



# City of Lawrence Housing Report



## Market Overview

### City of Lawrence Home Sales Fell in December

Total home sales in the City of Lawrence fell last month to 89 units, compared to 110 units in December 2020. Total sales volume was \$27.6 million, down from a year earlier.

The median sale price in December was \$280,000, up from \$245,000 a year earlier. Homes that sold in December were typically on the market for 5 days and sold for 100.0% of their list prices.

### City of Lawrence Active Listings Down at End of December

The total number of active listings in the City of Lawrence at the end of December was 80 units, down from 81 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 December was \$351,250.

During December, a total of 59 contracts were written down from 69 in December 2020. At the end of the month, there were 87 contracts still pending.

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## Contact Information

Rob Hulse, Executive Vice-President  
 Lawrence Board of REALTORS®  
 3838 W. 6th Street (at Monterey)  
 Lawrence, KS 66049  
 685-842-1843  
[Rob@LawrenceRealtor.com](mailto:Rob@LawrenceRealtor.com)  
[www.LawrenceRealtor.com](http://www.LawrenceRealtor.com)



## City of Lawrence Summary Statistics

December MLS Statistics Three-year History		Current Month			Year-to-Date		
		2021	2020	2019	2021	2020	2019
<b>Home Sales</b> Change from prior year	<b>89</b> -19.1%	<b>110</b> 18.3%	<b>93</b> 40.9%	<b>1,290</b> -3.7%	<b>1,339</b> 11.5%	<b>1,201</b> -2.1%	
<b>Active Listings</b> Change from prior year	<b>80</b> -1.2%	<b>81</b> -62.8%	<b>218</b> -0.5%	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>	
<b>Months' Supply</b> Change from prior year	<b>0.7</b> 0.0%	<b>0.7</b> -68.2%	<b>2.2</b> 4.8%	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>	
<b>New Listings</b> Change from prior year	<b>72</b> 30.9%	<b>55</b> -9.8%	<b>61</b> 10.9%	<b>1,486</b> -0.1%	<b>1,488</b> -9.2%	<b>1,638</b> 5.7%	
<b>Contracts Written</b> Change from prior year	<b>59</b> -14.5%	<b>69</b> 16.9%	<b>59</b> 34.1%	<b>1,281</b> -5.5%	<b>1,355</b> 11.0%	<b>1,221</b> 1.2%	
<b>Pending Contracts</b> Change from prior year	<b>87</b> -3.3%	<b>90</b> 9.8%	<b>82</b> 39.0%	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>	
<b>Sales Volume (1,000s)</b> Change from prior year	<b>27,603</b> -6.8%	<b>29,629</b> 33.9%	<b>22,123</b> 45.3%	<b>382,151</b> 9.8%	<b>347,998</b> 19.7%	<b>290,679</b> -0.5%	
<b>Average</b>	<b>Sale Price</b> Change from prior year	<b>310,146</b> 15.1%	<b>269,355</b> 13.2%	<b>237,884</b> 3.1%	<b>296,241</b> 14.0%	<b>259,894</b> 7.4%	<b>242,031</b> 1.7%
	<b>List Price of Actives</b> Change from prior year	<b>340,652</b> -6.1%	<b>362,929</b> 15.4%	<b>314,584</b> 2.9%	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
	<b>Days on Market</b> Change from prior year	<b>20</b> -28.6%	<b>28</b> -40.4%	<b>47</b> 0.0%	<b>16</b> -51.5%	<b>33</b> -10.8%	<b>37</b> 0.0%
	<b>Percent of List</b> Change from prior year	<b>100.8%</b> 1.1%	<b>99.7%</b> 2.2%	<b>97.6%</b> -0.7%	<b>101.4%</b> 1.9%	<b>99.5%</b> 0.8%	<b>98.7%</b> 0.0%
	<b>Percent of Original</b> Change from prior year	<b>99.9%</b> 0.9%	<b>99.0%</b> 3.6%	<b>95.6%</b> -1.2%	<b>100.7%</b> 2.2%	<b>98.5%</b> 1.1%	<b>97.4%</b> -0.2%
<b>Median</b>	<b>Sale Price</b> Change from prior year	<b>280,000</b> 14.3%	<b>245,000</b> 11.4%	<b>220,000</b> 12.8%	<b>263,121</b> 11.3%	<b>236,400</b> 11.0%	<b>213,000</b> 4.2%
	<b>List Price of Actives</b> Change from prior year	<b>351,250</b> 28.7%	<b>273,000</b> -7.4%	<b>294,950</b> 9.2%	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
	<b>Days on Market</b> Change from prior year	<b>5</b> -64.3%	<b>14</b> -36.4%	<b>22</b> -29.0%	<b>4</b> -42.9%	<b>7</b> -50.0%	<b>14</b> 16.7%
	<b>Percent of List</b> Change from prior year	<b>100.0%</b> 0.0%	<b>100.0%</b> 1.2%	<b>98.8%</b> 0.0%	<b>100.0%</b> 0.0%	<b>100.0%</b> 0.3%	<b>99.7%</b> -0.3%
	<b>Percent of Original</b> Change from prior year	<b>100.0%</b> 0.0%	<b>100.0%</b> 2.6%	<b>97.5%</b> -0.1%	<b>100.0%</b> 0.0%	<b>100.0%</b> 1.2%	<b>98.8%</b> -0.4%

Note: Year-to-date statistics cannot be calculated for Active Listings, Months' Supply and Pending Contracts.



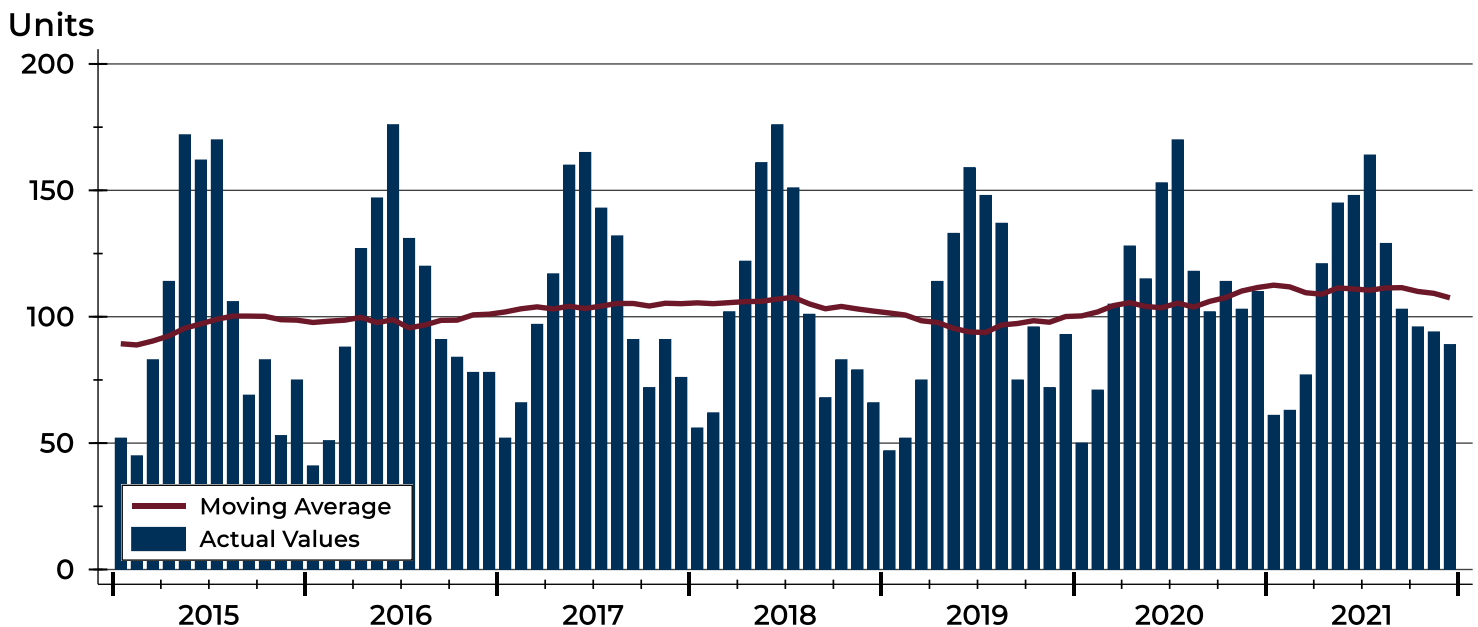
## City of Lawrence Closed Listings Analysis

Summary Statistics for Closed Listings		2021	December 2020	Change	2021	Year-to-Date 2020	Change
Closed Listings		<b>89</b>	110	-19.1%	<b>1,290</b>	1,339	-3.7%
Volume (1,000s)		<b>27,603</b>	29,629	-6.8%	<b>382,151</b>	347,998	9.8%
Months' Supply		<b>0.7</b>	0.7	0.0%	<b>N/A</b>	N/A	N/A
Average	Sale Price	<b>310,146</b>	269,355	15.1%	<b>296,241</b>	259,894	14.0%
	Days on Market	<b>20</b>	28	-28.6%	<b>16</b>	33	-51.5%
	Percent of List	<b>100.8%</b>	99.7%	1.1%	<b>101.4%</b>	99.5%	1.9%
	Percent of Original	<b>99.9%</b>	99.0%	0.9%	<b>100.7%</b>	98.5%	2.2%
Median	Sale Price	<b>280,000</b>	245,000	14.3%	<b>263,121</b>	236,400	11.3%
	Days on Market	<b>5</b>	14	-64.3%	<b>4</b>	7	-42.9%
	Percent of List	<b>100.0%</b>	100.0%	0.0%	<b>100.0%</b>	100.0%	0.0%
	Percent of Original	<b>100.0%</b>	100.0%	0.0%	<b>100.0%</b>	100.0%	0.0%

A total of 89 homes sold in the City of Lawrence in December, down from 110 units in December 2020. Total sales volume fell to \$27.6 million compared to \$29.6 million in the previous year.

The median sales price in December was \$280,000, up 14.3% compared to the prior year. Median days on market was 5 days, down from 6 days in November, and down from 14 in December 2020.

