



**April
2022**

Lawrence MLS Statistics



LAWRENCE
Board of REALTORS®

City of Lawrence Housing Report



Market Overview

City of Lawrence Home Sales Fell in April

Total home sales in the City of Lawrence fell last month to 112 units, compared to 122 units in April 2021. Total sales volume was \$38.2 million, up from a year earlier.

The median sale price in April was \$316,500, up from \$254,950 a year earlier. Homes that sold in April were typically on the market for 4 days and sold for 100.4% of their list prices.

City of Lawrence Active Listings Down at End of April

The total number of active listings in the City of Lawrence at the end of April was 78 units, down from 92 at the same point in 2021. This represents a 0.7 months' supply of homes available for sale. The median list price of homes on the market at the end of April was \$344,750.

During April, a total of 119 contracts were written down from 172 in April 2021. At the end of the month, there were 170 contracts still pending.

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**April
2022**

Lawrence MLS Statistics



LAWRENCE
Board of REALTORS®

City of Lawrence Summary Statistics

April MLS Statistics Three-year History		Current Month			Year-to-Date		
		2022	2021	2020	2022	2021	2020
Home Sales		112	122	128	306	323	354
Change from prior year		-8.2%	-4.7%	12.3%	-5.3%	-8.8%	22.9%
Active Listings		78	92	217	N/A	N/A	N/A
Change from prior year		-15.2%	-57.6%	-11.4%			
Months' Supply		0.7	0.8	2.1	N/A	N/A	N/A
Change from prior year		-12.5%	-61.9%	-16.0%			
New Listings		129	202	123	418	535	546
Change from prior year		-36.1%	64.2%	-40.9%	-21.9%	-2.0%	-4.5%
Contracts Written		119	172	102	380	481	442
Change from prior year		-30.8%	68.6%	-35.0%	-21.0%	8.8%	0.7%
Pending Contracts		170	239	173	N/A	N/A	N/A
Change from prior year		-28.9%	38.2%	-20.3%			
Sales Volume (1,000s)		38,203	36,004	32,060	96,428	91,622	87,587
Change from prior year		6.1%	12.3%	24.9%	5.2%	4.6%	29.0%
Average	Sale Price	341,098	295,115	250,466	315,124	283,660	247,421
	Change from prior year	15.6%	17.8%	11.2%	11.1%	14.6%	4.9%
	List Price of Actives	364,571	365,613	345,557	N/A	N/A	N/A
	Change from prior year	-0.3%	5.8%	3.1%			
	Days on Market	14	17	23	17	29	42
Change from prior year	-17.6%	-26.1%	-25.8%	-41.4%	-31.0%	0.0%	
Percent of List	103.7%	102.8%	99.6%	102.0%	101.2%	98.9%	
Change from prior year	0.9%	3.2%	0.8%	0.8%	2.3%	0.3%	
Percent of Original	103.2%	102.7%	99.1%	101.5%	100.6%	97.7%	
Change from prior year	0.5%	3.6%	0.7%	0.9%	3.0%	0.1%	
Median	Sale Price	316,500	254,950	232,000	300,000	249,900	227,950
	Change from prior year	24.1%	9.9%	22.1%	20.0%	9.6%	10.1%
	List Price of Actives	344,750	313,750	319,900	N/A	N/A	N/A
	Change from prior year	9.9%	-1.9%	0.0%			
	Days on Market	4	3	4	4	3	11
Change from prior year	33.3%	-25.0%	-50.0%	33.3%	-72.7%	-31.3%	
Percent of List	100.4%	101.2%	100.0%	100.0%	100.0%	100.0%	
Change from prior year	-0.8%	1.2%	0.0%	0.0%	0.0%	0.1%	
Percent of Original	100.4%	101.3%	100.0%	100.0%	100.0%	99.3%	
Change from prior year	-0.9%	1.3%	0.0%	0.0%	0.7%	0.0%	

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



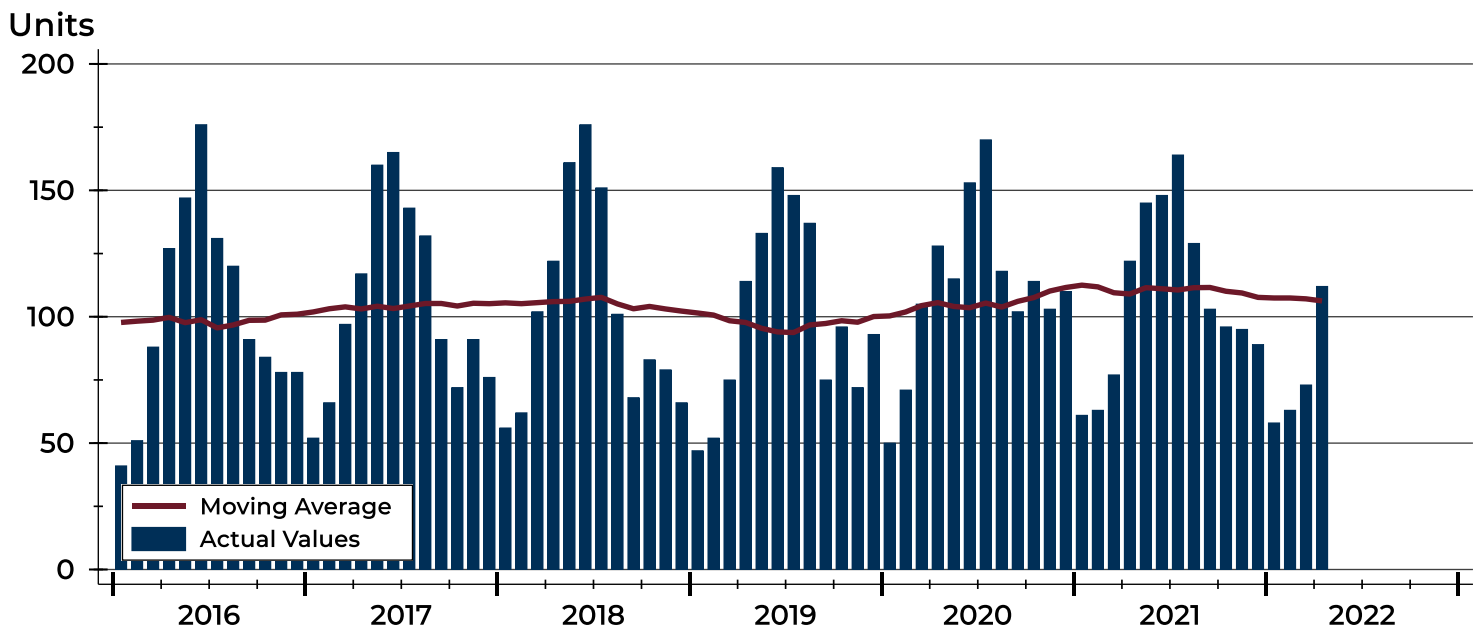
City of Lawrence Closed Listings Analysis

Summary Statistics for Closed Listings		2022	April 2021	Change	2022	Year-to-Date 2021	Change
Closed Listings		112	122	-8.2%	306	323	-5.3%
Volume (1,000s)		38,203	36,004	6.1%	96,428	91,622	5.2%
Months' Supply		0.7	0.8	-12.5%	N/A	N/A	N/A
Average	Sale Price	341,098	295,115	15.6%	315,124	283,660	11.1%
	Days on Market	14	17	-17.6%	17	29	-41.4%
	Percent of List	103.7%	102.8%	0.9%	102.0%	101.2%	0.8%
	Percent of Original	103.2%	102.7%	0.5%	101.5%	100.6%	0.9%
Median	Sale Price	316,500	254,950	24.1%	300,000	249,900	20.0%
	Days on Market	4	3	33.3%	4	3	33.3%
	Percent of List	100.4%	101.2%	-0.8%	100.0%	100.0%	0.0%
	Percent of Original	100.4%	101.3%	-0.9%	100.0%	100.0%	0.0%

A total of 112 homes sold in the City of Lawrence in April, down from 122 units in April 2021. Total sales volume rose to \$38.2 million compared to \$36.0 million in the previous year.

The median sales price in April was \$316,500, up 24.1% compared to the prior year. Median days on market was 4 days, up from 3 days in March, and up from 3 in April 2021.

