



# 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 56 units, compared to 61 units in January 2021. Total sales volume was \$16.5 million, up from a year earlier.

The median sale price in January was \$280,300, up from \$249,900 a year earlier. Homes that sold in January were typically on the market for 5 days and sold for 100.0% of their list prices.

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

The total number of active listings in the City of Lawrence at the end of January was 75 units, down from 84 at the same point in 2021. This represents a 0.7 months' supply of homes available for sale. The median list price of homes on the market at the end of January was \$349,500.

During January, a total of 53 contracts were written down from 79 in January 2021. At the end of the month, there were 87 contracts still pending.

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## City of Lawrence Summary Statistics

January MLS Statistics Three-year History		Current Month			Year-to-Date		
		2022	2021	2020	2022	2021	2020
<b>Home Sales</b>		<b>56</b>	<b>61</b>	<b>50</b>	<b>56</b>	<b>61</b>	<b>50</b>
Change from prior year		-8.2%	22.0%	6.4%	-8.2%	22.0%	6.4%
<b>Active Listings</b>		<b>75</b>	<b>84</b>	<b>215</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
Change from prior year		-10.7%	-60.9%	3.9%			
<b>Months' Supply</b>		<b>0.7</b>	<b>0.7</b>	<b>2.1</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
Change from prior year		0.0%	-66.7%	5.0%			
<b>New Listings</b>		<b>55</b>	<b>87</b>	<b>118</b>	<b>55</b>	<b>87</b>	<b>118</b>
Change from prior year		-36.8%	-26.3%	29.7%	-36.8%	-26.3%	29.7%
<b>Contracts Written</b>		<b>53</b>	<b>79</b>	<b>92</b>	<b>53</b>	<b>79</b>	<b>92</b>
Change from prior year		-32.9%	-14.1%	48.4%	-32.9%	-14.1%	48.4%
<b>Pending Contracts</b>		<b>87</b>	<b>101</b>	<b>130</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
Change from prior year		-13.9%	-22.3%	51.2%			
<b>Sales Volume (1,000s)</b>		<b>16,533</b>	<b>16,429</b>	<b>11,499</b>	<b>16,533</b>	<b>16,429</b>	<b>11,499</b>
Change from prior year		0.6%	42.9%	-6.1%	0.6%	42.9%	-6.1%
<b>Average</b>	<b>Sale Price</b>	<b>295,238</b>	<b>269,320</b>	<b>229,973</b>	<b>295,238</b>	<b>269,320</b>	<b>229,973</b>
	Change from prior year	9.6%	17.1%	-11.7%	9.6%	17.1%	-11.7%
	<b>List Price of Actives</b>	<b>353,910</b>	<b>367,887</b>	<b>328,240</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
	Change from prior year	-3.8%	12.1%	0.7%			
	<b>Days on Market</b>	<b>20</b>	<b>40</b>	<b>54</b>	<b>20</b>	<b>40</b>	<b>54</b>
Change from prior year	-50.0%	-25.9%	-10.0%	-50.0%	-25.9%	-10.0%	
<b>Percent of List</b>	<b>98.4%</b>	<b>100.2%</b>	<b>98.1%</b>	<b>98.4%</b>	<b>100.2%</b>	<b>98.1%</b>	
Change from prior year	-1.8%	2.1%	0.0%	-1.8%	2.1%	0.0%	
<b>Percent of Original</b>	<b>97.6%</b>	<b>99.3%</b>	<b>97.1%</b>	<b>97.6%</b>	<b>99.3%</b>	<b>97.1%</b>	
Change from prior year	-1.7%	2.3%	0.7%	-1.7%	2.3%	0.7%	
<b>Median</b>	<b>Sale Price</b>	<b>280,300</b>	<b>249,900</b>	<b>214,075</b>	<b>280,300</b>	<b>249,900</b>	<b>214,075</b>
	Change from prior year	12.2%	16.7%	-10.8%	12.2%	16.7%	-10.8%
	<b>List Price of Actives</b>	<b>349,500</b>	<b>301,950</b>	<b>304,900</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
	Change from prior year	15.7%	-1.0%	1.6%			
	<b>Days on Market</b>	<b>5</b>	<b>4</b>	<b>22</b>	<b>5</b>	<b>4</b>	<b>22</b>
Change from prior year	25.0%	-81.8%	-56.9%	25.0%	-81.8%	-56.9%	
<b>Percent of List</b>	<b>100.0%</b>	<b>100.0%</b>	<b>99.5%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>99.5%</b>	
Change from prior year	0.0%	0.5%	1.7%	0.0%	0.5%	1.7%	
<b>Percent of Original</b>	<b>100.0%</b>	<b>100.0%</b>	<b>99.1%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>99.1%</b>	
Change from prior year	0.0%	0.9%	2.1%	0.0%	0.9%	2.1%	

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



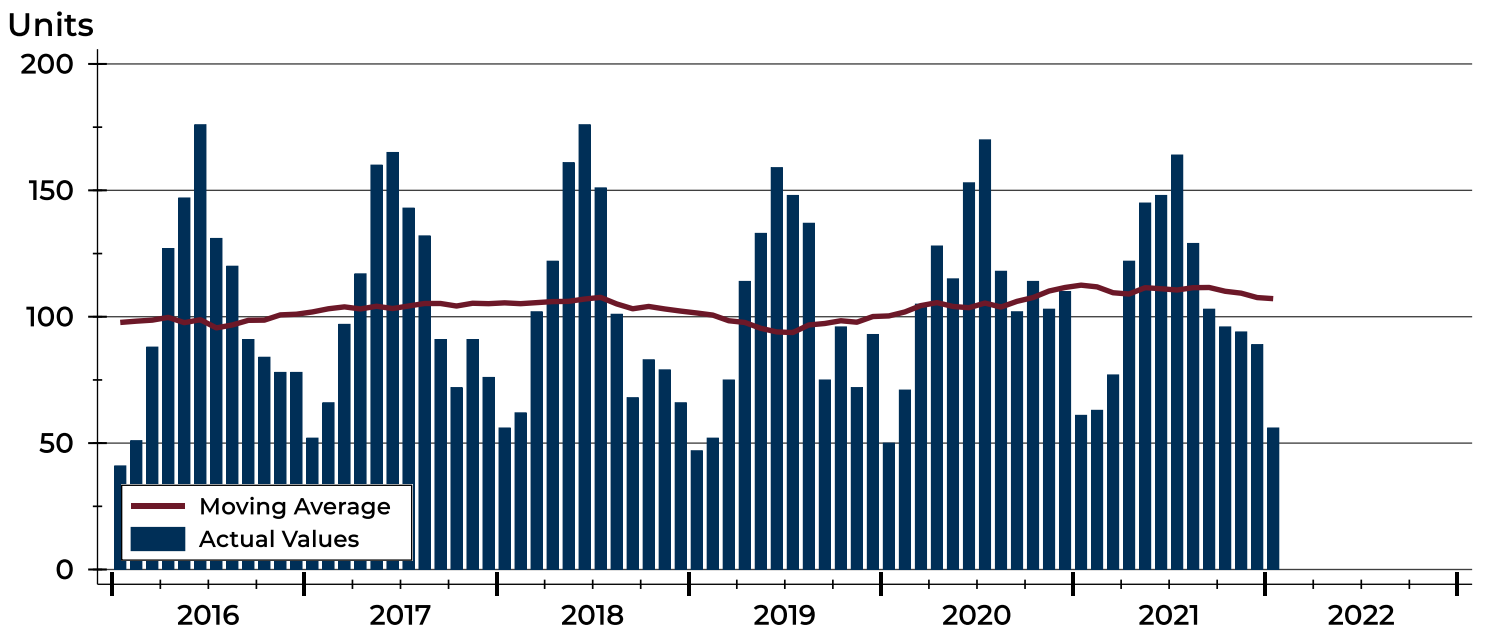
## City of Lawrence Closed Listings Analysis

Summary Statistics for Closed Listings		2022	January 2021	Change	2022	Year-to-Date 2021	Change
Closed Listings		<b>56</b>	61	-8.2%	<b>56</b>	61	-8.2%
Volume (1,000s)		<b>16,533</b>	16,429	0.6%	<b>16,533</b>	16,429	0.6%
Months' Supply		<b>0.7</b>	0.7	0.0%	<b>N/A</b>	N/A	N/A
Average	Sale Price	<b>295,238</b>	269,320	9.6%	<b>295,238</b>	269,320	9.6%
	Days on Market	<b>20</b>	40	-50.0%	<b>20</b>	40	-50.0%
	Percent of List	<b>98.4%</b>	100.2%	-1.8%	<b>98.4%</b>	100.2%	-1.8%
	Percent of Original	<b>97.6%</b>	99.3%	-1.7%	<b>97.6%</b>	99.3%	-1.7%
Median	Sale Price	<b>280,300</b>	249,900	12.2%	<b>280,300</b>	249,900	12.2%
	Days on Market	<b>5</b>	4	25.0%	<b>5</b>	4	25.0%
	Percent of List	<b>100.0%</b>	100.0%	0.0%	<b>100.0%</b>	100.0%	0.0%
	Percent of Original	<b>100.0%</b>	100.0%	0.0%	<b>100.0%</b>	100.0%	0.0%

A total of 56 homes sold in the City of Lawrence in January, down from 61 units in January 2021. Total sales volume rose to \$16.5 million compared to \$16.4 million in the previous year.

The median sales price in January was \$280,300, up 12.2% compared to the prior year. Median days on market was 5 days, down from 5 days in December, but up from 4 in January 2021.

