



City of Lawrence Housing Report



Market Overview

City of Lawrence Home Sales Fell in October

Total home sales in the City of Lawrence fell last month to 94 units, compared to 114 units in October 2020. Total sales volume was \$26.2 million, down from a year earlier.

The median sale price in October was \$247,450, up from \$245,000 a year earlier. Homes that sold in October were typically on the market for 5 days and sold for 100.0% of their list prices.

City of Lawrence Active Listings Down at End of October

The total number of active listings in the City of Lawrence at the end of October was 116 units, down from 134 at the same point in 2020. 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 October was \$328,250.

During October, a total of 90 contracts were written down from 96 in October 2020. At the end of the month, there were 131 contracts still pending.

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**October
2021**

Lawrence MLS Statistics



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Board of REALTORS®

City of Lawrence Summary Statistics

October MLS Statistics Three-year History		Current Month			Year-to-Date			
		2021	2020	2019	2021	2020	2019	
Home Sales		94	114	96	1,105	1,126	1,036	
	Change from prior year	-17.5%	18.8%	15.7%	-1.9%	8.7%	-4.3%	
Active Listings		116	134	302	N/A	N/A	N/A	
	Change from prior year	-13.4%	-55.6%	19.8%				
Months' Supply		1.1	1.2	3.1	N/A	N/A	N/A	
	Change from prior year	-8.3%	-61.3%	29.2%				
New Listings		91	110	131	1,323	1,359	1,487	
	Change from prior year	-17.3%	-16.0%	33.7%	-2.6%	-8.6%	4.8%	
Contracts Written		90	96	93	1,135	1,193	1,088	
	Change from prior year	-6.3%	3.2%	34.8%	-4.9%	9.7%	-0.9%	
Pending Contracts		131	144	110	N/A	N/A	N/A	
	Change from prior year	-9.0%	30.9%	12.2%				
Sales Volume (1,000s)		26,161	30,298	22,407	325,524	290,484	250,776	
	Change from prior year	-13.7%	35.2%	7.6%	12.1%	15.8%	-2.2%	
Average	Sale Price	278,309	265,768	233,403	294,591	257,979	242,062	
		Change from prior year	4.7%	13.9%	-6.9%	14.2%	6.6%	2.1%
	List Price of Actives	346,221	356,330	323,407	N/A	N/A	N/A	
		Change from prior year	-2.8%	10.2%	4.8%			
	Days on Market	15	28	42	16	33	35	
	Change from prior year	-46.4%	-33.3%	13.5%	-51.5%	-5.7%	-2.8%	
	Percent of List	99.4%	99.7%	98.6%	101.6%	99.5%	98.9%	
	Change from prior year	-0.3%	1.1%	1.1%	2.1%	0.6%	0.1%	
	Percent of Original	98.2%	99.2%	95.8%	100.9%	98.5%	97.6%	
	Change from prior year	-1.0%	3.5%	-0.9%	2.4%	0.9%	-0.2%	
Median	Sale Price	247,450	245,000	201,500	260,000	235,000	213,500	
		Change from prior year	1.0%	21.6%	-7.6%	10.6%	10.1%	6.8%
	List Price of Actives	328,250	302,450	295,000	N/A	N/A	N/A	
		Change from prior year	8.5%	2.5%	11.8%			
	Days on Market	5	6	21	3	7	12	
	Change from prior year	-16.7%	-71.4%	0.0%	-57.1%	-41.7%	9.1%	
	Percent of List	100.0%	100.0%	98.4%	100.0%	100.0%	100.0%	
	Change from prior year	0.0%	1.6%	-0.1%	0.0%	0.0%	0.0%	
	Percent of Original	100.0%	100.0%	96.9%	100.0%	100.0%	99.1%	
	Change from prior year	0.0%	3.2%	-0.5%	0.0%	0.9%	-0.3%	

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



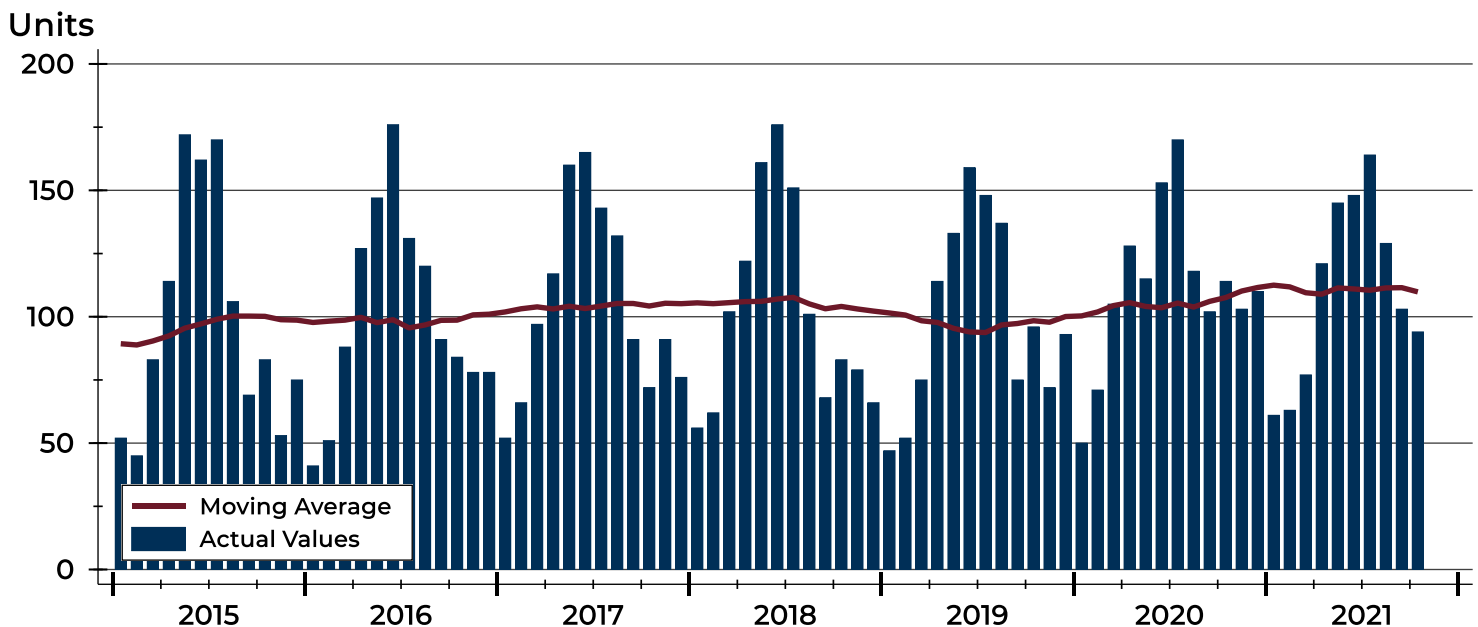
City of Lawrence Closed Listings Analysis

Summary Statistics for Closed Listings		2021	October 2020	Change	2021	Year-to-Date 2020	Change
Closed Listings		94	114	-17.5%	1,105	1,126	-1.9%
Volume (1,000s)		26,161	30,298	-13.7%	325,524	290,484	12.1%
Months' Supply		1.1	1.2	-8.3%	N/A	N/A	N/A
Average	Sale Price	278,309	265,768	4.7%	294,591	257,979	14.2%
	Days on Market	15	28	-46.4%	16	33	-51.5%
	Percent of List	99.4%	99.7%	-0.3%	101.6%	99.5%	2.1%
	Percent of Original	98.2%	99.2%	-1.0%	100.9%	98.5%	2.4%
Median	Sale Price	247,450	245,000	1.0%	260,000	235,000	10.6%
	Days on Market	5	6	-16.7%	3	7	-57.1%
	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 94 homes sold in the City of Lawrence in October, down from 114 units in October 2020. Total sales volume fell to \$26.2 million compared to \$30.3 million in the previous year.

The median sales price in October was \$247,450, up 1.0% compared to the prior year. Median days on market was 5 days, the same as September, and down from 6 in October 2020.

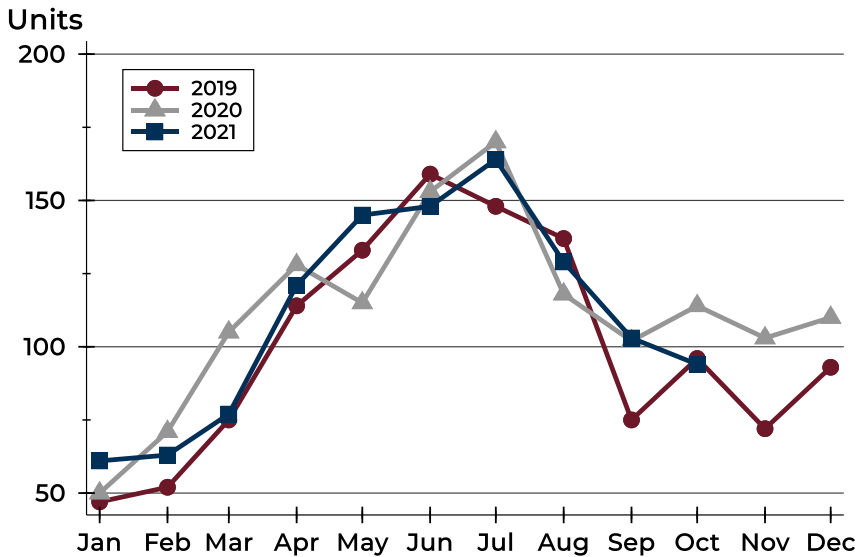
History of Closed Listings





City of Lawrence Closed Listings Analysis

Closed Listings by Month



Month	2019	2020	2021
January	47	50	61
February	52	71	63
March	75	105	77
April	114	128	121
May	133	115	145
June	159	153	148
July	148	170	164
August	137	118	129
September	75	102	103
October	96	114	94
November	72	103	
December	93	110	