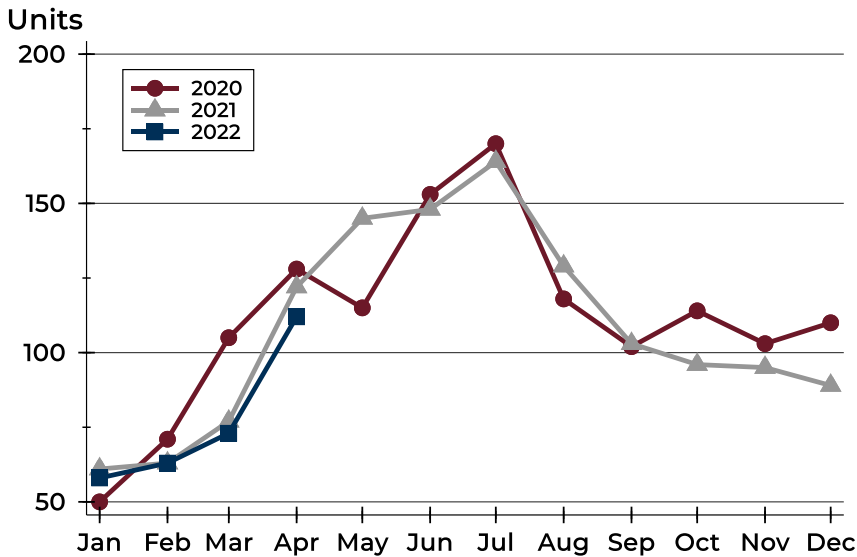
History of Closed Listings





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	73
April	128	122	112
May	115	145	
June	153	148	
July	170	164	
August	118	129	
September	102	103	
October	114	96	
November	103	95	
December	110	89	

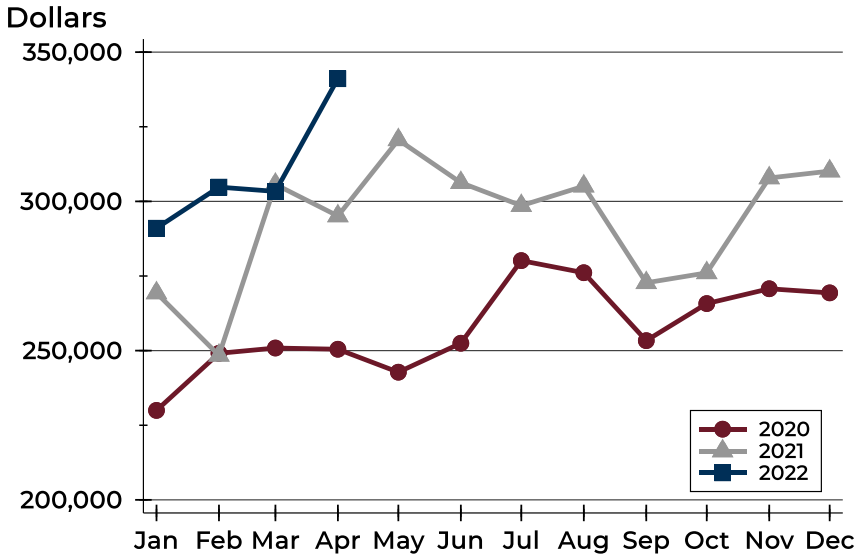
Closed Listings by Price Range

Price Range	Sales		Months' Supply	Sale Price		Days on Market		Price as % of List		Price as % of Orig.	
	Number	Percent		Average	Median	Avg.	Med.	Avg.	Med.	Avg.	Med.
Below \$50,000	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$50,000-\$99,999	3	2.7%	1.7	81,333	80,000	7	9	99.6%	100.0%	99.6%	100.0%
\$100,000-\$149,999	3	2.7%	1.1	123,333	130,000	3	4	100.1%	100.1%	100.1%	100.1%
\$150,000-\$199,999	9	8.0%	0.1	171,889	167,000	15	3	101.7%	100.0%	101.7%	100.0%
\$200,000-\$249,999	17	15.2%	0.4	223,729	223,900	3	2	107.6%	107.1%	107.6%	107.1%
\$250,000-\$299,999	16	14.3%	0.4	270,803	270,500	8	3	104.7%	105.0%	104.2%	105.0%
\$300,000-\$349,999	19	17.0%	0.7	322,829	321,000	8	4	103.9%	101.5%	103.4%	101.5%
\$350,000-\$399,999	12	10.7%	1.5	362,488	361,500	25	7	102.3%	101.4%	102.7%	102.4%
\$400,000-\$449,999	14	12.5%	0.3	426,529	423,000	17	6	101.7%	100.0%	101.3%	100.0%
\$450,000-\$499,999	5	4.5%	1.1	466,770	465,000	47	38	100.9%	100.0%	99.5%	100.0%
\$500,000-\$599,999	7	6.3%	0.5	534,271	525,000	4	3	111.7%	100.0%	111.0%	100.0%
\$600,000-\$749,999	5	4.5%	4.2	651,600	627,000	35	27	95.7%	100.0%	91.9%	88.5%
\$750,000-\$999,999	1	0.9%	3.7	845,000	845,000	2	2	99.4%	99.4%	99.4%	99.4%
\$1,000,000 and up	1	0.9%	0.0	1,274,000	1,274,000	134	134	100.0%	100.0%	98.1%	98.1%



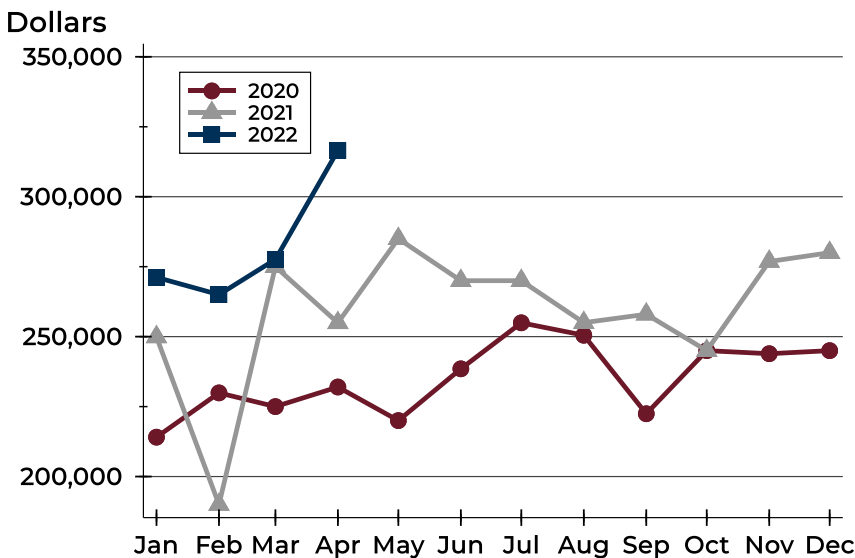
City of Lawrence Closed Listings Analysis

Average Price



Month	2020	2021	2022
January	229,973	269,320	291,023
February	249,106	248,417	304,787
March	250,879	305,705	303,341
April	250,466	295,115	341,098
May	242,777	320,621	
June	252,488	306,274	
July	280,164	298,573	
August	276,104	305,107	
September	253,345	272,728	
October	265,768	276,053	
November	270,728	307,845	
December	269,355	310,146	

Median Price

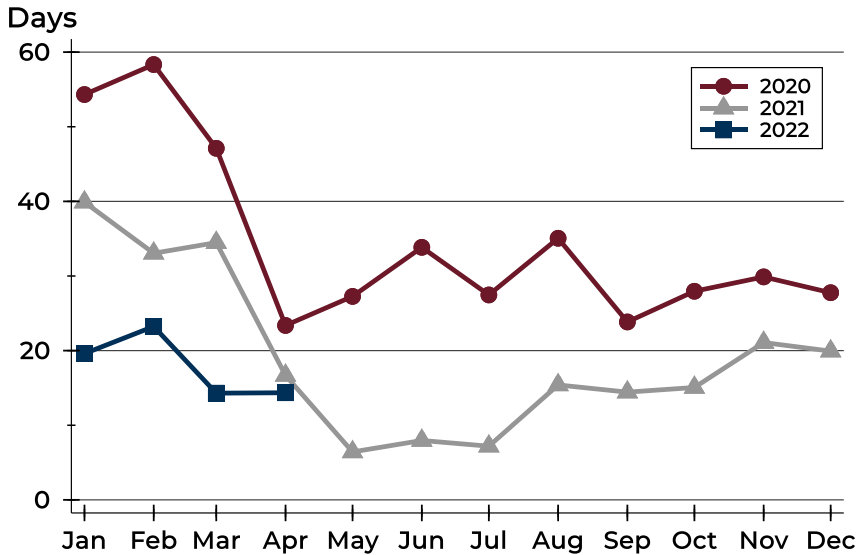


Month	2020	2021	2022
January	214,075	249,900	271,200
February	229,900	190,000	265,000
March	225,000	275,000	277,600
April	232,000	254,950	316,500
May	220,000	285,000	
June	238,500	270,000	
July	254,950	270,000	
August	250,500	255,000	
September	222,450	258,000	
October	245,000	245,000	
November	243,900	276,850	
December	245,000	280,000	



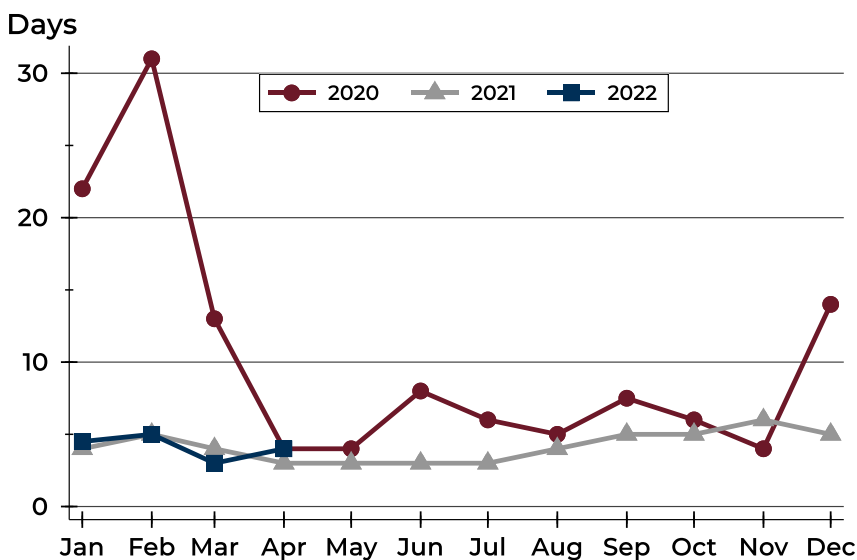
City of Lawrence Closed Listings Analysis

