

OCTOBER 2020 >>

LAWRENCE MLS STATISTICS



MARKET OVERVIEW >>

Lawrence City Home Sales Rose in October

Total home sales in the City of Lawrence rose by 17.7% last month to 113 units, compared to 96 units in October 2019. Total sales volume was \$30.1 million, up 34.1% from a year earlier.

The median sale price in October was \$245,000, up from \$201,500 a year earlier. Homes that sold in October were typically on the market for 6 days and sold for 100.0% of their list prices.

Lawrence City Active Listings Down at End of October

The total number of active listings in the City of Lawrence at the end of October was 134 units, down from 302 at the same point in 2019. This represents a 1.2 months' supply of homes available for sale. The median list price of homes on the market at the end of October was \$302,450.

During October, a total of 92 contracts were written down from 93 in October 2019. At the end of the month, there were 144 contracts pending, compared to 110 at the end of October 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		October		
Summary Statistics		2020	2019	Change
Home Sales		113	96	17.7%
Active Listings		134	302	-55.6%
Months' Supply		1.2	3.1	-59.3%
New Listings		106	131	-19.1%
Contracts Written		92	93	-1.1%
Pending Contracts		144	110	30.9%
Sales Volume (1,000s)		30,053	22,407	34.1%
Average	Sale Price	265,952	233,403	13.9%
	List Price of Actives	356,330	323,407	10.2%
	Days on Market	28	42	-32.9%
	Percent of List	99.7%	98.6%	1.1%
	Percent of Original	99.2%	95.8%	3.5%
Median	Sale Price	245,000	201,500	21.6%
	List Price of Actives	302,450	295,000	2.5%
	Days on Market	6	21	-71.4%
	Percent of List	100.0%	98.4%	1.7%
	Percent of Original	100.0%	96.9%	3.2%

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THREE-YEAR COMPARISONS

SUMMARY >>

**BREAKDOWNS BY HOME TYPE
CITY OF LAWRENCE
AS OF 11/8/2020**

October MLS Statistics		2020			2019			2018			
By Property Type		Total	Existing	New	Total	Existing	New	Total	Existing	New	
Home Sales		113	99	14	96	91	5	83	76	7	
	Change from prior year	17.7%	8.8%	180.0%	15.7%	19.7%	-28.6%	15.3%	20.6%	-22.2%	
Active Listings		134	100	34	302	238	64	252	200	52	
	Change from prior year	-55.6%	-58.0%	-46.9%	19.8%	19.0%	23.1%	0.0%	6.4%	-18.8%	
Months' Supply		1.2	1.0	2.9	3.1	2.6	7.5	2.4	2.1	4.8	
	Change from prior year	-59.3%	-60.5%	-61.2%	26.7%	23.6%	54.1%	0.2%	7.8%	-26.9%	
New Listings		106	92	14	131	117	14	98	86	12	
	Change from prior year	-19.1%	-21.4%	0.0%	33.7%	36.0%	16.7%	-9.3%	-12.2%	20.0%	
Contracts Written		92	80	12	93	87	6	69	59	10	
	Change from prior year	-1.1%	-8.0%	100.0%	34.8%	47.5%	-40.0%	-27.4%	-33.0%	42.9%	
Pending Contracts		144	109	35	110	99	11	98	83	15	
	Change from prior year	30.9%	10.1%	218.2%	12.2%	19.3%	-26.7%	-16.9%	-23.1%	50.0%	
Sales Volume (1,000s)		30,053	25,117	4,935	22,407	20,694	1,712	20,817	18,390	2,427	
	Change from prior year	34.1%	21.4%	188.2%	7.6%	12.5%	-29.4%	31.2%	41.1%	-14.2%	
Average	Sale Price	265,952	253,710	352,518	233,403	227,409	342,480	250,801	241,969	346,700	
		Change from prior year	13.9%	11.6%	2.9%	-6.9%	-6.0%	-1.2%	13.8%	17.0%	10.3%
	List Price of Actives	356,330	324,970	448,568	323,407	299,380	412,759	308,599	293,049	368,405	
		Change from prior year	10.2%	8.5%	8.7%	4.8%	2.2%	12.0%	-5.3%	-4.7%	-2.8%
	Days on Market	28	19	90	42	41	53	37	33	89	
		Change from prior year	-33.0%	-53.2%	69.4%	12.3%	26.6%	-40.1%	-1.0%	1.4%	15.7%
Percent of List		99.7%	99.4%	101.7%	98.6%	98.5%	99.5%	97.5%	97.3%	99.5%	
		Change from prior year	1.1%	0.9%	2.2%	1.1%	1.3%	0.0%	-0.8%	-0.5%	-1.8%
Percent of Original		99.2%	98.8%	101.7%	95.8%	95.6%	98.6%	96.7%	96.5%	98.3%	
		Change from prior year	3.5%	3.3%	3.1%	-1.0%	-1.0%	0.4%	-0.5%	0.1%	-3.3%
Median	Sale Price	245,000	235,000	327,250	201,500	195,000	299,900	218,000	205,000	325,000	
		Change from prior year	21.6%	20.5%	9.1%	-7.6%	-4.9%	-7.7%	25.0%	22.3%	-3.8%
	List Price of Actives	302,450	251,950	387,450	295,000	254,250	399,950	263,950	229,900	348,900	
		Change from prior year	2.5%	-0.9%	-3.1%	11.8%	10.6%	14.6%	-6.4%	-3.6%	-0.3%
	Days on Market	6	6	17	21	21	9	21	20	115	
		Change from prior year	-71.4%	-71.4%	83.3%	0.0%	7.7%	-92.2%	40.0%	50.0%	47.4%
Percent of List		100.0%	100.0%	100.0%	98.4%	98.1%	100.0%	98.5%	98.3%	100.0%	
		Change from prior year	1.7%	1.9%	0.0%	-0.1%	-0.2%	0.0%	-0.3%	-0.2%	0.0%
Percent of Original		100.0%	100.0%	100.0%	96.9%	96.8%	100.0%	97.4%	97.3%	99.8%	
		Change from prior year	3.2%	3.3%	0.0%	-0.5%	-0.5%	0.2%	-1.0%	-0.5%	-0.2%

