



# City of Lawrence Housing Report



## Market Overview

### City of Lawrence Home Sales Fell in November

Total home sales in the City of Lawrence fell last month to 53 units, compared to 68 units in November 2022. Total sales volume was \$19.2 million, down from a year earlier.

The median sale price in November was \$310,000, up from \$257,500 a year earlier. Homes that sold in November were typically on the market for 13 days and sold for 99.1% of their list prices.

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

The total number of active listings in the City of Lawrence at the end of November was 145 units, up from 104 at the same point in 2022. This represents a 2.0 months' supply of homes available for sale. The median list price of homes on the market at the end of November was \$324,900.

During November, a total of 57 contracts were written up from 49 in November 2022. At the end of the month, there were 80 contracts still pending.

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## City of Lawrence Summary Statistics

November MLS Statistics Three-year History		Current Month			Year-to-Date		
		2023	2022	2021	2023	2022	2021
<b>Home Sales</b> Change from prior year	<b>53</b> -22.1%	<b>68</b> -28.4%	<b>95</b> -7.8%	<b>809</b> -24.6%	<b>1,073</b> -10.8%	<b>1,203</b> -2.0%	
<b>Active Listings</b> Change from prior year	<b>145</b> 39.4%	<b>104</b> 5.1%	<b>99</b> 0.0%	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>	
<b>Months' Supply</b> Change from prior year	<b>2.0</b> 81.8%	<b>1.1</b> 22.2%	<b>0.9</b> 0.0%	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>	
<b>New Listings</b> Change from prior year	<b>72</b> 16.1%	<b>62</b> -25.3%	<b>83</b> 12.2%	<b>1,063</b> -14.8%	<b>1,247</b> -11.9%	<b>1,416</b> -1.2%	
<b>Contracts Written</b> Change from prior year	<b>57</b> 16.3%	<b>49</b> -43.0%	<b>86</b> -7.5%	<b>832</b> -20.4%	<b>1,045</b> -14.6%	<b>1,223</b> -4.8%	
<b>Pending Contracts</b> Change from prior year	<b>80</b> 33.3%	<b>60</b> -51.6%	<b>124</b> -6.8%	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>	
<b>Sales Volume (1,000s)</b> Change from prior year	<b>19,204</b> -8.1%	<b>20,892</b> -28.6%	<b>29,245</b> 4.9%	<b>274,008</b> -22.1%	<b>351,584</b> -1.1%	<b>355,603</b> 11.8%	
<b>Average</b>	<b>Sale Price</b> Change from prior year	<b>362,335</b> 17.9%	<b>307,240</b> -0.2%	<b>307,845</b> 13.7%	<b>338,699</b> 3.4%	<b>327,664</b> 10.8%	<b>295,596</b> 14.1%
	<b>List Price of Actives</b> Change from prior year	<b>370,337</b> 2.9%	<b>359,954</b> 9.1%	<b>329,796</b> -8.2%	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
	<b>Days on Market</b> Change from prior year	<b>24</b> 20.0%	<b>20</b> -4.8%	<b>21</b> -30.0%	<b>19</b> 26.7%	<b>15</b> -6.3%	<b>16</b> -51.5%
	<b>Percent of List</b> Change from prior year	<b>98.5%</b> -1.2%	<b>99.7%</b> -0.3%	<b>100.0%</b> 0.3%	<b>100.5%</b> -1.1%	<b>101.6%</b> 0.1%	<b>101.5%</b> 2.0%
	<b>Percent of Original</b> Change from prior year	<b>97.4%</b> -1.0%	<b>98.4%</b> -0.3%	<b>98.7%</b> 0.1%	<b>99.8%</b> -1.0%	<b>100.8%</b> 0.0%	<b>100.8%</b> 2.3%
<b>Median</b>	<b>Sale Price</b> Change from prior year	<b>310,000</b> 20.4%	<b>257,500</b> -7.0%	<b>276,850</b> 13.5%	<b>305,000</b> 5.2%	<b>290,000</b> 10.7%	<b>262,000</b> 11.1%
	<b>List Price of Actives</b> Change from prior year	<b>324,900</b> 4.0%	<b>312,500</b> -6.7%	<b>335,000</b> 19.7%	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
	<b>Days on Market</b> Change from prior year	<b>13</b> 85.7%	<b>7</b> 16.7%	<b>6</b> 50.0%	<b>5</b> 25.0%	<b>4</b> 0.0%	<b>4</b> -33.3%
	<b>Percent of List</b> Change from prior year	<b>99.1%</b> -0.9%	<b>100.0%</b> 0.0%	<b>100.0%</b> 0.0%	<b>100.0%</b> 0.0%	<b>100.0%</b> 0.0%	<b>100.0%</b> 0.0%
	<b>Percent of Original</b> Change from prior year	<b>98.6%</b> -0.5%	<b>99.1%</b> -0.9%	<b>100.0%</b> 0.0%	<b>100.0%</b> 0.0%	<b>100.0%</b> 0.0%	<b>100.0%</b> 0.0%

Note: Year-to-date statistics cannot be calculated for Active Listings, Months' Supply and Pending Contracts.



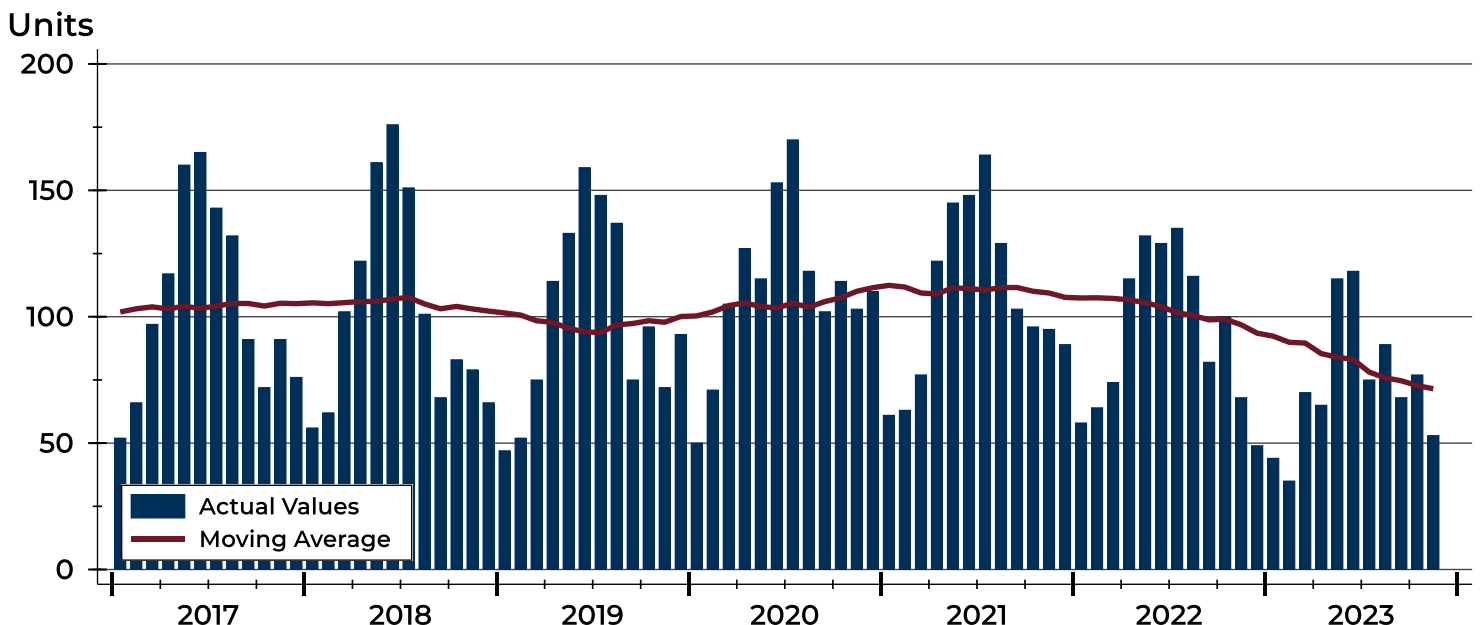
## City of Lawrence Closed Listings Analysis

Summary Statistics for Closed Listings		November 2022			Year-to-Date 2022		
		2023	2022	Change	2023	2022	Change
Closed Listings		<b>53</b>	68	-22.1%	<b>809</b>	1,073	-24.6%
Volume (1,000s)		<b>19,204</b>	20,892	-8.1%	<b>274,008</b>	351,584	-22.1%
Months' Supply		<b>2.0</b>	1.1	81.8%	<b>N/A</b>	N/A	N/A
Average	Sale Price	<b>362,335</b>	307,240	17.9%	<b>338,699</b>	327,664	3.4%
	Days on Market	<b>24</b>	20	20.0%	<b>19</b>	15	26.7%
	Percent of List	<b>98.5%</b>	99.7%	-1.2%	<b>100.5%</b>	101.6%	-1.1%
	Percent of Original	<b>97.4%</b>	98.4%	-1.0%	<b>99.8%</b>	100.8%	-1.0%
Median	Sale Price	<b>310,000</b>	257,500	20.4%	<b>305,000</b>	290,000	5.2%
	Days on Market	<b>13</b>	7	85.7%	<b>5</b>	4	25.0%
	Percent of List	<b>99.1%</b>	100.0%	-0.9%	<b>100.0%</b>	100.0%	0.0%
	Percent of Original	<b>98.6%</b>	99.1%	-0.5%	<b>100.0%</b>	100.0%	0.0%

A total of 53 homes sold in the City of Lawrence in November, down from 68 units in November 2022. Total sales volume fell to \$19.2 million compared to \$20.9 million in the previous year.

The median sales price in November was \$310,000, up 20.4% compared to the prior year. Median days on market was 13 days, up from 9 days in October, and up from 7 in November 2022.

