

## MARKET OVERVIEW >>

### Lawrence City Home Sales Fell in July

Total home sales in the City of Lawrence fell last month to 163 units, compared to 170 units in July 2020. Total sales volume was \$48.7 million, up from a year earlier.

The median sale price in July was \$270,000, up from \$254,950 a year earlier. Homes that sold in July were typically on the market for 3 days and sold for 101.3% of their list prices.

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

The total number of active listings in the City of Lawrence at the end of July was 127 units, down from 144 at the same point in 2020. This represents a 1.2 months' supply of homes available for sale. The median list price of homes on the market at the end of July was \$325,000.

During July, a total of 105 contracts were written down from 134 in July 2020. At the end of the month, there were 165 contracts pending, compared to 159 at the end of July 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		July		
Current Month		2021	2020	Change
Summary Statistics				
Home Sales		163	170	-4.1%
Active Listings		127	144	-11.8%
Months' Supply		1.2	1.4	-15.8%
New Listings		155	135	14.8%
Contracts Written		105	134	-21.6%
Pending Contracts		165	159	3.8%
Sales Volume (1,000s)		48,682	47,628	2.2%
Average	Sale Price	298,665	280,164	6.6%
	List Price of Actives	345,664	359,709	-3.9%
	Days on Market	7	27	-73.8%
	Percent of List	102.5%	100.0%	2.5%
	Percent of Original	102.3%	99.2%	3.1%
Median	Sale Price	270,000	254,950	5.9%
	List Price of Actives	325,000	299,900	8.4%
	Days on Market	3	6	-50.0%
	Percent of List	101.3%	100.0%	1.3%
	Percent of Original	101.4%	100.0%	1.4%

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# THREE-YEAR COMPARISONS

## SUMMARY >>

**BREAKDOWNS BY HOME TYPE  
CITY OF LAWRENCE  
AS OF 8/8/2021**

July MLS Statistics		2021			2020			2019			
By Property Type		Total	Existing	New	Total	Existing	New	Total	Existing	New	
Home Sales		<b>163</b>	<b>149</b>	<b>14</b>	170	148	22	148	144	4	
	Change from prior year	-4.1%	0.7%	-36.4%	14.9%	2.8%	450.0%	-2.0%	9.1%	-78.9%	
Active Listings		<b>127</b>	<b>105</b>	<b>22</b>	144	107	37	286	239	47	
	Change from prior year	-11.8%	-1.9%	-40.5%	-49.7%	-55.2%	-21.3%	15.8%	14.9%	20.5%	
Months' Supply		<b>1.2</b>	<b>1.1</b>	<b>1.8</b>	1.4	1.1	3.4	3.1	2.8	5.6	
	Change from prior year	-15.8%	-5.2%	-48.5%	-55.2%	-59.6%	-38.8%	33.0%	29.9%	59.9%	
New Listings		<b>155</b>	<b>141</b>	<b>14</b>	135	117	18	150	144	6	
	Change from prior year	14.8%	20.5%	-22.2%	-10.0%	-18.8%	200.0%	20.0%	22.0%	-14.3%	
Contracts Written		<b>105</b>	<b>95</b>	<b>10</b>	134	117	17	117	109	8	
	Change from prior year	-21.6%	-18.8%	-41.2%	14.5%	7.3%	112.5%	25.8%	22.5%	100.0%	
Pending Contracts		<b>165</b>	<b>127</b>	<b>38</b>	159	130	29	160	143	17	
	Change from prior year	3.8%	-2.3%	31.0%	-0.6%	-9.1%	70.6%	28.0%	30.0%	13.3%	
Sales Volume (1,000s)		<b>48,682</b>	<b>42,875</b>	<b>5,807</b>	47,628	39,058	8,569	35,950	34,599	1,351	
	Change from prior year	2.2%	9.8%	-32.2%	32.5%	12.9%	534.4%	6.7%	26.3%	-78.6%	
Average	Sale Price	<b>298,665</b>	<b>287,751</b>	<b>414,817</b>	280,164	263,908	389,519	242,906	240,272	337,721	
		Change from prior year	6.6%	9.0%	6.5%	15.3%	9.8%	15.3%	8.8%	15.8%	1.8%
	List Price of Actives	<b>345,664</b>	<b>334,689</b>	<b>398,045</b>	359,709	345,363	401,195	306,684	288,264	400,352	
		Change from prior year	-3.9%	-3.1%	-0.8%	17.3%	19.8%	0.2%	-3.3%	-6.3%	8.9%
	Days on Market	<b>7</b>	<b>6</b>	<b>20</b>	27	22	66	26	23	125	
		Change from prior year	-73.7%	-72.2%	-70.1%	5.5%	-6.4%	-47.4%	1.1%	8.4%	125.1%
Percent of List		<b>102.5%</b>	<b>102.8%</b>	<b>99.8%</b>	100.0%	100.0%	100.1%	98.7%	98.6%	99.8%	
		Change from prior year	2.5%	2.8%	-0.3%	1.3%	1.4%	0.3%	-0.5%	-0.4%	-0.3%
	Percent of Original	<b>102.3%</b>	<b>102.5%</b>	<b>99.8%</b>	99.2%	99.1%	99.8%	97.3%	97.3%	99.4%	
	Change from prior year	3.1%	3.4%	0.1%	2.0%	1.9%	0.4%	-0.6%	-0.4%	-0.3%	
Median	Sale Price	<b>270,000</b>	<b>256,000</b>	<b>406,668</b>	254,950	232,514	343,350	215,875	212,500	286,518	
		Change from prior year	5.9%	10.1%	18.4%	18.1%	9.4%	19.8%	9.6%	12.1%	-9.0%
	List Price of Actives	<b>325,000</b>	<b>289,900</b>	<b>387,450</b>	299,900	265,000	364,900	269,900	239,900	352,000	
		Change from prior year	8.4%	9.4%	6.2%	11.1%	10.5%	3.7%	-1.8%	-3.6%	-0.8%
	Days on Market	<b>3</b>	<b>3</b>	<b>15</b>	6	4	42	7	6	67	
		Change from prior year	-50.0%	-25.0%	-65.5%	-7.7%	-33.3%	-37.3%	8.3%	20.0%	39.6%
Percent of List	<b>101.3%</b>	<b>101.9%</b>	<b>100.0%</b>	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	99.9%	
	Change from prior year	1.3%	1.9%	0.0%	0.0%	0.0%	0.1%	0.0%	0.0%	-0.1%	
Percent of Original	<b>101.4%</b>	<b>101.9%</b>	<b>100.0%</b>	100.0%	100.0%	100.0%	98.9%	98.7%	99.9%		
	Change from prior year	1.4%	1.9%	0.0%	1.1%	1.3%	0.1%	-1.1%	-0.8%	-0.1%	

# YEAR-TO-DATE STATISTICS

## SUMMARY >>

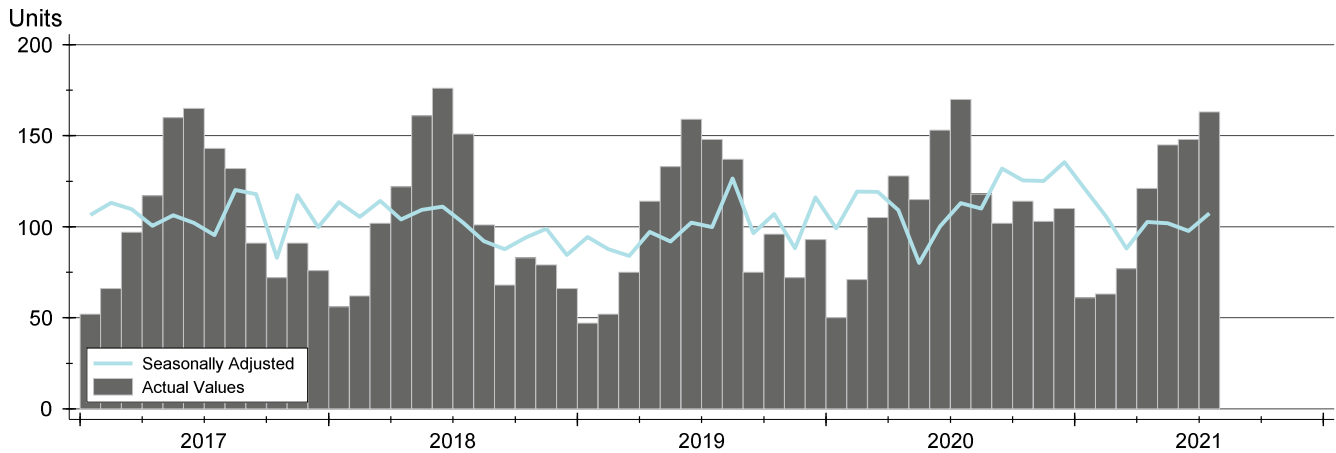
**YTD BREAKDOWNS BY HOME TYPE  
CITY OF LAWRENCE  
AS OF 8/8/2021**

