

LAWRENCE MLS STATISTICS



JANUARY 2021 >>

MARKET OVERVIEW >>

Lawrence City Home Sales Rose in January

Total home sales in the City of Lawrence rose by 22.0% last month to 61 units, compared to 50 units in January 2020. Total sales volume was \$16.4 million, up 42.9% from a year earlier.

The median sale price in January was \$249,900, up from \$214,075 a year earlier. Homes that sold in January were typically on the market for 4 days and sold for 100.0% of their list prices.

Lawrence City Active Listings Down at End of January

The total number of active listings in the City of Lawrence at the end of January was 84 units, down from 215 at the same point in 2020. This represents a 0.7 months' supply of homes available for sale. The median list price of homes on the market at the end of January was \$301,950.

During January, a total of 71 contracts were written down from 92 in January 2020. At the end of the month, there were 101 contracts pending, compared to 130 at the end of January 2020.

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		January		
Current Month		2021	2020	Change
Summary Statistics		2021	2020	Change
Home Sales		61	50	22.0%
Active Listings		84	215	-60.9%
Months' Supply		0.7	2.1	-65.2%
New Listings		79	118	-33.1%
Contracts Written		71	92	-22.8%
Pending Contracts		101	130	-22.3%
Sales Volume (1,000s)		16,429	11,499	42.9%
Average	Sale Price	269,320	229,973	17.1%
	List Price of Actives	367,887	328,240	12.1%
	Days on Market	40	54	-26.5%
	Percent of List	100.2%	98.1%	2.2%
	Percent of Original	99.3%	97.1%	2.3%
Median	Sale Price	249,900	214,075	16.7%
	List Price of Actives	301,950	304,900	-1.0%
	Days on Market	4	22	-81.8%
	Percent of List	100.0%	99.5%	0.6%
	Percent of Original	100.0%	99.1%	0.9%

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THREE-YEAR COMPARISONS

SUMMARY >>

BREAKDOWNS BY HOME TYPE CITY OF LAWRENCE AS OF 2/8/2021

January MLS Statistics		2021			2020			2019		
By Property Type		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		61	51	10	50	42	8	47	42	5
Change from prior year		22.0%	21.4%	25.0%	6.4%	0.0%	60.0%	-16.1%	-10.6%	-44.4%
Active Listings		84	59	25	215	155	60	207	156	51
Change from prior year		-60.9%	-61.9%	-58.3%	3.9%	-0.6%	17.6%	22.5%	26.8%	10.9%
Months' Supply		0.7	0.6	1.8	2.1	1.7	7.3	2.0	1.7	4.8
Change from prior year		-65.2%	-64.4%	-75.6%	5.1%	-2.0%	52.1%	27.3%	33.8%	0.5%
New Listings		79	59	20	118	97	21	91	70	21
Change from prior year		-33.1%	-39.2%	-4.8%	29.7%	38.6%	0.0%	-7.1%	-11.4%	10.5%
Contracts Written		71	60	11	92	71	21	62	52	10
Change from prior year		-22.8%	-15.5%	-47.6%	48.4%	36.5%	110.0%	-27.9%	-27.8%	-28.6%
Pending Contracts		101	77	24	130	102	28	86	74	12
Change from prior year		-22.3%	-24.5%	-14.3%	51.2%	37.8%	133.3%	-19.6%	-17.8%	-29.4%
Sales Volume (1,000s)		16,429	12,700	3,729	11,499	8,963	2,536	12,243	10,363	1,880
Change from prior year		42.9%	41.7%	47.1%	-6.1%	-13.5%	34.9%	-9.0%	-1.2%	-36.8%
Average	Sale Price	269,320	249,017	372,865	229,973	213,406	316,950	260,491	246,740	376,000
	Change from prior year	17.1%	16.7%	17.6%	-11.7%	-13.5%	-15.7%	8.4%	10.6%	13.8%
	List Price of Actives	367,887	358,001	391,216	328,240	293,576	417,788	325,960	309,801	375,387
	Change from prior year	12.1%	21.9%	-6.4%	0.7%	-5.2%	11.3%	10.6%	18.2%	-1.8%
	Days on Market	40	27	105	54	36	150	60	55	103
	Change from prior year	-26.5%	-24.9%	-29.9%	-10.0%	-34.8%	46.3%	9.8%	17.9%	5.8%
	Percent of List	100.2%	100.3%	100.0%	98.1%	98.0%	98.8%	98.1%	98.1%	98.6%
Change from prior year	2.2%	2.4%	1.2%	0.0%	-0.1%	0.2%	-0.3%	0.0%	-1.6%	
Median	Percent of Original	99.3%	99.0%	100.9%	97.1%	96.8%	98.4%	96.4%	96.6%	95.2%
	Change from prior year	2.3%	2.2%	2.6%	0.7%	0.3%	3.3%	-0.3%	0.6%	-5.3%
	Sale Price	249,900	236,000	382,450	214,075	205,000	295,500	240,000	206,950	362,000
	Change from prior year	16.7%	15.1%	29.4%	-10.8%	-0.9%	-18.4%	12.7%	1.0%	18.7%
	List Price of Actives	301,950	269,900	350,000	304,900	229,900	392,400	300,000	249,450	355,000
	Change from prior year	-1.0%	17.4%	-10.8%	1.6%	-7.8%	10.5%	8.3%	33.4%	2.9%
	Days on Market	4	4	47	22	15	147	51	51	85
Change from prior year	-81.8%	-73.3%	-68.3%	-56.9%	-70.3%	72.4%	88.9%	94.2%	6.3%	
Percent of List	100.0%	100.0%	100.0%	99.5%	99.3%	100.0%	97.8%	97.6%	98.9%	
Change from prior year	0.6%	0.7%	0.0%	1.7%	1.7%	1.1%	-1.7%	-1.6%	-1.1%	
Percent of Original	100.0%	100.0%	100.0%	99.1%	98.8%	100.0%	97.1%	97.5%	95.4%	
Change from prior year	0.9%	1.2%	0.0%	2.0%	1.4%	4.9%	-1.0%	0.4%	-4.6%	

YEAR-TO-DATE STATISTICS

SUMMARY >>

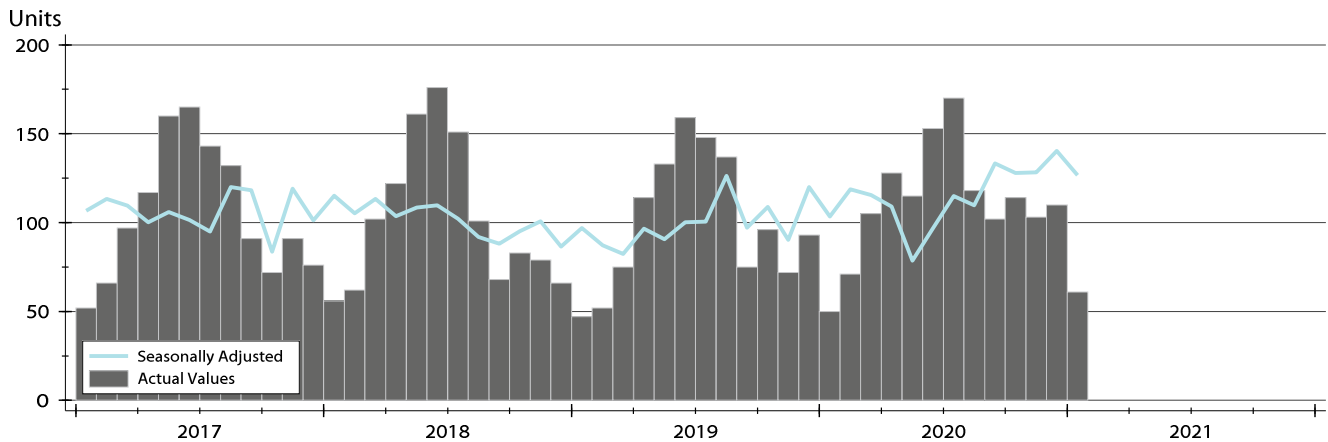
**YTD BREAKDOWNS BY HOME TYPE
CITY OF LAWRENCE
AS OF 2/8/2021**

