

LAWRENCE MLS STATISTICS



OCTOBER 2018 >>

MARKET OVERVIEW >>

Lawrence City Home Sales Rose in October

Total home sales in the City of Lawrence rose by 13.9% last month to 82 units, compared to 72 units in October 2017. Total sales volume was \$20.4 million, up 28.8% from a year earlier.

The median sale price in October was \$217,500, up from \$174,450 a year earlier. Homes that sold in October were typically on the market for 22 days and sold for 98.5% of their list prices.

Lawrence City Active Listings Remain the same at End of October

The total number of active listings in the City of Lawrence at the end of October was 252 units, the same as in October 2017. 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 October was \$263,950.

During October, a total of 69 contracts were written down from 95 in October 2017. At the end of the month, there were 98 contracts pending, compared to 118 at the end of October 2017.

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		October		
Current Month		2018	2017	Change
Summary Statistics				
Home Sales		82	72	13.9%
Active Listings		252	252	0.0%
Months' Supply		2.4	2.4	0.6%
New Listings		98	108	-9.3%
Contracts Written		69	95	-27.4%
Pending Contracts		98	118	-16.9%
Sales Volume (1,000s)		20,437	15,865	28.8%
Average	Sale Price	249,226	220,342	13.1%
	List Price of Actives	308,599	325,729	-5.3%
	Days on Market	38	38	-0.1%
	Percent of List	97.5%	98.3%	-0.8%
	Percent of Original	96.6%	97.1%	-0.5%
Median	Sale Price	217,500	174,450	24.7%
	List Price of Actives	263,950	282,000	-6.4%
	Days on Market	22	15	46.7%
	Percent of List	98.5%	98.8%	-0.3%
	Percent of Original	97.4%	98.3%	-1.0%

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THREE-YEAR COMPARISONS

SUMMARY >>

BREAKDOWNS BY HOME TYPE CITY OF LAWRENCE AS OF 11/8/2018

October MLS Statistics		2018			2017			2016			
By Property Type		Total	Existing	New	Total	Existing	New	Total	Existing	New	
Home Sales		82	75	7	72	63	9	84	78	6	
	Change from prior year	13.9%	19.0%	-22.2%	-14.3%	-19.2%	50.0%	1.2%	6.8%	-40.0%	
Active Listings		252	200	52	252	188	64	275	222	53	
	Change from prior year	0.0%	6.4%	-18.8%	-8.4%	-15.3%	20.8%	-13.2%	-19.3%	26.2%	
Months' Supply		2.4	2.2	4.9	2.4	2.0	6.6	2.8	2.4	6.8	
	Change from prior year	0.6%	8.2%	-26.4%	-13.3%	-18.6%	-3.2%	-11.9%	-17.8%	23.5%	
New Listings		98	83	15	108	98	10	99	89	10	
	Change from prior year	-9.3%	-15.3%	50.0%	9.1%	10.1%	0.0%	-4.8%	-3.3%	-16.7%	
Contracts Written		69	60	9	95	88	7	71	62	9	
	Change from prior year	-27.4%	-31.8%	28.6%	33.8%	41.9%	-22.2%	22.4%	19.2%	50.0%	
Pending Contracts		98	83	15	118	108	10	96	77	19	
	Change from prior year	-16.9%	-23.1%	50.0%	22.9%	40.3%	-47.4%	14.3%	5.5%	72.7%	
Sales Volume (1,000s)		20,437	18,010	2,427	15,865	13,035	2,830	18,243	16,142	2,101	
	Change from prior year	28.8%	38.2%	-14.2%	-13.0%	-19.2%	34.7%	2.7%	14.1%	-41.9%	
Average	Sale Price	249,226	240,128	346,700	220,342	206,899	314,440	217,177	206,946	350,183	
		Change from prior year	13.1%	16.1%	10.3%	1.5%	0.0%	-10.2%	1.4%	6.7%	-3.2%
	List Price of Actives	308,599	293,049	368,405	325,729	307,534	379,177	282,919	258,480	385,287	
		Change from prior year	-5.3%	-4.7%	-2.8%	15.1%	19.0%	-1.6%	8.0%	5.2%	4.3%
	Days on Market	38	33	89	38	32	77	58	51	146	
		Change from prior year	0.0%	2.4%	15.7%	-34.7%	-36.9%	-47.5%	15.0%	19.6%	38.1%
Percent of List		97.5%	97.3%	99.5%	98.3%	97.8%	101.3%	97.4%	97.2%	99.7%	
		Change from prior year	-0.8%	-0.6%	-1.8%	0.9%	0.6%	1.5%	-0.1%	0.1%	-0.6%
	Percent of Original	96.6%	96.5%	98.3%	97.1%	96.5%	101.6%	94.6%	94.3%	98.9%	
	Change from prior year	-0.5%	0.0%	-3.3%	2.6%	2.3%	2.7%	-1.5%	-1.2%	-1.4%	
Median	Sale Price	217,500	203,500	325,000	174,450	167,650	337,900	173,250	169,900	354,900	
		Change from prior year	24.7%	21.4%	-3.8%	0.7%	-1.3%	-4.8%	-7.8%	-2.9%	7.8%
	List Price of Actives	263,950	229,900	348,900	282,000	238,450	349,900	214,900	185,000	349,900	
		Change from prior year	-6.4%	-3.6%	-0.3%	31.2%	28.9%	0.0%	2.3%	2.8%	12.9%
	Days on Market	22	20	115	15	13	78	37	35	108	
		Change from prior year	46.7%	53.8%	47.4%	-58.9%	-62.3%	-27.8%	52.1%	43.8%	272.4%
Percent of List		98.5%	98.3%	100.0%	98.8%	98.5%	100.0%	99.2%	98.7%	100.0%	
		Change from prior year	-0.3%	-0.2%	0.0%	-0.4%	-0.2%	0.0%	0.9%	0.6%	0.0%
Percent of Original		97.4%	97.3%	99.8%	98.3%	97.8%	100.0%	97.0%	96.3%	100.0%	
		Change from prior year	-1.0%	-0.5%	-0.2%	1.4%	1.6%	0.0%	-0.5%	-0.9%	-0.6%

