



**March
2023**

Lawrence MLS Statistics



City of Lawrence Housing Report



Market Overview

City of Lawrence Home Sales Fell in March

Total home sales in the City of Lawrence fell last month to 69 units, compared to 74 units in March 2022. Total sales volume was \$20.7 million, down from a year earlier.

The median sale price in March was \$273,200, down from \$282,300 a year earlier. Homes that sold in March were typically on the market for 5 days and sold for 100.0% of their list prices.

City of Lawrence Active Listings Up at End of March

The total number of active listings in the City of Lawrence at the end of March was 100 units, up from 80 at the same point in 2022. This represents a 1.1 months' supply of homes available for sale. The median list price of homes on the market at the end of March was \$394,900.

During March, a total of 77 contracts were written down from 136 in March 2022. At the end of the month, there were 95 contracts still pending.

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**March
2023**

Lawrence MLS Statistics



City of Lawrence Summary Statistics

March MLS Statistics Three-year History		Current Month			Year-to-Date		
		2023	2022	2021	2023	2022	2021
Home Sales Change from prior year		69 -6.8%	74 -3.9%	77 -26.7%	147 -25.0%	196 -2.5%	201 -11.1%
Active Listings Change from prior year		100 25.0%	80 11.1%	72 -66.8%	N/A	N/A	N/A
Months' Supply Change from prior year		1.1 57.1%	0.7 0.0%	0.7 -66.7%	N/A	N/A	N/A
New Listings Change from prior year		106 -24.8%	141 -17.1%	170 2.4%	220 -25.4%	295 -11.4%	333 -21.3%
Contracts Written Change from prior year		77 -43.4%	136 -11.7%	154 13.2%	184 -31.3%	268 -13.3%	309 -9.1%
Pending Contracts Change from prior year		95 -39.1%	156 -14.8%	183 -10.7%	N/A	N/A	N/A
Sales Volume (1,000s) Change from prior year		20,656 -8.2%	22,512 -4.4%	23,539 -10.6%	45,858 -22.1%	58,876 5.9%	55,618 0.2%
Average	Sale Price Change from prior year	299,360 -1.6%	304,215 -0.5%	305,705 21.9%	311,957 3.9%	300,389 8.6%	276,707 12.6%
	List Price of Actives Change from prior year	416,016 23.8%	335,920 -10.7%	376,063 13.0%	N/A	N/A	N/A
	Days on Market Change from prior year	29 93.3%	15 -55.9%	34 -27.7%	29 52.6%	19 -47.2%	36 -30.8%
	Percent of List Change from prior year	100.0% -3.1%	103.2% 2.3%	100.9% 2.9%	99.4% -1.6%	101.0% 0.9%	100.1% 1.7%
	Percent of Original Change from prior year	99.5% -3.6%	103.2% 2.7%	100.5% 3.9%	98.7% -1.8%	100.5% 1.1%	99.4% 2.6%
Median	Sale Price Change from prior year	273,200 -3.2%	282,300 2.7%	275,000 22.2%	285,000 2.2%	278,750 16.1%	240,000 6.1%
	List Price of Actives Change from prior year	394,900 17.0%	337,450 9.8%	307,450 -0.2%	N/A	N/A	N/A
	Days on Market Change from prior year	5 66.7%	3 -25.0%	4 -69.2%	7 75.0%	4 0.0%	4 -83.3%
	Percent of List Change from prior year	100.0% 0.0%	100.0% 0.0%	100.0% 1.1%	100.0% 0.0%	100.0% 0.0%	100.0% 0.6%
	Percent of Original Change from prior year	100.0% 0.0%	100.0% 0.0%	100.0% 1.5%	100.0% 0.0%	100.0% 0.0%	100.0% 1.4%

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



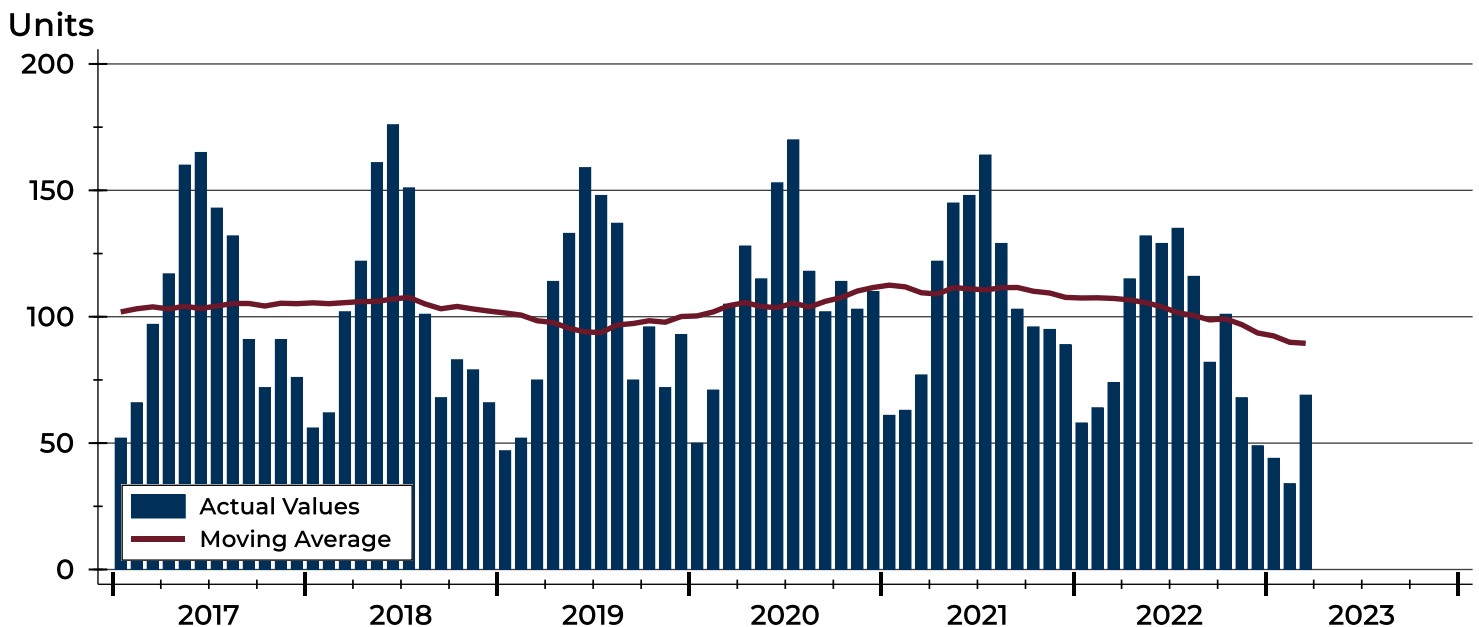
City of Lawrence Closed Listings Analysis

Summary Statistics for Closed Listings		2023	March 2022	Change	2023	Year-to-Date 2022	Change
Closed Listings		69	74	-6.8%	147	196	-25.0%
Volume (1,000s)		20,656	22,512	-8.2%	45,858	58,876	-22.1%
Months' Supply		1.1	0.7	57.1%	N/A	N/A	N/A
Average	Sale Price	299,360	304,215	-1.6%	311,957	300,389	3.9%
	Days on Market	29	15	93.3%	29	19	52.6%
	Percent of List	100.0%	103.2%	-3.1%	99.4%	101.0%	-1.6%
	Percent of Original	99.5%	103.2%	-3.6%	98.7%	100.5%	-1.8%
Median	Sale Price	273,200	282,300	-3.2%	285,000	278,750	2.2%
	Days on Market	5	3	66.7%	7	4	75.0%
	Percent of List	100.0%	100.0%	0.0%	100.0%	100.0%	0.0%
	Percent of Original	100.0%	100.0%	0.0%	100.0%	100.0%	0.0%

A total of 69 homes sold in the City of Lawrence in March, down from 74 units in March 2022. Total sales volume fell to \$20.7 million compared to \$22.5 million in the previous year.

The median sales price in March was \$273,200, down 3.2% compared to the prior year. Median days on market was 5 days, down from 12 days in February, but up from 3 in March 2022.

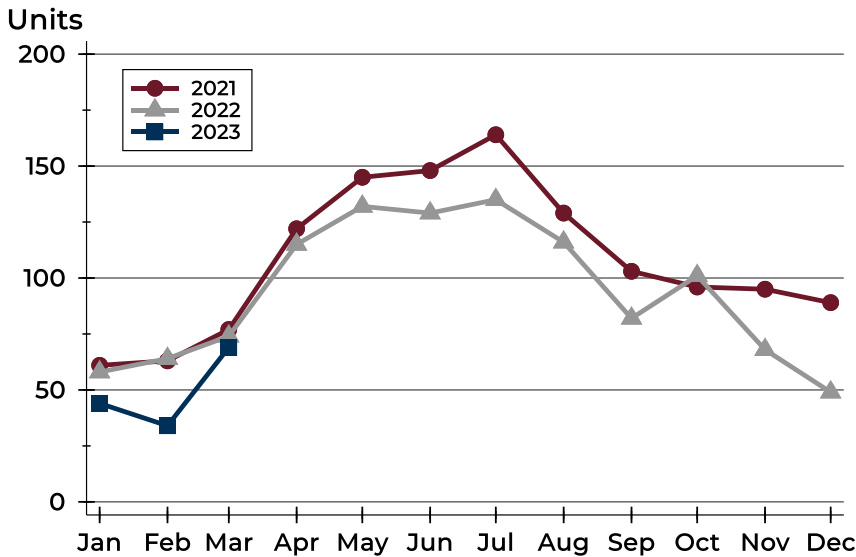
History of Closed Listings





City of Lawrence Closed Listings Analysis

Closed Listings by Month



Month	2021	2022	2023
January	61	58	44
February	63	64	34
March	77	74	69
April	122	115	
May	145	132	
June	148	129	
July	164	135	
August	129	116	
September	103	82	
October	96	101	
November	95	68	
December	89	49	

