

LAWRENCE MLS STATISTICS



JUNE 2018 >>

MARKET OVERVIEW >>

Lawrence City Home Sales Rose in June

Total home sales in the City of Lawrence rose by 5.5% last month to 174 units, compared to 165 units in June 2017. Total sales volume was \$40.1 million, up 13.9% from a year earlier.

The median sale price in June was \$202,000, up from \$186,900 a year earlier. Homes that sold in June were typically on the market for 5 days and sold for 100.0% of their list prices.

Lawrence City Active Listings Down at End of June

The total number of active listings in the City of Lawrence at the end of June was 238 units, down from 279 at the same point in 2017. This represents a 1.4 months' supply of homes available for sale. The median list price of homes on the market at the end of June was \$296,543.

During June, a total of 116 contracts were written down from 130 in June 2017. At the end of the month, there were 176 contracts pending, compared to 198 at the end of June 2017.

City of Lawrence		Current Month		
		June		
Summary Statistics		2018	2017	Change
Home Sales		174	165	5.5%
Active Listings		238	279	-14.7%
Months' Supply		1.4	1.7	-19.1%
New Listings		170	192	-11.5%
Contracts Written		116	130	-10.8%
Pending Contracts		176	198	-11.1%
Sales Volume (1,000s)		40,125	35,243	13.9%
Average	Sale Price	230,606	213,594	8.0%
	List Price of Actives	333,679	329,280	1.3%
	Days on Market	23	21	8.8%
	Percent of List	99.4%	99.6%	-0.2%
	Percent of Original	98.8%	98.8%	0.0%
Median	Sale Price	202,000	186,900	8.1%
	List Price of Actives	296,543	279,000	6.3%
	Days on Market	5	6	-16.7%
	Percent of List	100.0%	100.0%	0.0%
	Percent of Original	100.0%	100.0%	0.0%

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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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THREE-YEAR COMPARISONS

SUMMARY >>

BREAKDOWNS BY HOME TYPE CITY OF LAWRENCE AS OF 7/9/2018

June MLS Statistics		2018			2017			2016		
By Property Type		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		174	162	12	165	154	11	176	165	11
Change from prior year		5.5%	5.2%	9.1%	-6.3%	-6.7%	0.0%	8.6%	9.3%	0.0%
Active Listings		238	201	37	279	227	52	283	233	50
Change from prior year		-14.7%	-11.5%	-28.8%	-1.4%	-2.6%	4.0%	-15.3%	-20.2%	19.0%
Months' Supply		1.4	1.2	3.1	1.7	1.5	4.7	1.6	1.4	4.5
Change from prior year		-19.1%	-15.8%	-34.8%	5.2%	4.4%	4.0%	-22.0%	-27.0%	19.0%
New Listings		170	162	8	192	181	11	156	145	11
Change from prior year		-11.5%	-10.5%	-27.3%	23.1%	24.8%	0.0%	-3.7%	-6.5%	57.1%
Contracts Written		116	107	9	130	124	6	103	96	7
Change from prior year		-10.8%	-13.7%	50.0%	26.2%	29.2%	-14.3%	-22.6%	-20.0%	-46.2%
Pending Contracts		176	147	29	198	180	18	176	158	18
Change from prior year		-11.1%	-18.3%	61.1%	12.5%	13.9%	0.0%	-8.8%	-5.4%	-30.8%
Sales Volume (1,000s)		40,125	36,020	4,105	35,243	32,341	2,902	38,634	35,886	2,748
Change from prior year		13.9%	11.4%	41.5%	-8.8%	-9.9%	5.6%	17.1%	22.6%	-26.2%
Average	Sale Price	230,606	222,347	342,100	213,594	210,005	263,832	219,511	217,492	249,799
	Change from prior year	8.0%	5.9%	29.7%	-2.7%	-3.4%	5.6%	7.8%	12.2%	-26.2%
	List Price of Actives	333,679	324,345	384,382	329,280	315,075	391,288	301,965	283,266	389,102
	Change from prior year	1.3%	2.9%	-1.8%	9.0%	11.2%	0.6%	10.8%	10.4%	1.4%
	Days on Market	23	16	122	21	20	38	38	35	85
	Change from prior year	8.6%	-21.8%	224.9%	-44.4%	-42.7%	-55.9%	-3.1%	-10.2%	88.3%
Median	Percent of List	99.4%	99.3%	100.2%	99.6%	99.5%	100.5%	99.0%	98.9%	101.0%
	Change from prior year	-0.2%	-0.2%	-0.3%	0.6%	0.6%	-0.5%	0.0%	0.0%	0.6%
	Percent of Original	98.8%	98.7%	100.8%	98.8%	98.7%	100.5%	97.9%	97.8%	100.7%
	Change from prior year	0.0%	0.0%	0.3%	0.9%	1.0%	-0.2%	-0.1%	-0.1%	0.5%
	Sale Price	202,000	195,750	345,000	186,900	181,950	249,900	190,000	184,400	243,220
	Change from prior year	8.1%	7.6%	38.1%	-1.6%	-1.3%	2.7%	10.0%	8.5%	-17.7%
Median	List Price of Actives	296,543	282,500	354,900	279,000	244,900	374,900	250,000	225,000	347,900
	Change from prior year	6.3%	15.4%	-5.3%	11.6%	8.8%	7.8%	13.1%	22.4%	3.9%
	Days on Market	5	5	63	6	6	28	8	7	29
	Change from prior year	-16.7%	-25.0%	123.2%	-25.0%	-14.3%	-3.4%	-38.5%	-41.7%	-34.1%
	Percent of List	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.4%
	Change from prior year	0.0%	0.0%	0.0%	0.0%	0.0%	-0.4%	0.0%	0.4%	0.4%
Median	Percent of Original	100.0%	100.0%	100.2%	100.0%	100.0%	100.0%	100.0%	99.3%	100.4%
	Change from prior year	0.0%	0.0%	0.2%	0.0%	0.7%	-0.4%	0.5%	0.1%	0.4%

YEAR-TO-DATE STATISTICS

SUMMARY >>

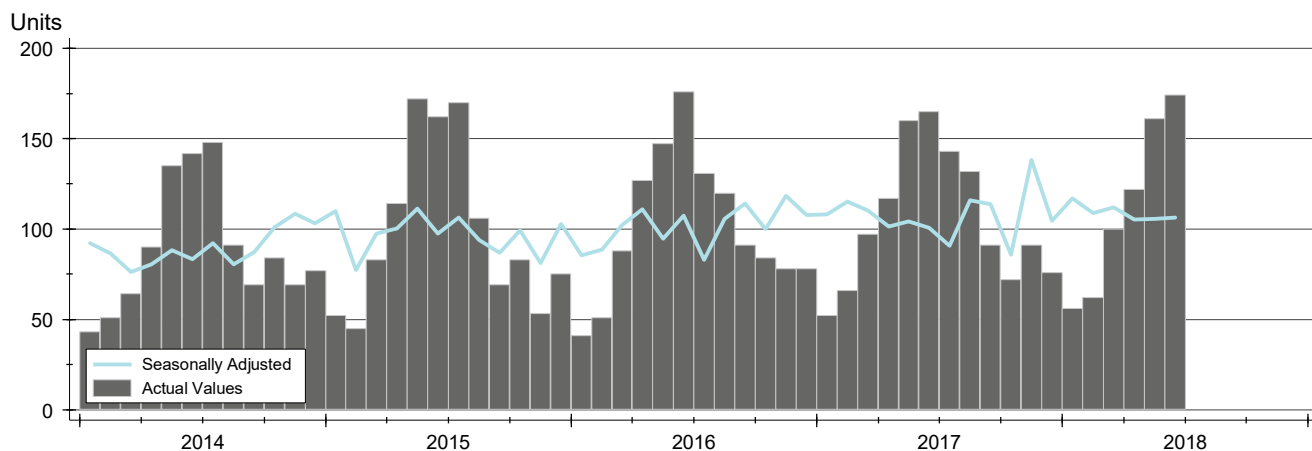
**YTD BREAKDOWNS BY HOME TYPE
CITY OF LAWRENCE
AS OF 7/9/2018**

