

# City of Lawrence Housing Report



## Market Overview

### City of Lawrence Home Sales Fell in July

Total home sales in the City of Lawrence fell last month to 74 units, compared to 135 units in July 2022. Total sales volume was \$24.9 million, down from a year earlier.

The median sale price in July was \$300,000, up from \$278,000 a year earlier. Homes that sold in July were typically on the market for 5 days and sold for 100.0% of their list prices.

### City of Lawrence Active Listings Down at End of July

The total number of active listings in the City of Lawrence at the end of July was 121 units, down from 144 at the same point in 2022. This represents a 1.5 months' supply of homes available for sale. The median list price of homes on the market at the end of July was \$399,500.

During July, a total of 77 contracts were written down from 107 in July 2022. At the end of the month, there were 102 contracts still pending.

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**July  
2023**

# Lawrence MLS Statistics



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## City of Lawrence Summary Statistics

July MLS Statistics Three-year History		Current Month			Year-to-Date		
		2023	2022	2021	2023	2022	2021
<b>Home Sales</b>		<b>74</b>	<b>135</b>	<b>164</b>	<b>521</b>	<b>707</b>	<b>780</b>
Change from prior year		-45.2%	-17.7%	-3.5%	-26.3%	-9.4%	-1.5%
<b>Active Listings</b>		<b>121</b>	<b>144</b>	<b>127</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
Change from prior year		-16.0%	13.4%	-11.8%			
<b>Months' Supply</b>		<b>1.5</b>	<b>1.4</b>	<b>1.1</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
Change from prior year		7.1%	27.3%	-21.4%			
<b>New Listings</b>		<b>91</b>	<b>144</b>	<b>160</b>	<b>697</b>	<b>907</b>	<b>991</b>
Change from prior year		-36.8%	-10.0%	18.5%	-23.2%	-8.5%	0.1%
<b>Contracts Written</b>		<b>77</b>	<b>107</b>	<b>106</b>	<b>569</b>	<b>743</b>	<b>848</b>
Change from prior year		-28.0%	0.9%	-20.9%	-23.4%	-12.4%	-2.6%
<b>Pending Contracts</b>		<b>102</b>	<b>124</b>	<b>165</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
Change from prior year		-17.7%	-24.8%	3.8%			
<b>Sales Volume (1,000s)</b>		<b>24,889</b>	<b>42,707</b>	<b>48,966</b>	<b>175,058</b>	<b>233,549</b>	<b>232,406</b>
Change from prior year		-41.7%	-12.8%	2.8%	-25.0%	0.5%	15.2%
Average	<b>Sale Price</b>	<b>336,340</b>	<b>316,345</b>	<b>298,573</b>	<b>336,004</b>	<b>330,338</b>	<b>297,957</b>
	Change from prior year	6.3%	6.0%	6.6%	1.7%	10.9%	17.0%
	<b>List Price of Actives</b>	<b>425,184</b>	<b>370,614</b>	<b>345,664</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
	Change from prior year	14.7%	7.2%	-3.9%			
	<b>Days on Market</b>	<b>14</b>	<b>13</b>	<b>7</b>	<b>16</b>	<b>14</b>	<b>16</b>
Change from prior year	7.7%	85.7%	-74.1%	14.3%	-12.5%	-54.3%	
	<b>Percent of List</b>	<b>100.5%</b>	<b>102.2%</b>	<b>102.5%</b>	<b>101.1%</b>	<b>102.8%</b>	<b>102.1%</b>
Change from prior year	-1.7%	-0.3%	2.5%	-1.7%	0.7%	2.7%	
	<b>Percent of Original</b>	<b>99.5%</b>	<b>101.6%</b>	<b>102.3%</b>	<b>100.6%</b>	<b>102.4%</b>	<b>101.7%</b>
Change from prior year	-2.1%	-0.7%	3.1%	-1.8%	0.7%	3.5%	
Median	<b>Sale Price</b>	<b>300,000</b>	<b>278,000</b>	<b>270,000</b>	<b>300,000</b>	<b>295,950</b>	<b>265,000</b>
	Change from prior year	7.9%	3.0%	5.9%	1.4%	11.7%	14.3%
	<b>List Price of Actives</b>	<b>399,500</b>	<b>350,000</b>	<b>325,000</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
	Change from prior year	14.1%	7.7%	8.4%			
	<b>Days on Market</b>	<b>5</b>	<b>4</b>	<b>3</b>	<b>4</b>	<b>4</b>	<b>3</b>
Change from prior year	25.0%	33.3%	-50.0%	0.0%	33.3%	-57.1%	
	<b>Percent of List</b>	<b>100.0%</b>	<b>101.2%</b>	<b>101.3%</b>	<b>100.0%</b>	<b>100.3%</b>	<b>100.1%</b>
Change from prior year	-1.2%	-0.1%	1.3%	-0.3%	0.2%	0.1%	
	<b>Percent of Original</b>	<b>100.0%</b>	<b>100.8%</b>	<b>101.4%</b>	<b>100.0%</b>	<b>100.1%</b>	<b>100.1%</b>
Change from prior year	-0.8%	-0.6%	1.4%	-0.1%	0.0%	0.1%	

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



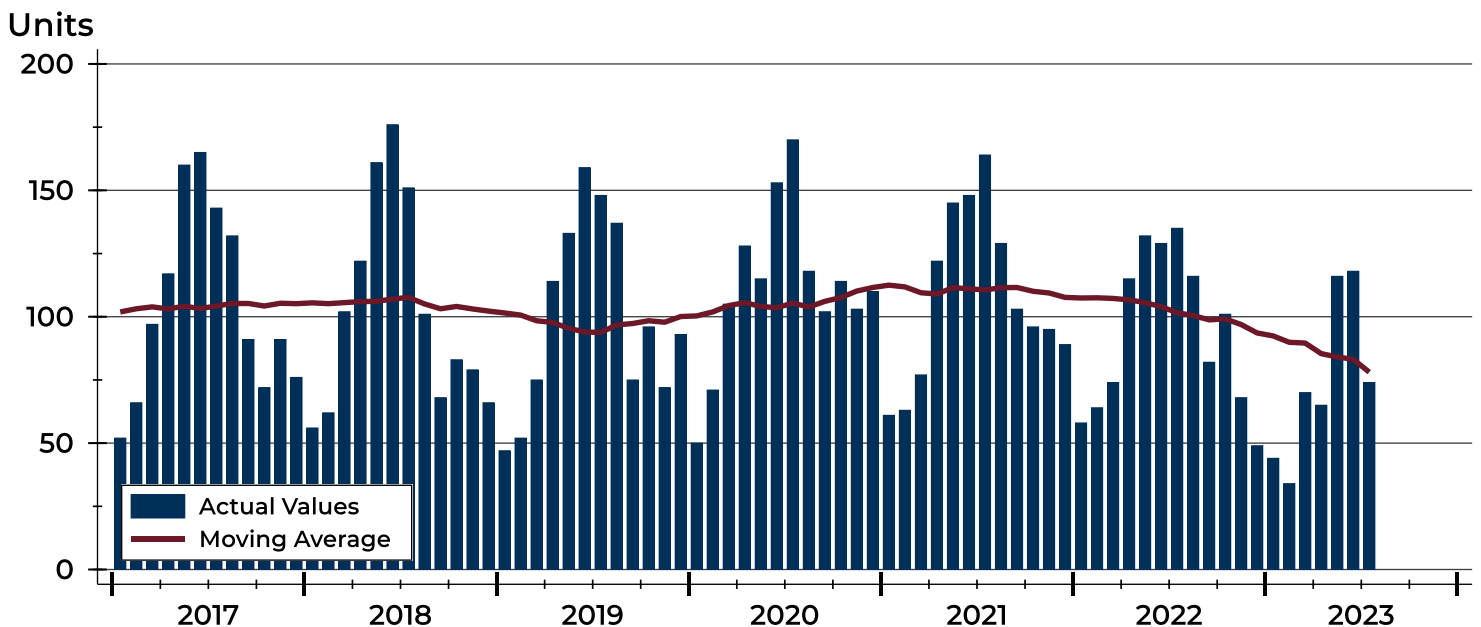
# City of Lawrence Closed Listings Analysis

Summary Statistics for Closed Listings		2023	July 2022	Change	2023	Year-to-Date 2022	Change
Closed Listings		74	135	-45.2%	521	707	-26.3%
Volume (1,000s)		24,889	42,707	-41.7%	175,058	233,549	-25.0%
Months' Supply		1.5	1.4	7.1%	N/A	N/A	N/A
Average	Sale Price	336,340	316,345	6.3%	336,004	330,338	1.7%
	Days on Market	14	13	7.7%	16	14	14.3%
	Percent of List	100.5%	102.2%	-1.7%	101.1%	102.8%	-1.7%
	Percent of Original	99.5%	101.6%	-2.1%	100.6%	102.4%	-1.8%
Median	Sale Price	300,000	278,000	7.9%	300,000	295,950	1.4%
	Days on Market	5	4	25.0%	4	4	0.0%
	Percent of List	100.0%	101.2%	-1.2%	100.0%	100.3%	-0.3%
	Percent of Original	100.0%	100.8%	-0.8%	100.0%	100.1%	-0.1%

A total of 74 homes sold in the City of Lawrence in July, down from 135 units in July 2022. Total sales volume fell to \$24.9 million compared to \$42.7 million in the previous year.

The median sales price in July was \$300,000, up 7.9% compared to the prior year. Median days on market was 5 days, up from 3 days in June, and up from 4 in July 2022.

