



City of Lawrence Housing Report



Market Overview

City of Lawrence Home Sales Fell in August

Total home sales in the City of Lawrence fell last month to 116 units, compared to 129 units in August 2021. Total sales volume was \$39.1 million, down from a year earlier.

The median sale price in August was \$292,500, up from \$255,000 a year earlier. Homes that sold in August were typically on the market for 7 days and sold for 100.0% of their list prices.

City of Lawrence Active Listings Down at End of August

The total number of active listings in the City of Lawrence at the end of August was 112 units, down from 114 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 August was \$347,450.

During August, a total of 106 contracts were written down from 112 in August 2021. At the end of the month, there were 118 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



City of Lawrence Summary Statistics

August MLS Statistics Three-year History		Current Month			Year-to-Date		
		2022	2021	2020	2022	2021	2020
Home Sales Change from prior year	116 -10.1%	129 9.3%	118 -13.9%	821 -9.7%	909 -0.1%	910 5.2%	
Active Listings Change from prior year	112 -1.8%	114 -30.9%	165 -40.2%	N/A	N/A	N/A	
Months' Supply Change from prior year	1.1 10.0%	1.0 -37.5%	1.6 -44.8%	N/A	N/A	N/A	
New Listings Change from prior year	97 -22.4%	125 -12.0%	142 24.6%	998 -10.6%	1,116 -1.4%	1,132 -7.8%	
Contracts Written Change from prior year	106 -5.4%	112 9.8%	102 3.0%	845 -12.0%	960 -1.3%	973 6.6%	
Pending Contracts Change from prior year	118 -21.9%	151 6.3%	142 32.7%	N/A	N/A	N/A	
Sales Volume (1,000s) Change from prior year	39,118 -0.6%	39,359 20.8%	32,580 -2.6%	272,229 0.2%	271,765 16.0%	234,345 11.8%	
Average	Sale Price Change from prior year	337,220 10.5%	305,107 10.5%	276,104 13.1%	331,583 10.9%	298,972 16.1%	257,522 6.3%
	List Price of Actives Change from prior year	382,390 25.2%	305,460 -7.4%	329,944 2.1%	N/A	N/A	N/A
	Days on Market Change from prior year	13 -13.3%	15 -57.1%	35 16.7%	14 -12.5%	16 -54.3%	35 2.9%
	Percent of List Change from prior year	100.0% -1.6%	101.6% 1.6%	100.0% 1.6%	102.4% 0.3%	102.1% 2.6%	99.5% 0.6%
	Percent of Original Change from prior year	99.1% -1.8%	100.9% 1.6%	99.3% 2.4%	101.9% 0.3%	101.6% 3.3%	98.4% 0.6%
Median	Sale Price Change from prior year	292,500 14.7%	255,000 1.8%	250,500 13.9%	295,000 11.3%	265,000 12.8%	235,000 9.4%
	List Price of Actives Change from prior year	347,450 36.8%	254,000 -9.3%	279,900 0.5%	N/A	N/A	N/A
	Days on Market Change from prior year	7 75.0%	4 -20.0%	5 -68.8%	4 33.3%	3 -57.1%	7 -36.4%
	Percent of List Change from prior year	100.0% 0.0%	100.0% 0.0%	100.0% 1.1%	100.0% 0.0%	100.0% 0.0%	100.0% 0.0%
	Percent of Original Change from prior year	100.0% 0.0%	100.0% 0.0%	100.0% 2.1%	100.0% 0.0%	100.0% 0.0%	100.0% 0.4%

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



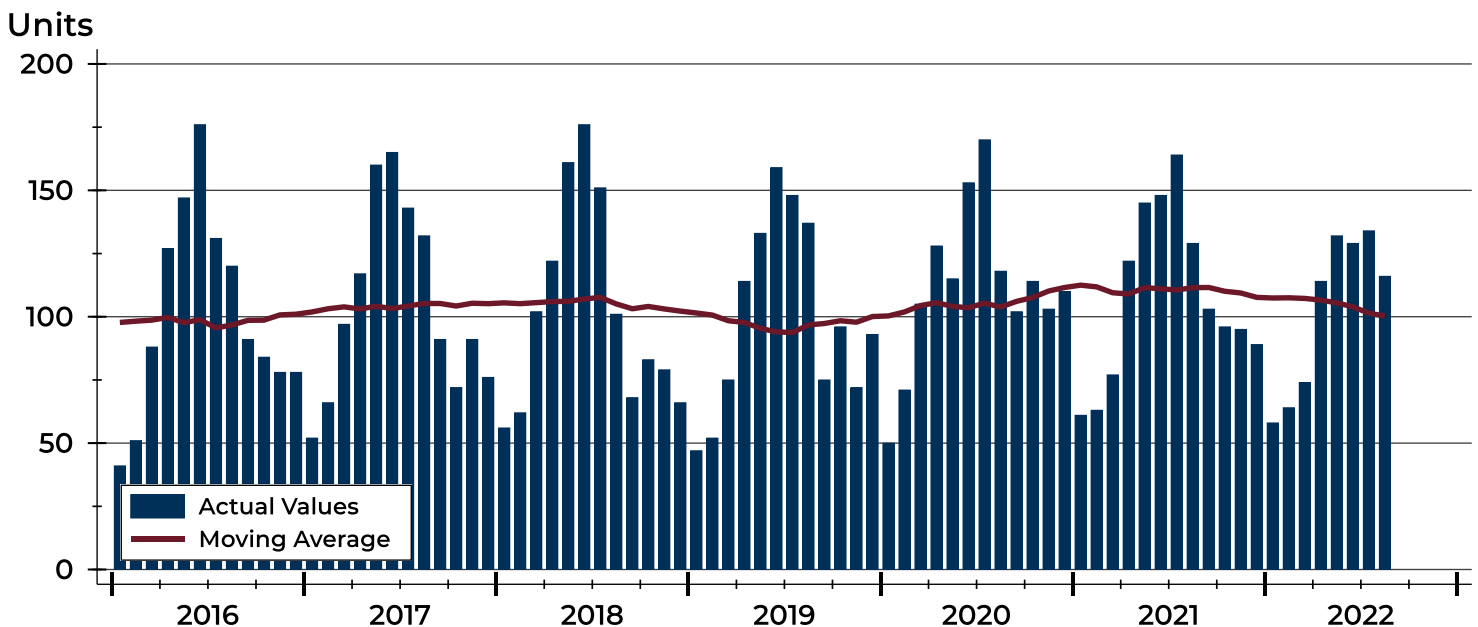
City of Lawrence Closed Listings Analysis

Summary Statistics for Closed Listings		2022	August 2021	Change	2022	Year-to-Date 2021	Change
Closed Listings		116	129	-10.1%	821	909	-9.7%
Volume (1,000s)		39,118	39,359	-0.6%	272,229	271,765	0.2%
Months' Supply		1.1	1.0	10.0%	N/A	N/A	N/A
Average	Sale Price	337,220	305,107	10.5%	331,583	298,972	10.9%
	Days on Market	13	15	-13.3%	14	16	-12.5%
	Percent of List	100.0%	101.6%	-1.6%	102.4%	102.1%	0.3%
	Percent of Original	99.1%	100.9%	-1.8%	101.9%	101.6%	0.3%
Median	Sale Price	292,500	255,000	14.7%	295,000	265,000	11.3%
	Days on Market	7	4	75.0%	4	3	33.3%
	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 116 homes sold in the City of Lawrence in August, down from 129 units in August 2021. Total sales volume fell to \$39.1 million compared to \$39.4 million in the previous year.

The median sales price in August was \$292,500, up 14.7% compared to the prior year. Median days on market was 7 days, up from 4 days in July, and up from 4 in August 2021.

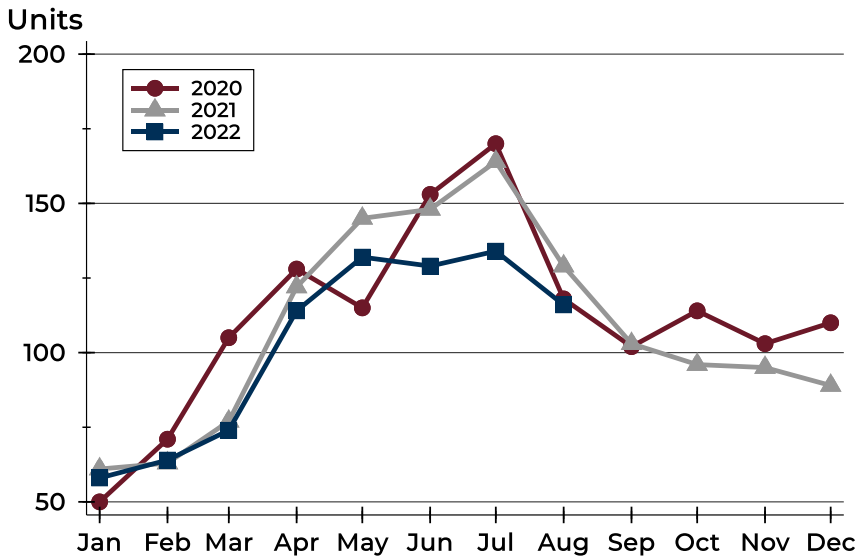
History of Closed Listings





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	
October	114	96	
November	103	95	
December	110	89	

