



# City of Lawrence Housing Report



## Market Overview

### City of Lawrence Home Sales Rose in December

Total home sales in the City of Lawrence rose by 34.7% last month to 66 units, compared to 49 units in December 2022. Total sales volume was \$19.4 million, up 16.6% from a year earlier.

The median sale price in December was \$273,000, down from \$287,000 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 136 units, up from 101 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 December was \$324,000.

During December, a total of 40 contracts were written up from 39 in December 2022. At the end of the month, there were 52 contracts still pending.

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## City of Lawrence Summary Statistics

December MLS Statistics Three-year History		Current Month			Year-to-Date		
		2023	2022	2021	2023	2022	2021
<b>Home Sales</b> Change from prior year	<b>66</b> 34.7%	<b>49</b> -44.9%	<b>89</b> -19.1%	<b>876</b> -21.9%	<b>1,122</b> -13.2%	<b>1,292</b> -3.4%	
<b>Active Listings</b> Change from prior year	<b>136</b> 34.7%	<b>101</b> 26.3%	<b>80</b> -1.2%	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>	
<b>Months' Supply</b> Change from prior year	<b>1.9</b> 72.7%	<b>1.1</b> 57.1%	<b>0.7</b> 0.0%	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>	
<b>New Listings</b> Change from prior year	<b>51</b> -3.8%	<b>53</b> -30.3%	<b>76</b> 38.2%	<b>1,117</b> -14.1%	<b>1,300</b> -12.9%	<b>1,492</b> 0.3%	
<b>Contracts Written</b> Change from prior year	<b>40</b> 2.6%	<b>39</b> -38.1%	<b>63</b> -8.7%	<b>873</b> -19.5%	<b>1,084</b> -15.7%	<b>1,286</b> -5.0%	
<b>Pending Contracts</b> Change from prior year	<b>52</b> 8.3%	<b>48</b> -44.8%	<b>87</b> -3.3%	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>	
<b>Sales Volume (1,000s)</b> Change from prior year	<b>19,435</b> 16.6%	<b>16,666</b> -39.6%	<b>27,603</b> -6.8%	<b>293,833</b> -20.2%	<b>368,250</b> -3.9%	<b>383,206</b> 10.2%	
<b>Average</b>	<b>Sale Price</b> Change from prior year	<b>294,469</b> -13.4%	<b>340,120</b> 9.7%	<b>310,146</b> 15.1%	<b>335,425</b> 2.2%	<b>328,208</b> 10.7%	<b>296,599</b> 14.1%
	<b>List Price of Actives</b> Change from prior year	<b>370,118</b> 7.0%	<b>345,946</b> 1.6%	<b>340,652</b> -6.1%	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
	<b>Days on Market</b> Change from prior year	<b>24</b> -7.7%	<b>26</b> 30.0%	<b>20</b> -28.6%	<b>19</b> 26.7%	<b>15</b> -6.3%	<b>16</b> -51.5%
	<b>Percent of List</b> Change from prior year	<b>98.7%</b> 0.5%	<b>98.2%</b> -2.6%	<b>100.8%</b> 1.1%	<b>100.4%</b> -1.0%	<b>101.4%</b> 0.0%	<b>101.4%</b> 1.9%
	<b>Percent of Original</b> Change from prior year	<b>97.7%</b> 1.7%	<b>96.1%</b> -3.8%	<b>99.9%</b> 0.9%	<b>99.6%</b> -1.0%	<b>100.6%</b> -0.1%	<b>100.7%</b> 2.2%
<b>Median</b>	<b>Sale Price</b> Change from prior year	<b>273,000</b> -4.9%	<b>287,000</b> 2.5%	<b>280,000</b> 14.3%	<b>302,250</b> 4.2%	<b>290,000</b> 10.0%	<b>263,621</b> 11.5%
	<b>List Price of Actives</b> Change from prior year	<b>324,000</b> 1.3%	<b>320,000</b> -8.9%	<b>351,250</b> 28.7%	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
	<b>Days on Market</b> Change from prior year	<b>7</b> 0.0%	<b>7</b> 40.0%	<b>5</b> -64.3%	<b>5</b> 25.0%	<b>4</b> 0.0%	<b>4</b> -42.9%
	<b>Percent of List</b> Change from prior year	<b>100.0%</b> 0.0%	<b>100.0%</b> 0.0%	<b>100.0%</b> 0.0%	<b>100.0%</b> 0.0%	<b>100.0%</b> 0.0%	<b>100.0%</b> 0.0%
	<b>Percent of Original</b> Change from prior year	<b>100.0%</b> 0.0%	<b>100.0%</b> 0.0%	<b>100.0%</b> 0.0%	<b>100.0%</b> 0.0%	<b>100.0%</b> 0.0%	<b>100.0%</b> 0.0%

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



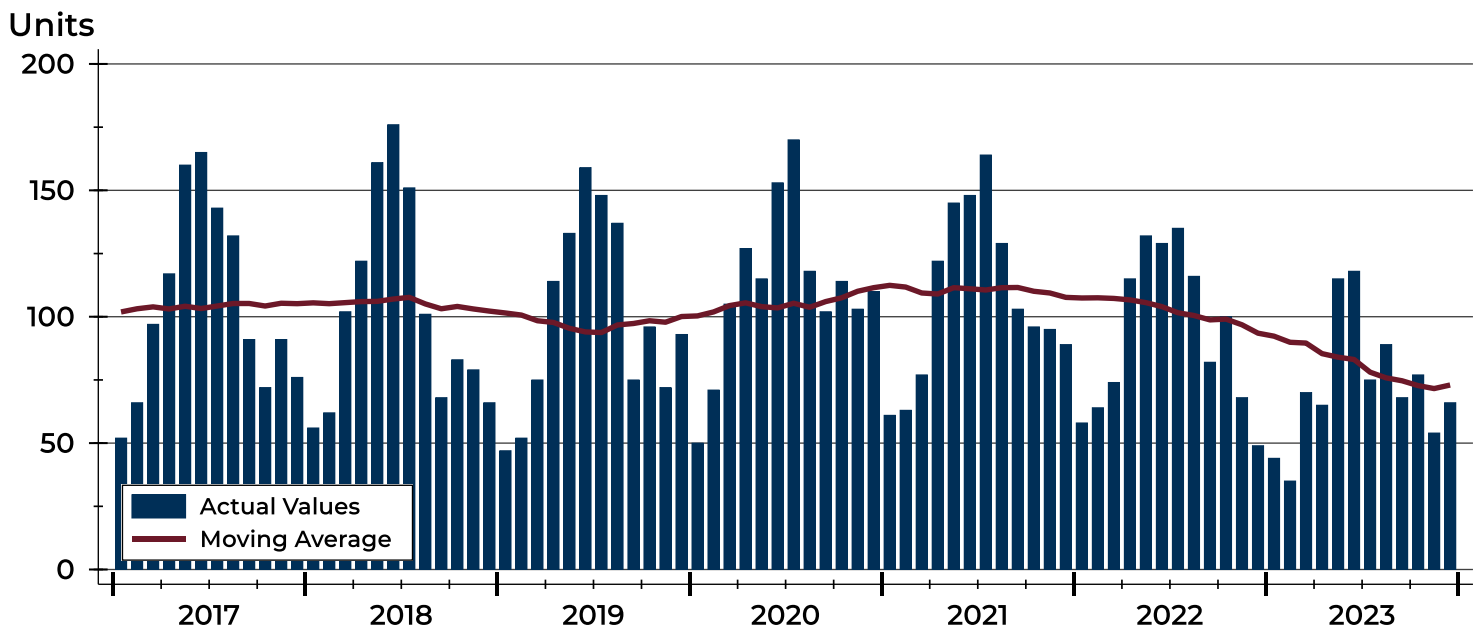
## City of Lawrence Closed Listings Analysis

Summary Statistics for Closed Listings		December			Year-to-Date		
		2023	2022	Change	2023	2022	Change
Closed Listings		<b>66</b>	49	34.7%	<b>876</b>	1,122	-21.9%
Volume (1,000s)		<b>19,435</b>	16,666	16.6%	<b>293,833</b>	368,250	-20.2%
Months' Supply		<b>1.9</b>	1.1	72.7%	<b>N/A</b>	N/A	N/A
Average	Sale Price	<b>294,469</b>	340,120	-13.4%	<b>335,425</b>	328,208	2.2%
	Days on Market	<b>24</b>	26	-7.7%	<b>19</b>	15	26.7%
	Percent of List	<b>98.7%</b>	98.2%	0.5%	<b>100.4%</b>	101.4%	-1.0%
	Percent of Original	<b>97.7%</b>	96.1%	1.7%	<b>99.6%</b>	100.6%	-1.0%
Median	Sale Price	<b>273,000</b>	287,000	-4.9%	<b>302,250</b>	290,000	4.2%
	Days on Market	<b>7</b>	7	0.0%	<b>5</b>	4	25.0%
	Percent of List	<b>100.0%</b>	100.0%	0.0%	<b>100.0%</b>	100.0%	0.0%
	Percent of Original	<b>100.0%</b>	100.0%	0.0%	<b>100.0%</b>	100.0%	0.0%

A total of 66 homes sold in the City of Lawrence in December, up from 49 units in December 2022. Total sales volume rose to \$19.4 million compared to \$16.7 million in the previous year.

The median sales price in December was \$273,000, down 4.9% compared to the prior year. Median days on market was 7 days, down from 13 days in November, but similar to December 2022.

