



# 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 41 units, compared to 44 units in January 2023. Total sales volume was \$11.2 million, down from a year earlier.

The median sale price in January was \$270,000, down from \$274,250 a year earlier. Homes that sold in January were typically on the market for 13 days and sold for 98.5% 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 108 units, up from 94 at the same point in 2023. This represents a 1.5 months' supply of homes available for sale. The median list price of homes on the market at the end of January was \$324,450.

During January, a total of 61 contracts were written up from 48 in January 2023. At the end of the month, there were 76 contracts still pending.

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## City of Lawrence Summary Statistics

January MLS Statistics Three-year History		Current Month			Year-to-Date		
		2024	2023	2022	2024	2023	2022
<b>Home Sales</b>		<b>41</b>	<b>44</b>	<b>58</b>	<b>41</b>	<b>44</b>	<b>58</b>
Change from prior year		-6.8%	-24.1%	-4.9%	-6.8%	-24.1%	-4.9%
<b>Active Listings</b>		<b>108</b>	<b>94</b>	<b>75</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
Change from prior year		14.9%	25.3%	-10.7%			
<b>Months' Supply</b>		<b>1.5</b>	<b>1.0</b>	<b>0.7</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
Change from prior year		50.0%	42.9%	0.0%			
<b>New Listings</b>		<b>56</b>	<b>55</b>	<b>62</b>	<b>56</b>	<b>55</b>	<b>62</b>
Change from prior year		1.8%	-11.3%	-28.7%	1.8%	-11.3%	-28.7%
<b>Contracts Written</b>		<b>61</b>	<b>48</b>	<b>58</b>	<b>61</b>	<b>48</b>	<b>58</b>
Change from prior year		27.1%	-17.2%	-26.6%	27.1%	-17.2%	-26.6%
<b>Pending Contracts</b>		<b>76</b>	<b>53</b>	<b>87</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
Change from prior year		43.4%	-39.1%	-13.9%			
<b>Sales Volume (1,000s)</b>		<b>11,239</b>	<b>14,041</b>	<b>16,879</b>	<b>11,239</b>	<b>14,041</b>	<b>16,879</b>
Change from prior year		-20.0%	-16.8%	2.7%	-20.0%	-16.8%	2.7%
Average	<b>Sale Price</b>	<b>274,119</b>	<b>319,116</b>	<b>291,023</b>	<b>274,119</b>	<b>319,116</b>	<b>291,023</b>
	Change from prior year	-14.1%	9.7%	8.1%	-14.1%	9.7%	8.1%
	<b>List Price of Actives</b>	<b>380,405</b>	<b>381,662</b>	<b>353,910</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
	Change from prior year	-0.3%	7.8%	-3.8%			
	<b>Days on Market</b>	<b>34</b>	<b>28</b>	<b>20</b>	<b>34</b>	<b>28</b>	<b>20</b>
Change from prior year	21.4%	40.0%	-50.0%	21.4%	40.0%	-50.0%	
<b>Percent of List</b>	<b>97.8%</b>	<b>98.9%</b>	<b>98.2%</b>	<b>97.8%</b>	<b>98.9%</b>	<b>98.2%</b>	
Change from prior year	-1.1%	0.7%	-2.0%	-1.1%	0.7%	-2.0%	
<b>Percent of Original</b>	<b>95.8%</b>	<b>98.3%</b>	<b>97.5%</b>	<b>95.8%</b>	<b>98.3%</b>	<b>97.5%</b>	
Change from prior year	-2.5%	0.8%	-1.8%	-2.5%	0.8%	-1.8%	
Median	<b>Sale Price</b>	<b>270,000</b>	<b>274,250</b>	<b>271,200</b>	<b>270,000</b>	<b>274,250</b>	<b>271,200</b>
	Change from prior year	-1.5%	1.1%	8.5%	-1.5%	1.1%	8.5%
	<b>List Price of Actives</b>	<b>324,450</b>	<b>345,000</b>	<b>349,500</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
	Change from prior year	-6.0%	-1.3%	15.7%			
	<b>Days on Market</b>	<b>13</b>	<b>9</b>	<b>5</b>	<b>13</b>	<b>9</b>	<b>5</b>
Change from prior year	44.4%	80.0%	25.0%	44.4%	80.0%	25.0%	
<b>Percent of List</b>	<b>98.5%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>98.5%</b>	<b>100.0%</b>	<b>100.0%</b>	
Change from prior year	-1.5%	0.0%	0.0%	-1.5%	0.0%	0.0%	
<b>Percent of Original</b>	<b>97.3%</b>	<b>99.6%</b>	<b>100.0%</b>	<b>97.3%</b>	<b>99.6%</b>	<b>100.0%</b>	
Change from prior year	-2.3%	-0.4%	0.0%	-2.3%	-0.4%	0.0%	

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



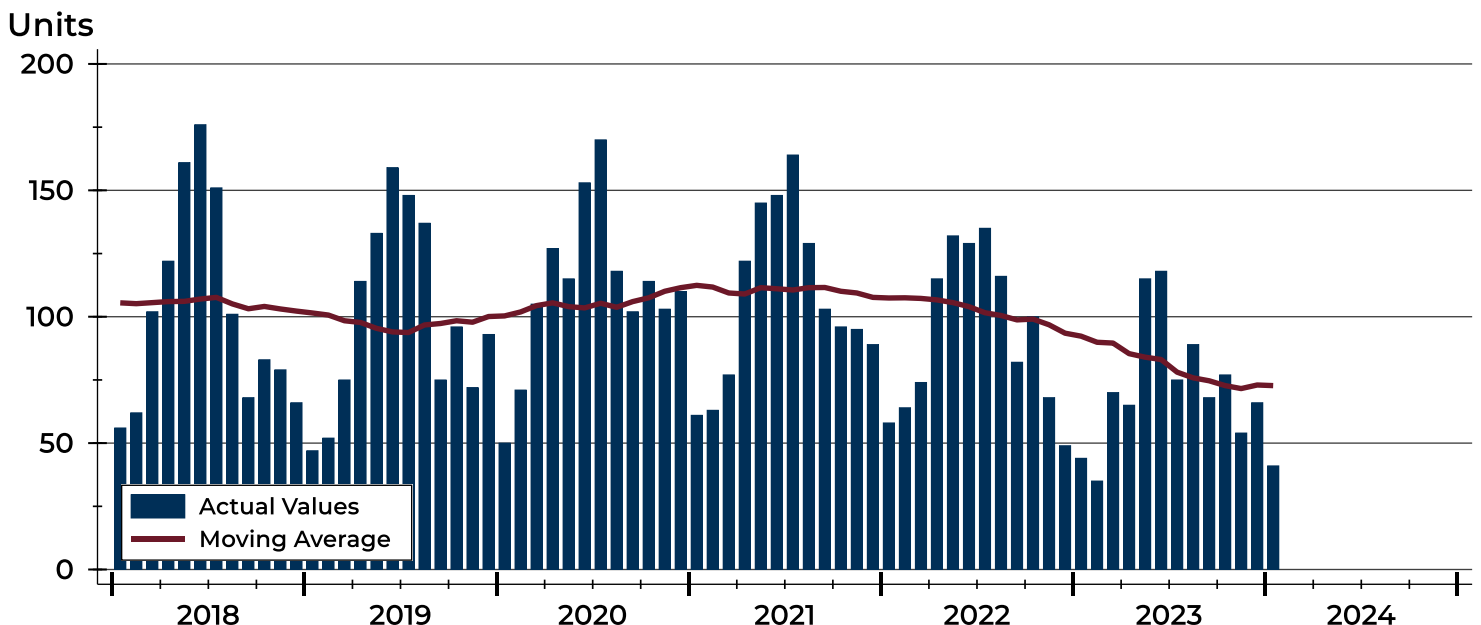
## City of Lawrence Closed Listings Analysis

Summary Statistics for Closed Listings		2024	January 2023	Change	2024	Year-to-Date 2023	Change
Closed Listings		<b>41</b>	44	-6.8%	<b>41</b>	44	-6.8%
Volume (1,000s)		<b>11,239</b>	14,041	-20.0%	<b>11,239</b>	14,041	-20.0%
Months' Supply		<b>1.5</b>	1.0	50.0%	<b>N/A</b>	N/A	N/A
Average	Sale Price	<b>274,119</b>	319,116	-14.1%	<b>274,119</b>	319,116	-14.1%
	Days on Market	<b>34</b>	28	21.4%	<b>34</b>	28	21.4%
	Percent of List	<b>97.8%</b>	98.9%	-1.1%	<b>97.8%</b>	98.9%	-1.1%
	Percent of Original	<b>95.8%</b>	98.3%	-2.5%	<b>95.8%</b>	98.3%	-2.5%
Median	Sale Price	<b>270,000</b>	274,250	-1.5%	<b>270,000</b>	274,250	-1.5%
	Days on Market	<b>13</b>	9	44.4%	<b>13</b>	9	44.4%
	Percent of List	<b>98.5%</b>	100.0%	-1.5%	<b>98.5%</b>	100.0%	-1.5%
	Percent of Original	<b>97.3%</b>	99.6%	-2.3%	<b>97.3%</b>	99.6%	-2.3%

A total of 41 homes sold in the City of Lawrence in January, down from 44 units in January 2023. Total sales volume fell to \$11.2 million compared to \$14.0 million in the previous year.

The median sales price in January was \$270,000, down 1.5% compared to the prior year. Median days on market was 13 days, up from 7 days in December, and up from 9 in January 2023.

