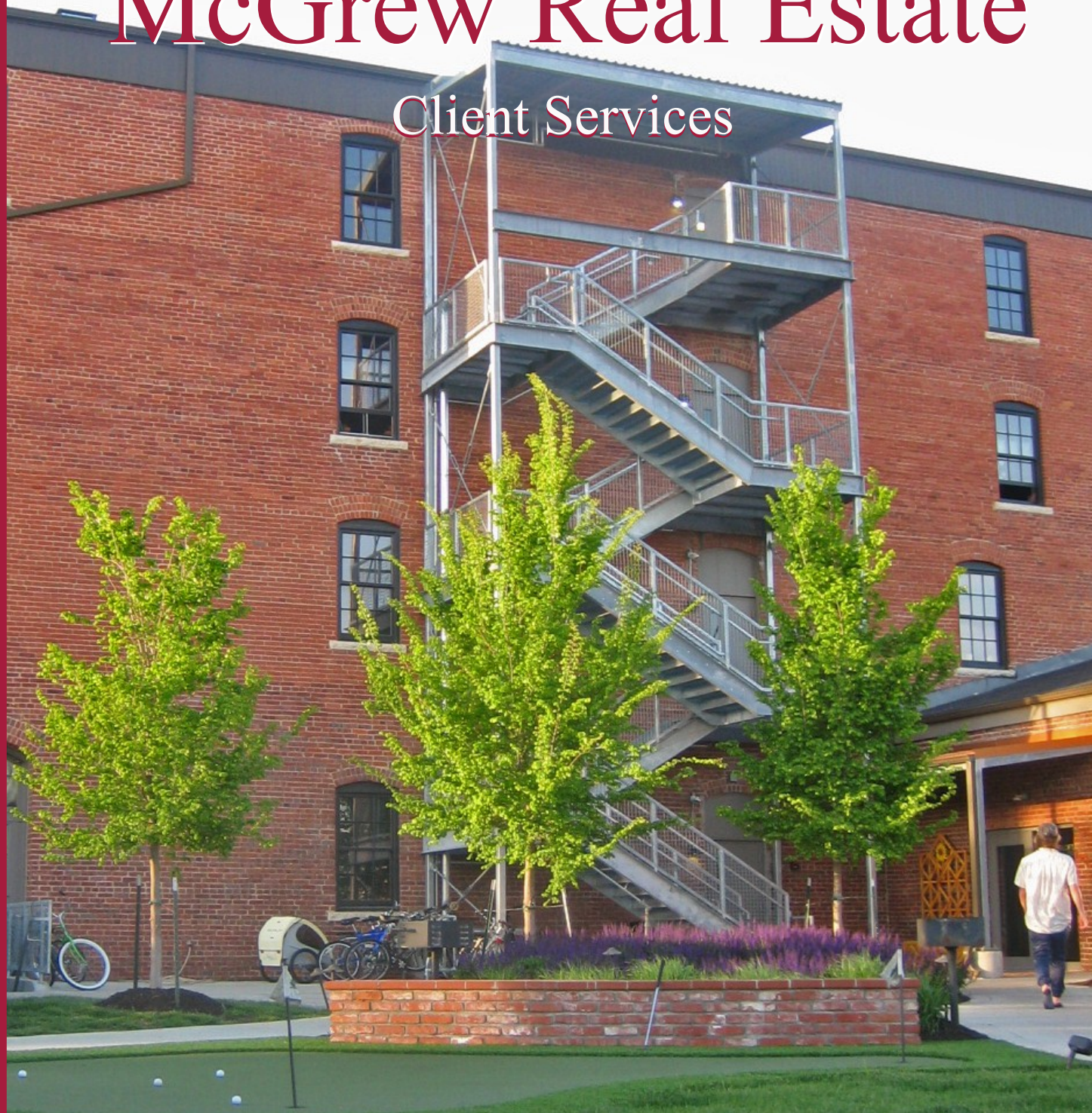


# McGrew Real Estate

## Client Services



A summary of the  
Residential Real Estate Market

Lawrence, Kansas  
January - March 2015

The Poehler Building  
Photo by Eddie Davalos



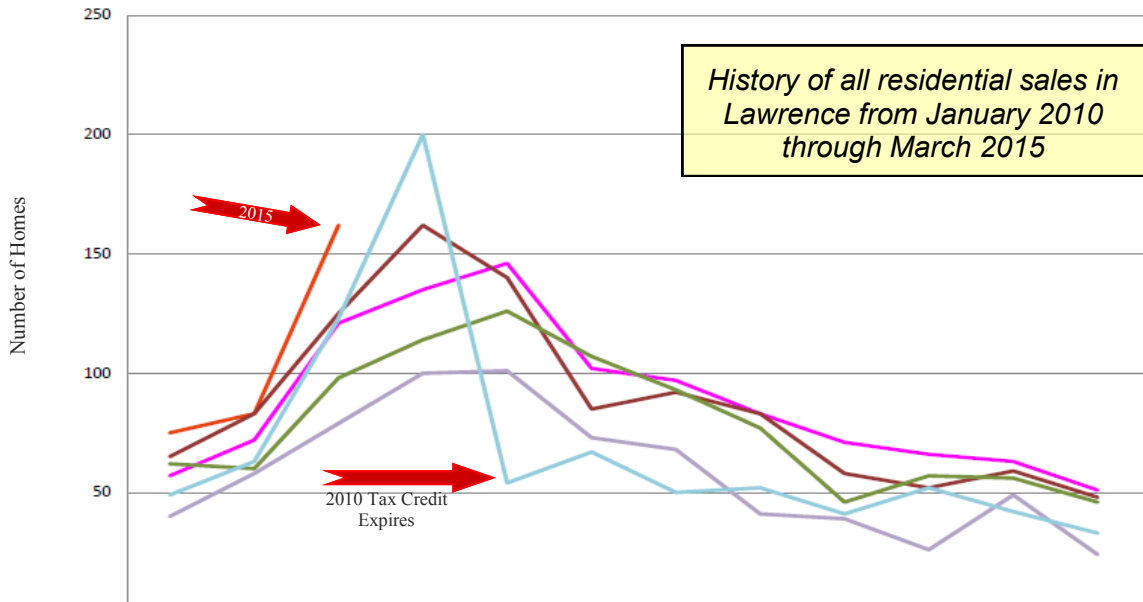