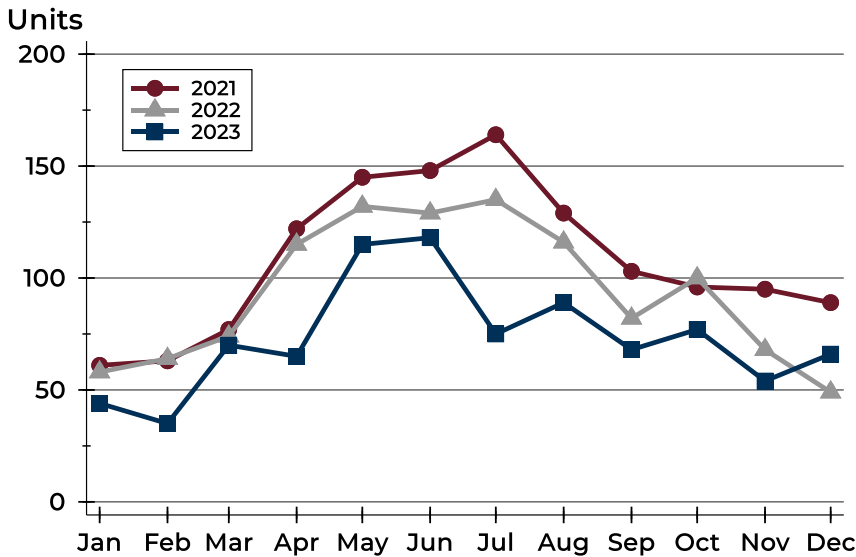
## History of Closed Listings





## City of Lawrence Closed Listings Analysis

### Closed Listings by Month



Month	2021	2022	2023
January	61	58	44
February	63	64	35
March	77	74	70
April	122	115	65
May	145	132	115
June	148	129	118
July	164	135	75
August	129	116	89
September	103	82	68
October	96	100	77
November	95	68	54
December	89	49	66

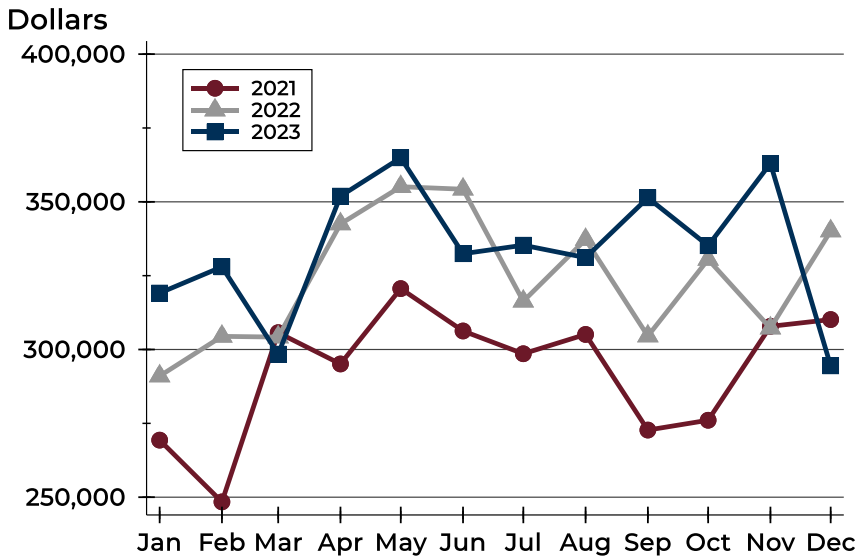
### Closed Listings by Price Range

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%	10.3	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$100,000-\$149,999	5	7.6%	3.5	132,589	135,500	8	2	99.7%	100.0%	99.7%	100.0%
\$150,000-\$199,999	12	18.2%	1.8	171,494	173,750	5	1	98.4%	100.0%	97.5%	100.0%
\$200,000-\$249,999	13	19.7%	1.2	221,346	220,000	18	4	99.1%	100.0%	98.0%	100.0%
\$250,000-\$299,999	9	13.6%	1.1	281,756	279,900	27	4	100.6%	100.0%	99.2%	100.0%
\$300,000-\$349,999	10	15.2%	1.1	318,310	316,650	23	11	98.5%	99.2%	97.6%	98.3%
\$350,000-\$399,999	6	9.1%	1.4	375,967	375,250	43	44	98.3%	99.6%	97.5%	98.4%
\$400,000-\$449,999	4	6.1%	0.8	435,250	437,500	27	12	98.9%	99.6%	96.5%	97.8%
\$450,000-\$499,999	1	1.5%	4.7	450,000	450,000	109	109	94.7%	94.7%	94.7%	94.7%
\$500,000-\$599,999	3	4.5%	3.4	525,295	515,000	60	62	96.9%	95.5%	95.1%	95.5%
\$600,000-\$749,999	2	3.0%	3.3	632,500	632,500	19	19	100.0%	100.0%	100.0%	100.0%
\$750,000-\$999,999	1	1.5%	3.0	830,000	830,000	77	77	84.3%	84.3%	84.3%	84.3%
\$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



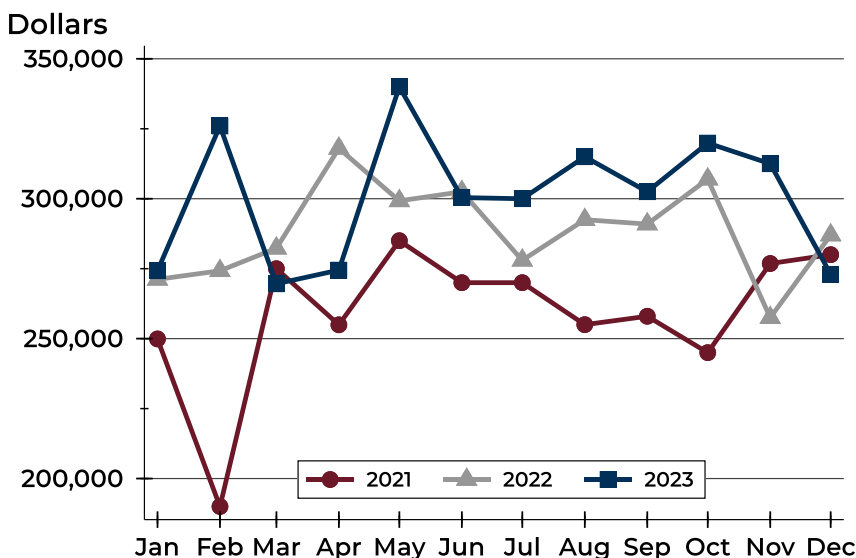
# City of Lawrence Closed Listings Analysis

## Average Price



Month	2021	2022	2023
January	269,320	291,023	<b>319,116</b>
February	248,417	304,454	<b>327,994</b>
March	305,705	304,215	<b>298,441</b>
April	295,115	342,504	<b>351,932</b>
May	320,621	355,125	<b>364,899</b>
June	306,274	354,276	<b>332,429</b>
July	298,573	316,345	<b>335,322</b>
August	305,107	337,220	<b>331,109</b>
September	272,728	304,560	<b>351,371</b>
October	276,053	330,510	<b>335,150</b>
November	307,845	307,240	<b>363,014</b>
December	310,146	340,120	<b>294,469</b>

## Median Price

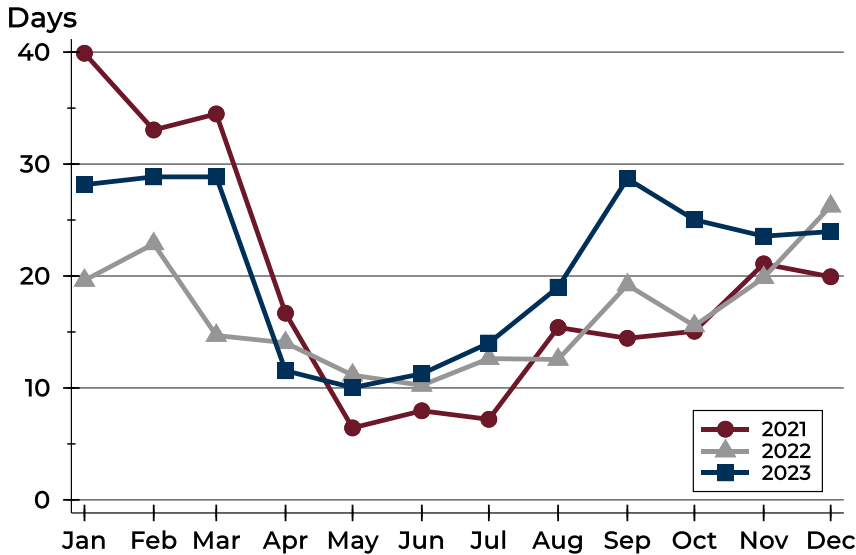


Month	2021	2022	2023
January	249,900	271,200	<b>274,250</b>
February	190,000	274,250	<b>326,000</b>
March	275,000	282,300	<b>269,600</b>
April	254,950	318,000	<b>274,500</b>
May	285,000	299,243	<b>340,000</b>
June	270,000	302,500	<b>300,415</b>
July	270,000	278,000	<b>300,000</b>
August	255,000	292,500	<b>315,000</b>
September	258,000	290,950	<b>302,500</b>
October	245,000	307,000	<b>319,900</b>
November	276,850	257,500	<b>312,500</b>
December	280,000	287,000	<b>273,000</b>



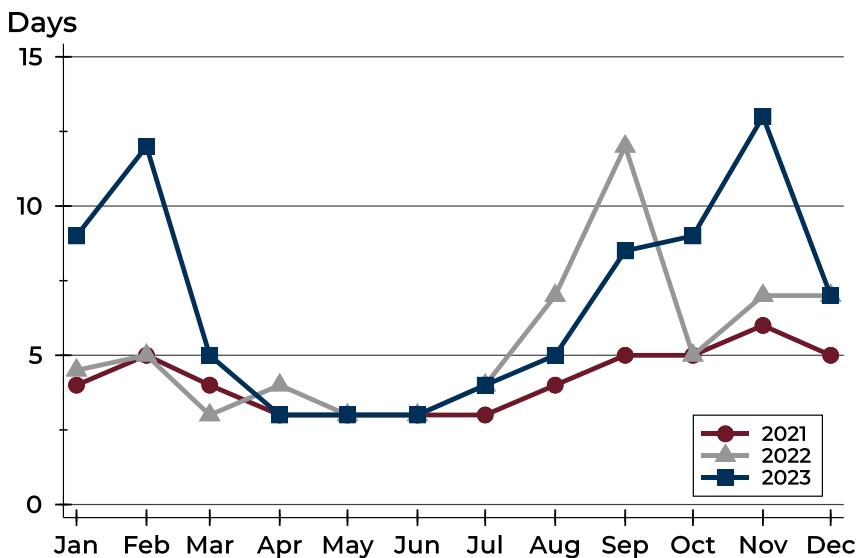
## City of Lawrence Closed Listings Analysis

