



City of Lawrence Housing Report



Market Overview

City of Lawrence Home Sales Fell in August

Total home sales in the City of Lawrence fell last month to 77 units, compared to 89 units in August 2023. Total sales volume was \$25.8 million, down from a year earlier.

The median sale price in August was \$299,900, down from \$315,000 a year earlier. Homes that sold in August were typically on the market for 16 days and sold for 98.5% of their list prices.

City of Lawrence Active Listings Up at End of August

The total number of active listings in the City of Lawrence at the end of August was 190 units, up from 119 at the same point in 2023. This represents a 2.6 months' supply of homes available for sale. The median list price of homes on the market at the end of August was \$325,000.

During August, a total of 55 contracts were written down from 77 in August 2023. At the end of the month, there were 81 contracts still pending.

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City of Lawrence Summary Statistics

August MLS Statistics Three-year History		Current Month			Year-to-Date		
		2024	2023	2022	2024	2023	2022
Home Sales Change from prior year	77 -13.5%	89 -23.3%	116 -10.1%	621 1.5%	612 -25.6%	823 -9.5%	
Active Listings Change from prior year	190 59.7%	119 6.3%	112 -1.8%	N/A	N/A	N/A	
Months' Supply Change from prior year	2.6 62.5%	1.6 45.5%	1.1 10.0%	N/A	N/A	N/A	
New Listings Change from prior year	100 22.0%	82 -21.2%	104 -16.8%	882 11.5%	791 -21.8%	1,011 -9.4%	
Contracts Written Change from prior year	55 -28.6%	77 -29.4%	109 -2.7%	644 0.5%	641 -24.9%	853 -11.1%	
Pending Contracts Change from prior year	81 -9.0%	89 -24.6%	118 -21.9%	N/A	N/A	N/A	
Sales Volume (1,000s) Change from prior year	25,810 -12.4%	29,469 -24.7%	39,118 -0.6%	216,904 5.6%	205,393 -24.7%	272,666 0.3%	
Average	Sale Price Change from prior year	335,190 1.2%	331,109 -1.8%	337,220 10.5%	349,282 4.1%	335,610 1.3%	331,308 10.8%
	List Price of Actives Change from prior year	380,883 -4.4%	398,505 4.2%	382,390 25.2%	N/A	N/A	N/A
	Days on Market Change from prior year	24 26.3%	19 46.2%	13 -13.3%	21 23.5%	17 21.4%	14 -12.5%
	Percent of List Change from prior year	98.2% -2.1%	100.3% 0.3%	100.0% -1.6%	99.5% -1.5%	101.0% -1.4%	102.4% 0.3%
	Percent of Original Change from prior year	96.9% -2.5%	99.4% 0.3%	99.1% -1.8%	98.7% -1.7%	100.4% -1.5%	101.9% 0.3%
Median	Sale Price Change from prior year	299,900 -4.8%	315,000 7.7%	292,500 14.7%	315,000 4.2%	302,250 2.5%	295,000 11.3%
	List Price of Actives Change from prior year	325,000 -16.6%	389,900 12.2%	347,450 36.8%	N/A	N/A	N/A
	Days on Market Change from prior year	16 220.0%	5 -28.6%	7 75.0%	6 50.0%	4 0.0%	4 33.3%
	Percent of List Change from prior year	98.5% -1.5%	100.0% 0.0%	100.0% 0.0%	100.0% 0.0%	100.0% 0.0%	100.0% 0.0%
	Percent of Original Change from prior year	98.3% -1.7%	100.0% 0.0%	100.0% 0.0%	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.



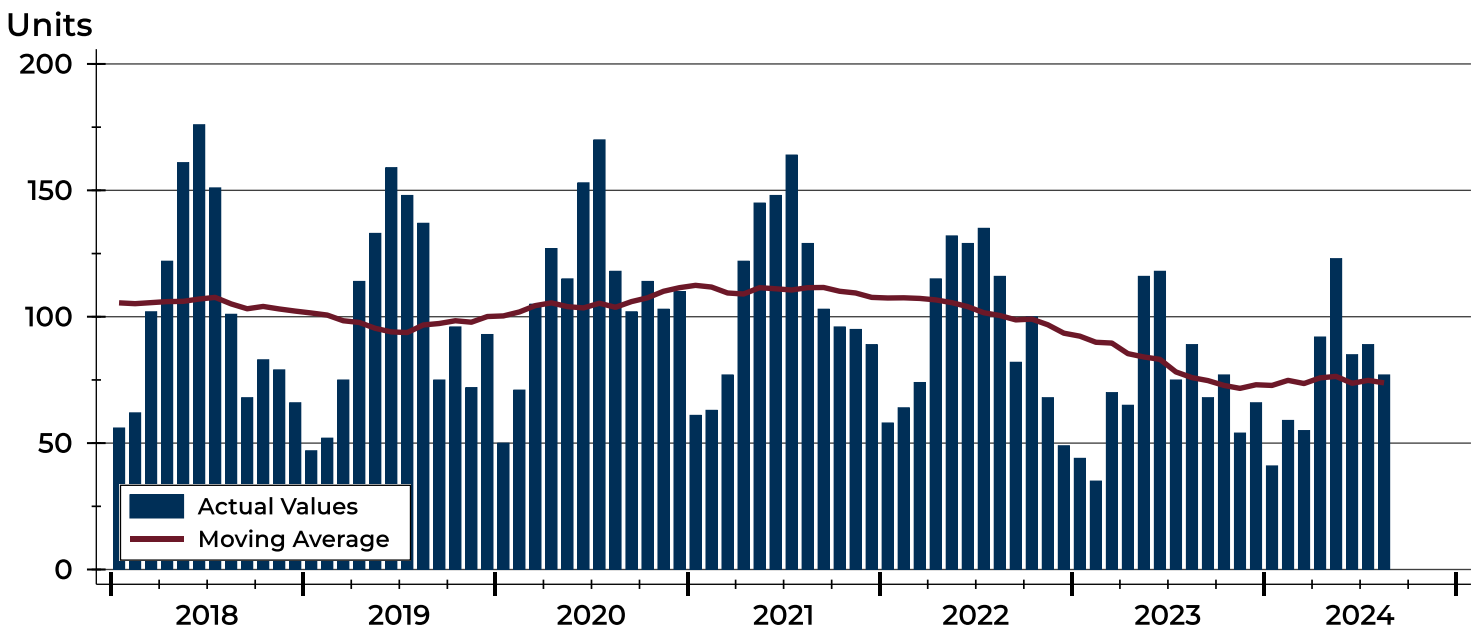
City of Lawrence Closed Listings Analysis

Summary Statistics for Closed Listings		2024	August 2023	Change	2024	Year-to-Date 2023	Change
Closed Listings		77	89	-13.5%	621	612	1.5%
Volume (1,000s)		25,810	29,469	-12.4%	216,904	205,393	5.6%
Months' Supply		2.6	1.6	62.5%	N/A	N/A	N/A
Average	Sale Price	335,190	331,109	1.2%	349,282	335,610	4.1%
	Days on Market	24	19	26.3%	21	17	23.5%
	Percent of List	98.2%	100.3%	-2.1%	99.5%	101.0%	-1.5%
	Percent of Original	96.9%	99.4%	-2.5%	98.7%	100.4%	-1.7%
Median	Sale Price	299,900	315,000	-4.8%	315,000	302,250	4.2%
	Days on Market	16	5	220.0%	6	4	50.0%
	Percent of List	98.5%	100.0%	-1.5%	100.0%	100.0%	0.0%
	Percent of Original	98.3%	100.0%	-1.7%	100.0%	100.0%	0.0%

A total of 77 homes sold in the City of Lawrence in August, down from 89 units in August 2023. Total sales volume fell to \$25.8 million compared to \$29.5 million in the previous year.

The median sales price in August was \$299,900, down 4.8% compared to the prior year. Median days on market was 16 days, up from 8 days in July, and up from 5 in August 2023.

