



**June  
2023**

# Lawrence MLS Statistics



LAWRENCE  
Board of REALTORS®

## City of Lawrence Housing Report



### Market Overview

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

Total home sales in the City of Lawrence fell last month to 117 units, compared to 129 units in June 2022. Total sales volume was \$39.0 million, down from a year earlier.

The median sale price in June was \$300,829, down from \$302,500 a year earlier. Homes that sold in June were typically on the market for 3 days and sold for 100.7% of their list prices.

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

The total number of active listings in the City of Lawrence at the end of June was 128 units, up from 127 at the same point in 2022. This represents a 1.5 months' supply of homes available for sale. The median list price of homes on the market at the end of June was \$389,950.

During June, a total of 77 contracts were written down from 108 in June 2022. At the end of the month, there were 101 contracts still pending.

### Report Contents

- Summary Statistics – Page 2
- Closed Listing Analysis – Page 3
- Active Listings Analysis – Page 7
- Months' Supply Analysis – Page 11
- New Listings Analysis – Page 12
- Contracts Written Analysis – Page 15
- Pending Contracts Analysis – Page 19

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**June  
2023**

# Lawrence MLS Statistics



LAWRENCE  
Board of REALTORS®

## City of Lawrence Summary Statistics

June MLS Statistics Three-year History		Current Month			Year-to-Date		
		2023	2022	2021	2023	2022	2021
<b>Home Sales</b>		<b>117</b>	<b>129</b>	<b>148</b>	<b>446</b>	<b>572</b>	<b>616</b>
Change from prior year		-9.3%	-12.8%	-3.3%	-22.0%	-7.1%	-1.0%
<b>Active Listings</b>		<b>128</b>	<b>127</b>	<b>98</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
Change from prior year		0.8%	29.6%	-41.0%			
<b>Months' Supply</b>		<b>1.5</b>	<b>1.2</b>	<b>0.9</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
Change from prior year		25.0%	33.3%	-43.8%			
<b>New Listings</b>		<b>119</b>	<b>166</b>	<b>164</b>	<b>599</b>	<b>763</b>	<b>831</b>
Change from prior year		-28.3%	1.2%	5.8%	-21.5%	-8.2%	-2.8%
<b>Contracts Written</b>		<b>77</b>	<b>108</b>	<b>124</b>	<b>489</b>	<b>636</b>	<b>742</b>
Change from prior year		-28.7%	-12.9%	-13.9%	-23.1%	-14.3%	0.7%
<b>Pending Contracts</b>		<b>101</b>	<b>153</b>	<b>221</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
Change from prior year		-34.0%	-30.8%	15.1%			
<b>Sales Volume (1,000s)</b>		<b>39,022</b>	<b>45,702</b>	<b>45,328</b>	<b>149,955</b>	<b>190,842</b>	<b>183,441</b>
Change from prior year		-14.6%	0.8%	17.3%	-21.4%	4.0%	19.0%
Average	<b>Sale Price</b>	<b>333,522</b>	<b>354,276</b>	<b>306,274</b>	<b>336,223</b>	<b>333,640</b>	<b>297,793</b>
	Change from prior year	-5.9%	15.7%	21.3%	0.8%	12.0%	20.2%
	<b>List Price of Actives</b>	<b>409,750</b>	<b>331,603</b>	<b>351,923</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
	Change from prior year	23.6%	-5.8%	-4.7%			
	<b>Days on Market</b>	<b>11</b>	<b>10</b>	<b>8</b>	<b>17</b>	<b>14</b>	<b>18</b>
Change from prior year	10.0%	25.0%	-76.5%	21.4%	-22.2%	-51.4%	
<b>Percent of List</b>	<b>102.5%</b>	<b>104.0%</b>	<b>103.0%</b>	<b>101.2%</b>	<b>102.9%</b>	<b>102.0%</b>	
Change from prior year	-1.4%	1.0%	3.1%	-1.7%	0.9%	2.8%	
<b>Percent of Original</b>	<b>101.9%</b>	<b>103.6%</b>	<b>102.5%</b>	<b>100.8%</b>	<b>102.6%</b>	<b>101.6%</b>	
Change from prior year	-1.6%	1.1%	3.9%	-1.8%	1.0%	3.6%	
Median	<b>Sale Price</b>	<b>300,829</b>	<b>302,500</b>	<b>270,000</b>	<b>300,000</b>	<b>300,000</b>	<b>264,900</b>
	Change from prior year	-0.6%	12.0%	13.2%	0.0%	13.3%	16.2%
	<b>List Price of Actives</b>	<b>389,950</b>	<b>329,900</b>	<b>313,700</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
	Change from prior year	18.2%	5.2%	-2.7%			
	<b>Days on Market</b>	<b>3</b>	<b>3</b>	<b>3</b>	<b>4</b>	<b>3</b>	<b>3</b>
Change from prior year	0.0%	0.0%	-62.5%	33.3%	0.0%	-62.5%	
<b>Percent of List</b>	<b>100.7%</b>	<b>102.9%</b>	<b>101.6%</b>	<b>100.0%</b>	<b>100.1%</b>	<b>100.0%</b>	
Change from prior year	-2.1%	1.3%	1.6%	-0.1%	0.1%	0.0%	
<b>Percent of Original</b>	<b>100.4%</b>	<b>102.6%</b>	<b>101.3%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	
Change from prior year	-2.1%	1.3%	1.3%	0.0%	0.0%	0.0%	

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



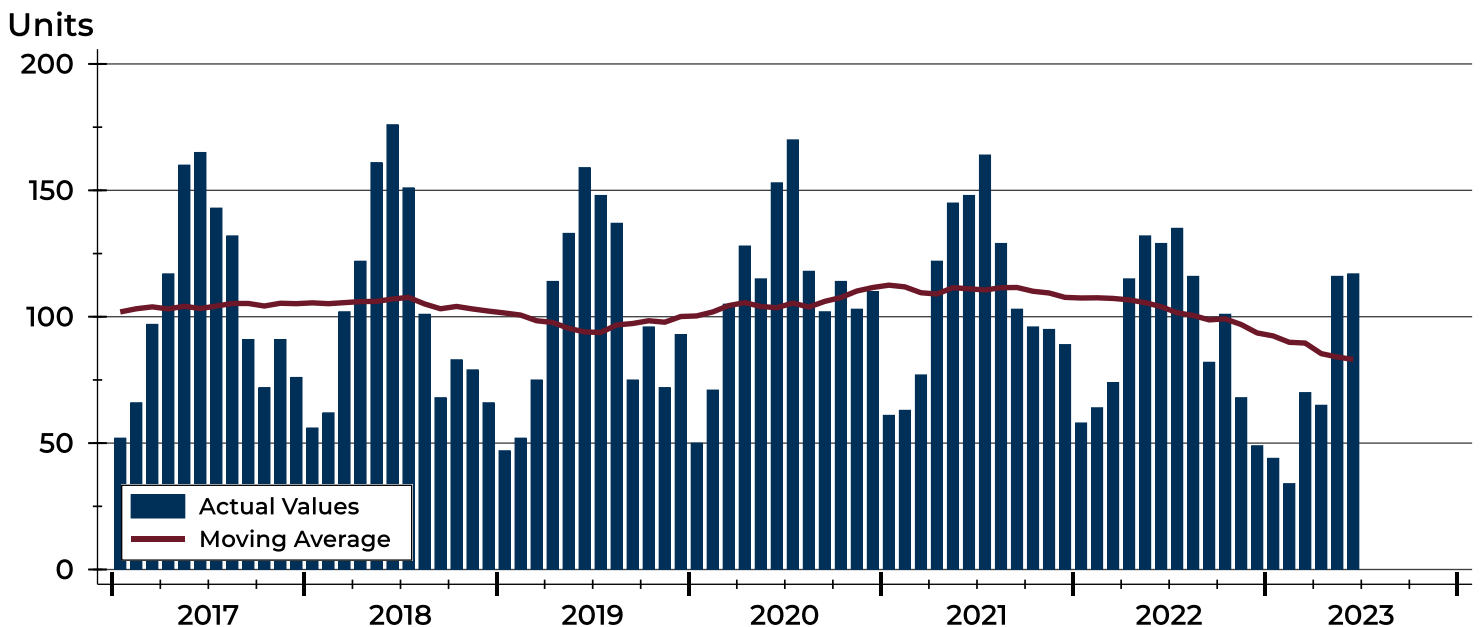
# City of Lawrence Closed Listings Analysis

Summary Statistics for Closed Listings		2023	June 2022	Change	2023	Year-to-Date 2022	Change
Closed Listings		117	129	-9.3%	446	572	-22.0%
Volume (1,000s)		39,022	45,702	-14.6%	149,955	190,842	-21.4%
Months' Supply		1.5	1.2	25.0%	N/A	N/A	N/A
Average	Sale Price	333,522	354,276	-5.9%	336,223	333,640	0.8%
	Days on Market	11	10	10.0%	17	14	21.4%
	Percent of List	102.5%	104.0%	-1.4%	101.2%	102.9%	-1.7%
	Percent of Original	101.9%	103.6%	-1.6%	100.8%	102.6%	-1.8%
Median	Sale Price	300,829	302,500	-0.6%	300,000	300,000	0.0%
	Days on Market	3	3	0.0%	4	3	33.3%
	Percent of List	100.7%	102.9%	-2.1%	100.0%	100.1%	-0.1%
	Percent of Original	100.4%	102.6%	-2.1%	100.0%	100.0%	0.0%

A total of 117 homes sold in the City of Lawrence in June, down from 129 units in June 2022. Total sales volume fell to \$39.0 million compared to \$45.7 million in the previous year.

The median sales price in June was \$300,829, down 0.6% compared to the prior year. Median days on market was 3 days, the same as May, and as June 2022.

