

# LAWRENCE MLS STATISTICS



## NOVEMBER 2018 >>

### MARKET OVERVIEW >>

#### Lawrence City Home Sales Fell in November

Total home sales in the City of Lawrence fell last month to 78 units, compared to 91 units in November 2017. Total sales volume was \$19.9 million, up from a year earlier.

The median sale price in November was \$227,450, up from \$179,000 a year earlier. Homes that sold in November were typically on the market for 23 days and sold for 99.1% of their list prices.

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

The total number of active listings in the City of Lawrence at the end of November was 241 units, up from 232 at the same point in 2017. This represents a 2.3 months' supply of homes available for sale. The median list price of homes on the market at the end of November was \$264,900.

During November, a total of 65 contracts were written up from 63 in November 2017. At the end of the month, there were 85 contracts pending, compared to 97 at the end of November 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		November		
Current Month		2018	2017	Change
Summary Statistics				
Home Sales		78	91	-14.3%
Active Listings		241	232	3.9%
Months' Supply		2.3	2.2	6.5%
New Listings		75	77	-2.6%
Contracts Written		65	63	3.2%
Pending Contracts		85	97	-12.4%
Sales Volume (1,000s)		19,910	19,179	3.8%
Average	Sale Price	255,256	210,760	21.1%
	List Price of Actives	308,655	304,602	1.3%
	Days on Market	44	48	-7.9%
	Percent of List	97.9%	97.8%	0.1%
	Percent of Original	96.1%	96.4%	-0.3%
Median	Sale Price	227,450	179,000	27.1%
	List Price of Actives	264,900	272,400	-2.8%
	Days on Market	23	15	53.3%
	Percent of List	99.1%	98.5%	0.6%
	Percent of Original	97.2%	98.0%	-0.9%

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## THREE-YEAR COMPARISONS

### SUMMARY >>

### BREAKDOWNS BY HOME TYPE CITY OF LAWRENCE AS OF 12/9/2018

November MLS Statistics		2018			2017			2016		
By Property Type		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		<b>78</b>	<b>66</b>	<b>12</b>	91	84	7	78	68	10
Change from prior year		-14.3%	-21.4%	71.4%	16.7%	23.5%	-30.0%	47.2%	36.0%	233.3%
Active Listings		<b>241</b>	<b>191</b>	<b>50</b>	232	171	61	243	189	54
Change from prior year		3.9%	11.7%	-18.0%	-4.5%	-9.5%	13.0%	-17.6%	-23.2%	10.2%
Months' Supply		<b>2.3</b>	<b>2.1</b>	<b>4.5</b>	2.2	1.8	6.5	2.4	2.0	6.5
Change from prior year		6.5%	16.9%	-30.4%	-8.7%	-12.8%	0.0%	-19.2%	-23.8%	-5.2%
New Listings		<b>75</b>	<b>68</b>	<b>7</b>	77	73	4	75	68	7
Change from prior year		-2.6%	-6.8%	75.0%	2.7%	7.4%	-42.9%	7.1%	15.3%	-36.4%
Contracts Written		<b>65</b>	<b>60</b>	<b>5</b>	63	59	4	73	66	7
Change from prior year		3.2%	1.7%	25.0%	-13.7%	-10.6%	-42.9%	12.3%	10.0%	40.0%
Pending Contracts		<b>85</b>	<b>74</b>	<b>11</b>	97	89	8	97	83	14
Change from prior year		-12.4%	-16.9%	37.5%	0.0%	7.2%	-42.9%	12.8%	12.2%	16.7%
Sales Volume (1,000s)		<b>19,910</b>	<b>15,395</b>	<b>4,515</b>	19,179	17,289	1,890	16,882	13,575	3,307
Change from prior year		3.8%	-11.0%	138.9%	13.6%	27.4%	-42.8%	75.4%	56.8%	241.7%
Average	Sale Price	<b>255,256</b>	<b>233,254</b>	<b>376,271</b>	210,760	205,820	270,043	216,434	199,635	330,664
	Change from prior year	21.1%	13.3%	39.3%	-2.6%	3.1%	-18.3%	19.2%	15.3%	2.5%
	List Price of Actives	<b>308,655</b>	<b>295,387</b>	<b>359,342</b>	304,602	277,661	380,125	285,735	262,803	365,996
	Change from prior year	1.3%	6.4%	-5.5%	6.6%	5.7%	3.9%	6.8%	5.6%	1.3%
	Days on Market	<b>44</b>	<b>39</b>	<b>76</b>	48	36	194	46	40	83
	Change from prior year	-7.8%	7.4%	-60.9%	5.3%	-10.7%	134.9%	4.7%	-3.4%	8.2%
Percent of List		<b>97.9%</b>	<b>97.7%</b>	<b>98.8%</b>	97.8%	97.7%	99.8%	98.7%	98.5%	100.0%
	Change from prior year	0.1%	0.1%	-1.1%	-0.9%	-0.9%	-0.2%	2.5%	2.5%	0.4%
	Percent of Original	<b>96.1%</b>	<b>95.7%</b>	<b>98.5%</b>	96.4%	96.2%	99.5%	96.8%	96.5%	98.9%
Change from prior year	-0.3%	-0.5%	-1.0%	-0.4%	-0.4%	0.6%	2.2%	2.2%	-1.1%	
Median	Sale Price	<b>227,450</b>	<b>214,570</b>	<b>371,250</b>	179,000	170,950	265,000	190,000	178,450	327,400
	Change from prior year	27.1%	25.5%	40.1%	-5.8%	-4.2%	-19.1%	16.6%	17.0%	9.0%
	List Price of Actives	<b>264,900</b>	<b>234,500</b>	<b>348,900</b>	272,400	210,000	349,900	219,900	183,500	334,900
	Change from prior year	-2.8%	11.7%	-0.3%	23.9%	14.4%	4.5%	-2.3%	4.9%	8.1%
	Days on Market	<b>23</b>	<b>24</b>	<b>14</b>	15	12	141	30	22	58
	Change from prior year	53.3%	108.7%	-90.1%	-50.0%	-46.5%	143.1%	87.5%	34.4%	-36.3%
Percent of List		<b>99.1%</b>	<b>98.5%</b>	<b>100.0%</b>	98.5%	98.3%	100.0%	99.7%	99.0%	100.0%
	Change from prior year	0.6%	0.2%	0.0%	-1.2%	-0.7%	0.0%	1.9%	1.3%	0.0%
Percent of Original		<b>97.2%</b>	<b>96.6%</b>	<b>100.0%</b>	98.0%	97.6%	100.0%	97.7%	97.2%	100.0%
	Change from prior year	-0.9%	-1.0%	0.0%	0.4%	0.4%	0.0%	0.3%	0.1%	0.0%

# YEAR-TO-DATE STATISTICS

## SUMMARY >>

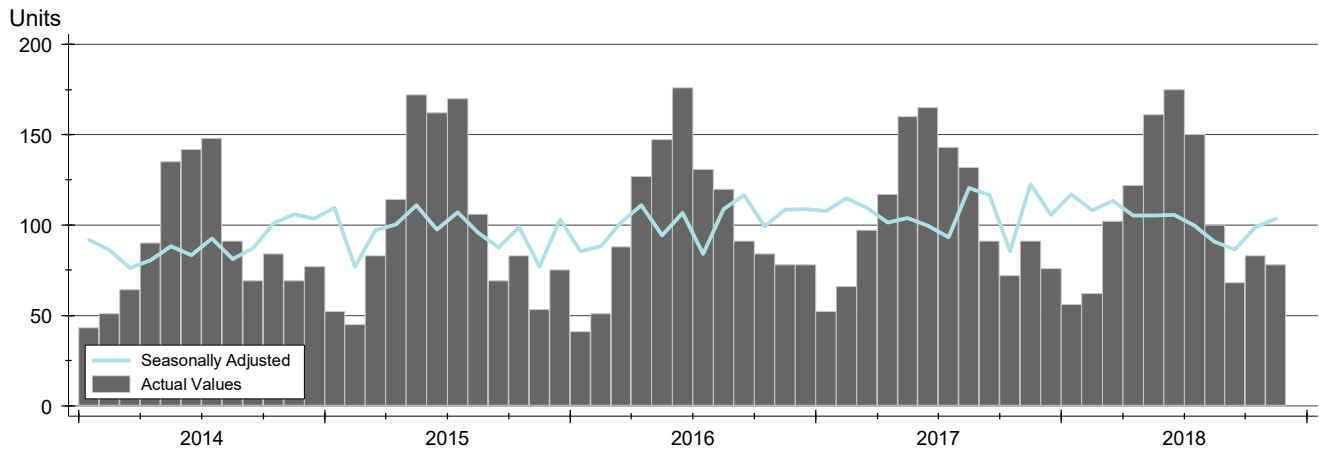
### YTD BREAKDOWNS BY HOME TYPE CITY OF LAWRENCE AS OF 12/9/2018