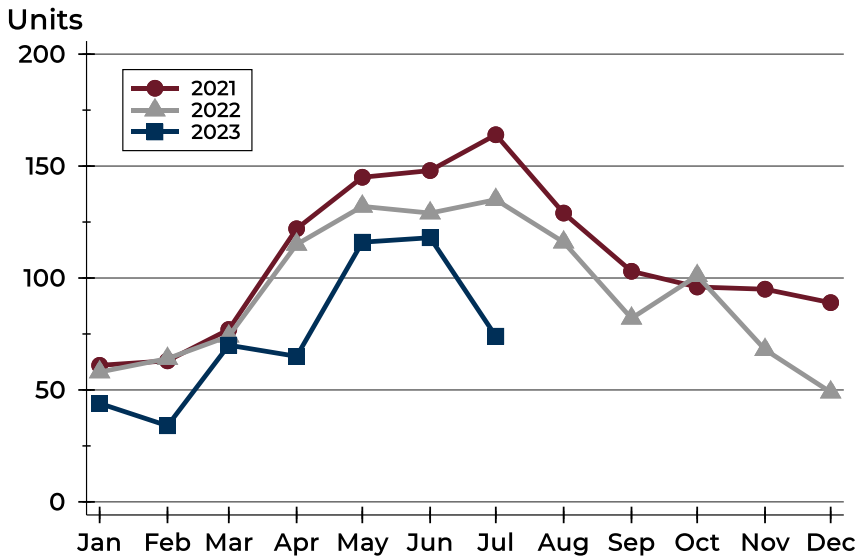
## History of Closed Listings





## City of Lawrence Closed Listings Analysis

### Closed Listings by Month



Month	2021	2022	2023
January	61	58	<b>44</b>
February	63	64	<b>34</b>
March	77	74	<b>70</b>
April	122	115	<b>65</b>
May	145	132	<b>116</b>
June	148	129	<b>118</b>
July	164	135	<b>74</b>
August	129	116	
September	103	82	
October	96	101	
November	95	68	
December	89	49	

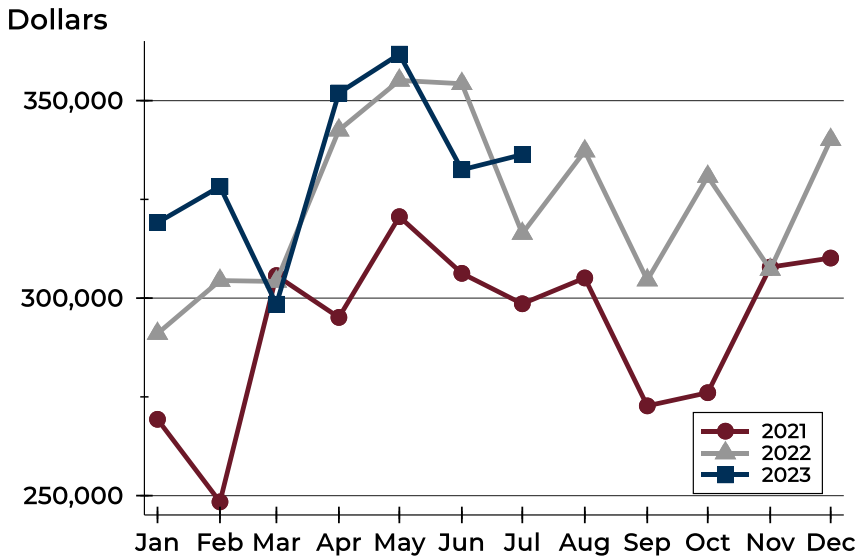
### Closed Listings by Price Range

Price Range	Sales		Months' Supply	Sale Price		Days on Market		Price as % of List		Price as % of Orig.	
	Number	Percent		Average	Median	Avg.	Med.	Avg.	Med.	Avg.	Med.
Below \$50,000	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$50,000-\$99,999	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	2.7%	2.1	130,000	130,000	2	2	110.5%	110.5%	110.5%	110.5%
\$150,000-\$199,999	7	9.5%	0.2	172,214	170,000	10	2	100.5%	100.0%	99.7%	100.0%
\$200,000-\$249,999	14	18.9%	1.0	221,256	227,095	7	3	100.5%	100.0%	100.2%	100.0%
\$250,000-\$299,999	13	17.6%	0.5	268,477	271,000	10	5	101.4%	102.1%	100.2%	100.9%
\$300,000-\$349,999	7	9.5%	1.4	316,786	315,000	10	4	101.3%	100.0%	100.1%	100.0%
\$350,000-\$399,999	10	13.5%	2.0	375,655	373,250	15	14	99.1%	100.0%	97.2%	100.0%
\$400,000-\$449,999	4	5.4%	1.5	416,800	413,950	17	6	97.6%	99.9%	94.4%	99.9%
\$450,000-\$499,999	6	8.1%	2.1	464,667	461,000	59	14	99.2%	99.7%	98.0%	99.7%
\$500,000-\$599,999	7	9.5%	4.1	553,809	555,000	11	3	100.1%	100.0%	99.7%	100.0%
\$600,000-\$749,999	4	5.4%	5.2	632,500	630,000	9	6	100.4%	100.4%	100.4%	100.4%
\$750,000-\$999,999	0	0.0%	1.1	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	0	0.0%	5.1	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A



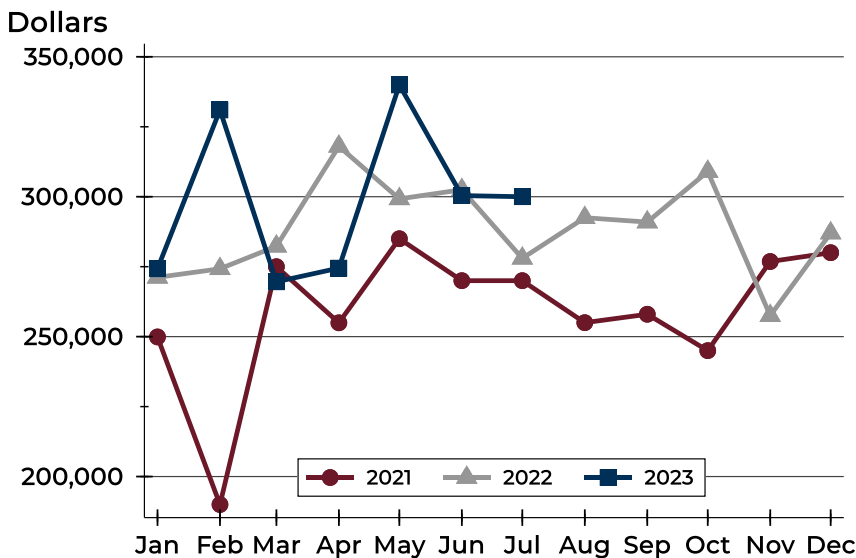
# City of Lawrence Closed Listings Analysis

## Average Price



Month	2021	2022	2023
January	269,320	291,023	<b>319,116</b>
February	248,417	304,454	<b>328,257</b>
March	305,705	304,215	<b>298,441</b>
April	295,115	342,504	<b>351,932</b>
May	320,621	355,125	<b>361,766</b>
June	306,274	354,276	<b>332,505</b>
July	298,573	316,345	<b>336,340</b>
August	305,107	337,220	
September	272,728	304,560	
October	276,053	330,782	
November	307,845	307,240	
December	310,146	340,120	

## Median Price

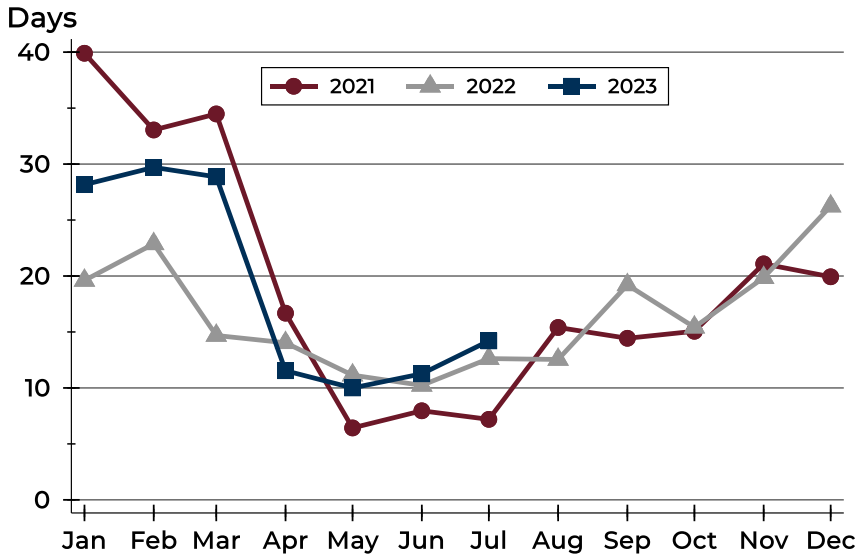


Month	2021	2022	2023
January	249,900	271,200	<b>274,250</b>
February	190,000	274,250	<b>331,000</b>
March	275,000	282,300	<b>269,600</b>
April	254,950	318,000	<b>274,500</b>
May	285,000	299,243	<b>339,950</b>
June	270,000	302,500	<b>300,415</b>
July	270,000	278,000	<b>300,000</b>
August	255,000	292,500	
September	258,000	290,950	
October	245,000	309,000	
November	276,850	257,500	
December	280,000	287,000	



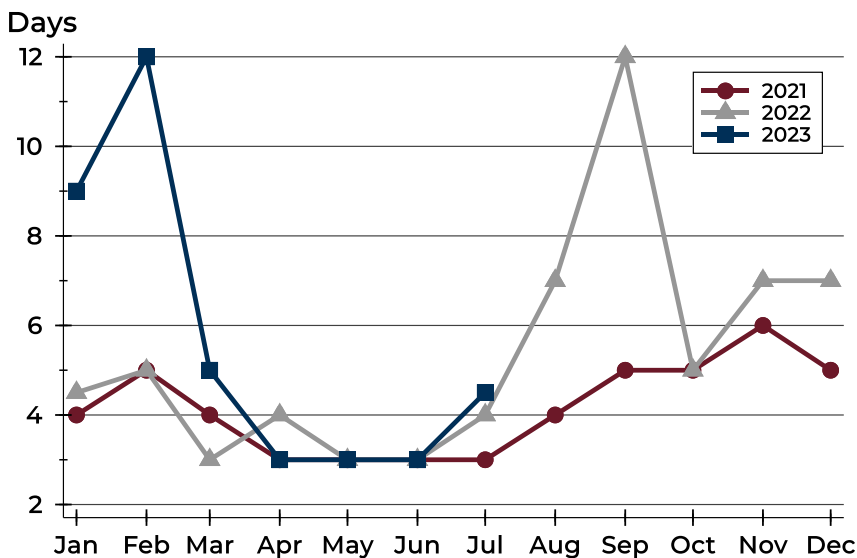
# City of Lawrence Closed Listings Analysis