Average DOM



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

Median DOM



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



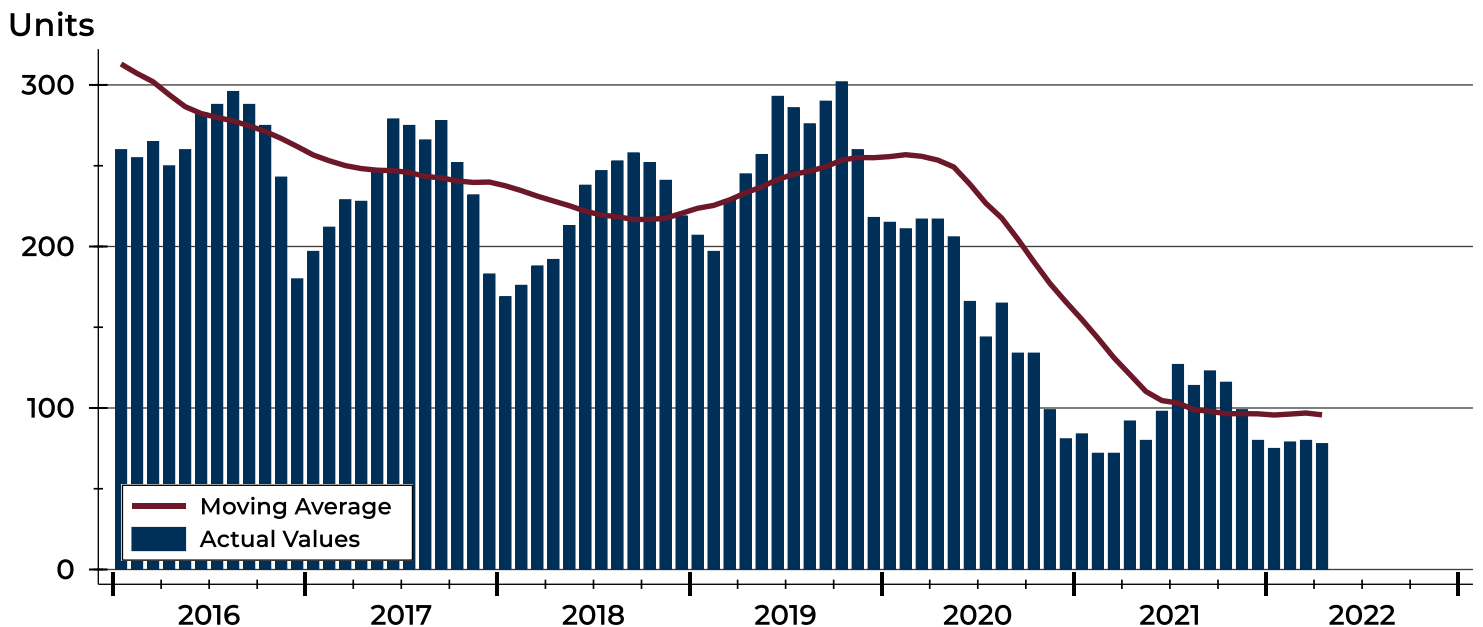
City of Lawrence Active Listings Analysis

Summary Statistics for Active Listings		2022	End of April 2021	Change
Active Listings		78	92	-15.2%
Volume (1,000s)		28,437	33,636	-15.5%
Months' Supply		0.7	0.8	-12.5%
Average	List Price	364,571	365,613	-0.3%
	Days on Market	50	40	25.0%
	Percent of Original	98.4%	98.4%	0.0%
Median	List Price	344,750	313,750	9.9%
	Days on Market	25	18	38.9%
	Percent of Original	100.0%	100.0%	0.0%

A total of 78 homes were available for sale in the City of Lawrence at the end of April. This represents a 0.7 months' supply of active listings.

The median list price of homes on the market at the end of April was \$344,750, up 9.9% from 2021. The typical time on market for active listings was 25 days, up from 18 days a year earlier.

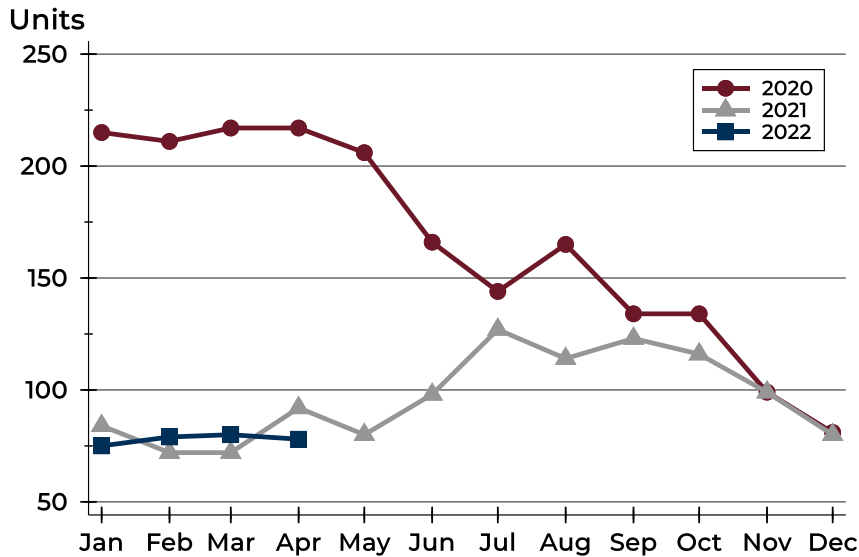
History of Active Listings





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	
June	166	98	
July	144	127	
August	165	114	
September	134	123	
October	134	116	
November	99	99	
December	81	80	

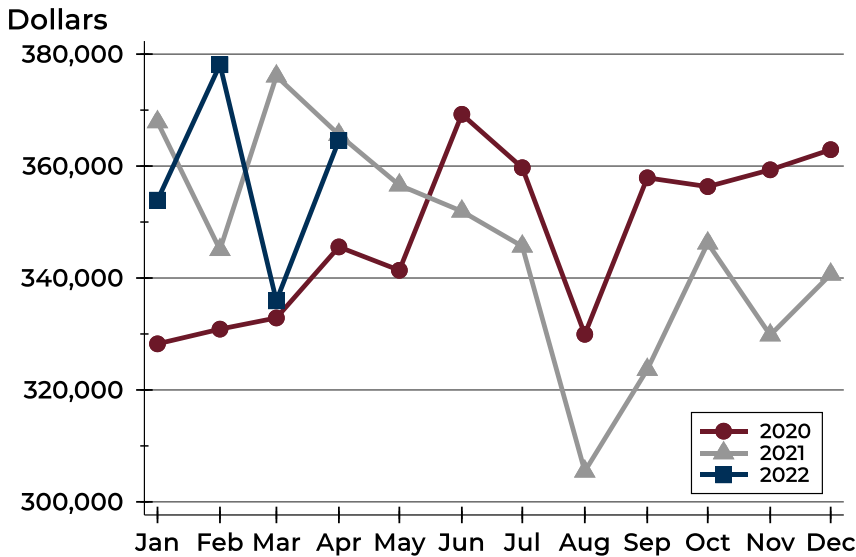
Active Listings by Price Range

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	3	3.8%	N/A	1,705	1,095	70	14	100.0%	100.0%
\$50,000-\$99,999	4	5.1%	1.7	84,905	86,725	60	46	92.8%	99.1%
\$100,000-\$149,999	7	9.0%	1.1	130,943	129,900	40	25	95.0%	96.9%
\$150,000-\$199,999	2	2.6%	0.1	169,900	169,900	39	39	100.0%	100.0%
\$200,000-\$249,999	8	10.3%	0.4	231,700	235,500	30	7	99.0%	100.0%
\$250,000-\$299,999	7	9.0%	0.4	274,957	275,000	36	34	99.5%	100.0%
\$300,000-\$349,999	10	12.8%	0.7	333,830	339,750	61	74	99.5%	100.0%
\$350,000-\$399,999	13	16.7%	1.5	382,569	389,900	42	24	99.1%	100.0%
\$400,000-\$449,999	2	2.6%	0.3	424,900	424,900	41	41	101.8%	101.8%
\$450,000-\$499,999	6	7.7%	1.1	474,083	472,400	90	88	100.0%	100.0%
\$500,000-\$599,999	3	3.8%	0.5	559,300	549,000	4	3	99.4%	100.0%
\$600,000-\$749,999	9	11.5%	4.2	657,700	649,500	63	24	98.2%	100.0%
\$750,000-\$999,999	4	5.1%	3.7	863,475	854,450	61	20	95.9%	96.6%
\$1,000,000 and up	0	0.0%	0.0	N/A	N/A	N/A	N/A	N/A	N/A



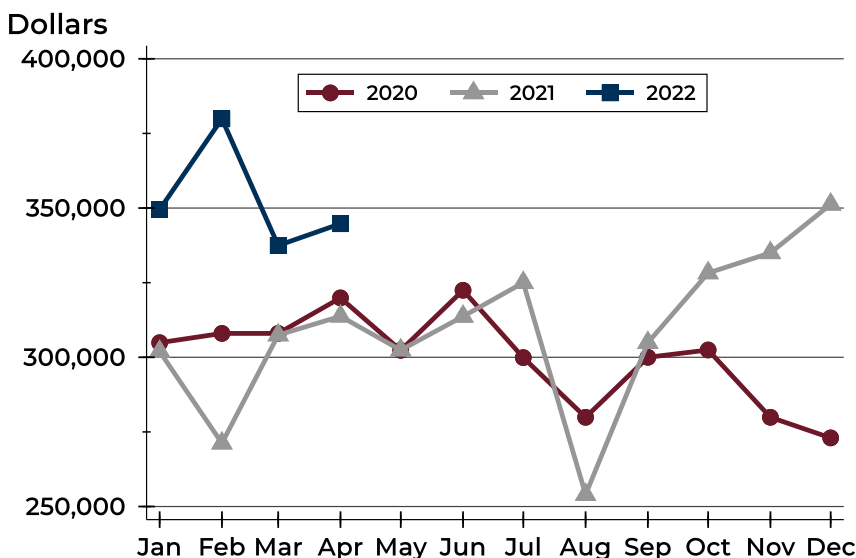
City of Lawrence Active Listings Analysis

