



**July
2022**

Lawrence MLS Statistics



LAWRENCE
Board of REALTORS®

City of Lawrence Housing Report



Market Overview

City of Lawrence Home Sales Fell in July

Total home sales in the City of Lawrence fell last month to 133 units, compared to 164 units in July 2021. Total sales volume was \$42.3 million, down from a year earlier.

The median sale price in July was \$285,000, up from \$270,000 a year earlier. Homes that sold in July were typically on the market for 4 days and sold for 101.2% of their list prices.

City of Lawrence Active Listings Up at End of July

The total number of active listings in the City of Lawrence at the end of July was 144 units, up from 127 at the same point in 2021. This represents a 1.4 months' supply of homes available for sale. The median list price of homes on the market at the end of July was \$350,000.

During July, a total of 100 contracts were written down from 106 in July 2021. At the end of the month, there were 124 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



**July
2022**

Lawrence MLS Statistics



LAWRENCE
Board of REALTORS®

City of Lawrence Summary Statistics

July MLS Statistics Three-year History		Current Month			Year-to-Date		
		2022	2021	2020	2022	2021	2020
Home Sales		133	164	170	703	780	792
Change from prior year		-18.9%	-3.5%	14.9%	-9.9%	-1.5%	8.8%
Active Listings		144	127	144	N/A	N/A	N/A
Change from prior year		13.4%	-11.8%	-49.7%			
Months' Supply		1.4	1.1	1.4	N/A	N/A	N/A
Change from prior year		27.3%	-21.4%	-54.8%			
New Listings		140	160	135	897	991	990
Change from prior year		-12.5%	18.5%	-10.0%	-9.5%	0.1%	-11.1%
Contracts Written		100	106	134	732	848	871
Change from prior year		-5.7%	-20.9%	14.5%	-13.7%	-2.6%	7.0%
Pending Contracts		124	165	159	N/A	N/A	N/A
Change from prior year		-24.8%	3.8%	-0.6%			
Sales Volume (1,000s)		42,324	48,966	47,628	232,532	232,406	201,765
Change from prior year		-13.6%	2.8%	32.5%	0.1%	15.2%	14.5%
Average	Sale Price	318,229	298,573	280,164	330,771	297,957	254,754
	Change from prior year	6.6%	6.6%	15.3%	11.0%	17.0%	5.3%
	List Price of Actives	370,614	345,664	359,709	N/A	N/A	N/A
	Change from prior year	7.2%	-3.9%	17.3%			
	Days on Market	13	7	27	14	16	35
Change from prior year	85.7%	-74.1%	3.8%	-12.5%	-54.3%	2.9%	
Percent of List	102.3%	102.5%	100.0%	102.8%	102.1%	99.4%	
Change from prior year	-0.2%	2.5%	1.3%	0.7%	2.7%	0.4%	
Percent of Original	101.6%	102.3%	99.2%	102.4%	101.7%	98.3%	
Change from prior year	-0.7%	3.1%	2.0%	0.7%	3.5%	0.3%	
Median	Sale Price	285,000	270,000	254,950	297,500	265,000	231,750
	Change from prior year	5.6%	5.9%	18.1%	12.3%	14.3%	8.1%
	List Price of Actives	350,000	325,000	299,900	N/A	N/A	N/A
	Change from prior year	7.7%	8.4%	11.1%			
	Days on Market	4	3	6	4	3	7
Change from prior year	33.3%	-50.0%	-14.3%	33.3%	-57.1%	-30.0%	
Percent of List	101.2%	101.3%	100.0%	100.4%	100.1%	100.0%	
Change from prior year	-0.1%	1.3%	0.0%	0.3%	0.1%	0.0%	
Percent of Original	101.0%	101.4%	100.0%	100.2%	100.1%	100.0%	
Change from prior year	-0.4%	1.4%	1.1%	0.1%	0.1%	0.0%	

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



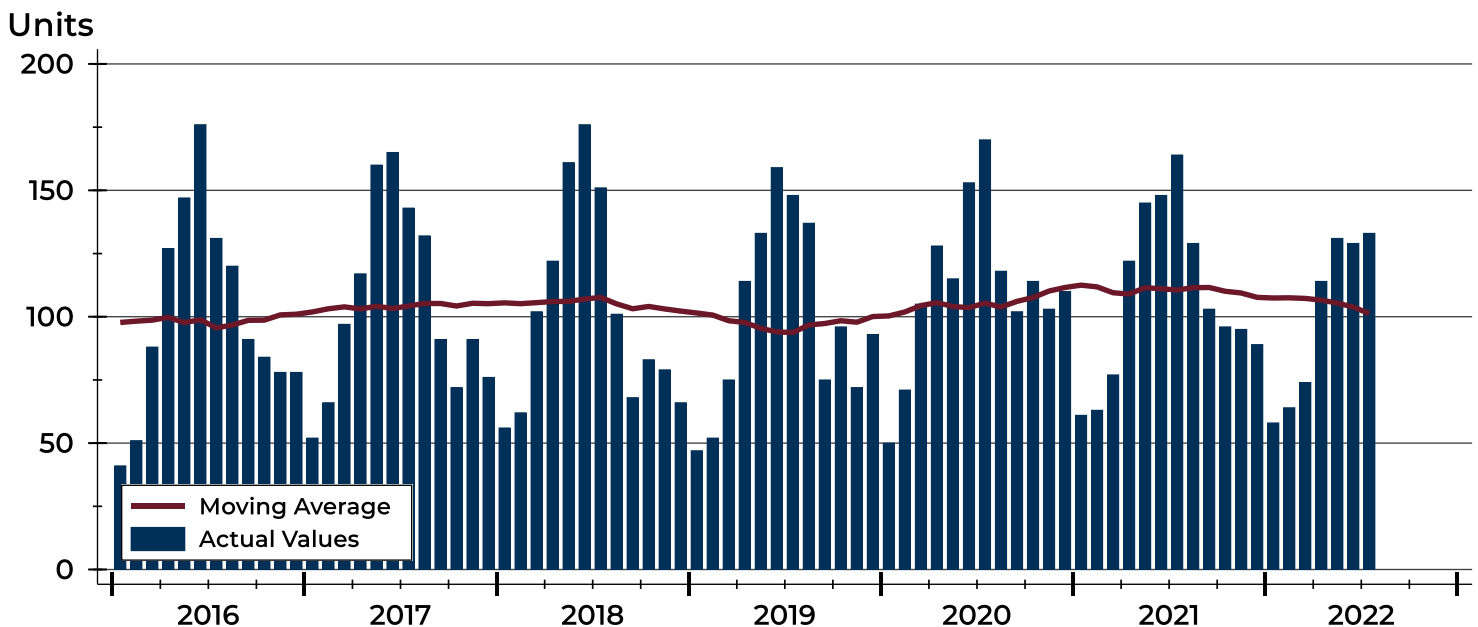
City of Lawrence Closed Listings Analysis

Summary Statistics for Closed Listings		2022	July 2021	Change	2022	Year-to-Date 2021	Change
Closed Listings		133	164	-18.9%	703	780	-9.9%
Volume (1,000s)		42,324	48,966	-13.6%	232,532	232,406	0.1%
Months' Supply		1.4	1.1	27.3%	N/A	N/A	N/A
Average	Sale Price	318,229	298,573	6.6%	330,771	297,957	11.0%
	Days on Market	13	7	85.7%	14	16	-12.5%
	Percent of List	102.3%	102.5%	-0.2%	102.8%	102.1%	0.7%
	Percent of Original	101.6%	102.3%	-0.7%	102.4%	101.7%	0.7%
Median	Sale Price	285,000	270,000	5.6%	297,500	265,000	12.3%
	Days on Market	4	3	33.3%	4	3	33.3%
	Percent of List	101.2%	101.3%	-0.1%	100.4%	100.1%	0.3%
	Percent of Original	101.0%	101.4%	-0.4%	100.2%	100.1%	0.1%

A total of 133 homes sold in the City of Lawrence in July, down from 164 units in July 2021. Total sales volume fell to \$42.3 million compared to \$49.0 million in the previous year.

The median sales price in July was \$285,000, up 5.6% compared to the prior year. Median days on market was 4 days, up from 3 days in June, and up from 3 in July 2021.

