

LAWRENCE MLS STATISTICS



FEBRUARY 2021 >>

MARKET OVERVIEW >>

Lawrence City Home Sales Fell in February

Total home sales in the City of Lawrence fell last month to 63 units, compared to 71 units in February 2020. Total sales volume was \$15.8 million, down from a year earlier.

The median sale price in February was \$193,000, down from \$229,900 a year earlier. Homes that sold in February 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 February

The total number of active listings in the City of Lawrence at the end of February was 72 units, down from 211 at the same point in 2020. This represents a 0.6 months' supply of homes available for sale. The median list price of homes on the market at the end of February was \$271,225.

During February, a total of 72 contracts were written down from 112 in February 2020. At the end of the month, there were 122 contracts pending, compared to 170 at the end of February 2020.

City of Lawrence		February		
Current Month		2021	2020	Change
Summary Statistics				
Home Sales		63	71	-11.3%
Active Listings		72	211	-65.9%
Months' Supply		0.6	2.1	-68.9%
New Listings		70	139	-49.6%
Contracts Written		72	112	-35.7%
Pending Contracts		122	170	-28.2%
Sales Volume (1,000s)		15,811	17,687	-10.6%
Average	Sale Price	250,967	249,106	0.7%
	List Price of Actives	345,051	330,864	4.3%
	Days on Market	33	58	-43.4%
	Percent of List	99.2%	99.1%	0.1%
	Percent of Original	98.1%	97.0%	1.1%
Median	Sale Price	193,000	229,900	-16.1%
	List Price of Actives	271,225	308,000	-11.9%
	Days on Market	4	31	-87.1%
	Percent of List	100.0%	100.0%	0.0%
	Percent of Original	100.0%	98.8%	1.2%

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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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THREE-YEAR COMPARISONS

SUMMARY >>

BREAKDOWNS BY HOME TYPE
CITY OF LAWRENCE
AS OF 3/8/2021

February MLS Statistics		2021			2020			2019			
By Property Type		Total	Existing	New	Total	Existing	New	Total	Existing	New	
Home Sales		63	59	4	71	60	11	52	46	6	
	Change from prior year	-11.3%	-1.7%	-63.6%	36.5%	30.4%	83.3%	-16.1%	-11.5%	-40.0%	
Active Listings		72	58	14	211	158	53	197	148	49	
	Change from prior year	-65.9%	-63.3%	-73.6%	7.1%	6.8%	8.2%	11.9%	13.0%	8.9%	
Months' Supply		0.6	0.6	1.0	2.1	1.7	6.1	2.0	1.6	4.7	
	Change from prior year	-68.9%	-65.2%	-83.0%	5.8%	3.4%	29.0%	16.9%	19.6%	0.1%	
New Listings		70	64	6	139	125	14	92	81	11	
	Change from prior year	-49.6%	-48.8%	-57.1%	51.1%	54.3%	27.3%	-31.9%	-30.2%	-42.1%	
Contracts Written		72	57	15	112	98	14	84	76	8	
	Change from prior year	-35.7%	-41.8%	7.1%	33.3%	28.9%	75.0%	-17.6%	-6.2%	-61.9%	
Pending Contracts		122	88	34	170	138	32	107	92	15	
	Change from prior year	-28.2%	-36.2%	6.3%	58.9%	50.0%	113.3%	-29.1%	-27.6%	-37.5%	
Sales Volume (1,000s)		15,811	14,120	1,691	17,687	13,893	3,793	12,720	10,719	2,001	
	Change from prior year	-10.6%	1.6%	-55.4%	39.0%	29.6%	89.5%	-18.9%	-9.8%	-47.4%	
Average	Sale Price	250,967	239,314	422,850	249,106	231,555	344,841	244,614	233,013	333,553	
		Change from prior year	0.7%	3.4%	22.6%	1.8%	-0.6%	3.4%	-3.3%	2.0%	-12.4%
	List Price of Actives	345,051	336,055	382,321	330,864	302,111	416,582	325,749	309,695	374,240	
		Change from prior year	4.3%	11.2%	-8.2%	1.6%	-2.4%	11.3%	0.5%	3.9%	-6.5%
	Days on Market	33	29	94	58	49	109	49	45	79	
		Change from prior year	-43.5%	-41.2%	-13.8%	20.1%	10.1%	37.4%	-43.5%	-33.7%	-56.9%
	Percent of List	99.2%	99.1%	100.7%	99.1%	98.9%	100.3%	98.4%	98.2%	100.2%	
	Change from prior year	0.1%	0.2%	0.4%	0.7%	0.7%	0.1%	-0.1%	0.0%	0.0%	
	Percent of Original	98.1%	98.0%	100.0%	97.0%	96.6%	99.5%	96.8%	96.4%	100.2%	
	Change from prior year	1.1%	1.4%	0.5%	0.3%	0.2%	-0.6%	0.7%	1.3%	-1.1%	
Median	Sale Price	193,000	180,000	441,450	229,900	228,250	345,000	235,000	214,000	309,950	
		Change from prior year	-16.1%	-21.1%	28.0%	-2.2%	6.7%	11.3%	22.7%	16.5%	-18.3%
	List Price of Actives	271,225	246,200	302,250	308,000	264,925	389,900	300,000	247,000	359,000	
		Change from prior year	-11.9%	-7.1%	-22.5%	2.7%	7.3%	8.6%	-5.3%	-1.2%	-0.3%
	Days on Market	4	4	89	31	29	61	29	24	92	
		Change from prior year	-87.1%	-86.2%	45.9%	6.9%	20.8%	-33.7%	-43.7%	-18.6%	-46.0%
	Percent of List	100.0%	100.0%	100.9%	100.0%	99.3%	100.0%	98.9%	98.2%	100.0%	
	Change from prior year	0.0%	0.7%	0.9%	1.1%	1.1%	0.0%	0.3%	0.0%	0.0%	
	Percent of Original	100.0%	100.0%	100.4%	98.8%	98.3%	100.0%	97.5%	96.6%	100.0%	
	Change from prior year	1.2%	1.8%	0.4%	1.3%	1.7%	0.0%	-1.1%	-1.6%	0.0%	

