



City of Lawrence Housing Report



Market Overview

City of Lawrence Home Sales Fell in September

Total home sales in the City of Lawrence fell last month to 68 units, compared to 82 units in September 2022. Total sales volume was \$23.9 million, down from a year earlier.

The median sale price in September was \$302,500, up from \$290,950 a year earlier. Homes that sold in September were typically on the market for 9 days and sold for 100.0% of their list prices.

City of Lawrence Active Listings Up at End of September

The total number of active listings in the City of Lawrence at the end of September was 144 units, up from 124 at the same point in 2022. This represents a 1.9 months' supply of homes available for sale. The median list price of homes on the market at the end of September was \$367,900.

There were 66 contracts written in September 2023 and 2022, showing no change over the year. At the end of the month, there were 80 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

Contact Information

Rob Hulse, Executive Vice-President
 Lawrence Board of REALTORS®
 3838 W. 6th Street (at Monterey)
 Lawrence, KS 66049
 785-842-1843
Rob@LawrenceRealtor.com
www.LawrenceRealtor.com



City of Lawrence Summary Statistics

September MLS Statistics Three-year History		Current Month			Year-to-Date		
		2023	2022	2021	2023	2022	2021
Home Sales Change from prior year	68 -17.1%	82 -20.4%	103 1.0%	677 -25.2%	905 -10.6%	1,012 0.0%	
Active Listings Change from prior year	144 16.1%	124 0.8%	123 -8.2%	N/A	N/A	N/A	
Months' Supply Change from prior year	1.9 46.2%	1.3 18.2%	1.1 -15.4%	N/A	N/A	N/A	
New Listings Change from prior year	105 1.0%	104 -16.1%	124 6.0%	886 -20.5%	1,115 -10.1%	1,240 -0.7%	
Contracts Written Change from prior year	66 0.0%	66 -25.8%	89 -28.2%	705 -23.2%	918 -12.5%	1,049 -4.4%	
Pending Contracts Change from prior year	80 -23.8%	105 -20.5%	132 -17.0%	N/A	N/A	N/A	
Sales Volume (1,000s) Change from prior year	23,893 -4.3%	24,974 -11.1%	28,091 8.7%	228,418 -23.3%	297,640 -0.7%	299,856 15.2%	
Average	Sale Price Change from prior year	351,371 15.4%	304,560 11.7%	272,728 7.7%	337,398 2.6%	328,884 11.0%	296,301 15.2%
	List Price of Actives Change from prior year	403,970 12.5%	358,932 10.9%	323,634 -9.6%	N/A	N/A	N/A
	Days on Market Change from prior year	29 52.6%	19 35.7%	14 -41.7%	18 28.6%	14 -12.5%	16 -52.9%
	Percent of List Change from prior year	99.5% 1.7%	97.8% -1.7%	99.5% 0.1%	100.8% -1.2%	102.0% 0.2%	101.8% 2.4%
	Percent of Original Change from prior year	98.7% 2.8%	96.0% -1.7%	97.7% -0.2%	100.3% -1.1%	101.4% 0.2%	101.2% 2.8%
Median	Sale Price Change from prior year	302,500 4.0%	290,950 12.8%	258,000 16.0%	302,500 2.5%	295,000 12.1%	263,121 12.0%
	List Price of Actives Change from prior year	367,900 9.8%	334,950 9.9%	304,900 1.6%	N/A	N/A	N/A
	Days on Market Change from prior year	9 -25.0%	12 140.0%	5 -37.5%	4 0.0%	4 33.3%	3 -57.1%
	Percent of List Change from prior year	100.0% 1.4%	98.6% -1.4%	100.0% 0.0%	100.0% 0.0%	100.0% 0.0%	100.0% 0.0%
	Percent of Original Change from prior year	99.1% 2.6%	96.6% -3.4%	100.0% 0.0%	100.0% 0.0%	100.0% 0.0%	100.0% 0.0%

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



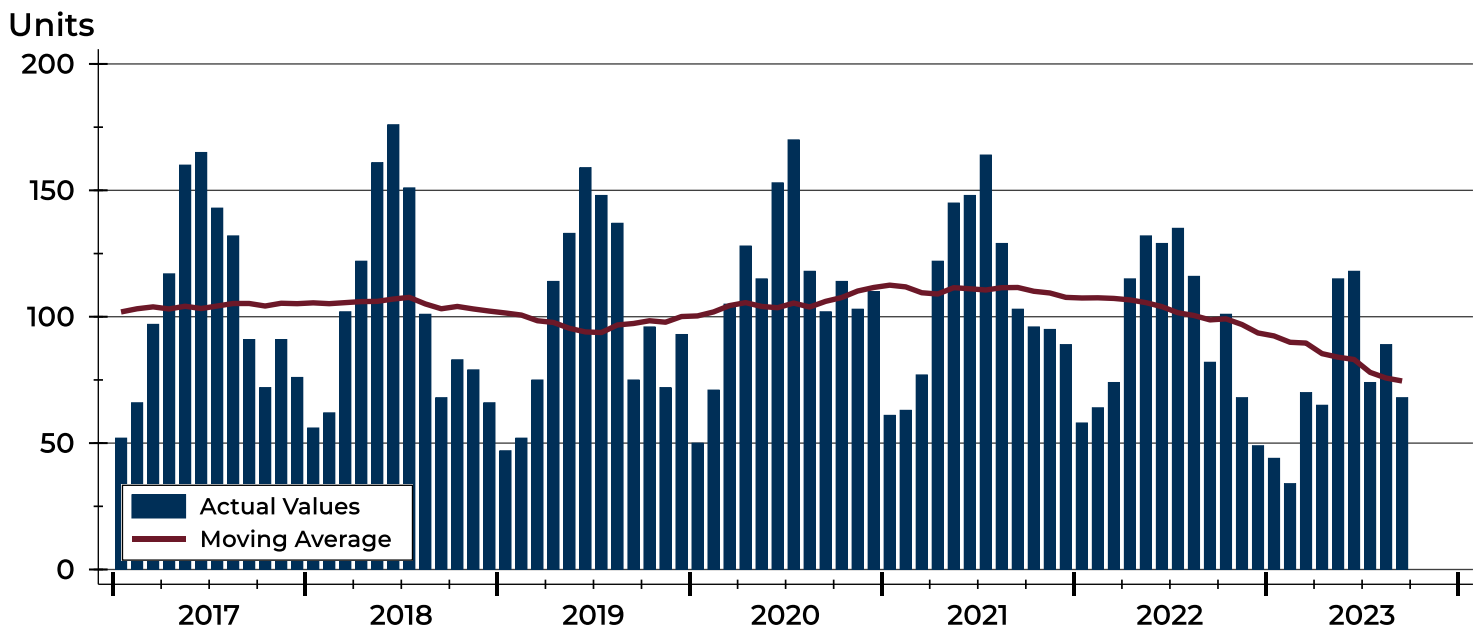
City of Lawrence Closed Listings Analysis

Summary Statistics for Closed Listings		September			Year-to-Date		
		2023	2022	Change	2023	2022	Change
Closed Listings		68	82	-17.1%	677	905	-25.2%
Volume (1,000s)		23,893	24,974	-4.3%	228,418	297,640	-23.3%
Months' Supply		1.9	1.3	46.2%	N/A	N/A	N/A
Average	Sale Price	351,371	304,560	15.4%	337,398	328,884	2.6%
	Days on Market	29	19	52.6%	18	14	28.6%
	Percent of List	99.5%	97.8%	1.7%	100.8%	102.0%	-1.2%
	Percent of Original	98.7%	96.0%	2.8%	100.3%	101.4%	-1.1%
Median	Sale Price	302,500	290,950	4.0%	302,500	295,000	2.5%
	Days on Market	9	12	-25.0%	4	4	0.0%
	Percent of List	100.0%	98.6%	1.4%	100.0%	100.0%	0.0%
	Percent of Original	99.1%	96.6%	2.6%	100.0%	100.0%	0.0%

A total of 68 homes sold in the City of Lawrence in September, down from 82 units in September 2022. Total sales volume fell to \$23.9 million compared to \$25.0 million in the previous year.

The median sales price in September was \$302,500, up 4.0% compared to the prior year. Median days on market was 9 days, up from 5 days in August, but down from 12 in September 2022.