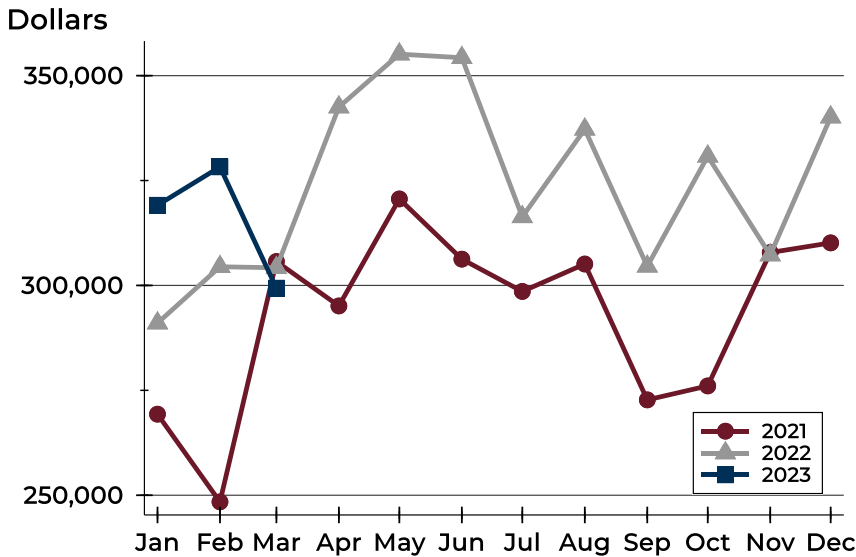
Closed Listings by Price Range

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	1.4%	6.7	90,000	90,000	3	3	94.7%	94.7%	94.7%	94.7%
\$100,000-\$149,999	3	4.3%	2.3	126,300	138,000	7	4	101.1%	101.0%	101.1%	101.0%
\$150,000-\$199,999	14	20.3%	0.3	176,750	178,750	23	6	97.5%	97.7%	97.4%	96.8%
\$200,000-\$249,999	10	14.5%	0.3	221,900	220,000	26	6	98.5%	99.6%	97.8%	99.6%
\$250,000-\$299,999	12	17.4%	0.4	271,596	269,600	9	2	106.2%	104.4%	106.1%	104.4%
\$300,000-\$349,999	10	14.5%	0.6	321,240	325,000	19	3	102.8%	101.9%	101.7%	101.9%
\$350,000-\$399,999	7	10.1%	0.9	376,686	378,000	42	56	98.5%	97.4%	98.5%	97.4%
\$400,000-\$449,999	6	8.7%	1.1	416,650	415,000	78	70	95.9%	98.8%	93.5%	97.6%
\$450,000-\$499,999	0	0.0%	1.9	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$500,000-\$599,999	2	2.9%	3.0	536,450	536,450	112	112	97.6%	97.6%	96.7%	96.7%
\$600,000-\$749,999	3	4.3%	2.0	657,433	650,000	41	15	96.9%	97.9%	96.9%	97.9%
\$750,000-\$999,999	1	1.4%	2.1	840,000	840,000	12	12	98.8%	98.8%	98.8%	98.8%
\$1,000,000 and up	0	0.0%	10.0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A



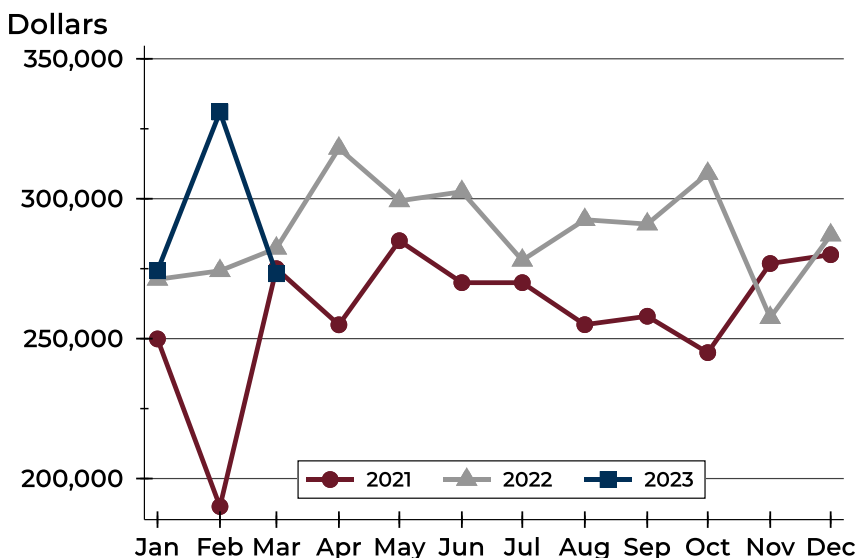
City of Lawrence Closed Listings Analysis

Average Price



Month	2021	2022	2023
January	269,320	291,023	319,116
February	248,417	304,454	328,257
March	305,705	304,215	299,360
April	295,115	342,504	
May	320,621	355,125	
June	306,274	354,276	
July	298,573	316,345	
August	305,107	337,220	
September	272,728	304,560	
October	276,053	330,782	
November	307,845	307,240	
December	310,146	340,120	

Median Price

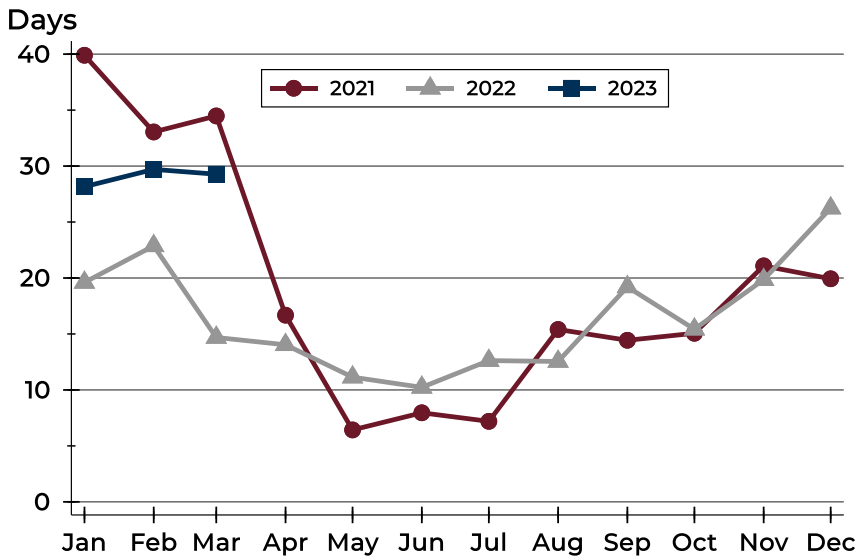


Month	2021	2022	2023
January	249,900	271,200	274,250
February	190,000	274,250	331,000
March	275,000	282,300	273,200
April	254,950	318,000	
May	285,000	299,243	
June	270,000	302,500	
July	270,000	278,000	
August	255,000	292,500	
September	258,000	290,950	
October	245,000	309,000	
November	276,850	257,500	
December	280,000	287,000	



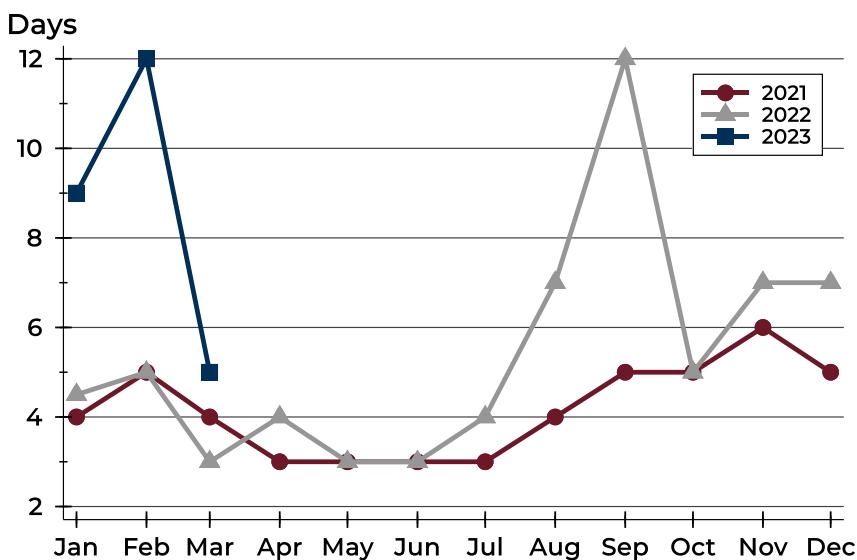
City of Lawrence Closed Listings Analysis

Average DOM



Month	2021	2022	2023
January	40	20	28
February	33	23	30
March	34	15	29
April	17	14	
May	6	11	
June	8	10	
July	7	13	
August	15	13	
September	14	19	
October	15	15	
November	21	20	
December	20	26	

Median DOM



Month	2021	2022	2023
January	4	5	9
February	5	5	12
March	4	3	5
April	3	4	
May	3	3	
June	3	3	
July	3	4	
August	4	7	
September	5	12	
October	5	5	
November	6	7	
December	5	7	