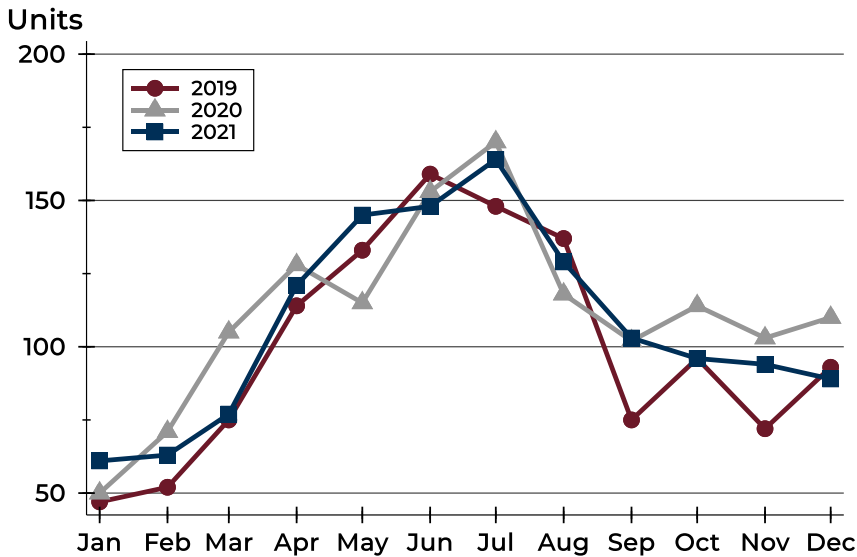
## History of Closed Listings





## City of Lawrence Closed Listings Analysis

### Closed Listings by Month



Month	2019	2020	2021
January	47	50	61
February	52	71	63
March	75	105	77
April	114	128	121
May	133	115	145
June	159	153	148
July	148	170	164
August	137	118	129
September	75	102	103
October	96	114	96
November	72	103	94
December	93	110	89

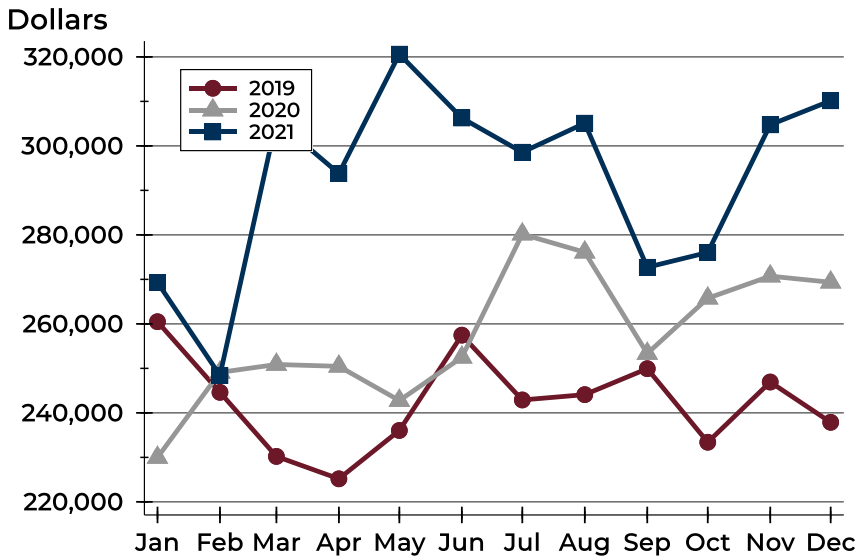
### Closed Listings by Price Range

Price Range	Sales		Months' Supply	Sale Price		Days on Market		Price as % of List		Price as % of Orig.	
	Number	Percent		Average	Median	Avg.	Med.	Avg.	Med.	Avg.	Med.
Below \$50,000	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$50,000-\$99,999	3	3.4%	1.9	80,667	80,000	7	8	104.2%	97.6%	104.2%	97.6%
\$100,000-\$149,999	6	6.7%	0.9	125,525	124,500	16	7	100.4%	100.0%	98.0%	100.0%
\$150,000-\$199,999	13	14.6%	0.3	172,146	175,000	18	3	101.1%	100.0%	100.3%	100.0%
\$200,000-\$249,999	15	16.9%	0.2	228,228	225,124	17	7	100.7%	100.0%	100.0%	100.0%
\$250,000-\$299,999	13	14.6%	0.2	271,039	280,000	16	3	100.9%	101.0%	100.6%	101.0%
\$300,000-\$349,999	12	13.5%	0.5	326,600	327,000	14	4	101.2%	100.0%	100.5%	100.0%
\$350,000-\$399,999	4	4.5%	1.5	367,250	367,500	31	29	98.7%	98.8%	96.8%	97.5%
\$400,000-\$449,999	9	10.1%	1.0	424,111	426,000	21	6	102.2%	100.0%	101.3%	100.0%
\$450,000-\$499,999	2	2.2%	2.5	477,500	477,500	14	14	98.2%	98.2%	96.3%	96.3%
\$500,000-\$599,999	5	5.6%	0.4	531,560	535,000	30	12	100.3%	100.0%	99.8%	100.0%
\$600,000-\$749,999	6	6.7%	2.0	623,333	621,500	49	38	99.3%	97.9%	97.6%	97.5%
\$750,000-\$999,999	1	1.1%	1.7	865,000	865,000	0	0	100.0%	100.0%	100.0%	100.0%
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A



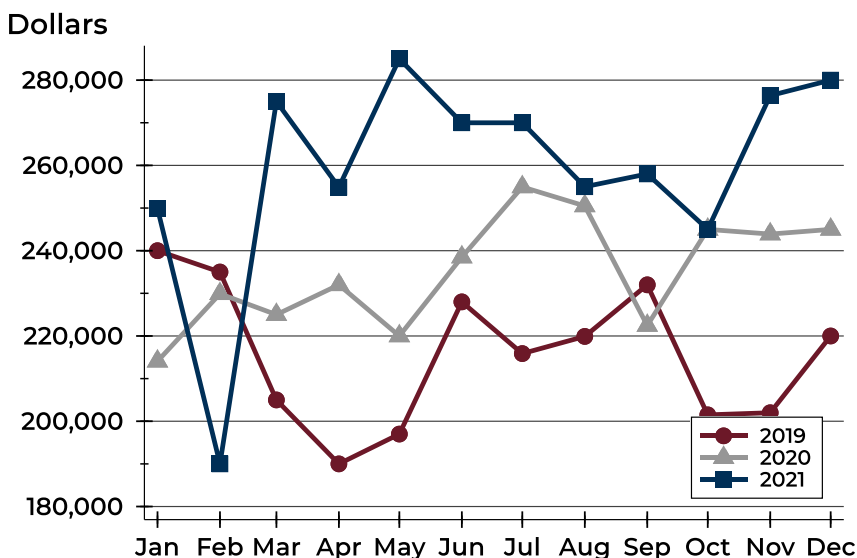
## City of Lawrence Closed Listings Analysis

### Average Price



Month	2019	2020	2021
January	260,491	229,973	<b>269,320</b>
February	244,614	249,106	<b>248,417</b>
March	230,217	250,879	<b>305,705</b>
April	225,180	250,466	<b>293,794</b>
May	236,053	242,777	<b>320,621</b>
June	257,468	252,488	<b>306,274</b>
July	242,906	280,164	<b>298,573</b>
August	244,101	276,104	<b>305,107</b>
September	249,939	253,345	<b>272,728</b>
October	233,403	265,768	<b>276,053</b>
November	246,937	270,728	<b>304,737</b>
December	237,884	269,355	<b>310,146</b>

### Median Price

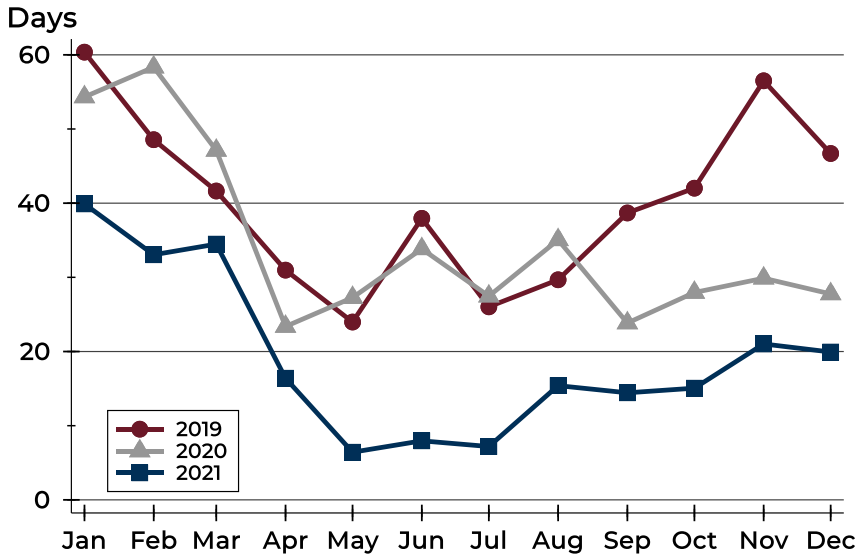


Month	2019	2020	2021
January	240,000	214,075	<b>249,900</b>
February	235,000	229,900	<b>190,000</b>
March	205,000	225,000	<b>275,000</b>
April	190,000	232,000	<b>254,900</b>
May	197,000	220,000	<b>285,000</b>
June	228,000	238,500	<b>270,000</b>
July	215,875	254,950	<b>270,000</b>
August	219,900	250,500	<b>255,000</b>
September	232,000	222,450	<b>258,000</b>
October	201,500	245,000	<b>245,000</b>
November	202,000	243,900	<b>276,375</b>
December	220,000	245,000	<b>280,000</b>



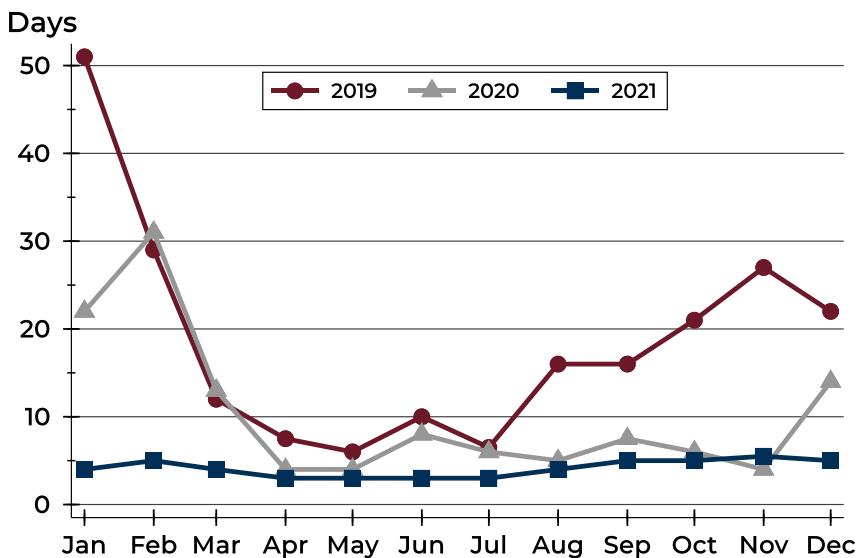
## City of Lawrence Closed Listings Analysis

