



**October
2023**

Lawrence MLS Statistics



City of Lawrence Housing Report



Market Overview

City of Lawrence Home Sales Fell in October

Total home sales in the City of Lawrence fell last month to 77 units, compared to 100 units in October 2022. Total sales volume was \$25.8 million, down from a year earlier.

The median sale price in October was \$319,900, up from \$307,000 a year earlier. Homes that sold in October were typically on the market for 9 days and sold for 100.0% of their list prices.

City of Lawrence Active Listings Up at End of October

The total number of active listings in the City of Lawrence at the end of October was 148 units, up from 105 at the same point in 2022. This represents a 2.0 months' supply of homes available for sale. The median list price of homes on the market at the end of October was \$349,700.

During October, a total of 65 contracts were written down from 79 in October 2022. At the end of the month, there were 72 contracts still pending.

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**October
2023**

Lawrence MLS Statistics



LAWRENCE
Board of REALTORS®

City of Lawrence Summary Statistics

October MLS Statistics Three-year History		Current Month			Year-to-Date		
		2023	2022	2021	2023	2022	2021
Home Sales		77	100	96	754	1,005	1,108
Change from prior year		-23.0%	4.2%	-15.8%	-25.0%	-9.3%	-1.6%
Active Listings		148	105	116	N/A	N/A	N/A
Change from prior year		41.0%	-9.5%	-13.4%			
Months' Supply		2.0	1.1	1.1	N/A	N/A	N/A
Change from prior year		81.8%	0.0%	-8.3%			
New Listings		92	71	93	986	1,185	1,333
Change from prior year		29.6%	-23.7%	-15.5%	-16.8%	-11.1%	-1.9%
Contracts Written		65	79	88	772	996	1,137
Change from prior year		-17.7%	-10.2%	-8.3%	-22.5%	-12.4%	-4.7%
Pending Contracts		72	82	131	N/A	N/A	N/A
Change from prior year		-12.2%	-37.4%	-9.0%			
Sales Volume (1,000s)		25,814	33,051	26,501	254,233	330,691	326,357
Change from prior year		-21.9%	24.7%	-12.5%	-23.1%	1.3%	12.3%
Average	Sale Price	335,252	330,510	276,053	337,179	329,046	294,546
	Change from prior year	1.4%	19.7%	3.9%	2.5%	11.7%	14.2%
	List Price of Actives	374,026	372,396	346,221	N/A	N/A	N/A
	Change from prior year	0.4%	7.6%	-2.8%			
	Days on Market	25	16	15	19	14	16
Change from prior year	56.3%	6.7%	-46.4%	35.7%	-12.5%	-51.5%	
Percent of List	98.9%	99.1%	99.4%	100.6%	101.7%	101.6%	
Change from prior year	-0.2%	-0.3%	-0.3%	-1.1%	0.1%	2.1%	
Percent of Original	97.4%	97.8%	98.1%	100.0%	101.0%	100.9%	
Change from prior year	-0.4%	-0.3%	-1.1%	-1.0%	0.1%	2.4%	
Median	Sale Price	319,900	307,000	245,000	305,000	295,000	260,000
	Change from prior year	4.2%	25.3%	0.0%	3.4%	13.5%	10.6%
	List Price of Actives	349,700	339,000	328,250	N/A	N/A	N/A
	Change from prior year	3.2%	3.3%	8.5%			
	Days on Market	9	5	5	4	4	3
Change from prior year	80.0%	0.0%	-16.7%	0.0%	33.3%	-57.1%	
Percent of List	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	
Change from prior year	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	
Percent of Original	98.0%	99.8%	100.0%	100.0%	100.0%	100.0%	
Change from prior year	-1.8%	-0.2%	0.0%	0.0%	0.0%	0.0%	

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



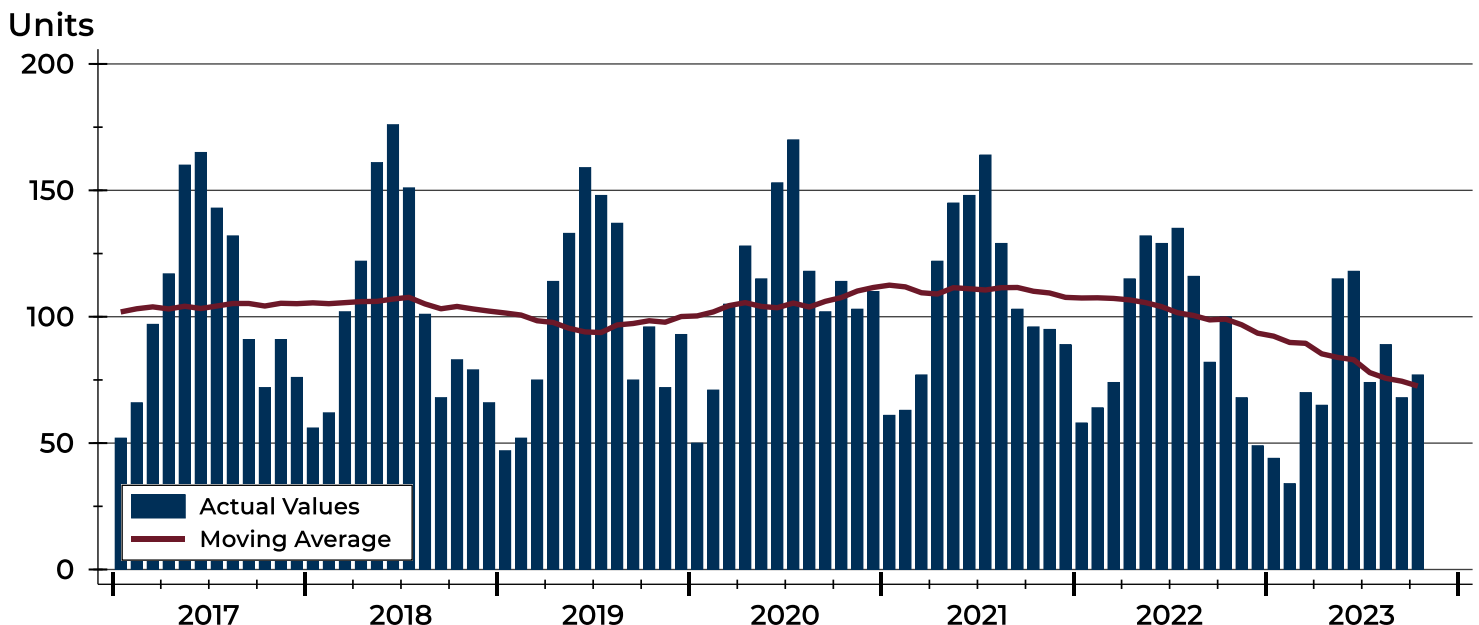
City of Lawrence Closed Listings Analysis

Summary Statistics for Closed Listings		2023	October 2022	Change	2023	Year-to-Date 2022	Change
Closed Listings		77	100	-23.0%	754	1,005	-25.0%
Volume (1,000s)		25,814	33,051	-21.9%	254,233	330,691	-23.1%
Months' Supply		2.0	1.1	81.8%	N/A	N/A	N/A
Average	Sale Price	335,252	330,510	1.4%	337,179	329,046	2.5%
	Days on Market	25	16	56.3%	19	14	35.7%
	Percent of List	98.9%	99.1%	-0.2%	100.6%	101.7%	-1.1%
	Percent of Original	97.4%	97.8%	-0.4%	100.0%	101.0%	-1.0%
Median	Sale Price	319,900	307,000	4.2%	305,000	295,000	3.4%
	Days on Market	9	5	80.0%	4	4	0.0%
	Percent of List	100.0%	100.0%	0.0%	100.0%	100.0%	0.0%
	Percent of Original	98.0%	99.8%	-1.8%	100.0%	100.0%	0.0%

A total of 77 homes sold in the City of Lawrence in October, down from 100 units in October 2022. Total sales volume fell to \$25.8 million compared to \$33.1 million in the previous year.

The median sales price in October was \$319,900, up 4.2% compared to the prior year. Median days on market was 9 days, up from 9 days in September, and up from 5 in October 2022.

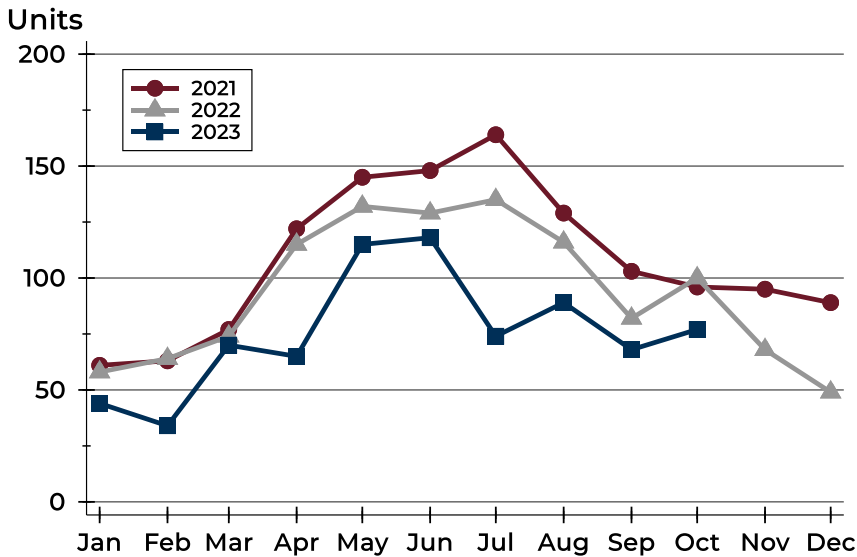
History of Closed Listings





City of Lawrence Closed Listings Analysis

Closed Listings by Month



Month	2021	2022	2023
January	61	58	44
February	63	64	34
March	77	74	70
April	122	115	65
May	145	132	115
June	148	129	118
July	164	135	74
August	129	116	89
September	103	82	68
October	96	100	77
November	95	68	
December	89	49	

