

LAWRENCE MLS STATISTICS



DECEMBER 2017 >>

MARKET OVERVIEW >>

Lawrence City Home Sales Fell in December

Total home sales in the City of Lawrence fell last month to 75 units, compared to 78 units in December 2016. Total sales volume was \$16.6 million, up from a year earlier.

The median sale price in December was \$190,408, up from \$164,500 a year earlier. Homes that sold in December were typically on the market for 19 days and sold for 99.1% of their list prices.

Lawrence City Active Listings Up at End of December

The total number of active listings in the City of Lawrence at the end of December was 183 units, up from 180 at the same point in 2016. This represents a 2.4 months' supply of homes available for sale. The median list price of homes on the market at the end of December was \$265,900.

During December, a total of 69 contracts were written up from 61 in December 2016. At the end of the month, there were 74 contracts pending, compared to 72 at the end of December 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.

Contact Information

Rob Hulse, Executive Vice-President
Lawrence Board of REALTORS®
3838 West 6th Street (at Monterey)
Lawrence, KS 66049
785-842-1843

Rob@LawrenceRealtor.com
www.LawrenceRealtor.com

City of Lawrence		December		
Current Month		2017	2016	Change
Summary Statistics				
Home Sales		75	78	-3.8%
Active Listings		183	180	1.7%
Months' Supply		2.4	2.3	5.7%
New Listings		56	44	27.3%
Contracts Written		69	61	13.1%
Pending Contracts		74	72	2.8%
Sales Volume (1,000s)		16,564	15,225	8.8%
Average	Sale Price	220,852	195,196	13.1%
	List Price of Actives	291,203	305,295	-4.6%
	Days on Market	46	51	-9.3%
	Percent of List	98.1%	97.0%	1.2%
	Percent of Original	97.0%	94.4%	2.7%
Median	Sale Price	190,408	164,500	15.7%
	List Price of Actives	265,900	245,000	8.5%
	Days on Market	19	29	-33.3%
	Percent of List	99.1%	97.6%	1.5%
	Percent of Original	98.7%	97.0%	1.8%

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 1/8/2018

December MLS Statistics		2017			2016			2015			
By Property Type		Total	Existing	New	Total	Existing	New	Total	Existing	New	
Home Sales		75	66	9	78	70	8	75	70	5	
	Change from prior year	-3.8%	-5.7%	12.5%	4.0%	0.0%	60.0%	-2.6%	1.4%	-37.5%	
Active Listings		183	134	49	180	141	39	240	191	49	
	Change from prior year	1.7%	-5.0%	25.6%	-25.0%	-26.2%	-20.4%	-14.6%	-22.4%	40.0%	
Months' Supply		2.4	2.0	5.4	2.3	2.0	4.9	3.2	2.7	9.8	
	Change from prior year	5.7%	0.8%	11.7%	-27.9%	-26.2%	-50.3%	-12.3%	-23.5%	124.0%	
New Listings		56	47	9	44	40	4	52	44	8	
	Change from prior year	27.3%	17.5%	125.0%	-15.4%	-9.1%	-50.0%	-16.1%	-25.4%	166.7%	
Contracts Written		69	56	13	61	50	11	52	48	4	
	Change from prior year	13.1%	12.0%	18.2%	17.3%	4.2%	175.0%	-1.9%	-2.0%	0.0%	
Pending Contracts		74	63	11	72	57	15	66	55	11	
	Change from prior year	2.8%	10.5%	-26.7%	9.1%	3.6%	36.4%	10.0%	-1.8%	175.0%	
Sales Volume (1,000s)		16,564	13,607	2,957	15,225	11,816	3,410	15,815	14,359	1,456	
	Change from prior year	8.8%	15.2%	-13.3%	-3.7%	-17.7%	134.2%	2.8%	11.1%	-41.1%	
Average	Sale Price	220,852	206,165	328,553	195,196	168,796	426,188	210,863	205,125	291,182	
		Change from prior year	13.1%	22.1%	-22.9%	-7.4%	-17.7%	46.4%	5.5%	9.5%	-5.7%
	List Price of Actives	291,203	254,243	392,279	305,295	286,543	373,090	269,939	248,491	353,543	
		Change from prior year	-4.6%	-11.3%	5.1%	13.1%	15.3%	5.5%	12.3%	11.9%	-4.0%
	Days on Market	46	35	124	51	45	97	74	61	255	
		Change from prior year	-9.2%	-22.2%	28.1%	-31.4%	-25.5%	-61.9%	9.7%	-15.7%	940.0%
Percent of List		98.1%	98.0%	99.3%	97.0%	96.7%	99.1%	97.7%	97.5%	101.4%	
		Change from prior year	1.2%	1.3%	0.2%	-0.8%	-0.8%	-2.4%	0.5%	0.5%	2.2%
	Percent of Original	97.0%	96.7%	98.8%	94.4%	93.9%	98.7%	94.9%	94.5%	100.6%	
	Change from prior year	2.7%	3.0%	0.1%	-0.6%	-0.6%	-1.9%	0.9%	1.2%	1.4%	
Median	Sale Price	190,408	176,950	234,000	164,500	148,750	389,950	183,500	177,905	263,000	
		Change from prior year	15.7%	19.0%	-40.0%	-10.4%	-16.4%	48.3%	11.2%	12.6%	-11.4%
	List Price of Actives	265,900	166,500	349,900	245,000	199,900	329,900	224,975	175,000	309,900	
		Change from prior year	8.5%	-16.7%	6.1%	8.9%	14.2%	6.5%	33.2%	10.5%	-6.1%
	Days on Market	19	13	59	29	27	78	49	47	199	
		Change from prior year	-33.3%	-51.9%	-24.4%	-41.8%	-42.6%	-60.8%	6.5%	-7.8%	1890.0%
Percent of List		99.1%	99.0%	100.0%	97.6%	97.5%	99.7%	98.1%	97.8%	100.0%	
		Change from prior year	1.5%	1.5%	0.3%	-0.5%	-0.3%	-0.3%	0.0%	-0.1%	0.0%
Percent of Original		98.7%	98.4%	100.0%	97.0%	96.1%	99.7%	97.0%	96.8%	100.0%	
	Change from prior year	1.8%	2.4%	0.3%	0.0%	-0.7%	-0.3%	1.1%	1.4%	0.0%	

