



**May
2024**

Lawrence MLS Statistics



LAWRENCE
Board of REALTORS®

City of Lawrence Housing Report



Market Overview

City of Lawrence Home Sales Rose in May

Total home sales in the City of Lawrence rose by 5.2% last month to 122 units, compared to 116 units in May 2023. Total sales volume was \$43.3 million, up 2.5% from a year earlier.

The median sale price in May was \$321,000, down from \$339,950 a year earlier. Homes that sold in May were typically on the market for 4 days and sold for 100.0% of their list prices.

City of Lawrence Active Listings Up at End of May

The total number of active listings in the City of Lawrence at the end of May was 138 units, up from 99 at the same point in 2023. This represents a 1.8 months' supply of homes available for sale. The median list price of homes on the market at the end of May was \$340,000.

During May, a total of 86 contracts were written down from 96 in May 2023. At the end of the month, there were 111 contracts still pending.

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**May
2024**

Lawrence MLS Statistics



LAWRENCE
Board of REALTORS®

City of Lawrence Summary Statistics

May MLS Statistics Three-year History		Current Month			Year-to-Date		
		2024	2023	2022	2024	2023	2022
Home Sales		122	116	132	369	330	443
Change from prior year		5.2%	-12.1%	-9.0%	11.8%	-25.5%	-5.3%
Active Listings		138	99	86	N/A	N/A	N/A
Change from prior year		39.4%	15.1%	7.5%			
Months' Supply		1.8	1.2	0.8	N/A	N/A	N/A
Change from prior year		50.0%	50.0%	14.3%			
New Listings		121	109	162	517	481	597
Change from prior year		11.0%	-32.7%	22.7%	7.5%	-19.4%	-10.5%
Contracts Written		86	96	133	423	410	529
Change from prior year		-10.4%	-27.8%	-2.9%	3.2%	-22.5%	-14.4%
Pending Contracts		111	139	171	N/A	N/A	N/A
Change from prior year		-20.1%	-18.7%	-27.2%			
Sales Volume (1,000s)		43,303	42,261	46,876	130,307	111,549	145,141
Change from prior year		2.5%	-9.8%	0.8%	16.8%	-23.1%	5.1%
Average	Sale Price	354,942	364,323	355,125	353,136	338,027	327,632
	Change from prior year	-2.6%	2.6%	10.8%	4.5%	3.2%	11.0%
	List Price of Actives	358,466	386,853	346,614	N/A	N/A	N/A
	Change from prior year	-7.3%	11.6%	-2.8%			
	Days on Market	14	10	11	22	19	15
Change from prior year	40.0%	-9.1%	83.3%	15.8%	26.7%	-31.8%	
	Percent of List	100.4%	102.3%	104.1%	99.7%	100.8%	102.6%
Change from prior year	-1.9%	-1.7%	1.2%	-1.1%	-1.8%	0.9%	
	Percent of Original	100.0%	102.1%	104.0%	98.9%	100.4%	102.2%
Change from prior year	-2.1%	-1.8%	1.4%	-1.5%	-1.8%	0.9%	
Median	Sale Price	321,000	339,950	299,243	315,000	300,000	300,000
	Change from prior year	-5.6%	13.6%	5.0%	5.0%	0.0%	13.9%
	List Price of Actives	340,000	394,900	339,250	N/A	N/A	N/A
	Change from prior year	-13.9%	16.4%	12.2%			
	Days on Market	4	3	3	6	4	3
Change from prior year	33.3%	0.0%	0.0%	50.0%	33.3%	0.0%	
	Percent of List	100.0%	100.5%	101.6%	100.0%	100.0%	100.0%
Change from prior year	-0.5%	-1.1%	0.3%	0.0%	0.0%	0.0%	
	Percent of Original	100.0%	100.5%	101.6%	100.0%	100.0%	100.0%
Change from prior year	-0.5%	-1.1%	0.4%	0.0%	0.0%	0.0%	

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



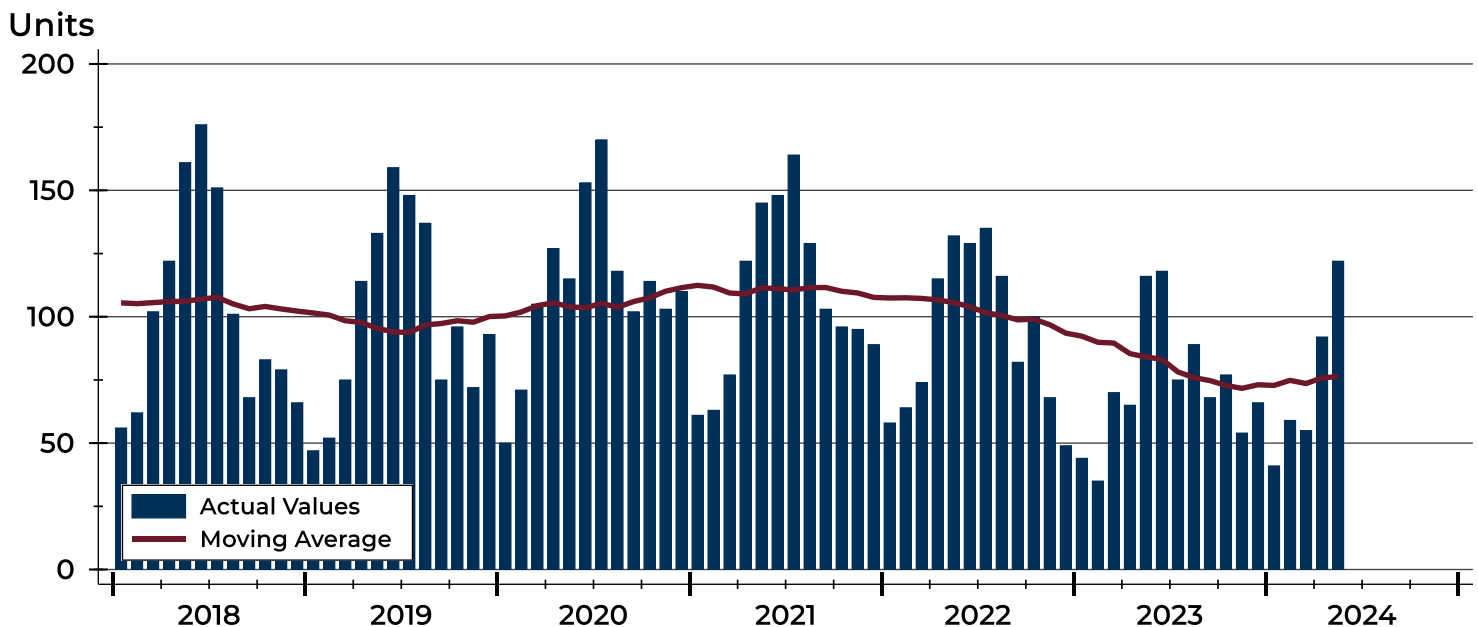
City of Lawrence Closed Listings Analysis

Summary Statistics for Closed Listings		2024	May 2023	Change	2024	Year-to-Date 2023	Change
Closed Listings		122	116	5.2%	369	330	11.8%
Volume (1,000s)		43,303	42,261	2.5%	130,307	111,549	16.8%
Months' Supply		1.8	1.2	50.0%	N/A	N/A	N/A
Average	Sale Price	354,942	364,323	-2.6%	353,136	338,027	4.5%
	Days on Market	14	10	40.0%	22	19	15.8%
	Percent of List	100.4%	102.3%	-1.9%	99.7%	100.8%	-1.1%
	Percent of Original	100.0%	102.1%	-2.1%	98.9%	100.4%	-1.5%
Median	Sale Price	321,000	339,950	-5.6%	315,000	300,000	5.0%
	Days on Market	4	3	33.3%	6	4	50.0%
	Percent of List	100.0%	100.5%	-0.5%	100.0%	100.0%	0.0%
	Percent of Original	100.0%	100.5%	-0.5%	100.0%	100.0%	0.0%

A total of 122 homes sold in the City of Lawrence in May, up from 116 units in May 2023. Total sales volume rose to \$43.3 million compared to \$42.3 million in the previous year.

The median sales price in May was \$321,000, down 5.6% compared to the prior year. Median days on market was 4 days, down from 5 days in April, but up from 3 in May 2023.

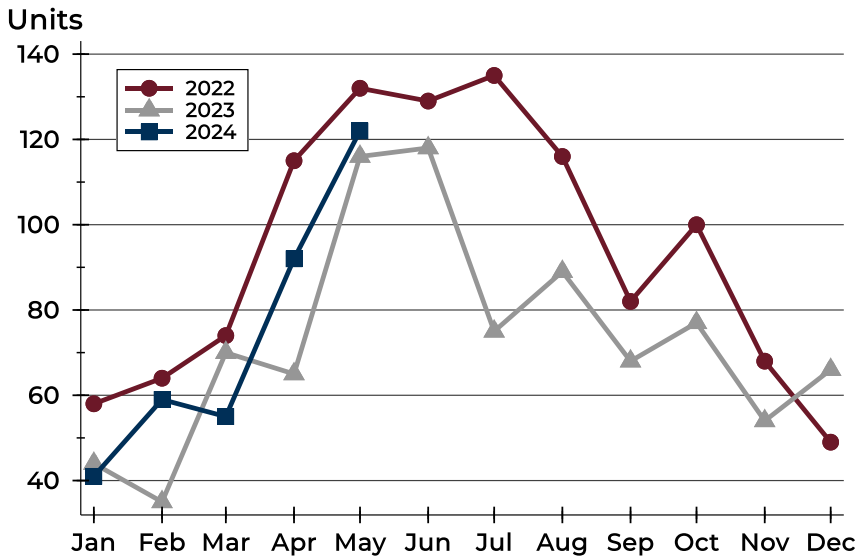
History of Closed Listings





City of Lawrence Closed Listings Analysis

Closed Listings by Month



Month	2022	2023	2024
January	58	44	41
February	64	35	59
March	74	70	55
April	115	65	92
May	132	116	122
June	129	118	
July	135	75	
August	116	89	
September	82	68	
October	100	77	
November	68	54	
December	49	66	

