

# AUGUST 2021 >>

# LAWRENCE MLS STATISTICS



## MARKET OVERVIEW >>

### Lawrence City Home Sales Rose in August

Total home sales in the City of Lawrence rose by 5.9% last month to 125 units, compared to 118 units in August 2020. Total sales volume was \$38.3 million, up 17.7% from a year earlier.

The median sale price in August was \$255,000, up from \$250,500 a year earlier. Homes that sold in August 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 August

The total number of active listings in the City of Lawrence at the end of August was 114 units, down from 165 at the same point in 2020. This represents a 1.0 months' supply of homes available for sale. The median list price of homes on the market at the end of August was \$254,000.

During August, a total of 114 contracts were written up from 102 in August 2020. At the end of the month, there were 151 contracts pending, compared to 142 at the end of August 2020.

### 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		August		
Current Month		2021	2020	Change
Summary Statistics				
Home Sales		125	118	5.9%
Active Listings		114	165	-30.9%
Months' Supply		1.0	1.6	-35.4%
New Listings		117	142	-17.6%
Contracts Written		114	102	11.8%
Pending Contracts		151	142	6.3%
Sales Volume (1,000s)		38,332	32,580	17.7%
Average	Sale Price	306,654	276,104	11.1%
	List Price of Actives	305,460	329,944	-7.4%
	Days on Market	16	35	-55.5%
	Percent of List	101.7%	100.0%	1.7%
	Percent of Original	101.0%	99.3%	1.6%
Median	Sale Price	255,000	250,500	1.8%
	List Price of Actives	254,000	279,900	-9.3%
	Days on Market	4	5	-20.0%
	Percent of List	100.0%	100.0%	0.0%
	Percent of Original	100.0%	100.0%	0.0%

## REPORT CONTENTS >>

- [Three-Year Comparisons](#) – Page 2
- [Year-to-Date Statistics](#) – Page 3
- [Closed Listings Analysis](#) – Page 4
- [Active Listings Analysis](#) – Page 8
- [Months' Supply Analysis](#) – Page 12
- [New Listings Analysis](#) – Page 13
- [Contracts Written Analysis](#) – Page 16
- [Pending Contracts Analysis](#) – Page 20

## THREE-YEAR COMPARISONS

### SUMMARY >>

BREAKDOWNS BY HOME TYPE  
CITY OF LAWRENCE  
AS OF 9/5/2021

August MLS Statistics		2021			2020			2019			
By Property Type		Total	Existing	New	Total	Existing	New	Total	Existing	New	
Home Sales		125	114	11	118	106	12	137	126	11	
	Change from prior year	5.9%	7.5%	-8.3%	-13.9%	-15.9%	9.1%	35.6%	35.5%	37.5%	
Active Listings		114	90	24	165	124	41	276	223	53	
	Change from prior year	-30.9%	-27.4%	-41.5%	-40.2%	-44.4%	-22.6%	9.1%	4.7%	32.5%	
Months' Supply		1.0	0.9	1.9	1.6	1.3	3.8	2.9	2.5	6.1	
	Change from prior year	-35.4%	-31.6%	-48.5%	-44.3%	-47.3%	-38.6%	18.5%	12.0%	65.6%	
New Listings		117	109	8	142	128	14	114	102	12	
	Change from prior year	-17.6%	-14.8%	-42.9%	24.6%	25.5%	16.7%	-11.6%	-11.3%	-14.3%	
Contracts Written		114	108	6	102	95	7	99	94	5	
	Change from prior year	11.8%	13.7%	-14.3%	3.0%	1.1%	40.0%	16.5%	25.3%	-50.0%	
Pending Contracts		151	117	34	142	118	24	107	99	8	
	Change from prior year	6.3%	-0.8%	41.7%	32.7%	19.2%	200.0%	-1.8%	7.6%	-52.9%	
Sales Volume (1,000s)		38,332	34,299	4,033	32,580	28,512	4,068	33,442	30,366	3,076	
	Change from prior year	17.7%	20.3%	-0.9%	-2.6%	-6.1%	32.2%	59.9%	67.2%	11.8%	
Average	Sale Price	306,654	300,867	366,636	276,104	268,985	338,992	244,101	240,998	279,641	
		Change from prior year	11.1%	11.9%	8.2%	13.1%	11.6%	21.2%	17.9%	23.4%	-18.7%
	List Price of Actives	305,460	282,843	390,275	329,944	311,185	386,681	323,116	306,119	394,630	
		Change from prior year	-7.4%	-9.1%	0.9%	2.1%	1.7%	-2.0%	4.5%	2.9%	6.4%
	Days on Market	16	15	25	35	27	110	30	29	39	
		Change from prior year	-55.6%	-44.8%	-77.5%	18.2%	-7.8%	182.5%	7.0%	28.9%	-56.7%
Percent of List		101.7%	101.8%	100.1%	100.0%	99.9%	100.5%	98.4%	98.2%	100.0%	
		Change from prior year	1.7%	1.9%	-0.4%	1.6%	1.7%	0.5%	-0.1%	-0.2%	1.0%
	Percent of Original	101.0%	101.1%	100.1%	99.3%	99.3%	100.2%	97.0%	96.7%	100.0%	
	Change from prior year	1.6%	1.8%	-0.1%	2.5%	2.6%	0.2%	-0.3%	-0.4%	1.5%	
Median	Sale Price	255,000	250,500	304,900	250,500	241,899	311,450	219,900	219,950	205,000	
		Change from prior year	1.8%	3.6%	-2.1%	13.9%	10.0%	51.9%	18.9%	25.7%	-30.7%
	List Price of Actives	254,000	230,000	379,900	279,900	247,000	350,000	278,500	244,900	369,900	
		Change from prior year	-9.3%	-6.9%	8.5%	0.5%	0.9%	-5.4%	7.2%	6.5%	5.0%
	Days on Market	4	4	22	5	5	75	16	16	24	
		Change from prior year	-20.0%	-20.0%	-70.5%	-68.8%	-67.7%	210.4%	6.7%	19.2%	-48.4%
Percent of List	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	98.9%	98.3%	100.0%		
	Change from prior year	0.0%	0.0%	0.0%	1.1%	1.7%	0.0%	0.5%	0.0%	0.0%	
Percent of Original	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	97.9%	97.6%	100.0%		
	Change from prior year	0.0%	0.0%	0.0%	2.1%	2.5%	0.0%	0.3%	0.2%	0.0%	

# YEAR-TO-DATE STATISTICS

## SUMMARY >>

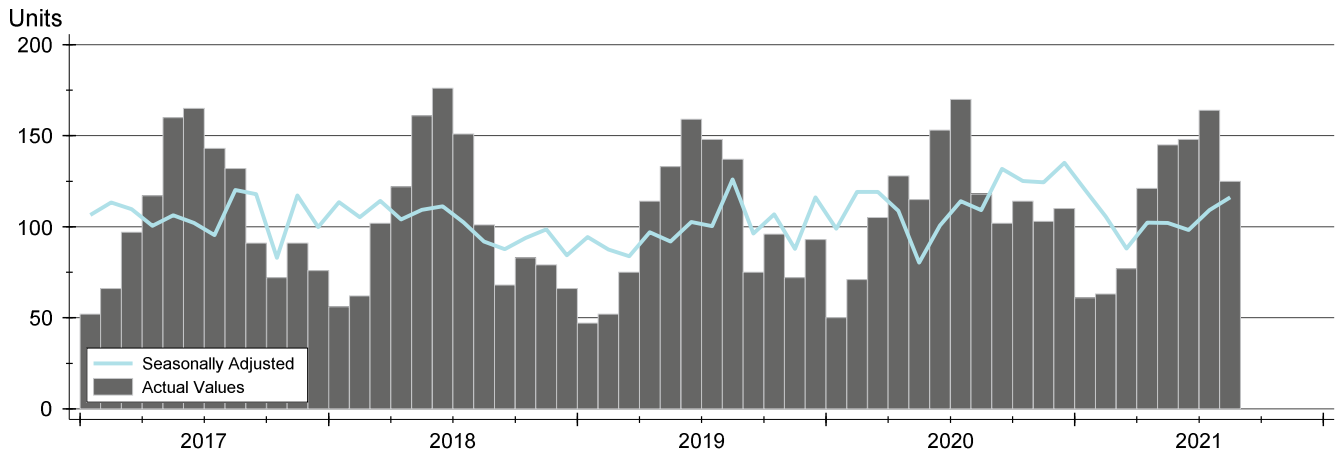
**YTD BREAKDOWNS BY HOME TYPE  
CITY OF LAWRENCE  
AS OF 9/5/2021**