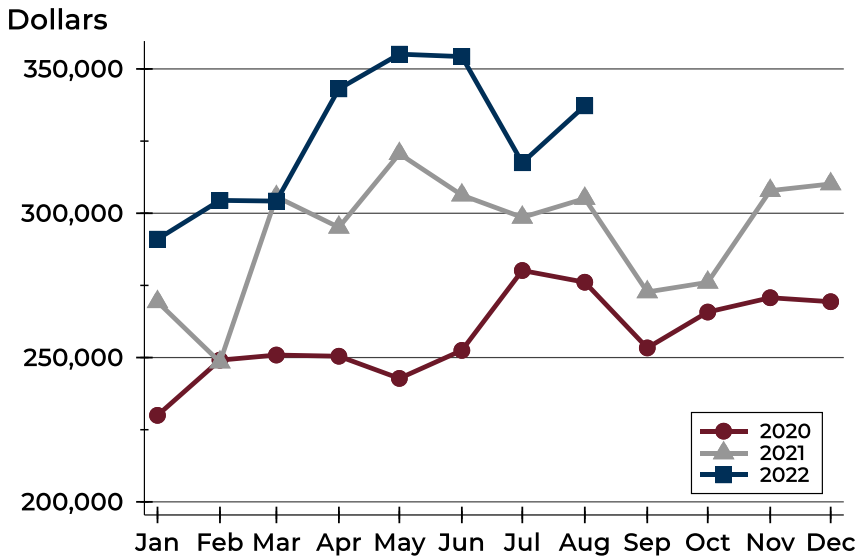
Closed Listings by Price Range

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	0.9%	2.1	96,500	96,500	8	8	96.6%	96.6%	96.6%	96.6%
\$100,000-\$149,999	1	0.9%	1.6	133,000	133,000	0	0	100.0%	100.0%	100.0%	100.0%
\$150,000-\$199,999	17	14.7%	0.4	176,000	179,000	10	8	100.5%	100.0%	99.5%	100.0%
\$200,000-\$249,999	22	19.0%	0.6	223,832	225,500	10	6	99.7%	100.0%	98.5%	100.0%
\$250,000-\$299,999	20	17.2%	0.8	272,618	275,000	12	6	100.1%	100.0%	98.8%	100.0%
\$300,000-\$349,999	14	12.1%	1.2	319,729	318,000	9	6	101.1%	100.0%	100.9%	100.0%
\$350,000-\$399,999	8	6.9%	0.9	374,788	375,500	4	3	103.5%	103.1%	103.2%	103.1%
\$400,000-\$449,999	9	7.8%	1.2	423,022	425,000	33	24	97.7%	98.9%	95.9%	97.2%
\$450,000-\$499,999	4	3.4%	2.4	468,750	469,500	10	7	101.9%	99.6%	101.4%	99.6%
\$500,000-\$599,999	15	12.9%	1.7	542,713	535,000	15	6	99.1%	100.0%	98.9%	100.0%
\$600,000-\$749,999	3	2.6%	3.1	654,000	620,000	19	28	95.4%	97.6%	94.7%	95.4%
\$750,000-\$999,999	1	0.9%	1.4	810,000	810,000	39	39	95.5%	95.5%	92.2%	92.2%
\$1,000,000 and up	1	0.9%	6.0	1,450,000	1,450,000	16	16	100.0%	100.0%	100.0%	100.0%



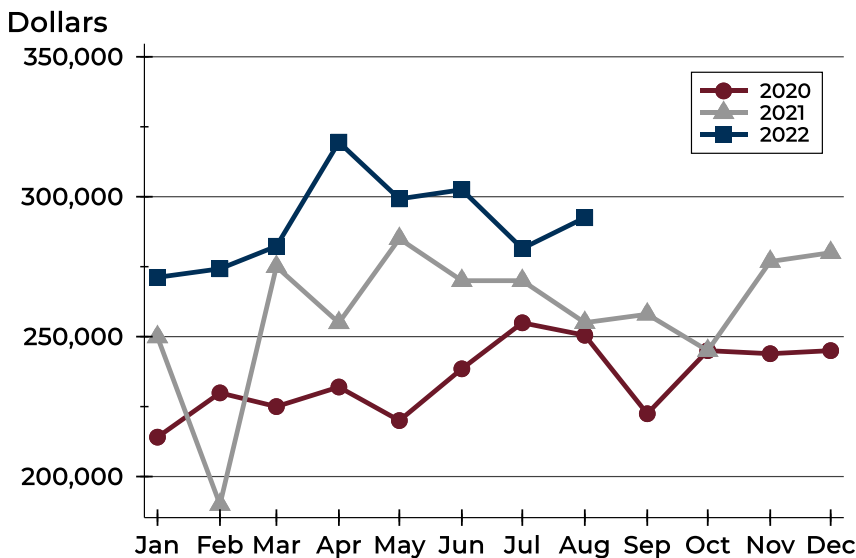
City of Lawrence Closed Listings Analysis

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	
October	265,768	276,053	
November	270,728	307,845	
December	269,355	310,146	

Median Price

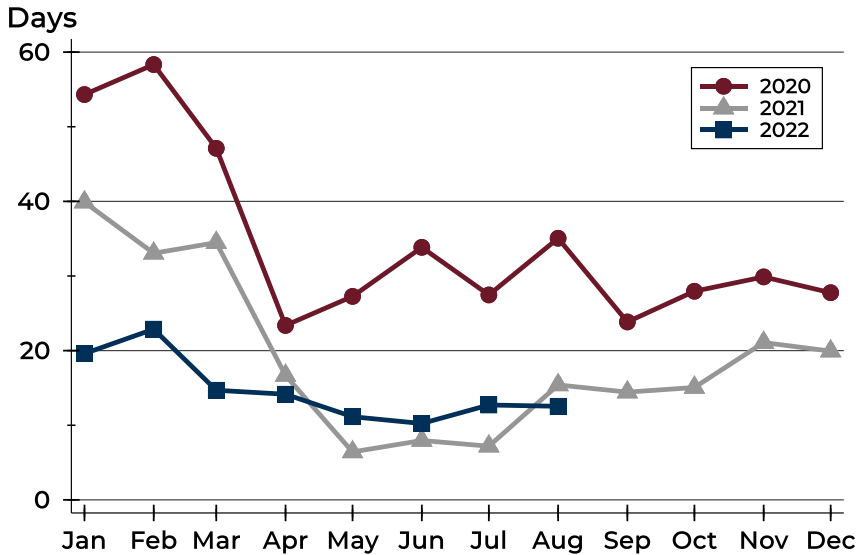


Month	2020	2021	2022
January	214,075	249,900	271,200
February	229,900	190,000	274,250
March	225,000	275,000	282,300
April	232,000	254,950	319,500
May	220,000	285,000	299,243
June	238,500	270,000	302,500
July	254,950	270,000	281,500
August	250,500	255,000	292,500
September	222,450	258,000	
October	245,000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



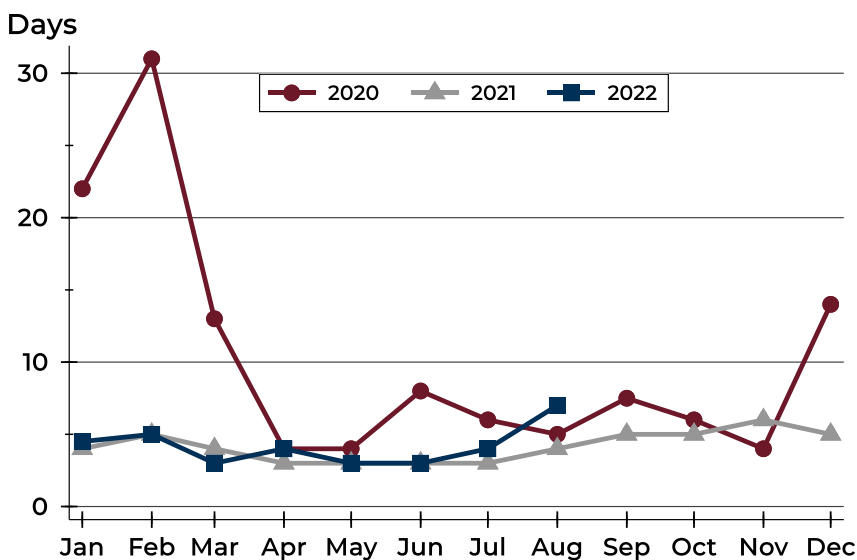
City of Lawrence Closed Listings Analysis

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	10
July	27	7	13
August	35	15	13
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	3
July	6	3	4
August	5	4	7
September	8	5	
October	6	5	
November	4	6	
December	14	5	