Year-to-Date Activity By Property Type		2018			2017			2016		
		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		675	602	73	657	595	62	630	581	49
Change from prior year		2.7%	1.2%	17.7%	4.3%	2.4%	26.5%	0.3%	-2.4%	48.5%
New Listings		948	853	95	1,000	904	96	942	864	78
Change from prior year		-5.2%	-5.6%	-1.0%	6.2%	4.6%	23.1%	-4.4%	-5.6%	11.4%
Contracts Written		763	675	88	765	704	61	731	677	54
Change from prior year		-0.3%	-4.1%	44.3%	4.7%	4.0%	13.0%	-3.6%	-3.7%	-1.8%
Sales Volume (1,000s)		162,846	136,920	25,926	142,145	122,854	19,291	131,759	114,946	16,813
Change from prior year		14.6%	11.4%	34.4%	7.9%	6.9%	14.7%	5.2%	0.9%	49.1%
Average	Sale Price	241,253	227,442	355,146	216,354	206,478	311,138	209,142	197,842	343,123
	Change from prior year	11.5%	10.2%	14.1%	3.4%	4.4%	-9.3%	4.9%	3.3%	0.4%
	Days on Market	39	29	119	41	34	109	53	44	157
	Change from prior year	-5.0%	-13.9%	9.5%	-22.1%	-22.6%	-30.5%	-12.9%	-24.5%	55.5%
	Percent of List	99.0%	98.9%	99.8%	98.9%	98.7%	100.8%	98.3%	98.1%	100.3%
Median	Change from prior year	0.1%	0.1%	-1.0%	0.6%	0.6%	0.6%	0.4%	0.4%	-0.2%
	Percent of Original	98.1%	97.9%	99.8%	97.9%	97.6%	101.1%	96.9%	96.7%	99.6%
	Change from prior year	0.2%	0.4%	-1.3%	1.1%	1.0%	1.6%	0.5%	0.5%	-0.7%
	Sale Price	210,000	195,000	345,000	184,000	177,500	296,250	174,400	169,000	310,000
	Change from prior year	14.1%	9.9%	16.5%	5.5%	5.0%	-4.4%	5.7%	4.6%	4.9%
Median	Days on Market	8	7	78	11	10	61	16	14	103
	Change from prior year	-27.3%	-35.0%	28.9%	-31.3%	-28.6%	-41.3%	-36.0%	-36.4%	35.5%
	Percent of List	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	99.3%	99.0%	100.0%
	Change from prior year	0.0%	0.0%	0.0%	0.7%	1.0%	0.0%	0.4%	0.3%	0.0%
	Percent of Original	100.0%	100.0%	100.0%	99.7%	98.9%	100.0%	98.6%	98.3%	100.0%
Change from prior year	0.3%	1.0%	0.0%	1.1%	0.7%	0.0%	0.4%	0.4%	0.0%	

CLOSED LISTINGS ANALYSIS

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 7/9/2018**

HISTORY >>



SUMMARY >>

Summary Statistics for Closed Listings		June			Year-to-Date		
		2018	2017	Change	2018	2017	Change
Closed Listings		174	165	5.5%	675	657	2.7%
Volume (1,000s)		40,125	35,243	13.9%	162,846	142,145	14.6%
Average	Sale Price	230,606	213,594	8.0%	241,253	216,354	11.5%
	Days on Market	23	21	8.6%	39	41	-5.0%
	Percent of List	99.4%	99.6%	-0.2%	99.0%	98.9%	0.1%
	Percent of Original	98.8%	98.8%	0.0%	98.1%	97.9%	0.2%
Median	Sale Price	202,000	186,900	8.1%	210,000	184,000	14.1%
	Days on Market	5	6	-16.7%	8	11	-27.3%
	Percent of List	100.0%	100.0%	0.0%	100.0%	100.0%	0.0%
	Percent of Original	100.0%	100.0%	0.0%	100.0%	99.7%	0.3%

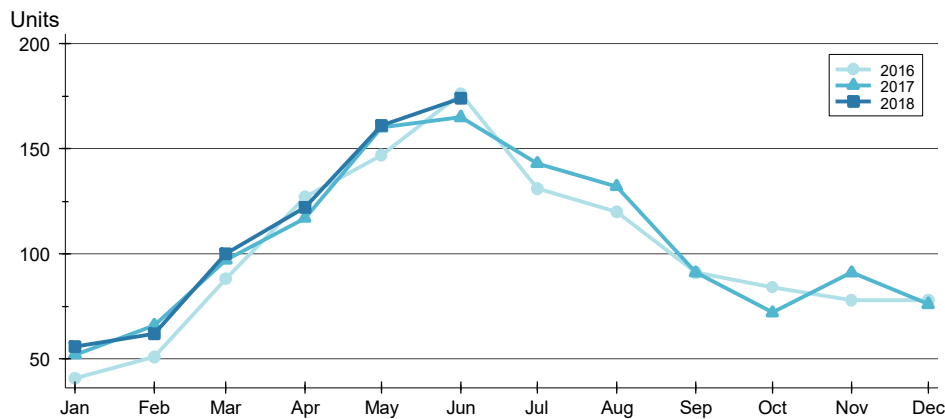
A total of 174 homes sold in the City of Lawrence in June, up from 165 units in June 2017. Total sales volume rose to \$40.1 million compared to \$35.2 million in the previous year.

The median sales price in June was \$202,000, up 8.1% compared to the prior year. Median days on market was 5 days, the same as May, and down from 6 in June 2017.

CLOSED LISTINGS ANALYSIS

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 7/9/2018**

BY MONTH >>



Month	2016	2017	2018
January	41	52	56
February	51	66	62
March	88	97	100
April	127	117	122
May	147	160	161
June	176	165	174
July	131	143	131
August	120	132	120
September	91	91	91
October	84	72	84
November	78	91	78
December	78	76	78

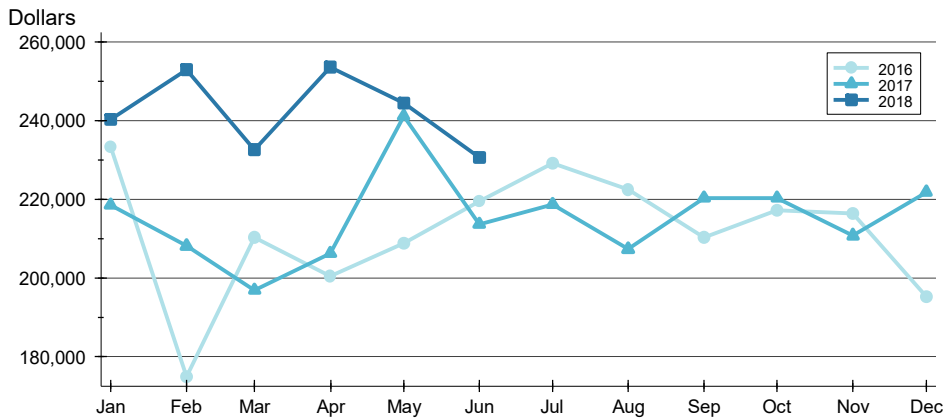
BY PRICE RANGE >>

Price Range	Sales			Sale Price		Days on Market		Price as % of List		Price as % of Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median	Average	Median
Below \$50,000	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$50,000-\$99,999	7	4.0%	553	79,064	81,900	19	6	98.6%	100.0%	98.3%	100.0%
\$100,000-\$149,999	33	19.0%	4,126	125,043	125,000	14	5	99.7%	100.0%	99.1%	100.0%
\$150,000-\$199,999	45	25.9%	7,863	174,741	170,000	10	3	99.4%	100.0%	99.2%	100.0%
\$200,000-\$249,999	22	12.6%	4,906	223,009	224,250	5	3	100.3%	100.0%	99.8%	100.0%
\$250,000-\$299,999	24	13.8%	6,447	268,640	264,950	10	3	99.8%	100.0%	99.2%	100.0%
\$300,000-\$349,999	22	12.6%	7,207	327,582	325,000	31	19	98.7%	99.1%	98.2%	98.7%
\$350,000-\$399,999	10	5.7%	3,667	366,650	359,400	134	51	98.5%	100.0%	97.2%	100.0%
\$400,000-\$449,999	5	2.9%	2,136	427,100	429,000	31	13	98.7%	99.0%	98.7%	98.0%
\$450,000-\$499,999	4	2.3%	1,965	491,225	490,000	79	93	97.4%	98.0%	95.1%	94.4%
\$500,000-\$599,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$600,000-\$749,999	2	1.1%	1,255	627,500	627,500	47	47	96.6%	96.6%	96.6%	96.6%
\$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	174	100.0%	40,125	230,606	202,000	23	5	99.4%	100.0%	98.8%	100.0%

CLOSED LISTINGS ANALYSIS

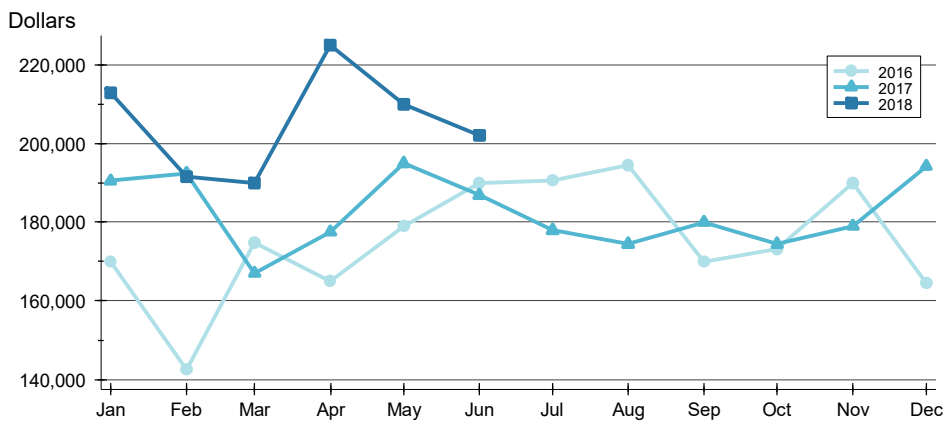
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 7/9/2018**