Year-to-Date Activity By Property Type		2021			2020			2019		
		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		<b>778</b>	<b>700</b>	<b>78</b>	792	697	95	728	667	61
Change from prior year		-1.8%	0.4%	-17.9%	8.8%	4.5%	55.7%	-12.3%	-9.6%	-33.7%
New Listings		<b>982</b>	<b>871</b>	<b>111</b>	990	878	112	1,114	1,015	99
Change from prior year		-0.8%	-0.8%	-0.9%	-11.1%	-13.5%	13.1%	2.2%	2.7%	-2.9%
Contracts Written		<b>844</b>	<b>751</b>	<b>93</b>	871	763	108	814	742	72
Change from prior year		-3.1%	-1.6%	-13.9%	7.0%	2.8%	50.0%	-6.4%	-4.4%	-23.4%
Sales Volume (1,000s)		<b>231,668</b>	<b>202,377</b>	<b>29,291</b>	201,765	168,422	33,343	176,182	155,471	20,712
Change from prior year		14.8%	20.2%	-12.2%	14.5%	8.3%	61.0%	-10.8%	-6.0%	-35.7%
Average	Sale Price	<b>297,774</b>	<b>289,109</b>	<b>375,532</b>	254,754	241,638	350,980	242,009	233,089	339,537
	Change from prior year	16.9%	19.6%	7.0%	5.3%	3.7%	3.4%	1.7%	4.1%	-3.1%
	Days on Market	<b>16</b>	<b>12</b>	<b>52</b>	35	27	95	34	29	90
	Change from prior year	-54.4%	-55.4%	-45.5%	1.8%	-8.4%	5.7%	-5.8%	5.3%	-15.4%
Median	Percent of List	<b>102.1%</b>	<b>102.4%</b>	<b>99.8%</b>	99.4%	99.3%	100.1%	99.0%	98.9%	100.0%
	Change from prior year	2.8%	3.1%	-0.3%	0.4%	0.3%	0.1%	0.0%	0.0%	0.1%
	Percent of Original	<b>101.7%</b>	<b>101.9%</b>	<b>100.0%</b>	98.3%	98.1%	99.5%	98.0%	97.8%	99.9%
	Change from prior year	3.5%	3.9%	0.4%	0.3%	0.3%	-0.4%	-0.1%	-0.1%	0.2%
Median	Sale Price	<b>265,000</b>	<b>254,200</b>	<b>347,950</b>	231,750	220,000	336,000	214,450	204,000	347,900
	Change from prior year	14.3%	15.5%	3.6%	8.1%	7.8%	-3.4%	2.4%	5.6%	2.4%
	Days on Market	<b>3</b>	<b>3</b>	<b>20</b>	7	6	61	10	9	77
	Change from prior year	-57.1%	-50.0%	-67.2%	-30.0%	-33.3%	-20.8%	25.0%	50.0%	6.9%
Median	Percent of List	<b>100.1%</b>	<b>101.2%</b>	<b>100.0%</b>	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
	Change from prior year	0.1%	1.2%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
	Percent of Original	<b>100.1%</b>	<b>101.1%</b>	<b>100.0%</b>	100.0%	99.9%	100.0%	100.0%	99.4%	100.0%
	Change from prior year	0.1%	1.2%	0.0%	0.0%	0.4%	0.0%	0.0%	-0.5%	0.0%

# CLOSED LISTINGS ANALYSIS

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

**HISTORY** >>



**SUMMARY** >>

Summary Statistics for Closed Listings		July			Year-to-Date		
		2021	2020	Change	2021	2020	Change
Closed Listings		<b>163</b>	170	-4.1%	<b>778</b>	792	-1.8%
Volume (1,000s)		<b>48,682</b>	47,628	2.2%	<b>231,668</b>	201,765	14.8%
Average	Sale Price	<b>298,665</b>	280,164	6.6%	<b>297,774</b>	254,754	16.9%
	Days on Market	<b>7</b>	27	-73.7%	<b>16</b>	35	-54.4%
	Percent of List	<b>102.5%</b>	100.0%	2.5%	<b>102.1%</b>	99.4%	2.8%
	Percent of Original	<b>102.3%</b>	99.2%	3.1%	<b>101.7%</b>	98.3%	3.5%
Median	Sale Price	<b>270,000</b>	254,950	5.9%	<b>265,000</b>	231,750	14.3%
	Days on Market	<b>3</b>	6	-50.0%	<b>3</b>	7	-57.1%
	Percent of List	<b>101.3%</b>	100.0%	1.3%	<b>100.1%</b>	100.0%	0.1%
	Percent of Original	<b>101.4%</b>	100.0%	1.4%	<b>100.1%</b>	100.0%	0.1%

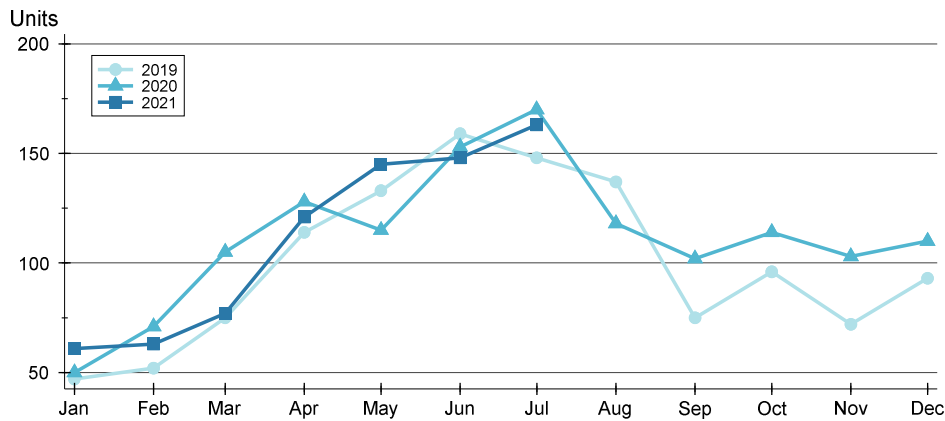
A total of 163 homes sold in the City of Lawrence in July, down from 170 units in July 2020. Total sales volume rose to \$48.7 million compared to \$47.6 million in the previous year.

The median sales price in July was \$270,000, up 5.9% compared to the prior year. Median days on market was 3 days, the same as June, and down from 6 in July 2020.

# CLOSED LISTINGS ANALYSIS

## BY MONTH >>

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



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	163
August	137	118	118
September	75	102	102
October	96	114	114
November	72	103	103
December	93	110	110

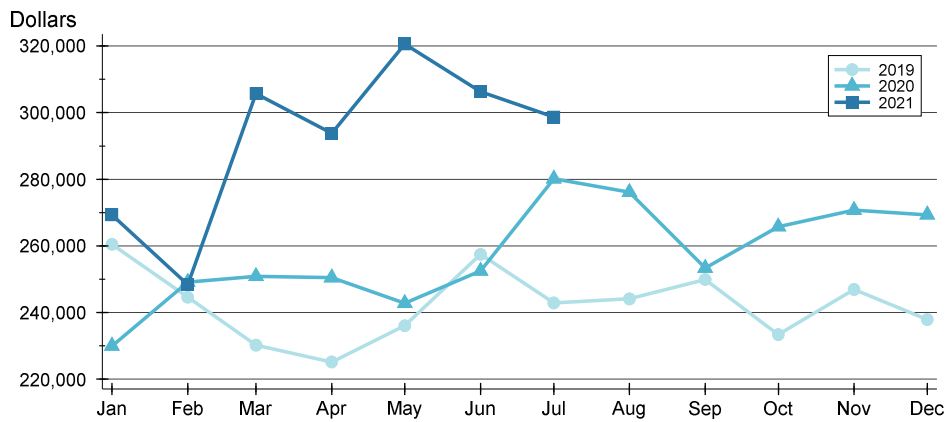
## BY PRICE RANGE >>

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	3	1.8%	275	91,750	94,250	6	3	87.7%	96.0%	87.7%	96.0%
\$100,000-\$149,999	11	6.7%	1,436	130,500	131,500	8	3	101.5%	102.2%	101.2%	102.2%
\$150,000-\$199,999	21	12.9%	3,817	181,754	187,100	6	3	102.8%	101.7%	102.8%	101.7%
\$200,000-\$249,999	29	17.8%	6,508	224,417	222,000	6	5	103.5%	102.2%	102.9%	102.2%
\$250,000-\$299,999	35	21.5%	9,440	269,719	270,000	6	2	103.1%	101.0%	102.8%	101.0%
\$300,000-\$349,999	28	17.2%	8,940	319,272	315,000	6	2	104.1%	103.3%	104.1%	103.3%
\$350,000-\$399,999	11	6.7%	4,072	370,173	375,000	3	2	105.6%	105.7%	105.6%	105.7%
\$400,000-\$449,999	8	4.9%	3,318	414,792	414,000	5	2	99.8%	100.0%	100.2%	100.0%
\$450,000-\$499,999	7	4.3%	3,390	484,271	485,000	10	10	99.1%	100.0%	99.1%	100.0%
\$500,000-\$599,999	6	3.7%	3,297	549,500	559,000	34	22	99.2%	100.0%	98.6%	100.0%
\$600,000-\$749,999	2	1.2%	1,290	644,950	644,950	23	23	97.7%	97.7%	97.7%	97.7%
\$750,000-\$999,999	1	0.6%	800	799,900	799,900	14	14	100.0%	100.0%	100.0%	100.0%
\$1,000,000 and up	1	0.6%	2,100	2,100,000	2,100,000	0	0	100.0%	100.0%	100.0%	100.0%
All price ranges	163	100.0%	48,682	298,665	270,000	7	3	102.5%	101.3%	102.3%	101.4%