YEAR-TO-DATE STATISTICS

SUMMARY >>

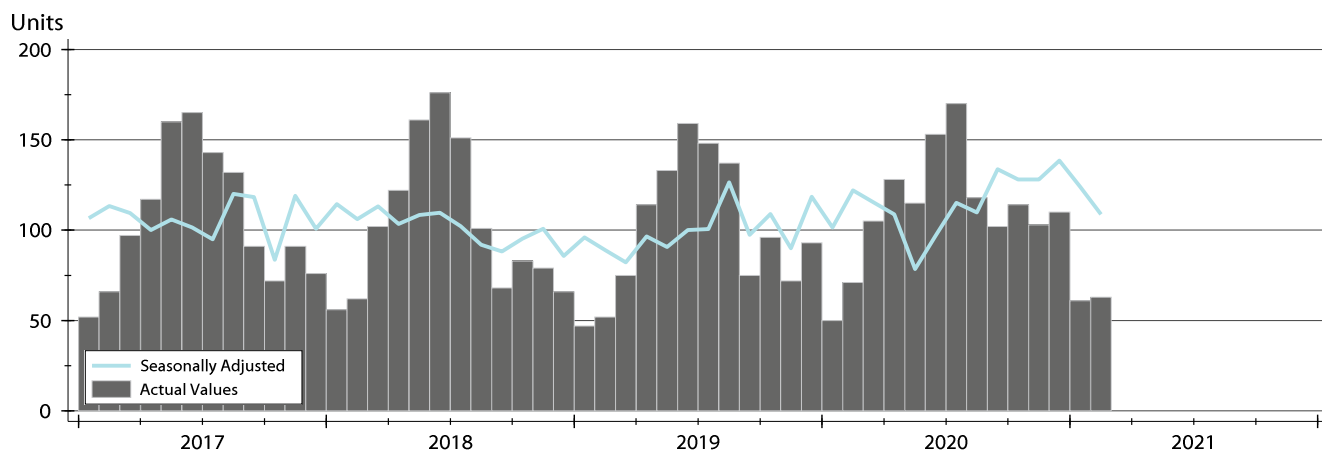
**YTD BREAKDOWNS BY HOME TYPE
CITY OF LAWRENCE
AS OF 3/8/2021**

Year-to-Date Activity		2021			2020			2019			
By Property Type		Total	Existing	New	Total	Existing	New	Total	Existing	New	
Home Sales		124	110	14	121	102	19	99	88	11	
	Change from prior year	2.5%	7.8%	-26.3%	22.2%	15.9%	72.7%	-16.1%	-11.1%	-42.1%	
New Listings		152	126	26	257	222	35	183	151	32	
	Change from prior year	-40.9%	-43.2%	-25.7%	40.4%	47.0%	9.4%	-21.5%	-22.6%	-15.8%	
Contracts Written		147	121	26	204	169	35	146	128	18	
	Change from prior year	-27.9%	-28.4%	-25.7%	39.7%	32.0%	94.4%	-22.3%	-16.3%	-48.6%	
Sales Volume (1,000s)		32,239	26,819	5,420	29,185	22,856	6,329	24,963	21,082	3,881	
	Change from prior year	10.5%	17.3%	-14.4%	16.9%	8.4%	63.1%	-14.4%	-5.7%	-42.8%	
Average	Sale Price	259,996	243,813	387,146	241,200	224,082	333,097	252,152	239,565	352,847	
		Change from prior year	7.8%	8.8%	16.2%	-4.3%	-6.5%	-5.6%	2.1%	6.0%	-1.1%
	Days on Market	36	28	102	57	44	126	54	50	90	
		Change from prior year	-35.8%	-35.9%	-19.2%	4.6%	-12.0%	40.5%	-24.0%	-13.7%	-37.0%
	Percent of List	99.7%	99.7%	100.2%	98.7%	98.5%	99.6%	98.3%	98.1%	99.5%	
	Change from prior year	1.0%	1.2%	0.6%	0.4%	0.4%	0.2%	-0.2%	0.0%	-0.7%	
	Percent of Original	98.7%	98.4%	100.7%	97.1%	96.7%	99.1%	96.6%	96.5%	97.9%	
	Change from prior year	1.7%	1.8%	1.6%	0.5%	0.2%	1.1%	0.2%	1.0%	-3.0%	
Median	Sale Price	233,500	225,000	382,450	227,500	214,075	296,000	240,000	211,000	354,420	
		Change from prior year	2.6%	5.1%	29.2%	-5.2%	1.5%	-16.5%	18.5%	11.1%	-1.4%
	Days on Market	4	4	65	28	24	88	41	39	85	
		Change from prior year	-85.7%	-83.0%	-26.7%	-31.7%	-39.7%	3.5%	26.2%	39.3%	-43.3%
	Percent of List	100.0%	100.0%	100.0%	100.0%	99.3%	100.0%	98.3%	97.8%	100.0%	
	Change from prior year	0.0%	0.7%	0.0%	1.7%	1.5%	0.0%	-0.7%	-0.5%	0.0%	
	Percent of Original	100.0%	100.0%	100.0%	98.9%	98.5%	100.0%	97.4%	97.2%	100.0%	
	Change from prior year	1.1%	1.6%	0.0%	1.6%	1.3%	0.0%	-1.1%	-0.3%	0.0%	

CLOSED LISTINGS ANALYSIS

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 3/8/2021**

HISTORY >>



SUMMARY >>

Summary Statistics for Closed Listings		February			Year-to-Date		
		2021	2020	Change	2021	2020	Change
Closed Listings		63	71	-11.3%	124	121	2.5%
Volume (1,000s)		15,811	17,687	-10.6%	32,239	29,185	10.5%
Average	Sale Price	250,967	249,106	0.7%	259,996	241,200	7.8%
	Days on Market	33	58	-43.5%	36	57	-35.8%
	Percent of List	99.2%	99.1%	0.1%	99.7%	98.7%	1.0%
	Percent of Original	98.1%	97.0%	1.1%	98.7%	97.1%	1.7%
Median	Sale Price	193,000	229,900	-16.1%	233,500	227,500	2.6%
	Days on Market	4	31	-87.1%	4	28	-85.7%
	Percent of List	100.0%	100.0%	0.0%	100.0%	100.0%	0.0%
	Percent of Original	100.0%	98.8%	1.2%	100.0%	98.9%	1.1%

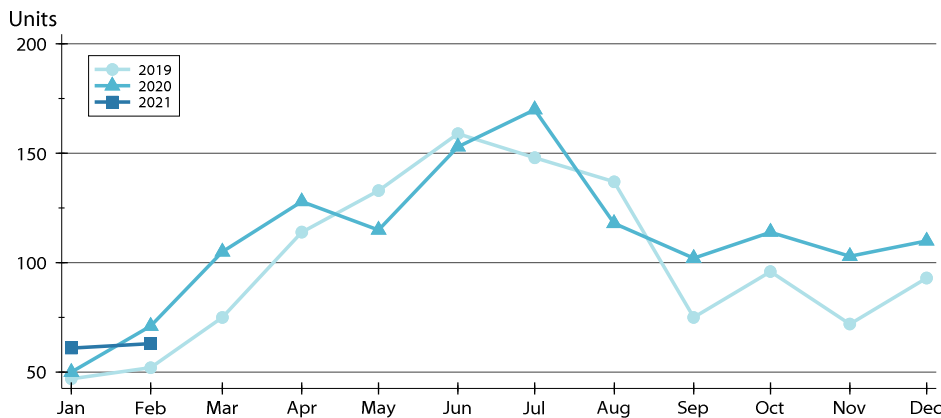
A total of 63 homes sold in the City of Lawrence in February, down from 71 units in February 2020. Total sales volume fell to \$15.8 million compared to \$17.7 million in the previous year.

The median sales price in February was \$193,000, down 16.1% compared to the prior year. Median days on market was 4 days, the same as January, and down from 31 in February 2020.

CLOSED LISTINGS ANALYSIS

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 3/8/2021**

BY MONTH >>



Month	2019	2020	2021
January	47	50	61
February	52	71	63
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	

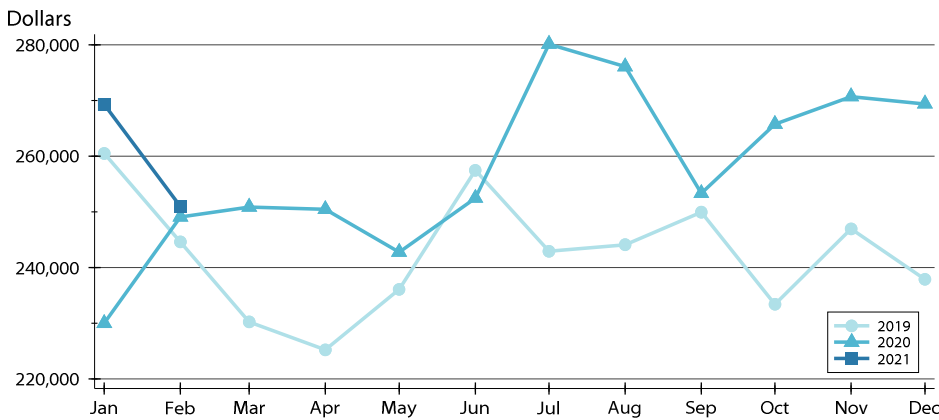
BY PRICE RANGE >>

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	1	1.6%	64	64,000	64,000	21	21	90.8%	90.8%	90.8%	90.8%
\$100,000-\$149,999	13	20.6%	1,710	131,538	133,000	35	8	100.1%	100.0%	98.0%	97.3%
\$150,000-\$199,999	18	28.6%	3,026	168,114	166,500	23	4	99.3%	100.0%	98.9%	100.7%
\$200,000-\$249,999	10	15.9%	2,290	228,990	231,500	6	2	100.2%	100.0%	99.4%	100.0%
\$250,000-\$299,999	8	12.7%	2,150	268,725	268,450	24	6	100.8%	100.0%	100.1%	100.0%
\$300,000-\$349,999	2	3.2%	640	320,000	320,000	20	20	99.1%	99.1%	97.7%	97.7%
\$350,000-\$399,999	4	6.3%	1,504	375,925	376,400	61	71	100.6%	100.4%	99.7%	100.4%
\$400,000-\$449,999	1	1.6%	433	432,500	432,500	53	53	100.8%	100.8%	100.8%	100.8%
\$450,000-\$499,999	1	1.6%	475	475,000	475,000	0	0	100.0%	100.0%	100.0%	100.0%
\$500,000-\$599,999	3	4.8%	1,585	528,333	530,000	143	130	95.5%	101.0%	92.6%	98.1%
\$600,000-\$749,999	1	1.6%	685	685,000	685,000	91	91	85.6%	85.6%	78.3%	78.3%
\$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	1	1.6%	1,250	1,250,000	1,250,000	100	100	89.3%	89.3%	89.3%	89.3%
All price ranges	63	100.0%	15,811	250,967	193,000	33	4	99.2%	100.0%	98.1%	100.0%

