



City of Lawrence Housing Report



Market Overview

City of Lawrence Home Sales Fell in February

Total home sales in the City of Lawrence fell last month to 62 units, compared to 63 units in February 2021. Total sales volume was \$19.0 million, up from a year earlier.

The median sale price in February was \$282,500, up from \$190,000 a year earlier. Homes that sold in February were typically on the market for 5 days and sold for 100.0% of their list prices.

City of Lawrence Active Listings Up at End of February

The total number of active listings in the City of Lawrence at the end of February was 79 units, up from 72 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 February was \$379,900.

During February, a total of 69 contracts were written down from 76 in February 2021. At the end of the month, there were 102 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

February MLS Statistics Three-year History		Current Month			Year-to-Date		
		2022	2021	2020	2022	2021	2020
Home Sales		62	63	71	120	124	121
Change from prior year		-1.6%	-11.3%	36.5%	-3.2%	2.5%	22.2%
Active Listings		79	72	211	N/A	N/A	N/A
Change from prior year		9.7%	-65.9%	7.1%			
Months' Supply		0.7	0.6	2.1	N/A	N/A	N/A
Change from prior year		16.7%	-71.4%	5.0%			
New Listings		87	76	139	146	163	257
Change from prior year		14.5%	-45.3%	51.1%	-10.4%	-36.6%	40.4%
Contracts Written		69	76	112	126	155	204
Change from prior year		-9.2%	-32.1%	33.3%	-18.7%	-24.0%	39.7%
Pending Contracts		102	122	170	N/A	N/A	N/A
Change from prior year		-16.4%	-28.2%	58.9%			
Sales Volume (1,000s)		19,002	15,650	17,687	35,881	32,079	29,185
Change from prior year		21.4%	-11.5%	39.0%	11.9%	9.9%	16.9%
Average	Sale Price	306,477	248,417	249,106	299,008	258,700	241,200
	Change from prior year	23.4%	-0.3%	1.8%	15.6%	7.3%	-4.3%
	List Price of Actives	378,114	345,051	330,864	N/A	N/A	N/A
	Change from prior year	9.6%	4.3%	1.6%			
	Days on Market	24	33	58	22	36	57
Change from prior year	-27.3%	-43.1%	18.4%	-38.9%	-36.8%	5.6%	
	Percent of List	101.0%	99.2%	99.1%	99.6%	99.7%	98.7%
Change from prior year	1.8%	0.1%	0.7%	-0.1%	1.0%	0.4%	
	Percent of Original	100.4%	98.0%	97.0%	99.0%	98.7%	97.1%
Change from prior year	2.4%	1.0%	0.2%	0.3%	1.6%	0.5%	
Median	Sale Price	282,500	190,000	229,900	272,450	231,000	227,500
	Change from prior year	48.7%	-17.4%	-2.2%	17.9%	1.5%	-5.2%
	List Price of Actives	379,900	271,225	308,000	N/A	N/A	N/A
	Change from prior year	40.1%	-11.9%	2.7%			
	Days on Market	5	5	31	5	5	28
Change from prior year	0.0%	-83.9%	6.9%	0.0%	-82.1%	-31.7%	
	Percent of List	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
Change from prior year	0.0%	0.0%	1.1%	0.0%	0.0%	1.7%	
	Percent of Original	100.0%	100.0%	98.8%	100.0%	100.0%	98.9%
Change from prior year	0.0%	1.2%	1.3%	0.0%	1.1%	1.5%	

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



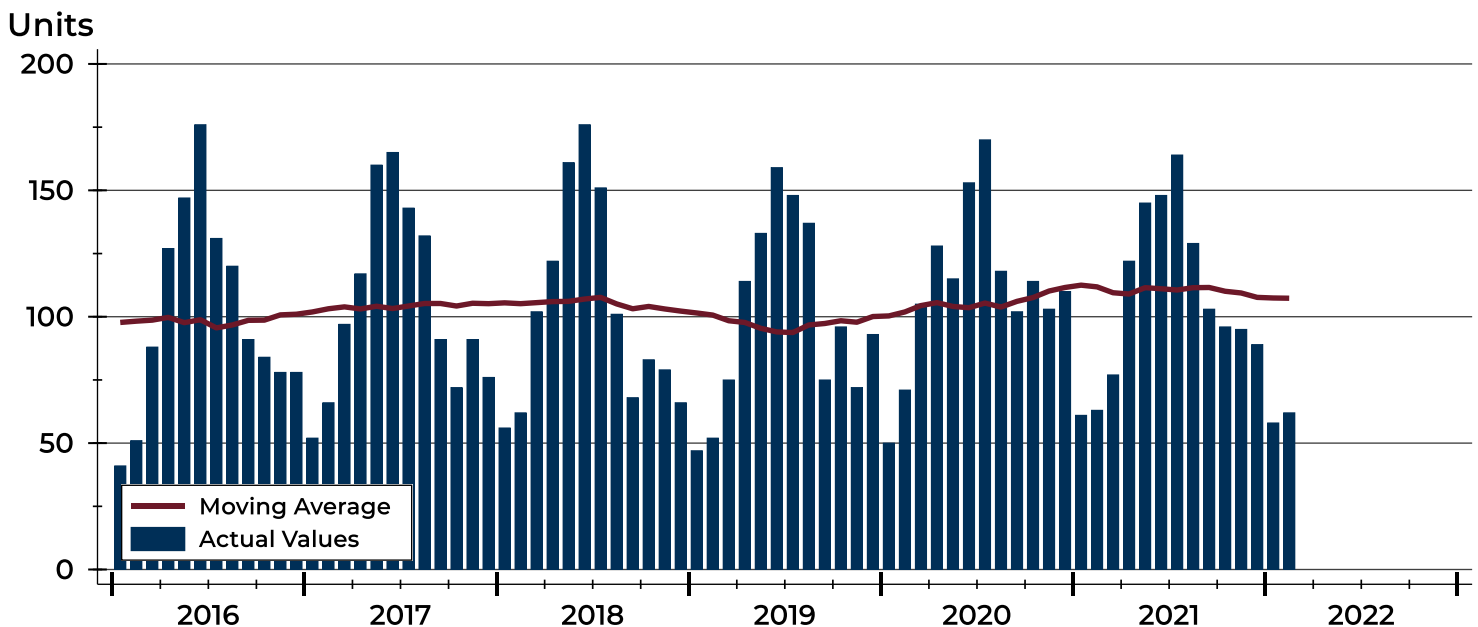
City of Lawrence Closed Listings Analysis

Summary Statistics for Closed Listings		2022	February 2021	Change	2022	Year-to-Date 2021	Change
Closed Listings		62	63	-1.6%	120	124	-3.2%
Volume (1,000s)		19,002	15,650	21.4%	35,881	32,079	11.9%
Months' Supply		0.7	0.6	16.7%	N/A	N/A	N/A
Average	Sale Price	306,477	248,417	23.4%	299,008	258,700	15.6%
	Days on Market	24	33	-27.3%	22	36	-38.9%
	Percent of List	101.0%	99.2%	1.8%	99.6%	99.7%	-0.1%
	Percent of Original	100.4%	98.0%	2.4%	99.0%	98.7%	0.3%
Median	Sale Price	282,500	190,000	48.7%	272,450	231,000	17.9%
	Days on Market	5	5	0.0%	5	5	0.0%
	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 62 homes sold in the City of Lawrence in February, down from 63 units in February 2021. Total sales volume rose to \$19.0 million compared to \$15.7 million in the previous year.

The median sales price in February was \$282,500, up 48.7% compared to the prior year. Median days on market was 5 days, up from 5 days in January, but similar to February 2021.

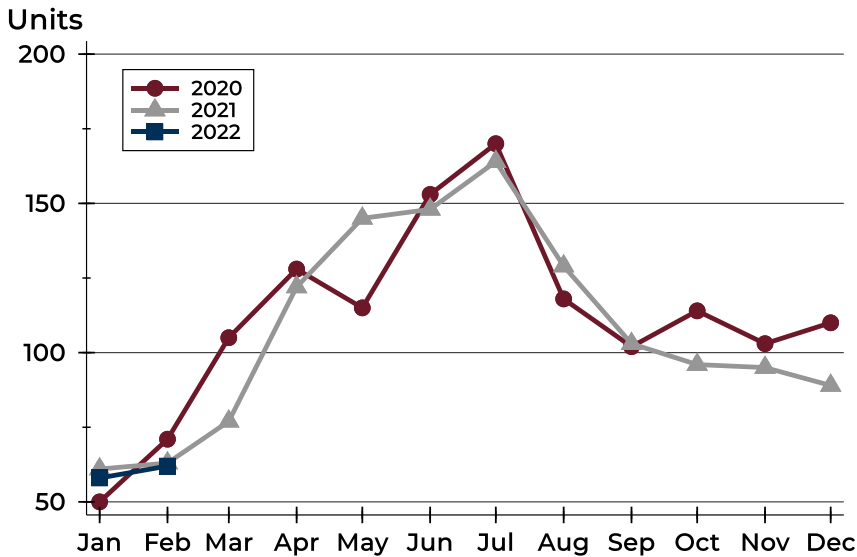
History of Closed Listings





City of Lawrence Closed Listings Analysis

Closed Listings by Month



Month	2020	2021	2022
January	50	61	58
February	71	63	62
March	105	77	
April	128	122	
May	115	145	
June	153	148	
July	170	164	
August	118	129	
September	102	103	
October	114	96	
November	103	95	
December	110	89	

