500	224,950	224,950
February	225,000	227,950	
March	215,000	224,000	
April	219,900	235,500	
May	209,900	212,400	
June	217,500	215,000	
July	187,500	186,250	
August	199,000	226,000	
September	225,000	237,200	
October	229,900	215,000	
November	204,900	225,000	
December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

CONTRACTS WRITTEN ANALYSIS

CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 2/9/2020

HISTORY >>



SUMMARY >>

Summary Statistics		January			Year-to-Date		
for Contracts Written		2020	2019	Change	2020	2019	Change
Closed Listings		94	62	51.6%	94	62	51.6%
Volume (1,000s)		23,604	14,489	62.9%	23,604	14,489	62.9%
Average	Sale Price	251,107	233,686	7.5%	251,107	233,686	7.5%
	Days on Market	63	61	2.8%	63	61	2.8%
	Percent of Original	97.4%	97.3%	0.2%	97.4%	97.3%	0.2%
Median	Sale Price	225,000	209,900	7.2%	225,000	209,900	7.2%
	Days on Market	29	40	-27.5%	29	40	-27.5%
	Percent of Original	100.0%	97.4%	2.6%	100.0%	97.4%	2.6%

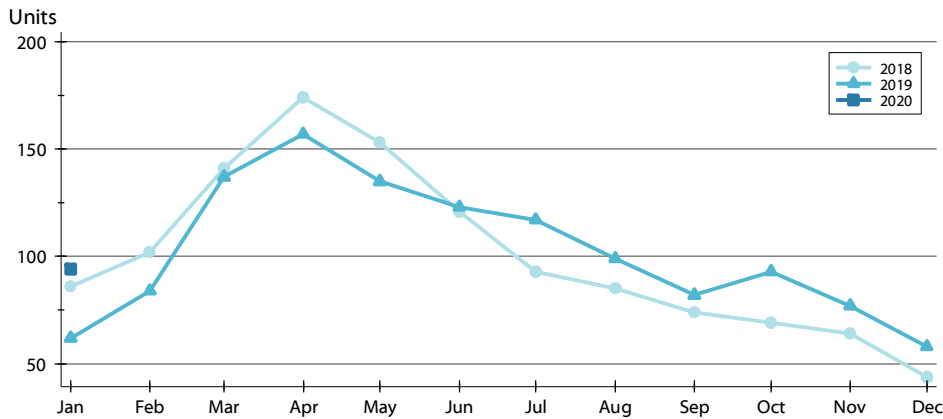
A total of 94 contracts for sale were written in the City of Lawrence during the month of January, up from 62 in 2019. The median list price of these homes was \$225,000, up from \$209,900 the prior year.

Half of the homes that went under contract in January were on the market less than 29 days, compared to 40 days in January 2019.

CONTRACTS WRITTEN ANALYSIS

BY MONTH >>

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 2/9/2020**



Month	2018	2019	2020
January	86	62	94
February	102	84	
March	141	137	
April	174	157	
May	153	135	
June	121	123	
July	93	117	
August	85	99	
September	74	82	
October	69	93	
November	64	77	
December	44	58	

