



**July
2024**

Lawrence MLS Statistics



LAWRENCE
Board of REALTORS®

City of Lawrence Housing Report



Market Overview

City of Lawrence Home Sales Rose in July

Total home sales in the City of Lawrence rose by 17.3% last month to 88 units, compared to 75 units in July 2023. Total sales volume was \$31.7 million, up 26.0% from a year earlier.

The median sale price in July was \$325,000, up from \$300,000 a year earlier. Homes that sold in July were typically on the market for 8 days and sold for 100.0% of their list prices.

City of Lawrence Active Listings Up at End of July

The total number of active listings in the City of Lawrence at the end of July was 174 units, up from 120 at the same point in 2023. This represents a 2.3 months' supply of homes available for sale. The median list price of homes on the market at the end of July was \$339,950.

During July, a total of 75 contracts were written up from 74 in July 2023. At the end of the month, there were 101 contracts still pending.

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**July
2024**

Lawrence MLS Statistics



LAWRENCE
Board of REALTORS®

City of Lawrence Summary Statistics

July MLS Statistics Three-year History		Current Month			Year-to-Date		
		2024	2023	2022	2024	2023	2022
Home Sales		88	75	135	543	523	707
Change from prior year		17.3%	-44.4%	-17.7%	3.8%	-26.0%	-9.4%
Active Listings		174	120	144	N/A	N/A	N/A
Change from prior year		45.0%	-16.7%	13.4%			
Months' Supply		2.3	1.5	1.4	N/A	N/A	N/A
Change from prior year		53.3%	7.1%	27.3%			
New Listings		102	102	144	779	709	907
Change from prior year		0.0%	-29.2%	-10.0%	9.9%	-21.8%	-8.5%
Contracts Written		75	74	107	587	564	744
Change from prior year		1.4%	-30.8%	0.9%	4.1%	-24.2%	-12.3%
Pending Contracts		101	102	124	N/A	N/A	N/A
Change from prior year		-1.0%	-17.7%	-24.8%			
Sales Volume (1,000s)		31,693	25,149	42,707	190,735	175,925	233,549
Change from prior year		26.0%	-41.1%	-12.8%	8.4%	-24.7%	0.5%
Average	Sale Price	360,143	335,322	316,345	351,261	336,376	330,338
	Change from prior year	7.4%	6.0%	6.0%	4.4%	1.8%	10.9%
	List Price of Actives	384,366	416,435	370,614	N/A	N/A	N/A
	Change from prior year	-7.7%	12.4%	7.2%			
	Days on Market	17	14	13	21	16	14
Change from prior year	21.4%	7.7%	85.7%	31.3%	14.3%	-12.5%	
	Percent of List	98.3%	100.5%	102.2%	99.6%	101.1%	102.8%
Change from prior year	-2.2%	-1.7%	-0.3%	-1.5%	-1.7%	0.7%	
	Percent of Original	97.4%	99.5%	101.6%	99.0%	100.6%	102.4%
Change from prior year	-2.1%	-2.1%	-0.7%	-1.6%	-1.8%	0.7%	
Median	Sale Price	325,000	300,000	278,000	315,000	300,000	295,950
	Change from prior year	8.3%	7.9%	3.0%	5.0%	1.4%	11.7%
	List Price of Actives	339,950	397,200	350,000	N/A	N/A	N/A
	Change from prior year	-14.4%	13.5%	7.7%			
	Days on Market	8	4	4	6	4	4
Change from prior year	100.0%	0.0%	33.3%	50.0%	0.0%	33.3%	
	Percent of List	100.0%	100.0%	101.2%	100.0%	100.0%	100.3%
Change from prior year	0.0%	-1.2%	-0.1%	0.0%	-0.3%	0.2%	
	Percent of Original	100.0%	100.0%	100.8%	100.0%	100.0%	100.1%
Change from prior year	0.0%	-0.8%	-0.6%	0.0%	-0.1%	0.0%	

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



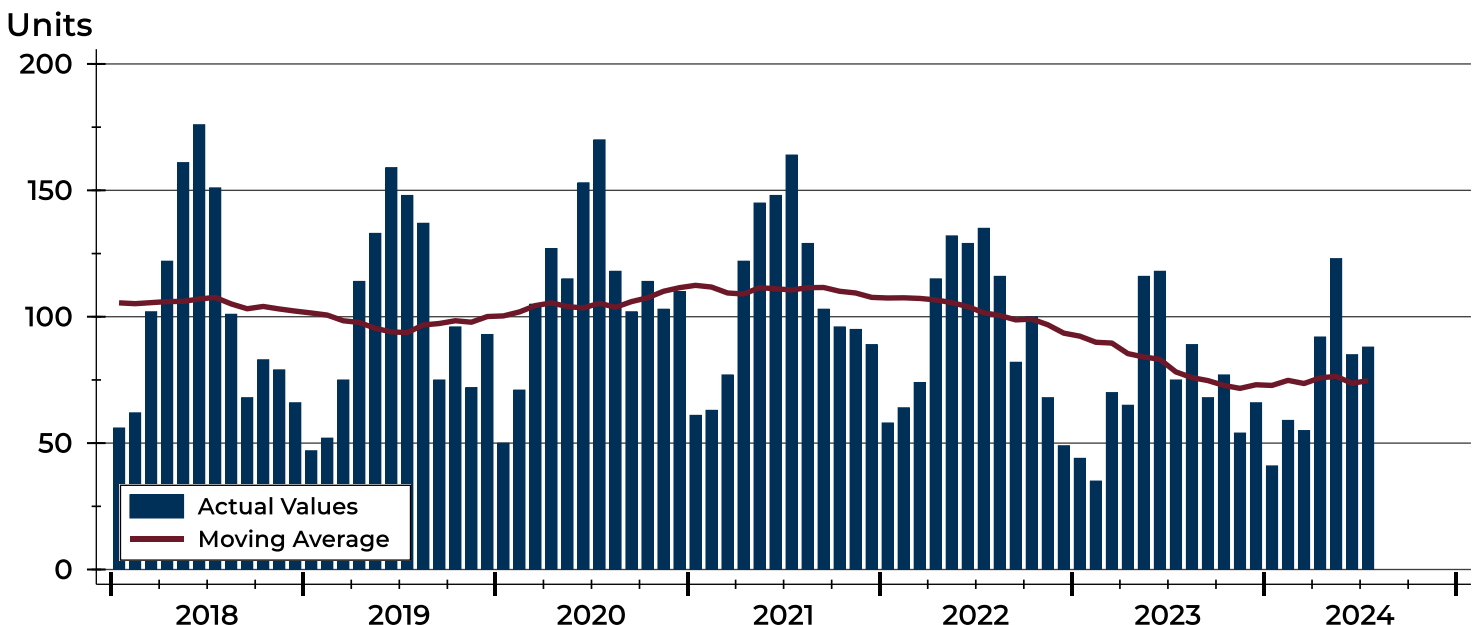
City of Lawrence Closed Listings Analysis

Summary Statistics for Closed Listings		2024	July 2023	Change	2024	Year-to-Date 2023	Change
Closed Listings		88	75	17.3%	543	523	3.8%
Volume (1,000s)		31,693	25,149	26.0%	190,735	175,925	8.4%
Months' Supply		2.3	1.5	53.3%	N/A	N/A	N/A
Average	Sale Price	360,143	335,322	7.4%	351,261	336,376	4.4%
	Days on Market	17	14	21.4%	21	16	31.3%
	Percent of List	98.3%	100.5%	-2.2%	99.6%	101.1%	-1.5%
	Percent of Original	97.4%	99.5%	-2.1%	99.0%	100.6%	-1.6%
Median	Sale Price	325,000	300,000	8.3%	315,000	300,000	5.0%
	Days on Market	8	4	100.0%	6	4	50.0%
	Percent of List	100.0%	100.0%	0.0%	100.0%	100.0%	0.0%
	Percent of Original	100.0%	100.0%	0.0%	100.0%	100.0%	0.0%

A total of 88 homes sold in the City of Lawrence in July, up from 75 units in July 2023. Total sales volume rose to \$31.7 million compared to \$25.1 million in the previous year.

The median sales price in July was \$325,000, up 8.3% compared to the prior year. Median days on market was 8 days, up from 4 days in June, and up from 4 in July 2023.

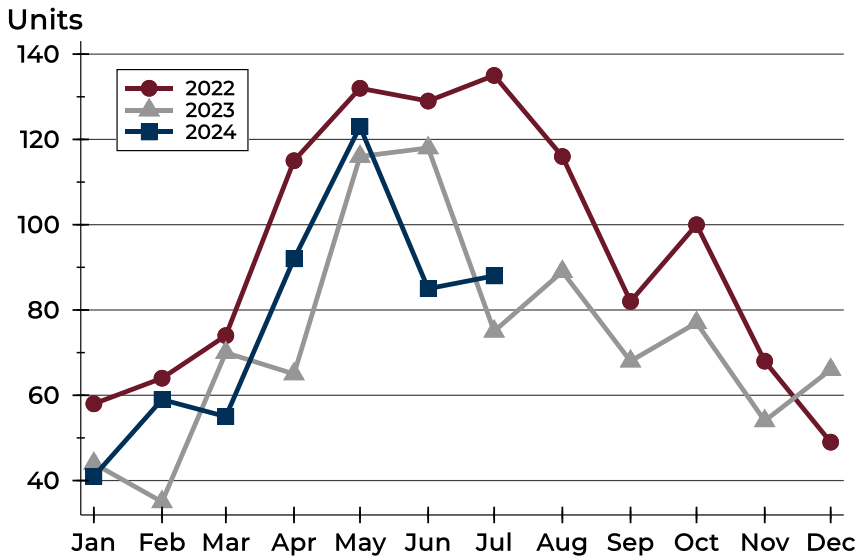
History of Closed Listings





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	88
August	116	89	
September	82	68	
October	100	77	
November	68	54	
December	49	66	