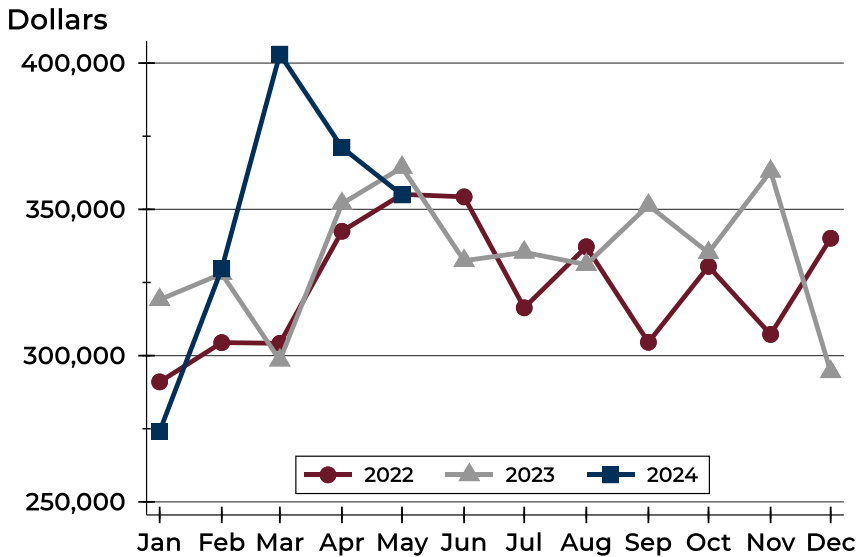
Closed Listings by Price Range

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	2	1.6%	5.3	92,750	92,750	18	18	95.0%	95.0%	95.0%	95.0%
\$100,000-\$149,999	3	2.5%	3.7	129,300	129,500	9	5	101.1%	100.8%	98.5%	100.0%
\$150,000-\$199,999	8	6.6%	1.9	179,375	181,000	12	4	102.4%	101.6%	102.4%	101.6%
\$200,000-\$249,999	15	12.3%	0.9	228,227	230,000	5	3	100.9%	100.0%	100.0%	100.0%
\$250,000-\$299,999	20	16.4%	1.2	275,800	275,000	13	5	100.4%	100.0%	99.6%	100.0%
\$300,000-\$349,999	25	20.5%	1.4	322,412	320,000	7	3	101.3%	100.6%	101.1%	100.0%
\$350,000-\$399,999	13	10.7%	2.3	368,300	365,000	15	3	100.1%	100.0%	99.9%	100.0%
\$400,000-\$449,999	7	5.7%	1.8	410,614	413,300	4	2	104.0%	104.6%	104.0%	104.6%
\$450,000-\$499,999	9	7.4%	2.6	468,200	460,000	18	4	99.0%	100.0%	98.2%	98.9%
\$500,000-\$599,999	13	10.7%	2.5	538,685	535,000	34	12	97.8%	98.1%	98.3%	98.3%
\$600,000-\$749,999	4	3.3%	1.4	677,725	673,000	42	35	98.1%	98.2%	98.1%	98.2%
\$750,000-\$999,999	3	2.5%	2.6	901,667	925,000	6	4	100.0%	100.0%	100.0%	100.0%
\$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



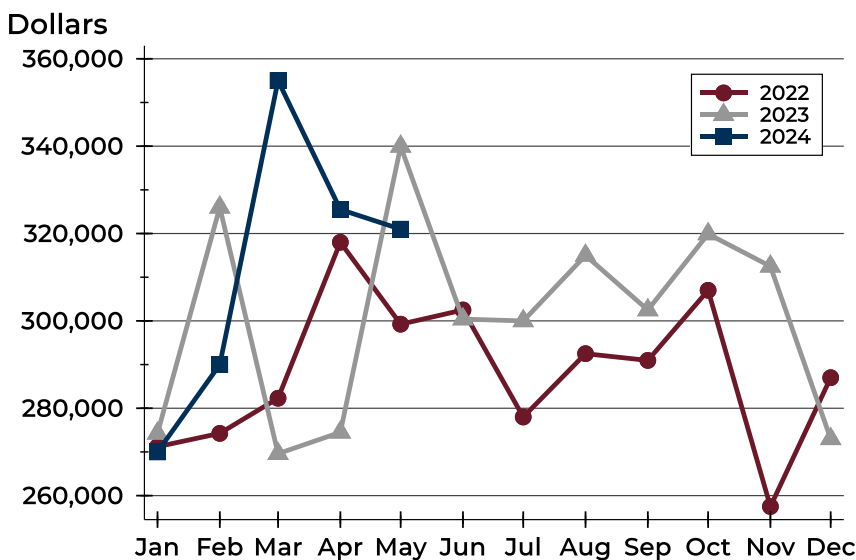
City of Lawrence Closed Listings Analysis

Average Price



Month	2022	2023	2024
January	291,023	319,116	274,119
February	304,454	327,994	329,665
March	304,215	298,441	403,061
April	342,504	351,932	371,161
May	355,125	364,323	354,942
June	354,276	332,429	
July	316,345	335,322	
August	337,220	331,109	
September	304,560	351,371	
October	330,510	335,150	
November	307,240	363,014	
December	340,120	294,469	

Median Price

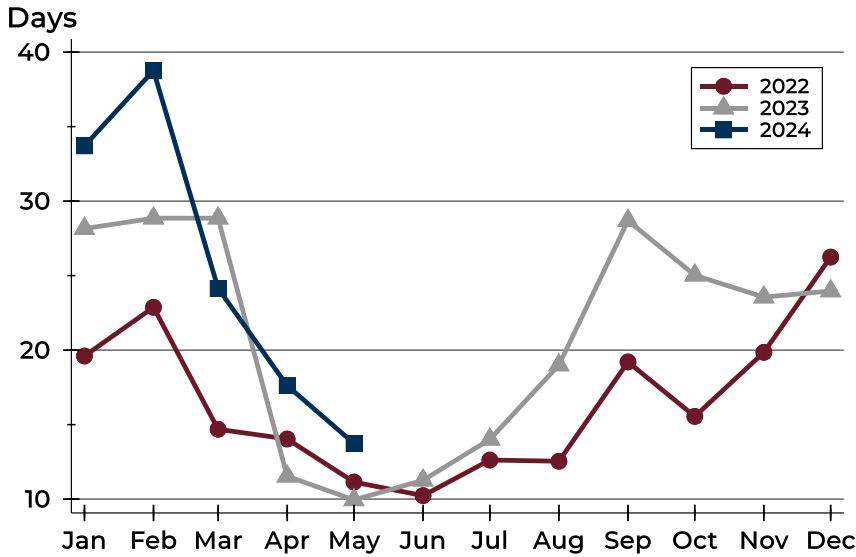


Month	2022	2023	2024
January	271,200	274,250	270,000
February	274,250	326,000	290,000
March	282,300	269,600	355,000
April	318,000	274,500	325,500
May	299,243	339,950	321,000
June	302,500	300,415	
July	278,000	300,000	
August	292,500	315,000	
September	290,950	302,500	
October	307,000	319,900	
November	257,500	312,500	
December	287,000	273,000	



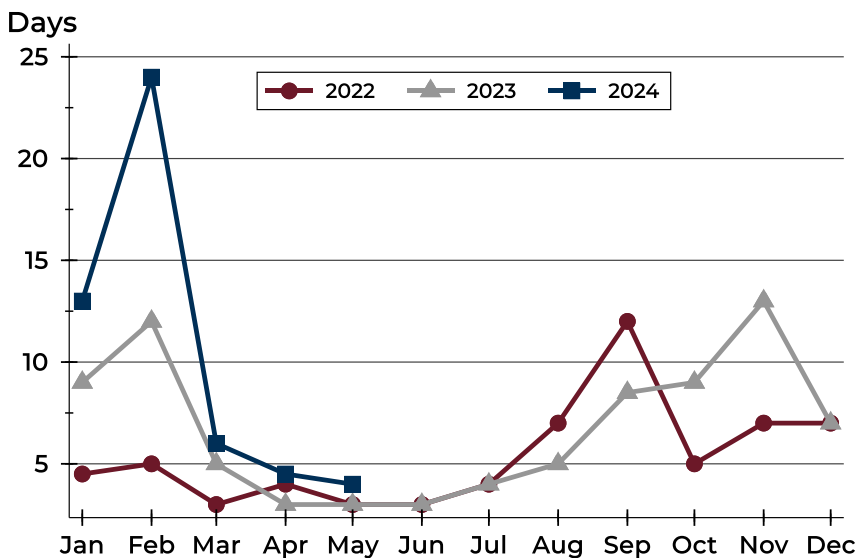
City of Lawrence Closed Listings Analysis

Average DOM



Month	2022	2023	2024
January	20	28	34
February	23	29	39
March	15	29	24
April	14	12	18
May	11	10	14
June	10	11	
July	13	14	
August	13	19	
September	19	29	
October	16	25	
November	20	24	
December	26	24	

Median DOM



Month	2022	2023	2024
January	5	9	13
February	5	12	24
March	3	5	6
April	4	3	5
May	3	3	4
June	3	3	
July	4	4	
August	7	5	
September	12	9	
October	5	9	
November	7	13	
December	7	7	