### Average DOM



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

### Median DOM



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



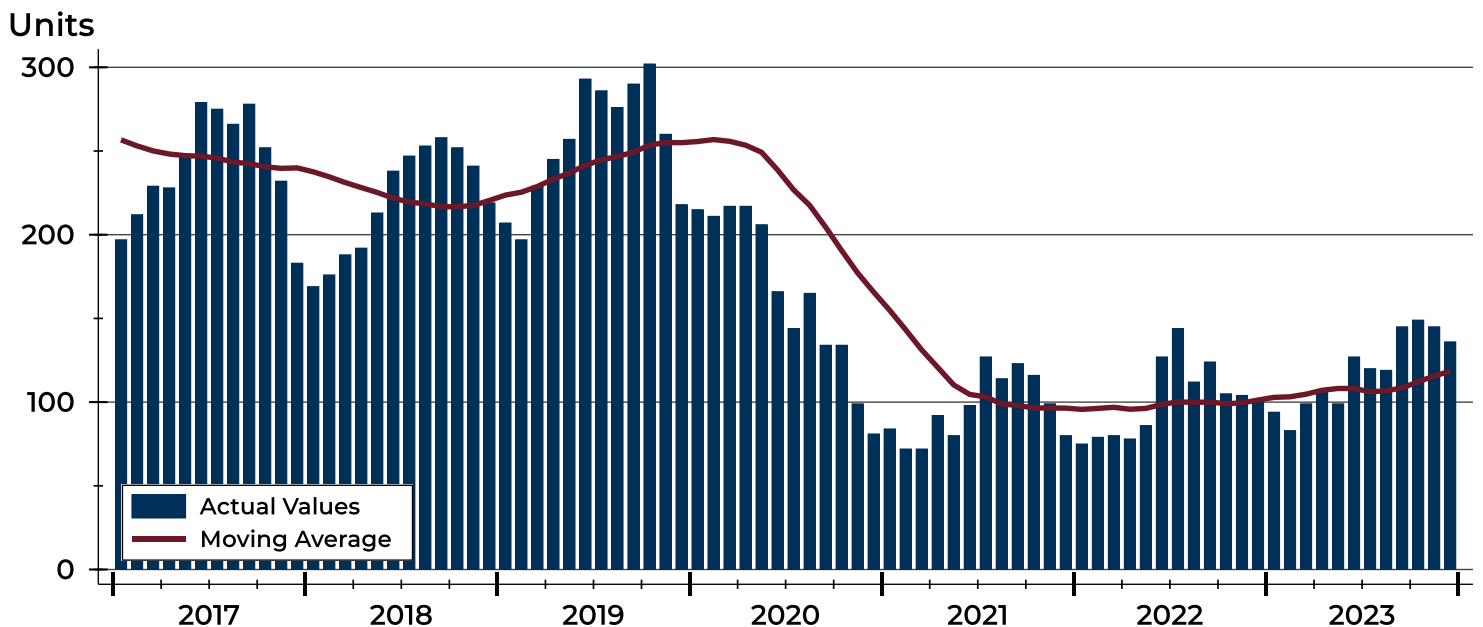
## City of Lawrence Active Listings Analysis

Summary Statistics for Active Listings		End of December		
		2023	2022	Change
Active Listings		<b>136</b>	101	34.7%
Volume (1,000s)		<b>50,336</b>	34,941	44.1%
Months' Supply		<b>1.9</b>	1.1	72.7%
Average	List Price	<b>370,118</b>	345,946	7.0%
	Days on Market	<b>69</b>	66	4.5%
	Percent of Original	<b>99.1%</b>	98.3%	0.8%
Median	List Price	<b>324,000</b>	320,000	1.3%
	Days on Market	<b>51</b>	44	15.9%
	Percent of Original	<b>100.0%</b>	100.0%	0.0%

A total of 136 homes were available for sale in the City of Lawrence at the end of December. This represents a 1.9 months' supply of active listings.

The median list price of homes on the market at the end of December was \$324,000, up 1.2% from 2022. The typical time on market for active listings was 51 days, up from 44 days a year earlier.

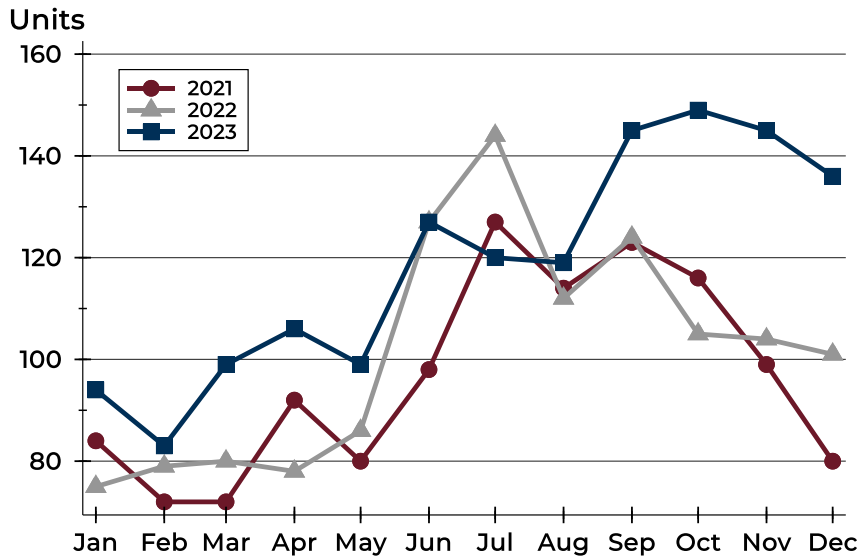
## History of Active Listings





## City of Lawrence Active Listings Analysis

### Active Listings by Month



Month	2021	2022	2023
January	84	75	94
February	72	79	83
March	72	80	99
April	92	78	106
May	80	86	99
June	98	127	127
July	127	144	120
August	114	112	119
September	123	124	145
October	116	105	149
November	99	104	145
December	80	101	136

### Active Listings by Price Range

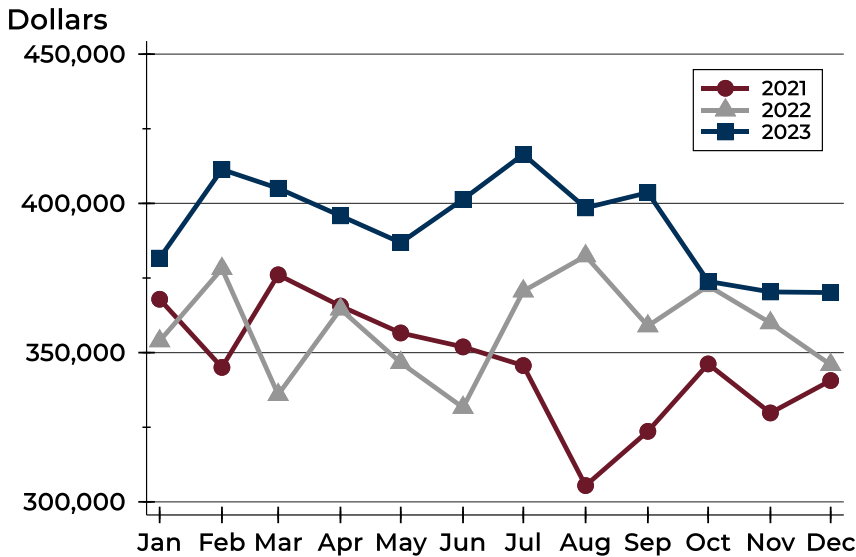
Price Range	Active Listings		Months' Supply	List Price		Days on Market		Price as % of Orig.	
	Number	Percent		Average	Median	Avg.	Med.	Avg.	Med.
Below \$50,000	3	2.2%	N/A	1,865	2,000	8	3	100.0%	100.0%
\$50,000-\$99,999	6	4.4%	10.3	87,270	89,725	68	49	94.7%	99.1%
\$100,000-\$149,999	10	7.4%	3.5	133,525	134,500	42	33	96.1%	100.0%
\$150,000-\$199,999	13	9.6%	1.8	168,954	165,000	44	45	99.6%	100.0%
\$200,000-\$249,999	13	9.6%	1.2	226,946	220,000	60	53	98.5%	100.0%
\$250,000-\$299,999	15	11.0%	1.1	285,804	295,000	43	47	104.7%	100.0%
\$300,000-\$349,999	13	9.6%	1.1	324,619	324,000	61	54	99.1%	100.0%
\$350,000-\$399,999	12	8.8%	1.4	374,783	372,400	38	30	99.6%	100.0%
\$400,000-\$449,999	4	2.9%	0.8	433,450	437,000	75	86	96.5%	96.2%
\$450,000-\$499,999	18	13.2%	4.7	483,239	485,750	85	64	99.2%	100.0%
\$500,000-\$599,999	14	10.3%	3.4	554,200	549,900	155	82	98.8%	100.0%
\$600,000-\$749,999	11	8.1%	3.3	672,691	669,900	86	32	98.4%	100.0%
\$750,000-\$999,999	2	1.5%	3.0	964,950	964,950	86	86	100.0%	100.0%
\$1,000,000 and up	2	1.5%	N/A	1,400,000	1,400,000	69	69	91.7%	91.7%





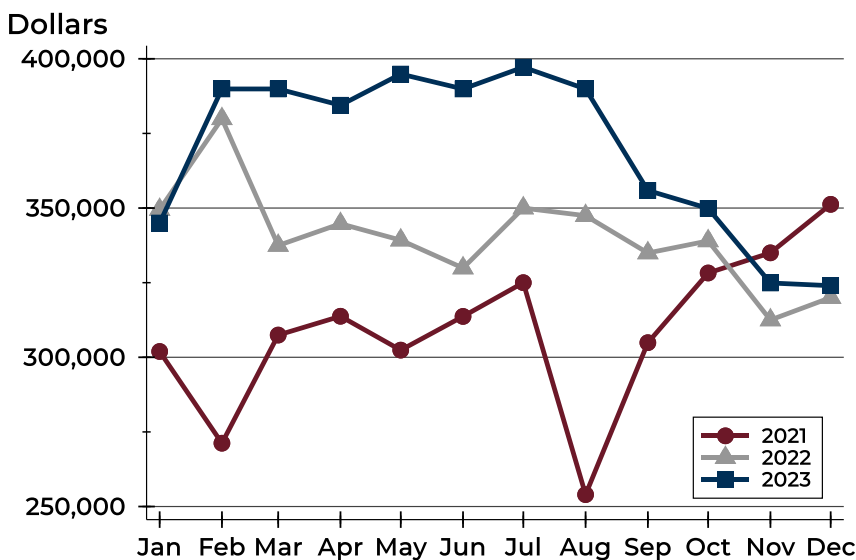
## City of Lawrence Active Listings Analysis

