



**March
2022**

Lawrence MLS Statistics



LAWRENCE
Board of REALTORS®

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 72 units, compared to 77 units in March 2021. Total sales volume was \$21.9 million, down from a year earlier.

The median sale price in March was \$282,300, up from \$275,000 a year earlier. Homes that sold in March were typically on the market for 3 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 80 units, up from 72 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 March was \$337,450.

During March, a total of 129 contracts were written down from 154 in March 2021. At the end of the month, there were 156 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
 685-842-1843
Rob@LawrenceRealtor.com
www.LawrenceRealtor.com



**March
2022**

Lawrence MLS Statistics



LAWRENCE
Board of REALTORS®

City of Lawrence Summary Statistics

March MLS Statistics Three-year History		Current Month			Year-to-Date		
		2022	2021	2020	2022	2021	2020
Home Sales		72	77	105	193	201	226
Change from prior year		-6.5%	-26.7%	40.0%	-4.0%	-11.1%	29.9%
Active Listings		80	72	217	N/A	N/A	N/A
Change from prior year		11.1%	-66.8%	-5.2%			
Months' Supply		0.7	0.7	2.1	N/A	N/A	N/A
Change from prior year		0.0%	-66.7%	-8.7%			
New Listings		134	170	166	284	333	423
Change from prior year		-21.2%	2.4%	-8.3%	-14.7%	-21.3%	16.2%
Contracts Written		129	154	136	257	309	340
Change from prior year		-16.2%	13.2%	0.0%	-16.8%	-9.1%	20.6%
Pending Contracts		156	183	205	N/A	N/A	N/A
Change from prior year		-14.8%	-10.7%	35.8%			
Sales Volume (1,000s)		21,874	23,539	26,342	57,955	55,618	55,527
Change from prior year		-7.1%	-10.6%	52.6%	4.2%	0.2%	31.5%
Average	Sale Price	303,804	305,705	250,879	300,284	276,707	245,697
	Change from prior year	-0.6%	21.9%	9.0%	8.5%	12.6%	1.2%
	List Price of Actives	335,920	376,063	332,866	N/A	N/A	N/A
	Change from prior year	-10.7%	13.0%	2.1%			
	Days on Market	15	34	47	19	36	52
Change from prior year	-55.9%	-27.7%	11.9%	-47.2%	-30.8%	6.1%	
	Percent of List	103.4%	100.9%	98.1%	101.0%	100.1%	98.4%
Change from prior year	2.5%	2.9%	-0.8%	0.9%	1.7%	-0.1%	
	Percent of Original	103.3%	100.5%	96.7%	100.5%	99.4%	96.9%
Change from prior year	2.8%	3.9%	-1.0%	1.1%	2.6%	-0.2%	
Median	Sale Price	282,300	275,000	225,000	277,600	240,000	226,250
	Change from prior year	2.7%	22.2%	9.8%	15.7%	6.1%	5.3%
	List Price of Actives	337,450	307,450	308,000	N/A	N/A	N/A
	Change from prior year	9.8%	-0.2%	-0.6%			
	Days on Market	3	4	13	4	4	24
Change from prior year	-25.0%	-69.2%	8.3%	0.0%	-83.3%	0.0%	
	Percent of List	100.0%	100.0%	98.9%	100.0%	100.0%	99.4%
Change from prior year	0.0%	1.1%	-1.1%	0.0%	0.6%	0.2%	
	Percent of Original	100.0%	100.0%	98.5%	100.0%	100.0%	98.6%
Change from prior year	0.0%	1.5%	-1.5%	0.0%	1.4%	0.6%	

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



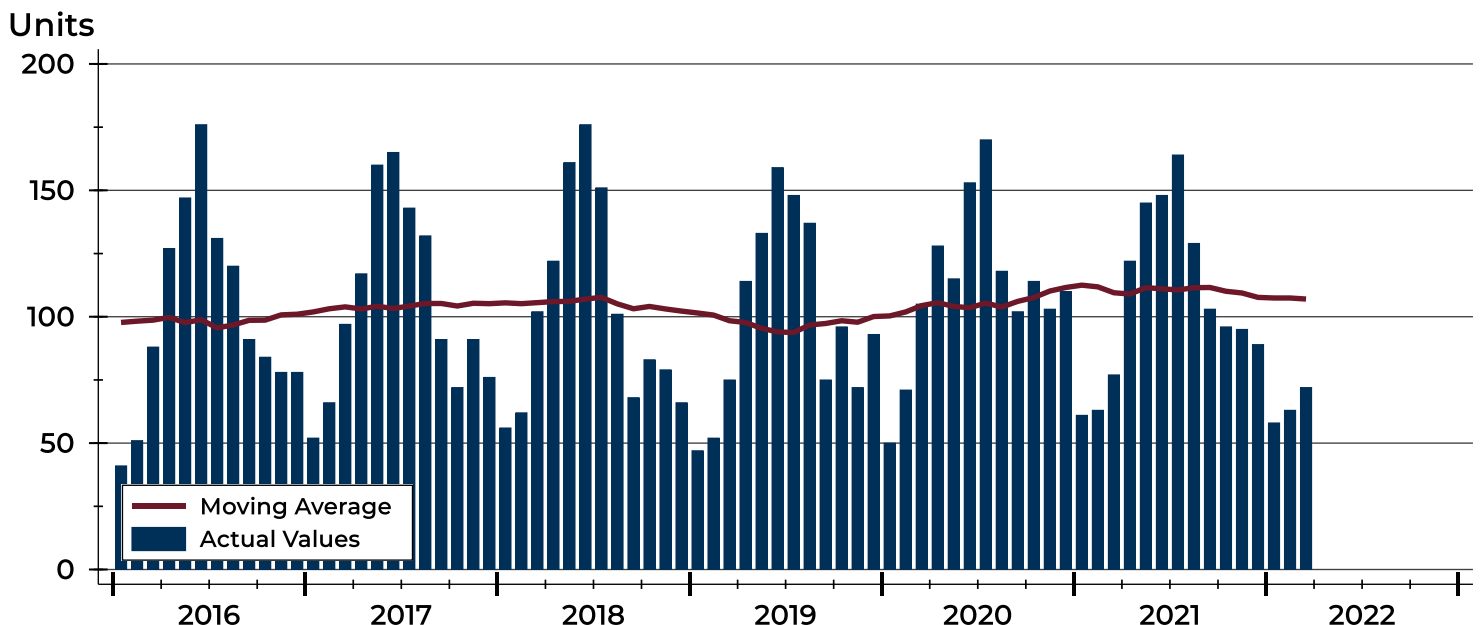
City of Lawrence Closed Listings Analysis

Summary Statistics for Closed Listings		2022	March 2021	Change	2022	Year-to-Date 2021	Change
Closed Listings		72	77	-6.5%	193	201	-4.0%
Volume (1,000s)		21,874	23,539	-7.1%	57,955	55,618	4.2%
Months' Supply		0.7	0.7	0.0%	N/A	N/A	N/A
Average	Sale Price	303,804	305,705	-0.6%	300,284	276,707	8.5%
	Days on Market	15	34	-55.9%	19	36	-47.2%
	Percent of List	103.4%	100.9%	2.5%	101.0%	100.1%	0.9%
	Percent of Original	103.3%	100.5%	2.8%	100.5%	99.4%	1.1%
Median	Sale Price	282,300	275,000	2.7%	277,600	240,000	15.7%
	Days on Market	3	4	-25.0%	4	4	0.0%
	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 72 homes sold in the City of Lawrence in March, down from 77 units in March 2021. Total sales volume fell to \$21.9 million compared to \$23.5 million in the previous year.

The median sales price in March was \$282,300, up 2.7% compared to the prior year. Median days on market was 3 days, down from 5 days in February, and down from 4 in March 2021.

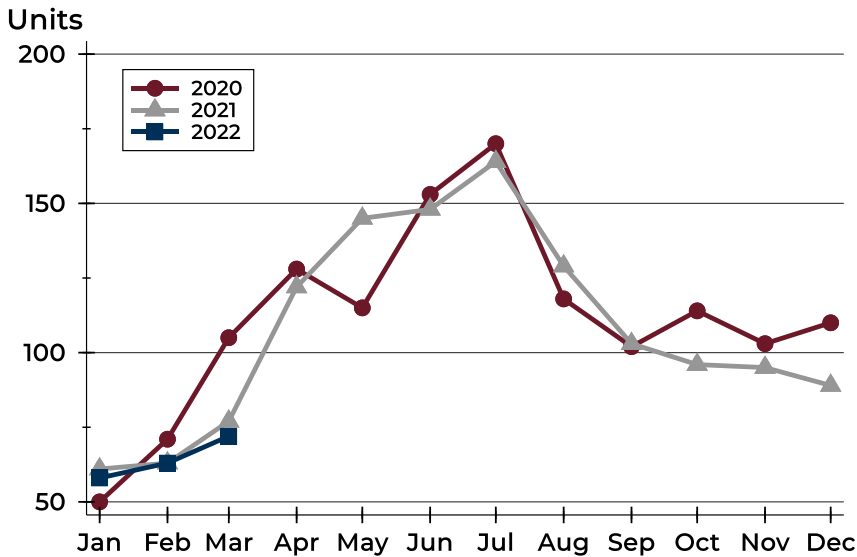
History of Closed Listings





City of Lawrence Closed Listings Analysis

Closed Listings by Month



Month	2020	2021	2022
January	50	61	58
February	71	63	63
March	105	77	72
April	128	122	
May	115	145	
June	153	148	
July	170	164	
August	118	129	
September	102	103	
October	114	96	
November	103	95	
December	110	89	

