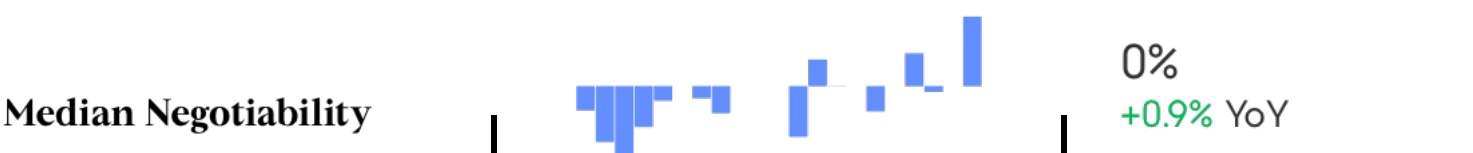
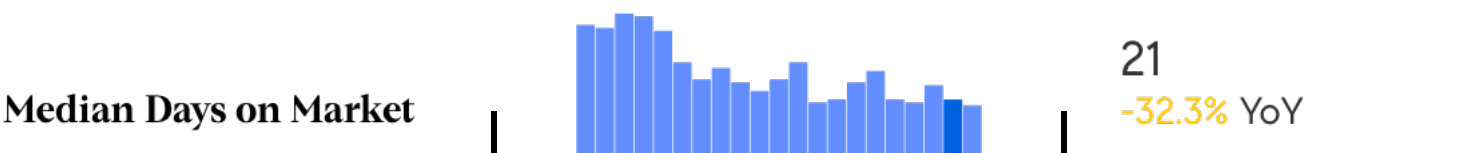
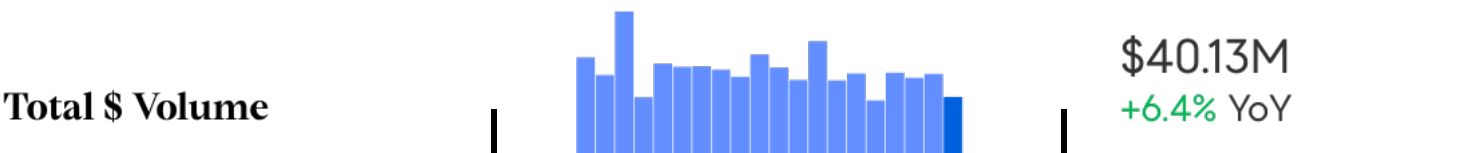
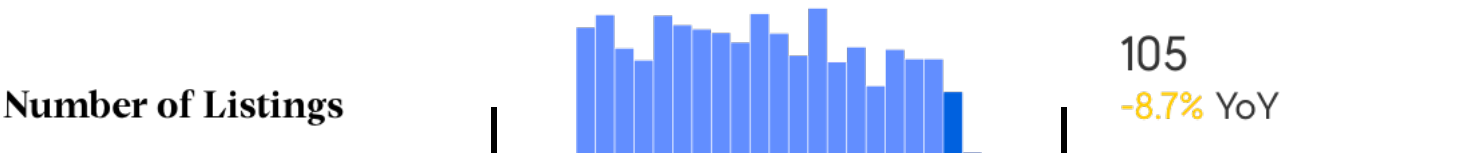
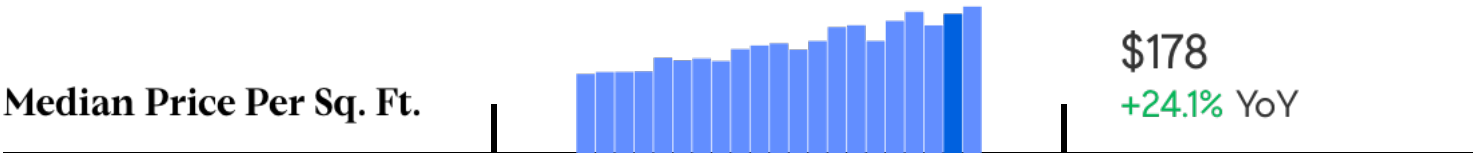
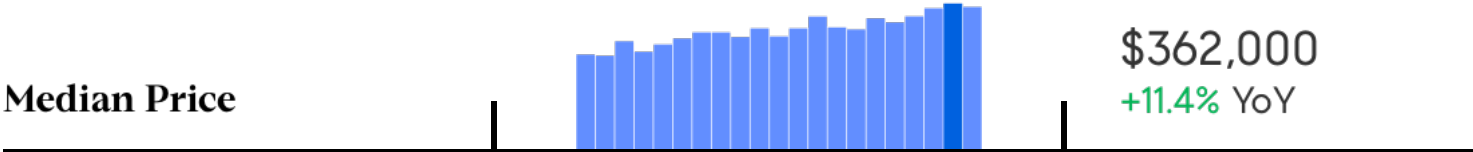


