



# City of Lawrence Housing Report



## Market Overview

### City of Lawrence Home Sales Fell in January

Total home sales in the City of Lawrence fell last month to 43 units, compared to 58 units in January 2022. Total sales volume was \$13.9 million, down from a year earlier.

The median sale price in January was \$276,000, up from \$271,200 a year earlier. Homes that sold in January were typically on the market for 10 days and sold for 100.0% of their list prices.

### City of Lawrence Active Listings Up at End of January

The total number of active listings in the City of Lawrence at the end of January was 95 units, up from 75 at the same point in 2022. This represents a 1.0 months' supply of homes available for sale. The median list price of homes on the market at the end of January was \$345,000.

During January, a total of 45 contracts were written down from 58 in January 2022. At the end of the month, there were 53 contracts still pending.

## Report Contents

- Summary Statistics – Page 2
- Closed Listing Analysis – Page 3
- Active Listings Analysis – Page 7
- Months' Supply Analysis – Page 11
- New Listings Analysis – Page 12
- Contracts Written Analysis – Page 15
- Pending Contracts Analysis – Page 19

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## City of Lawrence Summary Statistics

January MLS Statistics Three-year History		Current Month			Year-to-Date		
		2023	2022	2021	2023	2022	2021
<b>Home Sales</b>		<b>43</b>	<b>58</b>	<b>61</b>	<b>43</b>	<b>58</b>	<b>61</b>
Change from prior year		-25.9%	-4.9%	22.0%	-25.9%	-4.9%	22.0%
<b>Active Listings</b>		<b>95</b>	<b>75</b>	<b>84</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
Change from prior year		26.7%	-10.7%	-60.9%			
<b>Months' Supply</b>		<b>1.0</b>	<b>0.7</b>	<b>0.7</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
Change from prior year		42.9%	0.0%	-66.7%			
<b>New Listings</b>		<b>51</b>	<b>62</b>	<b>87</b>	<b>51</b>	<b>62</b>	<b>87</b>
Change from prior year		-17.7%	-28.7%	-26.3%	-17.7%	-28.7%	-26.3%
<b>Contracts Written</b>		<b>45</b>	<b>58</b>	<b>79</b>	<b>45</b>	<b>58</b>	<b>79</b>
Change from prior year		-22.4%	-26.6%	-14.1%	-22.4%	-26.6%	-14.1%
<b>Pending Contracts</b>		<b>53</b>	<b>87</b>	<b>101</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
Change from prior year		-39.1%	-13.9%	-22.3%			
<b>Sales Volume (1,000s)</b>		<b>13,882</b>	<b>16,879</b>	<b>16,429</b>	<b>13,882</b>	<b>16,879</b>	<b>16,429</b>
Change from prior year		-17.8%	2.7%	42.9%	-17.8%	2.7%	42.9%
Average	<b>Sale Price</b>	<b>322,840</b>	<b>291,023</b>	<b>269,320</b>	<b>322,840</b>	<b>291,023</b>	<b>269,320</b>
	Change from prior year	10.9%	8.1%	17.1%	10.9%	8.1%	17.1%
	<b>List Price of Actives</b>	<b>393,434</b>	<b>353,910</b>	<b>367,887</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
	Change from prior year	11.2%	-3.8%	12.1%			
	<b>Days on Market</b>	<b>29</b>	<b>20</b>	<b>40</b>	<b>29</b>	<b>20</b>	<b>40</b>
Change from prior year	45.0%	-50.0%	-25.9%	45.0%	-50.0%	-25.9%	
<b>Percent of List</b>	<b>98.9%</b>	<b>98.2%</b>	<b>100.2%</b>	<b>98.9%</b>	<b>98.2%</b>	<b>100.2%</b>	
Change from prior year	0.7%	-2.0%	2.1%	0.7%	-2.0%	2.1%	
<b>Percent of Original</b>	<b>98.2%</b>	<b>97.5%</b>	<b>99.3%</b>	<b>98.2%</b>	<b>97.5%</b>	<b>99.3%</b>	
Change from prior year	0.7%	-1.8%	2.3%	0.7%	-1.8%	2.3%	
Median	<b>Sale Price</b>	<b>276,000</b>	<b>271,200</b>	<b>249,900</b>	<b>276,000</b>	<b>271,200</b>	<b>249,900</b>
	Change from prior year	1.8%	8.5%	16.7%	1.8%	8.5%	16.7%
	<b>List Price of Actives</b>	<b>345,000</b>	<b>349,500</b>	<b>301,950</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
	Change from prior year	-1.3%	15.7%	-1.0%			
	<b>Days on Market</b>	<b>10</b>	<b>5</b>	<b>4</b>	<b>10</b>	<b>5</b>	<b>4</b>
Change from prior year	100.0%	25.0%	-81.8%	100.0%	25.0%	-81.8%	
<b>Percent of List</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	
Change from prior year	0.0%	0.0%	0.5%	0.0%	0.0%	0.5%	
<b>Percent of Original</b>	<b>99.3%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>99.3%</b>	<b>100.0%</b>	<b>100.0%</b>	
Change from prior year	-0.7%	0.0%	0.9%	-0.7%	0.0%	0.9%	

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



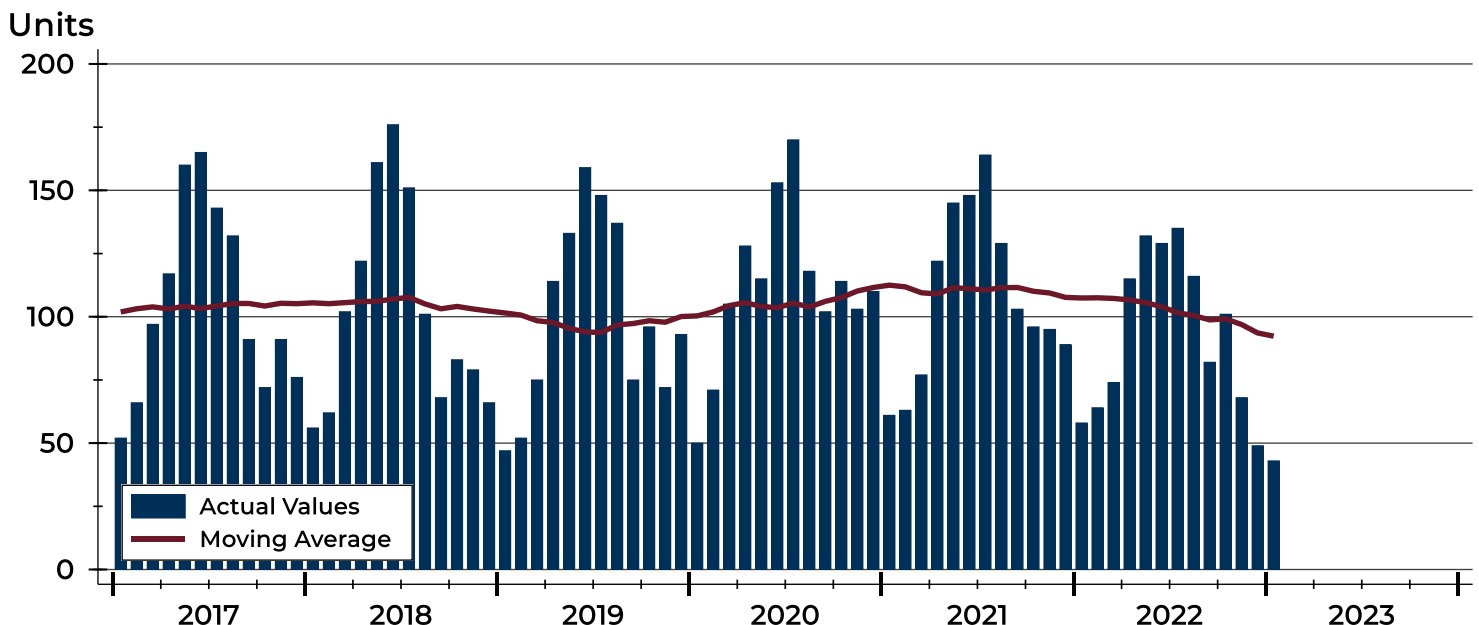
## City of Lawrence Closed Listings Analysis

Summary Statistics for Closed Listings		2023	January 2022	Change	2023	Year-to-Date 2022	Change
Closed Listings		43	58	-25.9%	43	58	-25.9%
Volume (1,000s)		13,882	16,879	-17.8%	13,882	16,879	-17.8%
Months' Supply		1.0	0.7	42.9%	N/A	N/A	N/A
Average	Sale Price	322,840	291,023	10.9%	322,840	291,023	10.9%
	Days on Market	29	20	45.0%	29	20	45.0%
	Percent of List	98.9%	98.2%	0.7%	98.9%	98.2%	0.7%
	Percent of Original	98.2%	97.5%	0.7%	98.2%	97.5%	0.7%
Median	Sale Price	276,000	271,200	1.8%	276,000	271,200	1.8%
	Days on Market	10	5	100.0%	10	5	100.0%
	Percent of List	100.0%	100.0%	0.0%	100.0%	100.0%	0.0%
	Percent of Original	99.3%	100.0%	-0.7%	99.3%	100.0%	-0.7%

A total of 43 homes sold in the City of Lawrence in January, down from 58 units in January 2022. Total sales volume fell to \$13.9 million compared to \$16.9 million in the previous year.

The median sales price in January was \$276,000, up 1.8% compared to the prior year. Median days on market was 10 days, up from 7 days in December, and up from 5 in January 2022.