### Average Price



Month	2021	2022	2023
January	367,887	353,910	<b>381,662</b>
February	345,051	378,114	<b>411,359</b>
March	376,063	335,920	<b>405,067</b>
April	365,613	364,571	<b>395,842</b>
May	356,591	346,614	<b>386,853</b>
June	351,923	331,603	<b>401,362</b>
July	345,664	370,614	<b>416,435</b>
August	305,460	382,390	<b>398,505</b>
September	323,634	358,932	<b>403,598</b>
October	346,221	372,396	<b>373,865</b>
November	329,796	359,954	<b>370,337</b>
December	340,652	345,946	<b>370,118</b>

### Median Price

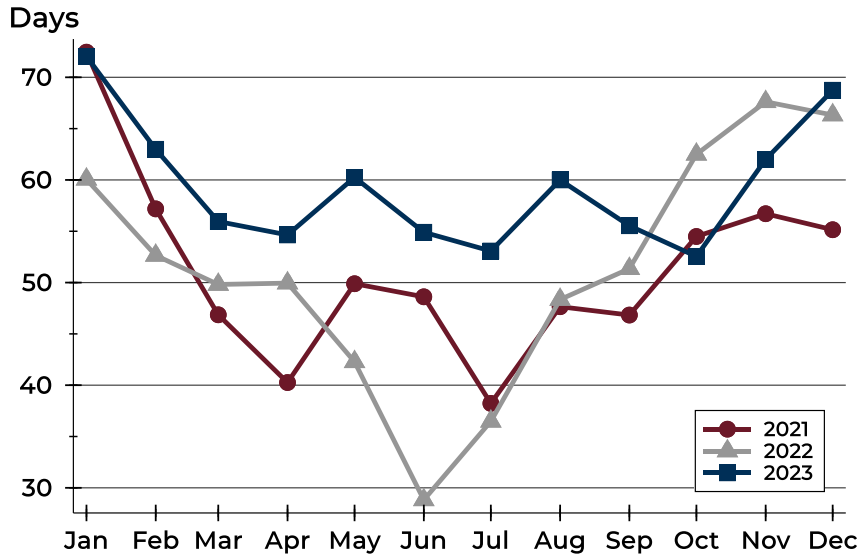


Month	2021	2022	2023
January	301,950	349,500	<b>345,000</b>
February	271,225	379,900	<b>389,900</b>
March	307,450	337,450	<b>389,900</b>
April	313,750	344,750	<b>384,450</b>
May	302,400	339,250	<b>394,900</b>
June	313,700	329,900	<b>389,900</b>
July	325,000	350,000	<b>397,200</b>
August	254,000	347,450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



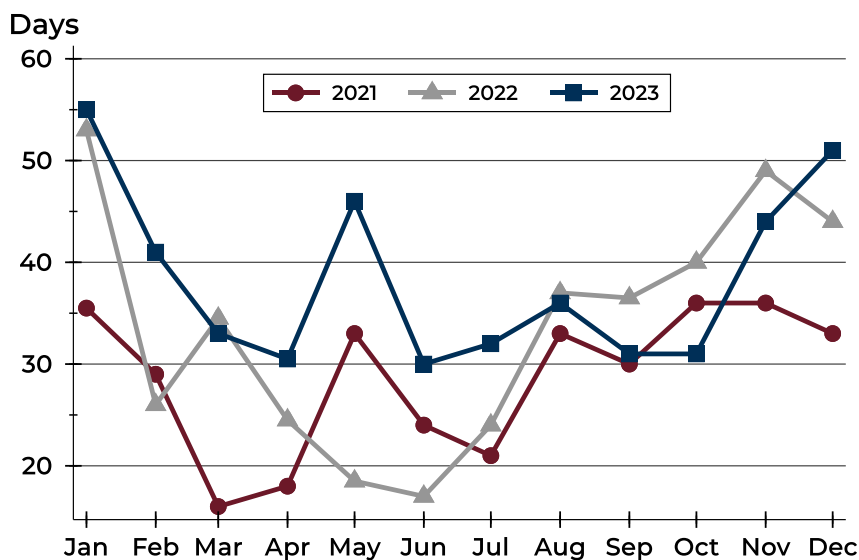
## City of Lawrence Active Listings Analysis

### Average DOM



Month	2021	2022	2023
January	72	60	72
February	57	53	63
March	47	50	56
April	40	50	55
May	50	42	60
June	49	29	55
July	38	36	53
August	48	48	60
September	47	51	56
October	54	62	53
November	57	68	62
December	55	66	69

### Median DOM

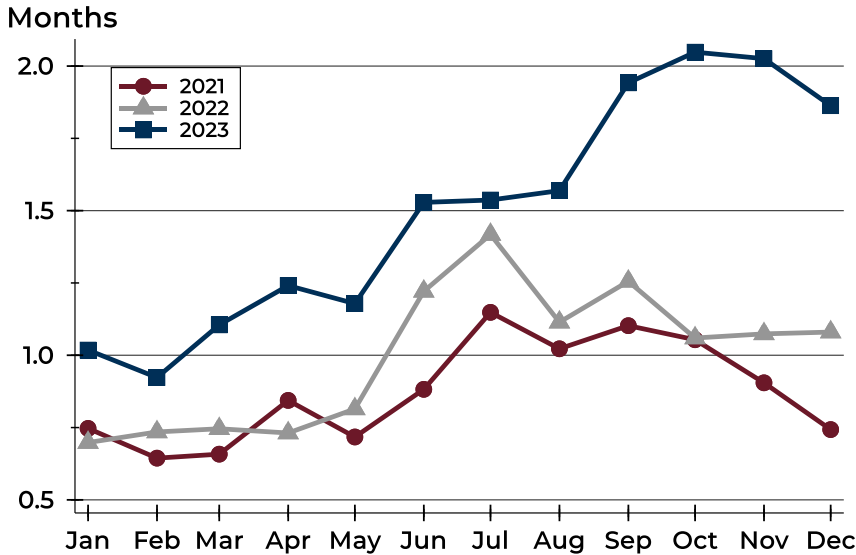


Month	2021	2022	2023
January	36	53	55
February	29	26	41
March	16	35	33
April	18	25	31
May	33	19	46
June	24	17	30
July	21	24	32
August	33	37	36
September	30	37	31
October	36	40	31
November	36	49	44
December	33	44	51



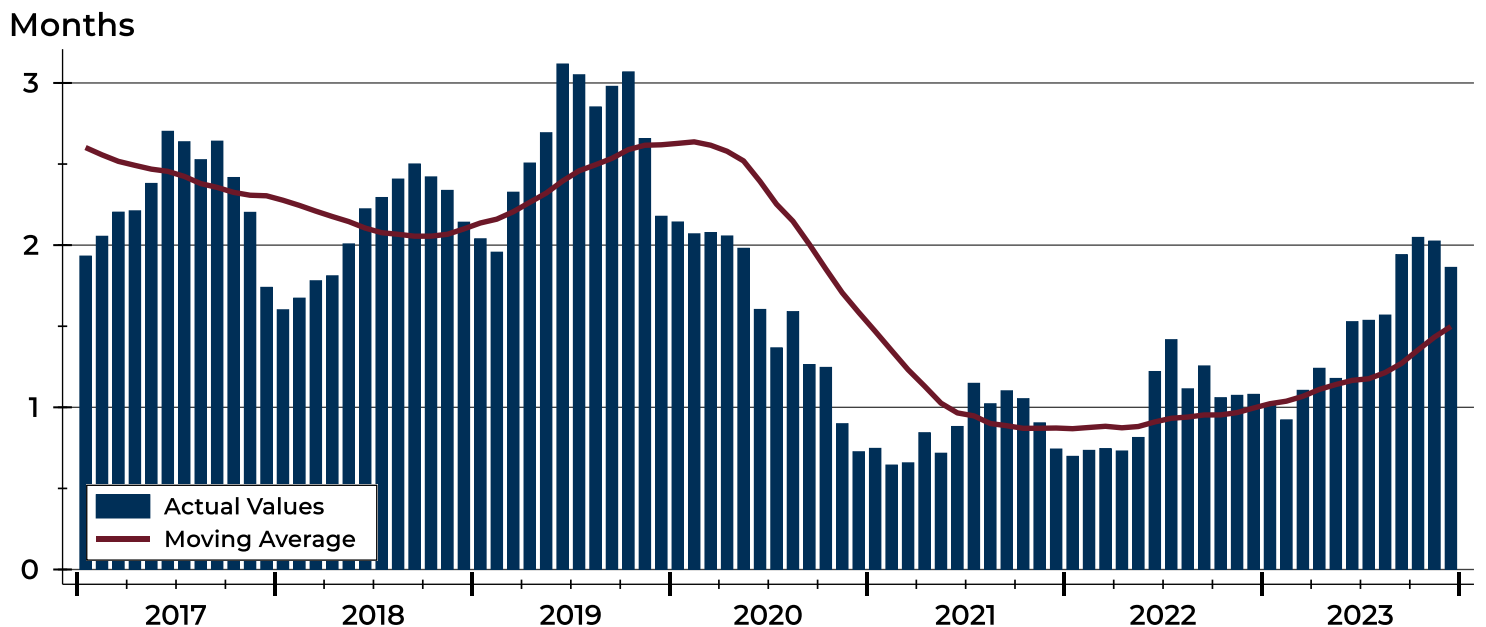
# City of Lawrence Months' Supply Analysis

