



City of Lawrence Housing Report



Market Overview

City of Lawrence Home Sales Fell in September

Total home sales in the City of Lawrence fell last month to 63 units, compared to 68 units in September 2023. Total sales volume was \$20.0 million, down from a year earlier.

The median sale price in September was \$302,000, down from \$302,500 a year earlier. Homes that sold in September were typically on the market for 20 days and sold for 98.7% of their list prices.

City of Lawrence Active Listings Up at End of September

The total number of active listings in the City of Lawrence at the end of September was 180 units, up from 145 at the same point in 2023. This represents a 2.5 months' supply of homes available for sale. The median list price of homes on the market at the end of September was \$342,450.

During September, a total of 97 contracts were written up from 67 in September 2023. At the end of the month, there were 114 contracts still pending.

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Contact Information

Rob Hulse, Executive Vice-President
 Lawrence Board of REALTORS®
 3838 W. 6th Street (at Monterey)
 Lawrence, KS 66049
 785-842-1843
Rob@LawrenceRealtor.com
www.LawrenceRealtor.com



City of Lawrence Summary Statistics

September MLS Statistics Three-year History		Current Month			Year-to-Date		
		2024	2023	2022	2024	2023	2022
Home Sales Change from prior year		63 -7.4%	68 -17.1%	82 -20.4%	684 0.6%	680 -24.9%	905 -10.6%
Active Listings Change from prior year		180 24.1%	145 16.9%	124 0.8%	N/A	N/A	N/A
Months' Supply Change from prior year		2.5 31.6%	1.9 46.2%	1.3 18.2%	N/A	N/A	N/A
New Listings Change from prior year		120 9.1%	110 6.8%	103 -16.9%	1,003 11.3%	901 -19.1%	1,114 -10.2%
Contracts Written Change from prior year		97 44.8%	67 3.1%	65 -27.0%	739 4.4%	708 -22.9%	918 -12.5%
Pending Contracts Change from prior year		114 42.5%	80 -23.1%	104 -21.2%	N/A	N/A	N/A
Sales Volume (1,000s) Change from prior year		19,980 -16.5%	23,918 -4.2%	24,974 -11.1%	236,884 3.3%	229,311 -23.0%	297,640 -0.7%
Average	Sale Price Change from prior year	317,140 -9.8%	351,738 15.5%	304,560 11.7%	346,322 2.7%	337,223 2.5%	328,884 11.0%
	List Price of Actives Change from prior year	404,570 0.2%	403,598 12.4%	358,932 10.9%	N/A	N/A	N/A
	Days on Market Change from prior year	37 27.6%	29 52.6%	19 35.7%	23 27.8%	18 28.6%	14 -12.5%
	Percent of List Change from prior year	97.9% -1.7%	99.6% 1.8%	97.8% -1.7%	99.3% -1.5%	100.8% -1.2%	102.0% 0.2%
	Percent of Original Change from prior year	96.7% -2.0%	98.7% 2.8%	96.0% -1.7%	98.5% -1.8%	100.3% -1.1%	101.4% 0.2%
Median	Sale Price Change from prior year	302,000 -0.2%	302,500 4.0%	290,950 12.8%	315,000 4.2%	302,250 2.5%	295,000 12.1%
	List Price of Actives Change from prior year	342,450 -3.8%	355,900 6.3%	334,950 9.9%	N/A	N/A	N/A
	Days on Market Change from prior year	20 122.2%	9 -25.0%	12 140.0%	7 75.0%	4 0.0%	4 33.3%
	Percent of List Change from prior year	98.7% -1.3%	100.0% 1.4%	98.6% -1.4%	100.0% 0.0%	100.0% 0.0%	100.0% 0.0%
	Percent of Original Change from prior year	96.8% -2.3%	99.1% 2.6%	96.6% -3.4%	100.0% 0.0%	100.0% 0.0%	100.0% 0.0%

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



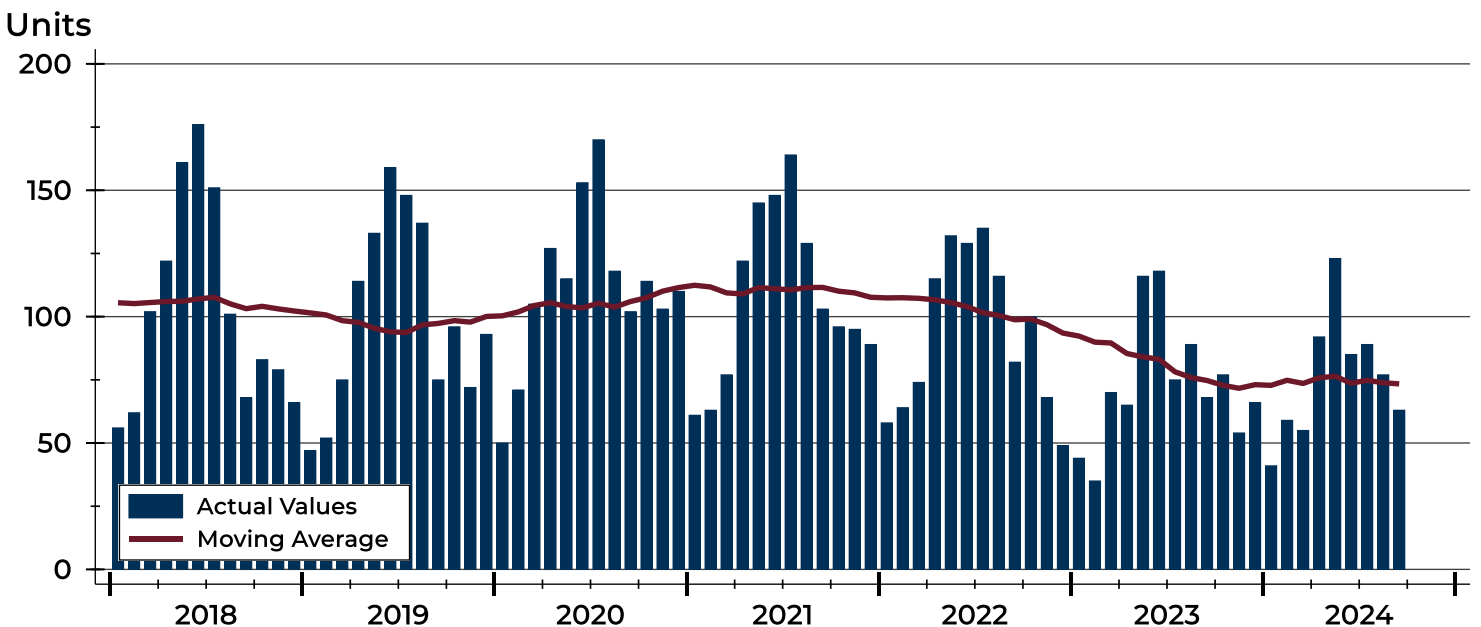
City of Lawrence Closed Listings Analysis

Summary Statistics for Closed Listings		2024	September 2023	Change	2024	Year-to-Date 2023	Change
Closed Listings		63	68	-7.4%	684	680	0.6%
Volume (1,000s)		19,980	23,918	-16.5%	236,884	229,311	3.3%
Months' Supply		2.5	1.9	31.6%	N/A	N/A	N/A
Average	Sale Price	317,140	351,738	-9.8%	346,322	337,223	2.7%
	Days on Market	37	29	27.6%	23	18	27.8%
	Percent of List	97.9%	99.6%	-1.7%	99.3%	100.8%	-1.5%
	Percent of Original	96.7%	98.7%	-2.0%	98.5%	100.3%	-1.8%
Median	Sale Price	302,000	302,500	-0.2%	315,000	302,250	4.2%
	Days on Market	20	9	122.2%	7	4	75.0%
	Percent of List	98.7%	100.0%	-1.3%	100.0%	100.0%	0.0%
	Percent of Original	96.8%	99.1%	-2.3%	100.0%	100.0%	0.0%

A total of 63 homes sold in the City of Lawrence in September, down from 68 units in September 2023. Total sales volume fell to \$20.0 million compared to \$23.9 million in the previous year.

The median sales price in September was \$302,000, down 0.2% compared to the prior year. Median days on market was 20 days, up from 16 days in August, and up from 9 in September 2023.