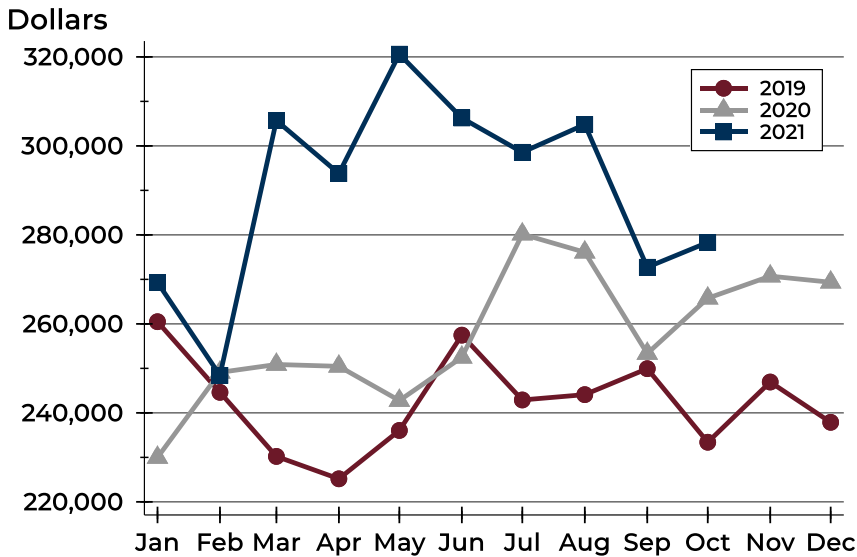
Closed Listings by Price Range

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	4	4.3%	2.1	83,000	87,000	5	4	95.0%	98.6%	95.0%	98.6%
\$100,000-\$149,999	9	9.6%	1.3	135,958	135,000	6	3	98.4%	97.8%	97.4%	97.8%
\$150,000-\$199,999	17	18.1%	0.6	177,631	174,900	20	10	99.4%	100.0%	96.4%	100.0%
\$200,000-\$249,999	18	19.1%	0.5	224,047	224,975	19	7	99.8%	100.0%	98.5%	100.0%
\$250,000-\$299,999	8	8.5%	0.6	271,175	265,000	14	5	100.5%	101.0%	97.9%	100.6%
\$300,000-\$349,999	13	13.8%	0.9	322,615	318,500	16	4	99.5%	100.0%	99.2%	100.0%
\$350,000-\$399,999	6	6.4%	1.7	381,333	387,000	9	2	100.4%	100.0%	98.8%	100.0%
\$400,000-\$449,999	10	10.6%	1.7	413,250	409,500	18	7	100.2%	100.0%	100.2%	100.0%
\$450,000-\$499,999	4	4.3%	1.6	471,245	467,500	7	4	100.2%	100.0%	100.2%	100.0%
\$500,000-\$599,999	4	4.3%	1.4	526,000	505,000	3	2	98.6%	99.0%	98.6%	99.0%
\$600,000-\$749,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$750,000-\$999,999	1	1.1%	2.8	780,000	780,000	75	75	97.5%	97.5%	97.5%	97.5%
\$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



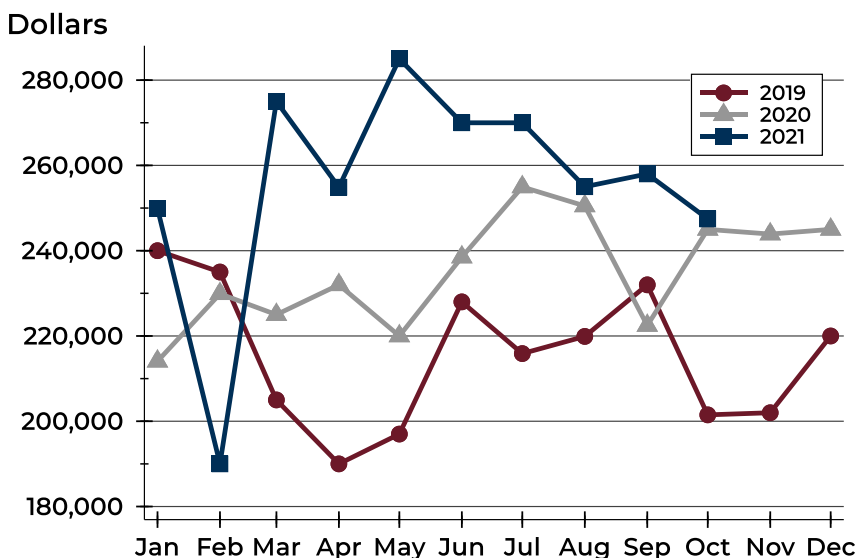
City of Lawrence Closed Listings Analysis

Average Price



Month	2019	2020	2021
January	260,491	229,973	269,320
February	244,614	249,106	248,417
March	230,217	250,879	305,705
April	225,180	250,466	293,794
May	236,053	242,777	320,621
June	257,468	252,488	306,274
July	242,906	280,164	298,563
August	244,101	276,104	304,816
September	249,939	253,345	272,730
October	233,403	265,768	278,309
November	246,937	270,728	
December	237,884	269,355	

Median Price

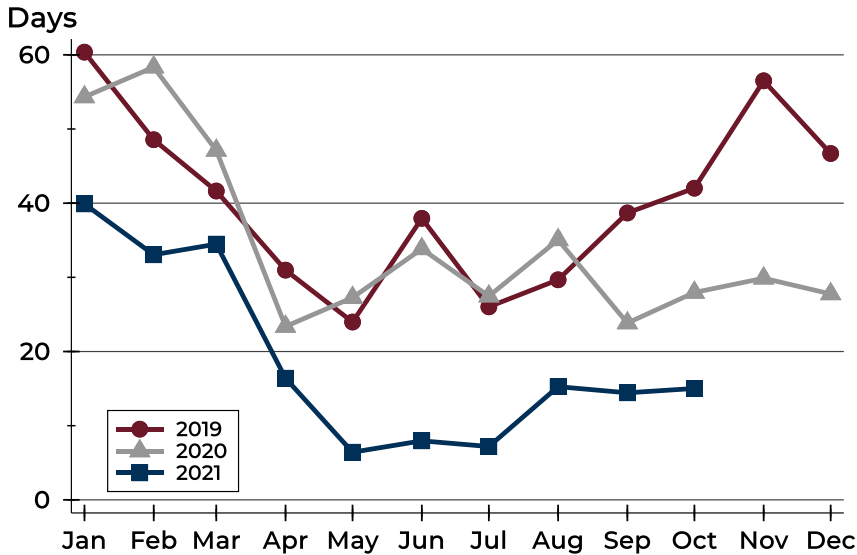


Month	2019	2020	2021
January	240,000	214,075	249,900
February	235,000	229,900	190,000
March	205,000	225,000	275,000
April	190,000	232,000	254,900
May	197,000	220,000	285,000
June	228,000	238,500	270,000
July	215,875	254,950	270,000
August	219,900	250,500	255,000
September	232,000	222,450	258,000
October	201,500	245,000	247,450
November	202,000	243,900	
December	220,000	245,000	



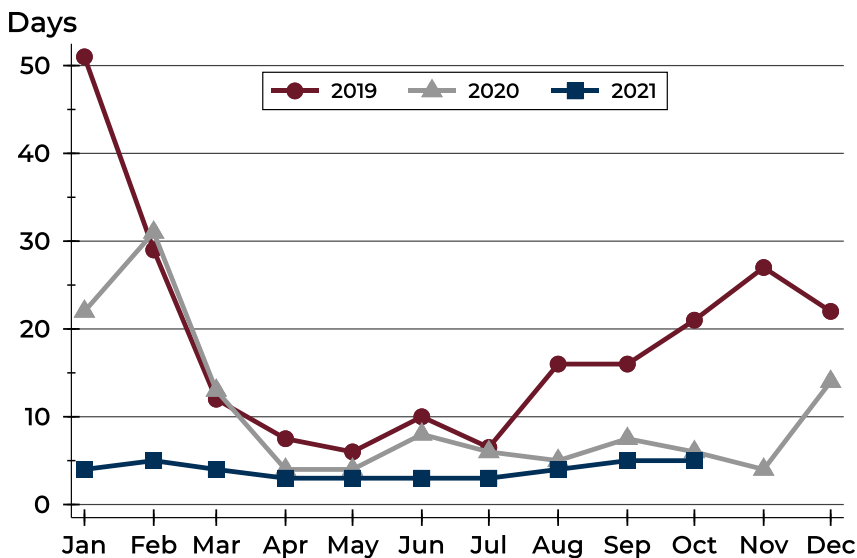
City of Lawrence Closed Listings Analysis

Average DOM



Month	2019	2020	2021
January	60	54	40
February	49	58	33
March	42	47	34
April	31	23	16
May	24	27	6
June	38	34	8
July	26	27	7
August	30	35	15
September	39	24	14
October	42	28	15
November	57	30	
December	47	28	

Median DOM



Month	2019	2020	2021
January	51	22	4
February	29	31	5
March	12	13	4
April	8	4	3
May	6	4	3
June	10	8	3
July	7	6	3
August	16	5	4
September	16	8	5
October	21	6	5
November	27	4	
December	22	14	