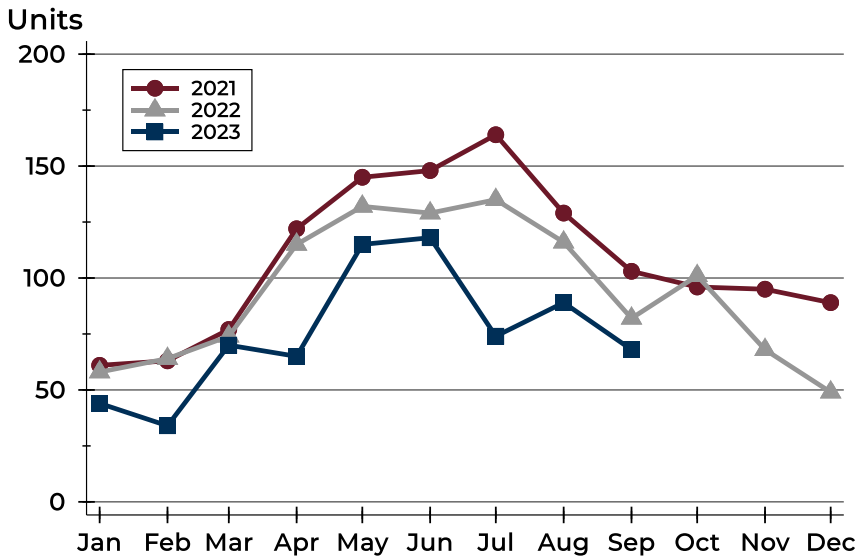
History of Closed Listings





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	115
June	148	129	118
July	164	135	74
August	129	116	89
September	103	82	68
October	96	101	
November	95	68	
December	89	49	

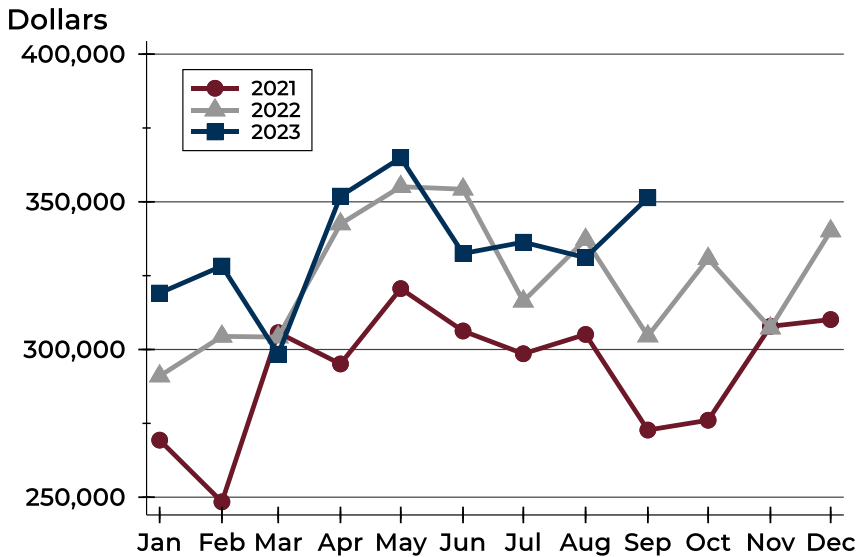
Closed Listings by Price Range

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	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	1	1.5%	2.5	132,600	132,600	32	32	83.4%	83.4%	83.4%	83.4%
\$150,000-\$199,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$200,000-\$249,999	11	16.2%	1.4	221,300	215,000	19	6	99.1%	100.5%	99.3%	100.5%
\$250,000-\$299,999	20	29.4%	0.8	271,263	270,000	9	4	100.0%	100.0%	99.6%	100.0%
\$300,000-\$349,999	10	14.7%	1.7	312,600	307,500	20	9	100.0%	100.0%	98.4%	98.4%
\$350,000-\$399,999	13	19.1%	1.6	373,258	380,000	47	25	100.8%	98.3%	98.8%	97.5%
\$400,000-\$449,999	3	4.4%	2.0	443,333	445,000	37	14	99.3%	98.9%	99.3%	98.9%
\$450,000-\$499,999	1	1.5%	3.6	450,000	450,000	91	91	95.7%	95.7%	93.8%	93.8%
\$500,000-\$599,999	5	7.4%	4.6	538,960	520,000	83	73	98.9%	97.3%	98.2%	97.3%
\$600,000-\$749,999	3	4.4%	3.5	649,300	649,900	24	29	99.3%	100.0%	97.6%	97.9%
\$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	1.5%	3.4	1,500,000	1,500,000	17	17	96.8%	96.8%	96.8%	96.8%



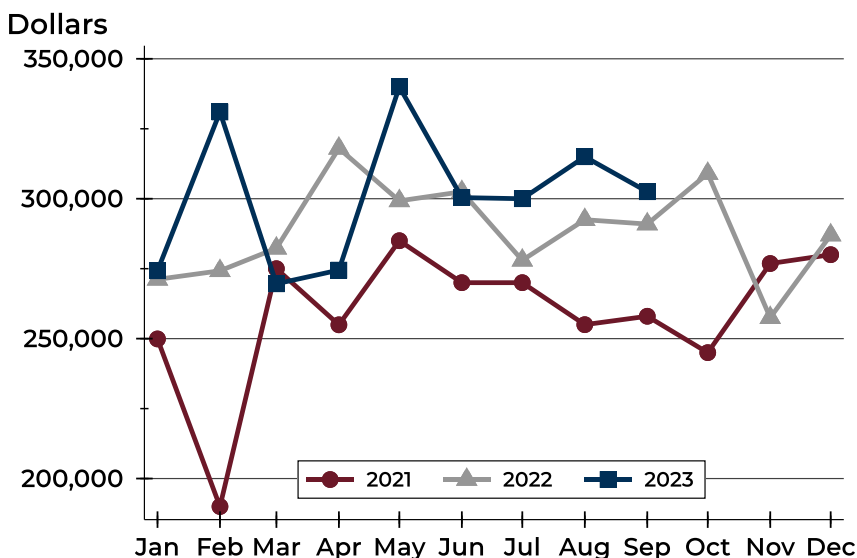
City of Lawrence Closed Listings Analysis

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	298,441
April	295,115	342,504	351,932
May	320,621	355,125	364,899
June	306,274	354,276	332,505
July	298,573	316,345	336,340
August	305,107	337,220	331,109
September	272,728	304,560	351,371
October	276,053	330,782	
November	307,845	307,240	
December	310,146	340,120	

Median Price

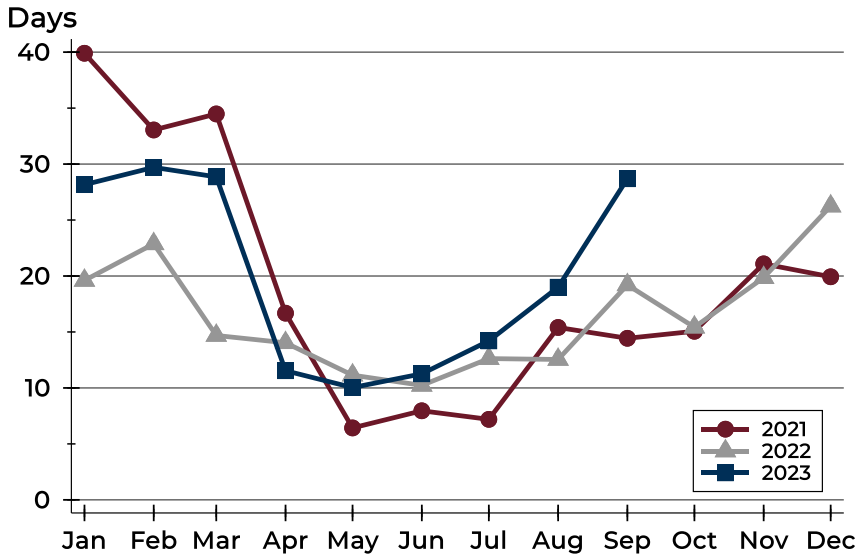


Month	2021	2022	2023
January	249,900	271,200	274,250
February	190,000	274,250	331,000
March	275,000	282,300	269,600
April	254,950	318,000	274,500
May	285,000	299,243	340,000
June	270,000	302,500	300,415
July	270,000	278,000	300,000
August	255,000	292,500	315,000
September	258,000	290,950	302,500
October	245,000	309,000	
November	276,850	257,500	
December	280,000	287,000	



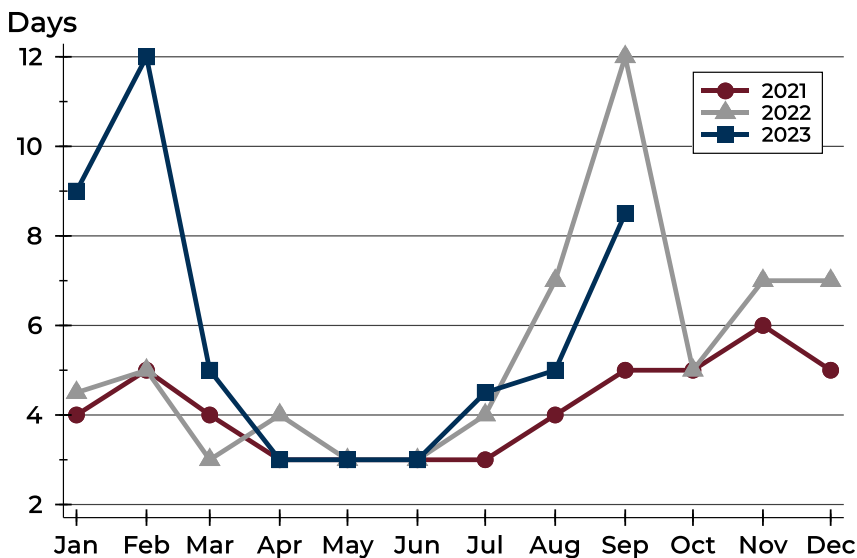
City of Lawrence Closed Listings Analysis

Average DOM



Month	2021	2022	2023
January	40	20	28
February	33	23	30
March	34	15	29
April	17	14	12
May	6	11	10
June	8	10	11
July	7	13	14
August	15	13	19
September	14	19	29
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	3
June	3	3	3
July	3	4	5
August	4	7	5
September	5	12	9
October	5	5	
November	6	7	
December	5	7	