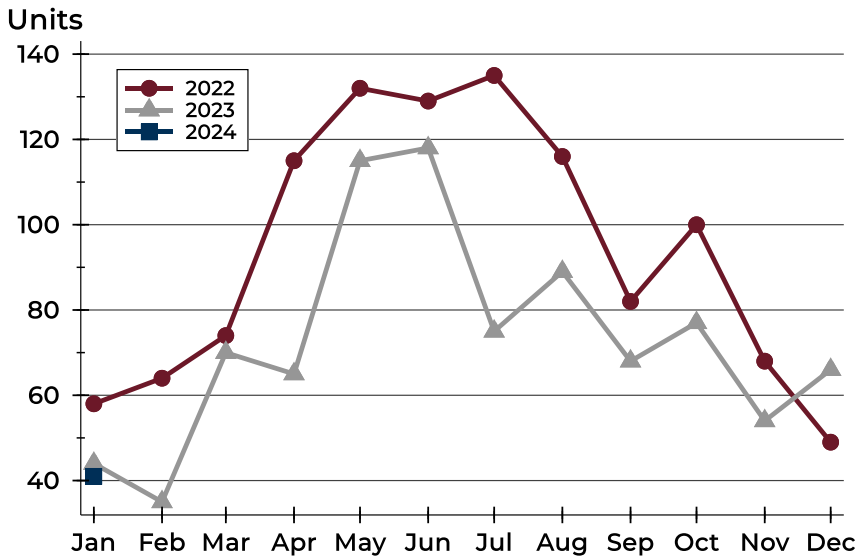
## History of Closed Listings





## City of Lawrence Closed Listings Analysis

### Closed Listings by Month



Month	2022	2023	2024
January	58	44	41
February	64	35	
March	74	70	
April	115	65	
May	132	115	
June	129	118	
July	135	75	
August	116	89	
September	82	68	
October	100	77	
November	68	54	
December	49	66	

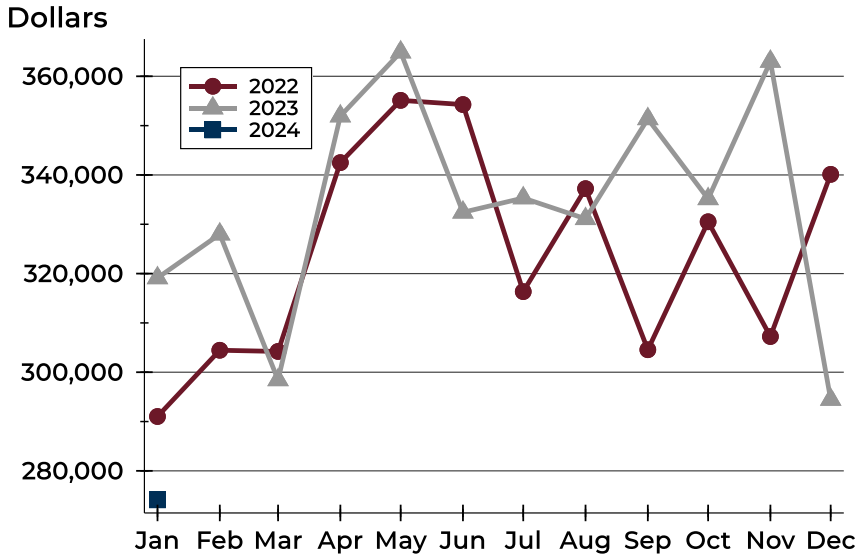
### Closed Listings by Price Range

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	1	2.4%	7.5	89,000	89,000	43	43	89.1%	89.1%	81.0%	81.0%
\$100,000-\$149,999	4	9.8%	3.2	141,666	141,475	40	50	99.0%	100.0%	96.5%	96.7%
\$150,000-\$199,999	5	12.2%	1.3	187,900	190,000	17	8	96.2%	95.9%	92.5%	95.9%
\$200,000-\$249,999	8	19.5%	0.9	223,750	222,500	6	5	97.9%	98.2%	97.7%	98.2%
\$250,000-\$299,999	6	14.6%	0.9	275,417	275,000	22	12	99.3%	98.7%	98.2%	98.7%
\$300,000-\$349,999	9	22.0%	0.7	329,978	329,000	43	29	97.1%	98.5%	94.1%	96.5%
\$350,000-\$399,999	4	9.8%	0.9	377,850	379,450	65	77	98.8%	99.2%	97.4%	98.6%
\$400,000-\$449,999	2	4.9%	0.6	400,000	400,000	60	60	99.5%	99.5%	97.8%	97.8%
\$450,000-\$499,999	2	4.9%	3.6	460,000	460,000	72	72	97.9%	97.9%	97.9%	97.9%
\$500,000-\$599,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$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%	4.5	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



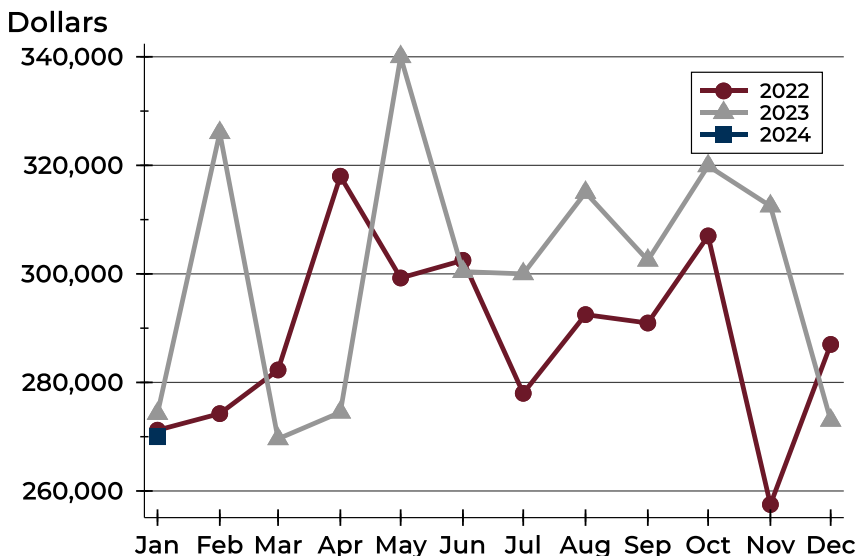
# City of Lawrence Closed Listings Analysis

## Average Price



Month	2022	2023	2024
January	291,023	319,116	<b>274,119</b>
February	304,454	327,994	
March	304,215	298,441	
April	342,504	351,932	
May	355,125	364,899	
June	354,276	332,429	
July	316,345	335,322	
August	337,220	331,109	
September	304,560	351,371	
October	330,510	335,150	
November	307,240	363,014	
December	340,120	294,469	

## Median Price

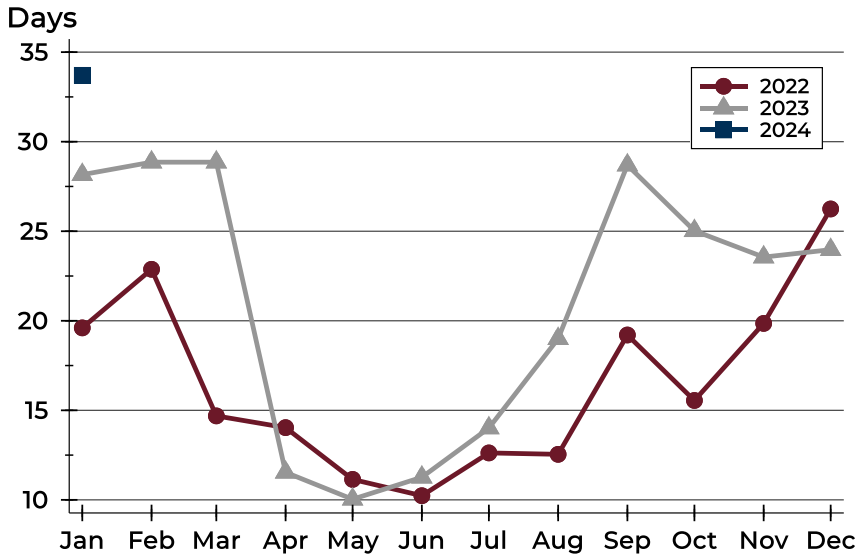


Month	2022	2023	2024
January	271,200	274,250	<b>270,000</b>
February	274,250	326,000	
March	282,300	269,600	
April	318,000	274,500	
May	299,243	340,000	
June	302,500	300,415	
July	278,000	300,000	
August	292,500	315,000	
September	290,950	302,500	
October	307,000	319,900	
November	257,500	312,500	
December	287,000	273,000	



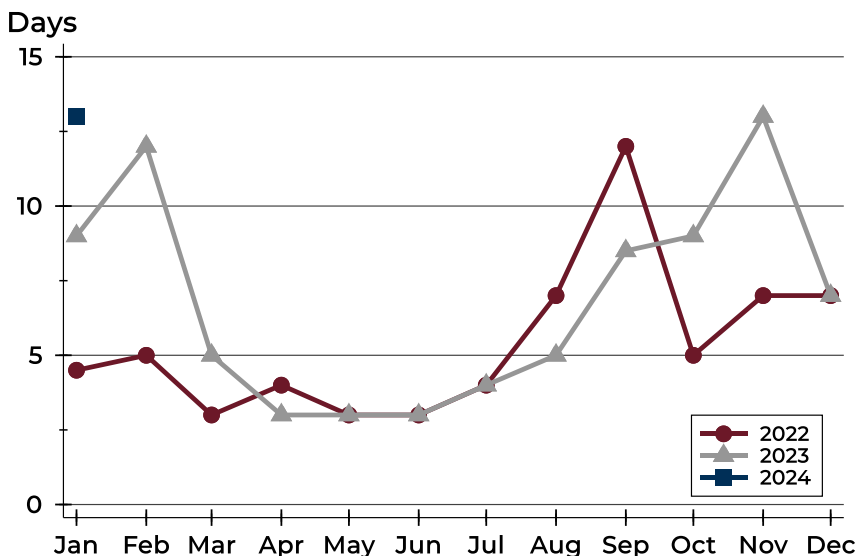
# City of Lawrence Closed Listings Analysis

## Average DOM



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

## Median DOM



Month	2022	2023	2024
January	5	9	<b>13</b>
February	5	12	
March	3	5	
April	4	3	
May	3	3	
June	3	3	
July	4	4	
August	7	5	
September	12	9	
October	5	9	
November	7	13	
December	7	7	