## Average DOM



Month	2021	2022	2023
January	40	20	<b>28</b>
February	33	23	<b>30</b>
March	34	15	<b>29</b>
April	17	14	<b>12</b>
May	6	11	<b>10</b>
June	8	10	<b>11</b>
July	7	13	<b>14</b>
August	15	13	15
September	14	19	15
October	15	15	21
November	21	20	20
December	20	26	20

## 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>5</b>
August	4	7	4
September	5	12	5
October	5	5	5
November	6	7	7
December	5	7	7



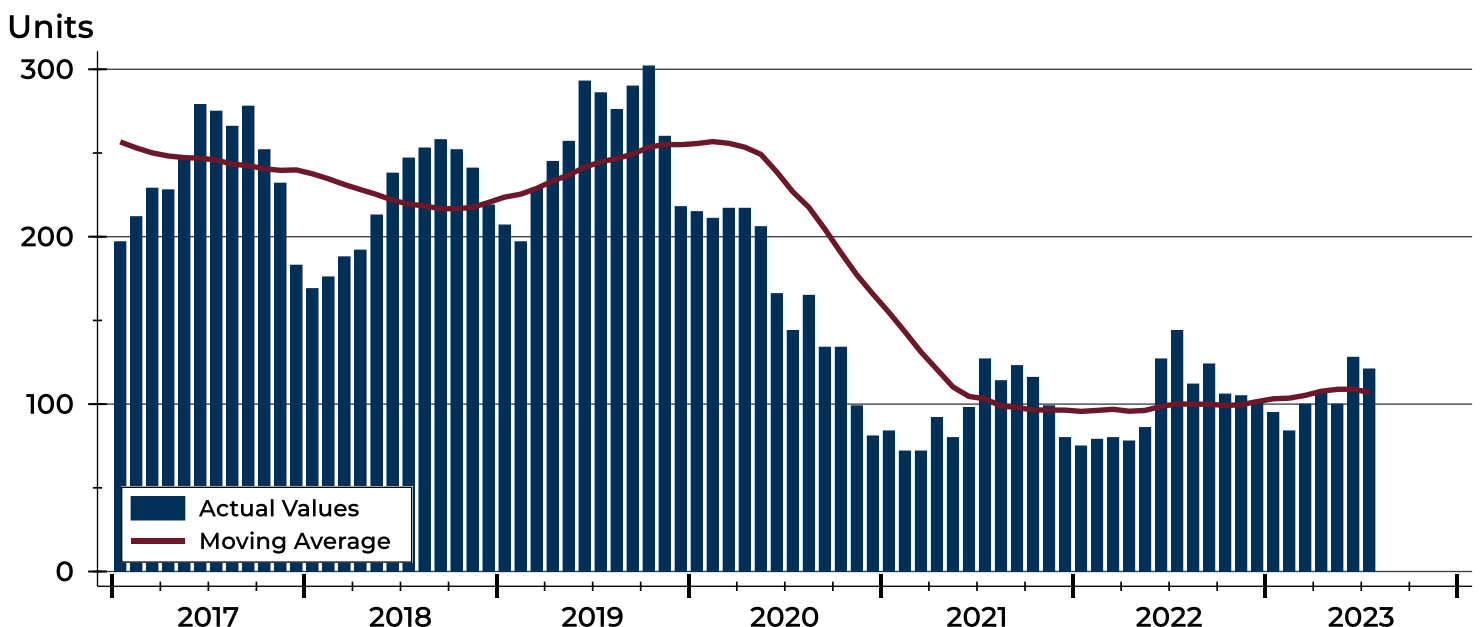
# City of Lawrence Active Listings Analysis

Summary Statistics for Active Listings		2023	End of July 2022	Change
Active Listings		121	144	-16.0%
Volume (1,000s)		51,447	53,368	-3.6%
Months' Supply		1.5	1.4	7.1%
Average	List Price	425,184	370,614	14.7%
	Days on Market	55	36	52.8%
	Percent of Original	98.1%	98.0%	0.1%
Median	List Price	399,500	350,000	14.1%
	Days on Market	32	24	33.3%
	Percent of Original	100.0%	100.0%	0.0%

A total of 121 homes were available for sale in the City of Lawrence at the end of July. This represents a 1.5 months' supply of active listings.

The median list price of homes on the market at the end of July was \$399,500, up 14.1% from 2022. The typical time on market for active listings was 32 days, up from 24 days a year earlier.

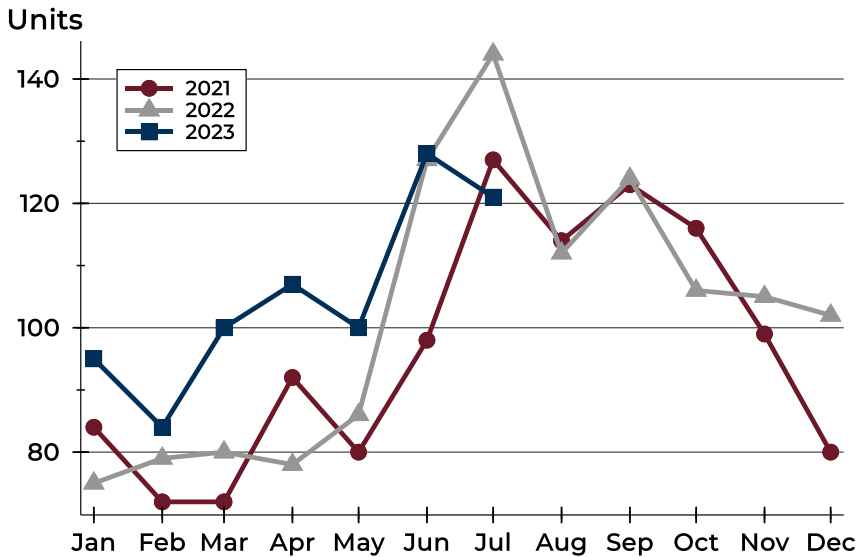
## History of Active Listings





## City of Lawrence Active Listings Analysis

### Active Listings by Month



Month	2021	2022	2023
January	84	75	95
February	72	79	84
March	72	80	100
April	92	78	107
May	80	86	100
June	98	127	128
July	127	144	121
August	114	112	
September	123	124	
October	116	106	
November	99	105	
December	80	102	

### Active Listings by Price Range

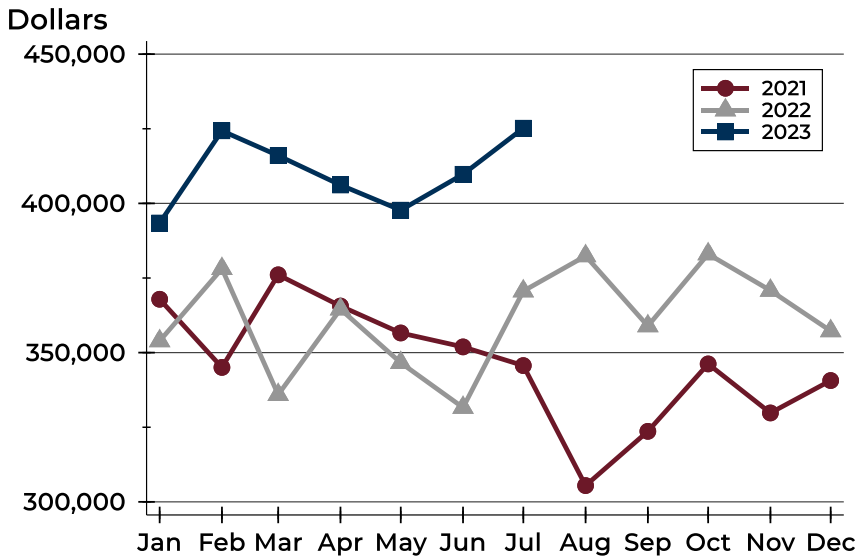
Price Range	Active Listings		Months' Supply	List Price		Days on Market		Price as % of Orig.	
	Number	Percent		Average	Median	Avg.	Med.	Avg.	Med.
Below \$50,000	2	1.7%	N/A	2,048	2,048	65	65	92.9%	92.9%
\$50,000-\$99,999	4	3.3%	N/A	84,905	86,725	60	46	92.8%	99.1%
\$100,000-\$149,999	7	5.8%	2.1	129,514	129,900	43	25	95.4%	100.0%
\$150,000-\$199,999	2	1.7%	0.2	159,450	159,450	43	43	100.0%	100.0%
\$200,000-\$249,999	12	9.9%	1.0	233,222	235,750	37	26	99.0%	100.0%
\$250,000-\$299,999	7	5.8%	0.5	278,157	269,900	18	13	99.5%	100.0%
\$300,000-\$349,999	15	12.4%	1.4	324,678	320,000	20	11	98.2%	100.0%
\$350,000-\$399,999	15	12.4%	2.0	377,475	369,900	34	27	98.9%	100.0%
\$400,000-\$449,999	8	6.6%	1.5	427,963	430,000	62	51	97.8%	98.8%
\$450,000-\$499,999	11	9.1%	2.1	473,600	474,900	53	50	98.9%	100.0%
\$500,000-\$599,999	18	14.9%	4.1	556,042	554,950	90	55	98.8%	100.0%
\$600,000-\$749,999	16	13.2%	5.2	667,056	664,500	73	44	98.0%	100.0%
\$750,000-\$999,999	1	0.8%	1.1	985,000	985,000	13	13	100.0%	100.0%
\$1,000,000 and up	3	2.5%	5.1	1,433,333	1,475,000	218	293	97.7%	98.3%





