

LAWRENCE MLS STATISTICS



JULY 2018 >>

MARKET OVERVIEW >>

Lawrence City Home Sales Rose in July

Total home sales in the City of Lawrence rose by 4.2% last month to 149 units, compared to 143 units in July 2017. Total sales volume was \$33.4 million, up 6.6% from a year earlier.

The median sale price in July was \$199,900, up from \$177,900 a year earlier. Homes that sold in July were typically on the market for 6 days and sold for 100.0% of their list prices.

Lawrence City Active Listings Down at End of July

The total number of active listings in the City of Lawrence at the end of July was 247 units, down from 275 at the same point in 2017. This represents a 1.7 months' supply of homes available for sale. The median list price of homes on the market at the end of July was \$274,900.

During July, a total of 92 contracts were written down from 108 in July 2017. At the end of the month, there were 125 contracts pending, compared to 160 at the end of July 2017.

City of Lawrence		July		
Current Month		2018	2017	Change
Summary Statistics				
Home Sales		149	143	4.2%
Active Listings		247	275	-10.2%
Months' Supply		1.7	1.9	-13.8%
New Listings		122	144	-15.3%
Contracts Written		92	108	-14.8%
Pending Contracts		125	160	-21.9%
Sales Volume (1,000s)		33,351	31,277	6.6%
Average	Sale Price	223,835	218,722	2.3%
	List Price of Actives	317,060	329,384	-3.7%
	Days on Market	26	23	14.0%
	Percent of List	99.1%	99.6%	-0.4%
	Percent of Original	97.9%	98.6%	-0.7%
Median	Sale Price	199,900	177,900	12.4%
	List Price of Actives	274,900	275,000	0.0%
	Days on Market	6	6	0.0%
	Percent of List	100.0%	100.0%	0.0%
	Percent of Original	100.0%	100.0%	0.0%

REPORT CONTENTS >>

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 8/8/2018

July MLS Statistics By Property Type		2018			2017			2016		
		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		149	130	19	143	133	10	131	119	12
Change from prior year		4.2%	-2.3%	90.0%	9.2%	11.8%	-16.7%	-22.9%	-24.2%	-7.7%
Active Listings		247	208	39	275	224	51	288	238	50
Change from prior year		-10.2%	-7.1%	-23.5%	-4.5%	-5.9%	2.0%	-9.1%	-12.5%	11.1%
Months' Supply		1.7	1.6	2.1	1.9	1.7	5.1	2.2	2.0	4.2
Change from prior year		-13.8%	-5.0%	-59.8%	-12.5%	-15.8%	22.4%	17.9%	15.4%	20.4%
New Listings		122	115	7	144	131	13	147	135	12
Change from prior year		-15.3%	-12.2%	-46.2%	-2.0%	-3.0%	8.3%	4.3%	6.3%	-14.3%
Contracts Written		92	89	3	108	97	11	110	99	11
Change from prior year		-14.8%	-8.2%	-72.7%	-1.8%	-2.0%	0.0%	4.8%	2.1%	37.5%
Pending Contracts		125	110	15	160	141	19	151	134	17
Change from prior year		-21.9%	-22.0%	-21.1%	6.0%	5.2%	11.8%	4.9%	8.9%	-19.0%
Sales Volume (1,000s)		33,351	27,048	6,304	31,277	27,771	3,506	30,025	26,003	4,022
Change from prior year		6.6%	-2.6%	79.8%	4.2%	6.8%	-12.8%	-14.6%	-16.4%	-0.5%
Average	Sale Price	223,835	208,060	331,771	218,722	208,803	350,643	229,199	218,513	335,164
	Change from prior year	2.3%	-0.4%	-5.4%	-4.6%	-4.4%	4.6%	10.9%	10.3%	7.8%
	List Price of Actives	317,060	307,603	367,496	329,384	313,334	399,878	284,507	262,541	389,069
	Change from prior year	-3.7%	-1.8%	-8.1%	15.8%	19.3%	2.8%	6.0%	3.6%	8.6%
	Days on Market	26	22	55	23	15	132	37	32	87
	Change from prior year	14.0%	48.9%	-58.1%	-39.0%	-55.0%	52.1%	-7.6%	-7.0%	-19.8%
Median	Percent of List	99.1%	99.0%	100.1%	99.6%	99.5%	100.6%	99.1%	99.0%	100.3%
	Change from prior year	-0.4%	-0.5%	-0.5%	0.5%	0.5%	0.3%	0.8%	0.9%	0.0%
	Percent of Original	97.9%	97.6%	99.7%	98.6%	98.5%	99.7%	98.1%	97.8%	100.6%
	Change from prior year	-0.7%	-0.9%	0.0%	0.5%	0.7%	-0.9%	1.1%	1.1%	0.6%
	Sale Price	199,900	190,000	315,000	177,900	176,500	337,335	190,600	183,000	356,950
	Change from prior year	12.4%	7.6%	-6.6%	-6.7%	-3.6%	-5.5%	14.6%	14.3%	15.4%
List Price of Actives	274,900	248,750	354,900	275,000	247,700	369,900	224,500	189,950	329,900	
Change from prior year	0.0%	0.4%	-4.1%	22.5%	30.4%	12.1%	2.0%	-1.3%	0.0%	
Days on Market	6	5	48	6	5	74	13	11	84	
Change from prior year	0.0%	0.0%	-34.7%	-53.8%	-54.5%	-12.0%	-35.0%	-35.3%	-8.2%	
Percent of List	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	99.7%	99.2%	100.0%	
Change from prior year	0.0%	0.0%	0.0%	0.3%	0.8%	0.0%	0.6%	0.4%	0.0%	
Percent of Original	100.0%	99.5%	100.0%	100.0%	100.0%	99.8%	99.1%	98.9%	100.0%	
Change from prior year	0.0%	-0.5%	0.2%	0.9%	1.2%	-0.2%	0.8%	0.9%	0.0%	

