



City of Lawrence Housing Report



Market Overview

City of Lawrence Home Sales Fell in November

Total home sales in the City of Lawrence fell last month to 91 units, compared to 103 units in November 2020. Total sales volume was \$28.1 million, up from a year earlier.

The median sale price in November was \$279,900, up from \$243,900 a year earlier. Homes that sold in November were typically on the market for 6 days and sold for 100.0% of their list prices.

City of Lawrence Active Listings Remain the Same at End of November

The total number of active listings in the City of Lawrence at the end of November was 99 units, the same as in November 2020. This represents a 0.9 months' supply of homes available for sale. The median list price of homes on the market at the end of November was \$335,000.

During November, a total of 84 contracts were written down from 93 in November 2020. At the end of the month, there were 124 contracts still pending.

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City of Lawrence Summary Statistics

November MLS Statistics Three-year History		Current Month			Year-to-Date		
		2021	2020	2019	2021	2020	2019
Home Sales Change from prior year		91 -11.7%	103 43.1%	72 -8.9%	1,198 -2.5%	1,229 10.9%	1,108 -4.6%
Active Listings Change from prior year		99 0.0%	99 -61.9%	260 7.9%	N/A	N/A	N/A
Months' Supply Change from prior year		0.9 0.0%	0.9 -66.7%	2.7 17.4%	N/A	N/A	N/A
New Listings Change from prior year		80 8.1%	74 -17.8%	90 20.0%	1,406 -1.9%	1,433 -9.1%	1,577 5.6%
Contracts Written Change from prior year		84 -9.7%	93 25.7%	74 15.6%	1,218 -5.3%	1,286 10.7%	1,162 0.0%
Pending Contracts Change from prior year		124 -6.8%	133 3.9%	128 50.6%	N/A	N/A	N/A
Sales Volume (1,000s) Change from prior year		28,143 0.9%	27,885 56.8%	17,779 -12.4%	354,177 11.2%	318,369 18.5%	268,556 -3.0%
Average	Sale Price Change from prior year	309,268 14.2%	270,728 9.6%	246,937 -3.9%	295,640 14.1%	259,047 6.9%	242,379 1.7%
	List Price of Actives Change from prior year	329,796 -8.2%	359,334 11.4%	322,600 4.5%	N/A	N/A	N/A
	Days on Market Change from prior year	21 -30.0%	30 -47.4%	57 26.7%	16 -51.5%	33 -8.3%	36 -2.7%
	Percent of List Change from prior year	100.1% 0.4%	99.7% 2.0%	97.7% -0.2%	101.4% 1.9%	99.5% 0.7%	98.8% 0.1%
	Percent of Original Change from prior year	98.9% 0.3%	98.6% 2.7%	96.0% -0.1%	100.8% 2.3%	98.5% 1.0%	97.5% -0.2%
Median	Sale Price Change from prior year	279,900 14.8%	243,900 20.7%	202,000 -12.1%	263,121 11.7%	235,635 11.1%	212,050 3.4%
	List Price of Actives Change from prior year	335,000 19.7%	279,900 -3.0%	288,500 8.9%	N/A	N/A	N/A
	Days on Market Change from prior year	6 50.0%	4 -85.2%	27 12.5%	4 -33.3%	6 -53.8%	13 18.2%
	Percent of List Change from prior year	100.0% 0.0%	100.0% 2.2%	97.8% -1.2%	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% 2.9%	97.2% 0.1%	100.0% 0.0%	100.0% 1.1%	98.9% -0.4%

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



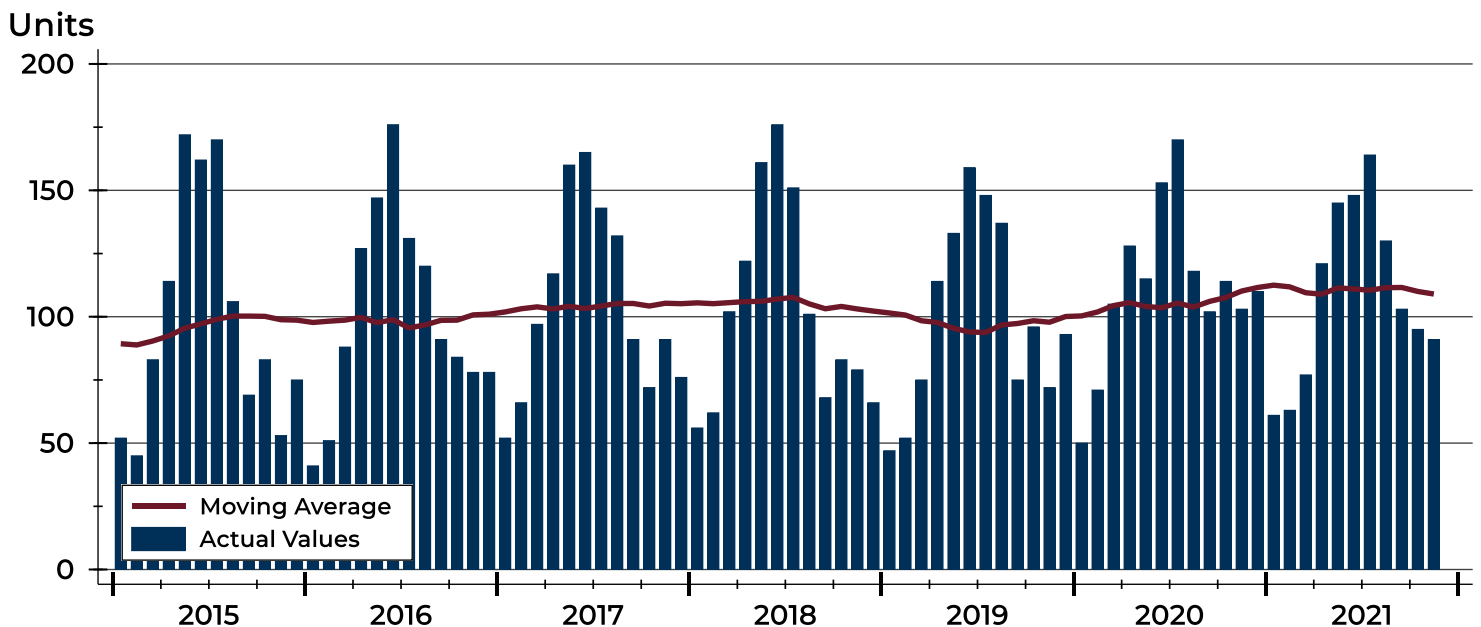
City of Lawrence Closed Listings Analysis

Summary Statistics for Closed Listings		2021	November 2020	Change	2021	Year-to-Date 2020	Change
Closed Listings		91	103	-11.7%	1,198	1,229	-2.5%
Volume (1,000s)		28,143	27,885	0.9%	354,177	318,369	11.2%
Months' Supply		0.9	0.9	0.0%	N/A	N/A	N/A
Average	Sale Price	309,268	270,728	14.2%	295,640	259,047	14.1%
	Days on Market	21	30	-30.0%	16	33	-51.5%
	Percent of List	100.1%	99.7%	0.4%	101.4%	99.5%	1.9%
	Percent of Original	98.9%	98.6%	0.3%	100.8%	98.5%	2.3%
Median	Sale Price	279,900	243,900	14.8%	263,121	235,635	11.7%
	Days on Market	6	4	50.0%	4	6	-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 91 homes sold in the City of Lawrence in November, down from 103 units in November 2020. Total sales volume rose to \$28.1 million compared to \$27.9 million in the previous year.

The median sales price in November was \$279,900, up 14.8% compared to the prior year. Median days on market was 6 days, up from 5 days in October, and up from 4 in November 2020.

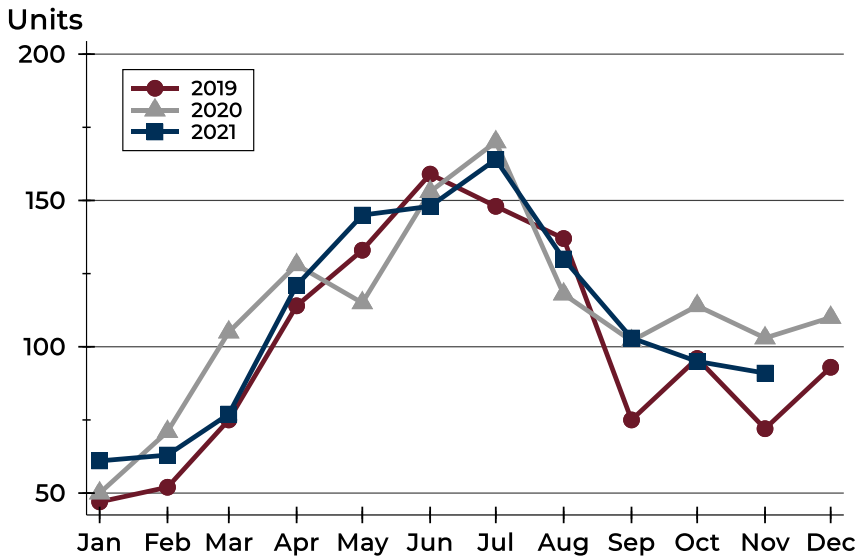
History of Closed Listings





City of Lawrence Closed Listings Analysis

Closed Listings by Month



Month	2019	2020	2021
January	47	50	61
February	52	71	63
March	75	105	77
April	114	128	121
May	133	115	145
June	159	153	148
July	148	170	164
August	137	118	130
September	75	102	103
October	96	114	95
November	72	103	91
December	93	110	