YEAR-TO-DATE STATISTICS

SUMMARY >>

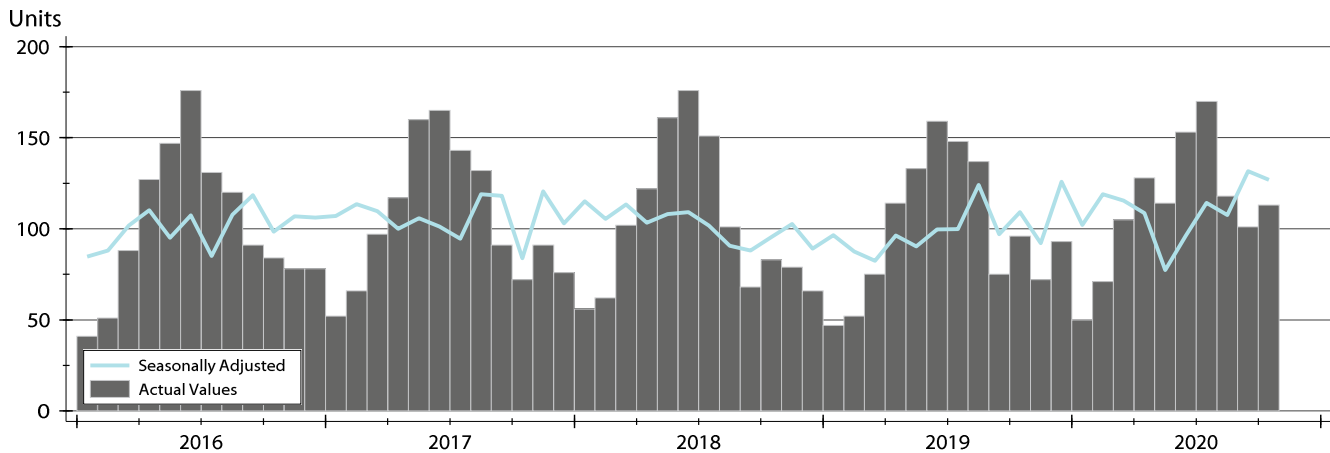
**YTD BREAKDOWNS BY HOME TYPE
CITY OF LAWRENCE
AS OF 11/8/2020**

Year-to-Date Activity		2020			2019			2018		
By Property Type		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		1,123	994	129	1,036	952	84	1,082	969	113
Change from prior year		8.4%	4.4%	53.6%	-4.3%	-1.8%	-25.7%	-1.2%	-2.8%	15.3%
New Listings		1,349	1,194	155	1,487	1,345	142	1,419	1,279	140
Change from prior year		-9.3%	-11.2%	9.2%	4.8%	5.2%	1.4%	-4.1%	-4.3%	-2.1%
Contracts Written		1,184	1,036	148	1,088	997	91	1,098	981	117
Change from prior year		8.8%	3.9%	62.6%	-0.9%	1.6%	-22.2%	-2.8%	-5.6%	28.6%
Sales Volume (1,000s)		289,793	244,946	44,846	250,776	222,716	28,060	256,481	217,247	39,234
Change from prior year		15.6%	10.0%	59.8%	-2.2%	2.5%	-28.5%	8.4%	6.0%	23.5%
Average	Sale Price	258,052	246,425	347,646	242,062	233,946	334,048	237,044	224,197	347,203
	Change from prior year	6.6%	5.3%	4.1%	2.1%	4.3%	-3.8%	9.7%	9.1%	7.1%
	Days on Market	33	26	93	35	31	83	36	28	102
	Change from prior year	-4.1%	-16.0%	11.8%	-3.5%	7.7%	-18.8%	-4.4%	-7.0%	-8.4%
Median	Percent of List	99.5%	99.4%	100.3%	98.9%	98.8%	100.0%	98.8%	98.7%	99.8%
	Change from prior year	0.6%	0.6%	0.3%	0.1%	0.2%	0.3%	-0.2%	-0.2%	-1.0%
	Percent of Original	98.5%	98.3%	99.8%	97.6%	97.4%	99.9%	97.8%	97.6%	99.4%
	Change from prior year	0.8%	0.9%	-0.1%	-0.2%	-0.2%	0.5%	-0.1%	0.0%	-1.3%
Median	Sale Price	235,000	220,445	329,800	213,500	203,700	336,450	200,000	191,000	337,900
	Change from prior year	10.1%	8.2%	-2.0%	6.8%	6.6%	-0.4%	11.1%	9.1%	10.6%
	Days on Market	7	6	61	12	11	71	11	8	71
	Change from prior year	-41.7%	-45.5%	-14.1%	9.1%	37.5%	0.0%	0.0%	-20.0%	-4.1%
Median	Percent of List	100.0%	100.0%	100.0%	100.0%	99.7%	100.0%	100.0%	99.8%	100.0%
	Change from prior year	0.0%	0.3%	0.0%	0.0%	-0.1%	0.0%	0.0%	-0.2%	0.0%
	Percent of Original	100.0%	100.0%	100.0%	99.1%	98.7%	100.0%	99.4%	99.0%	100.0%
	Change from prior year	0.9%	1.3%	0.0%	-0.3%	-0.3%	0.0%	-0.1%	0.0%	0.0%

CLOSED LISTINGS ANALYSIS

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 11/8/2020**

HISTORY >>



SUMMARY >>

Summary Statistics		October			Year-to-Date		
for Closed Listings		2020	2019	Change	2020	2019	Change
Closed Listings		113	96	17.7%	1,123	1,036	8.4%
Volume (1,000s)		30,053	22,407	34.1%	289,793	250,776	15.6%
Average	Sale Price	265,952	233,403	13.9%	258,052	242,062	6.6%
	Days on Market	28	42	-33.0%	33	35	-4.1%
	Percent of List	99.7%	98.6%	1.1%	99.5%	98.9%	0.6%
	Percent of Original	99.2%	95.8%	3.5%	98.5%	97.6%	0.8%
Median	Sale Price	245,000	201,500	21.6%	235,000	213,500	10.1%
	Days on Market	6	21	-71.4%	7	12	-41.7%
	Percent of List	100.0%	98.4%	1.7%	100.0%	100.0%	0.0%
	Percent of Original	100.0%	96.9%	3.2%	100.0%	99.1%	0.9%

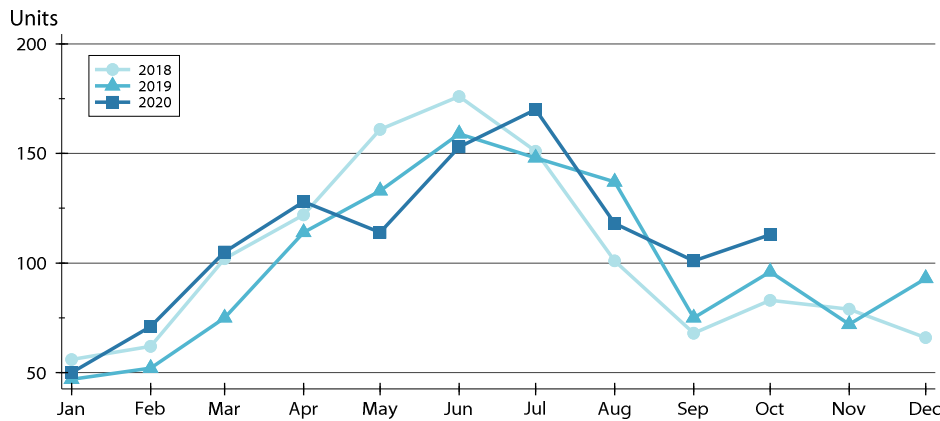
A total of 113 homes sold in the City of Lawrence in October, up from 96 units in October 2019. Total sales volume rose to \$30.1 million compared to \$22.4 million in the previous year.

The median sales price in October was \$245,000, up 21.6% compared to the prior year. Median days on market was 6 days, down from 7 days in September, and down from 21 in October 2019.

CLOSED LISTINGS ANALYSIS

BY MONTH >>

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 11/8/2020**



Month	2018	2019	2020
January	56	47	50
February	62	52	71
March	102	75	105
April	122	114	128
May	161	133	114
June	176	159	153
July	151	148	170
August	101	137	118
September	68	75	101
October	83	96	113
November	79	72	93
December	66	93	

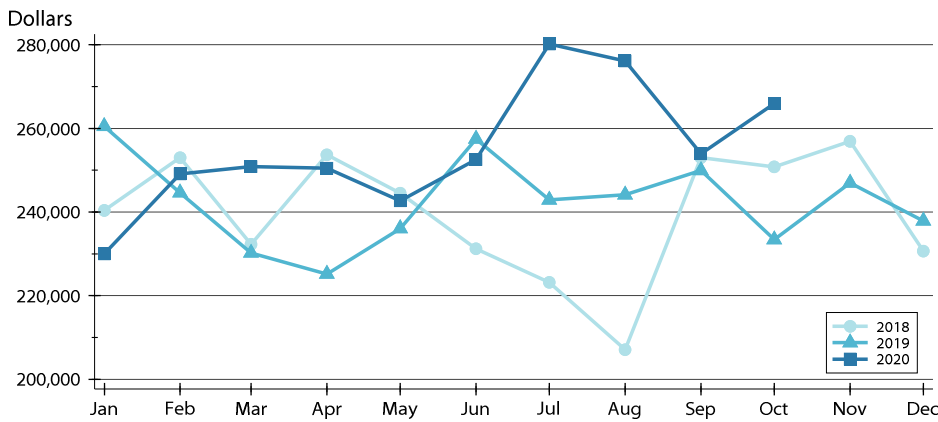
BY PRICE RANGE >>

Price Range	Sales			Sale Price		Days on Market		Price as % of List		Price as % of Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median	Average	Median
Below \$50,000	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$50,000-\$99,999	2	1.8%	153	76,500	76,500	32	32	99.8%	99.8%	99.8%	99.8%
\$100,000-\$149,999	17	15.0%	2,211	130,088	134,900	29	6	97.0%	100.0%	95.5%	95.4%
\$150,000-\$199,999	22	19.5%	3,758	170,800	165,000	21	6	100.6%	100.0%	99.7%	100.0%
\$200,000-\$249,999	18	15.9%	4,065	225,853	229,000	10	3	100.5%	100.6%	100.3%	100.0%
\$250,000-\$299,999	20	17.7%	5,462	273,119	273,700	25	5	99.9%	100.0%	99.9%	100.0%
\$300,000-\$349,999	12	10.6%	3,891	324,208	322,500	20	4	100.6%	100.1%	100.5%	100.1%
\$350,000-\$399,999	7	6.2%	2,627	375,343	375,000	12	13	98.1%	97.4%	98.1%	97.4%
\$400,000-\$449,999	5	4.4%	2,100	420,005	424,725	111	58	99.5%	100.0%	99.9%	100.0%
\$450,000-\$499,999	5	4.4%	2,315	462,965	455,900	41	40	104.2%	99.6%	104.2%	99.6%
\$500,000-\$599,999	3	2.7%	1,670	556,667	545,000	94	8	100.7%	100.9%	99.8%	100.9%
\$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	2	1.8%	1,800	900,000	900,000	58	58	90.3%	90.3%	85.7%	85.7%
\$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	113	100.0%	30,053	265,952	245,000	28	6	99.7%	100.0%	99.2%	100.0%

CLOSED LISTINGS ANALYSIS

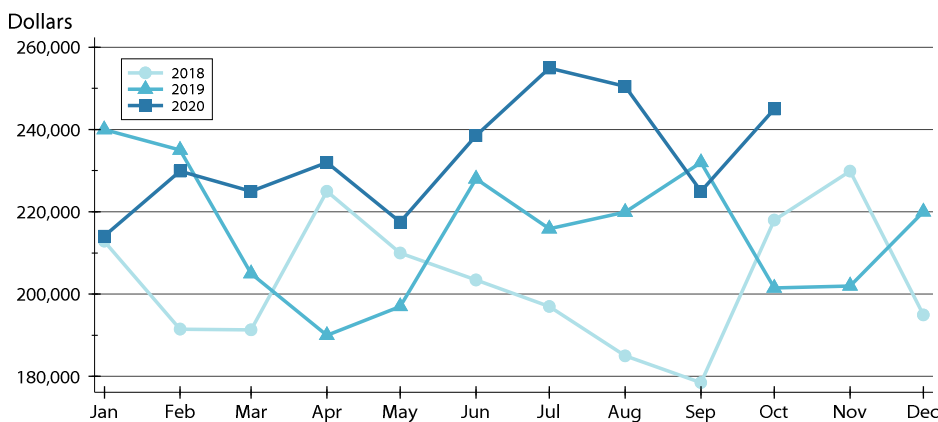
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 11/8/2020**

