



McGrew Real Estate

Client Services

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

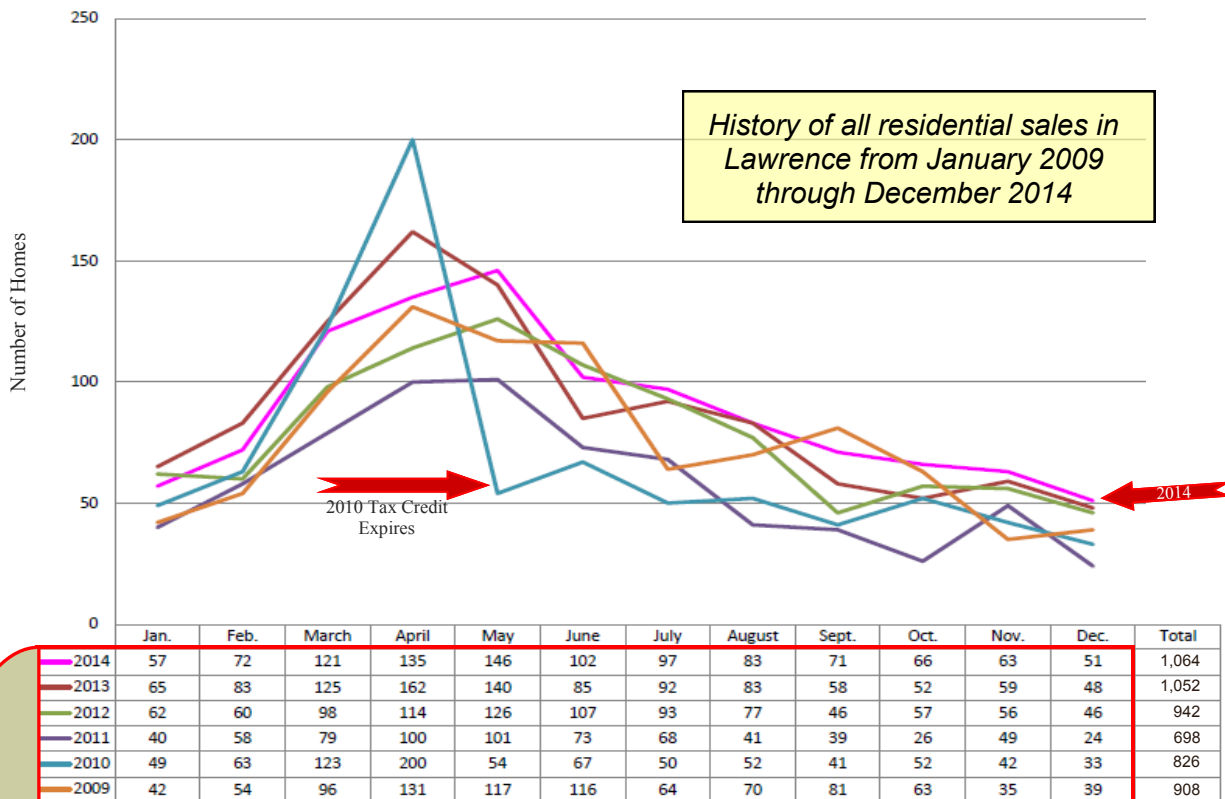
History of Residential Home Sales

Includes Single Family Homes, Townhomes and Condominiums

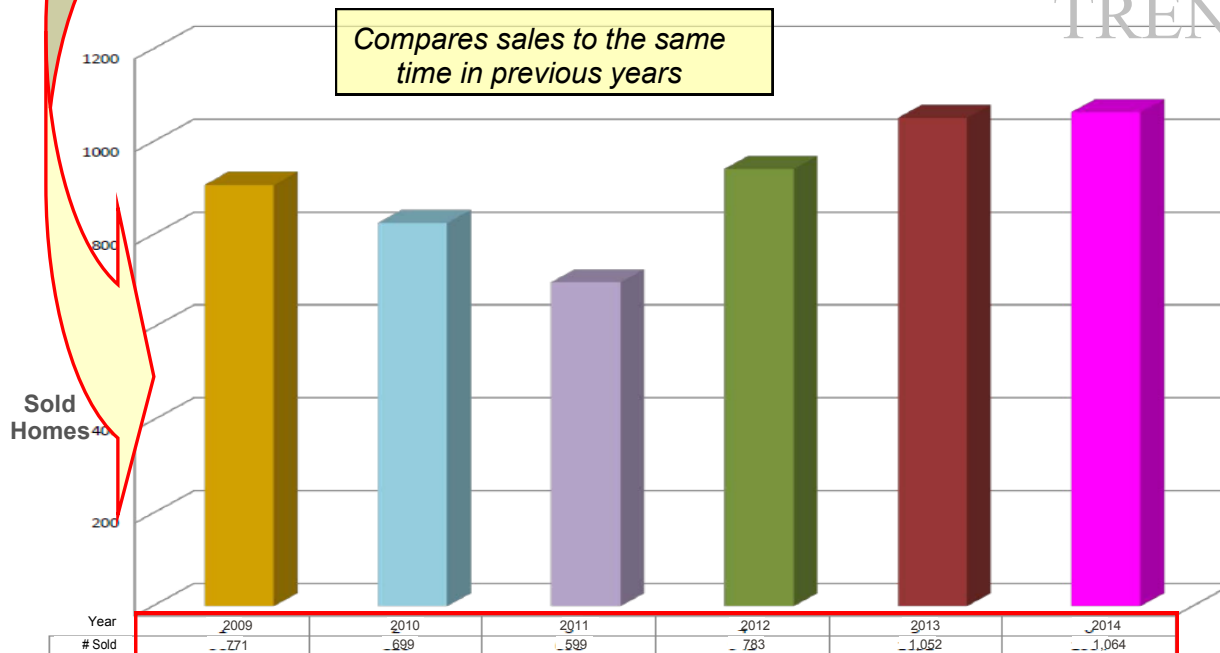
Lawrence, Kansas



SELLING CYCLES



TRENDS



History of Residential Home Sales

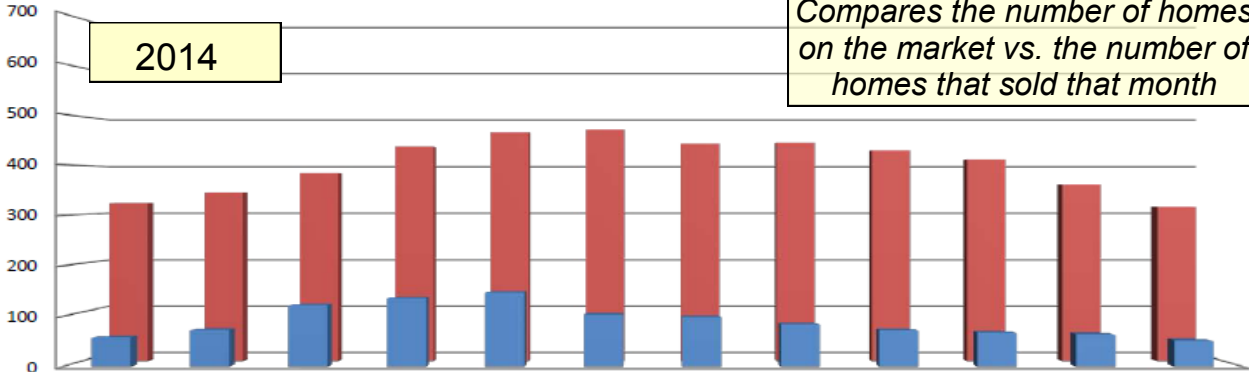