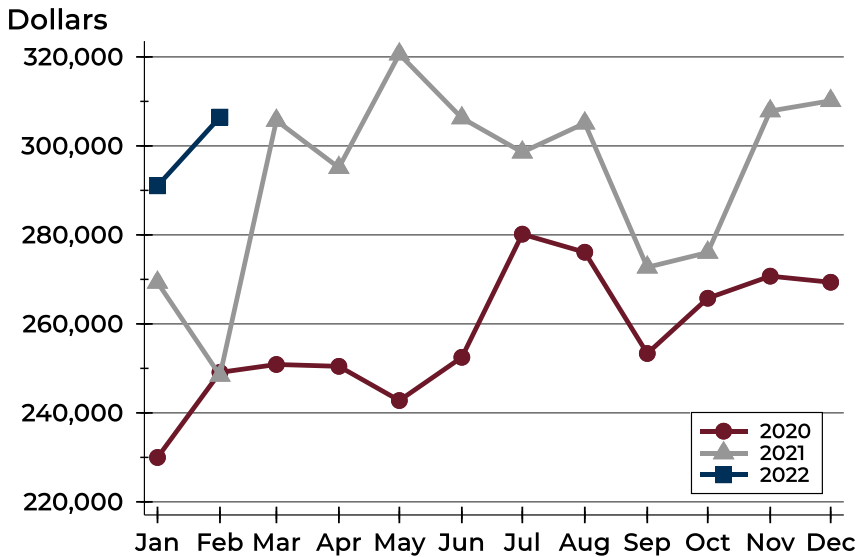
Closed Listings by Price Range

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	2	3.2%	1.5	98,750	98,750	8	8	101.0%	101.0%	101.0%	101.0%
\$100,000-\$149,999	5	8.1%	0.9	126,950	129,000	20	9	102.5%	100.9%	102.5%	100.9%
\$150,000-\$199,999	13	21.0%	0.1	176,269	175,900	15	5	98.4%	100.0%	97.7%	100.0%
\$200,000-\$249,999	8	12.9%	0.2	222,750	225,000	4	3	104.8%	104.2%	104.8%	104.2%
\$250,000-\$299,999	3	4.8%	0.2	261,000	265,000	7	5	102.0%	100.0%	102.0%	100.0%
\$300,000-\$349,999	8	12.9%	0.8	316,625	312,500	38	7	101.8%	100.5%	99.9%	100.0%
\$350,000-\$399,999	8	12.9%	1.6	368,519	363,500	54	47	99.6%	100.0%	98.2%	98.9%
\$400,000-\$449,999	4	6.5%	0.9	413,750	407,500	11	6	99.2%	100.0%	99.2%	100.0%
\$450,000-\$499,999	4	6.5%	3.4	482,206	488,600	7	1	103.2%	103.4%	103.2%	103.4%
\$500,000-\$599,999	5	8.1%	0.4	540,369	540,000	5	2	103.2%	100.0%	103.2%	100.0%
\$600,000-\$749,999	0	0.0%	3.1	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$750,000-\$999,999	2	3.2%	1.4	773,000	773,000	128	128	92.9%	92.9%	91.6%	91.6%
\$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



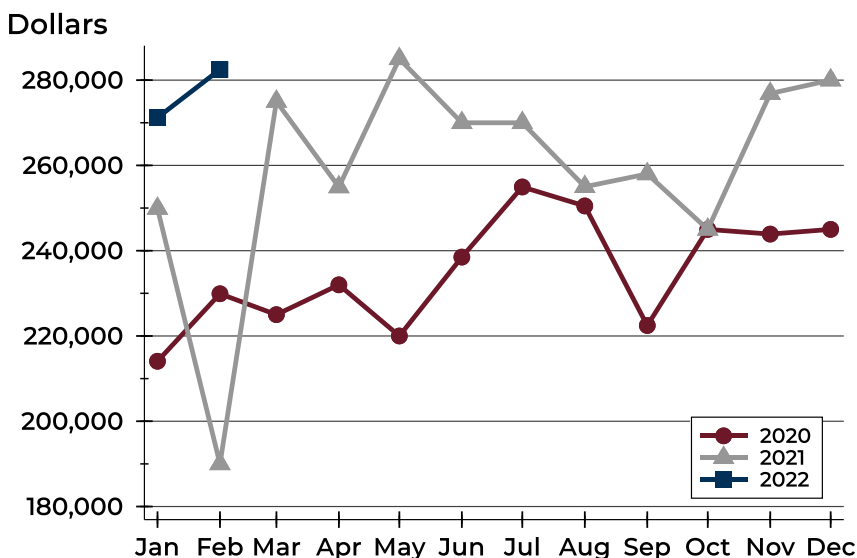
City of Lawrence Closed Listings Analysis

Average Price



Month	2020	2021	2022
January	229,973	269,320	291,023
February	249,106	248,417	306,477
March	250,879	305,705	
April	250,466	295,115	
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

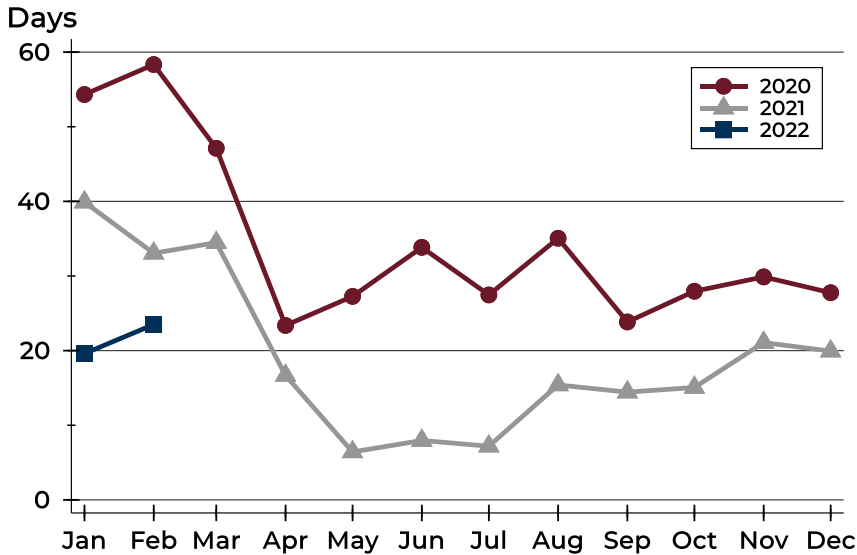


Month	2020	2021	2022
January	214,075	249,900	271,200
February	229,900	190,000	282,500
March	225,000	275,000	
April	232,000	254,950	
May	220,000	285,000	
June	238,500	270,000	
July	254,950	270,000	
August	250,500	255,000	
September	222,450	258,000	
October	245,000	245,000	
November	243,900	276,850	
December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



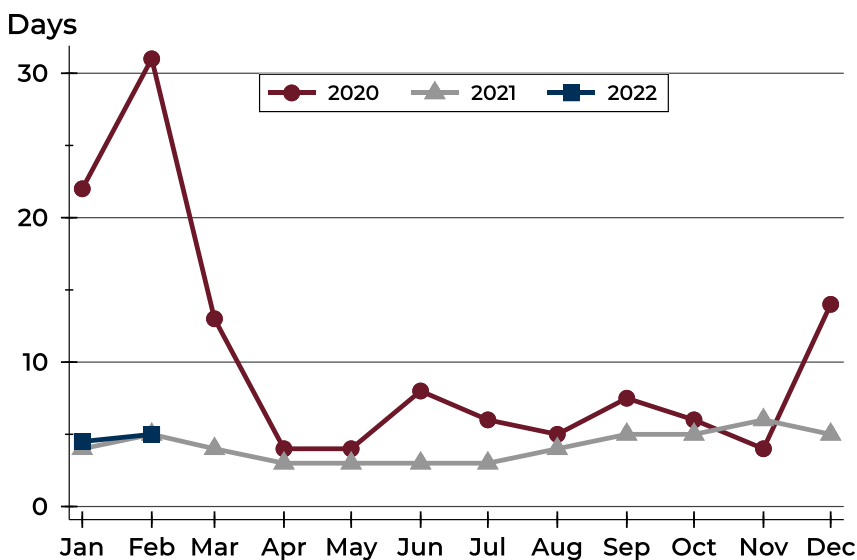
City of Lawrence Closed Listings Analysis

Average DOM



Month	2020	2021	2022
January	54	40	20
February	58	33	24
March	47	34	
April	23	17	
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	
April	4	3	
May	4	3	
June	8	3	
July	6	3	
August	5	4	
September	8	5	
October	6	5	
November	4	6	
December	14	5	



