



City of Lawrence Housing Report



Market Overview

City of Lawrence Home Sales Fell in November

Total home sales in the City of Lawrence fell last month to 66 units, compared to 95 units in November 2021. Total sales volume was \$20.6 million, down from a year earlier.

The median sale price in November was \$260,000, down from \$276,850 a year earlier. Homes that sold in November were typically on the market for 7 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 105 units, up from 99 at the same point in 2021. 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 November was \$315,000.

During November, a total of 48 contracts were written down from 86 in November 2021. At the end of the month, there were 60 contracts still pending.

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City of Lawrence Summary Statistics

November MLS Statistics Three-year History		Current Month			Year-to-Date		
		2022	2021	2020	2022	2021	2020
Home Sales		66	95	103	1,069	1,203	1,229
Change from prior year		-30.5%	-7.8%	43.1%	-11.1%	-2.1%	10.9%
Active Listings		105	99	99	N/A	N/A	N/A
Change from prior year		6.1%	0.0%	-61.9%			
Months' Supply		1.1	0.9	0.9	N/A	N/A	N/A
Change from prior year		22.2%	0.0%	-66.7%			
New Listings		60	83	74	1,239	1,416	1,433
Change from prior year		-27.7%	12.2%	-17.8%	-12.5%	-1.2%	-9.1%
Contracts Written		48	86	93	1,039	1,223	1,286
Change from prior year		-44.2%	-7.5%	25.7%	-15.0%	-4.9%	10.7%
Pending Contracts		60	124	133	N/A	N/A	N/A
Change from prior year		-51.6%	-6.8%	3.9%			
Sales Volume (1,000s)		20,566	29,245	27,885	350,686	355,603	318,369
Change from prior year		-29.7%	4.9%	56.8%	-1.4%	11.7%	18.5%
Average	Sale Price	311,608	307,845	270,728	328,051	295,596	259,047
	Change from prior year	1.2%	13.7%	9.6%	11.0%	14.1%	6.9%
	List Price of Actives	370,811	329,796	359,334	N/A	N/A	N/A
	Change from prior year	12.4%	-8.2%	11.4%			
	Days on Market	20	21	30	15	16	33
Change from prior year	-4.8%	-30.0%	-47.4%	-6.3%	-51.5%	-8.3%	
	Percent of List	99.7%	100.0%	99.7%	101.6%	101.5%	99.5%
Change from prior year	-0.3%	0.3%	2.0%	0.1%	2.0%	0.7%	
	Percent of Original	98.4%	98.7%	98.6%	100.9%	100.8%	98.5%
Change from prior year	-0.3%	0.1%	2.7%	0.1%	2.3%	1.0%	
Median	Sale Price	260,000	276,850	243,900	293,500	262,000	235,635
	Change from prior year	-6.1%	13.5%	20.7%	12.0%	11.2%	11.1%
	List Price of Actives	315,000	335,000	279,900	N/A	N/A	N/A
	Change from prior year	-6.0%	19.7%	-3.0%			
	Days on Market	7	6	4	4	4	6
Change from prior year	16.7%	50.0%	-85.2%	0.0%	-33.3%	-53.8%	
	Percent of List	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
Change from prior year	0.0%	0.0%	2.2%	0.0%	0.0%	0.0%	
	Percent of Original	99.1%	100.0%	100.0%	100.0%	100.0%	100.0%
Change from prior year	-0.9%	0.0%	2.9%	0.0%	0.0%	1.1%	

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



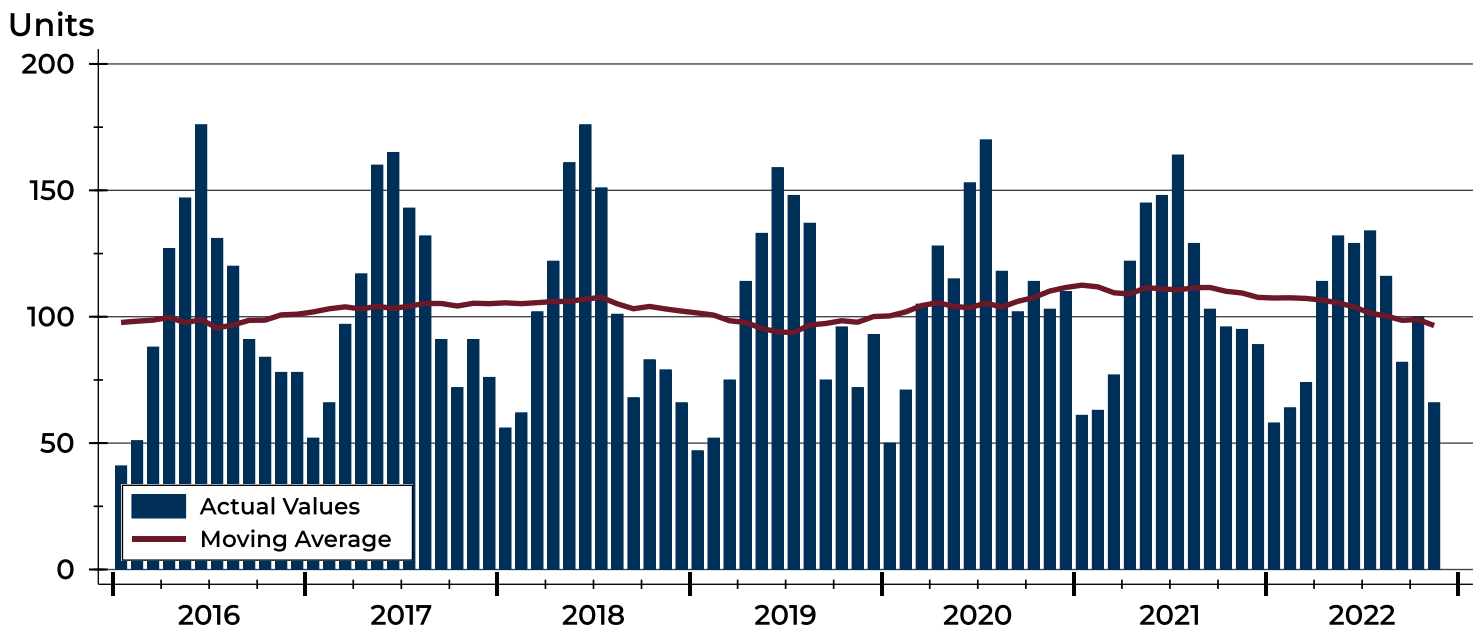
City of Lawrence Closed Listings Analysis

Summary Statistics for Closed Listings		2022	November 2021	Change	2022	Year-to-Date 2021	Change
Closed Listings		66	95	-30.5%	1,069	1,203	-11.1%
Volume (1,000s)		20,566	29,245	-29.7%	350,686	355,603	-1.4%
Months' Supply		1.1	0.9	22.2%	N/A	N/A	N/A
Average	Sale Price	311,608	307,845	1.2%	328,051	295,596	11.0%
	Days on Market	20	21	-4.8%	15	16	-6.3%
	Percent of List	99.7%	100.0%	-0.3%	101.6%	101.5%	0.1%
	Percent of Original	98.4%	98.7%	-0.3%	100.9%	100.8%	0.1%
Median	Sale Price	260,000	276,850	-6.1%	293,500	262,000	12.0%
	Days on Market	7	6	16.7%	4	4	0.0%
	Percent of List	100.0%	100.0%	0.0%	100.0%	100.0%	0.0%
	Percent of Original	99.1%	100.0%	-0.9%	100.0%	100.0%	0.0%

A total of 66 homes sold in the City of Lawrence in November, down from 95 units in November 2021. Total sales volume fell to \$20.6 million compared to \$29.2 million in the previous year.

The median sales price in November was \$260,000, down 6.1% compared to the prior year. Median days on market was 7 days, up from 5 days in October, and up from 6 in November 2021.

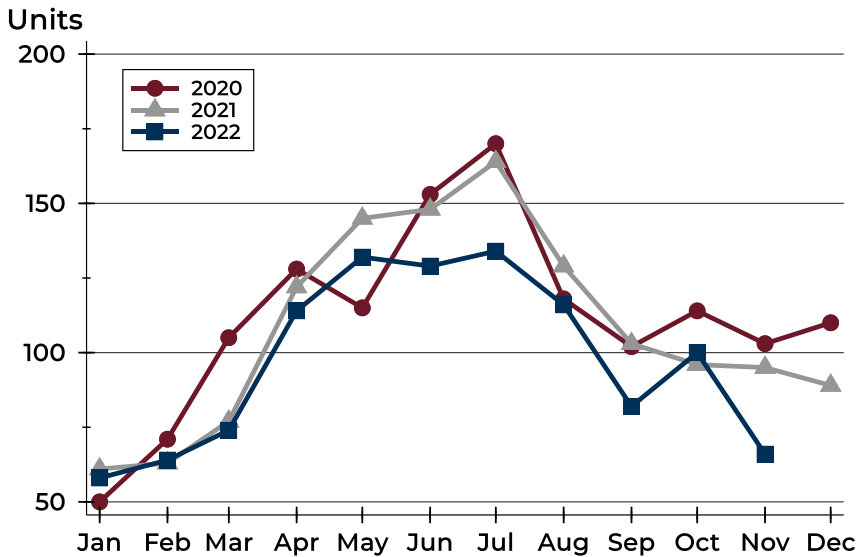
History of Closed Listings





City of Lawrence Closed Listings Analysis

Closed Listings by Month



Month	2020	2021	2022
January	50	61	58
February	71	63	64
March	105	77	74
April	128	122	114
May	115	145	132
June	153	148	129
July	170	164	134
August	118	129	116
September	102	103	82
October	114	96	100
November	103	95	66
December	110	89	