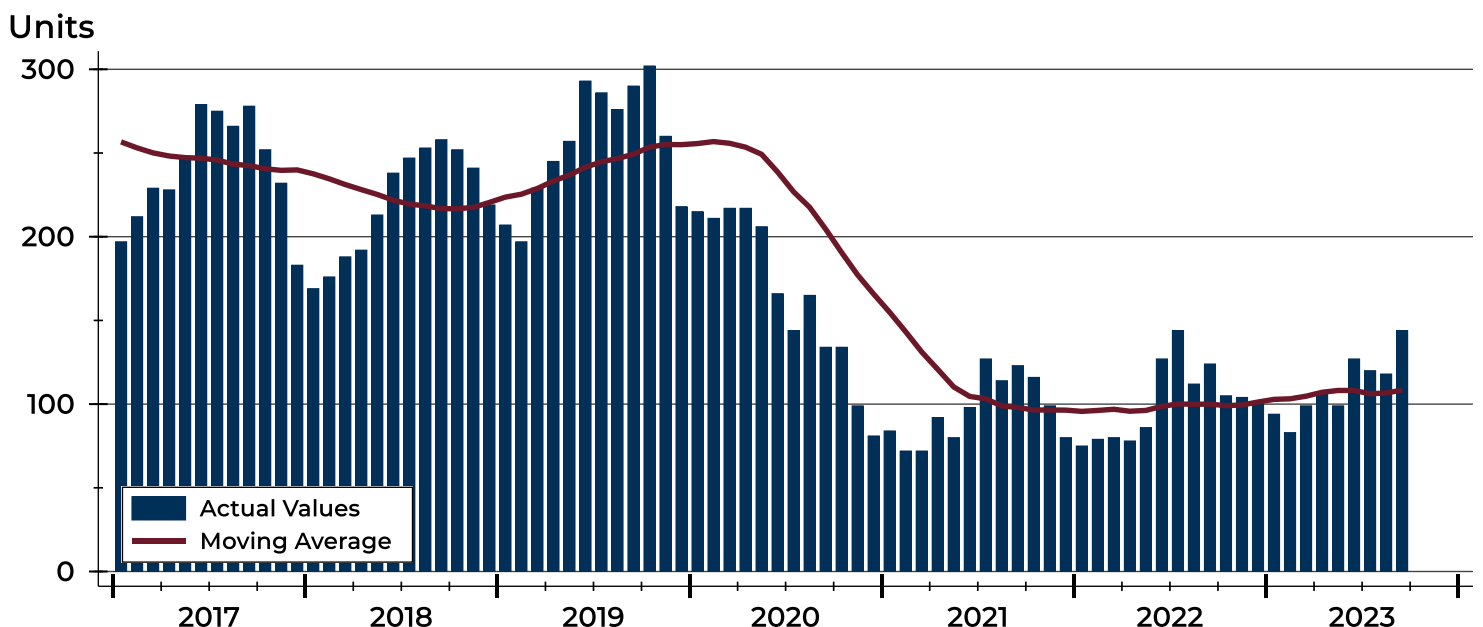
City of Lawrence Active Listings Analysis

Summary Statistics for Active Listings		End of September 2023	End of September 2022	Change
Active Listings		144	124	16.1%
Volume (1,000s)		58,172	44,508	30.7%
Months' Supply		1.9	1.3	46.2%
Average	List Price	403,970	358,932	12.5%
	Days on Market	56	51	9.8%
	Percent of Original	97.7%	98.3%	-0.6%
Median	List Price	367,900	334,950	9.8%
	Days on Market	31	37	-16.2%
	Percent of Original	100.0%	100.0%	0.0%

A total of 144 homes were available for sale in the City of Lawrence at the end of September. This represents a 1.9 months' supply of active listings.

The median list price of homes on the market at the end of September was \$367,900, up 9.8% from 2022. The typical time on market for active listings was 31 days, down from 37 days a year earlier.

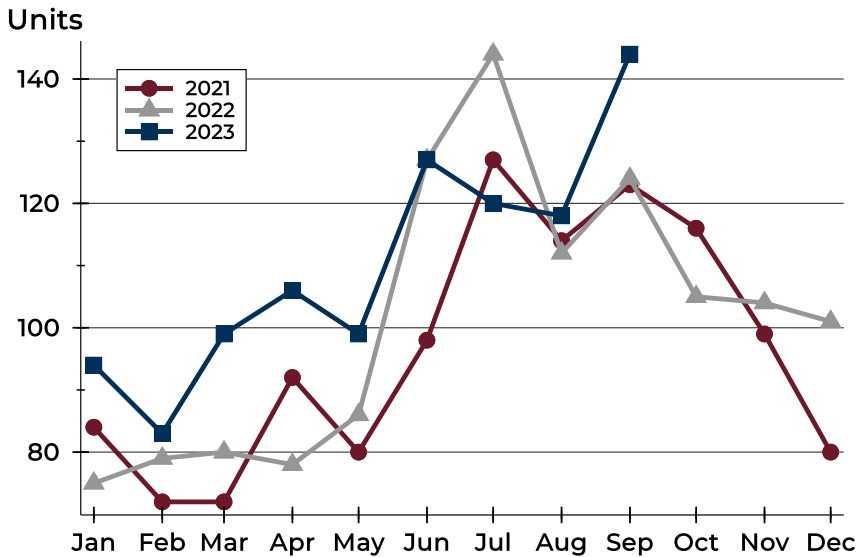
History of Active Listings





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	118
September	123	124	144
October	116	105	
November	99	104	
December	80	101	

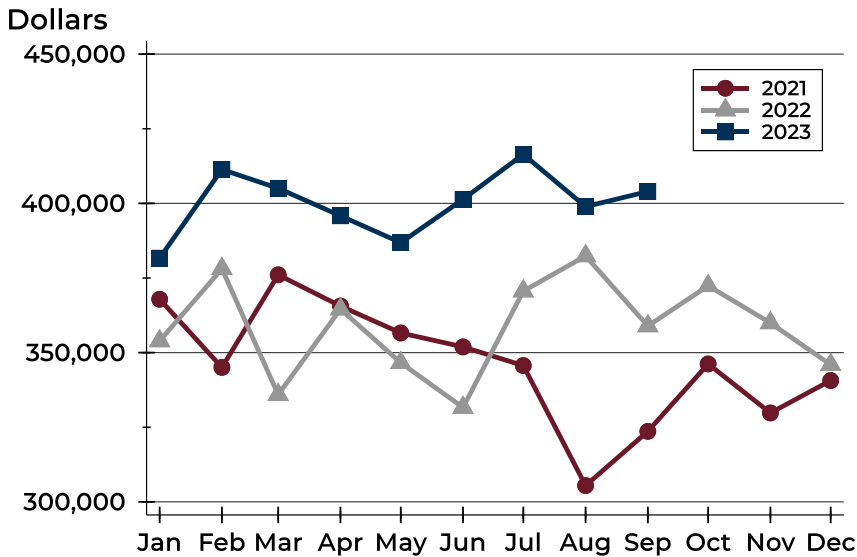
Active Listings by Price Range

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	2	1.4%	N/A	1,673	1,673	29	29	100.0%	100.0%
\$50,000-\$99,999	5	3.5%	N/A	86,824	89,950	59	55	93.6%	98.2%
\$100,000-\$149,999	9	6.3%	2.5	130,711	129,900	37	21	95.0%	100.0%
\$150,000-\$199,999	6	4.2%	N/A	179,100	185,500	26	21	96.9%	97.9%
\$200,000-\$249,999	16	11.1%	1.4	237,356	237,500	32	26	98.3%	100.0%
\$250,000-\$299,999	11	7.6%	0.8	277,491	279,900	33	22	96.1%	100.0%
\$300,000-\$349,999	18	12.5%	1.7	323,628	319,950	29	19	99.1%	100.0%
\$350,000-\$399,999	14	9.7%	1.6	379,971	389,900	55	35	97.9%	99.3%
\$400,000-\$449,999	10	6.9%	2.0	430,295	430,200	32	31	97.5%	97.7%
\$450,000-\$499,999	17	11.8%	3.6	480,331	480,000	64	52	98.1%	98.0%
\$500,000-\$599,999	18	12.5%	4.6	567,867	562,400	116	67	98.2%	100.0%
\$600,000-\$749,999	12	8.3%	3.5	665,433	653,450	86	67	98.4%	100.0%
\$750,000-\$999,999	4	2.8%	N/A	928,225	982,450	32	21	100.0%	100.0%
\$1,000,000 and up	2	1.4%	3.4	1,550,000	1,550,000	179	179	97.4%	97.4%



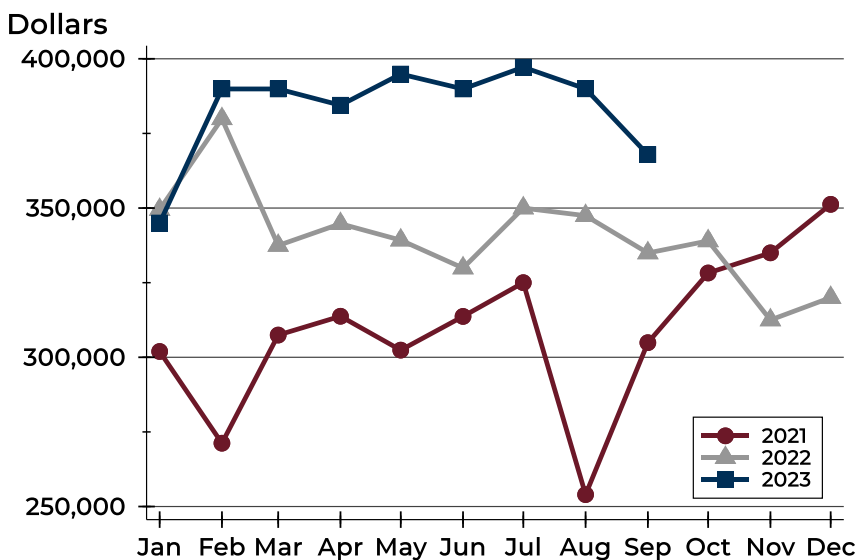
City of Lawrence Active Listings Analysis