Year-to-Date Activity		2021			2020			2019		
By Property Type		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		61	51	10	50	42	8	47	42	5
Change from prior year		22.0%	21.4%	25.0%	6.4%	0.0%	60.0%	-16.1%	-10.6%	-44.4%
New Listings		79	59	20	118	97	21	91	70	21
Change from prior year		-33.1%	-39.2%	-4.8%	29.7%	38.6%	0.0%	-7.1%	-11.4%	10.5%
Contracts Written		71	60	11	92	71	21	62	52	10
Change from prior year		-22.8%	-15.5%	-47.6%	48.4%	36.5%	110.0%	-27.9%	-27.8%	-28.6%
Sales Volume (1,000s)		16,429	12,700	3,729	11,499	8,963	2,536	12,243	10,363	1,880
Change from prior year		42.9%	41.7%	47.1%	-6.1%	-13.5%	34.9%	-9.0%	-1.2%	-36.8%
Average	Sale Price	269,320	249,017	372,865	229,973	213,406	316,950	260,491	246,740	376,000
	Change from prior year	17.1%	16.7%	17.6%	-11.7%	-13.5%	-15.7%	8.4%	10.6%	13.8%
	Days on Market	40	27	105	54	36	150	60	55	103
	Change from prior year	-26.5%	-24.9%	-29.9%	-10.0%	-34.8%	46.3%	9.8%	17.9%	5.8%
	Percent of List	100.2%	100.3%	100.0%	98.1%	98.0%	98.8%	98.1%	98.1%	98.6%
Change from prior year	2.2%	2.4%	1.2%	0.0%	-0.1%	0.2%	-0.3%	0.0%	-1.6%	
Median	Percent of Original	99.3%	99.0%	100.9%	97.1%	96.8%	98.4%	96.4%	96.6%	95.2%
	Change from prior year	2.3%	2.2%	2.6%	0.7%	0.3%	3.3%	-0.3%	0.6%	-5.3%
	Sale Price	249,900	236,000	382,450	214,075	205,000	295,500	240,000	206,950	362,000
	Change from prior year	16.7%	15.1%	29.4%	-10.8%	-0.9%	-18.4%	12.7%	1.0%	18.7%
	Days on Market	4	4	47	22	15	147	51	51	85
Change from prior year	-81.8%	-73.3%	-68.3%	-56.9%	-70.3%	72.4%	88.9%	94.2%	6.3%	
Percent of List	100.0%	100.0%	100.0%	99.5%	99.3%	100.0%	97.8%	97.6%	98.9%	
Change from prior year	0.6%	0.7%	0.0%	1.7%	1.7%	1.1%	-1.7%	-1.6%	-1.1%	
Percent of Original	100.0%	100.0%	100.0%	99.1%	98.8%	100.0%	97.1%	97.5%	95.4%	
Change from prior year	0.9%	1.2%	0.0%	2.0%	1.4%	4.9%	-1.0%	0.4%	-4.6%	

CLOSED LISTINGS ANALYSIS

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 2/8/2021**

HISTORY >>



SUMMARY >>

Summary Statistics for Closed Listings		January			Year-to-Date		
		2021	2020	Change	2021	2020	Change
Closed Listings		61	50	22.0%	61	50	22.0%
Volume (1,000s)		16,429	11,499	42.9%	16,429	11,499	42.9%
Average	Sale Price	269,320	229,973	17.1%	269,320	229,973	17.1%
	Days on Market	40	54	-26.5%	40	54	-26.5%
	Percent of List	100.2%	98.1%	2.2%	100.2%	98.1%	2.2%
	Percent of Original	99.3%	97.1%	2.3%	99.3%	97.1%	2.3%
Median	Sale Price	249,900	214,075	16.7%	249,900	214,075	16.7%
	Days on Market	4	22	-81.8%	4	22	-81.8%
	Percent of List	100.0%	99.5%	0.6%	100.0%	99.5%	0.6%
	Percent of Original	100.0%	99.1%	0.9%	100.0%	99.1%	0.9%

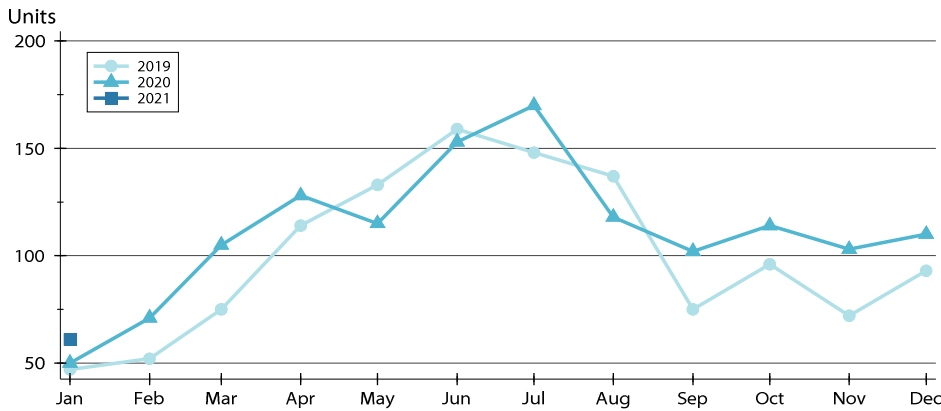
A total of 61 homes sold in the City of Lawrence in January, up from 50 units in January 2020. Total sales volume rose to \$16.4 million compared to \$11.5 million in the previous year.

The median sales price in January was \$249,900, up 16.7% compared to the prior year. Median days on market was 4 days, down from 14 days in December, and down from 22 in January 2020.

CLOSED LISTINGS ANALYSIS

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 2/8/2021**

BY MONTH >>



Month	2019	2020	2021
January	47	50	61
February	52	71	
March	75	105	
April	114	128	
May	133	115	
June	159	153	
July	148	170	
August	137	118	
September	75	102	
October	96	114	
November	72	103	
December	93	110	

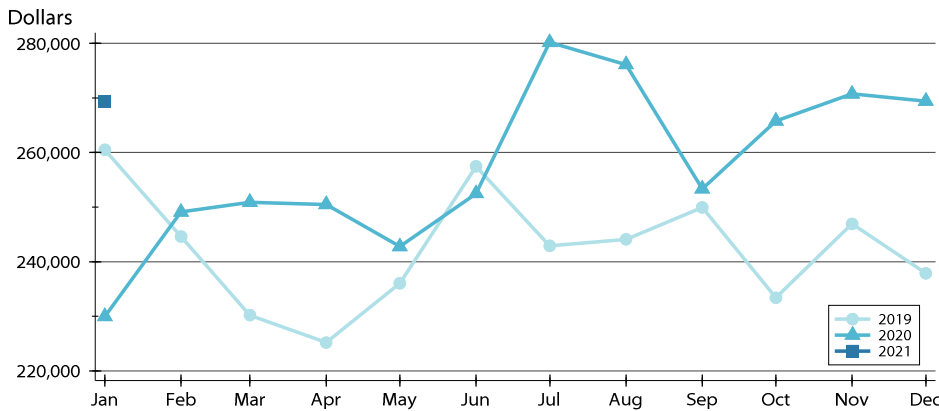
BY PRICE RANGE >>

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	2	3.3%	149	74,500	74,500	2	2	101.2%	101.2%	101.2%	101.2%
\$100,000-\$149,999	5	8.2%	690	138,080	145,000	43	19	103.2%	98.7%	99.6%	98.7%
\$150,000-\$199,999	11	18.0%	1,904	173,082	173,000	18	3	102.0%	101.6%	101.2%	101.6%
\$200,000-\$249,999	13	21.3%	2,990	230,004	232,000	13	3	100.3%	100.0%	99.7%	100.0%
\$250,000-\$299,999	10	16.4%	2,676	267,590	264,950	34	9	99.1%	99.1%	97.6%	98.6%
\$300,000-\$349,999	5	8.2%	1,620	323,950	317,500	42	49	98.7%	100.0%	97.8%	100.0%
\$350,000-\$399,999	10	16.4%	3,810	380,970	379,950	77	12	98.5%	100.0%	97.6%	100.0%
\$400,000-\$449,999	1	1.6%	445	444,900	444,900	2	2	100.0%	100.0%	100.0%	100.0%
\$450,000-\$499,999	2	3.3%	990	494,950	494,950	236	236	100.5%	100.5%	103.1%	103.1%
\$500,000-\$599,999	1	1.6%	530	530,000	530,000	17	17	100.0%	100.0%	100.0%	100.0%
\$600,000-\$749,999	1	1.6%	625	625,000	625,000	26	26	99.4%	99.4%	99.4%	99.4%
\$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	61	100.0%	16,429	269,320	249,900	40	4	100.2%	100.0%	99.3%	100.0%

CLOSED LISTINGS ANALYSIS

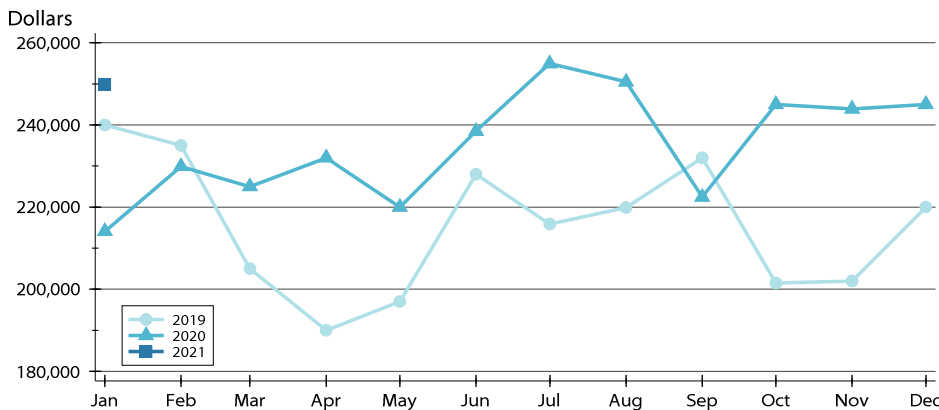
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 2/8/2021**