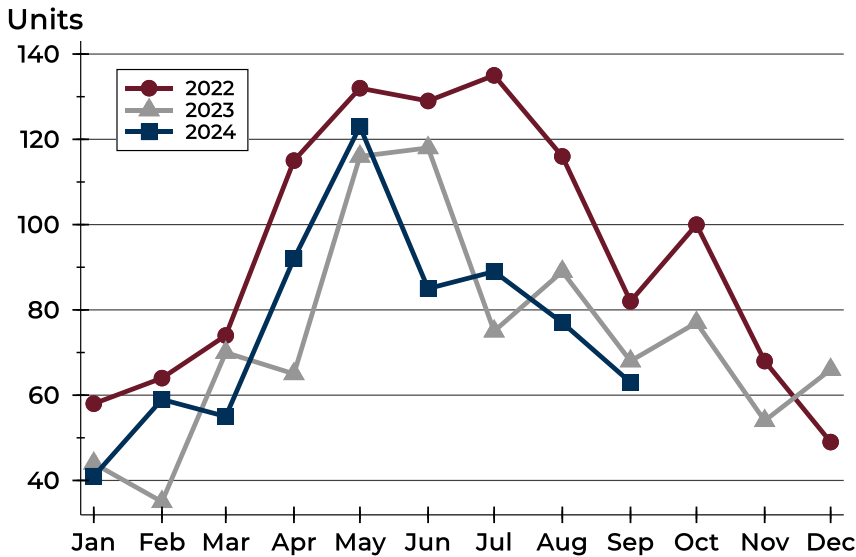
History of Closed Listings





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	123
June	129	118	85
July	135	75	89
August	116	89	77
September	82	68	63
October	100	77	
November	68	54	
December	49	66	

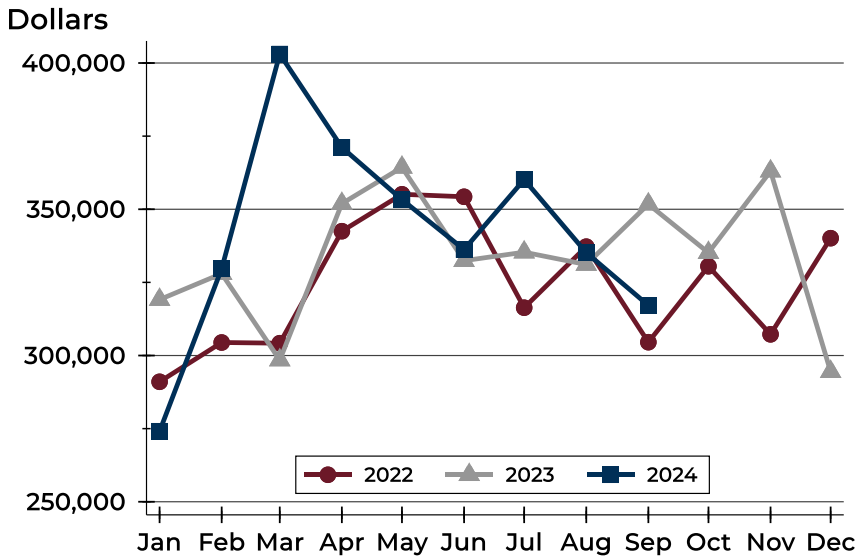
Closed Listings by Price Range

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	0	0.0%	4.0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$100,000-\$149,999	3	4.8%	6.4	141,333	148,000	26	10	97.9%	98.7%	97.9%	98.7%
\$150,000-\$199,999	9	14.3%	2.3	180,500	185,000	58	11	98.5%	100.0%	98.2%	100.0%
\$200,000-\$249,999	7	11.1%	1.7	229,986	235,000	22	5	95.8%	95.9%	95.8%	95.9%
\$250,000-\$299,999	10	15.9%	1.0	276,827	276,939	38	29	97.7%	97.5%	94.6%	96.2%
\$300,000-\$349,999	12	19.0%	1.9	321,304	320,000	39	15	98.8%	99.4%	97.1%	95.4%
\$350,000-\$399,999	7	11.1%	2.7	368,114	369,900	40	25	96.9%	98.2%	95.2%	95.9%
\$400,000-\$449,999	5	7.9%	2.6	424,000	430,000	29	39	98.9%	98.9%	97.8%	97.7%
\$450,000-\$499,999	5	7.9%	2.1	465,380	460,000	37	43	97.4%	97.9%	97.1%	97.9%
\$500,000-\$599,999	5	7.9%	2.8	534,760	539,900	17	15	99.4%	100.0%	98.1%	100.0%
\$600,000-\$749,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$750,000-\$999,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A



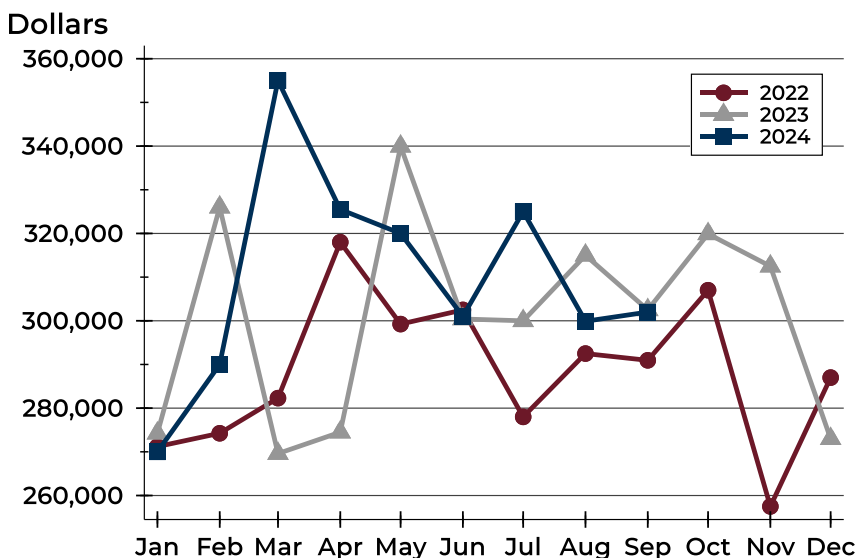
City of Lawrence Closed Listings Analysis

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	353,316
June	354,276	332,429	336,234
July	316,345	335,322	360,142
August	337,220	331,109	335,190
September	304,560	351,738	317,140
October	330,510	335,150	
November	307,240	363,014	
December	340,120	294,469	

Median Price

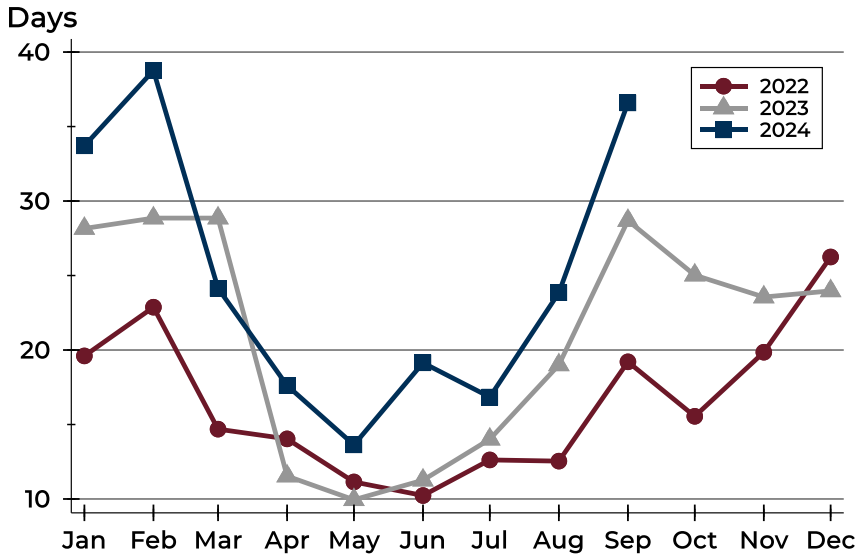


Month	2022	2023	2024
January	271,200	274,250	270,000
February	274,250	326,000	290,000
March	282,300	269,600	355,000
April	318,000	274,500	325,500
May	299,243	339,950	320,000
June	302,500	300,415	301,000
July	278,000	300,000	325,000
August	292,500	315,000	299,900
September	290,950	302,500	302,000
October	307,000	319,900	
November	257,500	312,500	
December	287,000	273,000	



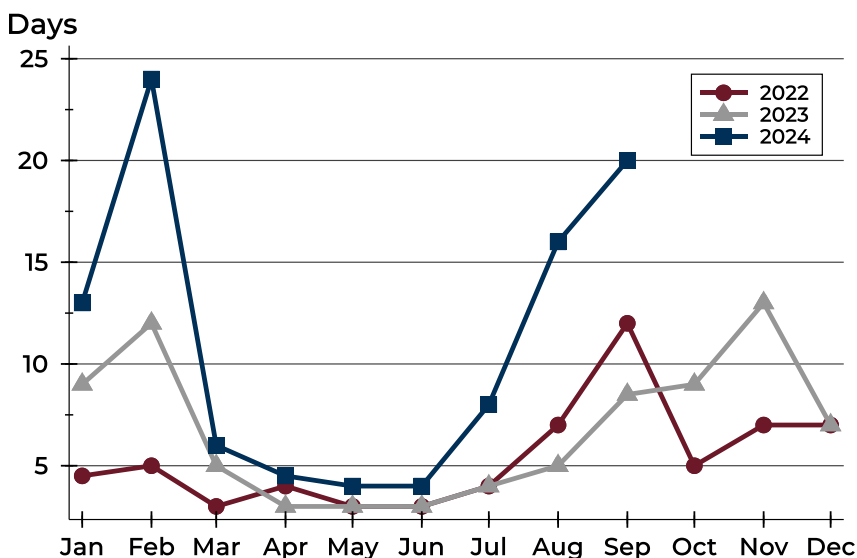
City of Lawrence Closed Listings Analysis

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	19
July	13	14	17
August	13	19	24
September	19	29	37
October	16	25	24
November	20	24	24
December	26	24	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	4
July	4	4	8
August	7	5	16
September	12	9	20
October	5	9	20
November	7	13	7
December	7	7	7