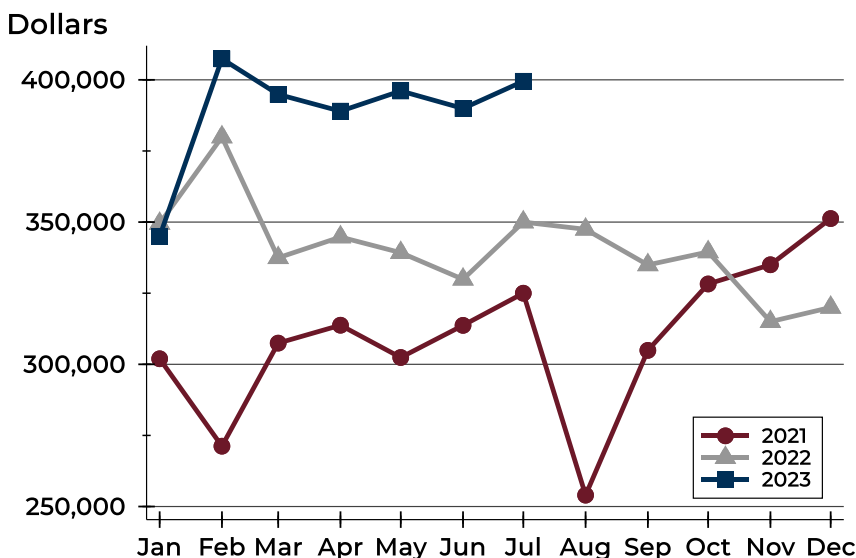
# City of Lawrence Active Listings Analysis

## Average Price



Month	2021	2022	2023
January	367,887	353,910	<b>393,434</b>
February	345,051	378,114	<b>424,319</b>
March	376,063	335,920	<b>416,016</b>
April	365,613	364,571	<b>406,161</b>
May	356,591	346,614	<b>397,734</b>
June	351,923	331,603	<b>409,750</b>
July	345,664	370,614	<b>425,184</b>
August	305,460	382,390	
September	323,634	358,932	
October	346,221	383,034	
November	329,796	370,811	
December	340,652	357,261	

## Median Price

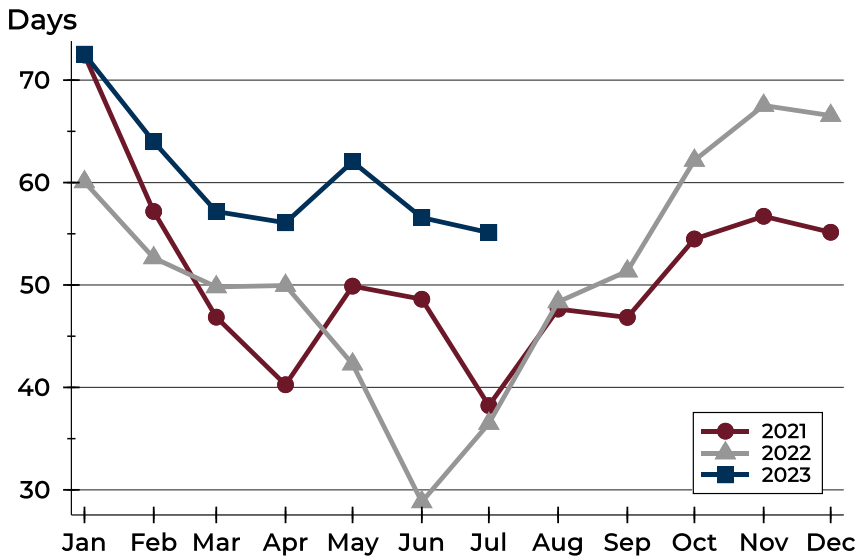


Month	2021	2022	2023
January	301,950	349,500	<b>345,000</b>
February	271,225	379,900	<b>407,400</b>
March	307,450	337,450	<b>394,900</b>
April	313,750	344,750	<b>389,000</b>
May	302,400	339,250	<b>396,100</b>
June	313,700	329,900	<b>389,950</b>
July	325,000	350,000	<b>399,500</b>
August	254,000	347,450	
September	304,900	334,950	
October	328,250	339,500	
November	335,000	315,000	
December	351,250	320,000	



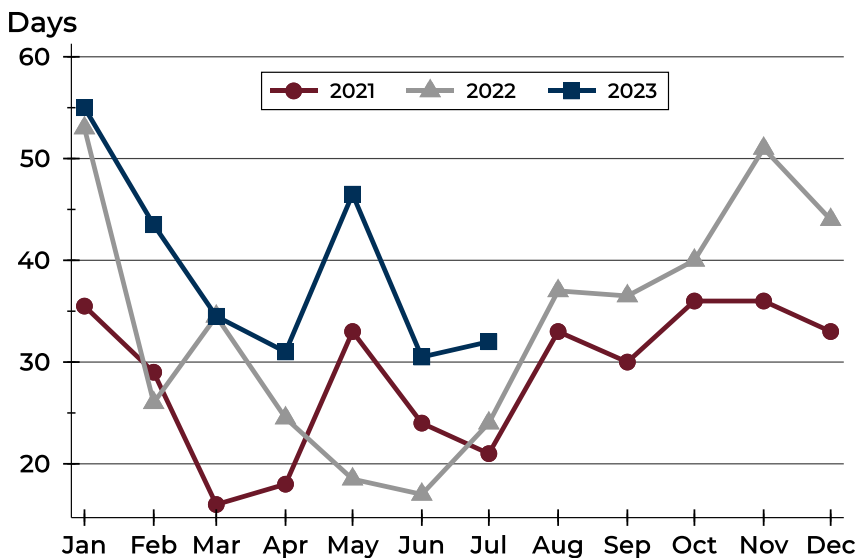
# City of Lawrence Active Listings Analysis

## Average DOM



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

## Median DOM

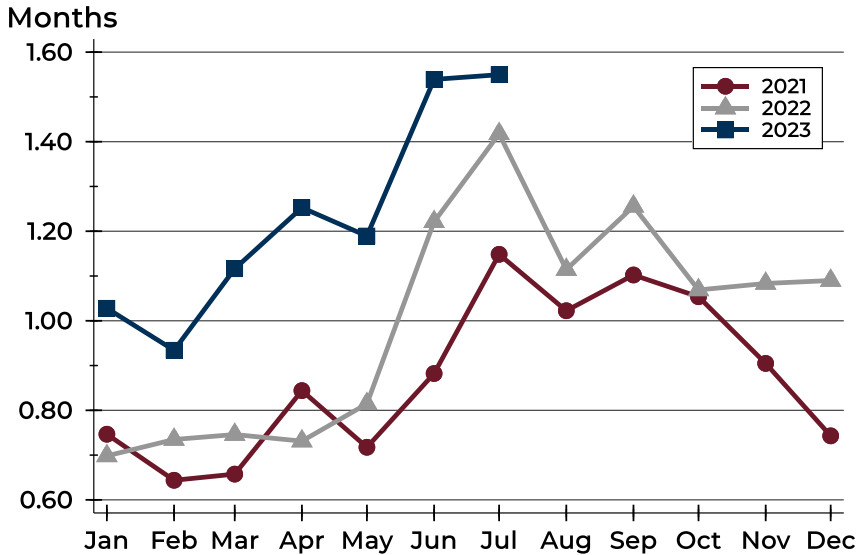


Month	2021	2022	2023
January	36	53	<b>55</b>
February	29	26	<b>44</b>
March	16	35	<b>35</b>
April	18	25	<b>31</b>
May	33	19	<b>47</b>
June	24	17	<b>31</b>
July	21	24	<b>32</b>
August	33	37	
September	30	37	
October	36	40	
November	36	51	
December	33	44	



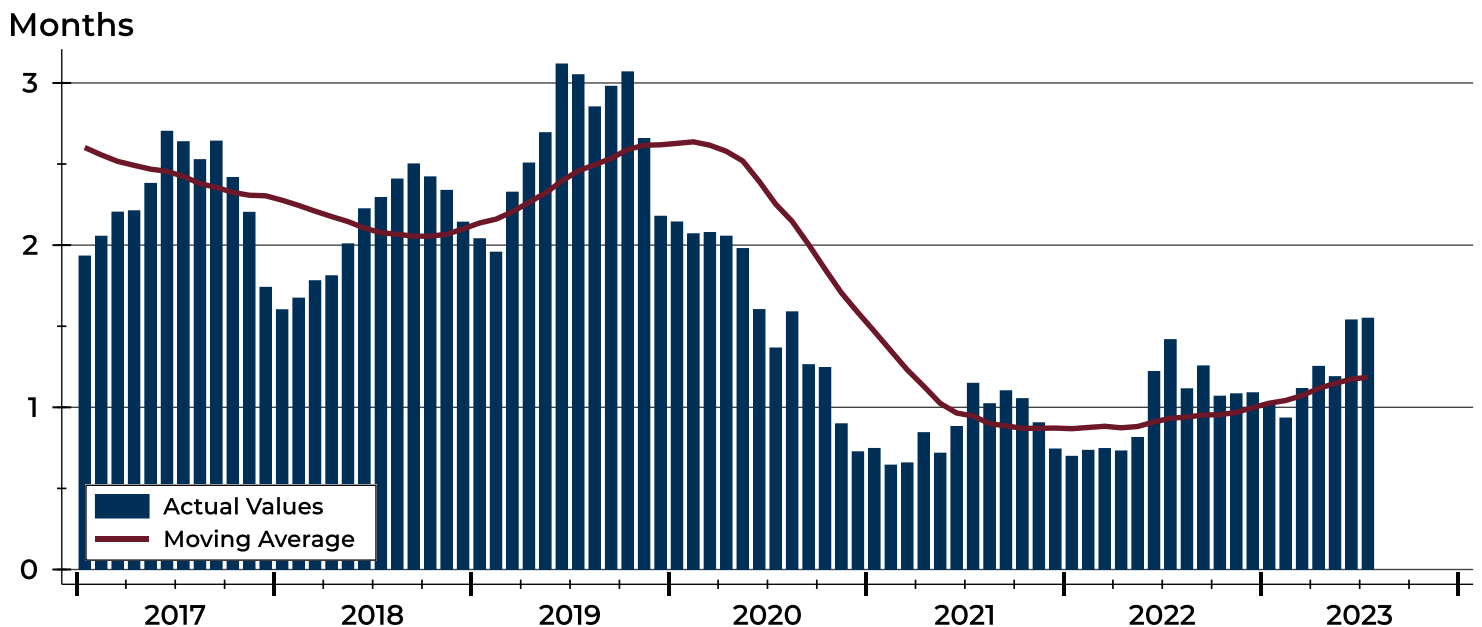
# City of Lawrence Months' Supply Analysis