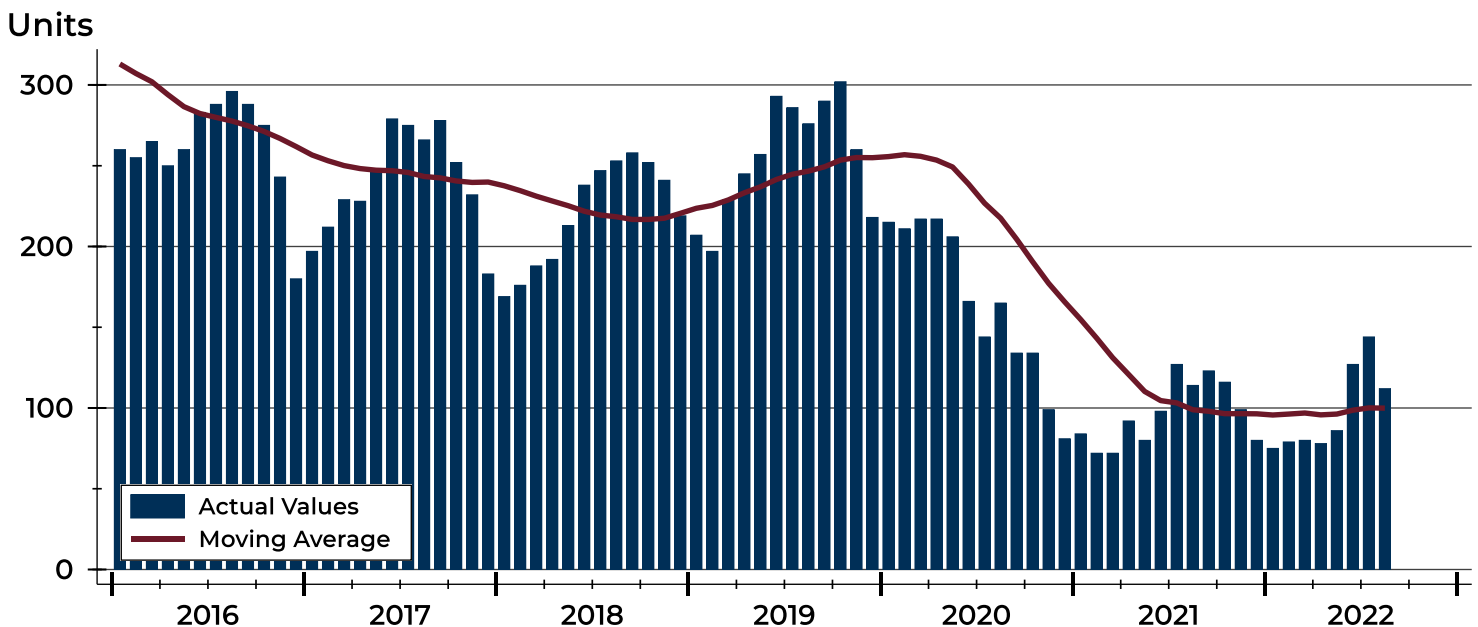
City of Lawrence Active Listings Analysis

Summary Statistics for Active Listings		2022	End of August 2021	Change
Active Listings		112	114	-1.8%
Volume (1,000s)		42,828	34,822	23.0%
Months' Supply		1.1	1.0	10.0%
Average	List Price	382,390	305,460	25.2%
	Days on Market	48	48	0.0%
	Percent of Original	98.1%	97.2%	0.9%
Median	List Price	347,450	254,000	36.8%
	Days on Market	37	33	12.1%
	Percent of Original	100.0%	100.0%	0.0%

A total of 112 homes were available for sale in the City of Lawrence at the end of August. This represents a 1.1 months' supply of active listings.

The median list price of homes on the market at the end of August was \$347,450, up 36.8% from 2021. The typical time on market for active listings was 37 days, up from 33 days a year earlier.

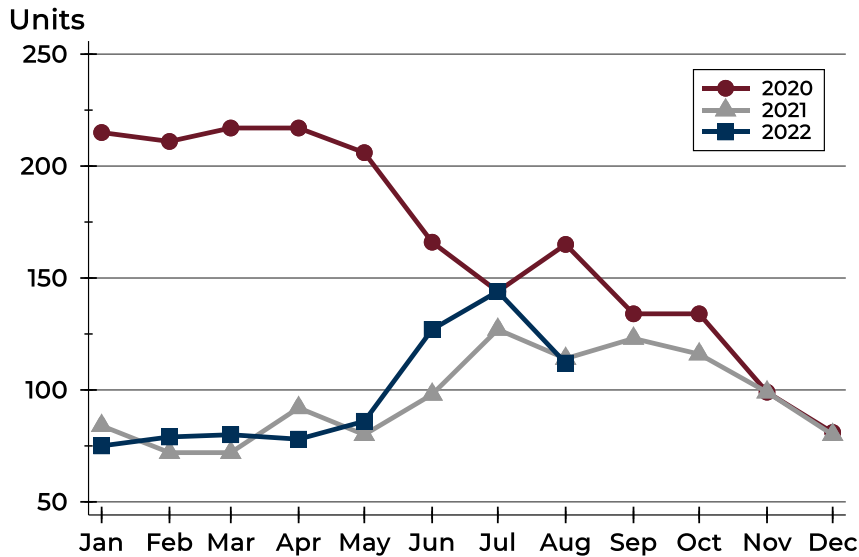
History of Active Listings





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	127
July	144	127	144
August	165	114	112
September	134	123	
October	134	116	
November	99	99	
December	81	80	

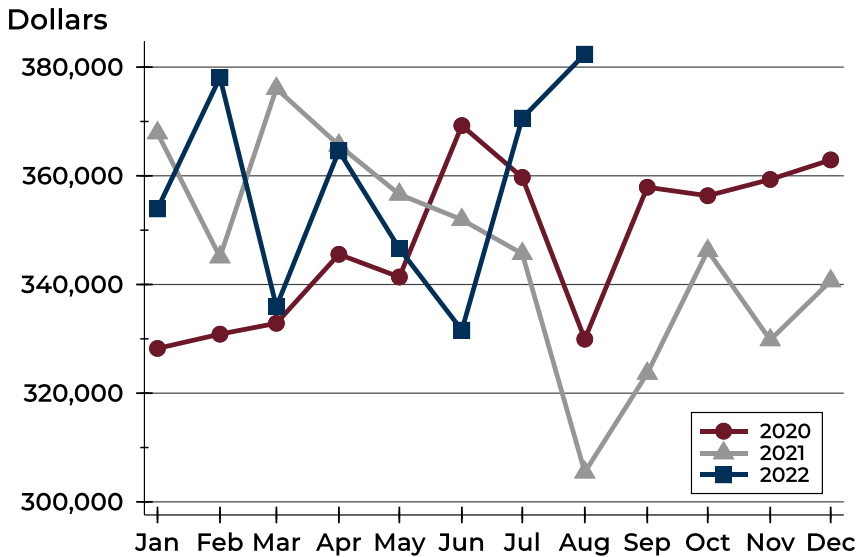
Active Listings by Price Range

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	3	2.7%	N/A	2,032	2,500	49	72	100.0%	100.0%
\$50,000-\$99,999	4	3.6%	2.1	84,905	86,725	60	46	92.8%	99.1%
\$100,000-\$149,999	8	7.1%	1.6	131,450	131,950	45	33	96.0%	100.0%
\$150,000-\$199,999	5	4.5%	0.4	162,580	164,000	34	24	99.4%	100.0%
\$200,000-\$249,999	10	8.9%	0.6	230,420	232,000	42	27	99.6%	100.0%
\$250,000-\$299,999	12	10.7%	0.8	278,375	282,400	30	27	98.8%	100.0%
\$300,000-\$349,999	15	13.4%	1.2	330,607	329,900	49	46	99.4%	100.0%
\$350,000-\$399,999	8	7.1%	0.9	384,450	389,450	64	50	99.7%	100.0%
\$400,000-\$449,999	9	8.0%	1.2	429,778	424,900	39	38	98.2%	100.0%
\$450,000-\$499,999	13	11.6%	2.4	482,558	485,000	51	45	97.9%	100.0%
\$500,000-\$599,999	12	10.7%	1.7	535,292	525,000	50	37	97.0%	98.2%
\$600,000-\$749,999	9	8.0%	3.1	656,589	650,000	82	55	97.5%	98.4%
\$750,000-\$999,999	2	1.8%	1.4	885,000	885,000	53	53	89.9%	89.9%
\$1,000,000 and up	2	1.8%	6.0	1,347,000	1,347,000	15	15	100.0%	100.0%



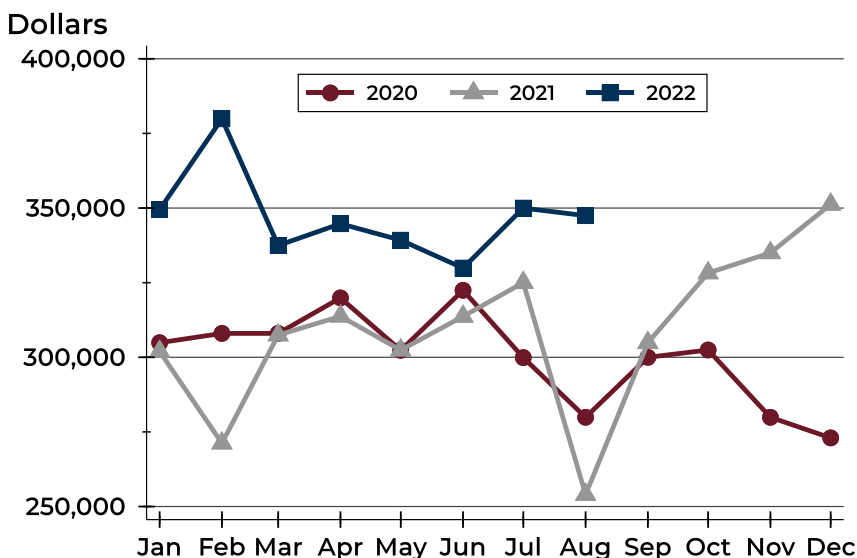
City of Lawrence Active Listings Analysis