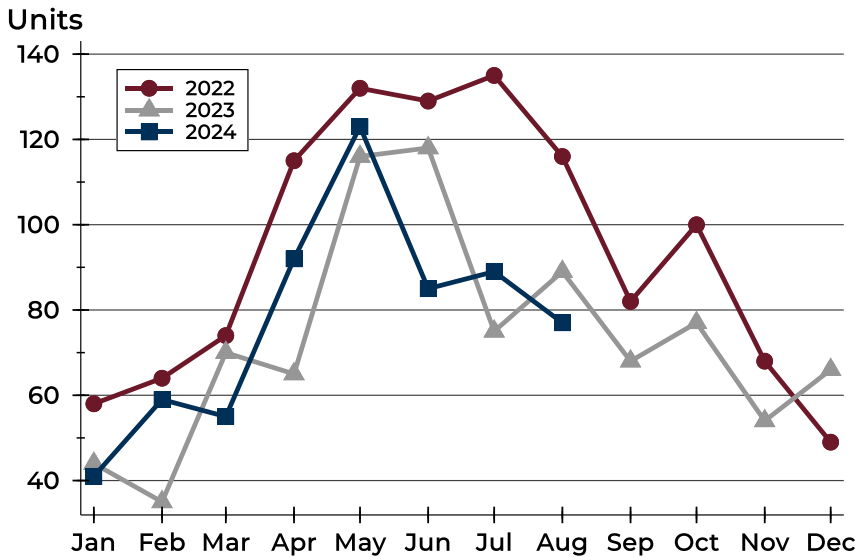
History of Closed Listings





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	
October	100	77	
November	68	54	
December	49	66	

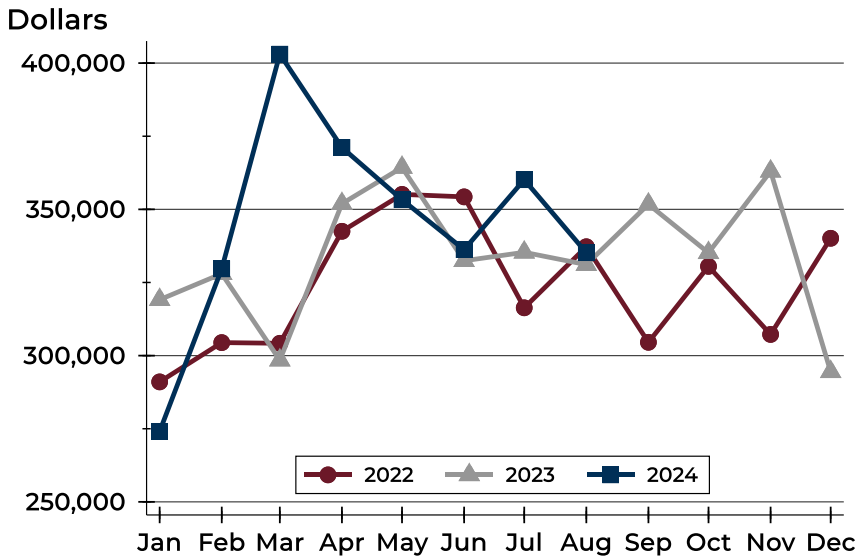
Closed Listings by Price Range

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%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$100,000-\$149,999	2	2.6%	5.1	127,500	127,500	45	45	91.5%	91.5%	86.9%	86.9%
\$150,000-\$199,999	7	9.1%	2.6	172,843	166,000	17	17	97.5%	98.0%	97.5%	98.0%
\$200,000-\$249,999	9	11.7%	2.0	223,333	220,000	24	15	98.7%	99.2%	94.7%	97.8%
\$250,000-\$299,999	21	27.3%	1.3	277,862	285,000	13	14	98.6%	98.3%	97.1%	98.3%
\$300,000-\$349,999	13	16.9%	2.5	320,366	318,033	29	16	99.8%	100.0%	99.0%	98.5%
\$350,000-\$399,999	10	13.0%	2.3	370,950	372,500	36	35	98.6%	98.7%	97.6%	98.7%
\$400,000-\$449,999	2	2.6%	2.5	433,675	433,675	18	18	97.5%	97.5%	97.5%	97.5%
\$450,000-\$499,999	5	6.5%	3.4	459,200	450,000	38	21	96.9%	97.6%	96.5%	96.4%
\$500,000-\$599,999	4	5.2%	3.0	546,750	558,500	3	4	100.3%	100.2%	100.3%	100.2%
\$600,000-\$749,999	2	2.6%	4.4	642,500	642,500	42	42	97.5%	97.5%	97.5%	97.5%
\$750,000-\$999,999	1	1.3%	4.0	755,000	755,000	3	3	100.7%	100.7%	100.7%	100.7%
\$1,000,000 and up	1	1.3%	6.9	1,235,000	1,235,000	77	77	74.9%	74.9%	72.6%	72.6%



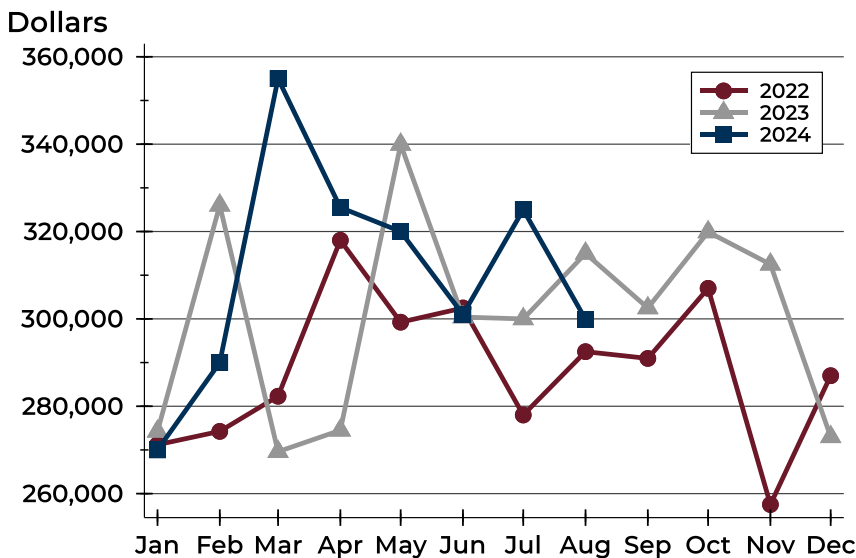
City of Lawrence Closed Listings Analysis

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	
October	330,510	335,150	
November	307,240	363,014	
December	340,120	294,469	

Median Price

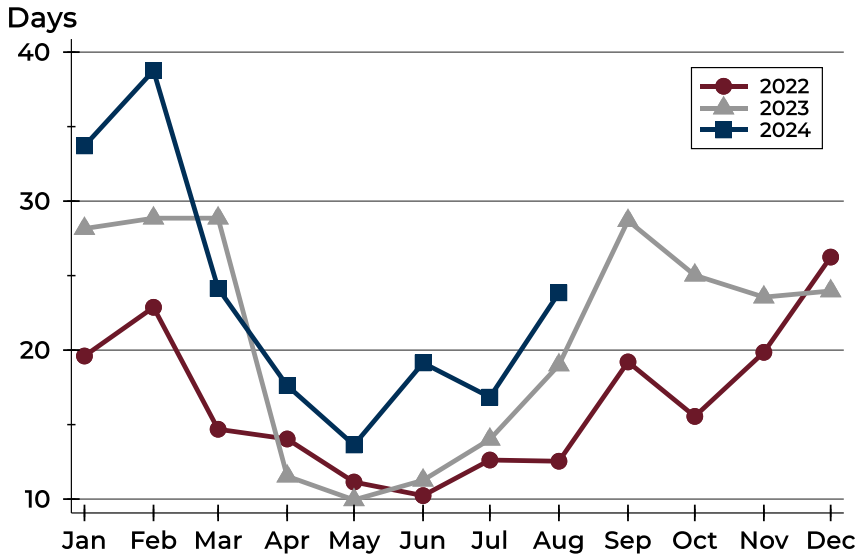


Month	2022	2023	2024
January	271,200	274,250	270,000
February	274,250	326,000	290,000
March	282,300	269,600	355,000
April	318,000	274,500	325,500
May	299,243	339,950	320,000
June	302,500	300,415	301,000
July	278,000	300,000	325,000
August	292,500	315,000	299,900
September	290,950	302,500	
October	307,000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



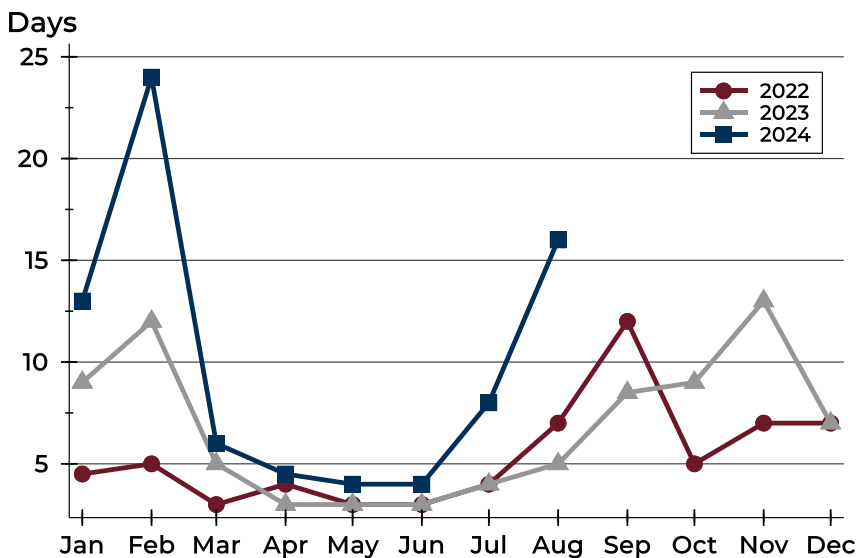
City of Lawrence Closed Listings Analysis

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	
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	16
September	12	9	
October	5	9	
November	7	13	
December	7	7	



