



**May
2022**

Lawrence MLS Statistics



City of Lawrence Housing Report



Market Overview

City of Lawrence Home Sales Fell in May

Total home sales in the City of Lawrence fell last month to 129 units, compared to 145 units in May 2021. Total sales volume was \$45.8 million, down from a year earlier.

The median sale price in May was \$298,485, up from \$285,000 a year earlier. Homes that sold in May were typically on the market for 3 days and sold for 101.6% of their list prices.

City of Lawrence Active Listings Up at End of May

The total number of active listings in the City of Lawrence at the end of May was 86 units, up from 80 at the same point in 2021. This represents a 0.8 months' supply of homes available for sale. The median list price of homes on the market at the end of May was \$339,250.

During May, a total of 129 contracts were written down from 137 in May 2021. At the end of the month, there were 171 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



**May
2022**

Lawrence MLS Statistics



LAWRENCE
Board of REALTORS®

City of Lawrence Summary Statistics

May MLS Statistics Three-year History		Current Month			Year-to-Date		
		2022	2021	2020	2022	2021	2020
Home Sales		129	145	115	438	468	469
Change from prior year		-11.0%	26.1%	-13.5%	-6.4%	-0.2%	11.4%
Active Listings		86	80	206	N/A	N/A	N/A
Change from prior year		7.5%	-61.2%	-19.8%			
Months' Supply		0.8	0.7	2.0	N/A	N/A	N/A
Change from prior year		14.3%	-65.0%	-25.9%			
New Listings		154	132	154	580	667	700
Change from prior year		16.7%	-14.3%	-22.2%	-13.0%	-4.7%	-9.1%
Contracts Written		129	137	151	520	618	593
Change from prior year		-5.8%	-9.3%	11.9%	-15.9%	4.2%	3.3%
Pending Contracts		171	235	194	N/A	N/A	N/A
Change from prior year		-27.2%	21.1%	-12.2%			
Sales Volume (1,000s)		45,816	46,490	27,919	143,522	138,112	115,506
Change from prior year		-1.4%	66.5%	-11.1%	3.9%	19.6%	16.3%
Average	Sale Price	355,166	320,621	242,777	327,676	295,111	246,283
	Change from prior year	10.8%	32.1%	2.8%	11.0%	19.8%	4.4%
	List Price of Actives	346,614	356,591	341,378	N/A	N/A	N/A
	Change from prior year	-2.8%	4.5%	2.3%			
	Days on Market	11	6	27	15	22	38
Change from prior year	83.3%	-77.8%	12.5%	-31.8%	-42.1%	5.6%	
	Percent of List	104.1%	102.9%	99.3%	102.6%	101.7%	99.0%
Change from prior year	1.2%	3.6%	-0.5%	0.9%	2.7%	0.0%	
	Percent of Original	104.0%	102.6%	98.3%	102.2%	101.3%	97.8%
Change from prior year	1.4%	4.4%	-0.7%	0.9%	3.6%	-0.3%	
Median	Sale Price	298,485	285,000	220,000	300,000	263,500	225,000
	Change from prior year	4.7%	29.5%	11.7%	13.9%	17.1%	9.8%
	List Price of Actives	339,250	302,400	302,350	N/A	N/A	N/A
	Change from prior year	12.2%	0.0%	0.8%			
	Days on Market	3	3	4	4	3	7
Change from prior year	0.0%	-25.0%	-33.3%	33.3%	-57.1%	-36.4%	
	Percent of List	101.6%	101.3%	100.0%	100.0%	100.0%	100.0%
Change from prior year	0.3%	1.3%	0.0%	0.0%	0.0%	0.0%	
	Percent of Original	101.6%	101.2%	100.0%	100.0%	100.0%	99.9%
Change from prior year	0.4%	1.2%	0.0%	0.0%	0.1%	-0.1%	

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



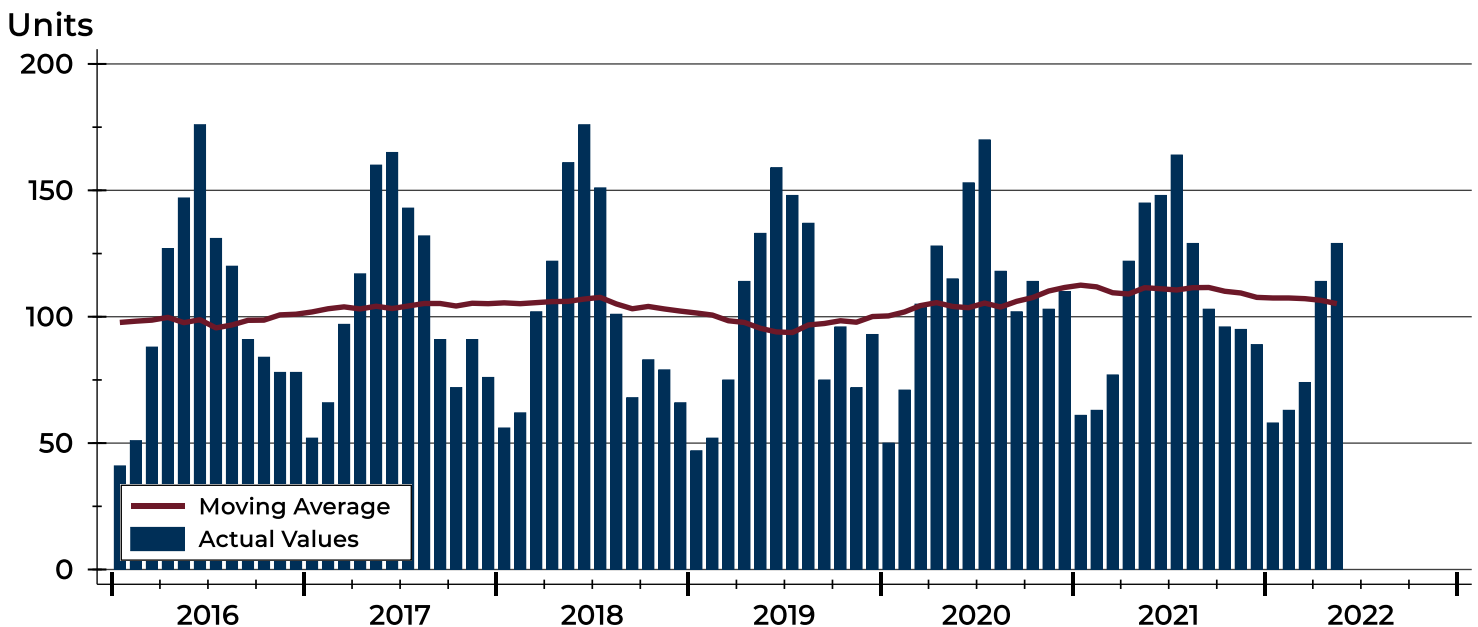
City of Lawrence Closed Listings Analysis

Summary Statistics for Closed Listings		2022	May 2021	Change	2022	Year-to-Date 2021	Change
Closed Listings		129	145	-11.0%	438	468	-6.4%
Volume (1,000s)		45,816	46,490	-1.4%	143,522	138,112	3.9%
Months' Supply		0.8	0.7	14.3%	N/A	N/A	N/A
Average	Sale Price	355,166	320,621	10.8%	327,676	295,111	11.0%
	Days on Market	11	6	83.3%	15	22	-31.8%
	Percent of List	104.1%	102.9%	1.2%	102.6%	101.7%	0.9%
	Percent of Original	104.0%	102.6%	1.4%	102.2%	101.3%	0.9%
Median	Sale Price	298,485	285,000	4.7%	300,000	263,500	13.9%
	Days on Market	3	3	0.0%	4	3	33.3%
	Percent of List	101.6%	101.3%	0.3%	100.0%	100.0%	0.0%
	Percent of Original	101.6%	101.2%	0.4%	100.0%	100.0%	0.0%

A total of 129 homes sold in the City of Lawrence in May, down from 145 units in May 2021. Total sales volume fell to \$45.8 million compared to \$46.5 million in the previous year.

The median sales price in May was \$298,485, up 4.7% compared to the prior year. Median days on market was 3 days, down from 4 days in April, but similar to May 2021.