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	250,879
April	253,668	225,180	250,466
May	244,499	236,053	242,650
June	231,219	257,468	252,512
July	223,184	242,906	280,178
August	207,067	244,101	276,104
September	253,003	249,939	253,923
October	250,801	233,403	265,952
November	256,894	246,937	
December	230,649	237,884	

MEDIAN PRICE >>

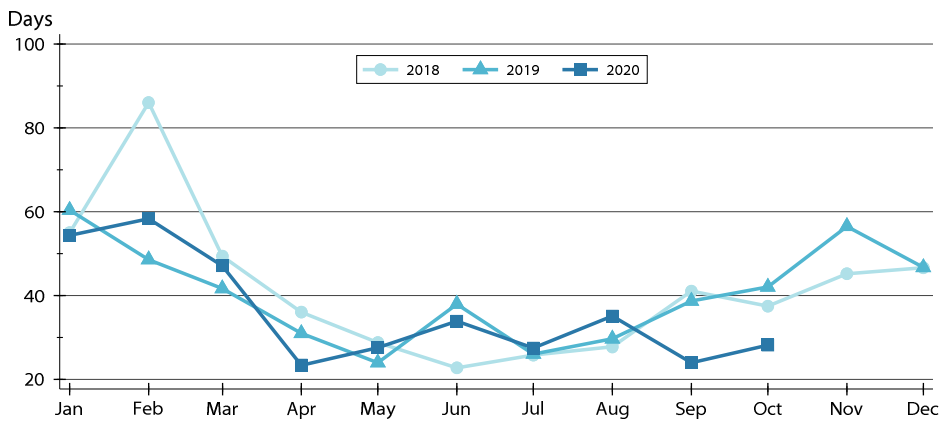


Month	2018	2019	2020
January	212,875	240,000	214,075
February	191,500	235,000	229,900
March	191,325	205,000	225,000
April	225,000	190,000	232,000
May	210,000	197,000	217,500
June	203,450	228,000	238,500
July	197,000	215,875	254,950
August	185,000	219,900	250,500
September	178,500	232,000	225,000
October	218,000	201,500	245,000
November	229,900	202,000	
December	194,950	220,000	

CLOSED LISTINGS ANALYSIS

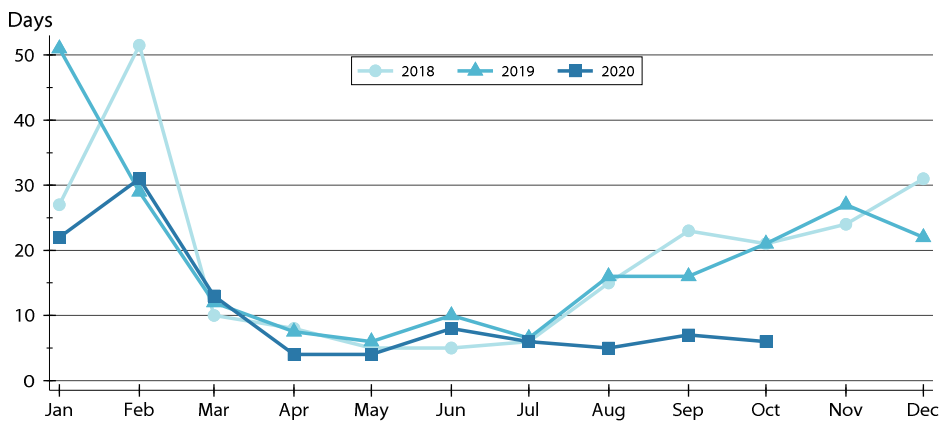
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 11/8/2020**

AVERAGE DOM >>



Month	2018	2019	2020
January	55	60	54
February	86	49	58
March	49	42	47
April	36	31	23
May	29	24	28
June	23	38	34
July	26	26	27
August	28	30	35
September	41	39	24
October	37	42	28
November	45	57	47
December	47	47	47

MEDIAN DOM >>

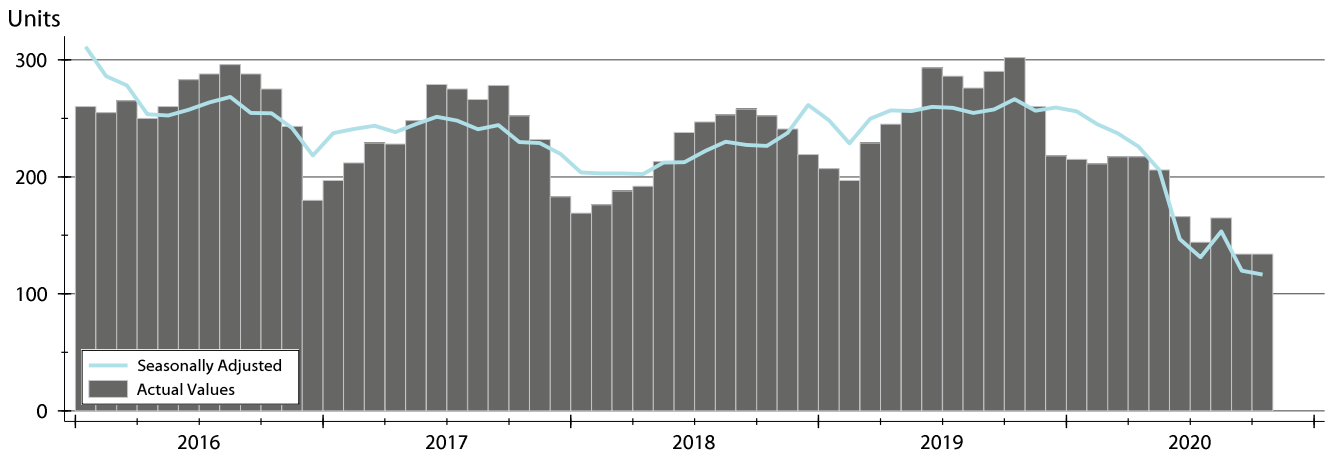


Month	2018	2019	2020
January	27	51	22
February	52	29	31
March	10	12	13
April	8	8	4
May	5	6	4
June	5	10	8
July	6	7	6
August	15	16	5
September	23	16	7
October	21	21	6
November	24	27	27
December	31	22	22

ACTIVE LISTINGS ANALYSIS

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 11/8/2020**

HISTORY >>



SUMMARY >>

Summary Statistics for Active Listings		End of October		
		2020	2019	Change
Active Listings		134	302	-55.6%
Months' Supply		1.2	3.1	-59.3%
Volume (1,000s)		47,748	97,669	-51.1%
Average	List Price	356,330	323,407	10.2%
	Days on Market	65	82	-21.1%
	Percent of Original	98.4%	97.8%	0.6%
Median	List Price	302,450	295,000	2.5%
	Days on Market	40	56	-28.6%
	Percent of Original	100.0%	100.0%	0.0%

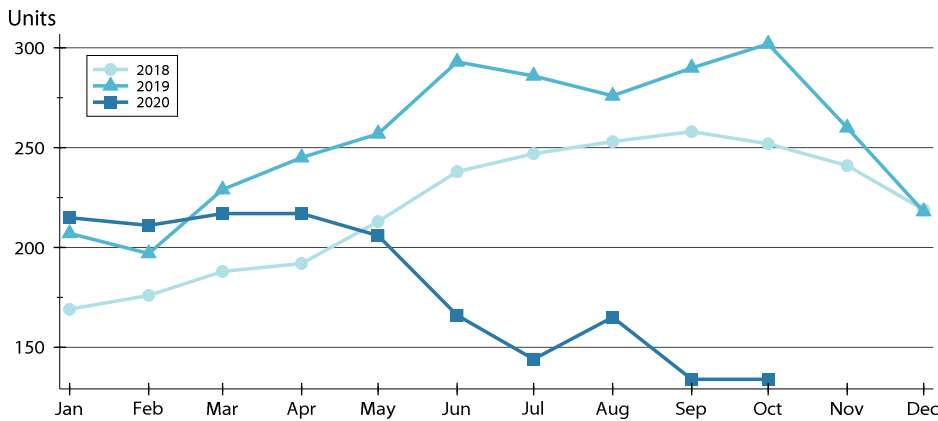
A total of 134 homes were available for sale in the City of Lawrence at the end of October. This represents a 1.2 months' supply of active listings.

The median list price of homes on the market at the end of October was \$302,450, up 2.5% from 2019. The typical time on market for active listings was 40 days, down from 56 days a year earlier.

