



City of Lawrence Housing Report



Market Overview

City of Lawrence Home Sales Rose in November

Total home sales in the City of Lawrence rose by 18.5% last month to 64 units, compared to 54 units in November 2023. Total sales volume was \$20.6 million, up 5.2% from a year earlier.

The median sale price in November was \$319,500, up from \$312,500 a year earlier. Homes that sold in November were typically on the market for 6 days and sold for 100.0% of their list prices.

City of Lawrence Active Listings Up at End of November

The total number of active listings in the City of Lawrence at the end of November was 162 units, up from 145 at the same point in 2023. This represents a 2.2 months' supply of homes available for sale. The median list price of homes on the market at the end of November was \$317,450.

During November, a total of 67 contracts were written up from 59 in November 2023. At the end of the month, there were 92 contracts still pending.

Report Contents

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

Contact Information

Rob Hulse, Executive Vice-President
 Lawrence Board of REALTORS®
 3838 W. 6th Street (at Monterey)
 Lawrence, KS 66049
 785-842-1843
Rob@LawrenceRealtor.com
www.LawrenceRealtor.com



City of Lawrence Summary Statistics

November MLS Statistics Three-year History		Current Month			Year-to-Date		
		2024	2023	2022	2024	2023	2022
Home Sales		64	54	68	838	811	1,073
Change from prior year		18.5%	-20.6%	-28.4%	3.3%	-24.4%	-10.8%
Active Listings		162	145	104	N/A	N/A	N/A
Change from prior year		11.7%	39.4%	5.1%			
Months' Supply		2.2	2.0	1.1	N/A	N/A	N/A
Change from prior year		10.0%	81.8%	22.2%			
New Listings		66	74	62	1,183	1,072	1,247
Change from prior year		-10.8%	19.4%	-25.3%	10.4%	-14.0%	-11.9%
Contracts Written		67	59	49	876	833	1,046
Change from prior year		13.6%	20.4%	-43.0%	5.2%	-20.4%	-14.5%
Pending Contracts		92	80	60	N/A	N/A	N/A
Change from prior year		15.0%	33.3%	-51.6%			
Sales Volume (1,000s)		20,629	19,603	20,892	288,661	274,721	351,584
Change from prior year		5.2%	-6.2%	-28.6%	5.1%	-21.9%	-1.1%
Average	Sale Price	322,321	363,014	307,240	344,464	338,743	327,664
	Change from prior year	-11.2%	18.2%	-0.2%	1.7%	3.4%	10.8%
	List Price of Actives	380,374	370,337	359,954	N/A	N/A	N/A
	Change from prior year	2.7%	2.9%	9.1%			
	Days on Market	27	24	20	24	19	15
Change from prior year	12.5%	20.0%	-4.8%	26.3%	26.7%	-6.3%	
Percent of List	99.0%	98.6%	99.7%	99.2%	100.5%	101.6%	
Change from prior year	0.4%	-1.1%	-0.3%	-1.3%	-1.1%	0.1%	
Percent of Original	97.9%	97.3%	98.4%	98.4%	99.8%	100.8%	
Change from prior year	0.6%	-1.1%	-0.3%	-1.4%	-1.0%	0.0%	
Median	Sale Price	319,500	312,500	257,500	315,000	305,000	290,000
	Change from prior year	2.2%	21.4%	-7.0%	3.3%	5.2%	10.7%
	List Price of Actives	317,450	324,900	312,500	N/A	N/A	N/A
	Change from prior year	-2.3%	4.0%	-6.7%			
	Days on Market	6	13	7	8	5	4
Change from prior year	-53.8%	85.7%	16.7%	60.0%	25.0%	0.0%	
Percent of List	100.0%	99.3%	100.0%	100.0%	100.0%	100.0%	
Change from prior year	0.7%	-0.7%	0.0%	0.0%	0.0%	0.0%	
Percent of Original	100.0%	98.4%	99.1%	100.0%	100.0%	100.0%	
Change from prior year	1.6%	-0.7%	-0.9%	0.0%	0.0%	0.0%	

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



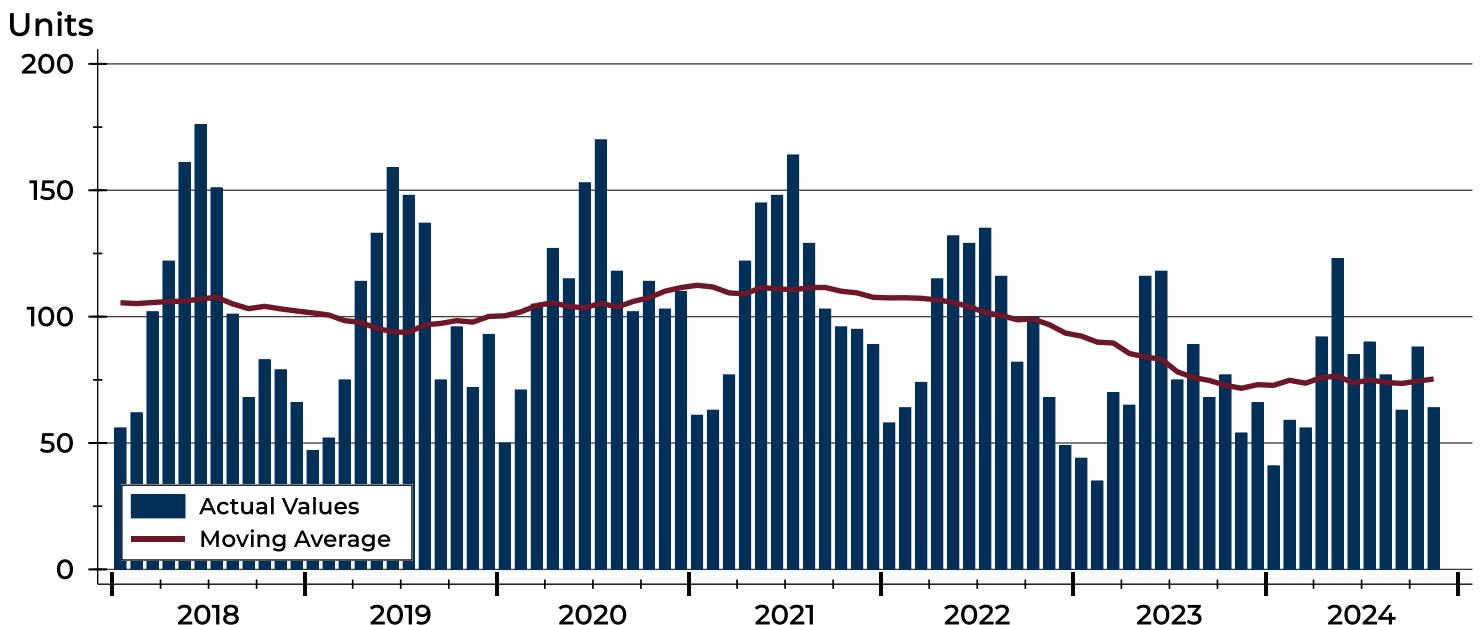
City of Lawrence Closed Listings Analysis

Summary Statistics for Closed Listings		November			Year-to-Date		
		2024	2023	Change	2024	2023	Change
Closed Listings		64	54	18.5%	838	811	3.3%
Volume (1,000s)		20,629	19,603	5.2%	288,661	274,721	5.1%
Months' Supply		2.2	2.0	10.0%	N/A	N/A	N/A
Average	Sale Price	322,321	363,014	-11.2%	344,464	338,743	1.7%
	Days on Market	27	24	12.5%	24	19	26.3%
	Percent of List	99.0%	98.6%	0.4%	99.2%	100.5%	-1.3%
	Percent of Original	97.9%	97.3%	0.6%	98.4%	99.8%	-1.4%
Median	Sale Price	319,500	312,500	2.2%	315,000	305,000	3.3%
	Days on Market	6	13	-53.8%	8	5	60.0%
	Percent of List	100.0%	99.3%	0.7%	100.0%	100.0%	0.0%
	Percent of Original	100.0%	98.4%	1.6%	100.0%	100.0%	0.0%

A total of 64 homes sold in the City of Lawrence in November, up from 54 units in November 2023. Total sales volume rose to \$20.6 million compared to \$19.6 million in the previous year.

The median sales price in November was \$319,500, up 2.2% compared to the prior year. Median days on market was 6 days, down from 12 days in October, and down from 13 in November 2023.

