

LAWRENCE MLS STATISTICS



MARCH 2021 >>

MARKET OVERVIEW >>

Lawrence City Home Sales Fell in March

Total home sales in the City of Lawrence fell last month to 77 units, compared to 105 units in March 2020. Total sales volume was \$23.5 million, down from a year earlier.

The median sale price in March was \$275,000, up from \$225,000 a year earlier. Homes that sold in March 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 March

The total number of active listings in the City of Lawrence at the end of March was 72 units, down from 217 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 March was \$307,450.

During March, a total of 144 contracts were written up from 136 in March 2020. At the end of the month, there were 183 contracts pending, compared to 205 at the end of March 2020.

City of Lawrence		Current Month		
		March		
Summary Statistics		2021	2020	Change
Home Sales		77	105	-26.7%
Active Listings		72	217	-66.8%
Months' Supply		0.7	2.1	-68.3%
New Listings		157	166	-5.4%
Contracts Written		144	136	5.9%
Pending Contracts		183	205	-10.7%
Sales Volume (1,000s)		23,539	26,342	-10.6%
Average	Sale Price	305,705	250,879	21.9%
	List Price of Actives	376,063	332,866	13.0%
	Days on Market	35	47	-26.8%
	Percent of List	100.9%	98.1%	2.8%
	Percent of Original	100.5%	96.7%	4.0%
Median	Sale Price	275,000	225,000	22.2%
	List Price of Actives	307,450	308,000	-0.2%
	Days on Market	4	13	-69.2%
	Percent of List	100.0%	98.9%	1.1%
	Percent of Original	100.0%	98.5%	1.6%

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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 4/8/2021**

March MLS Statistics By Property Type		2021			2020			2019		
		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		77	64	13	105	95	10	75	68	7
Change from prior year		-26.7%	-32.6%	30.0%	40.0%	39.7%	42.9%	-26.5%	-28.4%	0.0%
Active Listings		72	58	14	217	166	51	229	184	45
Change from prior year		-66.8%	-65.1%	-72.5%	-5.2%	-9.8%	13.3%	21.8%	22.7%	18.4%
Months' Supply		0.7	0.6	1.0	2.1	1.7	5.7	2.3	2.1	4.4
Change from prior year		-68.3%	-65.1%	-82.2%	-10.7%	-16.8%	31.3%	30.7%	34.2%	6.0%
New Listings		157	138	19	166	156	10	181	171	10
Change from prior year		-5.4%	-11.5%	90.0%	-8.3%	-8.8%	0.0%	4.0%	5.6%	-16.7%
Contracts Written		144	128	16	136	127	9	136	121	15
Change from prior year		5.9%	0.8%	77.8%	0.0%	5.0%	-40.0%	-3.5%	-4.0%	0.0%
Pending Contracts		183	147	36	205	174	31	151	132	19
Change from prior year		-10.7%	-15.5%	16.1%	35.8%	31.8%	63.2%	-20.9%	-15.9%	-44.1%
Sales Volume (1,000s)		23,539	18,652	4,887	26,342	22,422	3,920	17,266	15,080	2,186
Change from prior year		-10.6%	-16.8%	24.7%	52.6%	48.7%	79.3%	-27.1%	-30.9%	16.1%
Average	Sale Price	305,705	291,437	375,950	250,879	236,022	392,024	230,217	221,769	312,286
	Change from prior year	21.9%	23.5%	-4.1%	9.0%	6.4%	25.5%	-0.9%	-3.4%	16.1%
	List Price of Actives	376,063	373,247	387,729	332,866	305,342	422,451	326,114	315,501	369,506
	Change from prior year	13.0%	22.2%	-8.2%	2.1%	-3.2%	14.3%	0.4%	2.5%	-5.9%
	Days on Market	34	23	91	47	38	136	42	38	79
	Change from prior year	-26.8%	-39.1%	-33.0%	13.1%	-0.1%	72.2%	-15.7%	-18.2%	-14.6%
	Percent of List	100.9%	101.0%	100.0%	98.1%	97.9%	100.0%	98.9%	98.8%	99.6%
Change from prior year	2.8%	3.2%	0.0%	-0.7%	-0.9%	0.4%	0.5%	0.5%	-0.7%	
Median	Percent of Original	100.5%	100.5%	100.5%	96.7%	96.4%	99.3%	97.7%	97.5%	99.1%
	Change from prior year	4.0%	4.3%	1.1%	-1.0%	-1.2%	0.2%	-0.2%	-0.2%	-0.4%
	Sale Price	275,000	248,750	350,000	225,000	215,000	389,950	205,000	189,500	319,000
	Change from prior year	22.2%	15.7%	-10.2%	9.8%	13.5%	22.2%	7.1%	1.9%	22.7%
	List Price of Actives	307,450	279,950	354,950	308,000	272,450	409,900	309,900	284,900	350,000
	Change from prior year	-0.2%	2.8%	-13.4%	-0.6%	-4.4%	17.1%	-7.5%	-5.0%	-7.9%
	Days on Market	4	3	31	13	9	94	12	12	59
Change from prior year	-69.2%	-66.7%	-67.0%	8.3%	-21.7%	59.3%	20.0%	43.8%	-46.8%	
Percent of List	100.0%	100.0%	100.0%	98.9%	98.6%	99.8%	100.0%	100.0%	100.0%	
Change from prior year	1.1%	1.4%	0.2%	-1.1%	-1.4%	-0.2%	0.0%	0.6%	0.0%	
Percent of Original	100.0%	100.0%	100.0%	98.5%	98.3%	99.8%	100.0%	99.5%	100.0%	
Change from prior year	1.6%	1.7%	0.2%	-1.5%	-1.1%	-0.2%	0.6%	0.2%	0.0%	