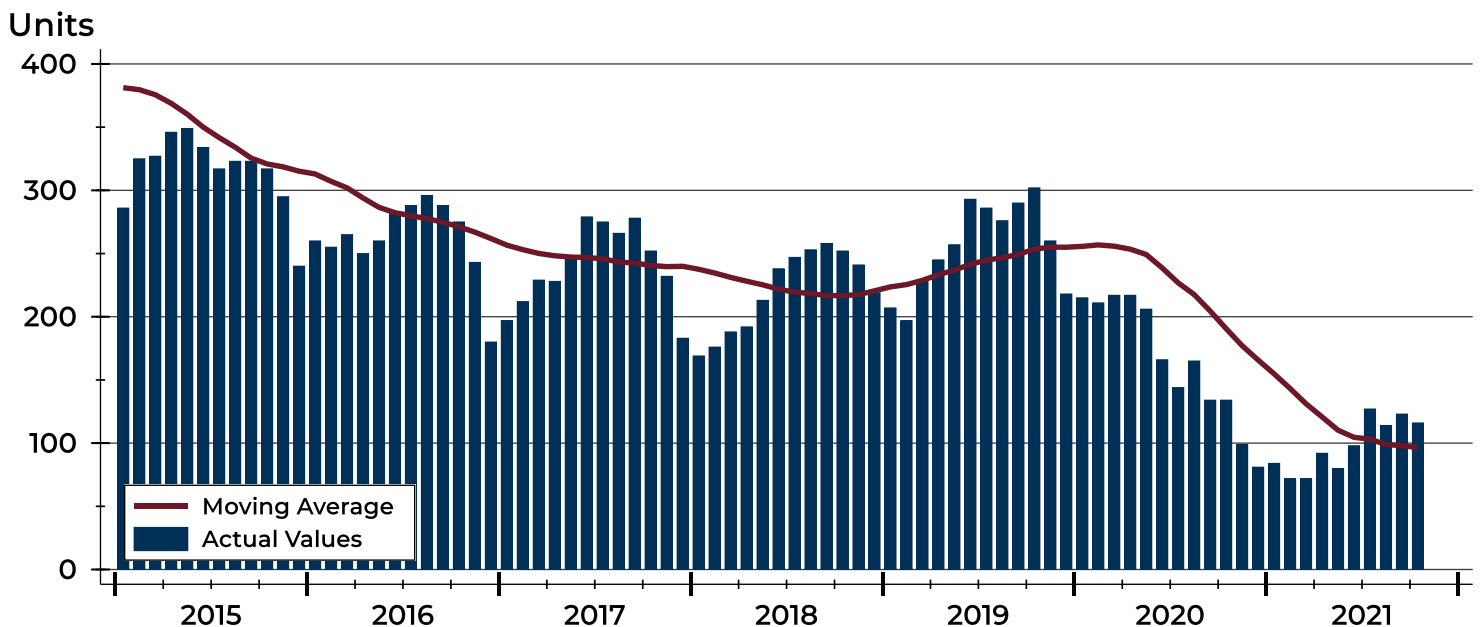
City of Lawrence Active Listings Analysis

Summary Statistics for Active Listings		2021	End of October 2020	Change
Active Listings		116	134	-13.4%
Volume (1,000s)		40,162	47,748	-15.9%
Months' Supply		1.1	1.2	-8.3%
Average	List Price	346,221	356,330	-2.8%
	Days on Market	54	65	-16.9%
	Percent of Original	98.3%	98.4%	-0.1%
Median	List Price	328,250	302,450	8.5%
	Days on Market	36	40	-10.0%
	Percent of Original	100.0%	100.0%	0.0%

A total of 116 homes were available for sale in the City of Lawrence at the end of October. This represents a 1.1 months' supply of active listings.

The median list price of homes on the market at the end of October was \$328,250, up 8.5% from 2020. The typical time on market for active listings was 36 days, down from 40 days a year earlier.

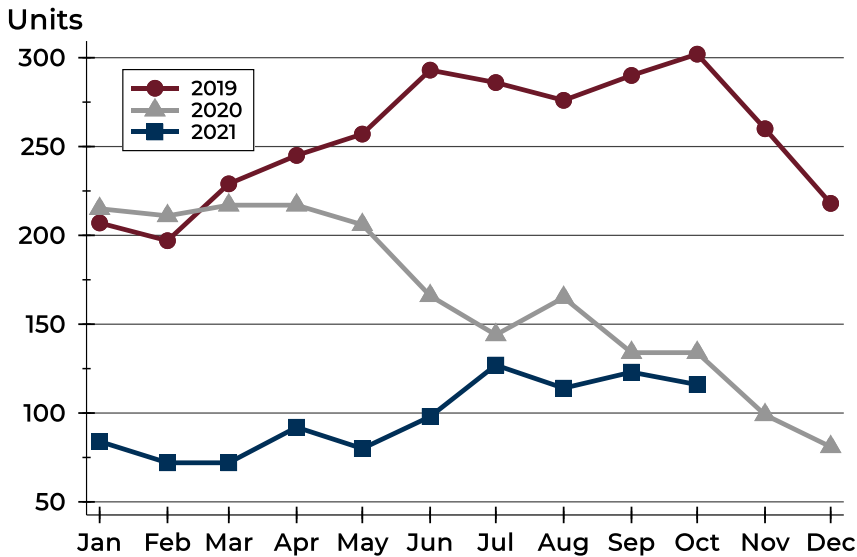
History of Active Listings





City of Lawrence Active Listings Analysis

Active Listings by Month



Month	2019	2020	2021
January	207	215	84
February	197	211	72
March	229	217	72
April	245	217	92
May	257	206	80
June	293	166	98
July	286	144	127
August	276	165	114
September	290	134	123
October	302	134	116
November	260	99	
December	218	81	

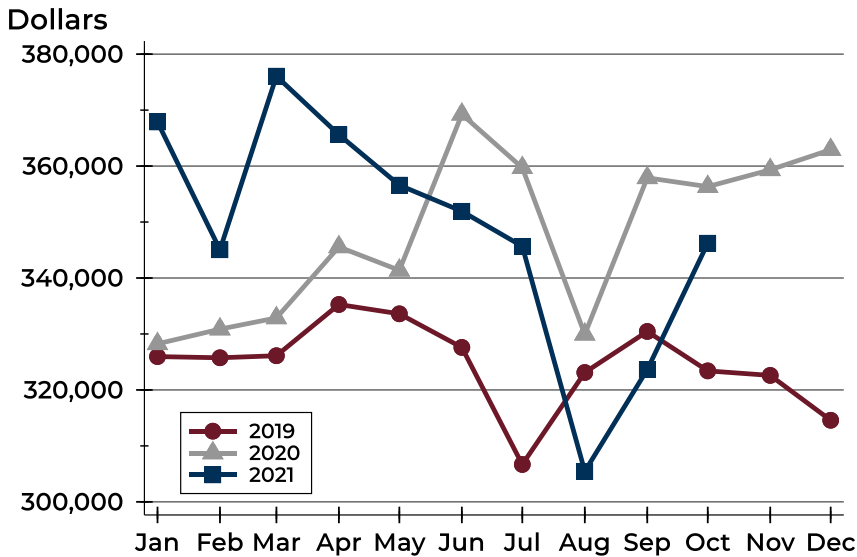
Active Listings by Price Range

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	4	3.4%	N/A	1,116	1,048	19	20	100.0%	100.0%
\$50,000-\$99,999	6	5.2%	2.1	83,437	84,250	52	37	94.4%	99.1%
\$100,000-\$149,999	11	9.5%	1.3	127,055	125,500	44	25	95.4%	100.0%
\$150,000-\$199,999	10	8.6%	0.6	176,910	172,950	54	42	98.6%	100.0%
\$200,000-\$249,999	11	9.5%	0.5	226,073	220,000	47	42	99.4%	100.0%
\$250,000-\$299,999	12	10.3%	0.6	280,333	281,950	27	25	98.7%	100.0%
\$300,000-\$349,999	11	9.5%	0.9	330,073	329,900	49	39	97.8%	100.0%
\$350,000-\$399,999	14	12.1%	1.7	374,321	377,000	75	60	100.7%	100.0%
\$400,000-\$449,999	12	10.3%	1.7	434,300	438,450	61	43	99.4%	100.0%
\$450,000-\$499,999	7	6.0%	1.6	478,814	475,000	54	39	97.3%	100.0%
\$500,000-\$599,999	7	6.0%	1.4	544,543	539,900	34	39	99.6%	100.0%
\$600,000-\$749,999	5	4.3%	N/A	686,920	659,900	92	34	95.0%	94.3%
\$750,000-\$999,999	3	2.6%	2.8	853,000	839,000	119	117	95.7%	97.1%
\$1,000,000 and up	3	2.6%	N/A	1,133,000	1,100,000	106	31	100.0%	100.0%



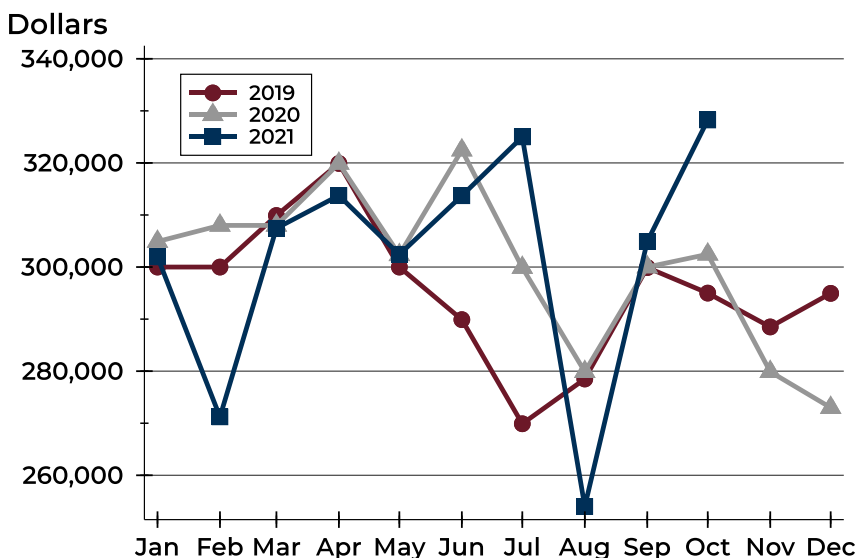
City of Lawrence Active Listings Analysis