# CLOSED LISTINGS ANALYSIS

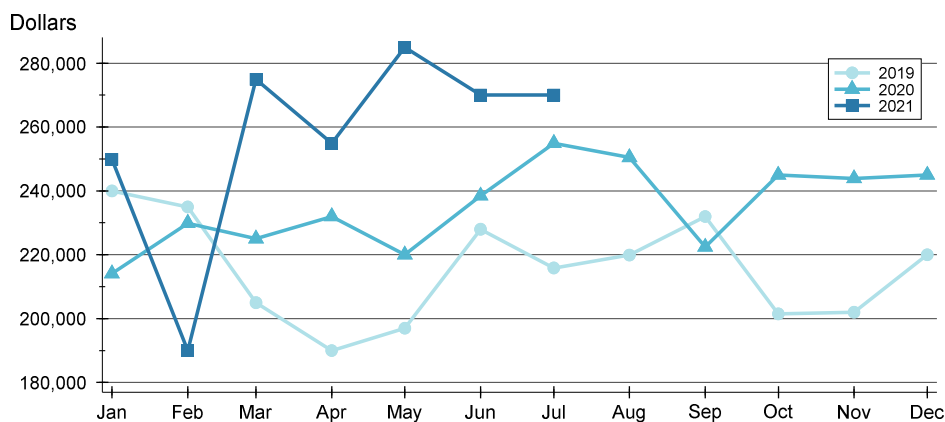
**CITY OF LAWRENCE  
ALL HOMES (NEW & EXISTING)  
AS OF 8/8/2021**

## 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	298,665
August	244,101	276,104	276,104
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 >>

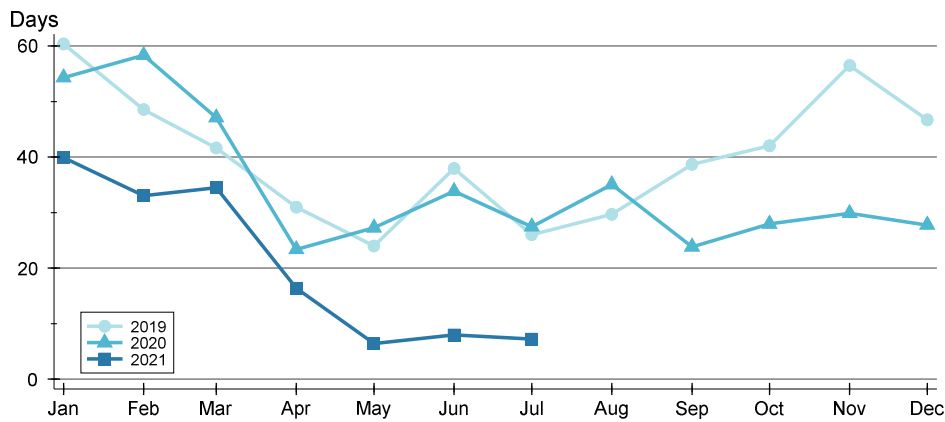


Month	2019	2020	2021
January	240,000	214,075	249,900
February	235,000	229,900	190,000
March	205,000	225,000	275,000
April	190,000	232,000	254,900
May	197,000	220,000	285,000
June	228,000	238,500	270,000
July	215,875	254,950	270,000
August	219,900	250,500	250,500
September	232,000	222,450	222,450
October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

# CLOSED LISTINGS ANALYSIS

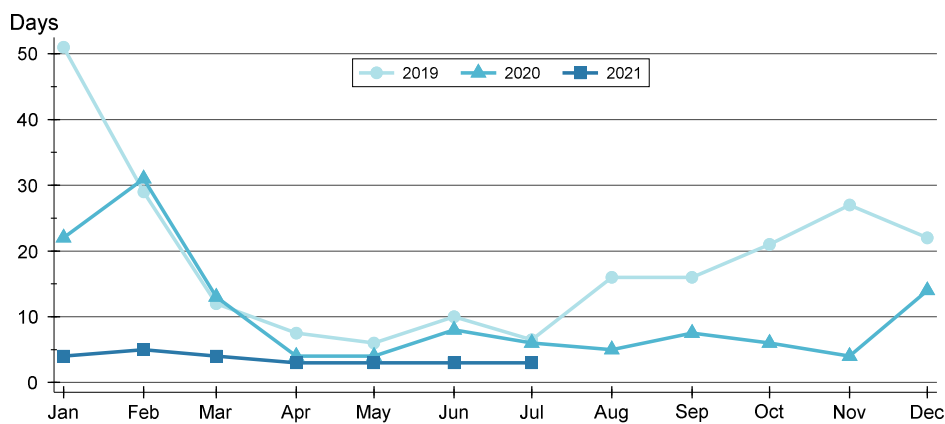
**CITY OF LAWRENCE  
ALL HOMES (NEW & EXISTING)  
AS OF 8/8/2021**

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

## MEDIAN DOM >>

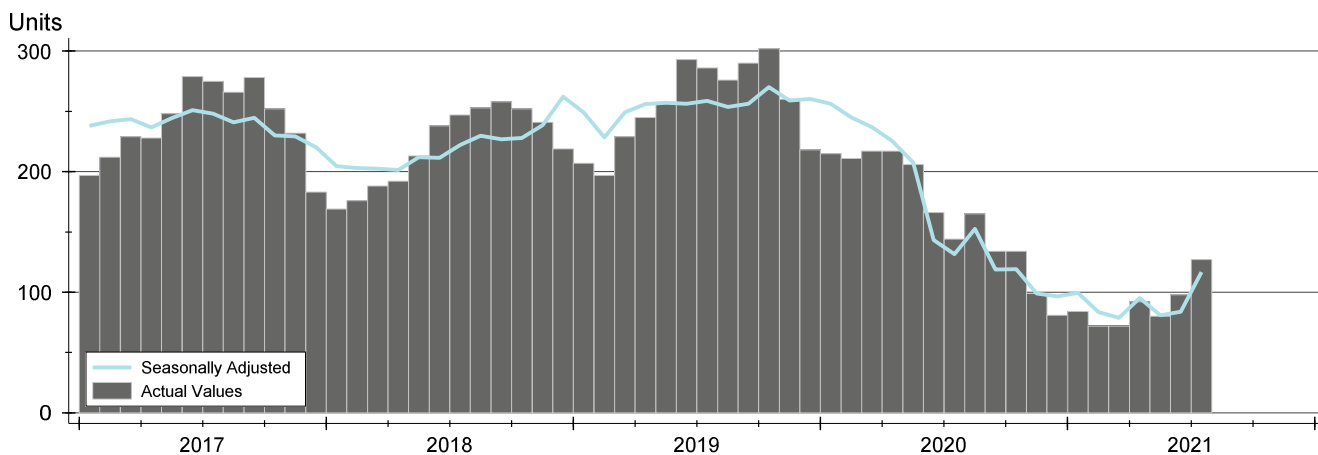


Month	2019	2020	2021
January	51	22	4
February	29	31	5
March	12	13	4
April	8	4	3
May	6	4	3
June	10	8	3
July	7	6	3
August	16	5	
September	16	8	
October	21	6	
November	27	4	
December	22	14	

# ACTIVE LISTINGS ANALYSIS

## HISTORY >>

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



## SUMMARY >>

Summary Statistics for Active Listings		End of July		
		2021	2020	Change
Active Listings		127	144	-11.8%
Months' Supply		1.2	1.4	-15.8%
Volume (1,000s)		43,899	51,798	-15.2%
Average	List Price	345,664	359,709	-3.9%
	Days on Market	38	80	-52.5%
	Percent of Original	97.9%	98.1%	-0.2%
Median	List Price	325,000	299,900	8.4%
	Days on Market	21	46	-54.3%
	Percent of Original	100.0%	100.0%	0.0%

A total of 127 homes were available for sale in the City of Lawrence at the end of July. This represents a 1.2 months' supply of active listings.

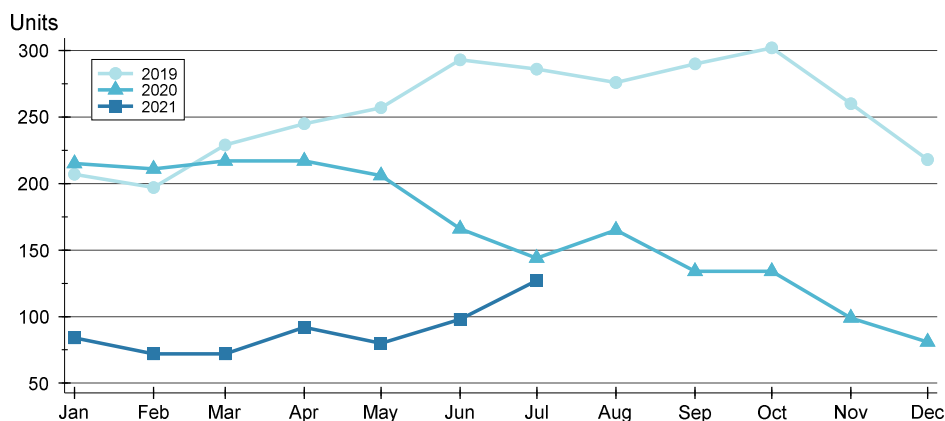
The median list price of homes on the market at the end of July was \$325,000, up 8.4% from 2020. The typical time on market for active listings was 21 days, down from 46 days a year earlier.