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	232,624
April	200,417	206,180	253,668
May	208,744	241,178	244,499
June	219,511	213,594	230,606
July	229,199	218,722	
August	222,494	207,312	
September	210,369	220,309	
October	217,177	220,342	
November	216,434	210,760	
December	195,196	221,840	

MEDIAN PRICE >>

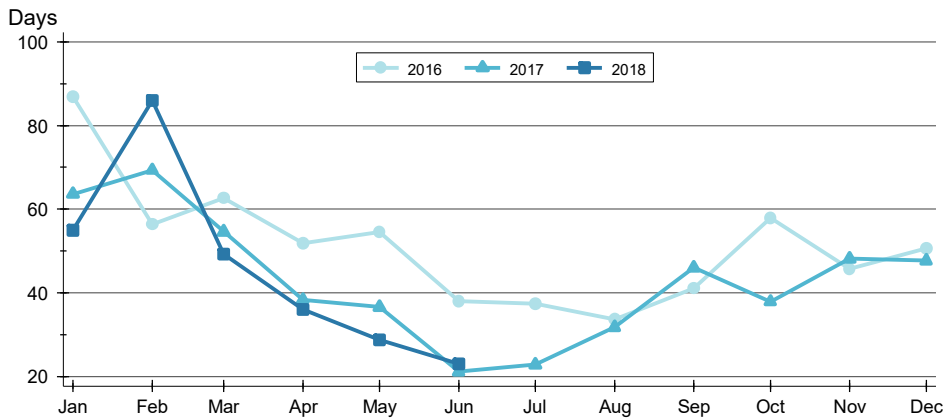


Month	2016	2017	2018
January	170,000	190,500	212,875
February	142,500	192,450	191,500
March	174,900	167,000	189,875
April	165,000	177,500	225,000
May	179,000	194,950	210,000
June	190,000	186,900	202,000
July	190,600	177,900	
August	194,562	174,500	
September	170,000	180,000	
October	173,250	174,450	
November	190,000	179,000	
December	164,500	194,204	

CLOSED LISTINGS ANALYSIS

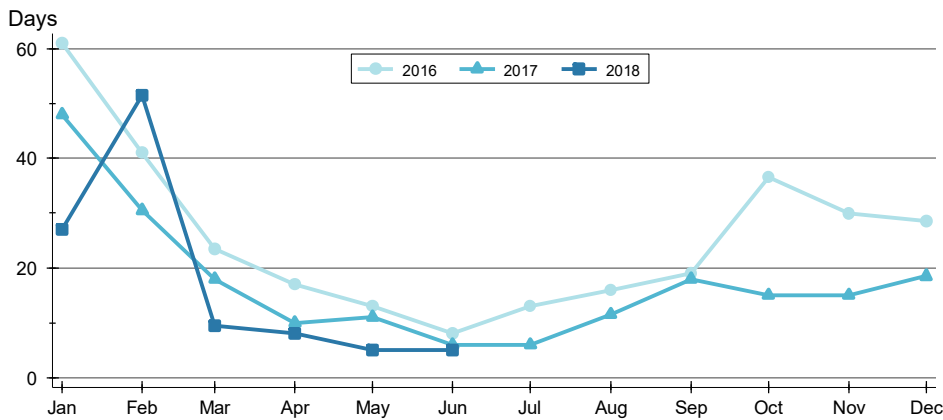
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 7/9/2018**

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	
August	34	32	
September	41	46	
October	58	38	
November	46	48	
December	51	48	

MEDIAN DOM >>

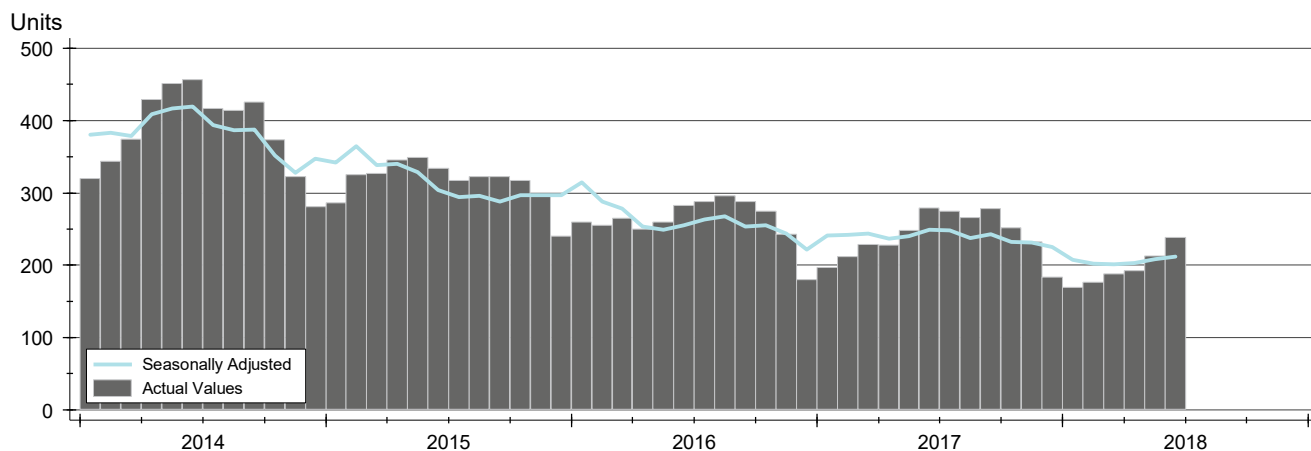


Month	2016	2017	2018
January	61	48	27
February	41	31	52
March	24	18	10
April	17	10	8
May	13	11	5
June	8	6	5
July	13	6	
August	16	12	
September	19	18	
October	37	15	
November	30	15	
December	29	19	

ACTIVE LISTINGS ANALYSIS

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 7/9/2018**

HISTORY >>



SUMMARY >>

Summary Statistics for Active Listings		End of June		
		2018	2017	Change
Active Listings		238	279	-14.7%
Months' Supply		1.4	1.7	-19.1%
Volume (1,000s)		79,416	91,869	-13.6%
Average	List Price	333,679	329,280	1.3%
	Days on Market	58	82	-29.3%
	Percent of Original	98.1%	98.1%	0.0%
Median	List Price	296,543	279,000	6.3%
	Days on Market	32	40	-20.0%
	Percent of Original	100.0%	100.0%	0.0%

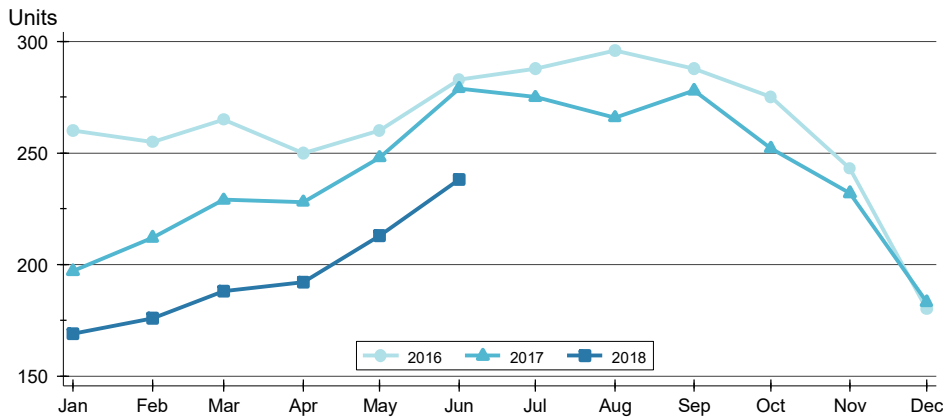
A total of 238 homes were available for sale in the City of Lawrence at the end of June. This represents a 1.4 months' supply of active listings.

The median list price of homes on the market at the end of June was \$296,543, up 6.3% from 2017. The typical time on market for active listings was 32 days, down from 40 days a year earlier.

