



McGrew Real Estate

Client Services

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

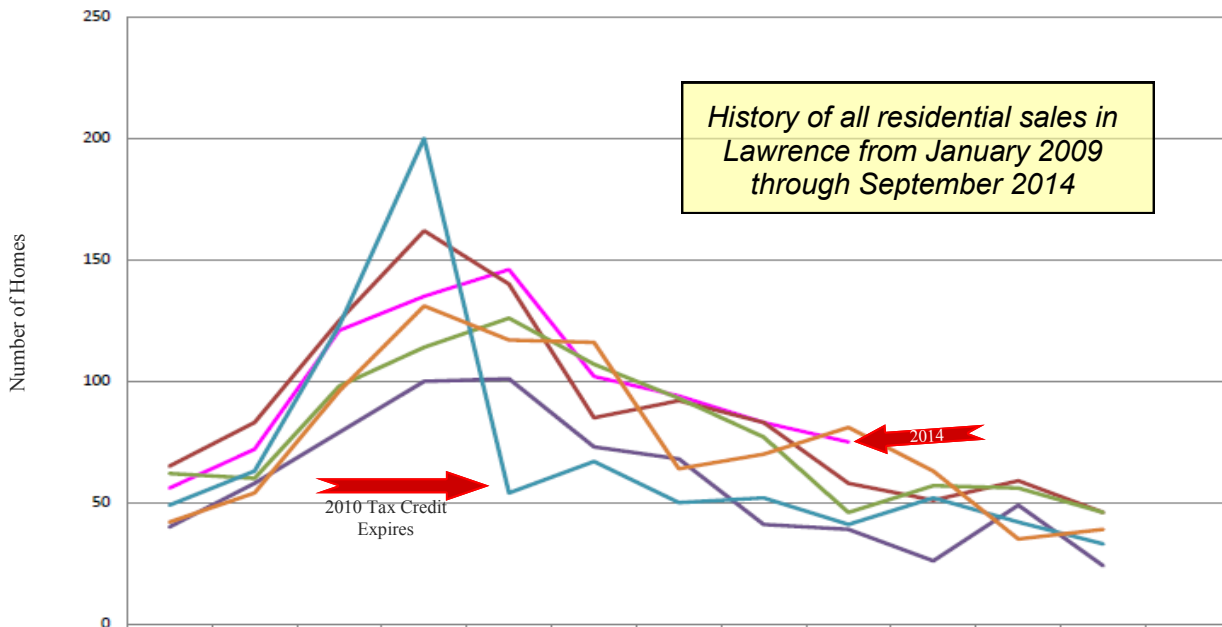
History of Residential Home Sales

Includes Single Family Homes, Townhomes and Condominiums

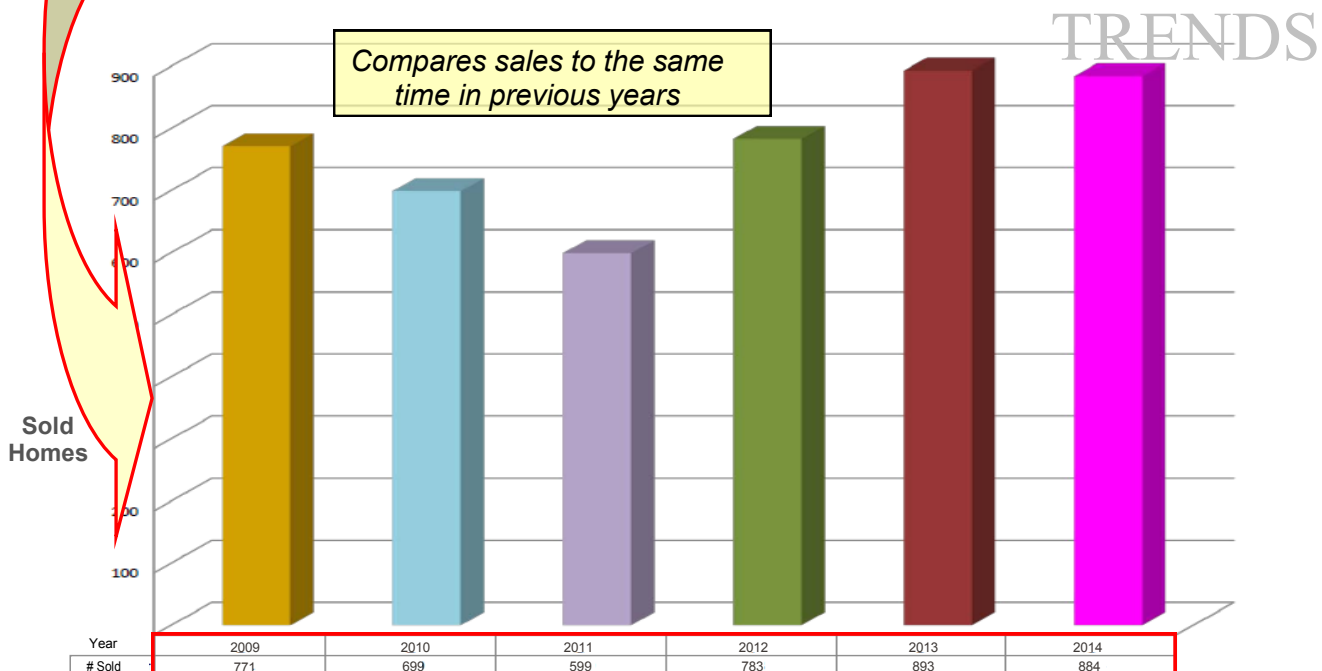
Lawrence, Kansas



SELLING CYCLES



	Jan.	Feb.	March	April	May	June	July	August	Sept.	Oct.	Nov.	Dec.	Total
2014	56	72	121	135	146	102	94	83	75				Incomplete
2013	65	83	125	162	140	85	92	83	58	51	59	46	1,049
