



## City of Lawrence Housing Report



### Market Overview

#### City of Lawrence Home Sales Remained Constant in September

Total home sales in the City of Lawrence remained at 102 units last month, the same as in September 2020. Total sales volume was \$27.6 million, up from a year earlier.

The median sale price in September was \$256,500, up from \$222,450 a year earlier. Homes that sold in September were typically on the market for 5 days and sold for 100.0% of their list prices.

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

The total number of active listings in the City of Lawrence at the end of September was 123 units, down from 134 at the same point in 2020. This represents a 1.1 months' supply of homes available for sale. The median list price of homes on the market at the end of September was \$304,900.

During September, a total of 86 contracts were written down from 124 in September 2020. At the end of the month, there were 132 contracts pending, compared to 159 at the end of September 2020.

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## City of Lawrence Summary Statistics

September MLS Statistics Three-year History		Current Month			Year-to-Date		
		2021	2020	2019	2021	2020	2019
<b>Home Sales</b> Change from prior year		<b>102</b> 0.0%	<b>102</b> 36.0%	<b>75</b> 10.3%	<b>1,010</b> -0.2%	<b>1,012</b> 7.7%	<b>940</b> -5.9%
<b>Active Listings</b> Change from prior year		<b>123</b> -8.2%	<b>134</b> -53.8%	<b>290</b> 12.4%	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
<b>Months' Supply</b> Change from prior year		<b>1.1</b> -15.4%	<b>1.3</b> -56.7%	<b>3.0</b> 20.0%	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
<b>New Listings</b> Change from prior year		<b>116</b> -0.9%	<b>117</b> -8.6%	<b>128</b> 25.5%	<b>1,224</b> -2.0%	<b>1,249</b> -7.9%	<b>1,356</b> 2.6%
<b>Contracts Written</b> Change from prior year		<b>86</b> -30.6%	<b>124</b> 51.2%	<b>82</b> 10.8%	<b>1,045</b> -4.7%	<b>1,097</b> 10.3%	<b>995</b> -3.3%
<b>Pending Contracts</b> Change from prior year		<b>132</b> -17.0%	<b>159</b> 33.6%	<b>119</b> 1.7%	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
<b>Sales Volume (1,000s)</b> Change from prior year		<b>27,633</b> 6.9%	<b>25,841</b> 37.9%	<b>18,745</b> 9.0%	<b>298,904</b> 14.9%	<b>260,187</b> 13.9%	<b>228,370</b> -3.1%
Average	<b>Sale Price</b> Change from prior year	<b>270,914</b> 6.9%	<b>253,345</b> 1.4%	<b>249,939</b> -1.2%	<b>295,945</b> 15.1%	<b>257,101</b> 5.8%	<b>242,946</b> 3.0%
	<b>List Price of Actives</b> Change from prior year	<b>323,634</b> -9.6%	<b>357,903</b> 8.3%	<b>330,454</b> 9.8%	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
	<b>Days on Market</b> Change from prior year	<b>14</b> -41.7%	<b>24</b> -38.5%	<b>39</b> -4.9%	<b>16</b> -52.9%	<b>34</b> 0.0%	<b>34</b> -5.6%
	<b>Percent of List</b> Change from prior year	<b>99.5%</b> 0.1%	<b>99.4%</b> 0.0%	<b>99.4%</b> 1.5%	<b>101.8%</b> 2.4%	<b>99.4%</b> 0.4%	<b>99.0%</b> 0.1%
	<b>Percent of Original</b> Change from prior year	<b>97.8%</b> -0.1%	<b>97.9%</b> 0.0%	<b>97.9%</b> 2.0%	<b>101.2%</b> 2.8%	<b>98.4%</b> 0.6%	<b>97.8%</b> -0.1%
Median	<b>Sale Price</b> Change from prior year	<b>256,500</b> 15.3%	<b>222,450</b> -4.1%	<b>232,000</b> 30.0%	<b>262,500</b> 11.7%	<b>234,900</b> 9.3%	<b>215,000</b> 7.6%
	<b>List Price of Actives</b> Change from prior year	<b>304,900</b> 1.6%	<b>300,000</b> 0.0%	<b>299,900</b> 22.4%	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
	<b>Days on Market</b> Change from prior year	<b>5</b> -37.5%	<b>8</b> -50.0%	<b>16</b> -30.4%	<b>3</b> -57.1%	<b>7</b> -36.4%	<b>11</b> 22.2%
	<b>Percent of List</b> Change from prior year	<b>100.0%</b> 0.0%	<b>100.0%</b> 0.0%	<b>100.0%</b> 1.9%	<b>100.0%</b> 0.0%	<b>100.0%</b> 0.0%	<b>100.0%</b> 0.0%
	<b>Percent of Original</b> Change from prior year	<b>100.0%</b> 0.0%	<b>100.0%</b> 1.3%	<b>98.7%</b> 1.6%	<b>100.0%</b> 0.0%	<b>100.0%</b> 0.5%	<b>99.5%</b> -0.2%



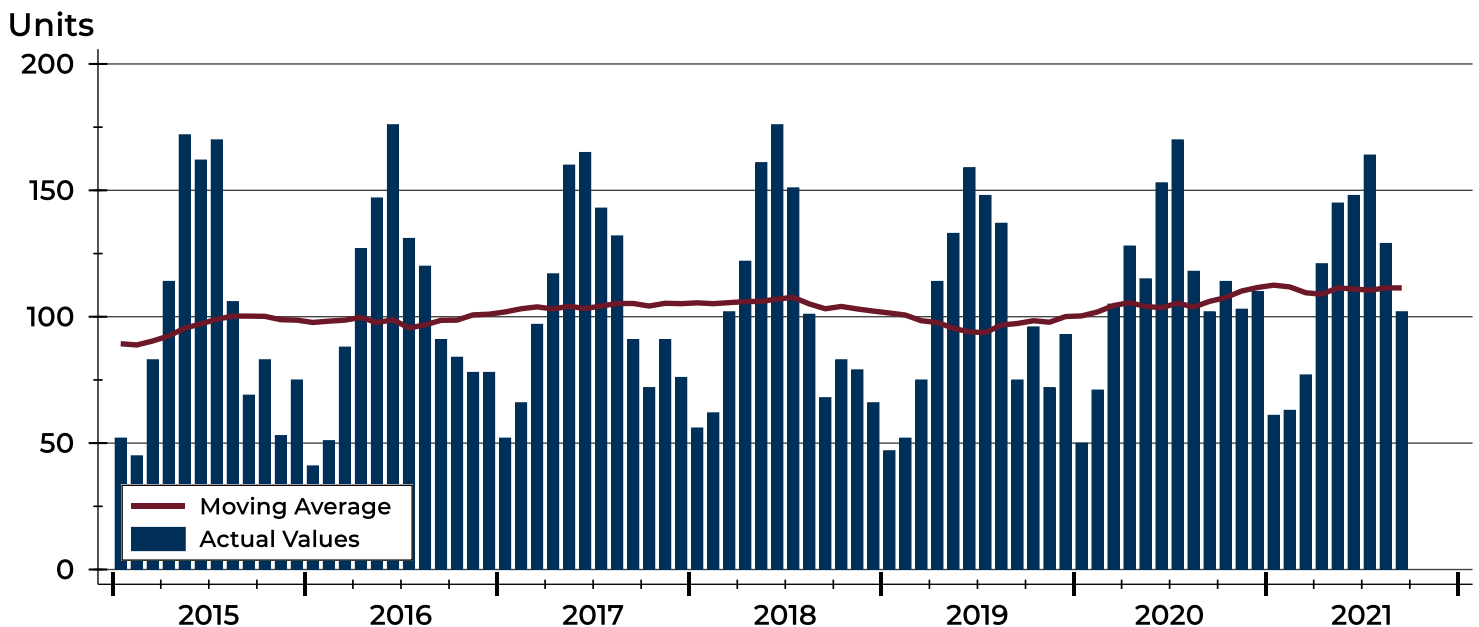
## City of Lawrence Closed Listings Analysis

Summary Statistics for Closed Listings		September			Year-to-Date		
		2021	2020	Change	2021	2020	Change
Closed Listings		102	102	0.0%	1,010	1,012	-0.2%
Volume (1,000s)		27,633	25,841	6.9%	298,904	260,187	14.9%
Months' Supply		1.1	1.3	-15.4%	N/A	N/A	N/A
Average	Sale Price	270,914	253,345	6.9%	295,945	257,101	15.1%
	Days on Market	14	24	-41.7%	16	34	-52.9%
	Percent of List	99.5%	99.4%	0.1%	101.8%	99.4%	2.4%
	Percent of Original	97.8%	97.9%	-0.1%	101.2%	98.4%	2.8%
Median	Sale Price	256,500	222,450	15.3%	262,500	234,900	11.7%
	Days on Market	5	8	-37.5%	3	7	-57.1%
	Percent of List	100.0%	100.0%	0.0%	100.0%	100.0%	0.0%
	Percent of Original	100.0%	100.0%	0.0%	100.0%	100.0%	0.0%

A total of 102 homes sold in the City of Lawrence in September, showing no change from September 2020. Total sales volume rose to \$27.6 million compared to \$25.8 million in the previous year.

The median sales price in September was \$256,500, up 15.3% compared to the prior year. Median days on market was 5 days, up from 4 days in August, but down from 8 in September 2020.