# ACTIVE LISTINGS ANALYSIS

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

**BY MONTH** >>



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	
September	290	134	
October	302	134	
November	260	99	
December	218	81	

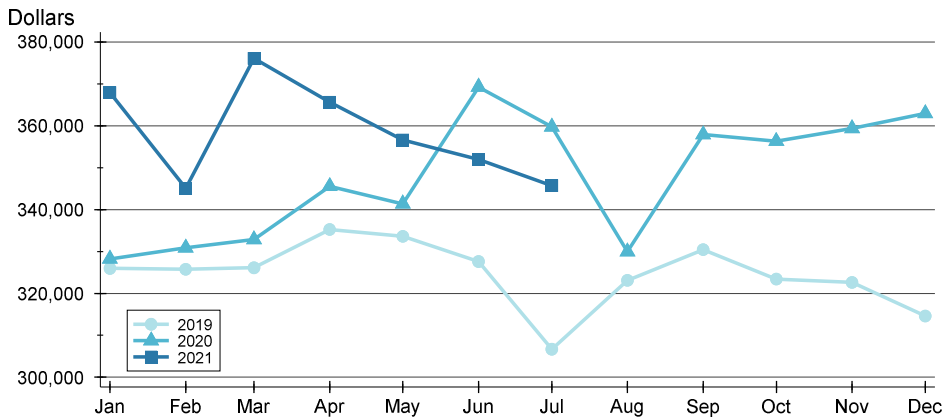
**BY PRICE RANGE** >>

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	2.4%	3	N/A	992	1,095	27	27	99.8%	100.0%
\$50,000-\$99,999	7	5.5%	599	2.3	85,589	86,500	48	33	92.2%	98.2%
\$100,000-\$149,999	9	7.1%	1,162	0.8	129,111	129,900	36	21	95.2%	96.9%
\$150,000-\$199,999	7	5.5%	1,265	0.3	180,664	184,750	20	4	100.0%	100.0%
\$200,000-\$249,999	17	13.4%	3,895	0.6	229,118	235,000	27	15	98.6%	100.0%
\$250,000-\$299,999	15	11.8%	4,117	0.4	274,470	275,000	37	17	96.2%	97.3%
\$300,000-\$349,999	17	13.4%	5,608	0.6	329,853	329,000	13	9	99.5%	100.0%
\$350,000-\$399,999	13	10.2%	4,918	1.2	378,292	379,900	30	33	99.0%	100.0%
\$400,000-\$449,999	13	10.2%	5,625	1.6	432,712	437,000	35	33	98.8%	100.0%
\$450,000-\$499,999	8	6.3%	3,835	1.1	479,350	487,500	32	26	99.3%	100.0%
\$500,000-\$599,999	7	5.5%	3,865	1.2	552,200	547,500	37	25	99.1%	100.0%
\$600,000-\$749,999	5	3.9%	3,325	2.5	664,960	665,000	178	122	94.8%	95.4%
\$750,000-\$999,999	4	3.1%	3,533	4.0	883,250	869,000	46	32	100.0%	100.0%
\$1,000,000 and up	2	1.6%	2,150	2.0	1,075,000	1,075,000	166	166	94.2%	94.2%
All price ranges	127	100.0%	43,899	0.8	345,664	325,000	38	21	97.9%	100.0%

# ACTIVE LISTINGS ANALYSIS

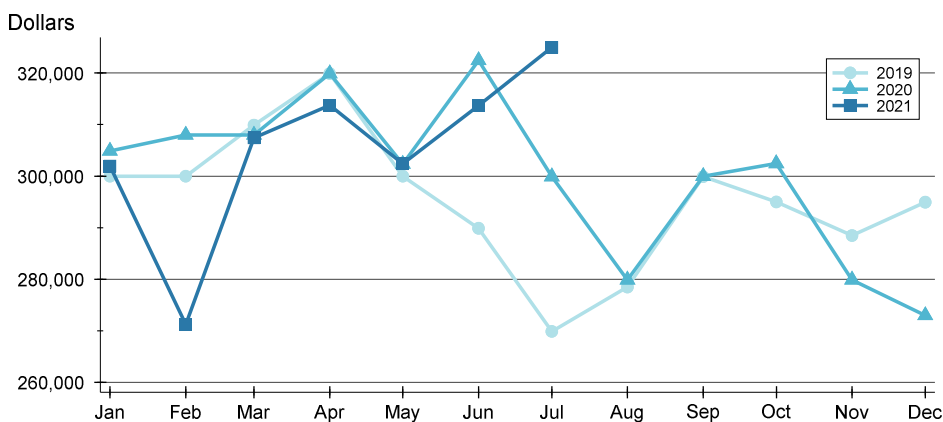
**CITY OF LAWRENCE  
ALL HOMES (NEW & EXISTING)  
AS OF 8/8/2021**

## 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	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	329,944
September	330,454	357,903	357,903
October	323,407	356,330	356,330
November	322,600	359,334	359,334
December	314,584	362,929	362,929

## MEDIAN PRICE >>

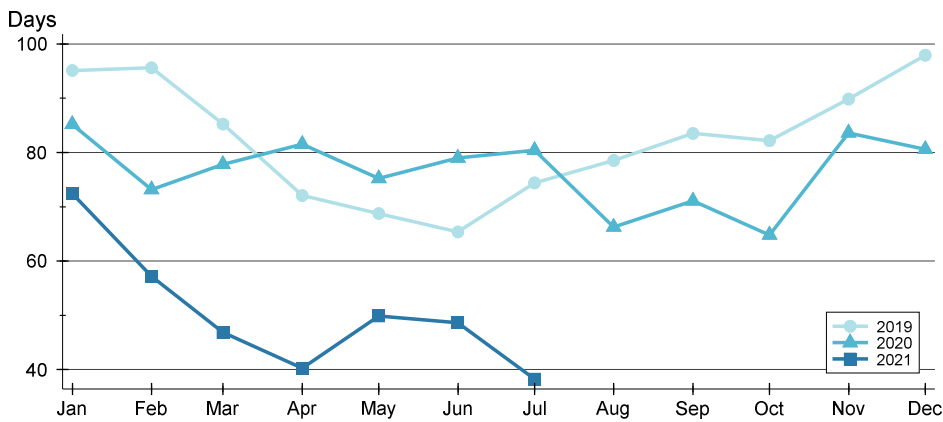


Month	2019	2020	2021
January	300,000	304,900	301,950
February	300,000	308,000	271,225
March	309,900	308,000	307,450
April	319,900	319,900	313,750
May	300,000	302,350	302,400
June	289,900	322,450	313,700
July	269,900	299,900	325,000
August	278,500	279,900	279,900
September	299,900	300,000	300,000
October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

# ACTIVE LISTINGS ANALYSIS

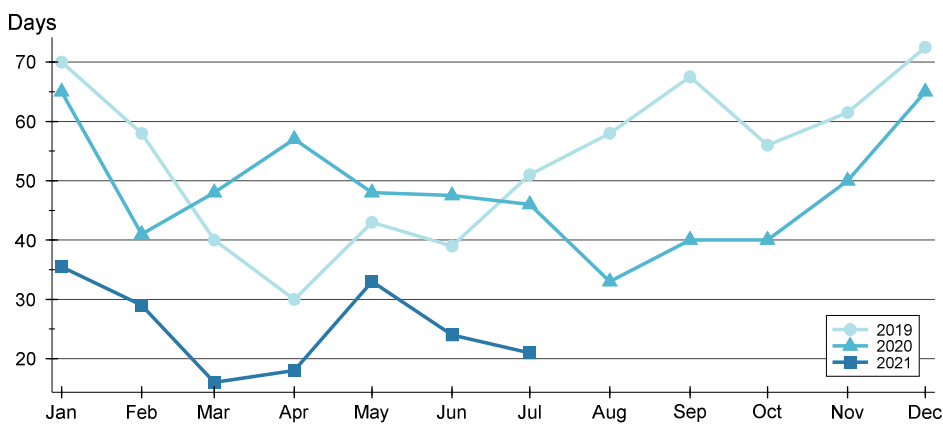
**CITY OF LAWRENCE  
ALL HOMES (NEW & EXISTING)  
AS OF 8/8/2021**

## 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	
September	84	71	
October	82	65	
November	90	84	
December	98	81	

## MEDIAN DOM >>

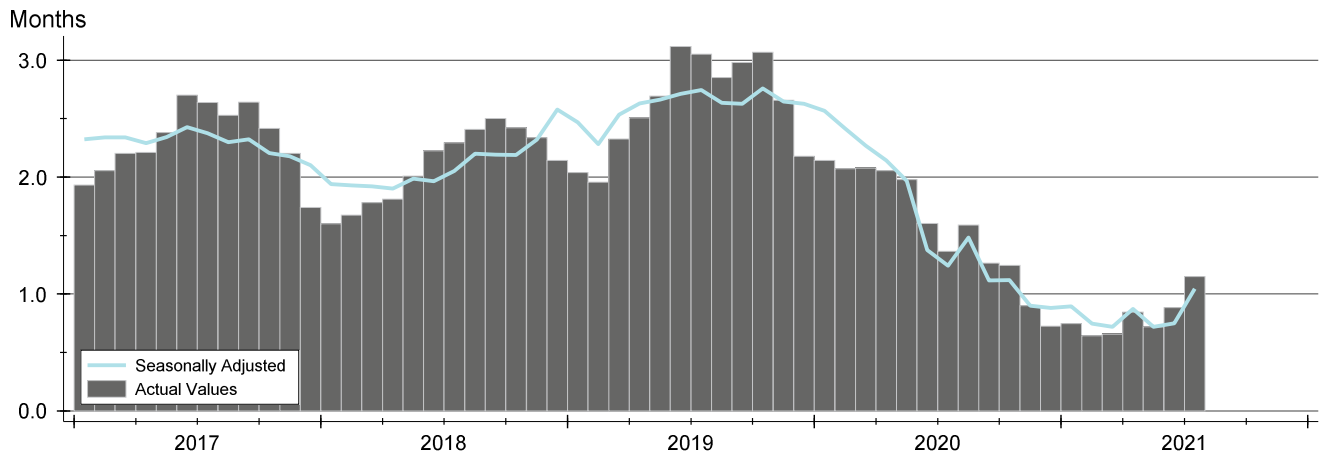


Month	2019	2020	2021
January	70	65	36
February	58	41	29
March	40	48	16
April	30	57	18
May	43	48	33
June	39	48	24
July	51	46	21
August	58	33	
September	68	40	
October	56	40	
November	62	50	
December	73	65	