ACTIVE LISTINGS ANALYSIS

BY MONTH >>

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 11/8/2020**



Month	2018	2019	2020
January	169	207	215
February	176	197	211
March	188	229	217
April	192	245	217
May	213	257	206
June	238	293	166
July	247	286	144
August	253	276	165
September	258	290	134
October	252	302	134
November	241	260	
December	219	218	

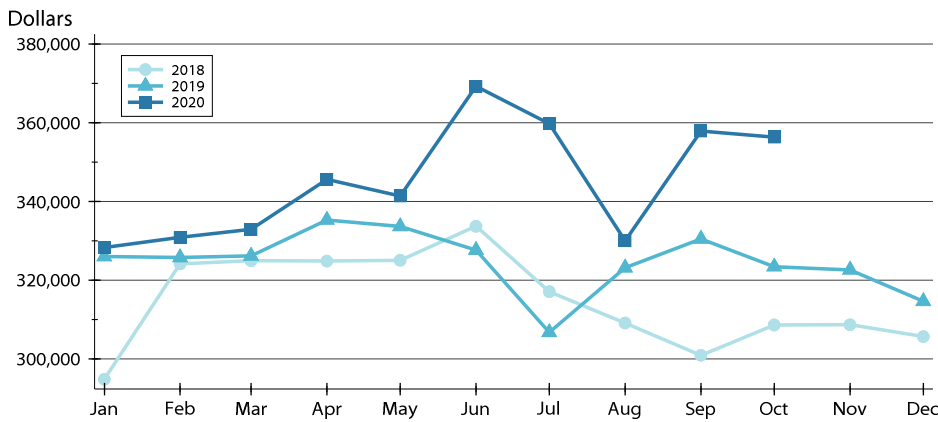
BY PRICE RANGE >>

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	2	1.5%	2	N/A	1,198	1,198	7	7	100.0%	100.0%
\$50,000-\$99,999	5	3.7%	435	2.5	87,024	89,950	53	24	93.7%	98.2%
\$100,000-\$149,999	19	14.2%	2,508	1.1	132,013	130,000	44	42	96.5%	100.0%
\$150,000-\$199,999	12	9.0%	2,091	0.5	174,275	172,000	42	40	99.0%	100.0%
\$200,000-\$249,999	14	10.4%	3,146	0.8	224,729	227,450	38	13	99.3%	100.0%
\$250,000-\$299,999	13	9.7%	3,535	0.7	271,892	269,900	69	47	98.2%	100.0%
\$300,000-\$349,999	12	9.0%	3,857	1.0	321,375	319,950	61	32	99.2%	100.0%
\$350,000-\$399,999	15	11.2%	5,726	2.1	381,706	385,000	73	39	99.6%	100.0%
\$400,000-\$449,999	10	7.5%	4,138	2.0	413,770	414,900	61	42	99.0%	100.0%
\$450,000-\$499,999	6	4.5%	2,900	1.2	483,250	489,900	171	83	100.9%	100.0%
\$500,000-\$599,999	8	6.0%	4,513	2.7	564,100	567,450	68	69	97.2%	99.1%
\$600,000-\$749,999	10	7.5%	6,869	N/A	686,850	687,200	106	54	98.0%	100.0%
\$750,000-\$999,999	5	3.7%	4,145	2.5	828,960	799,900	21	18	98.3%	100.0%
\$1,000,000 and up	3	2.2%	3,885	N/A	1,295,000	1,400,000	153	126	100.0%	100.0%
All price ranges	134	100.0%	47,748	1.2	356,330	302,450	65	40	98.4%	100.0%

ACTIVE LISTINGS ANALYSIS

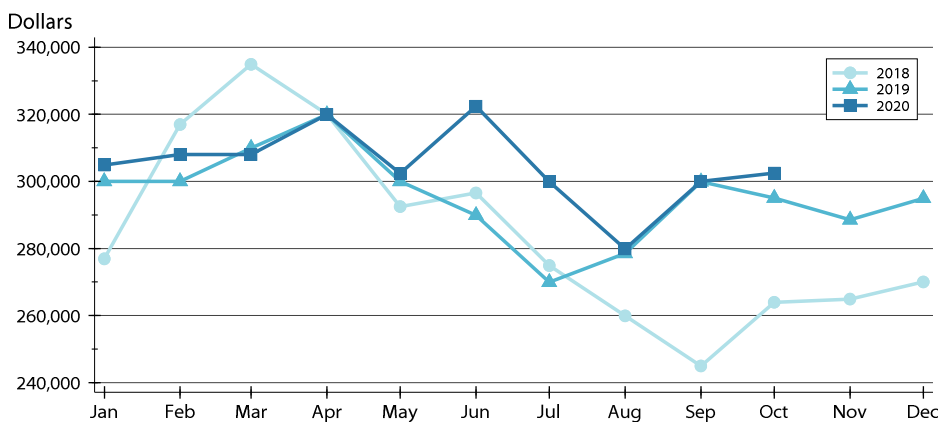
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 11/8/2020**

AVERAGE PRICE >>



Month	2018	2019	2020
January	294,789	325,960	328,240
February	324,140	325,749	330,864
March	324,921	326,114	332,866
April	324,822	335,269	345,557
May	325,028	333,601	341,378
June	333,679	327,597	369,250
July	317,060	306,684	359,709
August	309,090	323,116	329,944
September	300,891	330,454	357,903
October	308,599	323,407	356,330
November	308,655	322,600	
December	305,627	314,584	

MEDIAN PRICE >>

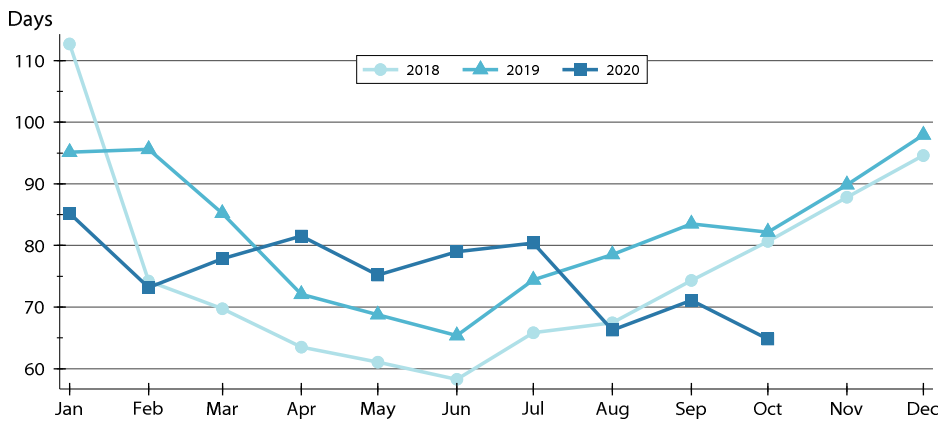


Month	2018	2019	2020
January	276,900	300,000	304,900
February	316,950	300,000	308,000
March	334,900	309,900	308,000
April	320,000	319,900	319,900
May	292,500	300,000	302,350
June	296,543	289,900	322,450
July	274,900	269,900	299,900
August	259,900	278,500	279,900
September	244,950	299,900	300,000
October	263,950	295,000	302,450
November	264,900	288,500	
December	270,000	294,950	

ACTIVE LISTINGS ANALYSIS

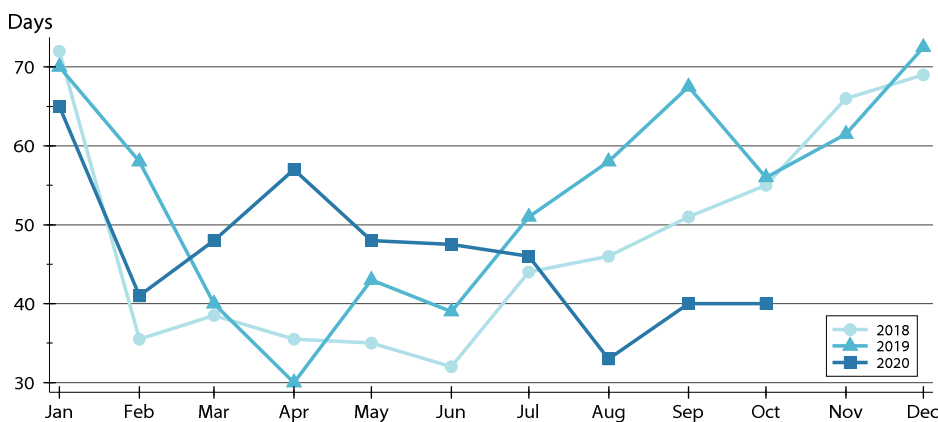
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 11/8/2020**

AVERAGE DOM >>



Month	2018	2019	2020
January	113	95	85
February	74	96	73
March	70	85	78
April	63	72	82
May	61	69	75
June	58	65	79
July	66	74	80
August	67	79	66
September	74	84	71
October	81	82	65
November	88	90	
December	95	98	

MEDIAN DOM >>

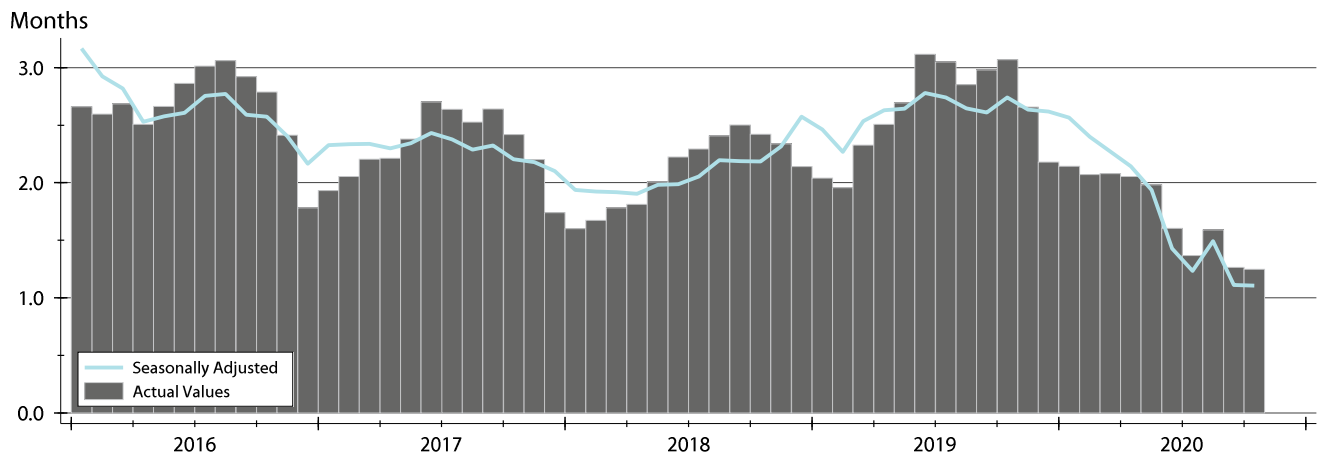


Month	2018	2019	2020
January	72	70	65
February	36	58	41
March	39	40	48
April	36	30	57
May	35	43	48
June	32	39	48
July	44	51	46
August	46	58	33
September	51	68	40
October	55	56	40
November	66	62	
December	69	73	

