



# City of Lawrence Housing Report



## Market Overview

### City of Lawrence Home Sales Fell in December

Total home sales in the City of Lawrence fell last month to 49 units, compared to 89 units in December 2021. Total sales volume was \$16.7 million, down from a year earlier.

The median sale price in December was \$287,000, up from \$280,000 a year earlier. Homes that sold in December were typically on the market for 7 days and sold for 100.0% of their list prices.

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

The total number of active listings in the City of Lawrence at the end of December was 102 units, up from 80 at the same point in 2021. This represents a 1.1 months' supply of homes available for sale. The median list price of homes on the market at the end of December was \$320,000.

During December, a total of 38 contracts were written down from 63 in December 2021. At the end of the month, there were 48 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](mailto:Rob@LawrenceRealtor.com)  
[www.LawrenceRealtor.com](http://www.LawrenceRealtor.com)



## City of Lawrence Summary Statistics

December MLS Statistics Three-year History		Current Month			Year-to-Date		
		2022	2021	2020	2022	2021	2020
<b>Home Sales</b>		<b>49</b>	<b>89</b>	<b>110</b>	<b>1,121</b>	<b>1,292</b>	<b>1,339</b>
Change from prior year		-44.9%	-19.1%	18.3%	-13.2%	-3.5%	11.5%
<b>Active Listings</b>		<b>102</b>	<b>80</b>	<b>81</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
Change from prior year		27.5%	-1.2%	-62.8%			
<b>Months' Supply</b>		<b>1.1</b>	<b>0.7</b>	<b>0.7</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
Change from prior year		57.1%	0.0%	-68.2%			
<b>New Listings</b>		<b>52</b>	<b>76</b>	<b>55</b>	<b>1,294</b>	<b>1,492</b>	<b>1,488</b>
Change from prior year		-31.6%	38.2%	-9.8%	-13.3%	0.3%	-9.2%
<b>Contracts Written</b>		<b>38</b>	<b>63</b>	<b>69</b>	<b>1,079</b>	<b>1,286</b>	<b>1,355</b>
Change from prior year		-39.7%	-8.7%	16.9%	-16.1%	-5.1%	11.0%
<b>Pending Contracts</b>		<b>48</b>	<b>87</b>	<b>90</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
Change from prior year		-44.8%	-3.3%	9.8%			
<b>Sales Volume (1,000s)</b>		<b>16,666</b>	<b>27,603</b>	<b>29,629</b>	<b>367,841</b>	<b>383,206</b>	<b>347,998</b>
Change from prior year		-39.6%	-6.8%	33.9%	-4.0%	10.1%	19.7%
Average	<b>Sale Price</b>	<b>340,120</b>	<b>310,146</b>	<b>269,355</b>	<b>328,136</b>	<b>296,599</b>	<b>259,894</b>
	Change from prior year	9.7%	15.1%	13.2%	10.6%	14.1%	7.4%
	<b>List Price of Actives</b>	<b>357,261</b>	<b>340,652</b>	<b>362,929</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
	Change from prior year	4.9%	-6.1%	15.4%			
	<b>Days on Market</b>	<b>26</b>	<b>20</b>	<b>28</b>	<b>15</b>	<b>16</b>	<b>33</b>
Change from prior year	30.0%	-28.6%	-40.4%	-6.3%	-51.5%	-10.8%	
<b>Percent of List</b>	<b>98.2%</b>	<b>100.8%</b>	<b>99.7%</b>	<b>101.4%</b>	<b>101.4%</b>	<b>99.5%</b>	
Change from prior year	-2.6%	1.1%	2.2%	0.0%	1.9%	0.8%	
<b>Percent of Original</b>	<b>96.1%</b>	<b>99.9%</b>	<b>99.0%</b>	<b>100.6%</b>	<b>100.7%</b>	<b>98.5%</b>	
Change from prior year	-3.8%	0.9%	3.6%	-0.1%	2.2%	1.1%	
Median	<b>Sale Price</b>	<b>287,000</b>	<b>280,000</b>	<b>245,000</b>	<b>290,000</b>	<b>263,621</b>	<b>236,400</b>
	Change from prior year	2.5%	14.3%	11.4%	10.0%	11.5%	11.0%
	<b>List Price of Actives</b>	<b>320,000</b>	<b>351,250</b>	<b>273,000</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
	Change from prior year	-8.9%	28.7%	-7.4%			
	<b>Days on Market</b>	<b>7</b>	<b>5</b>	<b>14</b>	<b>4</b>	<b>4</b>	<b>7</b>
Change from prior year	40.0%	-64.3%	-36.4%	0.0%	-42.9%	-50.0%	
<b>Percent of List</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	
Change from prior year	0.0%	0.0%	1.2%	0.0%	0.0%	0.3%	
<b>Percent of Original</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	
Change from prior year	0.0%	0.0%	2.6%	0.0%	0.0%	1.2%	

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



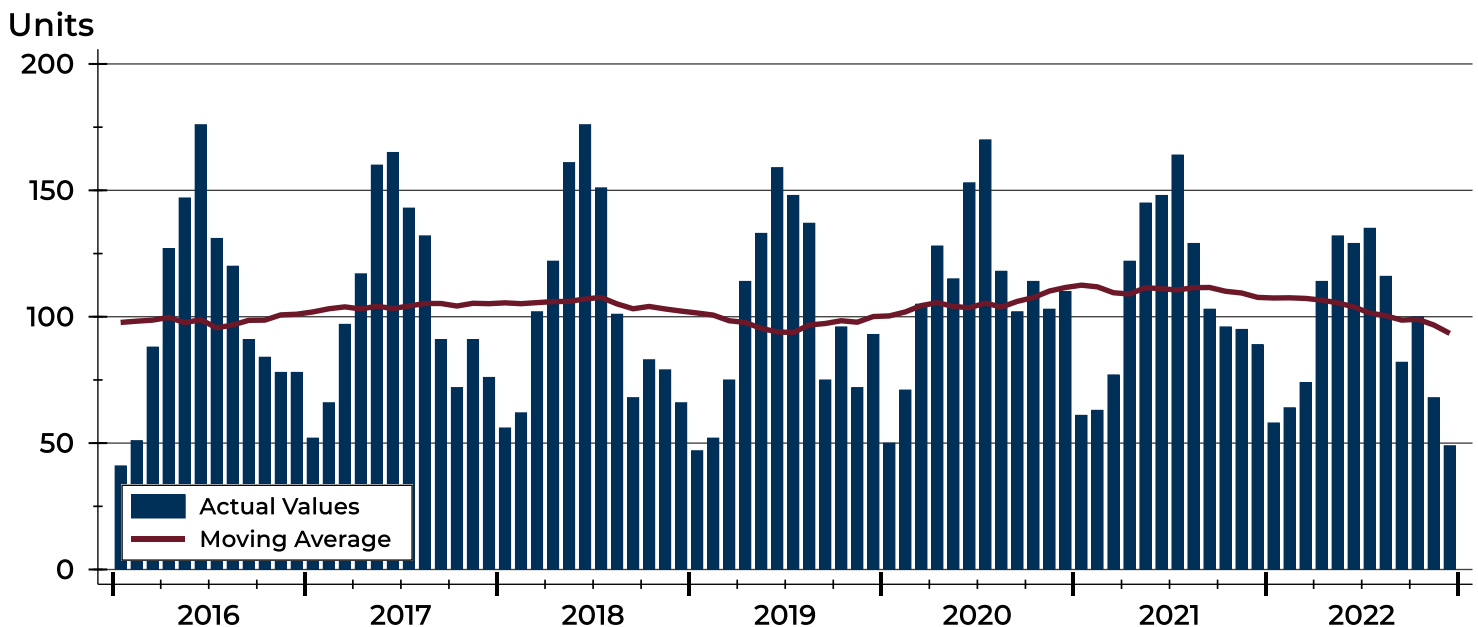
## City of Lawrence Closed Listings Analysis

Summary Statistics for Closed Listings		December			Year-to-Date		
		2022	2021	Change	2022	2021	Change
Closed Listings		49	89	-44.9%	1,121	1,292	-13.2%
Volume (1,000s)		16,666	27,603	-39.6%	367,841	383,206	-4.0%
Months' Supply		1.1	0.7	57.1%	N/A	N/A	N/A
Average	Sale Price	340,120	310,146	9.7%	328,136	296,599	10.6%
	Days on Market	26	20	30.0%	15	16	-6.3%
	Percent of List	98.2%	100.8%	-2.6%	101.4%	101.4%	0.0%
	Percent of Original	96.1%	99.9%	-3.8%	100.6%	100.7%	-0.1%
Median	Sale Price	287,000	280,000	2.5%	290,000	263,621	10.0%
	Days on Market	7	5	40.0%	4	4	0.0%
	Percent of List	100.0%	100.0%	0.0%	100.0%	100.0%	0.0%
	Percent of Original	100.0%	100.0%	0.0%	100.0%	100.0%	0.0%

A total of 49 homes sold in the City of Lawrence in December, down from 89 units in December 2021. Total sales volume fell to \$16.7 million compared to \$27.6 million in the previous year.

The median sales price in December was \$287,000, up 2.5% compared to the prior year. Median days on market was 7 days, the same as November, and up from 5 in December 2021.