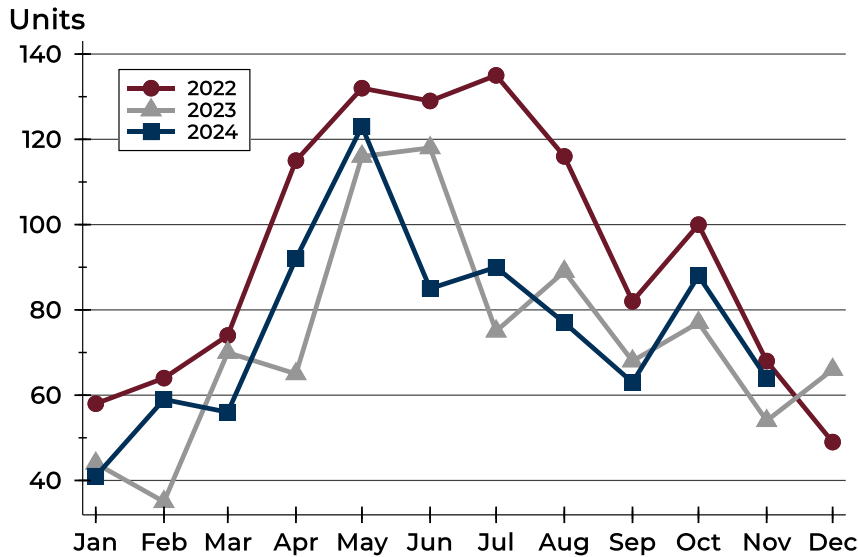
History of Closed Listings





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	56
April	115	65	92
May	132	116	123
June	129	118	85
July	135	75	90
August	116	89	77
September	82	68	63
October	100	77	88
November	68	54	64
December	49	66	

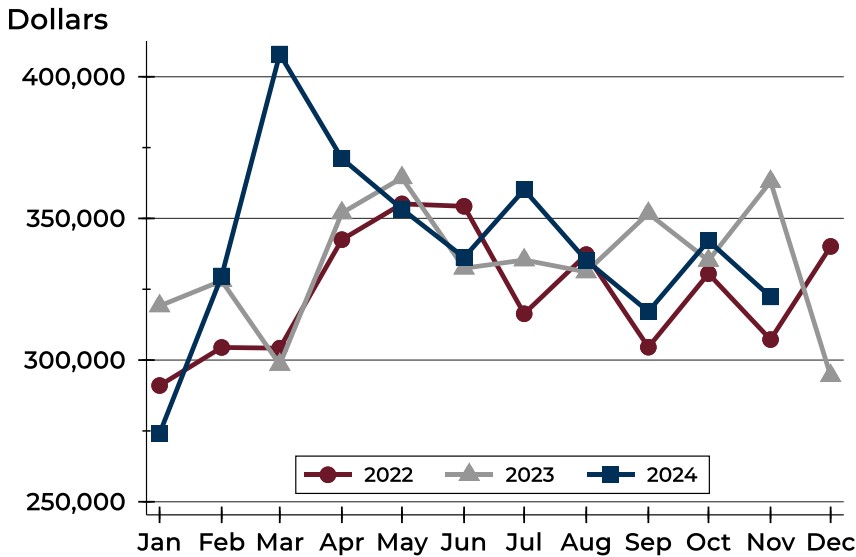
Closed Listings by Price Range

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	3.1%	7.0	141,500	141,500	2	2	104.7%	104.7%	104.7%	104.7%
\$150,000-\$199,999	7	10.9%	1.5	171,429	170,000	25	11	97.2%	98.0%	96.4%	98.0%
\$200,000-\$249,999	10	15.6%	1.1	222,540	222,000	26	10	98.6%	98.9%	96.2%	97.9%
\$250,000-\$299,999	9	14.1%	1.7	275,489	272,400	8	5	100.3%	100.0%	99.9%	100.0%
\$300,000-\$349,999	12	18.8%	1.6	328,633	332,050	58	6	99.0%	100.0%	98.5%	100.0%
\$350,000-\$399,999	11	17.2%	2.3	372,855	371,000	20	6	99.1%	99.2%	98.2%	99.2%
\$400,000-\$449,999	5	7.8%	1.8	427,380	437,000	33	11	98.4%	99.0%	95.8%	95.3%
\$450,000-\$499,999	3	4.7%	1.5	477,967	489,900	4	1	99.5%	100.0%	99.5%	100.0%
\$500,000-\$599,999	4	6.3%	3.0	531,236	527,473	22	6	97.2%	97.9%	96.0%	96.2%
\$600,000-\$749,999	1	1.6%	3.9	700,000	700,000	2	2	100.0%	100.0%	100.0%	100.0%
\$750,000-\$999,999	0	0.0%	5.1	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



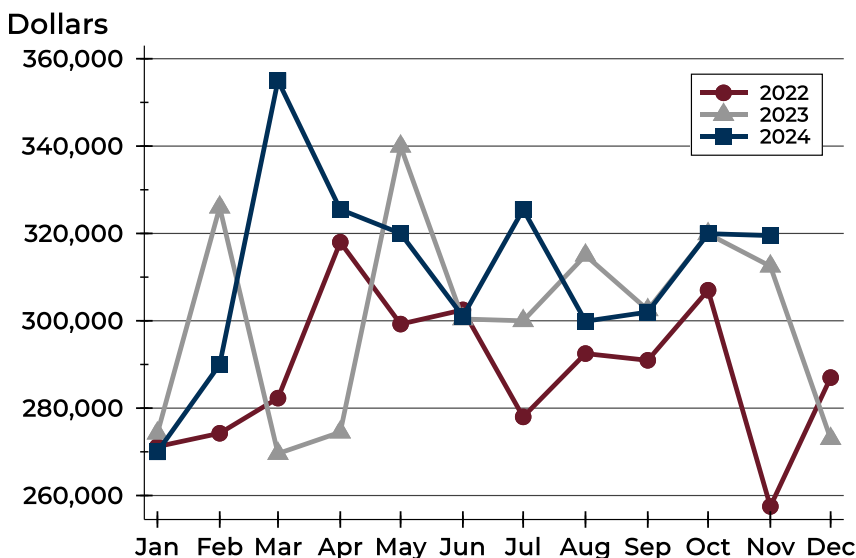
City of Lawrence Closed Listings Analysis

Average Price



Month	2022	2023	2024
January	291,023	319,116	274,119
February	304,454	327,994	329,665
March	304,215	298,441	408,006
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	360,140
August	337,220	331,109	335,190
September	304,560	351,738	317,140
October	330,510	335,150	342,135
November	307,240	363,014	322,321
December	340,120	294,469	

Median Price

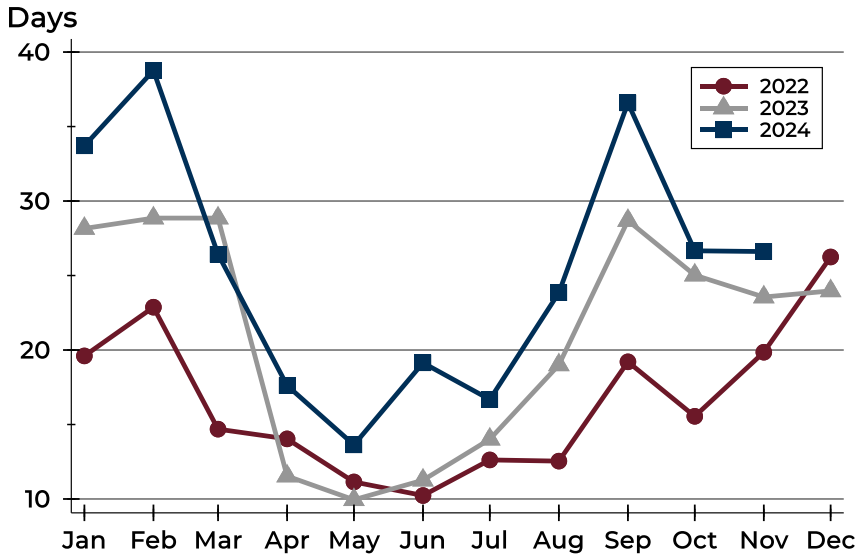


Month	2022	2023	2024
January	271,200	274,250	270,000
February	274,250	326,000	290,000
March	282,300	269,600	355,000
April	318,000	274,500	325,500
May	299,243	339,950	320,000
June	302,500	300,415	301,000
July	278,000	300,000	325,500
August	292,500	315,000	299,900
September	290,950	302,500	302,000
October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



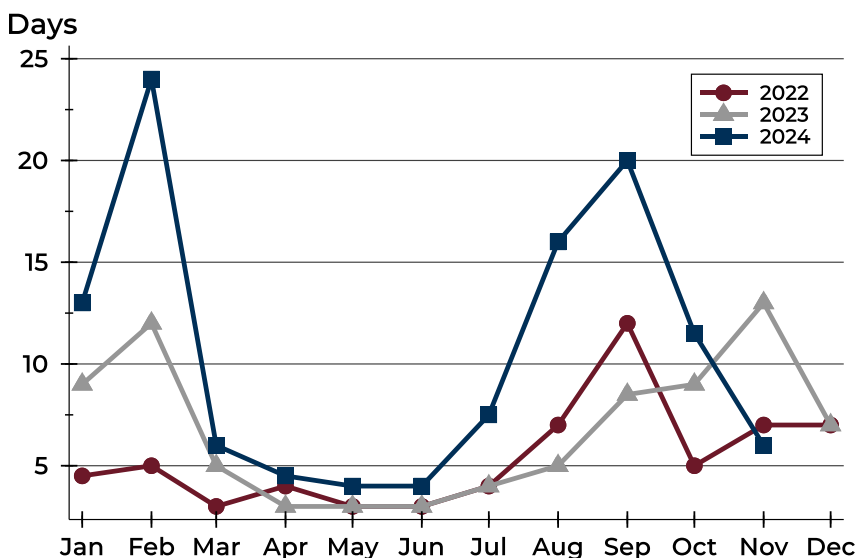
City of Lawrence Closed Listings Analysis

Average DOM



Month	2022	2023	2024
January	20	28	34
February	23	29	39
March	15	29	26
April	14	12	18
May	11	10	14
June	10	11	19
July	13	14	17
August	13	19	24
September	19	29	37
October	16	25	27
November	20	24	27
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	20
October	5	9	12
November	7	13	6
December	7	7	



