

JUNE 2021 >>

LAWRENCE MLS STATISTICS



MARKET OVERVIEW >>

Lawrence City Home Sales Fell in June

Total home sales in the City of Lawrence fell last month to 147 units, compared to 153 units in June 2020. Total sales volume was \$45.1 million, up from a year earlier.

The median sale price in June was \$270,000, up from \$238,500 a year earlier. Homes that sold in June were typically on the market for 3 days and sold for 101.8% of their list prices.

Lawrence City Active Listings Down at End of June

The total number of active listings in the City of Lawrence at the end of June was 98 units, down from 166 at the same point in 2020. This represents a 0.9 months' supply of homes available for sale. The median list price of homes on the market at the end of June was \$313,700.

During June, a total of 127 contracts were written down from 144 in June 2020. At the end of the month, there were 221 contracts pending, compared to 192 at the end of June 2020.

City of Lawrence		June		
Current Month		2021	2020	Change
Summary Statistics				
Home Sales		147	153	-3.9%
Active Listings		98	166	-41.0%
Months' Supply		0.9	1.6	-44.8%
New Listings		161	155	3.9%
Contracts Written		127	144	-11.8%
Pending Contracts		221	192	15.1%
Sales Volume (1,000s)		45,073	38,631	16.7%
Average	Sale Price	306,622	252,488	21.4%
	List Price of Actives	351,923	369,250	-4.7%
	Days on Market	8	34	-76.4%
	Percent of List	103.0%	99.9%	3.1%
	Percent of Original	102.5%	98.7%	3.9%
Median	Sale Price	270,000	238,500	13.2%
	List Price of Actives	313,700	322,450	-2.7%
	Days on Market	3	8	-62.5%
	Percent of List	101.8%	100.0%	1.8%
	Percent of Original	101.4%	100.0%	1.4%

REPORT CONTENTS >>

LBOR – The Voice of Real Estate in Lawrence

Originally founded in 1925, the Lawrence Board of REALTORS® and the Lawrence Multiple Listing Service is now comprised of over 400 members providing real estate-related services and advocacy in Lawrence and the Douglas County area.

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- [Three-Year Comparisons](#) – 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 7/8/2021**

June MLS Statistics		2021			2020			2019			
By Property Type		Total	Existing	New	Total	Existing	New	Total	Existing	New	
Home Sales		147	135	12	153	136	17	159	146	13	
	Change from prior year	-3.9%	-0.7%	-29.4%	-3.8%	-6.8%	30.8%	-9.7%	-11.0%	8.3%	
Active Listings		98	78	20	166	126	40	293	241	52	
	Change from prior year	-41.0%	-38.1%	-50.0%	-43.3%	-47.7%	-23.1%	23.1%	19.9%	40.5%	
Months' Supply		0.9	0.8	1.5	1.6	1.3	4.3	3.1	2.9	5.4	
	Change from prior year	-44.8%	-40.3%	-64.6%	-48.6%	-53.2%	-20.3%	40.1%	37.3%	51.4%	
New Listings		161	144	17	155	142	13	194	182	12	
	Change from prior year	3.9%	1.4%	30.8%	-20.1%	-22.0%	8.3%	8.4%	6.4%	50.0%	
Contracts Written		127	114	13	144	128	16	123	120	3	
	Change from prior year	-11.8%	-10.9%	-18.8%	17.1%	6.7%	433.3%	1.7%	7.1%	-66.7%	
Pending Contracts		221	179	42	192	159	33	175	160	15	
	Change from prior year	15.1%	12.6%	27.3%	9.7%	-0.6%	120.0%	-0.6%	8.8%	-48.3%	
Sales Volume (1,000s)		45,073	40,708	4,365	38,631	33,099	5,532	40,937	36,169	4,768	
	Change from prior year	16.7%	23.0%	-21.1%	-5.6%	-8.5%	16.0%	0.6%	-1.1%	16.1%	
Average	Sale Price	306,622	301,541	363,783	252,488	243,374	325,403	257,468	247,736	366,769	
		Change from prior year	21.4%	23.9%	11.8%	-1.9%	-1.8%	-11.3%	11.4%	11.0%	7.2%
	List Price of Actives	351,923	342,155	390,020	369,250	356,276	410,118	327,597	312,674	396,475	
		Change from prior year	-4.7%	-4.0%	-4.9%	12.7%	13.9%	3.4%	-1.8%	-3.6%	3.1%
	Days on Market	8	8	13	34	24	109	38	28	153	
		Change from prior year	-76.3%	-69.1%	-87.8%	-10.8%	-11.7%	-28.9%	66.9%	78.8%	25.7%
Percent of List		103.0%	103.3%	99.9%	99.9%	99.9%	100.1%	99.4%	99.3%	100.2%	
		Change from prior year	3.1%	3.4%	-0.2%	0.6%	0.6%	-0.1%	0.0%	0.0%	0.0%
	Percent of Original	102.5%	102.8%	99.9%	98.7%	98.6%	99.3%	98.4%	98.2%	100.9%	
	Change from prior year	3.9%	4.2%	0.6%	0.3%	0.4%	-1.6%	-0.4%	-0.5%	0.1%	
Median	Sale Price	270,000	259,900	330,450	238,500	223,700	345,000	228,000	219,000	384,900	
		Change from prior year	13.2%	16.2%	-4.2%	4.6%	2.1%	-10.4%	12.1%	11.3%	11.6%
	List Price of Actives	313,700	264,950	379,900	322,450	295,000	369,900	289,900	275,000	359,950	
		Change from prior year	-2.7%	-10.2%	2.7%	11.2%	7.3%	2.8%	-2.2%	-2.7%	1.4%
	Days on Market	3	3	11	8	7	61	10	9	140	
		Change from prior year	-62.5%	-53.8%	-82.8%	-20.0%	-27.8%	-56.4%	100.0%	100.0%	124.0%
Percent of List	101.8%	102.4%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	
	Change from prior year	1.8%	2.4%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	
Percent of Original	101.4%	102.4%	100.0%	100.0%	99.7%	100.0%	100.0%	99.8%	100.5%		
	Change from prior year	1.4%	2.7%	0.0%	0.0%	-0.1%	-0.5%	0.0%	-0.2%	0.3%	

YEAR-TO-DATE STATISTICS

SUMMARY >>

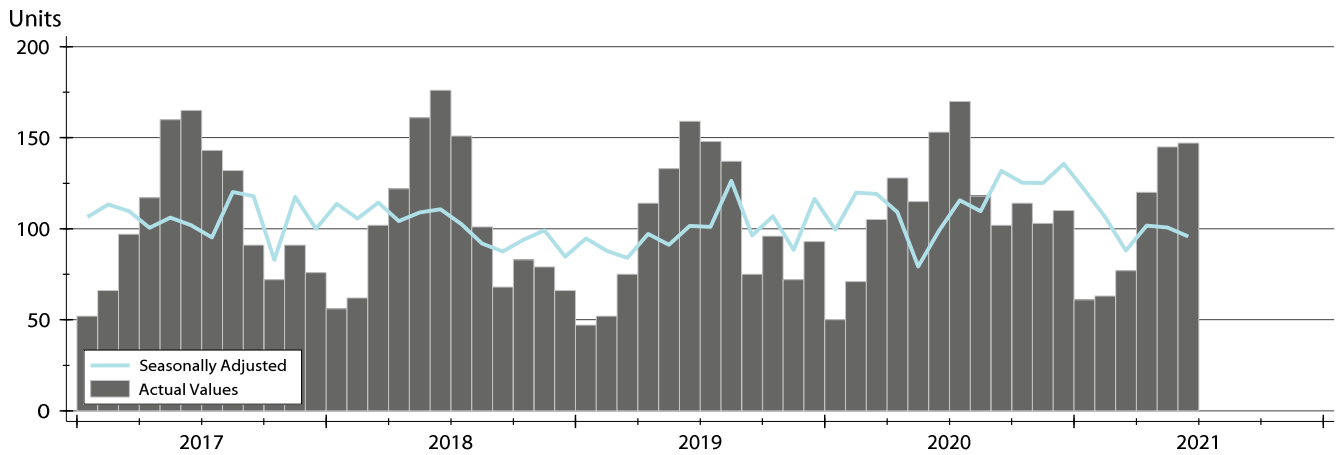
**YTD BREAKDOWNS BY HOME TYPE
CITY OF LAWRENCE
AS OF 7/8/2021**