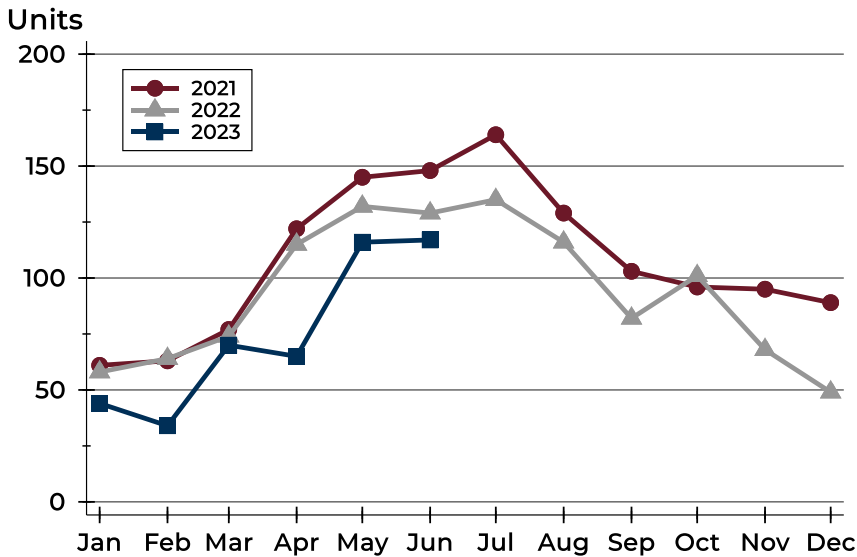
## History of Closed Listings





## 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	70
April	122	115	65
May	145	132	116
June	148	129	117
July	164	135	
August	129	116	
September	103	82	
October	96	101	
November	95	68	
December	89	49	

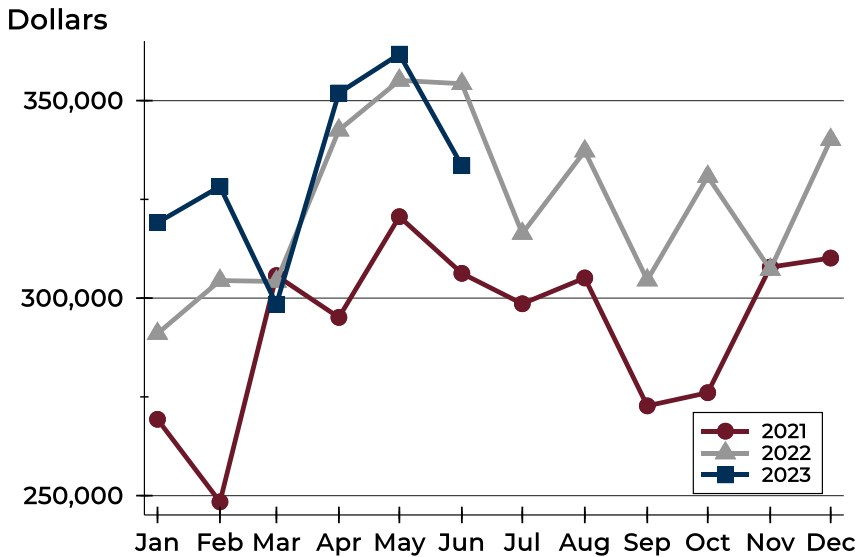
### Closed Listings by Price Range

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	1	0.9%	6.0	64,000	64,000	37	37	91.6%	91.6%	85.3%	85.3%
\$100,000-\$149,999	2	1.7%	1.9	116,250	116,250	9	9	110.4%	110.4%	110.4%	110.4%
\$150,000-\$199,999	9	7.7%	0.6	171,633	172,000	14	4	102.7%	100.0%	101.4%	100.0%
\$200,000-\$249,999	11	9.4%	0.7	223,036	220,000	5	4	102.9%	102.4%	102.7%	102.2%
\$250,000-\$299,999	34	29.1%	0.3	269,594	268,750	7	3	103.8%	102.6%	103.3%	102.5%
\$300,000-\$349,999	17	14.5%	1.3	321,343	321,000	8	3	103.9%	101.7%	103.9%	101.7%
\$350,000-\$399,999	12	10.3%	2.8	371,242	365,000	2	2	102.6%	100.7%	102.6%	100.7%
\$400,000-\$449,999	11	9.4%	1.2	418,339	419,000	21	3	101.8%	101.3%	101.4%	101.3%
\$450,000-\$499,999	11	9.4%	3.0	473,816	475,000	15	9	99.0%	100.0%	98.0%	100.0%
\$500,000-\$599,999	3	2.6%	4.2	550,950	550,000	63	6	99.6%	100.0%	96.2%	100.0%
\$600,000-\$749,999	4	3.4%	3.6	649,500	642,500	12	5	97.6%	99.9%	97.6%	99.9%
\$750,000-\$999,999	2	1.7%	0.9	789,500	789,500	39	39	97.8%	97.8%	95.8%	95.8%
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A



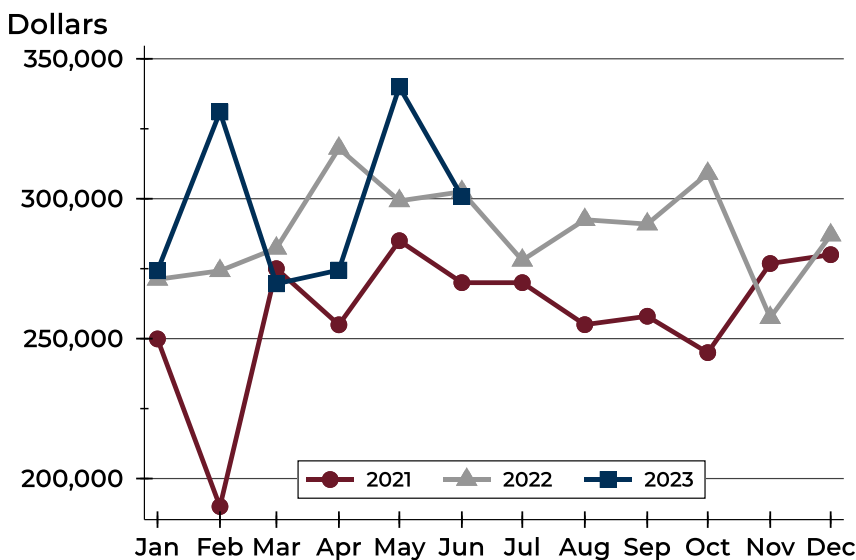
# City of Lawrence Closed Listings Analysis

## Average Price



Month	2021	2022	2023
January	269,320	291,023	<b>319,116</b>
February	248,417	304,454	<b>328,257</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>361,766</b>
June	306,274	354,276	<b>333,522</b>
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

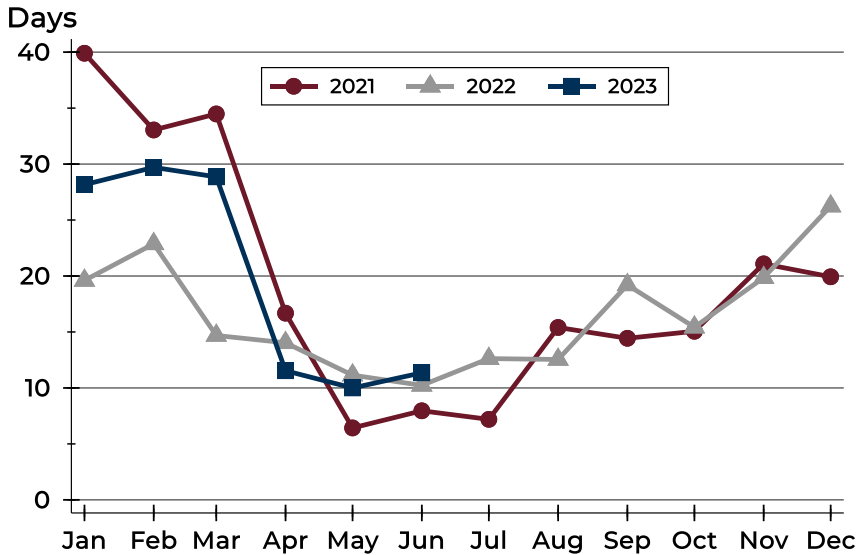


Month	2021	2022	2023
January	249,900	271,200	<b>274,250</b>
February	190,000	274,250	<b>331,000</b>
March	275,000	282,300	<b>269,600</b>
April	254,950	318,000	<b>274,500</b>
May	285,000	299,243	<b>339,950</b>
June	270,000	302,500	<b>300,829</b>
July	270,000	278,000	
August	255,000	292,500	
September	258,000	290,950	
October	245,000	309,000	
November	276,850	257,500	
December	280,000	287,000	



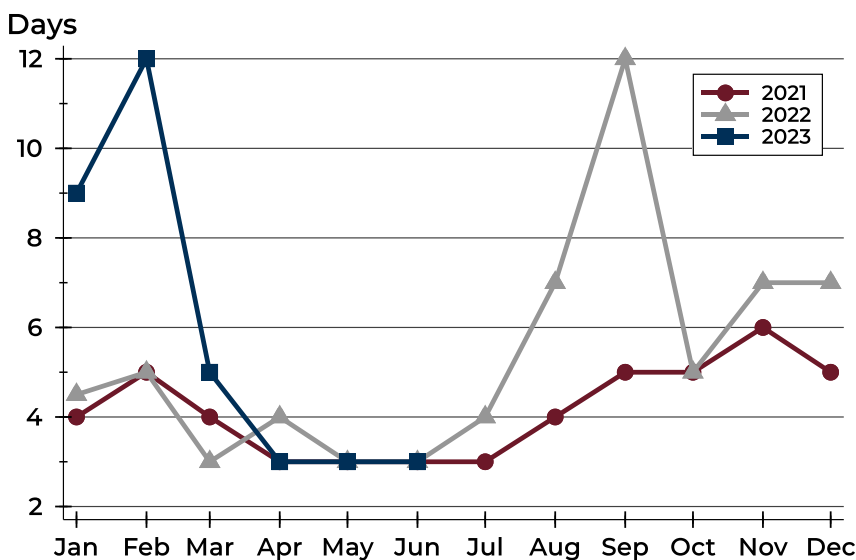
# City of Lawrence Closed Listings Analysis