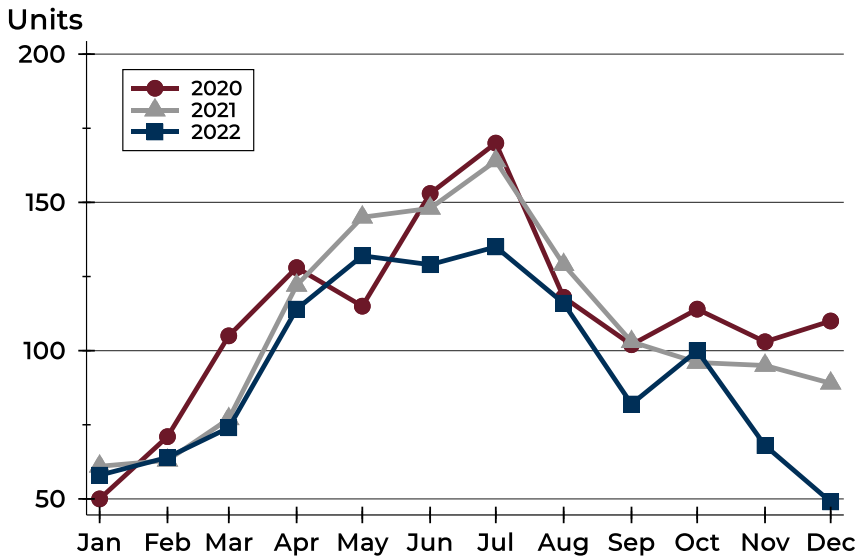
## History of Closed Listings





## City of Lawrence Closed Listings Analysis

### Closed Listings by Month



Month	2020	2021	2022
January	50	61	58
February	71	63	64
March	105	77	74
April	128	122	114
May	115	145	132
June	153	148	129
July	170	164	135
August	118	129	116
September	102	103	82
October	114	96	100
November	103	95	68
December	110	89	49

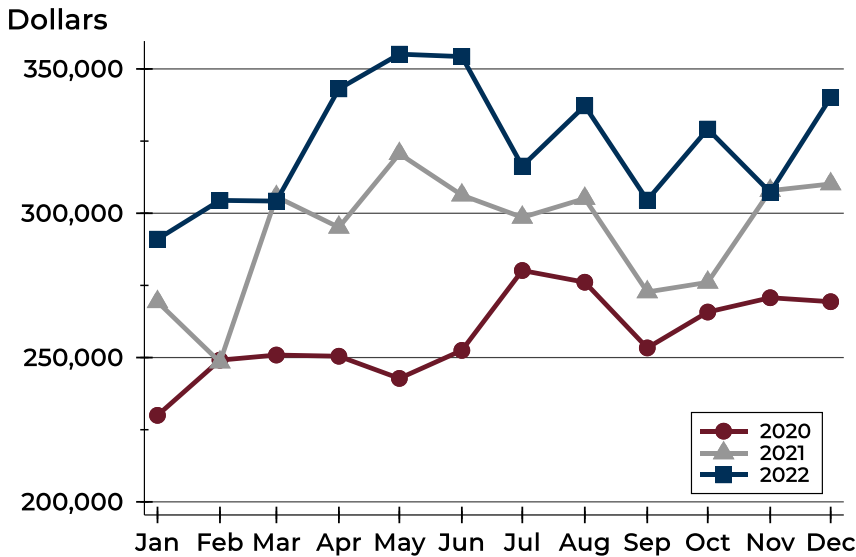
### Closed Listings by Price Range

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	2	4.1%	1.8	133,500	133,500	38	38	95.8%	95.8%	92.9%	92.9%
\$150,000-\$199,999	5	10.2%	0.6	182,980	189,000	3	1	99.8%	100.0%	98.5%	100.0%
\$200,000-\$249,999	9	18.4%	0.9	214,975	215,000	45	51	96.8%	96.9%	90.1%	89.2%
\$250,000-\$299,999	12	24.5%	0.6	275,033	272,750	10	6	99.8%	100.0%	99.1%	100.0%
\$300,000-\$349,999	4	8.2%	1.0	324,750	320,500	14	6	99.8%	100.0%	99.1%	100.0%
\$350,000-\$399,999	4	8.2%	0.9	381,000	375,000	23	4	100.0%	100.0%	98.5%	100.0%
\$400,000-\$449,999	5	10.2%	0.6	422,380	415,000	25	11	97.2%	96.4%	96.6%	96.4%
\$450,000-\$499,999	2	4.1%	2.0	484,500	484,500	102	102	97.9%	97.9%	92.3%	92.3%
\$500,000-\$599,999	2	4.1%	1.6	575,000	575,000	38	38	93.8%	93.8%	93.8%	93.8%
\$600,000-\$749,999	2	4.1%	2.5	619,950	619,950	30	30	100.0%	100.0%	100.0%	100.0%
\$750,000-\$999,999	1	2.0%	0.0	760,000	760,000	58	58	89.5%	89.5%	89.5%	89.5%
\$1,000,000 and up	1	2.0%	4.0	1,195,000	1,195,000	0	0	95.6%	95.6%	95.6%	95.6%



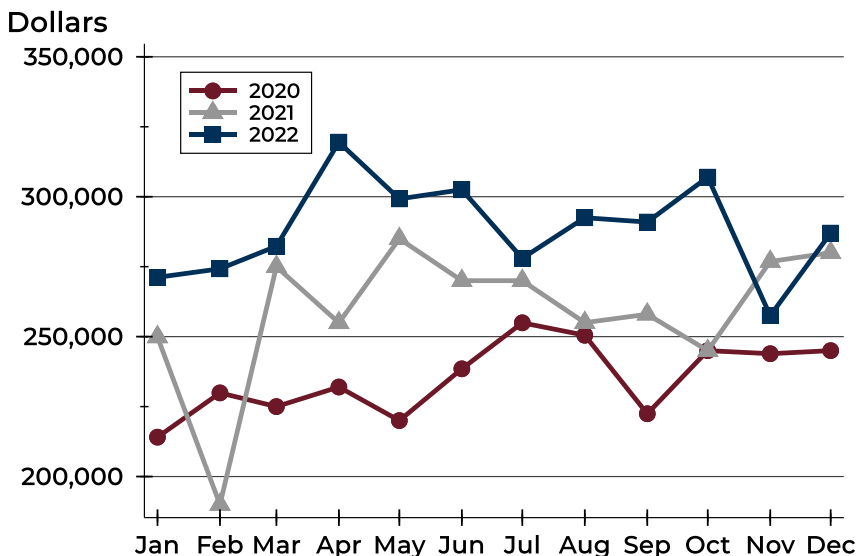
## City of Lawrence Closed Listings Analysis

### Average Price



Month	2020	2021	2022
January	229,973	269,320	291,023
February	249,106	248,417	304,454
March	250,879	305,705	304,215
April	250,466	295,115	343,096
May	242,777	320,621	355,125
June	252,488	306,274	354,276
July	280,164	298,573	316,345
August	276,104	305,107	337,220
September	253,345	272,728	304,560
October	265,768	276,053	329,170
November	270,728	307,845	307,240
December	269,355	310,146	340,120

### Median Price

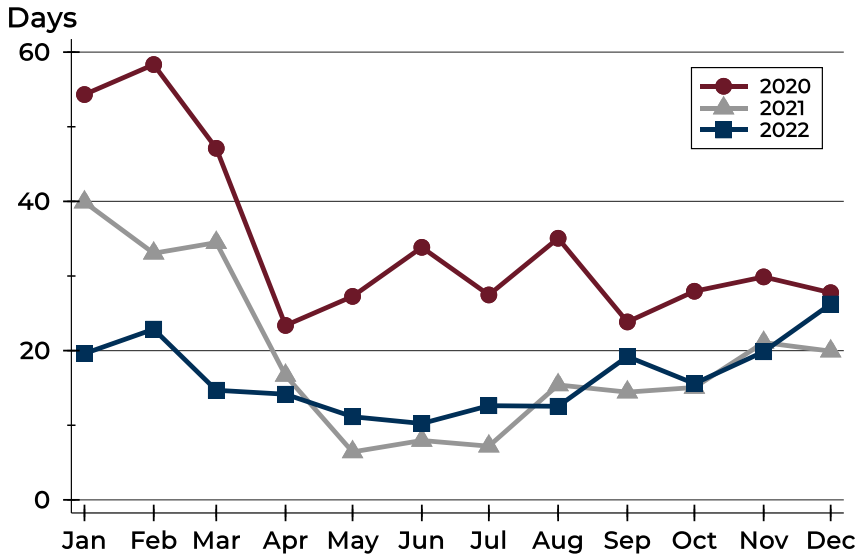


Month	2020	2021	2022
January	214,075	249,900	271,200
February	229,900	190,000	274,250
March	225,000	275,000	282,300
April	232,000	254,950	319,500
May	220,000	285,000	299,243
June	238,500	270,000	302,500
July	254,950	270,000	278,000
August	250,500	255,000	292,500
September	222,450	258,000	290,950
October	245,000	245,000	307,000
November	243,900	276,850	257,500
December	245,000	280,000	287,000



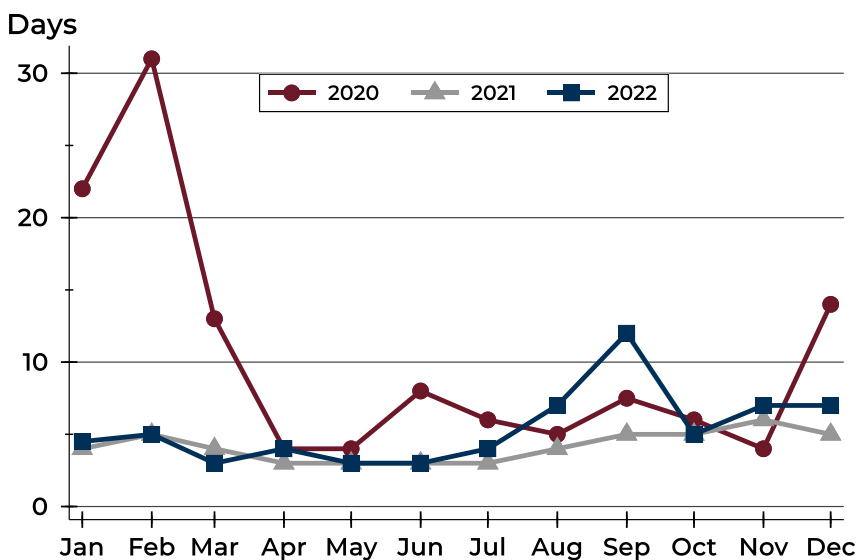
## City of Lawrence Closed Listings Analysis

### Average DOM



Month	2020	2021	2022
January	54	40	20
February	58	33	23
March	47	34	15
April	23	17	14
May	27	6	11
June	34	8	10
July	27	7	13
August	35	15	13
September	24	14	19
October	28	15	16
November	30	21	20
December	28	20	26

