

The McGrew Real Estate logo is located in the top left corner. It consists of the word "McGrew" in a serif font above the words "Real Estate" in a smaller sans-serif font, all contained within a white rectangular box with a red border and a red diagonal stripe.

# McGrew Real Estate

## Client Services

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

Photo by Eddie Davalos

It's summertime and the heat is on! The real estate market has been pretty warm as well, at least for those Sellers who were well prepared and priced right this past spring.



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Single-family homes between \$150,000 and \$250,000

enjoyed some of the greatest activity in our market. Low interest rates and high affordability seem to be encouraging entry level buyers to “leap frog” into this price range and skip over the lower priced segments more than in the past. So far, it seems that the 2014 market is very similar to the 2013 market. Not the continuous improvement we might have hoped for, but certainly much stronger than the 2010-2012 years. The Lawrence/Douglas County employment picture has not brightened significantly yet, but there is good reason to be hopeful. Many stakeholders have reaffirmed and even increased their commitment to growing jobs in our community. It seems that more economic development assets are in better alignment than at any time in the last 10 years. We are optimistic that if we can keep on track we will see real results in the very near future!

Regardless, we are seeing an active market for this time of year. So if you are considering buying or selling, you can expect fair activity if you are appropriately priced and have reasonable expectations. I am here to help you understand the current conditions. Give me a call, I am here to help!