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	
October	356,330	346,221	
November	359,334	329,796	
December	362,929	340,652	

Median Price

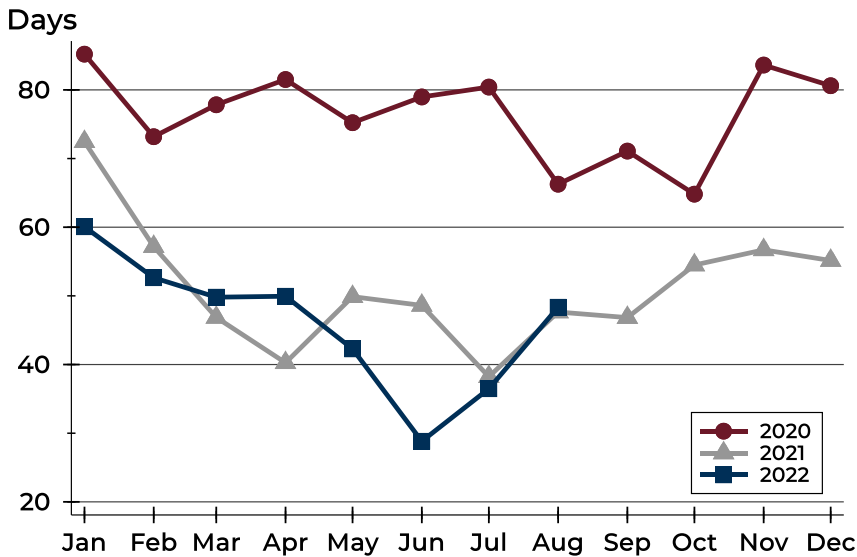


Month	2020	2021	2022
January	304,900	301,950	349,500
February	308,000	271,225	379,900
March	308,000	307,450	337,450
April	319,900	313,750	344,750
May	302,350	302,400	339,250
June	322,450	313,700	329,900
July	299,900	325,000	350,000
August	279,900	254,000	347,450
September	300,000	304,900	
October	302,450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



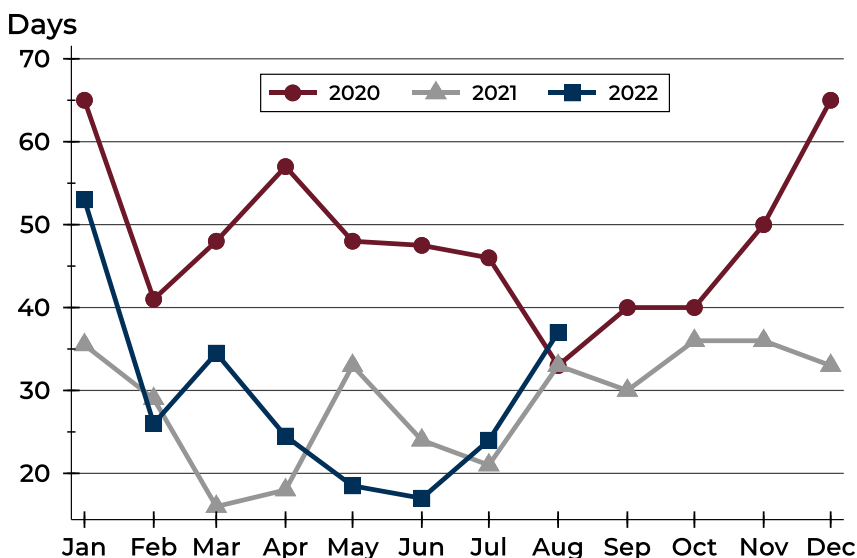
City of Lawrence Active Listings Analysis

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	29
July	80	38	36
August	66	48	48
September	71	47	
October	65	54	
November	84	57	
December	81	55	

Median DOM

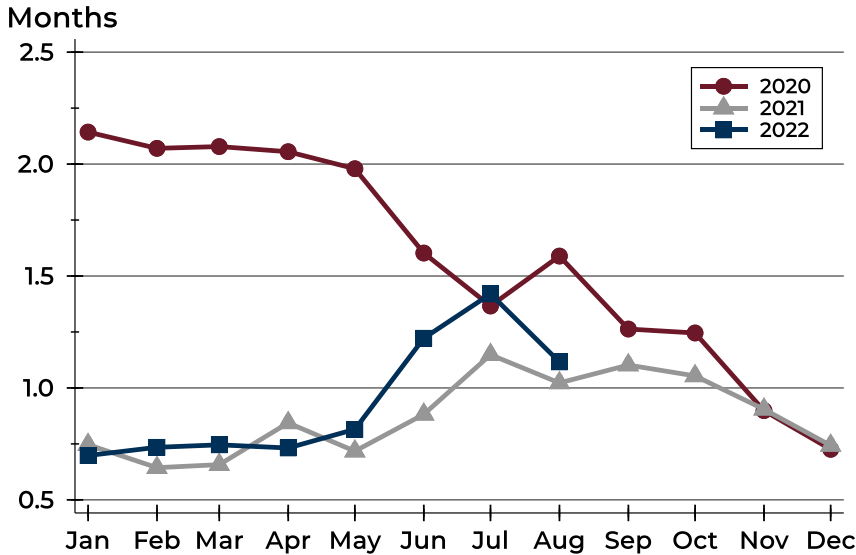


Month	2020	2021	2022
January	65	36	53
February	41	29	26
March	48	16	35
April	57	18	25
May	48	33	19
June	48	24	17
July	46	21	24
August	33	33	37
September	40	30	
October	40	36	
November	50	36	
December	65	33	



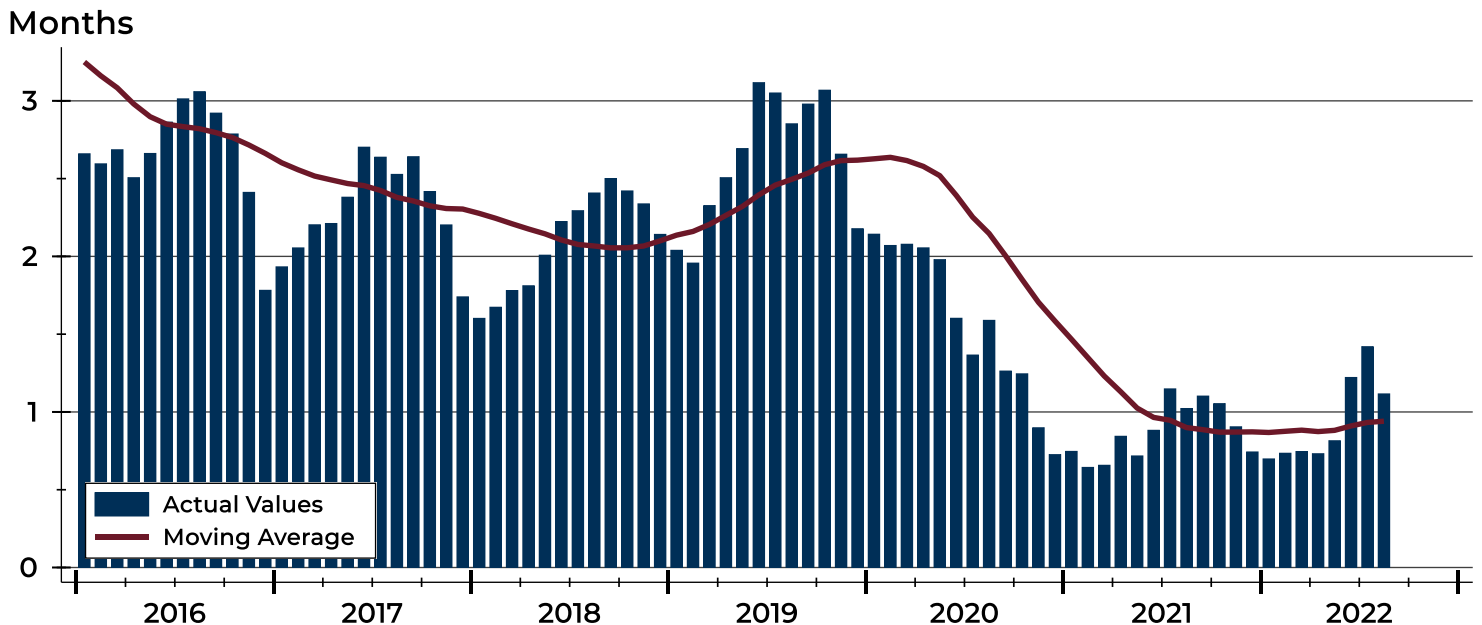
City of Lawrence Months' Supply Analysis

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	1.2
July	1.4	1.1	1.4
August	1.6	1.0	1.1
September	1.3	1.1	1.1
October	1.2	1.1	1.1
November	0.9	0.9	0.9
December	0.7	0.7	0.7

