



## Lawrence Board of REALTORS®

3838 W. SIXTH ST., LAWRENCE, KANSAS 66049 / (785) 842-1843  
[www.LawrenceRealtor.com](http://www.LawrenceRealtor.com)

January 25, 2022

### Lawrence Board of REALTORS® Releases Home Sales Figures for December 2021

Homes sales in the City of Lawrence fell by 19.1% in December compared to the prior year. Sales in December 2021 totaled 89 units, down from 110 in 2020.

Among existing homes, 77 units sold in December, a decrease of 14.4% from 90 units that sold in 2020. The average sale price of existing homes was \$297,362. This represents an increase of 19.9% from the December 2020 average price of \$247,915.

For new construction, 12 sales occurred in December, down from 20 units the prior year, a decrease of 40.0%. The average sale price of new homes in December was \$392,175, up 7.2% from the same period last year.

A total of 59 contracts for sale were written in December 2021, down from 69 in December 2020. This is a decrease of 14.5%. Contracts written during the month reflect, in part, sales that will close in the near future.

The inventory of active listings in the City of Lawrence stood at 80 units at the end of December, which is down from 81 homes that were on the market at the end of December last year. At the current rate of sales, this figure represents 0.7 months' supply of homes on the market.

According to Lindsay Landis, President of the Lawrence Board of REALTORS®, ***"It's been quite a year and despite having less than 1 months' worth of inventory in 8 out of the 12 months of 2021, sales remained strong and finished down just 3.7% for the year. Overall, 1,290 homes were sold in 2021, which is down 49 homes from 2020, but up 81 units when compared to 2019. Sale prices soared with the median sales price up over 11% this past year to just over \$263,000. Until we see more options for Buyers, this area will remain a Seller's market and buying a home will continue to be complex. Buyers are often competing with others which often takes specific strategies to be the winning contract. If you are considering a move in 2022, you're wise to connect with a real estate professional who can help guide you to success."***

For questions and/or comments, please contact LBOR Lindsay Landis at 785-760-0802 or [Lindsay@LawrenceHomeFinder.com](mailto:Lindsay@LawrenceHomeFinder.com).

Complete statistical summaries for Lawrence and Douglas County are available at <http://www.lawrencerealtor.com/market-statistics/>.