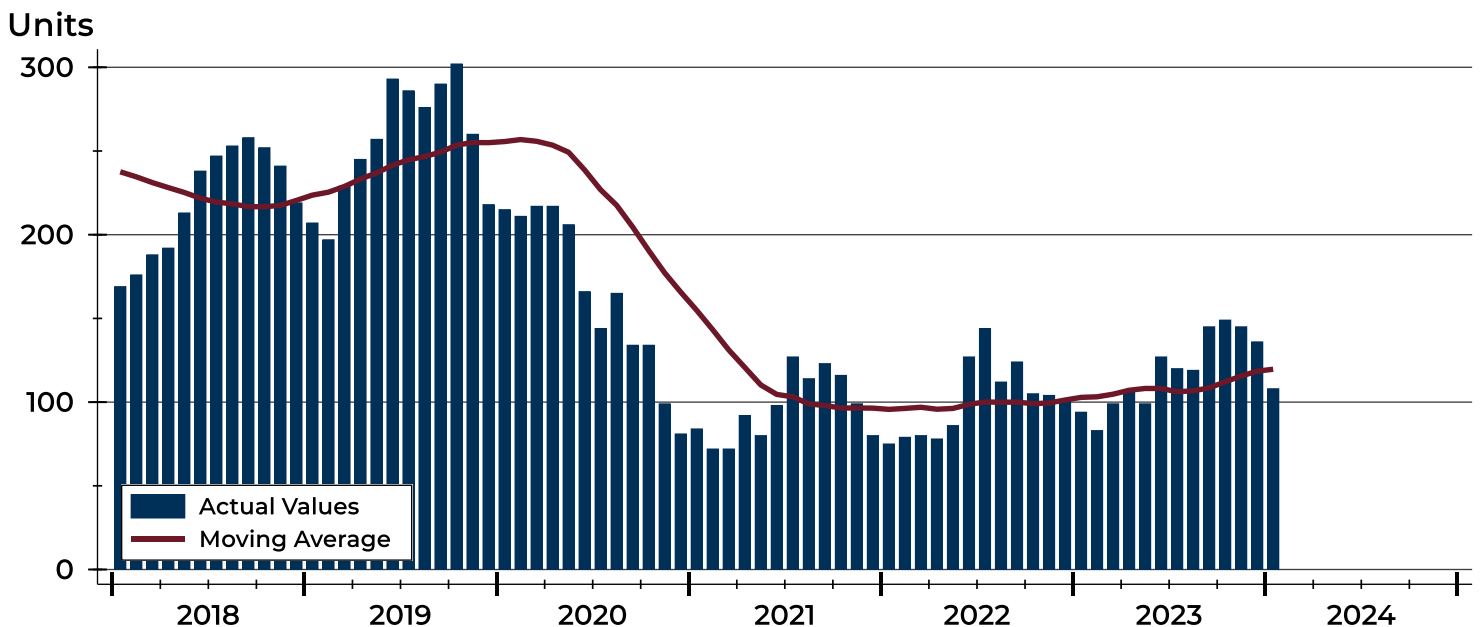
## City of Lawrence Active Listings Analysis

Summary Statistics for Active Listings		2024	End of January 2023	Change
Active Listings		<b>108</b>	94	14.9%
Volume (1,000s)		<b>41,084</b>	35,876	14.5%
Months' Supply		<b>1.5</b>	1.0	50.0%
Average	List Price	<b>380,405</b>	381,662	-0.3%
	Days on Market	<b>67</b>	72	-6.9%
	Percent of Original	<b>99.6%</b>	98.5%	1.1%
Median	List Price	<b>324,450</b>	345,000	-6.0%
	Days on Market	<b>57</b>	55	3.6%
	Percent of Original	<b>100.0%</b>	100.0%	0.0%

A total of 108 homes were available for sale in the City of Lawrence at the end of January. This represents a 1.5 months' supply of active listings.

The median list price of homes on the market at the end of January was \$324,450, down 6.0% from 2023. The typical time on market for active listings was 57 days, up from 55 days a year earlier.

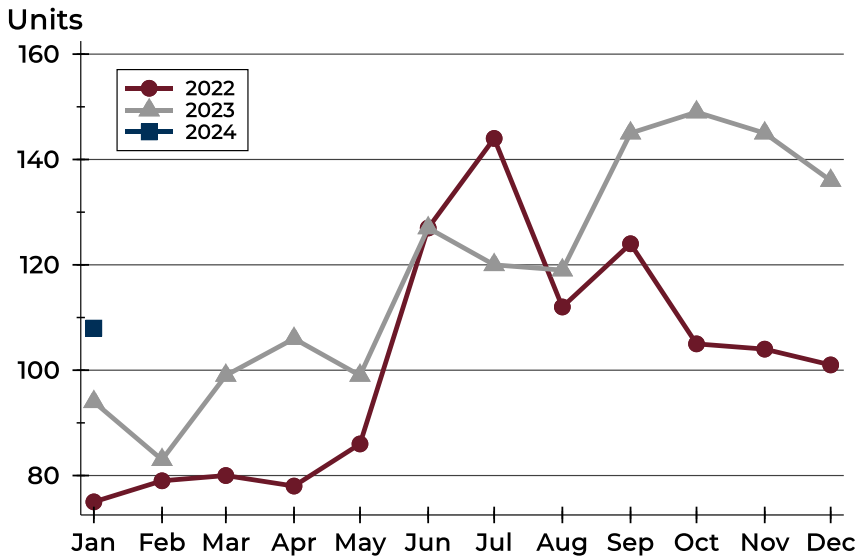
## History of Active Listings





## City of Lawrence Active Listings Analysis

### Active Listings by Month



Month	2022	2023	2024
January	75	94	<b>108</b>
February	79	83	
March	80	99	
April	78	106	
May	86	99	
June	127	127	
July	144	120	
August	112	119	
September	124	145	
October	105	149	
November	104	145	
December	101	136	

### Active Listings by Price Range

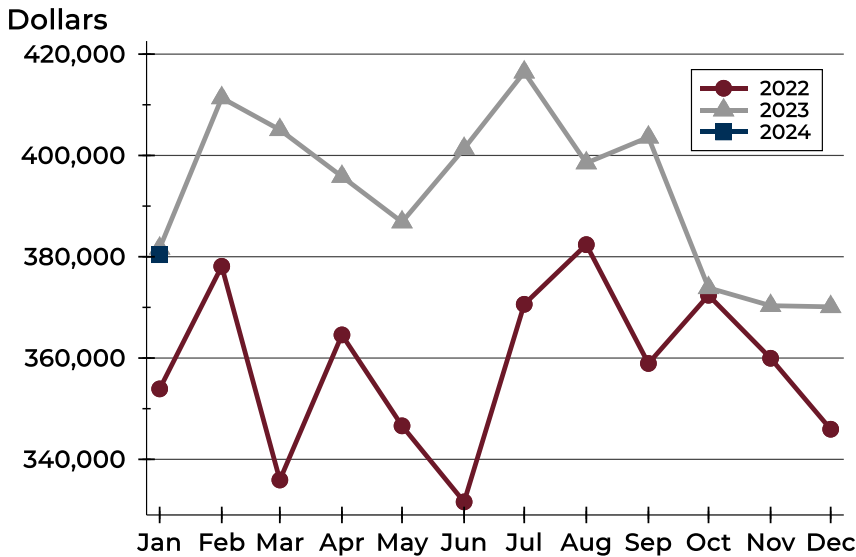
Price Range	Active Listings		Months' Supply	List Price		Days on Market		Price as % of Orig.	
	Number	Percent		Average	Median	Avg.	Med.	Avg.	Med.
Below \$50,000	3	2.8%	N/A	1,732	1,600	15	21	106.8%	106.7%
\$50,000-\$99,999	5	4.6%	7.5	85,824	89,500	58	50	94.2%	100.0%
\$100,000-\$149,999	9	8.3%	3.2	131,833	134,000	42	25	96.5%	100.0%
\$150,000-\$199,999	9	8.3%	1.3	162,211	160,000	78	85	100.0%	100.0%
\$200,000-\$249,999	10	9.3%	0.9	232,020	229,950	73	79	99.7%	100.0%
\$250,000-\$299,999	12	11.1%	0.9	284,675	287,900	59	58	105.5%	100.0%
\$300,000-\$349,999	8	7.4%	0.7	320,438	319,950	57	37	99.8%	100.0%
\$350,000-\$399,999	8	7.4%	0.9	371,200	372,400	55	35	99.1%	100.0%
\$400,000-\$449,999	3	2.8%	0.6	431,267	439,000	129	154	94.9%	93.6%
\$450,000-\$499,999	14	13.0%	3.6	483,339	482,450	95	67	99.2%	100.0%
\$500,000-\$599,999	15	13.9%	N/A	556,913	549,900	49	16	99.9%	100.0%
\$600,000-\$749,999	7	6.5%	N/A	672,800	660,000	95	63	97.8%	100.0%
\$750,000-\$999,999	3	2.8%	4.5	936,600	950,000	50	14	100.0%	100.0%
\$1,000,000 and up	2	1.9%	N/A	1,400,000	1,400,000	100	100	91.7%	91.7%





