

# LAWRENCE MLS STATISTICS



## NOVEMBER 2017 >>

### MARKET OVERVIEW >>

#### Lawrence City Home Sales Rose in November

Total home sales in the City of Lawrence rose by 14.1% last month to 89 units, compared to 78 units in November 2016. Total sales volume was \$18.9 million, up 12.0% from a year earlier.

The median sale price in November was \$179,900, down from \$190,000 a year earlier. Homes that sold in November were typically on the market for 16 days and sold for 98.5% of their list prices.

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

The total number of active listings in the City of Lawrence at the end of November was 232 units, down from 243 at the same point in 2016. This represents a 2.6 months' supply of homes available for sale. The median list price of homes on the market at the end of November was \$272,400.

During November, a total of 67 contracts were written down from 73 in November 2016. At the end of the month, there were 97 contracts pending, the same amount as the end of November 2016.

#### 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		November		
Current Month		2017	2016	Change
Summary Statistics				
Home Sales		89	78	14.1%
Active Listings		232	243	-4.5%
Months' Supply		2.6	3.1	-16.3%
New Listings		76	75	1.3%
Contracts Written		67	73	-8.2%
Pending Contracts		97	97	0.0%
Sales Volume (1,000s)		18,907	16,882	12.0%
Average	Sale Price	212,440	216,434	-1.8%
	List Price of Actives	304,602	285,735	6.6%
	Days on Market	49	46	7.6%
	Percent of List	97.9%	98.7%	-0.8%
	Percent of Original	96.5%	96.8%	-0.4%
Median	Sale Price	179,900	190,000	-5.3%
	List Price of Actives	272,400	219,900	23.9%
	Days on Market	16	30	-46.7%
	Percent of List	98.5%	99.7%	-1.2%
	Percent of Original	98.0%	97.7%	0.4%

### REPORT CONTENTS >>

- [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 12/7/2017

November MLS Statistics		2017			2016			2015			
By Property Type		Total	Existing	New	Total	Existing	New	Total	Existing	New	
Home Sales		<b>89</b>	<b>82</b>	<b>7</b>	78	68	10	53	50	3	
	Change from prior year	14.1%	20.6%	-30.0%	47.2%	36.0%	233.3%	-23.2%	-18.0%	-62.5%	
Active Listings		<b>232</b>	<b>171</b>	<b>61</b>	243	189	54	295	246	49	
	Change from prior year	-4.5%	-9.5%	13.0%	-17.6%	-23.2%	10.2%	-8.7%	-14.6%	40.0%	
Months' Supply		<b>2.6</b>	<b>2.1</b>	<b>8.7</b>	3.1	2.8	5.4	5.6	4.9	16.3	
	Change from prior year	-16.3%	-25.0%	61.4%	-44.0%	-43.5%	-66.9%	18.9%	4.2%	273.3%	
New Listings		<b>76</b>	<b>72</b>	<b>4</b>	75	68	7	70	59	11	
	Change from prior year	1.3%	5.9%	-42.9%	7.1%	15.3%	-36.4%	-2.8%	-13.2%	175.0%	
Contracts Written		<b>67</b>	<b>63</b>	<b>4</b>	73	66	7	65	60	5	
	Change from prior year	-8.2%	-4.5%	-42.9%	12.3%	10.0%	40.0%	1.6%	3.4%	-16.7%	
Pending Contracts		<b>97</b>	<b>89</b>	<b>8</b>	97	83	14	86	74	12	
	Change from prior year	0.0%	7.2%	-42.9%	12.8%	12.2%	16.7%	8.9%	2.8%	71.4%	
Sales Volume (1,000s)		<b>18,907</b>	<b>17,017</b>	<b>1,890</b>	16,882	13,575	3,307	9,623	8,656	968	
	Change from prior year	12.0%	25.4%	-42.8%	75.4%	56.8%	241.7%	-32.9%	-25.3%	-64.9%	
Average	Sale Price	<b>212,440</b>	<b>207,523</b>	<b>270,043</b>	216,434	199,635	330,664	181,573	173,111	322,600	
		Change from prior year	-1.8%	4.0%	-18.3%	19.2%	15.3%	2.5%	-12.6%	-8.8%	-6.4%
	List Price of Actives	<b>304,602</b>	<b>277,661</b>	<b>380,125</b>	285,735	262,803	365,996	267,427	248,760	361,143	
		Change from prior year	6.6%	5.7%	3.9%	6.8%	5.6%	1.3%	12.4%	11.6%	0.1%
	Days on Market	<b>49</b>	<b>37</b>	<b>194</b>	46	40	83	44	42	76	
		Change from prior year	7.6%	-8.6%	134.9%	4.7%	-3.4%	8.2%	-38.2%	-28.9%	-52.8%
Percent of List		<b>97.9%</b>	<b>97.7%</b>	<b>99.8%</b>	98.7%	98.5%	100.0%	96.4%	96.2%	99.7%	
		Change from prior year	-0.8%	-0.8%	-0.2%	2.5%	2.5%	0.4%	-0.7%	-0.1%	-3.2%
	Percent of Original	<b>96.5%</b>	<b>96.2%</b>	<b>99.5%</b>	96.8%	96.5%	98.9%	94.8%	94.5%	100.0%	
	Change from prior year	-0.4%	-0.3%	0.6%	2.2%	2.2%	-1.1%	-0.4%	0.3%	-2.1%	
Median	Sale Price	<b>179,900</b>	<b>170,950</b>	<b>265,000</b>	190,000	178,450	327,400	163,000	152,500	300,500	
		Change from prior year	-5.3%	-4.2%	-19.1%	16.6%	17.0%	9.0%	-14.2%	-9.8%	-10.0%
	List Price of Actives	<b>272,400</b>	<b>210,000</b>	<b>349,900</b>	219,900	183,500	334,900	225,000	175,000	309,900	
		Change from prior year	23.9%	14.4%	4.5%	-2.3%	4.9%	8.1%	36.4%	9.6%	-6.1%
	Days on Market	<b>16</b>	<b>12</b>	<b>141</b>	30	22	58	16	16	91	
		Change from prior year	-46.7%	-44.2%	143.1%	87.5%	34.4%	-36.3%	-48.4%	-44.8%	-21.9%
Percent of List		<b>98.5%</b>	<b>98.3%</b>	<b>100.0%</b>	99.7%	99.0%	100.0%	97.8%	97.8%	100.0%	
		Change from prior year	-1.2%	-0.7%	0.0%	1.9%	1.3%	0.0%	-0.3%	-0.1%	0.0%
Percent of Original		<b>98.0%</b>	<b>97.6%</b>	<b>100.0%</b>	97.7%	97.2%	100.0%	97.4%	97.1%	100.0%	
	Change from prior year	0.4%	0.4%	0.0%	0.3%	0.1%	0.0%	0.0%	0.3%	0.0%	