YEAR-TO-DATE STATISTICS

SUMMARY >>

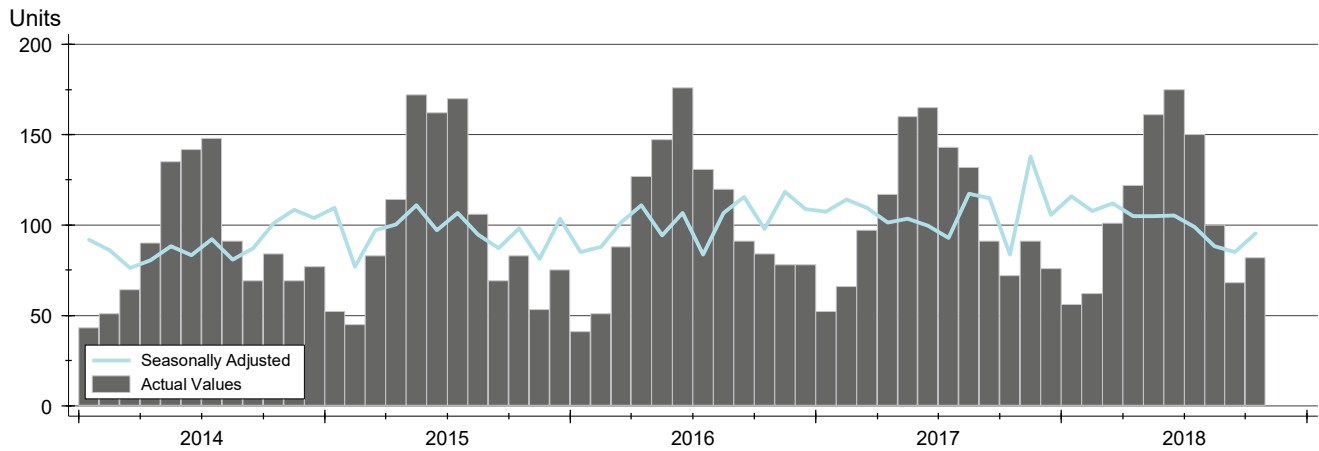
**YTD BREAKDOWNS BY HOME TYPE
CITY OF LAWRENCE
AS OF 11/8/2018**

Year-to-Date Activity By Property Type		2018			2017			2016		
		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		1,077	965	112	1,095	997	98	1,056	971	85
Change from prior year		-1.6%	-3.2%	14.3%	3.7%	2.7%	15.3%	0.0%	-1.0%	13.3%
New Listings		1,413	1,271	142	1,478	1,335	143	1,430	1,308	122
Change from prior year		-4.4%	-4.8%	-0.7%	3.4%	2.1%	17.2%	-2.1%	-3.2%	11.9%
Contracts Written		1,093	979	114	1,130	1,039	91	1,079	991	88
Change from prior year		-3.3%	-5.8%	25.3%	4.7%	4.8%	3.4%	-0.2%	-0.7%	6.0%
Sales Volume (1,000s)		254,790	216,166	38,624	236,700	204,933	31,767	225,870	196,358	29,512
Change from prior year		7.6%	5.5%	21.6%	4.8%	4.4%	7.6%	6.1%	4.6%	17.6%
Average	Sale Price	236,574	224,006	344,861	216,164	205,549	324,153	213,892	202,223	347,200
	Change from prior year	9.4%	9.0%	6.4%	1.1%	1.6%	-6.6%	6.1%	5.7%	3.8%
	Days on Market	36	28	103	38	31	112	48	40	137
	Change from prior year	-4.1%	-6.7%	-7.6%	-21.4%	-24.3%	-18.3%	-11.9%	-21.5%	41.8%
	Percent of List	98.8%	98.7%	99.8%	99.0%	98.8%	100.8%	98.3%	98.2%	99.9%
Median	Change from prior year	-0.2%	-0.2%	-1.0%	0.7%	0.7%	0.9%	0.4%	0.5%	-0.9%
	Percent of Original	97.8%	97.6%	99.4%	97.8%	97.6%	100.7%	96.8%	96.6%	99.2%
	Change from prior year	-0.1%	0.0%	-1.3%	1.0%	1.0%	1.5%	0.4%	0.5%	-1.2%
	Sale Price	200,000	191,000	337,450	180,000	175,000	305,450	178,000	170,000	315,000
	Change from prior year	11.1%	9.1%	10.5%	1.1%	2.9%	-3.0%	6.0%	4.6%	1.8%
Median	Days on Market	11	8	72	11	10	74	17	15	91
	Change from prior year	0.0%	-20.0%	-2.7%	-35.3%	-33.3%	-18.7%	-29.2%	-31.8%	31.9%
	Percent of List	100.0%	99.8%	100.0%	100.0%	100.0%	100.0%	99.2%	99.0%	100.0%
	Change from prior year	0.0%	-0.2%	0.0%	0.8%	1.0%	0.0%	0.4%	0.4%	0.0%
	Percent of Original	99.4%	98.9%	100.0%	99.5%	99.0%	100.0%	98.4%	98.2%	100.0%
Change from prior year	-0.1%	0.0%	0.0%	1.1%	0.8%	0.0%	0.6%	0.6%	0.0%	

CLOSED LISTINGS ANALYSIS

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 11/8/2018**

HISTORY >>



SUMMARY >>

Summary Statistics for Closed Listings		October			Year-to-Date		
		2018	2017	Change	2018	2017	Change
Closed Listings		82	72	13.9%	1,077	1,095	-1.6%
Volume (1,000s)		20,437	15,865	28.8%	254,790	236,700	7.6%
Average	Sale Price	249,226	220,342	13.1%	236,574	216,164	9.4%
	Days on Market	38	38	0.0%	36	38	-4.1%
	Percent of List	97.5%	98.3%	-0.8%	98.8%	99.0%	-0.2%
	Percent of Original	96.6%	97.1%	-0.5%	97.8%	97.8%	-0.1%
Median	Sale Price	217,500	174,450	24.7%	200,000	180,000	11.1%
	Days on Market	22	15	46.7%	11	11	0.0%
	Percent of List	98.5%	98.8%	-0.3%	100.0%	100.0%	0.0%
	Percent of Original	97.4%	98.3%	-1.0%	99.4%	99.5%	-0.1%

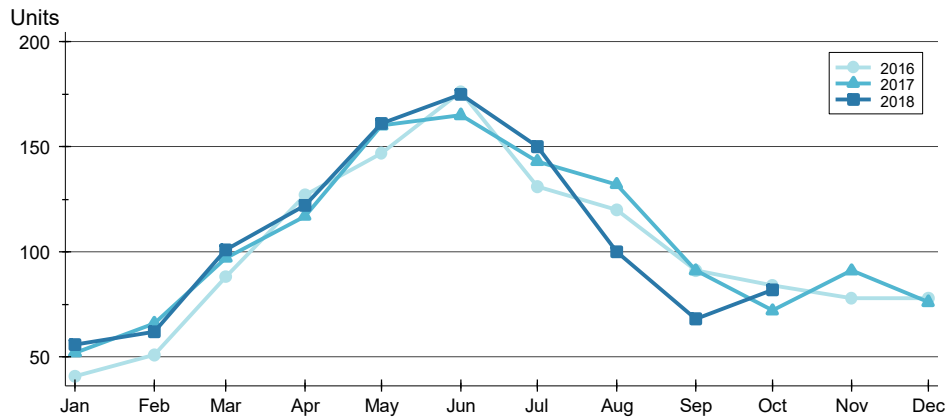
A total of 82 homes sold in the City of Lawrence in October, up from 72 units in October 2017. Total sales volume rose to \$20.4 million compared to \$15.9 million in the previous year.

The median sales price in October was \$217,500, up 24.7% compared to the prior year. Median days on market was 22 days, down from 23 days in September, but up from 15 in October 2017.

CLOSED LISTINGS ANALYSIS

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 11/8/2018**

BY MONTH >>



Month	2016	2017	2018
January	41	52	56
February	51	66	62
March	88	97	101
April	127	117	122
May	147	160	161
June	176	165	175
July	131	143	150
August	120	132	100
September	91	91	68
October	84	72	82
November	78	91	78
December	78	76	76

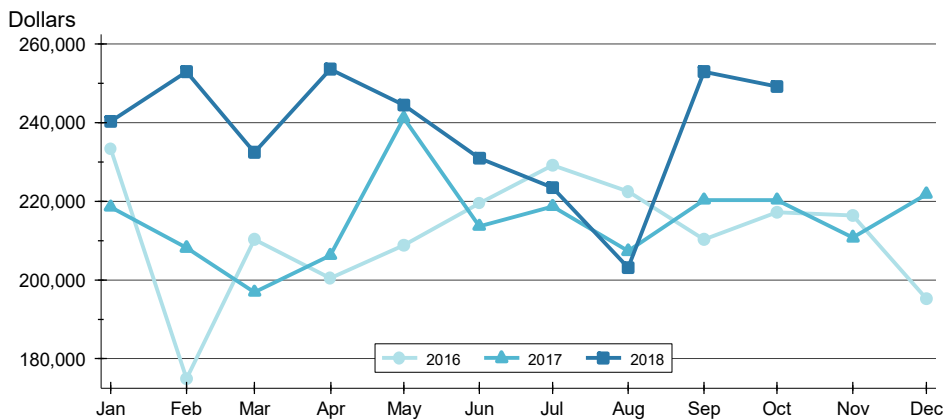
BY PRICE RANGE >>

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	1.2%	45	45,000	45,000	18	18	90.0%	90.0%	90.0%	90.0%
\$50,000-\$99,999	2	2.4%	190	94,950	94,950	28	28	100.0%	100.0%	100.0%	100.0%
\$100,000-\$149,999	14	17.1%	1,721	122,936	119,450	22	12	96.6%	97.0%	96.1%	97.0%
\$150,000-\$199,999	20	24.4%	3,483	174,170	175,000	18	16	98.3%	98.9%	97.6%	98.4%
\$200,000-\$249,999	10	12.2%	2,229	222,880	218,950	36	30	96.6%	97.3%	95.3%	96.7%
\$250,000-\$299,999	15	18.3%	4,173	278,187	284,000	32	17	98.4%	99.0%	97.2%	98.8%
\$300,000-\$349,999	4	4.9%	1,285	321,225	320,000	63	47	98.1%	97.8%	98.1%	97.8%
\$350,000-\$399,999	3	3.7%	1,122	373,833	377,500	39	21	97.3%	97.3%	95.1%	97.3%
\$400,000-\$449,999	6	7.3%	2,606	434,396	435,950	64	44	97.5%	97.4%	97.1%	97.4%
\$450,000-\$499,999	4	4.9%	1,898	474,563	472,625	160	162	95.2%	94.6%	93.5%	91.9%
\$500,000-\$599,999	2	2.4%	1,060	529,750	529,750	31	31	97.3%	97.3%	97.3%	97.3%
\$600,000-\$749,999	1	1.2%	625	625,000	625,000	54	54	96.2%	96.2%	96.2%	96.2%
\$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	82	100.0%	20,437	249,226	217,500	38	22	97.5%	98.5%	96.6%	97.4%

CLOSED LISTINGS ANALYSIS

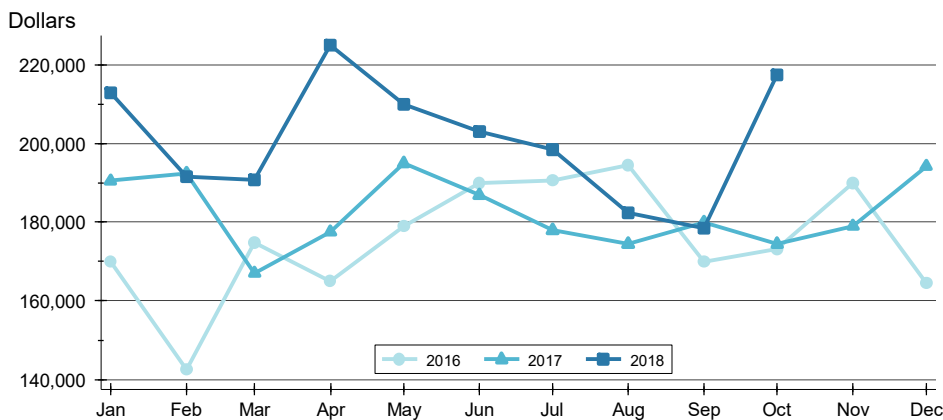
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 11/8/2018**