Year-to-Date Activity By Property Type		2018			2017			2016		
		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		<b>1,157</b>	<b>1,033</b>	<b>124</b>	1,186	1,081	105	1,134	1,039	95
Change from prior year		-2.4%	-4.4%	18.1%	4.6%	4.0%	10.5%	2.3%	0.8%	21.8%
New Listings		<b>1,489</b>	<b>1,340</b>	<b>149</b>	1,555	1,408	147	1,505	1,376	129
Change from prior year		-4.2%	-4.8%	1.4%	3.3%	2.3%	14.0%	-1.6%	-2.4%	7.5%
Contracts Written		<b>1,159</b>	<b>1,038</b>	<b>121</b>	1,193	1,098	95	1,152	1,057	95
Change from prior year		-2.8%	-5.5%	27.4%	3.6%	3.9%	0.0%	0.5%	-0.1%	8.0%
Sales Volume (1,000s)		<b>275,305</b>	<b>232,166</b>	<b>43,140</b>	255,879	222,222	33,657	242,752	209,933	32,819
Change from prior year		7.6%	4.5%	28.2%	5.4%	5.9%	2.6%	9.1%	6.9%	25.9%
Average	Sale Price	<b>237,948</b>	<b>224,749</b>	<b>347,901</b>	215,750	205,570	320,546	214,067	202,053	345,460
	Change from prior year	10.3%	9.3%	8.5%	0.8%	1.7%	-7.2%	6.7%	6.1%	3.4%
	Days on Market	<b>37</b>	<b>29</b>	<b>100</b>	39	31	117	48	40	131
	Change from prior year	-4.7%	-6.0%	-14.2%	-19.5%	-23.3%	-10.5%	-11.4%	-20.8%	37.0%
	Percent of List	<b>98.7%</b>	<b>98.6%</b>	<b>99.7%</b>	98.9%	98.7%	100.7%	98.3%	98.2%	99.9%
Median	Change from prior year	-0.2%	-0.1%	-1.0%	0.6%	0.6%	0.8%	0.5%	0.6%	-0.9%
	Percent of Original	<b>97.7%</b>	<b>97.5%</b>	<b>99.3%</b>	97.7%	97.4%	100.6%	96.8%	96.6%	99.2%
	Change from prior year	-0.1%	0.0%	-1.3%	0.9%	0.9%	1.4%	0.5%	0.6%	-1.3%
	Sale Price	<b>205,000</b>	<b>193,000</b>	<b>338,400</b>	180,000	175,000	304,900	178,400	170,000	318,200
	Change from prior year	13.9%	10.3%	11.0%	0.9%	2.9%	-4.2%	6.3%	4.6%	3.3%
Median	Days on Market	<b>11</b>	<b>10</b>	<b>61</b>	11	10	76	18	16	91
	Change from prior year	0.0%	0.0%	-20.4%	-38.9%	-37.5%	-16.5%	-25.0%	-27.3%	28.2%
	Percent of List	<b>100.0%</b>	<b>99.6%</b>	<b>100.0%</b>	100.0%	100.0%	100.0%	99.2%	99.0%	100.0%
	Change from prior year	0.0%	-0.4%	0.0%	0.8%	1.0%	0.0%	0.4%	0.5%	0.0%
	Percent of Original	<b>99.3%</b>	<b>98.9%</b>	<b>100.0%</b>	99.4%	98.9%	100.0%	98.4%	98.1%	100.0%
Change from prior year	-0.1%	0.0%	0.0%	1.0%	0.7%	0.0%	0.6%	0.6%	0.0%	

# CLOSED LISTINGS ANALYSIS

**CITY OF LAWRENCE  
ALL HOMES (NEW & EXISTING)  
AS OF 12/9/2018**

**HISTORY** >>



**SUMMARY** >>

Summary Statistics for Closed Listings		November			Year-to-Date		
		2018	2017	Change	2018	2017	Change
Closed Listings		<b>78</b>	91	-14.3%	<b>1,157</b>	1,186	-2.4%
Volume (1,000s)		<b>19,910</b>	19,179	3.8%	<b>275,305</b>	255,879	7.6%
Average	Sale Price	<b>255,256</b>	210,760	21.1%	<b>237,948</b>	215,750	10.3%
	Days on Market	<b>44</b>	48	-7.8%	<b>37</b>	39	-4.7%
	Percent of List	<b>97.9%</b>	97.8%	0.1%	<b>98.7%</b>	98.9%	-0.2%
	Percent of Original	<b>96.1%</b>	96.4%	-0.3%	<b>97.7%</b>	97.7%	-0.1%
Median	Sale Price	<b>227,450</b>	179,000	27.1%	<b>205,000</b>	180,000	13.9%
	Days on Market	<b>23</b>	15	53.3%	<b>11</b>	11	0.0%
	Percent of List	<b>99.1%</b>	98.5%	0.6%	<b>100.0%</b>	100.0%	0.0%
	Percent of Original	<b>97.2%</b>	98.0%	-0.9%	<b>99.3%</b>	99.4%	-0.1%

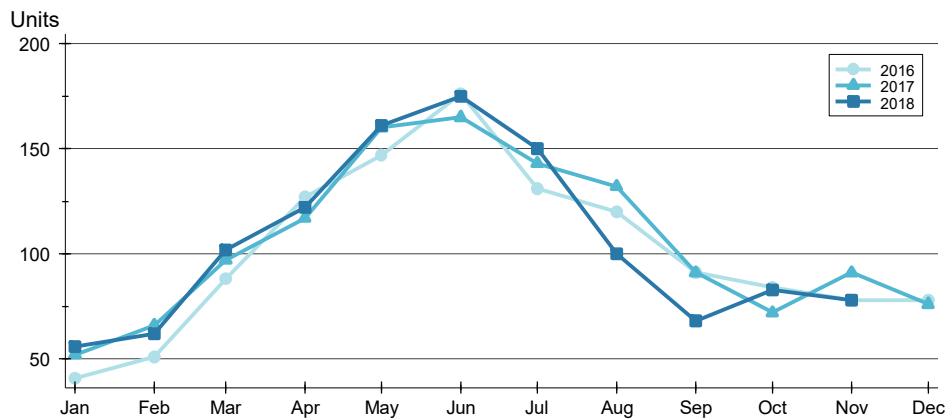
A total of 78 homes sold in the City of Lawrence in November, down from 91 units in November 2017. Total sales volume rose to \$19.9 million compared to \$19.2 million in the previous year.

The median sales price in November was \$227,450, up 27.1% compared to the prior year. Median days on market was 23 days, up from 21 days in October, and up from 15 in November 2017.

# CLOSED LISTINGS ANALYSIS

**CITY OF LAWRENCE  
ALL HOMES (NEW & EXISTING)  
AS OF 12/9/2018**

## BY MONTH >>



Month	2016	2017	2018
January	41	52	56
February	51	66	62
March	88	97	102
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	83
November	78	91	78
December	78	76	

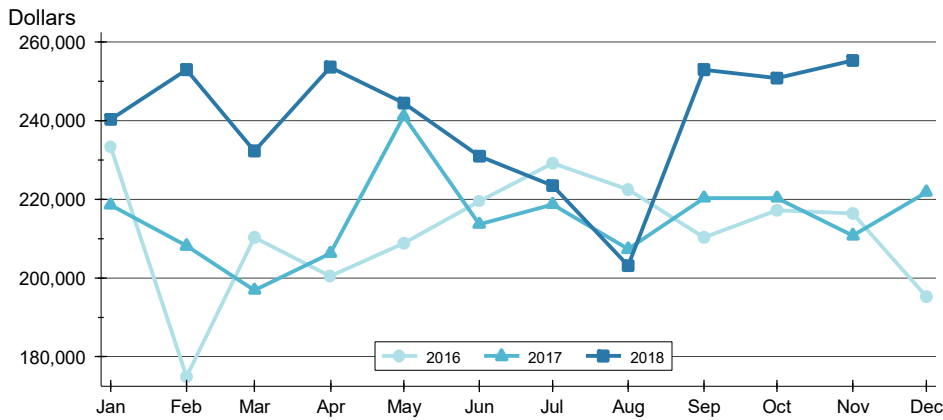
## BY PRICE RANGE >>

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	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$50,000-\$99,999	2	2.6%	196	98,000	98,000	49	49	93.3%	93.3%	87.5%	87.5%
\$100,000-\$149,999	9	11.5%	1,168	129,722	130,000	46	69	98.1%	98.1%	94.1%	95.7%
\$150,000-\$199,999	15	19.2%	2,551	170,033	168,900	38	20	98.8%	100.0%	97.7%	97.9%
\$200,000-\$249,999	24	30.8%	5,379	224,110	224,000	25	12	99.0%	100.0%	98.1%	100.0%
\$250,000-\$299,999	11	14.1%	3,045	276,830	278,150	55	31	97.7%	98.7%	93.8%	95.9%
\$300,000-\$349,999	6	7.7%	1,957	326,150	325,000	35	30	96.2%	97.3%	95.0%	93.8%
\$350,000-\$399,999	6	7.7%	2,307	384,504	383,263	33	13	98.8%	99.8%	98.4%	99.8%
\$400,000-\$449,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$450,000-\$499,999	1	1.3%	494	494,300	494,300	14	14	100.9%	100.9%	100.9%	100.9%
\$500,000-\$599,999	1	1.3%	539	539,000	539,000	11	11	96.3%	96.3%	96.3%	96.3%
\$600,000-\$749,999	2	2.6%	1,325	662,500	662,500	292	292	93.6%	93.6%	93.6%	93.6%
\$750,000-\$999,999	1	1.3%	950	950,000	950,000	143	143	79.2%	79.2%	79.2%	79.2%
\$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	78	100.0%	19,910	255,256	227,450	44	23	97.9%	99.1%	96.1%	97.2%