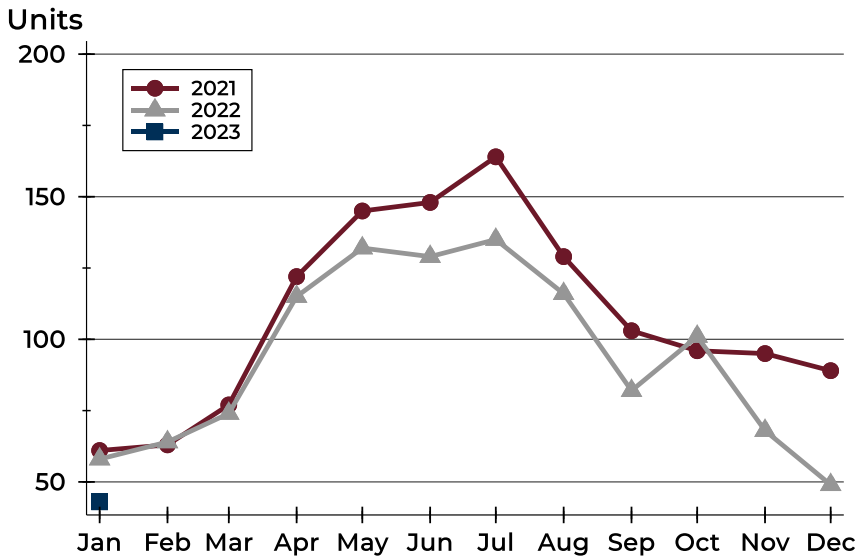
## History of Closed Listings





## City of Lawrence Closed Listings Analysis

### Closed Listings by Month



Month	2021	2022	2023
January	61	58	<b>43</b>
February	63	64	
March	77	74	
April	122	115	
May	145	132	
June	148	129	
July	164	135	
August	129	116	
September	103	82	
October	96	101	
November	95	68	
December	89	49	

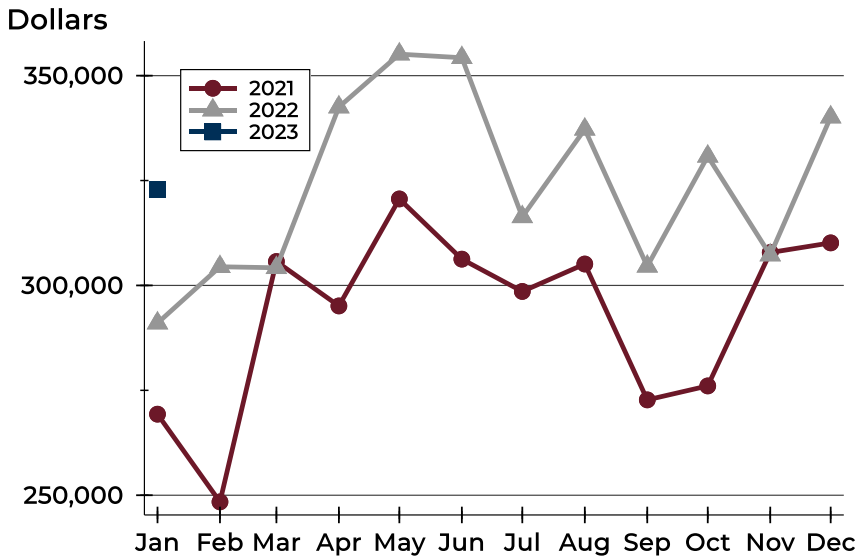
### Closed Listings by Price Range

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	4	9.3%	1.6	135,750	140,000	95	95	95.4%	94.7%	94.5%	96.2%
\$150,000-\$199,999	5	11.6%	0.8	181,980	180,000	20	7	98.6%	100.0%	98.6%	100.0%
\$200,000-\$249,999	3	7.0%	0.5	232,333	232,000	18	18	98.3%	100.0%	97.0%	100.0%
\$250,000-\$299,999	14	32.6%	0.2	270,529	267,000	13	7	100.0%	100.0%	99.5%	99.1%
\$300,000-\$349,999	4	9.3%	0.9	321,225	320,000	11	10	98.6%	98.7%	98.6%	98.7%
\$350,000-\$399,999	2	4.7%	0.7	372,000	372,000	12	12	98.0%	98.0%	98.0%	98.0%
\$400,000-\$449,999	4	9.3%	1.2	419,750	422,000	29	24	98.8%	98.7%	95.5%	95.0%
\$450,000-\$499,999	1	2.3%	1.5	489,900	489,900	32	32	100.0%	100.0%	100.0%	100.0%
\$500,000-\$599,999	2	4.7%	1.3	560,000	560,000	51	51	99.2%	99.2%	99.2%	99.2%
\$600,000-\$749,999	4	9.3%	3.2	656,754	648,007	52	51	100.1%	98.5%	99.3%	98.5%
\$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



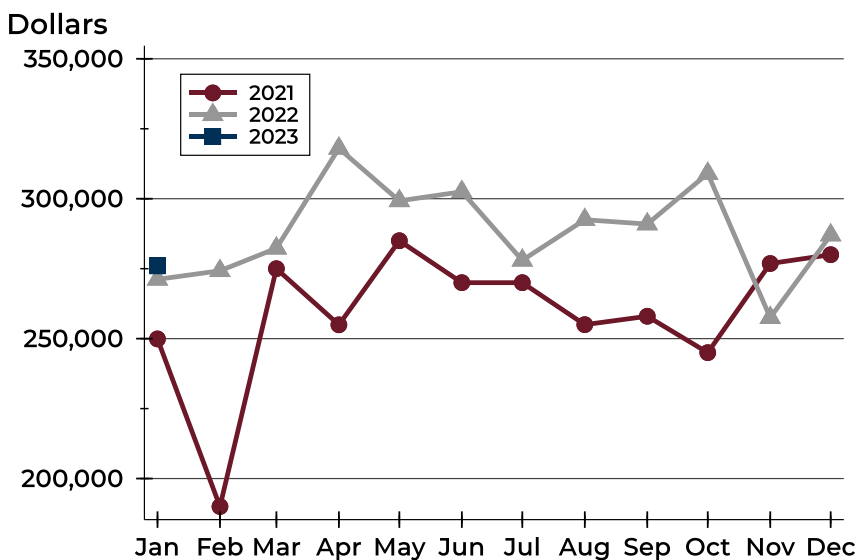
## City of Lawrence Closed Listings Analysis

### Average Price



Month	2021	2022	2023
January	269,320	291,023	322,840
February	248,417	304,454	
March	305,705	304,215	
April	295,115	342,504	
May	320,621	355,125	
June	306,274	354,276	
July	298,573	316,345	
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

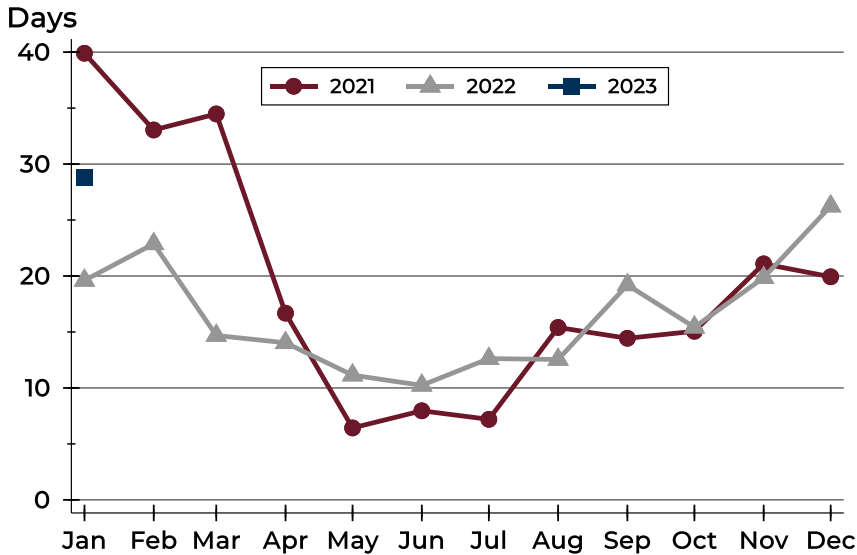


Month	2021	2022	2023
January	249,900	271,200	276,000
February	190,000	274,250	
March	275,000	282,300	
April	254,950	318,000	
May	285,000	299,243	
June	270,000	302,500	
July	270,000	278,000	
August	255,000	292,500	
September	258,000	290,950	
October	245,000	309,000	
November	276,850	257,500	
December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



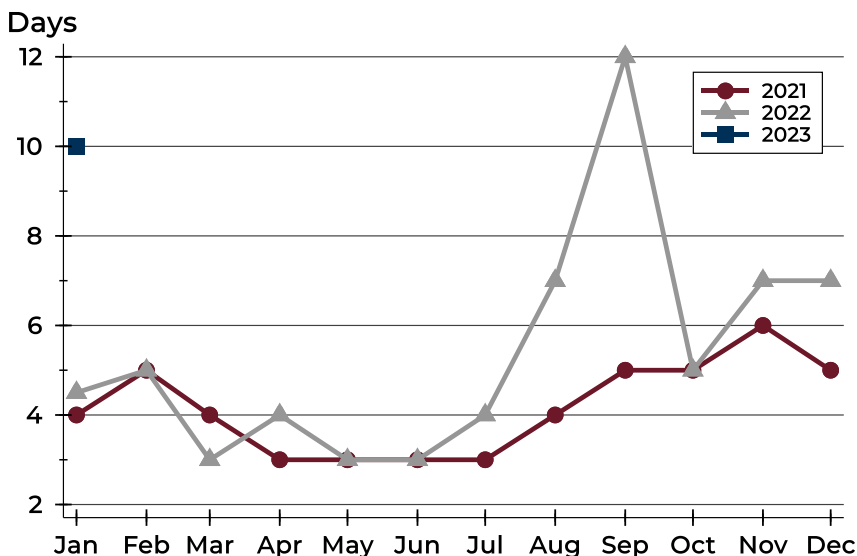
## City of Lawrence Closed Listings Analysis