AVERAGE PRICE >>



Month	2016	2017	2018
January	233,262	218,493	240,374
February	174,926	208,115	252,989
March	210,252	196,836	232,361
April	200,417	206,180	253,668
May	208,744	241,178	244,499
June	219,511	213,594	230,888
July	229,199	218,722	223,423
August	222,494	207,312	203,043
September	210,369	220,309	253,003
October	217,177	220,342	249,226
November	216,434	210,760	
December	195,196	221,840	

MEDIAN PRICE >>

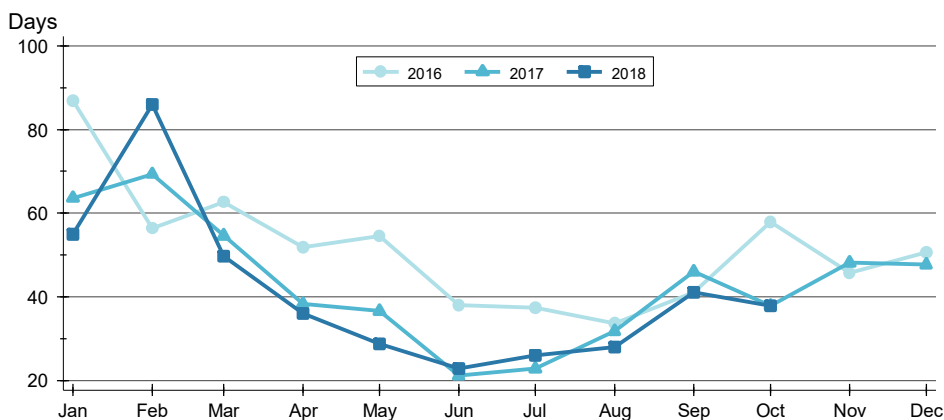


Month	2016	2017	2018
January	170,000	190,500	212,875
February	142,500	192,450	191,500
March	174,900	167,000	190,750
April	165,000	177,500	225,000
May	179,000	194,950	210,000
June	190,000	186,900	203,000
July	190,600	177,900	198,450
August	194,562	174,500	182,450
September	170,000	180,000	178,500
October	173,250	174,450	217,500
November	190,000	179,000	
December	164,500	194,204	

CLOSED LISTINGS ANALYSIS

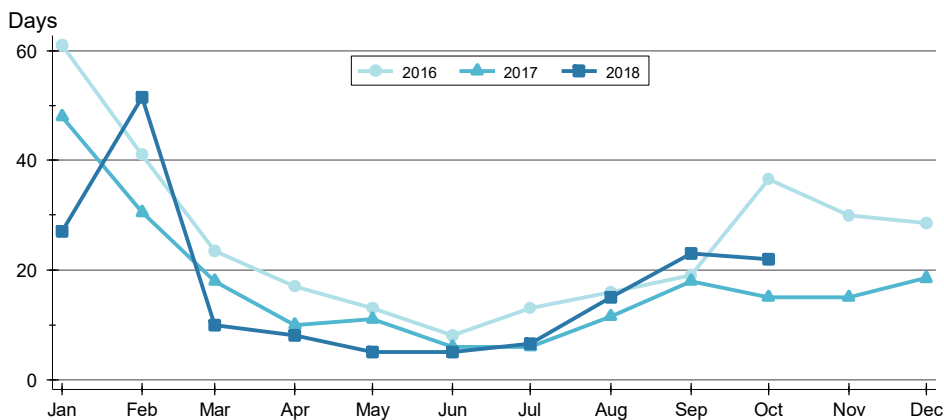
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 11/8/2018**

AVERAGE DOM >>



Month	2016	2017	2018
January	87	64	55
February	56	69	86
March	63	55	50
April	52	38	36
May	54	37	29
June	38	21	23
July	37	23	26
August	34	32	28
September	41	46	41
October	58	38	38
November	46	48	
December	51	48	

MEDIAN DOM >>

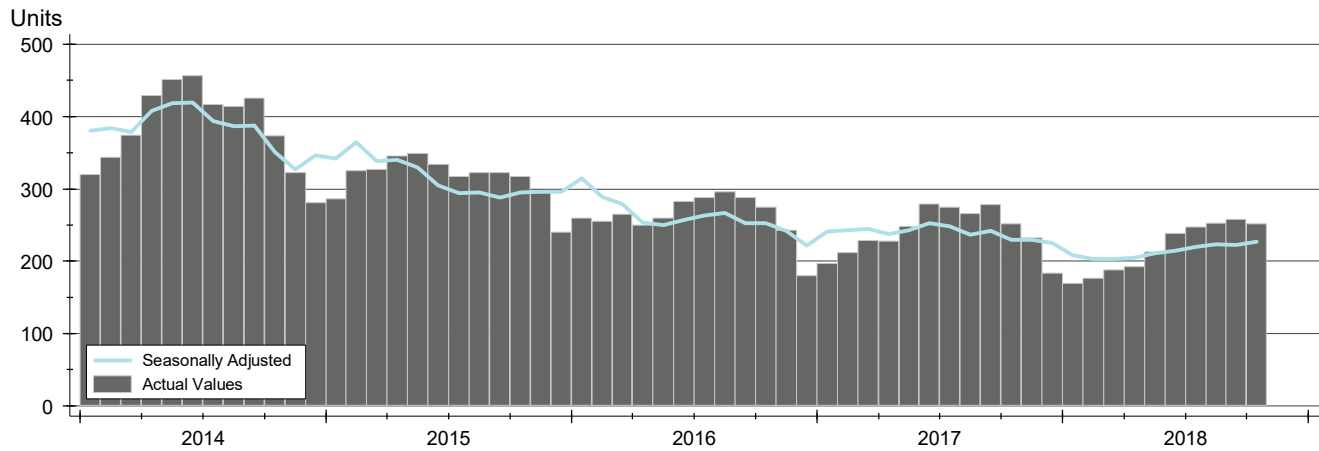


Month	2016	2017	2018
January	61	48	27
February	41	31	52
March	24	18	10
April	17	10	8
May	13	11	5
June	8	6	5
July	13	6	7
August	16	12	15
September	19	18	23
October	37	15	22
November	30	15	
December	29	19	

ACTIVE LISTINGS ANALYSIS

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 11/8/2018**

HISTORY >>



SUMMARY >>

Summary Statistics for Active Listings		End of October		
		2018	2017	Change
Active Listings		252	252	0.0%
Months' Supply		2.4	2.4	0.6%
Volume (1,000s)		77,767	82,084	-5.3%
Average	List Price	308,599	325,729	-5.3%
	Days on Market	81	105	-23.0%
	Percent of Original	97.7%	98.2%	-0.5%
Median	List Price	263,950	282,000	-6.4%
	Days on Market	55	66	-16.0%
	Percent of Original	100.0%	100.0%	0.0%

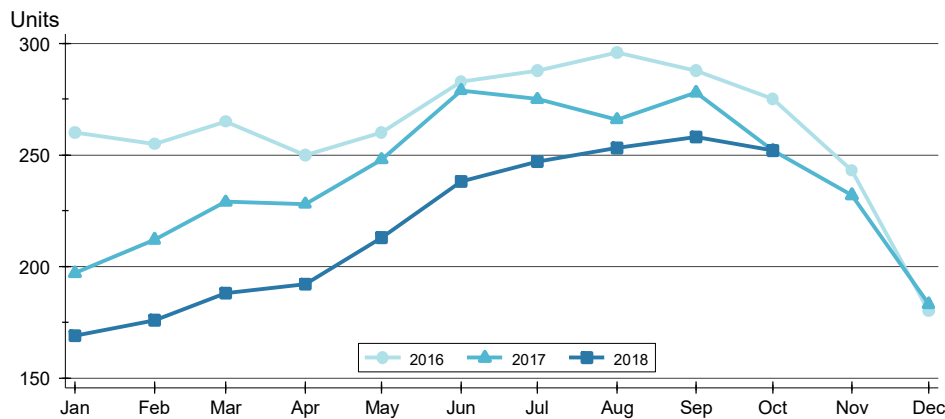
A total of 252 homes were available for sale in the City of Lawrence at the end of October. This represents a 2.4 months' supply of active listings.

The median list price of homes on the market at the end of October was \$263,950, down 6.4% from 2017. The typical time on market for active listings was 55 days, down from 66 days a year earlier.