ACTIVE LISTINGS ANALYSIS

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 7/9/2018**

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	
August	296	266	
September	288	278	
October	275	252	
November	243	232	
December	180	183	

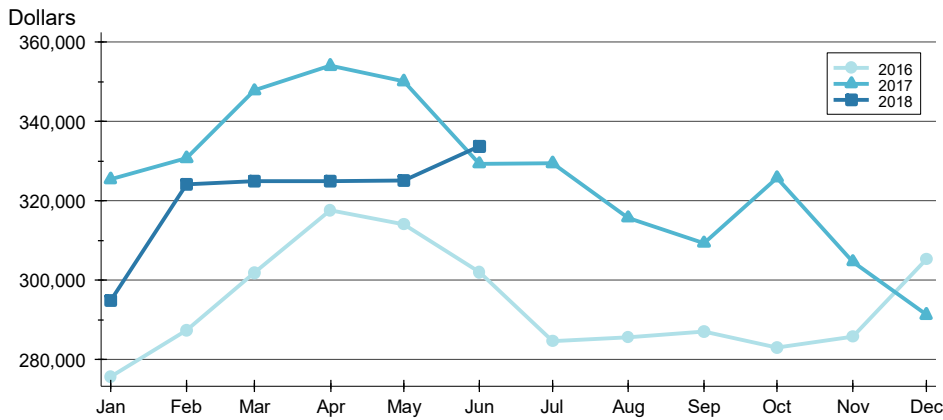
BY PRICE RANGE >>

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	4	1.7%	4	N/A	1,123	1,173	23	21	101.0%	100.0%
\$50,000-\$99,999	10	4.2%	892	1.4	89,232	91,250	116	33	94.6%	96.4%
\$100,000-\$149,999	24	10.1%	3,260	0.7	135,816	135,900	27	20	97.4%	100.0%
\$150,000-\$199,999	33	13.9%	5,818	0.7	176,288	177,000	26	20	98.5%	100.0%
\$200,000-\$249,999	25	10.5%	5,772	1.1	230,882	225,000	43	32	99.2%	100.0%
\$250,000-\$299,999	26	10.9%	7,215	1.1	277,515	277,500	39	32	97.8%	100.0%
\$300,000-\$349,999	24	10.1%	7,888	1.1	328,679	331,950	70	30	98.6%	100.0%
\$350,000-\$399,999	19	8.0%	7,127	1.9	375,111	377,900	80	66	97.7%	100.0%
\$400,000-\$449,999	23	9.7%	9,791	4.6	425,691	429,000	54	38	97.9%	100.0%
\$450,000-\$499,999	19	8.0%	8,953	4.8	471,189	469,900	77	68	98.7%	100.0%
\$500,000-\$599,999	11	4.6%	6,157	N/A	559,695	549,950	73	58	98.7%	100.0%
\$600,000-\$749,999	12	5.0%	8,060	6.0	671,658	666,950	138	103	96.1%	96.3%
\$750,000-\$999,999	4	1.7%	3,439	N/A	859,700	847,450	117	48	100.0%	100.0%
\$1,000,000 and up	4	1.7%	5,040	N/A	1,259,999	1,194,998	51	25	100.0%	100.0%
All price ranges	238	100.0%	79,416	1.4	333,679	296,543	58	32	98.1%	100.0%

ACTIVE LISTINGS ANALYSIS

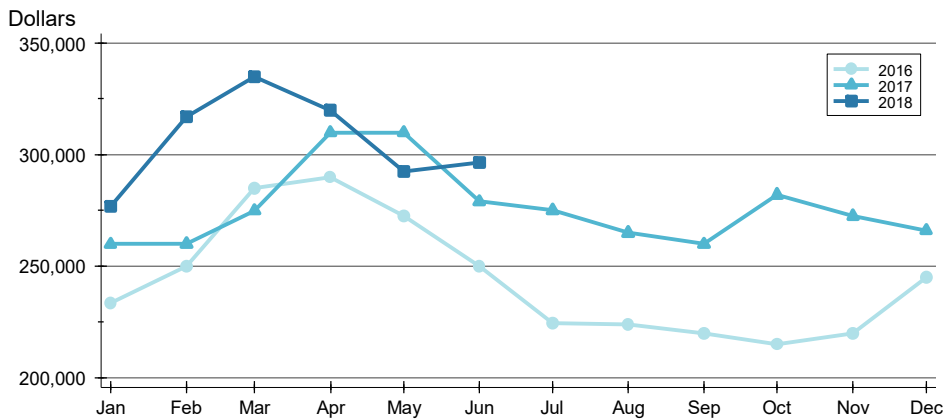
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 7/9/2018**

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	
August	285,471	315,698	
September	286,966	309,294	
October	282,919	325,729	
November	285,735	304,602	
December	305,295	291,203	

MEDIAN PRICE >>

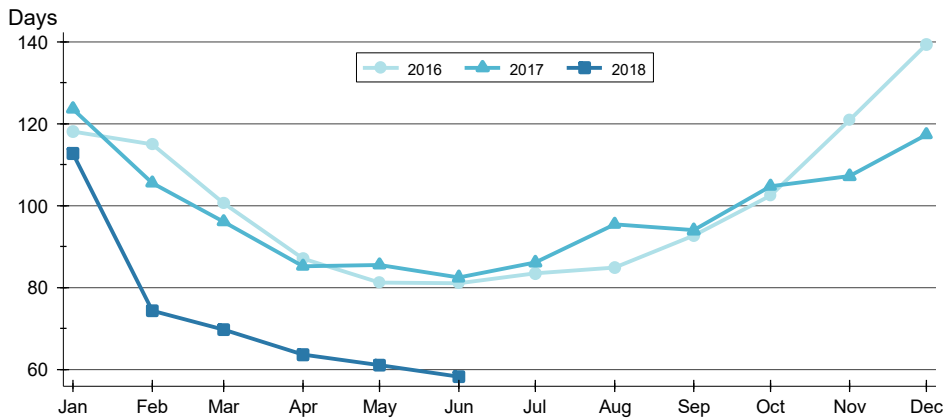


Month	2016	2017	2018
January	233,400	259,900	276,900
February	250,000	260,000	316,950
March	284,900	274,900	334,900
April	289,900	309,900	320,000
May	272,425	309,925	292,500
June	250,000	279,000	296,543
July	224,500	275,000	
August	223,900	264,900	
September	219,900	259,900	
October	214,900	282,000	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

ACTIVE LISTINGS ANALYSIS

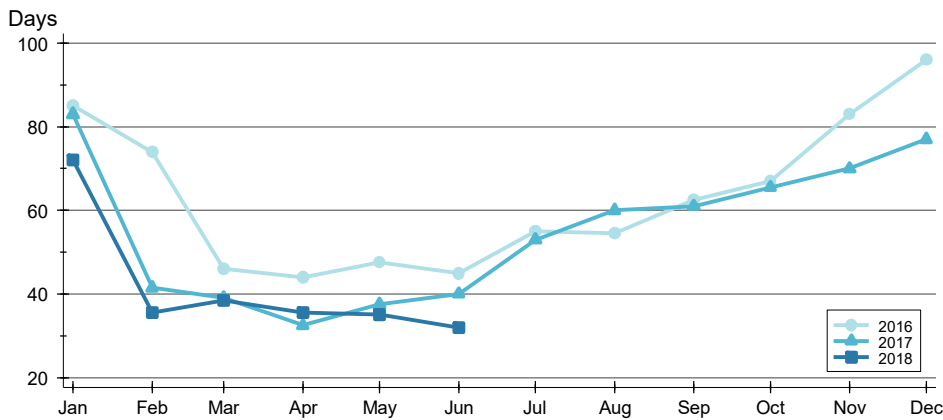
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 7/9/2018**

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	
August	85	95	
September	93	94	
October	102	105	
November	121	107	
December	139	117	

MEDIAN DOM >>

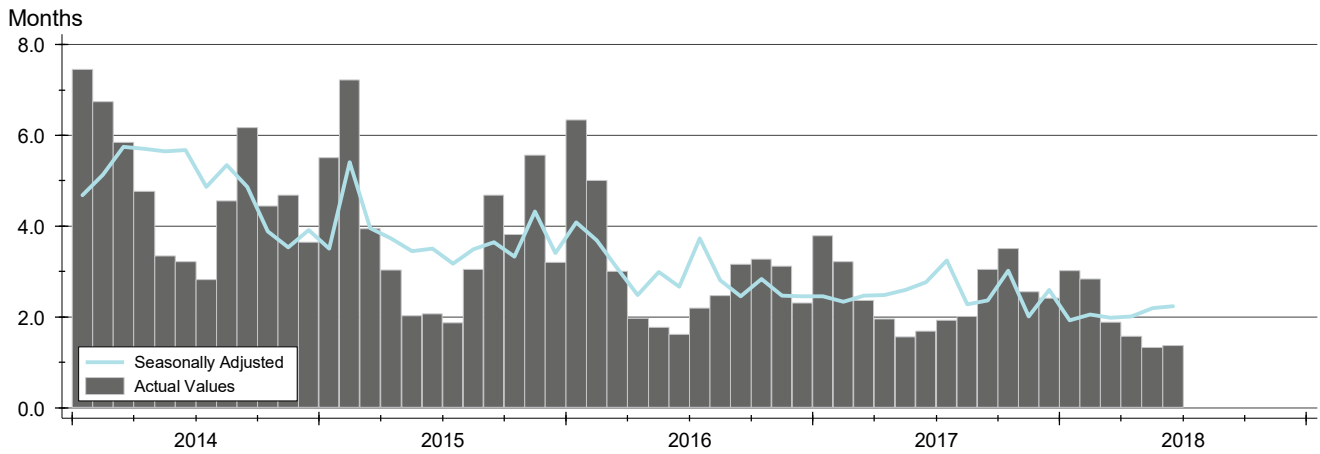


Month	2016	2017	2018
January	85	83	72
February	74	42	36
March	46	39	39
April	44	33	36
May	48	38	35
June	45	40	32
July	55	53	
August	55	60	
September	63	61	
October	67	66	
November	83	70	
December	96	77	