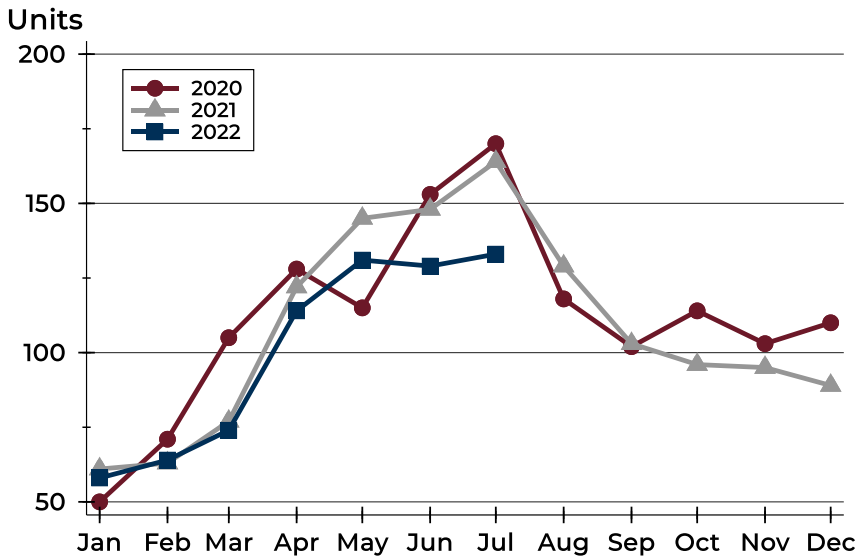
History of Closed Listings





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	131
June	153	148	129
July	170	164	133
August	118	129	
September	102	103	
October	114	96	
November	103	95	
December	110	89	

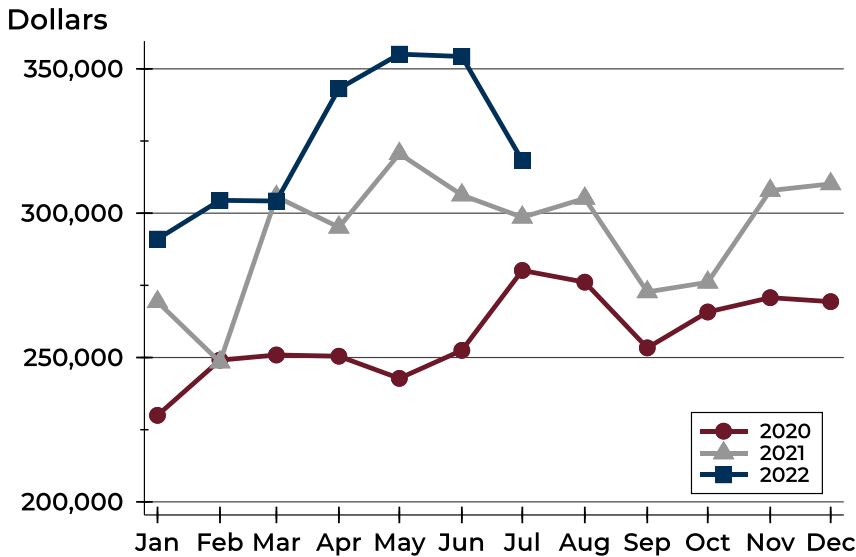
Closed Listings by Price Range

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	0	0.0%	2.2	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$100,000-\$149,999	6	4.5%	1.2	118,875	113,125	13	14	99.4%	100.5%	96.4%	99.0%
\$150,000-\$199,999	13	9.8%	0.5	182,792	185,000	10	5	100.9%	100.0%	100.6%	100.0%
\$200,000-\$249,999	28	21.1%	0.7	221,755	220,500	5	3	103.2%	100.9%	103.3%	102.0%
\$250,000-\$299,999	26	19.5%	1.0	271,458	270,000	5	3	103.3%	103.4%	102.6%	103.1%
\$300,000-\$349,999	21	15.8%	1.4	319,293	315,000	15	5	103.9%	103.1%	102.3%	103.1%
\$350,000-\$399,999	10	7.5%	1.5	372,150	372,500	10	4	101.4%	102.5%	101.6%	101.3%
\$400,000-\$449,999	8	6.0%	2.5	420,938	420,250	8	4	100.4%	100.7%	99.7%	100.7%
\$450,000-\$499,999	7	5.3%	1.7	478,271	475,000	42	29	99.7%	100.0%	99.7%	100.0%
\$500,000-\$599,999	8	6.0%	2.7	560,556	553,725	11	7	103.3%	104.9%	103.3%	104.9%
\$600,000-\$749,999	4	3.0%	3.4	652,500	646,000	30	17	101.2%	101.3%	101.2%	101.3%
\$750,000-\$999,999	2	1.5%	1.5	865,700	865,700	123	123	94.0%	94.0%	89.7%	89.7%
\$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



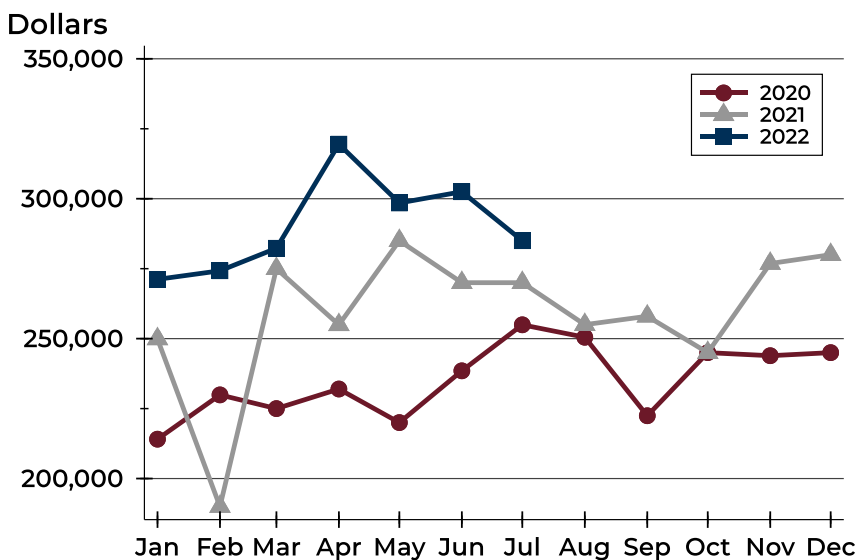
City of Lawrence Closed Listings Analysis

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	355,088
June	252,488	306,274	354,276
July	280,164	298,573	318,229
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

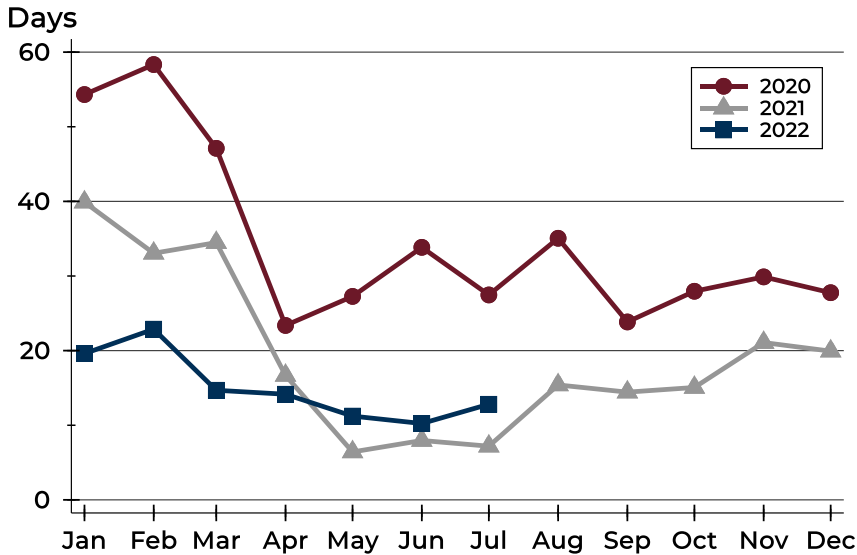


Month	2020	2021	2022
January	214,075	249,900	271,200
February	229,900	190,000	274,250
March	225,000	275,000	282,300
April	232,000	254,950	319,500
May	220,000	285,000	298,485
June	238,500	270,000	302,500
July	254,950	270,000	285,000
August	250,500	255,000	
September	222,450	258,000	
October	245,000	245,000	
November	243,900	276,850	
December	245,000	280,000	



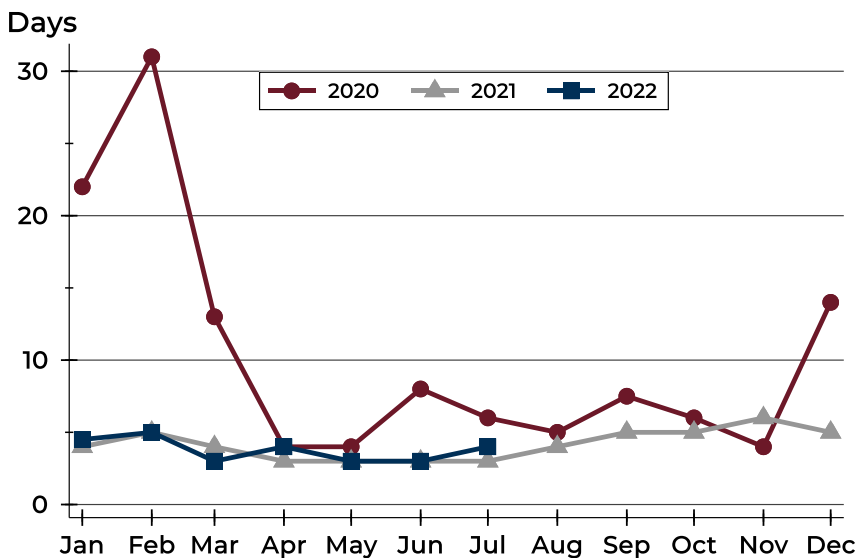
City of Lawrence Closed Listings Analysis

Average DOM



Month	2020	2021	2022
January	54	40	20
February	58	33	23
March	47	34	15
April	23	17	14
May	27	6	11
June	34	8	10
July	27	7	13
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	3
June	8	3	3
July	6	3	4
August	5	4	
September	8	5	
October	6	5	
November	4	6	
December	14	5	