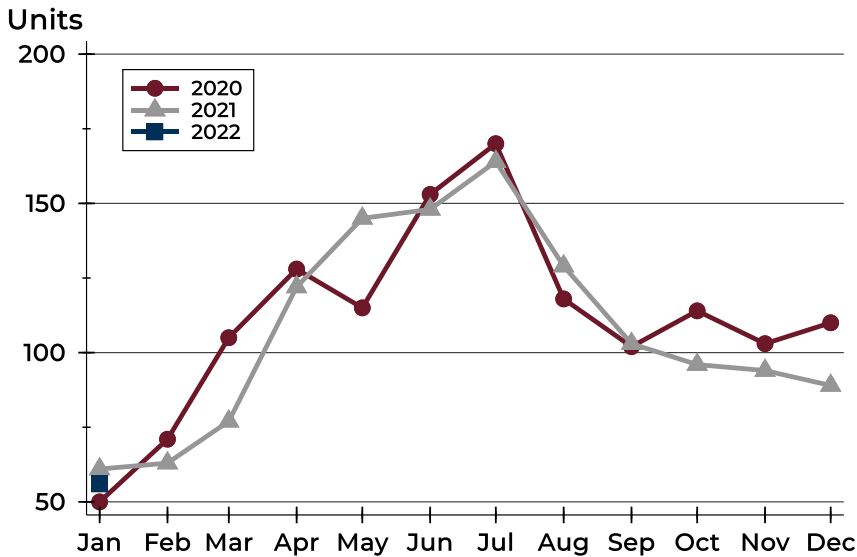
## History of Closed Listings





## City of Lawrence Closed Listings Analysis

### Closed Listings by Month



Month	2020	2021	2022
January	50	61	<b>56</b>
February	71	63	
March	105	77	
April	128	122	
May	115	145	
June	153	148	
July	170	164	
August	118	129	
September	102	103	
October	114	96	
November	103	94	
December	110	89	

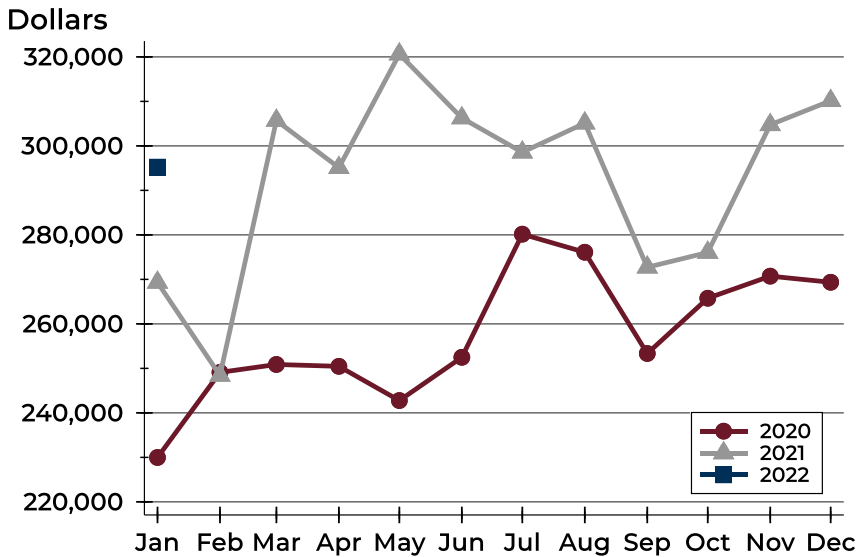
### Closed Listings by Price Range

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	3	5.4%	1.5	80,000	80,000	4	4	96.0%	94.1%	96.0%	94.1%
\$100,000-\$149,999	4	7.1%	0.9	125,625	126,000	11	11	98.0%	100.0%	98.0%	100.0%
\$150,000-\$199,999	9	16.1%	0.2	177,998	175,000	5	2	99.4%	100.0%	99.4%	100.0%
\$200,000-\$249,999	9	16.1%	0.1	223,239	225,000	7	3	98.5%	100.0%	98.8%	100.0%
\$250,000-\$299,999	6	10.7%	0.2	275,300	280,300	25	21	99.6%	99.6%	98.3%	97.2%
\$300,000-\$349,999	9	16.1%	0.9	328,062	329,900	23	21	98.3%	98.5%	95.7%	95.7%
\$350,000-\$399,999	5	8.9%	1.4	375,840	380,000	3	2	100.2%	100.0%	100.2%	100.0%
\$400,000-\$449,999	3	5.4%	0.8	423,333	420,000	35	5	99.3%	100.0%	97.2%	100.0%
\$450,000-\$499,999	3	5.4%	1.8	473,083	470,000	5	4	99.6%	100.0%	99.6%	100.0%
\$500,000-\$599,999	4	7.1%	0.6	551,725	556,000	46	34	97.0%	96.4%	95.3%	96.4%
\$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	1	1.8%	2.4	800,000	800,000	273	273	80.0%	80.0%	80.0%	80.0%
\$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



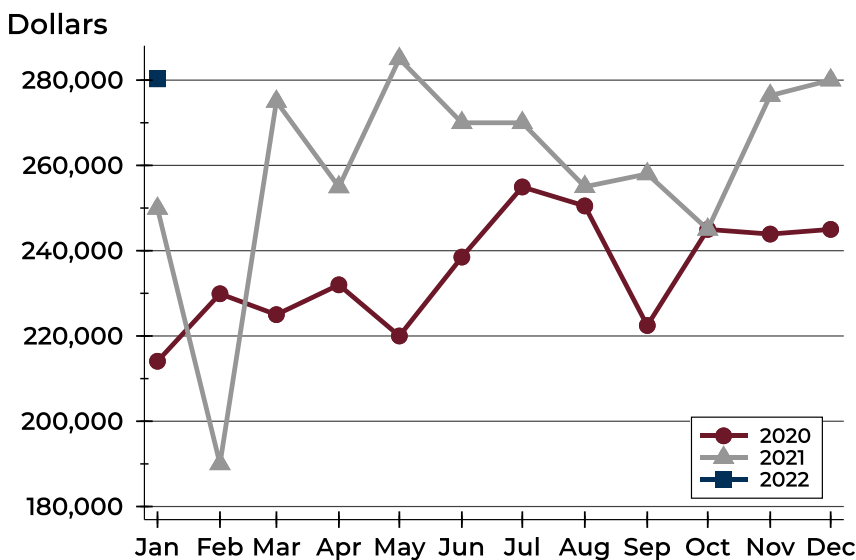
## City of Lawrence Closed Listings Analysis

### Average Price



Month	2020	2021	2022
<b>January</b>	229,973	269,320	<b>295,238</b>
February	249,106	248,417	
March	250,879	305,705	
April	250,466	295,115	
May	242,777	320,621	
June	252,488	306,274	
July	280,164	298,573	
August	276,104	305,107	
September	253,345	272,728	
October	265,768	276,053	
November	270,728	304,737	
December	269,355	310,146	

### Median Price

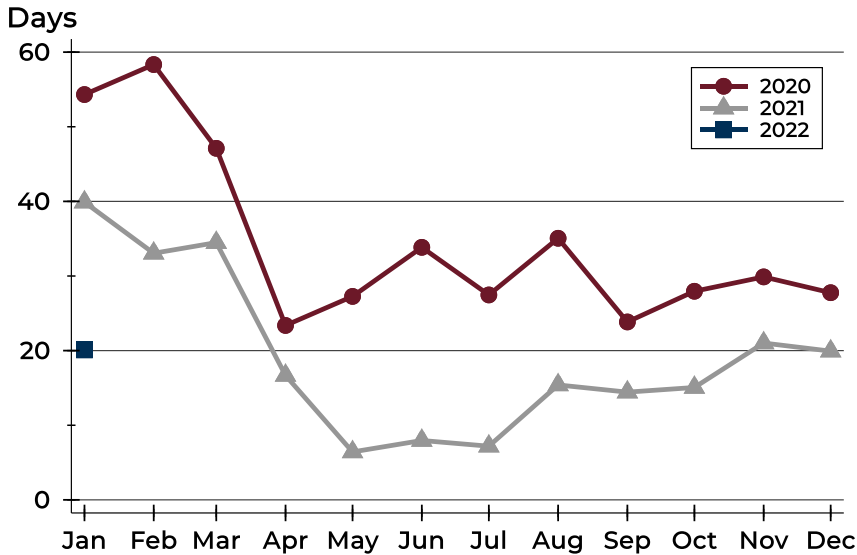


Month	2020	2021	2022
<b>January</b>	214,075	249,900	<b>280,300</b>
February	229,900	190,000	
March	225,000	275,000	
April	232,000	254,950	
May	220,000	285,000	
June	238,500	270,000	
July	254,950	270,000	
August	250,500	255,000	
September	222,450	258,000	
October	245,000	245,000	
November	243,900	276,375	
December	245,000	280,000	



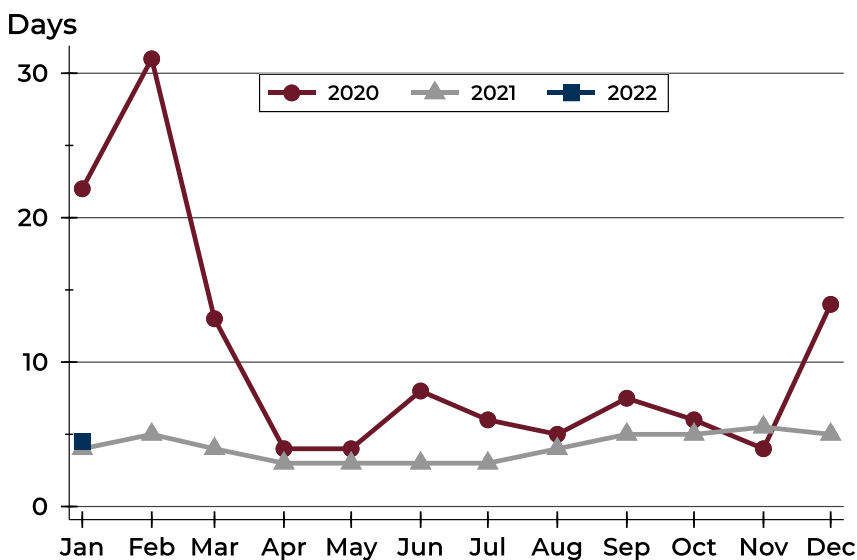
## City of Lawrence Closed Listings Analysis

### Average DOM



Month	2020	2021	2022
January	54	40	<b>20</b>
February	58	33	
March	47	34	
April	23	17	
May	27	6	
June	34	8	
July	27	7	
August	35	15	
September	24	14	
October	28	15	
November	30	21	
December	28	20	