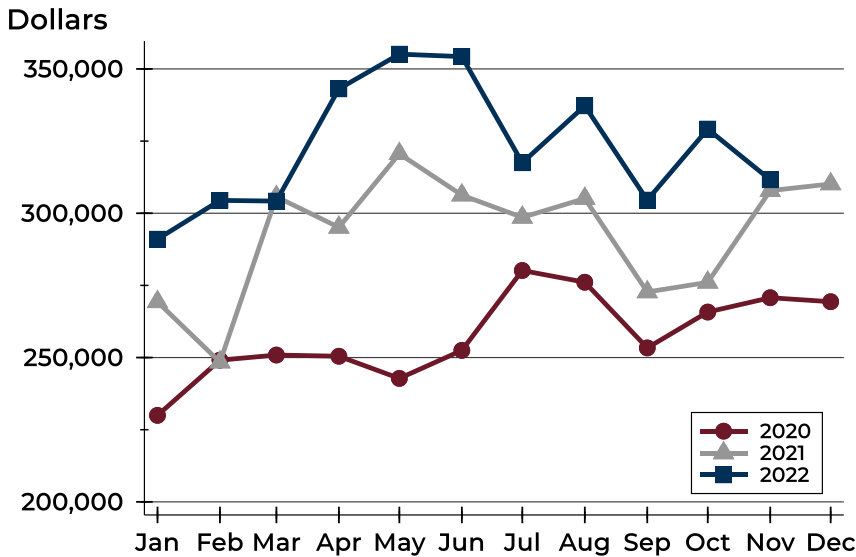
Closed Listings by Price Range

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	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	7	10.6%	1.7	126,143	130,000	39	7	98.3%	100.0%	97.1%	100.0%
\$150,000-\$199,999	10	15.2%	0.5	182,460	183,875	12	3	101.2%	100.7%	99.7%	99.0%
\$200,000-\$249,999	12	18.2%	1.1	229,271	232,450	13	6	100.7%	100.3%	99.6%	100.3%
\$250,000-\$299,999	14	21.2%	0.5	271,042	272,500	21	14	97.9%	96.7%	96.4%	96.9%
\$300,000-\$349,999	7	10.6%	0.8	320,143	320,000	10	8	98.4%	97.0%	98.4%	97.0%
\$350,000-\$399,999	4	6.1%	0.7	376,025	374,750	16	14	97.3%	97.1%	94.3%	96.7%
\$400,000-\$449,999	1	1.5%	1.0	442,900	442,900	67	67	100.7%	100.7%	98.4%	98.4%
\$450,000-\$499,999	5	7.6%	1.5	470,250	465,900	30	9	99.2%	100.0%	97.9%	100.0%
\$500,000-\$599,999	3	4.5%	1.5	537,800	514,900	12	5	104.6%	100.0%	104.6%	100.0%
\$600,000-\$749,999	2	3.0%	3.2	690,000	690,000	48	48	97.8%	97.8%	92.5%	92.5%
\$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	1	1.5%	7.2	1,780,000	1,780,000	7	7	119.1%	119.1%	119.1%	119.1%



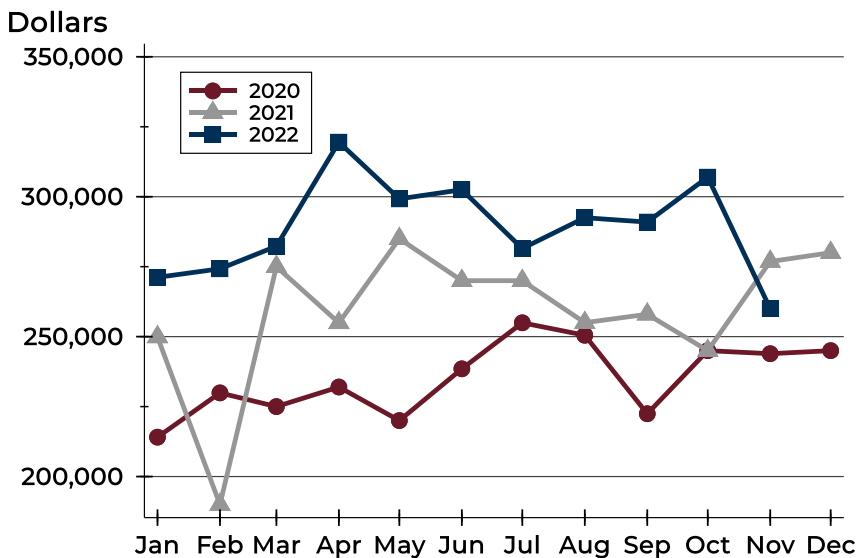
City of Lawrence Closed Listings Analysis

Average Price



Month	2020	2021	2022
January	229,973	269,320	291,023
February	249,106	248,417	304,454
March	250,879	305,705	304,215
April	250,466	295,115	343,096
May	242,777	320,621	355,125
June	252,488	306,274	354,276
July	280,164	298,573	317,496
August	276,104	305,107	337,220
September	253,345	272,728	304,560
October	265,768	276,053	329,170
November	270,728	307,845	311,608
December	269,355	310,146	

Median Price

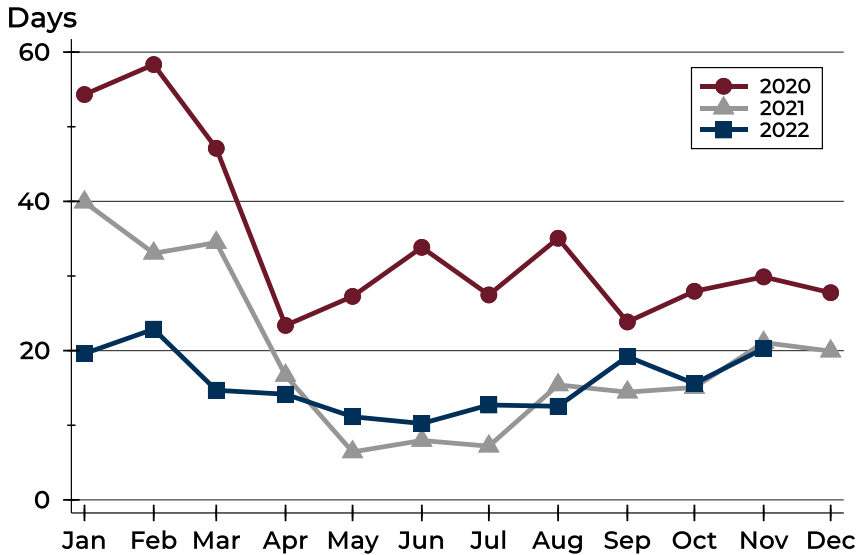


Month	2020	2021	2022
January	214,075	249,900	271,200
February	229,900	190,000	274,250
March	225,000	275,000	282,300
April	232,000	254,950	319,500
May	220,000	285,000	299,243
June	238,500	270,000	302,500
July	254,950	270,000	281,500
August	250,500	255,000	292,500
September	222,450	258,000	290,950
October	245,000	245,000	307,000
November	243,900	276,850	260,000
December	245,000	280,000	



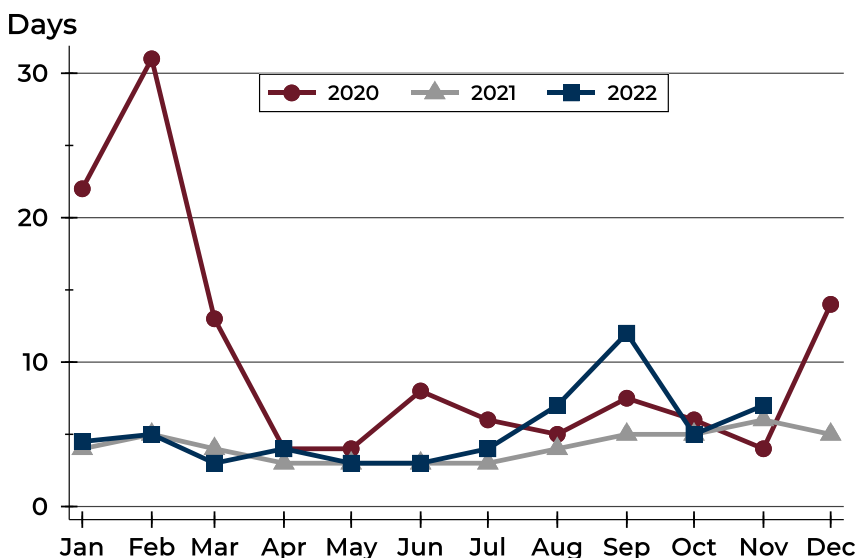
City of Lawrence Closed Listings Analysis

Average DOM



Month	2020	2021	2022
January	54	40	20
February	58	33	23
March	47	34	15
April	23	17	14
May	27	6	11
June	34	8	10
July	27	7	13
August	35	15	13
September	24	14	19
October	28	15	16
November	30	21	20
December	28	20	

Median DOM



Month	2020	2021	2022
January	22	4	5
February	31	5	5
March	13	4	3
April	4	3	4
May	4	3	3
June	8	3	3
July	6	3	4
August	5	4	7
September	8	5	12
October	6	5	5
November	4	6	7
December	14	5	