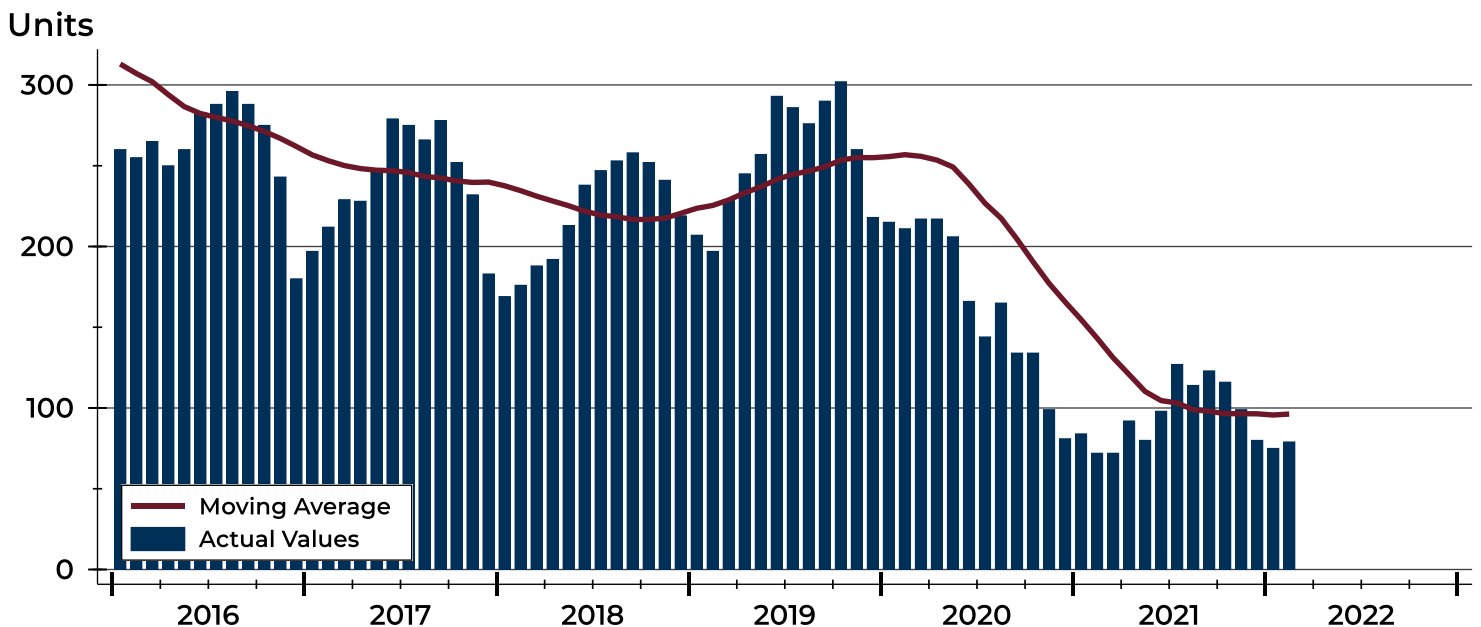
City of Lawrence Active Listings Analysis

Summary Statistics for Active Listings		2022	End of February 2021	Change
Active Listings		79	72	9.7%
Volume (1,000s)		29,871	24,844	20.2%
Months' Supply		0.7	0.6	16.7%
Average	List Price	378,114	345,051	9.6%
	Days on Market	53	57	-7.0%
	Percent of Original	98.8%	98.5%	0.3%
Median	List Price	379,900	271,225	40.1%
	Days on Market	26	29	-10.3%
	Percent of Original	100.0%	100.0%	0.0%

A total of 79 homes were available for sale in the City of Lawrence at the end of February. This represents a 0.7 months' supply of active listings.

The median list price of homes on the market at the end of February was \$379,900, up 40.1% from 2021. The typical time on market for active listings was 26 days, down from 29 days a year earlier.

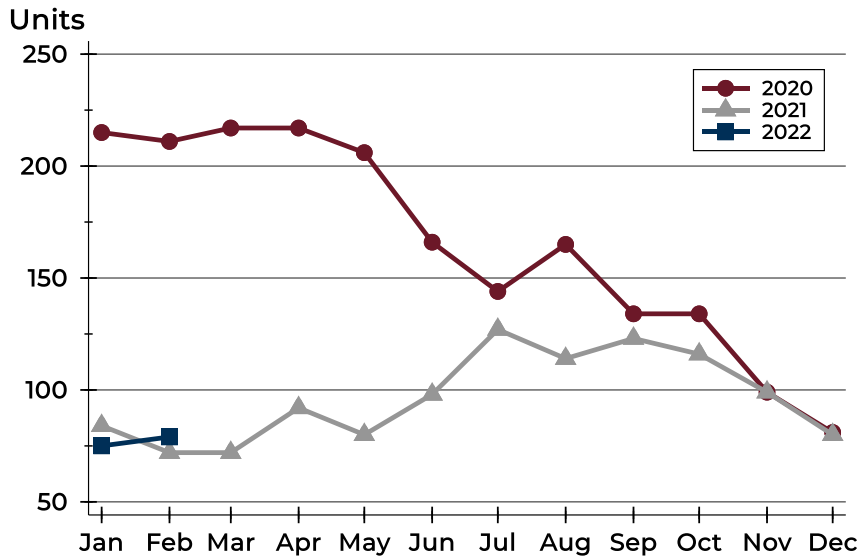
History of Active Listings





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	
April	217	92	
May	206	80	
June	166	98	
July	144	127	
August	165	114	
September	134	123	
October	134	116	
November	99	99	
December	81	80	

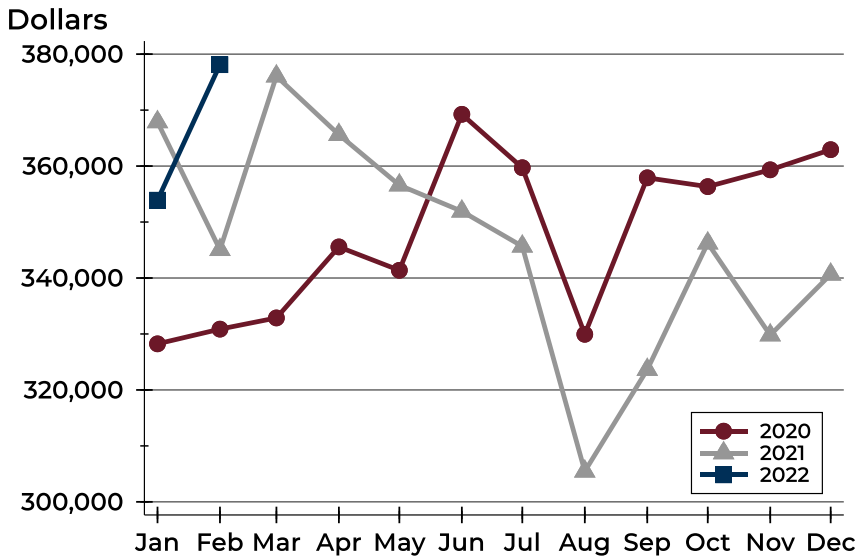
Active Listings by Price Range

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	1,088	1,095	45	3	100.0%	100.0%
\$50,000-\$99,999	4	5.1%	1.5	84,905	86,725	60	46	92.8%	99.1%
\$100,000-\$149,999	6	7.6%	0.9	128,600	127,900	42	23	94.7%	98.5%
\$150,000-\$199,999	2	2.5%	0.1	178,700	178,700	36	36	100.0%	100.0%
\$200,000-\$249,999	3	3.8%	0.2	234,100	239,900	65	74	100.4%	100.0%
\$250,000-\$299,999	3	3.8%	0.2	278,300	275,000	33	35	98.8%	100.0%
\$300,000-\$349,999	10	12.7%	0.8	335,340	340,000	31	39	99.8%	100.0%
\$350,000-\$399,999	13	16.5%	1.6	372,077	364,900	46	33	100.5%	100.0%
\$400,000-\$449,999	7	8.9%	0.9	436,543	435,000	63	81	100.8%	100.0%
\$450,000-\$499,999	18	22.8%	3.4	474,111	474,950	51	26	99.8%	100.0%
\$500,000-\$599,999	2	2.5%	0.4	561,000	561,000	24	24	100.0%	100.0%
\$600,000-\$749,999	6	7.6%	3.1	686,617	699,900	113	95	95.3%	95.1%
\$750,000-\$999,999	2	2.5%	1.4	920,000	920,000	92	92	95.2%	95.2%
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A



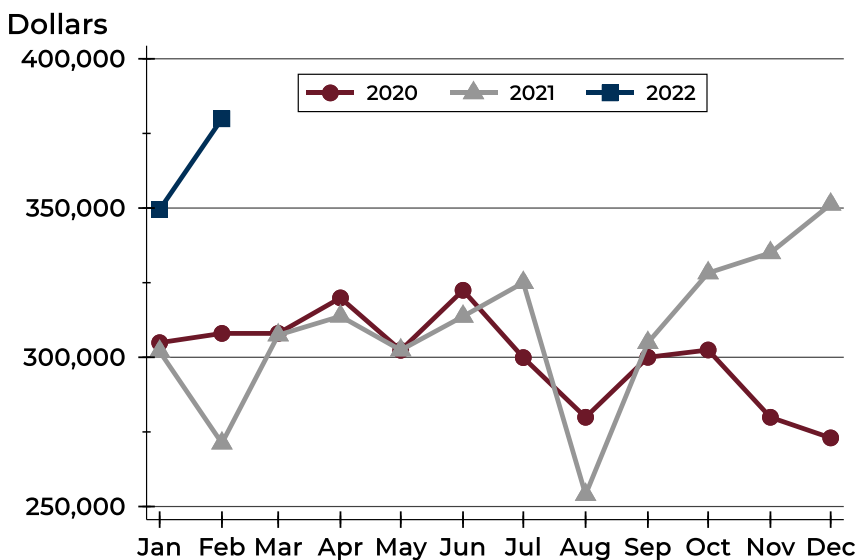
City of Lawrence Active Listings Analysis