### Average DOM



Month	2019	2020	2021
January	60	54	40
February	49	58	33
March	42	47	34
April	31	23	16
May	24	27	6
June	38	34	8
July	26	27	7
August	30	35	15
September	39	24	14
October	42	28	15
November	57	30	21
December	47	28	20

### Median DOM



Month	2019	2020	2021
January	51	22	4
February	29	31	5
March	12	13	4
April	8	4	3
May	6	4	3
June	10	8	3
July	7	6	3
August	16	5	4
September	16	8	5
October	21	6	5
November	27	4	6
December	22	14	5



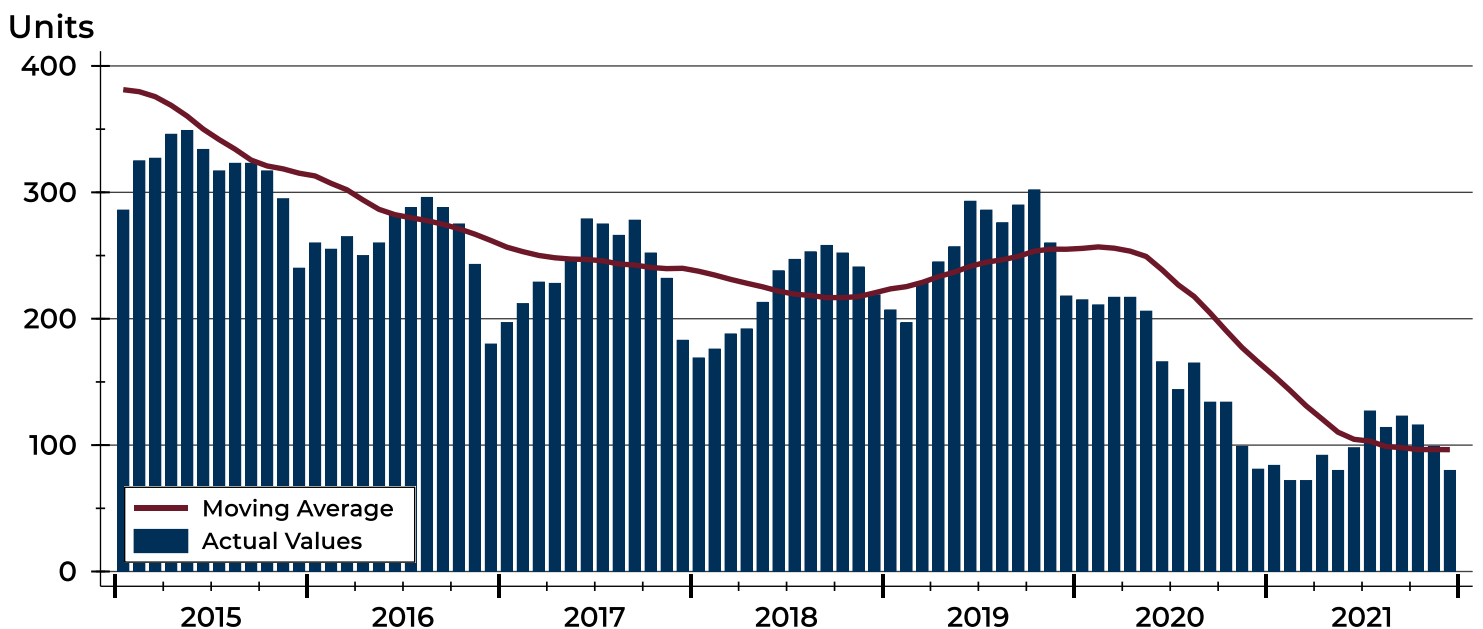
## City of Lawrence Active Listings Analysis

Summary Statistics for Active Listings		2021	2020	End of December Change
Active Listings		<b>80</b>	81	-1.2%
Volume (1,000s)		<b>27,252</b>	29,397	-7.3%
Months' Supply		<b>0.7</b>	0.7	0.0%
Average	List Price	<b>340,652</b>	362,929	-6.1%
	Days on Market	<b>55</b>	81	-32.1%
	Percent of Original	<b>98.6%</b>	98.0%	0.6%
Median	List Price	<b>351,250</b>	273,000	28.7%
	Days on Market	<b>33</b>	65	-49.2%
	Percent of Original	<b>100.0%</b>	100.0%	0.0%

A total of 80 homes were available for sale in the City of Lawrence at the end of December. This represents a 0.7 months' supply of active listings.

The median list price of homes on the market at the end of December was \$351,250, up 28.7% from 2020. The typical time on market for active listings was 33 days, down from 65 days a year earlier.

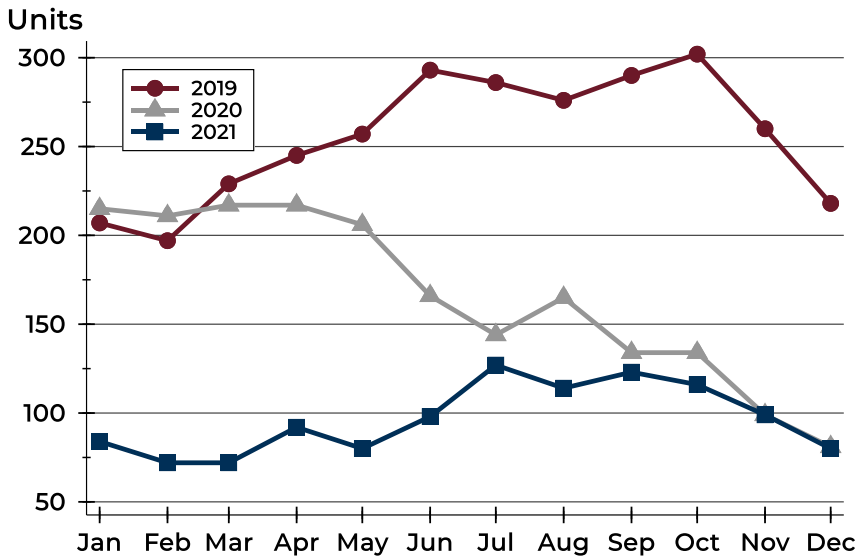
## History of Active Listings





## City of Lawrence Active Listings Analysis

### Active Listings by Month



Month	2019	2020	2021
January	207	215	<b>84</b>
February	197	211	<b>72</b>
March	229	217	<b>72</b>
April	245	217	<b>92</b>
May	257	206	<b>80</b>
June	293	166	<b>98</b>
July	286	144	<b>127</b>
August	276	165	<b>114</b>
September	290	134	<b>123</b>
October	302	134	<b>116</b>
November	260	99	<b>99</b>
December	218	81	<b>80</b>

### Active Listings by Price Range

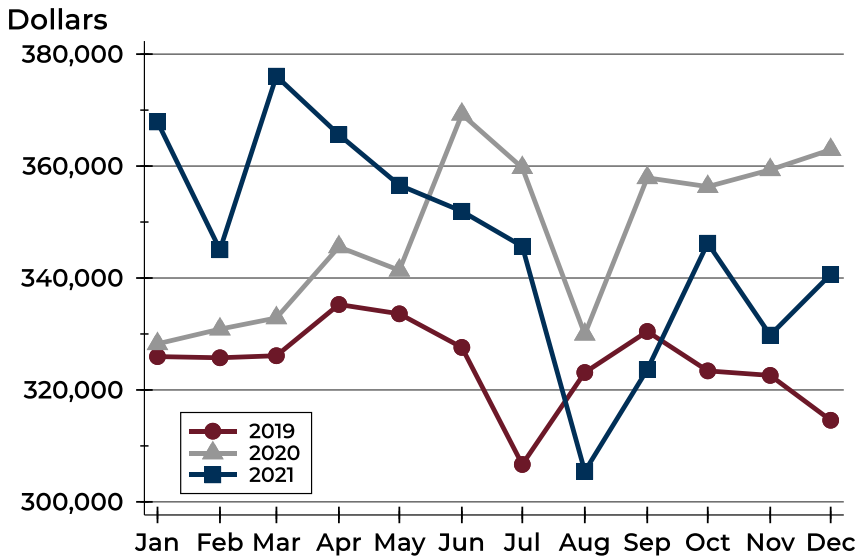
Price Range	Active Listings Number	Active Listings Percent	Months' Supply	List Price Average	List Price Median	Days on Market Avg.	Days on Market Med.	Price as % of Orig. Avg.	Price as % of Orig. Med.
Below \$50,000	9	11.3%	N/A	1,468	1,350	24	18	101.4%	100.0%
\$50,000-\$99,999	5	6.3%	1.9	87,124	89,950	51	14	94.2%	100.0%
\$100,000-\$149,999	7	8.8%	0.9	128,657	129,000	45	25	95.4%	100.0%
\$150,000-\$199,999	5	6.3%	0.3	171,880	165,000	78	94	99.6%	100.0%
\$200,000-\$249,999	4	5.0%	0.2	230,575	229,950	57	49	100.3%	100.0%
\$250,000-\$299,999	3	3.8%	0.2	287,767	293,900	46	47	98.1%	98.0%
\$300,000-\$349,999	6	7.5%	0.5	328,817	330,000	44	21	97.0%	98.8%
\$350,000-\$399,999	12	15.0%	1.5	374,983	377,450	43	33	99.4%	100.0%
\$400,000-\$449,999	7	8.8%	1.0	432,829	435,000	52	22	99.5%	100.0%
\$450,000-\$499,999	12	15.0%	2.5	473,458	474,950	56	37	99.5%	100.0%
\$500,000-\$599,999	2	2.5%	0.4	532,500	532,500	27	27	100.0%	100.0%
\$600,000-\$749,999	4	5.0%	2.0	722,425	749,900	118	53	97.1%	100.0%
\$750,000-\$999,999	2	2.5%	1.7	860,000	860,000	181	181	93.5%	93.5%
\$1,000,000 and up	2	2.5%	N/A	1,199,500	1,199,500	87	87	100.0%	100.0%





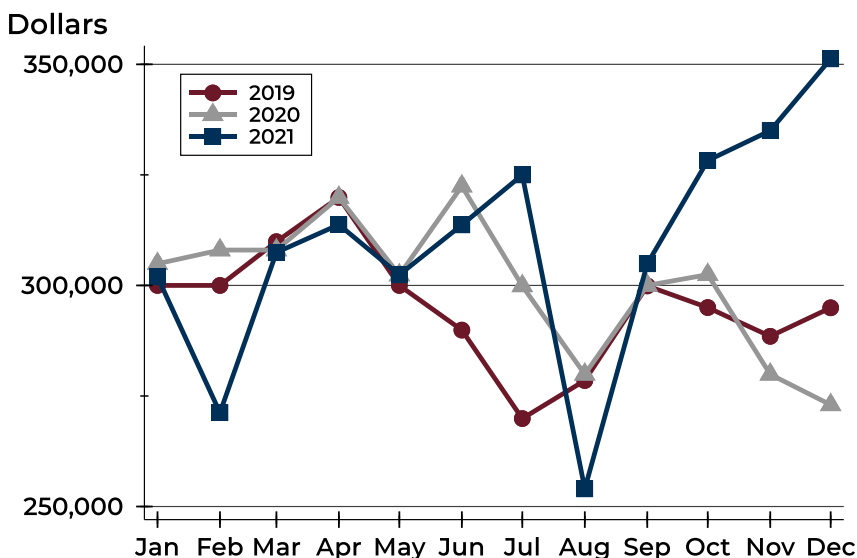
## City of Lawrence Active Listings Analysis