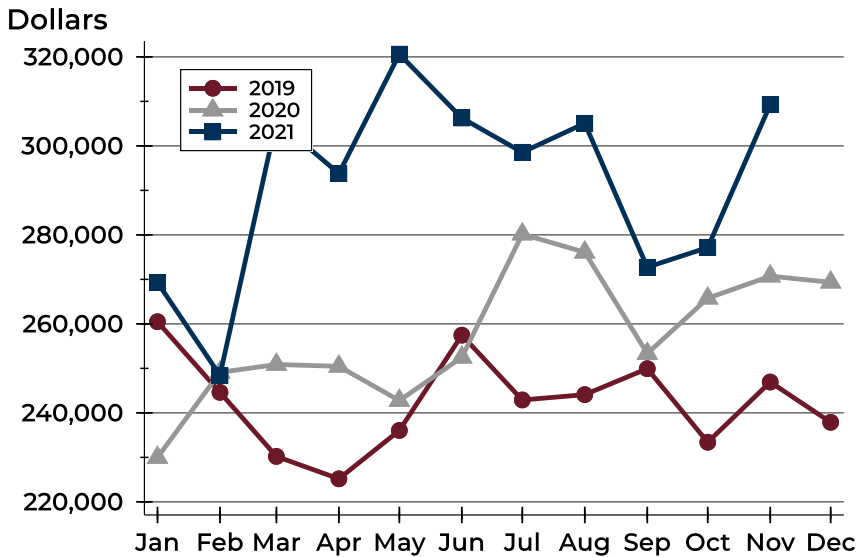
Closed Listings by Price Range

Price Range	Sales		Months' Supply	Sale Price		Days on Market		Price as % of List		Price as % of Orig.	
	Number	Percent		Average	Median	Avg.	Med.	Avg.	Med.	Avg.	Med.
Below \$50,000	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$50,000-\$99,999	0	0.0%	2.6	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$100,000-\$149,999	5	5.5%	1.1	129,080	129,000	48	3	98.4%	100.0%	92.0%	98.5%
\$150,000-\$199,999	14	15.4%	0.5	173,648	178,475	21	11	98.1%	100.0%	96.2%	98.9%
\$200,000-\$249,999	16	17.6%	0.1	220,739	224,588	19	5	102.2%	101.2%	101.4%	100.0%
\$250,000-\$299,999	15	16.5%	0.4	270,237	269,000	13	4	99.4%	100.0%	98.1%	100.0%
\$300,000-\$349,999	10	11.0%	0.8	321,050	320,000	22	6	100.3%	100.3%	99.6%	100.3%
\$350,000-\$399,999	11	12.1%	1.4	366,900	363,000	8	5	100.9%	101.7%	100.9%	101.7%
\$400,000-\$449,999	5	5.5%	1.2	432,900	437,000	10	7	100.3%	100.0%	100.3%	100.0%
\$450,000-\$499,999	5	5.5%	2.1	471,780	480,000	10	2	99.8%	100.0%	99.2%	100.0%
\$500,000-\$599,999	7	7.7%	1.2	527,486	525,000	12	17	100.5%	100.0%	100.5%	100.0%
\$600,000-\$749,999	2	2.2%	2.7	634,000	634,000	197	197	99.5%	99.5%	94.9%	94.9%
\$750,000-\$999,999	1	1.1%	1.8	751,319	751,319	0	0	100.0%	100.0%	100.0%	100.0%
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A



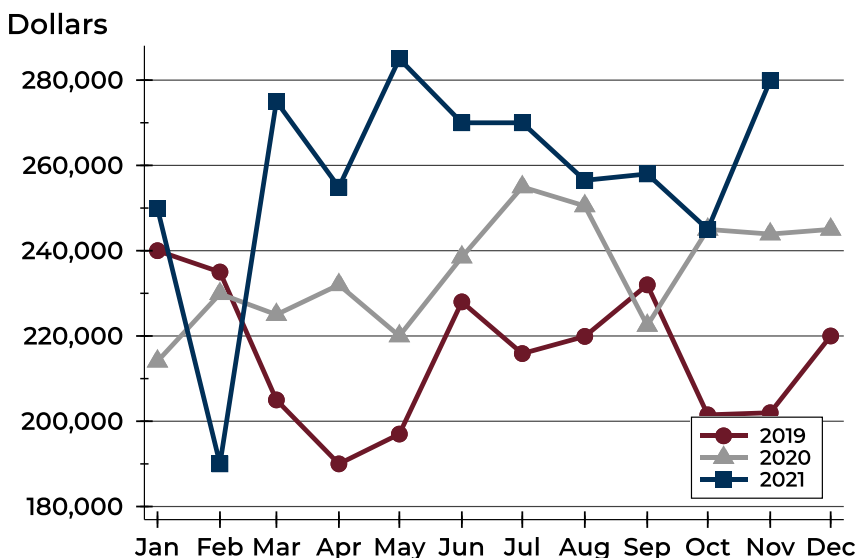
City of Lawrence Closed Listings Analysis

Average Price



Month	2019	2020	2021
January	260,491	229,973	269,320
February	244,614	249,106	248,417
March	230,217	250,879	305,705
April	225,180	250,466	293,794
May	236,053	242,777	320,621
June	257,468	252,488	306,274
July	242,906	280,164	298,563
August	244,101	276,104	305,087
September	249,939	253,345	272,730
October	233,403	265,768	277,169
November	246,937	270,728	309,268
December	237,884	269,355	

Median Price

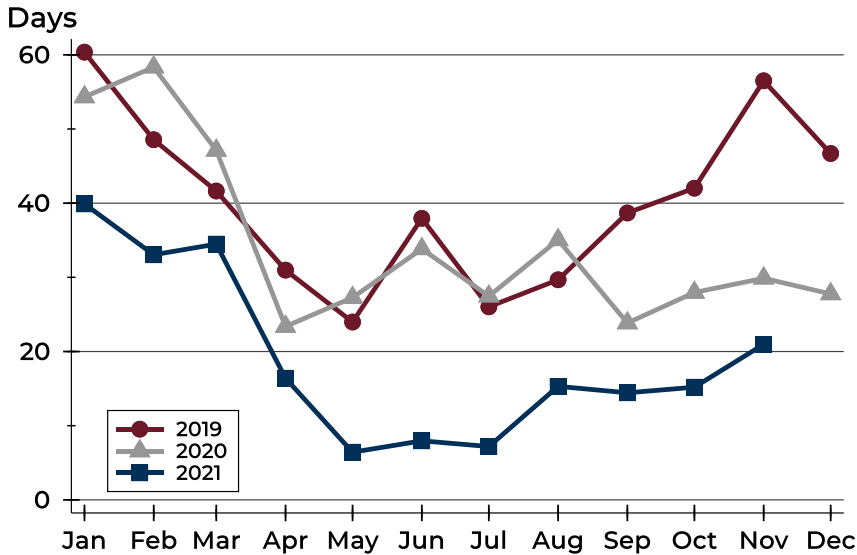


Month	2019	2020	2021
January	240,000	214,075	249,900
February	235,000	229,900	190,000
March	205,000	225,000	275,000
April	190,000	232,000	254,900
May	197,000	220,000	285,000
June	228,000	238,500	270,000
July	215,875	254,950	270,000
August	219,900	250,500	256,500
September	232,000	222,450	258,000
October	201,500	245,000	245,000
November	202,000	243,900	279,900
December	220,000	245,000	



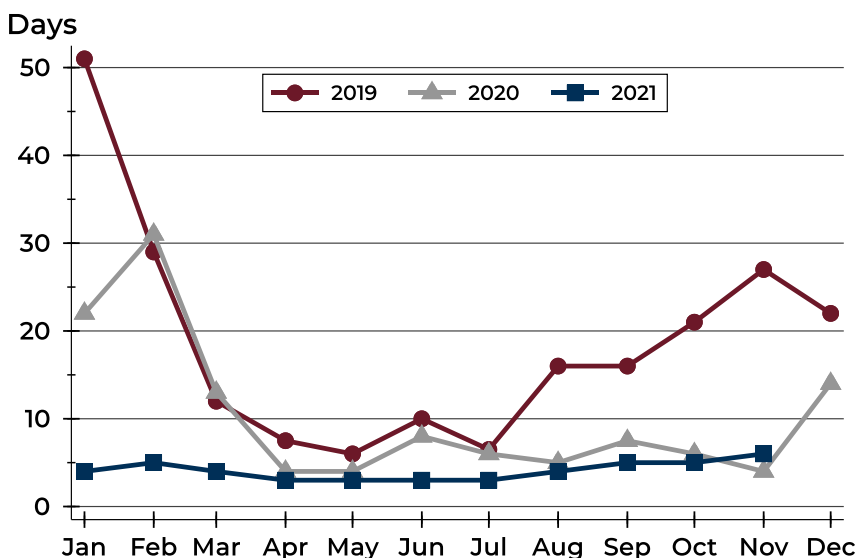
City of Lawrence Closed Listings Analysis

Average DOM



Month	2019	2020	2021
January	60	54	40
February	49	58	33
March	42	47	34
April	31	23	16
May	24	27	6
June	38	34	8
July	26	27	7
August	30	35	15
September	39	24	14
October	42	28	15
November	57	30	21
December	47	28	