YEAR-TO-DATE STATISTICS

SUMMARY >>

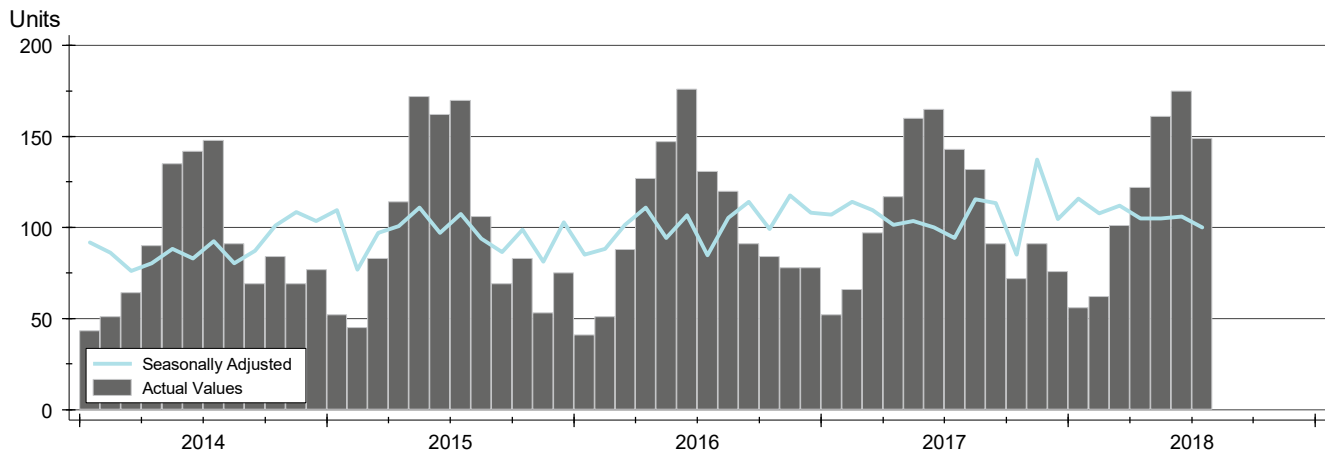
YTD BREAKDOWNS BY HOME TYPE CITY OF LAWRENCE AS OF 8/8/2018

Year-to-Date Activity By Property Type		2018			2017			2016		
		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		826	734	92	800	728	72	761	700	61
Change from prior year		3.2%	0.8%	27.8%	5.1%	4.0%	18.0%	-4.6%	-6.9%	32.6%
New Listings		1,082	980	102	1,144	1,035	109	1,089	999	90
Change from prior year		-5.4%	-5.3%	-6.4%	5.1%	3.6%	21.1%	-3.3%	-4.1%	7.1%
Contracts Written		863	771	92	873	801	72	841	776	65
Change from prior year		-1.1%	-3.7%	27.8%	3.8%	3.2%	10.8%	-2.5%	-3.0%	3.2%
Sales Volume (1,000s)		196,683	164,454	32,229	173,422	150,625	22,797	161,784	140,949	20,835
Change from prior year		13.4%	9.2%	41.4%	7.2%	6.9%	9.4%	0.9%	-2.8%	36.0%
Average	Sale Price	238,116	224,052	350,319	216,777	206,902	316,625	212,595	201,356	341,557
	Change from prior year	9.8%	8.3%	10.6%	2.0%	2.8%	-7.3%	5.8%	4.4%	2.6%
	Days on Market	37	28	106	38	30	112	50	42	143
	Change from prior year	-2.9%	-8.0%	-5.4%	-24.5%	-27.4%	-21.6%	-10.9%	-21.3%	38.9%
	Percent of List	99.0%	98.9%	99.9%	99.1%	98.9%	100.8%	98.4%	98.3%	100.3%
Change from prior year	0.0%	0.0%	-0.9%	0.6%	0.6%	0.5%	0.5%	0.4%	-0.1%	
Median	Percent of Original	98.1%	97.9%	99.7%	98.0%	97.8%	100.9%	97.1%	96.9%	99.8%
	Change from prior year	0.1%	0.1%	-1.2%	1.0%	0.9%	1.2%	0.6%	0.6%	-0.4%
	Sale Price	209,450	193,250	339,900	182,000	177,500	301,748	176,600	170,000	311,900
	Change from prior year	15.1%	8.9%	12.6%	3.1%	4.4%	-3.3%	7.0%	5.5%	1.3%
	Days on Market	8	6	72	10	8	66	16	14	91
Change from prior year	-20.0%	-25.0%	9.9%	-37.5%	-40.7%	-28.0%	-31.9%	-37.2%	7.7%	
Percent of List	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	99.3%	99.1%	100.0%	
Change from prior year	0.0%	0.0%	0.0%	0.7%	0.9%	0.0%	0.4%	0.3%	0.0%	
Percent of Original	100.0%	99.8%	100.0%	100.0%	99.3%	100.0%	98.6%	98.4%	100.0%	
Change from prior year	0.0%	0.6%	0.0%	1.4%	0.9%	0.0%	0.4%	0.5%	0.0%	

CLOSED LISTINGS ANALYSIS

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

HISTORY >>



SUMMARY >>

Summary Statistics for Closed Listings		July			Year-to-Date		
		2018	2017	Change	2018	2017	Change
Closed Listings		149	143	4.2%	826	800	3.3%
Volume (1,000s)		33,351	31,277	6.6%	196,683	173,422	13.4%
Average	Sale Price	223,835	218,722	2.3%	238,116	216,777	9.8%
	Days on Market	26	23	14.0%	37	38	-2.9%
	Percent of List	99.1%	99.6%	-0.4%	99.0%	99.1%	0.0%
	Percent of Original	97.9%	98.6%	-0.7%	98.1%	98.0%	0.1%
Median	Sale Price	199,900	177,900	12.4%	209,450	182,000	15.1%
	Days on Market	6	6	0.0%	8	10	-20.0%
	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%	100.0%	0.0%

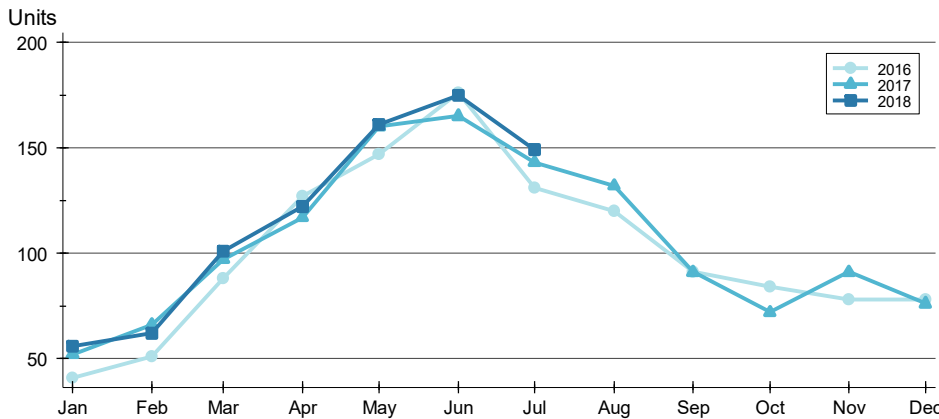
A total of 149 homes sold in the City of Lawrence in July, up from 143 units in July 2017. Total sales volume rose to \$33.4 million compared to \$31.3 million in the previous year.

The median sales price in July was \$199,900, up 12.4% compared to the prior year. Median days on market was 6 days, up from 5 days in June, but similar to July 2017.

CLOSED LISTINGS ANALYSIS

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

BY MONTH >>



Month	2016	2017	2018
January	41	52	56
February	51	66	62
March	88	97	101
April	127	117	122
May	147	160	161
June	176	165	175
July	131	143	149
August	120	132	122
September	91	91	91
October	84	72	78
November	78	91	78
December	78	76	76

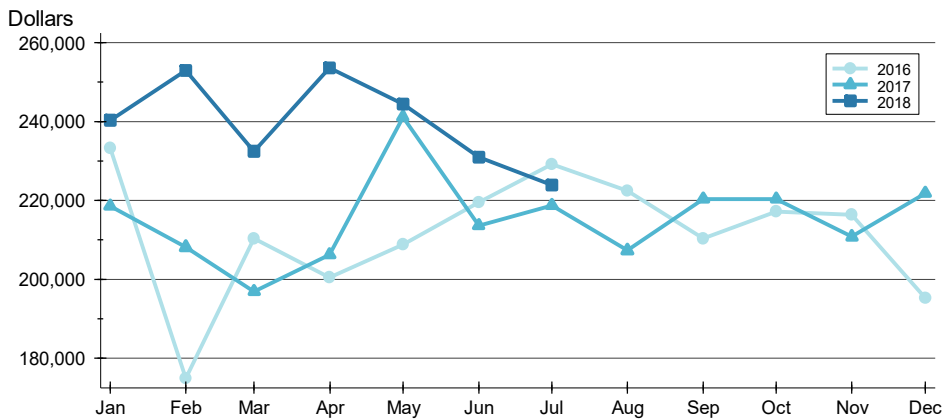
BY PRICE RANGE >>

Price Range	Sales			Sale Price		Days on Market		Price as % of List		Price as % of Orig.	
	Number	Percent	Volume	Average	Median	Average	Median	Average	Median	Average	Median
Below \$50,000	1	0.7%	49	48,500	48,500	18	18	97.0%	97.0%	97.0%	97.0%
\$50,000-\$99,999	6	4.0%	535	89,158	89,250	8	4	100.4%	99.7%	100.4%	99.7%
\$100,000-\$149,999	31	20.8%	3,978	128,312	130,000	31	5	98.4%	100.0%	97.1%	100.0%
\$150,000-\$199,999	37	24.8%	6,578	177,780	180,000	20	4	99.4%	100.0%	97.9%	99.1%
\$200,000-\$249,999	20	13.4%	4,411	220,525	218,950	21	4	98.9%	100.0%	97.4%	100.0%
\$250,000-\$299,999	27	18.1%	7,298	270,285	269,000	24	4	99.6%	100.0%	98.6%	100.0%
\$300,000-\$349,999	10	6.7%	3,256	325,605	322,450	29	30	99.0%	100.0%	97.2%	99.8%
\$350,000-\$399,999	7	4.7%	2,593	370,471	370,000	50	18	98.5%	98.6%	98.2%	98.6%
\$400,000-\$449,999	5	3.4%	2,082	416,380	417,000	29	14	97.9%	99.3%	97.0%	99.3%
\$450,000-\$499,999	2	1.3%	955	477,450	477,450	9	9	98.9%	98.9%	98.9%	98.9%
\$500,000-\$599,999	3	2.0%	1,618	539,373	533,620	69	73	103.3%	100.0%	100.8%	100.0%
\$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	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	149	100.0%	33,351	223,835	199,900	26	6	99.1%	100.0%	97.9%	100.0%

CLOSED LISTINGS ANALYSIS

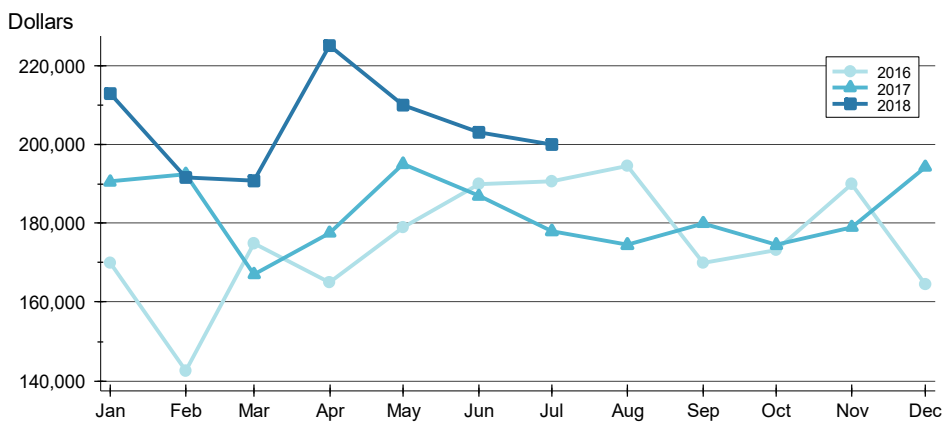
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 8/8/2018**