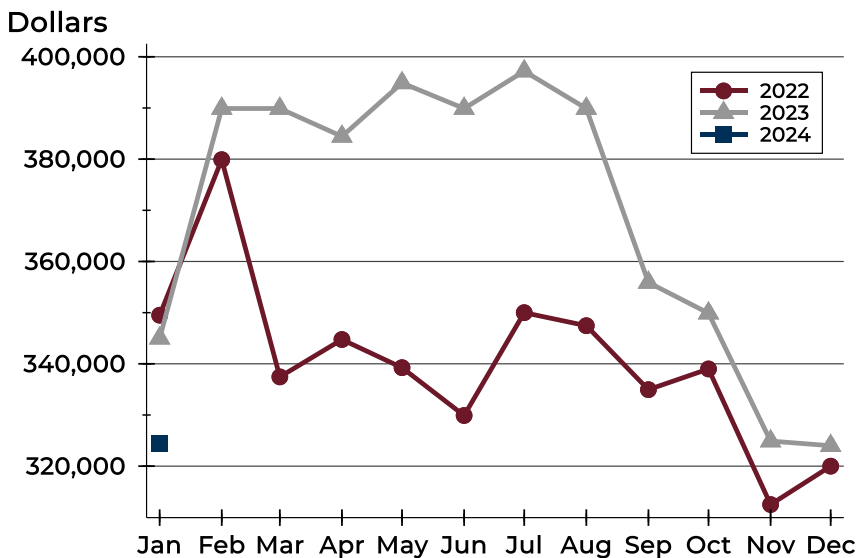
# City of Lawrence Active Listings Analysis

## Average Price



Month	2022	2023	2024
January	353,910	381,662	<b>380,405</b>
February	378,114	411,359	
March	335,920	405,067	
April	364,571	395,842	
May	346,614	386,853	
June	331,603	401,362	
July	370,614	416,435	
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

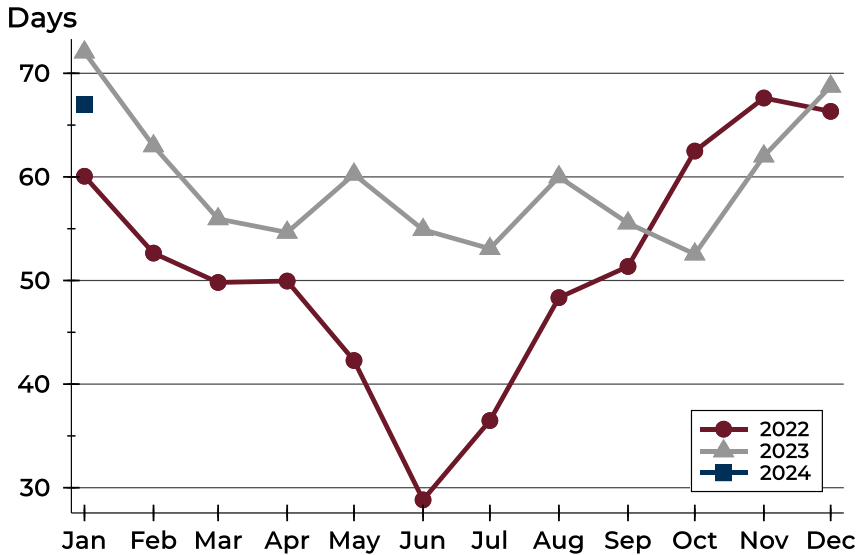


Month	2022	2023	2024
January	349,500	345,000	<b>324,450</b>
February	379,900	389,900	
March	337,450	389,900	
April	344,750	384,450	
May	339,250	394,900	
June	329,900	389,900	
July	350,000	397,200	
August	347,450	389,900	
September	334,950	355,900	
October	339,000	349,900	
November	312,500	324,900	
December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



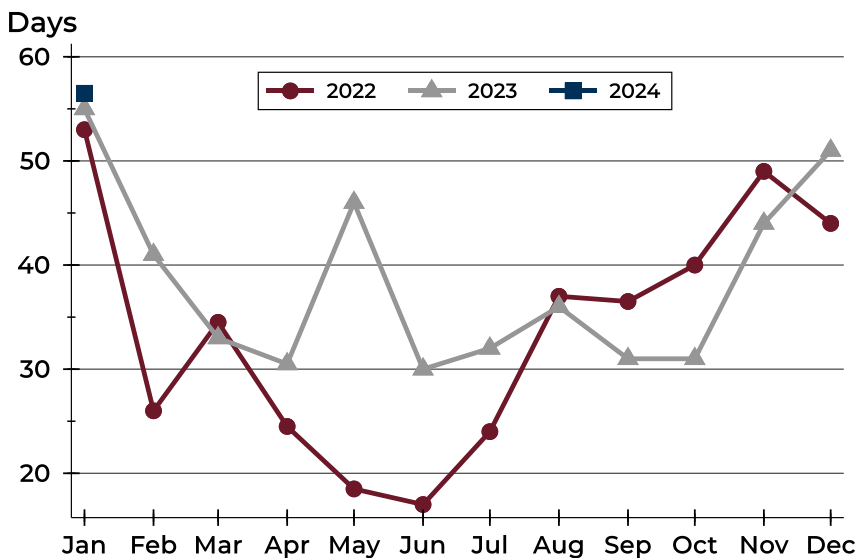
# City of Lawrence Active Listings Analysis

## Average DOM



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

## Median DOM

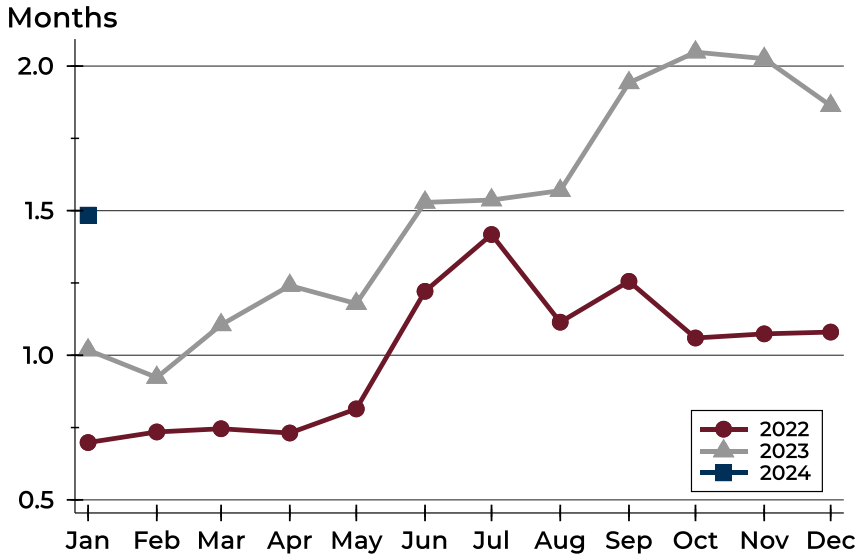


Month	2022	2023	2024
January	53	55	<b>57</b>
February	26	41	
March	35	33	
April	25	31	
May	19	46	
June	17	30	
July	24	32	
August	37	36	
September	37	31	
October	40	31	
November	49	44	
December	44	51	



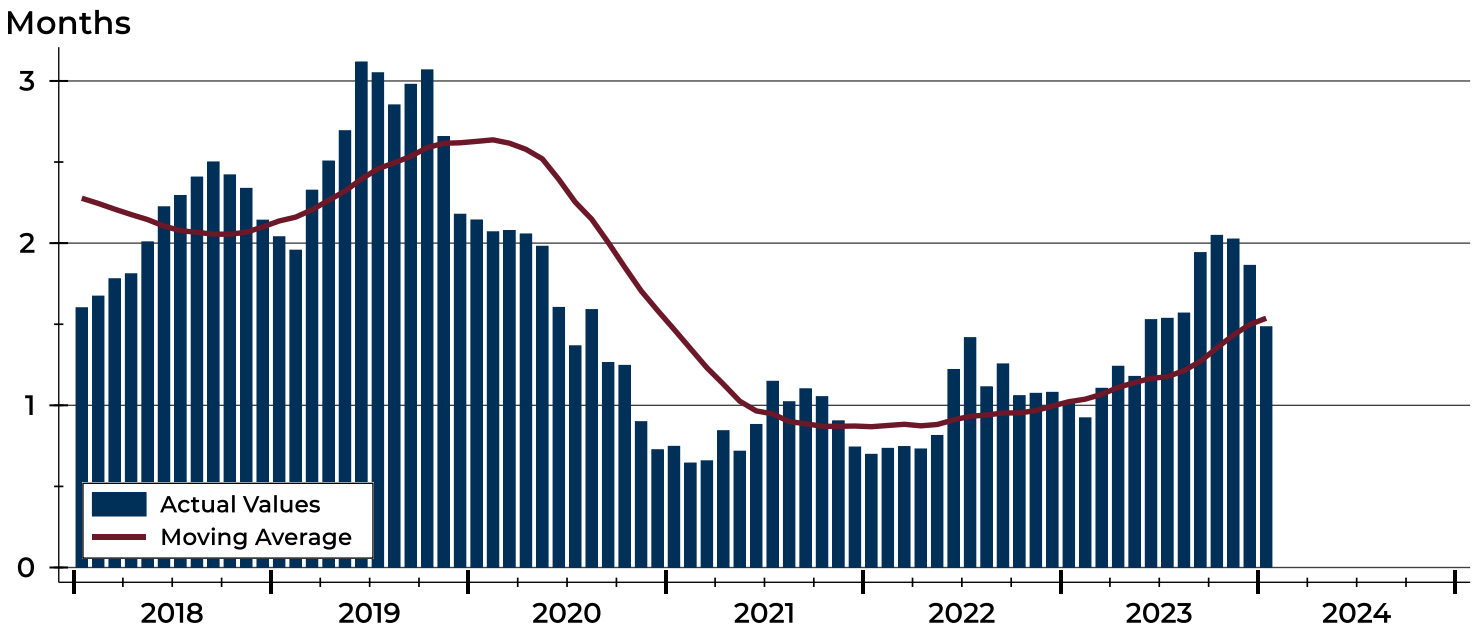
# City of Lawrence Months' Supply Analysis

## Months' Supply by Month



Month	2022	2023	2024
January	0.7	1.0	1.5
February	0.7	0.9	
March	0.7	1.1	
April	0.7	1.2	
May	0.8	1.2	
June	1.2	1.5	
July	1.4	1.5	
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





