

# LAWRENCE MLS STATISTICS



 **APRIL 2021** >>

## MARKET OVERVIEW >>

### Lawrence City Home Sales Fell in April

Total home sales in the City of Lawrence fell last month to 119 units, compared to 128 units in April 2020. Total sales volume was \$35.0 million, up from a year earlier.

The median sale price in April was \$254,900, up from \$232,000 a year earlier. Homes that sold in April were typically on the market for 3 days and sold for 101.4% of their list prices.

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

The total number of active listings in the City of Lawrence at the end of April was 92 units, down from 217 at the same point in 2020. This represents a 0.8 months' supply of homes available for sale. The median list price of homes on the market at the end of April was \$313,750.

During April, a total of 163 contracts were written up from 102 in April 2020. At the end of the month, there were 239 contracts pending, compared to 173 at the end of April 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		April		
Current Month		2021	2020	Change
Summary Statistics				
Home Sales		<b>119</b>	128	-7.0%
Active Listings		<b>92</b>	217	-57.6%
Months' Supply		<b>0.8</b>	2.1	-58.8%
New Listings		<b>193</b>	123	56.9%
Contracts Written		<b>163</b>	102	59.8%
Pending Contracts		<b>239</b>	173	38.2%
Sales Volume (1,000s)		<b>34,996</b>	32,060	9.2%
Average	Sale Price	<b>294,084</b>	250,466	17.4%
	List Price of Actives	<b>365,613</b>	345,557	5.8%
	Days on Market	<b>17</b>	23	-28.6%
	Percent of List	<b>102.9%</b>	99.6%	3.4%
	Percent of Original	<b>102.8%</b>	99.1%	3.7%
Median	Sale Price	<b>254,900</b>	232,000	9.9%
	List Price of Actives	<b>313,750</b>	319,900	-1.9%
	Days on Market	<b>3</b>	4	-25.0%
	Percent of List	<b>101.4%</b>	100.0%	1.4%
	Percent of Original	<b>101.4%</b>	100.0%	1.4%

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# THREE-YEAR COMPARISONS

## SUMMARY >>

## BREAKDOWNS BY HOME TYPE CITY OF LAWRENCE AS OF 5/8/2021

April MLS Statistics		2021			2020			2019			
By Property Type		Total	Existing	New	Total	Existing	New	Total	Existing	New	
Home Sales		<b>119</b>	<b>103</b>	<b>16</b>	128	116	12	114	105	9	
	Change from prior year	-7.0%	-11.2%	33.3%	12.3%	10.5%	33.3%	-6.6%	1.0%	-50.0%	
Active Listings		<b>92</b>	<b>69</b>	<b>23</b>	217	161	56	245	193	52	
	Change from prior year	-57.6%	-57.1%	-58.9%	-11.4%	-16.6%	7.7%	27.6%	27.8%	26.8%	
Months' Supply		<b>0.8</b>	<b>0.7</b>	<b>1.6</b>	2.1	1.7	6.1	2.5	2.2	5.4	
	Change from prior year	-58.8%	-56.4%	-73.3%	-18.0%	-23.7%	12.6%	38.4%	39.4%	30.1%	
New Listings		<b>193</b>	<b>167</b>	<b>26</b>	123	103	20	208	183	25	
	Change from prior year	56.9%	62.1%	30.0%	-40.9%	-43.7%	-20.0%	10.6%	7.0%	47.1%	
Contracts Written		<b>163</b>	<b>149</b>	<b>14</b>	102	93	9	157	141	16	
	Change from prior year	59.8%	60.2%	55.6%	-35.0%	-34.0%	-43.8%	-9.8%	-10.8%	0.0%	
Pending Contracts		<b>239</b>	<b>204</b>	<b>35</b>	173	146	27	217	189	28	
	Change from prior year	38.2%	39.7%	29.6%	-20.3%	-22.8%	-3.6%	-18.4%	-18.5%	-17.6%	
Sales Volume (1,000s)		<b>34,996</b>	<b>29,478</b>	<b>5,518</b>	32,060	27,666	4,394	25,671	22,245	3,426	
	Change from prior year	9.2%	6.6%	25.6%	24.9%	24.4%	28.3%	-17.1%	-6.7%	-51.9%	
Average	Sale Price	<b>294,084</b>	<b>286,197</b>	<b>344,861</b>	250,466	238,497	366,161	225,180	211,855	380,647	
		Change from prior year	17.4%	20.0%	-5.8%	11.2%	12.6%	-3.8%	-11.2%	-7.5%	-3.7%
	List Price of Actives	<b>365,613</b>	<b>353,661</b>	<b>401,470</b>	345,557	319,625	420,113	335,269	322,322	383,323	
		Change from prior year	5.8%	10.6%	-4.4%	3.1%	-0.8%	9.6%	3.2%	5.1%	-2.2%
	Days on Market	<b>17</b>	<b>12</b>	<b>48</b>	23	17	89	31	28	70	
		Change from prior year	-28.6%	-28.5%	-46.5%	-24.5%	-40.1%	27.3%	-14.1%	13.1%	-32.0%
Percent of List		<b>102.9%</b>	<b>103.5%</b>	<b>99.0%</b>	99.6%	99.5%	100.5%	98.8%	98.7%	100.3%	
		Change from prior year	3.4%	4.1%	-1.4%	0.8%	0.8%	0.2%	-0.4%	-0.4%	0.6%
	Percent of Original	<b>102.8%</b>	<b>103.4%</b>	<b>99.0%</b>	99.1%	98.9%	101.5%	98.4%	98.2%	101.0%	
	Change from prior year	3.7%	4.6%	-2.4%	0.7%	0.7%	0.4%	-0.1%	-0.2%	1.8%	
Median	Sale Price	<b>254,900</b>	<b>245,000</b>	<b>306,300</b>	232,000	215,000	357,450	190,000	185,000	359,000	
		Change from prior year	9.9%	14.0%	-14.3%	22.1%	16.2%	-0.4%	-15.6%	-11.7%	3.4%
	List Price of Actives	<b>313,750</b>	<b>262,500</b>	<b>359,900</b>	319,900	284,950	399,900	319,900	295,000	338,500	
		Change from prior year	-1.9%	-7.9%	-10.0%	0.0%	-3.4%	18.1%	0.0%	1.8%	-12.1%
	Days on Market	<b>3</b>	<b>3</b>	<b>14</b>	4	3	80	8	6	65	
		Change from prior year	-25.0%	0.0%	-83.0%	-46.7%	-50.0%	22.3%	-6.3%	-7.7%	21.5%
Percent of List		<b>101.4%</b>	<b>102.7%</b>	<b>100.0%</b>	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	
		Change from prior year	1.4%	2.7%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Percent of Original		<b>101.4%</b>	<b>102.7%</b>	<b>100.0%</b>	100.0%	100.0%	100.0%	100.0%	100.0%	101.1%	
		Change from prior year	1.4%	2.7%	0.0%	0.0%	0.0%	-1.1%	0.0%	0.1%	1.1%

## YEAR-TO-DATE STATISTICS

### SUMMARY >>

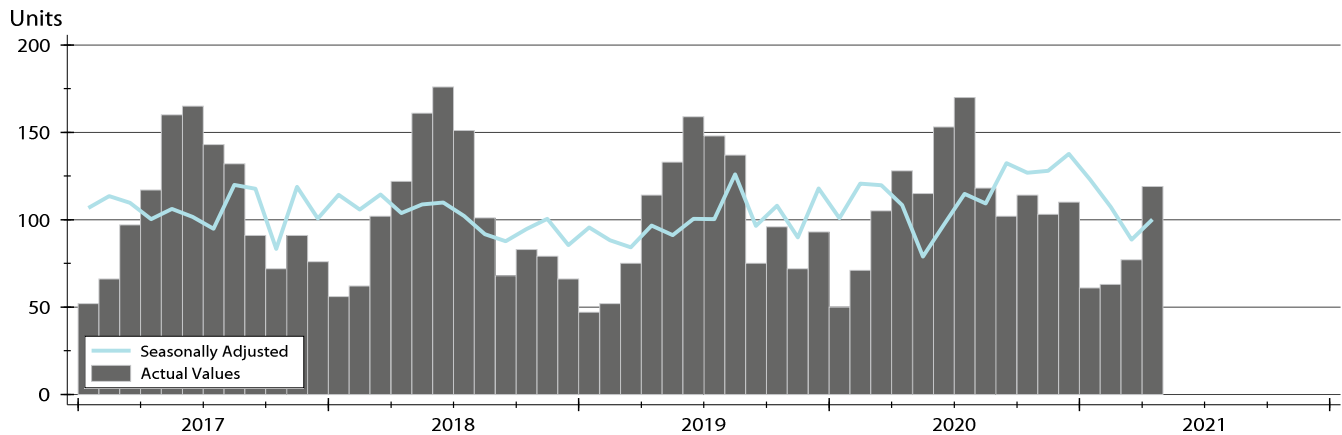
YTD BREAKDOWNS BY HOME TYPE  
CITY OF LAWRENCE  
AS OF 5/8/2021