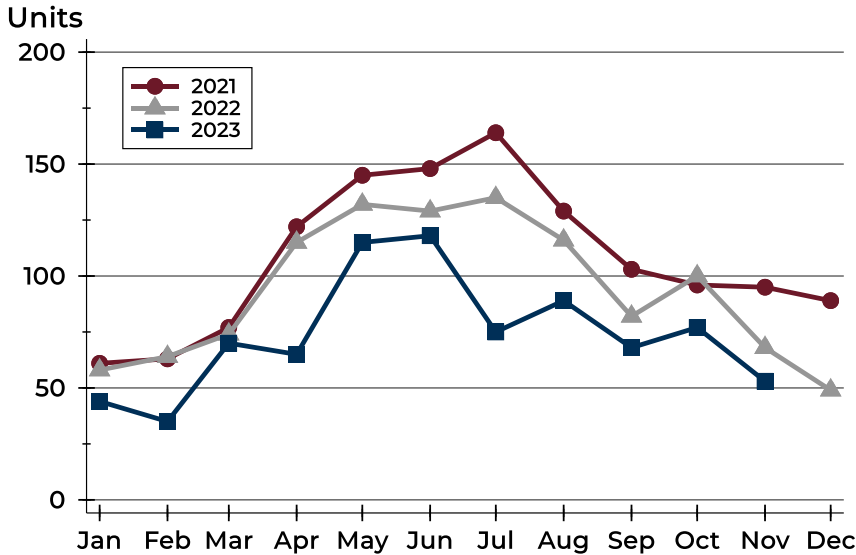
## History of Closed Listings





## City of Lawrence Closed Listings Analysis

### Closed Listings by Month



Month	2021	2022	2023
January	61	58	<b>44</b>
February	63	64	<b>35</b>
March	77	74	<b>70</b>
April	122	115	<b>65</b>
May	145	132	<b>115</b>
June	148	129	<b>118</b>
July	164	135	<b>75</b>
August	129	116	<b>89</b>
September	103	82	<b>68</b>
October	96	100	<b>77</b>
November	95	68	<b>53</b>
December	89	49	

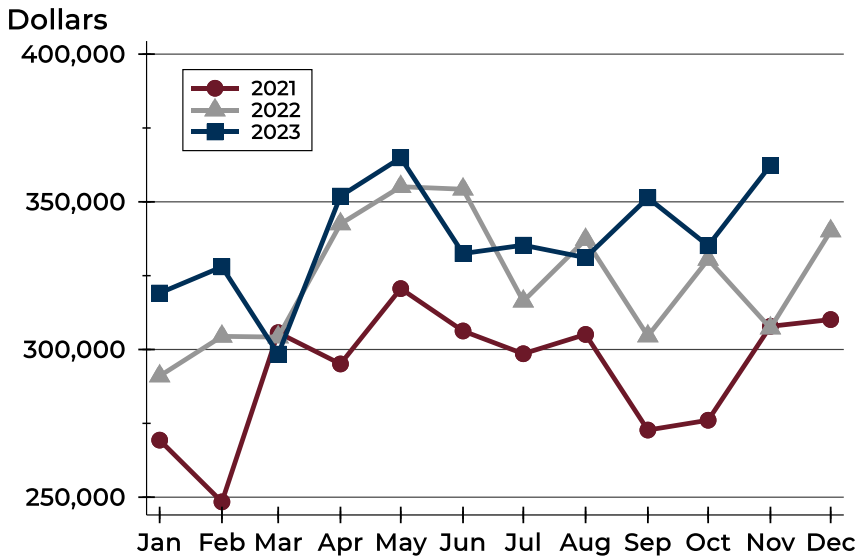
### Closed Listings by Price Range

Price Range	Sales		Months' Supply	Sale Price		Days on Market		Price as % of List		Price as % of Orig.	
	Number	Percent		Average	Median	Avg.	Med.	Avg.	Med.	Avg.	Med.
Below \$50,000	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$50,000-\$99,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$100,000-\$149,999	3	5.7%	4.6	125,667	130,000	6	7	98.0%	98.6%	98.0%	98.6%
\$150,000-\$199,999	3	5.7%	1.7	168,167	173,000	14	12	89.8%	95.6%	88.2%	90.8%
\$200,000-\$249,999	11	20.8%	1.6	219,727	220,000	24	9	99.8%	100.0%	98.4%	100.0%
\$250,000-\$299,999	9	17.0%	1.0	277,589	277,000	32	13	97.7%	98.3%	95.0%	97.2%
\$300,000-\$349,999	7	13.2%	1.6	322,571	320,000	21	13	98.3%	97.5%	97.9%	97.5%
\$350,000-\$399,999	4	7.5%	1.4	371,475	370,000	26	9	99.8%	100.2%	99.5%	99.5%
\$400,000-\$449,999	4	7.5%	1.0	423,375	427,500	42	41	97.7%	97.3%	94.9%	95.1%
\$450,000-\$499,999	4	7.5%	4.6	484,413	483,826	19	16	98.8%	98.9%	98.3%	97.8%
\$500,000-\$599,999	5	9.4%	4.9	549,580	560,000	26	13	100.8%	101.8%	100.8%	101.8%
\$600,000-\$749,999	2	3.8%	1.8	697,500	697,500	13	13	102.0%	102.0%	102.0%	102.0%
\$750,000-\$999,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	1	1.9%	3.4	1,889,000	1,889,000	2	2	101.1%	101.1%	101.1%	101.1%



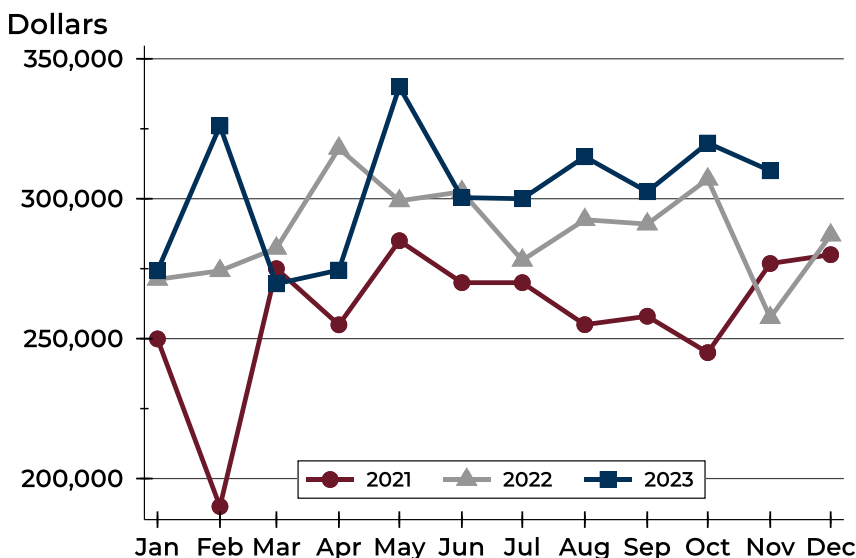
## City of Lawrence Closed Listings Analysis

### Average Price



Month	2021	2022	2023
January	269,320	291,023	<b>319,116</b>
February	248,417	304,454	<b>327,994</b>
March	305,705	304,215	<b>298,441</b>
April	295,115	342,504	<b>351,932</b>
May	320,621	355,125	<b>364,899</b>
June	306,274	354,276	<b>332,505</b>
July	298,573	316,345	<b>335,322</b>
August	305,107	337,220	<b>331,109</b>
September	272,728	304,560	<b>351,371</b>
October	276,053	330,510	<b>335,150</b>
November	307,845	307,240	<b>362,335</b>
December	310,146	340,120	

### Median Price

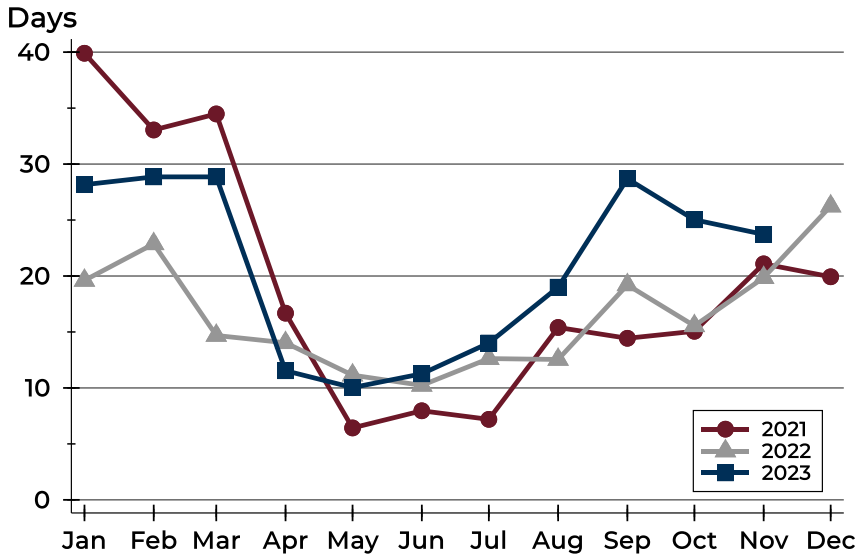


Month	2021	2022	2023
January	249,900	271,200	<b>274,250</b>
February	190,000	274,250	<b>326,000</b>
March	275,000	282,300	<b>269,600</b>
April	254,950	318,000	<b>274,500</b>
May	285,000	299,243	<b>340,000</b>
June	270,000	302,500	<b>300,415</b>
July	270,000	278,000	<b>300,000</b>
August	255,000	292,500	<b>315,000</b>
September	258,000	290,950	<b>302,500</b>
October	245,000	307,000	<b>319,900</b>
November	276,850	257,500	<b>310,000</b>
December	280,000	287,000	



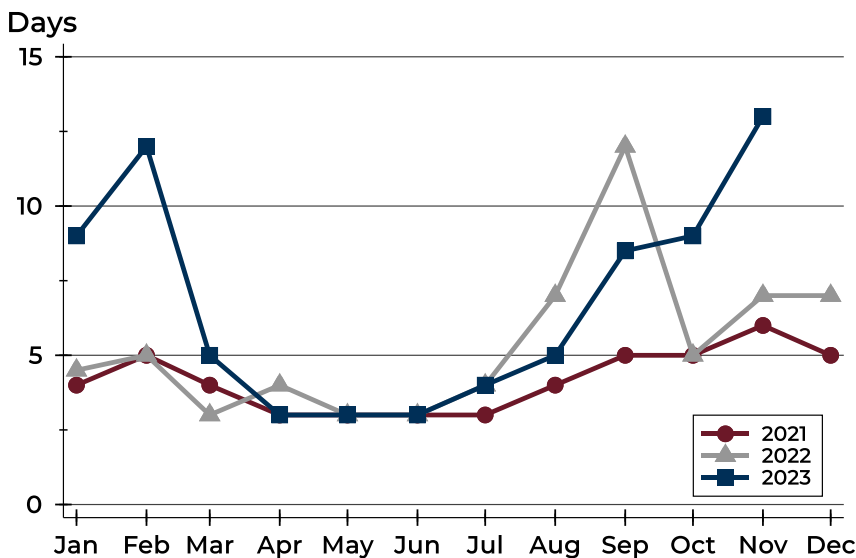
## City of Lawrence Closed Listings Analysis