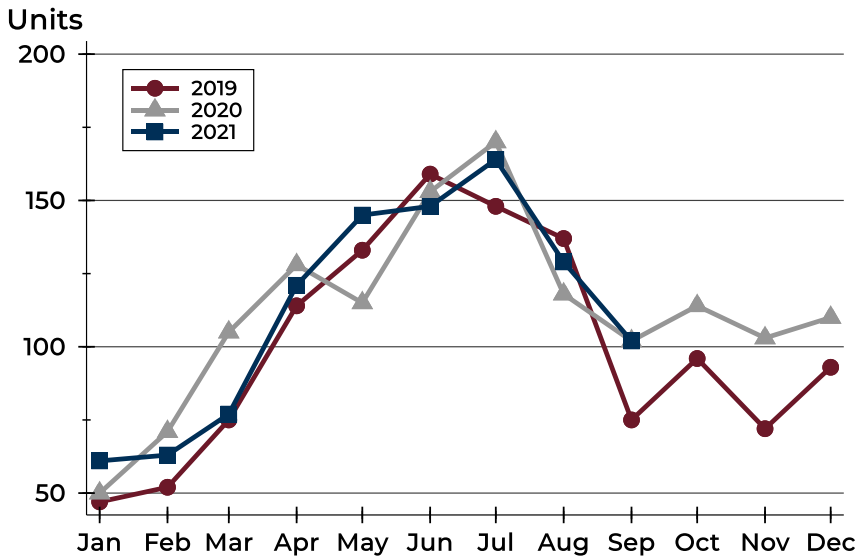
## History of Closed Listings





## City of Lawrence Closed Listings Analysis

### Closed Listings by Month



Month	2019	2020	2021
January	47	50	61
February	52	71	63
March	75	105	77
April	114	128	121
May	133	115	145
June	159	153	148
July	148	170	164
August	137	118	129
September	75	102	102
October	96	114	
November	72	103	
December	93	110	

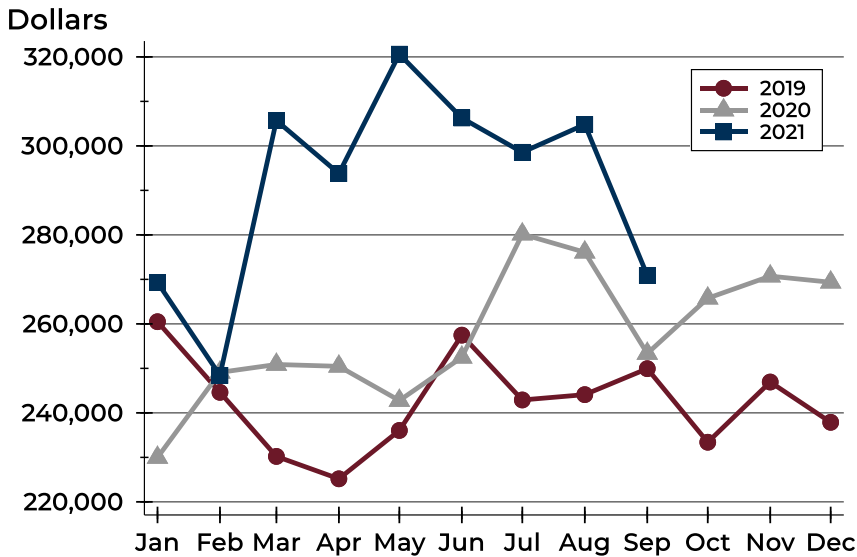
### Closed Listings by Price Range

Price Range	Sales		Months' Supply	Sale Price		Days on Market		Price as % of List		Price as % of Orig.	
	Number	Percent		Average	Median	Avg.	Med.	Avg.	Med.	Avg.	Med.
Below \$50,000	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$50,000-\$99,999	5	4.9%	1.8	87,360	85,000	27	22	93.8%	96.6%	84.0%	92.9%
\$100,000-\$149,999	7	6.9%	1.0	122,571	125,000	11	6	98.9%	100.0%	95.0%	92.9%
\$150,000-\$199,999	15	14.7%	0.9	183,797	184,900	14	8	97.2%	100.0%	95.2%	100.0%
\$200,000-\$249,999	21	20.6%	0.8	217,172	210,000	13	3	100.8%	100.0%	99.4%	100.0%
\$250,000-\$299,999	22	21.6%	0.4	272,094	273,250	11	3	100.9%	100.0%	100.3%	100.0%
\$300,000-\$349,999	11	10.8%	1.3	327,895	329,950	7	3	100.5%	100.0%	100.1%	100.0%
\$350,000-\$399,999	3	2.9%	1.8	367,000	356,000	5	3	101.8%	100.0%	101.8%	100.0%
\$400,000-\$449,999	10	9.8%	1.4	419,651	417,558	23	17	99.0%	98.7%	98.3%	98.2%
\$450,000-\$499,999	3	2.9%	1.6	462,967	463,000	16	5	100.4%	102.9%	99.8%	102.9%
\$500,000-\$599,999	5	4.9%	1.7	548,300	550,500	35	30	98.4%	98.1%	96.3%	96.5%
\$600,000-\$749,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$750,000-\$999,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A



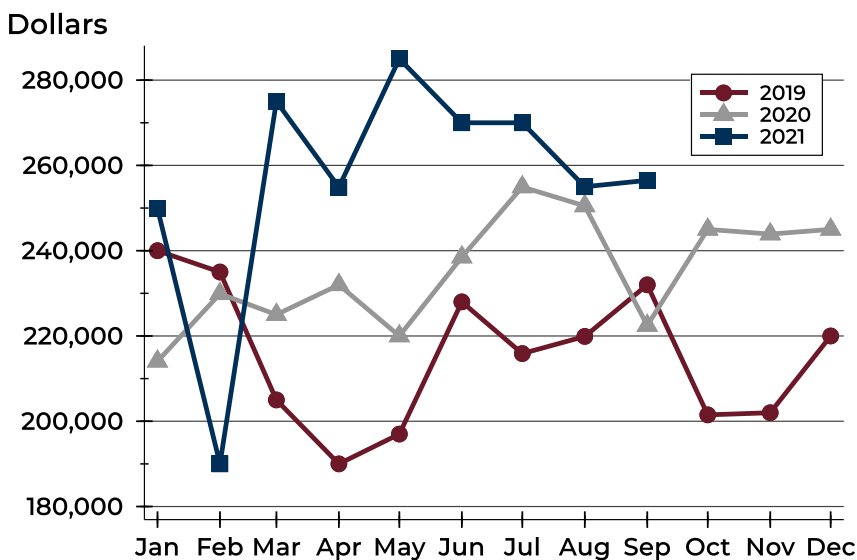
## City of Lawrence Closed Listings Analysis

### Average Price



Month	2019	2020	2021
January	260,491	229,973	269,320
February	244,614	249,106	248,417
March	230,217	250,879	305,705
April	225,180	250,466	293,794
May	236,053	242,777	320,621
June	257,468	252,488	306,274
July	242,906	280,164	298,563
August	244,101	276,104	304,816
September	249,939	253,345	270,914
October	233,403	265,768	
November	246,937	270,728	
December	237,884	269,355	

### Median Price

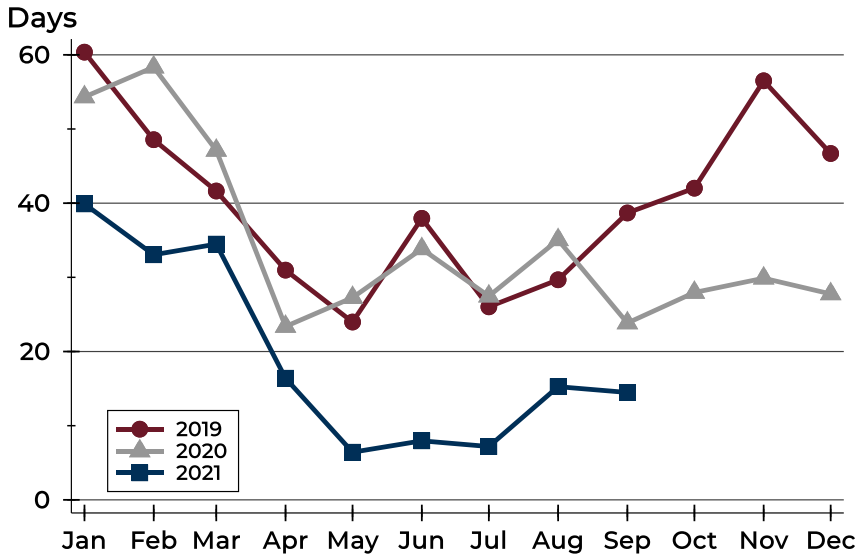


Month	2019	2020	2021
January	240,000	214,075	249,900
February	235,000	229,900	190,000
March	205,000	225,000	275,000
April	190,000	232,000	254,900
May	197,000	220,000	285,000
June	228,000	238,500	270,000
July	215,875	254,950	270,000
August	219,900	250,500	255,000
September	232,000	222,450	256,500
October	201,500	245,000	
November	202,000	243,900	
December	220,000	245,000	



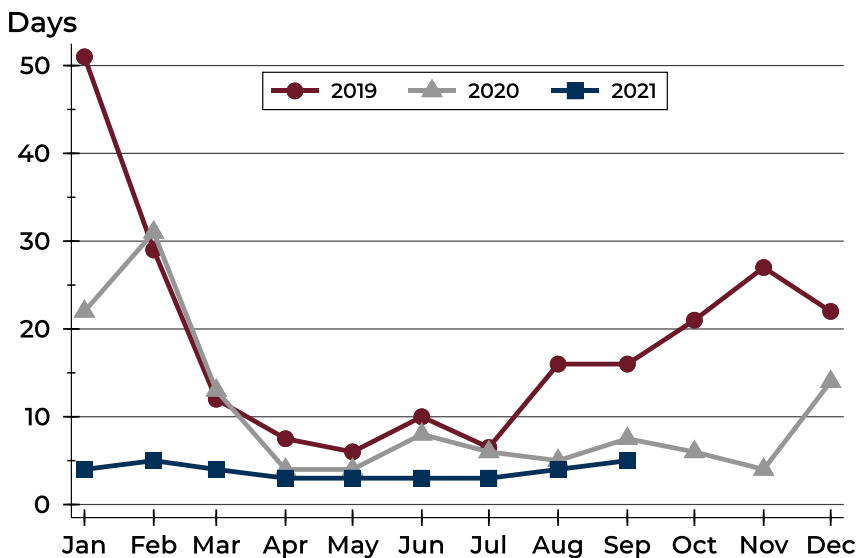
## City of Lawrence Closed Listings Analysis