## Months' Supply by Month



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

## History of Month's Supply





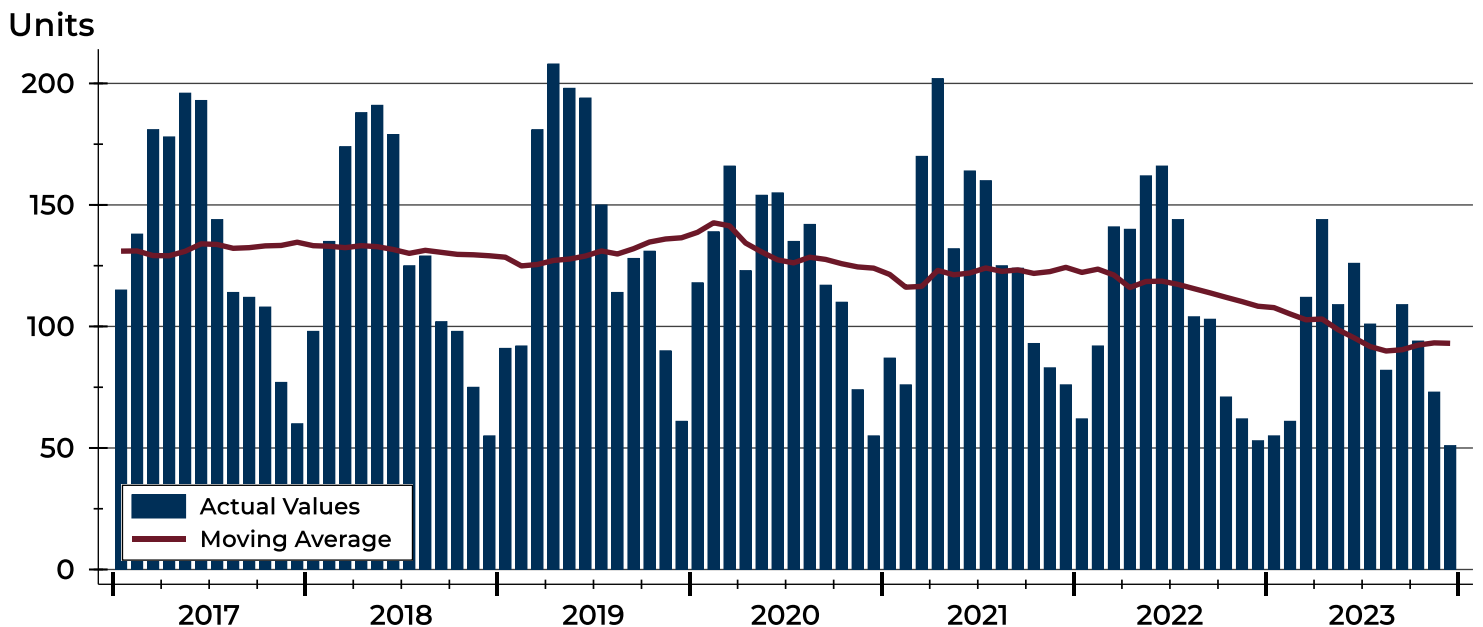
# City of Lawrence New Listings Analysis

Summary Statistics for New Listings		2023	December 2022	Change
Current Month	New Listings	51	53	-3.8%
	Volume (1,000s)	16,742	16,627	0.7%
	Average List Price	328,268	313,717	4.6%
	Median List Price	289,000	310,000	-6.8%
Year-to-Date	New Listings	1,117	1,300	-14.1%
	Volume (1,000s)	375,221	422,582	-11.2%
	Average List Price	335,919	325,063	3.3%
	Median List Price	300,000	289,900	3.5%

A total of 51 new listings were added in the City of Lawrence during December, down 3.8% from the same month in 2022. Year-to-date the City of Lawrence has seen 1,117 new listings.

The median list price of these homes was \$289,000 down from \$310,000 in 2022.

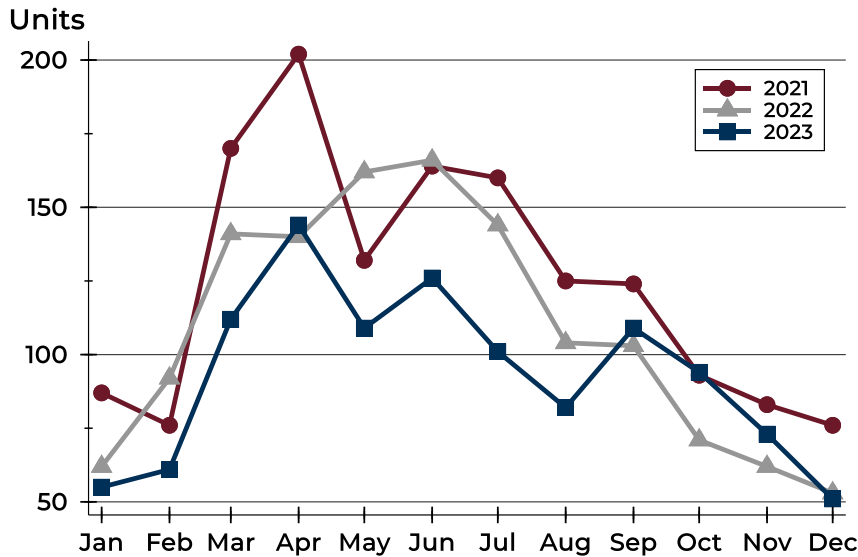
## History of New Listings





## City of Lawrence New Listings Analysis

### New Listings by Month



Month	2021	2022	2023
January	87	62	55
February	76	92	61
March	170	141	112
April	202	140	144
May	132	162	109
June	164	166	126
July	160	144	101
August	125	104	82
September	124	103	109
October	93	71	94
November	83	62	73
December	76	53	51

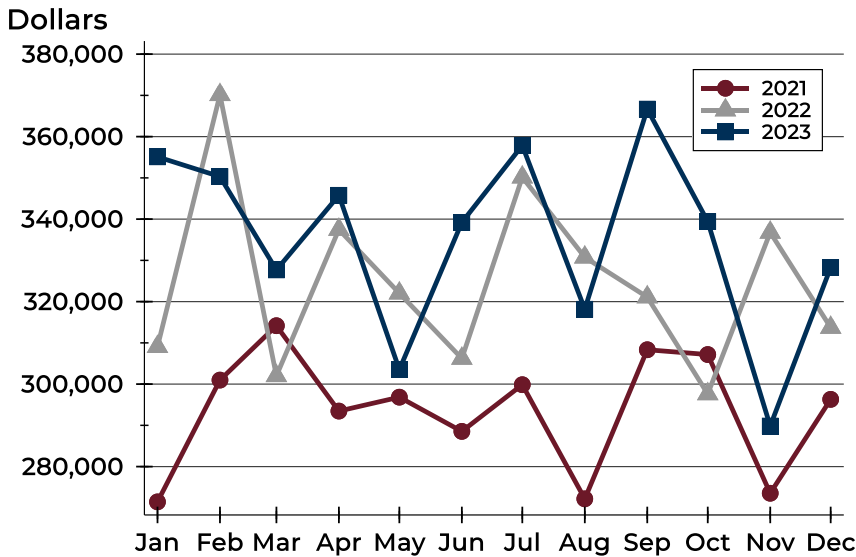
### New Listings by Price Range

Price Range	New Listings		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$50,000	3	5.9%	1,958	2,000	10	9	97.0%	100.0%
\$50,000-\$99,999	1	2.0%	89,500	89,500	25	25	100.0%	100.0%
\$100,000-\$149,999	1	2.0%	140,000	140,000	34	34	100.0%	100.0%
\$150,000-\$199,999	7	13.7%	166,771	165,000	14	19	98.3%	100.0%
\$200,000-\$249,999	8	15.7%	229,163	227,500	5	3	100.0%	100.0%
\$250,000-\$299,999	8	15.7%	277,375	280,000	20	22	100.0%	100.0%
\$300,000-\$349,999	3	5.9%	334,967	339,900	12	7	100.0%	100.0%
\$350,000-\$399,999	7	13.7%	369,800	359,900	18	11	99.6%	100.0%
\$400,000-\$449,999	2	3.9%	437,450	437,450	9	9	100.0%	100.0%
\$450,000-\$499,999	3	5.9%	493,233	499,900	18	16	100.0%	100.0%
\$500,000-\$599,999	2	3.9%	564,900	564,900	27	27	100.0%	100.0%
\$600,000-\$749,999	5	9.8%	675,940	669,900	24	23	100.0%	100.0%
\$750,000-\$999,999	1	2.0%	829,000	829,000	9	9	100.0%	100.0%
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



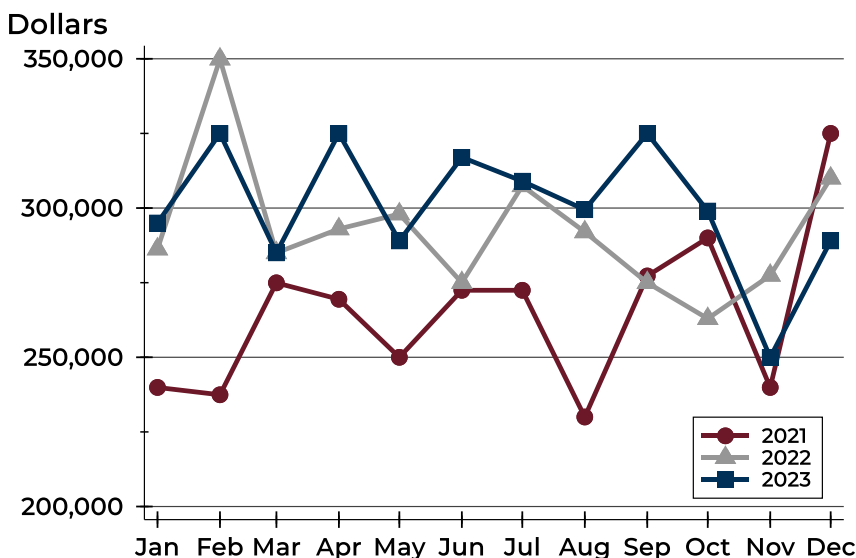
## City of Lawrence New Listings Analysis

### Average Price



Month	2021	2022	2023
January	271,450	309,069	<b>355,103</b>
February	300,975	370,146	<b>350,309</b>
March	314,158	302,005	<b>327,690</b>
April	293,463	337,476	<b>345,785</b>
May	296,834	322,036	<b>303,520</b>
June	288,542	306,220	<b>339,209</b>
July	299,860	350,165	<b>357,864</b>
August	272,188	330,760	<b>318,154</b>
September	308,336	321,108	<b>366,682</b>
October	307,168	297,609	<b>339,420</b>
November	273,545	336,777	<b>289,846</b>
December	296,310	313,717	<b>328,268</b>