YEAR-TO-DATE STATISTICS

SUMMARY >>

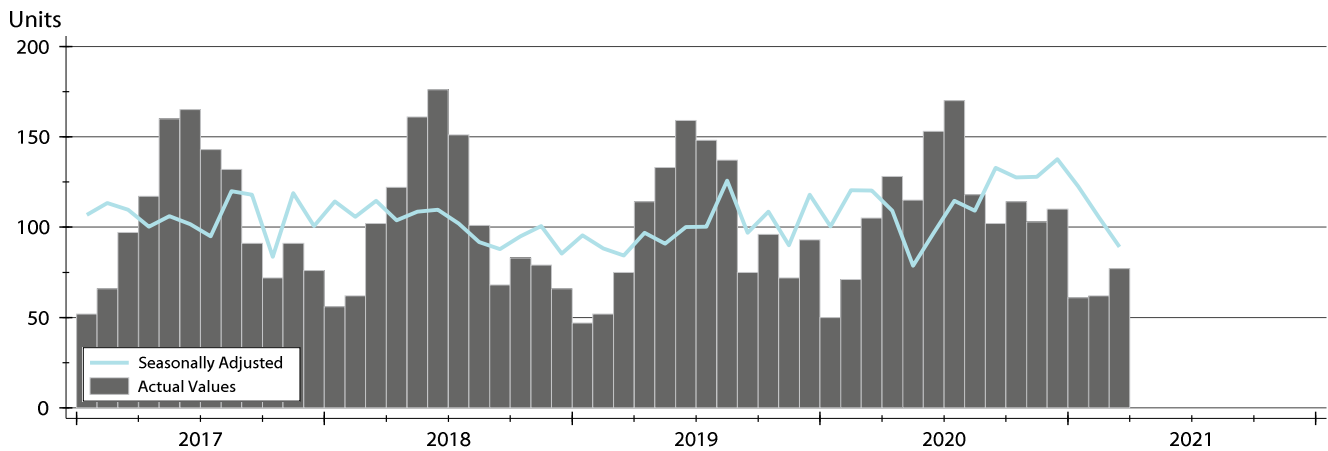
YTD BREAKDOWNS BY HOME TYPE CITY OF LAWRENCE AS OF 4/8/2021

Year-to-Date Activity		2021			2020			2019			
By Property Type		Total	Existing	New	Total	Existing	New	Total	Existing	New	
Home Sales		200	173	27	226	197	29	174	156	18	
	Change from prior year	-11.5%	-12.2%	-6.9%	29.9%	26.3%	61.1%	-20.9%	-19.6%	-30.8%	
New Listings		312	267	45	423	378	45	364	322	42	
	Change from prior year	-26.2%	-29.4%	0.0%	16.2%	17.4%	7.1%	-10.6%	-9.8%	-16.0%	
Contracts Written		291	250	41	340	296	44	282	249	33	
	Change from prior year	-14.4%	-15.5%	-6.8%	20.6%	18.9%	33.3%	-14.3%	-10.8%	-34.0%	
Sales Volume (1,000s)		55,525	45,218	10,307	55,527	45,278	10,249	42,229	36,162	6,067	
	Change from prior year	0.0%	-0.1%	0.6%	31.5%	25.2%	68.9%	-20.1%	-18.1%	-30.0%	
Average	Sale Price	277,627	261,375	381,756	245,697	229,840	353,417	242,697	231,808	337,073	
		Change from prior year	13.0%	13.7%	8.0%	1.2%	-0.8%	4.8%	1.0%	1.8%	1.1%
	Days on Market	36	26	97	52	41	130	49	45	86	
		Change from prior year	-31.4%	-35.5%	-25.4%	7.1%	-8.2%	51.4%	-20.2%	-14.4%	-33.7%
	Percent of List	100.1%	100.1%	100.1%	98.4%	98.2%	99.8%	98.5%	98.4%	99.5%	
	Change from prior year	1.7%	1.9%	0.3%	-0.1%	-0.2%	0.3%	0.1%	0.2%	-0.7%	
Percent of Original	99.4%	99.2%	100.6%	96.9%	96.5%	99.2%	97.1%	96.9%	98.4%		
	Change from prior year	2.6%	2.7%	1.4%	-0.2%	-0.4%	0.8%	0.0%	0.3%	-2.2%	
Median	Sale Price	242,500	235,000	379,900	226,250	214,900	317,635	214,950	204,950	342,950	
		Change from prior year	7.2%	9.4%	19.6%	5.3%	4.9%	-7.4%	10.2%	8.9%	6.4%
	Days on Market	4	4	47	24	15	88	24	22	83	
		Change from prior year	-83.0%	-73.3%	-46.6%	-2.1%	-31.8%	6.7%	9.1%	29.4%	-36.8%
	Percent of List	100.0%	100.0%	100.0%	99.4%	99.2%	100.0%	99.2%	98.7%	100.0%	
	Change from prior year	0.6%	0.8%	0.0%	0.3%	0.5%	0.0%	-0.1%	-0.2%	0.0%	
Percent of Original	100.0%	100.0%	100.0%	98.6%	98.4%	100.0%	98.0%	97.7%	100.0%		
	Change from prior year	1.4%	1.6%	0.0%	0.7%	0.7%	0.0%	-0.9%	-0.6%	0.0%	

CLOSED LISTINGS ANALYSIS

HISTORY >>

CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 4/8/2021



SUMMARY >>

Summary Statistics for Closed Listings		March			Year-to-Date		
		2021	2020	Change	2021	2020	Change
Closed Listings		77	105	-26.7%	200	226	-11.5%
Volume (1,000s)		23,539	26,342	-10.6%	55,525	55,527	0.0%
Average	Sale Price	305,705	250,879	21.9%	277,627	245,697	13.0%
	Days on Market	34	47	-26.8%	36	52	-31.4%
	Percent of List	100.9%	98.1%	2.8%	100.1%	98.4%	1.7%
	Percent of Original	100.5%	96.7%	4.0%	99.4%	96.9%	2.6%
Median	Sale Price	275,000	225,000	22.2%	242,500	226,250	7.2%
	Days on Market	4	13	-69.2%	4	24	-83.0%
	Percent of List	100.0%	98.9%	1.1%	100.0%	99.4%	0.6%
	Percent of Original	100.0%	98.5%	1.6%	100.0%	98.6%	1.4%

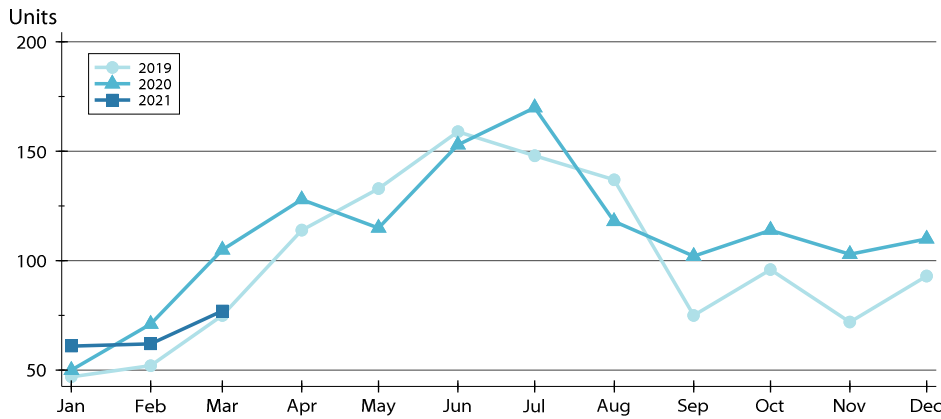
A total of 77 homes sold in the City of Lawrence in March, down from 105 units in March 2020. Total sales volume fell to \$23.5 million compared to \$26.3 million in the previous year.

The median sales price in March was \$275,000, up 22.2% compared to the prior year. Median days on market was 4 days, down from 5 days in February, and down from 13 in March 2020.

CLOSED LISTINGS ANALYSIS

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 4/8/2021**

BY MONTH >>



Month	2019	2020	2021
January	47	50	61
February	52	71	62
March	75	105	77
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	

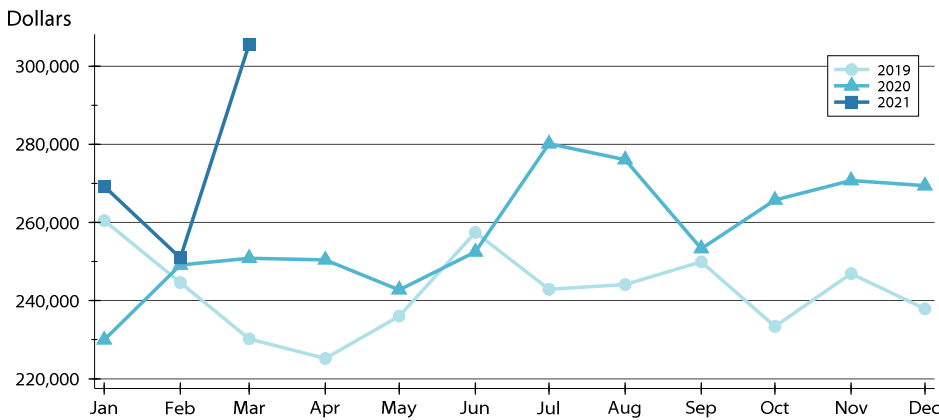
BY PRICE RANGE >>

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	2.6%	175	87,500	87,500	3	3	100.3%	100.3%	100.3%	100.3%
\$100,000-\$149,999	5	6.5%	665	132,900	132,500	28	3	98.9%	100.0%	97.8%	100.0%
\$150,000-\$199,999	12	15.6%	2,110	175,825	180,000	5	3	101.6%	102.3%	101.6%	102.3%
\$200,000-\$249,999	13	16.9%	2,958	227,500	235,000	14	3	103.9%	104.6%	103.7%	104.7%
\$250,000-\$299,999	13	16.9%	3,582	275,531	275,000	36	3	102.0%	100.0%	101.8%	100.0%
\$300,000-\$349,999	5	6.5%	1,570	314,050	305,000	61	15	99.2%	100.0%	97.5%	100.0%
\$350,000-\$399,999	8	10.4%	3,015	376,887	381,675	45	28	98.0%	99.0%	97.9%	98.7%
\$400,000-\$449,999	6	7.8%	2,537	422,892	419,900	21	9	100.3%	100.0%	99.6%	100.0%
\$450,000-\$499,999	6	7.8%	2,846	474,400	473,750	96	4	99.6%	100.0%	99.9%	99.7%
\$500,000-\$599,999	5	6.5%	2,735	547,000	540,000	54	72	99.8%	100.0%	98.8%	100.0%
\$600,000-\$749,999	2	2.6%	1,346	673,200	673,200	89	89	99.0%	99.0%	99.0%	99.0%
\$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	77	100.0%	23,539	305,705	275,000	34	4	100.9%	100.0%	100.5%	100.0%

CLOSED LISTINGS ANALYSIS

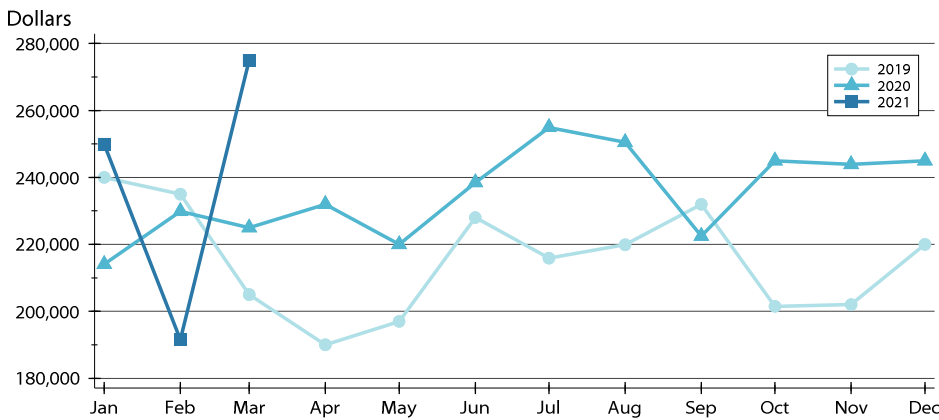
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 4/8/2021**