# YEAR-TO-DATE STATISTICS

## SUMMARY >>

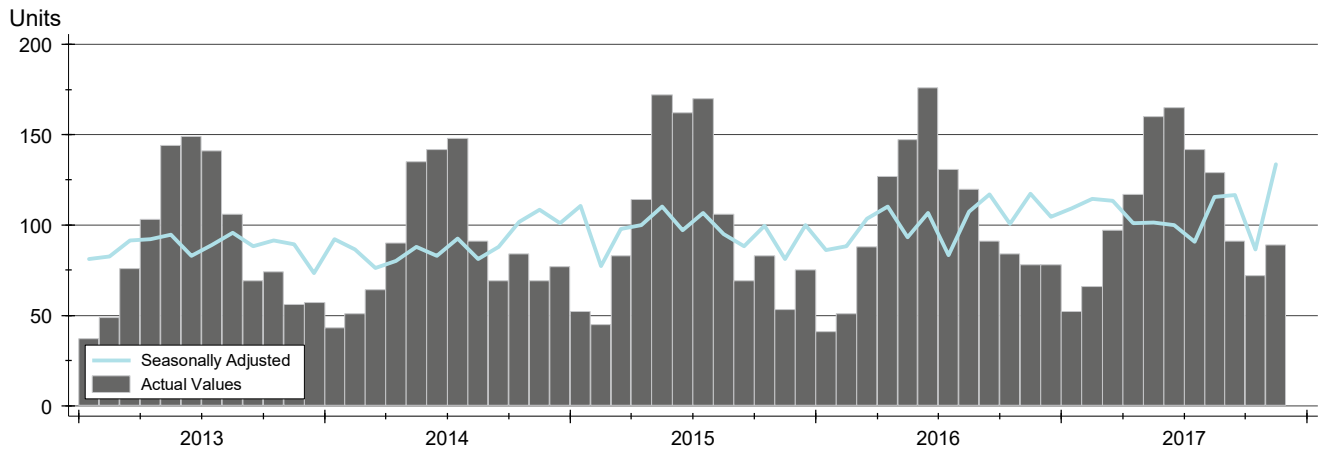
## YTD BREAKDOWNS BY HOME TYPE CITY OF LAWRENCE AS OF 12/7/2017

Year-to-Date Activity By Property Type		2017			2016			2015		
		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		<b>1,180</b>	<b>1,075</b>	<b>105</b>	1,134	1,039	95	1,109	1,031	78
Change from prior year		4.1%	3.5%	10.5%	2.3%	0.8%	21.8%	12.5%	12.3%	14.7%
New Listings		<b>1,549</b>	<b>1,402</b>	<b>147</b>	1,505	1,376	129	1,530	1,410	120
Change from prior year		2.9%	1.9%	14.0%	-1.6%	-2.4%	7.5%	-0.4%	-2.7%	37.9%
Contracts Written		<b>1,196</b>	<b>1,101</b>	<b>95</b>	1,152	1,057	95	1,146	1,058	88
Change from prior year		3.8%	4.2%	0.0%	0.5%	-0.1%	8.0%	13.8%	12.7%	29.4%
Sales Volume (1,000s)		<b>255,059</b>	<b>221,402</b>	<b>33,657</b>	242,752	209,933	32,819	222,484	196,420	26,064
Change from prior year		5.1%	5.5%	2.6%	9.1%	6.9%	25.9%	14.7%	14.6%	15.7%
Average	Sale Price	<b>216,152</b>	<b>205,955</b>	<b>320,546</b>	214,067	202,053	345,460	200,617	190,514	334,160
	Change from prior year	1.0%	1.9%	-7.2%	6.7%	6.1%	3.4%	2.0%	2.0%	0.9%
	Days on Market	<b>39</b>	<b>31</b>	<b>117</b>	48	40	131	54	51	96
	Change from prior year	-19.1%	-22.9%	-10.5%	-11.4%	-20.8%	37.0%	-19.7%	-18.6%	-27.2%
	Percent of List	<b>98.9%</b>	<b>98.7%</b>	<b>100.7%</b>	98.3%	98.2%	99.9%	97.8%	97.6%	100.8%
Median	Change from prior year	0.6%	0.6%	0.8%	0.5%	0.6%	-0.9%	0.4%	0.3%	1.0%
	Percent of Original	<b>97.7%</b>	<b>97.4%</b>	<b>100.6%</b>	96.8%	96.6%	99.2%	96.4%	96.0%	100.5%
	Change from prior year	0.9%	0.9%	1.4%	0.5%	0.6%	-1.3%	0.9%	0.9%	1.1%
	Sale Price	<b>180,000</b>	<b>175,000</b>	<b>304,900</b>	178,400	170,000	318,200	167,900	162,500	307,950
	Change from prior year	0.9%	2.9%	-4.2%	6.3%	4.6%	3.3%	0.5%	0.9%	0.9%
Median	Days on Market	<b>11</b>	<b>10</b>	<b>76</b>	18	16	91	24	22	71
	Change from prior year	-38.9%	-37.5%	-16.5%	-25.0%	-27.3%	28.2%	-27.3%	-29.0%	-36.9%
	Percent of List	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	99.2%	99.0%	100.0%	98.8%	98.5%	100.0%
	Change from prior year	0.8%	1.0%	0.0%	0.4%	0.5%	0.0%	0.6%	0.5%	0.0%
	Percent of Original	<b>99.3%</b>	<b>98.8%</b>	<b>100.0%</b>	98.4%	98.1%	100.0%	97.8%	97.5%	100.0%
Change from prior year	0.9%	0.7%	0.0%	0.6%	0.6%	0.0%	0.6%	0.6%	0.0%	

# CLOSED LISTINGS ANALYSIS

**CITY OF LAWRENCE  
ALL HOMES (NEW & EXISTING)  
AS OF 12/7/2017**

**HISTORY** >>



**SUMMARY** >>

Summary Statistics for Closed Listings		November			Year-to-Date		
		2017	2016	Change	2017	2016	Change
Closed Listings		<b>89</b>	78	14.1%	<b>1,180</b>	1,134	4.1%
Volume (1,000s)		<b>18,907</b>	16,882	12.0%	<b>255,059</b>	242,752	5.1%
Average	Sale Price	<b>212,440</b>	216,434	-1.8%	<b>216,152</b>	214,067	1.0%
	Days on Market	<b>49</b>	46	7.6%	<b>39</b>	48	-19.1%
	Percent of List	<b>97.9%</b>	98.7%	-0.8%	<b>98.9%</b>	98.3%	0.6%
	Percent of Original	<b>96.5%</b>	96.8%	-0.4%	<b>97.7%</b>	96.8%	0.9%
Median	Sale Price	<b>179,900</b>	190,000	-5.3%	<b>180,000</b>	178,400	0.9%
	Days on Market	<b>16</b>	30	-46.7%	<b>11</b>	18	-38.9%
	Percent of List	<b>98.5%</b>	99.7%	-1.2%	<b>100.0%</b>	99.2%	0.8%
	Percent of Original	<b>98.0%</b>	97.7%	0.4%	<b>99.3%</b>	98.4%	0.9%

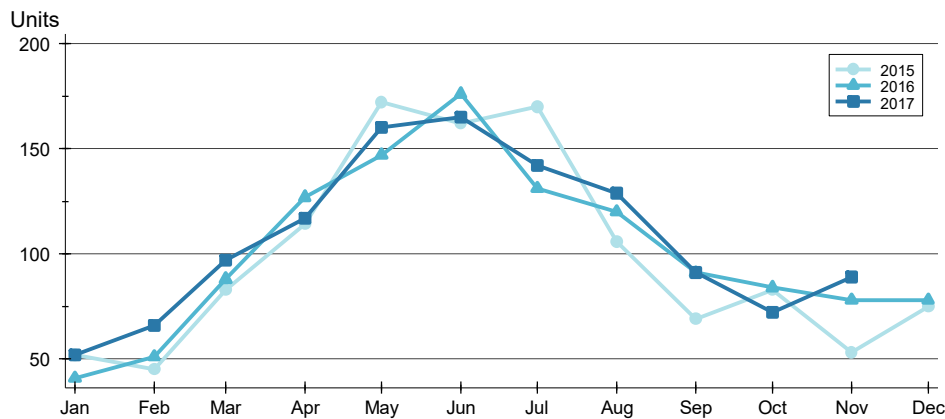
A total of 89 homes sold in the City of Lawrence in November, up from 78 units in November 2016. Total sales volume rose to \$18.9 million compared to \$16.9 million in the previous year.

The median sales price in November was \$179,900, down 5.3% compared to the prior year. Median days on market was 16 days, up from 15 days in October, but down from 30 in November 2016.

# CLOSED LISTINGS ANALYSIS

**CITY OF LAWRENCE  
ALL HOMES (NEW & EXISTING)  
AS OF 12/7/2017**

## BY MONTH >>



Month	2015	2016	2017
January	52	41	52
February	45	51	66
March	83	88	97
April	114	127	117
May	172	147	160
June	162	176	165
July	170	131	142
August	106	120	129
September	69	91	91
October	83	84	72
November	53	78	89
December	75	78	78

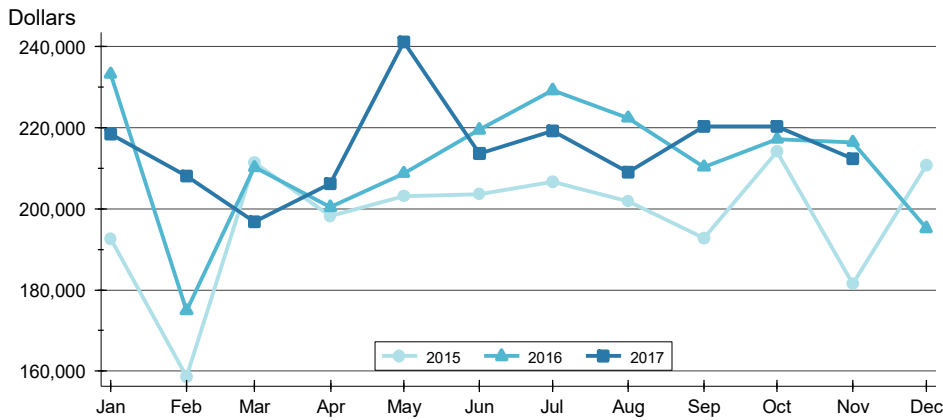
## BY PRICE RANGE >>

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	1	1.1%	50	49,900	49,900	39	39	100.0%	100.0%	100.0%	100.0%
\$50,000-\$99,999	6	6.7%	507	84,546	86,000	48	32	95.1%	96.1%	94.2%	94.6%
\$100,000-\$149,999	21	23.6%	2,741	130,515	127,900	24	9	98.4%	99.4%	96.6%	98.7%
\$150,000-\$199,999	20	22.5%	3,349	167,455	167,000	28	11	98.5%	99.7%	97.5%	98.5%
\$200,000-\$249,999	17	19.1%	3,942	231,865	234,900	40	10	98.0%	98.8%	96.9%	98.1%
\$250,000-\$299,999	9	10.1%	2,448	271,944	275,000	34	23	96.6%	98.3%	94.9%	98.3%
\$300,000-\$349,999	5	5.6%	1,624	324,700	328,000	254	214	97.9%	96.5%	94.6%	91.3%
\$350,000-\$399,999	7	7.9%	2,615	373,557	370,000	38	7	98.7%	98.5%	98.2%	97.4%
\$400,000-\$449,999	2	2.2%	850	425,000	425,000	213	213	95.7%	95.7%	92.0%	92.0%
\$450,000-\$499,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$500,000-\$599,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$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	1	1.1%	783	782,500	782,500	34	34	98.2%	98.2%	98.2%	98.2%
\$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	89	100.0%	18,907	212,440	179,900	49	16	97.9%	98.5%	96.5%	98.0%

# CLOSED LISTINGS ANALYSIS

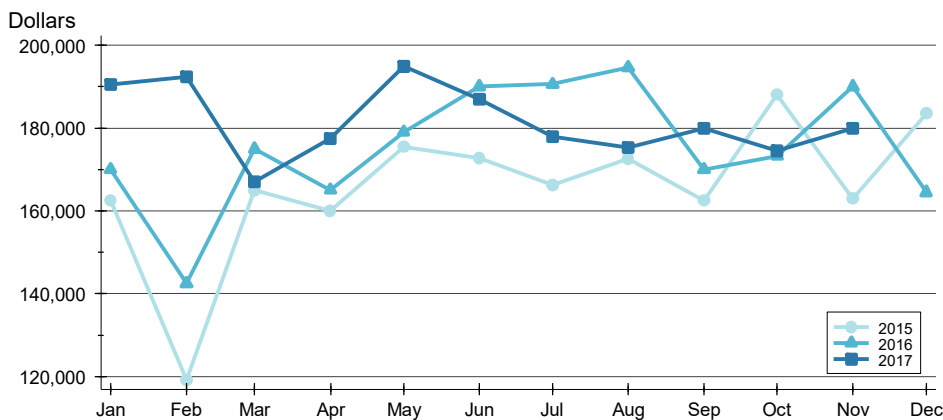
**CITY OF LAWRENCE  
ALL HOMES (NEW & EXISTING)  
AS OF 12/7/2017**