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	
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

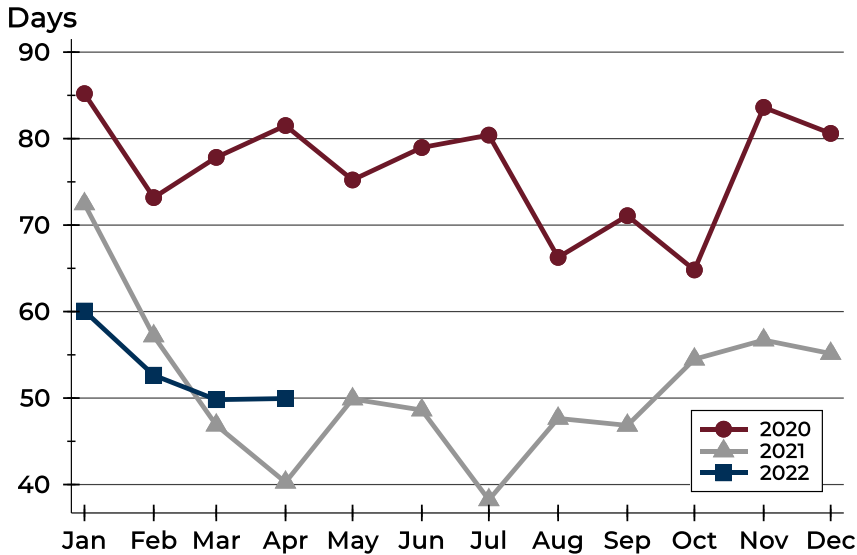


Month	2020	2021	2022
January	304,900	301,950	349,500
February	308,000	271,225	379,900
March	308,000	307,450	337,450
April	319,900	313,750	344,750
May	302,350	302,400	
June	322,450	313,700	
July	299,900	325,000	
August	279,900	254,000	
September	300,000	304,900	
October	302,450	328,250	
November	279,900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



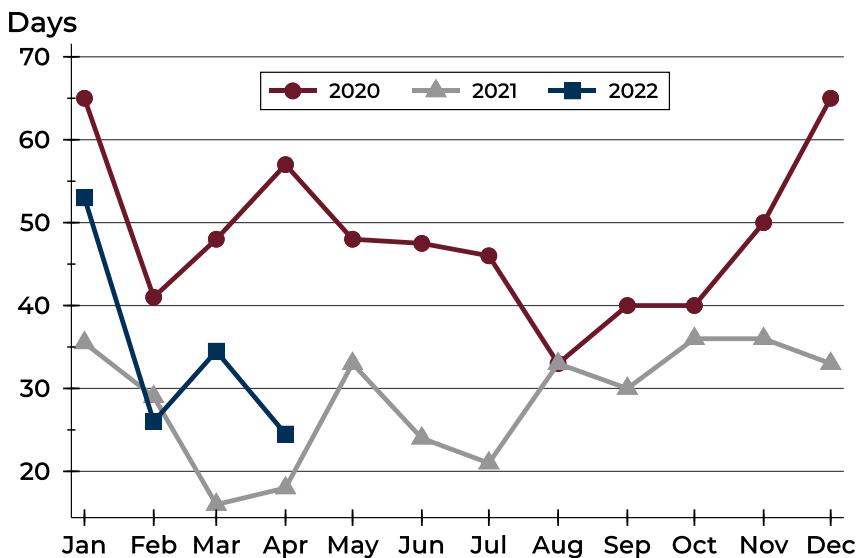
City of Lawrence Active Listings Analysis

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	
June	79	49	
July	80	38	
August	66	48	
September	71	47	
October	65	54	
November	84	57	
December	81	55	

Median DOM

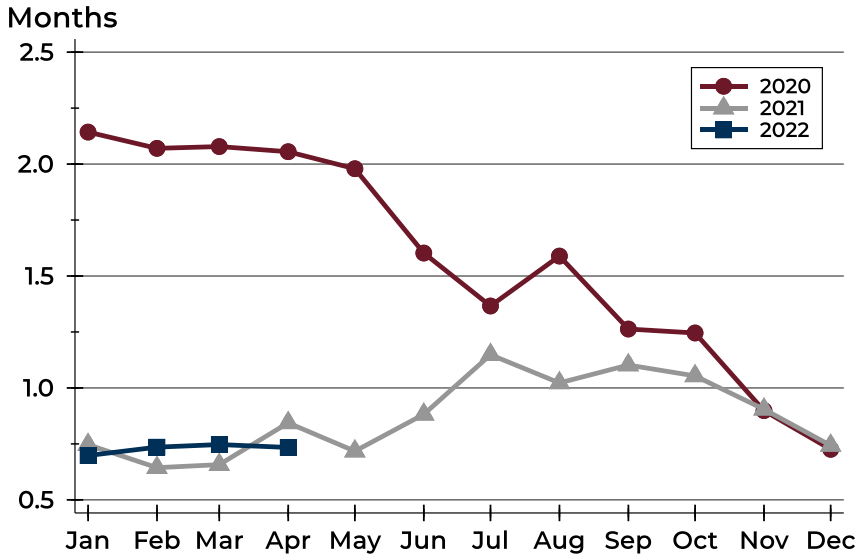


Month	2020	2021	2022
January	65	36	53
February	41	29	26
March	48	16	35
April	57	18	25
May	48	33	
June	48	24	
July	46	21	
August	33	33	
September	40	30	
October	40	36	
November	50	36	
December	65	33	



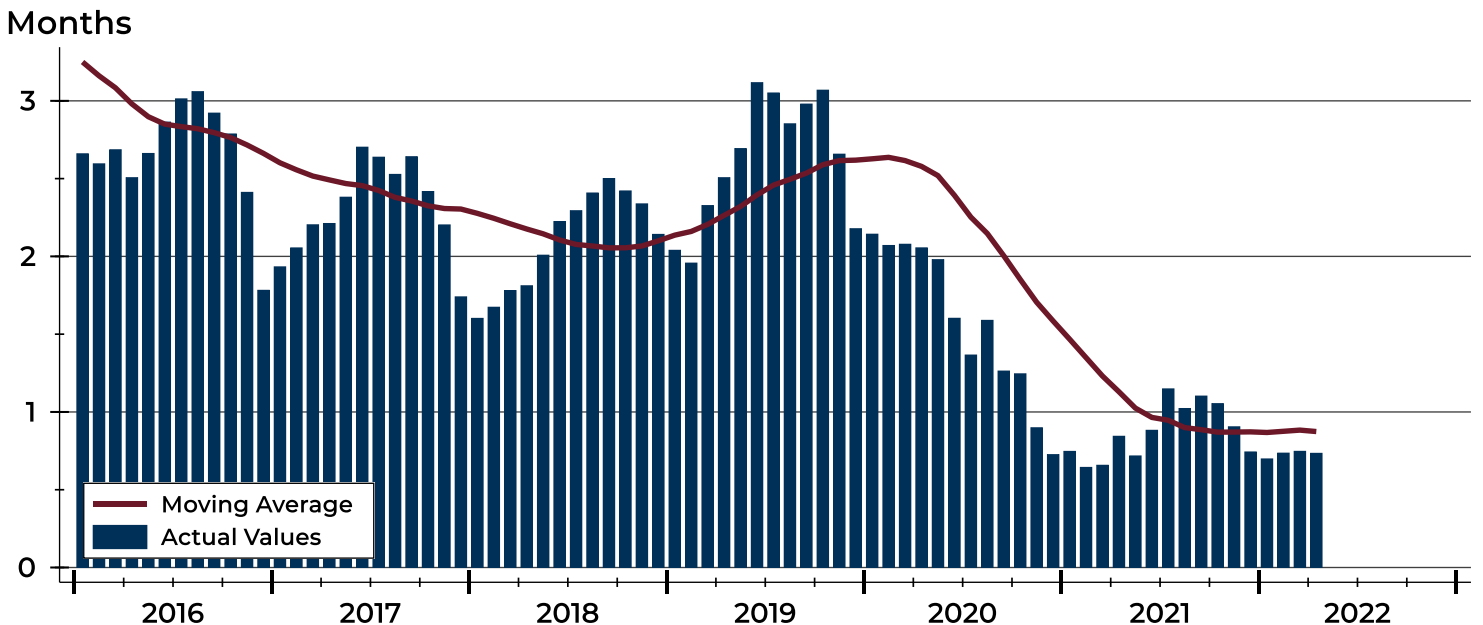
City of Lawrence Months' Supply Analysis

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	
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