### 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	15
September	39	24	14
October	42	28	
November	57	30	
December	47	28	

### Median DOM



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



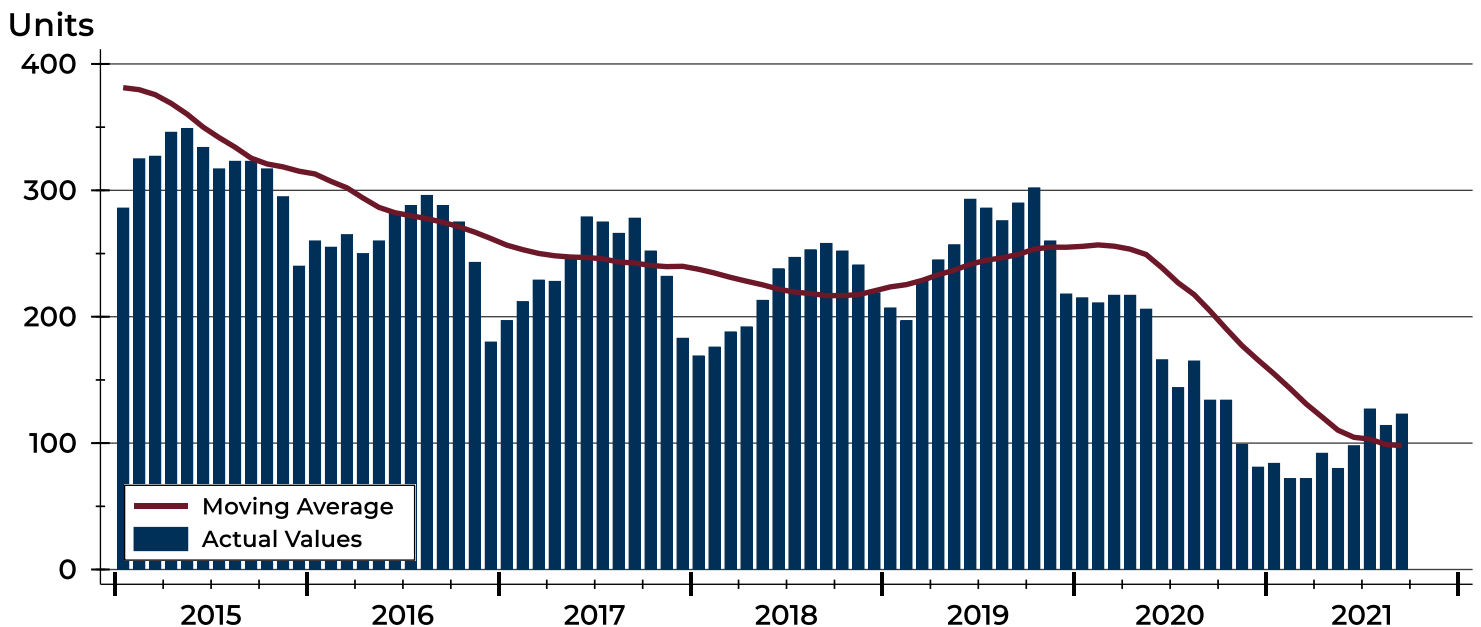
## City of Lawrence Active Listings Analysis

Summary Statistics for Active Listings		2021	End of September 2020	Change
Active Listings		123	134	-8.2%
Volume (1,000s)		39,807	47,959	-17.0%
Months' Supply		1.1	1.3	-15.4%
Average	List Price	323,634	357,903	-9.6%
	Days on Market	47	71	-33.8%
	Percent of Original	97.9%	98.0%	-0.1%
Median	List Price	304,900	300,000	1.6%
	Days on Market	30	40	-25.0%
	Percent of Original	100.0%	100.0%	0.0%

A total of 123 homes were available for sale in the City of Lawrence at the end of September. This represents a 1.1 months' supply of active listings.

The median list price of homes on the market at the end of September was \$304,900, up 1.6% from 2020. The typical time on market for active listings was 30 days, down from 40 days a year earlier.

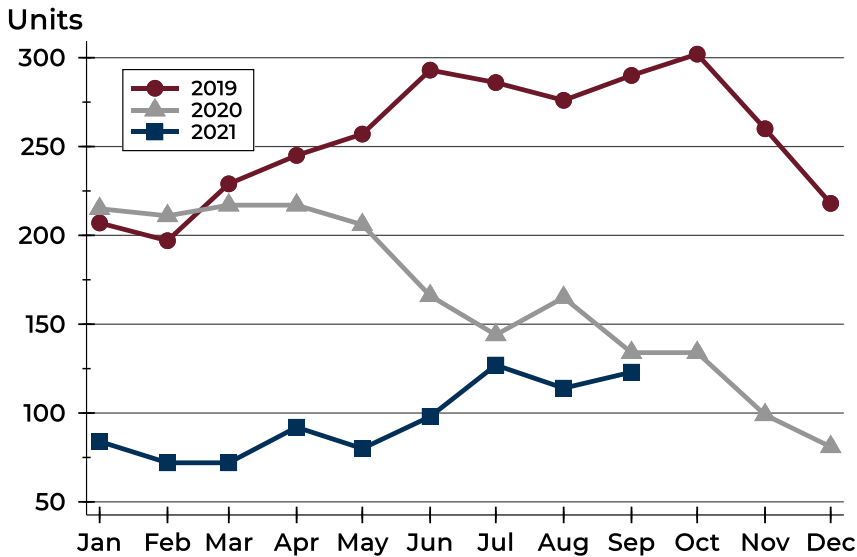
## History of Active Listings





## City of Lawrence Active Listings Analysis

### Active Listings 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	114
September	290	134	123
October	302	134	
November	260	99	
December	218	81	

### Active Listings by Price Range

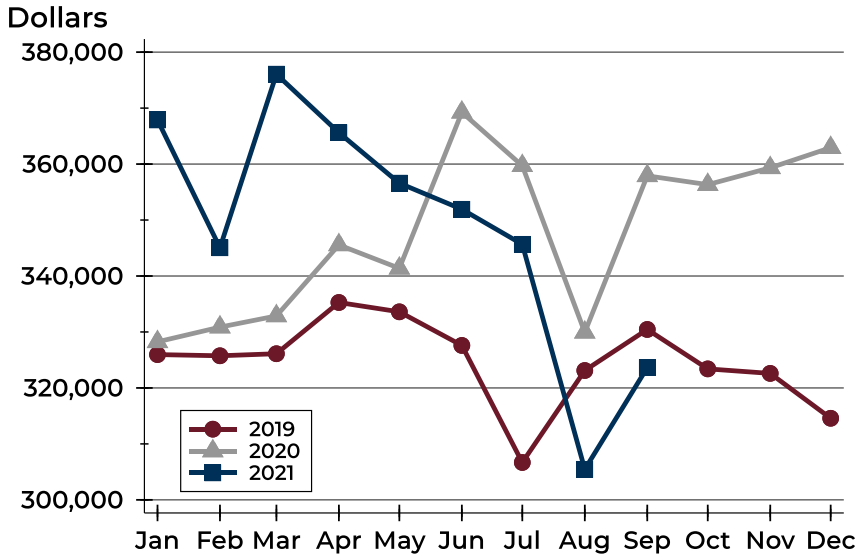
Price Range	Active Listings Number	Active Listings Percent	Months' Supply	List Price Average	List Price Median	Days on Market Avg.	Days on Market Med.	Price as % of Orig. Avg.	Price as % of Orig. Med.
Below \$50,000	4	3.3%	N/A	1,249	1,248	18	4	98.7%	100.0%
\$50,000-\$99,999	5	4.1%	1.8	85,724	89,000	54	30	94.2%	100.0%
\$100,000-\$149,999	9	7.3%	1.0	129,389	127,500	41	21	96.1%	100.0%
\$150,000-\$199,999	16	13.0%	0.9	182,291	184,500	32	22	97.7%	100.0%
\$200,000-\$249,999	18	14.6%	0.8	224,306	222,500	33	26	99.2%	100.0%
\$250,000-\$299,999	8	6.5%	0.4	277,200	277,250	49	33	96.5%	100.0%
\$300,000-\$349,999	15	12.2%	1.3	328,540	329,900	42	46	98.3%	100.0%
\$350,000-\$399,999	15	12.2%	1.8	375,360	379,000	56	56	97.4%	100.0%
\$400,000-\$449,999	9	7.3%	1.4	436,300	439,900	40	14	100.2%	100.0%
\$450,000-\$499,999	7	5.7%	1.6	472,786	464,900	53	52	98.5%	100.0%
\$500,000-\$599,999	8	6.5%	1.7	539,838	535,000	21	15	99.1%	100.0%
\$600,000-\$749,999	5	4.1%	N/A	667,940	650,000	137	121	96.9%	96.4%
\$750,000-\$999,999	3	2.4%	N/A	861,333	850,000	88	86	96.6%	100.0%
\$1,000,000 and up	1	0.8%	N/A	1,000,000	1,000,000	237	237	100.0%	100.0%