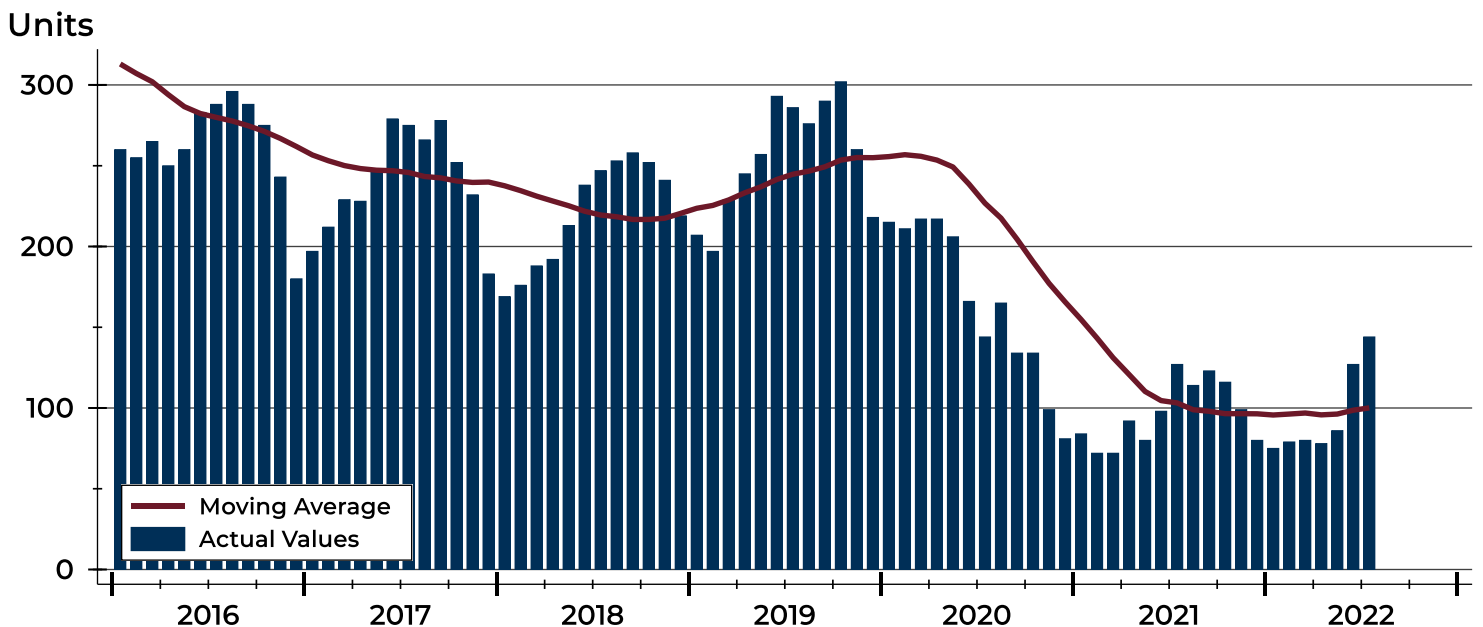
City of Lawrence Active Listings Analysis

Summary Statistics for Active Listings		2022	End of July 2021	Change
Active Listings		144	127	13.4%
Volume (1,000s)		53,368	43,899	21.6%
Months' Supply		1.4	1.1	27.3%
Average	List Price	370,614	345,664	7.2%
	Days on Market	36	38	-5.3%
	Percent of Original	98.0%	97.9%	0.1%
Median	List Price	350,000	325,000	7.7%
	Days on Market	24	21	14.3%
	Percent of Original	100.0%	100.0%	0.0%

A total of 144 homes were available for sale in the City of Lawrence at the end of July. This represents a 1.4 months' supply of active listings.

The median list price of homes on the market at the end of July was \$350,000, up 7.7% from 2021. The typical time on market for active listings was 24 days, up from 21 days a year earlier.

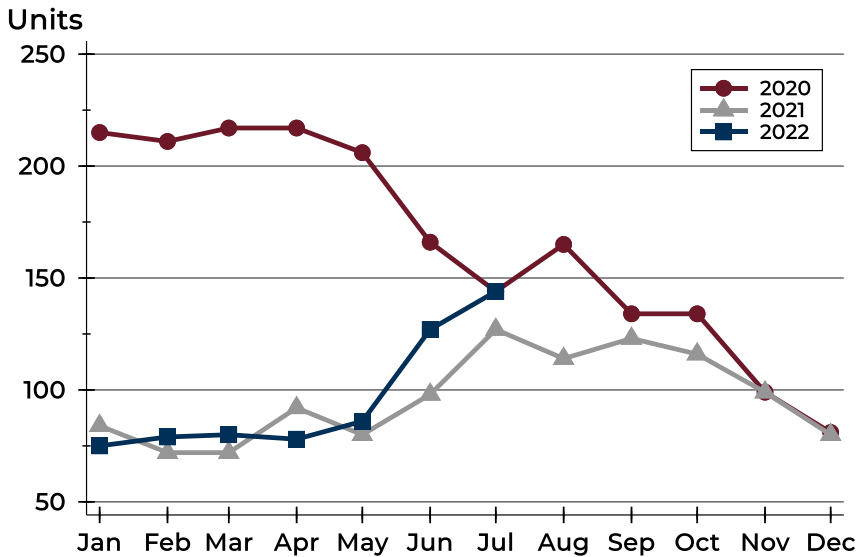
History of Active Listings





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	
September	134	123	
October	134	116	
November	99	99	
December	81	80	

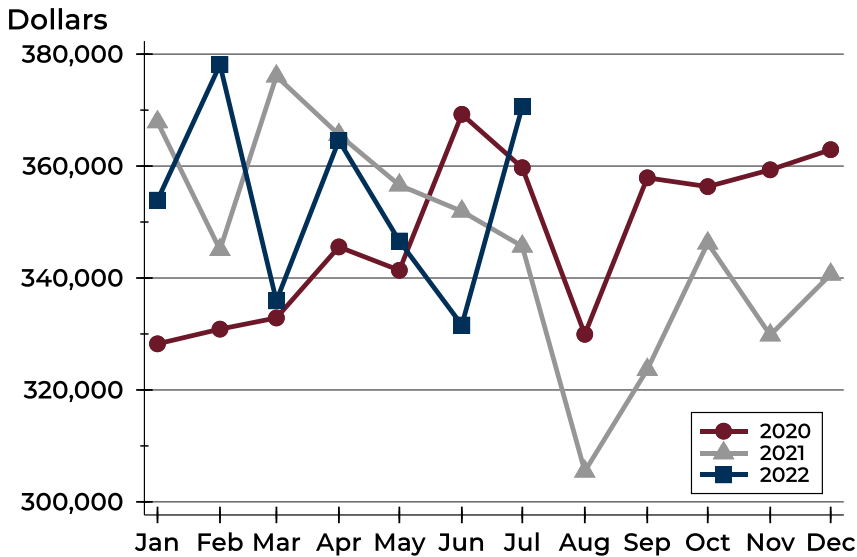
Active Listings by Price Range

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	6	4.2%	N/A	1,666	1,400	36	41	100.0%	100.0%
\$50,000-\$99,999	4	2.8%	2.2	84,905	86,725	60	46	92.8%	99.1%
\$100,000-\$149,999	7	4.9%	1.2	130,229	129,900	41	25	95.4%	100.0%
\$150,000-\$199,999	7	4.9%	0.5	165,171	164,900	30	21	97.8%	98.6%
\$200,000-\$249,999	12	8.3%	0.7	227,142	227,000	31	19	97.1%	99.5%
\$250,000-\$299,999	17	11.8%	1.0	268,800	269,900	20	14	97.4%	100.0%
\$300,000-\$349,999	18	12.5%	1.4	328,261	327,450	33	22	98.8%	100.0%
\$350,000-\$399,999	14	9.7%	1.5	373,379	372,400	35	33	99.7%	100.0%
\$400,000-\$449,999	19	13.2%	2.5	427,589	425,000	37	31	98.2%	100.0%
\$450,000-\$499,999	9	6.3%	1.7	479,283	475,000	41	24	99.2%	100.0%
\$500,000-\$599,999	17	11.8%	2.7	540,741	539,900	36	24	97.5%	97.3%
\$600,000-\$749,999	10	6.9%	3.4	666,040	659,350	71	34	98.3%	100.0%
\$750,000-\$999,999	2	1.4%	1.5	789,500	789,500	28	28	100.0%	100.0%
\$1,000,000 and up	2	1.4%	N/A	1,325,000	1,325,000	23	23	100.0%	100.0%



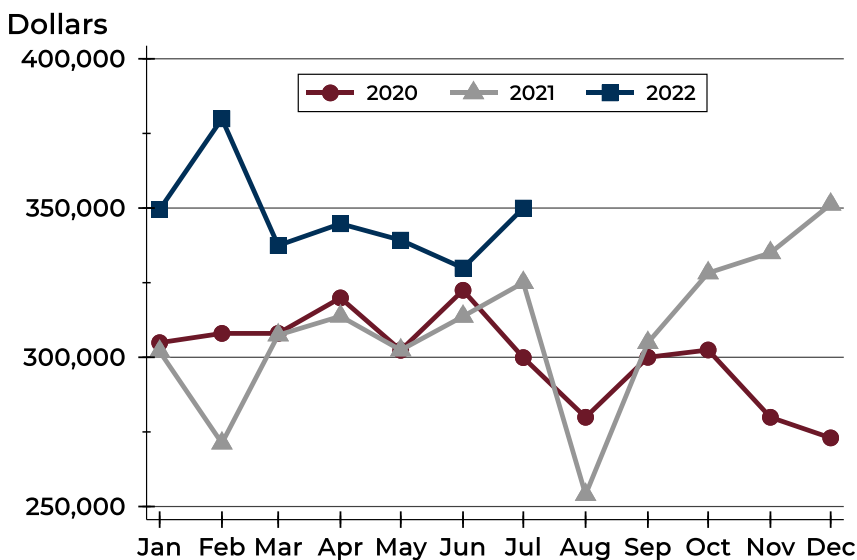
City of Lawrence Active Listings Analysis