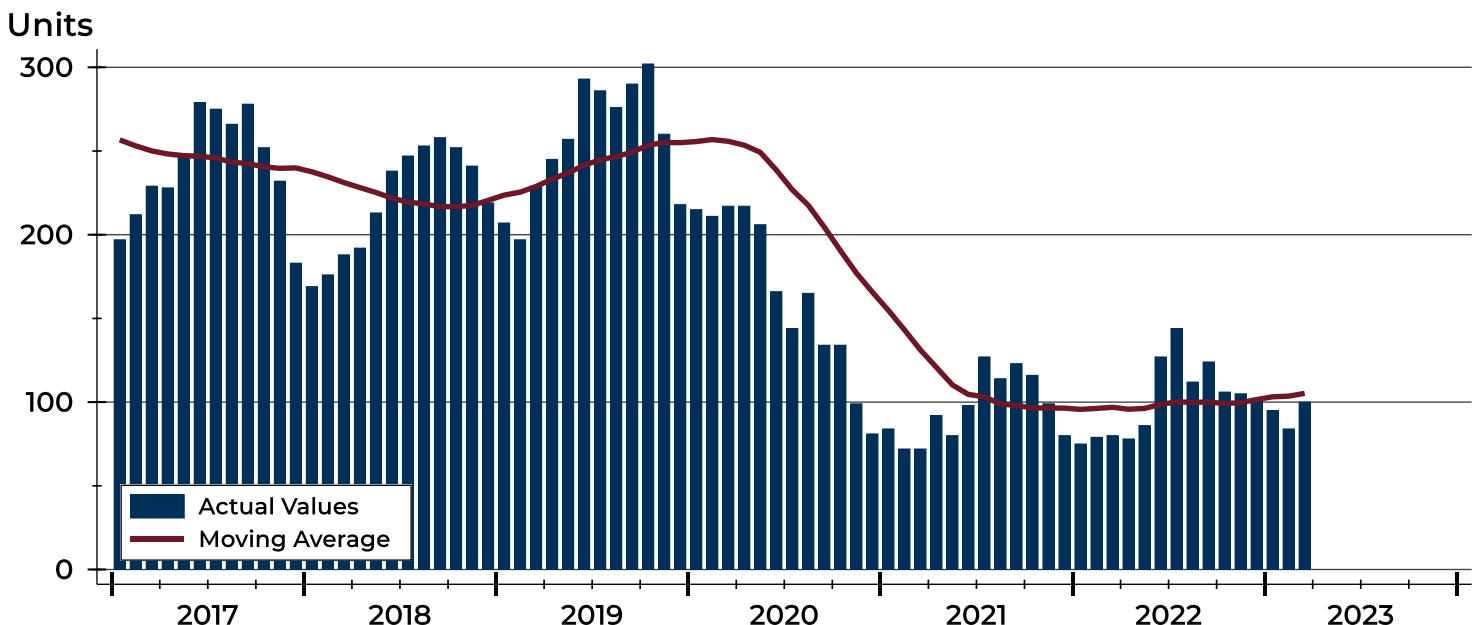
City of Lawrence Active Listings Analysis

Summary Statistics for Active Listings		2023	End of March 2022	Change
Active Listings		100	80	25.0%
Volume (1,000s)		41,602	26,874	54.8%
Months' Supply		1.1	0.7	57.1%
Average	List Price	416,016	335,920	23.8%
	Days on Market	57	50	14.0%
	Percent of Original	98.4%	98.9%	-0.5%
Median	List Price	394,900	337,450	17.0%
	Days on Market	35	35	0.0%
	Percent of Original	100.0%	100.0%	0.0%

A total of 100 homes were available for sale in the City of Lawrence at the end of March. This represents a 1.1 months' supply of active listings.

The median list price of homes on the market at the end of March was \$394,900, up 17.0% from 2022. The typical time on market for active listings was 35 days, the same as in March 2022.

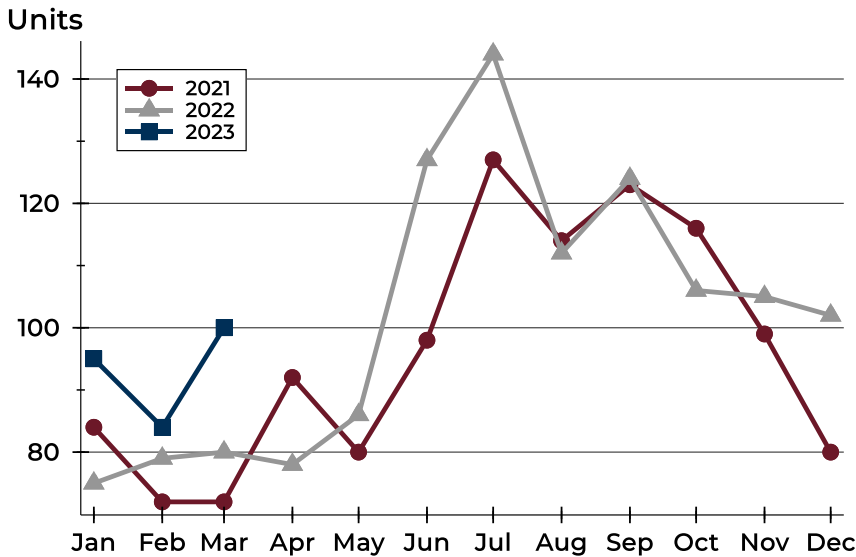
History of Active Listings





City of Lawrence Active Listings Analysis

Active Listings by Month



Month	2021	2022	2023
January	84	75	95
February	72	79	84
March	72	80	100
April	92	78	
May	80	86	
June	98	127	
July	127	144	
August	114	112	
September	123	124	
October	116	106	
November	99	105	
December	80	102	

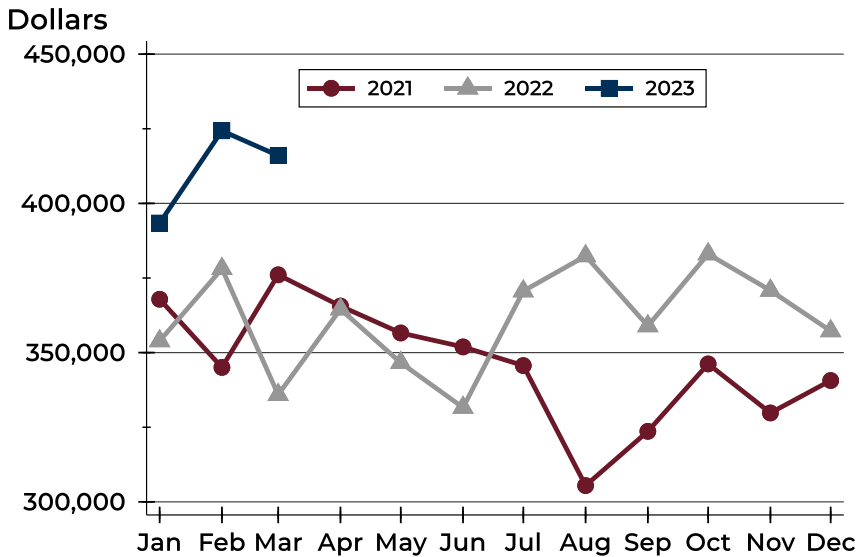
Active Listings by Price Range

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	9	9.0%	N/A	1,755	1,450	10	6	100.0%	100.0%
\$50,000-\$99,999	5	5.0%	6.7	85,904	89,900	49	13	94.2%	100.0%
\$100,000-\$149,999	9	9.0%	2.3	132,500	134,000	34	21	96.5%	100.0%
\$150,000-\$199,999	3	3.0%	0.3	174,900	169,900	49	60	97.3%	97.5%
\$200,000-\$249,999	5	5.0%	0.3	229,360	225,000	45	31	100.3%	100.0%
\$250,000-\$299,999	6	6.0%	0.4	273,483	273,450	10	3	99.4%	100.0%
\$300,000-\$349,999	7	7.0%	0.6	323,986	325,000	36	31	98.9%	100.0%
\$350,000-\$399,999	7	7.0%	0.9	379,943	385,000	30	24	99.0%	100.0%
\$400,000-\$449,999	7	7.0%	1.1	436,500	435,900	64	71	97.3%	100.0%
\$450,000-\$499,999	10	10.0%	1.9	478,850	475,000	112	63	99.3%	100.0%
\$500,000-\$599,999	17	17.0%	3.0	560,191	575,000	66	36	98.5%	100.0%
\$600,000-\$749,999	7	7.0%	2.0	680,521	689,000	128	82	97.8%	100.0%
\$750,000-\$999,999	3	3.0%	2.1	798,000	800,000	43	57	97.8%	97.5%
\$1,000,000 and up	5	5.0%	10.0	1,439,800	1,500,000	95	87	99.1%	100.0%



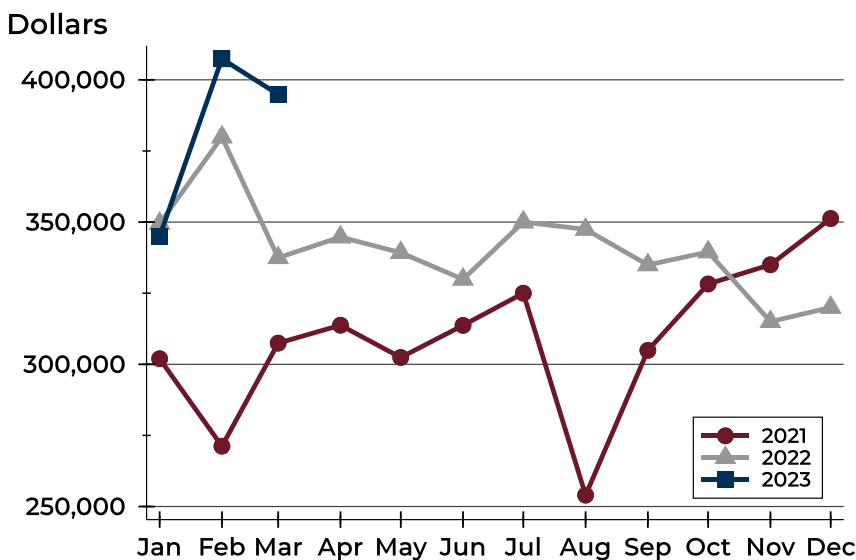
City of Lawrence Active Listings Analysis

