

# LAWRENCE MLS STATISTICS



 **MAY 2021** >>

**MARKET OVERVIEW** >>

### Lawrence City Home Sales Rose in May

Total home sales in the City of Lawrence rose by 25.2% last month to 144 units, compared to 115 units in May 2020. Total sales volume was \$46.3 million, up 65.8% from a year earlier.

The median sale price in May was \$285,475, up from \$220,000 a year earlier. Homes that sold in May were typically on the market for 3 days and sold for 101.2% of their list prices.

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

The total number of active listings in the City of Lawrence at the end of May was 80 units, down from 206 at the same point in 2020. This represents a 0.7 months' supply of homes available for sale. The median list price of homes on the market at the end of May was \$302,400.

During May, a total of 131 contracts were written down from 152 in May 2020. At the end of the month, there were 235 contracts pending, compared to 194 at the end of May 2020.

City of Lawrence		May		
Current Month		2021	2020	Change
Summary Statistics		2021	2020	Change
Home Sales		144	115	25.2%
Active Listings		80	206	-61.2%
Months' Supply		0.7	2.0	-63.7%
New Listings		126	154	-18.2%
Contracts Written		131	152	-13.8%
Pending Contracts		235	194	21.1%
Sales Volume (1,000s)		46,302	27,919	65.8%
Average	Sale Price	321,542	242,777	32.4%
	List Price of Actives	356,591	341,378	4.5%
	Days on Market	7	27	-76.2%
	Percent of List	102.9%	99.3%	3.6%
	Percent of Original	102.6%	98.3%	4.4%
Median	Sale Price	285,475	220,000	29.8%
	List Price of Actives	302,400	302,350	0.0%
	Days on Market	3	4	-25.0%
	Percent of List	101.2%	100.0%	1.2%
	Percent of Original	101.1%	100.0%	1.1%

**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

## SUMMARY >>

### BREAKDOWNS BY HOME TYPE CITY OF LAWRENCE AS OF 6/7/2021

May MLS Statistics		2021			2020			2019		
By Property Type		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		<b>144</b>	<b>135</b>	<b>9</b>	115	100	15	133	116	17
Change from prior year		25.2%	35.0%	-40.0%	-13.5%	-13.8%	-11.8%	-17.4%	-19.4%	0.0%
Active Listings		<b>80</b>	<b>65</b>	<b>15</b>	206	160	46	257	208	49
Change from prior year		-61.2%	-59.4%	-67.4%	-19.8%	-23.1%	-6.1%	20.7%	21.6%	16.7%
Months' Supply		<b>0.7</b>	<b>0.7</b>	<b>1.1</b>	2.0	1.7	5.1	2.7	2.4	5.1
Change from prior year		-63.7%	-60.4%	-78.4%	-26.5%	-30.6%	0.0%	34.1%	35.7%	25.8%
New Listings		<b>126</b>	<b>117</b>	<b>9</b>	154	138	16	198	184	14
Change from prior year		-18.2%	-15.2%	-43.8%	-22.2%	-25.0%	14.3%	3.7%	7.6%	-30.0%
Contracts Written		<b>131</b>	<b>115</b>	<b>16</b>	152	130	22	135	123	12
Change from prior year		-13.8%	-11.5%	-27.3%	12.6%	5.7%	83.3%	-11.8%	-10.9%	-20.0%
Pending Contracts		<b>235</b>	<b>192</b>	<b>43</b>	194	161	33	221	199	22
Change from prior year		21.1%	19.3%	30.3%	-12.2%	-19.1%	50.0%	-4.7%	-1.0%	-29.0%
Sales Volume (1,000s)		<b>46,302</b>	<b>43,009</b>	<b>3,293</b>	27,919	23,321	4,599	31,395	26,295	5,100
Change from prior year		65.8%	84.4%	-28.4%	-11.1%	-11.3%	-9.8%	-20.2%	-21.1%	-15.6%
Average	Sale Price	<b>321,542</b>	<b>318,582</b>	<b>365,939</b>	242,777	233,205	306,590	236,053	226,683	299,984
	Change from prior year	32.4%	36.6%	19.4%	2.8%	2.9%	2.2%	-3.5%	-2.0%	-15.6%
	List Price of Actives	<b>356,591</b>	<b>348,184</b>	<b>393,020</b>	341,378	319,077	418,948	333,601	319,606	393,007
	Change from prior year	4.5%	9.1%	-6.2%	2.3%	-0.2%	6.6%	2.6%	3.3%	1.1%
	Days on Market	<b>6</b>	<b>5</b>	<b>24</b>	27	23	59	24	21	47
	Change from prior year	-76.3%	-76.5%	-58.8%	13.7%	9.9%	23.5%	-16.7%	13.0%	-60.0%
	Percent of List	<b>102.9%</b>	<b>103.1%</b>	<b>100.3%</b>	99.3%	99.2%	100.4%	99.8%	99.8%	100.4%
Change from prior year	3.6%	3.9%	-0.1%	-0.5%	-0.6%	0.1%	0.6%	0.5%	1.2%	
Median	Percent of Original	<b>102.6%</b>	<b>102.8%</b>	<b>100.1%</b>	98.3%	98.3%	98.7%	99.0%	98.8%	100.4%
	Change from prior year	4.4%	4.6%	1.5%	-0.7%	-0.6%	-1.7%	0.5%	0.2%	2.1%
	Sale Price	<b>285,475</b>	<b>285,000</b>	<b>335,700</b>	220,000	210,000	305,000	197,000	193,325	315,000
	Change from prior year	29.8%	35.7%	10.1%	11.7%	8.6%	-3.2%	-6.2%	-4.6%	-10.0%
	List Price of Actives	<b>302,400</b>	<b>261,000</b>	<b>409,500</b>	302,350	274,750	382,400	300,000	296,000	374,900
	Change from prior year	0.0%	-5.0%	7.1%	0.8%	-7.2%	2.0%	2.6%	9.6%	-5.7%
	Days on Market	<b>3</b>	<b>3</b>	<b>27</b>	4	4	4	6	5	46
Change from prior year	-25.0%	-14.3%	575.0%	-33.3%	-22.2%	-91.3%	20.0%	0.0%	53.3%	
Percent of List	<b>101.2%</b>	<b>101.6%</b>	<b>100.0%</b>	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	
Change from prior year	1.2%	1.6%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	
Percent of Original	<b>101.1%</b>	<b>101.6%</b>	<b>100.0%</b>	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	
Change from prior year	1.1%	1.6%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	