AVERAGE PRICE >>



Month	2019	2020	2021
January	260,491	229,973	269,320
February	244,614	249,106	
March	230,217	250,879	
April	225,180	250,466	
May	236,053	242,777	
June	257,468	252,488	
July	242,906	280,164	
August	244,101	276,104	
September	249,939	253,345	
October	233,403	265,768	
November	246,937	270,728	
December	237,884	269,410	

MEDIAN PRICE >>

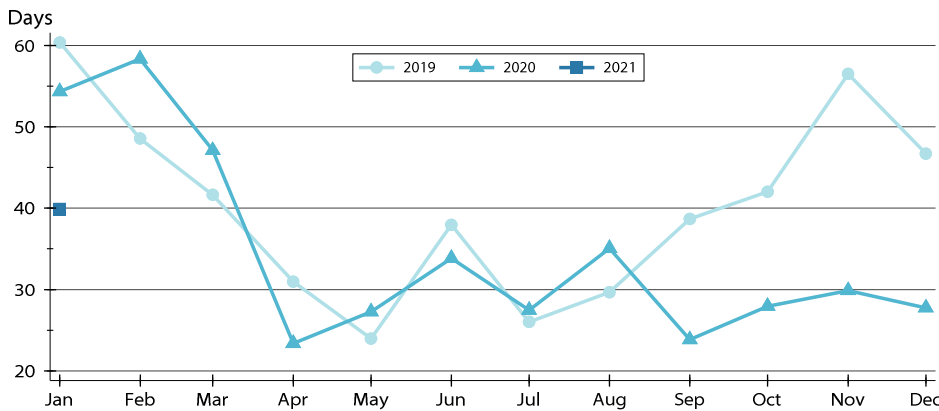


Month	2019	2020	2021
January	240,000	214,075	249,900
February	235,000	229,900	
March	205,000	225,000	
April	190,000	232,000	
May	197,000	220,000	
June	228,000	238,500	
July	215,875	254,950	
August	219,900	250,500	
September	232,000	222,450	
October	201,500	245,000	
November	202,000	243,900	
December	220,000	245,000	

CLOSED LISTINGS ANALYSIS

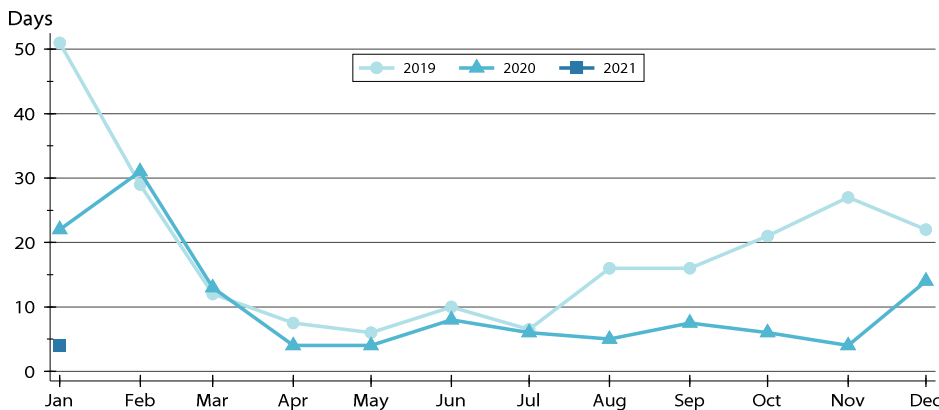
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 2/8/2021**

AVERAGE DOM >>



Month	2019	2020	2021
January	60	54	40
February	49	58	
March	42	47	
April	31	23	
May	24	27	
June	38	34	
July	26	27	
August	30	35	
September	39	24	
October	42	28	
November	57	30	
December	47	28	

MEDIAN DOM >>

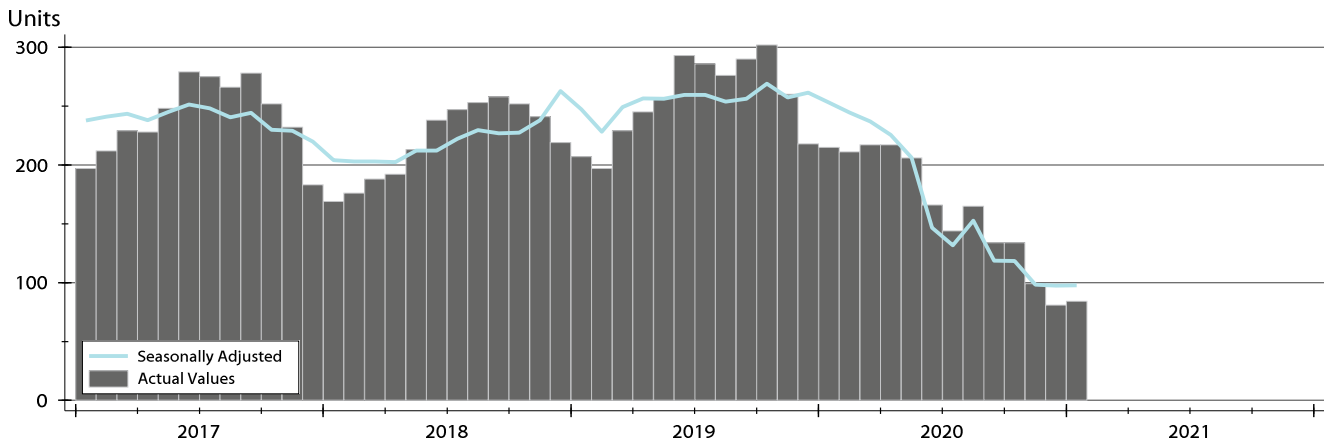


Month	2019	2020	2021
January	51	22	4
February	29	31	
March	12	13	
April	8	4	
May	6	4	
June	10	8	
July	7	6	
August	16	5	
September	16	8	
October	21	6	
November	27	4	
December	22	14	

ACTIVE LISTINGS ANALYSIS

HISTORY >>

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 2/8/2021**



SUMMARY >>

Summary Statistics for Active Listings		End of January		
		2021	2020	Change
Active Listings		84	215	-60.9%
Months' Supply		0.7	2.1	-65.2%
Volume (1,000s)		30,902	70,572	-56.2%
Average	List Price	367,887	328,240	12.1%
	Days on Market	72	85	-15.0%
	Percent of Original	98.7%	98.5%	0.2%
Median	List Price	301,950	304,900	-1.0%
	Days on Market	36	65	-45.4%
	Percent of Original	100.0%	100.0%	0.0%

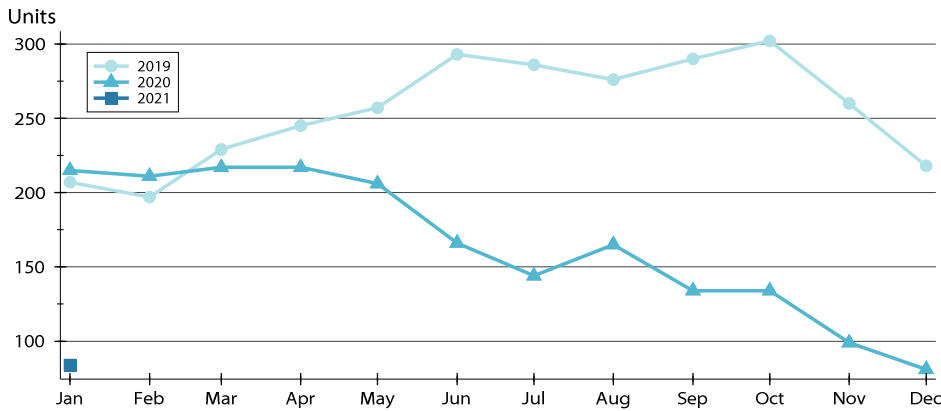
A total of 84 homes were available for sale in the City of Lawrence at the end of January. This represents a 0.7 months' supply of active listings.

The median list price of homes on the market at the end of January was \$301,950, down 1.0% from 2020. The typical time on market for active listings was 36 days, down from 65 days a year earlier.

