



**April  
2023**

# Lawrence MLS Statistics



## City of Lawrence Housing Report



### Market Overview

#### City of Lawrence Home Sales Fell in April

Total home sales in the City of Lawrence fell last month to 63 units, compared to 115 units in April 2022. Total sales volume was \$22.5 million, down from a year earlier.

The median sale price in April was \$275,000, down from \$318,000 a year earlier. Homes that sold in April were typically on the market for 3 days and sold for 100.2% of their list prices.

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

The total number of active listings in the City of Lawrence at the end of April was 107 units, up from 78 at the same point in 2022. This represents a 1.3 months' supply of homes available for sale. The median list price of homes on the market at the end of April was \$389,000.

There were 127 contracts written in April 2023 and 2022, showing no change over the year. At the end of the month, there were 149 contracts still pending.

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**April  
2023**

# Lawrence MLS Statistics



LAWRENCE  
Board of REALTORS®

## City of Lawrence Summary Statistics

April MLS Statistics Three-year History		Current Month			Year-to-Date		
		2023	2022	2021	2023	2022	2021
<b>Home Sales</b>		<b>63</b>	<b>115</b>	<b>122</b>	<b>210</b>	<b>311</b>	<b>323</b>
Change from prior year		-45.2%	-5.7%	-4.7%	-32.5%	-3.7%	-8.8%
<b>Active Listings</b>		<b>107</b>	<b>78</b>	<b>92</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
Change from prior year		37.2%	-15.2%	-57.6%			
<b>Months' Supply</b>		<b>1.3</b>	<b>0.7</b>	<b>0.8</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
Change from prior year		85.7%	-12.5%	-61.9%			
<b>New Listings</b>		<b>139</b>	<b>140</b>	<b>202</b>	<b>363</b>	<b>435</b>	<b>535</b>
Change from prior year		-0.7%	-30.7%	64.2%	-16.6%	-18.7%	-2.0%
<b>Contracts Written</b>		<b>127</b>	<b>127</b>	<b>172</b>	<b>313</b>	<b>395</b>	<b>481</b>
Change from prior year		0.0%	-26.2%	68.6%	-20.8%	-17.9%	8.8%
<b>Pending Contracts</b>		<b>149</b>	<b>170</b>	<b>239</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
Change from prior year		-12.4%	-28.9%	38.2%			
<b>Sales Volume (1,000s)</b>		<b>22,488</b>	<b>39,388</b>	<b>36,004</b>	<b>68,345</b>	<b>98,264</b>	<b>91,622</b>
Change from prior year		-42.9%	9.4%	12.3%	-30.4%	7.2%	4.6%
Average	<b>Sale Price</b>	<b>356,946</b>	<b>342,504</b>	<b>295,115</b>	<b>325,454</b>	<b>315,962</b>	<b>283,660</b>
	Change from prior year	4.2%	16.1%	17.8%	3.0%	11.4%	14.6%
	<b>List Price of Actives</b>	<b>406,161</b>	<b>364,571</b>	<b>365,613</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
	Change from prior year	11.4%	-0.3%	5.8%			
	<b>Days on Market</b>	<b>8</b>	<b>14</b>	<b>17</b>	<b>23</b>	<b>17</b>	<b>29</b>
Change from prior year	-42.9%	-17.6%	-26.1%	35.3%	-41.4%	-31.0%	
	<b>Percent of List</b>	<b>101.6%</b>	<b>103.6%</b>	<b>102.8%</b>	<b>100.1%</b>	<b>101.9%</b>	<b>101.2%</b>
Change from prior year	-1.9%	0.8%	3.2%	-1.8%	0.7%	2.3%	
	<b>Percent of Original</b>	<b>101.5%</b>	<b>103.1%</b>	<b>102.7%</b>	<b>99.6%</b>	<b>101.5%</b>	<b>100.6%</b>
Change from prior year	-1.6%	0.4%	3.6%	-1.9%	0.9%	3.0%	
Median	<b>Sale Price</b>	<b>275,000</b>	<b>318,000</b>	<b>254,950</b>	<b>282,500</b>	<b>300,000</b>	<b>249,900</b>
	Change from prior year	-13.5%	24.7%	9.9%	-5.8%	20.0%	9.6%
	<b>List Price of Actives</b>	<b>389,000</b>	<b>344,750</b>	<b>313,750</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
	Change from prior year	12.8%	9.9%	-1.9%			
	<b>Days on Market</b>	<b>3</b>	<b>4</b>	<b>3</b>	<b>5</b>	<b>4</b>	<b>3</b>
Change from prior year	-25.0%	33.3%	-25.0%	25.0%	33.3%	-72.7%	
	<b>Percent of List</b>	<b>100.2%</b>	<b>100.4%</b>	<b>101.2%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>
Change from prior year	-0.2%	-0.8%	1.2%	0.0%	0.0%	0.0%	
	<b>Percent of Original</b>	<b>100.2%</b>	<b>100.4%</b>	<b>101.3%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>
Change from prior year	-0.2%	-0.9%	1.3%	0.0%	0.0%	0.7%	

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



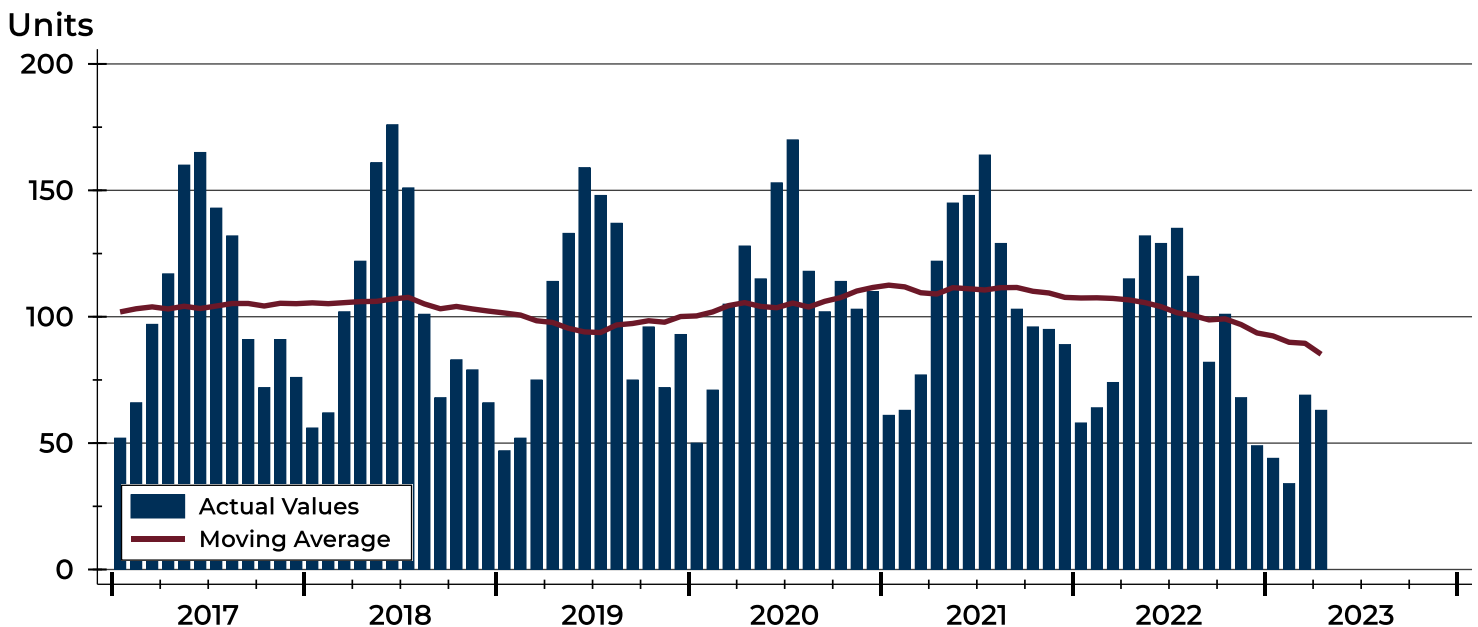
# City of Lawrence Closed Listings Analysis

Summary Statistics for Closed Listings		2023	April 2022	Change	2023	Year-to-Date 2022	Change
Closed Listings		63	115	-45.2%	210	311	-32.5%
Volume (1,000s)		22,488	39,388	-42.9%	68,345	98,264	-30.4%
Months' Supply		1.3	0.7	85.7%	N/A	N/A	N/A
Average	Sale Price	356,946	342,504	4.2%	325,454	315,962	3.0%
	Days on Market	8	14	-42.9%	23	17	35.3%
	Percent of List	101.6%	103.6%	-1.9%	100.1%	101.9%	-1.8%
	Percent of Original	101.5%	103.1%	-1.6%	99.6%	101.5%	-1.9%
Median	Sale Price	275,000	318,000	-13.5%	282,500	300,000	-5.8%
	Days on Market	3	4	-25.0%	5	4	25.0%
	Percent of List	100.2%	100.4%	-0.2%	100.0%	100.0%	0.0%
	Percent of Original	100.2%	100.4%	-0.2%	100.0%	100.0%	0.0%

A total of 63 homes sold in the City of Lawrence in April, down from 115 units in April 2022. Total sales volume fell to \$22.5 million compared to \$39.4 million in the previous year.

The median sales price in April was \$275,000, down 13.5% compared to the prior year. Median days on market was 3 days, down from 5 days in March, and down from 4 in April 2022.