AVERAGE PRICE >>



Month	2016	2017	2018
January	233,262	218,493	240,374
February	174,926	208,115	252,989
March	210,252	196,836	232,361
April	200,417	206,180	253,668
May	208,744	241,178	244,499
June	219,511	213,594	230,888
July	229,199	218,722	223,835
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 >>

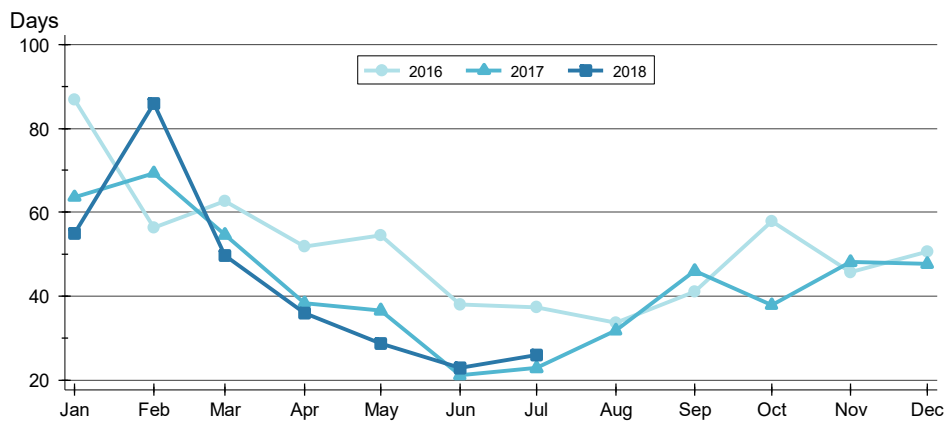


Month	2016	2017	2018
January	170,000	190,500	212,875
February	142,500	192,450	191,500
March	174,900	167,000	190,750
April	165,000	177,500	225,000
May	179,000	194,950	210,000
June	190,000	186,900	203,000
July	190,600	177,900	199,900
August	194,562	174,500	
September	170,000	180,000	
October	173,250	174,450	
November	190,000	179,000	
December	164,500	194,204	

CLOSED LISTINGS ANALYSIS

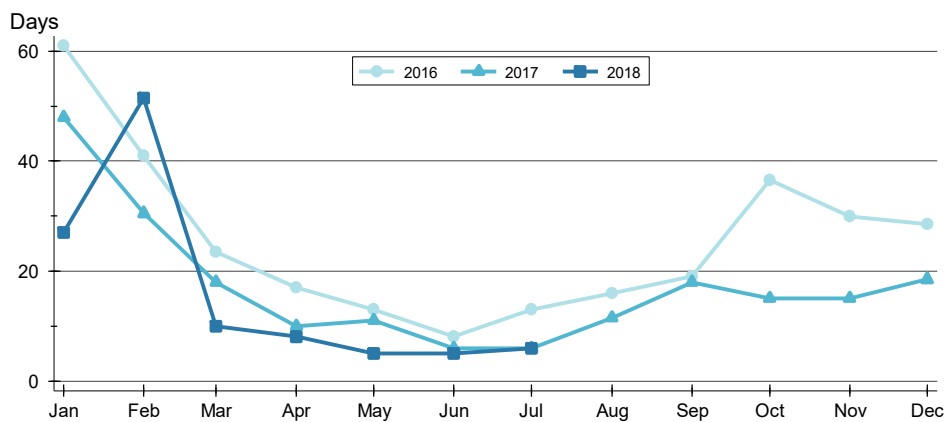
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 8/8/2018**

AVERAGE DOM



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

MEDIAN DOM

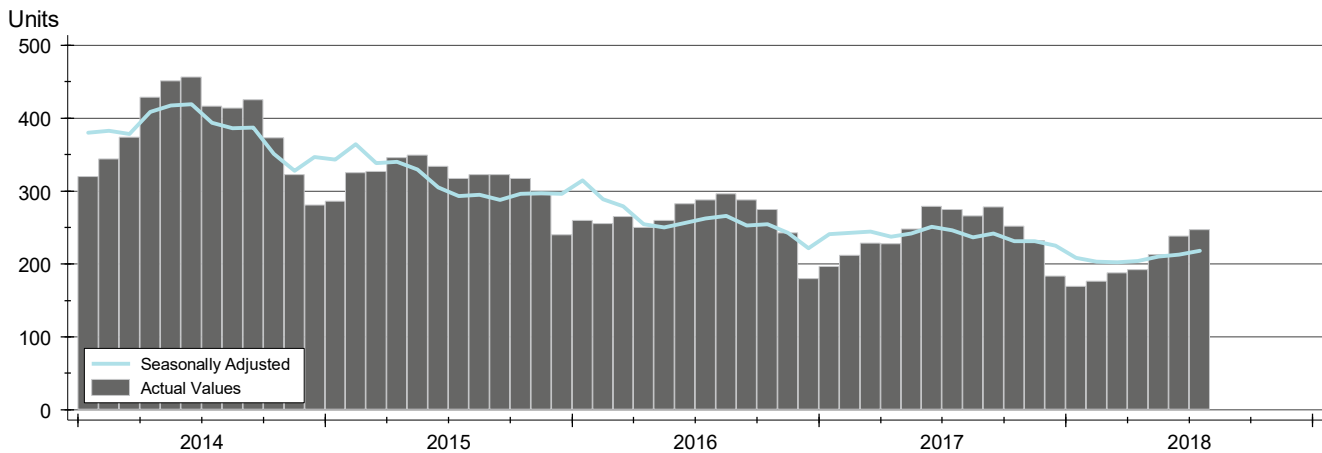


Month	2016	2017	2018
January	61	48	27
February	41	31	52
March	24	18	10
April	17	10	8
May	13	11	5
June	8	6	5
July	13	6	6
August	16	12	
September	19	18	
October	37	15	
November	30	15	
December	29	19	

ACTIVE LISTINGS ANALYSIS

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

HISTORY >>



SUMMARY >>

Summary Statistics for Active Listings		End of July		
		2018	2017	Change
Active Listings		247	275	-10.2%
Months' Supply		1.7	1.9	-13.8%
Volume (1,000s)		78,314	90,581	-13.5%
Average	List Price	317,060	329,384	-3.7%
	Days on Market	66	86	-23.5%
	Percent of Original	97.9%	98.1%	-0.2%
Median	List Price	274,900	275,000	0.0%
	Days on Market	44	53	-17.0%
	Percent of Original	100.0%	100.0%	0.0%

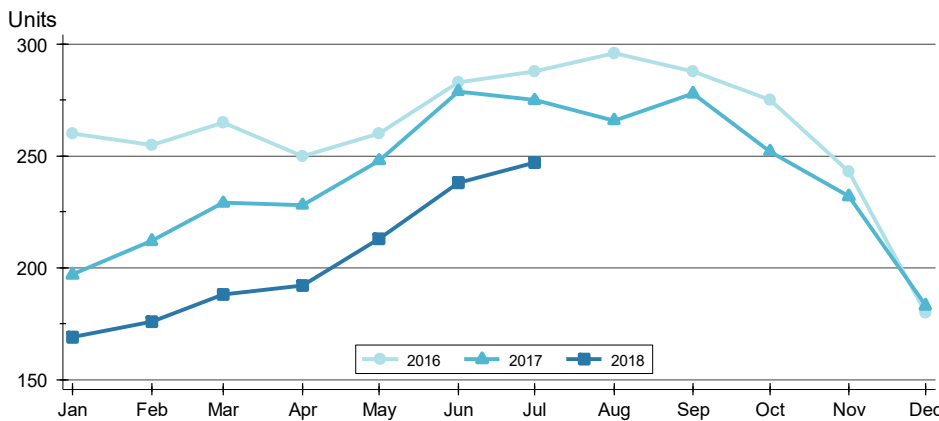
A total of 247 homes were available for sale in the City of Lawrence at the end of July. This represents a 1.7 months' supply of active listings.

The median list price of homes on the market at the end of July was \$274,900, showing little change from the same point in 2017. The typical time on market for active listings was 44 days, down from 53 days a year earlier.