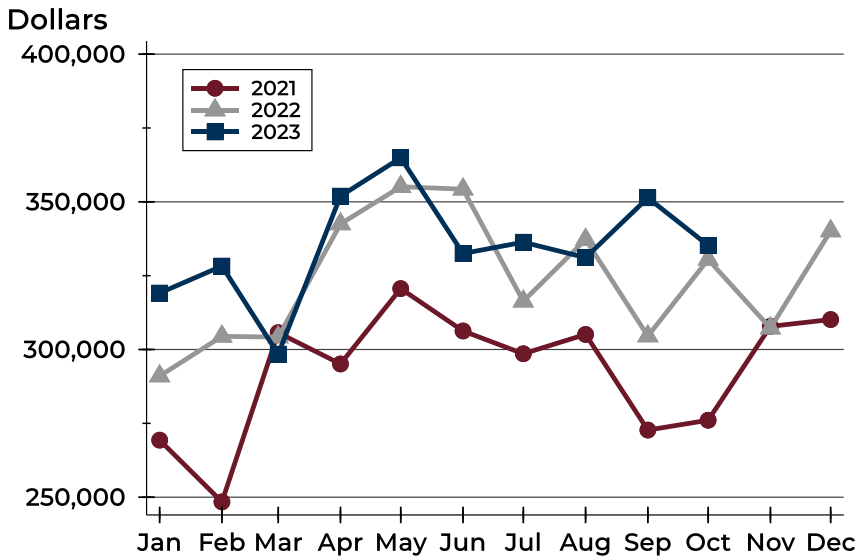
Closed Listings by Price Range

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	1	1.3%	60.0	30,000	30,000	0	0	100.0%	100.0%	100.0%	100.0%
\$50,000-\$99,999	2	2.6%	8.6	77,500	77,500	27	27	90.7%	90.7%	88.0%	88.0%
\$100,000-\$149,999	1	1.3%	4.0	111,000	111,000	2	2	105.7%	105.7%	105.7%	105.7%
\$150,000-\$199,999	4	5.2%	1.3	185,750	191,000	4	3	100.5%	100.3%	100.5%	100.3%
\$200,000-\$249,999	9	11.7%	1.5	229,600	235,000	16	4	97.8%	98.0%	96.8%	97.7%
\$250,000-\$299,999	14	18.2%	1.1	277,800	278,001	12	5	101.2%	100.0%	99.5%	100.0%
\$300,000-\$349,999	20	26.0%	1.1	323,237	320,500	21	11	98.1%	99.2%	96.3%	97.7%
\$350,000-\$399,999	9	11.7%	2.2	376,709	377,500	48	7	97.2%	97.7%	94.6%	96.2%
\$400,000-\$449,999	6	7.8%	1.2	421,483	420,000	27	23	100.3%	99.2%	98.9%	98.6%
\$450,000-\$499,999	3	3.9%	3.8	486,600	485,000	48	52	98.4%	100.0%	96.4%	95.1%
\$500,000-\$599,999	5	6.5%	5.4	550,200	550,000	60	21	100.1%	100.0%	98.3%	98.2%
\$600,000-\$749,999	2	2.6%	2.1	637,500	637,500	6	6	101.4%	101.4%	101.4%	101.4%
\$750,000-\$999,999	1	1.3%	4.5	950,000	950,000	73	73	92.7%	92.7%	92.7%	92.7%
\$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



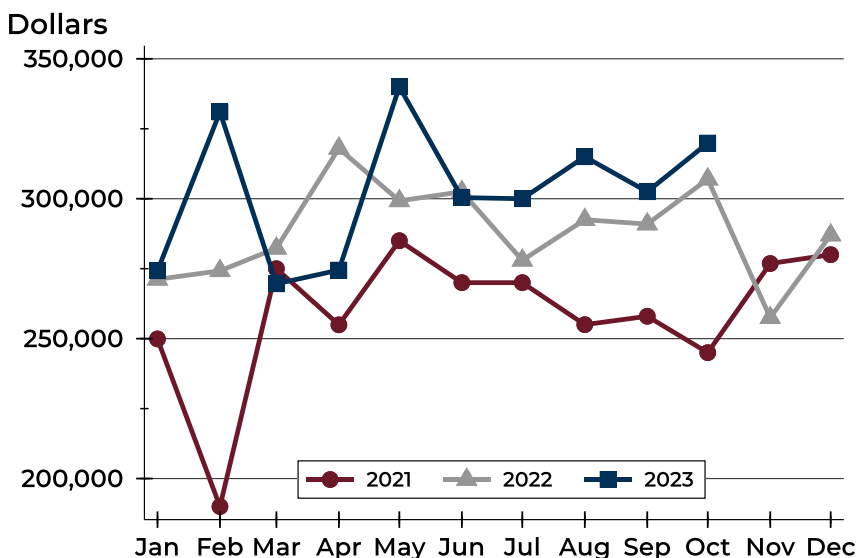
City of Lawrence Closed Listings Analysis

Average Price



Month	2021	2022	2023
January	269,320	291,023	319,116
February	248,417	304,454	328,257
March	305,705	304,215	298,441
April	295,115	342,504	351,932
May	320,621	355,125	364,899
June	306,274	354,276	332,505
July	298,573	316,345	336,340
August	305,107	337,220	331,109
September	272,728	304,560	351,371
October	276,053	330,510	335,252
November	307,845	307,240	
December	310,146	340,120	

Median Price

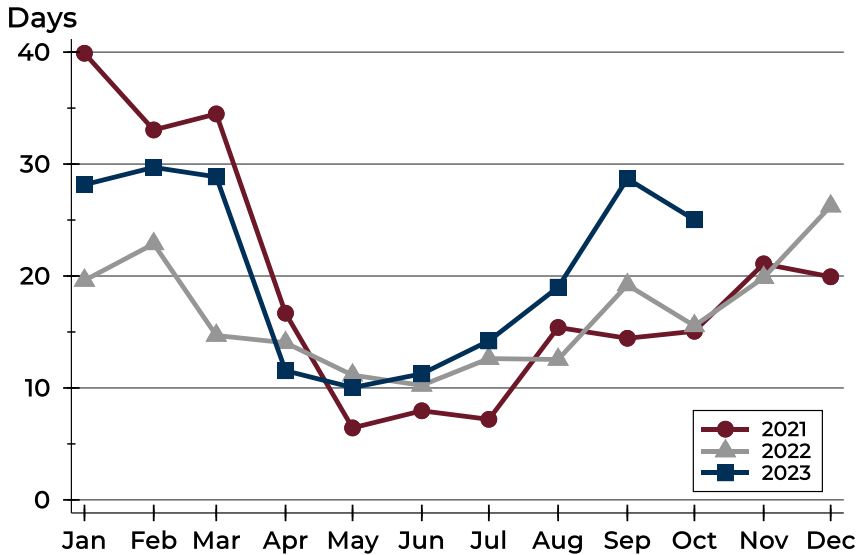


Month	2021	2022	2023
January	249,900	271,200	274,250
February	190,000	274,250	331,000
March	275,000	282,300	269,600
April	254,950	318,000	274,500
May	285,000	299,243	340,000
June	270,000	302,500	300,415
July	270,000	278,000	300,000
August	255,000	292,500	315,000
September	258,000	290,950	302,500
October	245,000	307,000	319,900
November	276,850	257,500	
December	280,000	287,000	



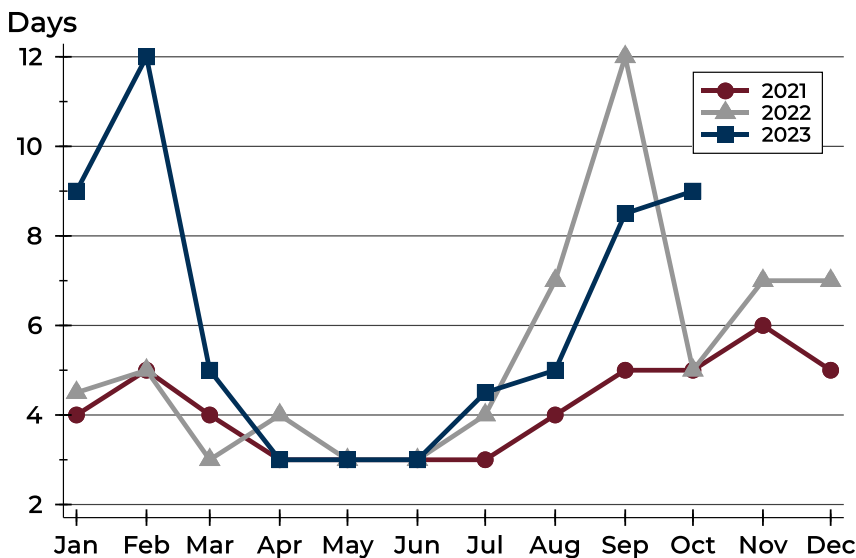
City of Lawrence Closed Listings Analysis

Average DOM



Month	2021	2022	2023
January	40	20	28
February	33	23	30
March	34	15	29
April	17	14	12
May	6	11	10
June	8	10	11
July	7	13	14
August	15	13	19
September	14	19	29
October	15	16	25
November	21	20	
December	20	26	