YEAR-TO-DATE STATISTICS

SUMMARY >>

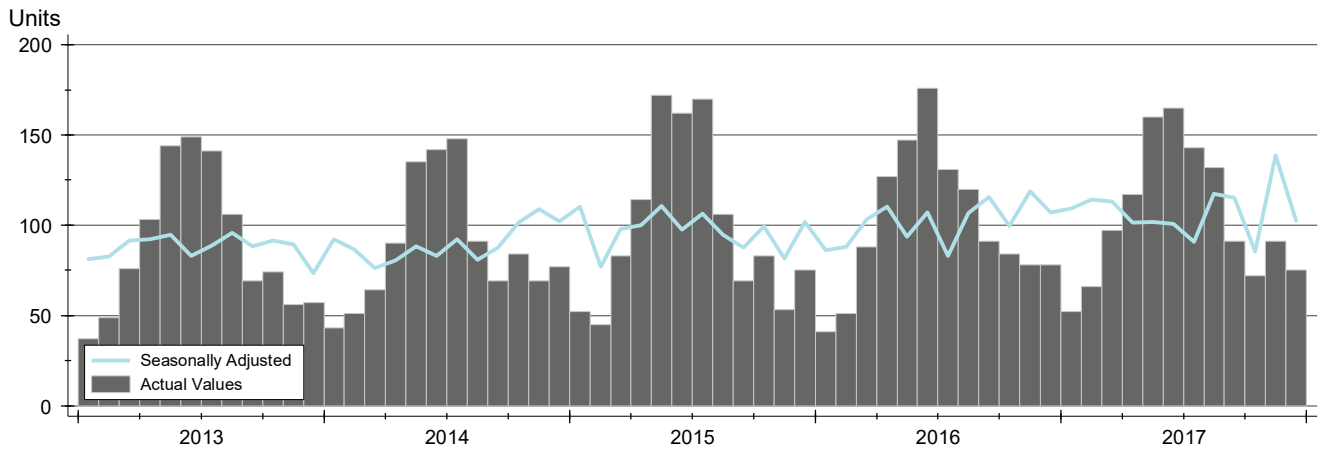
YTD BREAKDOWNS BY HOME TYPE CITY OF LAWRENCE AS OF 1/8/2018

Year-to-Date Activity		2017			2016			2015		
By Property Type		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		1,261	1,147	114	1,212	1,109	103	1,184	1,101	83
Change from prior year		4.0%	3.4%	10.7%	2.4%	0.7%	24.1%	11.4%	11.6%	9.2%
New Listings		1,610	1,454	156	1,549	1,416	133	1,582	1,454	128
Change from prior year		3.9%	2.7%	17.3%	-2.1%	-2.6%	3.9%	-1.0%	-3.6%	42.2%
Contracts Written		1,260	1,152	108	1,213	1,107	106	1,198	1,106	92
Change from prior year		3.9%	4.1%	1.9%	1.3%	0.1%	15.2%	13.0%	11.9%	27.8%
Sales Volume (1,000s)		272,443	235,829	36,614	257,977	221,749	36,228	238,299	210,778	27,520
Change from prior year		5.6%	6.3%	1.1%	8.3%	5.2%	31.6%	13.8%	14.3%	10.1%
Average	Sale Price	216,053	205,605	321,178	212,853	199,954	351,730	201,266	191,443	331,571
	Change from prior year	1.5%	2.8%	-8.7%	5.8%	4.4%	6.1%	2.2%	2.5%	0.8%
	Days on Market	39	31	118	48	41	128	55	52	105
	Change from prior year	-18.9%	-23.3%	-8.3%	-13.1%	-21.2%	22.0%	-17.8%	-18.5%	-12.4%
	Percent of List	98.9%	98.7%	100.6%	98.2%	98.1%	99.8%	97.8%	97.6%	100.8%
Median	Change from prior year	0.6%	0.6%	0.8%	0.4%	0.5%	-1.0%	0.4%	0.3%	1.1%
	Percent of Original	97.7%	97.4%	100.5%	96.7%	96.4%	99.2%	96.3%	95.9%	100.5%
	Change from prior year	1.0%	1.0%	1.3%	0.4%	0.5%	-1.3%	0.9%	0.9%	1.1%
	Sale Price	180,000	175,000	304,648	178,000	170,000	324,900	169,000	163,000	306,500
	Change from prior year	1.1%	2.9%	-6.2%	5.3%	4.3%	6.0%	1.2%	1.9%	0.5%
Median	Days on Market	11	10	74	19	16	91	25	23	74
	Change from prior year	-42.1%	-37.5%	-18.7%	-24.0%	-30.4%	23.0%	-26.5%	-28.1%	-23.7%
	Percent of List	100.0%	100.0%	100.0%	99.2%	98.9%	100.0%	98.8%	98.5%	100.0%
	Change from prior year	0.9%	1.1%	0.0%	0.4%	0.4%	0.0%	0.6%	0.5%	0.0%
	Percent of Original	99.3%	98.8%	100.0%	98.3%	98.0%	100.0%	97.8%	97.5%	100.0%
Change from prior year	1.0%	0.9%	0.0%	0.6%	0.5%	0.0%	0.6%	0.6%	0.0%	

CLOSED LISTINGS ANALYSIS

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 1/8/2018**

HISTORY >>



SUMMARY >>

Summary Statistics for Closed Listings		December			Year-to-Date		
		2017	2016	Change	2017	2016	Change
Closed Listings		75	78	-3.8%	1,261	1,212	4.0%
Volume (1,000s)		16,564	15,225	8.8%	272,443	257,977	5.6%
Average	Sale Price	220,852	195,196	13.1%	216,053	212,853	1.5%
	Days on Market	46	51	-9.2%	39	48	-18.9%
	Percent of List	98.1%	97.0%	1.2%	98.9%	98.2%	0.6%
	Percent of Original	97.0%	94.4%	2.7%	97.7%	96.7%	1.0%
Median	Sale Price	190,408	164,500	15.7%	180,000	178,000	1.1%
	Days on Market	19	29	-33.3%	11	19	-42.1%
	Percent of List	99.1%	97.6%	1.5%	100.0%	99.2%	0.9%
	Percent of Original	98.7%	97.0%	1.8%	99.3%	98.3%	1.0%

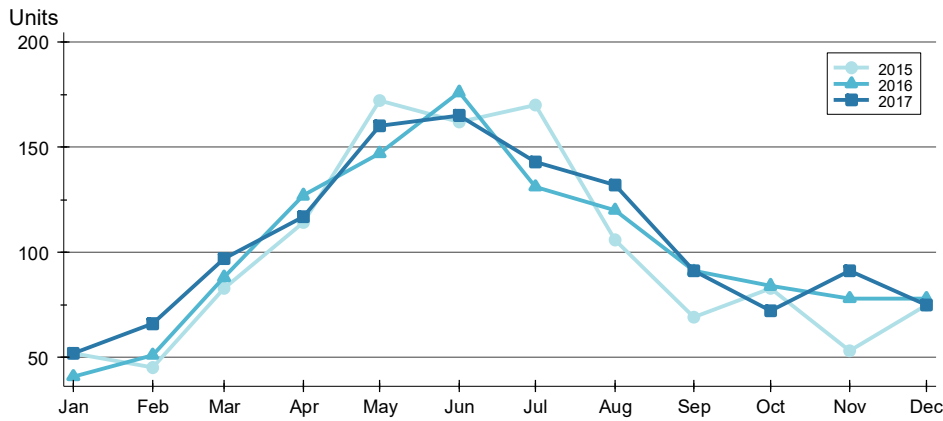
A total of 75 homes sold in the City of Lawrence in December, down from 78 units in December 2016. Total sales volume rose to \$16.6 million compared to \$15.2 million in the previous year.

The median sales price in December was \$190,408, up 15.7% compared to the prior year. Median days on market was 19 days, up from 15 days in November, but down from 29 in December 2016.

CLOSED LISTINGS ANALYSIS

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 1/8/2018**

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	143
August	106	120	132
September	69	91	91
October	83	84	72
November	53	78	91
December	75	78	75

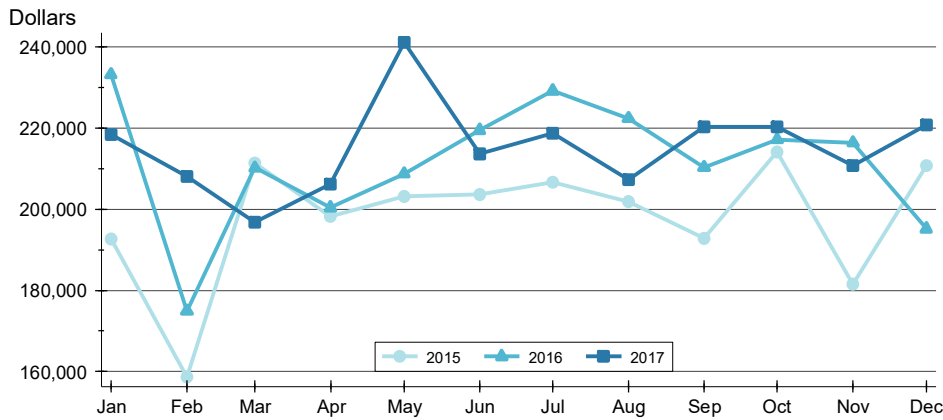
BY PRICE RANGE »

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	7	9.3%	558	79,757	79,900	48	36	93.8%	94.7%	92.6%	94.7%
\$100,000-\$149,999	14	18.7%	1,811	129,386	126,250	21	7	98.3%	100.0%	97.0%	99.4%
\$150,000-\$199,999	18	24.0%	3,073	170,739	170,000	29	8	98.6%	100.0%	97.4%	99.2%
\$200,000-\$249,999	13	17.3%	2,920	224,637	224,900	70	40	99.0%	100.0%	98.4%	100.0%
\$250,000-\$299,999	8	10.7%	2,167	270,838	267,450	52	36	97.3%	99.1%	94.6%	96.6%
\$300,000-\$349,999	8	10.7%	2,606	325,738	325,700	110	56	98.1%	98.4%	97.4%	98.4%
\$350,000-\$399,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$400,000-\$449,999	3	4.0%	1,262	420,534	424,900	19	6	101.0%	100.0%	101.0%	100.0%
\$450,000-\$499,999	1	1.3%	470	470,000	470,000	1	1	98.9%	98.9%	98.9%	98.9%
\$500,000-\$599,999	2	2.7%	1,094	547,000	547,000	13	13	99.2%	99.2%	98.3%	98.3%
\$600,000-\$749,999	1	1.3%	602	602,376	602,376	0	0	100.0%	100.0%	100.0%	100.0%
\$750,000-\$999,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$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	75	100.0%	16,564	220,852	190,408	46	19	98.1%	99.1%	97.0%	98.7%

