

LAWRENCE MLS STATISTICS



SEPTEMBER 2018 >>

MARKET OVERVIEW >>

Lawrence City Home Sales Fell in September

Total home sales in the City of Lawrence fell last month to 68 units, compared to 91 units in September 2017. Total sales volume was \$17.2 million, down from a year earlier.

The median sale price in September was \$178,500, down from \$180,000 a year earlier. Homes that sold in September were typically on the market for 23 days and sold for 98.1% of their list prices.

Lawrence City Active Listings Down at End of September

The total number of active listings in the City of Lawrence at the end of September was 258 units, down from 278 at the same point in 2017. This represents a 2.5 months' supply of homes available for sale. The median list price of homes on the market at the end of September was \$244,950.

During September, a total of 76 contracts were written up from 62 in September 2017. At the end of the month, there were 117 contracts pending, compared to 95 at the end of September 2017.

City of Lawrence		September		
Current Month		2018	2017	Change
Summary Statistics				
Home Sales		68	91	-25.3%
Active Listings		258	278	-7.2%
Months' Supply		2.5	2.6	-4.9%
New Listings		102	112	-8.9%
Contracts Written		76	62	22.6%
Pending Contracts		117	95	23.2%
Sales Volume (1,000s)		17,204	20,048	-14.2%
Average	Sale Price	253,003	220,309	14.8%
	List Price of Actives	300,891	309,294	-2.7%
	Days on Market	41	46	-10.8%
	Percent of List	97.9%	98.6%	-0.7%
	Percent of Original	96.0%	96.2%	-0.2%
Median	Sale Price	178,500	180,000	-0.8%
	List Price of Actives	244,950	259,900	-5.8%
	Days on Market	23	18	27.8%
	Percent of List	98.1%	99.4%	-1.2%
	Percent of Original	97.1%	97.5%	-0.4%

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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.

Contact Information

Rob Hulse, Executive Vice-President
Lawrence Board of REALTORS®
3838 West 6th Street (at Monterey)
Lawrence, KS 66049
785-842-1843

Rob@LawrenceRealtor.com
www.LawrenceRealtor.com

THREE-YEAR COMPARISONS

SUMMARY >>

BREAKDOWNS BY HOME TYPE CITY OF LAWRENCE AS OF 10/8/2018

September MLS Statistics		2018			2017			2016			
By Property Type		Total	Existing	New	Total	Existing	New	Total	Existing	New	
Home Sales		68	62	6	91	86	5	91	84	7	
	Change from prior year	-25.3%	-27.9%	20.0%	0.0%	2.4%	-28.6%	31.9%	35.5%	0.0%	
Active Listings		258	211	47	278	219	59	288	230	58	
	Change from prior year	-7.2%	-3.7%	-20.3%	-3.5%	-4.8%	1.7%	-10.8%	-17.3%	28.9%	
Months' Supply		2.5	2.3	4.3	2.6	2.3	6.3	2.9	2.5	7.2	
	Change from prior year	-4.9%	0.5%	-30.8%	-9.6%	-10.1%	-12.7%	-9.3%	-15.2%	19.6%	
New Listings		102	90	12	112	98	14	109	100	9	
	Change from prior year	-8.9%	-8.2%	-14.3%	2.8%	-2.0%	55.6%	-4.4%	-5.7%	12.5%	
Contracts Written		76	73	3	62	56	6	88	79	9	
	Change from prior year	22.6%	30.4%	-50.0%	-29.5%	-29.1%	-33.3%	1.1%	1.3%	0.0%	
Pending Contracts		117	102	15	95	81	14	106	92	14	
	Change from prior year	23.2%	25.9%	7.1%	-10.4%	-12.0%	0.0%	-0.9%	-1.1%	0.0%	
Sales Volume (1,000s)		17,204	15,378	1,826	20,048	18,255	1,793	19,144	16,609	2,535	
	Change from prior year	-14.2%	-15.8%	1.9%	4.7%	9.9%	-29.3%	43.9%	54.1%	0.4%	
Average	Sale Price	253,003	248,035	304,338	220,309	212,272	358,540	210,369	197,725	362,100	
		Change from prior year	14.8%	16.8%	-15.1%	4.7%	7.4%	-1.0%	9.1%	13.8%	0.4%
	List Price of Actives	300,891	288,758	355,360	309,294	289,997	380,922	286,966	262,684	383,259	
		Change from prior year	-2.7%	-0.4%	-6.7%	7.8%	10.4%	-0.6%	6.9%	3.5%	6.8%
	Days on Market	41	38	76	46	41	138	41	35	117	
		Change from prior year	-10.8%	-7.4%	-44.8%	12.0%	17.0%	17.9%	-23.3%	-33.4%	79.4%
Percent of List		97.9%	97.7%	99.3%	98.6%	98.3%	102.2%	97.7%	97.7%	97.6%	
		Change from prior year	-0.7%	-0.6%	-2.9%	0.9%	0.6%	4.8%	0.3%	1.1%	-6.0%
	Percent of Original	96.0%	96.0%	96.0%	96.2%	95.9%	100.8%	95.8%	95.7%	97.3%	
	Change from prior year	-0.2%	0.1%	-4.8%	0.4%	0.3%	3.6%	-0.2%	0.5%	-5.9%	
Median	Sale Price	178,500	176,750	318,750	180,000	175,450	409,200	170,000	165,500	378,000	
		Change from prior year	-0.8%	0.7%	-22.1%	5.9%	6.0%	8.3%	4.6%	4.9%	-3.4%
	List Price of Actives	244,950	222,000	344,900	259,900	218,000	349,900	219,900	194,400	334,900	
		Change from prior year	-5.8%	1.8%	-1.4%	18.2%	12.1%	4.5%	0.0%	2.4%	8.1%
	Days on Market	23	20	62	18	17	81	19	15	116	
		Change from prior year	27.8%	14.7%	-24.1%	-5.3%	17.2%	-30.2%	-38.7%	-53.2%	262.5%
Percent of List		98.1%	97.9%	99.5%	99.4%	99.1%	100.5%	98.9%	99.0%	97.5%	
		Change from prior year	-1.2%	-1.3%	-1.0%	0.4%	0.2%	3.0%	0.1%	0.4%	-3.8%
Percent of Original		97.1%	97.0%	99.5%	97.5%	97.3%	100.5%	97.8%	97.8%	96.3%	
		Change from prior year	-0.4%	-0.4%	-1.0%	-0.3%	-0.5%	4.4%	1.2%	1.7%	-5.1%