Average Price



Month	2021	2022	2023
January	367,887	353,910	381,662
February	345,051	378,114	411,359
March	376,063	335,920	405,067
April	365,613	364,571	395,842
May	356,591	346,614	386,853
June	351,923	331,603	401,362
July	345,664	370,614	416,435
August	305,460	382,390	398,916
September	323,634	358,932	403,970
October	346,221	372,396	
November	329,796	359,954	
December	340,652	345,946	

Median Price

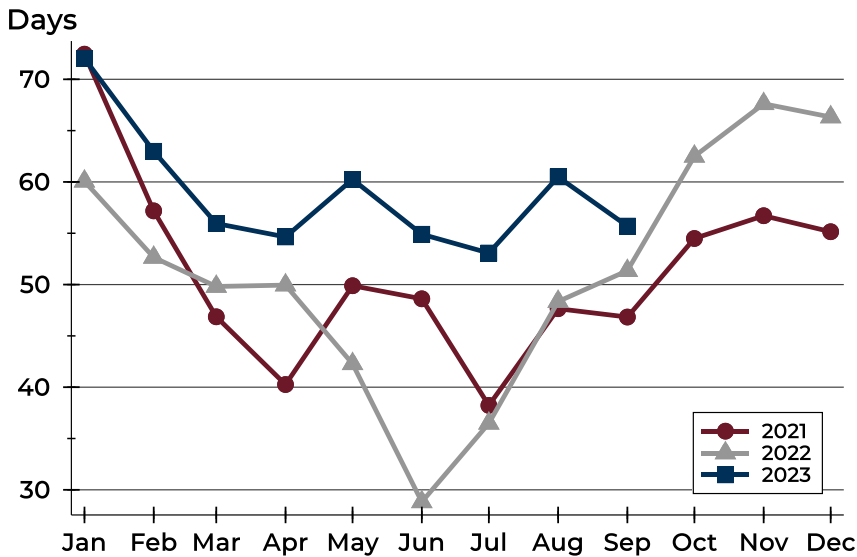


Month	2021	2022	2023
January	301,950	349,500	345,000
February	271,225	379,900	389,900
March	307,450	337,450	389,900
April	313,750	344,750	384,450
May	302,400	339,250	394,900
June	313,700	329,900	389,900
July	325,000	350,000	397,200
August	254,000	347,450	389,950
September	304,900	334,950	367,900
October	328,250	339,000	
November	335,000	312,500	
December	351,250	320,000	



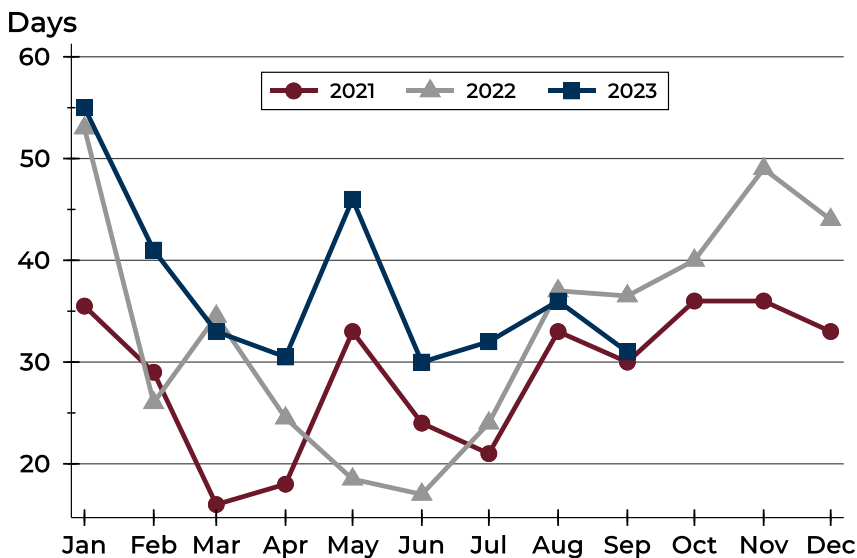
City of Lawrence Active Listings Analysis

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	
November	57	68	
December	55	66	

Median DOM

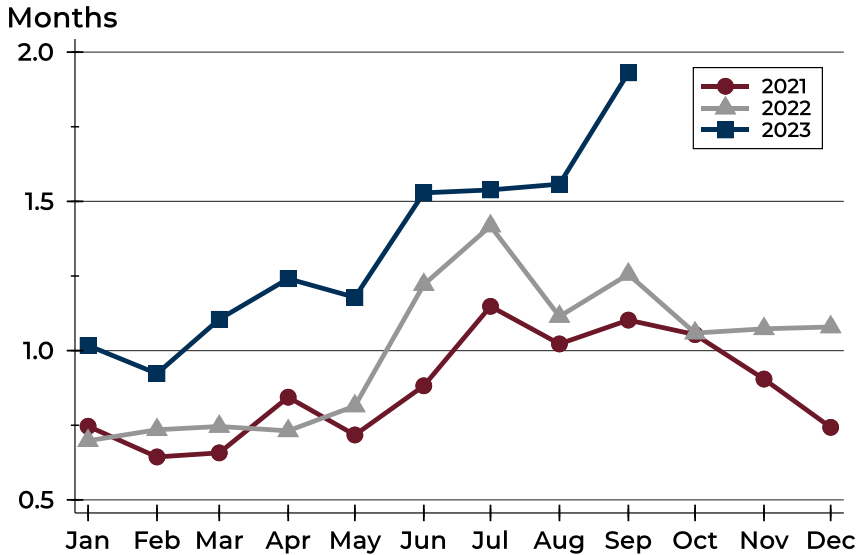


Month	2021	2022	2023
January	36	53	55
February	29	26	41
March	16	35	33
April	18	25	31
May	33	19	46
June	24	17	30
July	21	24	32
August	33	37	36
September	30	37	31
October	36	40	
November	36	49	
December	33	44	



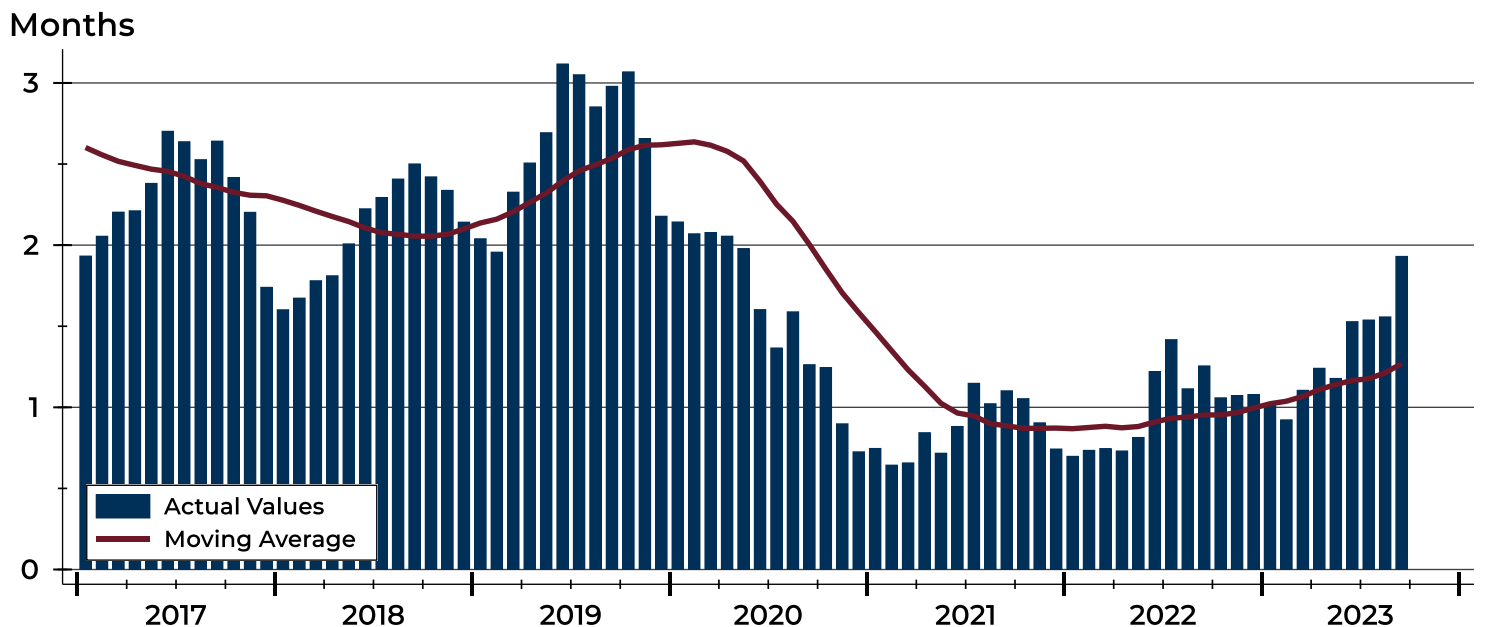
City of Lawrence Months' Supply Analysis

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	
November	0.9	1.1	
December	0.7	1.1	