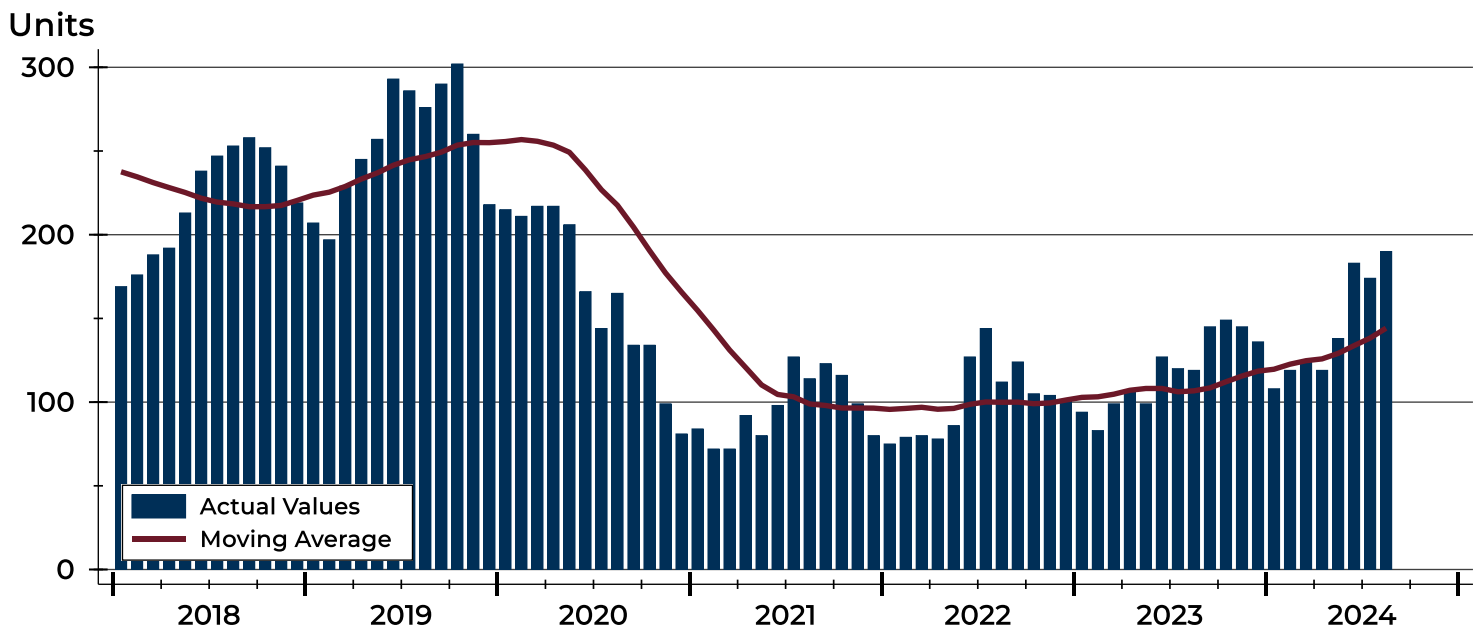
City of Lawrence Active Listings Analysis

Summary Statistics for Active Listings		2024	End of August 2023	Change
Active Listings		190	119	59.7%
Volume (1,000s)		72,368	47,422	52.6%
Months' Supply		2.6	1.6	62.5%
Average	List Price	380,883	398,505	-4.4%
	Days on Market	55	60	-8.3%
	Percent of Original	98.4%	97.4%	1.0%
Median	List Price	325,000	389,900	-16.6%
	Days on Market	40	36	11.1%
	Percent of Original	100.0%	100.0%	0.0%

A total of 190 homes were available for sale in the City of Lawrence at the end of August. This represents a 2.6 months' supply of active listings.

The median list price of homes on the market at the end of August was \$325,000, down 16.6% from 2023. The typical time on market for active listings was 40 days, up from 36 days a year earlier.

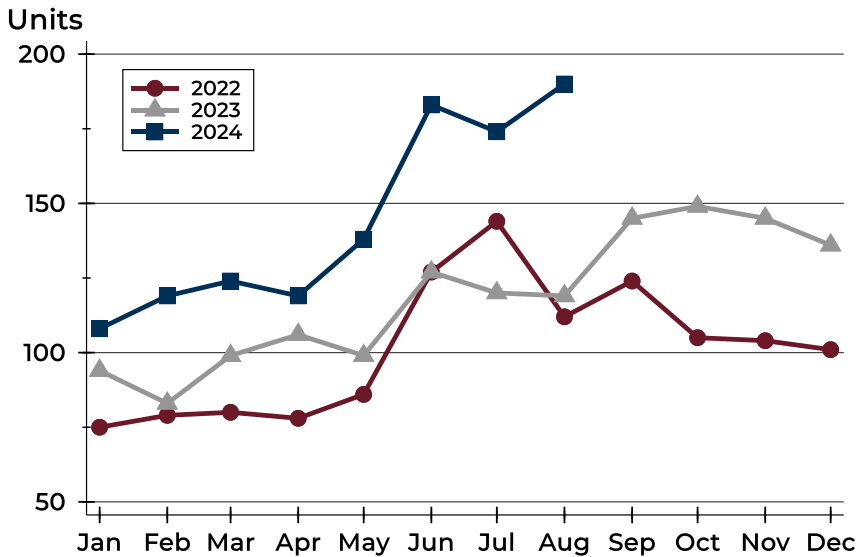
History of Active Listings





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	
October	105	149	
November	104	145	
December	101	136	

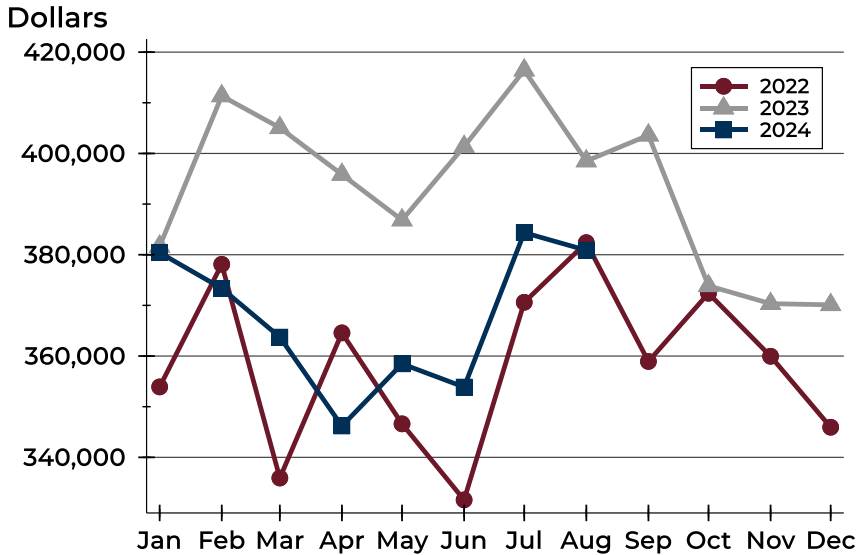
Active Listings by Price Range

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	2.6%	N/A	2,129	2,000	19	11	100.0%	100.0%
\$50,000-\$99,999	5	2.6%	N/A	87,904	89,950	49	13	94.2%	100.0%
\$100,000-\$149,999	12	6.3%	5.1	130,550	130,000	40	33	97.3%	100.0%
\$150,000-\$199,999	15	7.9%	2.6	169,020	160,000	70	23	100.1%	100.0%
\$200,000-\$249,999	21	11.1%	2.0	231,910	230,000	82	64	97.9%	100.0%
\$250,000-\$299,999	19	10.0%	1.3	279,726	279,000	31	23	98.7%	100.0%
\$300,000-\$349,999	30	15.8%	2.5	321,718	322,450	45	40	98.3%	100.0%
\$350,000-\$399,999	21	11.1%	2.3	378,486	385,000	49	48	98.6%	100.0%
\$400,000-\$449,999	11	5.8%	2.5	431,495	429,900	51	40	98.0%	98.9%
\$450,000-\$499,999	15	7.9%	3.4	473,800	474,900	59	47	98.4%	99.7%
\$500,000-\$599,999	15	7.9%	3.0	561,278	564,900	68	51	98.9%	100.0%
\$600,000-\$749,999	12	6.3%	4.4	685,775	697,450	61	38	98.6%	100.0%
\$750,000-\$999,999	5	2.6%	4.0	886,840	895,000	56	69	98.7%	100.0%
\$1,000,000 and up	4	2.1%	6.9	1,773,750	1,655,000	109	49	98.0%	100.0%



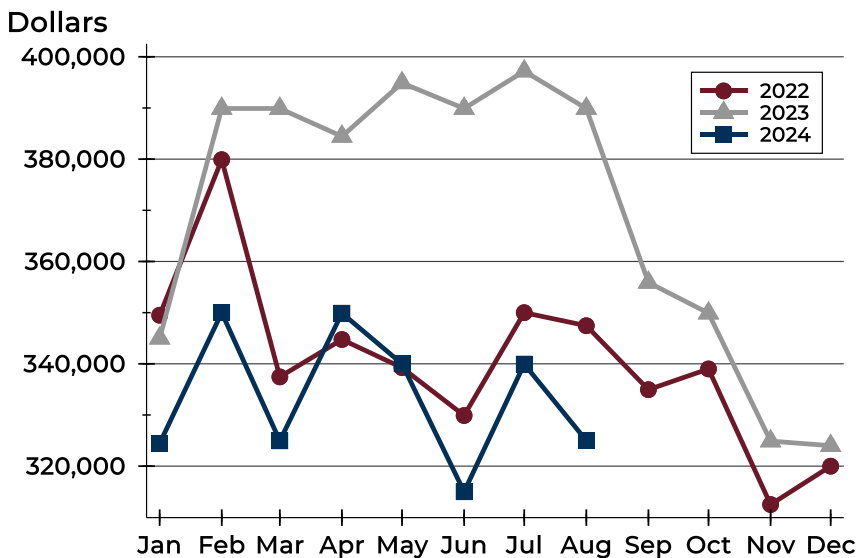
City of Lawrence Active Listings Analysis