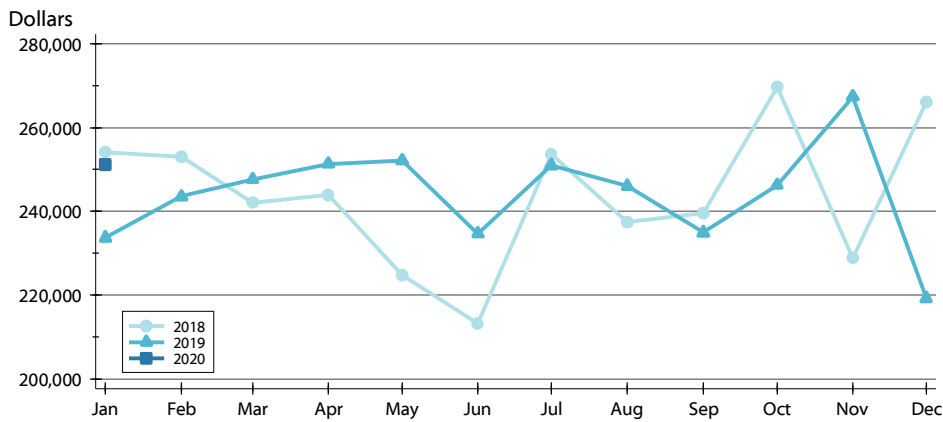
BY PRICE RANGE >>

Price Range	Contracts Written			List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median
Below \$50,000	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
\$50,000-\$99,999	3	3.2%	274	91,333	90,000	24	0	89.3%	100.0%
\$100,000-\$149,999	16	17.0%	2,124	132,738	136,700	65	43	97.0%	98.7%
\$150,000-\$199,999	20	21.3%	3,498	174,880	169,900	57	17	97.9%	100.0%
\$200,000-\$249,999	21	22.3%	4,813	229,181	229,000	20	5	99.6%	100.0%
\$250,000-\$299,999	13	13.8%	3,626	278,947	280,000	64	65	95.7%	100.0%
\$300,000-\$349,999	5	5.3%	1,618	323,580	318,000	89	61	95.2%	100.0%
\$350,000-\$399,999	3	3.2%	1,124	374,650	375,000	43	50	100.0%	100.0%
\$400,000-\$449,999	3	3.2%	1,295	431,633	425,000	138	100	98.9%	100.0%
\$450,000-\$499,999	4	4.3%	1,885	471,250	464,250	147	148	95.7%	96.1%
\$500,000-\$599,999	5	5.3%	2,649	529,760	519,000	137	117	97.9%	100.0%
\$600,000-\$749,999	1	1.1%	699	699,000	699,000	120	120	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	94	100.0%	23,604	251,107	225,000	63	29	97.4%	100.0%

CONTRACTS WRITTEN ANALYSIS

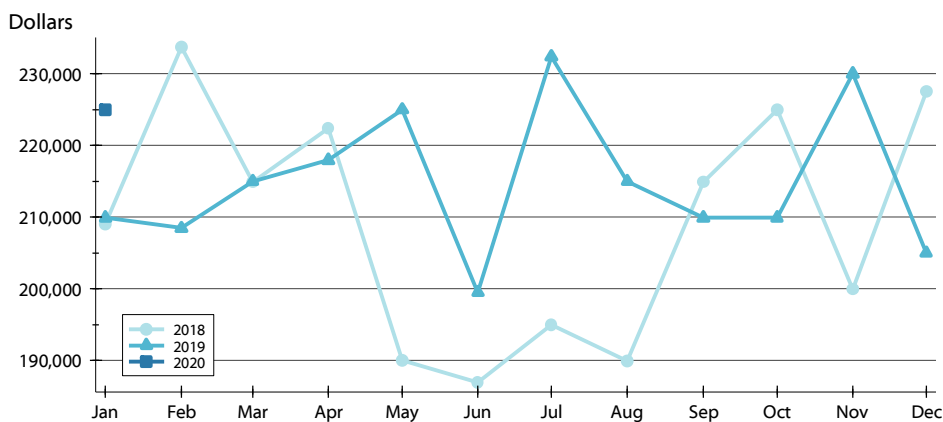
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 2/9/2020**

AVERAGE PRICE >>



Month	2018	2019	2020
January	254,060	233,686	251,107
February	253,006	243,524	
March	242,107	247,596	
April	243,951	251,351	
May	224,719	252,072	
June	213,134	234,702	
July	253,662	250,937	
August	237,427	246,013	
September	239,584	234,923	
October	269,649	246,229	
November	228,792	267,414	
December	266,112	219,190	