Year-to-Date Activity By Property Type		2021			2020			2019		
		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		613	549	64	622	549	73	580	523	57
Change from prior year		-1.4%	0.0%	-12.3%	7.2%	5.0%	28.1%	-14.6%	-13.7%	-21.9%
New Listings		822	725	97	855	761	94	964	871	93
Change from prior year		-3.9%	-4.7%	3.2%	-11.3%	-12.6%	1.1%	-0.1%	0.1%	-2.1%
Contracts Written		736	653	83	737	646	91	697	633	64
Change from prior year		-0.1%	1.1%	-8.8%	5.7%	2.1%	42.2%	-10.3%	-7.9%	-28.9%
Sales Volume (1,000s)		182,491	159,007	23,484	154,137	129,363	24,774	140,232	120,871	19,361
Change from prior year		18.4%	22.9%	-5.2%	9.9%	7.0%	28.0%	-14.4%	-12.4%	-25.3%
Average	Sale Price	297,701	289,629	366,938	247,809	235,635	339,366	241,780	231,112	339,664
	Change from prior year	20.1%	22.9%	8.1%	2.5%	2.0%	-0.1%	0.2%	1.5%	-4.4%
	Days on Market	18	14	59	37	28	104	37	31	87
	Change from prior year	-50.5%	-51.7%	-43.4%	1.5%	-8.9%	18.7%	-6.1%	6.0%	-26.8%
Median	Percent of List	102.0%	102.3%	99.8%	99.2%	99.1%	100.1%	99.1%	99.0%	100.0%
	Change from prior year	2.8%	3.2%	-0.3%	0.1%	0.1%	0.0%	0.1%	0.1%	0.2%
	Percent of Original	101.6%	101.8%	100.0%	98.1%	97.9%	99.5%	98.2%	98.0%	100.0%
	Change from prior year	3.6%	4.0%	0.5%	-0.1%	-0.1%	-0.5%	0.0%	0.0%	0.2%
Median	Sale Price	264,900	251,000	339,925	228,000	215,000	324,000	212,750	199,900	348,500
	Change from prior year	16.2%	16.7%	4.9%	7.2%	7.6%	-7.0%	1.3%	1.6%	1.0%
	Days on Market	3	3	23	8	6	61	11	9	77
	Change from prior year	-62.5%	-50.0%	-62.3%	-23.8%	-33.3%	-20.8%	31.3%	28.6%	-1.3%
Median	Percent of List	100.0%	101.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
	Change from prior year	0.0%	1.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
	Percent of Original	100.0%	101.0%	100.0%	100.0%	99.4%	100.0%	100.0%	99.7%	100.0%
	Change from prior year	0.0%	1.6%	0.0%	0.0%	-0.3%	0.0%	0.0%	-0.3%	0.0%

CLOSED LISTINGS ANALYSIS

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 7/8/2021**

HISTORY >>



SUMMARY >>

Summary Statistics for Closed Listings		June			Year-to-Date		
		2021	2020	Change	2021	2020	Change
Closed Listings		147	153	-3.9%	613	622	-1.4%
Volume (1,000s)		45,073	38,631	16.7%	182,491	154,137	18.4%
Average	Sale Price	306,622	252,488	21.4%	297,701	247,809	20.1%
	Days on Market	8	34	-76.3%	18	37	-50.5%
	Percent of List	103.0%	99.9%	3.1%	102.0%	99.2%	2.8%
	Percent of Original	102.5%	98.7%	3.9%	101.6%	98.1%	3.6%
Median	Sale Price	270,000	238,500	13.2%	264,900	228,000	16.2%
	Days on Market	3	8	-62.5%	3	8	-62.5%
	Percent of List	101.8%	100.0%	1.8%	100.0%	100.0%	0.0%
	Percent of Original	101.4%	100.0%	1.4%	100.0%	100.0%	0.0%

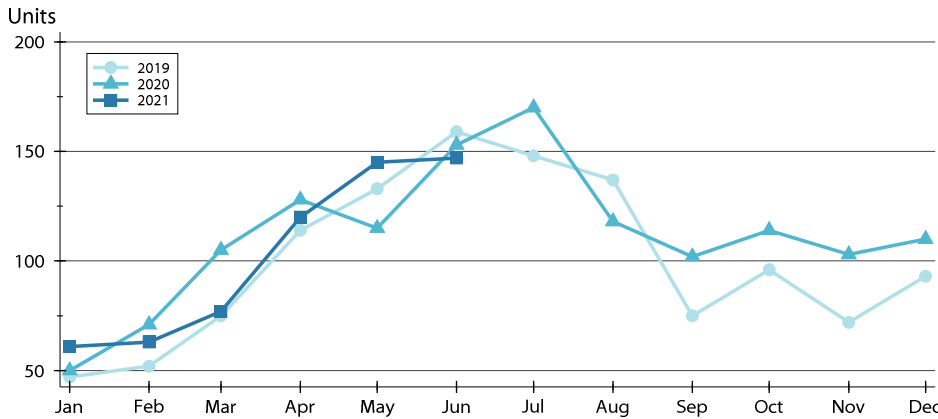
A total of 147 homes sold in the City of Lawrence in June, down from 153 units in June 2020. Total sales volume rose to \$45.1 million compared to \$38.6 million in the previous year.

The median sales price in June was \$270,000, up 13.2% compared to the prior year. Median days on market was 3 days, the same as May, and down from 8 in June 2020.

CLOSED LISTINGS ANALYSIS

BY MONTH >>

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 7/8/2021**



Month	2019	2020	2021
January	47	50	61
February	52	71	63
March	75	105	77
April	114	128	120
May	133	115	145
June	159	153	147
July	148	170	
August	137	118	
September	75	102	
October	96	114	
November	72	103	
December	93	110	

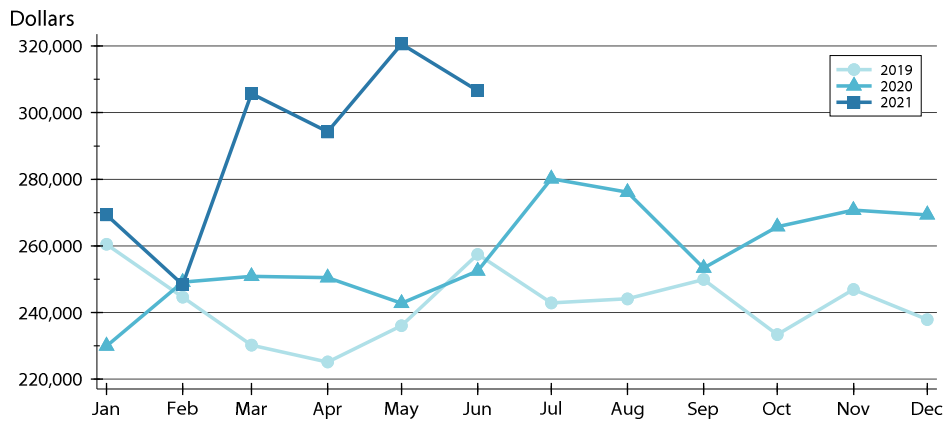
BY PRICE RANGE >>

Price Range	Sales			Sale Price		Days on Market		Price as % of List		Price as % of Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median	Average	Median
Below \$50,000	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$50,000-\$99,999	3	2.0%	263	87,500	84,000	6	8	99.2%	98.8%	99.2%	98.8%
\$100,000-\$149,999	8	5.4%	1,029	128,675	128,750	18	7	100.0%	100.0%	99.6%	100.0%
\$150,000-\$199,999	26	17.7%	4,692	180,458	182,500	3	3	104.6%	103.2%	104.5%	103.2%
\$200,000-\$249,999	29	19.7%	6,490	223,791	225,000	3	2	105.5%	106.9%	105.3%	106.9%
\$250,000-\$299,999	25	17.0%	6,910	276,392	275,000	6	3	104.2%	104.0%	104.2%	104.0%
\$300,000-\$349,999	15	10.2%	4,755	316,993	315,000	6	2	102.6%	100.0%	101.9%	100.0%
\$350,000-\$399,999	9	6.1%	3,369	374,326	375,750	4	3	101.0%	100.3%	101.0%	100.3%
\$400,000-\$449,999	9	6.1%	3,834	425,957	423,715	10	6	100.6%	100.0%	101.0%	100.0%
\$450,000-\$499,999	10	6.8%	4,781	478,100	483,000	13	5	100.2%	100.0%	98.5%	100.0%
\$500,000-\$599,999	4	2.7%	2,131	532,750	525,000	16	15	100.6%	100.5%	98.9%	98.5%
\$600,000-\$749,999	6	4.1%	3,946	657,583	650,000	35	4	102.3%	100.4%	101.2%	100.4%
\$750,000-\$999,999	2	1.4%	1,775	887,500	887,500	9	9	100.1%	100.1%	100.1%	100.1%
\$1,000,000 and up	1	0.7%	1,100	1,100,000	1,100,000	57	57	92.4%	92.4%	68.8%	68.8%
All price ranges	147	100.0%	45,073	306,622	270,000	8	3	103.0%	101.8%	102.5%	101.4%

CLOSED LISTINGS ANALYSIS

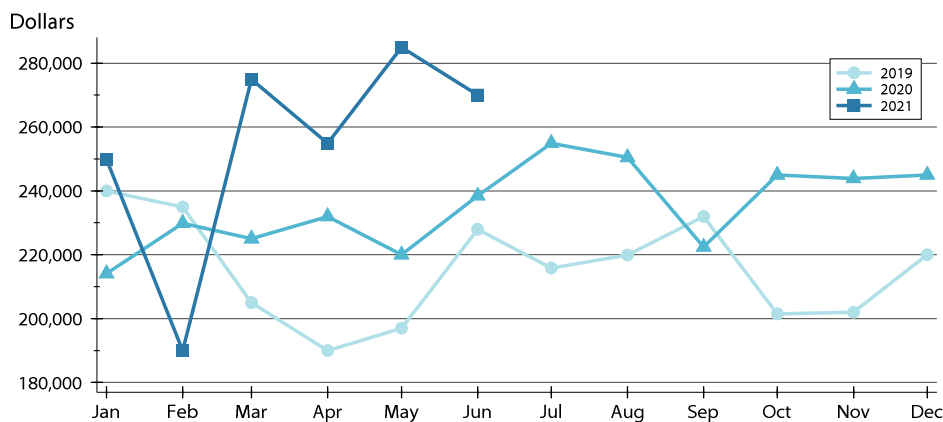
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 7/8/2021**