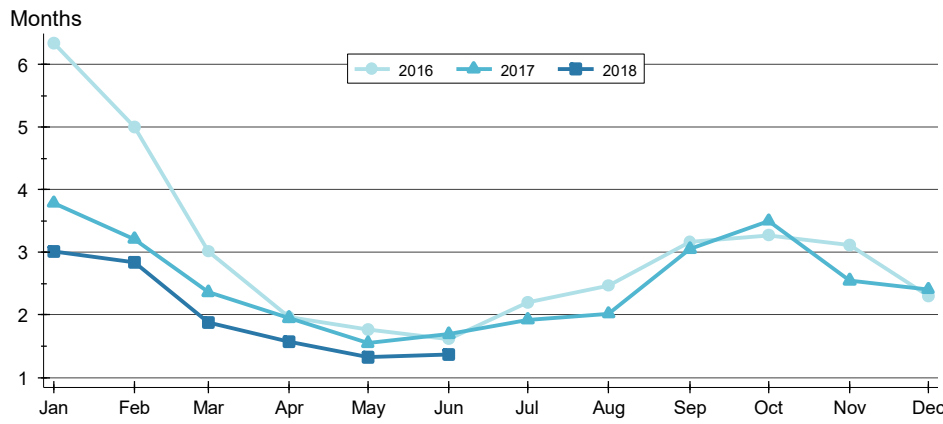
MONTHS' SUPPLY ANALYSIS

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 7/9/2018**

HISTORY >>



BY MONTH >>

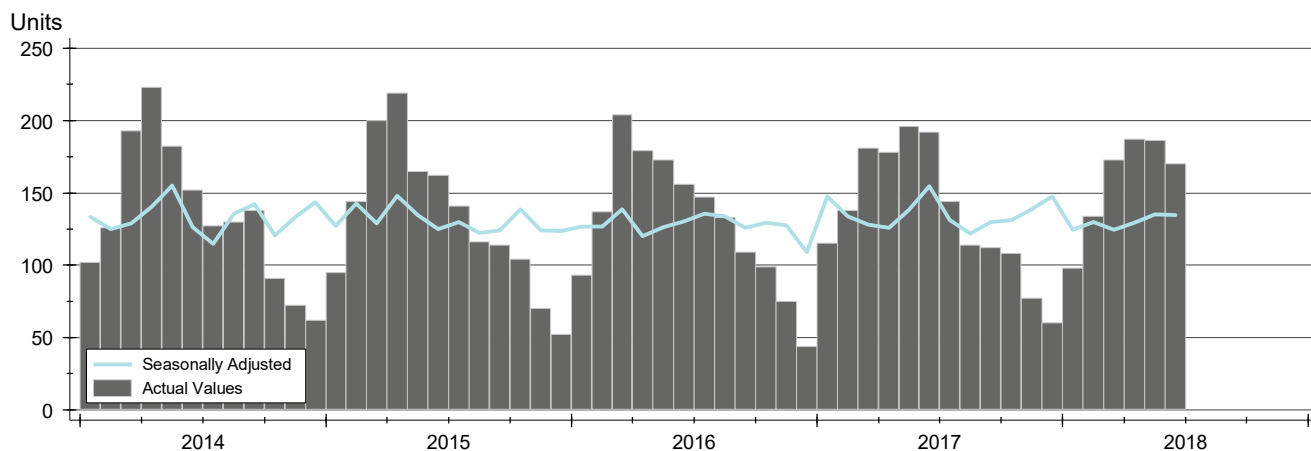


Month	2016	2017	2018
January	6.3	3.8	3.0
February	5.0	3.2	2.8
March	3.0	2.4	1.9
April	2.0	1.9	1.6
May	1.8	1.5	1.3
June	1.6	1.7	1.4
July	2.2	1.9	
August	2.5	2.0	
September	3.2	3.1	
October	3.3	3.5	
November	3.1	2.5	
December	2.3	2.4	

NEW LISTINGS ANALYSIS

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 7/9/2018**

HISTORY >>



SUMMARY >>

Summary Statistics for New Listings		2018	June 2017	Change
Current Month	New Listings	170	192	-11.5%
	Volume (1,000s)	45,482	45,110	0.8%
	Average List Price	267,544	234,949	13.9%
	Median List Price	218,700	174,950	25.0%
YTD	New Listings	948	1,000	-5.2%
	Volume (1,000s)	240,641	238,276	1.0%
	Average List Price	253,841	238,276	6.5%
	Median List Price	219,000	188,950	15.9%

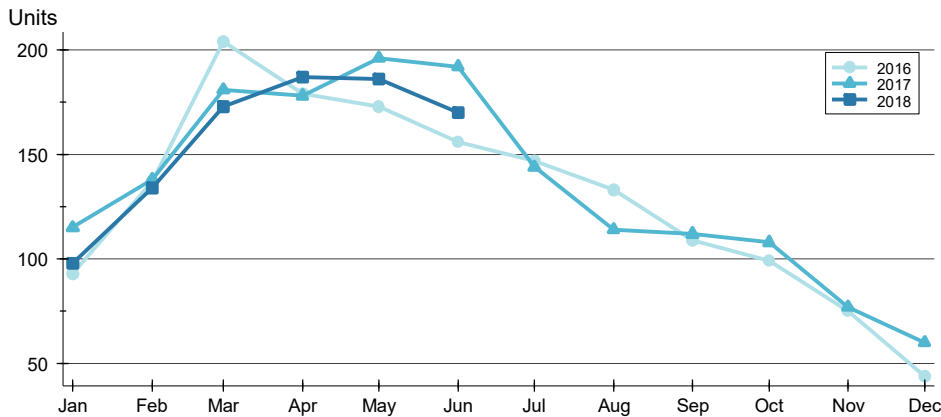
A total of 170 new listings were added in the City of Lawrence during June, down 11.5% from the same month in 2017. Year-to-date the City of Lawrence has seen 948 new listings.

The median list price of these homes was \$218,700 up from \$174,950 in 2017.

NEW LISTINGS ANALYSIS

BY MONTH >>

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 7/9/2018**



Month	2016	2017	2018
January	93	115	98
February	137	138	134
March	204	181	173
April	179	178	187
May	173	196	186
June	156	192	170
July	147	144	
August	133	114	
September	109	112	
October	99	108	
November	75	77	
December	44	60	

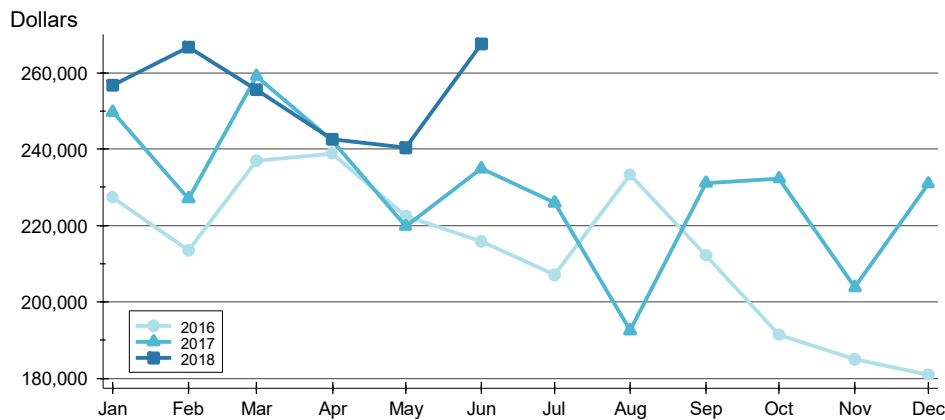
BY PRICE RANGE >>

Price Range	New Listings			List Price	
	Number	Percent	Volume	Average	Median
Below \$50,000	1	0.6%	1	1,250	1,250
\$50,000-\$99,999	8	4.7%	671	83,888	89,500
\$100,000-\$149,999	33	19.4%	4,293	130,102	132,500
\$150,000-\$199,999	37	21.8%	6,481	175,156	169,900
\$200,000-\$249,999	22	12.9%	5,049	229,498	225,450
\$250,000-\$299,999	21	12.4%	5,868	279,428	280,000
\$300,000-\$349,999	14	8.2%	4,581	327,186	324,450
\$350,000-\$399,999	6	3.5%	2,325	387,425	395,375
\$400,000-\$449,999	13	7.6%	5,559	427,638	429,000
\$450,000-\$499,999	5	2.9%	2,388	477,560	479,000
\$500,000-\$599,999	2	1.2%	1,099	549,500	549,500
\$600,000-\$749,999	4	2.4%	2,649	662,225	664,450
\$750,000-\$999,999	2	1.2%	1,869	934,450	934,450
\$1,000,000 and up	2	1.2%	2,650	1,325,000	1,325,000
All price ranges	170	100.0%	45,482	267,544	218,700