Year-to-Date Activity By Property Type		2021			2020			2019		
		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		<b>320</b>	<b>277</b>	<b>43</b>	354	313	41	288	261	27
Change from prior year		-9.6%	-11.5%	4.9%	22.9%	19.9%	51.9%	-15.8%	-12.4%	-38.6%
New Listings		<b>516</b>	<b>445</b>	<b>71</b>	546	481	65	572	505	67
Change from prior year		-5.5%	-7.5%	9.2%	-4.5%	-4.8%	-3.0%	-3.9%	-4.4%	0.0%
Contracts Written		<b>461</b>	<b>406</b>	<b>55</b>	442	389	53	439	390	49
Change from prior year		4.3%	4.4%	3.8%	0.7%	-0.3%	8.2%	-12.7%	-10.8%	-25.8%
Sales Volume (1,000s)		<b>90,614</b>	<b>74,789</b>	<b>15,825</b>	87,587	72,944	14,643	67,900	58,407	9,493
Change from prior year		3.5%	2.5%	8.1%	29.0%	24.9%	54.2%	-19.0%	-14.1%	-39.8%
Average	Sale Price	<b>283,169</b>	<b>269,996</b>	<b>368,027</b>	247,421	233,048	357,147	235,763	223,781	351,598
	Change from prior year	14.4%	15.9%	3.0%	4.9%	4.1%	1.6%	-3.8%	-1.9%	-2.0%
	Days on Market	<b>29</b>	<b>21</b>	<b>79</b>	42	32	118	42	38	80
	Change from prior year	-31.5%	-34.5%	-33.3%	0.2%	-15.6%	46.4%	-20.0%	-11.0%	-32.1%
	Percent of List	<b>101.2%</b>	<b>101.4%</b>	<b>99.7%</b>	98.9%	98.7%	100.0%	98.6%	98.5%	99.8%
Change from prior year	2.4%	2.7%	-0.3%	0.2%	0.2%	0.2%	-0.1%	0.0%	-0.2%	
Median	Percent of Original	<b>100.6%</b>	<b>100.8%</b>	<b>100.0%</b>	97.7%	97.4%	99.8%	97.6%	97.4%	99.3%
	Change from prior year	3.0%	3.4%	0.2%	0.1%	0.0%	0.6%	0.0%	0.2%	-0.8%
	Sale Price	<b>248,700</b>	<b>235,000</b>	<b>344,150</b>	227,950	215,000	345,000	207,050	191,500	355,000
	Change from prior year	9.1%	9.3%	-0.2%	10.1%	12.3%	-2.8%	-2.6%	-1.4%	3.3%
	Days on Market	<b>3</b>	<b>3</b>	<b>32</b>	11	8	88	16	13	70
Change from prior year	-72.7%	-62.5%	-63.6%	-31.3%	-38.5%	25.7%	6.7%	18.2%	-28.6%	
Percent of List	<b>100.0%</b>	<b>100.1%</b>	<b>100.0%</b>	100.0%	100.0%	100.0%	99.9%	99.3%	100.0%	
Change from prior year	0.0%	0.1%	0.0%	0.1%	0.7%	0.0%	-0.1%	0.0%	0.0%	
Percent of Original	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	99.3%	98.8%	100.0%	99.3%	98.8%	100.0%	
Change from prior year	0.7%	1.3%	0.0%	0.1%	0.0%	0.0%	-0.2%	-0.1%	0.0%	

## CLOSED LISTINGS ANALYSIS

CITY OF LAWRENCE  
ALL HOMES (NEW & EXISTING)  
AS OF 5/8/2021

### HISTORY >>



### SUMMARY >>

Summary Statistics for Closed Listings		April			Year-to-Date		
		2021	2020	Change	2021	2020	Change
Closed Listings		119	128	-7.0%	320	354	-9.6%
Volume (1,000s)		34,996	32,060	9.2%	90,614	87,587	3.5%
Average	Sale Price	294,084	250,466	17.4%	283,169	247,421	14.4%
	Days on Market	17	23	-28.6%	29	42	-31.5%
	Percent of List	102.9%	99.6%	3.4%	101.2%	98.9%	2.4%
	Percent of Original	102.8%	99.1%	3.7%	100.6%	97.7%	3.0%
Median	Sale Price	254,900	232,000	9.9%	248,700	227,950	9.1%
	Days on Market	3	4	-25.0%	3	11	-72.7%
	Percent of List	101.4%	100.0%	1.4%	100.0%	100.0%	0.0%
	Percent of Original	101.4%	100.0%	1.4%	100.0%	99.3%	0.7%

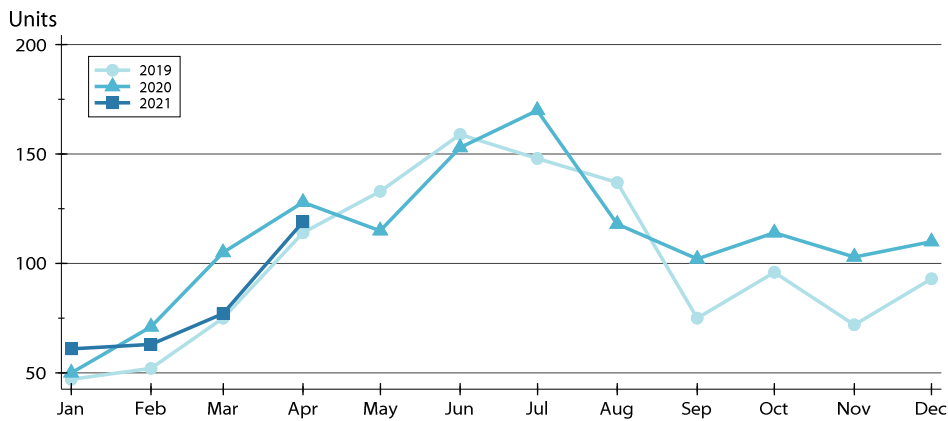
A total of 119 homes sold in the City of Lawrence in April, down from 128 units in April 2020. Total sales volume rose to \$35.0 million compared to \$32.1 million in the previous year.

The median sales price in April was \$254,900, up 9.9% compared to the prior year. Median days on market was 3 days, down from 4 days in March, and down from 4 in April 2020.

# CLOSED LISTINGS ANALYSIS

**CITY OF LAWRENCE  
ALL HOMES (NEW & EXISTING)  
AS OF 5/8/2021**

**BY MONTH** >>



Month	2019	2020	2021
January	47	50	61
February	52	71	63
March	75	105	77
April	114	128	119
May	133	115	
June	159	153	
July	148	170	
August	137	118	
September	75	102	
October	96	114	
November	72	103	
December	93	110	

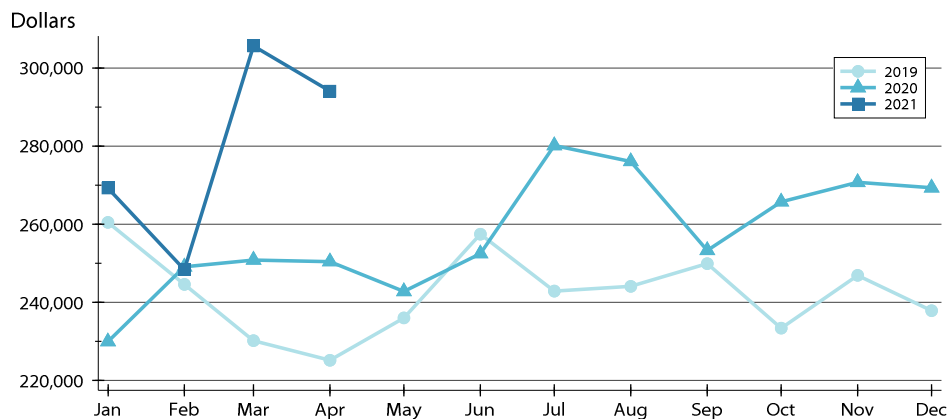
**BY PRICE RANGE** >>

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	6	5.0%	527	87,833	87,500	6	4	99.8%	102.2%	99.9%	102.2%
\$100,000-\$149,999	6	5.0%	833	138,871	138,500	5	2	104.4%	103.7%	105.3%	106.5%
\$150,000-\$199,999	17	14.3%	2,998	176,376	175,500	15	2	102.4%	102.7%	102.2%	102.7%
\$200,000-\$249,999	27	22.7%	5,992	221,909	221,000	7	3	103.7%	102.6%	103.7%	102.6%
\$250,000-\$299,999	24	20.2%	6,476	269,840	268,250	7	2	106.0%	104.3%	106.0%	104.3%
\$300,000-\$349,999	12	10.1%	3,895	324,588	325,000	18	4	102.7%	101.7%	102.4%	101.7%
\$350,000-\$399,999	7	5.9%	2,682	383,148	389,812	18	7	101.0%	100.2%	101.0%	100.2%
\$400,000-\$449,999	5	4.2%	2,125	425,000	429,000	31	3	100.8%	100.0%	100.3%	100.0%
\$450,000-\$499,999	3	2.5%	1,413	470,845	464,000	6	2	103.9%	103.1%	103.9%	103.1%
\$500,000-\$599,999	6	5.0%	3,250	541,600	535,500	36	4	98.2%	98.7%	97.0%	98.7%
\$600,000-\$749,999	1	0.8%	630	629,500	629,500	379	379	100.0%	100.0%	100.0%	100.0%
\$750,000-\$999,999	5	4.2%	4,176	835,200	840,000	41	9	98.8%	100.0%	98.4%	100.0%
\$1,000,000 and up	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
All price ranges	119	100.0%	34,996	294,084	254,900	17	3	102.9%	101.4%	102.8%	101.4%