## Average DOM



Month	2021	2022	2023
January	40	20	<b>28</b>
February	33	23	<b>30</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	
August	15	13	
September	14	19	
October	15	15	
November	21	20	
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	
August	4	7	
September	5	12	
October	5	5	
November	6	7	
December	5	7	



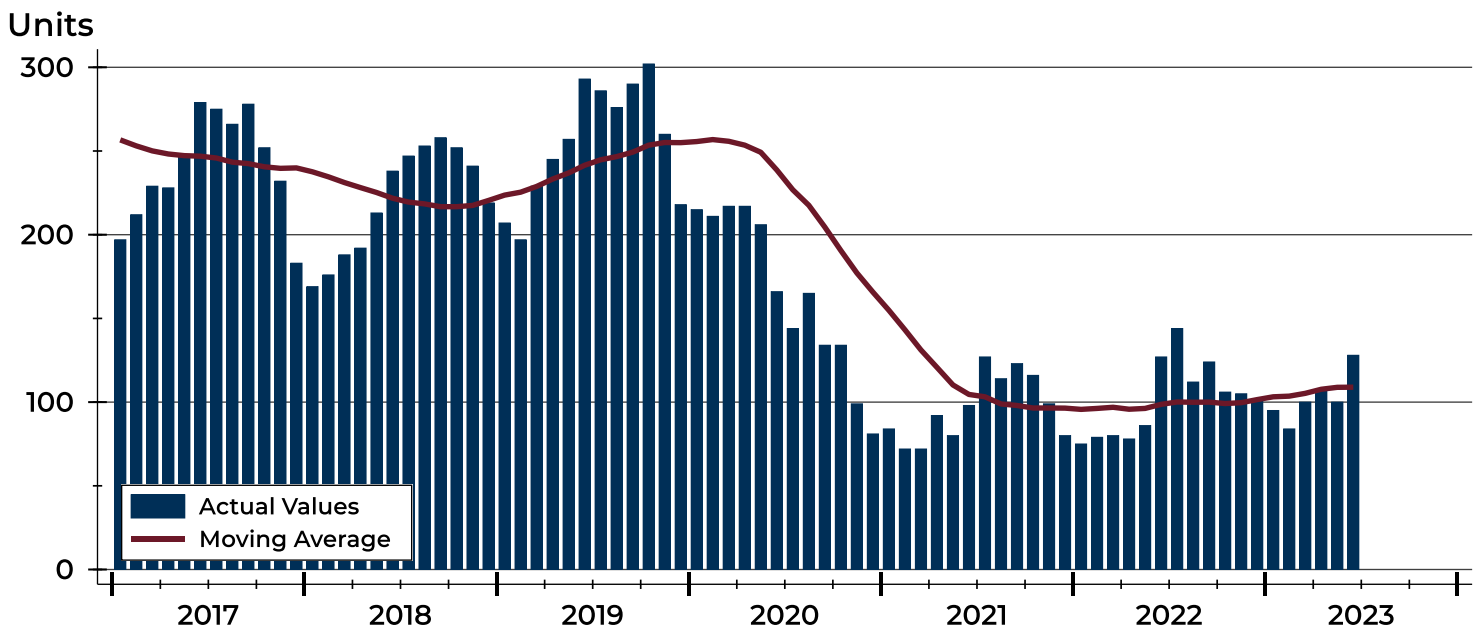
# City of Lawrence Active Listings Analysis

Summary Statistics for Active Listings		2023	End of June 2022	Change
Active Listings		128	127	0.8%
Volume (1,000s)		52,448	42,114	24.5%
Months' Supply		1.5	1.2	25.0%
Average	List Price	409,750	331,603	23.6%
	Days on Market	57	29	96.6%
	Percent of Original	98.2%	98.6%	-0.4%
Median	List Price	389,950	329,900	18.2%
	Days on Market	31	17	82.4%
	Percent of Original	100.0%	100.0%	0.0%

A total of 128 homes were available for sale in the City of Lawrence at the end of June. This represents a 1.5 months' supply of active listings.

The median list price of homes on the market at the end of June was \$389,950, up 18.2% from 2022. The typical time on market for active listings was 31 days, up from 17 days a year earlier.

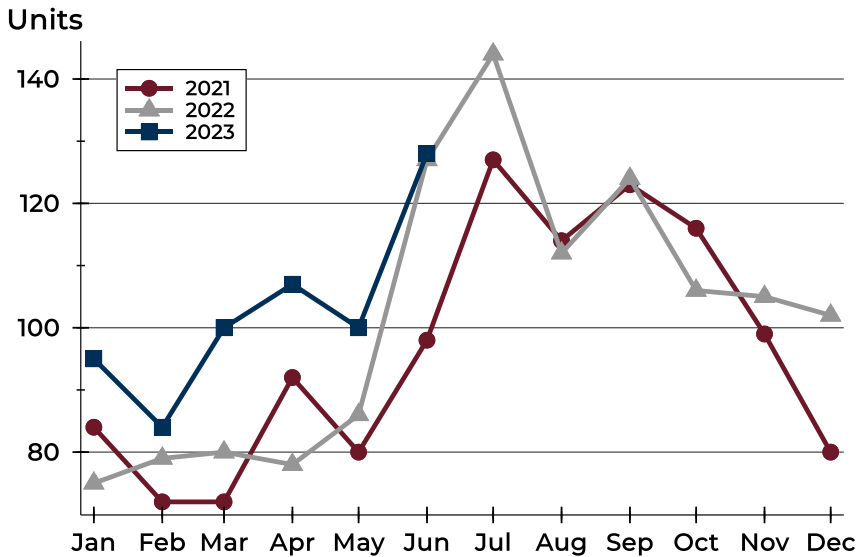
## History of Active Listings





## 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	100
June	98	127	128
July	127	144	
August	114	112	
September	123	124	
October	116	106	
November	99	105	
December	80	102	

### Active Listings by Price Range

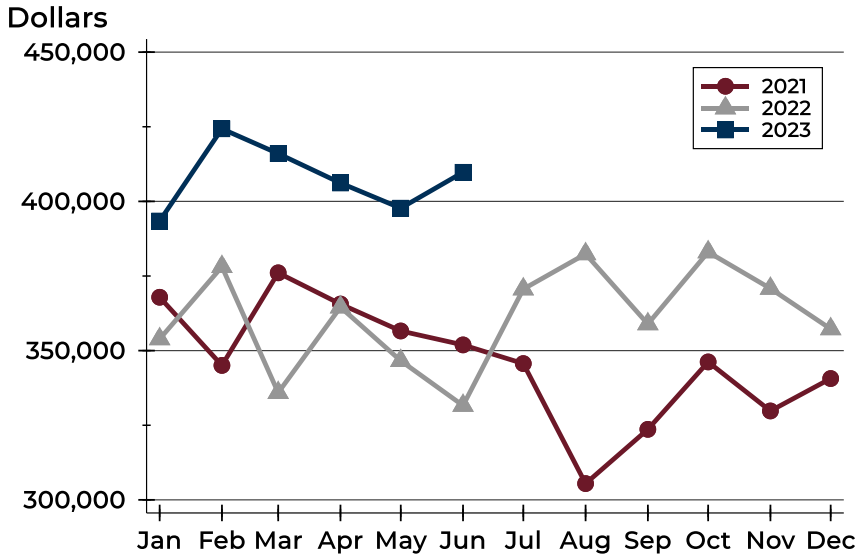
Price Range	Active Listings Number	Active Listings Percent	Months' Supply	List Price Average	List Price Median	Days on Market Avg.	Days on Market Med.	Price as % of Orig. Avg.	Price as % of Orig. Med.
Below \$50,000	4	3.1%	N/A	1,993	1,788	28	7	95.3%	97.1%
\$50,000-\$99,999	4	3.1%	6.0	84,905	86,725	60	46	92.8%	99.1%
\$100,000-\$149,999	7	5.5%	1.9	129,514	129,900	43	25	95.4%	100.0%
\$150,000-\$199,999	6	4.7%	0.6	183,250	184,950	26	16	98.3%	100.0%
\$200,000-\$249,999	9	7.0%	0.7	232,067	236,500	36	29	98.9%	100.0%
\$250,000-\$299,999	5	3.9%	0.3	263,260	260,000	15	9	99.3%	100.0%
\$300,000-\$349,999	15	11.7%	1.3	321,593	325,000	37	16	99.7%	100.0%
\$350,000-\$399,999	21	16.4%	2.8	378,943	375,000	39	25	98.6%	100.0%
\$400,000-\$449,999	7	5.5%	1.2	426,229	424,900	50	44	99.0%	100.0%
\$450,000-\$499,999	16	12.5%	3.0	472,766	467,500	46	38	99.1%	100.0%
\$500,000-\$599,999	19	14.8%	4.2	558,318	559,900	94	98	98.5%	100.0%
\$600,000-\$749,999	11	8.6%	3.6	684,255	690,000	100	51	98.0%	100.0%
\$750,000-\$999,999	1	0.8%	0.9	925,000	925,000	121	121	84.1%	84.1%
\$1,000,000 and up	3	2.3%	N/A	1,433,333	1,475,000	187	262	97.7%	98.3%