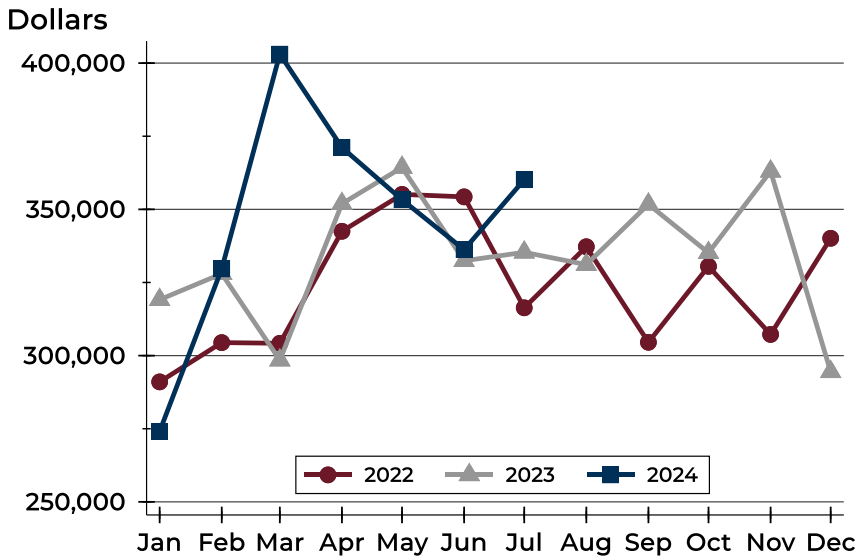
Closed Listings by Price Range

Price Range	Sales		Months' Supply	Sale Price		Days on Market		Price as % of List		Price as % of Orig.	
	Number	Percent		Average	Median	Avg.	Med.	Avg.	Med.	Avg.	Med.
Below \$50,000	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$50,000-\$99,999	2	2.3%	3.7	67,500	67,500	18	18	71.0%	71.0%	71.0%	71.0%
\$100,000-\$149,999	1	1.1%	4.1	104,250	104,250	7	7	100.0%	100.0%	100.0%	100.0%
\$150,000-\$199,999	3	3.4%	1.9	181,733	179,200	7	5	101.9%	102.4%	100.0%	100.6%
\$200,000-\$249,999	14	15.9%	1.7	227,389	230,500	20	7	98.3%	98.9%	97.6%	98.9%
\$250,000-\$299,999	19	21.6%	1.3	279,816	275,000	20	14	98.9%	100.0%	97.8%	100.0%
\$300,000-\$349,999	13	14.8%	1.9	325,192	326,000	12	13	99.6%	100.0%	98.8%	100.0%
\$350,000-\$399,999	11	12.5%	2.4	376,518	378,300	8	6	99.0%	100.0%	98.6%	100.0%
\$400,000-\$449,999	7	8.0%	3.4	420,900	420,000	19	18	98.8%	100.0%	98.0%	100.0%
\$450,000-\$499,999	6	6.8%	3.8	483,383	483,000	16	10	98.7%	99.1%	97.6%	97.8%
\$500,000-\$599,999	4	4.5%	2.5	527,250	525,000	51	23	97.6%	97.7%	97.1%	96.8%
\$600,000-\$749,999	5	5.7%	2.7	638,300	620,000	12	1	101.9%	100.0%	100.4%	100.0%
\$750,000-\$999,999	2	2.3%	4.0	883,450	883,450	23	23	99.1%	99.1%	93.9%	93.9%
\$1,000,000 and up	1	1.1%	8.0	1,125,000	1,125,000	7	7	86.5%	86.5%	86.5%	86.5%



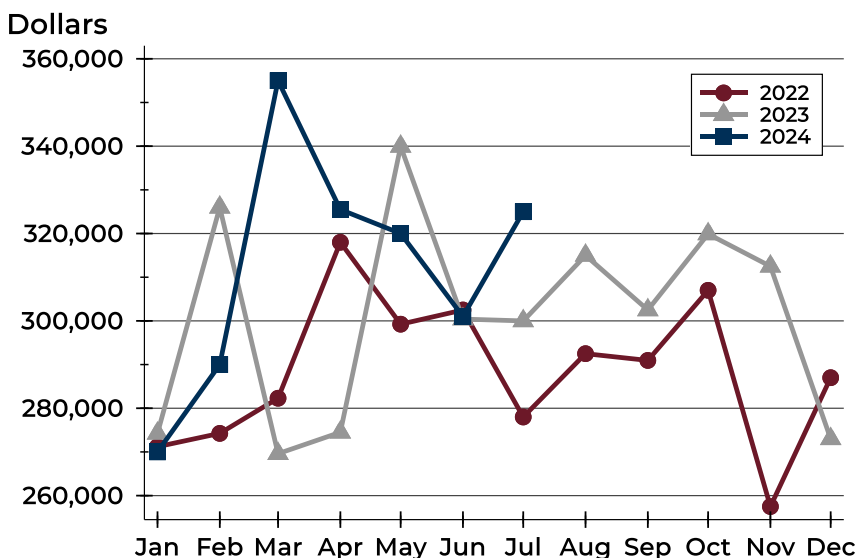
City of Lawrence Closed Listings Analysis

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	360,143
August	337,220	331,109	
September	304,560	351,738	
October	330,510	335,150	
November	307,240	363,014	
December	340,120	294,469	

Median Price

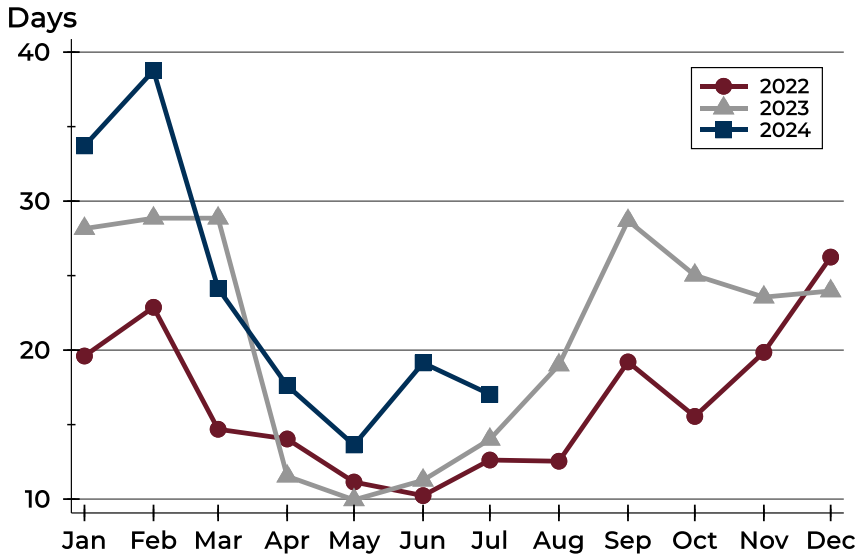


Month	2022	2023	2024
January	271,200	274,250	270,000
February	274,250	326,000	290,000
March	282,300	269,600	355,000
April	318,000	274,500	325,500
May	299,243	339,950	320,000
June	302,500	300,415	301,000
July	278,000	300,000	325,000
August	292,500	315,000	
September	290,950	302,500	
October	307,000	319,900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



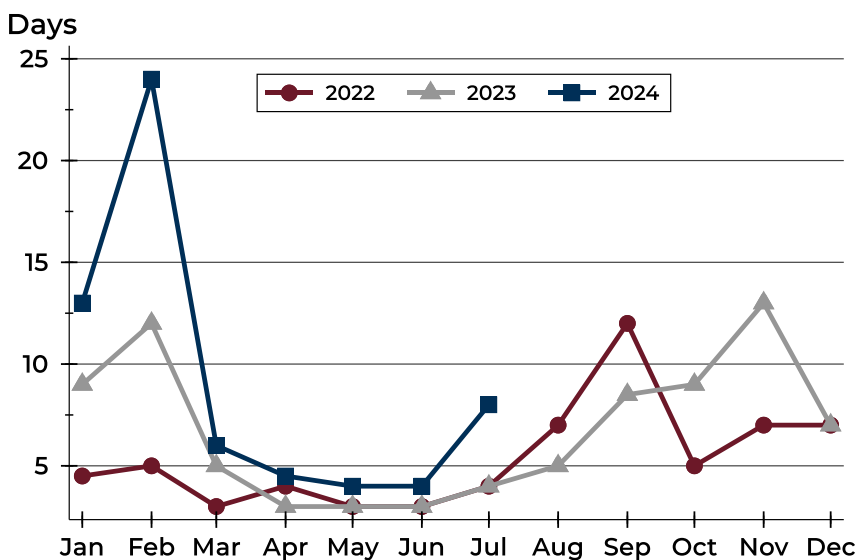
City of Lawrence Closed Listings Analysis

Average DOM



Month	2022	2023	2024
January	20	28	34
February	23	29	39
March	15	29	24
April	14	12	18
May	11	10	14
June	10	11	19
July	13	14	17
August	13	19	
September	19	29	
October	16	25	
November	20	24	
December	26	24	

Median DOM



Month	2022	2023	2024
January	5	9	13
February	5	12	24
March	3	5	6
April	4	3	5
May	3	3	4
June	3	3	4
July	4	4	8
August	7	5	
September	12	9	
October	5	9	
November	7	13	
December	7	7	