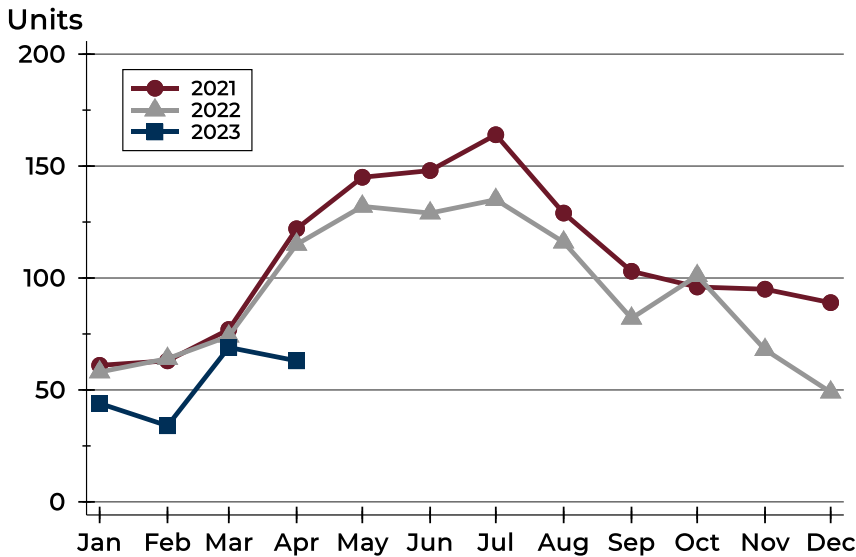
## History of Closed Listings





## City of Lawrence Closed Listings Analysis

### Closed Listings by Month



Month	2021	2022	2023
January	61	58	44
February	63	64	34
March	77	74	69
April	122	115	63
May	145	132	
June	148	129	
July	164	135	
August	129	116	
September	103	82	
October	96	101	
November	95	68	
December	89	49	

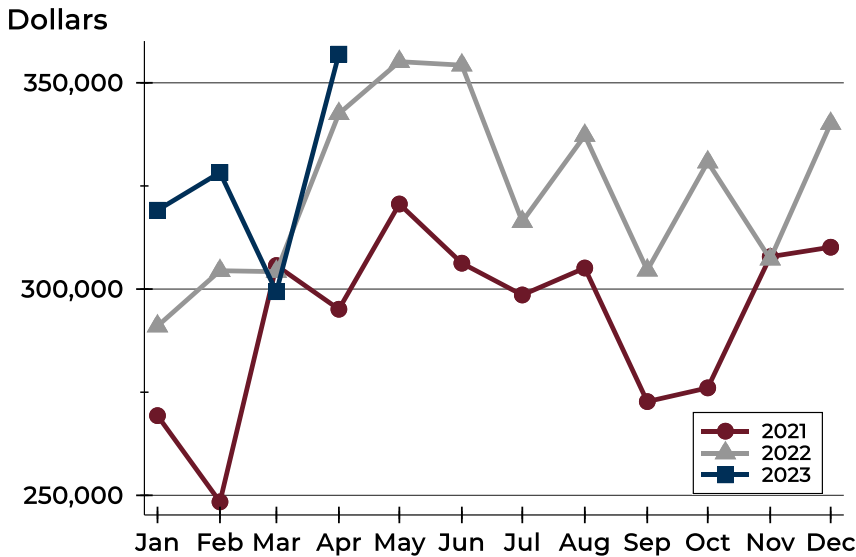
### Closed Listings by Price Range

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	2	3.2%	7.5	92,500	92,500	10	10	100.1%	100.1%	100.1%	100.1%
\$100,000-\$149,999	3	4.8%	1.8	115,667	110,000	2	2	94.0%	97.7%	94.0%	97.7%
\$150,000-\$199,999	7	11.1%	0.3	179,651	179,000	2	2	104.9%	102.7%	104.9%	102.7%
\$200,000-\$249,999	13	20.6%	0.4	227,538	225,000	5	3	103.1%	103.0%	103.1%	103.0%
\$250,000-\$299,999	12	19.0%	0.6	273,542	274,750	9	3	103.2%	103.4%	102.9%	103.4%
\$300,000-\$349,999	7	11.1%	1.1	321,486	320,600	8	3	101.4%	100.0%	101.3%	100.2%
\$350,000-\$399,999	4	6.3%	1.4	389,750	393,500	8	3	102.9%	101.3%	102.2%	100.7%
\$400,000-\$449,999	3	4.8%	1.3	438,417	436,250	17	9	99.4%	99.1%	99.4%	99.1%
\$450,000-\$499,999	4	6.3%	1.9	485,250	490,000	27	10	99.0%	99.5%	99.5%	100.5%
\$500,000-\$599,999	2	3.2%	3.4	549,450	549,450	8	8	100.0%	100.0%	100.0%	100.0%
\$600,000-\$749,999	2	3.2%	2.2	689,000	689,000	6	6	100.0%	100.0%	100.0%	100.0%
\$750,000-\$999,999	1	1.6%	2.1	820,000	820,000	7	7	99.4%	99.4%	99.4%	99.4%
\$1,000,000 and up	3	4.8%	4.5	1,365,000	1,495,000	12	2	97.1%	99.7%	97.1%	99.7%



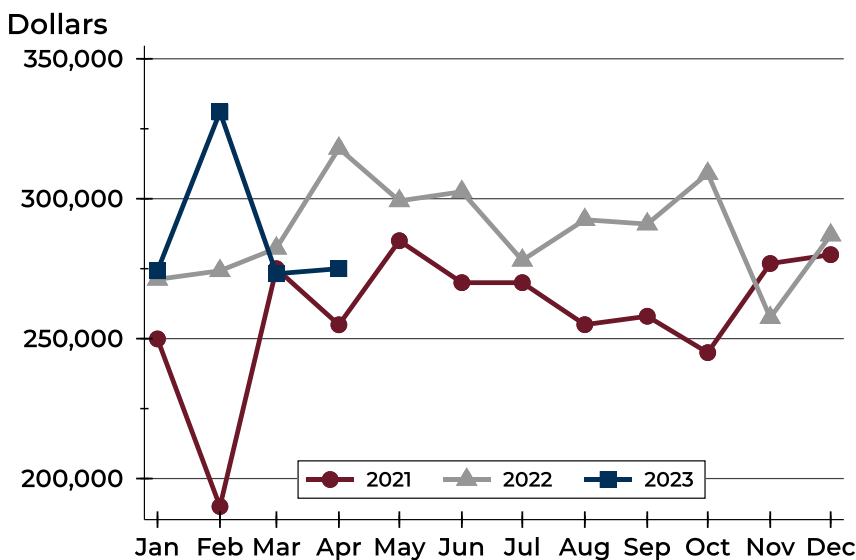
# City of Lawrence Closed Listings Analysis

## Average Price



Month	2021	2022	2023
January	269,320	291,023	319,116
February	248,417	304,454	328,257
March	305,705	304,215	299,360
April	295,115	342,504	356,946
May	320,621	355,125	
June	306,274	354,276	
July	298,573	316,345	
August	305,107	337,220	
September	272,728	304,560	
October	276,053	330,782	
November	307,845	307,240	
December	310,146	340,120	

## Median Price

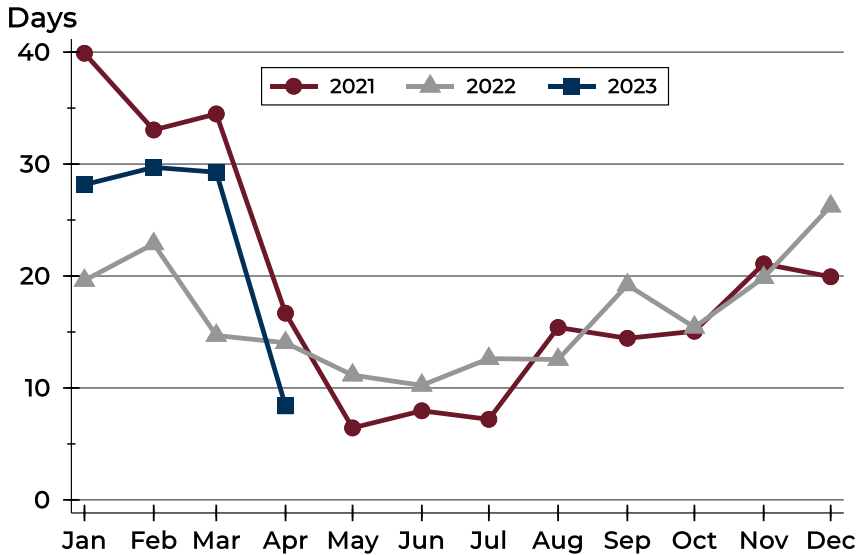


Month	2021	2022	2023
January	249,900	271,200	274,250
February	190,000	274,250	331,000
March	275,000	282,300	273,200
April	254,950	318,000	275,000
May	285,000	299,243	
June	270,000	302,500	
July	270,000	278,000	
August	255,000	292,500	
September	258,000	290,950	
October	245,000	309,000	
November	276,850	257,500	
December	280,000	287,000	



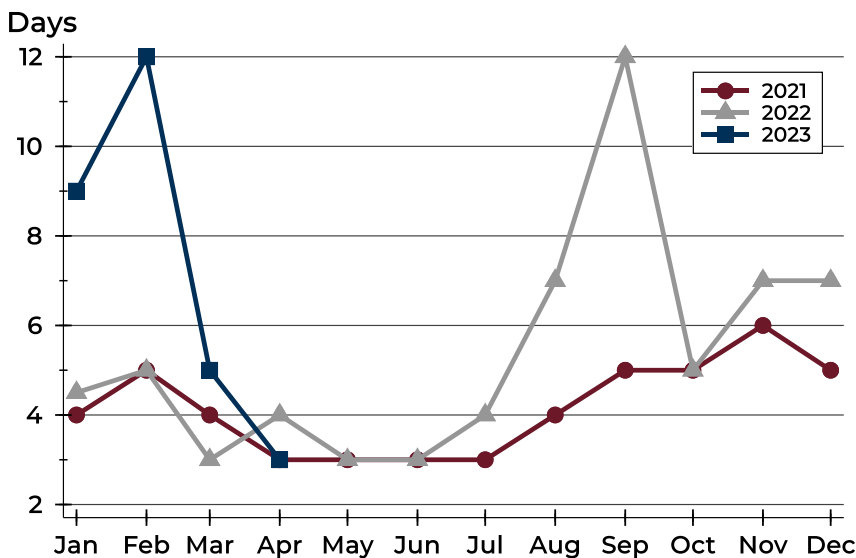
# City of Lawrence Closed Listings Analysis