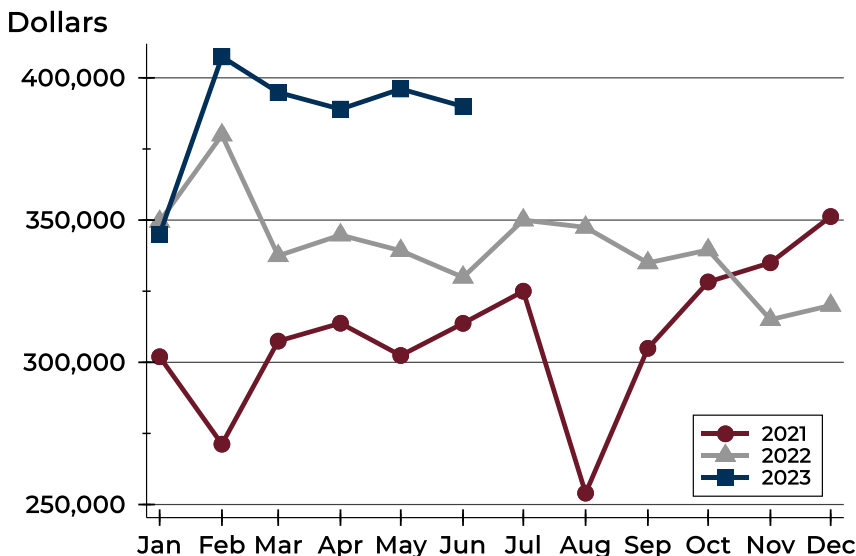
# City of Lawrence Active Listings Analysis

## Average Price



Month	2021	2022	2023
January	367,887	353,910	<b>393,434</b>
February	345,051	378,114	<b>424,319</b>
March	376,063	335,920	<b>416,016</b>
April	365,613	364,571	<b>406,161</b>
May	356,591	346,614	<b>397,734</b>
June	351,923	331,603	<b>409,750</b>
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

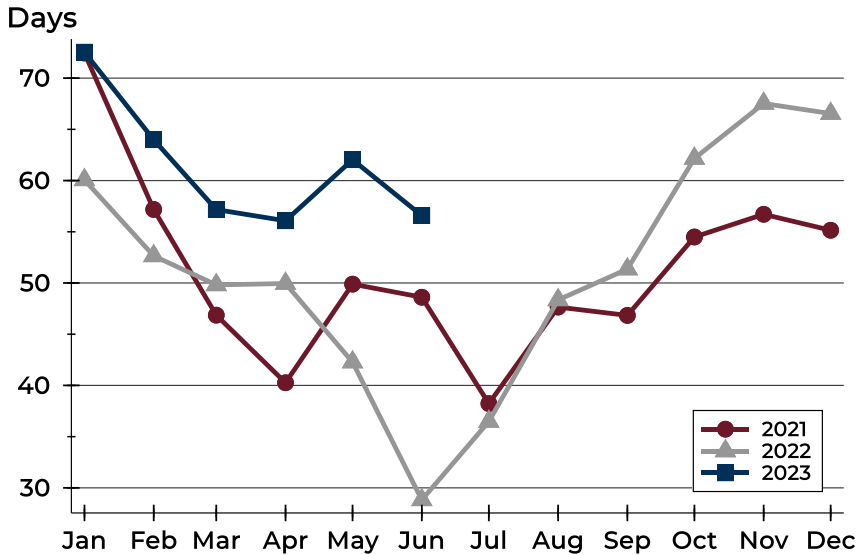


Month	2021	2022	2023
January	301,950	349,500	<b>345,000</b>
February	271,225	379,900	<b>407,400</b>
March	307,450	337,450	<b>394,900</b>
April	313,750	344,750	<b>389,000</b>
May	302,400	339,250	<b>396,100</b>
June	313,700	329,900	<b>389,950</b>
July	325,000	350,000	
August	254,000	347,450	
September	304,900	334,950	
October	328,250	339,500	
November	335,000	315,000	
December	351,250	320,000	



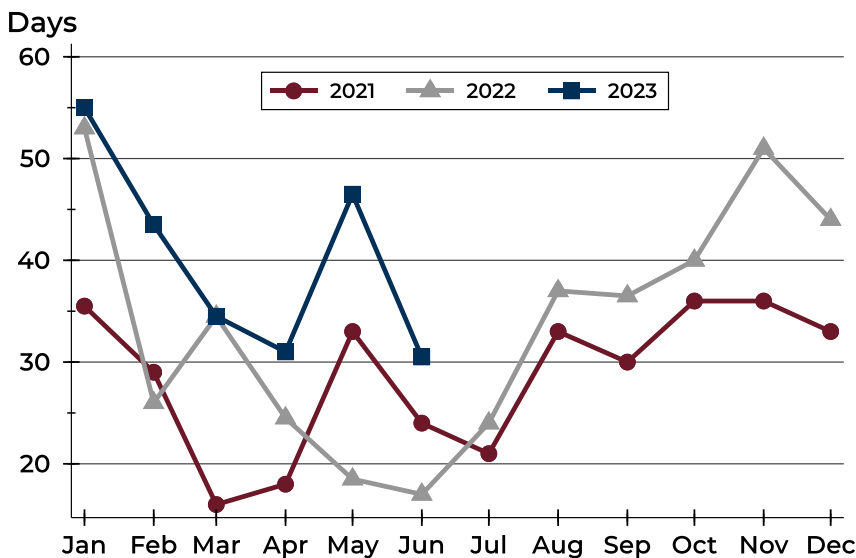
# City of Lawrence Active Listings Analysis

## Average DOM



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

## Median DOM

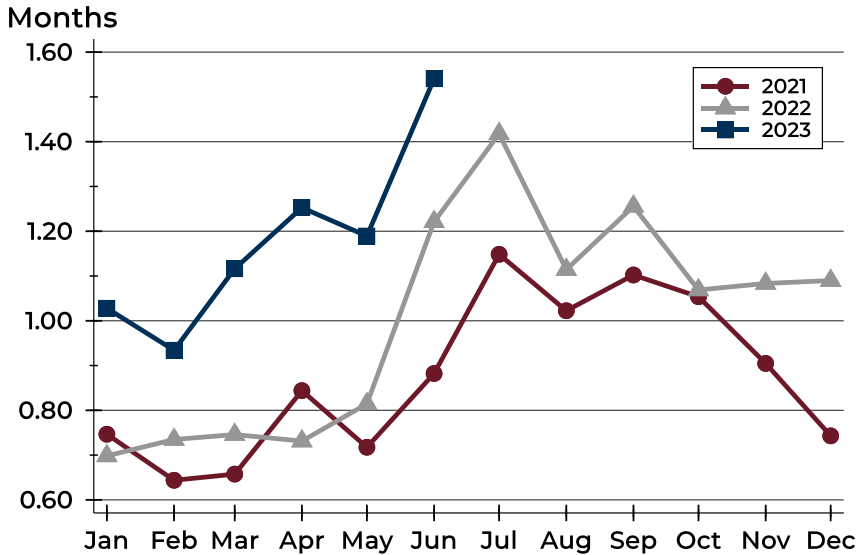


Month	2021	2022	2023
January	36	53	<b>55</b>
February	29	26	<b>44</b>
March	16	35	<b>35</b>
April	18	25	<b>31</b>
May	33	19	<b>47</b>
June	24	17	<b>31</b>
July	21	24	
August	33	37	
September	30	37	
October	36	40	
November	36	51	
December	33	44	



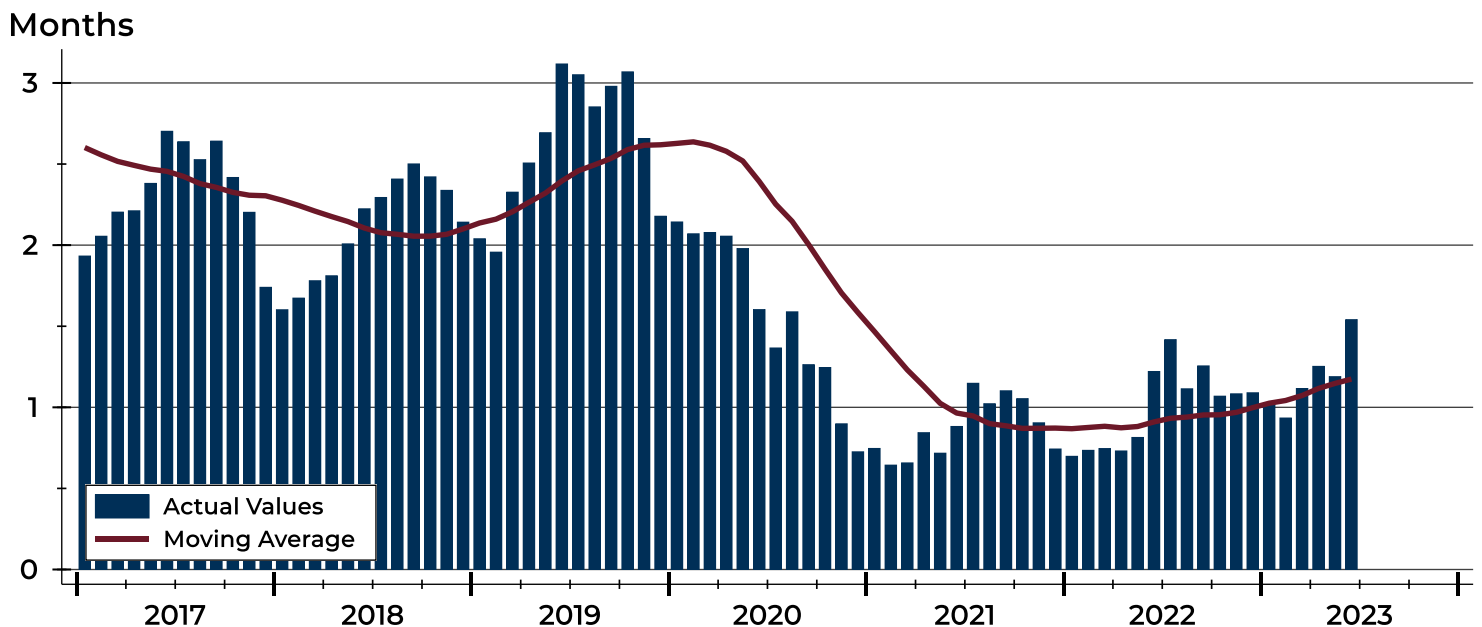
# City of Lawrence Months' Supply Analysis