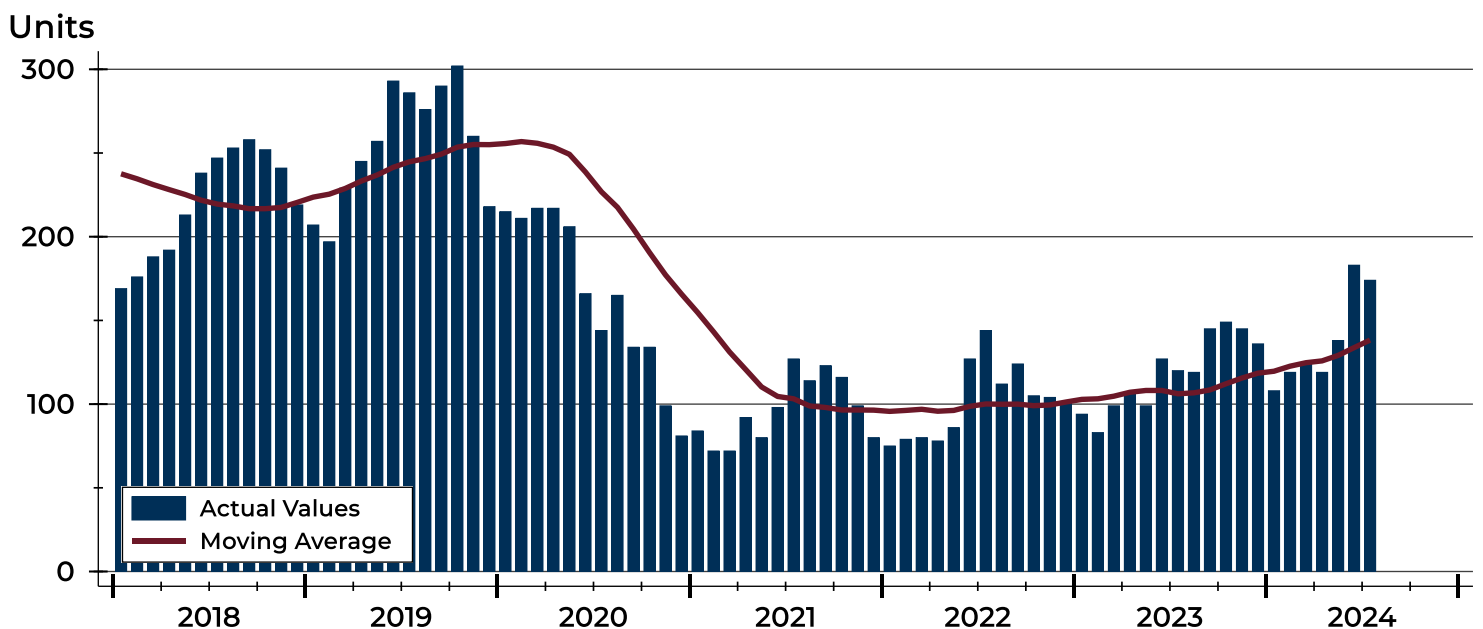
City of Lawrence Active Listings Analysis

Summary Statistics for Active Listings		2024	End of July 2023	Change
Active Listings		174	120	45.0%
Volume (1,000s)		66,880	49,972	33.8%
Months' Supply		2.3	1.5	53.3%
Average	List Price	384,366	416,435	-7.7%
	Days on Market	53	53	0.0%
	Percent of Original	99.1%	98.1%	1.0%
Median	List Price	339,950	397,200	-14.4%
	Days on Market	35	32	9.4%
	Percent of Original	100.0%	100.0%	0.0%

A total of 174 homes were available for sale in the City of Lawrence at the end of July. This represents a 2.3 months' supply of active listings.

The median list price of homes on the market at the end of July was \$339,950, down 14.4% from 2023. The typical time on market for active listings was 35 days, up from 32 days a year earlier.

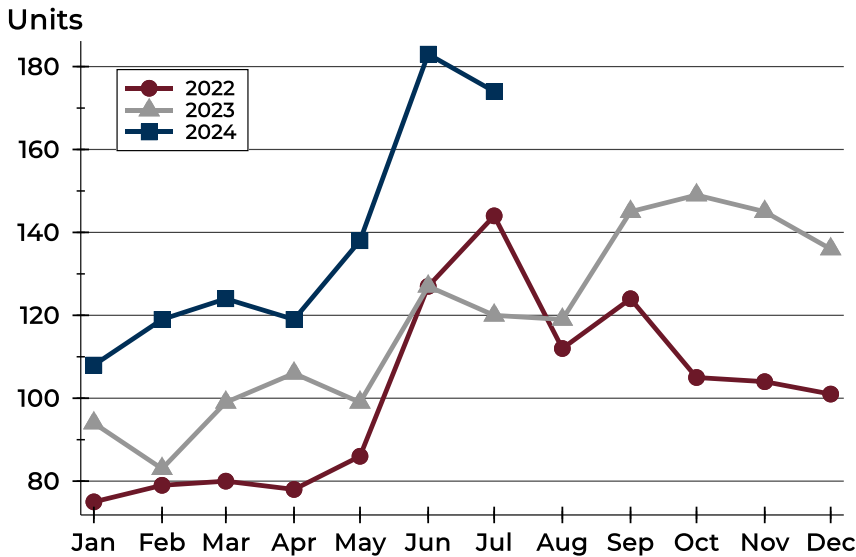
History of Active Listings





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	
September	124	145	
October	105	149	
November	104	145	
December	101	136	

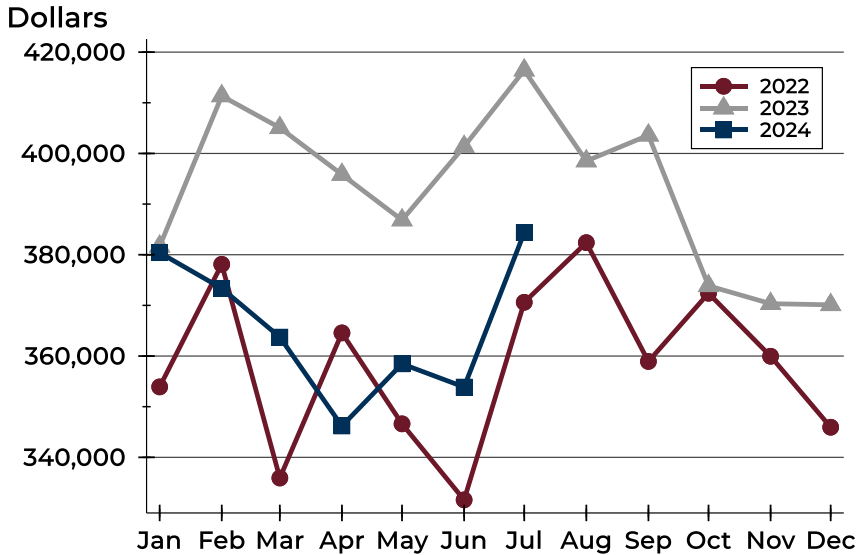
Active Listings by Price Range

Price Range	Active Listings Number	Active Listings Percent	Months' Supply	List Price Average	List Price Median	Days on Market Avg.	Days on Market Med.	Price as % of Orig. Avg.	Price as % of Orig. Med.
Below \$50,000	5	2.9%	N/A	1,769	1,600	13	20	100.0%	100.0%
\$50,000-\$99,999	4	2.3%	3.7	84,905	86,725	60	46	92.8%	99.1%
\$100,000-\$149,999	11	6.3%	4.1	130,600	130,000	35	21	97.1%	100.0%
\$150,000-\$199,999	11	6.3%	1.9	171,255	165,000	75	21	100.3%	100.0%
\$200,000-\$249,999	18	10.3%	1.7	234,519	237,250	78	41	99.1%	100.0%
\$250,000-\$299,999	18	10.3%	1.3	276,310	276,939	46	33	102.4%	100.0%
\$300,000-\$349,999	23	13.2%	1.9	320,824	319,900	61	35	98.8%	100.0%
\$350,000-\$399,999	22	12.6%	2.4	373,955	374,950	36	27	99.5%	100.0%
\$400,000-\$449,999	16	9.2%	3.4	425,813	425,000	29	24	99.2%	100.0%
\$450,000-\$499,999	16	9.2%	3.8	478,869	476,450	55	38	98.9%	100.0%
\$500,000-\$599,999	13	7.5%	2.5	562,408	564,900	61	42	99.0%	100.0%
\$600,000-\$749,999	8	4.6%	2.7	691,200	709,900	81	46	96.7%	97.7%
\$750,000-\$999,999	5	2.9%	4.0	905,840	919,500	45	41	99.0%	99.0%
\$1,000,000 and up	4	2.3%	8.0	1,641,225	1,462,500	92	23	97.6%	100.0%



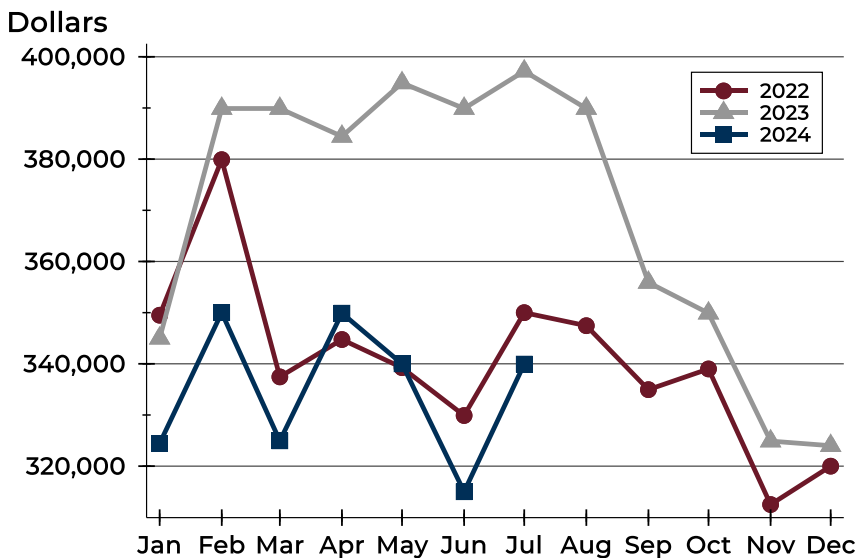
City of Lawrence Active Listings Analysis