### Average DOM



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

### Median DOM



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



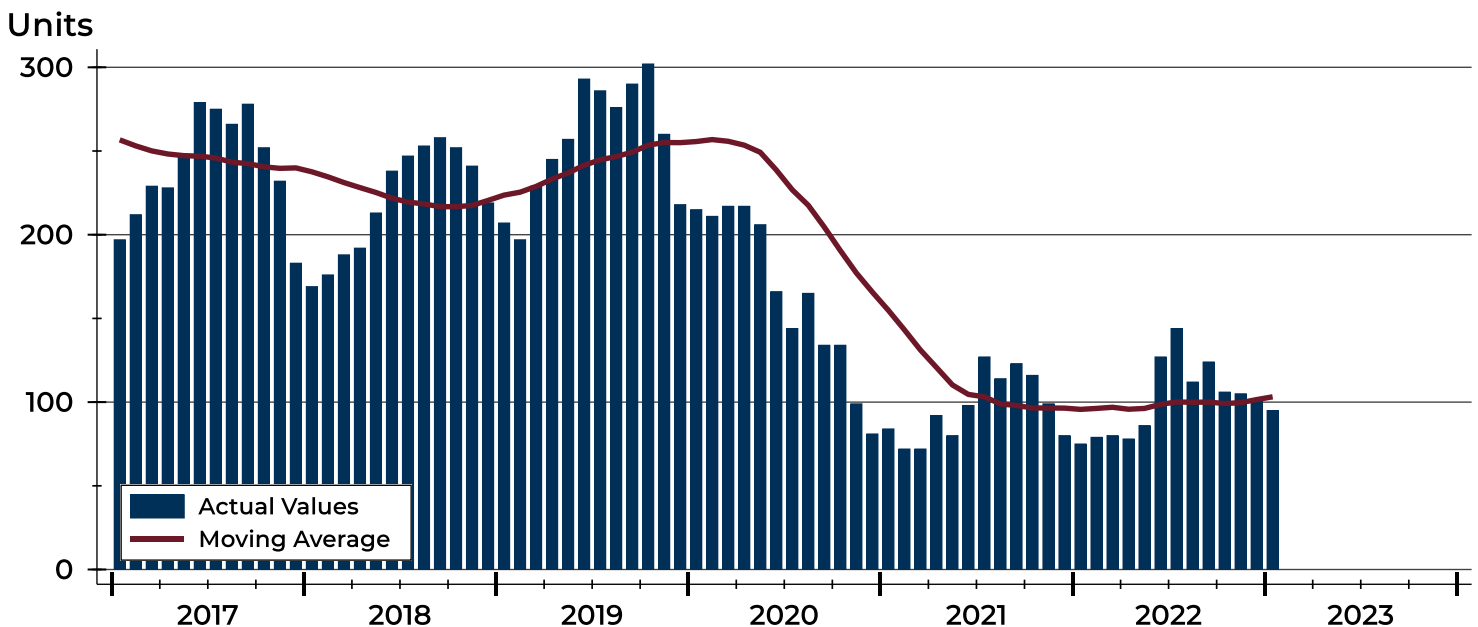
## City of Lawrence Active Listings Analysis

Summary Statistics for Active Listings		2023	End of January 2022	Change
Active Listings		95	75	26.7%
Volume (1,000s)		37,376	26,543	40.8%
Months' Supply		1.0	0.7	42.9%
Average	List Price	393,434	353,910	11.2%
	Days on Market	73	60	21.7%
	Percent of Original	98.5%	98.4%	0.1%
Median	List Price	345,000	349,500	-1.3%
	Days on Market	55	53	3.8%
	Percent of Original	100.0%	100.0%	0.0%

A total of 95 homes were available for sale in the City of Lawrence at the end of January. This represents a 1.0 months' supply of active listings.

The median list price of homes on the market at the end of January was \$345,000, down 1.3% from 2022. The typical time on market for active listings was 55 days, up from 53 days a year earlier.

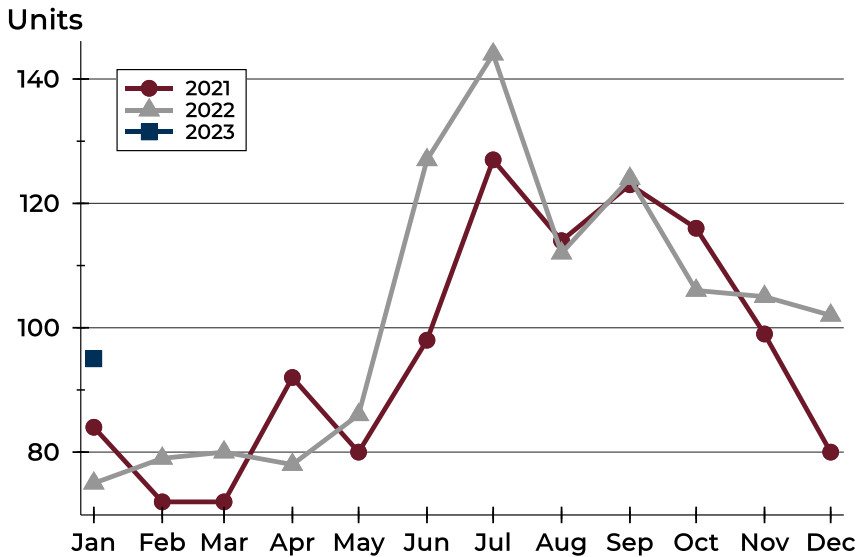
## History of Active Listings





## City of Lawrence Active Listings Analysis

### Active Listings by Month



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

### Active Listings by Price Range

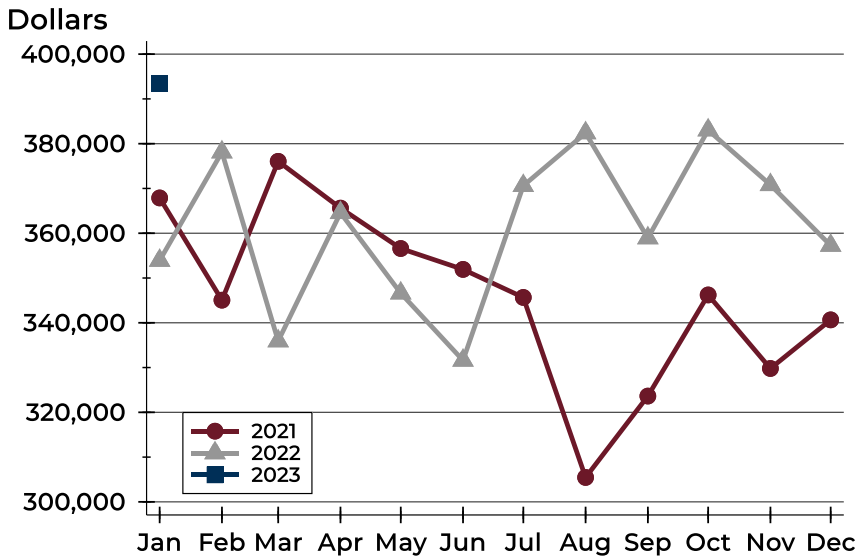
Price Range	Active Listings		Months' Supply	List Price		Days on Market		Price as % of Orig.	
	Number	Percent		Average	Median	Avg.	Med.	Avg.	Med.
Below \$50,000	6	6.3%	N/A	2,245	2,200	68	42	100.7%	100.0%
\$50,000-\$99,999	5	5.3%	N/A	86,924	89,950	49	13	94.2%	100.0%
\$100,000-\$149,999	7	7.4%	1.6	129,514	129,900	43	25	95.4%	100.0%
\$150,000-\$199,999	8	8.4%	0.8	174,700	168,950	39	38	98.5%	100.0%
\$200,000-\$249,999	8	8.4%	0.5	234,600	240,750	63	66	100.4%	100.0%
\$250,000-\$299,999	4	4.2%	0.2	279,700	279,900	77	53	96.5%	98.2%
\$300,000-\$349,999	11	11.6%	0.9	326,164	320,000	111	62	99.8%	100.0%
\$350,000-\$399,999	6	6.3%	0.7	375,767	377,450	51	52	100.0%	100.0%
\$400,000-\$449,999	8	8.4%	1.2	428,200	430,400	51	58	98.6%	100.0%
\$450,000-\$499,999	9	9.5%	1.5	482,050	475,000	108	61	97.8%	100.0%
\$500,000-\$599,999	8	8.4%	1.3	561,063	549,950	98	69	98.4%	100.0%
\$600,000-\$749,999	10	10.5%	3.2	668,540	649,900	84	72	98.4%	100.0%
\$750,000-\$999,999	1	1.1%	N/A	799,000	799,000	12	12	100.0%	100.0%
\$1,000,000 and up	4	4.2%	N/A	1,512,250	1,500,000	67	70	100.0%	100.0%