# CLOSED LISTINGS ANALYSIS

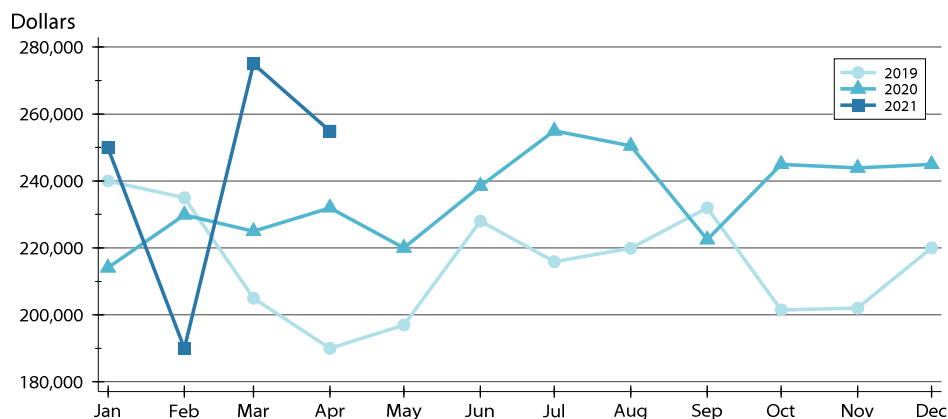
**CITY OF LAWRENCE  
ALL HOMES (NEW & EXISTING)  
AS OF 5/8/2021**

## 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	294,084
May	236,053	242,777	
June	257,468	252,488	
July	242,906	280,164	
August	244,101	276,104	
September	249,939	253,345	
October	233,403	265,768	
November	246,937	270,728	
December	237,884	269,355	

## MEDIAN PRICE >>

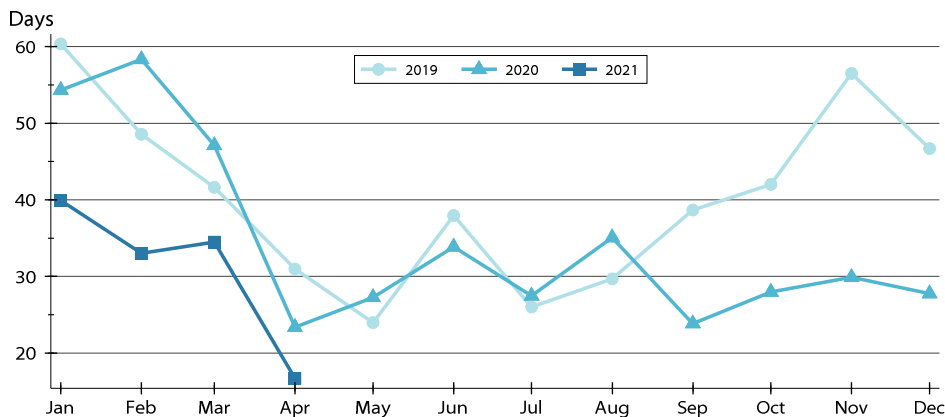


Month	2019	2020	2021
January	240,000	214,075	249,900
February	235,000	229,900	190,000
March	205,000	225,000	275,000
April	190,000	232,000	254,900
May	197,000	220,000	
June	228,000	238,500	
July	215,875	254,950	
August	219,900	250,500	
September	232,000	222,450	
October	201,500	245,000	
November	202,000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

# CLOSED LISTINGS ANALYSIS

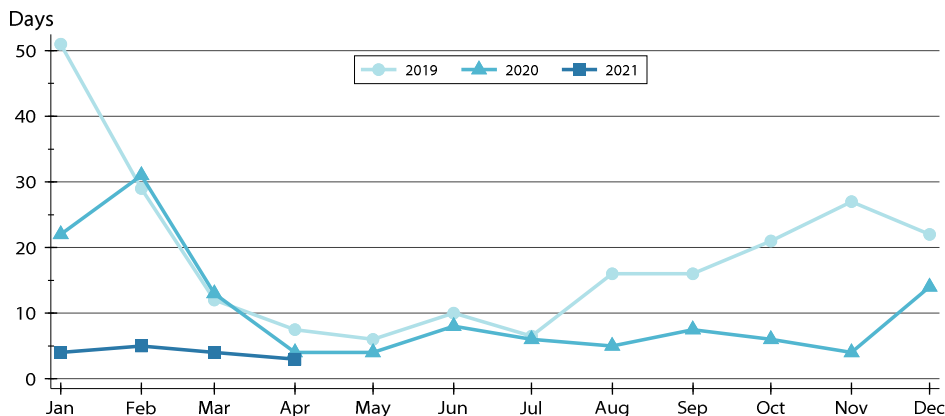
**CITY OF LAWRENCE  
ALL HOMES (NEW & EXISTING)  
AS OF 5/8/2021**

## 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	24
June	38	34	34
July	26	27	27
August	30	35	30
September	39	24	24
October	42	28	28
November	57	30	30
December	47	28	28

## MEDIAN DOM >>

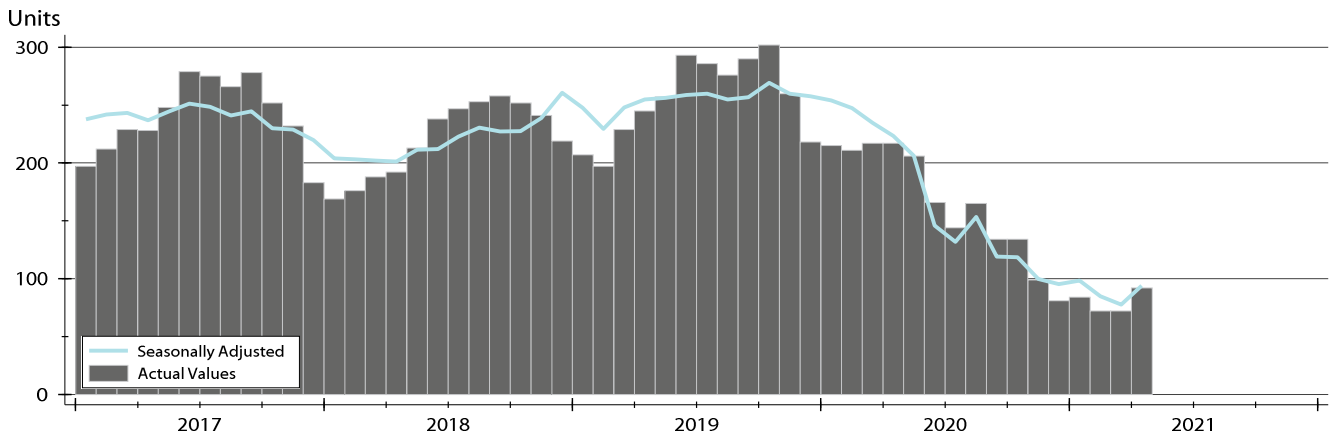


Month	2019	2020	2021
January	51	22	4
February	29	31	5
March	12	13	4
April	8	4	3
May	6	4	4
June	10	8	8
July	7	6	6
August	16	5	5
September	16	8	8
October	21	6	6
November	27	4	4
December	22	14	14

# ACTIVE LISTINGS ANALYSIS

## HISTORY >>

**CITY OF LAWRENCE  
ALL HOMES (NEW & EXISTING)  
AS OF 5/8/2021**



## SUMMARY >>

Summary Statistics for Active Listings		End of April		
		2021	2020	Change
Active Listings		<b>92</b>	217	-57.6%
Months' Supply		<b>0.8</b>	2.1	-58.8%
Volume (1,000s)		<b>33,636</b>	74,986	-55.1%
Average	List Price	<b>365,613</b>	345,557	5.8%
	Days on Market	<b>40</b>	82	-50.6%
	Percent of Original	<b>98.4%</b>	98.4%	0.0%
Median	List Price	<b>313,750</b>	319,900	-1.9%
	Days on Market	<b>18</b>	57	-68.4%
	Percent of Original	<b>100.0%</b>	100.0%	0.0%

A total of 92 homes were available for sale in the City of Lawrence at the end of April. This represents a 0.8 months' supply of active listings.

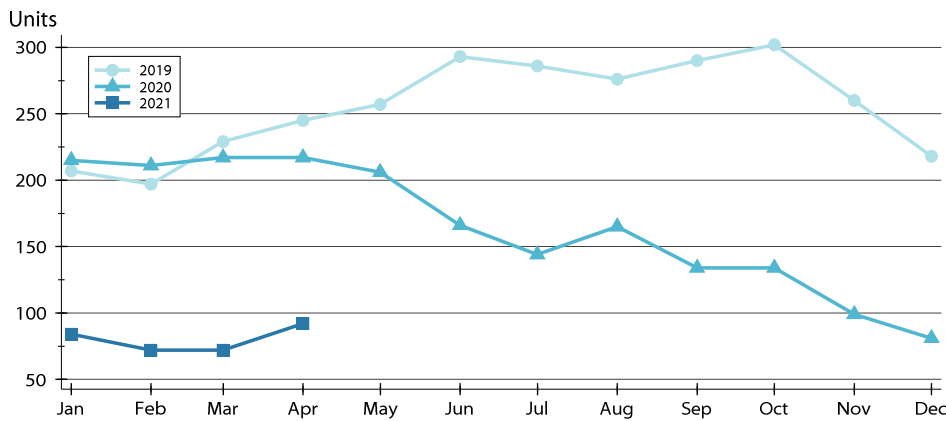
The median list price of homes on the market at the end of April was \$313,750, down 1.9% from 2020. The typical time on market for active listings was 18 days, down from 57 days a year earlier.