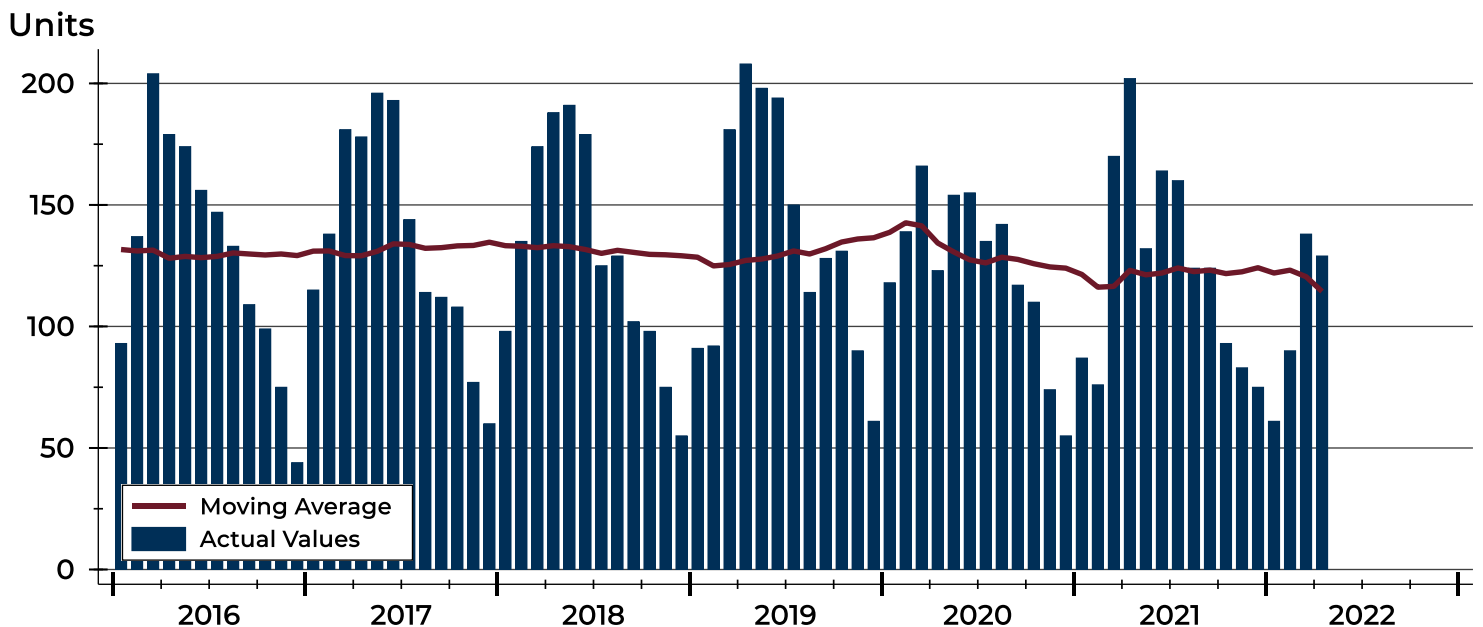
City of Lawrence New Listings Analysis

Summary Statistics for New Listings		2022	April 2021	Change
Current Month	New Listings	129	202	-36.1%
	Volume (1,000s)	43,827	59,279	-26.1%
	Average List Price	339,747	293,463	15.8%
	Median List Price	295,000	269,450	9.5%
Year-to-Date	New Listings	418	535	-21.9%
	Volume (1,000s)	136,232	159,177	-14.4%
	Average List Price	325,913	297,526	9.5%
	Median List Price	299,900	262,500	14.2%

A total of 129 new listings were added in the City of Lawrence during April, down 36.1% from the same month in 2021. Year-to-date the City of Lawrence has seen 418 new listings.

The median list price of these homes was \$295,000 up from \$269,450 in 2021.

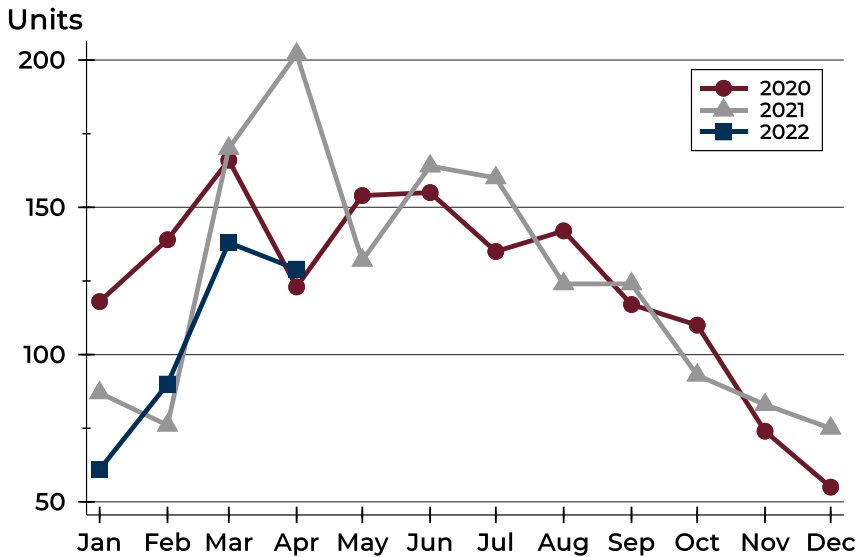
History of New Listings





City of Lawrence New Listings Analysis

New Listings by Month



Month	2020	2021	2022
January	118	87	61
February	139	76	90
March	166	170	138
April	123	202	129
May	154	132	
June	155	164	
July	135	160	
August	142	124	
September	117	124	
October	110	93	
November	74	83	
December	55	75	

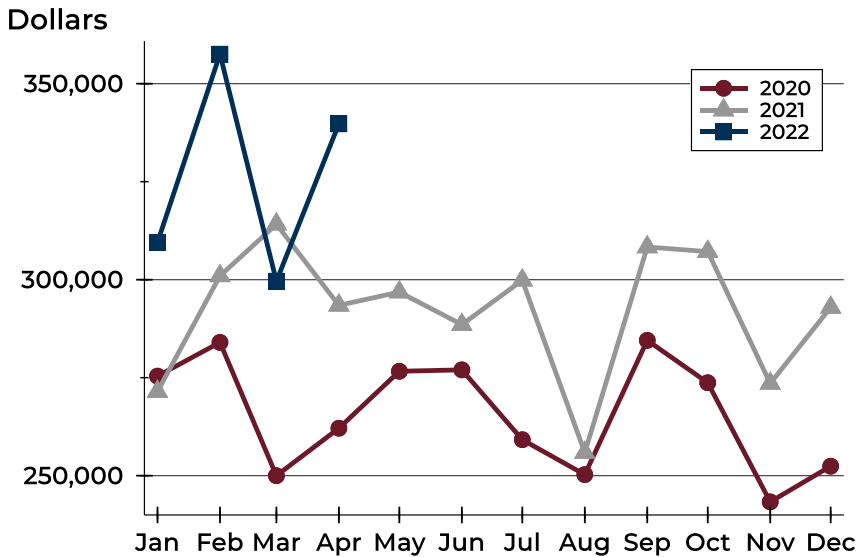
New Listings by Price Range

Price Range	New Listings		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$50,000	1	0.8%	3,250	3,250	20	20	100.0%	100.0%
\$50,000-\$99,999	1	0.8%	99,900	99,900	3	3	100.0%	100.0%
\$100,000-\$149,999	5	3.9%	126,980	135,000	10	3	99.3%	100.0%
\$150,000-\$199,999	20	15.5%	181,615	179,950	6	3	100.3%	100.0%
\$200,000-\$249,999	26	20.2%	230,742	229,450	5	2	100.3%	100.0%
\$250,000-\$299,999	15	11.6%	277,047	275,000	3	2	101.4%	100.0%
\$300,000-\$349,999	11	8.5%	323,427	325,000	5	4	103.0%	100.0%
\$350,000-\$399,999	17	13.2%	376,453	375,000	8	4	99.6%	100.0%
\$400,000-\$449,999	3	2.3%	448,267	449,900	4	3	101.9%	100.0%
\$450,000-\$499,999	7	5.4%	474,114	479,000	7	8	100.0%	100.0%
\$500,000-\$599,999	10	7.8%	541,880	532,250	5	4	99.3%	100.0%
\$600,000-\$749,999	9	7.0%	661,589	649,900	10	9	100.0%	100.0%
\$750,000-\$999,999	4	3.1%	826,975	839,450	12	10	97.5%	100.0%
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



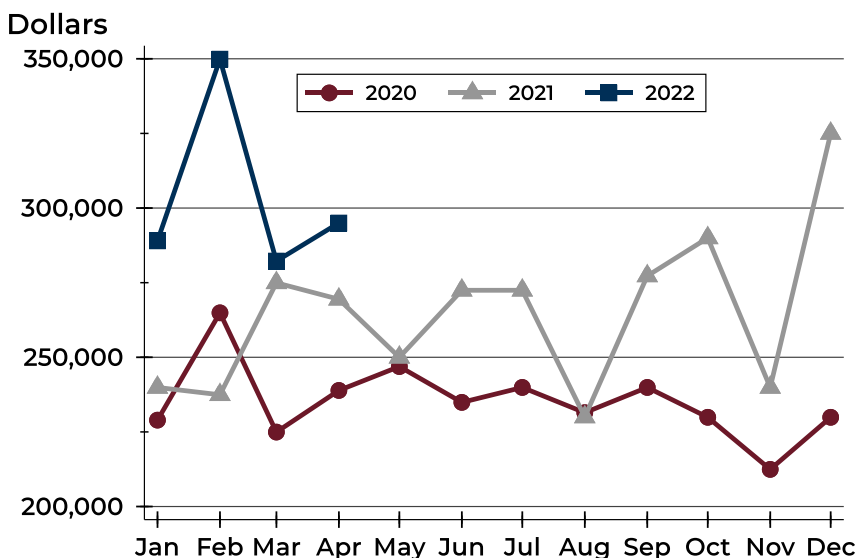
City of Lawrence New Listings Analysis

Average Price



Month	2020	2021	2022
January	275,402	271,450	309,488
February	284,009	300,975	357,538
March	249,995	314,158	299,618
April	262,107	293,463	339,747
May	276,641	296,834	
June	276,994	288,542	
July	259,179	299,860	
August	250,273	255,916	
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	
June	234,900	272,450	
July	239,900	272,450	
August	231,450	230,000	
September	239,900	277,250	
October	229,900	290,000	
November	212,450	239,900	
December	229,900	325,000	