YEAR-TO-DATE STATISTICS

SUMMARY >>

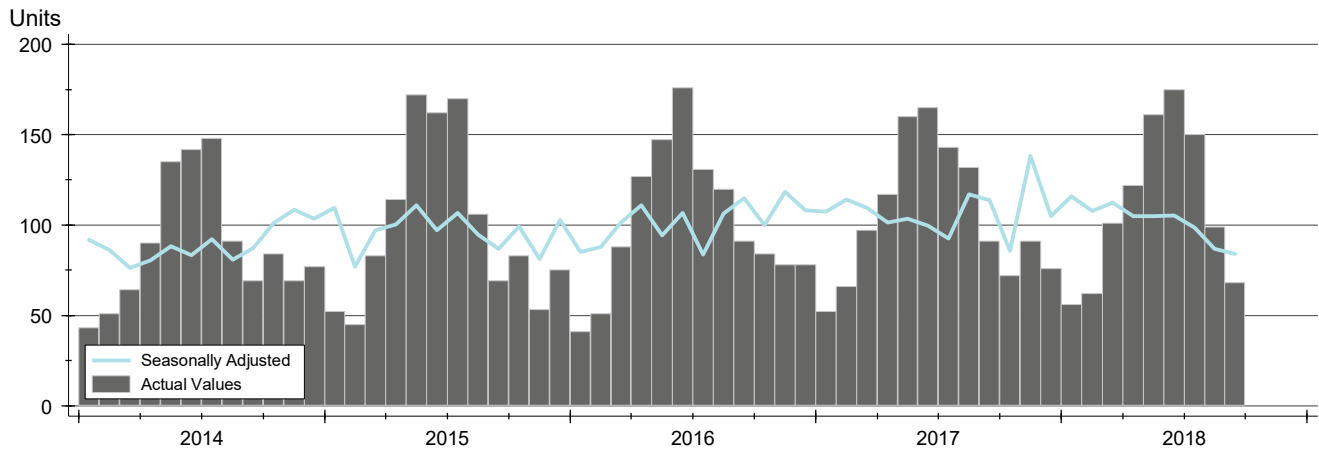
**YTD BREAKDOWNS BY HOME TYPE
CITY OF LAWRENCE
AS OF 10/8/2018**

Year-to-Date Activity By Property Type		2018			2017			2016		
		Total	Existing	New	Total	Existing	New	Total	Existing	New
Home Sales		994	889	105	1,023	934	89	972	893	79
Change from prior year		-2.8%	-4.8%	18.0%	5.2%	4.6%	12.7%	-0.1%	-1.7%	21.5%
New Listings		1,314	1,187	127	1,370	1,237	133	1,331	1,219	112
Change from prior year		-4.1%	-4.0%	-4.5%	2.9%	1.5%	18.8%	-1.8%	-3.2%	15.5%
Contracts Written		1,024	919	105	1,035	951	84	1,008	929	79
Change from prior year		-1.1%	-3.4%	25.0%	2.7%	2.4%	6.3%	-1.5%	-1.8%	2.6%
Sales Volume (1,000s)		234,250	198,052	36,198	220,835	191,898	28,937	207,627	180,216	27,411
Change from prior year		6.1%	3.2%	25.1%	6.4%	6.5%	5.6%	6.4%	3.8%	27.6%
Average	Sale Price	235,664	222,781	344,739	215,870	205,458	325,135	213,608	201,810	346,974
	Change from prior year	9.2%	8.4%	6.0%	1.1%	1.8%	-6.3%	6.5%	5.5%	5.0%
	Days on Market	36	28	104	38	30	115	47	39	136
	Change from prior year	-4.4%	-7.7%	-9.6%	-20.0%	-22.8%	-15.2%	-14.1%	-24.4%	43.2%
	Percent of List	98.9%	98.8%	99.8%	99.1%	98.9%	100.7%	98.4%	98.2%	99.9%
Median	Change from prior year	-0.2%	-0.1%	-0.9%	0.7%	0.7%	0.9%	0.4%	0.5%	-1.0%
	Percent of Original	97.9%	97.7%	99.4%	97.9%	97.6%	100.6%	97.0%	96.8%	99.3%
	Change from prior year	0.0%	0.1%	-1.2%	0.9%	0.8%	1.4%	0.6%	0.7%	-1.2%
	Sale Price	199,900	190,000	338,900	180,000	175,000	304,900	178,000	170,000	314,900
	Change from prior year	11.1%	8.6%	11.2%	1.1%	2.9%	-3.2%	7.2%	5.5%	2.7%
Median	Days on Market	9	8	71	11	10	72	16	14	91
	Change from prior year	-18.2%	-15.8%	-1.4%	-31.3%	-32.1%	-20.9%	-33.3%	-36.4%	24.7%
	Percent of List	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	99.2%	99.0%	100.0%
	Change from prior year	0.0%	0.0%	0.0%	0.8%	1.0%	0.0%	0.4%	0.4%	0.0%
	Percent of Original	99.7%	99.2%	100.0%	99.7%	99.2%	100.0%	98.5%	98.3%	100.0%
Change from prior year	0.0%	0.0%	0.0%	1.2%	1.0%	0.0%	0.6%	0.7%	0.0%	

CLOSED LISTINGS ANALYSIS

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 10/8/2018**

HISTORY >>



SUMMARY >>

Summary Statistics for Closed Listings		September			Year-to-Date		
		2018	2017	Change	2018	2017	Change
Closed Listings		68	91	-25.3%	994	1,023	-2.8%
Volume (1,000s)		17,204	20,048	-14.2%	234,250	220,835	6.1%
Average	Sale Price	253,003	220,309	14.8%	235,664	215,870	9.2%
	Days on Market	41	46	-10.8%	36	38	-4.4%
	Percent of List	97.9%	98.6%	-0.7%	98.9%	99.1%	-0.2%
	Percent of Original	96.0%	96.2%	-0.2%	97.9%	97.9%	0.0%
Median	Sale Price	178,500	180,000	-0.8%	199,900	180,000	11.1%
	Days on Market	23	18	27.8%	9	11	-18.2%
	Percent of List	98.1%	99.4%	-1.2%	100.0%	100.0%	0.0%
	Percent of Original	97.1%	97.5%	-0.4%	99.7%	99.7%	0.0%

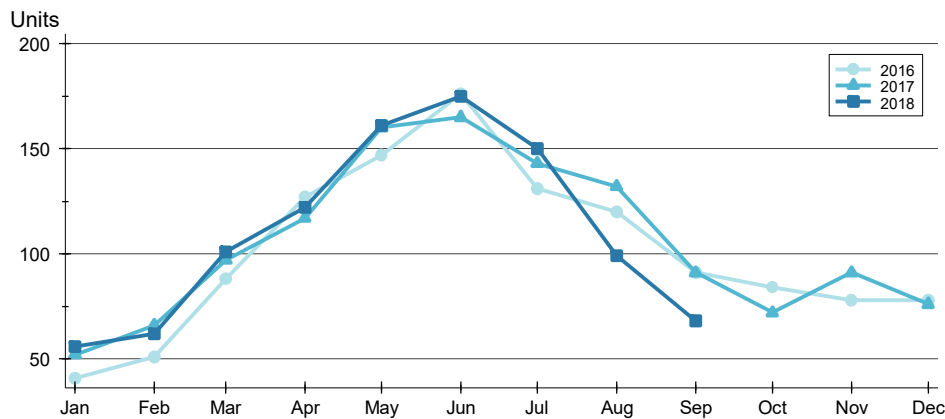
A total of 68 homes sold in the City of Lawrence in September, down from 91 units in September 2017. Total sales volume fell to \$17.2 million compared to \$20.0 million in the previous year.

The median sales price in September was \$178,500, down 0.8% compared to the prior year. Median days on market was 23 days, up from 15 days in August, and up from 18 in September 2017.

CLOSED LISTINGS ANALYSIS

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 10/8/2018**

BY MONTH >>



Month	2016	2017	2018
January	41	52	56
February	51	66	62
March	88	97	101
April	127	117	122
May	147	160	161
June	176	165	175
July	131	143	150
August	120	132	99
September	91	91	68
October	84	72	
November	78	91	
December	78	76	

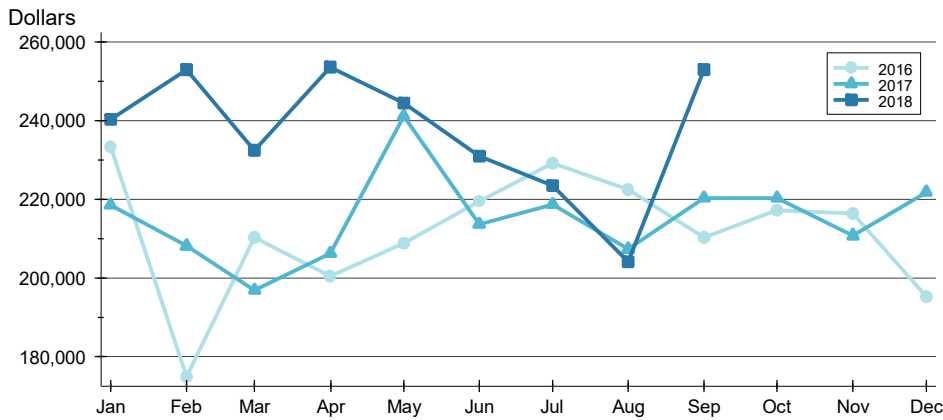
BY PRICE RANGE >>

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	5	7.4%	422	84,400	90,000	28	8	97.2%	97.3%	95.4%	95.0%
\$100,000-\$149,999	16	23.5%	2,036	127,263	127,715	30	23	97.8%	98.4%	95.3%	96.6%
\$150,000-\$199,999	20	29.4%	3,489	174,458	176,750	27	16	98.2%	97.7%	97.7%	97.7%
\$200,000-\$249,999	5	7.4%	1,112	222,300	220,000	24	9	100.2%	100.0%	99.0%	100.0%
\$250,000-\$299,999	4	5.9%	1,115	278,750	280,000	19	1	98.9%	100.0%	98.3%	100.0%
\$300,000-\$349,999	5	7.4%	1,578	315,600	315,000	77	58	94.7%	96.9%	92.2%	95.4%
\$350,000-\$399,999	6	8.8%	2,260	376,717	375,000	52	45	98.0%	98.5%	95.6%	94.4%
\$400,000-\$449,999	3	4.4%	1,283	427,500	430,000	141	152	97.7%	97.7%	89.0%	89.5%
\$450,000-\$499,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$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	1	1.5%	660	660,000	660,000	277	277	94.6%	94.6%	90.4%	90.4%
\$750,000-\$999,999	1	1.5%	950	950,000	950,000	23	23	98.0%	98.0%	98.0%	98.0%
\$1,000,000 and up	2	2.9%	2,300	1,149,750	1,149,750	13	13	97.9%	97.9%	97.9%	97.9%
All price ranges	68	100.0%	17,204	253,003	178,500	41	23	97.9%	98.1%	96.0%	97.1%