ACTIVE LISTINGS ANALYSIS

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 11/8/2018**

BY MONTH >>



Month	2016	2017	2018
January	260	197	169
February	255	212	176
March	265	229	188
April	250	228	192
May	260	248	213
June	283	279	238
July	288	275	247
August	296	266	253
September	288	278	258
October	275	252	252
November	243	232	
December	180	183	

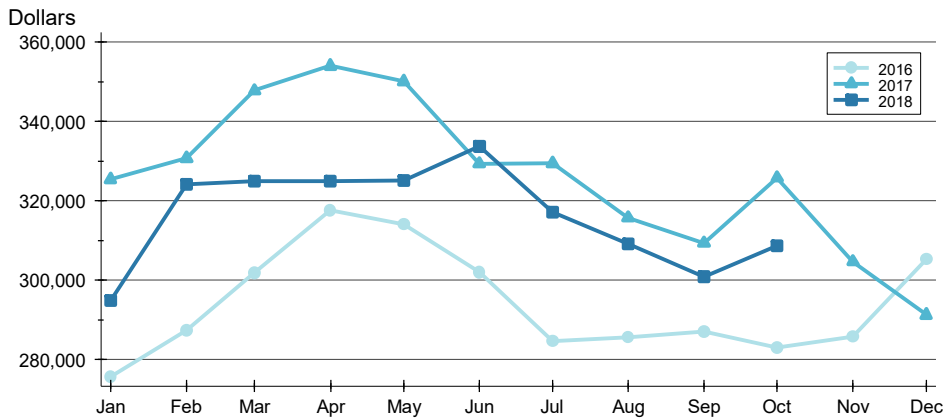
BY PRICE RANGE >>

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	7	2.8%	11	7.0	1,521	1,200	47	22	100.0%	100.0%
\$50,000-\$99,999	13	5.2%	1,148	6.5	88,294	89,950	125	41	96.3%	100.0%
\$100,000-\$149,999	30	11.9%	3,975	2.1	132,510	134,000	42	28	97.7%	100.0%
\$150,000-\$199,999	39	15.5%	6,841	2.0	175,405	174,000	61	57	97.5%	98.4%
\$200,000-\$249,999	31	12.3%	7,067	3.1	227,958	229,900	61	55	98.3%	100.0%
\$250,000-\$299,999	27	10.7%	7,433	1.8	275,306	274,900	60	43	97.4%	100.0%
\$300,000-\$349,999	27	10.7%	8,899	6.8	329,583	329,900	85	51	98.4%	100.0%
\$350,000-\$399,999	21	8.3%	7,783	7.0	370,624	365,900	71	56	97.8%	100.0%
\$400,000-\$449,999	11	4.4%	4,787	1.8	435,173	439,900	100	106	98.8%	100.0%
\$450,000-\$499,999	14	5.6%	6,552	3.5	467,964	459,750	115	68	98.2%	100.0%
\$500,000-\$599,999	13	5.2%	7,480	6.5	575,415	574,000	124	94	96.9%	99.2%
\$600,000-\$749,999	8	3.2%	5,419	8.0	677,425	674,950	191	142	93.8%	94.9%
\$750,000-\$999,999	8	3.2%	6,672	N/A	834,038	810,000	159	119	97.9%	100.0%
\$1,000,000 and up	3	1.2%	3,700	N/A	1,233,333	1,100,000	101	127	100.0%	100.0%
All price ranges	252	100.0%	77,767	3.1	308,599	263,950	81	55	97.7%	100.0%

ACTIVE LISTINGS ANALYSIS

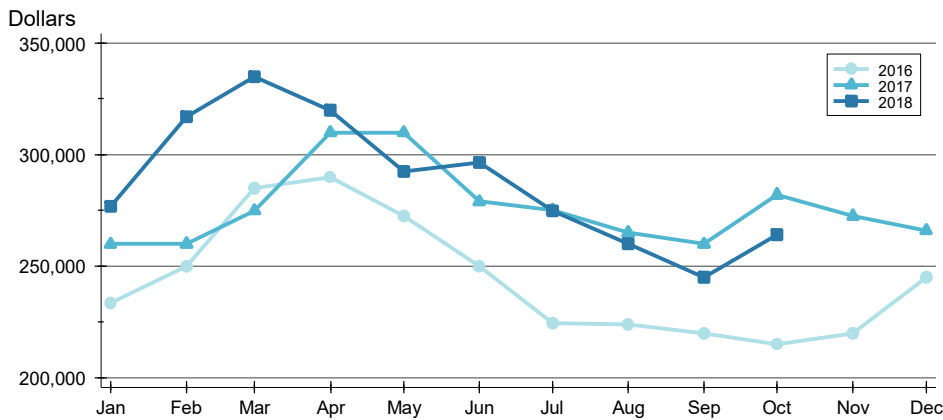
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 11/8/2018**

AVERAGE PRICE >>



Month	2016	2017	2018
January	275,715	325,311	294,789
February	287,274	330,726	324,140
March	301,745	347,737	324,921
April	317,535	353,962	324,822
May	314,005	350,052	325,028
June	301,965	329,280	333,679
July	284,507	329,384	317,060
August	285,471	315,698	309,090
September	286,966	309,294	300,891
October	282,919	325,729	308,599
November	285,735	304,602	
December	305,295	291,203	

MEDIAN PRICE >>

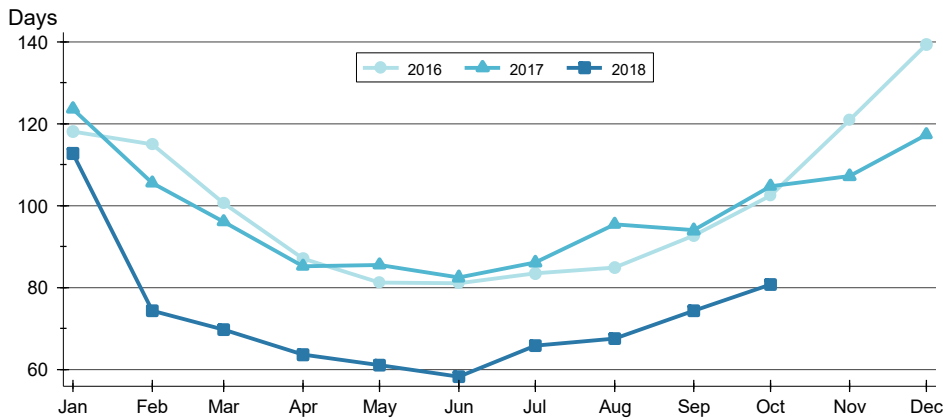


Month	2016	2017	2018
January	233,400	259,900	276,900
February	250,000	260,000	316,950
March	284,900	274,900	334,900
April	289,900	309,900	320,000
May	272,425	309,925	292,500
June	250,000	279,000	296,543
July	224,500	275,000	274,900
August	223,900	264,900	259,900
September	219,900	259,900	244,950
October	214,900	282,000	263,950
November	219,900	272,400	
December	245,000	265,900	

ACTIVE LISTINGS ANALYSIS

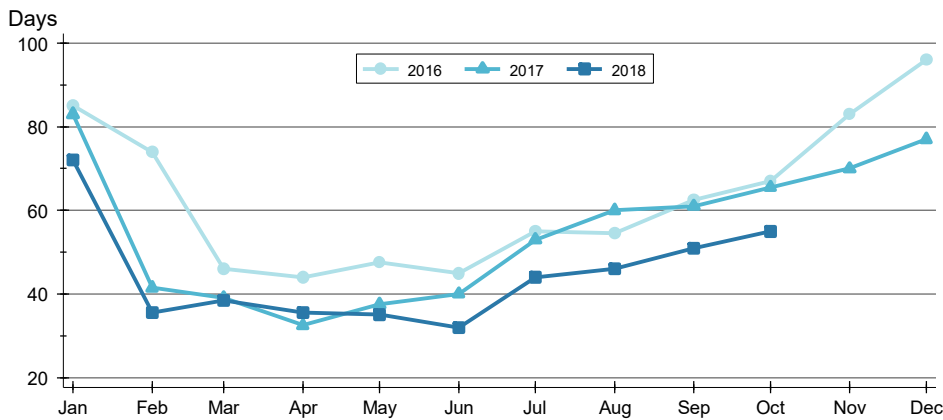
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 11/8/2018**

AVERAGE DOM >>



Month	2016	2017	2018
January	118	124	113
February	115	105	74
March	101	96	70
April	87	85	63
May	81	85	61
June	81	82	58
July	83	86	66
August	85	95	67
September	93	94	74
October	102	105	81
November	121	107	
December	139	117	

MEDIAN DOM >>

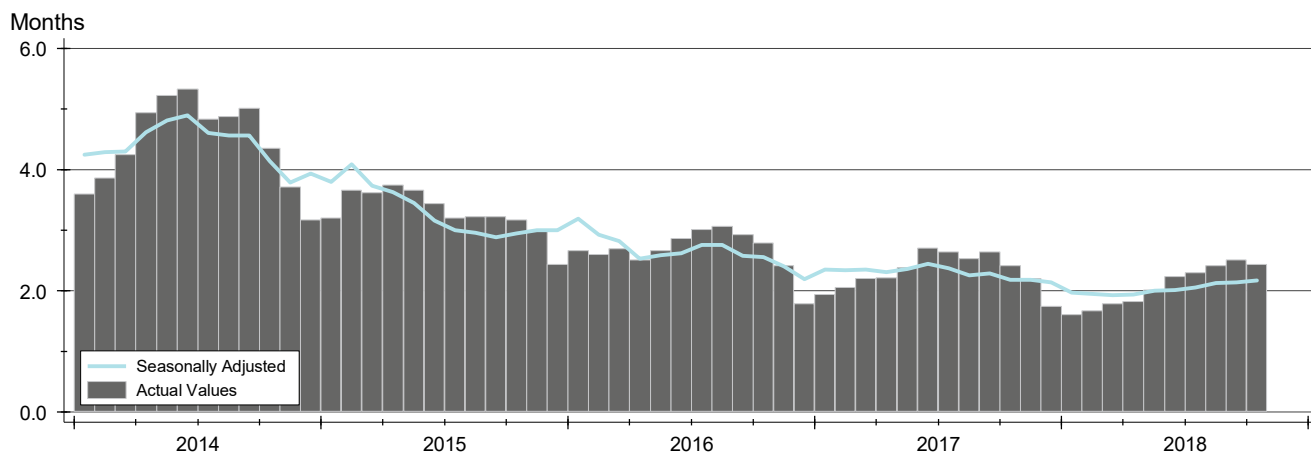


Month	2016	2017	2018
January	85	83	72
February	74	42	36
March	46	39	39
April	44	33	36
May	48	38	35
June	45	40	32
July	55	53	44
August	55	60	46
September	63	61	51
October	67	66	55
November	83	70	
December	96	77	

