

The McGrew Real Estate logo is located in the top left corner. It features the company name in a serif font, with 'McGrew' in a larger size above 'Real Estate'. The text is white and set against a red background that has a white curved shape on the left side.

McGrew
Real Estate

McGrew Real Estate

Client Services

A summary of the
Residential Real Estate Market
Lawrence, Kansas
January - March 2014

Photo by Shannon Mason

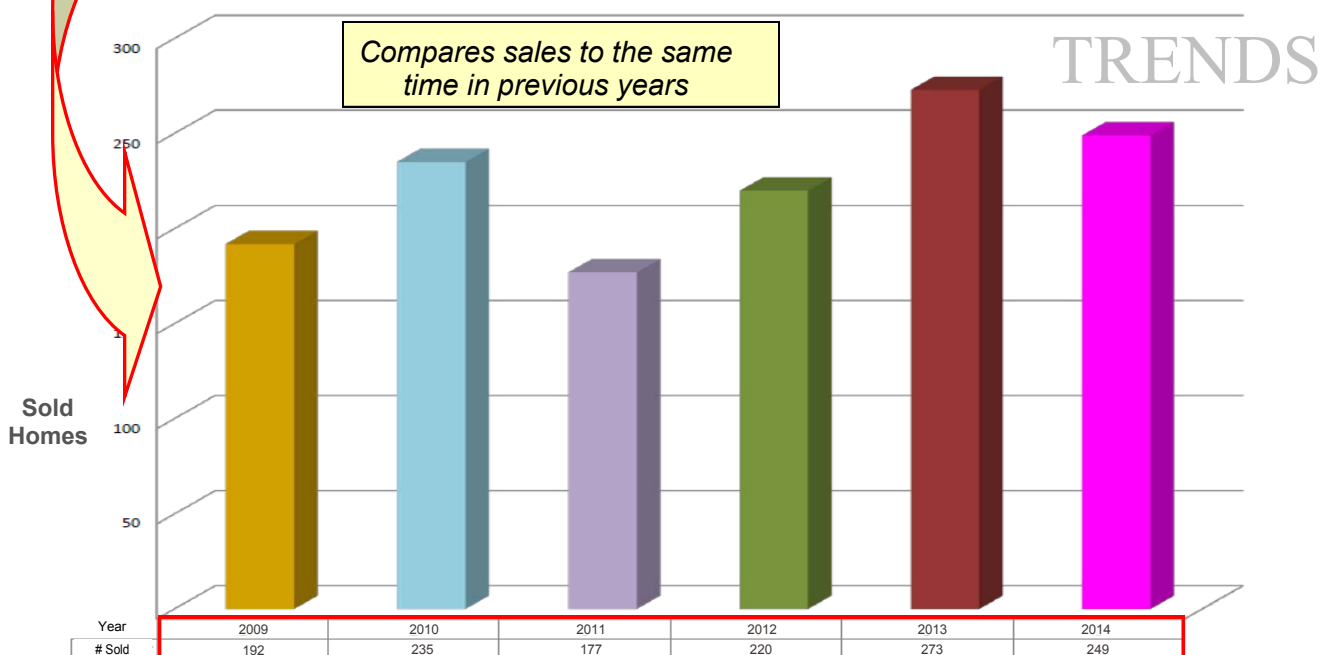
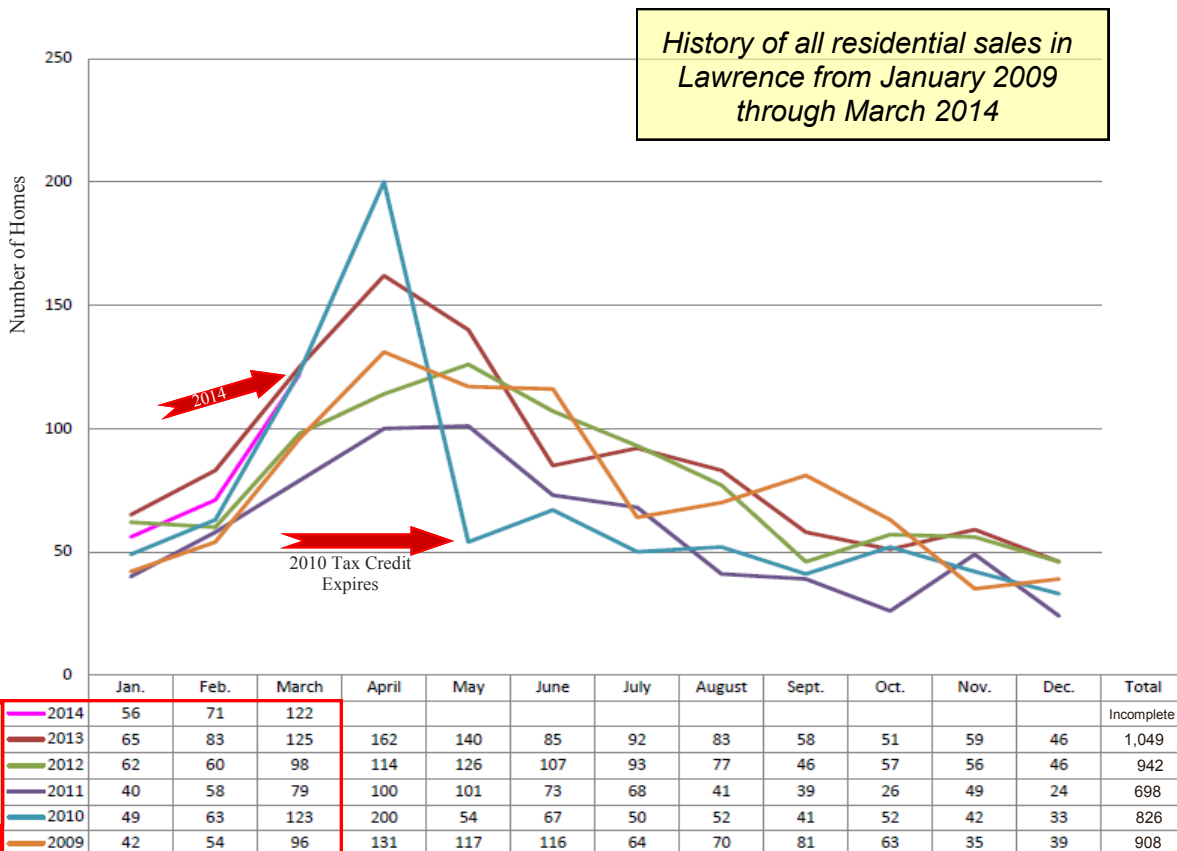
History of Residential Home Sales