AVERAGE PRICE >>



Month	2019	2020	2021
January	260,491	229,973	269,320
February	244,614	249,106	250,928
March	230,217	250,879	305,705
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 >>

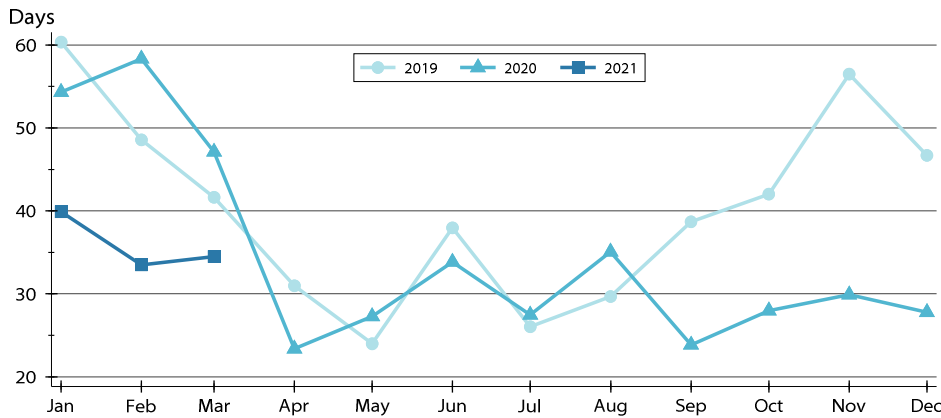


Month	2019	2020	2021
January	240,000	214,075	249,900
February	235,000	229,900	191,500
March	205,000	225,000	275,000
April	190,000	232,000	
May	197,000	220,000	
June	228,000	238,500	
July	215,875	254,950	
August	219,900	250,500	
September	232,000	222,450	
October	201,500	245,000	
November	202,000	243,900	
December	220,000	245,000	

CLOSED LISTINGS ANALYSIS

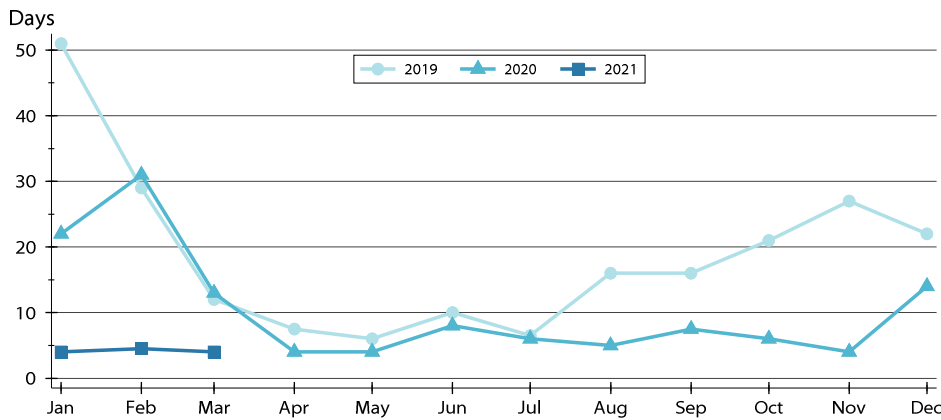
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 4/8/2021**

AVERAGE DOM >>



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

MEDIAN DOM >>

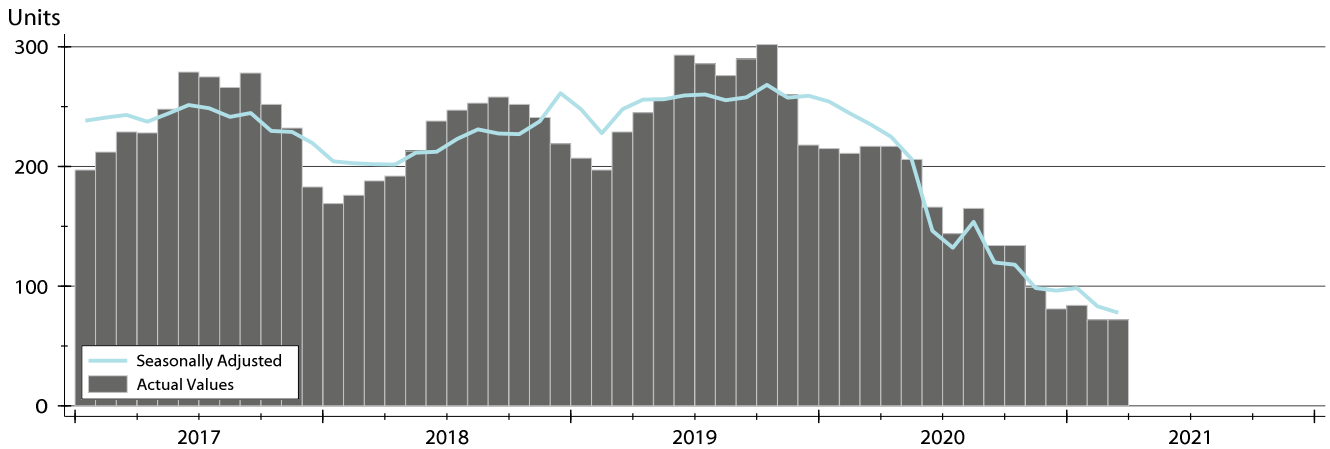


Month	2019	2020	2021
January	51	22	4
February	29	31	5
March	12	13	4
April	8	4	4
May	6	4	4
June	10	8	8
July	7	6	7
August	16	5	16
September	16	8	16
October	21	6	21
November	27	4	27
December	22	14	22

ACTIVE LISTINGS ANALYSIS

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 4/8/2021**

HISTORY >>



SUMMARY >>

Summary Statistics for Active Listings		End of March		
		2021	2020	Change
Active Listings		72	217	-66.8%
Months' Supply		0.7	2.1	-68.3%
Volume (1,000s)		27,077	72,232	-62.5%
Average	List Price	376,063	332,866	13.0%
	Days on Market	47	78	-39.8%
	Percent of Original	98.6%	98.3%	0.3%
Median	List Price	307,450	308,000	-0.2%
	Days on Market	16	48	-66.7%
	Percent of Original	100.0%	100.0%	0.0%

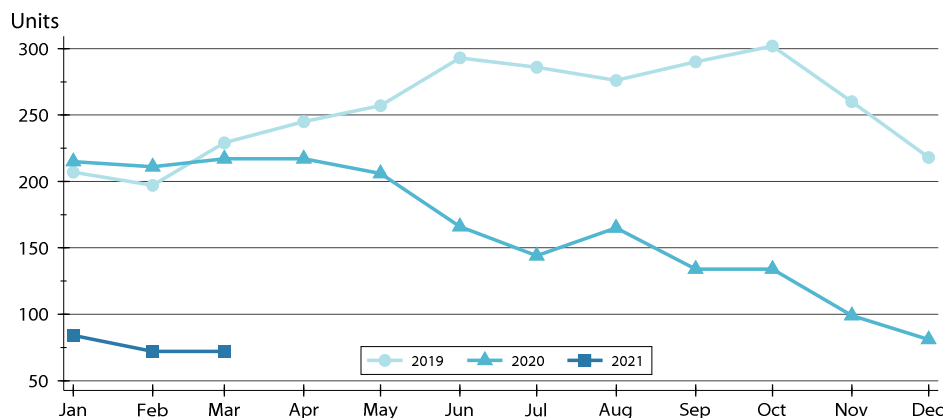
A total of 72 homes were available for sale in the City of Lawrence at the end of March. This represents a 0.7 months' supply of active listings.

The median list price of homes on the market at the end of March was \$307,450, down 0.2% from 2020. The typical time on market for active listings was 16 days, down from 48 days a year earlier.