### Average Price



Month	2019	2020	2021
January	325,960	328,240	<b>367,887</b>
February	325,749	330,864	<b>345,051</b>
March	326,114	332,866	<b>376,063</b>
April	335,269	345,557	<b>365,613</b>
May	333,601	341,378	<b>356,591</b>
June	327,597	369,250	<b>351,923</b>
July	306,684	359,709	<b>345,664</b>
August	323,116	329,944	<b>305,460</b>
September	330,454	357,903	<b>323,634</b>
October	323,407	356,330	<b>346,221</b>
November	322,600	359,334	<b>329,796</b>
December	314,584	362,929	<b>340,652</b>

### Median Price

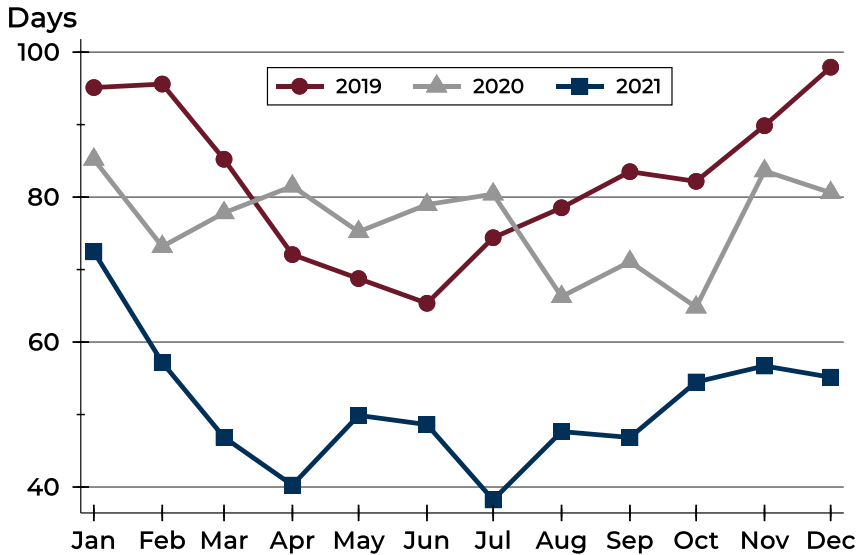


Month	2019	2020	2021
January	300,000	304,900	<b>301,950</b>
February	300,000	308,000	<b>271,225</b>
March	309,900	308,000	<b>307,450</b>
April	319,900	319,900	<b>313,750</b>
May	300,000	302,350	<b>302,400</b>
June	289,900	322,450	<b>313,700</b>
July	269,900	299,900	<b>325,000</b>
August	278,500	279,900	<b>254,000</b>
September	299,900	300,000	<b>304,900</b>
October	295,000	302,450	<b>328,250</b>
November	288,500	279,900	<b>335,000</b>
December	294,950	273,000	<b>351,250</b>



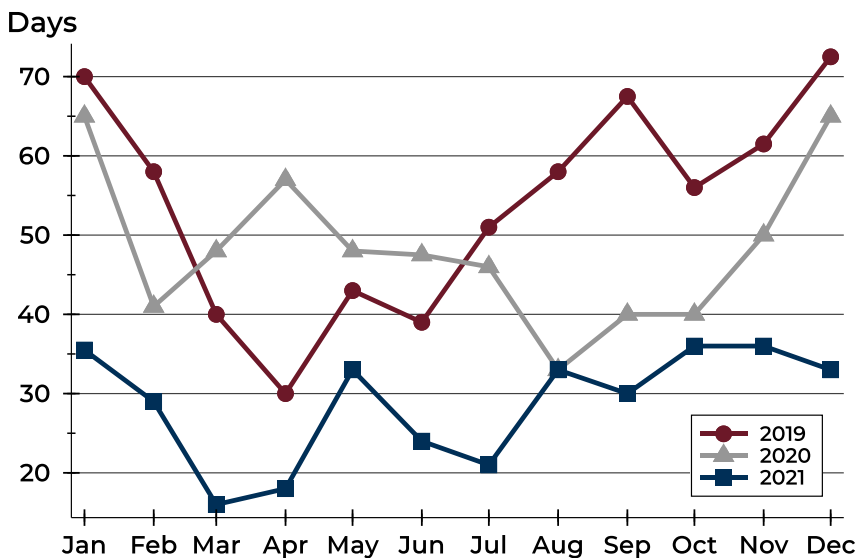
## City of Lawrence Active Listings Analysis

### Average DOM



Month	2019	2020	2021
January	95	85	<b>72</b>
February	96	73	<b>57</b>
March	85	78	<b>47</b>
April	72	82	<b>40</b>
May	69	75	<b>50</b>
June	65	79	<b>49</b>
July	74	80	<b>38</b>
August	79	66	<b>48</b>
September	84	71	<b>47</b>
October	82	65	<b>54</b>
November	90	84	<b>57</b>
December	98	81	<b>55</b>

### Median DOM

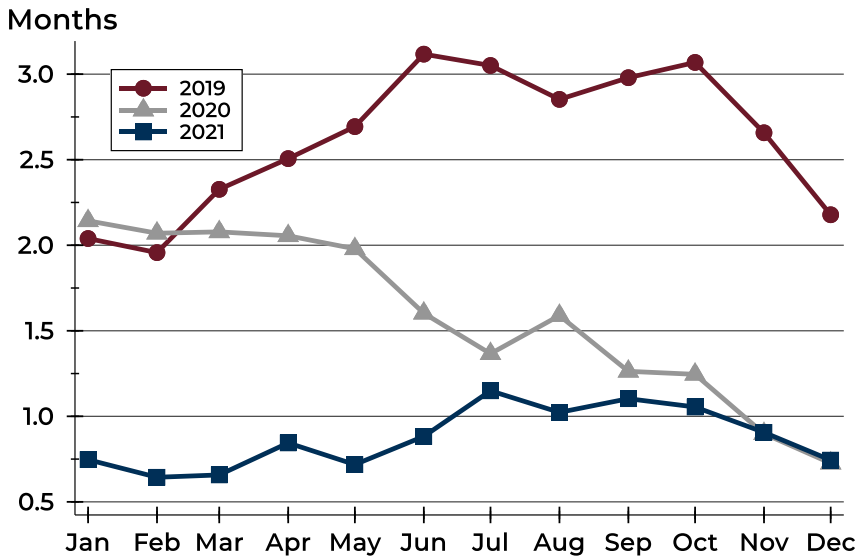


Month	2019	2020	2021
January	70	65	<b>36</b>
February	58	41	<b>29</b>
March	40	48	<b>16</b>
April	30	57	<b>18</b>
May	43	48	<b>33</b>
June	39	48	<b>24</b>
July	51	46	<b>21</b>
August	58	33	<b>33</b>
September	68	40	<b>30</b>
October	56	40	<b>36</b>
November	62	50	<b>36</b>
December	73	65	<b>33</b>



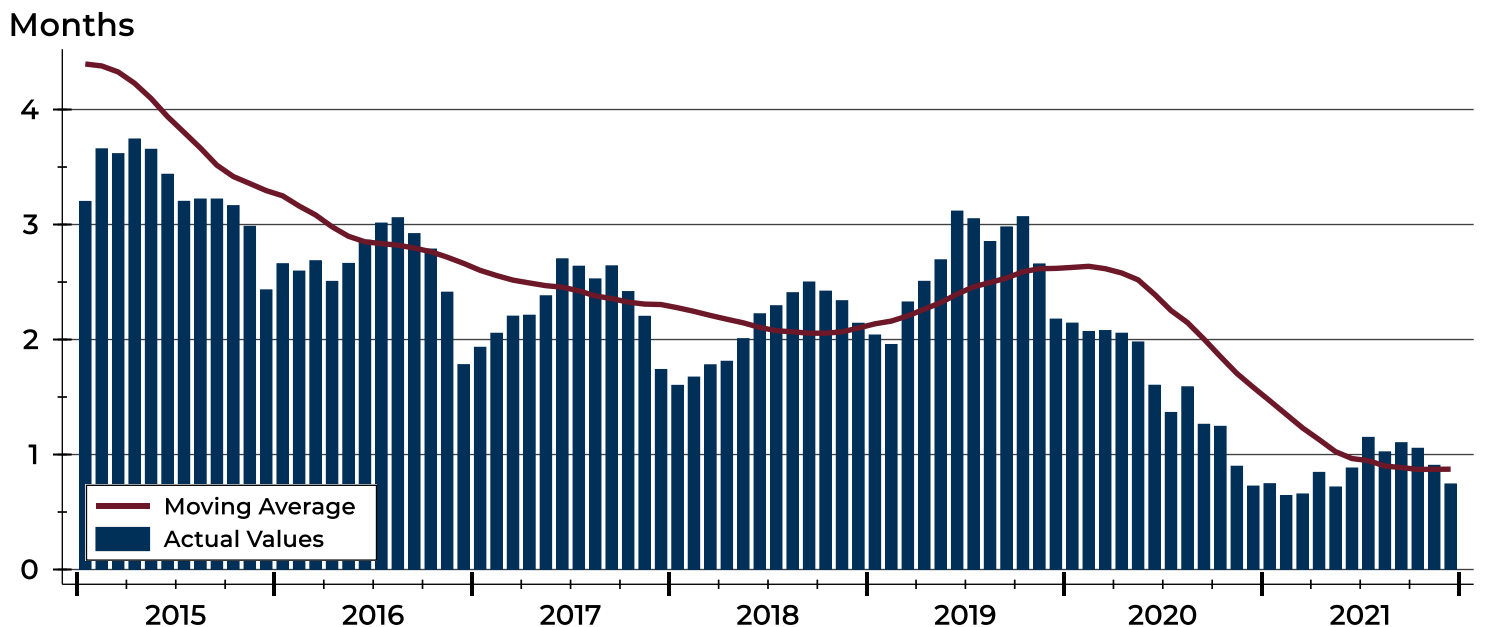
# City of Lawrence Months' Supply Analysis