### Median DOM



Month	2020	2021	2022
January	22	4	<b>5</b>
February	31	5	
March	13	4	
April	4	3	
May	4	3	
June	8	3	
July	6	3	
August	5	4	
September	8	5	
October	6	5	
November	4	6	
December	14	5	



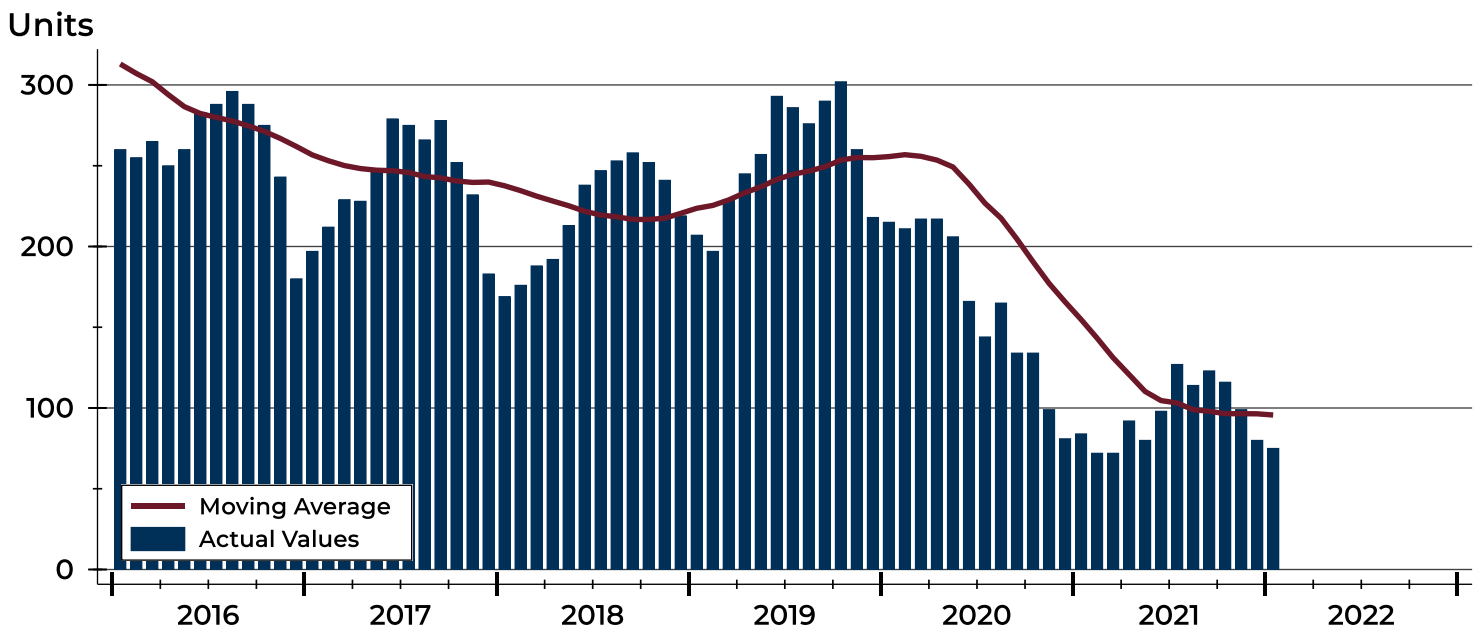
## City of Lawrence Active Listings Analysis

Summary Statistics for Active Listings		2022	End of January 2021	Change
Active Listings		<b>75</b>	84	-10.7%
Volume (1,000s)		<b>26,543</b>	30,902	-14.1%
Months' Supply		<b>0.7</b>	0.7	0.0%
Average	List Price	<b>353,910</b>	367,887	-3.8%
	Days on Market	<b>60</b>	72	-16.7%
	Percent of Original	<b>98.4%</b>	98.7%	-0.3%
Median	List Price	<b>349,500</b>	301,950	15.7%
	Days on Market	<b>53</b>	36	47.2%
	Percent of Original	<b>100.0%</b>	100.0%	0.0%

A total of 75 homes were available for sale in the City of Lawrence at the end of January. This represents a 0.7 months' supply of active listings.

The median list price of homes on the market at the end of January was \$349,500, up 15.7% from 2021. The typical time on market for active listings was 53 days, up from 36 days a year earlier.

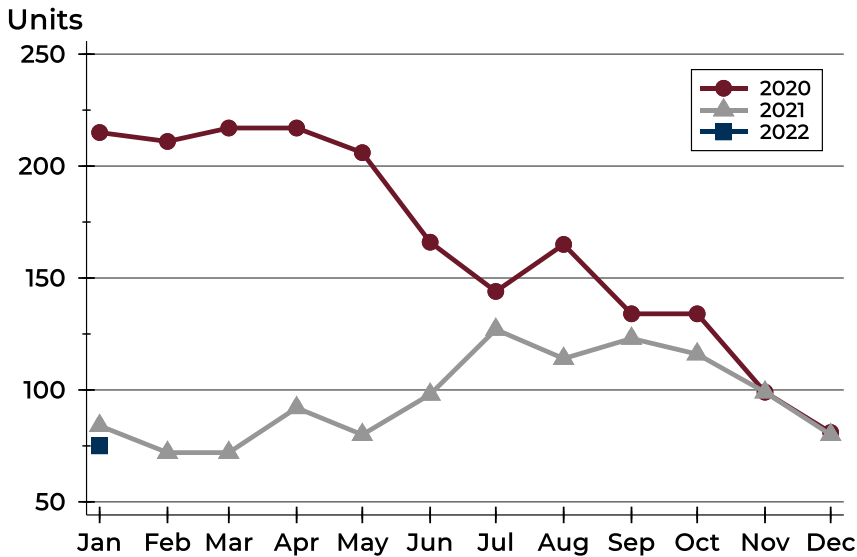
## History of Active Listings





## City of Lawrence Active Listings Analysis

### Active Listings by Month



Month	2020	2021	2022
January	215	84	<b>75</b>
February	211	72	
March	217	72	
April	217	92	
May	206	80	
June	166	98	
July	144	127	
August	165	114	
September	134	123	
October	134	116	
November	99	99	
December	81	80	

### Active Listings by Price Range

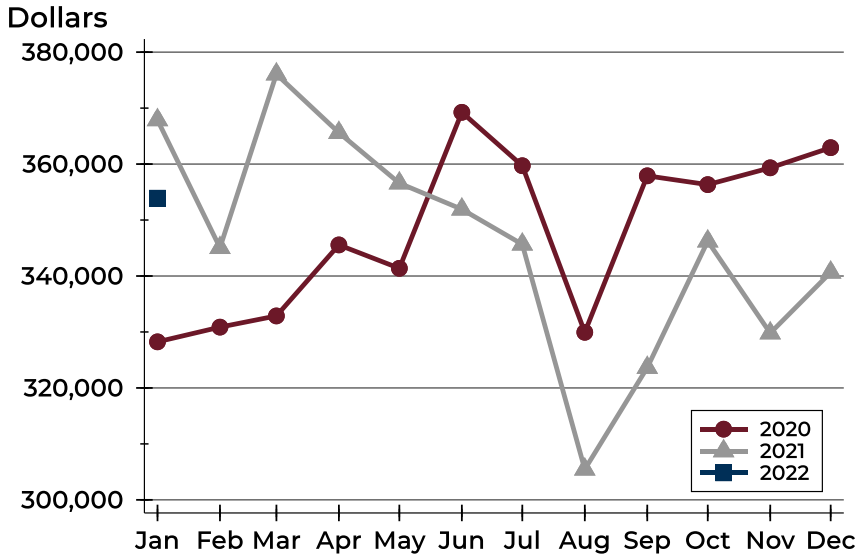
Price Range	Active Listings		Months' Supply	List Price		Days on Market		Price as % of Orig.	
	Number	Percent		Average	Median	Avg.	Med.	Avg.	Med.
Below \$50,000	6	8.0%	N/A	1,453	1,225	43	32	100.0%	100.0%
\$50,000-\$99,999	4	5.3%	1.5	84,905	86,725	60	46	92.8%	99.1%
\$100,000-\$149,999	7	9.3%	0.9	128,086	125,900	36	21	95.4%	100.0%
\$150,000-\$199,999	4	5.3%	0.2	172,700	170,500	83	98	100.0%	100.0%
\$200,000-\$249,999	2	2.7%	0.1	231,200	231,200	96	96	100.7%	100.7%
\$250,000-\$299,999	4	5.3%	0.2	271,225	272,450	35	30	99.1%	100.0%
\$300,000-\$349,999	11	14.7%	0.9	337,400	340,000	23	11	99.8%	100.0%
\$350,000-\$399,999	11	14.7%	1.4	375,905	379,900	55	53	99.8%	100.0%
\$400,000-\$449,999	6	8.0%	0.8	435,633	436,000	78	53	99.4%	100.0%
\$450,000-\$499,999	9	12.0%	1.8	472,944	474,900	91	76	99.4%	100.0%
\$500,000-\$599,999	3	4.0%	0.6	553,333	535,000	39	38	100.0%	100.0%
\$600,000-\$749,999	4	5.3%	N/A	692,425	699,900	141	84	92.9%	93.3%
\$750,000-\$999,999	3	4.0%	2.4	879,967	845,000	46	15	96.8%	100.0%
\$1,000,000 and up	1	1.3%	N/A	1,274,000	1,274,000	123	123	98.1%	98.1%





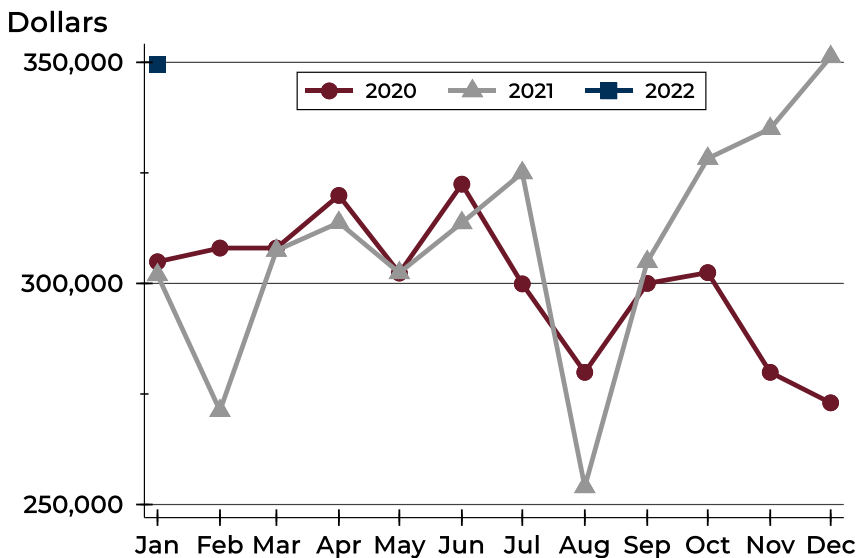
## City of Lawrence Active Listings Analysis