Average Price



Month	2021	2022	2023
January	367,887	353,910	393,434
February	345,051	378,114	424,319
March	376,063	335,920	416,016
April	365,613	364,571	
May	356,591	346,614	
June	351,923	331,603	
July	345,664	370,614	
August	305,460	382,390	
September	323,634	358,932	
October	346,221	383,034	
November	329,796	370,811	
December	340,652	357,261	

Median Price

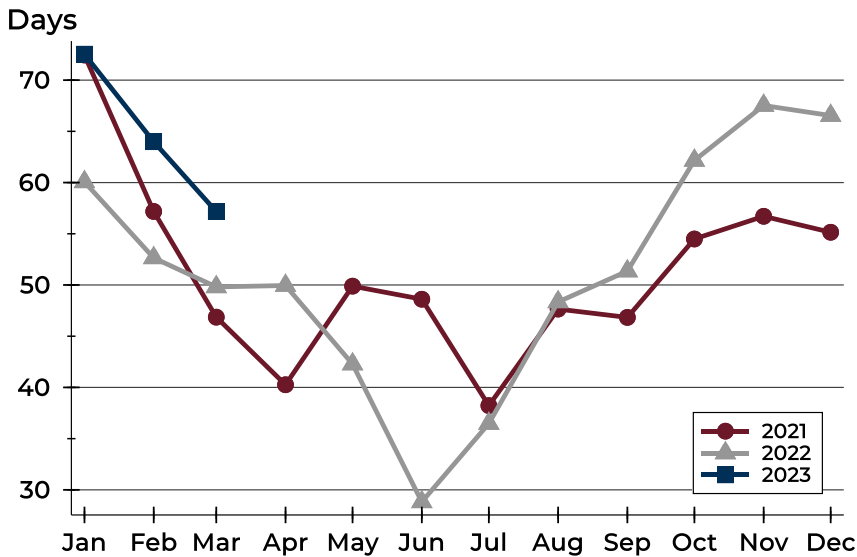


Month	2021	2022	2023
January	301,950	349,500	345,000
February	271,225	379,900	407,400
March	307,450	337,450	394,900
April	313,750	344,750	
May	302,400	339,250	
June	313,700	329,900	
July	325,000	350,000	
August	254,000	347,450	
September	304,900	334,950	
October	328,250	339,500	
November	335,000	315,000	
December	351,250	320,000	



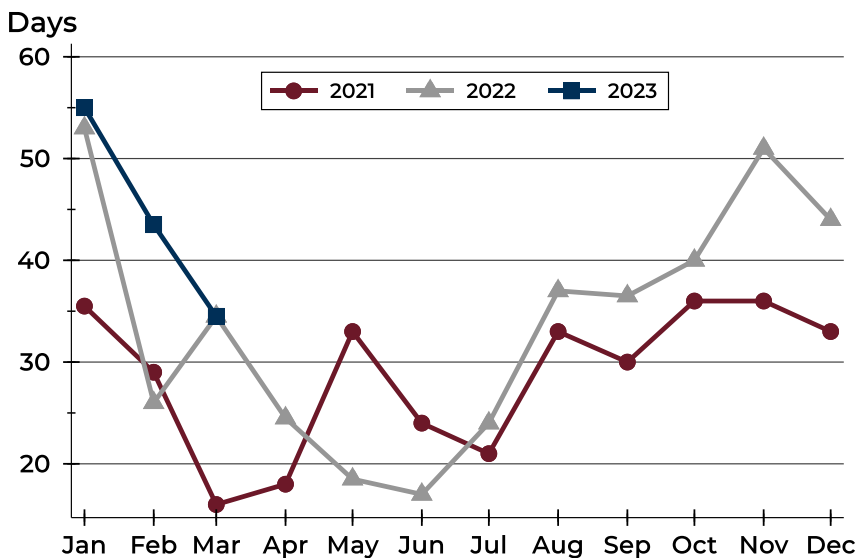
City of Lawrence Active Listings Analysis

Average DOM



Month	2021	2022	2023
January	72	60	73
February	57	53	64
March	47	50	57
April	40	50	
May	50	42	
June	49	29	
July	38	36	
August	48	48	
September	47	51	
October	54	62	
November	57	68	
December	55	67	

Median DOM

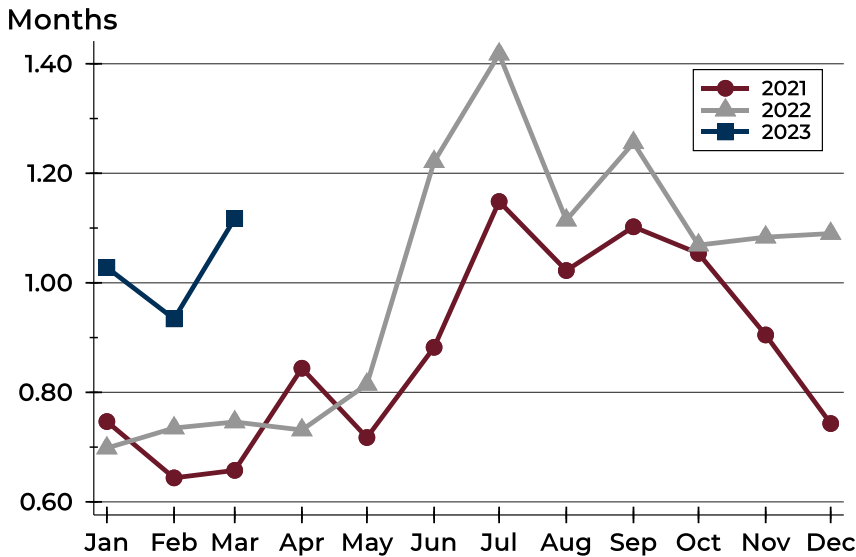


Month	2021	2022	2023
January	36	53	55
February	29	26	44
March	16	35	35
April	18	25	
May	33	19	
June	24	17	
July	21	24	
August	33	37	
September	30	37	
October	36	40	
November	36	51	
December	33	44	



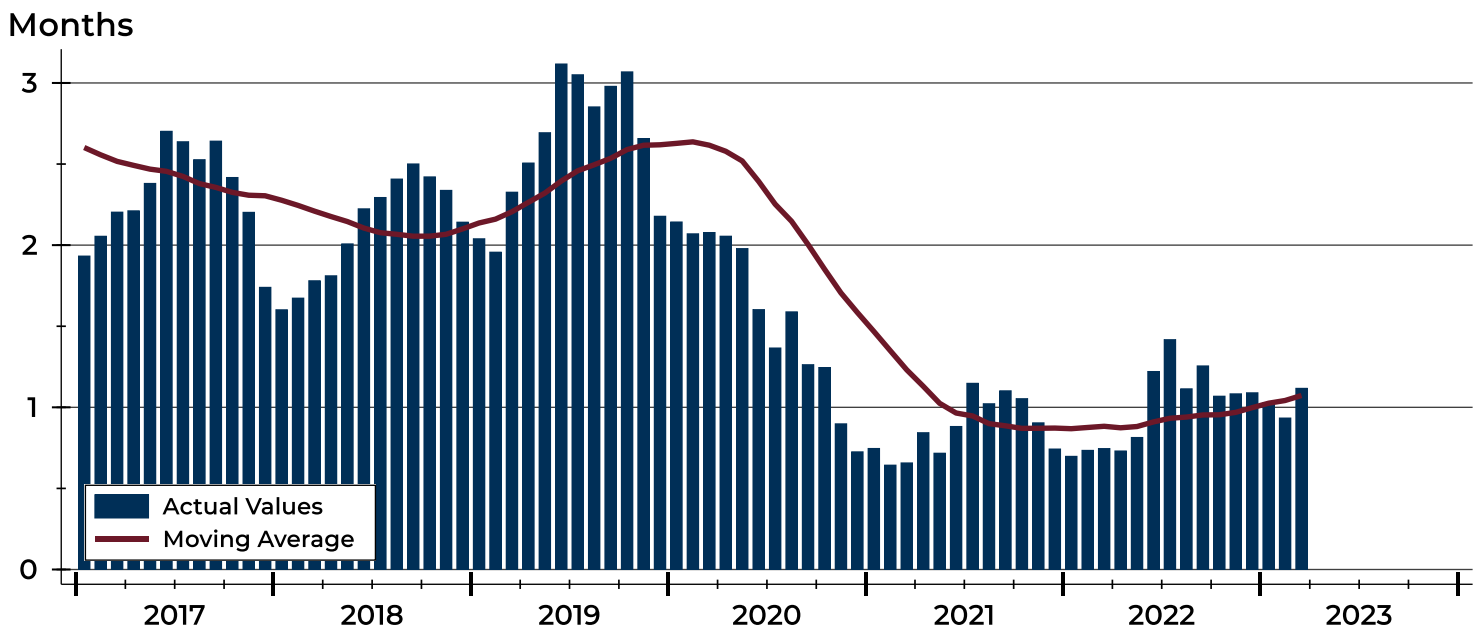
City of Lawrence Months' Supply Analysis

Months' Supply by Month



Month	2021	2022	2023
January	0.7	0.7	1.0
February	0.6	0.7	0.9
March	0.7	0.7	1.1
April	0.8	0.7	
May	0.7	0.8	
June	0.9	1.2	
July	1.1	1.4	
August	1.0	1.1	
September	1.1	1.3	
October	1.1	1.1	
November	0.9	1.1	
December	0.7	1.1	