ACTIVE LISTINGS ANALYSIS

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

BY MONTH >>



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

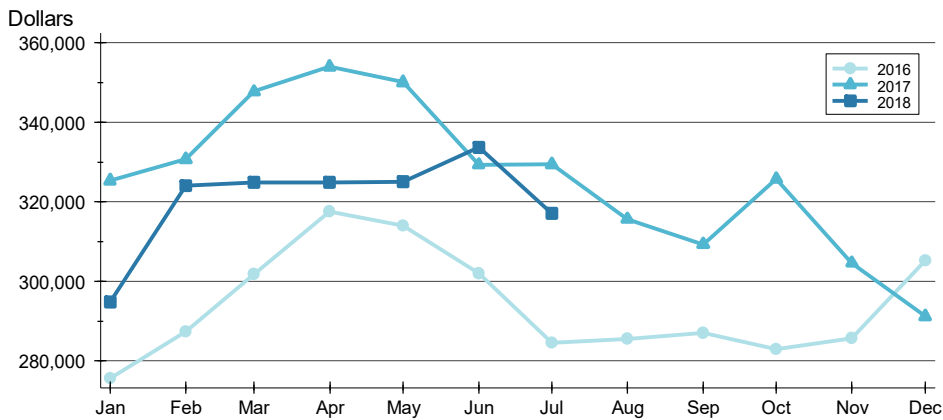
BY PRICE RANGE >>

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	3	1.2%	5	3.0	1,548	1,200	11	2	98.0%	100.0%
\$50,000-\$99,999	10	4.0%	873	1.7	87,332	91,225	127	63	94.6%	96.4%
\$100,000-\$149,999	32	13.0%	4,096	1.0	128,000	129,900	31	20	98.6%	100.0%
\$150,000-\$199,999	45	18.2%	7,907	1.2	175,714	174,900	35	27	98.9%	100.0%
\$200,000-\$249,999	24	9.7%	5,485	1.2	228,558	222,450	50	46	97.8%	99.0%
\$250,000-\$299,999	20	8.1%	5,547	0.7	277,369	279,950	51	44	98.2%	100.0%
\$300,000-\$349,999	22	8.9%	7,226	2.2	328,459	329,700	103	57	97.3%	99.3%
\$350,000-\$399,999	24	9.7%	9,076	3.4	378,154	375,000	67	58	97.6%	100.0%
\$400,000-\$449,999	18	7.3%	7,763	3.6	431,303	434,900	65	56	98.1%	100.0%
\$450,000-\$499,999	18	7.3%	8,438	9.0	468,783	460,250	111	108	98.0%	100.0%
\$500,000-\$599,999	14	5.7%	7,874	4.7	562,457	559,450	72	71	97.5%	98.7%
\$600,000-\$749,999	9	3.6%	5,978	N/A	664,267	649,900	143	85	95.0%	96.4%
\$750,000-\$999,999	5	2.0%	4,244	N/A	848,760	795,000	148	113	96.9%	100.0%
\$1,000,000 and up	3	1.2%	3,800	N/A	1,266,665	1,199,995	47	36	100.0%	100.0%
All price ranges	247	100.0%	78,314	1.7	317,060	274,900	66	44	97.9%	100.0%

ACTIVE LISTINGS ANALYSIS

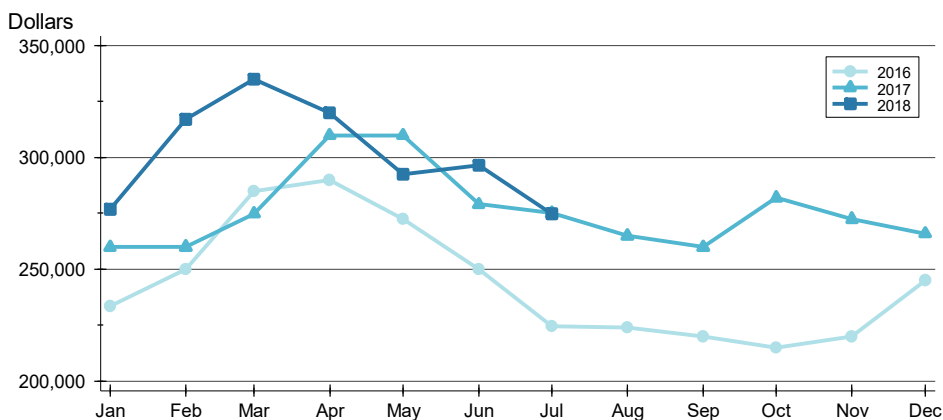
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 8/8/2018**

AVERAGE PRICE >>



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

MEDIAN PRICE >>

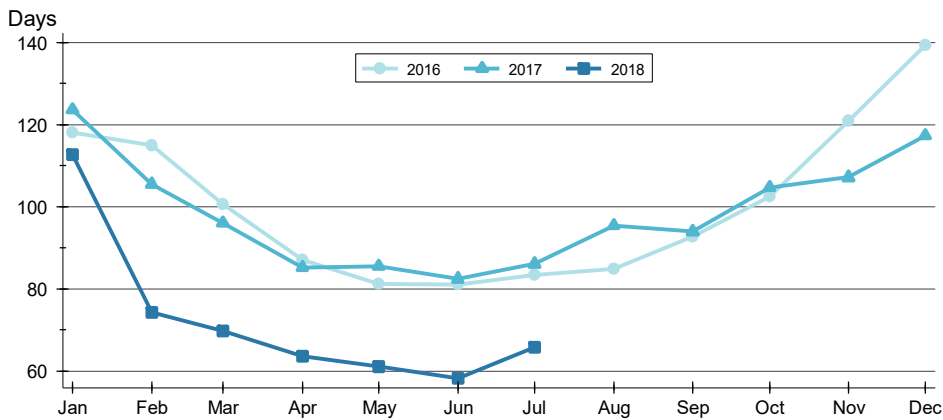


Month	2016	2017	2018
January	233,400	259,900	276,900
February	250,000	260,000	316,950
March	284,900	274,900	334,900
April	289,900	309,900	320,000
May	272,425	309,925	292,500
June	250,000	279,000	296,543
July	224,500	275,000	274,900
August	223,900	264,900	
September	219,900	259,900	
October	214,900	282,000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

ACTIVE LISTINGS ANALYSIS

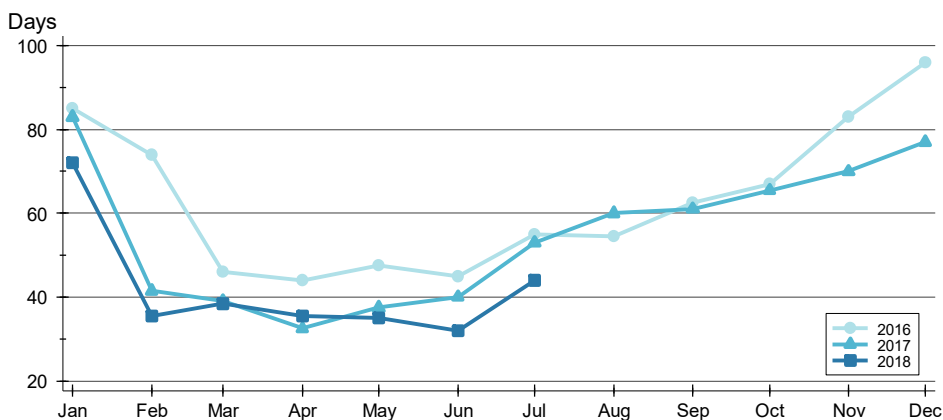
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 8/8/2018**

AVERAGE DOM >>



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

MEDIAN DOM >>

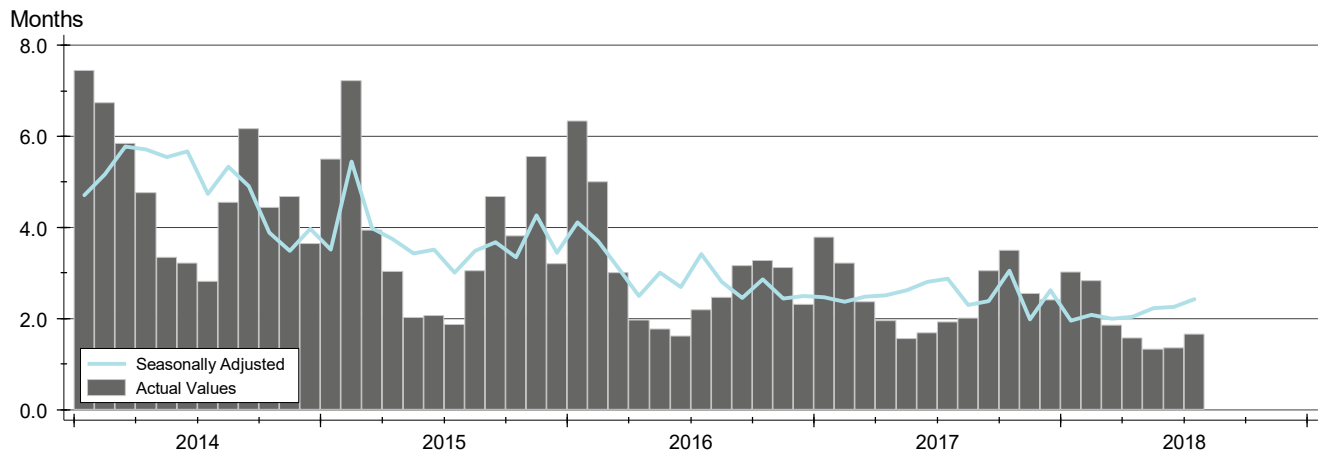


Month	2016	2017	2018
January	85	83	72
February	74	42	36
March	46	39	39
April	44	33	36
May	48	38	35
June	45	40	32
July	55	53	44
August	55	60	
September	63	61	
October	67	66	
November	83	70	
December	96	77	