### Average DOM



Month	2021	2022	2023
January	40	20	<b>28</b>
February	33	23	<b>29</b>
March	34	15	<b>29</b>
April	17	14	<b>12</b>
May	6	11	<b>10</b>
June	8	10	<b>11</b>
July	7	13	<b>14</b>
August	15	13	<b>19</b>
September	14	19	<b>29</b>
October	15	16	<b>25</b>
November	21	20	<b>24</b>
December	20	26	

### Median DOM



Month	2021	2022	2023
January	4	5	<b>9</b>
February	5	5	<b>12</b>
March	4	3	<b>5</b>
April	3	4	<b>3</b>
May	3	3	<b>3</b>
June	3	3	<b>3</b>
July	3	4	<b>4</b>
August	4	7	<b>5</b>
September	5	12	<b>9</b>
October	5	5	<b>9</b>
November	6	7	<b>13</b>
December	5	7	



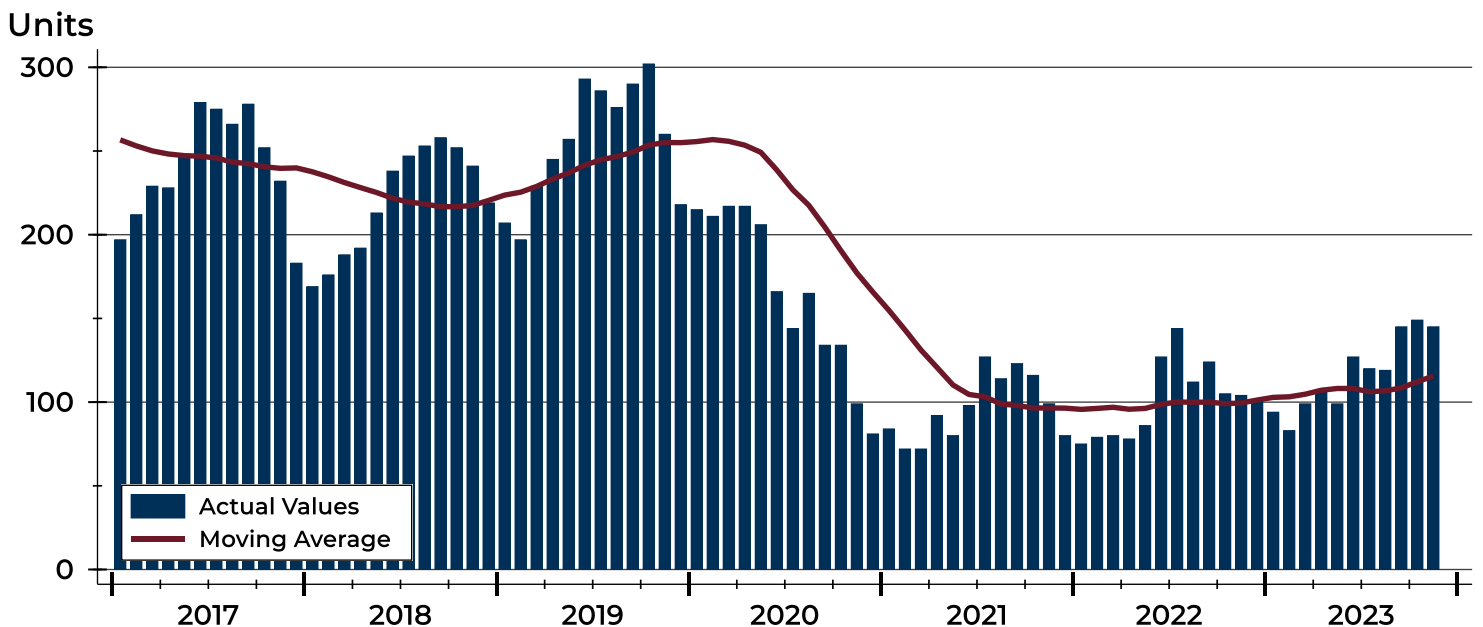
## City of Lawrence Active Listings Analysis

Summary Statistics for Active Listings		2023	End of November 2022	Change
Active Listings		<b>145</b>	104	39.4%
Volume (1,000s)		<b>53,699</b>	37,435	43.4%
Months' Supply		<b>2.0</b>	1.1	81.8%
Average	List Price	<b>370,337</b>	359,954	2.9%
	Days on Market	<b>62</b>	68	-8.8%
	Percent of Original	<b>98.5%</b>	97.9%	0.6%
Median	List Price	<b>324,900</b>	312,500	4.0%
	Days on Market	<b>44</b>	49	-10.2%
	Percent of Original	<b>100.0%</b>	100.0%	0.0%

A total of 145 homes were available for sale in the City of Lawrence at the end of November. This represents a 2.0 months' supply of active listings.

The median list price of homes on the market at the end of November was \$324,900, up 4.0% from 2022. The typical time on market for active listings was 44 days, down from 49 days a year earlier.

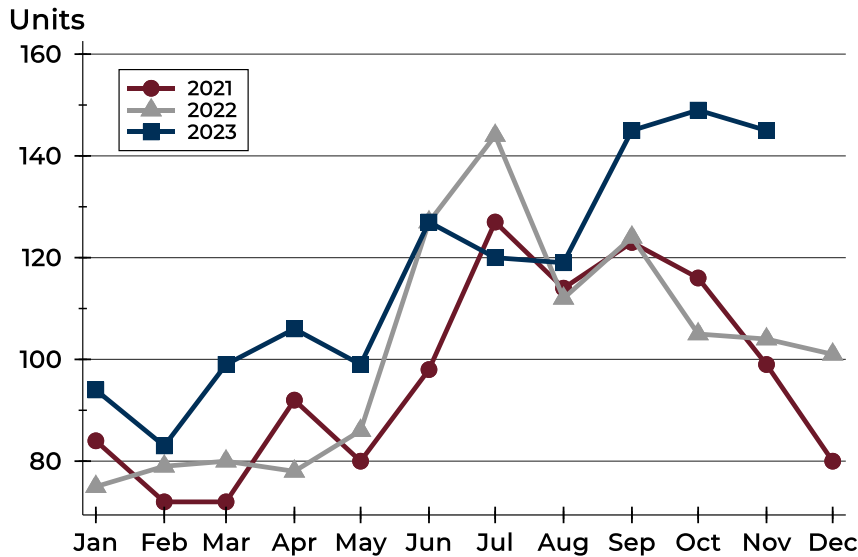
## History of Active Listings





## City of Lawrence Active Listings Analysis

### Active Listings by Month



Month	2021	2022	2023
January	84	75	94
February	72	79	83
March	72	80	99
April	92	78	106
May	80	86	99
June	98	127	127
July	127	144	120
August	114	112	119
September	123	124	145
October	116	105	149
November	99	104	145
December	80	101	

### Active Listings by Price Range

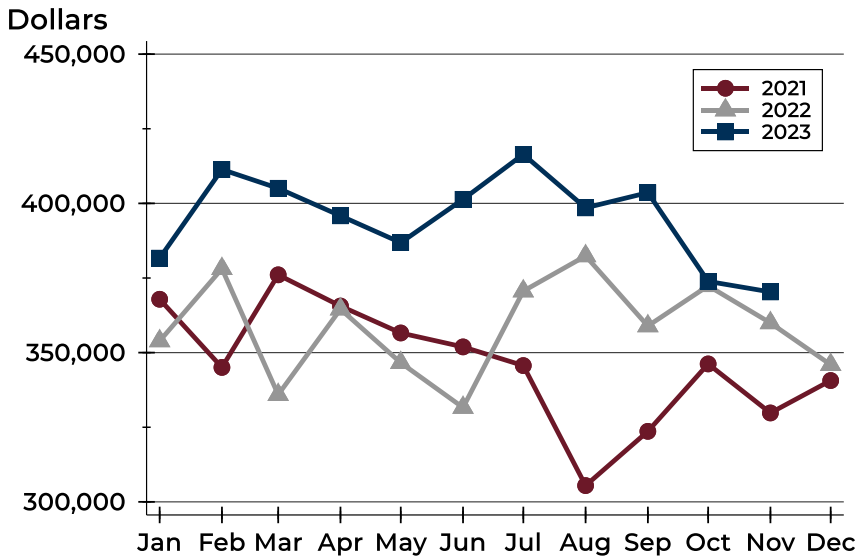
Price Range	Active Listings Number	Active Listings Percent	Months' Supply	List Price Average	List Price Median	Days on Market Avg.	Days on Market Med.	Price as % of Orig. Avg.	Price as % of Orig. Med.
Below \$50,000	3	2.1%	N/A	1,498	1,600	30	31	100.0%	100.0%
\$50,000-\$99,999	6	4.1%	N/A	89,004	91,975	65	57	93.2%	97.6%
\$100,000-\$149,999	12	8.3%	4.6	136,171	136,400	42	31	95.3%	100.0%
\$150,000-\$199,999	11	7.6%	1.7	172,618	170,000	39	37	97.7%	100.0%
\$200,000-\$249,999	16	11.0%	1.6	229,300	222,500	41	34	99.5%	100.0%
\$250,000-\$299,999	14	9.7%	1.0	286,461	295,000	38	36	104.3%	100.0%
\$300,000-\$349,999	17	11.7%	1.6	323,474	324,000	38	32	98.7%	100.0%
\$350,000-\$399,999	12	8.3%	1.4	381,492	387,450	65	65	98.3%	100.0%
\$400,000-\$449,999	5	3.4%	1.0	434,540	439,000	73	85	94.0%	93.4%
\$450,000-\$499,999	18	12.4%	4.6	484,075	487,750	73	55	98.9%	100.0%
\$500,000-\$599,999	20	13.8%	4.9	557,625	550,000	107	54	98.9%	100.0%
\$600,000-\$749,999	6	4.1%	1.8	684,150	685,000	147	113	97.7%	100.0%
\$750,000-\$999,999	3	2.1%	N/A	975,967	979,900	61	73	100.0%	100.0%
\$1,000,000 and up	2	1.4%	3.4	1,400,000	1,400,000	38	38	91.7%	91.7%