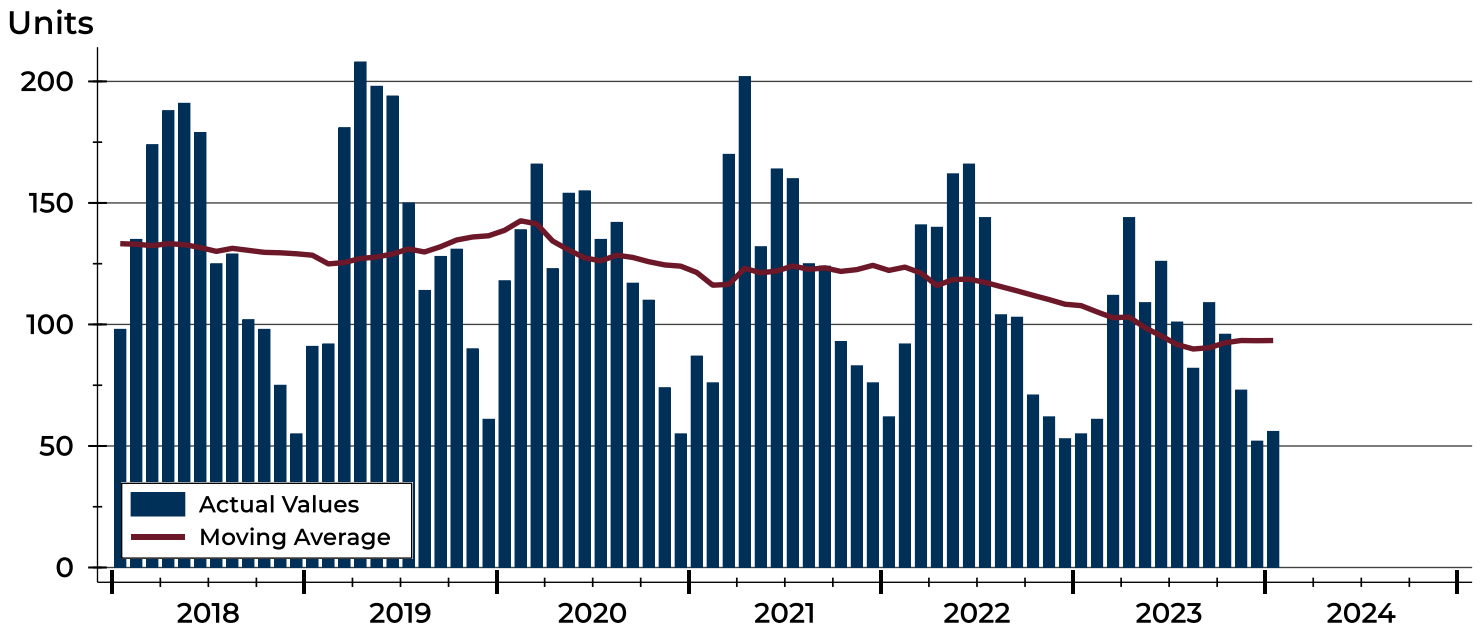
# City of Lawrence New Listings Analysis

Summary Statistics for New Listings		2024	January 2023	Change
Current Month	New Listings	56	55	1.8%
	Volume (1,000s)	20,352	19,531	4.2%
	Average List Price	363,424	355,103	2.3%
	Median List Price	301,500	295,000	2.2%
Year-to-Date	New Listings	56	55	1.8%
	Volume (1,000s)	20,352	19,531	4.2%
	Average List Price	363,424	355,103	2.3%
	Median List Price	301,500	295,000	2.2%

A total of 56 new listings were added in the City of Lawrence during January, up 1.8% from the same month in 2023.

The median list price of these homes was \$301,500 up from \$295,000 in 2023.

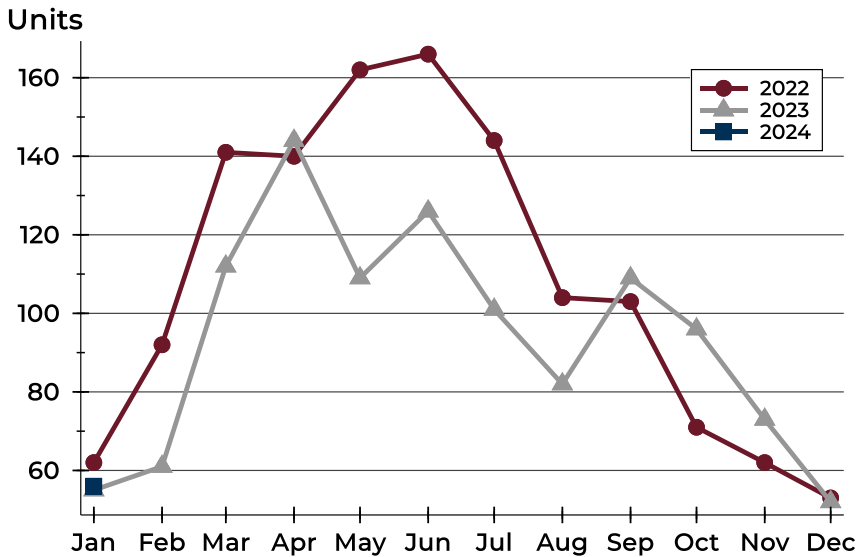
## History of New Listings





## City of Lawrence New Listings Analysis

### New Listings by Month



Month	2022	2023	2024
January	62	55	<b>56</b>
February	92	61	
March	141	112	
April	140	144	
May	162	109	
June	166	126	
July	144	101	
August	104	82	
September	103	109	
October	71	96	
November	62	73	
December	53	52	

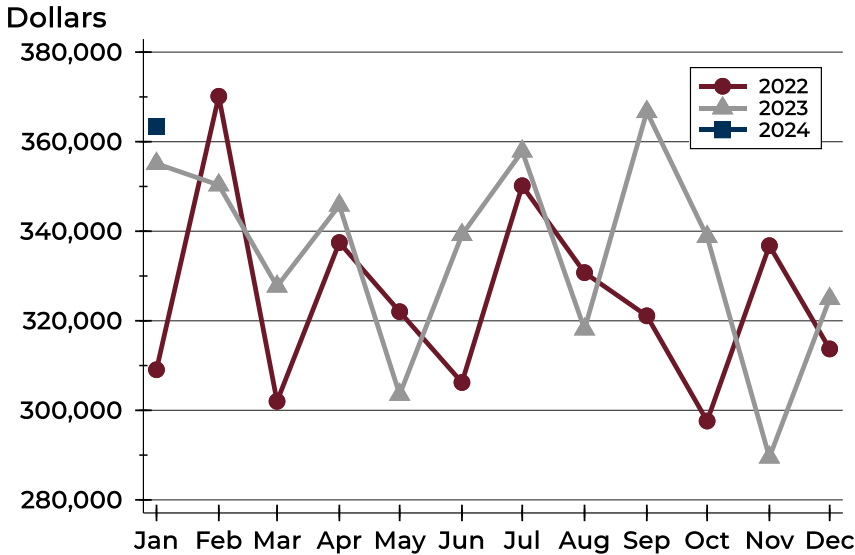
### New Listings by Price Range

Price Range	New Listings		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$50,000	3	5.4%	1,867	1,600	18	27	106.8%	106.7%
\$50,000-\$99,999	1	1.8%	85,000	85,000	7	7	94.4%	94.4%
\$100,000-\$149,999	1	1.8%	139,900	139,900	17	17	100.0%	100.0%
\$150,000-\$199,999	3	5.4%	174,933	165,000	2	1	100.0%	100.0%
\$200,000-\$249,999	9	16.1%	234,422	235,000	8	5	100.4%	100.0%
\$250,000-\$299,999	11	19.6%	279,764	280,000	8	6	99.8%	100.0%
\$300,000-\$349,999	4	7.1%	321,200	314,950	18	18	100.0%	100.0%
\$350,000-\$399,999	6	10.7%	378,767	380,950	11	3	100.1%	100.0%
\$400,000-\$449,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$450,000-\$499,999	4	7.1%	489,913	489,900	16	13	100.0%	100.0%
\$500,000-\$599,999	10	17.9%	568,390	569,900	16	20	100.0%	100.0%
\$600,000-\$749,999	2	3.6%	689,200	689,200	7	7	100.0%	100.0%
\$750,000-\$999,999	2	3.6%	914,950	914,950	11	11	100.0%	100.0%
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



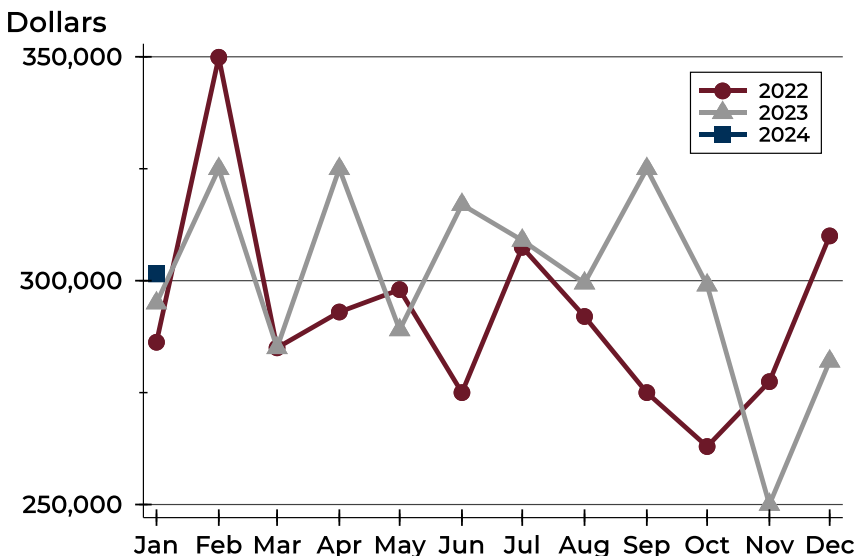
# City of Lawrence New Listings Analysis