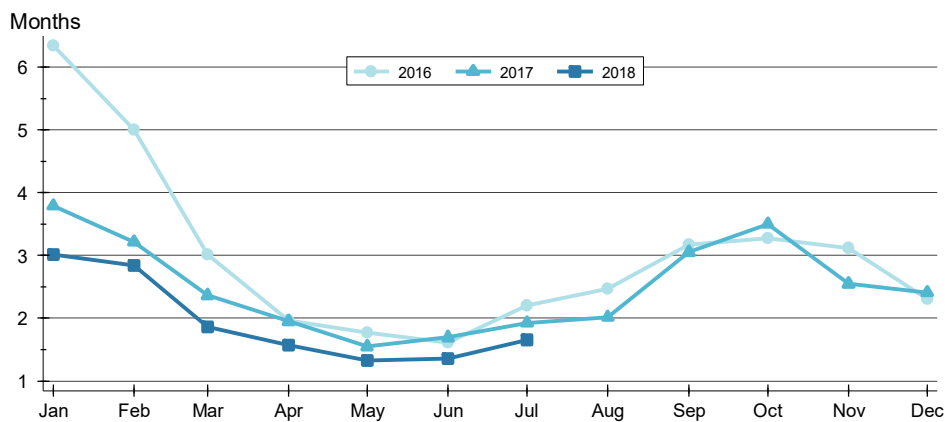
MONTHS' SUPPLY ANALYSIS

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

HISTORY >>



BY MONTH >>

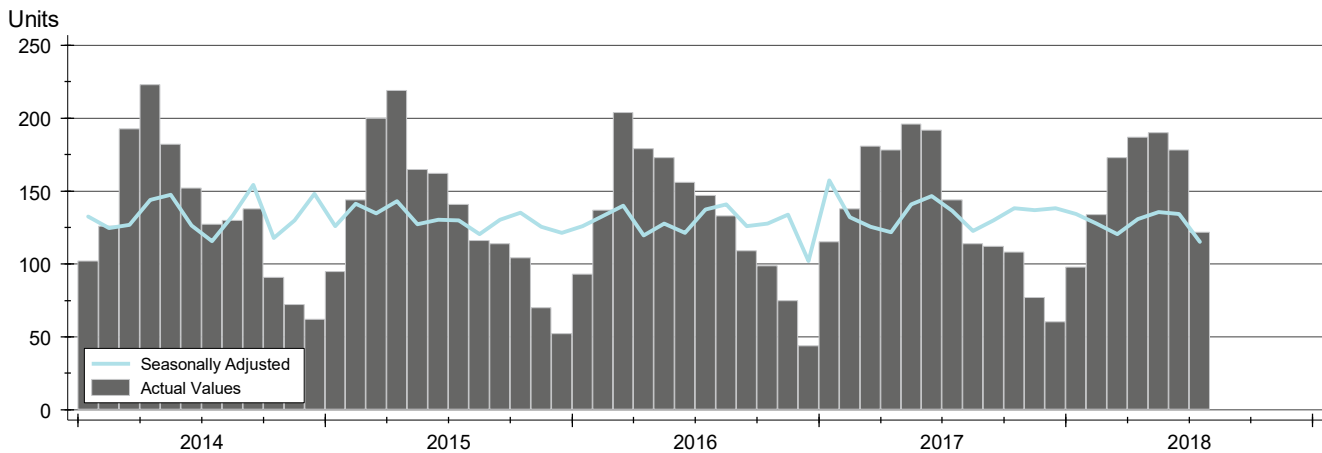


Month	2016	2017	2018
January	6.3	3.8	3.0
February	5.0	3.2	2.8
March	3.0	2.4	1.9
April	2.0	1.9	1.6
May	1.8	1.5	1.3
June	1.6	1.7	1.4
July	2.2	1.9	1.7
August	2.5	2.0	
September	3.2	3.1	
October	3.3	3.5	
November	3.1	2.5	
December	2.3	2.4	

NEW LISTINGS ANALYSIS

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

HISTORY >>



SUMMARY >>

Summary Statistics for New Listings		July		
		2018	2017	Change
Current Month	New Listings	122	144	-15.3%
	Volume (1,000s)	26,989	32,544	-17.1%
	Average List Price	221,225	225,998	-2.1%
	Median List Price	186,700	177,200	5.4%
YTD	New Listings	1,082	1,144	-5.4%
	Volume (1,000s)	270,838	270,819	0.0%
	Average List Price	250,313	236,730	5.7%
	Median List Price	214,900	185,750	15.7%

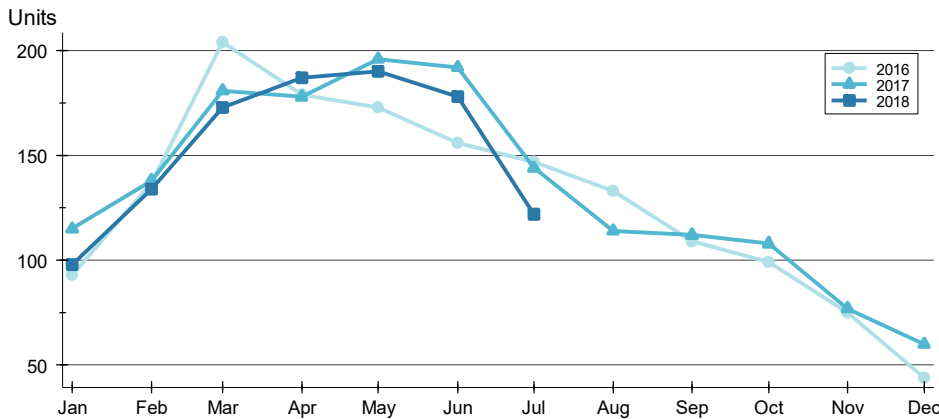
A total of 122 new listings were added in the City of Lawrence during July, down 15.3% from the same month in 2017. Year-to-date the City of Lawrence has seen 1,082 new listings.

The median list price of these homes was \$186,700 up from \$177,200 in 2017.

NEW LISTINGS ANALYSIS

BY MONTH >>

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



Month	2016	2017	2018
January	93	115	98
February	137	138	134
March	204	181	173
April	179	178	187
May	173	196	190
June	156	192	178
July	147	144	122
August	133	114	109
September	109	112	108
October	99	108	75
November	75	77	60
December	44	60	60

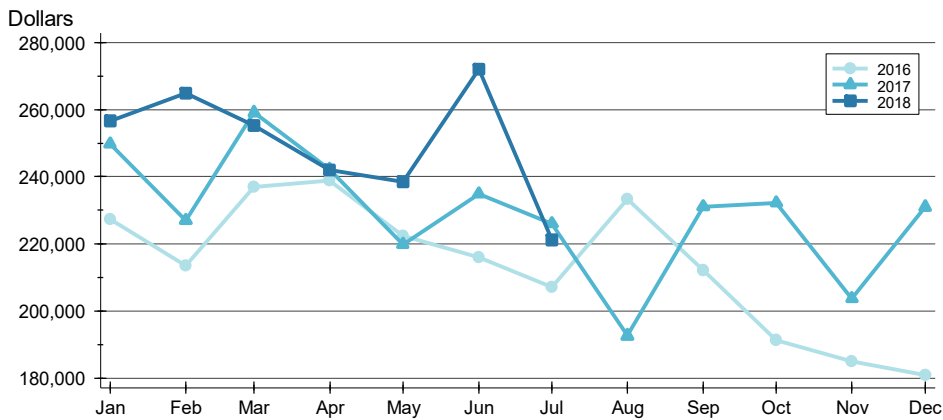
BY PRICE RANGE >>

Price Range	New Listings			List Price	
	Number	Percent	Volume	Average	Median
Below \$50,000	3	2.5%	4	1,483	1,200
\$50,000-\$99,999	5	4.1%	452	90,340	96,000
\$100,000-\$149,999	22	18.0%	2,684	122,005	121,200
\$150,000-\$199,999	44	36.1%	7,687	174,707	174,900
\$200,000-\$249,999	15	12.3%	3,323	221,553	219,000
\$250,000-\$299,999	9	7.4%	2,442	271,300	265,000
\$300,000-\$349,999	4	3.3%	1,304	326,000	330,000
\$350,000-\$399,999	10	8.2%	3,772	377,160	375,000
\$400,000-\$449,999	4	3.3%	1,729	432,200	434,450
\$450,000-\$499,999	1	0.8%	455	454,900	454,900
\$500,000-\$599,999	3	2.5%	1,709	569,633	559,900
\$600,000-\$749,999	1	0.8%	650	649,900	649,900
\$750,000-\$999,999	1	0.8%	779	779,000	779,000
\$1,000,000 and up	0	0.0%	0	N/A	N/A
All price ranges	122	100.0%	26,989	221,225	186,700