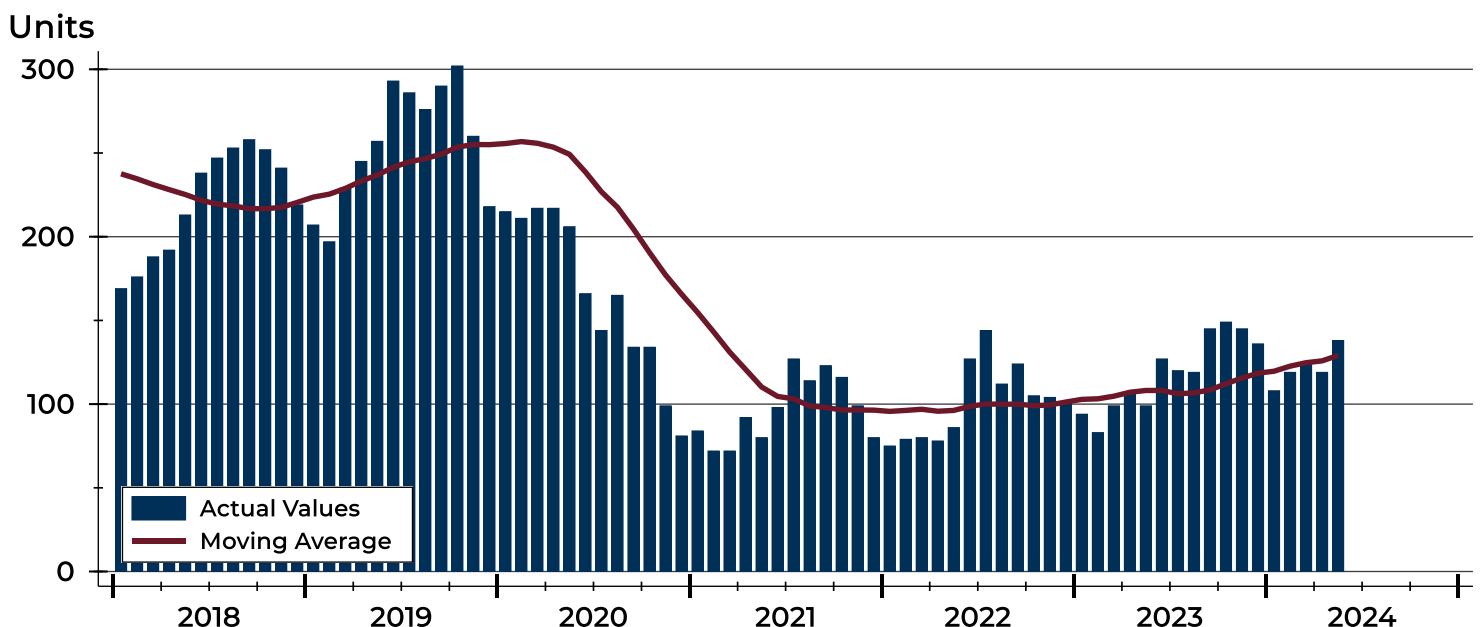
City of Lawrence Active Listings Analysis

Summary Statistics for Active Listings		2024	End of May 2023	Change
Active Listings		138	99	39.4%
Volume (1,000s)		49,468	38,298	29.2%
Months' Supply		1.8	1.2	50.0%
Average	List Price	358,466	386,853	-7.3%
	Days on Market	61	60	1.7%
	Percent of Original	99.1%	98.1%	1.0%
Median	List Price	340,000	394,900	-13.9%
	Days on Market	32	46	-30.4%
	Percent of Original	100.0%	100.0%	0.0%

A total of 138 homes were available for sale in the City of Lawrence at the end of May. This represents a 1.8 months' supply of active listings.

The median list price of homes on the market at the end of May was \$340,000, down 13.9% from 2023. The typical time on market for active listings was 32 days, down from 46 days a year earlier.

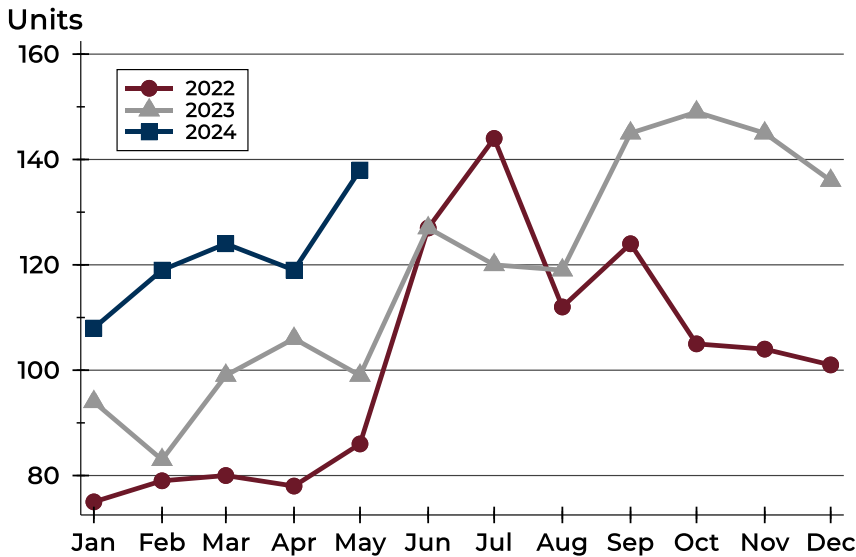
History of Active Listings





City of Lawrence Active Listings Analysis

Active Listings by Month



Month	2022	2023	2024
January	75	94	108
February	79	83	119
March	80	99	124
April	78	106	119
May	86	99	138
June	127	127	
July	144	120	
August	112	119	
September	124	145	
October	105	149	
November	104	145	
December	101	136	

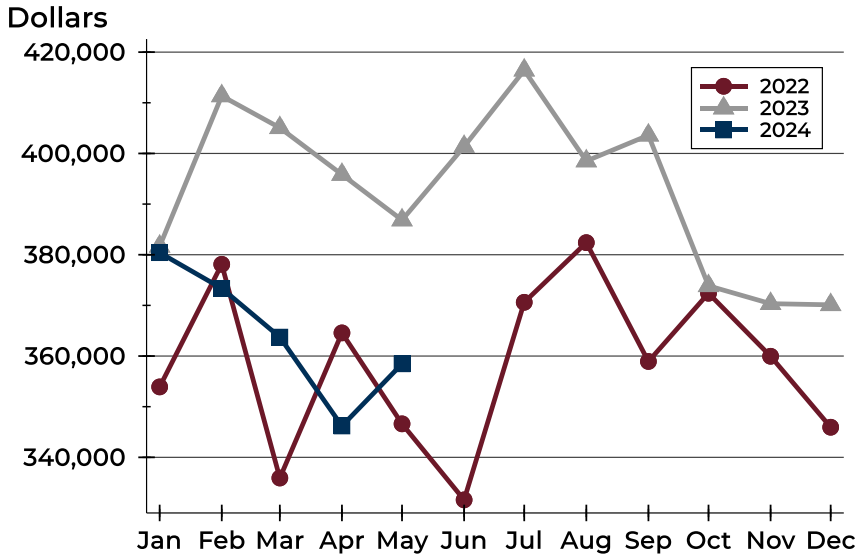
Active Listings by Price Range

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	3	2.2%	N/A	1,685	1,960	41	61	97.8%	100.0%
\$50,000-\$99,999	4	2.9%	5.3	84,905	86,725	60	46	92.8%	99.1%
\$100,000-\$149,999	10	7.2%	3.7	130,060	131,950	36	25	96.8%	100.0%
\$150,000-\$199,999	12	8.7%	1.9	161,658	157,950	76	29	100.1%	100.0%
\$200,000-\$249,999	10	7.2%	0.9	226,720	222,500	81	53	100.1%	100.0%
\$250,000-\$299,999	17	12.3%	1.2	287,065	297,500	60	29	103.6%	100.0%
\$300,000-\$349,999	17	12.3%	1.4	324,235	320,000	42	24	98.6%	100.0%
\$350,000-\$399,999	22	15.9%	2.3	373,861	379,500	47	34	99.3%	100.0%
\$400,000-\$449,999	9	6.5%	1.8	424,033	417,900	55	34	98.3%	98.8%
\$450,000-\$499,999	12	8.7%	2.6	481,458	476,450	82	37	98.6%	100.0%
\$500,000-\$599,999	13	9.4%	2.5	552,915	555,000	46	27	99.0%	100.0%
\$600,000-\$749,999	4	2.9%	1.4	653,350	627,250	138	78	94.5%	96.5%
\$750,000-\$999,999	3	2.2%	2.6	909,600	949,900	94	23	100.0%	100.0%
\$1,000,000 and up	2	1.4%	N/A	1,437,500	1,437,500	139	139	95.2%	95.2%



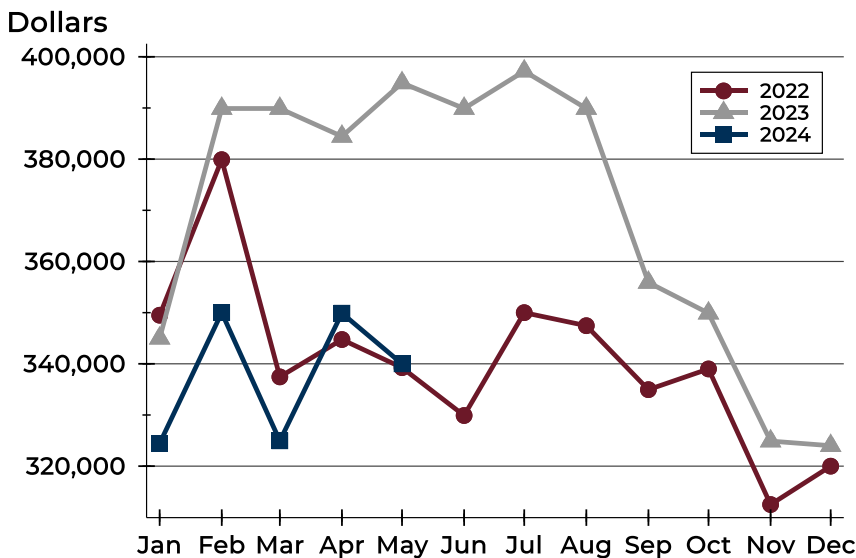
City of Lawrence Active Listings Analysis