ACTIVE LISTINGS ANALYSIS

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 4/8/2021**

BY MONTH »



Month	2019	2020	2021
January	207	215	84
February	197	211	72
March	229	217	72
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	

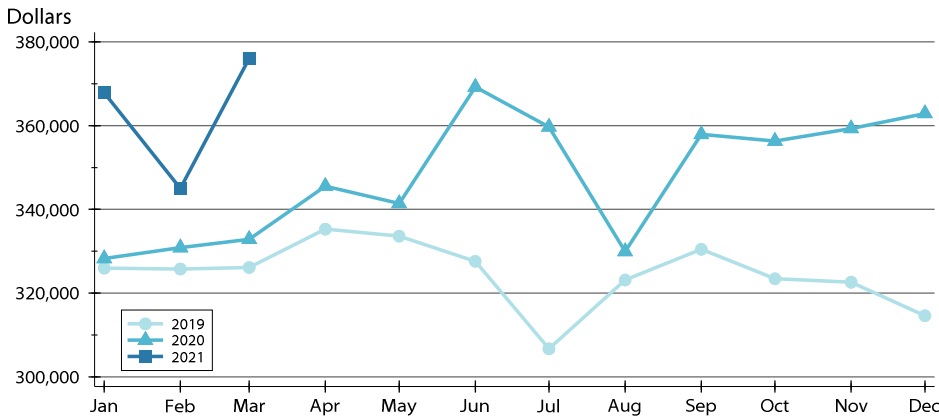
BY PRICE RANGE »

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	3	4.2%	4	N/A	1,255	1,095	43	49	100.0%	100.0%
\$50,000-\$99,999	5	6.9%	425	2.5	85,024	85,500	50	13	94.3%	100.0%
\$100,000-\$149,999	8	11.1%	1,029	1.6	128,638	127,900	33	19	96.0%	100.0%
\$150,000-\$199,999	5	6.9%	890	0.4	178,060	184,900	22	3	99.5%	100.0%
\$200,000-\$249,999	6	8.3%	1,385	0.5	230,850	231,200	36	10	98.8%	99.5%
\$250,000-\$299,999	8	11.1%	2,186	0.6	273,188	272,400	19	12	98.9%	100.0%
\$300,000-\$349,999	6	8.3%	1,925	1.2	320,808	317,500	19	17	99.6%	100.0%
\$350,000-\$399,999	7	9.7%	2,605	0.9	372,086	360,000	14	7	99.7%	100.0%
\$400,000-\$449,999	2	2.8%	880	0.3	439,900	439,900	16	16	103.7%	103.7%
\$450,000-\$499,999	4	5.6%	1,900	0.7	474,975	475,000	35	34	99.4%	100.0%
\$500,000-\$599,999	9	12.5%	4,899	1.8	544,300	534,900	67	25	99.3%	100.0%
\$600,000-\$749,999	4	5.6%	2,725	2.0	681,225	687,500	140	112	96.2%	98.3%
\$750,000-\$999,999	1	1.4%	840	N/A	839,900	839,900	191	191	98.8%	98.8%
\$1,000,000 and up	4	5.6%	5,385	N/A	1,346,250	1,392,500	131	45	100.0%	100.0%
All price ranges	72	100.0%	27,077	0.9	376,063	307,450	47	16	98.6%	100.0%

ACTIVE LISTINGS ANALYSIS

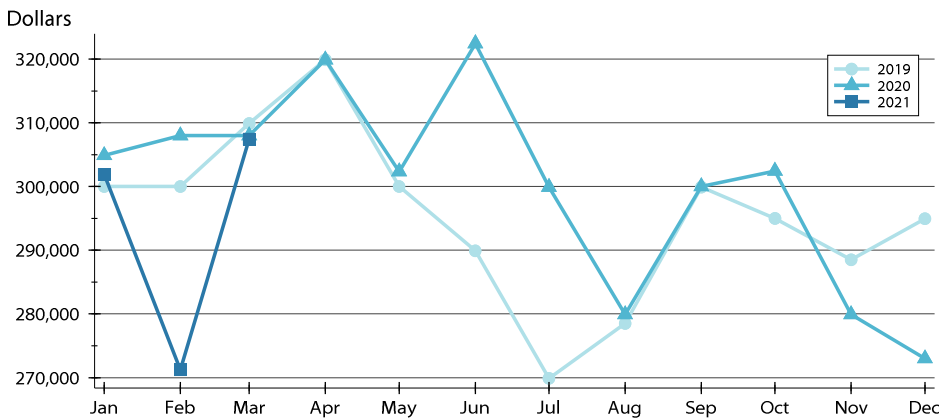
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 4/8/2021**

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	376,063
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 >>

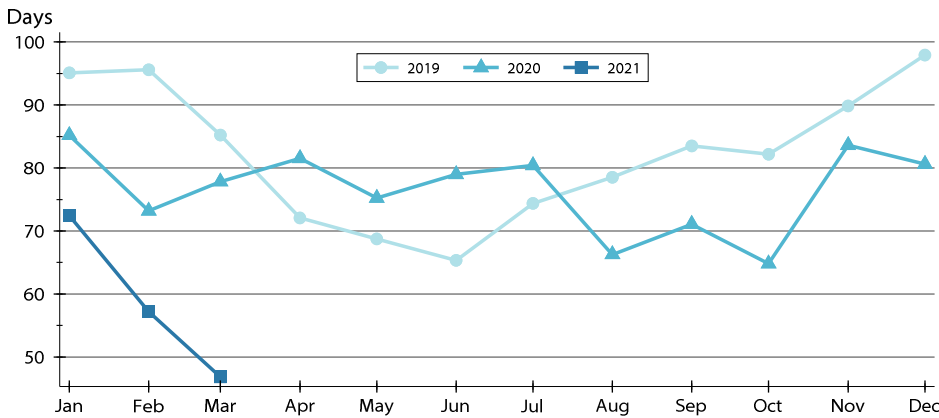


Month	2019	2020	2021
January	300,000	304,900	301,950
February	300,000	308,000	271,225
March	309,900	308,000	307,450
April	319,900	319,900	
May	300,000	302,350	
June	289,900	322,450	
July	269,900	299,900	
August	278,500	279,900	
September	299,900	300,000	
October	295,000	302,450	
November	288,500	279,900	
December	294,950	273,000	

ACTIVE LISTINGS ANALYSIS

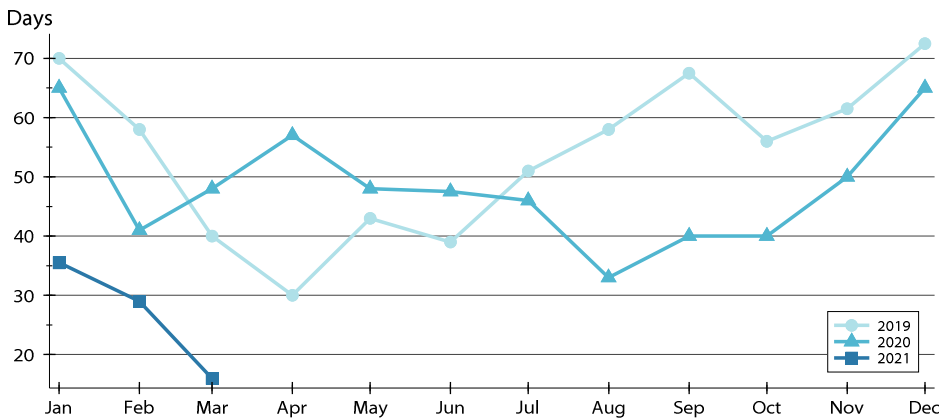
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 4/8/2021**

AVERAGE DOM >>



Month	2019	2020	2021
January	95	85	72
February	96	73	57
March	85	78	47
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 >>

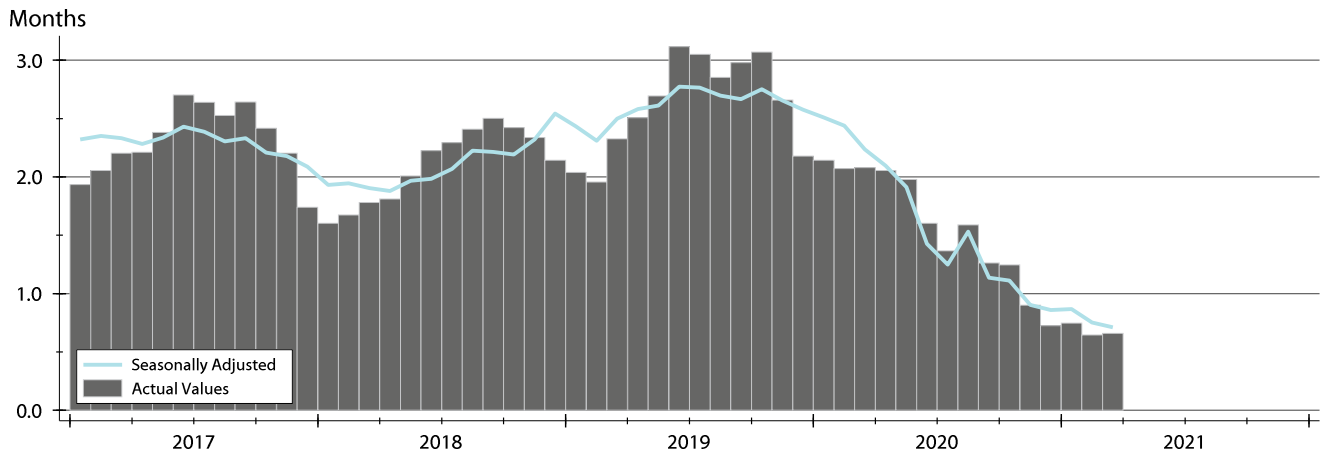


Month	2019	2020	2021
January	70	65	36
February	58	41	29
March	40	48	16
April	30	57	
May	43	48	
June	39	48	
July	51	46	
August	58	33	
September	68	40	
October	56	40	
November	62	50	
December	73	65	