Includes Single Family Homes, Townhomes and Condominiums

Lawrence, Kansas

SELLING CYCLES



History of Residential Home Sales

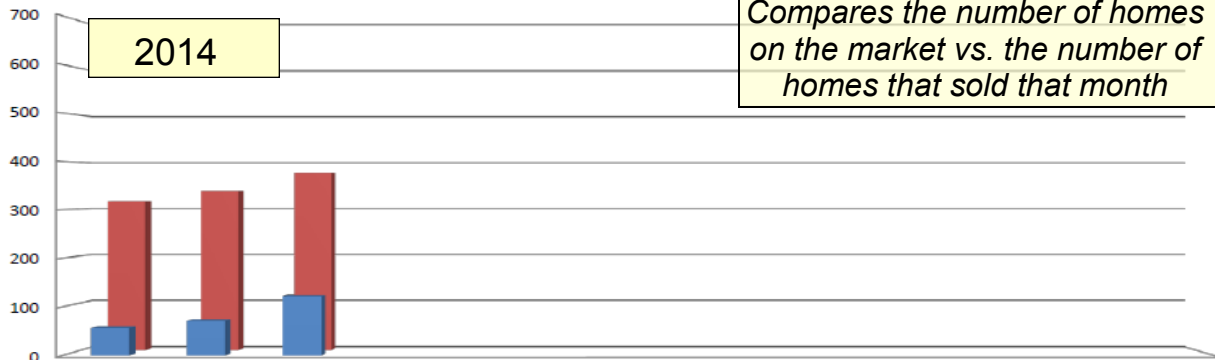


Includes Single Family Homes, Townhomes and Condominiums

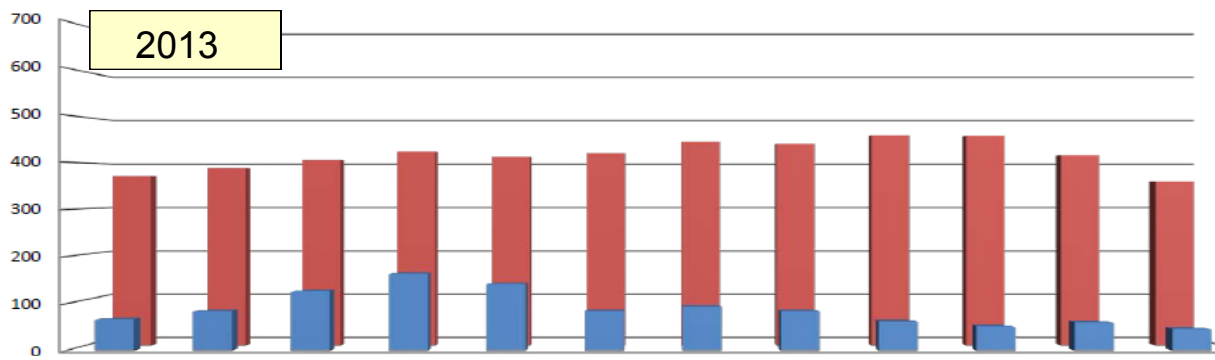
Lawrence, Kansas

SUPPLY & DEMAND

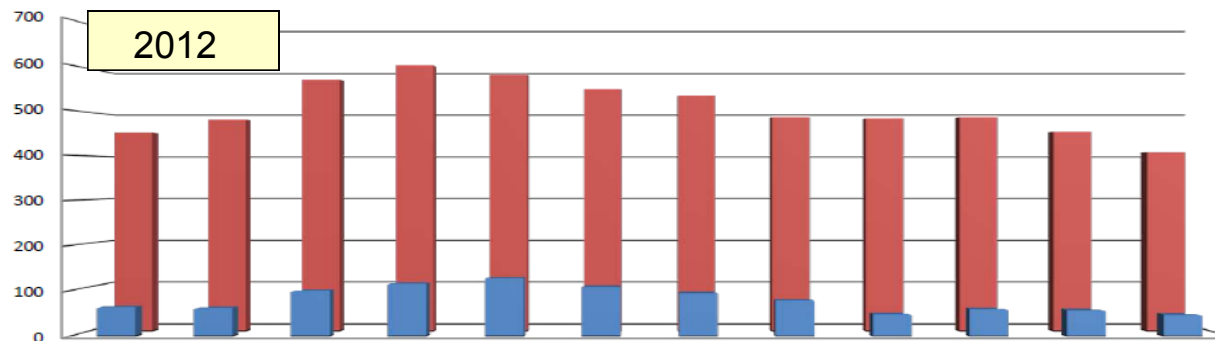
Compares the number of homes on the market vs. the number of homes that sold that month



	Jan-14	Feb-14	Mar-14	Apr-14	May-14	Jun-14	Jul-14	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14
Sold	56	71	122									
Active	317	339	378									