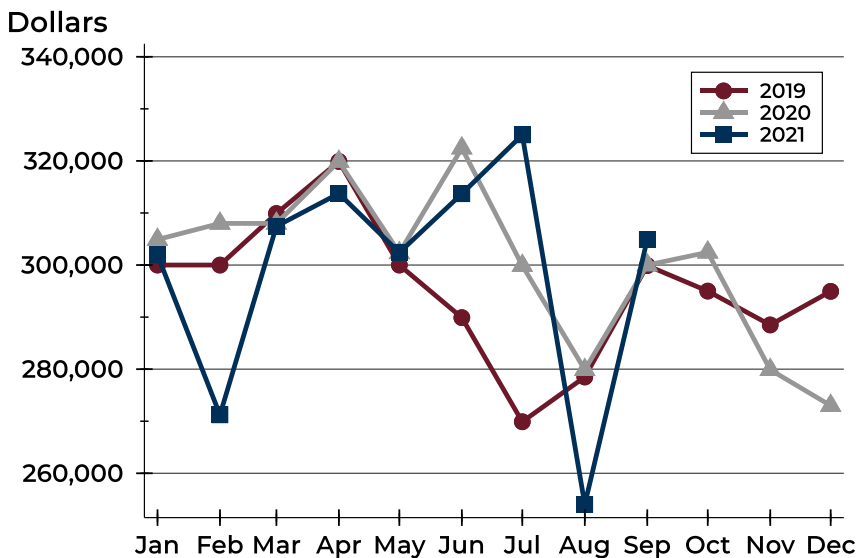
## City of Lawrence Active Listings Analysis

### Average Price



Month	2019	2020	2021
January	325,960	328,240	367,887
February	325,749	330,864	345,051
March	326,114	332,866	376,063
April	335,269	345,557	365,613
May	333,601	341,378	356,591
June	327,597	369,250	351,923
July	306,684	359,709	345,664
August	323,116	329,944	305,460
September	330,454	357,903	323,634
October	323,407	356,330	
November	322,600	359,334	
December	314,584	362,929	

### Median Price

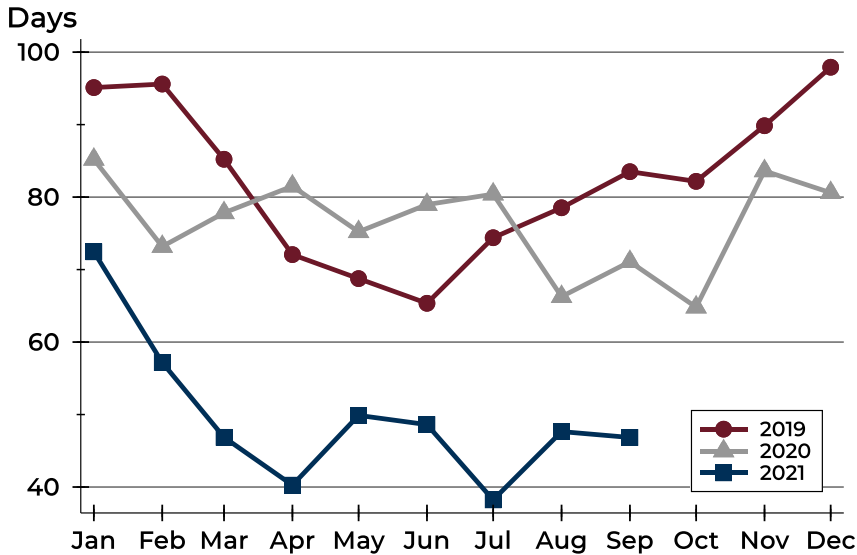


Month	2019	2020	2021
January	300,000	304,900	301,950
February	300,000	308,000	271,225
March	309,900	308,000	307,450
April	319,900	319,900	313,750
May	300,000	302,350	302,400
June	289,900	322,450	313,700
July	269,900	299,900	325,000
August	278,500	279,900	254,000
September	299,900	300,000	304,900
October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



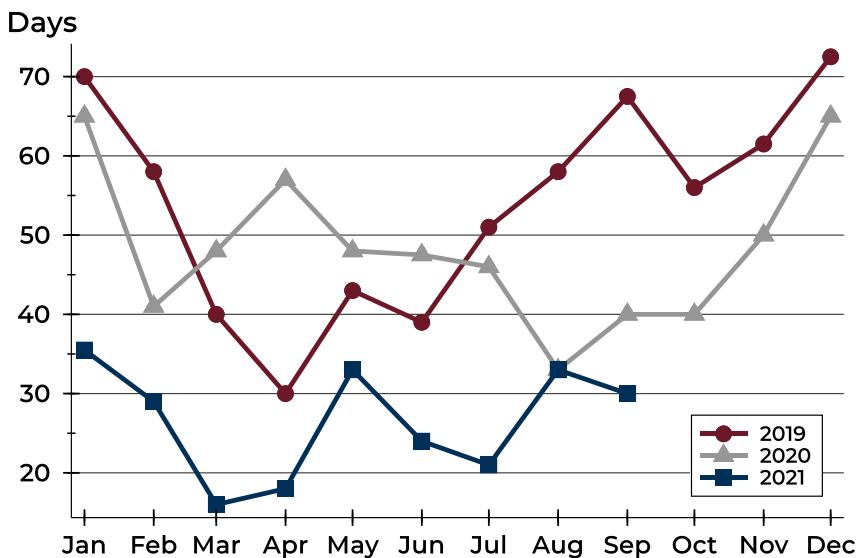
## City of Lawrence Active Listings Analysis

### Average DOM



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

### Median DOM

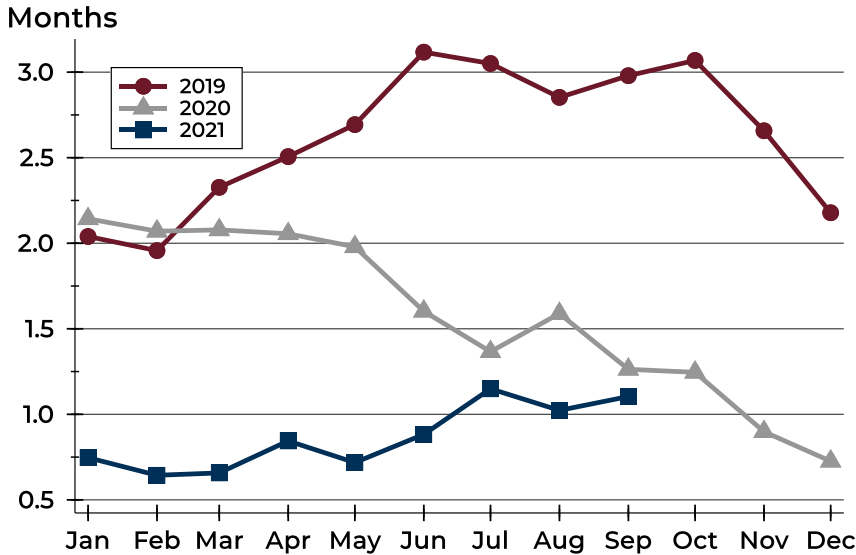


Month	2019	2020	2021
January	70	65	36
February	58	41	29
March	40	48	16
April	30	57	18
May	43	48	33
June	39	48	24
July	51	46	21
August	58	33	33
September	68	40	30
October	56	40	
November	62	50	
December	73	65	



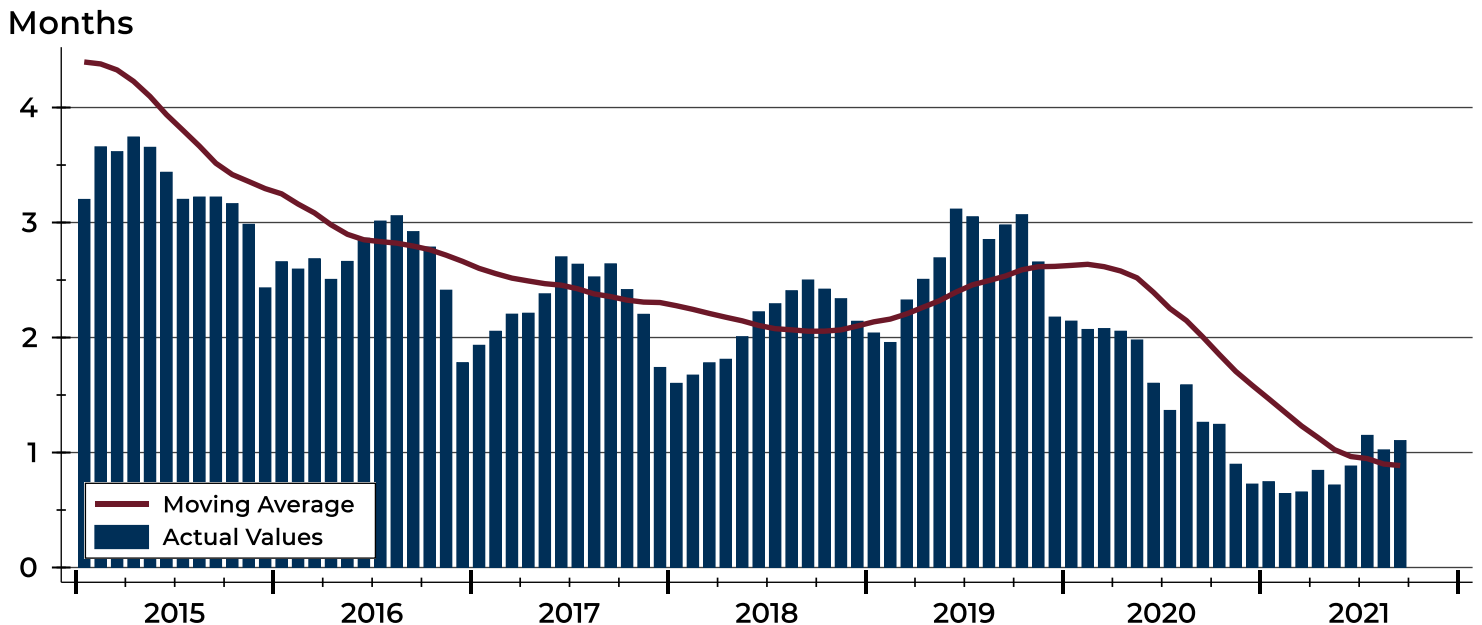
# City of Lawrence Months' Supply Analysis