### Median Price



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



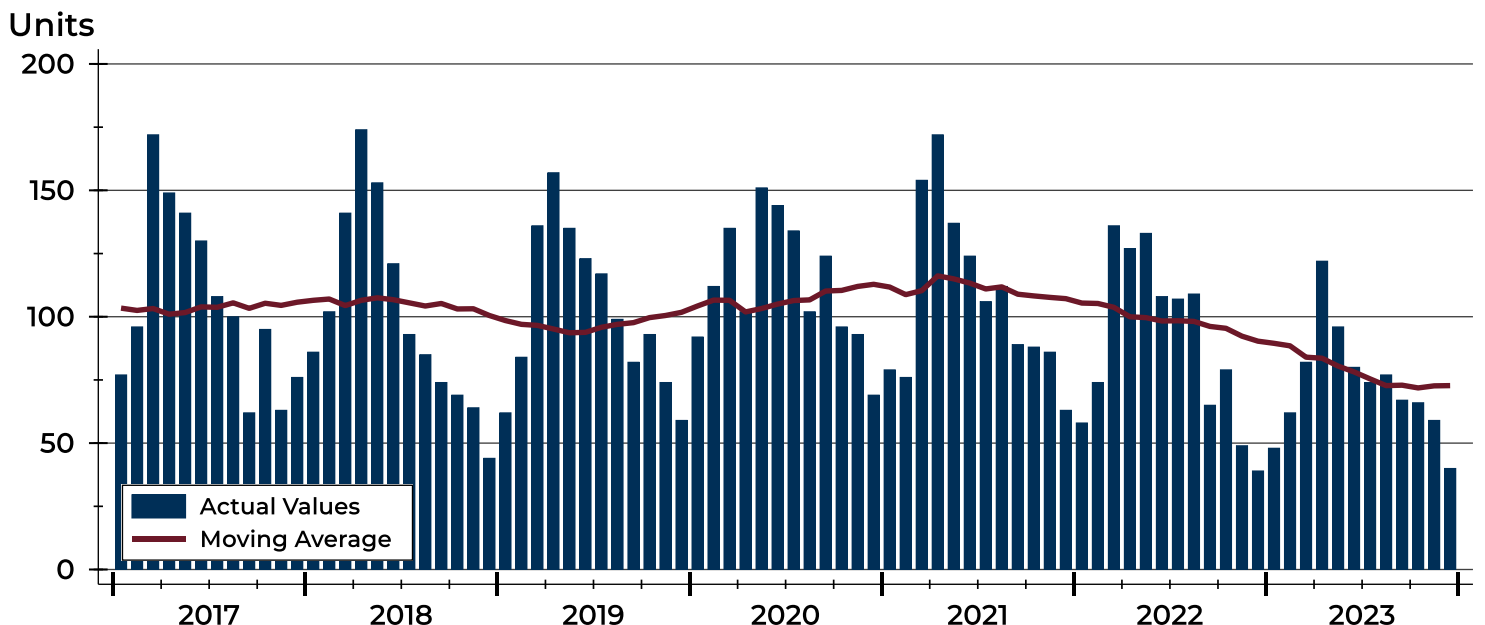
## City of Lawrence Contracts Written Analysis

Summary Statistics for Contracts Written		December			Year-to-Date		
		2023	2022	Change	2023	2022	Change
Contracts Written		<b>40</b>	39	2.6%	<b>873</b>	1,084	-19.5%
Volume (1,000s)		<b>12,515</b>	11,897	5.2%	<b>290,552</b>	355,433	-18.3%
Average	Sale Price	<b>312,885</b>	305,041	2.6%	<b>332,820</b>	327,890	1.5%
	Days on Market	<b>39</b>	31	25.8%	<b>20</b>	15	33.3%
	Percent of Original	<b>97.3%</b>	96.5%	0.8%	<b>99.6%</b>	100.7%	-1.1%
Median	Sale Price	<b>292,000</b>	259,900	12.4%	<b>299,900</b>	285,000	5.2%
	Days on Market	<b>19</b>	17	11.8%	<b>5</b>	4	25.0%
	Percent of Original	<b>100.0%</b>	98.9%	1.1%	<b>100.0%</b>	100.0%	0.0%

A total of 40 contracts for sale were written in the City of Lawrence during the month of December, up from 39 in 2022. The median list price of these homes was \$292,000, up from \$259,900 the prior year.

Half of the homes that went under contract in December were on the market less than 19 days, compared to 17 days in December 2022.

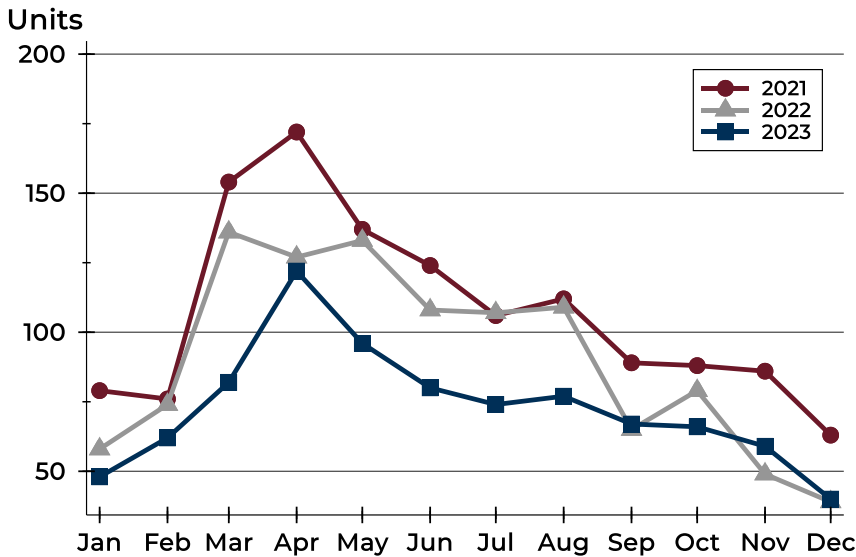
## History of Contracts Written





## City of Lawrence Contracts Written Analysis

### Contracts Written by Month



Month	2021	2022	2023
January	79	58	<b>48</b>
February	76	74	<b>62</b>
March	154	136	<b>82</b>
April	172	127	<b>122</b>
May	137	133	<b>96</b>
June	124	108	<b>80</b>
July	106	107	<b>74</b>
August	112	109	<b>77</b>
September	89	65	<b>67</b>
October	88	79	<b>66</b>
November	86	49	<b>59</b>
December	63	39	<b>40</b>

### Contracts Written by Price Range

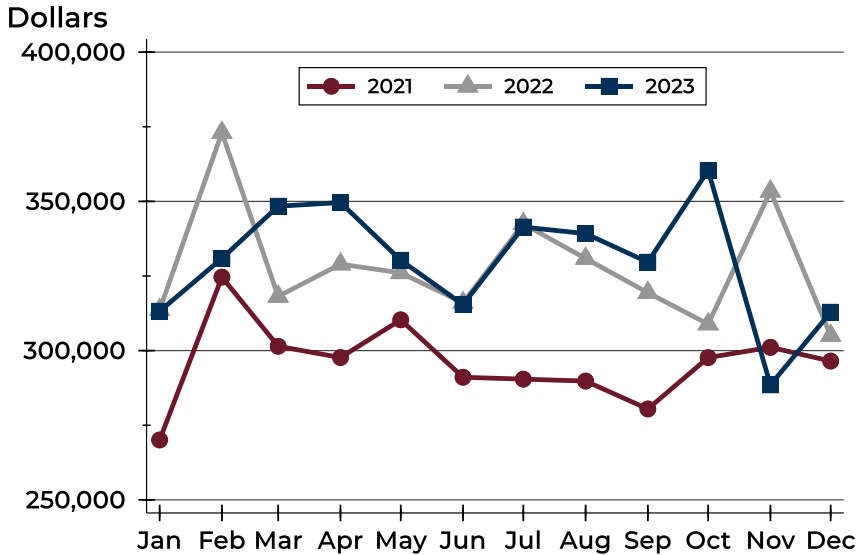
Price Range	Contracts Written		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$50,000	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$50,000-\$99,999	2	5.0%	99,450	99,450	30	30	90.5%	90.5%
\$100,000-\$149,999	1	2.5%	149,900	149,900	49	49	96.8%	96.8%
\$150,000-\$199,999	4	10.0%	173,725	174,950	4	1	97.1%	100.0%
\$200,000-\$249,999	10	25.0%	224,980	220,000	14	9	99.2%	100.0%
\$250,000-\$299,999	5	12.5%	280,780	285,000	35	14	99.7%	100.0%
\$300,000-\$349,999	8	20.0%	332,463	332,500	52	48	93.6%	96.5%
\$350,000-\$399,999	3	7.5%	378,267	389,900	66	90	99.6%	100.0%
\$400,000-\$449,999	2	5.0%	432,400	432,400	45	45	96.2%	96.2%
\$450,000-\$499,999	2	5.0%	497,400	497,400	107	107	97.2%	97.2%
\$500,000-\$599,999	1	2.5%	599,900	599,900	34	34	100.0%	100.0%
\$600,000-\$749,999	1	2.5%	735,000	735,000	177	177	102.1%	102.1%
\$750,000-\$999,999	1	2.5%	829,000	829,000	9	9	100.0%	100.0%
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A





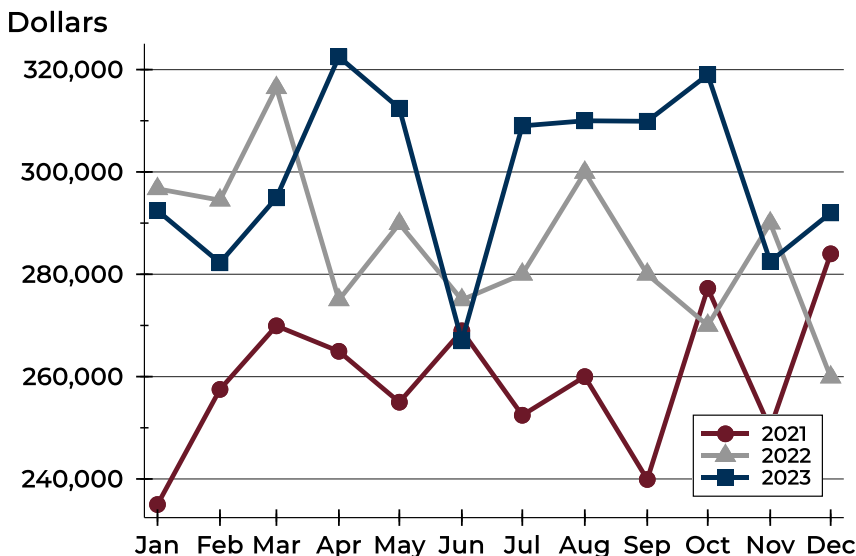
## City of Lawrence Contracts Written Analysis