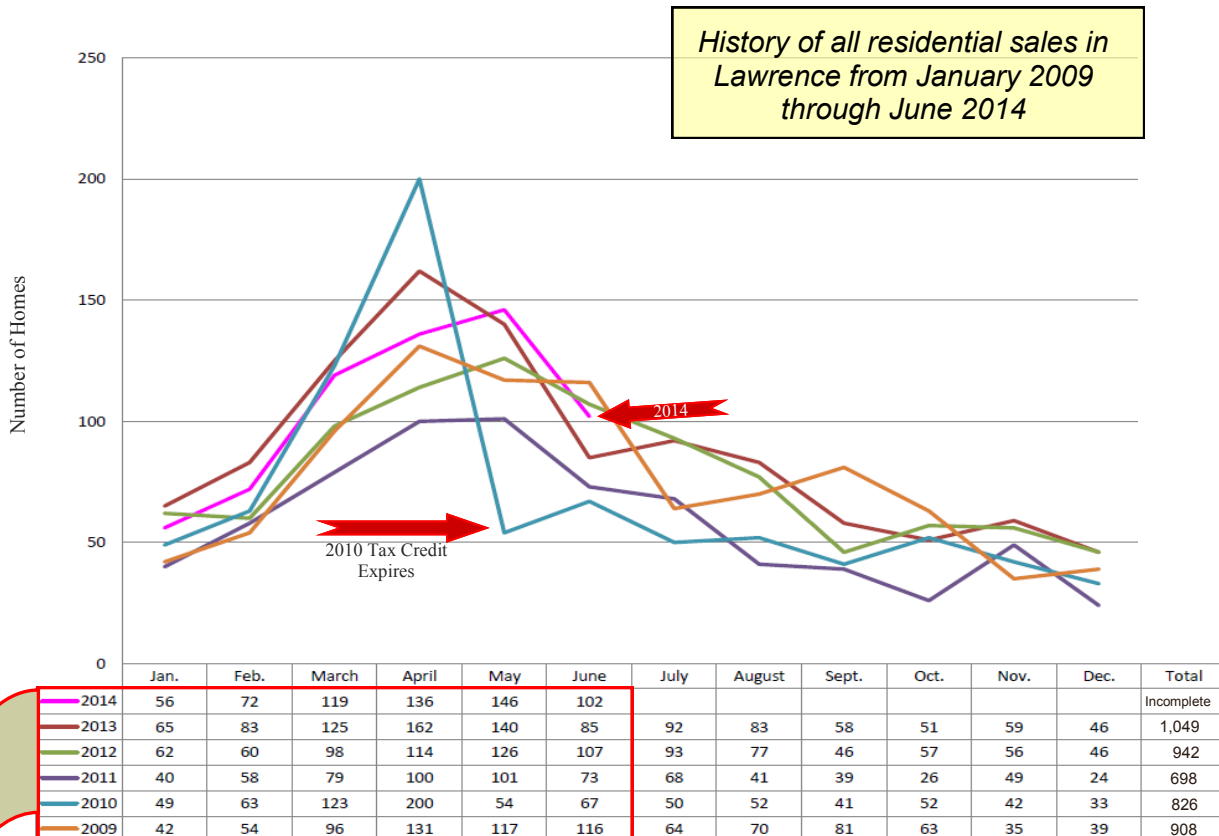


# History of Residential Home Sales

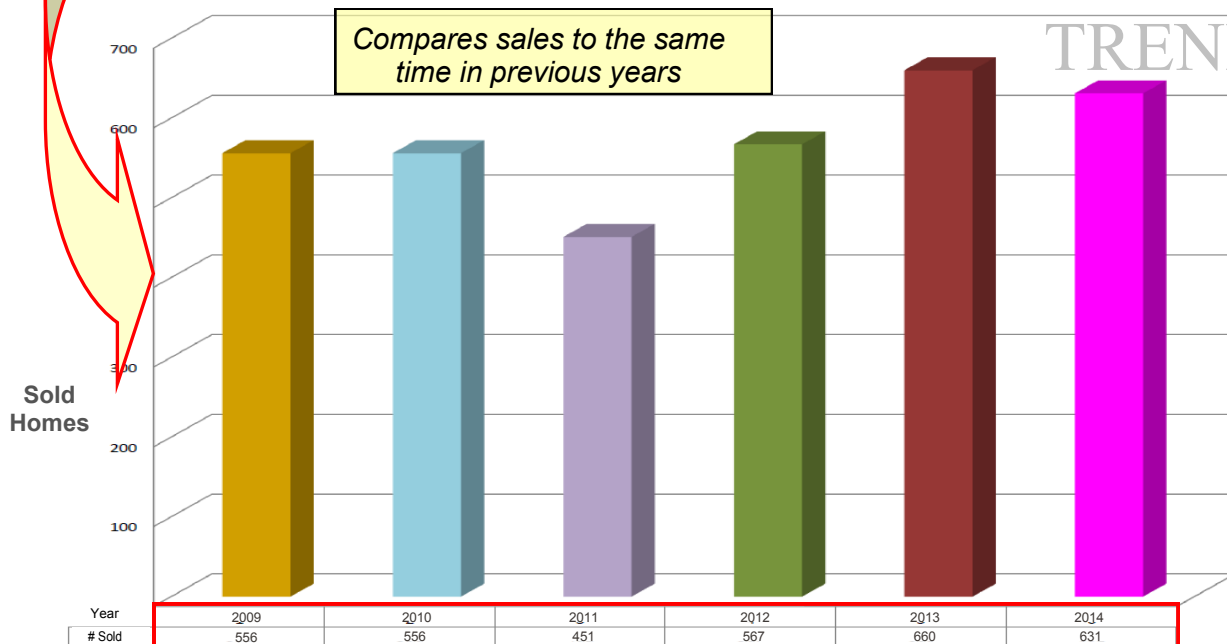
Includes Single Family Homes, Townhomes and Condominiums

