



City of Lawrence Housing Report



Market Overview

City of Lawrence Home Sales Fell in September

Total home sales in the City of Lawrence fell last month to 82 units, compared to 103 units in September 2021. Total sales volume was \$25.0 million, down from a year earlier.

The median sale price in September was \$290,950, up from \$258,000 a year earlier. Homes that sold in September were typically on the market for 12 days and sold for 98.6% of their list prices.

City of Lawrence Active Listings Up at End of September

The total number of active listings in the City of Lawrence at the end of September was 124 units, up from 123 at the same point in 2021. This represents a 1.3 months' supply of homes available for sale. The median list price of homes on the market at the end of September was \$334,950.

During September, a total of 65 contracts were written down from 89 in September 2021. At the end of the month, there were 105 contracts still pending.

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City of Lawrence Summary Statistics

September MLS Statistics Three-year History		Current Month			Year-to-Date		
		2022	2021	2020	2022	2021	2020
Home Sales		82	103	102	903	1,012	1,012
Change from prior year		-20.4%	1.0%	36.0%	-10.8%	0.0%	7.7%
Active Listings		124	123	134	N/A	N/A	N/A
Change from prior year		0.8%	-8.2%	-53.8%			
Months' Supply		1.3	1.1	1.3	N/A	N/A	N/A
Change from prior year		18.2%	-15.4%	-56.7%			
New Listings		100	124	117	1,103	1,240	1,249
Change from prior year		-19.4%	6.0%	-8.6%	-11.0%	-0.7%	-7.9%
Contracts Written		65	89	124	913	1,049	1,097
Change from prior year		-27.0%	-28.2%	51.2%	-13.0%	-4.4%	10.3%
Pending Contracts		105	132	159	N/A	N/A	N/A
Change from prior year		-20.5%	-17.0%	33.6%			
Sales Volume (1,000s)		24,974	28,091	25,841	297,203	299,856	260,187
Change from prior year		-11.1%	8.7%	37.9%	-0.9%	15.2%	13.9%
Average	Sale Price	304,560	272,728	253,345	329,129	296,301	257,101
	Change from prior year	11.7%	7.7%	1.4%	11.1%	15.2%	5.8%
	List Price of Actives	358,932	323,634	357,903	N/A	N/A	N/A
	Change from prior year	10.9%	-9.6%	8.3%			
	Days on Market	19	14	24	14	16	34
Change from prior year	35.7%	-41.7%	-38.5%	-12.5%	-52.9%	0.0%	
Percent of List	97.8%	99.5%	99.4%	102.0%	101.8%	99.4%	
Change from prior year	-1.7%	0.1%	0.0%	0.2%	2.4%	0.4%	
Percent of Original	96.0%	97.7%	97.9%	101.4%	101.2%	98.4%	
Change from prior year	-1.7%	-0.2%	0.0%	0.2%	2.8%	0.6%	
Median	Sale Price	290,950	258,000	222,450	295,000	263,121	234,900
	Change from prior year	12.8%	16.0%	-4.1%	12.1%	12.0%	9.3%
	List Price of Actives	334,950	304,900	300,000	N/A	N/A	N/A
	Change from prior year	9.9%	1.6%	0.0%			
	Days on Market	12	5	8	4	3	7
Change from prior year	140.0%	-37.5%	-50.0%	33.3%	-57.1%	-36.4%	
Percent of List	98.6%	100.0%	100.0%	100.0%	100.0%	100.0%	
Change from prior year	-1.4%	0.0%	0.0%	0.0%	0.0%	0.0%	
Percent of Original	96.6%	100.0%	100.0%	100.0%	100.0%	100.0%	
Change from prior year	-3.4%	0.0%	1.3%	0.0%	0.0%	0.5%	

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



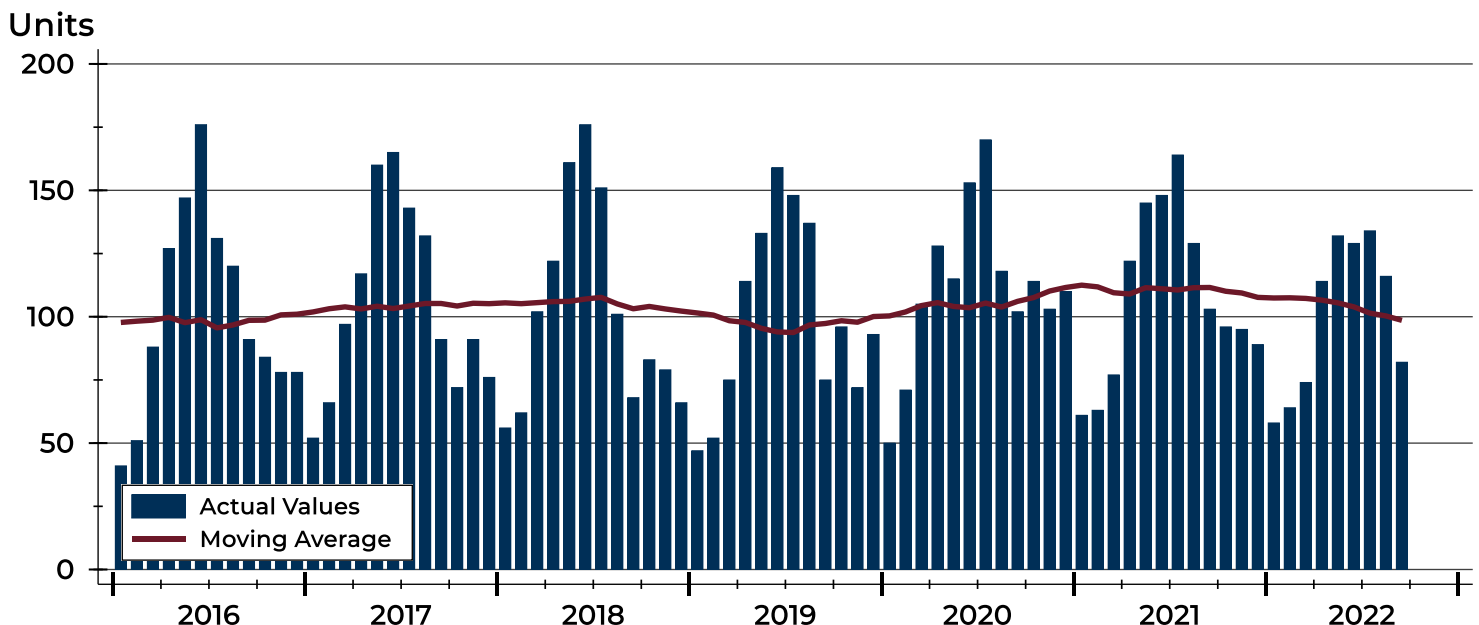
City of Lawrence Closed Listings Analysis

Summary Statistics for Closed Listings		September 2021			Year-to-Date 2021		
		2022	2021	Change	2022	2021	Change
Closed Listings		82	103	-20.4%	903	1,012	-10.8%
Volume (1,000s)		24,974	28,091	-11.1%	297,203	299,856	-0.9%
Months' Supply		1.3	1.1	18.2%	N/A	N/A	N/A
Average	Sale Price	304,560	272,728	11.7%	329,129	296,301	11.1%
	Days on Market	19	14	35.7%	14	16	-12.5%
	Percent of List	97.8%	99.5%	-1.7%	102.0%	101.8%	0.2%
	Percent of Original	96.0%	97.7%	-1.7%	101.4%	101.2%	0.2%
Median	Sale Price	290,950	258,000	12.8%	295,000	263,121	12.1%
	Days on Market	12	5	140.0%	4	3	33.3%
	Percent of List	98.6%	100.0%	-1.4%	100.0%	100.0%	0.0%
	Percent of Original	96.6%	100.0%	-3.4%	100.0%	100.0%	0.0%

A total of 82 homes sold in the City of Lawrence in September, down from 103 units in September 2021. Total sales volume fell to \$25.0 million compared to \$28.1 million in the previous year.

The median sales price in September was \$290,950, up 12.8% compared to the prior year. Median days on market was 12 days, up from 7 days in August, and up from 5 in September 2021.