Average Price



Month	2022	2023	2024
January	353,910	381,662	380,405
February	378,114	411,359	373,361
March	335,920	405,067	363,744
April	364,571	395,842	346,189
May	346,614	386,853	358,466
June	331,603	401,362	
July	370,614	416,435	
August	382,390	398,505	
September	358,932	403,598	
October	372,396	373,865	
November	359,954	370,337	
December	345,946	370,118	

Median Price

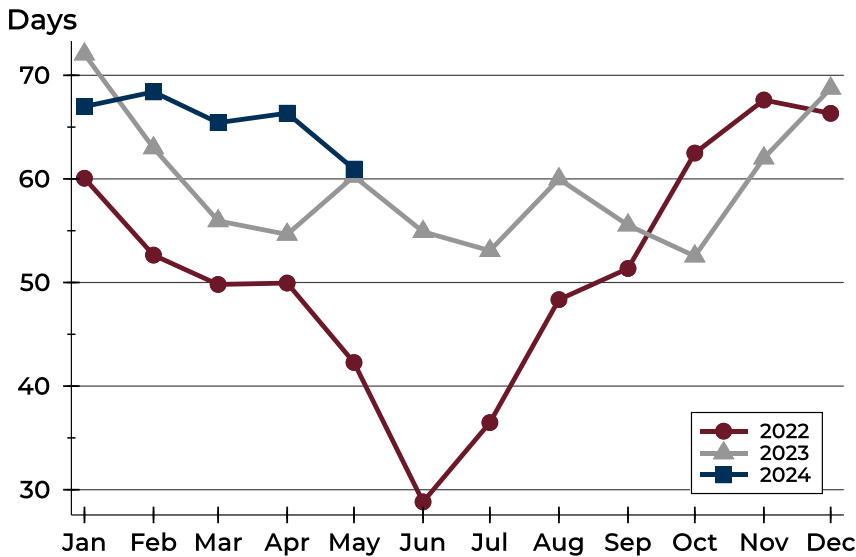


Month	2022	2023	2024
January	349,500	345,000	324,450
February	379,900	389,900	350,000
March	337,450	389,900	324,950
April	344,750	384,450	349,900
May	339,250	394,900	340,000
June	329,900	389,900	
July	350,000	397,200	
August	347,450	389,900	
September	334,950	355,900	
October	339,000	349,900	
November	312,500	324,900	
December	320,000	324,000	



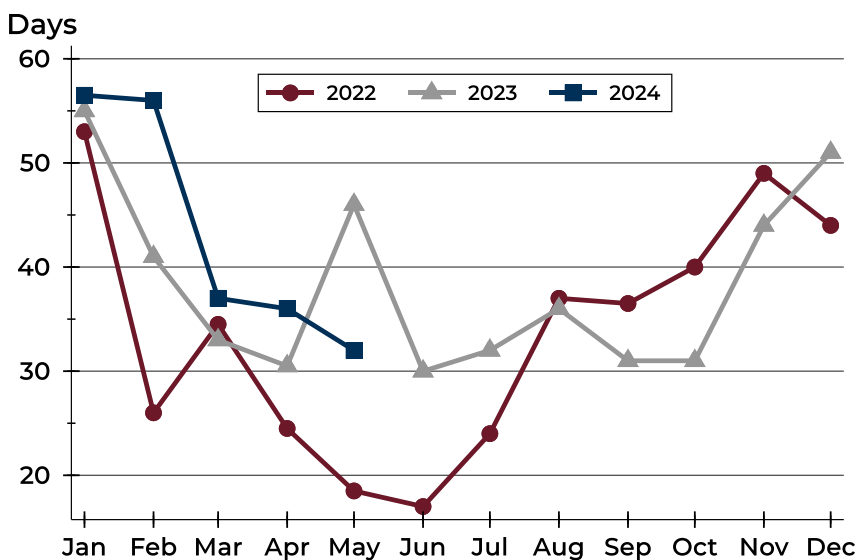
City of Lawrence Active Listings Analysis

Average DOM



Month	2022	2023	2024
January	60	72	67
February	53	63	68
March	50	56	65
April	50	55	66
May	42	60	61
June	29	55	
July	36	53	
August	48	60	
September	51	56	
October	62	53	
November	68	62	
December	66	69	

Median DOM

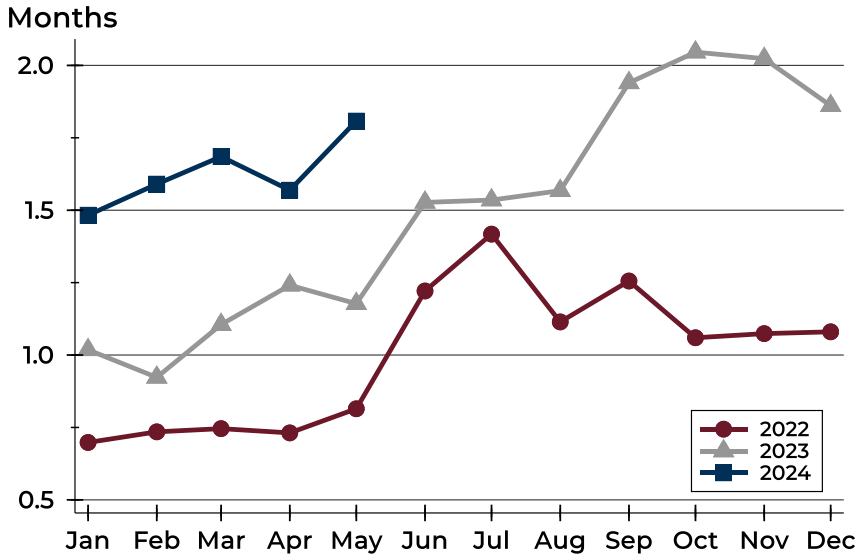


Month	2022	2023	2024
January	53	55	57
February	26	41	56
March	35	33	37
April	25	31	36
May	19	46	32
June	17	30	
July	24	32	
August	37	36	
September	37	31	
October	40	31	
November	49	44	
December	44	51	



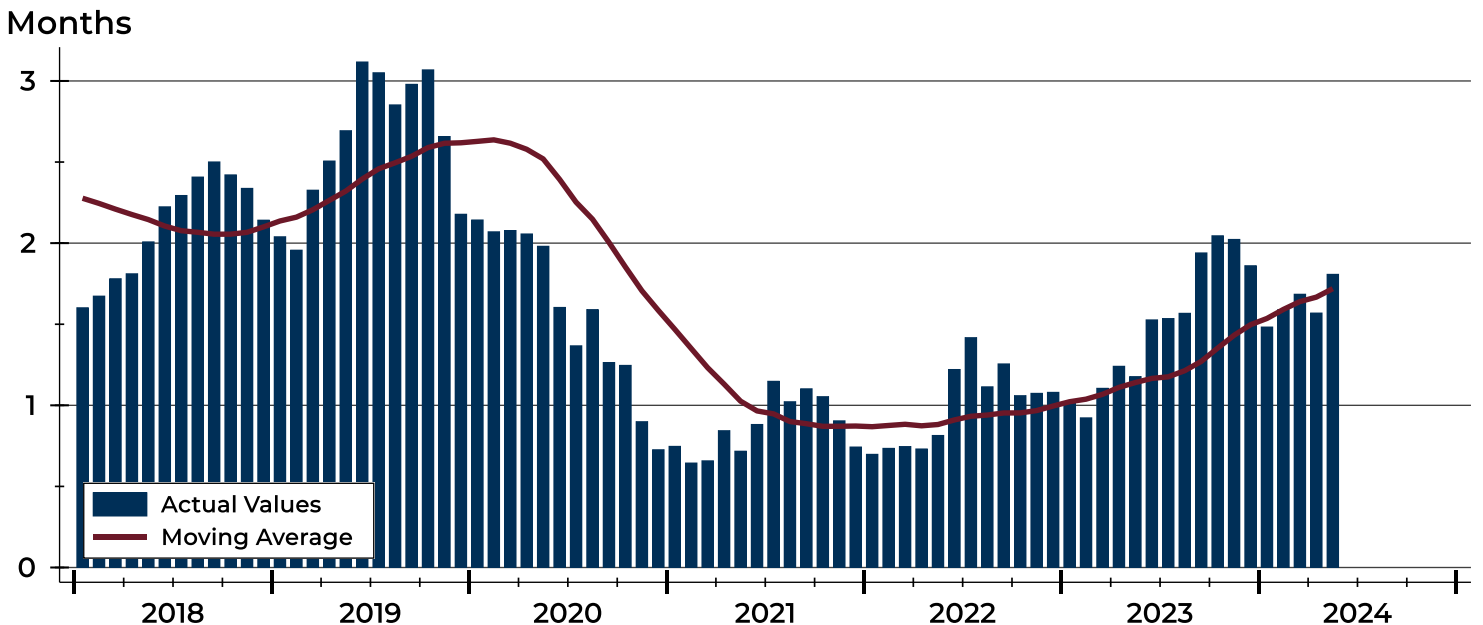
City of Lawrence Months' Supply Analysis

Months' Supply by Month



Month	2022	2023	2024
January	0.7	1.0	1.5
February	0.7	0.9	1.6
March	0.7	1.1	1.7
April	0.7	1.2	1.6
May	0.8	1.2	1.8
June	1.2	1.5	1.5
July	1.4	1.5	1.5
August	1.1	1.6	1.5
September	1.3	1.9	1.9
October	1.1	2.0	2.0
November	1.1	2.0	2.0
December	1.1	1.9	1.9