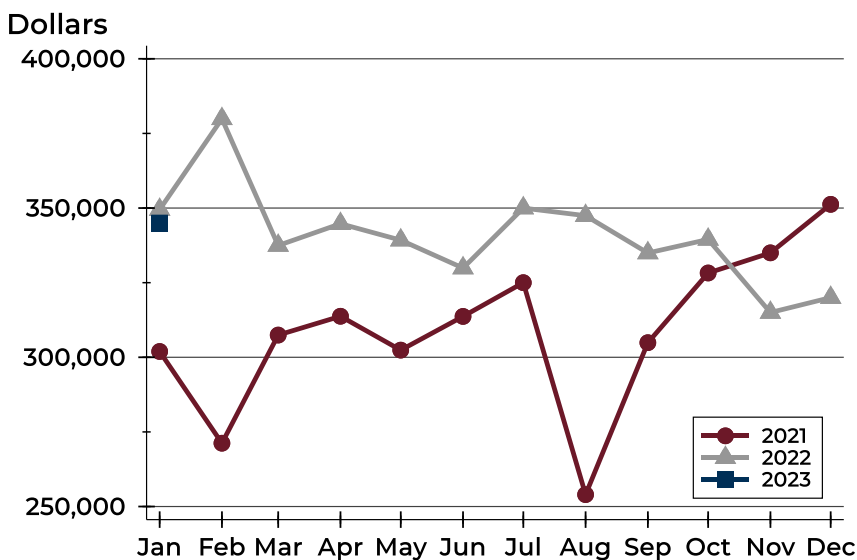
## City of Lawrence Active Listings Analysis

### Average Price



Month	2021	2022	2023
January	367,887	353,910	393,434
February	345,051	378,114	
March	376,063	335,920	
April	365,613	364,571	
May	356,591	346,614	
June	351,923	331,603	
July	345,664	370,614	
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

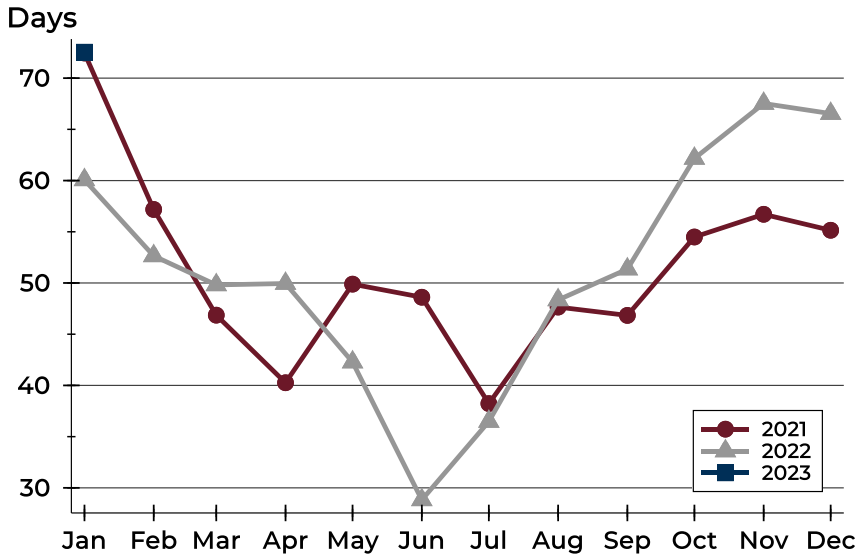


Month	2021	2022	2023
January	301,950	349,500	345,000
February	271,225	379,900	
March	307,450	337,450	
April	313,750	344,750	
May	302,400	339,250	
June	313,700	329,900	
July	325,000	350,000	
August	254,000	347,450	
September	304,900	334,950	
October	328,250	339,500	
November	335,000	315,000	
December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



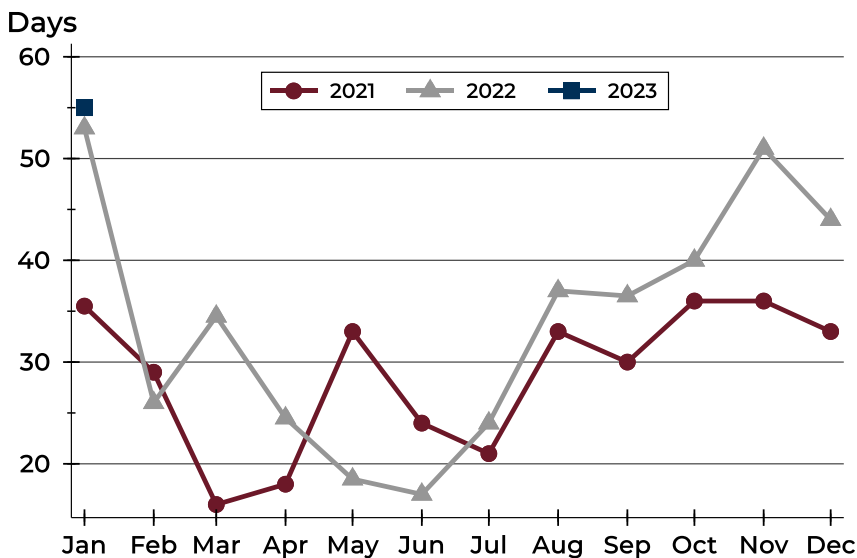
## City of Lawrence Active Listings Analysis

### Average DOM



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

### Median DOM

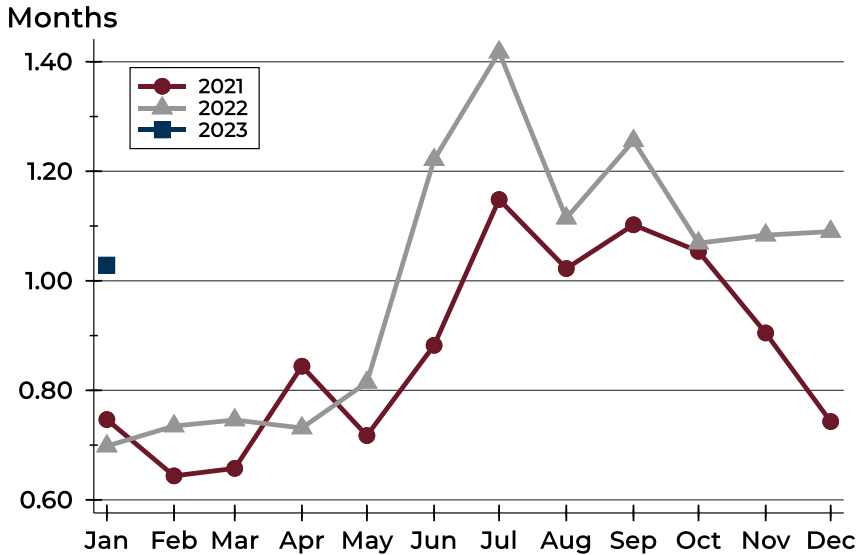


Month	2021	2022	2023
January	36	53	55
February	29	26	
March	16	35	
April	18	25	
May	33	19	
June	24	17	
July	21	24	
August	33	37	
September	30	37	
October	36	40	
November	36	51	
December	33	44	



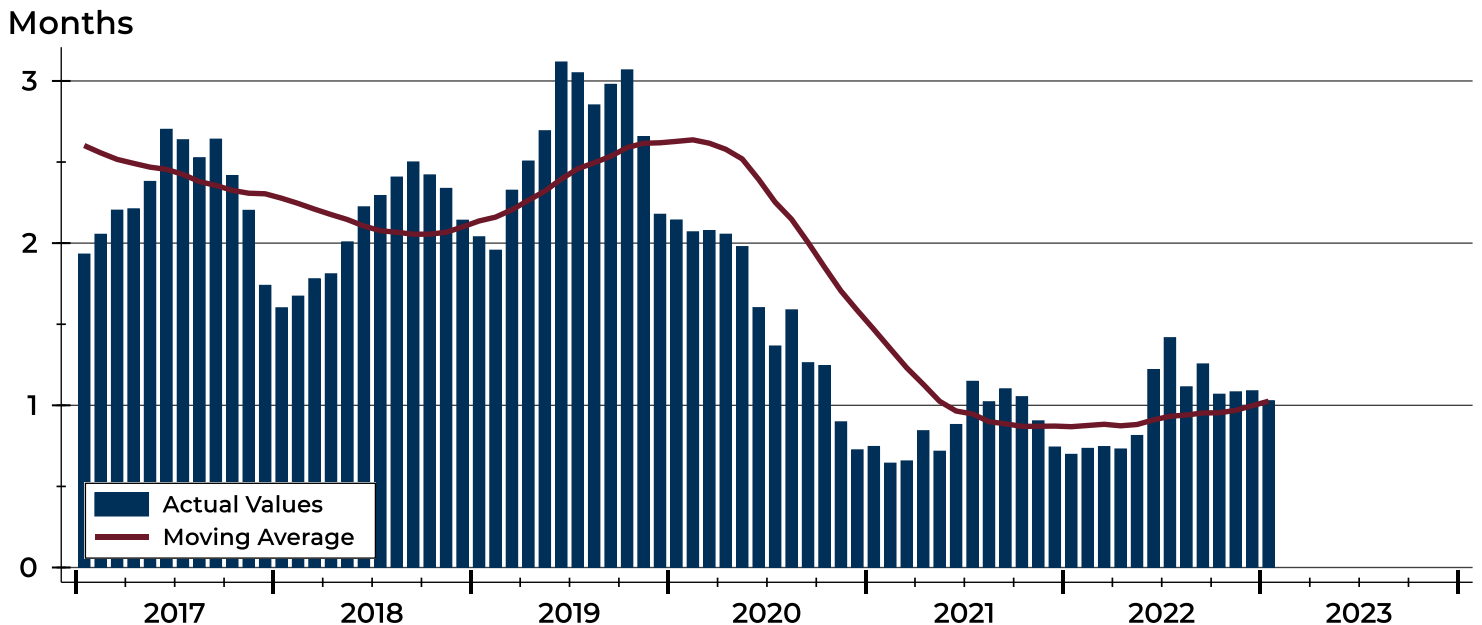
# City of Lawrence Months' Supply Analysis

## Months' Supply by Month



Month	2021	2022	2023
January	0.7	0.7	1.0
February	0.6	0.7	
March	0.7	0.7	
April	0.8	0.7	
May	0.7	0.8	
June	0.9	1.2	
July	1.1	1.4	
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





