

MARKET OVERVIEW >>

Lawrence City Home Sales Fell in December

Total home sales in the City of Lawrence fell last month to 65 units, compared to 76 units in December 2017. Total sales volume was \$14.9 million, down from a year earlier.

The median sale price in December was \$194,900, up from \$194,204 a year earlier. Homes that sold in December were typically on the market for 32 days and sold for 98.9% 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 219 units, up from 183 at the same point in 2017. This represents a 2.1 months' supply of homes available for sale. The median list price of homes on the market at the end of December was \$270,000.

During December, a total of 43 contracts were written down from 76 in December 2017. At the end of the month, there were 59 contracts pending, compared to 74 at the end of December 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		December		
Current Month		2018	2017	Change
Summary Statistics				
Home Sales		65	76	-14.5%
Active Listings		219	183	19.7%
Months' Supply		2.1	1.7	23.2%
New Listings		54	60	-10.0%
Contracts Written		43	76	-43.4%
Pending Contracts		59	74	-20.3%
Sales Volume (1,000s)		14,943	16,860	-11.4%
Average	Sale Price	229,889	221,840	3.6%
	List Price of Actives	305,627	291,203	5.0%
	Days on Market	47	48	-1.4%
	Percent of List	98.4%	98.1%	0.3%
	Percent of Original	96.8%	96.9%	-0.1%
Median	Sale Price	194,900	194,204	0.4%
	List Price of Actives	270,000	265,900	1.5%
	Days on Market	32	19	73.0%
	Percent of List	98.9%	99.5%	-0.7%
	Percent of Original	97.8%	98.6%	-0.8%

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THREE-YEAR COMPARISONS

SUMMARY >>

BREAKDOWNS BY HOME TYPE CITY OF LAWRENCE AS OF 1/8/2019

December MLS Statistics By Property Type		2018			2017			2016		
		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		65	58	7	76	67	9	78	70	8
Change from prior year		-14.5%	-13.4%	-22.2%	-2.6%	-4.3%	12.5%	4.0%	0.0%	60.0%
Active Listings		219	174	45	183	134	49	180	141	39
Change from prior year		19.7%	29.9%	-8.2%	1.7%	-5.0%	25.6%	-25.0%	-26.2%	-20.4%
Months' Supply		2.1	1.9	4.1	1.7	1.4	5.2	1.8	1.5	4.5
Change from prior year		23.2%	36.3%	-20.7%	-2.4%	-8.2%	13.5%	-26.7%	-26.7%	-35.9%
New Listings		54	49	5	60	51	9	44	40	4
Change from prior year		-10.0%	-3.9%	-44.4%	36.4%	27.5%	125.0%	-15.4%	-9.1%	-50.0%
Contracts Written		43	41	2	76	61	15	61	50	11
Change from prior year		-43.4%	-32.8%	-86.7%	24.6%	22.0%	36.4%	17.3%	4.2%	175.0%
Pending Contracts		59	53	6	74	63	11	72	57	15
Change from prior year		-20.3%	-15.9%	-45.5%	2.8%	10.5%	-26.7%	9.1%	3.6%	36.4%
Sales Volume (1,000s)		14,943	12,269	2,674	16,860	13,903	2,957	15,225	11,816	3,410
Change from prior year		-11.4%	-11.8%	-9.6%	10.7%	17.7%	-13.3%	-3.7%	-17.7%	134.2%
Average	Sale Price	229,889	211,535	381,971	221,840	207,506	328,553	195,196	168,796	426,188
	Change from prior year	3.6%	1.9%	16.3%	13.7%	22.9%	-22.9%	-7.4%	-17.7%	46.4%
	List Price of Actives	305,627	289,164	369,280	291,203	254,243	392,279	305,295	286,543	373,090
	Change from prior year	5.0%	13.7%	-5.9%	-4.6%	-11.3%	5.1%	13.1%	15.3%	5.5%
	Days on Market	47	38	122	48	37	124	51	45	97
	Change from prior year	-1.5%	1.4%	-1.7%	-5.9%	-17.6%	28.1%	-31.4%	-25.5%	-61.9%
Percent of List		98.4%	98.2%	99.7%	98.1%	97.9%	99.3%	97.0%	96.7%	99.1%
	Change from prior year	0.3%	0.3%	0.4%	1.2%	1.3%	0.2%	-0.8%	-0.8%	-2.4%
	Percent of Original	96.8%	96.6%	99.1%	96.9%	96.6%	98.8%	94.4%	93.9%	98.7%
Change from prior year	-0.1%	-0.1%	0.3%	2.7%	3.0%	0.1%	-0.6%	-0.6%	-1.9%	
Median	Sale Price	194,900	176,416	344,000	194,204	180,000	234,000	164,500	148,750	389,950
	Change from prior year	0.4%	-2.0%	47.0%	18.1%	21.0%	-40.0%	-10.4%	-16.4%	48.3%
	List Price of Actives	270,000	237,450	349,900	265,900	166,500	349,900	245,000	199,900	329,900
	Change from prior year	1.5%	42.6%	0.0%	8.5%	-16.7%	6.1%	8.9%	14.2%	6.5%
	Days on Market	32	23	77	19	13	59	29	27	78
	Change from prior year	73.0%	73.1%	30.5%	-35.1%	-51.9%	-24.4%	-41.8%	-42.6%	-60.8%
Percent of List		98.9%	98.8%	100.0%	99.5%	99.0%	100.0%	97.6%	97.5%	99.7%
	Change from prior year	-0.7%	-0.2%	0.0%	2.0%	1.5%	0.3%	-0.5%	-0.3%	-0.3%
Percent of Original		97.8%	97.0%	99.0%	98.6%	98.4%	100.0%	97.0%	96.1%	99.7%
	Change from prior year	-0.8%	-1.4%	-1.0%	1.6%	2.4%	0.3%	0.0%	-0.7%	-0.3%

YEAR-TO-DATE STATISTICS

SUMMARY >>

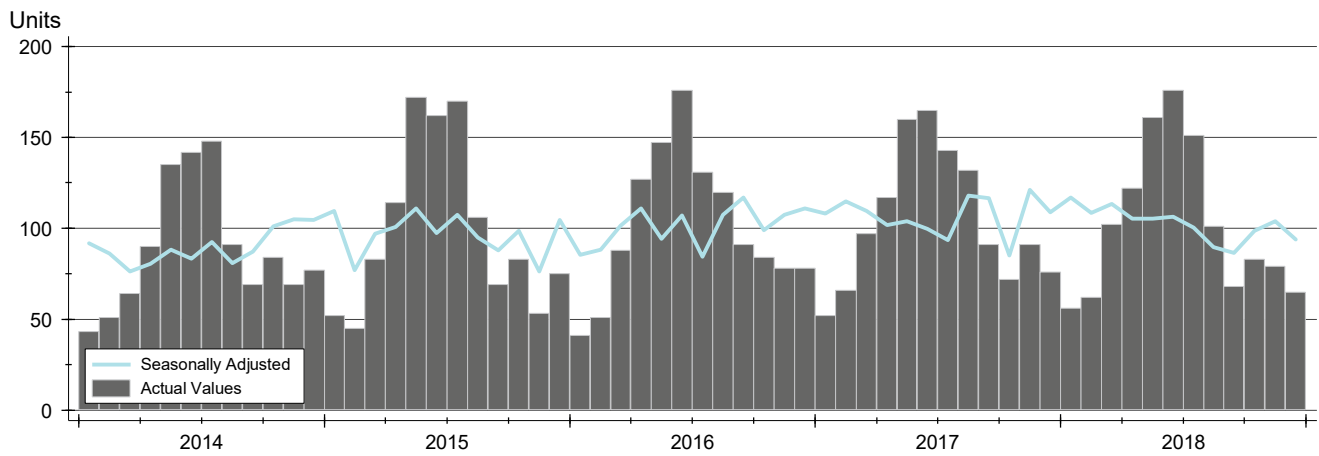
YTD BREAKDOWNS BY HOME TYPE CITY OF LAWRENCE AS OF 1/8/2019