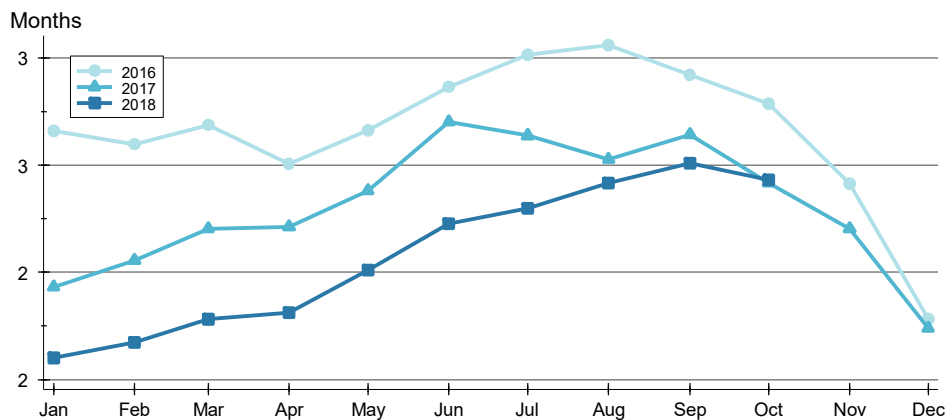
MONTHS' SUPPLY ANALYSIS

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 11/8/2018**

HISTORY >>



BY MONTH >>

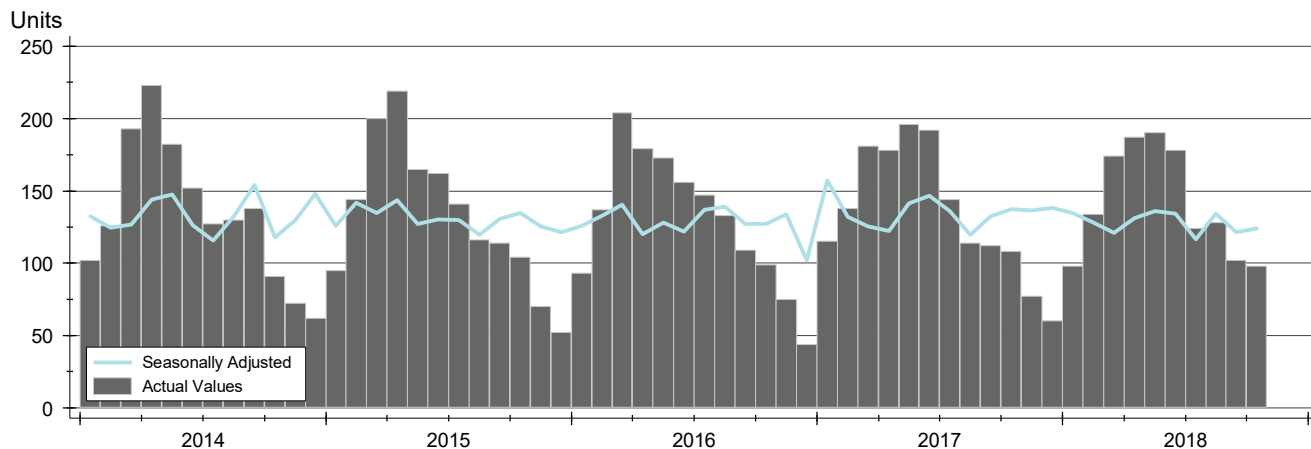


Month	2016	2017	2018
January	2.7	1.9	1.6
February	2.6	2.1	1.7
March	2.7	2.2	1.8
April	2.5	2.2	1.8
May	2.7	2.4	2.0
June	2.9	2.7	2.2
July	3.0	2.6	2.3
August	3.1	2.5	2.4
September	2.9	2.6	2.5
October	2.8	2.4	2.4
November	2.4	2.2	
December	1.8	1.7	

NEW LISTINGS ANALYSIS

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 11/8/2018**

HISTORY >>



SUMMARY >>

Summary Statistics for New Listings		October		
		2018	2017	Change
Current Month	New Listings	98	108	-9.3%
	Volume (1,000s)	25,219	25,085	0.5%
	Average List Price	257,342	232,268	10.8%
	Median List Price	229,900	206,500	11.3%
YTD	New Listings	1,413	1,478	-4.4%
	Volume (1,000s)	350,804	343,708	2.1%
	Average List Price	248,269	232,549	6.8%
	Median List Price	214,900	185,000	16.2%

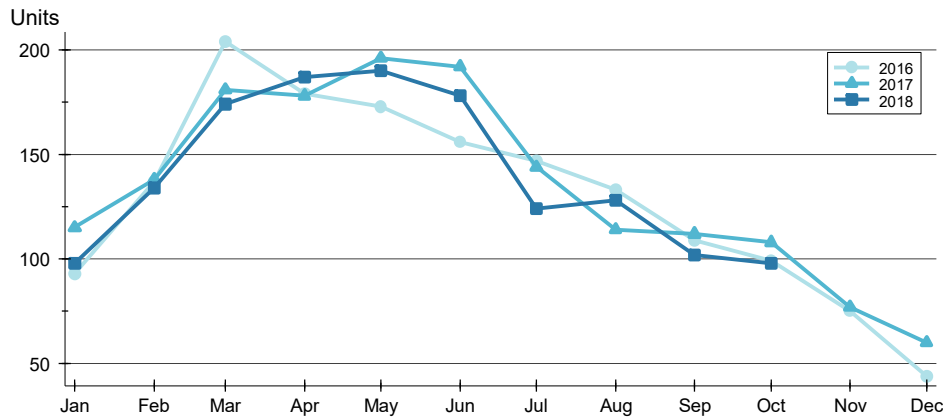
A total of 98 new listings were added in the City of Lawrence during October, down 9.3% from the same month in 2017. Year-to-date the City of Lawrence has seen 1,413 new listings.

The median list price of these homes was \$229,900 up from \$206,500 in 2017.

NEW LISTINGS ANALYSIS

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 11/8/2018**

BY MONTH >>



Month	2016	2017	2018
January	93	115	98
February	137	138	134
March	204	181	174
April	179	178	187
May	173	196	190
June	156	192	178
July	147	144	124
August	133	114	128
September	109	112	102
October	99	108	98
November	75	77	
December	44	60	

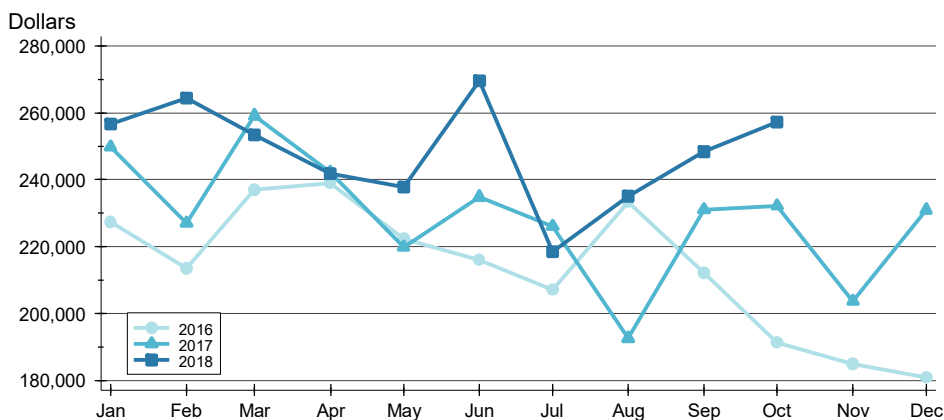
BY PRICE RANGE >>

Price Range	New Listings			List Price	
	Number	Percent	Volume	Average	Median
Below \$50,000	5	5.1%	7	1,450	1,200
\$50,000-\$99,999	1	1.0%	90	89,900	89,900
\$100,000-\$149,999	14	14.3%	1,858	132,729	139,950
\$150,000-\$199,999	19	19.4%	3,461	182,145	179,900
\$200,000-\$249,999	19	19.4%	4,340	228,442	229,900
\$250,000-\$299,999	11	11.2%	3,037	276,068	279,900
\$300,000-\$349,999	9	9.2%	2,990	332,167	334,900
\$350,000-\$399,999	9	9.2%	3,339	370,991	365,000
\$400,000-\$449,999	3	3.1%	1,290	430,000	425,000
\$450,000-\$499,999	3	3.1%	1,439	479,667	475,000
\$500,000-\$599,999	3	3.1%	1,705	568,267	559,900
\$600,000-\$749,999	0	0.0%	0	N/A	N/A
\$750,000-\$999,999	2	2.0%	1,664	832,000	832,000
\$1,000,000 and up	0	0.0%	0	N/A	N/A
All price ranges	98	100.0%	25,219	257,342	229,900