Median DOM



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



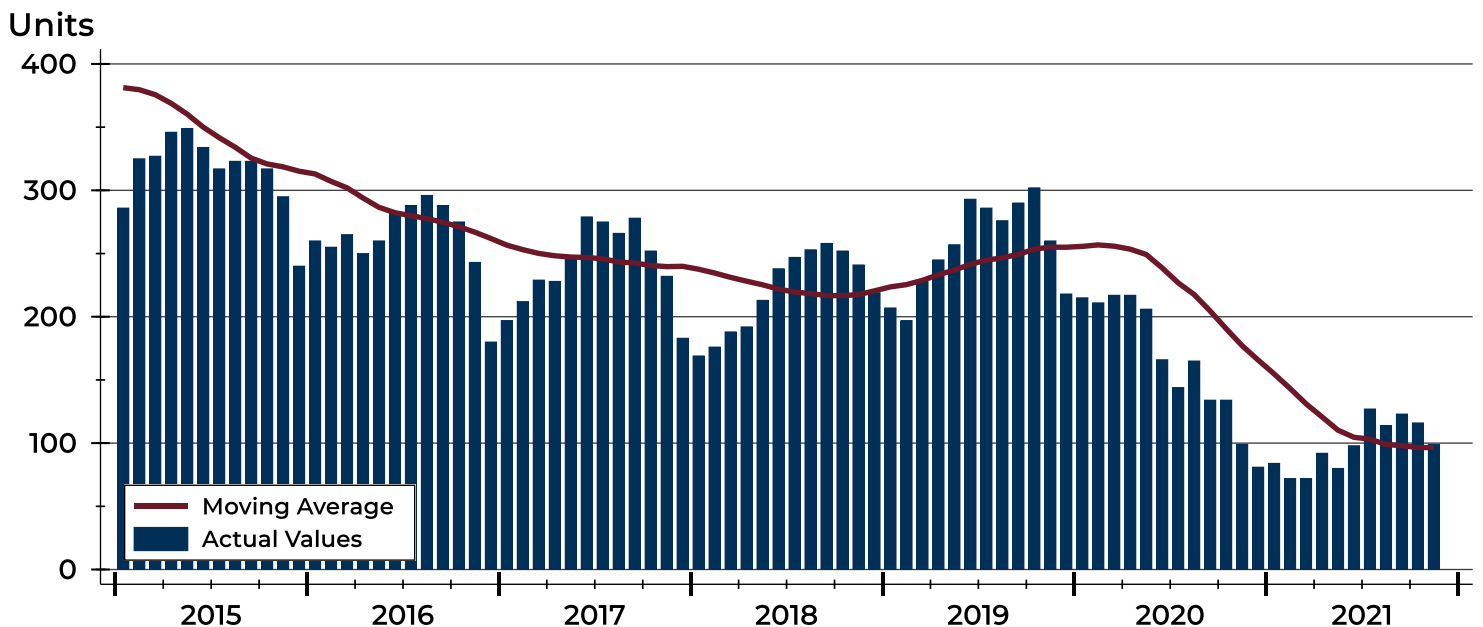
City of Lawrence Active Listings Analysis

Summary Statistics for Active Listings		2021	2020	Change
Active Listings		99	99	0.0%
Volume (1,000s)		32,650	35,574	-8.2%
Months' Supply		0.9	0.9	0.0%
Average	List Price	329,796	359,334	-8.2%
	Days on Market	57	84	-32.1%
	Percent of Original	98.5%	98.2%	0.3%
Median	List Price	335,000	279,900	19.7%
	Days on Market	36	50	-28.0%
	Percent of Original	100.0%	100.0%	0.0%

A total of 99 homes were available for sale in the City of Lawrence at the end of November. This represents a 0.9 months' supply of active listings.

The median list price of homes on the market at the end of November was \$335,000, up 19.7% from 2020. The typical time on market for active listings was 36 days, down from 50 days a year earlier.

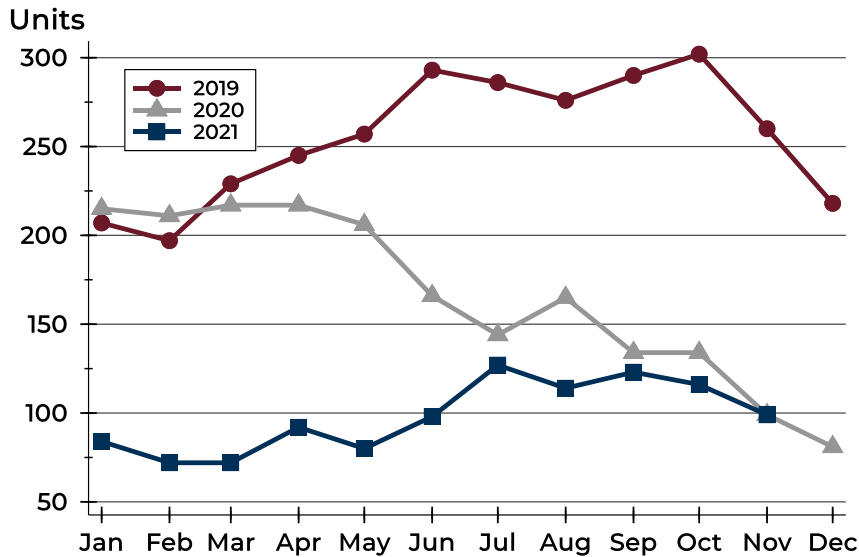
History of Active Listings





City of Lawrence Active Listings Analysis

Active Listings by Month



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

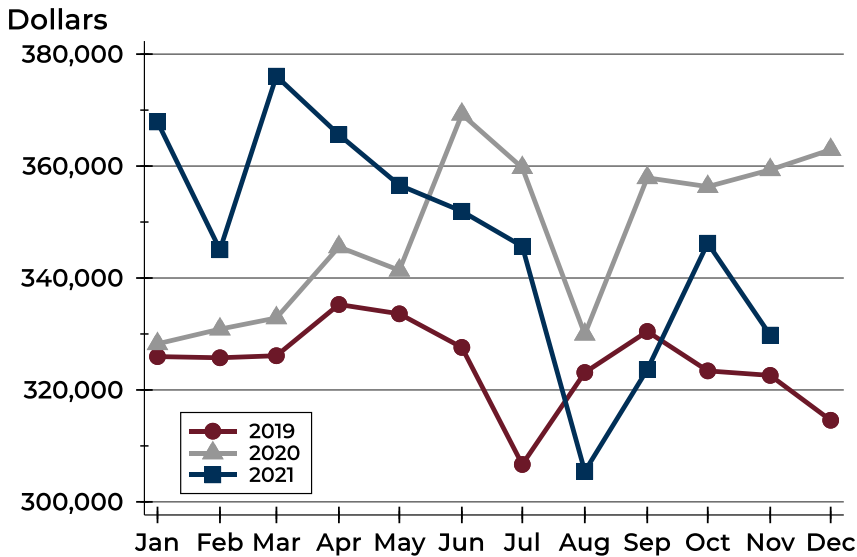
Active Listings by Price Range

Price Range	Active Listings		Months' Supply	List Price		Days on Market		Price as % of Orig.	
	Number	Percent		Average	Median	Avg.	Med.	Avg.	Med.
Below \$50,000	10	10.1%	N/A	1,254	1,185	24	22	98.0%	100.0%
\$50,000-\$99,999	7	7.1%	2.6	80,646	83,500	52	23	95.2%	100.0%
\$100,000-\$149,999	9	9.1%	1.1	128,067	127,000	35	21	96.5%	100.0%
\$150,000-\$199,999	8	8.1%	0.5	172,100	170,000	48	63	99.3%	100.0%
\$200,000-\$249,999	3	3.0%	0.1	222,467	219,900	69	74	99.6%	99.0%
\$250,000-\$299,999	7	7.1%	0.4	279,650	284,000	27	14	98.9%	100.0%
\$300,000-\$349,999	10	10.1%	0.8	330,990	332,450	49	40	97.6%	100.0%
\$350,000-\$399,999	12	12.1%	1.4	376,000	377,450	95	79	101.0%	100.0%
\$400,000-\$449,999	8	8.1%	1.2	433,088	436,000	89	69	99.9%	100.0%
\$450,000-\$499,999	10	10.1%	2.1	476,450	477,000	47	24	99.1%	100.0%
\$500,000-\$599,999	6	6.1%	1.2	535,617	537,450	46	50	100.0%	100.0%
\$600,000-\$749,999	5	5.1%	2.7	706,920	749,900	81	29	97.5%	100.0%
\$750,000-\$999,999	2	2.0%	1.8	860,000	860,000	150	150	93.5%	93.5%
\$1,000,000 and up	2	2.0%	N/A	1,199,500	1,199,500	56	56	100.0%	100.0%



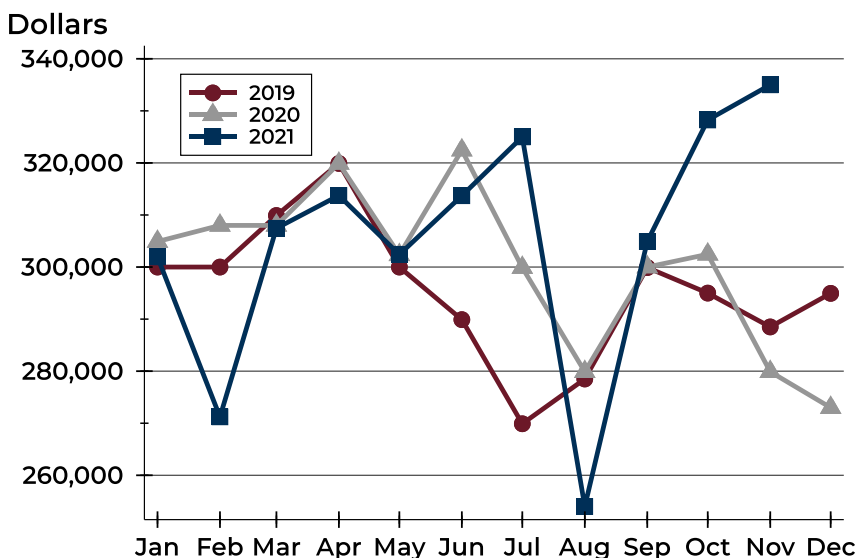
City of Lawrence Active Listings Analysis

Average Price



Month	2019	2020	2021
January	325,960	328,240	367,887
February	325,749	330,864	345,051
March	326,114	332,866	376,063
April	335,269	345,557	365,613
May	333,601	341,378	356,591
June	327,597	369,250	351,923
July	306,684	359,709	345,664
August	323,116	329,944	305,460
September	330,454	357,903	323,634
October	323,407	356,330	346,221
November	322,600	359,334	329,796
December	314,584	362,929	-