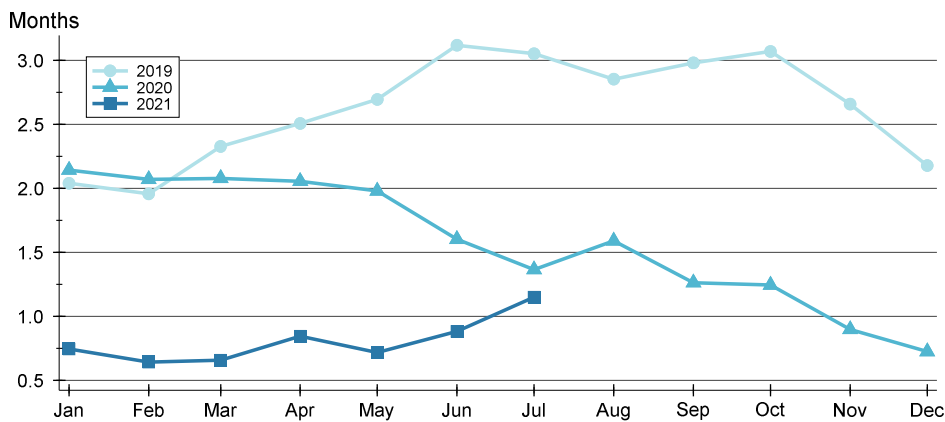
# MONTHS' SUPPLY ANALYSIS

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

**HISTORY** >>



**BY MONTH** >>

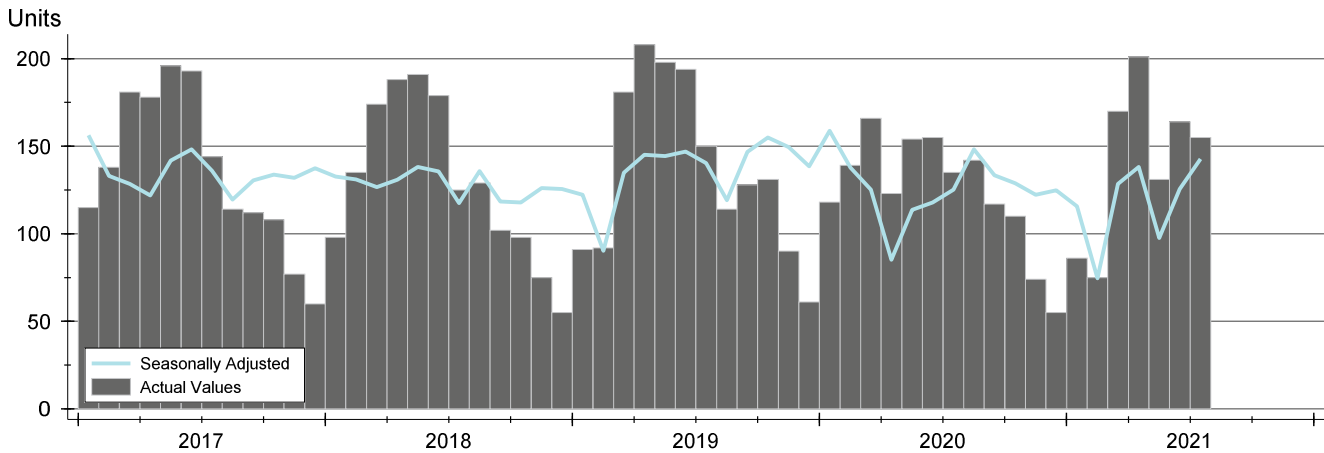


Month	2019	2020	2021
January	2.0	2.1	0.7
February	2.0	2.1	0.6
March	2.3	2.1	0.7
April	2.5	2.1	0.8
May	2.7	2.0	0.7
June	3.1	1.6	0.9
July	3.1	1.4	1.2
August	2.9	1.6	
September	3.0	1.3	
October	3.1	1.2	
November	2.7	0.9	
December	2.2	0.7	

# NEW LISTINGS ANALYSIS

**HISTORY** >>

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



**SUMMARY** >>

Summary Statistics for New Listings		July		
		2021	2020	Change
Current Month	New Listings	<b>155</b>	135	14.8%
	Volume (1,000s)	<b>46,565</b>	34,989	33.1%
	Average List Price	<b>300,419</b>	259,179	15.9%
	Median List Price	<b>269,900</b>	239,900	12.5%
YTD	New Listings	<b>982</b>	990	-0.8%
	Volume (1,000s)	<b>290,889</b>	266,239	9.3%
	Average List Price	<b>296,220</b>	268,928	10.1%
	Median List Price	<b>261,250</b>	239,900	8.9%

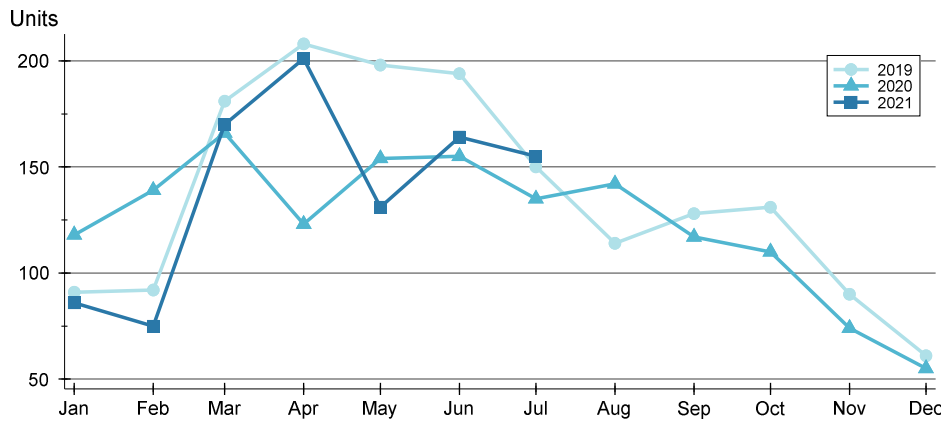
A total of 155 new listings were added in the City of Lawrence during July, up 14.8% from the same month in 2020. Year-to-date the City of Lawrence has seen 982 new listings.

The median list price of these homes was \$269,900 up from \$239,900 in 2020.

# NEW LISTINGS ANALYSIS

## BY MONTH >>

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



Month	2019	2020	2021
January	91	118	86
February	92	139	75
March	181	166	170
April	208	123	201
May	198	154	131
June	194	155	164
July	150	135	155
August	114	142	
September	128	117	
October	131	110	
November	90	74	
December	61	55	

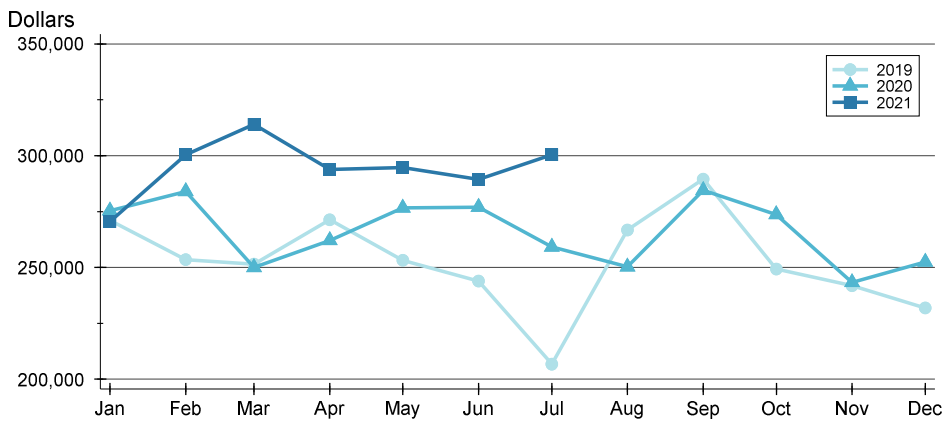
## BY PRICE RANGE >>

Price Range	New Listings			List Price	
	Number	Percent	Volume	Average	Median
Below \$50,000	4	2.6%	4	1,013	838
\$50,000-\$99,999	1	0.6%	85	85,000	85,000
\$100,000-\$149,999	6	3.9%	762	126,975	127,450
\$150,000-\$199,999	22	14.2%	3,985	181,143	182,375
\$200,000-\$249,999	34	21.9%	7,770	228,518	229,900
\$250,000-\$299,999	22	14.2%	5,993	272,391	272,450
\$300,000-\$349,999	25	16.1%	8,279	331,140	330,000
\$350,000-\$399,999	9	5.8%	3,333	370,311	369,000
\$400,000-\$449,999	12	7.7%	5,134	427,846	425,250
\$450,000-\$499,999	8	5.2%	3,790	473,737	467,500
\$500,000-\$599,999	9	5.8%	4,993	554,826	549,900
\$600,000-\$749,999	1	0.6%	700	699,900	699,900
\$750,000-\$999,999	2	1.3%	1,738	869,000	869,000
\$1,000,000 and up	0	0.0%	0	N/A	N/A
All price ranges	155	100.0%	46,565	300,419	269,900