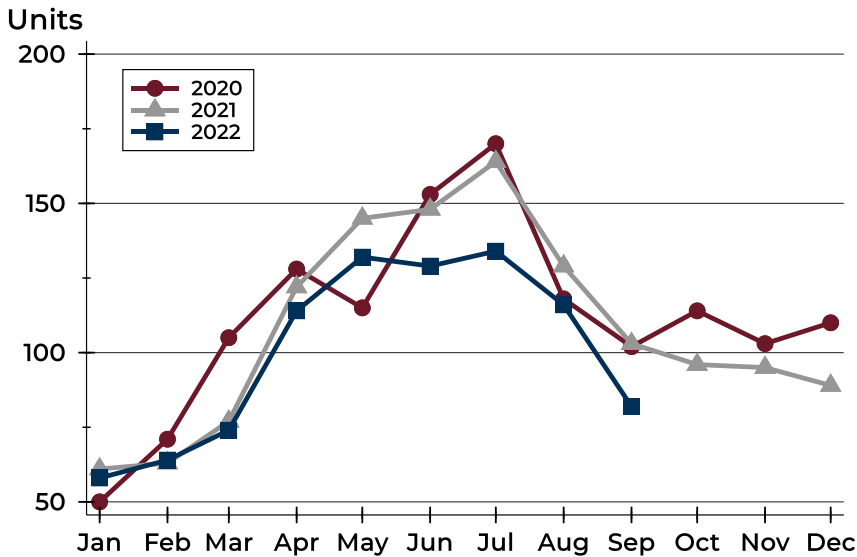
History of Closed Listings





City of Lawrence Closed Listings Analysis

Closed Listings by Month



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

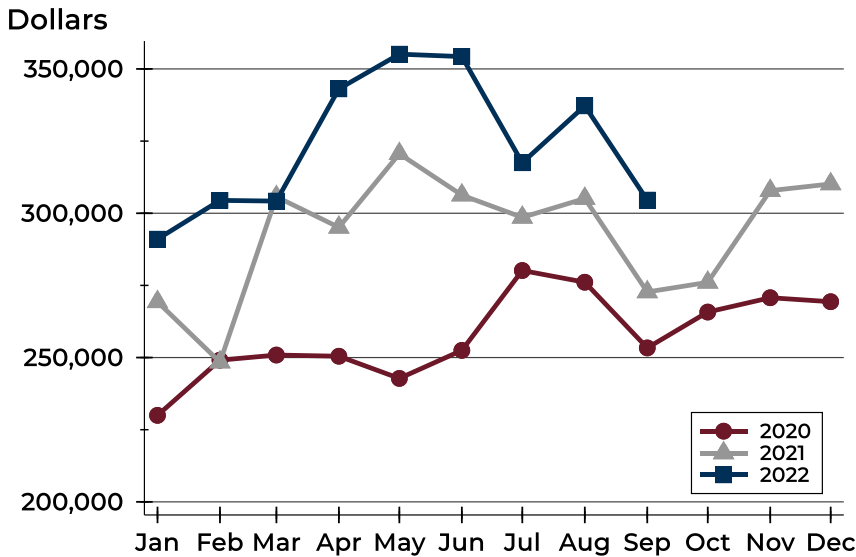
Closed Listings by Price Range

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	1.2%	2.5	71,900	71,900	13	13	100.0%	100.0%	100.0%	100.0%
\$100,000-\$149,999	2	2.4%	2.1	131,000	131,000	30	30	87.9%	87.9%	87.9%	87.9%
\$150,000-\$199,999	10	12.2%	0.6	169,690	165,000	13	9	98.4%	99.4%	96.6%	99.4%
\$200,000-\$249,999	13	15.9%	0.7	221,688	220,000	14	4	98.8%	99.5%	96.7%	99.5%
\$250,000-\$299,999	19	23.2%	1.1	268,771	263,000	15	10	98.9%	100.0%	96.0%	99.0%
\$300,000-\$349,999	18	22.0%	1.3	324,428	325,250	16	11	97.2%	99.3%	96.1%	95.0%
\$350,000-\$399,999	4	4.9%	1.0	374,850	373,750	34	28	96.8%	96.6%	93.8%	94.1%
\$400,000-\$449,999	5	6.1%	1.0	407,100	405,000	15	8	98.7%	98.2%	97.1%	96.4%
\$450,000-\$499,999	5	6.1%	2.4	471,480	475,000	35	35	98.5%	98.1%	96.2%	96.3%
\$500,000-\$599,999	3	3.7%	1.4	557,500	555,000	23	11	96.7%	96.4%	96.7%	96.4%
\$600,000-\$749,999	1	1.2%	4.0	650,000	650,000	138	138	96.4%	96.4%	96.4%	96.4%
\$750,000-\$999,999	1	1.2%	0.7	900,000	900,000	14	14	90.9%	90.9%	90.9%	90.9%
\$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



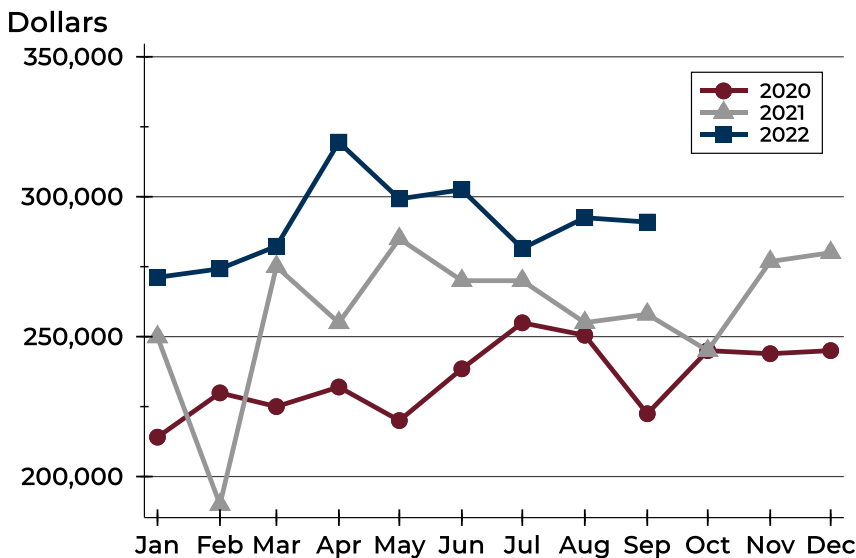
City of Lawrence Closed Listings Analysis

Average Price



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

Median Price

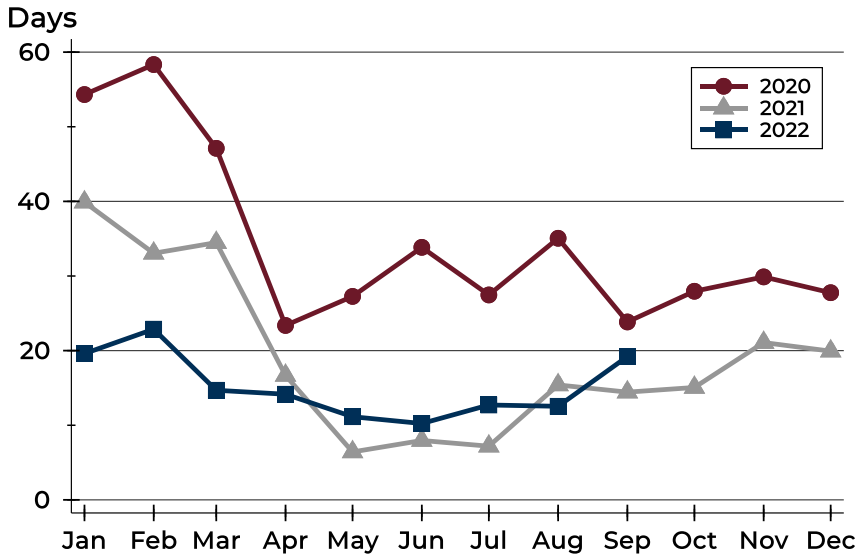


Month	2020	2021	2022
January	214,075	249,900	271,200
February	229,900	190,000	274,250
March	225,000	275,000	282,300
April	232,000	254,950	319,500
May	220,000	285,000	299,243
June	238,500	270,000	302,500
July	254,950	270,000	281,500
August	250,500	255,000	292,500
September	222,450	258,000	290,950
October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



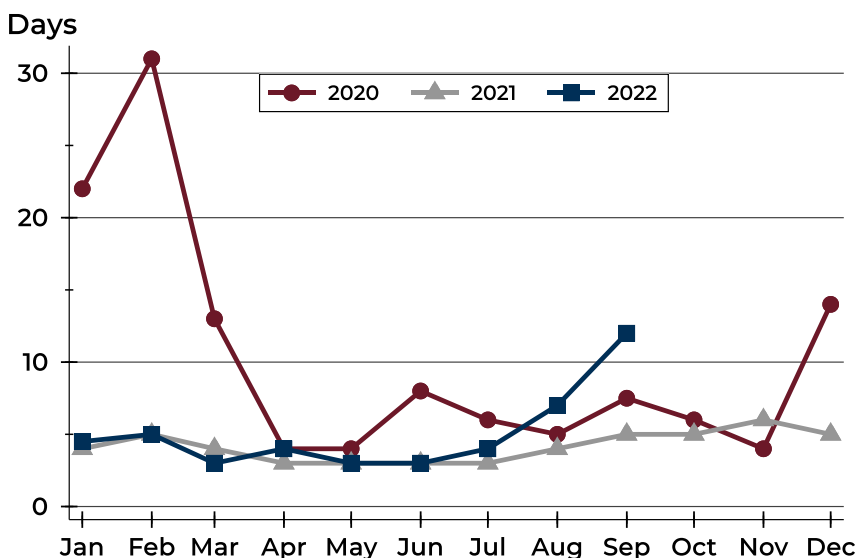
City of Lawrence Closed Listings Analysis

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	19
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	12
October	6	5	
November	4	6	
December	14	5	