# YEAR-TO-DATE STATISTICS

## SUMMARY >>

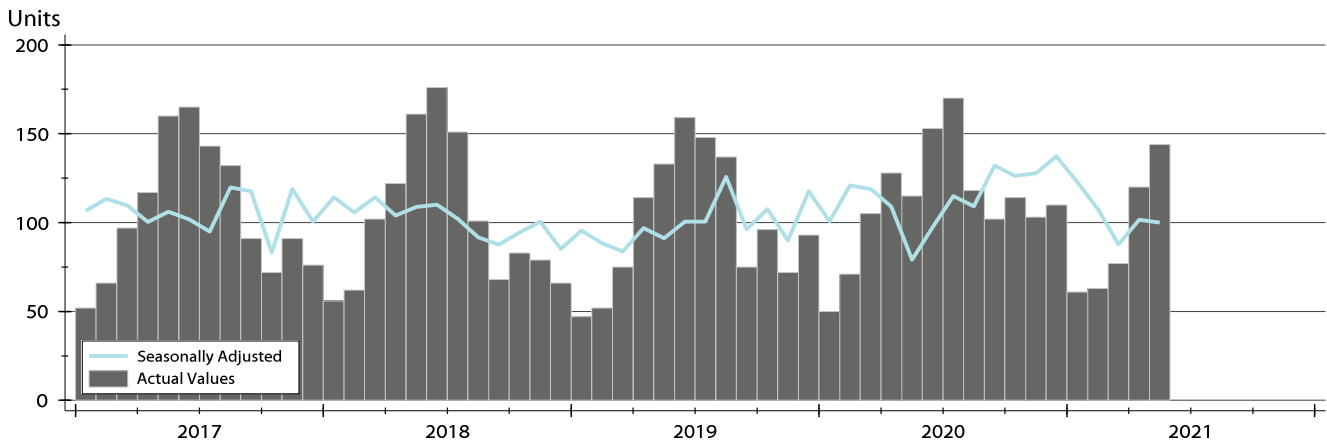
**YTD BREAKDOWNS BY HOME TYPE  
CITY OF LAWRENCE  
AS OF 6/7/2021**

Year-to-Date Activity		2021			2020			2019		
By Property Type		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		<b>465</b>	<b>413</b>	<b>52</b>	469	413	56	421	377	44
Change from prior year		-0.9%	0.0%	-7.1%	11.4%	9.5%	27.3%	-16.3%	-14.7%	-27.9%
New Listings		<b>654</b>	<b>574</b>	<b>80</b>	700	619	81	770	689	81
Change from prior year		-6.6%	-7.3%	-1.2%	-9.1%	-10.2%	0.0%	-2.0%	-1.4%	-6.9%
Contracts Written		<b>602</b>	<b>531</b>	<b>71</b>	594	519	75	574	513	61
Change from prior year		1.3%	2.3%	-5.3%	3.5%	1.2%	23.0%	-12.5%	-10.8%	-24.7%
Sales Volume (1,000s)		<b>137,229</b>	<b>118,110</b>	<b>19,119</b>	115,506	96,265	19,242	99,295	84,702	14,593
Change from prior year		18.8%	22.7%	-0.6%	16.3%	13.7%	31.9%	-19.4%	-16.4%	-33.1%
Average	Sale Price	<b>295,116</b>	<b>285,982</b>	<b>367,666</b>	246,283	233,086	343,605	235,855	224,674	331,656
	Change from prior year	19.8%	22.7%	7.0%	4.4%	3.7%	3.6%	-3.7%	-2.0%	-7.3%
	Days on Market	<b>22</b>	<b>16</b>	<b>69</b>	38	30	102	36	32	68
	Change from prior year	-43.3%	-46.9%	-32.2%	5.9%	-8.7%	50.6%	-19.2%	-6.0%	-42.9%
	Percent of List	<b>101.7%</b>	<b>101.9%</b>	<b>99.8%</b>	99.0%	98.8%	100.1%	99.0%	98.9%	100.0%
Change from prior year	2.8%	3.2%	-0.3%	-0.1%	-0.1%	0.1%	0.2%	0.2%	0.2%	
Median	Percent of Original	<b>101.3%</b>	<b>101.4%</b>	<b>100.0%</b>	97.8%	97.6%	99.5%	98.1%	97.9%	99.7%
	Change from prior year	3.5%	3.9%	0.5%	-0.2%	-0.3%	-0.2%	0.2%	0.2%	0.1%
	Sale Price	<b>264,000</b>	<b>250,000</b>	<b>339,925</b>	225,000	214,950	321,000	205,000	193,000	342,950
	Change from prior year	17.3%	16.3%	5.9%	9.8%	11.4%	-6.4%	-3.3%	-1.8%	-0.6%
	Days on Market	<b>3</b>	<b>3</b>	<b>31</b>	7	6	63	11	10	62
Change from prior year	-57.1%	-50.0%	-51.2%	-36.4%	-40.0%	0.8%	10.0%	25.0%	-22.5%	
Percent of List	<b>100.0%</b>	<b>100.8%</b>	<b>100.0%</b>	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	
Change from prior year	0.0%	0.8%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	
Percent of Original	<b>100.0%</b>	<b>100.6%</b>	<b>100.0%</b>	99.9%	99.4%	100.0%	100.0%	99.6%	100.0%	
Change from prior year	0.1%	1.2%	0.0%	-0.1%	-0.3%	0.0%	0.0%	0.2%	0.0%	

## CLOSED LISTINGS ANALYSIS

CITY OF LAWRENCE  
ALL HOMES (NEW & EXISTING)  
AS OF 6/7/2021

### HISTORY >>



### SUMMARY >>

Summary Statistics for Closed Listings		May			Year-to-Date		
		2021	2020	Change	2021	2020	Change
Closed Listings		<b>144</b>	115	25.2%	<b>465</b>	469	-0.9%
Volume (1,000s)		<b>46,302</b>	27,919	65.8%	<b>137,229</b>	115,506	18.8%
Average	Sale Price	<b>321,542</b>	242,777	32.4%	<b>295,116</b>	246,283	19.8%
	Days on Market	<b>6</b>	27	-76.3%	<b>22</b>	38	-43.3%
	Percent of List	<b>102.9%</b>	99.3%	3.6%	<b>101.7%</b>	99.0%	2.8%
	Percent of Original	<b>102.6%</b>	98.3%	4.4%	<b>101.3%</b>	97.8%	3.5%
Median	Sale Price	<b>285,475</b>	220,000	29.8%	<b>264,000</b>	225,000	17.3%
	Days on Market	<b>3</b>	4	-25.0%	<b>3</b>	7	-57.1%
	Percent of List	<b>101.2%</b>	100.0%	1.2%	<b>100.0%</b>	100.0%	0.0%
	Percent of Original	<b>101.1%</b>	100.0%	1.1%	<b>100.0%</b>	99.9%	0.1%

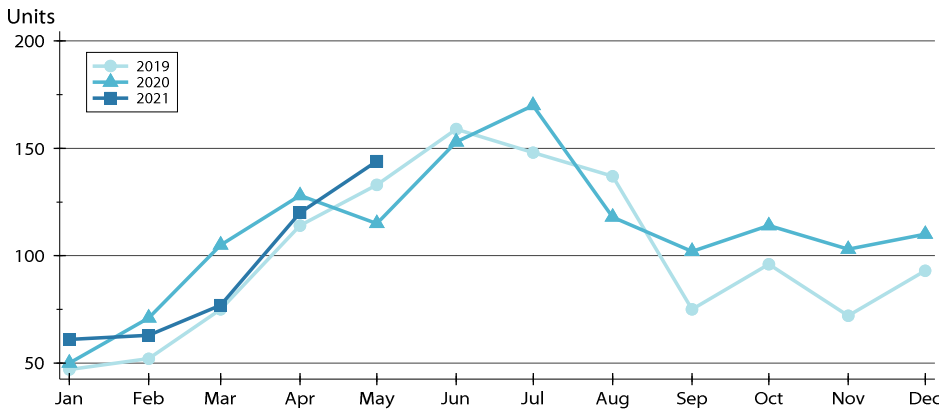
A total of 144 homes sold in the City of Lawrence in May, up from 115 units in May 2020. Total sales volume rose to \$46.3 million compared to \$27.9 million in the previous year.

The median sales price in May was \$285,475, up 29.8% compared to the prior year. Median days on market was 3 days, the same as April, and down from 4 in May 2020.

# CLOSED LISTINGS ANALYSIS

**BY MONTH** >>

**CITY OF LAWRENCE  
ALL HOMES (NEW & EXISTING)  
AS OF 6/7/2021**



Month	2019	2020	2021
January	47	50	61
February	52	71	63
March	75	105	77
April	114	128	120
May	133	115	144
June	159	153	
July	148	170	
August	137	118	
September	75	102	
October	96	114	
November	72	103	
December	93	110	

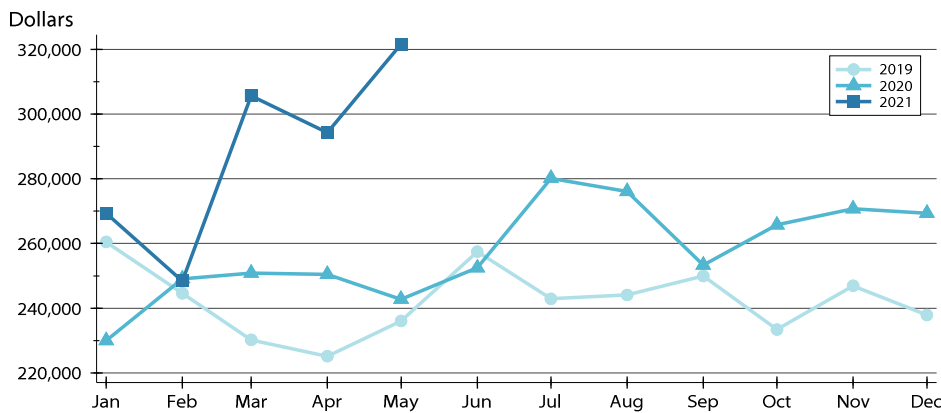
**BY PRICE RANGE** >>

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	2	1.4%	192	95,950	95,950	6	6	96.9%	96.9%	96.9%	96.9%
\$100,000-\$149,999	6	4.2%	709	118,133	118,950	6	2	98.4%	100.0%	97.7%	100.0%
\$150,000-\$199,999	16	11.1%	2,825	176,563	176,000	6	3	103.3%	100.8%	103.3%	100.8%
\$200,000-\$249,999	22	15.3%	4,882	221,900	225,000	3	2	104.4%	102.5%	104.2%	103.6%
\$250,000-\$299,999	34	23.6%	9,386	276,061	275,000	6	2	105.9%	105.9%	105.5%	104.9%
\$300,000-\$349,999	16	11.1%	5,169	323,075	322,500	8	5	102.9%	101.1%	102.4%	101.1%
\$350,000-\$399,999	12	8.3%	4,448	370,628	363,618	4	2	102.3%	102.1%	102.2%	102.1%
\$400,000-\$449,999	12	8.3%	5,124	426,992	422,500	7	3	101.7%	100.0%	101.1%	100.0%
\$450,000-\$499,999	10	6.9%	4,737	473,680	475,000	7	10	99.8%	100.0%	99.8%	100.0%
\$500,000-\$599,999	10	6.9%	5,308	530,800	527,000	14	6	100.6%	100.0%	100.6%	100.0%
\$600,000-\$749,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$750,000-\$999,999	3	2.1%	2,398	799,333	784,000	16	15	98.3%	98.0%	98.3%	98.0%
\$1,000,000 and up	1	0.7%	1,125	1,125,000	1,125,000	20	20	90.0%	90.0%	90.0%	90.0%
All price ranges	144	100.0%	46,302	321,542	285,475	6	3	102.9%	101.2%	102.6%	101.1%