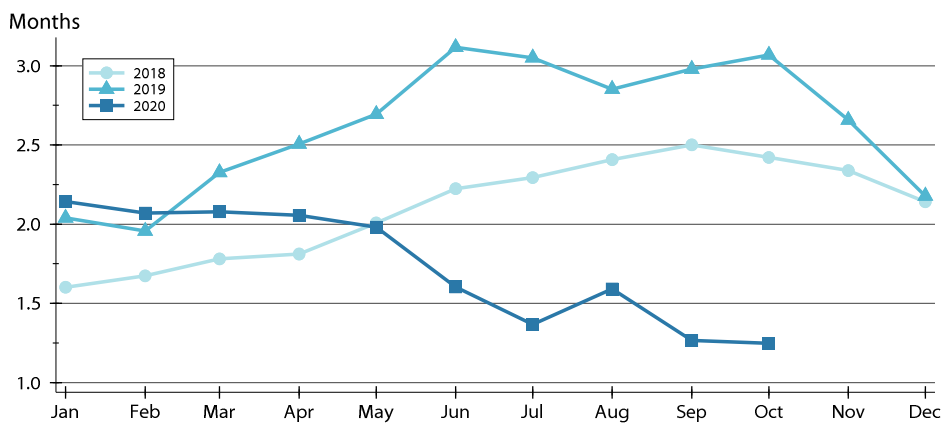
MONTHS' SUPPLY ANALYSIS

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 11/8/2020**

HISTORY >>



BY MONTH >>

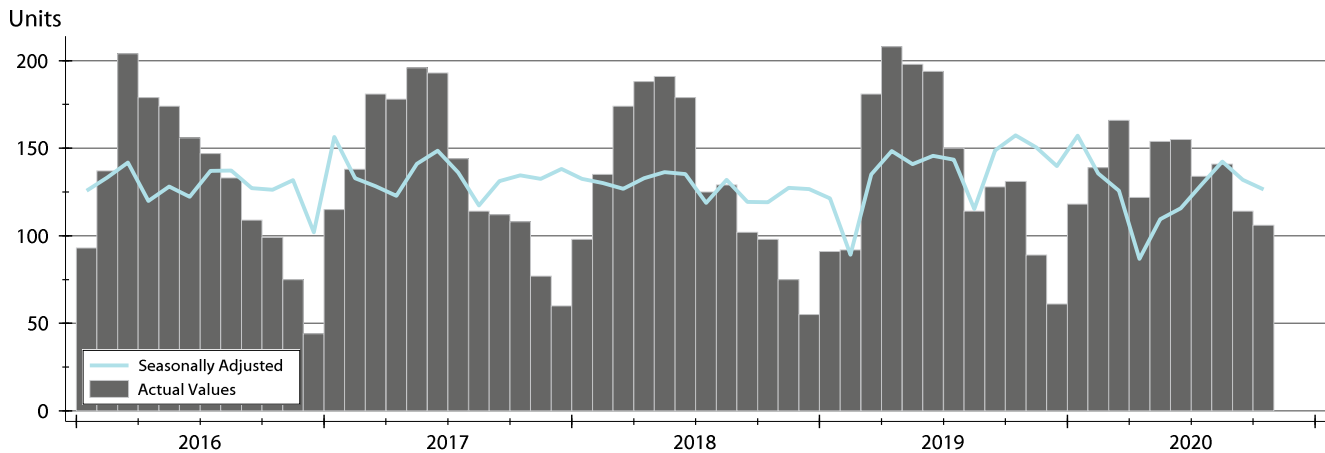


Month	2018	2019	2020
January	1.6	2.0	2.1
February	1.7	2.0	2.1
March	1.8	2.3	2.1
April	1.8	2.5	2.1
May	2.0	2.7	2.0
June	2.2	3.1	1.6
July	2.3	3.1	1.4
August	2.4	2.9	1.6
September	2.5	3.0	1.3
October	2.4	3.1	1.2
November	2.3	2.7	
December	2.1	2.2	

NEW LISTINGS ANALYSIS

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 11/8/2020**

HISTORY >>



SUMMARY >>

Summary Statistics for New Listings		October		
		2020	2019	Change
Current Month	New Listings	106	131	-19.1%
	Volume (1,000s)	29,444	32,658	-9.8%
	Average List Price	277,774	249,298	11.4%
	Median List Price	232,500	214,900	8.2%
YTD	New Listings	1,349	1,487	-9.3%
	Volume (1,000s)	363,099	378,550	-4.1%
	Average List Price	269,161	254,573	5.7%
	Median List Price	239,900	219,900	9.1%

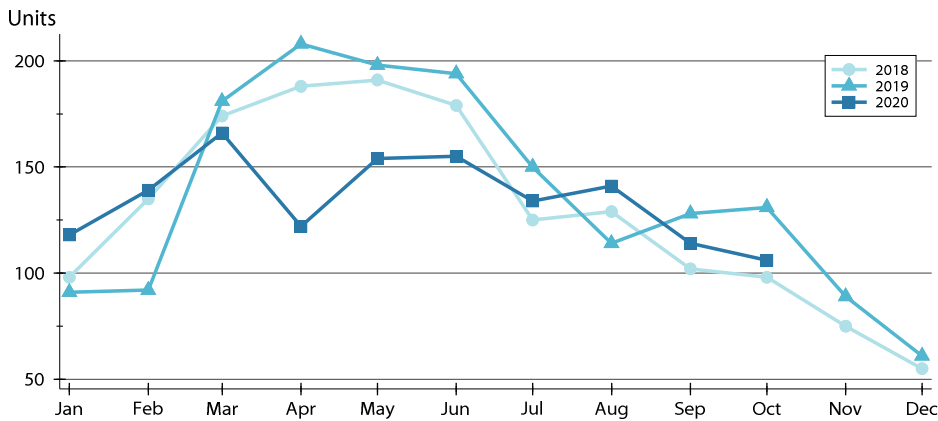
A total of 106 new listings were added in the City of Lawrence during October, down 19.1% from the same month in 2019. Year-to-date the City of Lawrence has seen 1,349 new listings.

The median list price of these homes was \$232,500 up from \$214,900 in 2019.

NEW LISTINGS ANALYSIS

BY MONTH >>

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 11/8/2020**



Month	2018	2019	2020
January	98	91	118
February	135	92	139
March	174	181	166
April	188	208	122
May	191	198	154
June	179	194	155
July	125	150	134
August	129	114	141
September	102	128	114
October	98	131	106
November	75	89	
December	55	61	

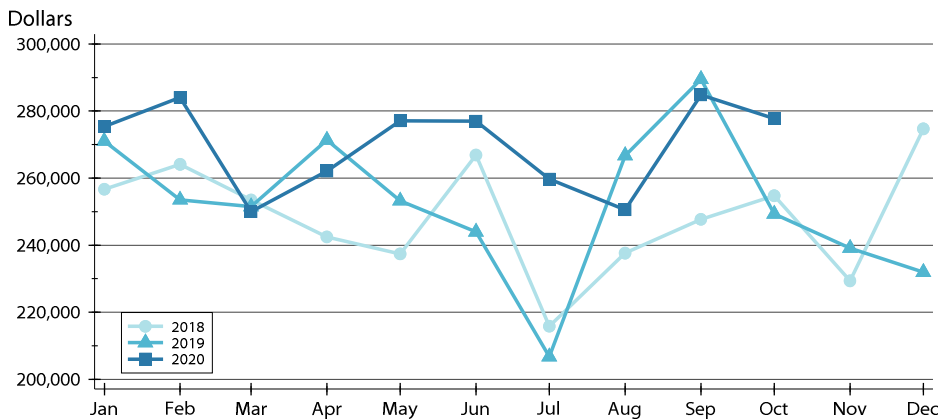
BY PRICE RANGE >>

Price Range	New Listings			List Price	
	Number	Percent	Volume	Average	Median
Below \$50,000	4	3.8%	6	1,488	1,400
\$50,000-\$99,999	2	1.9%	175	87,250	87,250
\$100,000-\$149,999	11	10.4%	1,486	135,127	139,900
\$150,000-\$199,999	18	17.0%	3,051	169,521	169,900
\$200,000-\$249,999	25	23.6%	5,543	221,708	220,000
\$250,000-\$299,999	12	11.3%	3,326	277,150	276,750
\$300,000-\$349,999	9	8.5%	2,889	321,033	314,900
\$350,000-\$399,999	7	6.6%	2,694	384,800	389,900
\$400,000-\$449,999	7	6.6%	2,942	420,271	425,000
\$450,000-\$499,999	1	0.9%	470	469,900	469,900
\$500,000-\$599,999	4	3.8%	2,208	551,975	549,950
\$600,000-\$749,999	2	1.9%	1,360	679,950	679,950
\$750,000-\$999,999	4	3.8%	3,295	823,700	779,900
\$1,000,000 and up	0	0.0%	0	N/A	N/A
All price ranges	106	100.0%	29,444	277,774	232,500