CLOSED LISTINGS ANALYSIS

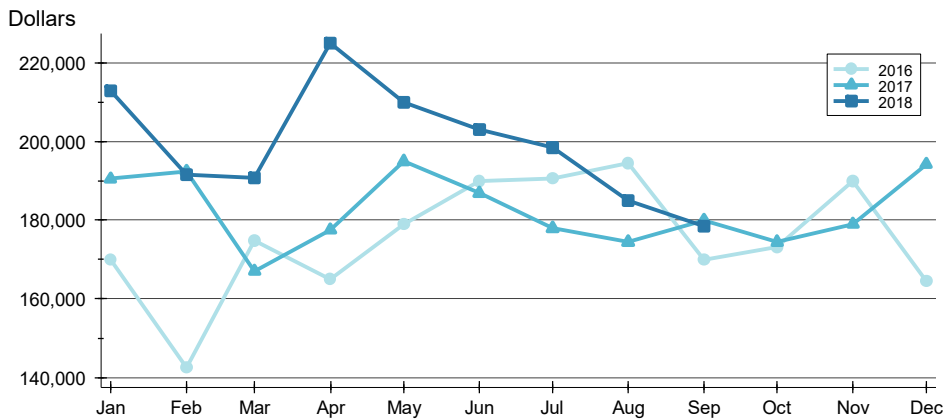
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 10/8/2018**

AVERAGE PRICE >>



Month	2016	2017	2018
January	233,262	218,493	240,374
February	174,926	208,115	252,989
March	210,252	196,836	232,361
April	200,417	206,180	253,668
May	208,744	241,178	244,499
June	219,511	213,594	230,888
July	229,199	218,722	223,423
August	222,494	207,312	204,043
September	210,369	220,309	253,003
October	217,177	220,342	
November	216,434	210,760	
December	195,196	221,840	

MEDIAN PRICE >>

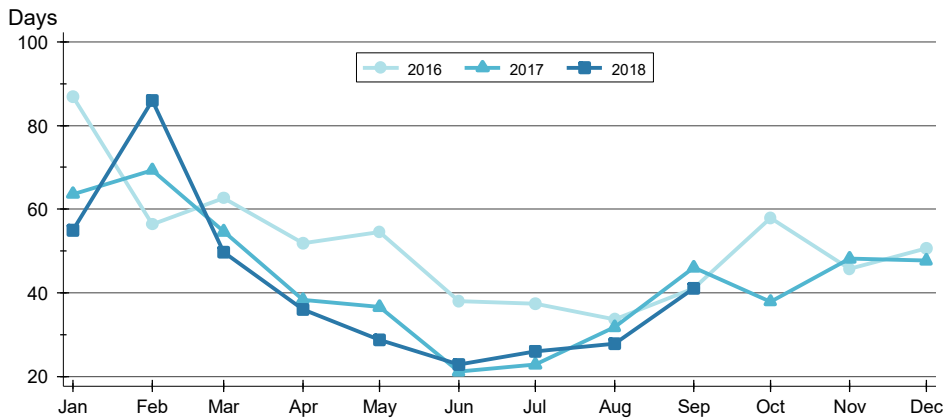


Month	2016	2017	2018
January	170,000	190,500	212,875
February	142,500	192,450	191,500
March	174,900	167,000	190,750
April	165,000	177,500	225,000
May	179,000	194,950	210,000
June	190,000	186,900	203,000
July	190,600	177,900	198,450
August	194,562	174,500	185,000
September	170,000	180,000	178,500
October	173,250	174,450	
November	190,000	179,000	
December	164,500	194,204	

CLOSED LISTINGS ANALYSIS

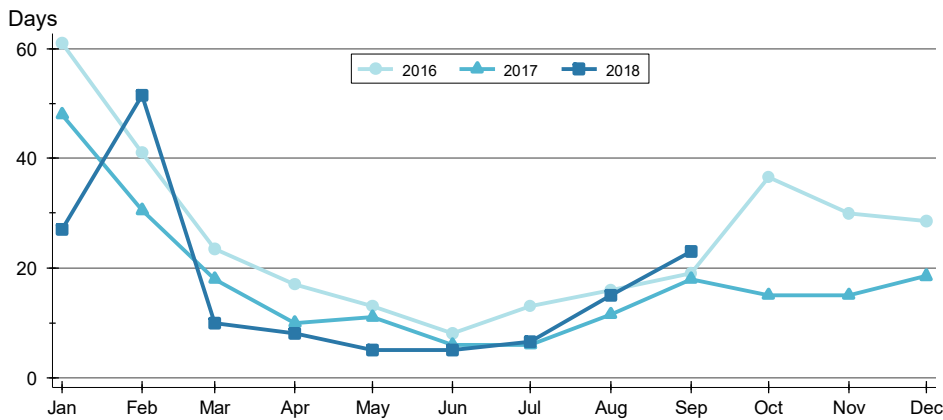
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 10/8/2018**

AVERAGE DOM >>



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

MEDIAN DOM >>

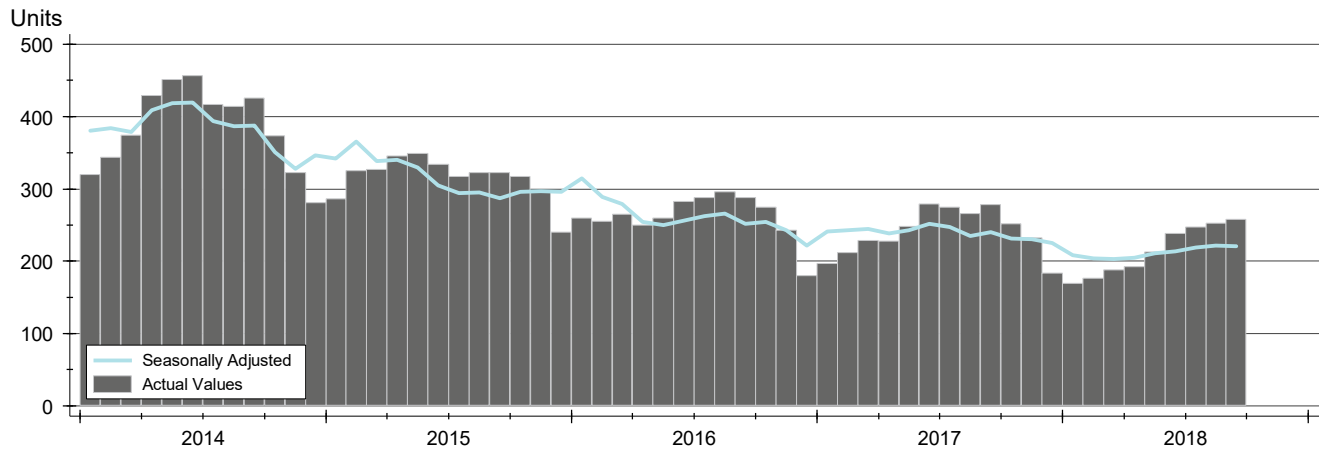


Month	2016	2017	2018
January	61	48	27
February	41	31	52
March	24	18	10
April	17	10	8
May	13	11	5
June	8	6	5
July	13	6	7
August	16	12	15
September	19	18	23
October	37	15	
November	30	15	
December	29	19	

ACTIVE LISTINGS ANALYSIS

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 10/8/2018**

HISTORY >>



SUMMARY >>

Summary Statistics for Active Listings		End of September		
		2018	2017	Change
Active Listings		258	278	-7.2%
Months' Supply		2.5	2.6	-4.9%
Volume (1,000s)		77,630	85,984	-9.7%
Average	List Price	300,891	309,294	-2.7%
	Days on Market	74	94	-20.9%
	Percent of Original	97.7%	98.1%	-0.4%
Median	List Price	244,950	259,900	-5.8%
	Days on Market	51	61	-16.4%
	Percent of Original	100.0%	100.0%	0.0%

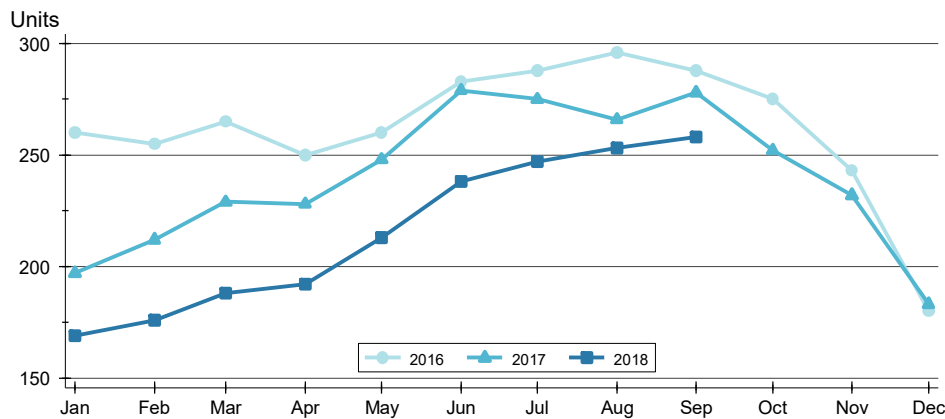
A total of 258 homes were available for sale in the City of Lawrence at the end of September. This represents a 2.5 months' supply of active listings.

The median list price of homes on the market at the end of September was \$244,950, down 5.8% from 2017. The typical time on market for active listings was 51 days, down from 61 days a year earlier.