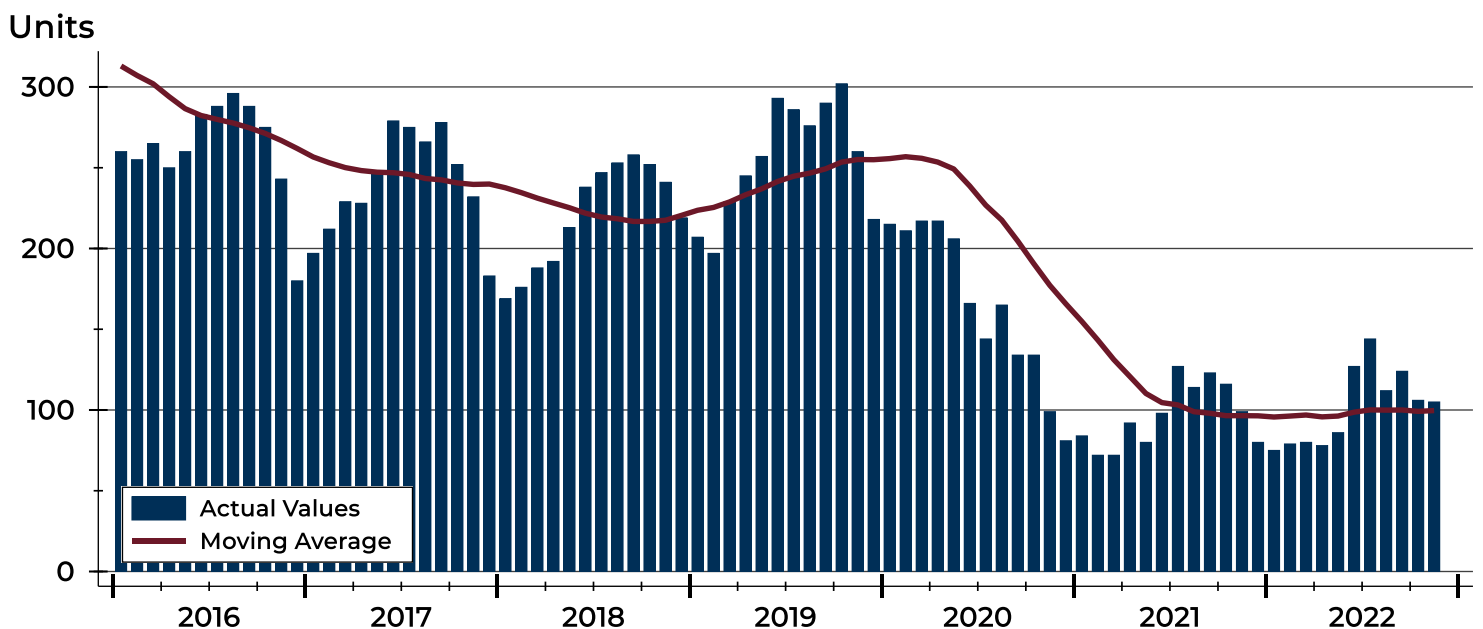
City of Lawrence Active Listings Analysis

Summary Statistics for Active Listings		2022	2021	Change
Active Listings		105	99	6.1%
Volume (1,000s)		38,935	32,650	19.2%
Months' Supply		1.1	0.9	22.2%
Average	List Price	370,811	329,796	12.4%
	Days on Market	68	57	19.3%
	Percent of Original	97.9%	98.5%	-0.6%
Median	List Price	315,000	335,000	-6.0%
	Days on Market	51	36	41.7%
	Percent of Original	100.0%	100.0%	0.0%

A total of 105 homes were available for sale in the City of Lawrence at the end of November. This represents a 1.1 months' supply of active listings.

The median list price of homes on the market at the end of November was \$315,000, down 6.0% from 2021. The typical time on market for active listings was 51 days, up from 36 days a year earlier.

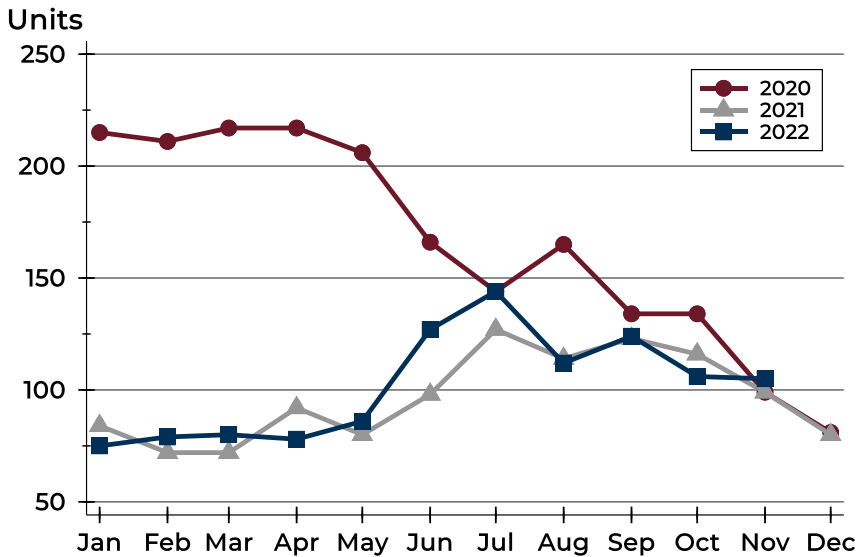
History of Active Listings





City of Lawrence Active Listings Analysis

Active Listings by Month



Month	2020	2021	2022
January	215	84	75
February	211	72	79
March	217	72	80
April	217	92	78
May	206	80	86
June	166	98	127
July	144	127	144
August	165	114	112
September	134	123	124
October	134	116	106
November	99	99	105
December	81	80	

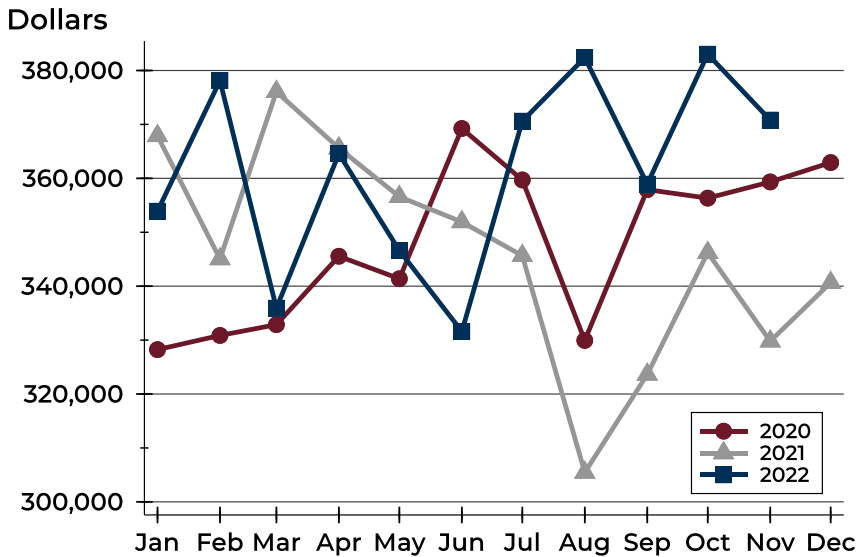
Active Listings by Price Range

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	4	3.8%	N/A	2,493	2,450	47	11	100.0%	100.0%
\$50,000-\$99,999	4	3.8%	N/A	84,905	86,725	60	46	92.8%	99.1%
\$100,000-\$149,999	8	7.6%	1.7	130,825	131,950	50	23	96.0%	100.0%
\$150,000-\$199,999	6	5.7%	0.5	168,367	162,700	69	64	102.4%	100.0%
\$200,000-\$249,999	19	18.1%	1.1	227,758	229,500	50	36	97.5%	100.0%
\$250,000-\$299,999	8	7.6%	0.5	267,325	266,950	42	30	97.0%	98.7%
\$300,000-\$349,999	11	10.5%	0.8	325,991	320,000	91	76	98.7%	100.0%
\$350,000-\$399,999	6	5.7%	0.7	369,967	365,000	26	29	99.1%	100.0%
\$400,000-\$449,999	7	6.7%	1.0	425,400	425,000	49	53	98.5%	100.0%
\$450,000-\$499,999	9	8.6%	1.5	480,383	475,000	112	105	97.8%	100.0%
\$500,000-\$599,999	10	9.5%	1.5	566,250	559,950	93	83	97.1%	100.0%
\$600,000-\$749,999	10	9.5%	3.2	674,435	664,950	90	62	98.5%	100.0%
\$750,000-\$999,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	3	2.9%	7.2	1,516,333	1,500,000	77	58	97.9%	97.9%



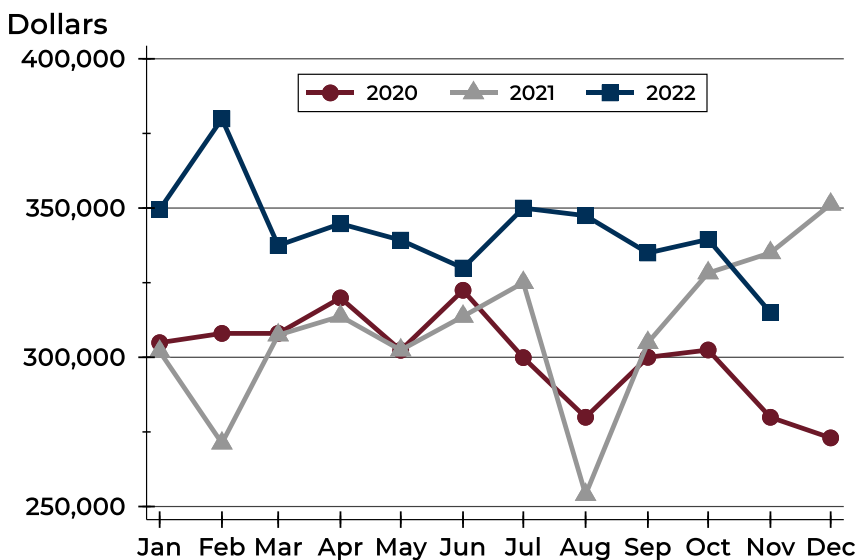
City of Lawrence Active Listings Analysis

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	364,571
May	341,378	356,591	346,614
June	369,250	351,923	331,603
July	359,709	345,664	370,614
August	329,944	305,460	382,390
September	357,903	323,634	358,932
October	356,330	346,221	383,034
November	359,334	329,796	370,811
December	362,929	340,652	