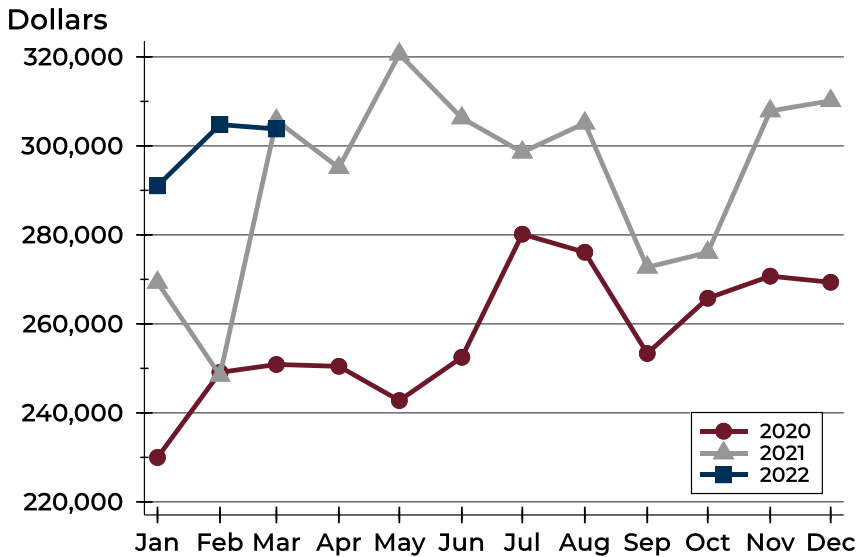
Closed Listings by Price Range

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	1	1.4%	1.5	72,000	72,000	0	0	100.0%	100.0%	100.0%	100.0%
\$100,000-\$149,999	4	5.6%	0.9	122,950	124,950	5	5	99.3%	100.0%	99.3%	100.0%
\$150,000-\$199,999	9	12.5%	0.2	175,542	175,880	14	2	104.4%	100.5%	104.4%	100.5%
\$200,000-\$249,999	14	19.4%	0.4	222,143	221,000	3	2	108.6%	108.1%	108.6%	108.1%
\$250,000-\$299,999	10	13.9%	0.5	270,570	270,500	5	3	103.6%	102.7%	103.6%	102.7%
\$300,000-\$349,999	10	13.9%	0.8	330,095	334,450	8	3	101.8%	100.7%	101.8%	100.7%
\$350,000-\$399,999	9	12.5%	1.0	374,986	376,000	19	5	102.3%	100.0%	101.8%	100.0%
\$400,000-\$449,999	4	5.6%	0.3	422,250	424,500	25	7	101.6%	101.2%	101.6%	101.2%
\$450,000-\$499,999	6	8.3%	2.3	466,633	467,400	43	35	101.3%	100.0%	101.3%	100.0%
\$500,000-\$599,999	4	5.6%	0.9	527,225	530,000	51	59	99.5%	100.0%	99.5%	100.0%
\$600,000-\$749,999	1	1.4%	2.2	641,000	641,000	4	4	100.2%	100.2%	100.2%	100.2%
\$750,000-\$999,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	0	0.0%	0.0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A



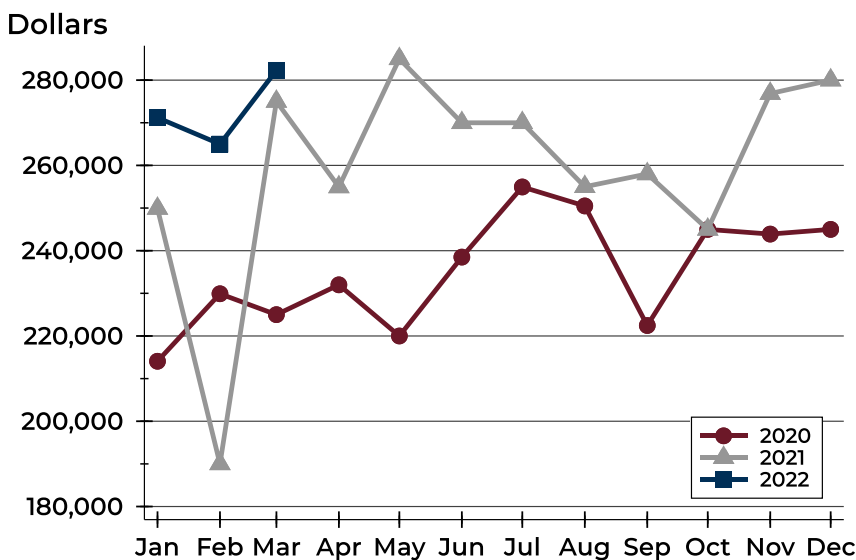
City of Lawrence Closed Listings Analysis

Average Price



Month	2020	2021	2022
January	229,973	269,320	291,023
February	249,106	248,417	304,787
March	250,879	305,705	303,804
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	307,845	
December	269,355	310,146	

Median Price

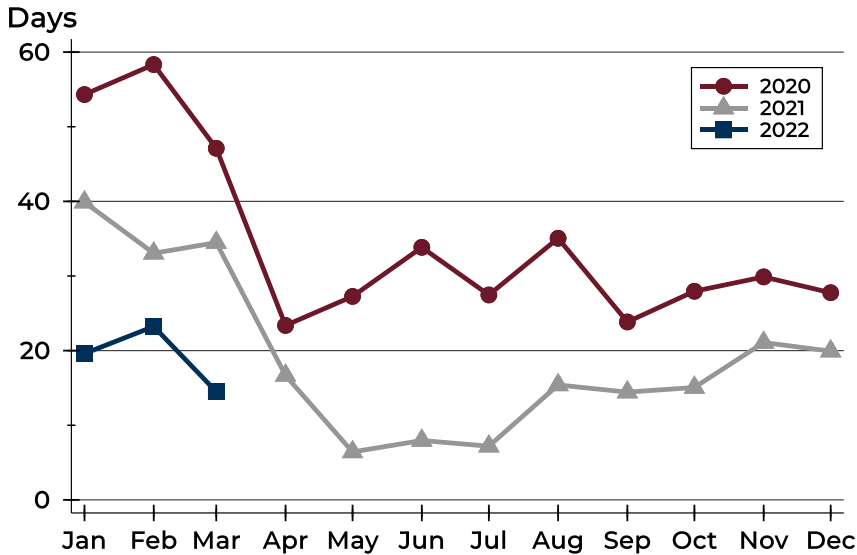


Month	2020	2021	2022
January	214,075	249,900	271,200
February	229,900	190,000	265,000
March	225,000	275,000	282,300
April	232,000	254,950	
May	220,000	285,000	
June	238,500	270,000	
July	254,950	270,000	
August	250,500	255,000	
September	222,450	258,000	
October	245,000	245,000	
November	243,900	276,850	
December	245,000	280,000	



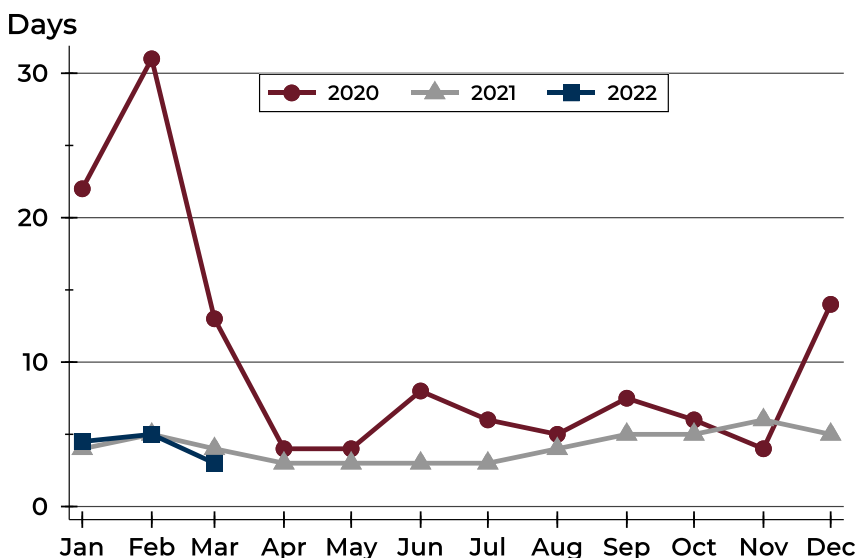
City of Lawrence Closed Listings Analysis

Average DOM



Month	2020	2021	2022
January	54	40	20
February	58	33	23
March	47	34	15
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	5
February	31	5	5
March	13	4	3
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	