# ACTIVE LISTINGS ANALYSIS

**CITY OF LAWRENCE  
ALL HOMES (NEW & EXISTING)  
AS OF 5/8/2021**

**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	
June	293	166	
July	286	144	
August	276	165	
September	290	134	
October	302	134	
November	260	99	
December	218	81	

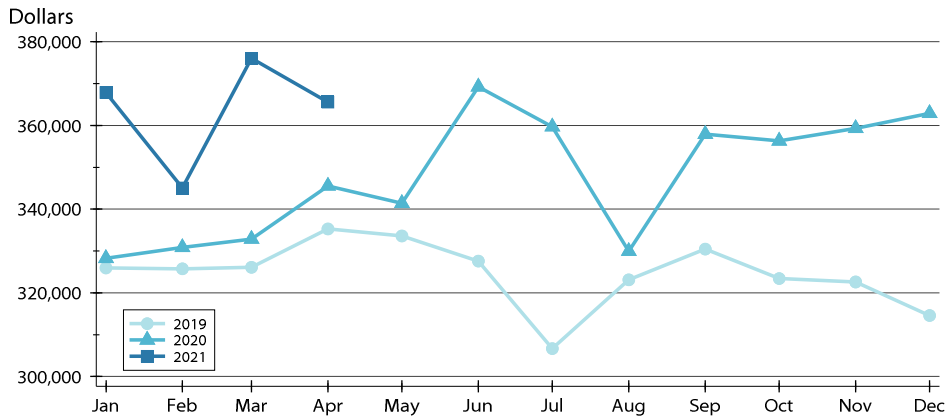
**BY PRICE RANGE** >>

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	5	5.4%	10	N/A	2,059	1,300	10	9	100.0%	100.0%
\$50,000-\$99,999	5	5.4%	410	0.8	81,904	83,500	49	13	94.2%	100.0%
\$100,000-\$149,999	13	14.1%	1,734	2.2	133,369	134,000	29	21	97.0%	100.0%
\$150,000-\$199,999	7	7.6%	1,234	0.4	176,243	175,000	16	3	100.0%	100.0%
\$200,000-\$249,999	4	4.3%	937	0.1	234,300	233,700	51	43	100.3%	100.0%
\$250,000-\$299,999	8	8.7%	2,206	0.3	275,700	274,900	12	8	99.6%	100.0%
\$300,000-\$349,999	13	14.1%	4,155	1.1	319,623	320,000	25	23	98.9%	100.0%
\$350,000-\$399,999	4	4.3%	1,480	0.6	369,925	369,900	26	32	100.0%	100.0%
\$400,000-\$449,999	8	8.7%	3,299	1.6	412,363	409,500	18	21	99.8%	100.0%
\$450,000-\$499,999	3	3.3%	1,408	1.0	469,333	469,000	33	8	100.0%	100.0%
\$500,000-\$599,999	8	8.7%	4,438	1.3	554,738	559,000	53	19	97.8%	100.0%
\$600,000-\$749,999	7	7.6%	4,658	7.0	665,400	659,000	93	30	96.8%	100.0%
\$750,000-\$999,999	3	3.3%	2,594	0.6	864,633	799,900	80	17	98.0%	100.0%
\$1,000,000 and up	4	4.3%	5,075	N/A	1,268,750	1,295,000	160	74	95.2%	100.0%
All price ranges	92	100.0%	33,636	0.8	365,613	313,750	40	18	98.4%	100.0%

# ACTIVE LISTINGS ANALYSIS

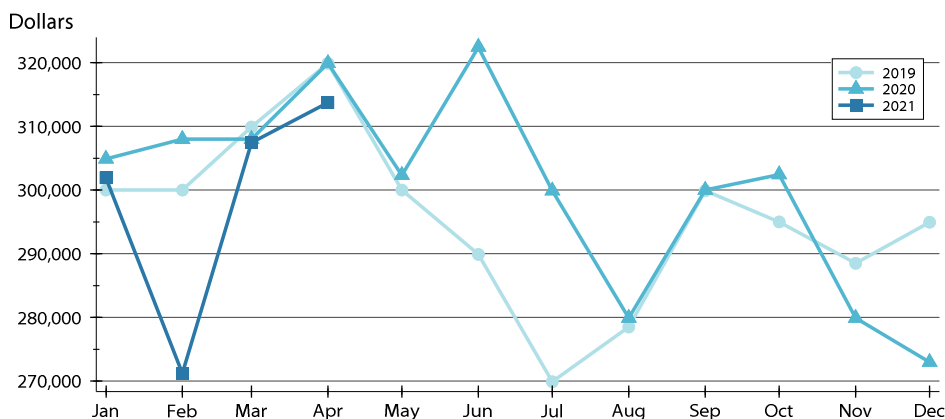
**CITY OF LAWRENCE  
ALL HOMES (NEW & EXISTING)  
AS OF 5/8/2021**

## 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	
June	327,597	369,250	
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 >>

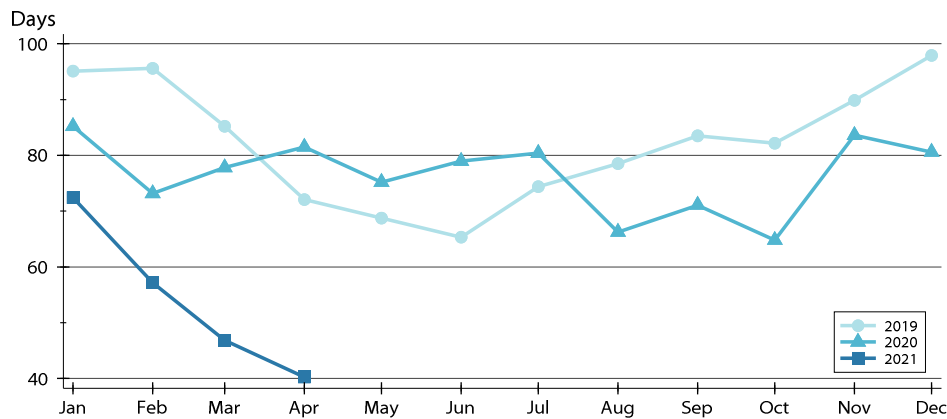


Month	2019	2020	2021
January	300,000	304,900	301,950
February	300,000	308,000	271,225
March	309,900	308,000	307,450
April	319,900	319,900	313,750
May	300,000	302,350	
June	289,900	322,450	
July	269,900	299,900	
August	278,500	279,900	
September	299,900	300,000	
October	295,000	302,450	
November	288,500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

# ACTIVE LISTINGS ANALYSIS

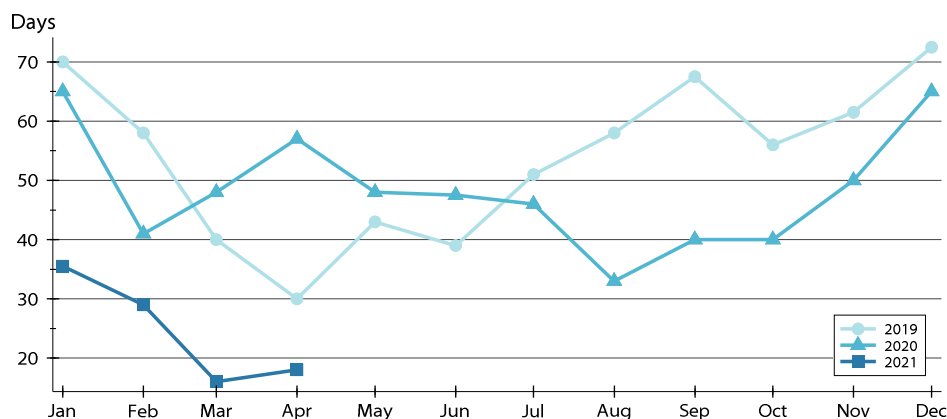
**CITY OF LAWRENCE  
ALL HOMES (NEW & EXISTING)  
AS OF 5/8/2021**

## 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	
June	65	79	
July	74	80	
August	79	66	
September	84	71	
October	82	65	
November	90	84	
December	98	81	