## AVERAGE PRICE >>



Month	2015	2016	2017
January	192,746	233,262	218,493
February	158,709	174,926	208,115
March	211,507	210,252	196,836
April	198,205	200,417	206,180
May	203,113	208,744	241,178
June	203,667	219,511	213,594
July	206,693	229,199	219,192
August	201,972	222,494	209,063
September	192,759	210,369	220,309
October	214,082	217,177	220,342
November	181,573	216,434	212,440
December	210,863	195,196	

## MEDIAN PRICE >>

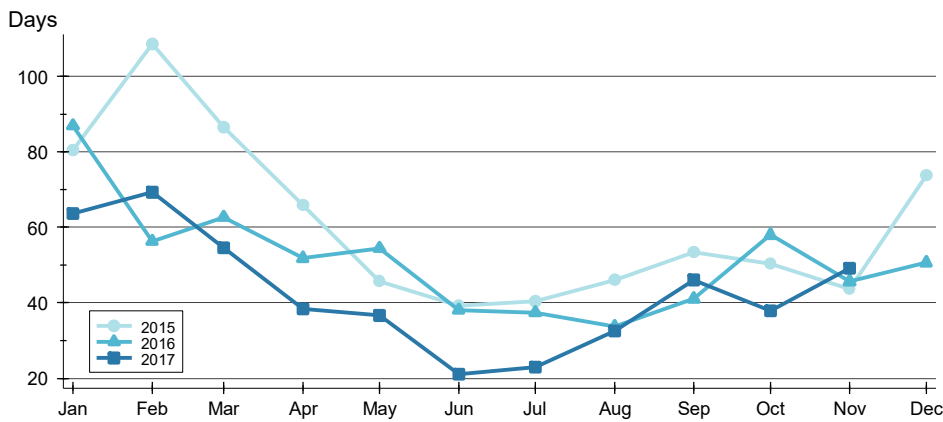


Month	2015	2016	2017
January	162,500	170,000	190,500
February	119,300	142,500	192,450
March	165,000	174,900	167,000
April	160,000	165,000	177,500
May	175,450	179,000	194,950
June	172,750	190,000	186,900
July	166,250	190,600	177,950
August	172,625	194,562	175,200
September	162,500	170,000	180,000
October	188,000	173,250	174,450
November	163,000	190,000	179,900
December	183,500	164,500	

# CLOSED LISTINGS ANALYSIS

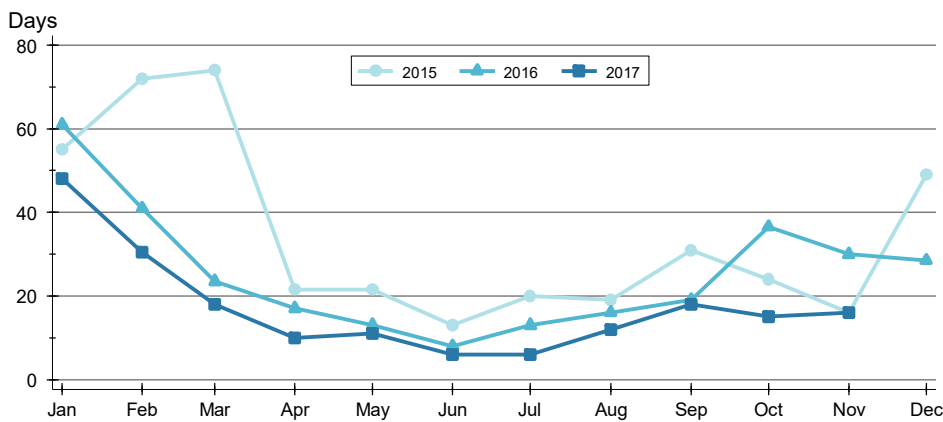
**CITY OF LAWRENCE  
ALL HOMES (NEW & EXISTING)  
AS OF 12/7/2017**

## AVERAGE DOM >>



Month	2015	2016	2017
January	80	87	64
February	109	56	69
March	87	63	55
April	66	52	38
May	46	54	37
June	39	38	21
July	40	37	23
August	46	34	32
September	53	41	46
October	50	58	38
November	44	46	49
December	74	51	

## MEDIAN DOM >>

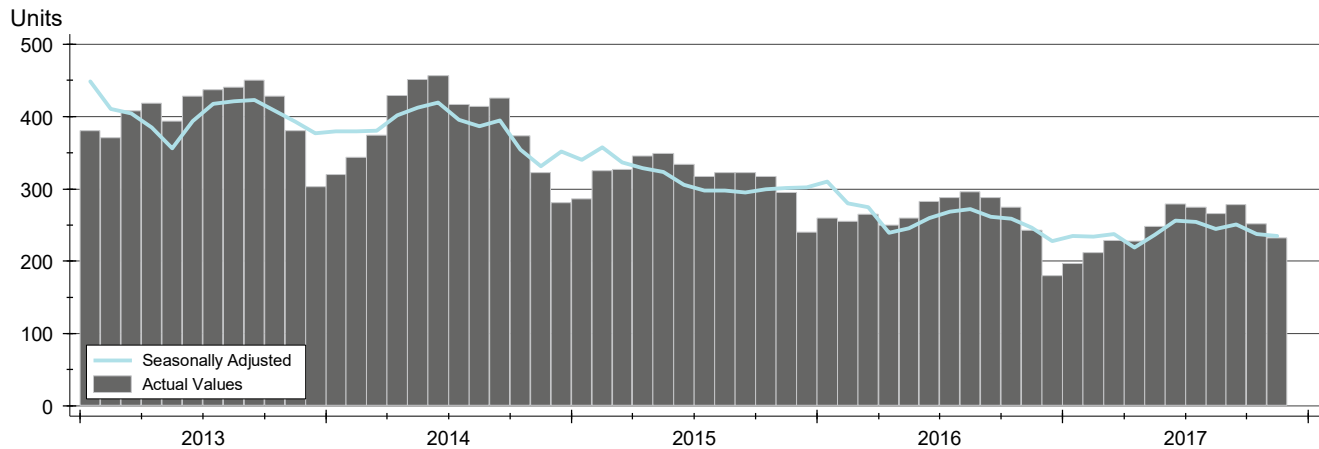


Month	2015	2016	2017
January	55	61	48
February	72	41	31
March	74	24	18
April	22	17	10
May	22	13	11
June	13	8	6
July	20	13	6
August	19	16	12
September	31	19	18
October	24	37	15
November	16	30	16
December	49	29	

# ACTIVE LISTINGS ANALYSIS

**CITY OF LAWRENCE  
ALL HOMES (NEW & EXISTING)  
AS OF 12/7/2017**

**HISTORY** >>



**SUMMARY** >>

Summary Statistics for Active Listings		End of November		
		2017	2016	Change
Active Listings		232	243	-4.5%
Months' Supply		2.6	3.1	-16.3%
Volume (1,000s)		70,668	69,434	1.8%
Average	List Price	304,602	285,735	6.6%
	Days on Market	107	121	-11.4%
	Percent of Original	98.4%	97.3%	1.1%
Median	List Price	272,400	219,900	23.9%
	Days on Market	70	83	-15.7%
	Percent of Original	100.0%	100.0%	0.0%

A total of 232 homes were available for sale in the City of Lawrence at the end of November. This represents a 2.6 months' supply of active listings.

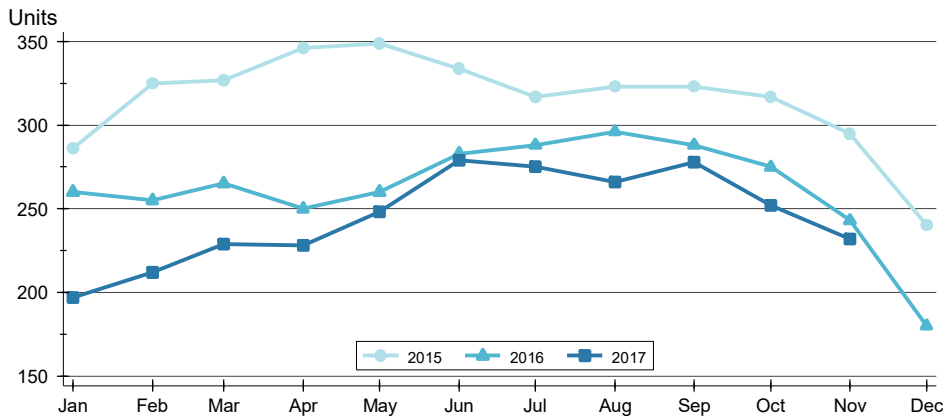
The median list price of homes on the market at the end of November was \$272,400, up 23.9% from 2016. The typical time on market for active listings was 70 days, down from 83 days a year earlier.