NEW LISTINGS ANALYSIS

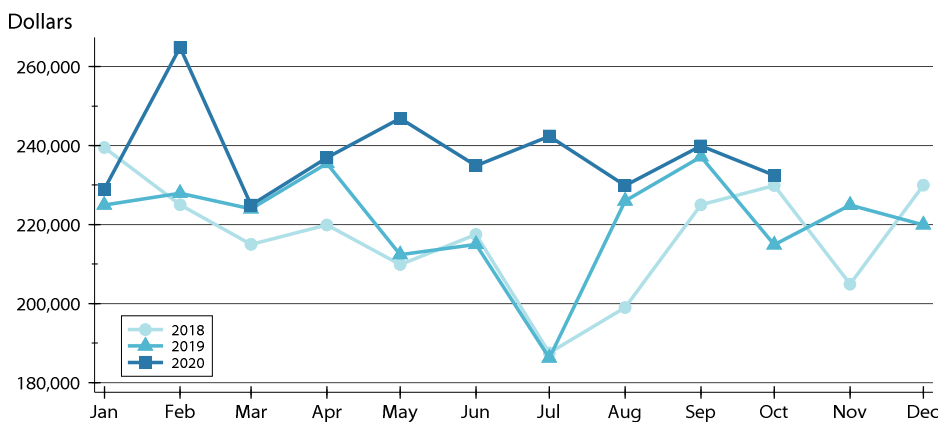
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 11/8/2020**

AVERAGE PRICE >>



Month	2018	2019	2020
January	256,668	271,062	275,402
February	264,103	253,519	284,009
March	253,478	251,491	249,995
April	242,476	271,345	262,125
May	237,400	253,236	277,065
June	266,894	243,938	276,994
July	215,828	206,720	259,717
August	237,622	266,719	250,541
September	247,709	289,474	284,835
October	254,742	249,298	277,774
November	229,374	239,118	240,000
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	246,900
June	217,500	215,000	234,900
July	187,500	186,250	242,400
August	199,000	226,000	229,900
September	225,000	237,200	239,900
October	229,900	214,900	232,500
November	204,900	224,900	225,000
December	230,000	219,950	220,000

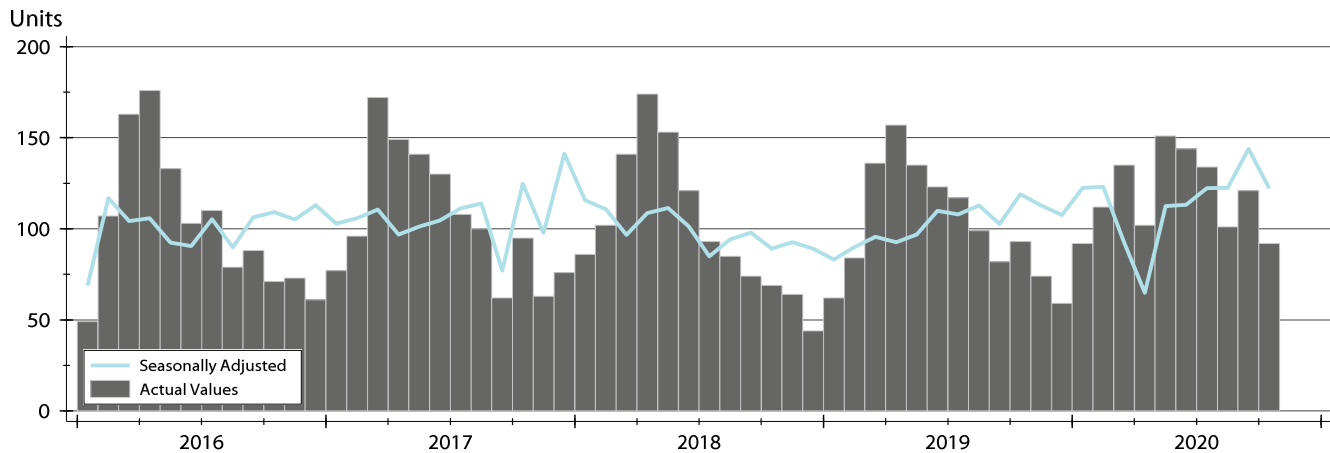


OCTOBER 2020 >>

CONTRACTS WRITTEN ANALYSIS

HISTORY >>

CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 11/8/2020



SUMMARY >>

Summary Statistics		October			Year-to-Date		
for Contracts Written		2020	2019	Change	2020	2019	Change
Closed Listings		92	93	-1.1%	1,184	1,088	8.8%
Volume (1,000s)		24,708	22,698	8.9%	311,724	266,554	16.9%
Average	Sale Price	268,560	244,064	10.0%	263,280	244,994	7.5%
	Days on Market	34	50	-31.4%	32	35	-7.8%
	Percent of Original	98.3%	95.6%	2.8%	98.6%	97.6%	1.0%
Median	Sale Price	229,950	209,900	9.6%	238,700	213,000	12.1%
	Days on Market	8	27	-70.4%	6	12	-50.0%
	Percent of Original	100.0%	97.2%	2.9%	100.0%	99.1%	0.9%

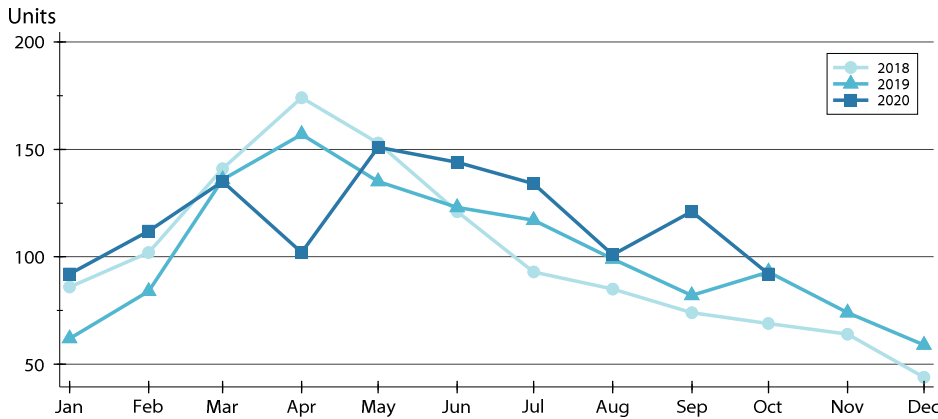
A total of 92 contracts for sale were written in the City of Lawrence during the month of October, down from 93 in 2019. The median list price of these homes was \$229,950, up from \$209,900 the prior year.

Half of the homes that went under contract in October were on the market less than 8 days, compared to 27 days in October 2019.

CONTRACTS WRITTEN ANALYSIS

BY MONTH >>

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 11/8/2020**



Month	2018	2019	2020
January	86	62	92
February	102	84	112
March	141	136	135
April	174	157	102
May	153	135	151
June	121	123	144
July	93	117	134
August	85	99	101
September	74	82	121
October	69	93	92
November	64	74	74
December	44	59	59

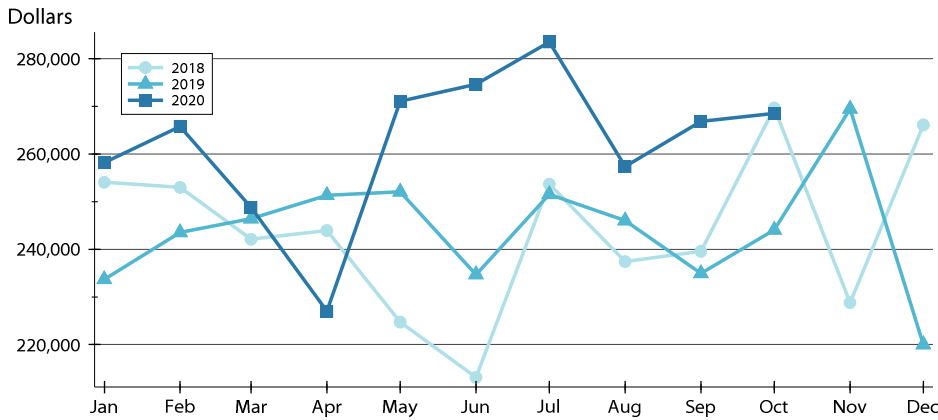
BY PRICE RANGE >>

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	4.3%	362	90,613	91,975	24	20	94.0%	100.0%
\$100,000-\$149,999	8	8.7%	1,061	132,625	136,200	10	5	98.1%	100.0%
\$150,000-\$199,999	18	19.6%	3,084	171,307	169,950	15	3	99.0%	100.0%
\$200,000-\$249,999	23	25.0%	5,133	223,152	224,900	12	6	99.8%	100.0%
\$250,000-\$299,999	15	16.3%	4,217	281,110	279,900	38	34	98.4%	98.3%
\$300,000-\$349,999	7	7.6%	2,277	325,257	325,900	71	27	98.4%	100.0%
\$350,000-\$399,999	5	5.4%	1,839	367,800	360,000	12	7	99.8%	100.0%
\$400,000-\$449,999	5	5.4%	2,093	418,580	424,900	30	10	100.2%	100.0%
\$450,000-\$499,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
\$500,000-\$599,999	4	4.3%	2,219	554,700	556,950	240	251	89.9%	92.3%
\$600,000-\$749,999	1	1.1%	625	625,000	625,000	88	88	92.6%	92.6%
\$750,000-\$999,999	2	2.2%	1,799	899,450	899,450	48	48	92.5%	92.5%
\$1,000,000 and up	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
All price ranges	92	100.0%	24,708	268,560	229,950	34	8	98.3%	100.0%