2012	62	60	98	114	126	107	93	77	46	57	56	46	942
2011	40	58	79	100	101	73	68	41	39	26	49	24	698
2010	49	63	123	200	54	67	50	52	41	52	42	33	826
2009	42	54	96	131	117	116	64	70	81	63	35	39	908



TRENDS

Year	2009	2010	2011	2012	2013	2014
# Sold	771	699	599	783	893	884

History of Residential Home Sales

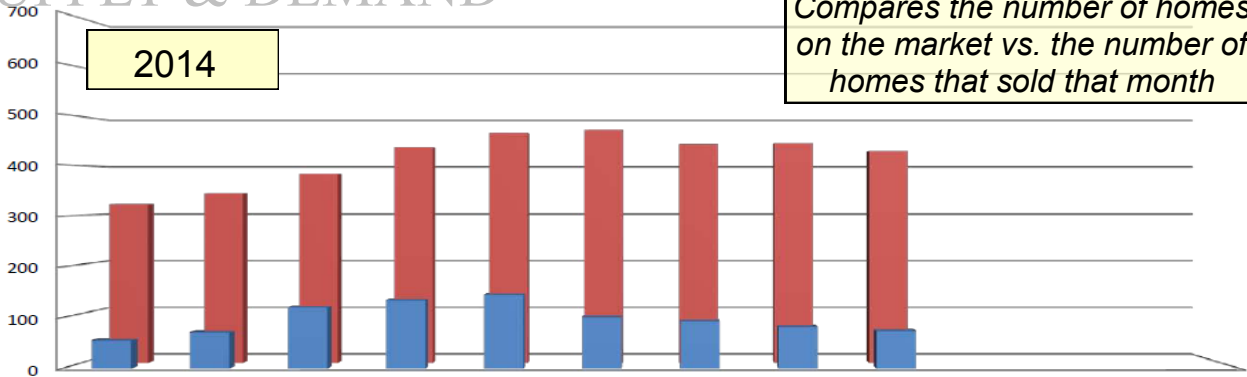
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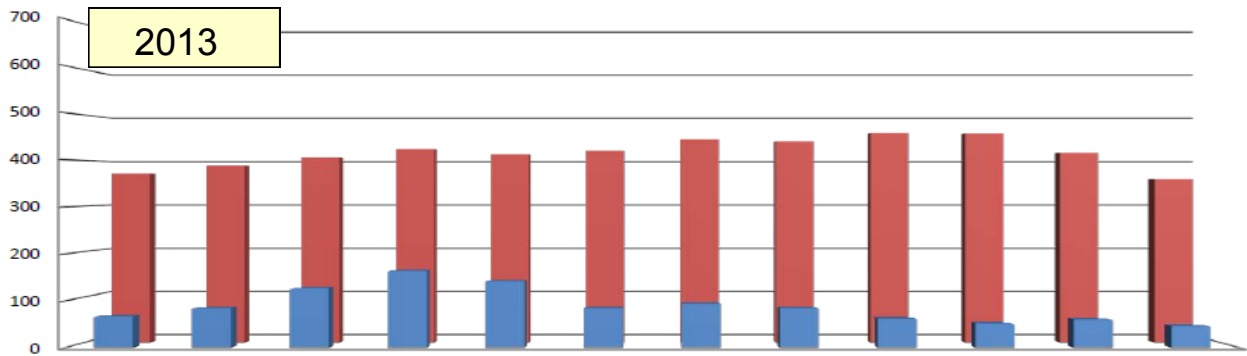