## Average Price



Month	2022	2023	2024
January	309,069	355,103	363,424
February	370,146	350,309	
March	302,005	327,690	
April	337,476	345,785	
May	322,036	303,520	
June	306,220	339,209	
July	350,165	357,864	
August	330,760	318,123	
September	321,108	366,682	
October	297,609	338,776	
November	336,777	289,507	
December	313,717	324,917	

## Median Price



Month	2022	2023	2024
January	286,250	295,000	301,500
February	349,900	325,000	
March	285,000	285,000	
April	293,000	325,000	
May	298,000	289,000	
June	275,000	317,000	
July	307,450	309,000	
August	292,000	299,450	
September	275,000	325,000	
October	262,950	299,000	
November	277,450	250,000	
December	310,000	282,000	



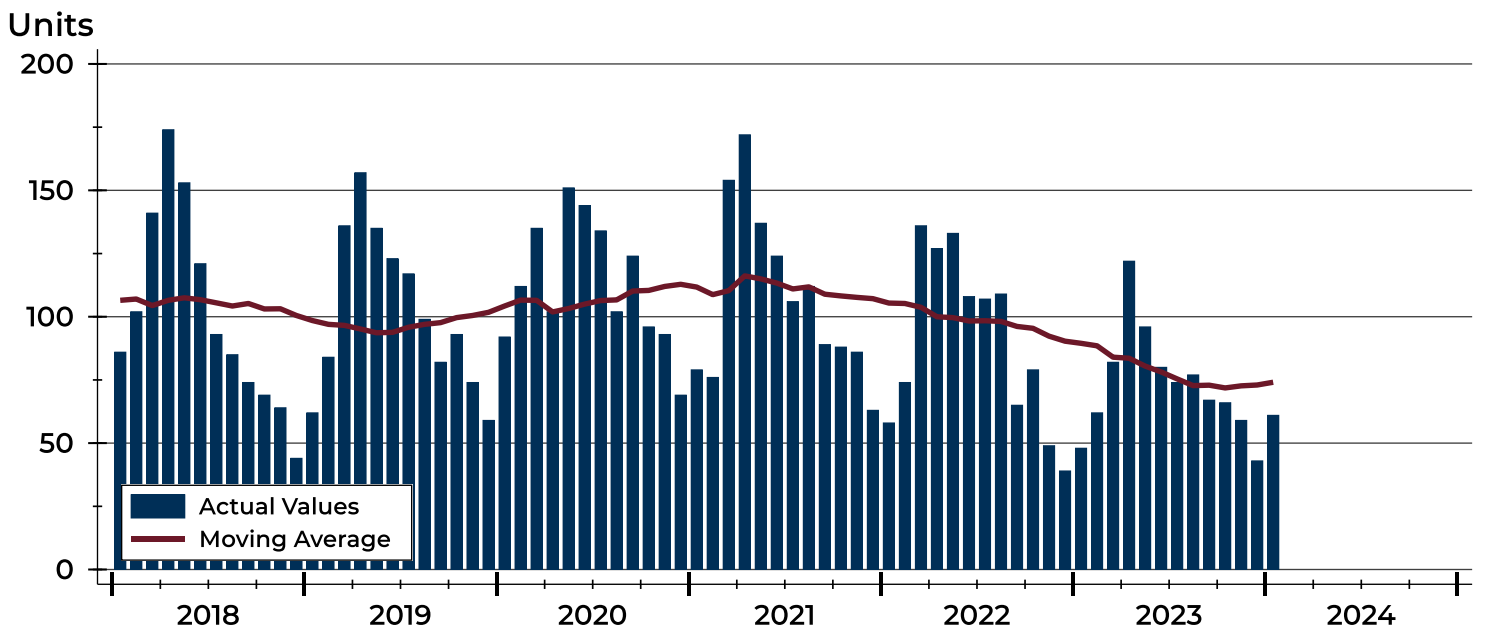
## City of Lawrence Contracts Written Analysis

Summary Statistics for Contracts Written		January			Year-to-Date		
		2024	2023	Change	2024	2023	Change
Contracts Written		<b>61</b>	48	27.1%	<b>61</b>	48	27.1%
Volume (1,000s)		<b>19,282</b>	15,034	28.3%	<b>19,282</b>	15,034	28.3%
Average	Sale Price	<b>316,103</b>	313,207	0.9%	<b>316,103</b>	313,207	0.9%
	Days on Market	<b>39</b>	36	8.3%	<b>39</b>	36	8.3%
	Percent of Original	<b>98.6%</b>	97.3%	1.3%	<b>98.6%</b>	97.3%	1.3%
Median	Sale Price	<b>288,900</b>	292,450	-1.2%	<b>288,900</b>	292,450	-1.2%
	Days on Market	<b>25</b>	12	108.3%	<b>25</b>	12	108.3%
	Percent of Original	<b>100.0%</b>	99.2%	0.8%	<b>100.0%</b>	99.2%	0.8%

A total of 61 contracts for sale were written in the City of Lawrence during the month of January, up from 48 in 2023. The median list price of these homes was \$288,900, down from \$292,450 the prior year.

Half of the homes that went under contract in January were on the market less than 25 days, compared to 12 days in January 2023.

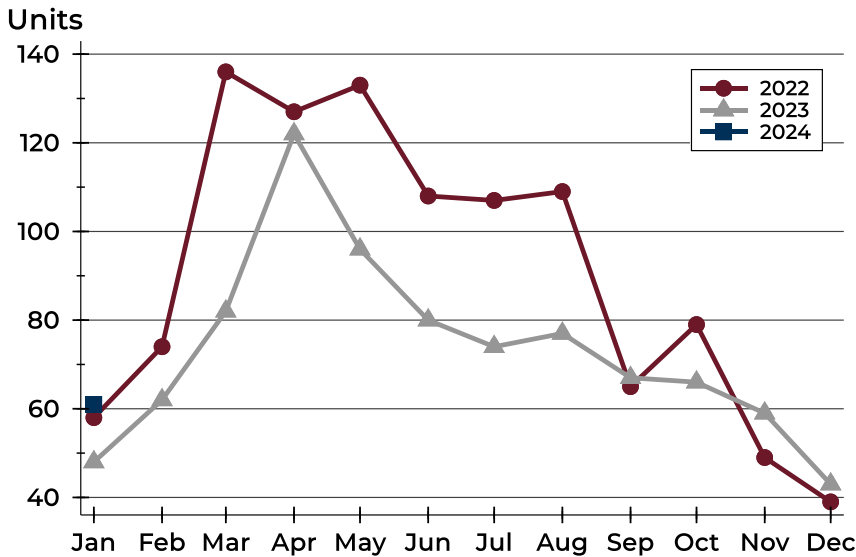
## History of Contracts Written





## City of Lawrence Contracts Written Analysis

### Contracts Written by Month



Month	2022	2023	2024
January	58	48	61
February	74	62	
March	136	82	
April	127	122	
May	133	96	
June	108	80	
July	107	74	
August	109	77	
September	65	67	
October	79	66	
November	49	59	
December	39	43	

### Contracts Written by Price Range

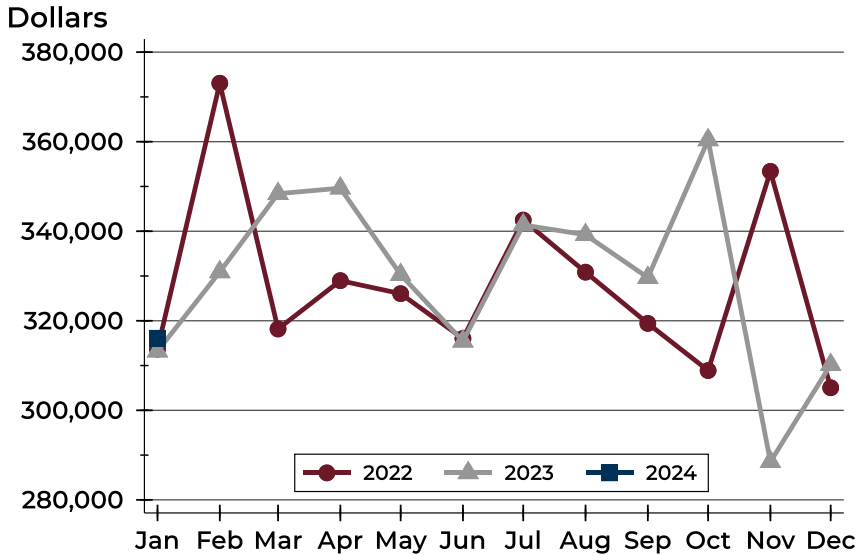
Price Range	Contracts Written		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$50,000	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$50,000-\$99,999	2	3.3%	88,500	88,500	89	89	94.4%	94.4%
\$100,000-\$149,999	2	3.3%	144,325	144,325	52	52	96.6%	96.6%
\$150,000-\$199,999	6	9.8%	176,467	170,000	24	20	96.9%	100.0%
\$200,000-\$249,999	13	21.3%	229,915	235,000	29	5	98.0%	100.0%
\$250,000-\$299,999	12	19.7%	279,197	279,950	21	7	99.6%	100.0%
\$300,000-\$349,999	6	9.8%	320,725	314,975	53	61	98.3%	100.0%
\$350,000-\$399,999	9	14.8%	375,711	372,000	23	26	99.6%	100.0%
\$400,000-\$449,999	1	1.6%	425,000	425,000	24	24	97.7%	97.7%
\$450,000-\$499,999	4	6.6%	478,625	482,300	67	77	99.0%	100.0%
\$500,000-\$599,999	2	3.3%	537,400	537,400	82	82	100.0%	100.0%
\$600,000-\$749,999	4	6.6%	674,625	669,250	90	32	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