Median DOM



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



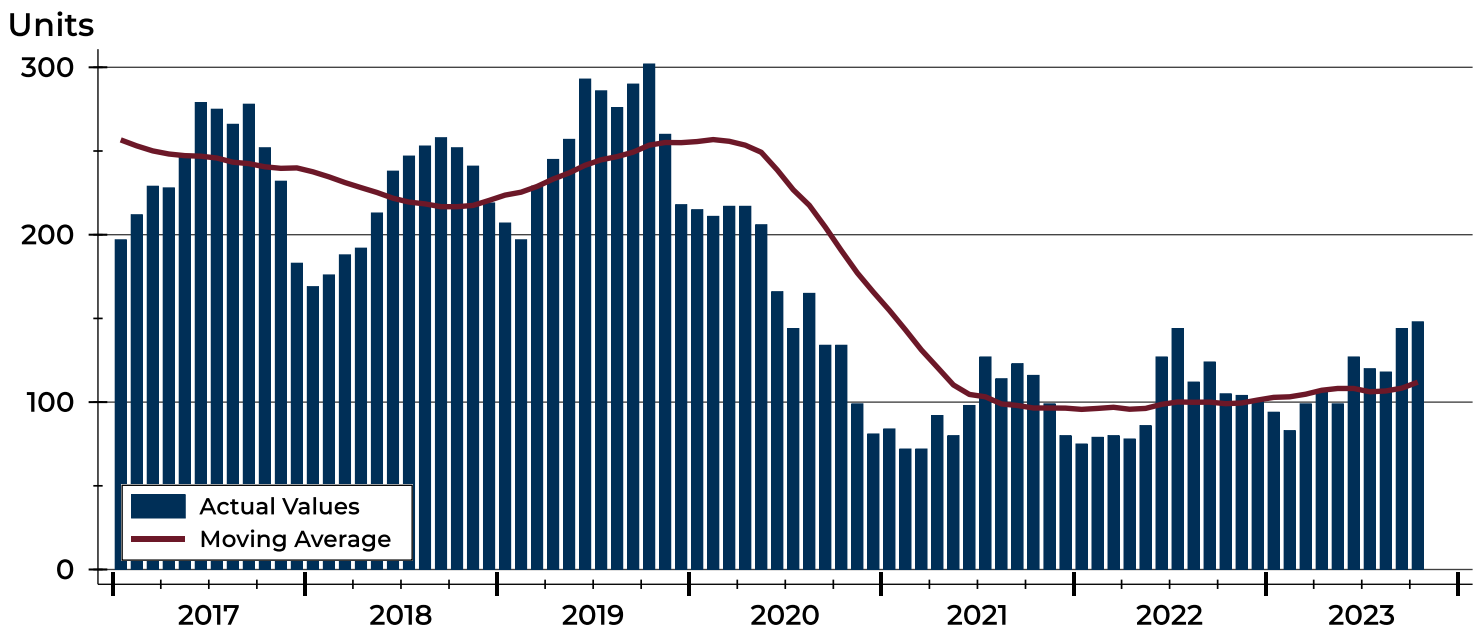
City of Lawrence Active Listings Analysis

Summary Statistics for Active Listings		2023	End of October 2022	Change
Active Listings		148	105	41.0%
Volume (1,000s)		55,356	39,102	41.6%
Months' Supply		2.0	1.1	81.8%
Average	List Price	374,026	372,396	0.4%
	Days on Market	52	62	-16.1%
	Percent of Original	98.4%	98.0%	0.4%
Median	List Price	349,700	339,000	3.2%
	Days on Market	31	40	-22.5%
	Percent of Original	100.0%	100.0%	0.0%

A total of 148 homes were available for sale in the City of Lawrence at the end of October. This represents a 2.0 months' supply of active listings.

The median list price of homes on the market at the end of October was \$349,700, up 3.2% from 2022. The typical time on market for active listings was 31 days, down from 40 days a year earlier.

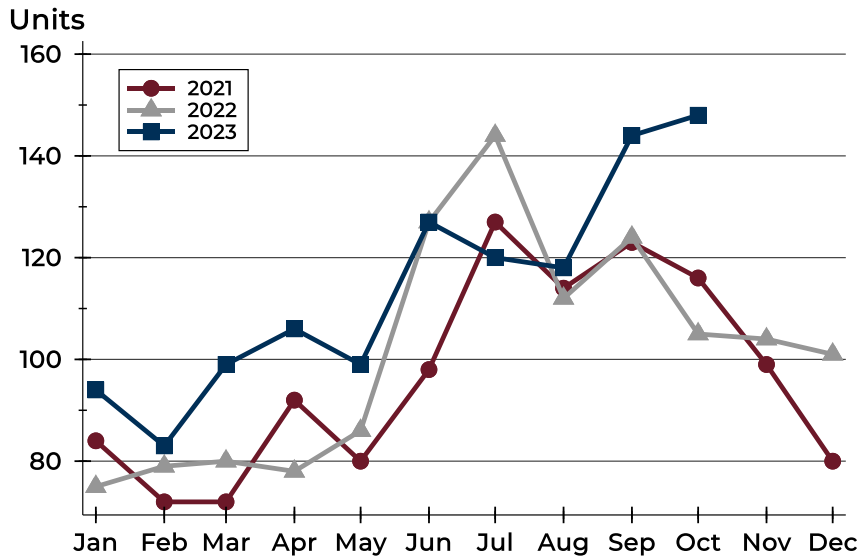
History of Active Listings





City of Lawrence Active Listings Analysis

Active Listings by Month



Month	2021	2022	2023
January	84	75	94
February	72	79	83
March	72	80	99
April	92	78	106
May	80	86	99
June	98	127	127
July	127	144	120
August	114	112	118
September	123	124	144
October	116	105	148
November	99	104	
December	80	101	

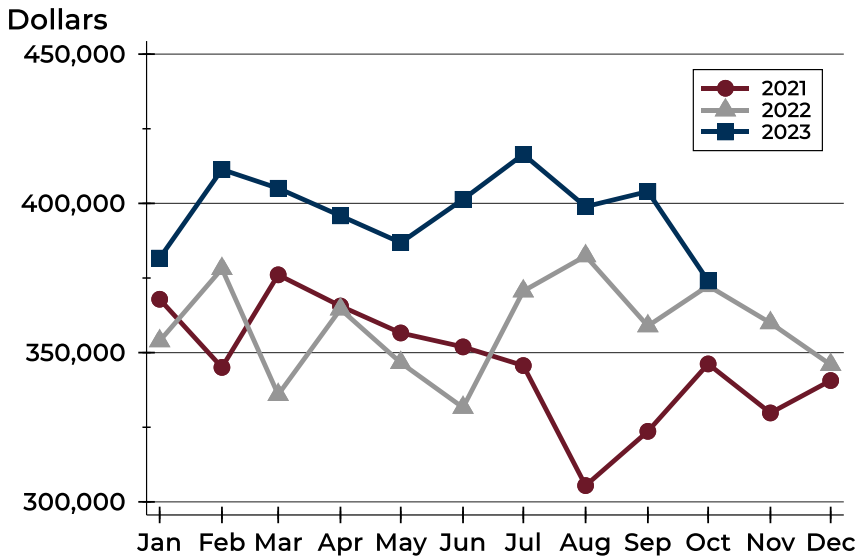
Active Listings by Price Range

Price Range	Active Listings Number	Active Listings Percent	Months' Supply	List Price Average	List Price Median	Days on Market Avg.	Days on Market Med.	Price as % of Orig. Avg.	Price as % of Orig. Med.
Below \$50,000	5	3.4%	60.0	1,799	1,800	13	15	100.0%	100.0%
\$50,000-\$99,999	5	3.4%	8.6	86,824	89,950	65	78	93.6%	98.2%
\$100,000-\$149,999	12	8.1%	4.0	132,517	134,450	33	19	95.8%	100.0%
\$150,000-\$199,999	9	6.1%	1.3	175,517	175,000	21	14	98.3%	100.0%
\$200,000-\$249,999	15	10.1%	1.5	234,033	235,000	38	23	98.0%	100.0%
\$250,000-\$299,999	17	11.5%	1.1	282,202	280,000	31	21	102.1%	100.0%
\$300,000-\$349,999	12	8.1%	1.1	324,650	319,950	34	28	98.2%	99.8%
\$350,000-\$399,999	19	12.8%	2.2	384,068	389,900	40	34	98.7%	100.0%
\$400,000-\$449,999	6	4.1%	1.2	423,200	420,200	54	55	95.0%	95.0%
\$450,000-\$499,999	15	10.1%	3.8	479,085	475,000	71	55	98.3%	100.0%
\$500,000-\$599,999	21	14.2%	5.4	554,981	550,000	87	41	98.8%	100.0%
\$600,000-\$749,999	7	4.7%	2.1	690,557	690,000	117	69	97.7%	100.0%
\$750,000-\$999,999	3	2.0%	4.5	975,967	979,900	31	43	100.0%	100.0%
\$1,000,000 and up	2	1.4%	N/A	1,550,000	1,550,000	210	210	97.4%	97.4%



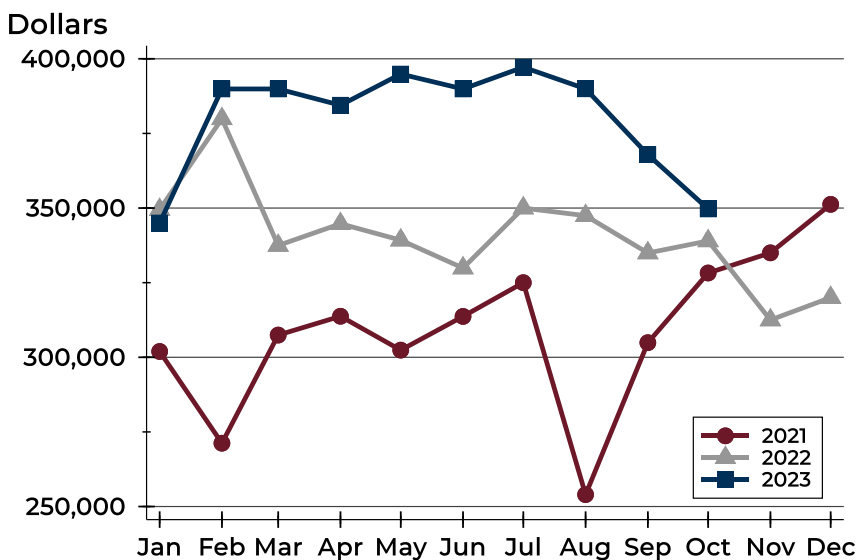
City of Lawrence Active Listings Analysis