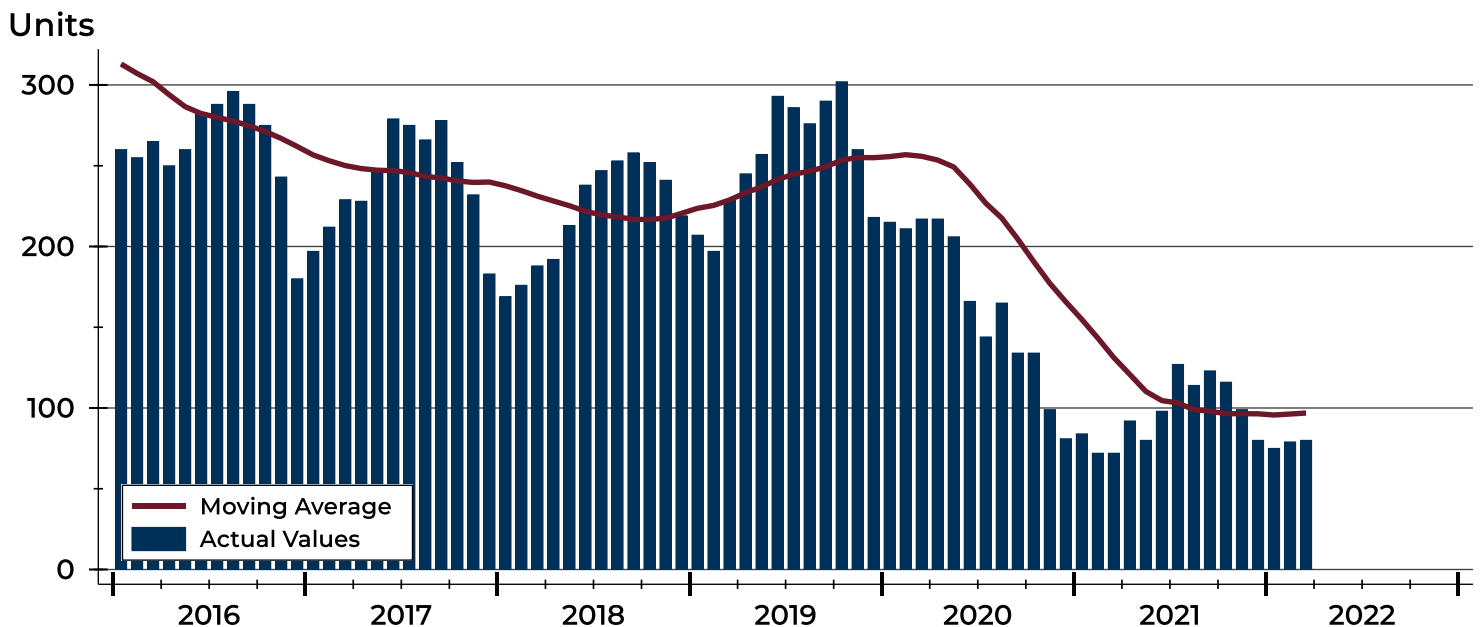
City of Lawrence Active Listings Analysis

Summary Statistics for Active Listings		2022	End of March 2021	Change
Active Listings		80	72	11.1%
Volume (1,000s)		26,874	27,077	-0.7%
Months' Supply		0.7	0.7	0.0%
Average	List Price	335,920	376,063	-10.7%
	Days on Market	50	47	6.4%
	Percent of Original	98.9%	98.6%	0.3%
Median	List Price	337,450	307,450	9.8%
	Days on Market	35	16	118.8%
	Percent of Original	100.0%	100.0%	0.0%

A total of 80 homes were available for sale in the City of Lawrence at the end of March. This represents a 0.7 months' supply of active listings.

The median list price of homes on the market at the end of March was \$337,450, up 9.8% from 2021. The typical time on market for active listings was 35 days, up from 16 days a year earlier.

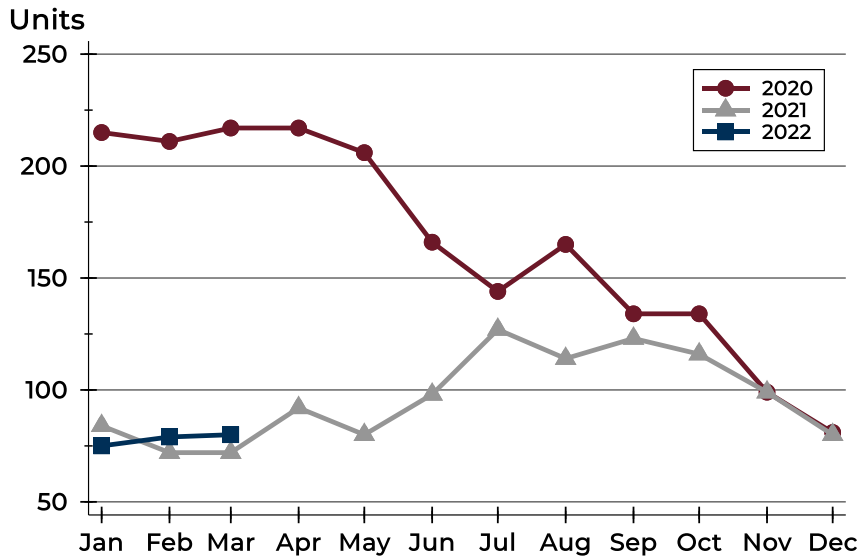
History of Active Listings





City of Lawrence Active Listings Analysis

Active Listings by Month



Month	2020	2021	2022
January	215	84	75
February	211	72	79
March	217	72	80
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	

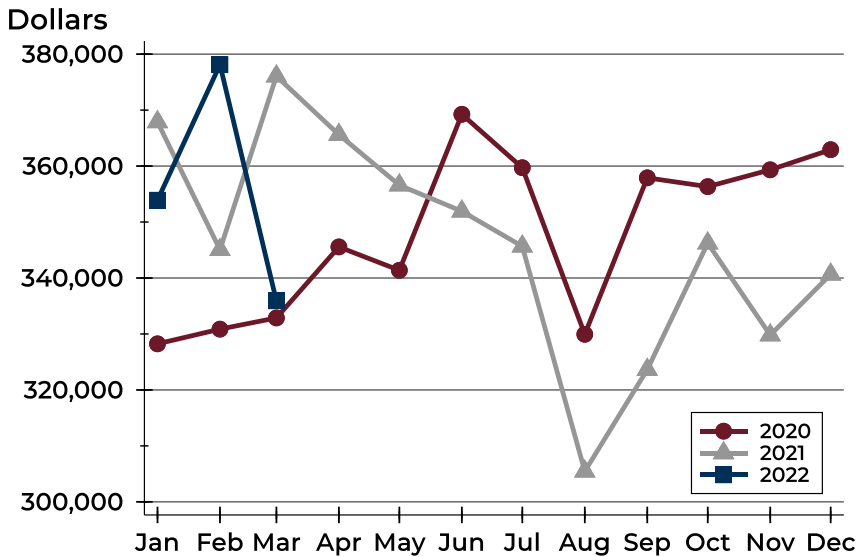
Active Listings by Price Range

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	7.5%	N/A	1,465	1,173	37	12	100.0%	100.0%
\$50,000-\$99,999	4	5.0%	1.5	84,905	86,725	60	46	92.8%	99.1%
\$100,000-\$149,999	6	7.5%	0.9	128,600	127,900	42	23	94.7%	98.5%
\$150,000-\$199,999	4	5.0%	0.2	173,725	175,000	23	10	100.0%	100.0%
\$200,000-\$249,999	7	8.8%	0.4	222,629	220,000	29	3	100.2%	100.0%
\$250,000-\$299,999	9	11.3%	0.5	273,844	269,900	18	6	99.6%	100.0%
\$300,000-\$349,999	10	12.5%	0.8	335,330	340,000	46	58	99.8%	100.0%
\$350,000-\$399,999	8	10.0%	1.0	386,138	392,500	48	35	100.2%	100.0%
\$400,000-\$449,999	2	2.5%	0.3	417,400	417,400	120	120	98.3%	98.3%
\$450,000-\$499,999	12	15.0%	2.3	466,692	467,900	76	57	100.0%	100.0%
\$500,000-\$599,999	5	6.3%	0.9	563,680	572,500	26	10	100.0%	100.0%
\$600,000-\$749,999	4	5.0%	2.2	674,975	675,000	108	48	97.1%	100.0%
\$750,000-\$999,999	3	3.8%	N/A	879,967	845,000	88	74	96.8%	100.0%
\$1,000,000 and up	0	0.0%	0.0	N/A	N/A	N/A	N/A	N/A	N/A



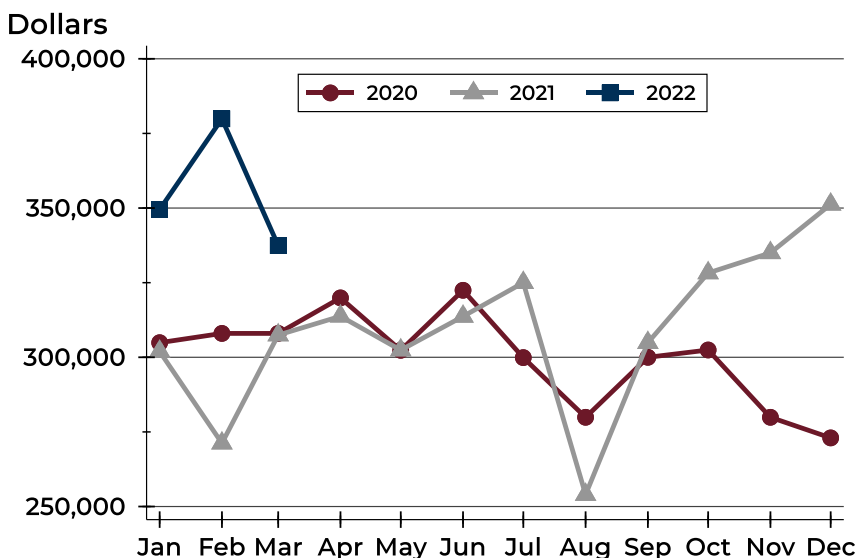
City of Lawrence Active Listings Analysis