CONTRACTS WRITTEN ANALYSIS

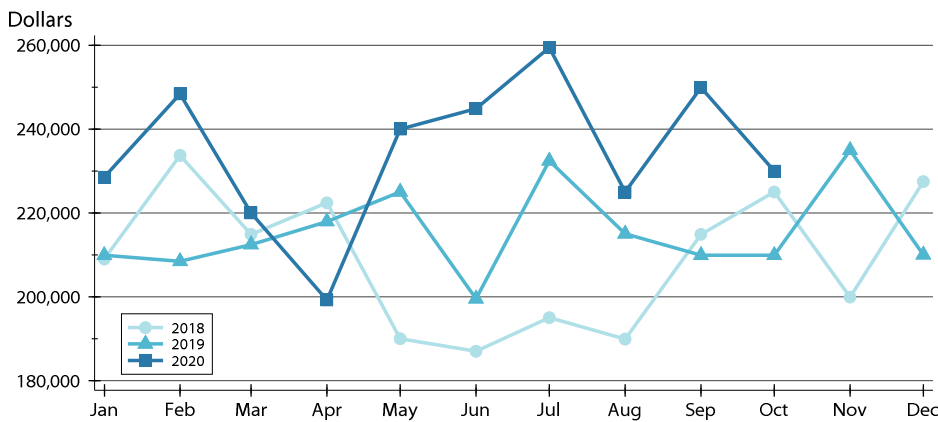
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 11/8/2020**

AVERAGE PRICE >>



Month	2018	2019	2020
January	254,060	233,686	258,187
February	253,006	243,524	265,812
March	242,107	246,402	248,782
April	243,951	251,351	227,017
May	224,719	252,072	271,062
June	213,134	234,702	274,618
July	253,662	251,518	283,526
August	237,427	246,013	257,390
September	239,584	234,923	266,833
October	269,649	244,064	268,560
November	228,792	269,458	
December	266,112	220,000	

MEDIAN PRICE >>

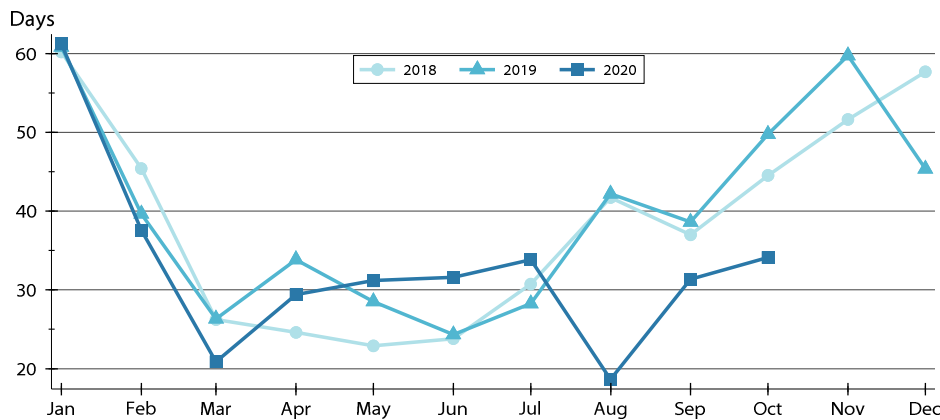


Month	2018	2019	2020
January	209,000	209,900	228,500
February	233,725	208,450	248,400
March	214,900	212,450	220,000
April	222,400	217,950	199,250
May	190,000	225,000	240,000
June	187,000	199,500	244,900
July	195,000	232,400	259,450
August	189,900	215,000	225,000
September	214,900	209,900	249,900
October	225,000	209,900	229,950
November	199,925	234,950	
December	227,500	210,000	

CONTRACTS WRITTEN ANALYSIS

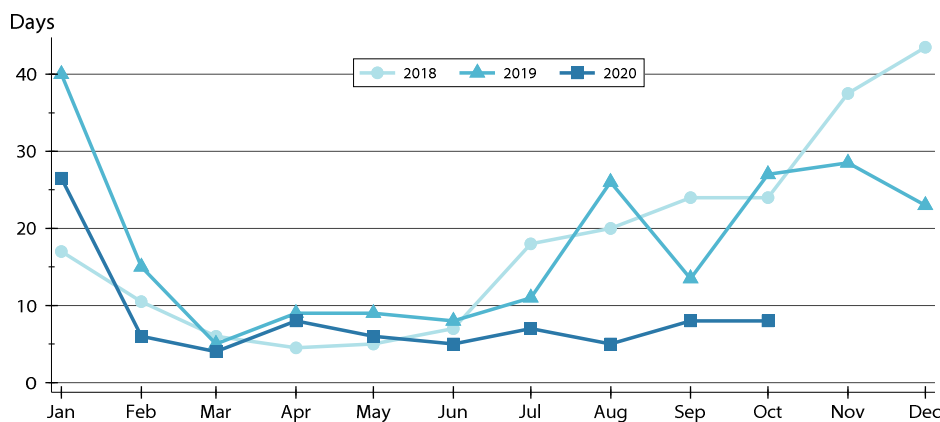
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 11/8/2020**

AVERAGE DOM >>



Month	2018	2019	2020
January	60	61	61
February	45	40	38
March	26	26	21
April	25	34	29
May	23	29	31
June	24	24	32
July	31	28	34
August	42	42	19
September	37	39	31
October	45	50	34
November	52	60	
December	58	45	

MEDIAN DOM >>

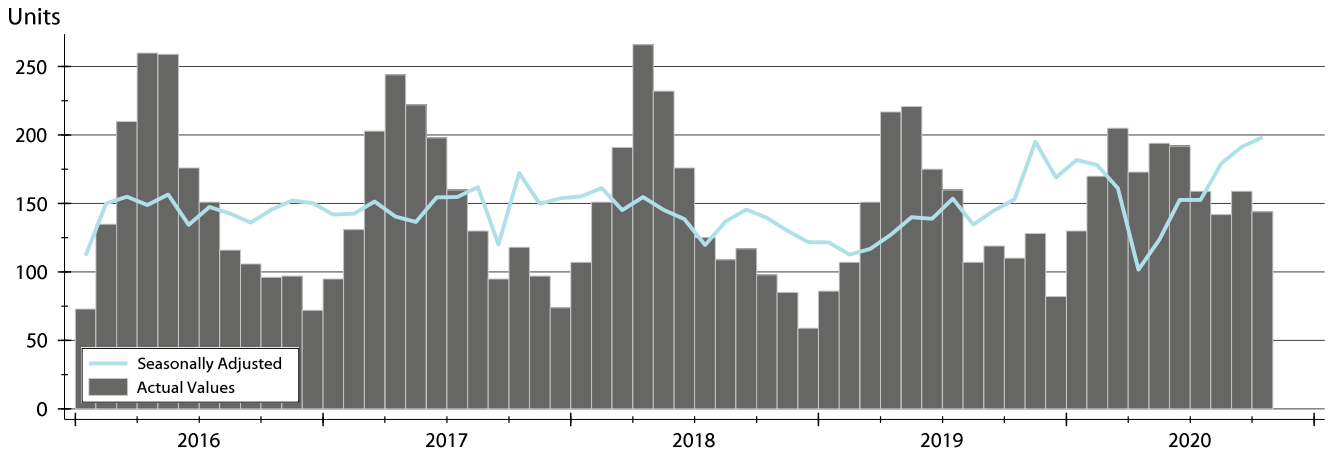


Month	2018	2019	2020
January	17	40	27
February	11	15	6
March	6	5	4
April	5	9	8
May	5	9	6
June	7	8	5
July	18	11	7
August	20	26	5
September	24	14	8
October	24	27	8
November	38	29	
December	44	23	

PENDING CONTRACTS ANALYSIS

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 11/8/2020**

HISTORY >>



SUMMARY >>

Summary Statistics		End of October		
for Active Listings		2020	2019	Change
Active Listings		144	110	30.9%
Volume (1,000s)		40,729	27,877	46.1%
Average	List Price	282,843	253,428	11.6%
	Days on Market	31	43	-27.5%
	Percent of Original	98.9%	98.3%	0.6%
Median	List Price	257,425	217,450	18.4%
	Days on Market	8	23	-65.2%
	Percent of Original	100.0%	100.0%	0.0%

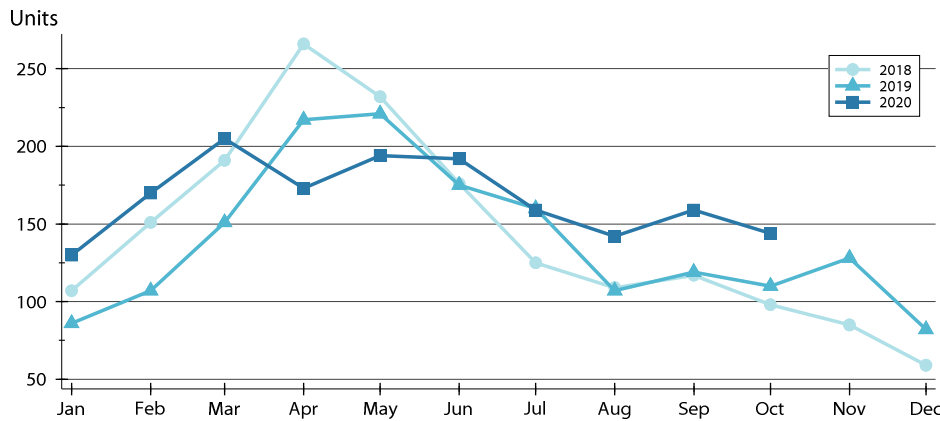
A total of 144 listings in the City of Lawrence had contracts pending at the end of October, up from 110 contracts pending at the end of October 2019.