ACTIVE LISTINGS ANALYSIS

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 10/8/2018**

BY MONTH »



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

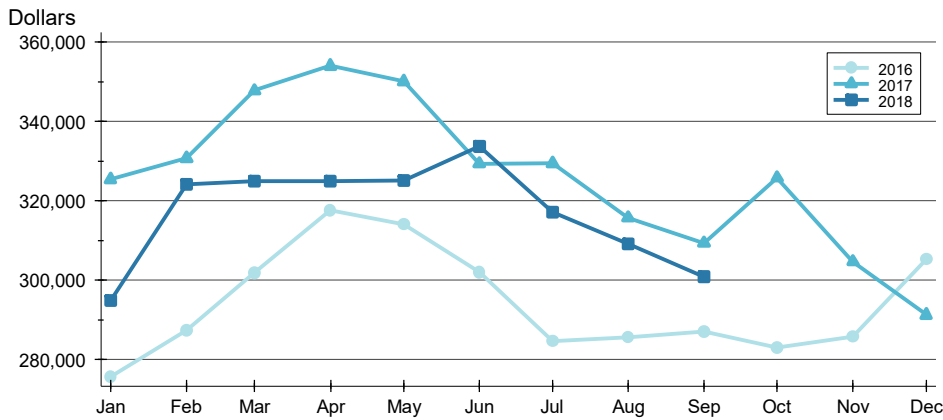
BY PRICE RANGE »

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	9	3.5%	11	N/A	1,238	1,095	59	55	89.4%	94.6%
\$50,000-\$99,999	15	5.8%	1,297	3.0	86,481	89,950	98	19	96.5%	100.0%
\$100,000-\$149,999	30	11.6%	3,892	1.9	129,737	129,900	43	41	98.0%	100.0%
\$150,000-\$199,999	45	17.4%	7,799	2.3	173,310	169,900	50	47	98.3%	100.0%
\$200,000-\$249,999	32	12.4%	7,297	6.4	228,034	227,450	55	31	98.7%	100.0%
\$250,000-\$299,999	25	9.7%	6,953	6.3	278,127	278,000	56	47	98.2%	100.0%
\$300,000-\$349,999	24	9.3%	7,771	4.8	323,779	322,250	68	27	98.1%	100.0%
\$350,000-\$399,999	23	8.9%	8,659	3.8	376,478	375,000	75	75	98.3%	100.0%
\$400,000-\$449,999	11	4.3%	4,857	3.7	441,527	444,900	94	80	99.4%	100.0%
\$450,000-\$499,999	13	5.0%	6,106	N/A	469,654	460,500	138	158	97.4%	100.0%
\$500,000-\$599,999	12	4.7%	6,906	N/A	575,458	574,950	121	105	97.2%	100.0%
\$600,000-\$749,999	8	3.1%	5,364	8.0	670,550	674,900	169	111	95.8%	97.0%
\$750,000-\$999,999	7	2.7%	5,818	7.0	831,171	795,000	161	105	97.8%	100.0%
\$1,000,000 and up	4	1.6%	4,900	2.0	1,224,999	1,149,998	85	97	100.0%	100.0%
All price ranges	258	100.0%	77,630	3.8	300,891	244,950	74	51	97.7%	100.0%

ACTIVE LISTINGS ANALYSIS

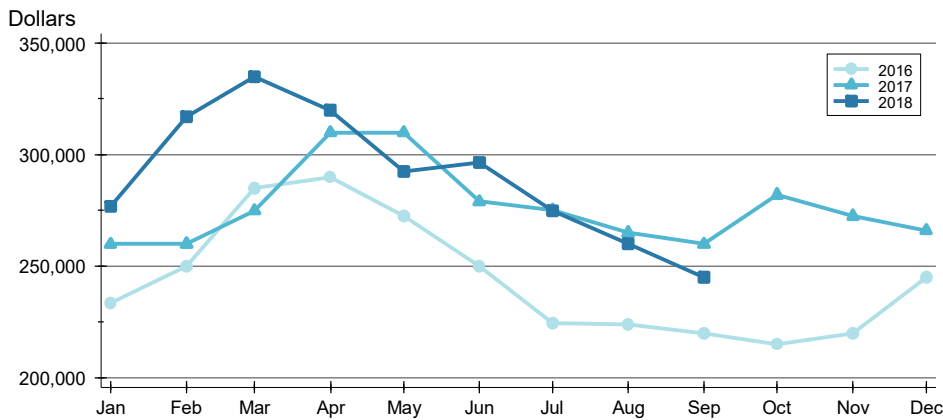
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 10/8/2018**

AVERAGE PRICE >>



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

MEDIAN PRICE >>

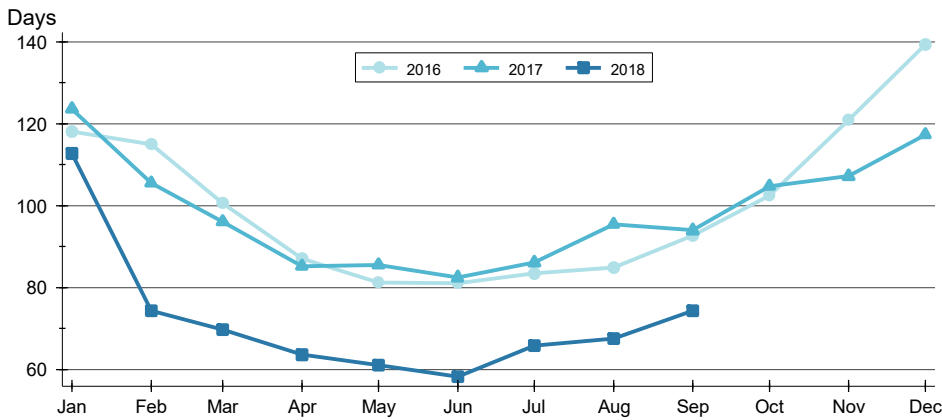


Month	2016	2017	2018
January	233,400	259,900	276,900
February	250,000	260,000	316,950
March	284,900	274,900	334,900
April	289,900	309,900	320,000
May	272,425	309,925	292,500
June	250,000	279,000	296,543
July	224,500	275,000	274,900
August	223,900	264,900	259,900
September	219,900	259,900	244,950
October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

ACTIVE LISTINGS ANALYSIS

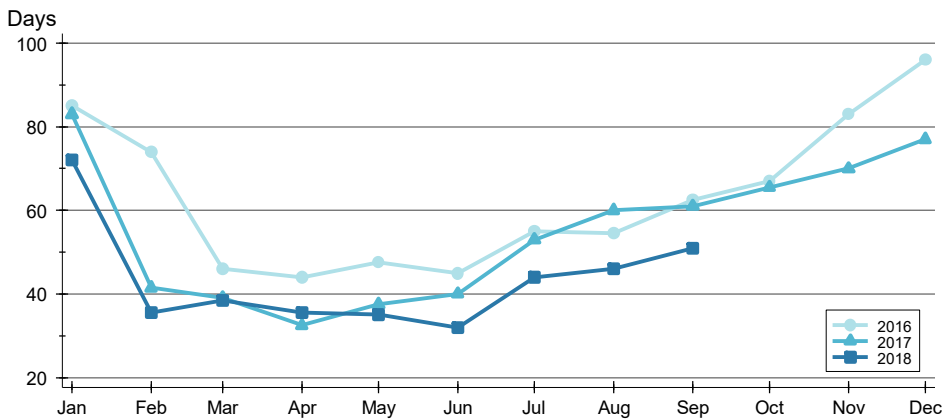
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 10/8/2018**

AVERAGE DOM >>



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

MEDIAN DOM >>

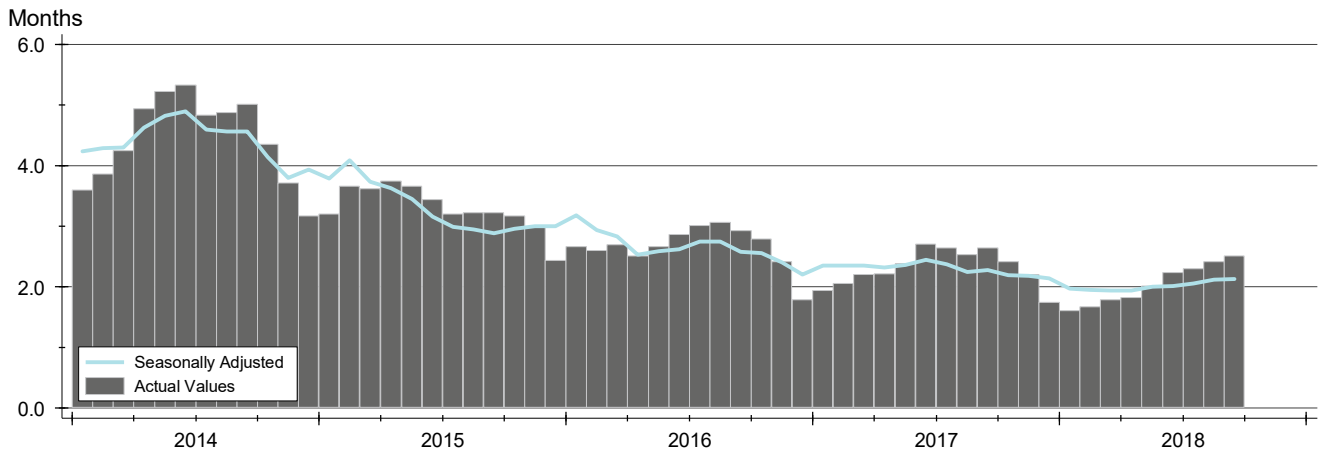


Month	2016	2017	2018
January	85	83	72
February	74	42	36
March	46	39	39
April	44	33	36
May	48	38	35
June	45	40	32
July	55	53	44
August	55	60	46
September	63	61	51
October	67	66	
November	83	70	
December	96	77	