NEW LISTINGS ANALYSIS

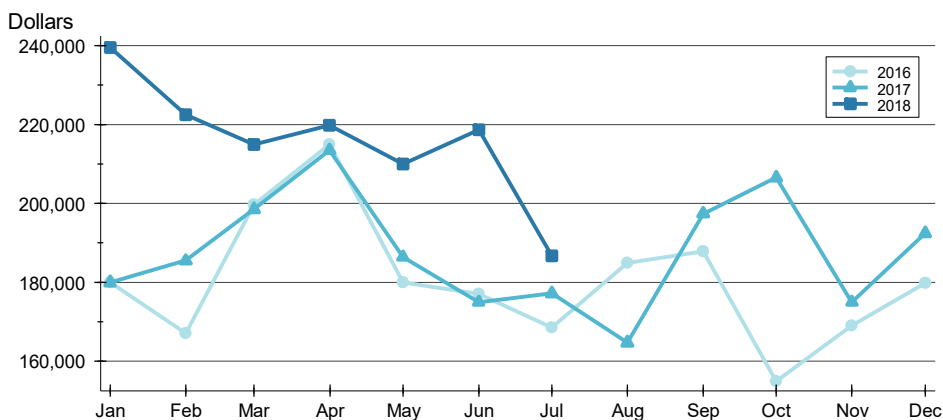
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 8/8/2018**

AVERAGE PRICE >>



Month	2016	2017	2018
January	227,403	249,740	256,668
February	213,438	227,042	264,918
March	237,041	259,164	255,363
April	238,923	242,216	242,104
May	222,425	219,848	238,567
June	215,943	234,949	272,008
July	207,056	225,998	221,225
August	233,330	192,561	232,000
September	212,135	231,095	232,000
October	191,367	232,268	205,000
November	185,005	203,633	232,000
December	180,940	230,983	232,000

MEDIAN PRICE >>

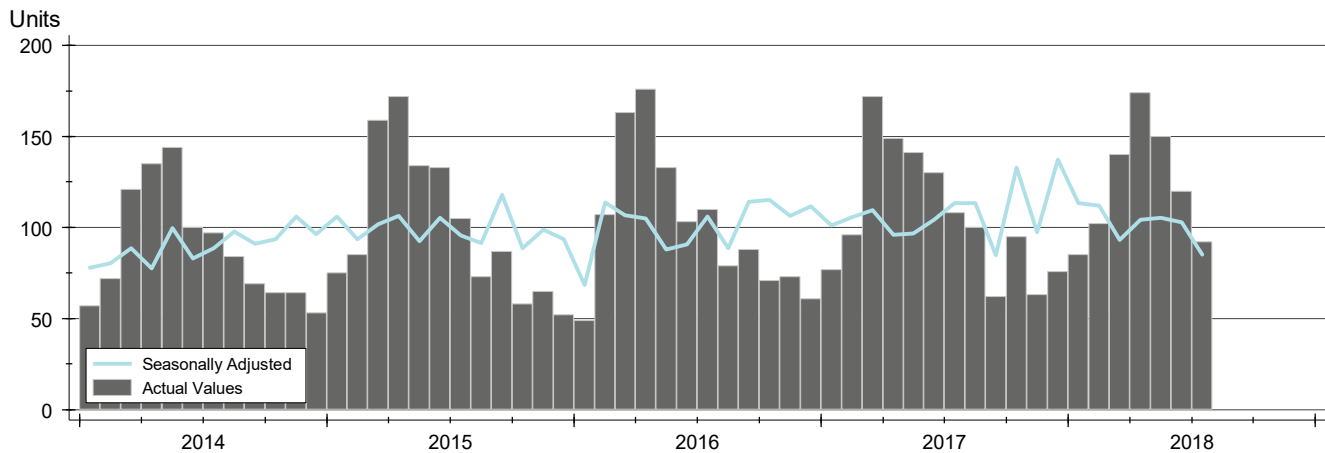


Month	2016	2017	2018
January	180,000	179,999	239,500
February	167,000	185,500	222,450
March	199,700	198,500	215,000
April	215,000	213,450	219,900
May	180,000	186,450	209,950
June	177,000	174,950	218,700
July	168,450	177,200	186,700
August	184,900	164,700	198,000
September	187,900	197,450	208,000
October	155,000	206,500	175,000
November	169,000	175,000	175,000
December	179,900	192,450	175,000

CONTRACTS WRITTEN ANALYSIS

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

HISTORY >>



SUMMARY >>

Summary Statistics for Contracts Written		July			Year-to-Date		
		2018	2017	Change	2018	2017	Change
Closed Listings		92	108	-14.8%	863	873	-1.1%
Volume (1,000s)		22,921	23,654	-3.1%	205,957	190,698	8.0%
Average	Sale Price	249,138	219,015	13.8%	238,652	218,439	9.3%
	Days on Market	31	38	-16.9%	31	35	-11.6%
	Percent of Original	98.3%	98.0%	0.3%	98.3%	98.2%	0.0%
Median	Sale Price	194,950	177,200	10.0%	205,000	180,000	13.9%
	Days on Market	19	13	42.3%	7	9	-22.2%
	Percent of Original	100.0%	99.9%	0.1%	100.0%	100.0%	0.0%

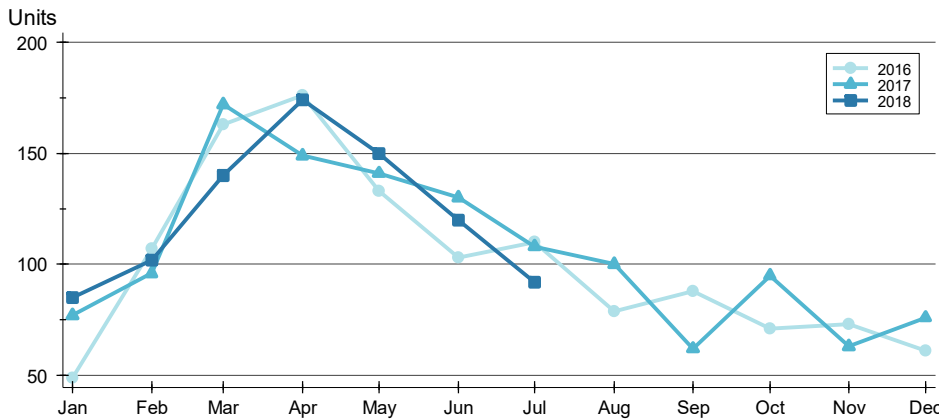
A total of 92 contracts for sale were written in the City of Lawrence during the month of July, down from 108 in 2017. The median list price of these homes was \$194,950, up from \$177,200 the prior year.

Half of the homes that went under contract in July were on the market less than 19 days, compared to 13 days in July 2017.

CONTRACTS WRITTEN ANALYSIS

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

BY MONTH »



Month	2016	2017	2018
January	49	77	85
February	107	96	102
March	163	172	140
April	176	149	174
May	133	141	150
June	103	130	120
July	110	108	92
August	79	100	76
September	88	62	63
October	71	95	73
November	73	63	61
December	61	76	61

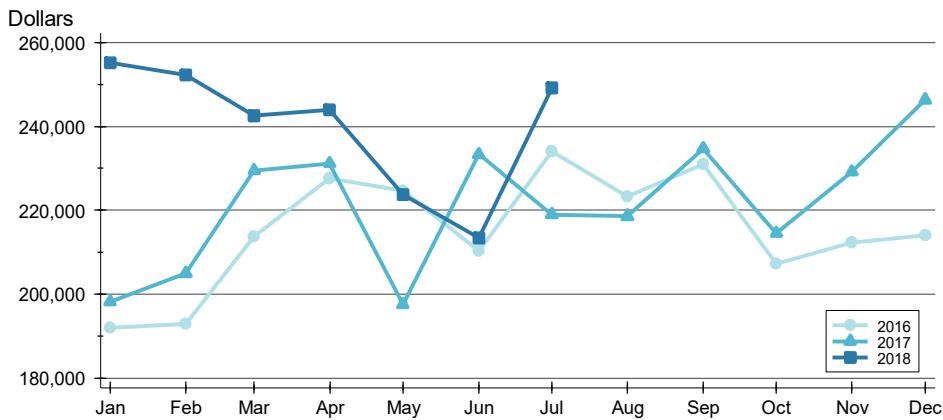
BY PRICE RANGE »