## MEDIAN DOM >>

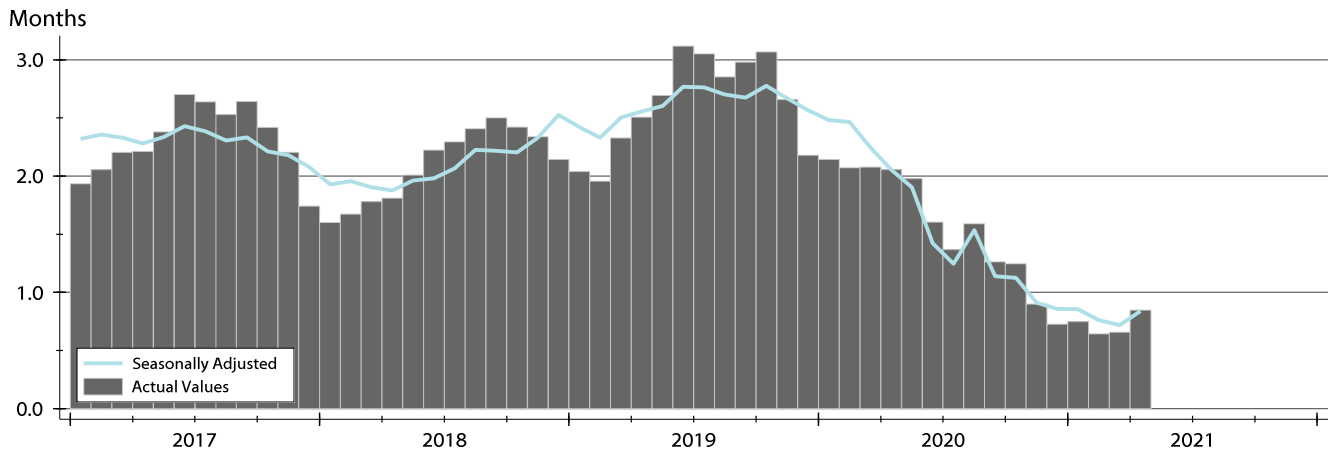


Month	2019	2020	2021
January	70	65	36
February	58	41	29
March	40	48	16
April	30	57	18
May	43	48	
June	39	48	
July	51	46	
August	58	33	
September	68	40	
October	56	40	
November	62	50	
December	73	65	

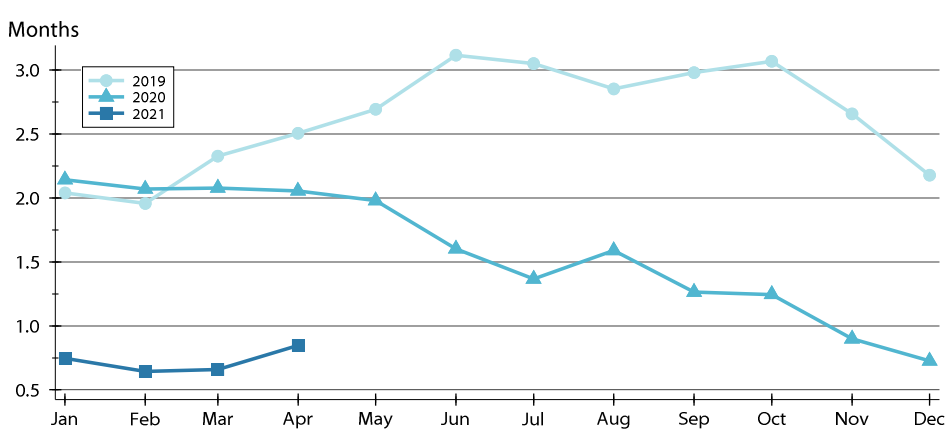
# MONTHS' SUPPLY ANALYSIS

**CITY OF LAWRENCE  
ALL HOMES (NEW & EXISTING)  
AS OF 5/8/2021**

**HISTORY** >>



**BY MONTH** >>

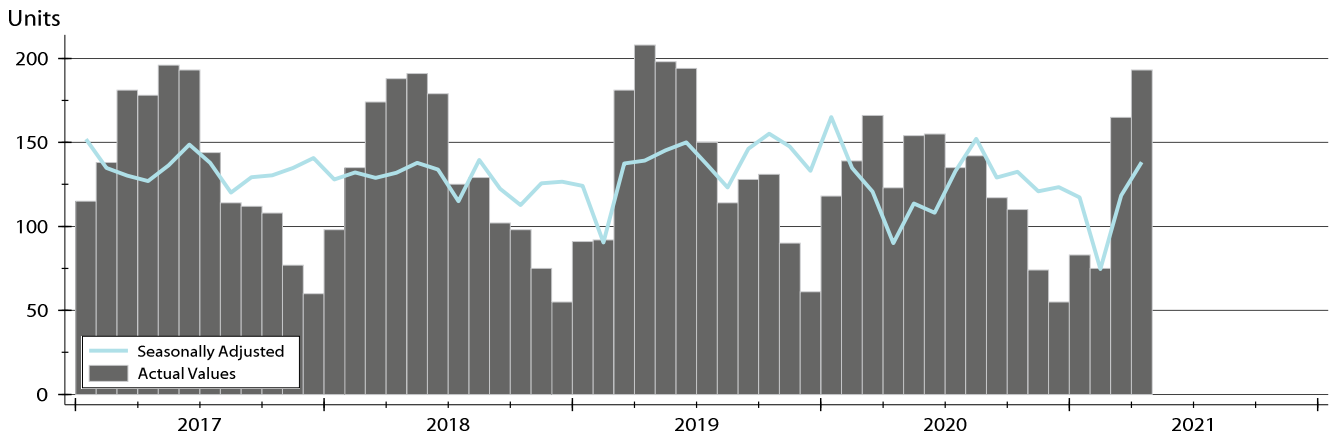


Month	2019	2020	2021
January	2.0	2.1	0.7
February	2.0	2.1	0.6
March	2.3	2.1	0.7
April	2.5	2.1	0.8
May	2.7	2.0	
June	3.1	1.6	
July	3.1	1.4	
August	2.9	1.6	
September	3.0	1.3	
October	3.1	1.2	
November	2.7	0.9	
December	2.2	0.7	

# NEW LISTINGS ANALYSIS

**HISTORY >>**

**CITY OF LAWRENCE  
ALL HOMES (NEW & EXISTING)  
AS OF 5/8/2021**



**SUMMARY >>**

Summary Statistics for New Listings		2021	April 2020	Change
Current Month	New Listings	<b>193</b>	123	56.9%
	Volume (1,000s)	<b>57,323</b>	32,239	77.8%
	Average List Price	<b>297,008</b>	262,107	13.3%
	Median List Price	<b>269,900</b>	238,900	13.0%
YTD	New Listings	<b>516</b>	546	-5.5%
	Volume (1,000s)	<b>154,228</b>	145,713	5.8%
	Average List Price	<b>298,892</b>	266,874	12.0%
	Median List Price	<b>260,500</b>	239,900	8.6%

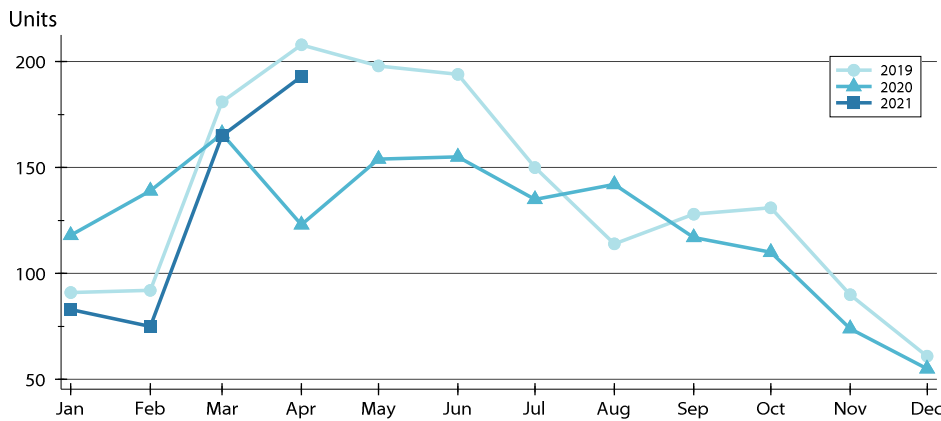
A total of 193 new listings were added in the City of Lawrence during April, up 56.9% from the same month in 2020. Year-to-date the City of Lawrence has seen 516 new listings.

The median list price of these homes was \$269,900 up from \$238,900 in 2020.

## NEW LISTINGS ANALYSIS

### BY MONTH >>

**CITY OF LAWRENCE  
ALL HOMES (NEW & EXISTING)  
AS OF 5/8/2021**



Month	2019	2020	2021
January	91	118	83
February	92	139	75
March	181	166	165
April	208	123	193
May	198	154	
June	194	155	
July	150	135	
August	114	142	
September	128	117	
October	131	110	
November	90	74	
December	61	55	

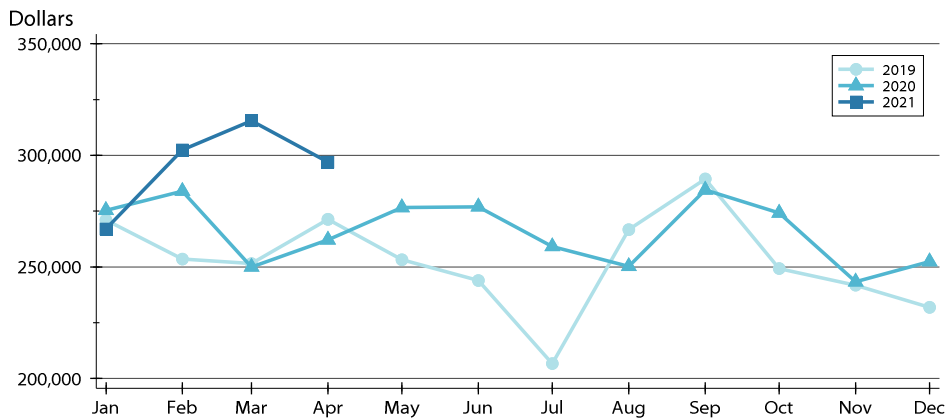
### BY PRICE RANGE >>

Price Range	New Listings			List Price	
	Number	Percent	Volume	Average	Median
Below \$50,000	5	2.6%	10	2,025	1,300
\$50,000-\$99,999	3	1.6%	268	89,267	98,000
\$100,000-\$149,999	13	6.7%	1,693	130,192	130,000
\$150,000-\$199,999	29	15.0%	5,124	176,697	179,000
\$200,000-\$249,999	34	17.6%	7,695	226,309	226,500
\$250,000-\$299,999	30	15.5%	8,229	274,297	272,450
\$300,000-\$349,999	21	10.9%	6,809	324,229	324,500
\$350,000-\$399,999	13	6.7%	4,886	375,831	379,900
\$400,000-\$449,999	21	10.9%	8,871	422,414	419,900
\$450,000-\$499,999	7	3.6%	3,358	479,686	479,900
\$500,000-\$599,999	11	5.7%	5,953	541,136	525,000
\$600,000-\$749,999	4	2.1%	2,634	658,500	654,500
\$750,000-\$999,999	2	1.0%	1,795	897,450	897,450
\$1,000,000 and up	0	0.0%	0	N/A	N/A
All price ranges	193	100.0%	57,323	297,008	269,900