CLOSED LISTINGS ANALYSIS

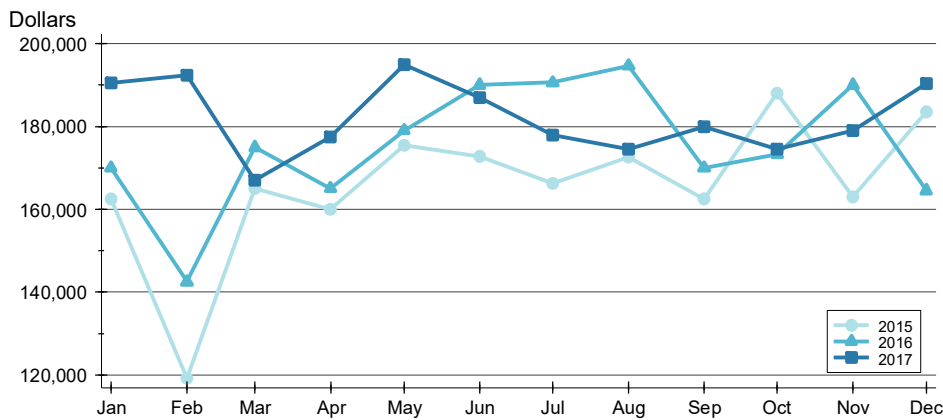
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 1/8/2018**

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	218,722
August	201,972	222,494	207,312
September	192,759	210,369	220,309
October	214,082	217,177	220,342
November	181,573	216,434	210,760
December	210,863	195,196	220,852

MEDIAN PRICE >>

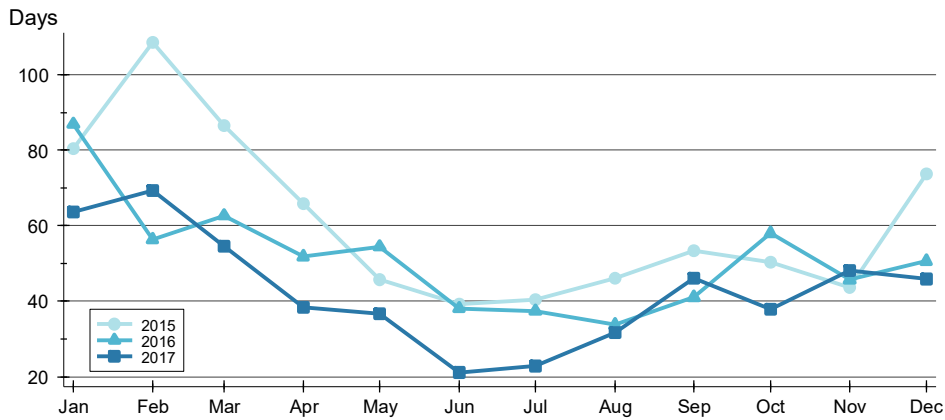


Month	2015	2016	2017
January	162,500	170,000	190,500
February	119,300	142,500	192,450
March	165,000	174,900	167,000
April	160,000	165,000	177,500
May	175,450	179,000	194,950
June	172,750	190,000	186,900
July	166,250	190,600	177,900
August	172,625	194,562	174,500
September	162,500	170,000	180,000
October	188,000	173,250	174,450
November	163,000	190,000	179,000
December	183,500	164,500	190,408

CLOSED LISTINGS ANALYSIS

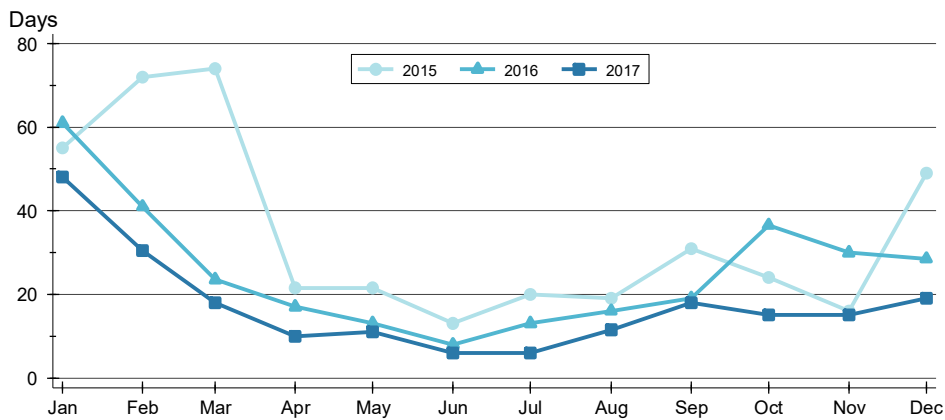
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 1/8/2018**

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	48
December	74	51	46

MEDIAN DOM

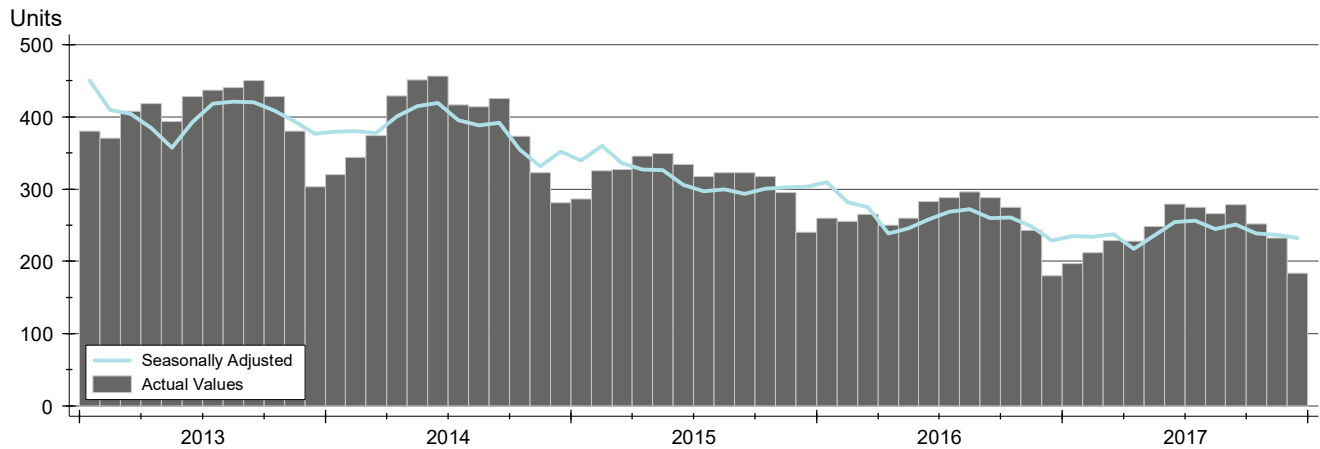


Month	2015	2016	2017
January	55	61	48
February	72	41	31
March	74	24	18
April	22	17	10
May	22	13	11
June	13	8	6
July	20	13	6
August	19	16	12
September	31	19	18
October	24	37	15
November	16	30	15
December	49	29	19

ACTIVE LISTINGS ANALYSIS

CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 1/8/2018

HISTORY >>



SUMMARY >>

Summary Statistics for Active Listings		End of December		
		2017	2016	Change
Active Listings		183	180	1.7%
Months' Supply		2.4	2.3	5.7%
Volume (1,000s)		53,290	54,953	-3.0%
Average	List Price	291,203	305,295	-4.6%
	Days on Market	117	139	-15.9%
	Percent of Original	98.2%	97.3%	0.9%
Median	List Price	265,900	245,000	8.5%
	Days on Market	77	96	-19.8%
	Percent of Original	100.0%	100.0%	0.0%

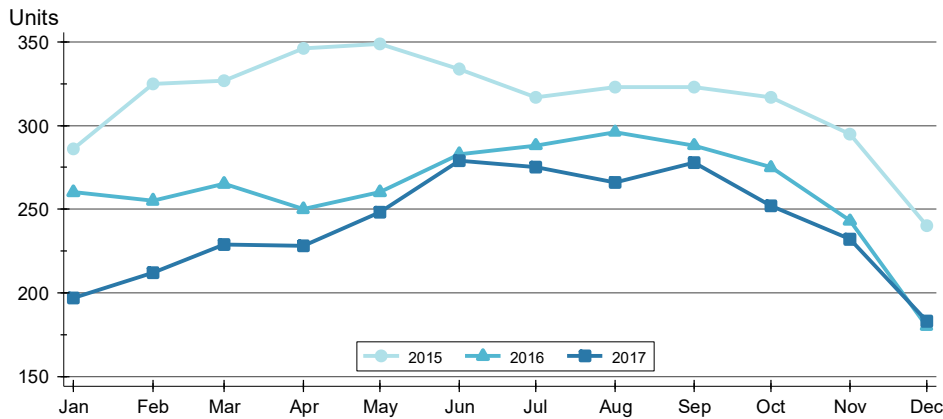
A total of 183 homes were available for sale in the City of Lawrence at the end of December. This represents a 2.4 months' supply of active listings.

The median list price of homes on the market at the end of December was \$265,900, up 8.5% from 2016. The typical time on market for active listings was 77 days, down from 96 days a year earlier.