Year-to-Date Activity By Property Type		2021			2020			2019		
		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		<b>904</b>	<b>815</b>	<b>89</b>	910	803	107	865	793	72
Change from prior year		-0.7%	1.5%	-16.8%	5.2%	1.3%	48.6%	-7.1%	-4.6%	-28.0%
New Listings		<b>1,102</b>	<b>982</b>	<b>120</b>	1,132	1,006	126	1,228	1,117	111
Change from prior year		-2.7%	-2.4%	-4.8%	-7.8%	-9.9%	13.5%	0.7%	1.3%	-4.3%
Contracts Written		<b>959</b>	<b>859</b>	<b>100</b>	973	858	115	913	836	77
Change from prior year		-1.4%	0.1%	-13.0%	6.6%	2.6%	49.4%	-4.4%	-1.8%	-26.0%
Sales Volume (1,000s)		<b>270,282</b>	<b>236,957</b>	<b>33,324</b>	234,345	196,934	37,411	209,624	185,836	23,788
Change from prior year		15.3%	20.3%	-10.9%	11.8%	6.0%	57.3%	-4.0%	1.3%	-32.0%
Average	Sale Price	<b>298,984</b>	<b>290,745</b>	<b>374,432</b>	257,522	245,248	349,636	242,340	234,346	330,386
	Change from prior year	16.1%	18.6%	7.1%	6.3%	4.7%	5.8%	3.3%	6.1%	-5.6%
	Days on Market	<b>16</b>	<b>12</b>	<b>48</b>	35	27	96	34	29	82
	Change from prior year	-54.6%	-54.0%	-49.9%	4.1%	-8.3%	17.7%	-5.4%	7.4%	-21.8%
Percent of List		<b>102.1%</b>	<b>102.3%</b>	<b>99.8%</b>	99.5%	99.4%	100.1%	98.9%	98.8%	100.0%
	Change from prior year	2.6%	3.0%	-0.3%	0.5%	0.5%	0.1%	0.0%	0.0%	0.2%
Percent of Original		<b>101.6%</b>	<b>101.8%</b>	<b>100.0%</b>	98.4%	98.3%	99.6%	97.8%	97.6%	99.9%
	Change from prior year	3.2%	3.6%	0.4%	0.6%	0.7%	-0.3%	-0.2%	-0.2%	0.3%
Median	Sale Price	<b>264,950</b>	<b>252,600</b>	<b>344,150</b>	235,000	220,500	333,500	214,900	204,900	341,993
	Change from prior year	12.7%	14.6%	3.2%	9.4%	7.6%	-2.5%	6.9%	6.7%	0.8%
	Days on Market	<b>3</b>	<b>3</b>	<b>22</b>	7	5	61	11	10	71
	Change from prior year	-57.1%	-40.0%	-63.9%	-36.4%	-50.0%	-14.1%	37.5%	42.9%	5.2%
Percent of List		<b>100.0%</b>	<b>101.1%</b>	<b>100.0%</b>	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
	Change from prior year	0.0%	1.1%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Percent of Original		<b>100.0%</b>	<b>101.0%</b>	<b>100.0%</b>	100.0%	100.0%	100.0%	99.6%	99.1%	100.0%
	Change from prior year	0.0%	1.0%	0.0%	0.4%	0.9%	0.0%	-0.4%	-0.3%	0.0%

# CLOSED LISTINGS ANALYSIS

**CITY OF LAWRENCE  
ALL HOMES (NEW & EXISTING)  
AS OF 9/5/2021**

**HISTORY** >>



**SUMMARY** >>

Summary Statistics for Closed Listings		August			Year-to-Date		
		2021	2020	Change	2021	2020	Change
Closed Listings		<b>125</b>	118	5.9%	<b>904</b>	910	-0.7%
Volume (1,000s)		<b>38,332</b>	32,580	17.7%	<b>270,282</b>	234,345	15.3%
Average	Sale Price	<b>306,654</b>	276,104	11.1%	<b>298,984</b>	257,522	16.1%
	Days on Market	<b>16</b>	35	-55.6%	<b>16</b>	35	-54.6%
	Percent of List	<b>101.7%</b>	100.0%	1.7%	<b>102.1%</b>	99.5%	2.6%
	Percent of Original	<b>101.0%</b>	99.3%	1.6%	<b>101.6%</b>	98.4%	3.2%
Median	Sale Price	<b>255,000</b>	250,500	1.8%	<b>264,950</b>	235,000	12.7%
	Days on Market	<b>4</b>	5	-20.0%	<b>3</b>	7	-57.1%
	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%

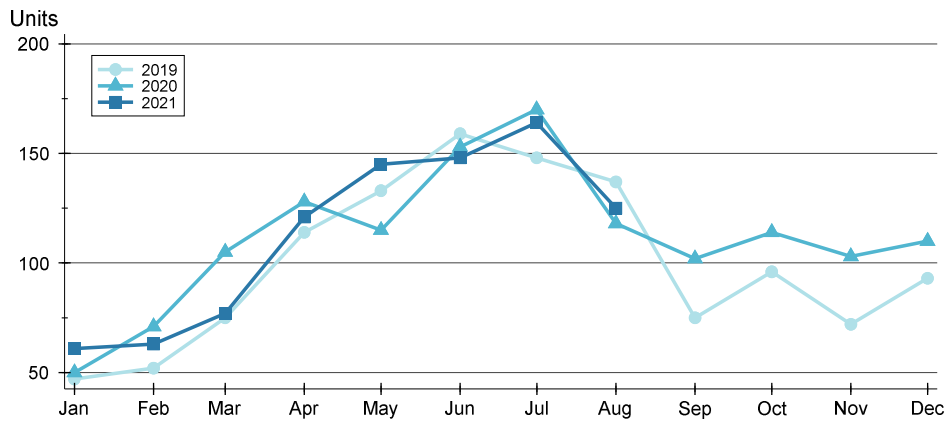
A total of 125 homes sold in the City of Lawrence in August, up from 118 units in August 2020. Total sales volume rose to \$38.3 million compared to \$32.6 million in the previous year.

The median sales price in August was \$255,000, up 1.8% compared to the prior year. Median days on market was 4 days, up from 3 days in July, but down from 5 in August 2020.

# CLOSED LISTINGS ANALYSIS

## BY MONTH >>

**CITY OF LAWRENCE  
ALL HOMES (NEW & EXISTING)  
AS OF 9/5/2021**



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	125
September	75	102	-
October	96	114	-
November	72	103	-
December	93	110	-

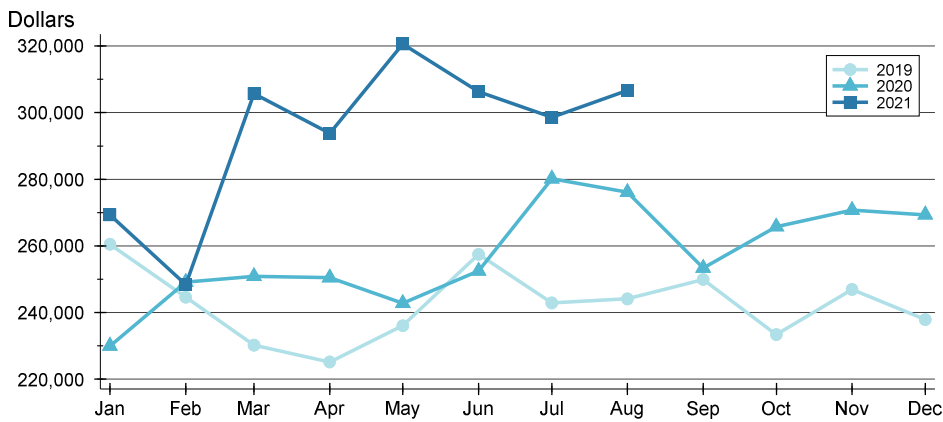
## BY PRICE RANGE >>

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	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$100,000-\$149,999	7	5.6%	860	122,914	120,000	31	11	96.9%	96.0%	96.4%	96.0%
\$150,000-\$199,999	20	16.0%	3,512	175,590	177,500	12	7	103.3%	102.8%	102.5%	103.0%
\$200,000-\$249,999	27	21.6%	6,099	225,878	225,500	5	3	103.4%	102.5%	103.2%	102.3%
\$250,000-\$299,999	25	20.0%	6,702	268,098	269,000	12	7	100.7%	100.0%	100.3%	100.0%
\$300,000-\$349,999	11	8.8%	3,479	316,273	305,000	10	5	102.2%	100.4%	99.6%	100.0%
\$350,000-\$399,999	12	9.6%	4,434	369,492	369,000	14	4	102.1%	101.5%	101.7%	101.5%
\$400,000-\$449,999	8	6.4%	3,445	430,613	435,000	14	7	100.8%	100.0%	99.1%	98.8%
\$450,000-\$499,999	4	3.2%	1,881	470,250	470,000	1	1	101.7%	100.5%	101.7%	100.5%
\$500,000-\$599,999	6	4.8%	3,315	552,458	551,375	16	5	101.0%	100.0%	100.0%	100.0%
\$600,000-\$749,999	3	2.4%	2,005	668,300	699,900	6	7	102.4%	100.0%	102.4%	100.0%
\$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	2	1.6%	2,600	1,300,000	1,300,000	271	271	90.4%	90.4%	90.4%	90.4%
All price ranges	125	100.0%	38,332	306,654	255,000	16	4	101.7%	100.0%	101.0%	100.0%

# CLOSED LISTINGS ANALYSIS

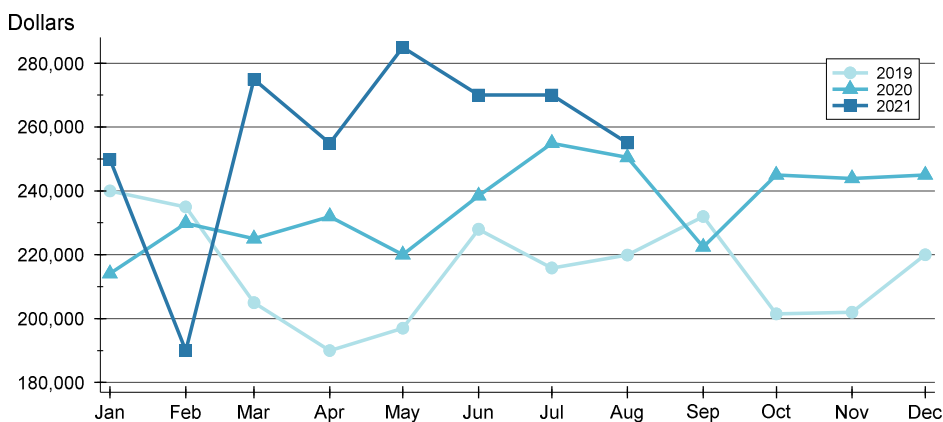
**CITY OF LAWRENCE  
ALL HOMES (NEW & EXISTING)  
AS OF 9/5/2021**