# NEW LISTINGS ANALYSIS

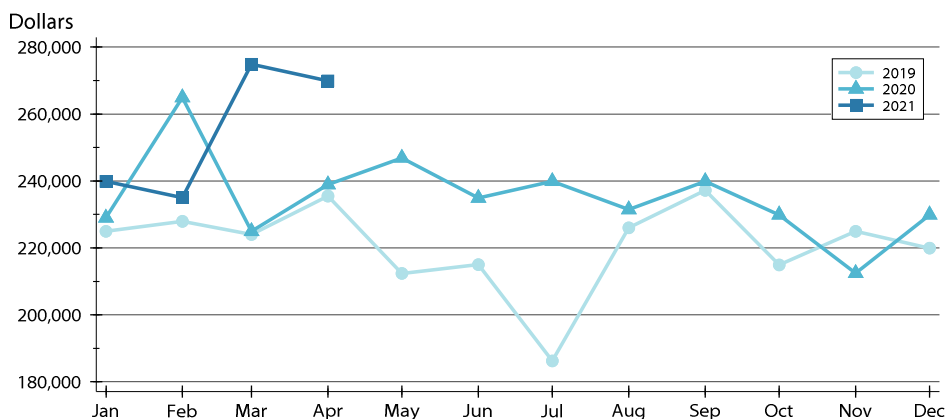
**CITY OF LAWRENCE  
ALL HOMES (NEW & EXISTING)  
AS OF 5/8/2021**

## AVERAGE PRICE >>



Month	2019	2020	2021
January	271,062	275,402	267,015
February	253,519	284,009	302,455
March	251,491	249,995	315,510
April	271,345	262,107	297,008
May	253,236	276,641	
June	243,938	276,994	
July	206,720	259,179	
August	266,719	250,273	
September	289,474	284,531	
October	249,298	274,157	
November	241,850	243,317	
December	231,896	252,416	

## MEDIAN PRICE >>

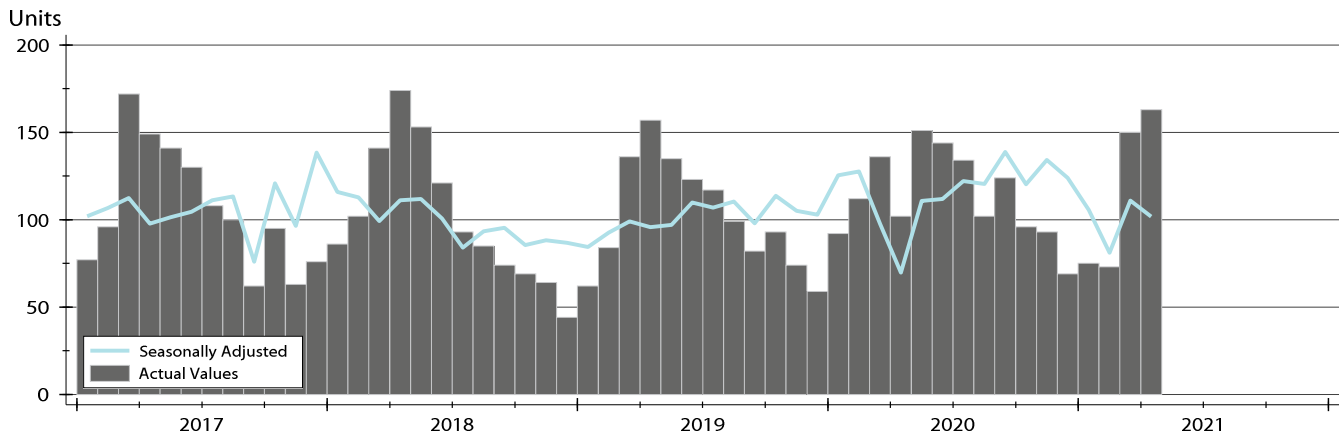


Month	2019	2020	2021
January	224,950	228,950	239,900
February	227,950	264,900	235,000
March	224,000	224,950	274,900
April	235,500	238,900	269,900
May	212,400	246,900	
June	215,000	234,900	
July	186,250	239,900	
August	226,000	231,450	
September	237,200	239,900	
October	214,900	229,900	
November	224,950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

## CONTRACTS WRITTEN ANALYSIS

CITY OF LAWRENCE  
ALL HOMES (NEW & EXISTING)  
AS OF 5/8/2021

### HISTORY >>



### SUMMARY >>

Summary Statistics for Contracts Written		April			Year-to-Date		
		2021	2020	Change	2021	2020	Change
Closed Listings		<b>163</b>	102	59.8%	<b>461</b>	442	4.3%
Volume (1,000s)		<b>48,137</b>	23,156	107.9%	<b>137,264</b>	110,525	24.2%
Average	Sale Price	<b>295,318</b>	227,017	30.1%	<b>297,754</b>	250,057	19.1%
	Days on Market	<b>5</b>	29	-81.9%	<b>16</b>	35	-54.3%
	Percent of Original	<b>100.2%</b>	97.5%	2.7%	<b>100.6%</b>	97.9%	2.7%
Median	Sale Price	<b>261,000</b>	199,250	31.0%	<b>259,900</b>	225,000	15.5%
	Days on Market	<b>3</b>	8	-62.5%	<b>3</b>	6	-50.0%
	Percent of Original	<b>100.0%</b>	99.8%	0.2%	<b>100.0%</b>	100.0%	0.0%

A total of 163 contracts for sale were written in the City of Lawrence during the month of April, up from 102 in 2020. The median list price of these homes was \$261,000, up from \$199,250 the prior year.

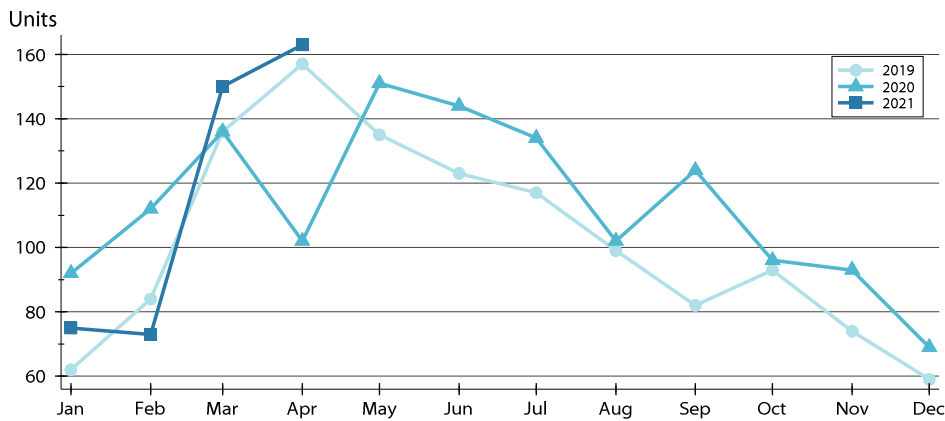
Half of the homes that went under contract in April were on the market less than 3 days, compared to 8 days in April 2020.



# CONTRACTS WRITTEN ANALYSIS

## BY MONTH >>

**CITY OF LAWRENCE  
ALL HOMES (NEW & EXISTING)  
AS OF 5/8/2021**



Month	2019	2020	2021
January	62	92	75
February	84	112	73
March	136	136	150
April	157	102	163
May	135	151	
June	123	144	
July	117	134	
August	99	102	
September	82	124	
October	93	96	
November	74	93	
December	59	69	