# CLOSED LISTINGS ANALYSIS

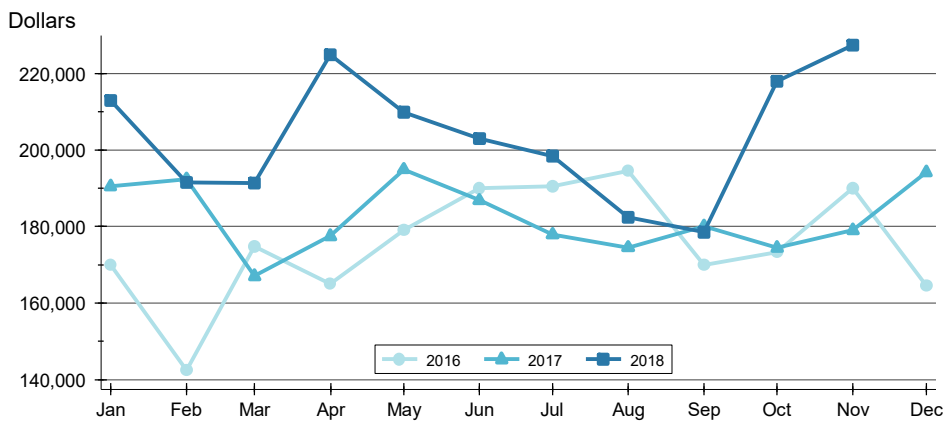
**CITY OF LAWRENCE  
ALL HOMES (NEW & EXISTING)  
AS OF 12/9/2018**

## 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	232,289
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	250,801
November	216,434	210,760	255,256
December	195,196	221,840	

## MEDIAN PRICE >>

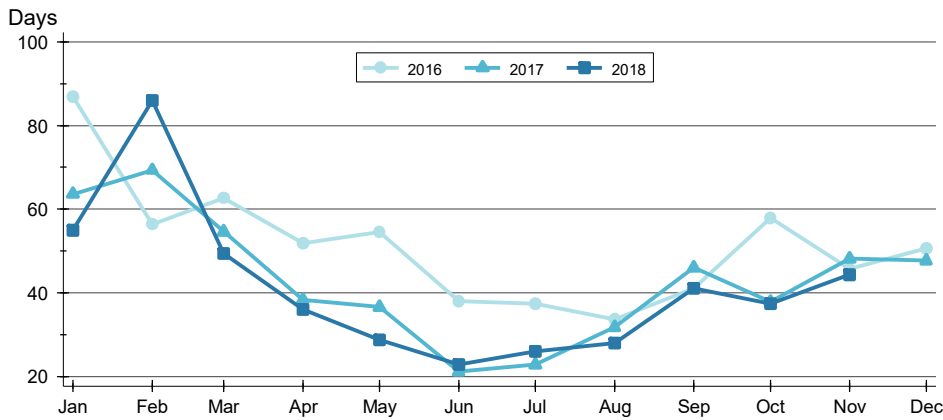


Month	2016	2017	2018
January	170,000	190,500	212,875
February	142,500	192,450	191,500
March	174,900	167,000	191,325
April	165,000	177,500	225,000
May	179,000	194,950	210,000
June	190,000	186,900	203,000
July	190,600	177,900	198,450
August	194,562	174,500	182,450
September	170,000	180,000	178,500
October	173,250	174,450	218,000
November	190,000	179,000	227,450
December	164,500	194,204	

# CLOSED LISTINGS ANALYSIS

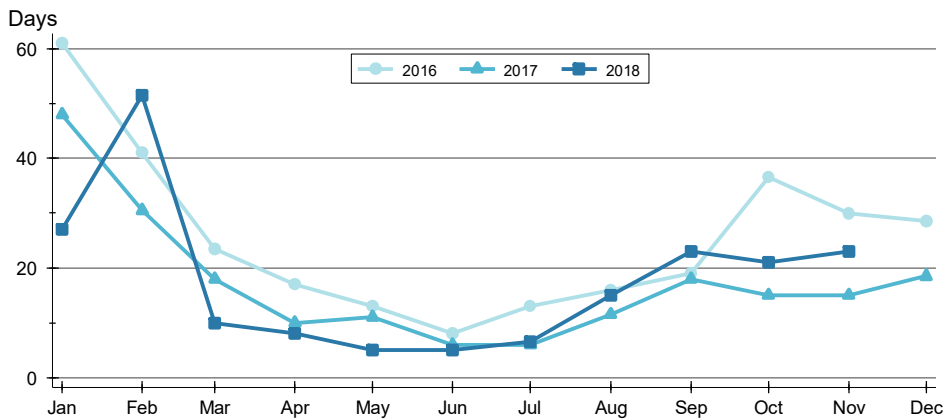
**CITY OF LAWRENCE  
ALL HOMES (NEW & EXISTING)  
AS OF 12/9/2018**

## AVERAGE DOM >>



Month	2016	2017	2018
January	87	64	55
February	56	69	86
March	63	55	49
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	37
November	46	48	44
December	51	48	

## MEDIAN DOM >>

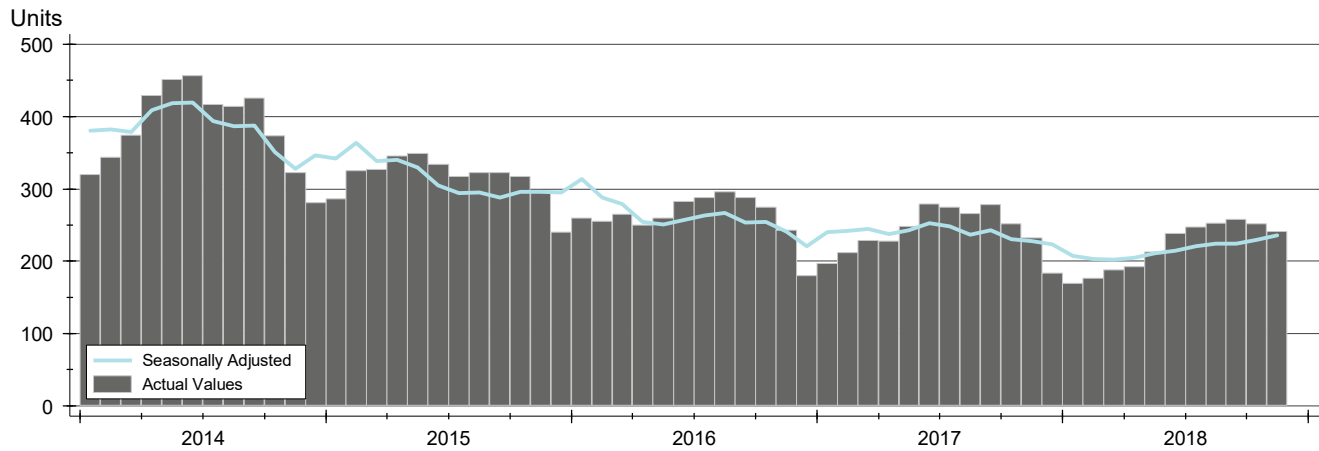


Month	2016	2017	2018
January	61	48	27
February	41	31	52
March	24	18	10
April	17	10	8
May	13	11	5
June	8	6	5
July	13	6	7
August	16	12	15
September	19	18	23
October	37	15	21
November	30	15	23
December	29	19	

# ACTIVE LISTINGS ANALYSIS

**CITY OF LAWRENCE  
ALL HOMES (NEW & EXISTING)  
AS OF 12/9/2018**

**HISTORY** >>



**SUMMARY** >>

Summary Statistics for Active Listings		End of November		
		2018	2017	Change
Active Listings		241	232	3.9%
Months' Supply		2.3	2.2	6.5%
Volume (1,000s)		74,386	70,668	5.3%
Average	List Price	308,655	304,602	1.3%
	Days on Market	88	107	-18.1%
	Percent of Original	98.1%	98.4%	-0.4%
Median	List Price	264,900	272,400	-2.8%
	Days on Market	66	70	-5.7%
	Percent of Original	100.0%	100.0%	0.0%

A total of 241 homes were available for sale in the City of Lawrence at the end of November. This represents a 2.3 months' supply of active listings.

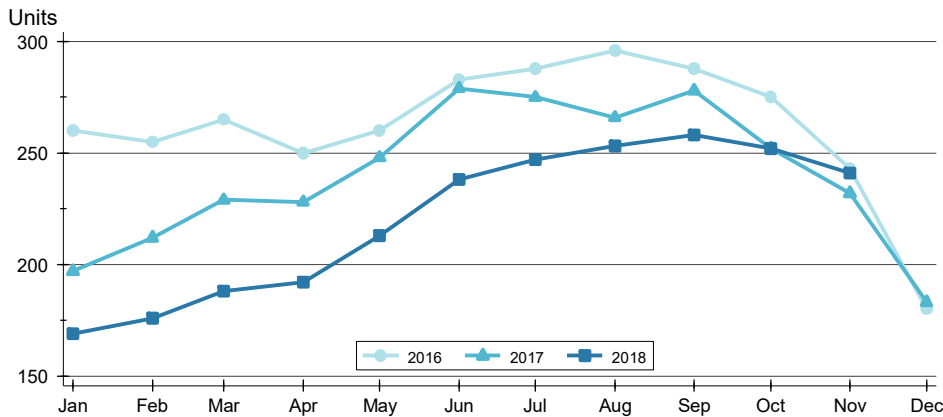
The median list price of homes on the market at the end of November was \$264,900, down 2.8% from 2017. The typical time on market for active listings was 66 days, down from 70 days a year earlier.