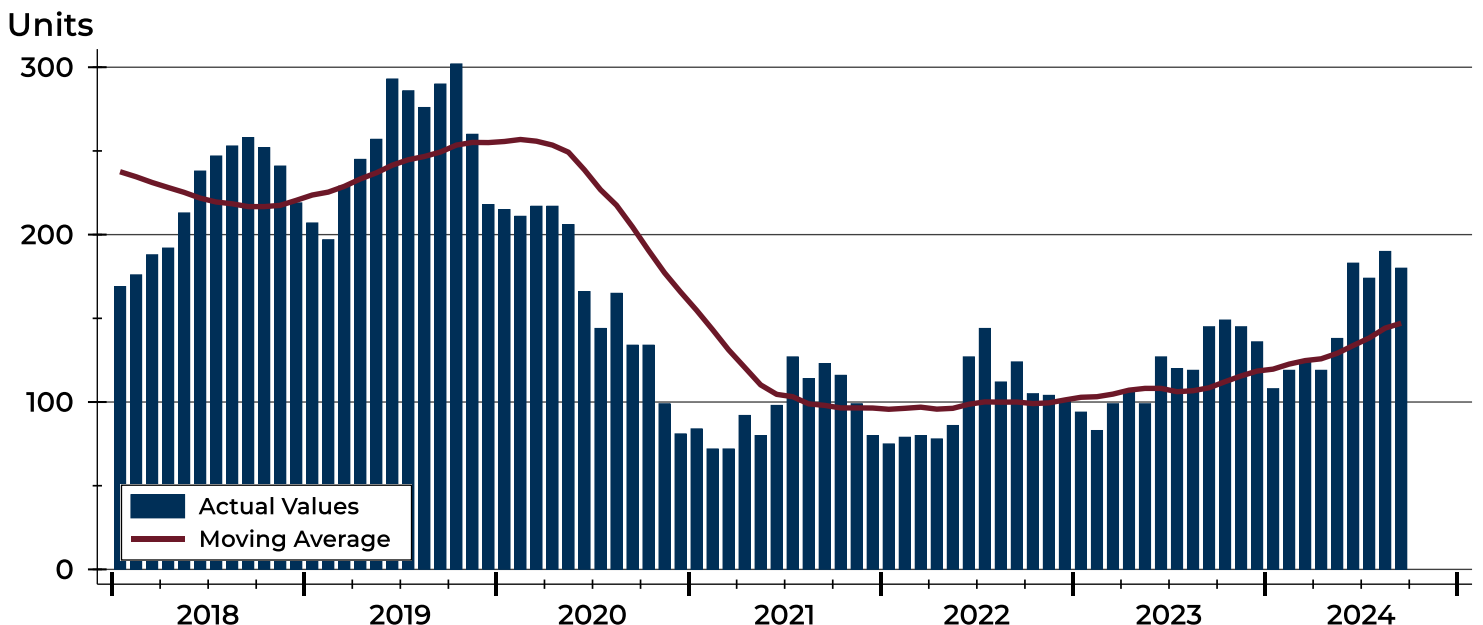
City of Lawrence Active Listings Analysis

Summary Statistics for Active Listings		End of September 2024	End of September 2023	Change
Active Listings		180	145	24.1%
Volume (1,000s)		72,823	58,522	24.4%
Months' Supply		2.5	1.9	31.6%
Average	List Price	404,570	403,598	0.2%
	Days on Market	58	56	3.6%
	Percent of Original	98.2%	97.8%	0.4%
Median	List Price	342,450	355,900	-3.8%
	Days on Market	41	31	32.3%
	Percent of Original	100.0%	100.0%	0.0%

A total of 180 homes were available for sale in the City of Lawrence at the end of September. This represents a 2.5 months' supply of active listings.

The median list price of homes on the market at the end of September was \$342,450, down 3.8% from 2023. The typical time on market for active listings was 41 days, up from 31 days a year earlier.

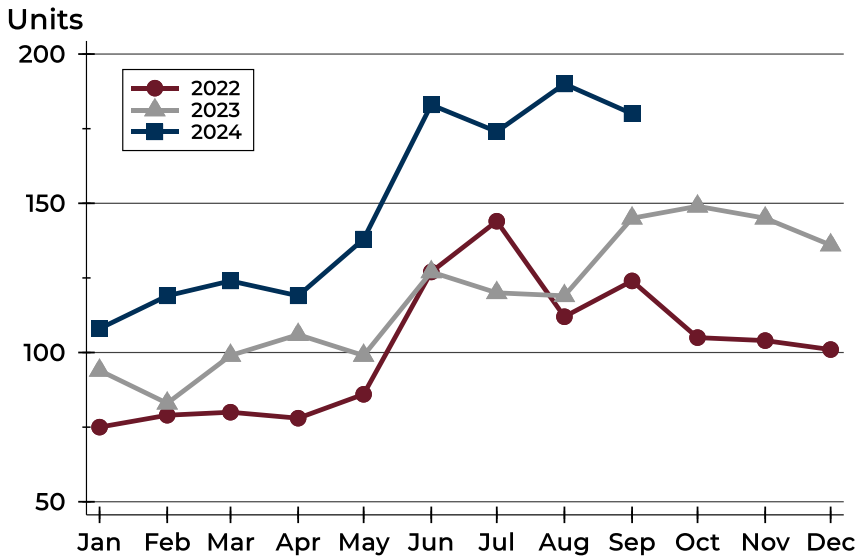
History of Active Listings





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	183
July	144	120	174
August	112	119	190
September	124	145	180
October	105	149	
November	104	145	
December	101	136	

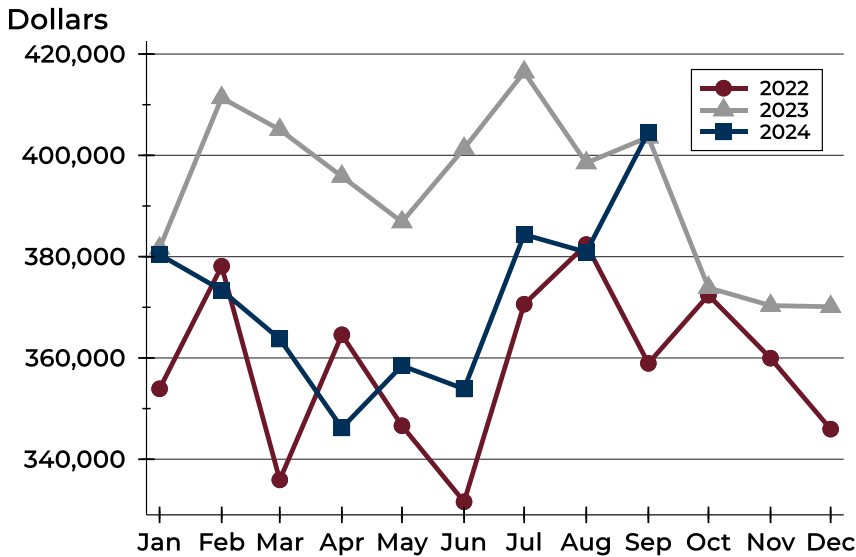
Active Listings by Price Range

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	5	2.8%	N/A	2,199	2,100	27	14	100.0%	100.0%
\$50,000-\$99,999	4	2.2%	4.0	84,905	86,725	60	46	92.8%	99.1%
\$100,000-\$149,999	16	8.9%	6.4	130,406	130,000	42	28	98.0%	100.0%
\$150,000-\$199,999	15	8.3%	2.3	164,947	159,900	70	48	98.5%	100.0%
\$200,000-\$249,999	18	10.0%	1.7	235,494	238,500	71	41	98.6%	100.0%
\$250,000-\$299,999	13	7.2%	1.0	284,262	289,900	33	15	97.1%	100.0%
\$300,000-\$349,999	23	12.8%	1.9	327,039	328,900	56	25	97.9%	100.0%
\$350,000-\$399,999	23	12.8%	2.7	375,709	378,000	43	25	99.2%	100.0%
\$400,000-\$449,999	12	6.7%	2.6	433,079	438,000	55	47	97.5%	98.3%
\$450,000-\$499,999	10	5.6%	2.1	480,500	478,450	73	49	98.2%	98.6%
\$500,000-\$599,999	14	7.8%	2.8	551,884	552,500	83	81	98.7%	100.0%
\$600,000-\$749,999	14	7.8%	N/A	680,943	699,900	63	44	98.6%	100.0%
\$750,000-\$999,999	6	3.3%	N/A	869,717	854,900	44	35	100.0%	100.0%
\$1,000,000 and up	7	3.9%	N/A	1,619,129	1,590,000	83	28	97.2%	100.0%



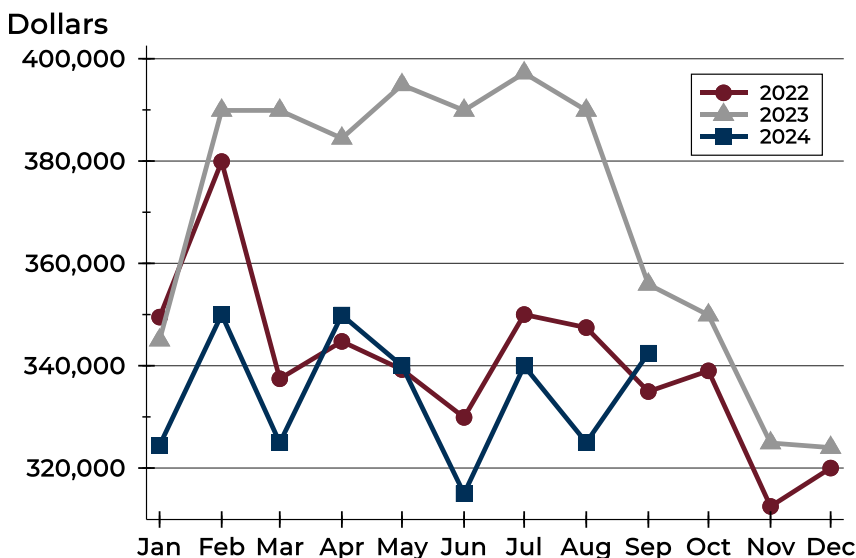
City of Lawrence Active Listings Analysis