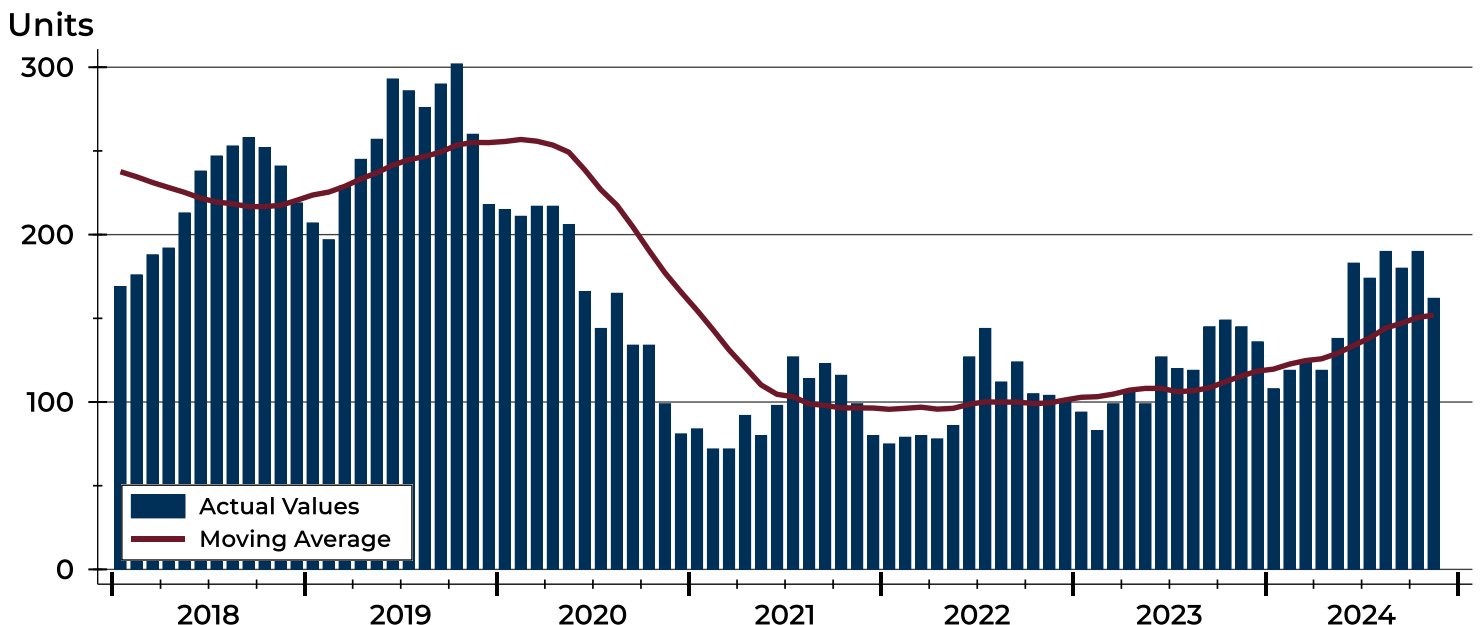
City of Lawrence Active Listings Analysis

Summary Statistics for Active Listings		2024	2023	Change
Active Listings		162	145	11.7%
Volume (1,000s)		61,621	53,699	14.8%
Months' Supply		2.2	2.0	10.0%
Average	List Price	380,374	370,337	2.7%
	Days on Market	73	62	17.7%
	Percent of Original	97.9%	98.5%	-0.6%
Median	List Price	317,450	324,900	-2.3%
	Days on Market	59	44	34.1%
	Percent of Original	100.0%	100.0%	0.0%

A total of 162 homes were available for sale in the City of Lawrence at the end of November. This represents a 2.2 months' supply of active listings.

The median list price of homes on the market at the end of November was \$317,450, down 2.3% from 2023. The typical time on market for active listings was 59 days, up from 44 days a year earlier.

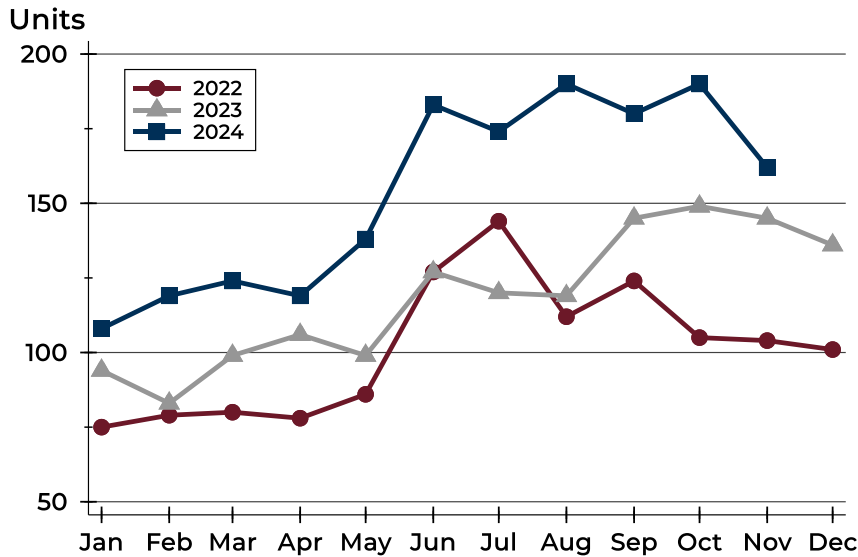
History of Active Listings





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	180
October	105	149	190
November	104	145	162
December	101	136	

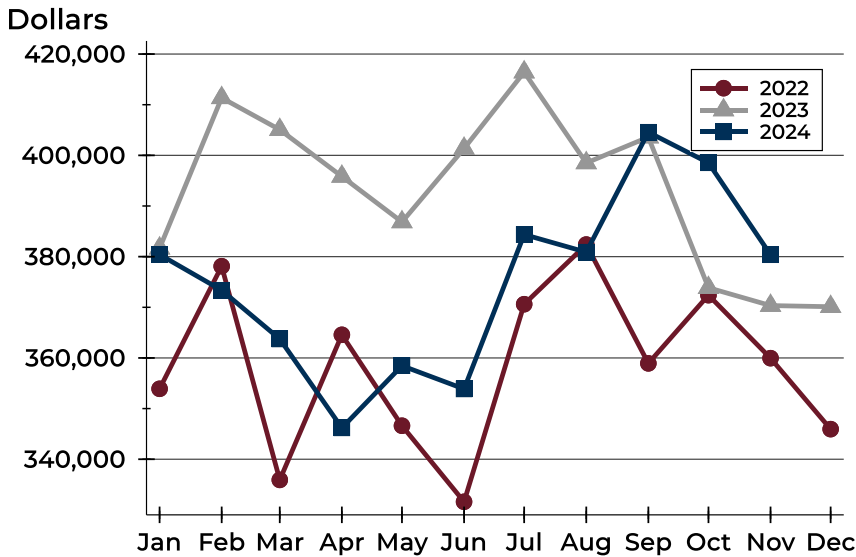
Active Listings by Price Range

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	2	1.2%	N/A	1,473	1,473	16	16	100.0%	100.0%
\$50,000-\$99,999	5	3.1%	N/A	86,924	89,950	59	55	94.2%	100.0%
\$100,000-\$149,999	17	10.5%	7.0	126,976	125,900	56	49	94.6%	94.6%
\$150,000-\$199,999	11	6.8%	1.5	170,836	159,900	58	47	98.9%	100.0%
\$200,000-\$249,999	12	7.4%	1.1	233,342	235,000	109	74	98.4%	100.0%
\$250,000-\$299,999	23	14.2%	1.7	283,870	284,000	48	32	97.3%	100.0%
\$300,000-\$349,999	20	12.3%	1.6	320,715	314,900	75	76	98.9%	100.0%
\$350,000-\$399,999	21	13.0%	2.3	372,914	369,900	73	80	99.1%	100.0%
\$400,000-\$449,999	9	5.6%	1.8	429,600	429,900	51	51	98.8%	98.9%
\$450,000-\$499,999	7	4.3%	1.5	483,014	479,000	49	59	99.4%	100.0%
\$500,000-\$599,999	15	9.3%	3.0	542,200	549,000	100	80	98.9%	100.0%
\$600,000-\$749,999	10	6.2%	3.9	684,340	697,000	100	73	98.1%	100.0%
\$750,000-\$999,999	6	3.7%	5.1	841,967	808,500	78	78	98.9%	100.0%
\$1,000,000 and up	4	2.5%	N/A	1,573,750	1,550,000	185	116	92.3%	96.0%



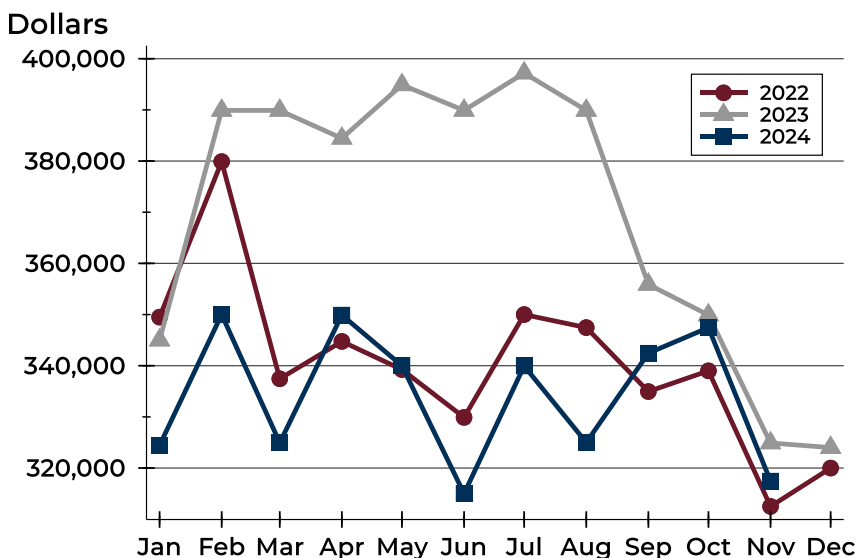
City of Lawrence Active Listings Analysis