# CLOSED LISTINGS ANALYSIS

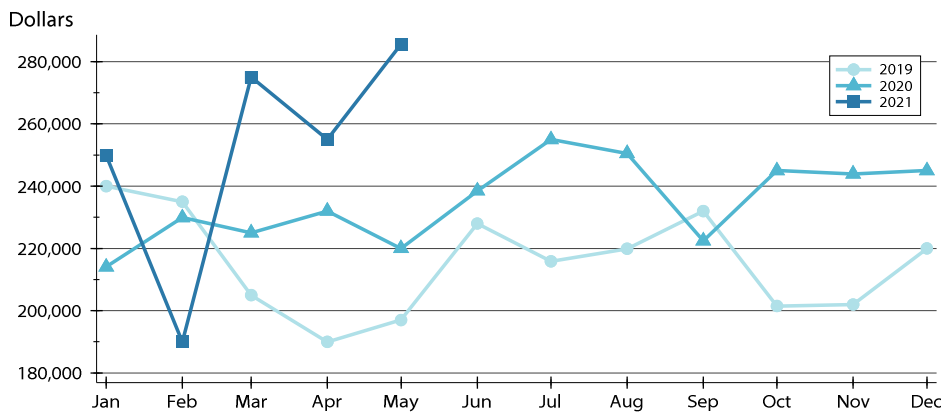
**CITY OF LAWRENCE  
ALL HOMES (NEW & EXISTING)  
AS OF 6/7/2021**

## 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	321,542
June	257,468	252,488	257,468
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 >>

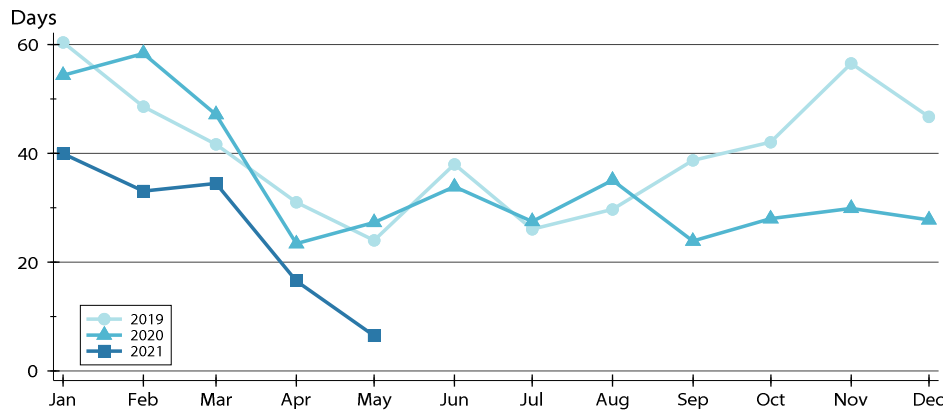


Month	2019	2020	2021
January	240,000	214,075	249,900
February	235,000	229,900	190,000
March	205,000	225,000	275,000
April	190,000	232,000	254,950
May	197,000	220,000	285,475
June	228,000	238,500	238,500
July	215,875	254,950	254,950
August	219,900	250,500	250,500
September	232,000	222,450	222,450
October	201,500	245,000	245,000
November	202,000	243,900	243,900
December	220,000	245,000	245,000

# CLOSED LISTINGS ANALYSIS

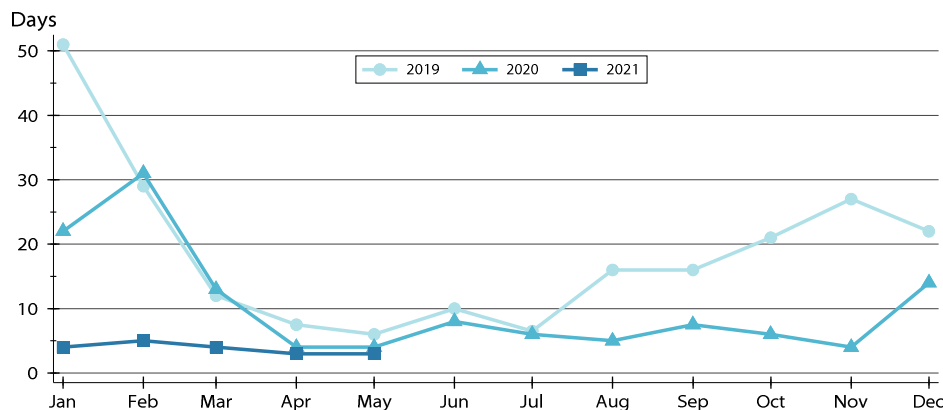
**CITY OF LAWRENCE  
ALL HOMES (NEW & EXISTING)  
AS OF 6/7/2021**

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

## MEDIAN DOM >>

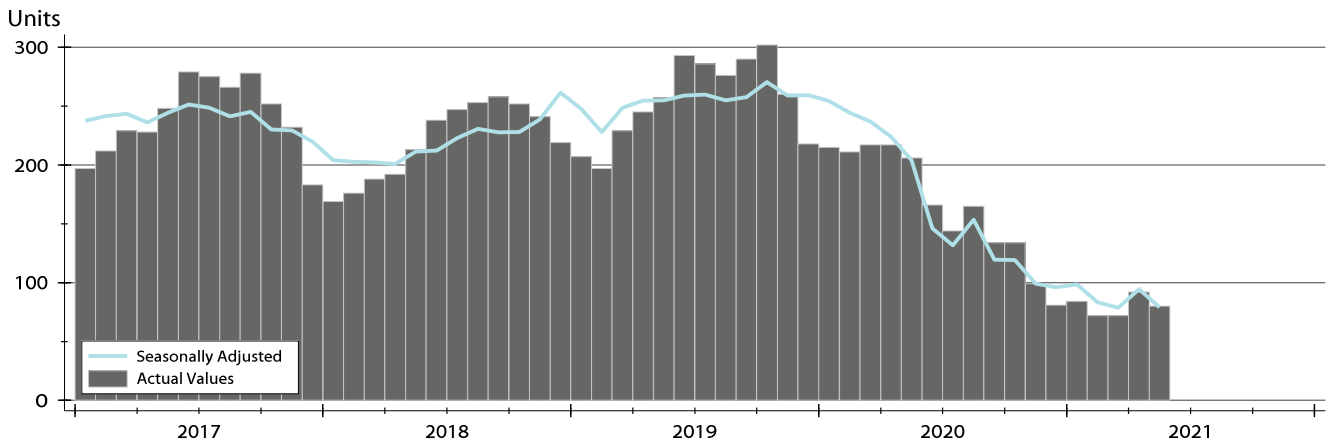


Month	2019	2020	2021
January	51	22	4
February	29	31	5
March	12	13	4
April	8	4	3
May	6	4	3
June	10	8	
July	7	6	
August	16	5	
September	16	8	
October	21	6	
November	27	4	
December	22	14	

# ACTIVE LISTINGS ANALYSIS

## HISTORY >>

**CITY OF LAWRENCE  
ALL HOMES (NEW & EXISTING)  
AS OF 6/7/2021**



## SUMMARY >>

Summary Statistics for Active Listings		End of May		
		2021	2020	Change
Active Listings		<b>80</b>	206	-61.2%
Months' Supply		<b>0.7</b>	2.0	-63.7%
Volume (1,000s)		<b>28,527</b>	70,324	-59.4%
Average	List Price	<b>356,591</b>	341,378	4.5%
	Days on Market	<b>50</b>	75	-33.7%
	Percent of Original	<b>98.4%</b>	98.6%	-0.2%
Median	List Price	<b>302,400</b>	302,350	0.0%
	Days on Market	<b>33</b>	48	-31.3%
	Percent of Original	<b>100.0%</b>	100.0%	0.0%

A total of 80 homes were available for sale in the City of Lawrence at the end of May. This represents a 0.7 months' supply of active listings.

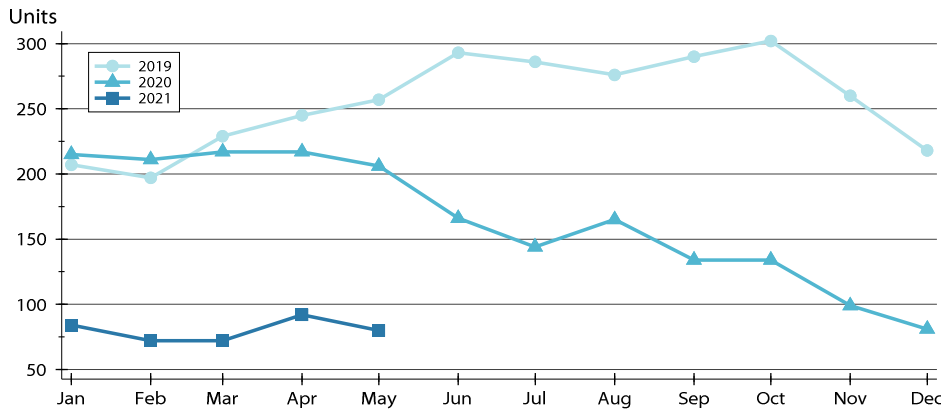
The median list price of homes on the market at the end of May was \$302,400, showing little change from the same point in 2020. The typical time on market for active listings was 33 days, down from 48 days a year earlier.