Average Price



Month	2020	2021	2022
January	328,240	367,887	353,910
February	330,864	345,051	378,114
March	332,866	376,063	335,920
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

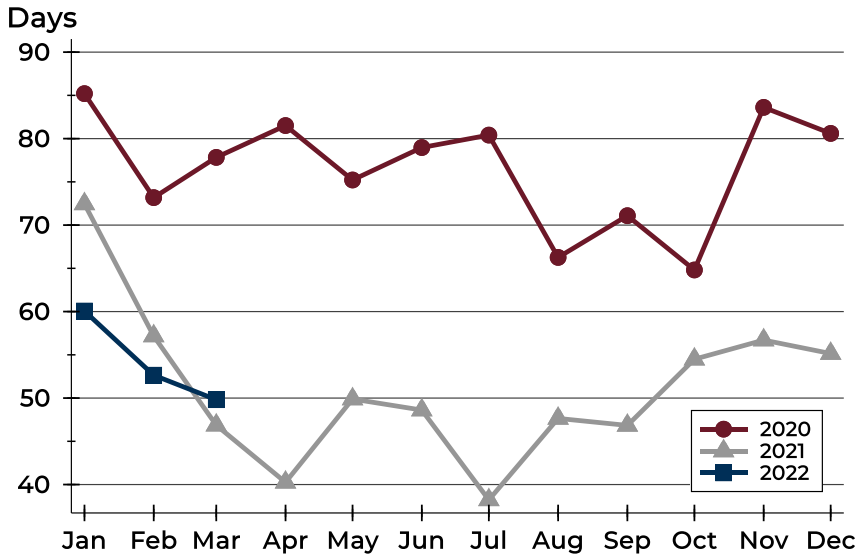


Month	2020	2021	2022
January	304,900	301,950	349,500
February	308,000	271,225	379,900
March	308,000	307,450	337,450
April	319,900	313,750	
May	302,350	302,400	
June	322,450	313,700	
July	299,900	325,000	
August	279,900	254,000	
September	300,000	304,900	
October	302,450	328,250	
November	279,900	335,000	
December	273,000	351,250	



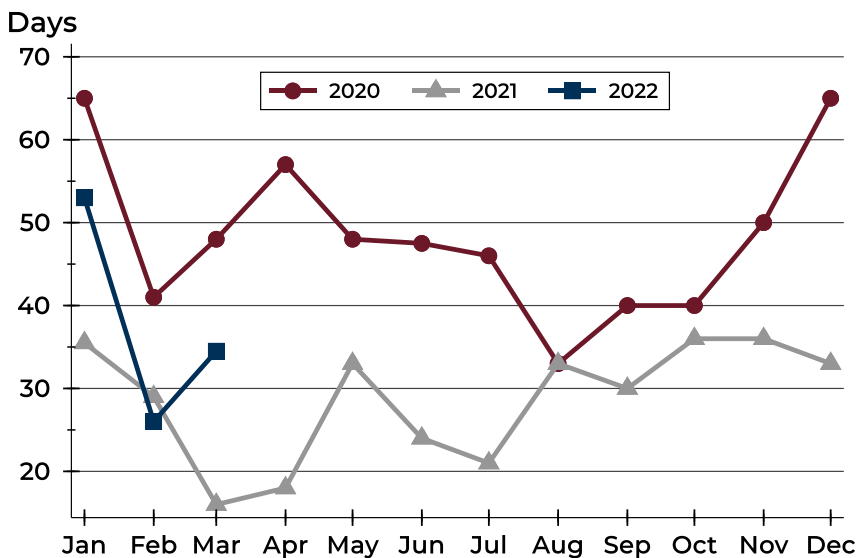
City of Lawrence Active Listings Analysis

Average DOM



Month	2020	2021	2022
January	85	72	60
February	73	57	53
March	78	47	50
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

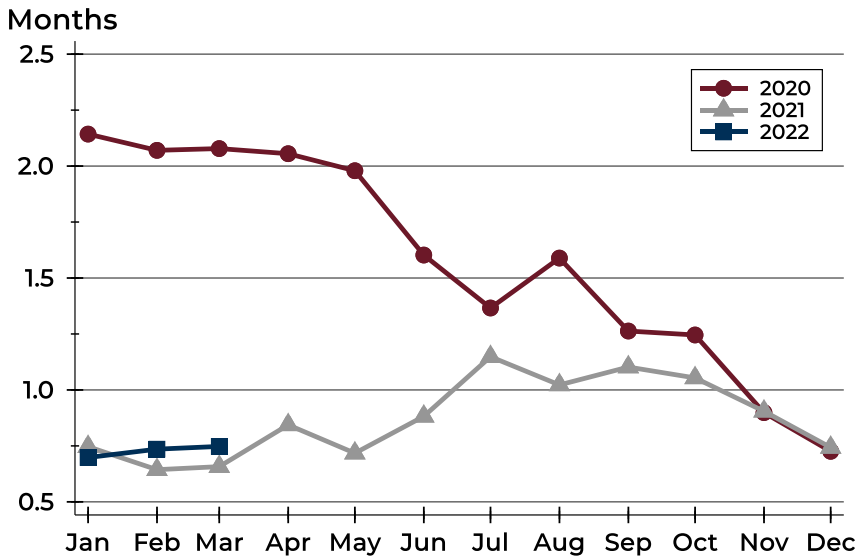


Month	2020	2021	2022
January	65	36	53
February	41	29	26
March	48	16	35
April	57	18	
May	48	33	
June	48	24	
July	46	21	
August	33	33	
September	40	30	
October	40	36	
November	50	36	
December	65	33	



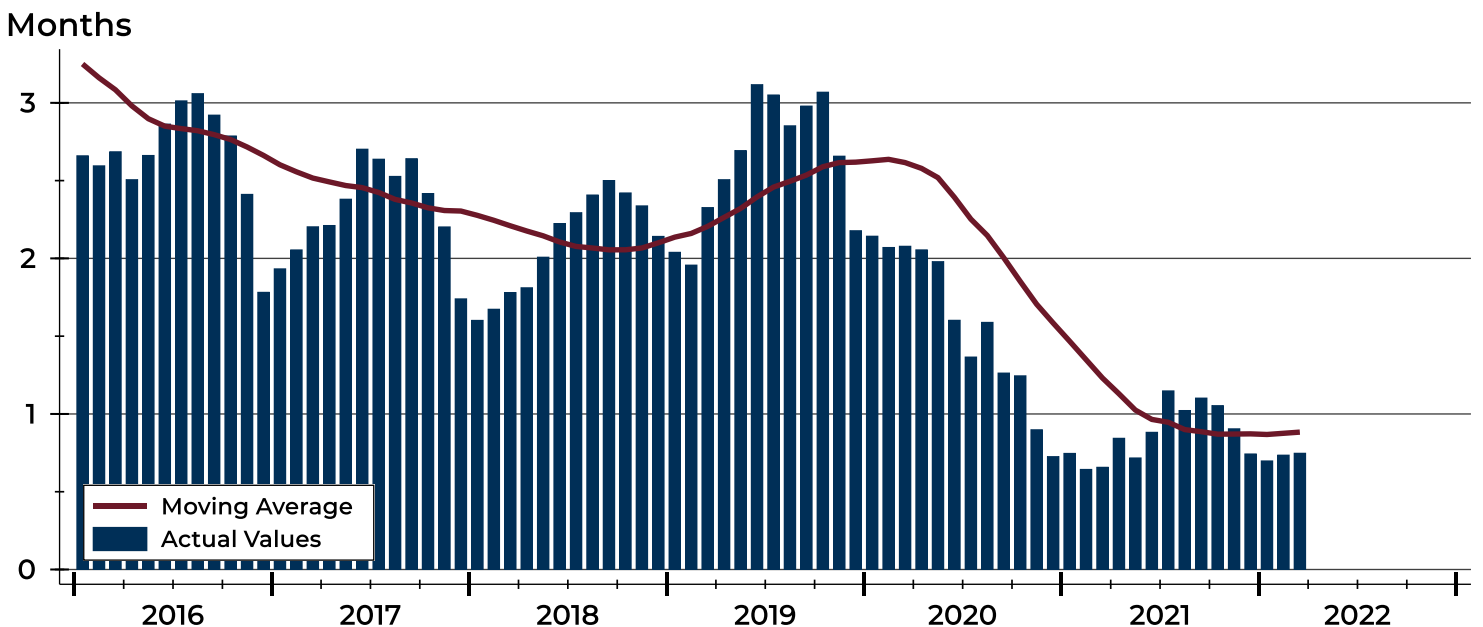
City of Lawrence Months' Supply Analysis

Months' Supply by Month



Month	2020	2021	2022
January	2.1	0.7	0.7
February	2.1	0.6	0.7
March	2.1	0.7	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