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	294,242
May	236,053	242,777	320,621
June	257,468	252,488	306,622
July	242,906	280,164	280,164
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 >>

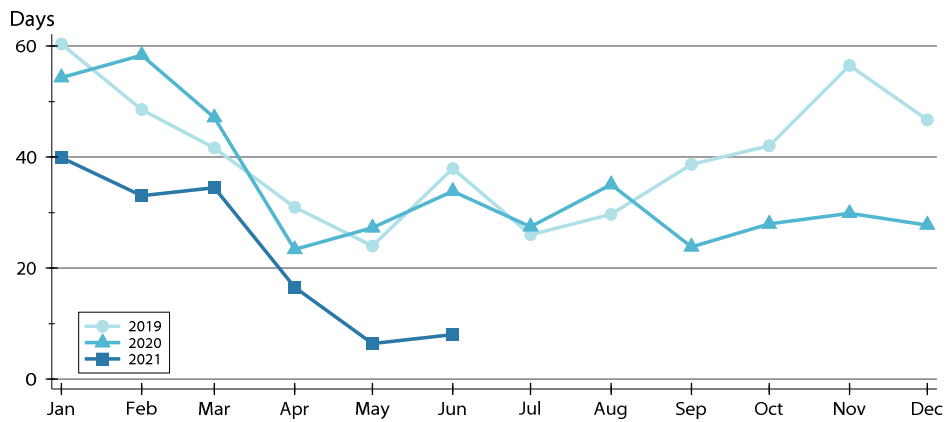


Month	2019	2020	2021
January	240,000	214,075	249,900
February	235,000	229,900	190,000
March	205,000	225,000	275,000
April	190,000	232,000	254,950
May	197,000	220,000	285,000
June	228,000	238,500	270,000
July	215,875	254,950	254,950
August	219,900	250,500	250,500
September	232,000	222,450	222,450
October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

CLOSED LISTINGS ANALYSIS

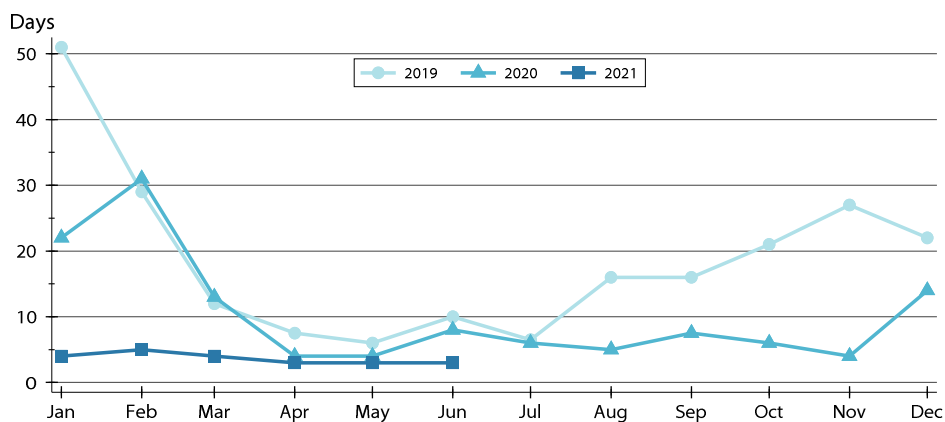
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 7/8/2021**

AVERAGE DOM >>



Month	2019	2020	2021
January	60	54	40
February	49	58	33
March	42	47	34
April	31	23	17
May	24	27	6
June	38	34	8
July	26	27	26
August	30	35	30
September	39	24	24
October	42	28	28
November	57	30	30
December	47	28	28

MEDIAN DOM >>

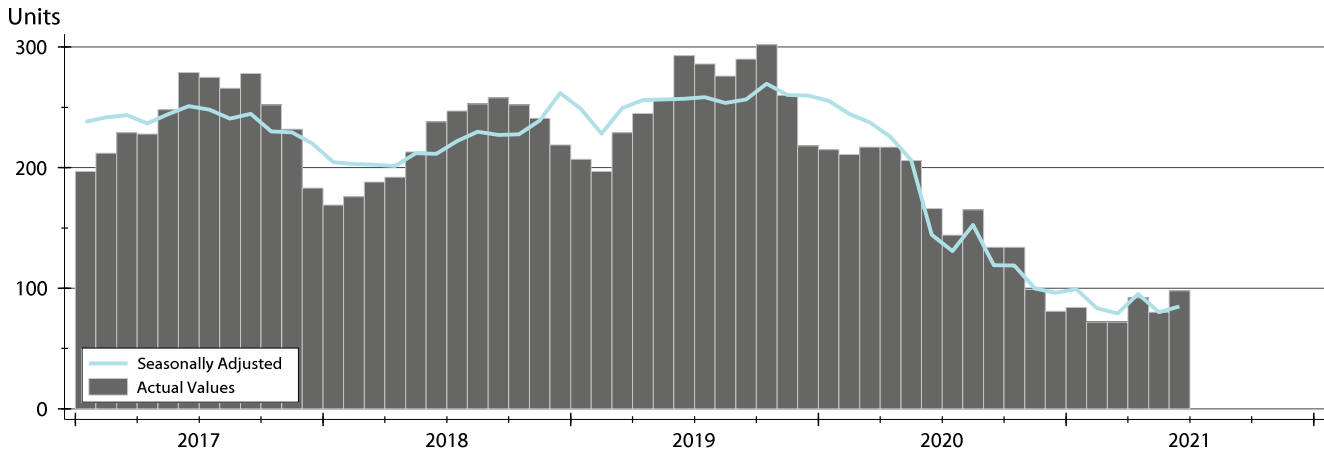


Month	2019	2020	2021
January	51	22	4
February	29	31	5
March	12	13	4
April	8	4	3
May	6	4	3
June	10	8	3
July	7	6	7
August	16	5	5
September	16	8	8
October	21	6	6
November	27	4	4
December	22	14	14

ACTIVE LISTINGS ANALYSIS

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 7/8/2021**

HISTORY >>



SUMMARY >>

Summary Statistics for Active Listings		End of June		
		2021	2020	Change
Active Listings		98	166	-41.0%
Months' Supply		0.9	1.6	-44.8%
Volume (1,000s)		34,488	61,295	-43.7%
Average	List Price	351,923	369,250	-4.7%
	Days on Market	49	79	-38.4%
	Percent of Original	98.1%	98.2%	-0.1%
Median	List Price	313,700	322,450	-2.7%
	Days on Market	24	48	-49.5%
	Percent of Original	100.0%	100.0%	0.0%

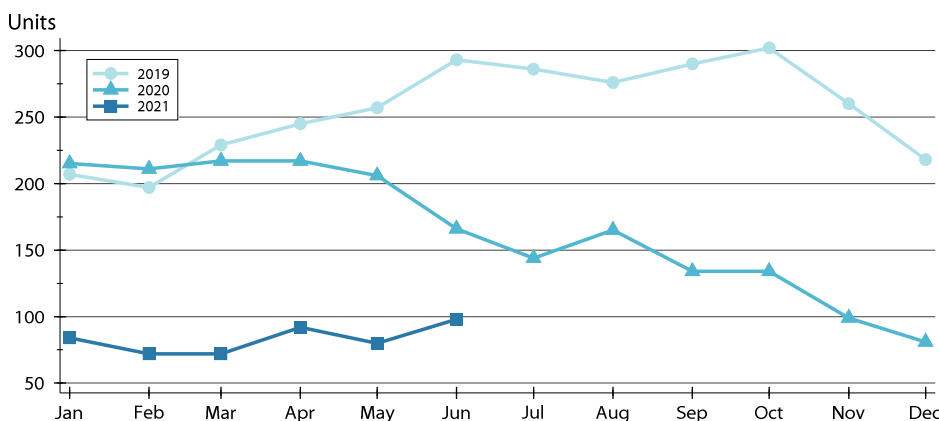
A total of 98 homes were available for sale in the City of Lawrence at the end of June. This represents a 0.9 months' supply of active listings.

The median list price of homes on the market at the end of June was \$313,700, down 2.7% from 2020. The typical time on market for active listings was 24 days, down from 48 days a year earlier.