# ACTIVE LISTINGS ANALYSIS

**CITY OF LAWRENCE  
ALL HOMES (NEW & EXISTING)  
AS OF 6/7/2021**

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

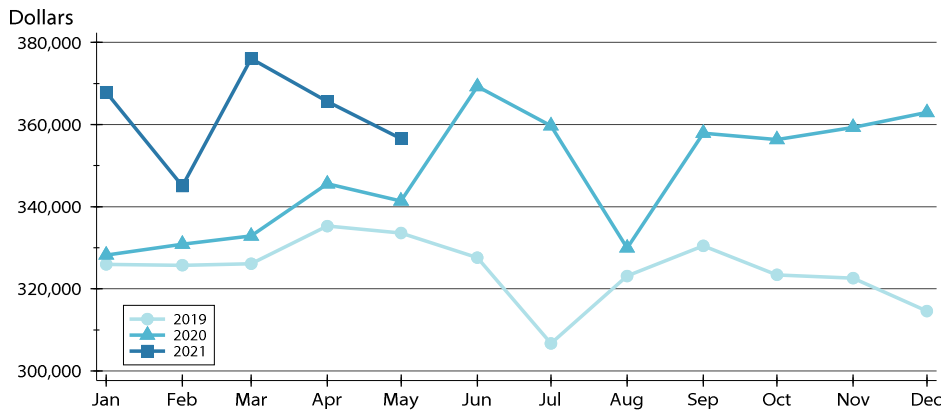
**BY PRICE RANGE** >>

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	3	3.8%	8	N/A	2,582	1,950	27	40	100.0%	100.0%
\$50,000-\$99,999	4	5.0%	340	2.0	84,905	86,725	60	46	92.8%	99.1%
\$100,000-\$149,999	7	8.8%	897	1.2	128,086	125,900	37	21	95.4%	100.0%
\$150,000-\$199,999	9	11.3%	1,647	0.6	182,997	184,900	21	11	99.7%	100.0%
\$200,000-\$249,999	8	10.0%	1,822	0.4	227,763	227,450	36	19	99.1%	100.0%
\$250,000-\$299,999	9	11.3%	2,462	0.3	273,567	269,000	29	35	98.0%	100.0%
\$300,000-\$349,999	8	10.0%	2,588	0.5	323,538	323,250	39	50	99.7%	100.0%
\$350,000-\$399,999	5	6.3%	1,855	0.4	370,940	375,000	36	35	100.0%	100.0%
\$400,000-\$449,999	8	10.0%	3,394	0.7	424,200	427,400	29	32	100.7%	100.0%
\$450,000-\$499,999	5	6.3%	2,410	0.5	481,960	489,900	31	12	100.0%	100.0%
\$500,000-\$599,999	3	3.8%	1,633	0.3	544,300	549,000	26	33	98.8%	100.0%
\$600,000-\$749,999	6	7.5%	4,044	N/A	673,967	672,450	119	47	96.9%	100.0%
\$750,000-\$999,999	2	2.5%	1,794	0.7	897,000	897,000	150	150	97.0%	97.0%
\$1,000,000 and up	3	3.8%	3,635	3.0	1,211,667	1,150,000	233	115	96.2%	100.0%
All price ranges	80	100.0%	28,527	0.6	356,591	302,400	50	33	98.4%	100.0%

# ACTIVE LISTINGS ANALYSIS

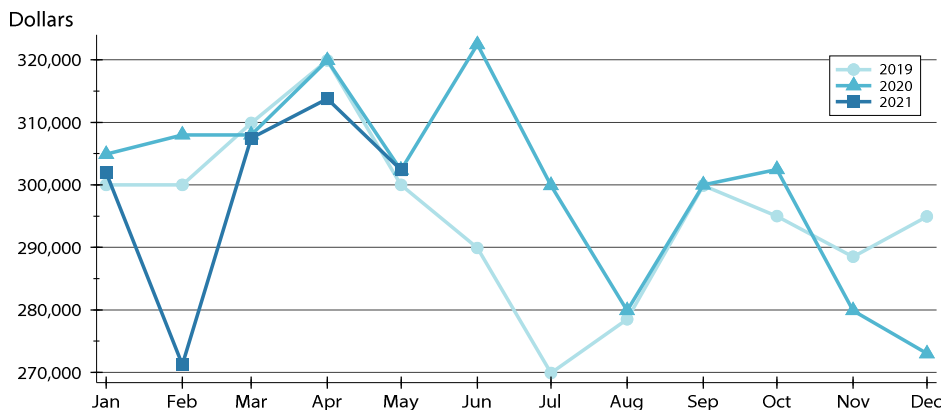
**CITY OF LAWRENCE  
ALL HOMES (NEW & EXISTING)  
AS OF 6/7/2021**

## 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	-
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 >>

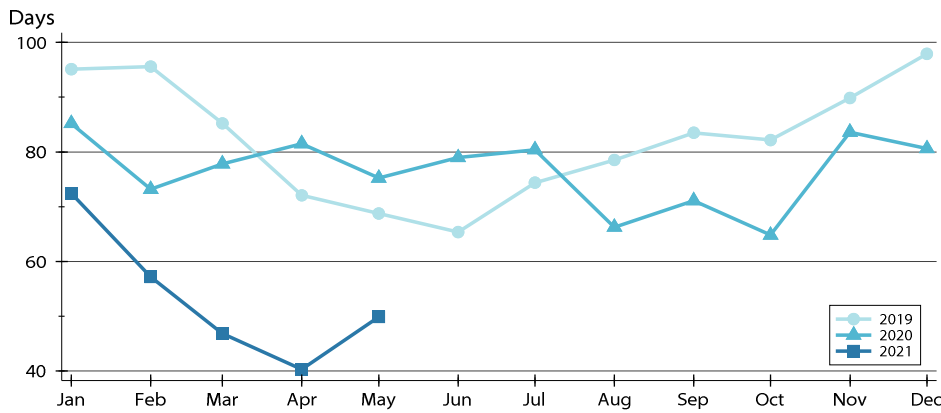


Month	2019	2020	2021
January	300,000	304,900	301,950
February	300,000	308,000	271,225
March	309,900	308,000	307,450
April	319,900	319,900	313,750
May	300,000	302,350	302,400
June	289,900	322,450	-
July	269,900	299,900	-
August	278,500	279,900	-
September	299,900	300,000	-
October	295,000	302,450	-
November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

# ACTIVE LISTINGS ANALYSIS

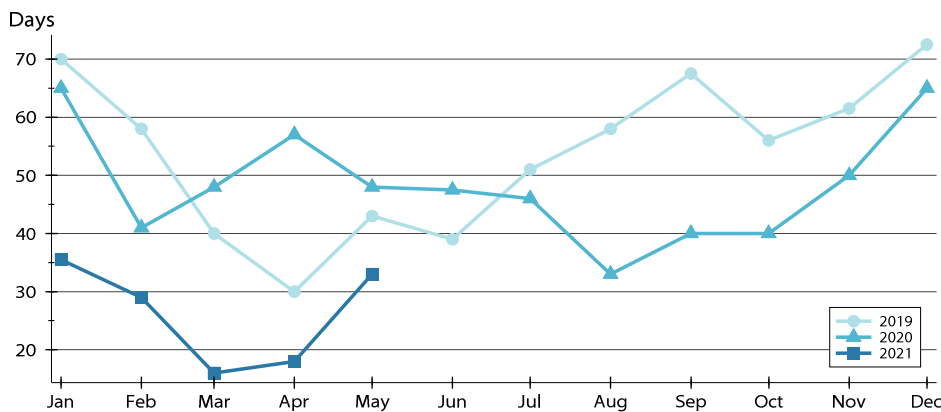
**CITY OF LAWRENCE  
ALL HOMES (NEW & EXISTING)  
AS OF 6/7/2021**

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

## MEDIAN DOM >>

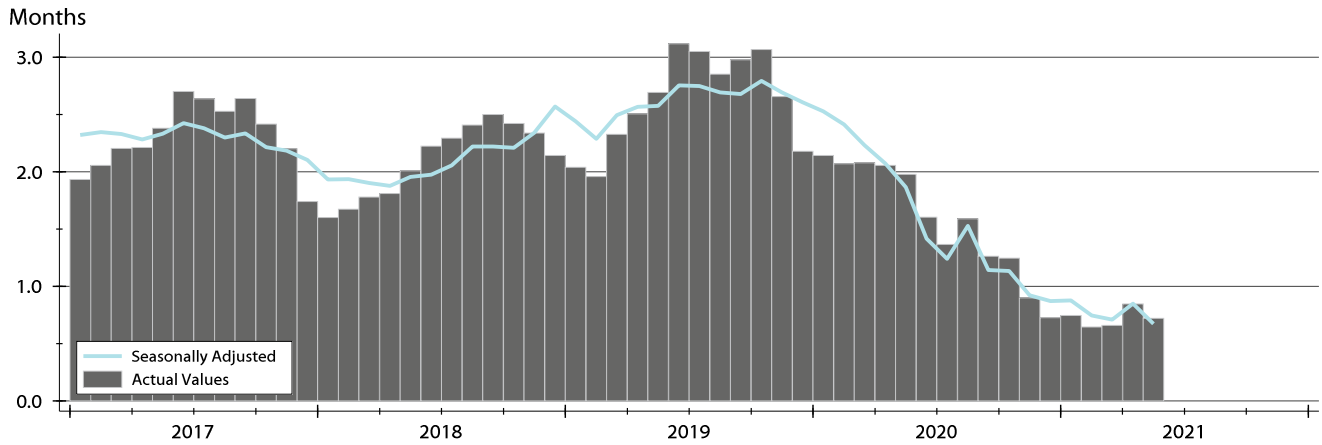


Month	2019	2020	2021
January	70	65	36
February	58	41	29
March	40	48	16
April	30	57	18
May	43	48	33
June	39	48	
July	51	46	
August	58	33	
September	68	40	
October	56	40	
November	62	50	
December	73	65	