### Median DOM



Month	2020	2021	2022
January	22	4	5
February	31	5	5
March	13	4	3
April	4	3	4
May	4	3	3
June	8	3	3
July	6	3	4
August	5	4	7
September	8	5	12
October	6	5	5
November	4	6	7
December	14	5	7



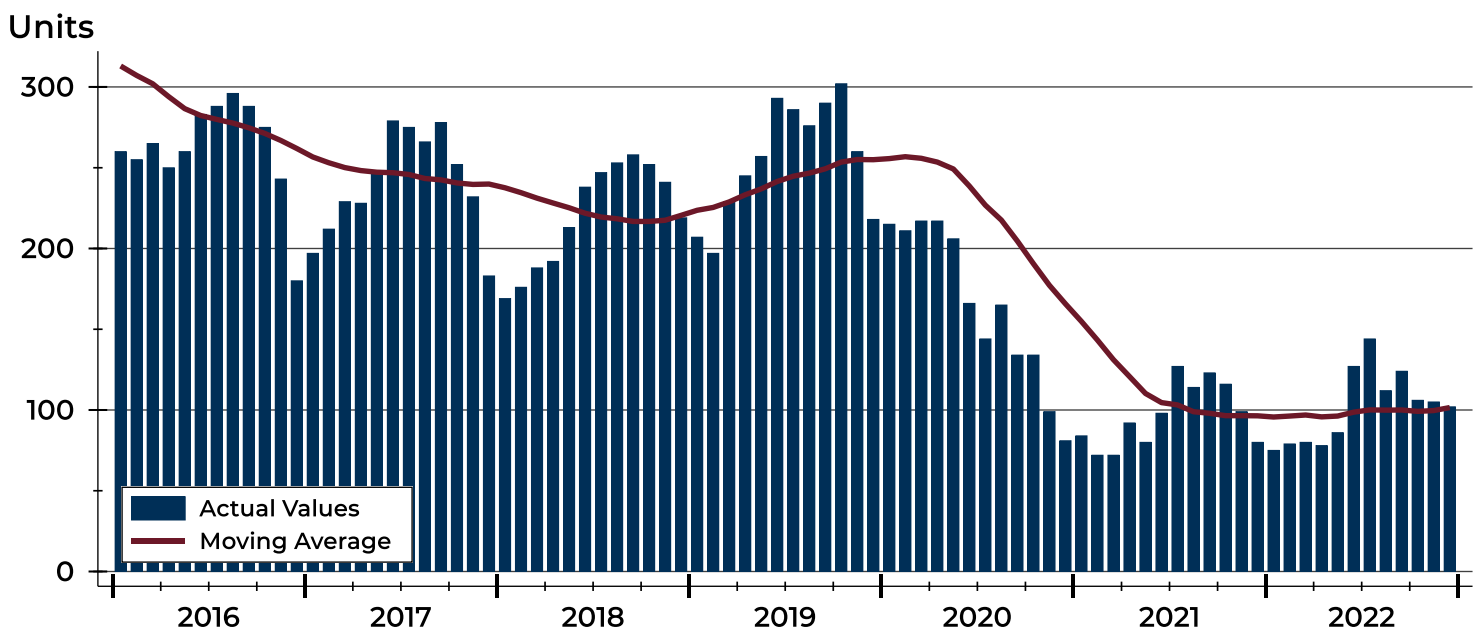
## City of Lawrence Active Listings Analysis

Summary Statistics for Active Listings		2022	2021	Change
Active Listings		102	80	27.5%
Volume (1,000s)		36,441	27,252	33.7%
Months' Supply		1.1	0.7	57.1%
Average	List Price	357,261	340,652	4.9%
	Days on Market	67	55	21.8%
	Percent of Original	98.4%	98.6%	-0.2%
Median	List Price	320,000	351,250	-8.9%
	Days on Market	44	33	33.3%
	Percent of Original	100.0%	100.0%	0.0%

A total of 102 homes were available for sale in the City of Lawrence at the end of December. This represents a 1.1 months' supply of active listings.

The median list price of homes on the market at the end of December was \$320,000, down 8.9% from 2021. The typical time on market for active listings was 44 days, up from 33 days a year earlier.

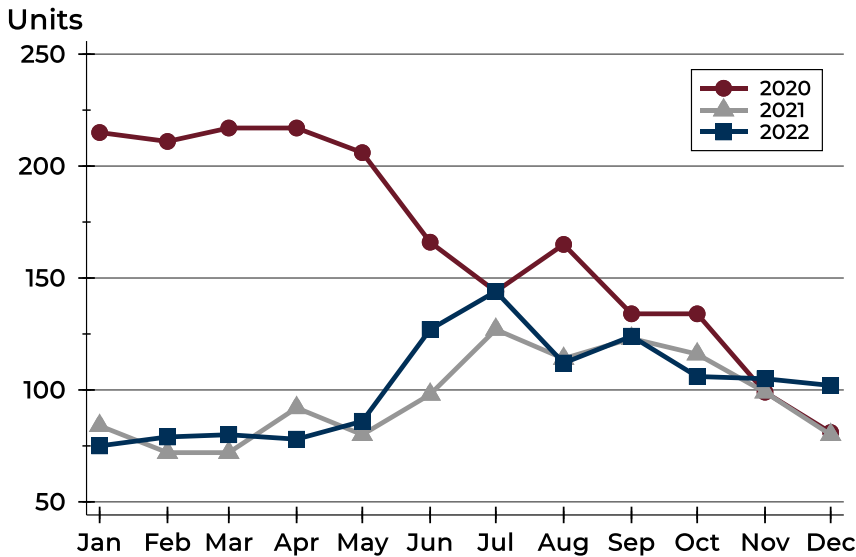
## History of Active Listings





## City of Lawrence Active Listings Analysis

### Active Listings by Month



Month	2020	2021	2022
January	215	84	75
February	211	72	79
March	217	72	80
April	217	92	78
May	206	80	86
June	166	98	127
July	144	127	144
August	165	114	112
September	134	123	124
October	134	116	106
November	99	99	105
December	81	80	102

### Active Listings by Price Range

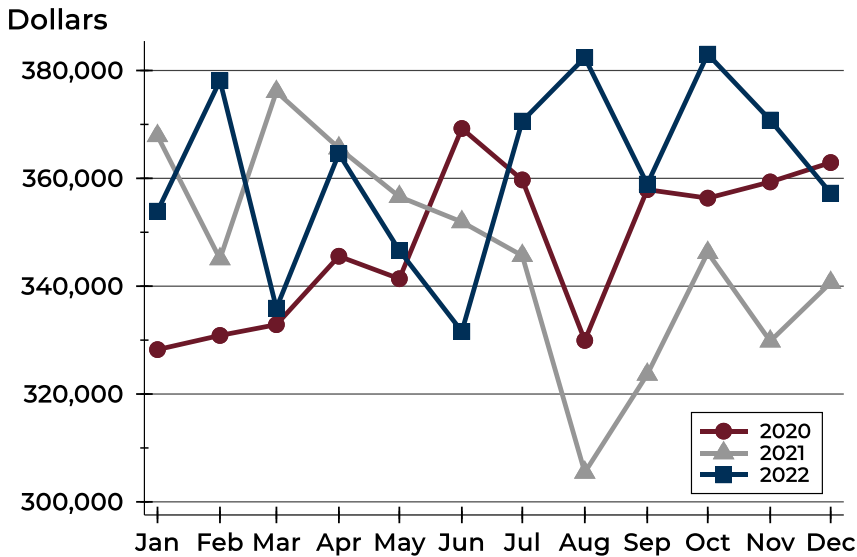
Price Range	Active Listings		Months' Supply	List Price		Days on Market		Price as % of Orig.	
	Number	Percent		Average	Median	Avg.	Med.	Avg.	Med.
Below \$50,000	5	4.9%	N/A	2,454	2,400	60	34	100.0%	100.0%
\$50,000-\$99,999	4	3.9%	N/A	84,905	86,725	60	46	92.8%	99.1%
\$100,000-\$149,999	8	7.8%	1.8	129,575	129,950	58	34	95.1%	98.5%
\$150,000-\$199,999	6	5.9%	0.6	174,900	175,250	71	70	100.2%	100.0%
\$200,000-\$249,999	14	13.7%	0.9	224,764	219,900	54	43	99.4%	100.0%
\$250,000-\$299,999	10	9.8%	0.6	272,370	266,950	38	26	98.4%	100.0%
\$300,000-\$349,999	12	11.8%	1.0	329,483	334,450	99	59	98.0%	100.0%
\$350,000-\$399,999	8	7.8%	0.9	372,438	374,950	31	32	100.0%	100.0%
\$400,000-\$449,999	4	3.9%	0.6	417,475	419,950	47	31	98.8%	98.9%
\$450,000-\$499,999	12	11.8%	2.0	478,517	474,950	71	37	98.4%	100.0%
\$500,000-\$599,999	10	9.8%	1.6	565,730	559,950	83	69	98.7%	100.0%
\$600,000-\$749,999	7	6.9%	2.5	675,657	679,900	107	69	97.8%	100.0%
\$750,000-\$999,999	0	0.0%	0.0	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	2	2.0%	4.0	1,700,000	1,700,000	85	85	100.0%	100.0%





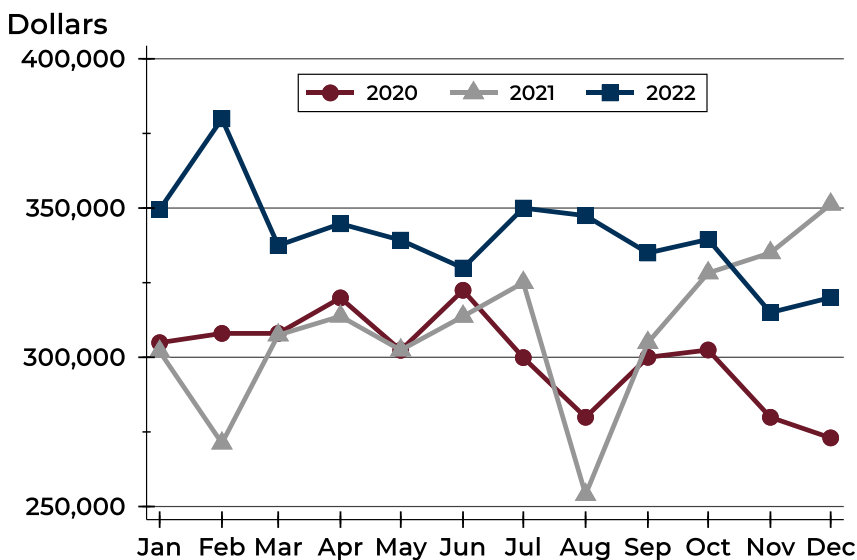
## City of Lawrence Active Listings Analysis