# ACTIVE LISTINGS ANALYSIS

**CITY OF LAWRENCE  
ALL HOMES (NEW & EXISTING)  
AS OF 12/7/2017**

## BY MONTH »



Month	2015	2016	2017
January	286	260	197
February	325	255	212
March	327	265	229
April	346	250	228
May	349	260	248
June	334	283	279
July	317	288	275
August	323	296	266
September	323	288	278
October	317	275	252
November	295	243	232
December	240	180	

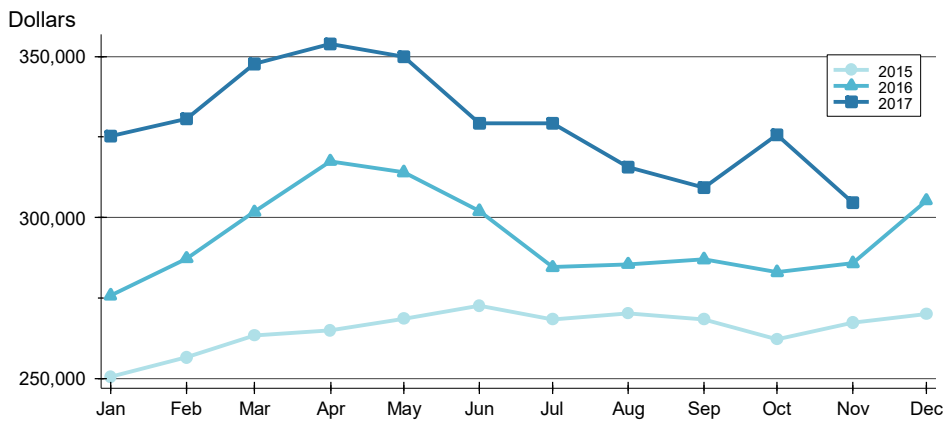
## BY PRICE RANGE »

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	8	3.4%	15	8.0	1,893	1,400	54	30	98.4%	100.0%
\$50,000-\$99,999	15	6.5%	1,289	2.5	85,935	89,900	79	70	96.1%	100.0%
\$100,000-\$149,999	36	15.5%	4,542	1.7	126,178	124,950	65	50	97.8%	100.0%
\$150,000-\$199,999	27	11.6%	4,668	1.4	172,872	169,900	63	44	98.4%	100.0%
\$200,000-\$249,999	20	8.6%	4,453	1.2	222,665	222,450	69	59	98.7%	100.0%
\$250,000-\$299,999	20	8.6%	5,450	2.2	272,510	272,400	75	51	98.4%	100.0%
\$300,000-\$349,999	34	14.7%	11,187	6.8	329,018	329,900	114	76	99.0%	100.0%
\$350,000-\$399,999	20	8.6%	7,503	2.9	375,135	374,900	107	58	99.6%	100.0%
\$400,000-\$449,999	12	5.2%	5,152	6.0	429,292	429,450	88	89	97.8%	100.0%
\$450,000-\$499,999	16	6.9%	7,579	N/A	473,656	469,950	117	135	98.8%	100.0%
\$500,000-\$599,999	6	2.6%	3,294	N/A	549,050	544,750	139	119	97.6%	100.0%
\$600,000-\$749,999	11	4.7%	7,612	N/A	691,955	689,900	490	168	99.5%	100.0%
\$750,000-\$999,999	4	1.7%	3,324	4.0	830,975	810,000	166	165	99.4%	100.0%
\$1,000,000 and up	3	1.3%	4,601	N/A	1,533,667	1,299,000	170	164	100.0%	100.0%
All price ranges	232	100.0%	70,668	2.6	304,602	272,400	107	70	98.4%	100.0%

# ACTIVE LISTINGS ANALYSIS

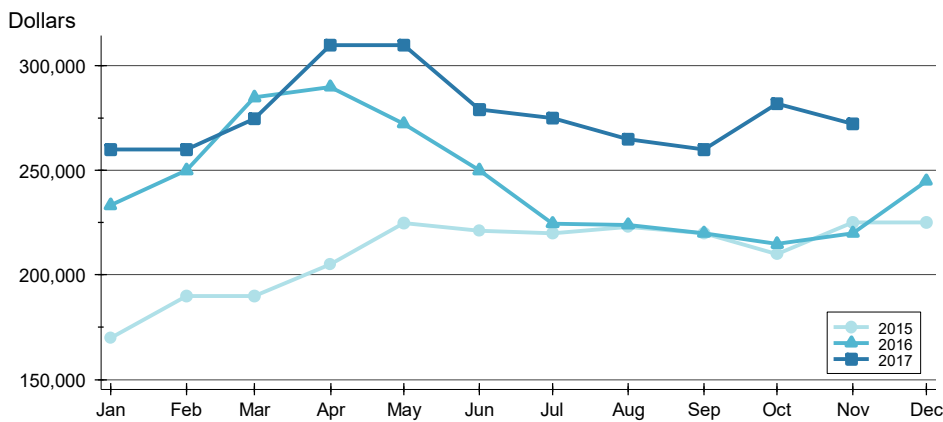
**CITY OF LAWRENCE  
ALL HOMES (NEW & EXISTING)  
AS OF 12/7/2017**

## AVERAGE PRICE >>



Month	2015	2016	2017
January	250,506	275,715	325,311
February	256,441	287,274	330,726
March	263,418	301,745	347,737
April	264,957	317,535	353,962
May	268,463	314,005	350,052
June	272,647	301,965	329,280
July	268,284	284,507	329,384
August	270,105	285,471	315,698
September	268,361	286,966	309,294
October	262,035	282,919	325,729
November	267,427	285,735	304,602
December	269,939	305,295	305,295

## MEDIAN PRICE >>

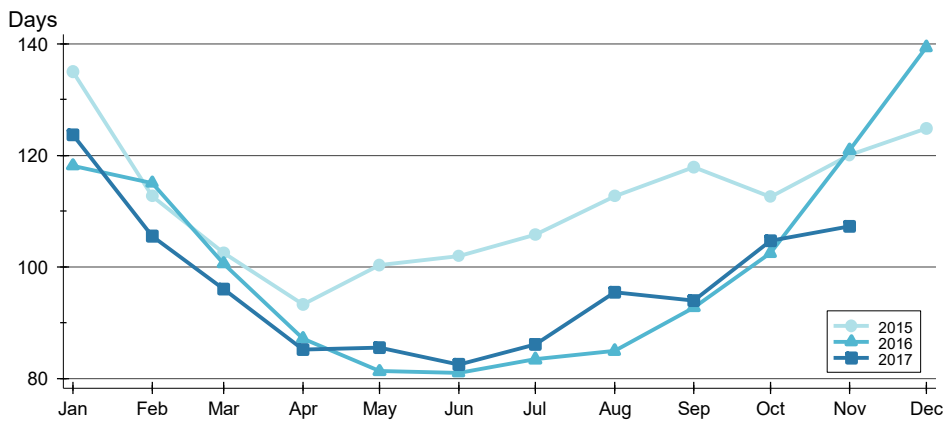


Month	2015	2016	2017
January	169,900	233,400	259,900
February	189,900	250,000	260,000
March	190,000	284,900	274,900
April	205,200	289,900	309,900
May	224,900	272,425	309,925
June	221,000	250,000	279,000
July	220,000	224,500	275,000
August	223,000	223,900	264,900
September	220,000	219,900	259,900
October	210,000	214,900	282,000
November	225,000	219,900	272,400
December	224,975	245,000	272,400

# ACTIVE LISTINGS ANALYSIS

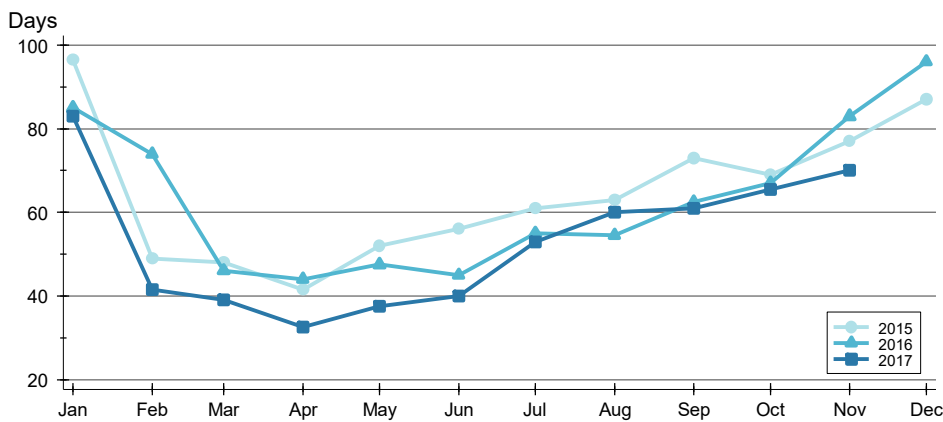
**CITY OF LAWRENCE  
ALL HOMES (NEW & EXISTING)  
AS OF 12/7/2017**

## AVERAGE DOM >>



Month	2015	2016	2017
January	135	118	124
February	113	115	105
March	102	101	96
April	93	87	85
May	100	81	85
June	102	81	82
July	106	83	86
August	113	85	95
September	118	93	94
October	113	102	105
November	120	121	107
December	125	139	

## MEDIAN DOM >>

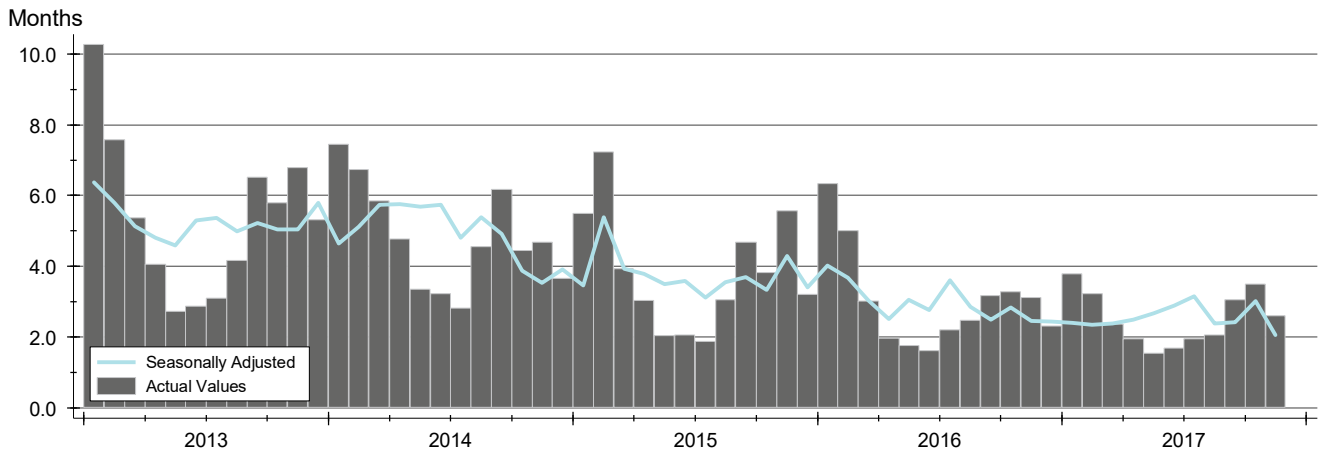


Month	2015	2016	2017
January	97	85	83
February	49	74	42
March	48	46	39
April	42	44	33
May	52	48	38
June	56	45	40
July	61	55	53
August	63	55	60
September	73	63	61
October	69	67	66
November	77	83	70
December	87	96	