## AVERAGE PRICE >>



Month	2019	2020	2021
January	260,491	229,973	269,320
February	244,614	249,106	248,417
March	230,217	250,879	305,705
April	225,180	250,466	293,794
May	236,053	242,777	320,621
June	257,468	252,488	306,274
July	242,906	280,164	298,563
August	244,101	276,104	306,654
September	249,939	253,345	253,345
October	233,403	265,768	265,768
November	246,937	270,728	270,728
December	237,884	269,355	269,355

## MEDIAN PRICE >>

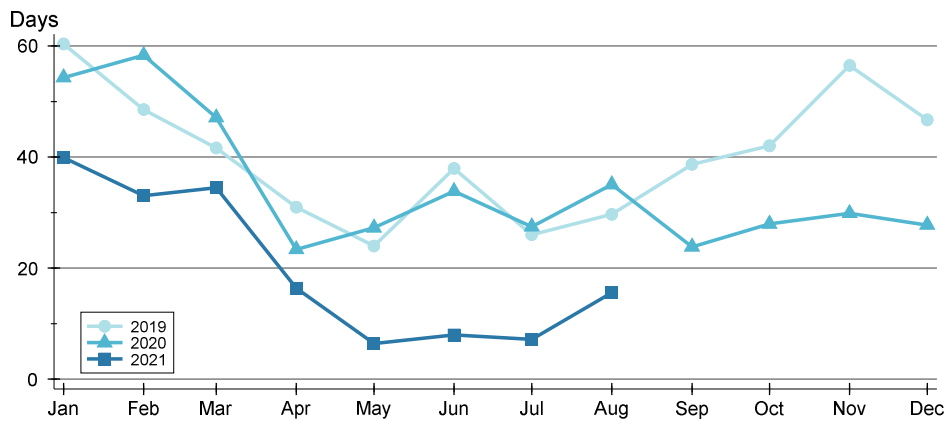


Month	2019	2020	2021
January	240,000	214,075	249,900
February	235,000	229,900	190,000
March	205,000	225,000	275,000
April	190,000	232,000	254,900
May	197,000	220,000	285,000
June	228,000	238,500	270,000
July	215,875	254,950	270,000
August	219,900	250,500	255,000
September	232,000	222,450	222,450
October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

# CLOSED LISTINGS ANALYSIS

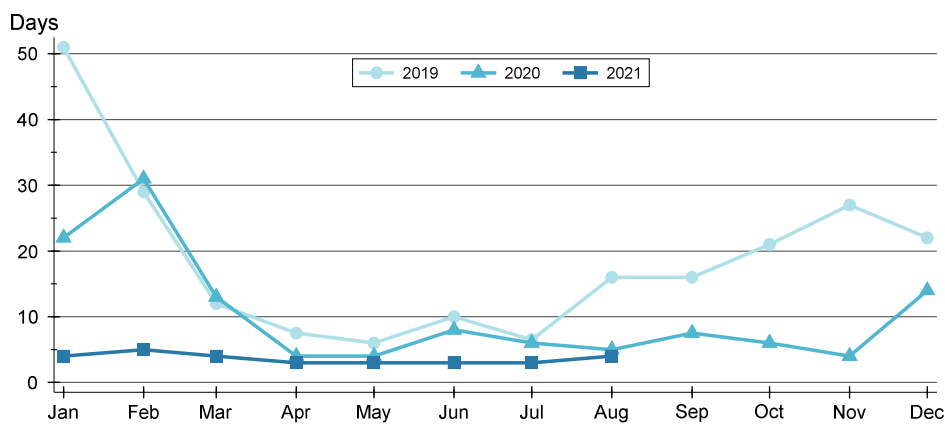
**CITY OF LAWRENCE  
ALL HOMES (NEW & EXISTING)  
AS OF 9/5/2021**

## 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	16
September	39	24	
October	42	28	
November	57	30	
December	47	28	

## MEDIAN DOM >>

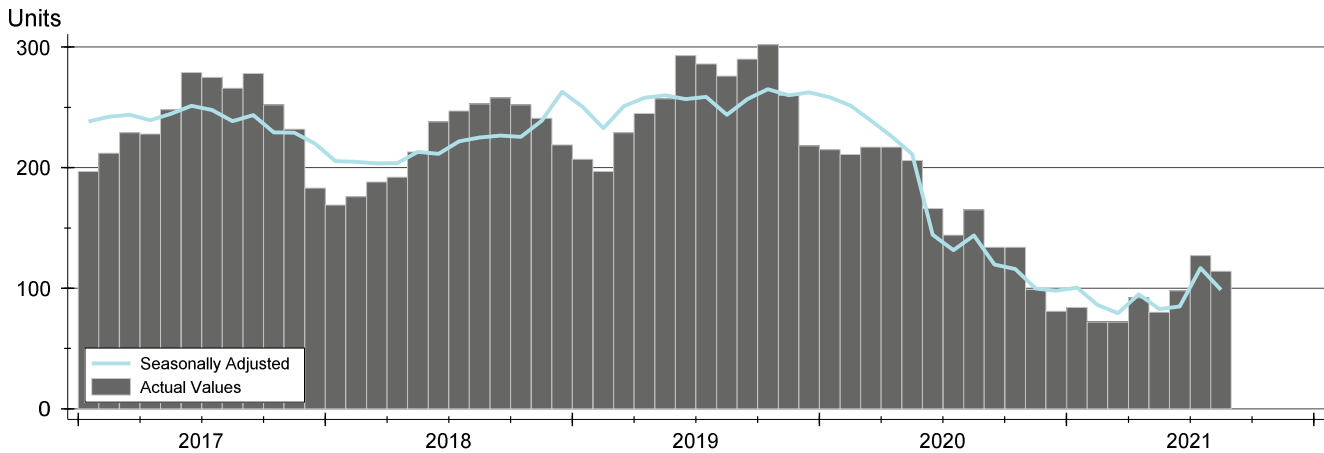


Month	2019	2020	2021
January	51	22	4
February	29	31	5
March	12	13	4
April	8	4	3
May	6	4	3
June	10	8	3
July	7	6	3
August	16	5	4
September	16	8	
October	21	6	
November	27	4	
December	22	14	

# ACTIVE LISTINGS ANALYSIS

## HISTORY >>

**CITY OF LAWRENCE  
ALL HOMES (NEW & EXISTING)  
AS OF 9/5/2021**



## SUMMARY >>

Summary Statistics for Active Listings		End of August		
		2021	2020	Change
Active Listings		<b>114</b>	165	-30.9%
Months' Supply		<b>1.0</b>	1.6	-35.4%
Volume (1,000s)		<b>34,822</b>	54,441	-36.0%
Average	List Price	<b>305,460</b>	329,944	-7.4%
	Days on Market	<b>48</b>	66	-28.1%
	Percent of Original	<b>97.2%</b>	98.7%	-1.5%
Median	List Price	<b>254,000</b>	279,900	-9.3%
	Days on Market	<b>33</b>	33	0.0%
	Percent of Original	<b>100.0%</b>	100.0%	0.0%

A total of 114 homes were available for sale in the City of Lawrence at the end of August. This represents a 1.0 months' supply of active listings.

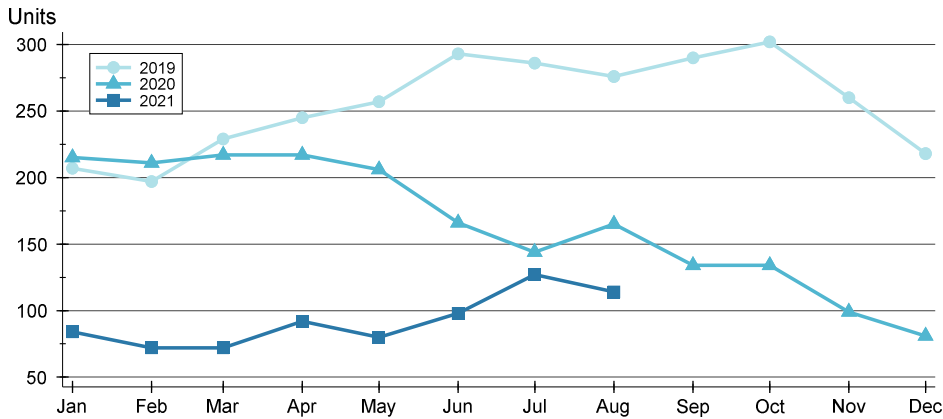
The median list price of homes on the market at the end of August was \$254,000, down 9.3% from 2020. The typical time on market for active listings was 33 days, the same as in August 2020.