NEW LISTINGS ANALYSIS

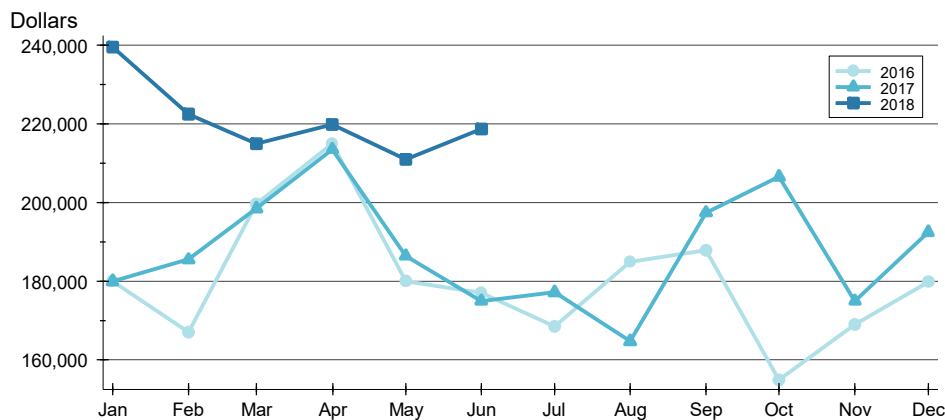
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 7/9/2018**

AVERAGE PRICE >>



Month	2016	2017	2018
January	227,403	249,740	256,811
February	213,438	227,042	266,671
March	237,041	259,164	255,594
April	238,923	242,216	242,476
May	222,425	219,848	240,304
June	215,943	234,949	267,544
July	207,056	225,998	225,998
August	233,330	192,561	192,561
September	212,135	231,095	231,095
October	191,367	232,268	232,268
November	185,005	203,828	203,828
December	180,940	230,983	230,983

MEDIAN PRICE >>

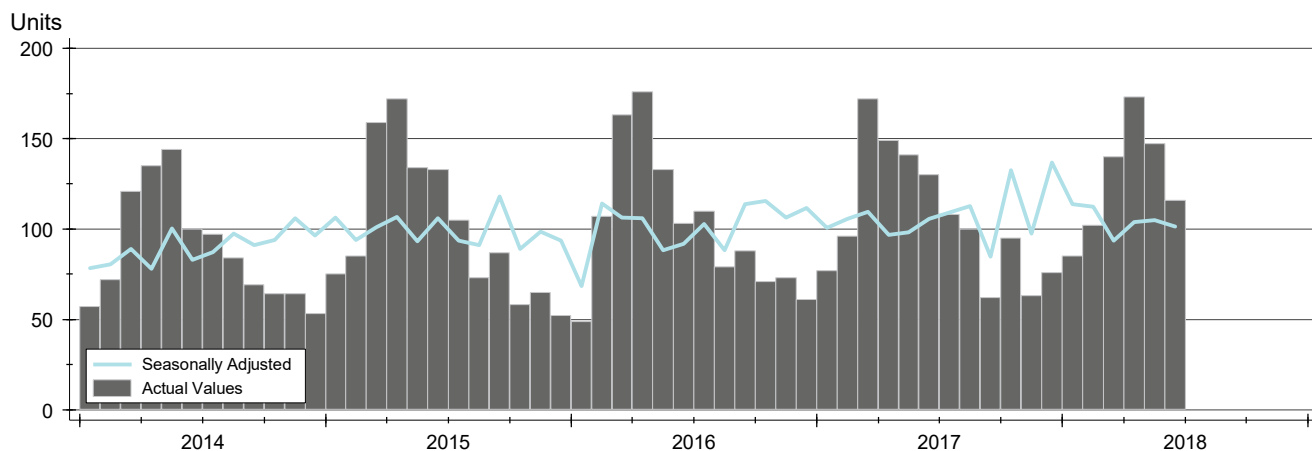


Month	2016	2017	2018
January	180,000	179,999	239,500
February	167,000	185,500	222,450
March	199,700	198,500	215,000
April	215,000	213,450	219,900
May	180,000	186,450	211,000
June	177,000	174,950	218,700
July	168,450	177,200	177,200
August	184,900	164,700	164,700
September	187,900	197,450	197,450
October	155,000	206,500	206,500
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 7/9/2018**

HISTORY >>



SUMMARY >>

Summary Statistics for Contracts Written		June			Year-to-Date		
		2018	2017	Change	2018	2017	Change
Closed Listings		116	130	-10.8%	763	765	-0.3%
Volume (1,000s)		24,711	30,342	-18.6%	181,151	167,044	8.4%
Average	Sale Price	213,029	233,397	-8.7%	237,419	218,358	8.7%
	Days on Market	26	19	36.1%	31	35	-9.8%
	Percent of Original	98.0%	98.6%	-0.5%	98.4%	98.3%	0.1%
Median	Sale Price	191,450	189,950	0.8%	205,000	183,500	11.7%
	Days on Market	8	6	25.0%	7	9	-22.2%
	Percent of Original	100.0%	100.0%	0.0%	100.0%	100.0%	0.0%

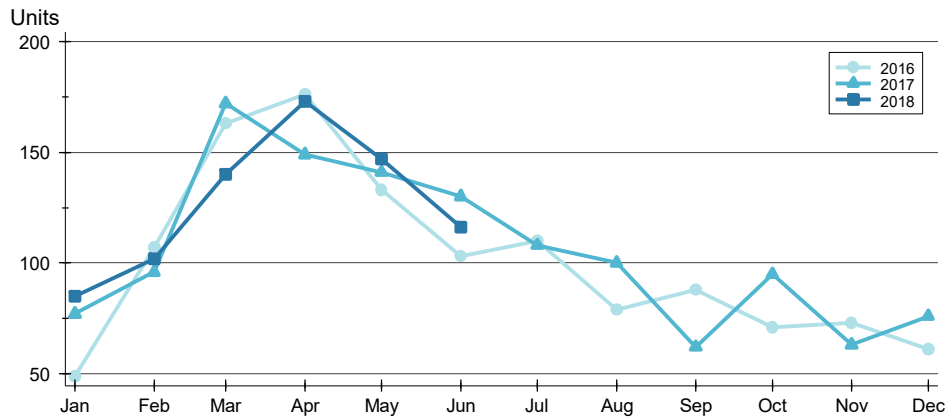
A total of 116 contracts for sale were written in the City of Lawrence during the month of June, down from 130 in 2017. The median list price of these homes was \$191,450, up from \$189,950 the prior year.

Half of the homes that went under contract in June were on the market less than 8 days, compared to 6 days in June 2017.

CONTRACTS WRITTEN ANALYSIS

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 7/9/2018**

BY MONTH >>



Month	2016	2017	2018
January	49	77	85
February	107	96	102
March	163	172	140
April	176	149	173
May	133	141	147
June	103	130	116
July	110	108	
August	79	100	
September	88	62	
October	71	95	
November	73	63	
December	61	76	

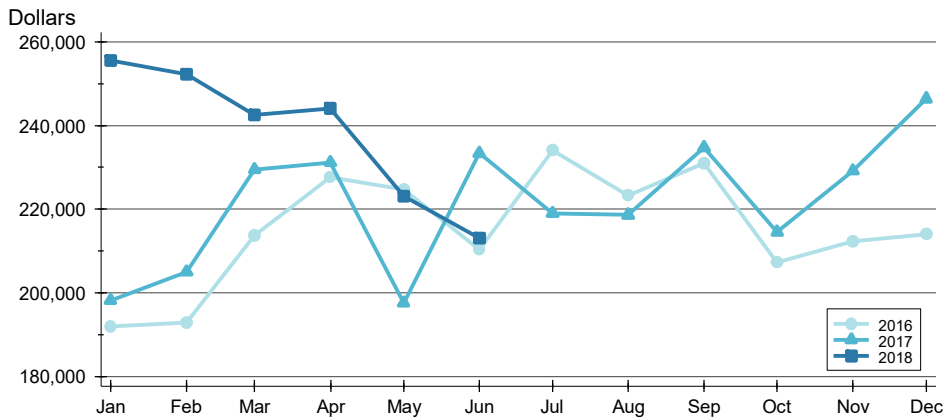
BY PRICE RANGE >>

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	7	6.0%	529	75,529	84,900	8	5	99.6%	100.0%
\$100,000-\$149,999	31	26.7%	3,913	126,211	122,000	24	5	98.6%	100.0%
\$150,000-\$199,999	28	24.1%	5,022	179,373	179,000	27	11	98.4%	100.0%
\$200,000-\$249,999	17	14.7%	3,888	228,700	229,000	17	12	95.6%	100.0%
\$250,000-\$299,999	13	11.2%	3,594	276,469	277,000	24	3	99.3%	100.0%
\$300,000-\$349,999	9	7.8%	2,961	329,044	329,900	37	30	96.7%	100.0%
\$350,000-\$399,999	3	2.6%	1,148	382,683	379,900	21	5	99.2%	100.0%
\$400,000-\$449,999	6	5.2%	2,542	423,633	421,500	44	31	98.1%	99.0%
\$450,000-\$499,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
\$500,000-\$599,999	2	1.7%	1,114	557,200	557,200	66	66	96.2%	96.2%
\$600,000-\$749,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
\$750,000-\$999,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
All price ranges	116	100.0%	24,711	213,029	191,450	26	8	98.0%	100.0%