# NEW LISTINGS ANALYSIS

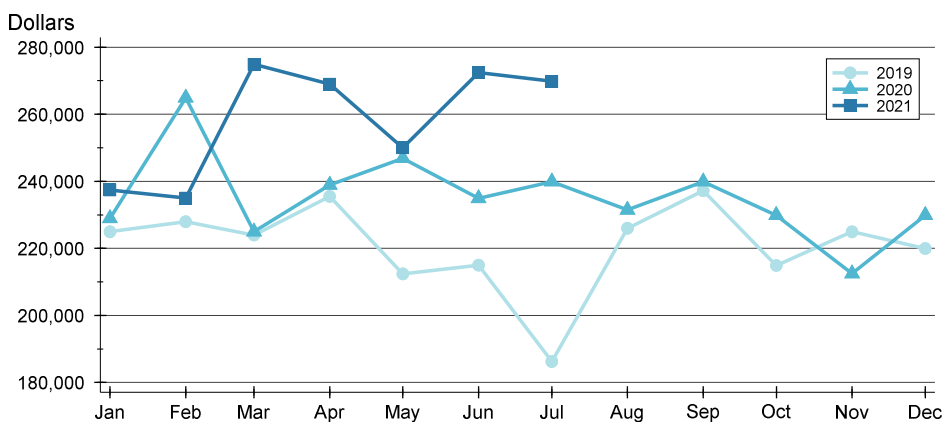
**CITY OF LAWRENCE  
ALL HOMES (NEW & EXISTING)  
AS OF 8/8/2021**

## AVERAGE PRICE >>



Month	2019	2020	2021
January	271,062	275,402	270,491
February	253,519	284,009	300,455
March	251,491	249,995	314,011
April	271,345	262,107	293,827
May	253,236	276,641	294,756
June	243,938	276,994	289,469
July	206,720	259,179	300,419
August	266,719	250,273	
September	289,474	284,531	
October	249,298	273,711	
November	241,850	243,317	
December	231,896	252,416	

## MEDIAN PRICE >>

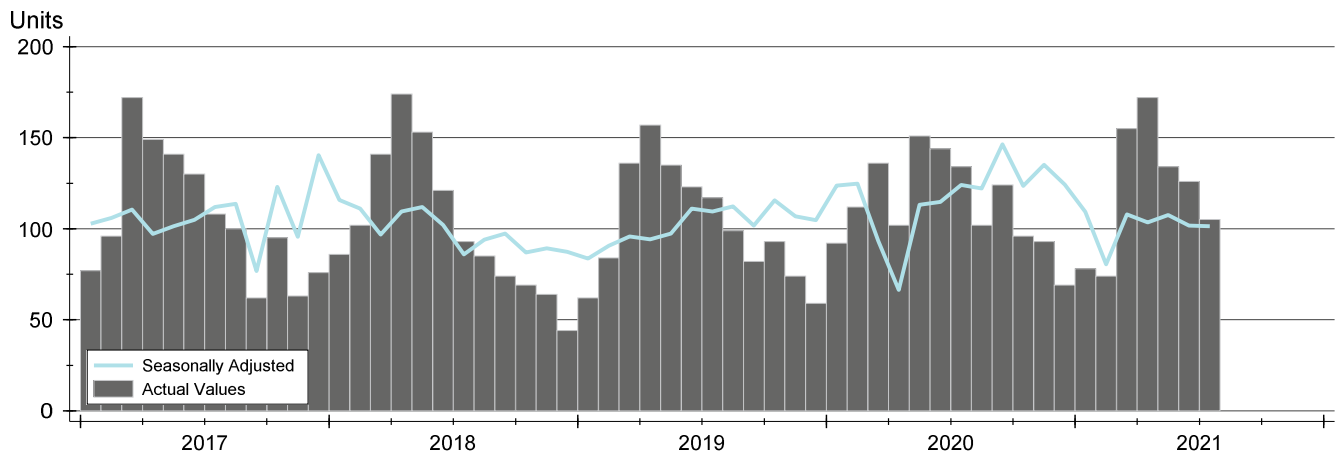


Month	2019	2020	2021
January	224,950	228,950	237,450
February	227,950	264,900	235,000
March	224,000	224,950	274,950
April	235,500	238,900	269,000
May	212,400	246,900	250,000
June	215,000	234,900	272,450
July	186,250	239,900	269,900
August	226,000	231,450	
September	237,200	239,900	
October	214,900	229,900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

## CONTRACTS WRITTEN ANALYSIS

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

### HISTORY >>



### SUMMARY >>

Summary Statistics		July			Year-to-Date		
for Contracts Written		2021	2020	Change	2021	2020	Change
Closed Listings		<b>105</b>	134	-21.6%	<b>844</b>	871	-3.1%
Volume (1,000s)		<b>30,960</b>	37,992	-18.5%	<b>251,828</b>	228,993	10.0%
Average	Sale Price	<b>294,854</b>	283,526	4.0%	<b>298,375</b>	262,908	13.5%
	Days on Market	<b>18</b>	34	-47.1%	<b>14</b>	34	-59.6%
	Percent of Original	<b>99.4%</b>	98.6%	0.9%	<b>101.6%</b>	98.5%	3.1%
Median	Sale Price	<b>254,900</b>	259,450	-1.8%	<b>259,900</b>	238,900	8.8%
	Days on Market	<b>4</b>	7	-42.9%	<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 105 contracts for sale were written in the City of Lawrence during the month of July, down from 134 in 2020. The median list price of these homes was \$254,900, down from \$259,450 the prior year.

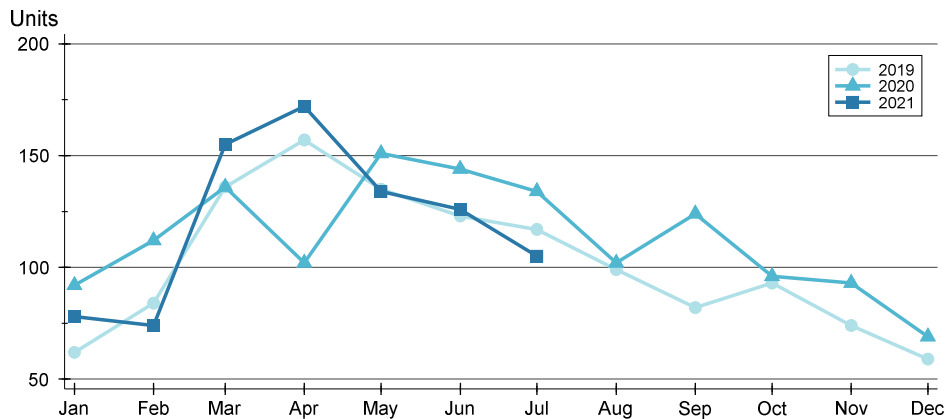
Half of the homes that went under contract in July were on the market less than 4 days, compared to 7 days in July 2020.



# CONTRACTS WRITTEN ANALYSIS

## BY MONTH >>

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



Month	2019	2020	2021
January	62	92	78
February	84	112	74
March	136	136	155
April	157	102	172
May	135	151	134
June	123	144	126
July	117	134	105
August	99	102	
September	82	124	
October	93	96	
November	74	93	
December	59	69	

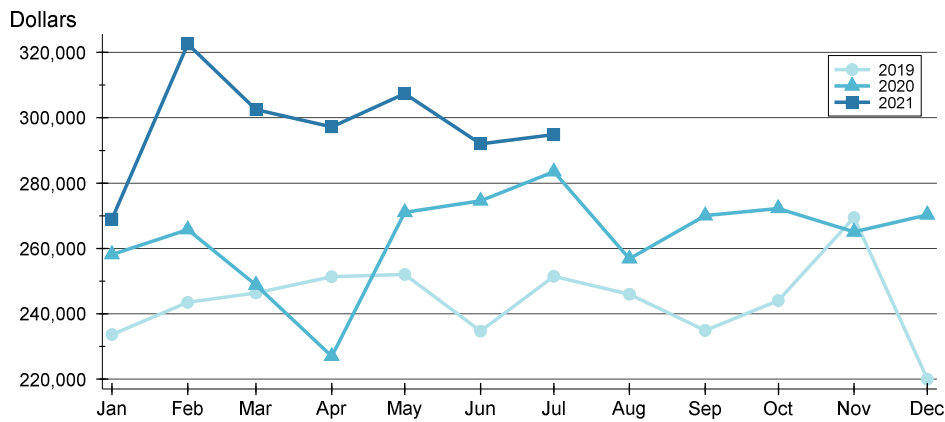
## BY PRICE RANGE >>

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	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
\$100,000-\$149,999	5	4.8%	668	133,670	139,900	14	11	100.0%	100.0%
\$150,000-\$199,999	20	19.0%	3,556	177,780	179,450	12	7	99.8%	100.0%
\$200,000-\$249,999	26	24.8%	5,899	226,877	226,450	7	3	99.7%	100.0%
\$250,000-\$299,999	19	18.1%	5,259	276,782	279,900	17	5	97.7%	100.0%
\$300,000-\$349,999	13	12.4%	4,243	326,381	324,950	24	2	100.7%	100.0%
\$350,000-\$399,999	5	4.8%	1,799	359,700	350,000	5	3	100.1%	100.0%
\$400,000-\$449,999	6	5.7%	2,565	427,450	430,500	5	3	99.0%	100.0%
\$450,000-\$499,999	3	2.9%	1,430	476,667	470,000	4	5	100.4%	100.0%
\$500,000-\$599,999	5	4.8%	2,702	540,426	525,000	13	8	98.7%	100.0%
\$600,000-\$749,999	2	1.9%	1,355	677,400	677,400	39	39	98.9%	98.9%
\$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	1	1.0%	1,485	1,485,000	1,485,000	538	538	100.0%	100.0%
All price ranges	105	100.0%	30,960	294,854	254,900	18	4	99.4%	100.0%