Average Price



Month	2019	2020	2021
January	325,960	328,240	367,887
February	325,749	330,864	345,051
March	326,114	332,866	376,063
April	335,269	345,557	365,613
May	333,601	341,378	356,591
June	327,597	369,250	351,923
July	306,684	359,709	345,664
August	323,116	329,944	305,460
September	330,454	357,903	323,634
October	323,407	356,330	346,221
November	322,600	359,334	
December	314,584	362,929	

Median Price

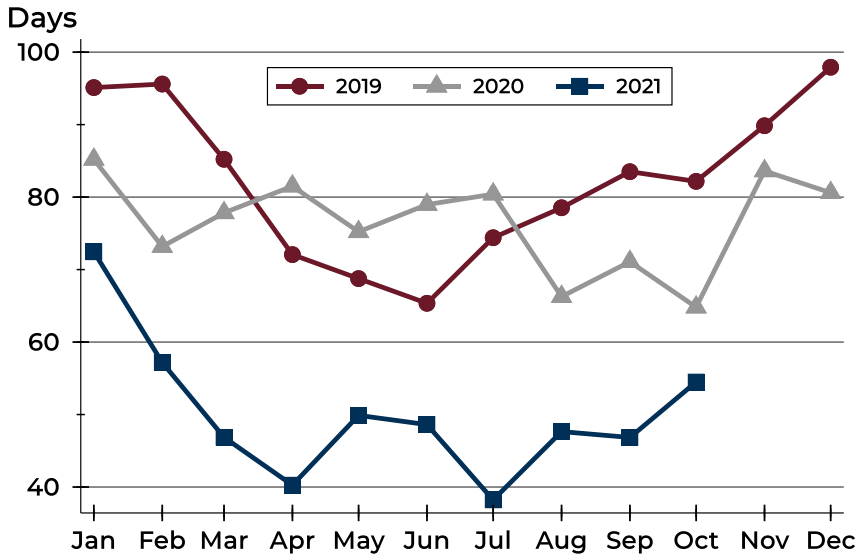


Month	2019	2020	2021
January	300,000	304,900	301,950
February	300,000	308,000	271,225
March	309,900	308,000	307,450
April	319,900	319,900	313,750
May	300,000	302,350	302,400
June	289,900	322,450	313,700
July	269,900	299,900	325,000
August	278,500	279,900	254,000
September	299,900	300,000	304,900
October	295,000	302,450	328,250
November	288,500	279,900	
December	294,950	273,000	



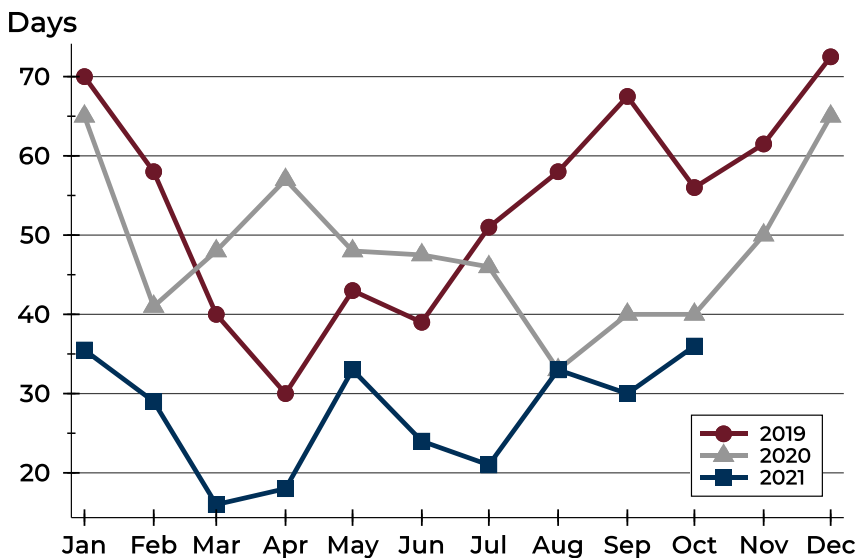
City of Lawrence Active Listings Analysis

Average DOM



Month	2019	2020	2021
January	95	85	72
February	96	73	57
March	85	78	47
April	72	82	40
May	69	75	50
June	65	79	49
July	74	80	38
August	79	66	48
September	84	71	47
October	82	65	54
November	90	84	
December	98	81	

Median DOM

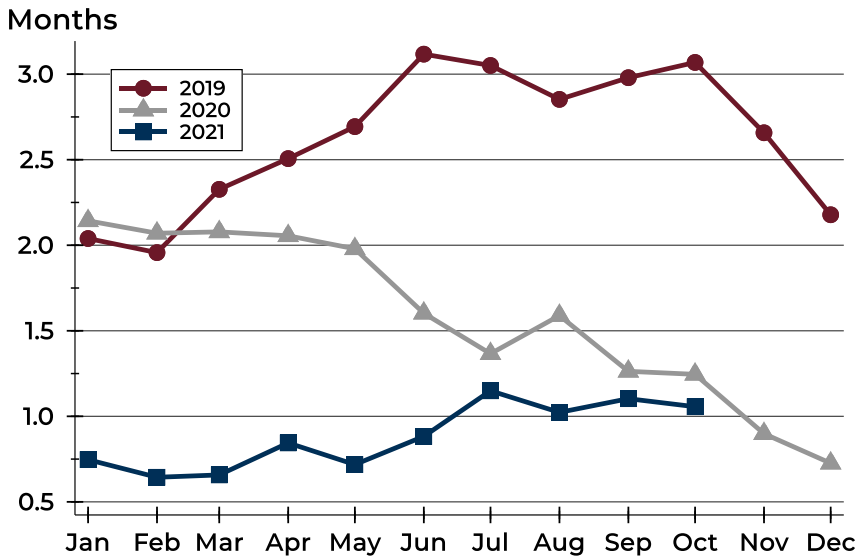


Month	2019	2020	2021
January	70	65	36
February	58	41	29
March	40	48	16
April	30	57	18
May	43	48	33
June	39	48	24
July	51	46	21
August	58	33	33
September	68	40	30
October	56	40	36
November	62	50	
December	73	65	



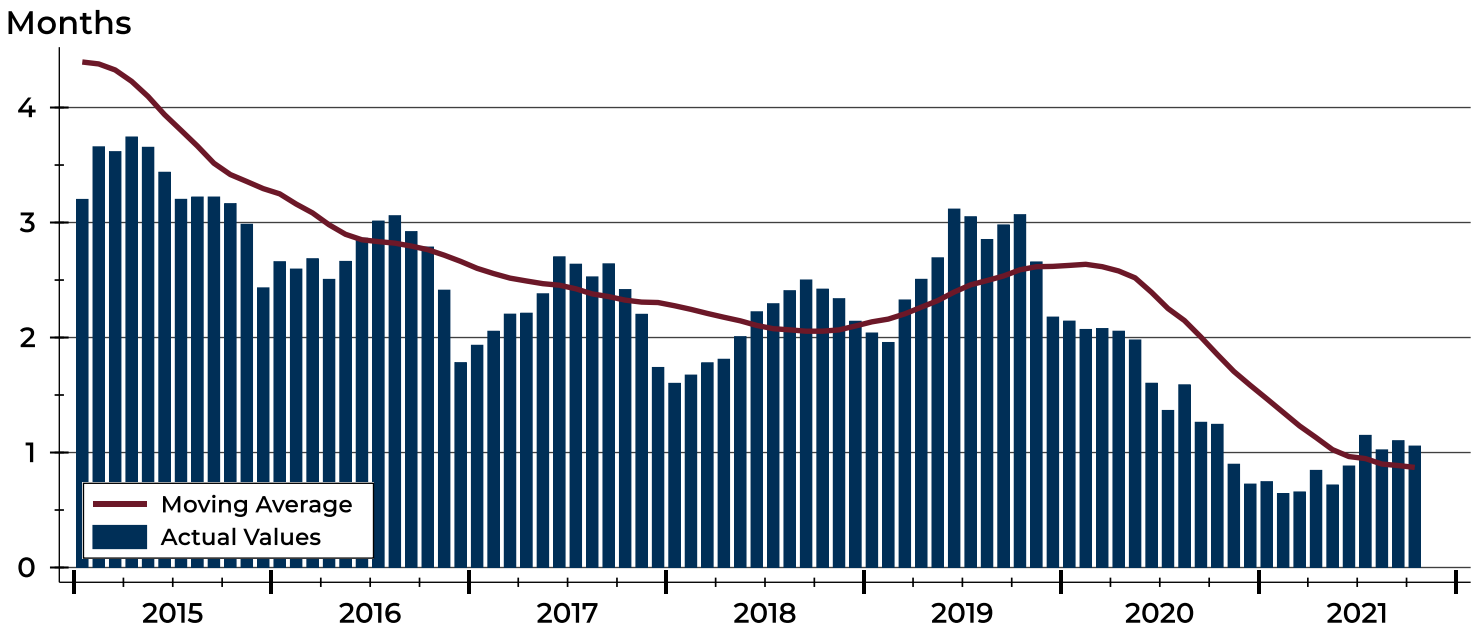
City of Lawrence Months' Supply Analysis

Months' Supply by Month



Month	2019	2020	2021
January	2.0	2.1	0.7
February	2.0	2.1	0.6
March	2.3	2.1	0.7
April	2.5	2.1	0.8
May	2.7	2.0	0.7
June	3.1	1.6	0.9
July	3.1	1.4	1.1
August	2.9	1.6	1.0
September	3.0	1.3	1.1
October	3.1	1.2	1.1
November	2.7	0.9	
December	2.2	0.7	