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	353,875
July	370,614	416,435	384,366
August	382,390	398,505	380,883
September	358,932	403,598	404,570
October	372,396	373,865	
November	359,954	370,337	
December	345,946	370,118	

Median Price

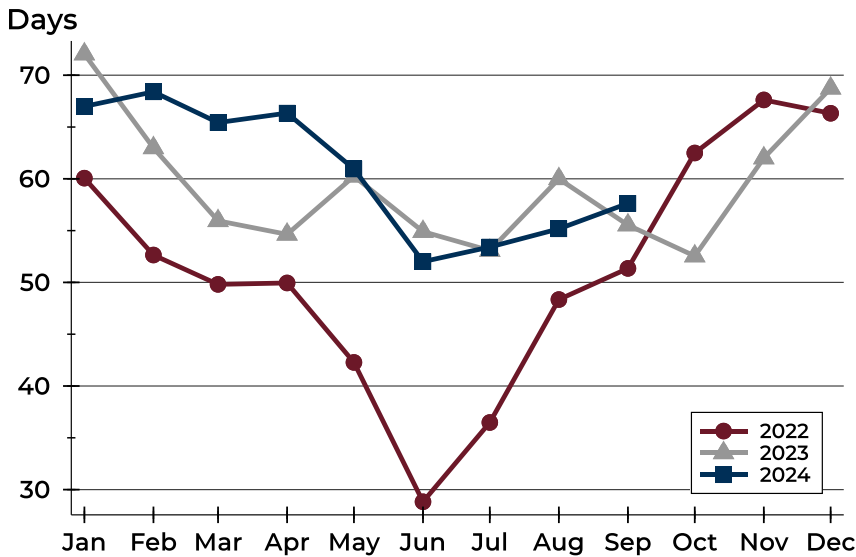


Month	2022	2023	2024
January	349,500	345,000	324,450
February	379,900	389,900	350,000
March	337,450	389,900	324,950
April	344,750	384,450	349,900
May	339,250	394,900	340,000
June	329,900	389,900	315,000
July	350,000	397,200	339,950
August	347,450	389,900	325,000
September	334,950	355,900	342,450
October	339,000	349,900	
November	312,500	324,900	
December	320,000	324,000	



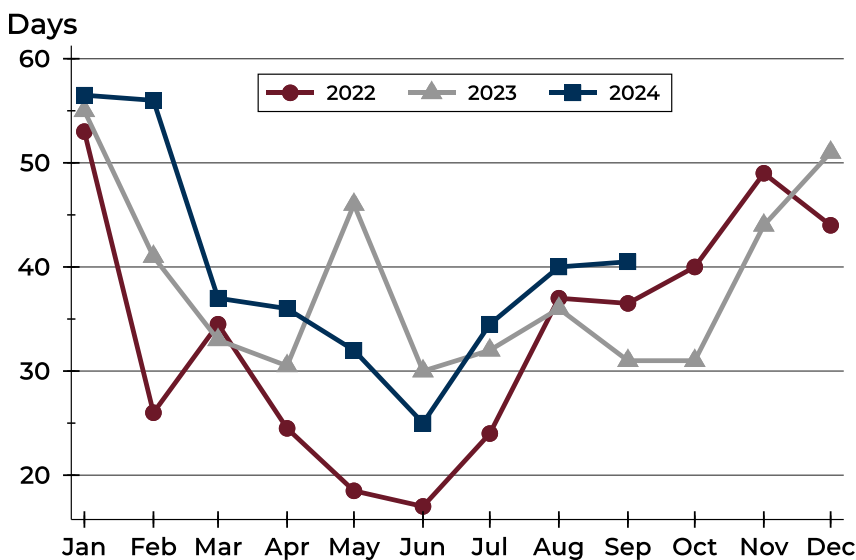
City of Lawrence Active Listings Analysis

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	52
July	36	53	53
August	48	60	55
September	51	56	58
October	62	53	
November	68	62	
December	66	69	

Median DOM

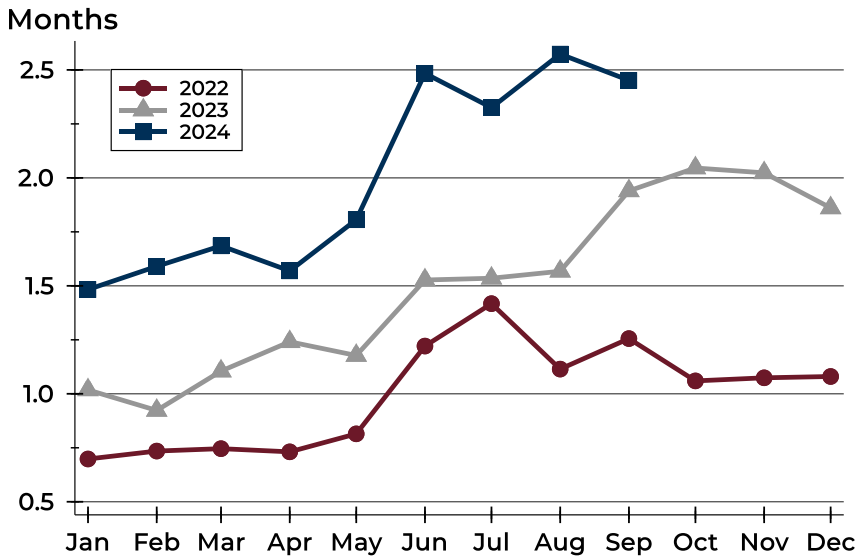


Month	2022	2023	2024
January	53	55	57
February	26	41	56
March	35	33	37
April	25	31	36
May	19	46	32
June	17	30	25
July	24	32	35
August	37	36	40
September	37	31	41
October	40	31	
November	49	44	
December	44	51	



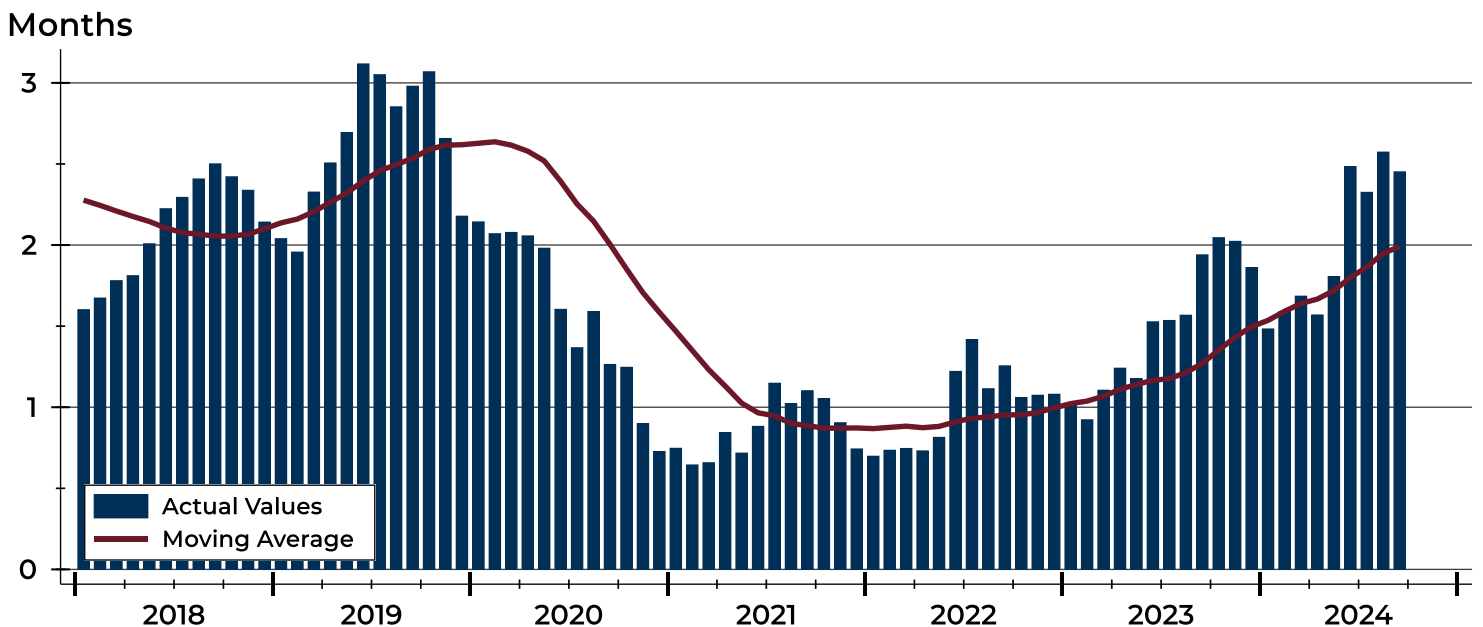
City of Lawrence Months' Supply Analysis

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	2.5
July	1.4	1.5	2.3
August	1.1	1.6	2.6
September	1.3	1.9	2.5
October	1.1	2.0	2.5
November	1.1	2.0	2.5
December	1.1	1.9	2.5