ACTIVE LISTINGS ANALYSIS

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 7/8/2021**

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	80
August	276	165	80
September	290	134	80
October	302	134	80
November	260	99	80
December	218	81	80

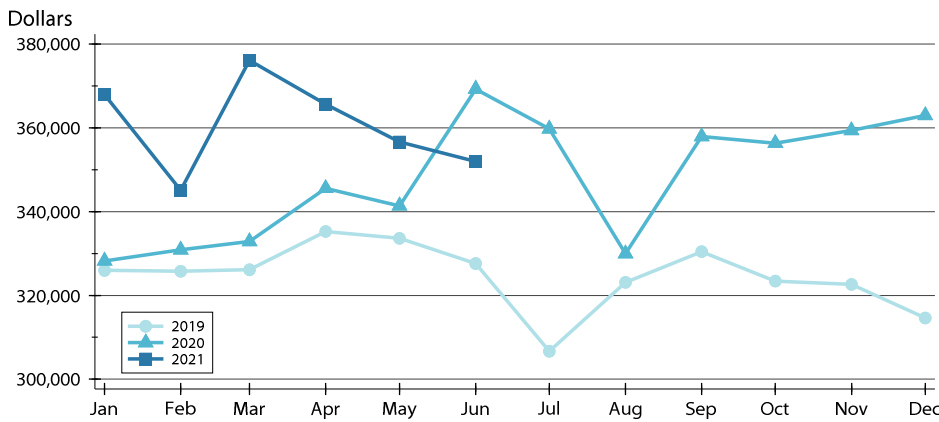
BY PRICE RANGE >>

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	6	6.1%	5	N/A	901	938	13	18	100.0%	100.0%
\$50,000-\$99,999	6	6.1%	525	2.0	87,520	88,225	42	12	93.5%	99.1%
\$100,000-\$149,999	10	10.2%	1,311	1.3	131,050	128,200	32	19	96.8%	100.0%
\$150,000-\$199,999	8	8.2%	1,406	0.3	175,738	172,450	19	8	99.7%	100.0%
\$200,000-\$249,999	7	7.1%	1,605	0.2	229,314	230,000	53	57	98.6%	100.0%
\$250,000-\$299,999	10	10.2%	2,763	0.4	276,250	279,950	47	39	95.8%	96.4%
\$300,000-\$349,999	9	9.2%	2,897	0.6	321,861	320,000	38	19	99.7%	100.0%
\$350,000-\$399,999	9	9.2%	3,354	1.0	372,711	379,900	25	29	99.3%	100.0%
\$400,000-\$449,999	8	8.2%	3,407	0.9	425,850	435,000	23	17	100.3%	100.0%
\$450,000-\$499,999	6	6.1%	2,889	0.6	481,567	495,000	41	20	99.1%	100.0%
\$500,000-\$599,999	6	6.1%	3,269	1.5	544,800	547,450	21	12	98.8%	100.0%
\$600,000-\$749,999	6	6.1%	3,999	1.0	666,467	664,950	137	77	95.8%	96.6%
\$750,000-\$999,999	4	4.1%	3,424	2.0	855,975	814,950	99	53	98.5%	100.0%
\$1,000,000 and up	3	3.1%	3,635	3.0	1,211,667	1,150,000	263	145	96.2%	100.0%
All price ranges	98	100.0%	34,488	0.7	351,923	313,700	49	24	98.1%	100.0%

ACTIVE LISTINGS ANALYSIS

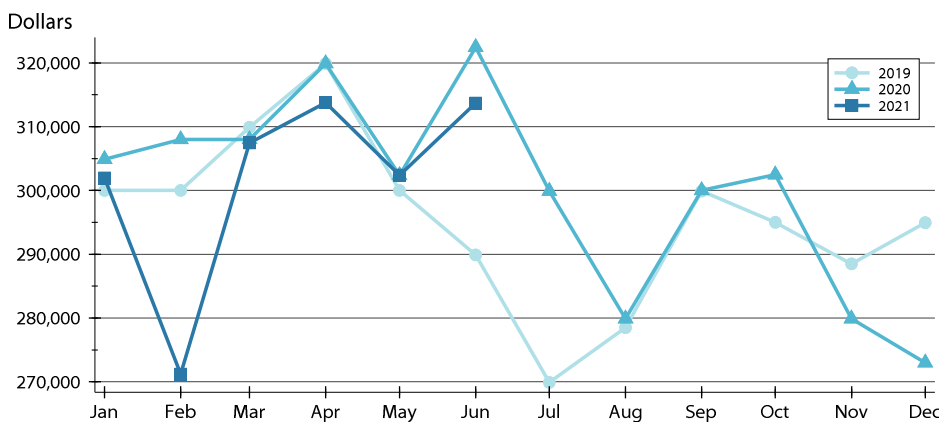
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 7/8/2021**

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	
August	323,116	329,944	
September	330,454	357,903	
October	323,407	356,330	
November	322,600	359,334	
December	314,584	362,929	

MEDIAN PRICE >>

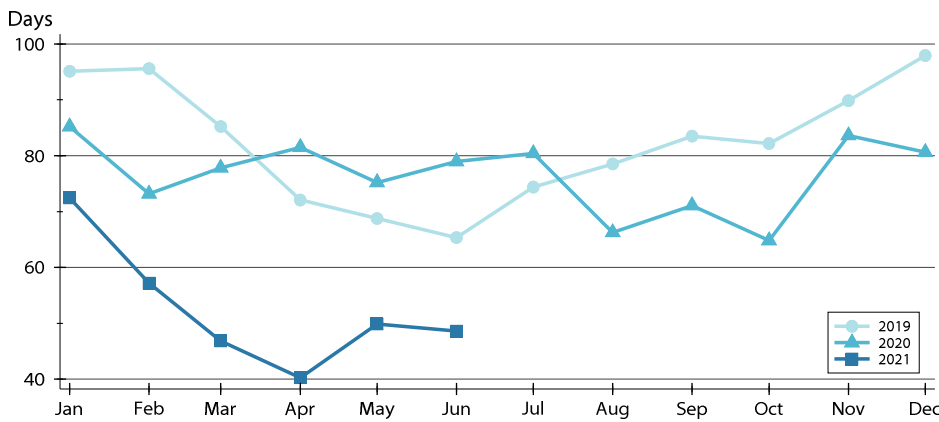


Month	2019	2020	2021
January	300,000	304,900	301,950
February	300,000	308,000	271,225
March	309,900	308,000	307,450
April	319,900	319,900	313,750
May	300,000	302,350	302,400
June	289,900	322,450	313,700
July	269,900	299,900	
August	278,500	279,900	
September	299,900	300,000	
October	295,000	302,450	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

ACTIVE LISTINGS ANALYSIS

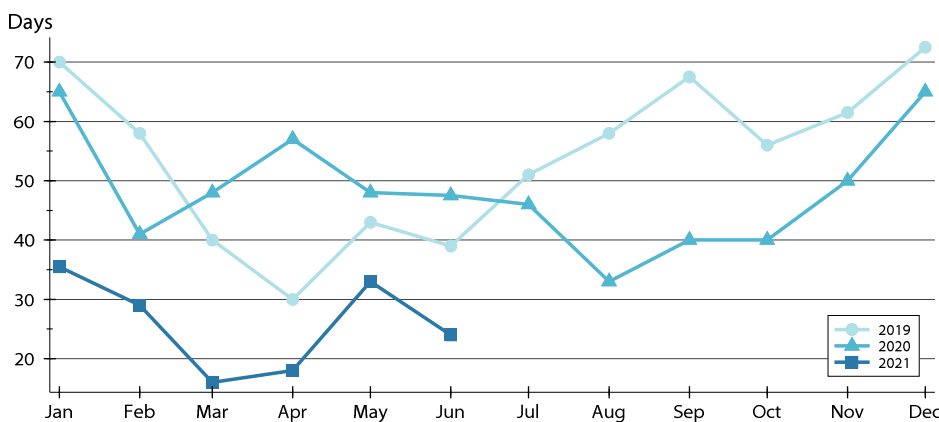
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 7/8/2021**

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	
August	79	66	
September	84	71	
October	82	65	
November	90	84	
December	98	81	

MEDIAN DOM >>

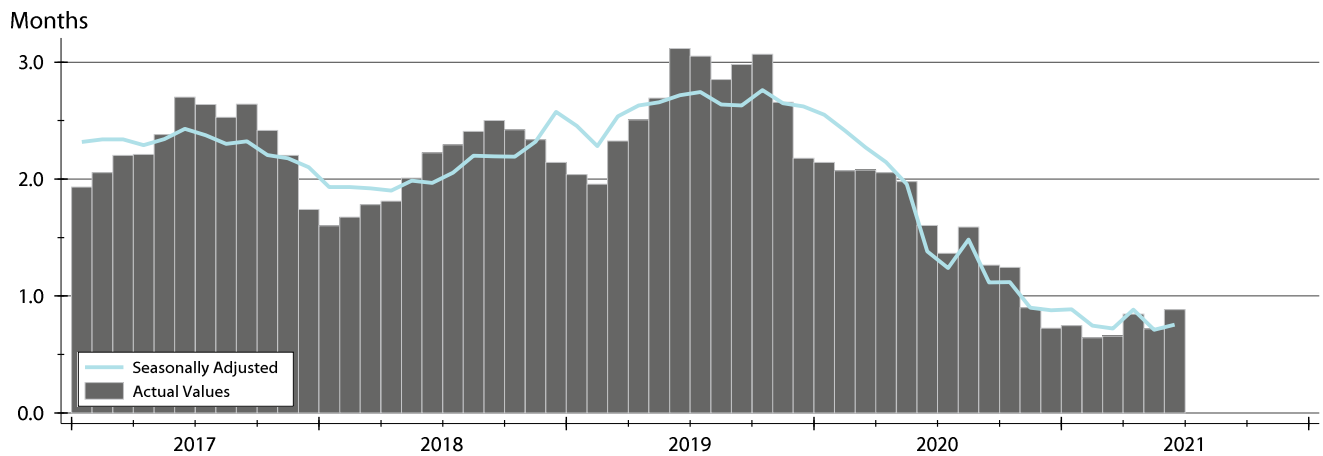


Month	2019	2020	2021
January	70	65	36
February	58	41	29
March	40	48	16
April	30	57	18
May	43	48	33
June	39	48	24
July	51	46	
August	58	33	
September	68	40	
October	56	40	
November	62	50	
December	73	65	