### Average Price



Month	2020	2021	2022
January	328,240	367,887	353,910
February	330,864	345,051	378,114
March	332,866	376,063	335,920
April	345,557	365,613	364,571
May	341,378	356,591	346,614
June	369,250	351,923	331,603
July	359,709	345,664	370,614
August	329,944	305,460	382,390
September	357,903	323,634	358,932
October	356,330	346,221	383,034
November	359,334	329,796	370,811
December	362,929	340,652	357,261

### Median Price

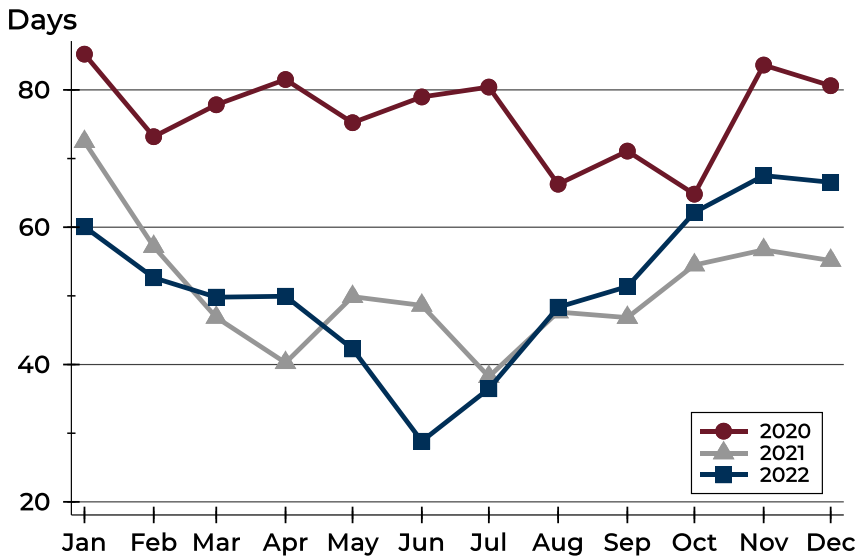


Month	2020	2021	2022
January	304,900	301,950	349,500
February	308,000	271,225	379,900
March	308,000	307,450	337,450
April	319,900	313,750	344,750
May	302,350	302,400	339,250
June	322,450	313,700	329,900
July	299,900	325,000	350,000
August	279,900	254,000	347,450
September	300,000	304,900	334,950
October	302,450	328,250	339,500
November	279,900	335,000	315,000
December	273,000	351,250	320,000



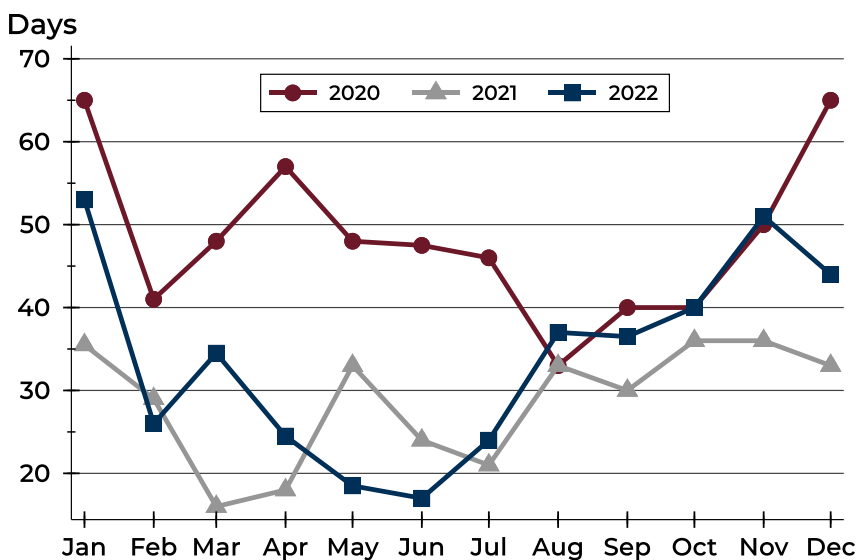
## City of Lawrence Active Listings Analysis

### Average DOM



Month	2020	2021	2022
January	85	72	60
February	73	57	53
March	78	47	50
April	82	40	50
May	75	50	42
June	79	49	29
July	80	38	36
August	66	48	48
September	71	47	51
October	65	54	62
November	84	57	68
December	81	55	67

### Median DOM

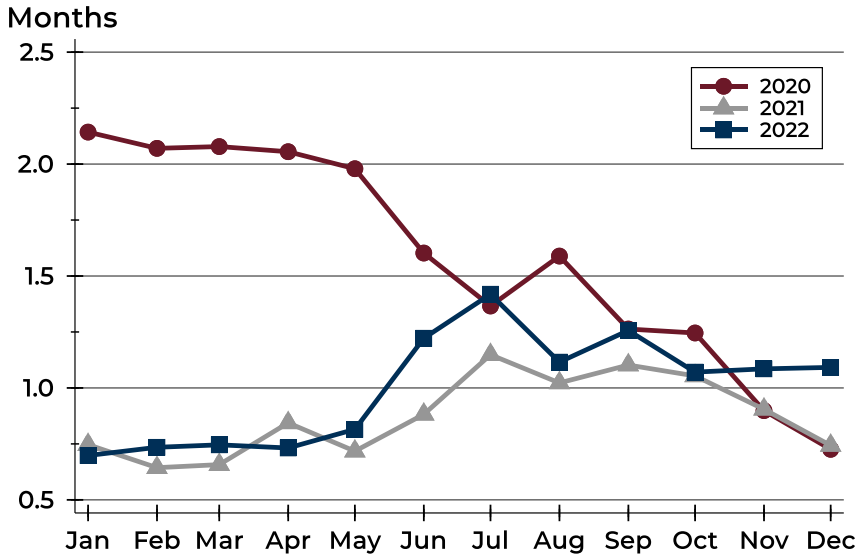


Month	2020	2021	2022
January	65	36	53
February	41	29	26
March	48	16	35
April	57	18	25
May	48	33	19
June	48	24	17
July	46	21	24
August	33	33	37
September	40	30	37
October	40	36	40
November	50	36	51
December	65	33	44



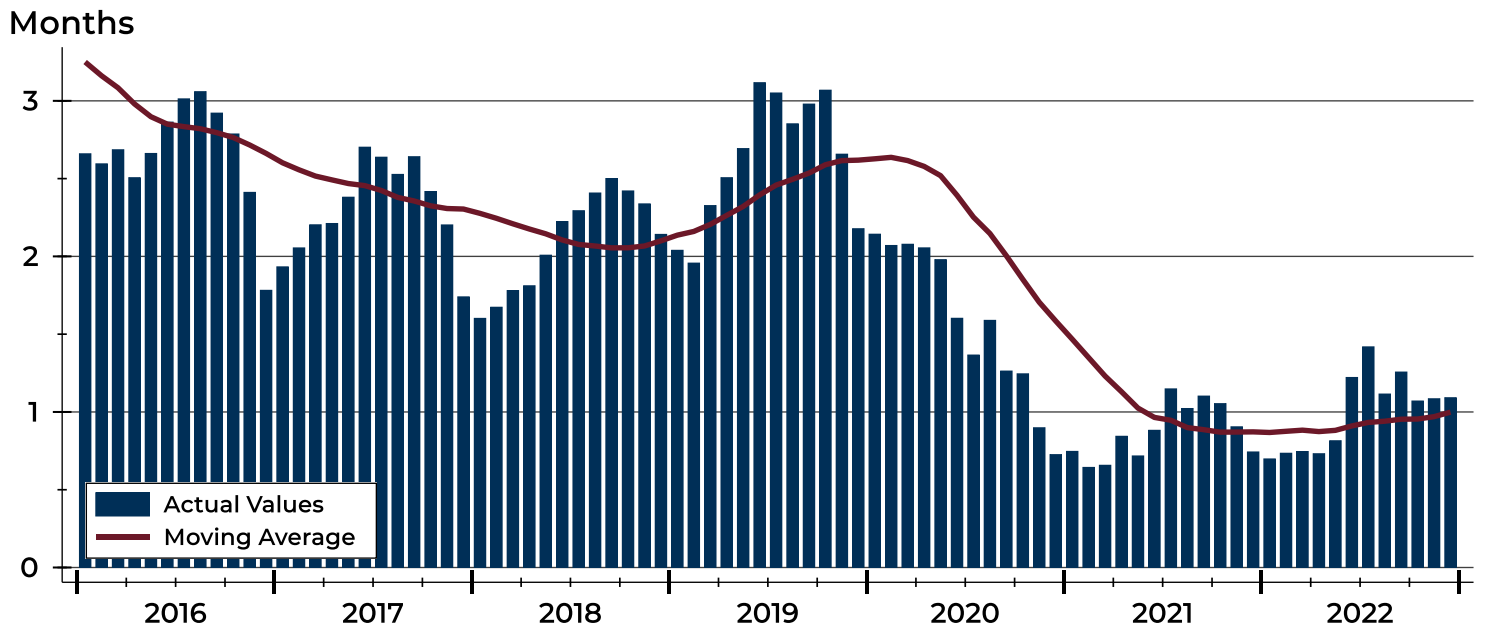
## City of Lawrence Months' Supply Analysis

### Months' Supply by Month



Month	2020	2021	2022
January	2.1	0.7	0.7
February	2.1	0.6	0.7
March	2.1	0.7	0.7
April	2.1	0.8	0.7
May	2.0	0.7	0.8
June	1.6	0.9	1.2
July	1.4	1.1	1.4
August	1.6	1.0	1.1
September	1.3	1.1	1.3
October	1.2	1.1	1.1
November	0.9	0.9	1.1
December	0.7	0.7	1.1