ACTIVE LISTINGS ANALYSIS

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 1/8/2018**

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	183

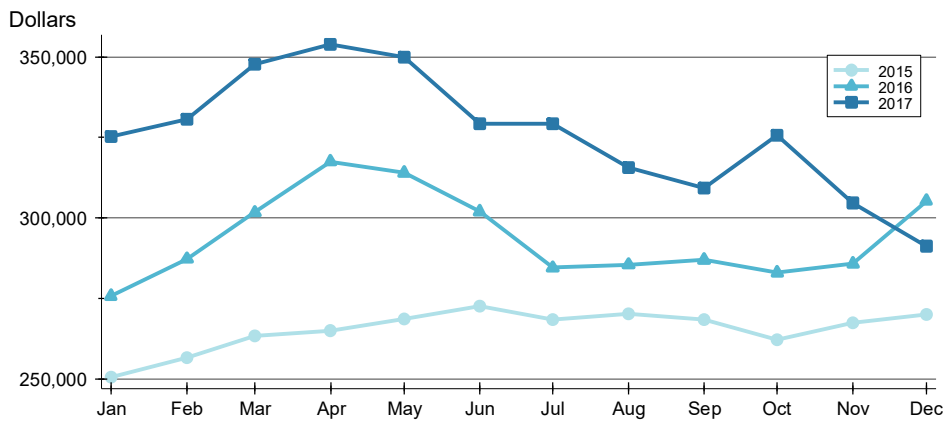
BY PRICE RANGE »

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	10	5.5%	17	N/A	1,722	1,413	49	37	96.7%	100.0%
\$50,000-\$99,999	18	9.8%	1,571	2.6	87,273	89,900	92	80	95.5%	100.0%
\$100,000-\$149,999	32	17.5%	4,050	2.3	126,559	125,000	79	75	97.6%	100.0%
\$150,000-\$199,999	19	10.4%	3,310	1.1	174,184	169,900	68	53	98.1%	100.0%
\$200,000-\$249,999	7	3.8%	1,547	0.5	221,029	219,900	86	89	98.6%	100.0%
\$250,000-\$299,999	18	9.8%	4,903	2.3	272,378	274,900	63	50	98.8%	100.0%
\$300,000-\$349,999	25	13.7%	8,298	3.1	331,932	334,900	132	83	99.3%	100.0%
\$350,000-\$399,999	17	9.3%	6,328	N/A	372,215	369,900	111	68	99.4%	100.0%
\$400,000-\$449,999	9	4.9%	3,857	3.0	428,511	429,000	74	81	99.4%	100.0%
\$450,000-\$499,999	9	4.9%	4,251	9.0	472,322	464,900	148	166	98.9%	100.0%
\$500,000-\$599,999	3	1.6%	1,669	1.5	556,467	544,500	97	95	100.0%	100.0%
\$600,000-\$749,999	10	5.5%	6,864	10.0	686,390	667,450	512	198	97.9%	100.0%
\$750,000-\$999,999	4	2.2%	3,324	N/A	830,975	810,000	197	196	99.4%	100.0%
\$1,000,000 and up	2	1.1%	3,302	N/A	1,651,000	1,651,000	204	204	100.0%	100.0%
All price ranges	183	100.0%	53,290	2.4	291,203	265,900	117	77	98.2%	100.0%

ACTIVE LISTINGS ANALYSIS

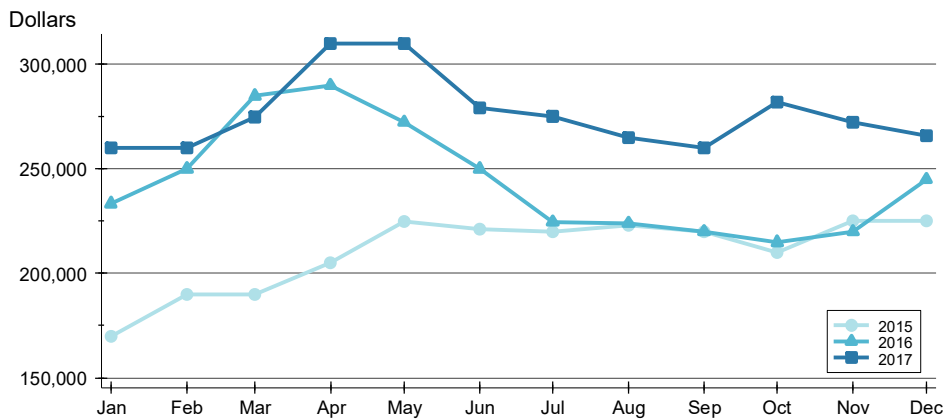
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 1/8/2018**

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	291,203

MEDIAN PRICE >>

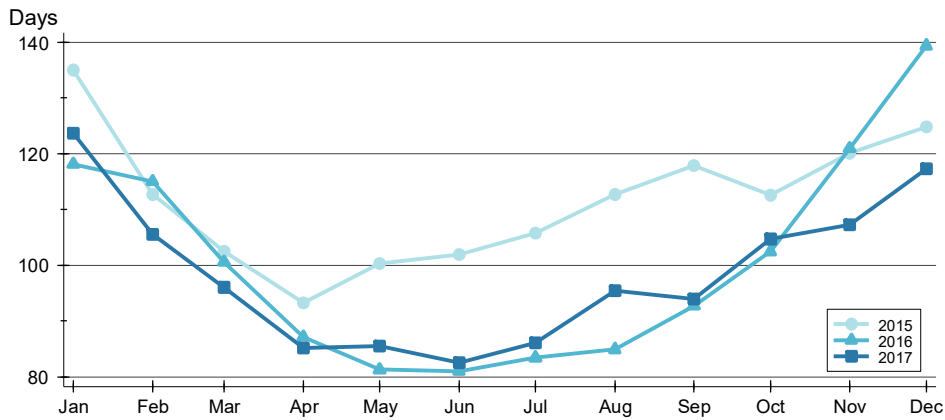


Month	2015	2016	2017
January	169,900	233,400	259,900
February	189,900	250,000	260,000
March	190,000	284,900	274,900
April	205,200	289,900	309,900
May	224,900	272,425	309,925
June	221,000	250,000	279,000
July	220,000	224,500	275,000
August	223,000	223,900	264,900
September	220,000	219,900	259,900
October	210,000	214,900	282,000
November	225,000	219,900	272,400
December	224,975	245,000	265,900

ACTIVE LISTINGS ANALYSIS

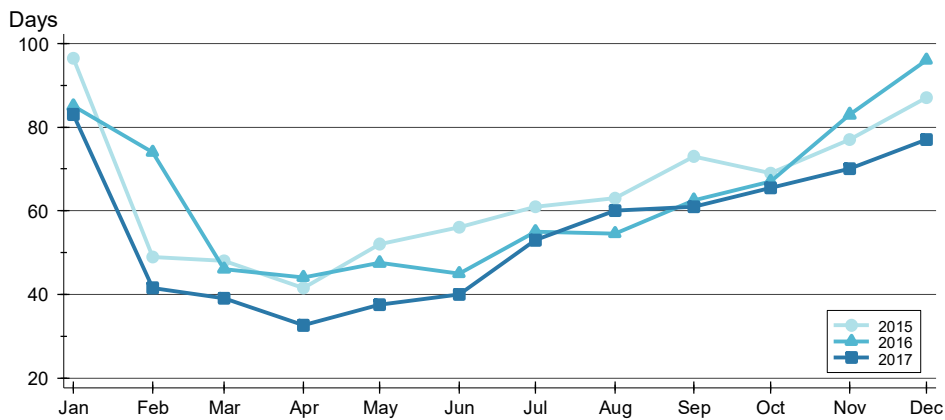
CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 1/8/2018