## Months' Supply by Month



Month	2019	2020	2021
January	2.0	2.1	<b>0.7</b>
February	2.0	2.1	<b>0.6</b>
March	2.3	2.1	<b>0.7</b>
April	2.5	2.1	<b>0.8</b>
May	2.7	2.0	<b>0.7</b>
June	3.1	1.6	<b>0.9</b>
July	3.1	1.4	<b>1.1</b>
August	2.9	1.6	<b>1.0</b>
September	3.0	1.3	<b>1.1</b>
October	3.1	1.2	<b>1.1</b>
November	2.7	0.9	<b>0.9</b>
December	2.2	0.7	<b>0.7</b>

## History of Month's Supply





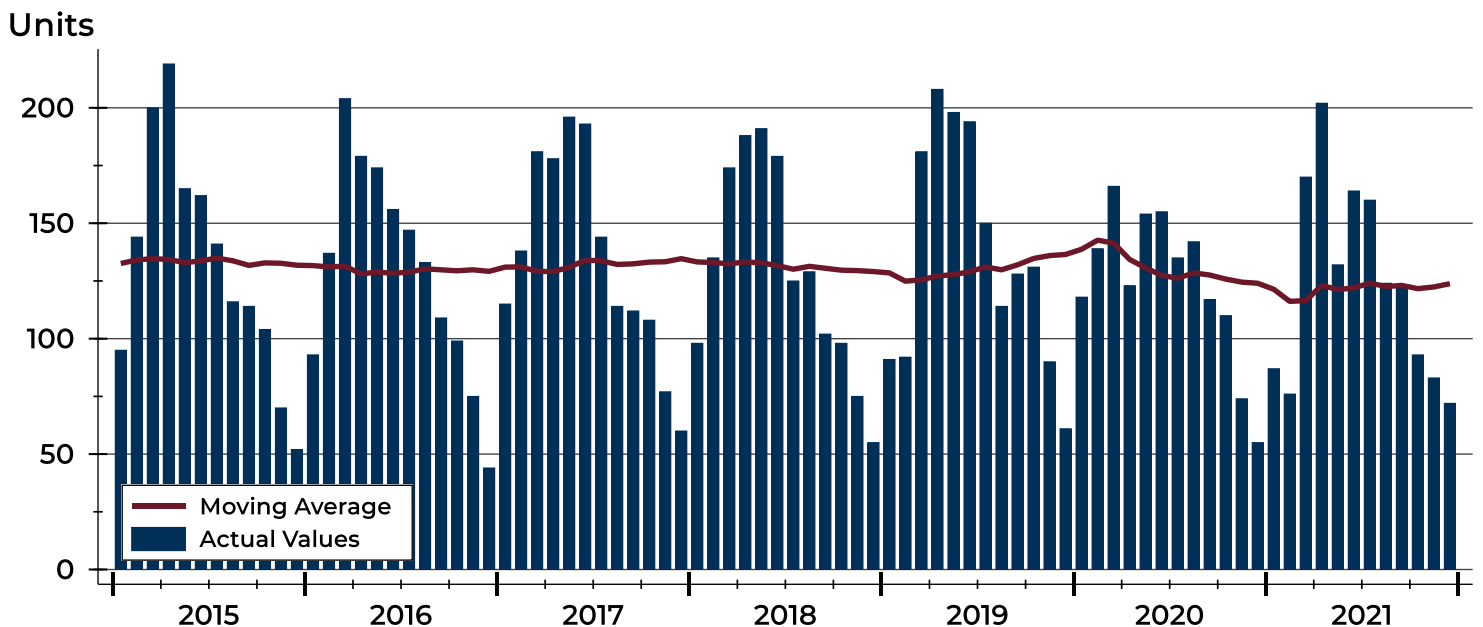
## City of Lawrence New Listings Analysis

Summary Statistics for New Listings		2021	December 2020	Change
Current Month	New Listings	<b>72</b>	55	30.9%
	Volume (1,000s)	<b>21,130</b>	13,883	52.2%
	Average List Price	<b>293,474</b>	252,416	16.3%
	Median List Price	<b>325,000</b>	229,900	41.4%
Year-to-Date	New Listings	<b>1,486</b>	1,488	-0.1%
	Volume (1,000s)	<b>435,691</b>	397,064	9.7%
	Average List Price	<b>293,197</b>	266,844	9.9%
	Median List Price	<b>264,250</b>	235,000	12.4%

A total of 72 new listings were added in the City of Lawrence during December, up 30.9% from the same month in 2020. Year-to-date the City of Lawrence has seen 1,486 new listings.

The median list price of these homes was \$325,000 up from \$229,900 in 2020.

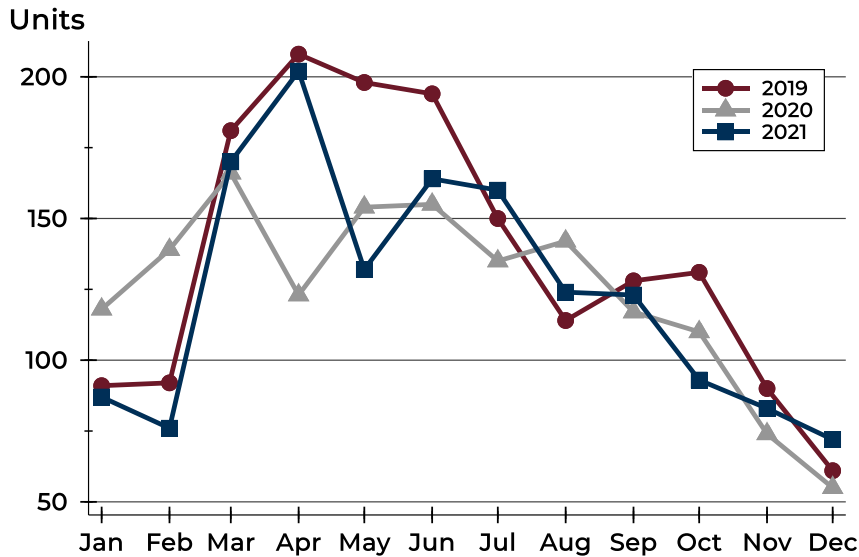
## History of New Listings





## City of Lawrence New Listings Analysis

### New Listings by Month



Month	2019	2020	2021
January	91	118	<b>87</b>
February	92	139	<b>76</b>
March	181	166	<b>170</b>
April	208	123	<b>202</b>
May	198	154	<b>132</b>
June	194	155	<b>164</b>
July	150	135	<b>160</b>
August	114	142	<b>124</b>
September	128	117	<b>123</b>
October	131	110	<b>93</b>
November	90	74	<b>83</b>
December	61	55	<b>72</b>

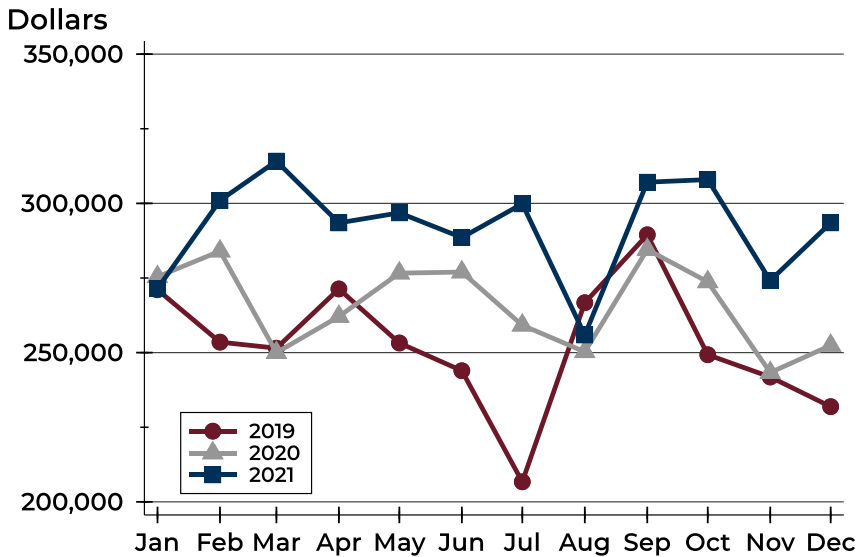
### New Listings by Price Range

Price Range	New Listings		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$50,000	6	8.3%	1,617	1,375	20	22	102.1%	100.0%
\$50,000-\$99,999	3	4.2%	87,000	85,000	10	6	100.0%	100.0%
\$100,000-\$149,999	2	2.8%	127,500	127,500	5	5	94.0%	94.0%
\$150,000-\$199,999	14	19.4%	180,293	177,450	6	3	100.0%	100.0%
\$200,000-\$249,999	4	5.6%	228,700	227,450	6	3	99.4%	100.0%
\$250,000-\$299,999	5	6.9%	290,880	290,000	4	3	98.6%	100.0%
\$300,000-\$349,999	9	12.5%	334,978	329,900	9	9	100.0%	100.0%
\$350,000-\$399,999	8	11.1%	380,463	379,950	19	29	100.0%	100.0%
\$400,000-\$449,999	8	11.1%	427,238	425,500	15	16	100.0%	100.0%
\$450,000-\$499,999	11	15.3%	473,159	475,000	11	10	100.0%	100.0%
\$500,000-\$599,999	2	2.8%	515,000	515,000	16	16	100.0%	100.0%
\$600,000-\$749,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$750,000-\$999,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



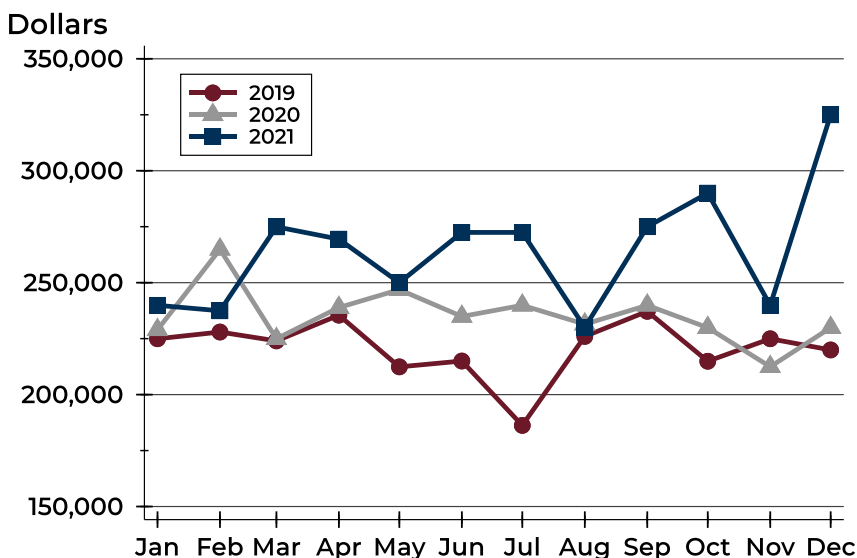
## City of Lawrence New Listings Analysis