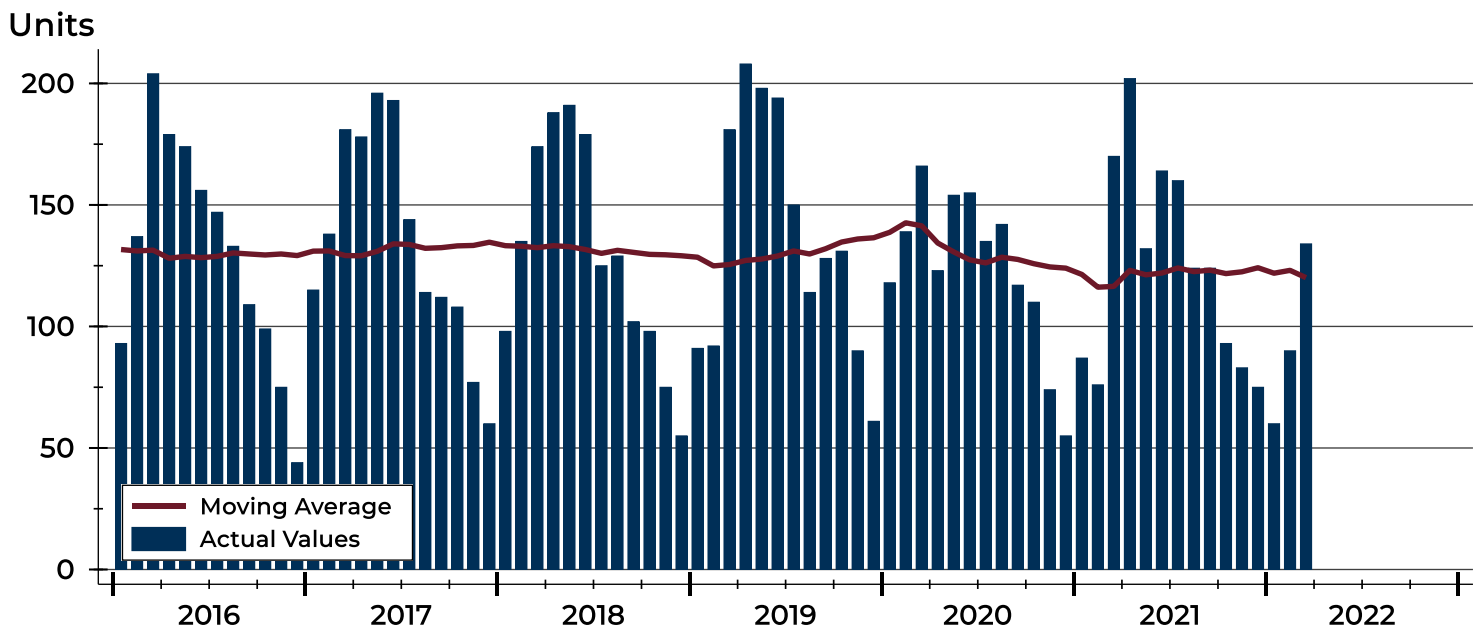
City of Lawrence New Listings Analysis

Summary Statistics for New Listings		2022	March 2021	Change
Current Month	New Listings	134	170	-21.2%
	Volume (1,000s)	40,528	53,407	-24.1%
	Average List Price	302,450	314,158	-3.7%
	Median List Price	287,000	274,950	4.4%
Year-to-Date	New Listings	284	333	-14.7%
	Volume (1,000s)	91,345	99,897	-8.6%
	Average List Price	321,639	299,992	7.2%
	Median List Price	305,000	255,000	19.6%

A total of 134 new listings were added in the City of Lawrence during March, down 21.2% from the same month in 2021. Year-to-date the City of Lawrence has seen 284 new listings.

The median list price of these homes was \$287,000 up from \$274,950 in 2021.

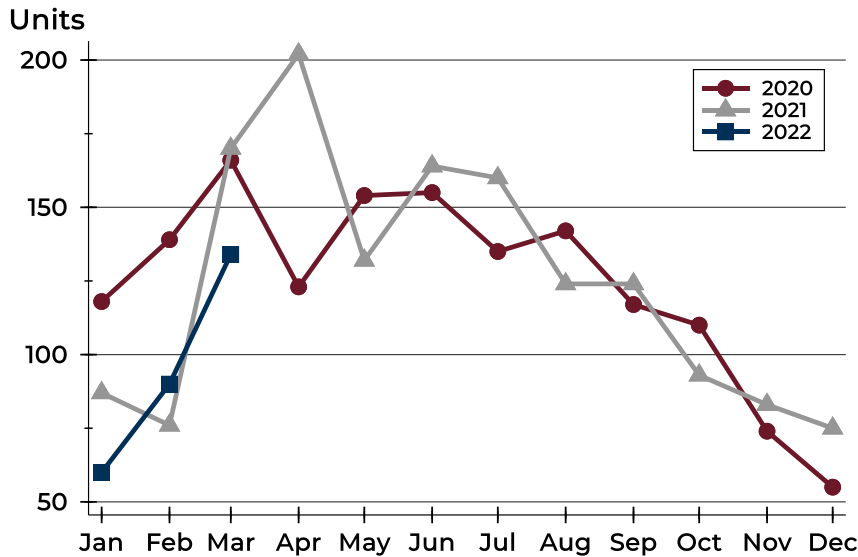
History of New Listings





City of Lawrence New Listings Analysis

New Listings by Month



Month	2020	2021	2022
January	118	87	60
February	139	76	90
March	166	170	134
April	123	202	
May	154	132	
June	155	164	
July	135	160	
August	142	124	
September	117	124	
October	110	93	
November	74	83	
December	55	75	

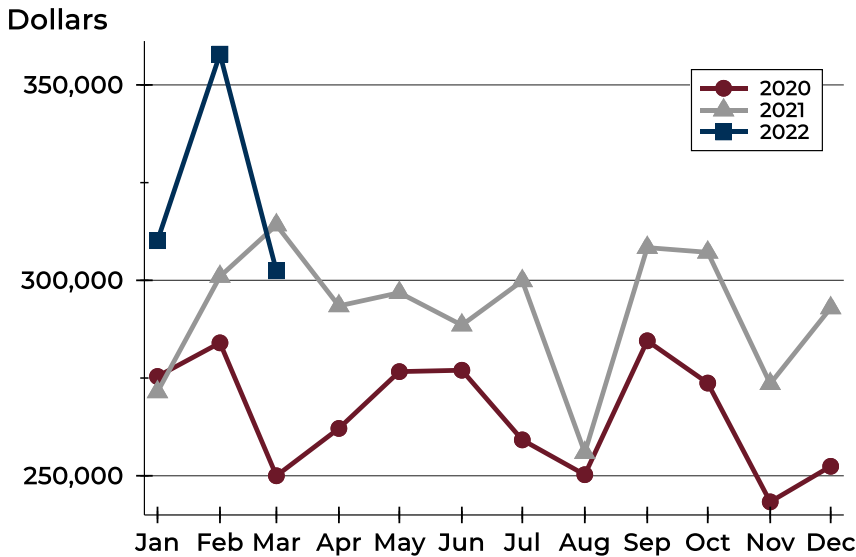
New Listings by Price Range

Price Range	New Listings		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$50,000	5	3.7%	1,565	1,250	17	13	100.0%	100.0%
\$50,000-\$99,999	4	3.0%	79,225	73,500	6	7	100.0%	100.0%
\$100,000-\$149,999	8	6.0%	136,438	139,900	4	3	101.7%	100.0%
\$150,000-\$199,999	17	12.7%	173,735	170,000	4	2	102.1%	100.0%
\$200,000-\$249,999	18	13.4%	228,419	229,000	3	2	100.6%	100.0%
\$250,000-\$299,999	20	14.9%	273,805	275,000	7	4	100.1%	100.0%
\$300,000-\$349,999	19	14.2%	332,189	334,900	7	4	100.1%	100.0%
\$350,000-\$399,999	10	7.5%	376,558	372,250	7	6	100.0%	100.0%
\$400,000-\$449,999	11	8.2%	419,973	425,000	5	4	99.5%	100.0%
\$450,000-\$499,999	6	4.5%	469,033	469,900	7	3	100.0%	100.0%
\$500,000-\$599,999	13	9.7%	537,300	525,000	6	3	99.6%	100.0%
\$600,000-\$749,999	2	1.5%	637,500	637,500	9	9	100.0%	100.0%
\$750,000-\$999,999	1	0.7%	799,900	799,900	29	29	100.0%	100.0%
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



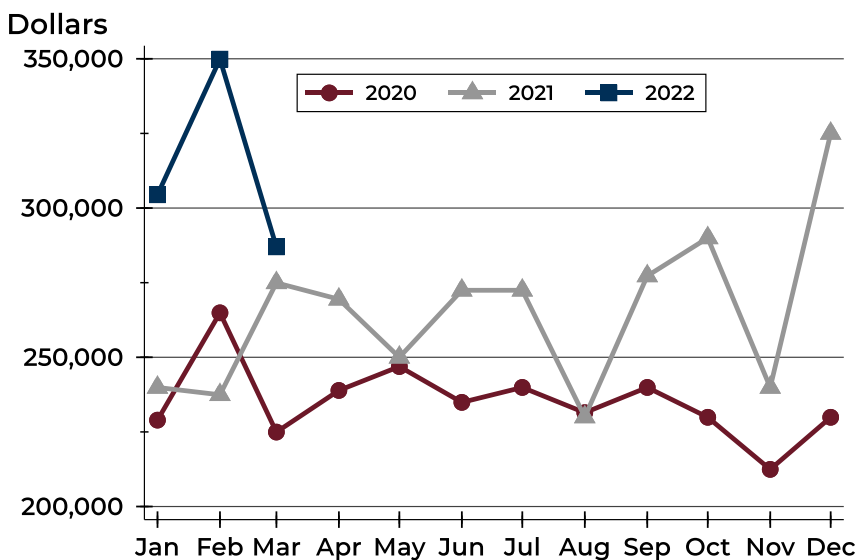
City of Lawrence New Listings Analysis

Average Price



Month	2020	2021	2022
January	275,402	271,450	310,146
February	284,009	300,975	357,872
March	249,995	314,158	302,450
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	308,376	
October	273,711	307,168	
November	243,317	273,545	
December	252,416	292,927	