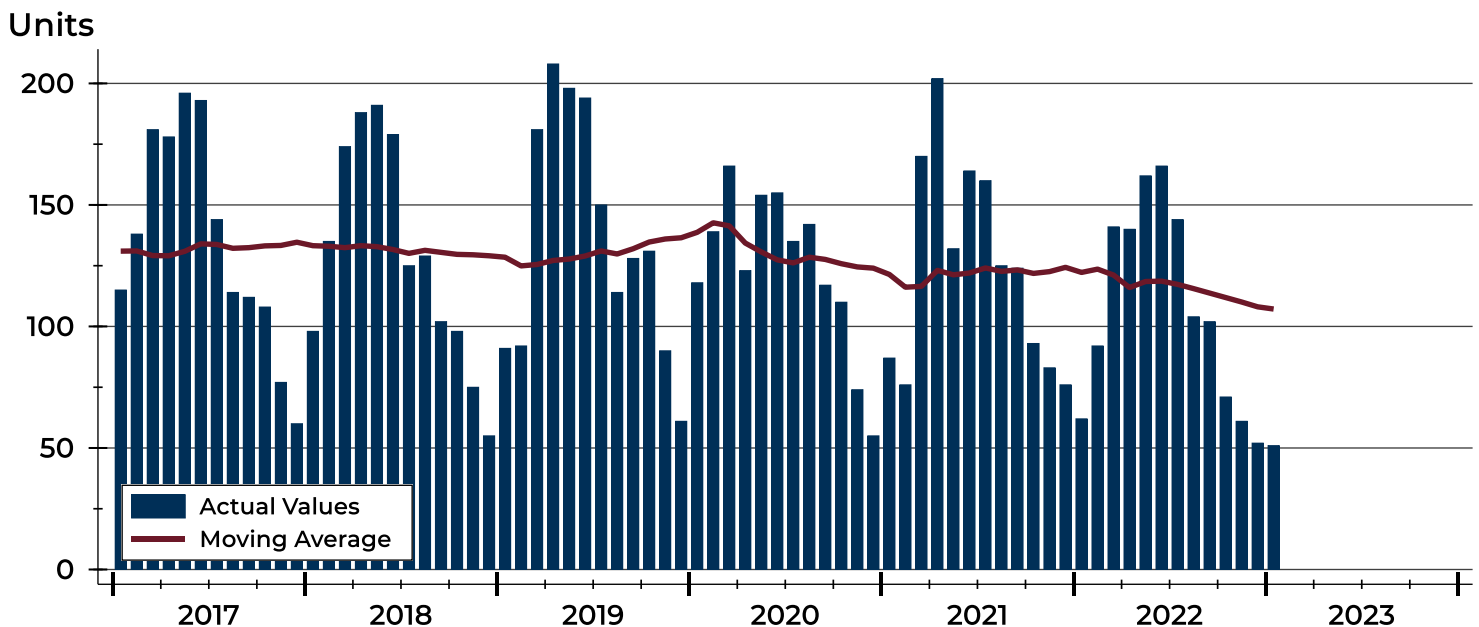
## City of Lawrence New Listings Analysis

Summary Statistics for New Listings		2023	January 2022	Change
Current Month	New Listings	51	62	-17.7%
	Volume (1,000s)	18,702	19,162	-2.4%
	Average List Price	366,699	309,069	18.6%
	Median List Price	304,000	286,250	6.2%
Year-to-Date	New Listings	51	62	-17.7%
	Volume (1,000s)	18,702	19,162	-2.4%
	Average List Price	366,699	309,069	18.6%
	Median List Price	304,000	286,250	6.2%

A total of 51 new listings were added in the City of Lawrence during January, down 17.7% from the same month in 2022.

The median list price of these homes was \$304,000 up from \$286,250 in 2022.

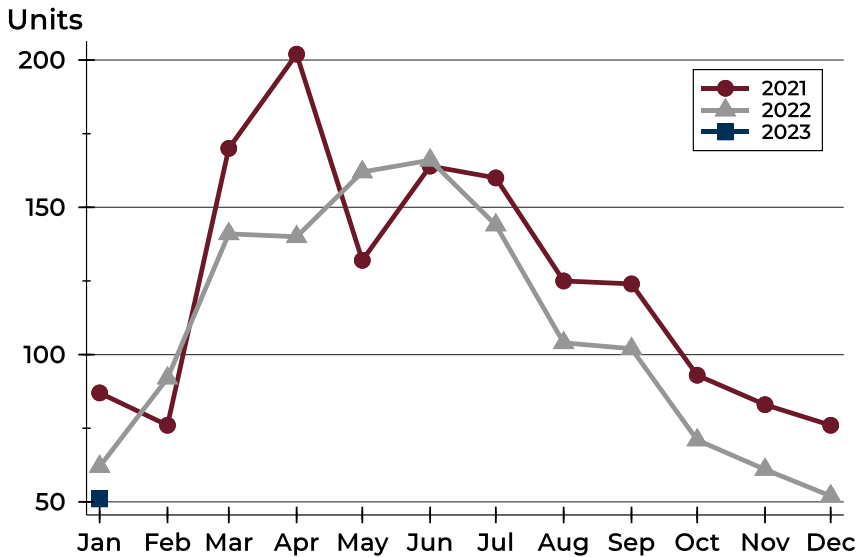
## History of New Listings





## City of Lawrence New Listings Analysis

### New Listings by Month



Month	2021	2022	2023
January	87	62	51
February	76	92	
March	170	141	
April	202	140	
May	132	162	
June	164	166	
July	160	144	
August	125	104	
September	124	102	
October	93	71	
November	83	61	
December	76	52	

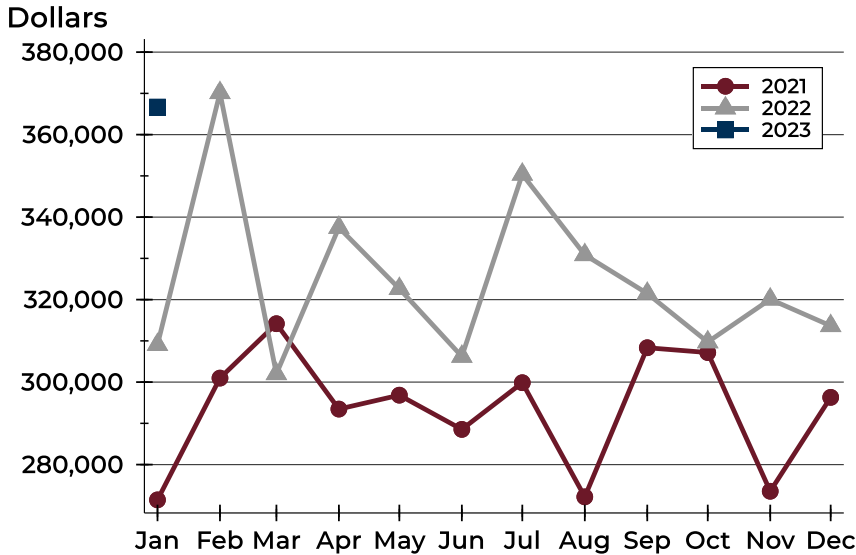
### New Listings by Price Range

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	3.9%	1,750	1,750	31	31	100.0%	100.0%
\$50,000-\$99,999	1	2.0%	95,000	95,000	3	3	100.0%	100.0%
\$100,000-\$149,999	1	2.0%	139,900	139,900	4	4	100.0%	100.0%
\$150,000-\$199,999	10	19.6%	178,250	173,950	9	7	99.7%	100.0%
\$200,000-\$249,999	9	17.6%	226,789	220,000	9	8	99.5%	100.0%
\$250,000-\$299,999	2	3.9%	272,500	272,500	2	2	100.0%	100.0%
\$300,000-\$349,999	6	11.8%	329,617	334,900	9	4	100.0%	100.0%
\$350,000-\$399,999	4	7.8%	382,450	382,450	13	11	98.4%	100.0%
\$400,000-\$449,999	4	7.8%	435,175	437,900	19	19	98.5%	100.0%
\$450,000-\$499,999	1	2.0%	489,950	489,950	13	13	100.0%	100.0%
\$500,000-\$599,999	3	5.9%	547,933	549,900	8	7	100.0%	100.0%
\$600,000-\$749,999	5	9.8%	652,940	649,900	19	12	100.0%	100.0%
\$750,000-\$999,999	1	2.0%	799,000	799,000	19	19	100.0%	100.0%
\$1,000,000 and up	2	3.9%	1,324,500	1,324,500	26	26	100.0%	100.0%



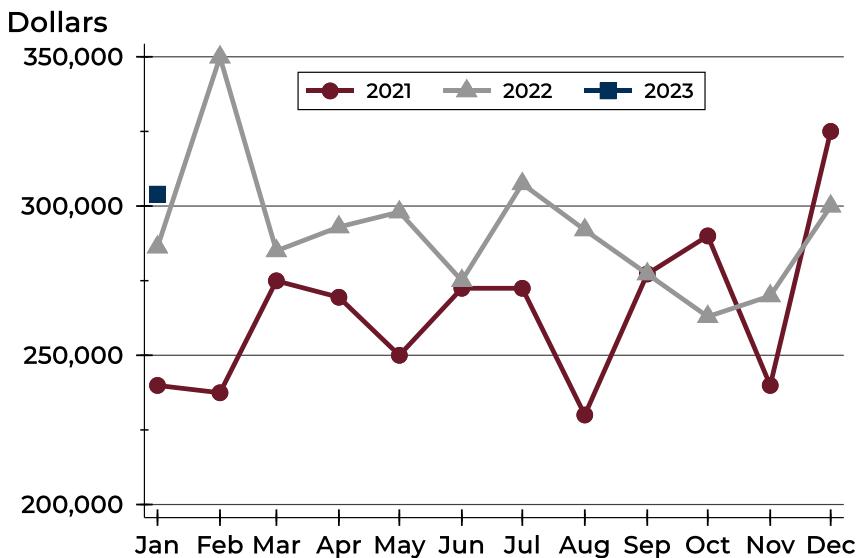
## City of Lawrence New Listings Analysis