# ACTIVE LISTINGS ANALYSIS

## BY MONTH >>

**CITY OF LAWRENCE  
ALL HOMES (NEW & EXISTING)  
AS OF 9/5/2021**



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

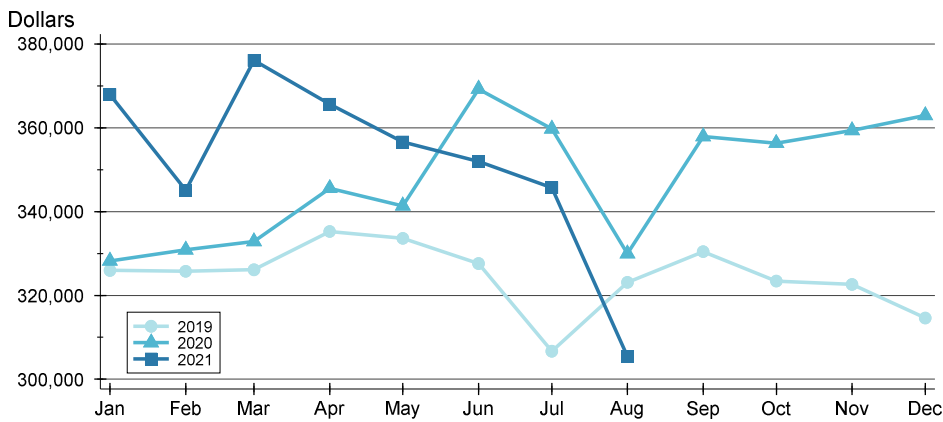
## BY PRICE RANGE >>

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	4	3.5%	4	N/A	968	938	26	22	94.7%	97.4%
\$50,000-\$99,999	5	4.4%	426	N/A	85,224	86,500	61	64	94.2%	100.0%
\$100,000-\$149,999	10	8.8%	1,301	1.4	130,120	128,700	37	23	93.7%	98.5%
\$150,000-\$199,999	16	14.0%	2,882	0.8	180,097	179,450	28	25	96.7%	100.0%
\$200,000-\$249,999	21	18.4%	4,784	0.8	227,795	230,000	33	18	98.6%	100.0%
\$250,000-\$299,999	6	5.3%	1,625	0.2	270,883	263,950	54	34	96.7%	96.7%
\$300,000-\$349,999	13	11.4%	4,267	1.2	328,223	329,900	28	24	98.8%	100.0%
\$350,000-\$399,999	17	14.9%	6,426	1.4	378,012	379,900	49	36	96.8%	100.0%
\$400,000-\$449,999	5	4.4%	2,147	0.6	429,360	435,000	70	78	100.2%	100.0%
\$450,000-\$499,999	4	3.5%	1,900	1.0	474,925	474,900	42	42	100.0%	100.0%
\$500,000-\$599,999	4	3.5%	2,162	0.7	540,600	539,250	73	64	98.0%	98.3%
\$600,000-\$749,999	5	4.4%	3,365	1.7	672,940	650,000	143	124	96.8%	96.3%
\$750,000-\$999,999	3	2.6%	2,534	N/A	844,667	839,000	89	70	96.6%	100.0%
\$1,000,000 and up	1	0.9%	1,000	0.5	1,000,000	1,000,000	207	207	100.0%	100.0%
All price ranges	114	100.0%	34,822	0.9	305,460	254,000	48	33	97.2%	100.0%

# ACTIVE LISTINGS ANALYSIS

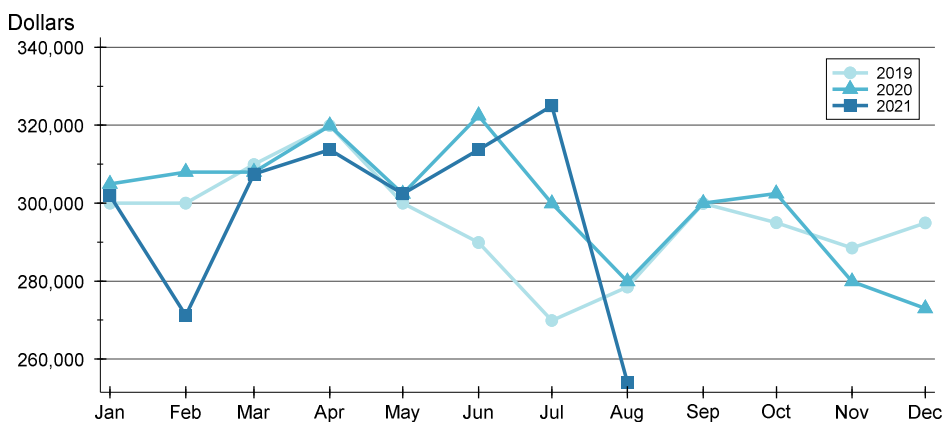
**CITY OF LAWRENCE  
ALL HOMES (NEW & EXISTING)  
AS OF 9/5/2021**

## 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	365,613
May	333,601	341,378	356,591
June	327,597	369,250	351,923
July	306,684	359,709	345,664
August	323,116	329,944	305,460
September	330,454	357,903	
October	323,407	356,330	
November	322,600	359,334	
December	314,584	362,929	

## MEDIAN PRICE >>

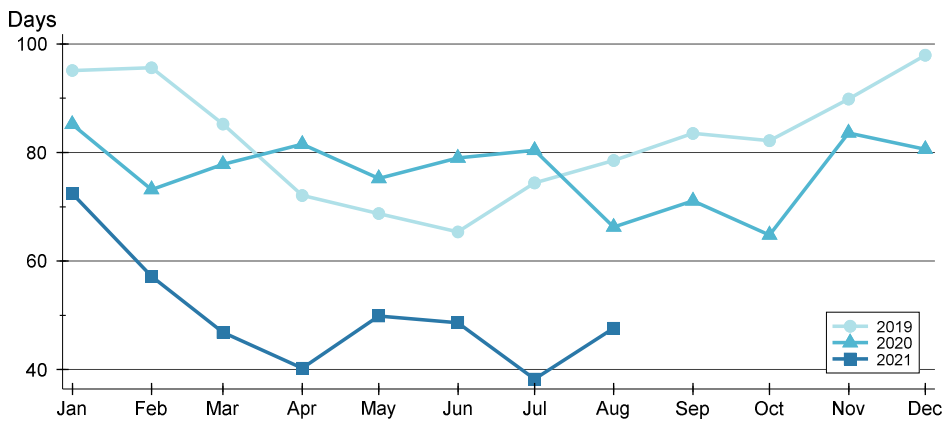


Month	2019	2020	2021
January	300,000	304,900	301,950
February	300,000	308,000	271,225
March	309,900	308,000	307,450
April	319,900	319,900	313,750
May	300,000	302,350	302,400
June	289,900	322,450	313,700
July	269,900	299,900	325,000
August	278,500	279,900	254,000
September	299,900	300,000	
October	295,000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

# ACTIVE LISTINGS ANALYSIS

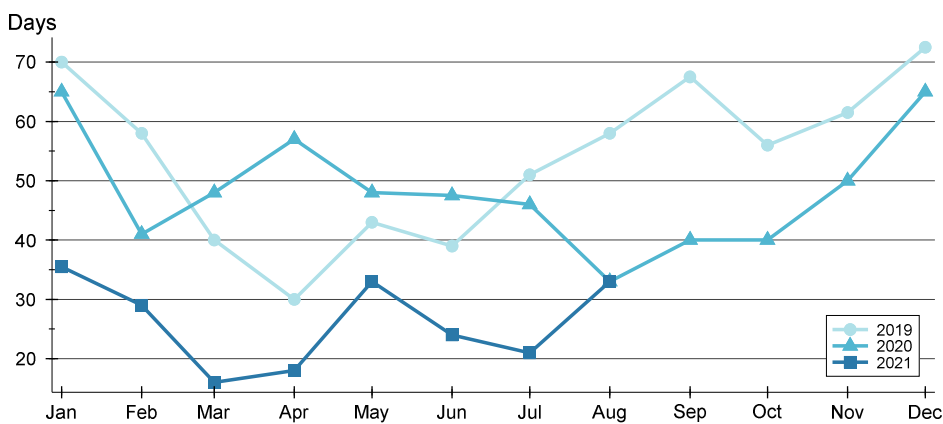
**CITY OF LAWRENCE  
ALL HOMES (NEW & EXISTING)  
AS OF 9/5/2021**

## AVERAGE DOM >>



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

## MEDIAN DOM >>

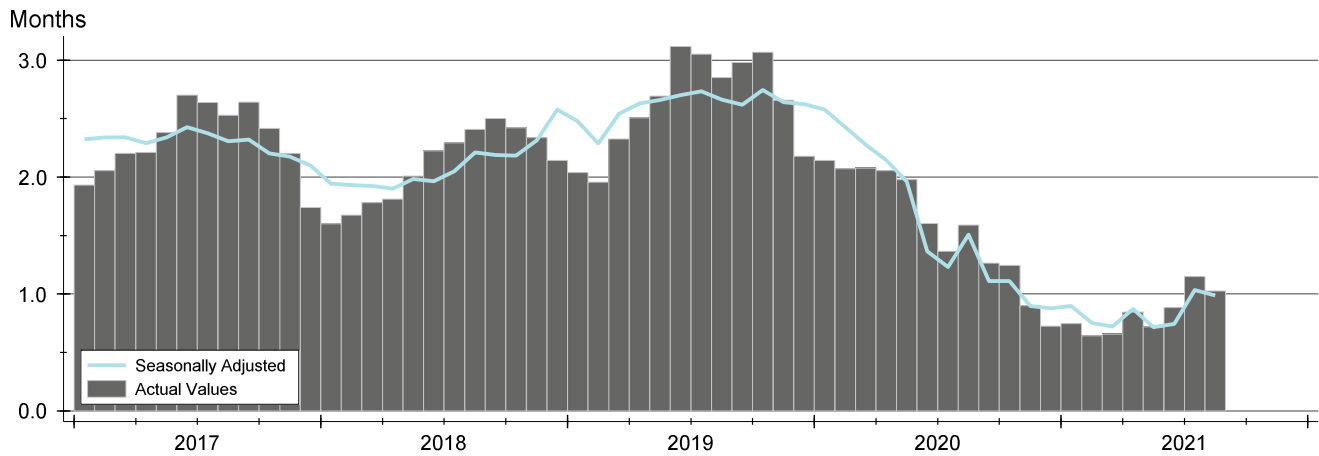


Month	2019	2020	2021
January	70	65	36
February	58	41	29
March	40	48	16
April	30	57	18
May	43	48	33
June	39	48	24
July	51	46	21
August	58	33	33
September	68	40	
October	56	40	
November	62	50	
December	73	65	