Median Price

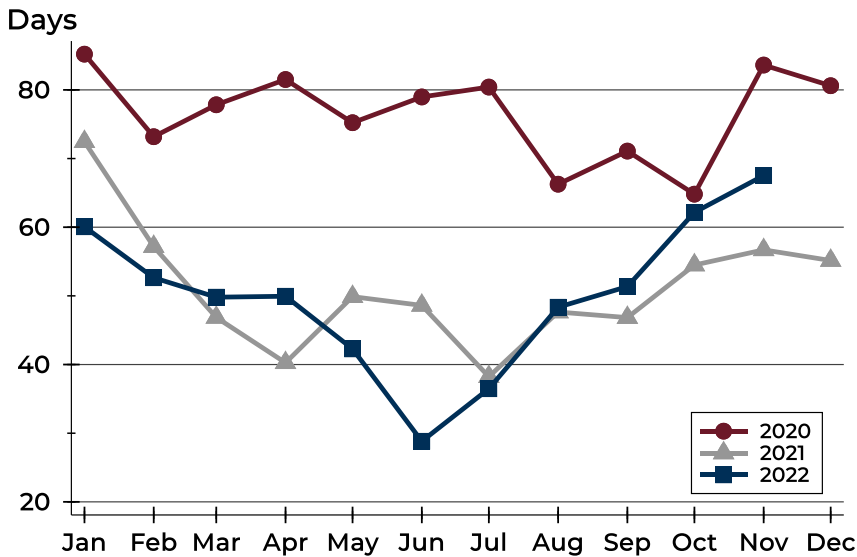


Month	2020	2021	2022
January	304,900	301,950	349,500
February	308,000	271,225	379,900
March	308,000	307,450	337,450
April	319,900	313,750	344,750
May	302,350	302,400	339,250
June	322,450	313,700	329,900
July	299,900	325,000	350,000
August	279,900	254,000	347,450
September	300,000	304,900	334,950
October	302,450	328,250	339,500
November	279,900	335,000	315,000
December	273,000	351,250	



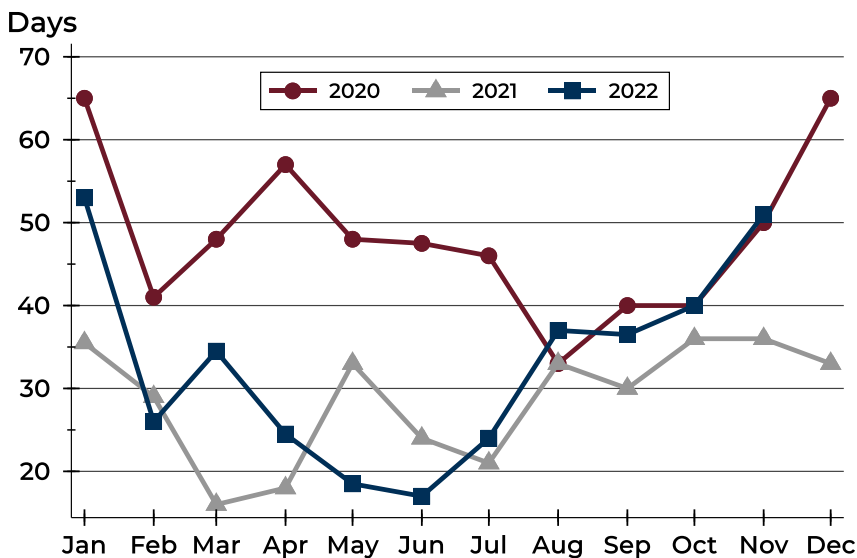
City of Lawrence Active Listings Analysis

Average DOM



Month	2020	2021	2022
January	85	72	60
February	73	57	53
March	78	47	50
April	82	40	50
May	75	50	42
June	79	49	29
July	80	38	36
August	66	48	48
September	71	47	51
October	65	54	62
November	84	57	68
December	81	55	

Median DOM

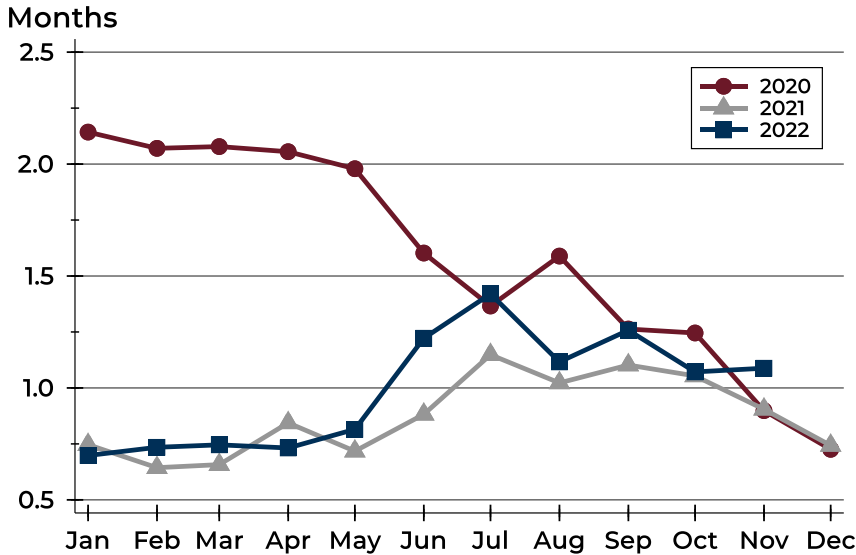


Month	2020	2021	2022
January	65	36	53
February	41	29	26
March	48	16	35
April	57	18	25
May	48	33	19
June	48	24	17
July	46	21	24
August	33	33	37
September	40	30	37
October	40	36	40
November	50	36	51
December	65	33	



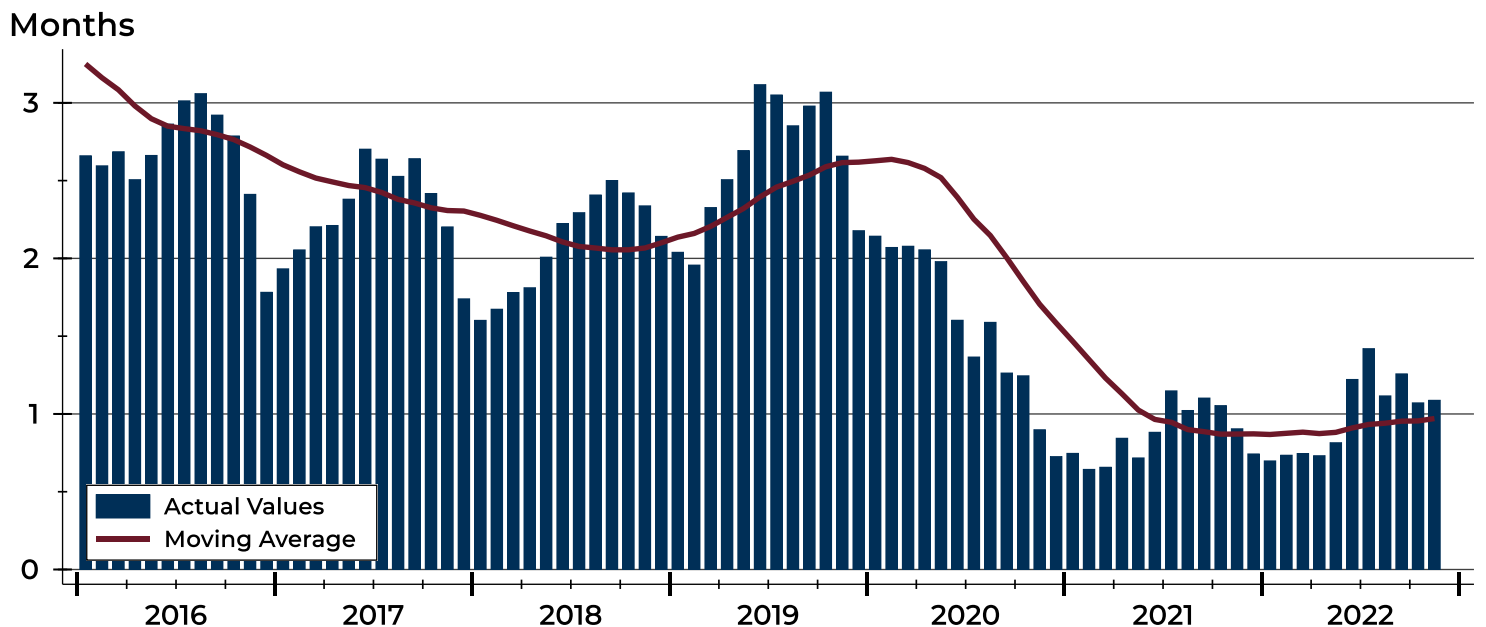
City of Lawrence Months' Supply Analysis

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	0.7
May	2.0	0.7	0.8
June	1.6	0.9	1.2
July	1.4	1.1	1.4
August	1.6	1.0	1.1
September	1.3	1.1	1.3
October	1.2	1.1	1.1
November	0.9	0.9	1.1
December	0.7	0.7	0.7