History of Month's Supply





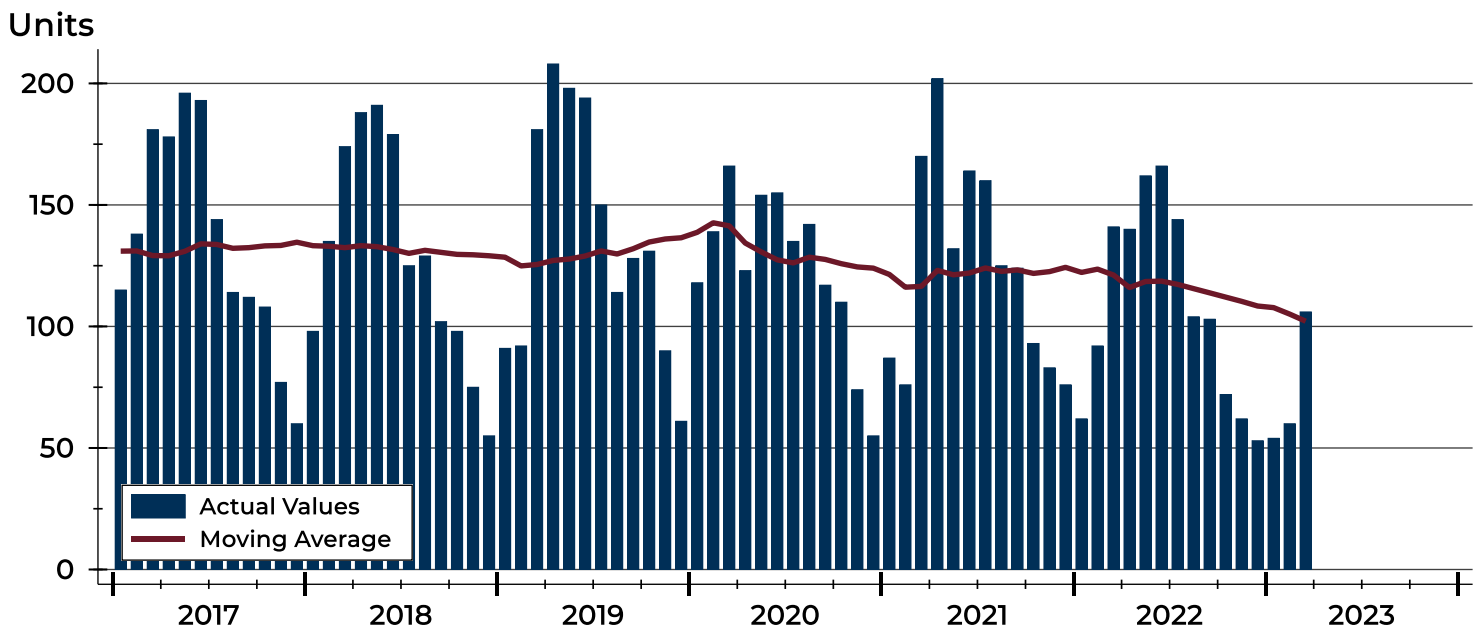
City of Lawrence New Listings Analysis

Summary Statistics for New Listings		2023	March 2022	Change
Current Month	New Listings	106	141	-24.8%
	Volume (1,000s)	34,885	42,583	-18.1%
	Average List Price	329,102	302,005	9.0%
	Median List Price	285,000	285,000	0.0%
Year-to-Date	New Listings	220	295	-25.4%
	Volume (1,000s)	75,607	95,798	-21.1%
	Average List Price	343,666	324,741	5.8%
	Median List Price	292,400	300,000	-2.5%

A total of 106 new listings were added in the City of Lawrence during March, down 24.8% from the same month in 2022. Year-to-date the City of Lawrence has seen 220 new listings.

The median list price of these homes was \$285,000 showing no change from 2022.

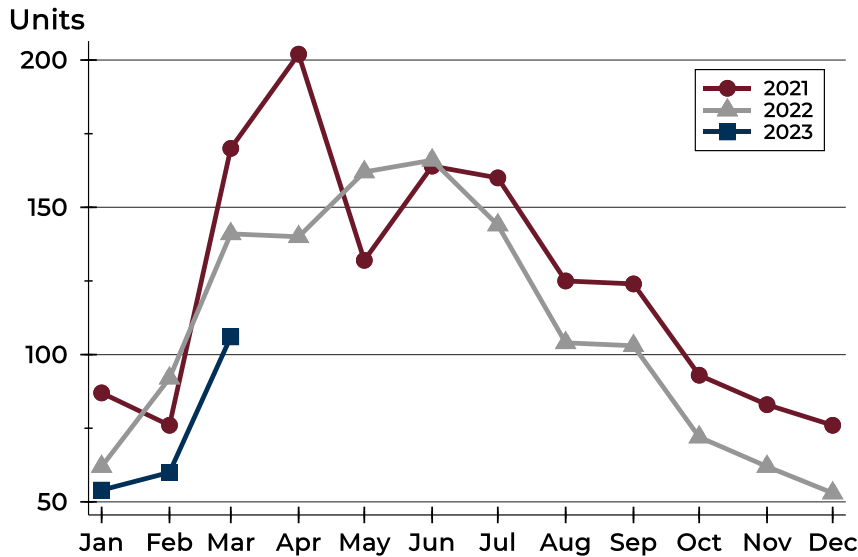
History of New Listings





City of Lawrence New Listings Analysis

New Listings by Month



Month	2021	2022	2023
January	87	62	54
February	76	92	60
March	170	141	106
April	202	140	
May	132	162	
June	164	166	
July	160	144	
August	125	104	
September	124	103	
October	93	72	
November	83	62	
December	76	53	

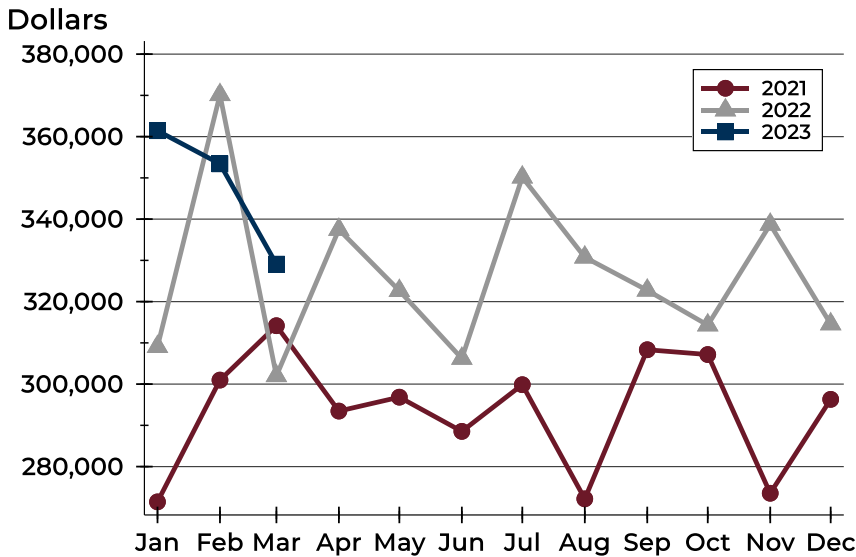
New Listings by Price Range

Price Range	New Listings		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$50,000	9	8.5%	1,872	2,000	16	13	100.0%	100.0%
\$50,000-\$99,999	1	0.9%	89,900	89,900	3	3	100.0%	100.0%
\$100,000-\$149,999	6	5.7%	127,983	135,000	3	4	100.5%	100.0%
\$150,000-\$199,999	9	8.5%	179,633	178,000	5	3	99.3%	100.0%
\$200,000-\$249,999	16	15.1%	224,588	224,950	4	3	103.0%	100.0%
\$250,000-\$299,999	20	18.9%	279,075	278,000	3	3	101.0%	100.0%
\$300,000-\$349,999	6	5.7%	336,817	337,000	16	7	100.0%	100.0%
\$350,000-\$399,999	8	7.5%	379,350	380,000	7	4	98.8%	100.0%
\$400,000-\$449,999	6	5.7%	434,783	432,450	12	12	100.0%	100.0%
\$450,000-\$499,999	12	11.3%	479,708	477,475	74	7	99.4%	100.0%
\$500,000-\$599,999	6	5.7%	543,108	539,475	20	13	100.0%	100.0%
\$600,000-\$749,999	2	1.9%	682,000	682,000	6	6	100.0%	100.0%
\$750,000-\$999,999	2	1.9%	812,500	812,500	8	8	100.0%	100.0%
\$1,000,000 and up	3	2.8%	1,183,333	1,200,000	19	17	92.2%	95.5%



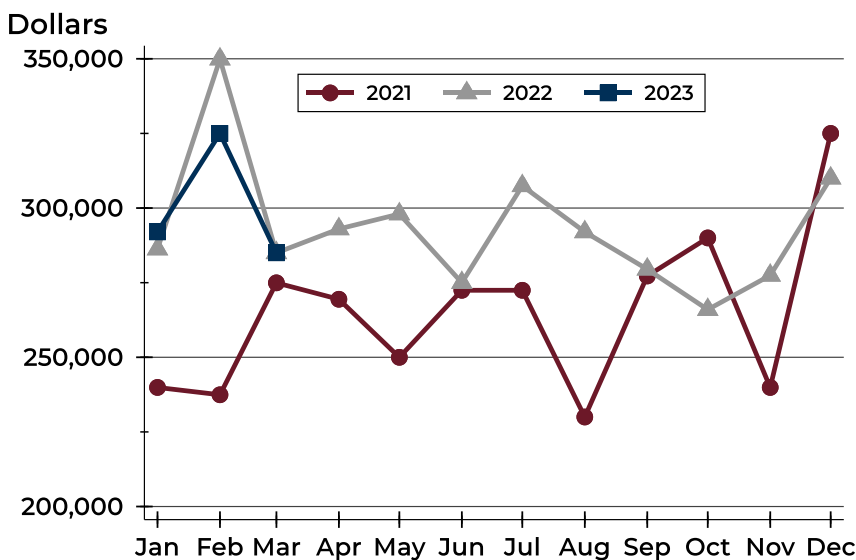
City of Lawrence New Listings Analysis

Average Price



Month	2021	2022	2023
January	271,450	309,069	361,438
February	300,975	370,146	353,403
March	314,158	302,005	329,102
April	293,463	337,476	
May	296,834	322,653	
June	288,542	306,220	
July	299,860	350,165	
August	272,188	330,760	
September	308,336	322,739	
October	307,168	314,309	
November	273,545	338,711	
December	296,310	314,566	