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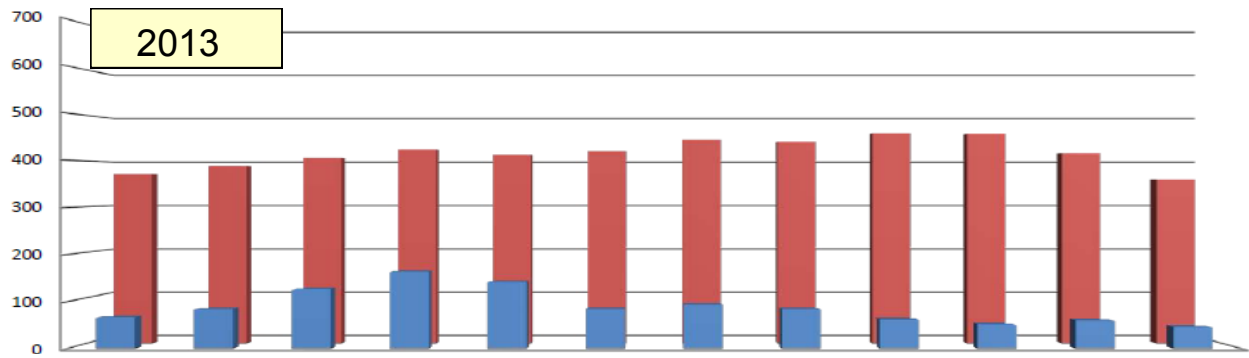
Lawrence, Kansas

SUPPLY & DEMAND

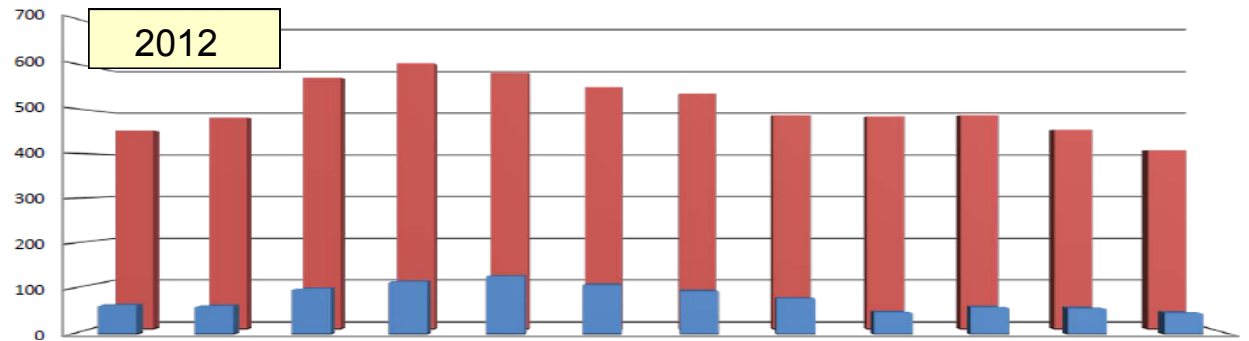
Compares the number of homes on the market vs. the number of homes that sold that month



	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	57	72	121	135	146	102	97	83	71	66	63	51
Active	323	344	384	438	467	473	444	446	430	412	361	315