History of Month's Supply





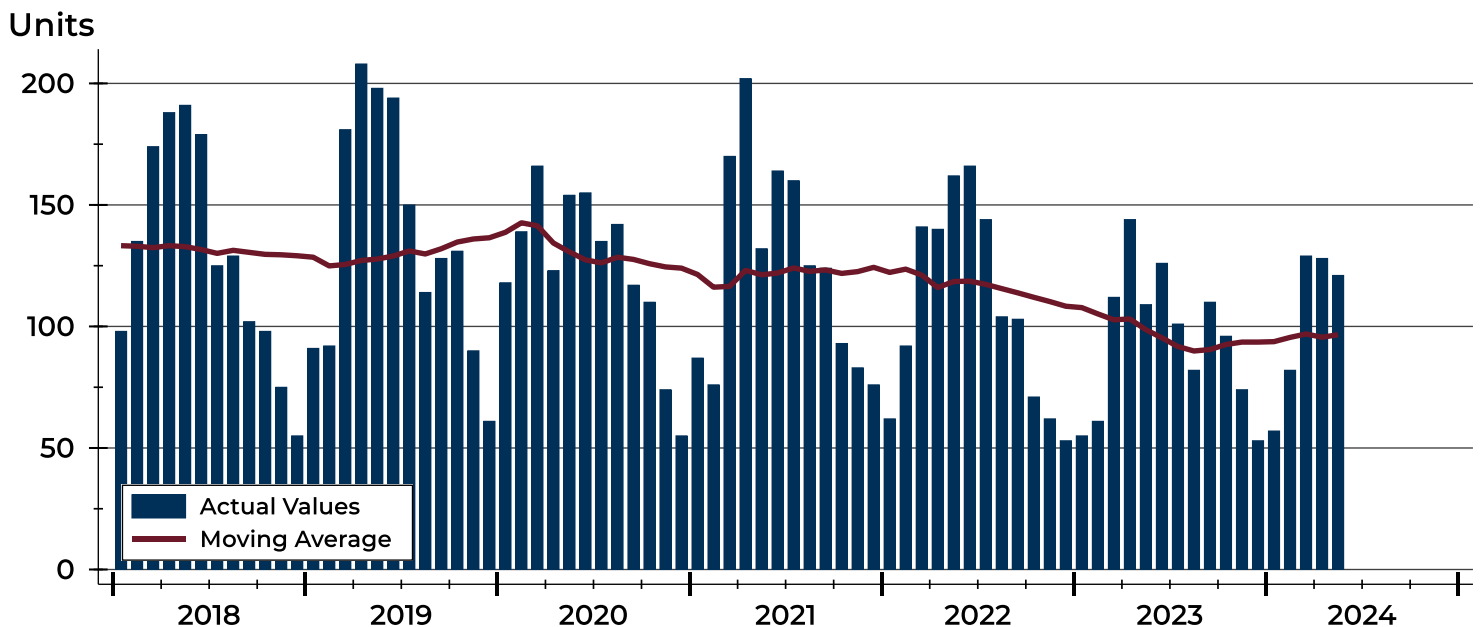
City of Lawrence New Listings Analysis

Summary Statistics for New Listings		2024	May 2023	Change
Current Month	New Listings	121	109	11.0%
	Volume (1,000s)	42,017	33,084	27.0%
	Average List Price	347,250	303,520	14.4%
	Median List Price	300,000	289,000	3.8%
Year-to-Date	New Listings	517	481	7.5%
	Volume (1,000s)	182,754	160,473	13.9%
	Average List Price	353,489	333,623	6.0%
	Median List Price	319,900	309,000	3.5%

A total of 121 new listings were added in the City of Lawrence during May, up 11.0% from the same month in 2023. Year-to-date the City of Lawrence has seen 517 new listings.

The median list price of these homes was \$300,000 up from \$289,000 in 2023.

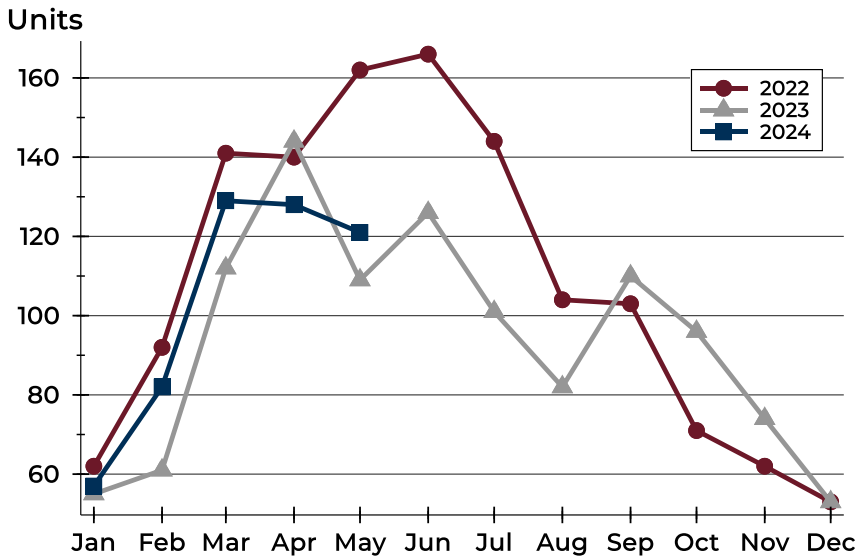
History of New Listings





City of Lawrence New Listings Analysis

New Listings by Month



Month	2022	2023	2024
January	62	55	57
February	92	61	82
March	141	112	129
April	140	144	128
May	162	109	121
June	166	126	
July	144	101	
August	104	82	
September	103	110	
October	71	96	
November	62	74	
December	53	53	

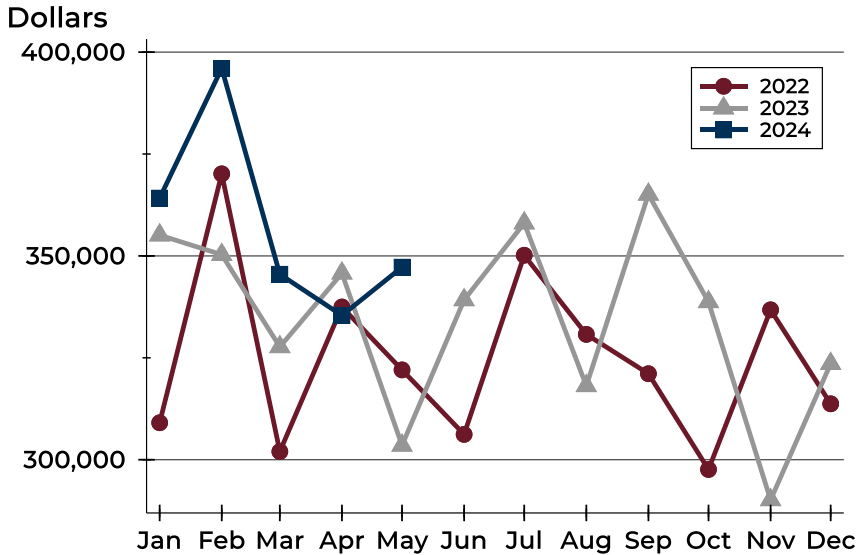
New Listings by Price Range

Price Range	New Listings		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$50,000	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$50,000-\$99,999	1	0.8%	99,500	99,500	4	4	100.0%	100.0%
\$100,000-\$149,999	4	3.3%	125,350	124,950	12	6	100.0%	100.0%
\$150,000-\$199,999	13	10.7%	168,831	170,000	16	10	100.3%	100.0%
\$200,000-\$249,999	17	14.0%	223,706	222,000	4	2	100.7%	100.0%
\$250,000-\$299,999	23	19.0%	279,022	279,000	10	5	100.3%	100.0%
\$300,000-\$349,999	20	16.5%	323,355	322,450	10	7	100.3%	100.0%
\$350,000-\$399,999	12	9.9%	368,967	364,450	14	13	99.2%	100.0%
\$400,000-\$449,999	7	5.8%	425,657	434,900	14	12	99.3%	100.0%
\$450,000-\$499,999	6	5.0%	485,450	486,450	13	13	99.6%	100.0%
\$500,000-\$599,999	12	9.9%	548,533	557,000	13	7	99.1%	100.0%
\$600,000-\$749,999	2	1.7%	671,450	671,450	1	1	100.0%	100.0%
\$750,000-\$999,999	3	2.5%	862,933	839,900	14	11	100.0%	100.0%
\$1,000,000 and up	1	0.8%	1,700,000	1,700,000	38	38	100.0%	100.0%



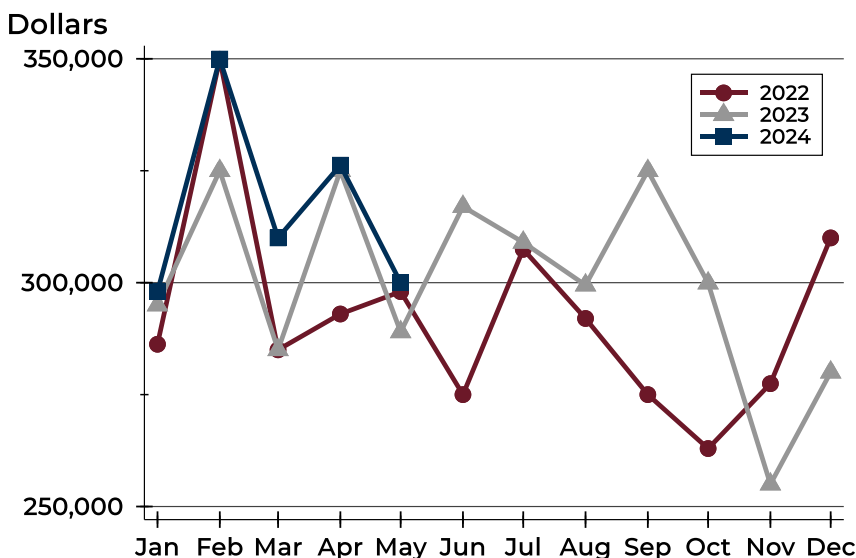
City of Lawrence New Listings Analysis

Average Price



Month	2022	2023	2024
January	309,069	355,103	364,190
February	370,146	350,309	396,031
March	302,005	327,690	345,510
April	337,476	345,750	335,408
May	322,036	303,520	347,250
June	306,220	339,209	
July	350,165	358,062	
August	330,760	318,123	
September	321,108	365,103	
October	297,609	338,733	
November	336,777	290,148	
December	313,717	323,562	