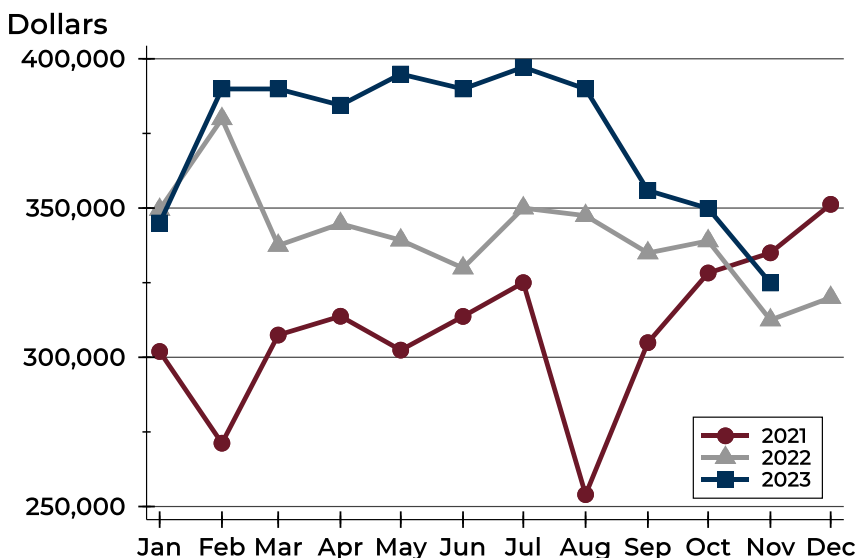
## City of Lawrence Active Listings Analysis

### Average Price



Month	2021	2022	2023
January	367,887	353,910	<b>381,662</b>
February	345,051	378,114	<b>411,359</b>
March	376,063	335,920	<b>405,067</b>
April	365,613	364,571	<b>395,842</b>
May	356,591	346,614	<b>386,853</b>
June	351,923	331,603	<b>401,362</b>
July	345,664	370,614	<b>416,435</b>
August	305,460	382,390	<b>398,505</b>
September	323,634	358,932	<b>403,598</b>
October	346,221	372,396	<b>373,865</b>
November	329,796	359,954	<b>370,337</b>
December	340,652	345,946	

### Median Price

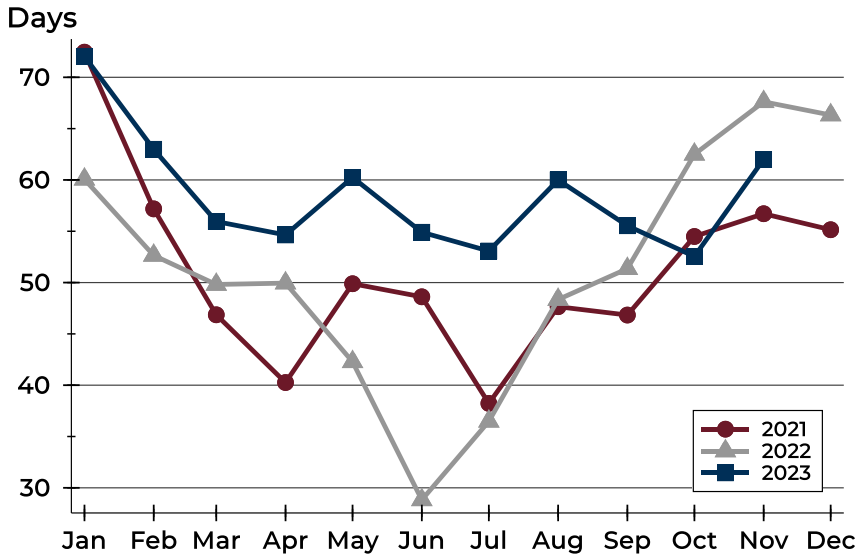


Month	2021	2022	2023
January	301,950	349,500	<b>345,000</b>
February	271,225	379,900	<b>389,900</b>
March	307,450	337,450	<b>389,900</b>
April	313,750	344,750	<b>384,450</b>
May	302,400	339,250	<b>394,900</b>
June	313,700	329,900	<b>389,900</b>
July	325,000	350,000	<b>397,200</b>
August	254,000	347,450	<b>389,900</b>
September	304,900	334,950	<b>355,900</b>
October	328,250	339,000	<b>349,900</b>
November	335,000	312,500	<b>324,900</b>
December	351,250	320,000	



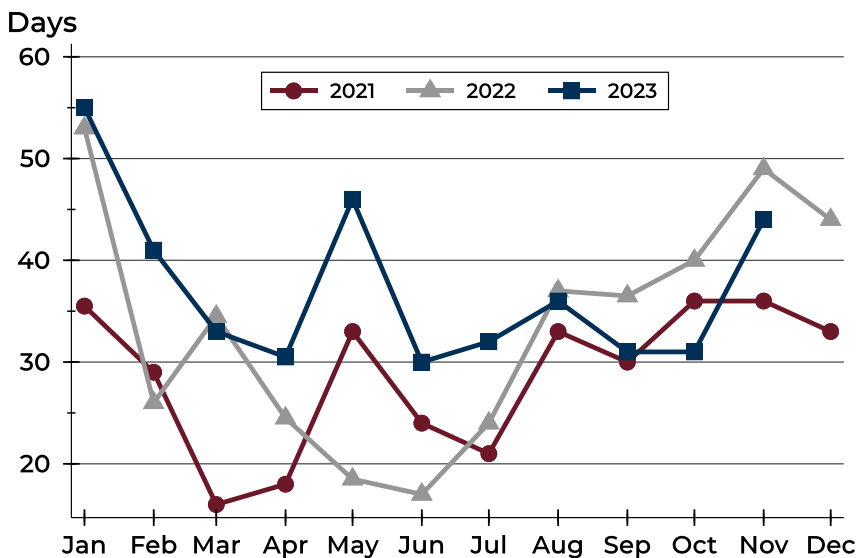
## City of Lawrence Active Listings Analysis

### Average DOM



Month	2021	2022	2023
January	72	60	72
February	57	53	63
March	47	50	56
April	40	50	55
May	50	42	60
June	49	29	55
July	38	36	53
August	48	48	60
September	47	51	56
October	54	62	53
November	57	68	62
December	55	66	

### Median DOM

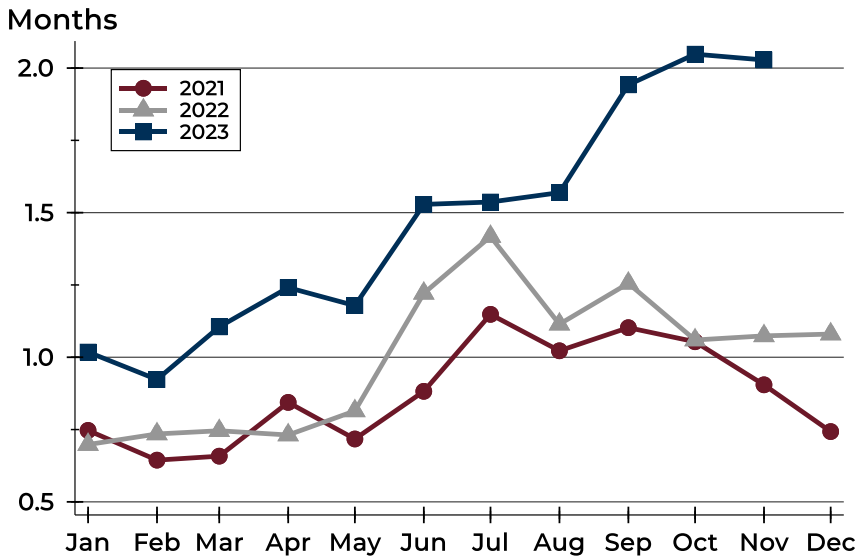


Month	2021	2022	2023
January	36	53	55
February	29	26	41
March	16	35	33
April	18	25	31
May	33	19	46
June	24	17	30
July	21	24	32
August	33	37	36
September	30	37	31
October	36	40	31
November	36	49	44
December	33	44	



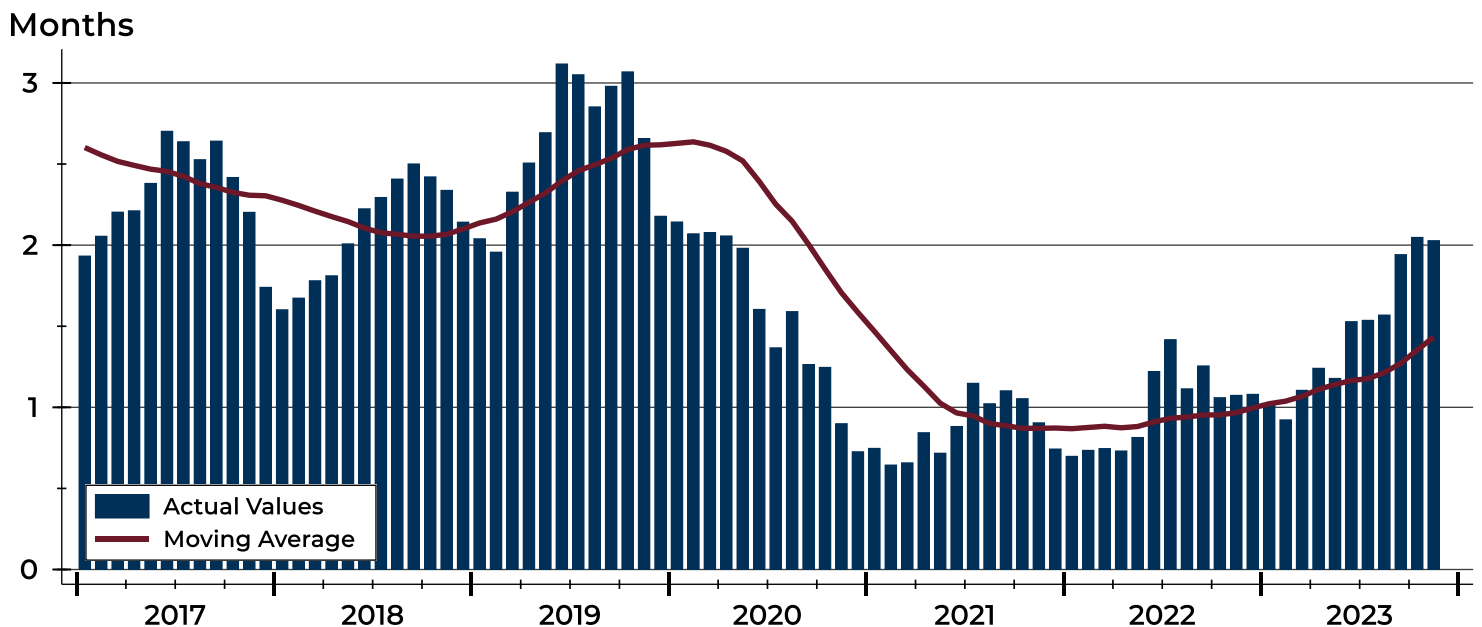
# City of Lawrence Months' Supply Analysis