History of Month's Supply





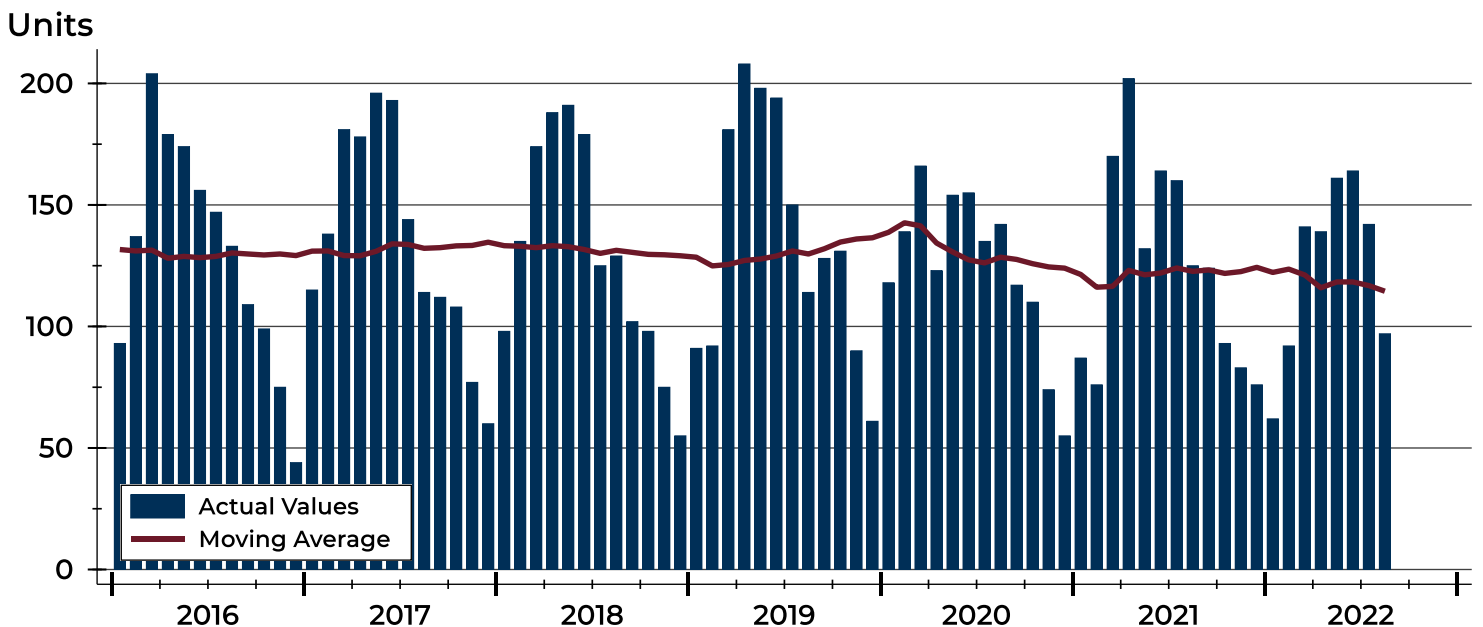
City of Lawrence New Listings Analysis

Summary Statistics for New Listings		2022	August 2021	Change
Current Month	New Listings	97	125	-22.4%
	Volume (1,000s)	33,085	34,024	-2.8%
	Average List Price	341,086	272,188	25.3%
	Median List Price	295,000	230,000	28.3%
Year-to-Date	New Listings	998	1,116	-10.6%
	Volume (1,000s)	326,404	327,681	-0.4%
	Average List Price	327,058	293,621	11.4%
	Median List Price	298,000	259,900	14.7%

A total of 97 new listings were added in the City of Lawrence during August, down 22.4% from the same month in 2021. Year-to-date the City of Lawrence has seen 998 new listings.

The median list price of these homes was \$295,000 up from \$230,000 in 2021.

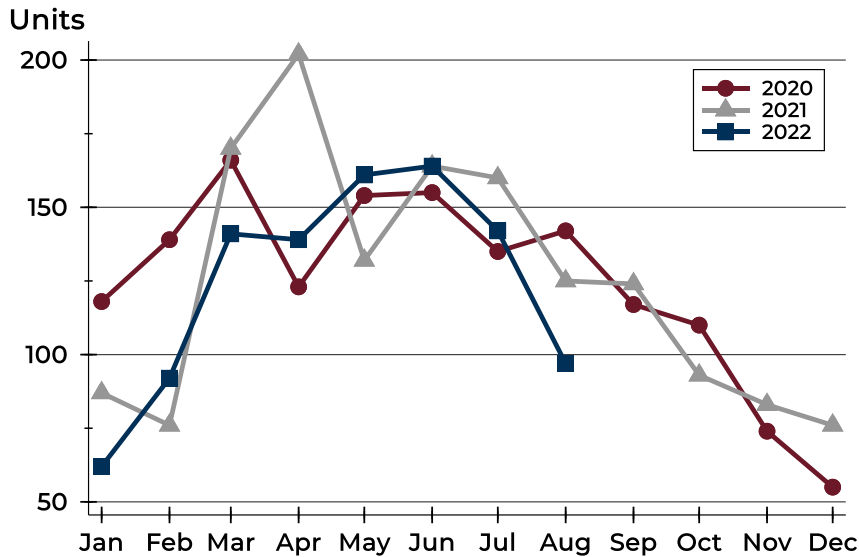
History of New Listings





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	161
June	155	164	164
July	135	160	142
August	142	125	97
September	117	124	
October	110	93	
November	74	83	
December	55	76	

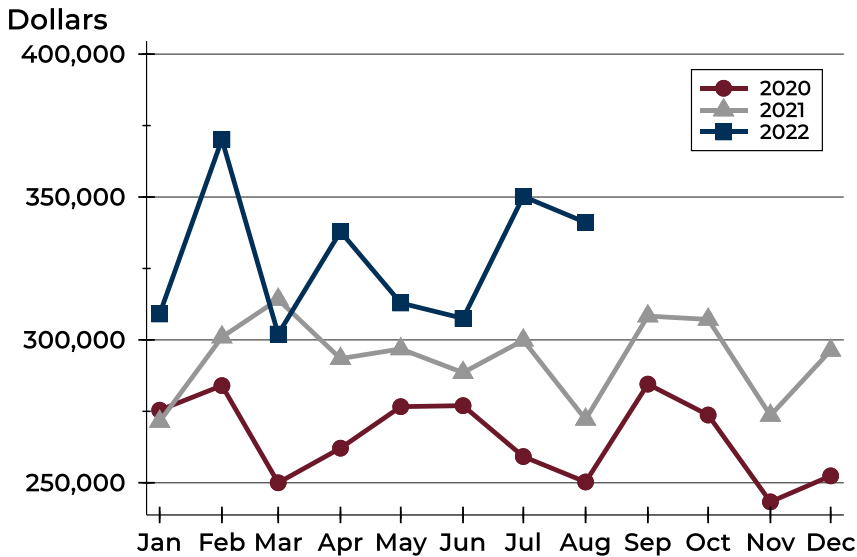
New Listings by Price Range

Price Range	New Listings		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$50,000	1	1.0%	1,350	1,350	13	13	100.0%	100.0%
\$50,000-\$99,999	1	1.0%	71,900	71,900	13	13	100.0%	100.0%
\$100,000-\$149,999	3	3.1%	132,633	133,000	1	0	100.0%	100.0%
\$150,000-\$199,999	11	11.3%	170,000	175,000	7	4	99.8%	100.0%
\$200,000-\$249,999	17	17.5%	224,794	220,000	12	7	99.9%	100.0%
\$250,000-\$299,999	19	19.6%	276,011	269,900	14	13	99.3%	100.0%
\$300,000-\$349,999	14	14.4%	327,607	325,000	9	8	99.4%	100.0%
\$350,000-\$399,999	4	4.1%	374,500	375,000	16	15	97.5%	100.0%
\$400,000-\$449,999	4	4.1%	433,575	437,450	17	17	99.1%	100.0%
\$450,000-\$499,999	7	7.2%	475,443	475,000	11	5	99.4%	100.0%
\$500,000-\$599,999	10	10.3%	549,270	545,000	20	20	99.5%	100.0%
\$600,000-\$749,999	4	4.1%	647,475	647,450	20	24	99.2%	99.7%
\$750,000-\$999,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$1,000,000 and up	2	2.1%	1,224,500	1,224,500	18	18	100.0%	100.0%



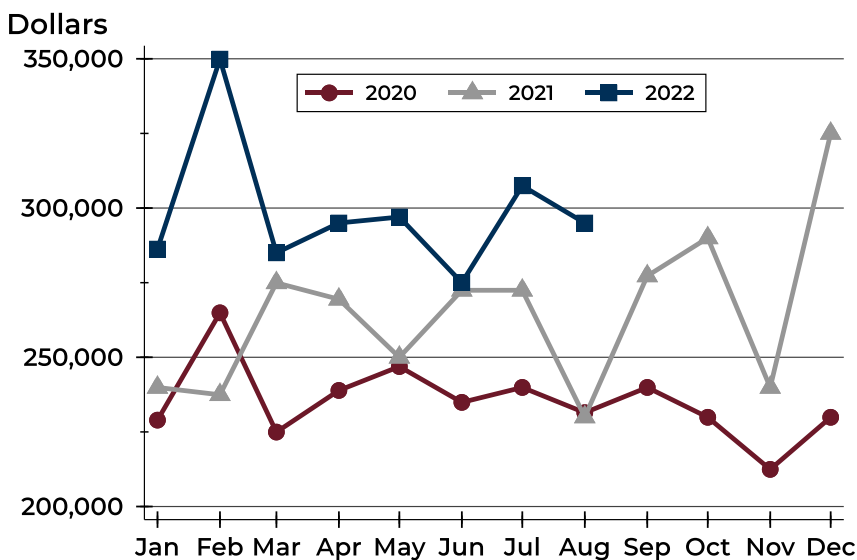
City of Lawrence New Listings Analysis

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	302,041
April	262,107	293,463	337,926
May	276,641	296,834	312,917
June	276,994	288,542	307,533
July	259,179	299,860	350,200
August	250,273	272,188	341,086
September	284,531	308,336	
October	273,711	307,168	
November	243,317	273,545	
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	297,000
June	234,900	272,450	275,000
July	239,900	272,450	307,450
August	231,450	230,000	295,000
September	239,900	277,250	
October	229,900	290,000	
November	212,450	239,900	
December	229,900	325,000	