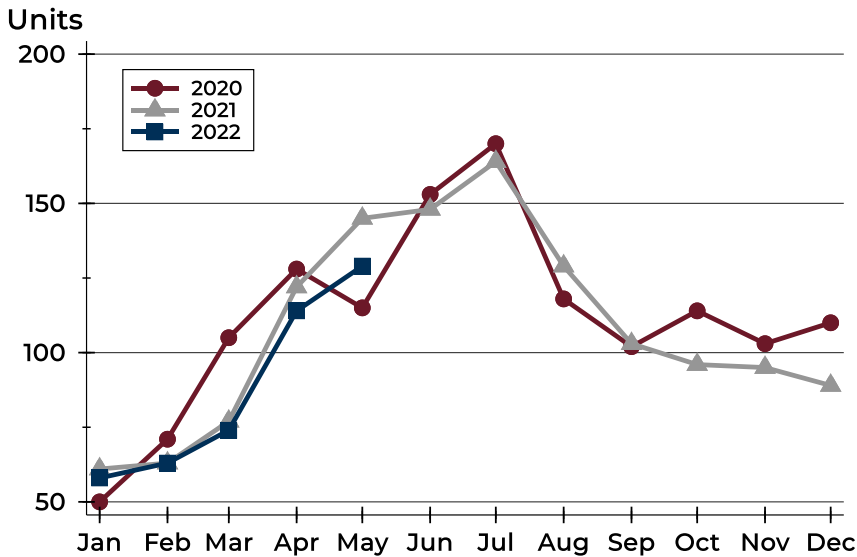
History of Closed Listings





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	74
April	128	122	114
May	115	145	129
June	153	148	
July	170	164	
August	118	129	
September	102	103	
October	114	96	
November	103	95	
December	110	89	

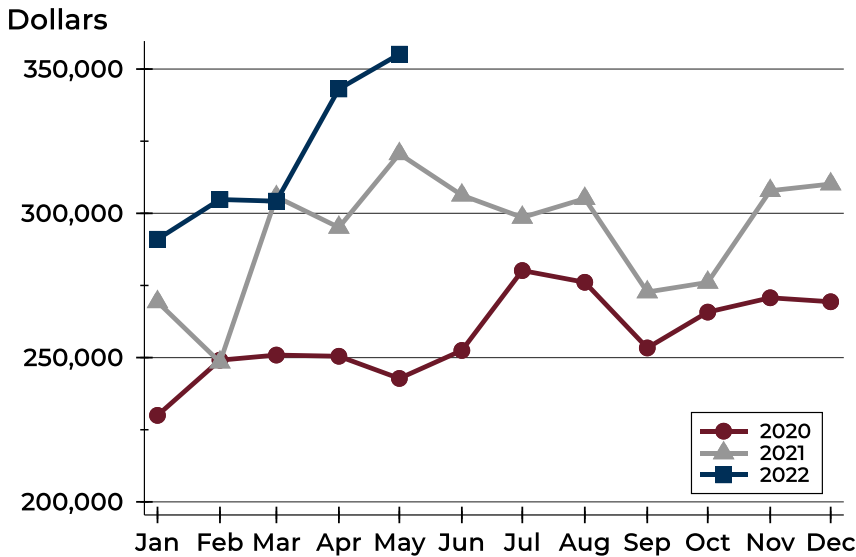
Closed Listings by Price Range

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	0	0.0%	1.8	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$100,000-\$149,999	7	5.4%	1.1	124,343	128,000	7	3	102.6%	105.2%	101.8%	105.2%
\$150,000-\$199,999	13	10.1%	0.2	175,031	175,000	8	3	104.4%	104.0%	103.8%	104.0%
\$200,000-\$249,999	21	16.3%	0.3	218,743	220,000	4	3	109.2%	106.7%	108.1%	106.7%
\$250,000-\$299,999	24	18.6%	0.5	266,845	267,750	9	2	105.9%	105.3%	105.7%	105.9%
\$300,000-\$349,999	12	9.3%	0.8	328,879	330,950	8	3	103.5%	100.0%	106.5%	102.5%
\$350,000-\$399,999	13	10.1%	0.9	373,730	374,000	31	6	100.7%	100.0%	100.1%	100.0%
\$400,000-\$449,999	9	7.0%	0.6	428,856	425,000	15	4	103.4%	100.0%	103.5%	100.0%
\$450,000-\$499,999	8	6.2%	1.9	471,906	470,000	24	3	102.3%	100.0%	102.7%	101.6%
\$500,000-\$599,999	13	10.1%	1.0	533,377	525,000	7	3	101.9%	100.0%	101.7%	100.0%
\$600,000-\$749,999	5	3.9%	2.7	644,180	636,000	6	4	100.1%	100.0%	100.1%	100.0%
\$750,000-\$999,999	2	1.6%	3.0	810,500	810,500	47	47	98.5%	98.5%	98.5%	98.5%
\$1,000,000 and up	2	1.6%	0.0	1,728,500	1,728,500	0	0	98.3%	98.3%	98.3%	98.3%



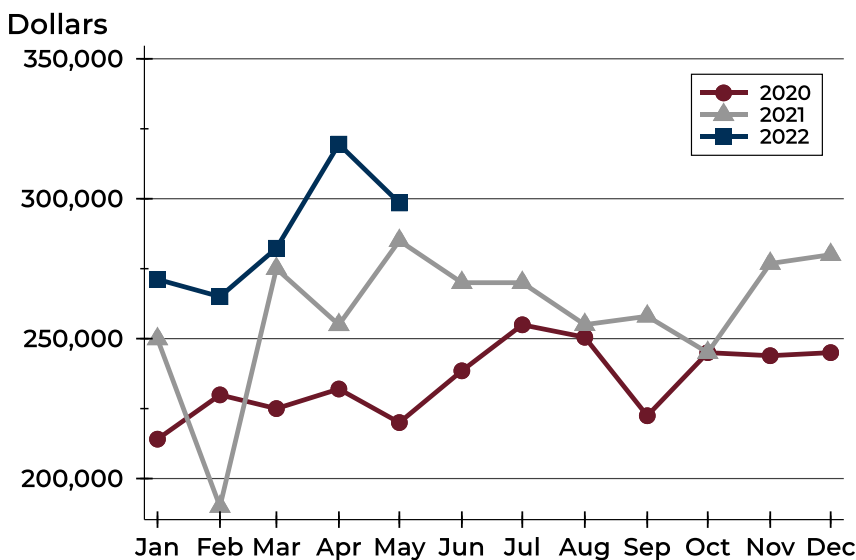
City of Lawrence Closed Listings Analysis

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	304,215
April	250,466	295,115	343,096
May	242,777	320,621	355,166
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

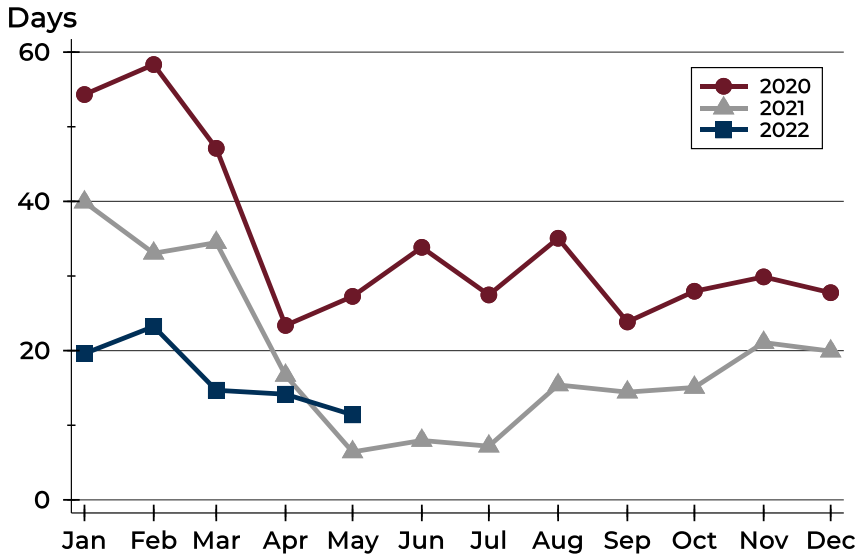


Month	2020	2021	2022
January	214,075	249,900	271,200
February	229,900	190,000	265,000
March	225,000	275,000	282,300
April	232,000	254,950	319,500
May	220,000	285,000	298,485
June	238,500	270,000	
July	254,950	270,000	
August	250,500	255,000	
September	222,450	258,000	
October	245,000	245,000	
November	243,900	276,850	
December	245,000	280,000	



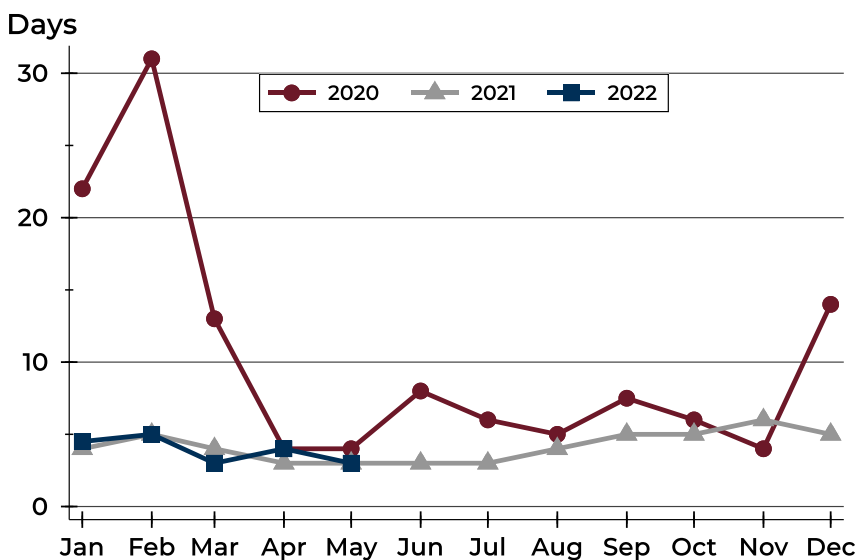
City of Lawrence Closed Listings Analysis

Average DOM



Month	2020	2021	2022
January	54	40	20
February	58	33	23
March	47	34	15
April	23	17	14
May	27	6	11
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	4
May	4	3	3
June	8	3	
July	6	3	
August	5	4	
September	8	5	
October	6	5	
November	4	6	
December	14	5	