### Average Price



Month	2019	2020	2021
January	271,062	275,402	<b>271,450</b>
February	253,519	284,009	<b>300,975</b>
March	251,491	249,995	<b>314,158</b>
April	271,345	262,107	<b>293,463</b>
May	253,236	276,641	<b>296,834</b>
June	243,938	276,994	<b>288,542</b>
July	206,720	259,179	<b>299,860</b>
August	266,719	250,273	<b>255,916</b>
September	289,474	284,531	<b>307,104</b>
October	249,298	273,711	<b>307,975</b>
November	241,850	243,317	<b>274,148</b>
December	231,896	252,416	<b>293,474</b>

### Median Price



Month	2019	2020	2021
January	224,950	228,950	<b>239,900</b>
February	227,950	264,900	<b>237,450</b>
March	224,000	224,950	<b>274,950</b>
April	235,500	238,900	<b>269,450</b>
May	212,400	246,900	<b>250,000</b>
June	215,000	234,900	<b>272,450</b>
July	186,250	239,900	<b>272,450</b>
August	226,000	231,450	<b>230,000</b>
September	237,200	239,900	<b>275,000</b>
October	214,900	229,900	<b>290,000</b>
November	224,950	212,450	<b>239,900</b>
December	219,950	229,900	<b>325,000</b>



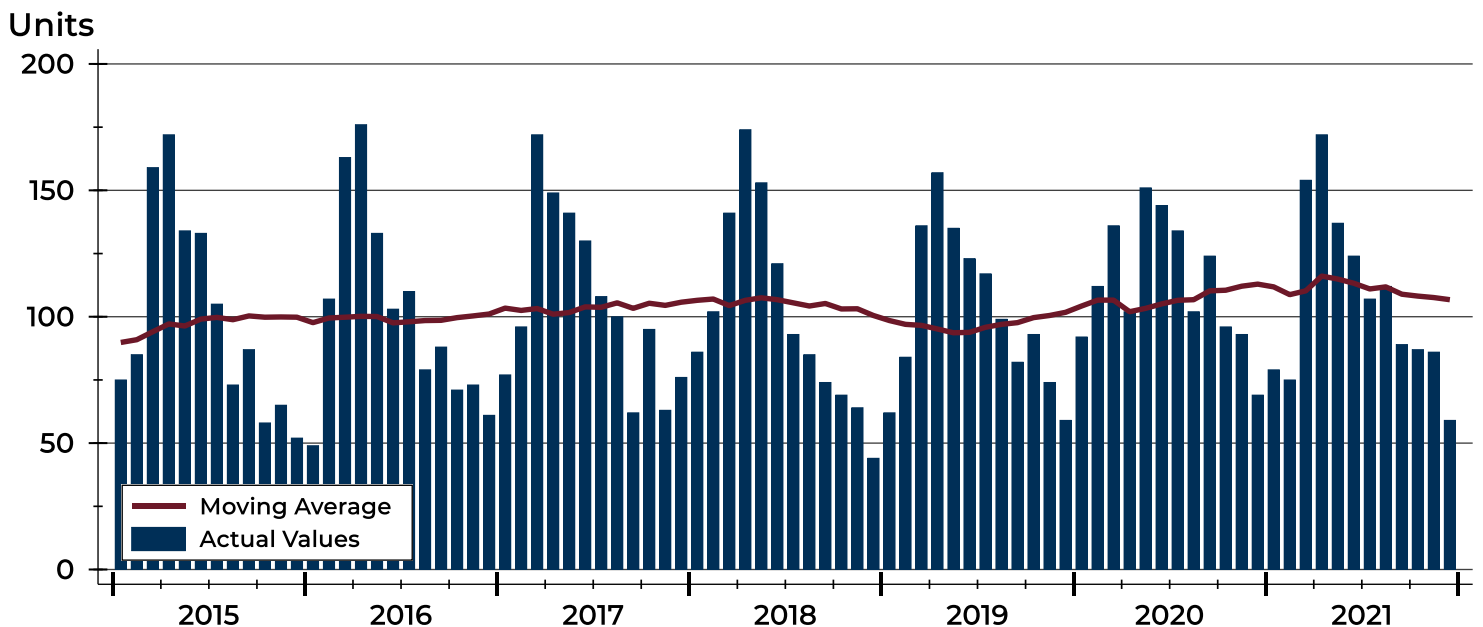
## City of Lawrence Contracts Written Analysis

Summary Statistics for Contracts Written		December			Year-to-Date		
		2021	2020	Change	2021	2020	Change
Contracts Written		<b>59</b>	69	-14.5%	<b>1,281</b>	1,355	-5.5%
Volume (1,000s)		<b>16,760</b>	18,652	-10.1%	<b>378,761</b>	358,125	5.8%
Average	Sale Price	<b>284,066</b>	270,325	5.1%	<b>295,676</b>	264,299	11.9%
	Days on Market	<b>16</b>	42	-61.9%	<b>15</b>	32	-53.1%
	Percent of Original	<b>99.1%</b>	99.3%	-0.2%	<b>100.7%</b>	98.6%	2.1%
Median	Sale Price	<b>275,900</b>	230,000	20.0%	<b>259,900</b>	238,500	9.0%
	Days on Market	<b>7</b>	4	75.0%	<b>4</b>	6	-33.3%
	Percent of Original	<b>100.0%</b>	100.0%	0.0%	<b>100.0%</b>	100.0%	0.0%

A total of 59 contracts for sale were written in the City of Lawrence during the month of December, down from 69 in 2020. The median list price of these homes was \$275,900, up from \$230,000 the prior year.

Half of the homes that went under contract in December were on the market less than 7 days, compared to 4 days in December 2020.

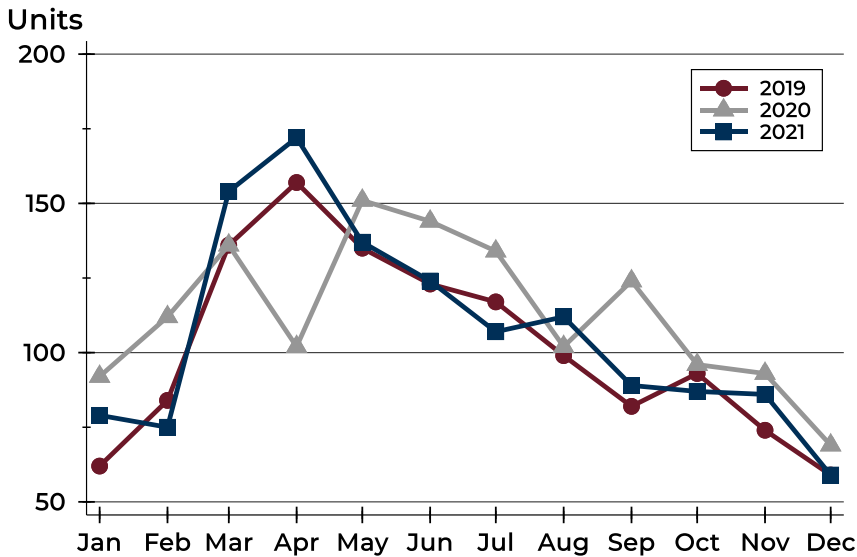
## History of Contracts Written





## City of Lawrence Contracts Written Analysis

### Contracts Written by Month



Month	2019	2020	2021
January	62	92	79
February	84	112	75
March	136	136	154
April	157	102	172
May	135	151	137
June	123	144	124
July	117	134	107
August	99	102	112
September	82	124	89
October	93	96	87
November	74	93	86
December	59	69	59

### Contracts Written by Price Range

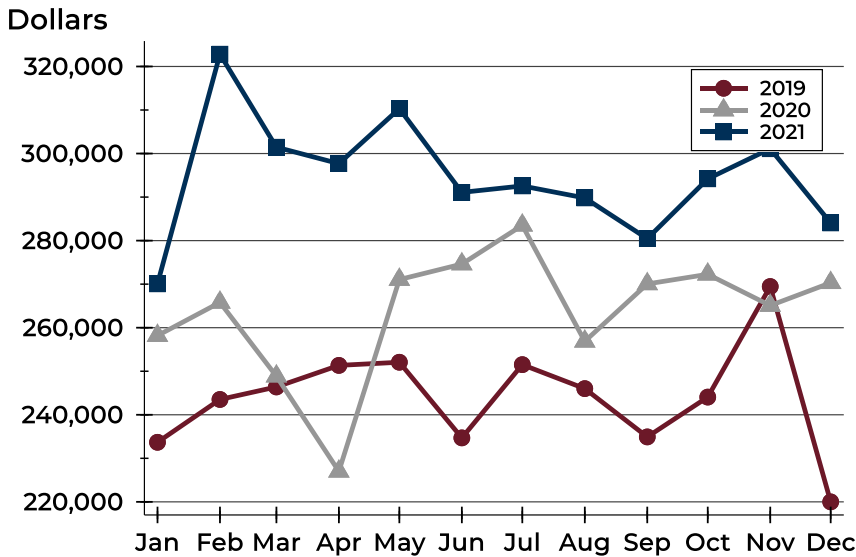
Price Range	Contracts Written		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$50,000	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$50,000-\$99,999	2	3.4%	82,500	82,500	5	5	100.0%	100.0%
\$100,000-\$149,999	4	6.8%	126,750	126,000	13	14	97.0%	100.0%
\$150,000-\$199,999	16	27.1%	179,156	175,000	12	4	99.8%	100.0%
\$200,000-\$249,999	5	8.5%	221,760	225,000	6	2	96.8%	97.8%
\$250,000-\$299,999	9	15.3%	282,028	284,950	20	12	99.3%	100.0%
\$300,000-\$349,999	6	10.2%	335,717	334,900	13	10	99.9%	100.0%
\$350,000-\$399,999	6	10.2%	373,075	367,500	23	7	98.9%	100.0%
\$400,000-\$449,999	3	5.1%	428,300	429,900	4	5	100.0%	100.0%
\$450,000-\$499,999	4	6.8%	483,225	479,950	16	17	98.2%	100.0%
\$500,000-\$599,999	4	6.8%	525,950	527,400	48	51	100.0%	100.0%
\$600,000-\$749,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$750,000-\$999,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A