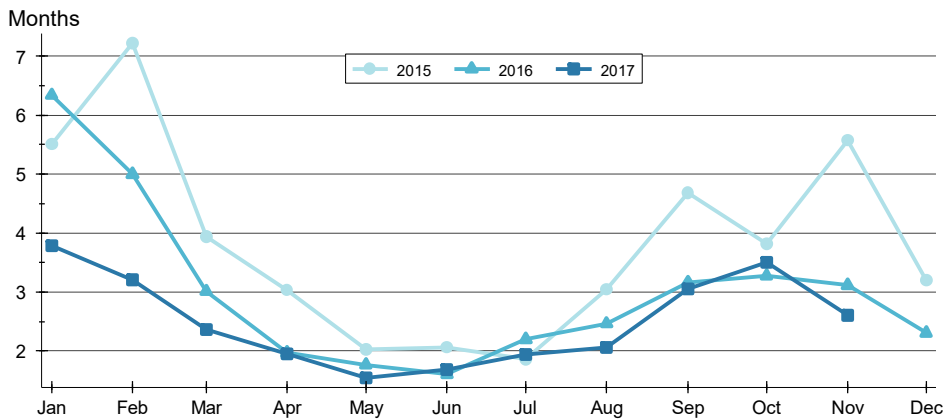
# MONTHS' SUPPLY ANALYSIS

**CITY OF LAWRENCE  
ALL HOMES (NEW & EXISTING)  
AS OF 12/7/2017**

**HISTORY** >>



**BY MONTH** >>

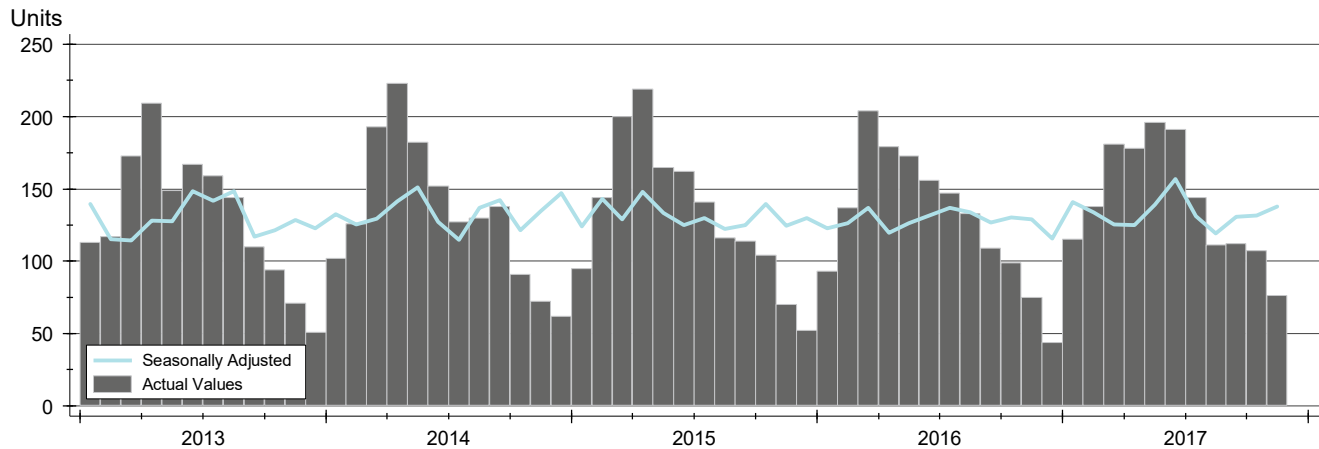


Month	2015	2016	2017
January	5.5	6.3	3.8
February	7.2	5.0	3.2
March	3.9	3.0	2.4
April	3.0	2.0	1.9
May	2.0	1.8	1.5
June	2.1	1.6	1.7
July	1.9	2.2	1.9
August	3.0	2.5	2.1
September	4.7	3.2	3.1
October	3.8	3.3	3.5
November	5.6	3.1	2.6
December	3.2	2.3	

# NEW LISTINGS ANALYSIS

**CITY OF LAWRENCE  
ALL HOMES (NEW & EXISTING)  
AS OF 12/7/2017**

**HISTORY** >>



**SUMMARY** >>

Summary Statistics for New Listings		November		
		2017	2016	Change
Current Month	New Listings	<b>76</b>	75	1.3%
	Volume (1,000s)	<b>15,787</b>	13,875	13.8%
	Average List Price	<b>207,723</b>	185,005	12.3%
	Median List Price	<b>181,450</b>	169,000	7.4%
YTD	New Listings	<b>1,549</b>	1,505	2.9%
	Volume (1,000s)	<b>358,682</b>	331,293	8.3%
	Average List Price	<b>231,557</b>	220,128	5.2%
	Median List Price	<b>185,000</b>	180,000	2.8%

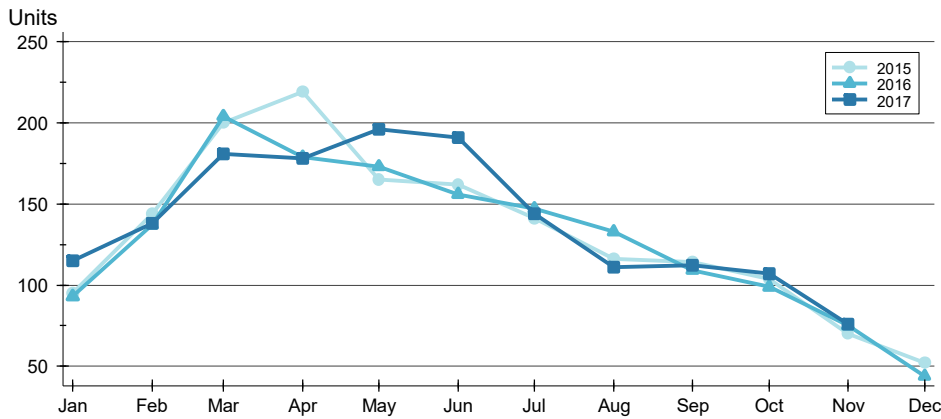
A total of 76 new listings were added in the City of Lawrence during November, up 1.3% from the same month in 2016. Year-to-date the City of Lawrence has seen 1,549 new listings.

The median list price of these homes was \$181,450 up from \$169,000 in 2016.

# NEW LISTINGS ANALYSIS

**CITY OF LAWRENCE  
ALL HOMES (NEW & EXISTING)  
AS OF 12/7/2017**

**BY MONTH** >>



Month	2015	2016	2017
January	95	93	115
February	144	137	138
March	200	204	181
April	219	179	178
May	165	173	196
June	162	156	191
July	141	147	144
August	116	133	111
September	114	109	112
October	104	99	107
November	70	75	76
December	52	44	

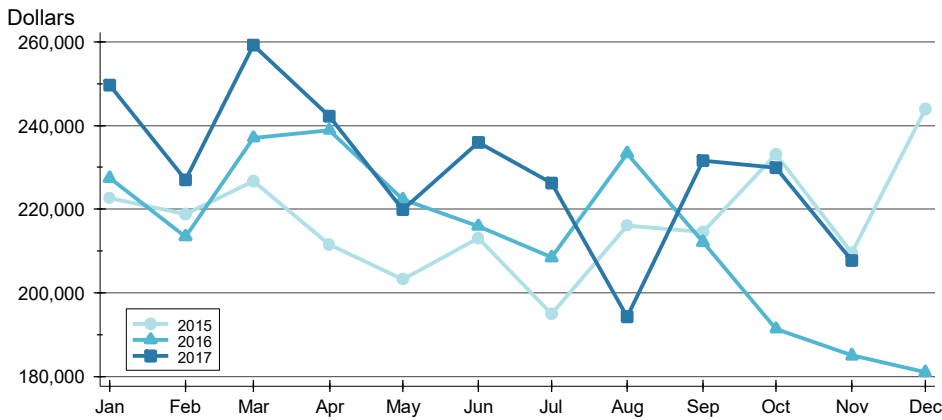
**BY PRICE RANGE** >>

Price Range	New Listings			List Price	
	Number	Percent	Volume	Average	Median
Below \$50,000	5	6.6%	7	1,470	1,300
\$50,000-\$99,999	5	6.6%	402	80,480	83,000
\$100,000-\$149,999	18	23.7%	2,282	126,794	125,000
\$150,000-\$199,999	16	21.1%	2,812	175,725	175,500
\$200,000-\$249,999	8	10.5%	1,760	219,975	214,500
\$250,000-\$299,999	10	13.2%	2,766	276,550	275,000
\$300,000-\$349,999	3	3.9%	1,003	334,300	335,000
\$350,000-\$399,999	5	6.6%	1,871	374,180	369,900
\$400,000-\$449,999	1	1.3%	425	424,900	424,900
\$450,000-\$499,999	4	5.3%	1,934	483,575	492,200
\$500,000-\$599,999	1	1.3%	525	525,000	525,000
\$600,000-\$749,999	0	0.0%	0	N/A	N/A
\$750,000-\$999,999	0	0.0%	0	N/A	N/A
\$1,000,000 and up	0	0.0%	0	N/A	N/A
All price ranges	76	100.0%	15,787	207,723	181,450