CLOSED LISTINGS ANALYSIS

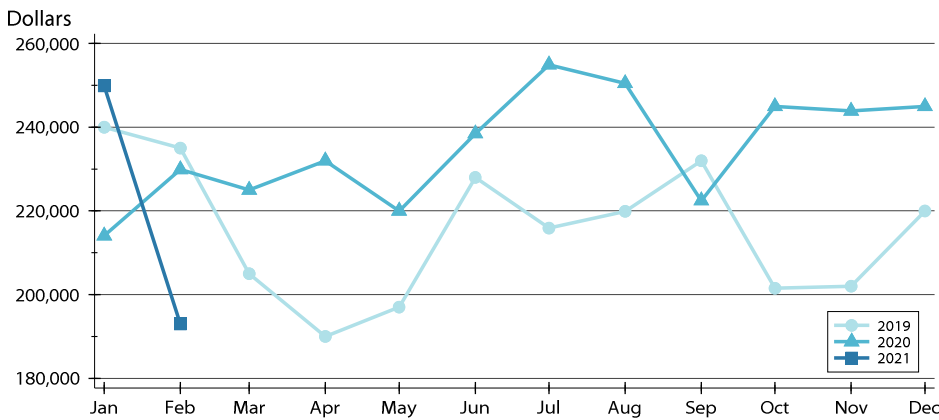
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 3/8/2021**

AVERAGE PRICE >>



Month	2019	2020	2021
January	260,491	229,973	269,320
February	244,614	249,106	250,967
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 >>

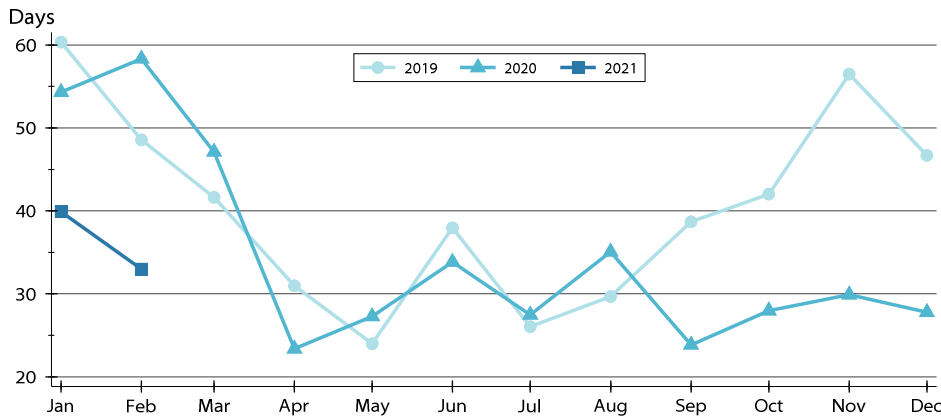


Month	2019	2020	2021
January	240,000	214,075	249,900
February	235,000	229,900	193,000
March	205,000	225,000	
April	190,000	232,000	
May	197,000	220,000	
June	228,000	238,500	
July	215,875	254,950	
August	219,900	250,500	
September	232,000	222,450	
October	201,500	245,000	
November	202,000	243,900	
December	220,000	245,000	

CLOSED LISTINGS ANALYSIS

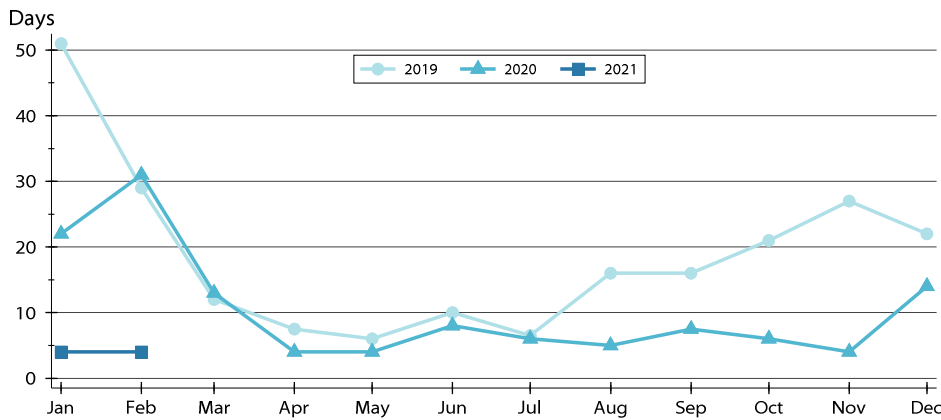
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 3/8/2021**

AVERAGE DOM >>



Month	2019	2020	2021
January	60	54	40
February	49	58	33
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 >>

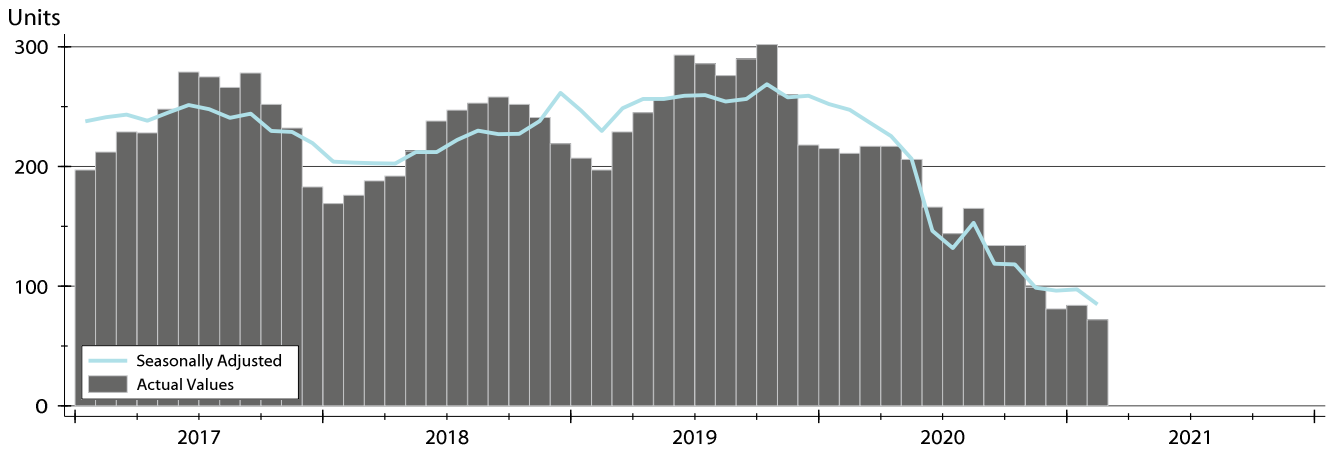


Month	2019	2020	2021
January	51	22	4
February	29	31	4
March	12	13	
April	8	4	
May	6	4	
June	10	8	
July	7	6	
August	16	5	
September	16	8	
October	21	6	
November	27	4	
December	22	14	

ACTIVE LISTINGS ANALYSIS

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 3/8/2021**

HISTORY >>



SUMMARY >>

Summary Statistics for Active Listings		End of February		
		2021	2020	Change
Active Listings		72	211	-65.9%
Months' Supply		0.6	2.1	-68.9%
Volume (1,000s)		24,844	69,812	-64.4%
Average	List Price	345,051	330,864	4.3%
	Days on Market	57	73	-21.9%
	Percent of Original	98.5%	98.8%	-0.4%
Median	List Price	271,225	308,000	-11.9%
	Days on Market	29	41	-29.3%
	Percent of Original	100.0%	100.0%	0.0%

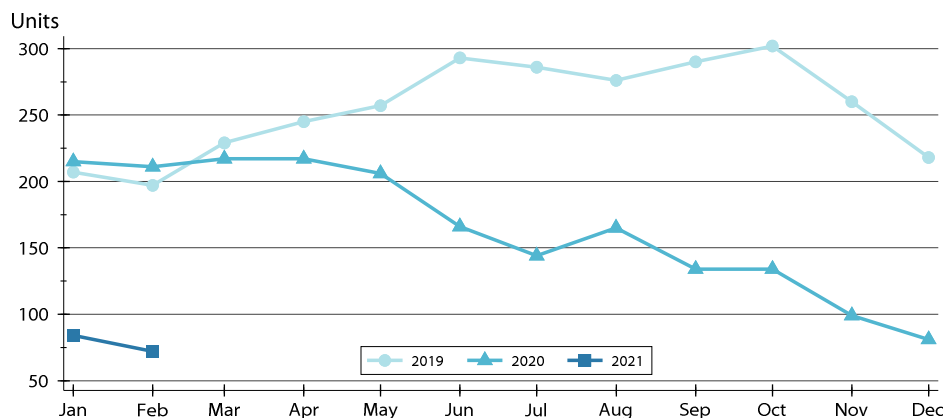
A total of 72 homes were available for sale in the City of Lawrence at the end of February. This represents a 0.6 months' supply of active listings.

The median list price of homes on the market at the end of February was \$271,225, down 11.9% from 2020. The typical time on market for active listings was 29 days, down from 41 days a year earlier.