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	
April	345,557	365,613	
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

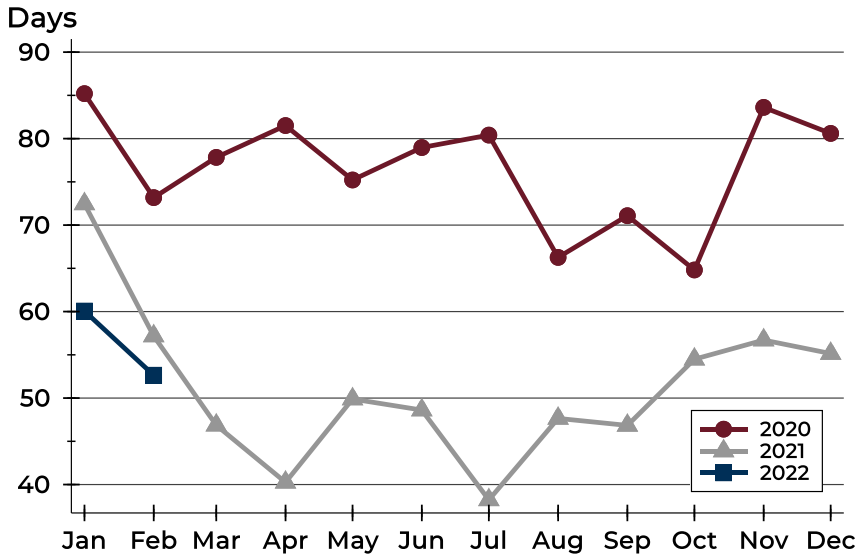


Month	2020	2021	2022
January	304,900	301,950	349,500
February	308,000	271,225	379,900
March	308,000	307,450	
April	319,900	313,750	
May	302,350	302,400	
June	322,450	313,700	
July	299,900	325,000	
August	279,900	254,000	
September	300,000	304,900	
October	302,450	328,250	
November	279,900	335,000	
December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



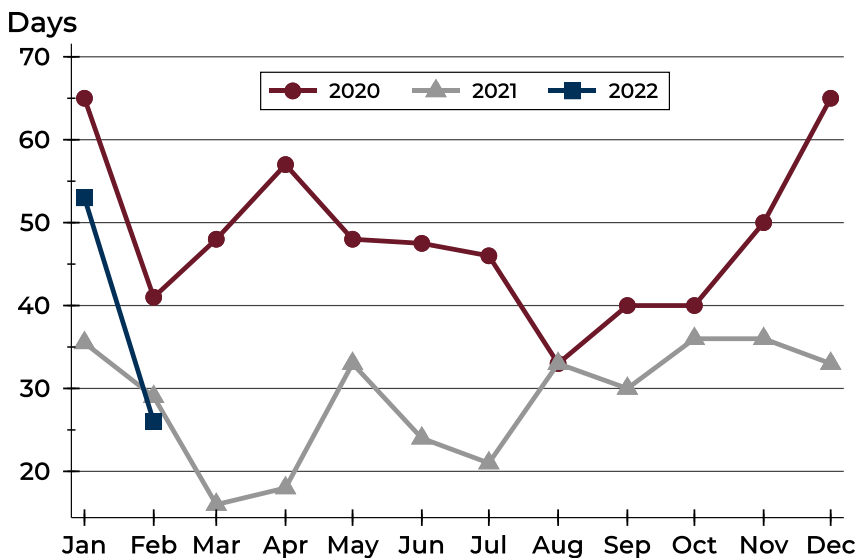
City of Lawrence Active Listings Analysis

Average DOM



Month	2020	2021	2022
January	85	72	60
February	73	57	53
March	78	47	
April	82	40	
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

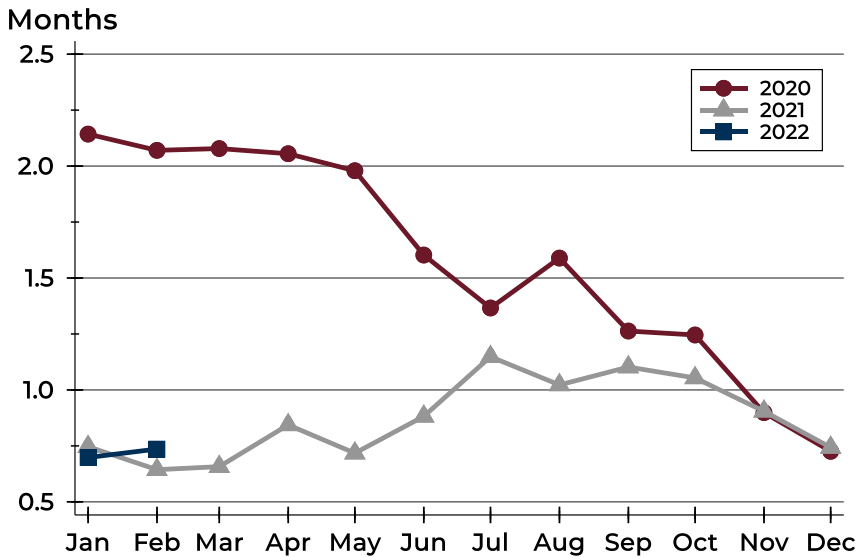


Month	2020	2021	2022
January	65	36	53
February	41	29	26
March	48	16	
April	57	18	
May	48	33	
June	48	24	
July	46	21	
August	33	33	
September	40	30	
October	40	36	
November	50	36	
December	65	33	



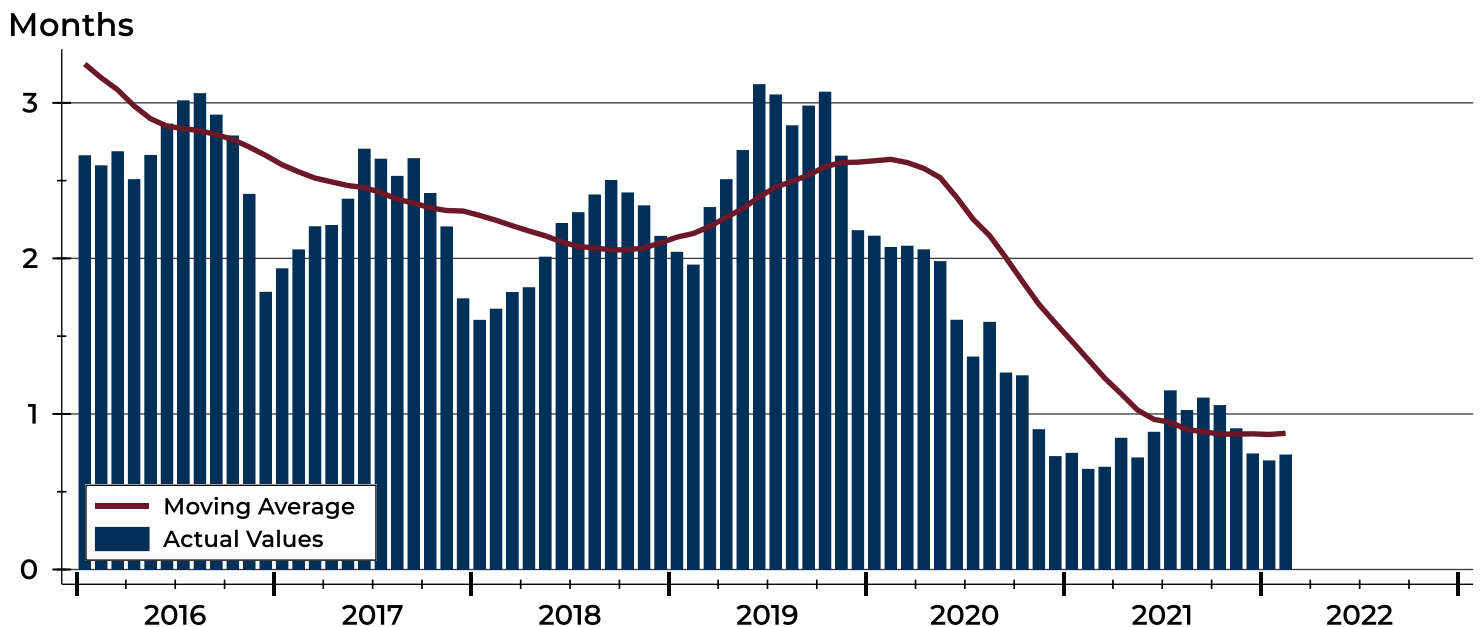
City of Lawrence Months' Supply Analysis

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	
April	2.1	0.8	
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