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	404,570
October	372,396	373,865	398,530
November	359,954	370,337	380,374
December	345,946	370,118	

Median Price

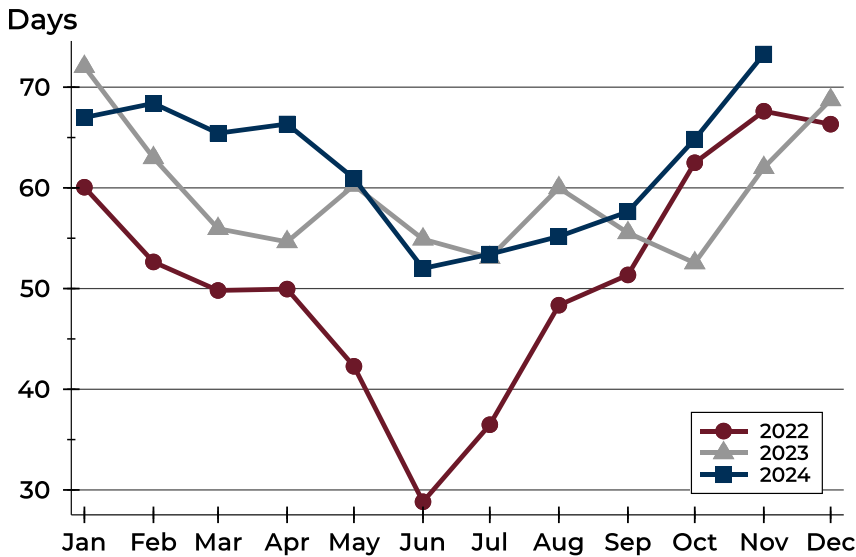


Month	2022	2023	2024
January	349,500	345,000	324,450
February	379,900	389,900	350,000
March	337,450	389,900	324,950
April	344,750	384,450	349,900
May	339,250	394,900	340,000
June	329,900	389,900	315,000
July	350,000	397,200	339,950
August	347,450	389,900	325,000
September	334,950	355,900	342,450
October	339,000	349,900	347,450
November	312,500	324,900	317,450
December	320,000	324,000	



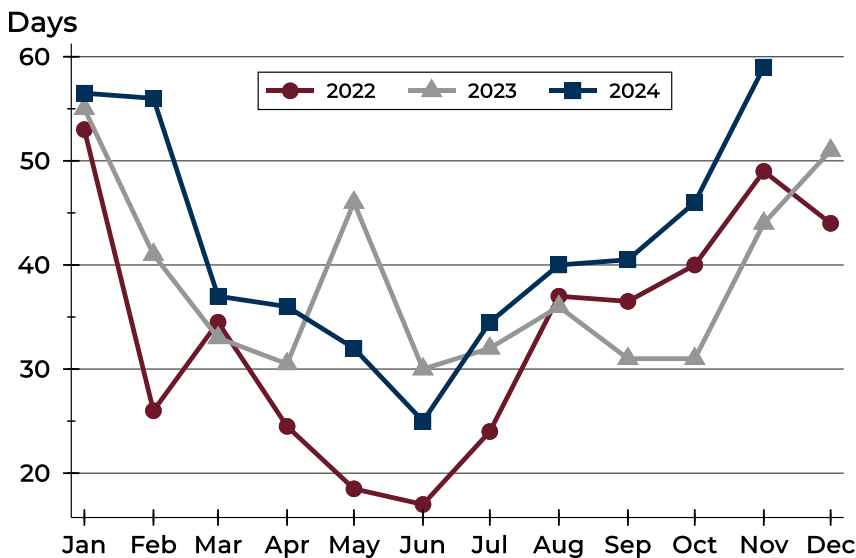
City of Lawrence Active Listings Analysis

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	58
October	62	53	65
November	68	62	73
December	66	69	

Median DOM

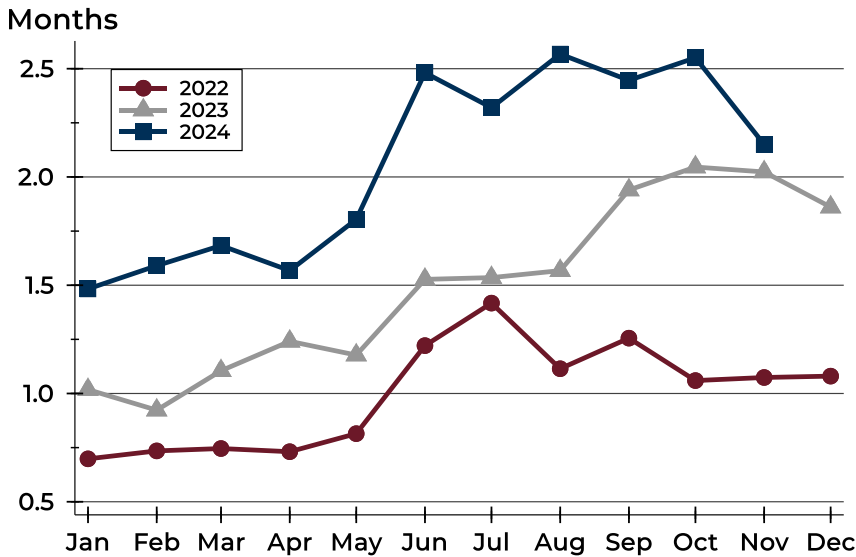


Month	2022	2023	2024
January	53	55	57
February	26	41	56
March	35	33	37
April	25	31	36
May	19	46	32
June	17	30	25
July	24	32	35
August	37	36	40
September	37	31	41
October	40	31	46
November	49	44	59
December	44	51	



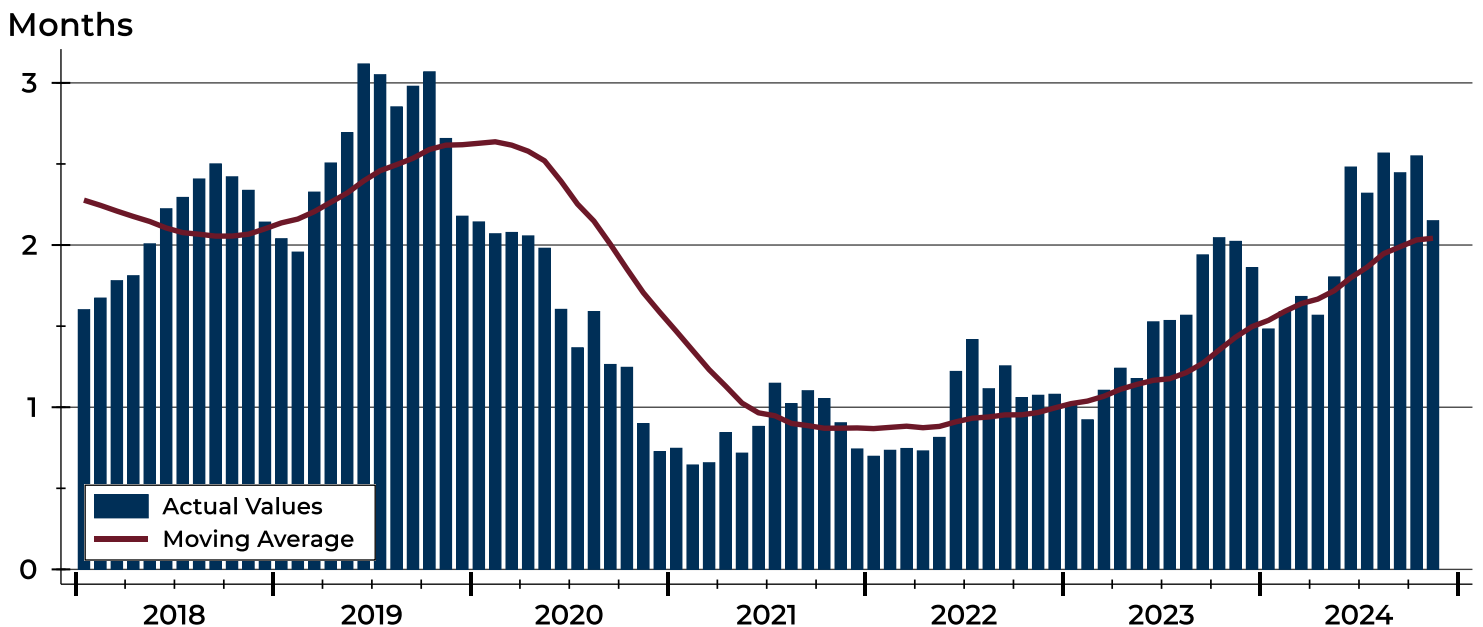
City of Lawrence Months' Supply Analysis

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	2.4
October	1.1	2.0	2.6
November	1.1	2.0	2.2
December	1.1	1.9	2.2