CONTRACTS WRITTEN ANALYSIS

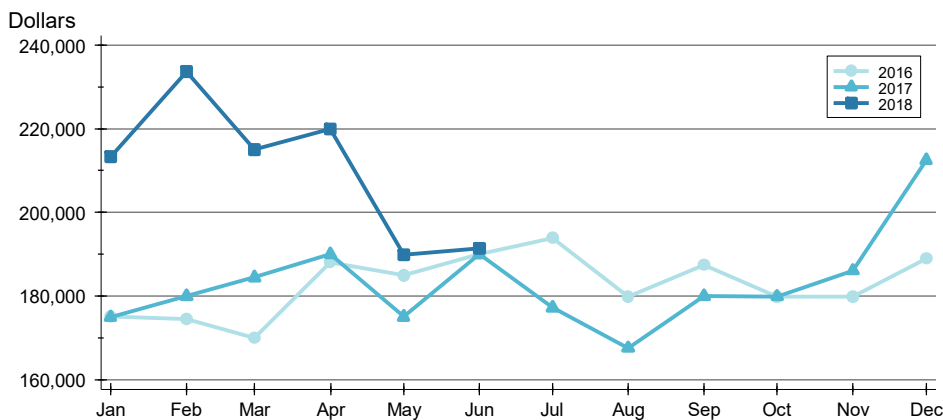
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 7/9/2018**

AVERAGE PRICE >>



Month	2016	2017	2018
January	191,969	198,141	255,485
February	192,836	204,931	252,359
March	213,701	229,505	242,594
April	227,546	231,197	244,061
May	224,679	197,510	223,110
June	210,252	233,397	213,029
July	234,155	219,015	219,015
August	223,244	218,628	218,628
September	231,023	234,715	234,715
October	207,307	214,525	214,525
November	212,365	229,194	229,194
December	214,007	246,381	246,381

MEDIAN PRICE >>

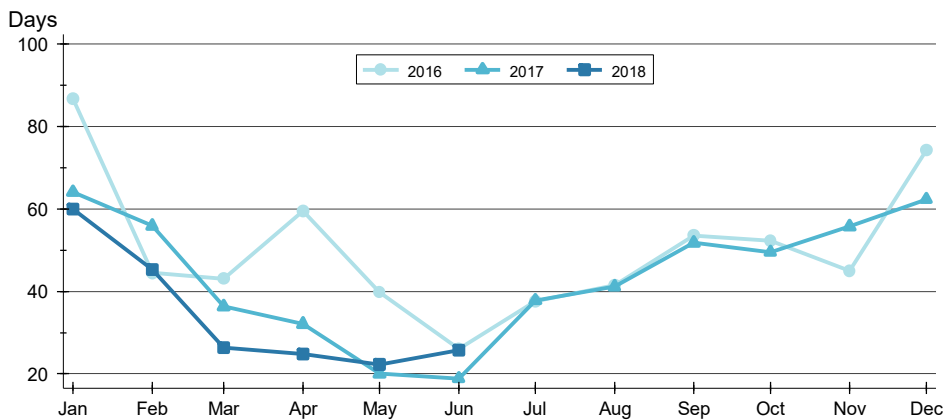


Month	2016	2017	2018
January	175,000	174,900	213,250
February	174,500	179,950	233,725
March	169,900	184,450	214,950
April	188,000	190,000	219,900
May	184,900	175,000	189,900
June	190,000	189,950	191,450
July	193,950	177,200	177,200
August	179,900	167,500	167,500
September	187,450	179,950	179,950
October	179,900	179,900	179,900
November	179,900	186,000	186,000
December	189,000	212,500	212,500

CONTRACTS WRITTEN ANALYSIS

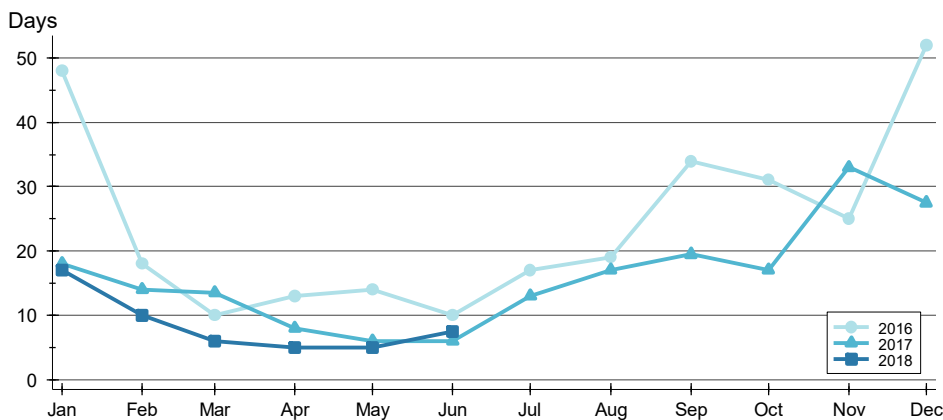
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 7/9/2018**

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	22
June	26	19	26
July	38	38	
August	41	41	
September	53	52	
October	52	49	
November	45	56	
December	74	62	

MEDIAN DOM >>

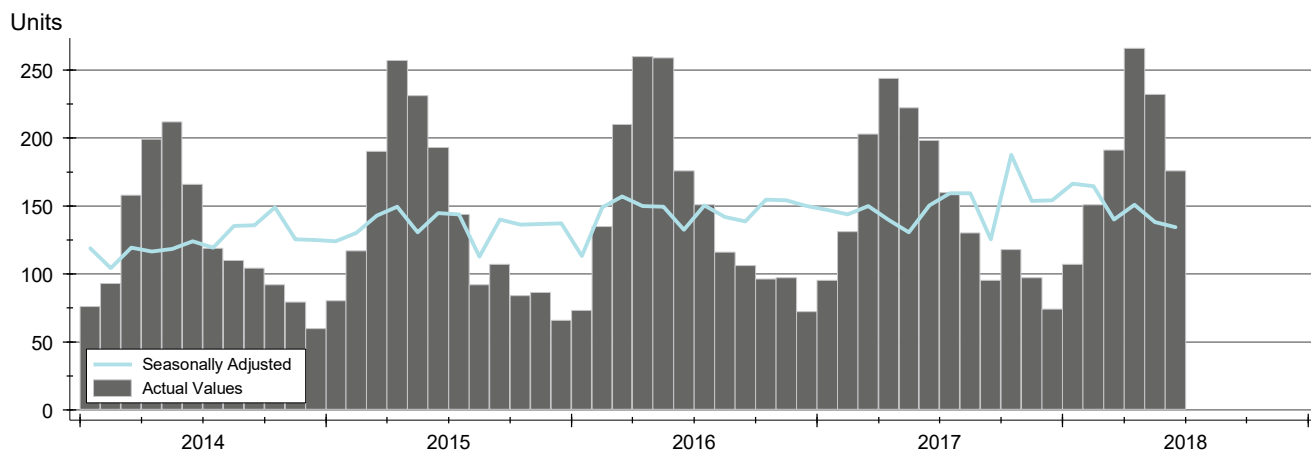


Month	2016	2017	2018
January	48	18	17
February	18	14	10
March	10	14	6
April	13	8	5
May	14	6	5
June	10	6	8
July	17	13	
August	19	17	
September	34	20	
October	31	17	
November	25	33	
December	52	28	

PENDING CONTRACTS ANALYSIS

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 7/9/2018**

HISTORY >>



SUMMARY >>

Summary Statistics for Active Listings		End of June		
		2018	2017	Change
Active Listings		176	198	-11.1%
Volume (1,000s)		40,415	44,725	-9.6%
Average	List Price	229,631	225,882	1.7%
	Days on Market	25	30	-16.6%
	Percent of Original	98.8%	98.9%	-0.1%
Median	List Price	199,975	185,000	8.1%
	Days on Market	7	7	0.0%
	Percent of Original	100.0%	100.0%	0.0%