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	
September	358,932	403,598	
October	372,396	373,865	
November	359,954	370,337	
December	345,946	370,118	

Median Price

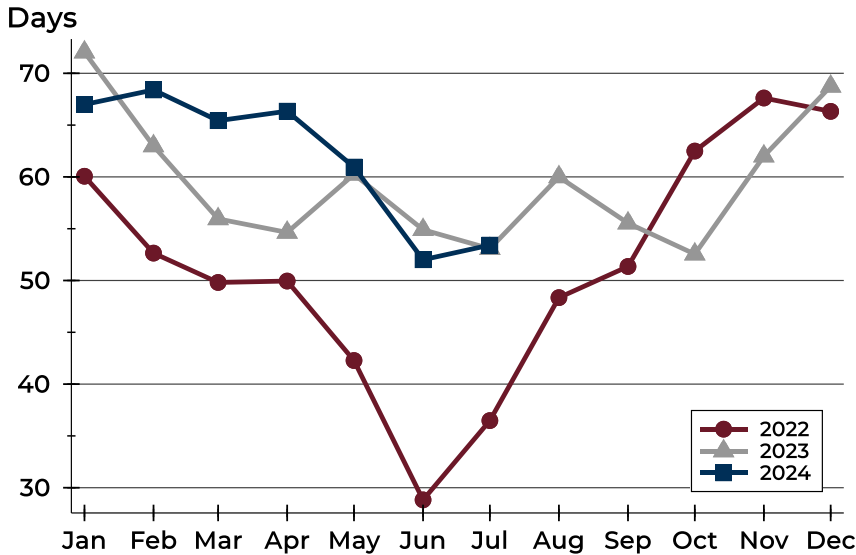


Month	2022	2023	2024
January	349,500	345,000	324,450
February	379,900	389,900	350,000
March	337,450	389,900	324,950
April	344,750	384,450	349,900
May	339,250	394,900	340,000
June	329,900	389,900	315,000
July	350,000	397,200	339,950
August	347,450	389,900	
September	334,950	355,900	
October	339,000	349,900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



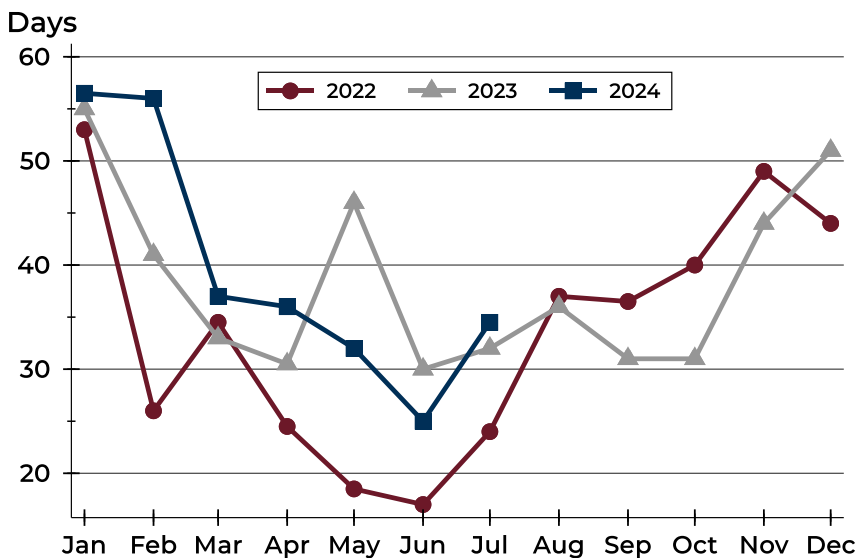
City of Lawrence Active Listings Analysis

Average DOM



Month	2022	2023	2024
January	60	72	67
February	53	63	68
March	50	56	65
April	50	55	66
May	42	60	61
June	29	55	52
July	36	53	53
August	48	60	
September	51	56	
October	62	53	
November	68	62	
December	66	69	

Median DOM

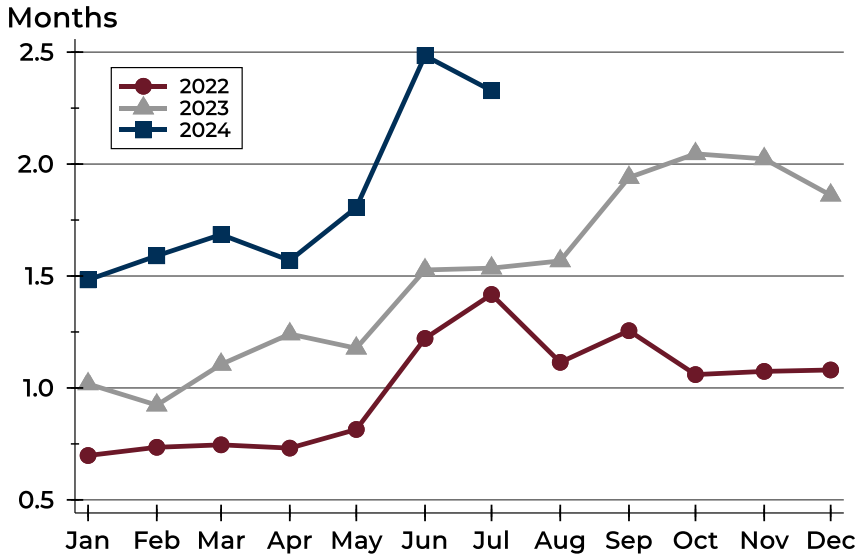


Month	2022	2023	2024
January	53	55	57
February	26	41	56
March	35	33	37
April	25	31	36
May	19	46	32
June	17	30	25
July	24	32	35
August	37	36	
September	37	31	
October	40	31	
November	49	44	
December	44	51	



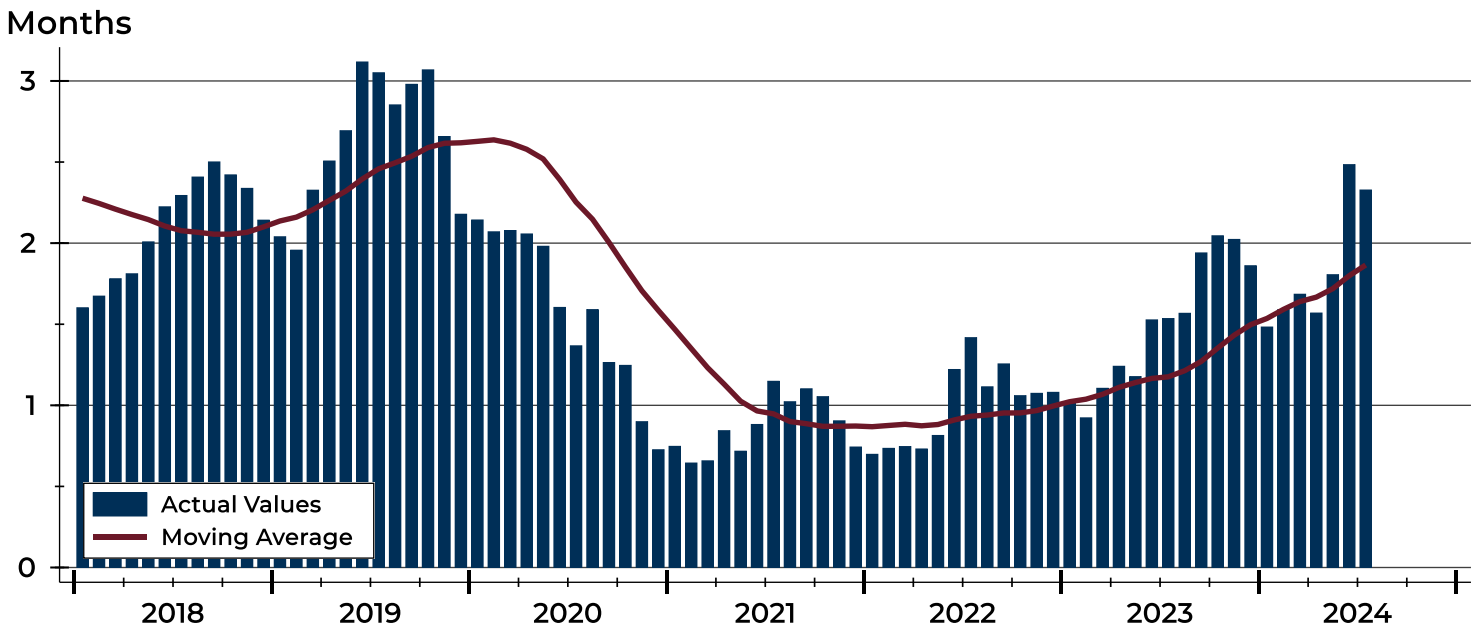
City of Lawrence Months' Supply Analysis

Months' Supply by Month



Month	2022	2023	2024
January	0.7	1.0	1.5
February	0.7	0.9	1.6
March	0.7	1.1	1.7
April	0.7	1.2	1.6
May	0.8	1.2	1.8
June	1.2	1.5	2.5
July	1.4	1.5	2.3
August	1.1	1.6	
September	1.3	1.9	
October	1.1	2.0	
November	1.1	2.0	
December	1.1	1.9	