Compass Markets

Lawrence / Sold / Q1 2020

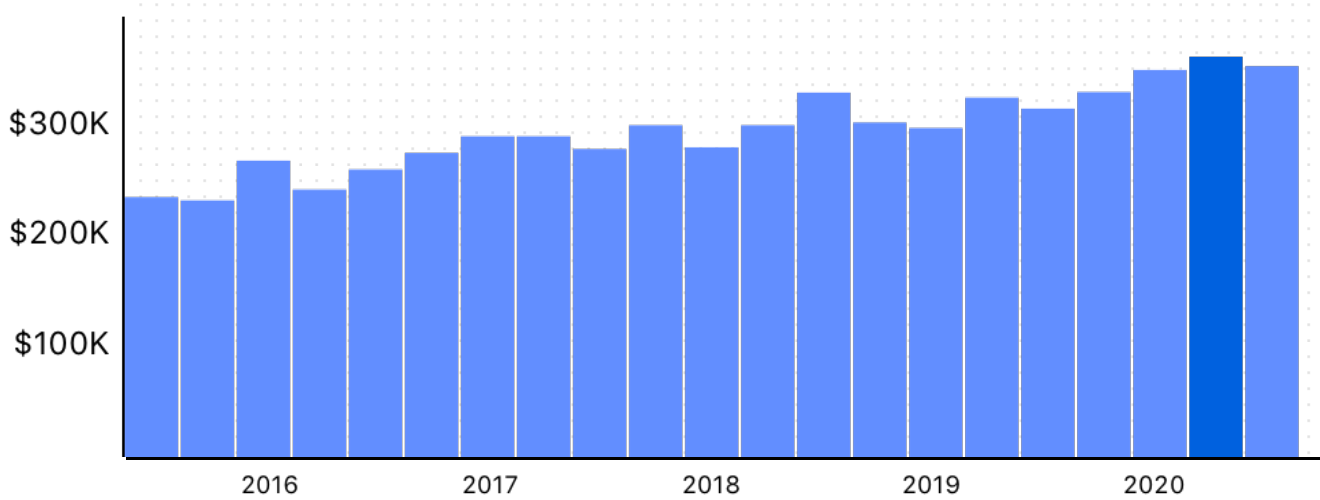


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Median Price \$362,000 (+11.4% YoY)

Lawrence / Sold / Q1 2020



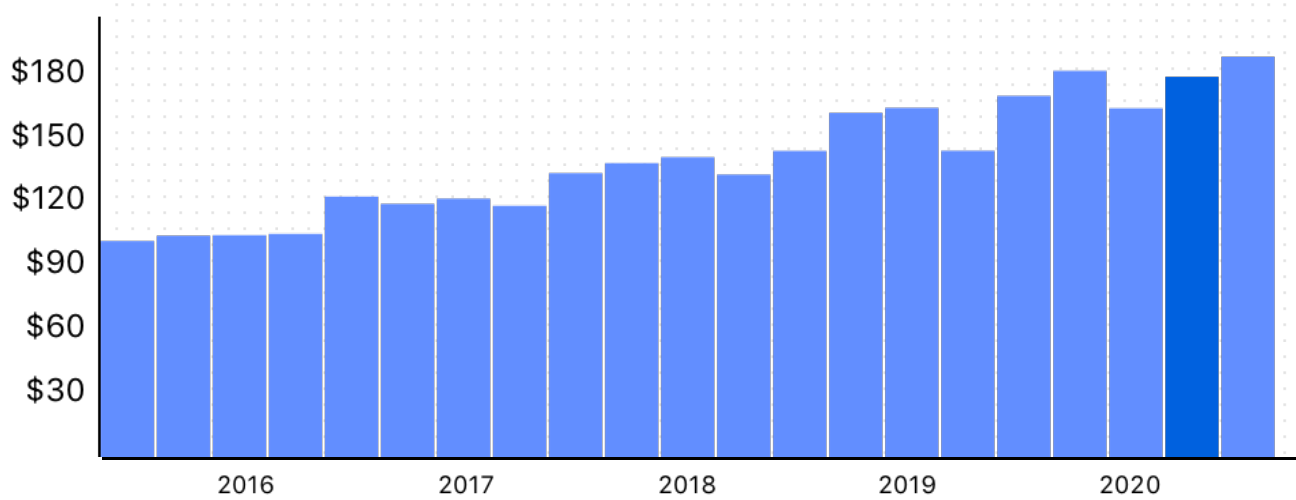
Median Price	FIGURE	LISTINGS %
0 Bed	\$250,000	2.9%
1 Bed	\$124,750	3.9%
2 Bed	\$227,500	12.6%
3 Bed	\$306,000	21.4%
4+ Bed	\$444,900	59.2%
Condo	\$170,000	12.9%
Co-op	N/A	0.0%
Multi Family	\$470,000	56.4%
Single Family	\$305,000	30.7%
0 to 500K	\$334,000	83.8%
500K to 1M	\$551,000	14.3%
1M to 3M	\$1,170,000	1.9%
3M to 5M	N/A	0.0%
5M to 10M	N/A	0.0%
10M+	N/A	0.0%