## Months' Supply by Month



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

## History of Month's Supply





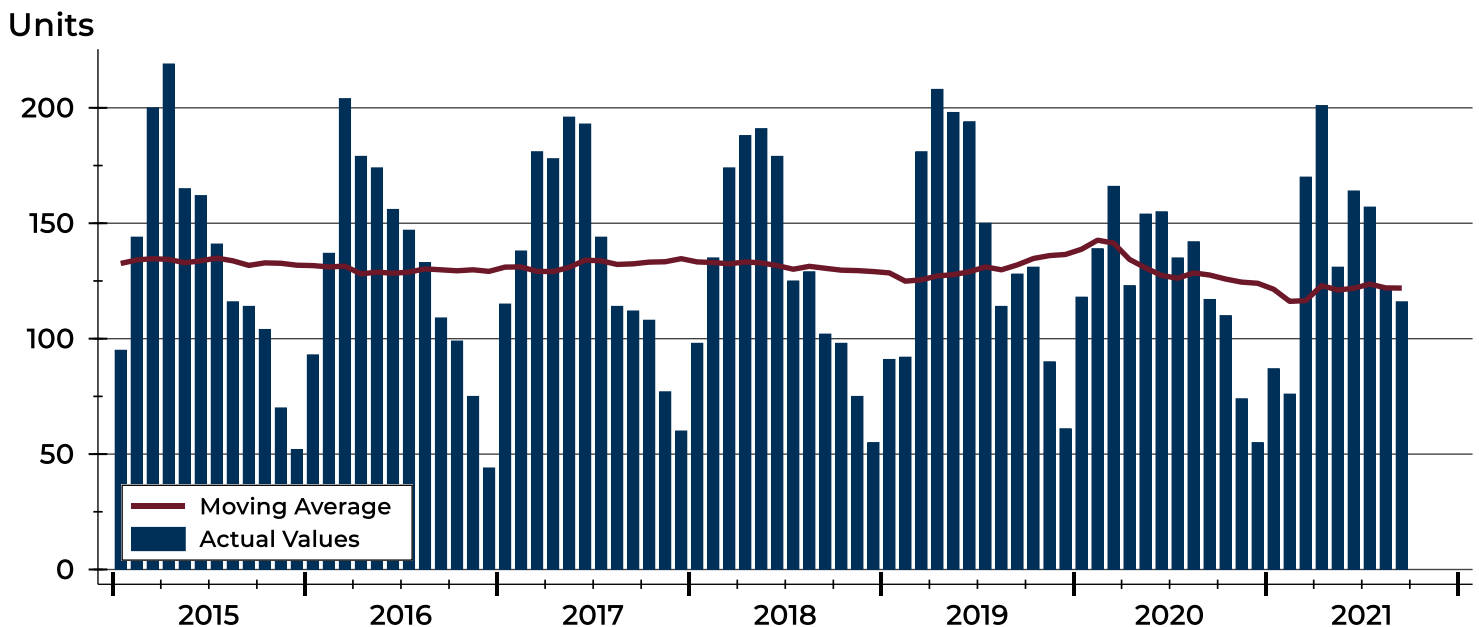
## City of Lawrence New Listings Analysis

Summary Statistics for New Listings		2021	September 2020	Change
Current Month	New Listings	116	117	-0.9%
	Volume (1,000s)	34,975	33,290	5.1%
	Average List Price	301,509	284,531	6.0%
	Median List Price	275,000	239,900	14.6%
Year-to-Date	New Listings	1,224	1,249	-2.0%
	Volume (1,000s)	357,105	335,068	6.6%
	Average List Price	291,752	268,269	8.8%
	Median List Price	259,900	239,900	8.3%

A total of 116 new listings were added in the City of Lawrence during September, down 0.9% from the same month in 2020. Year-to-date the City of Lawrence has seen 1,224 new listings.

The median list price of these homes was \$275,000 up from \$239,900 in 2020.

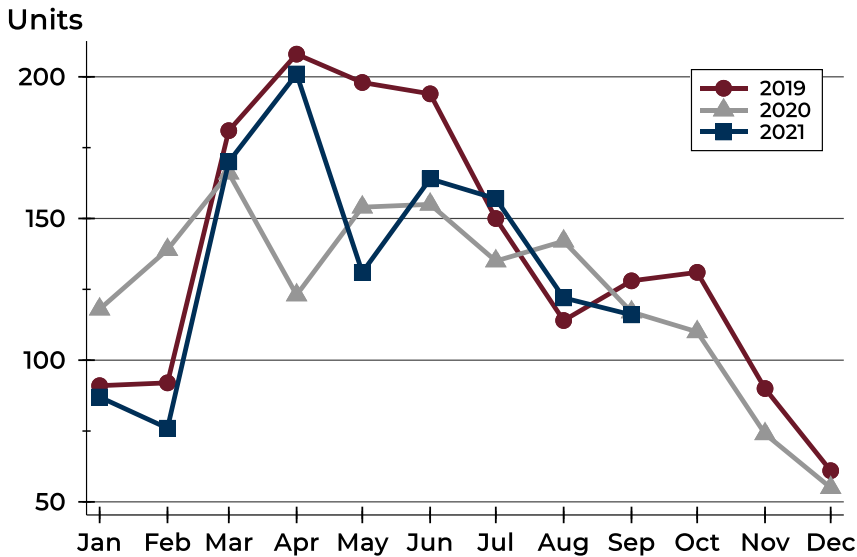
## History of New Listings





## City of Lawrence New Listings Analysis

### New Listings by Month



Month	2019	2020	2021
January	91	118	87
February	92	139	76
March	181	166	170
April	208	123	201
May	198	154	131
June	194	155	164
July	150	135	157
August	114	142	122
September	128	117	116
October	131	110	
November	90	74	
December	61	55	

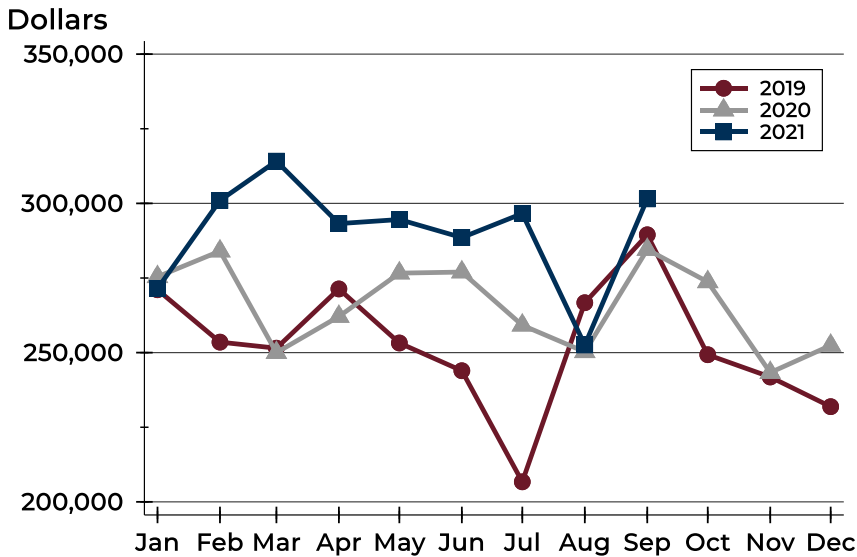
### New Listings by Price Range

Price Range	New Listings		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$50,000	3	2.6%	1,262	1,400	16	11	100.0%	100.0%
\$50,000-\$99,999	4	3.4%	88,875	89,500	13	7	100.0%	100.0%
\$100,000-\$149,999	8	6.9%	130,463	129,450	6	5	100.2%	100.0%
\$150,000-\$199,999	19	16.4%	176,592	176,000	8	5	99.4%	100.0%
\$200,000-\$249,999	19	16.4%	224,045	220,000	8	3	100.2%	100.0%
\$250,000-\$299,999	11	9.5%	276,936	275,000	7	6	99.7%	100.0%
\$300,000-\$349,999	9	7.8%	330,900	339,000	10	5	99.7%	100.0%
\$350,000-\$399,999	13	11.2%	375,446	375,000	9	8	100.0%	100.0%
\$400,000-\$449,999	12	10.3%	433,142	437,500	10	9	99.5%	100.0%
\$450,000-\$499,999	5	4.3%	477,100	475,000	7	1	100.0%	100.0%
\$500,000-\$599,999	11	9.5%	542,873	535,000	16	16	100.0%	100.0%
\$600,000-\$749,999	1	0.9%	650,000	650,000	10	10	100.0%	100.0%
\$750,000-\$999,999	1	0.9%	850,000	850,000	15	15	100.0%	100.0%
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



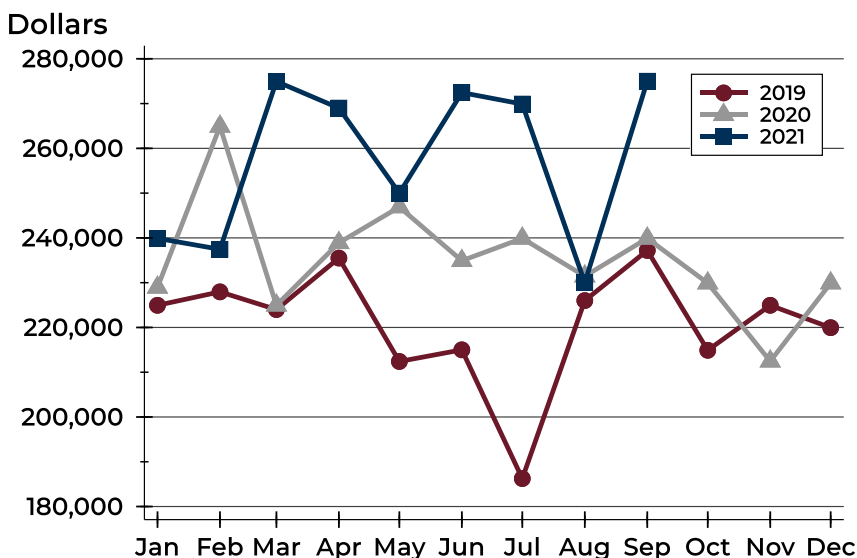
## City of Lawrence New Listings Analysis