Year-to-Date Activity By Property Type		2018			2017			2016		
		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		1,226	1,094	132	1,262	1,148	114	1,212	1,109	103
Change from prior year		-2.9%	-4.7%	15.8%	4.1%	3.5%	10.7%	2.4%	0.7%	24.1%
New Listings		1,546	1,394	152	1,615	1,459	156	1,549	1,416	133
Change from prior year		-4.3%	-4.5%	-2.6%	4.3%	3.0%	17.3%	-2.1%	-2.6%	3.9%
Contracts Written		1,205	1,081	124	1,269	1,159	110	1,213	1,107	106
Change from prior year		-5.0%	-6.7%	12.7%	4.6%	4.7%	3.8%	1.3%	0.1%	15.2%
Sales Volume (1,000s)		291,719	245,296	46,423	272,739	236,125	36,614	257,977	221,749	36,228
Change from prior year		7.0%	3.9%	26.8%	5.7%	6.5%	1.1%	8.3%	5.2%	31.6%
Average	Sale Price	237,943	224,219	351,689	216,116	205,683	321,178	212,853	199,954	351,730
	Change from prior year	10.1%	9.0%	9.5%	1.5%	2.9%	-8.7%	5.8%	4.4%	6.1%
	Days on Market	37	30	101	39	31	118	48	41	128
	Change from prior year	-4.7%	-5.5%	-14.3%	-18.7%	-22.9%	-8.3%	-13.1%	-21.2%	22.0%
	Percent of List	98.7%	98.6%	99.7%	98.9%	98.7%	100.6%	98.2%	98.1%	99.8%
Change from prior year	-0.2%	-0.1%	-0.9%	0.6%	0.6%	0.8%	0.4%	0.5%	-1.0%	
Median	Percent of Original	97.6%	97.4%	99.3%	97.7%	97.4%	100.5%	96.7%	96.4%	99.2%
	Change from prior year	-0.1%	0.0%	-1.2%	1.0%	1.0%	1.3%	0.4%	0.5%	-1.3%
	Sale Price	204,200	192,750	339,400	180,000	175,000	304,648	178,000	170,000	324,900
	Change from prior year	13.4%	10.1%	11.4%	1.1%	2.9%	-6.2%	5.3%	4.3%	6.0%
	Days on Market	12	10	64	11	10	74	19	16	91
Change from prior year	9.1%	0.0%	-14.2%	-42.1%	-37.5%	-18.7%	-24.0%	-30.4%	23.0%	
Percent of List	100.0%	99.5%	100.0%	100.0%	100.0%	100.0%	99.2%	98.9%	100.0%	
Change from prior year	0.0%	-0.5%	0.0%	0.9%	1.1%	0.0%	0.4%	0.4%	0.0%	
Percent of Original	99.2%	98.8%	100.0%	99.3%	98.8%	100.0%	98.3%	98.0%	100.0%	
Change from prior year	-0.1%	0.0%	0.0%	1.0%	0.9%	0.0%	0.6%	0.5%	0.0%	

CLOSED LISTINGS ANALYSIS

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 1/8/2019**

HISTORY >>



SUMMARY >>

Summary Statistics for Closed Listings		December			Year-to-Date		
		2018	2017	Change	2018	2017	Change
Closed Listings		65	76	-14.5%	1,226	1,262	-2.9%
Volume (1,000s)		14,943	16,860	-11.4%	291,719	272,739	7.0%
Average	Sale Price	229,889	221,840	3.6%	237,943	216,116	10.1%
	Days on Market	47	48	-1.5%	37	39	-4.7%
	Percent of List	98.4%	98.1%	0.3%	98.7%	98.9%	-0.2%
	Percent of Original	96.8%	96.9%	-0.1%	97.6%	97.7%	-0.1%
Median	Sale Price	194,900	194,204	0.4%	204,200	180,000	13.4%
	Days on Market	32	19	73.0%	12	11	9.1%
	Percent of List	98.9%	99.5%	-0.7%	100.0%	100.0%	0.0%
	Percent of Original	97.8%	98.6%	-0.8%	99.2%	99.3%	-0.1%

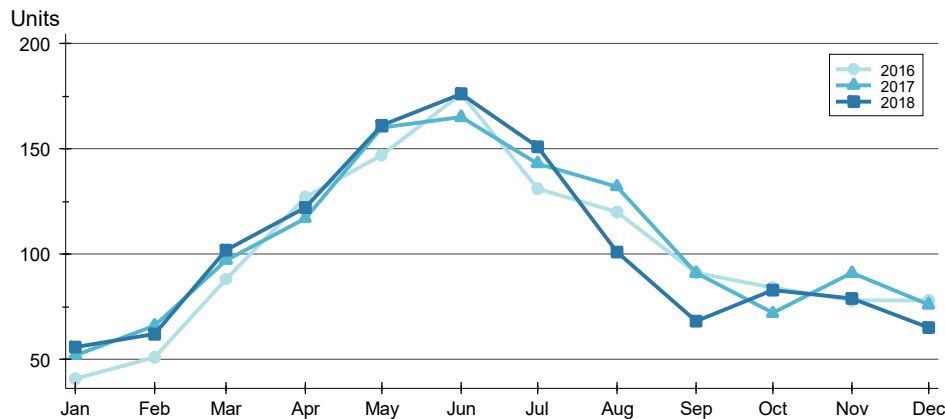
A total of 65 homes sold in the City of Lawrence in December, down from 76 units in December 2017. Total sales volume fell to \$14.9 million compared to \$16.9 million in the previous year.

The median sales price in December was \$194,900, up 0.4% compared to the prior year. Median days on market was 32 days, up from 24 days in November, and up from 19 in December 2017.

CLOSED LISTINGS ANALYSIS

BY MONTH >>

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 1/8/2019**



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	176
July	131	143	151
August	120	132	101
September	91	91	68
October	84	72	83
November	78	91	79
December	78	76	65

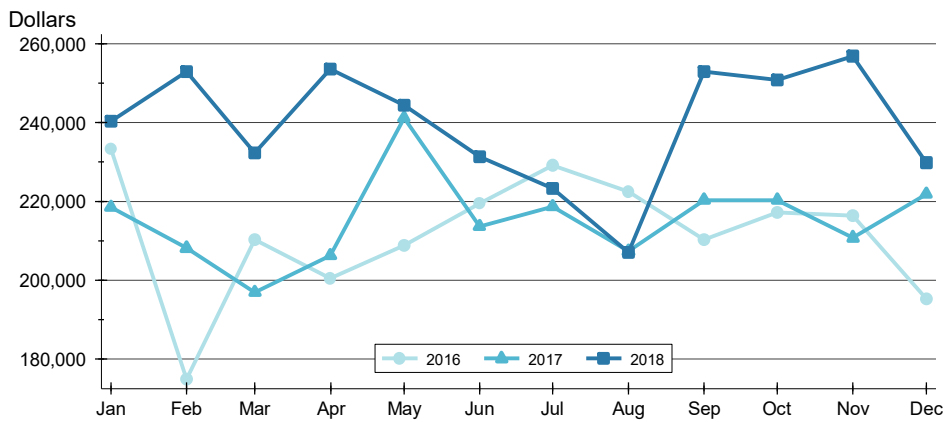
BY PRICE RANGE >>

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	4	6.2%	362	90,500	91,000	47	44	95.5%	96.9%	94.2%	96.9%
\$100,000-\$149,999	19	29.2%	2,469	129,932	133,500	25	5	97.5%	98.6%	96.3%	98.2%
\$150,000-\$199,999	13	20.0%	2,302	177,045	180,000	45	38	99.5%	97.0%	97.7%	95.2%
\$200,000-\$249,999	8	12.3%	1,835	229,329	232,460	20	14	98.6%	99.7%	98.2%	99.4%
\$250,000-\$299,999	7	10.8%	1,938	276,857	285,000	76	77	99.4%	100.0%	97.2%	99.3%
\$300,000-\$349,999	3	4.6%	952	317,333	308,000	131	108	98.7%	98.3%	92.8%	92.0%
\$350,000-\$399,999	4	6.2%	1,472	368,000	363,500	22	6	99.4%	99.4%	98.7%	99.4%
\$400,000-\$449,999	2	3.1%	860	430,000	430,000	14	14	97.2%	97.2%	97.2%	97.2%
\$450,000-\$499,999	3	4.6%	1,434	478,000	480,000	105	87	98.4%	99.0%	94.4%	96.2%
\$500,000-\$599,999	1	1.5%	525	525,000	525,000	65	65	98.1%	98.1%	98.1%	98.1%
\$600,000-\$749,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$750,000-\$999,999	1	1.5%	795	794,900	794,900	226	226	100.0%	100.0%	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	N/A	N/A
All price ranges	65	100.0%	14,943	229,889	194,900	47	32	98.4%	98.9%	96.8%	97.8%

CLOSED LISTINGS ANALYSIS

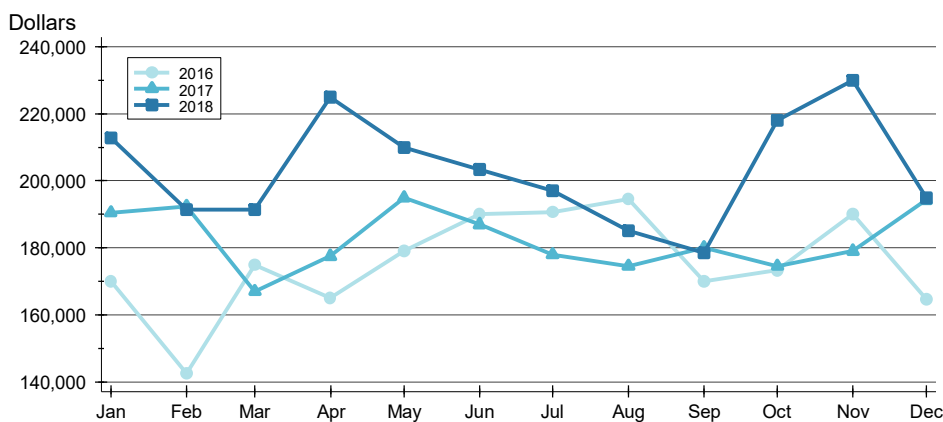
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 1/8/2019**