Median Price



Month	2022	2023	2024
January	286,250	295,000	298,000
February	349,900	325,000	349,950
March	285,000	285,000	310,000
April	293,000	325,000	326,250
May	298,000	289,000	300,000
June	275,000	317,000	
July	307,450	309,000	
August	292,000	299,450	
September	275,000	325,000	
October	262,950	299,900	
November	277,450	255,000	
December	310,000	280,000	



**May
2024**

Lawrence MLS Statistics



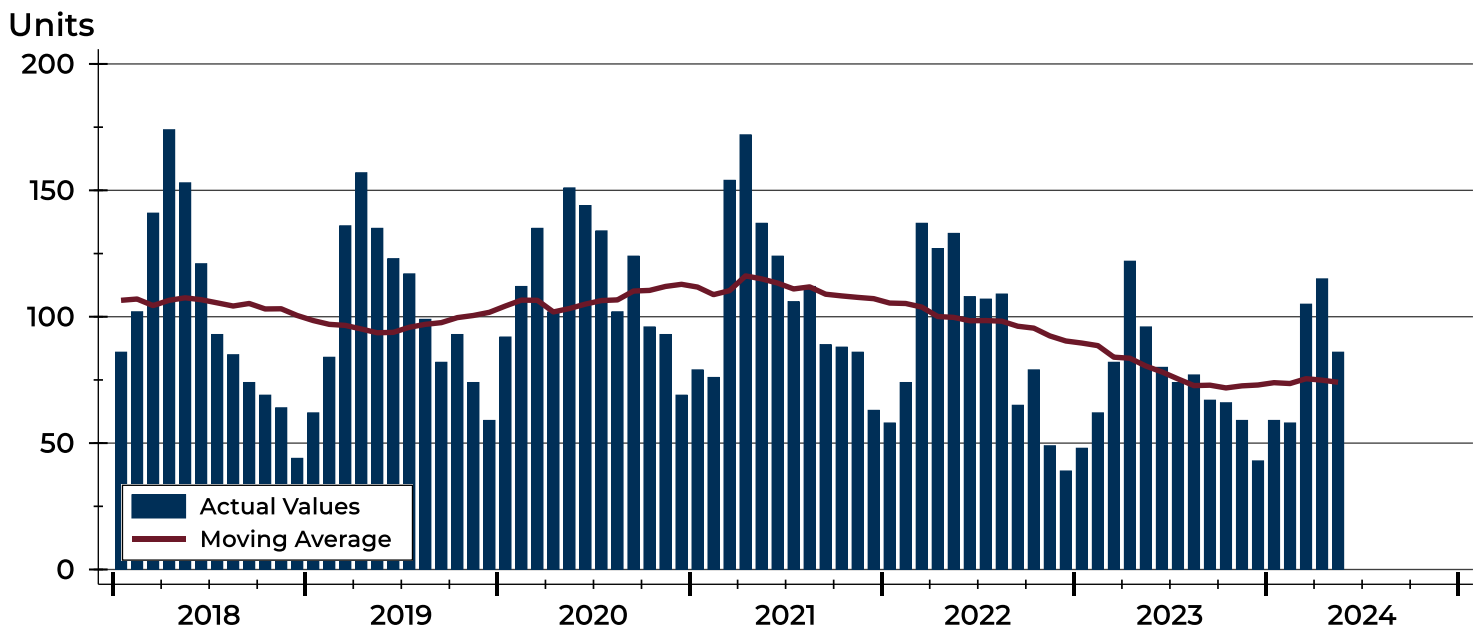
City of Lawrence Contracts Written Analysis

Summary Statistics for Contracts Written		2024	May 2023	Change	Year-to-Date		
		2024	2023	Change	2024	2023	Change
Contracts Written		86	96	-10.4%	423	410	3.2%
Volume (1,000s)		29,713	31,708	-6.3%	152,058	138,480	9.8%
Average	Sale Price	345,503	330,296	4.6%	359,476	337,756	6.4%
	Days on Market	16	14	14.3%	21	17	23.5%
	Percent of Original	100.1%	101.5%	-1.4%	99.4%	100.9%	-1.5%
Median	Sale Price	300,000	312,450	-4.0%	315,000	300,000	5.0%
	Days on Market	4	4	0.0%	5	4	25.0%
	Percent of Original	100.0%	100.1%	-0.1%	100.0%	100.0%	0.0%

A total of 86 contracts for sale were written in the City of Lawrence during the month of May, down from 96 in 2023. The median list price of these homes was \$300,000, down from \$312,450 the prior year.

Half of the homes that went under contract in May were on the market less than 4 days, compared to 4 days in May 2023.

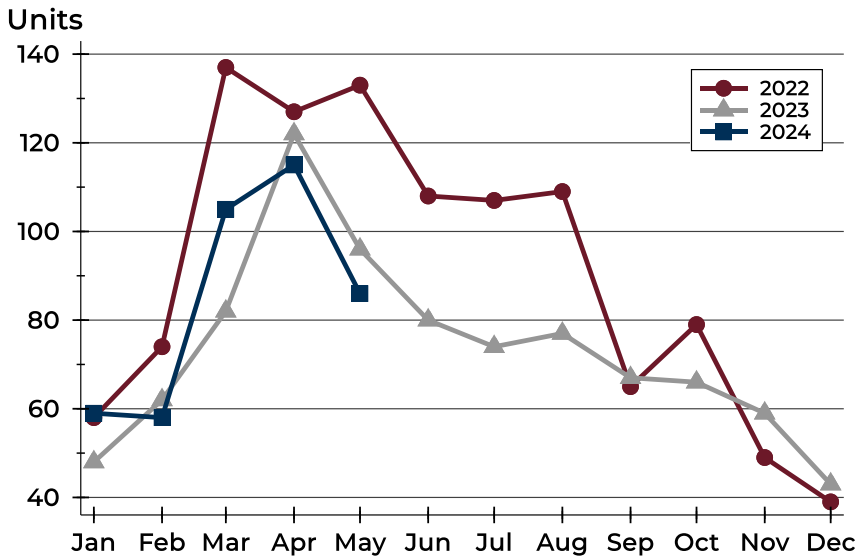
History of Contracts Written





City of Lawrence Contracts Written Analysis

Contracts Written by Month



Month	2022	2023	2024
January	58	48	59
February	74	62	58
March	137	82	105
April	127	122	115
May	133	96	86
June	108	80	
July	107	74	
August	109	77	
September	65	67	
October	79	66	
November	49	59	
December	39	43	

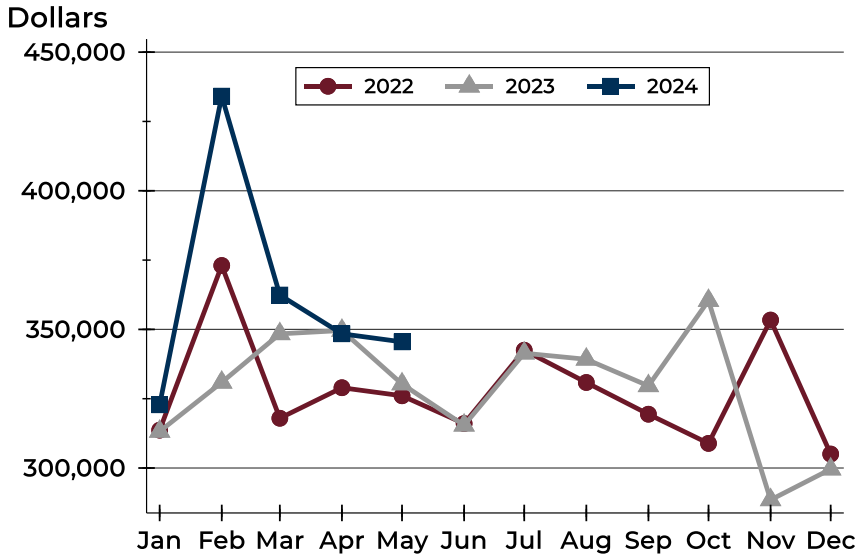
Contracts Written by Price Range

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	3	3.5%	87,133	81,900	7	4	100.0%	100.0%
\$100,000-\$149,999	3	3.5%	128,300	135,000	4	4	100.9%	100.0%
\$150,000-\$199,999	8	9.3%	180,700	178,000	7	5	100.8%	100.0%
\$200,000-\$249,999	11	12.8%	227,282	229,900	3	2	102.2%	100.0%
\$250,000-\$299,999	16	18.6%	273,813	275,000	9	5	101.3%	100.0%
\$300,000-\$349,999	14	16.3%	322,943	322,450	9	3	99.7%	100.0%
\$350,000-\$399,999	6	7.0%	370,633	364,900	19	6	98.4%	100.0%
\$400,000-\$449,999	5	5.8%	426,460	435,000	8	6	99.9%	100.0%
\$450,000-\$499,999	5	5.8%	476,480	465,000	90	10	99.3%	100.0%
\$500,000-\$599,999	8	9.3%	554,000	559,000	24	5	99.3%	100.0%
\$600,000-\$749,999	5	5.8%	644,360	625,000	28	33	97.6%	100.0%
\$750,000-\$999,999	2	2.3%	913,400	913,400	20	20	94.9%	94.9%
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