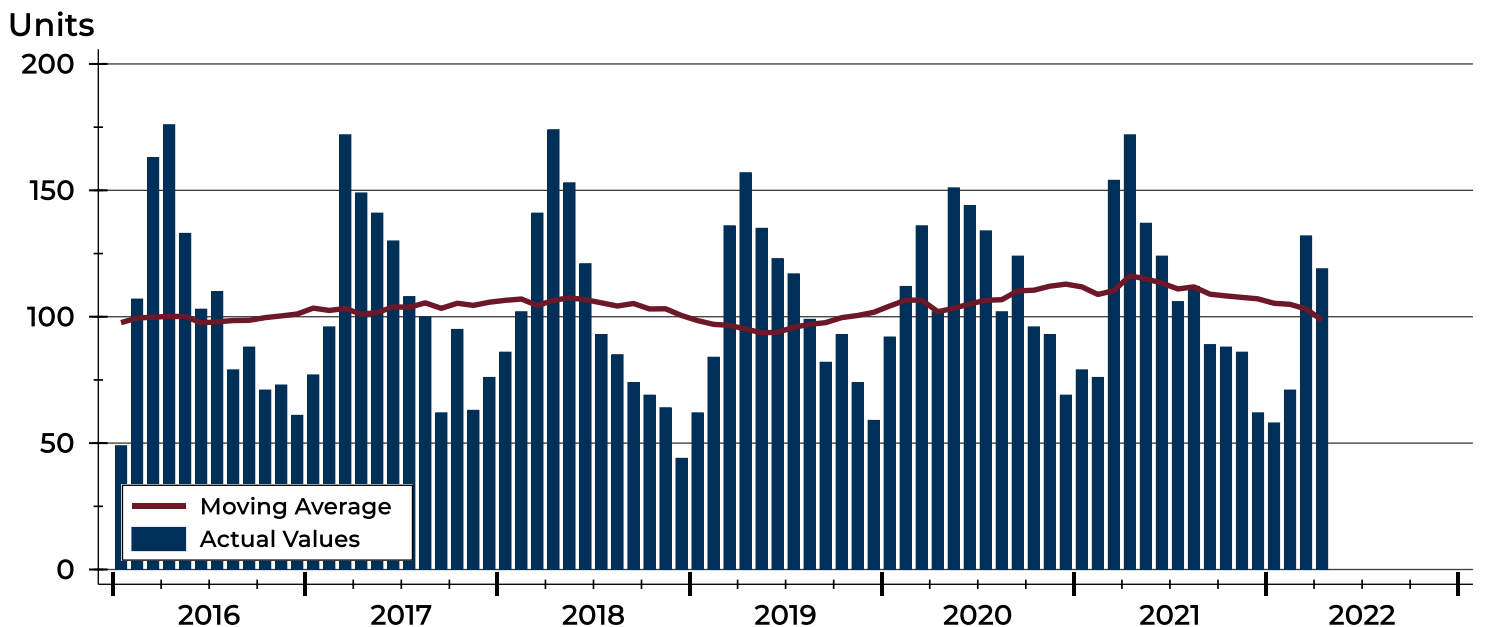


City of Lawrence Contracts Written Analysis

Summary Statistics for Contracts Written		2022	April 2021	Change	2022	Year-to-Date 2021	Change
Contracts Written		119	172	-30.8%	380	481	-21.0%
Volume (1,000s)		38,591	51,203	-24.6%	122,697	143,637	-14.6%
Average	Sale Price	324,292	297,692	8.9%	322,887	298,621	8.1%
	Days on Market	12	5	140.0%	15	16	-6.3%
	Percent of Original	101.0%	103.1%	-2.0%	101.9%	101.7%	0.2%
Median	Sale Price	269,900	264,950	1.9%	294,450	259,900	13.3%
	Days on Market	3	3	0.0%	4	3	33.3%
	Percent of Original	100.0%	102.0%	-2.0%	100.0%	100.0%	0.0%

A total of 119 contracts for sale were written in the City of Lawrence during the month of April, down from 172 in 2021. The median list price of these homes was \$269,900, up from \$264,950 the prior year. Half of the homes that went under contract in April were on the market less than 3 days, compared to 3 days in April 2021.

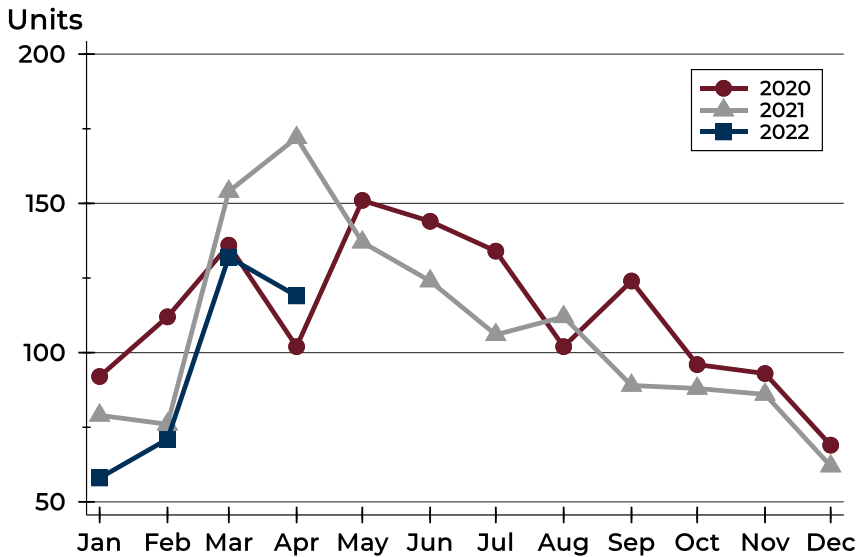
History of Contracts Written





City of Lawrence Contracts Written Analysis

Contracts Written by Month



Month	2020	2021	2022
January	92	79	58
February	112	76	71
March	136	154	132
April	102	172	119
May	151	137	
June	144	124	
July	134	106	
August	102	112	
September	124	89	
October	96	88	
November	93	86	
December	69	62	

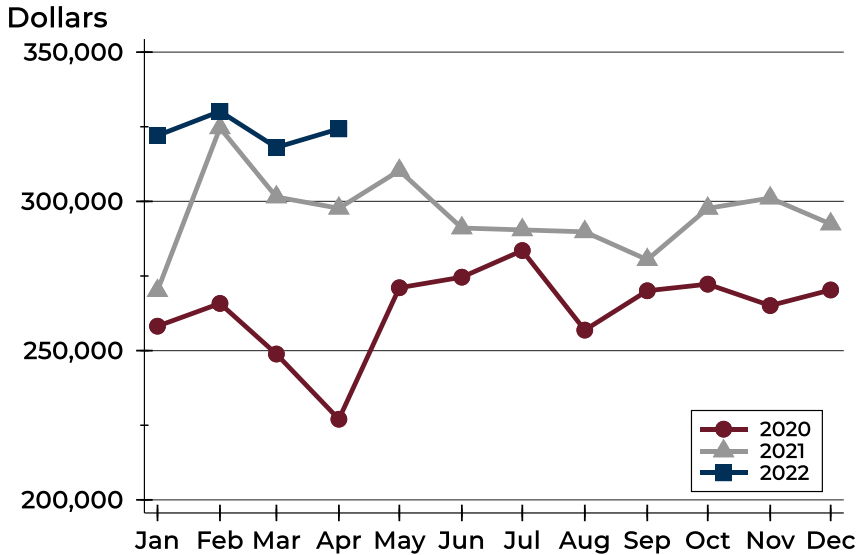
Contracts Written by Price Range

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%	99,900	99,900	3	3	100.0%	100.0%
\$100,000-\$149,999	4	3.4%	133,450	139,450	4	3	100.0%	100.0%
\$150,000-\$199,999	20	16.8%	180,375	179,950	7	4	101.8%	100.0%
\$200,000-\$249,999	27	22.7%	227,000	225,000	4	2	101.1%	100.0%
\$250,000-\$299,999	16	13.4%	273,975	272,450	11	3	101.5%	100.0%
\$300,000-\$349,999	11	9.2%	323,882	325,000	11	4	103.0%	100.0%
\$350,000-\$399,999	12	10.1%	378,742	377,450	25	5	99.1%	100.0%
\$400,000-\$449,999	3	2.5%	448,267	449,900	4	3	101.9%	100.0%
\$450,000-\$499,999	8	6.7%	478,075	484,450	23	9	100.0%	100.0%
\$500,000-\$599,999	11	9.2%	547,745	539,500	16	4	99.8%	100.0%
\$600,000-\$749,999	3	2.5%	670,300	674,900	8	7	100.0%	100.0%
\$750,000-\$999,999	3	2.5%	841,300	845,000	42	32	100.0%	100.0%
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