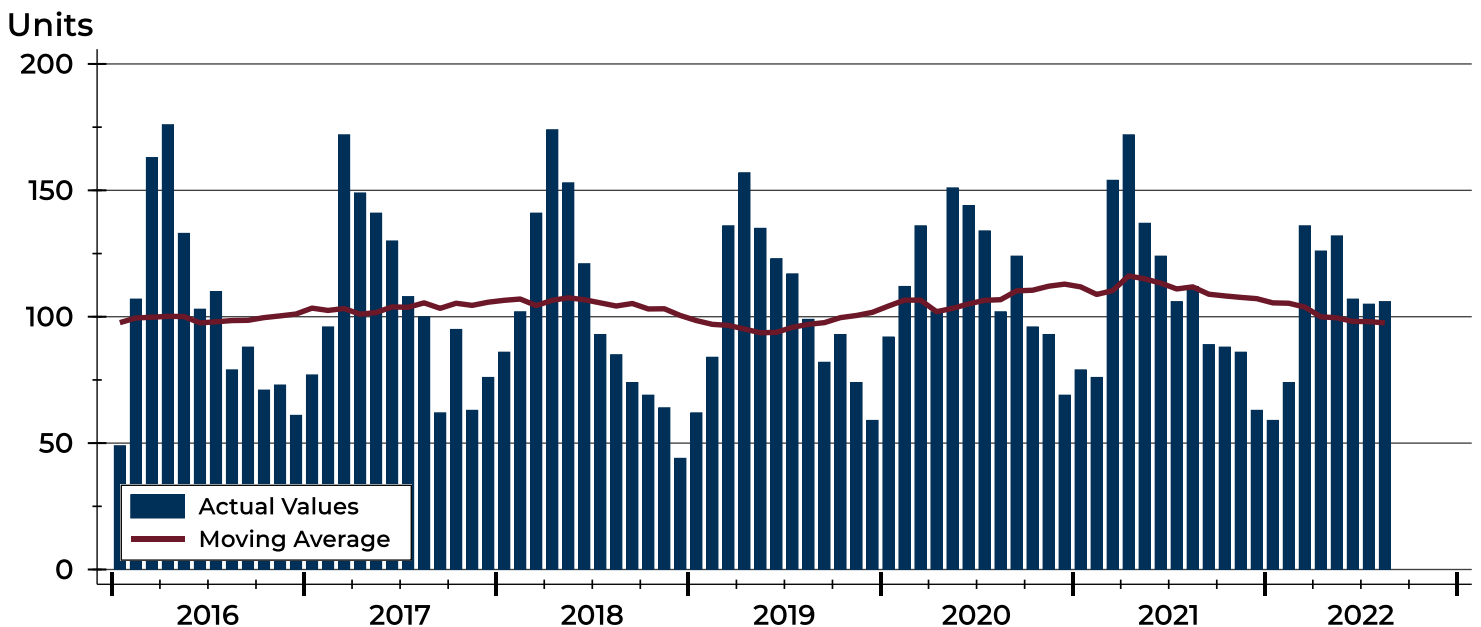
City of Lawrence Contracts Written Analysis

Summary Statistics for Contracts Written		2022	August 2021	Change	2022	Year-to-Date 2021	Change
Contracts Written		106	112	-5.4%	845	960	-12.0%
Volume (1,000s)		34,626	32,458	6.7%	278,717	285,492	-2.4%
Average	Sale Price	326,663	289,806	12.7%	329,843	297,388	10.9%
	Days on Market	22	16	37.5%	14	14	0.0%
	Percent of Original	98.0%	98.2%	-0.2%	101.8%	101.4%	0.4%
Median	Sale Price	299,000	260,000	15.0%	289,000	259,900	11.2%
	Days on Market	13	5	160.0%	4	3	33.3%
	Percent of Original	100.0%	100.0%	0.0%	100.0%	100.0%	0.0%

A total of 106 contracts for sale were written in the City of Lawrence during the month of August, down from 112 in 2021. The median list price of these homes was \$299,000, up from \$260,000 the prior year.

Half of the homes that went under contract in August were on the market less than 13 days, compared to 5 days in August 2021.

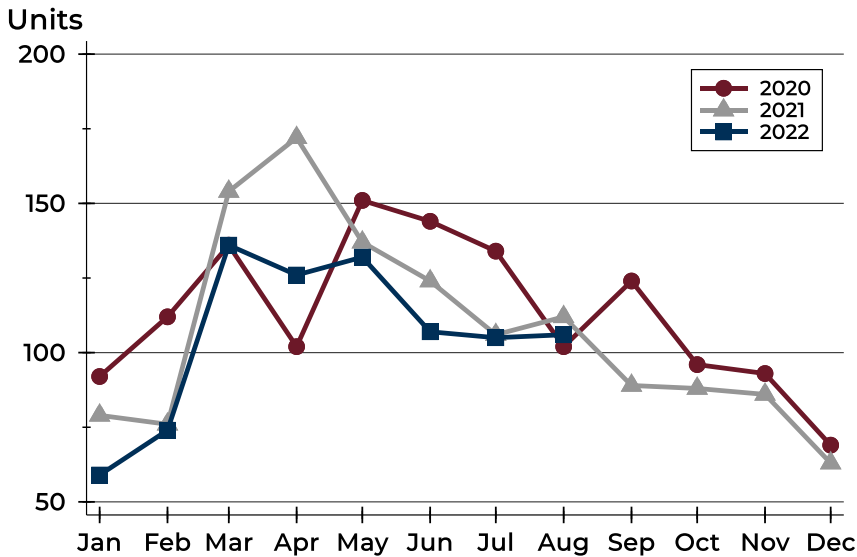
History of Contracts Written





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	132
June	144	124	107
July	134	106	105
August	102	112	106
September	124	89	
October	96	88	
November	93	86	
December	69	63	

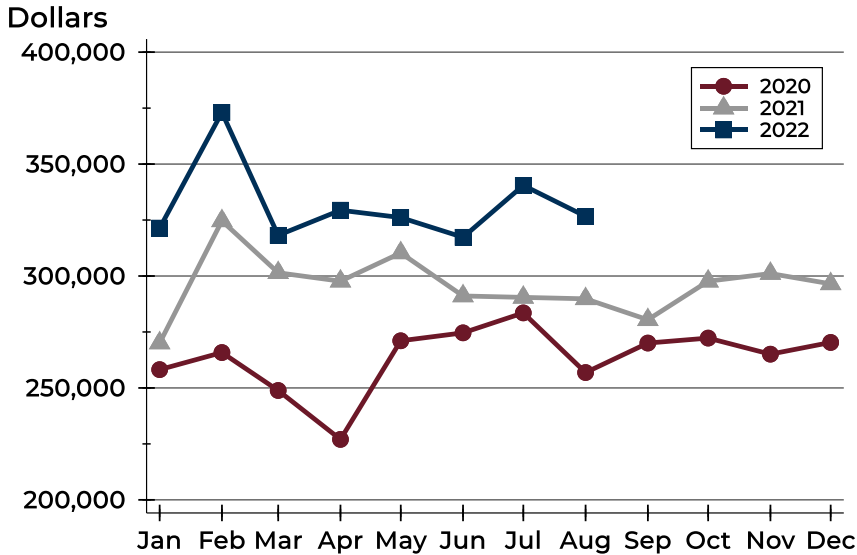
Contracts Written by Price Range

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	1	0.9%	71,900	71,900	13	13	100.0%	100.0%
\$100,000-\$149,999	3	2.8%	132,633	133,000	1	0	100.0%	100.0%
\$150,000-\$199,999	10	9.4%	173,230	173,750	11	7	99.3%	100.0%
\$200,000-\$249,999	19	17.9%	222,968	219,900	18	9	96.9%	99.5%
\$250,000-\$299,999	22	20.8%	271,091	268,450	16	11	97.5%	100.0%
\$300,000-\$349,999	17	16.0%	327,682	325,000	17	13	98.0%	100.0%
\$350,000-\$399,999	9	8.5%	370,967	375,000	30	18	98.3%	100.0%
\$400,000-\$449,999	9	8.5%	427,867	425,000	46	44	97.8%	100.0%
\$450,000-\$499,999	6	5.7%	471,983	472,000	23	15	97.1%	98.0%
\$500,000-\$599,999	5	4.7%	545,760	560,000	24	25	100.0%	100.0%
\$600,000-\$749,999	4	3.8%	663,250	666,500	55	42	99.0%	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	0.9%	1,250,000	1,250,000	0	0	100.0%	100.0%