## Average DOM



Month	2021	2022	2023
January	40	20	28
February	33	23	30
March	34	15	29
April	17	14	8
May	6	11	
June	8	10	
July	7	13	
August	15	13	
September	14	19	
October	15	15	
November	21	20	
December	20	26	

## Median DOM



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



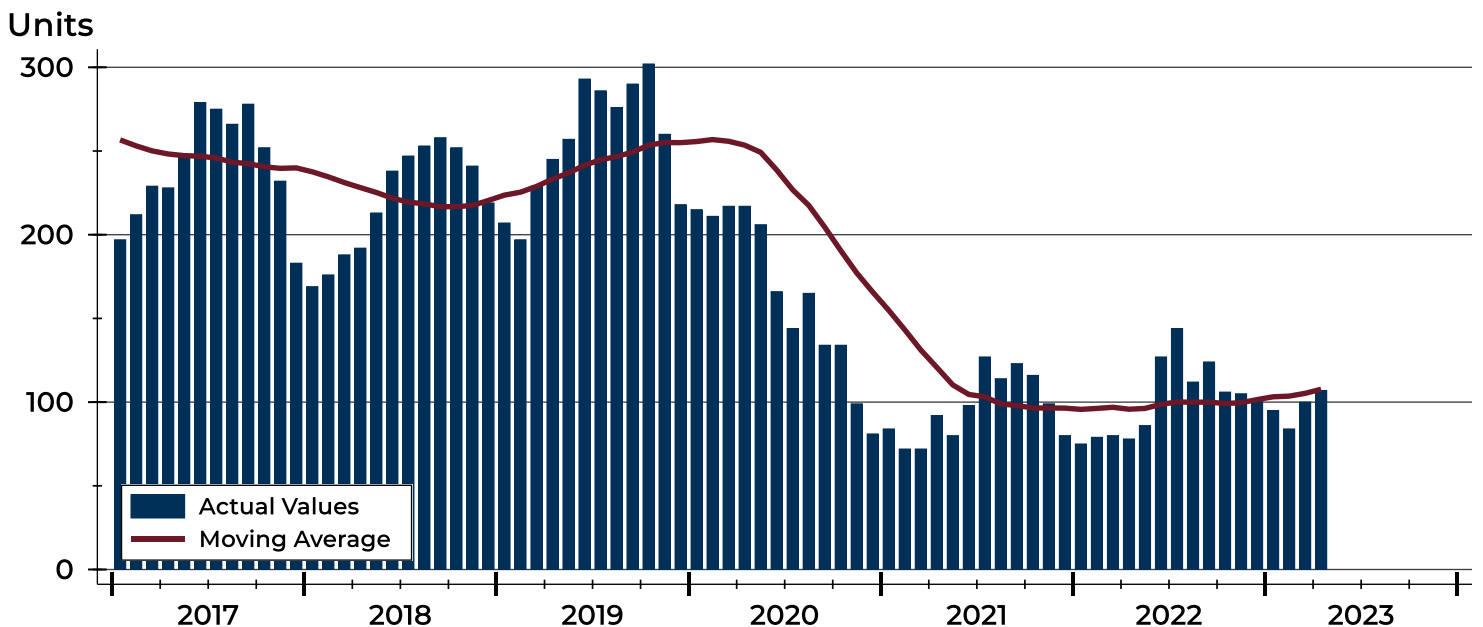
# City of Lawrence Active Listings Analysis

Summary Statistics for Active Listings		2023	End of April 2022	Change
Active Listings		107	78	37.2%
Volume (1,000s)		43,459	28,437	52.8%
Months' Supply		1.3	0.7	85.7%
Average	List Price	406,161	364,571	11.4%
	Days on Market	56	50	12.0%
	Percent of Original	98.0%	98.4%	-0.4%
Median	List Price	389,000	344,750	12.8%
	Days on Market	31	25	24.0%
	Percent of Original	100.0%	100.0%	0.0%

A total of 107 homes were available for sale in the City of Lawrence at the end of April. This represents a 1.3 months' supply of active listings.

The median list price of homes on the market at the end of April was \$389,000, up 12.8% from 2022. The typical time on market for active listings was 31 days, up from 25 days a year earlier.

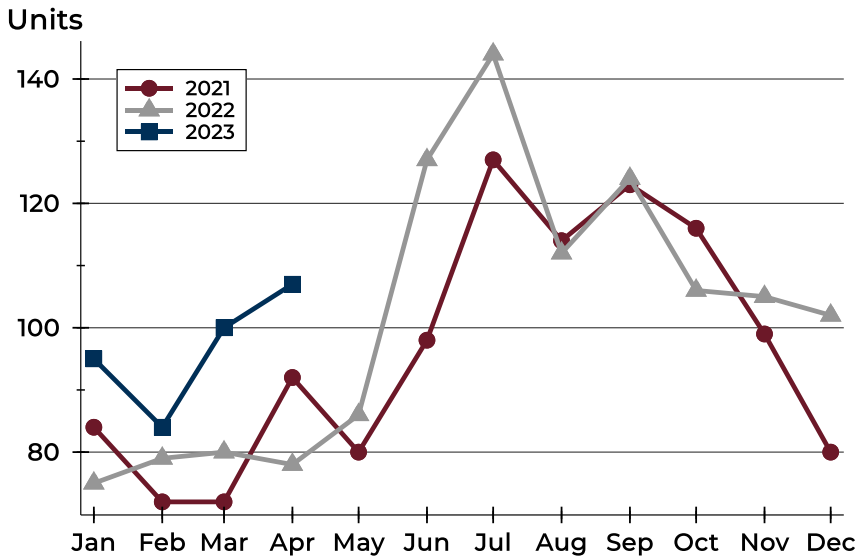
## History of Active Listings





## City of Lawrence Active Listings Analysis

### Active Listings by Month



Month	2021	2022	2023
January	84	75	95
February	72	79	84
March	72	80	100
April	92	78	107
May	80	86	
June	98	127	
July	127	144	
August	114	112	
September	123	124	
October	116	106	
November	99	105	
December	80	102	

### Active Listings by Price Range

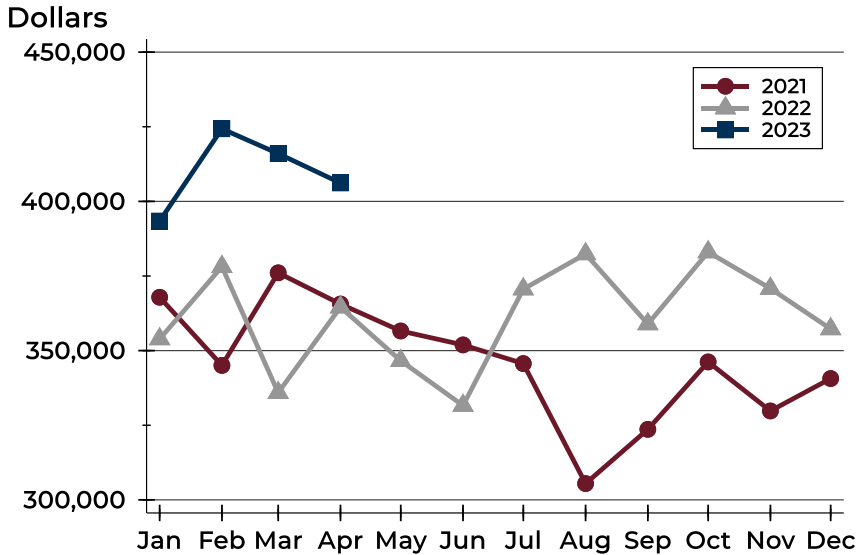
Price Range	Active Listings Number	Active Listings Percent	Months' Supply	List Price Average	List Price Median	Days on Market Avg.	Days on Market Med.	Price as % of Orig. Avg.	Price as % of Orig. Med.
Below \$50,000	7	6.5%	N/A	1,592	1,250	34	34	100.0%	100.0%
\$50,000-\$99,999	5	4.7%	7.5	82,924	83,500	51	14	94.2%	100.0%
\$100,000-\$149,999	7	6.5%	1.8	129,514	129,900	43	25	95.4%	100.0%
\$150,000-\$199,999	3	2.8%	0.3	171,567	174,900	60	70	95.8%	100.0%
\$200,000-\$249,999	6	5.6%	0.4	237,050	243,750	39	19	100.2%	100.0%
\$250,000-\$299,999	9	8.4%	0.6	277,056	274,900	13	4	99.2%	100.0%
\$300,000-\$349,999	12	11.2%	1.1	330,317	332,000	25	19	99.6%	100.0%
\$350,000-\$399,999	10	9.3%	1.4	382,340	389,450	33	22	99.5%	100.0%
\$400,000-\$449,999	7	6.5%	1.3	426,500	429,900	58	28	98.7%	98.9%
\$450,000-\$499,999	10	9.3%	1.9	474,270	474,950	53	20	99.1%	100.0%
\$500,000-\$599,999	18	16.8%	3.4	562,397	567,500	87	66	98.4%	100.0%
\$600,000-\$749,999	7	6.5%	2.2	684,114	690,000	131	101	96.9%	100.0%
\$750,000-\$999,999	3	2.8%	2.1	923,000	975,000	60	60	91.7%	88.6%
\$1,000,000 and up	3	2.8%	4.5	1,500,000	1,500,000	150	201	89.6%	100.0%