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Median PPSF \$178 (+24.1% YoY)

Lawrence / Sold / Q1 2020



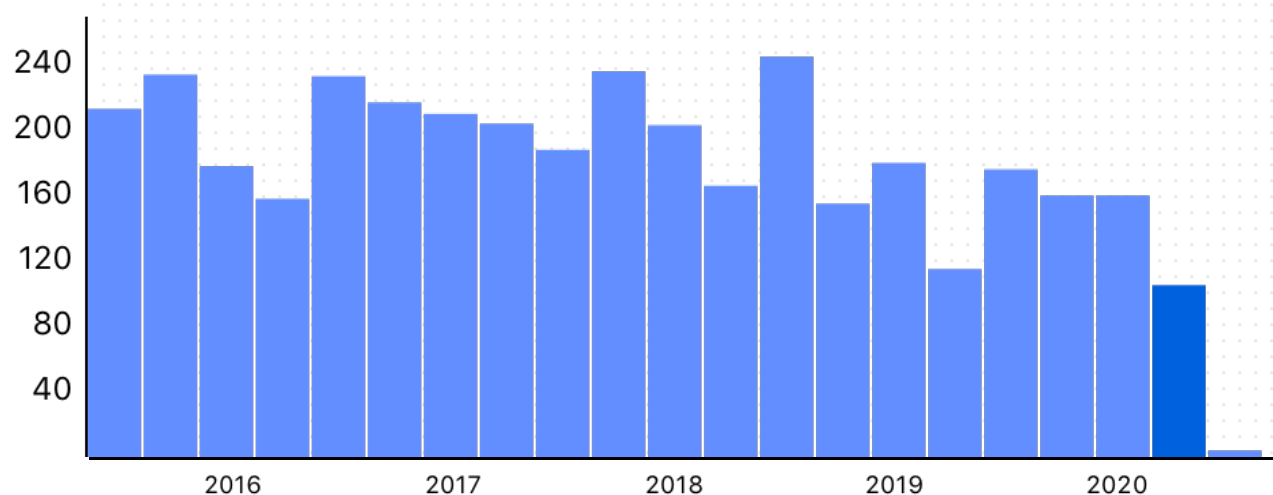
Median PPSF	FIGURE	LISTINGS %
0 Bed	\$125	2.9%
1 Bed	\$152	3.9%
2 Bed	\$234	12.6%
3 Bed	\$204	21.4%
4+ Bed	\$157	59.2%
Condo	\$188	12.9%
Co-op	N/A	0.0%
Multi Family	\$152	56.4%
Single Family	\$228	30.7%
0 to 500K	\$186	83.8%
500K to 1M	\$138	14.3%
1M to 3M	\$144	1.9%
3M to 5M	N/A	0.0%
5M to 10M	N/A	0.0%
10M+	N/A	0.0%

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Total Listings 105 (-8.7% YoY)