History of Month's Supply





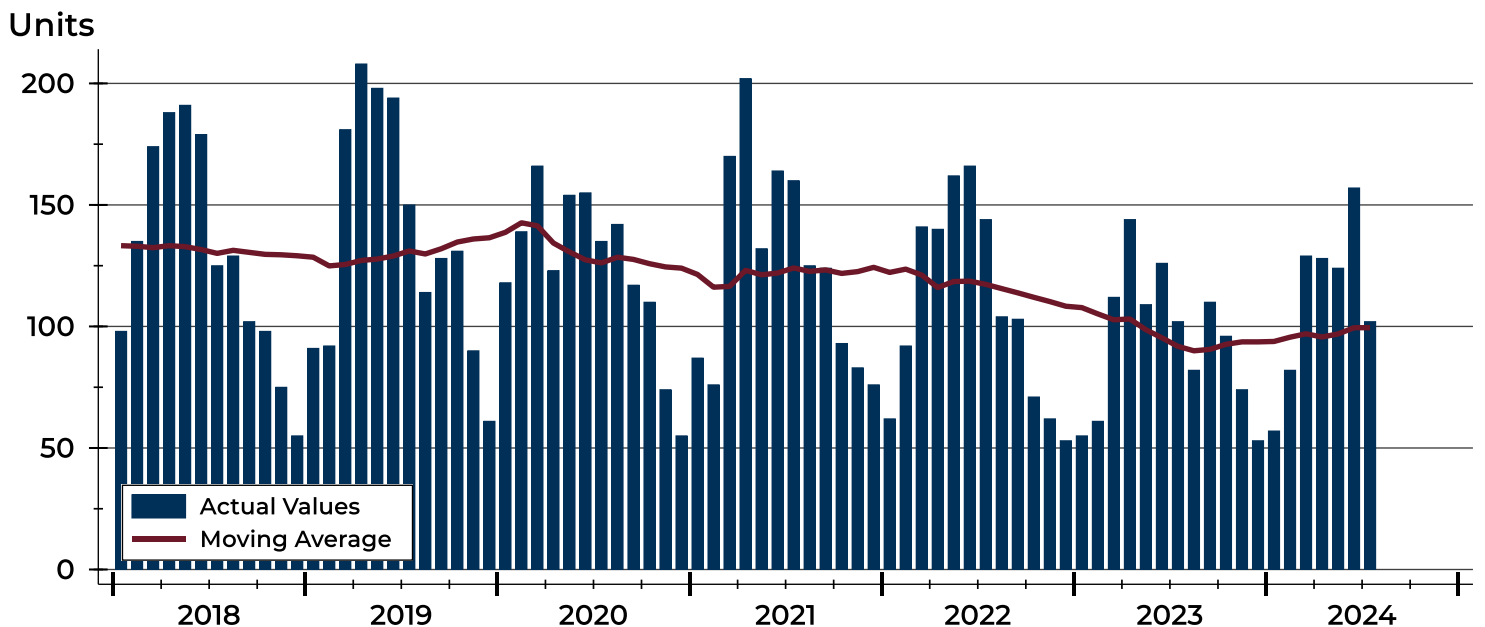
City of Lawrence New Listings Analysis

Summary Statistics for New Listings		2024	July 2023	Change
Current Month	New Listings	102	102	0.0%
	Volume (1,000s)	37,304	36,489	2.2%
	Average List Price	365,727	357,738	2.2%
	Median List Price	337,450	309,500	9.0%
Year-to-Date	New Listings	779	709	9.9%
	Volume (1,000s)	276,786	239,702	15.5%
	Average List Price	355,309	338,085	5.1%
	Median List Price	319,900	310,000	3.2%

A total of 102 new listings were added in the City of Lawrence during July, the same figure as reported in 2023. Year-to-date the City of Lawrence has seen 779 new listings.

The median list price of these homes was \$337,450 up from \$309,500 in 2023.

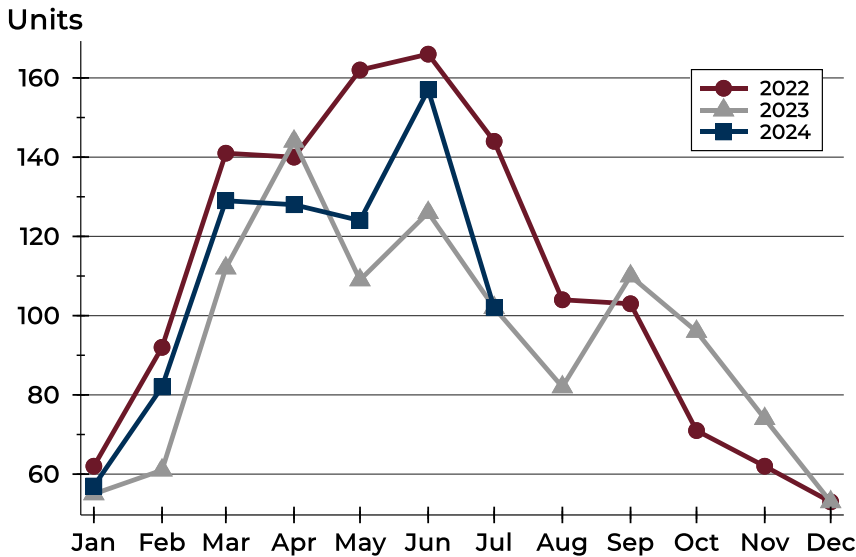
History of New Listings





City of Lawrence New Listings Analysis

New Listings by Month



Month	2022	2023	2024
January	62	55	57
February	92	61	82
March	141	112	129
April	140	144	128
May	162	109	124
June	166	126	157
July	144	102	102
August	104	82	103
September	103	110	71
October	71	96	62
November	62	74	53
December	53	53	53

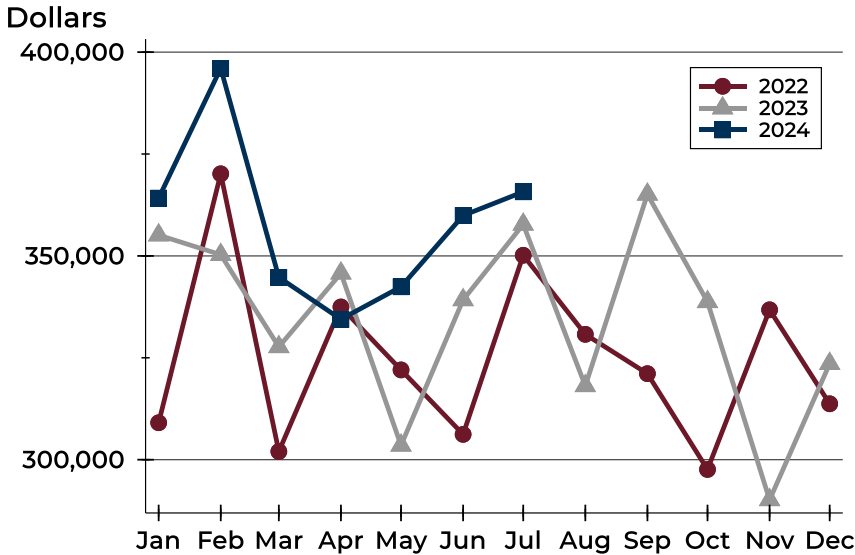
New Listings by Price Range

Price Range	New Listings		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$50,000	6	5.9%	1,925	1,850	16	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	4	3.9%	134,375	135,000	12	13	100.0%	100.0%
\$150,000-\$199,999	9	8.8%	175,878	166,000	16	19	100.0%	100.0%
\$200,000-\$249,999	7	6.9%	234,171	235,000	17	15	99.7%	100.0%
\$250,000-\$299,999	19	18.6%	278,480	278,878	15	14	99.6%	100.0%
\$300,000-\$349,999	13	12.7%	334,173	339,900	15	15	99.5%	100.0%
\$350,000-\$399,999	14	13.7%	375,600	376,500	18	17	99.7%	100.0%
\$400,000-\$449,999	11	10.8%	428,027	425,000	16	14	99.2%	100.0%
\$450,000-\$499,999	9	8.8%	474,700	475,000	22	22	99.0%	100.0%
\$500,000-\$599,999	5	4.9%	542,760	559,900	18	17	100.0%	100.0%
\$600,000-\$749,999	1	1.0%	720,000	720,000	29	29	100.0%	100.0%
\$750,000-\$999,999	1	1.0%	834,900	834,900	22	22	100.0%	100.0%
\$1,000,000 and up	3	2.9%	1,796,633	1,750,000	26	26	100.0%	100.0%



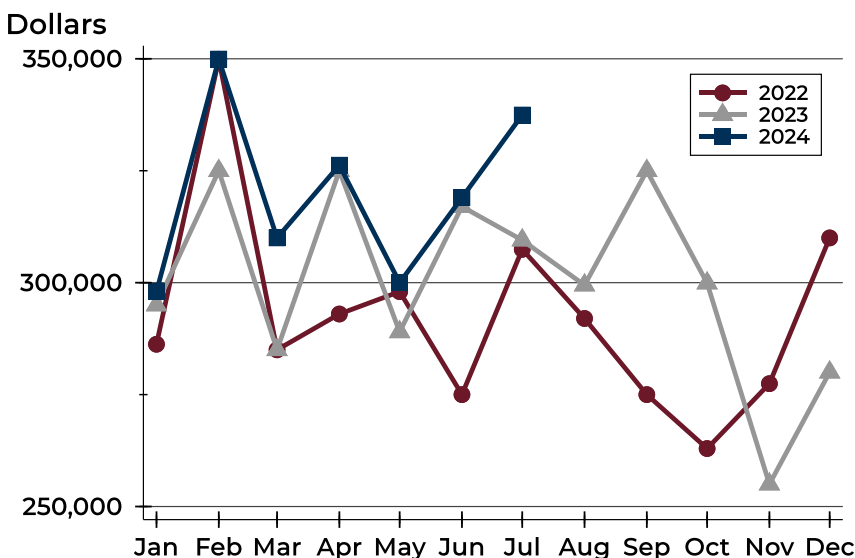
City of Lawrence New Listings Analysis

Average Price



Month	2022	2023	2024
January	309,069	355,103	364,190
February	370,146	350,309	396,031
March	302,005	327,690	344,747
April	337,476	345,750	334,458
May	322,036	303,520	342,423
June	306,220	339,209	359,903
July	350,165	357,738	365,727
August	330,760	318,123	
September	321,108	365,103	
October	297,609	338,733	
November	336,777	290,141	
December	313,717	323,562	