### Average Price



Month	2019	2020	2021
January	271,062	275,402	271,450
February	253,519	284,009	300,975
March	251,491	249,995	314,158
April	271,345	262,107	293,231
May	253,236	276,641	294,603
June	243,938	276,994	288,542
July	206,720	259,179	296,603
August	266,719	250,273	252,560
September	289,474	284,531	301,509
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	239,900
February	227,950	264,900	237,450
March	224,000	224,950	274,950
April	235,500	238,900	269,000
May	212,400	246,900	250,000
June	215,000	234,900	272,450
July	186,250	239,900	269,900
August	226,000	231,450	230,000
September	237,200	239,900	275,000
October	214,900	229,900	
November	224,950	212,450	
December	219,950	229,900	



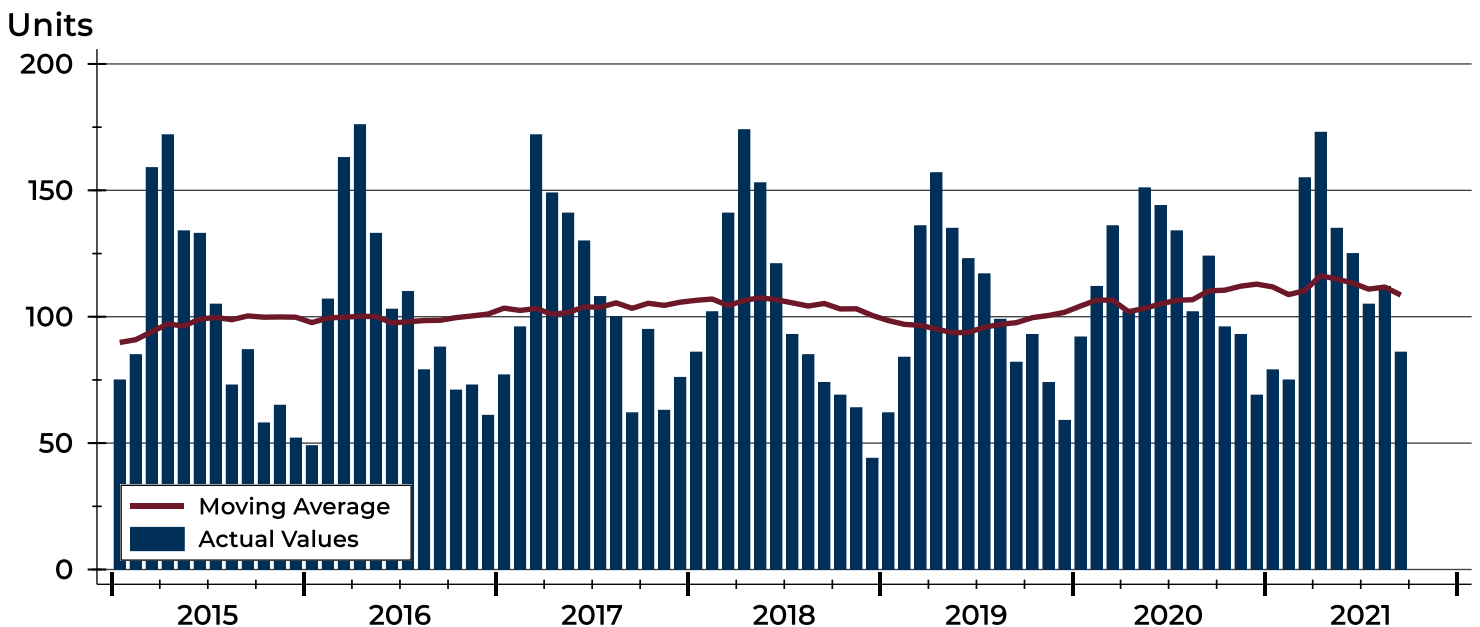
## City of Lawrence Contracts Written Analysis

Summary Statistics for Contracts Written		September			Year-to-Date		
		2021	2020	Change	2021	2020	Change
Contracts Written		86	124	-30.6%	1,045	1,097	-4.7%
Volume (1,000s)		23,770	33,487	-29.0%	307,842	288,682	6.6%
Average	Sale Price	276,398	270,058	2.3%	294,586	263,155	11.9%
	Days on Market	15	31	-51.6%	14	32	-56.3%
	Percent of Original	98.2%	98.9%	-0.7%	101.1%	98.6%	2.5%
Median	Sale Price	238,750	249,950	-4.5%	255,000	239,000	6.7%
	Days on Market	5	8	-37.5%	3	6	-50.0%
	Percent of Original	100.0%	100.0%	0.0%	100.0%	100.0%	0.0%

A total of 86 contracts for sale were written in the City of Lawrence during the month of September, down from 124 in 2020. The median list price of these homes was \$238,750, down from \$249,950 the prior year.

Half of the homes that went under contract in September were on the market less than 5 days, compared to 8 days in September 2020.

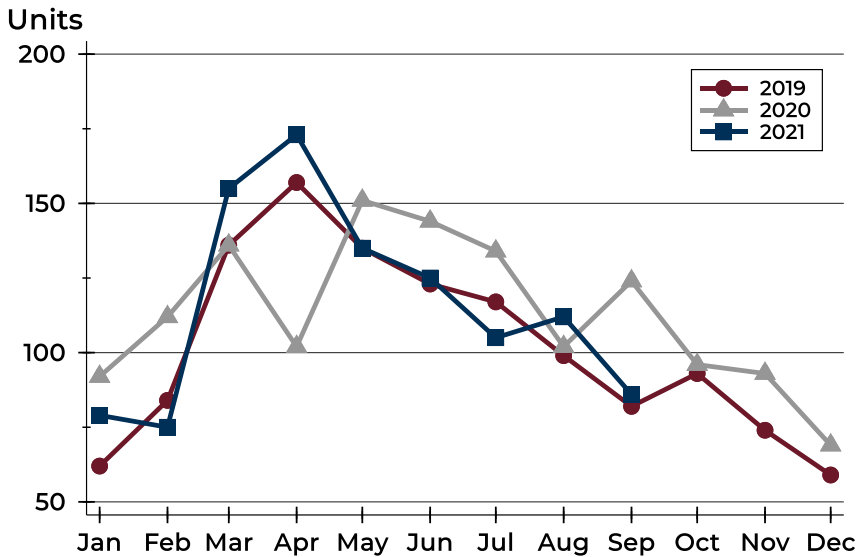
## History of Contracts Written





## City of Lawrence Contracts Written Analysis

### Contracts Written by Month



Month	2019	2020	2021
January	62	92	79
February	84	112	75
March	136	136	155
April	157	102	173
May	135	151	135
June	123	144	125
July	117	134	105
August	99	102	112
September	82	124	86
October	93	96	
November	74	93	
December	59	69	

### Contracts Written by Price Range

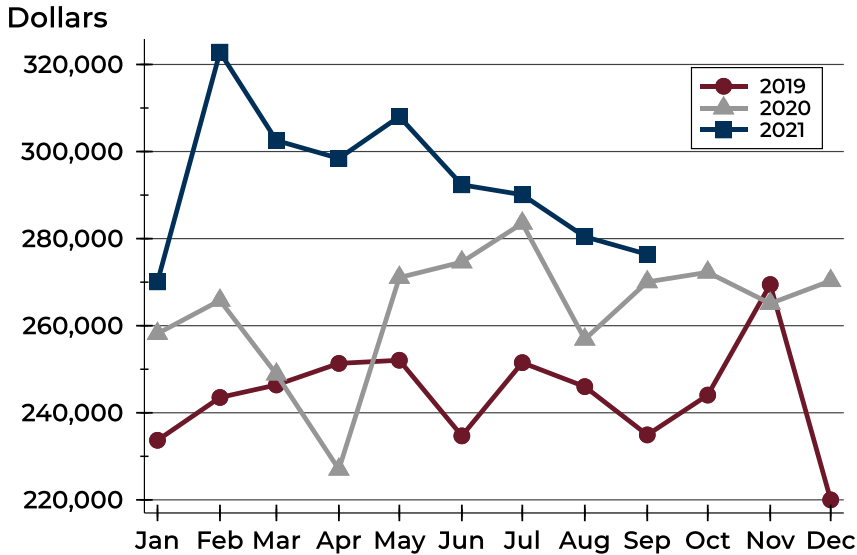
Price Range	Contracts Written		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$50,000	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$50,000-\$99,999	3	3.5%	88,833	90,000	5	4	100.0%	100.0%
\$100,000-\$149,999	7	8.1%	133,629	134,500	8	4	95.7%	100.0%
\$150,000-\$199,999	21	24.4%	174,238	174,900	14	9	97.0%	100.0%
\$200,000-\$249,999	16	18.6%	226,672	224,975	16	4	97.9%	100.0%
\$250,000-\$299,999	7	8.1%	273,243	274,900	8	4	99.0%	100.0%
\$300,000-\$349,999	8	9.3%	326,588	324,950	8	4	99.8%	100.0%
\$350,000-\$399,999	9	10.5%	379,622	383,000	26	8	98.8%	100.0%
\$400,000-\$449,999	7	8.1%	424,686	424,900	15	7	99.3%	100.0%
\$450,000-\$499,999	3	3.5%	475,000	475,000	7	0	100.0%	100.0%
\$500,000-\$599,999	4	4.7%	535,700	519,950	35	12	100.0%	100.0%
\$600,000-\$749,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$750,000-\$999,999	1	1.2%	800,000	800,000	75	75	100.0%	100.0%
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A