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	117

MEDIAN DOM >>

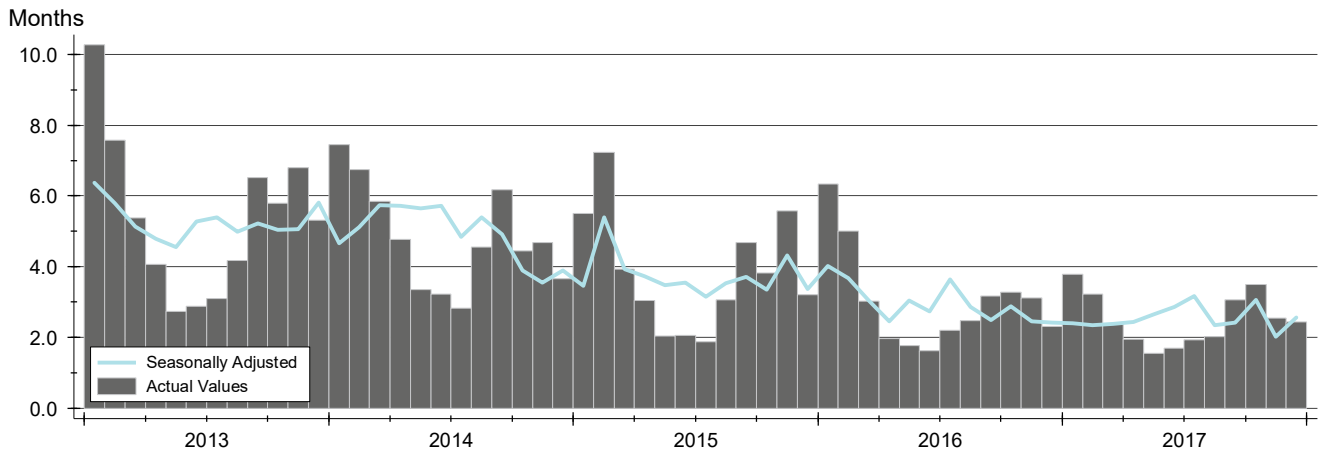


Month	2015	2016	2017
January	97	85	83
February	49	74	42
March	48	46	39
April	42	44	33
May	52	48	38
June	56	45	40
July	61	55	53
August	63	55	60
September	73	63	61
October	69	67	66
November	77	83	70
December	87	96	77

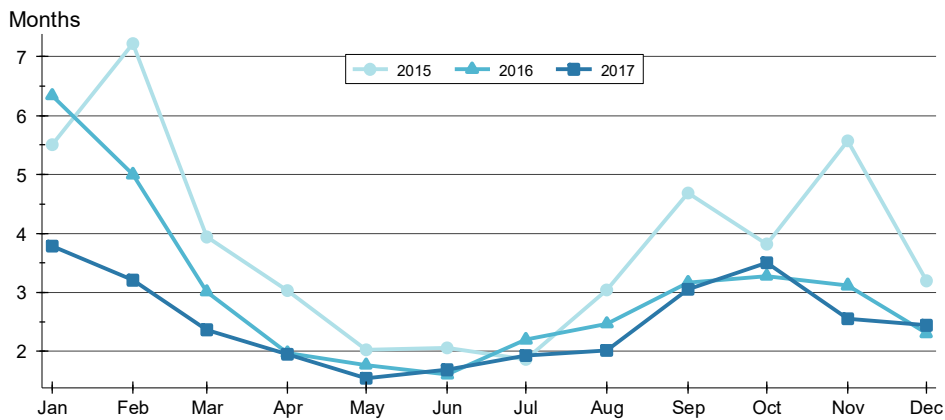
MONTHS' SUPPLY ANALYSIS

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 1/8/2018**

HISTORY >>



BY MONTH >>

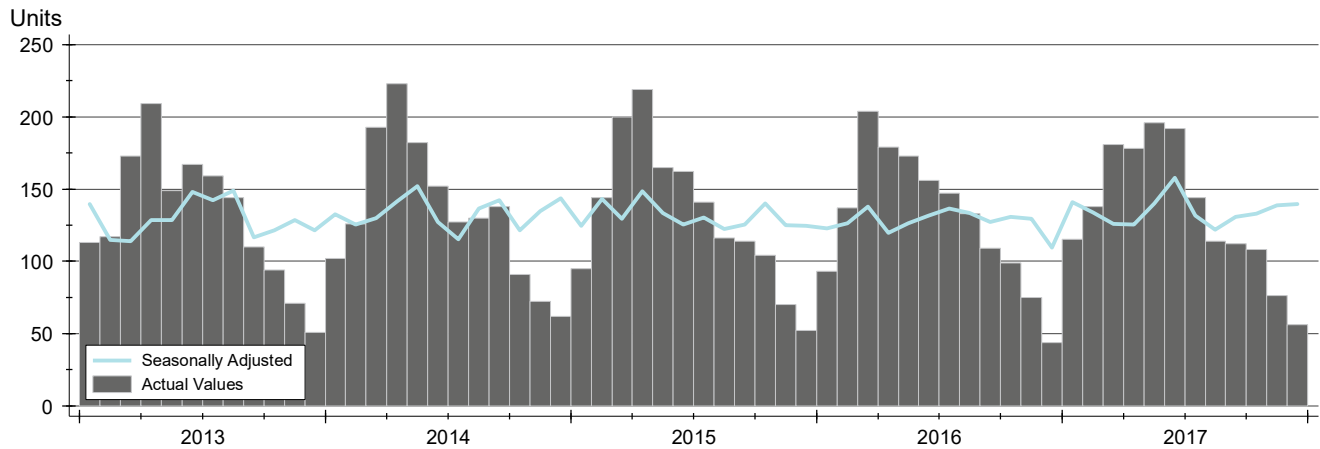


Month	2015	2016	2017
January	5.5	6.3	3.8
February	7.2	5.0	3.2
March	3.9	3.0	2.4
April	3.0	2.0	1.9
May	2.0	1.8	1.5
June	2.1	1.6	1.7
July	1.9	2.2	1.9
August	3.0	2.5	2.0
September	4.7	3.2	3.1
October	3.8	3.3	3.5
November	5.6	3.1	2.5
December	3.2	2.3	2.4

NEW LISTINGS ANALYSIS

CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 1/8/2018

HISTORY >>



SUMMARY >>

Summary Statistics for New Listings		December		
		2017	2016	Change
Current Month	New Listings	56	44	27.3%
	Volume (1,000s)	12,834	7,961	61.2%
	Average List Price	229,186	180,940	26.7%
	Median List Price	188,700	179,900	4.9%
YTD	New Listings	1,610	1,549	3.9%
	Volume (1,000s)	372,660	339,252	9.8%
	Average List Price	231,466	219,014	5.7%
	Median List Price	185,000	180,000	2.8%

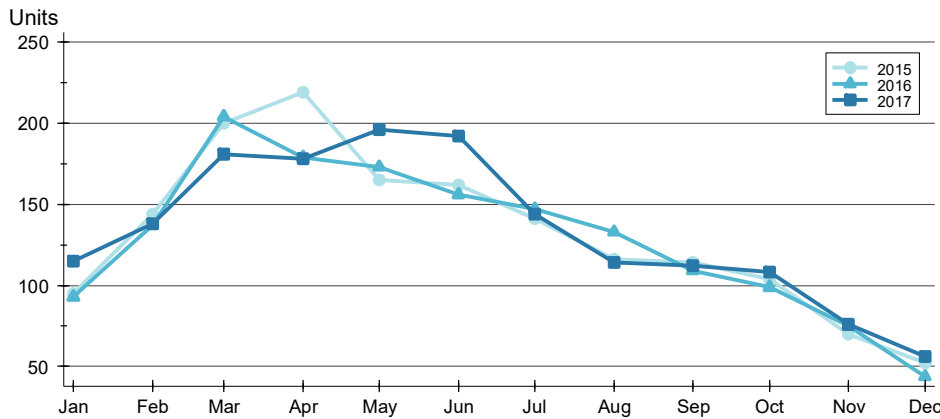
A total of 56 new listings were added in the City of Lawrence during December, up 27.3% from the same month in 2016. Year-to-date the City of Lawrence has seen 1,610 new listings.

The median list price of these homes was \$188,700 up from \$179,900 in 2016.

NEW LISTINGS ANALYSIS

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 1/8/2018**

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	192
July	141	147	144
August	116	133	114
September	114	109	112
October	104	99	108
November	70	75	76
December	52	44	56

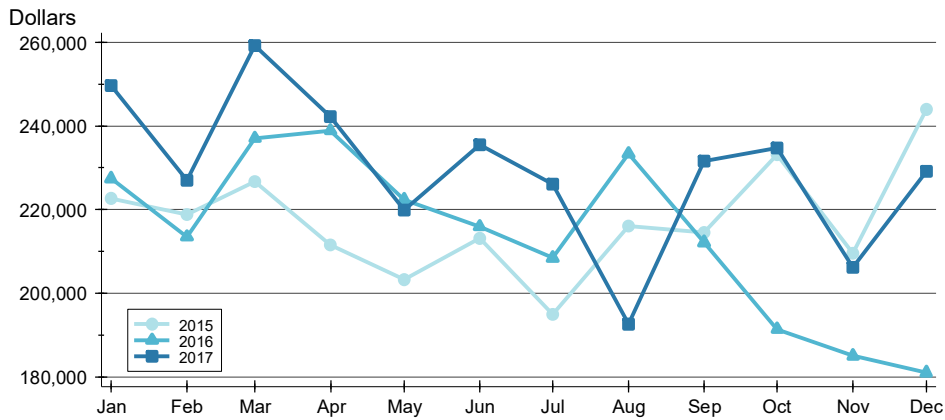
BY PRICE RANGE >>

Price Range	New Listings			List Price	
	Number	Percent	Volume	Average	Median
Below \$50,000	5	8.9%	8	1,535	1,325
\$50,000-\$99,999	5	8.9%	404	80,880	87,500
\$100,000-\$149,999	10	17.9%	1,281	128,070	127,500
\$150,000-\$199,999	11	19.6%	1,942	176,541	179,900
\$200,000-\$249,999	4	7.1%	930	232,475	236,200
\$250,000-\$299,999	8	14.3%	2,153	269,125	271,950
\$300,000-\$349,999	2	3.6%	665	332,400	332,400
\$350,000-\$399,999	2	3.6%	787	393,450	393,450
\$400,000-\$449,999	4	7.1%	1,714	428,475	432,000
\$450,000-\$499,999	1	1.8%	475	475,000	475,000
\$500,000-\$599,999	1	1.8%	569	569,000	569,000
\$600,000-\$749,999	3	5.4%	1,907	635,725	644,900
\$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	56	100.0%	12,834	229,186	188,700