Median Price

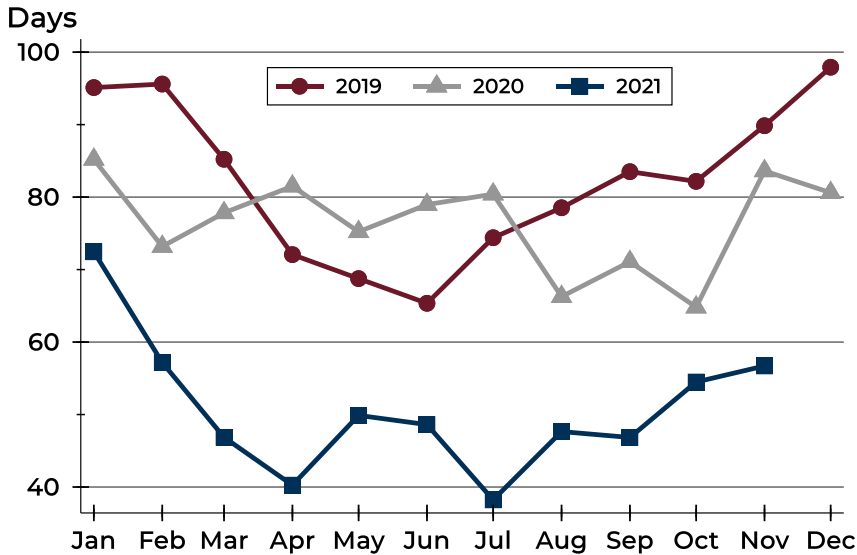


Month	2019	2020	2021
January	300,000	304,900	301,950
February	300,000	308,000	271,225
March	309,900	308,000	307,450
April	319,900	319,900	313,750
May	300,000	302,350	302,400
June	289,900	322,450	313,700
July	269,900	299,900	325,000
August	278,500	279,900	254,000
September	299,900	300,000	304,900
October	295,000	302,450	328,250
November	288,500	279,900	335,000
December	294,950	273,000	-



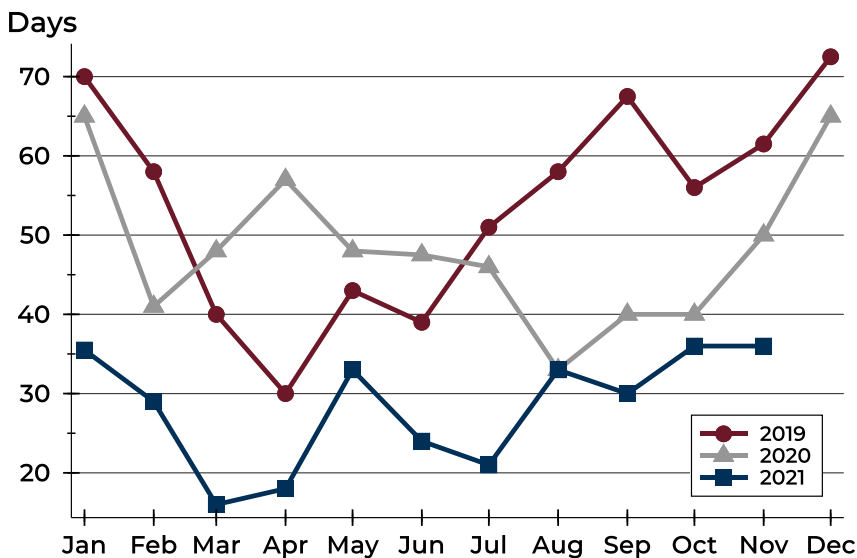
City of Lawrence Active Listings Analysis

Average DOM



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

Median DOM

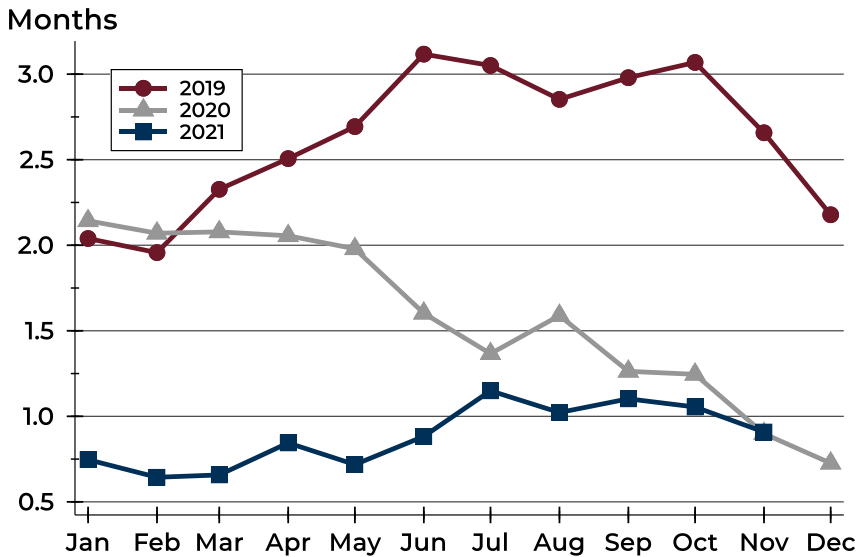


Month	2019	2020	2021
January	70	65	36
February	58	41	29
March	40	48	16
April	30	57	18
May	43	48	33
June	39	48	24
July	51	46	21
August	58	33	33
September	68	40	30
October	56	40	36
November	62	50	36
December	73	65	



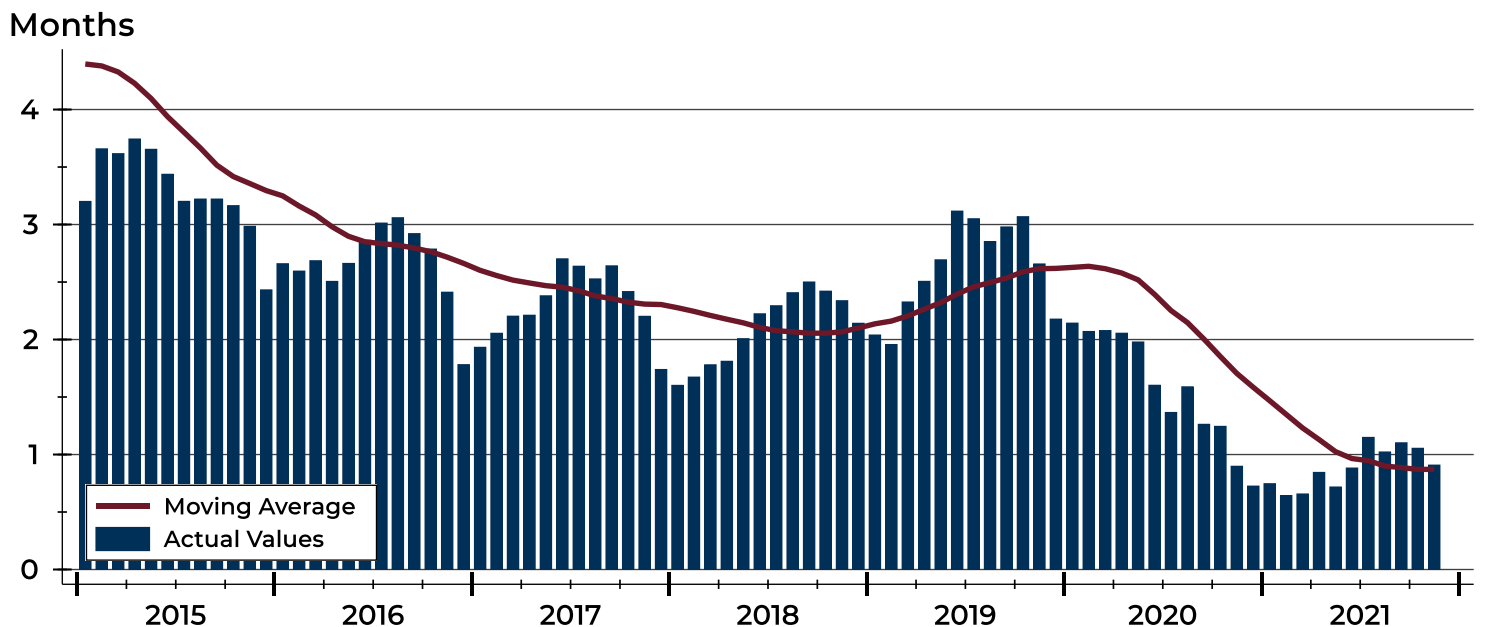
City of Lawrence Months' Supply Analysis