# ACTIVE LISTINGS ANALYSIS

**CITY OF LAWRENCE  
ALL HOMES (NEW & EXISTING)  
AS OF 12/9/2018**

## 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	241
December	180	183	

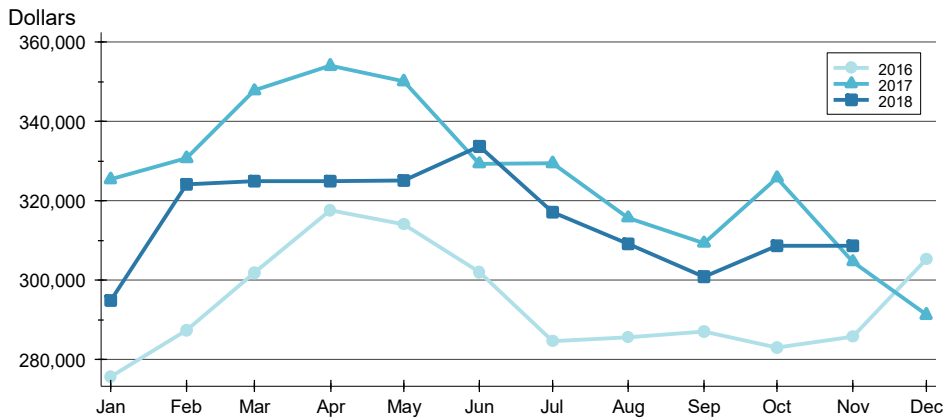
## BY PRICE RANGE »

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	2.9%	10	N/A	1,499	1,200	68	52	99.7%	100.0%
\$50,000-\$99,999	11	4.6%	966	5.5	87,811	89,950	152	71	96.1%	100.0%
\$100,000-\$149,999	32	13.3%	4,212	3.6	131,619	131,000	42	27	98.3%	100.0%
\$150,000-\$199,999	32	13.3%	5,604	2.1	175,125	170,500	65	56	98.1%	100.0%
\$200,000-\$249,999	31	12.9%	7,157	1.3	230,871	229,950	74	56	98.6%	100.0%
\$250,000-\$299,999	23	9.5%	6,260	2.1	272,170	274,900	60	47	98.2%	100.0%
\$300,000-\$349,999	30	12.4%	9,889	5.0	329,638	331,950	102	81	98.6%	100.0%
\$350,000-\$399,999	20	8.3%	7,413	3.3	370,655	365,450	77	54	97.6%	100.0%
\$400,000-\$449,999	14	5.8%	6,157	N/A	439,750	442,400	122	102	98.5%	100.0%
\$450,000-\$499,999	12	5.0%	5,669	12.0	472,417	475,000	93	54	98.9%	100.0%
\$500,000-\$599,999	12	5.0%	6,891	12.0	574,283	574,500	132	112	98.0%	99.6%
\$600,000-\$749,999	9	3.7%	6,154	4.5	683,811	674,900	207	170	93.9%	96.3%
\$750,000-\$999,999	5	2.1%	4,303	5.0	860,680	839,000	126	87	96.1%	100.0%
\$1,000,000 and up	3	1.2%	3,700	N/A	1,233,333	1,100,000	131	157	100.0%	100.0%
All price ranges	241	100.0%	74,386	3.1	308,655	264,900	88	66	98.1%	100.0%

# ACTIVE LISTINGS ANALYSIS

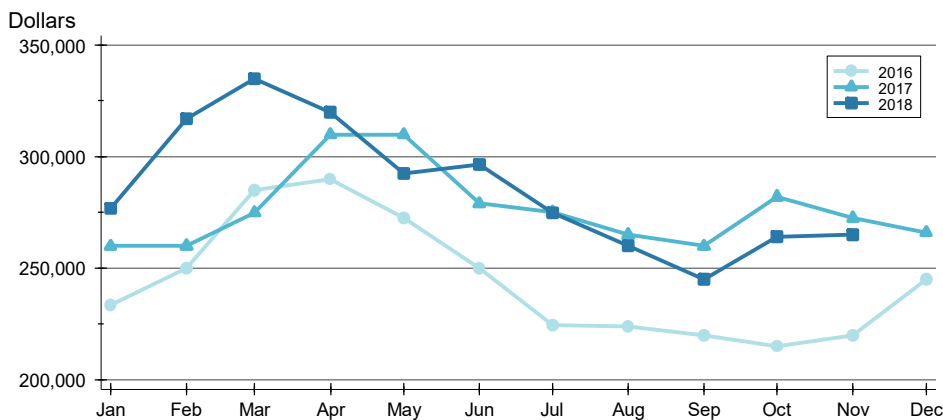
**CITY OF LAWRENCE  
ALL HOMES (NEW & EXISTING)  
AS OF 12/9/2018**

## 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	308,655
December	305,295	291,203	

## MEDIAN PRICE >>

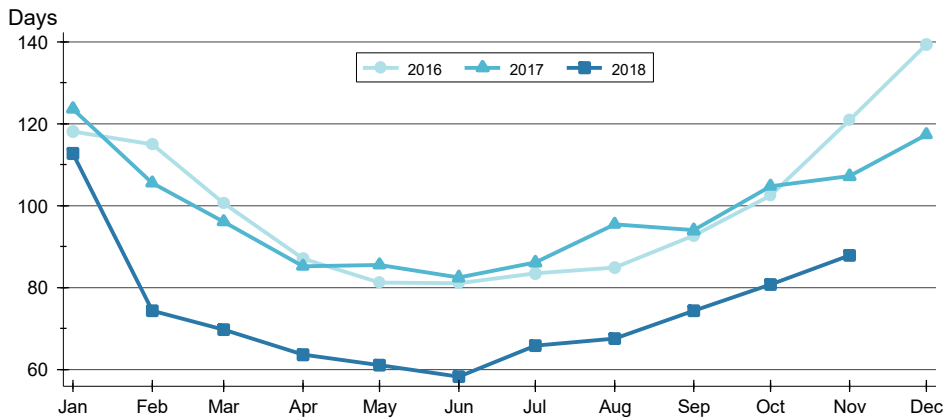


Month	2016	2017	2018
January	233,400	259,900	276,900
February	250,000	260,000	316,950
March	284,900	274,900	334,900
April	289,900	309,900	320,000
May	272,425	309,925	292,500
June	250,000	279,000	296,543
July	224,500	275,000	274,900
August	223,900	264,900	259,900
September	219,900	259,900	244,950
October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

# ACTIVE LISTINGS ANALYSIS

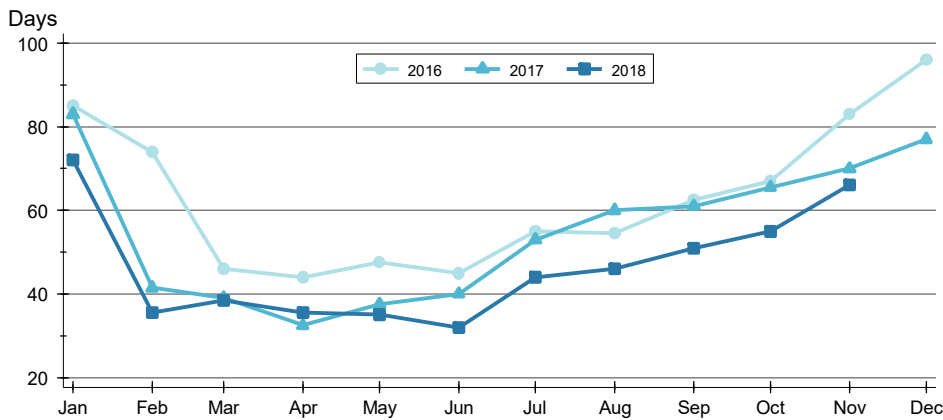
**CITY OF LAWRENCE  
ALL HOMES (NEW & EXISTING)  
AS OF 12/9/2018**