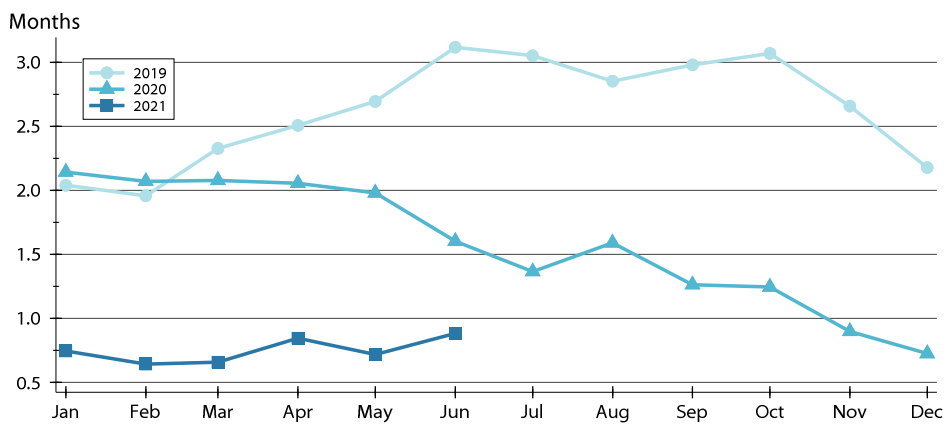
MONTHS' SUPPLY ANALYSIS

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 7/8/2021**

HISTORY >>



BY MONTH >>

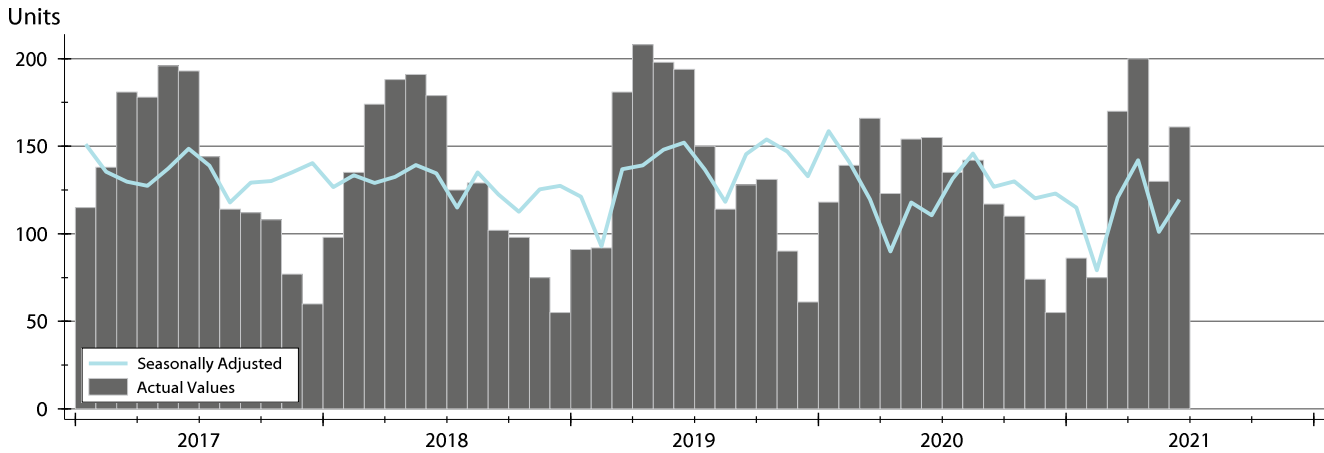


Month	2019	2020	2021
January	2.0	2.1	0.7
February	2.0	2.1	0.6
March	2.3	2.1	0.7
April	2.5	2.1	0.8
May	2.7	2.0	0.7
June	3.1	1.6	0.9
July	3.1	1.4	
August	2.9	1.6	
September	3.0	1.3	
October	3.1	1.2	
November	2.7	0.9	
December	2.2	0.7	

NEW LISTINGS ANALYSIS

HISTORY >>

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 7/8/2021**



SUMMARY >>

Summary Statistics for New Listings		June		
		2021	2020	Change
Current Month	New Listings	161	155	3.9%
	Volume (1,000s)	46,795	42,934	9.0%
	Average List Price	290,651	276,994	4.9%
	Median List Price	270,000	234,900	14.9%
YTD	New Listings	822	855	-3.9%
	Volume (1,000s)	241,341	231,250	4.4%
	Average List Price	293,603	270,467	8.6%
	Median List Price	259,900	239,900	8.3%

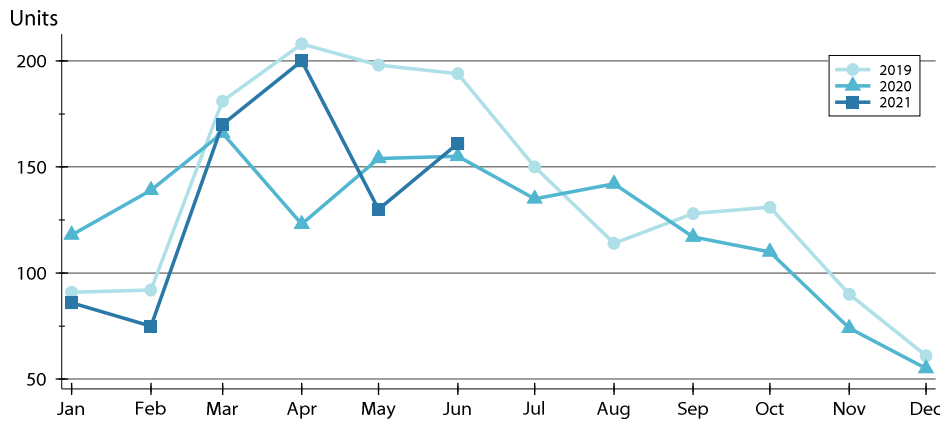
A total of 161 new listings were added in the City of Lawrence during June, up 3.9% from the same month in 2020. Year-to-date the City of Lawrence has seen 822 new listings.

The median list price of these homes was \$270,000 up from \$234,900 in 2020.

NEW LISTINGS ANALYSIS

BY MONTH >>

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 7/8/2021**



Month	2019	2020	2021
January	91	118	86
February	92	139	75
March	181	166	170
April	208	123	200
May	198	154	130
June	194	155	161
July	150	135	150
August	114	142	117
September	128	117	110
October	131	110	90
November	90	74	61
December	61	55	55

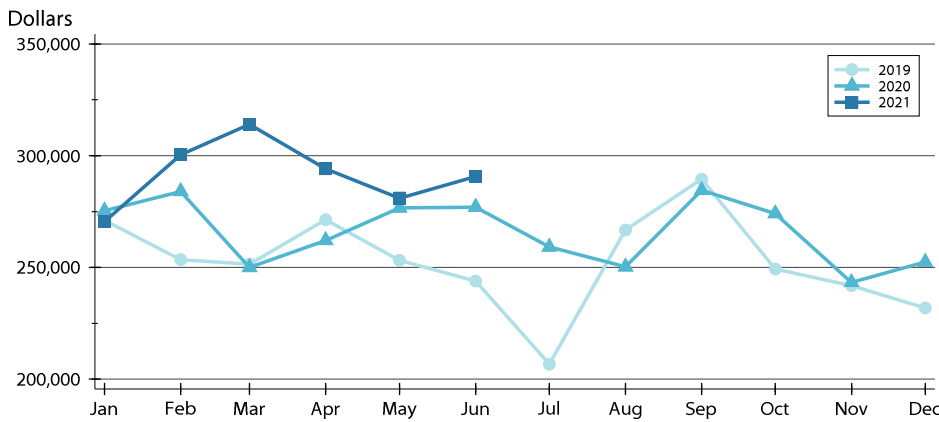
BY PRICE RANGE >>

Price Range	New Listings			List Price	
	Number	Percent	Volume	Average	Median
Below \$50,000	6	3.7%	7	1,093	938
\$50,000-\$99,999	3	1.9%	265	88,467	86,500
\$100,000-\$149,999	17	10.6%	2,235	131,447	135,000
\$150,000-\$199,999	24	14.9%	4,287	178,606	179,950
\$200,000-\$249,999	23	14.3%	5,289	229,941	230,000
\$250,000-\$299,999	24	14.9%	6,755	281,458	283,950
\$300,000-\$349,999	17	10.6%	5,401	317,730	319,900
\$350,000-\$399,999	16	9.9%	6,019	376,175	374,950
\$400,000-\$449,999	12	7.5%	5,063	421,896	421,525
\$450,000-\$499,999	7	4.3%	3,329	475,629	489,900
\$500,000-\$599,999	7	4.3%	3,801	542,971	535,000
\$600,000-\$749,999	2	1.2%	1,320	660,000	660,000
\$750,000-\$999,999	2	1.2%	1,630	814,950	814,950
\$1,000,000 and up	1	0.6%	1,395	1,395,000	1,395,000
All price ranges	161	100.0%	46,795	290,651	270,000