### Average Price



Month	2021	2022	2023
January	271,450	309,069	366,699
February	300,975	370,146	
March	314,158	302,005	
April	293,463	337,476	
May	296,834	322,653	
June	288,542	306,220	
July	299,860	350,373	
August	272,188	330,856	
September	308,336	321,492	
October	307,168	309,723	
November	273,545	320,085	
December	296,310	313,654	

### Median Price



Month	2021	2022	2023
January	239,900	286,250	304,000
February	237,450	349,900	
March	274,950	285,000	
April	269,450	293,000	
May	250,000	298,000	
June	272,450	275,000	
July	272,450	307,450	
August	230,000	292,000	
September	277,250	277,250	
October	290,000	262,950	
November	239,900	269,900	
December	325,000	299,950	



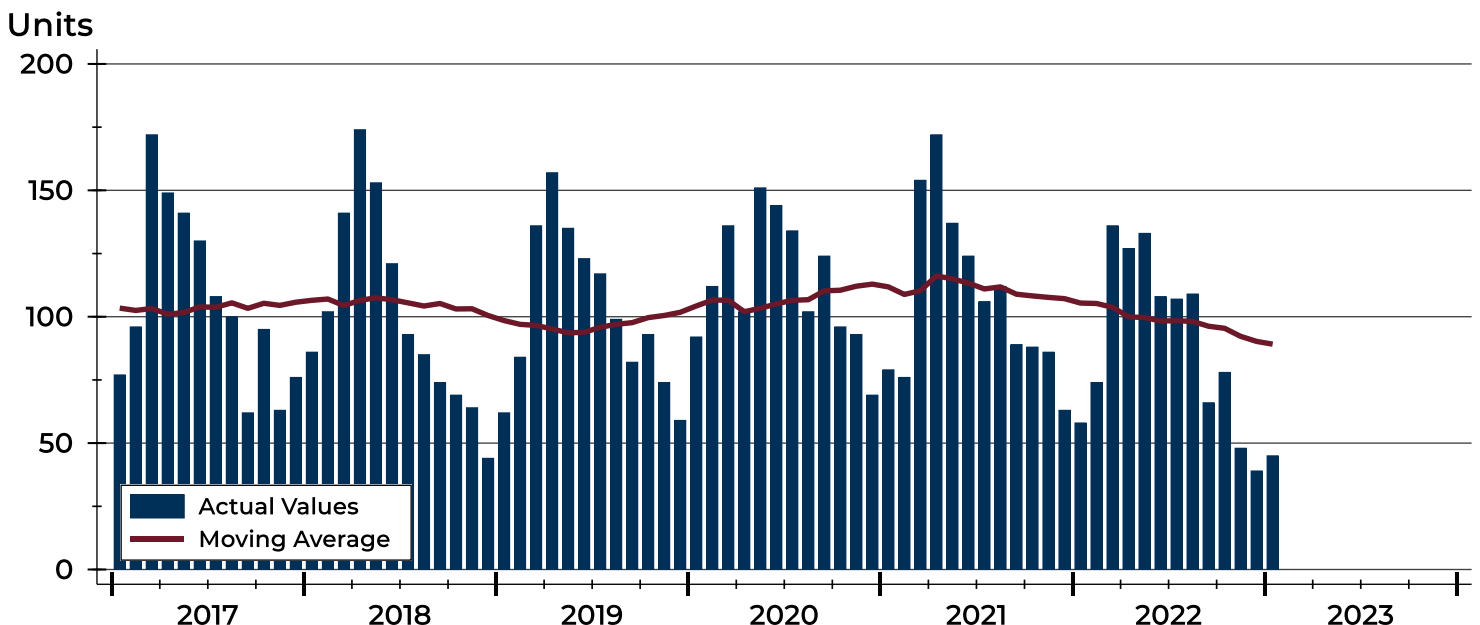
## City of Lawrence Contracts Written Analysis

Summary Statistics for Contracts Written		2023	January 2022	Change	2023	Year-to-Date 2022	Change
Contracts Written		45	58	-22.4%	45	58	-22.4%
Volume (1,000s)		13,815	18,193	-24.1%	13,815	18,193	-24.1%
Average	Sale Price	306,996	313,674	-2.1%	306,996	313,674	-2.1%
	Days on Market	38	27	40.7%	38	27	40.7%
	Percent of Original	97.9%	99.7%	-1.8%	97.9%	99.7%	-1.8%
Median	Sale Price	289,900	296,700	-2.3%	289,900	296,700	-2.3%
	Days on Market	14	6	133.3%	14	6	133.3%
	Percent of Original	100.0%	100.0%	0.0%	100.0%	100.0%	0.0%

A total of 45 contracts for sale were written in the City of Lawrence during the month of January, down from 58 in 2022. The median list price of these homes was \$289,900, down from \$296,700 the prior year.

Half of the homes that went under contract in January were on the market less than 14 days, compared to 6 days in January 2022.

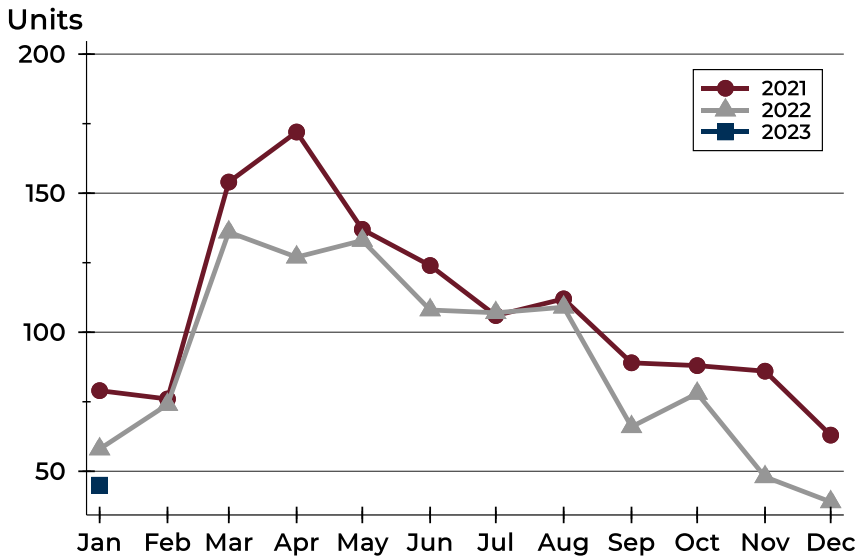
## History of Contracts Written





## City of Lawrence Contracts Written Analysis

### Contracts Written by Month



Month	2021	2022	2023
January	79	58	45
February	76	74	
March	154	136	
April	172	127	
May	137	133	
June	124	108	
July	106	107	
August	112	109	
September	89	66	
October	88	78	
November	86	48	
December	63	39	

### Contracts Written by Price Range

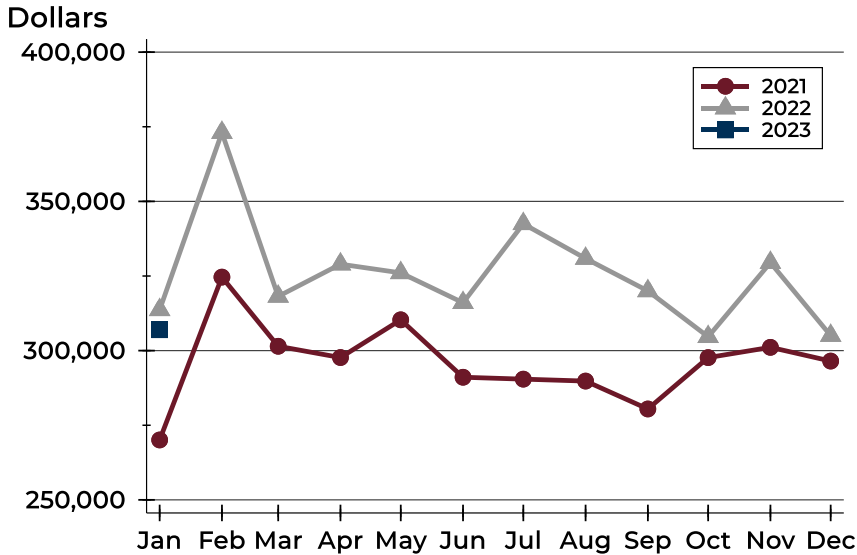
Price Range	Contracts Written		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$50,000	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$50,000-\$99,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$100,000-\$149,999	3	6.7%	138,267	139,900	124	183	95.2%	100.0%
\$150,000-\$199,999	5	11.1%	175,880	177,500	32	14	97.6%	100.0%
\$200,000-\$249,999	11	24.4%	226,445	220,000	33	12	98.2%	100.0%
\$250,000-\$299,999	6	13.3%	273,983	272,450	26	27	98.0%	100.0%
\$300,000-\$349,999	6	13.3%	331,617	329,900	51	42	96.4%	100.0%
\$350,000-\$399,999	6	13.3%	375,783	369,900	27	18	98.9%	100.0%
\$400,000-\$449,999	2	4.4%	427,400	427,400	10	10	97.0%	97.0%
\$450,000-\$499,999	2	4.4%	481,950	481,950	34	34	100.0%	100.0%
\$500,000-\$599,999	3	6.7%	564,567	558,900	38	7	99.4%	100.0%
\$600,000-\$749,999	1	2.2%	629,000	629,000	8	8	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	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A