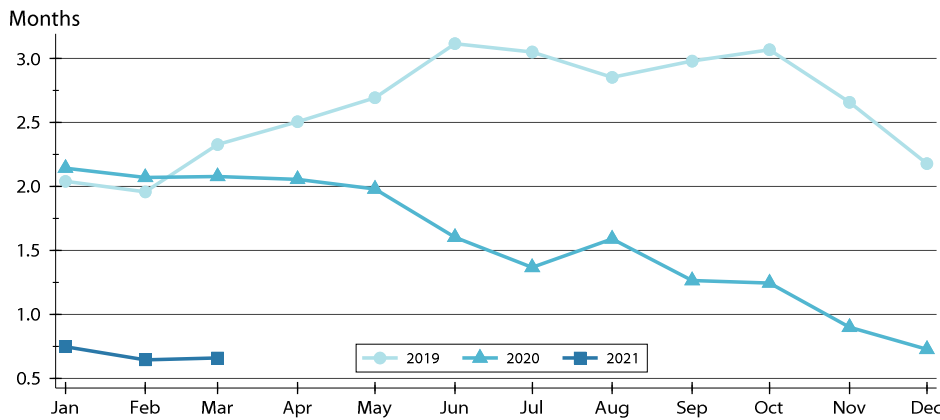
MONTHS' SUPPLY ANALYSIS

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 4/8/2021**

HISTORY >>



BY MONTH >>

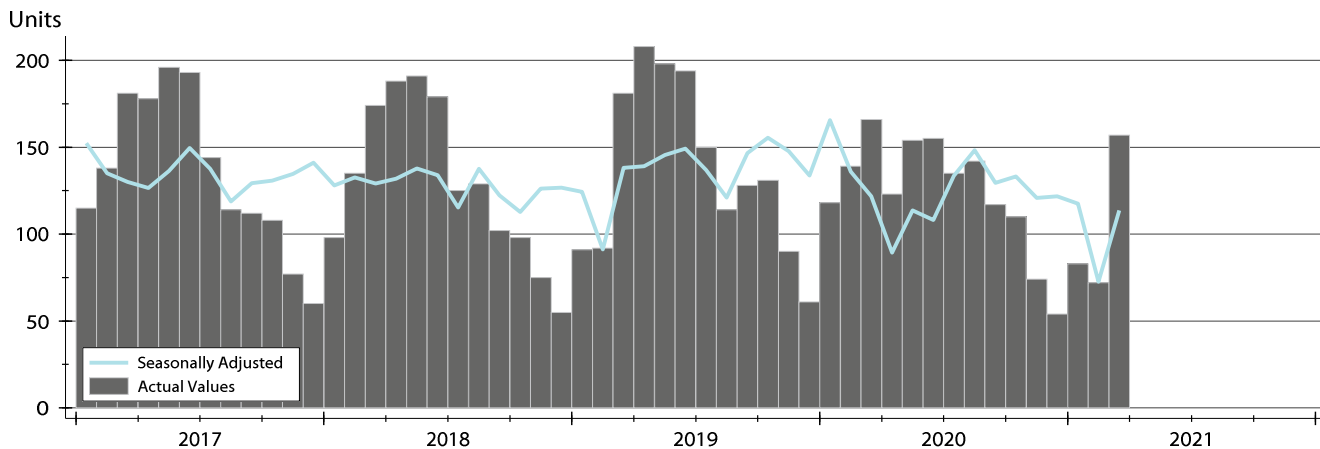


Month	2019	2020	2021
January	2.0	2.1	0.7
February	2.0	2.1	0.6
March	2.3	2.1	0.7
April	2.5	2.1	
May	2.7	2.0	
June	3.1	1.6	
July	3.1	1.4	
August	2.9	1.6	
September	3.0	1.3	
October	3.1	1.2	
November	2.7	0.9	
December	2.2	0.7	

NEW LISTINGS ANALYSIS

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 4/8/2021**

HISTORY >>



SUMMARY >>

Summary Statistics for New Listings		March		
		2021	2020	Change
Current Month	New Listings	157	166	-5.4%
	Volume (1,000s)	50,225	41,499	21.0%
	Average List Price	319,905	249,995	28.0%
	Median List Price	275,000	224,950	22.2%
YTD	New Listings	312	423	-26.2%
	Volume (1,000s)	94,277	113,474	-16.9%
	Average List Price	302,169	268,260	12.6%
	Median List Price	259,450	239,900	8.1%

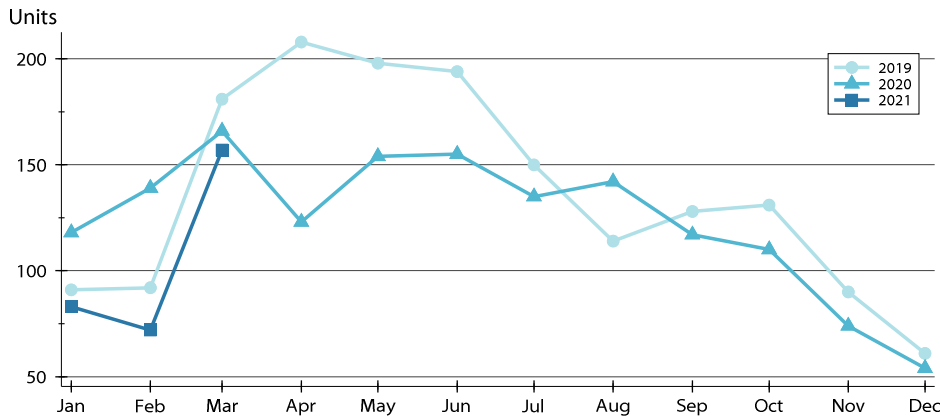
A total of 157 new listings were added in the City of Lawrence during March, down 5.4% from the same month in 2020. Year-to-date the City of Lawrence has seen 312 new listings.

The median list price of these homes was \$275,000 up from \$224,950 in 2020.

NEW LISTINGS ANALYSIS

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 4/8/2021**

BY MONTH >>



Month	2019	2020	2021
January	91	118	83
February	92	139	72
March	181	166	157
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	

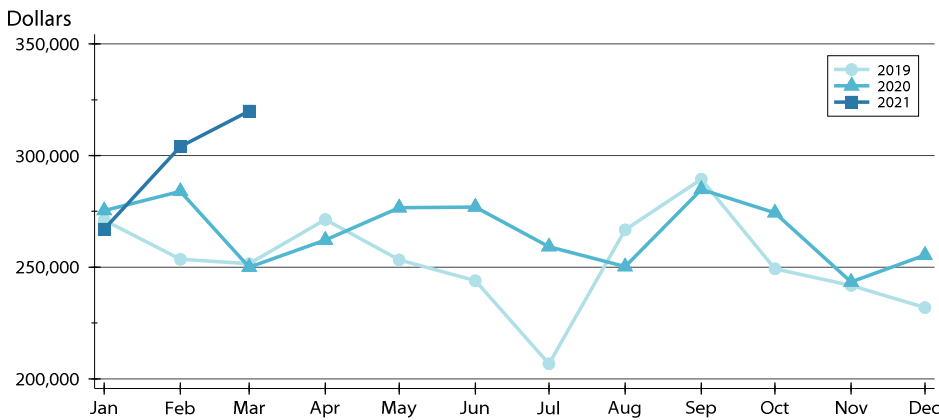
BY PRICE RANGE >>

Price Range	New Listings			List Price	
	Number	Percent	Volume	Average	Median
Below \$50,000	0	0.0%	0	N/A	N/A
\$50,000-\$99,999	6	3.8%	520	86,733	85,250
\$100,000-\$149,999	4	2.5%	512	128,100	128,750
\$150,000-\$199,999	21	13.4%	3,830	182,357	181,000
\$200,000-\$249,999	36	22.9%	8,282	230,042	232,400
\$250,000-\$299,999	26	16.6%	7,237	278,329	279,950
\$300,000-\$349,999	17	10.8%	5,496	323,276	319,900
\$350,000-\$399,999	7	4.5%	2,680	382,804	389,825
\$400,000-\$449,999	12	7.6%	5,153	429,450	429,900
\$450,000-\$499,999	12	7.6%	5,684	473,638	469,900
\$500,000-\$599,999	10	6.4%	5,349	534,855	525,000
\$600,000-\$749,999	2	1.3%	1,270	634,950	634,950
\$750,000-\$999,999	3	1.9%	2,614	871,317	839,000
\$1,000,000 and up	1	0.6%	1,600	1,600,000	1,600,000
All price ranges	157	100.0%	50,225	319,905	275,000