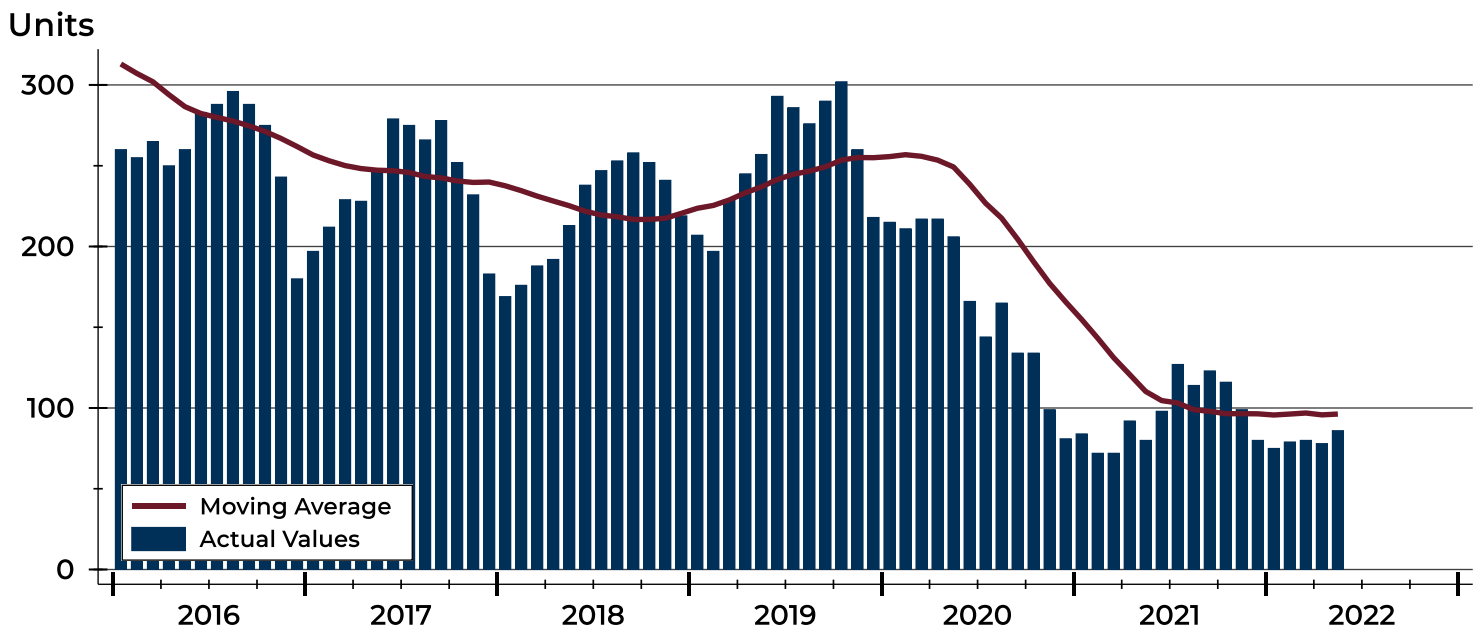
City of Lawrence Active Listings Analysis

Summary Statistics for Active Listings		2022	End of May 2021	Change
Active Listings		86	80	7.5%
Volume (1,000s)		29,809	28,527	4.5%
Months' Supply		0.8	0.7	14.3%
Average	List Price	346,614	356,591	-2.8%
	Days on Market	42	50	-16.0%
	Percent of Original	98.4%	98.4%	0.0%
Median	List Price	339,250	302,400	12.2%
	Days on Market	19	33	-42.4%
	Percent of Original	100.0%	100.0%	0.0%

A total of 86 homes were available for sale in the City of Lawrence at the end of May. This represents a 0.8 months' supply of active listings.

The median list price of homes on the market at the end of May was \$339,250, up 12.2% from 2021. The typical time on market for active listings was 19 days, down from 33 days a year earlier.

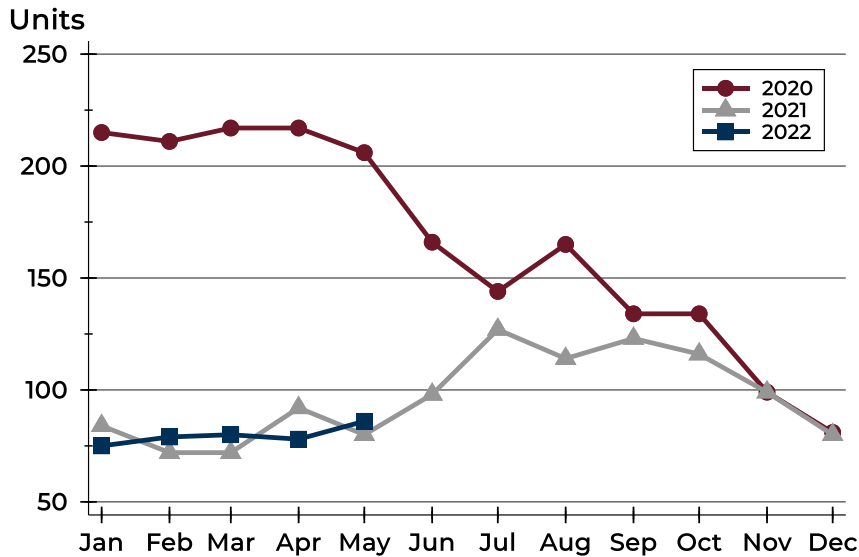
History of Active Listings





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	
July	144	127	
August	165	114	
September	134	123	
October	134	116	
November	99	99	
December	81	80	

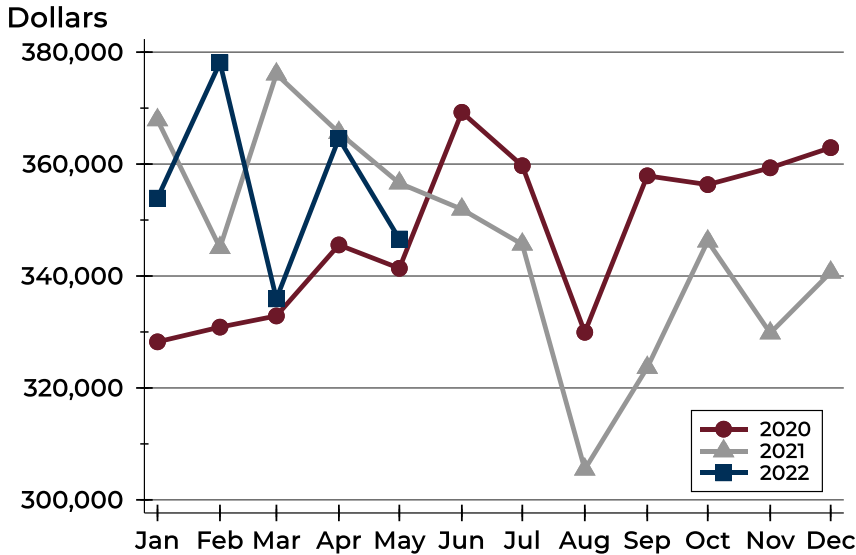
Active Listings by Price Range

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	8	9.3%	N/A	1,113	1,098	36	8	100.0%	100.0%
\$50,000-\$99,999	4	4.7%	1.8	84,905	86,725	60	46	92.8%	99.1%
\$100,000-\$149,999	7	8.1%	1.1	127,371	125,900	39	21	95.4%	100.0%
\$150,000-\$199,999	3	3.5%	0.2	186,266	198,999	32	19	100.0%	100.0%
\$200,000-\$249,999	6	7.0%	0.3	230,800	232,450	37	13	100.2%	100.0%
\$250,000-\$299,999	9	10.5%	0.5	279,433	280,000	15	12	97.9%	99.2%
\$300,000-\$349,999	10	11.6%	0.8	329,410	332,500	23	16	97.6%	98.5%
\$350,000-\$399,999	8	9.3%	0.9	381,838	387,450	45	36	100.2%	100.0%
\$400,000-\$449,999	5	5.8%	0.6	438,320	437,000	39	26	98.4%	100.0%
\$450,000-\$499,999	10	11.6%	1.9	479,030	480,900	77	77	99.8%	100.0%
\$500,000-\$599,999	6	7.0%	1.0	562,300	569,500	19	9	99.6%	100.0%
\$600,000-\$749,999	7	8.1%	2.7	673,243	674,000	67	26	98.3%	100.0%
\$750,000-\$999,999	3	3.5%	3.0	897,667	849,000	81	12	95.7%	96.6%
\$1,000,000 and up	0	0.0%	0.0	N/A	N/A	N/A	N/A	N/A	N/A



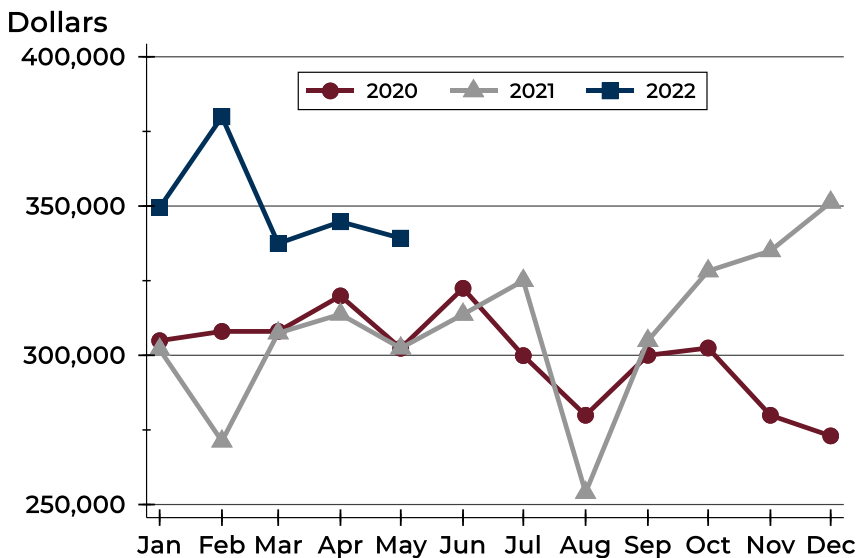
City of Lawrence Active Listings Analysis