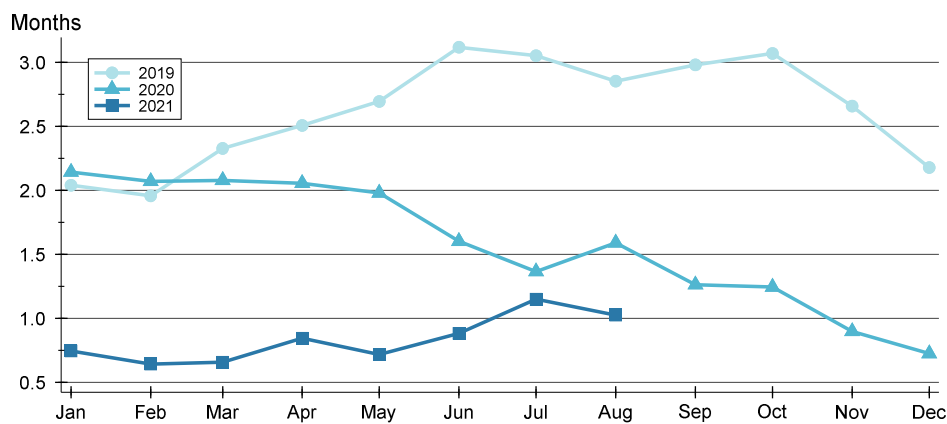
# MONTHS' SUPPLY ANALYSIS

**CITY OF LAWRENCE  
ALL HOMES (NEW & EXISTING)  
AS OF 9/5/2021**

**HISTORY** >>



**BY MONTH** >>

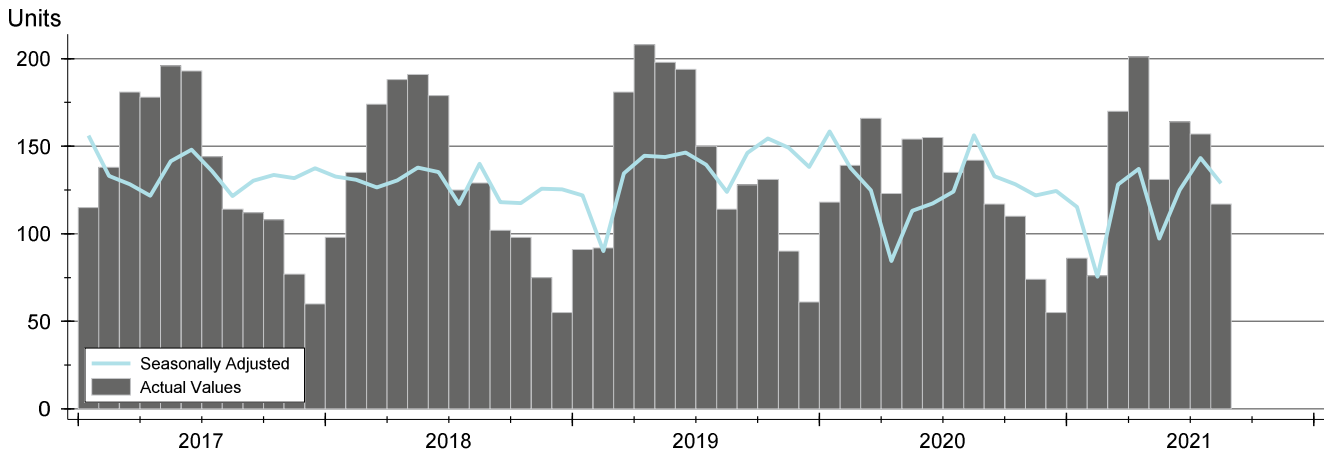


Month	2019	2020	2021
January	2.0	2.1	0.7
February	2.0	2.1	0.6
March	2.3	2.1	0.7
April	2.5	2.1	0.8
May	2.7	2.0	0.7
June	3.1	1.6	0.9
July	3.1	1.4	1.1
August	2.9	1.6	1.0
September	3.0	1.3	
October	3.1	1.2	
November	2.7	0.9	
December	2.2	0.7	

# NEW LISTINGS ANALYSIS

**CITY OF LAWRENCE  
ALL HOMES (NEW & EXISTING)  
AS OF 9/5/2021**

**HISTORY** >>



**SUMMARY** >>

Summary Statistics for New Listings		August		
		2021	2020	Change
Current Month	New Listings	<b>117</b>	142	-17.6%
	Volume (1,000s)	<b>30,111</b>	35,539	-15.3%
	Average List Price	<b>257,355</b>	250,273	2.8%
	Median List Price	<b>230,000</b>	231,450	-0.6%
YTD	New Listings	<b>1,102</b>	1,132	-2.7%
	Volume (1,000s)	<b>321,196</b>	301,778	6.4%
	Average List Price	<b>291,466</b>	266,588	9.3%
	Median List Price	<b>259,900</b>	239,900	8.3%

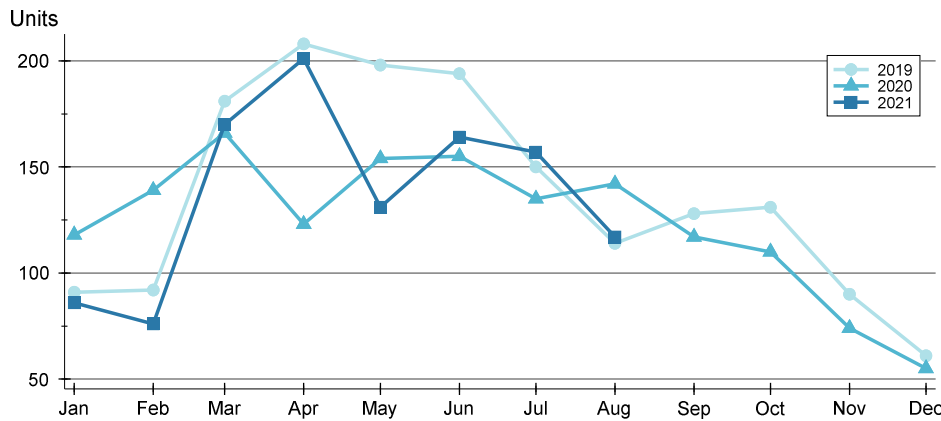
A total of 117 new listings were added in the City of Lawrence during August, down 17.6% from the same month in 2020. Year-to-date the City of Lawrence has seen 1,102 new listings.

The median list price of these homes was \$230,000 down from \$231,450 in 2020.

# NEW LISTINGS ANALYSIS

## BY MONTH >>

**CITY OF LAWRENCE  
ALL HOMES (NEW & EXISTING)  
AS OF 9/5/2021**



Month	2019	2020	2021
January	91	118	86
February	92	139	76
March	181	166	170
April	208	123	201
May	198	154	131
June	194	155	164
July	150	135	157
August	114	142	117
September	128	117	117
October	131	110	110
November	90	74	74
December	61	55	55

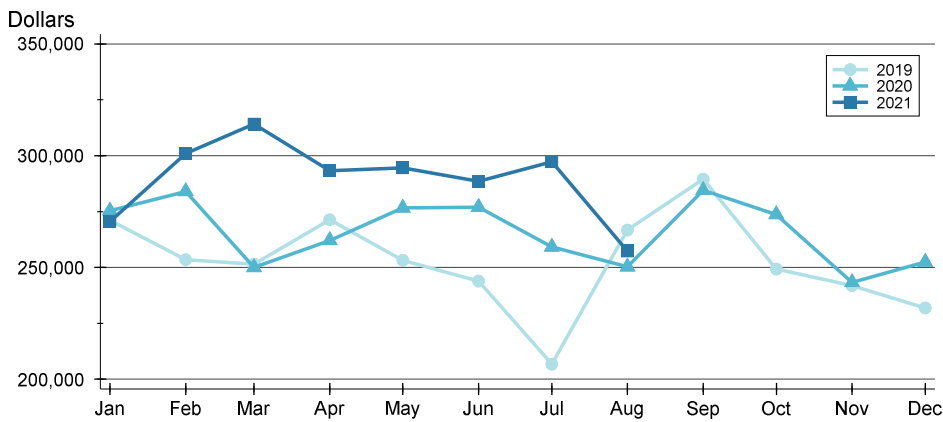
## BY PRICE RANGE >>

Price Range	New Listings			List Price	
	Number	Percent	Volume	Average	Median
Below \$50,000	4	3.4%	3	846	843
\$50,000-\$99,999	0	0.0%	0	N/A	N/A
\$100,000-\$149,999	8	6.8%	982	122,750	119,950
\$150,000-\$199,999	22	18.8%	4,013	182,393	179,950
\$200,000-\$249,999	35	29.9%	7,901	225,743	225,000
\$250,000-\$299,999	12	10.3%	3,320	276,692	272,000
\$300,000-\$349,999	17	14.5%	5,600	329,394	329,900
\$350,000-\$399,999	7	6.0%	2,609	372,671	365,000
\$400,000-\$449,999	6	5.1%	2,539	423,117	417,400
\$450,000-\$499,999	4	3.4%	1,919	479,800	474,900
\$500,000-\$599,999	1	0.9%	525	525,000	525,000
\$600,000-\$749,999	1	0.9%	700	699,900	699,900
\$750,000-\$999,999	0	0.0%	0	N/A	N/A
\$1,000,000 and up	0	0.0%	0	N/A	N/A
All price ranges	117	100.0%	30,111	257,355	230,000