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	4	4.3%	371	92,700	92,450	24	20	98.7%	100.0%
\$100,000-\$149,999	14	15.2%	1,805	128,955	132,500	20	12	97.1%	100.0%
\$150,000-\$199,999	31	33.7%	5,468	176,389	174,950	19	12	98.6%	100.0%
\$200,000-\$249,999	14	15.2%	3,118	222,736	219,900	29	18	99.0%	100.0%
\$250,000-\$299,999	10	10.9%	2,793	279,320	277,500	27	16	97.4%	100.0%
\$300,000-\$349,999	5	5.4%	1,599	319,760	319,900	37	39	99.1%	100.0%
\$350,000-\$399,999	3	3.3%	1,129	376,300	379,000	24	23	99.8%	100.0%
\$400,000-\$449,999	5	5.4%	2,112	422,370	425,000	71	73	97.8%	100.0%
\$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	2.2%	1,074	537,000	537,000	46	46	100.0%	100.0%
\$600,000-\$749,999	2	2.2%	1,332	666,200	666,200	249	249	95.9%	95.9%
\$750,000-\$999,999	1	1.1%	969	969,000	969,000	23	23	100.0%	100.0%
\$1,000,000 and up	1	1.1%	1,150	1,150,000	1,150,000	19	19	100.0%	100.0%
All price ranges	92	100.0%	22,921	249,138	194,950	31	19	98.3%	100.0%

CONTRACTS WRITTEN ANALYSIS

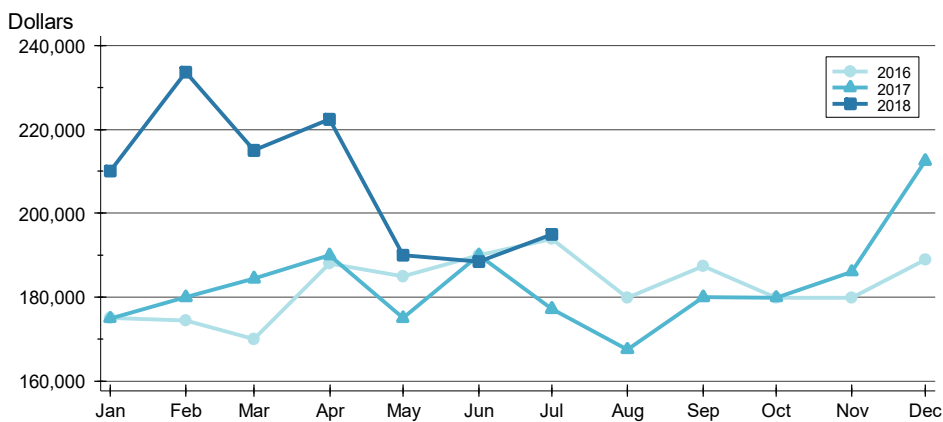
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 8/8/2018**

AVERAGE PRICE



Month	2016	2017	2018
January	191,969	198,141	255,285
February	192,836	204,931	252,359
March	213,701	229,505	242,594
April	227,546	231,197	243,951
May	224,679	197,510	223,804
June	210,252	233,397	213,460
July	234,155	219,015	249,138
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

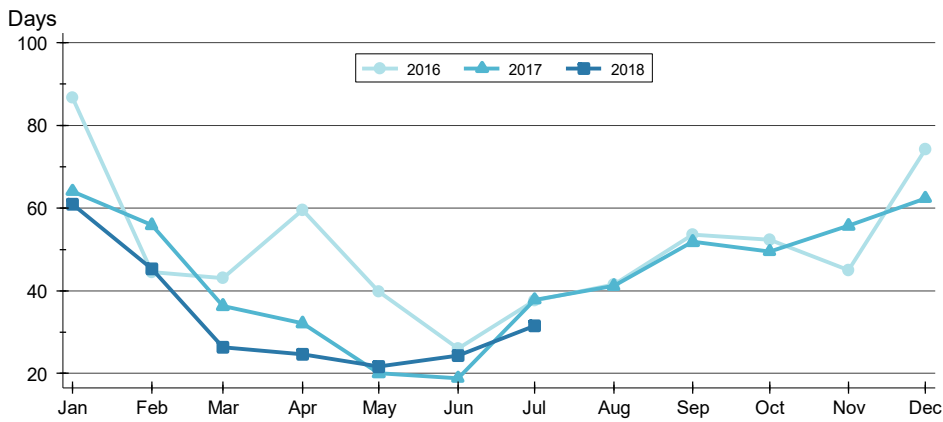


Month	2016	2017	2018
January	175,000	174,900	210,000
February	174,500	179,950	233,725
March	169,900	184,450	214,950
April	188,000	190,000	222,400
May	184,900	175,000	189,950
June	190,000	189,950	188,500
July	193,950	177,200	194,950
August	179,900	167,500	167,500
September	187,450	179,950	179,950
October	179,900	179,900	179,900
November	179,900	186,000	186,000
December	189,000	212,500	212,500

CONTRACTS WRITTEN ANALYSIS

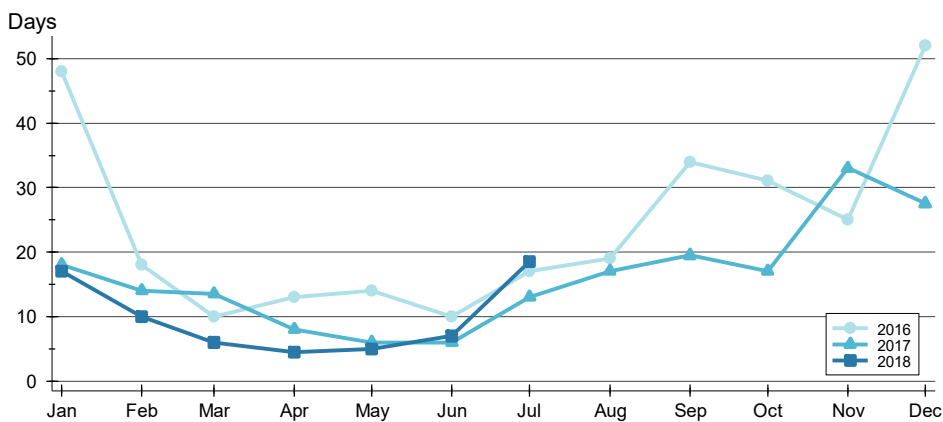
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 8/8/2018**

AVERAGE DOM >>



Month	2016	2017	2018
January	87	64	61
February	44	56	45
March	43	36	26
April	60	32	25
May	40	20	22
June	26	19	24
July	38	38	31
August	41	41	
September	53	52	
October	52	49	
November	45	56	
December	74	62	

MEDIAN DOM >>

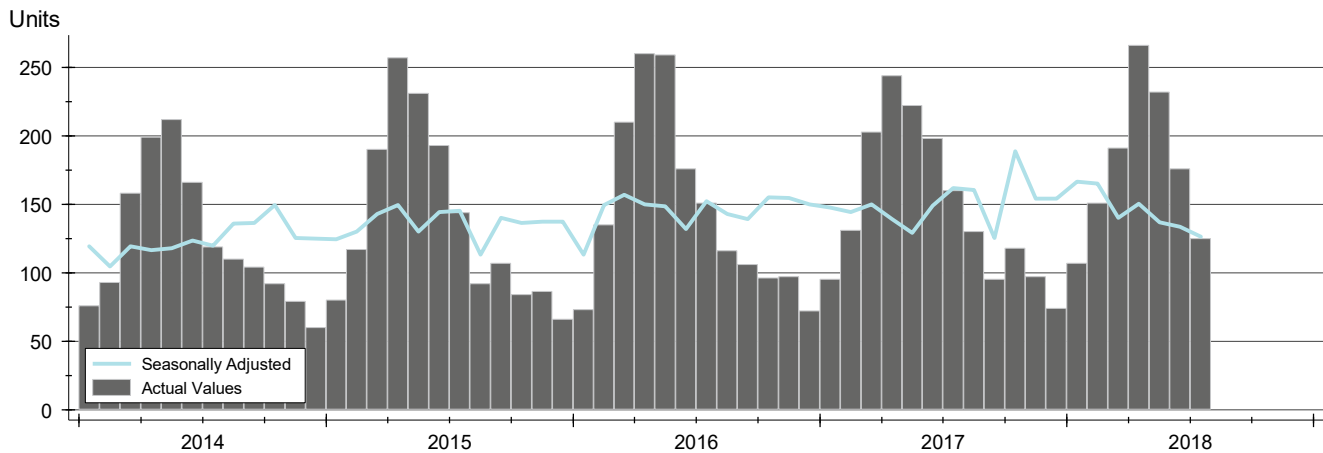


Month	2016	2017	2018
January	48	18	17
February	18	14	10
March	10	14	6
April	13	8	5
May	14	6	5
June	10	6	7
July	17	13	19
August	19	17	
September	34	20	
October	31	17	
November	25	33	
December	52	28	

PENDING CONTRACTS ANALYSIS

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

HISTORY >>



SUMMARY >>

Summary Statistics for Active Listings		End of July		
		2018	2017	Change
Active Listings		125	160	-21.9%
Volume (1,000s)		30,417	35,564	-14.5%
Average	List Price	243,337	222,276	9.5%
	Days on Market	29	39	-27.5%
	Percent of Original	98.9%	98.5%	0.4%
Median	List Price	192,900	184,900	4.3%
	Days on Market	14	11	27.3%
	Percent of Original	100.0%	100.0%	0.0%

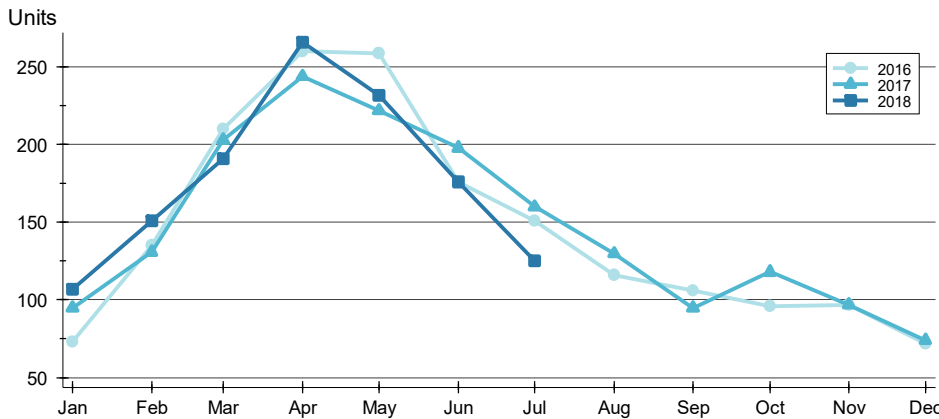
A total of 125 listings in the City of Lawrence had contracts pending at the end of July, down from 160 contracts pending at the end of July 2017.