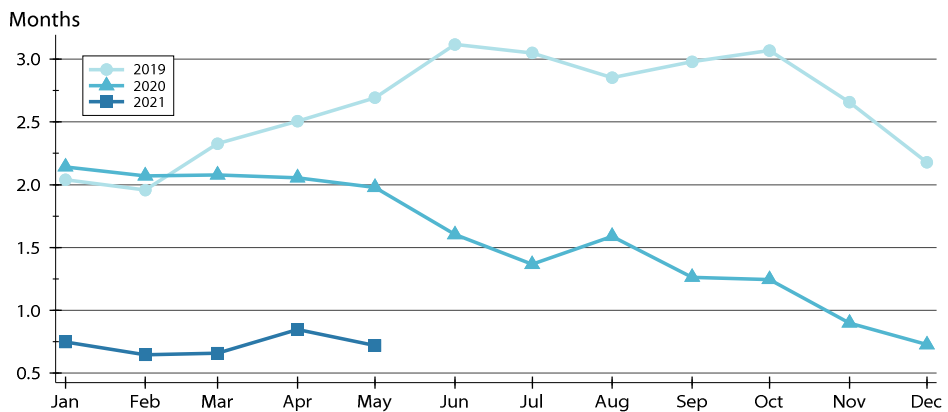
# MONTHS' SUPPLY ANALYSIS

**CITY OF LAWRENCE  
ALL HOMES (NEW & EXISTING)  
AS OF 6/7/2021**

**HISTORY** >>



**BY MONTH** >>

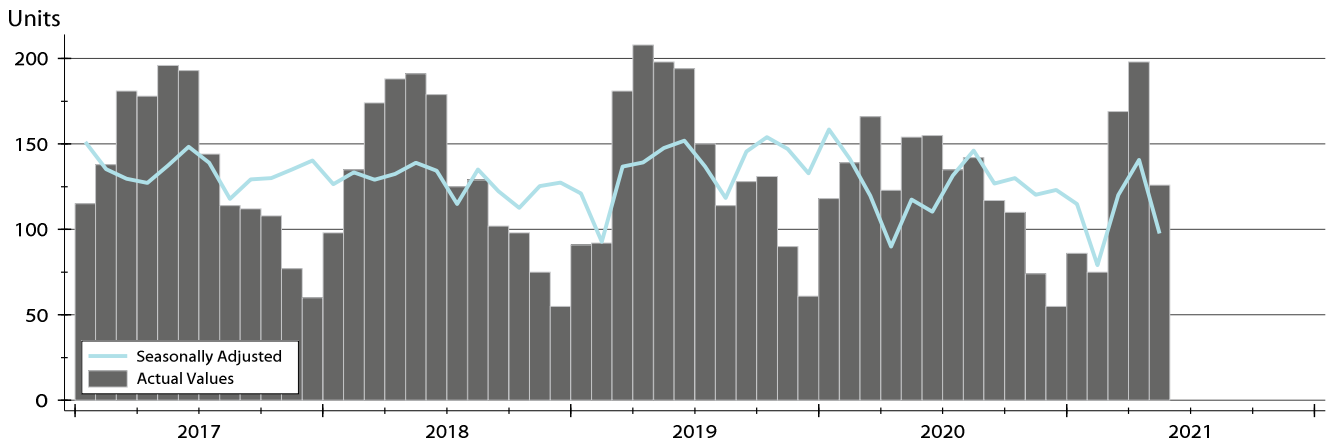


Month	2019	2020	2021
January	2.0	2.1	0.7
February	2.0	2.1	0.6
March	2.3	2.1	0.7
April	2.5	2.1	0.8
May	2.7	2.0	0.7
June	3.1	1.6	
July	3.1	1.4	
August	2.9	1.6	
September	3.0	1.3	
October	3.1	1.2	
November	2.7	0.9	
December	2.2	0.7	

# NEW LISTINGS ANALYSIS

**HISTORY** >>

**CITY OF LAWRENCE  
ALL HOMES (NEW & EXISTING)  
AS OF 6/7/2021**



**SUMMARY** >>

Summary Statistics for New Listings		May		
		2021	2020	Change
Current Month	New Listings	<b>126</b>	154	-18.2%
	Volume (1,000s)	<b>35,308</b>	42,603	-17.1%
	Average List Price	<b>280,225</b>	276,641	1.3%
	Median List Price	<b>250,000</b>	246,900	1.3%
YTD	New Listings	<b>654</b>	700	-6.6%
	Volume (1,000s)	<b>192,653</b>	188,316	2.3%
	Average List Price	<b>294,576</b>	269,022	9.5%
	Median List Price	<b>259,900</b>	239,900	8.3%

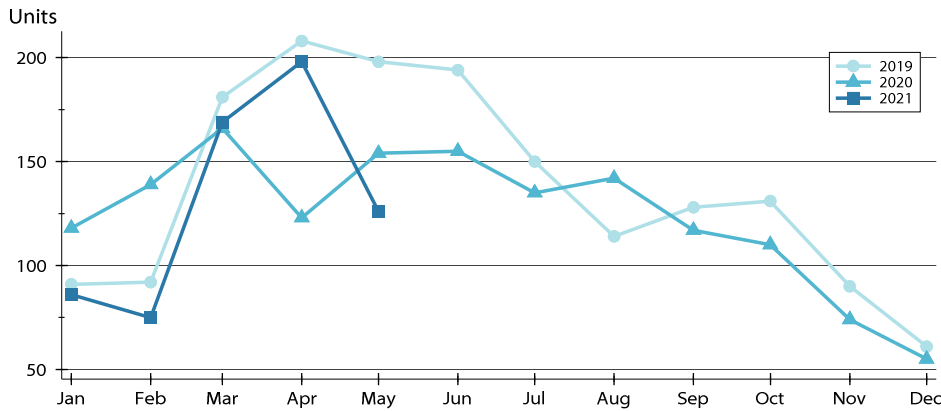
A total of 126 new listings were added in the City of Lawrence during May, down 18.2% from the same month in 2020. Year-to-date the City of Lawrence has seen 654 new listings.

The median list price of these homes was \$250,000 up from \$246,900 in 2020.

**NEW LISTINGS ANALYSIS**

**BY MONTH** >>

**CITY OF LAWRENCE  
ALL HOMES (NEW & EXISTING)  
AS OF 6/7/2021**



Month	2019	2020	2021
January	91	118	86
February	92	139	75
March	181	166	169
April	208	123	198
May	198	154	126
June	194	155	
July	150	135	
August	114	142	
September	128	117	
October	131	110	
November	90	74	
December	61	55	

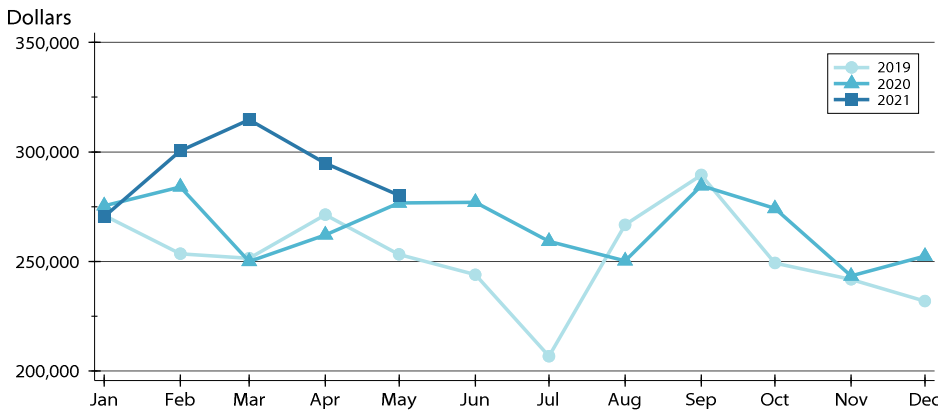
**BY PRICE RANGE** >>

Price Range	New Listings			List Price	
	Number	Percent	Volume	Average	Median
Below \$50,000	1	0.8%	1	1,475	1,475
\$50,000-\$99,999	0	0.0%	0	N/A	N/A
\$100,000-\$149,999	9	7.1%	1,091	121,267	120,000
\$150,000-\$199,999	25	19.8%	4,503	180,135	180,000
\$200,000-\$249,999	26	20.6%	5,876	225,998	224,950
\$250,000-\$299,999	24	19.0%	6,459	269,133	267,000
\$300,000-\$349,999	11	8.7%	3,539	321,686	319,000
\$350,000-\$399,999	7	5.6%	2,595	370,686	370,000
\$400,000-\$449,999	9	7.1%	3,827	425,244	425,000
\$450,000-\$499,999	9	7.1%	4,319	479,856	489,000
\$500,000-\$599,999	3	2.4%	1,629	542,933	524,900
\$600,000-\$749,999	1	0.8%	670	669,900	669,900
\$750,000-\$999,999	1	0.8%	799	799,000	799,000
\$1,000,000 and up	0	0.0%	0	N/A	N/A
All price ranges	126	100.0%	35,308	280,225	250,000