ACTIVE LISTINGS ANALYSIS

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 3/8/2021**

BY MONTH >>



Month	2019	2020	2021
January	207	215	84
February	197	211	72
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	

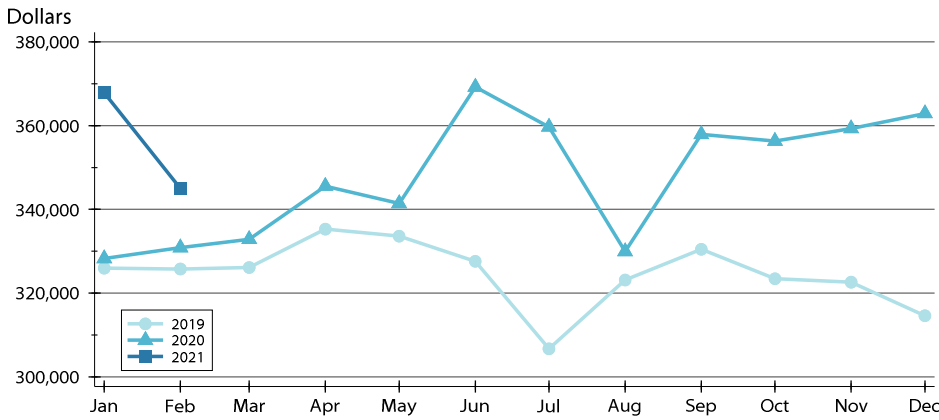
BY PRICE RANGE >>

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	9.7%	9	N/A	1,266	1,200	30	29	100.0%	100.0%
\$50,000-\$99,999	4	5.6%	340	4.0	84,905	86,725	60	46	92.8%	99.1%
\$100,000-\$149,999	9	12.5%	1,134	0.7	125,967	127,200	44	21	96.4%	100.0%
\$150,000-\$199,999	6	8.3%	1,068	0.3	177,950	180,500	33	16	99.5%	100.0%
\$200,000-\$249,999	7	9.7%	1,597	0.7	228,157	229,900	42	34	100.2%	100.0%
\$250,000-\$299,999	8	11.1%	2,212	1.0	276,456	276,200	18	13	99.7%	100.0%
\$300,000-\$349,999	6	8.3%	1,906	3.0	317,725	317,000	40	33	99.0%	100.0%
\$350,000-\$399,999	3	4.2%	1,129	0.8	376,300	389,000	37	36	100.0%	100.0%
\$400,000-\$449,999	1	1.4%	430	1.0	429,900	429,900	17	17	100.0%	100.0%
\$450,000-\$499,999	4	5.6%	1,885	4.0	471,200	467,450	11	8	99.4%	100.0%
\$500,000-\$599,999	6	8.3%	3,383	2.0	563,817	567,000	93	55	97.1%	97.7%
\$600,000-\$749,999	5	6.9%	3,448	5.0	689,660	679,000	206	158	96.0%	98.7%
\$750,000-\$999,999	3	4.2%	2,519	N/A	839,633	850,000	71	42	100.0%	100.0%
\$1,000,000 and up	3	4.2%	3,785	3.0	1,261,667	1,300,000	142	24	100.0%	100.0%
All price ranges	72	100.0%	24,844	1.1	345,051	271,225	57	29	98.5%	100.0%

ACTIVE LISTINGS ANALYSIS

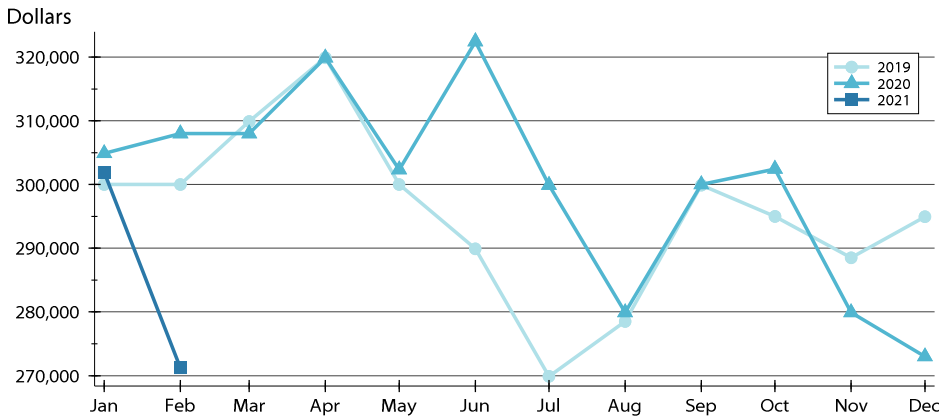
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 3/8/2021**

AVERAGE PRICE >>



Month	2019	2020	2021
January	325,960	328,240	367,887
February	325,749	330,864	345,051
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 >>

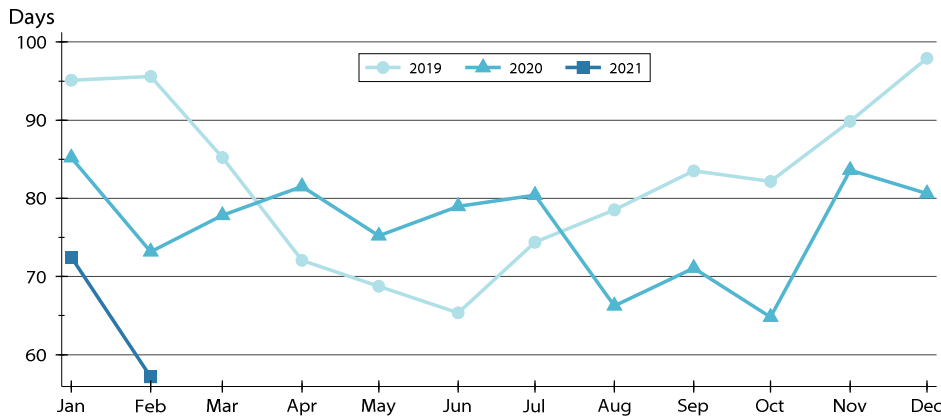


Month	2019	2020	2021
January	300,000	304,900	301,950
February	300,000	308,000	271,225
March	309,900	308,000	
April	319,900	319,900	
May	300,000	302,350	
June	289,900	322,450	
July	269,900	299,900	
August	278,500	279,900	
September	299,900	300,000	
October	295,000	302,450	
November	288,500	279,900	
December	294,950	273,000	

ACTIVE LISTINGS ANALYSIS

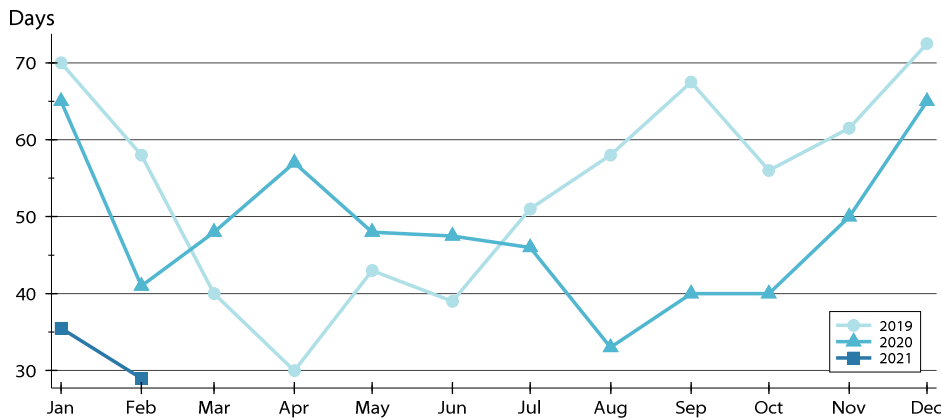
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 3/8/2021**

AVERAGE DOM



Month	2019	2020	2021
January	95	85	72
February	96	73	57
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

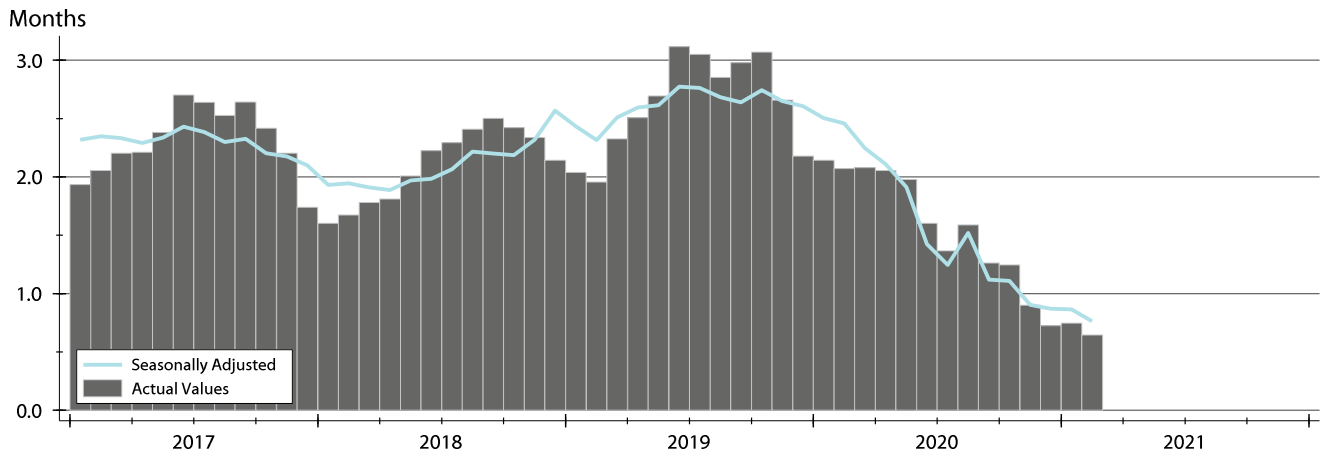


Month	2019	2020	2021
January	70	65	36
February	58	41	29
March	40	48	
April	30	57	
May	43	48	
June	39	48	
July	51	46	
August	58	33	
September	68	40	
October	56	40	
November	62	50	
December	73	65	