Average Price



Month	2021	2022	2023
January	367,887	353,910	381,662
February	345,051	378,114	411,359
March	376,063	335,920	405,067
April	365,613	364,571	395,842
May	356,591	346,614	386,853
June	351,923	331,603	401,362
July	345,664	370,614	416,435
August	305,460	382,390	398,916
September	323,634	358,932	403,970
October	346,221	372,396	374,026
November	329,796	359,954	
December	340,652	345,946	

Median Price

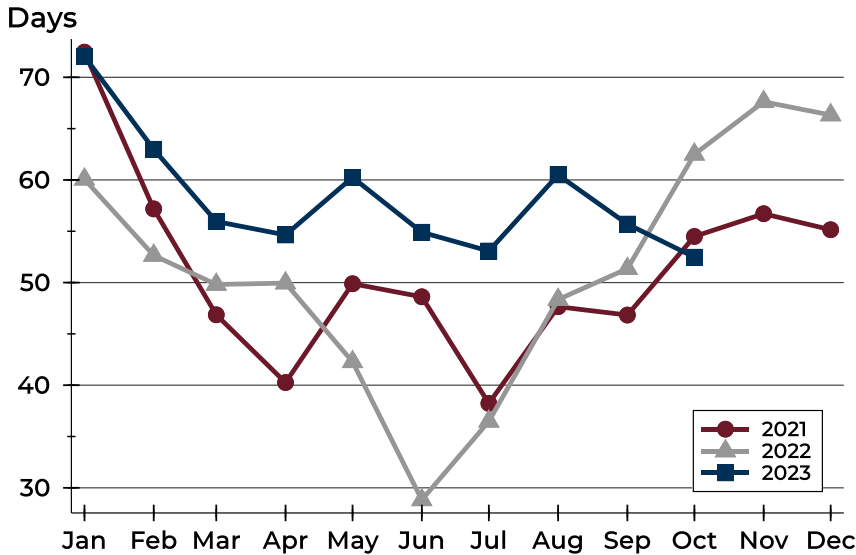


Month	2021	2022	2023
January	301,950	349,500	345,000
February	271,225	379,900	389,900
March	307,450	337,450	389,900
April	313,750	344,750	384,450
May	302,400	339,250	394,900
June	313,700	329,900	389,900
July	325,000	350,000	397,200
August	254,000	347,450	389,950
September	304,900	334,950	367,900
October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



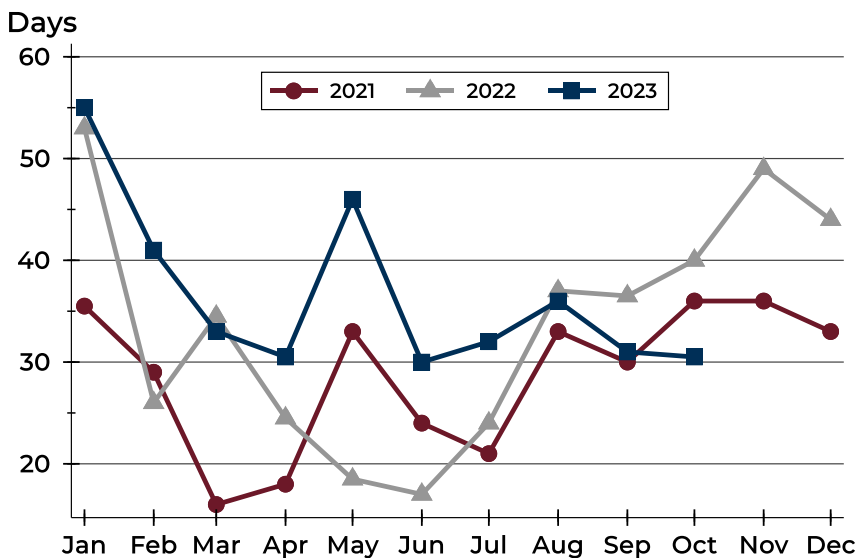
City of Lawrence Active Listings Analysis

Average DOM



Month	2021	2022	2023
January	72	60	72
February	57	53	63
March	47	50	56
April	40	50	55
May	50	42	60
June	49	29	55
July	38	36	53
August	48	48	60
September	47	51	56
October	54	62	52
November	57	68	
December	55	66	

Median DOM

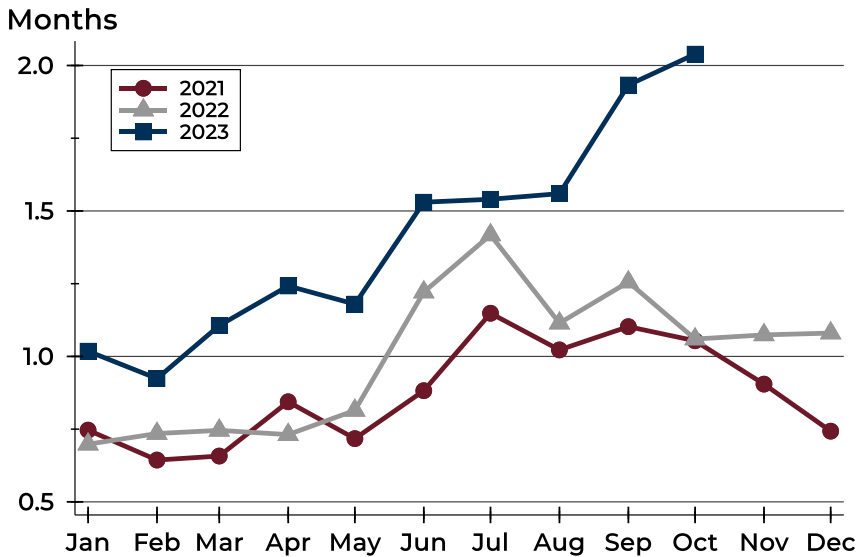


Month	2021	2022	2023
January	36	53	55
February	29	26	41
March	16	35	33
April	18	25	31
May	33	19	46
June	24	17	30
July	21	24	32
August	33	37	36
September	30	37	31
October	36	40	31
November	36	49	
December	33	44	



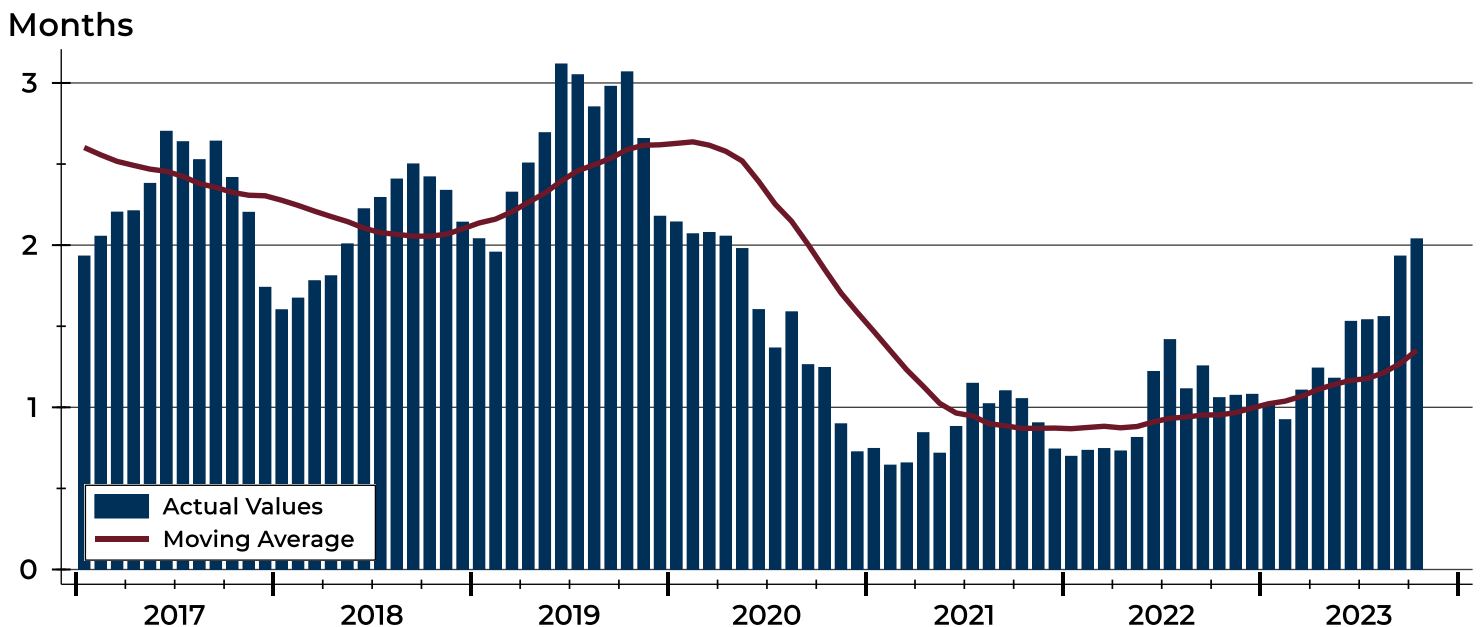
City of Lawrence Months' Supply Analysis