Median Price



Month	2021	2022	2023
January	239,900	286,250	292,000
February	237,450	349,900	325,000
March	274,950	285,000	285,000
April	269,450	293,000	
May	250,000	298,000	
June	272,450	275,000	
July	272,450	307,450	
August	230,000	292,000	
September	277,250	279,500	
October	290,000	265,975	
November	239,900	277,450	
December	325,000	310,000	



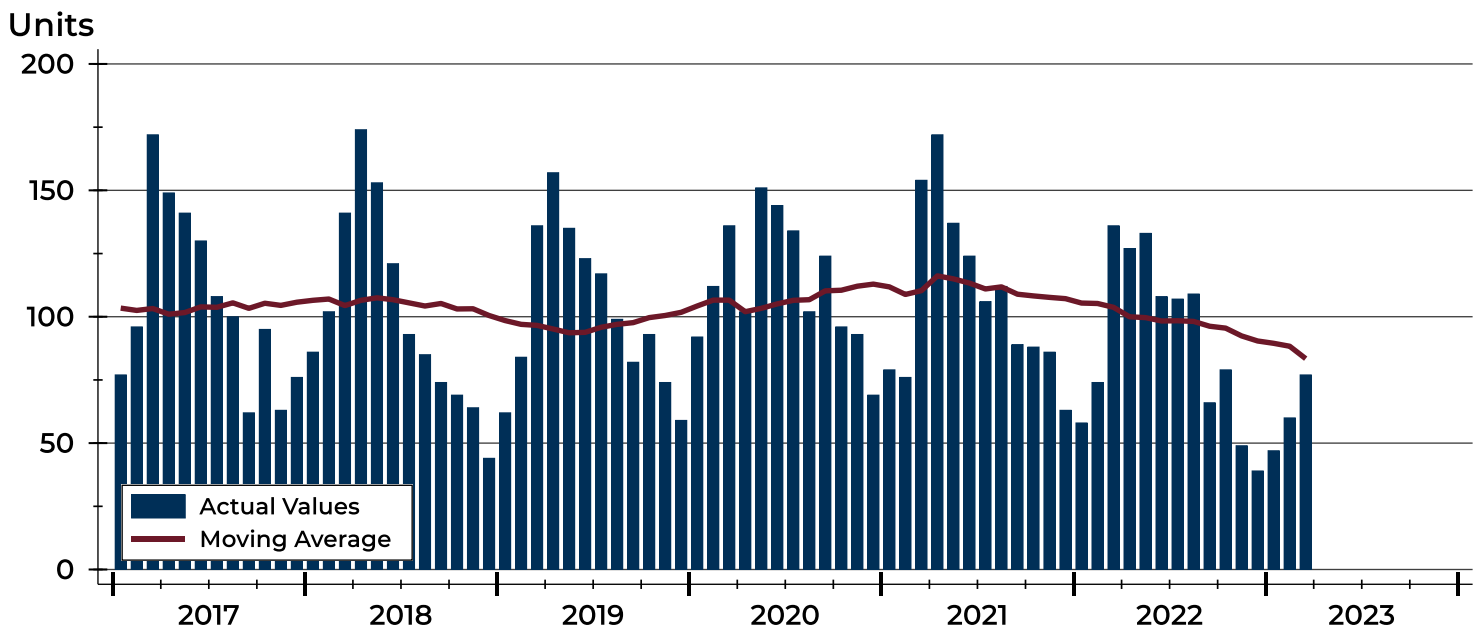
City of Lawrence Contracts Written Analysis

Summary Statistics for Contracts Written		2023	March 2022	Change	2023	Year-to-Date 2022	Change
Contracts Written		77	136	-43.4%	184	268	-31.3%
Volume (1,000s)		26,168	43,271	-39.5%	60,974	89,070	-31.5%
Average	Sale Price	339,845	318,167	6.8%	331,383	332,350	-0.3%
	Days on Market	11	11	0.0%	23	16	43.8%
	Percent of Original	100.9%	103.8%	-2.8%	99.4%	102.7%	-3.2%
Median	Sale Price	289,900	316,450	-8.4%	289,900	300,000	-3.4%
	Days on Market	4	3	33.3%	5	4	25.0%
	Percent of Original	100.0%	100.3%	-0.3%	100.0%	100.1%	-0.1%

A total of 77 contracts for sale were written in the City of Lawrence during the month of March, down from 136 in 2022. The median list price of these homes was \$289,900, down from \$316,450 the prior year.

Half of the homes that went under contract in March were on the market less than 4 days, compared to 3 days in March 2022.

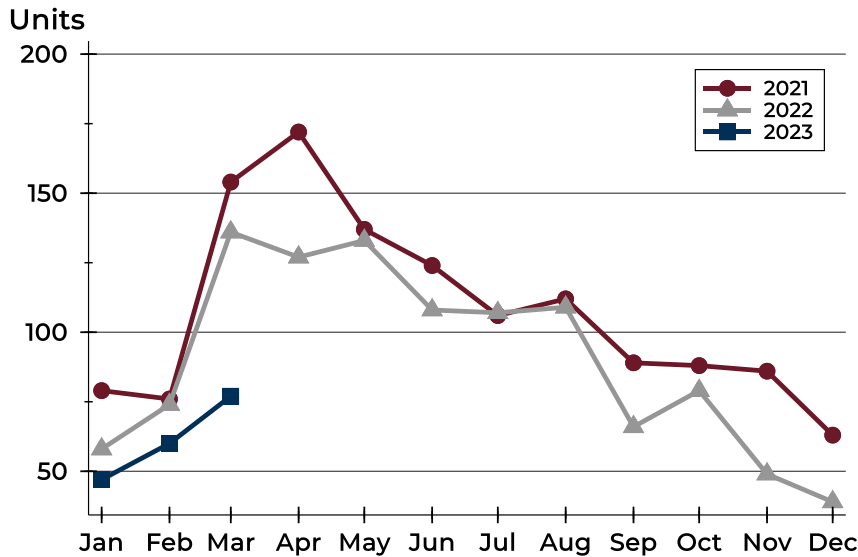
History of Contracts Written





City of Lawrence Contracts Written Analysis

Contracts Written by Month



Month	2021	2022	2023
January	79	58	47
February	76	74	60
March	154	136	77
April	172	127	
May	137	133	
June	124	108	
July	106	107	
August	112	109	
September	89	66	
October	88	79	
November	86	49	
December	63	39	

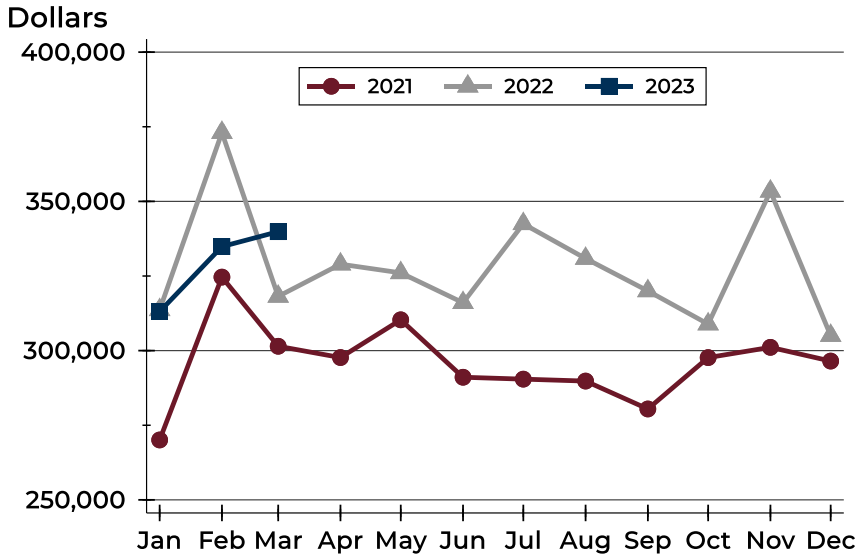
Contracts Written by Price Range

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	3	3.9%	115,667	112,000	3	4	101.1%	101.0%
\$150,000-\$199,999	9	11.7%	182,300	179,000	3	4	101.0%	100.0%
\$200,000-\$249,999	15	19.5%	226,527	229,900	12	3	103.2%	100.0%
\$250,000-\$299,999	16	20.8%	278,781	280,000	5	2	101.1%	100.0%
\$300,000-\$349,999	8	10.4%	332,463	334,450	25	9	100.0%	100.0%
\$350,000-\$399,999	7	9.1%	375,286	375,000	5	4	99.6%	100.0%
\$400,000-\$449,999	4	5.2%	440,950	444,500	15	9	99.8%	100.0%
\$450,000-\$499,999	9	11.7%	481,956	489,900	22	6	99.4%	100.0%
\$500,000-\$599,999	1	1.3%	549,900	549,900	31	31	100.0%	100.0%
\$600,000-\$749,999	2	2.6%	682,000	682,000	6	6	100.0%	100.0%
\$750,000-\$999,999	2	2.6%	910,000	910,000	8	8	100.0%	100.0%
\$1,000,000 and up	1	1.3%	1,200,000	1,200,000	2	2	100.0%	100.0%