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	
October	372,396	373,865	
November	359,954	370,337	
December	345,946	370,118	

Median Price

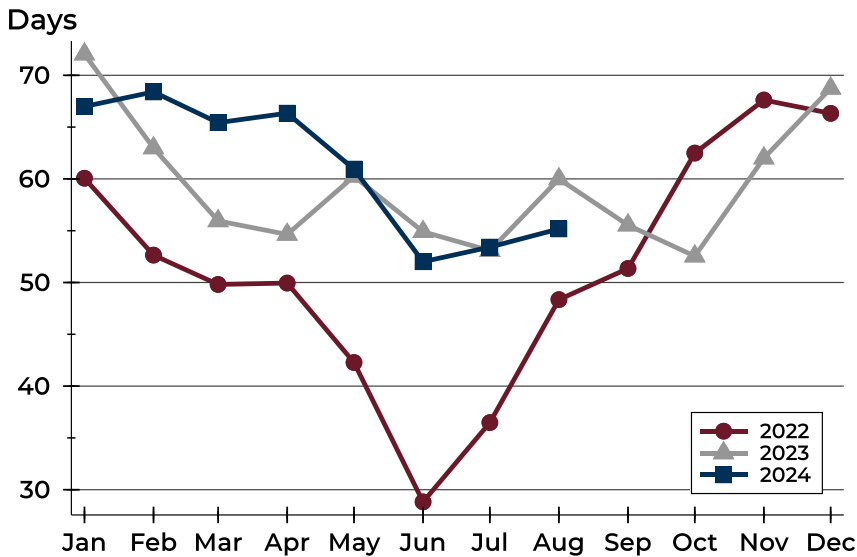


Month	2022	2023	2024
January	349,500	345,000	324,450
February	379,900	389,900	350,000
March	337,450	389,900	324,950
April	344,750	384,450	349,900
May	339,250	394,900	340,000
June	329,900	389,900	315,000
July	350,000	397,200	339,950
August	347,450	389,900	325,000
September	334,950	355,900	
October	339,000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



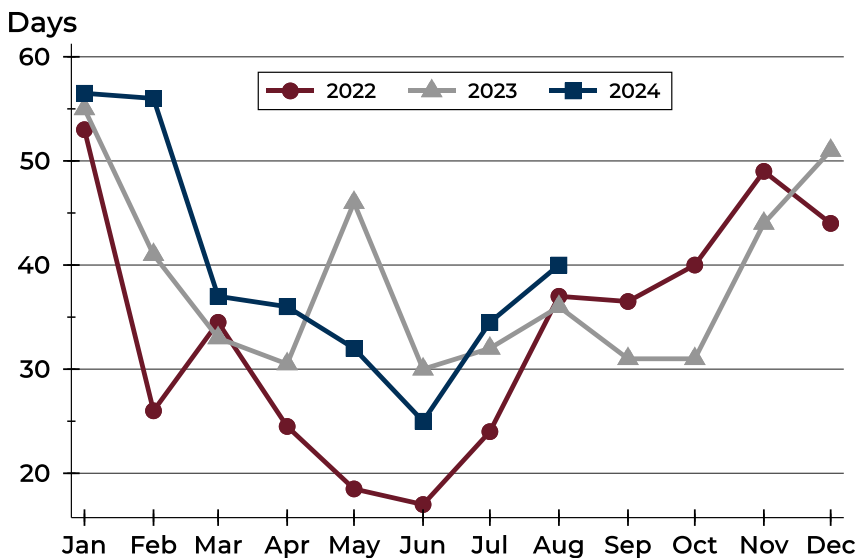
City of Lawrence Active Listings Analysis

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	
October	62	53	
November	68	62	
December	66	69	

Median DOM

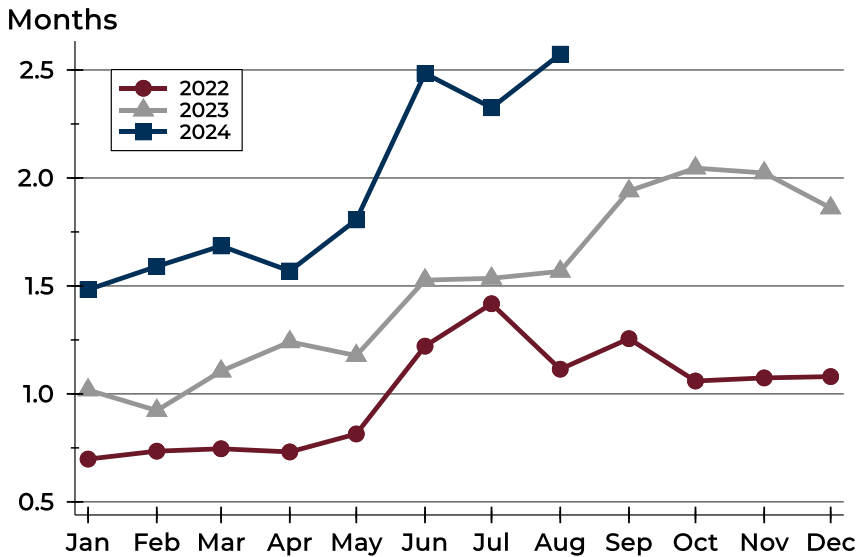


Month	2022	2023	2024
January	53	55	57
February	26	41	56
March	35	33	37
April	25	31	36
May	19	46	32
June	17	30	25
July	24	32	35
August	37	36	40
September	37	31	
October	40	31	
November	49	44	
December	44	51	



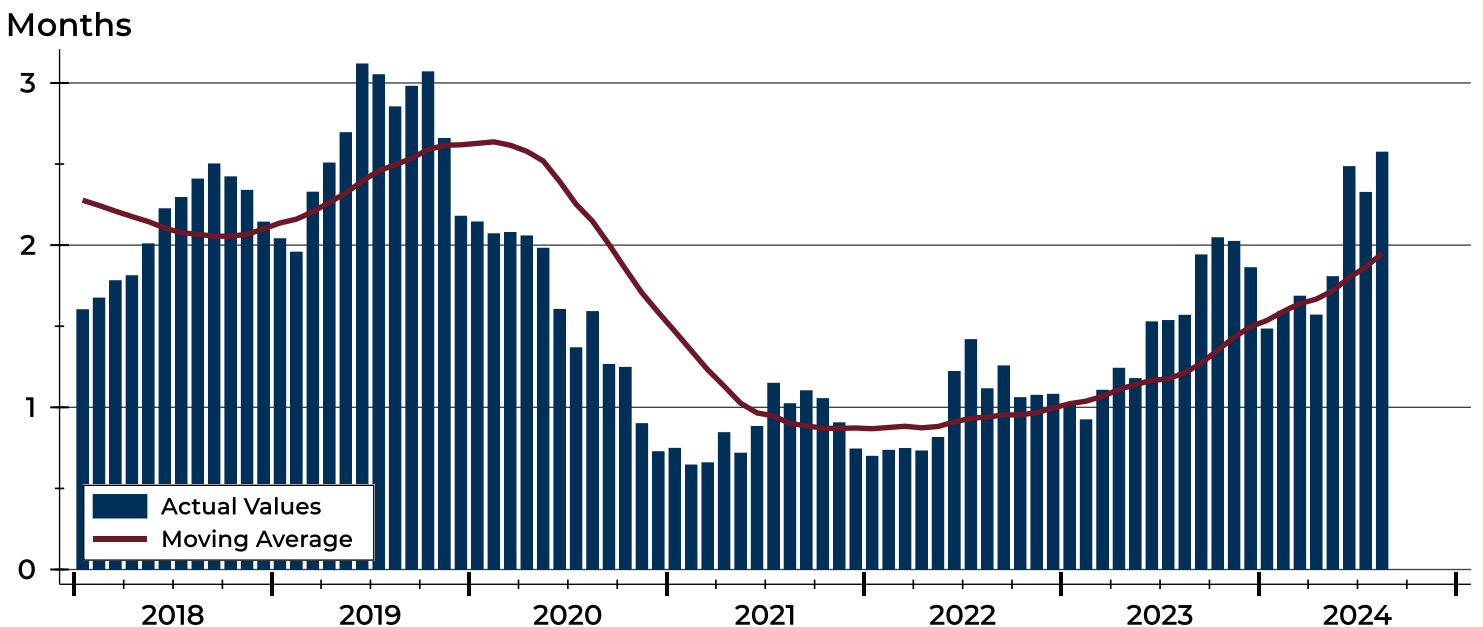
City of Lawrence Months' Supply Analysis

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	
October	1.1	2.0	
November	1.1	2.0	
December	1.1	1.9	