Months' Supply by Month



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

History of Month's Supply





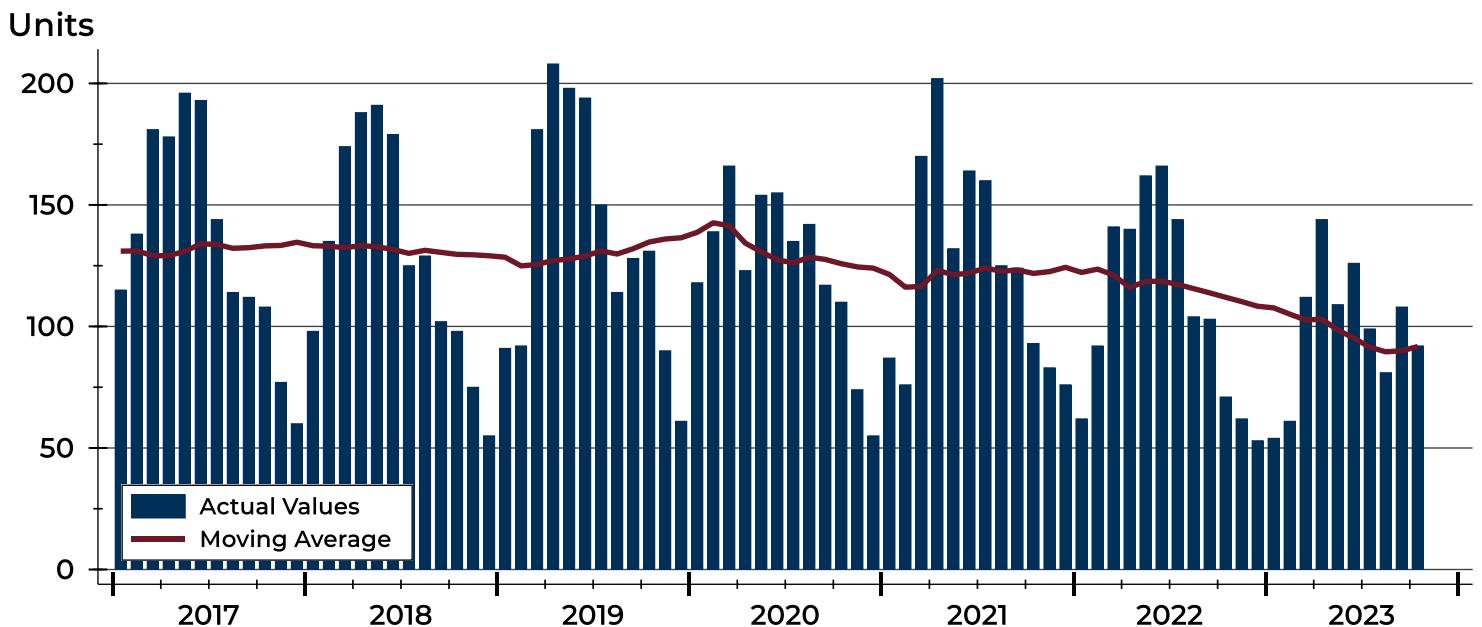
City of Lawrence New Listings Analysis

Summary Statistics for New Listings		2023	October 2022	Change
Current Month	New Listings	92	71	29.6%
	Volume (1,000s)	31,023	21,130	46.8%
	Average List Price	337,211	297,609	13.3%
	Median List Price	297,000	262,950	12.9%
Year-to-Date	New Listings	986	1,185	-16.8%
	Volume (1,000s)	335,151	385,075	-13.0%
	Average List Price	339,910	324,957	4.6%
	Median List Price	309,950	289,900	6.9%

A total of 92 new listings were added in the City of Lawrence during October, up 29.6% from the same month in 2022. Year-to-date the City of Lawrence has seen 986 new listings.

The median list price of these homes was \$297,000 up from \$262,950 in 2022.

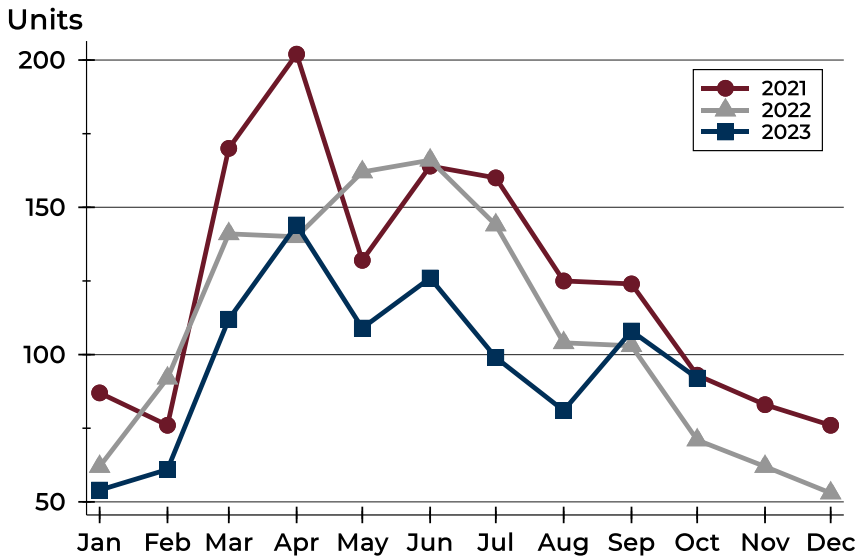
History of New Listings





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	99
August	125	104	81
September	124	103	108
October	93	71	92
November	83	62	62
December	76	53	53

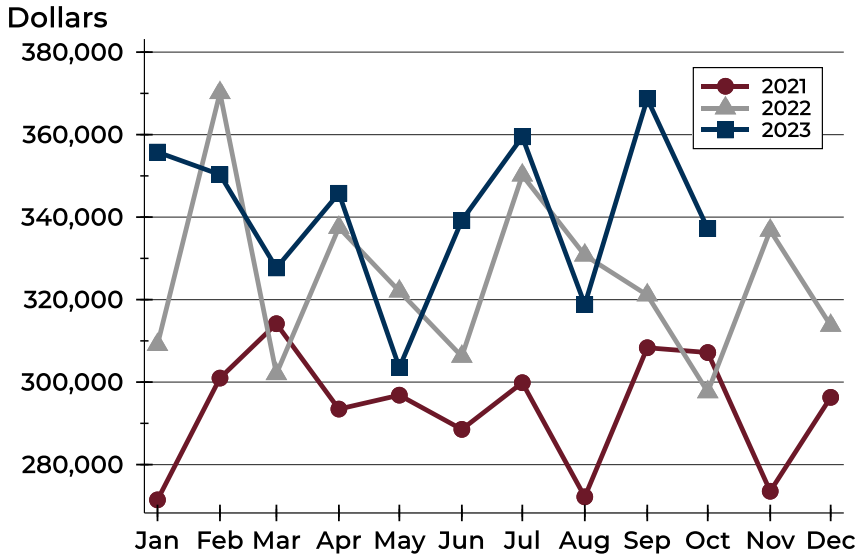
New Listings by Price Range

Price Range	New Listings		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$50,000	5	5.4%	7,580	2,000	18	16	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	6	6.5%	130,750	134,900	9	11	101.0%	100.0%
\$150,000-\$199,999	7	7.6%	181,393	175,000	17	22	98.5%	100.0%
\$200,000-\$249,999	14	15.2%	225,243	230,000	13	7	100.0%	100.0%
\$250,000-\$299,999	16	17.4%	278,515	278,245	15	13	100.5%	100.0%
\$300,000-\$349,999	10	10.9%	329,400	328,375	15	14	99.4%	100.0%
\$350,000-\$399,999	12	13.0%	381,033	382,450	17	17	99.6%	100.0%
\$400,000-\$449,999	2	2.2%	420,000	420,000	13	13	98.2%	98.2%
\$450,000-\$499,999	5	5.4%	487,740	489,000	26	27	100.0%	100.0%
\$500,000-\$599,999	10	10.9%	539,750	549,400	21	23	100.2%	100.0%
\$600,000-\$749,999	3	3.3%	653,333	655,000	17	21	100.0%	100.0%
\$750,000-\$999,999	1	1.1%	950,000	950,000	15	15	100.0%	100.0%
\$1,000,000 and up	1	1.1%	1,869,000	1,869,000	2	2	100.0%	100.0%



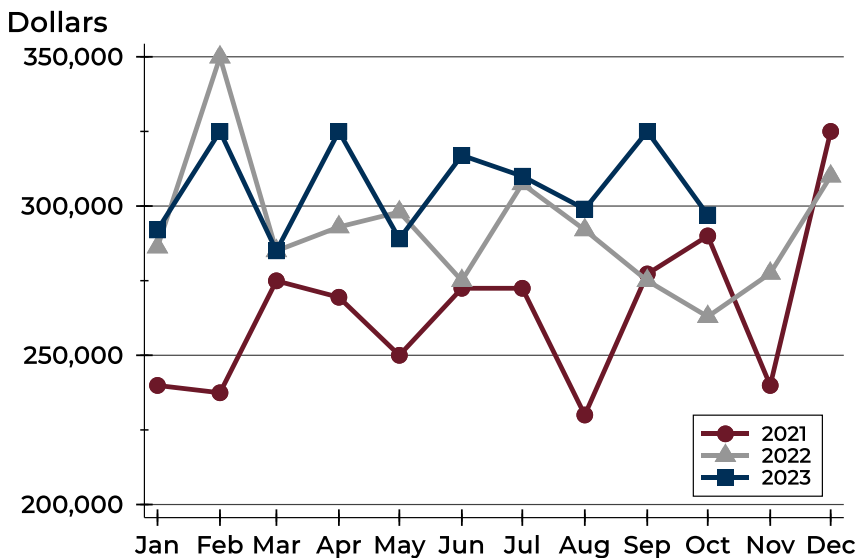
City of Lawrence New Listings Analysis

Average Price



Month	2021	2022	2023
January	271,450	309,069	355,771
February	300,975	370,146	350,309
March	314,158	302,005	327,690
April	293,463	337,476	345,785
May	296,834	322,036	303,520
June	288,542	306,220	339,209
July	299,860	350,165	359,477
August	272,188	330,760	318,810
September	308,336	321,108	368,679
October	307,168	297,609	337,211
November	273,545	336,777	
December	296,310	313,717	