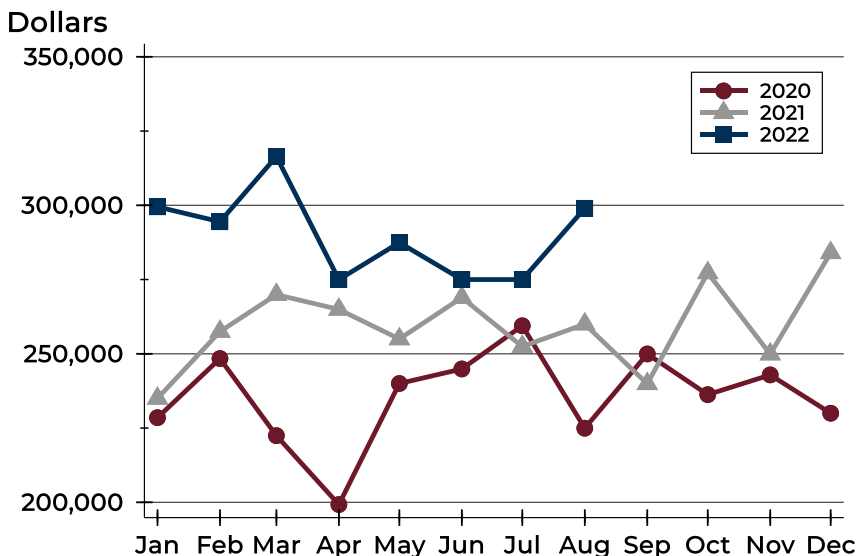
City of Lawrence Contracts Written Analysis

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	326,105
June	274,618	291,092	317,295
July	283,526	290,450	340,487
August	256,876	289,806	326,663
September	270,058	280,458	
October	272,269	297,672	
November	265,091	301,109	
December	270,325	296,505	

Median Price

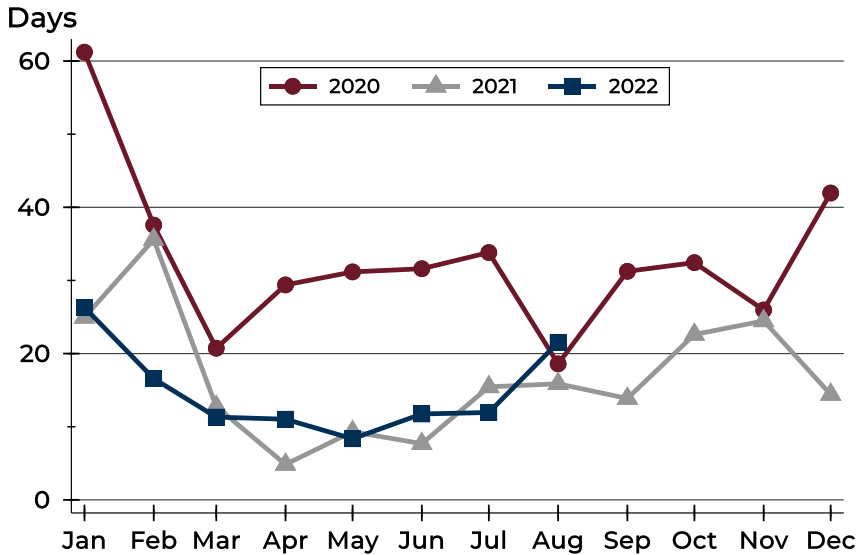


Month	2020	2021	2022
January	228,500	235,000	299,500
February	248,400	257,500	294,475
March	222,450	269,925	316,450
April	199,250	264,950	275,000
May	240,000	255,000	287,450
June	244,900	268,950	275,000
July	259,450	252,450	275,000
August	224,950	260,000	299,000
September	249,950	239,900	
October	236,250	277,250	
November	242,900	249,900	
December	230,000	284,000	



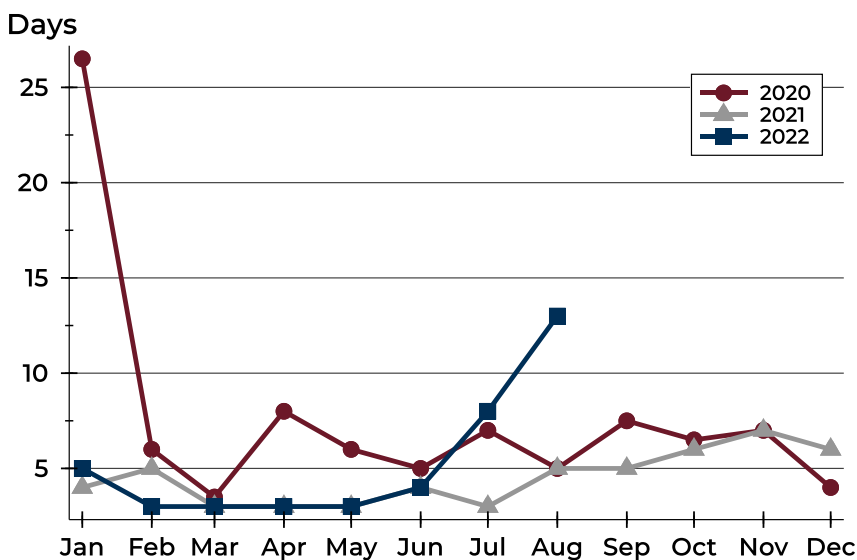
City of Lawrence Contracts Written Analysis

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	22
September	31	14	
October	32	23	
November	26	24	
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	
October	7	6	
November	7	7	
December	4	6	



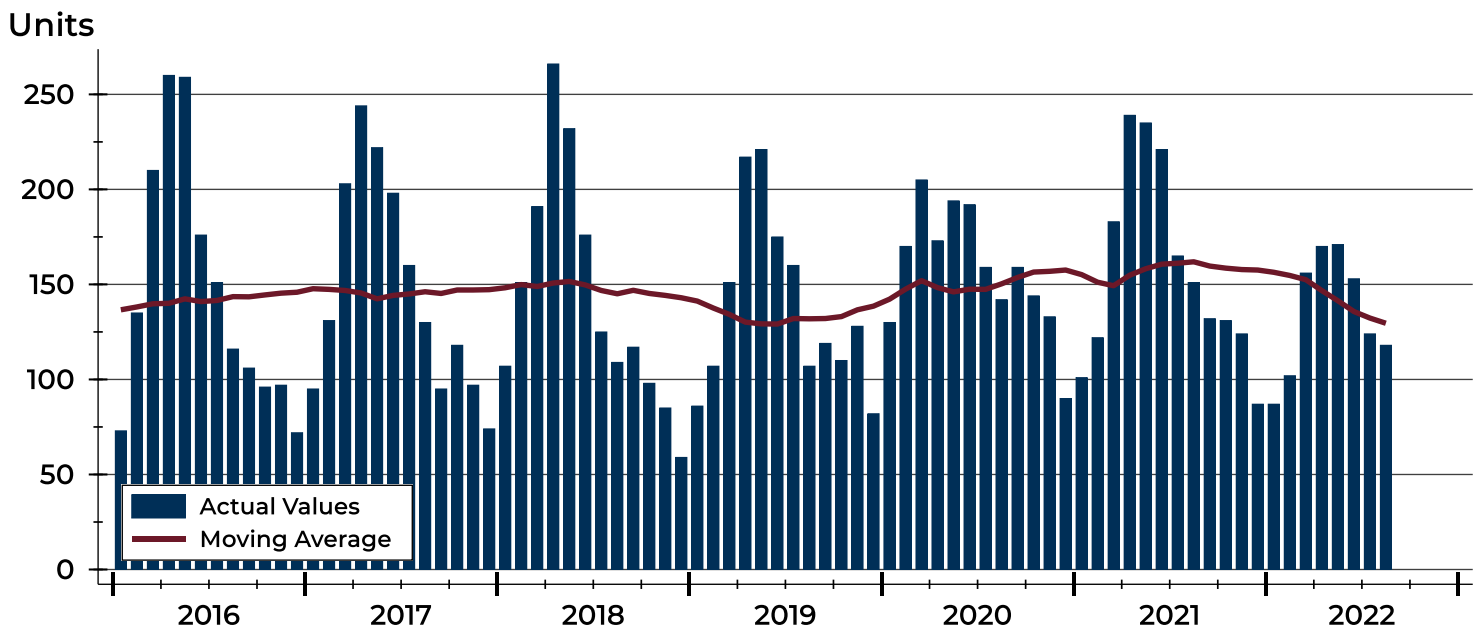
City of Lawrence Pending Contracts Analysis

Summary Statistics for Pending Contracts		2022	End of August 2021	Change
Pending Contracts		118	151	-21.9%
Volume (1,000s)		40,571	45,838	-11.5%
Average	List Price	343,818	303,562	13.3%
	Days on Market	20	18	11.1%
	Percent of Original	98.3%	98.6%	-0.3%
Median	List Price	301,700	289,900	4.1%
	Days on Market	11	5	120.0%
	Percent of Original	100.0%	100.0%	0.0%

A total of 118 listings in the City of Lawrence had contracts pending at the end of August, down from 151 contracts pending at the end of August 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.