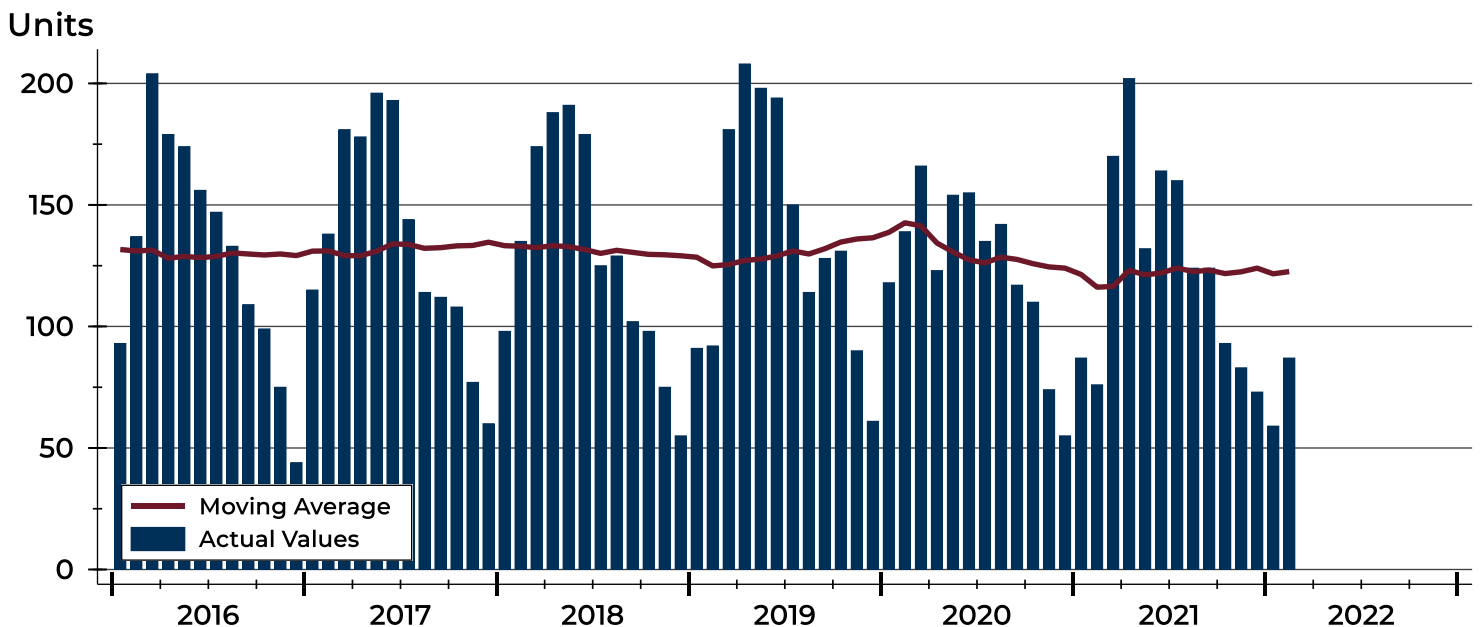
City of Lawrence New Listings Analysis

Summary Statistics for New Listings		2022	February 2021	Change
Current Month	New Listings	87	76	14.5%
	Volume (1,000s)	31,356	22,874	37.1%
	Average List Price	360,409	300,975	19.7%
	Median List Price	349,900	237,450	47.4%
Year-to-Date	New Listings	146	163	-10.4%
	Volume (1,000s)	49,644	46,490	6.8%
	Average List Price	340,030	285,216	19.2%
	Median List Price	339,900	239,900	41.7%

A total of 87 new listings were added in the City of Lawrence during February, up 14.5% from the same month in 2021. Year-to-date the City of Lawrence has seen 146 new listings.

The median list price of these homes was \$349,900 up from \$237,450 in 2021.

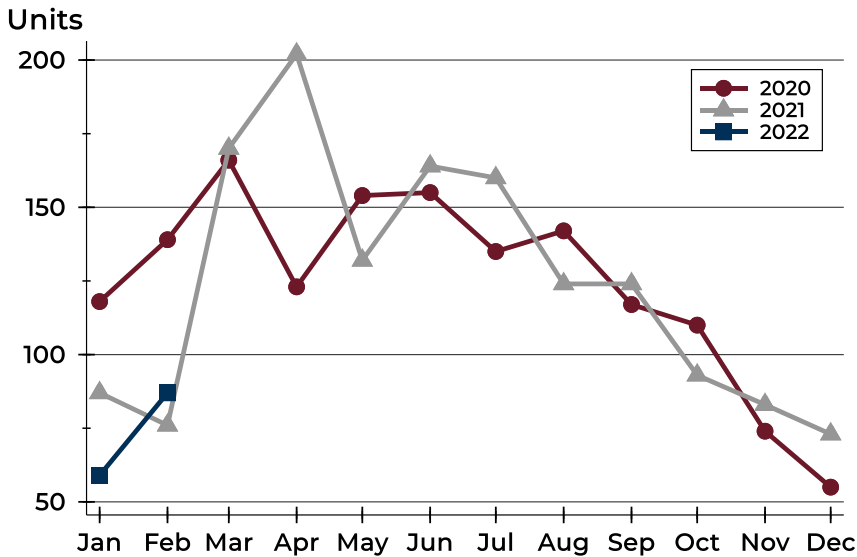
History of New Listings





City of Lawrence New Listings Analysis

New Listings by Month



Month	2020	2021	2022
January	118	87	59
February	139	76	87
March	166	170	
April	123	202	
May	154	132	
June	155	164	
July	135	160	
August	142	124	
September	117	124	
October	110	93	
November	74	83	
December	55	73	

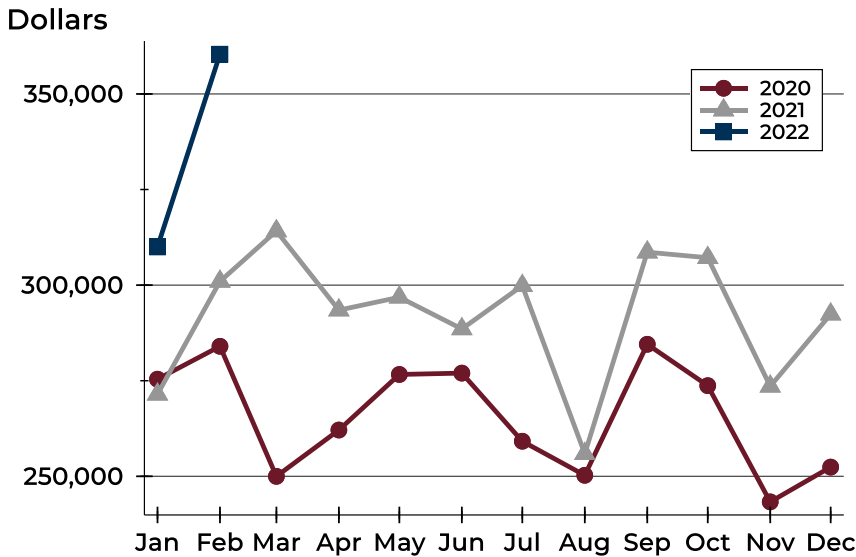
New Listings by Price Range

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	1.1%	1,400	1,400	10	10	100.0%	100.0%
\$50,000-\$99,999	1	1.1%	99,500	99,500	7	7	100.0%	100.0%
\$100,000-\$149,999	3	3.4%	128,233	139,900	6	9	100.0%	100.0%
\$150,000-\$199,999	7	8.0%	178,629	185,000	2	2	100.5%	100.0%
\$200,000-\$249,999	13	14.9%	228,023	229,900	3	3	99.7%	100.0%
\$250,000-\$299,999	9	10.3%	281,528	284,900	5	3	101.6%	100.0%
\$300,000-\$349,999	11	12.6%	336,209	339,900	8	4	99.6%	100.0%
\$350,000-\$399,999	11	12.6%	370,836	364,900	20	19	100.4%	100.0%
\$400,000-\$449,999	5	5.7%	431,740	429,900	12	15	100.7%	100.0%
\$450,000-\$499,999	14	16.1%	474,236	474,950	22	22	99.9%	100.0%
\$500,000-\$599,999	5	5.7%	551,000	550,000	14	3	100.0%	100.0%
\$600,000-\$749,999	6	6.9%	656,833	633,500	11	5	100.8%	100.0%
\$750,000-\$999,999	1	1.1%	850,000	850,000	2	2	100.0%	100.0%
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



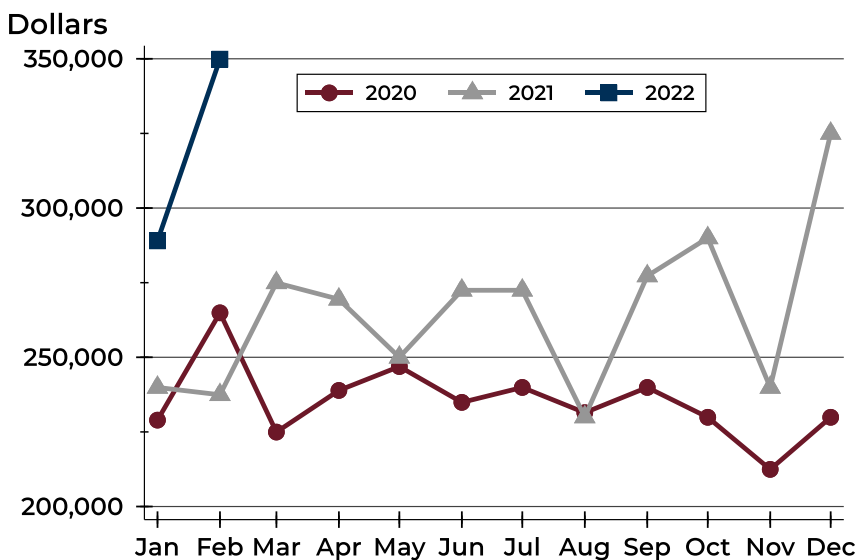
City of Lawrence New Listings Analysis

Average Price



Month	2020	2021	2022
January	275,402	271,450	309,981
February	284,009	300,975	360,409
March	249,995	314,158	
April	262,107	293,463	
May	276,641	296,834	
June	276,994	288,542	
July	259,179	299,860	
August	250,273	255,916	
September	284,531	308,619	
October	273,711	307,168	
November	243,317	273,545	
December	252,416	292,398	