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	231,219
July	229,199	218,722	223,184
August	222,494	207,312	207,067
September	210,369	220,309	253,003
October	217,177	220,342	250,801
November	216,434	210,760	256,894
December	195,196	221,840	229,889

MEDIAN PRICE >>

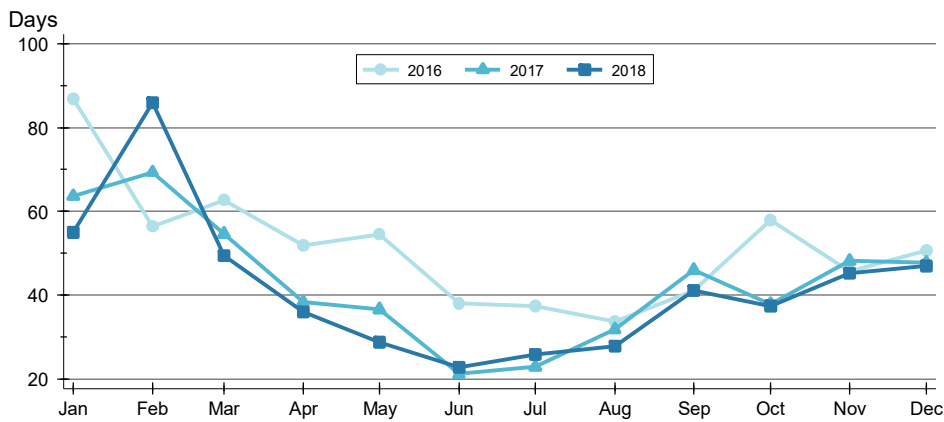


Month	2016	2017	2018
January	170,000	190,500	212,875
February	142,500	192,450	191,500
March	174,900	167,000	191,325
April	165,000	177,500	225,000
May	179,000	194,950	210,000
June	190,000	186,900	203,450
July	190,600	177,900	197,000
August	194,562	174,500	185,000
September	170,000	180,000	178,500
October	173,250	174,450	218,000
November	190,000	179,000	229,900
December	164,500	194,204	194,900

CLOSED LISTINGS ANALYSIS

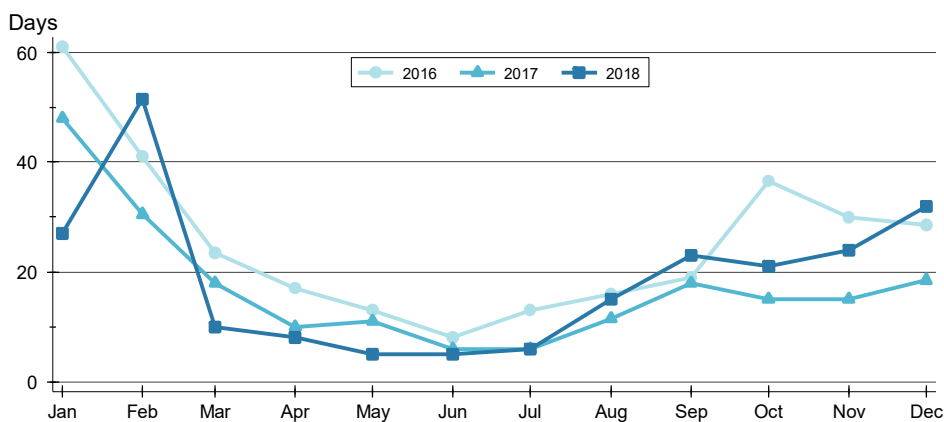
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 1/8/2019**

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	45
December	51	48	47

MEDIAN DOM

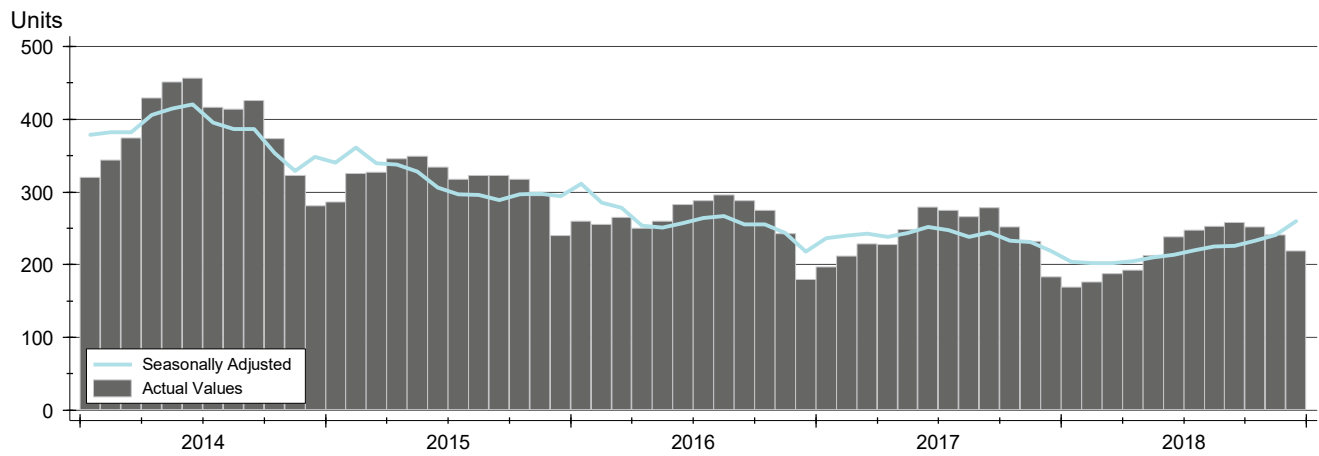


Month	2016	2017	2018
January	61	48	27
February	41	31	52
March	24	18	10
April	17	10	8
May	13	11	5
June	8	6	5
July	13	6	6
August	16	12	15
September	19	18	23
October	37	15	21
November	30	15	24
December	29	19	32

ACTIVE LISTINGS ANALYSIS

HISTORY >>

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 1/8/2019**



SUMMARY >>

Summary Statistics for Active Listings		End of December		
		2018	2017	Change
Active Listings		219	183	19.7%
Months' Supply		2.1	1.7	23.2%
Volume (1,000s)		66,932	53,290	25.6%
Average	List Price	305,627	291,203	5.0%
	Days on Market	95	117	-19.4%
	Percent of Original	98.3%	98.2%	0.1%
Median	List Price	270,000	265,900	1.5%
	Days on Market	69	77	-10.4%
	Percent of Original	100.0%	100.0%	0.0%

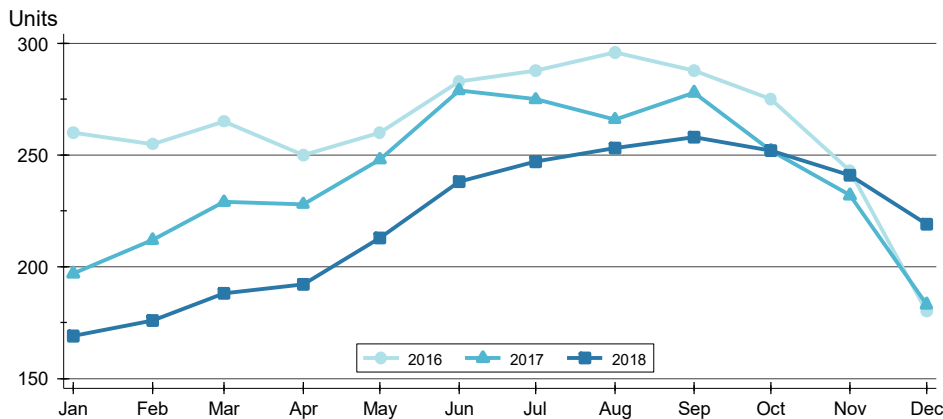
A total of 219 homes were available for sale in the City of Lawrence at the end of December. This represents a 2.1 months' supply of active listings.

The median list price of homes on the market at the end of December was \$270,000, up 1.5% from 2017. The typical time on market for active listings was 69 days, down from 77 days a year earlier.