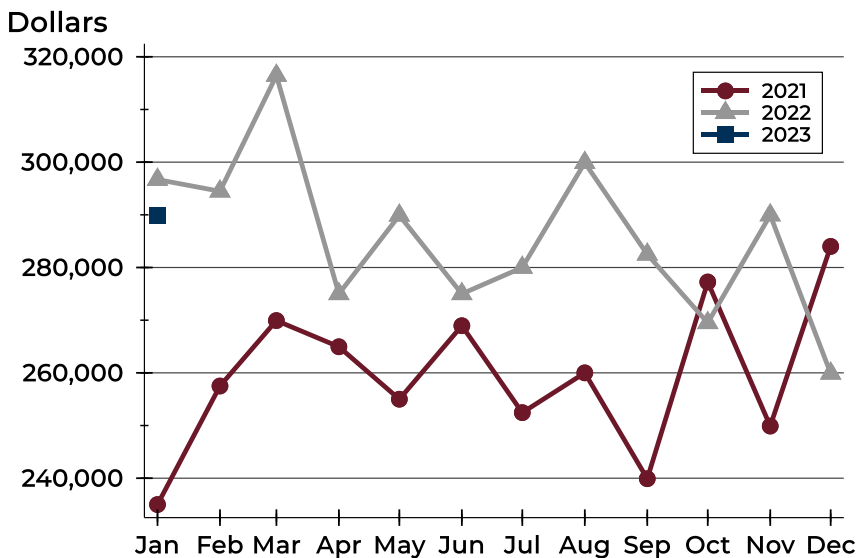
## City of Lawrence Contracts Written Analysis

### Average Price



Month	2021	2022	2023
January	270,075	313,674	306,996
February	324,637	373,052	
March	301,464	318,167	
April	297,692	328,966	
May	310,322	326,059	
June	291,092	316,044	
July	290,450	342,488	
August	289,806	330,861	
September	280,458	320,001	
October	297,672	304,644	
November	301,109	329,483	
December	296,505	305,041	

### Median Price

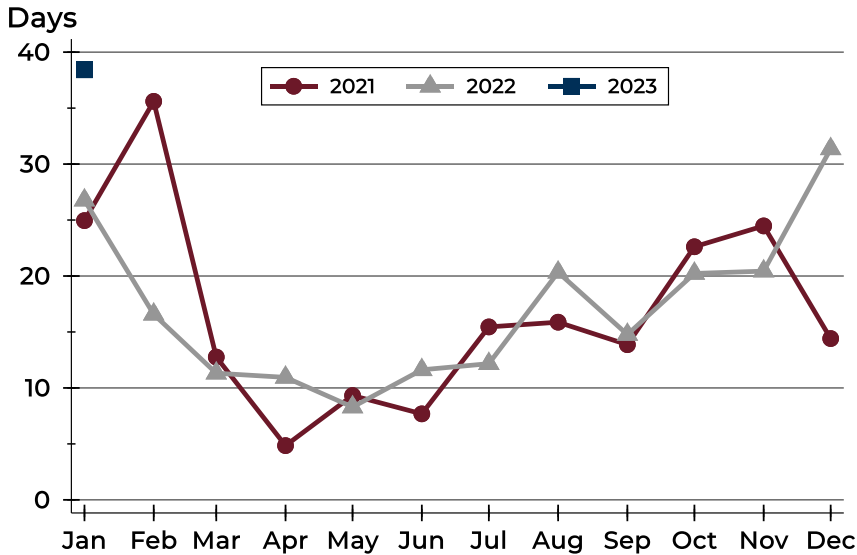


Month	2021	2022	2023
January	235,000	296,700	289,900
February	257,500	294,475	
March	269,925	316,450	
April	264,950	275,000	
May	255,000	289,900	
June	268,950	275,000	
July	252,450	280,000	
August	260,000	299,900	
September	239,900	282,500	
October	277,250	269,500	
November	249,900	289,950	
December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



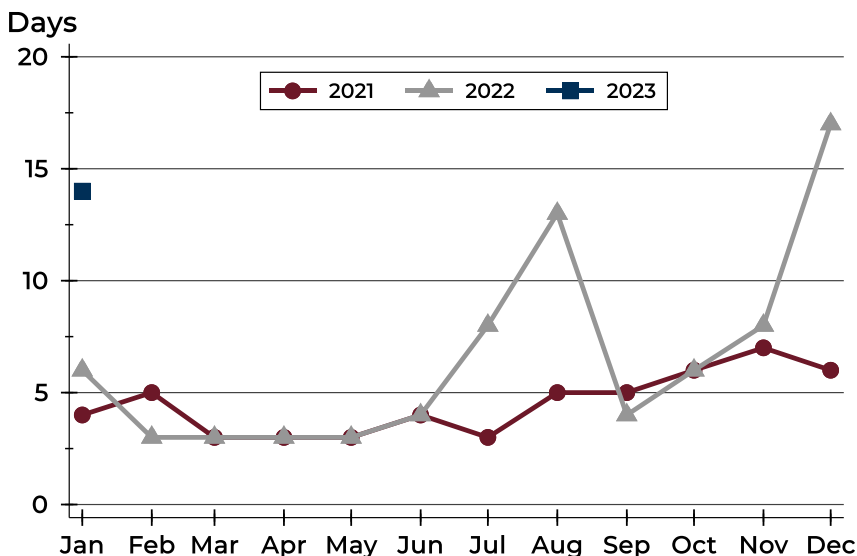
## City of Lawrence Contracts Written Analysis

### Average DOM



Month	2021	2022	2023
January	25	27	38
February	36	17	
March	13	11	
April	5	11	
May	9	8	
June	8	12	
July	15	12	
August	16	20	
September	14	15	
October	23	20	
November	24	20	
December	14	31	

### Median DOM



Month	2021	2022	2023
January	4	6	14
February	5	3	
March	3	3	
April	3	3	
May	3	3	
June	4	4	
July	3	8	
August	5	13	
September	5	4	
October	6	6	
November	7	8	
December	6	17	



## City of Lawrence Pending Contracts Analysis

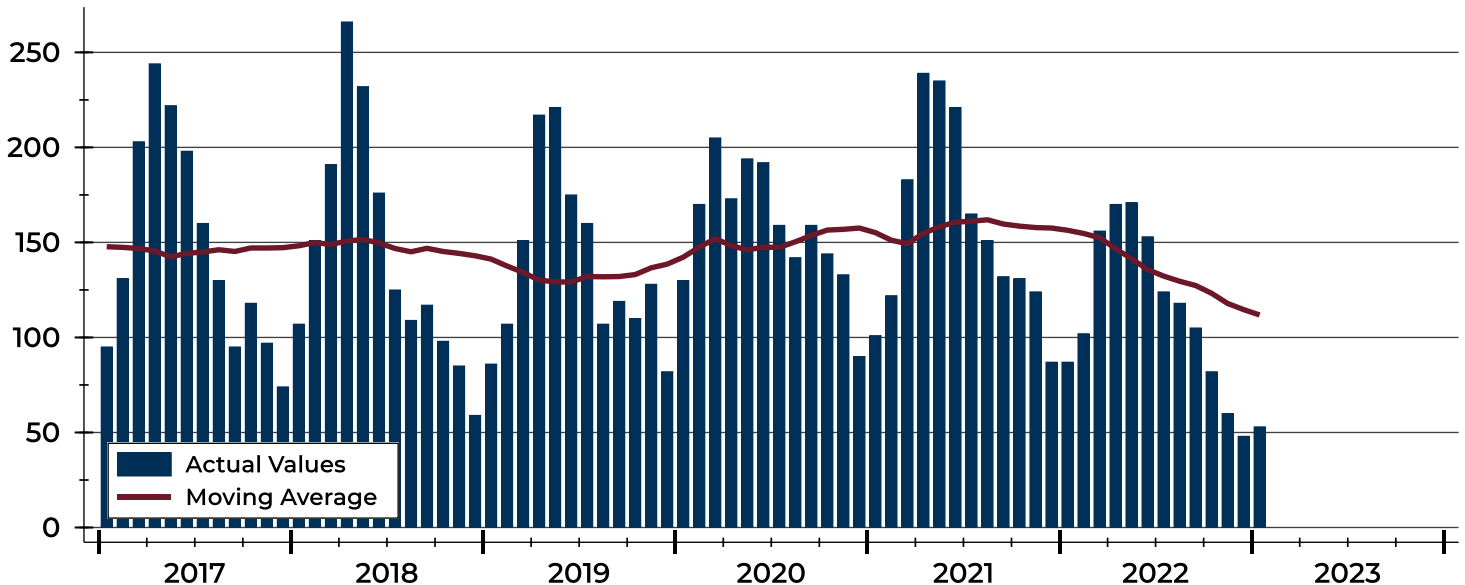
Summary Statistics for Pending Contracts		End of January		Change
		2023	2022	
Pending Contracts		53	87	-39.1%
Volume (1,000s)		16,923	28,377	-40.4%
Average	List Price	319,303	326,176	-2.1%
	Days on Market	34	25	36.0%
	Percent of Original	98.7%	99.2%	-0.5%
Median	List Price	289,900	310,000	-6.5%
	Days on Market	12	6	100.0%
	Percent of Original	100.0%	100.0%	0.0%

A total of 53 listings in the City of Lawrence had contracts pending at the end of January, down from 87 contracts pending at the end of January 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