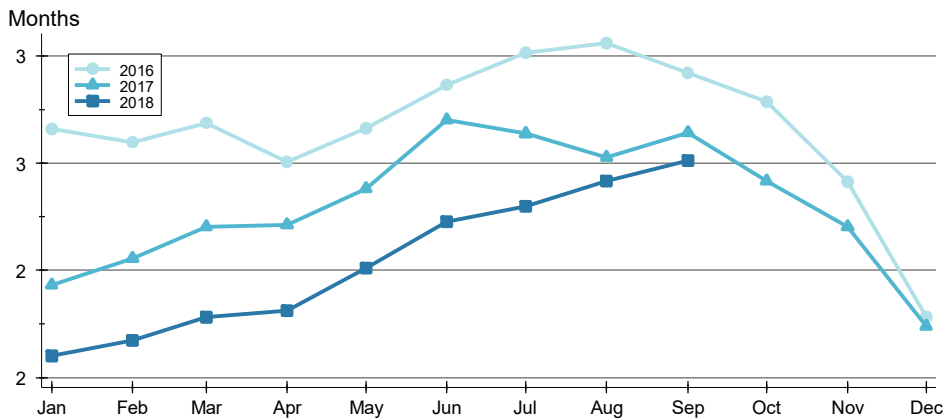
MONTHS' SUPPLY ANALYSIS

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 10/8/2018**

HISTORY >>



BY MONTH >>

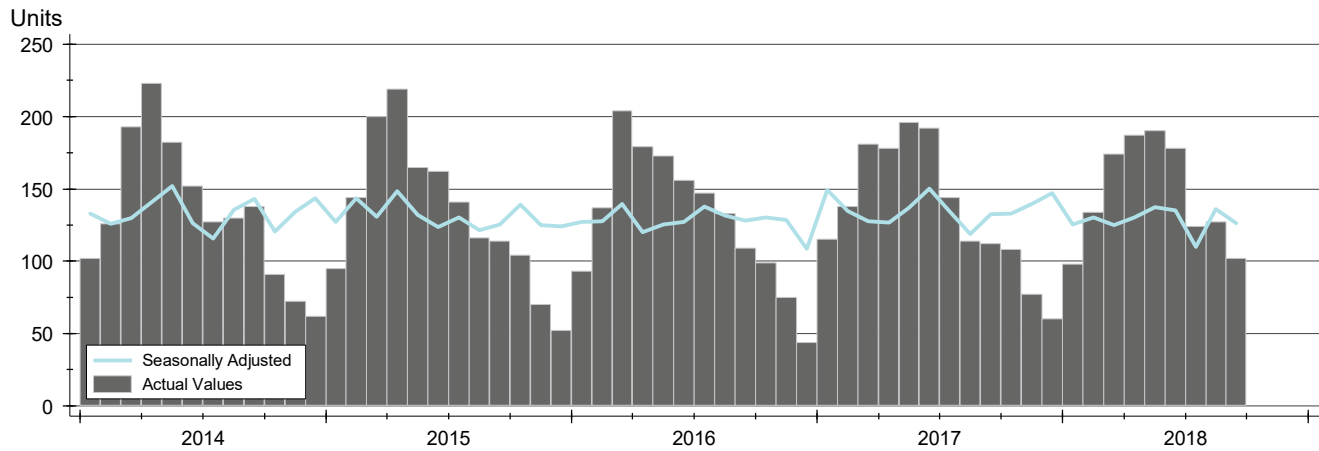


Month	2016	2017	2018
January	2.7	1.9	1.6
February	2.6	2.1	1.7
March	2.7	2.2	1.8
April	2.5	2.2	1.8
May	2.7	2.4	2.0
June	2.9	2.7	2.2
July	3.0	2.6	2.3
August	3.1	2.5	2.4
September	2.9	2.6	2.5
October	2.8	2.4	
November	2.4	2.2	
December	1.8	1.7	

NEW LISTINGS ANALYSIS

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 10/8/2018**

HISTORY >>



SUMMARY >>

Summary Statistics for New Listings		September		
		2018	2017	Change
Current Month	New Listings	102	112	-8.9%
	Volume (1,000s)	25,474	25,883	-1.6%
	Average List Price	249,746	231,095	8.1%
	Median List Price	225,000	197,450	14.0%
YTD	New Listings	1,314	1,370	-4.1%
	Volume (1,000s)	325,862	318,634	2.3%
	Average List Price	247,992	232,580	6.6%
	Median List Price	214,900	184,975	16.2%

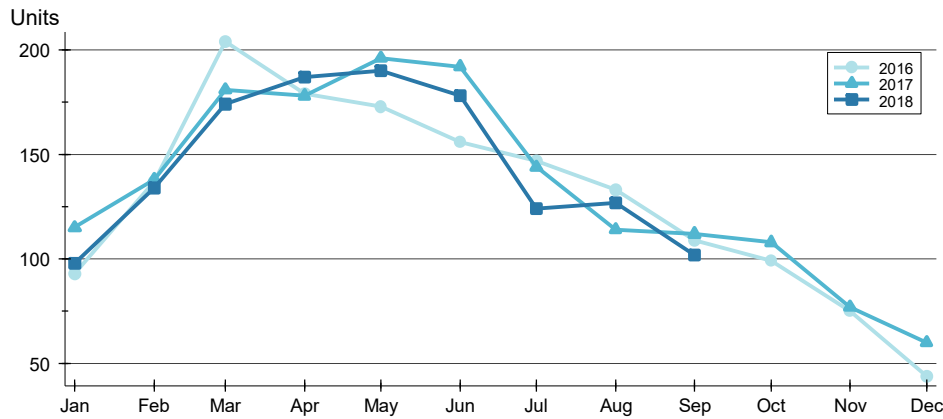
A total of 102 new listings were added in the City of Lawrence during September, down 8.9% from the same month in 2017. Year-to-date the City of Lawrence has seen 1,314 new listings.

The median list price of these homes was \$225,000 up from \$197,450 in 2017.

NEW LISTINGS ANALYSIS

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 10/8/2018**

BY MONTH >>



Month	2016	2017	2018
January	93	115	98
February	137	138	134
March	204	181	174
April	179	178	187
May	173	196	190
June	156	192	178
July	147	144	124
August	133	114	127
September	109	112	102
October	99	108	
November	75	77	
December	44	60	

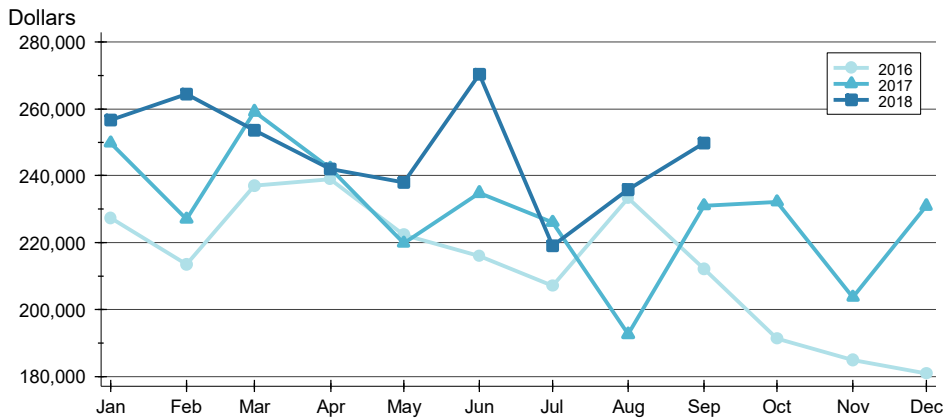
BY PRICE RANGE >>

Price Range	New Listings			List Price	
	Number	Percent	Volume	Average	Median
Below \$50,000	1	1.0%	2	1,700	1,700
\$50,000-\$99,999	9	8.8%	749	83,267	83,500
\$100,000-\$149,999	12	11.8%	1,489	124,100	122,450
\$150,000-\$199,999	21	20.6%	3,622	172,467	169,900
\$200,000-\$249,999	20	19.6%	4,602	230,097	231,975
\$250,000-\$299,999	13	12.7%	3,605	277,315	278,000
\$300,000-\$349,999	11	10.8%	3,553	323,036	325,000
\$350,000-\$399,999	6	5.9%	2,335	389,133	390,000
\$400,000-\$449,999	2	2.0%	885	442,450	442,450
\$450,000-\$499,999	2	2.0%	949	474,500	474,500
\$500,000-\$599,999	2	2.0%	1,194	596,750	596,750
\$600,000-\$749,999	1	1.0%	615	614,900	614,900
\$750,000-\$999,999	1	1.0%	775	774,500	774,500
\$1,000,000 and up	1	1.0%	1,100	1,100,000	1,100,000
All price ranges	102	100.0%	25,474	249,746	225,000