Lawrence, Kansas

## SELLING CYCLES



## TRENDS

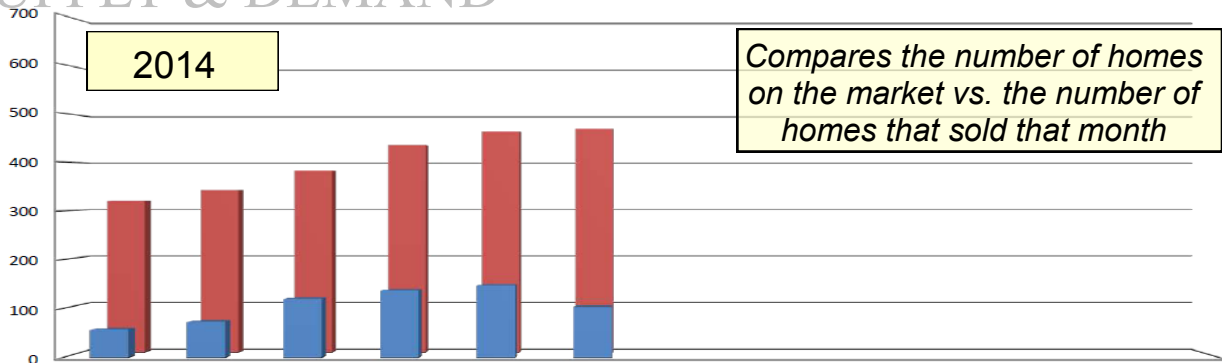


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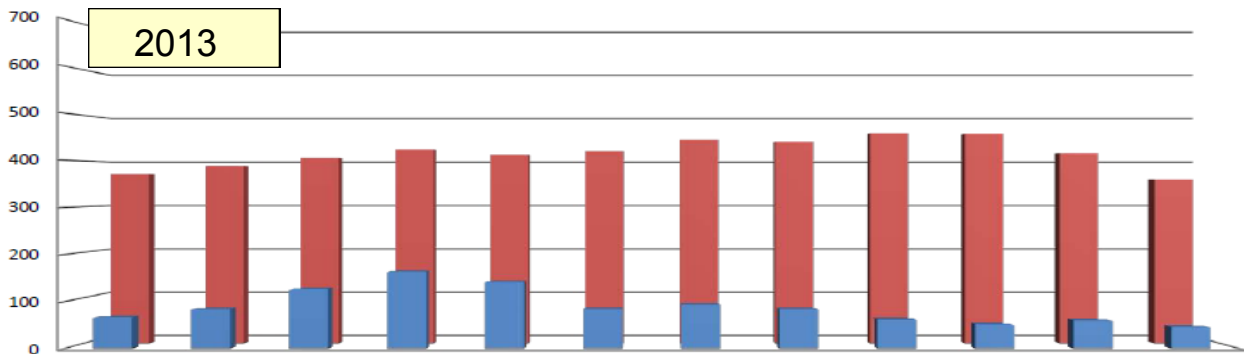
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Lawrence, Kansas

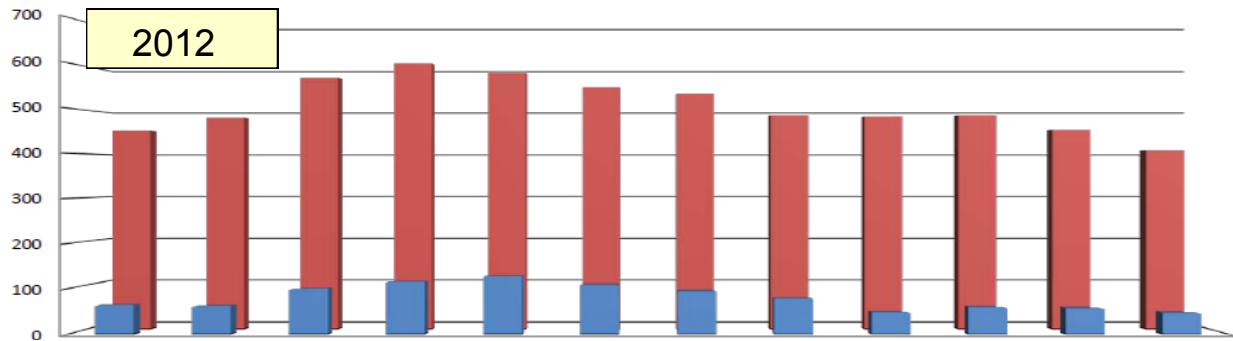
## SUPPLY & DEMAND



	Jan-14	Feb-14	Mar-14	Apr-14	May-14	Jun-14	Jul-14	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14
<b>Sold</b>	56	72	119	136	146	102						
<b>Active</b>	319	342	383	437	466	471						
<b>% that sold</b>	17.6%	21.1%	31.1%	31.1%	31.3%	21.7%						