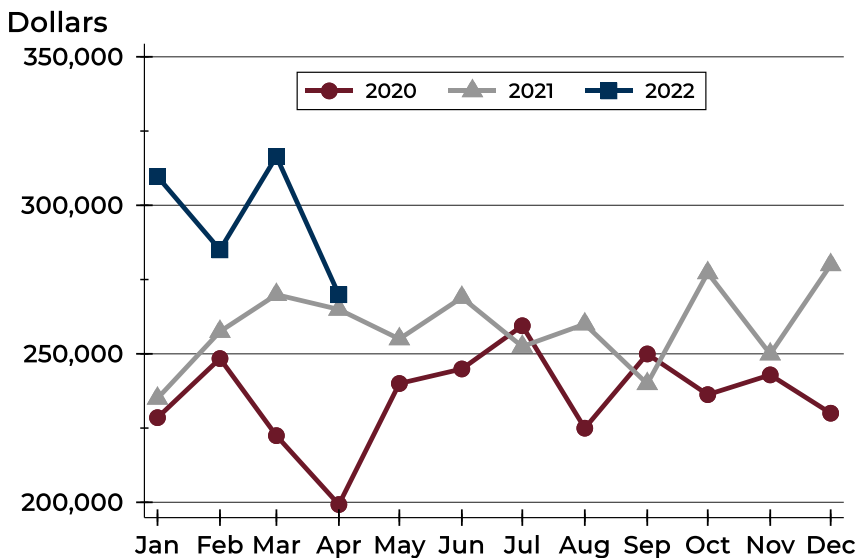
City of Lawrence Contracts Written Analysis

Average Price



Month	2020	2021	2022
January	258,187	270,075	322,060
February	265,812	324,637	330,153
March	248,864	301,464	318,075
April	227,017	297,692	324,292
May	271,062	310,322	
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

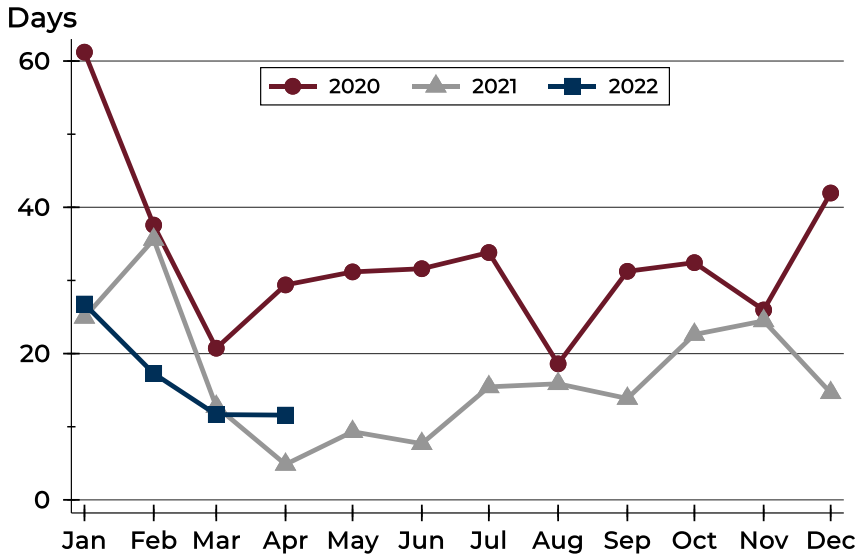


Month	2020	2021	2022
January	228,500	235,000	309,700
February	248,400	257,500	285,000
March	222,450	269,925	316,450
April	199,250	264,950	269,900
May	240,000	255,000	
June	244,900	268,950	
July	259,450	252,450	
August	224,950	260,000	
September	249,950	239,900	
October	236,250	277,250	
November	242,900	249,900	
December	230,000	279,950	



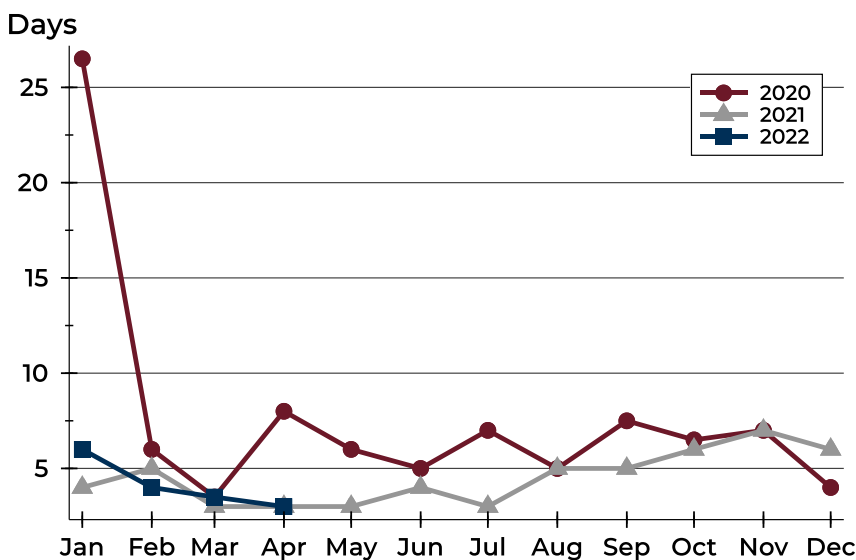
City of Lawrence Contracts Written Analysis

Average DOM



Month	2020	2021	2022
January	61	25	27
February	38	36	17
March	21	13	12
April	29	5	12
May	31	9	
June	32	8	
July	34	15	
August	19	16	
September	31	14	
October	32	23	
November	26	24	
December	42	15	

Median DOM



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



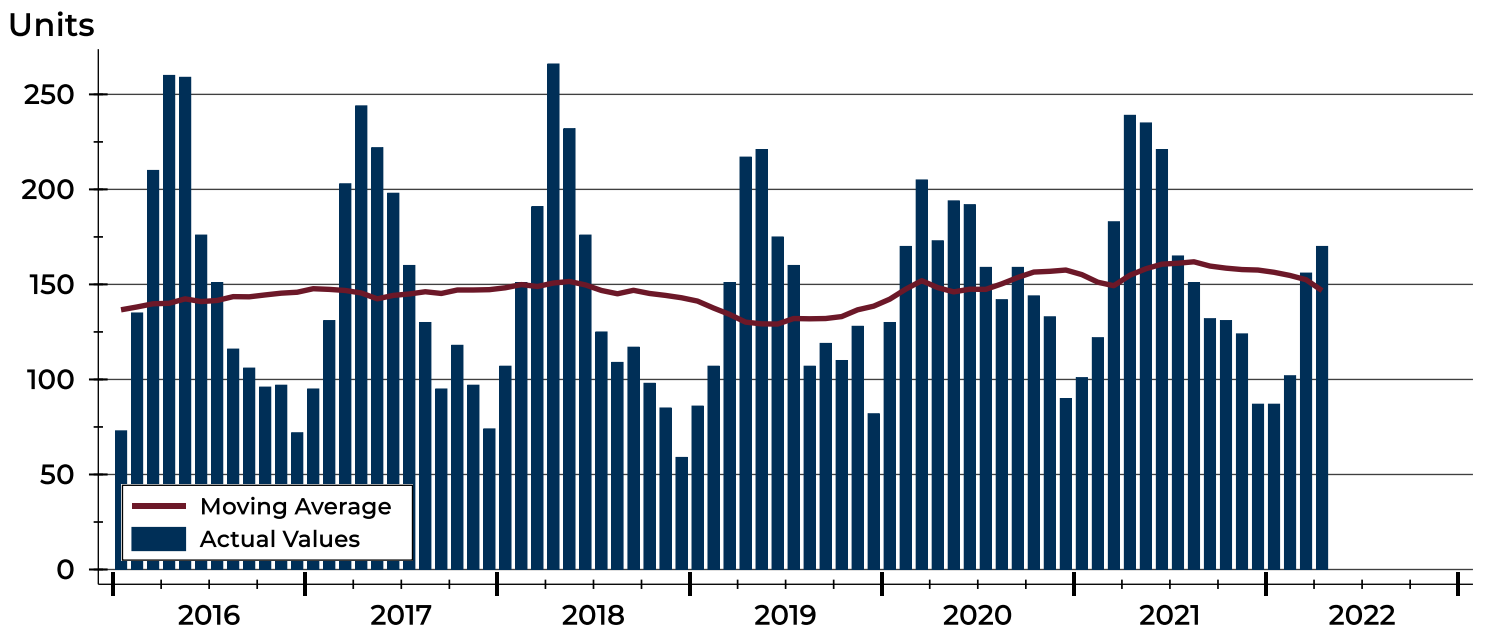
City of Lawrence Pending Contracts Analysis

Summary Statistics for Pending Contracts		2022	End of April 2021	Change
Pending Contracts		170	239	-28.9%
Volume (1,000s)		57,883	75,114	-22.9%
Average	List Price	340,485	314,285	8.3%
	Days on Market	14	9	55.6%
	Percent of Original	99.8%	99.7%	0.1%
Median	List Price	300,000	275,000	9.1%
	Days on Market	4	3	33.3%
	Percent of Original	100.0%	100.0%	0.0%

A total of 170 listings in the City of Lawrence had contracts pending at the end of April, down from 239 contracts pending at the end of April 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.