# CONTRACTS WRITTEN ANALYSIS

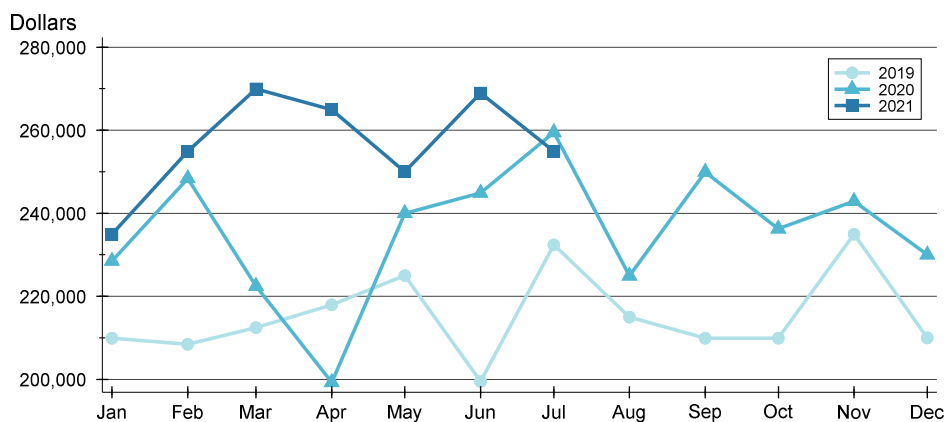
**CITY OF LAWRENCE  
ALL HOMES (NEW & EXISTING)  
AS OF 8/8/2021**

## AVERAGE PRICE >>



Month	2019	2020	2021
January	233,686	258,187	269,000
February	243,524	265,812	322,601
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	292,066
July	251,518	283,526	294,854
August	246,013	256,876	
September	234,923	270,058	
October	244,064	272,269	
November	269,458	265,091	
December	220,000	270,325	

## MEDIAN PRICE >>

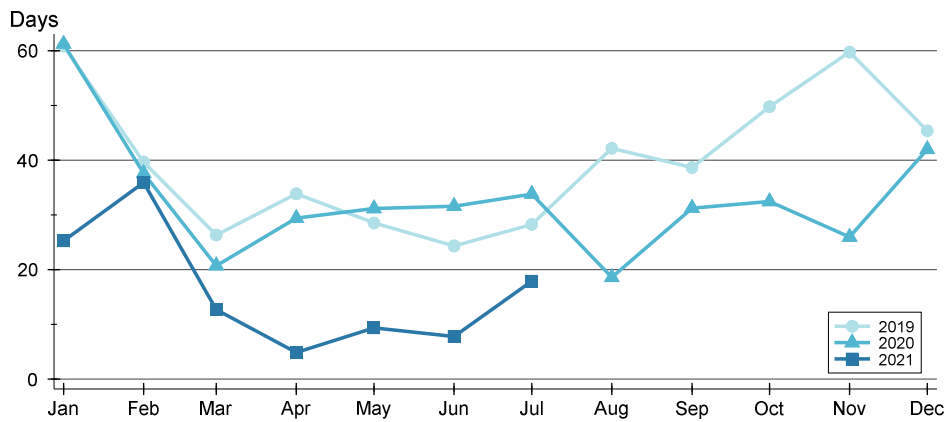


Month	2019	2020	2021
January	209,900	228,500	235,000
February	208,450	248,400	254,950
March	212,450	222,450	269,950
April	217,950	199,250	264,950
May	225,000	240,000	250,000
June	199,500	244,900	268,950
July	232,400	259,450	254,900
August	215,000	224,950	
September	209,900	249,950	
October	209,900	236,250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

# CONTRACTS WRITTEN ANALYSIS

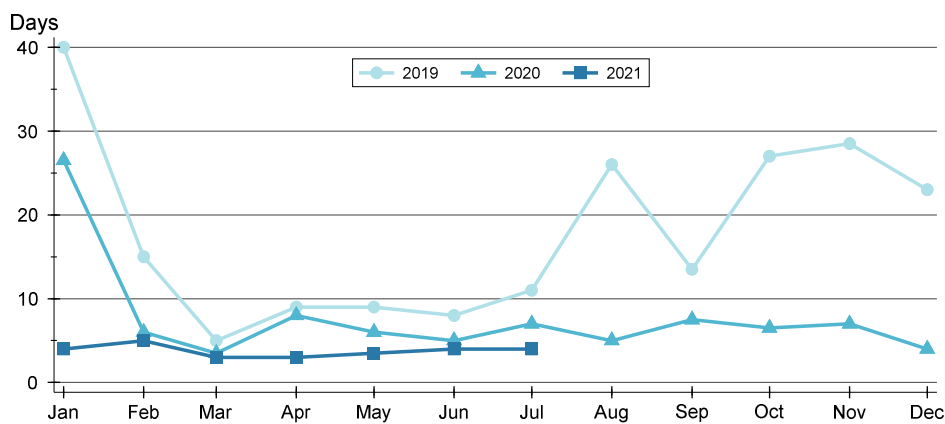
**CITY OF LAWRENCE  
ALL HOMES (NEW & EXISTING)  
AS OF 8/8/2021**

## AVERAGE DOM >>



Month	2019	2020	2021
January	61	61	25
February	40	38	36
March	26	21	13
April	34	29	5
May	29	31	9
June	24	32	8
July	28	34	18
August	42	19	19
September	39	31	31
October	50	32	32
November	60	26	26
December	45	42	42

## MEDIAN DOM >>

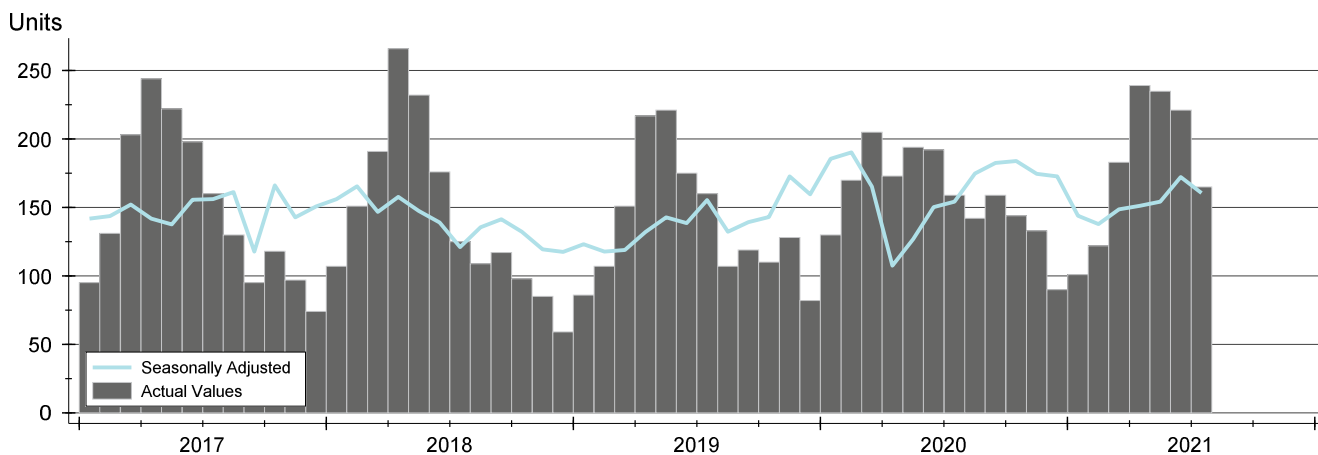


Month	2019	2020	2021
January	40	27	4
February	15	6	5
March	5	4	3
April	9	8	3
May	9	6	4
June	8	5	4
July	11	7	4
August	26	5	5
September	14	8	8
October	27	7	7
November	29	7	7
December	23	4	4

# PENDING CONTRACTS ANALYSIS

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

**HISTORY** >>



**SUMMARY** >>

Summary Statistics for Active Listings		End of July		
		2021	2020	Change
Active Listings		<b>165</b>	159	3.8%
Volume (1,000s)		<b>51,875</b>	44,582	16.4%
Average	List Price	<b>314,396</b>	280,388	12.1%
	Days on Market	<b>17</b>	30	-41.6%
	Percent of Original	<b>99.4%</b>	99.0%	0.3%
Median	List Price	<b>279,900</b>	255,000	9.8%
	Days on Market	<b>4</b>	7	-42.9%
	Percent of Original	<b>100.0%</b>	100.0%	0.0%