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 8/8/2018**

BY MONTH >>



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

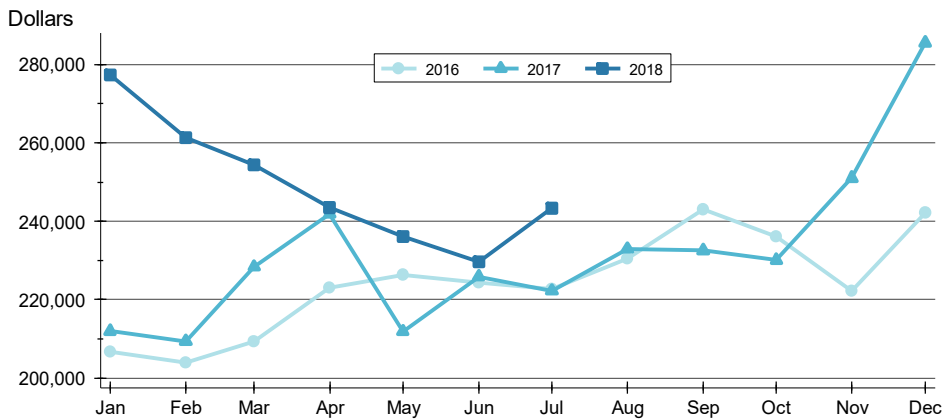
BY PRICE RANGE >>

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	4	3.2%	341	85,200	89,950	21	15	100.0%	100.0%
\$100,000-\$149,999	23	18.4%	2,923	127,098	127,000	33	9	98.4%	100.0%
\$150,000-\$199,999	41	32.8%	7,220	176,107	174,900	21	12	98.9%	100.0%
\$200,000-\$249,999	14	11.2%	3,090	220,679	218,700	32	22	99.3%	100.0%
\$250,000-\$299,999	17	13.6%	4,703	276,647	275,000	16	4	98.5%	100.0%
\$300,000-\$349,999	7	5.6%	2,293	327,586	319,900	29	11	99.4%	100.0%
\$350,000-\$399,999	7	5.6%	2,665	380,700	379,000	6	5	100.0%	100.0%
\$400,000-\$449,999	5	4.0%	2,132	426,350	429,900	55	27	99.1%	100.0%
\$450,000-\$499,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
\$500,000-\$599,999	3	2.4%	1,599	533,000	525,000	31	43	100.0%	100.0%
\$600,000-\$749,999	2	1.6%	1,332	666,200	666,200	249	249	95.9%	95.9%
\$750,000-\$999,999	1	0.8%	969	969,000	969,000	23	23	100.0%	100.0%
\$1,000,000 and up	1	0.8%	1,150	1,150,000	1,150,000	19	19	100.0%	100.0%
All price ranges	125	100.0%	30,417	243,337	192,900	29	14	98.9%	100.0%

PENDING CONTRACTS ANALYSIS

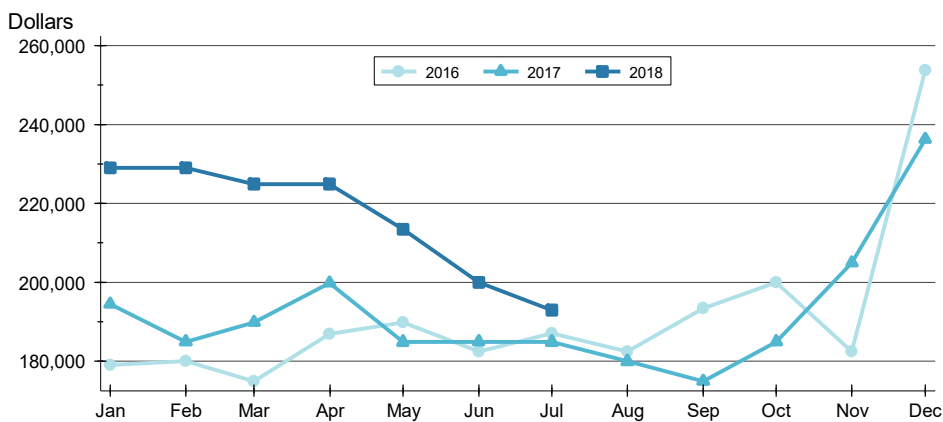
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 8/8/2018**

AVERAGE PRICE



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

MEDIAN PRICE

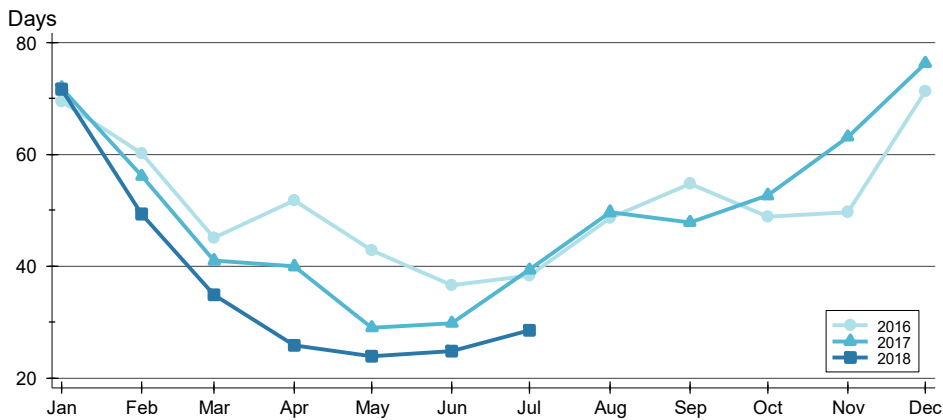


Month	2016	2017	2018
January	179,000	194,500	229,000
February	179,950	185,000	229,000
March	175,000	189,900	225,000
April	186,950	199,900	224,975
May	189,900	184,900	213,450
June	182,450	185,000	199,975
July	187,000	184,900	192,900
August	182,500	179,950	
September	193,500	175,000	
October	199,925	185,000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

PENDING CONTRACTS ANALYSIS

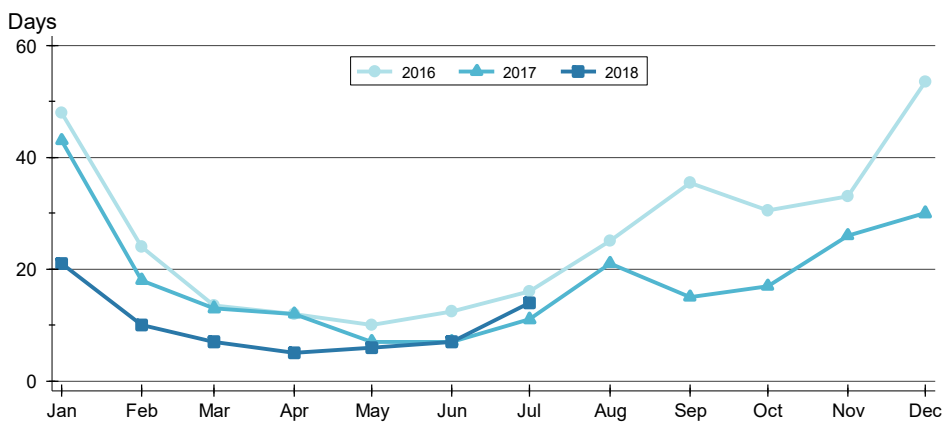
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 8/8/2018**

AVERAGE DOM



Month	2016	2017	2018
January	69	72	72
February	60	56	49
March	45	41	35
April	52	40	26
May	43	29	24
June	37	30	25
July	38	39	29
August	49	50	49
September	55	48	48
October	49	53	50
November	50	63	63
December	71	76	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	25
September	36	15	15
October	31	17	17
November	33	26	26
December	54	30	30