ACTIVE LISTINGS ANALYSIS

BY MONTH >>

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 2/8/2021**



Month	2019	2020	2021
January	207	215	84
February	197	211	
March	229	217	
April	245	217	
May	257	206	
June	293	166	
July	286	144	
August	276	165	
September	290	134	
October	302	134	
November	260	99	
December	218	81	

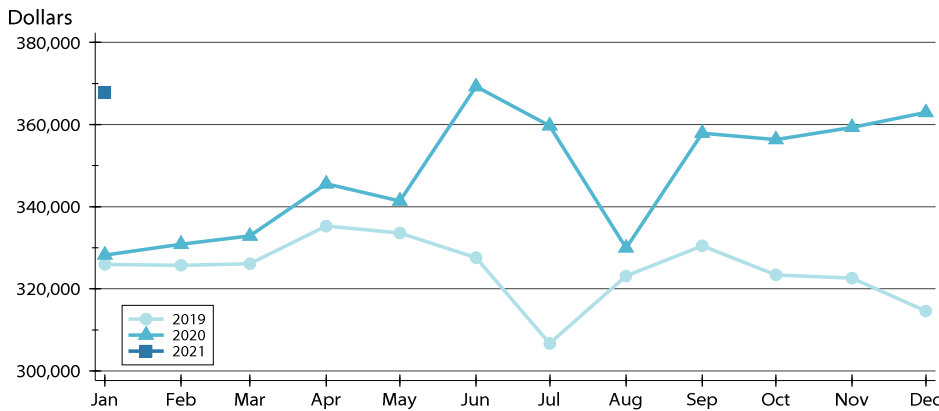
BY PRICE RANGE >>

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	7	8.3%	9	N/A	1,309	1,295	11	11	100.0%	100.0%
\$50,000-\$99,999	4	4.8%	340	2.0	84,905	86,725	60	46	92.8%	99.1%
\$100,000-\$149,999	8	9.5%	1,052	1.6	131,550	131,950	56	53	96.0%	100.0%
\$150,000-\$199,999	6	7.1%	1,065	0.5	177,450	178,700	49	35	99.5%	100.0%
\$200,000-\$249,999	7	8.3%	1,567	0.5	223,871	219,900	46	8	99.3%	100.0%
\$250,000-\$299,999	10	11.9%	2,773	1.0	277,260	281,000	34	8	99.6%	100.0%
\$300,000-\$349,999	6	7.1%	1,955	1.2	325,783	322,450	36	33	99.6%	100.0%
\$350,000-\$399,999	7	8.3%	2,635	0.7	376,471	377,500	38	33	99.7%	100.0%
\$400,000-\$449,999	3	3.6%	1,255	3.0	418,300	425,000	78	95	100.0%	100.0%
\$450,000-\$499,999	4	4.8%	1,910	2.0	477,425	479,900	174	99	101.3%	100.0%
\$500,000-\$599,999	8	9.5%	4,443	8.0	555,375	552,500	95	62	98.8%	100.0%
\$600,000-\$749,999	8	9.5%	5,460	8.0	682,538	664,500	169	134	96.7%	99.7%
\$750,000-\$999,999	3	3.6%	2,704	N/A	901,333	869,000	85	109	100.0%	100.0%
\$1,000,000 and up	3	3.6%	3,735	N/A	1,245,000	1,250,000	200	218	100.0%	100.0%
All price ranges	84	100.0%	30,902	1.4	367,887	301,950	72	36	98.7%	100.0%

ACTIVE LISTINGS ANALYSIS

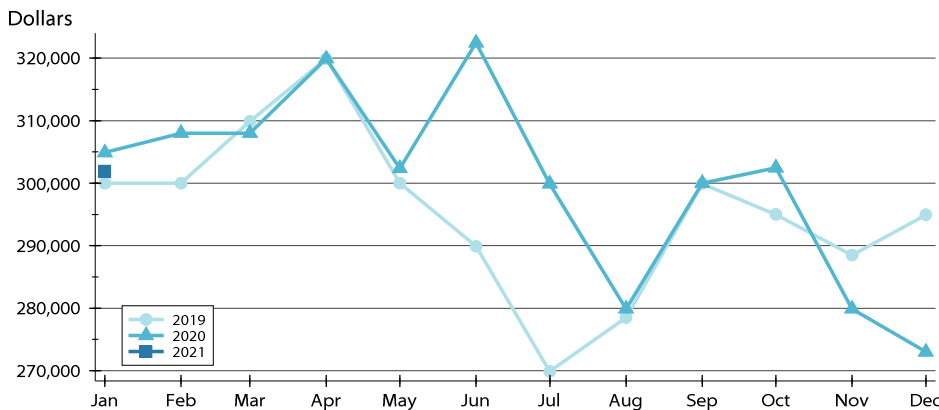
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 2/8/2021**

AVERAGE PRICE >>



Month	2019	2020	2021
January	325,960	328,240	367,887
February	325,749	330,864	
March	326,114	332,866	
April	335,269	345,557	
May	333,601	341,378	
June	327,597	369,250	
July	306,684	359,709	
August	323,116	329,944	
September	330,454	357,903	
October	323,407	356,330	
November	322,600	359,334	
December	314,584	362,929	

MEDIAN PRICE >>

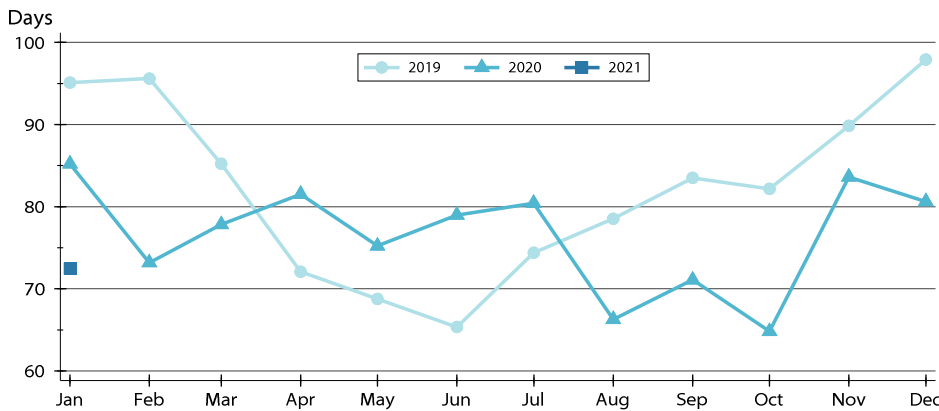


Month	2019	2020	2021
January	300,000	304,900	301,950
February	300,000	308,000	
March	309,900	308,000	
April	319,900	319,900	
May	300,000	302,350	
June	289,900	322,450	
July	269,900	299,900	
August	278,500	279,900	
September	299,900	300,000	
October	295,000	302,450	
November	288,500	279,900	
December	294,950	273,000	

ACTIVE LISTINGS ANALYSIS

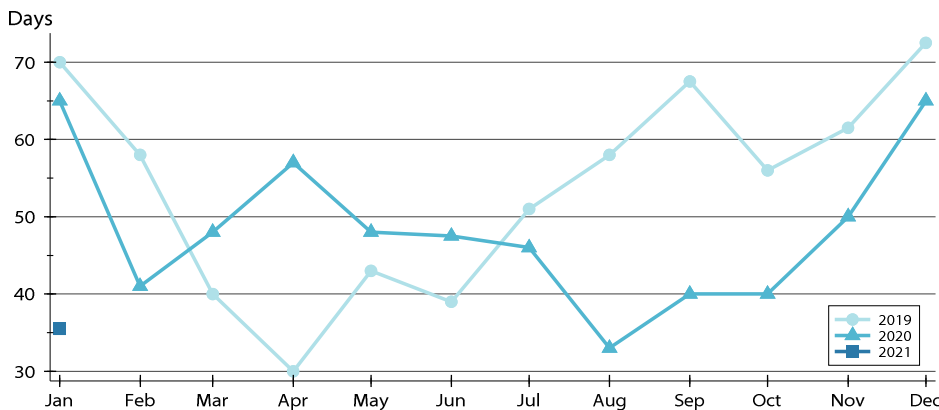
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 2/8/2021**

AVERAGE DOM >>



Month	2019	2020	2021
January	95	85	72
February	96	73	
March	85	78	
April	72	82	
May	69	75	
June	65	79	
July	74	80	
August	79	66	
September	84	71	
October	82	65	
November	90	84	
December	98	81	

MEDIAN DOM >>

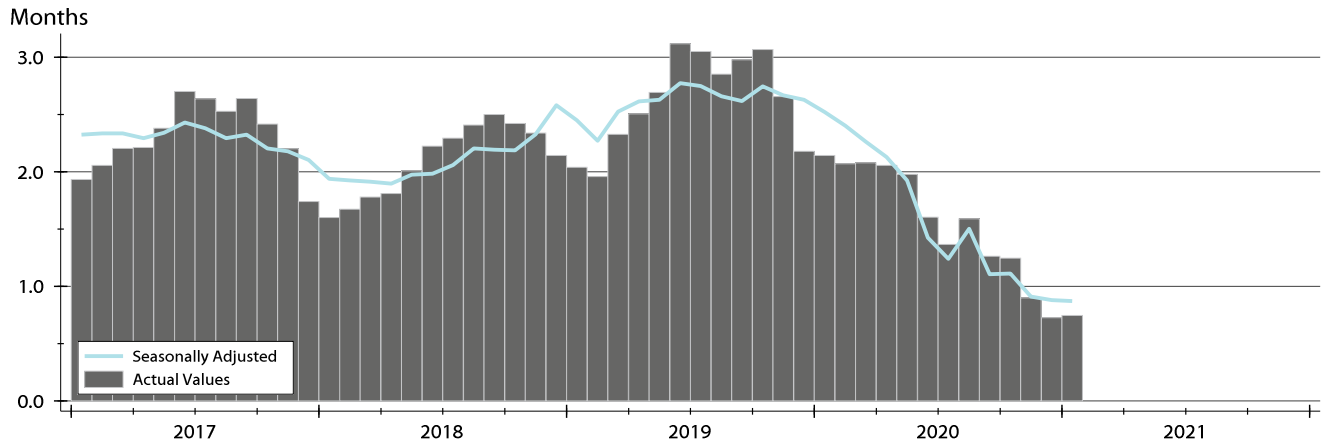


Month	2019	2020	2021
January	70	65	36
February	58	41	
March	40	48	
April	30	57	
May	43	48	
June	39	48	
July	51	46	
August	58	33	
September	68	40	
October	56	40	
November	62	50	
December	73	65	