NEW LISTINGS ANALYSIS

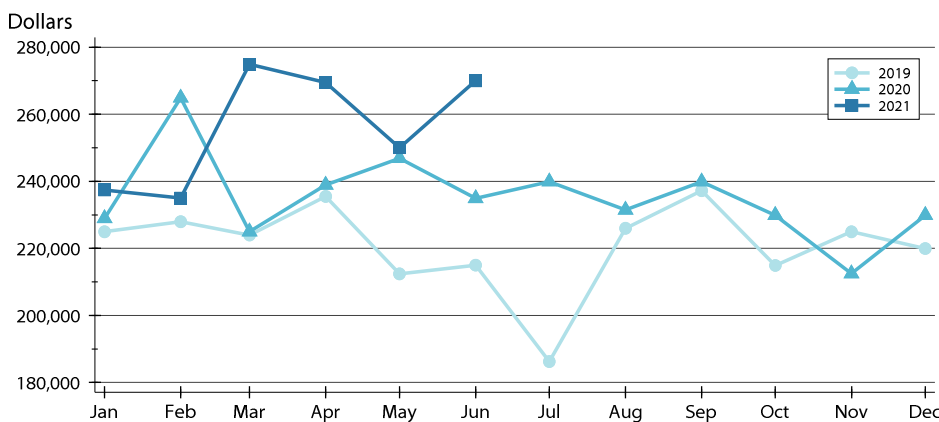
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 7/8/2021**

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	294,172
May	253,236	276,641	281,031
June	243,938	276,994	290,651
July	206,720	259,179	260,000
August	266,719	250,273	250,000
September	289,474	284,531	285,000
October	249,298	274,119	250,000
November	241,850	243,317	245,000
December	231,896	252,416	255,000

MEDIAN PRICE >>

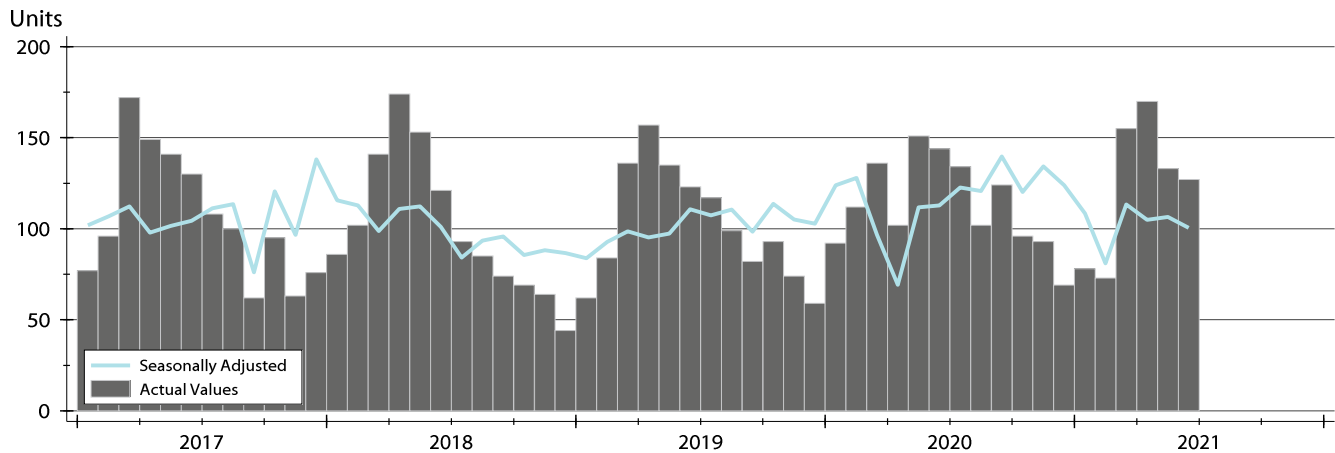


Month	2019	2020	2021
January	224,950	228,950	237,450
February	227,950	264,900	235,000
March	224,000	224,950	274,950
April	235,500	238,900	269,450
May	212,400	246,900	250,000
June	215,000	234,900	270,000
July	186,250	239,900	240,000
August	226,000	231,450	230,000
September	237,200	239,900	240,000
October	214,900	229,900	230,000
November	224,950	212,450	230,000
December	219,950	229,900	230,000

CONTRACTS WRITTEN ANALYSIS

CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 7/8/2021

HISTORY >>



SUMMARY >>

Summary Statistics		June			Year-to-Date		
for Contracts Written		2021	2020	Change	2021	2020	Change
Closed Listings		127	144	-11.8%	736	737	-0.1%
Volume (1,000s)		36,725	39,545	-7.1%	217,869	191,001	14.1%
Average	Sale Price	289,175	274,618	5.3%	296,017	259,159	14.2%
	Days on Market	8	32	-74.7%	13	34	-61.0%
	Percent of Original	100.4%	99.5%	0.9%	101.5%	98.5%	3.0%
Median	Sale Price	260,000	244,900	6.2%	259,900	232,900	11.6%
	Days on Market	4	5	-20.0%	3	6	-50.0%
	Percent of Original	100.0%	100.0%	0.0%	100.0%	100.0%	0.0%

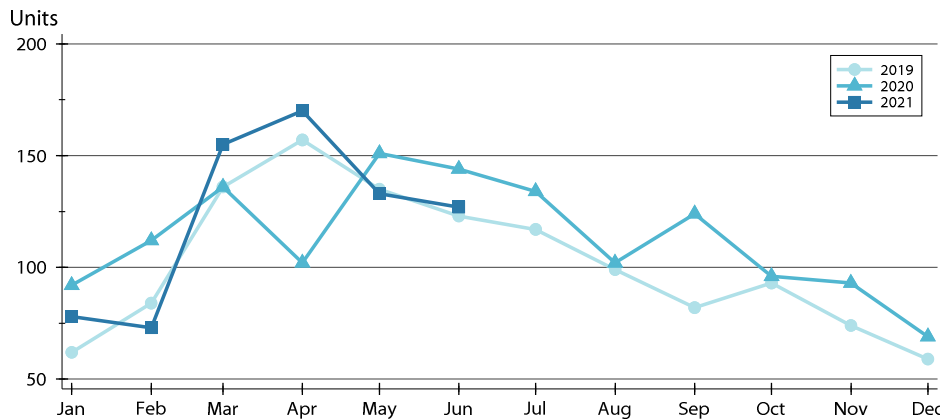
A total of 127 contracts for sale were written in the City of Lawrence during the month of June, down from 144 in 2020. The median list price of these homes was \$260,000, up from \$244,900 the prior year.

Half of the homes that went under contract in June were on the market less than 4 days, compared to 5 days in June 2020.

CONTRACTS WRITTEN ANALYSIS

BY MONTH >>

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 7/8/2021**



Month	2019	2020	2021
January	62	92	78
February	84	112	73
March	136	136	155
April	157	102	170
May	135	151	133
June	123	144	127
July	117	134	
August	99	102	
September	82	124	
October	93	96	
November	74	93	
December	59	69	

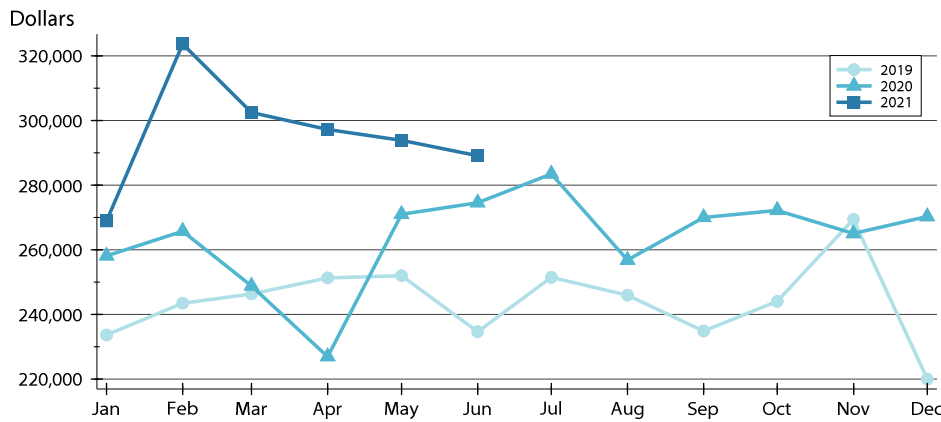
BY PRICE RANGE >>

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	1	0.8%	80	79,900	79,900	0	0	101.4%	101.4%
\$100,000-\$149,999	15	11.8%	1,964	130,953	135,000	5	4	100.2%	100.0%
\$150,000-\$199,999	22	17.3%	3,971	180,497	180,000	6	4	101.2%	100.0%
\$200,000-\$249,999	20	15.7%	4,582	229,113	230,500	6	4	99.9%	100.0%
\$250,000-\$299,999	23	18.1%	6,368	276,874	274,900	7	4	100.3%	100.0%
\$300,000-\$349,999	14	11.0%	4,404	314,569	314,950	4	2	100.0%	100.0%
\$350,000-\$399,999	9	7.1%	3,345	371,689	368,000	16	4	100.6%	100.0%
\$400,000-\$449,999	10	7.9%	4,226	422,604	422,168	17	10	99.7%	100.0%
\$450,000-\$499,999	6	4.7%	2,875	479,117	489,900	6	5	100.0%	100.0%
\$500,000-\$599,999	4	3.1%	2,165	541,225	540,500	16	11	102.0%	100.0%
\$600,000-\$749,999	2	1.6%	1,350	675,000	675,000	26	26	100.0%	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	1	0.8%	1,395	1,395,000	1,395,000	4	4	100.0%	100.0%
All price ranges	127	100.0%	36,725	289,175	260,000	8	4	100.4%	100.0%