NEW LISTINGS ANALYSIS

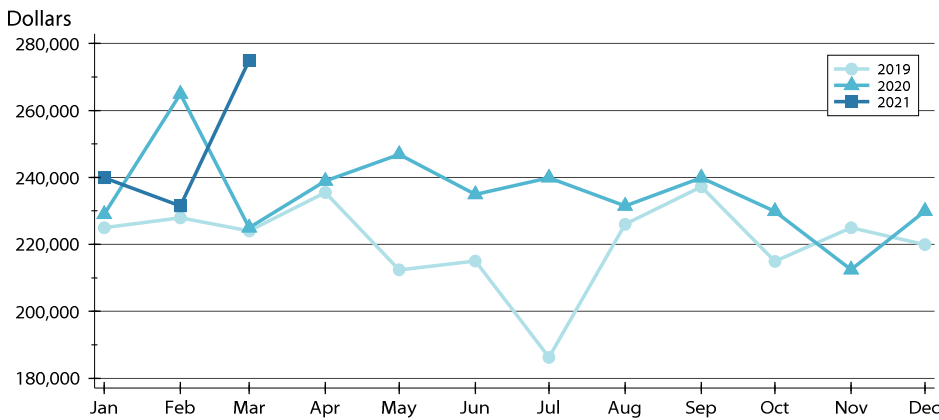
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 4/8/2021**

AVERAGE PRICE >>



Month	2019	2020	2021
January	271,062	275,402	267,015
February	253,519	284,009	304,018
March	251,491	249,995	319,905
April	271,345	262,107	262,107
May	253,236	276,641	276,641
June	243,938	276,994	276,994
July	206,720	259,179	259,179
August	266,719	250,273	250,273
September	289,474	284,880	284,880
October	249,298	274,393	274,393
November	241,850	243,317	243,317
December	231,896	255,374	255,374

MEDIAN PRICE >>

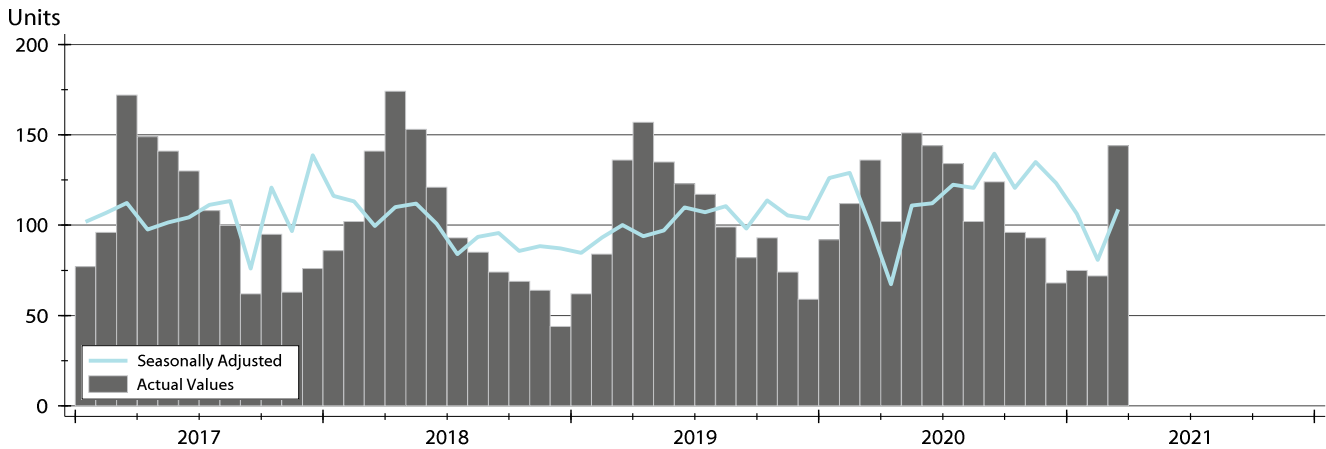


Month	2019	2020	2021
January	224,950	228,950	239,900
February	227,950	264,900	231,500
March	224,000	224,950	275,000
April	235,500	238,900	238,900
May	212,400	246,900	246,900
June	215,000	234,900	234,900
July	186,250	239,900	239,900
August	226,000	231,450	231,450
September	237,200	239,900	239,900
October	214,900	229,900	229,900
November	224,950	212,450	212,450
December	219,950	229,950	229,950

CONTRACTS WRITTEN ANALYSIS

CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 4/8/2021

HISTORY >>



SUMMARY >>

Summary Statistics for Contracts Written		March			Year-to-Date		
		2021	2020	Change	2021	2020	Change
Closed Listings		144	136	5.9%	291	340	-14.4%
Volume (1,000s)		43,590	33,845	28.8%	86,844	87,370	-0.6%
Average	Sale Price	302,707	248,864	21.6%	298,434	256,969	16.1%
	Days on Market	15	21	-29.2%	23	37	-37.8%
	Percent of Original	100.1%	98.9%	1.2%	99.8%	98.0%	1.7%
Median	Sale Price	269,925	222,450	21.3%	254,900	231,000	10.3%
	Days on Market	3	4	-14.3%	4	6	-33.3%
	Percent of Original	100.0%	100.0%	0.0%	100.0%	100.0%	0.0%

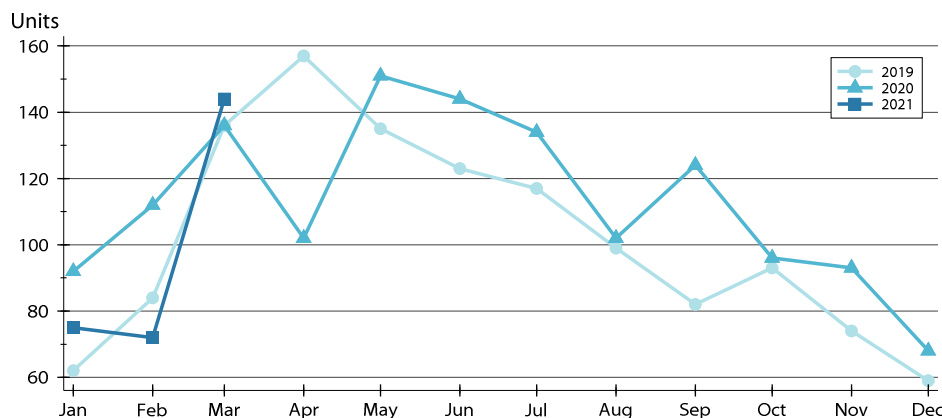
A total of 144 contracts for sale were written in the City of Lawrence during the month of March, up from 136 in 2020. The median list price of these homes was \$269,925, up from \$222,450 the prior year.

Half of the homes that went under contract in March were on the market less than 3 days, compared to 4 days in March 2020.

CONTRACTS WRITTEN ANALYSIS

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 4/8/2021**

BY MONTH >>



Month	2019	2020	2021
January	62	92	75
February	84	112	72
March	136	136	144
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	

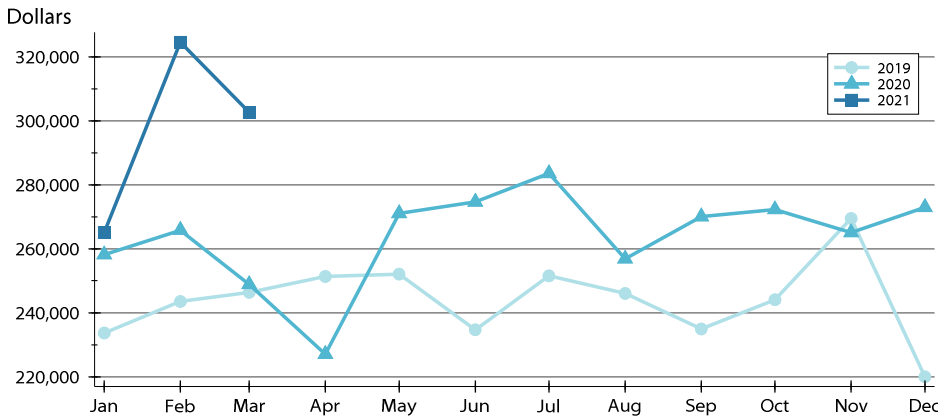
BY PRICE RANGE >>

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	5	3.5%	435	86,980	85,000	4	3	101.2%	100.0%
\$100,000-\$149,999	6	4.2%	740	123,300	125,000	31	10	102.0%	100.0%
\$150,000-\$199,999	21	14.6%	3,823	182,024	181,000	11	2	100.2%	100.0%
\$200,000-\$249,999	34	23.6%	7,741	227,665	229,250	7	3	100.2%	100.0%
\$250,000-\$299,999	21	14.6%	5,818	277,033	275,000	7	2	100.9%	100.0%
\$300,000-\$349,999	18	12.5%	5,817	323,183	319,950	16	7	99.4%	100.0%
\$350,000-\$399,999	7	4.9%	2,704	386,246	389,000	17	4	99.6%	100.0%
\$400,000-\$449,999	11	7.6%	4,724	429,409	429,900	9	4	99.7%	100.0%
\$450,000-\$499,999	11	7.6%	5,174	470,341	469,900	7	3	100.0%	100.0%
\$500,000-\$599,999	4	2.8%	2,189	547,213	537,475	19	13	97.0%	97.7%
\$600,000-\$749,999	3	2.1%	1,978	659,467	669,900	185	175	97.7%	100.0%
\$750,000-\$999,999	3	2.1%	2,449	816,283	799,950	31	22	99.3%	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%	43,590	302,707	269,925	15	3	100.1%	100.0%