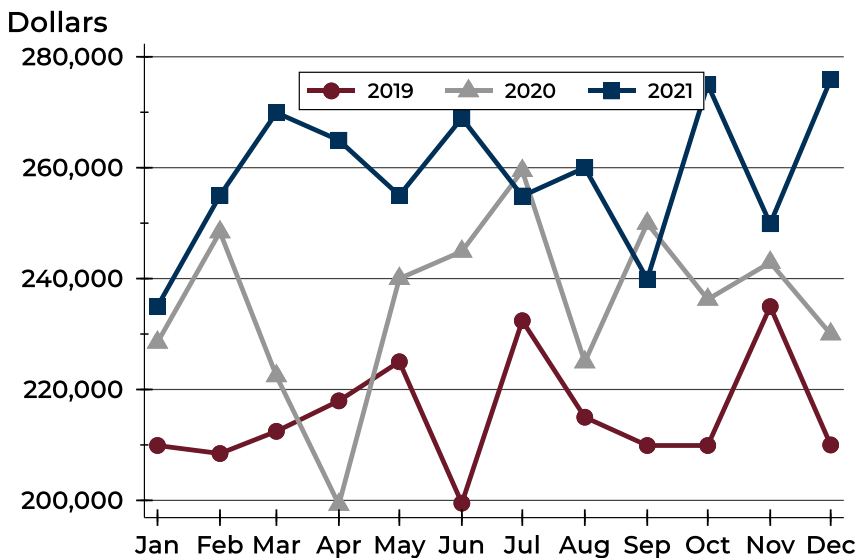
## City of Lawrence Contracts Written Analysis

### Average Price



Month	2019	2020	2021
January	233,686	258,187	<b>270,075</b>
February	243,524	265,812	<b>322,833</b>
March	246,402	248,864	<b>301,464</b>
April	251,351	227,017	<b>297,692</b>
May	252,072	271,062	<b>310,322</b>
June	234,702	274,618	<b>291,092</b>
July	251,518	283,526	<b>292,569</b>
August	246,013	256,876	<b>289,806</b>
September	234,923	270,058	<b>280,458</b>
October	244,064	272,269	<b>294,197</b>
November	269,458	265,091	<b>301,109</b>
December	220,000	270,325	<b>284,066</b>

### Median Price

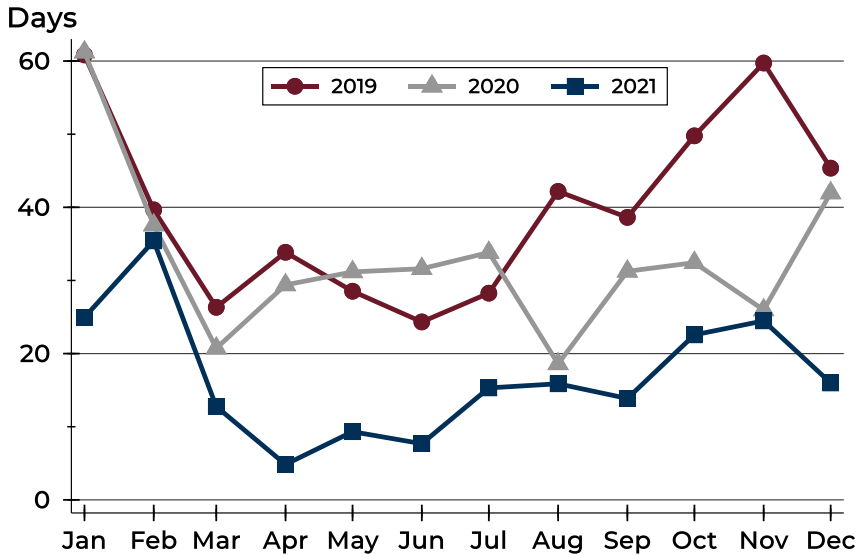


Month	2019	2020	2021
January	209,900	228,500	<b>235,000</b>
February	208,450	248,400	<b>255,000</b>
March	212,450	222,450	<b>269,925</b>
April	217,950	199,250	<b>264,950</b>
May	225,000	240,000	<b>255,000</b>
June	199,500	244,900	<b>268,950</b>
July	232,400	259,450	<b>254,900</b>
August	215,000	224,950	<b>260,000</b>
September	209,900	249,950	<b>239,900</b>
October	209,900	236,250	<b>275,000</b>
November	234,950	242,900	<b>249,900</b>
December	210,000	230,000	<b>275,900</b>



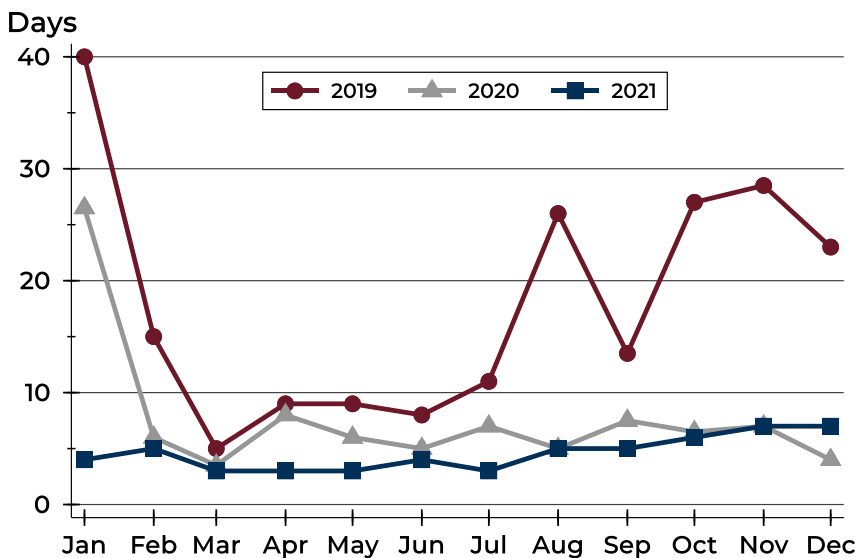
## City of Lawrence Contracts Written Analysis

### Average DOM



Month	2019	2020	2021
January	61	61	25
February	40	38	35
March	26	21	13
April	34	29	5
May	29	31	9
June	24	32	8
July	28	34	15
August	42	19	16
September	39	31	14
October	50	32	23
November	60	26	24
December	45	42	16

### Median DOM



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



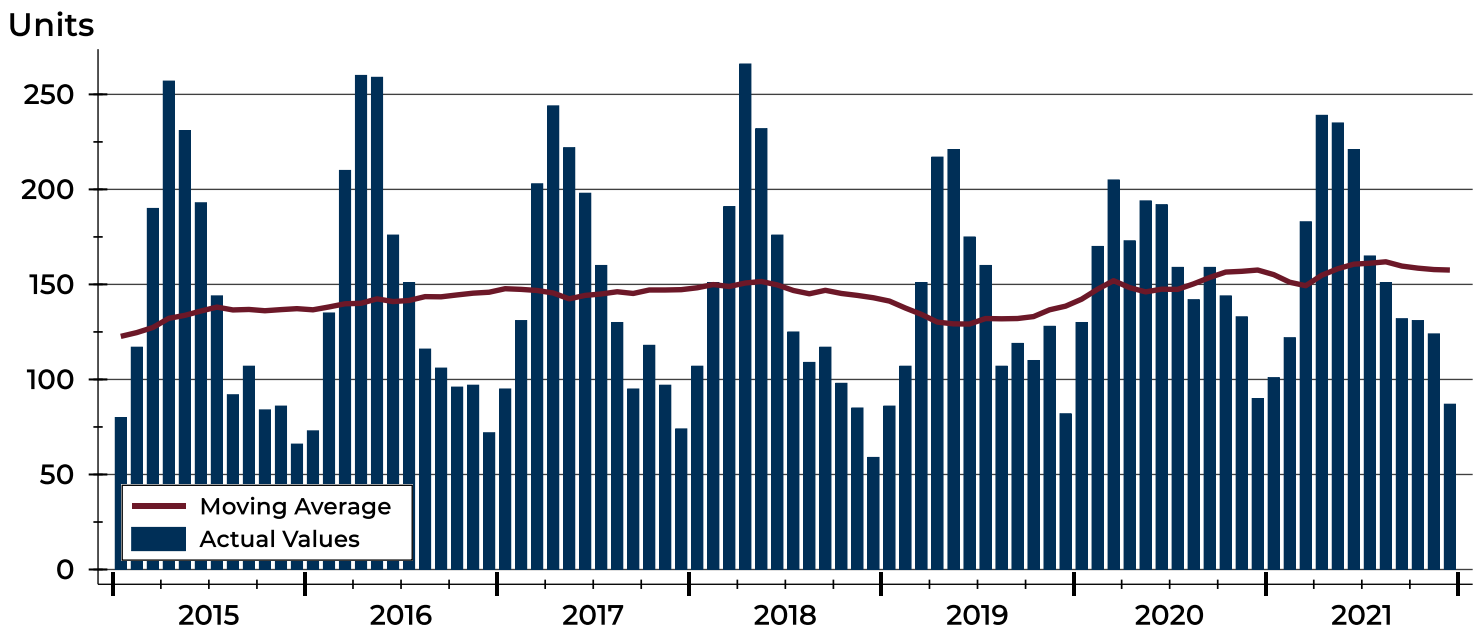
## City of Lawrence Pending Contracts Analysis

Summary Statistics for Pending Contracts		End of December		
		2021	2020	Change
Pending Contracts		<b>87</b>	90	-3.3%
Volume (1,000s)		<b>27,614</b>	24,671	11.9%
Average	List Price	<b>317,398</b>	274,123	15.8%
	Days on Market	<b>22</b>	40	-45.0%
	Percent of Original	<b>99.3%</b>	98.8%	0.5%
Median	List Price	<b>289,900</b>	251,450	15.3%
	Days on Market	<b>6</b>	8	-25.0%
	Percent of Original	<b>100.0%</b>	100.0%	0.0%

A total of 87 listings in the City of Lawrence had contracts pending at the end of December, down from 90 contracts pending at the end of December 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.