Months' Supply by Month



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

History of Month's Supply





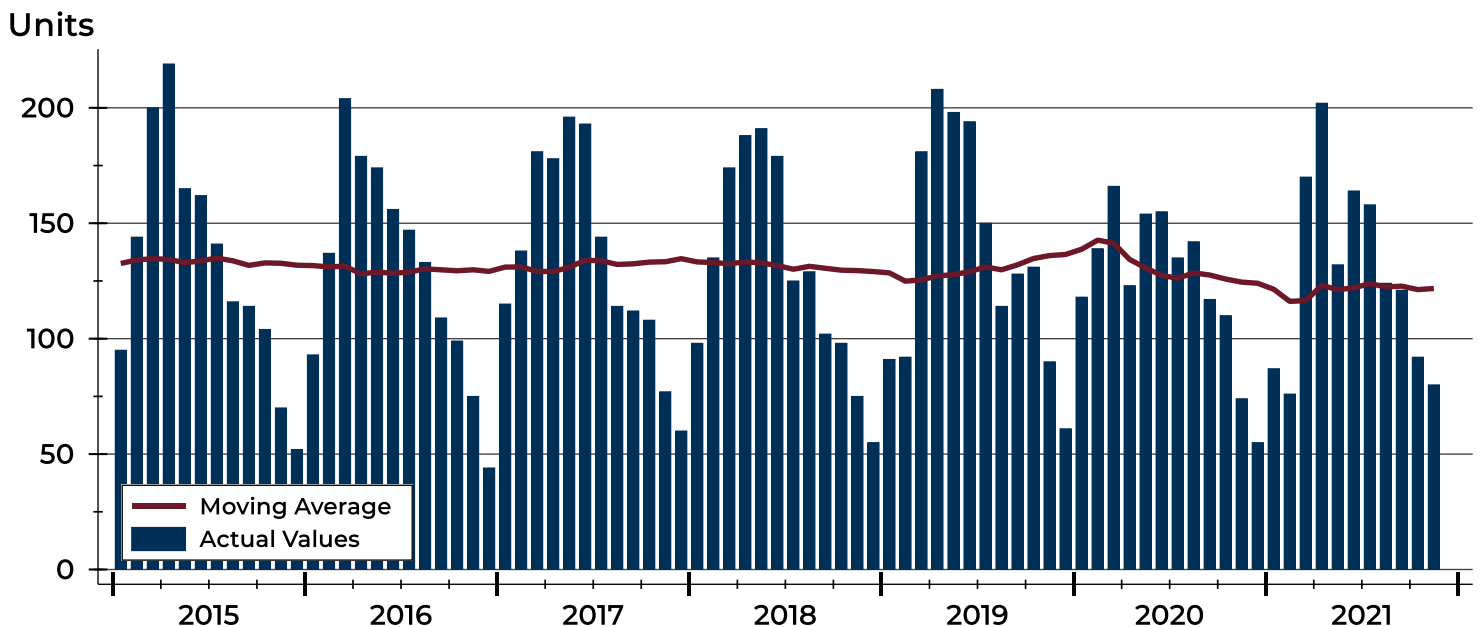
City of Lawrence New Listings Analysis

Summary Statistics for New Listings		2021	November 2020	Change
Current Month	New Listings	80	74	8.1%
	Volume (1,000s)	21,812	18,005	21.1%
	Average List Price	272,647	243,317	12.1%
	Median List Price	239,950	212,450	12.9%
Year-to-Date	New Listings	1,406	1,433	-1.9%
	Volume (1,000s)	411,615	383,181	7.4%
	Average List Price	292,756	267,398	9.5%
	Median List Price	260,000	238,900	8.8%

A total of 80 new listings were added in the City of Lawrence during November, up 8.1% from the same month in 2020. Year-to-date the City of Lawrence has seen 1,406 new listings.

The median list price of these homes was \$239,950 up from \$212,450 in 2020.

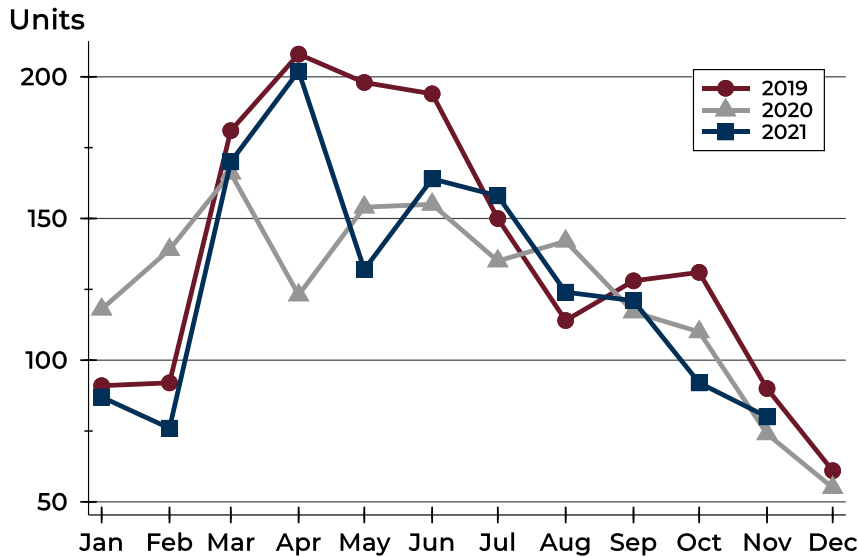
History of New Listings





City of Lawrence New Listings Analysis

New Listings by Month



Month	2019	2020	2021
January	91	118	87
February	92	139	76
March	181	166	170
April	208	123	202
May	198	154	132
June	194	155	164
July	150	135	158
August	114	142	124
September	128	117	121
October	131	110	92
November	90	74	80
December	61	55	

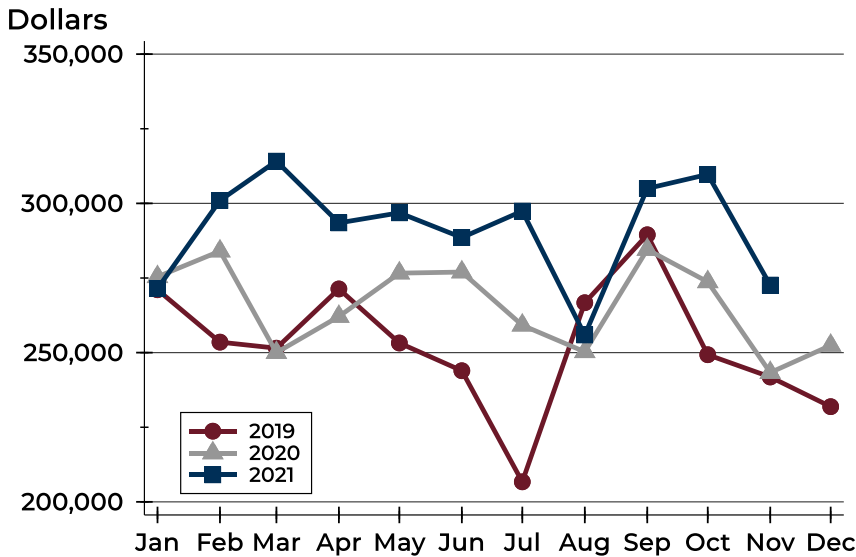
New Listings by Price Range

Price Range	New Listings		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$50,000	7	8.8%	1,382	1,400	27	27	97.1%	100.0%
\$50,000-\$99,999	3	3.8%	73,967	74,900	17	23	99.2%	100.0%
\$100,000-\$149,999	11	13.8%	132,882	134,900	9	3	99.9%	100.0%
\$150,000-\$199,999	9	11.3%	183,300	180,000	8	3	99.0%	100.0%
\$200,000-\$249,999	11	13.8%	222,700	225,000	5	3	100.6%	100.0%
\$250,000-\$299,999	11	13.8%	270,832	270,000	7	4	99.9%	100.0%
\$300,000-\$349,999	7	8.8%	329,229	329,900	8	3	99.0%	100.0%
\$350,000-\$399,999	4	5.0%	361,838	359,925	11	9	100.0%	100.0%
\$400,000-\$449,999	3	3.8%	429,933	429,900	20	20	100.0%	100.0%
\$450,000-\$499,999	6	7.5%	481,117	479,450	18	19	99.4%	100.0%
\$500,000-\$599,999	4	5.0%	550,450	539,950	7	3	100.0%	100.0%
\$600,000-\$749,999	3	3.8%	681,567	649,900	17	15	99.7%	100.0%
\$750,000-\$999,999	1	1.3%	865,000	865,000	0	0	100.0%	100.0%
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



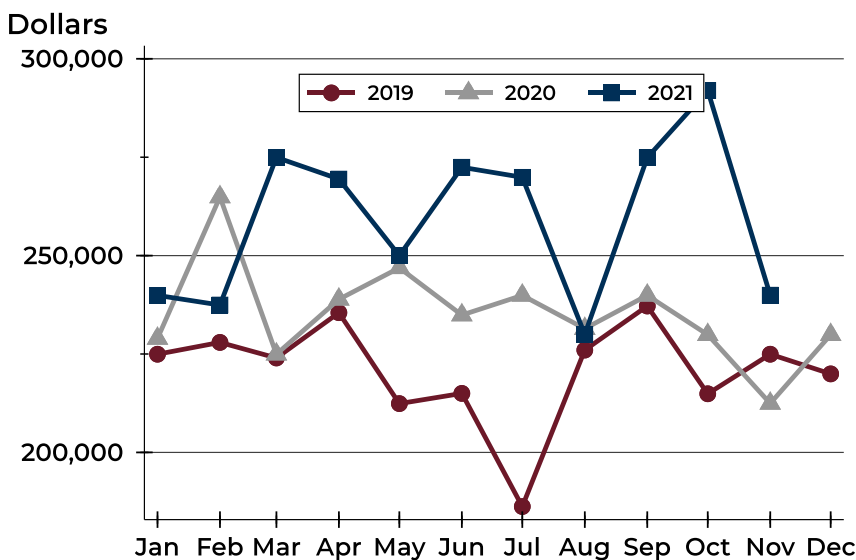
City of Lawrence New Listings Analysis

Average Price



Month	2019	2020	2021
January	271,062	275,402	271,450
February	253,519	284,009	300,975
March	251,491	249,995	314,158
April	271,345	262,107	293,463
May	253,236	276,641	296,834
June	243,938	276,994	288,542
July	206,720	259,179	297,428
August	266,719	250,273	255,916
September	289,474	284,531	304,991
October	249,298	273,711	309,703
November	241,850	243,317	272,647
December	231,896	252,416	

Median Price



Month	2019	2020	2021
January	224,950	228,950	239,900
February	227,950	264,900	237,450
March	224,000	224,950	274,950
April	235,500	238,900	269,450
May	212,400	246,900	250,000
June	215,000	234,900	272,450
July	186,250	239,900	269,900
August	226,000	231,450	230,000
September	237,200	239,900	274,900
October	214,900	229,900	291,950
November	224,950	212,450	239,950
December	219,950	229,900	