Median Price



Month	2022	2023	2024
January	286,250	295,000	298,000
February	349,900	325,000	349,950
March	285,000	285,000	310,000
April	293,000	325,000	326,250
May	298,000	289,000	300,000
June	275,000	317,000	319,000
July	307,450	309,500	337,450
August	292,000	299,450	
September	275,000	325,000	
October	262,950	299,900	
November	277,450	255,000	
December	310,000	280,000	



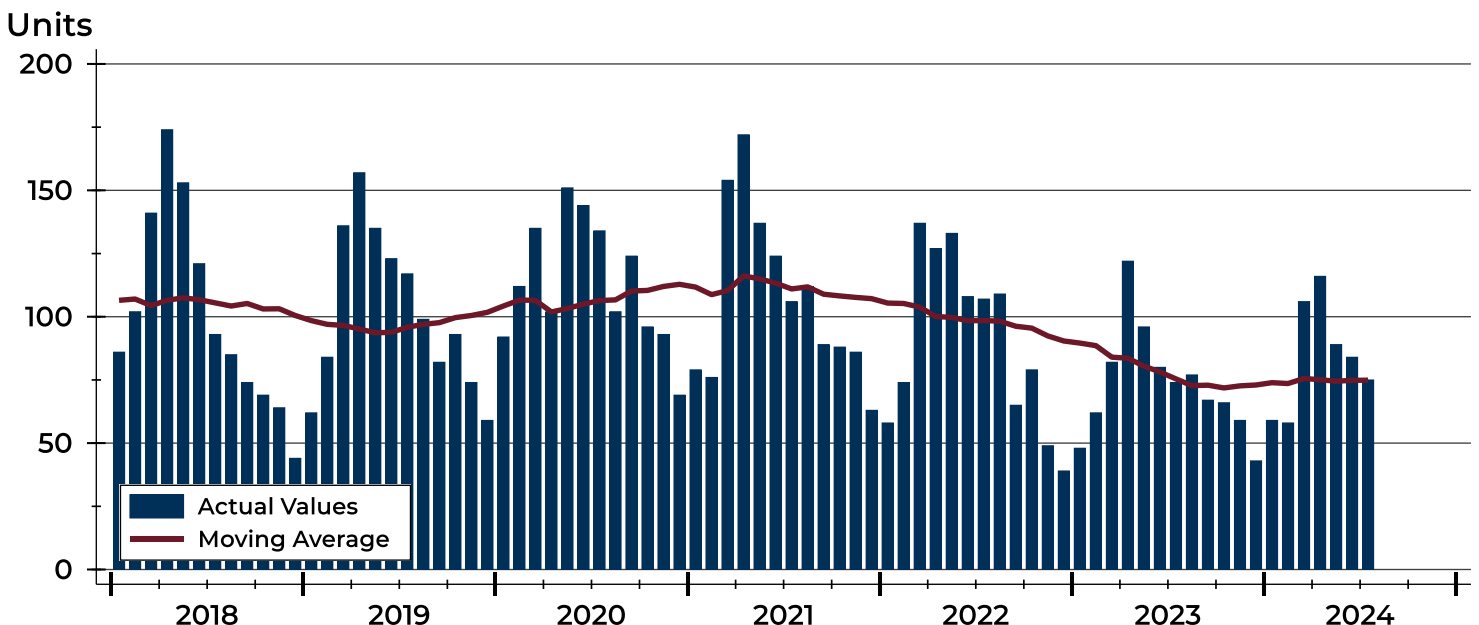
City of Lawrence Contracts Written Analysis

Summary Statistics for Contracts Written		2024	July 2023	Change	Year-to-Date		
		2024	2023		2024	2023	Change
Contracts Written		75	74	1.4%	587	564	4.1%
Volume (1,000s)		25,218	25,264	-0.2%	208,772	188,978	10.5%
Average	Sale Price	336,246	341,411	-1.5%	355,660	335,068	6.1%
	Days on Market	33	25	32.0%	21	17	23.5%
	Percent of Original	98.1%	99.4%	-1.3%	99.1%	100.6%	-1.5%
Median	Sale Price	301,000	309,000	-2.6%	315,000	299,450	5.2%
	Days on Market	18	7	157.1%	6	4	50.0%
	Percent of Original	100.0%	100.0%	0.0%	100.0%	100.0%	0.0%

A total of 75 contracts for sale were written in the City of Lawrence during the month of July, up from 74 in 2023. The median list price of these homes was \$301,000, down from \$309,000 the prior year.

Half of the homes that went under contract in July were on the market less than 18 days, compared to 7 days in July 2023.

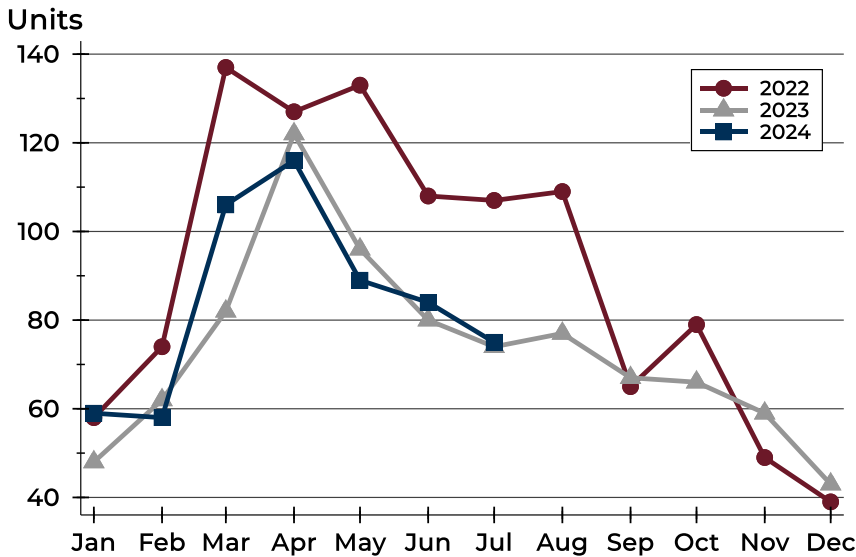
History of Contracts Written





City of Lawrence Contracts Written Analysis

Contracts Written by Month



Month	2022	2023	2024
January	58	48	59
February	74	62	58
March	137	82	106
April	127	122	116
May	133	96	89
June	108	80	84
July	107	74	75
August	109	77	
September	65	67	
October	79	66	
November	49	59	
December	39	43	

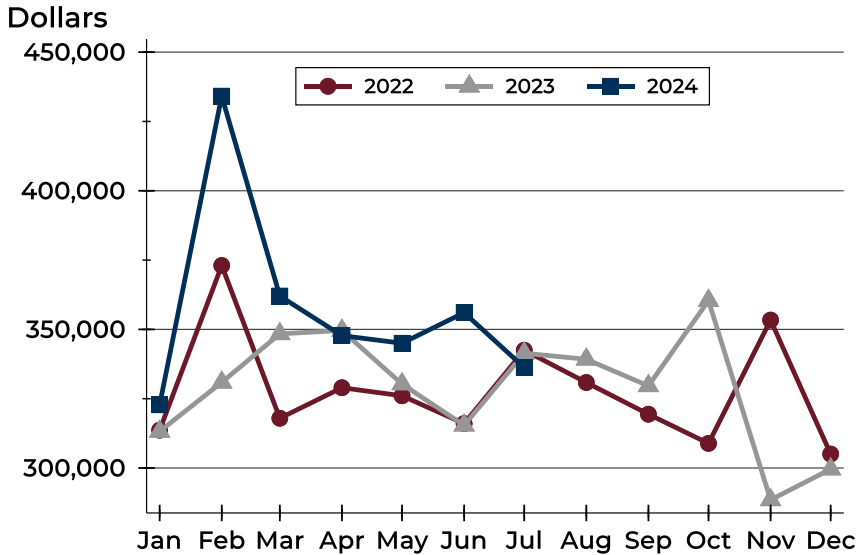
Contracts Written by Price Range

Price Range	Contracts Written		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$50,000	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$50,000-\$99,999	1	1.3%	84,900	84,900	11	11	82.4%	82.4%
\$100,000-\$149,999	2	2.7%	139,250	139,250	45	45	88.7%	88.7%
\$150,000-\$199,999	6	8.0%	178,633	179,900	54	16	100.1%	100.0%
\$200,000-\$249,999	8	10.7%	228,888	228,450	23	16	99.3%	100.0%
\$250,000-\$299,999	20	26.7%	282,478	287,000	19	15	97.4%	100.0%
\$300,000-\$349,999	17	22.7%	327,341	330,000	46	23	98.8%	100.0%
\$350,000-\$399,999	5	6.7%	382,940	380,000	40	39	98.0%	100.0%
\$400,000-\$449,999	6	8.0%	429,967	432,450	23	23	99.1%	100.0%
\$450,000-\$499,999	4	5.3%	467,450	467,450	48	24	99.5%	100.0%
\$500,000-\$599,999	4	5.3%	526,250	520,000	15	12	98.4%	100.0%
\$600,000-\$749,999	1	1.3%	619,500	619,500	35	35	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	1.3%	1,649,000	1,649,000	77	77	97.0%	97.0%