NEW LISTINGS ANALYSIS

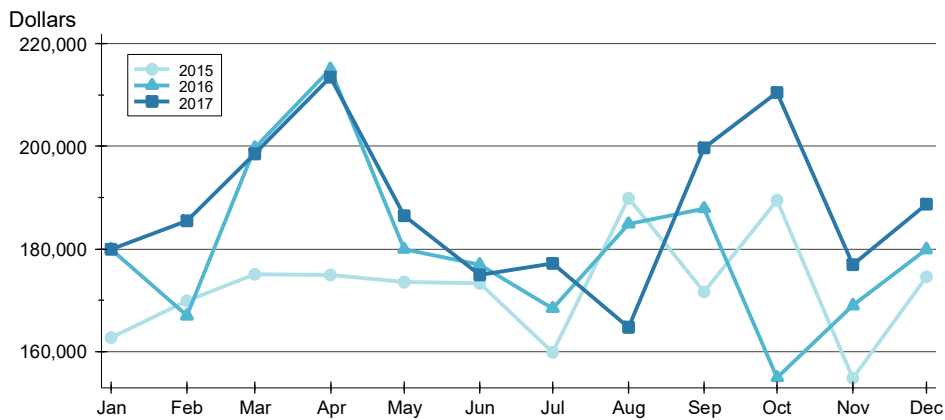
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 1/8/2018**

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	235,441
July	194,869	208,426	226,102
August	216,060	233,330	192,517
September	214,415	212,135	231,573
October	233,084	191,367	234,696
November	209,598	185,005	206,211
December	244,022	180,940	229,186

MEDIAN PRICE >>

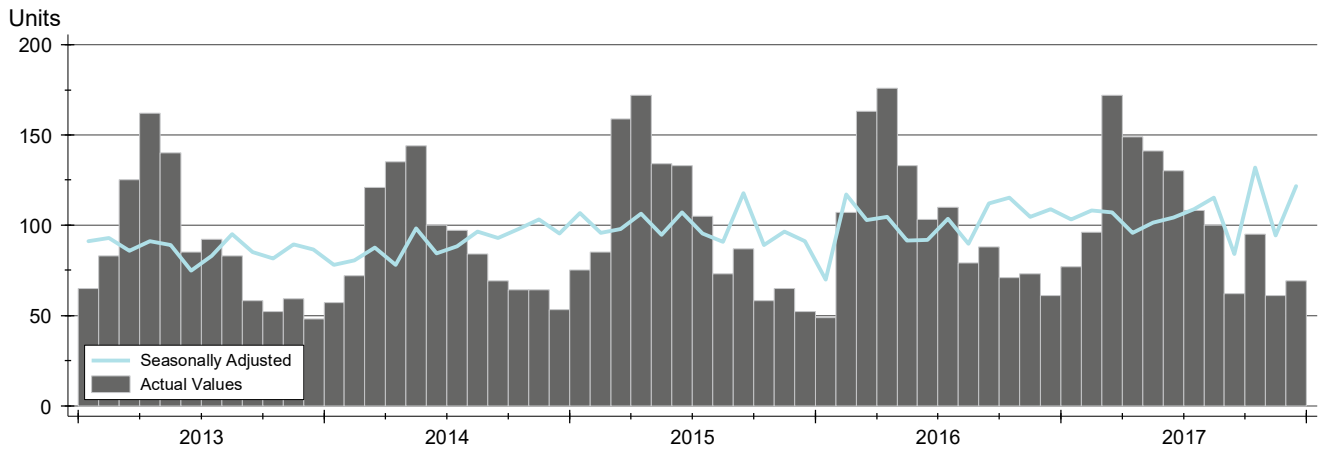


Month	2015	2016	2017
January	162,800	180,000	179,999
February	169,900	167,000	185,500
March	175,000	199,700	198,500
April	174,900	215,000	213,450
May	173,500	180,000	186,450
June	173,250	177,000	174,950
July	159,900	168,450	177,200
August	189,925	184,900	164,700
September	171,700	187,900	199,700
October	189,450	155,000	210,500
November	154,900	169,000	177,000
December	174,500	179,900	188,700

CONTRACTS WRITTEN ANALYSIS

CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 1/8/2018

HISTORY >>



SUMMARY >>

Summary Statistics for Contracts Written		December			Year-to-Date		
		2017	2016	Change	2017	2016	Change
Closed Listings		69	61	13.1%	1,260	1,213	3.9%
Volume (1,000s)		16,801	13,054	28.7%	278,442	263,459	5.7%
Average	Sale Price	243,495	214,007	13.8%	220,986	217,196	1.7%
	Days on Market	64	74	-13.9%	40	48	-16.8%
	Percent of Original	98.6%	94.7%	4.2%	97.8%	96.7%	1.2%
Median	Sale Price	210,000	189,000	11.1%	180,000	179,900	0.1%
	Days on Market	27	52	-48.1%	12	19	-36.8%
	Percent of Original	100.0%	96.8%	3.3%	99.7%	98.3%	1.4%

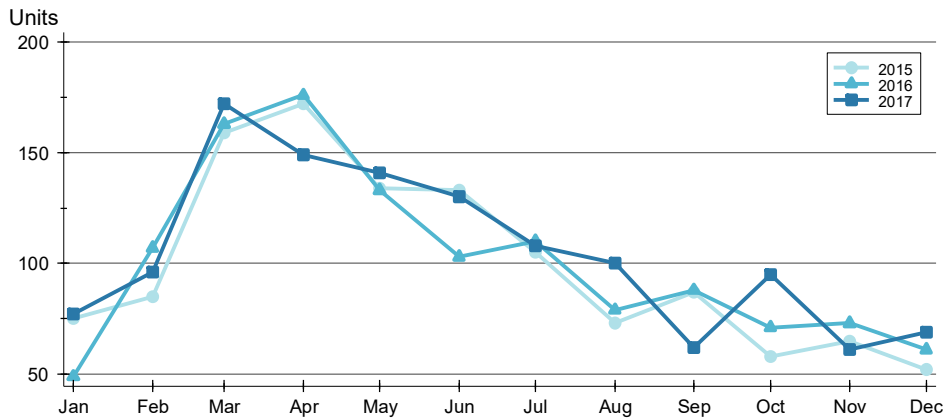
A total of 69 contracts for sale were written in the City of Lawrence during the month of December, up from 61 in 2016. The median list price of these homes was \$210,000, up from \$189,000 the prior year.

Half of the homes that went under contract in December were on the market less than 27 days, compared to 52 days in December 2016.

CONTRACTS WRITTEN ANALYSIS

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 1/8/2018**

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	108
August	73	79	100
September	87	88	62
October	58	71	95
November	65	73	61
December	52	61	69

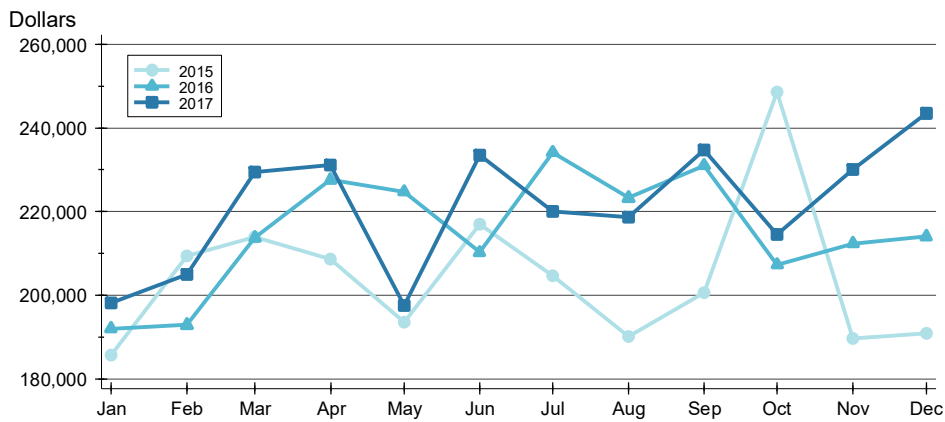
BY PRICE RANGE »