Median Price



Month	2020	2021	2022
January	228,950	239,900	304,450
February	264,900	237,450	349,900
March	224,950	274,950	287,000
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	277,250	
October	229,900	290,000	
November	212,450	239,900	
December	229,900	325,000	

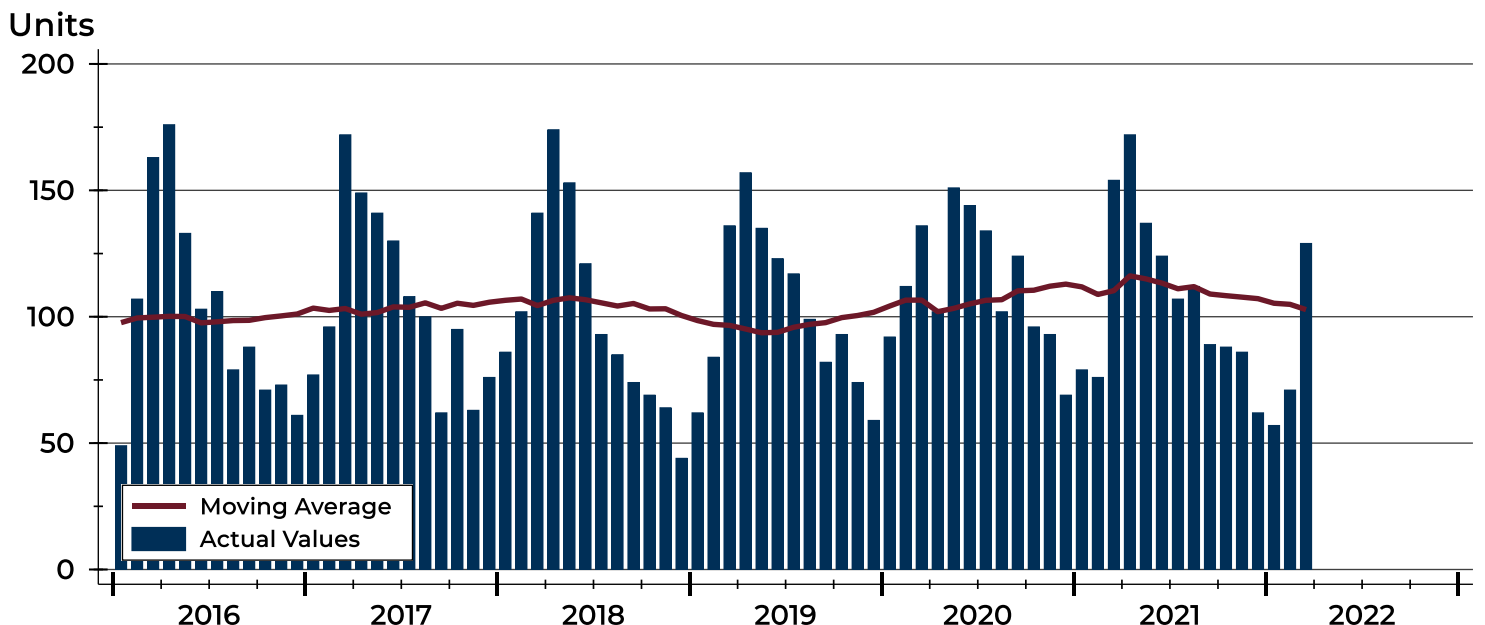


City of Lawrence Contracts Written Analysis

Summary Statistics for Contracts Written		2022	March 2021	Change	2022	Year-to-Date 2021	Change
Contracts Written		129	154	-16.2%	257	309	-16.8%
Volume (1,000s)		41,671	46,425	-10.2%	83,521	92,434	-9.6%
Average	Sale Price	323,029	301,464	7.2%	324,985	299,138	8.6%
	Days on Market	12	13	-7.7%	17	21	-19.0%
	Percent of Original	100.3%	102.4%	-2.1%	100.9%	100.9%	0.0%
Median	Sale Price	329,900	269,925	22.2%	310,000	254,900	21.6%
	Days on Market	4	3	33.3%	4	3	33.3%
	Percent of Original	100.0%	100.9%	-0.9%	100.0%	100.0%	0.0%

A total of 129 contracts for sale were written in the City of Lawrence during the month of March, down from 154 in 2021. The median list price of these homes was \$329,900, up from \$269,925 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 2021.

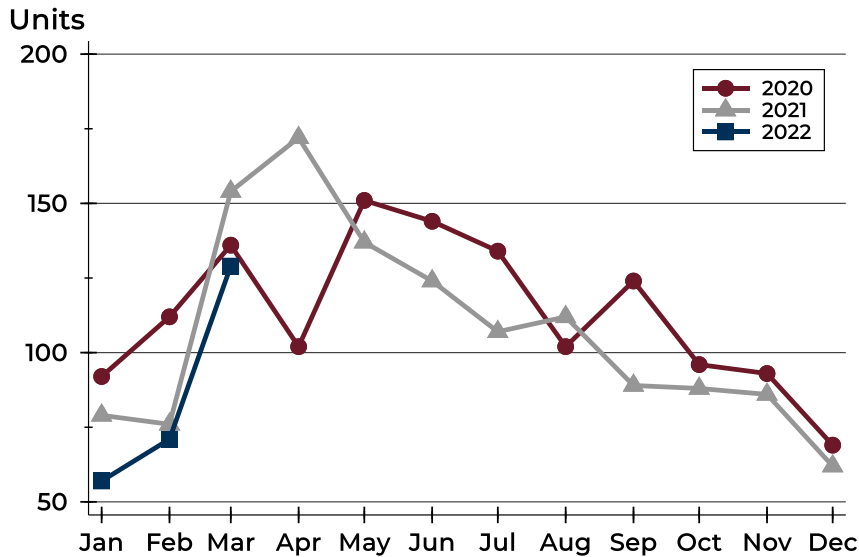
History of Contracts Written





City of Lawrence Contracts Written Analysis

Contracts Written by Month



Month	2020	2021	2022
January	92	79	57
February	112	76	71
March	136	154	129
April	102	172	
May	151	137	
June	144	124	
July	134	107	
August	102	112	
September	124	89	
October	96	88	
November	93	86	
December	69	62	

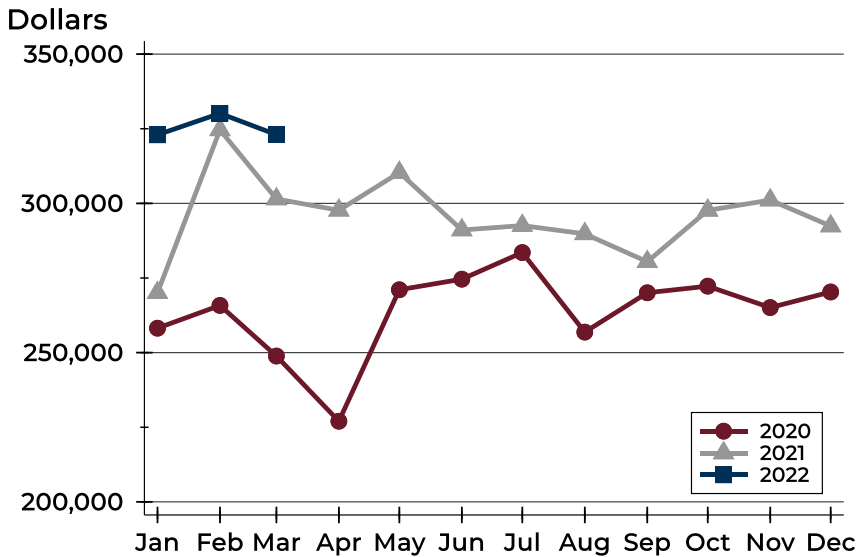
Contracts Written by Price Range

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	5	3.9%	83,280	75,000	5	4	100.0%	100.0%
\$100,000-\$149,999	7	5.4%	135,371	139,900	3	3	102.0%	100.0%
\$150,000-\$199,999	16	12.4%	174,125	170,000	9	2	102.0%	100.0%
\$200,000-\$249,999	15	11.6%	232,530	234,900	4	2	101.0%	100.0%
\$250,000-\$299,999	16	12.4%	275,388	277,000	6	4	99.8%	100.0%
\$300,000-\$349,999	18	14.0%	331,778	333,950	5	4	100.5%	100.0%
\$350,000-\$399,999	15	11.6%	370,492	364,900	35	25	100.4%	100.0%
\$400,000-\$449,999	13	10.1%	424,131	425,000	23	5	99.8%	100.0%
\$450,000-\$499,999	10	7.8%	470,400	469,900	22	6	99.1%	100.0%
\$500,000-\$599,999	11	8.5%	533,773	539,000	4	3	99.5%	100.0%
\$600,000-\$749,999	3	2.3%	669,333	675,000	12	6	96.2%	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