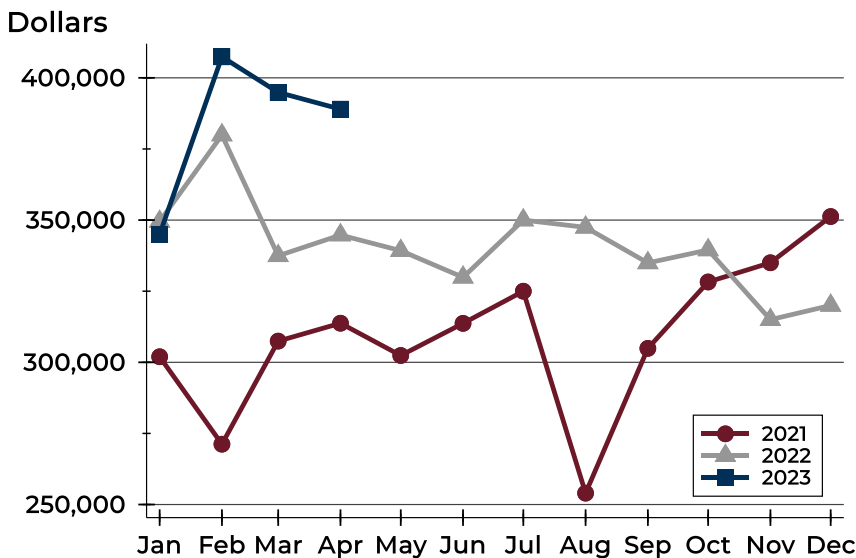
# City of Lawrence Active Listings Analysis

## Average Price



Month	2021	2022	2023
January	367,887	353,910	393,434
February	345,051	378,114	424,319
March	376,063	335,920	416,016
April	365,613	364,571	406,161
May	356,591	346,614	
June	351,923	331,603	
July	345,664	370,614	
August	305,460	382,390	
September	323,634	358,932	
October	346,221	383,034	
November	329,796	370,811	
December	340,652	357,261	

## Median Price

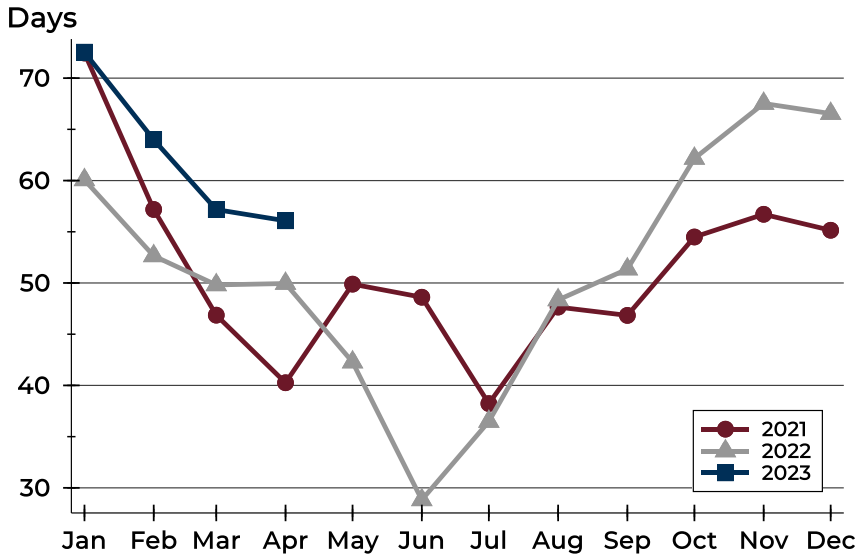


Month	2021	2022	2023
January	301,950	349,500	345,000
February	271,225	379,900	407,400
March	307,450	337,450	394,900
April	313,750	344,750	389,000
May	302,400	339,250	
June	313,700	329,900	
July	325,000	350,000	
August	254,000	347,450	
September	304,900	334,950	
October	328,250	339,500	
November	335,000	315,000	
December	351,250	320,000	



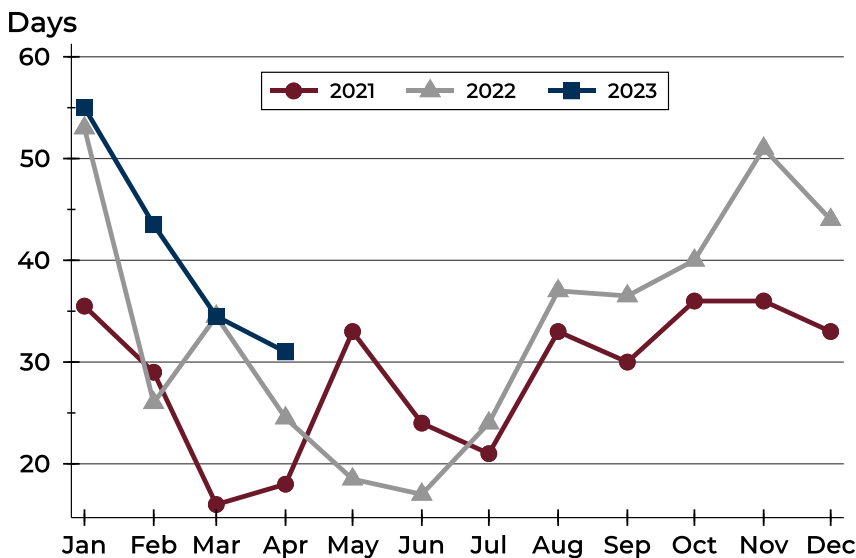
# City of Lawrence Active Listings Analysis

## Average DOM



Month	2021	2022	2023
January	72	60	73
February	57	53	64
March	47	50	57
April	40	50	56
May	50	42	
June	49	29	
July	38	36	
August	48	48	
September	47	51	
October	54	62	
November	57	68	
December	55	67	

## Median DOM

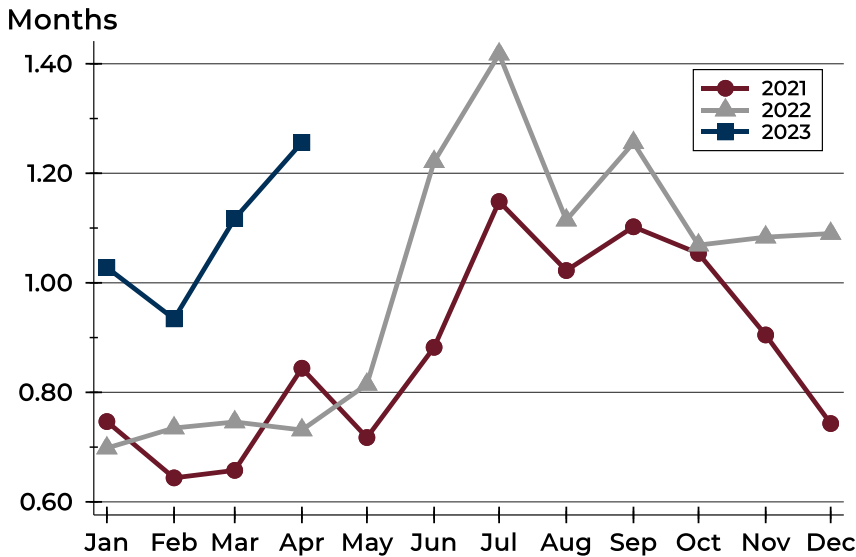


Month	2021	2022	2023
January	36	53	55
February	29	26	44
March	16	35	35
April	18	25	31
May	33	19	
June	24	17	
July	21	24	
August	33	37	
September	30	37	
October	36	40	
November	36	51	
December	33	44	



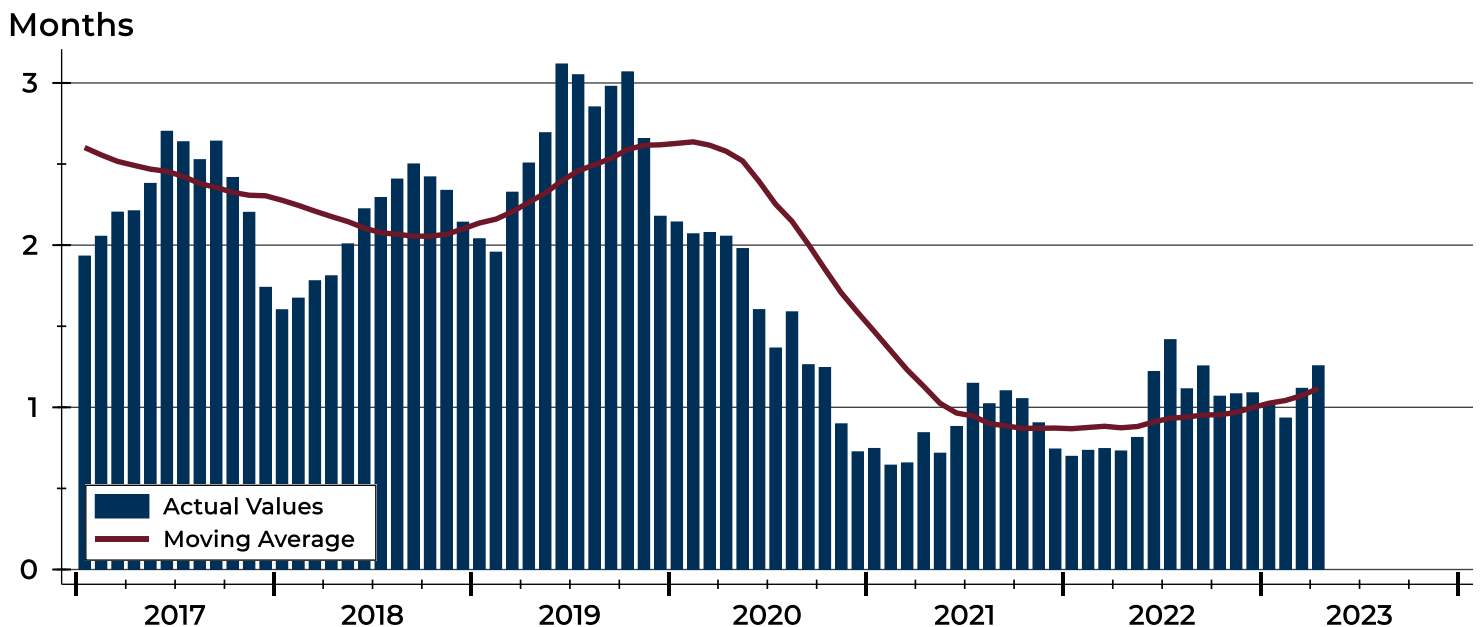
# City of Lawrence Months' Supply Analysis