NEW LISTINGS ANALYSIS

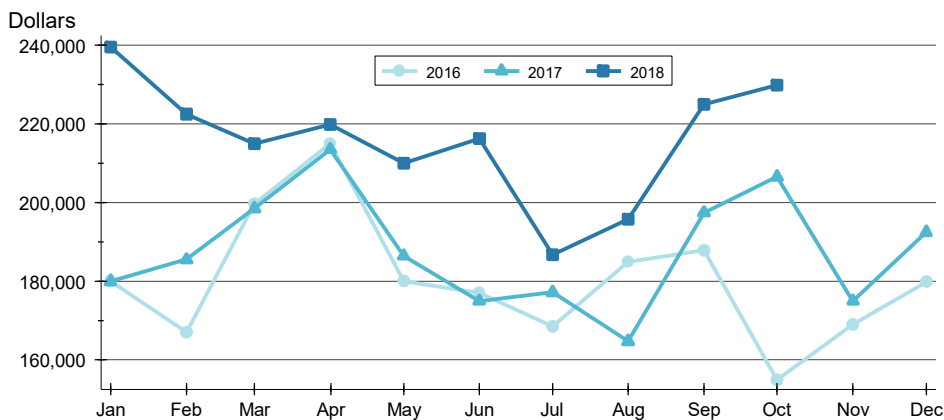
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 11/8/2018**

AVERAGE PRICE >>



Month	2016	2017	2018
January	227,403	249,740	256,668
February	213,438	226,962	264,395
March	237,041	259,164	253,477
April	238,923	242,216	241,895
May	222,425	219,848	237,690
June	215,943	234,845	269,685
July	207,056	225,998	218,387
August	233,330	192,561	235,098
September	212,135	231,095	248,286
October	191,367	232,268	257,342
November	185,005	203,633	203,633
December	180,940	230,983	230,983

MEDIAN PRICE >>

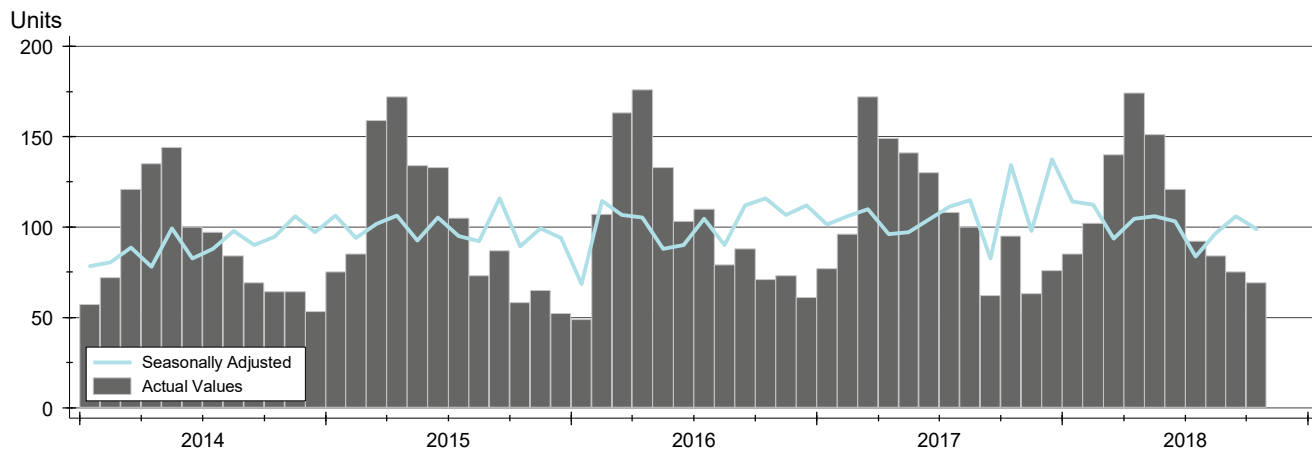


Month	2016	2017	2018
January	180,000	179,999	239,500
February	167,000	185,500	222,450
March	199,700	198,500	215,000
April	215,000	213,450	219,900
May	180,000	186,450	209,950
June	177,000	174,950	216,250
July	168,450	177,200	186,700
August	184,900	164,700	195,750
September	187,900	197,450	225,000
October	155,000	206,500	229,900
November	169,000	175,000	175,000
December	179,900	192,450	192,450

CONTRACTS WRITTEN ANALYSIS

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 11/8/2018**

HISTORY >>



SUMMARY >>

Summary Statistics for Contracts Written		October			Year-to-Date		
		2018	2017	Change	2018	2017	Change
Closed Listings		69	95	-27.4%	1,093	1,130	-3.3%
Volume (1,000s)		18,181	20,380	-10.8%	262,436	247,493	6.0%
Average	Sale Price	263,489	214,525	22.8%	240,106	219,020	9.6%
	Days on Market	44	49	-11.9%	33	38	-12.0%
	Percent of Original	97.8%	97.2%	0.7%	97.9%	97.9%	0.0%
Median	Sale Price	225,000	179,900	25.1%	205,000	179,900	14.0%
	Days on Market	24	17	41.2%	10	11	-9.1%
	Percent of Original	100.0%	98.3%	1.8%	99.7%	99.4%	0.2%

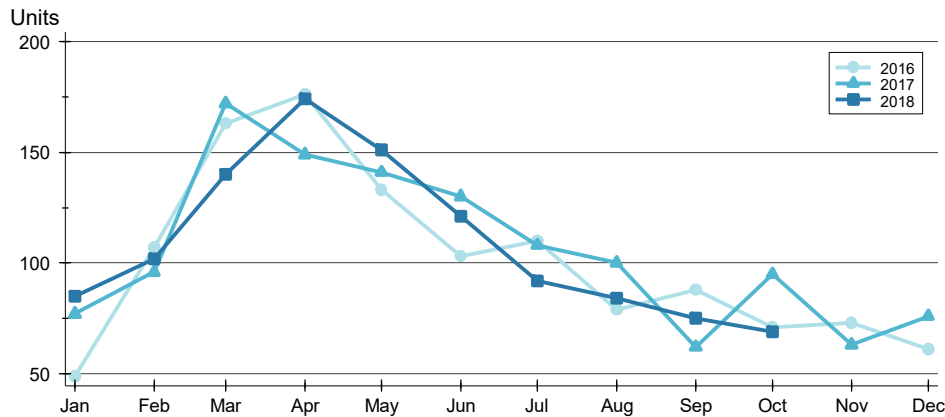
A total of 69 contracts for sale were written in the City of Lawrence during the month of October, down from 95 in 2017. The median list price of these homes was \$225,000, up from \$179,900 the prior year.

Half of the homes that went under contract in October were on the market less than 24 days, compared to 17 days in October 2017.

CONTRACTS WRITTEN ANALYSIS

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 11/8/2018**

BY MONTH >>



Month	2016	2017	2018
January	49	77	85
February	107	96	102
March	163	172	140
April	176	149	174
May	133	141	151
June	103	130	121
July	110	108	92
August	79	100	84
September	88	62	75
October	71	95	69
November	73	63	69
December	61	76	69

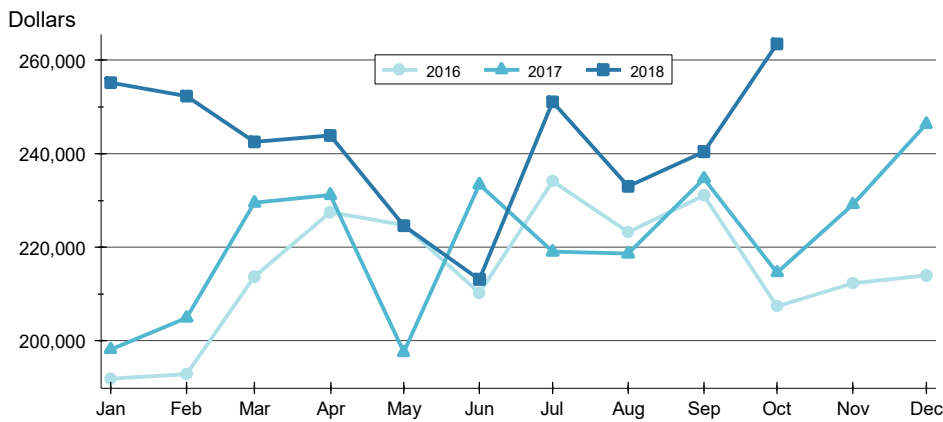
BY PRICE RANGE >>

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%	240	79,933	89,900	11	10	96.7%	100.0%
\$100,000-\$149,999	10	14.5%	1,271	127,090	127,900	56	64	94.9%	95.0%
\$150,000-\$199,999	14	20.3%	2,460	175,686	179,900	23	18	98.4%	100.0%
\$200,000-\$249,999	19	27.5%	4,314	227,042	225,000	27	15	98.7%	100.0%
\$250,000-\$299,999	6	8.7%	1,727	287,800	296,500	37	38	98.3%	100.0%
\$300,000-\$349,999	4	5.8%	1,282	320,475	316,000	41	21	96.1%	96.7%
\$350,000-\$399,999	6	8.7%	2,253	375,520	376,900	34	17	98.8%	100.0%
\$400,000-\$449,999	1	1.4%	445	445,000	445,000	5	5	100.0%	100.0%
\$450,000-\$499,999	1	1.4%	475	474,900	474,900	182	182	100.0%	100.0%
\$500,000-\$599,999	2	2.9%	1,095	547,450	547,450	38	38	100.0%	100.0%
\$600,000-\$749,999	1	1.4%	625	625,000	625,000	102	102	100.0%	100.0%
\$750,000-\$999,999	1	1.4%	795	795,000	795,000	482	482	91.2%	91.2%
\$1,000,000 and up	1	1.4%	1,200	1,199,995	1,199,995	143	143	100.0%	100.0%
All price ranges	69	100.0%	18,181	263,489	225,000	44	24	97.8%	100.0%