Median Price



Month	2021	2022	2023
January	239,900	286,250	292,000
February	237,450	349,900	325,000
March	274,950	285,000	285,000
April	269,450	293,000	325,000
May	250,000	298,000	289,000
June	272,450	275,000	317,000
July	272,450	307,450	310,000
August	230,000	292,000	299,000
September	277,250	275,000	325,000
October	290,000	262,950	297,000
November	239,900	277,450	
December	325,000	310,000	



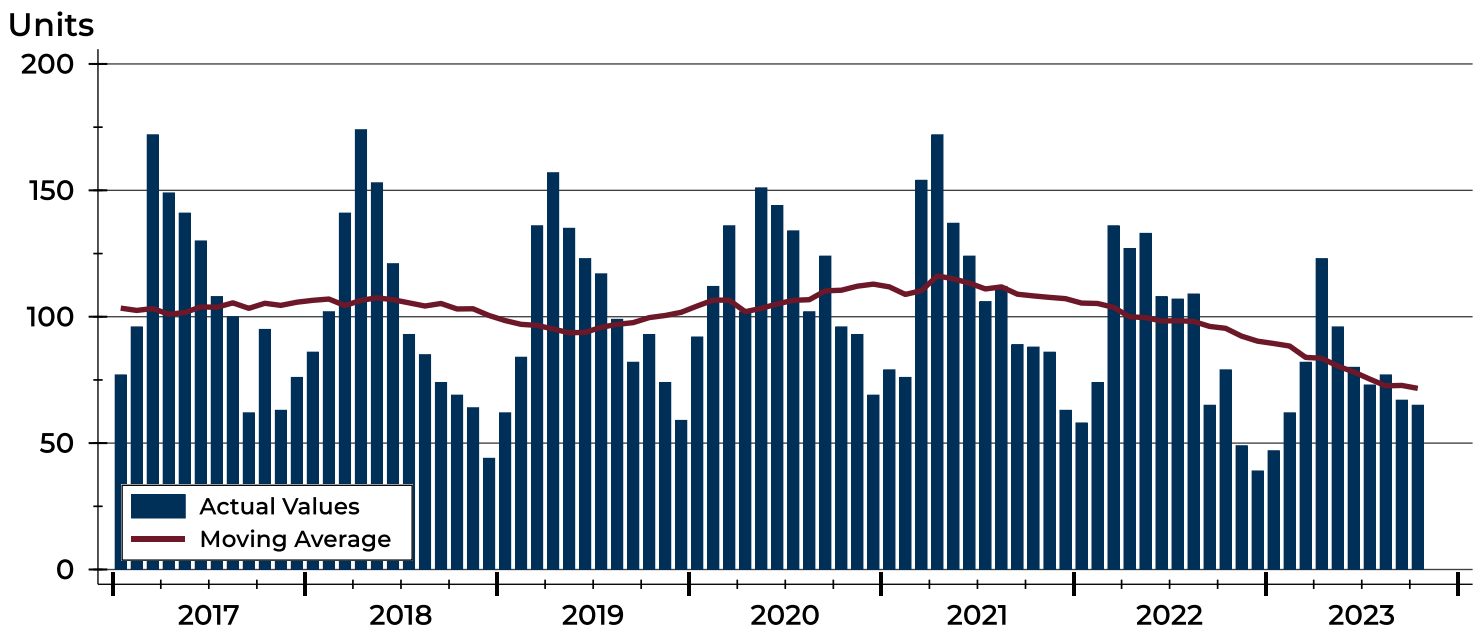
City of Lawrence Contracts Written Analysis

Summary Statistics for Contracts Written		2023	October 2022	Change	2023	Year-to-Date 2022	Change
Contracts Written		65	79	-17.7%	772	996	-22.5%
Volume (1,000s)		23,021	24,402	-5.7%	260,026	326,221	-20.3%
Average	Sale Price	354,166	308,888	14.7%	336,821	327,531	2.8%
	Days on Market	25	20	25.0%	19	14	35.7%
	Percent of Original	98.9%	98.0%	0.9%	99.9%	101.0%	-1.1%
Median	Sale Price	318,000	270,000	17.8%	300,000	287,000	4.5%
	Days on Market	11	6	83.3%	4	4	0.0%
	Percent of Original	100.0%	100.0%	0.0%	100.0%	100.0%	0.0%

A total of 65 contracts for sale were written in the City of Lawrence during the month of October, down from 79 in 2022. The median list price of these homes was \$318,000, up from \$270,000 the prior year.

Half of the homes that went under contract in October were on the market less than 11 days, compared to 6 days in October 2022.

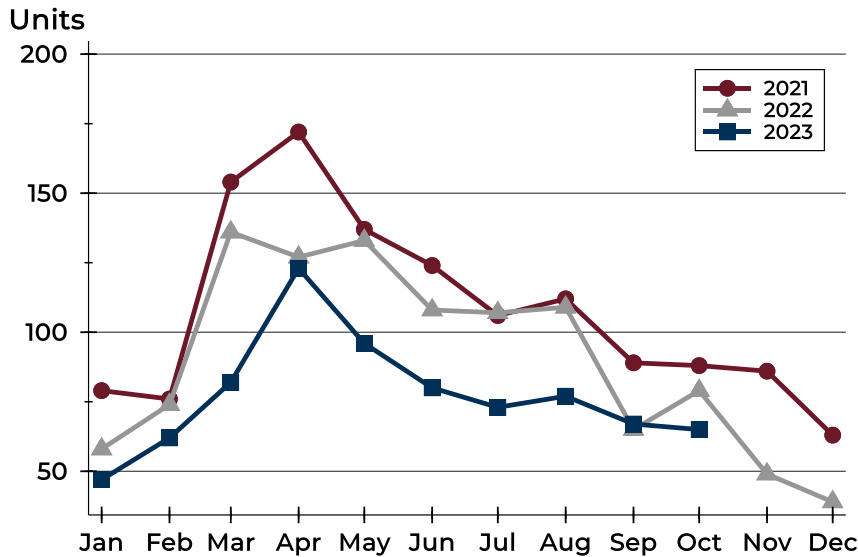
History of Contracts Written





City of Lawrence Contracts Written Analysis

Contracts Written by Month



Month	2021	2022	2023
January	79	58	47
February	76	74	62
March	154	136	82
April	172	127	123
May	137	133	96
June	124	108	80
July	106	107	73
August	112	109	77
September	89	65	67
October	88	79	65
November	86	49	
December	63	39	

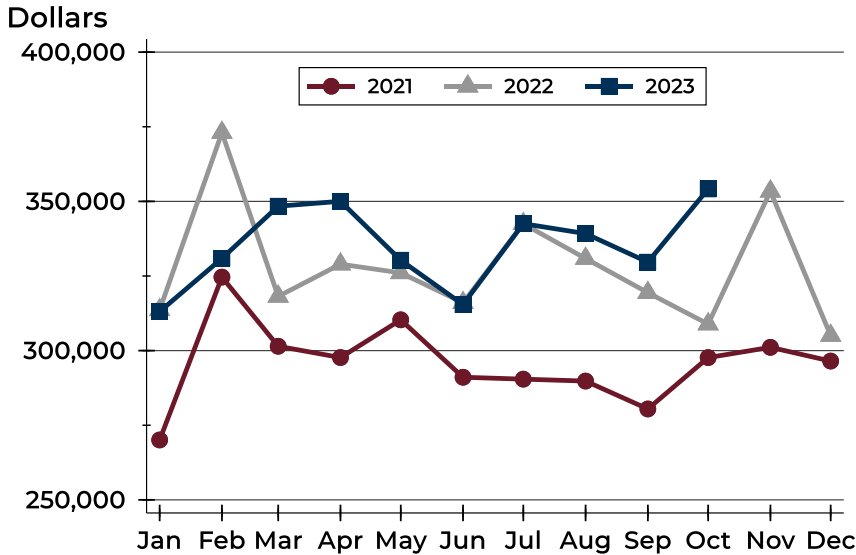
Contracts Written by Price Range

Price Range	Contracts Written		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$50,000	1	1.5%	30,000	30,000	0	0	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	3	4.6%	126,600	134,900	9	3	101.9%	100.0%
\$150,000-\$199,999	4	6.2%	187,950	188,450	13	11	98.7%	100.0%
\$200,000-\$249,999	13	20.0%	221,823	225,000	10	4	99.0%	100.0%
\$250,000-\$299,999	10	15.4%	275,120	275,000	17	13	99.6%	100.0%
\$300,000-\$349,999	11	16.9%	329,164	329,000	21	11	98.7%	100.0%
\$350,000-\$399,999	7	10.8%	369,943	369,000	69	44	96.9%	100.0%
\$400,000-\$449,999	6	9.2%	429,950	434,950	38	41	96.3%	95.9%
\$450,000-\$499,999	2	3.1%	483,700	483,700	37	37	99.0%	99.0%
\$500,000-\$599,999	3	4.6%	566,267	549,900	37	15	101.3%	101.8%
\$600,000-\$749,999	3	4.6%	638,000	649,000	21	26	100.0%	100.0%
\$750,000-\$999,999	1	1.5%	985,000	985,000	77	77	100.0%	100.0%
\$1,000,000 and up	1	1.5%	1,869,000	1,869,000	2	2	100.0%	100.0%