History of Month's Supply





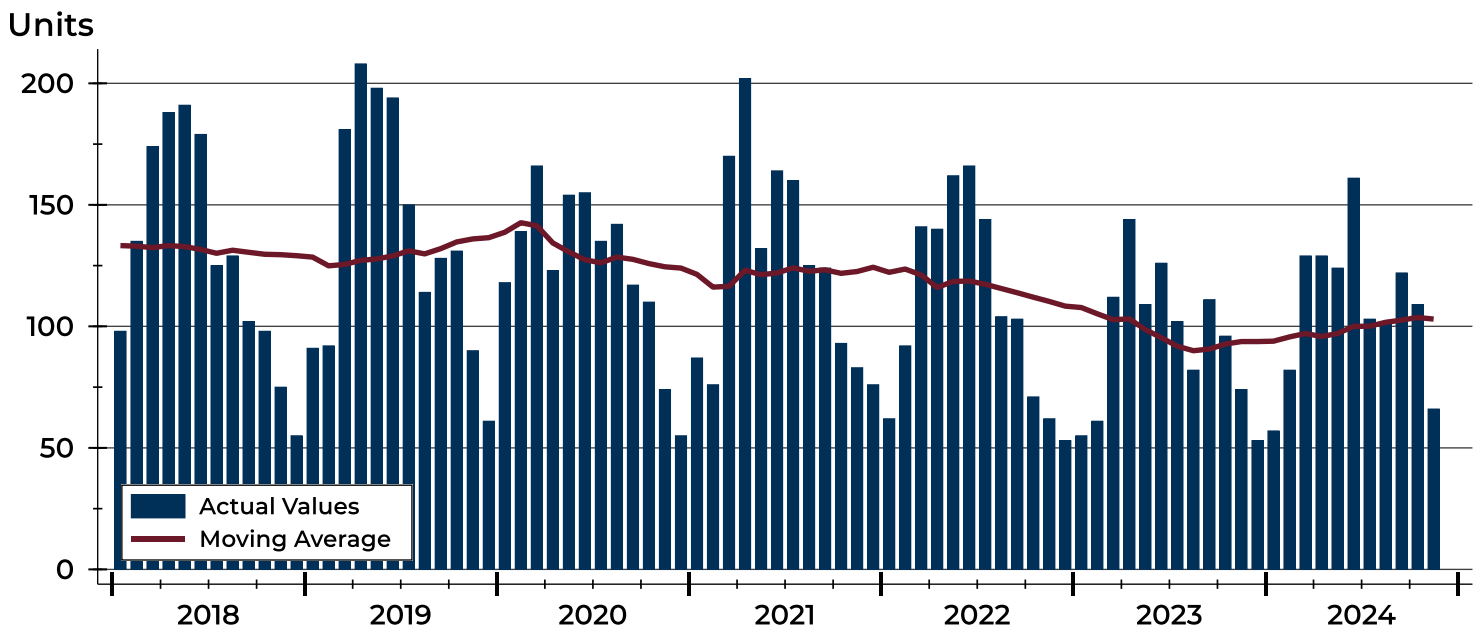
City of Lawrence New Listings Analysis

Summary Statistics for New Listings		2024	November 2023	Change
Current Month	New Listings	66	74	-10.8%
	Volume (1,000s)	21,422	21,465	-0.2%
	Average List Price	324,573	290,067	11.9%
	Median List Price	295,000	255,000	15.7%
Year-to-Date	New Listings	1,183	1,072	10.4%
	Volume (1,000s)	420,378	360,652	16.6%
	Average List Price	355,349	336,430	5.6%
	Median List Price	315,500	304,900	3.5%

A total of 66 new listings were added in the City of Lawrence during November, down 10.8% from the same month in 2023. Year-to-date the City of Lawrence has seen 1,183 new listings.

The median list price of these homes was \$295,000 up from \$255,000 in 2023.

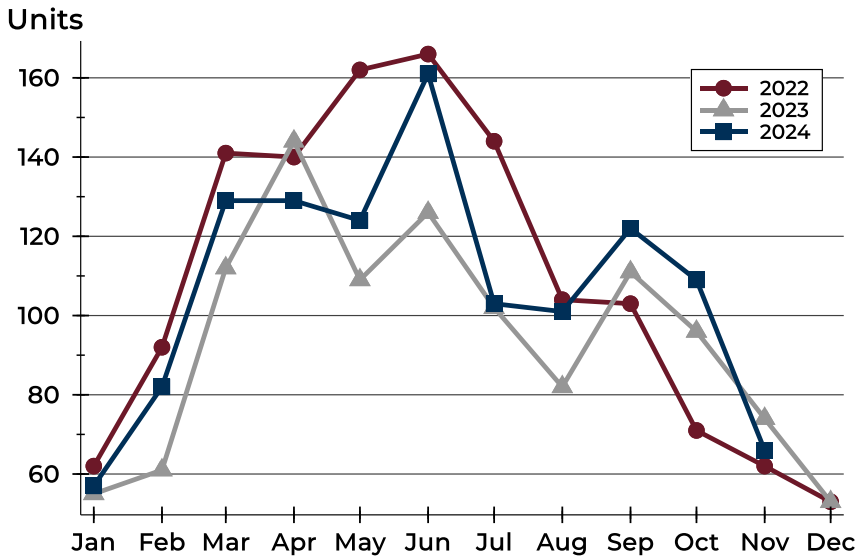
History of New Listings





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	161
July	144	102	103
August	104	82	101
September	103	111	122
October	71	96	109
November	62	74	66
December	53	53	66

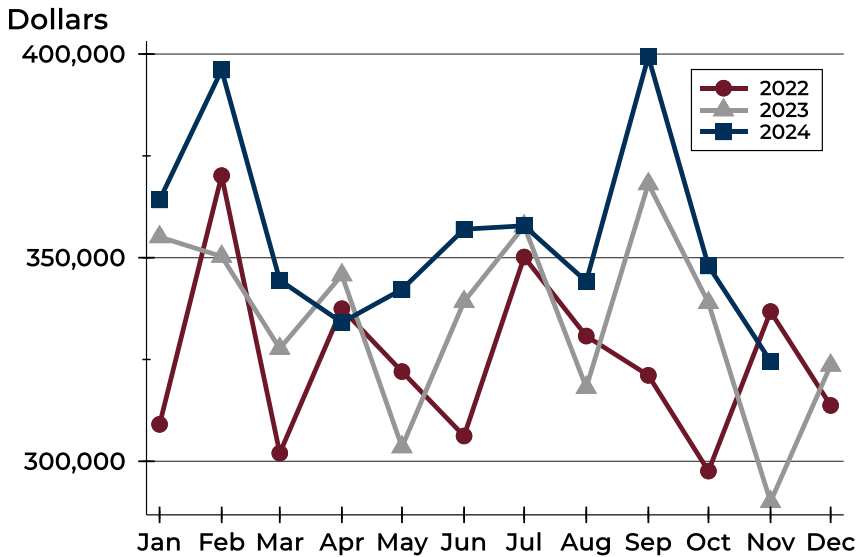
New Listings by Price Range

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	6.1%	2,105	1,913	14	9	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	1	1.5%	126,000	126,000	31	31	100.0%	100.0%
\$150,000-\$199,999	8	12.1%	170,175	168,450	11	9	100.0%	100.0%
\$200,000-\$249,999	6	9.1%	234,983	234,450	14	10	99.0%	100.0%
\$250,000-\$299,999	18	27.3%	284,311	284,250	19	21	98.4%	100.0%
\$300,000-\$349,999	6	9.1%	327,967	327,450	12	8	98.9%	100.0%
\$350,000-\$399,999	6	9.1%	379,633	377,000	12	11	100.0%	100.0%
\$400,000-\$449,999	4	6.1%	424,725	417,450	23	23	100.0%	100.0%
\$450,000-\$499,999	3	4.5%	489,133	494,900	19	21	99.7%	100.0%
\$500,000-\$599,999	7	10.6%	537,657	525,000	17	17	100.0%	100.0%
\$600,000-\$749,999	2	3.0%	712,500	712,500	3	3	100.0%	100.0%
\$750,000-\$999,999	1	1.5%	798,000	798,000	18	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



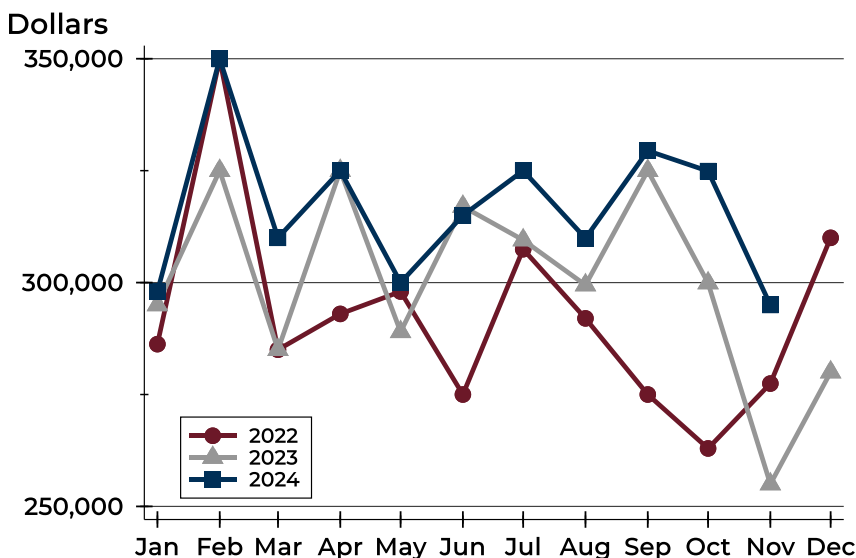
City of Lawrence New Listings Analysis

Average Price



Month	2022	2023	2024
January	309,069	355,103	364,190
February	370,146	350,309	396,092
March	302,005	327,690	344,476
April	337,476	345,750	334,092
May	322,036	303,520	342,222
June	306,220	339,209	356,985
July	350,165	357,767	357,842
August	330,760	318,123	344,191
September	321,108	368,120	399,361
October	297,609	338,933	347,976
November	336,777	290,067	324,573
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	315,000
July	307,450	309,500	325,000
August	292,000	299,450	309,900
September	275,000	325,000	329,450
October	262,950	299,900	324,900
November	277,450	255,000	295,000
December	310,000	280,000	-