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	
April	238,900	269,450	
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	



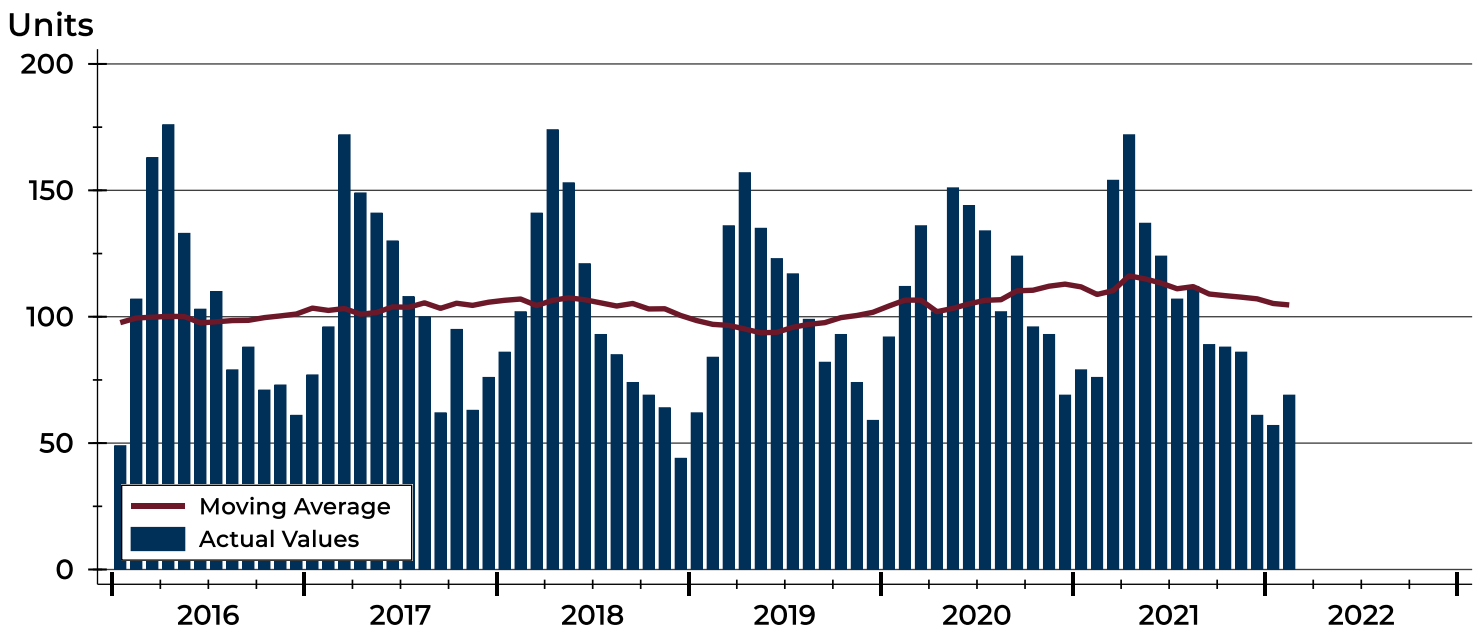
City of Lawrence Contracts Written Analysis

Summary Statistics for Contracts Written		2022	February 2021	Change	2022	Year-to-Date 2021	Change
Contracts Written		69	76	-9.2%	126	155	-18.7%
Volume (1,000s)		22,689	24,672	-8.0%	41,098	46,008	-10.7%
Average	Sale Price	328,824	324,637	1.3%	326,177	296,828	9.9%
	Days on Market	20	36	-44.4%	23	30	-23.3%
	Percent of Original	100.3%	100.5%	-0.2%	100.2%	99.5%	0.7%
Median	Sale Price	285,000	257,500	10.7%	296,700	240,000	23.6%
	Days on Market	4	5	-20.0%	5	4	25.0%
	Percent of Original	100.0%	100.0%	0.0%	100.0%	100.0%	0.0%

A total of 69 contracts for sale were written in the City of Lawrence during the month of February, down from 76 in 2021. The median list price of these homes was \$285,000, up from \$257,500 the prior year.

Half of the homes that went under contract in February were on the market less than 4 days, compared to 5 days in February 2021.

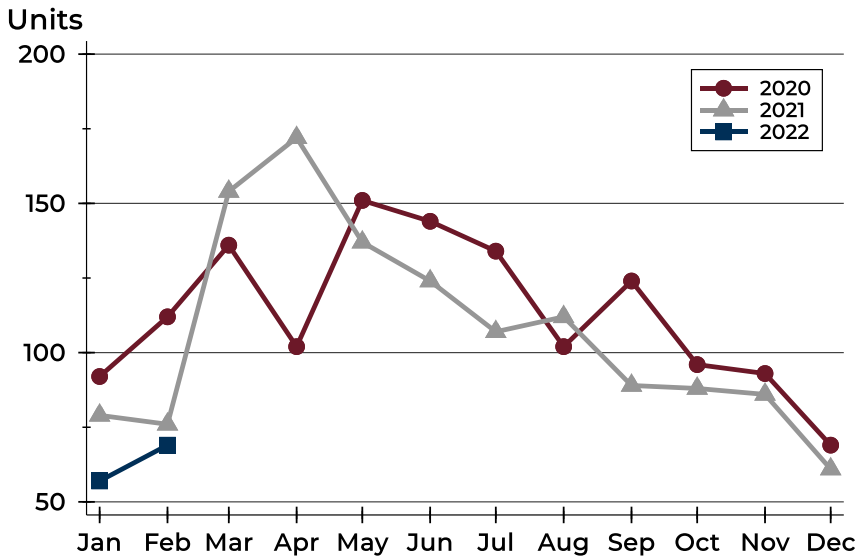
History of Contracts Written





City of Lawrence Contracts Written Analysis

Contracts Written by Month



Month	2020	2021	2022
January	92	79	57
February	112	76	69
March	136	154	
April	102	172	
May	151	137	
June	144	124	
July	134	107	
August	102	112	
September	124	89	
October	96	88	
November	93	86	
December	69	61	

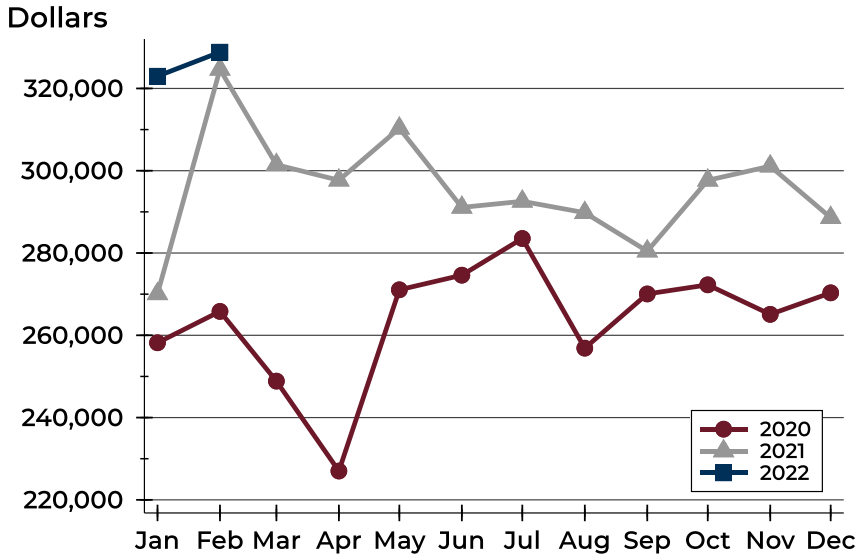
Contracts Written by Price Range

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	1.4%	99,500	99,500	7	7	100.0%	100.0%
\$100,000-\$149,999	4	5.8%	127,425	132,450	5	6	103.0%	100.0%
\$150,000-\$199,999	10	14.5%	175,880	177,950	31	3	100.3%	100.0%
\$200,000-\$249,999	12	17.4%	227,867	227,450	3	3	100.0%	100.0%
\$250,000-\$299,999	10	14.5%	278,375	277,500	11	4	101.5%	100.0%
\$300,000-\$349,999	11	15.9%	336,964	339,900	11	4	99.1%	100.0%
\$350,000-\$399,999	7	10.1%	378,514	384,900	42	9	99.9%	100.0%
\$400,000-\$449,999	3	4.3%	432,933	429,900	17	6	100.0%	100.0%
\$450,000-\$499,999	3	4.3%	467,567	474,900	57	33	100.0%	100.0%
\$500,000-\$599,999	3	4.3%	551,667	535,000	29	2	100.0%	100.0%
\$600,000-\$749,999	3	4.3%	655,333	640,000	4	4	101.6%	100.2%
\$750,000-\$999,999	1	1.4%	850,000	850,000	2	2	100.0%	100.0%
\$1,000,000 and up	1	1.4%	1,274,000	1,274,000	134	134	98.1%	98.1%