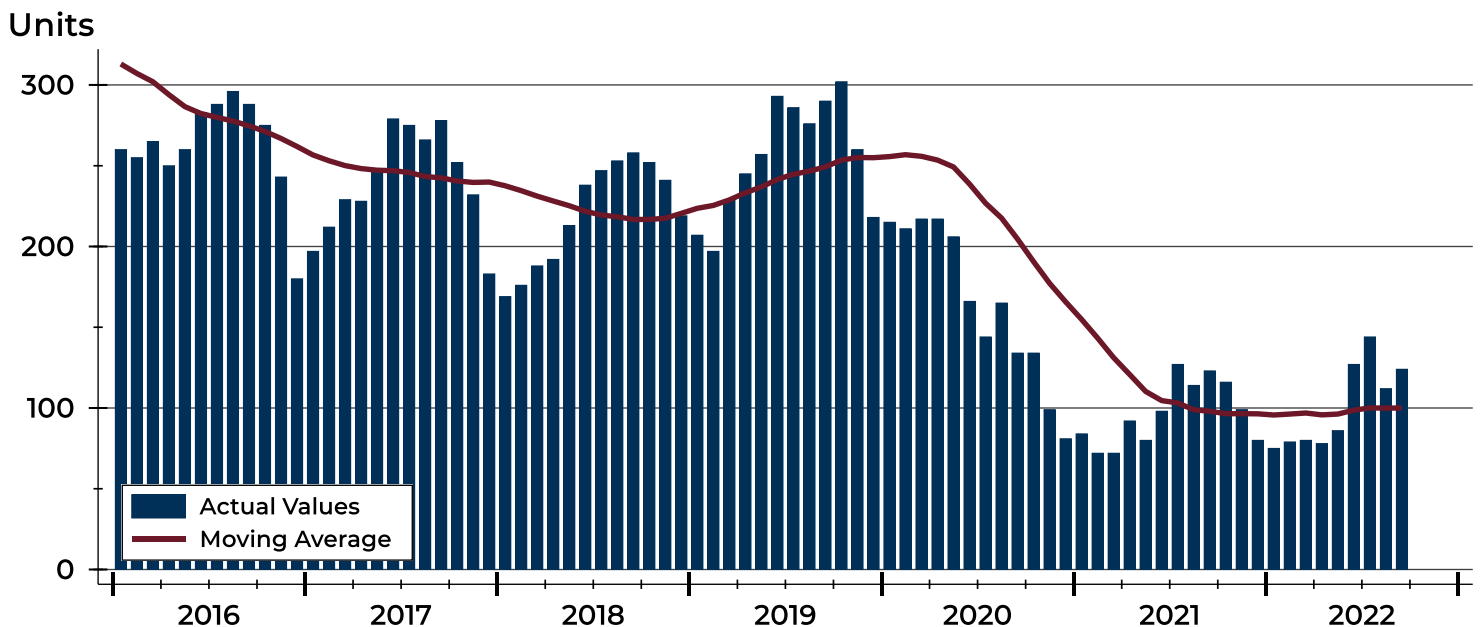
City of Lawrence Active Listings Analysis

Summary Statistics for Active Listings		End of September		
		2022	2021	Change
Active Listings		124	123	0.8%
Volume (1,000s)		44,508	39,807	11.8%
Months' Supply		1.3	1.1	18.2%
Average	List Price	358,932	323,634	10.9%
	Days on Market	51	47	8.5%
	Percent of Original	98.3%	97.9%	0.4%
Median	List Price	334,950	304,900	9.9%
	Days on Market	37	30	23.3%
	Percent of Original	100.0%	100.0%	0.0%

A total of 124 homes were available for sale in the City of Lawrence at the end of September. This represents a 1.3 months' supply of active listings.

The median list price of homes on the market at the end of September was \$334,950, up 9.9% from 2021. The typical time on market for active listings was 37 days, up from 30 days a year earlier.

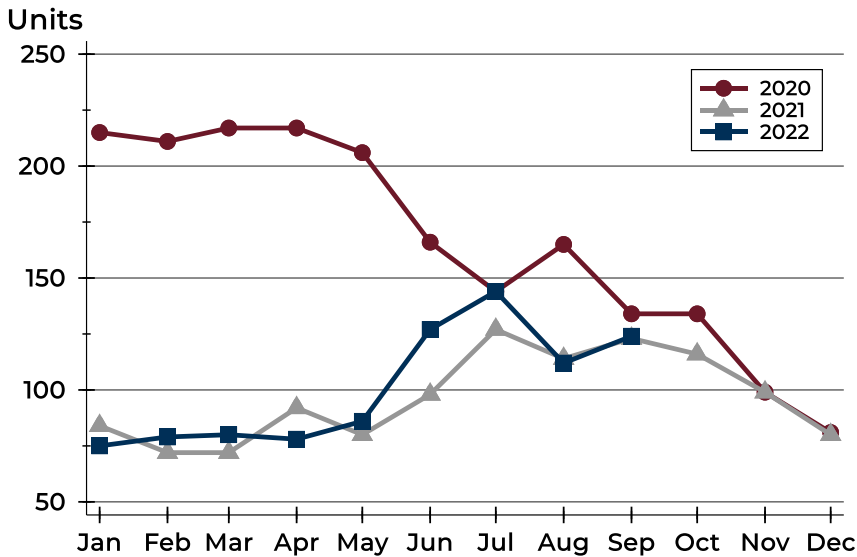
History of Active Listings





City of Lawrence Active Listings Analysis

Active Listings by Month



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

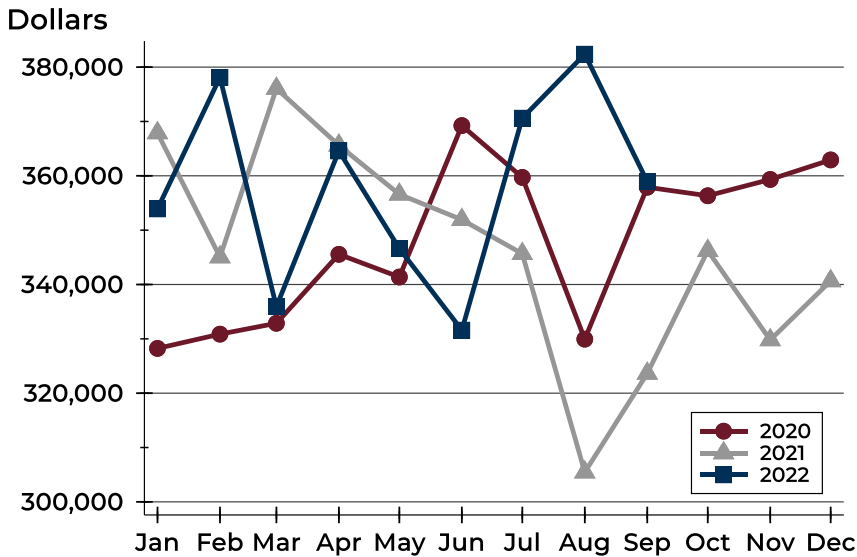
Active Listings by Price Range

Price Range	Active Listings Number	Active Listings Percent	Months' Supply	List Price Average	List Price Median	Days on Market Avg.	Days on Market Med.	Price as % of Orig. Avg.	Price as % of Orig. Med.
Below \$50,000	3	2.4%	N/A	2,032	2,500	69	102	100.0%	100.0%
\$50,000-\$99,999	4	3.2%	2.5	84,905	86,725	60	46	92.8%	99.1%
\$100,000-\$149,999	10	8.1%	2.1	126,660	127,900	46	23	96.8%	100.0%
\$150,000-\$199,999	8	6.5%	0.6	179,538	182,500	21	11	99.6%	100.0%
\$200,000-\$249,999	12	9.7%	0.7	234,600	238,750	51	50	98.5%	99.5%
\$250,000-\$299,999	17	13.7%	1.1	279,012	275,000	31	23	98.5%	100.0%
\$300,000-\$349,999	17	13.7%	1.3	331,094	339,900	59	46	99.1%	100.0%
\$350,000-\$399,999	9	7.3%	1.0	379,111	379,900	70	36	98.9%	100.0%
\$400,000-\$449,999	7	5.6%	1.0	439,229	447,500	45	45	100.0%	100.0%
\$450,000-\$499,999	13	10.5%	2.4	480,335	475,000	53	30	98.2%	100.0%
\$500,000-\$599,999	10	8.1%	1.4	547,860	549,950	58	49	97.2%	99.1%
\$600,000-\$749,999	12	9.7%	4.0	672,029	665,000	74	53	97.8%	100.0%
\$750,000-\$999,999	1	0.8%	0.7	849,000	849,000	5	5	100.0%	100.0%
\$1,000,000 and up	1	0.8%	N/A	1,149,000	1,149,000	59	59	95.8%	95.8%



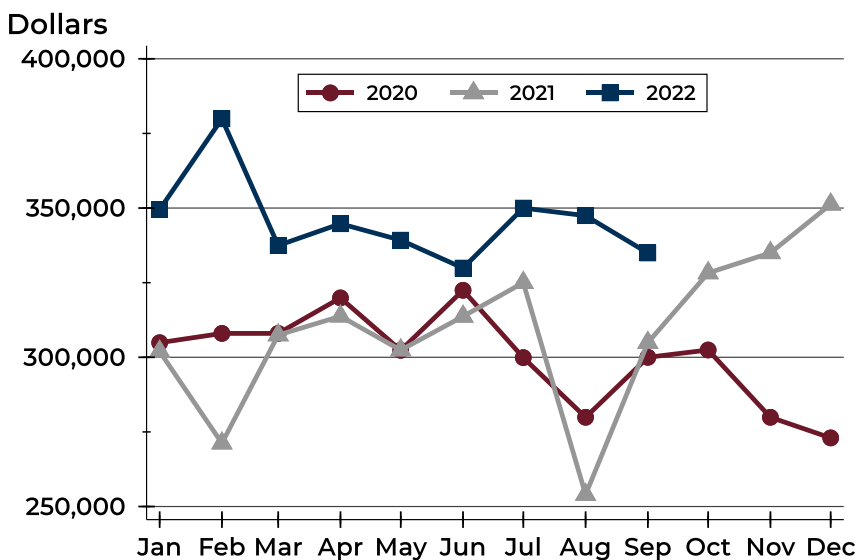
City of Lawrence Active Listings Analysis