ACTIVE LISTINGS ANALYSIS

BY MONTH >>

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 1/8/2019**



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	219

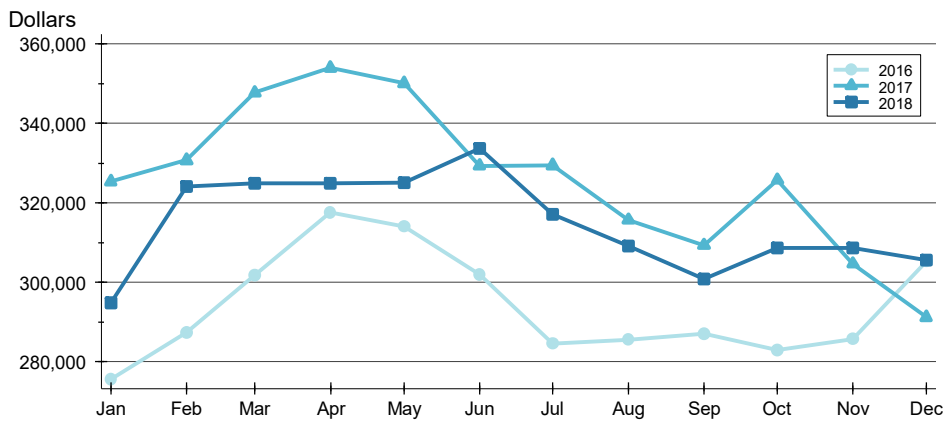
BY PRICE RANGE >>

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	6	2.7%	9	N/A	1,424	1,173	86	56	99.6%	100.0%
\$50,000-\$99,999	11	5.0%	951	2.8	86,493	89,900	159	78	96.1%	100.0%
\$100,000-\$149,999	31	14.2%	4,164	1.6	134,321	135,000	44	31	97.8%	100.0%
\$150,000-\$199,999	27	12.3%	4,655	2.1	172,404	169,900	77	67	98.3%	100.0%
\$200,000-\$249,999	27	12.3%	6,246	3.4	231,331	230,000	89	71	98.8%	100.0%
\$250,000-\$299,999	22	10.0%	6,047	3.1	274,841	276,500	76	73	98.8%	100.0%
\$300,000-\$349,999	25	11.4%	8,168	8.3	326,726	329,500	97	103	98.5%	100.0%
\$350,000-\$399,999	20	9.1%	7,411	5.0	370,565	367,000	96	74	97.7%	100.0%
\$400,000-\$449,999	11	5.0%	4,832	5.5	439,255	439,900	128	64	98.5%	100.0%
\$450,000-\$499,999	14	6.4%	6,565	4.7	468,936	468,000	97	66	99.3%	100.0%
\$500,000-\$599,999	10	4.6%	5,622	10.0	562,150	559,950	141	143	99.4%	100.0%
\$600,000-\$749,999	8	3.7%	5,429	N/A	678,663	667,450	223	182	94.7%	96.7%
\$750,000-\$999,999	5	2.3%	4,234	5.0	846,760	839,000	71	68	100.0%	100.0%
\$1,000,000 and up	2	0.9%	2,600	N/A	1,300,000	1,300,000	149	149	100.0%	100.0%
All price ranges	219	100.0%	66,932	3.4	305,627	270,000	95	69	98.3%	100.0%

ACTIVE LISTINGS ANALYSIS

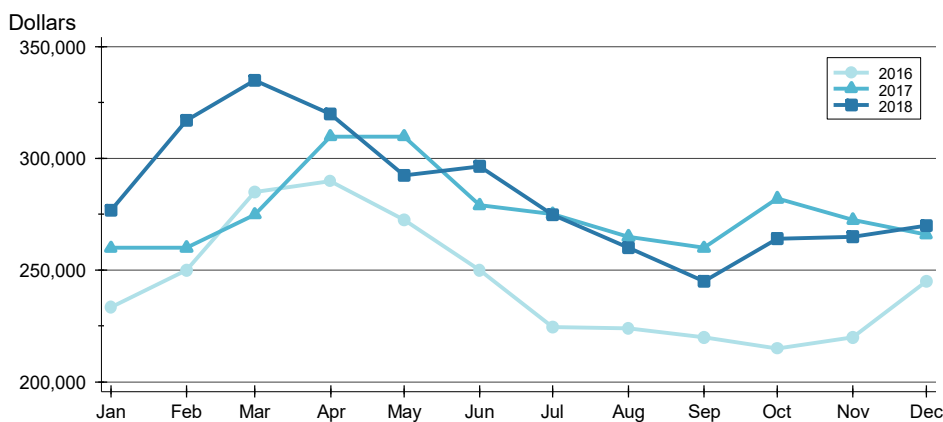
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 1/8/2019**

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	305,627

MEDIAN PRICE >>

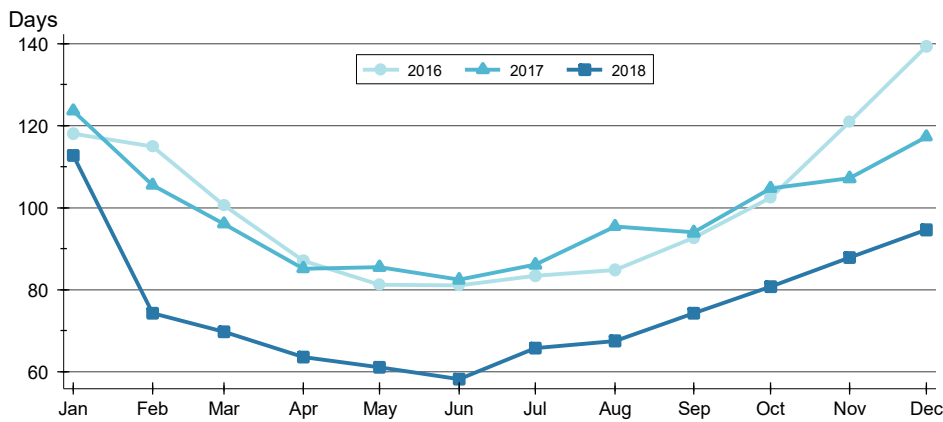


Month	2016	2017	2018
January	233,400	259,900	276,900
February	250,000	260,000	316,950
March	284,900	274,900	334,900
April	289,900	309,900	320,000
May	272,425	309,925	292,500
June	250,000	279,000	296,543
July	224,500	275,000	274,900
August	223,900	264,900	259,900
September	219,900	259,900	244,950
October	214,900	282,000	263,950
November	219,900	272,400	264,900
December	245,000	265,900	270,000

ACTIVE LISTINGS ANALYSIS

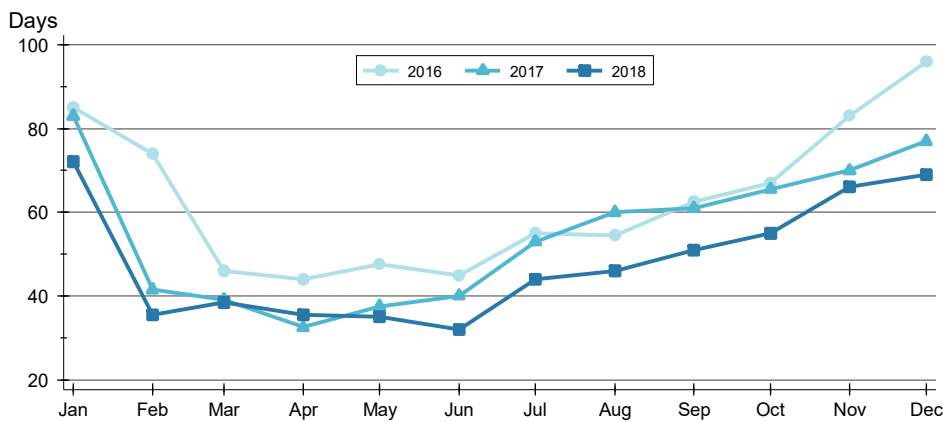
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 1/8/2019**

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	95

MEDIAN DOM

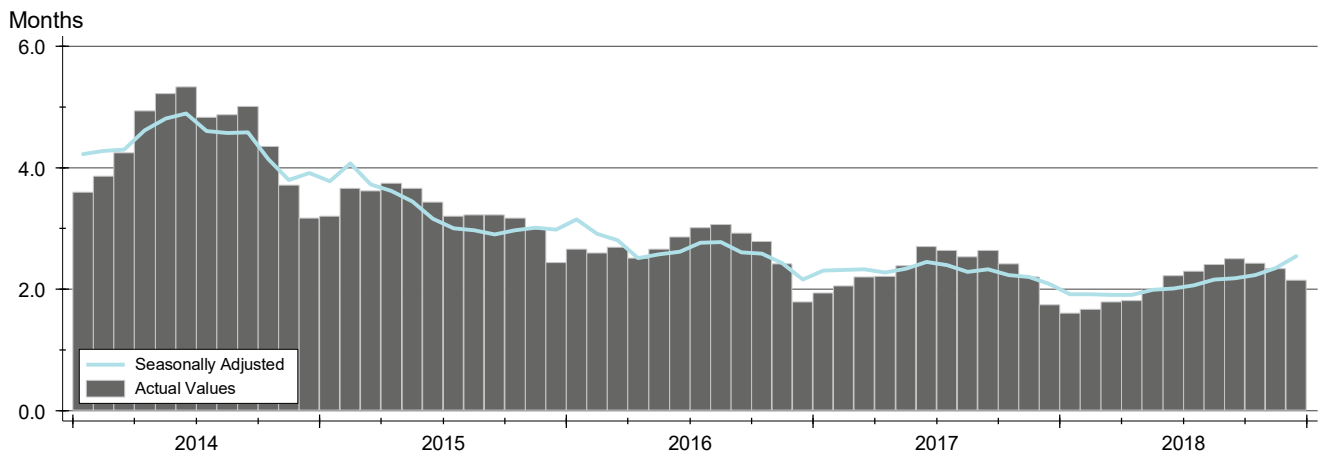


Month	2016	2017	2018
January	85	83	72
February	74	42	36
March	46	39	39
April	44	33	36
May	48	38	35
June	45	40	32
July	55	53	44
August	55	60	46
September	63	61	51
October	67	66	55
November	83	70	66
December	96	77	69