History of Month's Supply





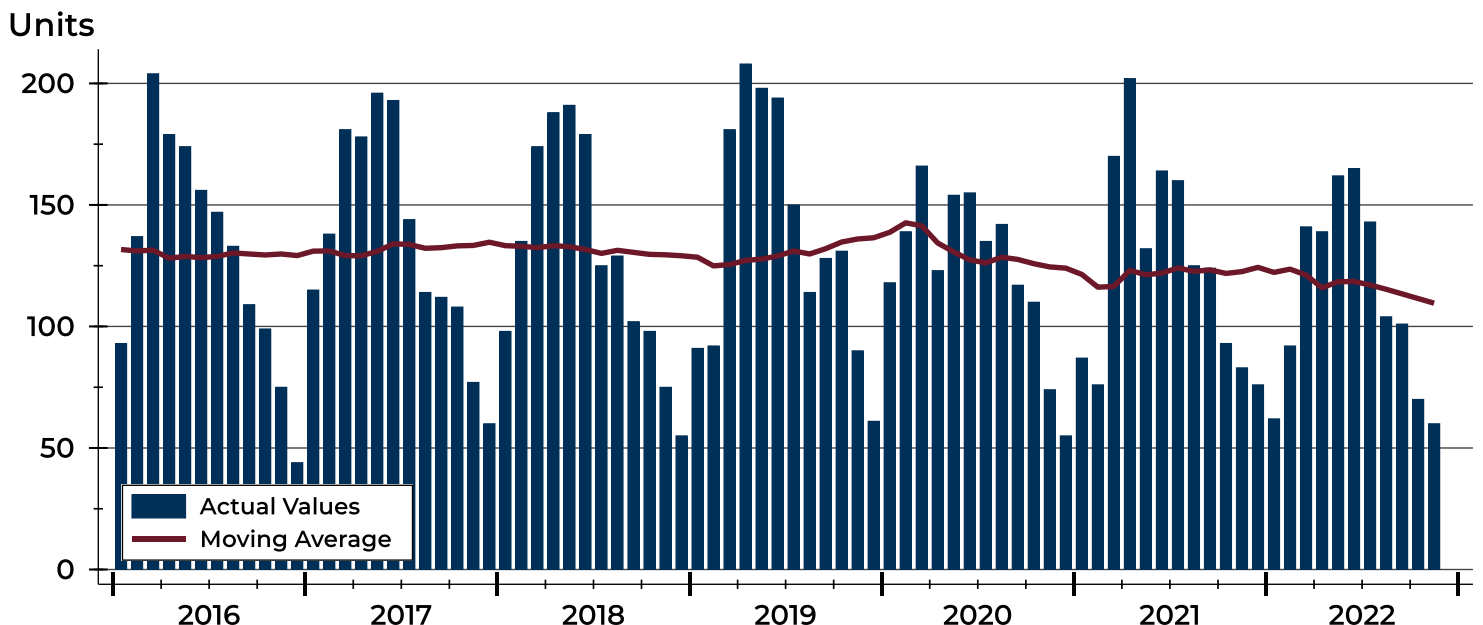
City of Lawrence New Listings Analysis

Summary Statistics for New Listings		2022	November 2021	Change
Current Month	New Listings	60	83	-27.7%
	Volume (1,000s)	19,357	22,704	-14.7%
	Average List Price	322,623	273,545	17.9%
	Median List Price	277,450	239,900	15.7%
Year-to-Date	New Listings	1,239	1,416	-12.5%
	Volume (1,000s)	403,607	417,185	-3.3%
	Average List Price	325,752	294,622	10.6%
	Median List Price	289,900	260,000	11.5%

A total of 60 new listings were added in the City of Lawrence during November, down 27.7% from the same month in 2021. Year-to-date the City of Lawrence has seen 1,239 new listings.

The median list price of these homes was \$277,450 up from \$239,900 in 2021.

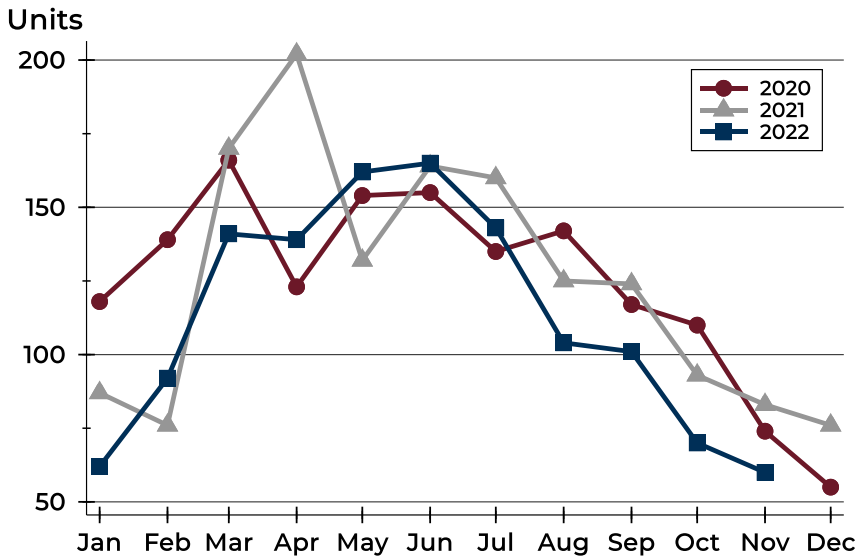
History of New Listings





City of Lawrence New Listings Analysis

New Listings by Month



Month	2020	2021	2022
January	118	87	62
February	139	76	92
March	166	170	141
April	123	202	139
May	154	132	162
June	155	164	165
July	135	160	143
August	142	125	104
September	117	124	101
October	110	93	70
November	74	83	60
December	55	76	

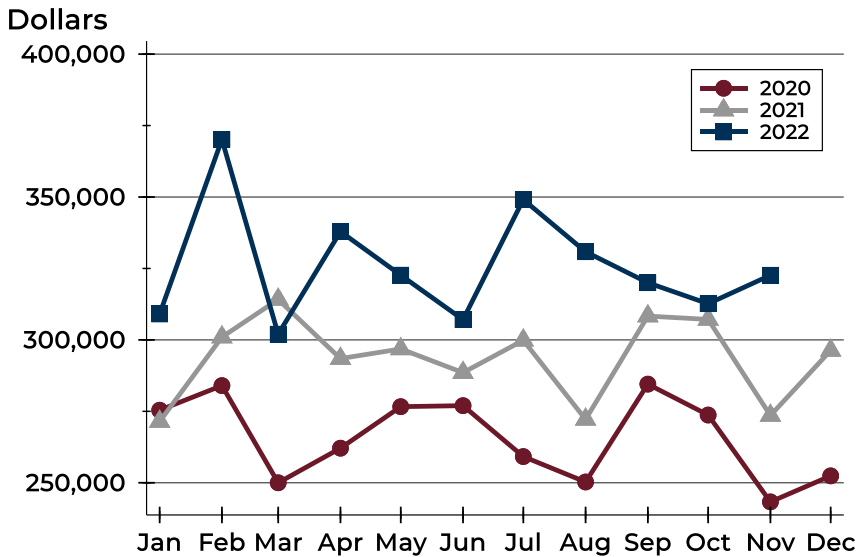
New Listings by Price Range

Price Range	New Listings		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$50,000	2	3.3%	3,188	3,188	16	16	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	3	5.0%	135,000	135,000	8	6	100.0%	100.0%
\$150,000-\$199,999	7	11.7%	189,229	195,000	4	2	100.1%	100.0%
\$200,000-\$249,999	11	18.3%	224,800	225,000	14	12	98.7%	100.0%
\$250,000-\$299,999	12	20.0%	276,375	269,900	12	9	99.6%	100.0%
\$300,000-\$349,999	7	11.7%	320,557	315,000	19	17	98.5%	100.0%
\$350,000-\$399,999	4	6.7%	375,000	375,000	17	18	99.5%	100.0%
\$400,000-\$449,999	2	3.3%	427,450	427,450	21	21	98.9%	98.9%
\$450,000-\$499,999	3	5.0%	471,600	465,000	20	19	100.0%	100.0%
\$500,000-\$599,999	4	6.7%	582,200	589,950	16	18	100.0%	100.0%
\$600,000-\$749,999	4	6.7%	659,925	657,450	27	26	100.0%	100.0%
\$750,000-\$999,999	1	1.7%	850,000	850,000	12	12	100.0%	100.0%
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



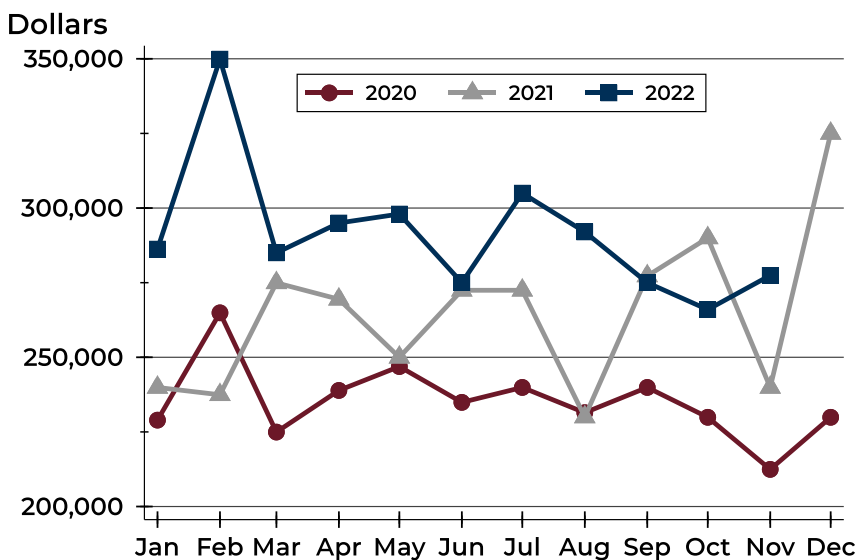
City of Lawrence New Listings Analysis

Average Price



Month	2020	2021	2022
January	275,402	271,450	309,069
February	284,009	300,975	370,146
March	249,995	314,158	302,005
April	262,107	293,463	337,926
May	276,641	296,834	322,653
June	276,994	288,542	307,093
July	259,179	299,860	349,110
August	250,273	272,188	330,856
September	284,531	308,336	320,012
October	273,711	307,168	312,664
November	243,317	273,545	322,623
December	252,416	296,310	-