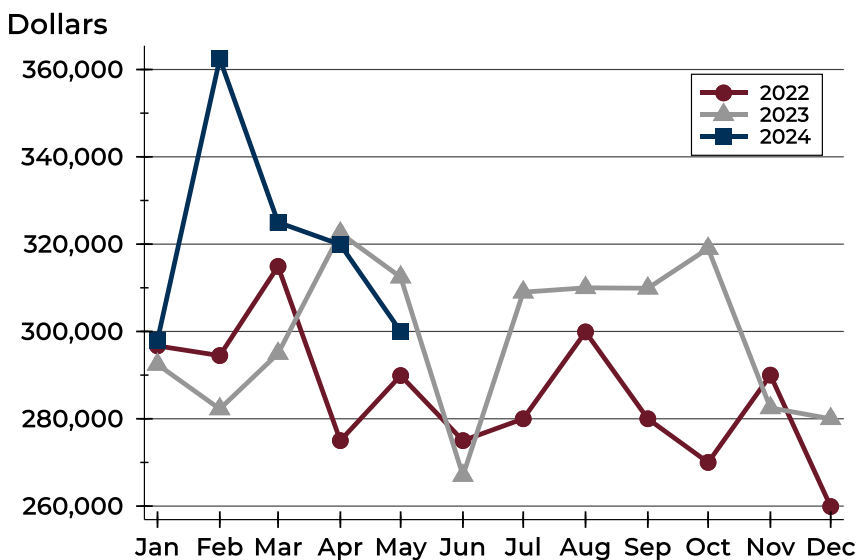
City of Lawrence Contracts Written Analysis

Average Price



Month	2022	2023	2024
January	313,674	313,207	322,803
February	373,052	330,911	434,141
March	317,961	348,394	362,399
April	328,966	349,615	348,413
May	326,059	330,296	345,503
June	316,044	315,423	
July	342,488	341,411	
August	330,861	339,212	
September	319,416	329,643	
October	308,888	360,391	
November	353,371	288,514	
December	305,041	299,601	

Median Price

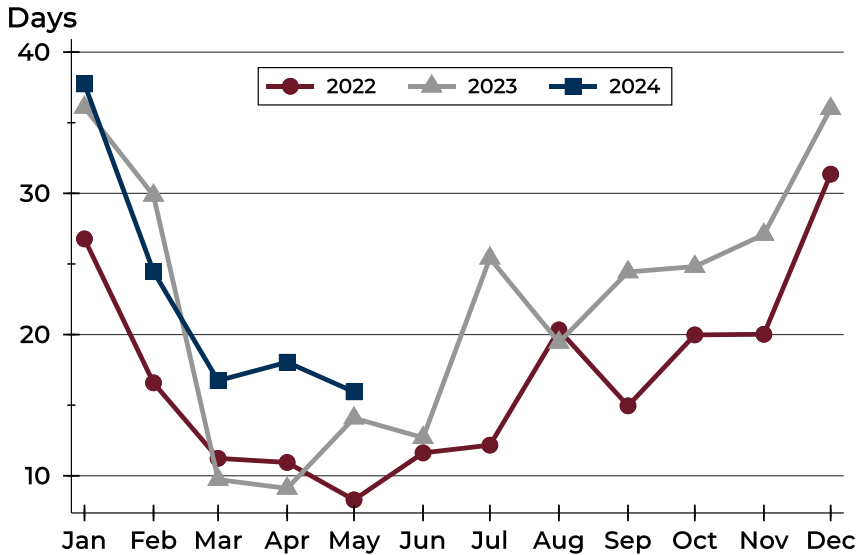


Month	2022	2023	2024
January	296,700	292,450	298,000
February	294,475	282,250	362,450
March	314,900	294,950	325,000
April	275,000	322,500	319,900
May	289,900	312,450	300,000
June	275,000	267,000	
July	280,000	309,000	
August	299,900	310,000	
September	280,000	309,900	
October	270,000	319,000	
November	290,000	282,500	
December	259,900	280,000	



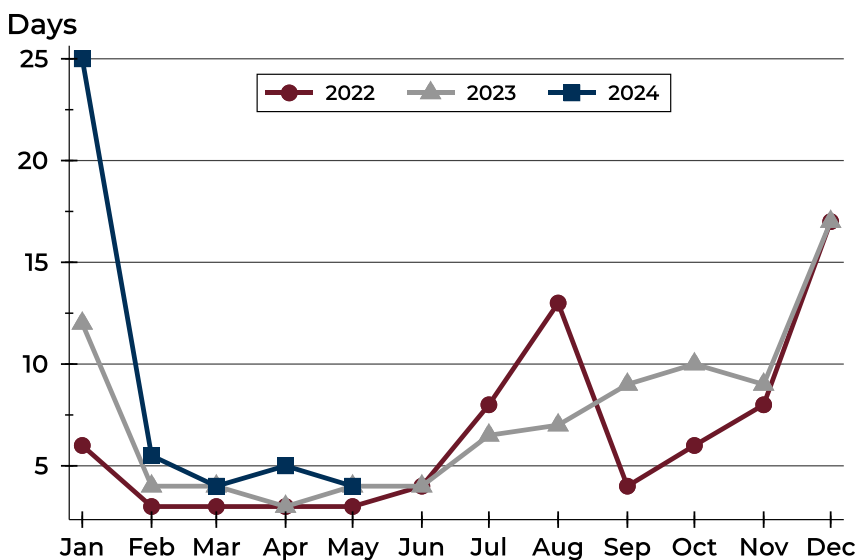
City of Lawrence Contracts Written Analysis

Average DOM



Month	2022	2023	2024
January	27	36	38
February	17	30	24
March	11	10	17
April	11	9	18
May	8	14	16
June	12	13	
July	12	25	
August	20	19	
September	15	24	
October	20	25	
November	20	27	
December	31	36	38

Median DOM



Month	2022	2023	2024
January	6	12	25
February	3	4	6
March	3	4	4
April	3	3	5
May	3	4	4
June	4	4	
July	8	7	
August	13	7	
September	4	9	
October	6	10	
November	8	9	
December	17	17	25



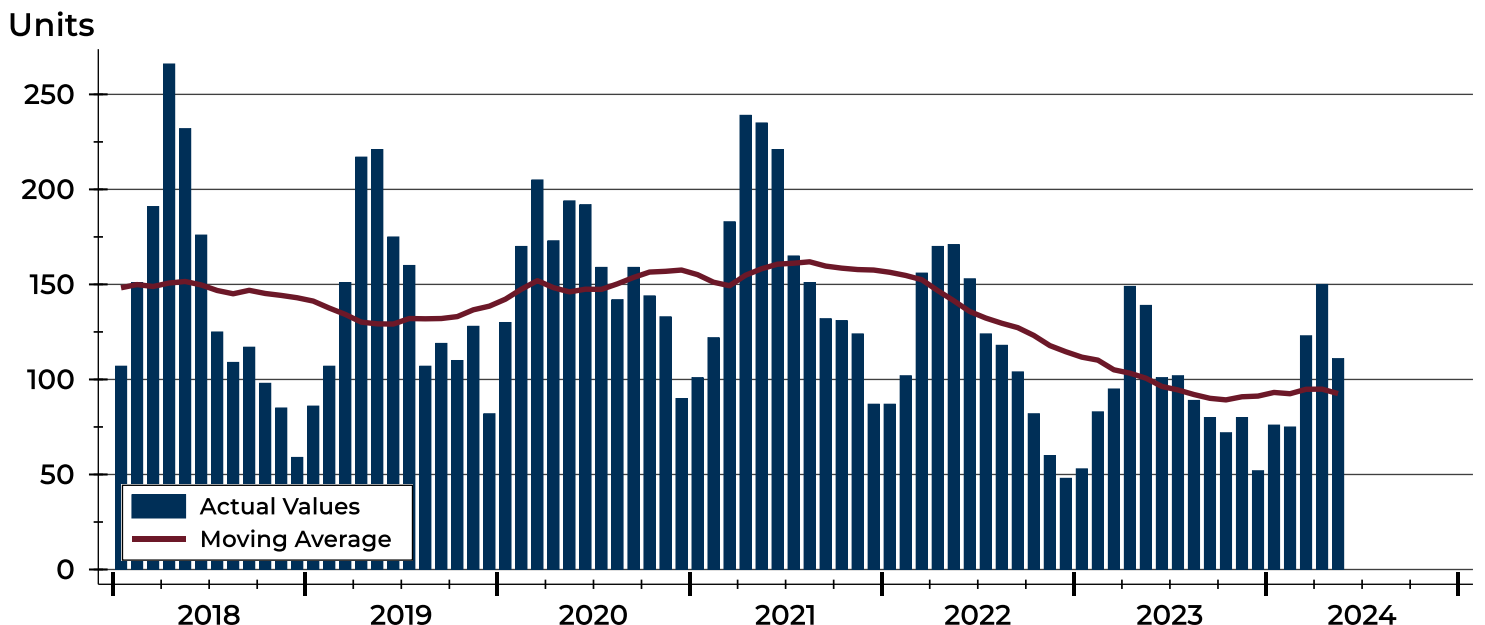
City of Lawrence Pending Contracts Analysis

Summary Statistics for Pending Contracts		2024	End of May 2023	Change
Pending Contracts		111	139	-20.1%
Volume (1,000s)		38,121	48,169	-20.9%
Average	List Price	343,428	346,540	-0.9%
	Days on Market	23	14	64.3%
	Percent of Original	99.4%	99.1%	0.3%
Median	List Price	300,000	319,900	-6.2%
	Days on Market	5	4	25.0%
	Percent of Original	100.0%	100.0%	0.0%

A total of 111 listings in the City of Lawrence had contracts pending at the end of May, down from 139 contracts pending at the end of May 2023.

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.