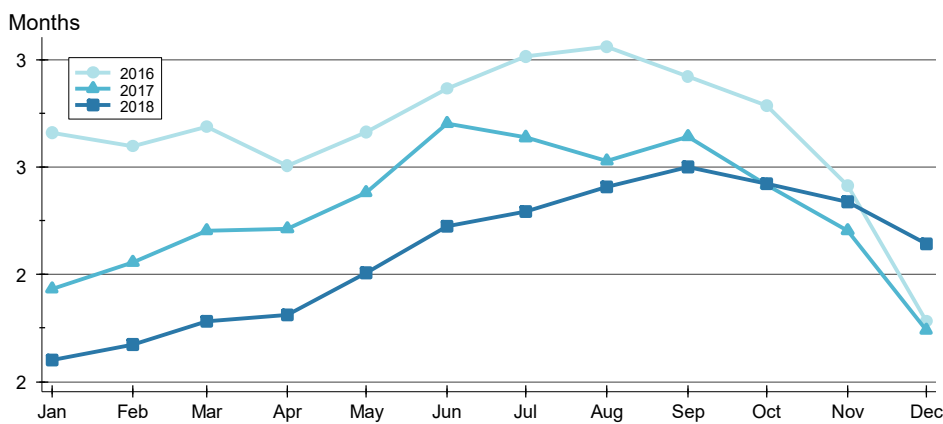
MONTHS' SUPPLY ANALYSIS

HISTORY >>

CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 1/8/2019



BY MONTH >>

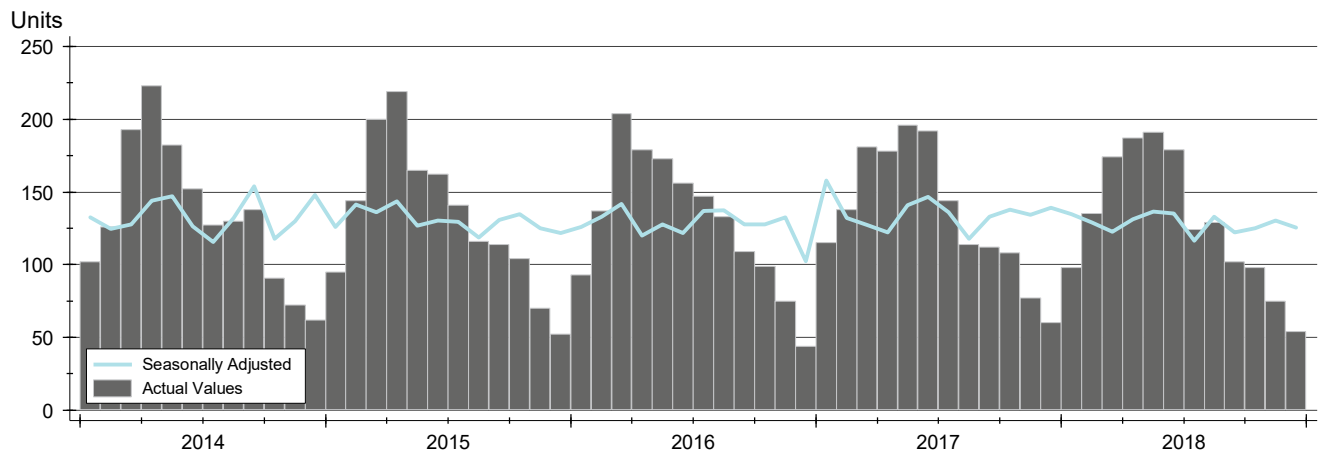


Month	2016	2017	2018
January	2.7	1.9	1.6
February	2.6	2.1	1.7
March	2.7	2.2	1.8
April	2.5	2.2	1.8
May	2.7	2.4	2.0
June	2.9	2.7	2.2
July	3.0	2.6	2.3
August	3.1	2.5	2.4
September	2.9	2.6	2.5
October	2.8	2.4	2.4
November	2.4	2.2	2.3
December	1.8	1.7	2.1

NEW LISTINGS ANALYSIS

HISTORY >>

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 1/8/2019**



SUMMARY >>

Summary Statistics for New Listings		December		
		2018	2017	Change
Current Month	New Listings	54	60	-10.0%
	Volume (1,000s)	14,772	13,859	6.6%
	Average List Price	273,562	230,983	18.4%
	Median List Price	227,500	192,450	18.2%
YTD	New Listings	1,546	1,615	-4.3%
	Volume (1,000s)	384,030	373,227	2.9%
	Average List Price	248,402	231,100	7.5%
	Median List Price	214,925	185,000	16.2%

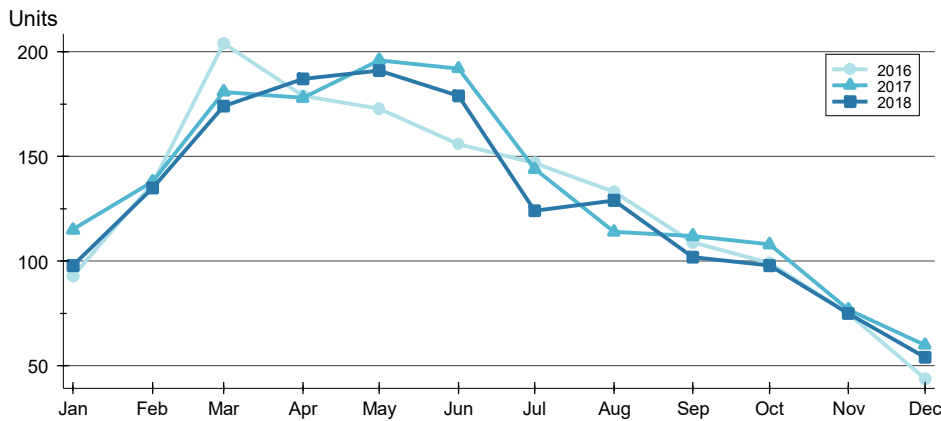
A total of 54 new listings were added in the City of Lawrence during December, down 10.0% from the same month in 2017. Year-to-date the City of Lawrence has seen 1,546 new listings.

The median list price of these homes was \$227,500 up from \$192,450 in 2017.

NEW LISTINGS ANALYSIS

BY MONTH >>

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 1/8/2019**



Month	2016	2017	2018
January	93	115	98
February	137	138	135
March	204	181	174
April	179	178	187
May	173	196	191
June	156	192	179
July	147	144	124
August	133	114	129
September	109	112	102
October	99	108	98
November	75	77	75
December	44	60	54

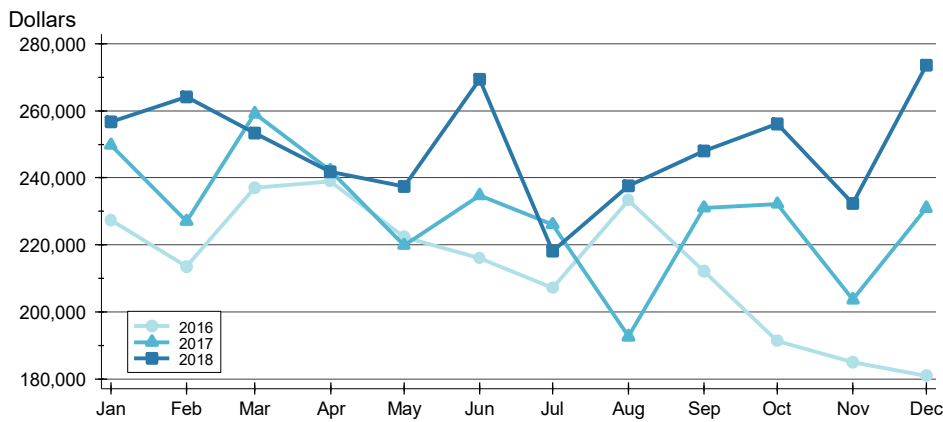
BY PRICE RANGE >>

Price Range	New Listings			List Price	
	Number	Percent	Volume	Average	Median
Below \$50,000	2	3.7%	3	1,275	1,275
\$50,000-\$99,999	2	3.7%	163	81,250	81,250
\$100,000-\$149,999	12	22.2%	1,577	131,383	137,450
\$150,000-\$199,999	7	13.0%	1,229	175,533	179,900
\$200,000-\$249,999	7	13.0%	1,563	223,264	225,000
\$250,000-\$299,999	6	11.1%	1,644	273,967	267,500
\$300,000-\$349,999	3	5.6%	940	313,333	305,000
\$350,000-\$399,999	3	5.6%	1,100	366,633	370,000
\$400,000-\$449,999	2	3.7%	860	429,900	429,900
\$450,000-\$499,999	6	11.1%	2,871	478,467	478,000
\$500,000-\$599,999	1	1.9%	525	525,000	525,000
\$600,000-\$749,999	1	1.9%	630	629,900	629,900
\$750,000-\$999,999	2	3.7%	1,670	834,950	834,950
\$1,000,000 and up	0	0.0%	0	N/A	N/A
All price ranges	54	100.0%	14,772	273,562	227,500