Average Price



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

Median Price

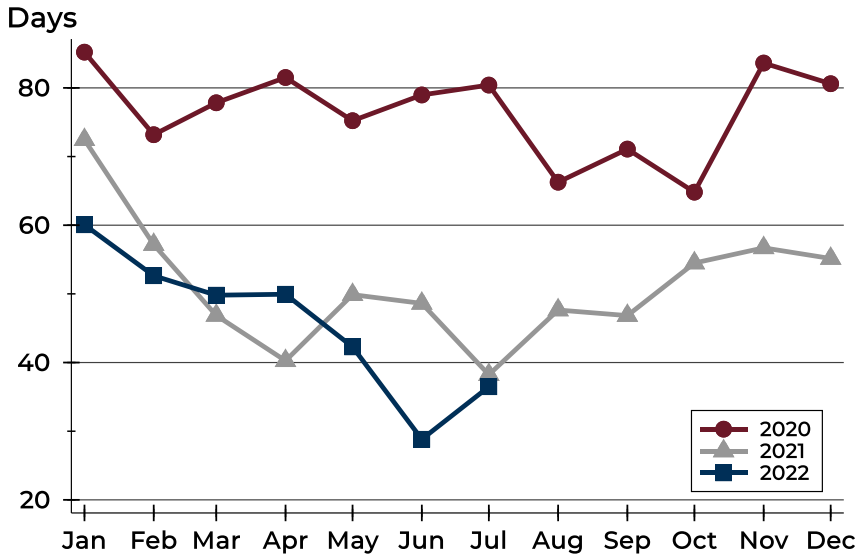


Month	2020	2021	2022
January	304,900	301,950	349,500
February	308,000	271,225	379,900
March	308,000	307,450	337,450
April	319,900	313,750	344,750
May	302,350	302,400	339,250
June	322,450	313,700	329,900
July	299,900	325,000	350,000
August	279,900	254,000	
September	300,000	304,900	
October	302,450	328,250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



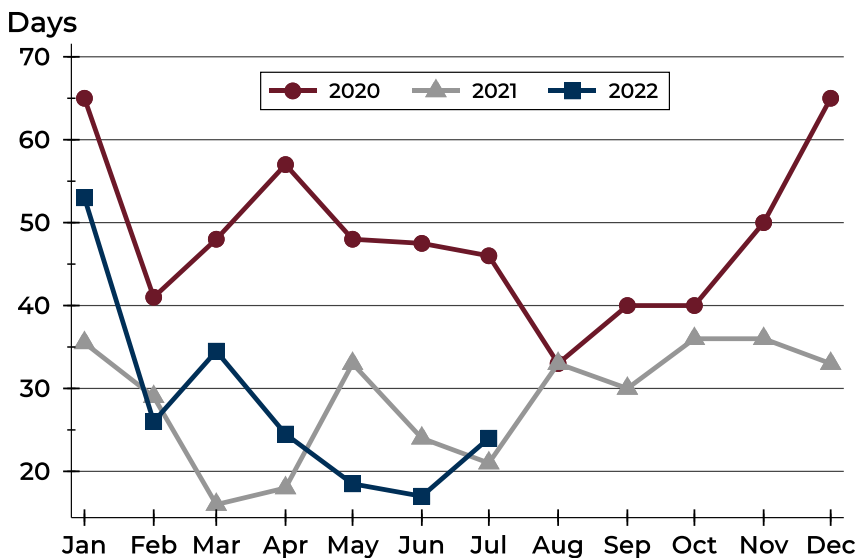
City of Lawrence Active Listings Analysis

Average DOM



Month	2020	2021	2022
January	85	72	60
February	73	57	53
March	78	47	50
April	82	40	50
May	75	50	42
June	79	49	29
July	80	38	36
August	66	48	
September	71	47	
October	65	54	
November	84	57	
December	81	55	

Median DOM

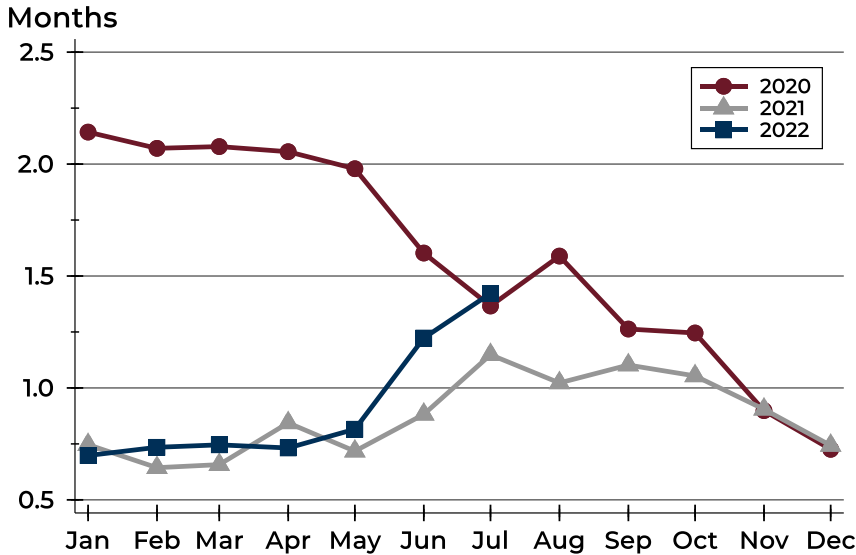


Month	2020	2021	2022
January	65	36	53
February	41	29	26
March	48	16	35
April	57	18	25
May	48	33	19
June	48	24	17
July	46	21	24
August	33	33	
September	40	30	
October	40	36	
November	50	36	
December	65	33	



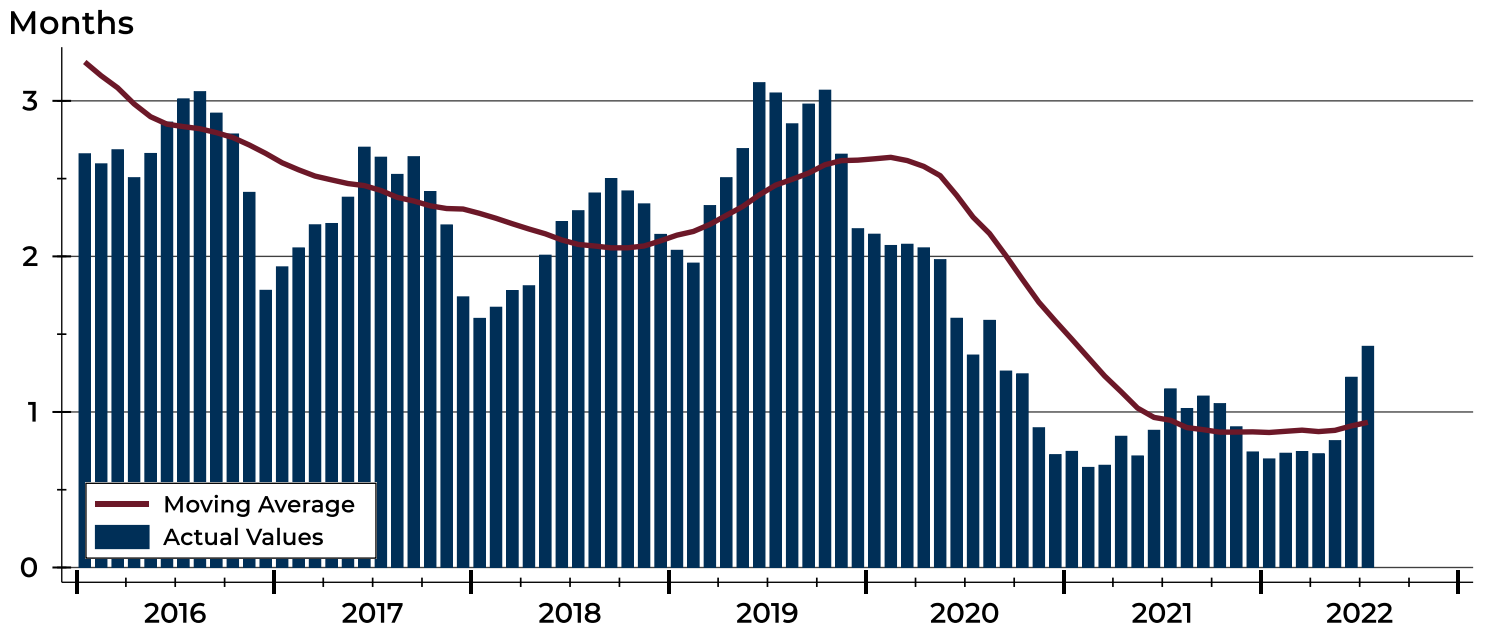
City of Lawrence Months' Supply Analysis

Months' Supply by Month



Month	2020	2021	2022
January	2.1	0.7	0.7
February	2.1	0.6	0.7
March	2.1	0.7	0.7
April	2.1	0.8	0.7
May	2.0	0.7	0.8
June	1.6	0.9	1.2
July	1.4	1.1	1.4
August	1.6	1.0	1.0
September	1.3	1.1	1.1
October	1.2	1.1	1.1
November	0.9	0.9	0.9
December	0.7	0.7	0.7