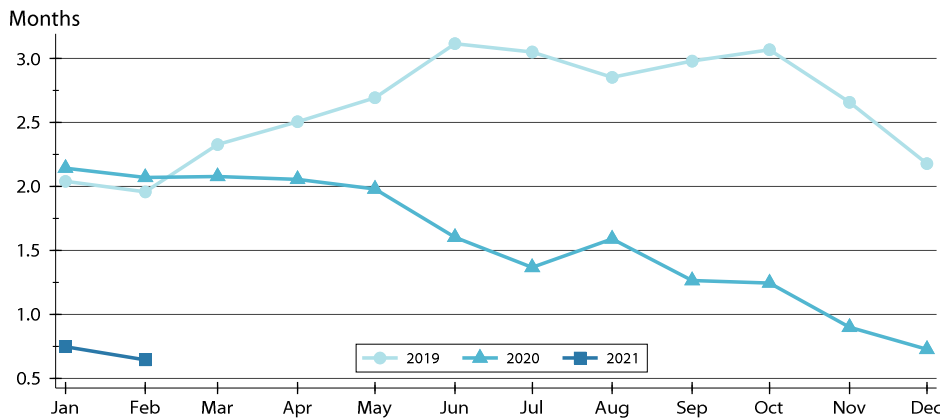
MONTHS' SUPPLY ANALYSIS

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 3/8/2021**

HISTORY >>



BY MONTH >>

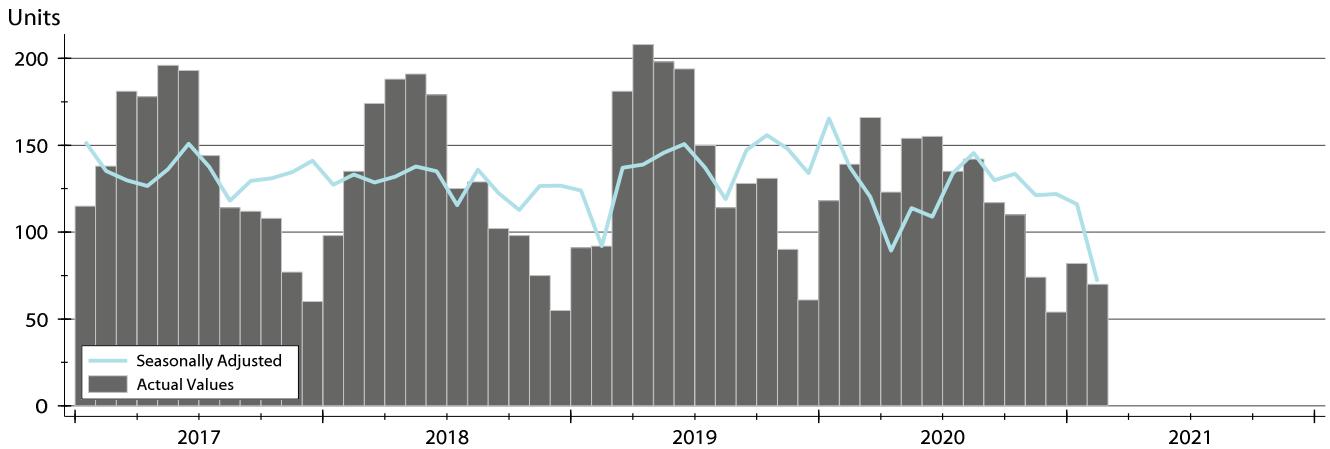


Month	2019	2020	2021
January	2.0	2.1	0.7
February	2.0	2.1	0.6
March	2.3	2.1	
April	2.5	2.1	
May	2.7	2.0	
June	3.1	1.6	
July	3.1	1.4	
August	2.9	1.6	
September	3.0	1.3	
October	3.1	1.2	
November	2.7	0.9	
December	2.2	0.7	

NEW LISTINGS ANALYSIS

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 3/8/2021**

HISTORY >>



SUMMARY >>

Summary Statistics for New Listings		February		
		2021	2020	Change
Current Month	New Listings	70	139	-49.6%
	Volume (1,000s)	21,260	39,477	-46.1%
	Average List Price	303,714	284,009	6.9%
	Median List Price	231,500	264,900	-12.6%
YTD	New Listings	152	257	-40.9%
	Volume (1,000s)	42,905	71,975	-40.4%
	Average List Price	282,268	280,057	0.8%
	Median List Price	235,000	249,900	-6.0%

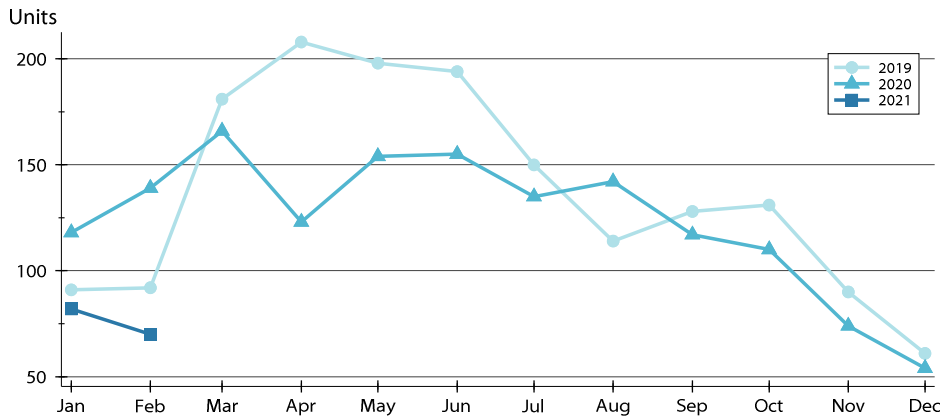
A total of 70 new listings were added in the City of Lawrence during February, down 49.6% from the same month in 2020. Year-to-date the City of Lawrence has seen 152 new listings.

The median list price of these homes was \$231,500 down from \$264,900 in 2020.

NEW LISTINGS ANALYSIS

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 3/8/2021**

BY MONTH »



Month	2019	2020	2021
January	91	118	82
February	92	139	70
March	181	166	
April	208	123	
May	198	154	
June	194	155	
July	150	135	
August	114	142	
September	128	117	
October	131	110	
November	90	74	
December	61	54	

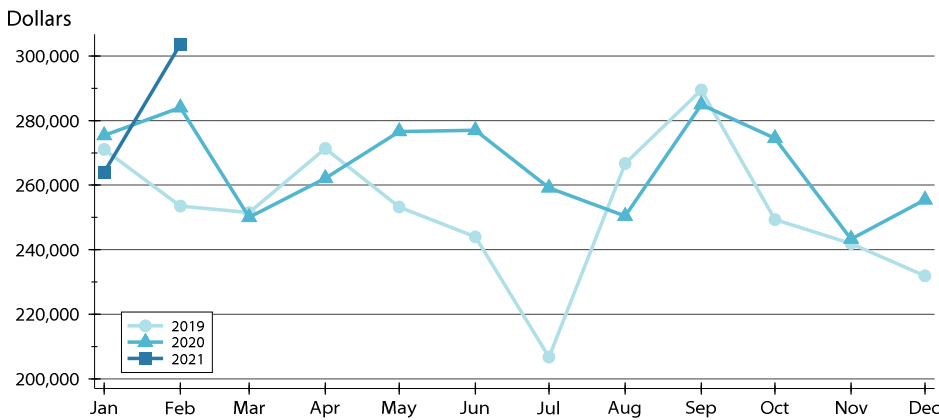
BY PRICE RANGE »

Price Range	New Listings			List Price	
	Number	Percent	Volume	Average	Median
Below \$50,000	3	4.3%	4	1,433	1,200
\$50,000-\$99,999	2	2.9%	174	87,200	87,200
\$100,000-\$149,999	8	11.4%	1,047	130,875	132,500
\$150,000-\$199,999	15	21.4%	2,612	174,140	176,000
\$200,000-\$249,999	11	15.7%	2,470	224,573	220,000
\$250,000-\$299,999	9	12.9%	2,459	273,228	270,000
\$300,000-\$349,999	3	4.3%	946	315,483	316,500
\$350,000-\$399,999	2	2.9%	784	392,000	392,000
\$400,000-\$449,999	1	1.4%	430	429,900	429,900
\$450,000-\$499,999	8	11.4%	3,774	471,725	470,000
\$500,000-\$599,999	1	1.4%	550	549,900	549,900
\$600,000-\$749,999	3	4.3%	2,050	683,300	650,000
\$750,000-\$999,999	2	2.9%	1,659	829,450	829,450
\$1,000,000 and up	2	2.9%	2,300	1,150,000	1,150,000
All price ranges	70	100.0%	21,260	303,714	231,500