NEW LISTINGS ANALYSIS

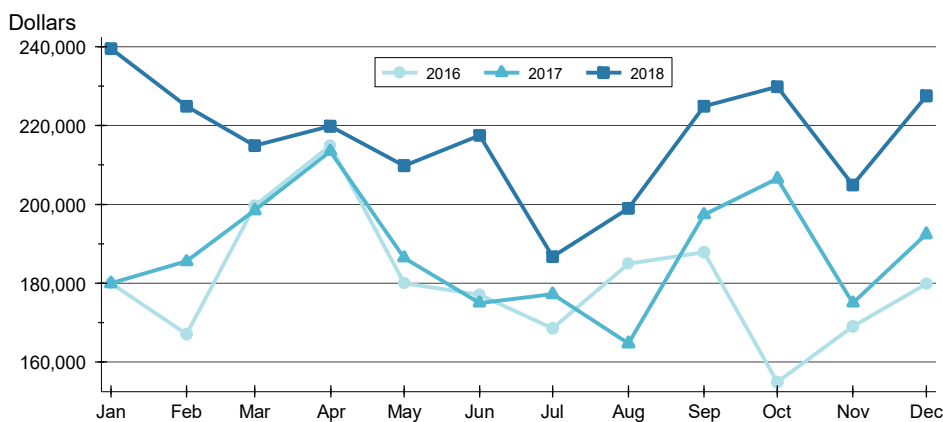
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 1/8/2019**

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	237,427
June	215,943	234,767	269,497
July	207,056	225,998	218,152
August	233,330	192,561	237,622
September	212,135	231,095	247,909
October	191,367	232,268	256,121
November	185,005	203,573	232,426
December	180,940	230,983	273,562

MEDIAN PRICE >>

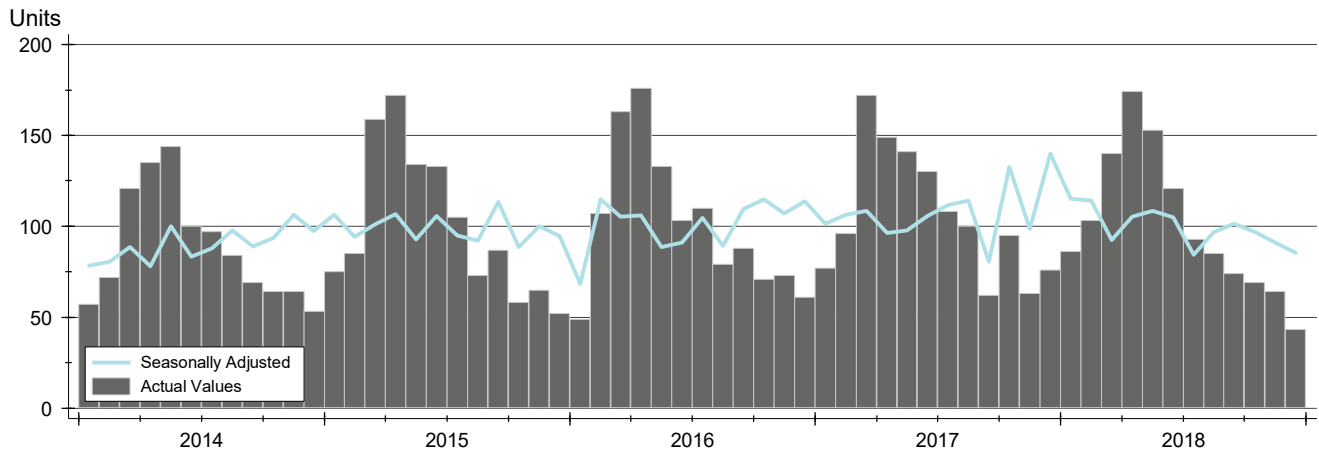


Month	2016	2017	2018
January	180,000	179,999	239,500
February	167,000	185,500	225,000
March	199,700	198,500	215,000
April	215,000	213,450	219,900
May	180,000	186,450	209,900
June	177,000	174,950	217,500
July	168,450	177,200	186,700
August	184,900	164,700	199,000
September	187,900	197,450	225,000
October	155,000	206,500	229,900
November	169,000	175,000	204,900
December	179,900	192,450	227,500

CONTRACTS WRITTEN ANALYSIS

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 1/8/2019**

HISTORY >>



SUMMARY >>

Summary Statistics for Contracts Written		December			Year-to-Date		
		2018	2017	Change	2018	2017	Change
Closed Listings		43	76	-43.4%	1,205	1,269	-5.0%
Volume (1,000s)		10,984	18,725	-41.3%	289,916	280,657	3.3%
Average	Sale Price	255,440	246,381	3.7%	240,594	221,164	8.8%
	Days on Market	56	62	-10.4%	35	40	-13.0%
	Percent of Original	97.9%	97.5%	0.4%	97.7%	97.7%	0.0%
Median	Sale Price	210,000	212,500	-1.2%	205,000	182,900	12.1%
	Days on Market	42	28	52.7%	11	12	-8.3%
	Percent of Original	100.0%	100.0%	0.0%	99.3%	99.3%	0.0%

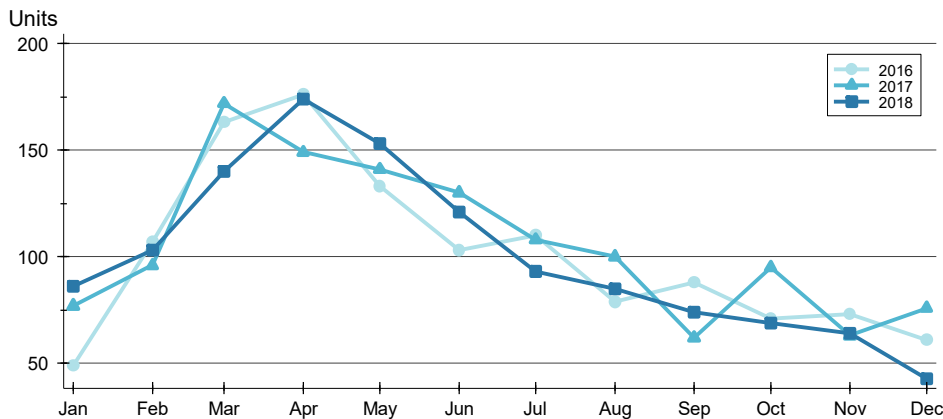
A total of 43 contracts for sale were written in the City of Lawrence during the month of December, down from 76 in 2017. The median list price of these homes was \$210,000, down from \$212,500 the prior

Half of the homes that went under contract in December were on the market less than 42 days, compared to 28 days in December 2017.

CONTRACTS WRITTEN ANALYSIS

BY MONTH >>

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 1/8/2019**



Month	2016	2017	2018
January	49	77	86
February	107	96	103
March	163	172	140
April	176	149	174
May	133	141	153
June	103	130	121
July	110	108	93
August	79	100	85
September	88	62	74
October	71	95	69
November	73	63	64
December	61	76	43

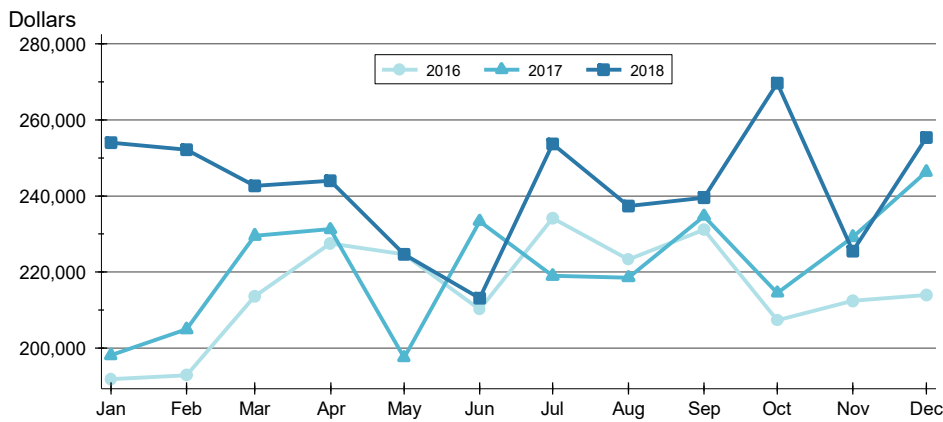
BY PRICE RANGE >>

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	2.3%	84	83,500	83,500	75	75	100.0%	100.0%
\$100,000-\$149,999	9	20.9%	1,119	124,300	125,000	42	34	96.0%	98.7%
\$150,000-\$199,999	11	25.6%	2,000	181,847	180,000	54	49	98.7%	100.0%
\$200,000-\$249,999	6	14.0%	1,352	225,333	227,500	25	19	98.4%	100.0%
\$250,000-\$299,999	6	14.0%	1,610	268,267	264,950	26	6	99.4%	100.0%
\$300,000-\$349,999	3	7.0%	1,025	341,600	339,900	92	24	99.0%	100.0%
\$350,000-\$399,999	2	4.7%	766	382,900	382,900	76	76	98.8%	98.8%
\$400,000-\$449,999	1	2.3%	440	439,900	439,900	74	74	100.0%	100.0%
\$450,000-\$499,999	1	2.3%	500	499,900	499,900	6	6	100.0%	100.0%
\$500,000-\$599,999	1	2.3%	600	599,900	599,900	330	330	88.9%	88.9%
\$600,000-\$749,999	1	2.3%	725	725,000	725,000	123	123	90.6%	90.6%
\$750,000-\$999,999	1	2.3%	765	764,500	764,500	95	95	98.1%	98.1%
\$1,000,000 and up	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
All price ranges	43	100.0%	10,984	255,440	210,000	56	42	97.9%	100.0%