NEW LISTINGS ANALYSIS

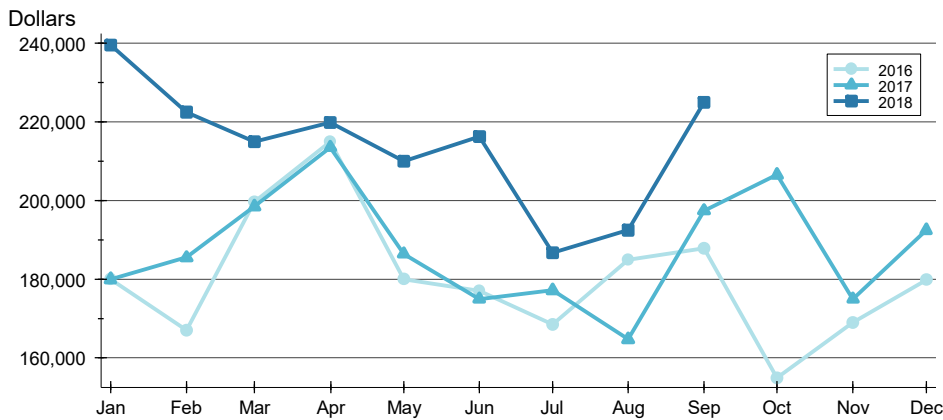
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 10/8/2018**

AVERAGE PRICE >>



Month	2016	2017	2018
January	227,403	249,740	256,668
February	213,438	227,042	264,395
March	237,041	259,164	253,650
April	238,923	242,216	241,944
May	222,425	219,848	237,874
June	215,943	234,845	270,323
July	207,056	225,998	219,005
August	233,330	192,561	235,879
September	212,135	231,095	249,746
October	191,367	232,268	232,268
November	185,005	203,633	203,633
December	180,940	230,983	230,983

MEDIAN PRICE >>

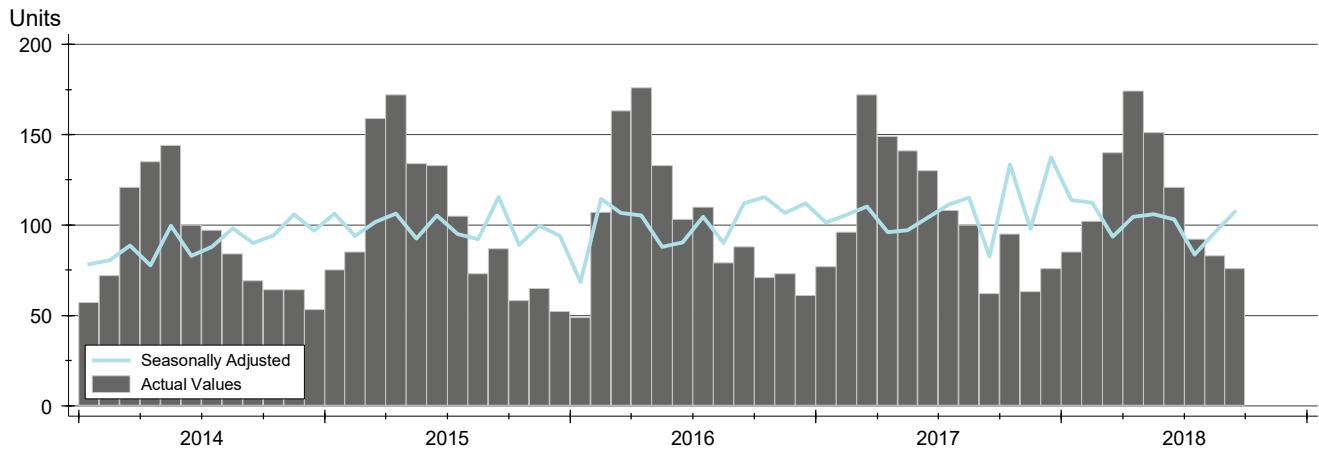


Month	2016	2017	2018
January	180,000	179,999	239,500
February	167,000	185,500	222,450
March	199,700	198,500	215,000
April	215,000	213,450	219,900
May	180,000	186,450	209,950
June	177,000	174,950	216,250
July	168,450	177,200	186,700
August	184,900	164,700	192,500
September	187,900	197,450	225,000
October	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 10/8/2018**

HISTORY >>



SUMMARY >>

Summary Statistics for Contracts Written		September			Year-to-Date		
		2018	2017	Change	2018	2017	Change
Closed Listings		76	62	22.6%	1,024	1,035	-1.1%
Volume (1,000s)		18,063	14,552	24.1%	243,992	227,113	7.4%
Average	Sale Price	237,666	234,715	1.3%	238,274	219,433	8.6%
	Days on Market	37	52	-28.0%	33	37	-11.3%
	Percent of Original	97.7%	97.0%	0.7%	98.0%	97.9%	0.1%
Median	Sale Price	207,400	179,950	15.3%	199,975	179,900	11.2%
	Days on Market	27	20	35.9%	9	11	-18.2%
	Percent of Original	100.0%	97.8%	2.3%	100.0%	99.7%	0.4%

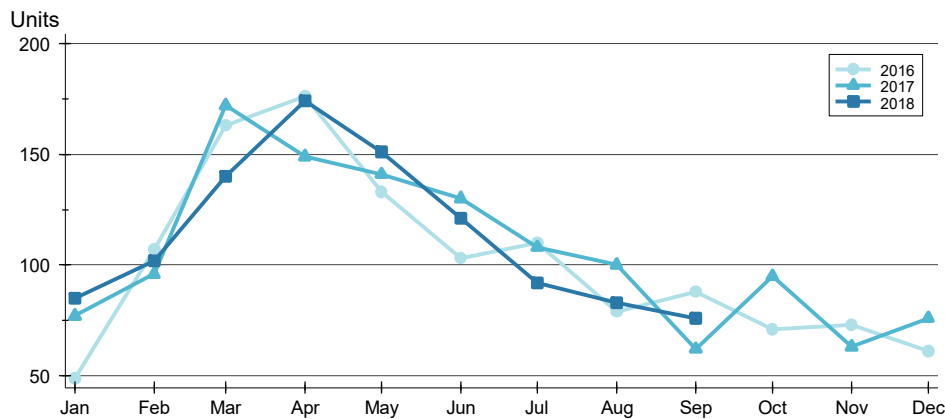
A total of 76 contracts for sale were written in the City of Lawrence during the month of September, up from 62 in 2017. The median list price of these homes was \$207,400, up from \$179,950 the prior year.

Half of the homes that went under contract in September were on the market less than 27 days, compared to 20 days in September 2017.

CONTRACTS WRITTEN ANALYSIS

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 10/8/2018**

BY MONTH >>



Month	2016	2017	2018
January	49	77	85
February	107	96	102
March	163	172	140
April	176	149	174
May	133	141	151
June	103	130	121
July	110	108	92
August	79	100	83
September	88	62	76
October	71	95	76
November	73	63	76
December	61	76	76

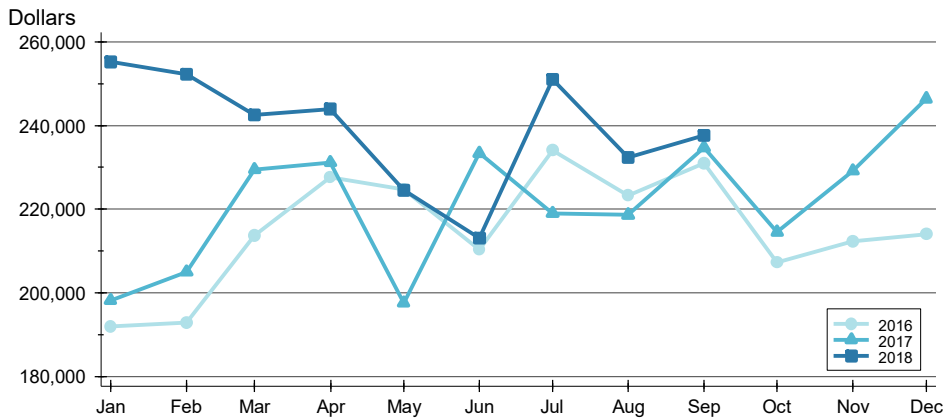
BY PRICE RANGE >>

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	2	2.6%	189	94,250	94,250	8	8	100.0%	100.0%
\$100,000-\$149,999	15	19.7%	1,859	123,907	119,900	31	15	96.5%	100.0%
\$150,000-\$199,999	21	27.6%	3,644	173,505	169,900	30	20	97.9%	100.0%
\$200,000-\$249,999	12	15.8%	2,759	229,887	227,450	31	24	97.9%	100.0%
\$250,000-\$299,999	9	11.8%	2,481	275,633	275,000	35	24	97.6%	98.1%
\$300,000-\$349,999	6	7.9%	1,980	329,917	329,950	57	47	99.0%	100.0%
\$350,000-\$399,999	4	5.3%	1,519	379,850	382,250	40	31	98.3%	100.0%
\$400,000-\$449,999	1	1.3%	430	429,900	429,900	43	43	100.0%	100.0%
\$450,000-\$499,999	2	2.6%	954	476,950	476,950	58	58	94.1%	94.1%
\$500,000-\$599,999	3	3.9%	1,600	533,317	535,000	105	138	98.5%	100.0%
\$600,000-\$749,999	1	1.3%	650	649,900	649,900	54	54	96.2%	96.2%
\$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	76	100.0%	18,063	237,666	207,400	37	27	97.7%	100.0%