## 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	1.3
May	0.7	0.8	
June	0.9	1.2	
July	1.1	1.4	
August	1.0	1.1	
September	1.1	1.3	
October	1.1	1.1	
November	0.9	1.1	
December	0.7	1.1	

## History of Month's Supply





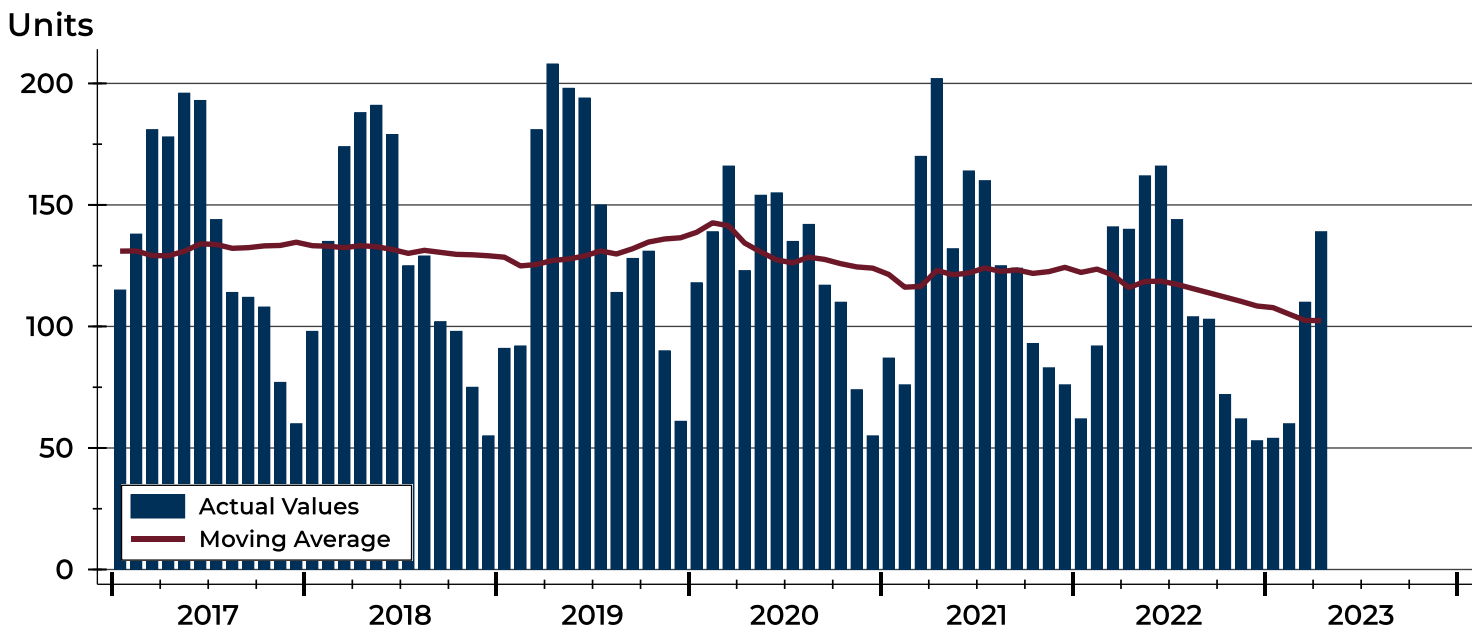
# City of Lawrence New Listings Analysis

Summary Statistics for New Listings		2023	April 2022	Change
Current Month	New Listings	139	140	-0.7%
	Volume (1,000s)	48,235	47,247	2.1%
	Average List Price	347,016	337,476	2.8%
	Median List Price	325,000	293,000	10.9%
Year-to-Date	New Listings	363	435	-16.6%
	Volume (1,000s)	124,679	143,045	-12.8%
	Average List Price	343,469	328,839	4.4%
	Median List Price	319,900	299,900	6.7%

A total of 139 new listings were added in the City of Lawrence during April, down 0.7% from the same month in 2022. Year-to-date the City of Lawrence has seen 363 new listings.

The median list price of these homes was \$325,000 up from \$293,000 in 2022.

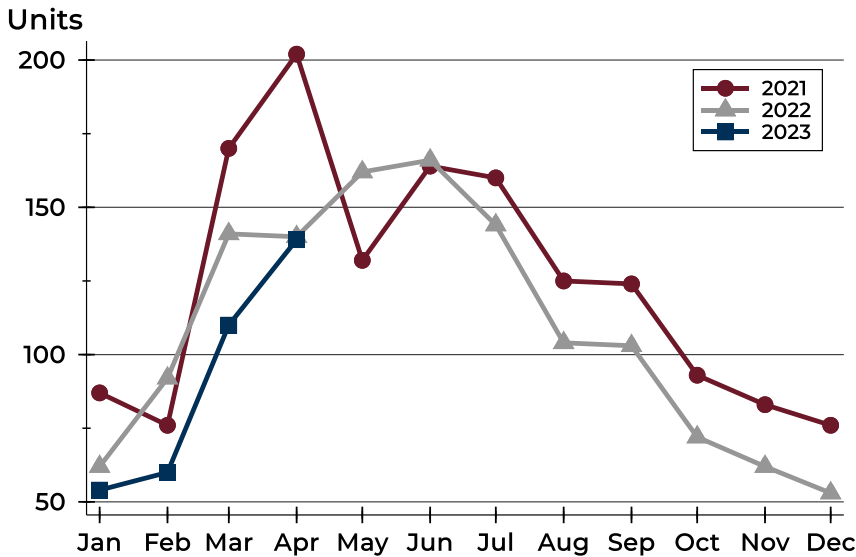
## History of New Listings





## City of Lawrence New Listings Analysis

### New Listings by Month



Month	2021	2022	2023
January	87	62	54
February	76	92	60
March	170	141	110
April	202	140	139
May	132	162	
June	164	166	
July	160	144	
August	125	104	
September	124	103	
October	93	72	
November	83	62	
December	76	53	

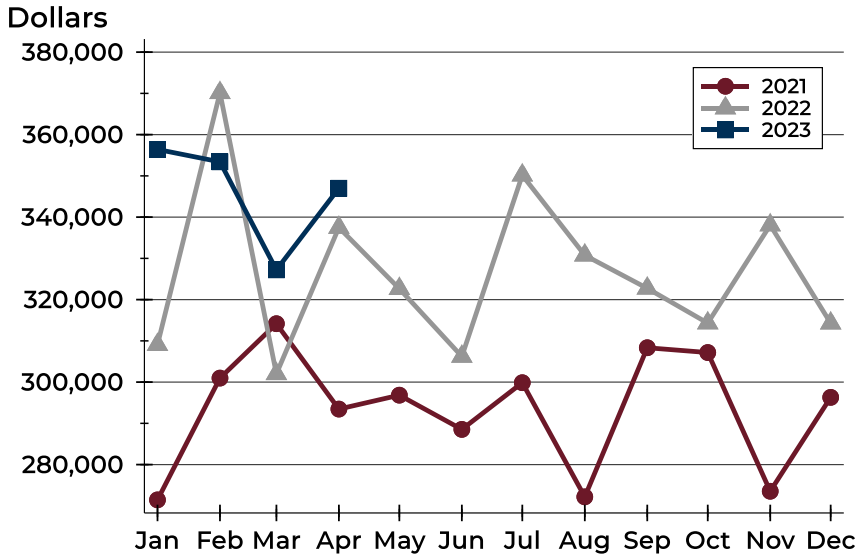
### New Listings by Price Range

Price Range	New Listings		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$50,000	1	0.7%	1,450	1,450	37	37	100.0%	100.0%
\$50,000-\$99,999	3	2.2%	87,967	95,000	9	4	101.4%	100.0%
\$100,000-\$149,999	3	2.2%	128,267	130,000	5	5	99.2%	100.0%
\$150,000-\$199,999	7	5.0%	172,843	179,900	5	1	104.5%	100.0%
\$200,000-\$249,999	18	12.9%	232,850	239,450	3	3	101.4%	100.0%
\$250,000-\$299,999	26	18.7%	274,288	269,950	6	3	99.7%	100.0%
\$300,000-\$349,999	24	17.3%	327,554	325,000	8	4	100.4%	100.0%
\$350,000-\$399,999	21	15.1%	382,224	385,000	9	4	99.8%	100.0%
\$400,000-\$449,999	7	5.0%	422,829	425,000	13	9	100.4%	100.0%
\$450,000-\$499,999	11	7.9%	478,864	475,000	11	8	99.8%	100.0%
\$500,000-\$599,999	10	7.2%	566,305	549,950	8	6	99.6%	100.0%
\$600,000-\$749,999	7	5.0%	639,286	625,000	10	4	99.1%	100.0%
\$750,000-\$999,999	1	0.7%	799,000	799,000	6	6	100.0%	100.0%
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



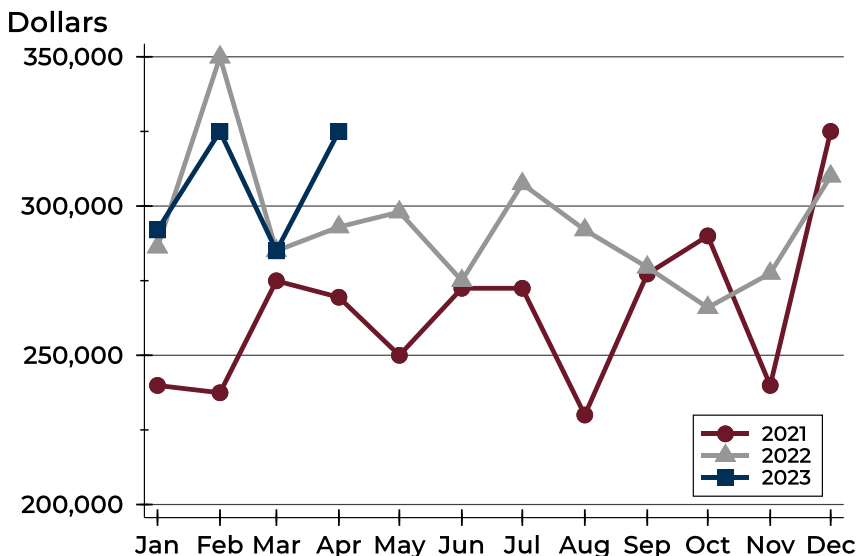
# City of Lawrence New Listings Analysis