CONTRACTS WRITTEN ANALYSIS

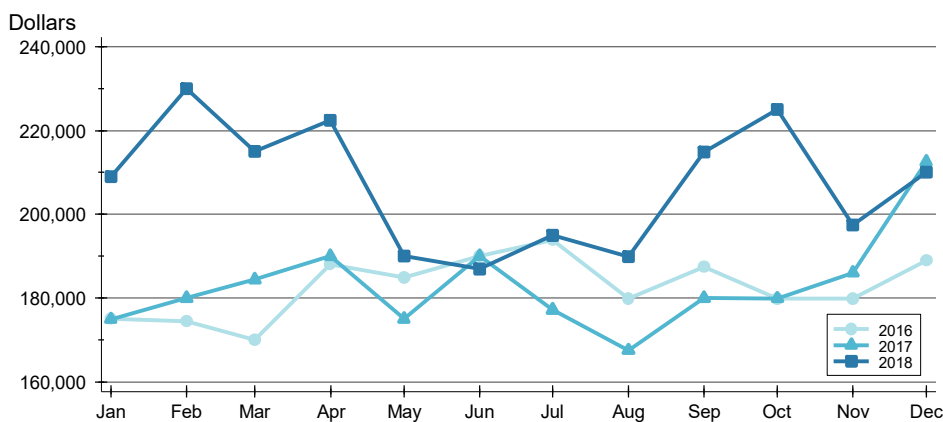
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 1/8/2019**

AVERAGE PRICE >>



Month	2016	2017	2018
January	191,969	198,141	254,060
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	224,719
June	210,252	233,397	213,134
July	234,155	219,015	253,662
August	223,244	218,628	237,427
September	231,023	234,715	239,584
October	207,307	214,525	269,649
November	212,365	229,194	225,441
December	214,007	246,381	255,440

MEDIAN PRICE >>

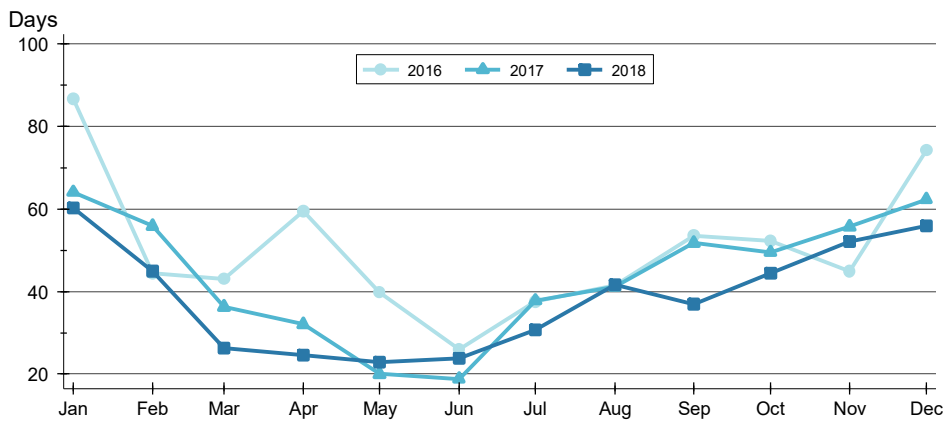


Month	2016	2017	2018
January	175,000	174,900	209,000
February	174,500	179,950	229,950
March	169,900	184,450	214,950
April	188,000	190,000	222,400
May	184,900	175,000	190,000
June	190,000	189,950	187,000
July	193,950	177,200	195,000
August	179,900	167,500	189,900
September	187,450	179,950	214,900
October	179,900	179,900	225,000
November	179,900	186,000	197,400
December	189,000	212,500	210,000

CONTRACTS WRITTEN ANALYSIS

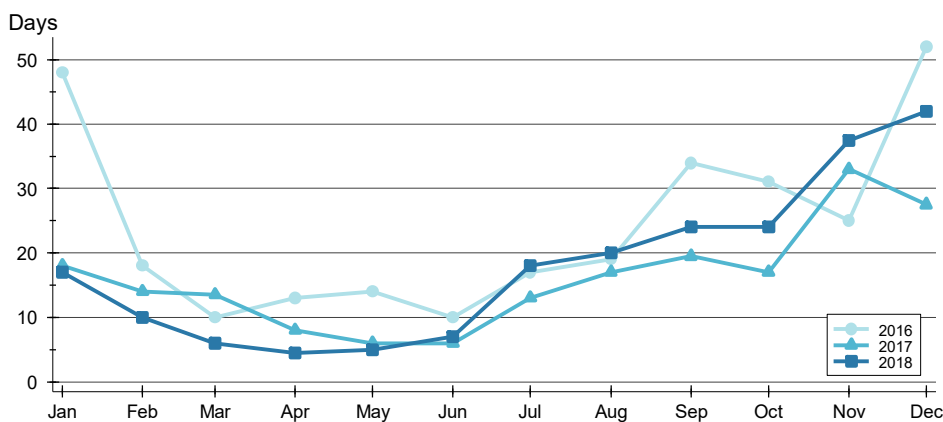
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 1/8/2019**

AVERAGE DOM >>



Month	2016	2017	2018
January	87	64	60
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	45
November	45	56	52
December	74	62	56

MEDIAN DOM >>

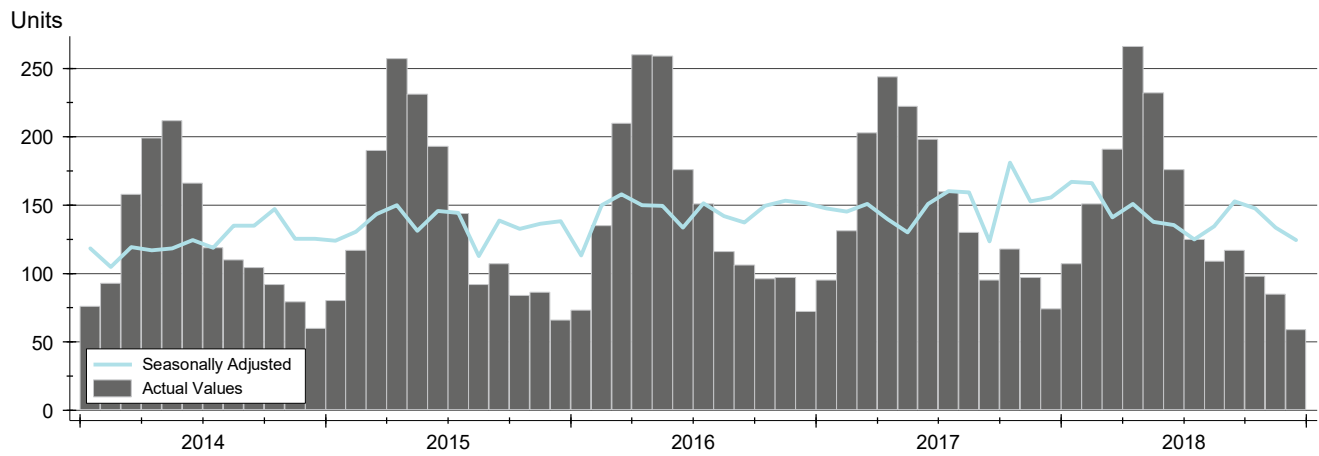


Month	2016	2017	2018
January	48	18	17
February	18	14	10
March	10	14	6
April	13	8	5
May	14	6	5
June	10	6	7
July	17	13	18
August	19	17	20
September	34	20	24
October	31	17	24
November	25	33	38
December	52	28	42

PENDING CONTRACTS ANALYSIS

HISTORY >>

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 1/8/2019**



SUMMARY >>

Summary Statistics for Active Listings		End of December		
		2018	2017	Change
Active Listings		59	74	-20.3%
Volume (1,000s)		15,302	21,132	-27.6%
Average	List Price	259,354	285,572	-9.2%
	Days on Market	48	76	-36.5%
	Percent of Original	98.3%	98.5%	-0.2%
Median	List Price	210,000	236,250	-11.1%
	Days on Market	32	30	6.7%
	Percent of Original	100.0%	100.0%	0.0%