### History of Month's Supply





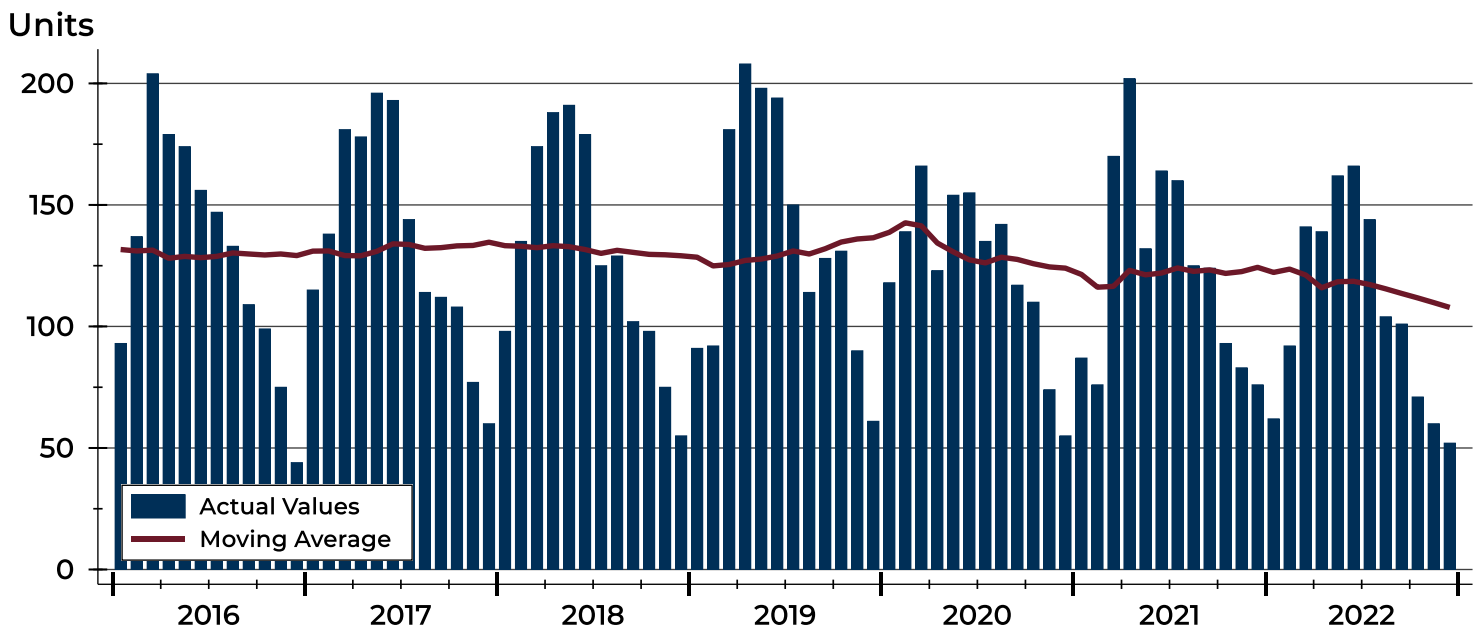
## City of Lawrence New Listings Analysis

Summary Statistics for New Listings		2022	December 2021	Change
Current Month	New Listings	52	76	-31.6%
	Volume (1,000s)	16,353	22,520	-27.4%
	Average List Price	314,479	296,310	6.1%
	Median List Price	299,950	325,000	-7.7%
Year-to-Date	New Listings	1,294	1,492	-13.3%
	Volume (1,000s)	420,738	439,705	-4.3%
	Average List Price	325,145	294,708	10.3%
	Median List Price	289,900	264,700	9.5%

A total of 52 new listings were added in the City of Lawrence during December, down 31.6% from the same month in 2021. Year-to-date the City of Lawrence has seen 1,294 new listings.

The median list price of these homes was \$299,950 down from \$325,000 in 2021.

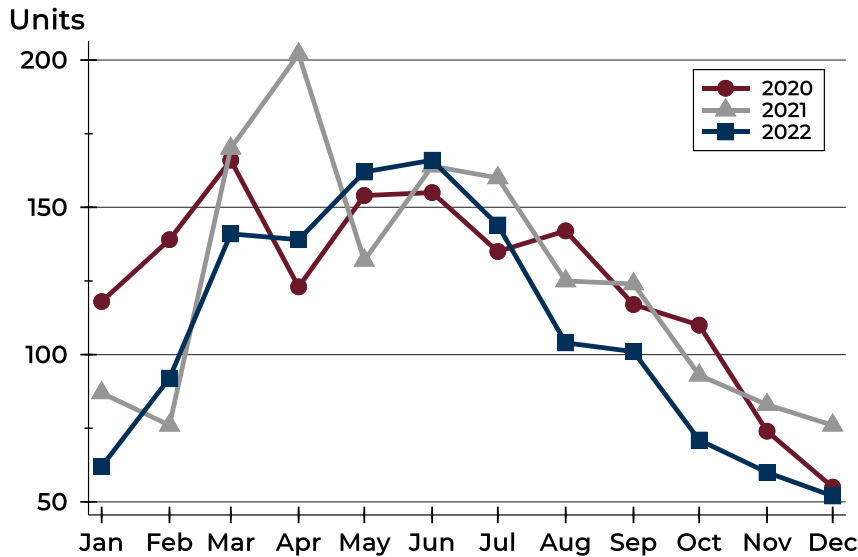
## History of New Listings





## City of Lawrence New Listings Analysis

### New Listings by Month



Month	2020	2021	2022
January	118	87	62
February	139	76	92
March	166	170	141
April	123	202	139
May	154	132	162
June	155	164	166
July	135	160	144
August	142	125	104
September	117	124	101
October	110	93	71
November	74	83	60
December	55	76	52

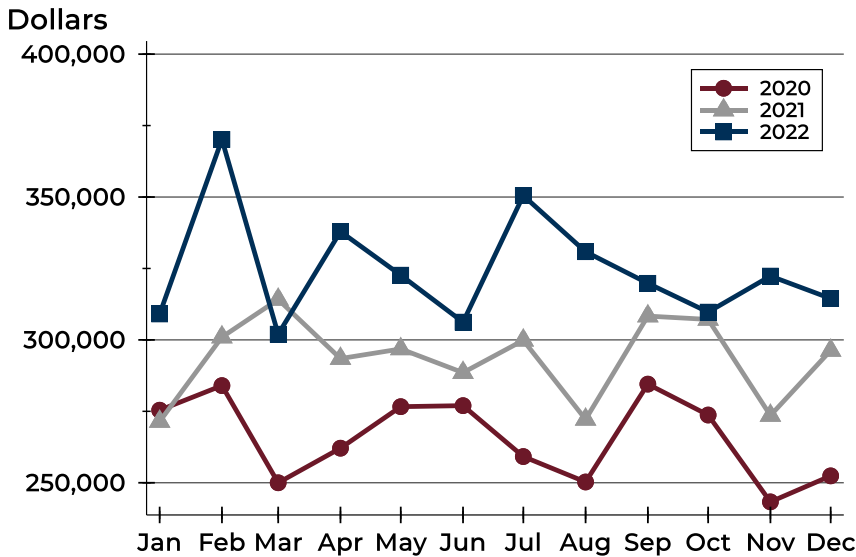
### New Listings by Price Range

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	3.8%	1,450	1,450	23	23	100.0%	100.0%
\$50,000-\$99,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$100,000-\$149,999	1	1.9%	140,000	140,000	3	3	100.0%	100.0%
\$150,000-\$199,999	7	13.5%	180,157	182,500	14	7	98.7%	100.0%
\$200,000-\$249,999	6	11.5%	228,783	222,000	15	12	100.0%	100.0%
\$250,000-\$299,999	10	19.2%	265,660	260,950	16	12	99.8%	100.0%
\$300,000-\$349,999	6	11.5%	329,650	336,950	16	14	100.0%	100.0%
\$350,000-\$399,999	5	9.6%	376,920	375,000	24	30	100.0%	100.0%
\$400,000-\$449,999	6	11.5%	428,133	425,000	20	20	99.6%	100.0%
\$450,000-\$499,999	6	11.5%	481,417	481,950	24	26	100.0%	100.0%
\$500,000-\$599,999	3	5.8%	533,267	529,900	17	22	100.0%	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	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



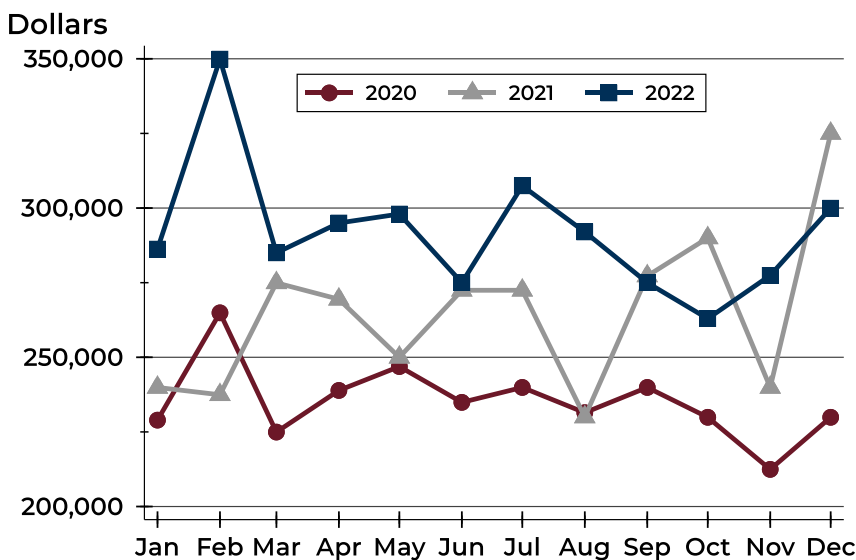
## City of Lawrence New Listings Analysis