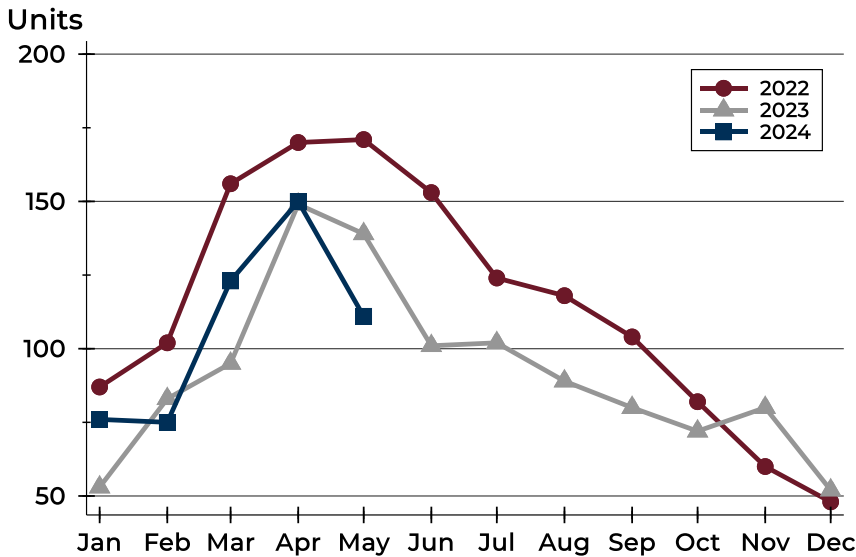
History of Pending Contracts





City of Lawrence Pending Contracts Analysis

Pending Contracts by Month



Month	2022	2023	2024
January	87	53	76
February	102	83	75
March	156	95	123
April	170	149	150
May	171	139	111
June	153	101	
July	124	102	
August	118	89	
September	104	80	
October	82	72	
November	60	80	
December	48	52	

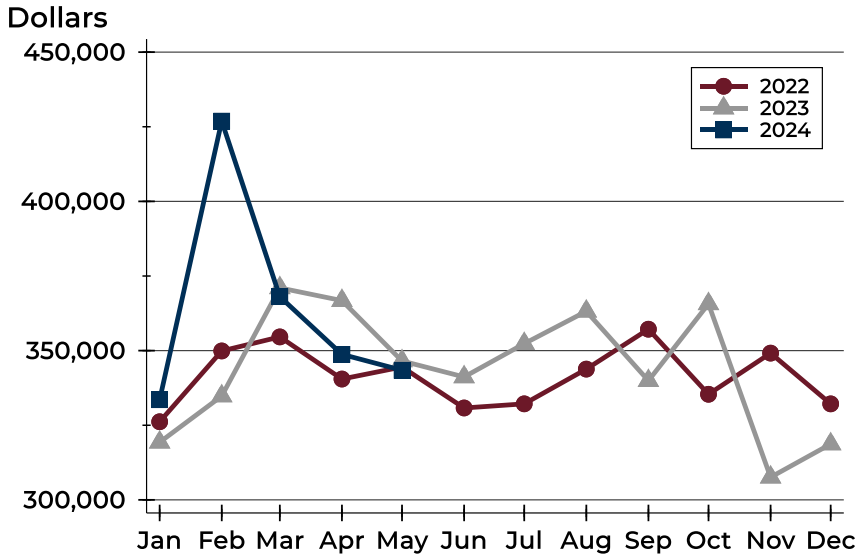
Pending Contracts by Price Range

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	3	2.7%	87,133	81,900	7	4	100.0%	100.0%
\$100,000-\$149,999	5	4.5%	126,770	125,000	24	3	97.5%	100.0%
\$150,000-\$199,999	12	10.8%	176,625	175,750	43	18	99.1%	100.0%
\$200,000-\$249,999	18	16.2%	224,494	223,450	16	3	100.0%	100.0%
\$250,000-\$299,999	17	15.3%	276,229	275,000	9	5	100.3%	100.0%
\$300,000-\$349,999	15	13.5%	325,600	324,900	14	7	99.3%	100.0%
\$350,000-\$399,999	8	7.2%	373,588	364,950	21	10	98.8%	100.0%
\$400,000-\$449,999	7	6.3%	427,400	435,000	8	6	100.0%	100.0%
\$450,000-\$499,999	6	5.4%	473,550	466,200	75	8	99.6%	100.0%
\$500,000-\$599,999	9	8.1%	543,111	527,000	29	15	99.5%	100.0%
\$600,000-\$749,999	9	8.1%	660,933	640,000	24	3	99.1%	100.0%
\$750,000-\$999,999	2	1.8%	913,400	913,400	20	20	94.9%	94.9%
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



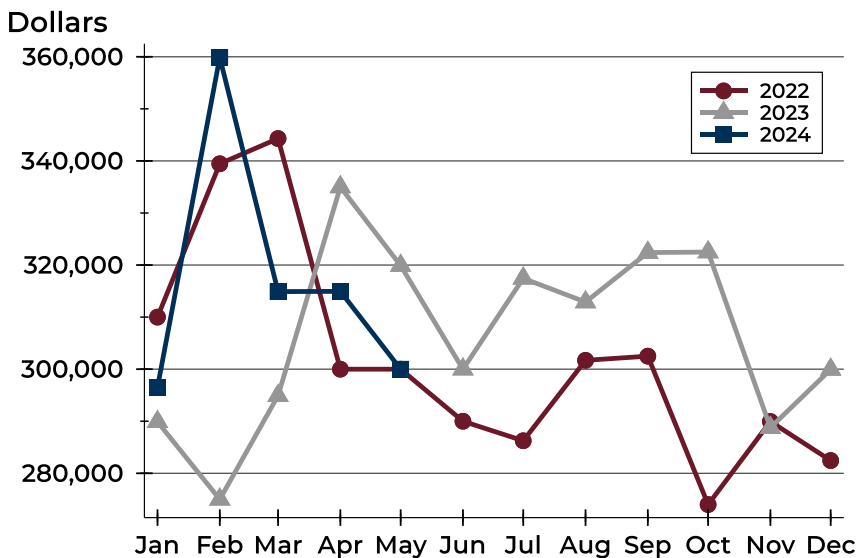
City of Lawrence Pending Contracts Analysis

Average Price



Month	2022	2023	2024
January	326,176	319,303	333,556
February	349,894	334,790	426,894
March	354,598	371,024	368,083
April	340,485	366,757	348,759
May	344,523	346,540	343,428
June	330,793	341,180	
July	332,179	352,339	
August	343,818	363,178	
September	357,180	339,931	
October	335,385	365,678	
November	349,171	307,588	
December	332,166	318,710	

Median Price

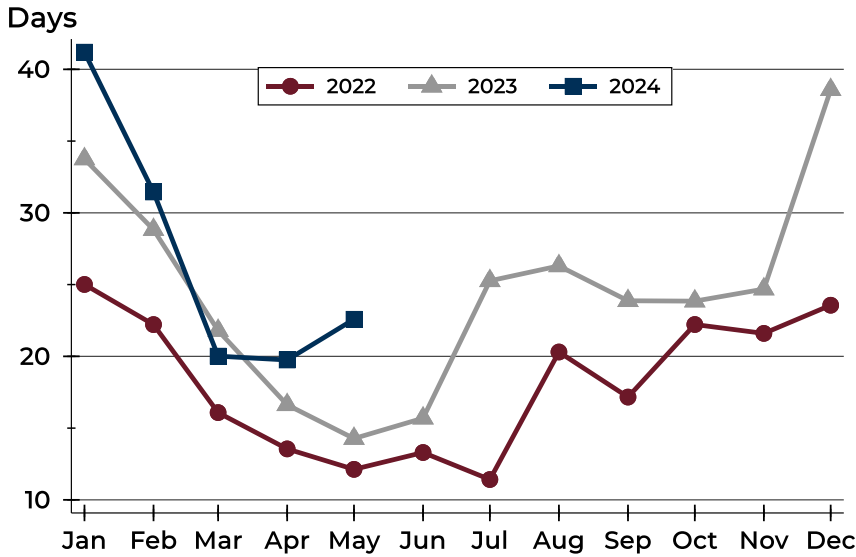


Month	2022	2023	2024
January	310,000	289,900	296,500
February	339,450	275,000	359,900
March	344,300	294,900	314,900
April	300,000	335,000	314,950
May	300,000	319,900	300,000
June	290,000	300,000	
July	286,250	317,450	
August	301,700	312,900	
September	302,500	322,400	
October	274,000	322,500	
November	289,950	288,775	
December	282,450	299,950	



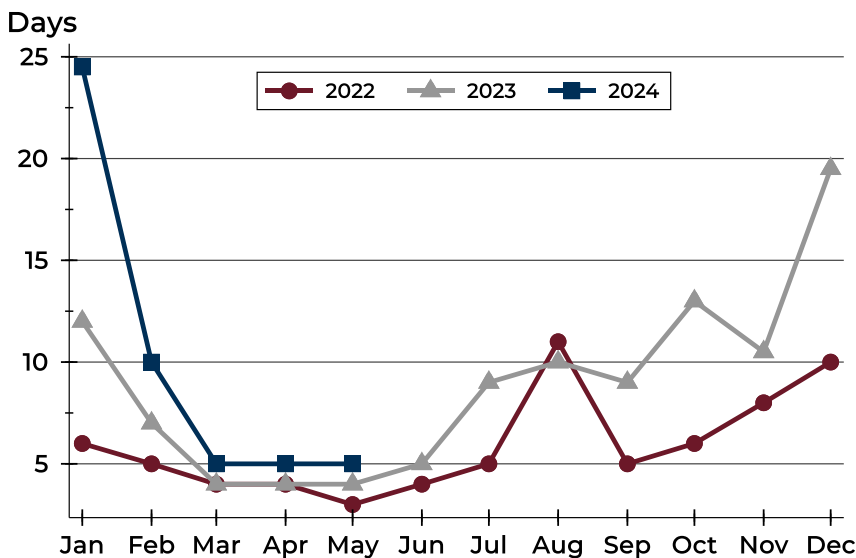
City of Lawrence Pending Contracts Analysis

Average DOM



Month	2022	2023	2024
January	25	34	41
February	22	29	31
March	16	22	20
April	14	17	20
May	12	14	23
June	13	16	
July	11	25	
August	20	26	
September	17	24	
October	22	24	
November	22	25	
December	24	39	

Median DOM



Month	2022	2023	2024
January	6	12	25
February	5	7	10
March	4	4	5
April	4	4	5
May	3	4	5
June	4	5	
July	5	9	
August	11	10	
September	5	9	
October	6	13	
November	8	11	
December	10	20	