## 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	1.2
June	0.9	1.2	1.5
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





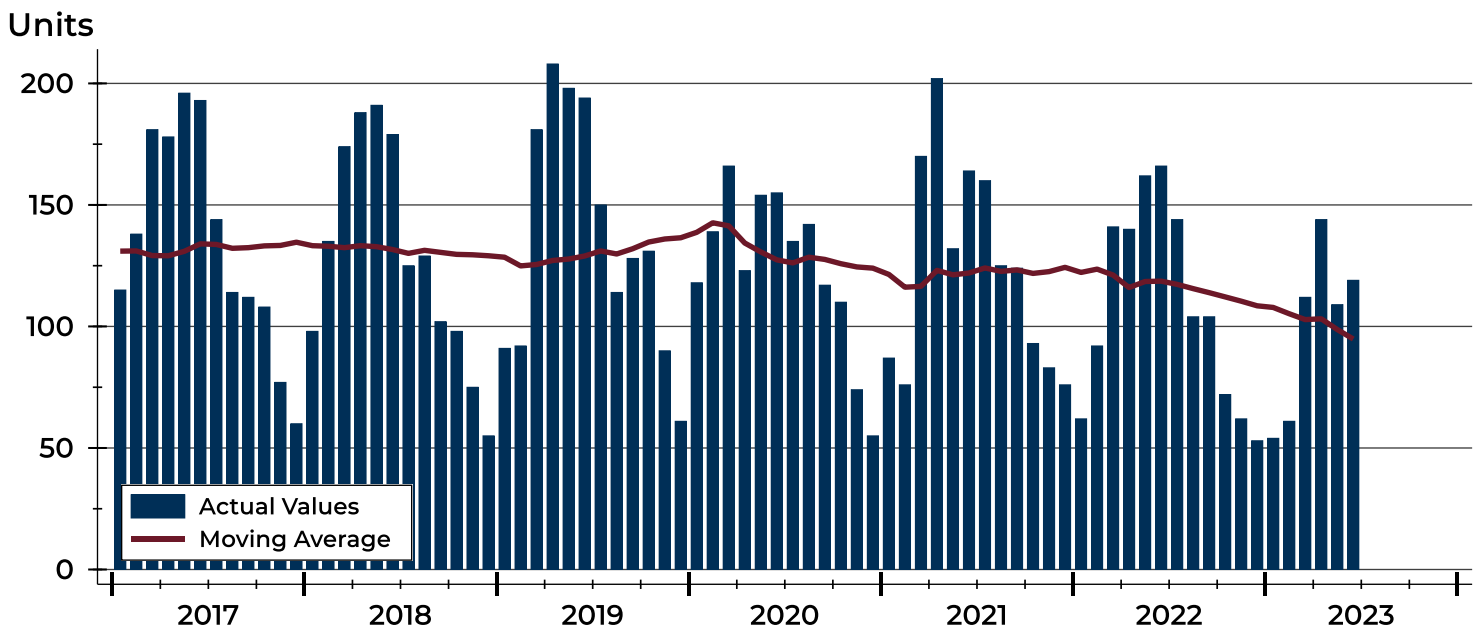
# City of Lawrence New Listings Analysis

Summary Statistics for New Listings		2023	June 2022	Change
Current Month	New Listings	119	166	-28.3%
	Volume (1,000s)	41,016	50,833	-19.3%
	Average List Price	344,672	306,220	12.6%
	Median List Price	319,000	275,000	16.0%
Year-to-Date	New Listings	599	763	-21.5%
	Volume (1,000s)	201,289	246,047	-18.2%
	Average List Price	336,042	322,474	4.2%
	Median List Price	310,000	291,000	6.5%

A total of 119 new listings were added in the City of Lawrence during June, down 28.3% from the same month in 2022. Year-to-date the City of Lawrence has seen 599 new listings.

The median list price of these homes was \$319,000 up from \$275,000 in 2022.

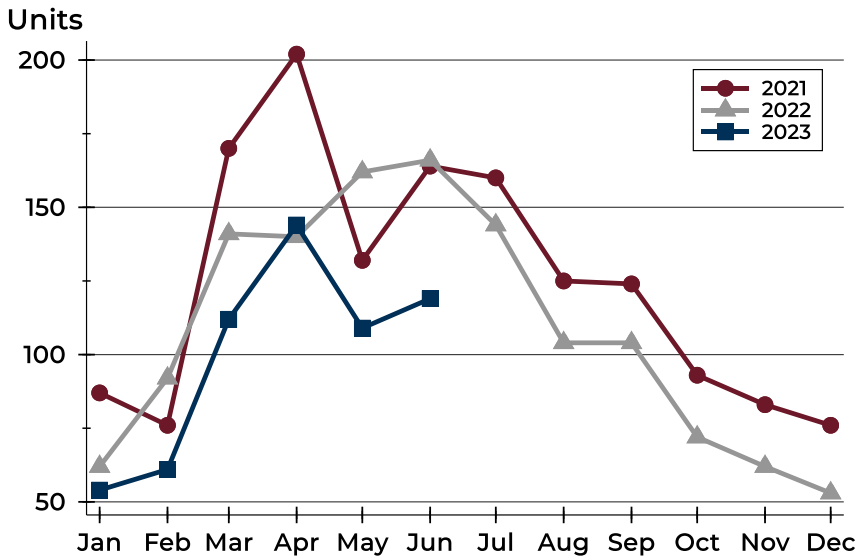
## History of New Listings





## City of Lawrence New Listings Analysis

### New Listings by Month



Month	2021	2022	2023
January	87	62	54
February	76	92	61
March	170	141	112
April	202	140	144
May	132	162	109
June	164	166	119
July	160	144	
August	125	104	
September	124	104	
October	93	72	
November	83	62	
December	76	53	

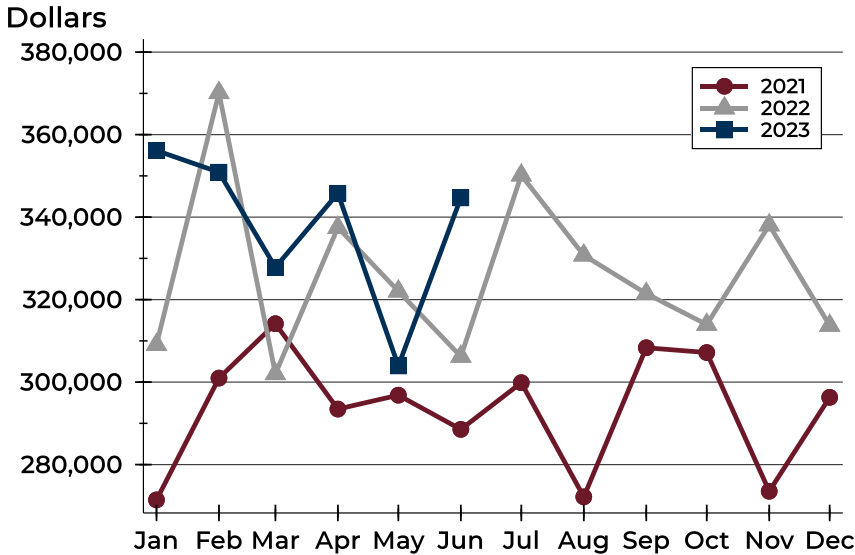
### New Listings by Price Range

Price Range	New Listings		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$50,000	2	1.7%	1,788	1,788	15	15	93.5%	93.5%
\$50,000-\$99,999	1	0.8%	99,000	99,000	9	9	113.6%	113.6%
\$100,000-\$149,999	2	1.7%	142,500	142,500	1	1	100.0%	100.0%
\$150,000-\$199,999	10	8.4%	181,585	179,950	7	4	98.9%	100.0%
\$200,000-\$249,999	19	16.0%	230,984	236,500	7	3	100.4%	100.0%
\$250,000-\$299,999	17	14.3%	261,426	257,400	6	4	100.4%	100.0%
\$300,000-\$349,999	19	16.0%	322,553	324,900	11	11	98.8%	100.0%
\$350,000-\$399,999	17	14.3%	374,418	374,000	14	13	99.0%	100.0%
\$400,000-\$449,999	8	6.7%	431,838	437,450	12	6	99.3%	100.0%
\$450,000-\$499,999	8	6.7%	476,082	479,950	20	20	99.3%	100.0%
\$500,000-\$599,999	8	6.7%	552,081	554,900	10	8	99.7%	100.0%
\$600,000-\$749,999	7	5.9%	683,000	679,000	20	17	99.2%	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	0.8%	1,025,000	1,025,000	38	38	100.0%	100.0%



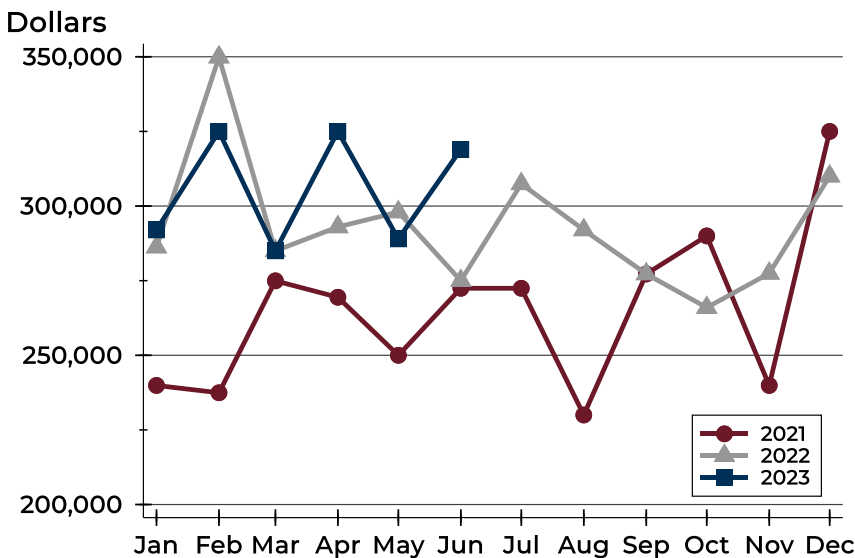
# City of Lawrence New Listings Analysis