Average Price



Month	2020	2021	2022
January	328,240	367,887	353,910
February	330,864	345,051	378,114
March	332,866	376,063	335,920
April	345,557	365,613	364,571
May	341,378	356,591	346,614
June	369,250	351,923	331,603
July	359,709	345,664	370,614
August	329,944	305,460	382,390
September	357,903	323,634	358,932
October	356,330	346,221	
November	359,334	329,796	
December	362,929	340,652	

Median Price

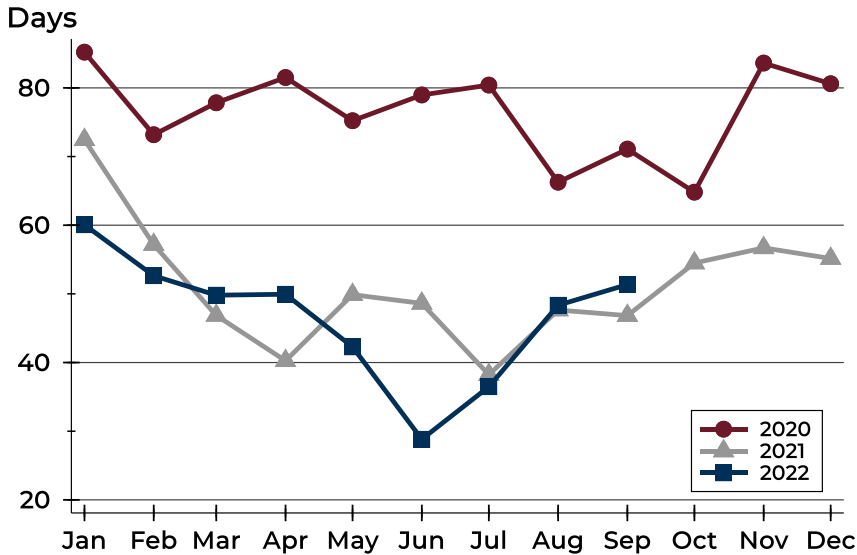


Month	2020	2021	2022
January	304,900	301,950	349,500
February	308,000	271,225	379,900
March	308,000	307,450	337,450
April	319,900	313,750	344,750
May	302,350	302,400	339,250
June	322,450	313,700	329,900
July	299,900	325,000	350,000
August	279,900	254,000	347,450
September	300,000	304,900	334,950
October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



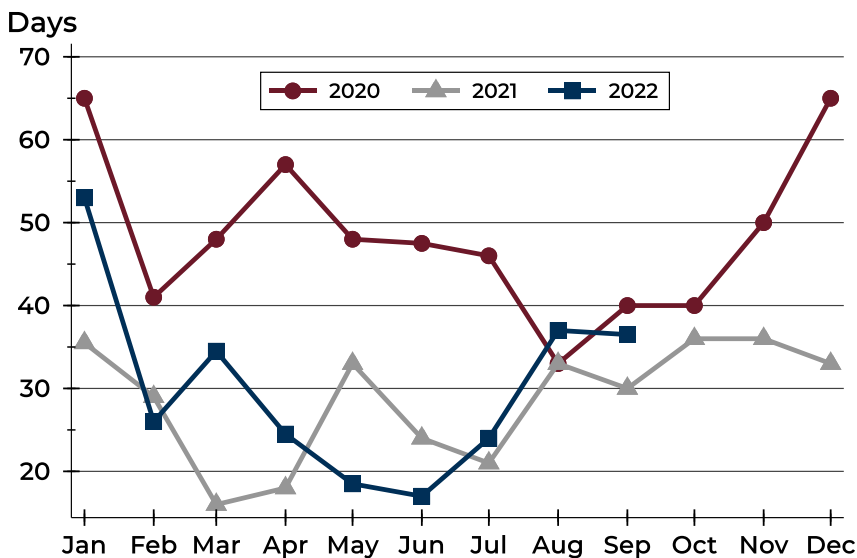
City of Lawrence Active Listings Analysis

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	51
October	65	54	
November	84	57	
December	81	55	

Median DOM

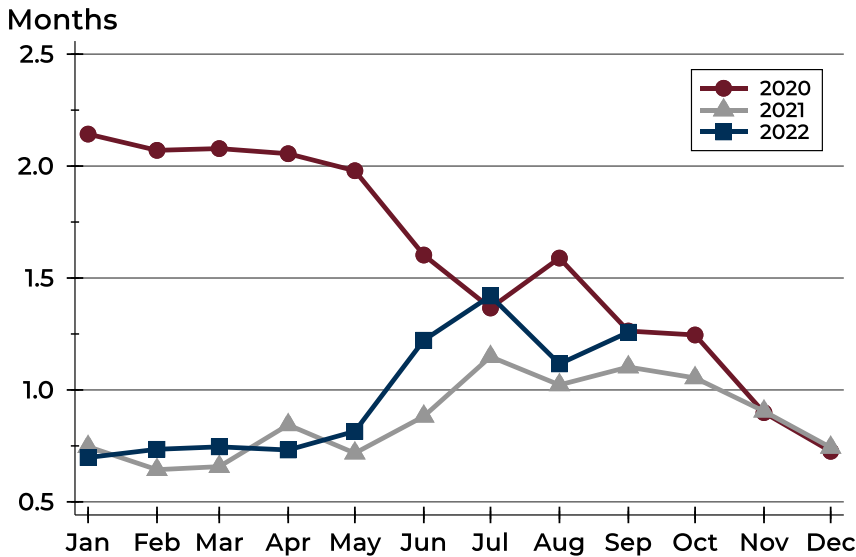


Month	2020	2021	2022
January	65	36	53
February	41	29	26
March	48	16	35
April	57	18	25
May	48	33	19
June	48	24	17
July	46	21	24
August	33	33	37
September	40	30	37
October	40	36	
November	50	36	
December	65	33	



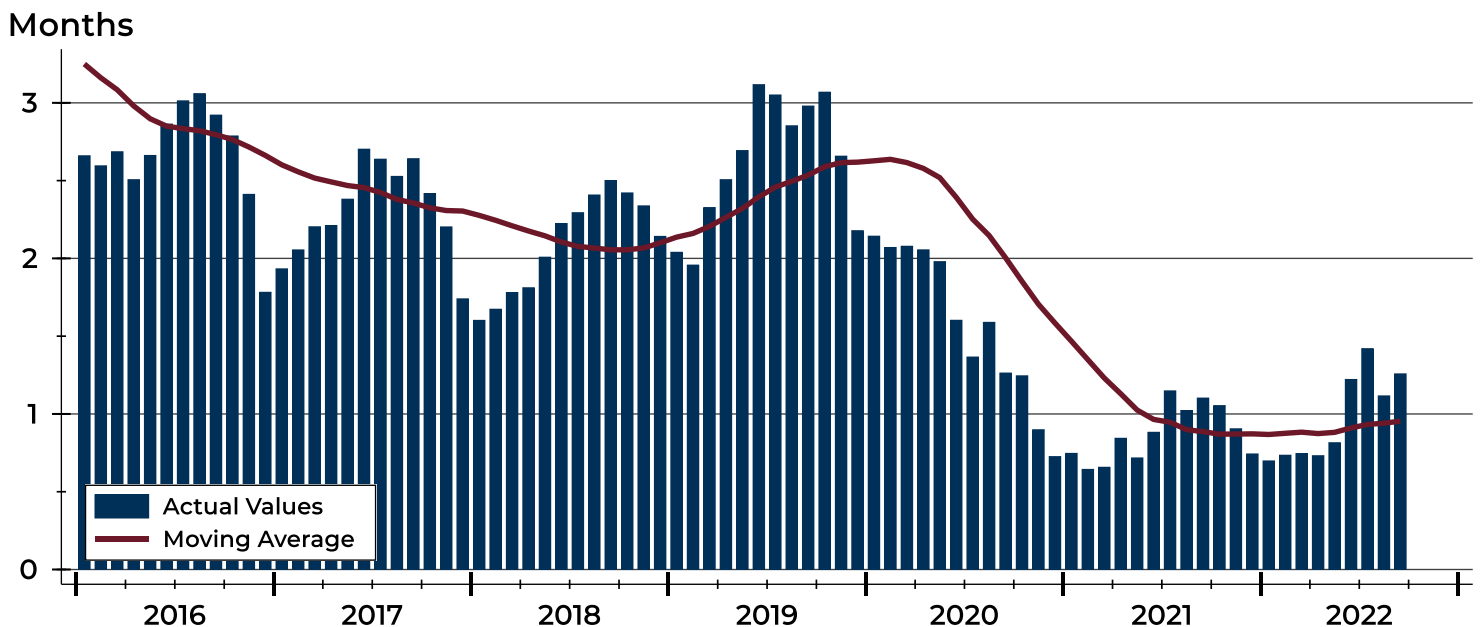
City of Lawrence Months' Supply Analysis

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	1.3
October	1.2	1.1	1.3
November	0.9	0.9	0.9
December	0.7	0.7	0.7