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	3	4.3%	221	73,667	70,000	56	27	92.7%	100.0%
\$100,000-\$149,999	13	18.8%	1,708	131,400	130,000	23	11	99.1%	100.0%
\$150,000-\$199,999	16	23.2%	2,836	177,256	181,400	48	25	98.2%	100.0%
\$200,000-\$249,999	13	18.8%	2,972	228,623	234,000	63	22	99.6%	100.0%
\$250,000-\$299,999	8	11.6%	2,147	268,363	264,900	91	49	99.3%	100.0%
\$300,000-\$349,999	6	8.7%	1,981	330,133	333,700	139	88	98.8%	100.0%
\$350,000-\$399,999	1	1.4%	395	395,000	395,000	67	67	100.0%	100.0%
\$400,000-\$449,999	3	4.3%	1,300	433,267	425,000	52	6	100.0%	100.0%
\$450,000-\$499,999	2	2.9%	975	487,450	487,450	20	20	99.5%	99.5%
\$500,000-\$599,999	3	4.3%	1,664	554,667	550,000	175	250	96.4%	100.0%
\$600,000-\$749,999	1	1.4%	602	602,376	602,376	0	0	100.0%	100.0%
\$750,000-\$999,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
All price ranges	69	100.0%	16,801	243,495	210,000	64	27	98.6%	100.0%

CONTRACTS WRITTEN ANALYSIS

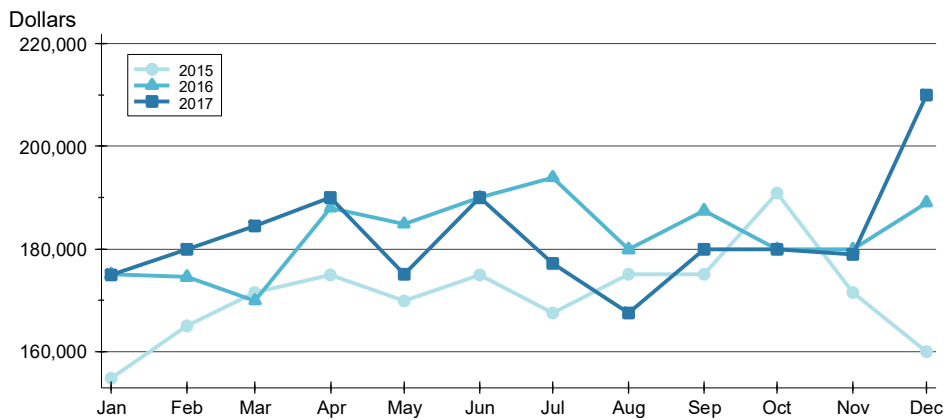
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 1/8/2018**

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	233,397
July	204,684	234,155	220,034
August	190,140	223,244	218,628
September	200,553	231,023	234,715
October	248,550	207,307	214,525
November	189,669	212,365	230,135
December	190,844	214,007	243,495

MEDIAN PRICE >>

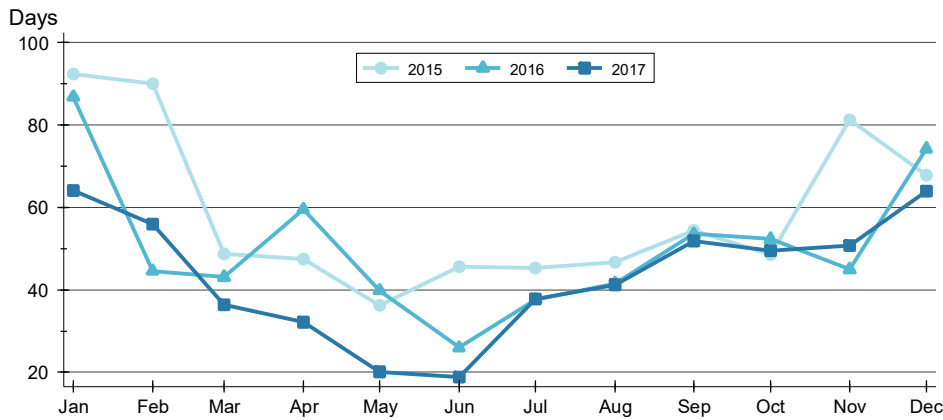


Month	2015	2016	2017
January	154,900	175,000	174,900
February	165,000	174,500	179,950
March	171,500	169,900	184,450
April	174,900	188,000	190,000
May	169,900	184,900	175,000
June	174,900	190,000	189,950
July	167,500	193,950	177,200
August	175,000	179,900	167,500
September	175,000	187,450	179,950
October	190,900	179,900	179,900
November	171,500	179,900	179,000
December	159,950	189,000	210,000

CONTRACTS WRITTEN ANALYSIS

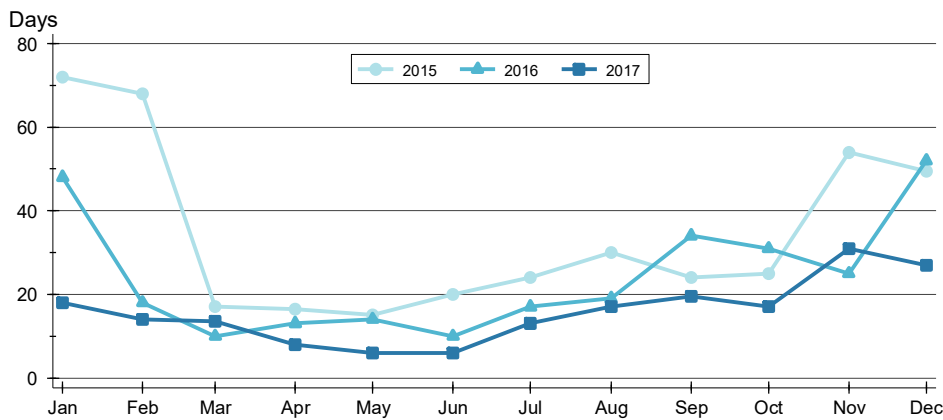
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 1/8/2018**

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	38
August	47	41	41
September	54	53	52
October	49	52	49
November	81	45	51
December	68	74	64

MEDIAN DOM

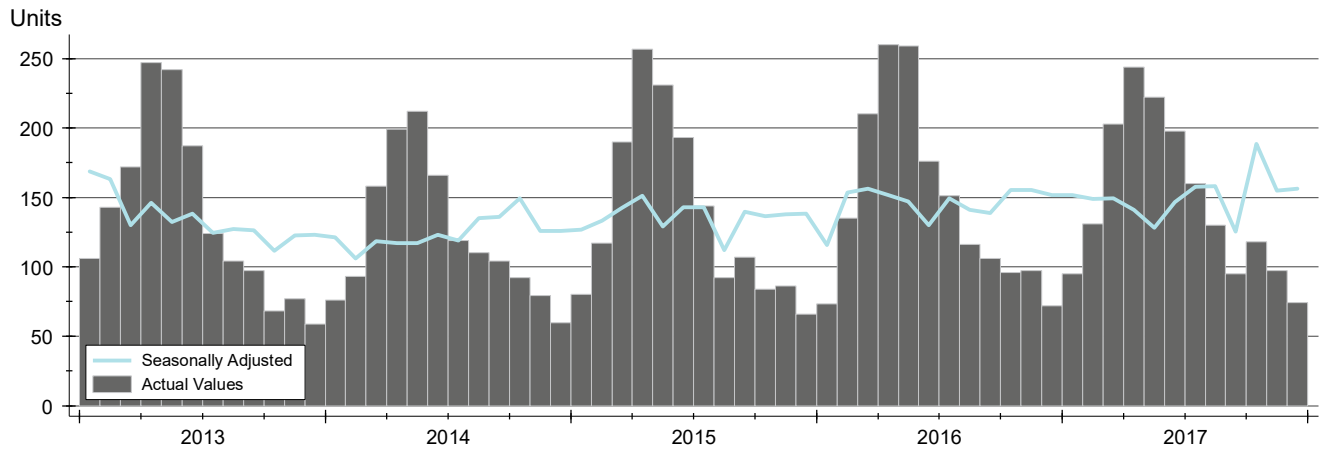


Month	2015	2016	2017
January	72	48	18
February	68	18	14
March	17	10	14
April	17	13	8
May	15	14	6
June	20	10	6
July	24	17	13
August	30	19	17
September	24	34	20
October	25	31	17
November	54	25	31
December	50	52	27