CONTRACTS WRITTEN ANALYSIS

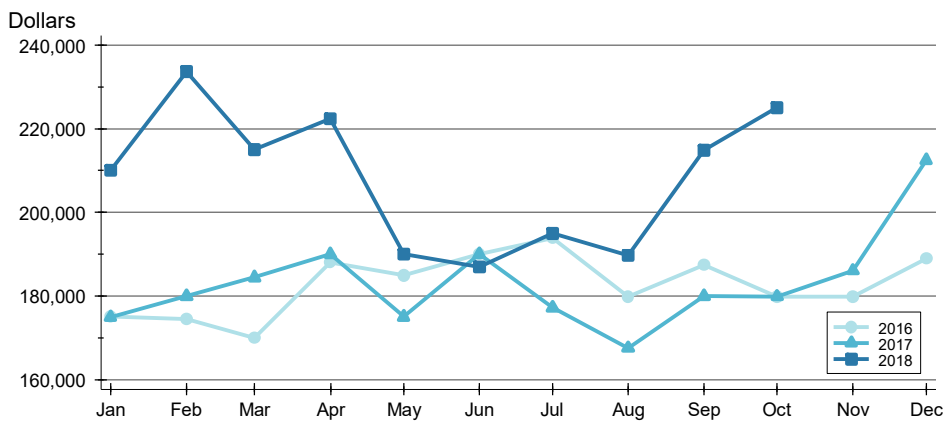
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 11/8/2018**

AVERAGE PRICE >>



Month	2016	2017	2018
January	191,969	198,141	255,285
February	192,836	204,931	252,359
March	213,701	229,505	242,594
April	227,546	231,197	243,951
May	224,679	197,510	224,540
June	210,252	233,397	213,134
July	234,155	219,015	251,094
August	223,244	218,628	232,998
September	231,023	234,715	240,496
October	207,307	214,525	263,489
November	212,365	229,194	
December	214,007	246,381	

MEDIAN PRICE >>

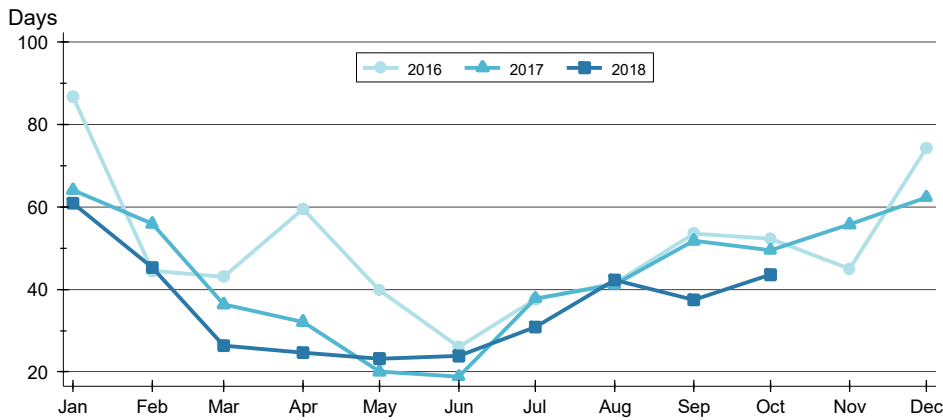


Month	2016	2017	2018
January	175,000	174,900	210,000
February	174,500	179,950	233,725
March	169,900	184,450	214,950
April	188,000	190,000	222,400
May	184,900	175,000	190,000
June	190,000	189,950	187,000
July	193,950	177,200	195,000
August	179,900	167,500	189,700
September	187,450	179,950	214,900
October	179,900	179,900	225,000
November	179,900	186,000	
December	189,000	212,500	

CONTRACTS WRITTEN ANALYSIS

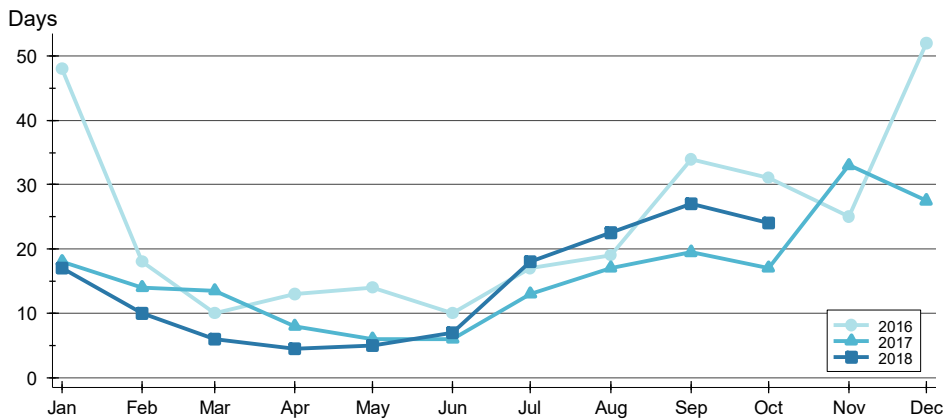
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 11/8/2018**

AVERAGE DOM >>



Month	2016	2017	2018
January	87	64	61
February	44	56	45
March	43	36	26
April	60	32	25
May	40	20	23
June	26	19	24
July	38	38	31
August	41	41	42
September	53	52	37
October	52	49	44
November	45	56	
December	74	62	

MEDIAN DOM >>

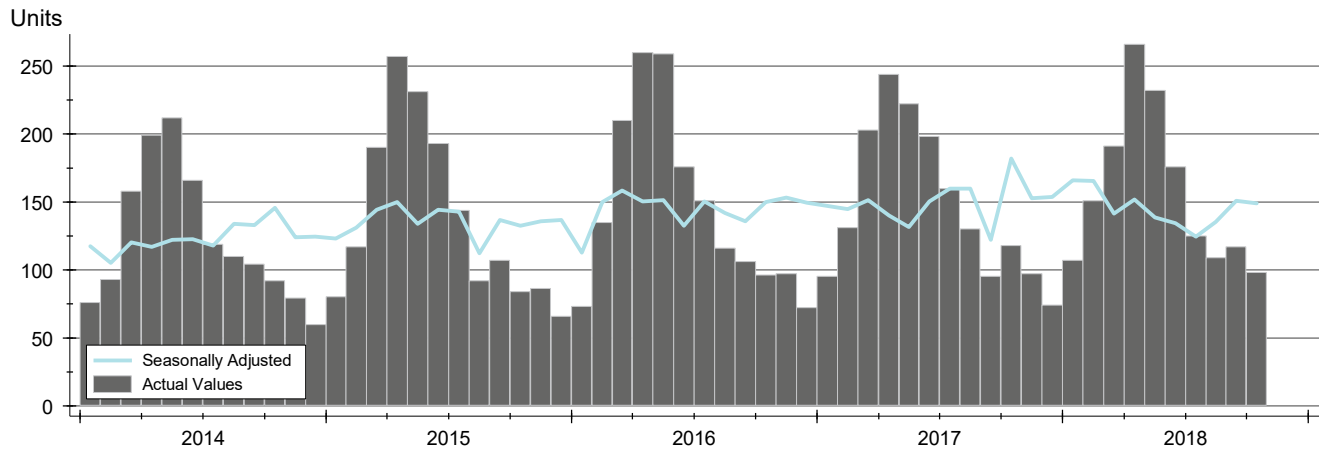


Month	2016	2017	2018
January	48	18	17
February	18	14	10
March	10	14	6
April	13	8	5
May	14	6	5
June	10	6	7
July	17	13	18
August	19	17	23
September	34	20	27
October	31	17	24
November	25	33	
December	52	28	

PENDING CONTRACTS ANALYSIS

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 11/8/2018**

HISTORY >>



SUMMARY >>

Summary Statistics for Active Listings		End of October		
		2018	2017	Change
Active Listings		98	118	-16.9%
Volume (1,000s)		25,765	27,148	-5.1%
Average	List Price	262,912	230,064	14.3%
	Days on Market	34	53	-35.3%
	Percent of Original	98.5%	98.5%	0.0%
Median	List Price	232,500	185,000	25.7%
	Days on Market	20	17	17.6%
	Percent of Original	100.0%	100.0%	0.0%

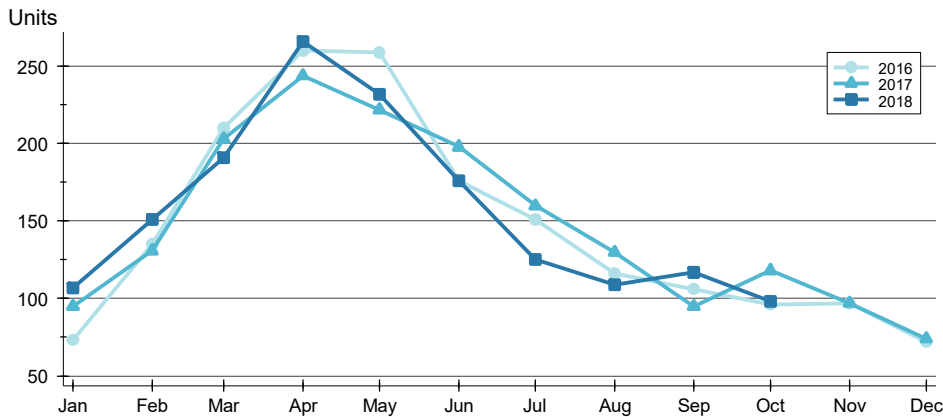
A total of 98 listings in the City of Lawrence had contracts pending at the end of October, down from 118 contracts pending at the end of October 2017.