Median Price



Month	2020	2021	2022
January	228,950	239,900	286,250
February	264,900	237,450	349,900
March	224,950	274,950	285,000
April	238,900	269,450	295,000
May	246,900	250,000	298,000
June	234,900	272,450	275,000
July	239,900	272,450	305,000
August	231,450	230,000	292,000
September	239,900	277,250	275,000
October	229,900	290,000	265,975
November	212,450	239,900	277,450
December	229,900	325,000	-



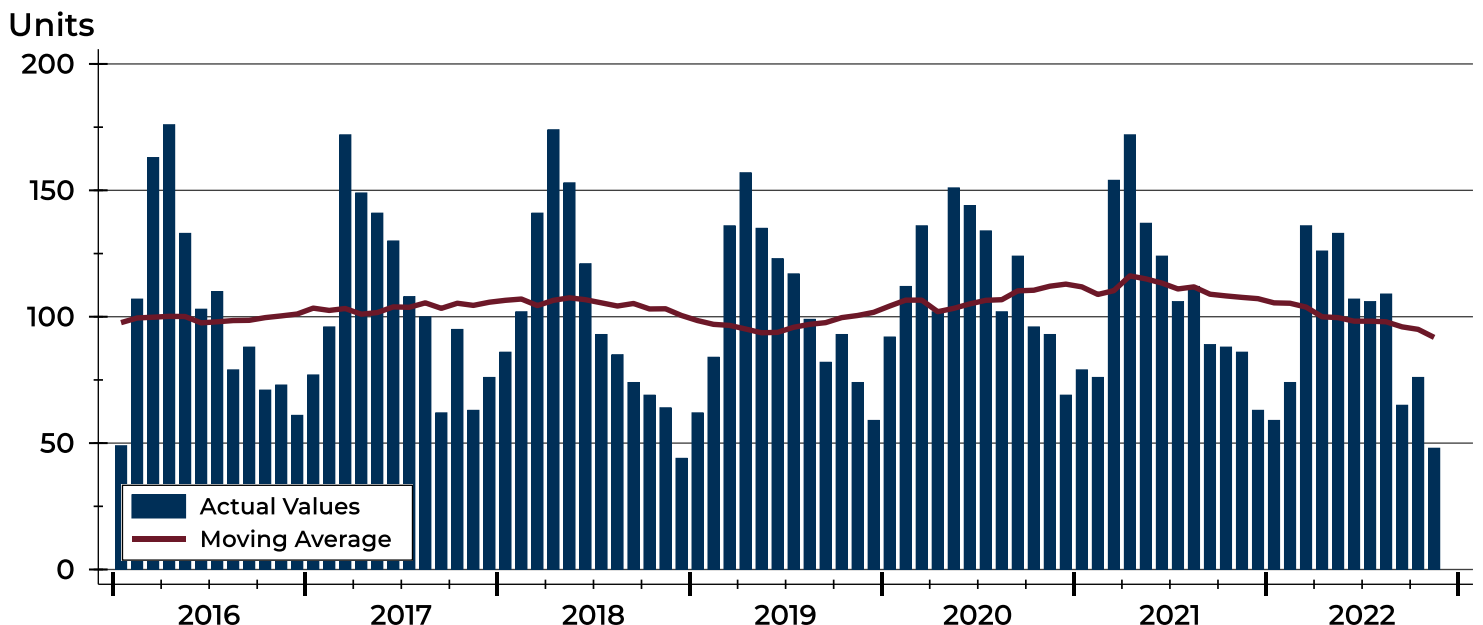
City of Lawrence Contracts Written Analysis

Summary Statistics for Contracts Written		November			Year-to-Date		
		2022	2021	Change	2022	2021	Change
Contracts Written		48	86	-44.2%	1,039	1,223	-15.0%
Volume (1,000s)		16,000	25,895	-38.2%	340,401	362,543	-6.1%
Average	Sale Price	333,338	301,109	10.7%	327,623	296,438	10.5%
	Days on Market	21	24	-12.5%	15	15	0.0%
	Percent of Original	98.7%	99.6%	-0.9%	100.9%	100.8%	0.1%
Median	Sale Price	289,950	249,900	16.0%	287,000	259,000	10.8%
	Days on Market	9	7	28.6%	4	4	0.0%
	Percent of Original	100.0%	100.0%	0.0%	100.0%	100.0%	0.0%

A total of 48 contracts for sale were written in the City of Lawrence during the month of November, down from 86 in 2021. The median list price of these homes was \$289,950, up from \$249,900 the prior year.

Half of the homes that went under contract in November were on the market less than 9 days, compared to 7 days in November 2021.

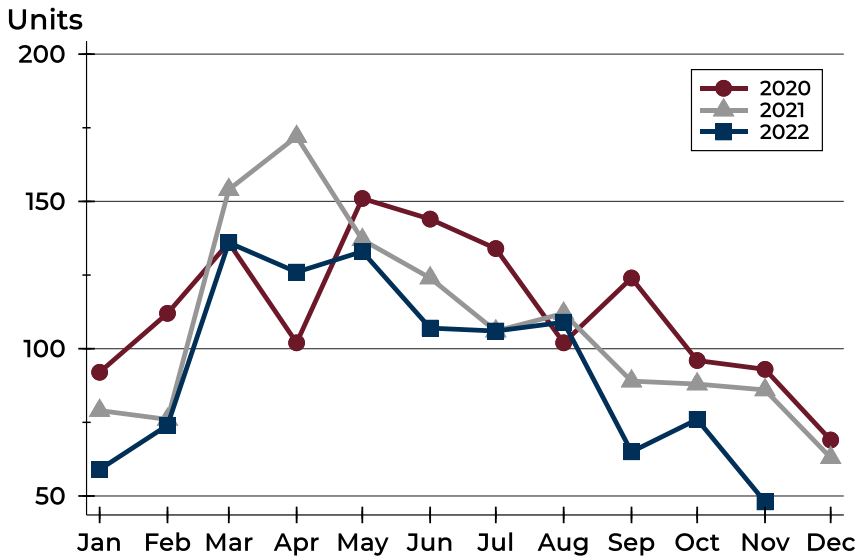
History of Contracts Written





City of Lawrence Contracts Written Analysis

Contracts Written by Month



Month	2020	2021	2022
January	92	79	59
February	112	76	74
March	136	154	136
April	102	172	126
May	151	137	133
June	144	124	107
July	134	106	106
August	102	112	109
September	124	89	65
October	96	88	76
November	93	86	48
December	69	63	

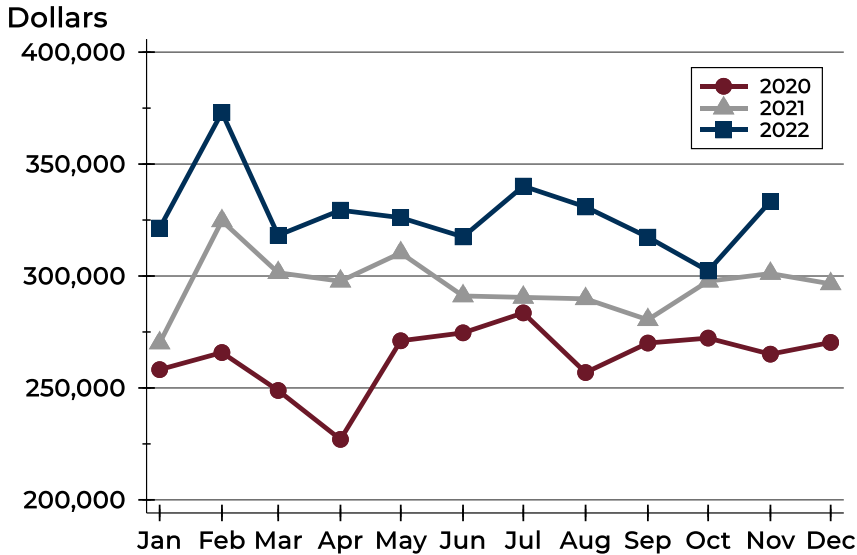
Contracts Written by Price Range

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	2	4.2%	135,000	135,000	4	4	100.0%	100.0%
\$150,000-\$199,999	8	16.7%	186,700	189,950	6	4	99.8%	100.0%
\$200,000-\$249,999	5	10.4%	224,940	225,000	13	4	97.4%	100.0%
\$250,000-\$299,999	12	25.0%	279,883	285,000	13	8	99.1%	100.0%
\$300,000-\$349,999	6	12.5%	327,133	324,450	16	15	98.4%	98.5%
\$350,000-\$399,999	5	10.4%	381,580	375,000	12	9	98.7%	100.0%
\$400,000-\$449,999	2	4.2%	444,900	444,900	52	52	97.6%	97.6%
\$450,000-\$499,999	2	4.2%	472,500	472,500	49	49	95.7%	95.7%
\$500,000-\$599,999	2	4.2%	544,950	544,950	69	69	97.5%	97.5%
\$600,000-\$749,999	2	4.2%	629,450	629,450	80	80	98.5%	98.5%
\$750,000-\$999,999	2	4.2%	849,500	849,500	35	35	100.0%	100.0%
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