# NEW LISTINGS ANALYSIS

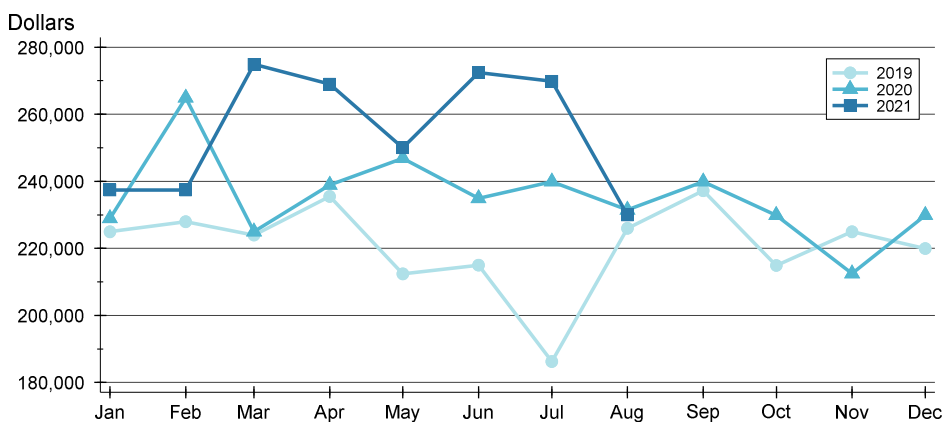
**CITY OF LAWRENCE  
ALL HOMES (NEW & EXISTING)  
AS OF 9/5/2021**

## AVERAGE PRICE >>



Month	2019	2020	2021
January	271,062	275,402	270,491
February	253,519	284,009	300,975
March	251,491	249,995	314,158
April	271,345	262,107	293,231
May	253,236	276,641	294,603
June	243,938	276,994	288,585
July	206,720	259,179	297,336
August	266,719	250,273	257,355
September	289,474	284,531	-
October	249,298	273,711	-
November	241,850	243,317	-
December	231,896	252,416	-

## MEDIAN PRICE >>

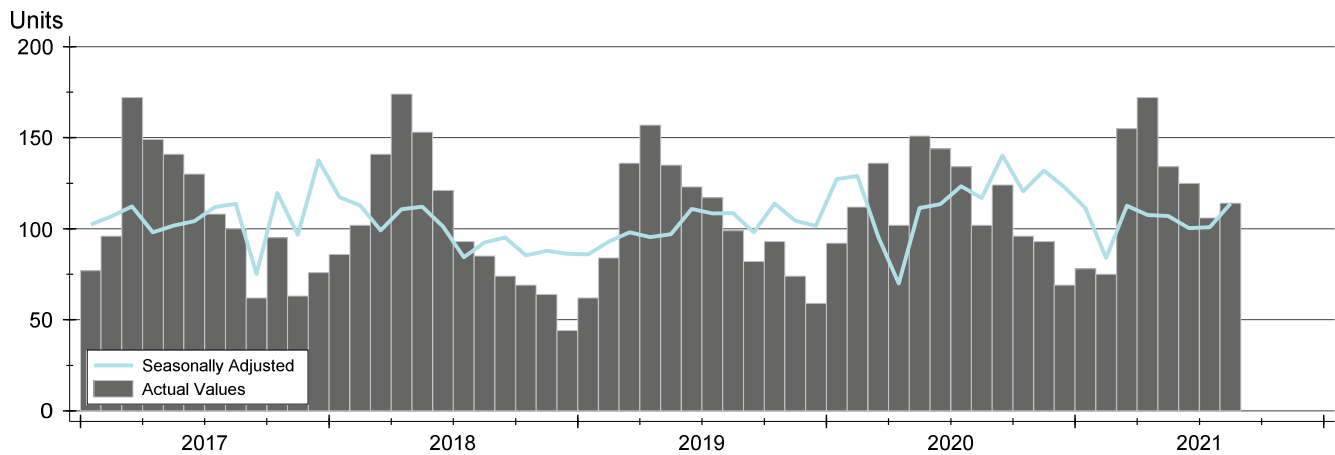


Month	2019	2020	2021
January	224,950	228,950	237,450
February	227,950	264,900	237,450
March	224,000	224,950	274,950
April	235,500	238,900	269,000
May	212,400	246,900	250,000
June	215,000	234,900	272,450
July	186,250	239,900	269,900
August	226,000	231,450	230,000
September	237,200	239,900	-
October	214,900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

## CONTRACTS WRITTEN ANALYSIS

CITY OF LAWRENCE  
ALL HOMES (NEW & EXISTING)  
AS OF 9/5/2021

### HISTORY >>



### SUMMARY >>

Summary Statistics		August			Year-to-Date		
for Contracts Written		2021	2020	Change	2021	2020	Change
Closed Listings		<b>114</b>	102	11.8%	<b>959</b>	973	-1.4%
Volume (1,000s)		<b>32,862</b>	26,201	25.4%	<b>284,718</b>	255,194	11.6%
Average	Sale Price	<b>288,267</b>	256,876	12.2%	<b>296,890</b>	262,276	13.2%
	Days on Market	<b>18</b>	19	-1.8%	<b>14</b>	32	-56.4%
	Percent of Original	<b>98.4%</b>	98.5%	-0.1%	<b>101.4%</b>	98.5%	2.9%
Median	Sale Price	<b>260,000</b>	224,950	15.6%	<b>259,900</b>	235,000	10.6%
	Days on Market	<b>5</b>	5	0.0%	<b>3</b>	6	-50.0%
	Percent of Original	<b>100.0%</b>	100.0%	0.0%	<b>100.0%</b>	100.0%	0.0%

A total of 114 contracts for sale were written in the City of Lawrence during the month of August, up from 102 in 2020. The median list price of these homes was \$260,000, up from \$224,950 the prior year.

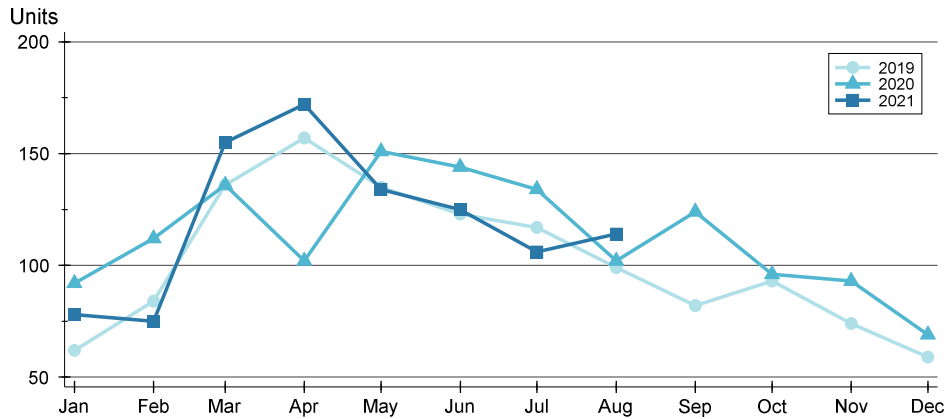
Half of the homes that went under contract in August were on the market less than 5 days, compared to 5 days in August 2020.



# CONTRACTS WRITTEN ANALYSIS

## BY MONTH >>

**CITY OF LAWRENCE  
ALL HOMES (NEW & EXISTING)  
AS OF 9/5/2021**



Month	2019	2020	2021
January	62	92	78
February	84	112	75
March	136	136	155
April	157	102	172
May	135	151	134
June	123	144	125
July	117	134	106
August	99	102	114
September	82	124	
October	93	96	
November	74	93	
December	59	69	

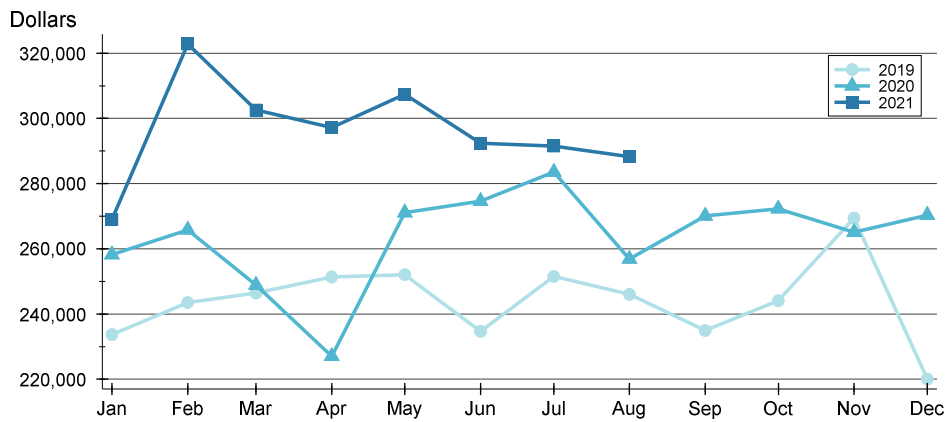
## BY PRICE RANGE >>

Price Range	Contracts Written			List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median
Below \$50,000	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
\$50,000-\$99,999	2	1.8%	170	84,950	84,950	46	46	85.9%	85.9%
\$100,000-\$149,999	8	7.0%	939	117,425	112,500	11	7	94.8%	98.0%
\$150,000-\$199,999	18	15.8%	3,358	186,563	190,000	8	5	99.5%	100.0%
\$200,000-\$249,999	25	21.9%	5,620	224,780	224,900	10	4	99.9%	100.0%
\$250,000-\$299,999	17	14.9%	4,613	271,335	269,000	23	11	97.4%	100.0%
\$300,000-\$349,999	18	15.8%	5,912	328,436	326,975	7	4	99.5%	100.0%
\$350,000-\$399,999	3	2.6%	1,096	365,333	365,000	2	2	100.0%	100.0%
\$400,000-\$449,999	10	8.8%	4,268	426,810	429,700	28	25	98.8%	100.0%
\$450,000-\$499,999	6	5.3%	2,859	476,550	472,200	34	41	98.0%	99.0%
\$500,000-\$599,999	5	4.4%	2,758	551,500	547,500	27	30	98.4%	100.0%
\$600,000-\$749,999	2	1.8%	1,270	635,000	635,000	184	184	91.0%	91.0%
\$750,000-\$999,999	0	0.0%	0	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
All price ranges	114	100.0%	32,862	288,267	260,000	18	5	98.4%	100.0%