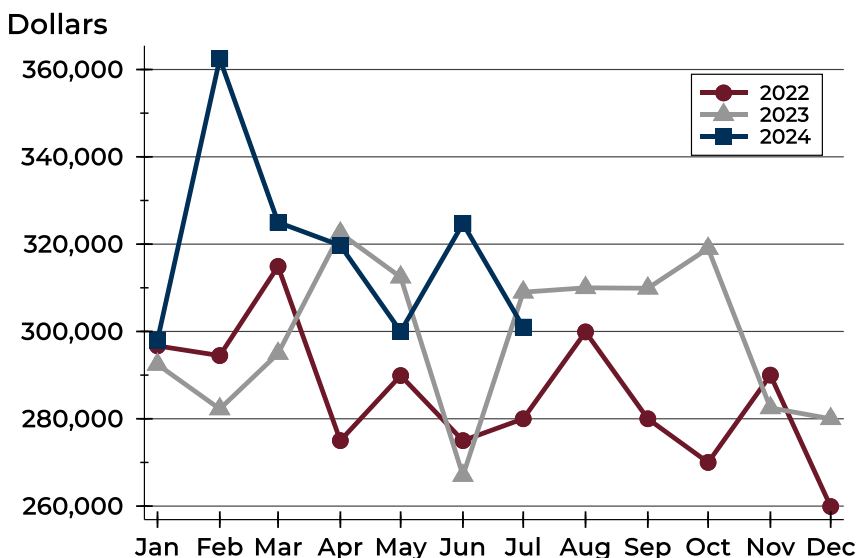
City of Lawrence Contracts Written Analysis

Average Price



Month	2022	2023	2024
January	313,674	313,207	322,803
February	373,052	330,911	434,141
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	356,033
July	342,488	341,411	336,246
August	330,861	339,212	
September	319,416	329,643	
October	308,888	360,391	
November	353,371	288,514	
December	305,041	299,601	

Median Price

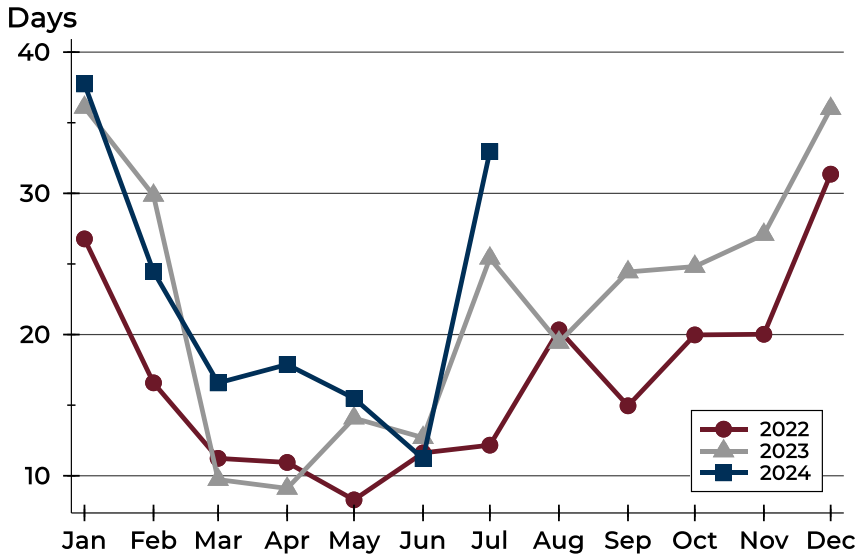


Month	2022	2023	2024
January	296,700	292,450	298,000
February	294,475	282,250	362,450
March	314,900	294,950	325,000
April	275,000	322,500	319,700
May	289,900	312,450	300,000
June	275,000	267,000	324,700
July	280,000	309,000	301,000
August	299,900	310,000	
September	280,000	309,900	
October	270,000	319,000	
November	290,000	282,500	
December	259,900	280,000	



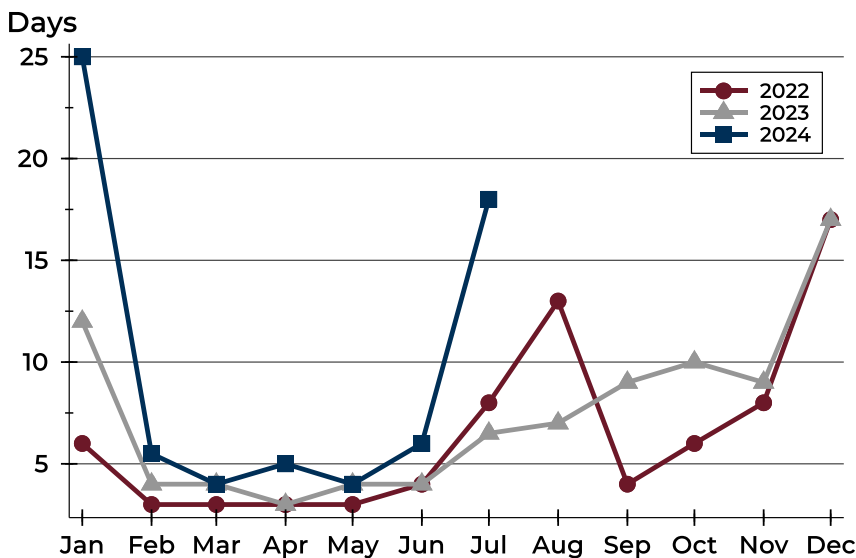
City of Lawrence Contracts Written Analysis

Average DOM



Month	2022	2023	2024
January	27	36	38
February	17	30	24
March	11	10	17
April	11	9	18
May	8	14	15
June	12	13	11
July	12	25	33
August	20	19	20
September	15	24	15
October	20	25	20
November	20	27	20
December	31	36	31

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	13
September	4	9	4
October	6	10	6
November	8	9	8
December	17	17	17



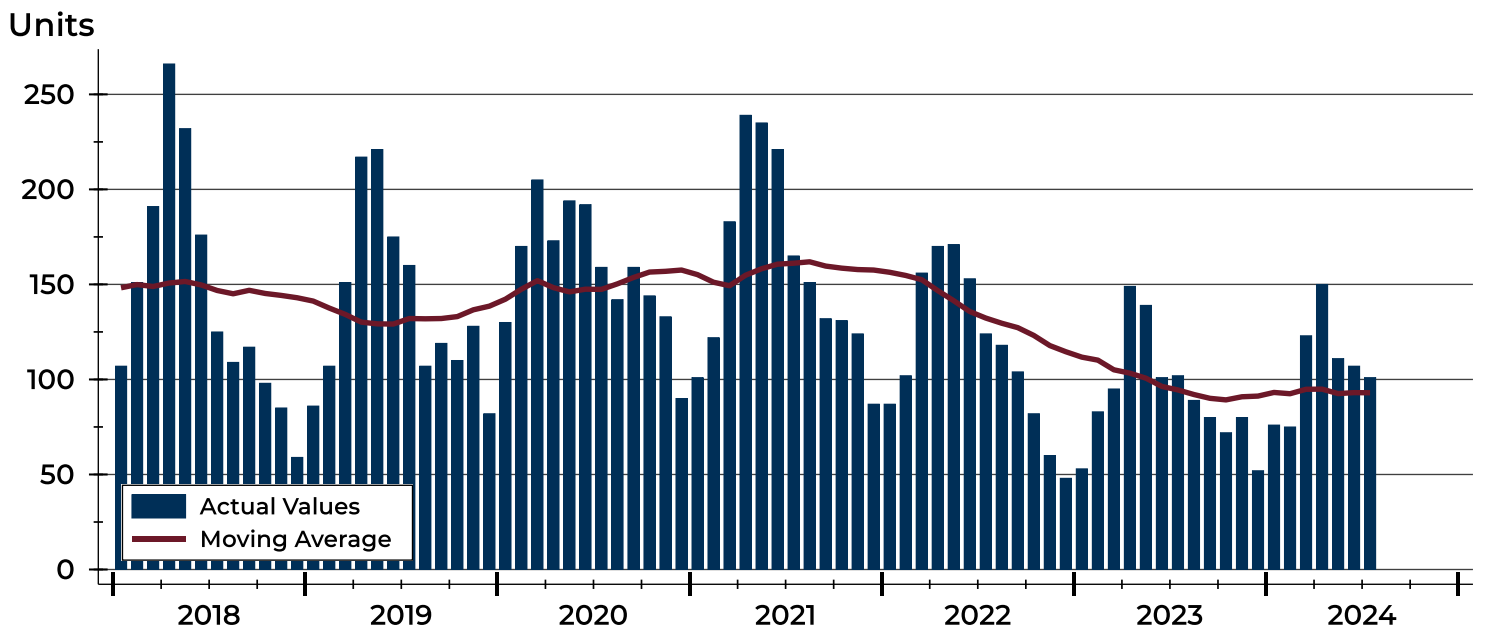
City of Lawrence Pending Contracts Analysis

Summary Statistics for Pending Contracts		2024	End of July 2023	Change
Pending Contracts		101	102	-1.0%
Volume (1,000s)		34,398	35,939	-4.3%
Average	List Price	340,577	352,339	-3.3%
	Days on Market	28	25	12.0%
	Percent of Original	99.0%	98.8%	0.2%
Median	List Price	300,000	317,450	-5.5%
	Days on Market	15	9	66.7%
	Percent of Original	100.0%	100.0%	0.0%

A total of 101 listings in the City of Lawrence had contracts pending at the end of July, down from 102 contracts pending at the end of July 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.