History of Month's Supply





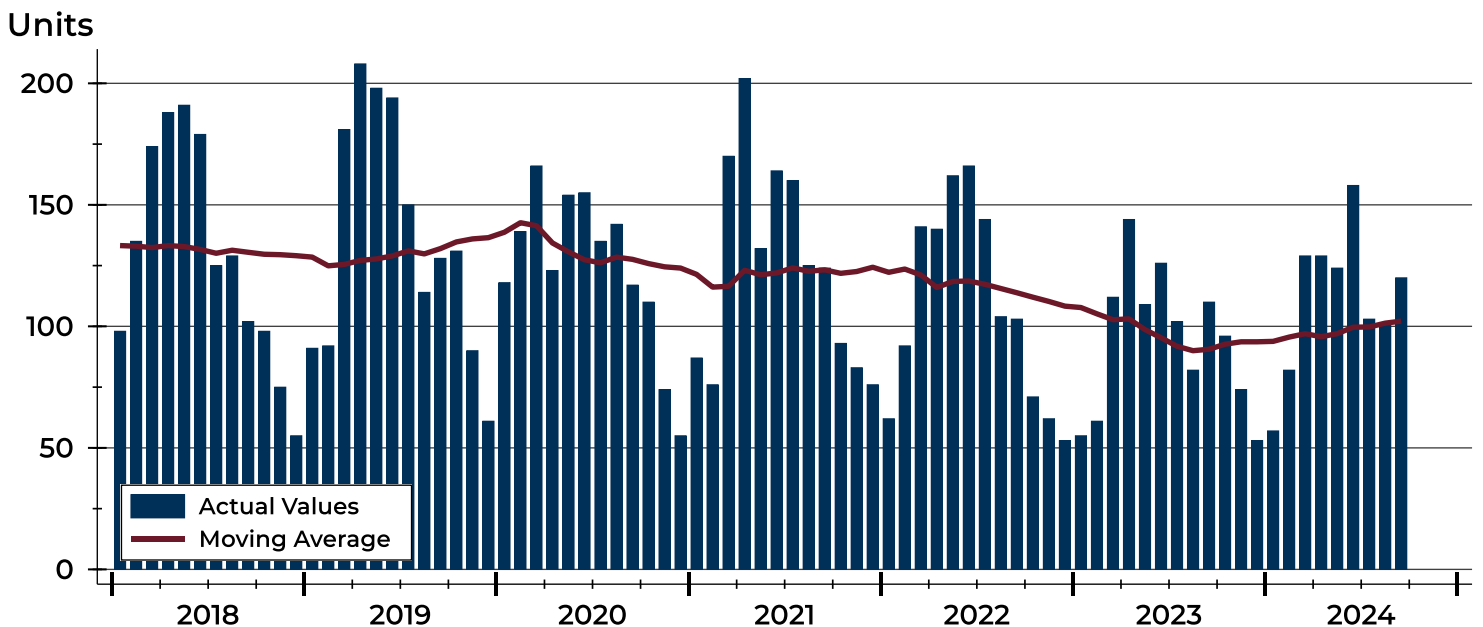
City of Lawrence New Listings Analysis

Summary Statistics for New Listings		2024	September 2023	Change
Current Month	New Listings	120	110	9.1%
	Volume (1,000s)	48,775	40,181	21.4%
	Average List Price	406,458	365,285	11.3%
	Median List Price	334,950	325,000	3.1%
Year-to-Date	New Listings	1,003	901	11.3%
	Volume (1,000s)	360,853	305,970	17.9%
	Average List Price	359,774	339,589	5.9%
	Median List Price	319,900	310,000	3.2%

A total of 120 new listings were added in the City of Lawrence during September, up 9.1% from the same month in 2023. Year-to-date the City of Lawrence has seen 1,003 new listings.

The median list price of these homes was \$334,950 up from \$325,000 in 2023.

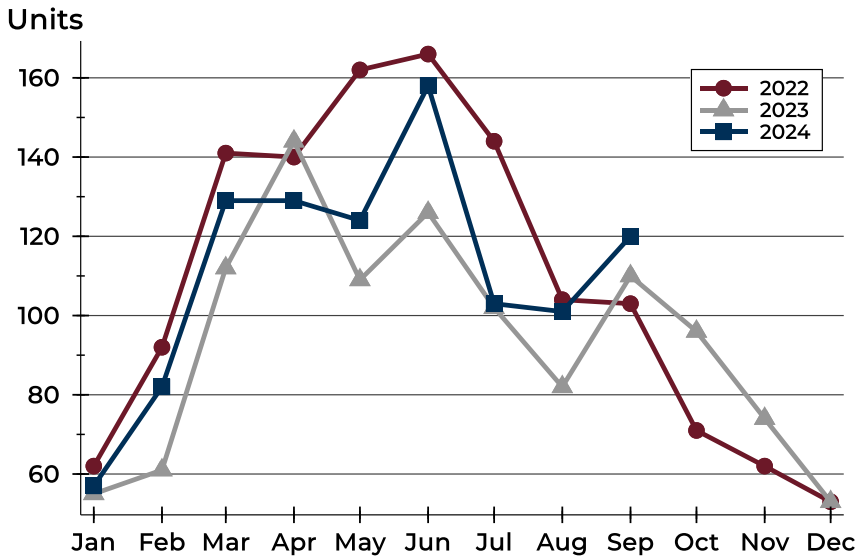
History of New Listings





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	129
May	162	109	124
June	166	126	158
July	144	102	103
August	104	82	101
September	103	110	120
October	71	96	
November	62	74	
December	53	53	

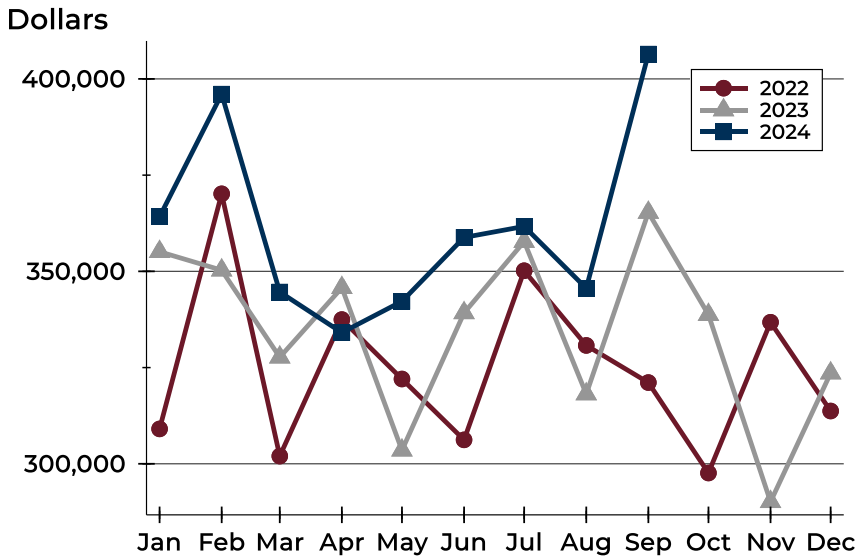
New Listings by Price Range

Price Range	New Listings		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$50,000	2	1.7%	1,850	1,850	14	14	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	5	4.2%	131,980	130,000	25	34	100.0%	100.0%
\$150,000-\$199,999	10	8.3%	172,960	172,450	9	9	99.2%	100.0%
\$200,000-\$249,999	17	14.2%	229,806	230,000	6	3	100.1%	100.0%
\$250,000-\$299,999	12	10.0%	282,613	288,825	10	8	100.0%	100.0%
\$300,000-\$349,999	20	16.7%	325,230	324,500	13	10	99.0%	100.0%
\$350,000-\$399,999	16	13.3%	373,781	369,450	20	25	100.0%	100.0%
\$400,000-\$449,999	7	5.8%	422,329	427,500	11	10	99.5%	100.0%
\$450,000-\$499,999	7	5.8%	472,086	464,900	12	10	99.1%	100.0%
\$500,000-\$599,999	6	5.0%	543,500	534,500	15	14	100.0%	100.0%
\$600,000-\$749,999	8	6.7%	671,338	699,450	9	9	100.0%	100.0%
\$750,000-\$999,999	5	4.2%	843,248	819,000	11	7	100.0%	100.0%
\$1,000,000 and up	5	4.2%	1,497,960	1,399,900	19	17	99.3%	100.0%



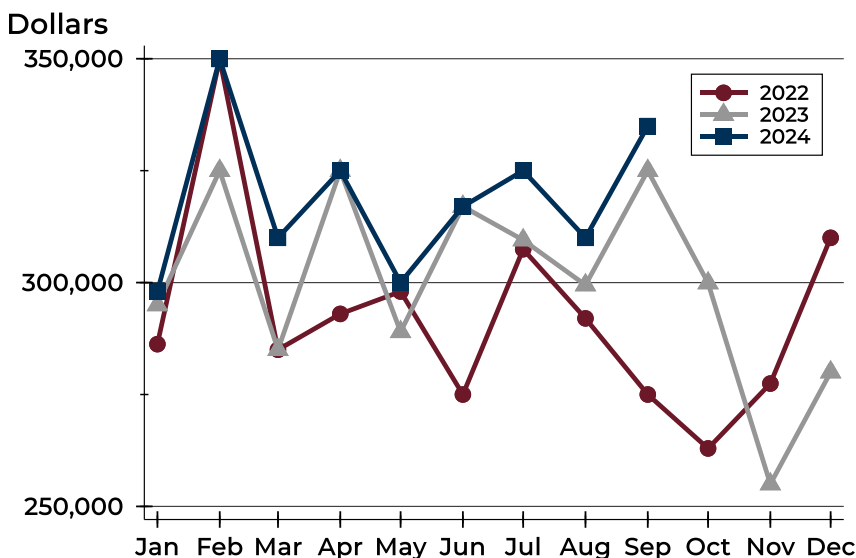
City of Lawrence New Listings Analysis

Average Price



Month	2022	2023	2024
January	309,069	355,103	364,190
February	370,146	350,309	396,055
March	302,005	327,690	344,638
April	337,476	345,750	334,092
May	322,036	303,520	342,214
June	306,220	339,209	358,815
July	350,165	357,738	361,686
August	330,760	318,123	345,602
September	321,108	365,285	406,458
October	297,609	338,748	-
November	336,777	290,134	-
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	325,000
May	298,000	289,000	300,000
June	275,000	317,000	317,000
July	307,450	309,500	325,000
August	292,000	299,450	310,000
September	275,000	325,000	334,950
October	262,950	299,900	-
November	277,450	255,000	-
December	310,000	280,000	-