## 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	88
December	139	117	

## MEDIAN DOM >>

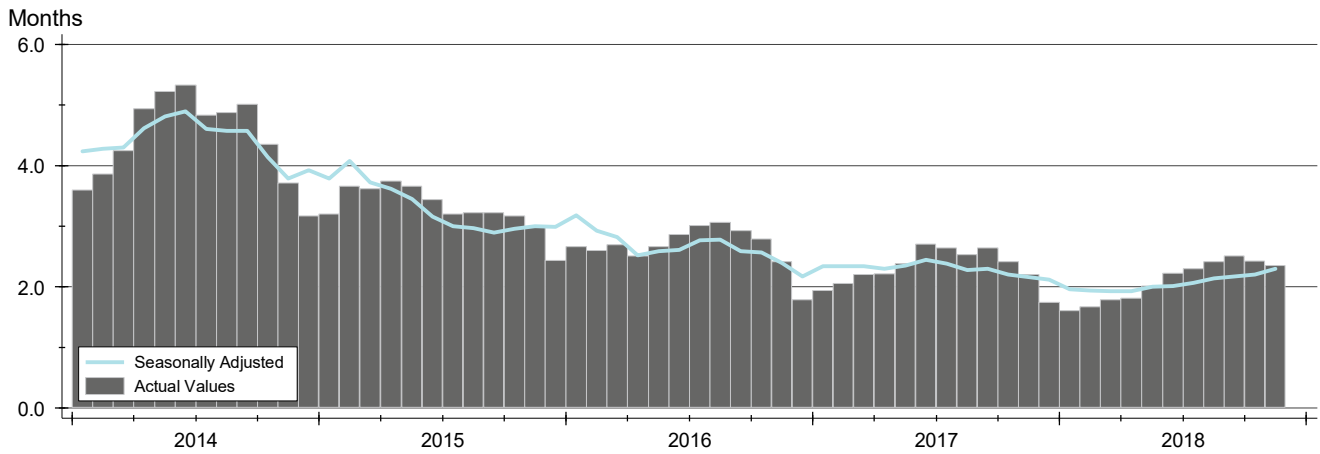


Month	2016	2017	2018
January	85	83	72
February	74	42	36
March	46	39	39
April	44	33	36
May	48	38	35
June	45	40	32
July	55	53	44
August	55	60	46
September	63	61	51
October	67	66	55
November	83	70	66
December	96	77	

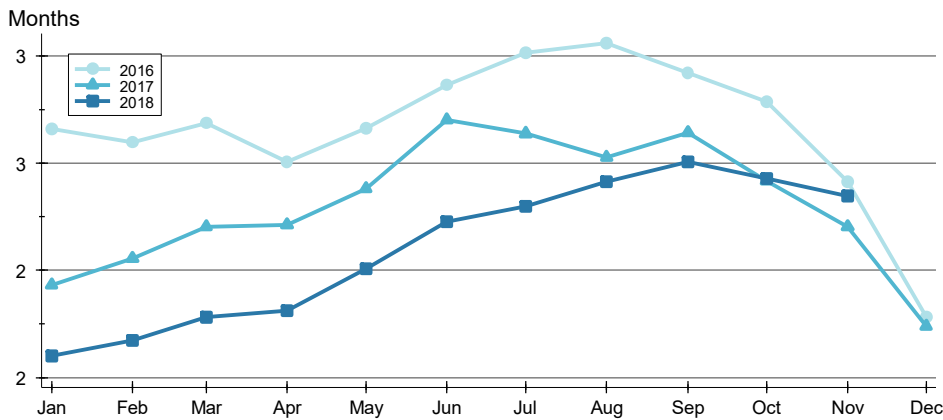
# MONTHS' SUPPLY ANALYSIS

**CITY OF LAWRENCE  
ALL HOMES (NEW & EXISTING)  
AS OF 12/9/2018**

**HISTORY** >>



**BY MONTH** >>

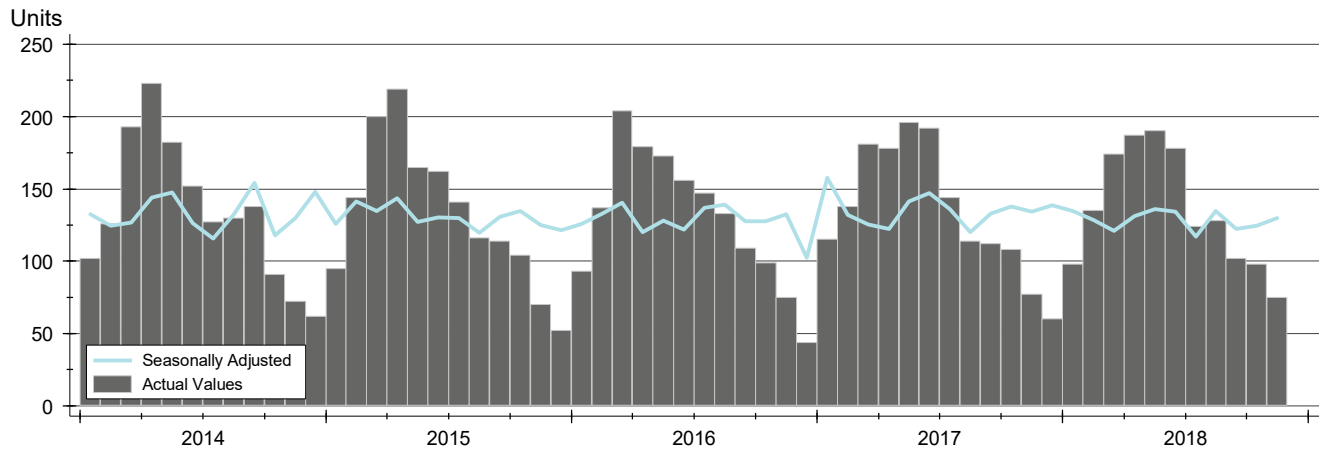


Month	2016	2017	2018
January	2.7	1.9	1.6
February	2.6	2.1	1.7
March	2.7	2.2	1.8
April	2.5	2.2	1.8
May	2.7	2.4	2.0
June	2.9	2.7	2.2
July	3.0	2.6	2.3
August	3.1	2.5	2.4
September	2.9	2.6	2.5
October	2.8	2.4	2.4
November	2.4	2.2	2.3
December	1.8	1.7	

# NEW LISTINGS ANALYSIS

**CITY OF LAWRENCE  
ALL HOMES (NEW & EXISTING)  
AS OF 12/9/2018**

**HISTORY** >>



**SUMMARY** >>

Summary Statistics for New Listings		November		
		2018	2017	Change
Current Month	New Listings	<b>75</b>	77	-2.6%
	Volume (1,000s)	<b>17,431</b>	15,675	11.2%
	Average List Price	<b>232,413</b>	203,573	14.2%
	Median List Price	<b>204,900</b>	175,000	17.1%
YTD	New Listings	<b>1,489</b>	1,555	-4.2%
	Volume (1,000s)	<b>368,253</b>	359,368	2.5%
	Average List Price	<b>247,316</b>	231,105	7.0%
	Median List Price	<b>214,900</b>	185,000	16.2%

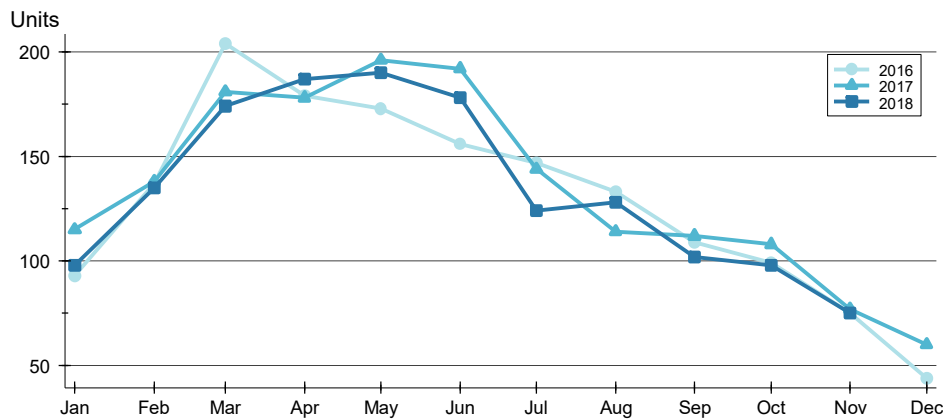
A total of 75 new listings were added in the City of Lawrence during November, down 2.6% from the same month in 2017. Year-to-date the City of Lawrence has seen 1,489 new listings.

The median list price of these homes was \$204,900 up from \$175,000 in 2017.

# NEW LISTINGS ANALYSIS

**CITY OF LAWRENCE  
ALL HOMES (NEW & EXISTING)  
AS OF 12/9/2018**

**BY MONTH** »



Month	2016	2017	2018
January	93	115	98
February	137	138	135
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	75
December	44	60	44

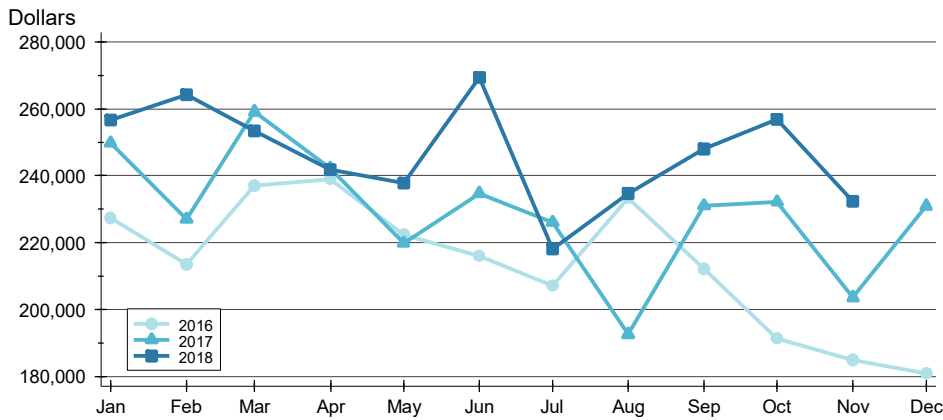
**BY PRICE RANGE** »