## Average Price



Month	2021	2022	2023
January	271,450	309,069	356,419
February	300,975	370,146	353,403
March	314,158	302,005	327,210
April	293,463	337,476	347,016
May	296,834	322,653	
June	288,542	306,220	
July	299,860	350,165	
August	272,188	330,760	
September	308,336	322,739	
October	307,168	314,309	
November	273,545	338,067	
December	296,310	314,283	

## Median Price



Month	2021	2022	2023
January	239,900	286,250	292,000
February	237,450	349,900	325,000
March	274,950	285,000	285,000
April	269,450	293,000	325,000
May	250,000	298,000	
June	272,450	275,000	
July	272,450	307,450	
August	230,000	292,000	
September	277,250	279,500	
October	290,000	265,975	
November	239,900	277,450	
December	325,000	310,000	



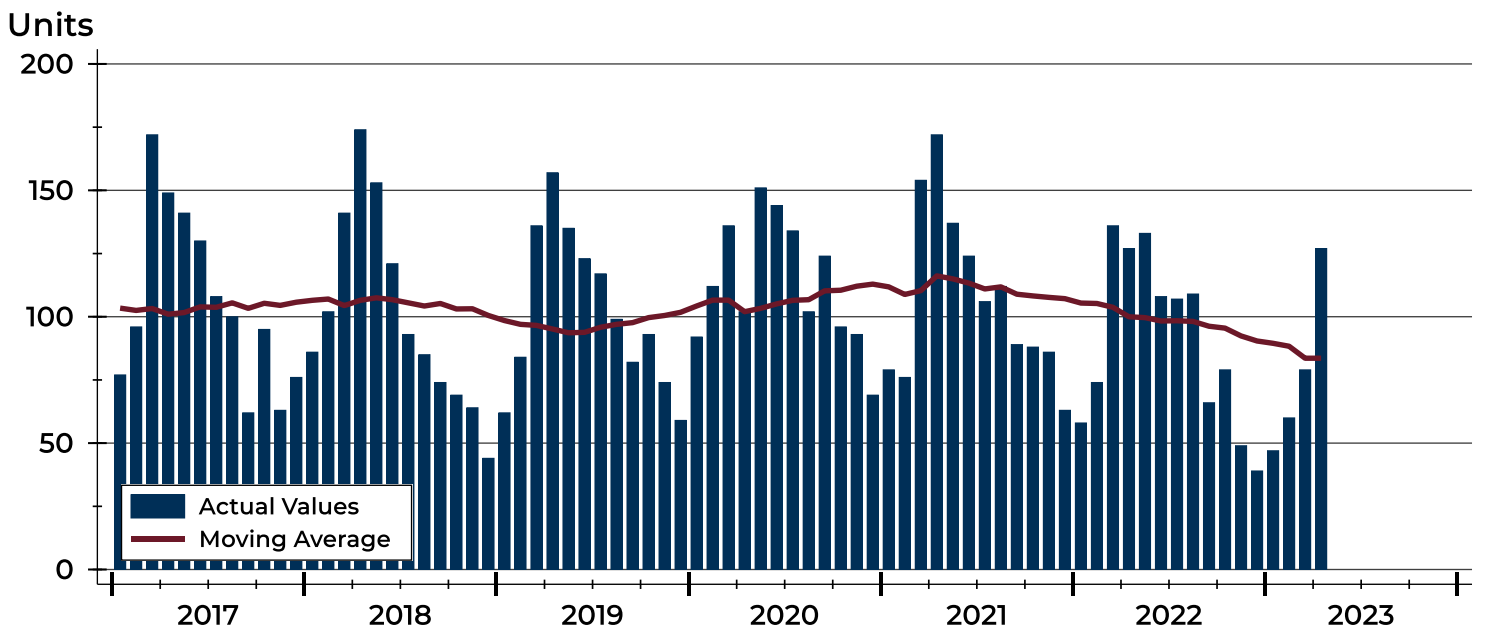
# City of Lawrence Contracts Written Analysis

Summary Statistics for Contracts Written		2023	April 2022	Change	Year-to-Date		
		2023	2022		2023	2022	Change
Contracts Written		127	127	0.0%	313	395	-20.8%
Volume (1,000s)		44,389	41,779	6.2%	106,705	130,848	-18.5%
Average	Sale Price	349,517	328,966	6.2%	340,912	331,262	2.9%
	Days on Market	10	11	-9.1%	17	14	21.4%
	Percent of Original	100.3%	104.5%	-4.0%	99.9%	103.3%	-3.3%
Median	Sale Price	320,000	275,000	16.4%	299,900	295,000	1.7%
	Days on Market	3	3	0.0%	4	3	33.3%
	Percent of Original	100.0%	104.2%	-4.0%	100.0%	100.8%	-0.8%

A total of 127 contracts for sale were written in the City of Lawrence during the month of April, the same as in 2022. The median list price of these homes was \$320,000, up from \$275,000 the prior year.

Half of the homes that went under contract in April were on the market less than 3 days, compared to 3 days in April 2022.

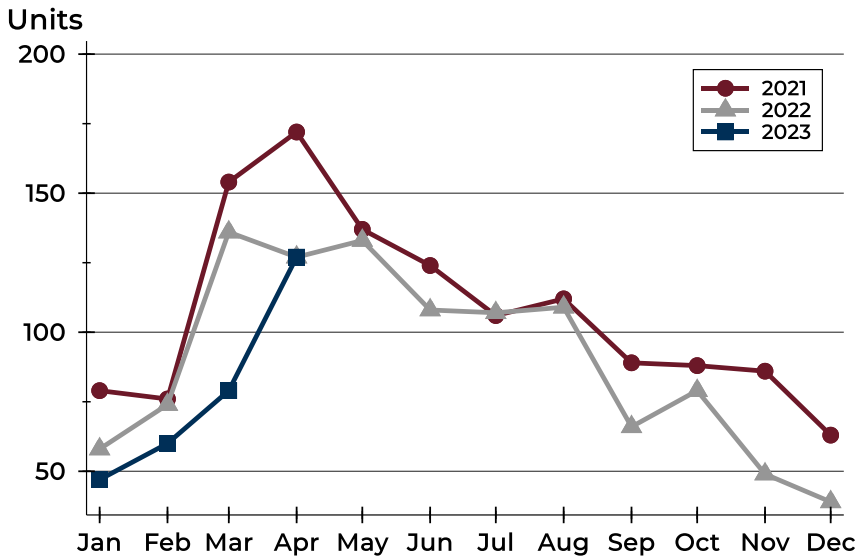
## History of Contracts Written





## City of Lawrence Contracts Written Analysis

### Contracts Written by Month



Month	2021	2022	2023
January	79	58	47
February	76	74	60
March	154	136	79
April	172	127	127
May	137	133	
June	124	108	
July	106	107	
August	112	109	
September	89	66	
October	88	79	
November	86	49	
December	63	39	

### Contracts Written by Price Range

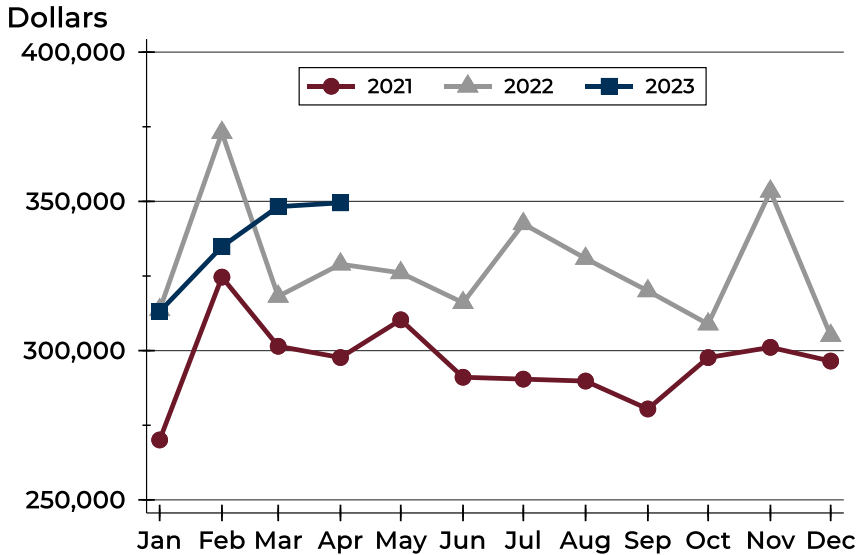
Price Range	Contracts Written		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$50,000	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$50,000-\$99,999	2	1.6%	94,450	94,450	3	3	105.6%	105.6%
\$100,000-\$149,999	6	4.7%	130,450	134,950	5	4	99.6%	100.0%
\$150,000-\$199,999	6	4.7%	171,667	175,000	2	1	105.3%	103.3%
\$200,000-\$249,999	20	15.7%	232,240	239,000	8	3	101.2%	100.0%
\$250,000-\$299,999	24	18.9%	276,121	276,000	7	3	99.8%	100.0%
\$300,000-\$349,999	17	13.4%	325,912	325,000	3	2	100.8%	100.0%
\$350,000-\$399,999	19	15.0%	381,726	385,000	7	3	99.3%	100.0%
\$400,000-\$449,999	6	4.7%	423,300	422,500	19	12	98.0%	100.0%
\$450,000-\$499,999	8	6.3%	485,538	489,900	29	3	100.0%	100.0%
\$500,000-\$599,999	9	7.1%	562,128	549,900	9	7	99.6%	100.0%
\$600,000-\$749,999	8	6.3%	652,981	642,450	29	4	99.5%	100.0%
\$750,000-\$999,999	2	1.6%	807,500	807,500	42	42	97.9%	97.9%
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A