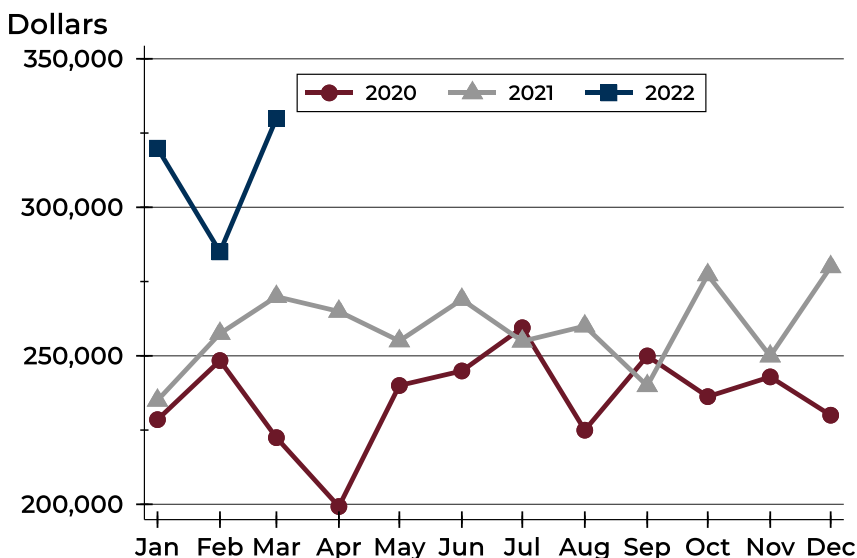
City of Lawrence Contracts Written Analysis

Average Price



Month	2020	2021	2022
January	258,187	270,075	322,974
February	265,812	324,637	330,153
March	248,864	301,464	323,029
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	297,672	
November	265,091	301,109	
December	270,325	292,416	

Median Price

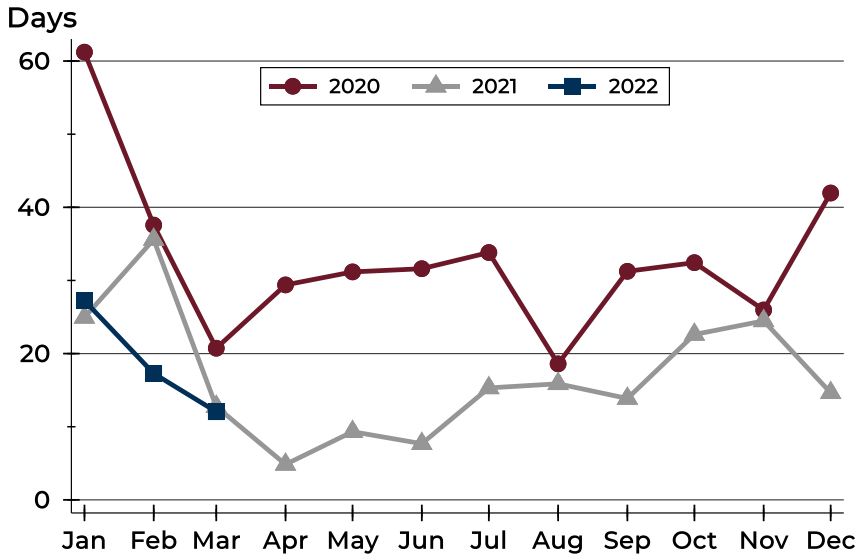


Month	2020	2021	2022
January	228,500	235,000	319,900
February	248,400	257,500	285,000
March	222,450	269,925	329,900
April	199,250	264,950	
May	240,000	255,000	
June	244,900	268,950	
July	259,450	254,900	
August	224,950	260,000	
September	249,950	239,900	
October	236,250	277,250	
November	242,900	249,900	
December	230,000	279,950	



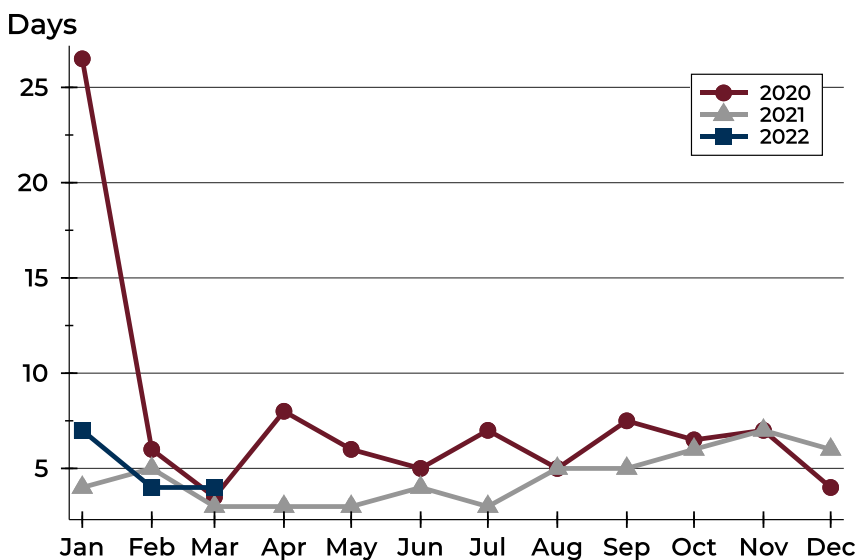
City of Lawrence Contracts Written Analysis

Average DOM



Month	2020	2021	2022
January	61	25	27
February	38	36	17
March	21	13	12
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	7
February	6	5	4
March	4	3	4
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	6	



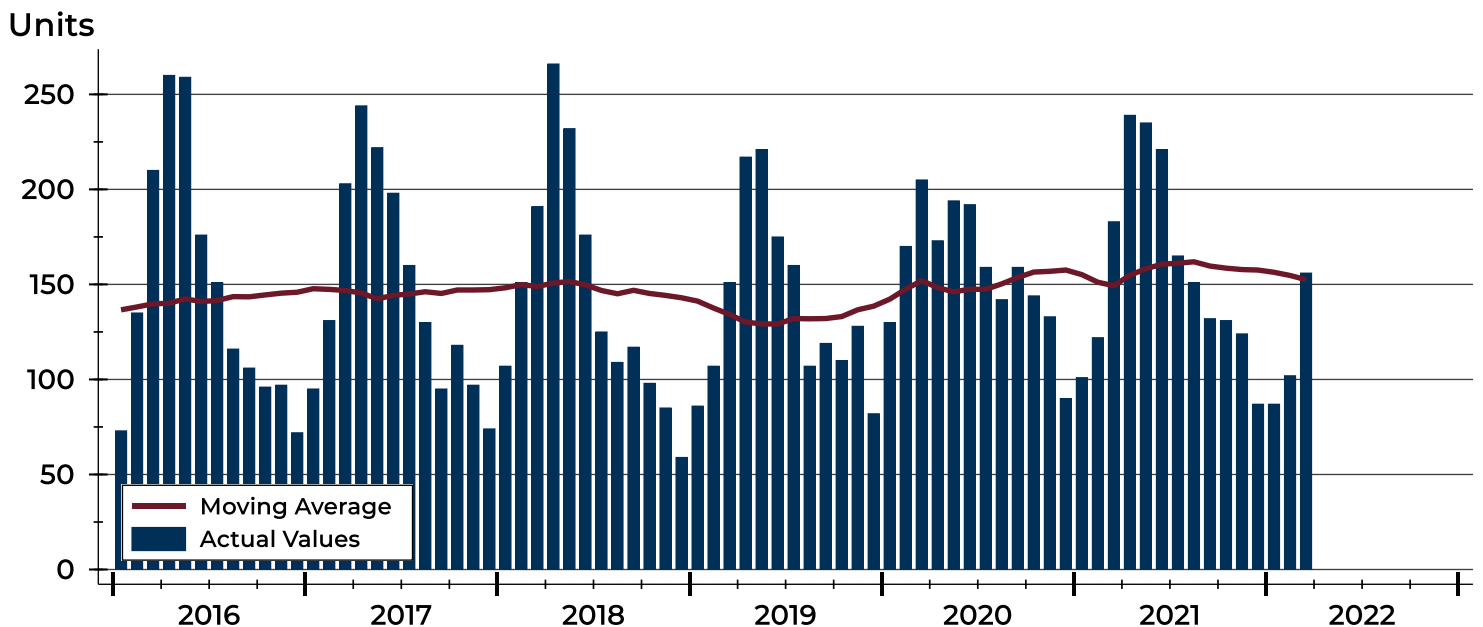
City of Lawrence Pending Contracts Analysis

Summary Statistics for Pending Contracts		2022	End of March 2021	Change
Pending Contracts		156	183	-14.8%
Volume (1,000s)		55,317	57,649	-4.0%
Average	List Price	354,598	315,023	12.6%
	Days on Market	16	16	0.0%
	Percent of Original	99.5%	99.7%	-0.2%
Median	List Price	344,300	274,900	25.2%
	Days on Market	4	3	33.3%
	Percent of Original	100.0%	100.0%	0.0%

A total of 156 listings in the City of Lawrence had contracts pending at the end of March, down from 183 contracts pending at the end of March 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.