SUPPLY & DEMAND

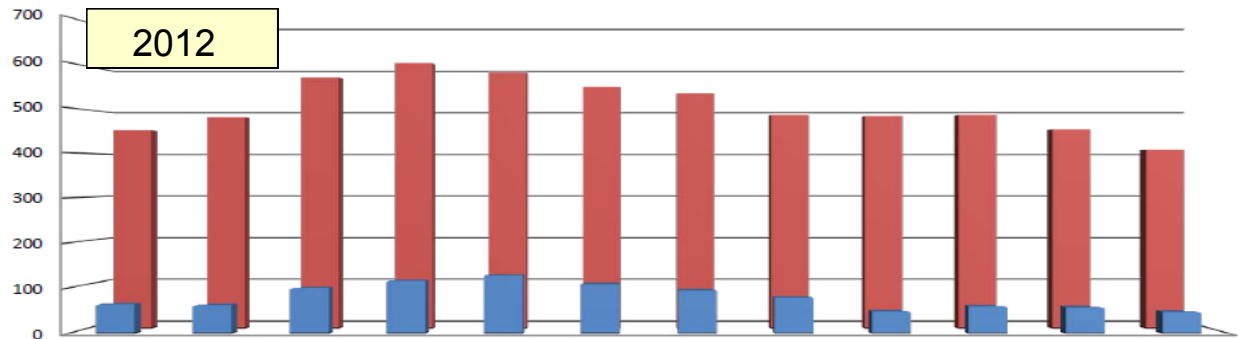
Compares the number of homes on the market vs. the number of homes that sold that month



	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	72	121	135	146	102	94	83	75			
Active	323	344	384	438	467	473	444	446	430			
% that sold	17.3%	20.9%	31.5%	30.8%	31.3%	21.6%	21.2%	18.6%	17.4%			