## Months' Supply by Month



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

## History of Month's Supply





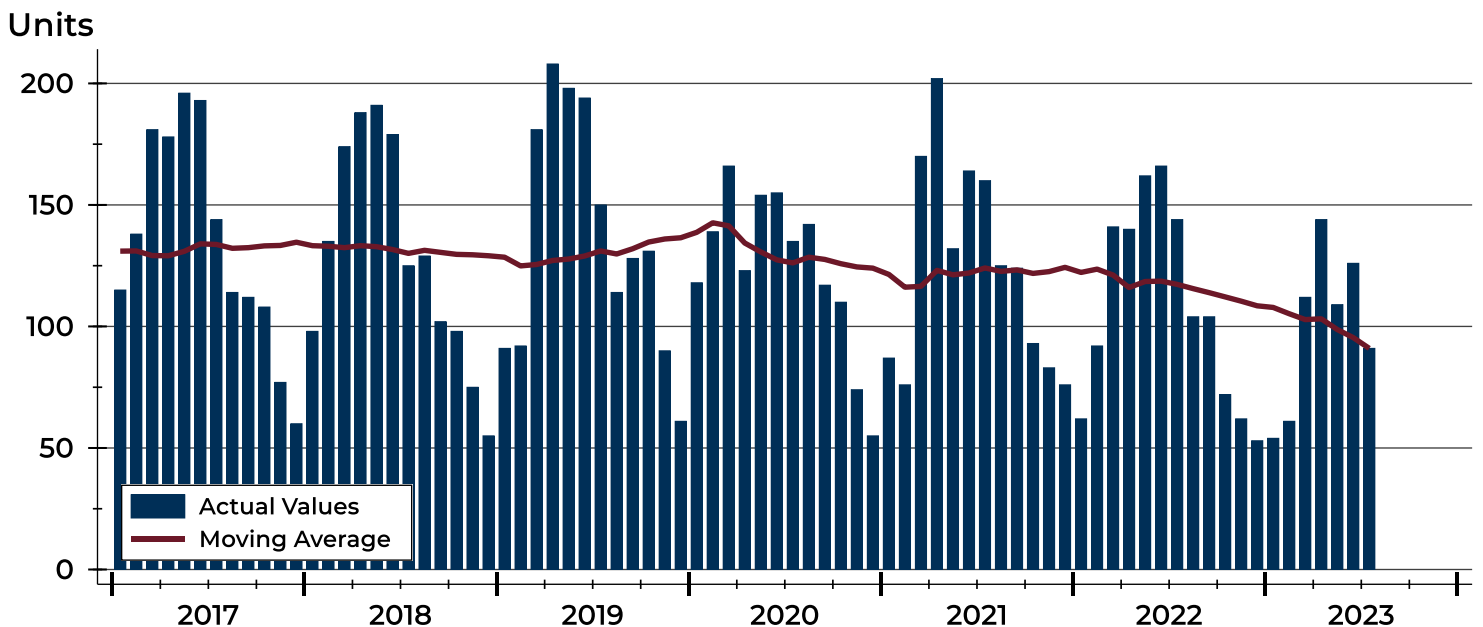
# City of Lawrence New Listings Analysis

Summary Statistics for New Listings		2023	July 2022	Change
Current Month	New Listings	91	144	-36.8%
	Volume (1,000s)	33,765	50,424	-33.0%
	Average List Price	371,043	350,165	6.0%
	Median List Price	319,900	307,450	4.0%
Year-to-Date	New Listings	697	907	-23.2%
	Volume (1,000s)	236,787	296,471	-20.1%
	Average List Price	339,724	326,870	3.9%
	Median List Price	314,900	299,000	5.3%

A total of 91 new listings were added in the City of Lawrence during July, down 36.8% from the same month in 2022. Year-to-date the City of Lawrence has seen 697 new listings.

The median list price of these homes was \$319,900 up from \$307,450 in 2022.

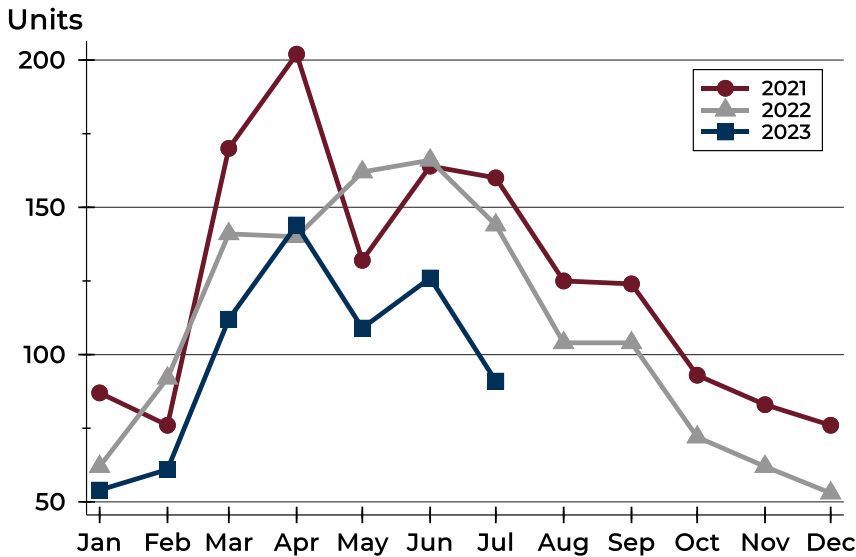
## History of New Listings





## 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	91
August	125	104	
September	124	104	
October	93	72	
November	83	62	
December	76	53	

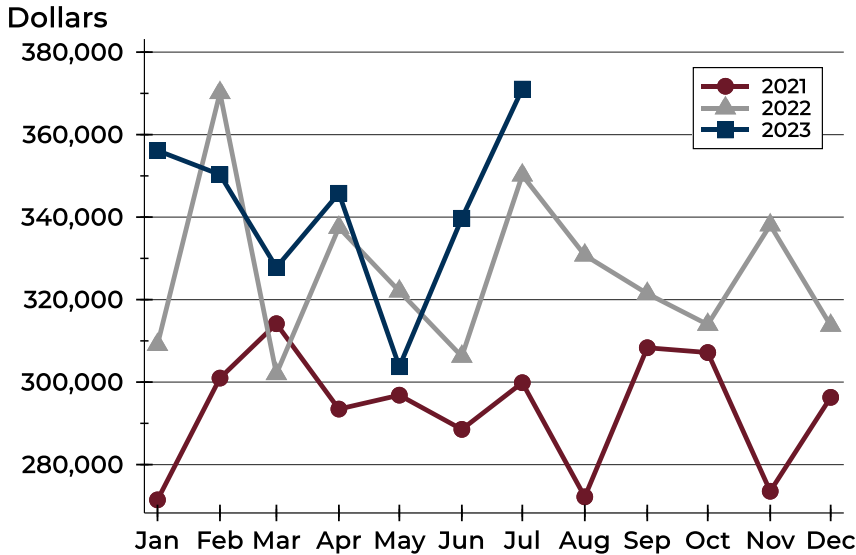
### New Listings by Price Range

Price Range	New Listings		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$50,000	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	3.3%	124,333	120,000	3	2	99.6%	100.0%
\$150,000-\$199,999	5	5.5%	172,280	160,000	8	5	100.0%	100.0%
\$200,000-\$249,999	12	13.2%	228,447	226,950	11	12	99.4%	100.0%
\$250,000-\$299,999	17	18.7%	273,085	270,000	9	3	100.4%	100.0%
\$300,000-\$349,999	18	19.8%	323,682	319,950	10	8	99.9%	100.0%
\$350,000-\$399,999	10	11.0%	375,253	372,400	16	18	99.8%	100.0%
\$400,000-\$449,999	5	5.5%	422,400	425,000	13	10	98.9%	100.0%
\$450,000-\$499,999	4	4.4%	465,000	462,500	15	11	99.5%	100.0%
\$500,000-\$599,999	7	7.7%	539,086	525,000	18	21	99.3%	100.0%
\$600,000-\$749,999	8	8.8%	660,913	667,500	15	14	100.1%	100.0%
\$750,000-\$999,999	1	1.1%	985,000	985,000	19	19	100.0%	100.0%
\$1,000,000 and up	1	1.1%	1,550,000	1,550,000	17	17	100.0%	100.0%



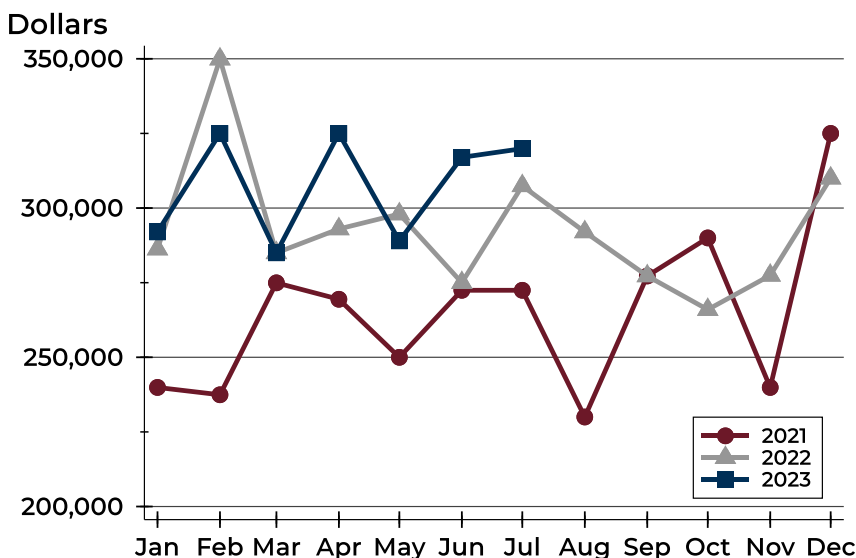
# City of Lawrence New Listings Analysis