## Months' Supply by Month



Month	2021	2022	2023
January	0.7	0.7	1.0
February	0.6	0.7	0.9
March	0.7	0.7	1.1
April	0.8	0.7	1.2
May	0.7	0.8	1.2
June	0.9	1.2	1.5
July	1.1	1.4	1.5
August	1.0	1.1	1.6
September	1.1	1.3	1.9
October	1.1	1.1	2.0
November	0.9	1.1	2.0
December	0.7	1.1	2.0

## History of Month's Supply





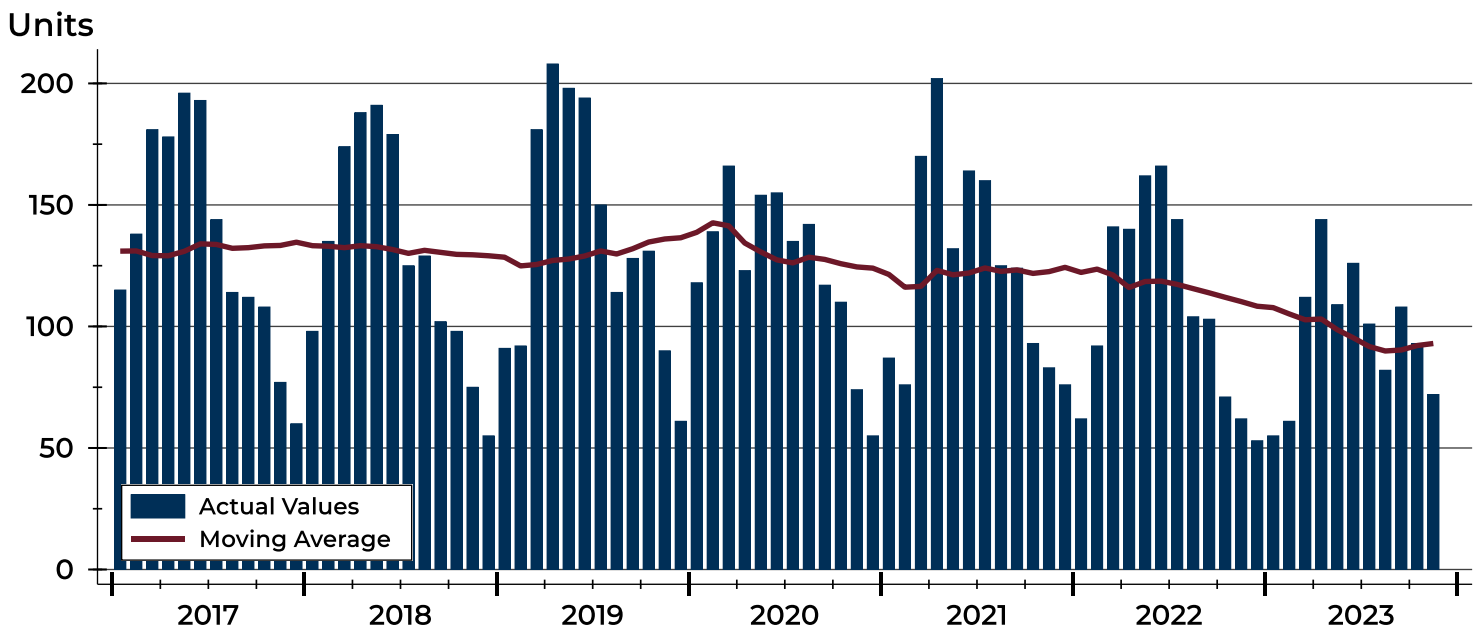
## City of Lawrence New Listings Analysis

Summary Statistics for New Listings		2023	November 2022	Change
Current Month	New Listings	<b>72</b>	62	16.1%
	Volume (1,000s)	<b>21,129</b>	20,880	1.2%
	Average List Price	<b>293,459</b>	336,777	-12.9%
	Median List Price	<b>255,000</b>	277,450	-8.1%
Year-to-Date	New Listings	<b>1,063</b>	1,247	-14.8%
	Volume (1,000s)	<b>357,991</b>	405,955	-11.8%
	Average List Price	<b>336,774</b>	325,545	3.4%
	Median List Price	<b>303,000</b>	289,900	4.5%

A total of 72 new listings were added in the City of Lawrence during November, up 16.1% from the same month in 2022. Year-to-date the City of Lawrence has seen 1,063 new listings.

The median list price of these homes was \$255,000 down from \$277,450 in 2022.

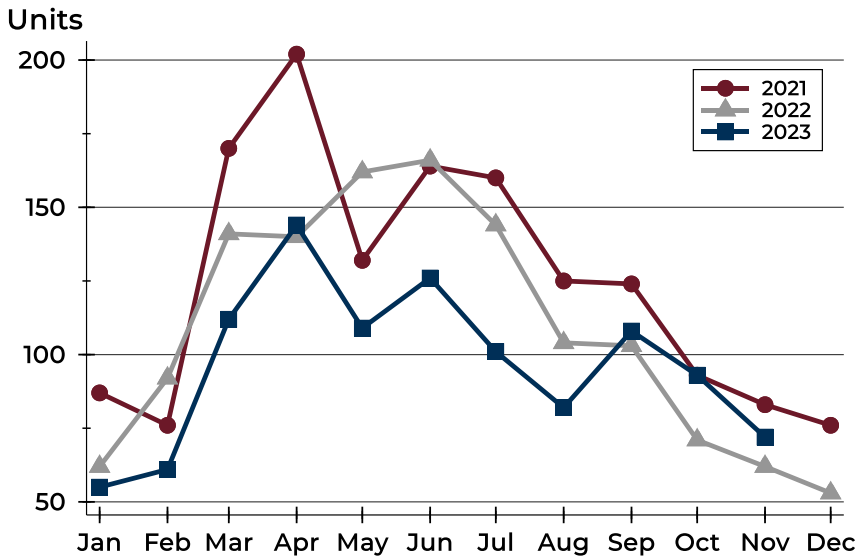
## History of New Listings





## City of Lawrence New Listings Analysis

### New Listings by Month



Month	2021	2022	2023
January	87	62	55
February	76	92	61
March	170	141	112
April	202	140	144
May	132	162	109
June	164	166	126
July	160	144	101
August	125	104	82
September	124	103	108
October	93	71	93
November	83	62	72
December	76	53	

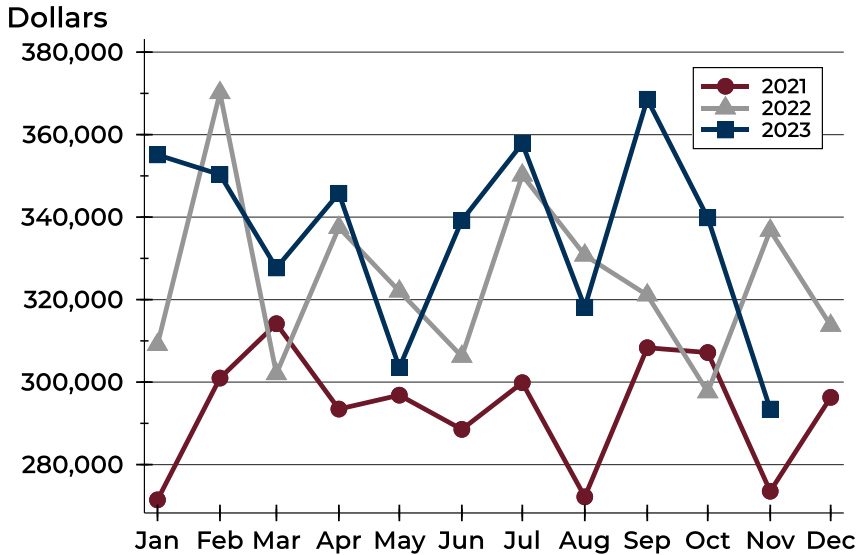
### New Listings by Price Range

Price Range	New Listings		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$50,000	3	4.2%	1,583	1,400	14	9	100.0%	100.0%
\$50,000-\$99,999	1	1.4%	99,000	99,000	1	1	100.0%	100.0%
\$100,000-\$149,999	5	6.9%	137,830	140,000	10	4	99.0%	100.0%
\$150,000-\$199,999	13	18.1%	177,282	178,765	13	11	99.6%	100.0%
\$200,000-\$249,999	13	18.1%	222,062	220,000	12	11	98.7%	100.0%
\$250,000-\$299,999	9	12.5%	282,184	280,000	11	10	100.0%	100.0%
\$300,000-\$349,999	12	16.7%	320,725	321,950	12	11	100.0%	100.0%
\$350,000-\$399,999	3	4.2%	369,800	369,900	8	8	100.6%	100.0%
\$400,000-\$449,999	2	2.8%	429,900	429,900	16	16	99.4%	99.4%
\$450,000-\$499,999	5	6.9%	479,080	486,500	24	22	100.0%	100.0%
\$500,000-\$599,999	4	5.6%	557,925	563,450	21	21	100.0%	100.0%
\$600,000-\$749,999	1	1.4%	660,000	660,000	8	8	100.0%	100.0%
\$750,000-\$999,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	1	1.4%	1,500,000	1,500,000	19	19	83.3%	83.3%



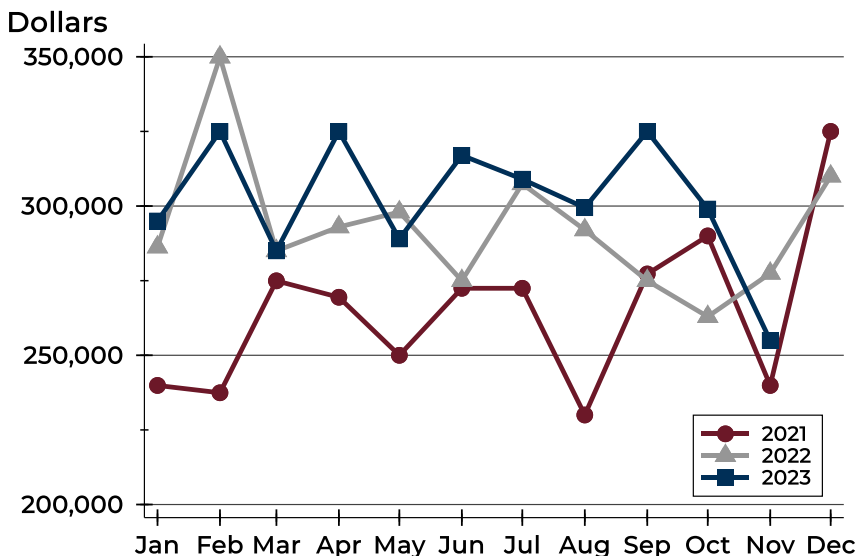
## City of Lawrence New Listings Analysis