CONTRACTS WRITTEN ANALYSIS

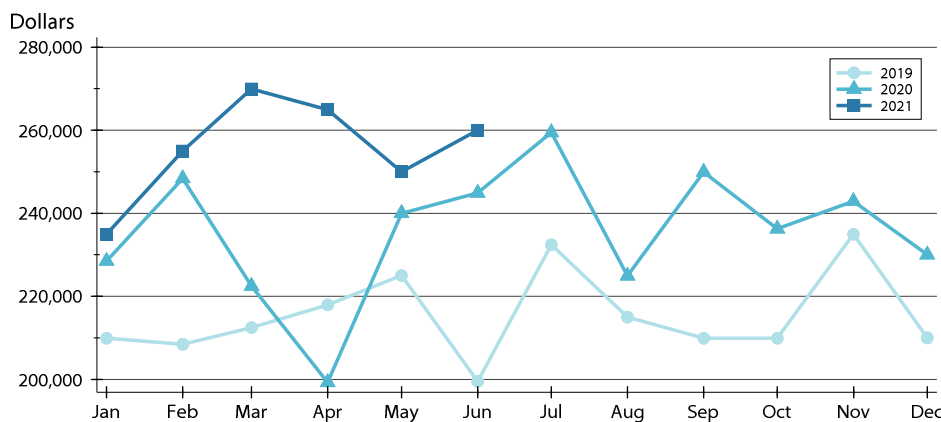
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 7/8/2021**

AVERAGE PRICE >>



Month	2019	2020	2021
January	233,686	258,187	269,000
February	243,524	265,812	323,733
March	246,402	248,864	302,547
April	251,351	227,017	297,288
May	252,072	271,062	293,948
June	234,702	274,618	289,175
July	251,518	283,526	-
August	246,013	256,876	-
September	234,923	270,058	-
October	244,064	272,269	-
November	269,458	265,091	-
December	220,000	270,325	-

MEDIAN PRICE >>

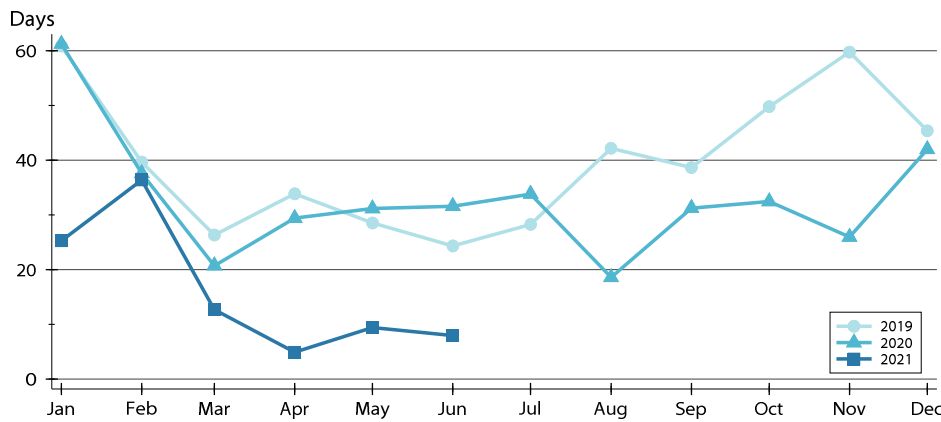


Month	2019	2020	2021
January	209,900	228,500	235,000
February	208,450	248,400	255,000
March	212,450	222,450	269,950
April	217,950	199,250	264,950
May	225,000	240,000	250,000
June	199,500	244,900	260,000
July	232,400	259,450	-
August	215,000	224,950	-
September	209,900	249,950	-
October	209,900	236,250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

CONTRACTS WRITTEN ANALYSIS

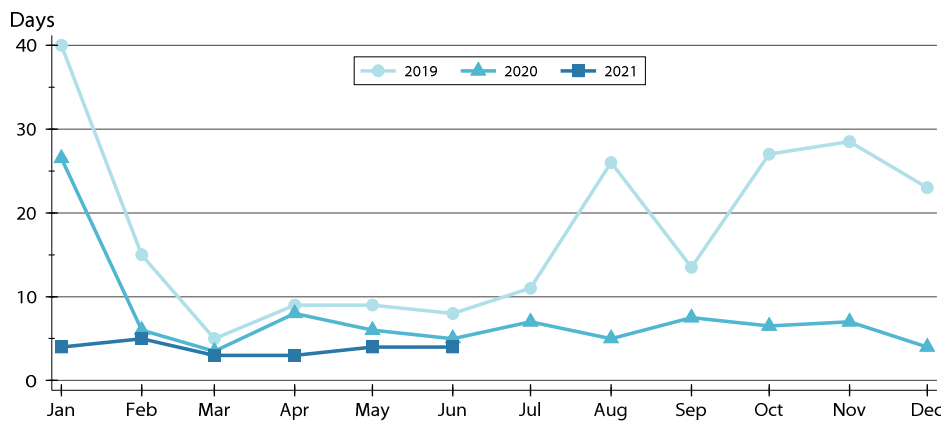
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 7/8/2021**

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	28
August	42	19	42
September	39	31	39
October	50	32	50
November	60	26	60
December	45	42	45

MEDIAN DOM >>

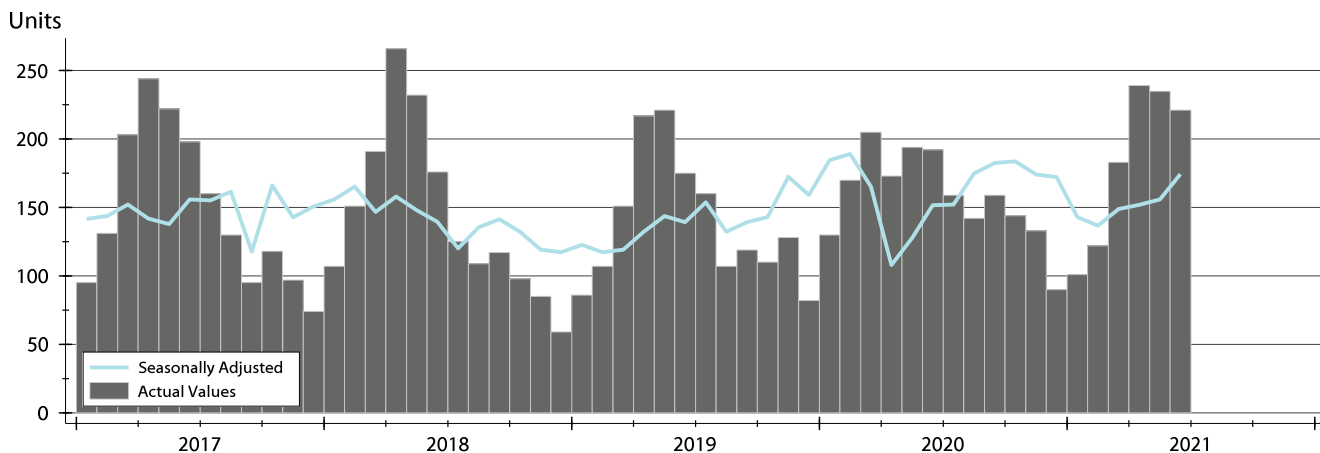


Month	2019	2020	2021
January	40	27	4
February	15	6	5
March	5	4	3
April	9	8	3
May	9	6	4
June	8	5	4
July	11	7	11
August	26	5	26
September	14	8	14
October	27	7	27
November	29	7	29
December	23	4	23

PENDING CONTRACTS ANALYSIS

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 7/8/2021**

HISTORY >>



SUMMARY >>

Summary Statistics		End of June		
for Active Listings		2021	2020	Change
Active Listings		221	192	15.1%
Volume (1,000s)		65,567	54,032	21.3%
Average	List Price	296,684	281,418	5.4%
	Days on Market	12	30	-61.1%
	Percent of Original	99.7%	99.2%	0.6%
Median	List Price	270,000	249,425	8.2%
	Days on Market	4	7	-42.9%
	Percent of Original	100.0%	100.0%	0.0%