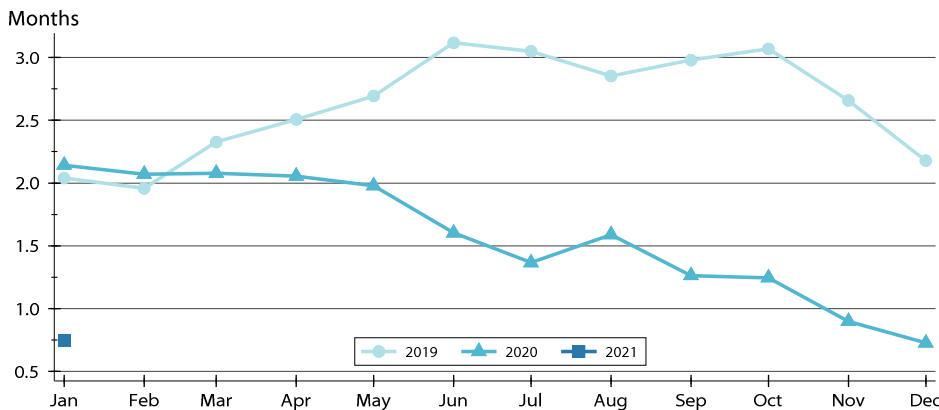
MONTHS' SUPPLY ANALYSIS

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 2/8/2021**

HISTORY >>



BY MONTH >>

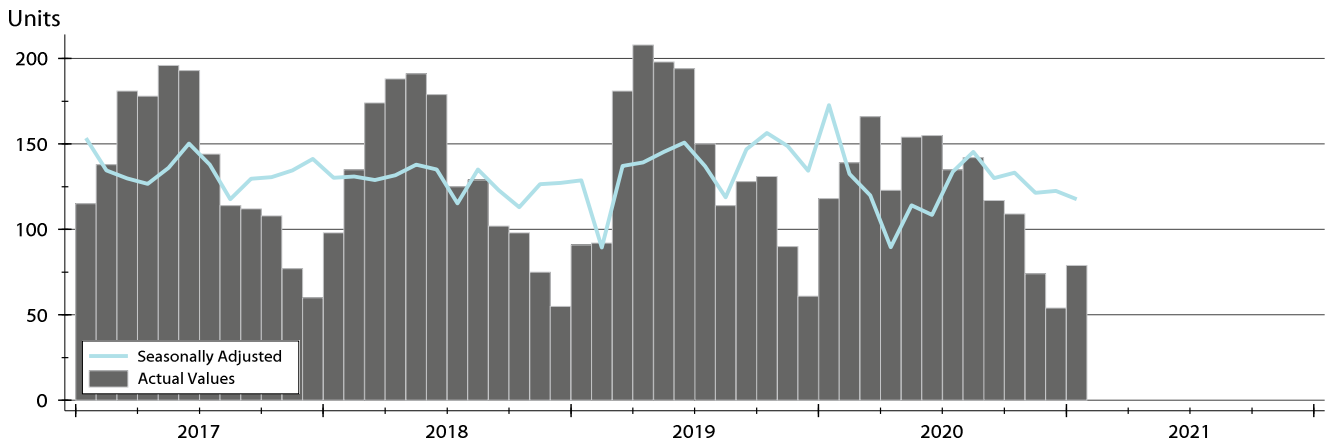


Month	2019	2020	2021
January	2.0	2.1	0.7
February	2.0	2.1	
March	2.3	2.1	
April	2.5	2.1	
May	2.7	2.0	
June	3.1	1.6	
July	3.1	1.4	
August	2.9	1.6	
September	3.0	1.3	
October	3.1	1.2	
November	2.7	0.9	
December	2.2	0.7	

NEW LISTINGS ANALYSIS

HISTORY >>

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 2/8/2021**



SUMMARY >>

Summary Statistics for New Listings		January		
		2021	2020	Change
Current Month	New Listings	79	118	-33.1%
	Volume (1,000s)	21,021	32,497	-35.3%
	Average List Price	266,093	275,402	-3.4%
	Median List Price	235,000	228,950	2.6%
YTD	New Listings	79	118	-33.1%
	Volume (1,000s)	21,021	32,497	-35.3%
	Average List Price	266,093	275,402	-3.4%
	Median List Price	235,000	228,950	2.6%

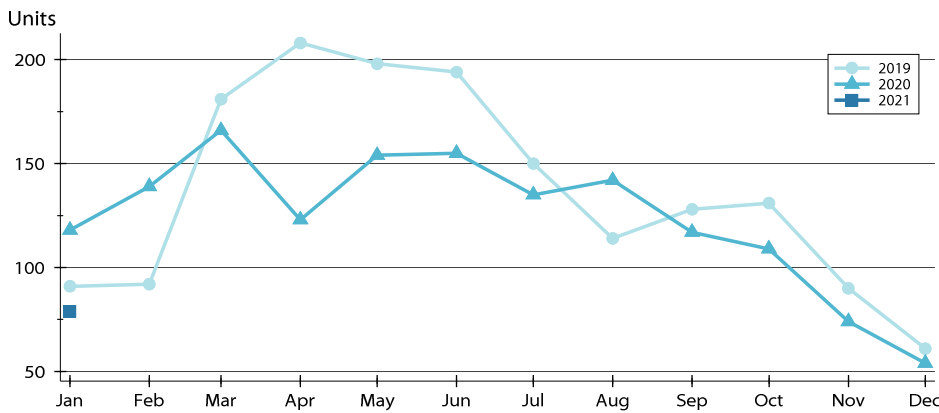
A total of 79 new listings were added in the City of Lawrence during January, down 33.1% from the same month in 2020.

The median list price of these homes was \$235,000 up from \$228,950 in 2020.

NEW LISTINGS ANALYSIS

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 2/8/2021**

BY MONTH >>



Month	2019	2020	2021
January	91	118	79
February	92	139	
March	181	166	
April	208	123	
May	198	154	
June	194	155	
July	150	135	
August	114	142	
September	128	117	
October	131	109	
November	90	74	
December	61	54	

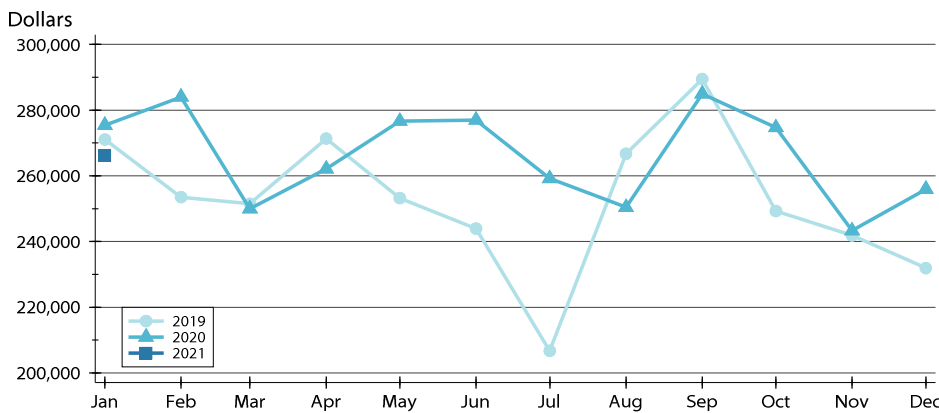
BY PRICE RANGE >>

Price Range	New Listings			List Price	
	Number	Percent	Volume	Average	Median
Below \$50,000	5	6.3%	7	1,393	1,400
\$50,000-\$99,999	3	3.8%	221	73,500	70,500
\$100,000-\$149,999	7	8.9%	945	135,064	139,950
\$150,000-\$199,999	12	15.2%	2,081	173,421	175,000
\$200,000-\$249,999	16	20.3%	3,613	225,800	229,950
\$250,000-\$299,999	17	21.5%	4,701	276,535	280,000
\$300,000-\$349,999	5	6.3%	1,587	317,480	315,000
\$350,000-\$399,999	5	6.3%	1,905	381,080	379,000
\$400,000-\$449,999	2	2.5%	860	429,900	429,900
\$450,000-\$499,999	1	1.3%	485	485,000	485,000
\$500,000-\$599,999	2	2.5%	1,078	539,000	539,000
\$600,000-\$749,999	1	1.3%	630	629,900	629,900
\$750,000-\$999,999	2	2.5%	1,658	829,000	829,000
\$1,000,000 and up	1	1.3%	1,250	1,250,000	1,250,000
All price ranges	79	100.0%	21,021	266,093	235,000