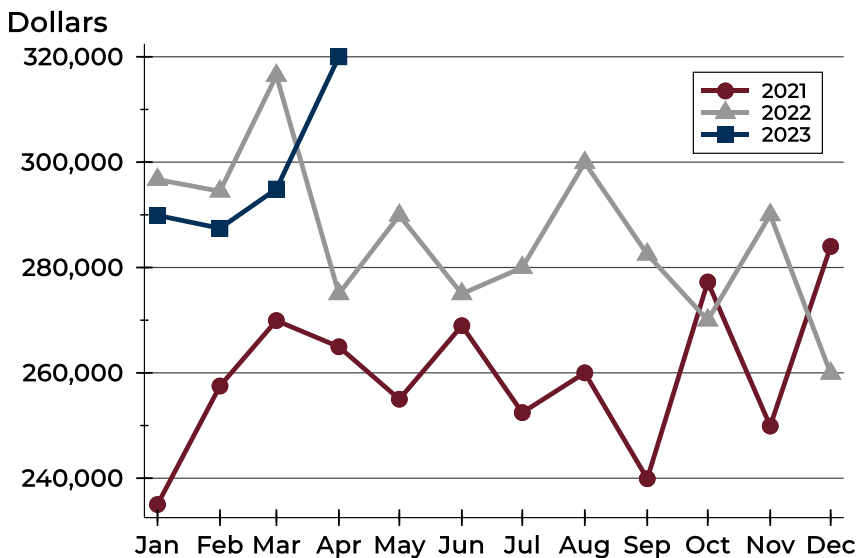
# City of Lawrence Contracts Written Analysis

## Average Price



Month	2021	2022	2023
January	270,075	313,674	313,083
February	324,637	373,052	334,858
March	301,464	318,167	348,233
April	297,692	328,966	349,517
May	310,322	326,059	
June	291,092	316,044	
July	290,450	342,488	
August	289,806	330,861	
September	280,458	320,001	
October	297,672	308,888	
November	301,109	353,371	
December	296,505	305,041	

## Median Price

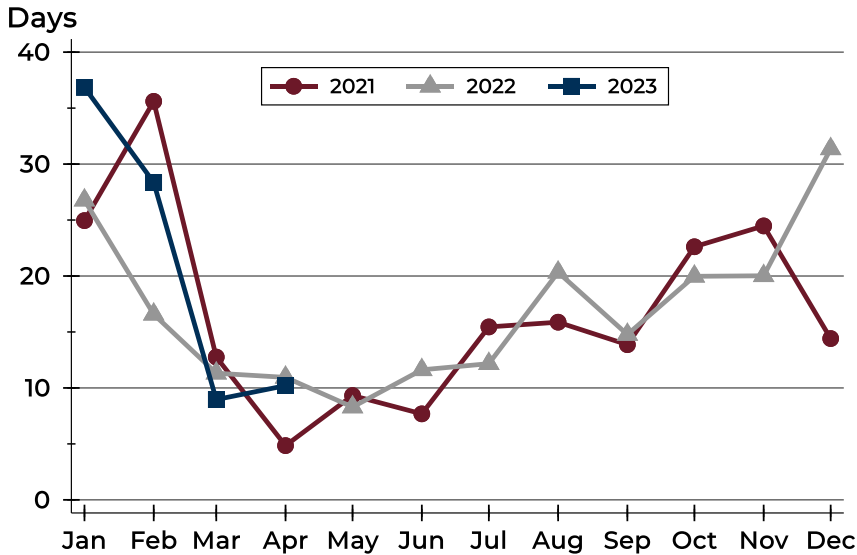


Month	2021	2022	2023
January	235,000	296,700	289,900
February	257,500	294,475	287,450
March	269,925	316,450	294,900
April	264,950	275,000	320,000
May	255,000	289,900	
June	268,950	275,000	
July	252,450	280,000	
August	260,000	299,900	
September	239,900	282,500	
October	277,250	270,000	
November	249,900	290,000	
December	284,000	259,900	



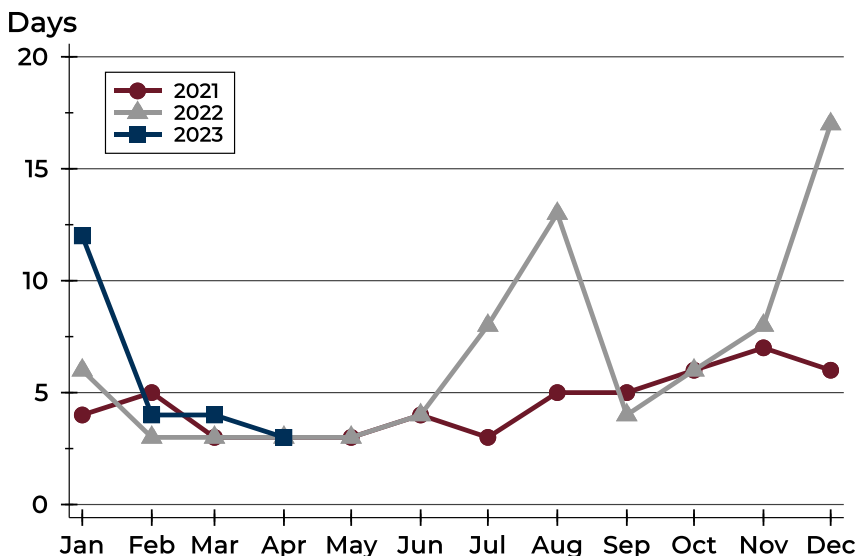
## City of Lawrence Contracts Written Analysis

### Average DOM



Month	2021	2022	2023
January	25	27	37
February	36	17	28
March	13	11	9
April	5	11	10
May	9	8	
June	8	12	
July	15	12	
August	16	20	
September	14	15	
October	23	20	
November	24	20	
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	
June	4	4	
July	3	8	
August	5	13	
September	5	4	
October	6	6	
November	7	8	
December	6	17	



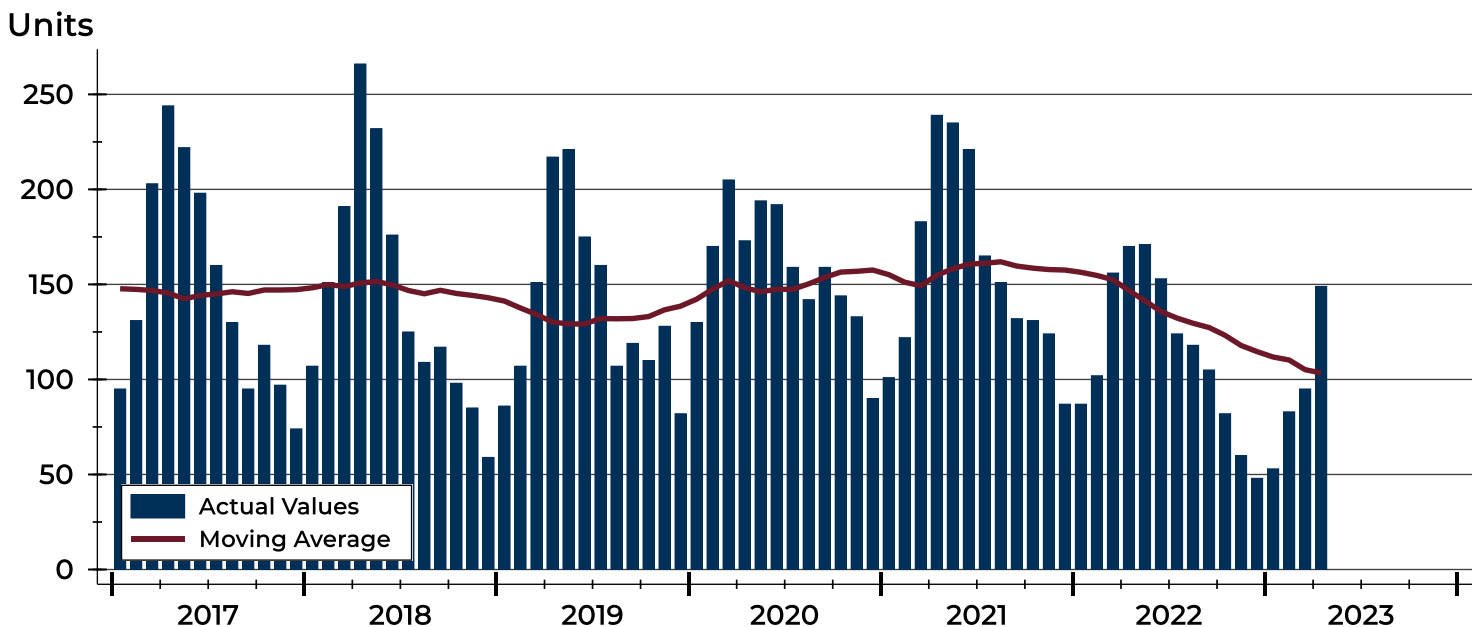
# City of Lawrence Pending Contracts Analysis

Summary Statistics for Pending Contracts		2023	End of April 2022	Change
Pending Contracts		149	170	-12.4%
Volume (1,000s)		54,647	57,883	-5.6%
Average	List Price	366,757	340,485	7.7%
	Days on Market	17	14	21.4%
	Percent of Original	99.6%	99.8%	-0.2%
Median	List Price	335,000	300,000	11.7%
	Days on Market	4	4	0.0%
	Percent of Original	100.0%	100.0%	0.0%

A total of 149 listings in the City of Lawrence had contracts pending at the end of April, down from 170 contracts pending at the end of April 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.