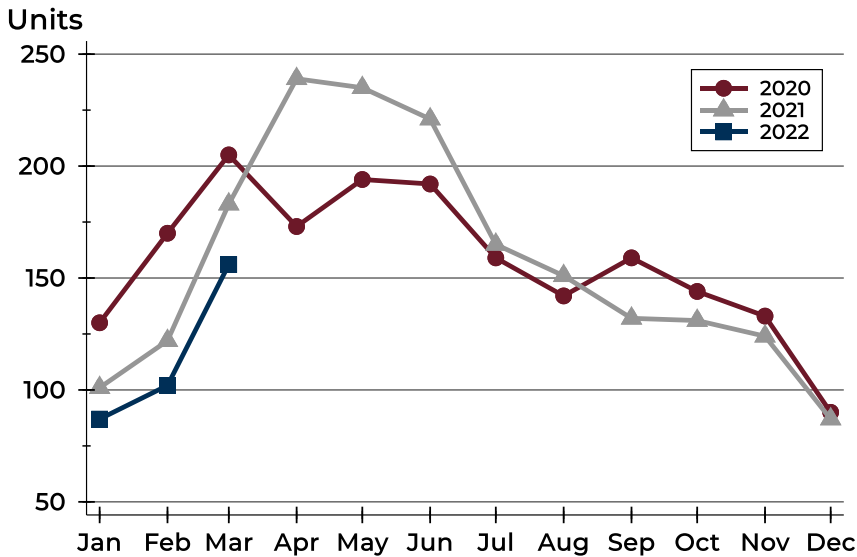
History of Pending Contracts





City of Lawrence Pending Contracts Analysis

Pending Contracts by Month



Month	2020	2021	2022
January	130	101	87
February	170	122	102
March	205	183	156
April	173	239	
May	194	235	
June	192	221	
July	159	165	
August	142	151	
September	159	132	
October	144	131	
November	133	124	
December	90	87	

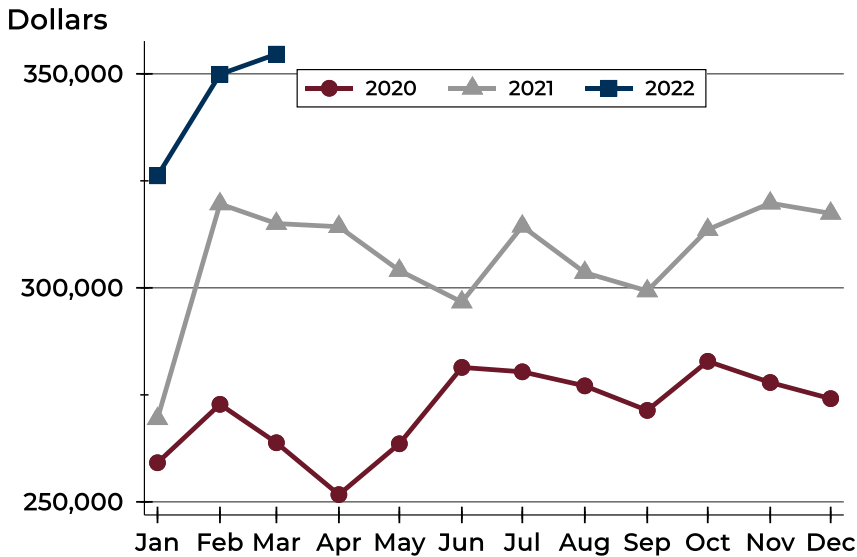
Pending Contracts by Price Range

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	4	2.6%	86,100	87,250	6	7	100.0%	100.0%
\$100,000-\$149,999	7	4.5%	137,807	139,900	18	3	98.2%	100.0%
\$150,000-\$199,999	17	10.9%	176,394	170,000	18	3	99.7%	100.0%
\$200,000-\$249,999	17	10.9%	230,656	234,900	4	2	99.2%	100.0%
\$250,000-\$299,999	18	11.5%	274,561	275,000	11	5	99.7%	100.0%
\$300,000-\$349,999	24	15.4%	334,138	334,975	9	4	99.6%	100.0%
\$350,000-\$399,999	14	9.0%	370,563	362,400	36	28	100.4%	100.0%
\$400,000-\$449,999	17	10.9%	425,500	425,000	20	5	100.1%	100.0%
\$450,000-\$499,999	13	8.3%	470,562	469,900	29	6	99.3%	100.0%
\$500,000-\$599,999	15	9.6%	530,709	525,000	3	2	99.7%	100.0%
\$600,000-\$749,999	7	4.5%	676,257	699,000	26	6	97.1%	100.0%
\$750,000-\$999,999	2	1.3%	809,950	809,950	1	1	100.0%	100.0%
\$1,000,000 and up	1	0.6%	1,274,000	1,274,000	134	134	98.1%	98.1%



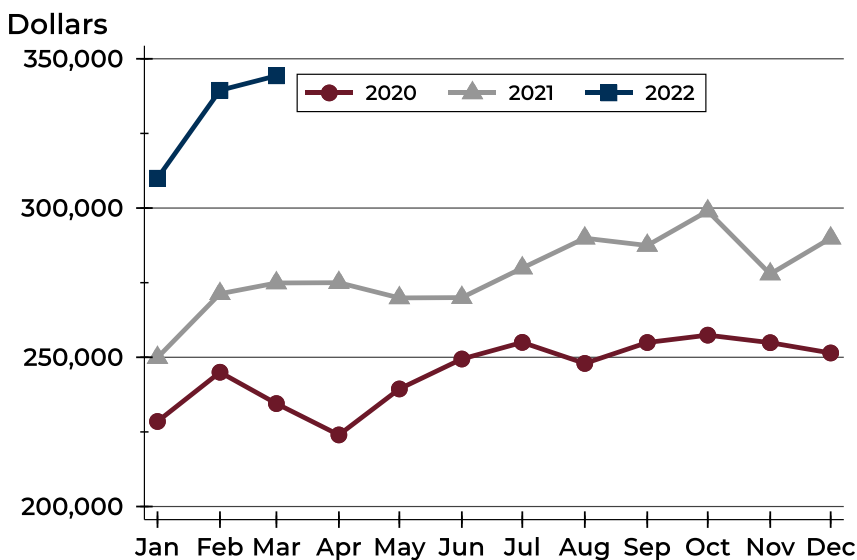
City of Lawrence Pending Contracts Analysis

Average Price



Month	2020	2021	2022
January	259,140	269,413	326,176
February	272,790	319,605	349,894
March	263,812	315,023	354,598
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

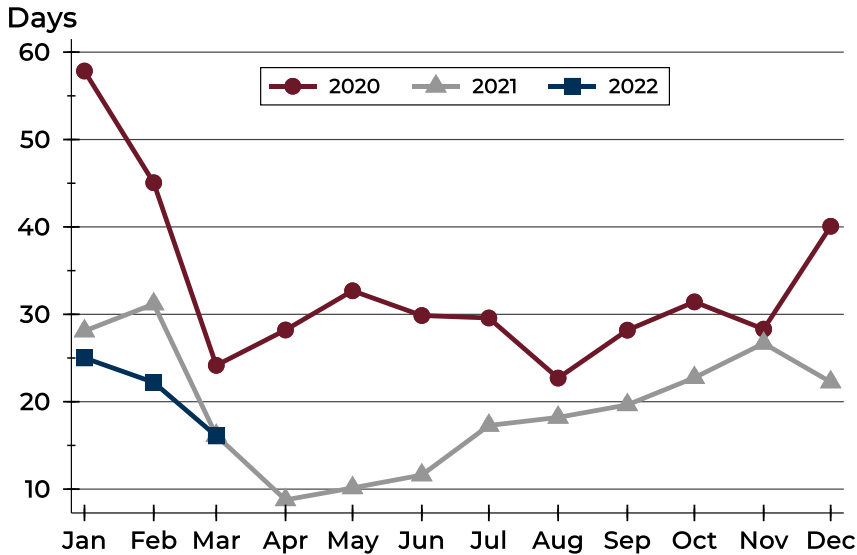


Month	2020	2021	2022
January	228,500	249,900	310,000
February	245,000	271,300	339,450
March	234,500	274,900	344,300
April	224,000	275,000	
May	239,400	269,900	
June	249,425	270,000	
July	255,000	279,900	
August	247,950	289,900	
September	254,950	287,450	
October	257,425	299,000	
November	254,900	277,900	
December	251,450	289,900	



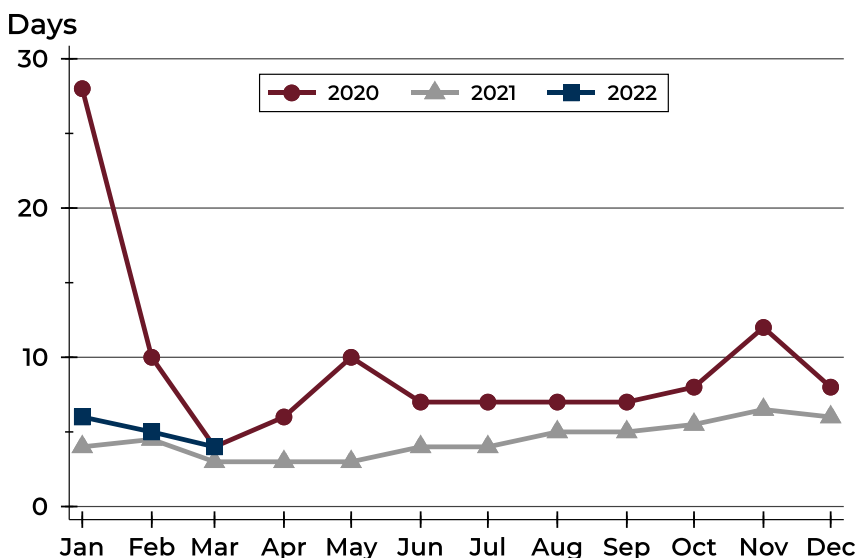
City of Lawrence Pending Contracts Analysis

Average DOM



Month	2020	2021	2022
January	58	28	25
February	45	31	22
March	24	16	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	6
February	10	5	5
March	4	3	4
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	