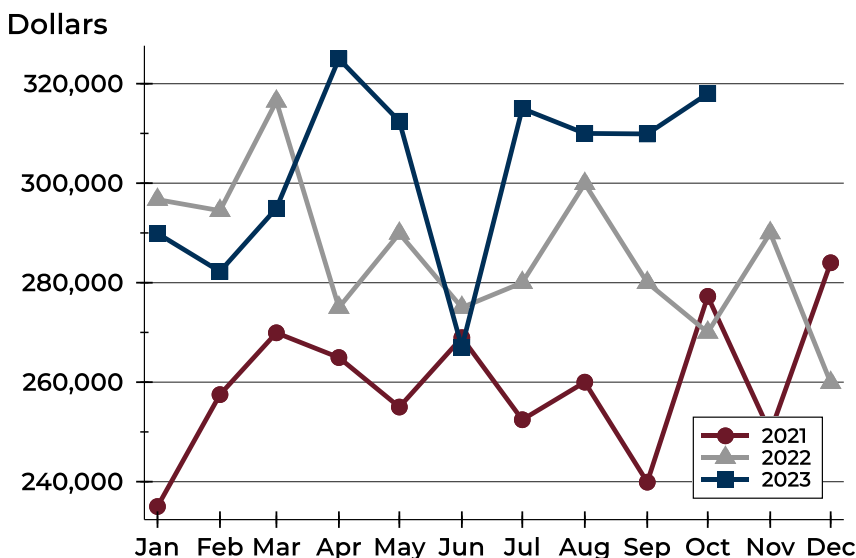
City of Lawrence Contracts Written Analysis

Average Price



Month	2021	2022	2023
January	270,075	313,674	313,083
February	324,637	373,052	330,911
March	301,464	318,167	348,394
April	297,692	328,966	350,024
May	310,322	326,059	330,296
June	291,092	316,044	315,423
July	290,450	342,488	342,527
August	289,806	330,861	339,212
September	280,458	319,416	329,643
October	297,672	308,888	354,166
November	301,109	353,371	
December	296,505	305,041	

Median Price

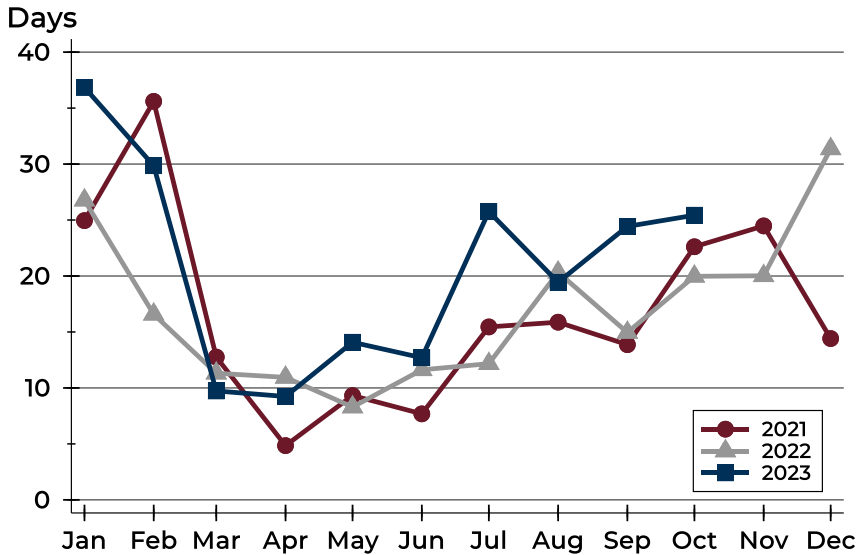


Month	2021	2022	2023
January	235,000	296,700	289,900
February	257,500	294,475	282,250
March	269,925	316,450	294,950
April	264,950	275,000	325,000
May	255,000	289,900	312,450
June	268,950	275,000	267,000
July	252,450	280,000	315,000
August	260,000	299,900	310,000
September	239,900	280,000	309,900
October	277,250	270,000	318,000
November	249,900	290,000	
December	284,000	259,900	



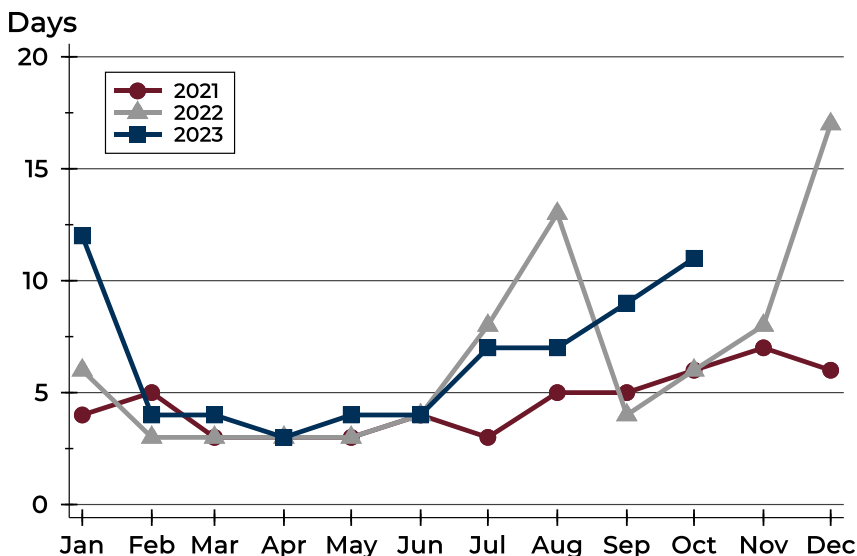
City of Lawrence Contracts Written Analysis

Average DOM



Month	2021	2022	2023
January	25	27	37
February	36	17	30
March	13	11	10
April	5	11	9
May	9	8	14
June	8	12	13
July	15	12	26
August	16	20	19
September	14	15	24
October	23	20	25
November	24	20	
December	14	31	

Median DOM



Month	2021	2022	2023
January	4	6	12
February	5	3	4
March	3	3	4
April	3	3	3
May	3	3	4
June	4	4	4
July	3	8	7
August	5	13	7
September	5	4	9
October	6	6	11
November	7	8	
December	6	17	



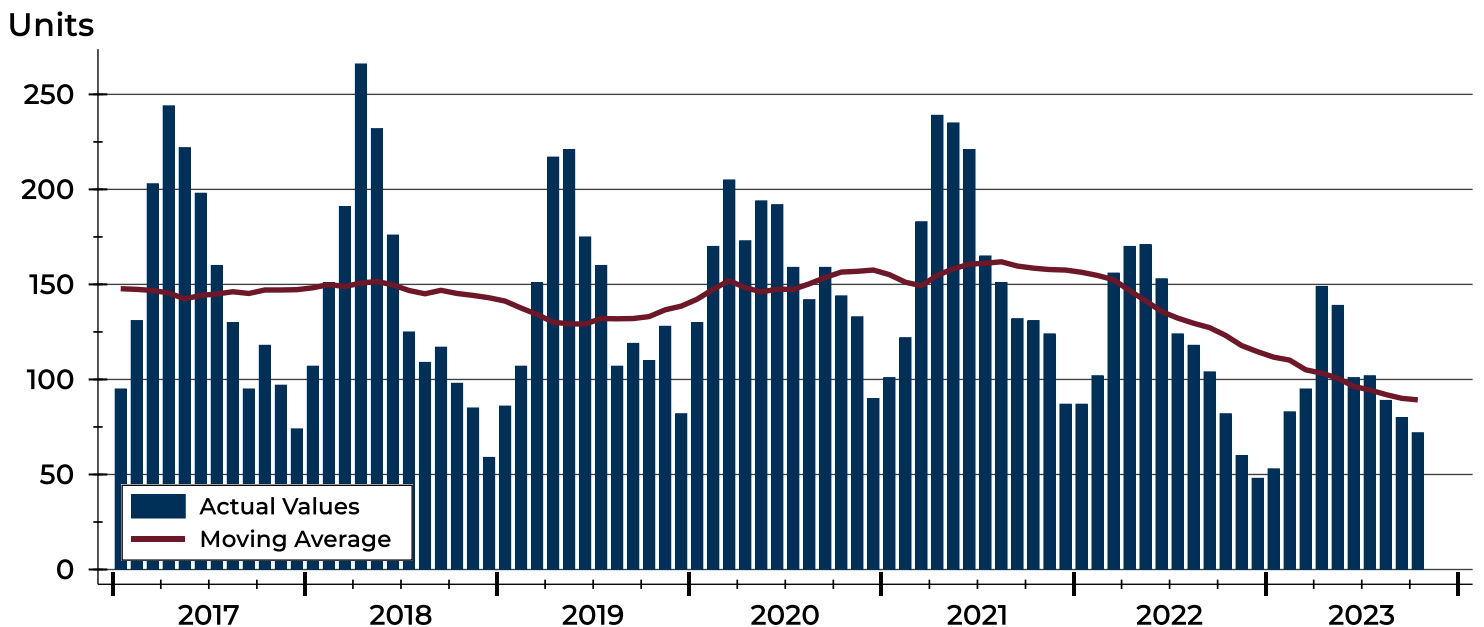
City of Lawrence Pending Contracts Analysis

Summary Statistics for Pending Contracts		End of October		
		2023	2022	Change
Pending Contracts		72	82	-12.2%
Volume (1,000s)		26,329	27,502	-4.3%
Average	List Price	365,678	335,385	9.0%
	Days on Market	24	22	9.1%
	Percent of Original	99.0%	98.4%	0.6%
Median	List Price	322,500	274,000	17.7%
	Days on Market	13	6	116.7%
	Percent of Original	100.0%	100.0%	0.0%

A total of 72 listings in the City of Lawrence had contracts pending at the end of October, down from 82 contracts pending at the end of October 2022.