MEDIAN PRICE >>

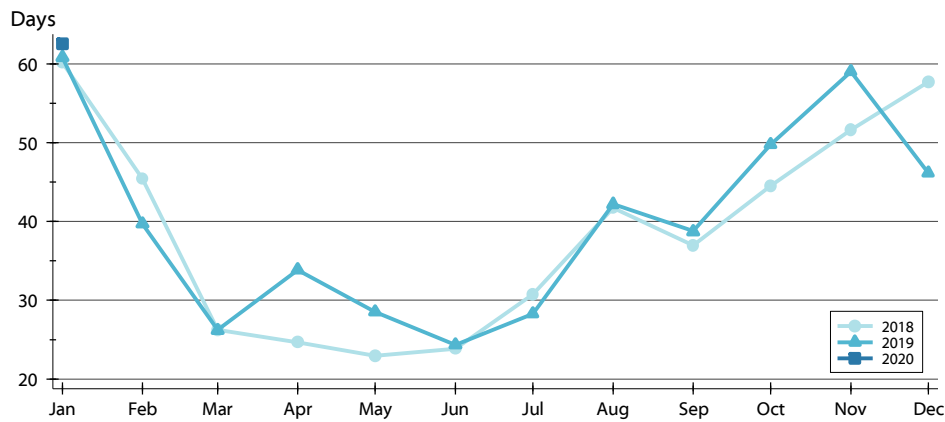


Month	2018	2019	2020
January	209,000	209,900	225,000
February	233,725	208,450	
March	214,900	215,000	
April	222,400	217,950	
May	190,000	225,000	
June	187,000	199,500	
July	195,000	232,400	
August	189,900	215,000	
September	214,900	209,900	
October	225,000	209,900	
November	199,925	230,000	
December	227,500	205,000	

CONTRACTS WRITTEN ANALYSIS

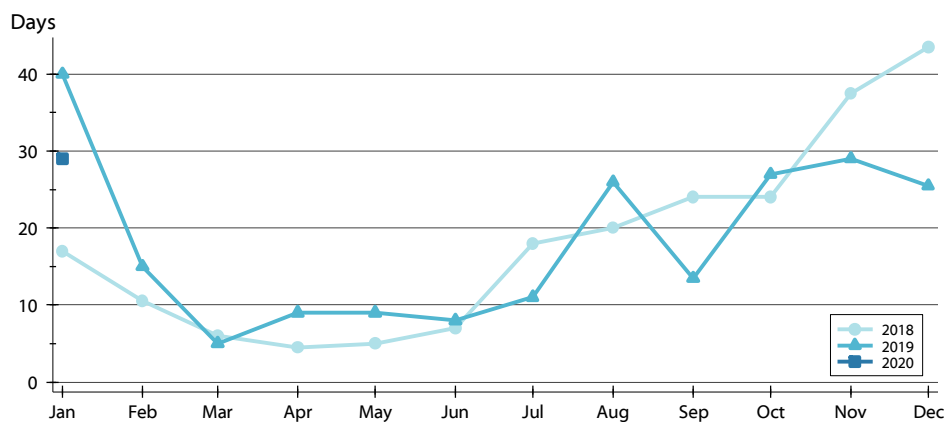
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 2/9/2020**

AVERAGE DOM >>



Month	2018	2019	2020
January	60	61	63
February	45	40	
March	26	26	
April	25	34	
May	23	29	
June	24	24	
July	31	28	
August	42	42	
September	37	39	
October	45	50	
November	52	59	
December	58	46	