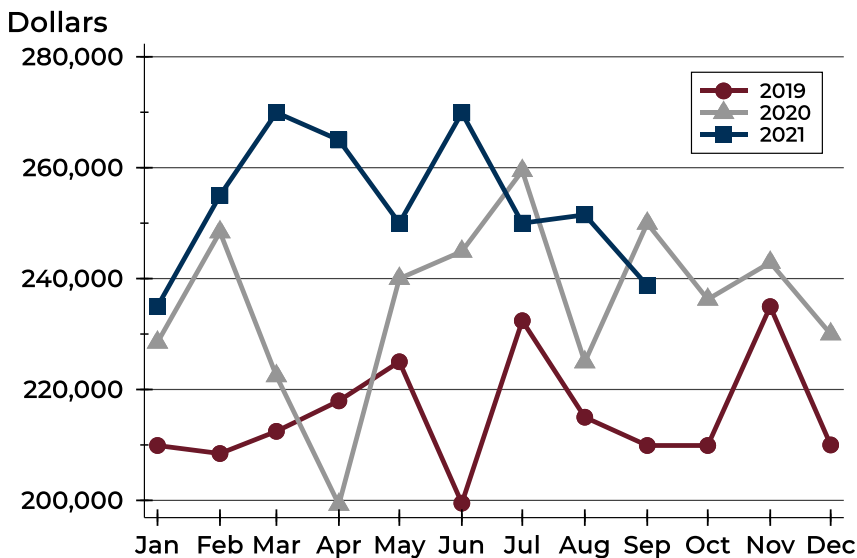
## City of Lawrence Contracts Written Analysis

### Average Price



Month	2019	2020	2021
January	233,686	258,187	270,075
February	243,524	265,812	322,833
March	246,402	248,864	302,547
April	251,351	227,017	298,434
May	252,072	271,062	308,037
June	234,702	274,618	292,363
July	251,518	283,526	290,084
August	246,013	256,876	280,451
September	234,923	270,058	276,398
October	244,064	272,269	
November	269,458	265,091	
December	220,000	270,325	

### Median Price

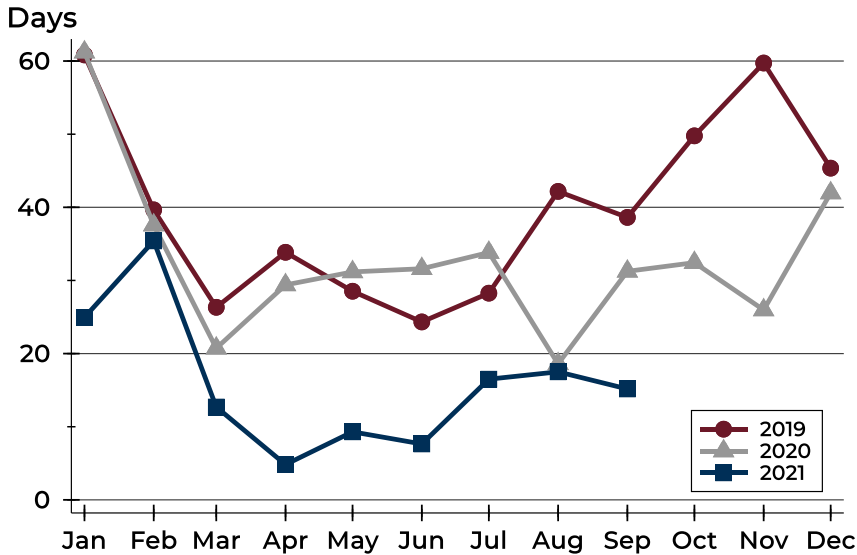


Month	2019	2020	2021
January	209,900	228,500	235,000
February	208,450	248,400	255,000
March	212,450	222,450	269,950
April	217,950	199,250	265,000
May	225,000	240,000	250,000
June	199,500	244,900	269,900
July	232,400	259,450	250,000
August	215,000	224,950	251,500
September	209,900	249,950	238,750
October	209,900	236,250	
November	234,950	242,900	
December	210,000	230,000	



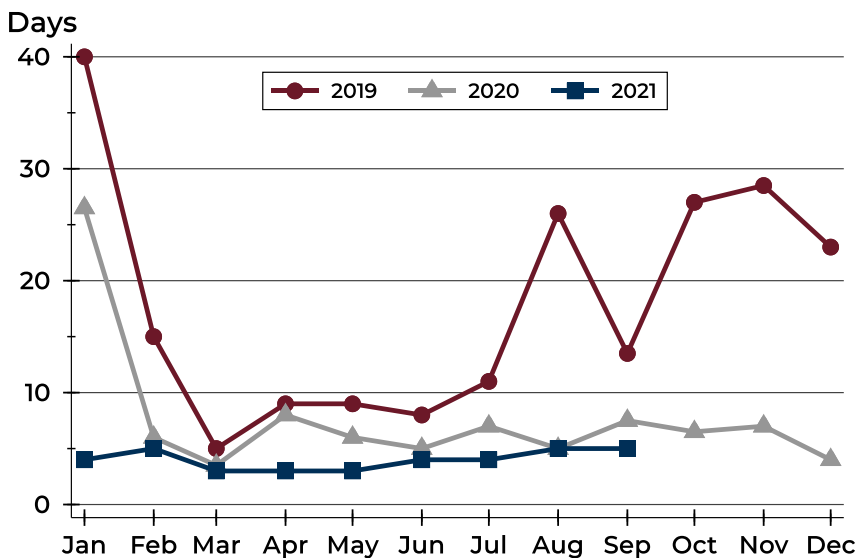
## City of Lawrence Contracts Written Analysis

### Average DOM



Month	2019	2020	2021
January	61	61	25
February	40	38	35
March	26	21	13
April	34	29	5
May	29	31	9
June	24	32	8
July	28	34	17
August	42	19	18
September	39	31	15
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	3
June	8	5	4
July	11	7	4
August	26	5	5
September	14	8	5
October	27	7	
November	29	7	
December	23	4	



## City of Lawrence Pending Contracts Analysis

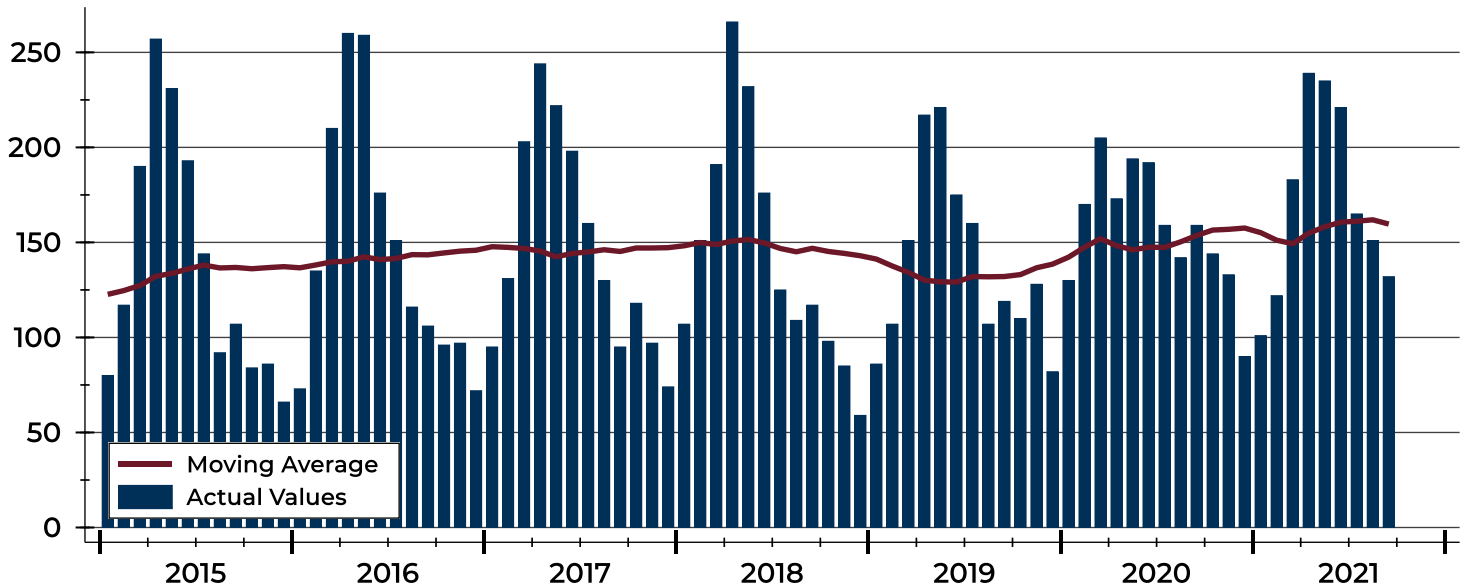
Summary Statistics for Pending Contracts		End of September		
		2021	2020	Change
Pending Contracts		132	159	-17.0%
Volume (1,000s)		39,504	43,148	-8.4%
Average	List Price	299,276	271,368	10.3%
	Days on Market	20	28	-28.6%
	Percent of Original	98.8%	99.5%	-0.7%
Median	List Price	287,450	254,950	12.7%
	Days on Market	5	7	-28.6%
	Percent of Original	100.0%	100.0%	0.0%

A total of 132 listings in the City of Lawrence had contracts pending at the end of September, down from 159 contracts pending at the end of September 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.