% that sold	17.6%	20.9%	31.5%	30.8%	31.3%	21.6%	21.8%	18.6%	16.5%	16.0%	17.5%	16.2%



	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%



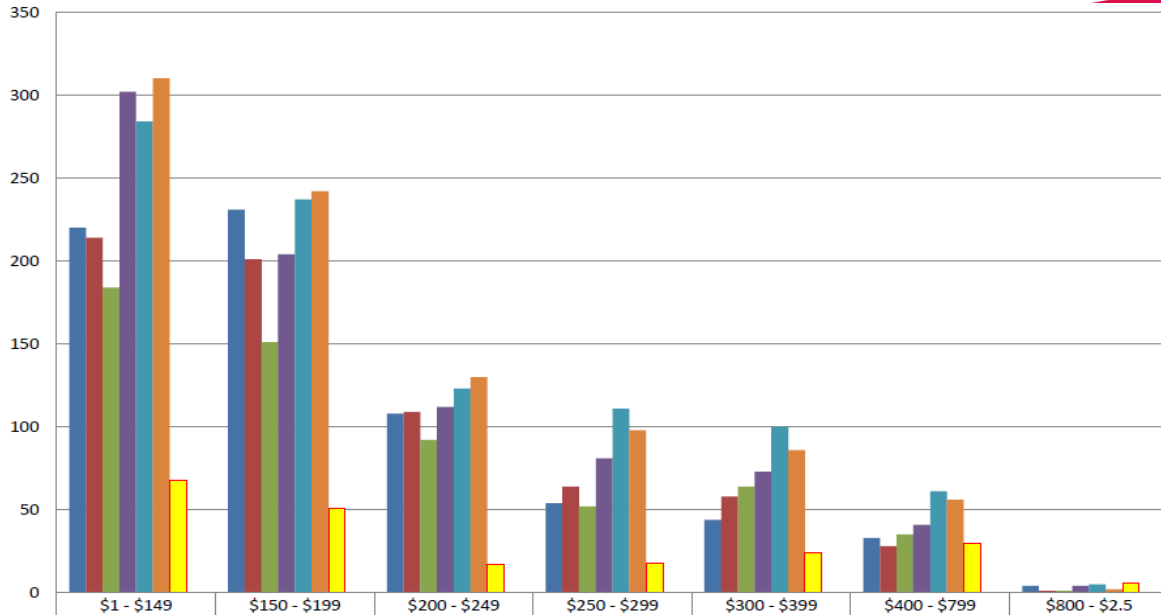
	Jan-12	Feb-12	Mar-12	Apr-12	May-12	Jun-12	Jul-12	Aug-12	Sep-12	Oct-12	Nov-12	Dec-12
Sold	62	60	98	114	126	107	93	77	46	57	55	45
Active	452	482	573	606	584	552	537	488	485	488	454	408
% that sold	13.7%	12.4%	17.1%	18.8%	21.6%	19.38%	17.32%	15.78%	9.48%	11.68%	12.11%	11.03%