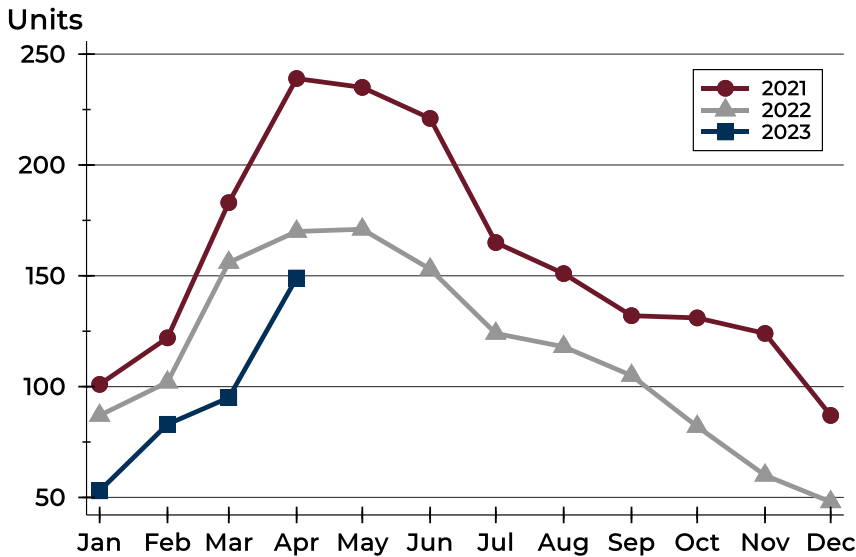
## History of Pending Contracts





## City of Lawrence Pending Contracts Analysis

### Pending Contracts by Month



Month	2021	2022	2023
January	101	87	53
February	122	102	83
March	183	156	95
April	239	170	149
May	235	171	
June	221	153	
July	165	124	
August	151	118	
September	132	105	
October	131	82	
November	124	60	
December	87	48	

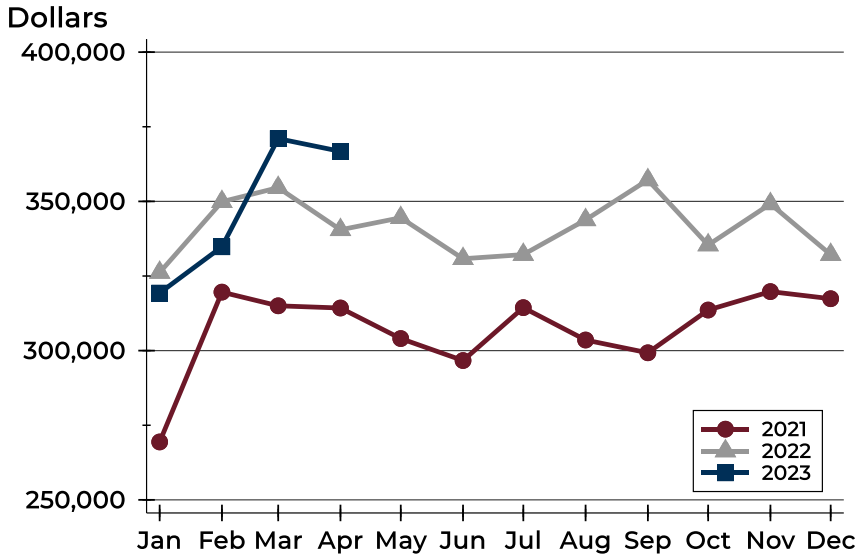
### Pending Contracts by Price Range

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	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$100,000-\$149,999	7	4.7%	130,236	139,900	19	3	98.2%	100.0%
\$150,000-\$199,999	10	6.7%	177,460	175,000	15	4	98.9%	100.0%
\$200,000-\$249,999	18	12.1%	229,761	233,500	3	3	100.0%	100.0%
\$250,000-\$299,999	28	18.8%	278,254	281,000	7	3	99.7%	100.0%
\$300,000-\$349,999	19	12.8%	329,074	329,900	10	4	100.0%	100.0%
\$350,000-\$399,999	21	14.1%	380,371	380,000	6	3	99.3%	100.0%
\$400,000-\$449,999	7	4.7%	431,257	425,000	13	4	98.0%	100.0%
\$450,000-\$499,999	15	10.1%	481,193	489,900	72	6	100.0%	100.0%
\$500,000-\$599,999	9	6.0%	554,350	549,900	11	7	99.6%	100.0%
\$600,000-\$749,999	12	8.1%	663,146	662,450	23	4	100.2%	100.0%
\$750,000-\$999,999	3	2.0%	870,000	815,000	30	11	98.6%	100.0%
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



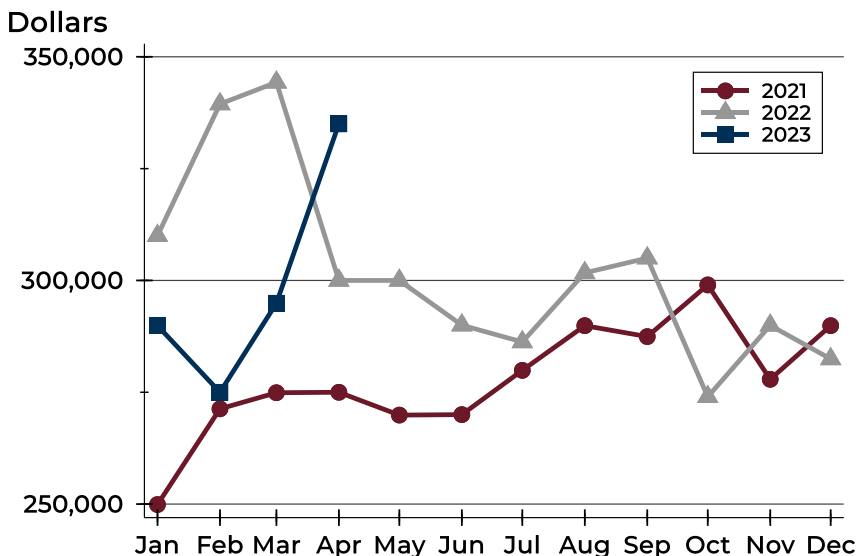
# City of Lawrence Pending Contracts Analysis

## Average Price



Month	2021	2022	2023
January	269,413	326,176	319,303
February	319,605	349,894	334,790
March	315,023	354,598	371,024
April	314,285	340,485	366,757
May	304,048	344,523	
June	296,684	330,793	
July	314,396	332,179	
August	303,562	343,818	
September	299,276	357,188	
October	313,606	335,385	
November	319,781	349,171	
December	317,398	332,166	

## Median Price

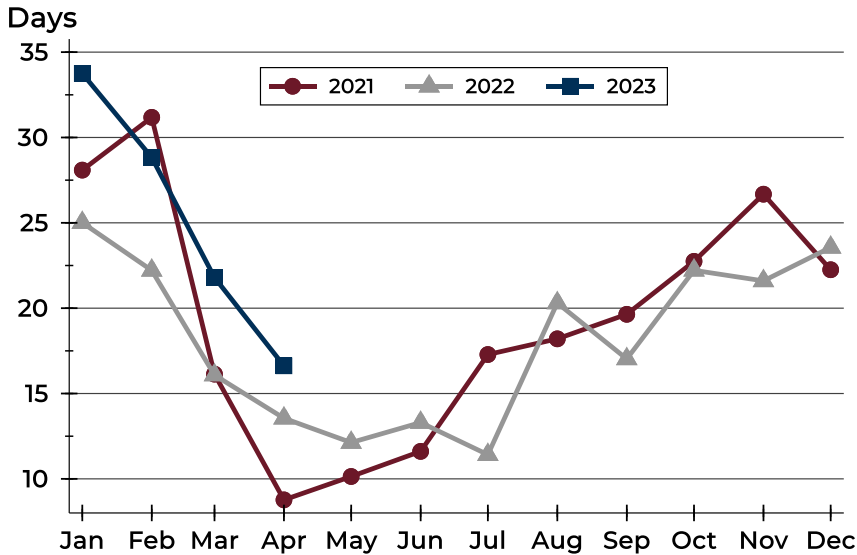


Month	2021	2022	2023
January	249,900	310,000	289,900
February	271,300	339,450	275,000
March	274,900	344,300	294,900
April	275,000	300,000	335,000
May	269,900	300,000	
June	270,000	290,000	
July	279,900	286,250	
August	289,900	301,700	
September	287,450	305,000	
October	299,000	274,000	
November	277,900	289,950	
December	289,900	282,450	



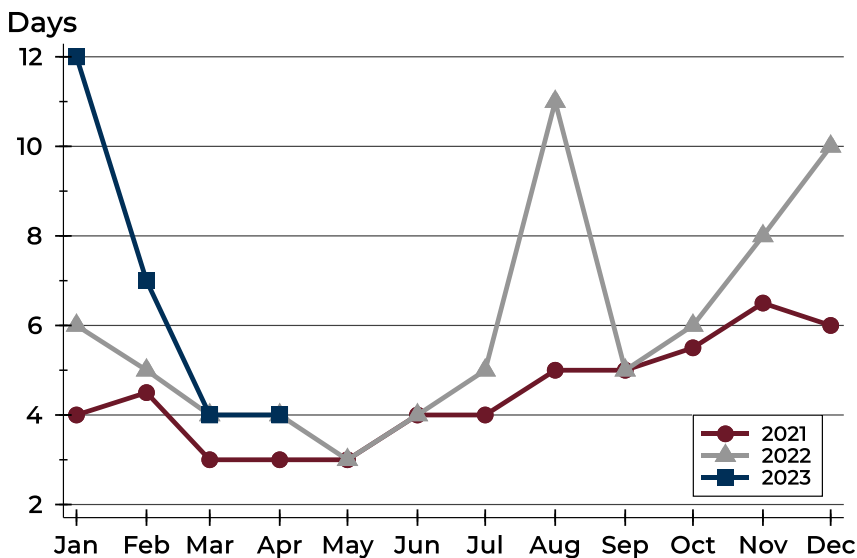
## City of Lawrence Pending Contracts Analysis

### 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	
June	12	13	
July	17	11	
August	18	20	
September	20	17	
October	23	22	
November	27	22	
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	
June	4	4	
July	4	5	
August	5	11	
September	5	5	
October	6	6	
November	7	8	
December	6	10	