## Average Price



Month	2021	2022	2023
January	271,450	309,069	<b>356,142</b>
February	300,975	370,146	<b>350,309</b>
March	314,158	302,005	<b>327,826</b>
April	293,463	337,476	<b>345,785</b>
May	296,834	322,036	<b>303,741</b>
June	288,542	306,220	<b>339,721</b>
July	299,860	350,165	<b>371,043</b>
August	272,188	330,760	
September	308,336	321,463	
October	307,168	313,962	
November	273,545	338,067	
December	296,310	313,717	

## Median Price



Month	2021	2022	2023
January	239,900	286,250	<b>292,000</b>
February	237,450	349,900	<b>325,000</b>
March	274,950	285,000	<b>285,000</b>
April	269,450	293,000	<b>325,000</b>
May	250,000	298,000	<b>289,000</b>
June	272,450	275,000	<b>317,000</b>
July	272,450	307,450	<b>319,900</b>
August	230,000	292,000	
September	277,250	277,250	
October	290,000	265,975	
November	239,900	277,450	
December	325,000	310,000	



**July  
2023**

# Lawrence MLS Statistics



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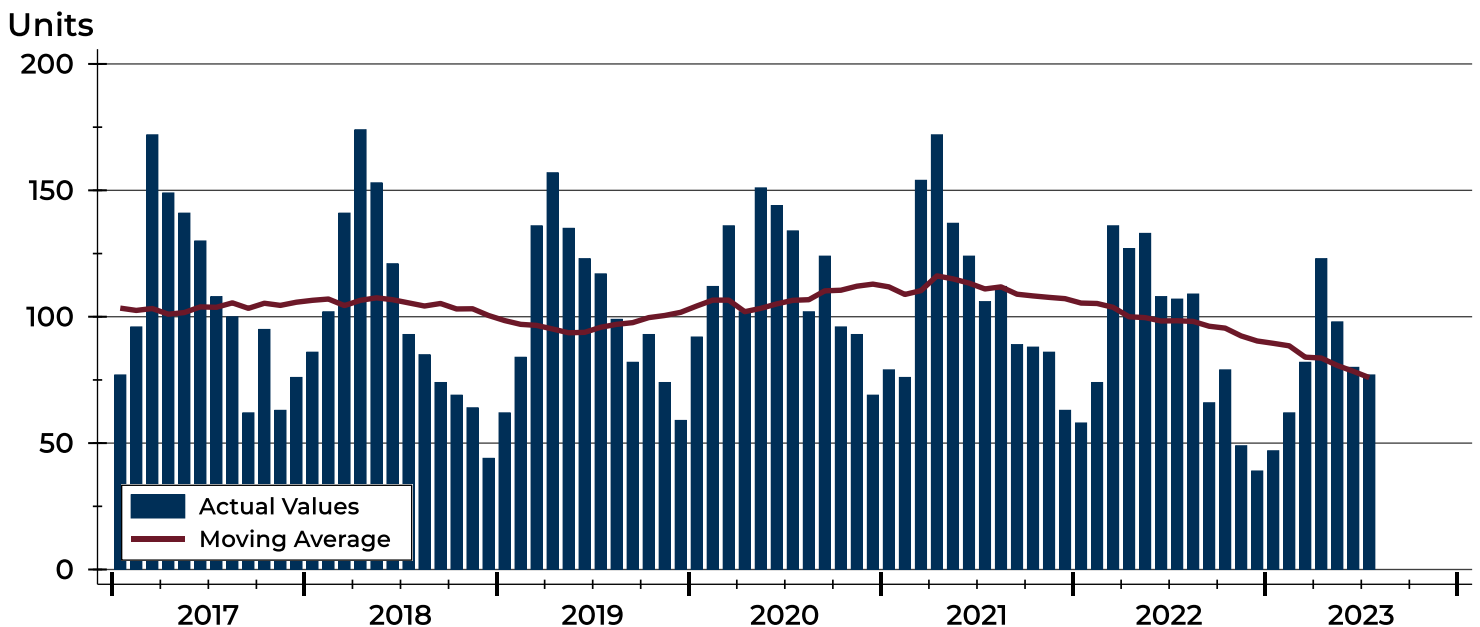
## City of Lawrence Contracts Written Analysis

Summary Statistics for Contracts Written		2023	July 2022	Change	2023	Year-to-Date 2022	Change
Contracts Written		<b>77</b>	107	-28.0%	<b>569</b>	743	-23.4%
Volume (1,000s)		<b>26,113</b>	36,646	-28.7%	<b>190,159</b>	244,993	-22.4%
Average	Sale Price	<b>339,130</b>	342,488	-1.0%	<b>334,199</b>	329,735	1.4%
	Days on Market	<b>25</b>	12	108.3%	<b>17</b>	13	30.8%
	Percent of Original	<b>99.0%</b>	98.9%	0.1%	<b>100.5%</b>	102.3%	-1.8%
Median	Sale Price	<b>300,000</b>	280,000	7.1%	<b>299,000</b>	285,000	4.9%
	Days on Market	<b>9</b>	8	12.5%	<b>4</b>	4	0.0%
	Percent of Original	<b>100.0%</b>	100.0%	0.0%	<b>100.0%</b>	100.2%	-0.2%

A total of 77 contracts for sale were written in the City of Lawrence during the month of July, down from 107 in 2022. The median list price of these homes was \$300,000, up from \$280,000 the prior year.

Half of the homes that went under contract in July were on the market less than 9 days, compared to 8 days in July 2022.

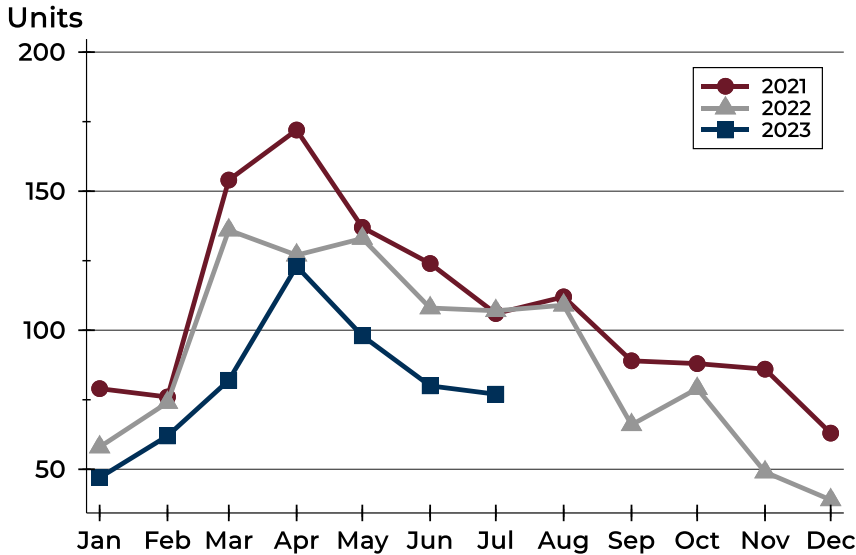
## History of Contracts Written





## City of Lawrence Contracts Written Analysis

### Contracts Written by Month



Month	2021	2022	2023
January	79	58	<b>47</b>
February	76	74	<b>62</b>
March	154	136	<b>82</b>
April	172	127	<b>123</b>
May	137	133	<b>98</b>
June	124	108	<b>80</b>
July	106	107	<b>77</b>
August	112	109	
September	89	66	
October	88	79	
November	86	49	
December	63	39	

### Contracts Written by Price Range

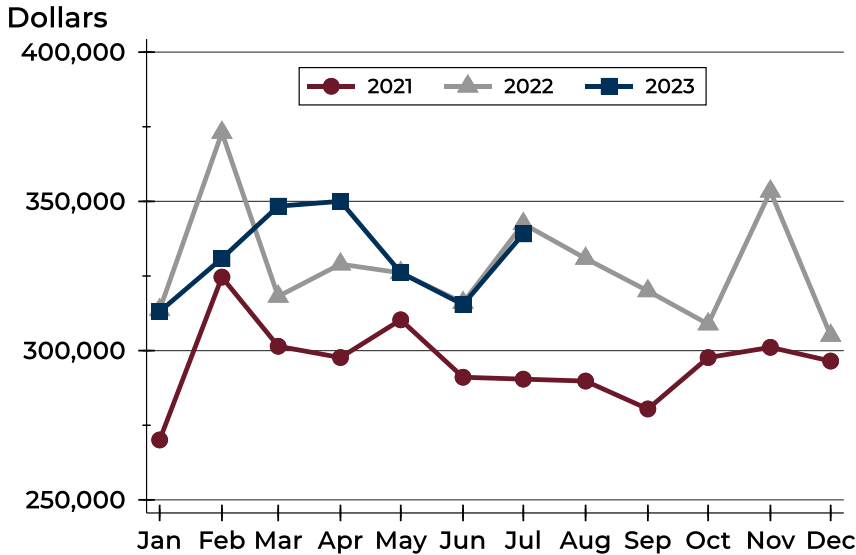
Price Range	Contracts Written		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$50,000	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$50,000-\$99,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$100,000-\$149,999	3	3.9%	124,333	120,000	3	2	99.6%	100.0%
\$150,000-\$199,999	8	10.4%	181,513	184,950	14	5	100.0%	100.0%
\$200,000-\$249,999	11	14.3%	227,836	235,000	12	4	100.4%	100.0%
\$250,000-\$299,999	15	19.5%	269,617	270,000	7	3	99.7%	100.0%
\$300,000-\$349,999	13	16.9%	323,062	325,000	12	12	99.6%	100.0%
\$350,000-\$399,999	11	14.3%	370,136	370,000	50	26	96.5%	97.2%
\$400,000-\$449,999	2	2.6%	429,450	429,450	72	72	97.9%	97.9%
\$450,000-\$499,999	4	5.2%	483,644	487,389	21	22	97.7%	97.9%
\$500,000-\$599,999	7	9.1%	539,671	529,000	93	99	97.6%	97.4%
\$600,000-\$749,999	2	2.6%	672,500	672,500	1	1	100.5%	100.5%
\$750,000-\$999,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	1	1.3%	1,550,000	1,550,000	17	17	100.0%	100.0%