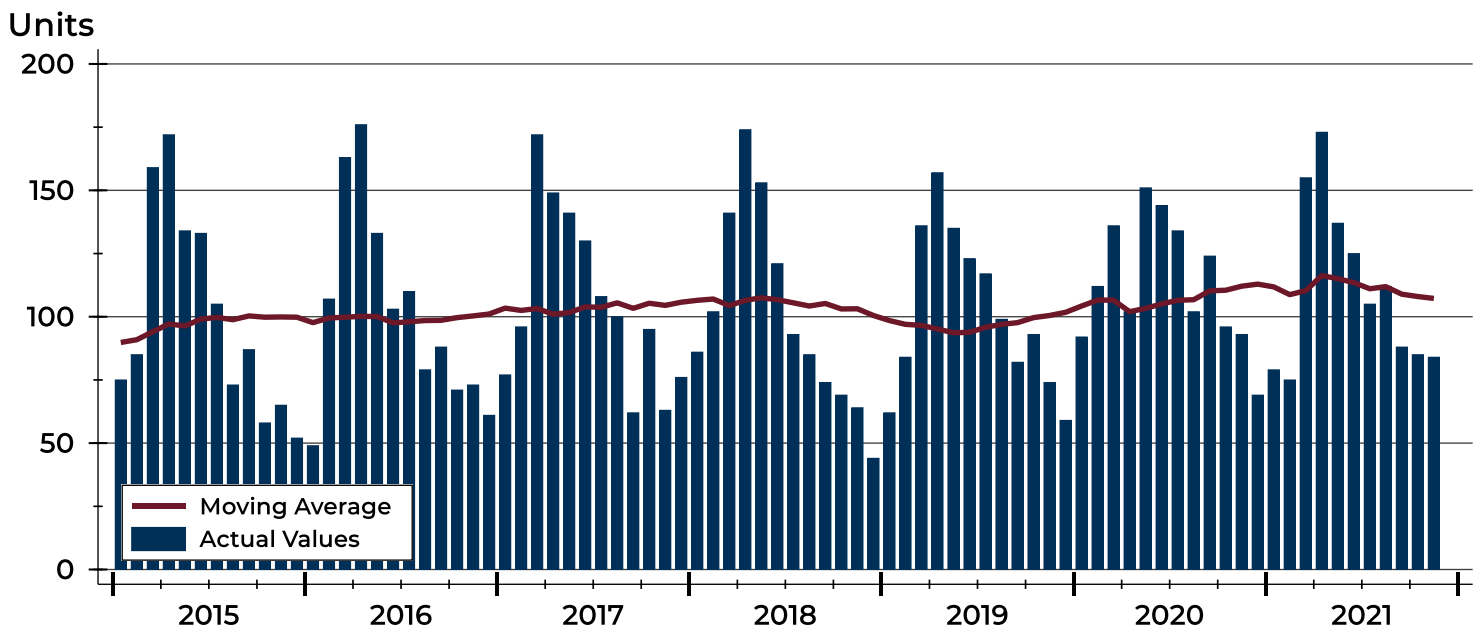
City of Lawrence Contracts Written Analysis

Summary Statistics for Contracts Written		November			Year-to-Date		
		2021	2020	Change	2021	2020	Change
Contracts Written		84	93	-9.7%	1,218	1,286	-5.3%
Volume (1,000s)		25,291	24,654	2.6%	360,852	339,473	6.3%
Average	Sale Price	301,083	265,091	13.6%	296,266	263,976	12.2%
	Days on Market	28	26	7.7%	15	32	-53.1%
	Percent of Original	98.6%	99.0%	-0.4%	100.7%	98.6%	2.1%
Median	Sale Price	249,950	242,900	2.9%	259,450	239,000	8.6%
	Days on Market	8	7	14.3%	4	6	-33.3%
	Percent of Original	100.0%	100.0%	0.0%	100.0%	100.0%	0.0%

A total of 84 contracts for sale were written in the City of Lawrence during the month of November, down from 93 in 2020. The median list price of these homes was \$249,950, up from \$242,900 the prior year.

Half of the homes that went under contract in November were on the market less than 8 days, compared to 7 days in November 2020.

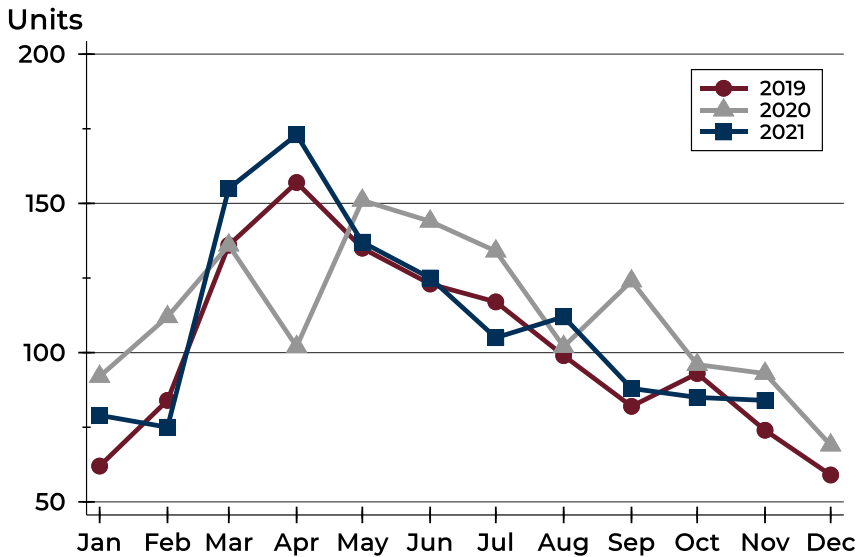
History of Contracts Written





City of Lawrence Contracts Written Analysis

Contracts Written by Month



Month	2019	2020	2021
January	62	92	79
February	84	112	75
March	136	136	155
April	157	102	173
May	135	151	137
June	123	144	125
July	117	134	105
August	99	102	112
September	82	124	88
October	93	96	85
November	74	93	84
December	59	69	

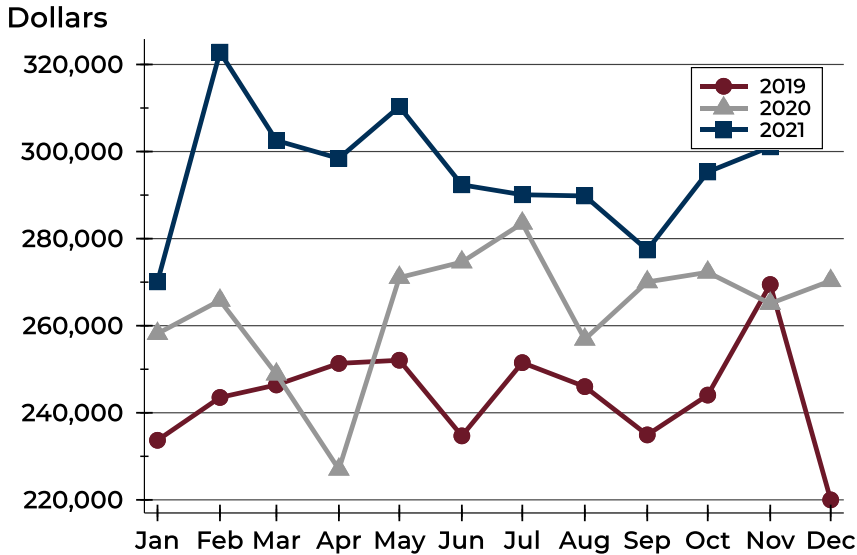
Contracts Written by Price Range

Price Range	Contracts Written		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$50,000	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$50,000-\$99,999	2	2.4%	79,000	79,000	5	5	96.1%	96.1%
\$100,000-\$149,999	13	15.5%	129,238	130,000	20	3	98.5%	100.0%
\$150,000-\$199,999	8	9.5%	185,825	187,450	25	3	99.3%	100.0%
\$200,000-\$249,999	19	22.6%	223,642	225,000	18	7	100.3%	100.0%
\$250,000-\$299,999	14	16.7%	269,150	270,000	16	9	98.3%	100.0%
\$300,000-\$349,999	7	8.3%	329,671	329,000	34	23	97.6%	100.0%
\$350,000-\$399,999	4	4.8%	363,225	361,950	43	52	96.1%	96.1%
\$400,000-\$449,999	4	4.8%	429,950	430,000	65	68	96.2%	96.8%
\$450,000-\$499,999	2	2.4%	477,450	477,450	4	4	100.0%	100.0%
\$500,000-\$599,999	4	4.8%	566,225	571,500	17	14	99.4%	100.0%
\$600,000-\$749,999	4	4.8%	636,200	637,450	45	35	95.8%	95.2%
\$750,000-\$999,999	2	2.4%	852,000	852,000	67	67	100.0%	100.0%
\$1,000,000 and up	1	1.2%	1,000,000	1,000,000	273	273	100.0%	100.0%