History of Month's Supply





City of Lawrence New Listings Analysis

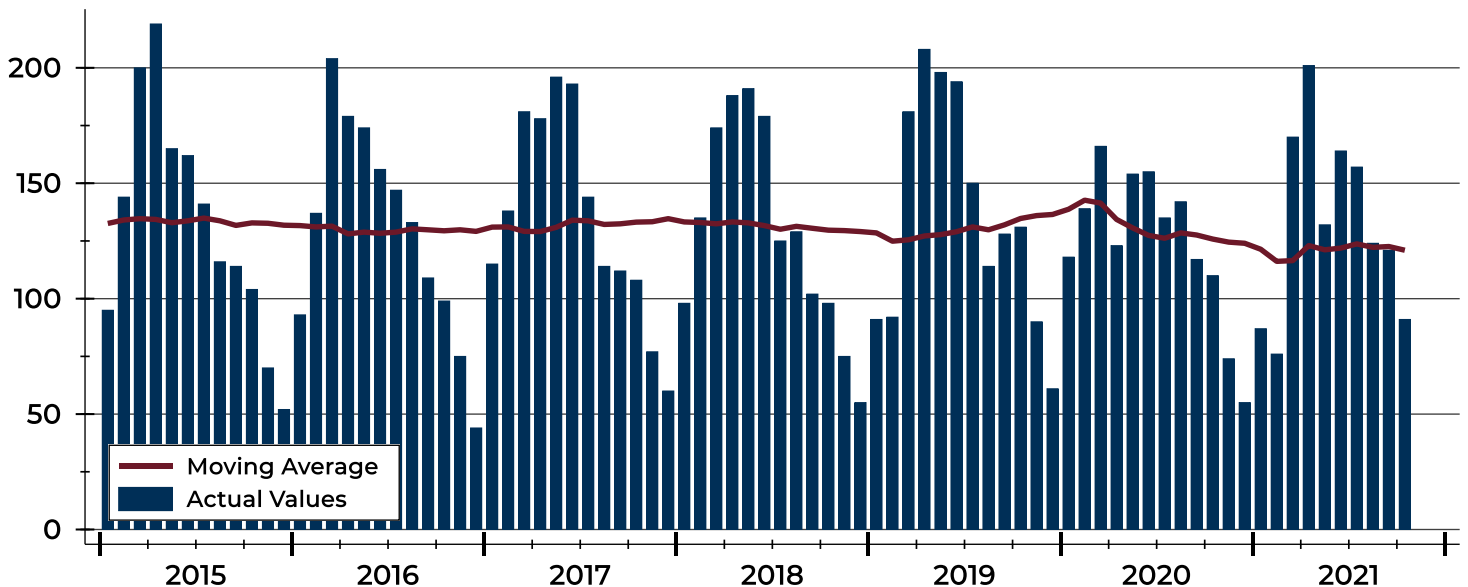
Summary Statistics for New Listings		2021	October 2020	Change
Current Month	New Listings	91	110	-17.3%
	Volume (1,000s)	27,879	30,108	-7.4%
	Average List Price	306,358	273,711	11.9%
	Median List Price	290,000	229,900	26.1%
Year-to-Date	New Listings	1,323	1,359	-2.6%
	Volume (1,000s)	388,448	365,176	6.4%
	Average List Price	293,611	268,709	9.3%
	Median List Price	260,000	239,900	8.4%

A total of 91 new listings were added in the City of Lawrence during October, down 17.3% from the same month in 2020. Year-to-date the City of Lawrence has seen 1,323 new listings.

The median list price of these homes was \$290,000 up from \$229,900 in 2020.

History of New Listings

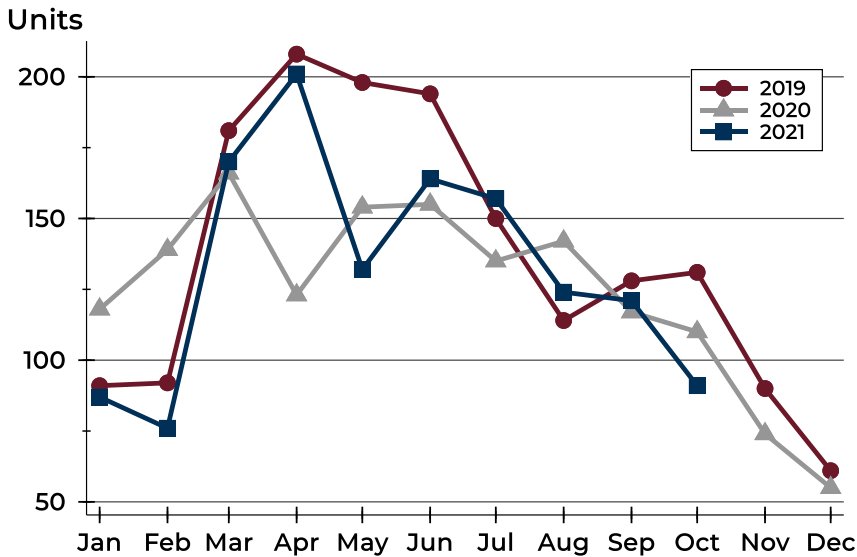
Units





City of Lawrence New Listings Analysis

New Listings by Month



Month	2019	2020	2021
January	91	118	87
February	92	139	76
March	181	166	170
April	208	123	201
May	198	154	132
June	194	155	164
July	150	135	157
August	114	142	124
September	128	117	121
October	131	110	91
November	90	74	
December	61	55	

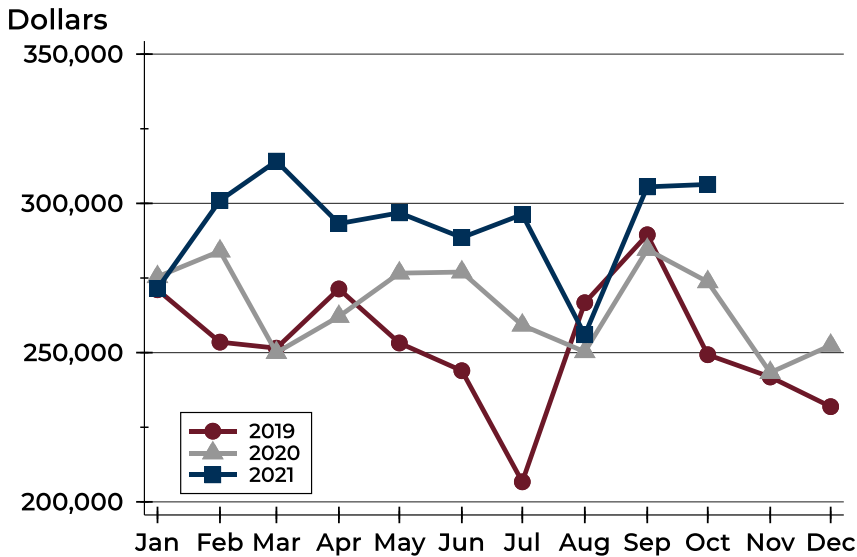
New Listings by Price Range

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	5.5%	1,179	900	18	18	100.0%	100.0%
\$50,000-\$99,999	2	2.2%	79,000	79,000	6	6	91.5%	91.5%
\$100,000-\$149,999	7	7.7%	130,743	135,000	6	5	98.4%	100.0%
\$150,000-\$199,999	12	13.2%	177,383	174,950	6	4	98.9%	100.0%
\$200,000-\$249,999	8	8.8%	224,275	222,500	10	6	99.5%	100.0%
\$250,000-\$299,999	14	15.4%	277,929	277,900	12	8	99.3%	100.0%
\$300,000-\$349,999	14	15.4%	330,475	328,250	10	5	100.0%	100.0%
\$350,000-\$399,999	8	8.8%	373,100	374,950	13	6	104.4%	100.0%
\$400,000-\$449,999	4	4.4%	424,975	427,500	20	19	100.0%	100.0%
\$450,000-\$499,999	9	9.9%	476,722	475,000	11	7	100.0%	100.0%
\$500,000-\$599,999	4	4.4%	525,000	525,000	9	5	99.3%	100.0%
\$600,000-\$749,999	3	3.3%	661,600	624,900	13	12	97.5%	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	1	1.1%	1,299,000	1,299,000	38	38	100.0%	100.0%



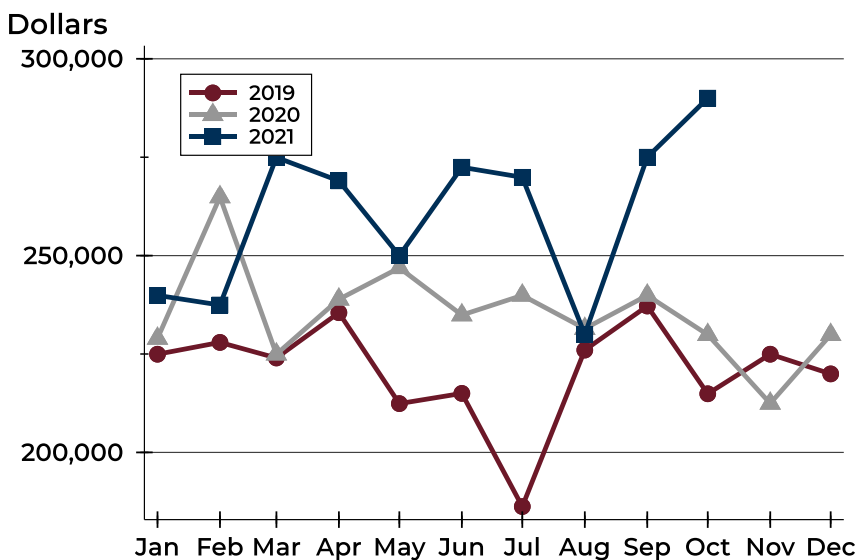
City of Lawrence New Listings Analysis

Average Price



Month	2019	2020	2021
January	271,062	275,402	271,450
February	253,519	284,009	300,975
March	251,491	249,995	314,158
April	271,345	262,107	293,231
May	253,236	276,641	296,834
June	243,938	276,994	288,542
July	206,720	259,179	296,284
August	266,719	250,273	255,996
September	289,474	284,531	305,533
October	249,298	273,711	306,358
November	241,850	243,317	
December	231,896	252,416	