### Average Price



Month	2020	2021	2022
January	275,402	271,450	309,069
February	284,009	300,975	370,146
March	249,995	314,158	302,005
April	262,107	293,463	337,926
May	276,641	296,834	322,653
June	276,994	288,542	306,220
July	259,179	299,860	350,506
August	250,273	272,188	330,856
September	284,531	308,336	319,804
October	273,711	307,168	309,723
November	243,317	273,545	322,336
December	252,416	296,310	314,479

### Median Price



Month	2020	2021	2022
January	228,950	239,900	286,250
February	264,900	237,450	349,900
March	224,950	274,950	285,000
April	238,900	269,450	295,000
May	246,900	250,000	298,000
June	234,900	272,450	275,000
July	239,900	272,450	307,450
August	231,450	230,000	292,000
September	239,900	277,250	275,000
October	229,900	290,000	262,950
November	212,450	239,900	277,450
December	229,900	325,000	299,950



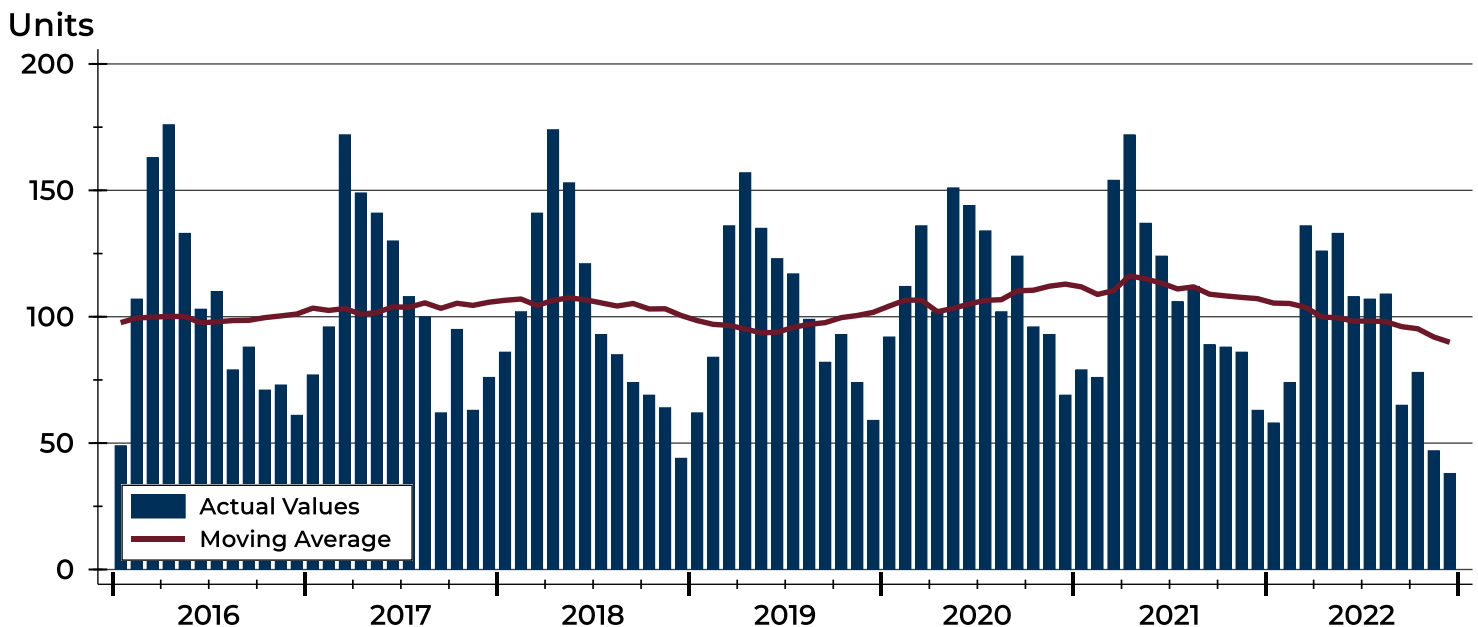
## City of Lawrence Contracts Written Analysis

Summary Statistics for Contracts Written		December			Year-to-Date		
		2022	2021	Change	2022	2021	Change
Contracts Written		<b>38</b>	63	-39.7%	<b>1,079</b>	1,286	-16.1%
Volume (1,000s)		<b>11,712</b>	18,680	-37.3%	<b>352,310</b>	381,223	-7.6%
Average	Sale Price	<b>308,200</b>	296,505	3.9%	<b>326,515</b>	296,441	10.1%
	Days on Market	<b>32</b>	14	128.6%	<b>15</b>	15	0.0%
	Percent of Original	<b>97.1%</b>	98.1%	-1.0%	<b>100.8%</b>	100.7%	0.1%
Median	Sale Price	<b>259,900</b>	284,000	-8.5%	<b>285,000</b>	259,900	9.7%
	Days on Market	<b>15</b>	6	150.0%	<b>4</b>	4	0.0%
	Percent of Original	<b>100.0%</b>	100.0%	0.0%	<b>100.0%</b>	100.0%	0.0%

A total of 38 contracts for sale were written in the City of Lawrence during the month of December, down from 63 in 2021. The median list price of these homes was \$259,900, down from \$284,000 the prior year.

Half of the homes that went under contract in December were on the market less than 15 days, compared to 6 days in December 2021.

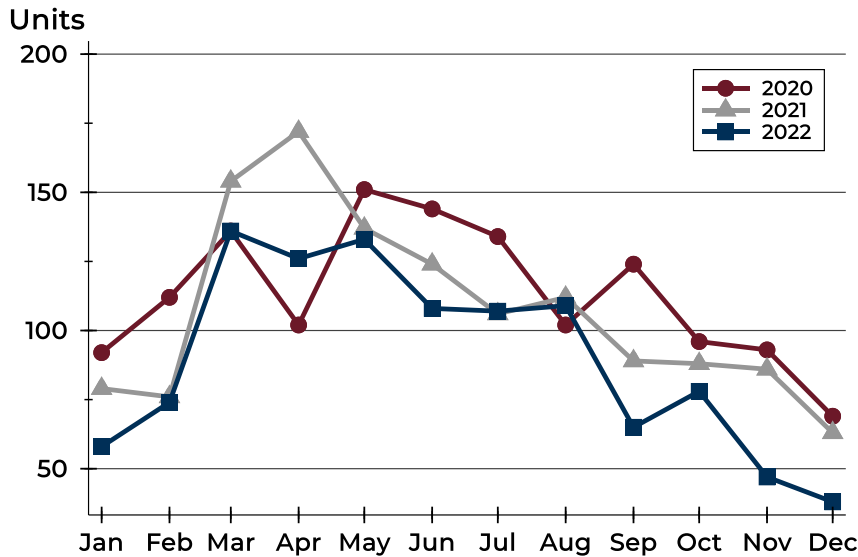
## History of Contracts Written





## City of Lawrence Contracts Written Analysis

### Contracts Written by Month



Month	2020	2021	2022
January	92	79	58
February	112	76	74
March	136	154	136
April	102	172	126
May	151	137	133
June	144	124	108
July	134	106	107
August	102	112	109
September	124	89	65
October	96	88	78
November	93	86	47
December	69	63	38

### Contracts Written by Price Range

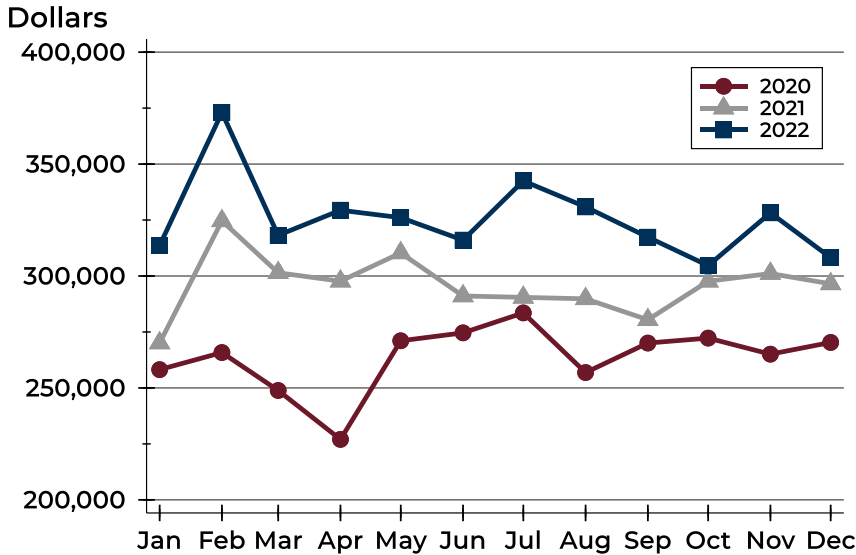
Price Range	Contracts Written		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$50,000	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$50,000-\$99,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$100,000-\$149,999	2	5.3%	144,500	144,500	36	36	94.1%	94.1%
\$150,000-\$199,999	4	10.5%	173,425	174,900	4	4	100.0%	100.0%
\$200,000-\$249,999	10	26.3%	233,580	234,000	47	47	92.0%	93.7%
\$250,000-\$299,999	8	21.1%	262,825	260,950	13	8	99.3%	100.0%
\$300,000-\$349,999	3	7.9%	327,967	334,900	8	3	100.0%	100.0%
\$350,000-\$399,999	1	2.6%	375,000	375,000	3	3	100.0%	100.0%
\$400,000-\$449,999	6	15.8%	431,150	427,450	42	20	98.3%	100.0%
\$450,000-\$499,999	1	2.6%	489,900	489,900	32	32	100.0%	100.0%
\$500,000-\$599,999	1	2.6%	545,000	545,000	0	0	100.0%	100.0%
\$600,000-\$749,999	2	5.3%	654,900	654,900	118	118	98.5%	98.5%
\$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