CONTRACTS WRITTEN ANALYSIS

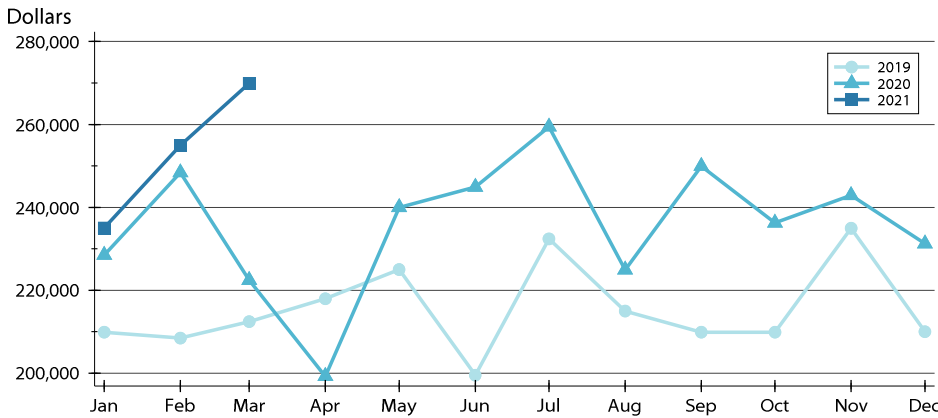
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 4/8/2021**

AVERAGE PRICE >>



Month	2019	2020	2021
January	233,686	258,187	265,093
February	243,524	265,812	324,618
March	246,402	248,864	302,707
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 >>

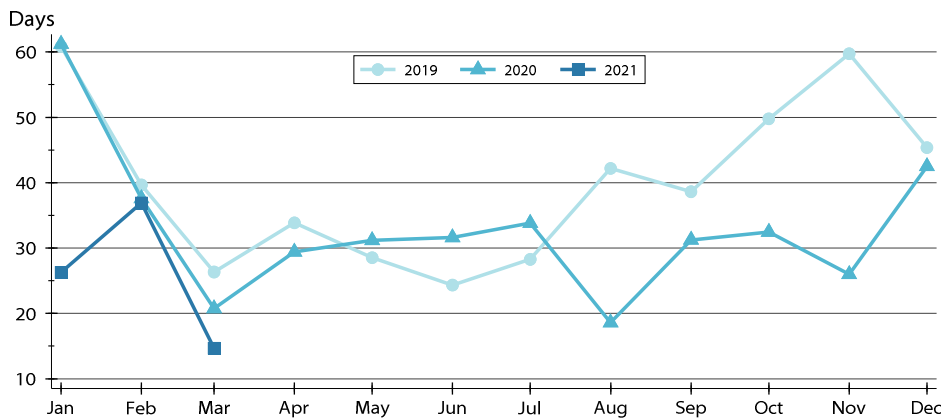


Month	2019	2020	2021
January	209,900	228,500	235,000
February	208,450	248,400	254,950
March	212,450	222,450	269,925
April	217,950	199,250	-
May	225,000	240,000	-
June	199,500	244,900	-
July	232,400	259,450	-
August	215,000	224,950	-
September	209,900	249,950	-
October	209,900	236,250	-
November	234,950	242,900	-
December	210,000	231,250	-

CONTRACTS WRITTEN ANALYSIS

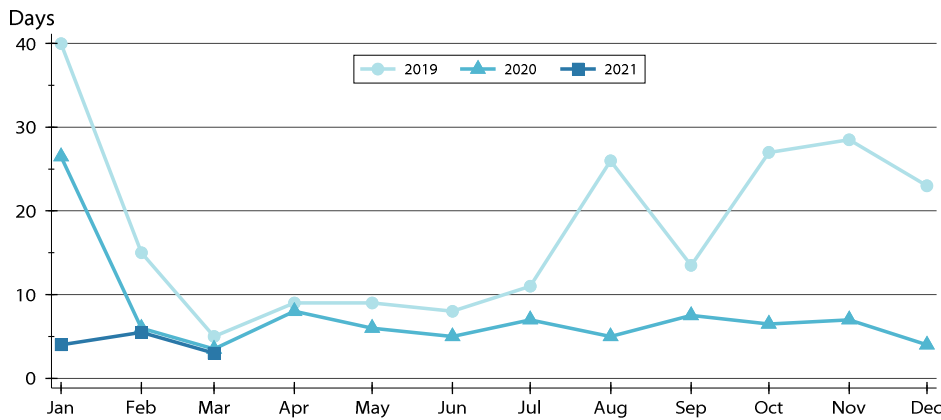
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 4/8/2021**

AVERAGE DOM >>



Month	2019	2020	2021
January	61	61	26
February	40	38	37
March	26	21	15
April	34	29	30
May	29	31	31
June	24	32	32
July	28	34	34
August	42	19	31
September	39	31	31
October	50	32	32
November	60	26	26
December	45	43	43

MEDIAN DOM >>

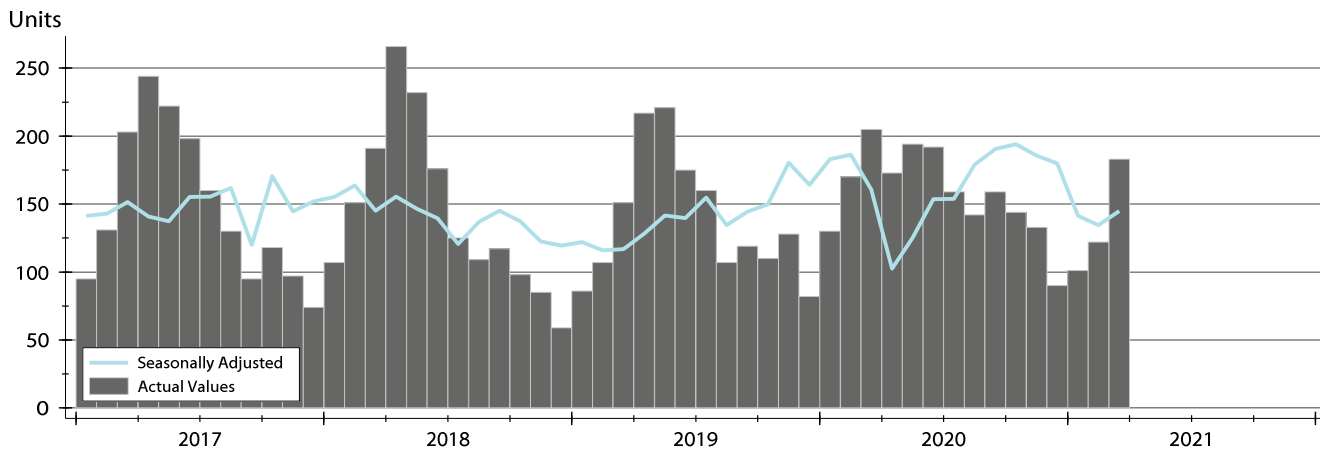


Month	2019	2020	2021
January	40	27	4
February	15	6	6
March	5	4	3
April	9	8	8
May	9	6	6
June	8	5	5
July	11	7	7
August	26	5	5
September	14	8	8
October	27	7	7
November	29	7	7
December	23	4	4

PENDING CONTRACTS ANALYSIS

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 4/8/2021**

HISTORY >>



SUMMARY >>

Summary Statistics for Active Listings		End of March		
		2021	2020	Change
Active Listings		183	205	-10.7%
Volume (1,000s)		57,649	54,081	6.6%
Average	List Price	315,023	263,812	19.4%
	Days on Market	16	24	-33.2%
	Percent of Original	99.7%	99.3%	0.4%
Median	List Price	274,900	234,500	17.2%
	Days on Market	3	4	-25.0%
	Percent of Original	100.0%	100.0%	0.0%