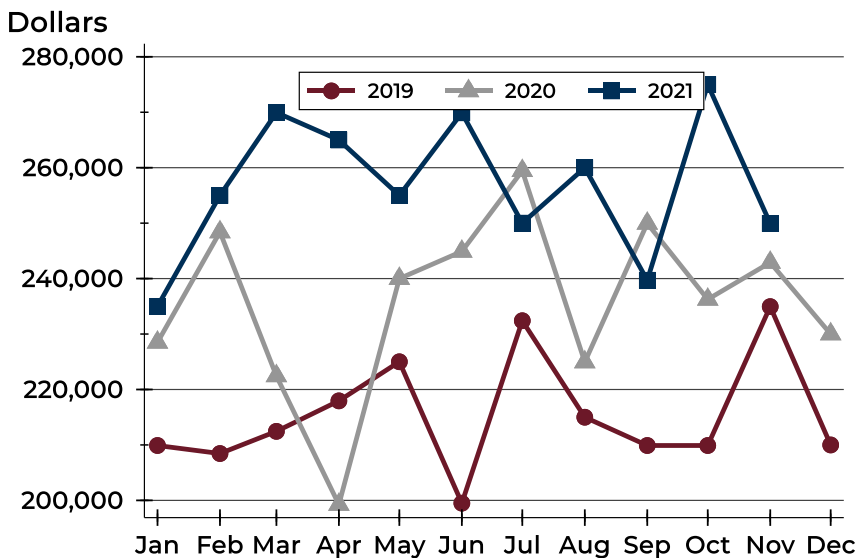
City of Lawrence Contracts Written Analysis

Average Price



Month	2019	2020	2021
January	233,686	258,187	270,075
February	243,524	265,812	322,833
March	246,402	248,864	302,547
April	251,351	227,017	298,434
May	252,072	271,062	310,322
June	234,702	274,618	292,363
July	251,518	283,526	290,084
August	246,013	256,876	289,806
September	234,923	270,058	277,396
October	244,064	272,269	295,309
November	269,458	265,091	301,083
December	220,000	270,325	

Median Price

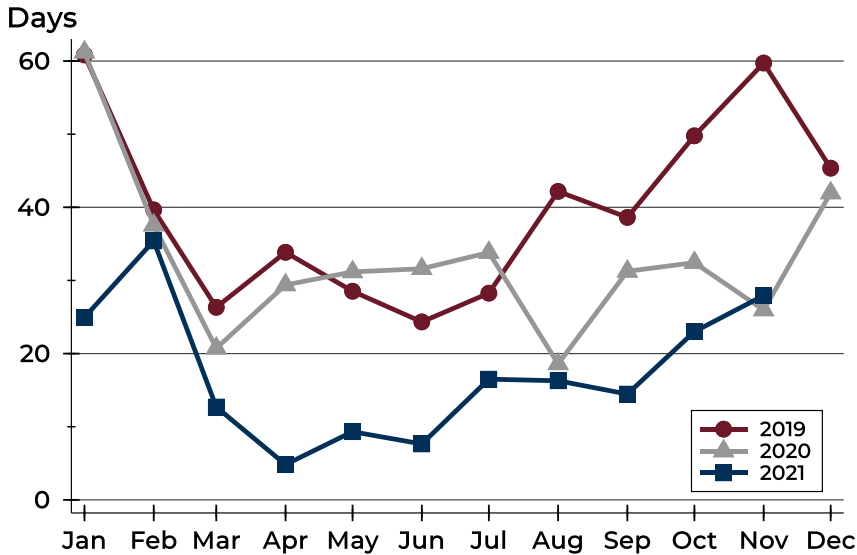


Month	2019	2020	2021
January	209,900	228,500	235,000
February	208,450	248,400	255,000
March	212,450	222,450	269,950
April	217,950	199,250	265,000
May	225,000	240,000	255,000
June	199,500	244,900	269,900
July	232,400	259,450	250,000
August	215,000	224,950	260,000
September	209,900	249,950	239,700
October	209,900	236,250	275,000
November	234,950	242,900	249,950
December	210,000	230,000	



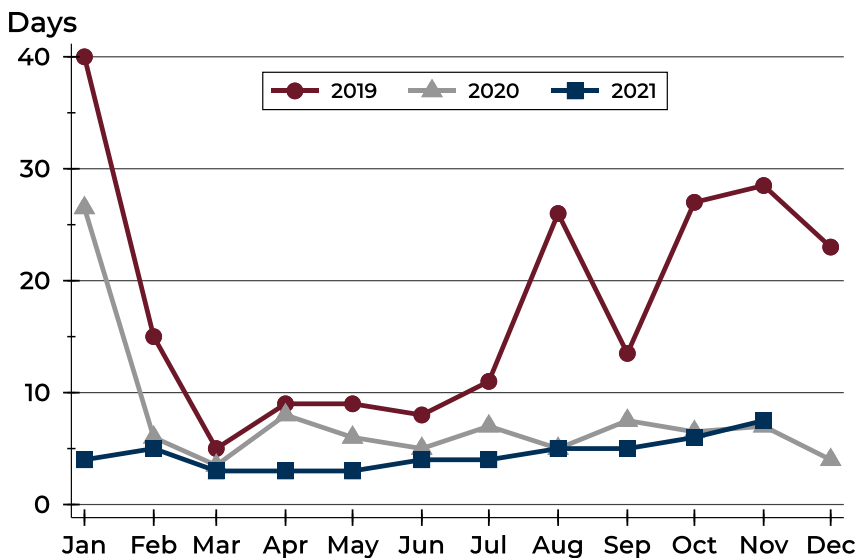
City of Lawrence Contracts Written Analysis

Average DOM



Month	2019	2020	2021
January	61	61	25
February	40	38	35
March	26	21	13
April	34	29	5
May	29	31	9
June	24	32	8
July	28	34	17
August	42	19	16
September	39	31	14
October	50	32	23
November	60	26	28
December	45	42	

Median DOM



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



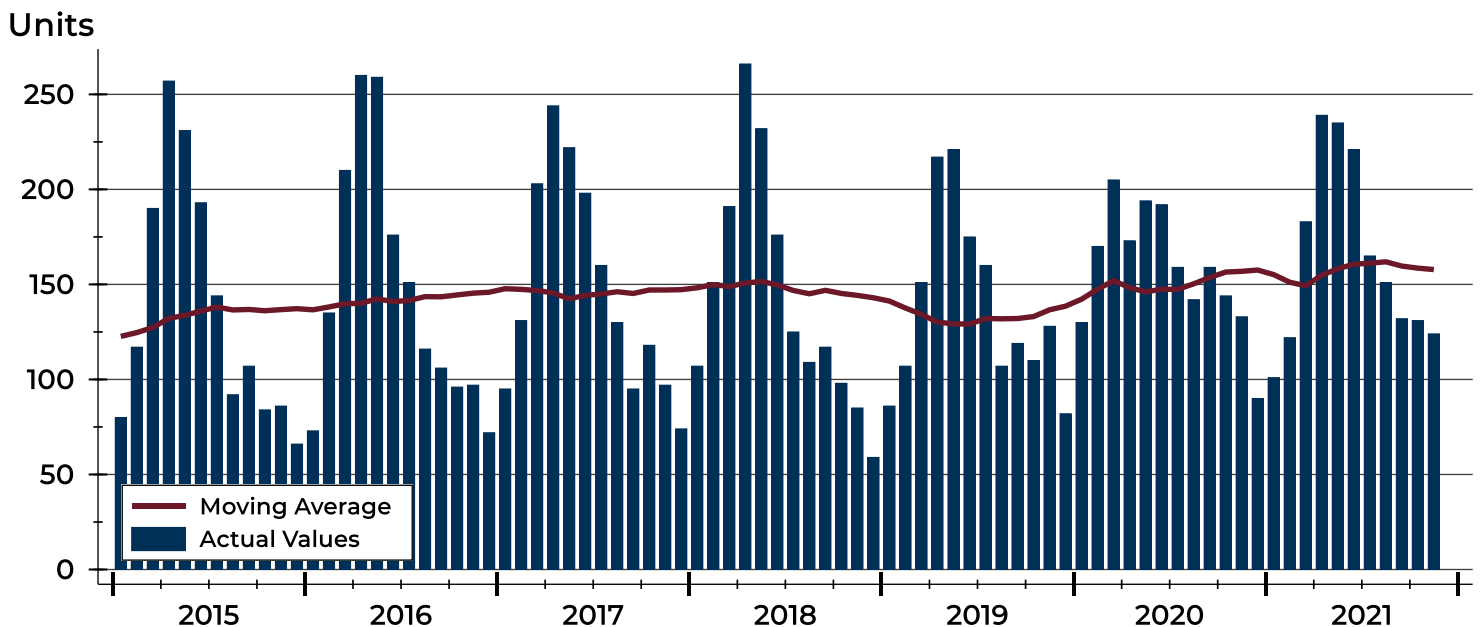
City of Lawrence Pending Contracts Analysis

Summary Statistics for Pending Contracts		End of November		
		2021	2020	Change
Pending Contracts		124	133	-6.8%
Volume (1,000s)		39,653	36,959	7.3%
Average	List Price	319,781	277,889	15.1%
	Days on Market	27	28	-3.6%
	Percent of Original	99.0%	98.9%	0.1%
Median	List Price	277,900	254,900	9.0%
	Days on Market	7	12	-41.7%
	Percent of Original	100.0%	100.0%	0.0%

A total of 124 listings in the City of Lawrence had contracts pending at the end of November, down from 133 contracts pending at the end of November 2020.