History of Month's Supply





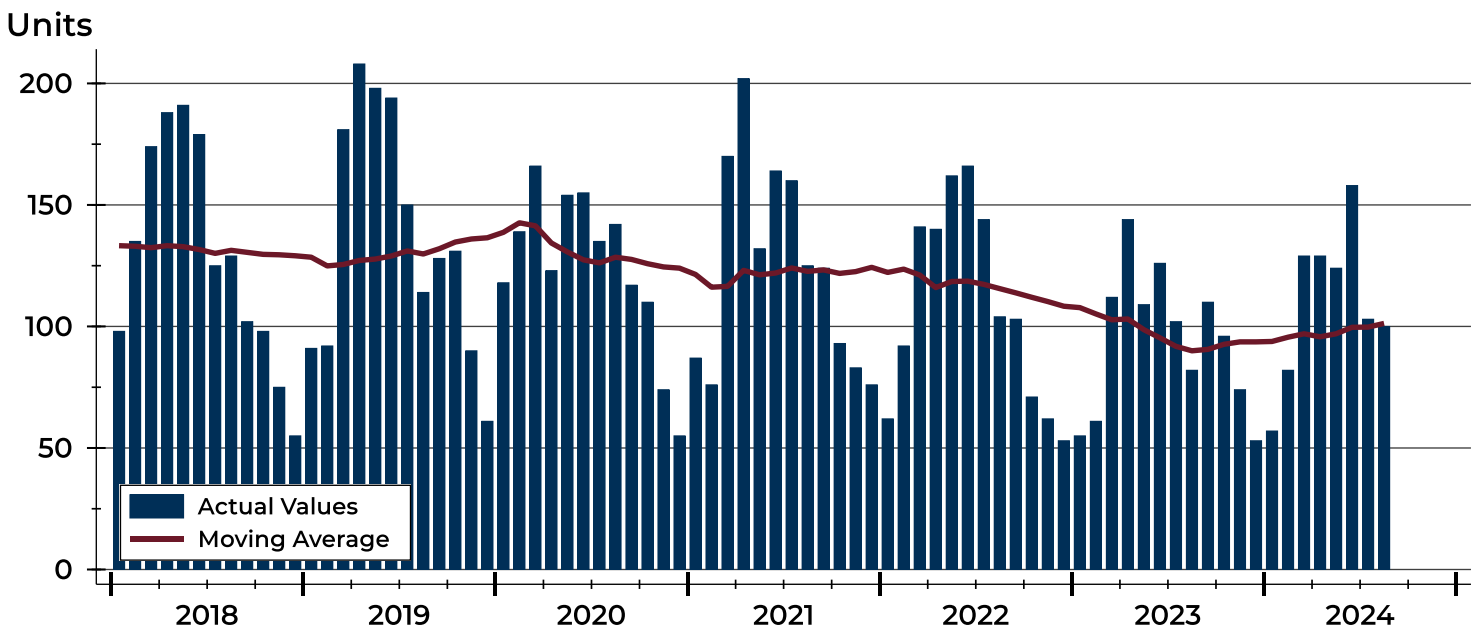
City of Lawrence New Listings Analysis

Summary Statistics for New Listings		2024	August 2023	Change
Current Month	New Listings	100	82	22.0%
	Volume (1,000s)	34,843	26,086	33.6%
	Average List Price	348,425	318,123	9.5%
	Median List Price	314,500	299,450	5.0%
Year-to-Date	New Listings	882	791	11.5%
	Volume (1,000s)	312,219	265,788	17.5%
	Average List Price	353,990	336,015	5.3%
	Median List Price	319,250	309,900	3.0%

A total of 100 new listings were added in the City of Lawrence during August, up 22.0% from the same month in 2023. Year-to-date the City of Lawrence has seen 882 new listings.

The median list price of these homes was \$314,500 up from \$299,450 in 2023.

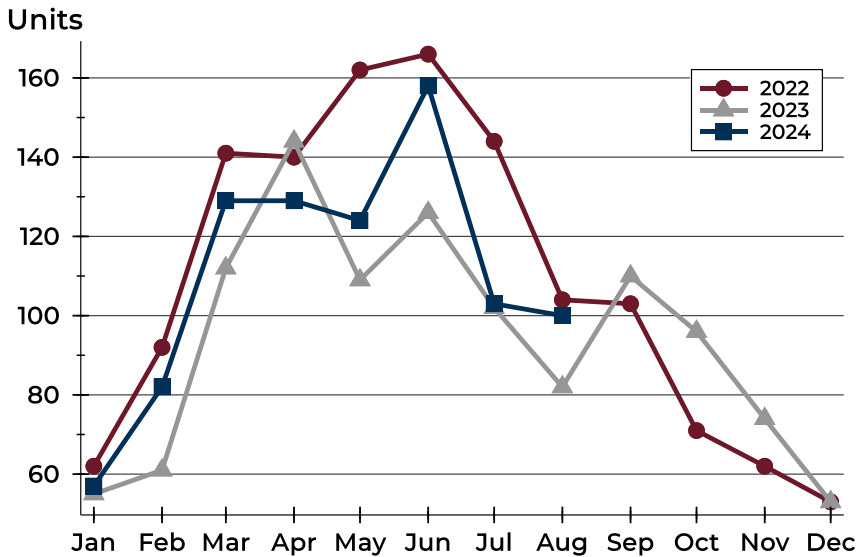
History of New Listings





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	100
September	103	110	
October	71	96	
November	62	74	
December	53	53	

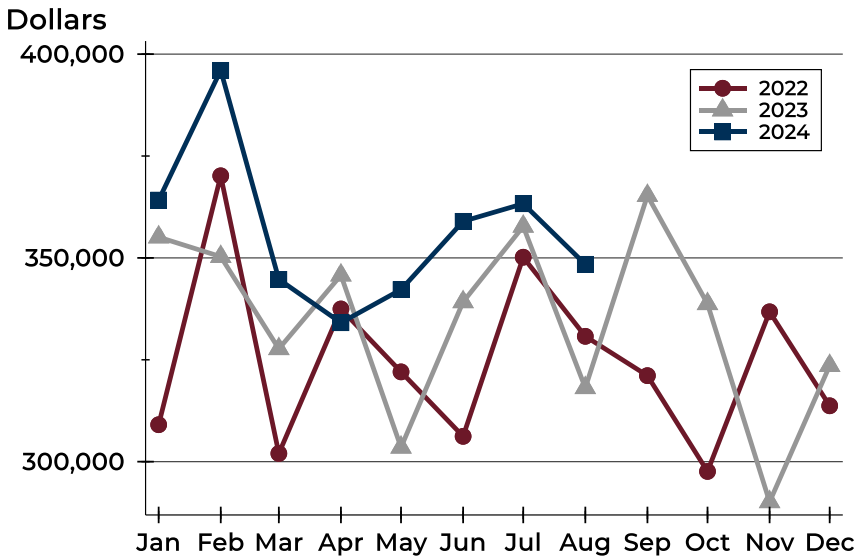
New Listings by Price Range

Price Range	New Listings		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$50,000	4	4.0%	1,950	1,675	16	12	100.0%	100.0%
\$50,000-\$99,999	1	1.0%	99,900	99,900	9	9	100.0%	100.0%
\$100,000-\$149,999	3	3.0%	137,667	140,000	25	31	100.0%	100.0%
\$150,000-\$199,999	13	13.0%	172,108	166,000	18	22	99.7%	100.0%
\$200,000-\$249,999	10	10.0%	232,970	239,500	18	18	99.5%	100.0%
\$250,000-\$299,999	13	13.0%	283,677	284,900	19	21	99.0%	100.0%
\$300,000-\$349,999	16	16.0%	321,128	321,950	13	14	99.6%	100.0%
\$350,000-\$399,999	12	12.0%	382,292	389,950	12	9	98.6%	100.0%
\$400,000-\$449,999	6	6.0%	435,617	439,900	16	16	99.1%	100.0%
\$450,000-\$499,999	7	7.0%	472,943	475,000	15	15	99.2%	100.0%
\$500,000-\$599,999	8	8.0%	559,685	548,889	13	9	99.6%	100.0%
\$600,000-\$749,999	5	5.0%	700,940	719,900	21	17	100.0%	100.0%
\$750,000-\$999,999	1	1.0%	874,900	874,900	19	19	100.0%	100.0%
\$1,000,000 and up	1	1.0%	1,560,000	1,560,000	7	7	100.0%	100.0%



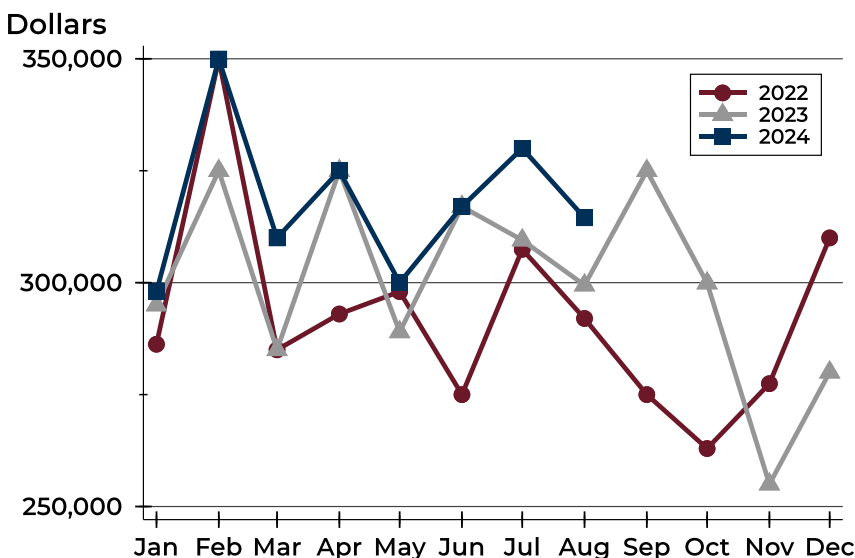
City of Lawrence New Listings Analysis

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	334,092
May	322,036	303,520	342,222
June	306,220	339,209	358,973
July	350,165	357,738	363,296
August	330,760	318,123	348,425
September	321,108	365,285	
October	297,609	338,733	
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	330,000
August	292,000	299,450	314,500
September	275,000	325,000	
October	262,950	299,900	
November	277,450	255,000	
December	310,000	280,000	