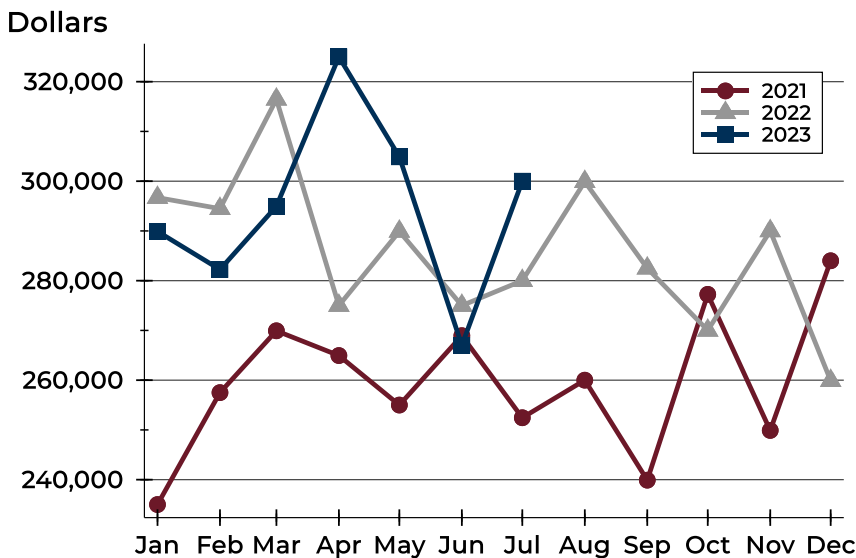
# City of Lawrence Contracts Written Analysis

## Average Price



Month	2021	2022	2023
January	270,075	313,674	<b>313,083</b>
February	324,637	373,052	<b>330,911</b>
March	301,464	318,167	<b>348,394</b>
April	297,692	328,966	<b>350,024</b>
May	310,322	326,059	<b>326,120</b>
June	291,092	316,044	<b>315,423</b>
July	290,450	342,488	<b>339,130</b>
August	289,806	330,861	
September	280,458	320,001	
October	297,672	308,888	
November	301,109	353,371	
December	296,505	305,041	

## Median Price

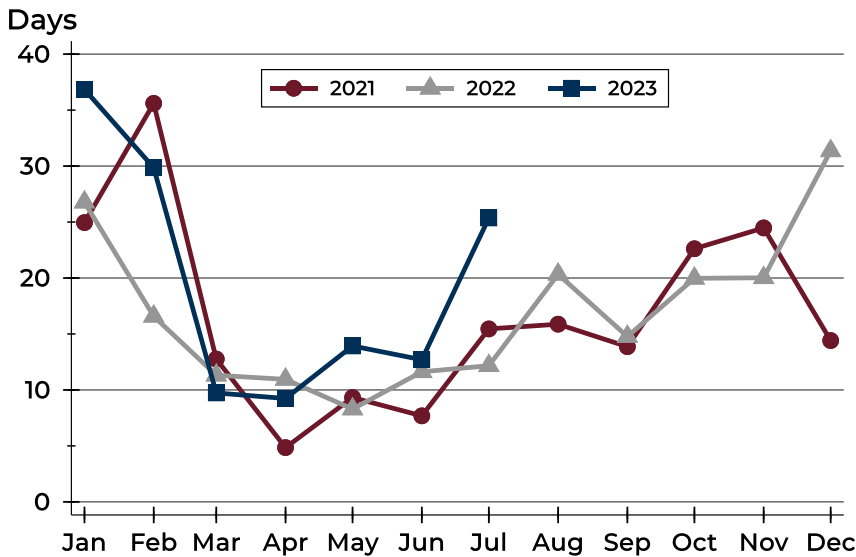


Month	2021	2022	2023
January	235,000	296,700	<b>289,900</b>
February	257,500	294,475	<b>282,250</b>
March	269,925	316,450	<b>294,950</b>
April	264,950	275,000	<b>325,000</b>
May	255,000	289,900	<b>304,900</b>
June	268,950	275,000	<b>267,000</b>
July	252,450	280,000	<b>300,000</b>
August	260,000	299,900	
September	239,900	282,500	
October	277,250	270,000	
November	249,900	290,000	
December	284,000	259,900	



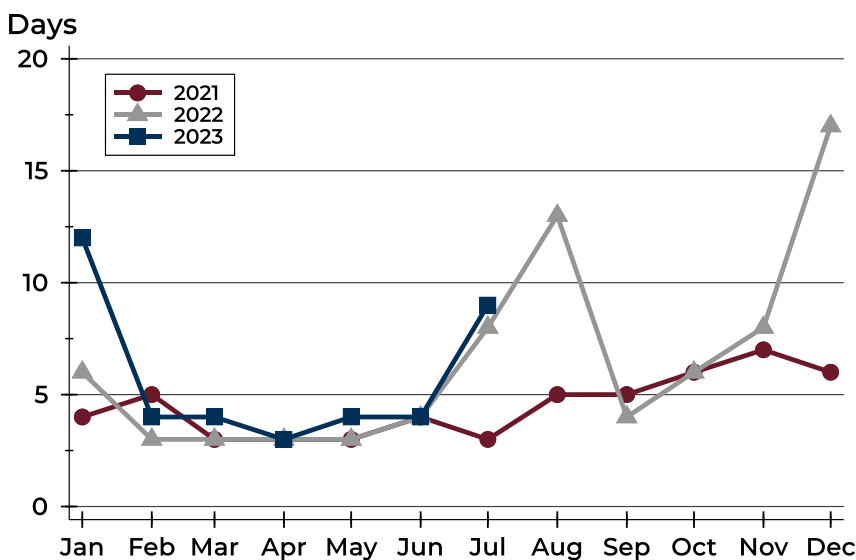
# City of Lawrence Contracts Written Analysis

## Average DOM



Month	2021	2022	2023
January	25	27	<b>37</b>
February	36	17	<b>30</b>
March	13	11	<b>10</b>
April	5	11	<b>9</b>
May	9	8	<b>14</b>
June	8	12	<b>13</b>
July	15	12	<b>25</b>
August	16	20	15
September	14	15	14
October	23	20	20
November	24	20	20
December	14	31	14

## Median DOM



Month	2021	2022	2023
January	4	6	<b>12</b>
February	5	3	<b>4</b>
March	3	3	<b>4</b>
April	3	3	<b>3</b>
May	3	3	<b>4</b>
June	4	4	<b>4</b>
July	3	8	<b>9</b>
August	5	13	5
September	5	4	5
October	6	6	6
November	7	8	7
December	6	17	6



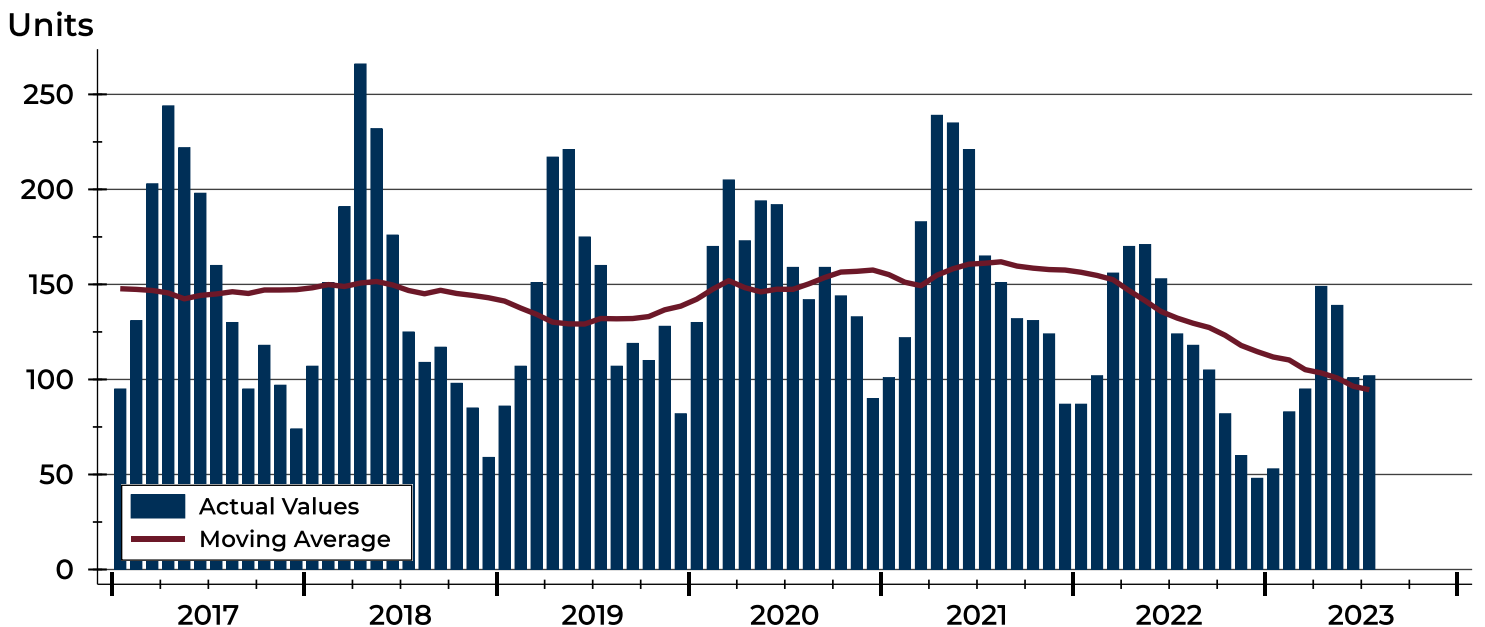
# City of Lawrence Pending Contracts Analysis

Summary Statistics for Pending Contracts		2023	End of July 2022	Change
Pending Contracts		102	124	-17.7%
Volume (1,000s)		35,939	41,190	-12.7%
Average	List Price	352,339	332,179	6.1%
	Days on Market	25	11	127.3%
	Percent of Original	98.8%	99.2%	-0.4%
Median	List Price	317,450	286,250	10.9%
	Days on Market	9	5	80.0%
	Percent of Original	100.0%	100.0%	0.0%

A total of 102 listings in the City of Lawrence had contracts pending at the end of July, down from 124 contracts pending at the end of July 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.