### Average Price



Month	2020	2021	2022
January	328,240	367,887	<b>353,910</b>
February	330,864	345,051	
March	332,866	376,063	
April	345,557	365,613	
May	341,378	356,591	
June	369,250	351,923	
July	359,709	345,664	
August	329,944	305,460	
September	357,903	323,634	
October	356,330	346,221	
November	359,334	329,796	
December	362,929	340,652	

### Median Price

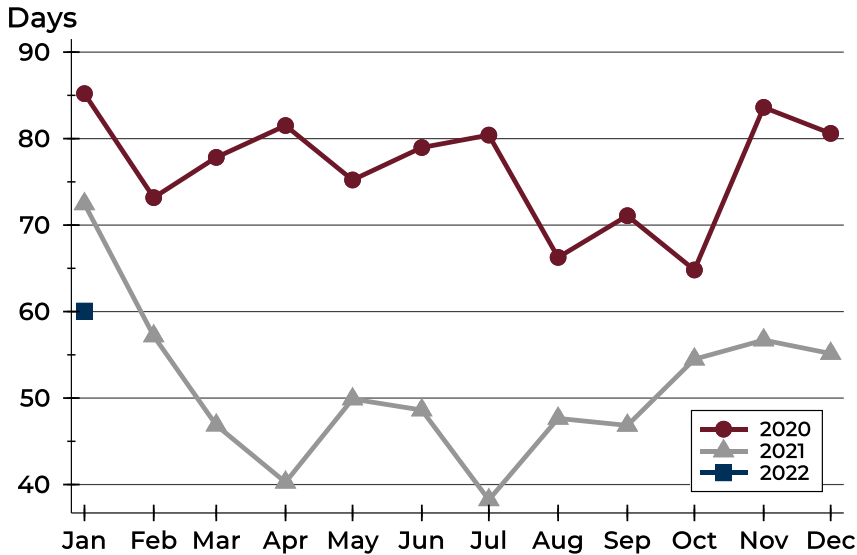


Month	2020	2021	2022
January	304,900	301,950	<b>349,500</b>
February	308,000	271,225	
March	308,000	307,450	
April	319,900	313,750	
May	302,350	302,400	
June	322,450	313,700	
July	299,900	325,000	
August	279,900	254,000	
September	300,000	304,900	
October	302,450	328,250	
November	279,900	335,000	
December	273,000	351,250	



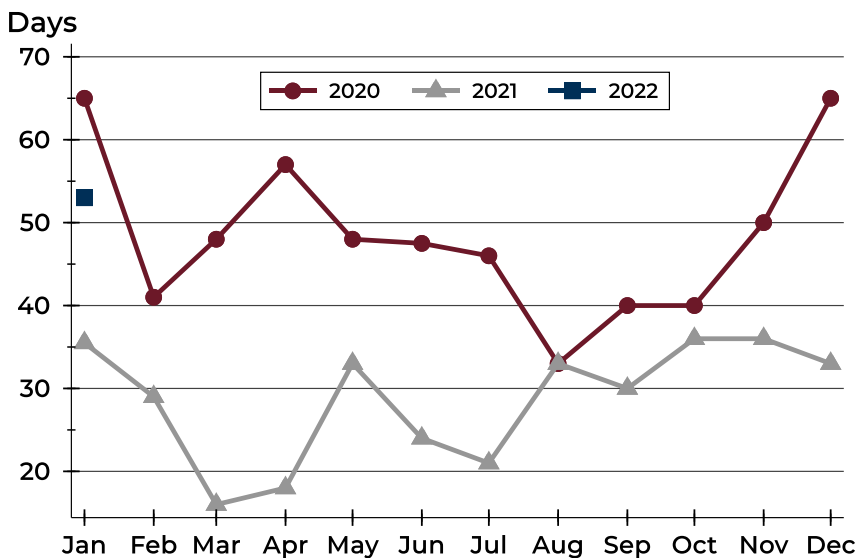
## City of Lawrence Active Listings Analysis

### Average DOM



Month	2020	2021	2022
January	85	72	<b>60</b>
February	73	57	
March	78	47	
April	82	40	
May	75	50	
June	79	49	
July	80	38	
August	66	48	
September	71	47	
October	65	54	
November	84	57	
December	81	55	

### Median DOM

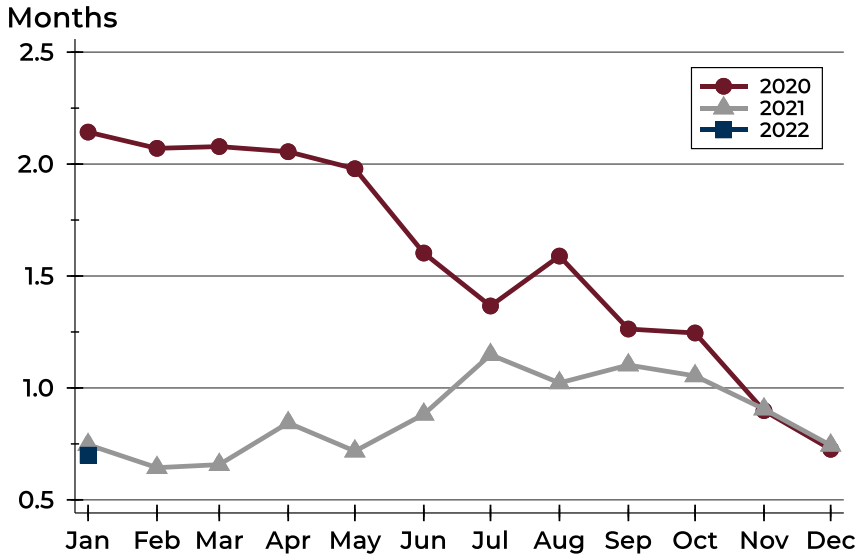


Month	2020	2021	2022
January	65	36	<b>53</b>
February	41	29	
March	48	16	
April	57	18	
May	48	33	
June	48	24	
July	46	21	
August	33	33	
September	40	30	
October	40	36	
November	50	36	
December	65	33	



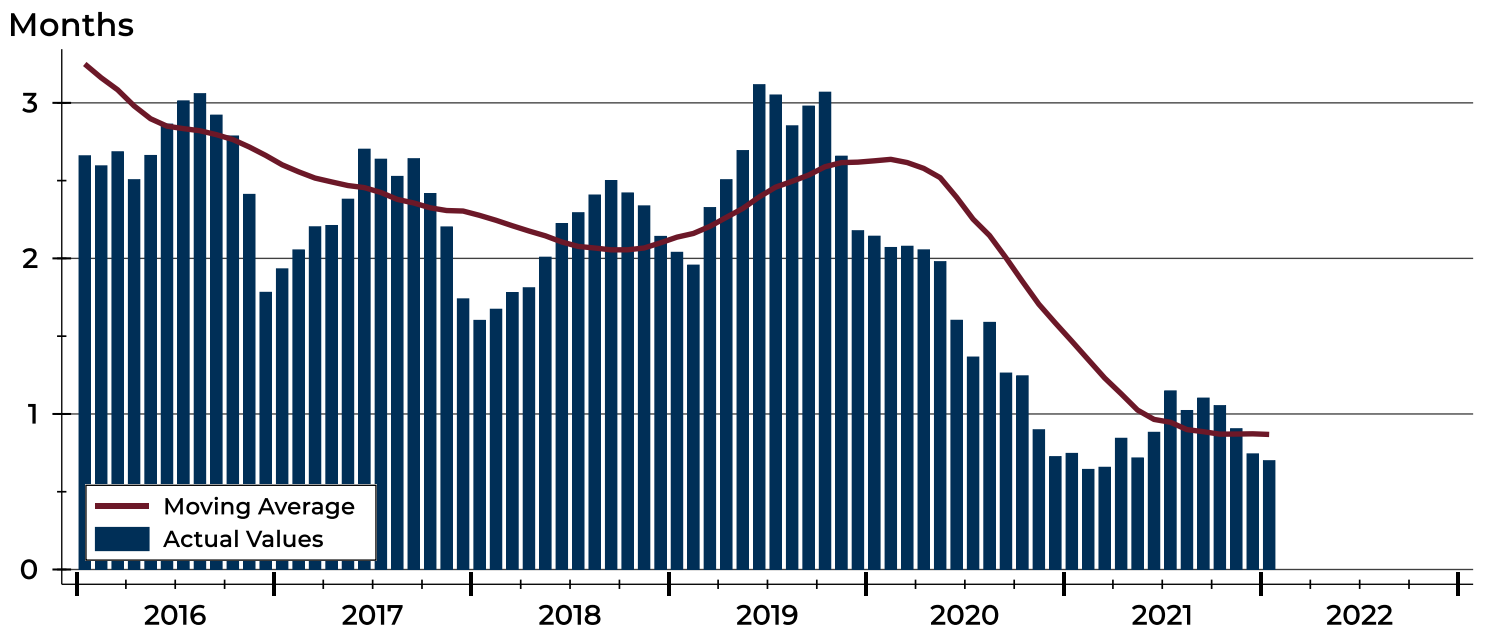
# City of Lawrence Months' Supply Analysis

## Months' Supply by Month



Month	2020	2021	2022
January	2.1	0.7	<b>0.7</b>
February	2.1	0.6	
March	2.1	0.7	
April	2.1	0.8	
May	2.0	0.7	
June	1.6	0.9	
July	1.4	1.1	
August	1.6	1.0	
September	1.3	1.1	
October	1.2	1.1	
November	0.9	0.9	
December	0.7	0.7	