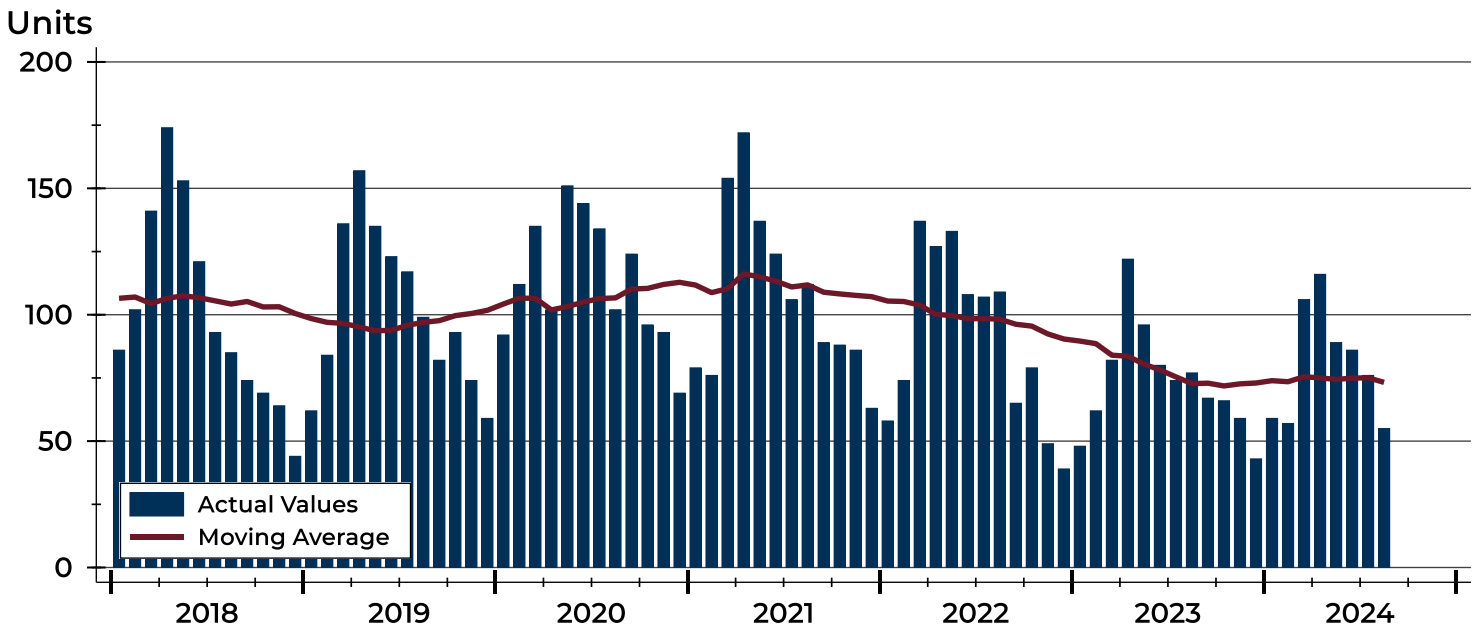


City of Lawrence Contracts Written Analysis

Summary Statistics for Contracts Written		2024	August 2023	Change	2024	Year-to-Date 2023	Change
Contracts Written		55	77	-28.6%	644	641	0.5%
Volume (1,000s)		18,433	26,119	-29.4%	228,066	215,098	6.0%
Average	Sale Price	335,149	339,212	-1.2%	354,140	335,566	5.5%
	Days on Market	31	19	63.2%	22	18	22.2%
	Percent of Original	98.1%	98.9%	-0.8%	98.8%	100.4%	-1.6%
Median	Sale Price	327,500	310,000	5.6%	315,000	299,900	5.0%
	Days on Market	19	7	171.4%	7	4	75.0%
	Percent of Original	100.0%	99.2%	0.8%	100.0%	100.0%	0.0%

A total of 55 contracts for sale were written in the City of Lawrence during the month of August, down from 77 in 2023. The median list price of these homes was \$327,500, up from \$310,000 the prior year. Half of the homes that went under contract in August were on the market less than 19 days, compared to 7 days in August 2023.

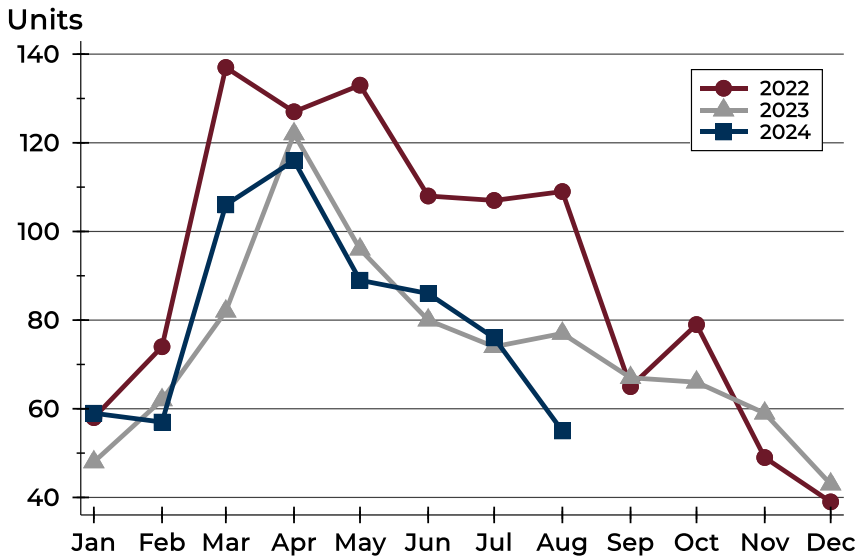
History of Contracts Written





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	55
September	65	67	
October	79	66	
November	49	59	
December	39	43	

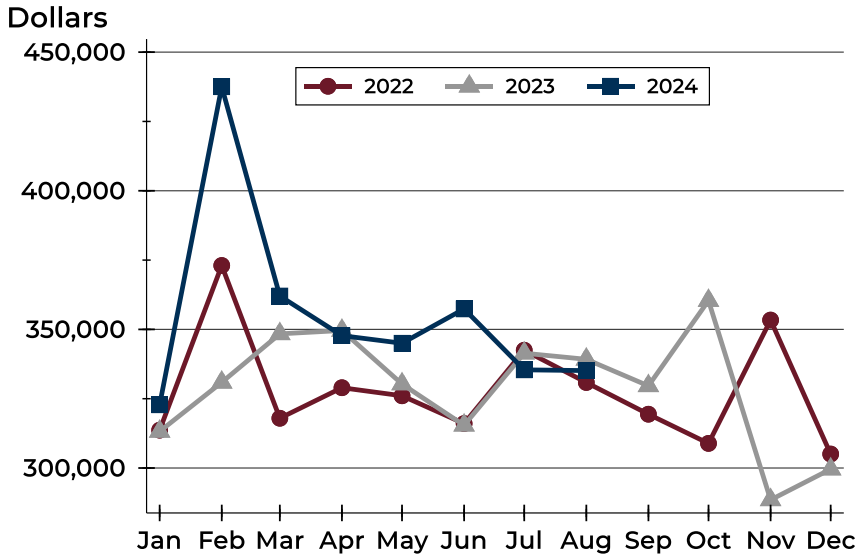
Contracts Written by Price Range

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	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$100,000-\$149,999	2	3.6%	141,500	141,500	34	34	100.0%	100.0%
\$150,000-\$199,999	8	14.5%	176,238	173,000	16	14	98.3%	99.3%
\$200,000-\$249,999	5	9.1%	231,540	239,900	23	19	98.8%	100.0%
\$250,000-\$299,999	8	14.5%	282,834	282,450	40	30	95.7%	96.7%
\$300,000-\$349,999	7	12.7%	319,743	309,900	55	12	99.0%	100.0%
\$350,000-\$399,999	10	18.2%	374,450	373,400	21	9	97.7%	99.1%
\$400,000-\$449,999	5	9.1%	423,940	424,900	28	19	99.3%	100.0%
\$450,000-\$499,999	6	10.9%	480,450	476,450	38	43	98.2%	100.0%
\$500,000-\$599,999	3	5.5%	544,967	550,000	13	3	100.0%	100.0%
\$600,000-\$749,999	1	1.8%	699,900	699,900	49	49	96.4%	96.4%
\$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