NEW LISTINGS ANALYSIS

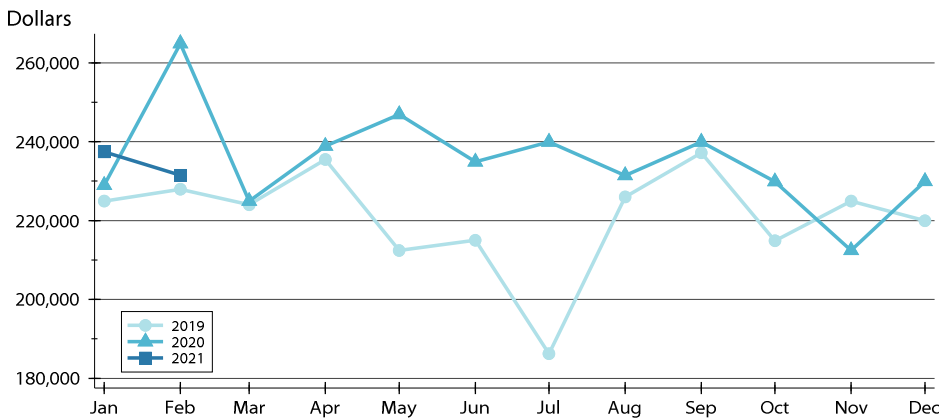
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 3/8/2021**

AVERAGE PRICE



Month	2019	2020	2021
January	271,062	275,402	263,961
February	253,519	284,009	303,714
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	274,528	
November	241,850	243,317	
December	231,896	255,467	

MEDIAN PRICE

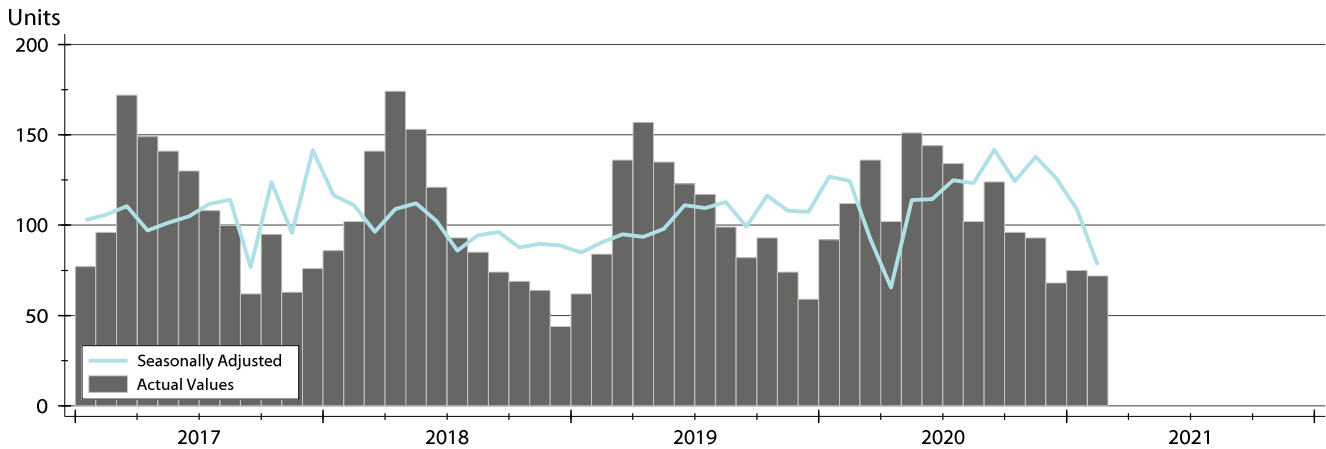


Month	2019	2020	2021
January	224,950	228,950	237,450
February	227,950	264,900	231,500
March	224,000	224,950	
April	235,500	238,900	
May	212,400	246,900	
June	215,000	234,900	
July	186,250	239,900	
August	226,000	231,450	
September	237,200	239,900	
October	214,900	229,900	
November	224,950	212,450	
December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

CONTRACTS WRITTEN ANALYSIS

CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 3/8/2021

HISTORY >>



SUMMARY >>

Summary Statistics for Contracts Written		February			Year-to-Date		
		2021	2020	Change	2021	2020	Change
Closed Listings		72	112	-35.7%	147	204	-27.9%
Volume (1,000s)		23,777	29,771	-20.1%	43,393	53,524	-18.9%
Average	Sale Price	330,240	265,812	24.2%	295,189	262,373	12.5%
	Days on Market	38	38	2.1%	32	48	-33.5%
	Percent of Original	99.9%	98.1%	1.8%	99.1%	97.5%	1.7%
Median	Sale Price	259,950	248,400	4.6%	240,000	233,900	2.6%
	Days on Market	6	6	0.0%	5	13	-60.0%
	Percent of Original	100.0%	100.0%	0.0%	100.0%	99.5%	0.5%

A total of 72 contracts for sale were written in the City of Lawrence during the month of February, down from 112 in 2020. The median list price of these homes was \$259,950, up from \$248,400 the prior year.

Half of the homes that went under contract in February were on the market less than 6 days, compared to 6 days in February 2020.

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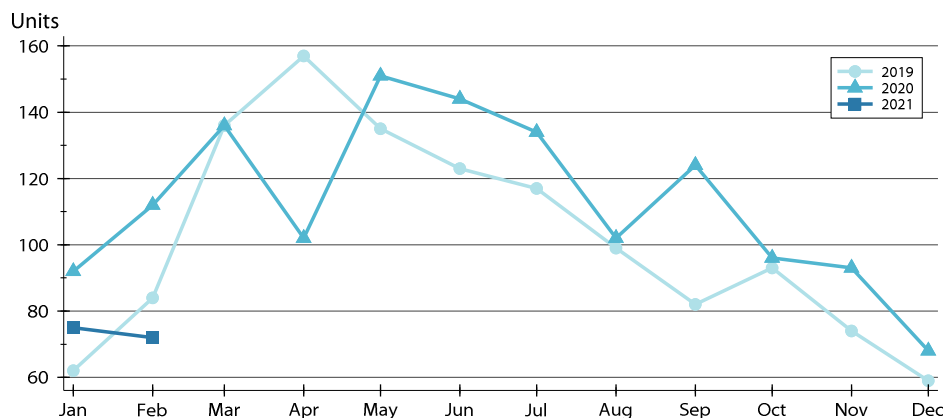
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CONTRACTS WRITTEN ANALYSIS

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 3/8/2021**

BY MONTH »



Month	2019	2020	2021
January	62	92	75
February	84	112	72
March	136	136	
April	157	102	
May	135	151	
June	123	144	
July	117	134	
August	99	102	
September	82	124	
October	93	96	
November	74	93	
December	59	68	

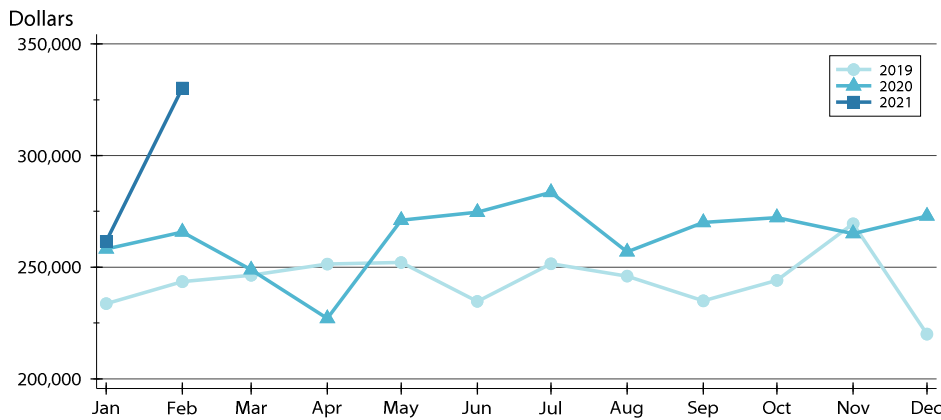
BY PRICE RANGE »