History of Month's Supply





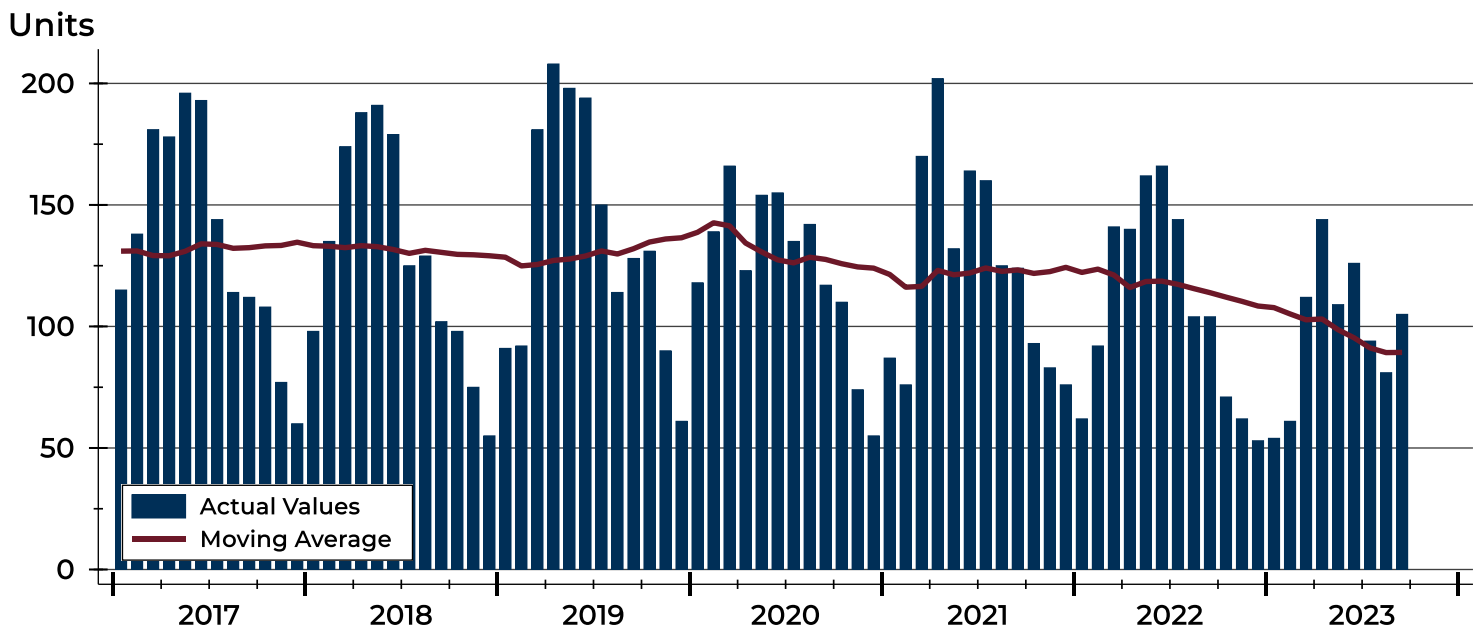
City of Lawrence New Listings Analysis

Summary Statistics for New Listings		2023	September 2022	Change
Current Month	New Listings	105	104	1.0%
	Volume (1,000s)	39,219	33,432	17.3%
	Average List Price	373,511	321,463	16.2%
	Median List Price	327,850	277,250	18.3%
Year-to-Date	New Listings	886	1,115	-20.5%
	Volume (1,000s)	302,645	364,302	-16.9%
	Average List Price	341,586	326,729	4.5%
	Median List Price	314,900	294,900	6.8%

A total of 105 new listings were added in the City of Lawrence during September, up 1.0% from the same month in 2022. Year-to-date the City of Lawrence has seen 886 new listings.

The median list price of these homes was \$327,850 up from \$277,250 in 2022.

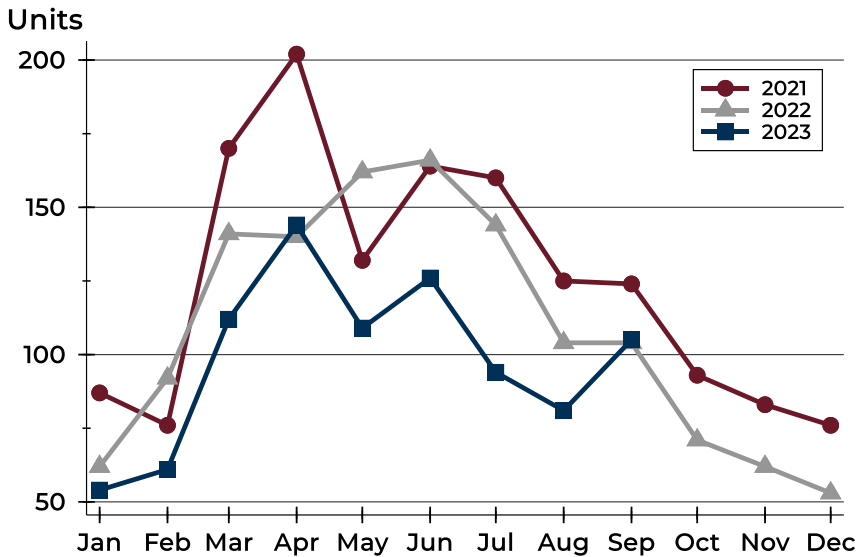
History of New Listings





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	126
July	160	144	94
August	125	104	81
September	124	104	105
October	93	71	
November	83	62	
December	76	53	

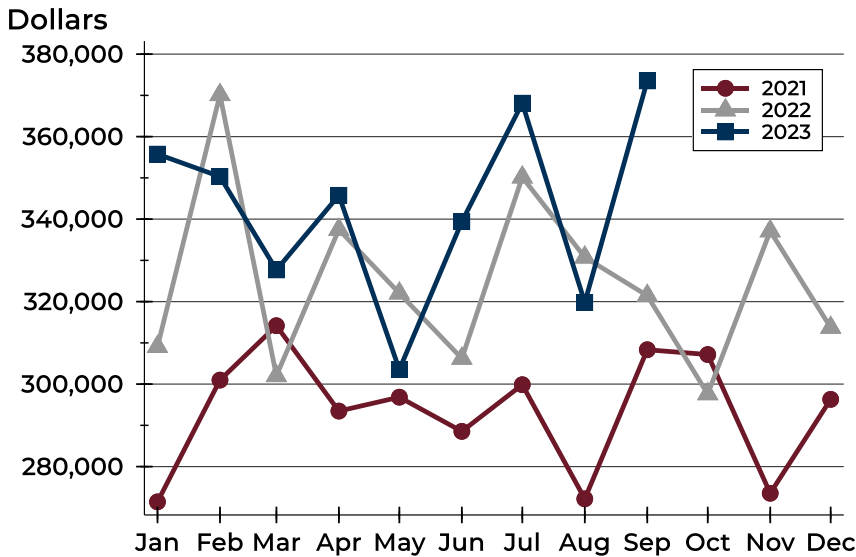
New Listings by Price Range

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	1.0%	1,800	1,800	12	12	100.0%	100.0%
\$50,000-\$99,999	1	1.0%	79,900	79,900	8	8	100.0%	100.0%
\$100,000-\$149,999	3	2.9%	121,600	115,000	16	15	91.1%	100.0%
\$150,000-\$199,999	7	6.7%	183,543	187,000	10	3	98.7%	100.0%
\$200,000-\$249,999	14	13.3%	234,314	235,000	13	9	99.2%	100.0%
\$250,000-\$299,999	17	16.2%	280,812	280,000	12	8	99.8%	100.0%
\$300,000-\$349,999	19	18.1%	331,471	327,850	11	8	99.9%	100.0%
\$350,000-\$399,999	9	8.6%	380,511	390,000	18	23	99.4%	100.0%
\$400,000-\$449,999	4	3.8%	424,875	422,750	16	17	98.0%	98.3%
\$450,000-\$499,999	9	8.6%	484,461	489,000	20	25	99.3%	100.0%
\$500,000-\$599,999	13	12.4%	543,946	539,000	15	15	100.3%	100.0%
\$600,000-\$749,999	4	3.8%	637,950	641,950	19	22	100.0%	100.0%
\$750,000-\$999,999	3	2.9%	909,300	979,900	24	18	100.0%	100.0%
\$1,000,000 and up	1	1.0%	1,300,000	1,300,000	9	9	100.0%	100.0%



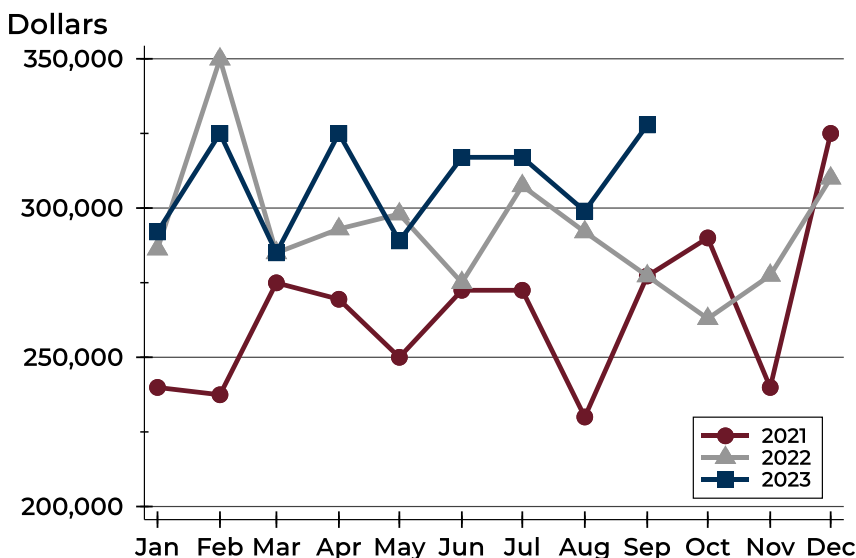
City of Lawrence New Listings Analysis

Average Price



Month	2021	2022	2023
January	271,450	309,069	355,771
February	300,975	370,146	350,309
March	314,158	302,005	327,690
April	293,463	337,476	345,785
May	296,834	322,036	303,520
June	288,542	306,220	339,383
July	299,860	350,165	368,120
August	272,188	330,760	319,785
September	308,336	321,463	373,511
October	307,168	297,609	
November	273,545	337,100	
December	296,310	313,717	