### Average Price



Month	2021	2022	2023
January	271,450	309,069	<b>355,103</b>
February	300,975	370,146	<b>350,309</b>
March	314,158	302,005	<b>327,690</b>
April	293,463	337,476	<b>345,785</b>
May	296,834	322,036	<b>303,520</b>
June	288,542	306,220	<b>339,209</b>
July	299,860	350,165	<b>357,864</b>
August	272,188	330,760	<b>318,154</b>
September	308,336	321,108	<b>368,577</b>
October	307,168	297,609	<b>339,839</b>
November	273,545	336,777	<b>293,459</b>
December	296,310	313,717	

### Median Price



Month	2021	2022	2023
January	239,900	286,250	<b>295,000</b>
February	237,450	349,900	<b>325,000</b>
March	274,950	285,000	<b>285,000</b>
April	269,450	293,000	<b>325,000</b>
May	250,000	298,000	<b>289,000</b>
June	272,450	275,000	<b>317,000</b>
July	272,450	307,450	<b>309,000</b>
August	230,000	292,000	<b>299,450</b>
September	277,250	275,000	<b>325,000</b>
October	290,000	262,950	<b>299,000</b>
November	239,900	277,450	<b>255,000</b>
December	325,000	310,000	



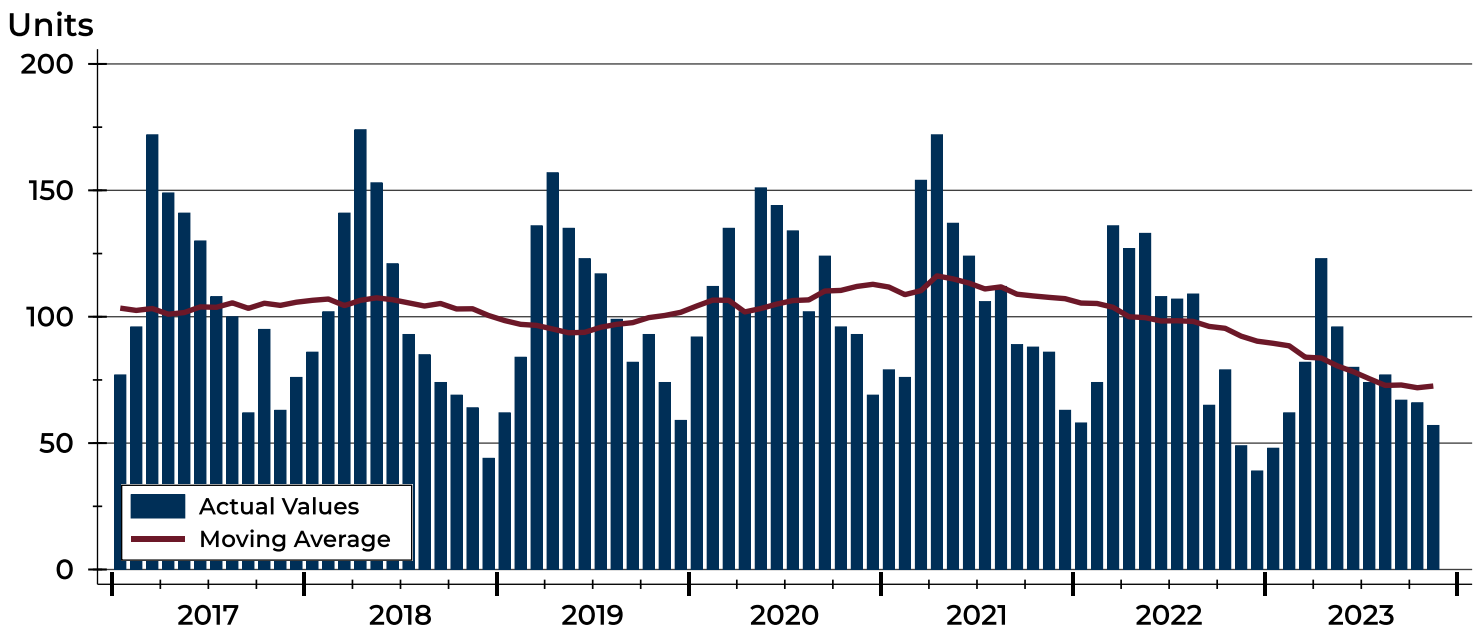
## City of Lawrence Contracts Written Analysis

Summary Statistics for Contracts Written		November			Year-to-Date		
		2023	2022	Change	2023	2022	Change
Contracts Written		<b>57</b>	49	16.3%	<b>832</b>	1,045	-20.4%
Volume (1,000s)		<b>16,401</b>	17,315	-5.3%	<b>277,770</b>	343,536	-19.1%
Average	Sale Price	<b>287,735</b>	353,371	-18.6%	<b>333,859</b>	328,743	1.6%
	Days on Market	<b>27</b>	20	35.0%	<b>19</b>	14	35.7%
	Percent of Original	<b>97.8%</b>	97.6%	0.2%	<b>99.7%</b>	100.9%	-1.2%
Median	Sale Price	<b>280,000</b>	290,000	-3.4%	<b>300,000</b>	287,000	4.5%
	Days on Market	<b>10</b>	8	25.0%	<b>5</b>	4	25.0%
	Percent of Original	<b>100.0%</b>	98.4%	1.6%	<b>100.0%</b>	100.0%	0.0%

A total of 57 contracts for sale were written in the City of Lawrence during the month of November, up from 49 in 2022. The median list price of these homes was \$280,000, down from \$290,000 the prior year.

Half of the homes that went under contract in November were on the market less than 10 days, compared to 8 days in November 2022.

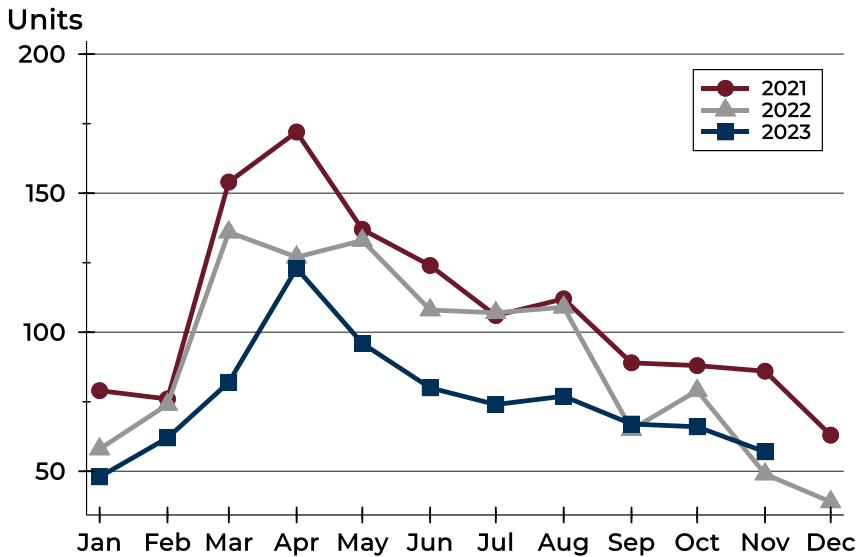
## History of Contracts Written





## City of Lawrence Contracts Written Analysis

### Contracts Written by Month



Month	2021	2022	2023
January	79	58	<b>48</b>
February	76	74	<b>62</b>
March	154	136	<b>82</b>
April	172	127	<b>123</b>
May	137	133	<b>96</b>
June	124	108	<b>80</b>
July	106	107	<b>74</b>
August	112	109	<b>77</b>
September	89	65	<b>67</b>
October	88	79	<b>66</b>
November	86	49	<b>57</b>
December	63	39	

### Contracts Written by Price Range

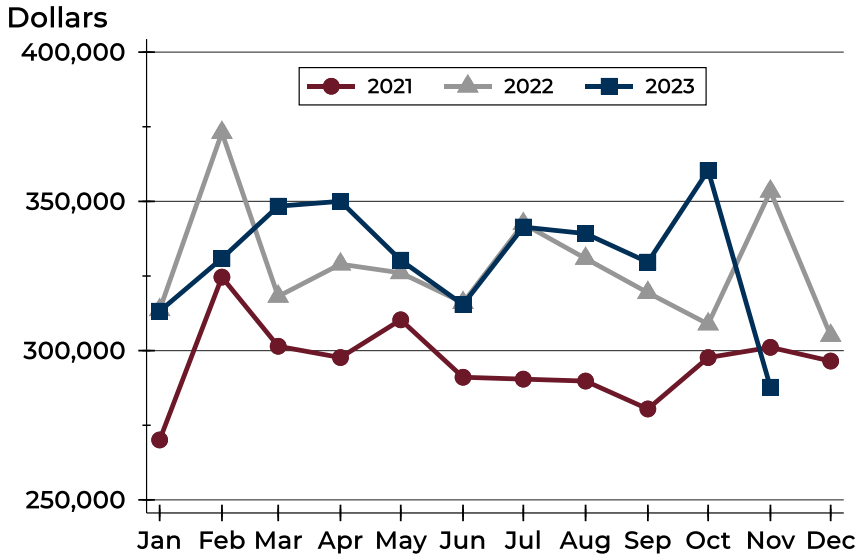
Price Range	Contracts Written		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$50,000	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$50,000-\$99,999	1	1.8%	99,000	99,000	1	1	100.0%	100.0%
\$100,000-\$149,999	5	8.8%	137,060	135,500	10	4	100.1%	100.0%
\$150,000-\$199,999	10	17.5%	183,112	181,883	8	6	98.2%	100.0%
\$200,000-\$249,999	6	10.5%	223,150	224,950	17	5	98.7%	100.0%
\$250,000-\$299,999	10	17.5%	276,870	279,900	28	9	96.2%	100.0%
\$300,000-\$349,999	10	17.5%	320,050	317,400	24	8	98.3%	100.0%
\$350,000-\$399,999	7	12.3%	381,486	389,800	35	17	98.6%	100.0%
\$400,000-\$449,999	3	5.3%	423,433	415,500	64	68	98.1%	97.6%
\$450,000-\$499,999	3	5.3%	469,259	467,777	83	84	96.0%	100.0%
\$500,000-\$599,999	2	3.5%	564,450	564,450	59	59	92.6%	92.6%
\$600,000-\$749,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$750,000-\$999,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A