NEW LISTINGS ANALYSIS

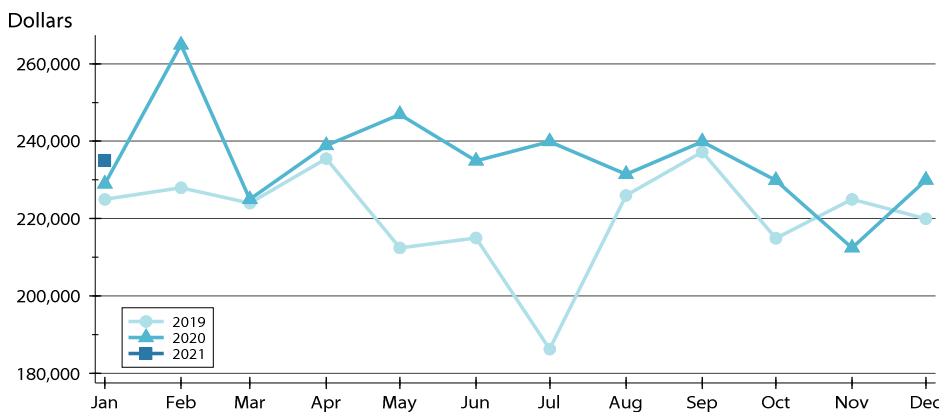
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 2/8/2021**

AVERAGE PRICE >>



Month	2019	2020	2021
January	271,062	275,402	266,093
February	253,519	284,009	
March	251,491	249,995	
April	271,345	262,107	
May	253,236	276,641	
June	243,938	276,994	
July	206,720	259,179	
August	266,719	250,414	
September	289,474	284,967	
October	249,298	274,691	
November	241,850	243,317	
December	231,896	255,931	

MEDIAN PRICE >>

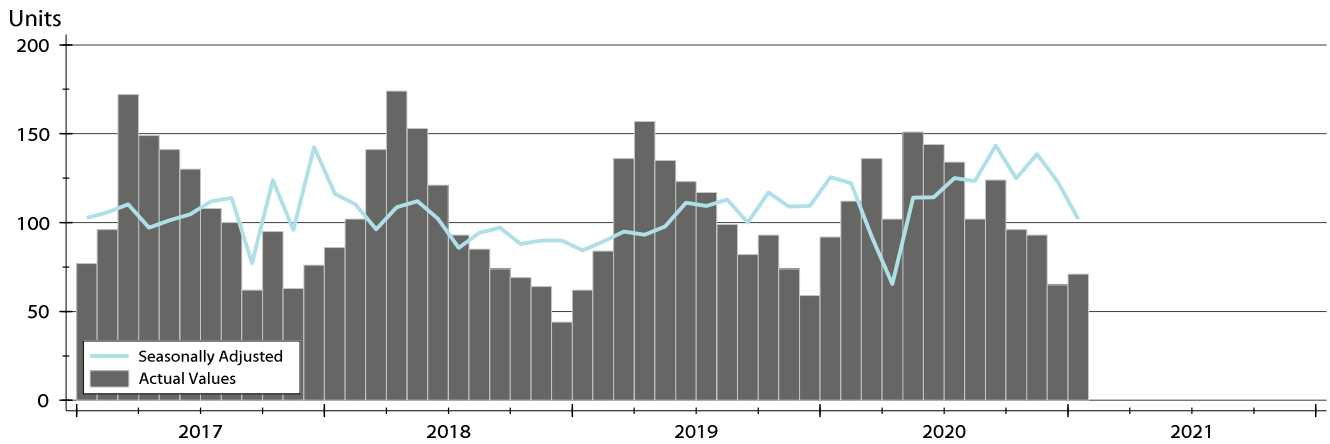


Month	2019	2020	2021
January	224,950	228,950	235,000
February	227,950	264,900	
March	224,000	224,950	
April	235,500	238,900	
May	212,400	246,900	
June	215,000	234,900	
July	186,250	239,900	
August	226,000	231,450	
September	237,200	239,900	
October	214,900	229,900	
November	224,950	212,450	
December	219,950	229,950	

CONTRACTS WRITTEN ANALYSIS

HISTORY >>

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 2/8/2021**



SUMMARY >>

Summary Statistics for Contracts Written		January			Year-to-Date		
		2021	2020	Change	2021	2020	Change
Closed Listings		71	92	-22.8%	71	92	-22.8%
Volume (1,000s)		17,865	23,753	-24.8%	17,865	23,753	-24.8%
Average	Sale Price	251,614	258,187	-2.5%	251,614	258,187	-2.5%
	Days on Market	24	61	-61.1%	24	61	-61.1%
	Percent of Original	99.1%	96.7%	2.5%	99.1%	96.7%	2.5%
Median	Sale Price	234,900	228,500	2.8%	234,900	228,500	2.8%
	Days on Market	4	27	-84.9%	4	27	-84.9%
	Percent of Original	100.0%	98.9%	1.1%	100.0%	98.9%	1.1%

A total of 71 contracts for sale were written in the City of Lawrence during the month of January, down from 92 in 2020. The median list price of these homes was \$234,900, up from \$228,500 the prior year.

Half of the homes that went under contract in January were on the market less than 4 days, compared to 27 days in January 2020.



JANUARY 2021 >>

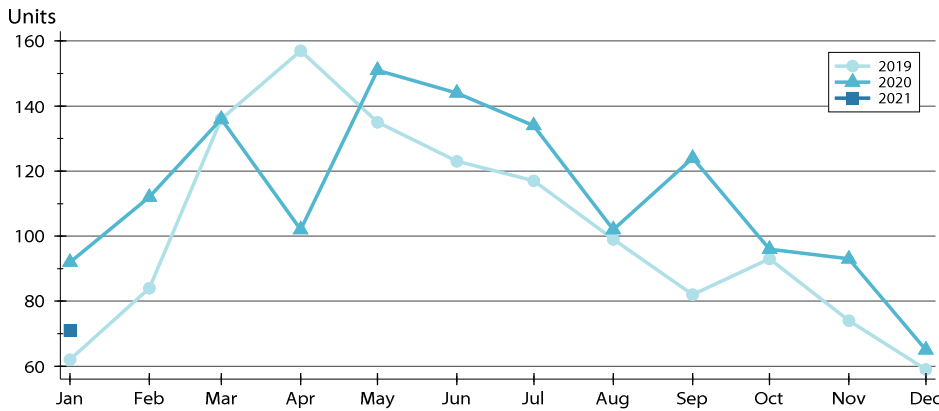
LAWRENCE MLS STATISTICS



CONTRACTS WRITTEN ANALYSIS

CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 2/8/2021

BY MONTH >>



Month	2019	2020	2021
January	62	92	71
February	84	112	
March	136	136	
April	157	102	
May	135	151	
June	123	144	
July	117	134	
August	99	102	
September	82	124	
October	74	93	
November	93	96	
December	59	65	

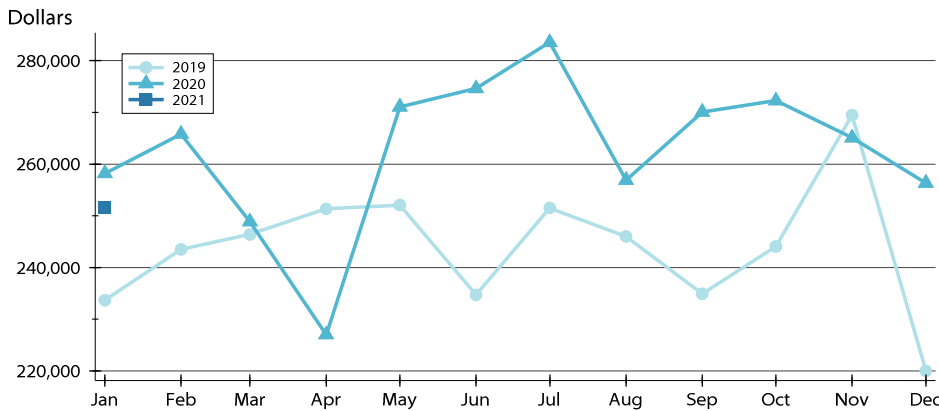
BY PRICE RANGE >>

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	2.8%	161	80,250	80,250	12	12	100.0%	100.0%
\$100,000-\$149,999	11	15.5%	1,478	134,364	135,000	33	11	98.3%	100.0%
\$150,000-\$199,999	16	22.5%	2,748	171,738	174,925	26	5	99.7%	100.0%
\$200,000-\$249,999	14	19.7%	3,227	230,464	234,950	5	2	99.5%	100.0%
\$250,000-\$299,999	14	19.7%	3,798	271,286	265,000	27	4	99.7%	100.0%
\$300,000-\$349,999	4	5.6%	1,247	311,825	314,950	14	10	99.2%	100.0%
\$350,000-\$399,999	3	4.2%	1,158	385,967	379,000	8	5	100.0%	100.0%
\$400,000-\$449,999	1	1.4%	430	429,900	429,900	6	6	100.0%	100.0%
\$450,000-\$499,999	2	2.8%	945	472,450	472,450	35	35	98.9%	98.9%
\$500,000-\$599,999	2	2.8%	1,085	542,450	542,450	87	87	97.7%	97.7%
\$600,000-\$749,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
\$750,000-\$999,999	2	2.8%	1,589	794,450	794,450	50	50	89.1%	89.1%
\$1,000,000 and up	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
All price ranges	71	100.0%	17,865	251,614	234,900	24	4	99.1%	100.0%