# NEW LISTINGS ANALYSIS

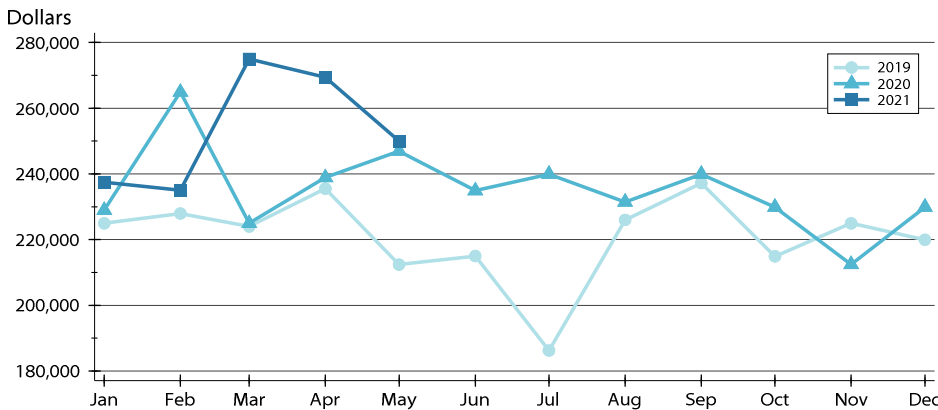
**CITY OF LAWRENCE  
ALL HOMES (NEW & EXISTING)  
AS OF 6/7/2021**

## 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	314,662
April	271,345	262,107	294,800
May	253,236	276,641	280,225
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 >>

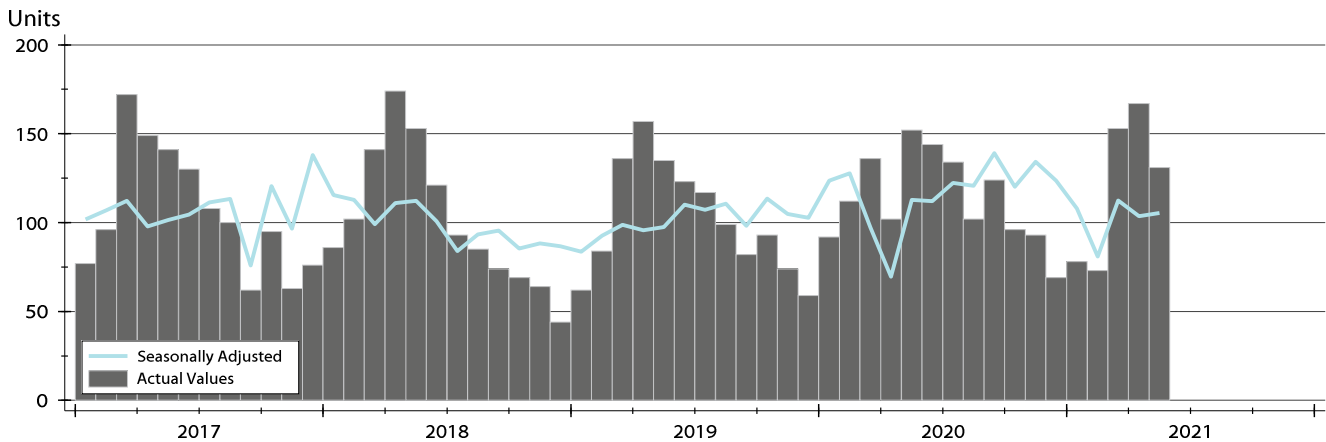


Month	2019	2020	2021
January	224,950	228,950	237,450
February	227,950	264,900	235,000
March	224,000	224,950	275,000
April	235,500	238,900	269,450
May	212,400	246,900	250,000
June	215,000	234,900	
July	186,250	239,900	
August	226,000	231,450	
September	237,200	239,900	
October	214,900	229,900	
November	224,950	212,450	
December	219,950	229,900	

## CONTRACTS WRITTEN ANALYSIS

**CITY OF LAWRENCE  
ALL HOMES (NEW & EXISTING)  
AS OF 6/7/2021**

### HISTORY >>



### SUMMARY >>

Summary Statistics for Contracts Written		May			Year-to-Date		
		2021	2020	Change	2021	2020	Change
Closed Listings		<b>131</b>	152	-13.8%	<b>602</b>	594	1.3%
Volume (1,000s)		<b>38,430</b>	41,345	-7.1%	<b>179,022</b>	151,871	17.9%
Average	Sale Price	<b>293,355</b>	272,009	7.8%	<b>297,378</b>	255,674	16.3%
	Days on Market	<b>10</b>	31	-68.6%	<b>14</b>	34	-57.8%
	Percent of Original	<b>99.9%</b>	99.5%	0.4%	<b>101.0%</b>	98.3%	2.8%
Median	Sale Price	<b>250,000</b>	240,000	4.2%	<b>259,450</b>	229,975	12.8%
	Days on Market	<b>4</b>	6	-33.3%	<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 131 contracts for sale were written in the City of Lawrence during the month of May, down from 152 in 2020. The median list price of these homes was \$250,000, up from \$240,000 the prior year.

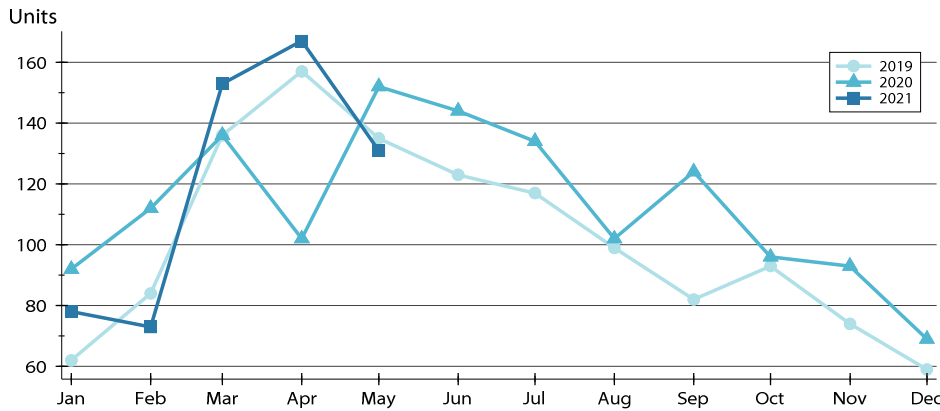
Half of the homes that went under contract in May were on the market less than 4 days, compared to 6 days in May 2020.



**CONTRACTS WRITTEN ANALYSIS**

**CITY OF LAWRENCE  
ALL HOMES (NEW & EXISTING)  
AS OF 6/7/2021**

**BY MONTH** >>



Month	2019	2020	2021
January	62	92	78
February	84	112	73
March	136	136	153
April	157	102	167
May	135	152	131
June	123	144	
July	117	134	
August	99	102	
September	82	124	
October	74	93	
November	93	96	
December	59	69	