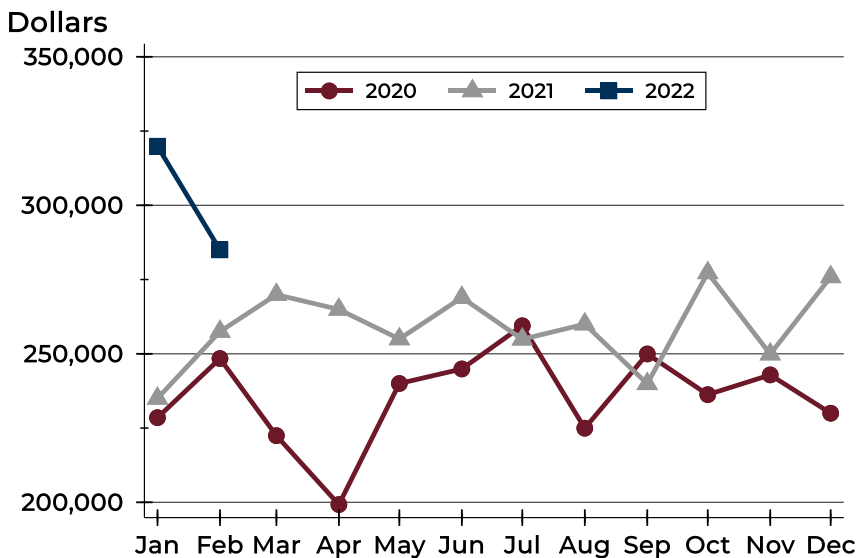
City of Lawrence Contracts Written Analysis

Average Price



Month	2020	2021	2022
January	258,187	270,075	322,974
February	265,812	324,637	328,824
March	248,864	301,464	
April	227,017	297,692	
May	271,062	310,322	
June	274,618	291,092	
July	283,526	292,569	
August	256,876	289,806	
September	270,058	280,458	
October	272,269	297,672	
November	265,091	301,109	
December	270,325	288,603	

Median Price

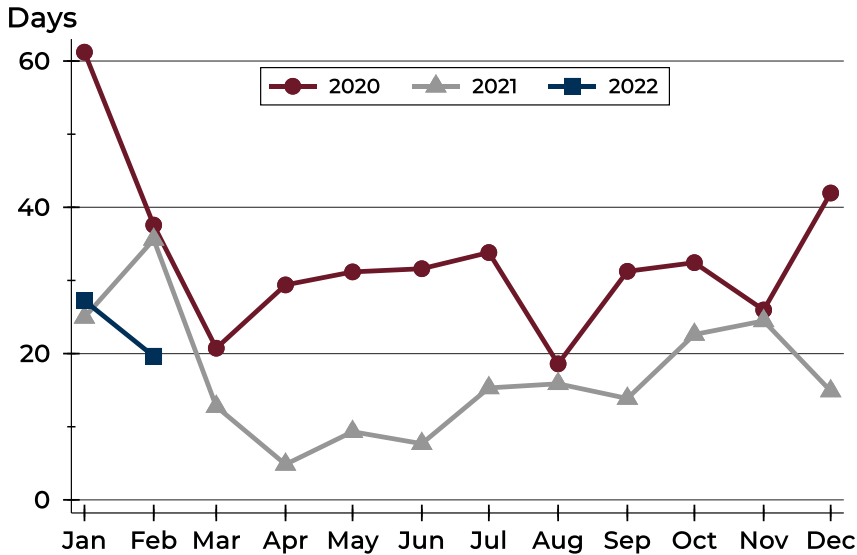


Month	2020	2021	2022
January	228,500	235,000	319,900
February	248,400	257,500	285,000
March	222,450	269,925	
April	199,250	264,950	
May	240,000	255,000	
June	244,900	268,950	
July	259,450	254,900	
August	224,950	260,000	
September	249,950	239,900	
October	236,250	277,250	
November	242,900	249,900	
December	230,000	275,900	



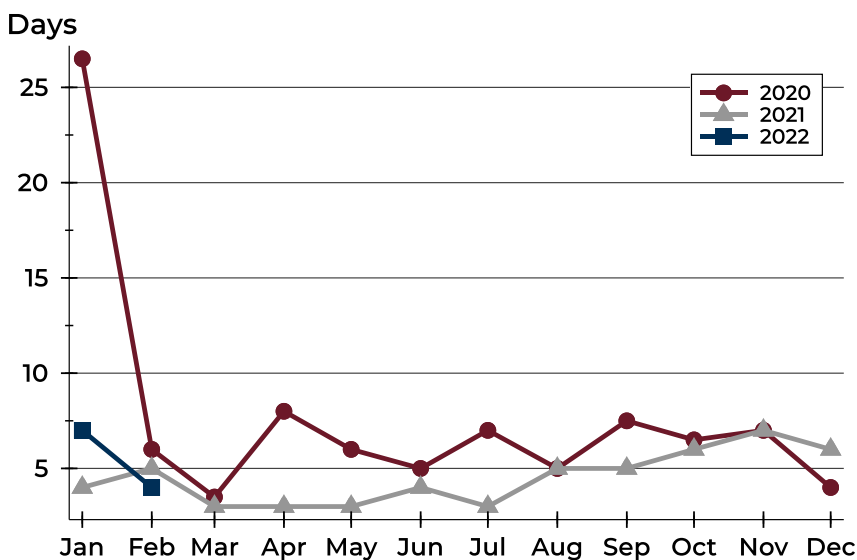
City of Lawrence Contracts Written Analysis

Average DOM



Month	2020	2021	2022
January	61	25	27
February	38	36	20
March	21	13	
April	29	5	
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	7
February	6	5	4
March	4	3	
April	8	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	



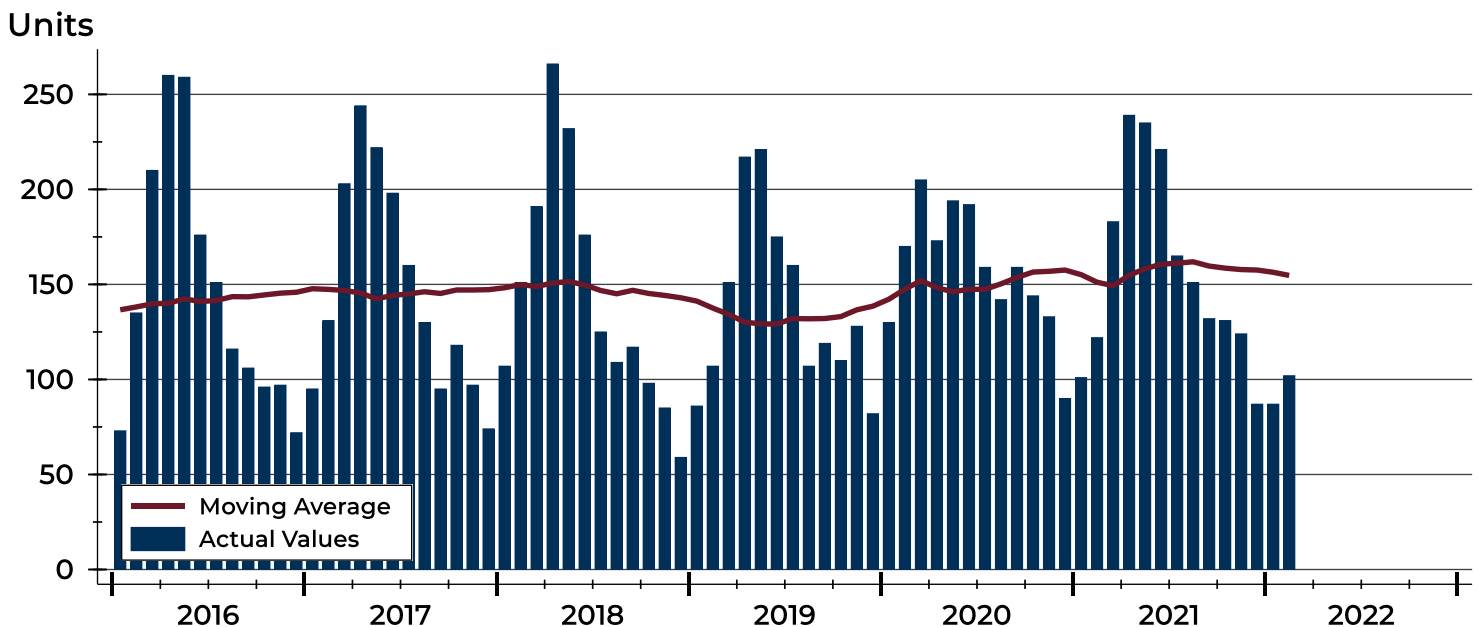
City of Lawrence Pending Contracts Analysis

Summary Statistics for Pending Contracts		End of February		
		2022	2021	Change
Pending Contracts		102	122	-16.4%
Volume (1,000s)		35,689	38,992	-8.5%
Average	List Price	349,894	319,605	9.5%
	Days on Market	22	31	-29.0%
	Percent of Original	99.6%	99.6%	0.0%
Median	List Price	339,450	271,300	25.1%
	Days on Market	5	5	0.0%
	Percent of Original	100.0%	100.0%	0.0%

A total of 102 listings in the City of Lawrence had contracts pending at the end of February, down from 122 contracts pending at the end of February 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.