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	289,000
June	272,450	275,000	317,000
July	272,450	307,450	317,000
August	230,000	292,000	299,000
September	277,250	277,250	327,850
October	290,000	262,950	
November	239,900	277,450	
December	325,000	310,000	



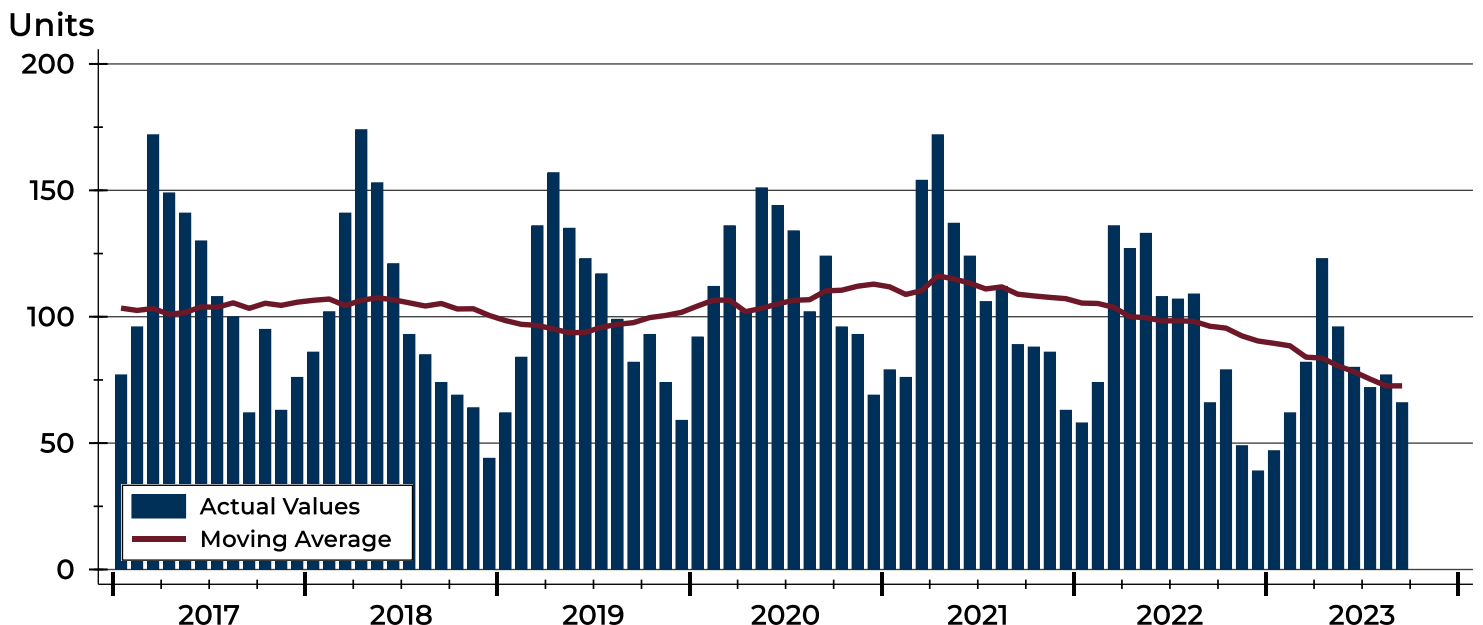
City of Lawrence Contracts Written Analysis

Summary Statistics for Contracts Written		September			Year-to-Date		
		2023	2022	Change	2023	2022	Change
Contracts Written		66	66	0.0%	705	918	-23.2%
Volume (1,000s)		21,596	21,120	2.3%	236,196	302,177	-21.8%
Average	Sale Price	327,215	320,001	2.3%	335,030	329,169	1.8%
	Days on Market	24	15	60.0%	18	14	28.6%
	Percent of Original	97.7%	98.2%	-0.5%	100.1%	101.3%	-1.2%
Median	Sale Price	307,450	282,500	8.8%	300,000	289,000	3.8%
	Days on Market	9	4	125.0%	4	4	0.0%
	Percent of Original	100.0%	100.0%	0.0%	100.0%	100.0%	0.0%

A total of 66 contracts for sale were written in the City of Lawrence during the month of September, the same as in 2022. The median list price of these homes was \$307,450, up from \$282,500 the prior year.

Half of the homes that went under contract in September were on the market less than 9 days, compared to 4 days in September 2022.

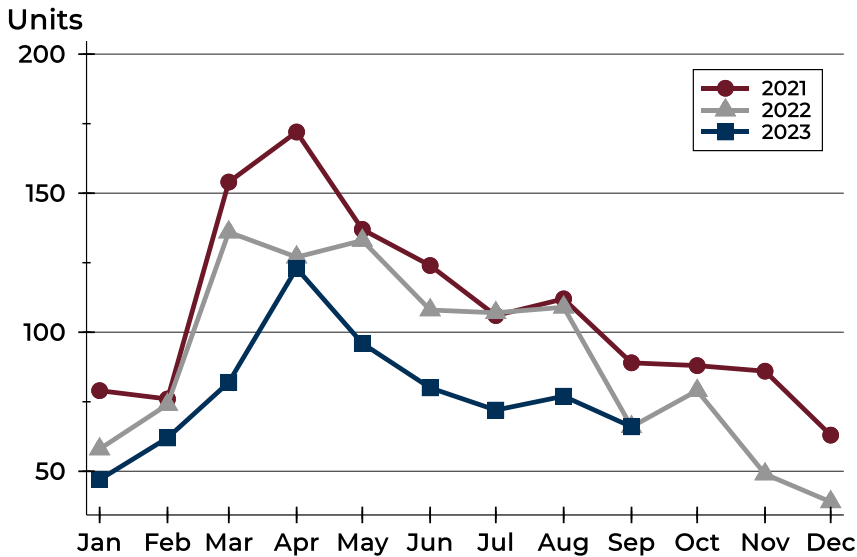
History of Contracts Written





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	96
June	124	108	80
July	106	107	72
August	112	109	77
September	89	66	66
October	88	79	
November	86	49	
December	63	39	

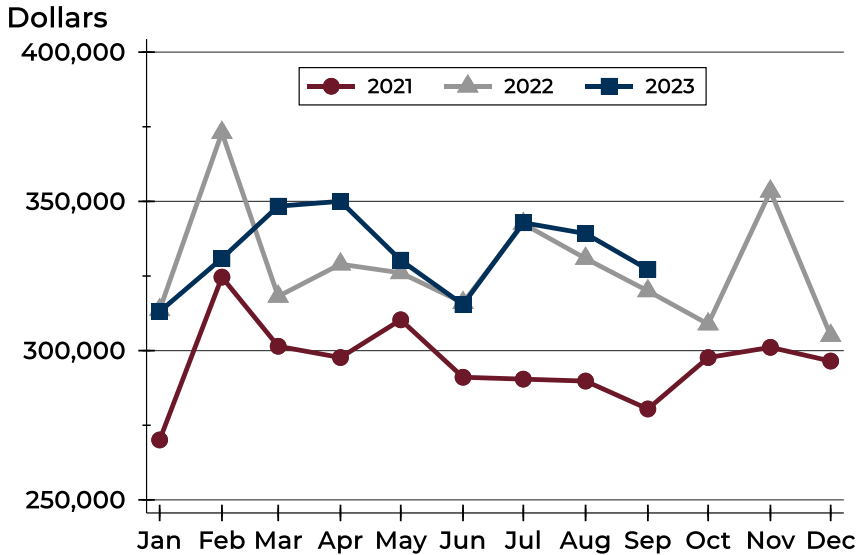
Contracts Written by Price Range

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	3.0%	84,950	84,950	27	27	97.4%	97.4%
\$100,000-\$149,999	1	1.5%	115,000	115,000	7	7	100.0%	100.0%
\$150,000-\$199,999	4	6.1%	180,975	182,500	2	2	100.0%	100.0%
\$200,000-\$249,999	10	15.2%	227,050	225,000	26	12	97.7%	97.8%
\$250,000-\$299,999	14	21.2%	285,154	290,000	14	4	98.5%	100.0%
\$300,000-\$349,999	16	24.2%	328,522	326,425	28	16	95.7%	100.0%
\$350,000-\$399,999	7	10.6%	386,414	390,000	27	30	96.1%	96.2%
\$400,000-\$449,999	2	3.0%	434,500	434,500	42	42	98.3%	98.3%
\$450,000-\$499,999	2	3.0%	494,000	494,000	4	4	100.0%	100.0%
\$500,000-\$599,999	7	10.6%	549,800	550,000	47	13	99.4%	98.2%
\$600,000-\$749,999	1	1.5%	657,900	657,900	6	6	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	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