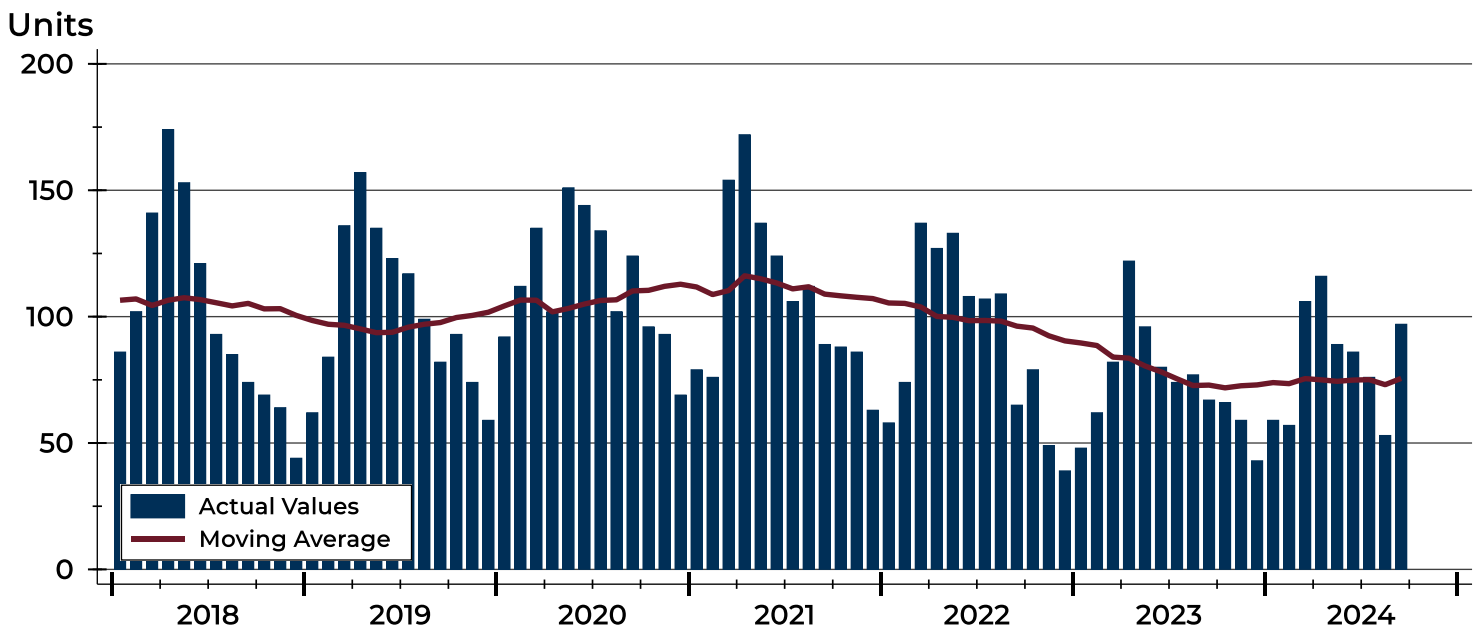
City of Lawrence Contracts Written Analysis

Summary Statistics for Contracts Written		September			Year-to-Date		
		2024	2023	Change	2024	2023	Change
Contracts Written		97	67	44.8%	739	708	4.4%
Volume (1,000s)		33,415	22,086	51.3%	261,720	237,184	10.3%
Average	Sale Price	344,482	329,643	4.5%	354,155	335,005	5.7%
	Days on Market	30	24	25.0%	23	18	27.8%
	Percent of Original	98.2%	96.9%	1.3%	98.7%	100.1%	-1.4%
Median	Sale Price	310,000	309,900	0.0%	315,000	300,000	5.0%
	Days on Market	11	9	22.2%	7	4	75.0%
	Percent of Original	100.0%	97.9%	2.1%	100.0%	100.0%	0.0%

A total of 97 contracts for sale were written in the City of Lawrence during the month of September, up from 67 in 2023. The median list price of these homes was \$310,000, up from \$309,900 the prior year.

Half of the homes that went under contract in September were on the market less than 11 days, compared to 9 days in September 2023.

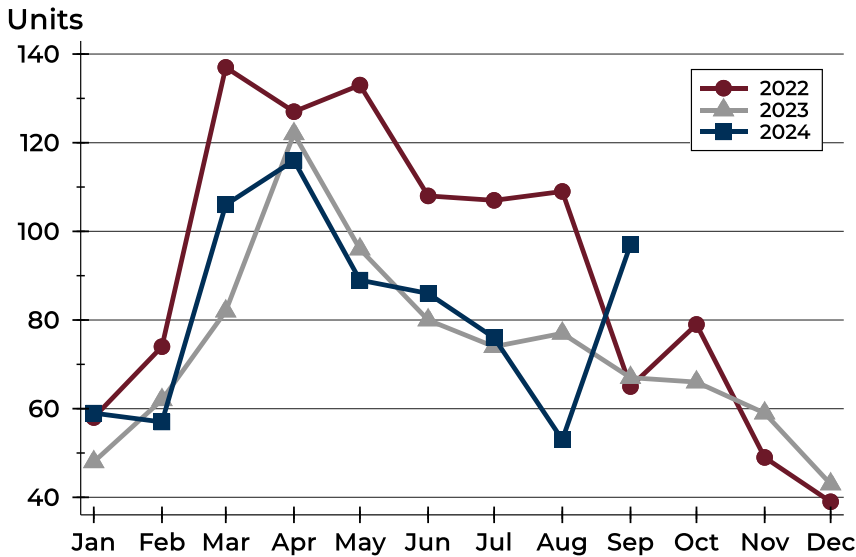
History of Contracts Written





City of Lawrence Contracts Written Analysis

Contracts Written by Month



Month	2022	2023	2024
January	58	48	59
February	74	62	57
March	137	82	106
April	127	122	116
May	133	96	89
June	108	80	86
July	107	74	76
August	109	77	53
September	65	67	97
October	79	66	
November	49	59	
December	39	43	

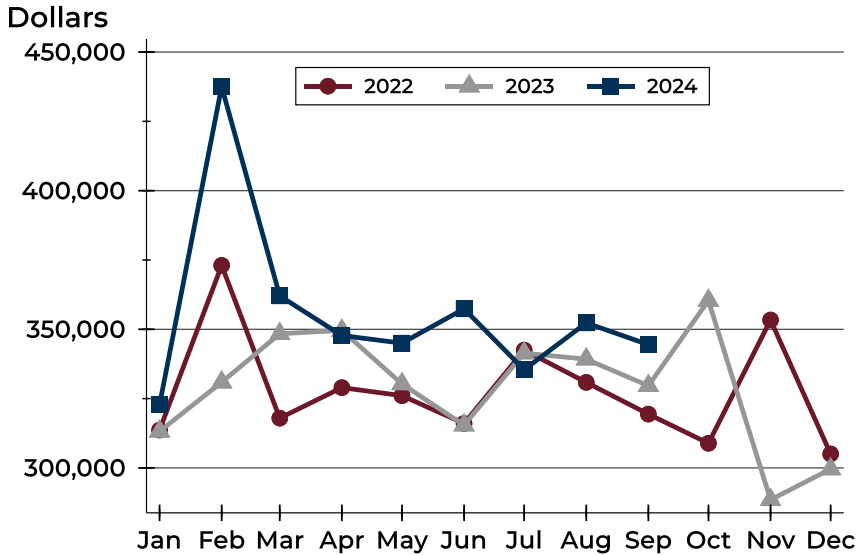
Contracts Written by Price Range

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	1	1.0%	99,900	99,900	19	19	97.1%	97.1%
\$100,000-\$149,999	1	1.0%	129,900	129,900	40	40	83.8%	83.8%
\$150,000-\$199,999	12	12.4%	181,383	185,000	46	18	99.7%	100.0%
\$200,000-\$249,999	17	17.5%	224,900	222,000	42	5	97.6%	100.0%
\$250,000-\$299,999	15	15.5%	281,717	284,900	26	26	97.2%	100.0%
\$300,000-\$349,999	16	16.5%	324,656	322,450	14	5	98.2%	100.0%
\$350,000-\$399,999	10	10.3%	377,360	384,450	26	23	98.3%	100.0%
\$400,000-\$449,999	7	7.2%	425,671	419,900	23	30	98.4%	100.0%
\$450,000-\$499,999	6	6.2%	465,800	459,950	40	27	98.8%	99.7%
\$500,000-\$599,999	7	7.2%	557,100	540,000	35	10	99.1%	100.0%
\$600,000-\$749,999	4	4.1%	689,250	704,000	18	5	100.0%	100.0%
\$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	1.0%	1,560,000	1,560,000	13	13	100.0%	100.0%