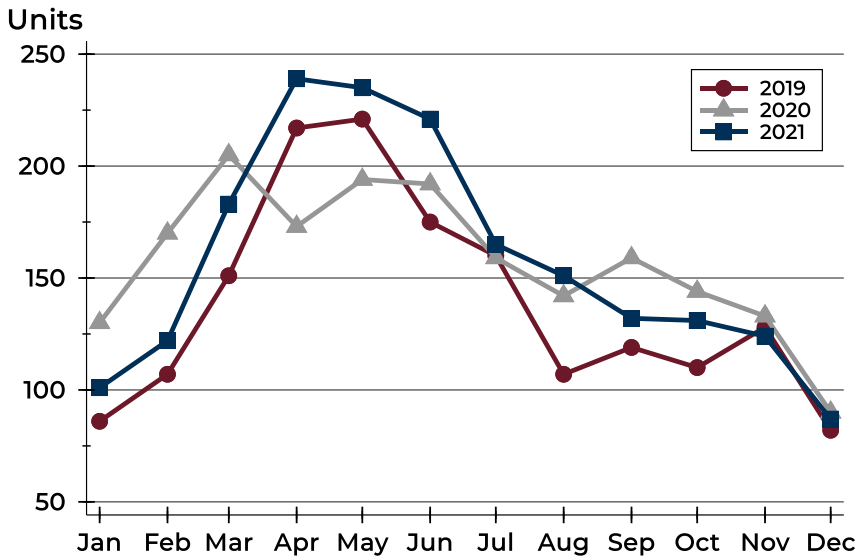
## History of Pending Contracts





## City of Lawrence Pending Contracts Analysis

### Pending Contracts by Month



Month	2019	2020	2021
January	86	130	101
February	107	170	122
March	151	205	183
April	217	173	239
May	221	194	235
June	175	192	221
July	160	159	165
August	107	142	151
September	119	159	132
October	110	144	131
November	128	133	124
December	82	90	87

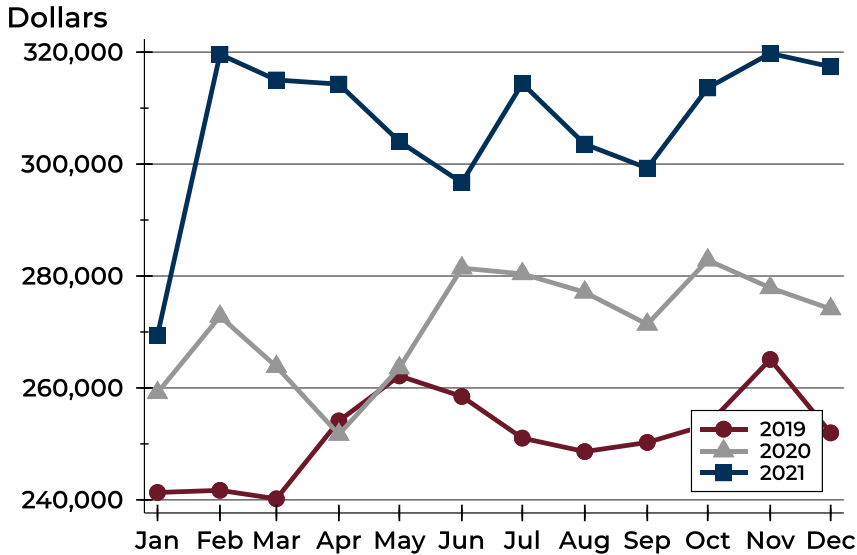
### Pending Contracts by Price Range

Price Range	Pending Contracts		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$50,000	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$50,000-\$99,999	2	2.3%	82,500	82,500	5	5	100.0%	100.0%
\$100,000-\$149,999	6	6.9%	129,325	128,500	27	14	97.9%	100.0%
\$150,000-\$199,999	18	20.7%	182,011	182,400	16	5	99.6%	100.0%
\$200,000-\$249,999	10	11.5%	217,980	222,450	6	3	100.3%	100.0%
\$250,000-\$299,999	9	10.3%	280,794	284,000	19	12	99.1%	100.0%
\$300,000-\$349,999	12	13.8%	331,155	327,450	12	8	98.7%	100.0%
\$350,000-\$399,999	7	8.0%	376,907	380,000	31	10	97.9%	100.0%
\$400,000-\$449,999	5	5.7%	428,160	429,900	23	5	98.7%	100.0%
\$450,000-\$499,999	8	9.2%	477,444	477,450	16	1	100.0%	100.0%
\$500,000-\$599,999	7	8.0%	523,990	522,000	27	3	100.0%	100.0%
\$600,000-\$749,999	1	1.1%	610,000	610,000	29	29	100.0%	100.0%
\$750,000-\$999,999	1	1.1%	839,000	839,000	133	133	100.0%	100.0%
\$1,000,000 and up	1	1.1%	1,000,000	1,000,000	273	273	100.0%	100.0%



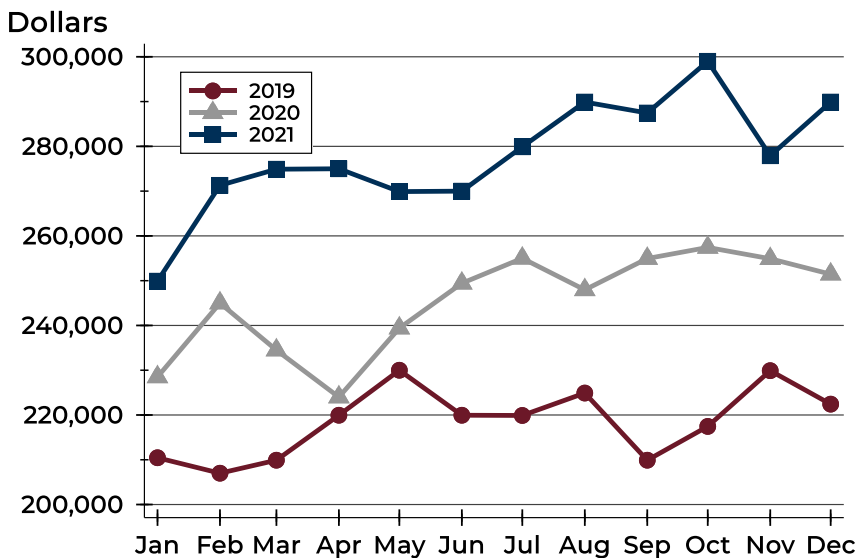
## City of Lawrence Pending Contracts Analysis

### Average Price



Month	2019	2020	2021
January	241,322	259,140	<b>269,413</b>
February	241,706	272,790	<b>319,605</b>
March	240,193	263,812	<b>315,023</b>
April	254,113	251,694	<b>314,285</b>
May	262,156	263,573	<b>304,048</b>
June	258,478	281,418	<b>296,684</b>
July	251,037	280,388	<b>314,396</b>
August	248,627	277,101	<b>303,562</b>
September	250,263	271,368	<b>299,276</b>
October	253,428	282,843	<b>313,606</b>
November	265,092	277,889	<b>319,781</b>
December	251,972	274,123	<b>317,398</b>

### Median Price

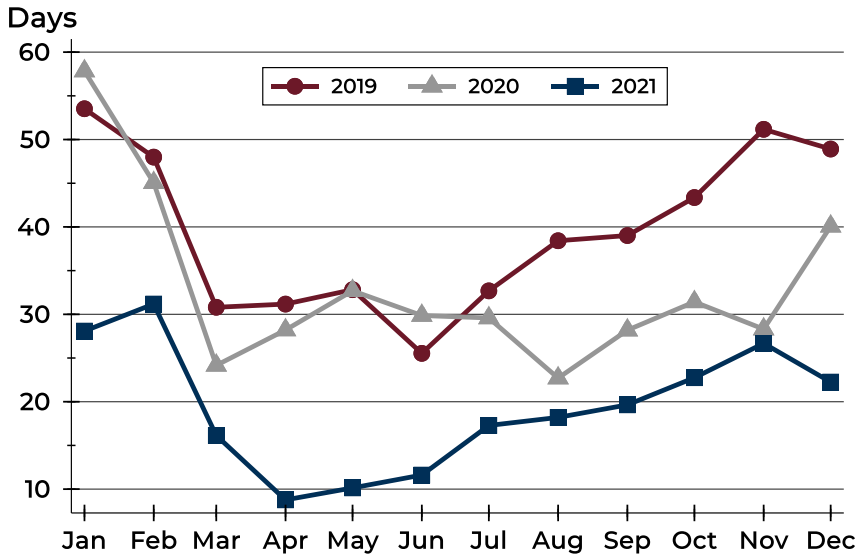


Month	2019	2020	2021
January	210,450	228,500	<b>249,900</b>
February	207,000	245,000	<b>271,300</b>
March	209,900	234,500	<b>274,900</b>
April	219,950	224,000	<b>275,000</b>
May	230,000	239,400	<b>269,900</b>
June	219,950	249,425	<b>270,000</b>
July	219,900	255,000	<b>279,900</b>
August	224,900	247,950	<b>289,900</b>
September	209,900	254,950	<b>287,450</b>
October	217,450	257,425	<b>299,000</b>
November	229,900	254,900	<b>277,900</b>
December	222,425	251,450	<b>289,900</b>



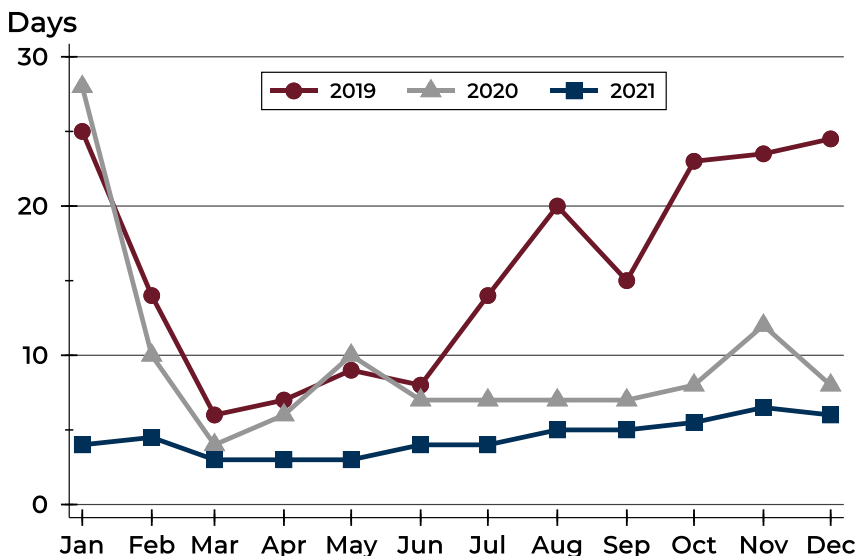
## City of Lawrence Pending Contracts Analysis

### Average DOM



Month	2019	2020	2021
January	54	58	<b>28</b>
February	48	45	<b>31</b>
March	31	24	<b>16</b>
April	31	28	<b>9</b>
May	33	33	<b>10</b>
June	26	30	<b>12</b>
July	33	30	<b>17</b>
August	38	23	<b>18</b>
September	39	28	<b>20</b>
October	43	31	<b>23</b>
November	51	28	<b>27</b>
December	49	40	<b>22</b>

### Median DOM



Month	2019	2020	2021
January	25	28	<b>4</b>
February	14	10	<b>5</b>
March	6	4	<b>3</b>
April	7	6	<b>3</b>
May	9	10	<b>3</b>
June	8	7	<b>4</b>
July	14	7	<b>4</b>
August	20	7	<b>5</b>
September	15	7	<b>5</b>
October	23	8	<b>6</b>
November	24	12	<b>7</b>
December	25	8	<b>6</b>