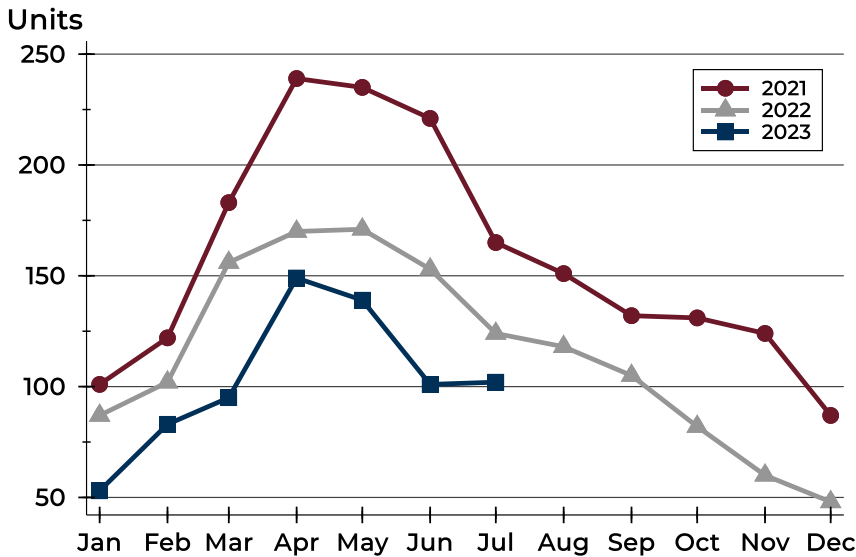
## History of Pending Contracts





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

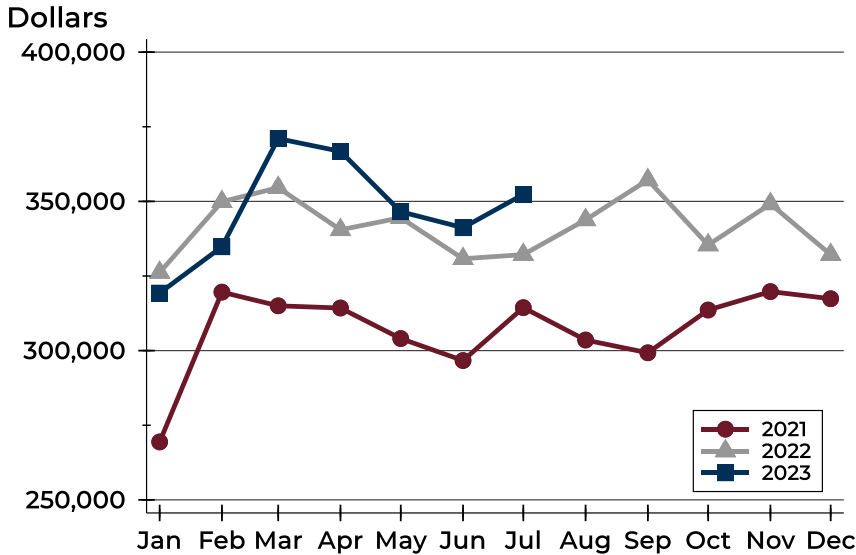
### Pending Contracts by Price Range

Price Range	Pending Contracts		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$50,000	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$50,000-\$99,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$100,000-\$149,999	6	5.9%	133,158	137,500	20	2	97.9%	100.0%
\$150,000-\$199,999	9	8.8%	180,778	184,900	23	9	98.3%	100.0%
\$200,000-\$249,999	14	13.7%	230,764	235,000	13	8	99.9%	100.0%
\$250,000-\$299,999	17	16.7%	269,656	270,000	7	3	99.5%	100.0%
\$300,000-\$349,999	14	13.7%	321,414	325,000	11	9	99.8%	100.0%
\$350,000-\$399,999	17	16.7%	372,941	370,000	35	20	97.4%	100.0%
\$400,000-\$449,999	5	4.9%	437,760	440,000	35	6	98.1%	100.0%
\$450,000-\$499,999	3	2.9%	478,226	485,000	22	23	98.6%	98.0%
\$500,000-\$599,999	10	9.8%	539,665	527,000	74	68	98.7%	99.1%
\$600,000-\$749,999	5	4.9%	672,580	679,000	21	4	100.6%	100.0%
\$750,000-\$999,999	1	1.0%	925,000	925,000	91	91	84.1%	84.1%
\$1,000,000 and up	1	1.0%	1,550,000	1,550,000	17	17	100.0%	100.0%



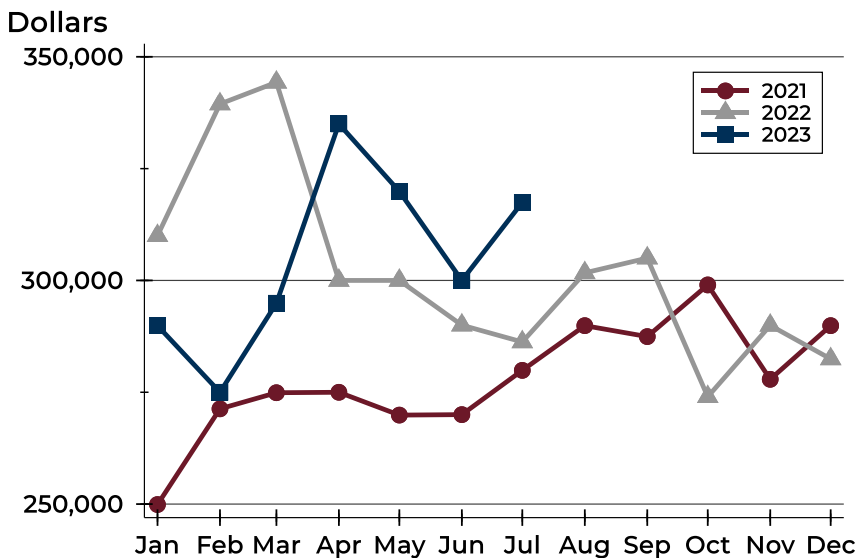
# City of Lawrence Pending Contracts Analysis

## 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	
September	299,276	357,188	
October	313,606	335,385	
November	319,781	349,171	
December	317,398	332,166	

## Median Price

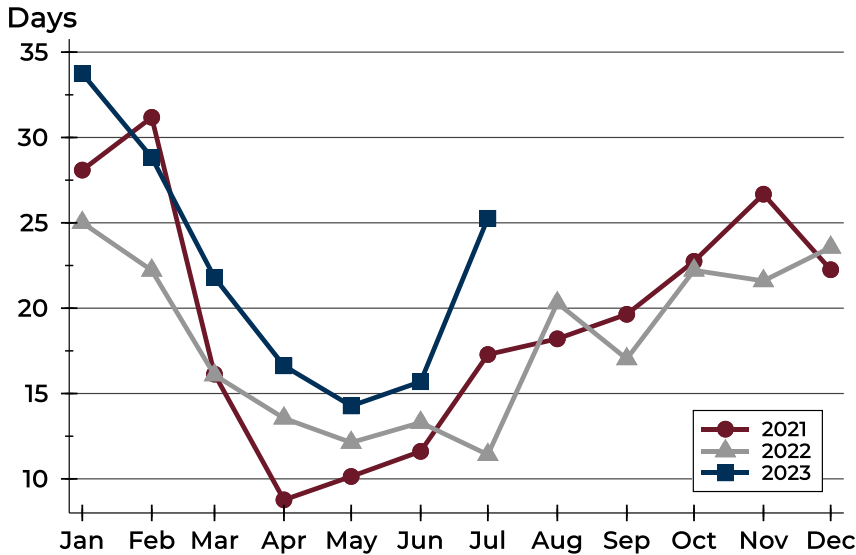


Month	2021	2022	2023
January	249,900	310,000	<b>289,900</b>
February	271,300	339,450	<b>275,000</b>
March	274,900	344,300	<b>294,900</b>
April	275,000	300,000	<b>335,000</b>
May	269,900	300,000	<b>319,900</b>
June	270,000	290,000	<b>300,000</b>
July	279,900	286,250	<b>317,450</b>
August	289,900	301,700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



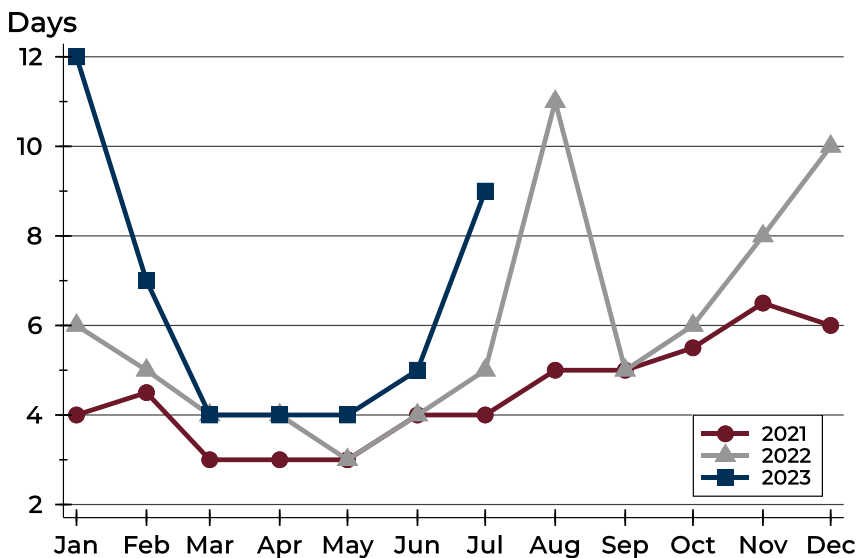
# City of Lawrence Pending Contracts Analysis

## Average DOM



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

## Median DOM



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