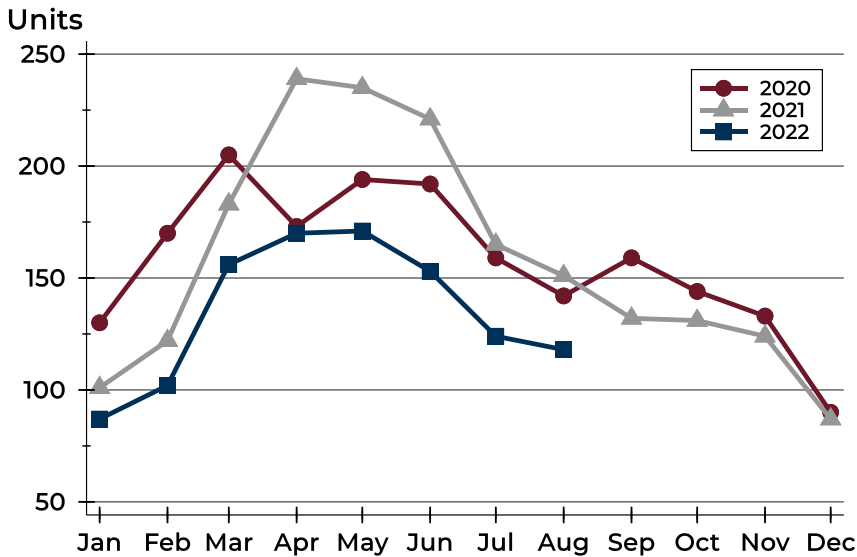
History of Pending Contracts





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	
October	144	131	
November	133	124	
December	90	87	

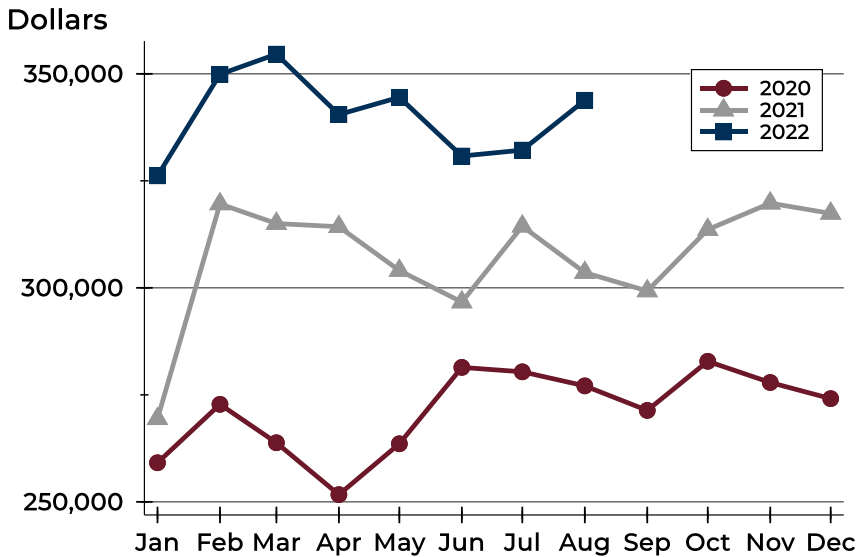
Pending Contracts by Price Range

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	0.8%	71,900	71,900	13	13	100.0%	100.0%
\$100,000-\$149,999	5	4.2%	130,770	130,000	42	4	97.5%	100.0%
\$150,000-\$199,999	13	11.0%	173,700	175,000	16	5	99.1%	100.0%
\$200,000-\$249,999	19	16.1%	223,284	224,900	18	9	96.7%	100.0%
\$250,000-\$299,999	21	17.8%	271,662	269,900	12	8	98.5%	100.0%
\$300,000-\$349,999	16	13.6%	326,350	325,000	18	15	97.8%	100.0%
\$350,000-\$399,999	11	9.3%	372,755	375,000	24	16	98.6%	100.0%
\$400,000-\$449,999	8	6.8%	420,738	420,000	30	12	99.0%	100.0%
\$450,000-\$499,999	6	5.1%	467,900	467,000	28	31	97.8%	99.0%
\$500,000-\$599,999	9	7.6%	554,589	560,000	15	9	100.0%	100.0%
\$600,000-\$749,999	5	4.2%	672,800	674,000	44	41	99.2%	100.0%
\$750,000-\$999,999	3	2.5%	846,300	779,000	14	14	100.0%	100.0%
\$1,000,000 and up	1	0.8%	1,250,000	1,250,000	0	0	100.0%	100.0%



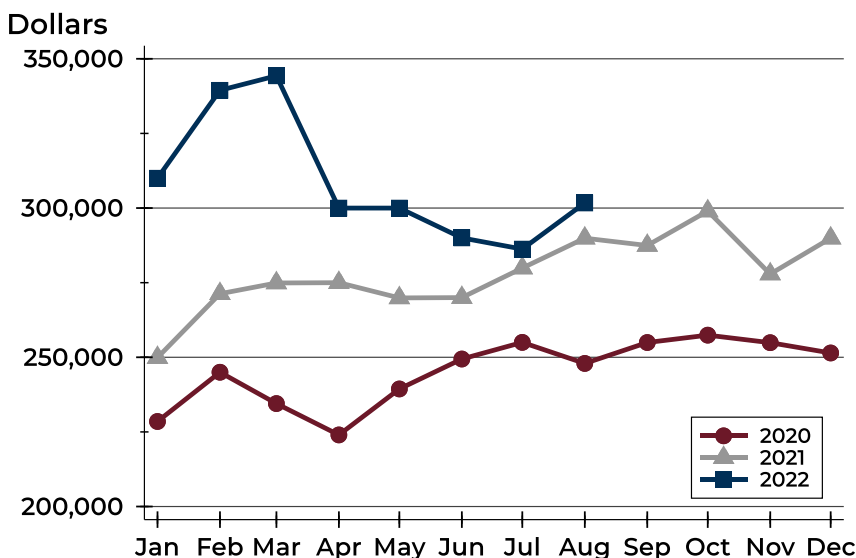
City of Lawrence Pending Contracts Analysis

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	
October	282,843	313,606	
November	277,889	319,781	
December	274,123	317,398	

Median Price

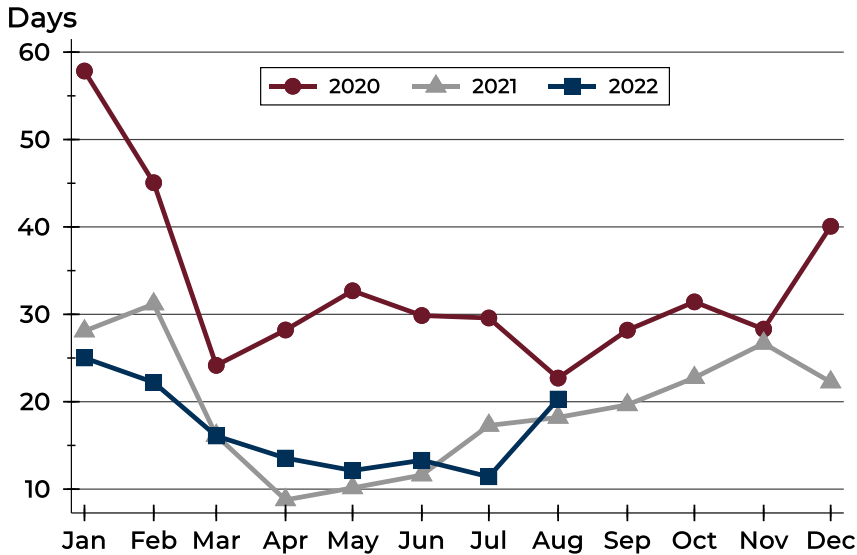


Month	2020	2021	2022
January	228,500	249,900	310,000
February	245,000	271,300	339,450
March	234,500	274,900	344,300
April	224,000	275,000	300,000
May	239,400	269,900	300,000
June	249,425	270,000	290,000
July	255,000	279,900	286,250
August	247,950	289,900	301,700
September	254,950	287,450	
October	257,425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



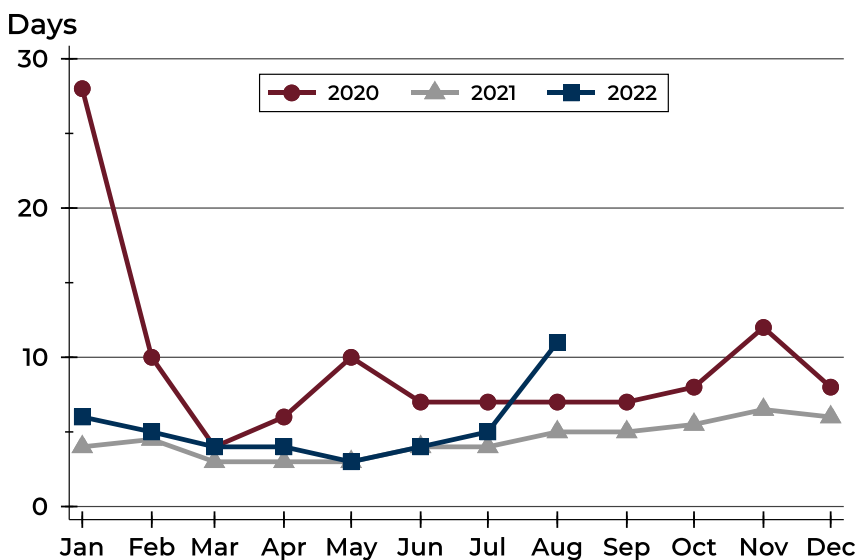
City of Lawrence Pending Contracts Analysis

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	13
July	30	17	11
August	23	18	20
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	4
July	7	4	5
August	7	5	11
September	7	5	
October	8	6	
November	12	7	
December	8	6	