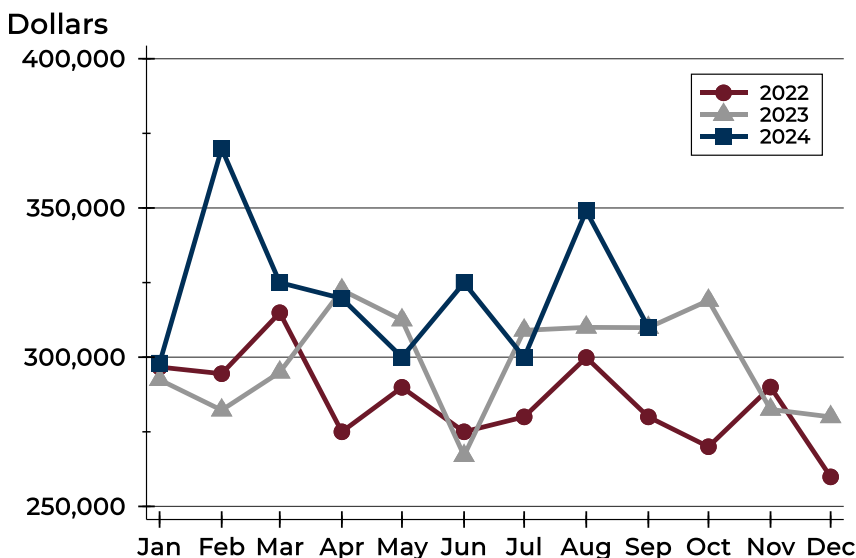
City of Lawrence Contracts Written Analysis

Average Price



Month	2022	2023	2024
January	313,674	313,207	322,803
February	373,052	330,911	437,530
March	317,961	348,394	362,046
April	328,966	349,615	347,752
May	326,059	330,296	345,003
June	316,044	315,423	357,392
July	342,488	341,411	335,414
August	330,861	339,212	352,312
September	319,416	329,643	344,482
October	308,888	360,391	
November	353,371	288,514	
December	305,041	299,601	

Median Price

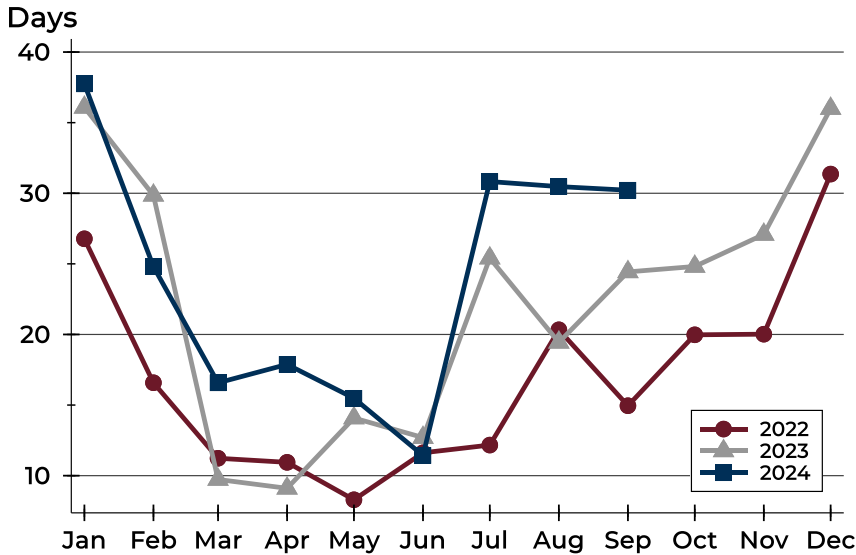


Month	2022	2023	2024
January	296,700	292,450	298,000
February	294,475	282,250	369,900
March	314,900	294,950	325,000
April	275,000	322,500	319,700
May	289,900	312,450	300,000
June	275,000	267,000	324,950
July	280,000	309,000	299,900
August	299,900	310,000	349,000
September	280,000	309,900	310,000
October	270,000	319,000	
November	290,000	282,500	
December	259,900	280,000	



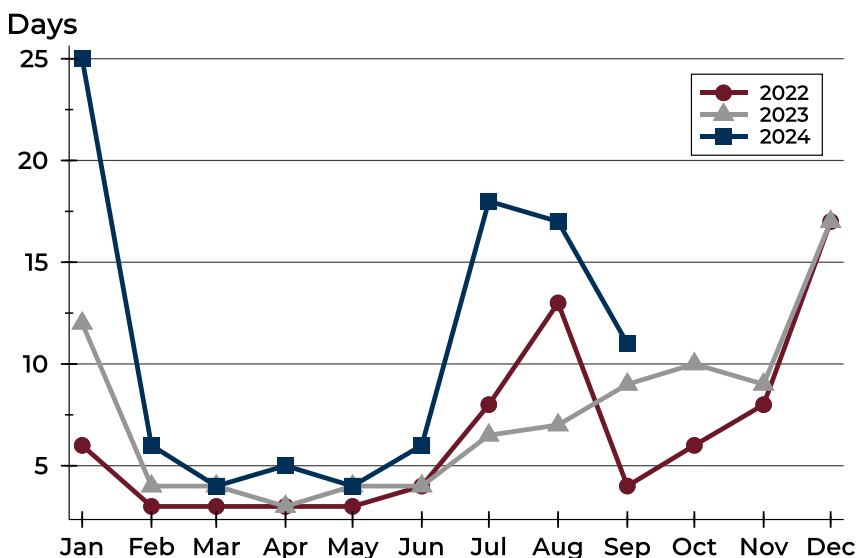
City of Lawrence Contracts Written Analysis

Average DOM



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

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	6
July	8	7	18
August	13	7	17
September	4	9	11
October	6	10	
November	8	9	
December	17	17	



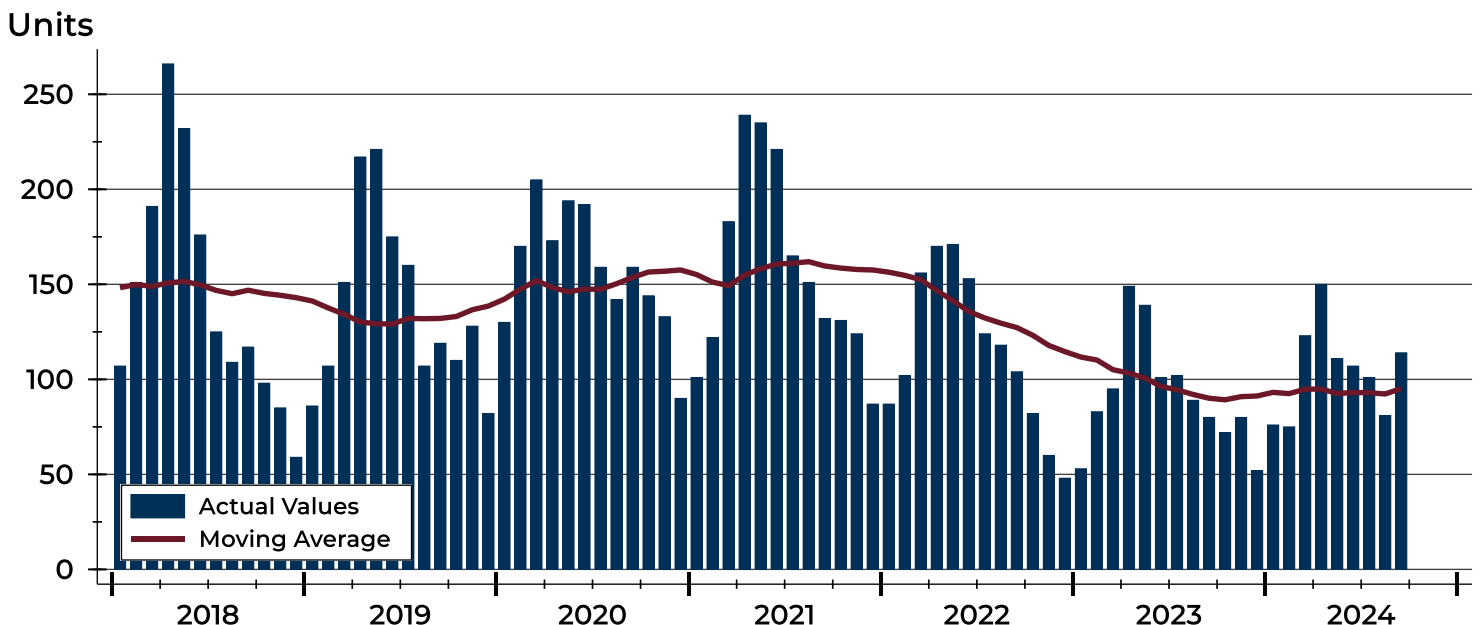
City of Lawrence Pending Contracts Analysis

Summary Statistics for Pending Contracts		End of September		
		2024	2023	Change
Pending Contracts		114	80	42.5%
Volume (1,000s)		40,037	27,194	47.2%
Average	List Price	351,206	339,931	3.3%
	Days on Market	29	24	20.8%
	Percent of Original	98.7%	98.2%	0.5%
Median	List Price	319,450	322,400	-0.9%
	Days on Market	10	9	11.1%
	Percent of Original	100.0%	100.0%	0.0%

A total of 114 listings in the City of Lawrence had contracts pending at the end of September, up from 80 contracts pending at the end of September 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.