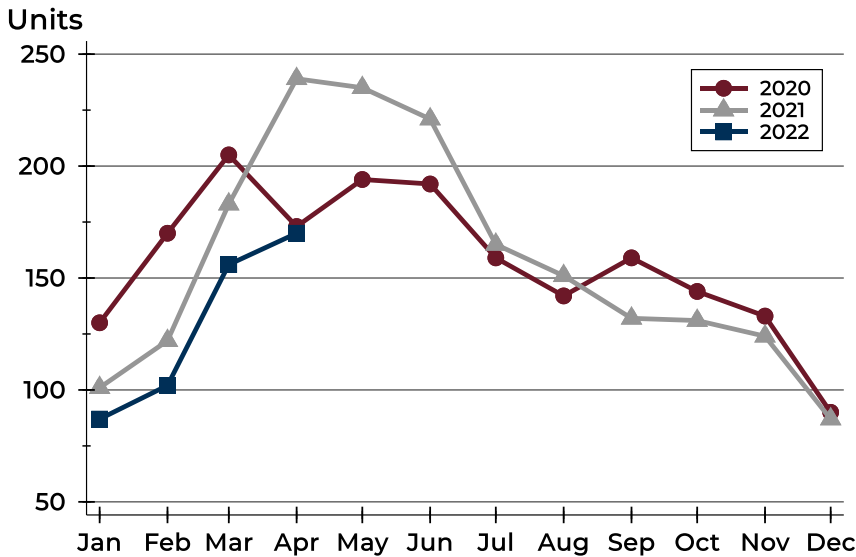
History of Pending Contracts





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	
June	192	221	
July	159	165	
August	142	151	
September	159	132	
October	144	131	
November	133	124	
December	90	87	

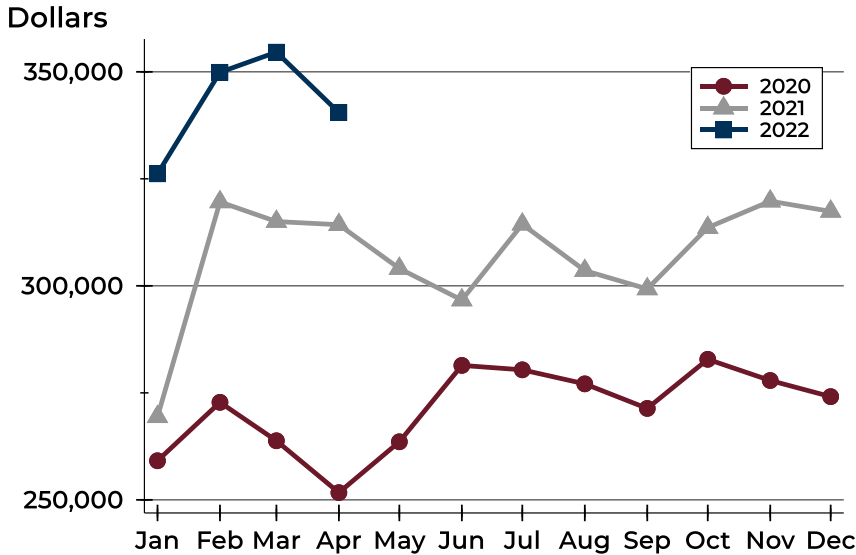
Pending Contracts by Price Range

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%	99,900	99,900	3	3	100.0%	100.0%
\$100,000-\$149,999	8	4.7%	134,844	141,450	17	3	98.4%	100.0%
\$150,000-\$199,999	26	15.3%	178,450	177,950	16	4	99.2%	100.0%
\$200,000-\$249,999	27	15.9%	227,178	229,000	3	2	99.2%	100.0%
\$250,000-\$299,999	22	12.9%	276,086	275,000	8	4	99.7%	100.0%
\$300,000-\$349,999	16	9.4%	327,553	329,950	9	4	102.3%	100.0%
\$350,000-\$399,999	18	10.6%	374,672	373,950	30	14	99.5%	100.0%
\$400,000-\$449,999	10	5.9%	433,450	427,450	14	4	100.1%	100.0%
\$450,000-\$499,999	15	8.8%	477,613	479,500	21	6	100.2%	100.0%
\$500,000-\$599,999	18	10.6%	541,339	532,000	11	3	99.9%	100.0%
\$600,000-\$749,999	5	2.9%	666,980	674,900	7	6	100.0%	100.0%
\$750,000-\$999,999	4	2.4%	823,450	822,450	31	16	100.0%	100.0%
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



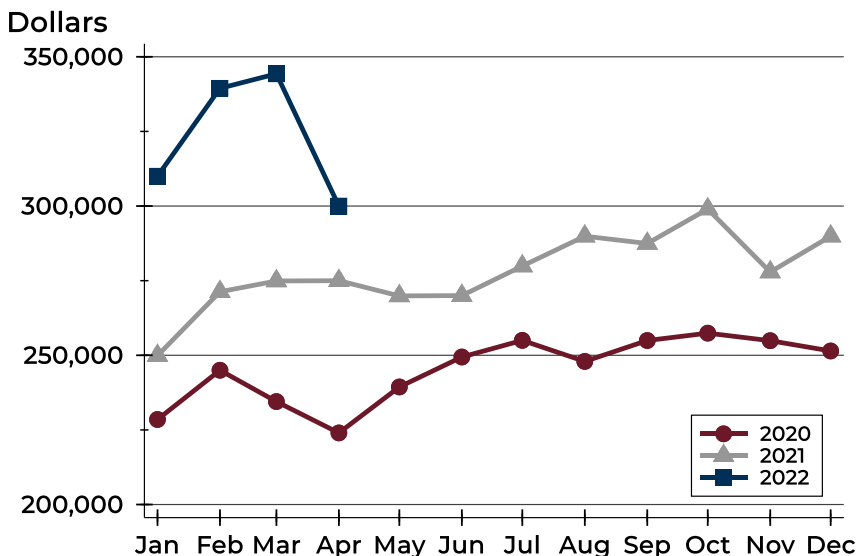
City of Lawrence Pending Contracts Analysis

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	
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

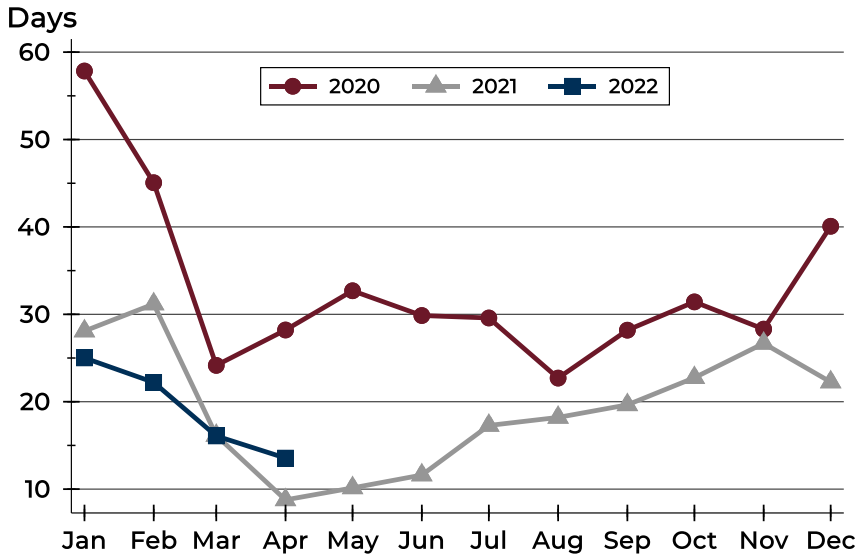


Month	2020	2021	2022
January	228,500	249,900	310,000
February	245,000	271,300	339,450
March	234,500	274,900	344,300
April	224,000	275,000	300,000
May	239,400	269,900	
June	249,425	270,000	
July	255,000	279,900	
August	247,950	289,900	
September	254,950	287,450	
October	257,425	299,000	
November	254,900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



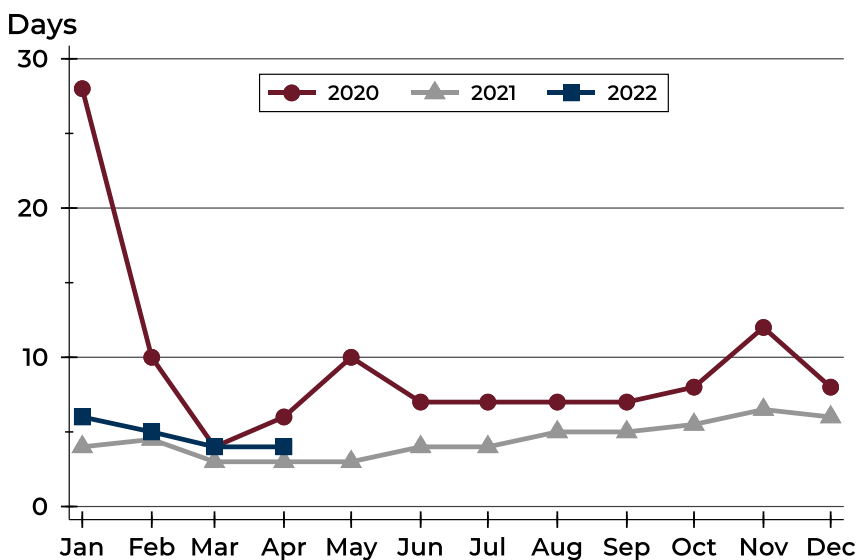
City of Lawrence Pending Contracts Analysis

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	
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	
June	7	4	
July	7	4	
August	7	5	
September	7	5	
October	8	6	
November	12	7	
December	8	6	