## Average Price



Month	2021	2022	2023
January	271,450	309,069	<b>356,142</b>
February	300,975	370,146	<b>350,888</b>
March	314,158	302,005	<b>327,829</b>
April	293,463	337,476	<b>345,785</b>
May	296,834	322,036	<b>303,924</b>
June	288,542	306,220	<b>344,672</b>
July	299,860	350,165	
August	272,188	330,760	
September	308,336	321,463	
October	307,168	313,962	
November	273,545	338,067	
December	296,310	313,717	

## Median Price



Month	2021	2022	2023
January	239,900	286,250	<b>292,000</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>319,000</b>
July	272,450	307,450	
August	230,000	292,000	
September	277,250	277,250	
October	290,000	265,975	
November	239,900	277,450	
December	325,000	310,000	



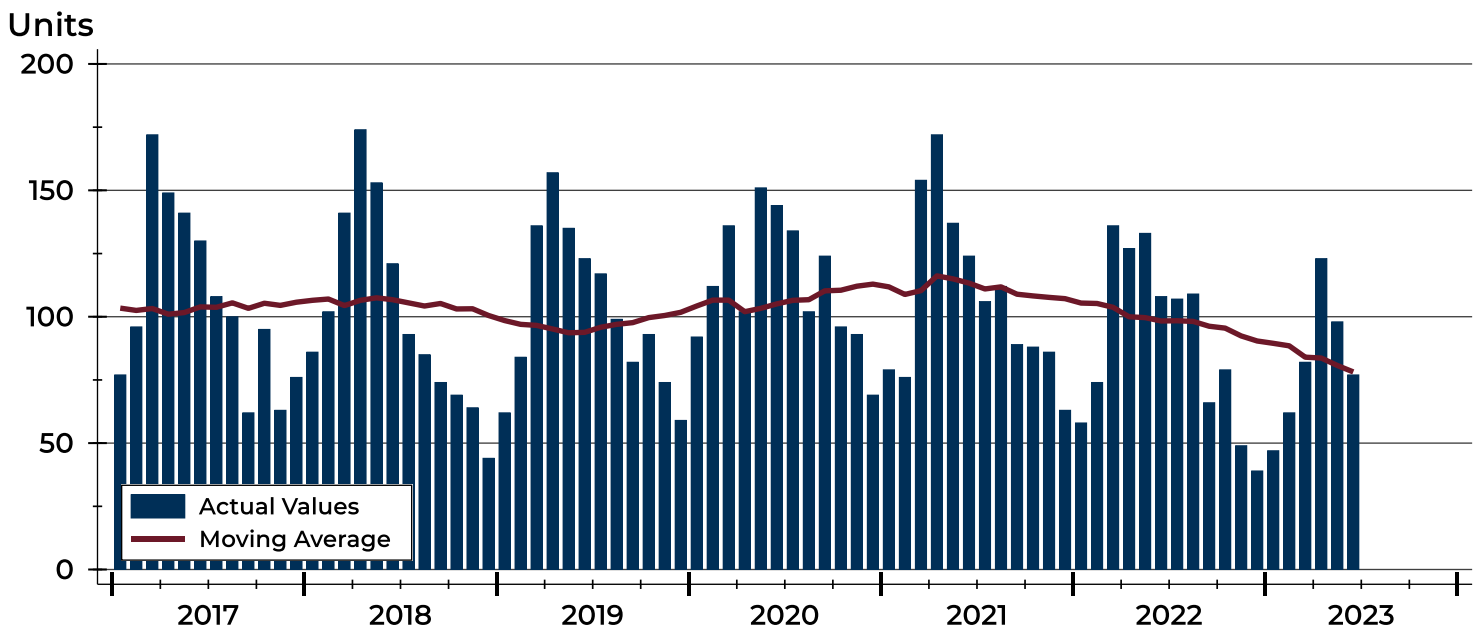
# City of Lawrence Contracts Written Analysis

Summary Statistics for Contracts Written		2023	June 2022	Change	Year-to-Date		
		2023	2022		2023	2022	Change
Contracts Written		<b>77</b>	108	-28.7%	<b>489</b>	636	-23.1%
Volume (1,000s)		<b>24,631</b>	34,133	-27.8%	<b>163,443</b>	208,347	-21.6%
Average	Sale Price	<b>319,879</b>	316,044	1.2%	<b>334,239</b>	327,589	2.0%
	Days on Market	<b>13</b>	12	8.3%	<b>16</b>	13	23.1%
	Percent of Original	<b>99.8%</b>	101.5%	-1.7%	<b>100.7%</b>	102.9%	-2.1%
Median	Sale Price	<b>269,950</b>	275,000	-1.8%	<b>299,000</b>	289,000	3.5%
	Days on Market	<b>4</b>	4	0.0%	<b>4</b>	3	33.3%
	Percent of Original	<b>100.0%</b>	100.9%	-0.9%	<b>100.0%</b>	101.1%	-1.1%

A total of 77 contracts for sale were written in the City of Lawrence during the month of June, down from 108 in 2022. The median list price of these homes was \$269,950, down from \$275,000 the prior year.

Half of the homes that went under contract in June were on the market less than 4 days, compared to 4 days in June 2022.

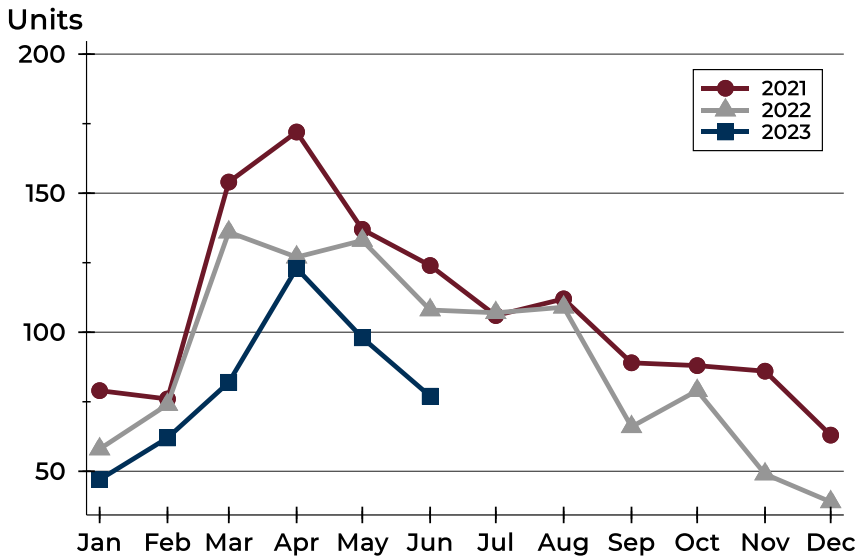
## History of Contracts Written





## City of Lawrence Contracts Written Analysis

### Contracts Written by Month



Month	2021	2022	2023
January	79	58	47
February	76	74	62
March	154	136	82
April	172	127	123
May	137	133	98
June	124	108	77
July	106	107	
August	112	109	
September	89	66	
October	88	79	
November	86	49	
December	63	39	

### Contracts Written by Price Range

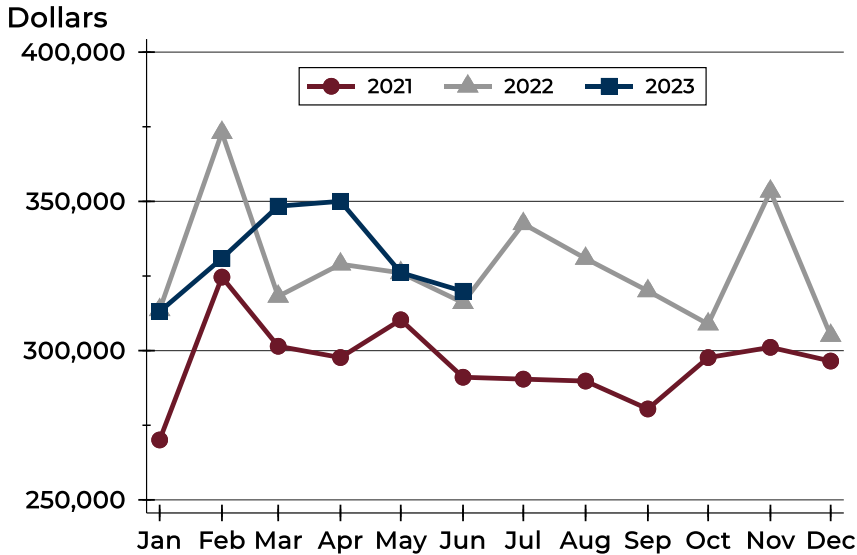
Price Range	Contracts Written		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$50,000	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$50,000-\$99,999	1	1.3%	99,000	99,000	9	9	113.6%	113.6%
\$100,000-\$149,999	3	3.9%	141,667	140,000	2	2	103.8%	100.0%
\$150,000-\$199,999	8	10.4%	178,756	177,500	5	4	98.7%	100.0%
\$200,000-\$249,999	15	19.5%	231,480	239,000	5	2	100.8%	100.0%
\$250,000-\$299,999	18	23.4%	266,347	262,500	6	4	101.1%	100.0%
\$300,000-\$349,999	6	7.8%	323,283	319,950	5	3	98.6%	100.0%
\$350,000-\$399,999	8	10.4%	377,363	376,950	12	7	99.3%	100.0%
\$400,000-\$449,999	7	9.1%	438,400	440,000	15	6	97.2%	100.0%
\$450,000-\$499,999	3	3.9%	467,967	464,900	102	13	97.7%	100.0%
\$500,000-\$599,999	5	6.5%	549,170	559,000	26	3	98.9%	100.0%
\$600,000-\$749,999	2	2.6%	654,000	654,000	11	11	100.0%	100.0%
\$750,000-\$999,999	1	1.3%	925,000	925,000	91	91	84.1%	84.1%
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A