## History of Month's Supply





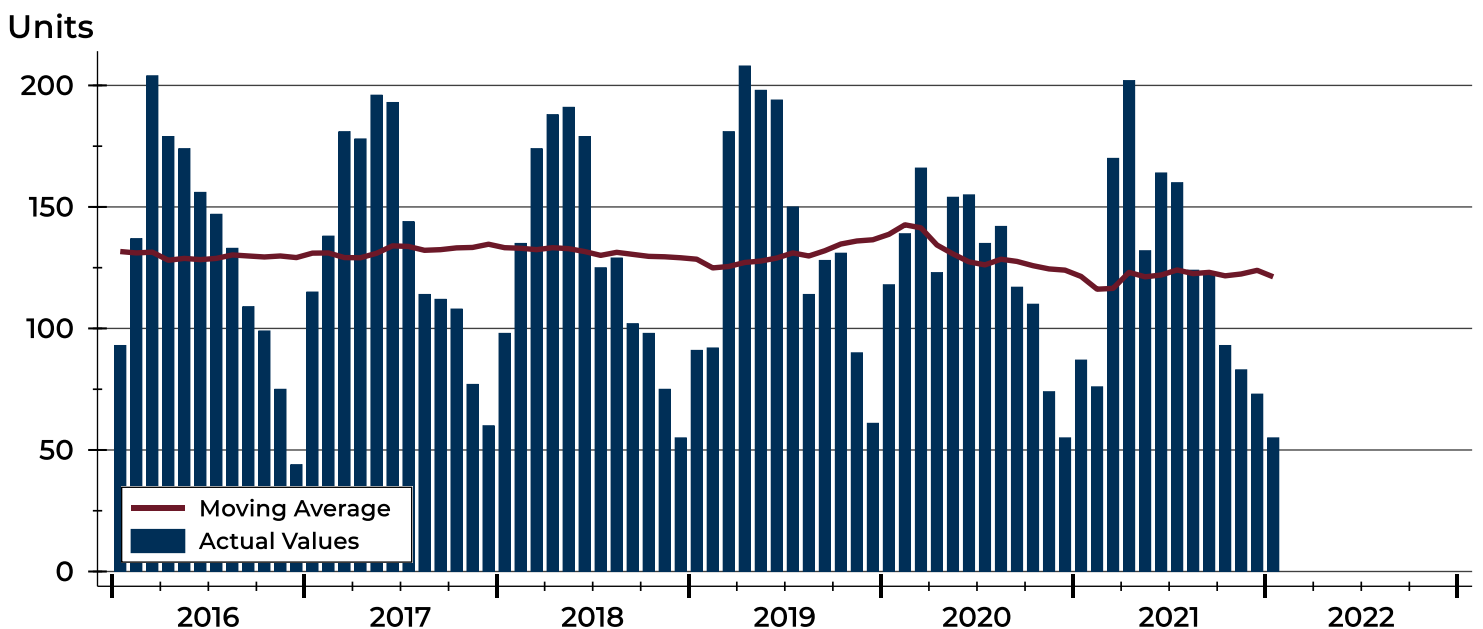
## City of Lawrence New Listings Analysis

Summary Statistics for New Listings		2022	January 2021	Change
Current Month	New Listings	<b>55</b>	87	-36.8%
	Volume (1,000s)	<b>17,236</b>	23,616	-27.0%
	Average List Price	<b>313,375</b>	271,450	15.4%
	Median List Price	<b>329,900</b>	239,900	37.5%
Year-to-Date	New Listings	<b>55</b>	87	-36.8%
	Volume (1,000s)	<b>17,236</b>	23,616	-27.0%
	Average List Price	<b>313,375</b>	271,450	15.4%
	Median List Price	<b>329,900</b>	239,900	37.5%

A total of 55 new listings were added in the City of Lawrence during January, down 36.8% from the same month in 2021.

The median list price of these homes was \$329,900 up from \$239,900 in 2021.

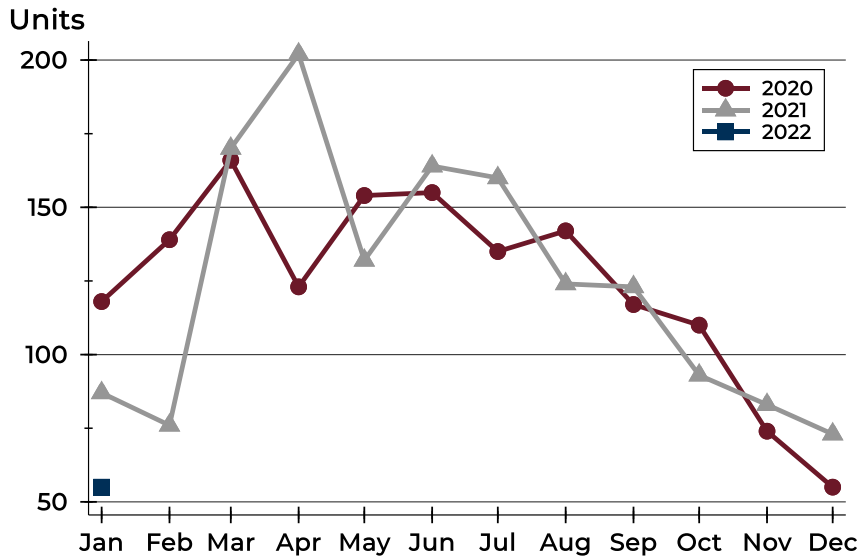
## History of New Listings





## City of Lawrence New Listings Analysis

### New Listings by Month



Month	2020	2021	2022
January	118	87	<b>55</b>
February	139	76	
March	166	170	
April	123	202	
May	154	132	
June	155	164	
July	135	160	
August	142	124	
September	117	123	
October	110	93	
November	74	83	
December	55	73	

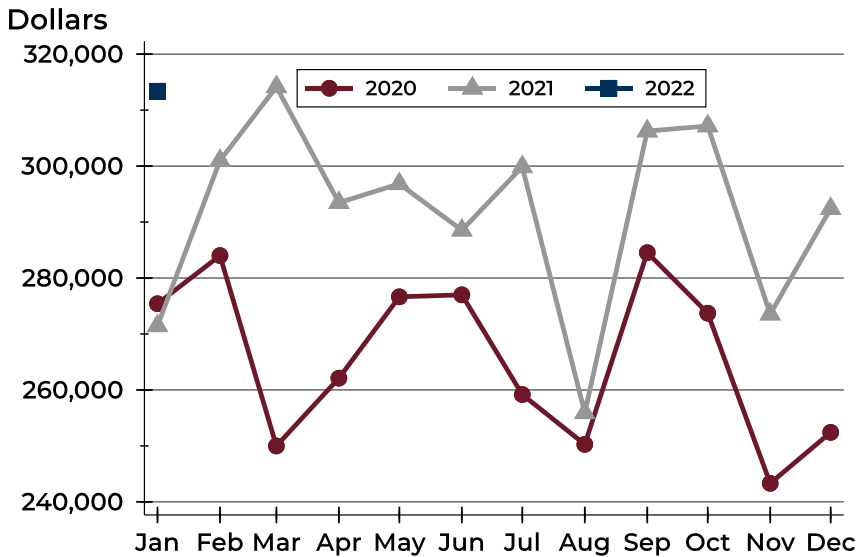
### New Listings by Price Range

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	5.5%	1,783	1,400	17	12	100.0%	100.0%
\$50,000-\$99,999	2	3.6%	92,450	92,450	7	7	97.1%	97.1%
\$100,000-\$149,999	2	3.6%	130,000	130,000	3	3	100.0%	100.0%
\$150,000-\$199,999	9	16.4%	179,867	179,000	5	5	100.3%	100.0%
\$200,000-\$249,999	6	10.9%	222,633	222,450	5	4	99.7%	100.0%
\$250,000-\$299,999	5	9.1%	266,780	265,000	7	6	100.0%	100.0%
\$300,000-\$349,999	9	16.4%	341,378	340,000	14	17	100.0%	100.0%
\$350,000-\$399,999	6	10.9%	376,992	384,950	6	4	100.0%	100.0%
\$400,000-\$449,999	5	9.1%	424,580	419,900	10	3	100.0%	100.0%
\$450,000-\$499,999	3	5.5%	468,267	474,900	13	19	100.0%	100.0%
\$500,000-\$599,999	1	1.8%	595,000	595,000	1	1	100.0%	100.0%
\$600,000-\$749,999	1	1.8%	625,000	625,000	3	3	100.0%	100.0%
\$750,000-\$999,999	3	5.5%	804,933	799,900	13	18	100.0%	100.0%
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



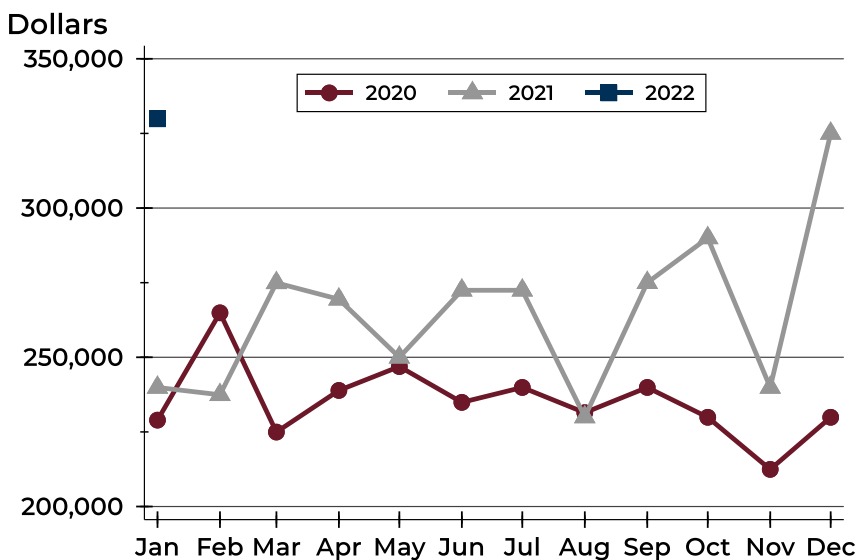
## City of Lawrence New Listings Analysis