# CONTRACTS WRITTEN ANALYSIS

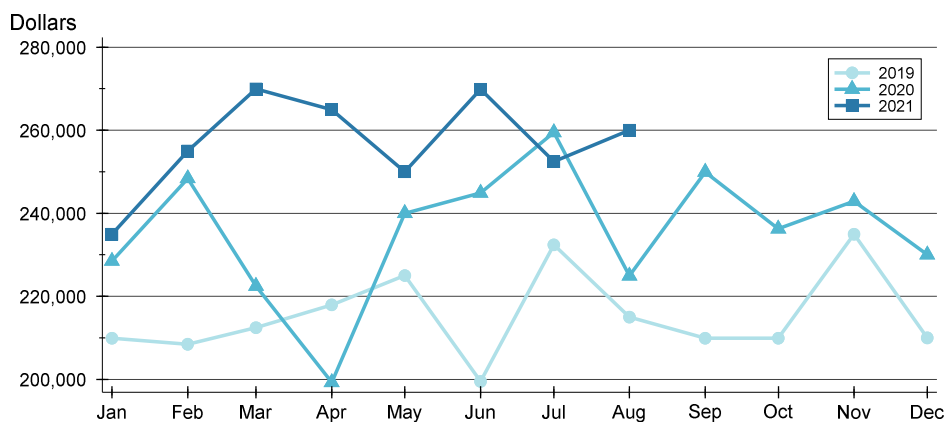
**CITY OF LAWRENCE  
ALL HOMES (NEW & EXISTING)  
AS OF 9/5/2021**

## AVERAGE PRICE >>



Month	2019	2020	2021
January	233,686	258,187	269,000
February	243,524	265,812	322,833
March	246,402	248,864	302,547
April	251,351	227,017	297,233
May	252,072	271,062	307,426
June	234,702	274,618	292,363
July	251,518	283,526	291,526
August	246,013	256,876	288,267
September	234,923	270,058	
October	244,064	272,269	
November	269,458	265,091	
December	220,000	270,325	

## MEDIAN PRICE >>

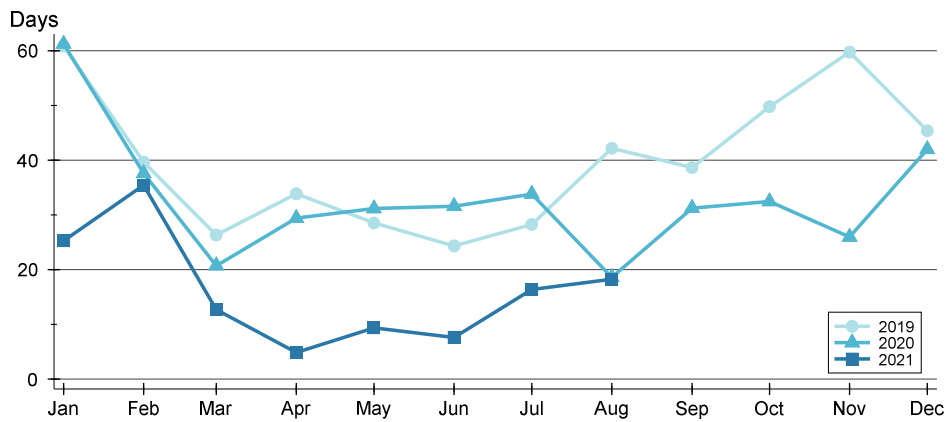


Month	2019	2020	2021
January	209,900	228,500	235,000
February	208,450	248,400	255,000
March	212,450	222,450	269,950
April	217,950	199,250	264,950
May	225,000	240,000	250,000
June	199,500	244,900	269,900
July	232,400	259,450	252,450
August	215,000	224,950	260,000
September	209,900	249,950	
October	209,900	236,250	
November	234,950	242,900	
December	210,000	230,000	

# CONTRACTS WRITTEN ANALYSIS

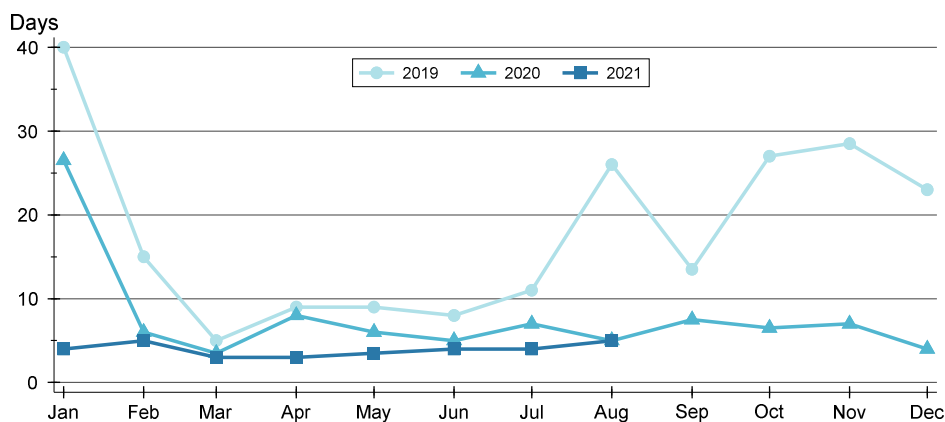
**CITY OF LAWRENCE  
ALL HOMES (NEW & EXISTING)  
AS OF 9/5/2021**

## 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	16
August	42	19	18
September	39	31	
October	50	32	
November	60	26	
December	45	42	

## MEDIAN DOM >>

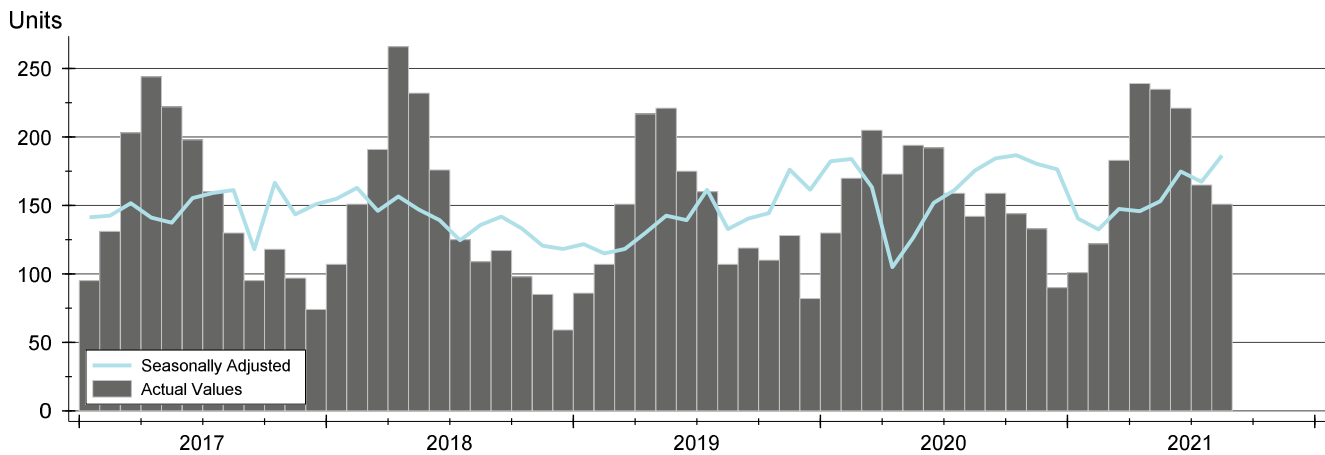


Month	2019	2020	2021
January	40	27	4
February	15	6	5
March	5	4	3
April	9	8	3
May	9	6	4
June	8	5	4
July	11	7	4
August	26	5	5
September	14	8	
October	27	7	
November	29	7	
December	23	4	

# PENDING CONTRACTS ANALYSIS

**CITY OF LAWRENCE  
ALL HOMES (NEW & EXISTING)  
AS OF 9/5/2021**

**HISTORY** >>



**SUMMARY** >>

Summary Statistics		End of August		
for Active Listings		2021	2020	Change
Active Listings		<b>151</b>	142	6.3%
Volume (1,000s)		<b>45,838</b>	39,348	16.5%
Average	List Price	<b>303,562</b>	277,101	9.5%
	Days on Market	<b>18</b>	23	-19.8%
	Percent of Original	<b>98.6%</b>	98.6%	0.0%
Median	List Price	<b>289,900</b>	247,950	16.9%
	Days on Market	<b>5</b>	7	-28.6%
	Percent of Original	<b>100.0%</b>	100.0%	0.0%

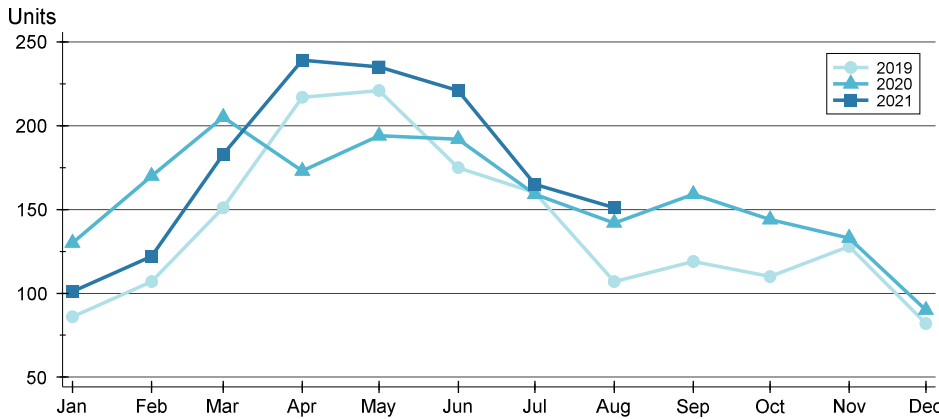
A total of 151 listings in the City of Lawrence had contracts pending at the end of August, up from 142 contracts pending at the end of August 2020.