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	364,571
May	341,378	356,591	346,614
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

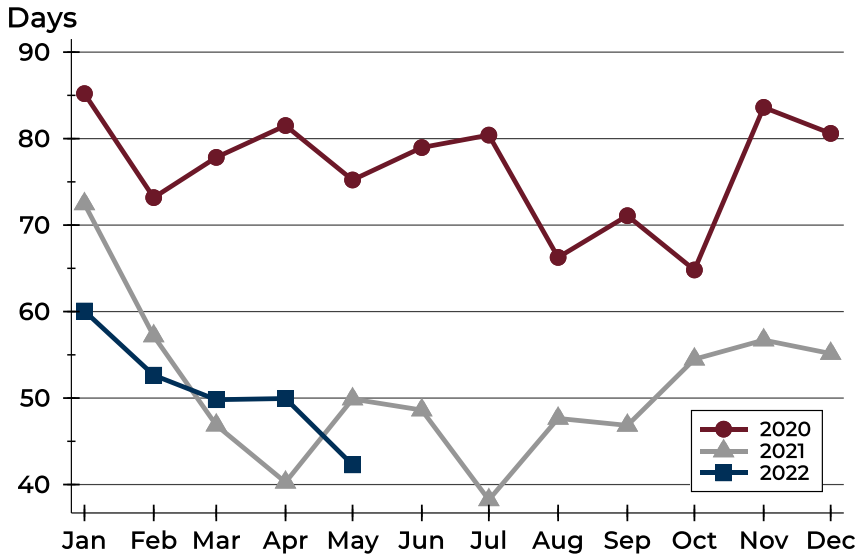


Month	2020	2021	2022
January	304,900	301,950	349,500
February	308,000	271,225	379,900
March	308,000	307,450	337,450
April	319,900	313,750	344,750
May	302,350	302,400	339,250
June	322,450	313,700	
July	299,900	325,000	
August	279,900	254,000	
September	300,000	304,900	
October	302,450	328,250	
November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



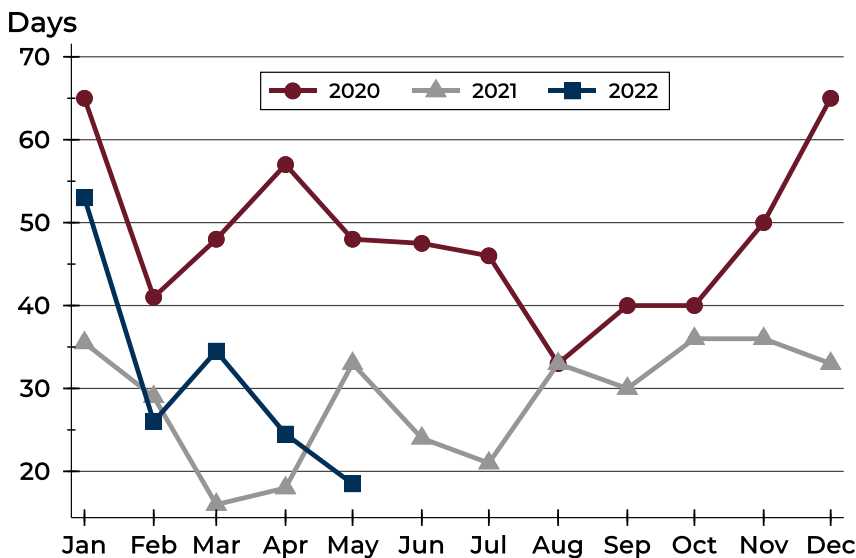
City of Lawrence Active Listings Analysis

Average DOM



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

Median DOM

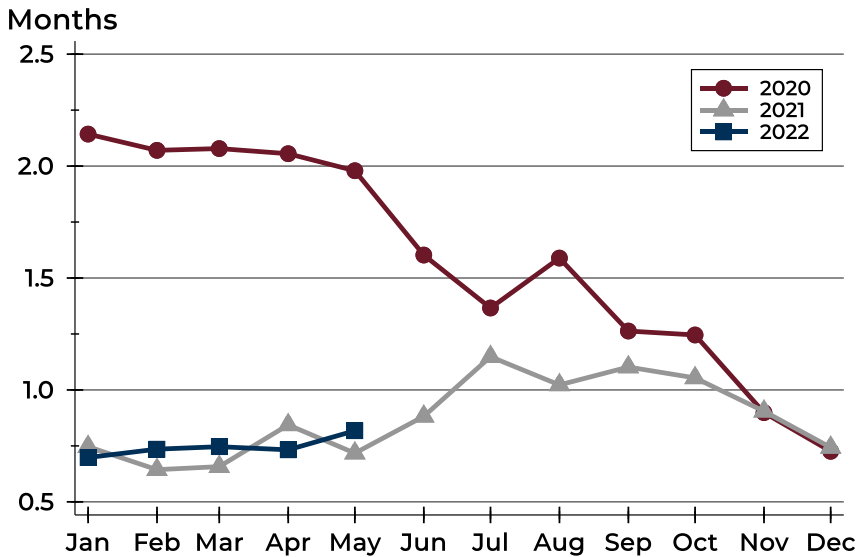


Month	2020	2021	2022
January	65	36	53
February	41	29	26
March	48	16	35
April	57	18	25
May	48	33	19
June	48	24	
July	46	21	
August	33	33	
September	40	30	
October	40	36	
November	50	36	
December	65	33	



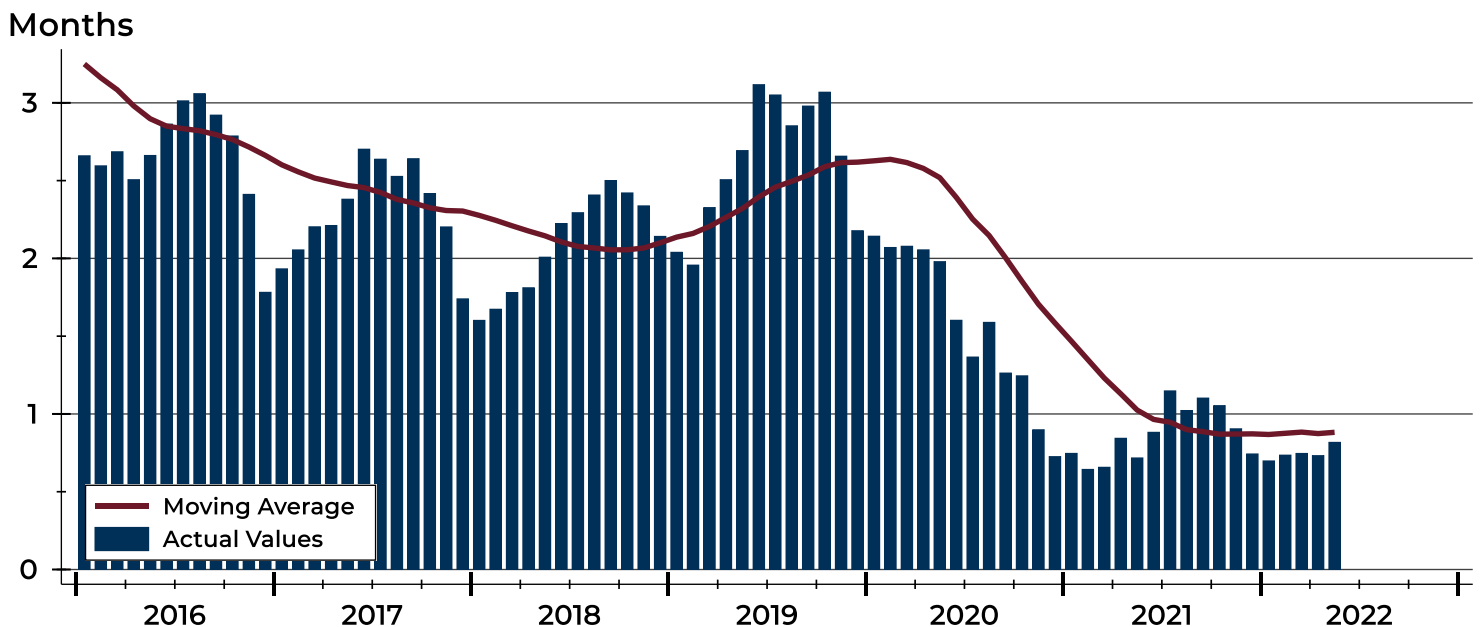
City of Lawrence Months' Supply Analysis

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	0.7
May	2.0	0.7	0.8
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