# NEW LISTINGS ANALYSIS

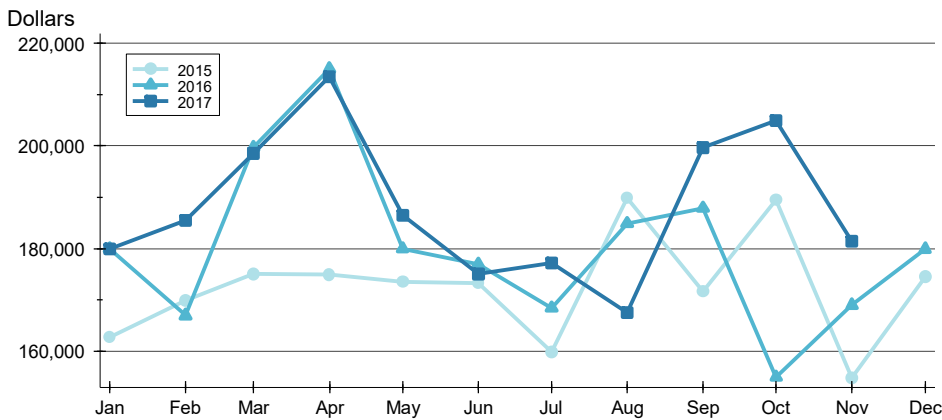
**CITY OF LAWRENCE  
ALL HOMES (NEW & EXISTING)  
AS OF 12/7/2017**

## AVERAGE PRICE >>



Month	2015	2016	2017
January	222,626	227,403	249,740
February	218,796	213,438	227,042
March	226,745	237,041	259,164
April	211,574	238,923	242,216
May	203,299	222,425	219,822
June	213,062	215,943	235,878
July	194,869	208,426	226,172
August	216,060	233,330	194,305
September	214,415	212,135	231,617
October	233,084	191,367	229,947
November	209,598	185,005	207,723
December	244,022	180,940	

## MEDIAN PRICE >>

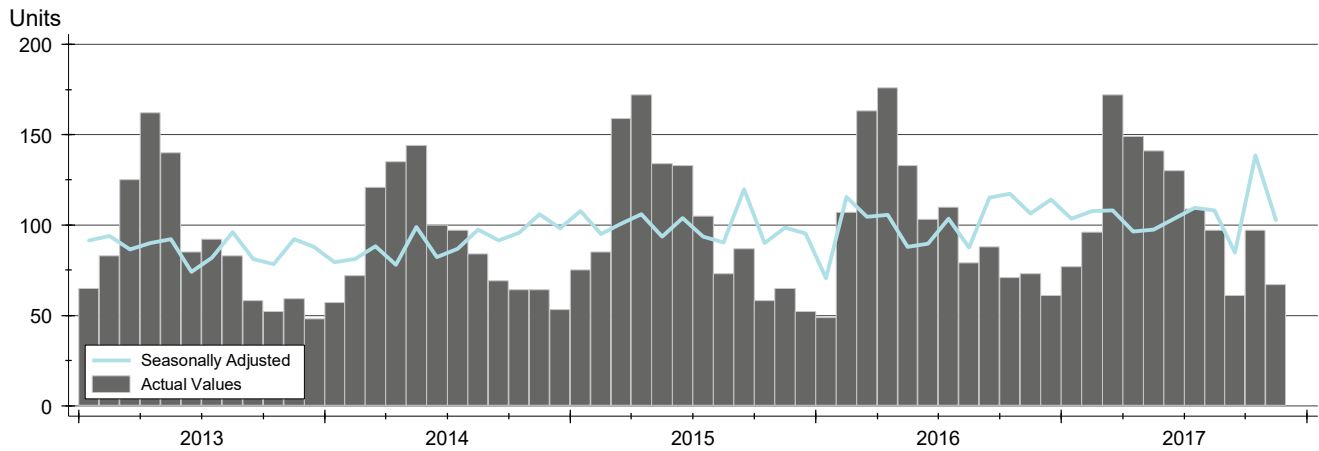


Month	2015	2016	2017
January	162,800	180,000	179,999
February	169,900	167,000	185,500
March	175,000	199,700	198,500
April	174,900	215,000	213,450
May	173,500	180,000	186,450
June	173,250	177,000	175,000
July	159,900	168,450	177,200
August	189,925	184,900	167,500
September	171,700	187,900	199,700
October	189,450	155,000	205,000
November	154,900	169,000	181,450
December	174,500	179,900	

# CONTRACTS WRITTEN ANALYSIS

**CITY OF LAWRENCE  
ALL HOMES (NEW & EXISTING)  
AS OF 12/7/2017**

**HISTORY** >>



**SUMMARY** >>

Summary Statistics for Contracts Written		November			Year-to-Date		
		2017	2016	Change	2017	2016	Change
Closed Listings		<b>67</b>	73	-8.2%	<b>1,196</b>	1,152	3.8%
Volume (1,000s)		<b>15,295</b>	15,503	-1.3%	<b>262,946</b>	250,404	5.0%
Average	Sale Price	<b>228,281</b>	212,365	7.5%	<b>219,855</b>	217,365	1.1%
	Days on Market	<b>54</b>	45	21.3%	<b>39</b>	47	-15.9%
	Percent of Original	<b>97.6%</b>	95.8%	1.9%	<b>97.9%</b>	96.8%	1.1%
Median	Sale Price	<b>189,900</b>	179,900	5.6%	<b>179,900</b>	179,900	0.0%
	Days on Market	<b>27</b>	25	8.0%	<b>11</b>	17	-35.3%
	Percent of Original	<b>100.0%</b>	98.4%	1.6%	<b>99.7%</b>	98.4%	1.4%

A total of 67 contracts for sale were written in the City of Lawrence during the month of November, down from 73 in 2016. The median list price of these homes was \$189,900, up from \$179,900 the prior year.

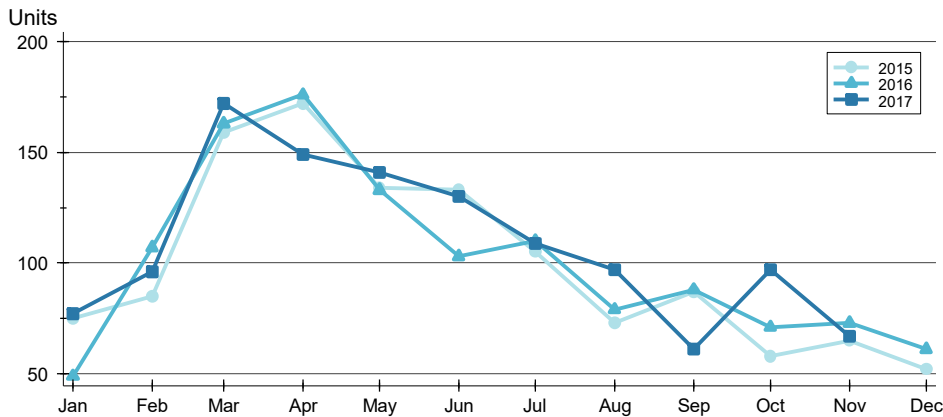
Half of the homes that went under contract in November were on the market less than 27 days, compared to 25 days in November 2016.



**CONTRACTS WRITTEN ANALYSIS**

**CITY OF LAWRENCE  
ALL HOMES (NEW & EXISTING)  
AS OF 12/7/2017**

**BY MONTH >>**



Month	2015	2016	2017
January	75	49	77
February	85	107	96
March	159	163	172
April	172	176	149
May	134	133	141
June	133	103	130
July	105	110	109
August	73	79	97
September	87	88	61
October	58	71	97
November	65	73	67
December	52	61	

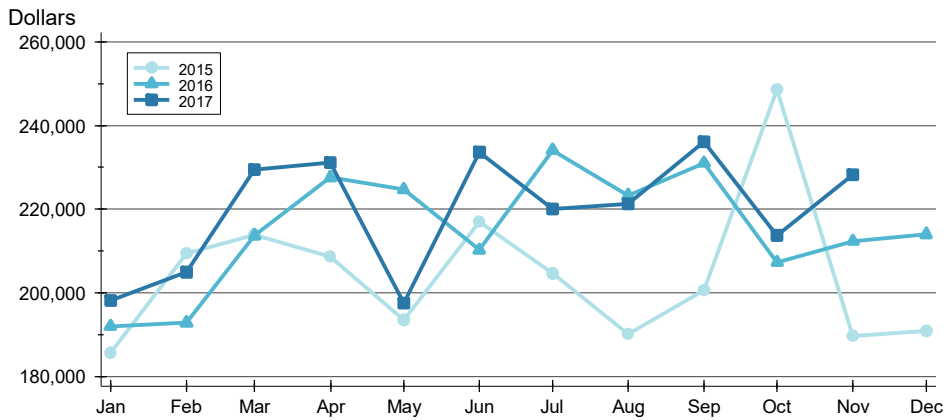
**BY PRICE RANGE >>**

Price Range	Contracts Written			List Price		Days on Market		List as % Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median
Below \$50,000	1	1.5%	50	49,900	49,900	39	39	100.0%	100.0%
\$50,000-\$99,999	3	4.5%	230	76,500	65,500	21	21	100.0%	100.0%
\$100,000-\$149,999	17	25.4%	2,151	126,521	125,000	28	6	97.0%	100.0%
\$150,000-\$199,999	16	23.9%	2,787	174,163	171,000	44	9	98.0%	100.0%
\$200,000-\$249,999	6	9.0%	1,339	223,217	218,250	117	60	96.5%	100.0%
\$250,000-\$299,999	11	16.4%	3,016	274,200	269,900	43	27	97.8%	100.0%
\$300,000-\$349,999	6	9.0%	1,974	328,967	329,950	94	83	96.1%	100.0%
\$350,000-\$399,999	3	4.5%	1,135	378,267	379,900	51	47	100.0%	100.0%
\$400,000-\$449,999	1	1.5%	400	400,000	400,000	58	58	95.1%	95.1%
\$450,000-\$499,999	2	3.0%	915	457,450	457,450	56	56	97.9%	97.9%
\$500,000-\$599,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
\$600,000-\$749,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
\$750,000-\$999,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	1	1.5%	1,299	1,299,000	1,299,000	301	301	100.0%	100.0%
All price ranges	67	100.0%	15,295	228,281	189,900	54	27	97.6%	100.0%