History of Month's Supply





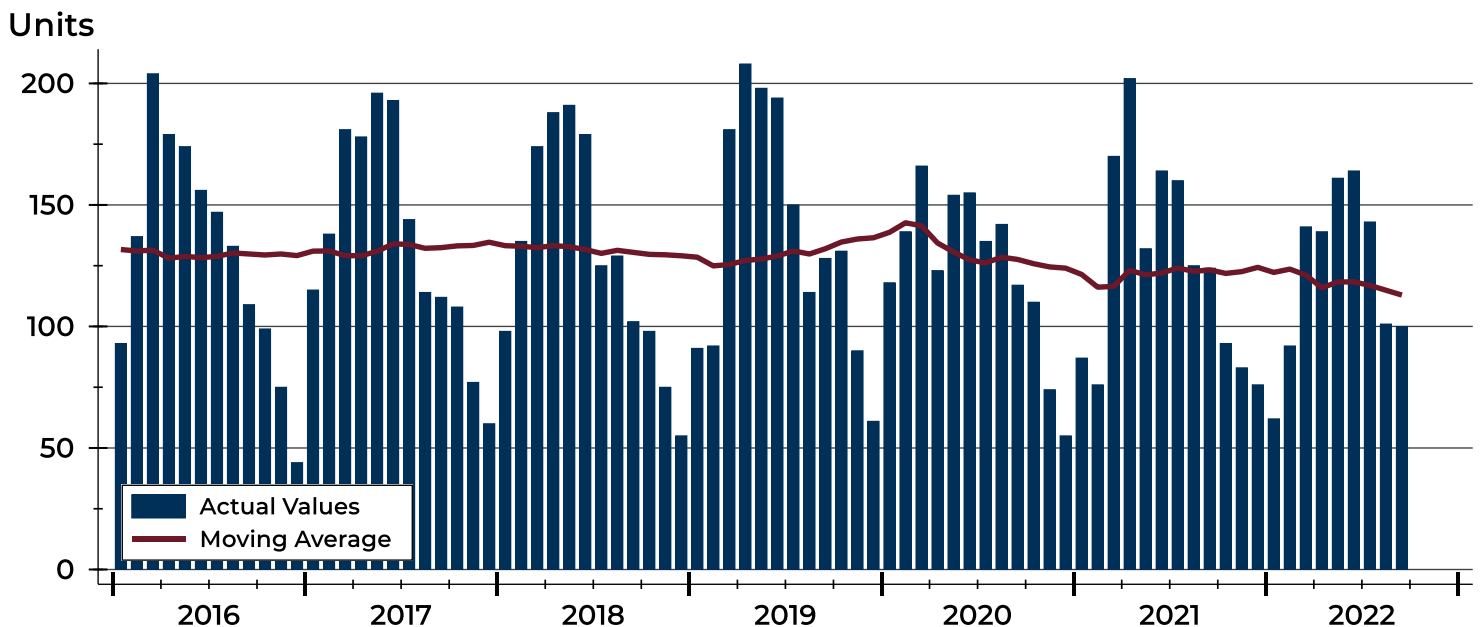
City of Lawrence New Listings Analysis

Summary Statistics for New Listings		2022	September 2021	Change
Current Month	New Listings	100	124	-19.4%
	Volume (1,000s)	32,287	38,234	-15.6%
	Average List Price	322,869	308,336	4.7%
	Median List Price	277,250	277,250	0.0%
Year-to-Date	New Listings	1,103	1,240	-11.0%
	Volume (1,000s)	359,641	365,914	-1.7%
	Average List Price	326,057	295,092	10.5%
	Median List Price	295,000	259,900	13.5%

A total of 100 new listings were added in the City of Lawrence during September, down 19.4% from the same month in 2021. Year-to-date the City of Lawrence has seen 1,103 new listings.

The median list price of these homes was \$277,250 showing no change from 2021.

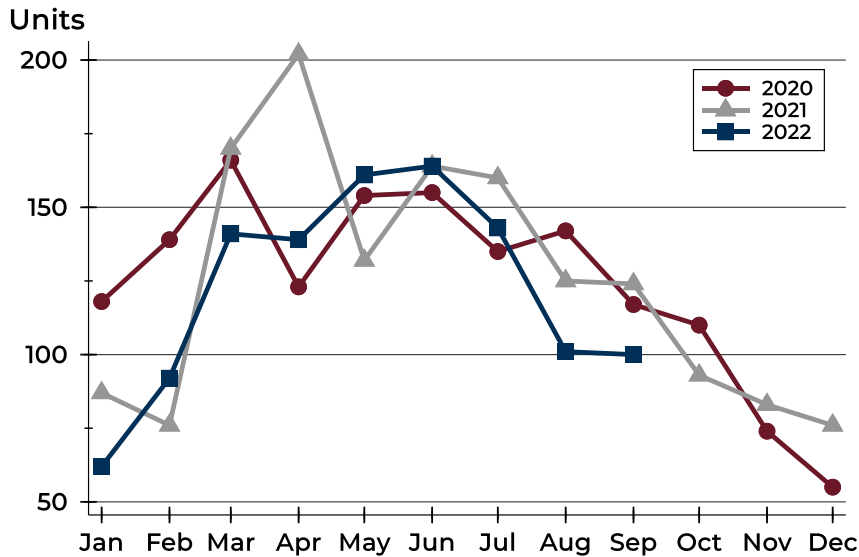
History of New Listings





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	143
August	142	125	101
September	117	124	100
October	110	93	
November	74	83	
December	55	76	

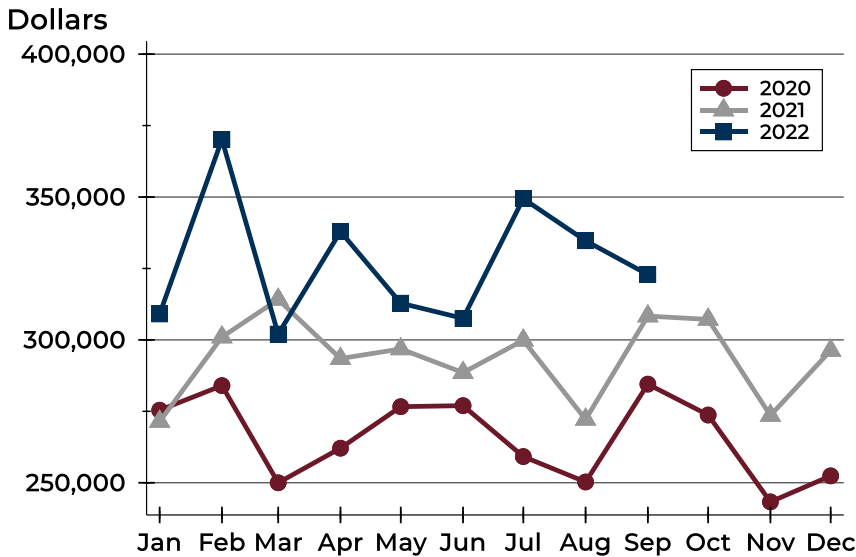
New Listings by Price Range

Price Range	New Listings		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$50,000	2	2.0%	1,925	1,925	14	14	95.8%	95.8%
\$50,000-\$99,999	2	2.0%	95,000	95,000	3	3	100.0%	100.0%
\$100,000-\$149,999	7	7.0%	126,414	127,000	8	4	100.0%	100.0%
\$150,000-\$199,999	11	11.0%	186,473	188,000	13	13	100.0%	100.0%
\$200,000-\$249,999	13	13.0%	218,908	219,900	8	5	99.2%	100.0%
\$250,000-\$299,999	23	23.0%	272,667	269,900	12	11	99.3%	100.0%
\$300,000-\$349,999	13	13.0%	325,523	320,000	8	4	99.4%	100.0%
\$350,000-\$399,999	8	8.0%	369,025	372,250	11	4	99.7%	100.0%
\$400,000-\$449,999	2	2.0%	431,250	431,250	12	12	100.0%	100.0%
\$450,000-\$499,999	7	7.0%	484,236	489,950	18	18	99.3%	100.0%
\$500,000-\$599,999	4	4.0%	581,213	587,450	13	13	100.0%	100.0%
\$600,000-\$749,999	6	6.0%	655,792	649,900	19	18	100.0%	100.0%
\$750,000-\$999,999	1	1.0%	849,000	849,000	13	13	100.0%	100.0%
\$1,000,000 and up	1	1.0%	1,495,000	1,495,000	7	7	100.0%	100.0%



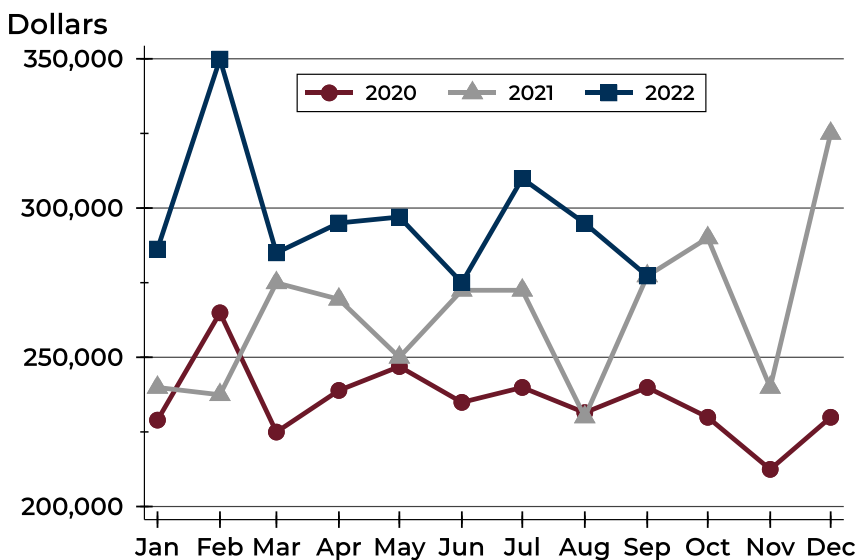
City of Lawrence New Listings Analysis

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	312,855
June	276,994	288,542	307,533
July	259,179	299,860	349,433
August	250,273	272,188	334,704
September	284,531	308,336	322,869
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	309,900
August	231,450	230,000	294,900
September	239,900	277,250	277,250
October	229,900	290,000	
November	212,450	239,900	
December	229,900	325,000	