History of Month's Supply





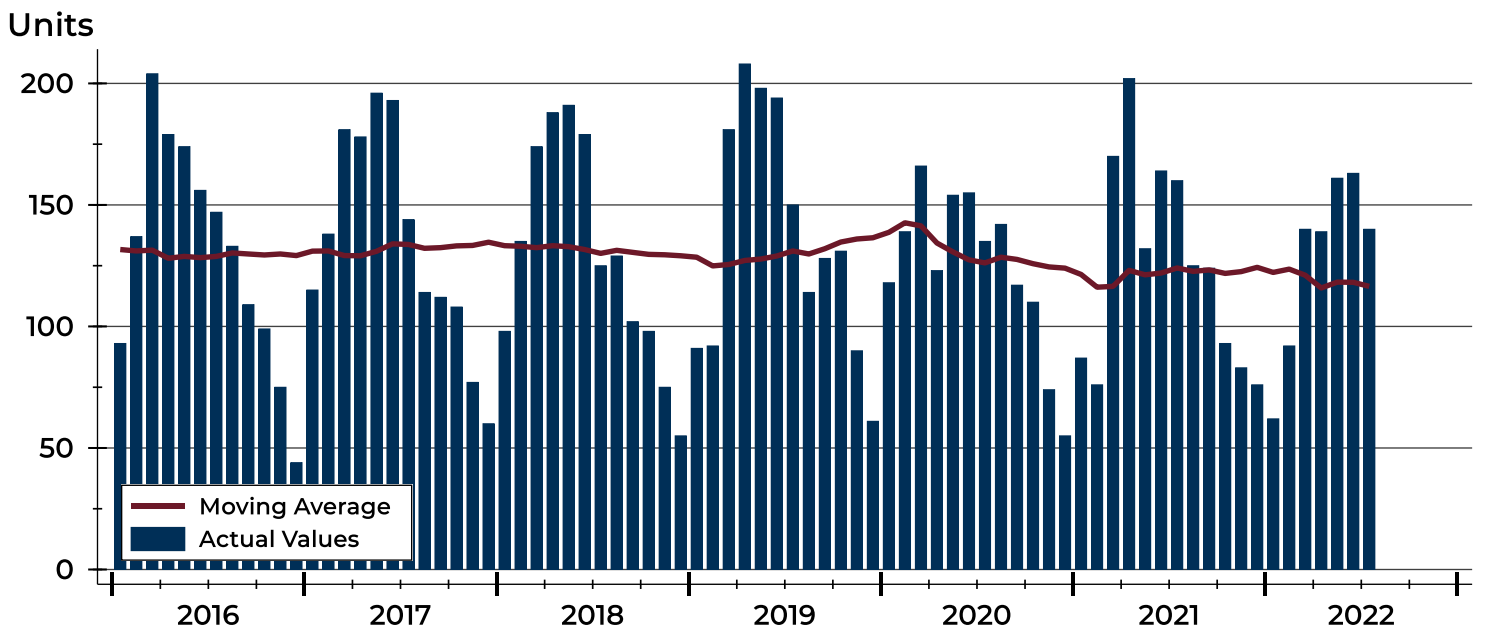
City of Lawrence New Listings Analysis

Summary Statistics for New Listings		2022	July 2021	Change
Current Month	New Listings	140	160	-12.5%
	Volume (1,000s)	49,697	47,978	3.6%
	Average List Price	354,978	299,860	18.4%
	Median List Price	309,950	272,450	13.8%
Year-to-Date	New Listings	897	991	-9.5%
	Volume (1,000s)	292,237	293,657	-0.5%
	Average List Price	325,793	296,324	9.9%
	Median List Price	299,000	264,000	13.3%

A total of 140 new listings were added in the City of Lawrence during July, down 12.5% from the same month in 2021. Year-to-date the City of Lawrence has seen 897 new listings.

The median list price of these homes was \$309,950 up from \$272,450 in 2021.

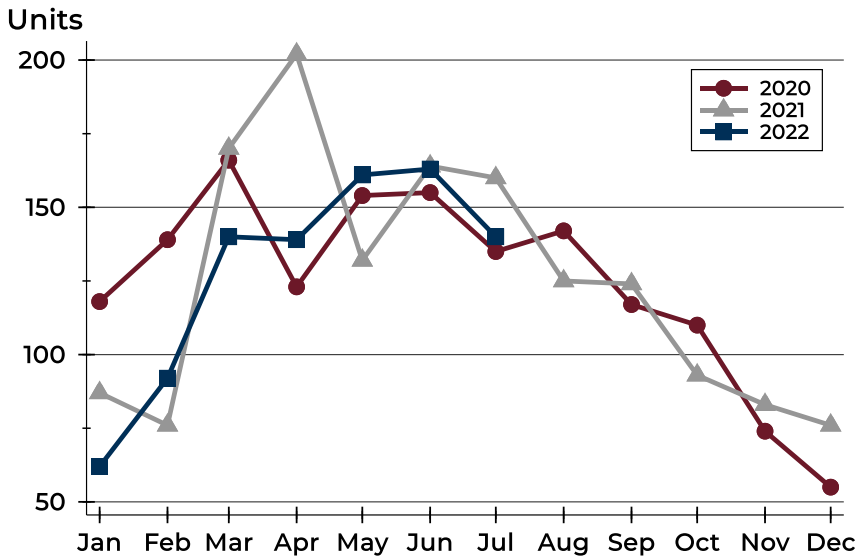
History of New Listings





City of Lawrence New Listings Analysis

New Listings by Month



Month	2020	2021	2022
January	118	87	62
February	139	76	92
March	166	170	140
April	123	202	139
May	154	132	161
June	155	164	163
July	135	160	140
August	142	125	
September	117	124	
October	110	93	
November	74	83	
December	55	76	

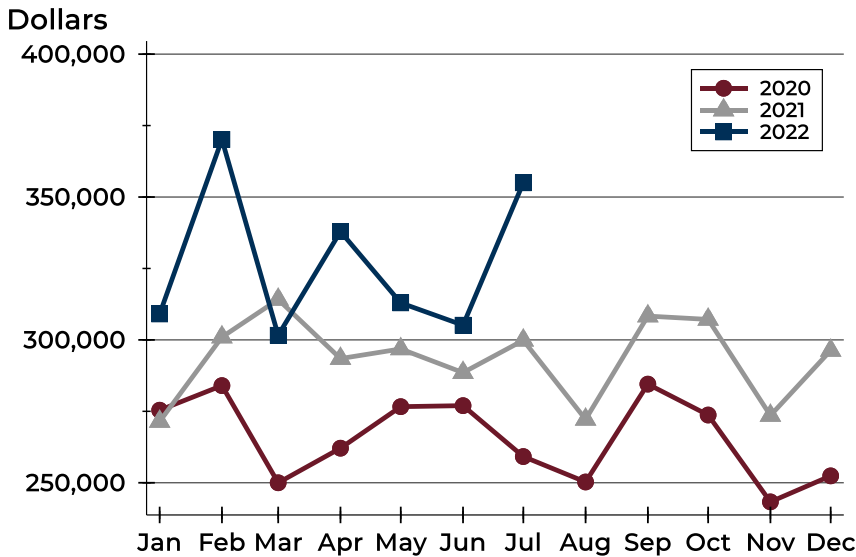
New Listings by Price Range

Price Range	New Listings		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$50,000	3	2.1%	2,950	2,250	9	7	70.1%	100.0%
\$50,000-\$99,999	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$100,000-\$149,999	2	1.4%	140,000	140,000	27	27	100.0%	100.0%
\$150,000-\$199,999	10	7.1%	173,425	172,400	10	8	99.5%	100.0%
\$200,000-\$249,999	26	18.6%	225,081	225,000	9	4	98.6%	100.0%
\$250,000-\$299,999	26	18.6%	271,623	269,900	14	14	98.1%	100.0%
\$300,000-\$349,999	18	12.9%	323,900	323,950	12	8	98.6%	100.0%
\$350,000-\$399,999	10	7.1%	373,560	375,000	11	10	99.7%	100.0%
\$400,000-\$449,999	11	7.9%	425,236	424,900	19	20	100.4%	100.0%
\$450,000-\$499,999	9	6.4%	471,417	475,000	18	18	99.5%	100.0%
\$500,000-\$599,999	16	11.4%	549,844	552,500	16	18	99.5%	100.0%
\$600,000-\$749,999	5	3.6%	654,380	649,900	27	31	99.7%	100.0%
\$750,000-\$999,999	2	1.4%	777,000	777,000	30	30	98.4%	98.4%
\$1,000,000 and up	2	1.4%	1,325,000	1,325,000	30	30	100.0%	100.0%



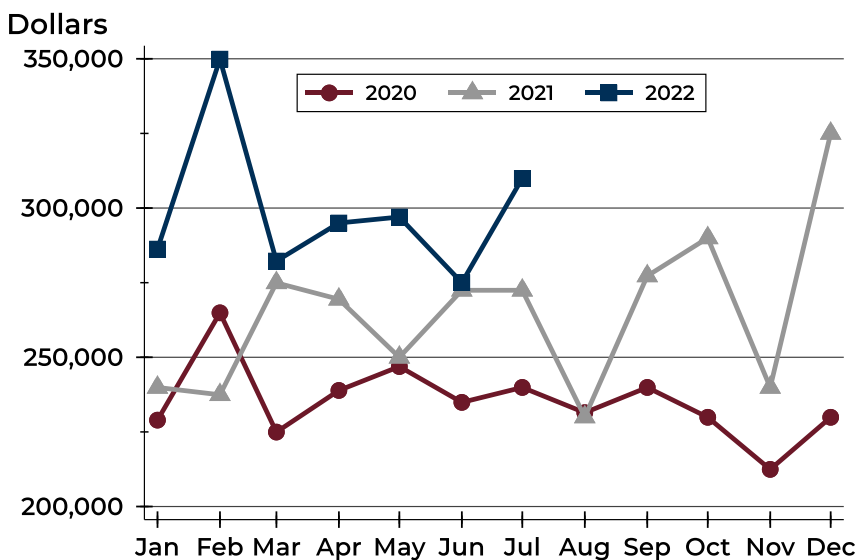
City of Lawrence New Listings Analysis

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	301,627
April	262,107	293,463	337,926
May	276,641	296,834	312,948
June	276,994	288,542	305,154
July	259,179	299,860	354,978
August	250,273	272,188	305,154
September	284,531	308,336	305,154
October	273,711	307,168	305,154
November	243,317	273,545	305,154
December	252,416	296,310	305,154