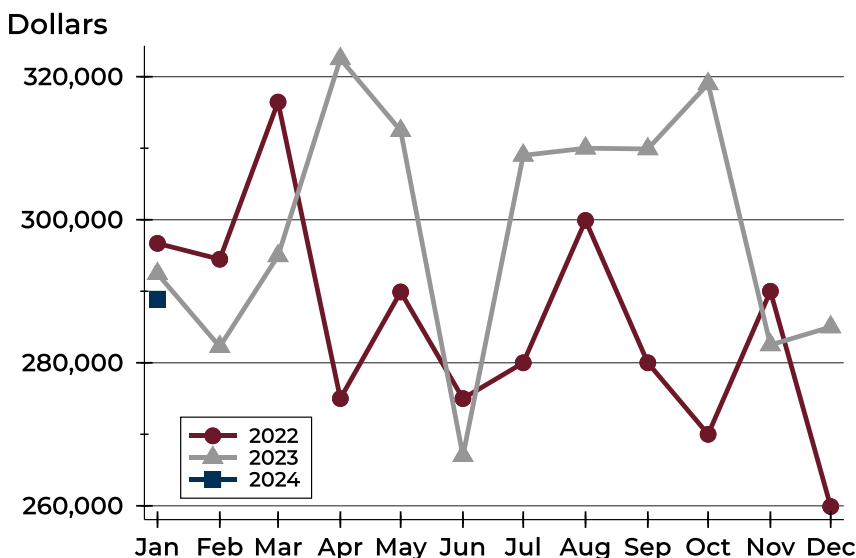
## City of Lawrence Contracts Written Analysis

### Average Price



Month	2022	2023	2024
January	313,674	313,207	<b>316,103</b>
February	373,052	330,911	
March	318,167	348,394	
April	328,966	349,615	
May	326,059	330,296	
June	316,044	315,423	
July	342,488	341,411	
August	330,861	339,212	
September	319,416	329,643	
October	308,888	360,391	
November	353,371	288,514	
December	305,041	310,183	

### Median Price

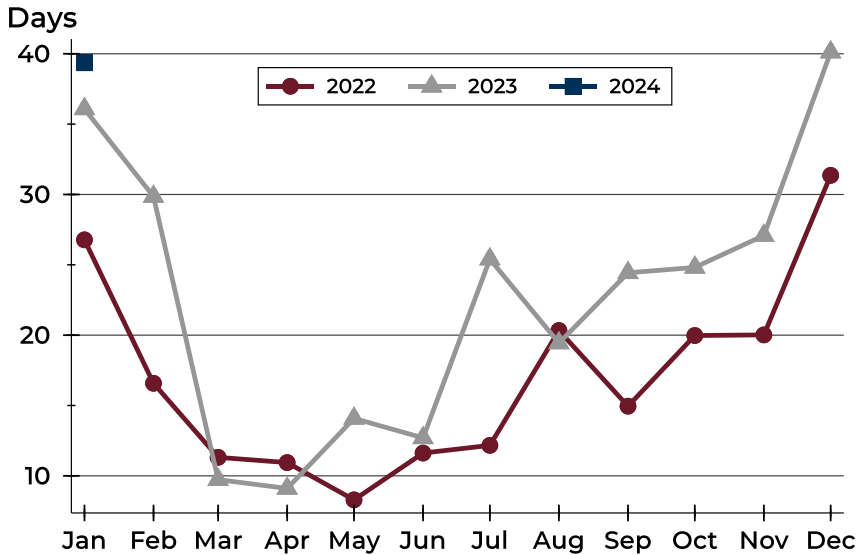


Month	2022	2023	2024
January	296,700	292,450	<b>288,900</b>
February	294,475	282,250	
March	316,450	294,950	
April	275,000	322,500	
May	289,900	312,450	
June	275,000	267,000	
July	280,000	309,000	
August	299,900	310,000	
September	280,000	309,900	
October	270,000	319,000	
November	290,000	282,500	
December	259,900	285,000	



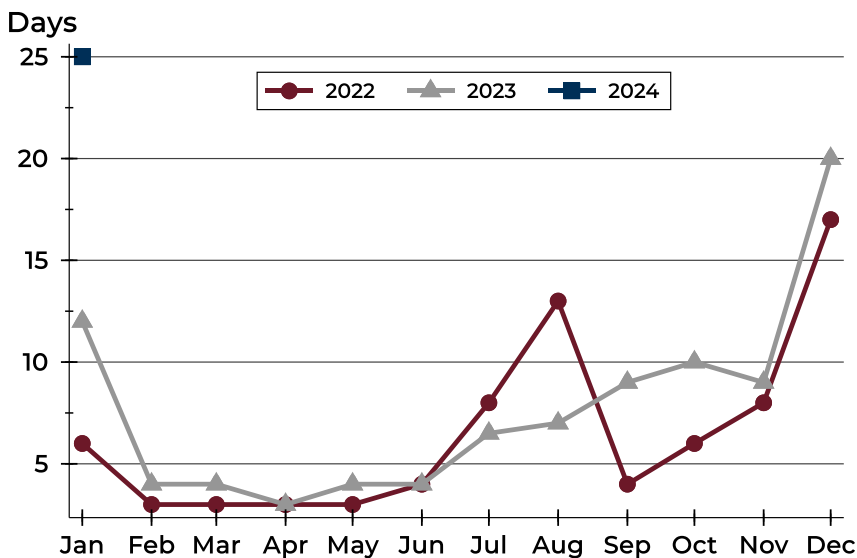
## City of Lawrence Contracts Written Analysis

### Average DOM



Month	2022	2023	2024
January	27	36	39
February	17	30	
March	11	10	
April	11	9	
May	8	14	
June	12	13	
July	12	25	
August	20	19	
September	15	24	
October	20	25	
November	20	27	
December	31	40	

### Median DOM



Month	2022	2023	2024
January	6	12	25
February	3	4	
March	3	4	
April	3	3	
May	3	4	
June	4	4	
July	8	7	
August	13	7	
September	4	9	
October	6	10	
November	8	9	
December	17	20	



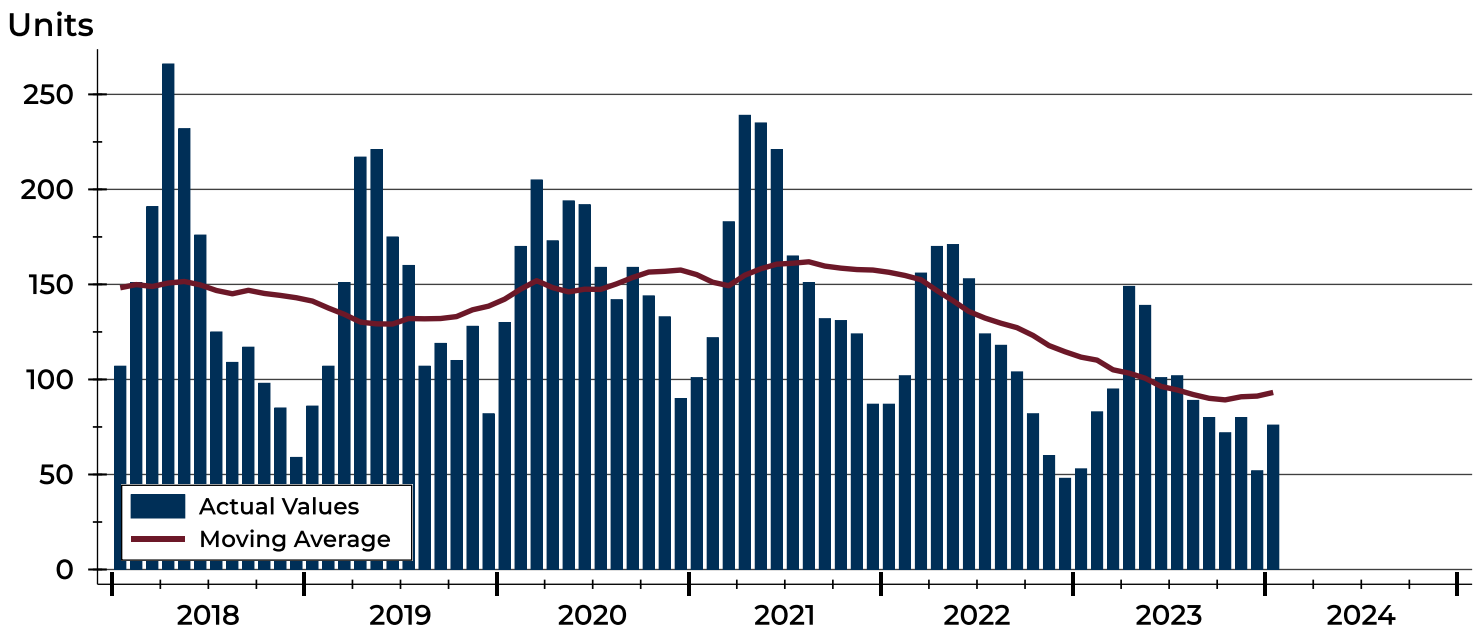
# City of Lawrence Pending Contracts Analysis

Summary Statistics for Pending Contracts		End of January		
		2024	2023	Change
Pending Contracts		76	53	43.4%
Volume (1,000s)		25,350	16,923	49.8%
Average	List Price	333,556	319,303	4.5%
	Days on Market	41	34	20.6%
	Percent of Original	99.0%	98.7%	0.3%
Median	List Price	296,500	289,900	2.3%
	Days on Market	25	12	108.3%
	Percent of Original	100.0%	100.0%	0.0%

A total of 76 listings in the City of Lawrence had contracts pending at the end of January, up from 53 contracts pending at the end of January 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.