Price Range	New Listings			List Price	
	Number	Percent	Volume	Average	Median
Below \$50,000	2	2.7%	2	950	950
\$50,000-\$99,999	1	1.3%	99	99,000	99,000
\$100,000-\$149,999	21	28.0%	2,752	131,060	132,000
\$150,000-\$199,999	13	17.3%	2,309	177,646	170,000
\$200,000-\$249,999	12	16.0%	2,767	230,592	234,000
\$250,000-\$299,999	9	12.0%	2,460	273,300	275,000
\$300,000-\$349,999	5	6.7%	1,657	331,460	334,900
\$350,000-\$399,999	4	5.3%	1,516	379,000	379,500
\$400,000-\$449,999	3	4.0%	1,340	446,567	449,900
\$450,000-\$499,999	4	5.3%	1,930	482,400	487,450
\$500,000-\$599,999	1	1.3%	599	599,000	599,000
\$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	75	100.0%	17,431	232,413	204,900

# NEW LISTINGS ANALYSIS

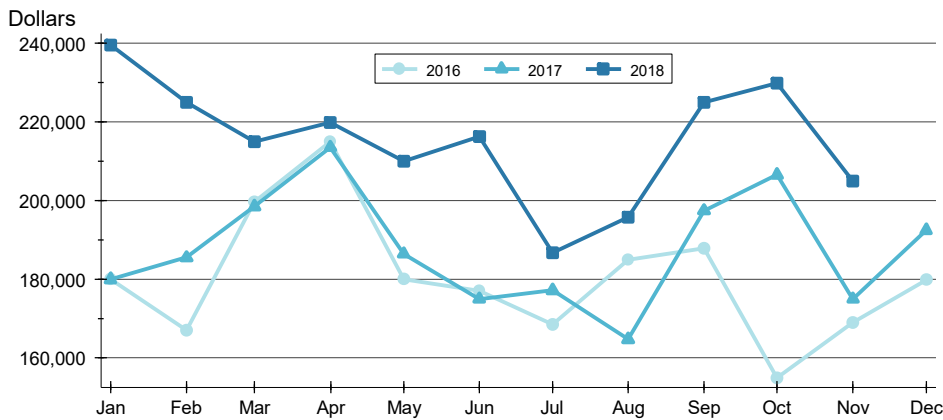
**CITY OF LAWRENCE  
ALL HOMES (NEW & EXISTING)  
AS OF 12/9/2018**

## AVERAGE PRICE



Month	2016	2017	2018
January	227,403	249,740	256,668
February	213,438	226,962	264,103
March	237,041	259,164	253,477
April	238,923	242,216	241,895
May	222,425	219,848	237,690
June	215,943	234,767	269,436
July	207,056	225,998	218,152
August	233,330	192,561	234,717
September	212,135	231,095	247,933
October	191,367	232,268	256,846
November	185,005	203,573	232,413
December	180,940	230,983	232,413

## MEDIAN PRICE

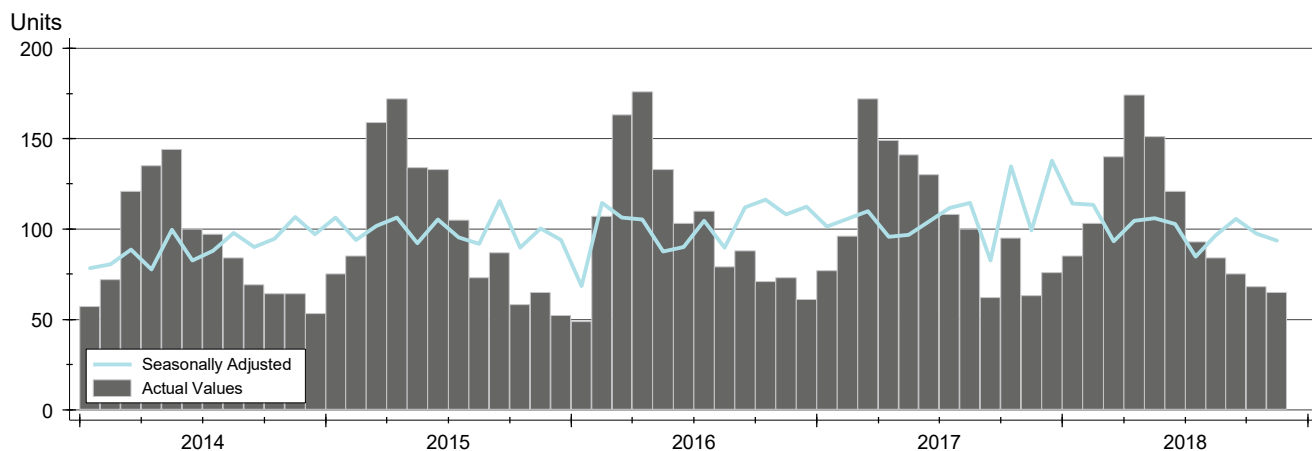


Month	2016	2017	2018
January	180,000	179,999	239,500
February	167,000	185,500	225,000
March	199,700	198,500	215,000
April	215,000	213,450	219,900
May	180,000	186,450	209,950
June	177,000	174,950	216,250
July	168,450	177,200	186,700
August	184,900	164,700	195,750
September	187,900	197,450	225,000
October	155,000	206,500	229,900
November	169,000	175,000	204,900
December	179,900	192,450	204,900

# CONTRACTS WRITTEN ANALYSIS

**CITY OF LAWRENCE  
ALL HOMES (NEW & EXISTING)  
AS OF 12/9/2018**

**HISTORY** >>



**SUMMARY** >>

Summary Statistics for Contracts Written		November			Year-to-Date		
		2018	2017	Change	2018	2017	Change
Closed Listings		<b>65</b>	63	3.2%	<b>1,159</b>	1,193	-2.8%
Volume (1,000s)		<b>14,432</b>	14,439	-0.1%	<b>277,404</b>	261,932	5.9%
Average	Sale Price	<b>222,025</b>	229,194	-3.1%	<b>239,348</b>	219,557	9.0%
	Days on Market	<b>53</b>	56	-4.8%	<b>34</b>	39	-11.5%
	Percent of Original	<b>97.1%</b>	95.3%	1.8%	<b>97.7%</b>	97.7%	0.0%
Median	Sale Price	<b>194,900</b>	186,000	4.8%	<b>205,000</b>	179,900	14.0%
	Days on Market	<b>37</b>	33	12.1%	<b>11</b>	11	0.0%
	Percent of Original	<b>100.0%</b>	97.3%	2.8%	<b>99.5%</b>	99.3%	0.2%

A total of 65 contracts for sale were written in the City of Lawrence during the month of November, up from 63 in 2017. The median list price of these homes was \$194,900, up from \$186,000 the prior year.

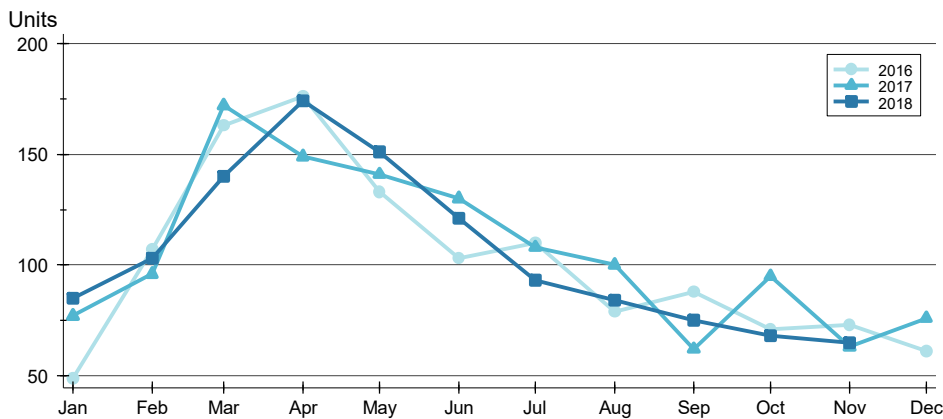
Half of the homes that went under contract in November were on the market less than 37 days, compared to 33 days in November 2017.