### Average Price



Month	2020	2021	2022
January	275,402	271,450	<b>313,375</b>
February	284,009	300,975	
March	249,995	314,158	
April	262,107	293,463	
May	276,641	296,834	
June	276,994	288,542	
July	259,179	299,860	
August	250,273	255,916	
September	284,531	306,250	
October	273,711	307,168	
November	243,317	273,545	
December	252,416	292,398	

### Median Price



Month	2020	2021	2022
January	228,950	239,900	<b>329,900</b>
February	264,900	237,450	
March	224,950	274,950	
April	238,900	269,450	
May	246,900	250,000	
June	234,900	272,450	
July	239,900	272,450	
August	231,450	230,000	
September	239,900	275,000	
October	229,900	290,000	
November	212,450	239,900	
December	229,900	325,000	



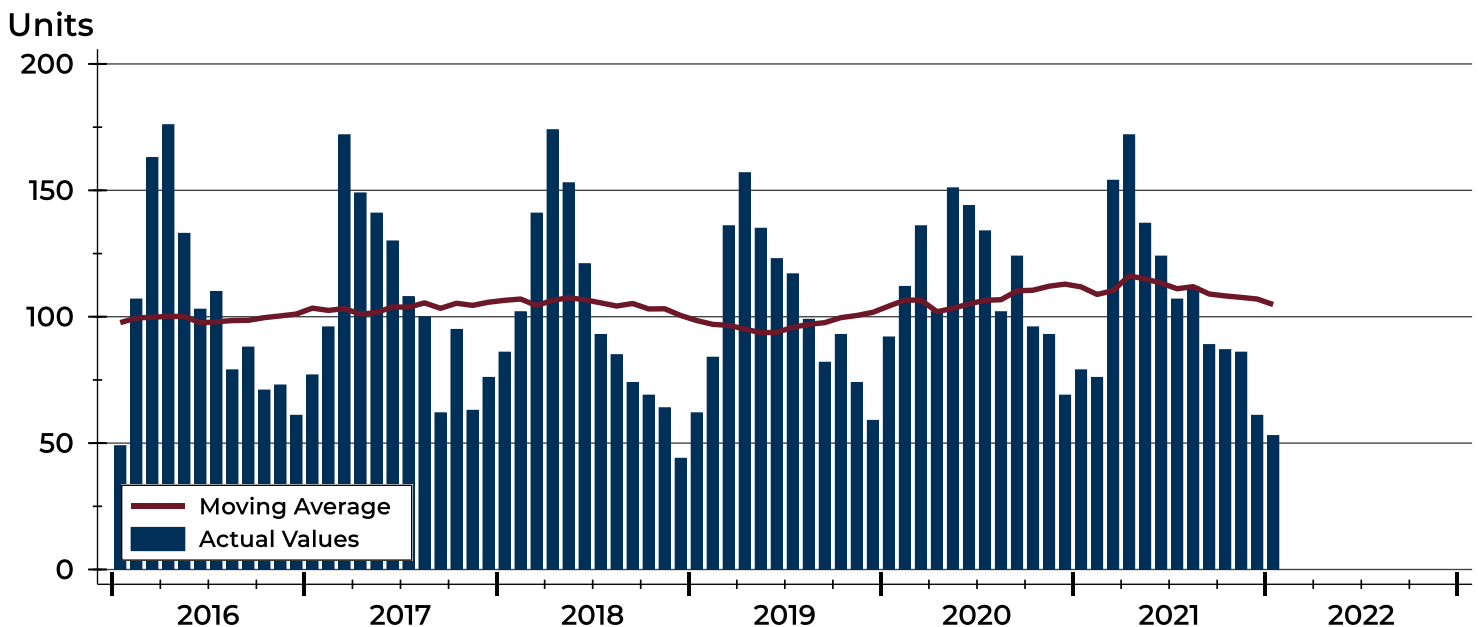
## City of Lawrence Contracts Written Analysis

Summary Statistics for Contracts Written		January 2021			Year-to-Date 2021		
		2022	2021	Change	2022	2021	Change
Contracts Written		<b>53</b>	79	-32.9%	<b>53</b>	79	-32.9%
Volume (1,000s)		<b>16,875</b>	21,336	-20.9%	<b>16,875</b>	21,336	-20.9%
Average	Sale Price	<b>318,391</b>	270,075	17.9%	<b>318,391</b>	270,075	17.9%
	Days on Market	<b>26</b>	25	4.0%	<b>26</b>	25	4.0%
	Percent of Original	<b>99.1%</b>	98.6%	0.5%	<b>99.1%</b>	98.6%	0.5%
Median	Sale Price	<b>319,900</b>	235,000	36.1%	<b>319,900</b>	235,000	36.1%
	Days on Market	<b>5</b>	4	25.0%	<b>5</b>	4	25.0%
	Percent of Original	<b>100.0%</b>	100.0%	0.0%	<b>100.0%</b>	100.0%	0.0%

A total of 53 contracts for sale were written in the City of Lawrence during the month of January, down from 79 in 2021. The median list price of these homes was \$319,900, up from \$235,000 the prior year.

Half of the homes that went under contract in January were on the market less than 5 days, compared to 4 days in January 2021.

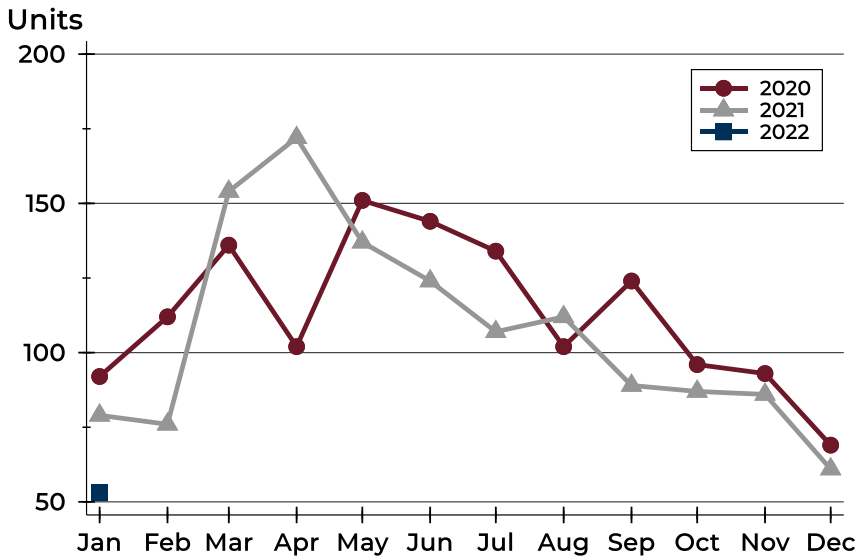
## History of Contracts Written





## City of Lawrence Contracts Written Analysis

### Contracts Written by Month



Month	2020	2021	2022
January	92	79	<b>53</b>
February	112	76	
March	136	154	
April	102	172	
May	151	137	
June	144	124	
July	134	107	
August	102	112	
September	124	89	
October	96	87	
November	93	86	
December	69	61	

### Contracts Written by Price Range

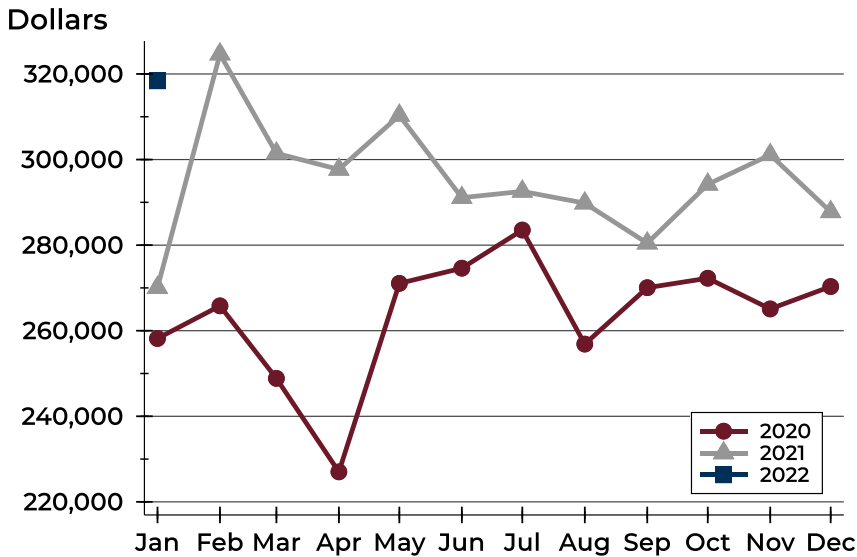
Price Range	Contracts Written		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$50,000	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$50,000-\$99,999	3	5.7%	93,633	96,000	18	13	98.0%	100.0%
\$100,000-\$149,999	2	3.8%	132,000	132,000	39	39	100.0%	100.0%
\$150,000-\$199,999	10	18.9%	178,240	174,500	17	4	99.6%	100.0%
\$200,000-\$249,999	7	13.2%	222,257	220,000	8	5	99.7%	100.0%
\$250,000-\$299,999	4	7.5%	283,100	291,450	30	11	99.5%	100.0%
\$300,000-\$349,999	5	9.4%	332,760	335,000	41	21	96.1%	100.0%
\$350,000-\$399,999	7	13.2%	375,257	375,000	26	4	99.2%	100.0%
\$400,000-\$449,999	6	11.3%	423,150	422,450	22	7	99.0%	100.0%
\$450,000-\$499,999	6	11.3%	468,300	460,000	46	35	100.0%	100.0%
\$500,000-\$599,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$600,000-\$749,999	1	1.9%	625,000	625,000	3	3	100.0%	100.0%
\$750,000-\$999,999	2	3.8%	797,450	797,450	61	61	98.5%	98.5%
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A