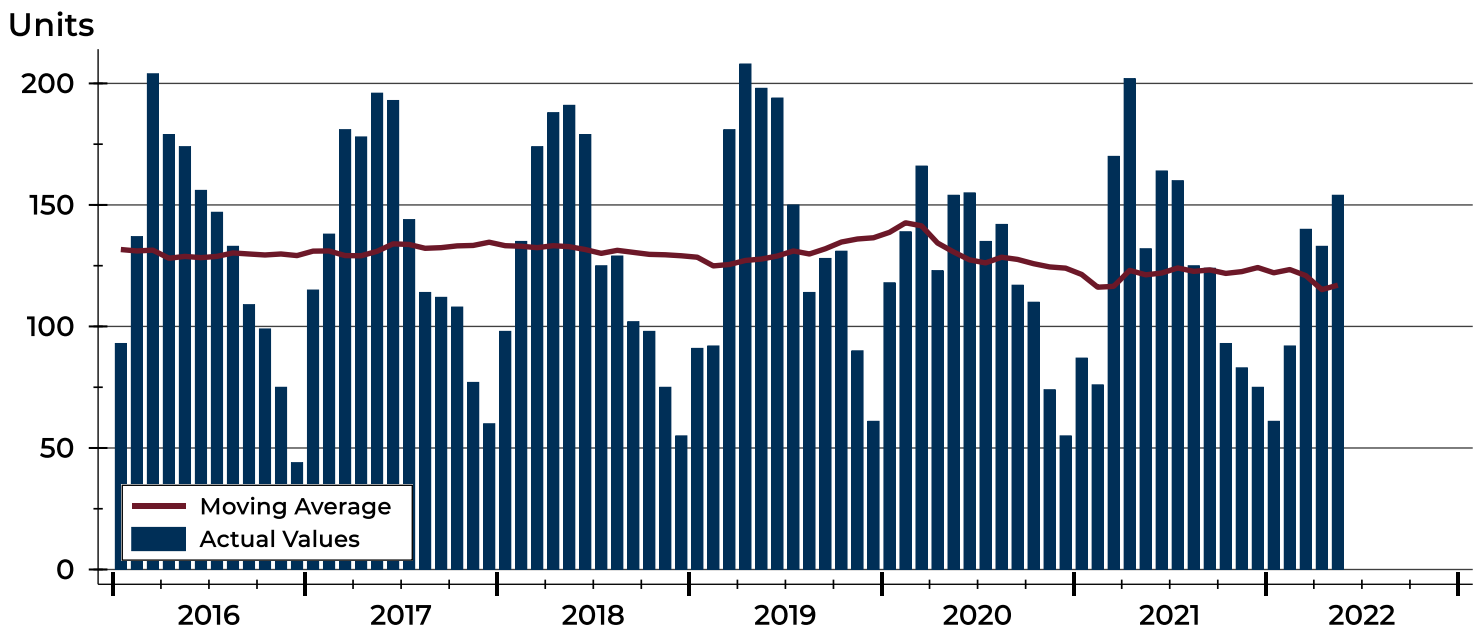
City of Lawrence New Listings Analysis

Summary Statistics for New Listings		2022	May 2021	Change
Current Month	New Listings	154	132	16.7%
	Volume (1,000s)	48,328	39,182	23.3%
	Average List Price	313,817	296,834	5.7%
	Median List Price	299,000	250,000	19.6%
Year-to-Date	New Listings	580	667	-13.0%
	Volume (1,000s)	188,772	198,359	-4.8%
	Average List Price	325,469	297,389	9.4%
	Median List Price	299,900	259,900	15.4%

A total of 154 new listings were added in the City of Lawrence during May, up 16.7% from the same month in 2021. Year-to-date the City of Lawrence has seen 580 new listings.

The median list price of these homes was \$299,000 up from \$250,000 in 2021.

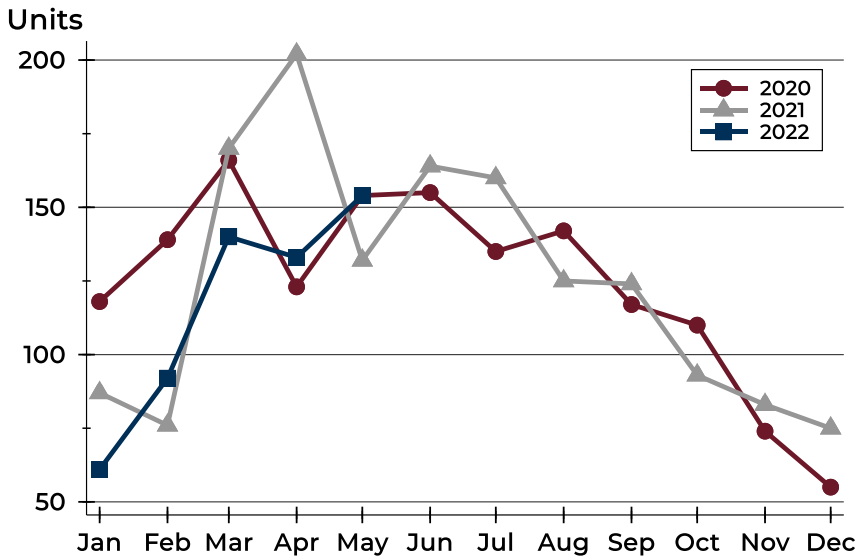
History of New Listings





City of Lawrence New Listings Analysis

New Listings by Month



Month	2020	2021	2022
January	118	87	61
February	139	76	92
March	166	170	140
April	123	202	133
May	154	132	154
June	155	164	
July	135	160	
August	142	125	
September	117	124	
October	110	93	
November	74	83	
December	55	75	

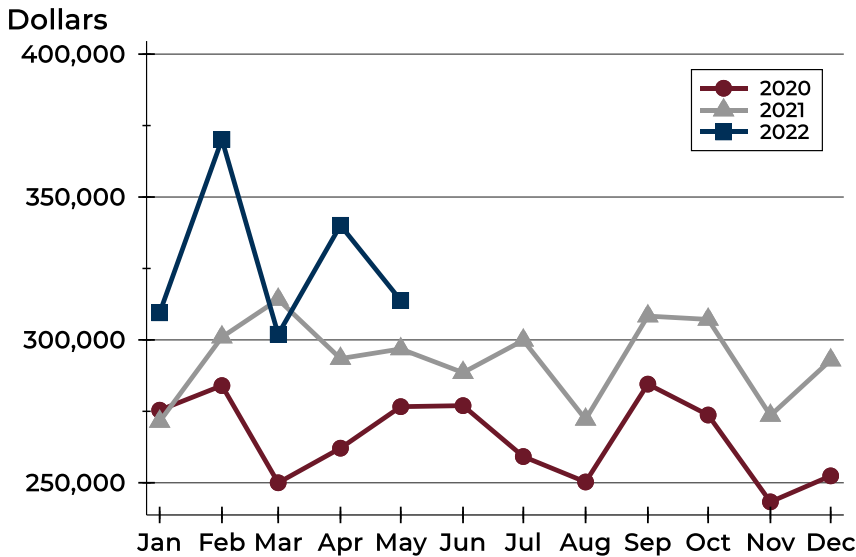
New Listings by Price Range

Price Range	New Listings		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$50,000	9	5.8%	1,204	1,150	15	14	100.0%	100.0%
\$50,000-\$99,999	1	0.6%	90,000	90,000	4	4	94.4%	94.4%
\$100,000-\$149,999	4	2.6%	128,875	127,750	8	6	102.2%	101.8%
\$150,000-\$199,999	20	13.0%	177,263	180,000	5	3	101.8%	100.0%
\$200,000-\$249,999	24	15.6%	228,985	231,500	4	3	101.3%	100.0%
\$250,000-\$299,999	24	15.6%	277,067	277,000	7	4	101.4%	100.0%
\$300,000-\$349,999	21	13.6%	325,140	328,000	10	6	100.6%	100.0%
\$350,000-\$399,999	10	6.5%	384,349	388,300	5	2	100.0%	100.0%
\$400,000-\$449,999	14	9.1%	433,071	431,000	10	4	97.6%	100.0%
\$450,000-\$499,999	11	7.1%	474,809	474,500	10	5	99.5%	100.0%
\$500,000-\$599,999	8	5.2%	559,725	559,500	12	9	100.0%	100.0%
\$600,000-\$749,999	6	3.9%	659,483	662,000	18	15	99.5%	100.0%
\$750,000-\$999,999	2	1.3%	814,500	814,500	8	8	100.0%	100.0%
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



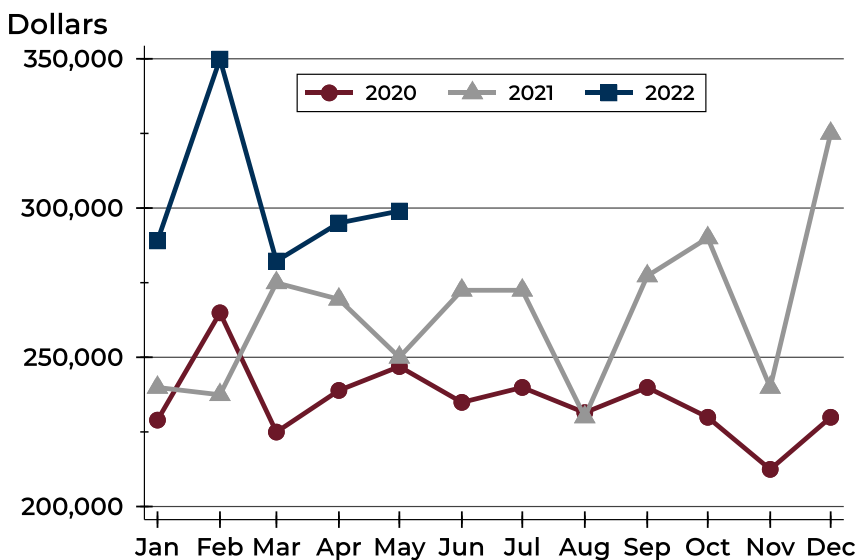
City of Lawrence New Listings Analysis

Average Price



Month	2020	2021	2022
January	275,402	271,450	309,488
February	284,009	300,975	370,146
March	249,995	314,158	301,984
April	262,107	293,463	340,107
May	276,641	296,834	313,817
June	276,994	288,542	
July	259,179	299,860	
August	250,273	272,188	
September	284,531	308,336	
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	289,000
February	264,900	237,450	349,900
March	224,950	274,950	282,250
April	238,900	269,450	295,000
May	246,900	250,000	299,000
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	