Median Price



Month	2019	2020	2021
January	224,950	228,950	239,900
February	227,950	264,900	237,450
March	224,000	224,950	274,950
April	235,500	238,900	269,000
May	212,400	246,900	250,000
June	215,000	234,900	272,450
July	186,250	239,900	269,900
August	226,000	231,450	230,000
September	237,200	239,900	275,000
October	214,900	229,900	290,000
November	224,950	212,450	
December	219,950	229,900	



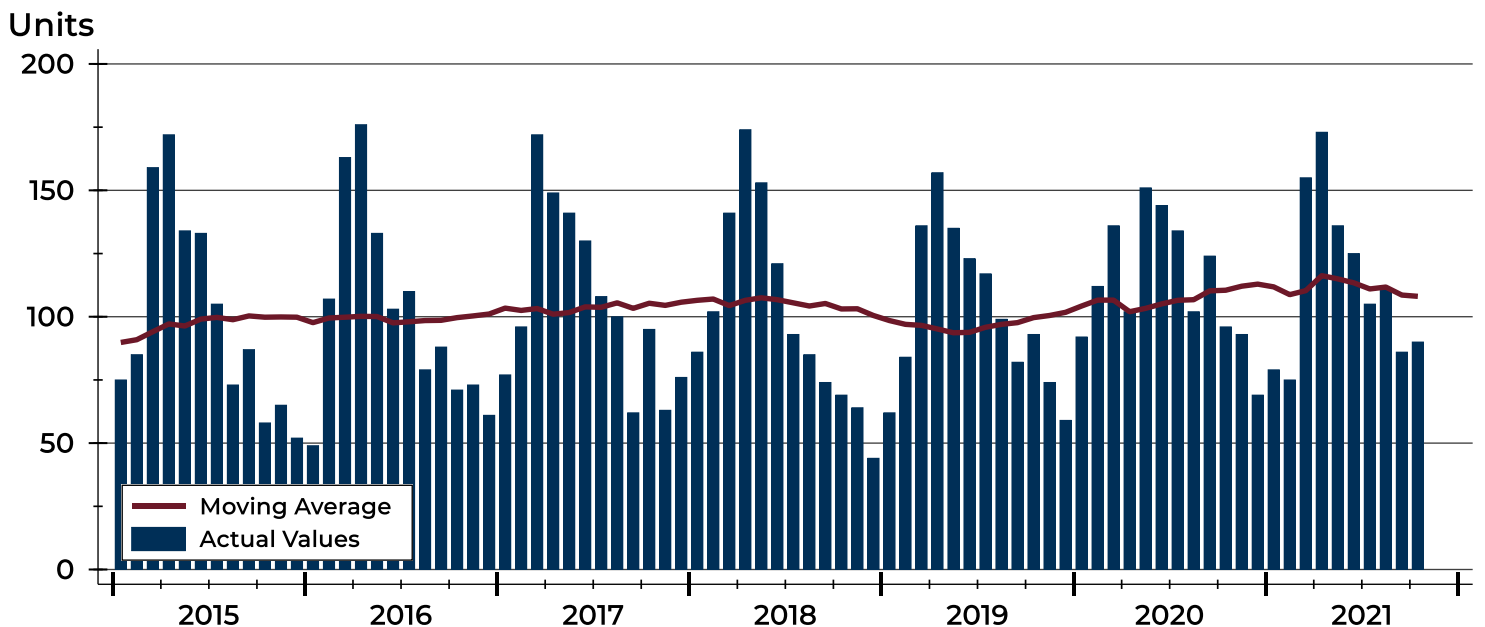
City of Lawrence Contracts Written Analysis

Summary Statistics for Contracts Written		2021	October 2020	Change	Year-to-Date		
		2021	2020		2021	2020	Change
Contracts Written		90	96	-6.3%	1,135	1,193	-4.9%
Volume (1,000s)		26,458	26,138	1.2%	335,223	314,819	6.5%
Average	Sale Price	293,973	272,269	8.0%	295,351	263,889	11.9%
	Days on Market	22	32	-31.3%	15	32	-53.1%
	Percent of Original	98.3%	98.3%	0.0%	100.8%	98.6%	2.2%
Median	Sale Price	277,250	236,250	17.4%	259,900	239,000	8.7%
	Days on Market	6	7	-14.3%	4	6	-33.3%
	Percent of Original	100.0%	100.0%	0.0%	100.0%	100.0%	0.0%

A total of 90 contracts for sale were written in the City of Lawrence during the month of October, down from 96 in 2020. The median list price of these homes was \$277,250, up from \$236,250 the prior year.

Half of the homes that went under contract in October were on the market less than 6 days, compared to 7 days in October 2020.

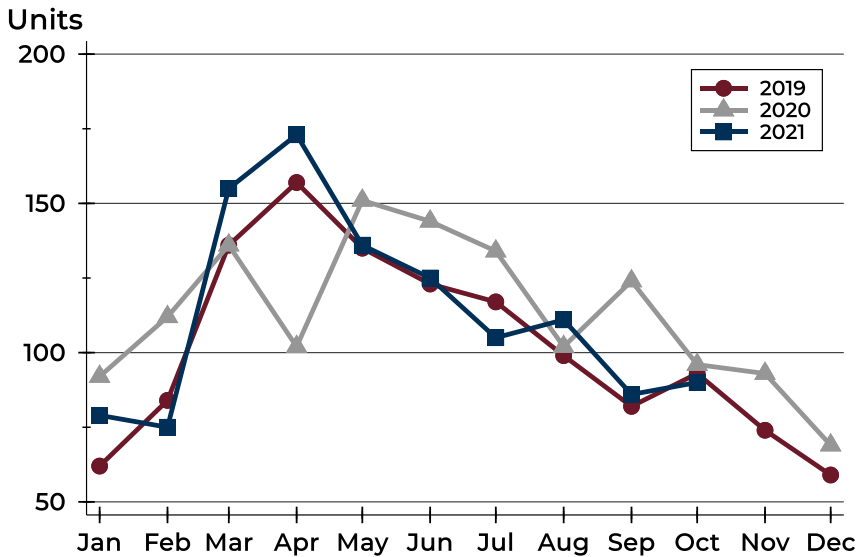
History of Contracts Written





City of Lawrence Contracts Written Analysis

Contracts Written by Month



Month	2019	2020	2021
January	62	92	79
February	84	112	75
March	136	136	155
April	157	102	173
May	135	151	136
June	123	144	125
July	117	134	105
August	99	102	111
September	82	124	86
October	93	96	90
November	74	93	
December	59	69	

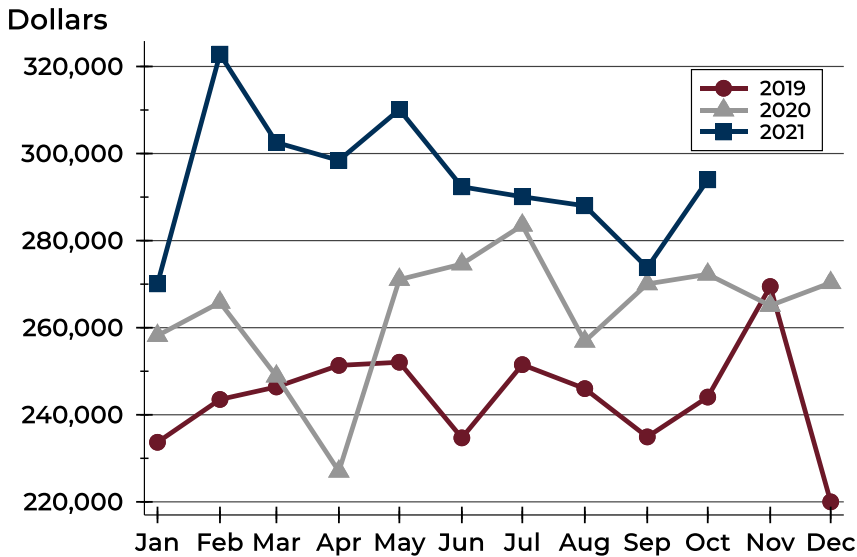
Contracts Written by Price Range

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	1	1.1%	82,000	82,000	3	3	82.9%	82.9%
\$100,000-\$149,999	5	5.6%	132,040	137,500	5	5	97.8%	100.0%
\$150,000-\$199,999	18	20.0%	180,467	187,450	21	8	95.5%	100.0%
\$200,000-\$249,999	17	18.9%	221,212	219,900	28	13	99.3%	100.0%
\$250,000-\$299,999	11	12.2%	282,718	285,000	18	6	98.8%	100.0%
\$300,000-\$349,999	16	17.8%	331,759	334,000	18	5	98.9%	100.0%
\$350,000-\$399,999	6	6.7%	370,800	374,950	9	6	100.0%	100.0%
\$400,000-\$449,999	3	3.3%	434,933	439,900	13	15	100.0%	100.0%
\$450,000-\$499,999	8	8.9%	481,738	482,700	24	5	99.6%	100.0%
\$500,000-\$599,999	3	3.3%	546,633	534,900	12	17	100.0%	100.0%
\$600,000-\$749,999	2	2.2%	632,450	632,450	168	168	99.8%	99.8%
\$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