# CONTRACTS WRITTEN ANALYSIS

**CITY OF LAWRENCE  
ALL HOMES (NEW & EXISTING)  
AS OF 12/9/2018**

## BY MONTH >>



Month	2016	2017	2018
January	49	77	85
February	107	96	103
March	163	172	140
April	176	149	174
May	133	141	151
June	103	130	121
July	110	108	93
August	79	100	84
September	88	62	75
October	71	95	68
November	73	63	65
December	61	76	

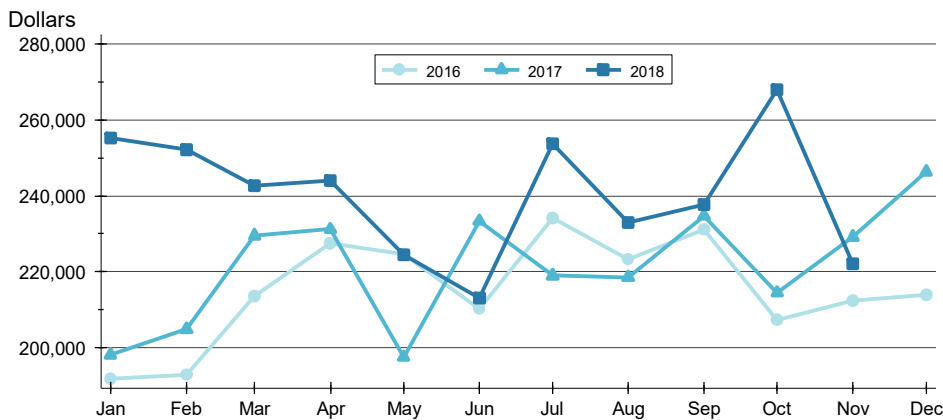
## BY PRICE RANGE >>

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	4.6%	280	93,167	97,500	66	67	98.0%	100.0%
\$100,000-\$149,999	20	30.8%	2,683	134,140	139,450	38	17	97.5%	100.0%
\$150,000-\$199,999	12	18.5%	2,135	177,938	179,950	56	36	97.4%	97.4%
\$200,000-\$249,999	10	15.4%	2,246	224,560	219,000	27	24	97.5%	99.3%
\$250,000-\$299,999	9	13.8%	2,520	279,967	287,000	76	77	94.1%	98.5%
\$300,000-\$349,999	3	4.6%	974	324,667	329,000	41	37	97.3%	100.0%
\$350,000-\$399,999	5	7.7%	1,861	372,180	375,000	90	74	96.6%	96.1%
\$400,000-\$449,999	1	1.5%	440	440,000	440,000	22	22	100.0%	100.0%
\$450,000-\$499,999	1	1.5%	499	499,000	499,000	46	46	100.0%	100.0%
\$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	1	1.5%	795	794,900	794,900	226	226	102.6%	102.6%
\$1,000,000 and up	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
All price ranges	65	100.0%	14,432	222,025	194,900	53	37	97.1%	100.0%

# CONTRACTS WRITTEN ANALYSIS

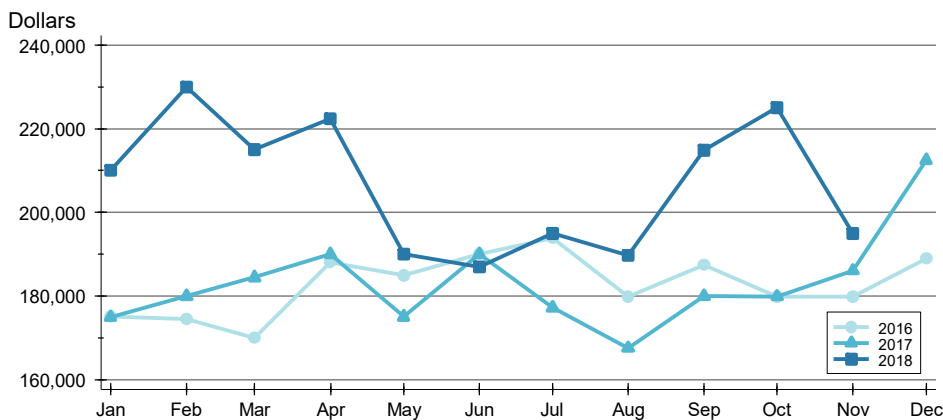
**CITY OF LAWRENCE  
ALL HOMES (NEW & EXISTING)  
AS OF 12/9/2018**

## AVERAGE PRICE >>



Month	2016	2017	2018
January	191,969	198,141	255,285
February	192,836	204,931	252,094
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	253,662
August	223,244	218,628	232,998
September	231,023	234,715	237,656
October	207,307	214,525	267,881
November	212,365	229,194	222,025
December	214,007	246,381	

## MEDIAN PRICE >>

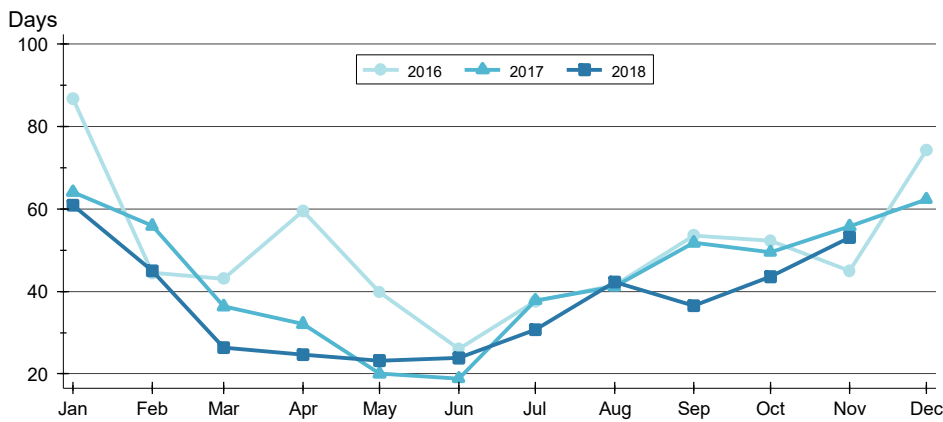


Month	2016	2017	2018
January	175,000	174,900	210,000
February	174,500	179,950	229,950
March	169,900	184,450	214,950
April	188,000	190,000	222,400
May	184,900	175,000	190,000
June	190,000	189,950	187,000
July	193,950	177,200	195,000
August	179,900	167,500	189,700
September	187,450	179,950	214,900
October	179,900	179,900	225,000
November	179,900	186,000	194,900
December	189,000	212,500	

# CONTRACTS WRITTEN ANALYSIS

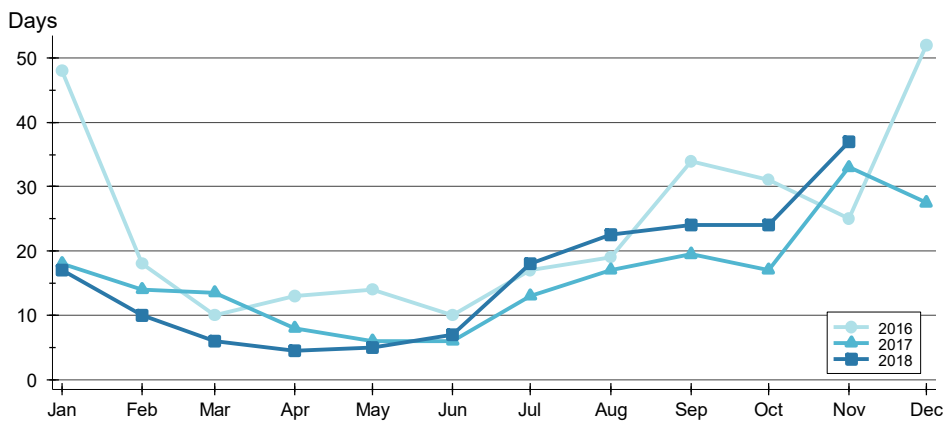
**CITY OF LAWRENCE  
ALL HOMES (NEW & EXISTING)  
AS OF 12/9/2018**

## 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	53
December	74	62	

## MEDIAN DOM

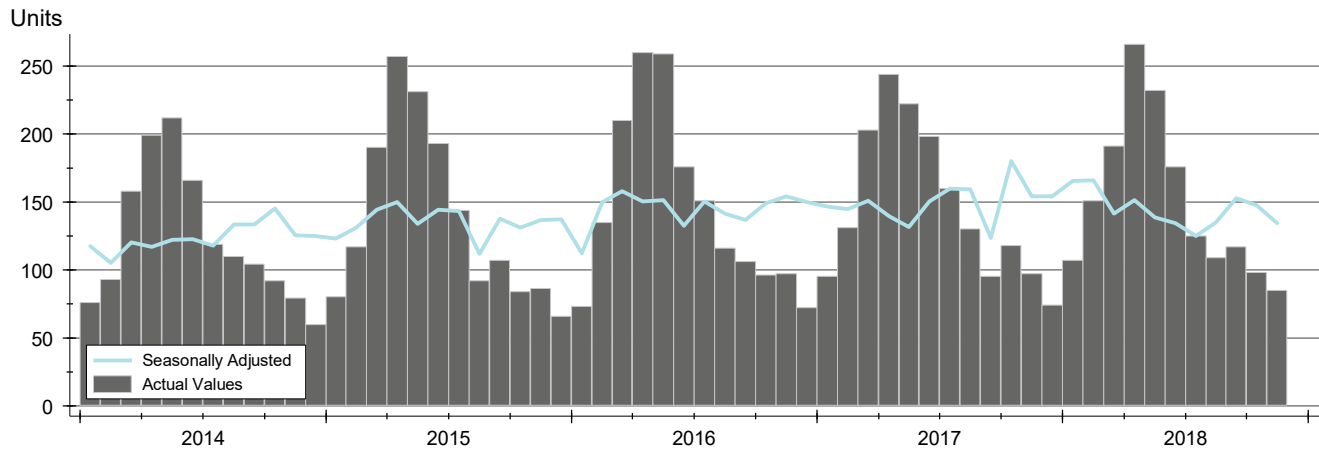


Month	2016	2017	2018
January	48	18	17
February	18	14	10
March	10	14	6
April	13	8	5
May	14	6	5
June	10	6	7
July	17	13	18
August	19	17	23
September	34	20	24
October	31	17	24
November	25	33	37
December	52	28	