**May
2022**

Lawrence MLS Statistics

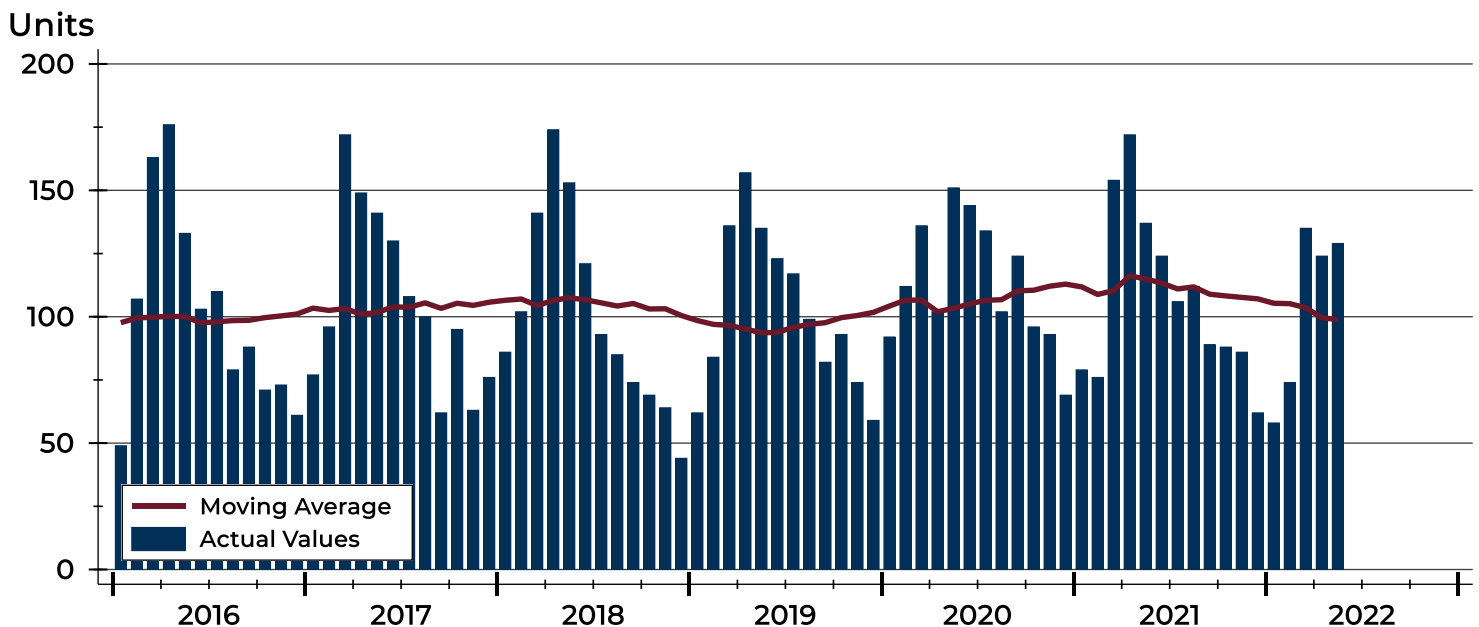


City of Lawrence Contracts Written Analysis

Summary Statistics for Contracts Written		2022	May 2021	Change	Year-to-Date		
		2022	2021		2022	2021	Change
Contracts Written		129	137	-5.8%	520	618	-15.9%
Volume (1,000s)		42,224	42,514	-0.7%	172,274	186,151	-7.5%
Average	Sale Price	327,317	310,322	5.5%	331,295	301,215	10.0%
	Days on Market	10	9	11.1%	13	14	-7.1%
	Percent of Original	101.0%	102.9%	-1.8%	102.4%	102.0%	0.4%
Median	Sale Price	299,000	255,000	17.3%	299,000	259,900	15.0%
	Days on Market	3	3	0.0%	3	3	0.0%
	Percent of Original	100.0%	101.3%	-1.3%	100.0%	100.2%	-0.2%

A total of 129 contracts for sale were written in the City of Lawrence during the month of May, down from 137 in 2021. The median list price of these homes was \$299,000, up from \$255,000 the prior year. Half of the homes that went under contract in May were on the market less than 3 days, compared to 3 days in May 2021.

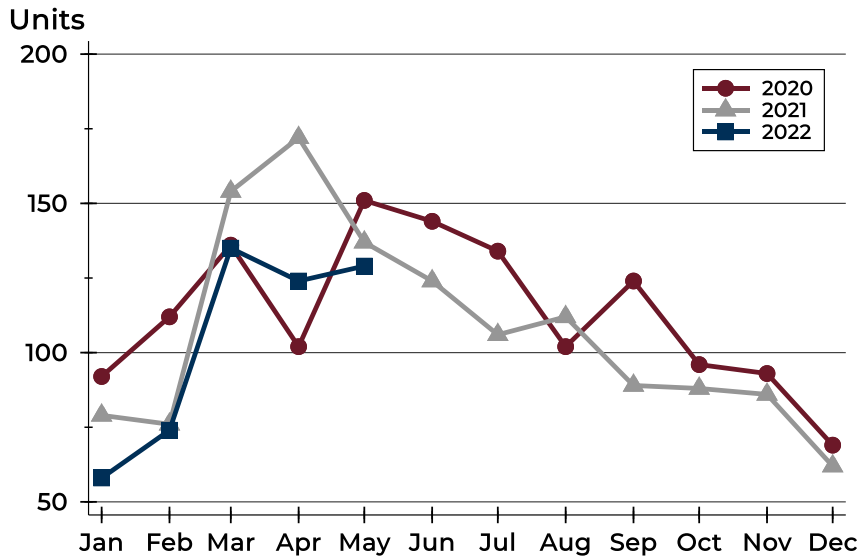
History of Contracts Written





City of Lawrence Contracts Written Analysis

Contracts Written by Month



Month	2020	2021	2022
January	92	79	58
February	112	76	74
March	136	154	135
April	102	172	124
May	151	137	129
June	144	124	
July	134	106	
August	102	112	
September	124	89	
October	96	88	
November	93	86	
December	69	62	

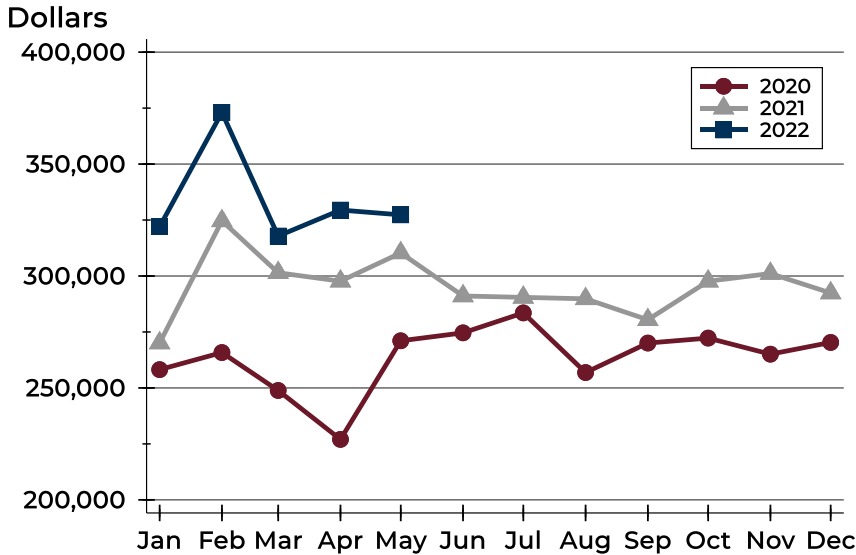
Contracts Written by Price Range

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	1	0.8%	90,000	90,000	4	4	94.4%	94.4%
\$100,000-\$149,999	5	3.9%	132,100	130,000	13	6	99.5%	100.0%
\$150,000-\$199,999	20	15.5%	176,258	177,450	3	3	103.4%	100.0%
\$200,000-\$249,999	24	18.6%	230,606	233,950	5	3	101.3%	100.0%
\$250,000-\$299,999	18	14.0%	273,172	271,250	7	3	102.5%	100.0%
\$300,000-\$349,999	16	12.4%	323,578	326,500	5	5	102.4%	100.0%
\$350,000-\$399,999	14	10.9%	385,935	390,000	26	4	99.2%	100.0%
\$400,000-\$449,999	9	7.0%	429,367	425,000	3	3	99.7%	100.0%
\$450,000-\$499,999	6	4.7%	470,700	467,250	7	4	99.7%	100.0%
\$500,000-\$599,999	6	4.7%	554,650	539,500	9	6	98.4%	100.0%
\$600,000-\$749,999	7	5.4%	652,843	647,000	35	17	99.1%	100.0%
\$750,000-\$999,999	3	2.3%	776,633	780,000	20	28	96.6%	100.0%
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