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

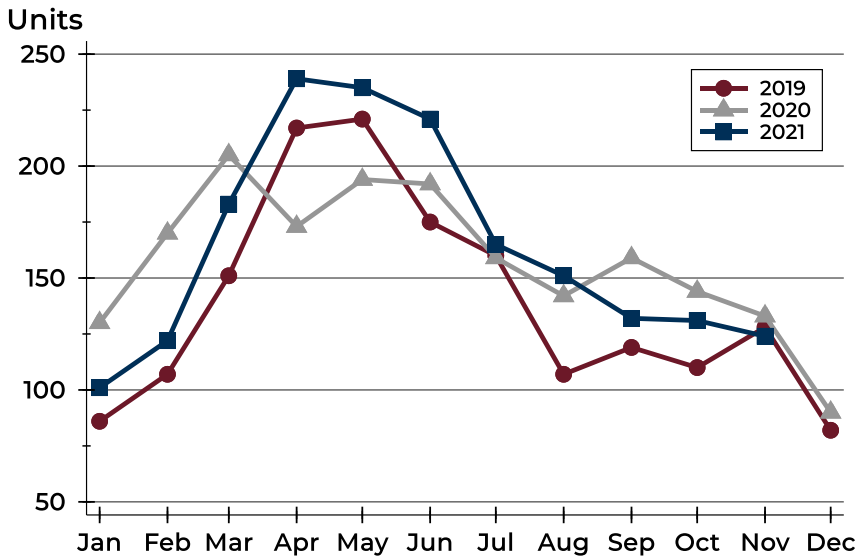
History of Pending Contracts





City of Lawrence Pending Contracts Analysis

Pending Contracts by Month



Month	2019	2020	2021
January	86	130	101
February	107	170	122
March	151	205	183
April	217	173	239
May	221	194	235
June	175	192	221
July	160	159	165
August	107	142	151
September	119	159	132
October	110	144	131
November	128	133	124
December	82	90	82

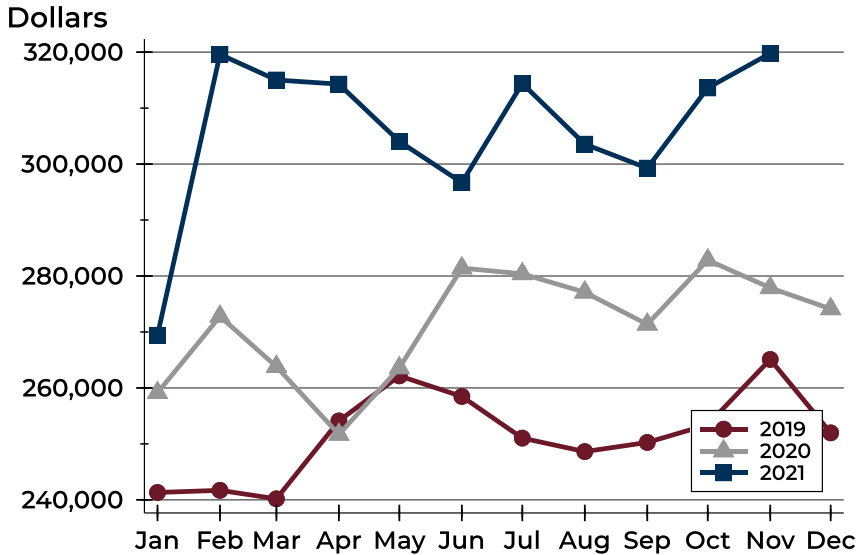
Pending Contracts by Price Range

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	1.6%	79,000	79,000	5	5	100.0%	100.0%
\$100,000-\$149,999	13	10.5%	131,158	135,000	17	5	97.9%	100.0%
\$150,000-\$199,999	14	11.3%	182,600	184,950	24	4	99.2%	100.0%
\$200,000-\$249,999	22	17.7%	225,523	225,000	20	7	99.7%	100.0%
\$250,000-\$299,999	16	12.9%	273,475	275,000	15	9	99.0%	100.0%
\$300,000-\$349,999	17	13.7%	327,839	329,000	26	4	99.1%	100.0%
\$350,000-\$399,999	9	7.3%	372,339	374,900	25	9	98.5%	100.0%
\$400,000-\$449,999	8	6.5%	427,088	428,000	40	32	98.1%	100.0%
\$450,000-\$499,999	7	5.6%	477,093	475,000	25	5	100.0%	100.0%
\$500,000-\$599,999	8	6.5%	540,866	523,500	22	2	99.7%	100.0%
\$600,000-\$749,999	5	4.0%	636,940	639,900	63	37	96.5%	95.5%
\$750,000-\$999,999	2	1.6%	852,000	852,000	67	67	100.0%	100.0%
\$1,000,000 and up	1	0.8%	1,000,000	1,000,000	273	273	100.0%	100.0%



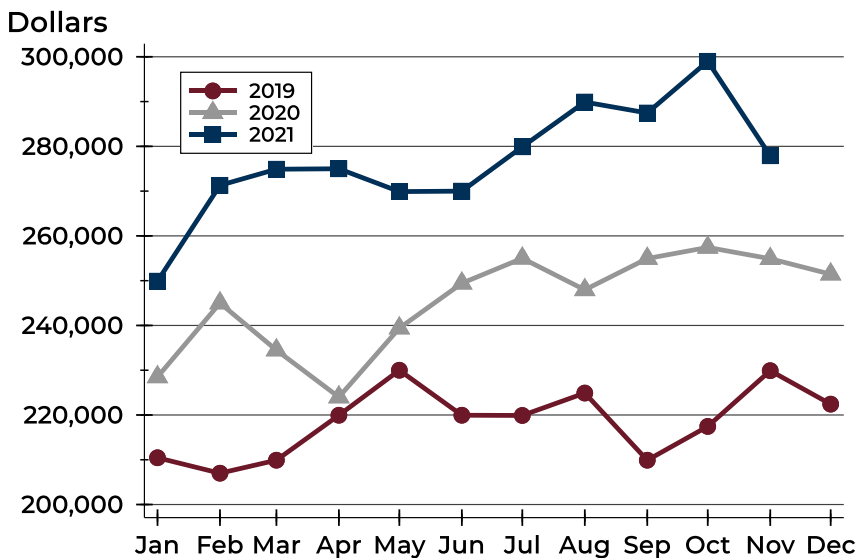
City of Lawrence Pending Contracts Analysis

Average Price



Month	2019	2020	2021
January	241,322	259,140	269,413
February	241,706	272,790	319,605
March	240,193	263,812	315,023
April	254,113	251,694	314,285
May	262,156	263,573	304,048
June	258,478	281,418	296,684
July	251,037	280,388	314,396
August	248,627	277,101	303,562
September	250,263	271,368	299,276
October	253,428	282,843	313,606
November	265,092	277,889	319,781
December	251,972	274,123	

Median Price

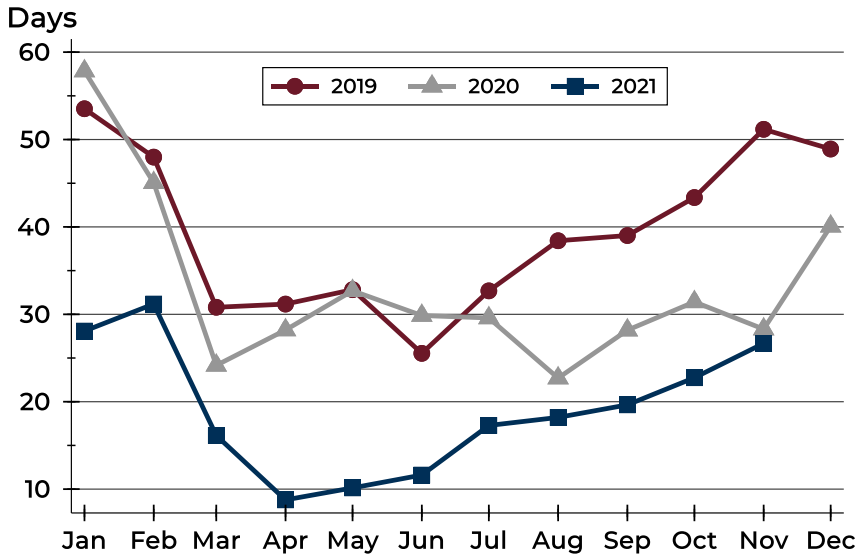


Month	2019	2020	2021
January	210,450	228,500	249,900
February	207,000	245,000	271,300
March	209,900	234,500	274,900
April	219,950	224,000	275,000
May	230,000	239,400	269,900
June	219,950	249,425	270,000
July	219,900	255,000	279,900
August	224,900	247,950	289,900
September	209,900	254,950	287,450
October	217,450	257,425	299,000
November	229,900	254,900	277,900
December	222,425	251,450	



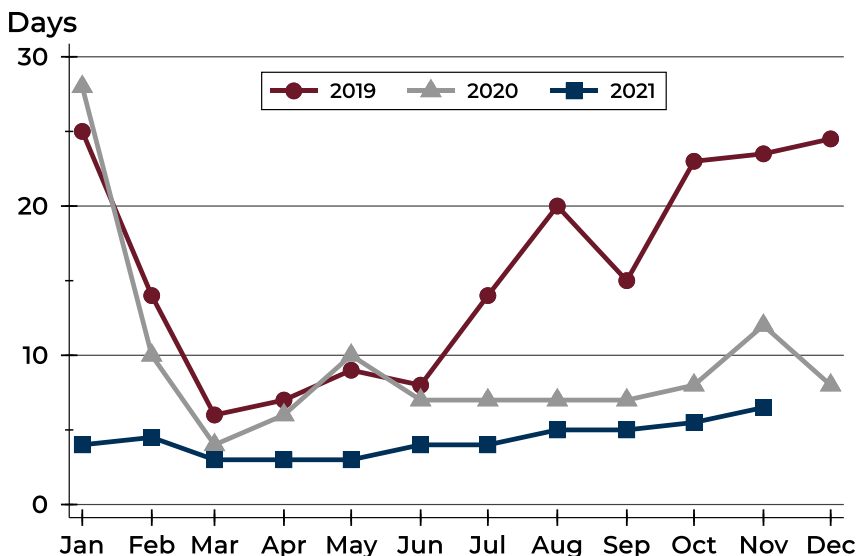
City of Lawrence Pending Contracts Analysis

Average DOM



Month	2019	2020	2021
January	54	58	28
February	48	45	31
March	31	24	16
April	31	28	9
May	33	33	10
June	26	30	12
July	33	30	17
August	38	23	18
September	39	28	20
October	43	31	23
November	51	28	27
December	49	40	

Median DOM



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