PENDING CONTRACTS ANALYSIS

CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 1/8/2018

HISTORY >>



SUMMARY >>

Summary Statistics for Active Listings		End of December		
		2017	2016	Change
Active Listings		74	72	2.8%
Volume (1,000s)		21,132	17,433	21.2%
Average	List Price	285,572	242,126	17.9%
	Days on Market	76	71	6.9%
	Percent of Original	98.5%	97.7%	0.8%
Median	List Price	236,250	253,700	-6.9%
	Days on Market	30	54	-43.9%
	Percent of Original	100.0%	100.0%	0.0%

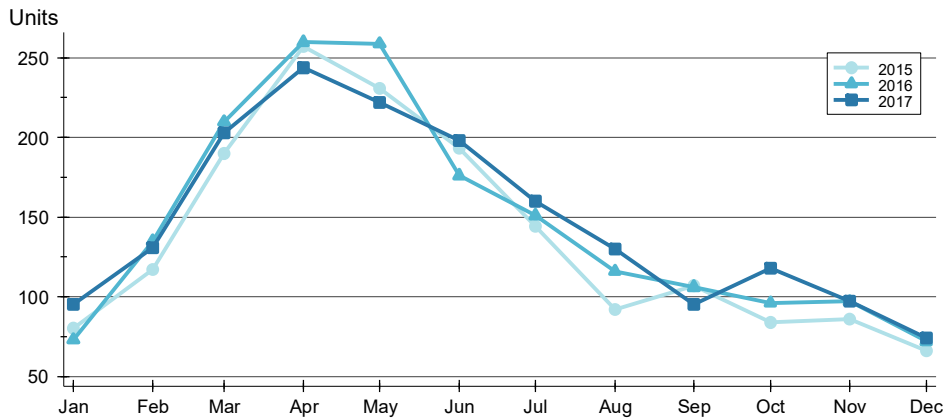
A total of 74 listings in the City of Lawrence had contracts pending at the end of December, up from 72 contracts pending at the end of December 2016.

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 1/8/2018**

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	74

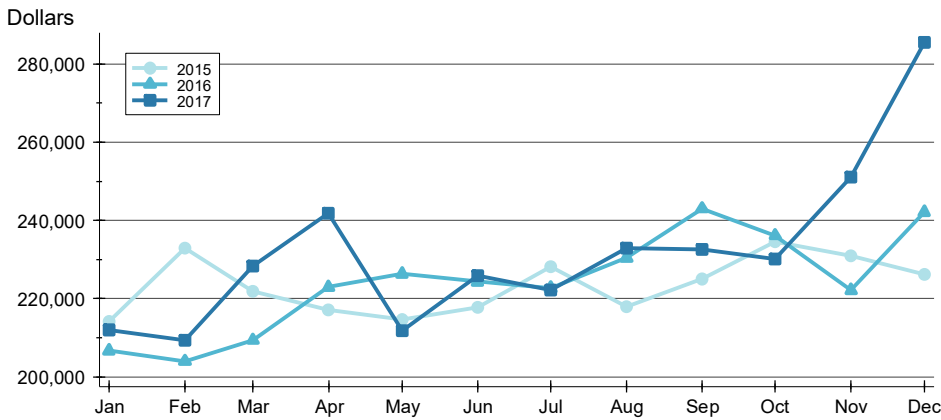
BY PRICE RANGE >>

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	1.4%	65	65,000	65,000	20	20	100.0%	100.0%
\$100,000-\$149,999	12	16.2%	1,563	130,279	132,500	29	11	97.7%	100.0%
\$150,000-\$199,999	16	21.6%	2,877	179,809	183,900	44	25	97.5%	100.0%
\$200,000-\$249,999	11	14.9%	2,510	228,182	232,000	45	4	101.0%	100.0%
\$250,000-\$299,999	13	17.6%	3,547	272,815	274,900	90	65	97.7%	100.0%
\$300,000-\$349,999	7	9.5%	2,291	327,271	335,000	64	68	99.6%	100.0%
\$350,000-\$399,999	2	2.7%	775	387,450	387,450	47	47	100.0%	100.0%
\$400,000-\$449,999	3	4.1%	1,342	447,300	447,000	179	177	100.0%	100.0%
\$450,000-\$499,999	3	4.1%	1,415	471,600	464,900	50	39	98.6%	100.0%
\$500,000-\$599,999	4	5.4%	2,220	554,975	547,500	301	263	97.3%	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	2.7%	2,528	1,264,000	1,264,000	242	242	96.4%	96.4%
All price ranges	74	100.0%	21,132	285,572	236,250	76	30	98.5%	100.0%

PENDING CONTRACTS ANALYSIS

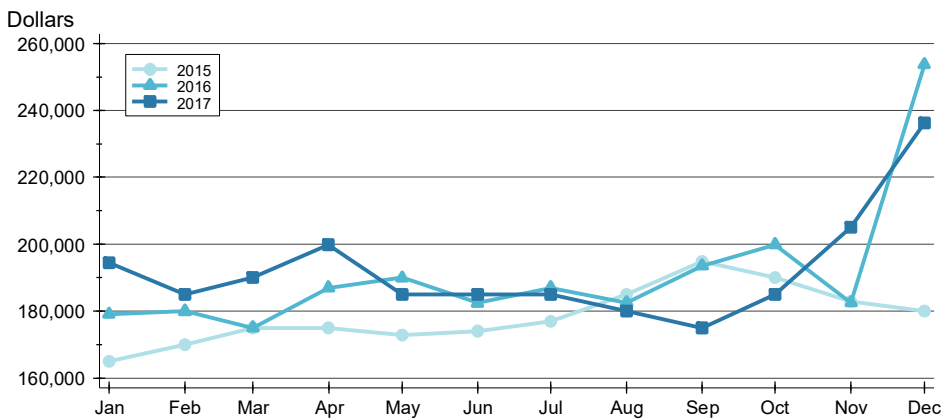
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 1/8/2018**

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	285,572

MEDIAN PRICE

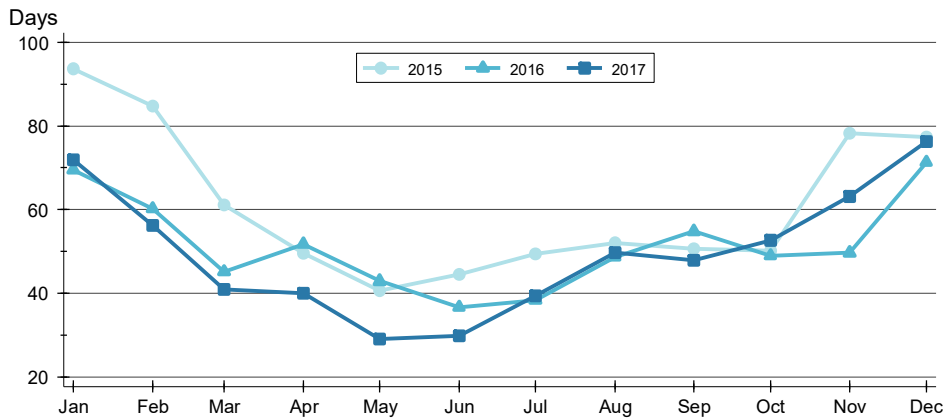


Month	2015	2016	2017
January	164,950	179,000	194,500
February	169,900	179,950	185,000
March	174,900	175,000	189,900
April	174,900	186,950	199,900
May	172,900	189,900	184,900
June	173,900	182,450	185,000
July	176,950	187,000	184,900
August	184,900	182,500	179,950
September	194,900	193,500	175,000
October	189,900	199,925	185,000
November	182,950	182,500	205,000
December	179,975	253,700	236,250

PENDING CONTRACTS ANALYSIS

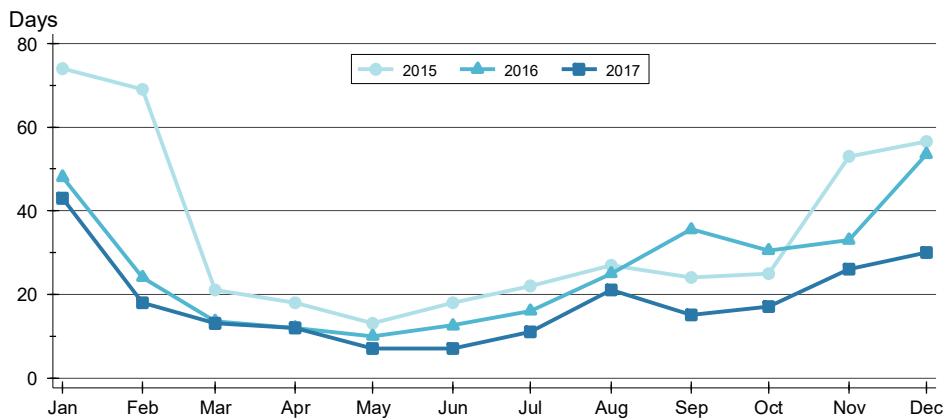
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 1/8/2018**

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	76

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	30