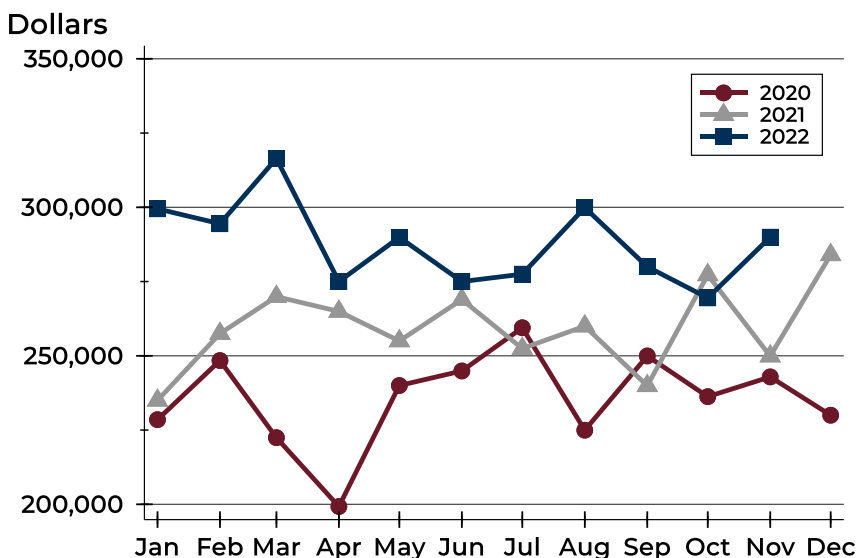
City of Lawrence Contracts Written Analysis

Average Price



Month	2020	2021	2022
January	258,187	270,075	321,407
February	265,812	324,637	373,052
March	248,864	301,464	318,167
April	227,017	297,692	329,394
May	271,062	310,322	326,059
June	274,618	291,092	317,482
July	283,526	290,450	340,153
August	256,876	289,806	330,861
September	270,058	280,458	317,355
October	272,269	297,672	302,271
November	265,091	301,109	333,338
December	270,325	296,505	

Median Price

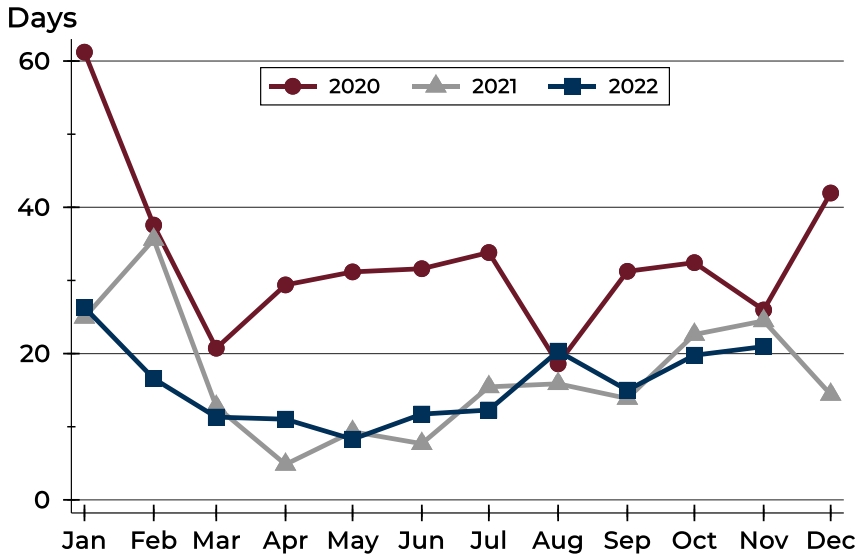


Month	2020	2021	2022
January	228,500	235,000	299,500
February	248,400	257,500	294,475
March	222,450	269,925	316,450
April	199,250	264,950	275,000
May	240,000	255,000	289,900
June	244,900	268,950	275,000
July	259,450	252,450	277,500
August	224,950	260,000	299,900
September	249,950	239,900	280,000
October	236,250	277,250	269,500
November	242,900	249,900	289,950
December	230,000	284,000	



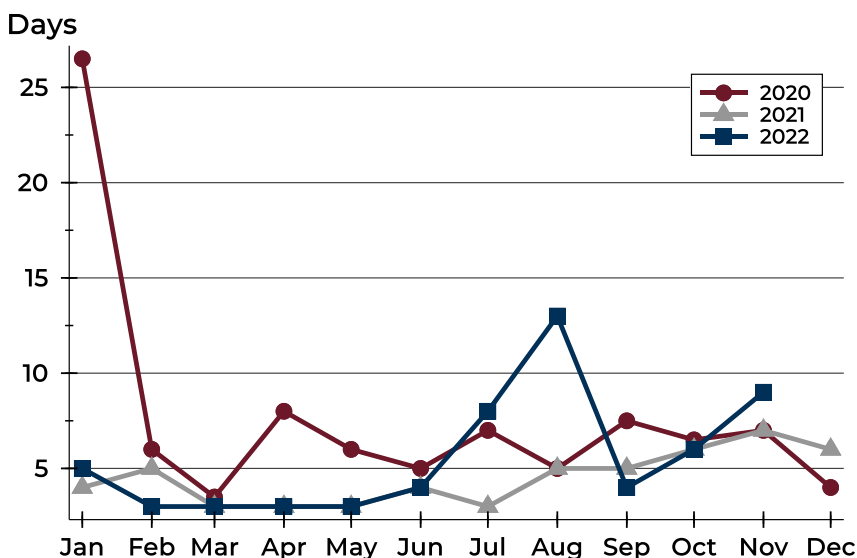
City of Lawrence Contracts Written Analysis

Average DOM



Month	2020	2021	2022
January	61	25	26
February	38	36	17
March	21	13	11
April	29	5	11
May	31	9	8
June	32	8	12
July	34	15	12
August	19	16	20
September	31	14	15
October	32	23	20
November	26	24	21
December	42	14	

Median DOM



Month	2020	2021	2022
January	27	4	5
February	6	5	3
March	4	3	3
April	8	3	3
May	6	3	3
June	5	4	4
July	7	3	8
August	5	5	13
September	8	5	4
October	7	6	6
November	7	7	9
December	4	6	



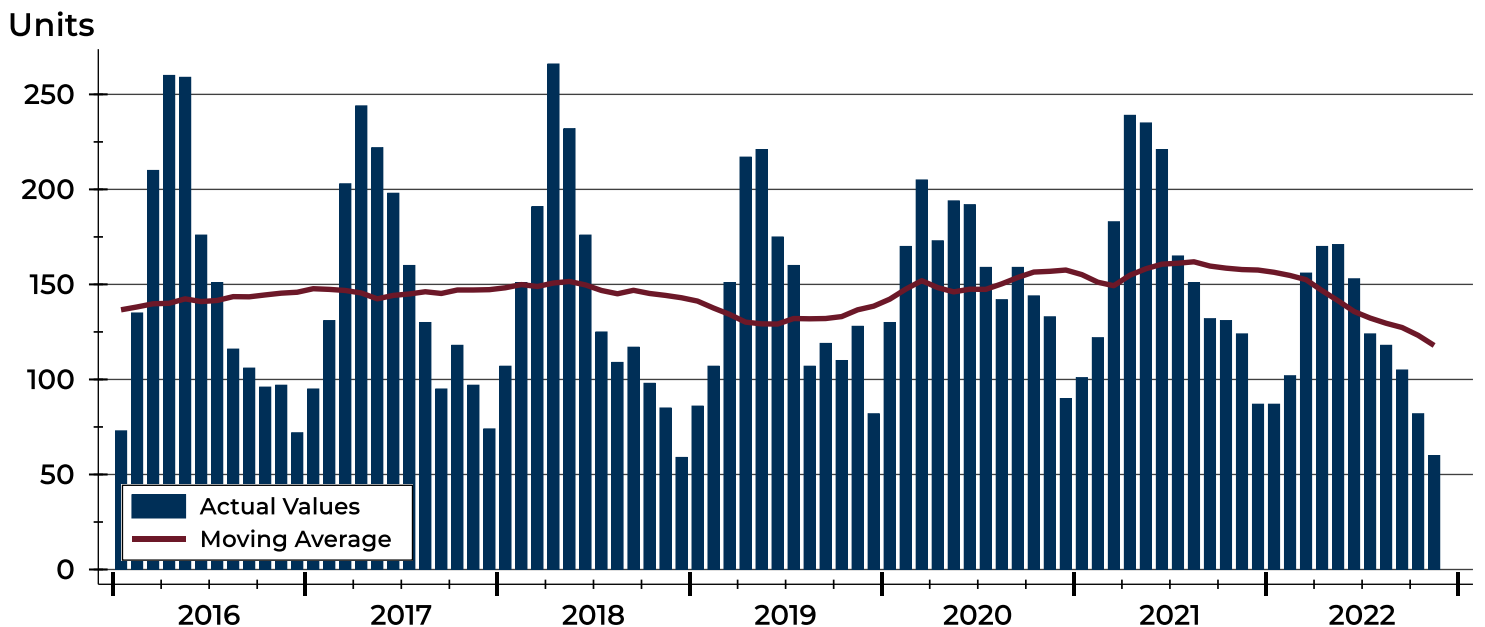
City of Lawrence Pending Contracts Analysis

Summary Statistics for Pending Contracts		End of November		
		2022	2021	Change
Pending Contracts		60	124	-51.6%
Volume (1,000s)		20,950	39,653	-47.2%
Average	List Price	349,171	319,781	9.2%
	Days on Market	22	27	-18.5%
	Percent of Original	98.7%	99.0%	-0.3%
Median	List Price	289,950	277,900	4.3%
	Days on Market	8	7	14.3%
	Percent of Original	100.0%	100.0%	0.0%

A total of 60 listings in the City of Lawrence had contracts pending at the end of November, down from 124 contracts pending at the end of November 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.