MEDIAN DOM >>

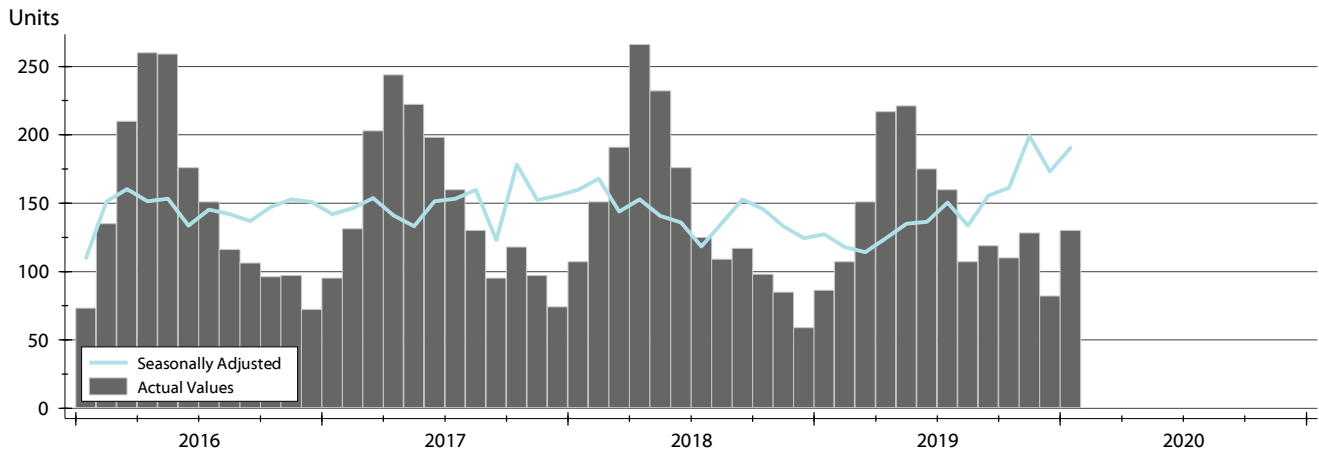


Month	2018	2019	2020
January	17	40	29
February	11	15	
March	6	5	
April	5	9	
May	5	9	
June	7	8	
July	18	11	
August	20	26	
September	24	14	
October	24	27	
November	38	29	
December	44	26	

PENDING CONTRACTS ANALYSIS

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 2/9/2020**

HISTORY >>



SUMMARY >>

Summary Statistics		End of January		
for Active Listings		2020	2019	Change
Active Listings		130	86	51.2%
Volume (1,000s)		33,688	20,754	62.3%
Average	List Price	259,140	241,322	7.4%
	Days on Market	58	54	8.1%
	Percent of Original	97.8%	98.4%	-0.6%
Median	List Price	228,500	210,450	8.6%
	Days on Market	28	25	12.0%
	Percent of Original	100.0%	100.0%	0.0%

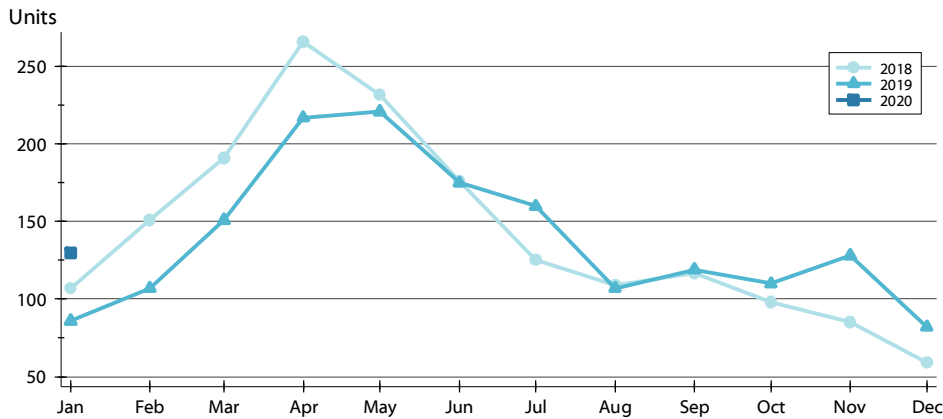
A total of 130 listings in the City of Lawrence had contracts pending at the end of January, up from 86 contracts pending at the end of January 2019.