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%	174	87,200	87,200	4	4	100.0%	100.0%
\$100,000-\$149,999	7	9.7%	958	136,814	137,900	17	1	98.9%	100.0%
\$150,000-\$199,999	15	20.8%	2,656	177,033	179,900	16	3	100.3%	100.0%
\$200,000-\$249,999	10	13.9%	2,194	219,370	217,000	16	3	100.4%	100.0%
\$250,000-\$299,999	9	12.5%	2,446	271,733	270,000	19	13	99.6%	100.0%
\$300,000-\$349,999	3	4.2%	975	324,967	320,000	28	13	99.0%	100.0%
\$350,000-\$399,999	5	6.9%	1,890	378,060	374,900	58	59	99.1%	100.0%
\$400,000-\$449,999	3	4.2%	1,255	418,300	425,000	92	103	100.0%	100.0%
\$450,000-\$499,999	7	9.7%	3,374	481,943	489,000	106	13	100.7%	100.0%
\$500,000-\$599,999	6	8.3%	3,303	550,483	549,450	62	54	99.4%	100.0%
\$600,000-\$749,999	2	2.8%	1,460	729,900	729,900	76	76	100.0%	100.0%
\$750,000-\$999,999	2	2.8%	1,844	922,000	922,000	66	66	100.0%	100.0%
\$1,000,000 and up	1	1.4%	1,250	1,250,000	1,250,000	20	20	100.0%	100.0%
All price ranges	72	100.0%	23,777	330,240	259,950	38	6	99.9%	100.0%

CONTRACTS WRITTEN ANALYSIS

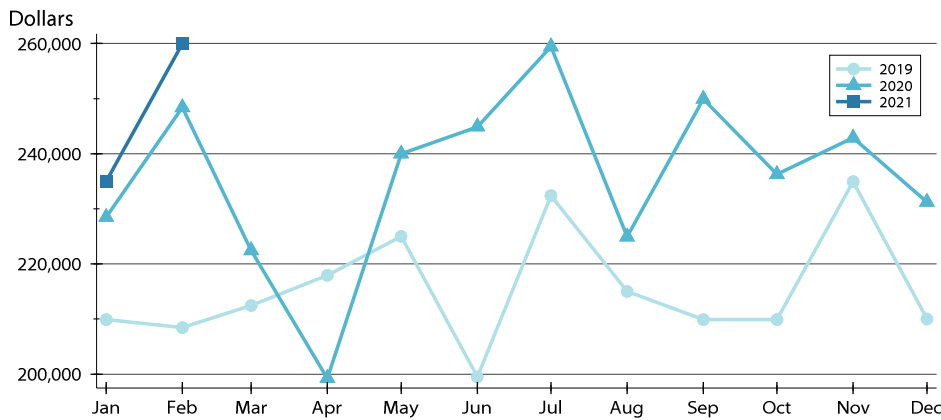
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 3/8/2021**

AVERAGE PRICE >>



Month	2019	2020	2021
January	233,686	258,187	261,540
February	243,524	265,812	330,240
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	272,938	

MEDIAN PRICE >>

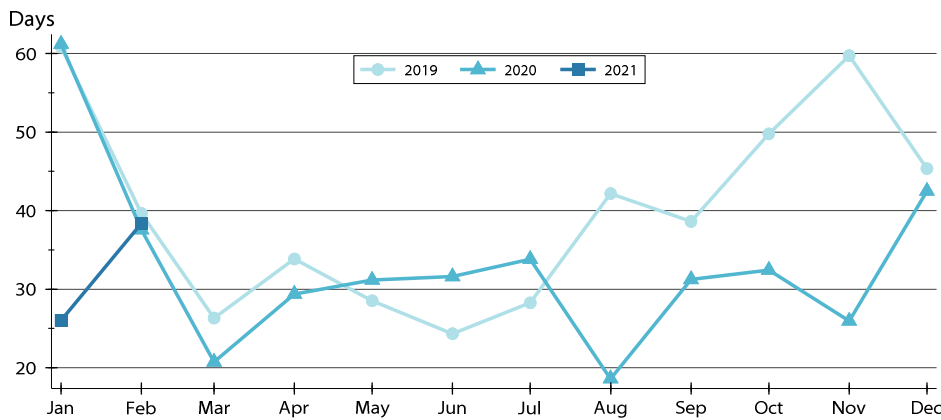


Month	2019	2020	2021
January	209,900	228,500	235,000
February	208,450	248,400	259,950
March	212,450	222,450	
April	217,950	199,250	
May	225,000	240,000	
June	199,500	244,900	
July	232,400	259,450	
August	215,000	224,950	
September	209,900	249,950	
October	209,900	236,250	
November	234,950	242,900	
December	210,000	231,250	

CONTRACTS WRITTEN ANALYSIS

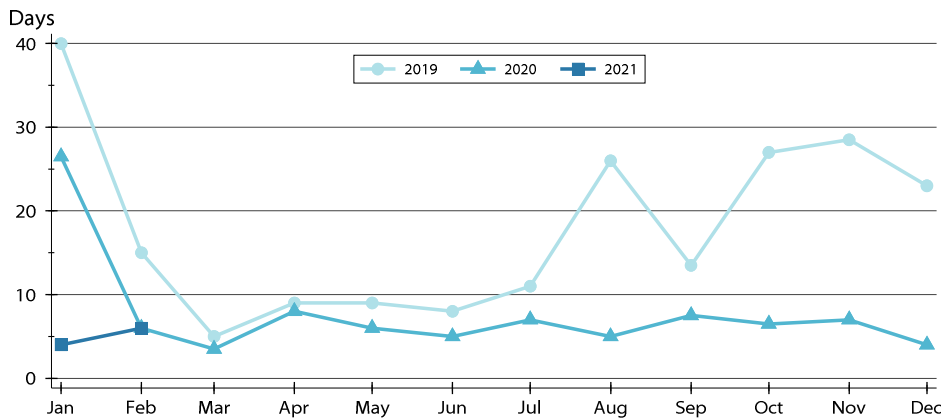
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 3/8/2021**

AVERAGE DOM >>



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

MEDIAN DOM >>

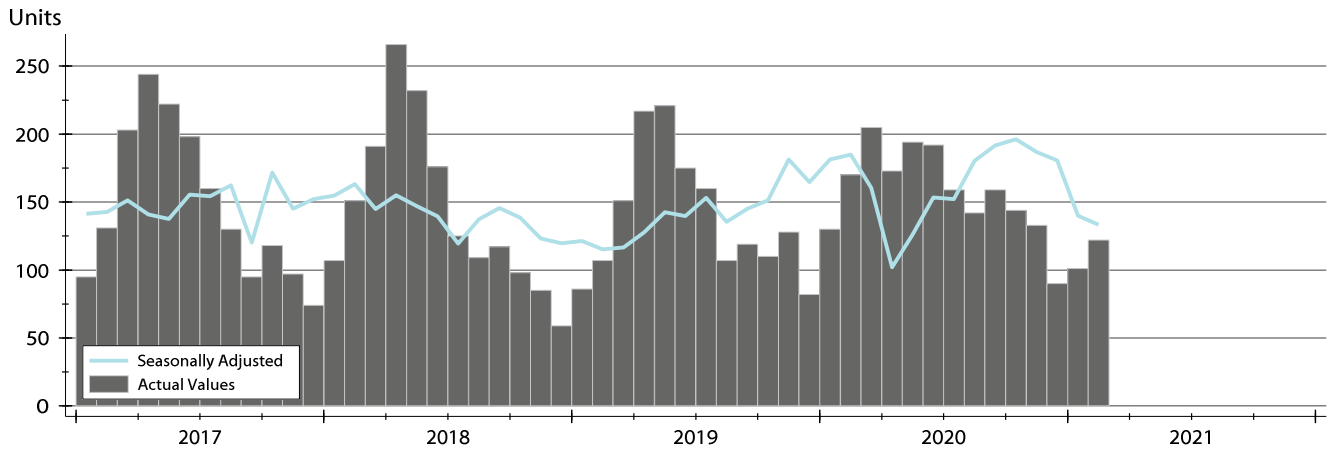


Month	2019	2020	2021
January	40	27	4
February	15	6	6
March	5	4	4
April	9	8	8
May	9	6	6
June	8	5	5
July	11	7	7
August	26	5	5
September	14	8	8
October	27	7	7
November	29	7	7
December	23	4	4

PENDING CONTRACTS ANALYSIS

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 3/8/2021**

HISTORY >>



SUMMARY >>

Summary Statistics for Active Listings		End of February		
		2021	2020	Change
Active Listings		122	170	-28.2%
Volume (1,000s)		38,992	46,374	-15.9%
Average	List Price	319,605	272,790	17.2%
	Days on Market	31	45	-30.8%
	Percent of Original	99.6%	98.6%	1.0%
Median	List Price	271,300	245,000	10.7%
	Days on Market	5	10	-55.0%
	Percent of Original	100.0%	100.0%	0.0%

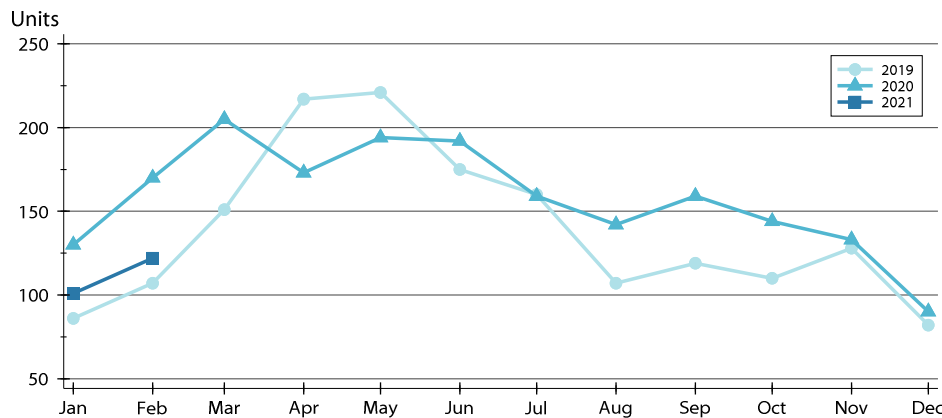
A total of 122 listings in the City of Lawrence had contracts pending at the end of February, down from 170 contracts pending at the end of February 2020.