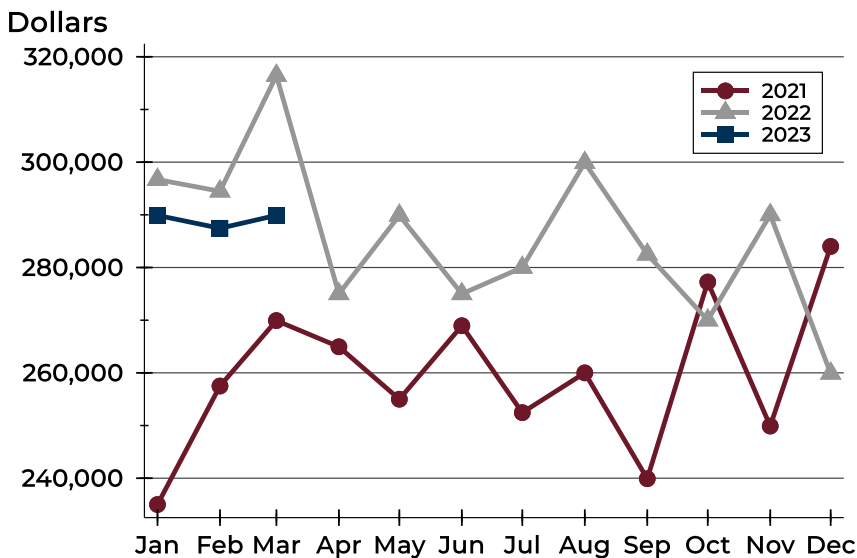
City of Lawrence Contracts Written Analysis

Average Price



Month	2021	2022	2023
January	270,075	313,674	313,083
February	324,637	373,052	334,858
March	301,464	318,167	339,845
April	297,692	328,966	
May	310,322	326,059	
June	291,092	316,044	
July	290,450	342,488	
August	289,806	330,861	
September	280,458	320,001	
October	297,672	308,888	
November	301,109	353,371	
December	296,505	305,041	

Median Price

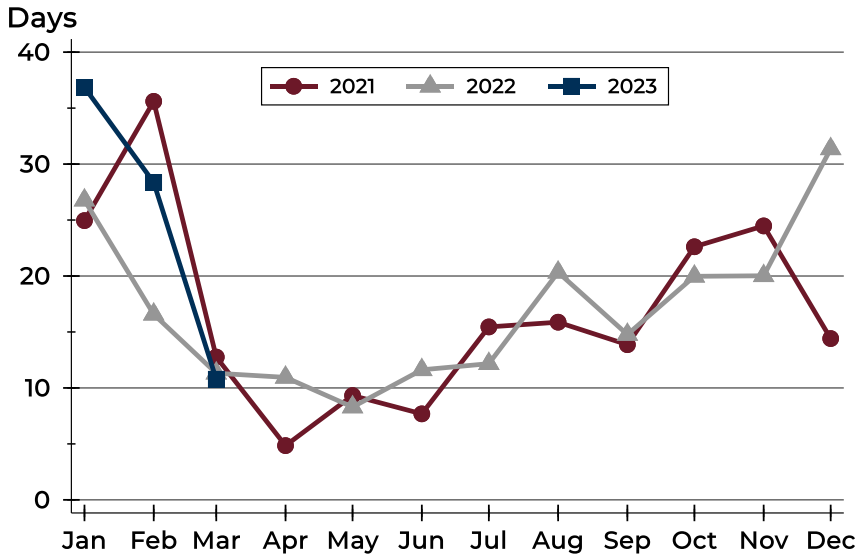


Month	2021	2022	2023
January	235,000	296,700	289,900
February	257,500	294,475	287,450
March	269,925	316,450	289,900
April	264,950	275,000	
May	255,000	289,900	
June	268,950	275,000	
July	252,450	280,000	
August	260,000	299,900	
September	239,900	282,500	
October	277,250	270,000	
November	249,900	290,000	
December	284,000	259,900	



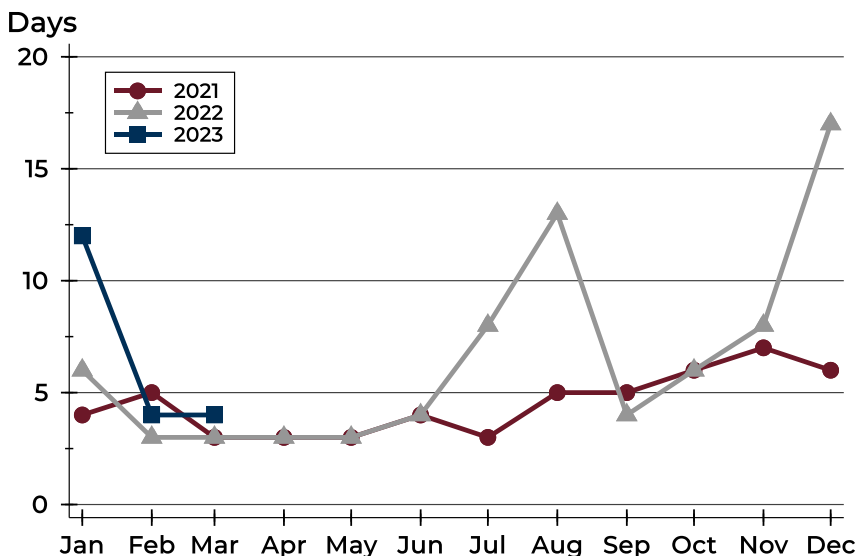
City of Lawrence Contracts Written Analysis

Average DOM



Month	2021	2022	2023
January	25	27	37
February	36	17	28
March	13	11	11
April	5	11	
May	9	8	
June	8	12	
July	15	12	
August	16	20	
September	14	15	
October	23	20	
November	24	20	
December	14	31	

Median DOM



Month	2021	2022	2023
January	4	6	12
February	5	3	4
March	3	3	4
April	3	3	
May	3	3	
June	4	4	
July	3	8	
August	5	13	
September	5	4	
October	6	6	
November	7	8	
December	6	17	



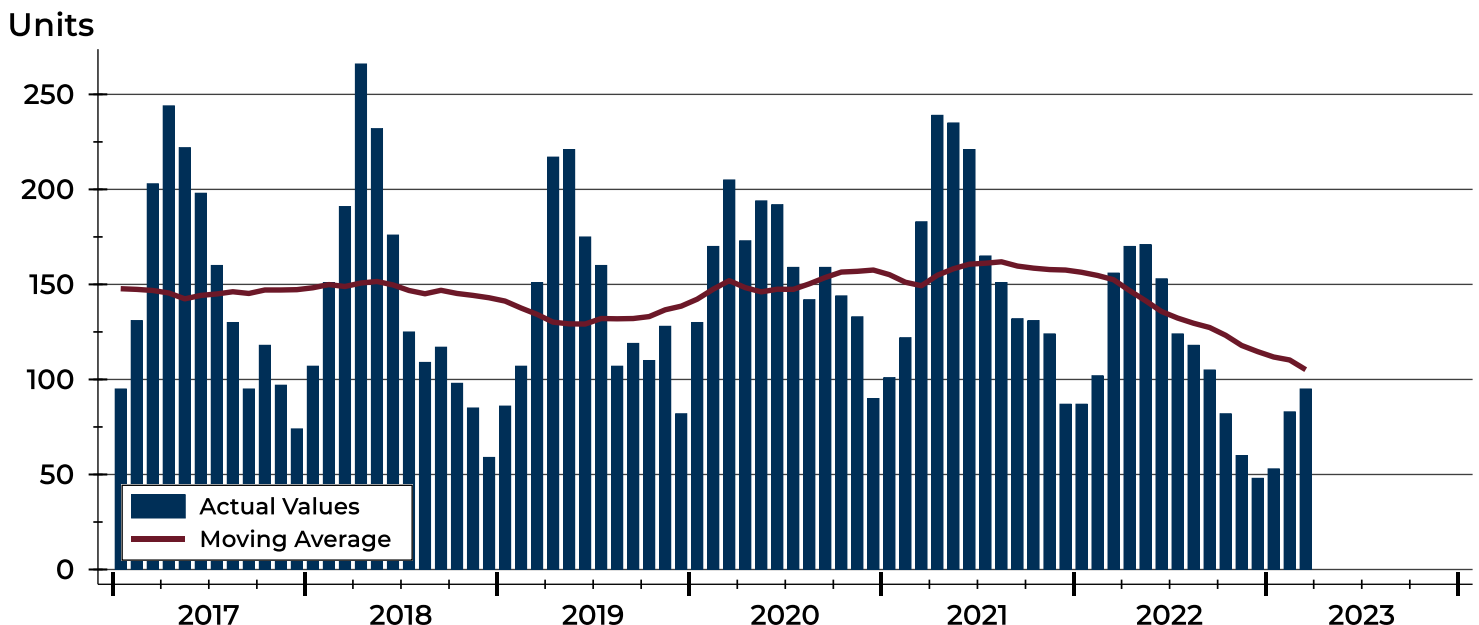
City of Lawrence Pending Contracts Analysis

Summary Statistics for Pending Contracts		2023	End of March 2022	Change
Pending Contracts		95	156	-39.1%
Volume (1,000s)		35,247	55,317	-36.3%
Average	List Price	371,024	354,598	4.6%
	Days on Market	22	16	37.5%
	Percent of Original	99.6%	99.5%	0.1%
Median	List Price	294,900	344,300	-14.3%
	Days on Market	4	4	0.0%
	Percent of Original	100.0%	100.0%	0.0%

A total of 95 listings in the City of Lawrence had contracts pending at the end of March, down from 156 contracts pending at the end of March 2022.

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.