# CONTRACTS WRITTEN ANALYSIS

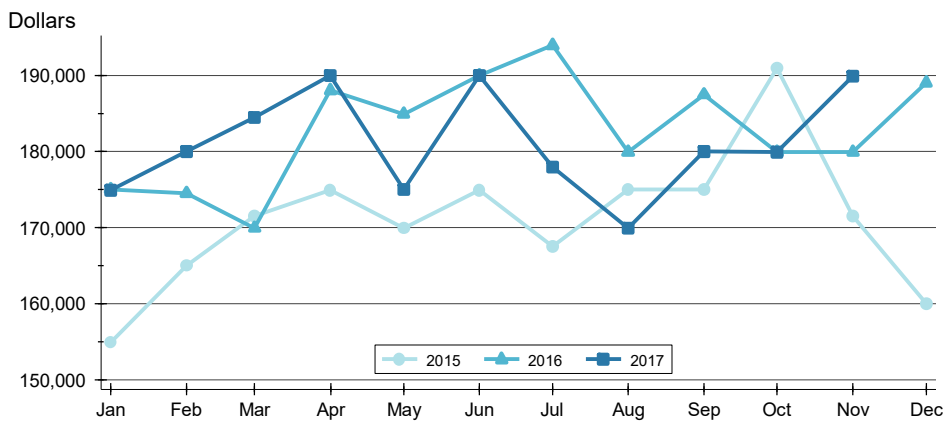
**CITY OF LAWRENCE  
ALL HOMES (NEW & EXISTING)  
AS OF 12/7/2017**

## AVERAGE PRICE >>



Month	2015	2016	2017
January	185,597	191,969	198,141
February	209,468	192,836	204,931
March	213,880	213,701	229,505
April	208,684	227,546	231,197
May	193,485	224,679	197,510
June	216,933	210,252	233,578
July	204,684	234,155	220,079
August	190,140	223,244	221,307
September	200,553	231,023	236,105
October	248,550	207,307	213,673
November	189,669	212,365	228,281
December	190,844	214,007	

## MEDIAN PRICE >>

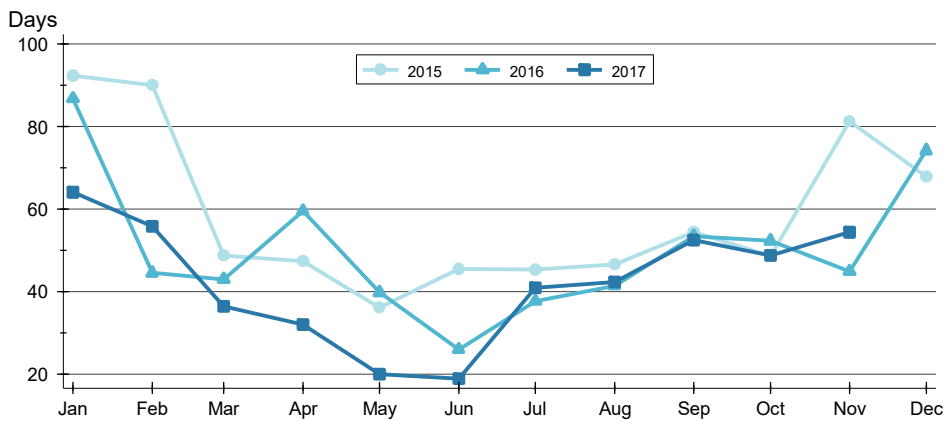


Month	2015	2016	2017
January	154,900	175,000	174,900
February	165,000	174,500	179,950
March	171,500	169,900	184,450
April	174,900	188,000	190,000
May	169,900	184,900	175,000
June	174,900	190,000	189,950
July	167,500	193,950	177,900
August	175,000	179,900	169,900
September	175,000	187,450	180,000
October	190,900	179,900	179,900
November	171,500	179,900	189,900
December	159,950	189,000	

# CONTRACTS WRITTEN ANALYSIS

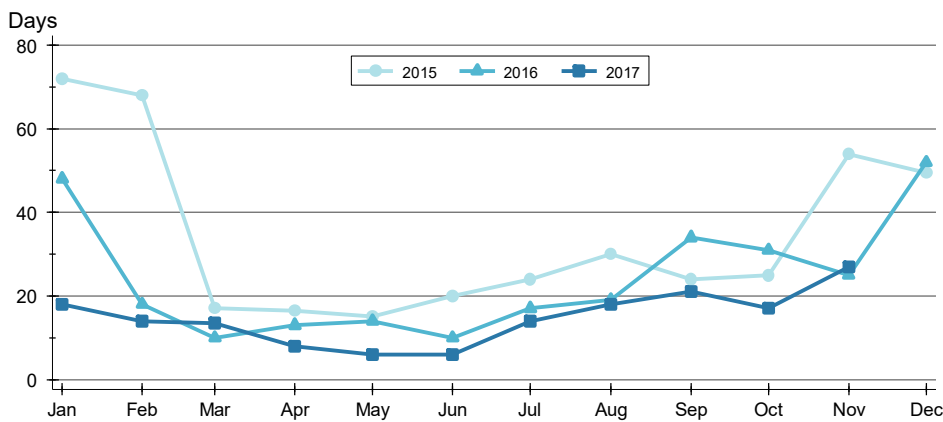
**CITY OF LAWRENCE  
ALL HOMES (NEW & EXISTING)  
AS OF 12/7/2017**

## AVERAGE DOM >>



Month	2015	2016	2017
January	92	87	64
February	90	44	56
March	49	43	36
April	47	60	32
May	36	40	20
June	46	26	19
July	45	38	41
August	47	41	42
September	54	53	53
October	49	52	49
November	81	45	54
December	68	74	

## MEDIAN DOM >>

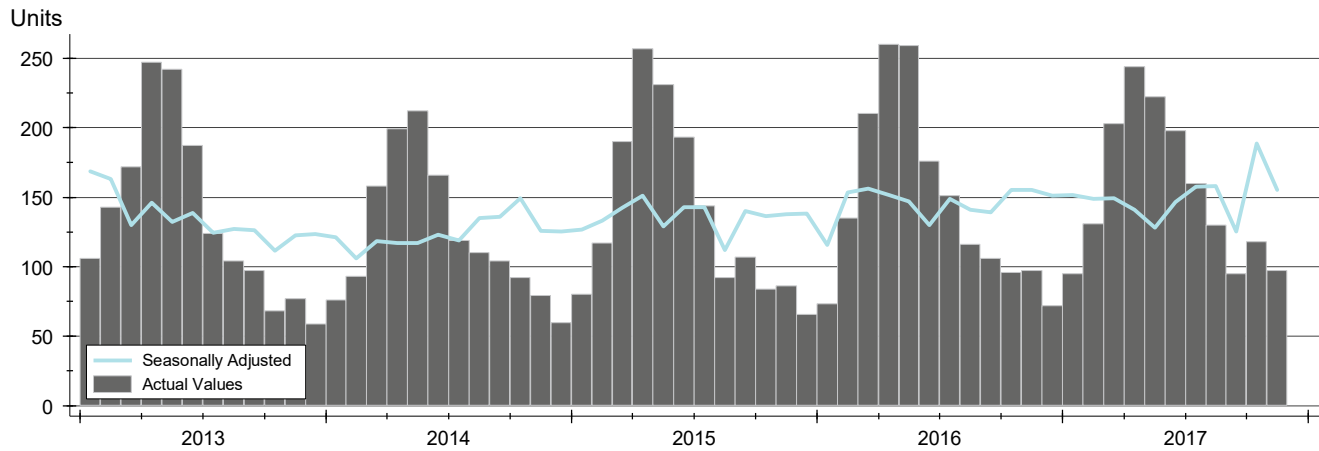


Month	2015	2016	2017
January	72	48	18
February	68	18	14
March	17	10	14
April	17	13	8
May	15	14	6
June	20	10	6
July	24	17	14
August	30	19	18
September	24	34	21
October	25	31	17
November	54	25	27
December	50	52	

# PENDING CONTRACTS ANALYSIS

**CITY OF LAWRENCE  
ALL HOMES (NEW & EXISTING)  
AS OF 12/7/2017**

**HISTORY** >>



**SUMMARY** >>

Summary Statistics for Active Listings		End of November		
		2017	2016	Change
Active Listings		97	97	0.0%
Volume (1,000s)		24,353	21,550	13.0%
Average	List Price	251,063	222,166	13.0%
	Days on Market	63	50	27.0%
	Percent of Original	98.3%	97.5%	0.8%
Median	List Price	205,000	182,500	12.3%
	Days on Market	26	33	-21.2%
	Percent of Original	100.0%	100.0%	0.0%

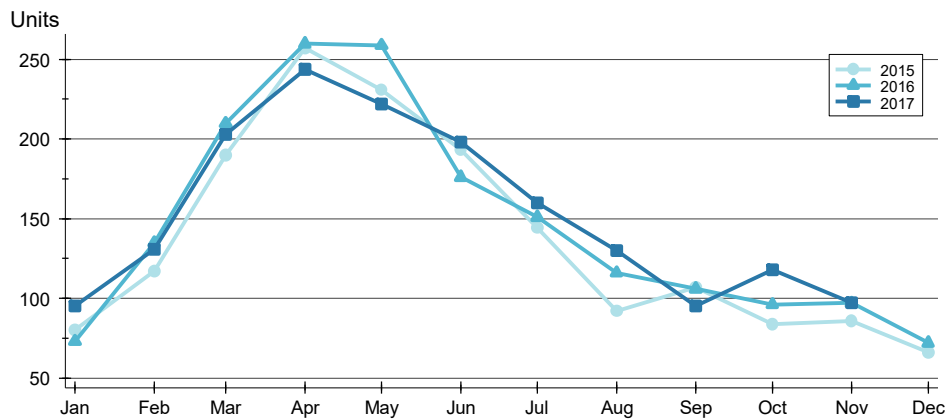
A total of 97 listings in the City of Lawrence had contracts pending at the end of November, the same number of contracts pending at the end of November 2016.