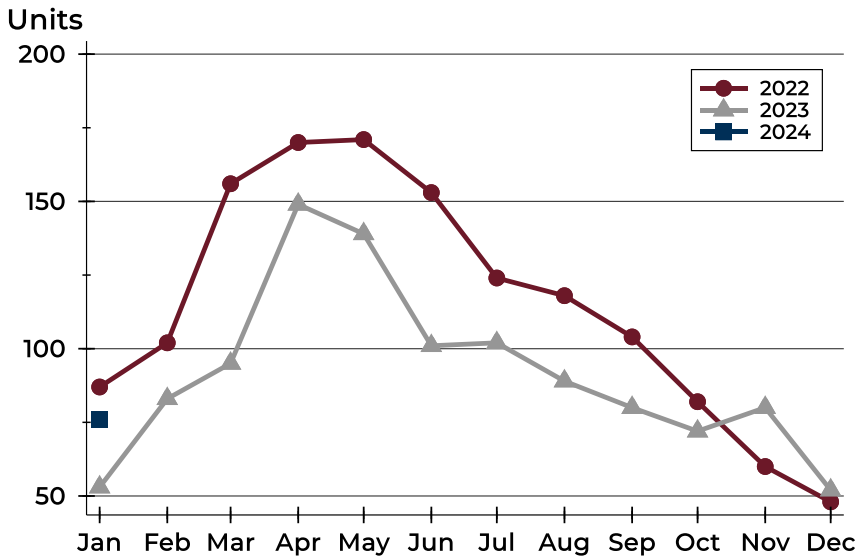
## History of Pending Contracts





## City of Lawrence Pending Contracts Analysis

### Pending Contracts by Month



Month	2022	2023	2024
January	87	53	<b>76</b>
February	102	83	
March	156	95	
April	170	149	
May	171	139	
June	153	101	
July	124	102	
August	118	89	
September	104	80	
October	82	72	
November	60	80	
December	48	52	

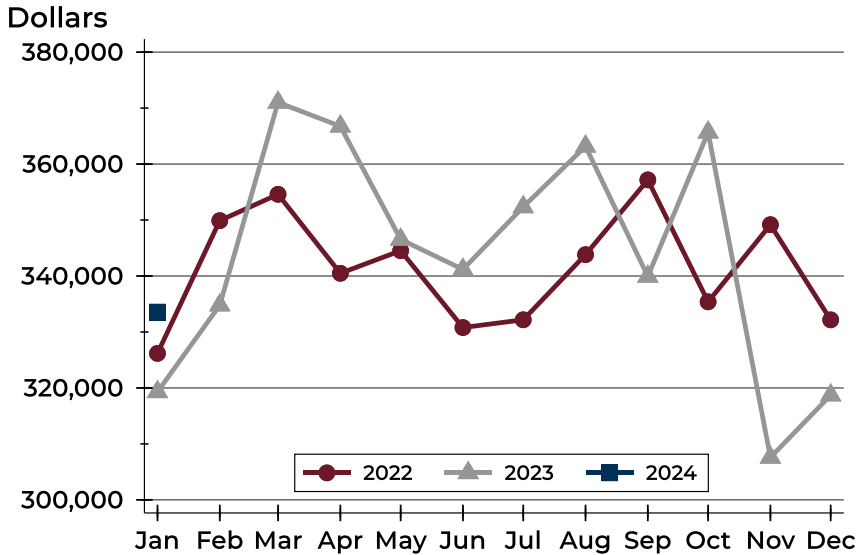
### Pending Contracts by Price Range

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	3	3.9%	92,000	92,000	65	17	96.3%	94.4%
\$100,000-\$149,999	3	3.9%	135,867	148,650	51	42	95.7%	99.9%
\$150,000-\$199,999	8	10.5%	176,700	172,450	31	32	98.4%	100.0%
\$200,000-\$249,999	13	17.1%	226,585	220,000	27	5	100.0%	100.0%
\$250,000-\$299,999	14	18.4%	280,457	282,500	23	9	99.8%	100.0%
\$300,000-\$349,999	7	9.2%	321,336	315,000	52	54	97.5%	100.0%
\$350,000-\$399,999	9	11.8%	375,711	372,000	23	26	99.6%	100.0%
\$400,000-\$449,999	3	3.9%	429,933	425,000	38	24	96.7%	97.7%
\$450,000-\$499,999	5	6.6%	484,860	489,900	86	99	98.1%	100.0%
\$500,000-\$599,999	5	6.6%	554,740	549,900	40	34	100.0%	100.0%
\$600,000-\$749,999	5	6.6%	686,700	690,000	107	34	100.4%	100.0%
\$750,000-\$999,999	1	1.3%	829,000	829,000	9	9	100.0%	100.0%
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



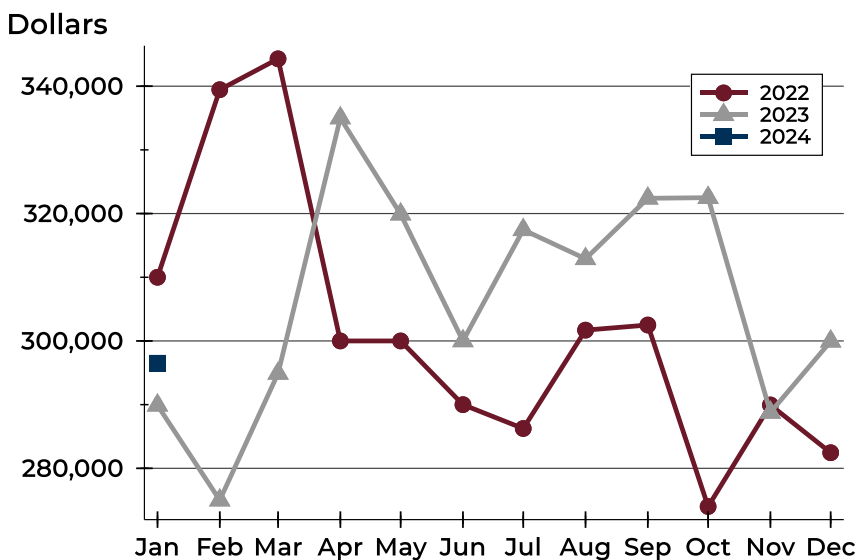
# City of Lawrence Pending Contracts Analysis

## Average Price



Month	2022	2023	2024
January	326,176	319,303	<b>333,556</b>
February	349,894	334,790	
March	354,598	371,024	
April	340,485	366,757	
May	344,523	346,540	
June	330,793	341,180	
July	332,179	352,339	
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

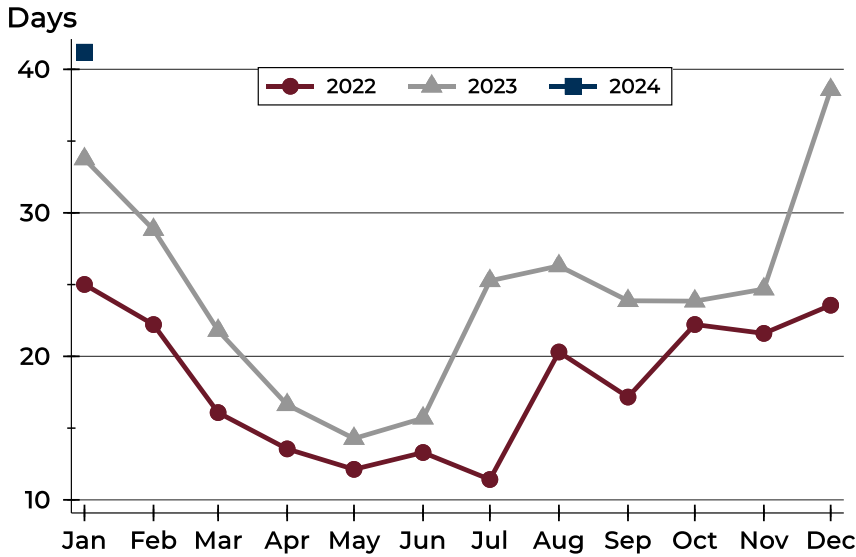


Month	2022	2023	2024
January	310,000	289,900	<b>296,500</b>
February	339,450	275,000	
March	344,300	294,900	
April	300,000	335,000	
May	300,000	319,900	
June	290,000	300,000	
July	286,250	317,450	
August	301,700	312,900	
September	302,500	322,400	
October	274,000	322,500	
November	289,950	288,775	
December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



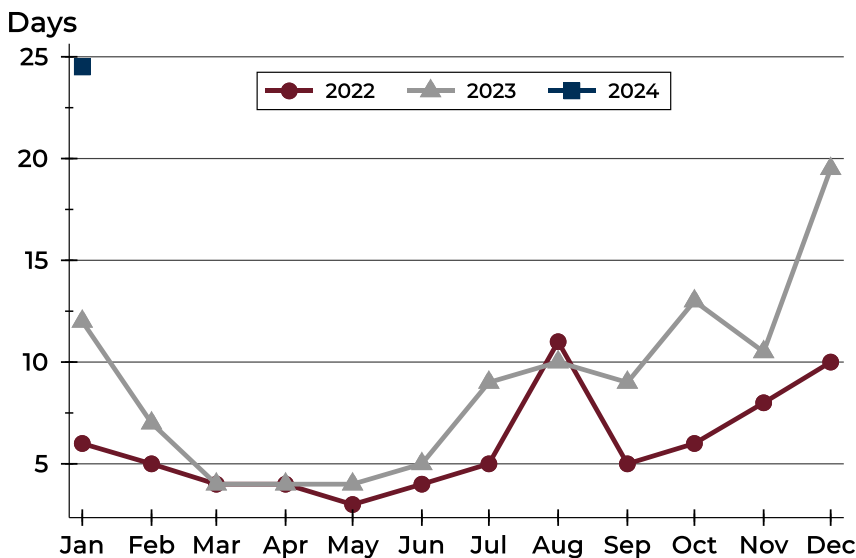
# City of Lawrence Pending Contracts Analysis

## Average DOM



Month	2022	2023	2024
January	25	34	41
February	22	29	
March	16	22	
April	14	17	
May	12	14	
June	13	16	
July	11	25	
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	
March	4	4	
April	4	4	
May	3	4	
June	4	5	
July	5	9	
August	11	10	
September	5	9	
October	6	13	
November	8	11	
December	10	20	