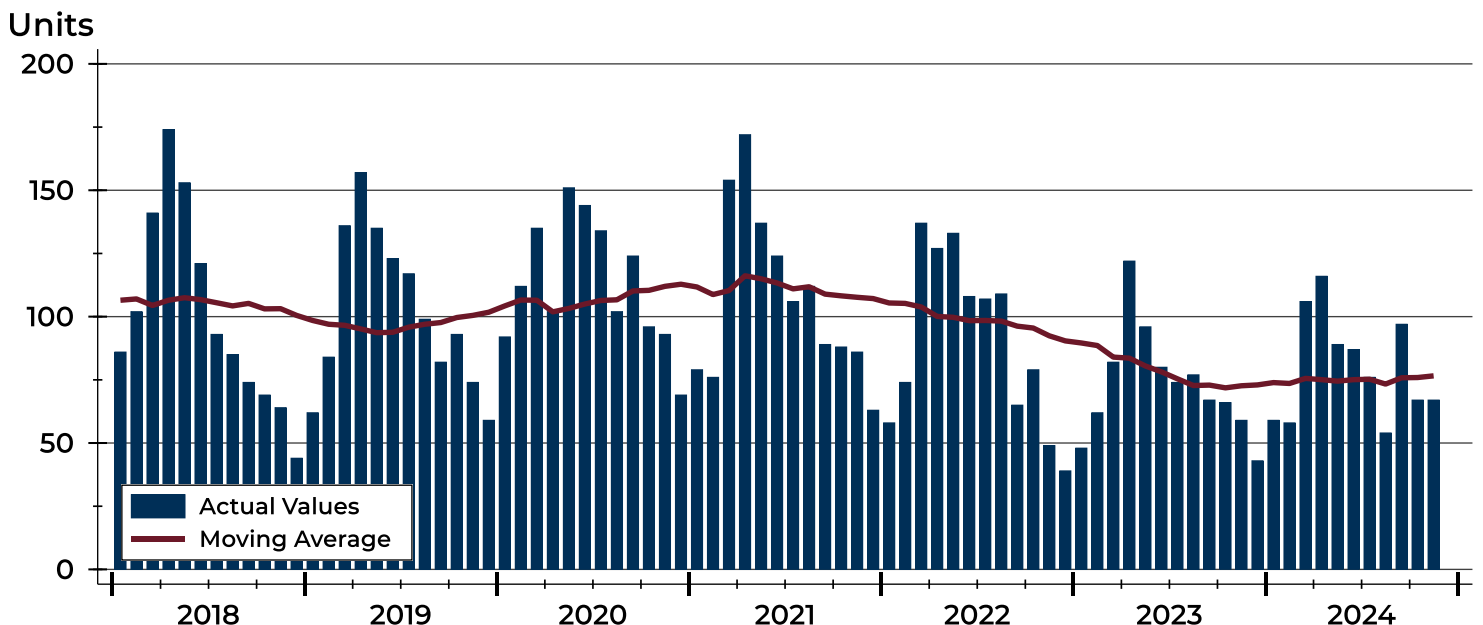
City of Lawrence Contracts Written Analysis

Summary Statistics for Contracts Written		2024	November 2023	Change	2024	Year-to-Date 2023	Change
Contracts Written		67	59	13.6%	876	833	5.2%
Volume (1,000s)		23,455	17,022	37.8%	308,932	278,037	11.1%
Average	Sale Price	350,071	288,514	21.3%	352,662	333,778	5.7%
	Days on Market	41	27	51.9%	24	19	26.3%
	Percent of Original	98.0%	97.2%	0.8%	98.4%	99.7%	-1.3%
Median	Sale Price	319,900	282,500	13.2%	317,250	300,000	5.8%
	Days on Market	19	9	111.1%	8	5	60.0%
	Percent of Original	100.0%	99.8%	0.2%	100.0%	100.0%	0.0%

A total of 67 contracts for sale were written in the City of Lawrence during the month of November, up from 59 in 2023. The median list price of these homes was \$319,900, up from \$282,500 the prior year.

Half of the homes that went under contract in November were on the market less than 19 days, compared to 9 days in November 2023.

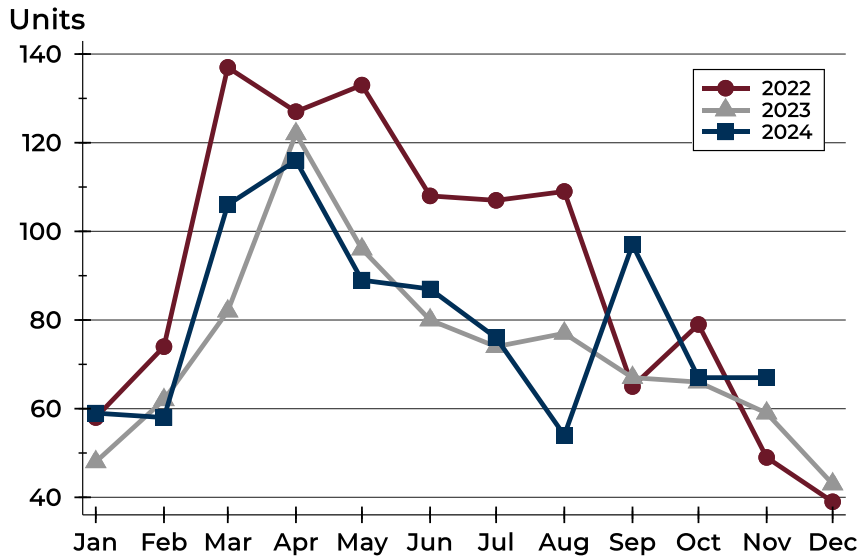
History of Contracts Written





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	87
July	107	74	76
August	109	77	54
September	65	67	97
October	79	66	67
November	49	59	67
December	39	43	

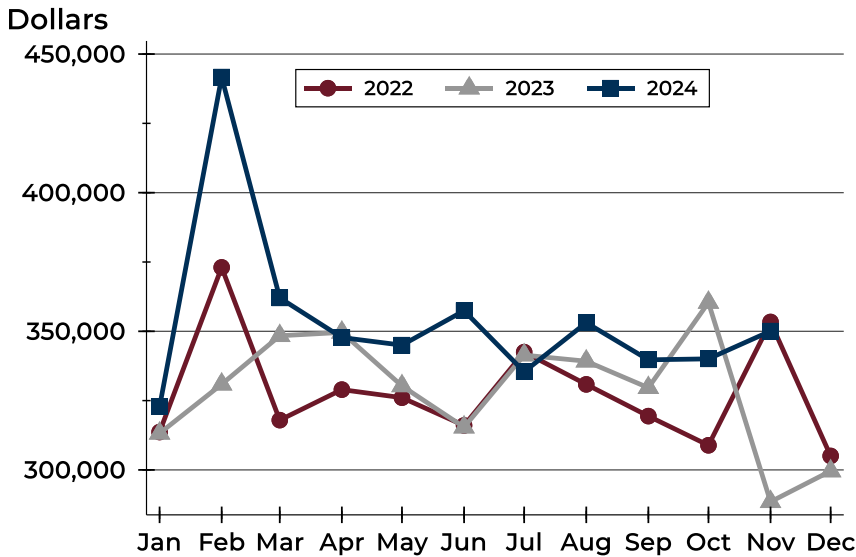
Contracts Written by Price Range

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	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$150,000-\$199,999	13	19.4%	175,792	170,000	49	25	99.1%	100.0%
\$200,000-\$249,999	10	14.9%	224,470	225,500	60	21	96.5%	100.0%
\$250,000-\$299,999	9	13.4%	282,056	275,000	22	12	97.2%	100.0%
\$300,000-\$349,999	6	9.0%	330,450	329,450	34	12	97.7%	99.3%
\$350,000-\$399,999	10	14.9%	373,955	372,000	25	19	98.2%	100.0%
\$400,000-\$449,999	4	6.0%	425,975	425,000	85	83	96.3%	97.9%
\$450,000-\$499,999	3	4.5%	489,333	495,000	26	21	98.2%	98.4%
\$500,000-\$599,999	7	10.4%	540,457	539,000	45	9	98.4%	100.0%
\$600,000-\$749,999	4	6.0%	699,725	694,500	16	14	99.5%	100.0%
\$750,000-\$999,999	1	1.5%	910,000	910,000	47	47	100.0%	100.0%
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