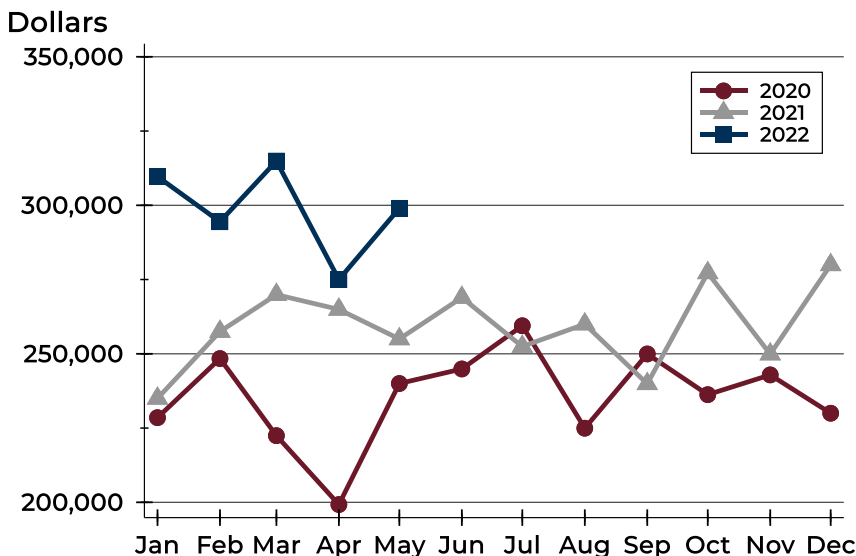
City of Lawrence Contracts Written Analysis

Average Price



Month	2020	2021	2022
January	258,187	270,075	322,060
February	265,812	324,637	373,052
March	248,864	301,464	317,857
April	227,017	297,692	329,465
May	271,062	310,322	327,317
June	274,618	291,092	
July	283,526	290,450	
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

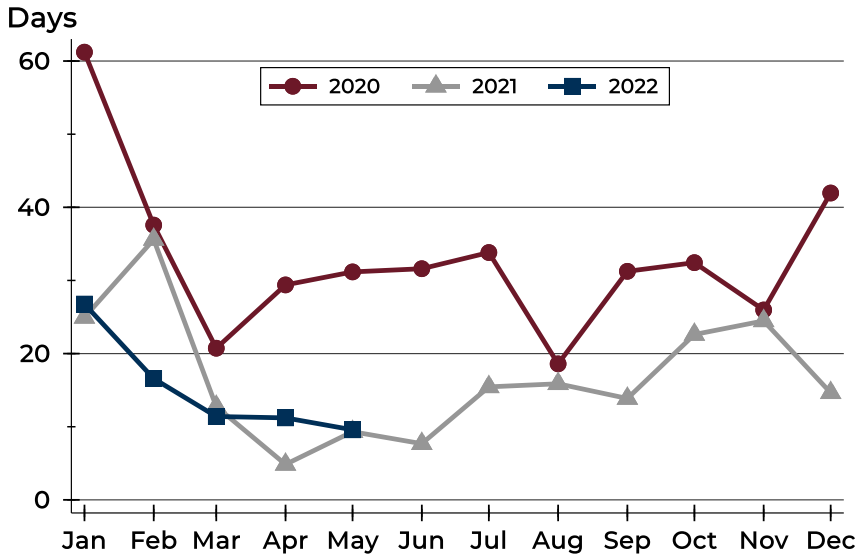


Month	2020	2021	2022
January	228,500	235,000	309,700
February	248,400	257,500	294,475
March	222,450	269,925	314,900
April	199,250	264,950	275,000
May	240,000	255,000	299,000
June	244,900	268,950	
July	259,450	252,450	
August	224,950	260,000	
September	249,950	239,900	
October	236,250	277,250	
November	242,900	249,900	
December	230,000	279,950	



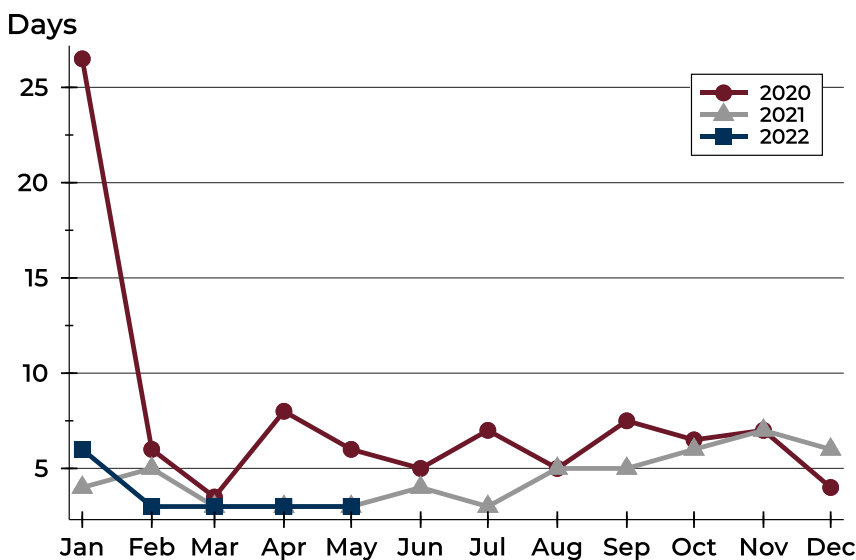
City of Lawrence Contracts Written Analysis

Average DOM



Month	2020	2021	2022
January	61	25	27
February	38	36	17
March	21	13	11
April	29	5	11
May	31	9	10
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	6
February	6	5	3
March	4	3	3
April	8	3	3
May	6	3	3
June	5	4	
July	7	3	
August	5	5	
September	8	5	
October	7	6	
November	7	7	
December	4	6	



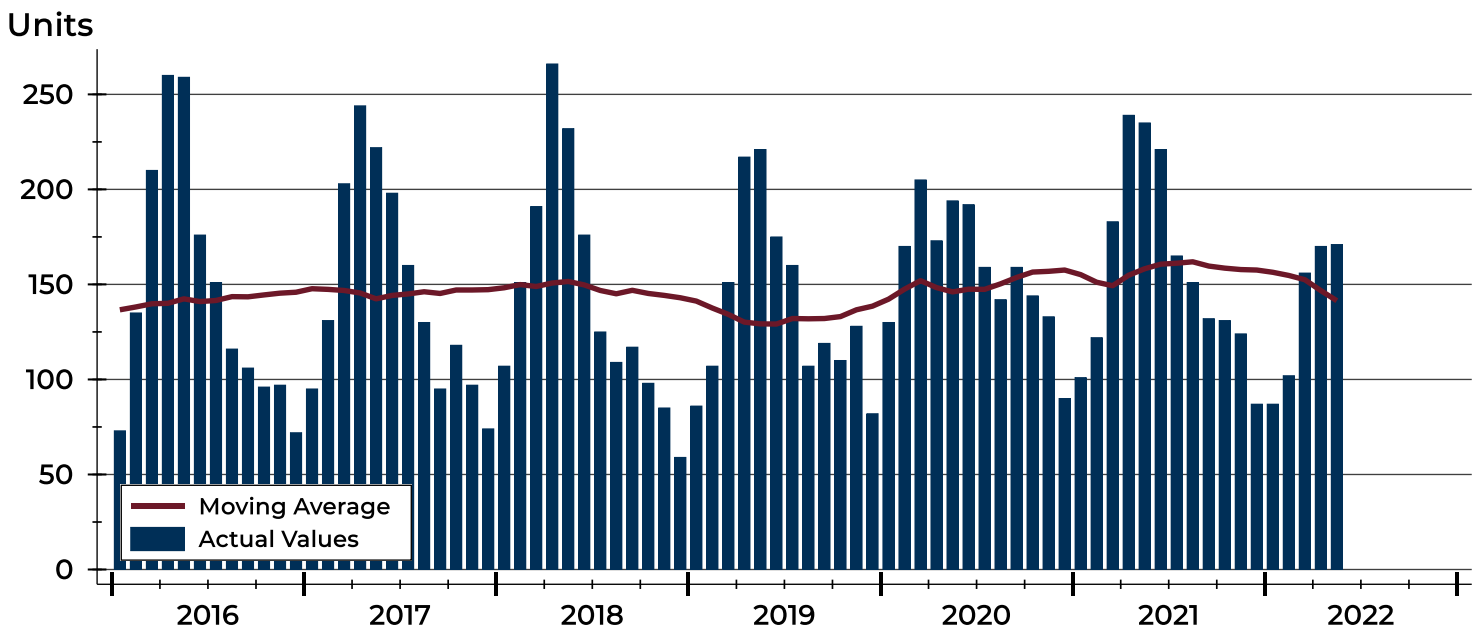
City of Lawrence Pending Contracts Analysis

Summary Statistics for Pending Contracts		2022	End of May 2021	Change
Pending Contracts		171	235	-27.2%
Volume (1,000s)		58,913	71,451	-17.5%
Average	List Price	344,523	304,048	13.3%
	Days on Market	12	10	20.0%
	Percent of Original	99.7%	99.5%	0.2%
Median	List Price	300,000	269,900	11.2%
	Days on Market	3	3	0.0%
	Percent of Original	100.0%	100.0%	0.0%

A total of 171 listings in the City of Lawrence had contracts pending at the end of May, down from 235 contracts pending at the end of May 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.