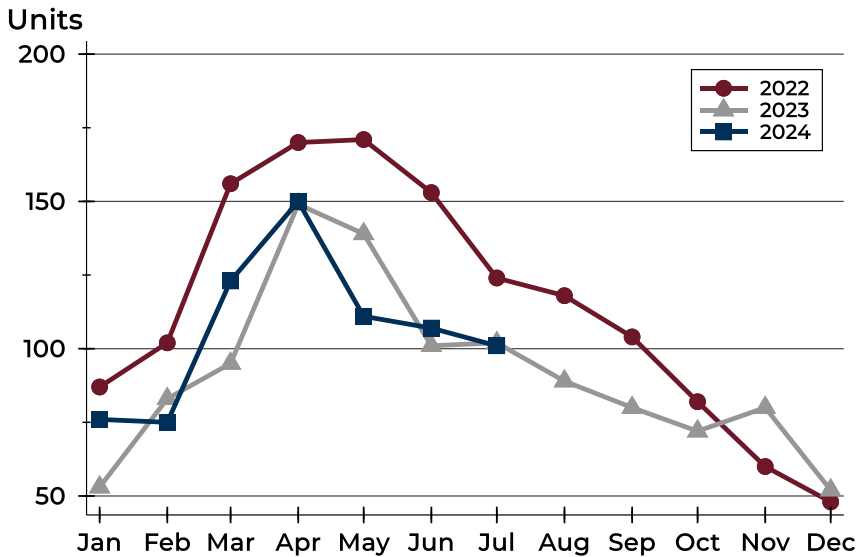
History of Pending Contracts





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	
September	104	80	
October	82	72	
November	60	80	
December	48	52	

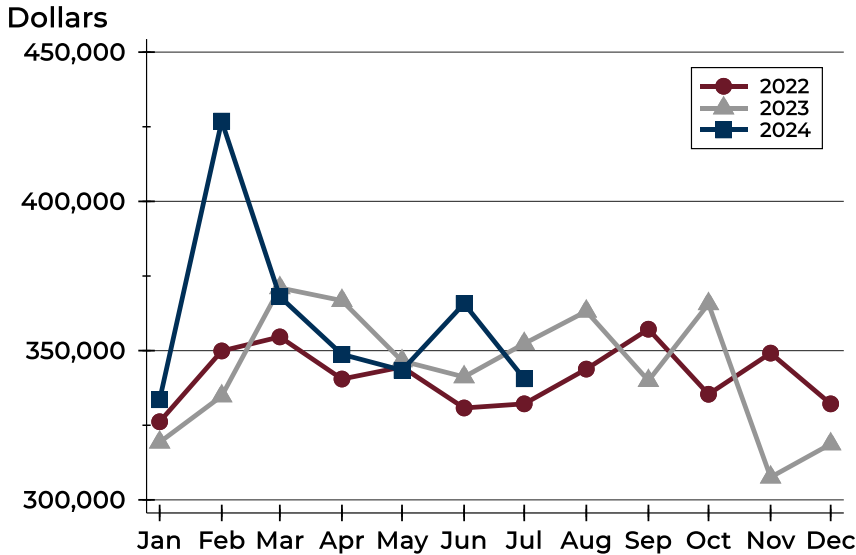
Pending Contracts by Price Range

Price Range	Pending Contracts		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$50,000	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$50,000-\$99,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$100,000-\$149,999	4	4.0%	134,363	139,250	50	45	94.2%	94.7%
\$150,000-\$199,999	10	9.9%	172,660	172,950	60	25	99.5%	100.0%
\$200,000-\$249,999	11	10.9%	225,373	226,900	17	9	100.0%	100.0%
\$250,000-\$299,999	25	24.8%	279,326	278,000	13	10	98.8%	100.0%
\$300,000-\$349,999	19	18.8%	323,411	319,900	41	20	99.2%	100.0%
\$350,000-\$399,999	7	6.9%	380,643	380,000	31	36	98.6%	100.0%
\$400,000-\$449,999	6	5.9%	436,458	437,450	29	32	98.1%	100.0%
\$450,000-\$499,999	5	5.0%	464,760	465,000	38	21	99.6%	100.0%
\$500,000-\$599,999	10	9.9%	529,380	525,000	8	4	99.4%	100.0%
\$600,000-\$749,999	3	3.0%	659,100	619,500	13	3	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%	1,649,000	1,649,000	77	77	97.0%	97.0%



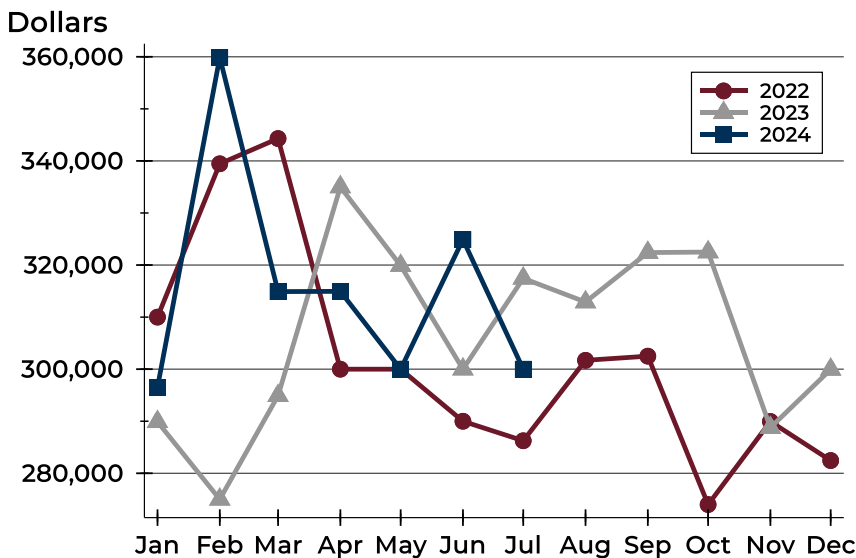
City of Lawrence Pending Contracts Analysis

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	
September	357,180	339,931	
October	335,385	365,678	
November	349,171	307,588	
December	332,166	318,710	

Median Price

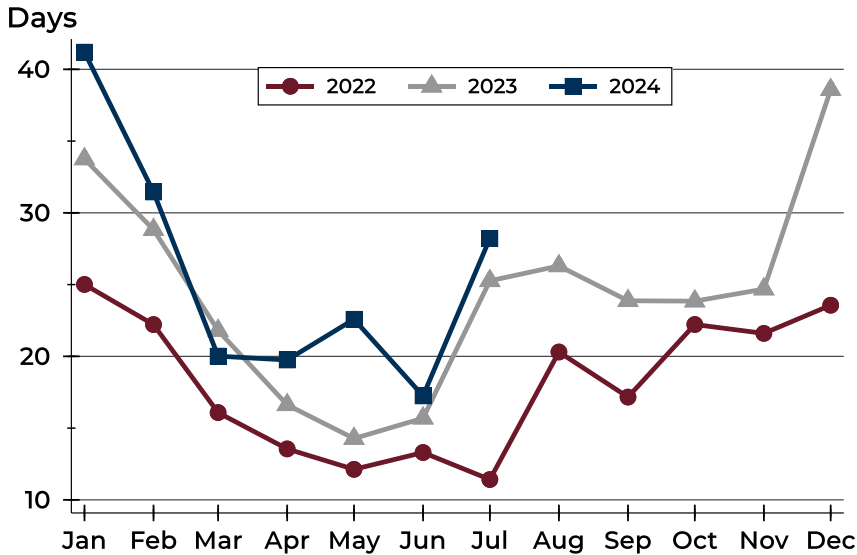


Month	2022	2023	2024
January	310,000	289,900	296,500
February	339,450	275,000	359,900
March	344,300	294,900	314,900
April	300,000	335,000	314,950
May	300,000	319,900	300,000
June	290,000	300,000	324,900
July	286,250	317,450	300,000
August	301,700	312,900	
September	302,500	322,400	
October	274,000	322,500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



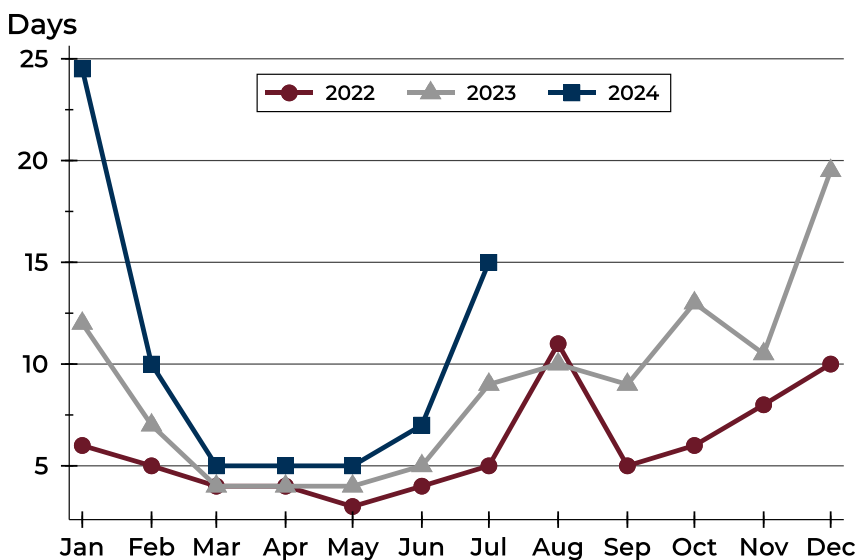
City of Lawrence Pending Contracts Analysis

Average DOM



Month	2022	2023	2024
January	25	34	41
February	22	29	31
March	16	22	20
April	14	17	20
May	12	14	23
June	13	16	17
July	11	25	28
August	20	26	
September	17	24	
October	22	24	
November	22	25	
December	24	39	

Median DOM



Month	2022	2023	2024
January	6	12	25
February	5	7	10
March	4	4	5
April	4	4	5
May	3	4	5
June	4	5	7
July	5	9	15
August	11	10	
September	5	9	
October	6	13	
November	8	11	
December	10	20	