### Average Price



Month	2021	2022	2023
January	270,075	313,674	<b>313,207</b>
February	324,637	373,052	<b>330,911</b>
March	301,464	318,167	<b>348,394</b>
April	297,692	328,966	<b>349,615</b>
May	310,322	326,059	<b>330,296</b>
June	291,092	316,044	<b>315,423</b>
July	290,450	342,488	<b>341,411</b>
August	289,806	330,861	<b>339,212</b>
September	280,458	319,416	<b>329,643</b>
October	297,672	308,888	<b>360,391</b>
November	301,109	353,371	<b>288,514</b>
December	296,505	305,041	<b>312,885</b>

### Median Price

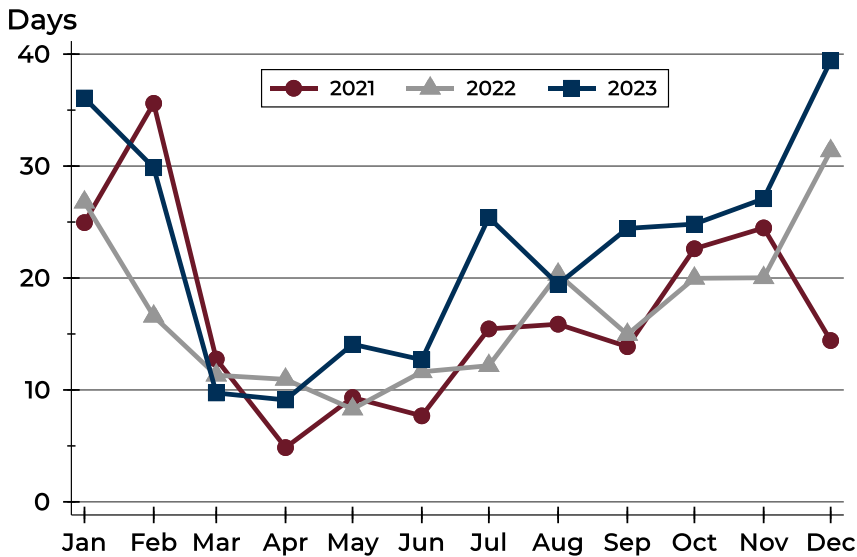


Month	2021	2022	2023
January	235,000	296,700	<b>292,450</b>
February	257,500	294,475	<b>282,250</b>
March	269,925	316,450	<b>294,950</b>
April	264,950	275,000	<b>322,500</b>
May	255,000	289,900	<b>312,450</b>
June	268,950	275,000	<b>267,000</b>
July	252,450	280,000	<b>309,000</b>
August	260,000	299,900	<b>310,000</b>
September	239,900	280,000	<b>309,900</b>
October	277,250	270,000	<b>319,000</b>
November	249,900	290,000	<b>282,500</b>
December	284,000	259,900	<b>292,000</b>



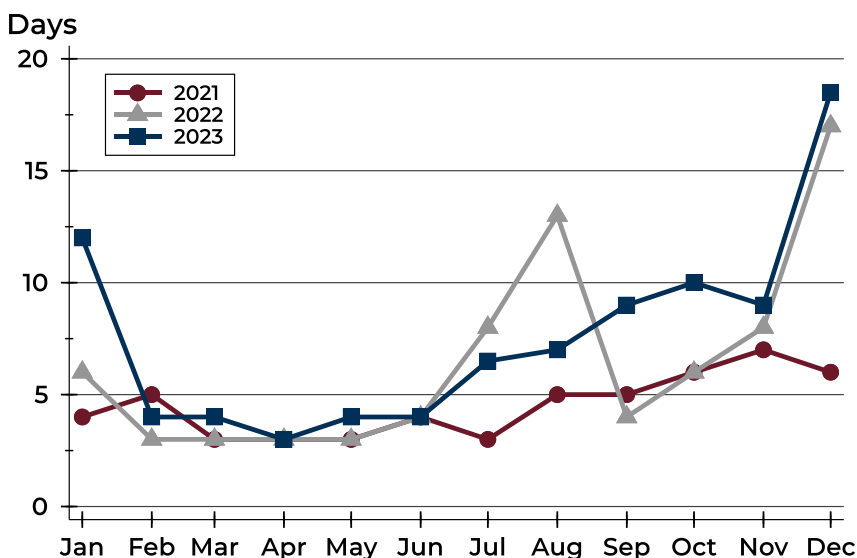
## City of Lawrence Contracts Written Analysis

### Average DOM



Month	2021	2022	2023
January	25	27	36
February	36	17	30
March	13	11	10
April	5	11	9
May	9	8	14
June	8	12	13
July	15	12	25
August	16	20	19
September	14	15	24
October	23	20	25
November	24	20	27
December	14	31	39

### 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	10
November	7	8	9
December	6	17	19



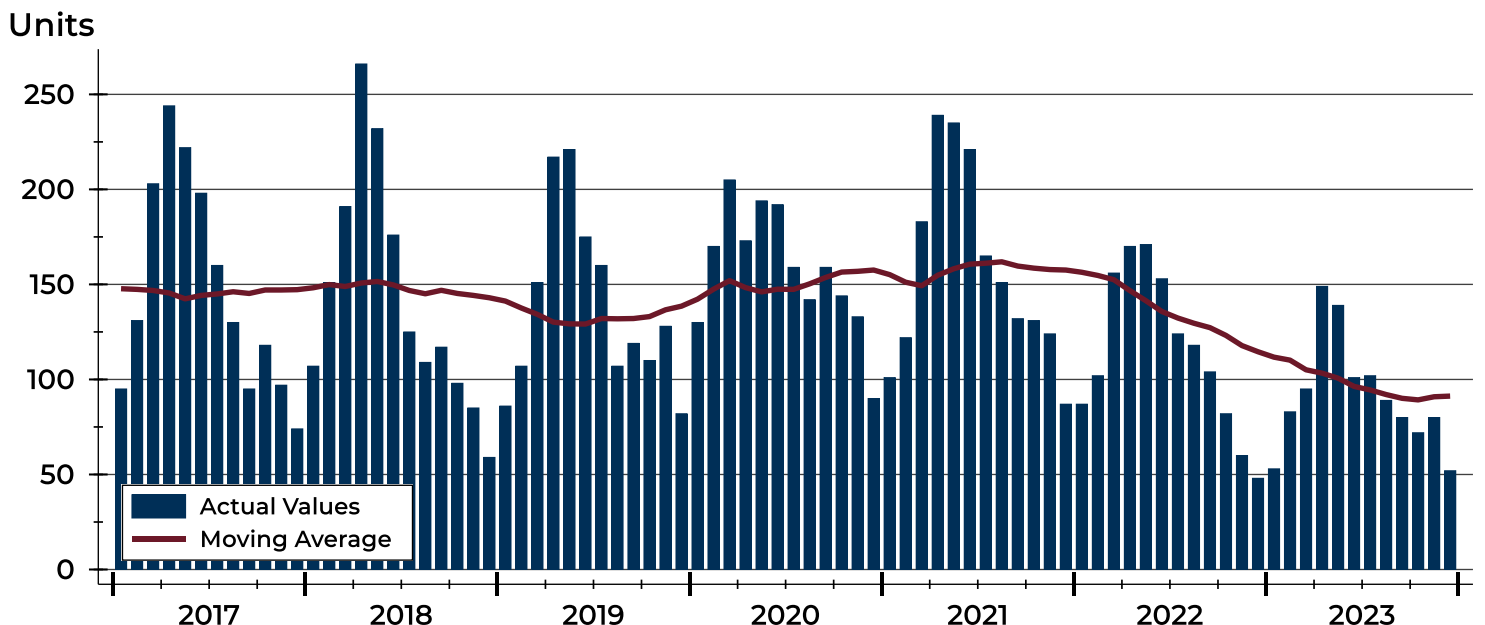
## City of Lawrence Pending Contracts Analysis

Summary Statistics for Pending Contracts		End of December		
		2023	2022	Change
Pending Contracts		<b>52</b>	48	8.3%
Volume (1,000s)		<b>16,573</b>	15,944	3.9%
Average	List Price	<b>318,710</b>	332,166	-4.1%
	Days on Market	<b>39</b>	24	62.5%
	Percent of Original	<b>98.2%</b>	99.1%	-0.9%
Median	List Price	<b>299,950</b>	282,450	6.2%
	Days on Market	<b>20</b>	10	100.0%
	Percent of Original	<b>100.0%</b>	100.0%	0.0%

A total of 52 listings in the City of Lawrence had contracts pending at the end of December, up from 48 contracts pending at the end of December 2022.

Pending contracts reflect listings with a contract in place at the end of the month. In contrast, contracts written measures the number of listings put under contract during the month.