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 11/8/2018**

BY MONTH >>



Month	2016	2017	2018
January	73	95	107
February	135	131	151
March	210	203	191
April	260	244	266
May	259	222	232
June	176	198	176
July	151	160	125
August	116	130	109
September	106	95	117
October	96	118	98
November	97	97	
December	72	74	

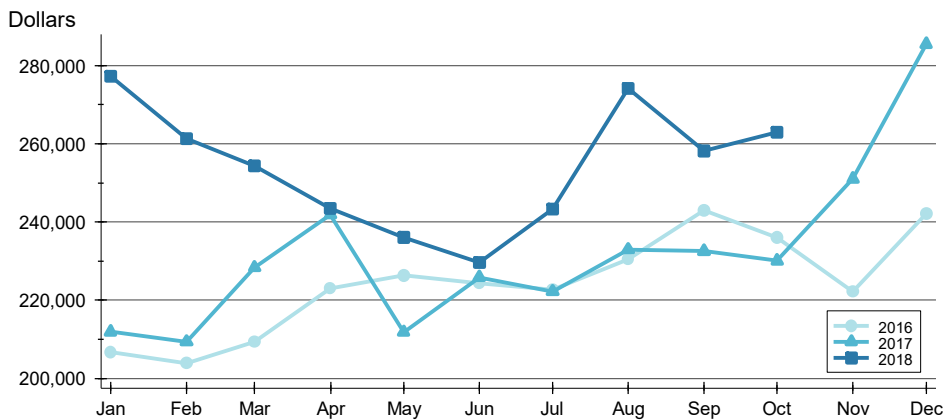
BY PRICE RANGE >>

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	2	2.0%	185	92,450	92,450	6	6	100.0%	100.0%
\$100,000-\$149,999	15	15.3%	1,869	124,597	119,000	49	51	95.3%	96.8%
\$150,000-\$199,999	19	19.4%	3,334	175,489	178,500	32	20	98.9%	100.0%
\$200,000-\$249,999	24	24.5%	5,513	229,727	229,950	22	8	99.2%	100.0%
\$250,000-\$299,999	10	10.2%	2,804	280,370	279,950	38	29	98.6%	100.0%
\$300,000-\$349,999	7	7.1%	2,325	332,171	334,900	29	14	98.7%	100.0%
\$350,000-\$399,999	13	13.3%	4,886	375,855	379,000	22	7	99.5%	100.0%
\$400,000-\$449,999	1	1.0%	445	445,000	445,000	5	5	100.0%	100.0%
\$450,000-\$499,999	2	2.0%	959	479,450	479,450	135	135	94.1%	94.1%
\$500,000-\$599,999	3	3.1%	1,620	539,967	535,000	25	11	100.0%	100.0%
\$600,000-\$749,999	1	1.0%	625	625,000	625,000	102	102	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	1	1.0%	1,200	1,199,995	1,199,995	143	143	100.0%	100.0%
All price ranges	98	100.0%	25,765	262,912	232,500	34	20	98.5%	100.0%

PENDING CONTRACTS ANALYSIS

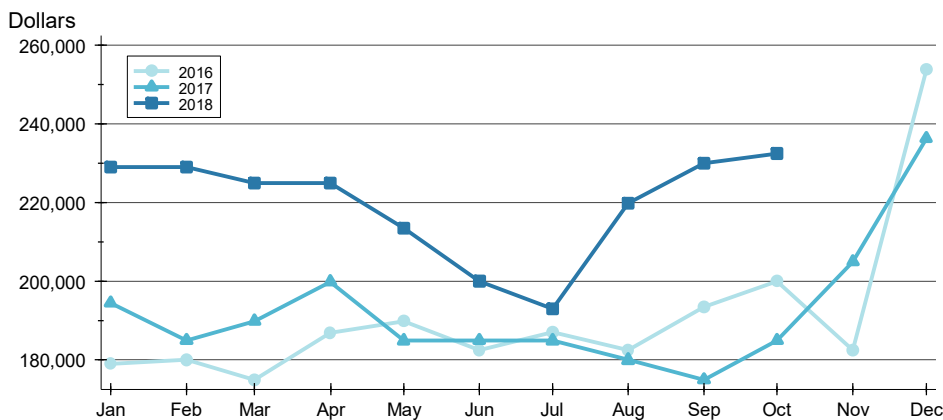
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 11/8/2018**

AVERAGE PRICE >>



Month	2016	2017	2018
January	206,614	211,905	277,321
February	203,944	209,371	261,332
March	209,347	228,386	254,384
April	222,957	241,880	243,519
May	226,302	211,820	236,007
June	224,308	225,882	229,631
July	222,637	222,276	243,337
August	230,418	232,937	274,271
September	243,015	232,534	258,250
October	236,085	230,064	262,912
November	222,166	251,063	
December	242,126	285,572	

MEDIAN PRICE >>

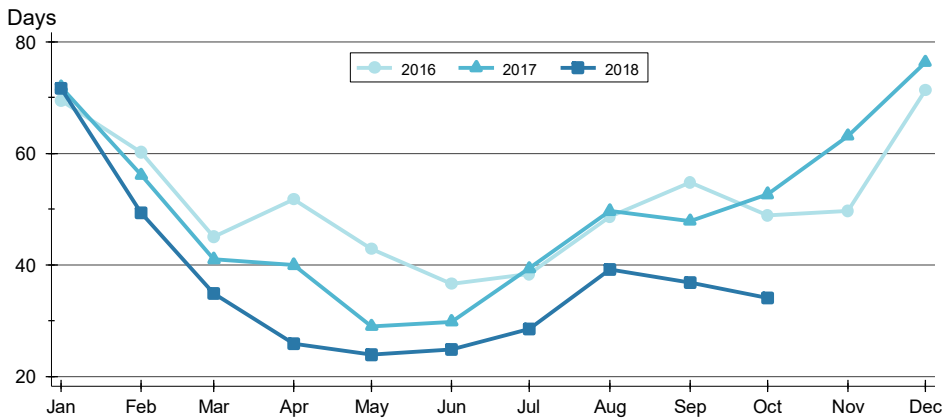


Month	2016	2017	2018
January	179,000	194,500	229,000
February	179,950	185,000	229,000
March	175,000	189,900	225,000
April	186,950	199,900	224,975
May	189,900	184,900	213,450
June	182,450	185,000	199,975
July	187,000	184,900	192,900
August	182,500	179,950	219,900
September	193,500	175,000	230,000
October	199,925	185,000	232,500
November	182,500	205,000	
December	253,700	236,250	

PENDING CONTRACTS ANALYSIS

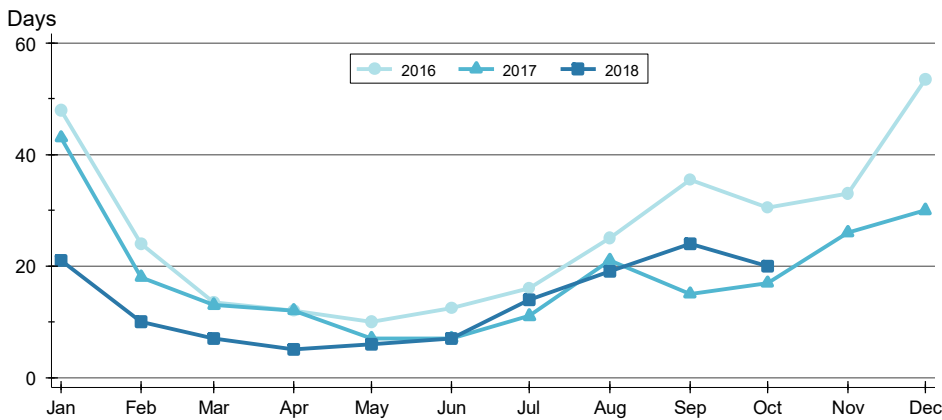
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 11/8/2018**

AVERAGE DOM >>



Month	2016	2017	2018
January	69	72	72
February	60	56	49
March	45	41	35
April	52	40	26
May	43	29	24
June	37	30	25
July	38	39	29
August	49	50	39
September	55	48	37
October	49	53	34
November	50	63	
December	71	76	

MEDIAN DOM >>



Month	2016	2017	2018
January	48	43	21
February	24	18	10
March	14	13	7
April	12	12	5
May	10	7	6
June	13	7	7
July	16	11	14
August	25	21	19
September	36	15	24
October	31	17	20
November	33	26	
December	54	30	