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 11/8/2020**



Month	2018	2019	2020
January	107	86	130
February	151	107	170
March	191	151	205
April	266	217	173
May	232	221	194
June	176	175	192
July	125	160	159
August	109	107	142
September	117	119	159
October	98	110	144
November	85	128	
December	59	82	

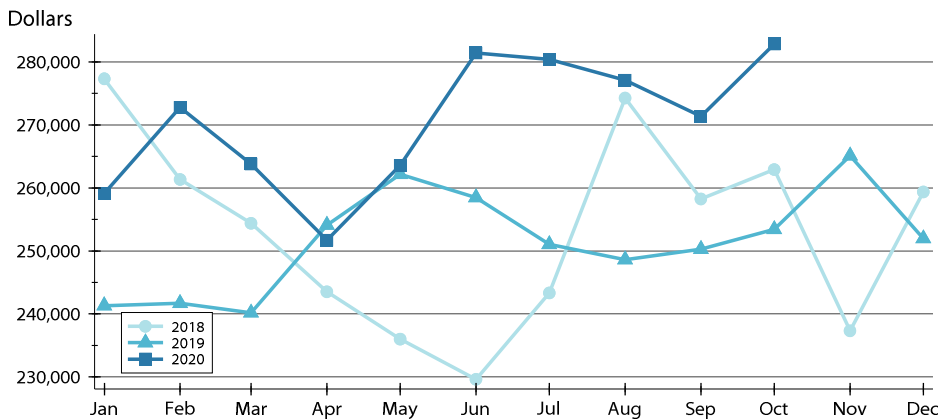
BY PRICE RANGE >>

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	5	3.5%	447	89,490	85,000	20	13	95.2%	100.0%
\$100,000-\$149,999	13	9.0%	1,718	132,188	134,000	18	7	98.5%	100.0%
\$150,000-\$199,999	22	15.3%	3,877	176,211	174,950	22	5	99.0%	100.0%
\$200,000-\$249,999	29	20.1%	6,555	226,036	225,000	16	8	99.5%	100.0%
\$250,000-\$299,999	25	17.4%	6,969	278,770	278,500	32	17	99.1%	100.0%
\$300,000-\$349,999	11	7.6%	3,581	325,518	325,900	45	4	99.0%	100.0%
\$350,000-\$399,999	13	9.0%	4,829	371,431	374,900	10	3	100.0%	100.0%
\$400,000-\$449,999	13	9.0%	5,478	421,377	424,900	48	6	99.7%	100.0%
\$450,000-\$499,999	2	1.4%	928	463,900	463,900	124	124	100.0%	100.0%
\$500,000-\$599,999	9	6.3%	4,923	546,956	539,900	93	18	95.9%	100.0%
\$600,000-\$749,999	1	0.7%	625	625,000	625,000	88	88	92.6%	92.6%
\$750,000-\$999,999	1	0.7%	800	799,900	799,900	17	17	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	144	100.0%	40,729	282,843	257,425	31	8	98.9%	100.0%

PENDING CONTRACTS ANALYSIS

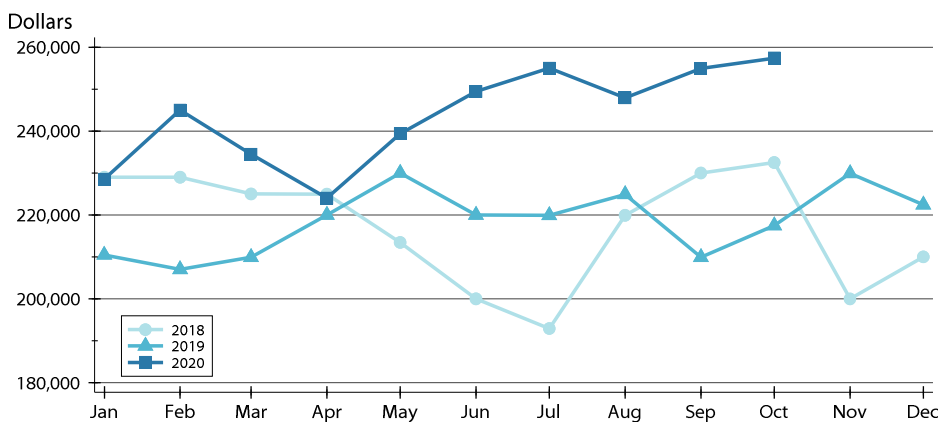
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 11/8/2020**

AVERAGE PRICE >>



Month	2018	2019	2020
January	277,321	241,322	259,140
February	261,332	241,706	272,790
March	254,384	240,193	263,812
April	243,519	254,113	251,694
May	236,007	262,156	263,573
June	229,631	258,478	281,418
July	243,337	251,037	280,388
August	274,271	248,627	277,101
September	258,250	250,263	271,368
October	262,912	253,428	282,843
November	237,321	265,092	
December	259,354	251,972	

MEDIAN PRICE >>

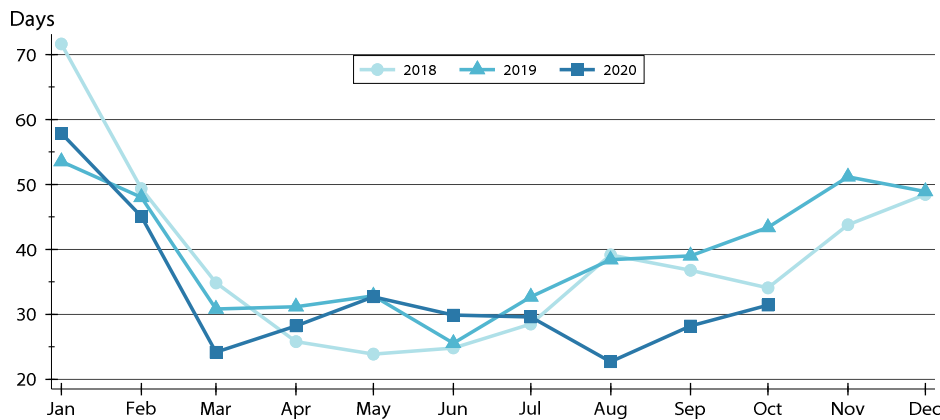


Month	2018	2019	2020
January	229,000	210,450	228,500
February	229,000	207,000	245,000
March	225,000	209,900	234,500
April	224,975	219,950	224,000
May	213,450	230,000	239,400
June	199,975	219,950	249,425
July	192,900	219,900	255,000
August	219,900	224,900	247,950
September	230,000	209,900	254,950
October	232,500	217,450	257,425
November	199,950	229,900	
December	210,000	222,425	

PENDING CONTRACTS ANALYSIS

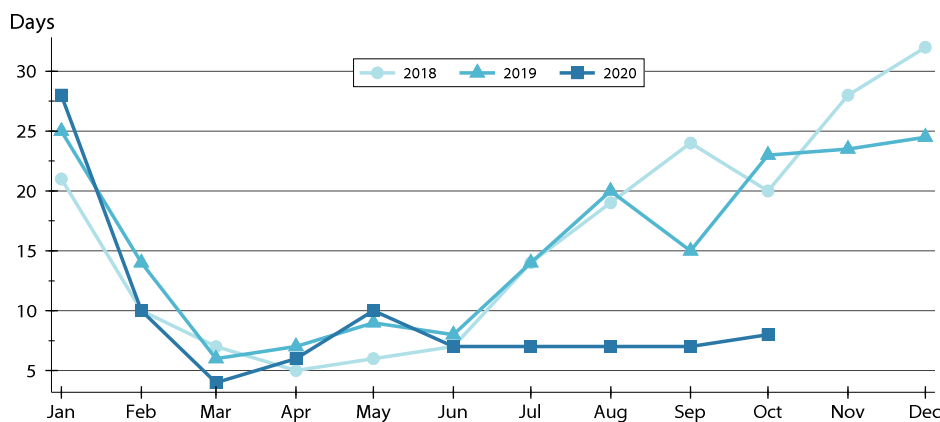
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 11/8/2020**

AVERAGE DOM >>



Month	2018	2019	2020
January	72	54	58
February	49	48	45
March	35	31	24
April	26	31	28
May	24	33	33
June	25	26	30
July	29	33	30
August	39	38	23
September	37	39	28
October	34	43	31
November	44	51	51
December	48	49	49

MEDIAN DOM >>



Month	2018	2019	2020
January	21	25	28
February	10	14	10
March	7	6	4
April	5	7	6
May	6	9	10
June	7	8	7
July	14	14	7
August	19	20	7
September	24	15	7
October	20	23	8
November	28	24	24
December	32	25	25