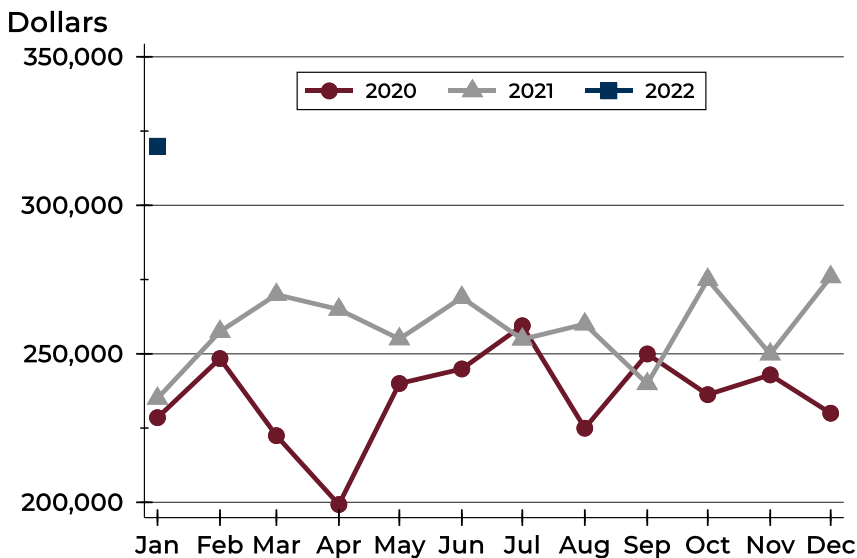
## City of Lawrence Contracts Written Analysis

### Average Price



Month	2020	2021	2022
January	258,187	270,075	<b>318,391</b>
February	265,812	324,637	
March	248,864	301,464	
April	227,017	297,692	
May	271,062	310,322	
June	274,618	291,092	
July	283,526	292,569	
August	256,876	289,806	
September	270,058	280,458	
October	272,269	294,197	
November	265,091	301,109	
December	270,325	287,784	

### Median Price

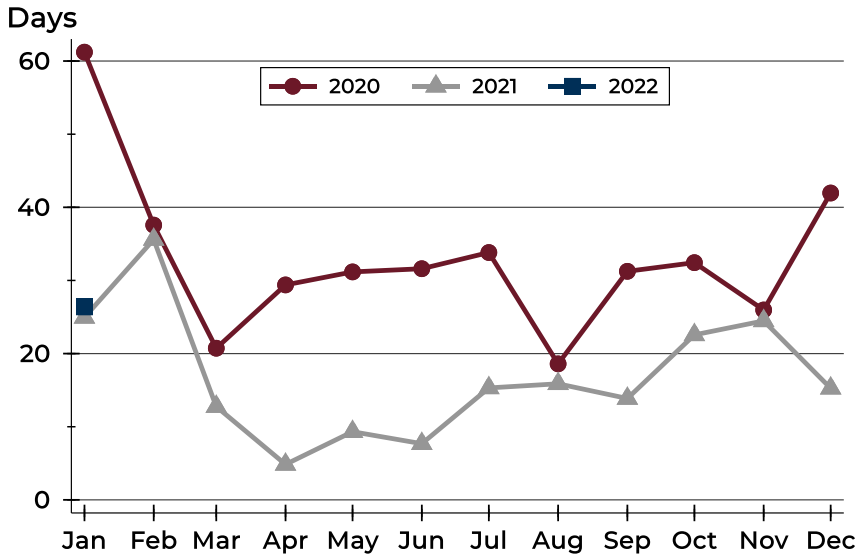


Month	2020	2021	2022
January	228,500	235,000	<b>319,900</b>
February	248,400	257,500	
March	222,450	269,925	
April	199,250	264,950	
May	240,000	255,000	
June	244,900	268,950	
July	259,450	254,900	
August	224,950	260,000	
September	249,950	239,900	
October	236,250	275,000	
November	242,900	249,900	
December	230,000	275,900	



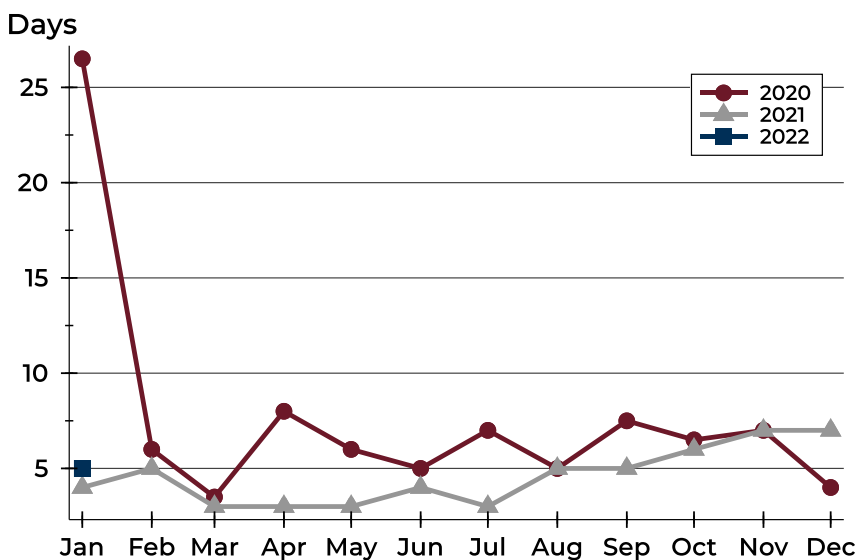
## City of Lawrence Contracts Written Analysis

### Average DOM



Month	2020	2021	2022
January	61	25	<b>26</b>
February	38	36	
March	21	13	
April	29	5	
May	31	9	
June	32	8	
July	34	15	
August	19	16	
September	31	14	
October	32	23	
November	26	24	
December	42	15	

### Median DOM



Month	2020	2021	2022
January	27	4	<b>5</b>
February	6	5	
March	4	3	
April	8	3	
May	6	3	
June	5	4	
July	7	3	
August	5	5	
September	8	5	
October	7	6	
November	7	7	
December	4	7	



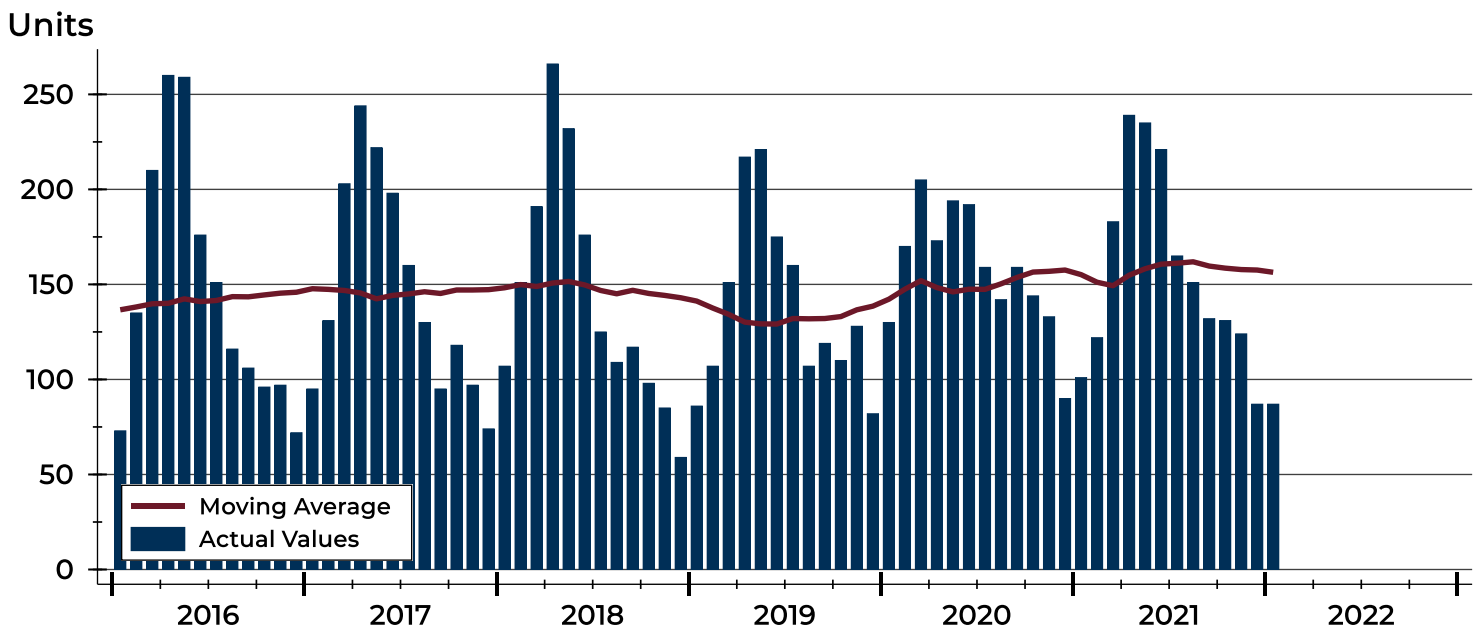
## City of Lawrence Pending Contracts Analysis

Summary Statistics for Pending Contracts		End of January		
		2022	2021	Change
Pending Contracts		<b>87</b>	101	-13.9%
Volume (1,000s)		<b>28,377</b>	27,211	4.3%
Average	List Price	<b>326,176</b>	269,413	21.1%
	Days on Market	<b>25</b>	28	-10.7%
	Percent of Original	<b>99.2%</b>	99.1%	0.1%
Median	List Price	<b>310,000</b>	249,900	24.0%
	Days on Market	<b>6</b>	4	50.0%
	Percent of Original	<b>100.0%</b>	100.0%	0.0%

A total of 87 listings in the City of Lawrence had contracts pending at the end of January, down from 101 contracts pending at the end of January 2021.

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.