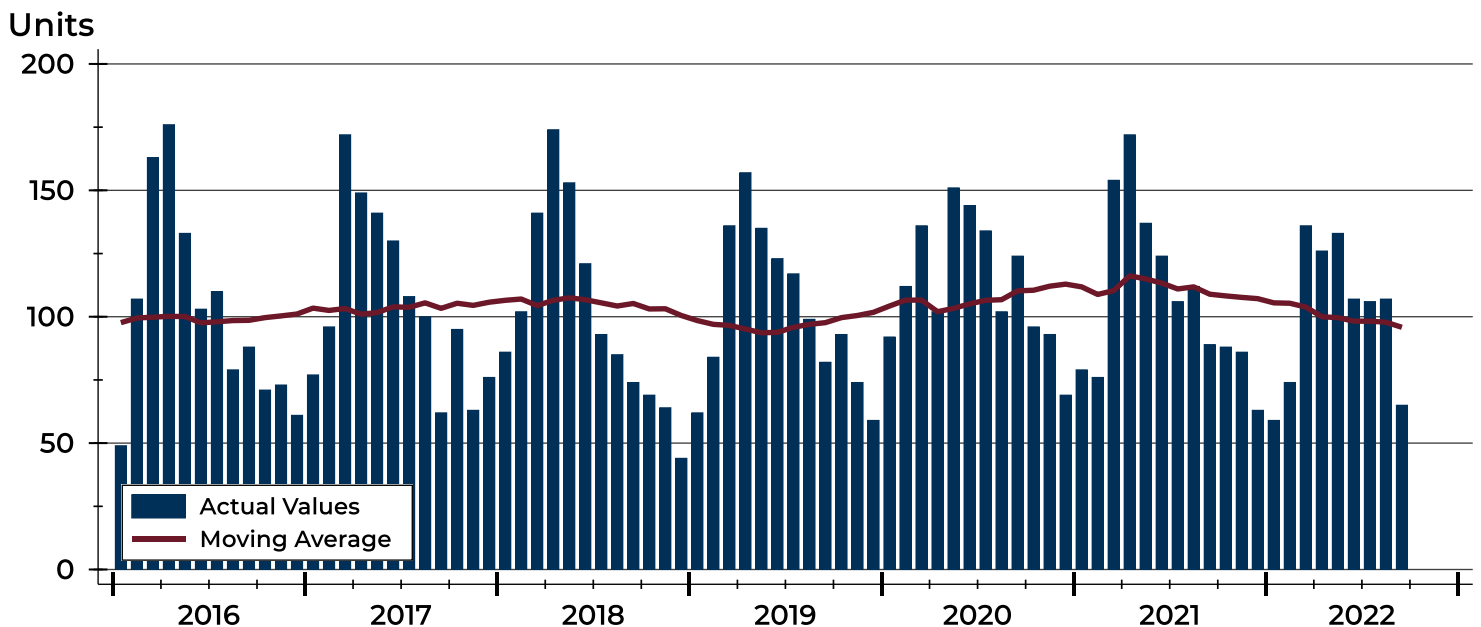
City of Lawrence Contracts Written Analysis

Summary Statistics for Contracts Written		September			Year-to-Date		
		2022	2021	Change	2022	2021	Change
Contracts Written		65	89	-27.0%	913	1,049	-13.0%
Volume (1,000s)		20,635	24,961	-17.3%	300,789	310,453	-3.1%
Average	Sale Price	317,455	280,458	13.2%	329,451	295,951	11.3%
	Days on Market	16	14	14.3%	14	14	0.0%
	Percent of Original	98.2%	98.0%	0.2%	101.4%	101.1%	0.3%
Median	Sale Price	280,000	239,900	16.7%	289,000	259,900	11.2%
	Days on Market	5	5	0.0%	4	3	33.3%
	Percent of Original	100.0%	100.0%	0.0%	100.0%	100.0%	0.0%

A total of 65 contracts for sale were written in the City of Lawrence during the month of September, down from 89 in 2021. The median list price of these homes was \$280,000, up from \$239,900 the prior year.

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

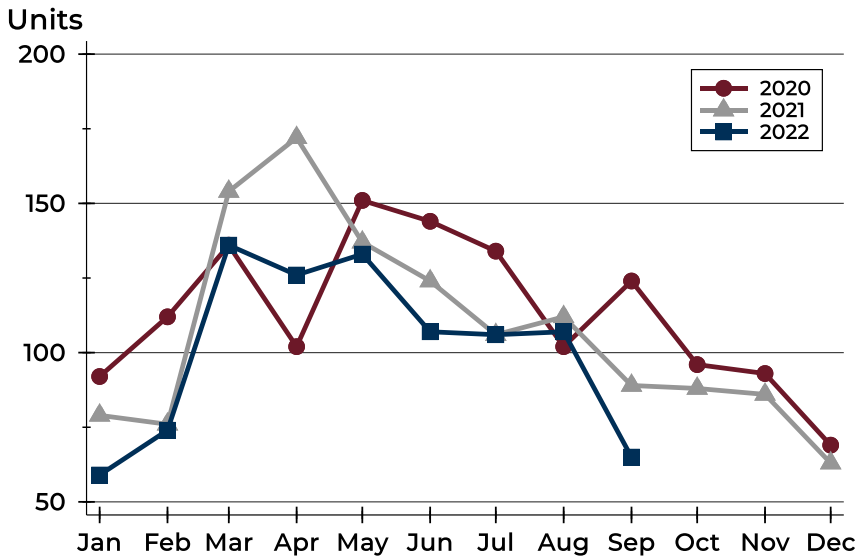
History of Contracts Written





City of Lawrence Contracts Written Analysis

Contracts Written by Month



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

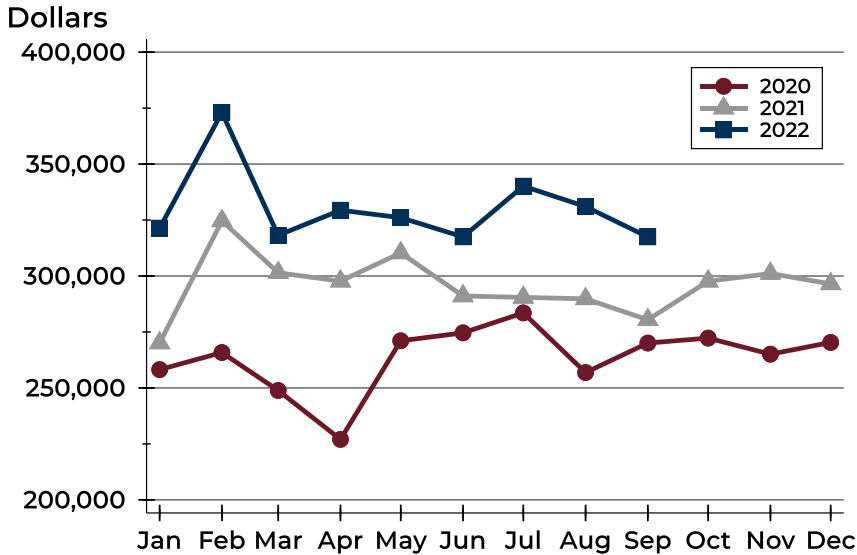
Contracts Written by Price Range

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	2	3.1%	95,000	95,000	3	3	100.0%	100.0%
\$100,000-\$149,999	5	7.7%	122,980	125,000	5	4	100.0%	100.0%
\$150,000-\$199,999	4	6.2%	178,700	182,450	8	3	99.7%	100.0%
\$200,000-\$249,999	13	20.0%	215,369	219,900	12	5	98.8%	100.0%
\$250,000-\$299,999	13	20.0%	275,258	275,000	11	5	99.7%	100.0%
\$300,000-\$349,999	10	15.4%	323,220	322,450	12	4	99.1%	100.0%
\$350,000-\$399,999	7	10.8%	368,271	375,000	18	3	96.8%	100.0%
\$400,000-\$449,999	1	1.5%	409,500	409,500	37	37	91.8%	91.8%
\$450,000-\$499,999	5	7.7%	475,440	479,900	31	36	95.6%	93.7%
\$500,000-\$599,999	2	3.1%	517,450	517,450	90	90	91.1%	91.1%
\$600,000-\$749,999	1	1.5%	615,000	615,000	5	5	100.0%	100.0%
\$750,000-\$999,999	1	1.5%	995,000	995,000	59	59	82.9%	82.9%
\$1,000,000 and up	1	1.5%	1,495,000	1,495,000	7	7	100.0%	100.0%