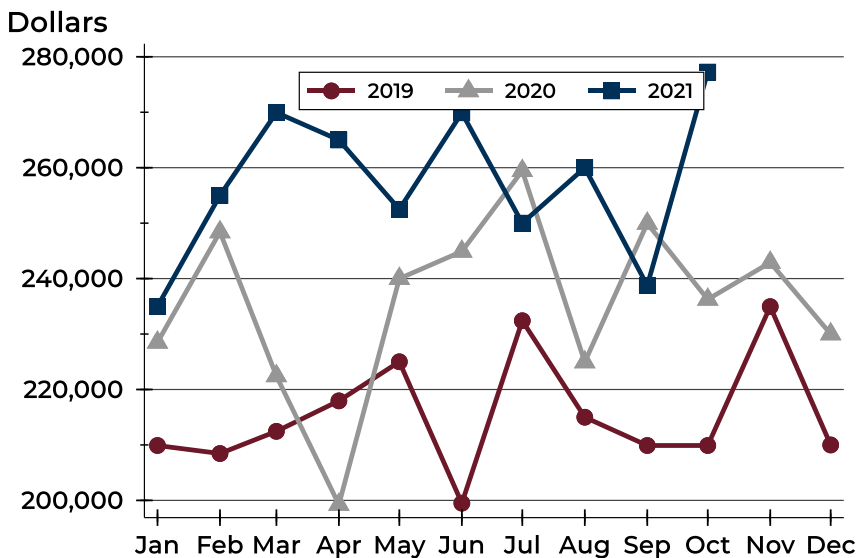
City of Lawrence Contracts Written Analysis

Average Price



Month	2019	2020	2021
January	233,686	258,187	270,075
February	243,524	265,812	322,833
March	246,402	248,864	302,547
April	251,351	227,017	298,434
May	252,072	271,062	310,103
June	234,702	274,618	292,363
July	251,518	283,526	290,084
August	246,013	256,876	288,012
September	234,923	270,058	273,790
October	244,064	272,269	293,973
November	269,458	265,091	
December	220,000	270,325	

Median Price

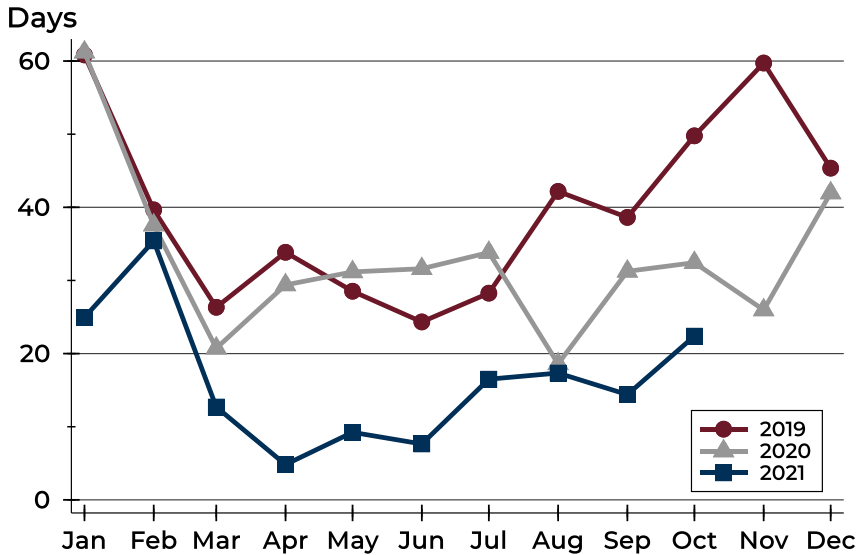


Month	2019	2020	2021
January	209,900	228,500	235,000
February	208,450	248,400	255,000
March	212,450	222,450	269,950
April	217,950	199,250	265,000
May	225,000	240,000	252,500
June	199,500	244,900	269,900
July	232,400	259,450	250,000
August	215,000	224,950	260,000
September	209,900	249,950	238,750
October	209,900	236,250	277,250
November	234,950	242,900	
December	210,000	230,000	



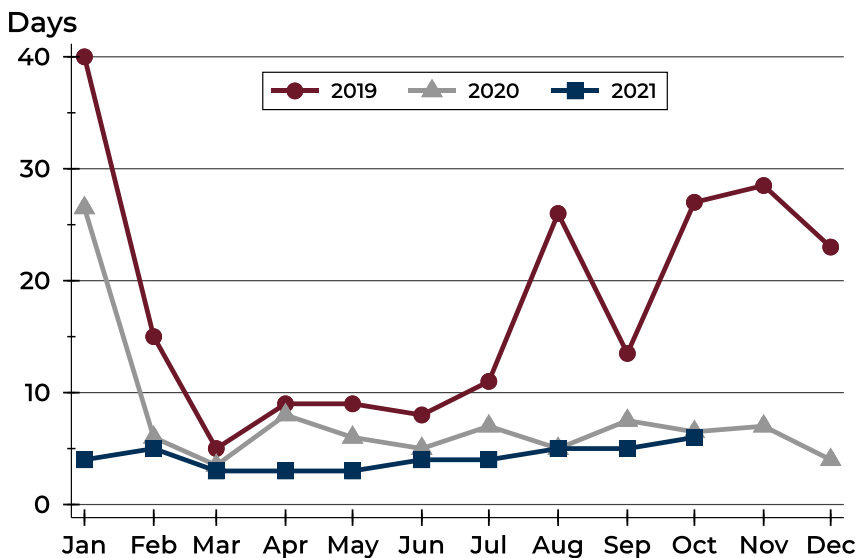
City of Lawrence Contracts Written Analysis

Average DOM



Month	2019	2020	2021
January	61	61	25
February	40	38	35
March	26	21	13
April	34	29	5
May	29	31	9
June	24	32	8
July	28	34	17
August	42	19	17
September	39	31	14
October	50	32	22
November	60	26	
December	45	42	

Median DOM



Month	2019	2020	2021
January	40	27	4
February	15	6	5
March	5	4	3
April	9	8	3
May	9	6	3
June	8	5	4
July	11	7	4
August	26	5	5
September	14	8	5
October	27	7	6
November	29	7	
December	23	4	



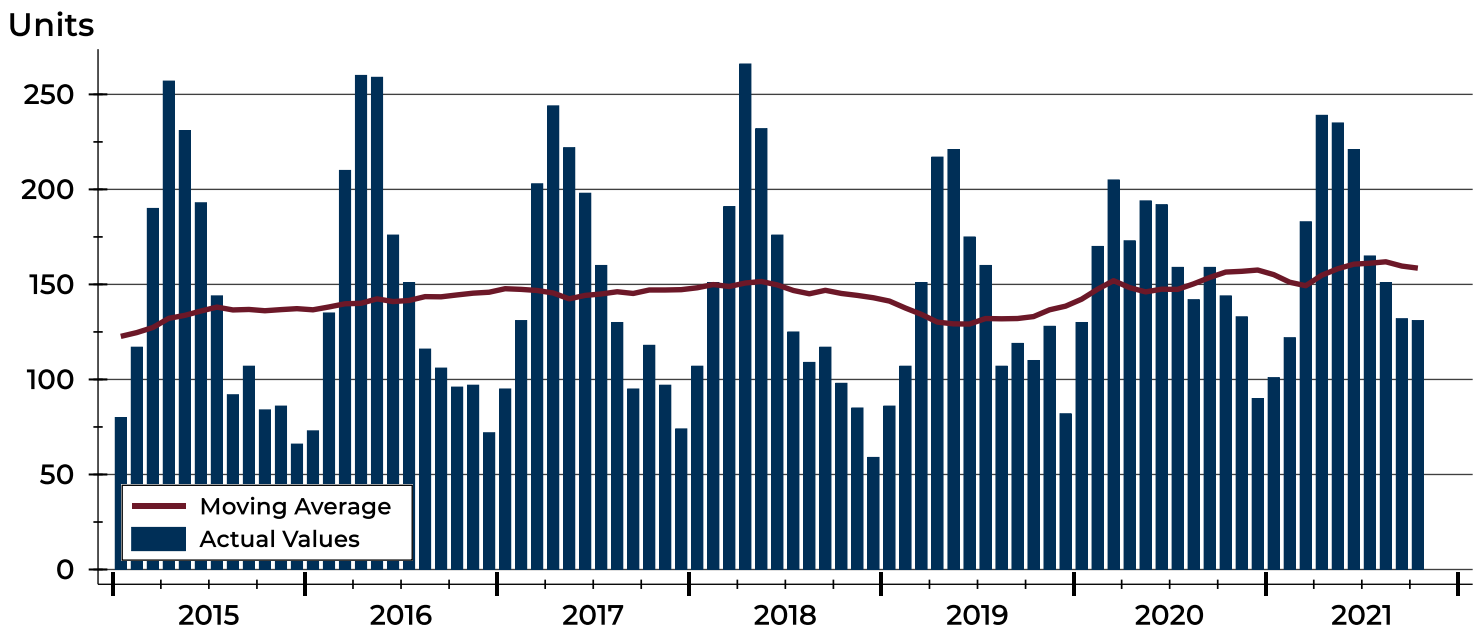
City of Lawrence Pending Contracts Analysis

Summary Statistics for Pending Contracts		End of October		
		2021	2020	Change
Pending Contracts		131	144	-9.0%
Volume (1,000s)		41,082	40,729	0.9%
Average	List Price	313,606	282,843	10.9%
	Days on Market	23	31	-25.8%
	Percent of Original	98.9%	98.9%	0.0%
Median	List Price	299,000	257,425	16.2%
	Days on Market	6	8	-25.0%
	Percent of Original	100.0%	100.0%	0.0%

A total of 131 listings in the City of Lawrence had contracts pending at the end of October, down from 144 contracts pending at the end of October 2020.

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.