CONTRACTS WRITTEN ANALYSIS

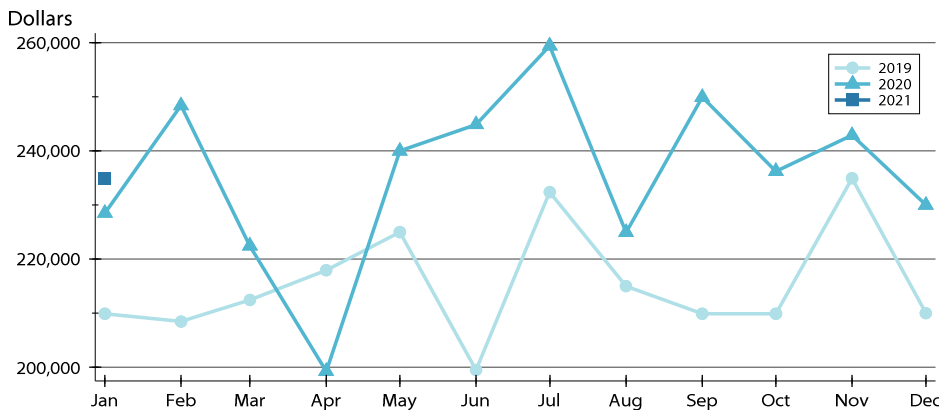
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 2/8/2021**

AVERAGE PRICE >>



Month	2019	2020	2021
January	233,686	258,187	251,614
February	243,524	265,812	
March	246,402	248,864	
April	251,351	227,017	
May	252,072	271,062	
June	234,702	274,618	
July	251,518	283,526	
August	246,013	256,876	
September	234,923	270,058	
October	244,064	272,269	
November	269,458	265,091	
December	220,000	256,336	

MEDIAN PRICE >>

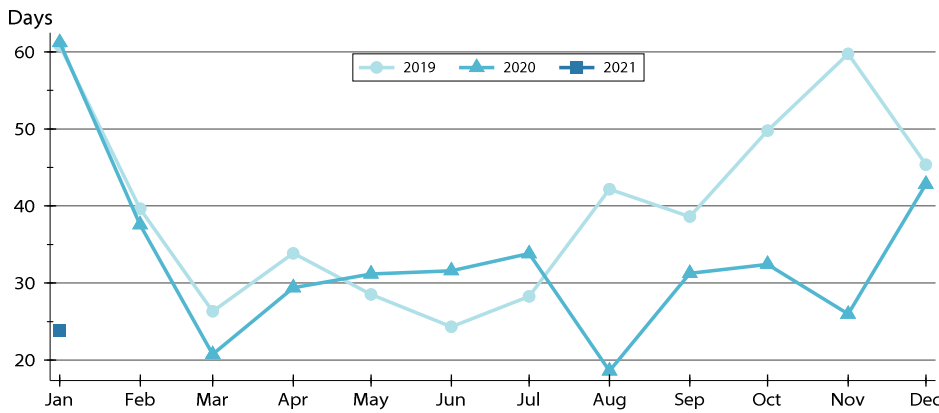


Month	2019	2020	2021
January	209,900	228,500	234,900
February	208,450	248,400	
March	212,450	222,450	
April	217,950	199,250	
May	225,000	240,000	
June	199,500	244,900	
July	232,400	259,450	
August	215,000	224,950	
September	209,900	249,950	
October	209,900	236,250	
November	234,950	242,900	
December	210,000	230,000	

CONTRACTS WRITTEN ANALYSIS

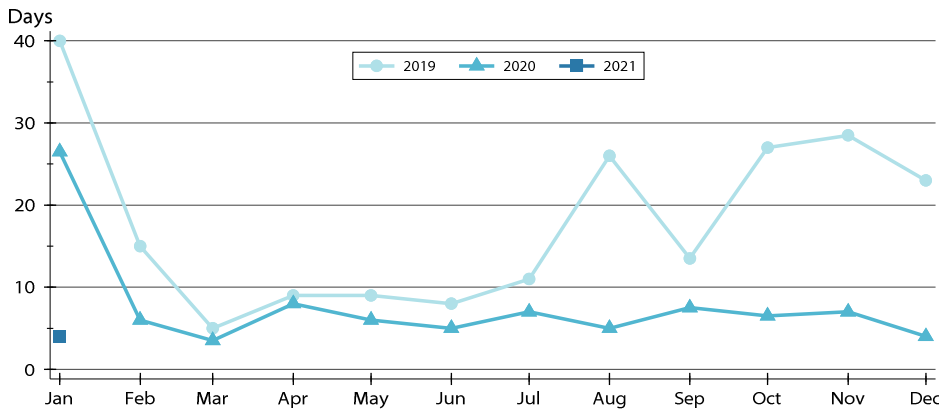
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 2/8/2021**

AVERAGE DOM >>



Month	2019	2020	2021
January	61	61	24
February	40	38	
March	26	21	
April	34	29	
May	29	31	
June	24	32	
July	28	34	
August	42	19	
September	39	31	
October	50	32	
November	60	26	
December	45	43	

MEDIAN DOM >>

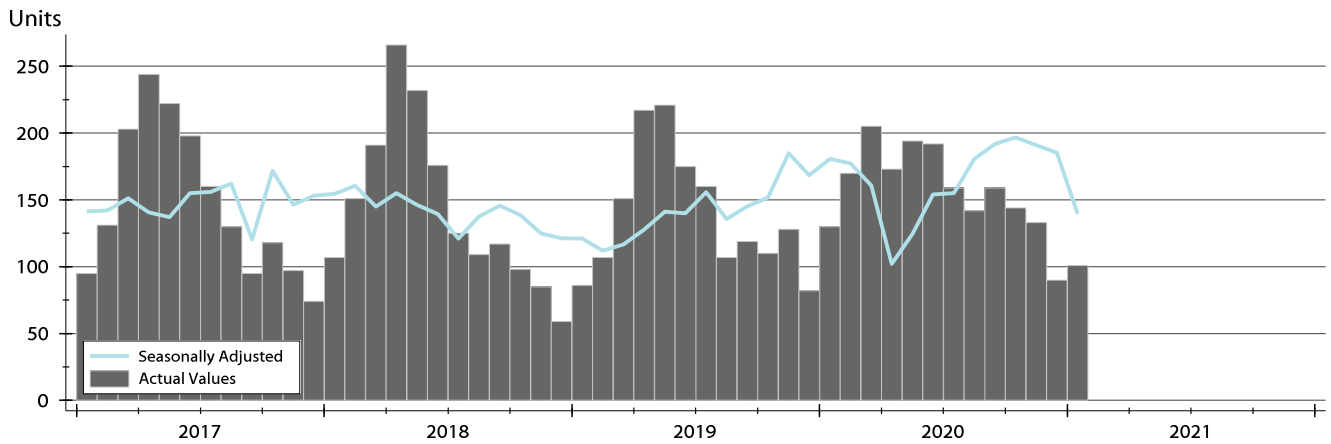


Month	2019	2020	2021
January	40	27	4
February	15	6	
March	5	4	
April	9	8	
May	9	6	
June	8	5	
July	11	7	
August	26	5	
September	14	8	
October	27	7	
November	29	7	
December	23	4	

PENDING CONTRACTS ANALYSIS

HISTORY >>

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 2/8/2021**



SUMMARY >>

Summary Statistics for Active Listings		End of January		
		2021	2020	Change
Active Listings		101	130	-22.3%
Volume (1,000s)		27,211	33,688	-19.2%
Average	List Price	269,413	259,140	4.0%
	Days on Market	28	58	-51.4%
	Percent of Original	99.1%	97.8%	1.3%
Median	List Price	249,900	228,500	9.4%
	Days on Market	4	28	-85.7%
	Percent of Original	100.0%	100.0%	0.0%

A total of 101 listings in the City of Lawrence had contracts pending at the end of January, down from 130 contracts pending at the end of January 2020.