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 2/9/2020**



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

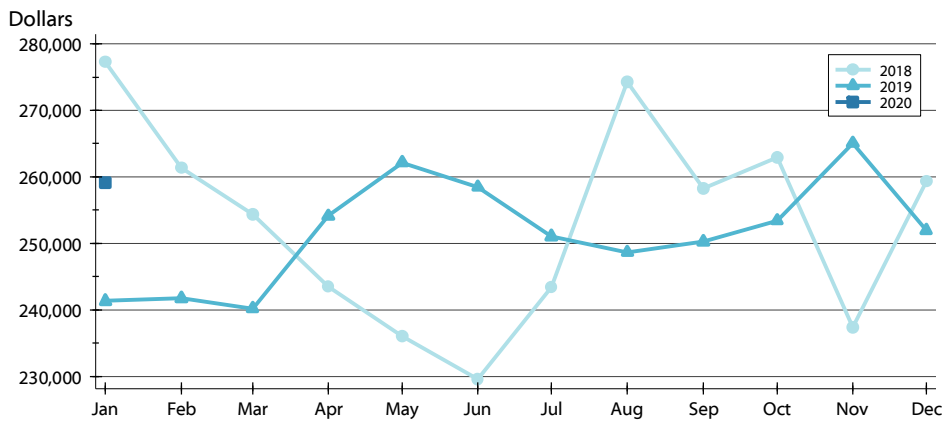
BY PRICE RANGE >>

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	1.5%	164	82,000	82,000	49	49	84.0%	84.0%
\$100,000-\$149,999	18	13.8%	2,373	131,814	136,700	41	30	97.5%	100.0%
\$150,000-\$199,999	31	23.8%	5,350	172,567	169,900	54	28	98.2%	100.0%
\$200,000-\$249,999	26	20.0%	5,950	228,862	228,000	30	11	98.2%	100.0%
\$250,000-\$299,999	20	15.4%	5,551	277,543	279,950	56	47	97.2%	100.0%
\$300,000-\$349,999	7	5.4%	2,238	319,686	314,900	130	61	97.9%	100.0%
\$350,000-\$399,999	5	3.8%	1,913	382,590	379,000	39	50	100.0%	100.0%
\$400,000-\$449,999	7	5.4%	2,941	420,083	421,284	82	80	98.9%	100.0%
\$450,000-\$499,999	7	5.4%	3,337	476,653	477,000	91	26	97.6%	100.0%
\$500,000-\$599,999	6	4.6%	3,174	528,967	522,000	115	66	98.2%	100.0%
\$600,000-\$749,999	1	0.8%	699	699,000	699,000	120	120	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	130	100.0%	33,688	259,140	228,500	58	28	97.8%	100.0%

PENDING CONTRACTS ANALYSIS

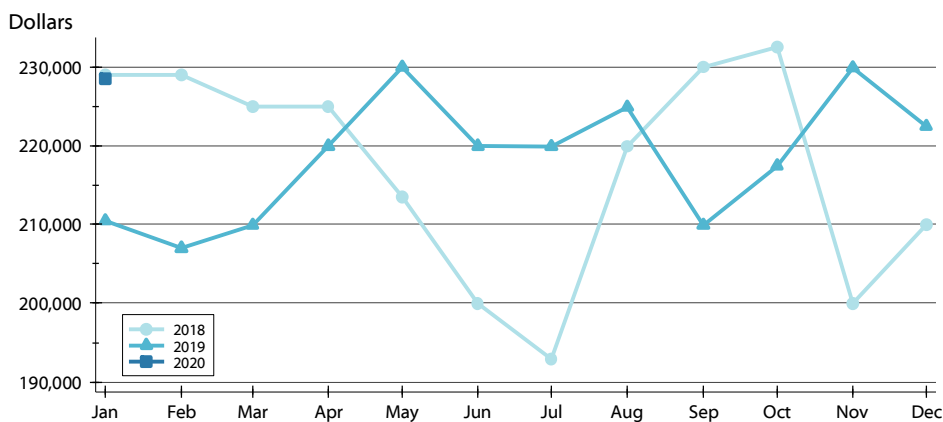
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 2/9/2020**