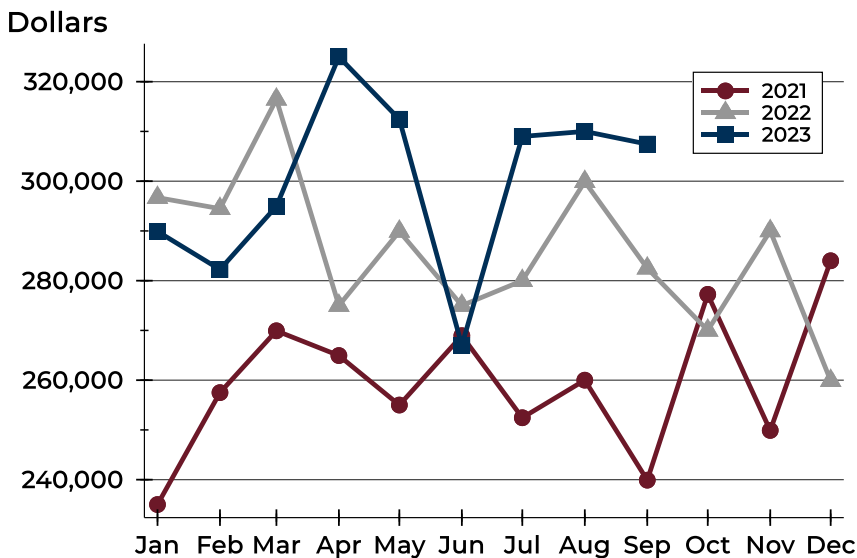
City of Lawrence Contracts Written Analysis

Average Price



Month	2021	2022	2023
January	270,075	313,674	313,083
February	324,637	373,052	330,911
March	301,464	318,167	348,394
April	297,692	328,966	350,024
May	310,322	326,059	330,296
June	291,092	316,044	315,423
July	290,450	342,488	342,853
August	289,806	330,861	339,212
September	280,458	320,001	327,215
October	297,672	308,888	
November	301,109	353,371	
December	296,505	305,041	

Median Price

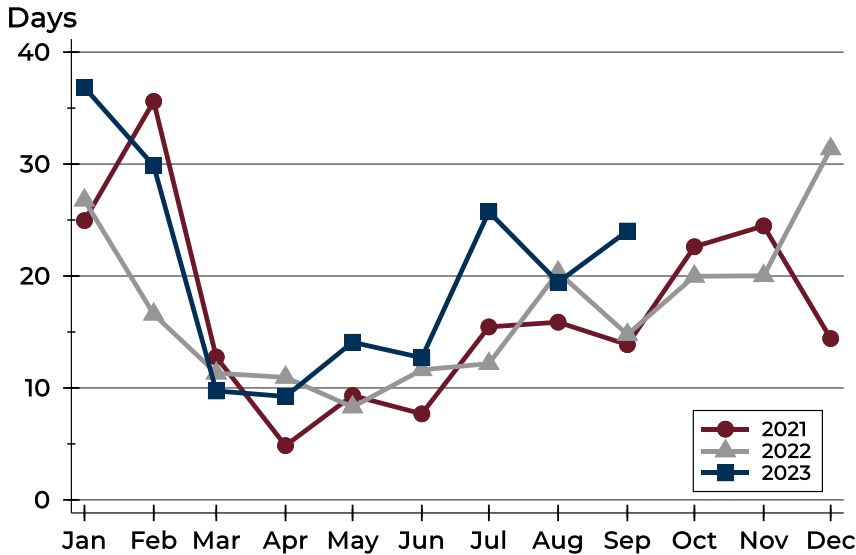


Month	2021	2022	2023
January	235,000	296,700	289,900
February	257,500	294,475	282,250
March	269,925	316,450	294,950
April	264,950	275,000	325,000
May	255,000	289,900	312,450
June	268,950	275,000	267,000
July	252,450	280,000	309,000
August	260,000	299,900	310,000
September	239,900	282,500	307,450
October	277,250	270,000	
November	249,900	290,000	
December	284,000	259,900	



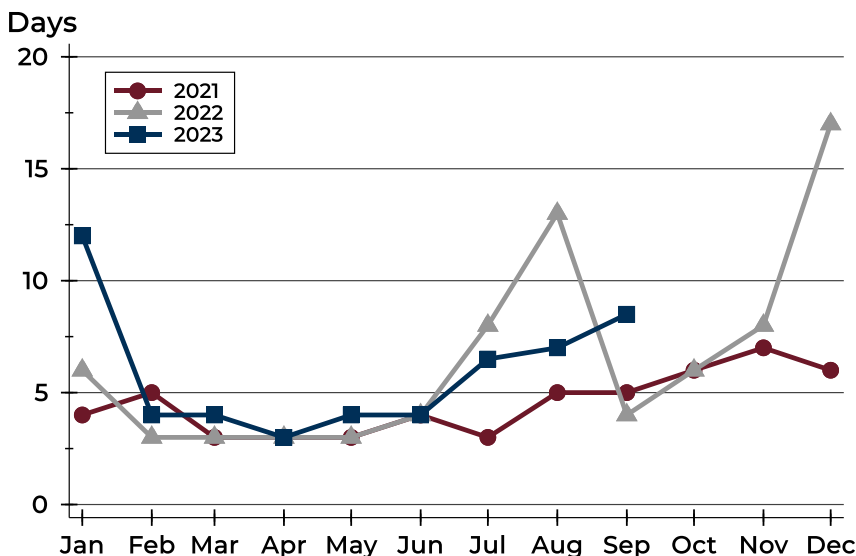
City of Lawrence Contracts Written Analysis

Average DOM



Month	2021	2022	2023
January	25	27	37
February	36	17	30
March	13	11	10
April	5	11	9
May	9	8	14
June	8	12	13
July	15	12	26
August	16	20	19
September	14	15	24
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	4
June	4	4	4
July	3	8	7
August	5	13	7
September	5	4	9
October	6	6	
November	7	8	
December	6	17	



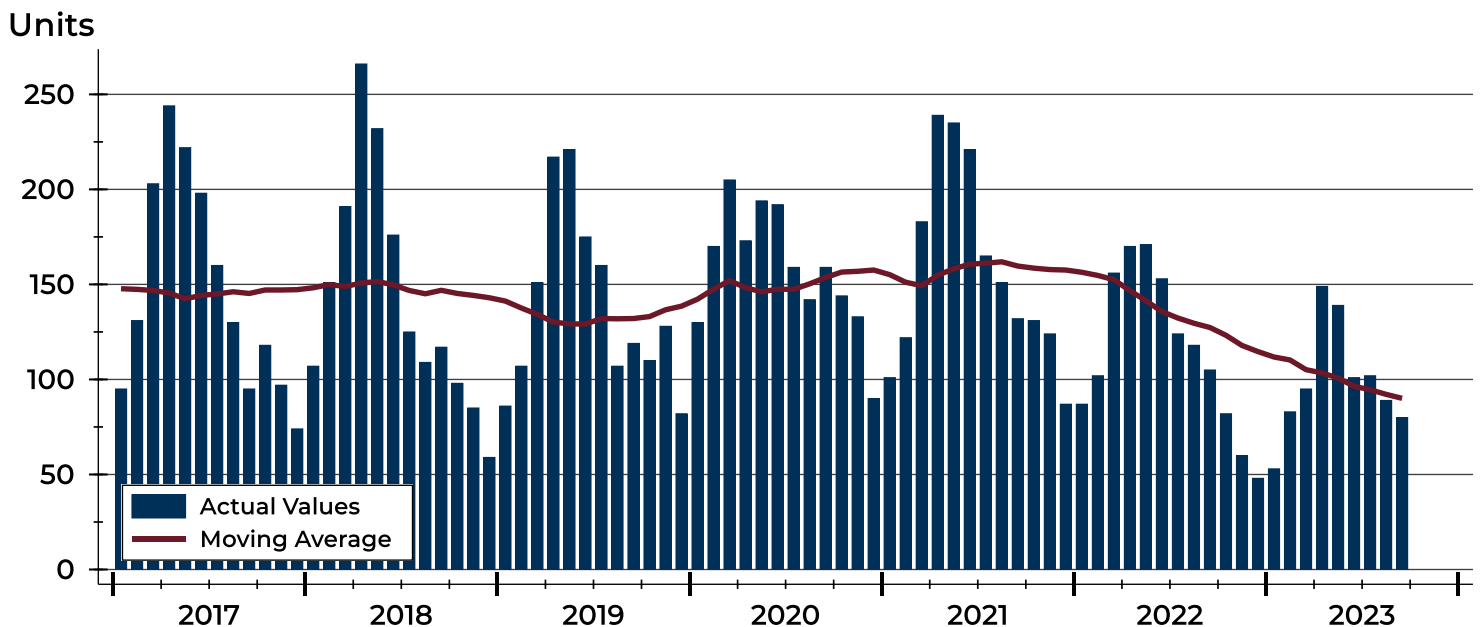
City of Lawrence Pending Contracts Analysis

Summary Statistics for Pending Contracts		End of September		
		2023	2022	Change
Pending Contracts		80	105	-23.8%
Volume (1,000s)		27,194	37,505	-27.5%
Average	List Price	339,931	357,188	-4.8%
	Days on Market	24	17	41.2%
	Percent of Original	98.2%	98.5%	-0.3%
Median	List Price	322,400	305,000	5.7%
	Days on Market	9	5	80.0%
	Percent of Original	100.0%	100.0%	0.0%

A total of 80 listings in the City of Lawrence had contracts pending at the end of September, down from 105 contracts pending at the end of September 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.