CONTRACTS WRITTEN ANALYSIS

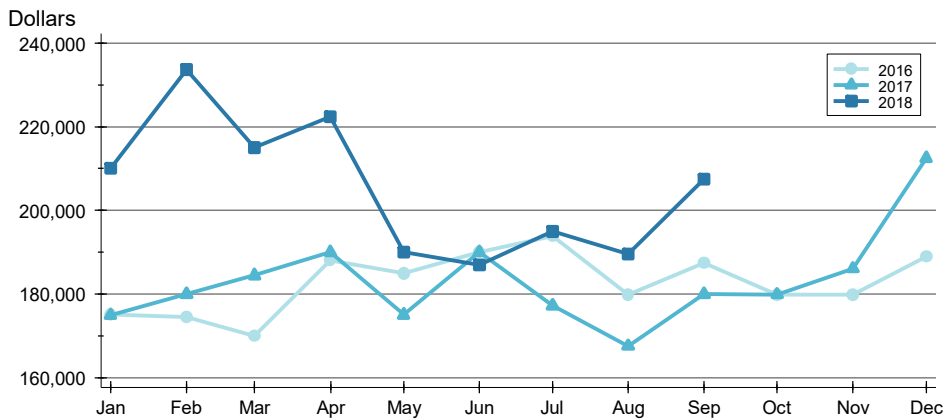
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 10/8/2018**

AVERAGE PRICE >>



Month	2016	2017	2018
January	191,969	198,141	255,285
February	192,836	204,931	252,359
March	213,701	229,505	242,594
April	227,546	231,197	243,951
May	224,679	197,510	224,540
June	210,252	233,397	213,134
July	234,155	219,015	251,094
August	223,244	218,628	232,335
September	231,023	234,715	237,666
October	207,307	214,525	212,365
November	212,365	229,194	212,365
December	214,007	246,381	246,381

MEDIAN PRICE >>

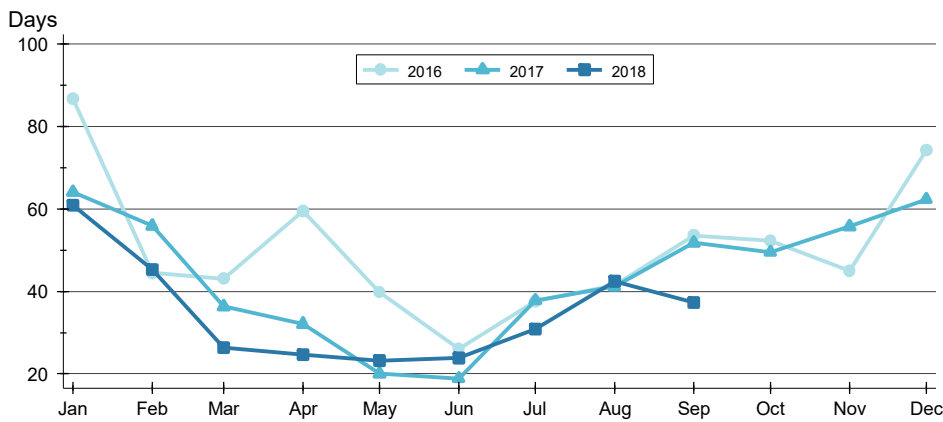


Month	2016	2017	2018
January	175,000	174,900	210,000
February	174,500	179,950	233,725
March	169,900	184,450	214,950
April	188,000	190,000	222,400
May	184,900	175,000	190,000
June	190,000	189,950	187,000
July	193,950	177,200	195,000
August	179,900	167,500	189,500
September	187,450	179,950	207,400
October	179,900	179,900	179,900
November	179,900	186,000	179,900
December	189,000	212,500	212,500

CONTRACTS WRITTEN ANALYSIS

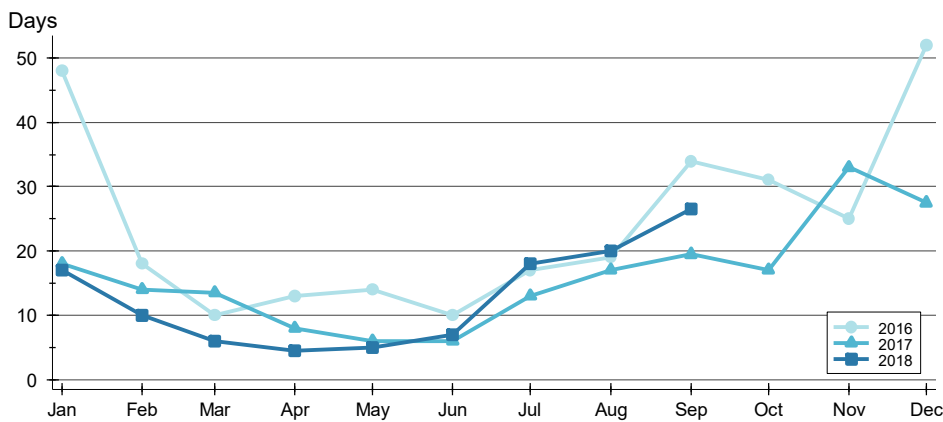
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 10/8/2018**

AVERAGE DOM >>



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

MEDIAN DOM >>

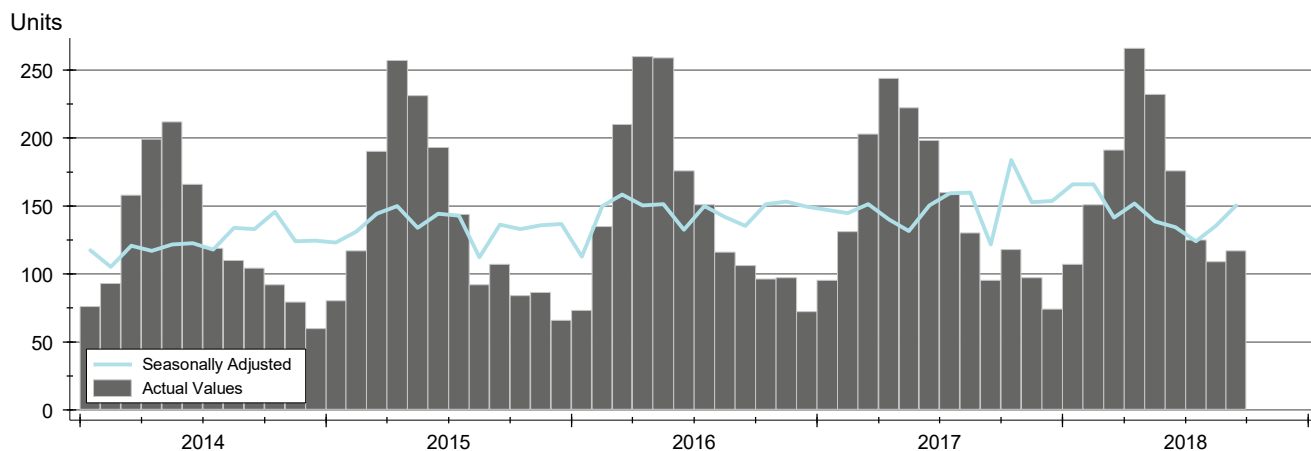


Month	2016	2017	2018
January	48	18	17
February	18	14	10
March	10	14	6
April	13	8	5
May	14	6	5
June	10	6	7
July	17	13	18
August	19	17	20
September	34	20	27
October	31	17	
November	25	33	
December	52	28	

PENDING CONTRACTS ANALYSIS

**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 10/8/2018**

HISTORY >>



SUMMARY >>

Summary Statistics for Active Listings		End of September		
		2018	2017	Change
Active Listings		117	95	23.2%
Volume (1,000s)		30,215	22,091	36.8%
Average	List Price	258,250	232,534	11.1%
	Days on Market	37	48	-23.1%
	Percent of Original	98.6%	98.6%	0.0%
Median	List Price	230,000	175,000	31.4%
	Days on Market	24	15	60.0%
	Percent of Original	100.0%	100.0%	0.0%

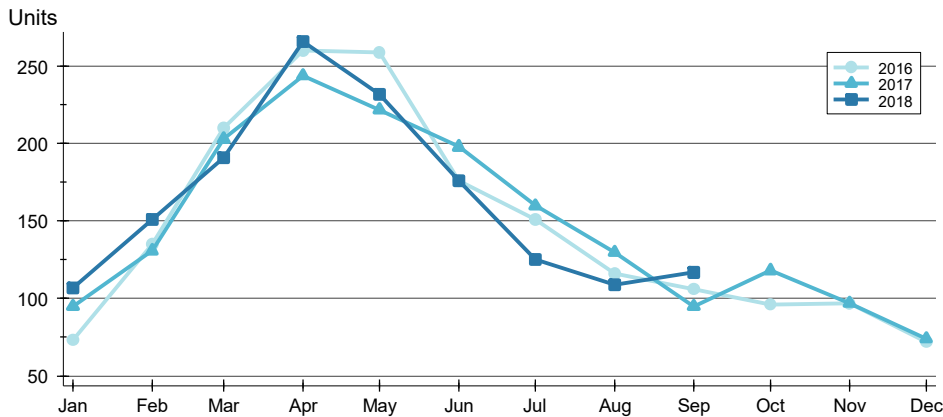
A total of 117 listings in the City of Lawrence had contracts pending at the end of September, up from 95 contracts pending at the end of September 2017.