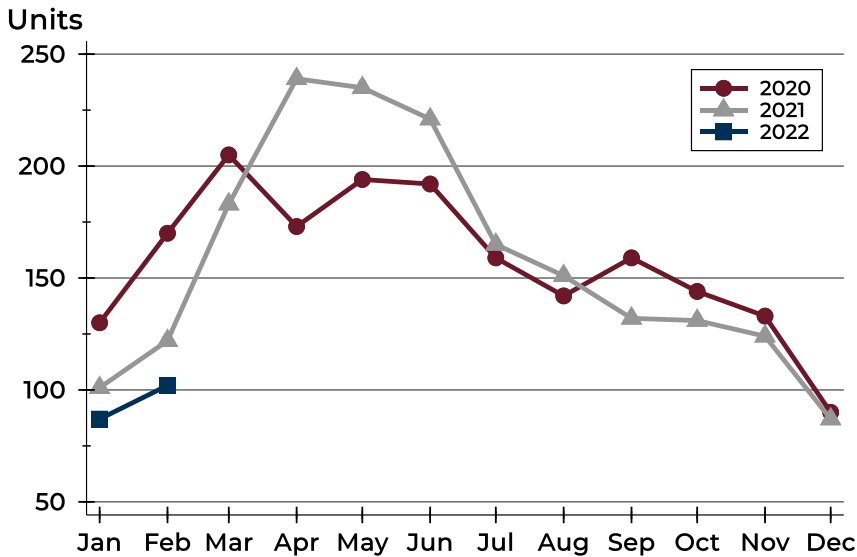
History of Pending Contracts





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	
April	173	239	
May	194	235	
June	192	221	
July	159	165	
August	142	151	
September	159	132	
October	144	131	
November	133	124	
December	90	87	

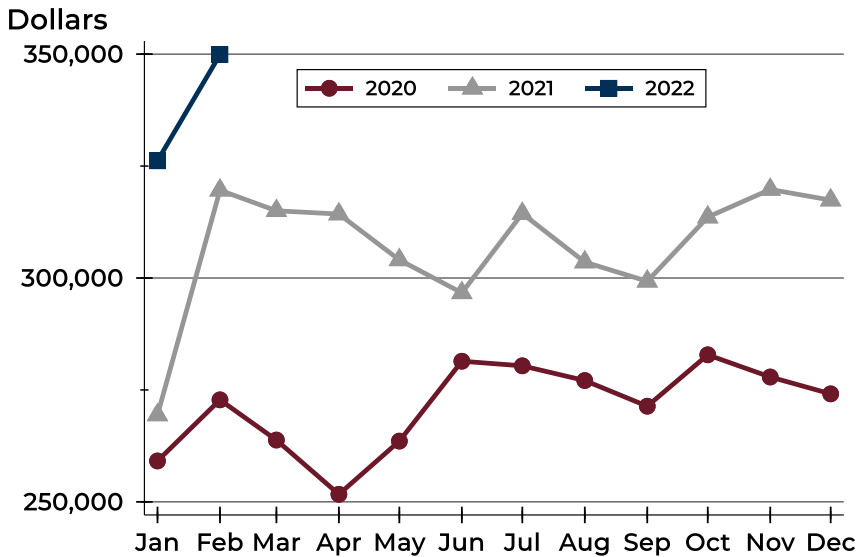
Pending Contracts by Price Range

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	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$100,000-\$149,999	4	3.9%	125,938	124,450	33	10	96.8%	100.0%
\$150,000-\$199,999	15	14.7%	178,973	179,900	35	7	99.7%	100.0%
\$200,000-\$249,999	14	13.7%	225,307	225,000	3	3	99.4%	100.0%
\$250,000-\$299,999	13	12.7%	279,081	280,000	11	4	100.0%	100.0%
\$300,000-\$349,999	15	14.7%	339,327	343,200	11	4	99.4%	100.0%
\$350,000-\$399,999	10	9.8%	374,910	377,500	27	16	99.5%	100.0%
\$400,000-\$449,999	9	8.8%	428,744	429,900	18	6	100.0%	100.0%
\$450,000-\$499,999	9	8.8%	469,222	460,000	50	33	100.0%	100.0%
\$500,000-\$599,999	6	5.9%	526,338	523,500	34	17	100.0%	100.0%
\$600,000-\$749,999	3	2.9%	655,333	640,000	4	4	101.6%	100.0%
\$750,000-\$999,999	3	2.9%	799,933	779,900	10	2	99.2%	100.0%
\$1,000,000 and up	1	1.0%	1,274,000	1,274,000	134	134	98.1%	98.1%



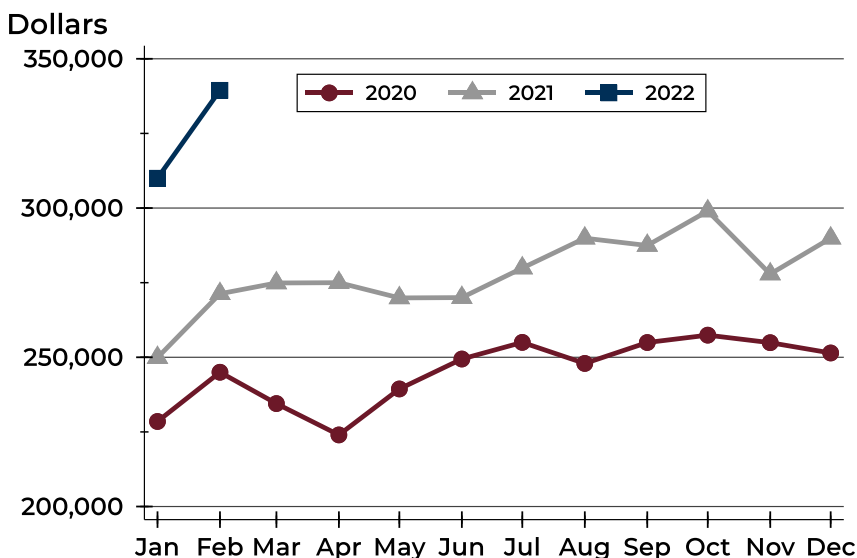
City of Lawrence Pending Contracts Analysis

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	
April	251,694	314,285	
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

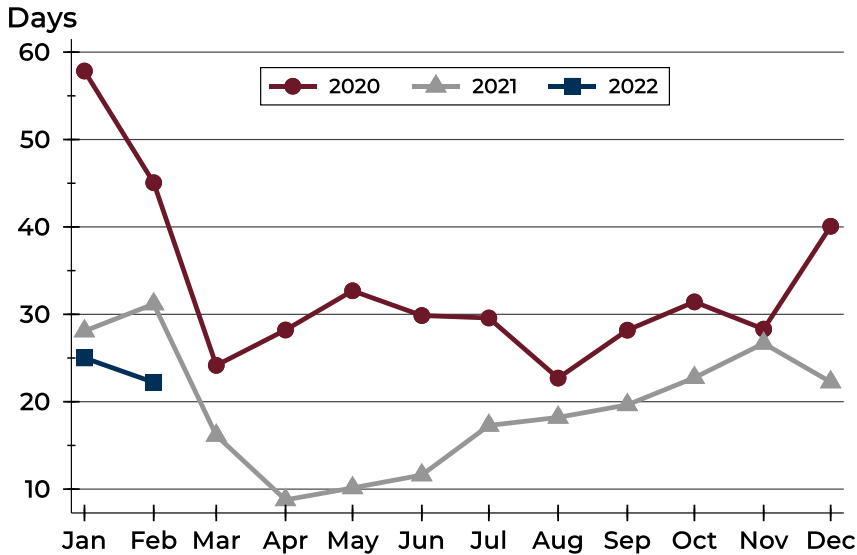


Month	2020	2021	2022
January	228,500	249,900	310,000
February	245,000	271,300	339,450
March	234,500	274,900	
April	224,000	275,000	
May	239,400	269,900	
June	249,425	270,000	
July	255,000	279,900	
August	247,950	289,900	
September	254,950	287,450	
October	257,425	299,000	
November	254,900	277,900	
December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



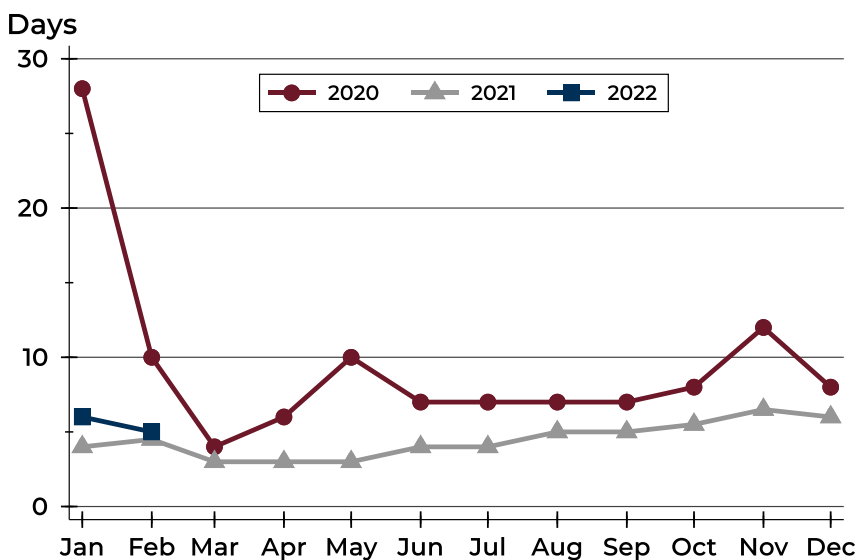
City of Lawrence Pending Contracts Analysis

Average DOM



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