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	282,250
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	309,950
August	231,450	230,000	275,000
September	239,900	277,250	275,000
October	229,900	290,000	275,000
November	212,450	239,900	275,000
December	229,900	325,000	275,000



City of Lawrence Contracts Written Analysis

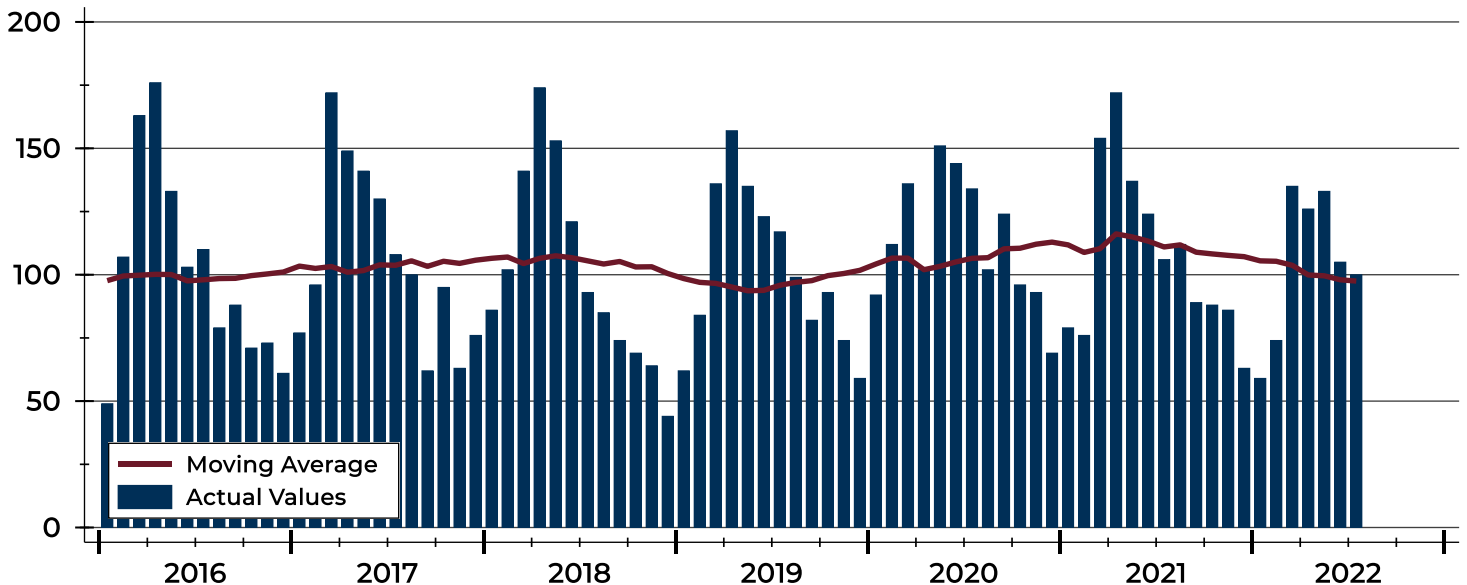
Summary Statistics for Contracts Written		2022	July 2021	Change	Year-to-Date		
		2022	2021		2022	2021	Change
Contracts Written		100	106	-5.7%	732	848	-13.7%
Volume (1,000s)		32,260	30,788	4.8%	239,750	253,034	-5.2%
Average	Sale Price	322,602	290,450	11.1%	327,527	298,389	9.8%
	Days on Market	13	15	-13.3%	13	13	0.0%
	Percent of Original	99.1%	100.6%	-1.5%	102.4%	101.8%	0.6%
Median	Sale Price	272,400	252,450	7.9%	285,000	259,900	9.7%
	Days on Market	8	3	166.7%	4	3	33.3%
	Percent of Original	100.0%	100.0%	0.0%	100.0%	100.3%	-0.3%

A total of 100 contracts for sale were written in the City of Lawrence during the month of July, down from 106 in 2021. The median list price of these homes was \$272,400, up from \$252,450 the prior year.

Half of the homes that went under contract in July were on the market less than 8 days, compared to 3 days in July 2021.

History of Contracts Written

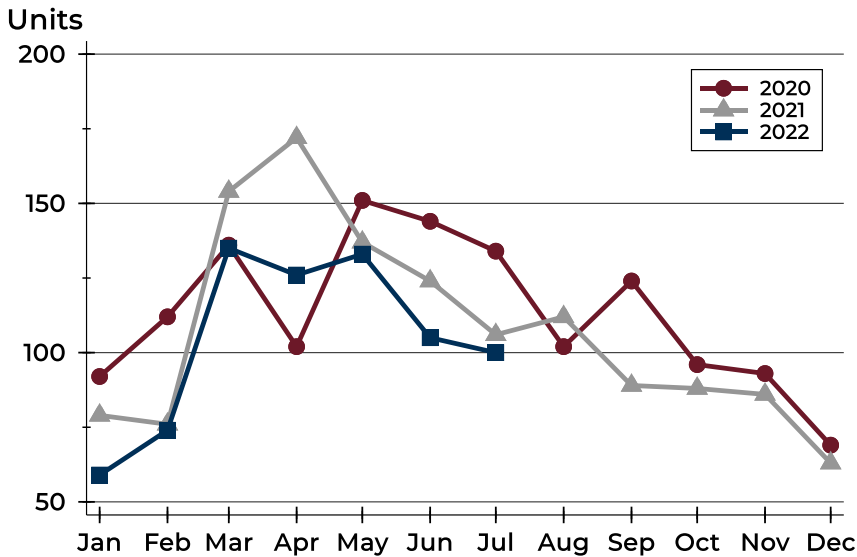
Units





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	135
April	102	172	126
May	151	137	133
June	144	124	105
July	134	106	100
August	102	112	
September	124	89	
October	96	88	
November	93	86	
December	69	63	

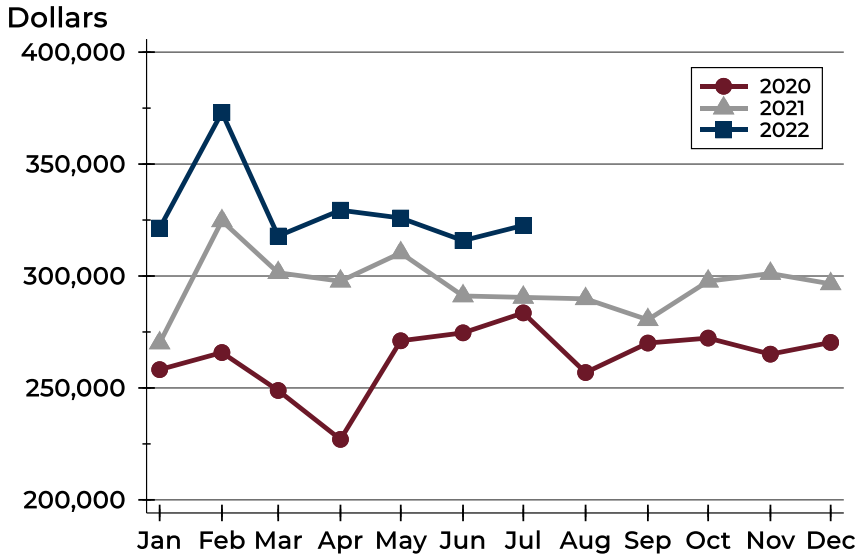
Contracts Written by Price Range

Price Range	Contracts Written		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$50,000	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$50,000-\$99,999	2	2.0%	99,900	99,900	16	16	96.5%	96.5%
\$100,000-\$149,999	1	1.0%	130,000	130,000	50	50	100.0%	100.0%
\$150,000-\$199,999	17	17.0%	173,779	174,900	13	11	97.9%	100.0%
\$200,000-\$249,999	19	19.0%	223,303	219,900	8	3	100.0%	100.0%
\$250,000-\$299,999	19	19.0%	272,039	269,900	11	8	98.7%	100.0%
\$300,000-\$349,999	12	12.0%	323,842	321,400	8	4	99.7%	100.0%
\$350,000-\$399,999	6	6.0%	387,767	385,950	16	10	97.0%	100.0%
\$400,000-\$449,999	3	3.0%	429,667	429,000	8	9	102.8%	100.0%
\$450,000-\$499,999	7	7.0%	465,471	459,900	18	11	99.6%	100.0%
\$500,000-\$599,999	10	10.0%	555,260	552,500	17	10	99.5%	100.0%
\$600,000-\$749,999	1	1.0%	635,000	635,000	30	30	97.7%	97.7%
\$750,000-\$999,999	3	3.0%	872,333	848,000	27	28	98.8%	100.0%
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