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

## BY MONTH >>

**CITY OF LAWRENCE  
ALL HOMES (NEW & EXISTING)  
AS OF 9/5/2021**



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	-
October	110	144	-
November	128	133	-
December	82	90	-

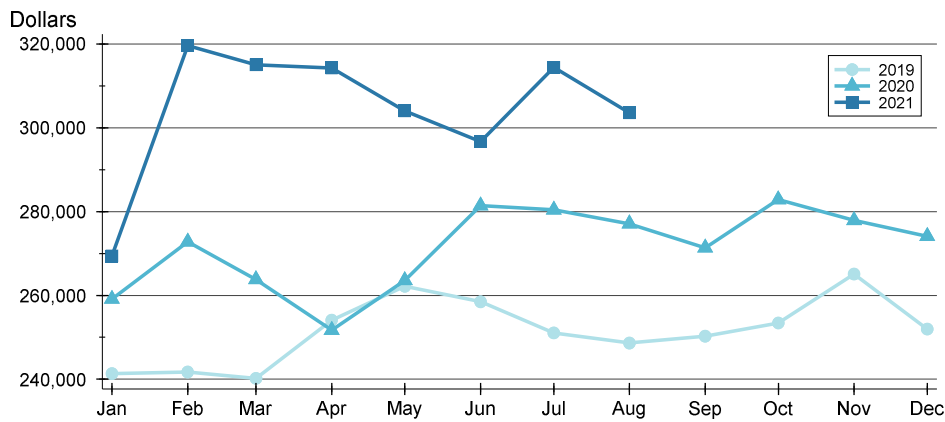
## BY PRICE RANGE >>

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	2	1.3%	170	84,950	84,950	46	46	85.9%	85.9%
\$100,000-\$149,999	8	5.3%	958	119,794	110,000	23	12	94.2%	100.0%
\$150,000-\$199,999	22	14.6%	4,018	182,629	184,900	10	7	99.5%	100.0%
\$200,000-\$249,999	27	17.9%	6,099	225,893	224,900	8	3	99.3%	100.0%
\$250,000-\$299,999	24	15.9%	6,654	277,263	275,000	19	5	97.6%	100.0%
\$300,000-\$349,999	23	15.2%	7,490	325,650	324,500	18	4	99.7%	100.0%
\$350,000-\$399,999	6	4.0%	2,221	370,167	370,000	3	2	100.0%	100.0%
\$400,000-\$449,999	20	13.2%	8,474	423,710	423,500	21	17	99.7%	100.0%
\$450,000-\$499,999	9	6.0%	4,244	471,517	469,350	24	13	98.7%	100.0%
\$500,000-\$599,999	8	5.3%	4,240	529,941	525,000	16	12	99.2%	100.0%
\$600,000-\$749,999	2	1.3%	1,270	635,000	635,000	184	184	91.0%	91.0%
\$750,000-\$999,999	0	0.0%	0	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
All price ranges	151	100.0%	45,838	303,562	289,900	18	5	98.6%	100.0%

# PENDING CONTRACTS ANALYSIS

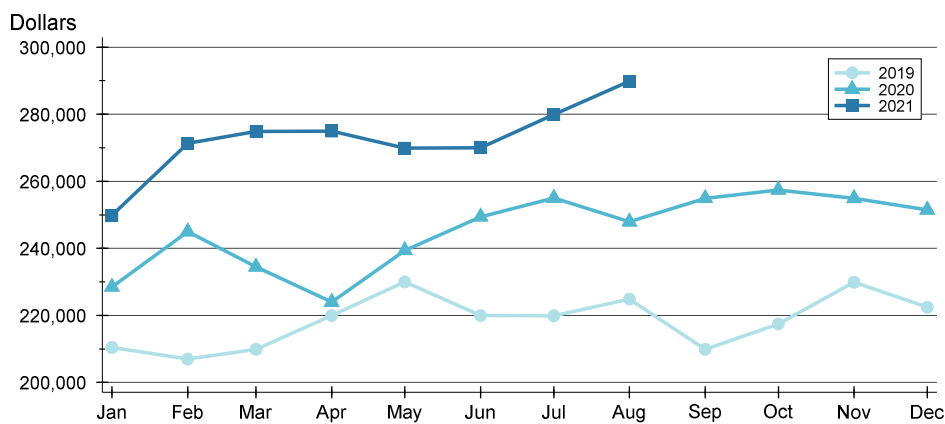
**CITY OF LAWRENCE  
ALL HOMES (NEW & EXISTING)  
AS OF 9/5/2021**

## 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	314,285
May	262,156	263,573	304,048
June	258,478	281,418	296,684
July	251,037	280,388	314,396
August	248,627	277,101	303,562
September	250,263	271,368	
October	253,428	282,843	
November	265,092	277,889	
December	251,972	274,123	

## MEDIAN PRICE >>

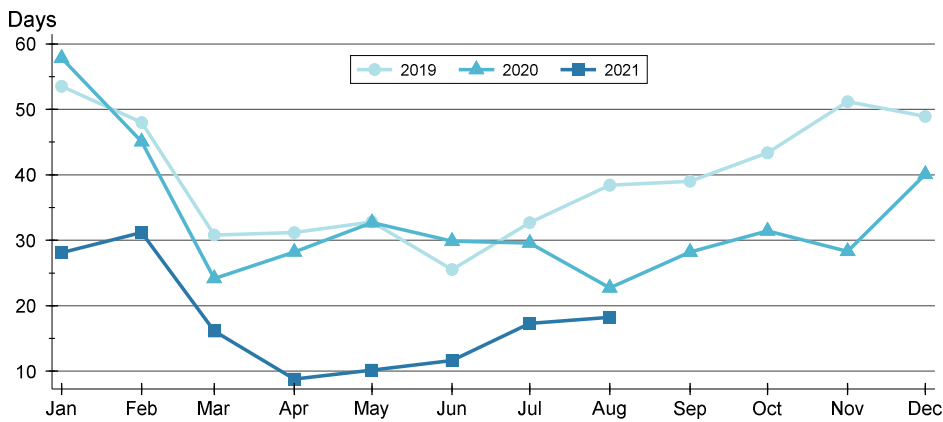


Month	2019	2020	2021
January	210,450	228,500	249,900
February	207,000	245,000	271,300
March	209,900	234,500	274,900
April	219,950	224,000	275,000
May	230,000	239,400	269,900
June	219,950	249,425	270,000
July	219,900	255,000	279,900
August	224,900	247,950	289,900
September	209,900	254,950	
October	217,450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

# PENDING CONTRACTS ANALYSIS

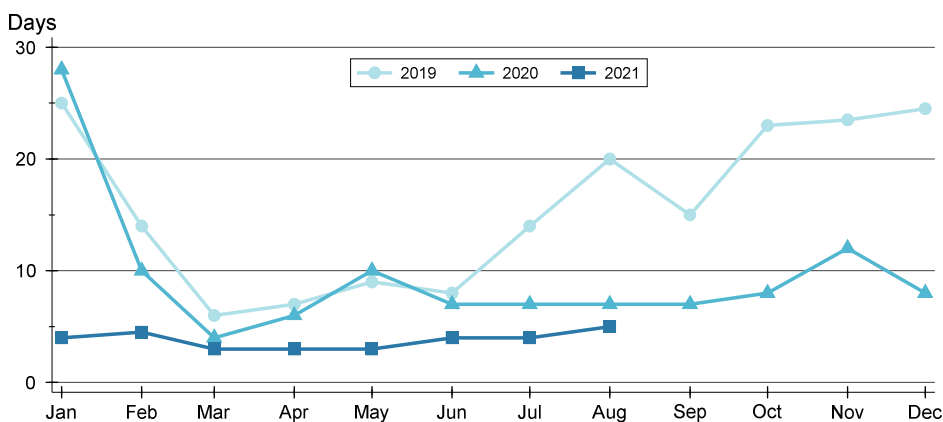
**CITY OF LAWRENCE  
ALL HOMES (NEW & EXISTING)  
AS OF 9/5/2021**

## AVERAGE DOM >>



Month	2019	2020	2021
January	54	58	28
February	48	45	31
March	31	24	16
April	31	28	9
May	33	33	10
June	26	30	12
July	33	30	17
August	38	23	18
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	3
May	9	10	3
June	8	7	4
July	14	7	4
August	20	7	5
September	15	7	
October	23	8	
November	24	12	
December	25	8	