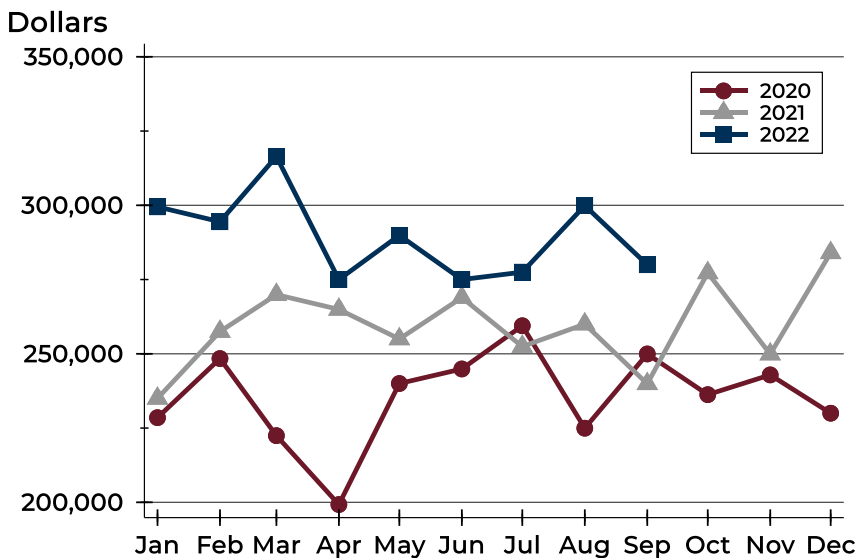
City of Lawrence Contracts Written Analysis

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	326,059
June	274,618	291,092	317,482
July	283,526	290,450	340,153
August	256,876	289,806	331,014
September	270,058	280,458	317,455
October	272,269	297,672	
November	265,091	301,109	
December	270,325	296,505	

Median Price

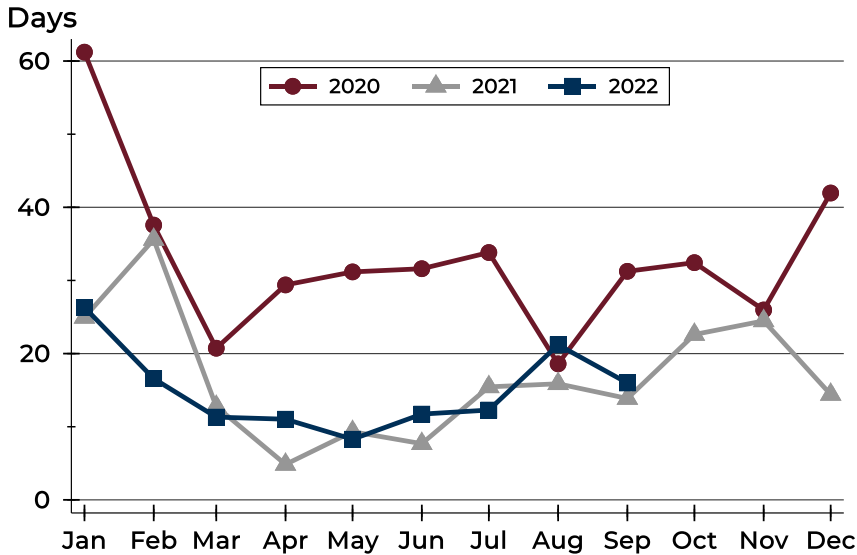


Month	2020	2021	2022
January	228,500	235,000	299,500
February	248,400	257,500	294,475
March	222,450	269,925	316,450
April	199,250	264,950	275,000
May	240,000	255,000	289,900
June	244,900	268,950	275,000
July	259,450	252,450	277,500
August	224,950	260,000	299,900
September	249,950	239,900	280,000
October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



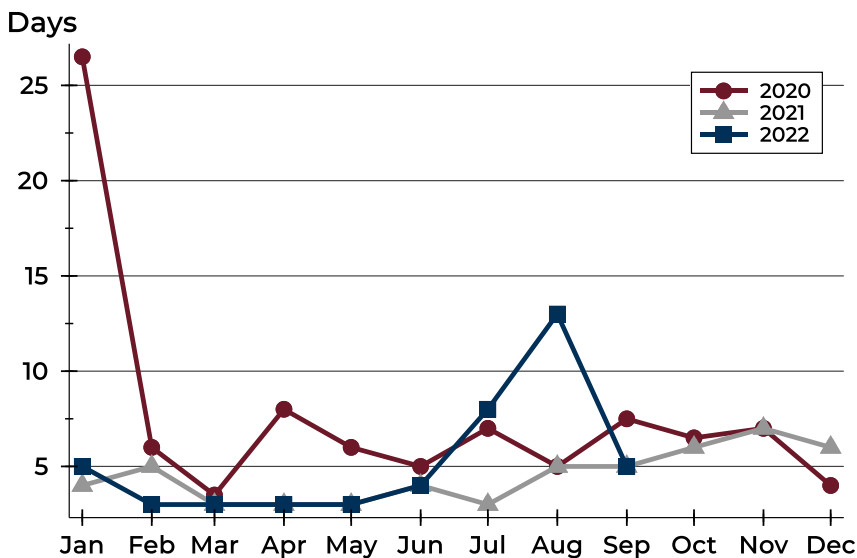
City of Lawrence Contracts Written Analysis

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	21
September	31	14	16
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	5
October	7	6	
November	7	7	
December	4	6	



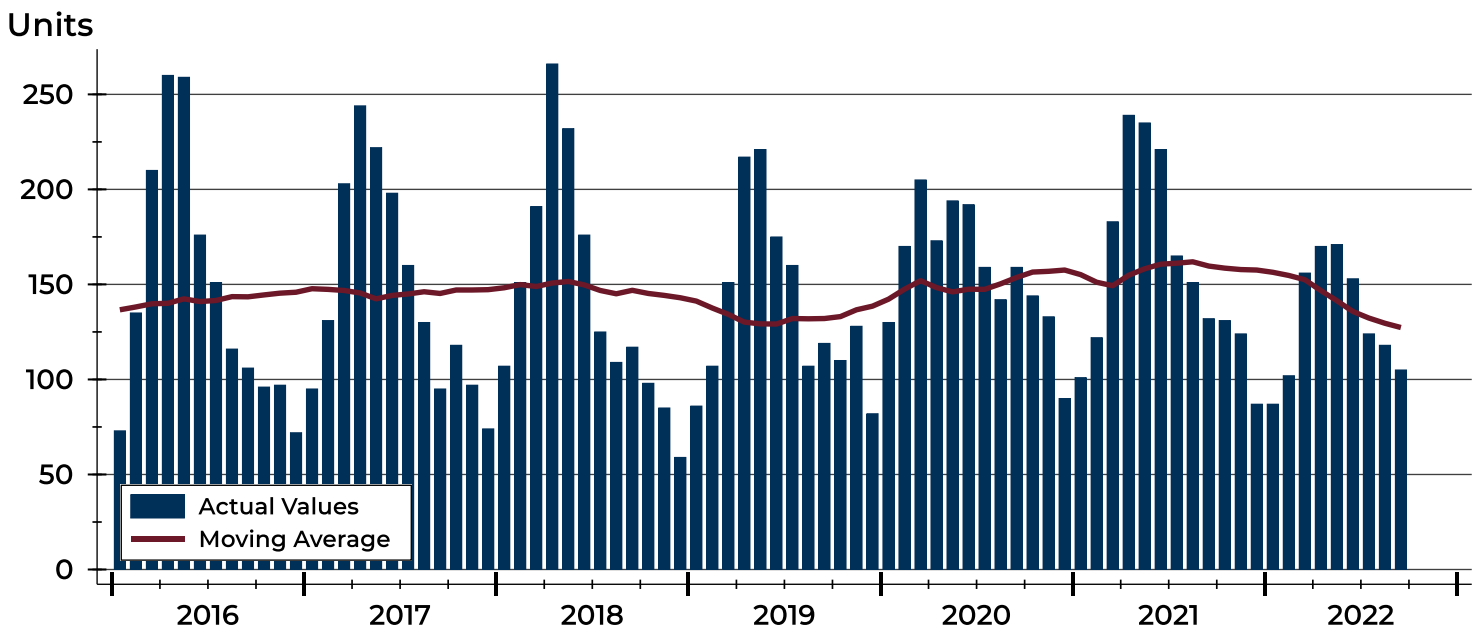
City of Lawrence Pending Contracts Analysis

Summary Statistics for Pending Contracts		End of September		
		2022	2021	Change
Pending Contracts		105	132	-20.5%
Volume (1,000s)		37,505	39,504	-5.1%
Average	List Price	357,188	299,276	19.4%
	Days on Market	17	20	-15.0%
	Percent of Original	98.5%	98.8%	-0.3%
Median	List Price	305,000	287,450	6.1%
	Days on Market	5	5	0.0%
	Percent of Original	100.0%	100.0%	0.0%

A total of 105 listings in the City of Lawrence had contracts pending at the end of September, down from 132 contracts pending at the end of September 2021.

Pending contracts reflect listings with a contract in place at the end of the month. In contrast, contracts written measures the number of listings put under contract during the month.