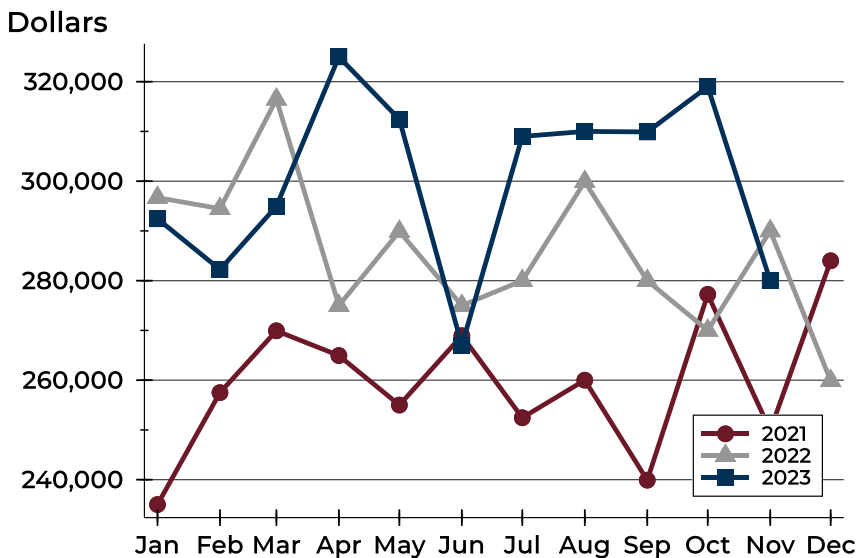
## City of Lawrence Contracts Written Analysis

### Average Price



Month	2021	2022	2023
January	270,075	313,674	<b>313,207</b>
February	324,637	373,052	<b>330,911</b>
March	301,464	318,167	<b>348,394</b>
April	297,692	328,966	<b>350,024</b>
May	310,322	326,059	<b>330,296</b>
June	291,092	316,044	<b>315,423</b>
July	290,450	342,488	<b>341,411</b>
August	289,806	330,861	<b>339,212</b>
September	280,458	319,416	<b>329,643</b>
October	297,672	308,888	<b>360,391</b>
November	301,109	353,371	<b>287,735</b>
December	296,505	305,041	

### Median Price

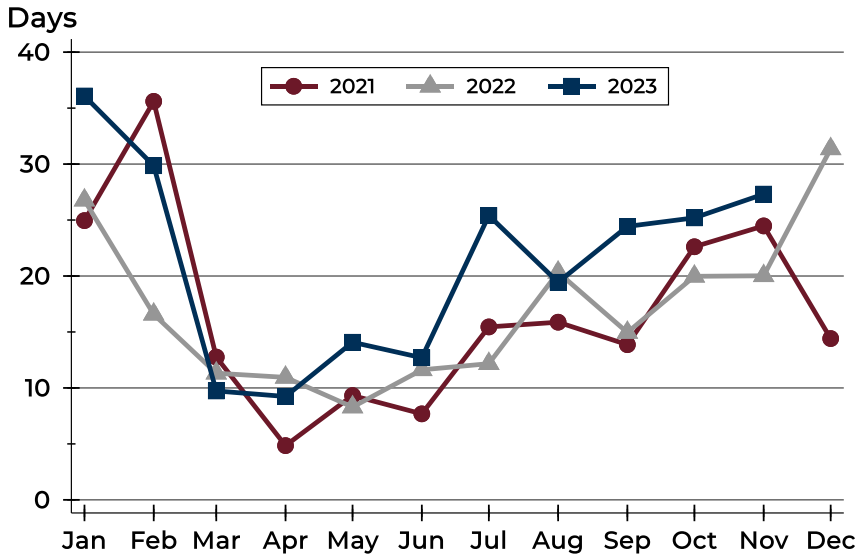


Month	2021	2022	2023
January	235,000	296,700	<b>292,450</b>
February	257,500	294,475	<b>282,250</b>
March	269,925	316,450	<b>294,950</b>
April	264,950	275,000	<b>325,000</b>
May	255,000	289,900	<b>312,450</b>
June	268,950	275,000	<b>267,000</b>
July	252,450	280,000	<b>309,000</b>
August	260,000	299,900	<b>310,000</b>
September	239,900	280,000	<b>309,900</b>
October	277,250	270,000	<b>319,000</b>
November	249,900	290,000	<b>280,000</b>
December	284,000	259,900	



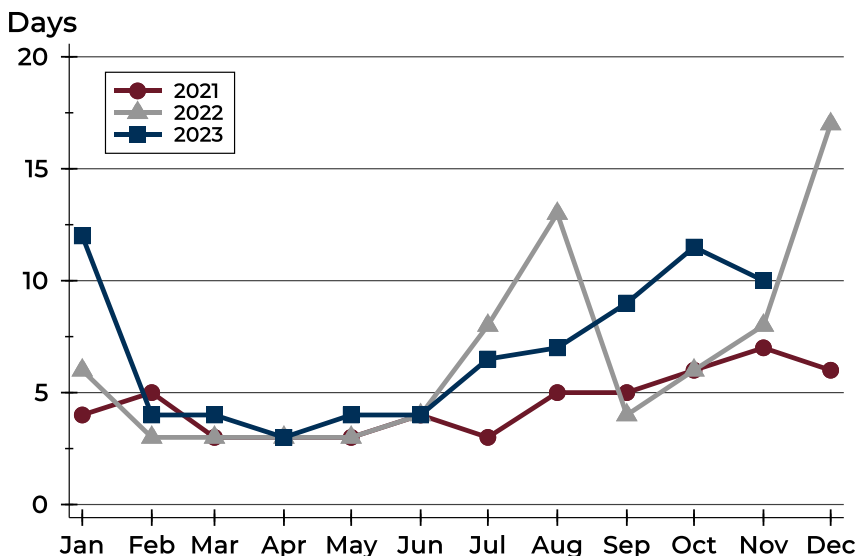
## City of Lawrence Contracts Written Analysis

### Average DOM



Month	2021	2022	2023
January	25	27	36
February	36	17	30
March	13	11	10
April	5	11	9
May	9	8	14
June	8	12	13
July	15	12	25
August	16	20	19
September	14	15	24
October	23	20	25
November	24	20	27
December	14	31	

### Median DOM



Month	2021	2022	2023
January	4	6	12
February	5	3	4
March	3	3	4
April	3	3	3
May	3	3	4
June	4	4	4
July	3	8	7
August	5	13	7
September	5	4	9
October	6	6	12
November	7	8	10
December	6	17	



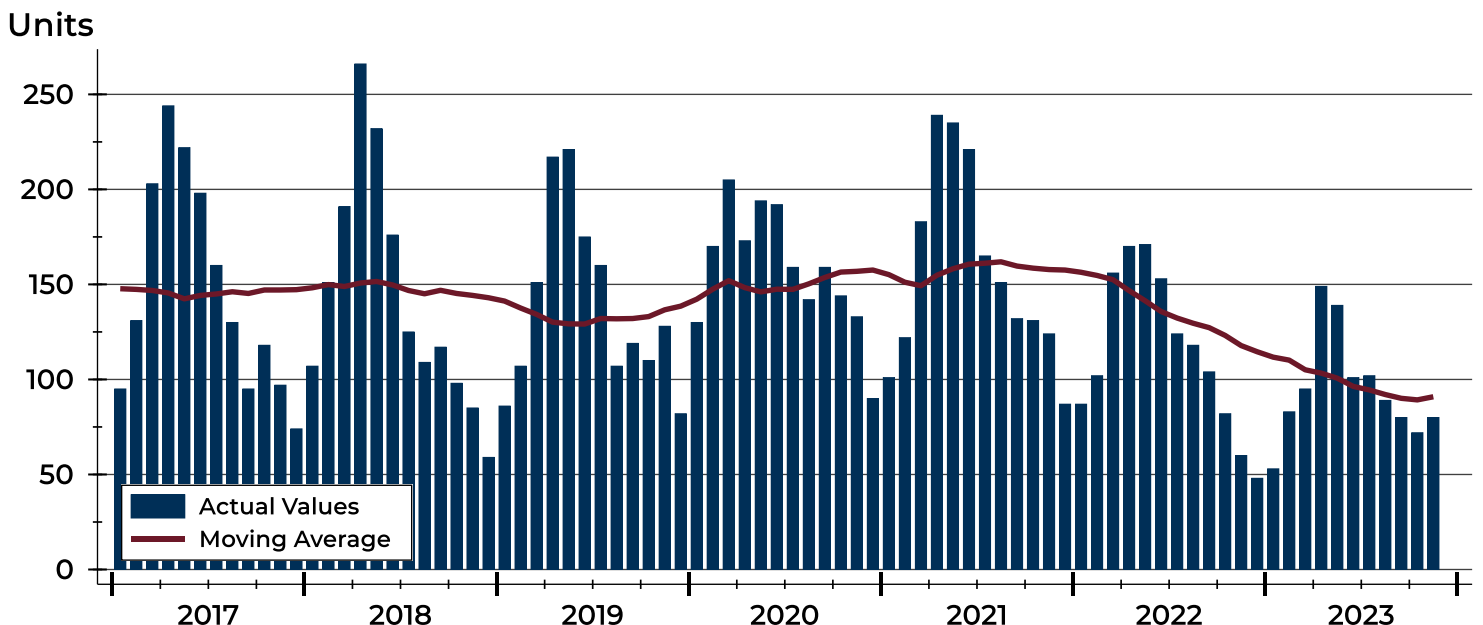
## City of Lawrence Pending Contracts Analysis

Summary Statistics for Pending Contracts		End of November		
		2023	2022	Change
Pending Contracts		<b>80</b>	60	33.3%
Volume (1,000s)		<b>24,607</b>	20,950	17.5%
Average	List Price	<b>307,588</b>	349,171	-11.9%
	Days on Market	<b>25</b>	22	13.6%
	Percent of Original	<b>98.7%</b>	98.7%	0.0%
Median	List Price	<b>288,775</b>	289,950	-0.4%
	Days on Market	<b>11</b>	8	37.5%
	Percent of Original	<b>100.0%</b>	100.0%	0.0%

A total of 80 listings in the City of Lawrence had contracts pending at the end of November, up from 60 contracts pending at the end of November 2022.

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.