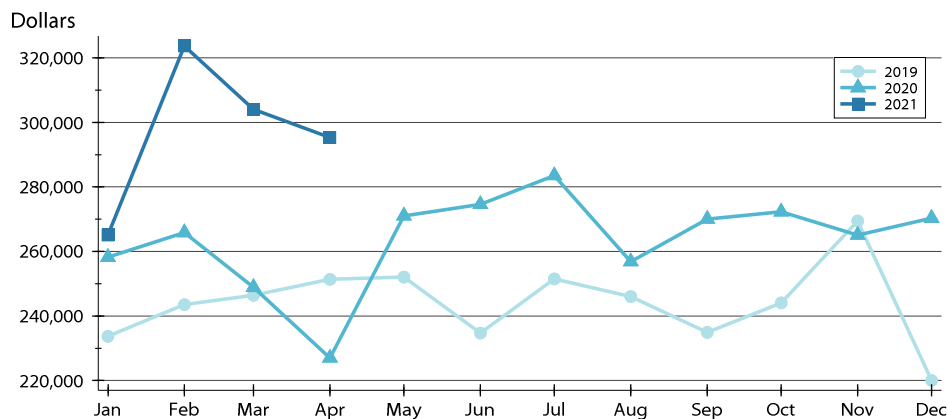
## BY PRICE RANGE >>

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	4	2.5%	353	88,325	91,750	7	7	99.9%	100.0%
\$100,000-\$149,999	8	4.9%	1,019	127,350	126,000	2	3	101.1%	100.0%
\$150,000-\$199,999	24	14.7%	4,259	177,471	182,000	3	3	101.2%	100.0%
\$200,000-\$249,999	38	23.3%	8,681	228,434	230,000	4	2	99.8%	100.0%
\$250,000-\$299,999	30	18.4%	8,216	273,877	272,450	8	4	100.1%	100.0%
\$300,000-\$349,999	14	8.6%	4,535	323,929	322,400	3	3	100.4%	100.0%
\$350,000-\$399,999	13	8.0%	4,931	379,300	388,000	4	3	99.8%	100.0%
\$400,000-\$449,999	12	7.4%	5,142	428,475	427,950	7	3	100.2%	100.0%
\$450,000-\$499,999	7	4.3%	3,344	477,686	479,000	9	4	99.7%	100.0%
\$500,000-\$599,999	11	6.7%	5,843	531,209	519,900	10	3	99.9%	100.0%
\$600,000-\$749,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
\$750,000-\$999,999	2	1.2%	1,814	907,000	907,000	14	14	100.0%	100.0%
\$1,000,000 and up	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
All price ranges	163	100.0%	48,137	295,318	261,000	5	3	100.2%	100.0%

# CONTRACTS WRITTEN ANALYSIS

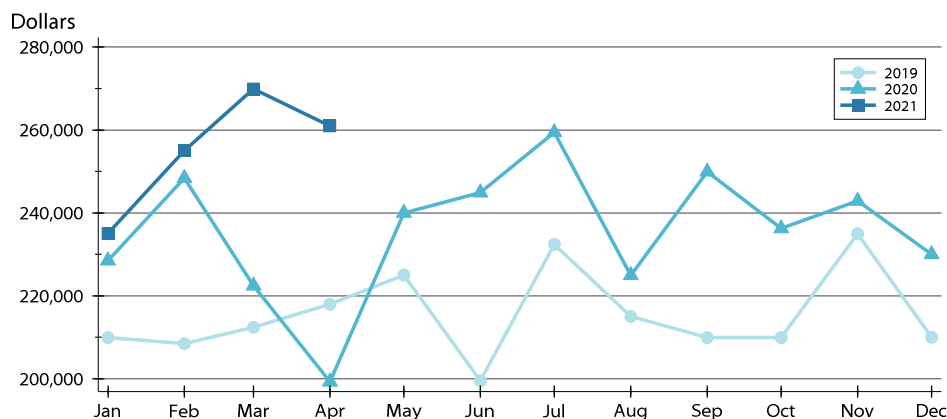
**CITY OF LAWRENCE  
ALL HOMES (NEW & EXISTING)  
AS OF 5/8/2021**

## AVERAGE PRICE >>



Month	2019	2020	2021
January	233,686	258,187	265,093
February	243,524	265,812	323,733
March	246,402	248,864	304,087
April	251,351	227,017	295,318
May	252,072	271,062	
June	234,702	274,618	
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 >>

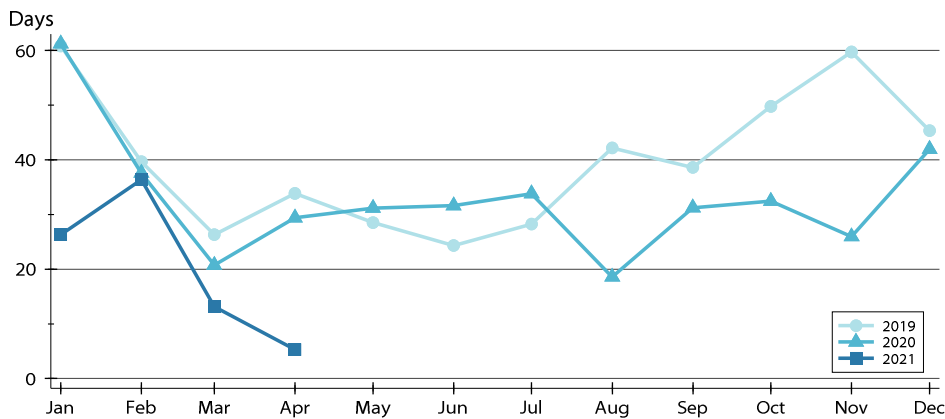


Month	2019	2020	2021
January	209,900	228,500	235,000
February	208,450	248,400	255,000
March	212,450	222,450	269,900
April	217,950	199,250	261,000
May	225,000	240,000	
June	199,500	244,900	
July	232,400	259,450	
August	215,000	224,950	
September	209,900	249,950	
October	209,900	236,250	
November	234,950	242,900	
December	210,000	230,000	

# CONTRACTS WRITTEN ANALYSIS

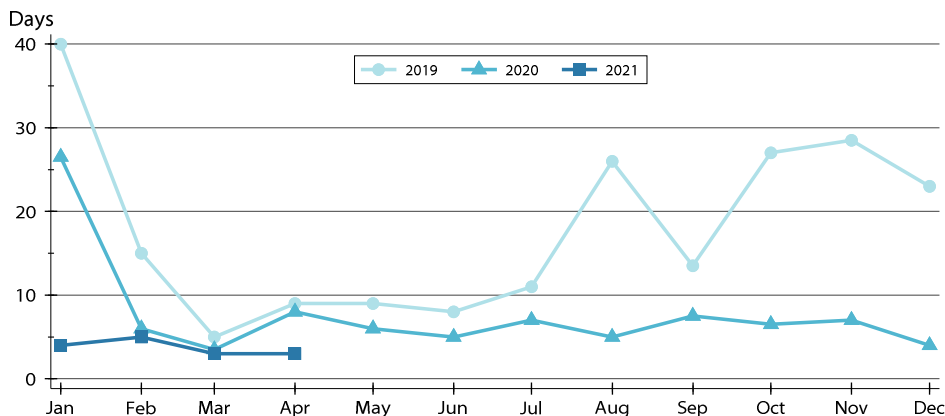
**CITY OF LAWRENCE  
ALL HOMES (NEW & EXISTING)  
AS OF 5/8/2021**

## AVERAGE DOM >>



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

## MEDIAN DOM >>

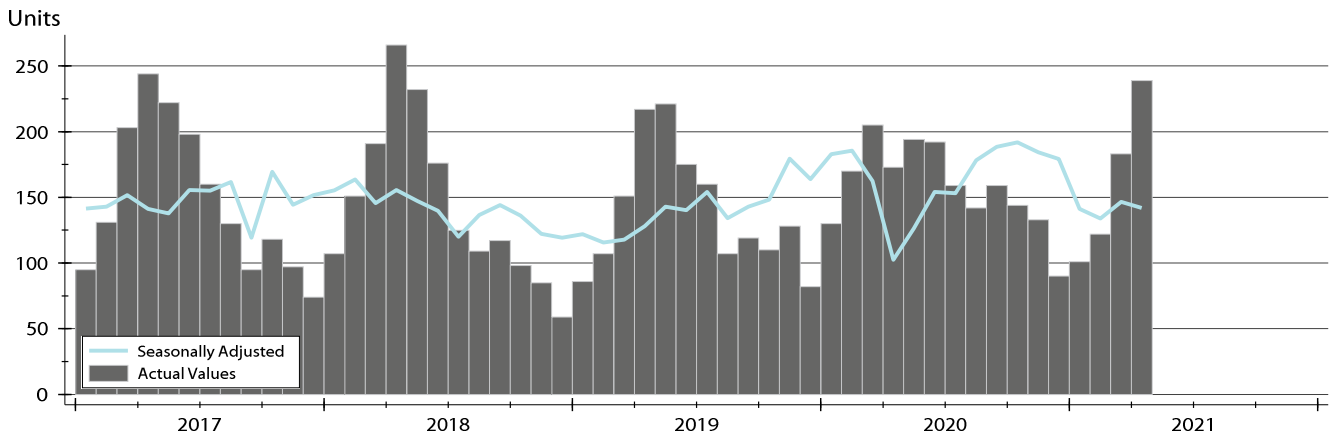


Month	2019	2020	2021
January	40	27	4
February	15	6	5
March	5	4	3
April	9	8	3
May	9	6	
June	8	5	
July	11	7	
August	26	5	
September	14	8	
October	27	7	
November	29	7	
December	23	4	

# PENDING CONTRACTS ANALYSIS

**CITY OF LAWRENCE  
ALL HOMES (NEW & EXISTING)  
AS OF 5/8/2021**

## HISTORY >>



## SUMMARY >>

Summary Statistics for Active Listings		End of April		
		2021	2020	Change
Active Listings		<b>239</b>	173	38.2%
Volume (1,000s)		<b>75,114</b>	43,543	72.5%
Average	List Price	<b>314,285</b>	251,694	24.9%
	Days on Market	<b>9</b>	28	-68.9%
	Percent of Original	<b>99.7%</b>	98.7%	1.1%
Median	List Price	<b>275,000</b>	224,000	22.8%
	Days on Market	<b>3</b>	6	-50.0%
	Percent of Original	<b>100.0%</b>	100.0%	0.0%