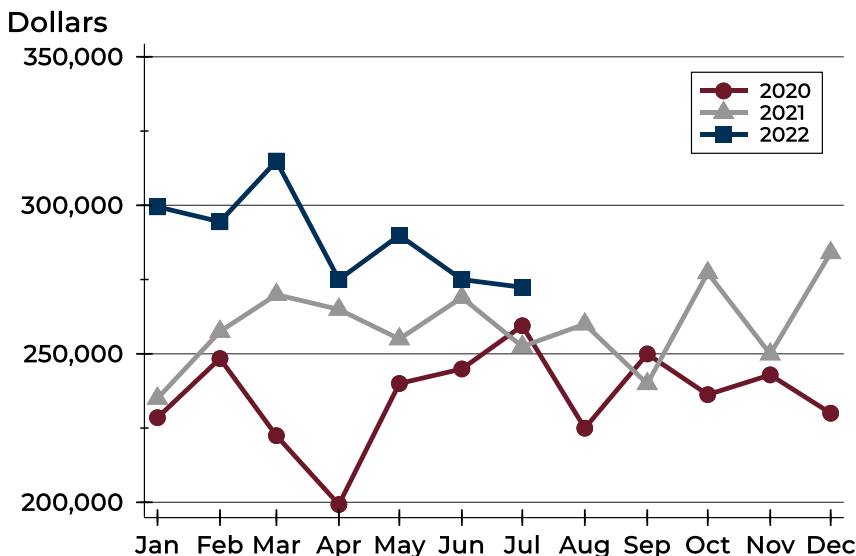
City of Lawrence Contracts Written Analysis

Average Price



Month	2020	2021	2022
January	258,187	270,075	321,407
February	265,812	324,637	373,052
March	248,864	301,464	317,857
April	227,017	297,692	329,394
May	271,062	310,322	325,909
June	274,618	291,092	315,815
July	283,526	290,450	322,602
August	256,876	289,806	
September	270,058	280,458	
October	272,269	297,672	
November	265,091	301,109	
December	270,325	296,505	

Median Price

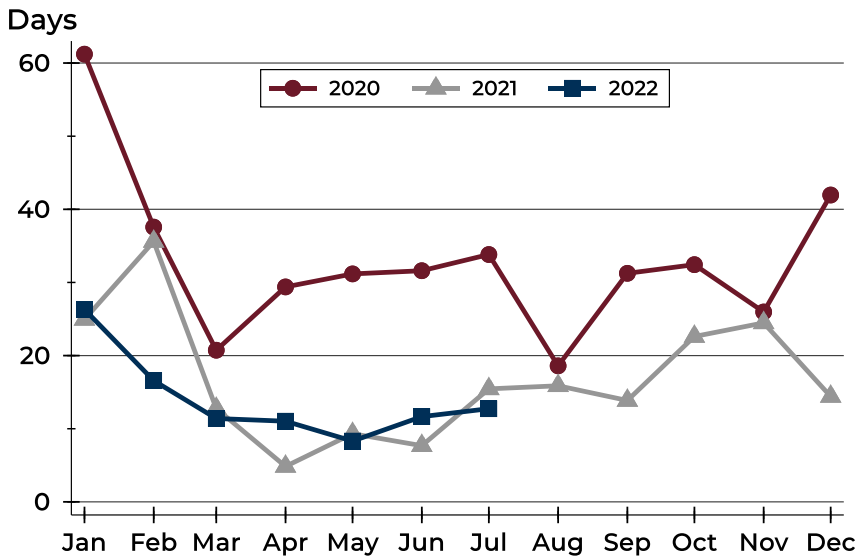


Month	2020	2021	2022
January	228,500	235,000	299,500
February	248,400	257,500	294,475
March	222,450	269,925	314,900
April	199,250	264,950	275,000
May	240,000	255,000	289,900
June	244,900	268,950	275,000
July	259,450	252,450	272,400
August	224,950	260,000	
September	249,950	239,900	
October	236,250	277,250	
November	242,900	249,900	
December	230,000	284,000	



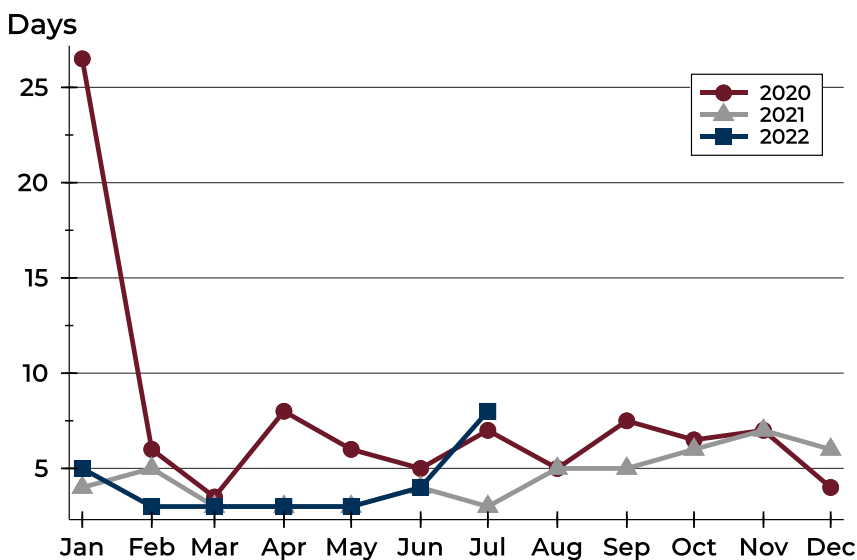
City of Lawrence Contracts Written Analysis

Average DOM



Month	2020	2021	2022
January	61	25	26
February	38	36	17
March	21	13	11
April	29	5	11
May	31	9	8
June	32	8	12
July	34	15	13
August	19	16	
September	31	14	
October	32	23	
November	26	24	
December	42	14	

Median DOM



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



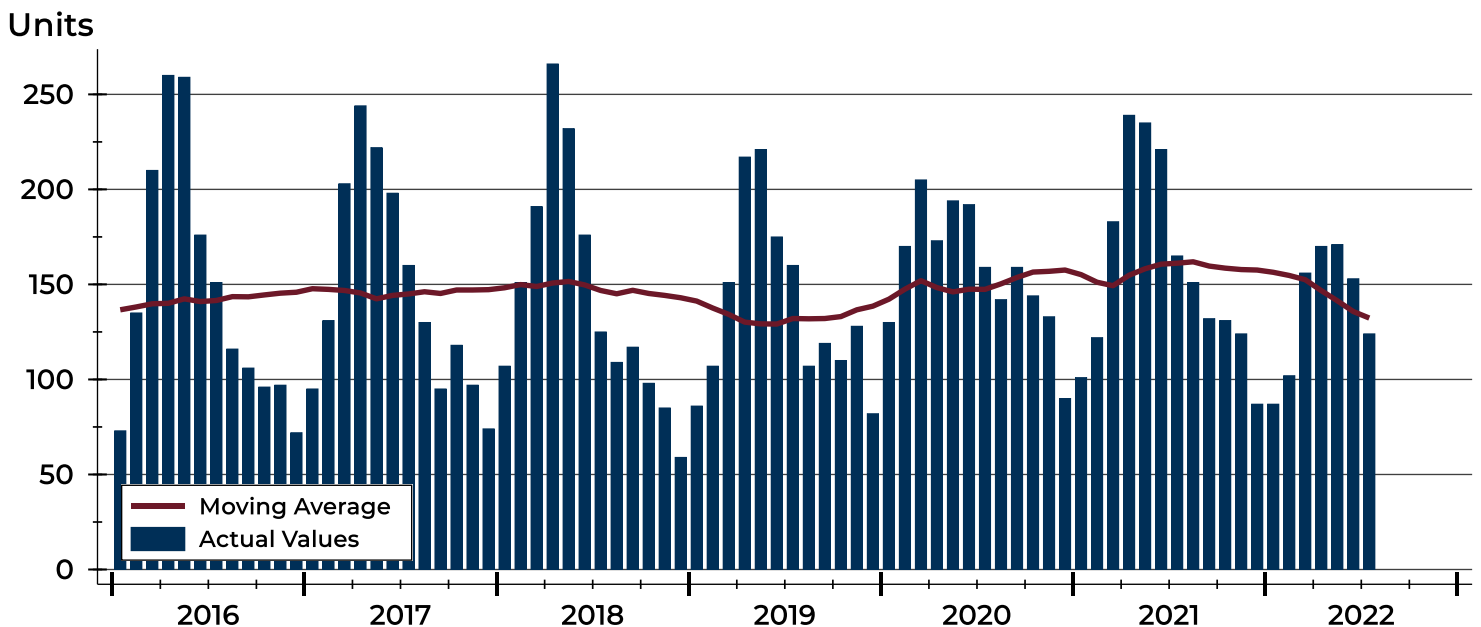
City of Lawrence Pending Contracts Analysis

Summary Statistics for Pending Contracts		2022	End of July 2021	Change
Pending Contracts		124	165	-24.8%
Volume (1,000s)		41,190	51,875	-20.6%
Average	List Price	332,179	314,396	5.7%
	Days on Market	11	17	-35.3%
	Percent of Original	99.2%	99.4%	-0.2%
Median	List Price	286,250	279,900	2.3%
	Days on Market	5	4	25.0%
	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 July, down from 165 contracts pending at the end of July 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.