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 12/7/2017**

## BY MONTH »



Month	2015	2016	2017
January	80	73	95
February	117	135	131
March	190	210	203
April	257	260	244
May	231	259	222
June	193	176	198
July	144	151	160
August	92	116	130
September	107	106	95
October	84	96	118
November	86	97	97
December	66	72	

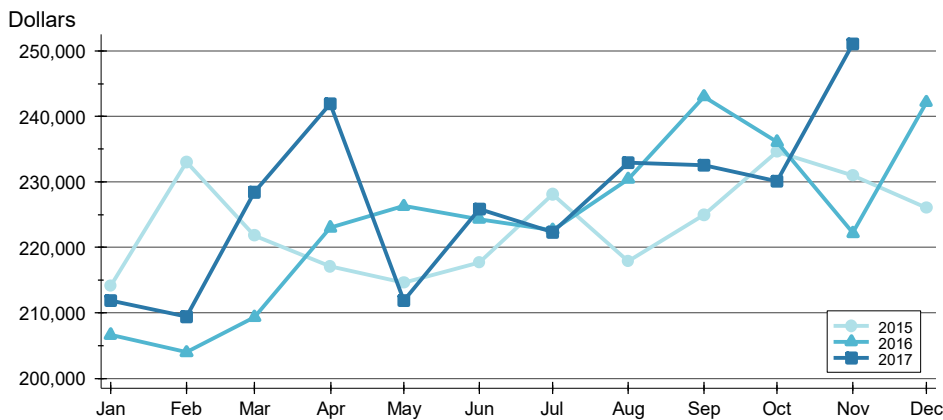
## BY PRICE RANGE »

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	4.1%	309	77,350	72,700	44	29	99.1%	100.0%
\$100,000-\$149,999	19	19.6%	2,430	127,895	125,000	32	7	98.0%	100.0%
\$150,000-\$199,999	24	24.7%	4,238	176,588	175,200	37	8	99.0%	100.0%
\$200,000-\$249,999	15	15.5%	3,352	223,473	220,000	81	37	97.9%	100.0%
\$250,000-\$299,999	13	13.4%	3,567	274,400	275,000	55	44	97.8%	100.0%
\$300,000-\$349,999	9	9.3%	2,928	325,300	324,900	70	31	97.4%	100.0%
\$350,000-\$399,999	3	3.1%	1,135	378,267	379,900	51	47	100.0%	100.0%
\$400,000-\$449,999	3	3.1%	1,292	430,667	445,000	149	177	99.2%	100.0%
\$450,000-\$499,999	2	2.1%	915	457,450	457,450	56	56	97.9%	97.9%
\$500,000-\$599,999	3	3.1%	1,659	552,967	534,000	234	25	99.4%	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	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	2	2.1%	2,528	1,264,000	1,264,000	242	242	96.4%	96.4%
All price ranges	97	100.0%	24,353	251,063	205,000	63	26	98.3%	100.0%

# PENDING CONTRACTS ANALYSIS

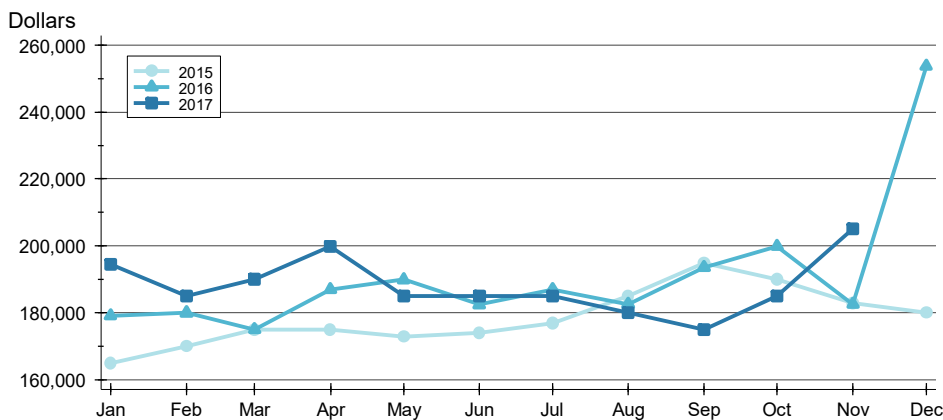
**CITY OF LAWRENCE  
ALL HOMES (NEW & EXISTING)  
AS OF 12/7/2017**

## AVERAGE PRICE >>



Month	2015	2016	2017
January	214,100	206,614	211,905
February	233,000	203,944	209,371
March	221,852	209,347	228,386
April	217,050	222,957	241,880
May	214,624	226,302	211,820
June	217,686	224,308	225,882
July	228,116	222,637	222,276
August	217,876	230,418	232,937
September	225,001	243,015	232,534
October	234,592	236,085	230,064
November	230,941	222,166	251,063
December	226,095	242,126	

## MEDIAN PRICE >>

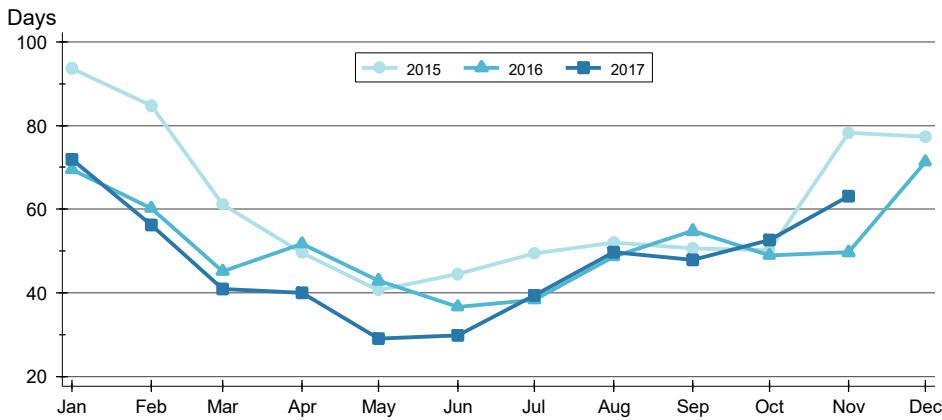


Month	2015	2016	2017
January	164,950	179,000	194,500
February	169,900	179,950	185,000
March	174,900	175,000	189,900
April	174,900	186,950	199,900
May	172,900	189,900	184,900
June	173,900	182,450	185,000
July	176,950	187,000	184,900
August	184,900	182,500	179,950
September	194,900	193,500	175,000
October	189,900	199,925	185,000
November	182,950	182,500	205,000
December	179,975	253,700	

# PENDING CONTRACTS ANALYSIS

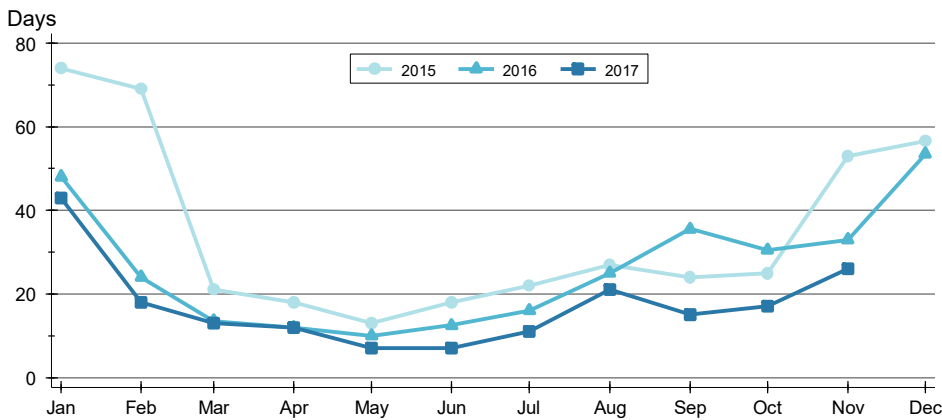
**CITY OF LAWRENCE  
ALL HOMES (NEW & EXISTING)  
AS OF 12/7/2017**

## AVERAGE DOM >>



Month	2015	2016	2017
January	94	69	72
February	85	60	56
March	61	45	41
April	50	52	40
May	41	43	29
June	44	37	30
July	49	38	39
August	52	49	50
September	51	55	48
October	50	49	53
November	78	50	63
December	77	71	63

## MEDIAN DOM >>



Month	2015	2016	2017
January	74	48	43
February	69	24	18
March	21	14	13
April	18	12	12
May	13	10	7
June	18	13	7
July	22	16	11
August	27	25	21
September	24	36	15
October	25	31	17
November	53	33	26
December	57	54	26