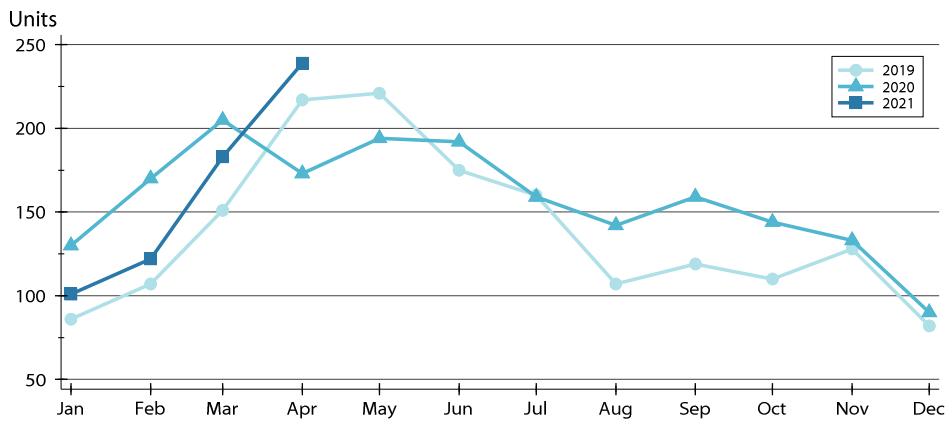
A total of 239 listings in the City of Lawrence had contracts pending at the end of April, up from 173 contracts pending at the end of April 2020.

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

**CITY OF LAWRENCE  
ALL HOMES (NEW & EXISTING)  
AS OF 5/8/2021**

**BY MONTH** >>



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

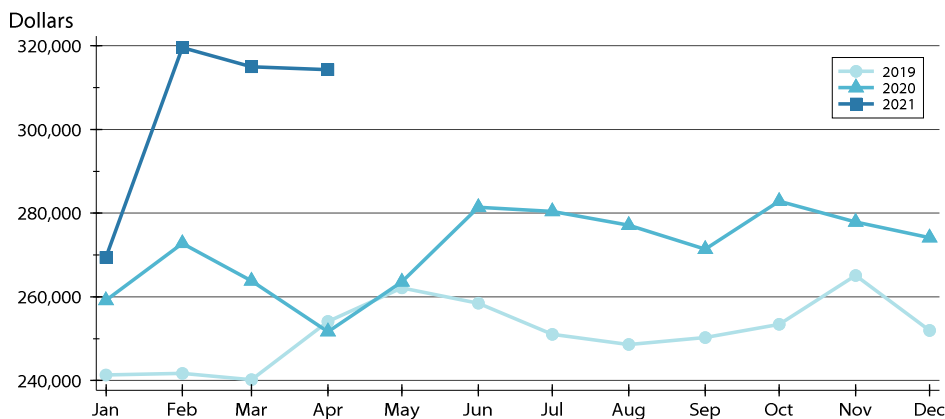
**BY PRICE RANGE** >>

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	4	1.7%	378	94,475	96,500	6	6	100.0%	100.0%
\$100,000-\$149,999	13	5.4%	1,669	128,388	130,000	28	3	98.7%	100.0%
\$150,000-\$199,999	28	11.7%	5,010	178,918	179,500	7	3	99.8%	100.0%
\$200,000-\$249,999	50	20.9%	11,439	228,774	229,950	4	2	99.6%	100.0%
\$250,000-\$299,999	47	19.7%	12,981	276,181	274,900	8	3	100.0%	100.0%
\$300,000-\$349,999	25	10.5%	8,103	324,112	319,900	6	5	99.6%	100.0%
\$350,000-\$399,999	15	6.3%	5,666	377,727	385,000	4	2	99.9%	100.0%
\$400,000-\$449,999	17	7.1%	7,221	424,741	424,900	7	4	100.1%	100.0%
\$450,000-\$499,999	19	7.9%	9,044	475,976	475,000	8	4	99.9%	100.0%
\$500,000-\$599,999	13	5.4%	6,943	534,046	525,000	15	8	99.9%	100.0%
\$600,000-\$749,999	3	1.3%	1,999	666,300	669,900	59	1	97.7%	100.0%
\$750,000-\$999,999	4	1.7%	3,414	853,463	819,475	15	14	100.0%	100.0%
\$1,000,000 and up	1	0.4%	1,250	1,250,000	1,250,000	20	20	100.0%	100.0%
All price ranges	239	100.0%	75,114	314,285	275,000	9	3	99.7%	100.0%

# PENDING CONTRACTS ANALYSIS

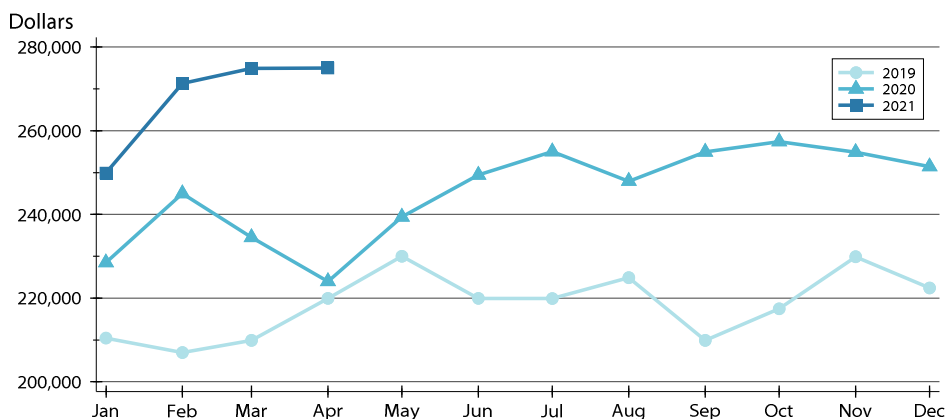
**CITY OF LAWRENCE  
ALL HOMES (NEW & EXISTING)  
AS OF 5/8/2021**

## 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	
June	258,478	281,418	
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 >>

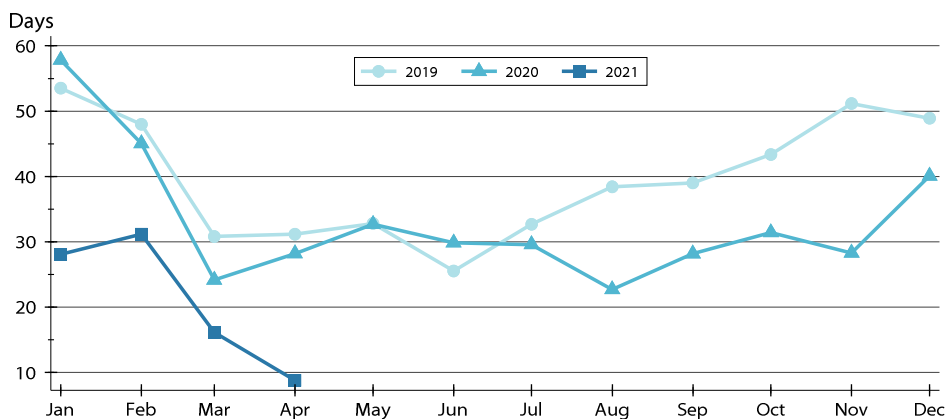


Month	2019	2020	2021
January	210,450	228,500	249,900
February	207,000	245,000	271,300
March	209,900	234,500	274,900
April	219,950	224,000	275,000
May	230,000	239,400	
June	219,950	249,425	
July	219,900	255,000	
August	224,900	247,950	
September	209,900	254,950	
October	217,450	257,425	
November	229,900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

# PENDING CONTRACTS ANALYSIS

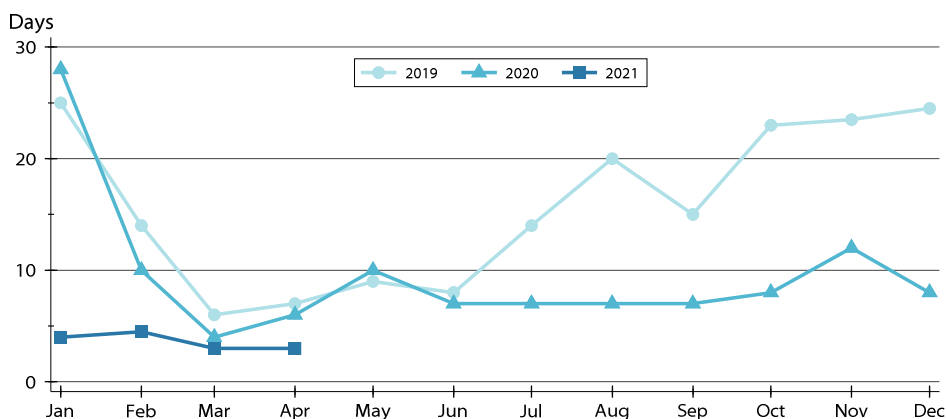
**CITY OF LAWRENCE  
ALL HOMES (NEW & EXISTING)  
AS OF 5/8/2021**

## 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	33
June	26	30	30
July	33	30	30
August	38	23	30
September	39	28	30
October	43	31	30
November	51	28	30
December	49	40	30

## 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	3
July	14	7	3
August	20	7	3
September	15	7	3
October	23	8	3
November	24	12	3
December	25	8	3