# PENDING CONTRACTS ANALYSIS

**CITY OF LAWRENCE  
ALL HOMES (NEW & EXISTING)  
AS OF 12/9/2018**

**HISTORY** >>



**SUMMARY** >>

Summary Statistics for Active Listings		End of November		
		2018	2017	Change
Active Listings		85	97	-12.4%
Volume (1,000s)		20,172	24,353	-17.2%
Average	List Price	237,321	251,063	-5.5%
	Days on Market	44	63	-30.6%
	Percent of Original	98.2%	98.3%	-0.1%
Median	List Price	199,950	205,000	-2.5%
	Days on Market	28	26	7.7%
	Percent of Original	100.0%	100.0%	0.0%

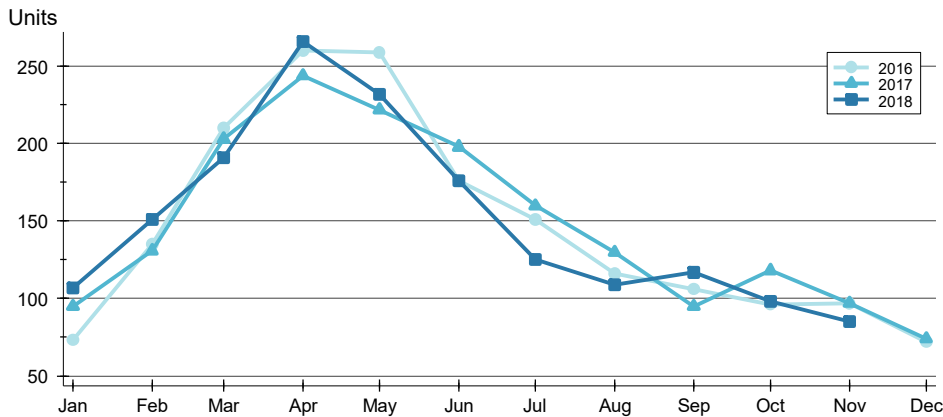
A total of 85 listings in the City of Lawrence had contracts pending at the end of November, down from 97 contracts pending at the end of November 2017.

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 12/9/2018**

## 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	85
December	72	74	

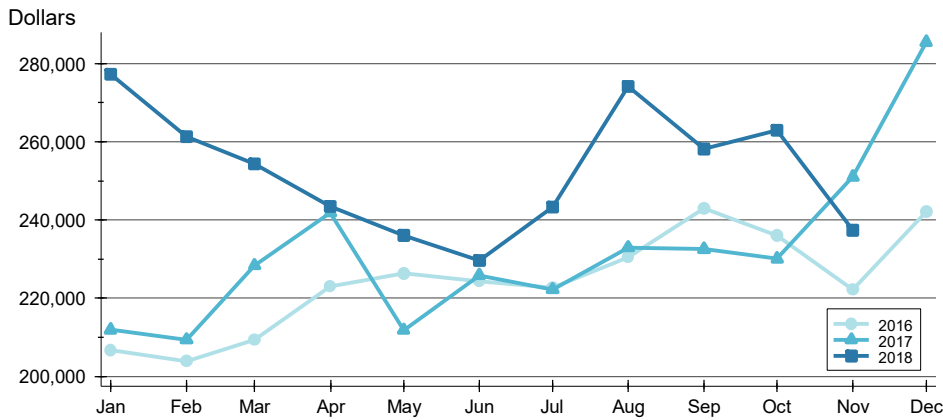
## BY PRICE RANGE >>

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	5	5.9%	464	92,880	95,000	42	37	98.8%	100.0%
\$100,000-\$149,999	24	28.2%	3,202	133,402	139,450	38	17	97.3%	100.0%
\$150,000-\$199,999	14	16.5%	2,479	177,082	178,900	41	25	98.0%	98.0%
\$200,000-\$249,999	12	14.1%	2,684	223,650	219,450	23	16	99.4%	100.0%
\$250,000-\$299,999	8	9.4%	2,205	275,613	278,475	57	51	98.1%	100.0%
\$300,000-\$349,999	6	7.1%	1,987	331,233	337,000	40	36	97.3%	100.0%
\$350,000-\$399,999	8	9.4%	2,953	369,153	370,450	53	32	98.9%	100.0%
\$400,000-\$449,999	2	2.4%	885	442,500	442,500	14	14	100.0%	100.0%
\$450,000-\$499,999	3	3.5%	1,458	485,967	484,000	105	87	96.1%	100.0%
\$500,000-\$599,999	2	2.4%	1,060	530,000	530,000	33	33	100.0%	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	1	1.2%	795	794,900	794,900	226	226	102.6%	102.6%
\$1,000,000 and up	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
All price ranges	85	100.0%	20,172	237,321	199,950	44	28	98.2%	100.0%

# PENDING CONTRACTS ANALYSIS

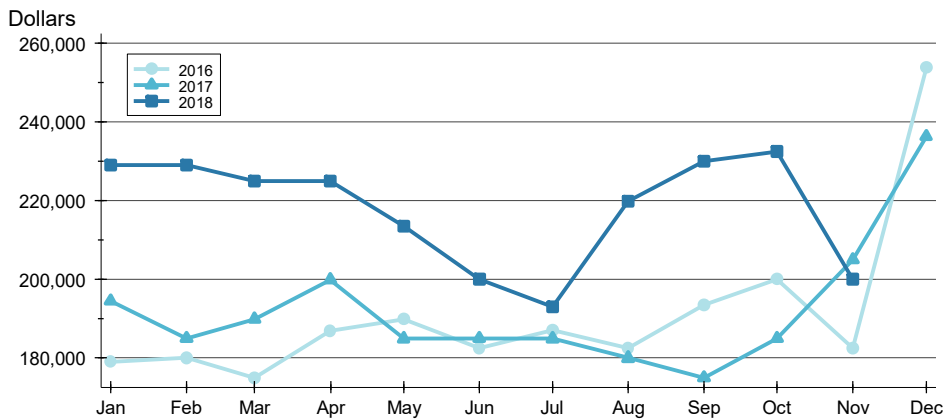
**CITY OF LAWRENCE  
ALL HOMES (NEW & EXISTING)  
AS OF 12/9/2018**

## 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	237,321
December	242,126	285,572	

## MEDIAN PRICE >>

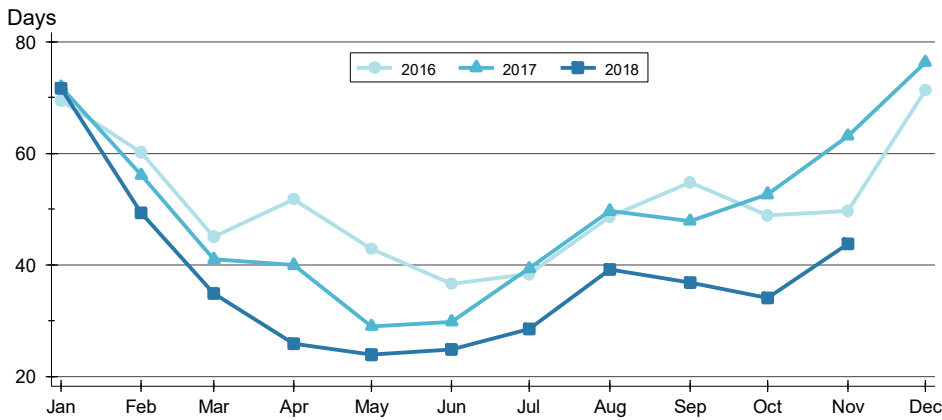


Month	2016	2017	2018
January	179,000	194,500	229,000
February	179,950	185,000	229,000
March	175,000	189,900	225,000
April	186,950	199,900	224,975
May	189,900	184,900	213,450
June	182,450	185,000	199,975
July	187,000	184,900	192,900
August	182,500	179,950	219,900
September	193,500	175,000	230,000
October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

# PENDING CONTRACTS ANALYSIS

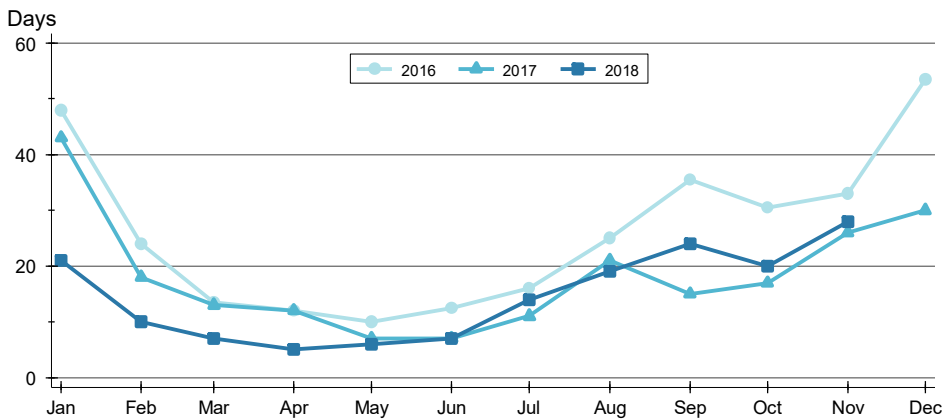
**CITY OF LAWRENCE  
ALL HOMES (NEW & EXISTING)  
AS OF 12/9/2018**

## 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	44
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	28
December	54	30	