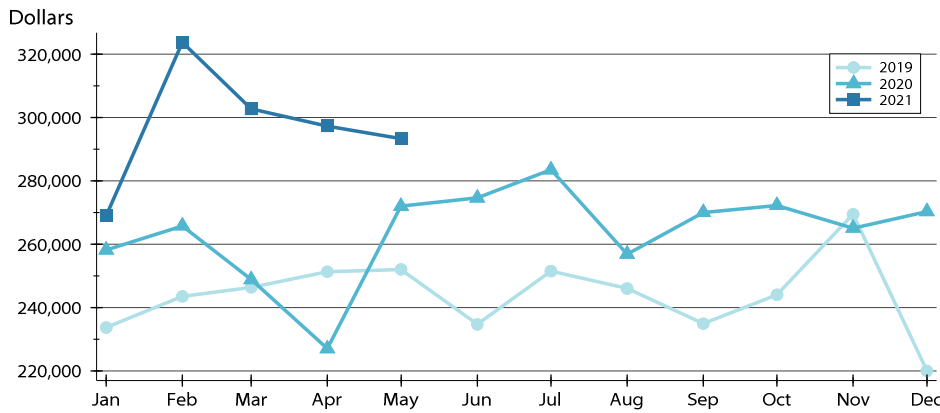
**BY PRICE RANGE** >>

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	14	10.7%	1,784	127,400	128,700	16	10	101.3%	100.0%
\$150,000-\$199,999	24	18.3%	4,265	177,708	176,500	4	3	100.8%	100.0%
\$200,000-\$249,999	25	19.1%	5,686	227,438	225,000	4	3	99.9%	100.0%
\$250,000-\$299,999	24	18.3%	6,535	272,273	273,950	6	2	100.8%	100.0%
\$300,000-\$349,999	12	9.2%	3,805	317,054	312,500	16	6	99.3%	100.0%
\$350,000-\$399,999	5	3.8%	1,850	369,960	365,000	3	2	100.0%	100.0%
\$400,000-\$449,999	9	6.9%	3,782	420,267	410,000	15	22	99.6%	100.0%
\$450,000-\$499,999	7	5.3%	3,323	474,700	475,000	6	4	98.9%	100.0%
\$500,000-\$599,999	6	4.6%	3,328	554,650	564,500	26	25	97.4%	98.7%
\$600,000-\$749,999	2	1.5%	1,284	641,950	641,950	58	58	98.1%	98.1%
\$750,000-\$999,999	2	1.5%	1,599	799,450	799,450	10	10	100.0%	100.0%
\$1,000,000 and up	1	0.8%	1,190	1,190,000	1,190,000	57	57	74.4%	74.4%
All price ranges	131	100.0%	38,430	293,355	250,000	10	4	99.9%	100.0%

**CONTRACTS WRITTEN ANALYSIS**

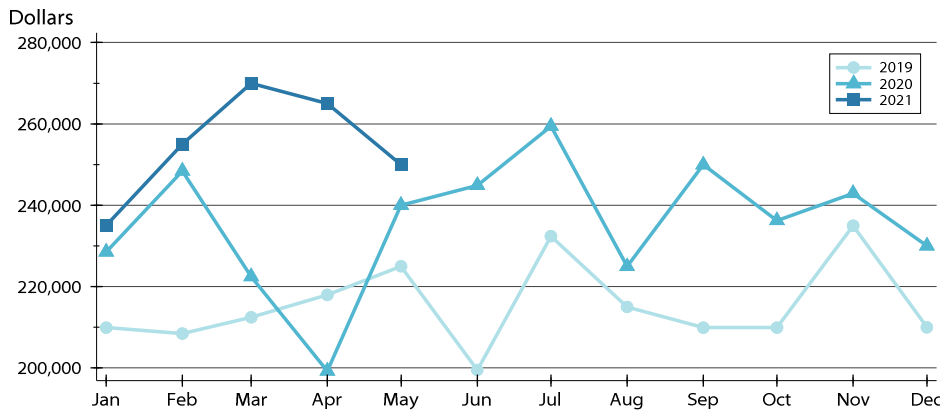
**CITY OF LAWRENCE  
ALL HOMES (NEW & EXISTING)  
AS OF 6/7/2021**

**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	302,744
April	251,351	227,017	297,352
May	252,072	272,009	293,355
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** >>

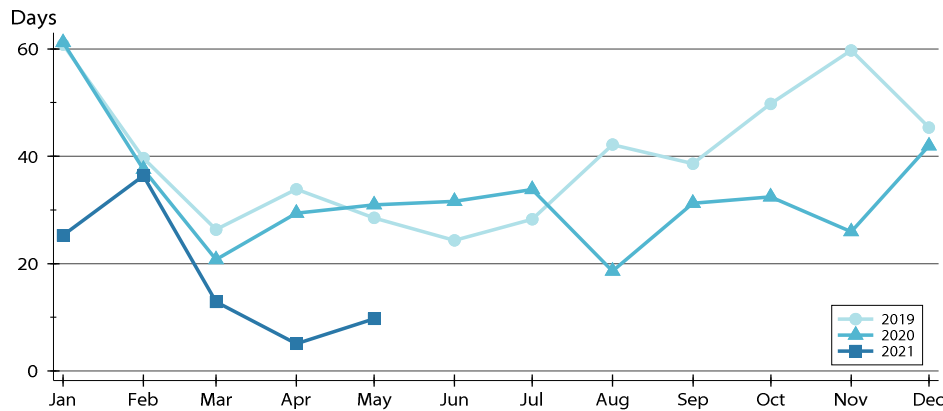


Month	2019	2020	2021
January	209,900	228,500	235,000
February	208,450	248,400	255,000
March	212,450	222,450	269,950
April	217,950	199,250	265,000
May	225,000	240,000	250,000
June	199,500	244,900	
July	232,400	259,450	
August	215,000	224,950	
September	209,900	249,950	
October	209,900	236,250	
November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

# CONTRACTS WRITTEN ANALYSIS

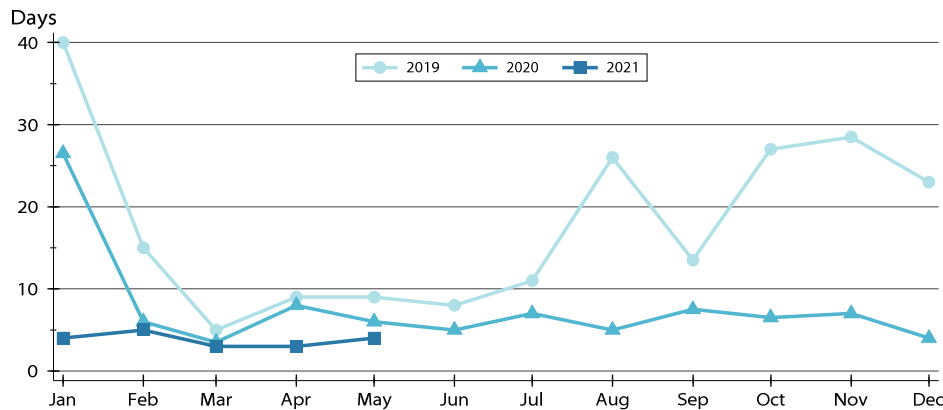
**CITY OF LAWRENCE  
ALL HOMES (NEW & EXISTING)  
AS OF 6/7/2021**

## 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	10
June	24	32	
July	28	34	
August	42	19	
September	39	31	
October	50	32	
November	60	26	
December	45	42	

## MEDIAN DOM >>

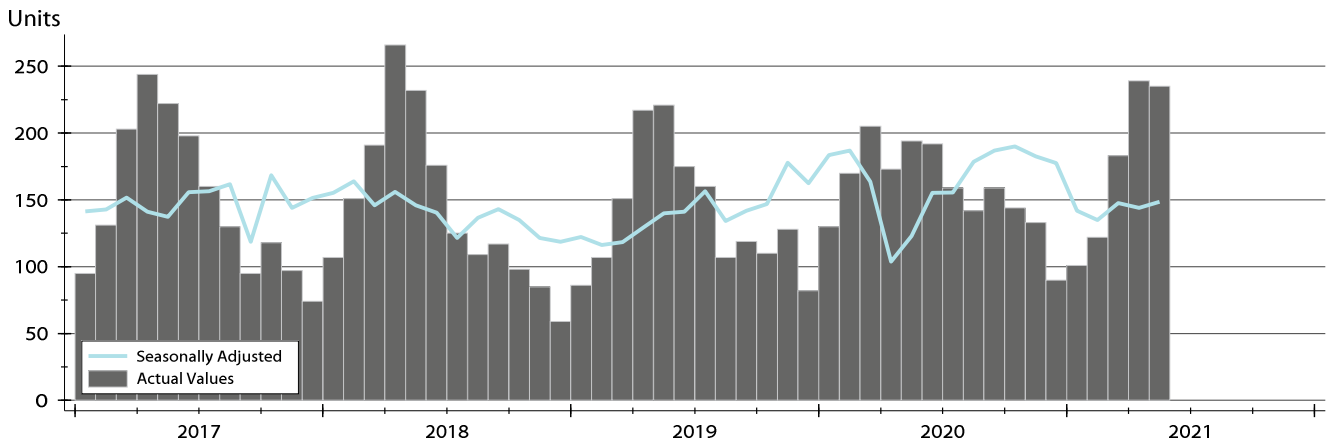


Month	2019	2020	2021
January	40	27	4
February	15	6	5
March	5	4	3
April	9	8	3
May	9	6	4
June	8	5	
July	11	7	
August	26	5	
September	14	8	
October	27	7	
November	29	7	
December	23	4	

# PENDING CONTRACTS ANALYSIS

## HISTORY >>

**CITY OF LAWRENCE  
ALL HOMES (NEW & EXISTING)  
AS OF 6/7/2021**



## SUMMARY >>

Summary Statistics for Active Listings		End of May		
		2021	2020	Change
Active Listings		<b>235</b>	194	21.1%
Volume (1,000s)		<b>71,451</b>	51,133	39.7%
Average	List Price	<b>304,048</b>	263,573	15.4%
	Days on Market	<b>10</b>	33	-69.0%
	Percent of Original	<b>99.5%</b>	98.8%	0.8%
Median	List Price	<b>269,900</b>	239,400	12.7%
	Days on Market	<b>3</b>	10	-70.0%
	Percent of Original	<b>100.0%</b>	100.0%	0.0%