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 10/8/2018**

BY MONTH >>



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

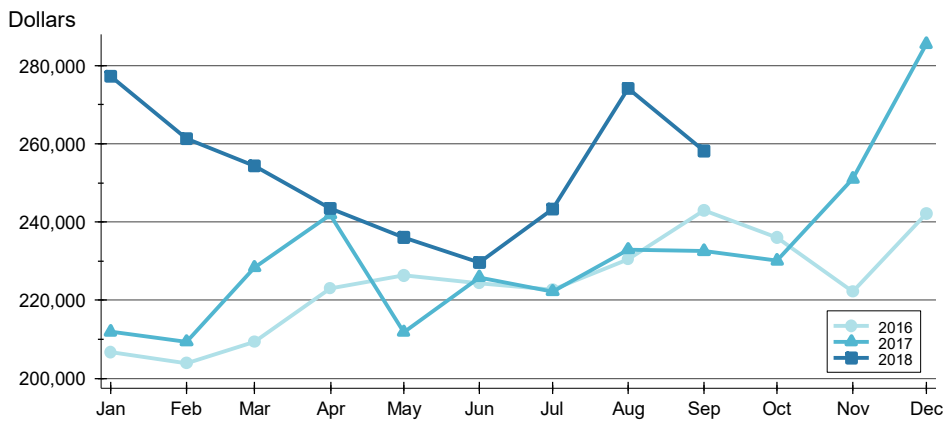
BY PRICE RANGE >>

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	4	3.4%	378	94,600	94,250	22	18	100.0%	100.0%
\$100,000-\$149,999	18	15.4%	2,270	126,131	124,900	29	12	97.6%	100.0%
\$150,000-\$199,999	28	23.9%	4,924	175,846	174,200	29	20	98.3%	100.0%
\$200,000-\$249,999	16	13.7%	3,707	231,677	229,950	32	24	98.7%	100.0%
\$250,000-\$299,999	19	16.2%	5,272	277,495	280,000	34	20	98.8%	100.0%
\$300,000-\$349,999	7	6.0%	2,353	336,129	334,900	42	24	99.6%	100.0%
\$350,000-\$399,999	9	7.7%	3,432	381,378	379,000	20	7	99.2%	100.0%
\$400,000-\$449,999	4	3.4%	1,750	437,400	434,900	74	57	99.2%	99.5%
\$450,000-\$499,999	6	5.1%	2,805	467,467	463,450	93	66	97.8%	100.0%
\$500,000-\$599,999	5	4.3%	2,674	534,790	535,000	71	43	99.1%	100.0%
\$600,000-\$749,999	1	0.9%	650	649,900	649,900	54	54	100.0%	100.0%
\$750,000-\$999,999	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	0	0.0%	0	N/A	N/A	N/A	N/A	N/A	N/A
All price ranges	117	100.0%	30,215	258,250	230,000	37	24	98.6%	100.0%

PENDING CONTRACTS ANALYSIS

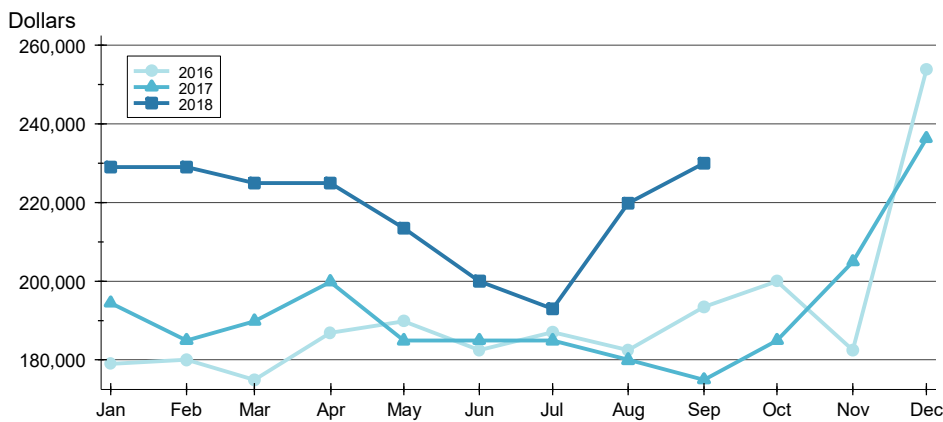
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 10/8/2018**

AVERAGE PRICE >>



Month	2016	2017	2018
January	206,614	211,905	277,321
February	203,944	209,371	261,332
March	209,347	228,386	254,384
April	222,957	241,880	243,519
May	226,302	211,820	236,007
June	224,308	225,882	229,631
July	222,637	222,276	243,337
August	230,418	232,937	274,271
September	243,015	232,534	258,250
October	236,085	230,064	231,063
November	222,166	251,063	252,000
December	242,126	285,572	257,000

MEDIAN PRICE >>

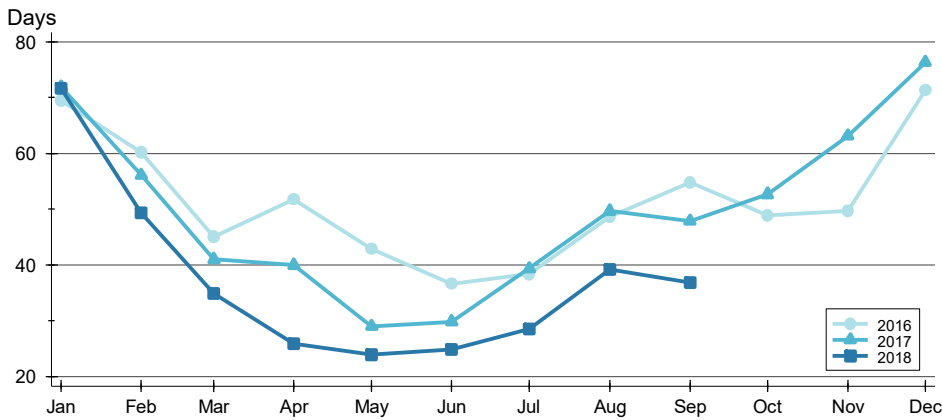


Month	2016	2017	2018
January	179,000	194,500	229,000
February	179,950	185,000	229,000
March	175,000	189,900	225,000
April	186,950	199,900	224,975
May	189,900	184,900	213,450
June	182,450	185,000	199,975
July	187,000	184,900	192,900
August	182,500	179,950	219,900
September	193,500	175,000	230,000
October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

PENDING CONTRACTS ANALYSIS

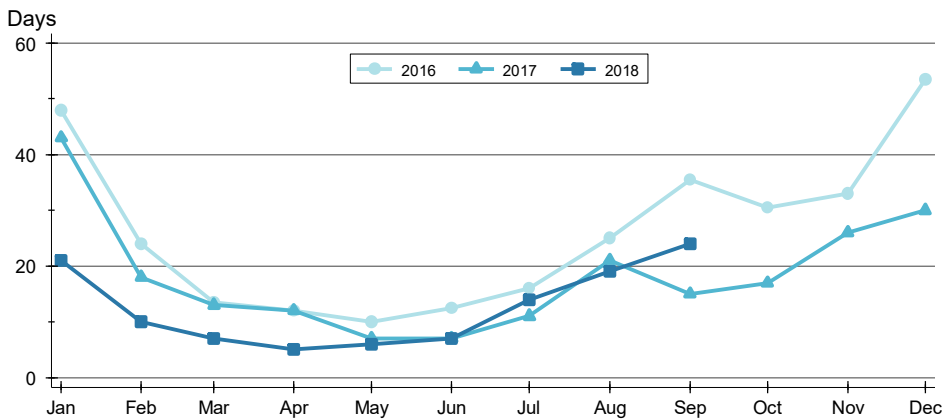
**CITY OF LAWRENCE
ALL HOMES (NEW & EXISTING)
AS OF 10/8/2018**

AVERAGE DOM >>



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

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	24
November	33	26	24
December	54	30	24