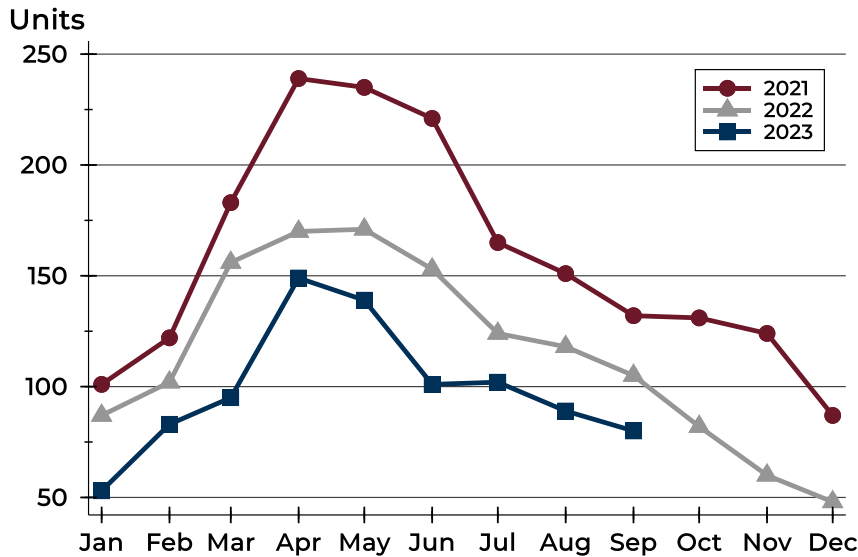
History of Pending Contracts





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	139
June	221	153	101
July	165	124	102
August	151	118	89
September	132	105	80
October	131	82	
November	124	60	
December	87	48	

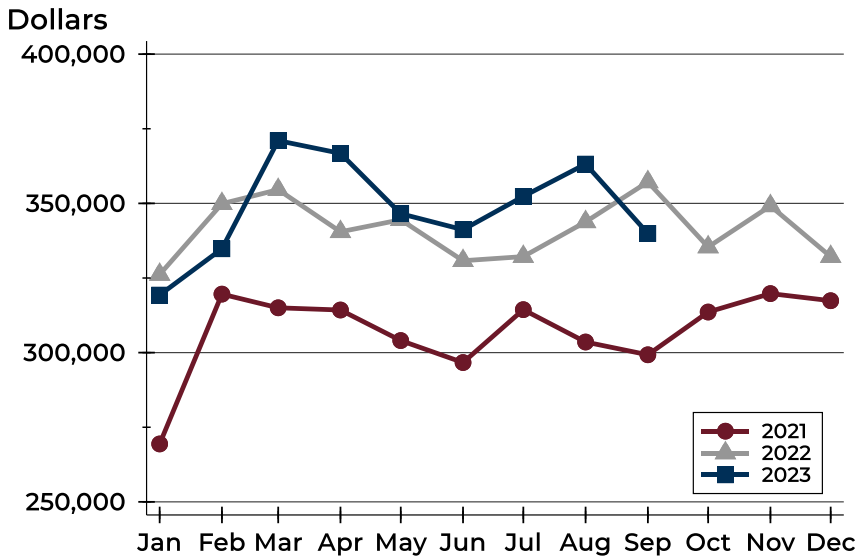
Pending Contracts by Price Range

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	2.5%	84,950	84,950	27	27	97.4%	97.4%
\$100,000-\$149,999	3	3.8%	124,650	115,000	39	7	95.8%	100.0%
\$150,000-\$199,999	5	6.3%	175,760	170,000	21	3	99.0%	100.0%
\$200,000-\$249,999	11	13.8%	226,182	220,000	29	15	97.6%	97.9%
\$250,000-\$299,999	15	18.8%	281,663	289,900	10	4	98.4%	100.0%
\$300,000-\$349,999	14	17.5%	331,739	331,175	24	12	97.4%	100.0%
\$350,000-\$399,999	11	13.8%	386,009	390,000	15	7	98.5%	100.0%
\$400,000-\$449,999	4	5.0%	430,975	427,450	32	26	97.5%	98.3%
\$450,000-\$499,999	4	5.0%	480,725	486,950	31	21	99.5%	100.0%
\$500,000-\$599,999	10	12.5%	549,660	549,500	33	10	99.1%	100.0%
\$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	1	1.3%	1,025,000	1,025,000	73	73	100.0%	100.0%



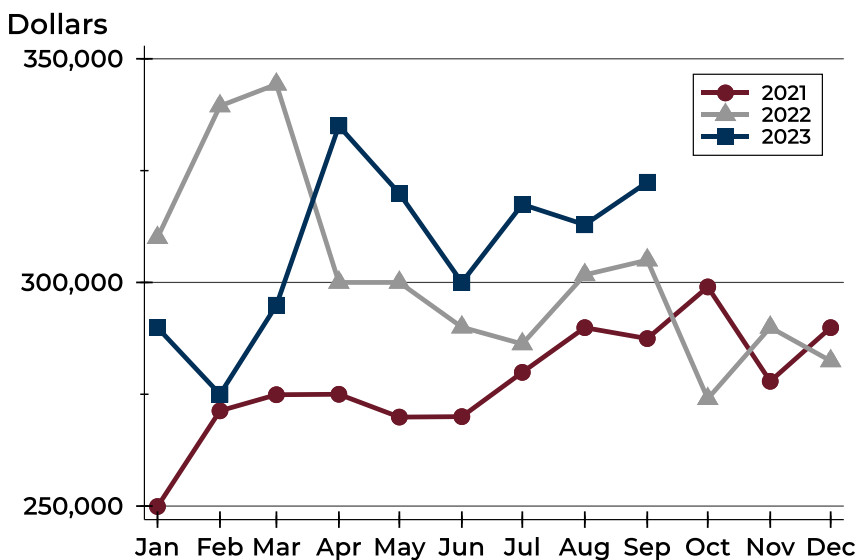
City of Lawrence Pending Contracts Analysis

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	346,540
June	296,684	330,793	341,180
July	314,396	332,179	352,339
August	303,562	343,818	363,178
September	299,276	357,188	339,931
October	313,606	335,385	
November	319,781	349,171	
December	317,398	332,166	

Median Price

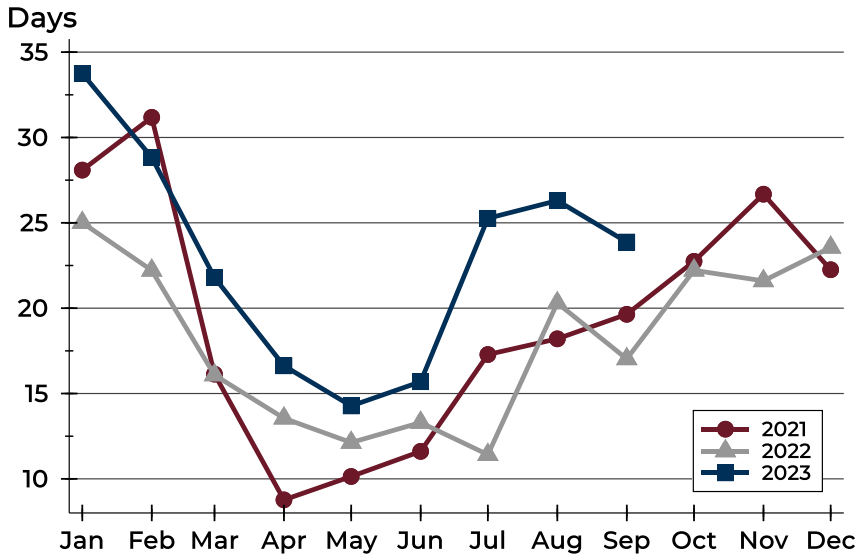


Month	2021	2022	2023
January	249,900	310,000	289,900
February	271,300	339,450	275,000
March	274,900	344,300	294,900
April	275,000	300,000	335,000
May	269,900	300,000	319,900
June	270,000	290,000	300,000
July	279,900	286,250	317,450
August	289,900	301,700	312,900
September	287,450	305,000	322,400
October	299,000	274,000	
November	277,900	289,950	
December	289,900	282,450	



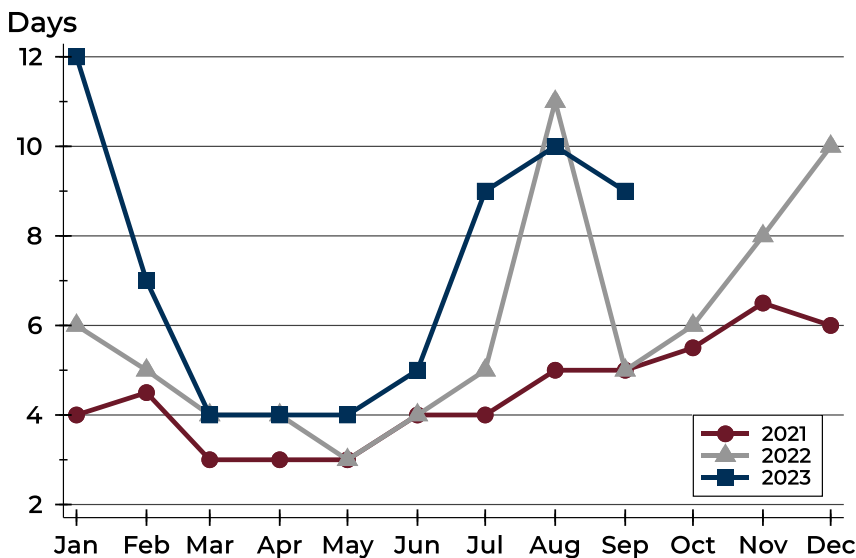
City of Lawrence Pending Contracts Analysis

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	25
August	18	20	26
September	20	17	24
October	23	22	22
November	27	22	22
December	22	24	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	6
November	7	8	6
December	6	10	6