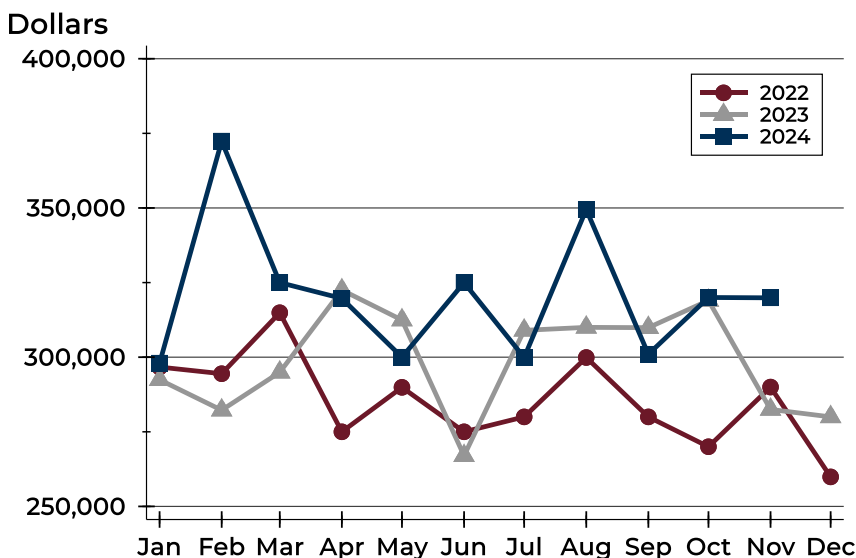
City of Lawrence Contracts Written Analysis

Average Price



Month	2022	2023	2024
January	313,674	313,207	322,803
February	373,052	330,911	441,710
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	357,422
July	342,488	341,411	335,414
August	330,861	339,212	353,100
September	319,416	329,643	339,714
October	308,888	360,391	340,060
November	353,371	288,514	350,071
December	305,041	299,601	

Median Price

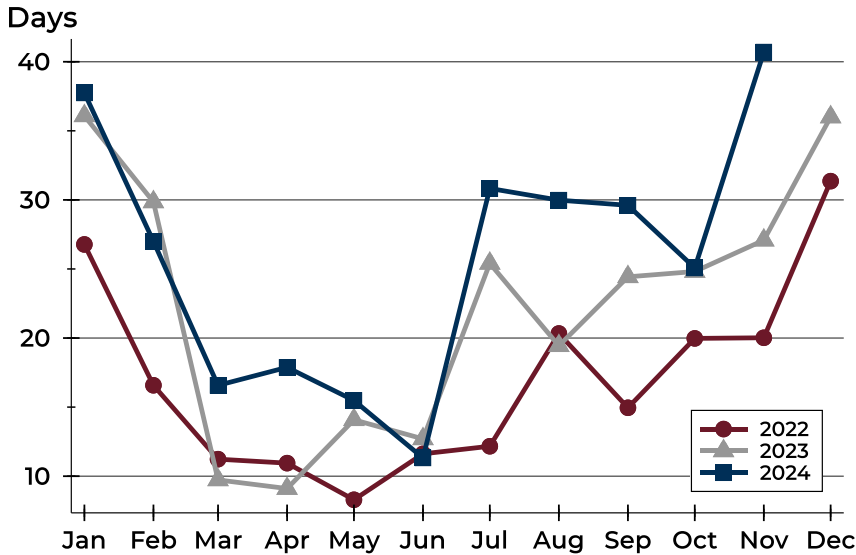


Month	2022	2023	2024
January	296,700	292,450	298,000
February	294,475	282,250	372,400
March	314,900	294,950	325,000
April	275,000	322,500	319,700
May	289,900	312,450	300,000
June	275,000	267,000	325,000
July	280,000	309,000	299,900
August	299,900	310,000	349,500
September	280,000	309,900	301,000
October	270,000	319,000	320,000
November	290,000	282,500	319,900
December	259,900	280,000	



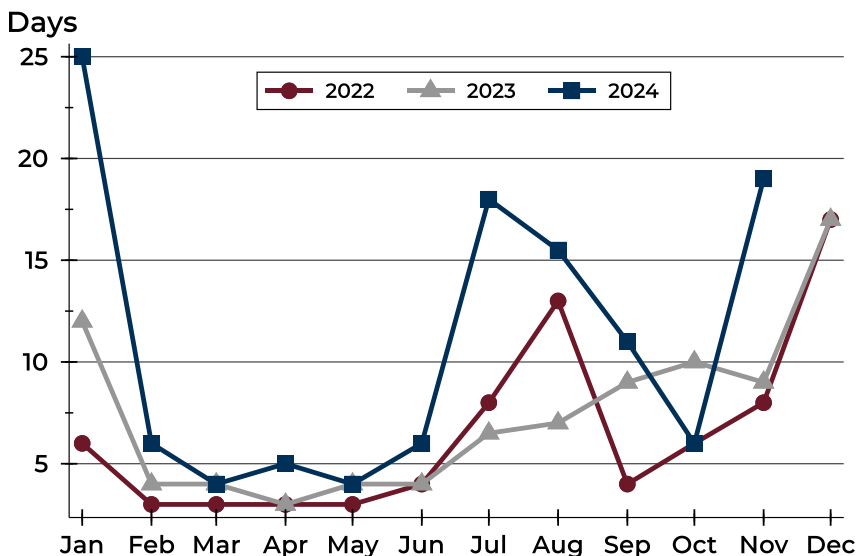
City of Lawrence Contracts Written Analysis

Average DOM



Month	2022	2023	2024
January	27	36	38
February	17	30	27
March	11	10	17
April	11	9	18
May	8	14	15
June	12	13	11
July	12	25	31
August	20	19	30
September	15	24	30
October	20	25	25
November	20	27	41
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	16
September	4	9	11
October	6	10	6
November	8	9	19
December	17	17	



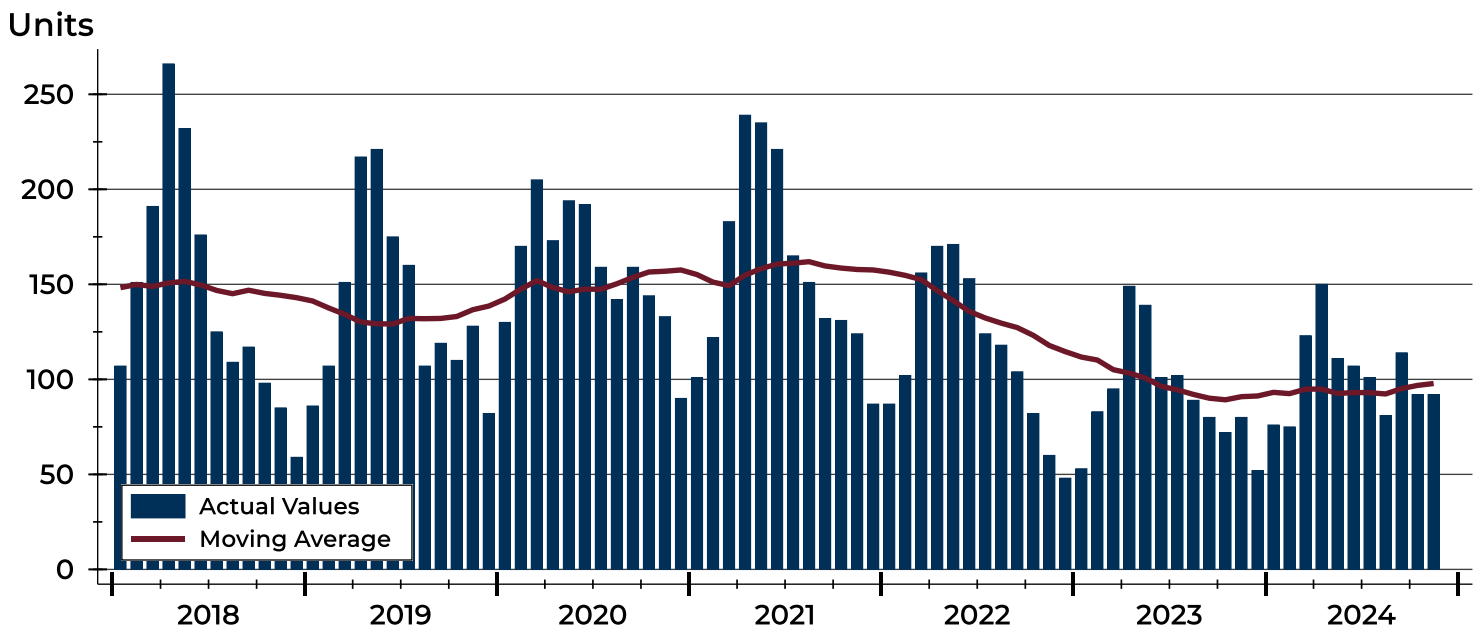
City of Lawrence Pending Contracts Analysis

Summary Statistics for Pending Contracts		End of November		
		2024	2023	Change
Pending Contracts		92	80	15.0%
Volume (1,000s)		33,492	24,607	36.1%
Average	List Price	364,048	307,588	18.4%
	Days on Market	35	25	40.0%
	Percent of Original	98.7%	98.7%	0.0%
Median	List Price	324,450	288,775	12.4%
	Days on Market	11	11	0.0%
	Percent of Original	100.0%	100.0%	0.0%

A total of 92 listings in the City of Lawrence had contracts pending at the end of November, up from 80 contracts pending at the end of November 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.