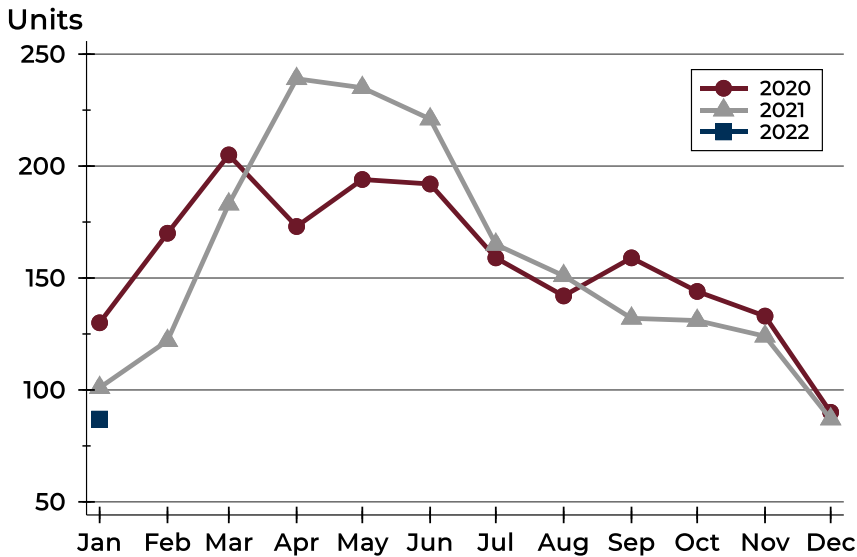
## History of Pending Contracts





## City of Lawrence Pending Contracts Analysis

### Pending Contracts by Month



Month	2020	2021	2022
<b>January</b>	130	101	<b>87</b>
<b>February</b>	170	122	
<b>March</b>	205	183	
<b>April</b>	173	239	
<b>May</b>	194	235	
<b>June</b>	192	221	
<b>July</b>	159	165	
<b>August</b>	142	151	
<b>September</b>	159	132	
<b>October</b>	144	131	
<b>November</b>	133	124	
<b>December</b>	90	87	

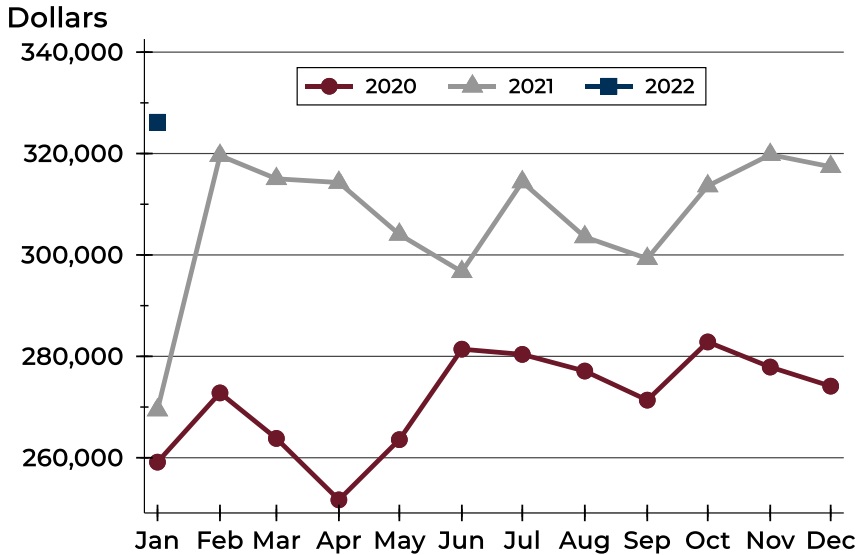
### Pending Contracts by Price Range

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	2	2.3%	97,950	97,950	27	27	100.0%	100.0%
\$100,000-\$149,999	5	5.7%	130,590	130,000	39	9	97.5%	100.0%
\$150,000-\$199,999	20	23.0%	181,550	181,950	20	6	99.2%	100.0%
\$200,000-\$249,999	9	10.3%	219,522	220,000	7	5	99.0%	100.0%
\$250,000-\$299,999	7	8.0%	281,743	289,900	20	6	99.7%	100.0%
\$300,000-\$349,999	8	9.2%	331,675	337,000	23	3	98.4%	100.0%
\$350,000-\$399,999	8	9.2%	379,875	379,950	40	44	98.2%	99.3%
\$400,000-\$449,999	8	9.2%	424,988	423,000	17	6	100.0%	100.0%
\$450,000-\$499,999	11	12.6%	471,382	465,000	27	26	100.0%	100.0%
\$500,000-\$599,999	5	5.7%	522,626	522,000	21	1	100.0%	100.0%
\$600,000-\$749,999	1	1.1%	625,000	625,000	3	3	100.0%	100.0%
\$750,000-\$999,999	3	3.4%	811,300	825,000	85	122	99.0%	100.0%
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



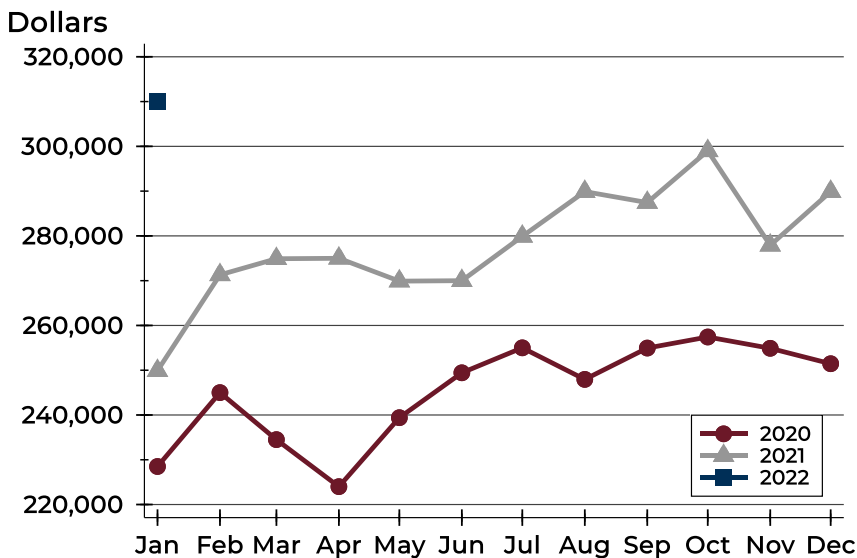
## City of Lawrence Pending Contracts Analysis

### Average Price



Month	2020	2021	2022
January	259,140	269,413	<b>326,176</b>
February	272,790	319,605	
March	263,812	315,023	
April	251,694	314,285	
May	263,573	304,048	
June	281,418	296,684	
July	280,388	314,396	
August	277,101	303,562	
September	271,368	299,276	
October	282,843	313,606	
November	277,889	319,781	
December	274,123	317,398	

### Median Price

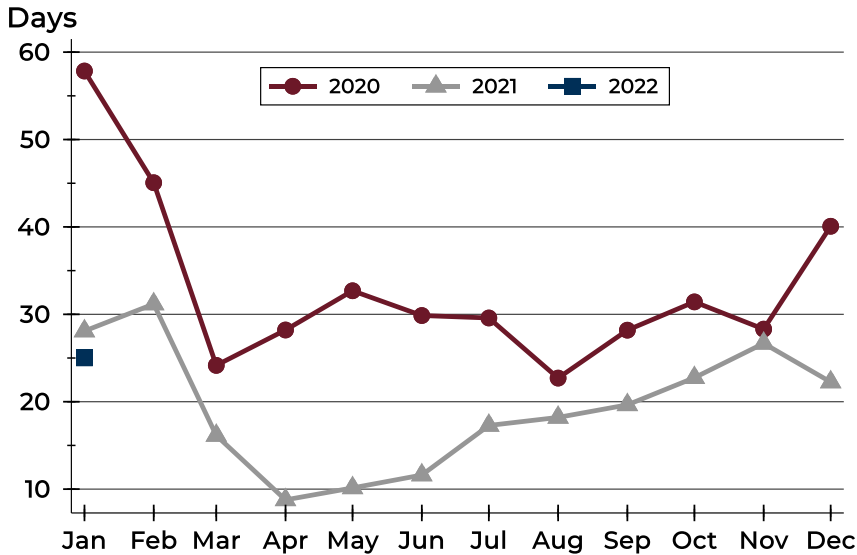


Month	2020	2021	2022
January	228,500	249,900	<b>310,000</b>
February	245,000	271,300	
March	234,500	274,900	
April	224,000	275,000	
May	239,400	269,900	
June	249,425	270,000	
July	255,000	279,900	
August	247,950	289,900	
September	254,950	287,450	
October	257,425	299,000	
November	254,900	277,900	
December	251,450	289,900	



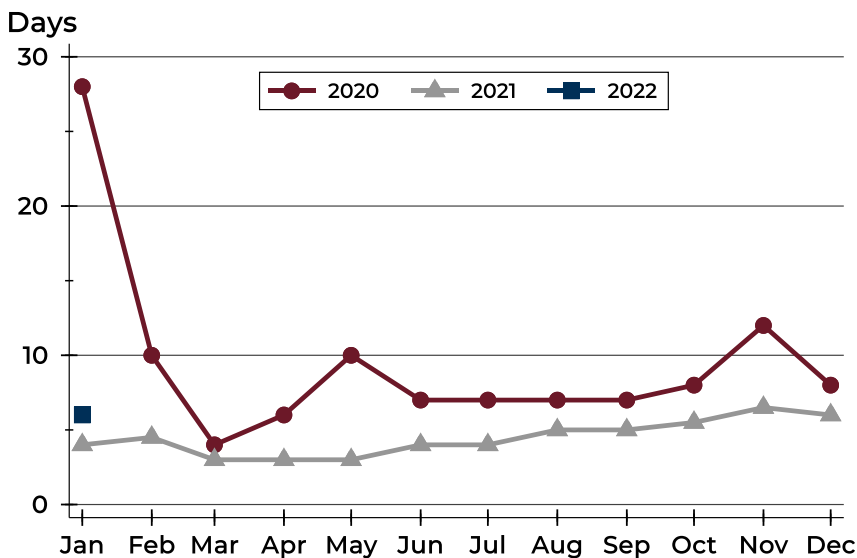
## City of Lawrence Pending Contracts Analysis

### Average DOM



Month	2020	2021	2022
January	58	28	<b>25</b>
February	45	31	
March	24	16	
April	28	9	
May	33	10	
June	30	12	
July	30	17	
August	23	18	
September	28	20	
October	31	23	
November	28	27	
December	40	22	

### Median DOM



Month	2020	2021	2022
January	28	4	<b>6</b>
February	10	5	
March	4	3	
April	6	3	
May	10	3	
June	7	4	
July	7	4	
August	7	5	
September	7	5	
October	8	6	
November	12	7	
December	8	6	