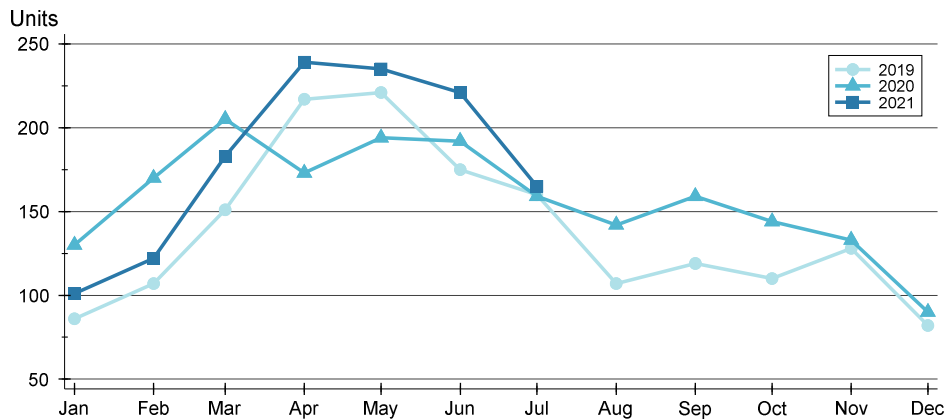
A total of 165 listings in the City of Lawrence had contracts pending at the end of July, up from 159 contracts pending at the end of July 2020.

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 8/8/2021**



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	
September	119	159	
October	110	144	
November	128	133	
December	82	90	

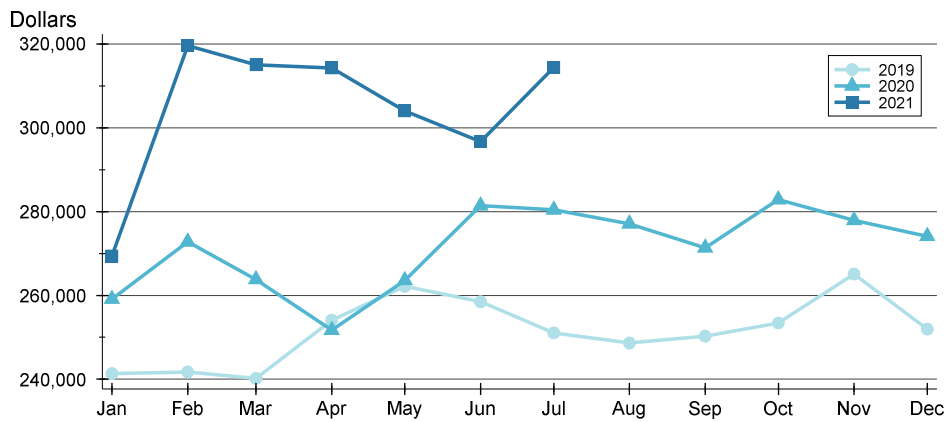
## BY PRICE RANGE >>

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	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
\$100,000-\$149,999	12	7.3%	1,589	132,425	136,000	31	10	98.6%	100.0%
\$150,000-\$199,999	25	15.2%	4,424	176,950	179,000	13	6	99.2%	100.0%
\$200,000-\$249,999	30	18.2%	6,841	228,037	225,000	6	3	99.6%	100.0%
\$250,000-\$299,999	30	18.2%	8,335	277,830	279,900	15	6	99.0%	100.0%
\$300,000-\$349,999	17	10.3%	5,501	323,559	322,500	21	3	100.0%	100.0%
\$350,000-\$399,999	11	6.7%	4,086	371,436	369,000	15	4	99.5%	100.0%
\$400,000-\$449,999	18	10.9%	7,586	421,444	423,000	14	8	99.6%	100.0%
\$450,000-\$499,999	8	4.8%	3,740	467,544	467,175	3	3	100.0%	100.0%
\$500,000-\$599,999	9	5.5%	4,839	537,670	525,000	10	4	99.3%	100.0%
\$600,000-\$749,999	3	1.8%	2,055	684,933	699,900	28	7	99.3%	100.0%
\$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	2	1.2%	2,880	1,440,000	1,440,000	271	271	100.0%	100.0%
All price ranges	165	100.0%	51,875	314,396	279,900	17	4	99.4%	100.0%

# PENDING CONTRACTS ANALYSIS

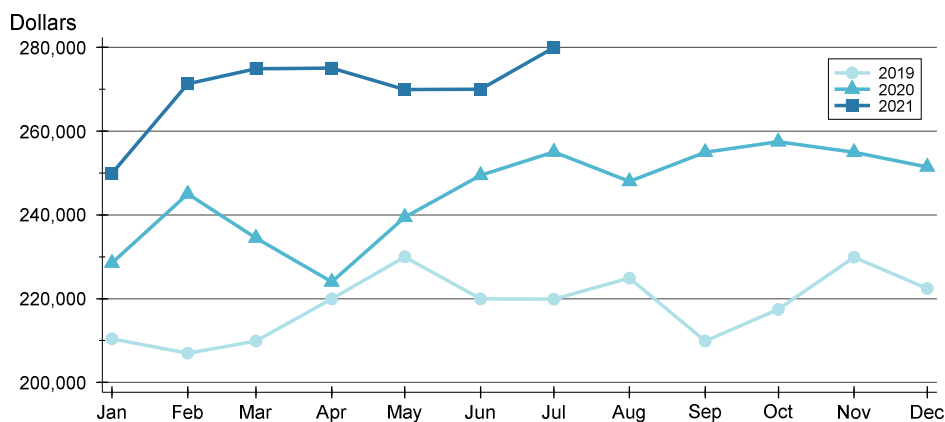
**CITY OF LAWRENCE  
ALL HOMES (NEW & EXISTING)  
AS OF 8/8/2021**

## 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	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	
September	250,263	271,368	
October	253,428	282,843	
November	265,092	277,889	
December	251,972	274,123	

## MEDIAN PRICE >>

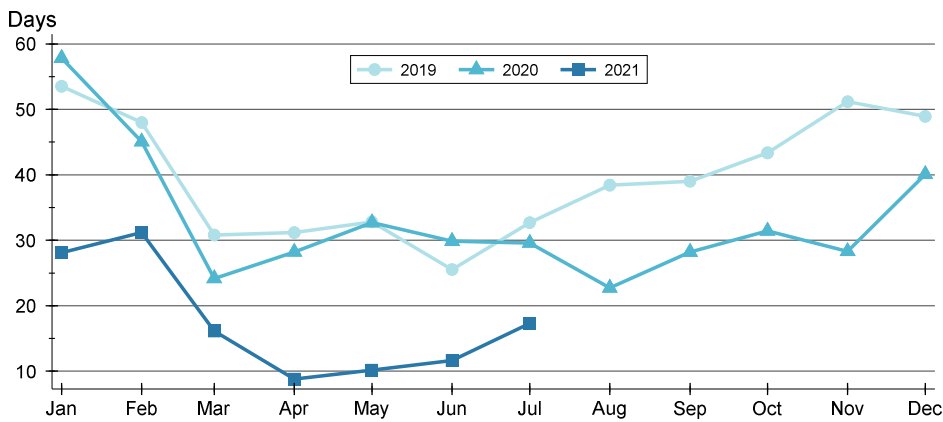


Month	2019	2020	2021
January	210,450	228,500	249,900
February	207,000	245,000	271,300
March	209,900	234,500	274,900
April	219,950	224,000	275,000
May	230,000	239,400	269,900
June	219,950	249,425	270,000
July	219,900	255,000	279,900
August	224,900	247,950	
September	209,900	254,950	
October	217,450	257,425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

# PENDING CONTRACTS ANALYSIS

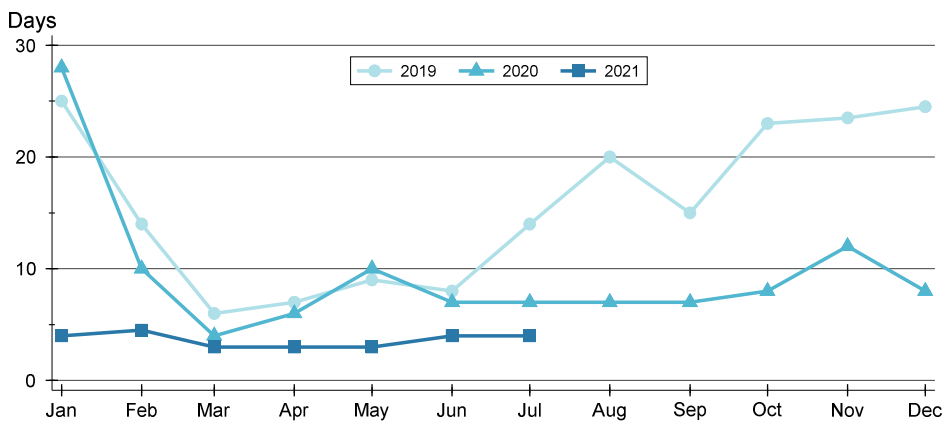
**CITY OF LAWRENCE  
ALL HOMES (NEW & EXISTING)  
AS OF 8/8/2021**

## 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	
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	
September	15	7	
October	23	8	
November	24	12	
December	25	8	