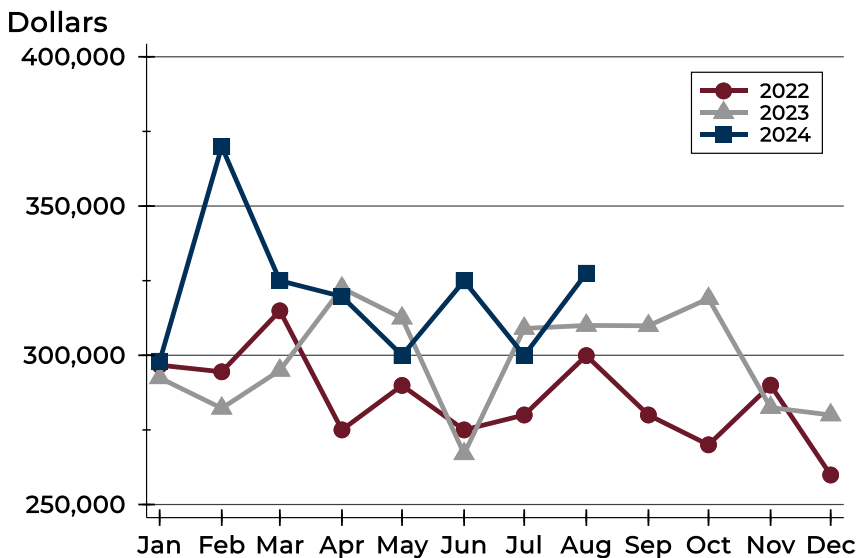
City of Lawrence Contracts Written Analysis

Average Price



Month	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	335,149
September	319,416	329,643	
October	308,888	360,391	
November	353,371	288,514	
December	305,041	299,601	

Median Price

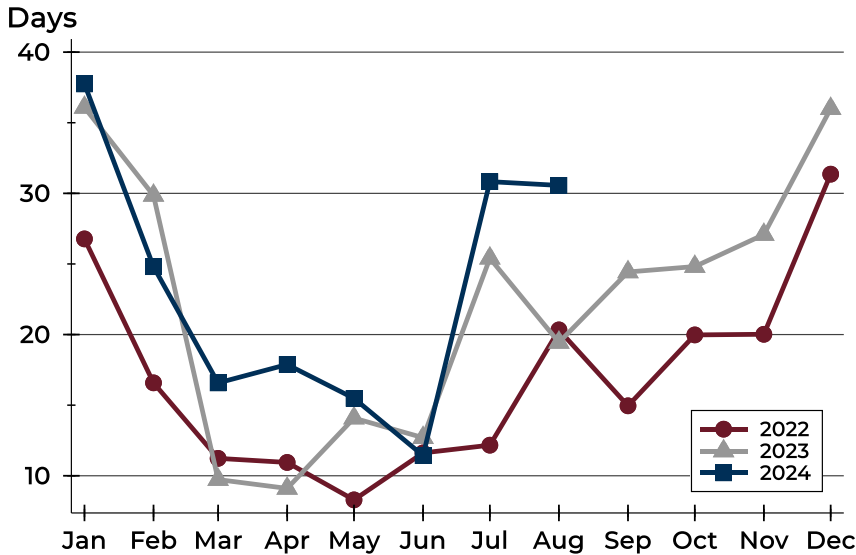


Month	2022	2023	2024
January	296,700	292,450	298,000
February	294,475	282,250	369,900
March	314,900	294,950	325,000
April	275,000	322,500	319,700
May	289,900	312,450	300,000
June	275,000	267,000	324,950
July	280,000	309,000	299,900
August	299,900	310,000	327,500
September	280,000	309,900	
October	270,000	319,000	
November	290,000	282,500	
December	259,900	280,000	



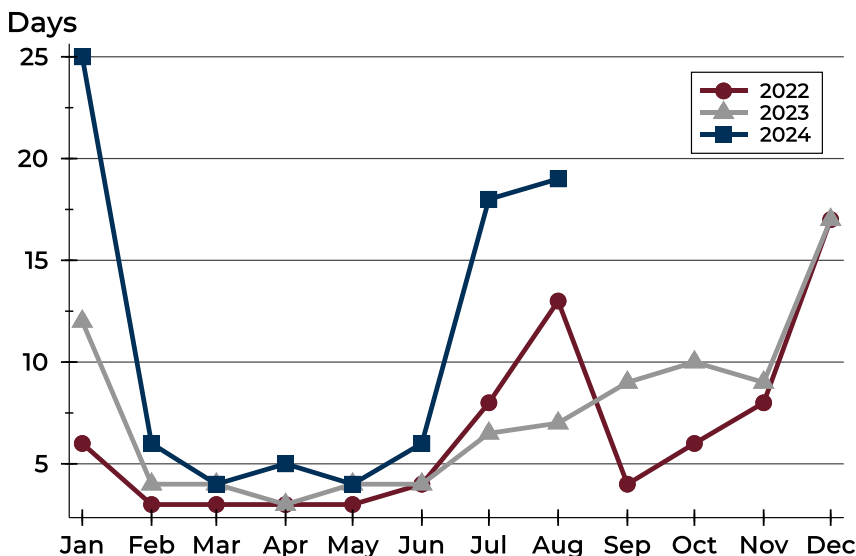
City of Lawrence Contracts Written Analysis

Average DOM



Month	2022	2023	2024
January	27	36	38
February	17	30	25
March	11	10	17
April	11	9	18
May	8	14	15
June	12	13	11
July	12	25	31
August	20	19	31
September	15	24	
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	19
September	4	9	
October	6	10	
November	8	9	
December	17	17	



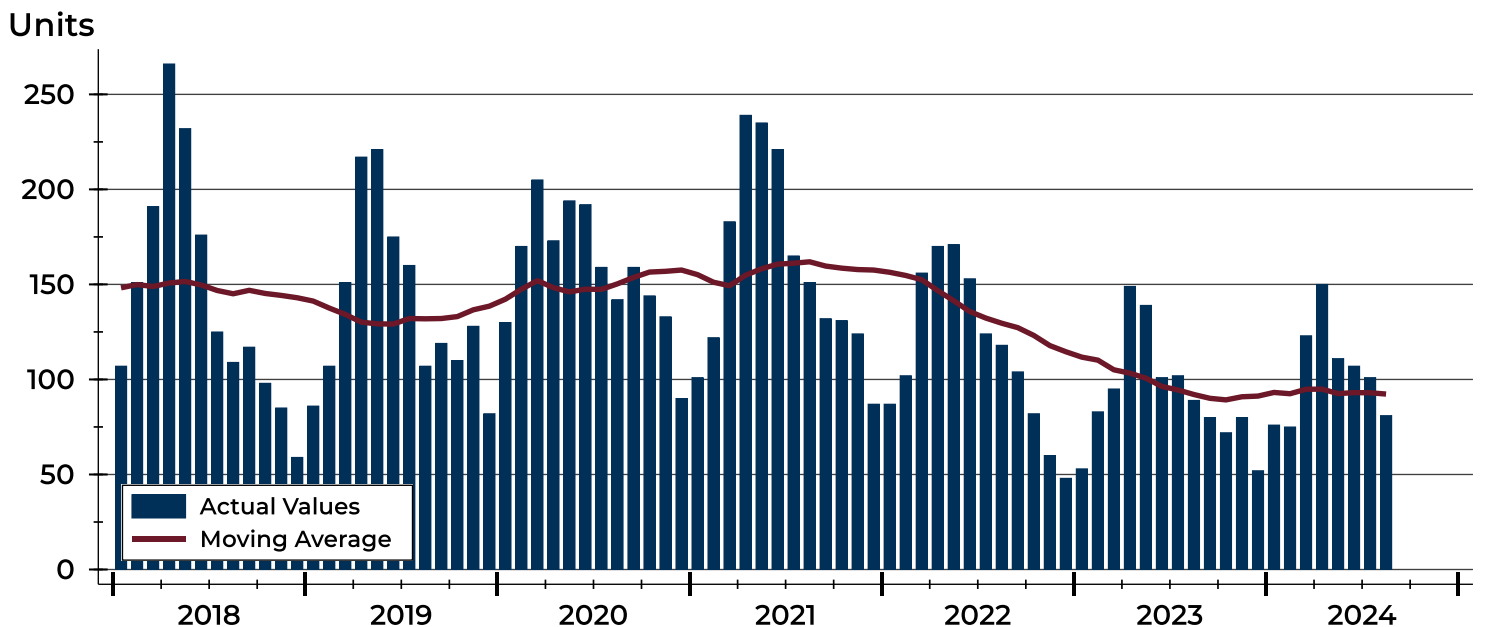
City of Lawrence Pending Contracts Analysis

Summary Statistics for Pending Contracts		2024	End of August 2023	Change
Pending Contracts		81	89	-9.0%
Volume (1,000s)		26,646	32,323	-17.6%
Average	List Price	328,967	363,178	-9.4%
	Days on Market	30	26	15.4%
	Percent of Original	98.8%	99.2%	-0.4%
Median	List Price	309,900	312,900	-1.0%
	Days on Market	15	10	50.0%
	Percent of Original	100.0%	100.0%	0.0%

A total of 81 listings in the City of Lawrence had contracts pending at the end of August, down from 89 contracts pending at the end of August 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.