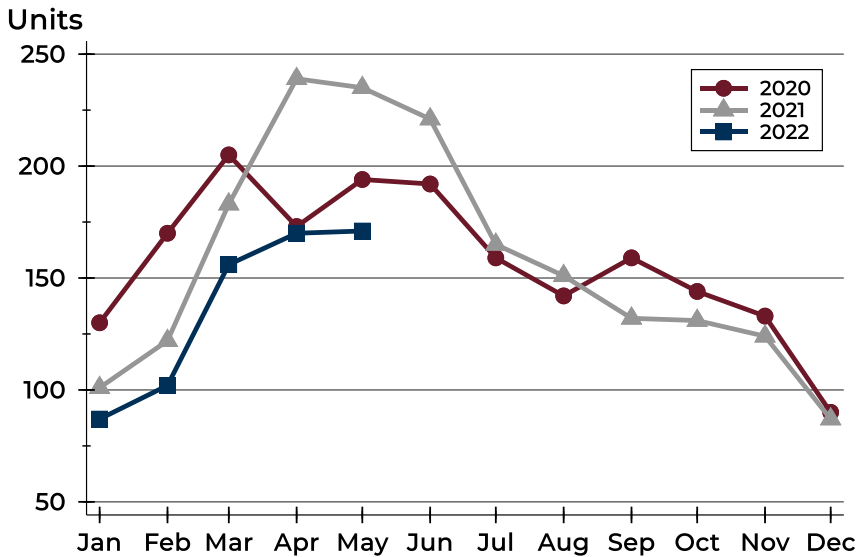
History of Pending Contracts





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	
July	159	165	
August	142	151	
September	159	132	
October	144	131	
November	133	124	
December	90	87	

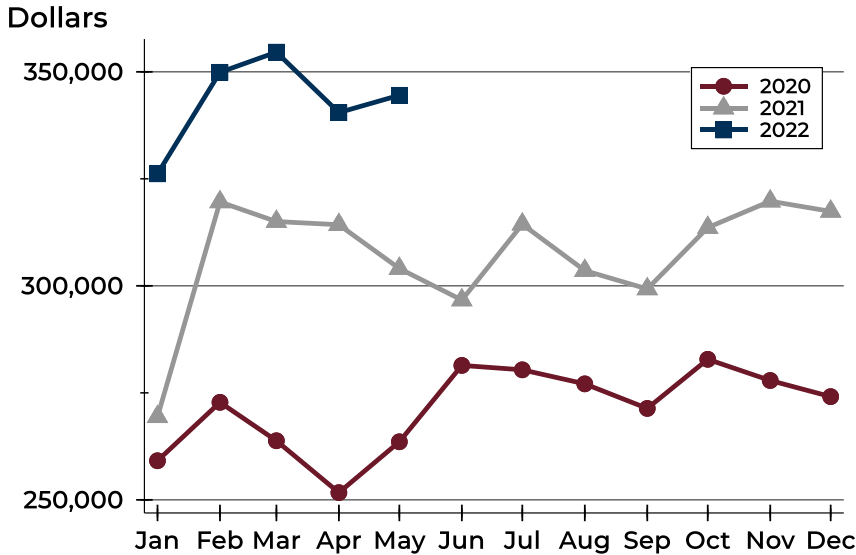
Pending Contracts by Price Range

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	1	0.6%	90,000	90,000	4	4	100.0%	100.0%
\$100,000-\$149,999	7	4.1%	135,479	140,000	23	6	97.7%	100.0%
\$150,000-\$199,999	24	14.0%	177,758	178,000	14	3	99.8%	100.0%
\$200,000-\$249,999	27	15.8%	231,883	233,000	4	3	100.0%	100.0%
\$250,000-\$299,999	25	14.6%	275,236	275,000	7	3	99.8%	100.0%
\$300,000-\$349,999	20	11.7%	324,513	326,500	7	5	101.4%	100.0%
\$350,000-\$399,999	17	9.9%	382,282	386,600	28	14	98.9%	100.0%
\$400,000-\$449,999	10	5.8%	427,930	425,000	3	3	99.8%	100.0%
\$450,000-\$499,999	13	7.6%	475,608	479,000	12	5	99.8%	100.0%
\$500,000-\$599,999	13	7.6%	547,023	529,000	12	4	99.5%	100.0%
\$600,000-\$749,999	9	5.3%	656,211	647,000	28	14	99.3%	100.0%
\$750,000-\$999,999	5	2.9%	799,740	799,900	18	28	98.0%	100.0%
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



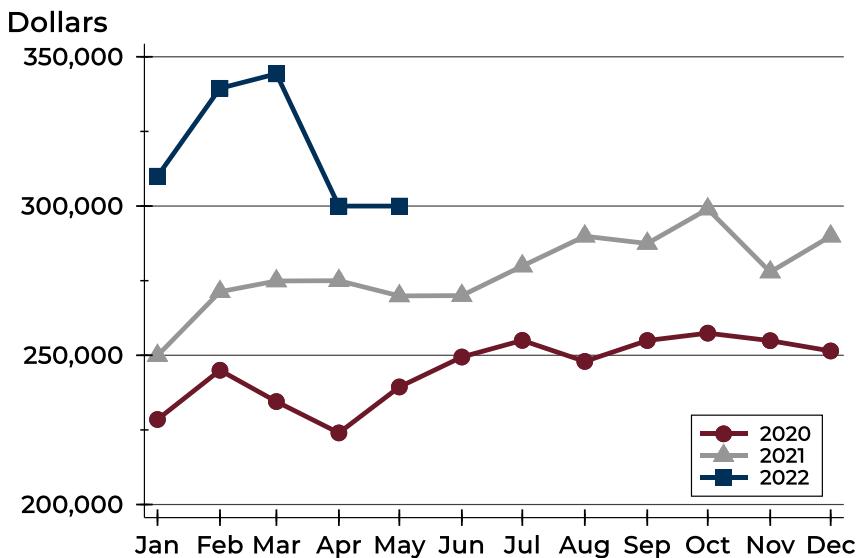
City of Lawrence Pending Contracts Analysis

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	
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

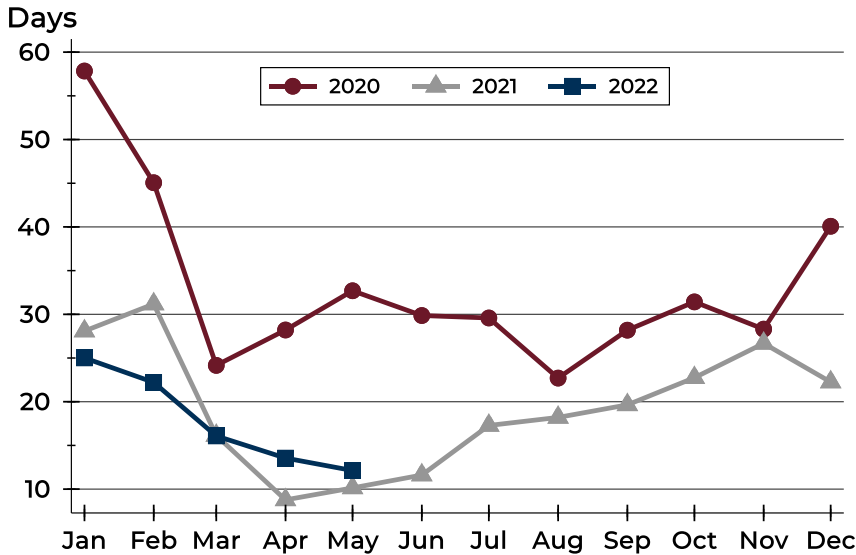


Month	2020	2021	2022
January	228,500	249,900	310,000
February	245,000	271,300	339,450
March	234,500	274,900	344,300
April	224,000	275,000	300,000
May	239,400	269,900	300,000
June	249,425	270,000	
July	255,000	279,900	
August	247,950	289,900	
September	254,950	287,450	
October	257,425	299,000	
November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



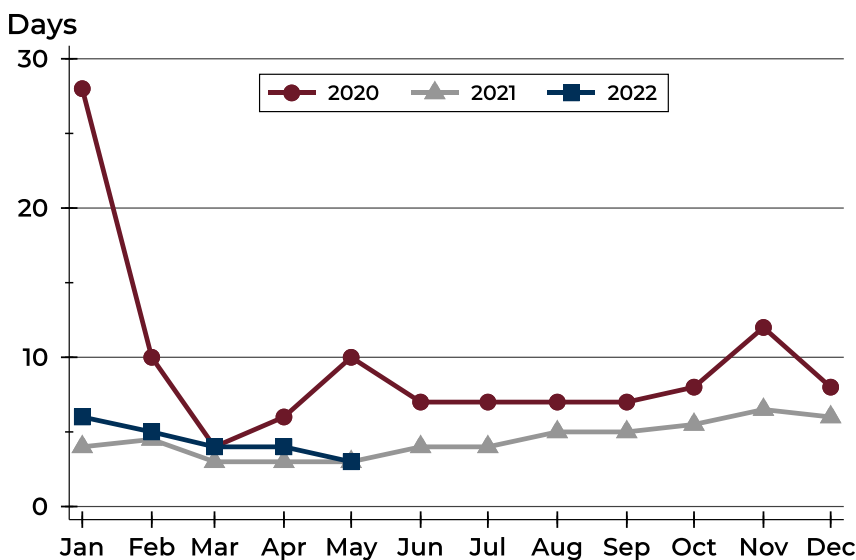
City of Lawrence Pending Contracts Analysis

Average DOM



Month	2020	2021	2022
January	58	28	25
February	45	31	22
March	24	16	16
April	28	9	14
May	33	10	12
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	4
May	10	3	3
June	7	4	
July	7	4	
August	7	5	
September	7	5	
October	8	6	
November	12	7	
December	8	6	