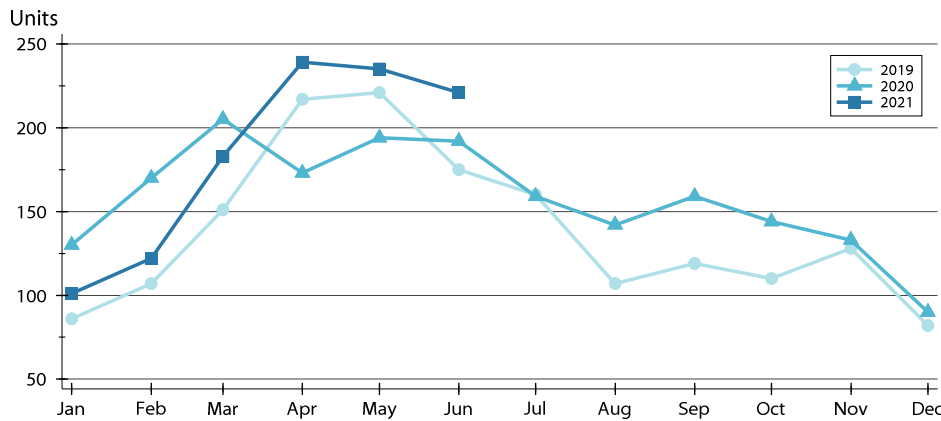
A total of 221 listings in the City of Lawrence had contracts pending at the end of June, up from 192 contracts pending at the end of June 2020.

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 7/8/2021**



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	
August	107	142	
September	119	159	
October	110	144	
November	128	133	
December	82	90	

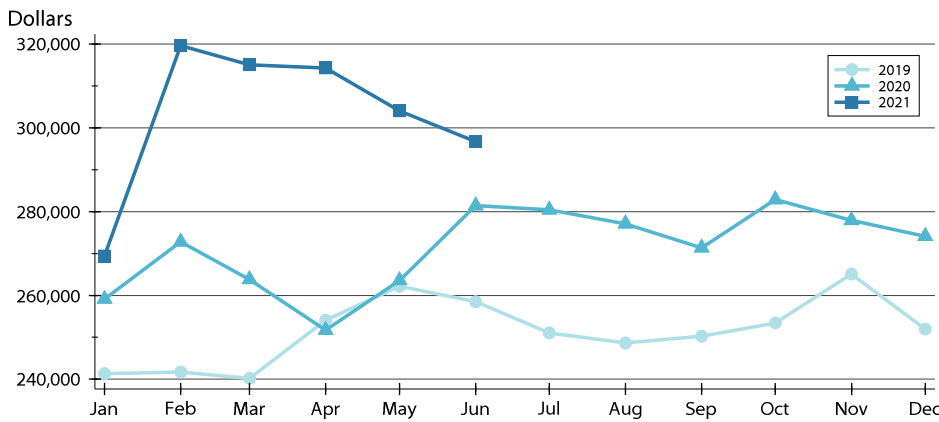
BY PRICE RANGE >>

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	1	0.5%	95	95,000	95,000	0	0	100.0%	100.0%
\$100,000-\$149,999	22	10.0%	2,873	130,598	135,000	19	4	99.1%	100.0%
\$150,000-\$199,999	30	13.6%	5,434	181,148	184,900	9	5	99.8%	100.0%
\$200,000-\$249,999	40	18.1%	9,205	230,116	227,950	14	4	99.5%	100.0%
\$250,000-\$299,999	45	20.4%	12,497	277,702	279,900	7	3	99.9%	100.0%
\$300,000-\$349,999	25	11.3%	7,908	316,316	314,900	8	3	100.0%	100.0%
\$350,000-\$399,999	14	6.3%	5,175	369,643	365,000	11	3	100.0%	100.0%
\$400,000-\$449,999	18	8.1%	7,531	418,391	414,950	14	8	99.9%	100.0%
\$450,000-\$499,999	12	5.4%	5,705	475,413	477,450	5	4	100.0%	100.0%
\$500,000-\$599,999	8	3.6%	4,305	538,100	528,500	20	11	100.0%	100.0%
\$600,000-\$749,999	4	1.8%	2,645	661,200	659,950	36	26	99.0%	100.0%
\$750,000-\$999,999	1	0.5%	800	799,900	799,900	14	14	100.0%	100.0%
\$1,000,000 and up	1	0.5%	1,395	1,395,000	1,395,000	4	4	100.0%	100.0%
All price ranges	221	100.0%	65,567	296,684	270,000	12	4	99.7%	100.0%

PENDING CONTRACTS ANALYSIS

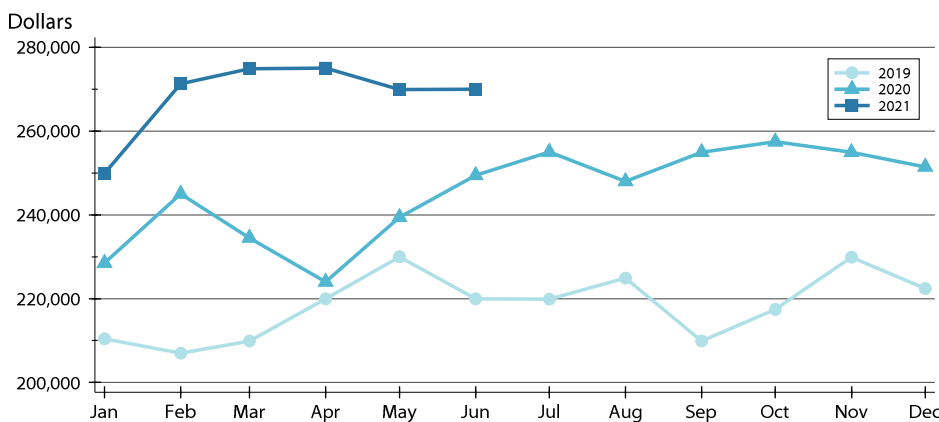
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 7/8/2021**

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	
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 >>

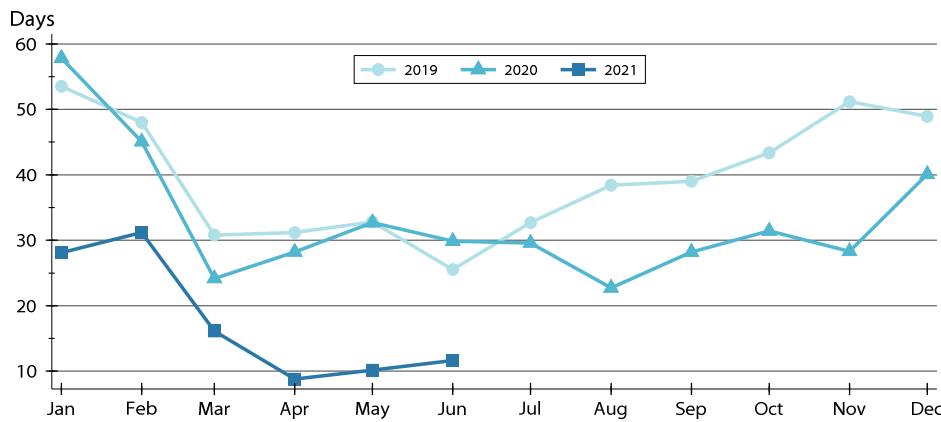


Month	2019	2020	2021
January	210,450	228,500	249,900
February	207,000	245,000	271,300
March	209,900	234,500	274,900
April	219,950	224,000	275,000
May	230,000	239,400	269,900
June	219,950	249,425	270,000
July	219,900	255,000	
August	224,900	247,950	
September	209,900	254,950	
October	217,450	257,425	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

PENDING CONTRACTS ANALYSIS

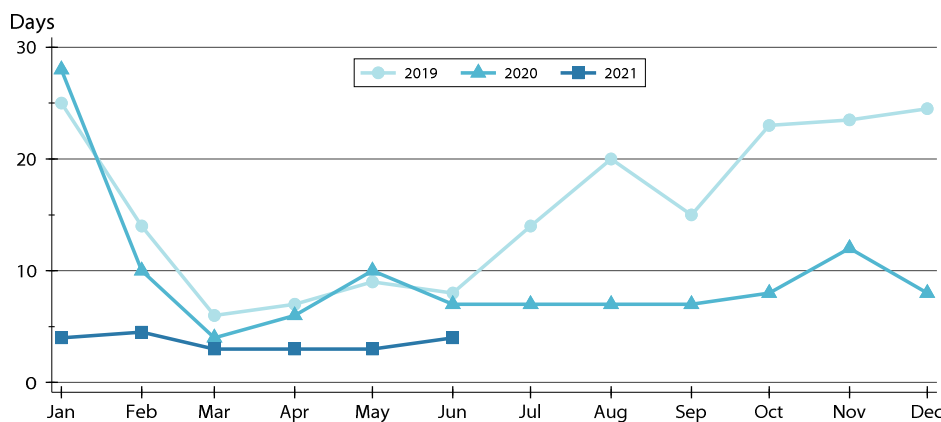
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 7/8/2021**

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	
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	
August	20	7	
September	15	7	
October	23	8	
November	24	12	
December	25	8	