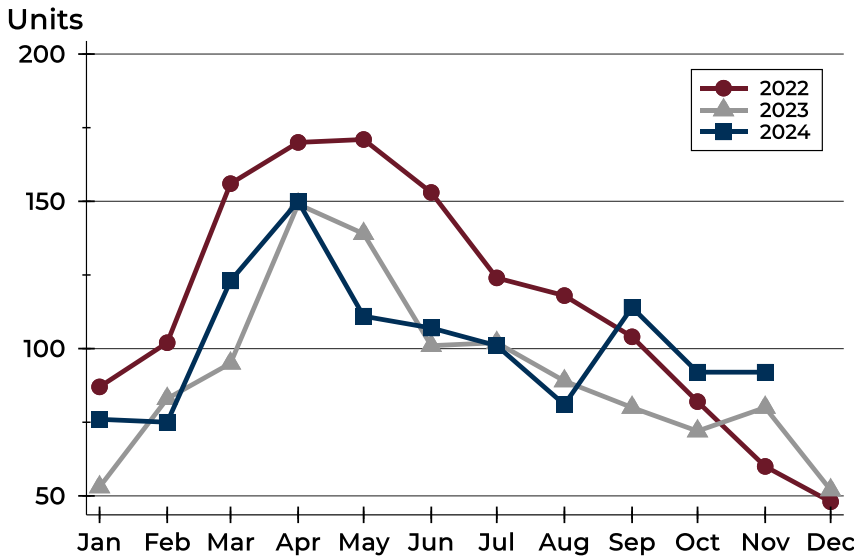
History of Pending Contracts





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	114
October	82	72	92
November	60	80	92
December	48	52	

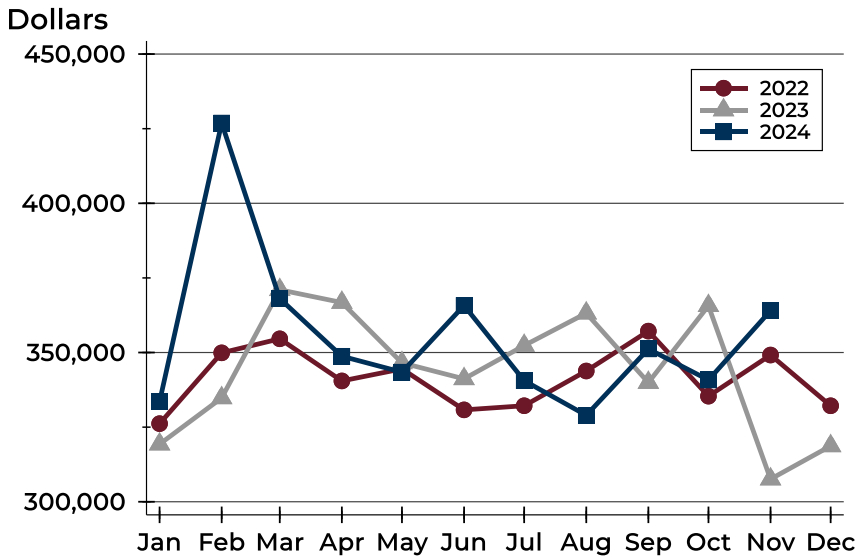
Pending Contracts by Price Range

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	2	2.2%	129,475	129,475	56	56	93.6%	93.6%
\$150,000-\$199,999	14	15.2%	177,871	177,450	51	29	98.8%	100.0%
\$200,000-\$249,999	12	13.0%	225,133	225,450	46	7	99.0%	100.0%
\$250,000-\$299,999	13	14.1%	283,715	285,000	26	12	97.8%	100.0%
\$300,000-\$349,999	10	10.9%	325,800	324,450	10	6	99.6%	100.0%
\$350,000-\$399,999	11	12.0%	373,586	369,900	23	17	99.4%	100.0%
\$400,000-\$449,999	6	6.5%	429,817	435,000	74	71	98.0%	100.0%
\$450,000-\$499,999	4	4.3%	476,950	476,450	12	2	99.0%	100.0%
\$500,000-\$599,999	11	12.0%	536,927	525,000	44	9	98.5%	100.0%
\$600,000-\$749,999	6	6.5%	677,633	686,950	25	14	99.6%	100.0%
\$750,000-\$999,999	3	3.3%	842,414	832,242	16	0	100.0%	100.0%
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



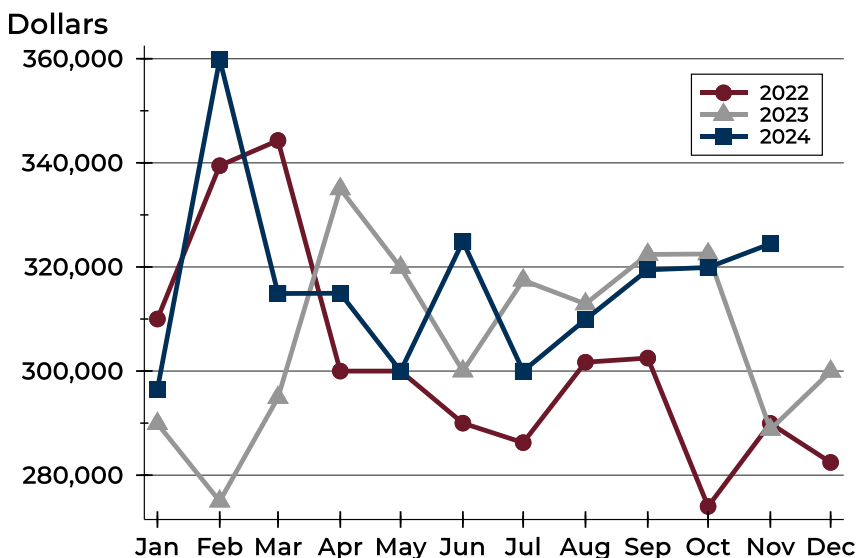
City of Lawrence Pending Contracts Analysis

Average Price



Month	2022	2023	2024
January	326,176	319,303	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	351,206
October	335,385	365,678	340,800
November	349,171	307,588	364,048
December	332,166	318,710	

Median Price

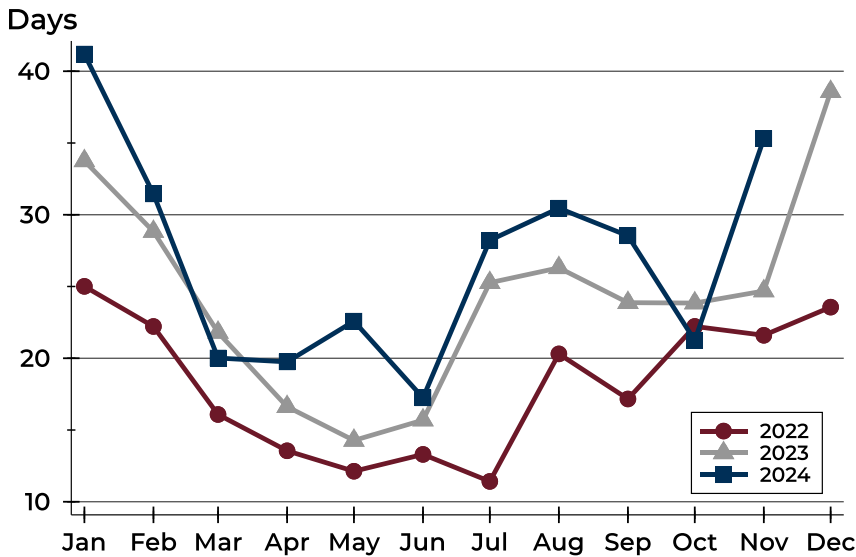


Month	2022	2023	2024
January	310,000	289,900	296,500
February	339,450	275,000	359,900
March	344,300	294,900	314,900
April	300,000	335,000	314,950
May	300,000	319,900	300,000
June	290,000	300,000	324,900
July	286,250	317,450	300,000
August	301,700	312,900	309,900
September	302,500	322,400	319,450
October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



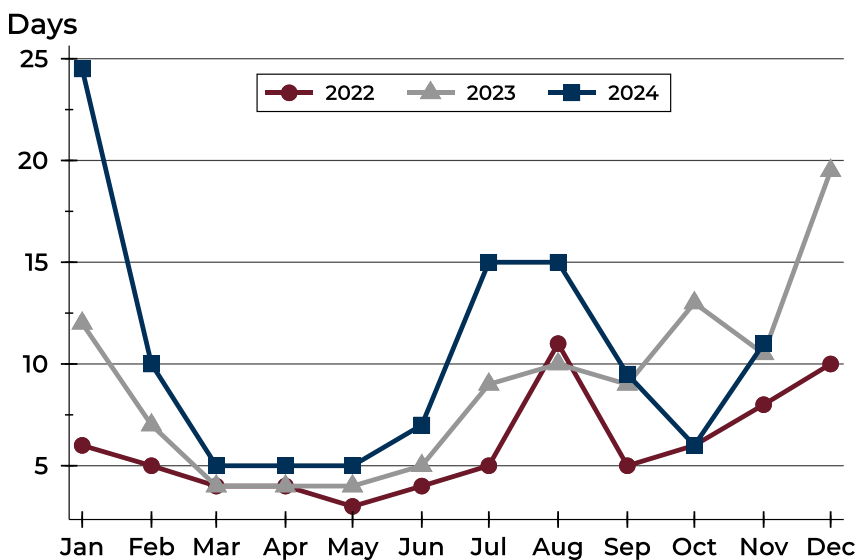
City of Lawrence Pending Contracts Analysis

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	29
October	22	24	21
November	22	25	35
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	10
October	6	13	6
November	8	11	11
December	10	20	