% that sold	17.7%	20.9%	32.3%									



	Jan-13	Feb-13	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13
Sold	65	83	125	162	140	83	92	83	61	50	59	45
Active	371	388	406	425	413	421	446	441	460	459	416	359
% that sold	17.5%	21.4%	30.8%	38.1%	33.9%	19.7%	20.6%	18.8%	13.3%	10.9%	14.2%	12.5%

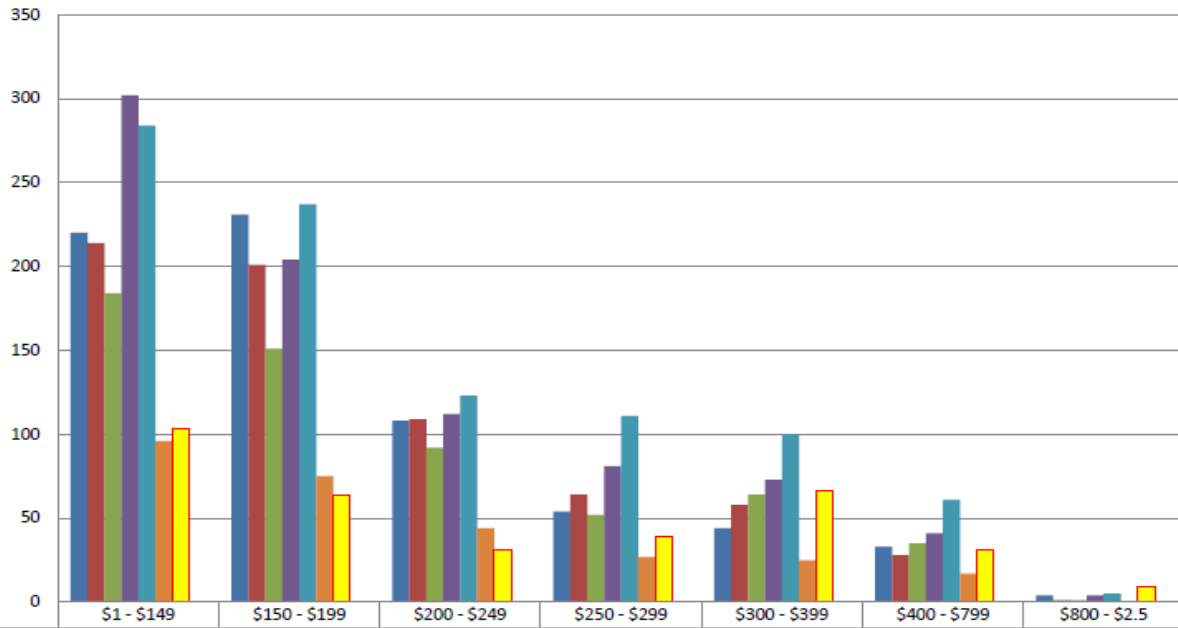


	Jan-12	Feb-12	Mar-12	Apr-12	May-12	Jun-12	Jul-12	Aug-12	Sep-12	Oct-12	Nov-12	Dec-12
Sold	62	60	98	114	126	107	93	77	46	57	55	45
Active	452	482	573	606	584	552	537	488	485	488	454	408
% that sold	13.7%	12.4%	17.1%	18.8%	21.6%	19.38%	17.32%	15.78%	9.48%	11.68%	12.11%	11.03%