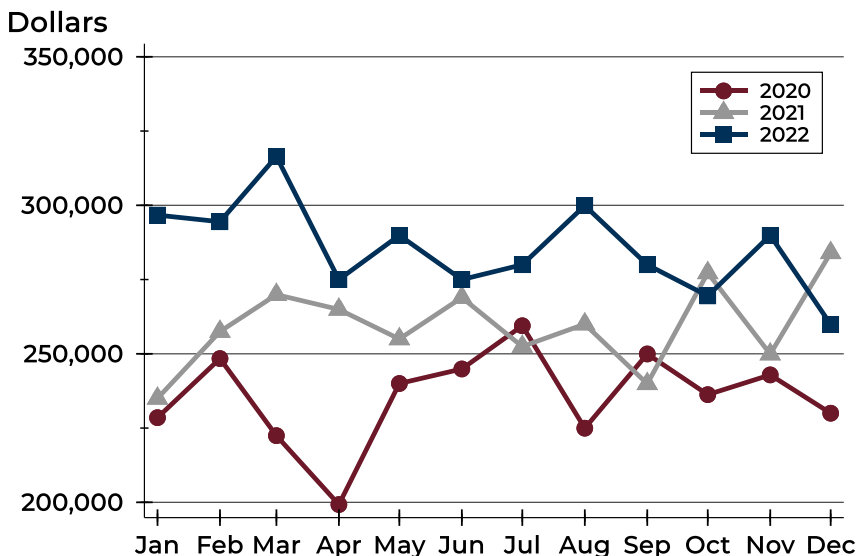
## City of Lawrence Contracts Written Analysis

### Average Price



Month	2020	2021	2022
January	258,187	270,075	313,674
February	265,812	324,637	373,052
March	248,864	301,464	318,167
April	227,017	297,692	329,394
May	271,062	310,322	326,059
June	274,618	291,092	316,044
July	283,526	290,450	342,488
August	256,876	289,806	330,861
September	270,058	280,458	317,355
October	272,269	297,672	304,644
November	265,091	301,109	328,217
December	270,325	296,505	308,200

### Median Price

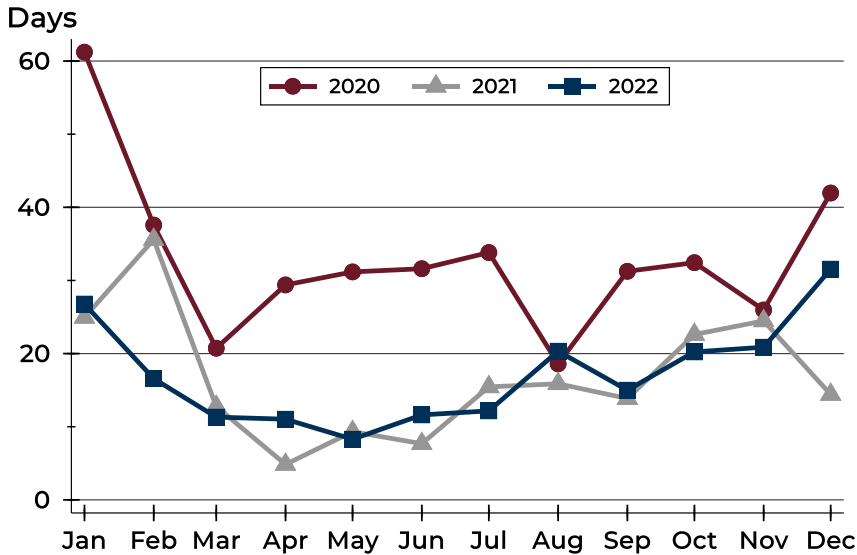


Month	2020	2021	2022
January	228,500	235,000	296,700
February	248,400	257,500	294,475
March	222,450	269,925	316,450
April	199,250	264,950	275,000
May	240,000	255,000	289,900
June	244,900	268,950	275,000
July	259,450	252,450	280,000
August	224,950	260,000	299,900
September	249,950	239,900	280,000
October	236,250	277,250	269,500
November	242,900	249,900	289,900
December	230,000	284,000	259,900



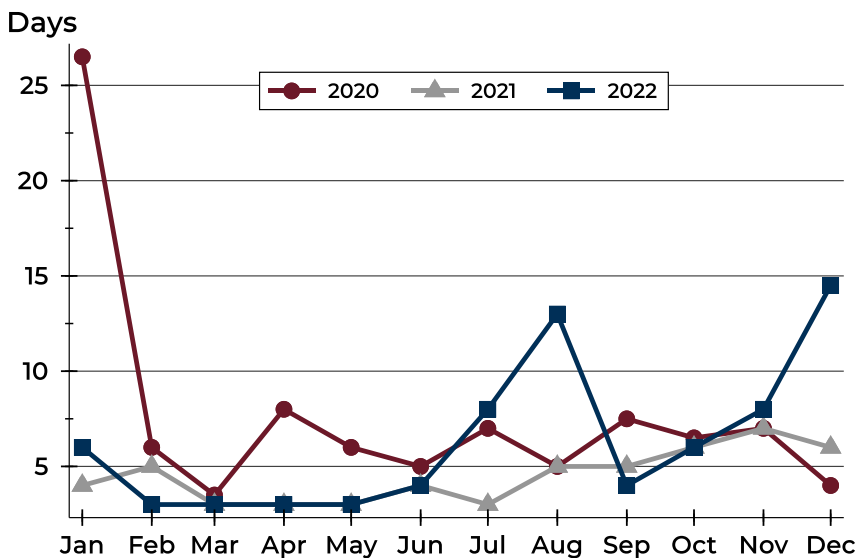
## City of Lawrence Contracts Written Analysis

### Average DOM



Month	2020	2021	2022
January	61	25	27
February	38	36	17
March	21	13	11
April	29	5	11
May	31	9	8
June	32	8	12
July	34	15	12
August	19	16	20
September	31	14	15
October	32	23	20
November	26	24	21
December	42	14	32

### Median DOM



Month	2020	2021	2022
January	27	4	6
February	6	5	3
March	4	3	3
April	8	3	3
May	6	3	3
June	5	4	4
July	7	3	8
August	5	5	13
September	8	5	4
October	7	6	6
November	7	7	8
December	4	6	15



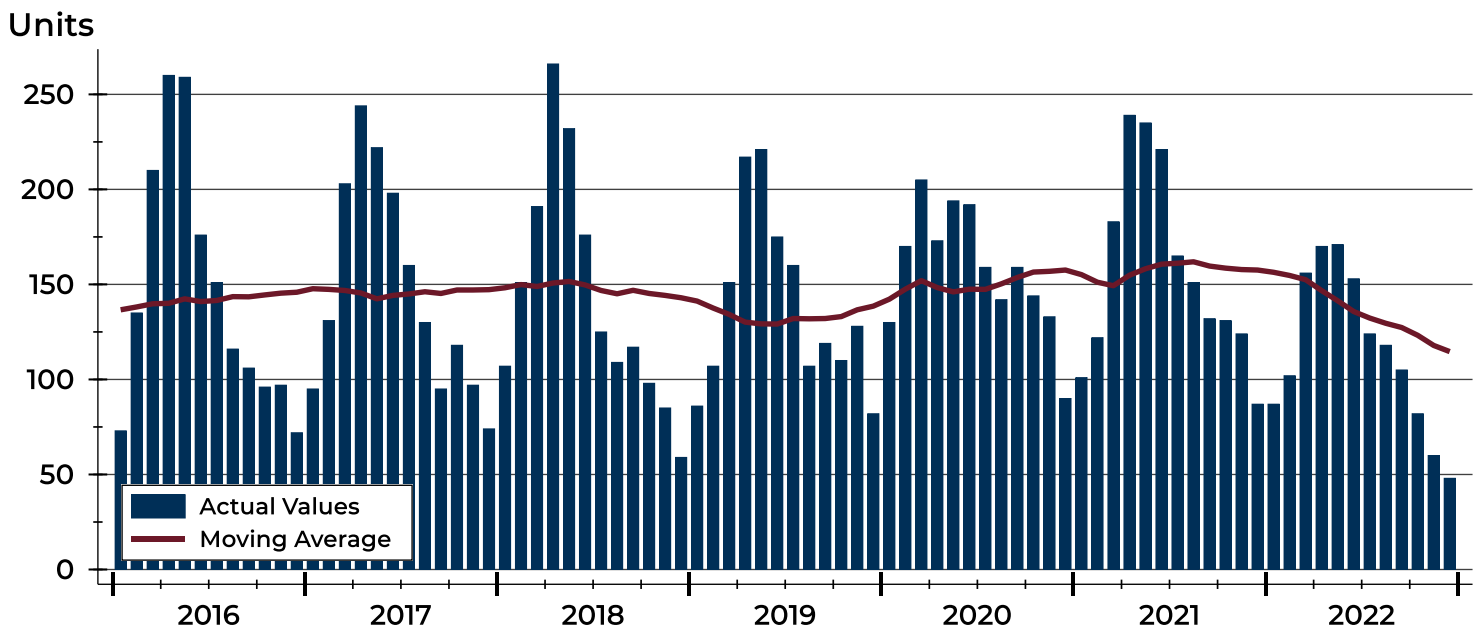
## City of Lawrence Pending Contracts Analysis

Summary Statistics for Pending Contracts		End of December		
		2022	2021	Change
Pending Contracts		48	87	-44.8%
Volume (1,000s)		15,944	27,614	-42.3%
Average	List Price	332,166	317,398	4.7%
	Days on Market	24	22	9.1%
	Percent of Original	99.1%	99.3%	-0.2%
Median	List Price	282,450	289,900	-2.6%
	Days on Market	10	6	66.7%
	Percent of Original	100.0%	100.0%	0.0%

A total of 48 listings in the City of Lawrence had contracts pending at the end of December, down from 87 contracts pending at the end of December 2021.

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.