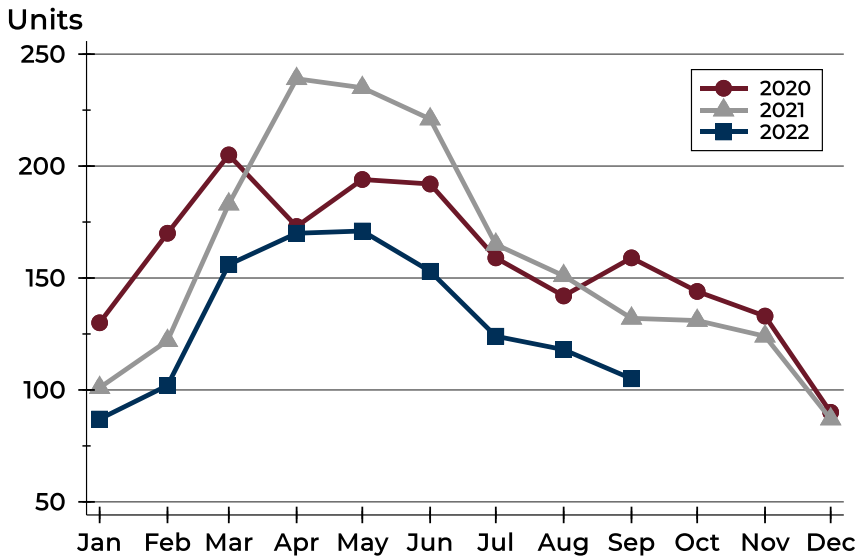
History of Pending Contracts





City of Lawrence Pending Contracts Analysis

Pending Contracts by Month



Month	2020	2021	2022
January	130	101	87
February	170	122	102
March	205	183	156
April	173	239	170
May	194	235	171
June	192	221	153
July	159	165	124
August	142	151	118
September	159	132	105
October	144	131	
November	133	124	
December	90	87	

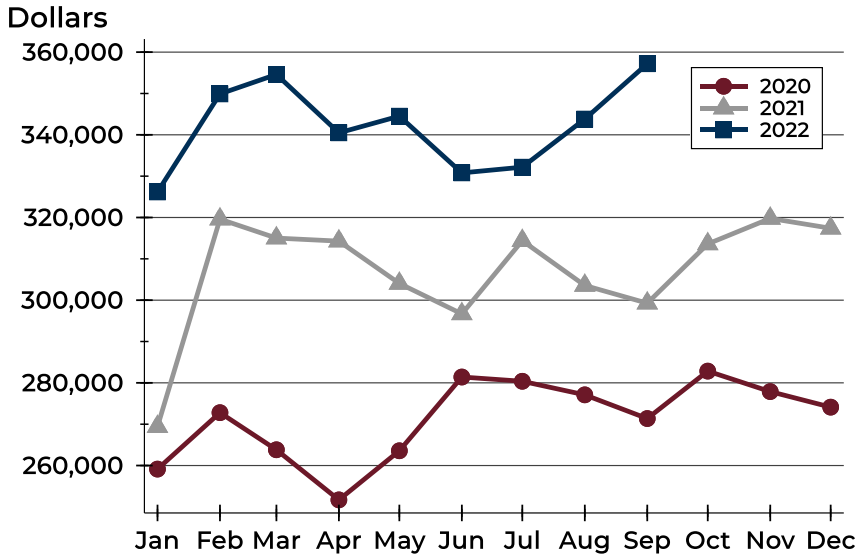
Pending Contracts by Price Range

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	2	1.9%	95,000	95,000	3	3	100.0%	100.0%
\$100,000-\$149,999	7	6.7%	124,836	125,000	19	4	98.2%	100.0%
\$150,000-\$199,999	10	9.5%	177,710	175,000	19	5	99.4%	100.0%
\$200,000-\$249,999	13	12.4%	219,785	219,900	9	4	98.4%	100.0%
\$250,000-\$299,999	19	18.1%	274,161	269,900	10	5	99.3%	100.0%
\$300,000-\$349,999	13	12.4%	324,354	320,000	15	6	98.8%	100.0%
\$350,000-\$399,999	12	11.4%	373,958	375,000	16	4	98.1%	100.0%
\$400,000-\$449,999	4	3.8%	425,500	425,000	42	31	100.0%	100.0%
\$450,000-\$499,999	7	6.7%	471,457	459,900	24	36	96.5%	95.7%
\$500,000-\$599,999	8	7.6%	537,163	524,950	31	17	98.1%	100.0%
\$600,000-\$749,999	5	4.8%	661,000	659,000	18	5	99.2%	100.0%
\$750,000-\$999,999	3	2.9%	847,967	779,000	29	28	94.3%	100.0%
\$1,000,000 and up	2	1.9%	1,372,500	1,372,500	4	4	100.0%	100.0%



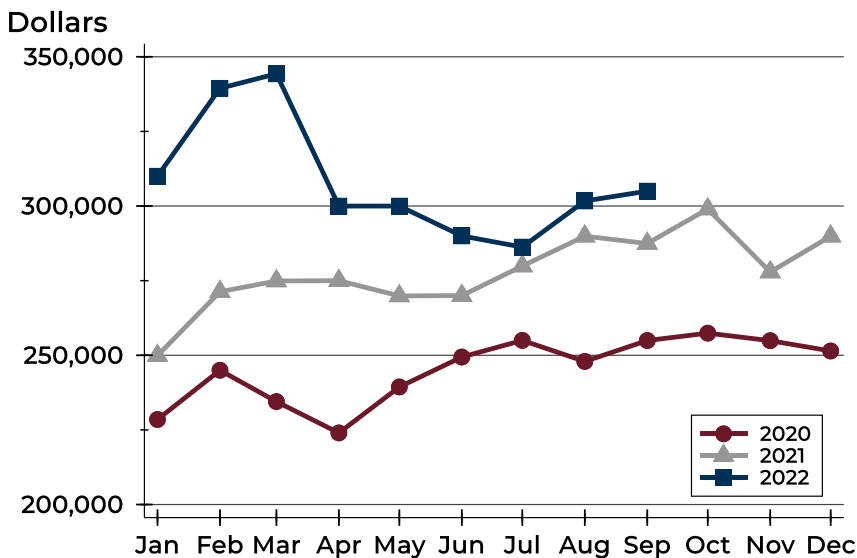
City of Lawrence Pending Contracts Analysis

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	357,188
October	282,843	313,606	
November	277,889	319,781	
December	274,123	317,398	

Median Price

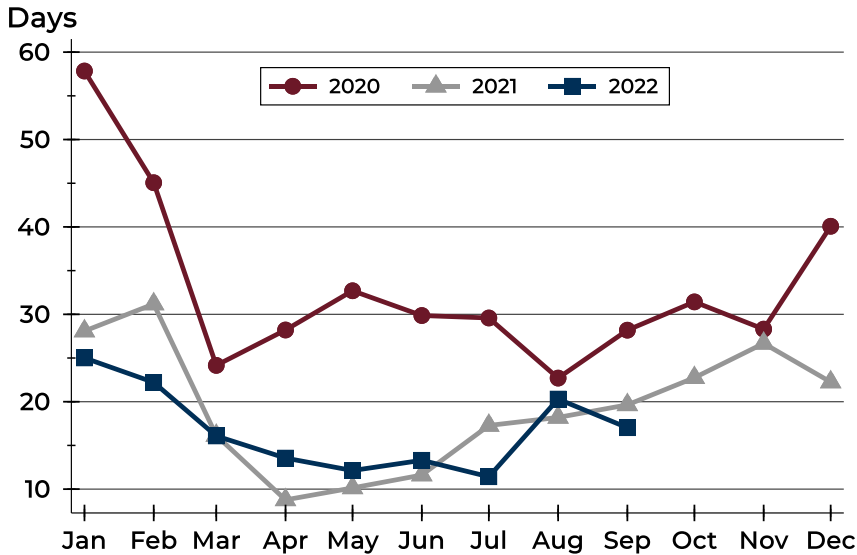


Month	2020	2021	2022
January	228,500	249,900	310,000
February	245,000	271,300	339,450
March	234,500	274,900	344,300
April	224,000	275,000	300,000
May	239,400	269,900	300,000
June	249,425	270,000	290,000
July	255,000	279,900	286,250
August	247,950	289,900	301,700
September	254,950	287,450	305,000
October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



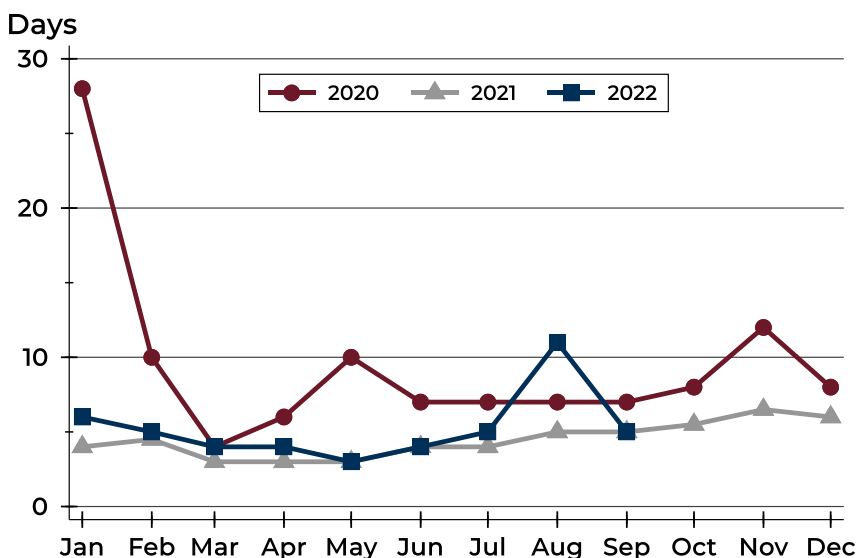
City of Lawrence Pending Contracts Analysis

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	17
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	5
October	8	6	
November	12	7	
December	8	6	