Sold - the number of homes that changed from 'Active' to 'Pending'
Active - reflects an average number of homes on the MLS for the given month

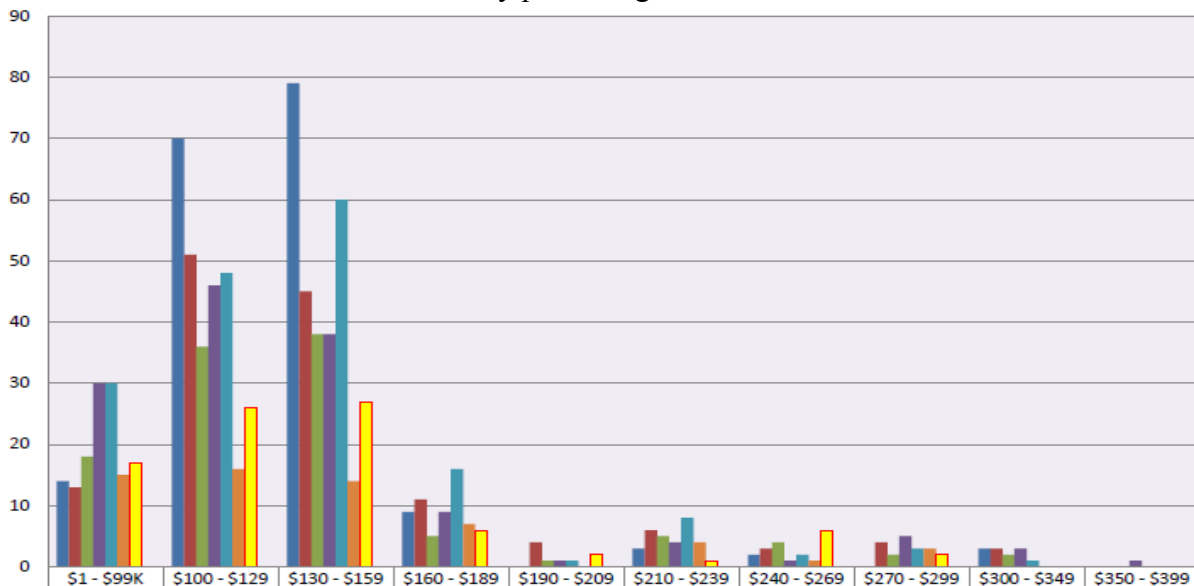
Sold data based on Contract Date.
 2014 includes 'Pendings' & 'Solds'.
 All data is deemed correct from the Lawrence MLS and may change.

Single Family Home Sales by price range



	\$1 - \$149	\$150 - \$199	\$200 - \$249	\$250 - \$299	\$300 - \$399	\$400 - \$799	\$800 - \$2.5
2009	220	231	108	54	44	33	4
2010	214	201	109	64	58	28	1
2011	184	151	92	52	64	35	1
2012	302	204	112	81	73	41	4
2013	284	237	123	111	100	61	5
2014 (First Quarter)	96	75	44	27	25	17	0
Active	103	64	31	39	66	31	9
Months supply	3.2	2.6	2.1	4.3	7.9	5.5	27.0

Townhome Sales by price range



	\$1 - \$99K	\$100 - \$129	\$130 - \$159	\$160 - \$189	\$190 - \$209	\$210 - \$239	\$240 - \$269	\$270 - \$299	\$300 - \$349	\$350 - \$399
2009	14	70	79	9	0	3	2	0	3	0
2010	13	51	45	11	4	6	3	4	3	0
2011	18	36	38	5	1	5	4	2	2	0
2012	30	46	38	9	1	4	1	5	3	1
2013	30	48	60	16	1	8	2	3	1	0
2014 (First Quarter)	15	16	14	7	0	4	1	3	0	0
Active	17	26	27	6	2	1	6	2	0	0
Months Supply	3.4	4.9	5.8	2.6	30.0	0.8	18.0	2.0	0.0	0.0

Source: Lawrence MLS.
2014 includes 'Pending' sales.
Statistics WILL CHANGE, as reported by the MLS.
Sold data based on Closed Date.

The National Association of REALTORS® considers a six month supply of homes to be a balanced market.