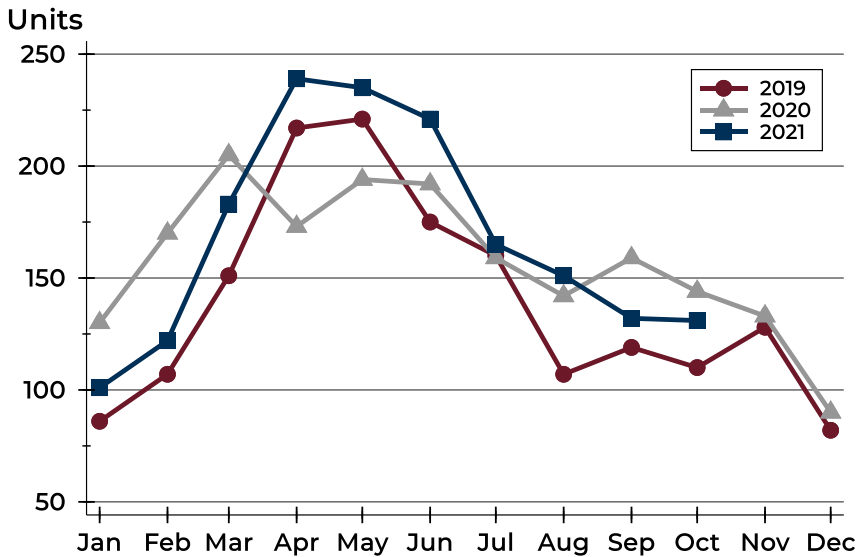
History of Pending Contracts





City of Lawrence Pending Contracts Analysis

Pending Contracts by Month



Month	2019	2020	2021
January	86	130	101
February	107	170	122
March	151	205	183
April	217	173	239
May	221	194	235
June	175	192	221
July	160	159	165
August	107	142	151
September	119	159	132
October	110	144	131
November	128	133	
December	82	90	

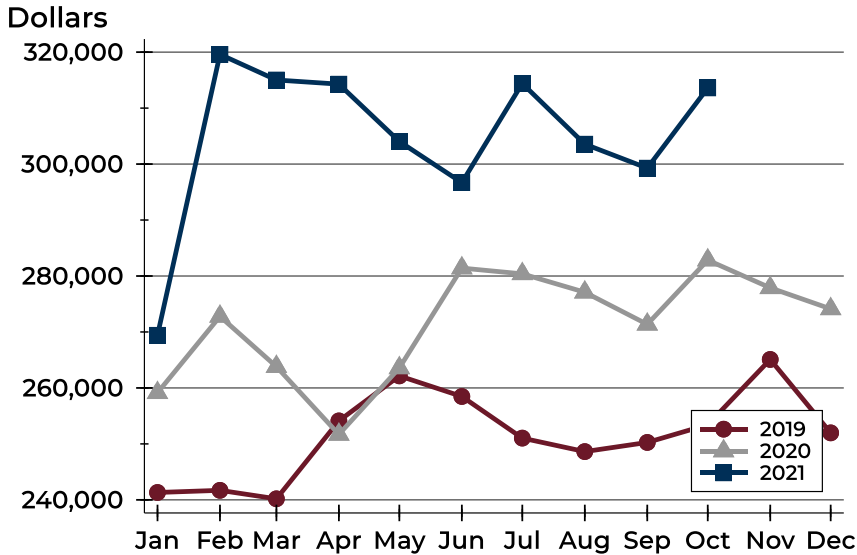
Pending Contracts by Price Range

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	7	5.3%	133,064	137,900	20	5	98.2%	100.0%
\$150,000-\$199,999	24	18.3%	178,258	177,475	19	10	97.6%	100.0%
\$200,000-\$249,999	20	15.3%	225,345	225,000	20	5	99.1%	100.0%
\$250,000-\$299,999	15	11.5%	281,313	279,500	15	6	99.2%	100.0%
\$300,000-\$349,999	22	16.8%	329,837	327,500	20	5	99.4%	100.0%
\$350,000-\$399,999	10	7.6%	374,950	374,950	15	6	99.2%	100.0%
\$400,000-\$449,999	10	7.6%	428,020	425,500	12	9	100.0%	100.0%
\$450,000-\$499,999	12	9.2%	477,354	474,950	20	4	99.7%	100.0%
\$500,000-\$599,999	8	6.1%	527,104	521,065	21	11	100.0%	100.0%
\$600,000-\$749,999	3	2.3%	638,300	639,900	211	197	95.5%	95.5%
\$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



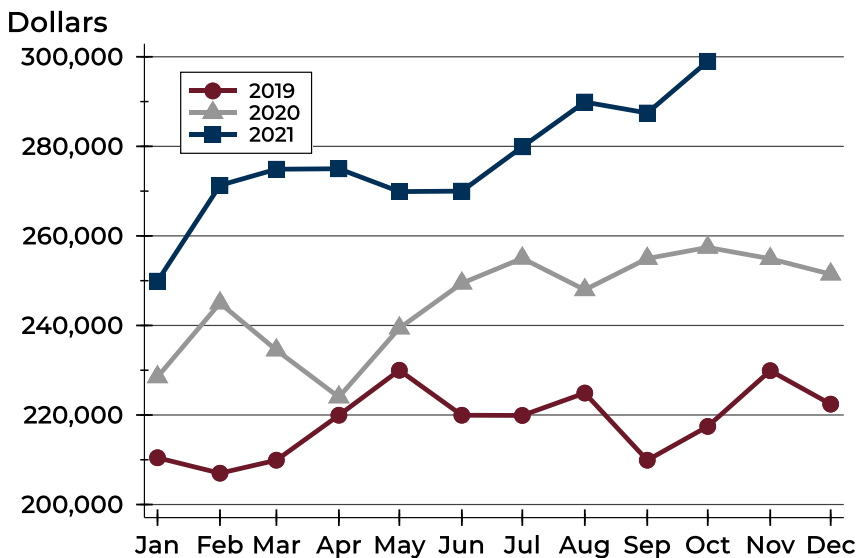
City of Lawrence Pending Contracts Analysis

Average Price



Month	2019	2020	2021
January	241,322	259,140	269,413
February	241,706	272,790	319,605
March	240,193	263,812	315,023
April	254,113	251,694	314,285
May	262,156	263,573	304,048
June	258,478	281,418	296,684
July	251,037	280,388	314,396
August	248,627	277,101	303,562
September	250,263	271,368	299,276
October	253,428	282,843	313,606
November	265,092	277,889	
December	251,972	274,123	

Median Price

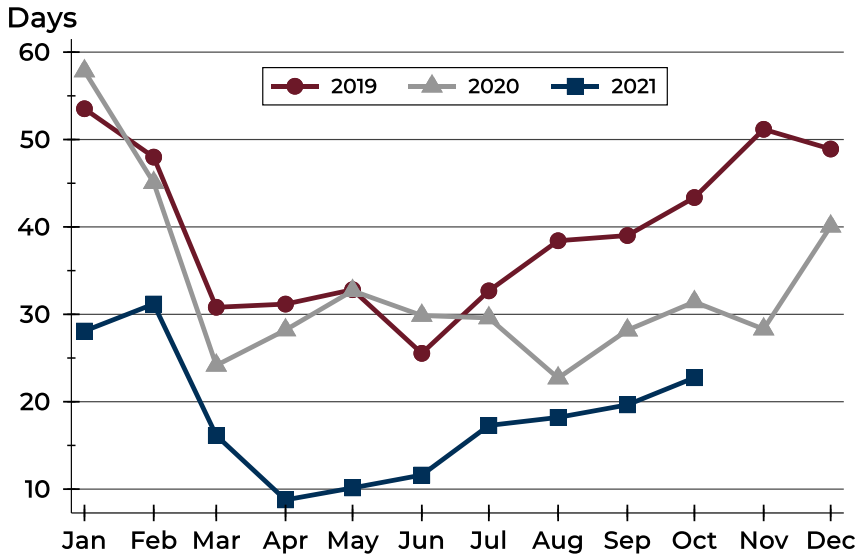


Month	2019	2020	2021
January	210,450	228,500	249,900
February	207,000	245,000	271,300
March	209,900	234,500	274,900
April	219,950	224,000	275,000
May	230,000	239,400	269,900
June	219,950	249,425	270,000
July	219,900	255,000	279,900
August	224,900	247,950	289,900
September	209,900	254,950	287,450
October	217,450	257,425	299,000
November	229,900	254,900	
December	222,425	251,450	



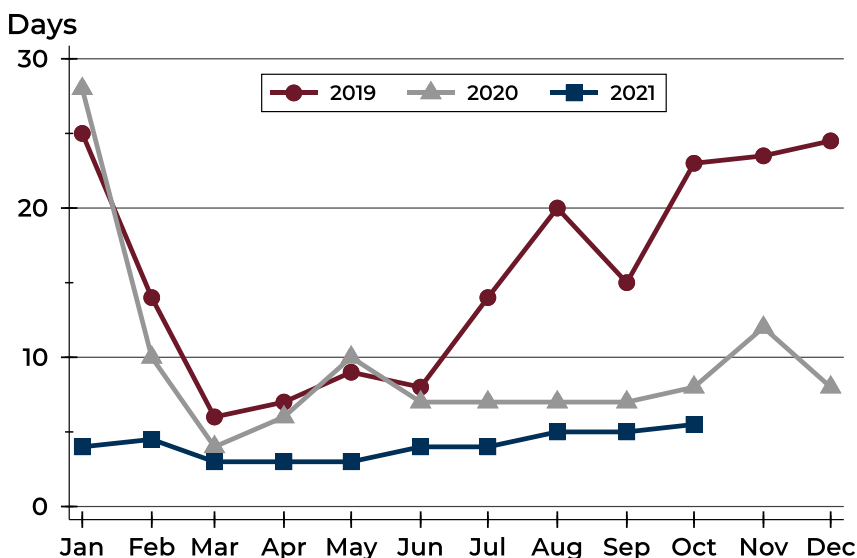
City of Lawrence Pending Contracts Analysis

Average DOM



Month	2019	2020	2021
January	54	58	28
February	48	45	31
March	31	24	16
April	31	28	9
May	33	33	10
June	26	30	12
July	33	30	17
August	38	23	18
September	39	28	20
October	43	31	23
November	51	28	
December	49	40	

Median DOM



Month	2019	2020	2021
January	25	28	4
February	14	10	5
March	6	4	3
April	7	6	3
May	9	10	3
June	8	7	4
July	14	7	4
August	20	7	5
September	15	7	5
October	23	8	6
November	24	12	
December	25	8	