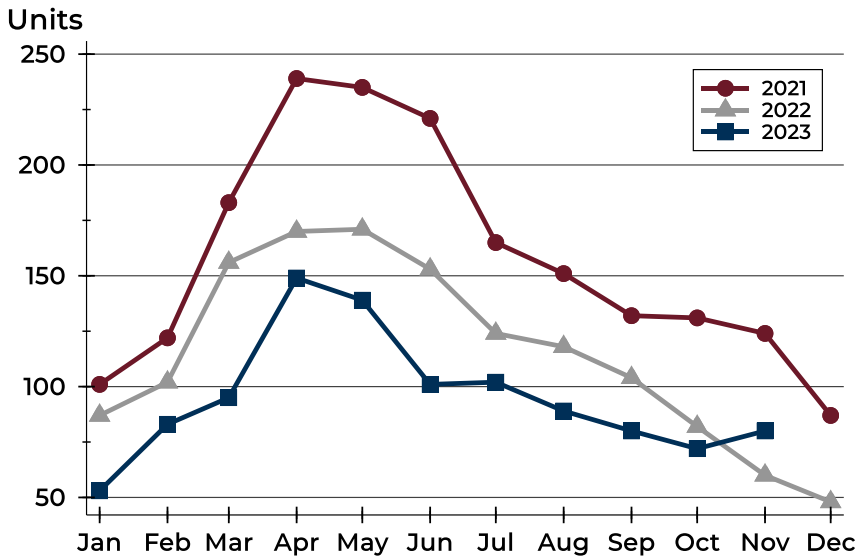
## History of Pending Contracts





## City of Lawrence Pending Contracts Analysis

### Pending Contracts by Month



Month	2021	2022	2023
January	101	87	<b>53</b>
February	122	102	<b>83</b>
March	183	156	<b>95</b>
April	239	170	<b>149</b>
May	235	171	<b>139</b>
June	221	153	<b>101</b>
July	165	124	<b>102</b>
August	151	118	<b>89</b>
September	132	104	<b>80</b>
October	131	82	<b>72</b>
November	124	60	<b>80</b>
December	87	48	

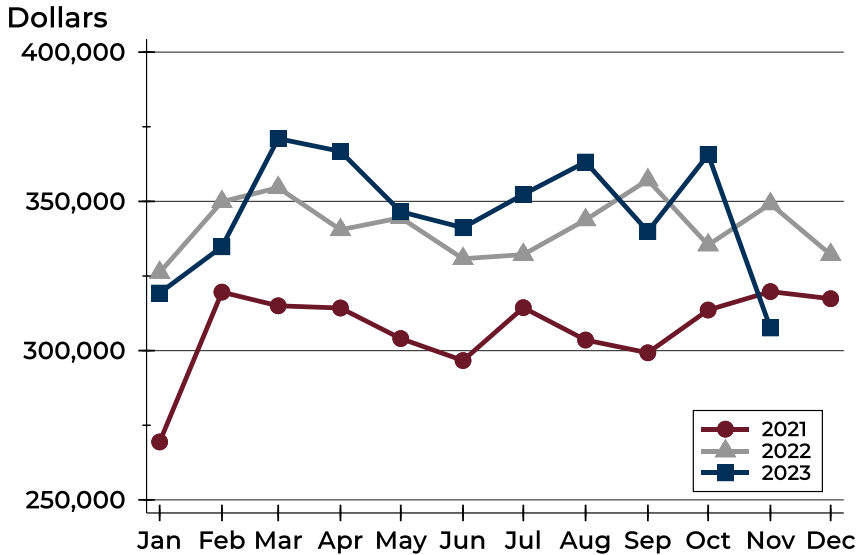
### Pending Contracts by Price Range

Price Range	Pending Contracts		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$50,000	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$50,000-\$99,999	1	1.3%	99,000	99,000	1	1	100.0%	100.0%
\$100,000-\$149,999	6	7.5%	133,225	137,700	23	3	97.9%	100.0%
\$150,000-\$199,999	12	15.0%	179,668	176,883	15	7	98.7%	100.0%
\$200,000-\$249,999	13	16.3%	222,585	220,000	15	4	98.9%	100.0%
\$250,000-\$299,999	11	13.8%	281,473	280,000	11	10	100.0%	100.0%
\$300,000-\$349,999	11	13.8%	320,045	319,900	28	9	98.6%	100.0%
\$350,000-\$399,999	10	12.5%	376,640	372,450	31	21	98.3%	100.0%
\$400,000-\$449,999	7	8.8%	425,743	420,000	44	34	97.3%	96.6%
\$450,000-\$499,999	3	3.8%	469,259	467,777	83	84	97.9%	100.0%
\$500,000-\$599,999	3	3.8%	546,000	539,000	18	0	100.0%	100.0%
\$600,000-\$749,999	2	2.5%	632,500	632,500	19	19	100.0%	100.0%
\$750,000-\$999,999	1	1.3%	985,000	985,000	77	77	100.0%	100.0%
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



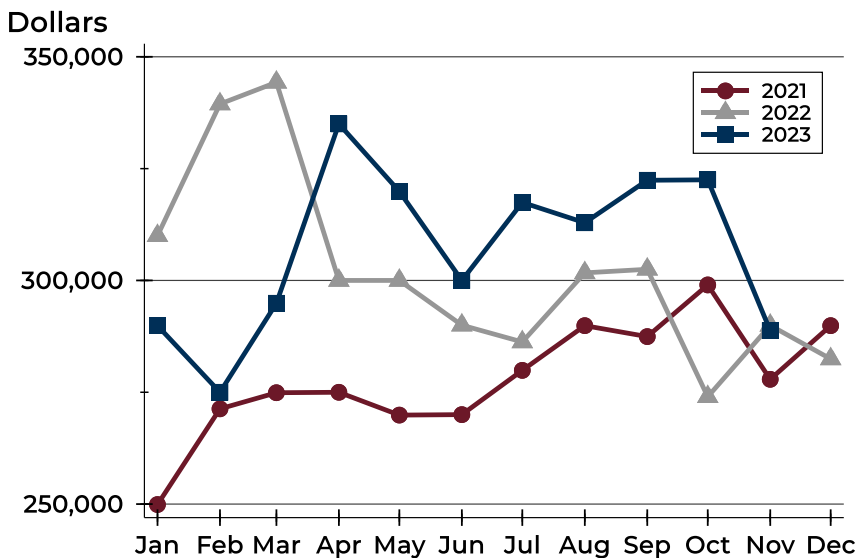
## City of Lawrence Pending Contracts Analysis

### Average Price



Month	2021	2022	2023
January	269,413	326,176	<b>319,303</b>
February	319,605	349,894	<b>334,790</b>
March	315,023	354,598	<b>371,024</b>
April	314,285	340,485	<b>366,757</b>
May	304,048	344,523	<b>346,540</b>
June	296,684	330,793	<b>341,180</b>
July	314,396	332,179	<b>352,339</b>
August	303,562	343,818	<b>363,178</b>
September	299,276	357,180	<b>339,931</b>
October	313,606	335,385	<b>365,678</b>
November	319,781	349,171	<b>307,588</b>
December	317,398	332,166	

### Median Price

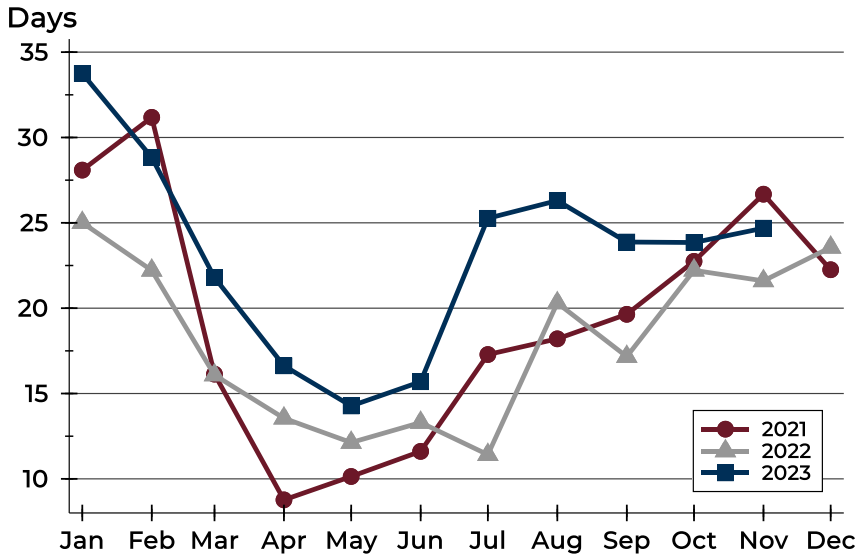


Month	2021	2022	2023
January	249,900	310,000	<b>289,900</b>
February	271,300	339,450	<b>275,000</b>
March	274,900	344,300	<b>294,900</b>
April	275,000	300,000	<b>335,000</b>
May	269,900	300,000	<b>319,900</b>
June	270,000	290,000	<b>300,000</b>
July	279,900	286,250	<b>317,450</b>
August	289,900	301,700	<b>312,900</b>
September	287,450	302,500	<b>322,400</b>
October	299,000	274,000	<b>322,500</b>
November	277,900	289,950	<b>288,775</b>
December	289,900	282,450	



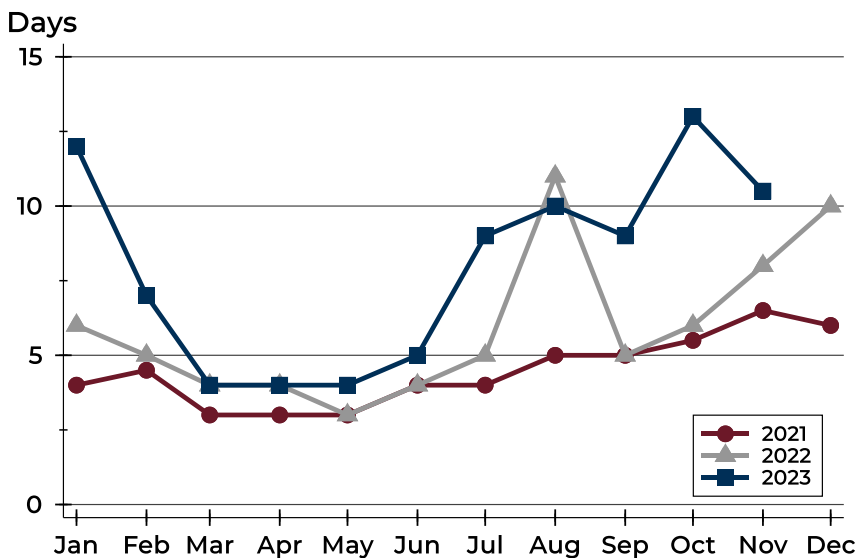
## City of Lawrence Pending Contracts Analysis

### Average DOM



Month	2021	2022	2023
January	28	25	34
February	31	22	29
March	16	16	22
April	9	14	17
May	10	12	14
June	12	13	16
July	17	11	25
August	18	20	26
September	20	17	24
October	23	22	24
November	27	22	25
December	22	24	

### Median DOM



Month	2021	2022	2023
January	4	6	12
February	5	5	7
March	3	4	4
April	3	4	4
May	3	3	4
June	4	4	5
July	4	5	9
August	5	11	10
September	5	5	9
October	6	6	13
November	7	8	11
December	6	10	