Lawrence / Sold / Q1 2020



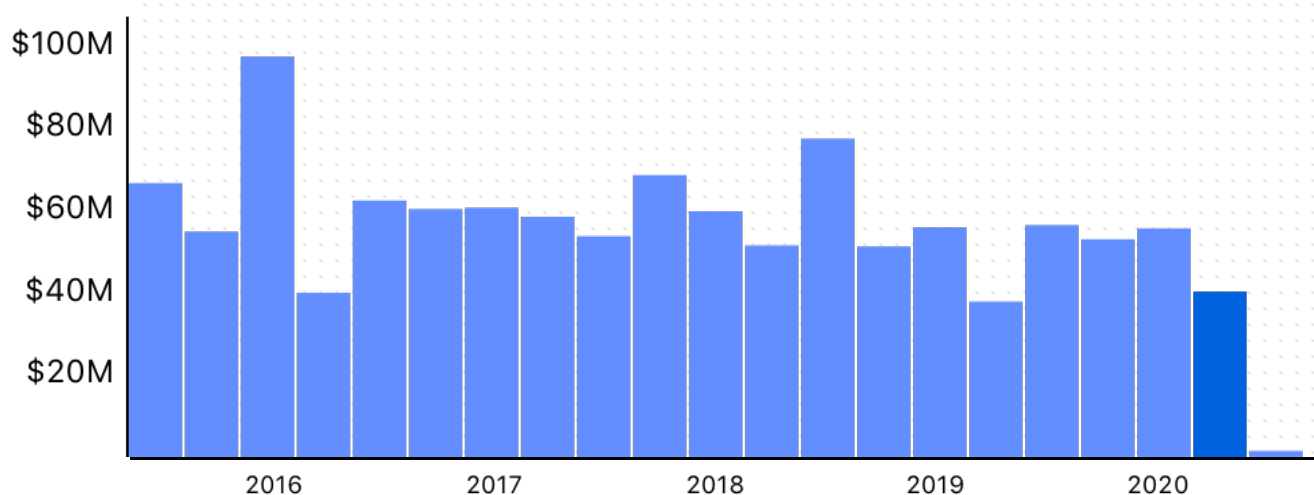
Total Listings	FIGURE	LISTINGS %
0 Bed	3	2.9%
1 Bed	4	3.9%
2 Bed	13	12.6%
3 Bed	22	21.4%
4+ Bed	61	59.2%
Condo	13	12.9%
Co-op	0	0.0%
Multi Family	57	56.4%
Single Family	31	30.7%
0 to 500K	88	83.8%
500K to 1M	15	14.3%
1M to 3M	2	1.9%
3M to 5M	0	0.0%
5M to 10M	0	0.0%
10M+	0	0.0%

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Total \$ Volume \$40.13M (+6.4% YoY)

Lawrence / Sold / Q1 2020



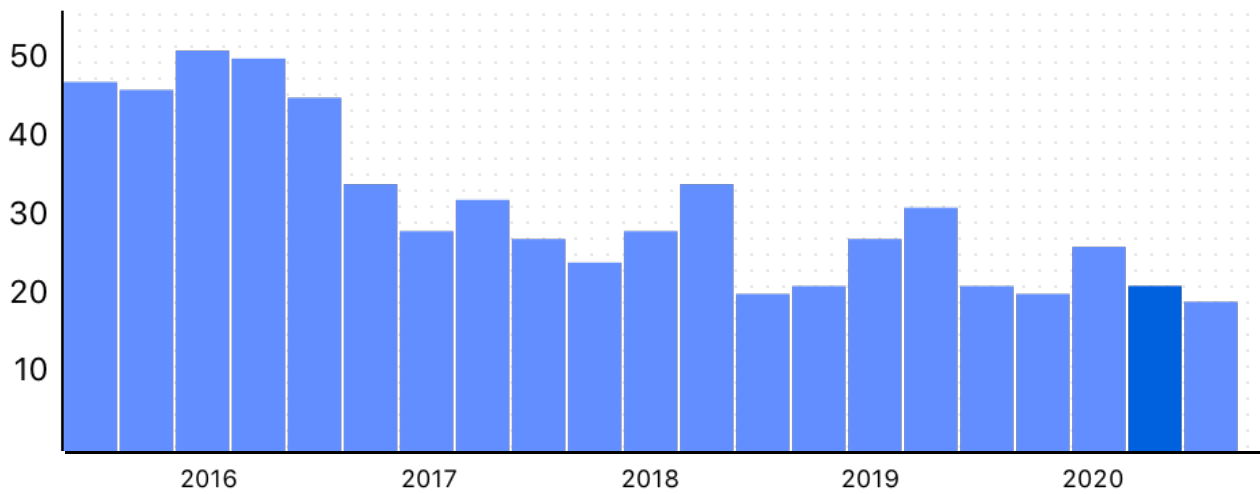
Total \$ Volume	FIGURE	LISTINGS %
0 Bed	\$1M	2.9%
1 Bed	\$915.5K	3.9%
2 Bed	\$2.99M	12.6%
3 Bed	\$6.45M	21.4%
4+ Bed	\$28.52M	59.2%
Condo	\$2.32M	12.9%
Co-op	N/A	0.0%
Multi Family	\$27.66M	56.4%
Single Family	\$9.43M	30.7%
0 to 500K	\$29.21M	83.8%
500K to 1M	\$8.58M	14.3%
1M to 3M	\$2.34M	1.9%
3M to 5M	N/A	0.0%
5M to 10M	N/A	0.0%
10M+	N/A	0.0%