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.
 Photo of Kansas River looking Northwest

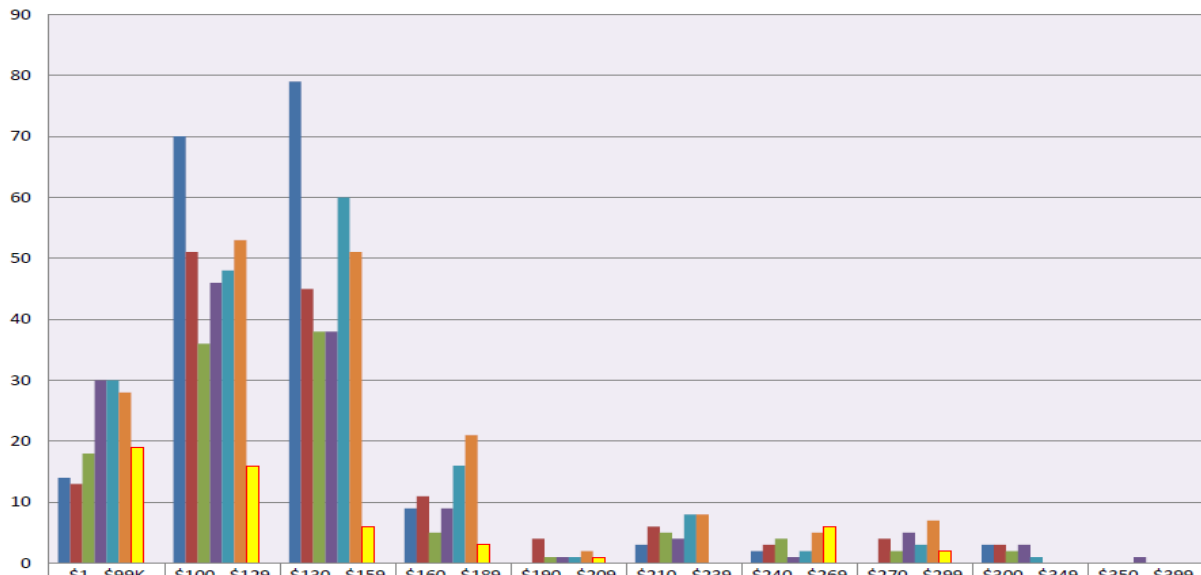
As of December 31, 2014

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	310	242	130	98	86	56	2
Active (Fourth Qrt)	68	51	17	18	24	30	6
Months supply	2.6	2.5	1.6	2.2	3.3	6.4	14.4

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	28	53	51	21	2	8	5	7	0	0
Active (Fourth Qrt)	19	16	6	3	1	0	6	2	0	0
Months Supply	6.1	2.7	1.1	1.3	9.0	0.0	10.8	2.6	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.