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

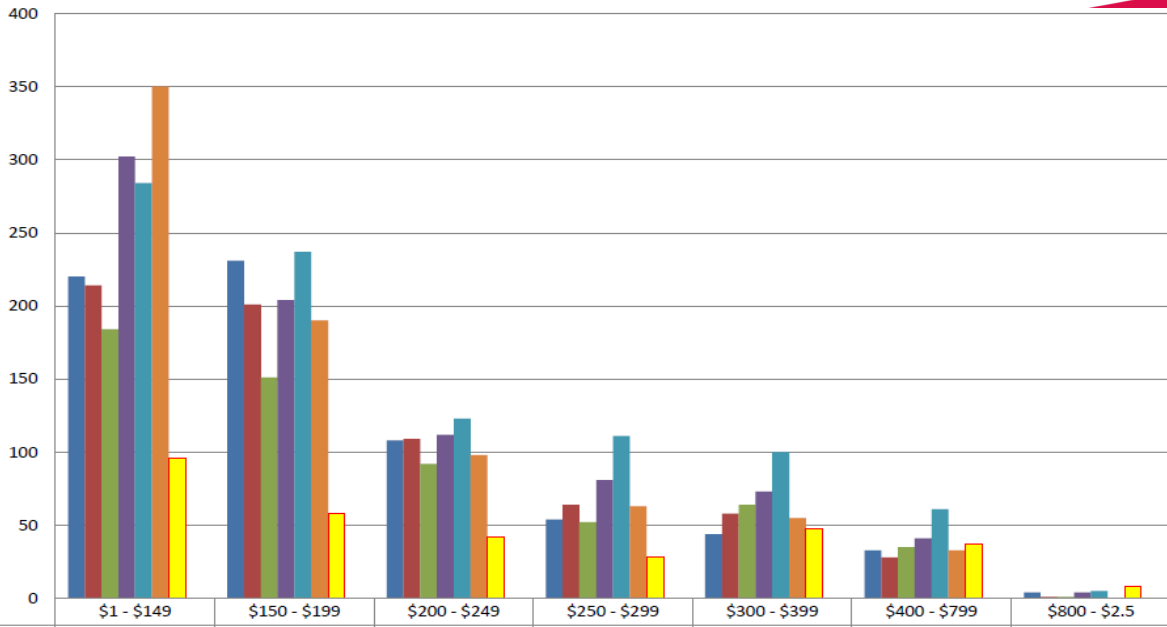


	Jan-12	Feb-12	Mar-12	Apr-12	May-12	Jun-12	Jul-12	Aug-12	Sep-12	Oct-12	Nov-12	Dec-12
<b>Sold</b>	62	60	98	114	126	107	93	77	46	57	55	45
<b>Active</b>	452	482	573	606	584	552	537	488	485	488	454	408
<b>% that sold</b>	13.7%	12.4%	17.1%	18.8%	21.6%	19.38%	17.32%	15.78%	9.48%	11.68%	12.11%	11.03%

*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

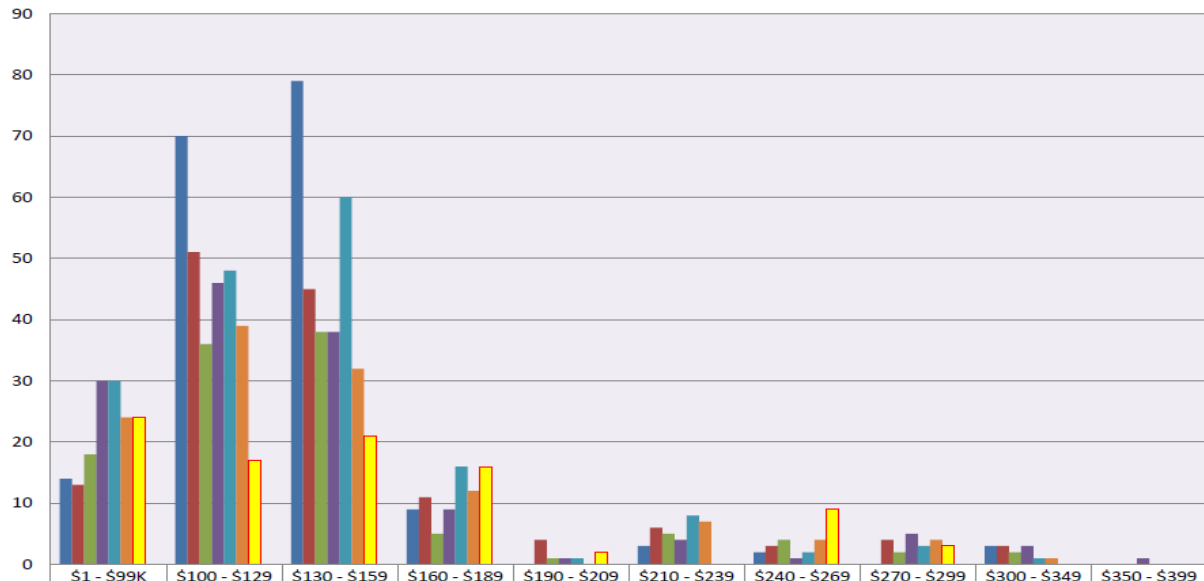
Sold data based on Contract Date.  
 2014 includes 'Pendings' & 'Solds'.  
 All data is deemed correct from the Lawrence MLS and may change.

# 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	350	190	98	63	55	33	0
Active (First Half)	96	58	42	28	48	37	8
Months supply	1.6	1.8	2.6	2.7	5.2	6.7	28.8

# 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	24	39	32	12	0	7	4	4	1	0
Active (First Half)	24	17	21	16	2	0	9	3	0	0
Months Supply	6.0	2.6	3.9	8.0	36.0	0.0	13.5	4.5	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.