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

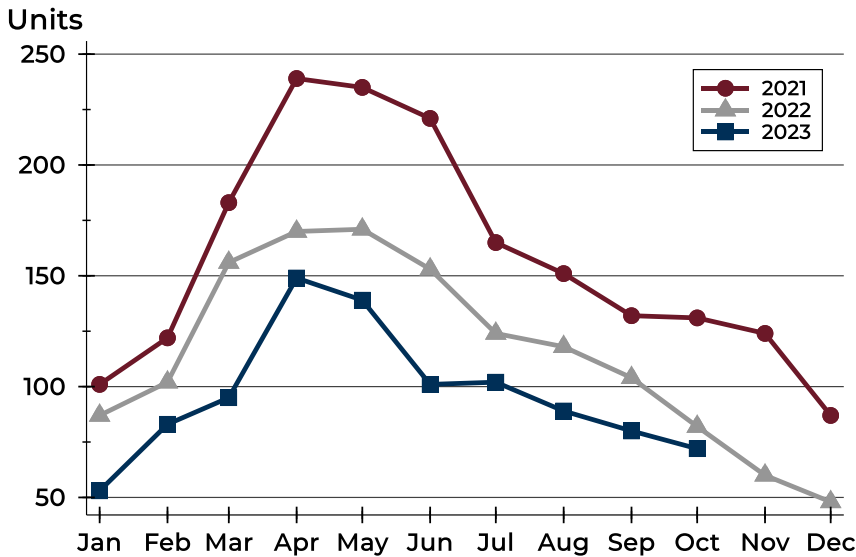
History of Pending Contracts





City of Lawrence Pending Contracts Analysis

Pending Contracts by Month



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

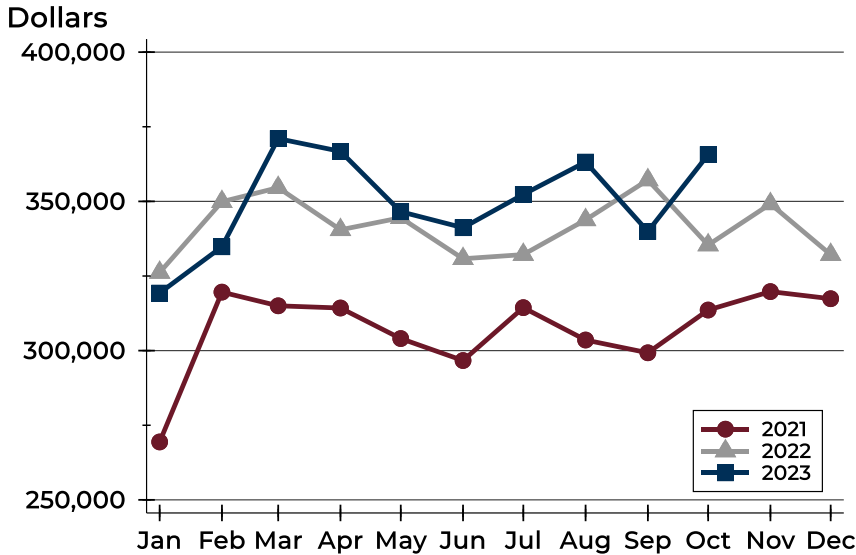
Pending Contracts by Price Range

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	5	6.9%	129,750	134,900	29	7	97.5%	100.0%
\$150,000-\$199,999	5	6.9%	179,940	175,000	26	22	99.0%	100.0%
\$200,000-\$249,999	13	18.1%	216,208	214,999	18	6	98.6%	100.0%
\$250,000-\$299,999	9	12.5%	281,078	279,950	17	12	99.8%	100.0%
\$300,000-\$349,999	11	15.3%	325,414	327,750	25	13	99.1%	100.0%
\$350,000-\$399,999	6	8.3%	368,283	362,450	27	15	98.4%	100.0%
\$400,000-\$449,999	6	8.3%	432,450	434,950	37	41	97.4%	97.2%
\$450,000-\$499,999	5	6.9%	491,070	489,900	26	29	99.6%	100.0%
\$500,000-\$599,999	7	9.7%	547,529	549,000	18	3	100.0%	100.0%
\$600,000-\$749,999	3	4.2%	638,000	649,000	21	26	100.0%	100.0%
\$750,000-\$999,999	1	1.4%	985,000	985,000	77	77	100.0%	100.0%
\$1,000,000 and up	1	1.4%	1,869,000	1,869,000	2	2	100.0%	100.0%



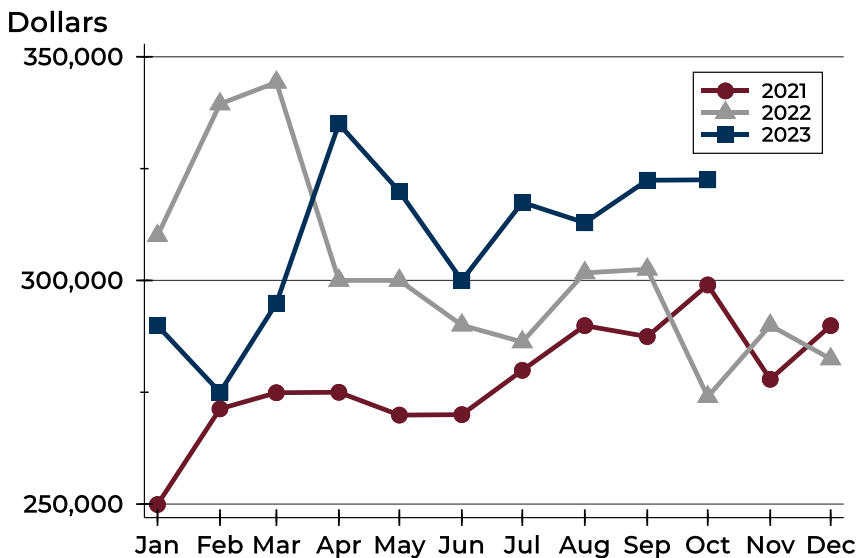
City of Lawrence Pending Contracts Analysis

Average Price



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

Median Price

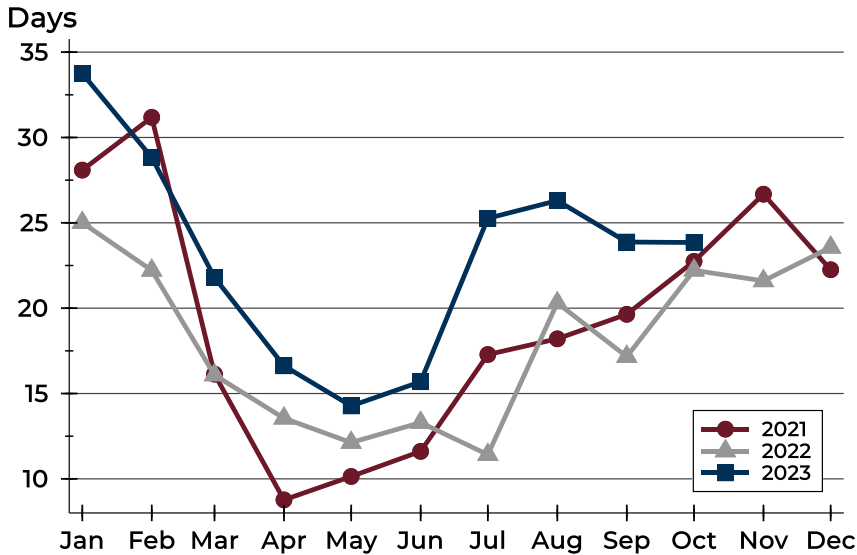


Month	2021	2022	2023
January	249,900	310,000	289,900
February	271,300	339,450	275,000
March	274,900	344,300	294,900
April	275,000	300,000	335,000
May	269,900	300,000	319,900
June	270,000	290,000	300,000
July	279,900	286,250	317,450
August	289,900	301,700	312,900
September	287,450	302,500	322,400
October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



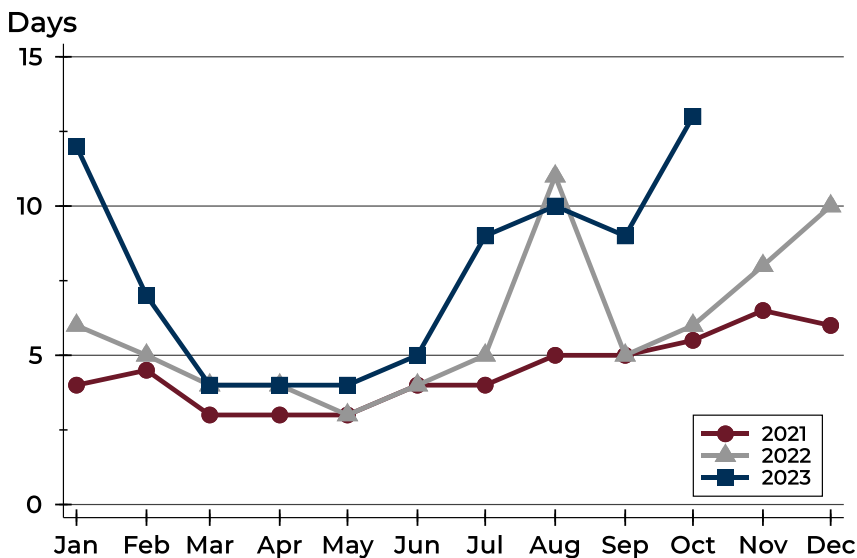
City of Lawrence Pending Contracts Analysis

Average DOM



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

Median DOM



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