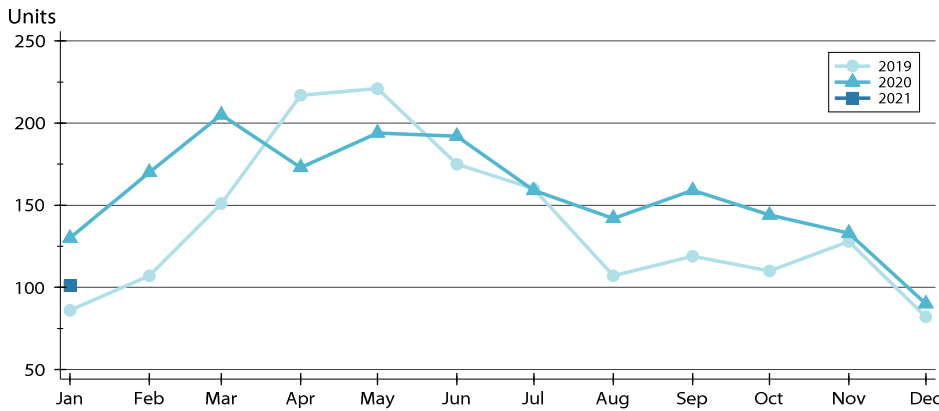
Pending contracts reflect listings with a contract in place at the end of the month. In contrast, contracts written measures the number of listings put under contract during the month.



PENDING CONTRACTS ANALYSIS

CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 2/8/2021

BY MONTH >>



Month	2019	2020	2021
January	86	130	101
February	107	170	
March	151	205	
April	217	173	
May	221	194	
June	175	192	
July	160	159	
August	107	142	
September	119	159	
October	110	144	
November	128	133	
December	82	90	

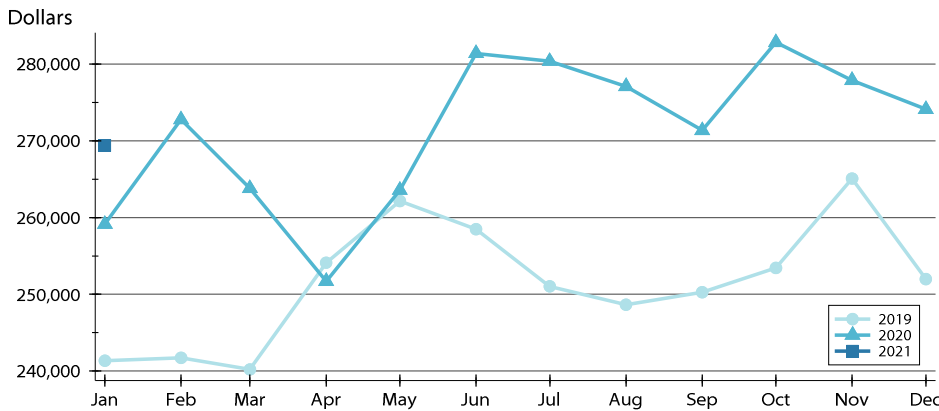
BY PRICE RANGE >>

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	2.0%	161	80,250	80,250	12	12	100.0%	100.0%
\$100,000-\$149,999	12	11.9%	1,599	133,288	136,750	41	19	97.4%	100.0%
\$150,000-\$199,999	22	21.8%	3,789	172,241	174,925	26	5	99.3%	100.0%
\$200,000-\$249,999	15	14.9%	3,413	227,520	234,900	8	3	99.4%	100.0%
\$250,000-\$299,999	19	18.8%	5,186	272,921	272,600	30	3	99.8%	100.0%
\$300,000-\$349,999	10	9.9%	3,244	324,425	323,700	30	4	99.1%	100.0%
\$350,000-\$399,999	7	6.9%	2,668	381,086	379,000	38	16	99.5%	100.0%
\$400,000-\$449,999	6	5.9%	2,522	420,267	419,900	25	9	99.2%	100.0%
\$450,000-\$499,999	3	3.0%	1,431	476,967	485,000	23	2	99.3%	100.0%
\$500,000-\$599,999	3	3.0%	1,610	536,633	525,000	58	68	98.5%	98.2%
\$600,000-\$749,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
\$750,000-\$999,999	2	2.0%	1,589	794,450	794,450	50	50	95.7%	95.7%
\$1,000,000 and up	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
All price ranges	101	100.0%	27,211	269,413	249,900	28	4	99.1%	100.0%

PENDING CONTRACTS ANALYSIS

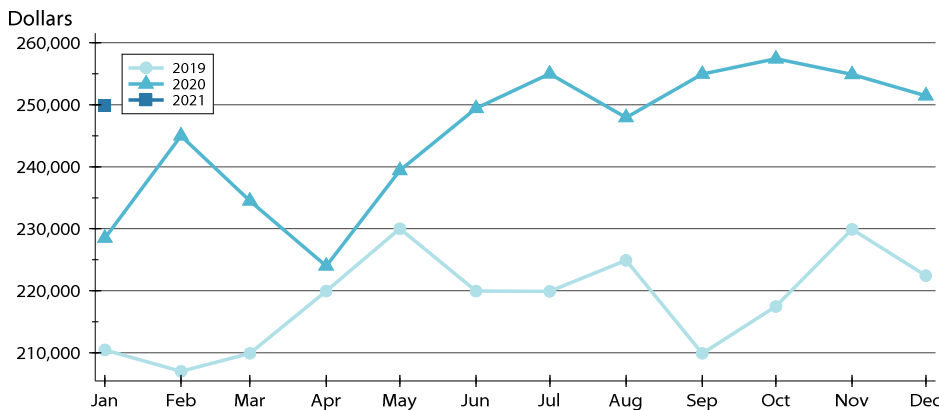
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 2/8/2021**

AVERAGE PRICE >>



Month	2019	2020	2021
January	241,322	259,140	269,413
February	241,706	272,790	
March	240,193	263,812	
April	254,113	251,694	
May	262,156	263,573	
June	258,478	281,418	
July	251,037	280,388	
August	248,627	277,101	
September	250,263	271,368	
October	253,428	282,843	
November	265,092	277,889	
December	251,972	274,123	

MEDIAN PRICE >>

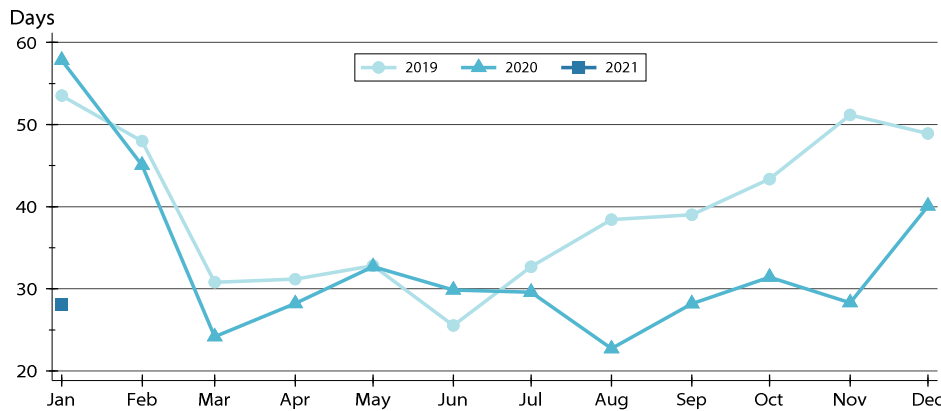


Month	2019	2020	2021
January	210,450	228,500	249,900
February	207,000	245,000	
March	209,900	234,500	
April	219,950	224,000	
May	230,000	239,400	
June	219,950	249,425	
July	219,900	255,000	
August	224,900	247,950	
September	209,900	254,950	
October	217,450	257,425	
November	229,900	254,900	
December	222,425	251,450	

PENDING CONTRACTS ANALYSIS

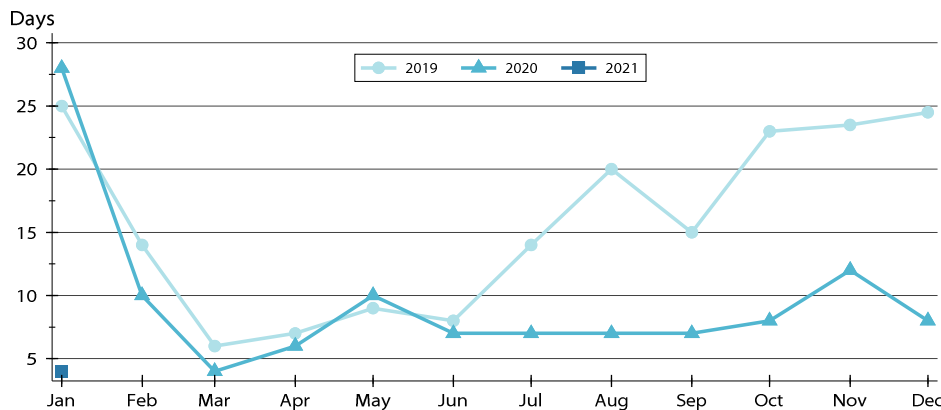
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 2/8/2021**

AVERAGE DOM >>



Month	2019	2020	2021
January	54	58	28
February	48	45	
March	31	24	
April	31	28	
May	33	33	
June	26	30	
July	33	30	
August	38	23	
September	39	28	
October	43	31	
November	51	28	
December	49	40	

MEDIAN DOM >>



Month	2019	2020	2021
January	25	28	4
February	14	10	
March	6	4	
April	7	6	
May	9	10	
June	8	7	
July	14	7	
August	20	7	
September	15	7	
October	23	8	
November	24	12	
December	25	8	