## History of Pending Contracts

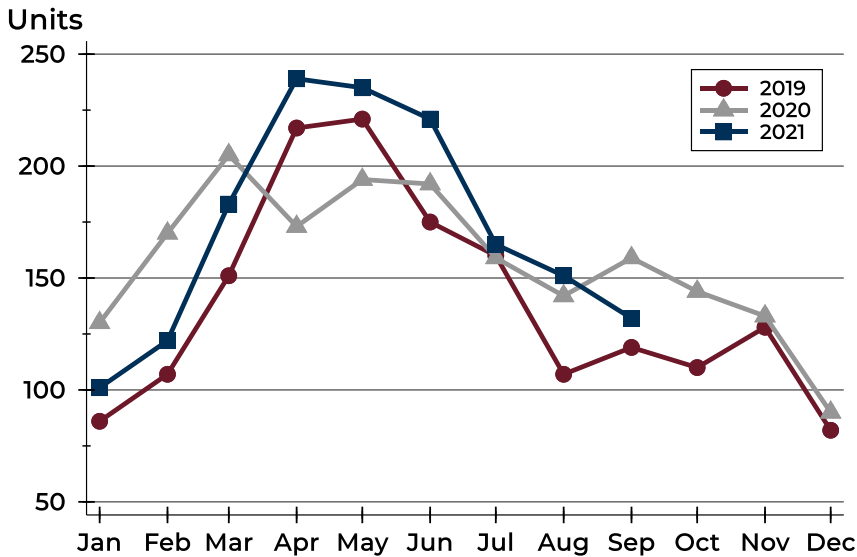
Units





## City of Lawrence Pending Contracts Analysis

### Pending Contracts 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	235
June	175	192	221
July	160	159	165
August	107	142	151
September	119	159	132
October	110	144	128
November	128	133	133
December	82	90	90

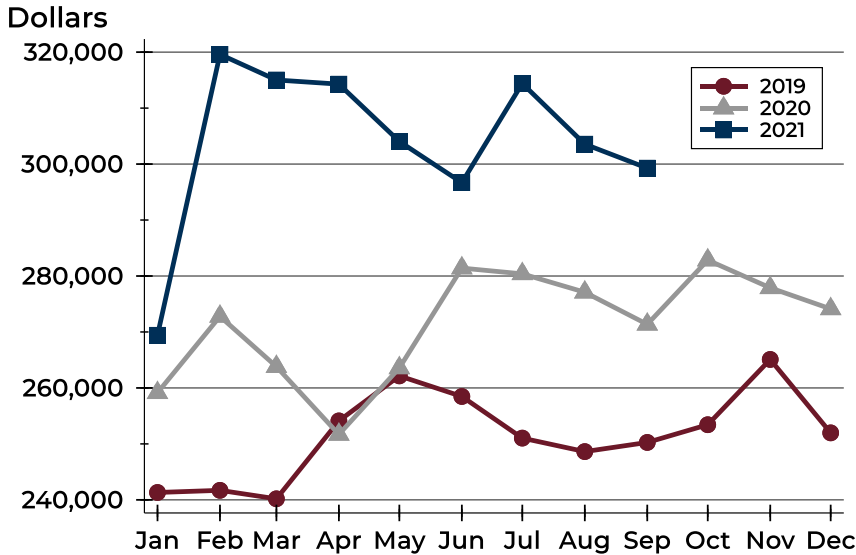
### Pending Contracts by Price Range

Price Range	Pending Contracts		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$50,000	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$50,000-\$99,999	4	3.0%	87,875	88,250	12	7	98.6%	100.0%
\$100,000-\$149,999	8	6.1%	133,069	132,200	17	3	98.4%	100.0%
\$150,000-\$199,999	26	19.7%	176,146	174,900	18	11	96.6%	100.0%
\$200,000-\$249,999	22	16.7%	228,880	227,500	12	4	99.5%	100.0%
\$250,000-\$299,999	9	6.8%	277,511	275,000	17	9	98.8%	100.0%
\$300,000-\$349,999	20	15.2%	323,483	321,200	20	4	99.9%	100.0%
\$350,000-\$399,999	10	7.6%	379,660	381,500	23	7	98.9%	100.0%
\$400,000-\$449,999	16	12.1%	420,019	417,950	18	9	99.8%	100.0%
\$450,000-\$499,999	7	5.3%	474,893	475,000	11	5	100.0%	100.0%
\$500,000-\$599,999	8	6.1%	526,854	521,065	20	7	100.0%	100.0%
\$600,000-\$749,999	1	0.8%	650,000	650,000	298	298	86.7%	86.7%
\$750,000-\$999,999	1	0.8%	800,000	800,000	75	75	100.0%	100.0%
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



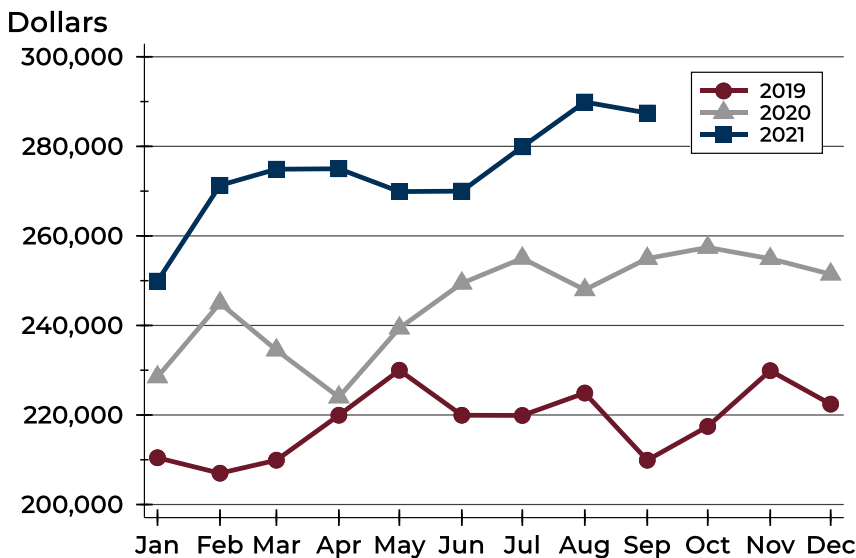
## City of Lawrence Pending Contracts Analysis

### Average Price



Month	2019	2020	2021
January	241,322	259,140	269,413
February	241,706	272,790	319,605
March	240,193	263,812	315,023
April	254,113	251,694	314,285
May	262,156	263,573	304,048
June	258,478	281,418	296,684
July	251,037	280,388	314,396
August	248,627	277,101	303,562
September	250,263	271,368	299,276
October	253,428	282,843	
November	265,092	277,889	
December	251,972	274,123	

### Median Price

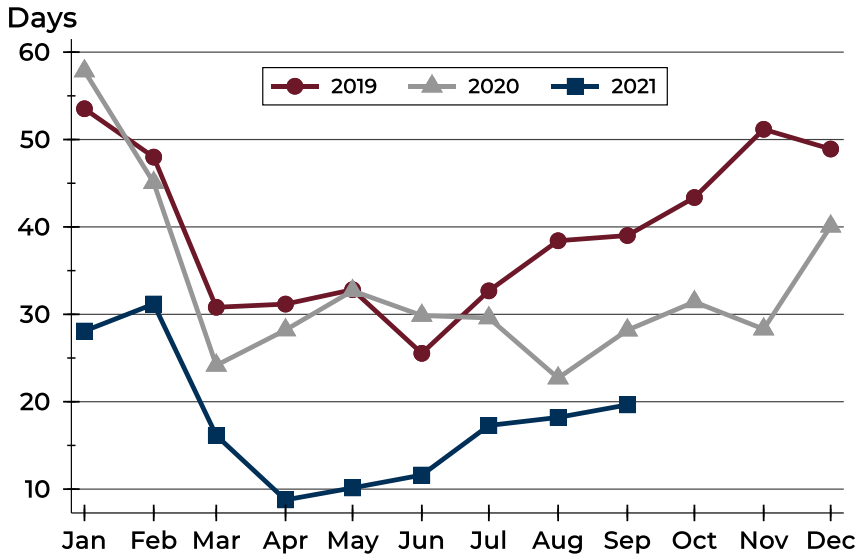


Month	2019	2020	2021
January	210,450	228,500	249,900
February	207,000	245,000	271,300
March	209,900	234,500	274,900
April	219,950	224,000	275,000
May	230,000	239,400	269,900
June	219,950	249,425	270,000
July	219,900	255,000	279,900
August	224,900	247,950	289,900
September	209,900	254,950	287,450
October	217,450	257,425	
November	229,900	254,900	
December	222,425	251,450	



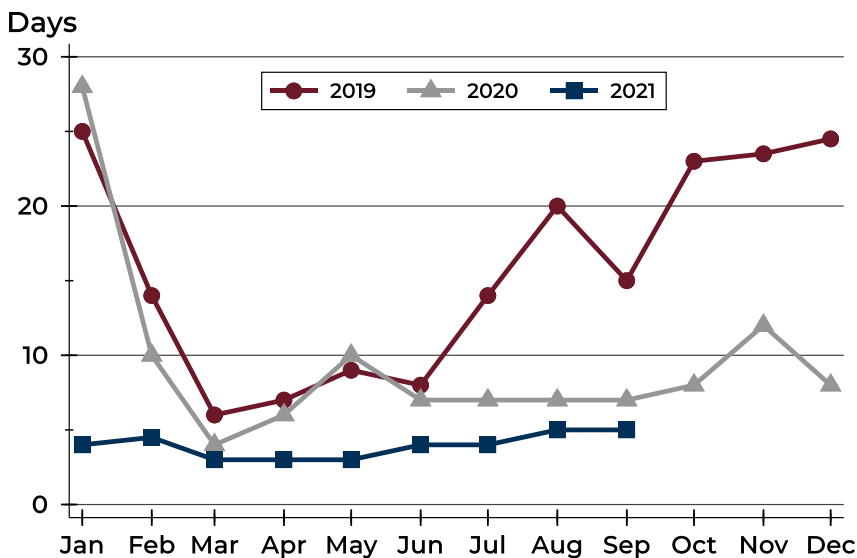
## City of Lawrence Pending Contracts Analysis

### Average DOM



Month	2019	2020	2021
January	54	58	28
February	48	45	31
March	31	24	16
April	31	28	9
May	33	33	10
June	26	30	12
July	33	30	17
August	38	23	18
September	39	28	20
October	43	31	
November	51	28	
December	49	40	

### Median DOM



Month	2019	2020	2021
January	25	28	4
February	14	10	5
March	6	4	3
April	7	6	3
May	9	10	3
June	8	7	4
July	14	7	4
August	20	7	5
September	15	7	5
October	23	8	
November	24	12	
December	25	8	