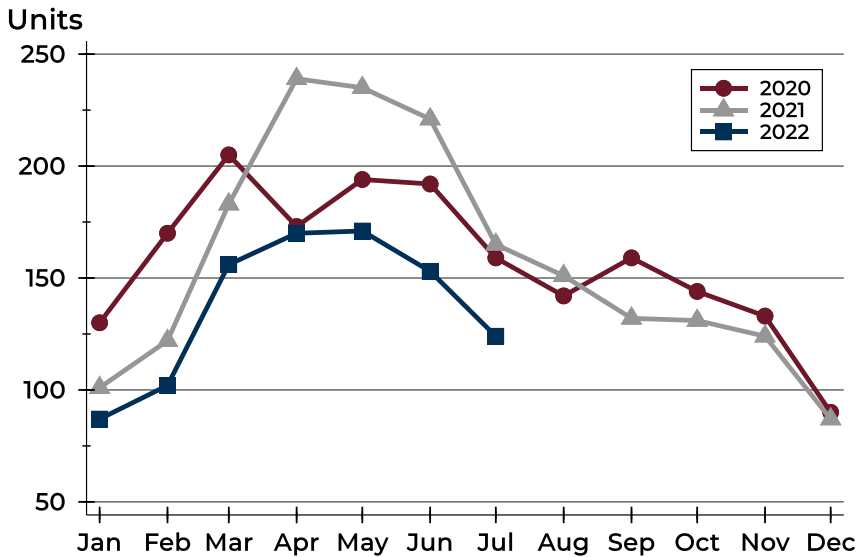
History of Pending Contracts





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	
September	159	132	
October	144	131	
November	133	124	
December	90	87	

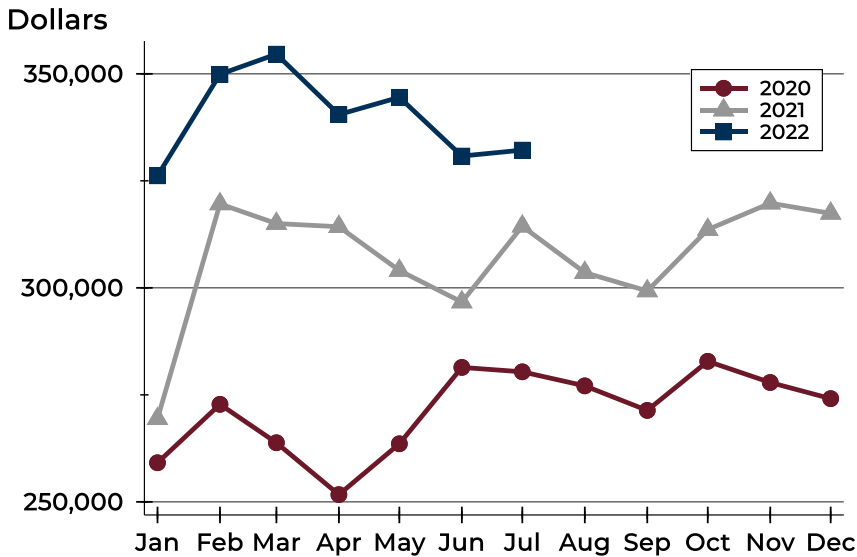
Pending Contracts by Price Range

Price Range	Pending Contracts		List Price		Days on Market		Price as % of Orig.	
	Number	Percent	Average	Median	Avg.	Med.	Avg.	Med.
Below \$50,000	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
\$50,000-\$99,999	1	0.8%	99,900	99,900	8	8	100.0%	100.0%
\$100,000-\$149,999	5	4.0%	126,390	130,000	37	13	97.5%	100.0%
\$150,000-\$199,999	19	15.3%	179,082	184,900	13	8	98.8%	100.0%
\$200,000-\$249,999	21	16.9%	224,393	219,900	7	3	99.1%	100.0%
\$250,000-\$299,999	21	16.9%	273,245	269,900	9	8	99.1%	100.0%
\$300,000-\$349,999	16	12.9%	325,006	323,950	6	3	99.8%	100.0%
\$350,000-\$399,999	7	5.6%	386,171	386,600	7	3	99.6%	100.0%
\$400,000-\$449,999	6	4.8%	421,483	420,000	14	9	98.1%	100.0%
\$450,000-\$499,999	5	4.0%	462,660	459,000	16	11	99.6%	100.0%
\$500,000-\$599,999	18	14.5%	550,333	539,950	13	6	99.8%	100.0%
\$600,000-\$749,999	2	1.6%	673,000	673,000	15	15	98.9%	98.9%
\$750,000-\$999,999	3	2.4%	869,300	848,000	18	14	98.8%	100.0%
\$1,000,000 and up	0	0.0%	N/A	N/A	N/A	N/A	N/A	N/A



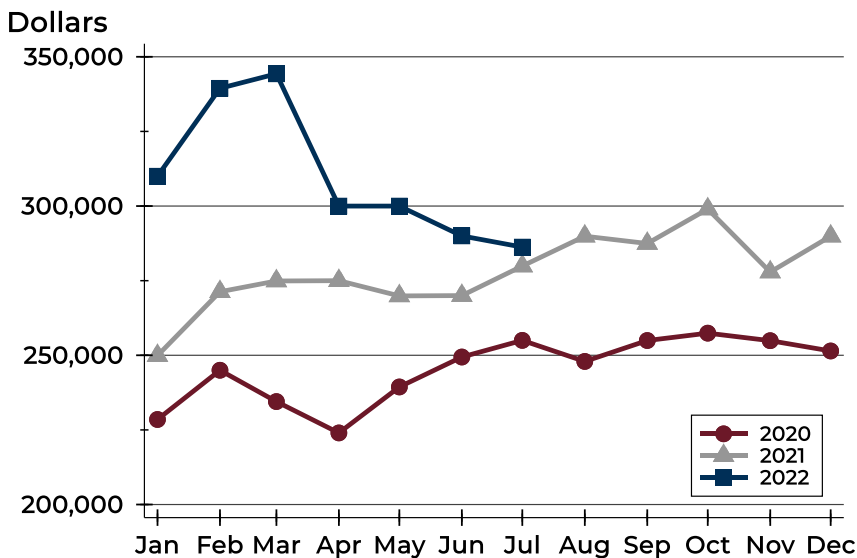
City of Lawrence Pending Contracts Analysis

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	344,523
June	281,418	296,684	330,793
July	280,388	314,396	332,179
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

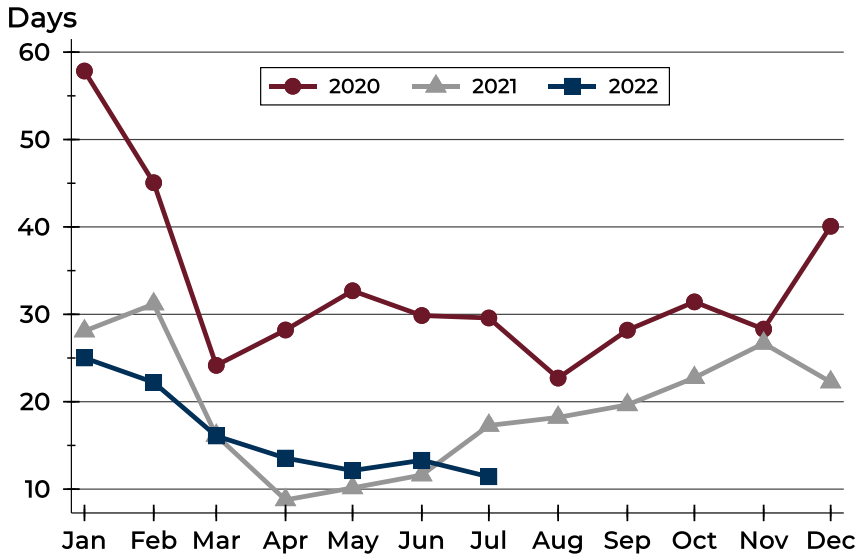


Month	2020	2021	2022
January	228,500	249,900	310,000
February	245,000	271,300	339,450
March	234,500	274,900	344,300
April	224,000	275,000	300,000
May	239,400	269,900	300,000
June	249,425	270,000	290,000
July	255,000	279,900	286,250
August	247,950	289,900	
September	254,950	287,450	
October	257,425	299,000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



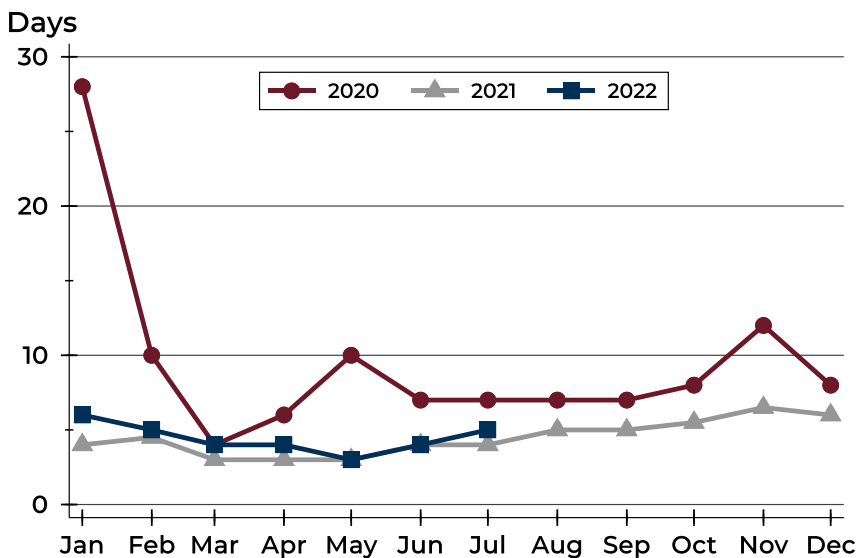
City of Lawrence Pending Contracts Analysis

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	12
June	30	12	13
July	30	17	11
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	3
June	7	4	4
July	7	4	5
August	7	5	
September	7	5	
October	8	6	
November	12	7	
December	8	6	