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Median Days on Market 21 (-32.3% YoY)

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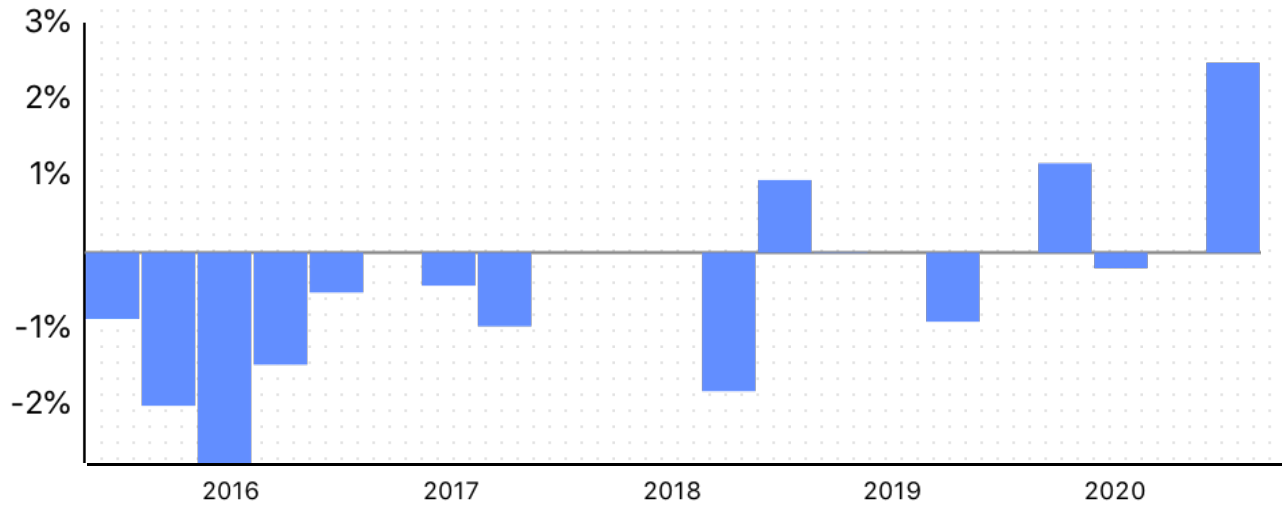
Median Days on Market	FIGURE	LISTINGS %
0 Bed	117	2.9%
1 Bed	16	3.9%
2 Bed	22	12.6%
3 Bed	30	21.4%
4+ Bed	20	59.2%
Condo	16	12.9%
Co-op	0	0.0%
Multi Family	20	56.4%
Single Family	33	30.7%
0 to 500K	22	83.8%
500K to 1M	20	14.3%
1M to 3M	23	1.9%
3M to 5M	0	0.0%
5M to 10M	0	0.0%
10M+	0	0.0%

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Median Negotiability 0% (+0.9% YoY)

Lawrence / Sold / Q1 2020



Median Negotiability	FIGURE	LISTINGS %
0 Bed	-0.0%	2.9%
1 Bed	0.0%	3.9%
2 Bed	0.0%	12.6%
3 Bed	0.0%	21.4%
4+ Bed	-0.0%	59.2%
Condo	0.0%	12.9%
Co-op	0.0%	0.0%
Multi Family	-0.0%	56.4%
Single Family	0.0%	30.7%
0 to 500K	0.0%	83.8%
500K to 1M	-0.0%	14.3%
1M to 3M	-0.1%	1.9%
3M to 5M	0.0%	0.0%
5M to 10M	0.0%	0.0%
10M+	0.0%	0.0%

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