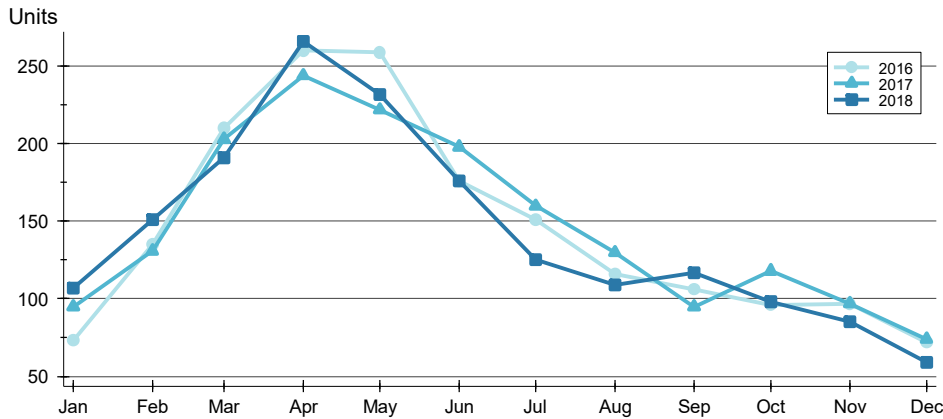
A total of 59 listings in the City of Lawrence had contracts pending at the end of December, down from 74 contracts pending at the end of December 2017.

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

BY MONTH >>

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 1/8/2019**



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	59

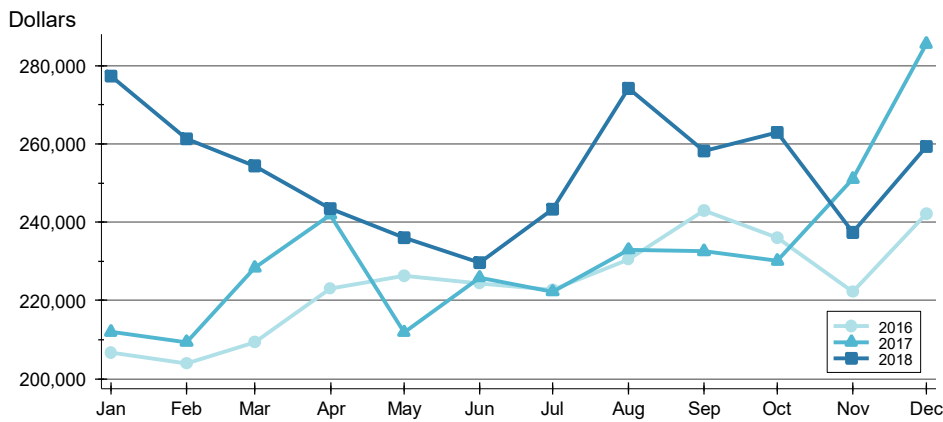
BY PRICE RANGE >>

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	3.4%	173	86,700	86,700	43	43	100.0%	100.0%
\$100,000-\$149,999	12	20.3%	1,534	127,854	127,500	52	56	96.8%	99.3%
\$150,000-\$199,999	13	22.0%	2,343	180,261	180,000	49	49	98.8%	100.0%
\$200,000-\$249,999	8	13.6%	1,798	224,713	224,950	25	19	98.8%	100.0%
\$250,000-\$299,999	6	10.2%	1,615	269,092	264,950	11	6	99.4%	100.0%
\$300,000-\$349,999	6	10.2%	2,047	341,217	342,450	20	16	100.0%	100.0%
\$350,000-\$399,999	6	10.2%	2,237	372,853	370,450	81	71	98.5%	99.3%
\$400,000-\$449,999	1	1.7%	440	439,900	439,900	74	74	100.0%	100.0%
\$450,000-\$499,999	1	1.7%	500	499,900	499,900	6	6	100.0%	100.0%
\$500,000-\$599,999	2	3.4%	1,125	562,450	562,450	165	165	94.4%	94.4%
\$600,000-\$749,999	1	1.7%	725	725,000	725,000	123	123	90.6%	90.6%
\$750,000-\$999,999	1	1.7%	765	764,500	764,500	95	95	98.7%	98.7%
\$1,000,000 and up	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
All price ranges	59	100.0%	15,302	259,354	210,000	48	32	98.3%	100.0%

PENDING CONTRACTS ANALYSIS

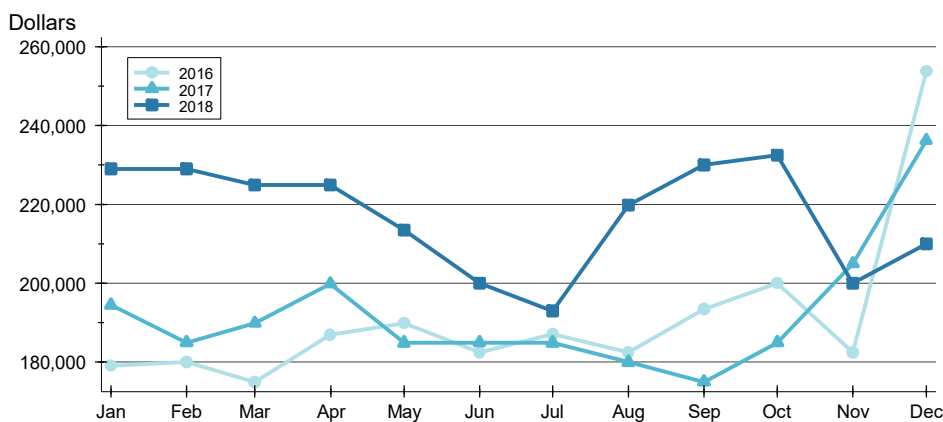
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 1/8/2019**

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	259,354

MEDIAN PRICE >>

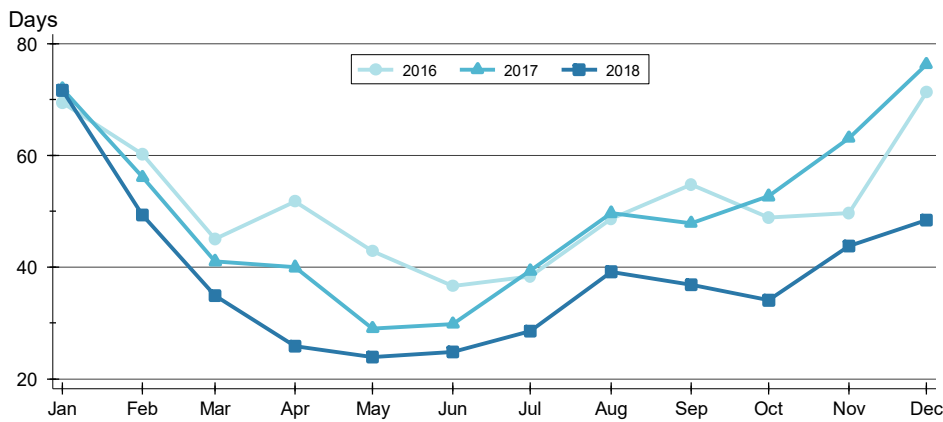


Month	2016	2017	2018
January	179,000	194,500	229,000
February	179,950	185,000	229,000
March	175,000	189,900	225,000
April	186,950	199,900	224,975
May	189,900	184,900	213,450
June	182,450	185,000	199,975
July	187,000	184,900	192,900
August	182,500	179,950	219,900
September	193,500	175,000	230,000
October	199,925	185,000	232,500
November	182,500	205,000	199,950
December	253,700	236,250	210,000

PENDING CONTRACTS ANALYSIS

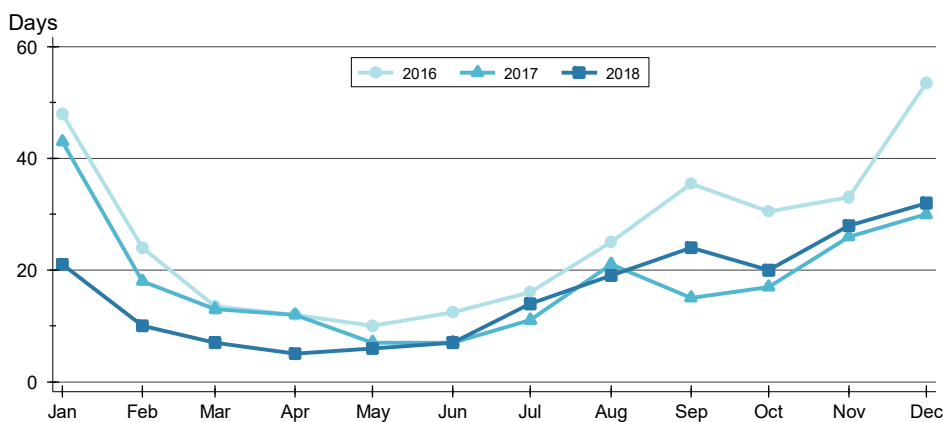
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 1/8/2019**

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	48

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	32