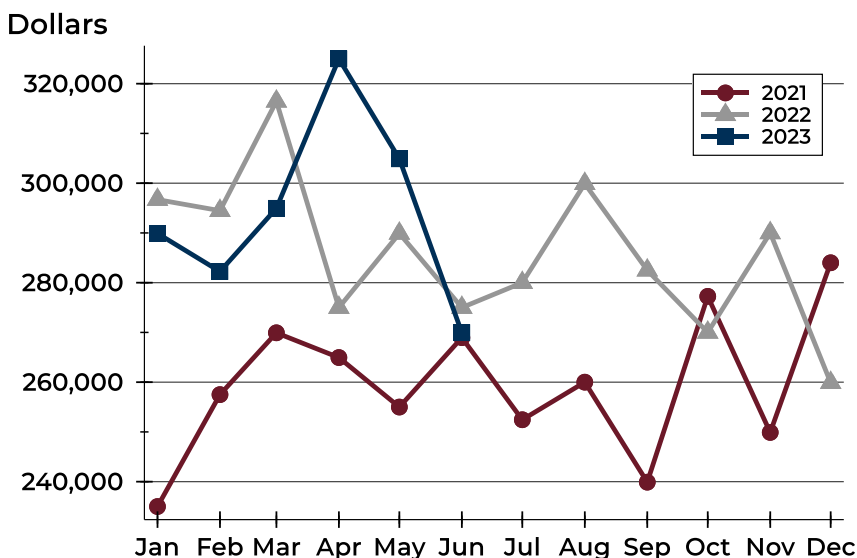
## City of Lawrence Contracts Written Analysis

### Average Price



Month	2021	2022	2023
January	270,075	313,674	<b>313,083</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>326,120</b>
June	291,092	316,044	<b>319,879</b>
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

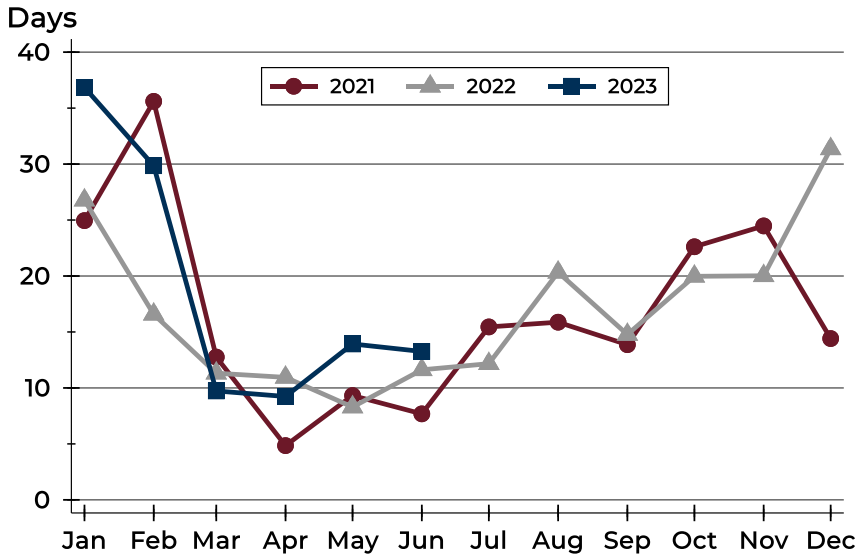


Month	2021	2022	2023
January	235,000	296,700	<b>289,900</b>
February	257,500	294,475	<b>282,250</b>
March	269,925	316,450	<b>294,950</b>
April	264,950	275,000	<b>325,000</b>
May	255,000	289,900	<b>304,900</b>
June	268,950	275,000	<b>269,950</b>
July	252,450	280,000	
August	260,000	299,900	
September	239,900	282,500	
October	277,250	270,000	
November	249,900	290,000	
December	284,000	259,900	



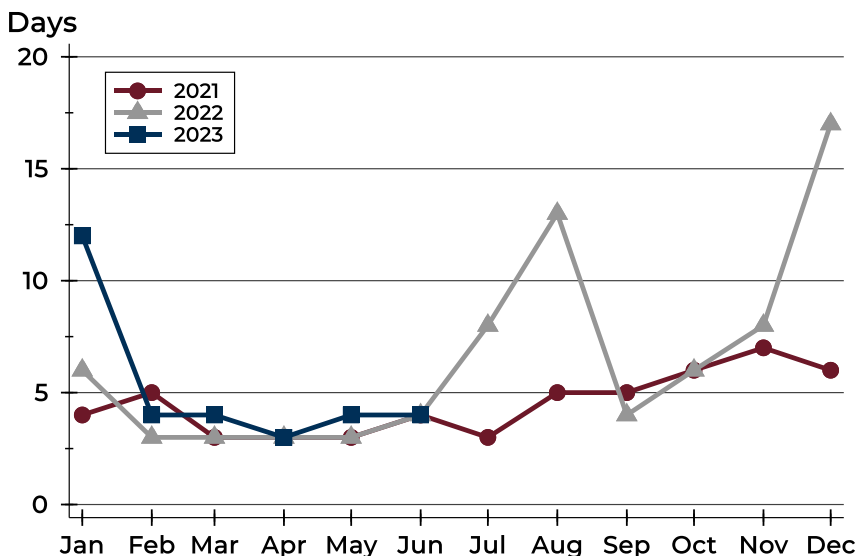
## City of Lawrence Contracts Written Analysis

### Average DOM



Month	2021	2022	2023
January	25	27	<b>37</b>
February	36	17	<b>30</b>
March	13	11	<b>10</b>
April	5	11	<b>9</b>
May	9	8	<b>14</b>
June	8	12	<b>13</b>
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	<b>12</b>
February	5	3	<b>4</b>
March	3	3	<b>4</b>
April	3	3	<b>3</b>
May	3	3	<b>4</b>
June	4	4	<b>4</b>
July	3	8	
August	5	13	
September	5	4	
October	6	6	
November	7	8	
December	6	17	



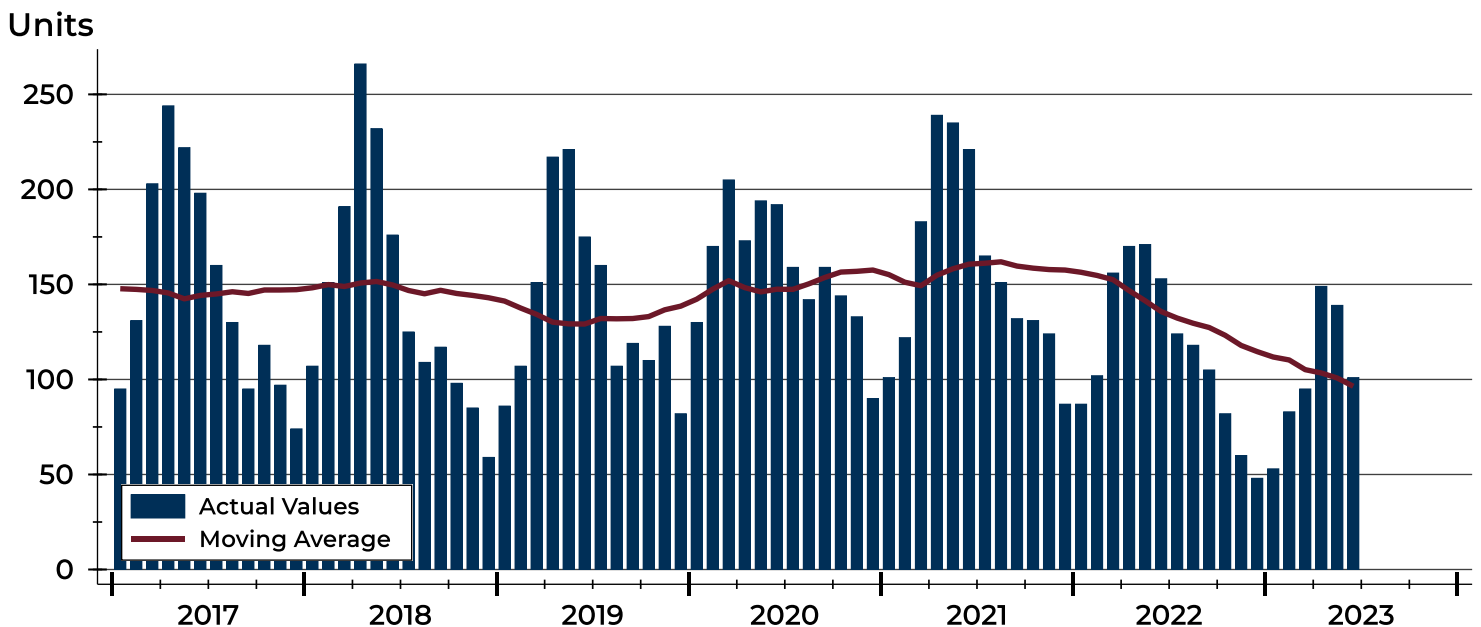
# City of Lawrence Pending Contracts Analysis

Summary Statistics for Pending Contracts		2023	End of June 2022	Change
Pending Contracts		101	153	-34.0%
Volume (1,000s)		34,459	50,611	-31.9%
Average	List Price	341,180	330,793	3.1%
	Days on Market	16	13	23.1%
	Percent of Original	99.0%	99.3%	-0.3%
Median	List Price	300,000	290,000	3.4%
	Days on Market	5	4	25.0%
	Percent of Original	100.0%	100.0%	0.0%

A total of 101 listings in the City of Lawrence had contracts pending at the end of June, down from 153 contracts pending at the end of June 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.