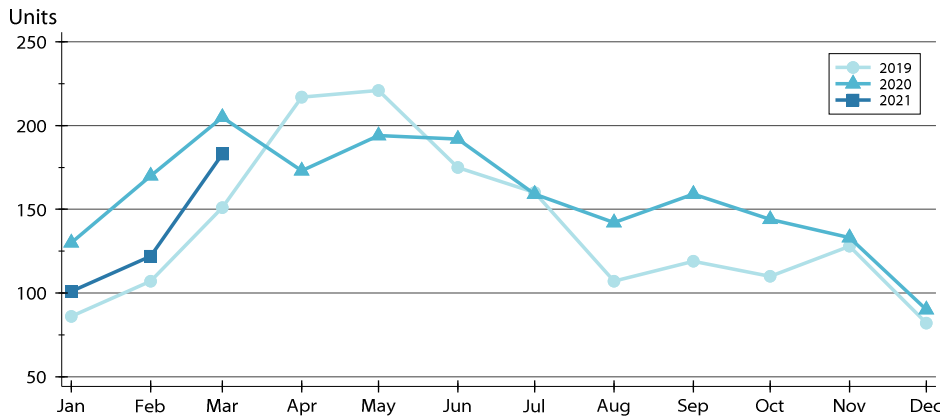
A total of 183 listings in the City of Lawrence had contracts pending at the end of March, down from 205 contracts pending at the end of March 2020.

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 4/8/2021**

BY MONTH >>



Month	2019	2020	2021
January	86	130	101
February	107	170	122
March	151	205	183
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	

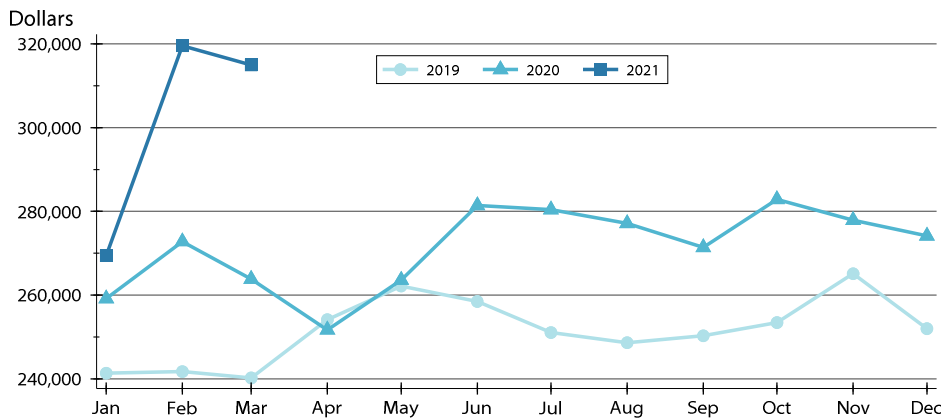
BY PRICE RANGE >>

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	5	2.7%	440	87,960	89,900	4	3	100.0%	100.0%
\$100,000-\$149,999	11	6.0%	1,410	128,205	130,000	35	9	99.0%	100.0%
\$150,000-\$199,999	25	13.7%	4,557	182,284	181,000	15	3	99.5%	100.0%
\$200,000-\$249,999	40	21.9%	9,094	227,360	229,700	6	3	99.7%	100.0%
\$250,000-\$299,999	30	16.4%	8,336	277,860	279,450	8	3	100.1%	100.0%
\$300,000-\$349,999	22	12.0%	7,115	323,405	318,650	9	5	99.6%	100.0%
\$350,000-\$399,999	8	4.4%	3,058	382,216	387,000	15	3	100.0%	100.0%
\$400,000-\$449,999	12	6.6%	5,143	428,542	427,450	20	4	99.7%	100.0%
\$450,000-\$499,999	12	6.6%	5,645	470,388	469,625	13	3	100.0%	100.0%
\$500,000-\$599,999	7	3.8%	3,792	541,693	529,000	20	20	98.9%	100.0%
\$600,000-\$749,999	4	2.2%	2,728	682,075	674,450	140	90	98.3%	100.0%
\$750,000-\$999,999	6	3.3%	5,082	846,975	824,475	39	17	99.6%	100.0%
\$1,000,000 and up	1	0.5%	1,250	1,250,000	1,250,000	20	20	100.0%	100.0%
All price ranges	183	100.0%	57,649	315,023	274,900	16	3	99.7%	100.0%

PENDING CONTRACTS ANALYSIS

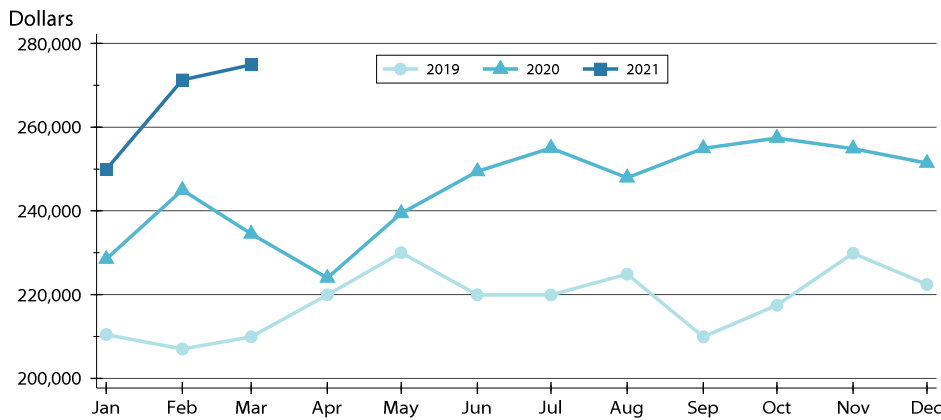
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 4/8/2021**

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	315,023
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 >>

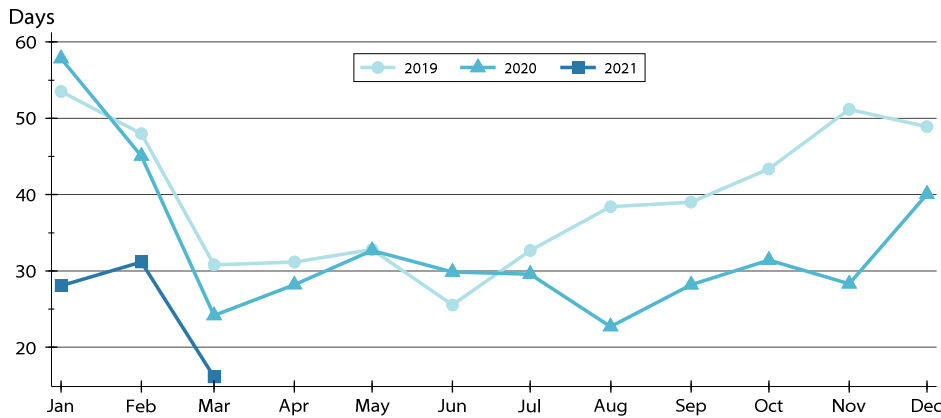


Month	2019	2020	2021
January	210,450	228,500	249,900
February	207,000	245,000	271,300
March	209,900	234,500	274,900
April	219,950	224,000	
May	230,000	239,400	
June	219,950	249,425	
July	219,900	255,000	
August	224,900	247,950	
September	209,900	254,950	
October	217,450	257,425	
November	229,900	254,900	
December	222,425	251,450	

PENDING CONTRACTS ANALYSIS

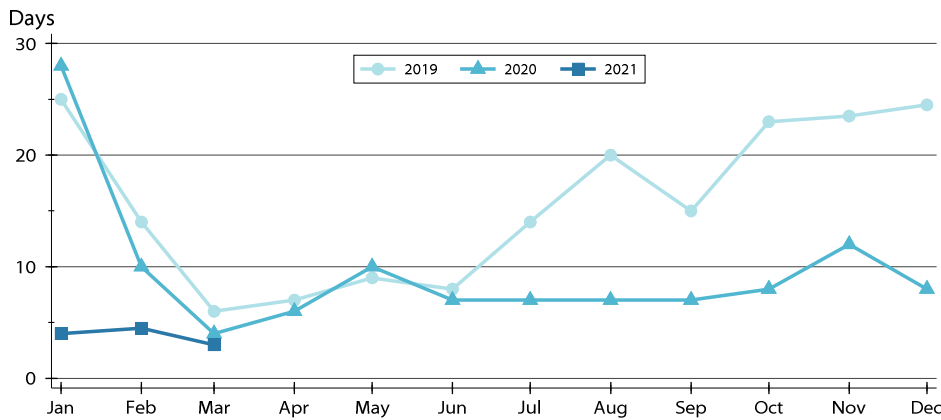
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 4/8/2021**

AVERAGE DOM >>



Month	2019	2020	2021
January	54	58	28
February	48	45	31
March	31	24	16
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	5
March	6	4	3
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	