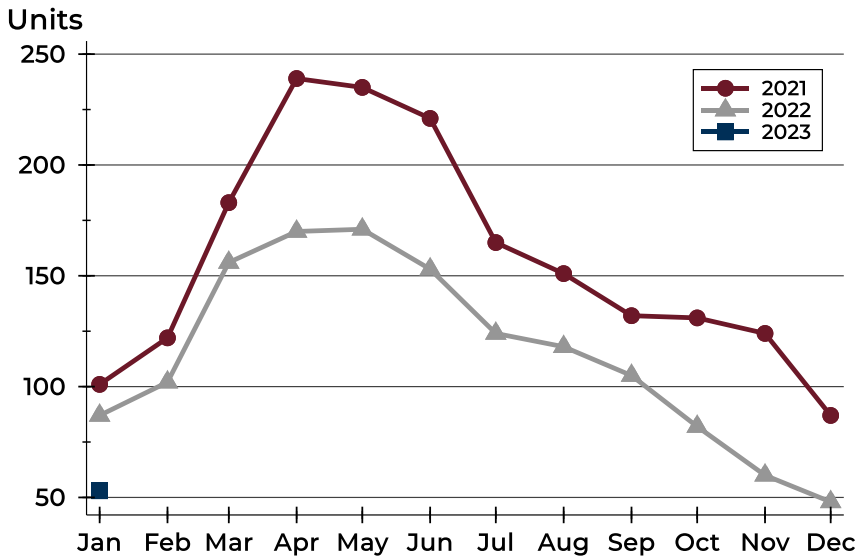
Units





## City of Lawrence Pending Contracts Analysis

### Pending Contracts by Month



Month	2021	2022	2023
January	101	87	53
February	122	102	
March	183	156	
April	239	170	
May	235	171	
June	221	153	
July	165	124	
August	151	118	
September	132	105	
October	131	82	
November	124	60	
December	87	48	

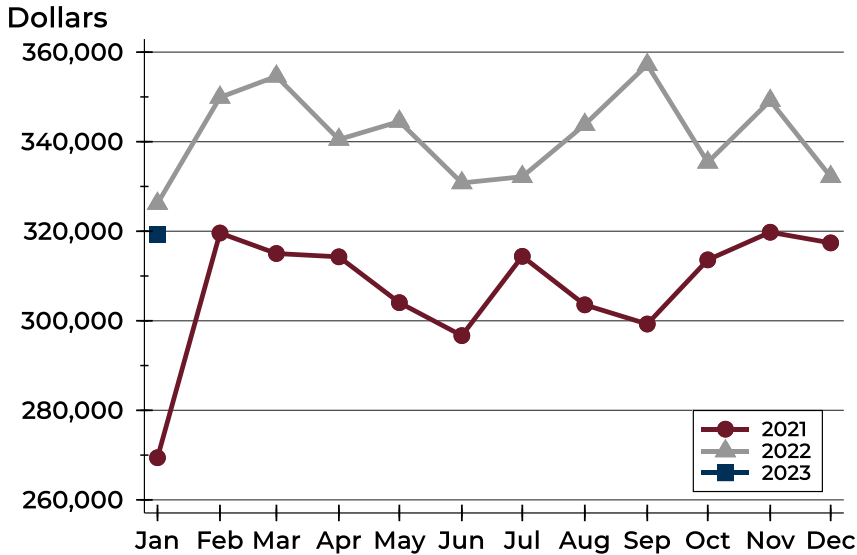
### Pending Contracts by Price Range

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	3	5.7%	132,950	139,900	38	4	95.8%	100.0%
\$150,000-\$199,999	7	13.2%	176,314	177,500	37	28	97.5%	100.0%
\$200,000-\$249,999	13	24.5%	224,023	220,000	33	12	99.4%	100.0%
\$250,000-\$299,999	5	9.4%	267,760	255,000	22	15	99.7%	100.0%
\$300,000-\$349,999	7	13.2%	333,529	329,900	46	15	96.3%	100.0%
\$350,000-\$399,999	6	11.3%	375,783	369,900	27	18	100.0%	100.0%
\$400,000-\$449,999	4	7.5%	435,725	434,450	38	8	100.0%	100.0%
\$450,000-\$499,999	2	3.8%	481,950	481,950	34	34	100.0%	100.0%
\$500,000-\$599,999	3	5.7%	544,600	549,900	4	6	100.0%	100.0%
\$600,000-\$749,999	2	3.8%	629,450	629,450	75	75	98.5%	98.5%
\$750,000-\$999,999	1	1.9%	850,000	850,000	12	12	100.0%	100.0%
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



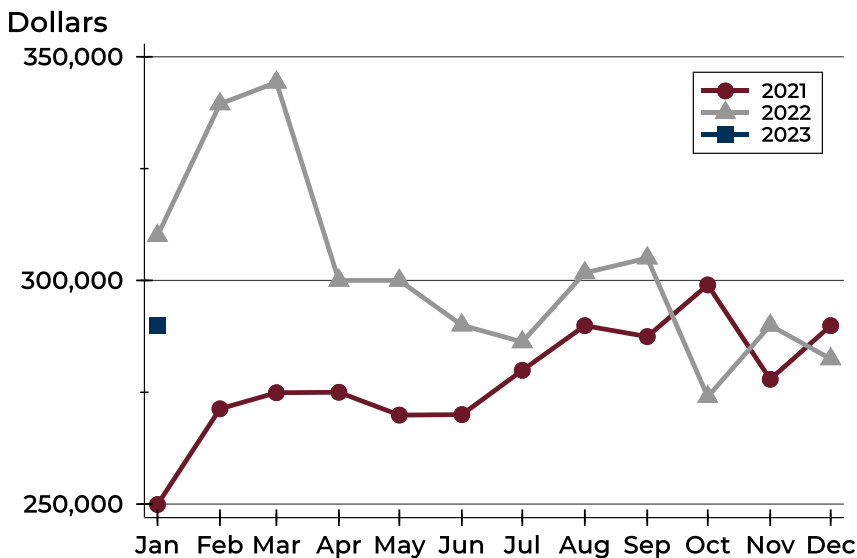
## City of Lawrence Pending Contracts Analysis

### Average Price



Month	2021	2022	2023
January	269,413	326,176	<b>319,303</b>
February	319,605	349,894	
March	315,023	354,598	
April	314,285	340,485	
May	304,048	344,523	
June	296,684	330,793	
July	314,396	332,179	
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

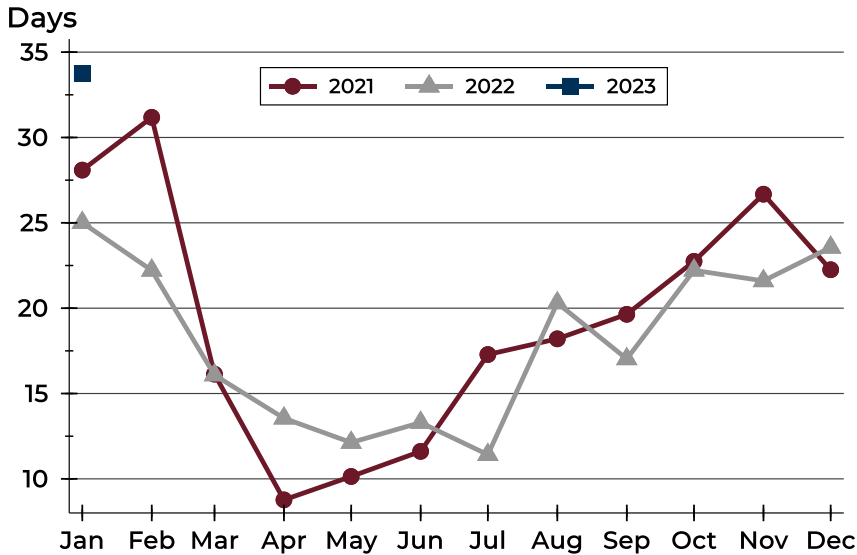


Month	2021	2022	2023
January	249,900	310,000	<b>289,900</b>
February	271,300	339,450	
March	274,900	344,300	
April	275,000	300,000	
May	269,900	300,000	
June	270,000	290,000	
July	279,900	286,250	
August	289,900	301,700	
September	287,450	305,000	
October	299,000	274,000	
November	277,900	289,950	
December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



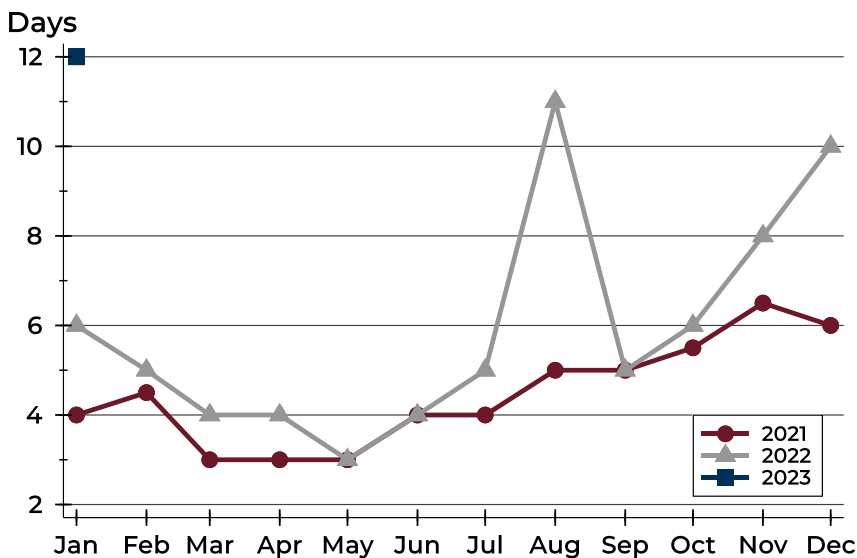
## City of Lawrence Pending Contracts Analysis

### Average DOM



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

### Median DOM



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