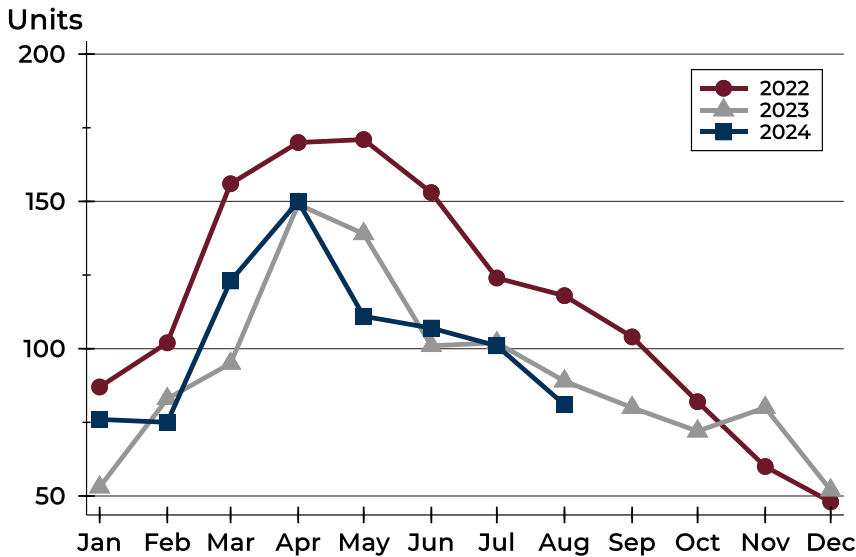
History of Pending Contracts





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	
October	82	72	
November	60	80	
December	48	52	

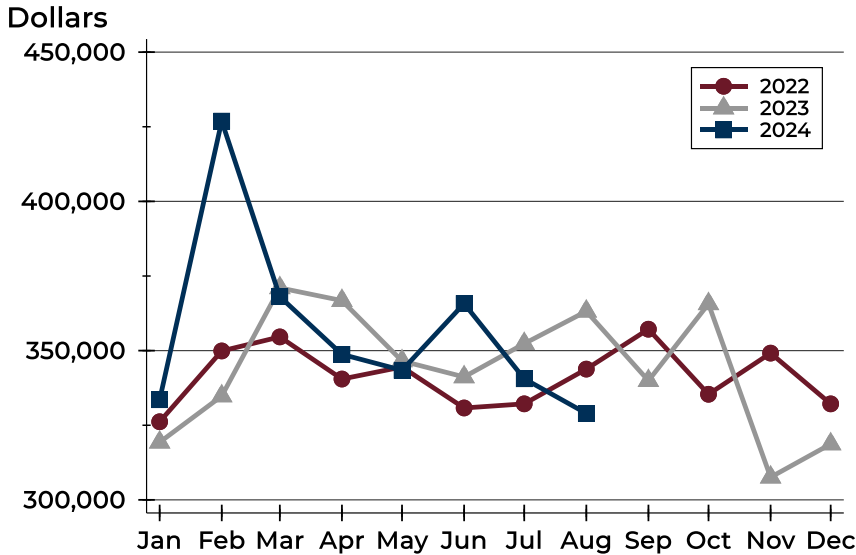
Pending Contracts by Price Range

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	4.9%	135,488	141,500	45	34	96.8%	100.0%
\$150,000-\$199,999	13	16.0%	173,900	169,900	53	29	99.2%	100.0%
\$200,000-\$249,999	8	9.9%	229,075	227,500	19	14	98.7%	100.0%
\$250,000-\$299,999	13	16.0%	285,867	285,000	27	15	97.2%	100.0%
\$300,000-\$349,999	9	11.1%	320,911	315,000	45	12	99.1%	100.0%
\$350,000-\$399,999	9	11.1%	371,622	369,900	12	8	99.3%	100.0%
\$400,000-\$449,999	8	9.9%	424,950	427,450	29	29	99.0%	100.0%
\$450,000-\$499,999	8	9.9%	475,713	475,000	34	42	99.8%	100.0%
\$500,000-\$599,999	8	9.9%	531,100	525,000	12	4	99.2%	100.0%
\$600,000-\$749,999	1	1.2%	607,900	607,900	0	0	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



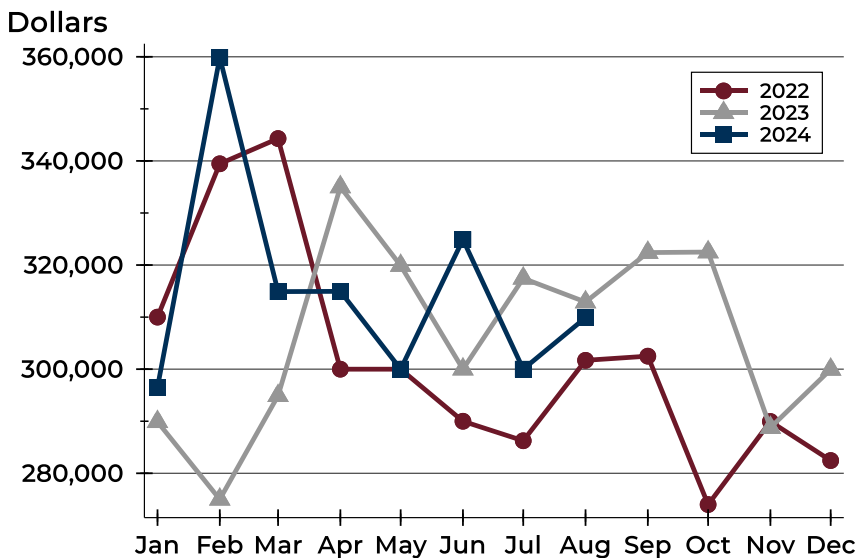
City of Lawrence Pending Contracts Analysis

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	
October	335,385	365,678	
November	349,171	307,588	
December	332,166	318,710	

Median Price

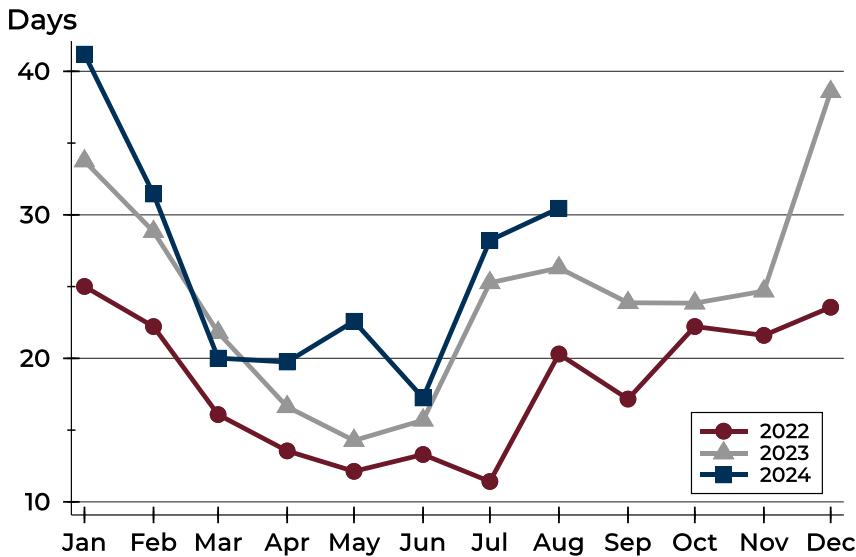


Month	2022	2023	2024
January	310,000	289,900	296,500
February	339,450	275,000	359,900
March	344,300	294,900	314,900
April	300,000	335,000	314,950
May	300,000	319,900	300,000
June	290,000	300,000	324,900
July	286,250	317,450	300,000
August	301,700	312,900	309,900
September	302,500	322,400	
October	274,000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



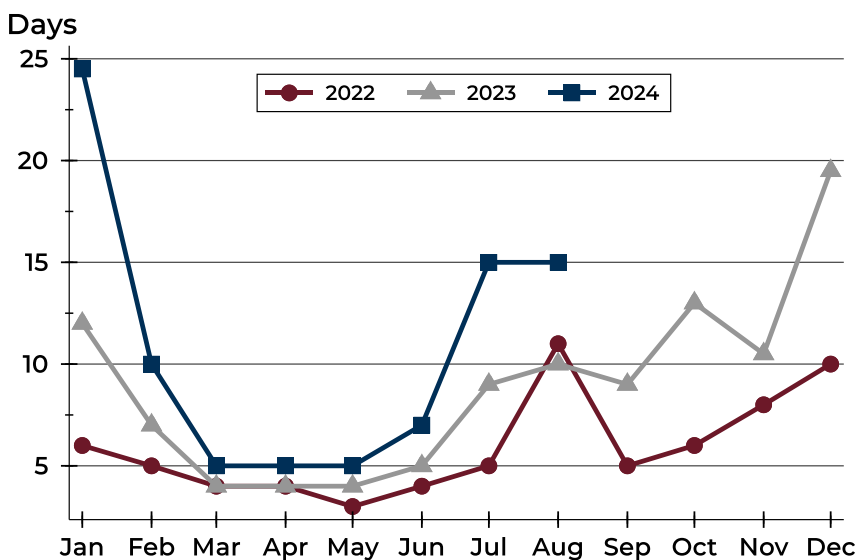
City of Lawrence Pending Contracts Analysis

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	
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	
October	6	13	
November	8	11	
December	10	20	