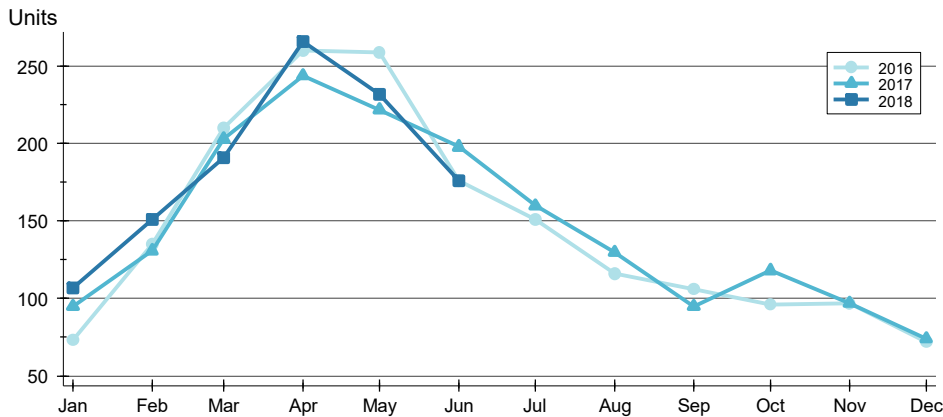
A total of 176 listings in the City of Lawrence had contracts pending at the end of June, down from 198 contracts pending at the end of June 2017.

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 7/9/2018**

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	
August	116	130	
September	106	95	
October	96	118	
November	97	97	
December	72	74	

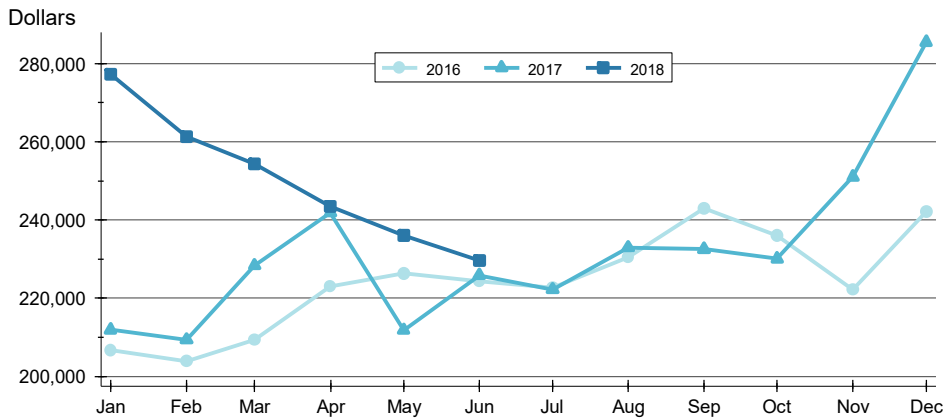
BY PRICE RANGE »

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	8	4.5%	646	80,713	84,950	8	6	100.0%	100.0%
\$100,000-\$149,999	37	21.0%	4,722	127,611	129,900	30	6	99.0%	100.0%
\$150,000-\$199,999	43	24.4%	7,663	178,201	175,000	24	11	98.7%	100.0%
\$200,000-\$249,999	24	13.6%	5,446	226,925	225,000	14	8	98.1%	100.0%
\$250,000-\$299,999	26	14.8%	7,107	273,340	274,950	19	3	99.5%	100.0%
\$300,000-\$349,999	14	8.0%	4,586	327,557	324,900	32	20	97.8%	100.0%
\$350,000-\$399,999	11	6.3%	4,111	373,682	379,000	24	5	99.8%	100.0%
\$400,000-\$449,999	6	3.4%	2,567	427,800	426,450	46	36	98.4%	100.0%
\$450,000-\$499,999	4	2.3%	1,930	482,400	482,400	49	46	98.1%	100.0%
\$500,000-\$599,999	3	1.7%	1,639	546,467	525,000	44	58	97.4%	100.0%
\$600,000-\$749,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
\$750,000-\$999,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
All price ranges	176	100.0%	40,415	229,631	199,975	25	7	98.8%	100.0%

PENDING CONTRACTS ANALYSIS

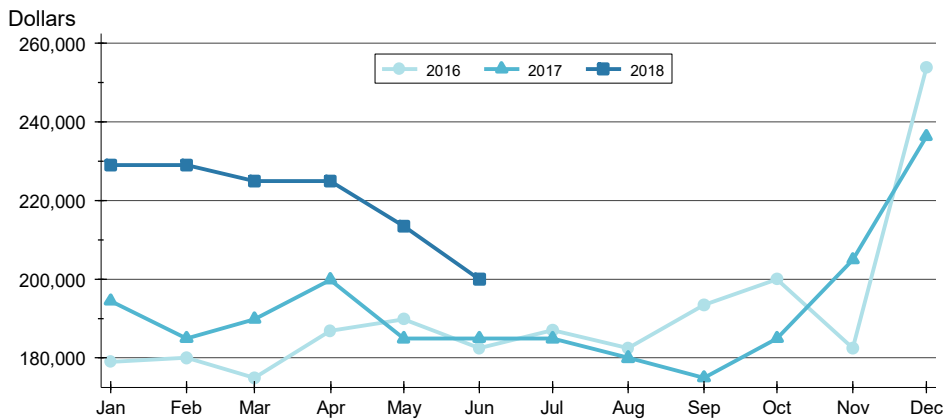
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 7/9/2018**

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	
August	230,418	232,937	
September	243,015	232,534	
October	236,085	230,064	
November	222,166	251,063	
December	242,126	285,572	

MEDIAN PRICE >>

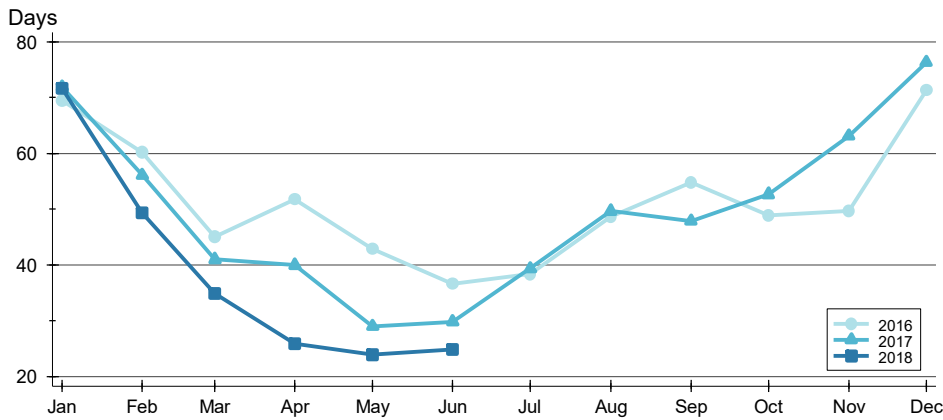


Month	2016	2017	2018
January	179,000	194,500	229,000
February	179,950	185,000	229,000
March	175,000	189,900	225,000
April	186,950	199,900	224,975
May	189,900	184,900	213,450
June	182,450	185,000	199,975
July	187,000	184,900	
August	182,500	179,950	
September	193,500	175,000	
October	199,925	185,000	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

PENDING CONTRACTS ANALYSIS

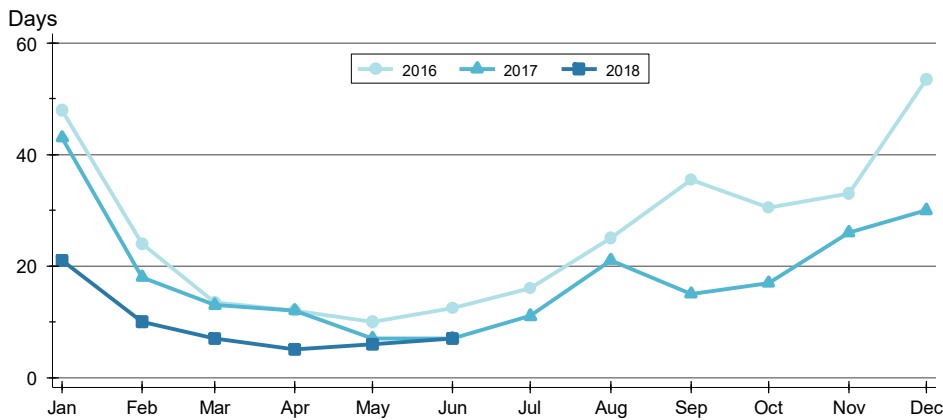
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 7/9/2018**

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	25
August	49	50	25
September	55	48	25
October	49	53	25
November	50	63	25
December	71	76	25

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	7
August	25	21	7
September	36	15	7
October	31	17	7
November	33	26	7
December	54	30	7