	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%

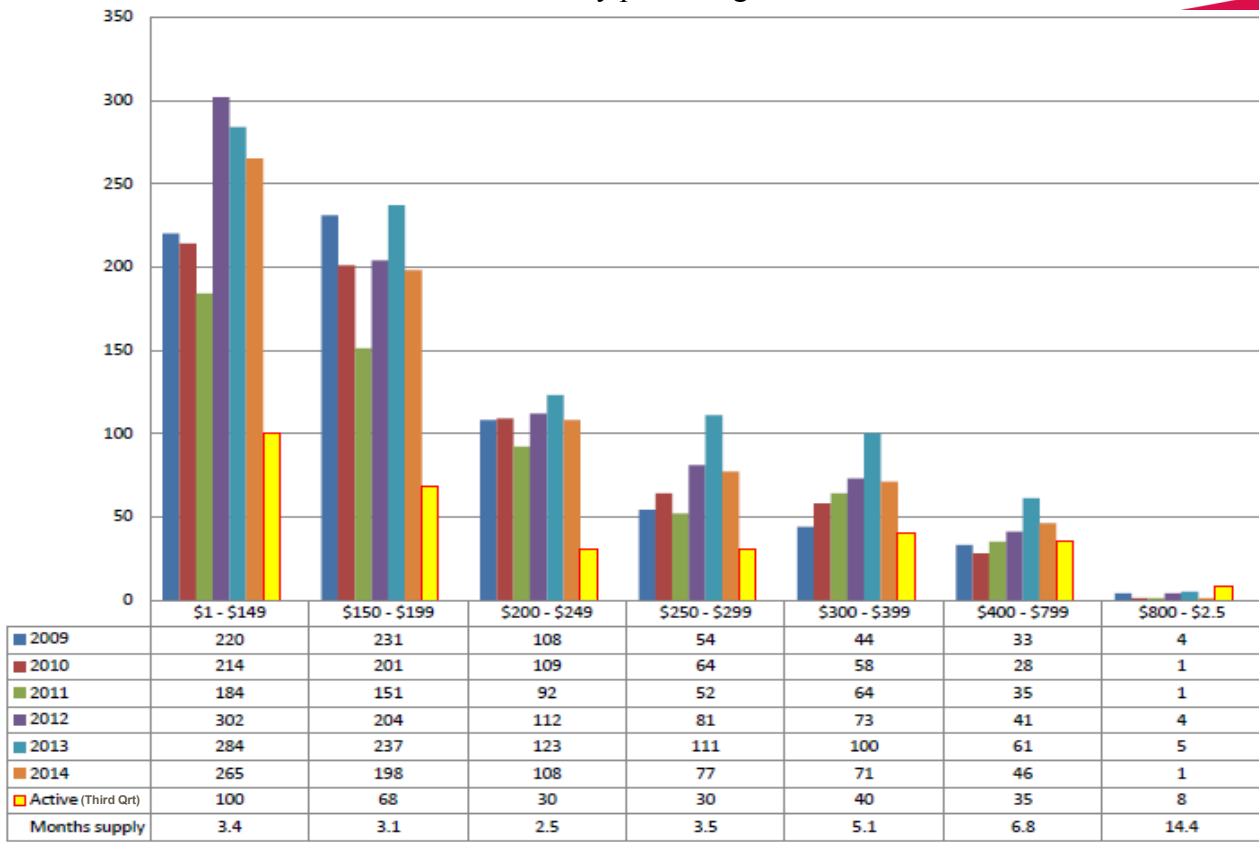


	Jan-12	Feb-12	Mar-12	Apr-12	May-12	Jun-12	Jul-12	Aug-12	Sep-12	Oct-12	Nov-12	Dec-12
Sold	62	60	98	114	126	107	93	77	46	57	55	45
Active	452	482	573	606	584	552	537	488	485	488	454	408
% that sold	13.7%	12.4%	17.1%	18.8%	21.6%	19.38%	17.32%	15.78%	9.48%	11.68%	12.11%	11.03%

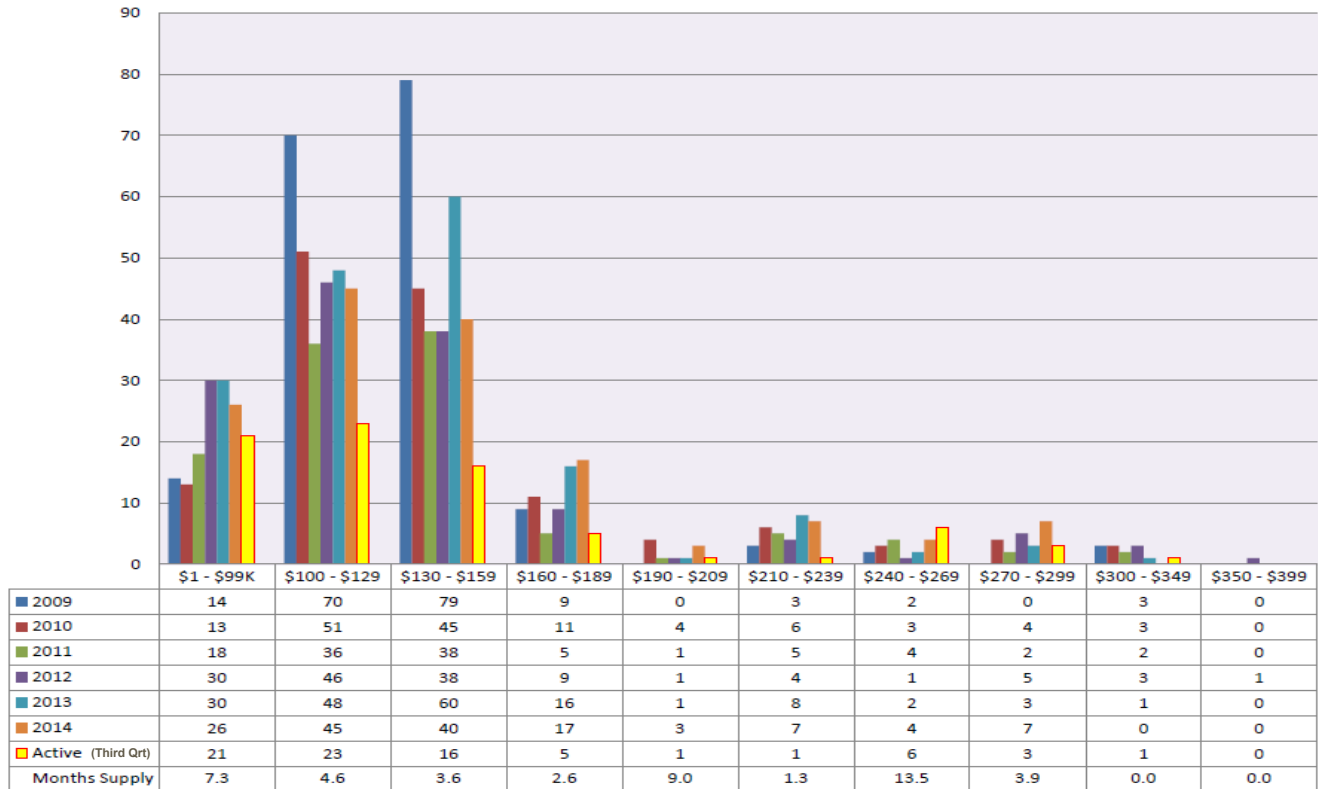
Sold - the number of homes that changed from 'Active' to 'Pending'
Active - reflects an average number of homes on the MLS for the given month

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



Townhome Sales by price range



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.