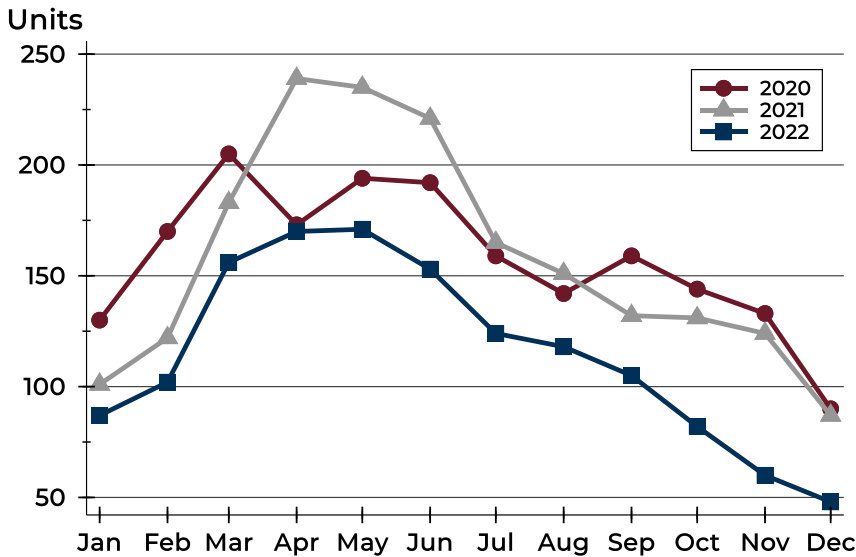
## History of Pending Contracts





## City of Lawrence Pending Contracts Analysis

### Pending Contracts by Month



Month	2020	2021	2022
January	130	101	87
February	170	122	102
March	205	183	156
April	173	239	170
May	194	235	171
June	192	221	153
July	159	165	124
August	142	151	118
September	159	132	105
October	144	131	82
November	133	124	60
December	90	87	48

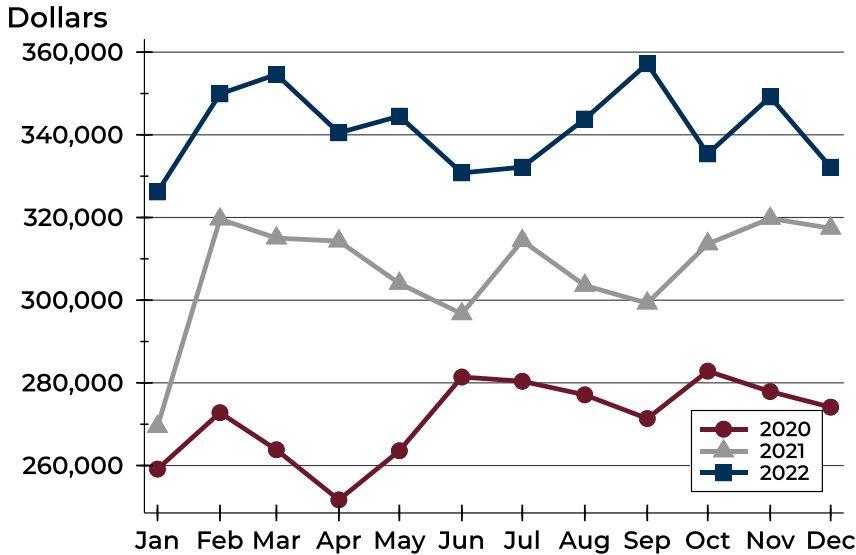
### Pending Contracts by Price Range

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	3	6.3%	132,983	140,000	38	3	95.8%	100.0%
\$150,000-\$199,999	6	12.5%	173,250	174,900	20	7	99.2%	100.0%
\$200,000-\$249,999	7	14.6%	232,686	229,000	19	12	99.4%	100.0%
\$250,000-\$299,999	12	25.0%	273,525	269,900	11	9	99.6%	100.0%
\$300,000-\$349,999	5	10.4%	329,760	334,900	11	15	99.2%	100.0%
\$350,000-\$399,999	1	2.1%	369,900	369,900	24	24	100.0%	100.0%
\$400,000-\$449,999	6	12.5%	431,150	427,450	42	20	98.6%	100.0%
\$450,000-\$499,999	1	2.1%	489,900	489,900	32	32	100.0%	100.0%
\$500,000-\$599,999	3	6.3%	556,333	545,000	3	0	100.0%	100.0%
\$600,000-\$749,999	3	6.3%	659,967	639,000	82	105	98.0%	97.0%
\$750,000-\$999,999	1	2.1%	850,000	850,000	12	12	100.0%	100.0%
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



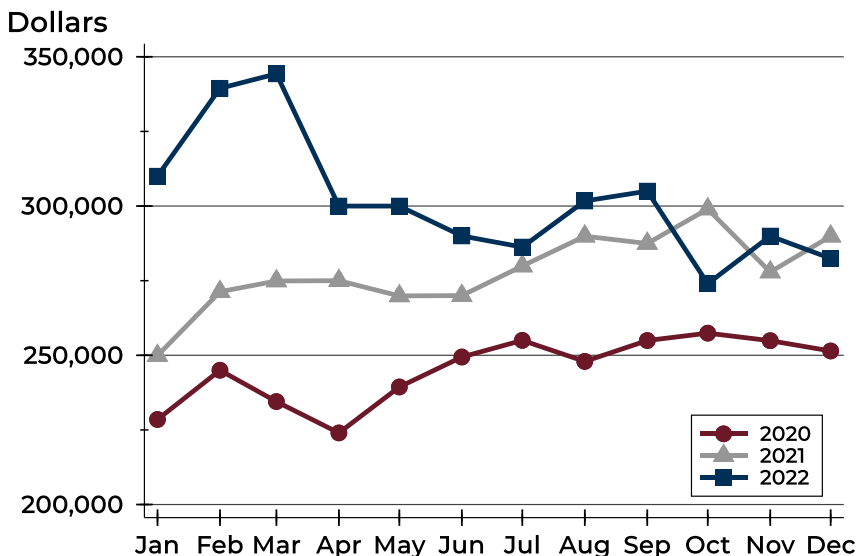
## City of Lawrence Pending Contracts Analysis

### Average Price



Month	2020	2021	2022
January	259,140	269,413	326,176
February	272,790	319,605	349,894
March	263,812	315,023	354,598
April	251,694	314,285	340,485
May	263,573	304,048	344,523
June	281,418	296,684	330,793
July	280,388	314,396	332,179
August	277,101	303,562	343,818
September	271,368	299,276	357,188
October	282,843	313,606	335,385
November	277,889	319,781	349,171
December	274,123	317,398	332,166

### Median Price

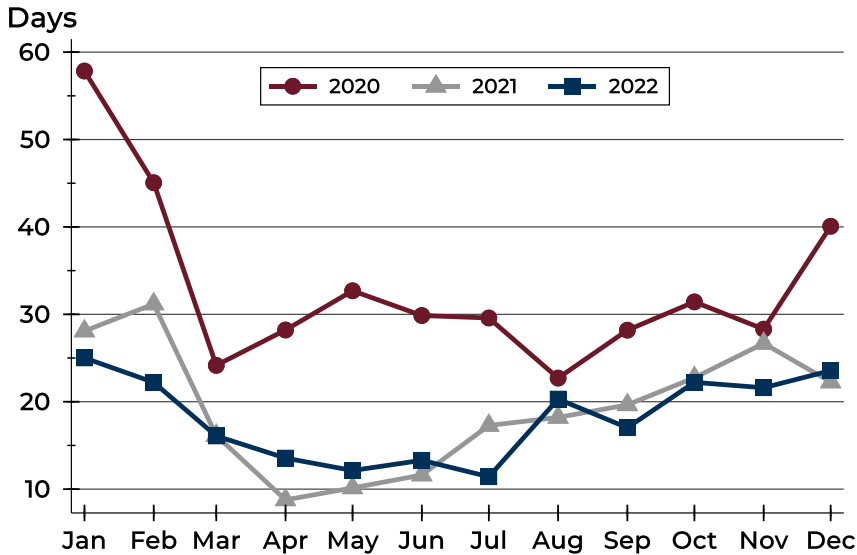


Month	2020	2021	2022
January	228,500	249,900	310,000
February	245,000	271,300	339,450
March	234,500	274,900	344,300
April	224,000	275,000	300,000
May	239,400	269,900	300,000
June	249,425	270,000	290,000
July	255,000	279,900	286,250
August	247,950	289,900	301,700
September	254,950	287,450	305,000
October	257,425	299,000	274,000
November	254,900	277,900	289,950
December	251,450	289,900	282,450



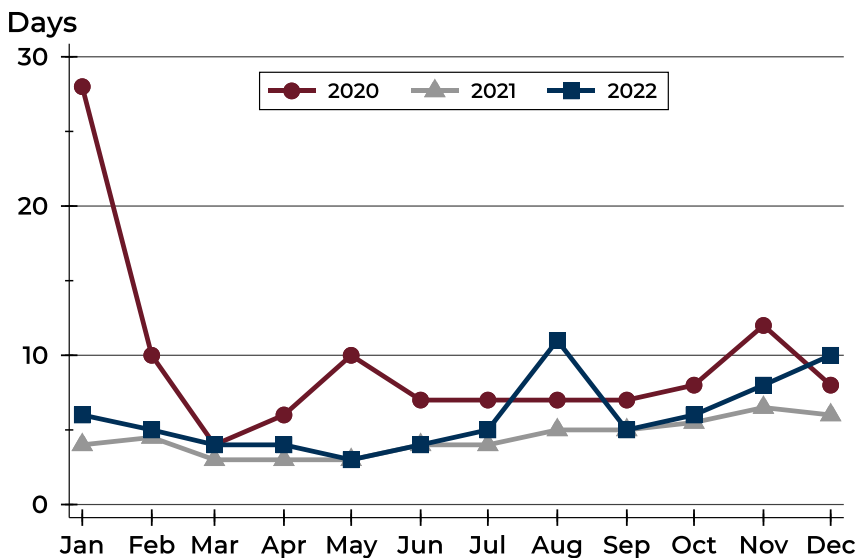
## City of Lawrence Pending Contracts Analysis

### Average DOM



Month	2020	2021	2022
January	58	28	25
February	45	31	22
March	24	16	16
April	28	9	14
May	33	10	12
June	30	12	13
July	30	17	11
August	23	18	20
September	28	20	17
October	31	23	22
November	28	27	22
December	40	22	24

### Median DOM



Month	2020	2021	2022
January	28	4	6
February	10	5	5
March	4	3	4
April	6	3	4
May	10	3	3
June	7	4	4
July	7	4	5
August	7	5	11
September	7	5	5
October	8	6	6
November	12	7	8
December	8	6	10