AVERAGE PRICE >>



Month	2018	2019	2020
January	277,321	241,322	259,140
February	261,332	241,706	262,000
March	254,384	240,193	255,000
April	243,519	254,113	255,000
May	236,007	262,156	263,000
June	229,631	258,478	259,000
July	243,337	251,037	252,000
August	274,271	248,627	249,000
September	258,250	250,263	251,000
October	262,912	253,428	254,000
November	237,321	265,092	266,000
December	259,354	251,972	253,000

MEDIAN PRICE >>

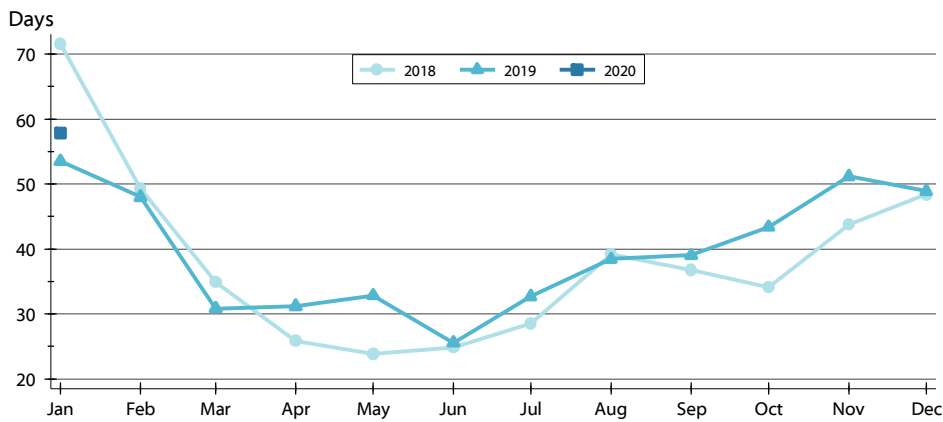


Month	2018	2019	2020
January	229,000	210,450	228,500
February	229,000	207,000	229,000
March	225,000	209,900	225,000
April	224,975	219,950	220,000
May	213,450	230,000	230,000
June	199,975	219,950	220,000
July	192,900	219,900	220,000
August	219,900	224,900	225,000
September	230,000	209,900	210,000
October	232,500	217,450	218,000
November	199,950	229,900	230,000
December	210,000	222,425	223,000

PENDING CONTRACTS ANALYSIS

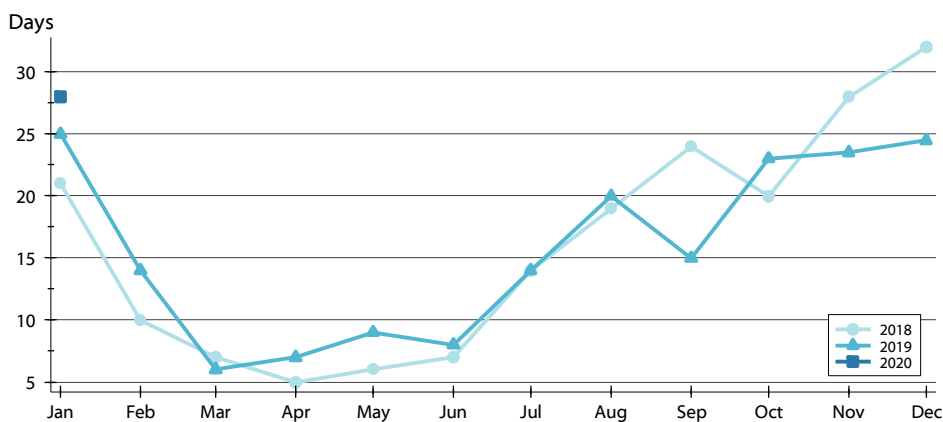
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 2/9/2020**

AVERAGE DOM >>



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

MEDIAN DOM >>



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