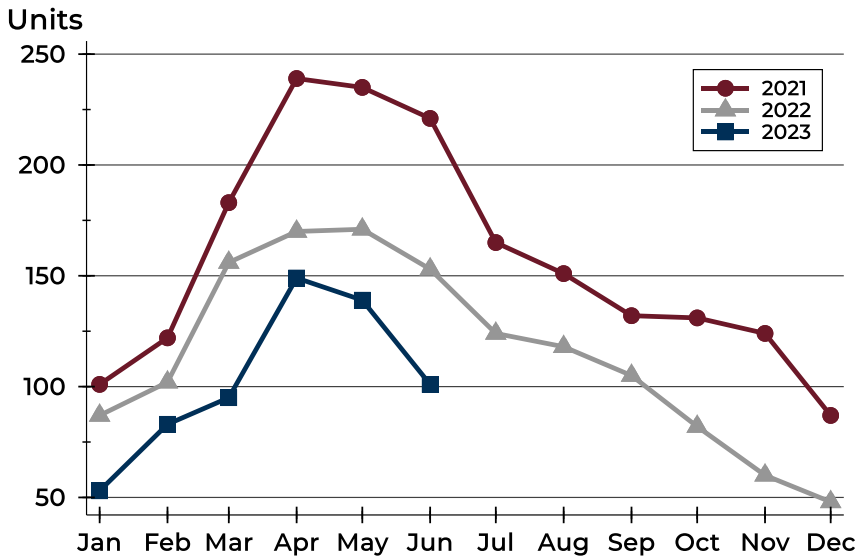
## History of Pending Contracts





## 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	
August	151	118	
September	132	105	
October	131	82	
November	124	60	
December	87	48	

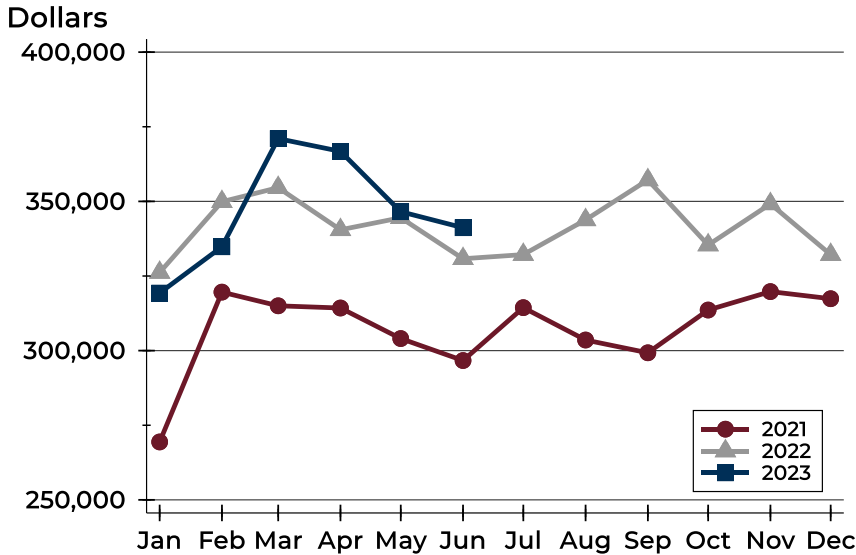
### Pending Contracts by Price Range

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	2	2.0%	97,000	97,000	7	7	100.0%	100.0%
\$100,000-\$149,999	5	5.0%	138,190	145,000	23	2	97.5%	100.0%
\$150,000-\$199,999	9	8.9%	180,839	179,900	20	5	98.8%	100.0%
\$200,000-\$249,999	16	15.8%	230,194	239,450	7	3	100.0%	100.0%
\$250,000-\$299,999	18	17.8%	269,058	269,475	8	4	99.1%	100.0%
\$300,000-\$349,999	7	6.9%	325,314	324,900	10	4	98.8%	100.0%
\$350,000-\$399,999	15	14.9%	381,893	380,000	14	12	98.2%	100.0%
\$400,000-\$449,999	8	7.9%	436,088	440,000	14	6	97.6%	100.0%
\$450,000-\$499,999	4	4.0%	474,725	476,950	80	13	98.2%	100.0%
\$500,000-\$599,999	11	10.9%	553,595	549,900	17	3	99.5%	100.0%
\$600,000-\$749,999	6	5.9%	656,300	642,400	19	7	100.5%	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	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



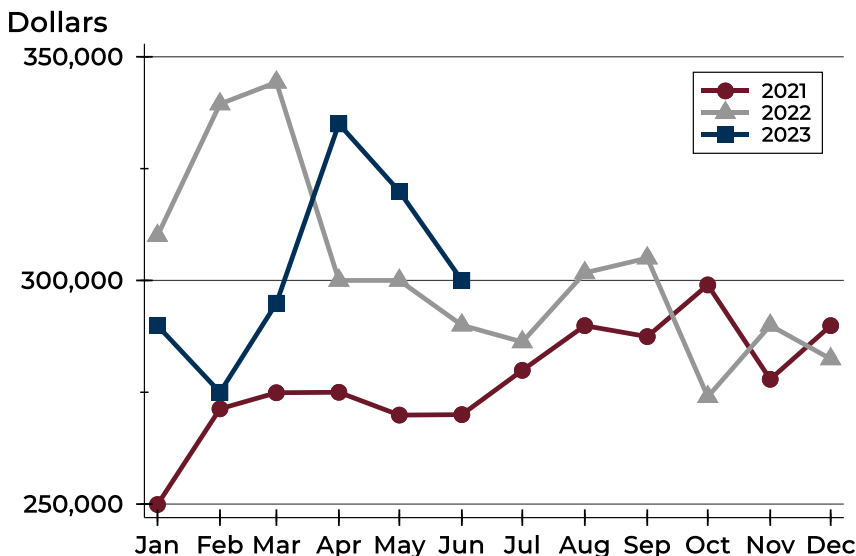
## City of Lawrence Pending Contracts Analysis

### 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	
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

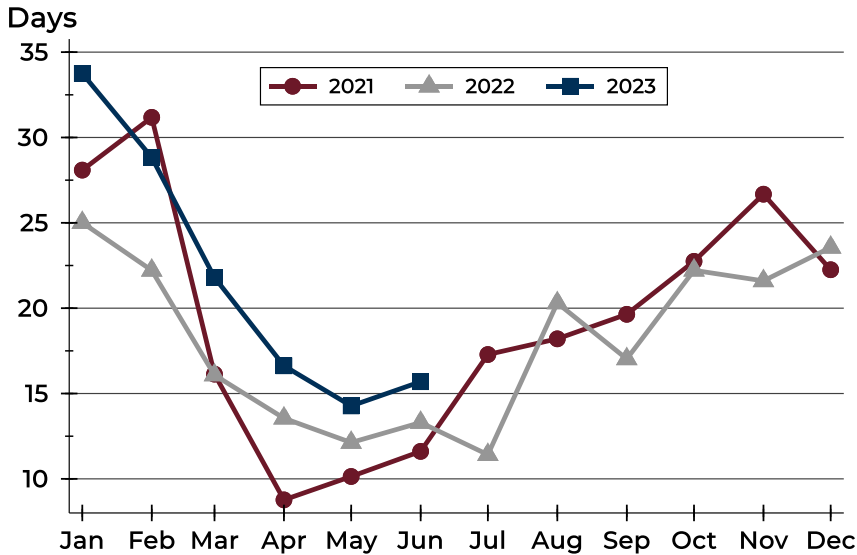


Month	2021	2022	2023
January	249,900	310,000	<b>289,900</b>
February	271,300	339,450	<b>275,000</b>
March	274,900	344,300	<b>294,900</b>
April	275,000	300,000	<b>335,000</b>
May	269,900	300,000	<b>319,900</b>
June	270,000	290,000	<b>300,000</b>
July	279,900	286,250	
August	289,900	301,700	
September	287,450	305,000	
October	299,000	274,000	
November	277,900	289,950	
December	289,900	282,450	



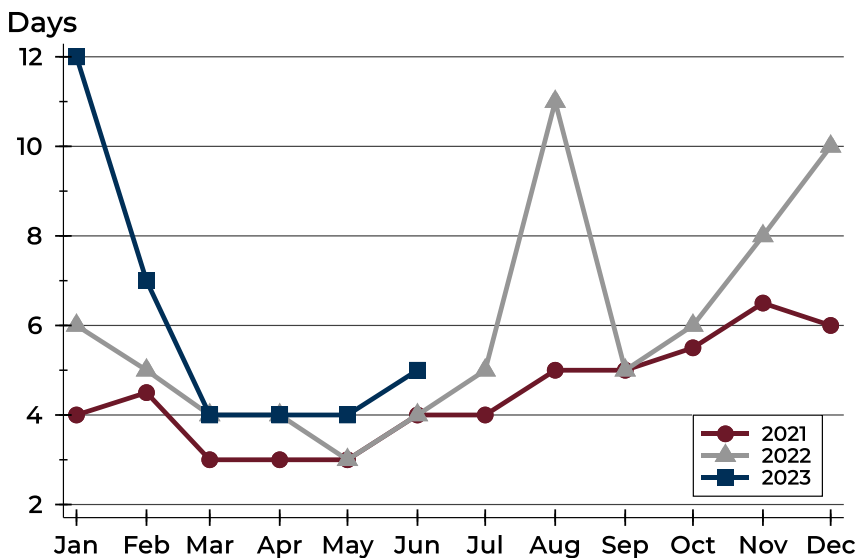
## City of Lawrence Pending Contracts Analysis

### 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	14
June	12	13	16
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	4
June	4	4	5
July	4	5	
August	5	11	
September	5	5	
October	6	6	
November	7	8	
December	6	10	