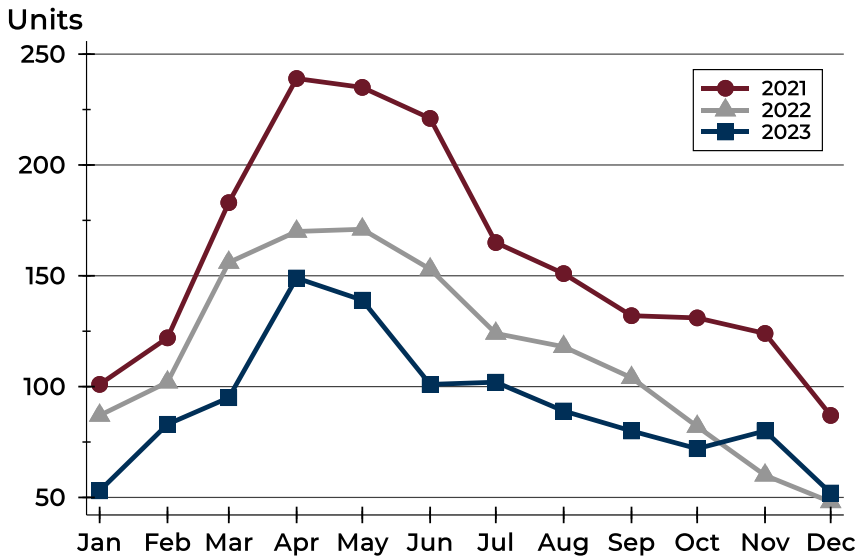
## History of Pending Contracts





## City of Lawrence Pending Contracts Analysis

### Pending Contracts by Month



Month	2021	2022	2023
January	101	87	<b>53</b>
February	122	102	<b>83</b>
March	183	156	<b>95</b>
April	239	170	<b>149</b>
May	235	171	<b>139</b>
June	221	153	<b>101</b>
July	165	124	<b>102</b>
August	151	118	<b>89</b>
September	132	104	<b>80</b>
October	131	82	<b>72</b>
November	124	60	<b>80</b>
December	87	48	<b>52</b>

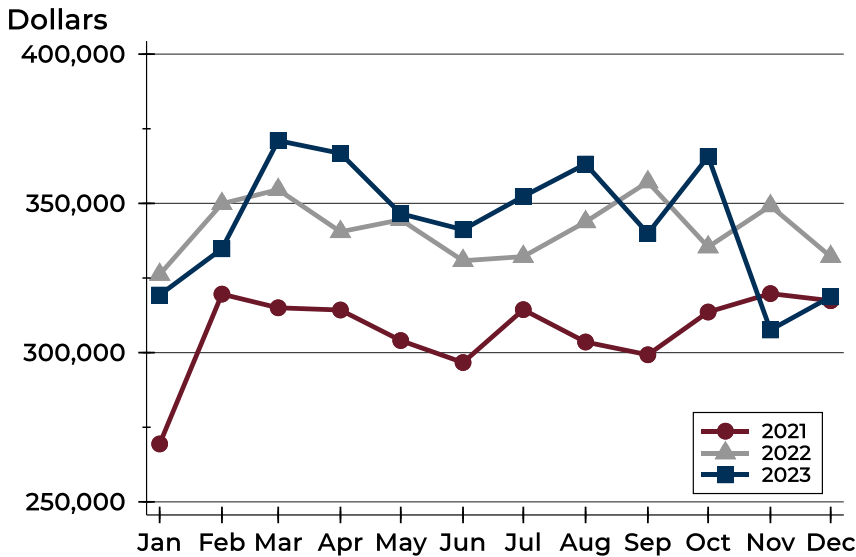
### Pending Contracts by Price Range

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	3.8%	99,450	99,450	30	30	95.5%	95.5%
\$100,000-\$149,999	4	7.7%	137,188	144,900	40	25	96.0%	98.4%
\$150,000-\$199,999	4	7.7%	181,200	184,950	29	21	98.7%	100.0%
\$200,000-\$249,999	10	19.2%	221,770	220,000	9	6	99.8%	100.0%
\$250,000-\$299,999	6	11.5%	281,158	288,775	27	16	99.5%	100.0%
\$300,000-\$349,999	10	19.2%	328,870	329,500	45	41	96.1%	98.6%
\$350,000-\$399,999	4	7.7%	373,700	374,950	54	54	99.7%	100.0%
\$400,000-\$449,999	4	7.7%	422,400	419,900	68	73	96.1%	95.9%
\$450,000-\$499,999	3	5.8%	486,600	495,000	90	62	98.1%	100.0%
\$500,000-\$599,999	3	5.8%	566,300	574,000	11	0	100.0%	100.0%
\$600,000-\$749,999	1	1.9%	735,000	735,000	177	177	102.1%	102.1%
\$750,000-\$999,999	1	1.9%	829,000	829,000	9	9	100.0%	100.0%
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



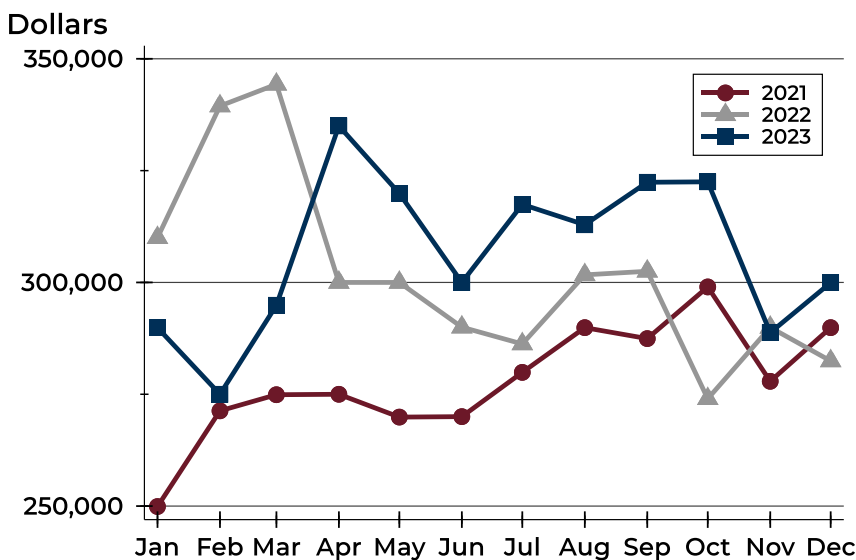
## City of Lawrence Pending Contracts Analysis

### Average Price



Month	2021	2022	2023
January	269,413	326,176	<b>319,303</b>
February	319,605	349,894	<b>334,790</b>
March	315,023	354,598	<b>371,024</b>
April	314,285	340,485	<b>366,757</b>
May	304,048	344,523	<b>346,540</b>
June	296,684	330,793	<b>341,180</b>
July	314,396	332,179	<b>352,339</b>
August	303,562	343,818	<b>363,178</b>
September	299,276	357,180	<b>339,931</b>
October	313,606	335,385	<b>365,678</b>
November	319,781	349,171	<b>307,588</b>
December	317,398	332,166	<b>318,710</b>

### Median Price

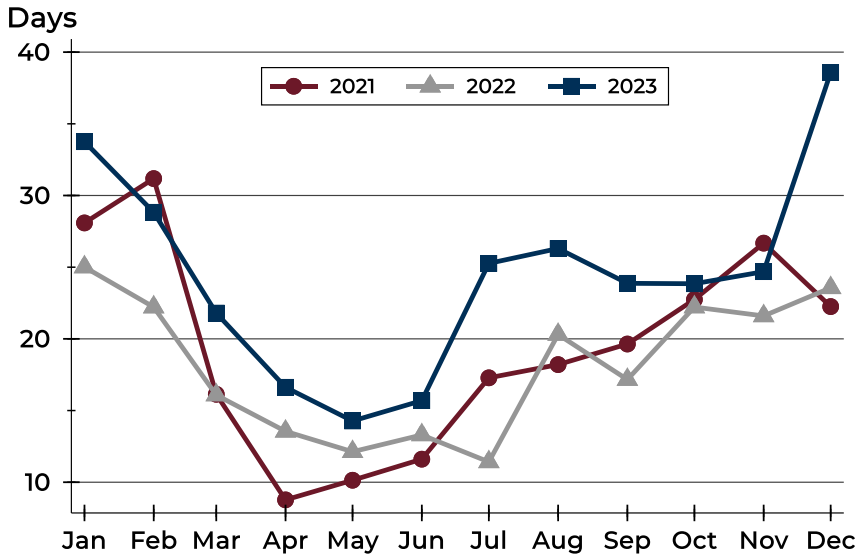


Month	2021	2022	2023
January	249,900	310,000	<b>289,900</b>
February	271,300	339,450	<b>275,000</b>
March	274,900	344,300	<b>294,900</b>
April	275,000	300,000	<b>335,000</b>
May	269,900	300,000	<b>319,900</b>
June	270,000	290,000	<b>300,000</b>
July	279,900	286,250	<b>317,450</b>
August	289,900	301,700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



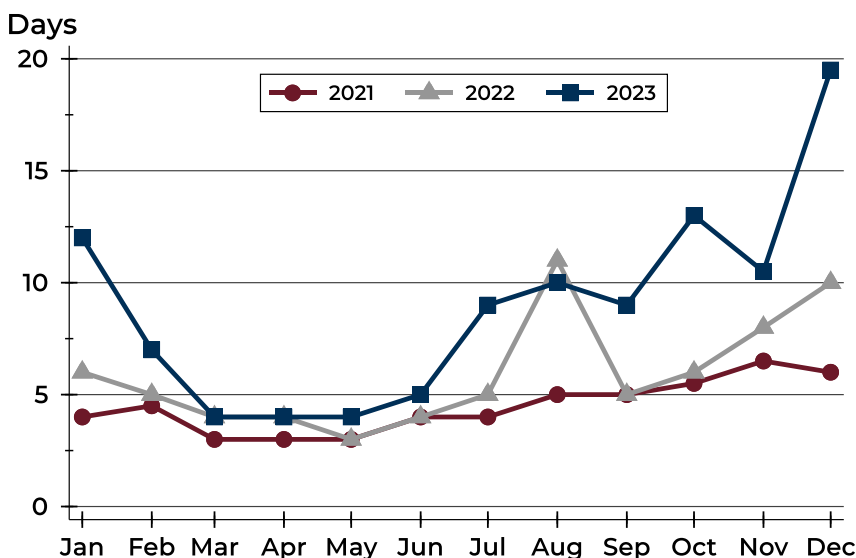
## City of Lawrence Pending Contracts Analysis

### Average DOM



Month	2021	2022	2023
January	28	25	34
February	31	22	29
March	16	16	22
April	9	14	17
May	10	12	14
June	12	13	16
July	17	11	25
August	18	20	26
September	20	17	24
October	23	22	24
November	27	22	25
December	22	24	39

### Median DOM



Month	2021	2022	2023
January	4	6	12
February	5	5	7
March	3	4	4
April	3	4	4
May	3	3	4
June	4	4	5
July	4	5	9
August	5	11	10
September	5	5	9
October	6	6	13
November	7	8	11
December	6	10	20