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 3/8/2021**

BY MONTH >>



Month	2019	2020	2021
January	86	130	101
February	107	170	122
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	

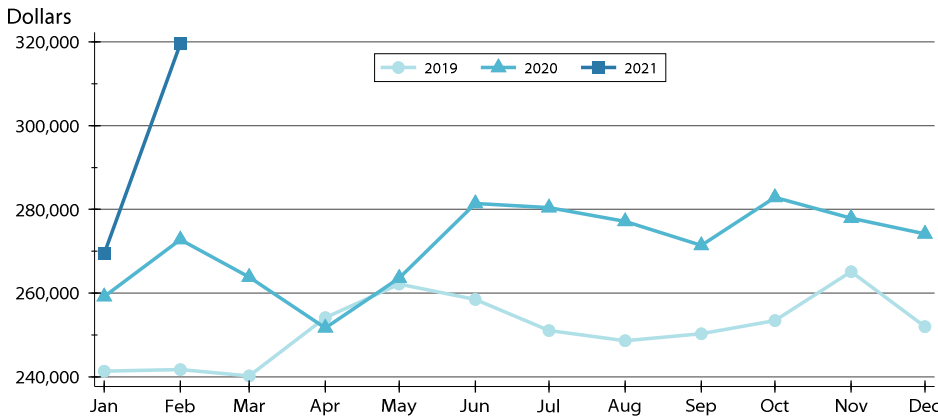
BY PRICE RANGE >>

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	3	2.5%	264	88,133	89,900	4	3	100.0%	100.0%
\$100,000-\$149,999	11	9.0%	1,493	135,750	137,900	31	3	98.3%	100.0%
\$150,000-\$199,999	18	14.8%	3,227	179,289	179,900	19	3	99.7%	100.0%
\$200,000-\$249,999	18	14.8%	4,047	224,828	219,950	11	3	99.6%	100.0%
\$250,000-\$299,999	23	18.9%	6,291	273,526	272,600	26	5	99.9%	100.0%
\$300,000-\$349,999	10	8.2%	3,229	322,925	318,700	35	11	99.1%	100.0%
\$350,000-\$399,999	9	7.4%	3,427	380,756	379,000	31	5	99.7%	100.0%
\$400,000-\$449,999	8	6.6%	3,348	418,438	419,900	46	22	99.4%	100.0%
\$450,000-\$499,999	8	6.6%	3,845	480,588	485,500	76	4	100.5%	100.0%
\$500,000-\$599,999	7	5.7%	3,828	546,843	549,000	53	35	99.5%	100.0%
\$600,000-\$749,999	3	2.5%	2,110	703,267	709,900	61	31	100.0%	100.0%
\$750,000-\$999,999	3	2.5%	2,633	877,667	859,000	47	9	100.0%	100.0%
\$1,000,000 and up	1	0.8%	1,250	1,250,000	1,250,000	20	20	100.0%	100.0%
All price ranges	122	100.0%	38,992	319,605	271,300	31	5	99.6%	100.0%

PENDING CONTRACTS ANALYSIS

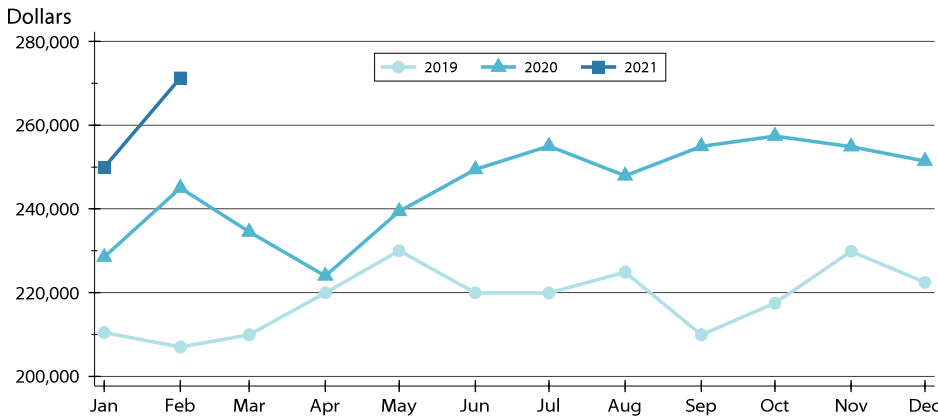
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 3/8/2021**

AVERAGE PRICE >>



Month	2019	2020	2021
January	241,322	259,140	269,413
February	241,706	272,790	319,605
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 >>

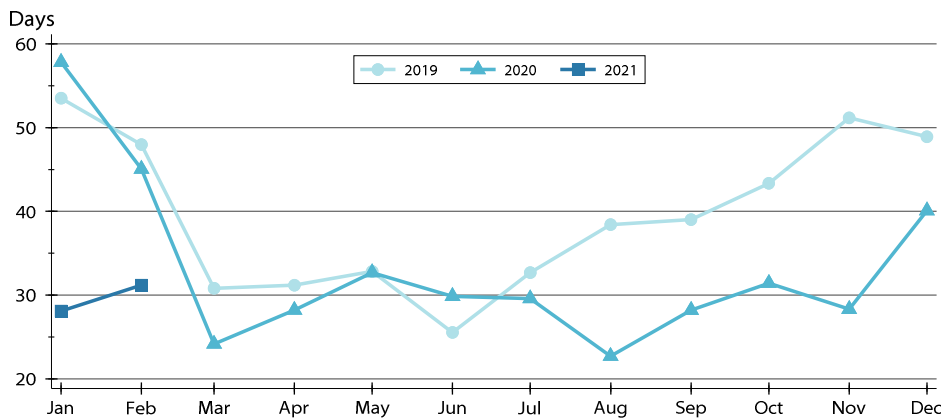


Month	2019	2020	2021
January	210,450	228,500	249,900
February	207,000	245,000	271,300
March	209,900	234,500	
April	219,950	224,000	
May	230,000	239,400	
June	219,950	249,425	
July	219,900	255,000	
August	224,900	247,950	
September	209,900	254,950	
October	217,450	257,425	
November	229,900	254,900	
December	222,425	251,450	

PENDING CONTRACTS ANALYSIS

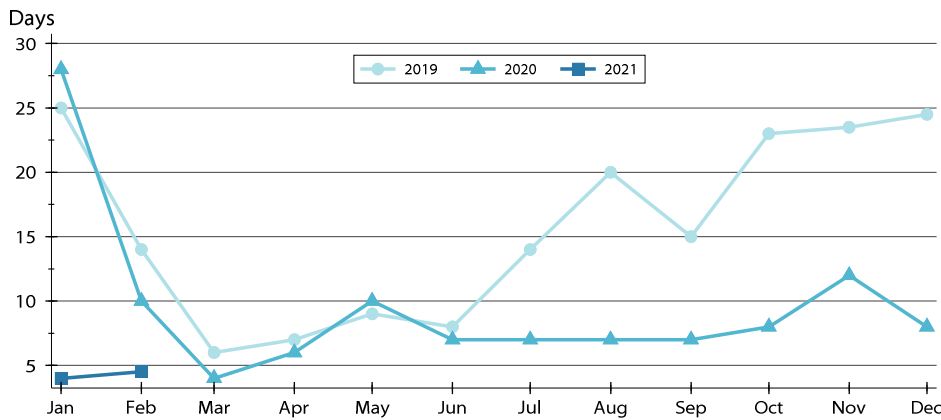
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 3/8/2021**

AVERAGE DOM >>



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

MEDIAN DOM >>



Month	2019	2020	2021
January	25	28	4
February	14	10	5
March	6	4	6
April	7	6	7
May	9	10	9
June	8	7	8
July	14	7	14
August	20	7	20
September	15	7	15
October	23	8	23
November	24	12	24
December	25	8	25