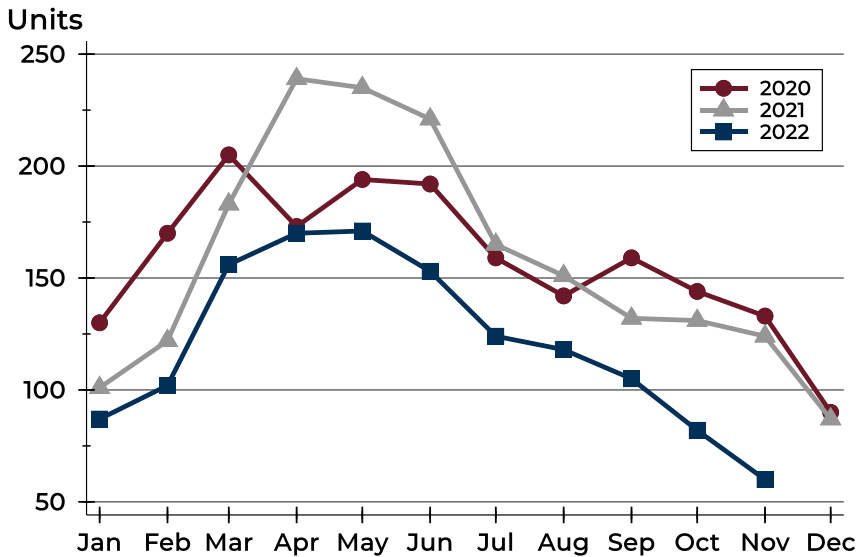
History of Pending Contracts





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	170
May	194	235	171
June	192	221	153
July	159	165	124
August	142	151	118
September	159	132	105
October	144	131	82
November	133	124	60
December	90	87	

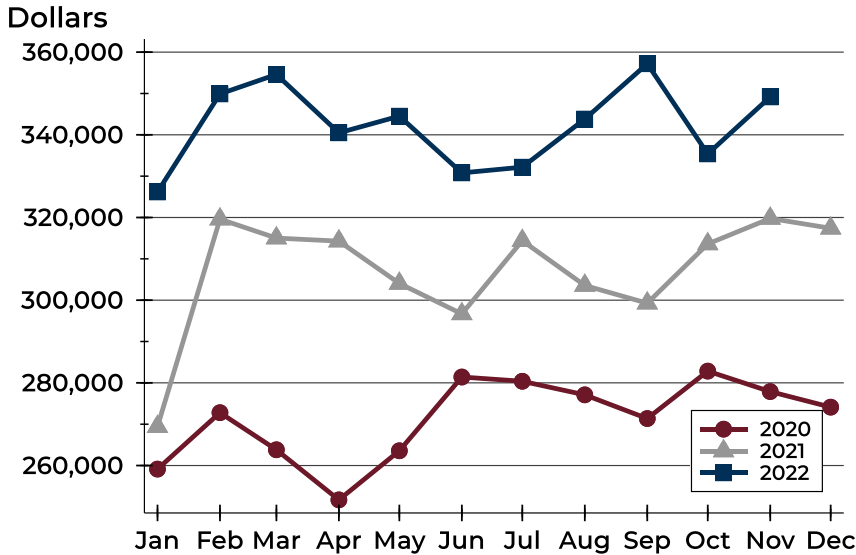
Pending Contracts by Price Range

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	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$100,000-\$149,999	3	5.0%	129,650	130,000	39	6	95.8%	100.0%
\$150,000-\$199,999	9	15.0%	183,000	184,900	15	7	98.7%	100.0%
\$200,000-\$249,999	6	10.0%	224,100	222,450	11	3	97.8%	100.0%
\$250,000-\$299,999	15	25.0%	281,500	285,000	10	8	99.4%	100.0%
\$300,000-\$349,999	7	11.7%	328,829	329,000	13	6	99.0%	100.0%
\$350,000-\$399,999	5	8.3%	385,580	389,000	30	24	98.8%	100.0%
\$400,000-\$449,999	2	3.3%	449,900	449,900	55	55	98.4%	98.4%
\$450,000-\$499,999	2	3.3%	472,500	472,500	49	49	95.7%	95.7%
\$500,000-\$599,999	4	6.7%	553,475	552,500	37	14	99.3%	100.0%
\$600,000-\$749,999	4	6.7%	647,475	629,500	41	30	99.2%	100.0%
\$750,000-\$999,999	3	5.0%	822,967	849,000	23	12	100.0%	100.0%
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



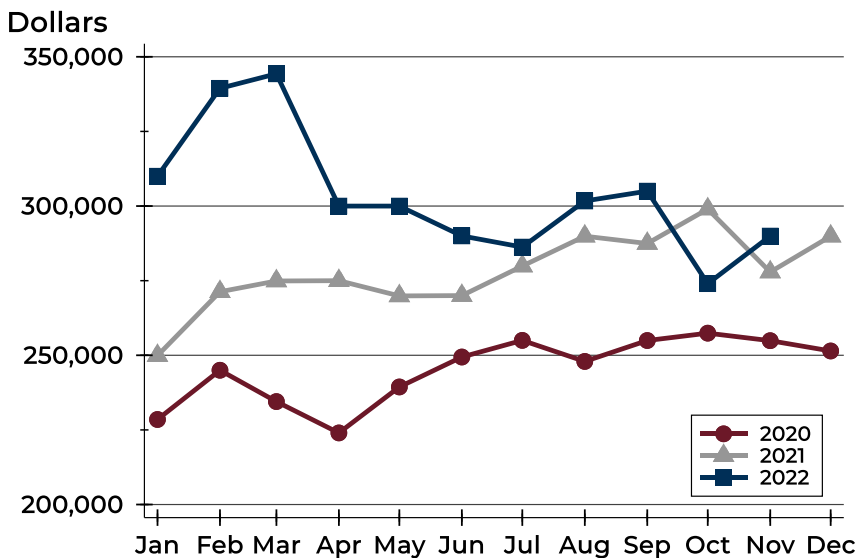
City of Lawrence Pending Contracts Analysis

Average Price



Month	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	340,485
May	263,573	304,048	344,523
June	281,418	296,684	330,793
July	280,388	314,396	332,179
August	277,101	303,562	343,818
September	271,368	299,276	357,188
October	282,843	313,606	335,385
November	277,889	319,781	349,171
December	274,123	317,398	

Median Price

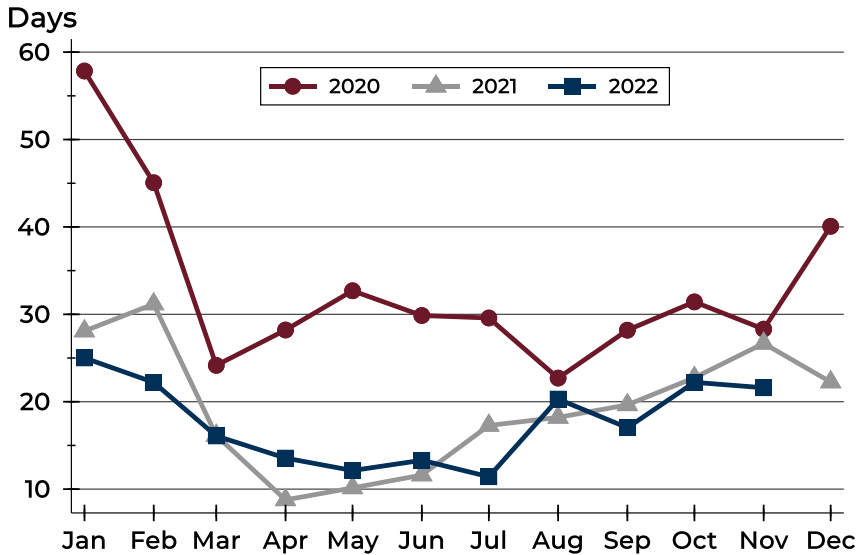


Month	2020	2021	2022
January	228,500	249,900	310,000
February	245,000	271,300	339,450
March	234,500	274,900	344,300
April	224,000	275,000	300,000
May	239,400	269,900	300,000
June	249,425	270,000	290,000
July	255,000	279,900	286,250
August	247,950	289,900	301,700
September	254,950	287,450	305,000
October	257,425	299,000	274,000
November	254,900	277,900	289,950
December	251,450	289,900	



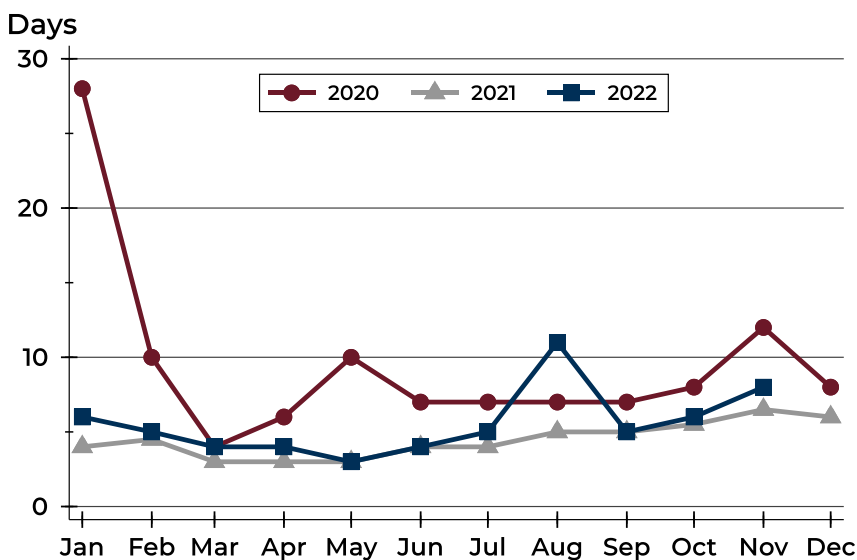
City of Lawrence Pending Contracts Analysis

Average DOM



Month	2020	2021	2022
January	58	28	25
February	45	31	22
March	24	16	16
April	28	9	14
May	33	10	12
June	30	12	13
July	30	17	11
August	23	18	20
September	28	20	17
October	31	23	22
November	28	27	22
December	40	22	

Median DOM



Month	2020	2021	2022
January	28	4	6
February	10	5	5
March	4	3	4
April	6	3	4
May	10	3	3
June	7	4	4
July	7	4	5
August	7	5	11
September	7	5	5
October	8	6	6
November	12	7	8
December	8	6	