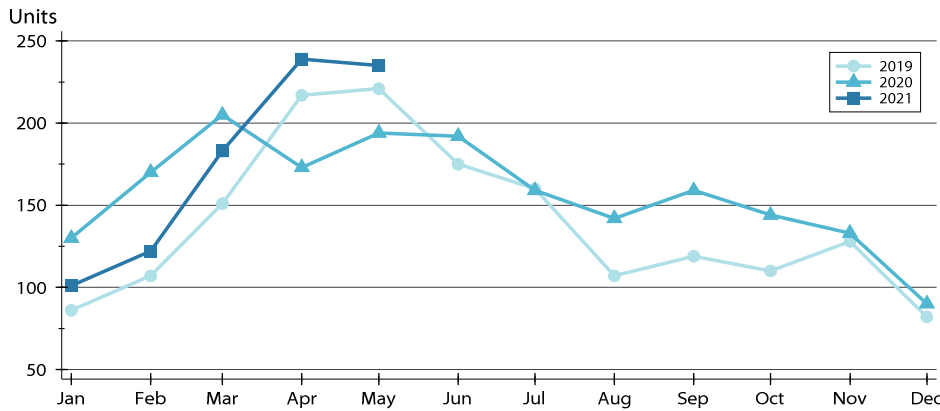
A total of 235 listings in the City of Lawrence had contracts pending at the end of May, up from 194 contracts pending at the end of May 2020.

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 6/7/2021**

**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	235
June	175	192	
July	160	159	
August	107	142	
September	119	159	
October	110	144	
November	128	133	
December	82	90	

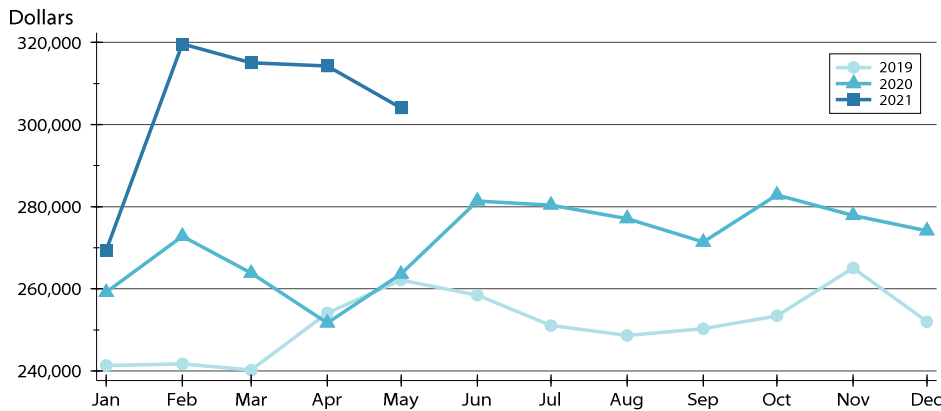
**BY PRICE RANGE** >>

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	1	0.4%	85	85,000	85,000	11	11	100.0%	100.0%
\$100,000-\$149,999	20	8.5%	2,604	130,203	134,950	27	9	98.8%	100.0%
\$150,000-\$199,999	36	15.3%	6,411	178,072	179,000	6	3	99.8%	100.0%
\$200,000-\$249,999	42	17.9%	9,545	227,265	225,000	4	3	99.8%	100.0%
\$250,000-\$299,999	48	20.4%	13,216	275,340	274,950	6	2	100.1%	100.0%
\$300,000-\$349,999	22	9.4%	7,043	320,130	315,000	11	5	99.5%	100.0%
\$350,000-\$399,999	12	5.1%	4,471	372,617	369,950	3	2	100.0%	100.0%
\$400,000-\$449,999	20	8.5%	8,408	420,415	415,000	10	8	99.9%	100.0%
\$450,000-\$499,999	14	6.0%	6,653	475,218	477,000	6	3	99.8%	100.0%
\$500,000-\$599,999	11	4.7%	5,968	542,527	525,000	20	24	98.5%	100.0%
\$600,000-\$749,999	5	2.1%	3,283	656,560	659,000	58	25	97.8%	100.0%
\$750,000-\$999,999	3	1.3%	2,574	857,967	799,900	10	12	100.0%	100.0%
\$1,000,000 and up	1	0.4%	1,190	1,190,000	1,190,000	57	57	74.4%	74.4%
All price ranges	235	100.0%	71,451	304,048	269,900	10	3	99.5%	100.0%

# PENDING CONTRACTS ANALYSIS

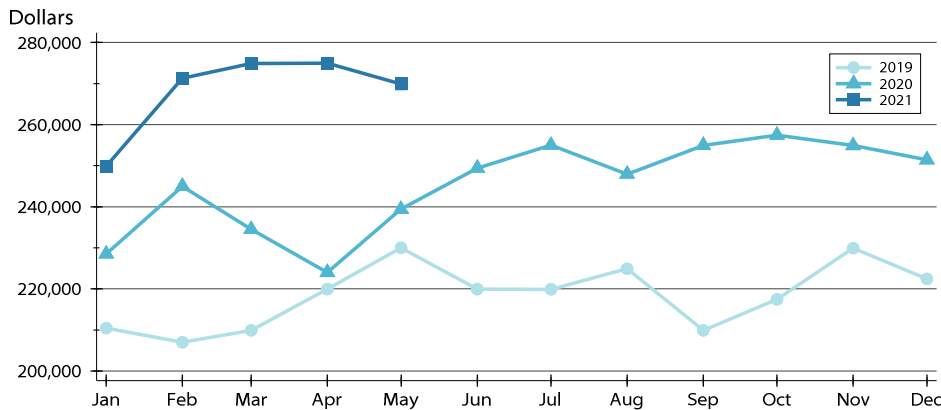
**CITY OF LAWRENCE  
ALL HOMES (NEW & EXISTING)  
AS OF 6/7/2021**

## 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	
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 >>

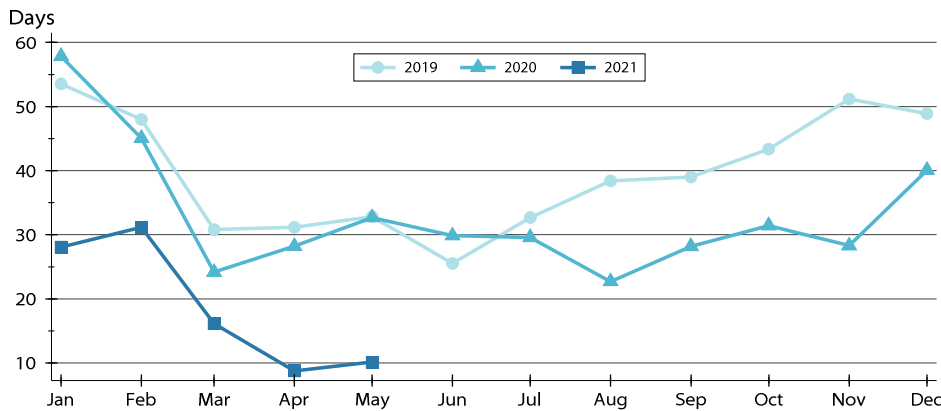


Month	2019	2020	2021
January	210,450	228,500	249,900
February	207,000	245,000	271,300
March	209,900	234,500	274,900
April	219,950	224,000	275,000
May	230,000	239,400	269,900
June	219,950	249,425	
July	219,900	255,000	
August	224,900	247,950	
September	209,900	254,950	
October	217,450	257,425	
November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

# PENDING CONTRACTS ANALYSIS

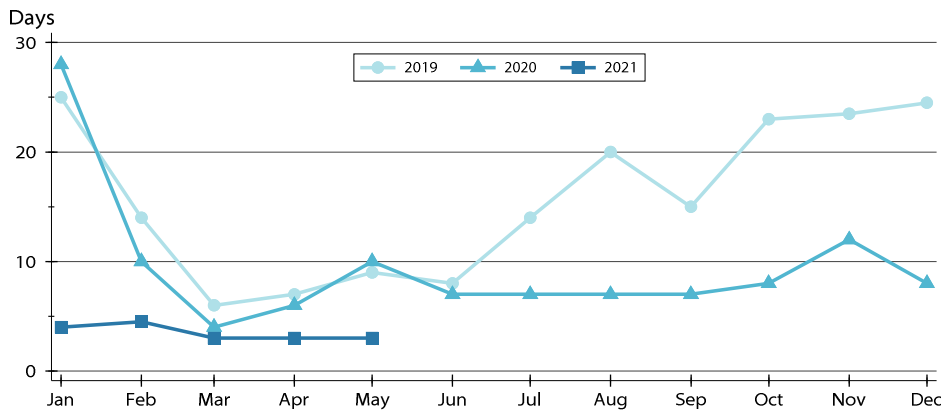
**CITY OF LAWRENCE  
ALL HOMES (NEW & EXISTING)  
AS OF 6/7/2021**

## 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	
July	30	30	
August	33	23	
September	38	28	
October	39	31	
November	43	28	
December	51	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	
July	14	7	
August	20	7	
September	15	7	
October	23	8	
November	24	12	
December	25	8	