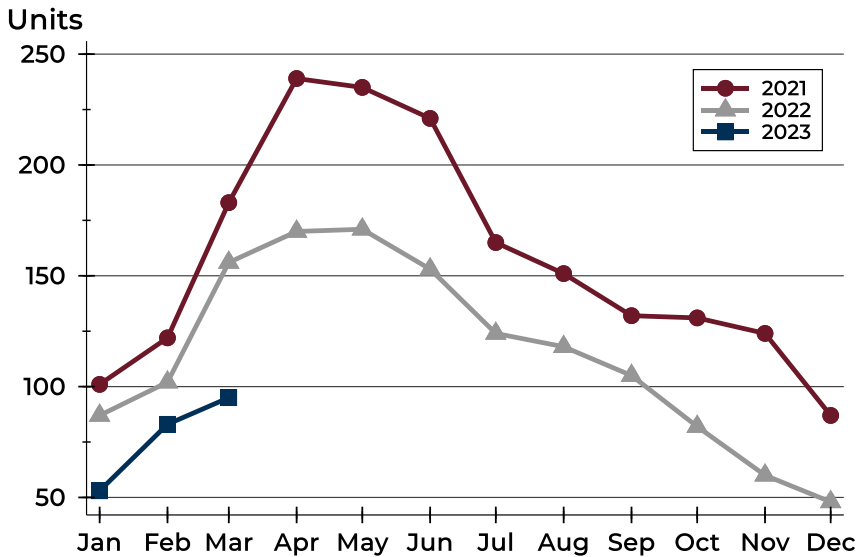
History of Pending Contracts





City of Lawrence Pending Contracts Analysis

Pending Contracts by Month



Month	2021	2022	2023
January	101	87	53
February	122	102	83
March	183	156	95
April	239	170	
May	235	171	
June	221	153	
July	165	124	
August	151	118	
September	132	105	
October	131	82	
November	124	60	
December	87	48	

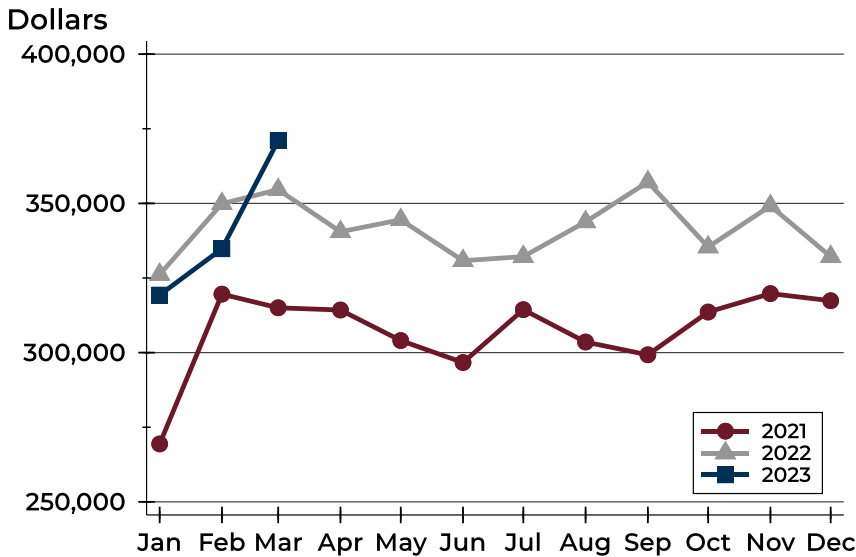
Pending Contracts by Price Range

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	3	3.2%	123,650	112,000	38	4	95.8%	100.0%
\$150,000-\$199,999	12	12.6%	178,833	178,500	11	4	99.6%	100.0%
\$200,000-\$249,999	17	17.9%	224,565	220,000	11	3	100.0%	100.0%
\$250,000-\$299,999	17	17.9%	273,765	275,000	5	3	99.8%	100.0%
\$300,000-\$349,999	12	12.6%	329,883	329,900	32	14	99.0%	100.0%
\$350,000-\$399,999	6	6.3%	374,000	370,000	5	4	99.5%	100.0%
\$400,000-\$449,999	4	4.2%	440,950	444,500	15	9	100.0%	100.0%
\$450,000-\$499,999	11	11.6%	477,864	475,000	86	7	100.2%	100.0%
\$500,000-\$599,999	3	3.2%	541,300	549,000	11	3	100.0%	100.0%
\$600,000-\$749,999	5	5.3%	678,380	675,000	11	8	100.0%	100.0%
\$750,000-\$999,999	2	2.1%	910,000	910,000	8	8	100.0%	100.0%
\$1,000,000 and up	3	3.2%	1,400,000	1,500,000	12	2	100.0%	100.0%



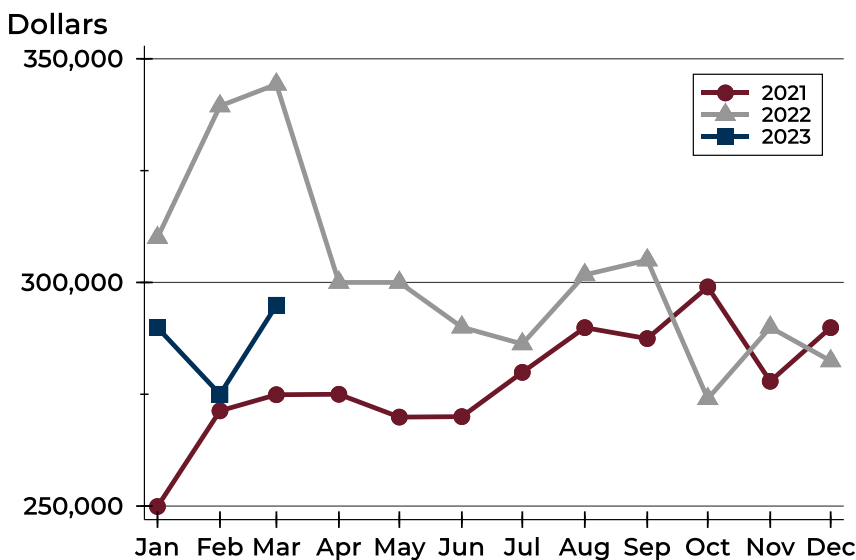
City of Lawrence Pending Contracts Analysis

Average Price



Month	2021	2022	2023
January	269,413	326,176	319,303
February	319,605	349,894	334,790
March	315,023	354,598	371,024
April	314,285	340,485	
May	304,048	344,523	
June	296,684	330,793	
July	314,396	332,179	
August	303,562	343,818	
September	299,276	357,188	
October	313,606	335,385	
November	319,781	349,171	
December	317,398	332,166	

Median Price

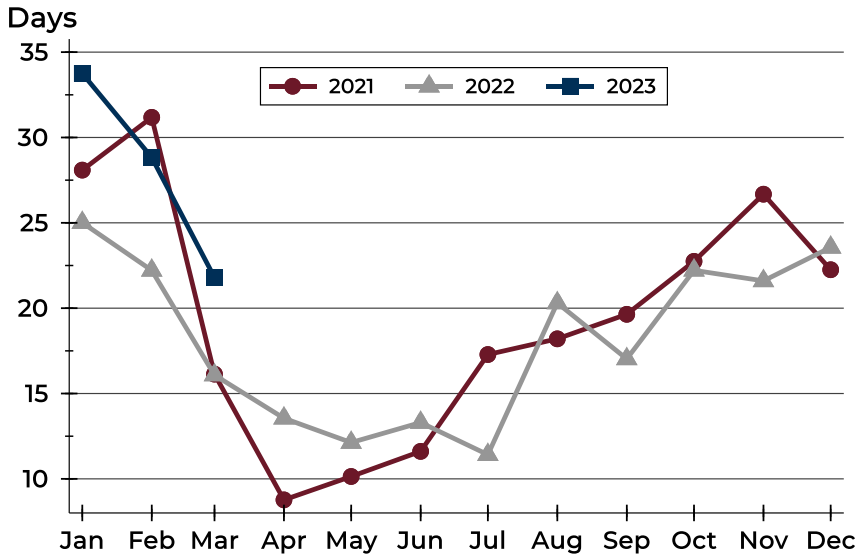


Month	2021	2022	2023
January	249,900	310,000	289,900
February	271,300	339,450	275,000
March	274,900	344,300	294,900
April	275,000	300,000	
May	269,900	300,000	
June	270,000	290,000	
July	279,900	286,250	
August	289,900	301,700	
September	287,450	305,000	
October	299,000	274,000	
November	277,900	289,950	
December	289,900	282,450	



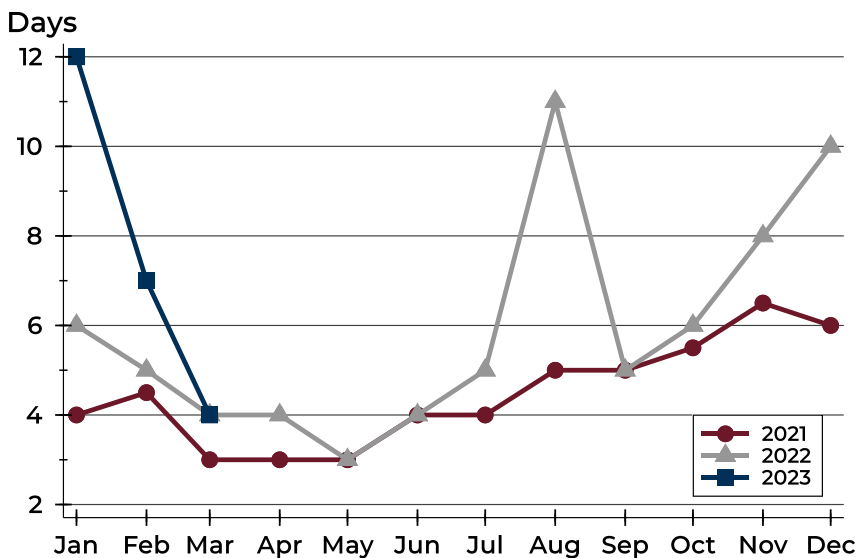
City of Lawrence Pending Contracts Analysis

Average DOM



Month	2021	2022	2023
January	28	25	34
February	31	22	29
March	16	16	22
April	9	14	
May	10	12	
June	12	13	
July	17	11	
August	18	20	
September	20	17	
October	23	22	
November	27	22	
December	22	24	

Median DOM



Month	2021	2022	2023
January	4	6	12
February	5	5	7
March	3	4	4
April	3	4	
May	3	3	
June	4	4	
July	4	5	
August	5	11	
September	5	5	
October	6	6	
November	7	8	
December	6	10	