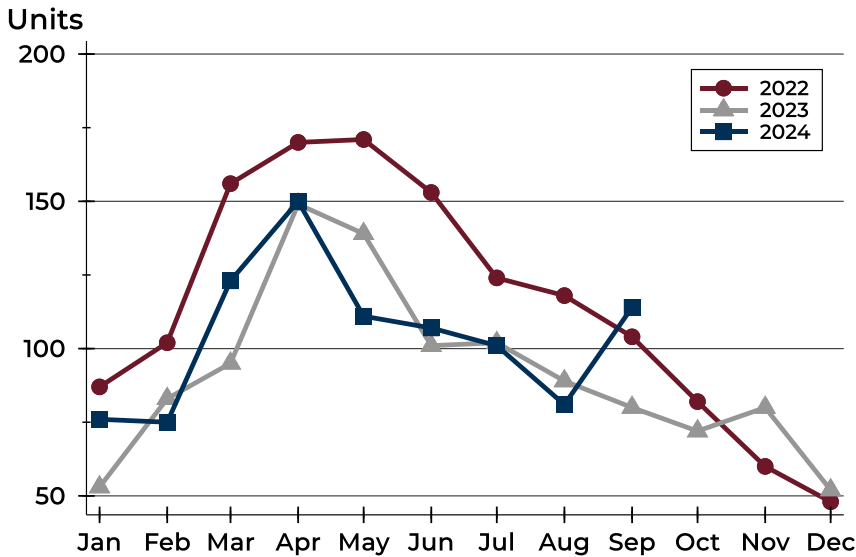
History of Pending Contracts





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	107
July	124	102	101
August	118	89	81
September	104	80	114
October	82	72	
November	60	80	
December	48	52	

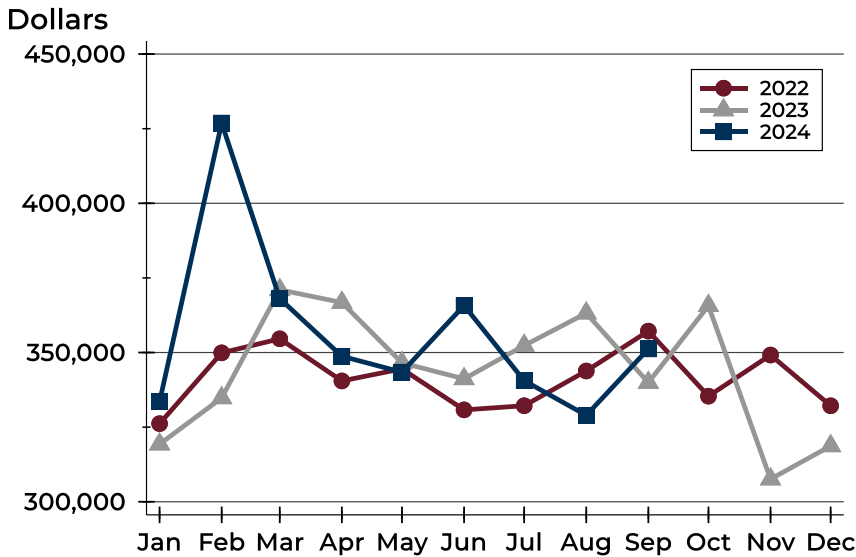
Pending Contracts by Price Range

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	1	0.9%	99,900	99,900	19	19	100.0%	100.0%
\$100,000-\$149,999	3	2.6%	129,617	129,900	50	40	90.4%	87.3%
\$150,000-\$199,999	13	11.4%	180,877	184,900	51	28	99.2%	100.0%
\$200,000-\$249,999	16	14.0%	222,713	222,000	44	6	97.8%	100.0%
\$250,000-\$299,999	17	14.9%	283,321	287,750	20	10	98.7%	100.0%
\$300,000-\$349,999	17	14.9%	324,006	320,000	16	9	99.3%	100.0%
\$350,000-\$399,999	13	11.4%	375,354	376,900	16	8	99.0%	100.0%
\$400,000-\$449,999	9	7.9%	426,056	419,900	25	30	98.5%	100.0%
\$450,000-\$499,999	9	7.9%	467,967	460,000	36	2	99.2%	100.0%
\$500,000-\$599,999	10	8.8%	545,870	525,000	25	5	99.5%	100.0%
\$600,000-\$749,999	5	4.4%	672,980	699,000	14	2	100.0%	100.0%
\$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	0.9%	1,560,000	1,560,000	13	13	100.0%	100.0%



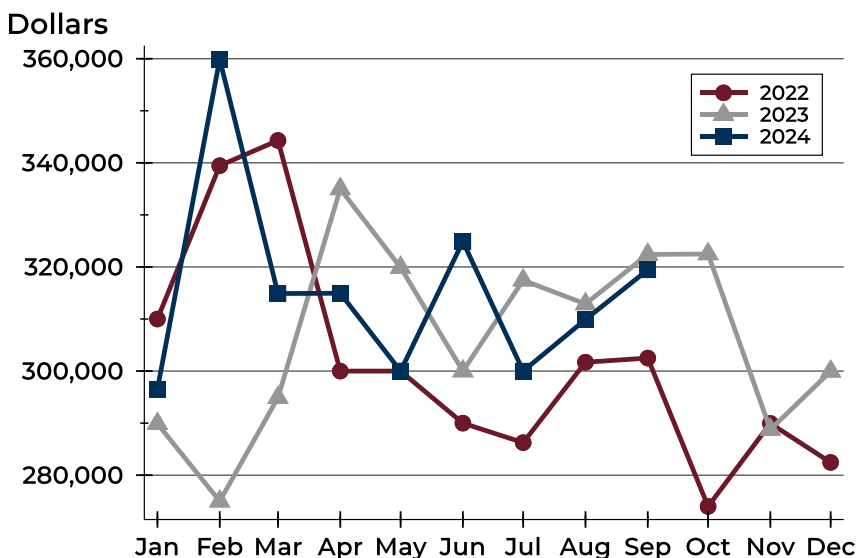
City of Lawrence Pending Contracts Analysis

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	365,760
July	332,179	352,339	340,577
August	343,818	363,178	328,967
September	357,180	339,931	351,206
October	335,385	365,678	
November	349,171	307,588	
December	332,166	318,710	

Median Price

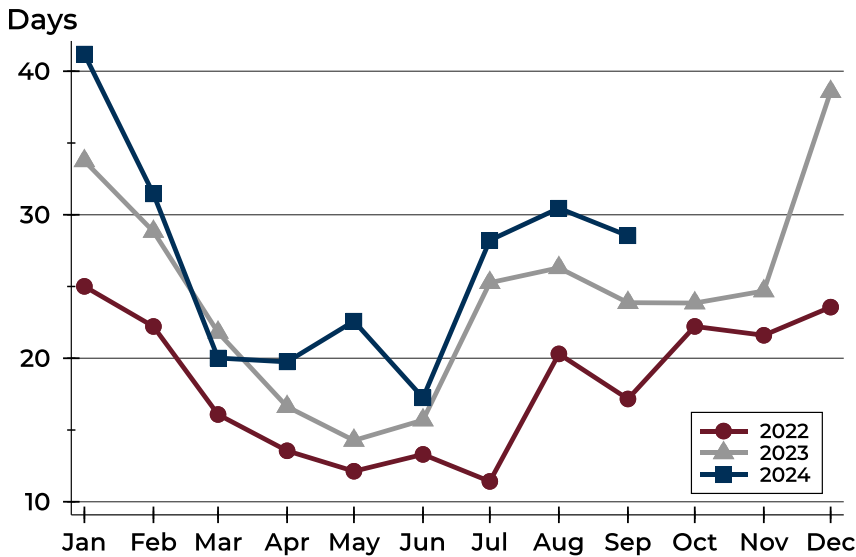


Month	2022	2023	2024
January	310,000	289,900	296,500
February	339,450	275,000	359,900
March	344,300	294,900	314,900
April	300,000	335,000	314,950
May	300,000	319,900	300,000
June	290,000	300,000	324,900
July	286,250	317,450	300,000
August	301,700	312,900	309,900
September	302,500	322,400	319,450
October	274,000	322,500	
November	289,950	288,775	
December	282,450	299,950	



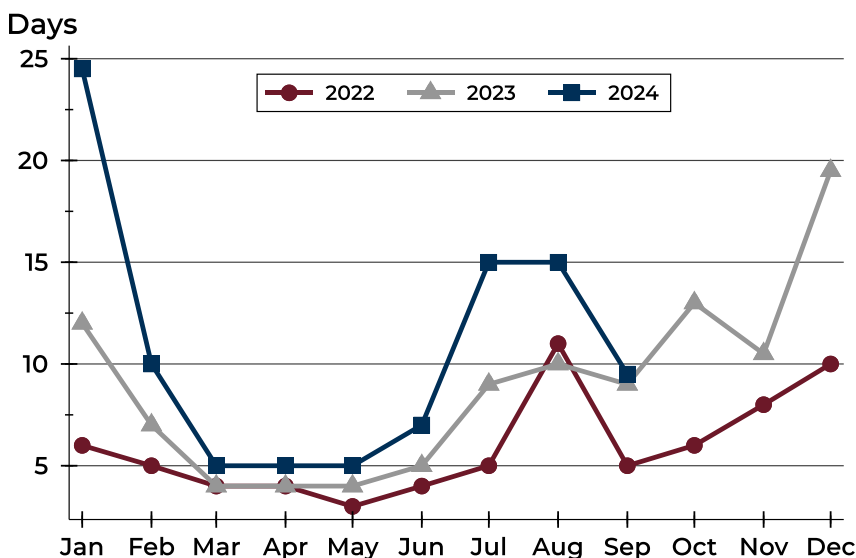
City of Lawrence Pending Contracts Analysis

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	17
July	11	25	28
August	20	26	30
September	17	24	29
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	7
July	5	9	15
August	11	10	15
September	5	9	10
October	6	13	
November	8	11	
December	10	20	