# History of Residential Home Sales

Includes Single Family Homes, Townhomes and Condominiums

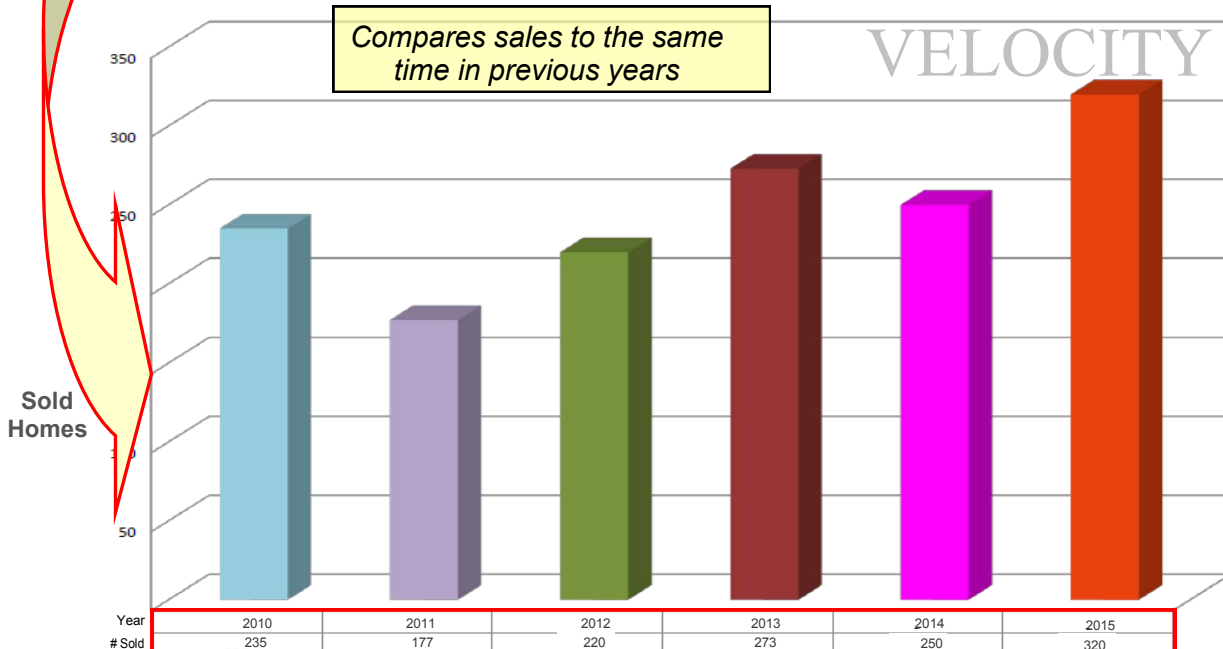
Lawrence, Kansas



## SELLING CYCLES



	Jan.	Feb.	March	April	May	June	July	August	Sept.	Oct.	Nov.	Dec.	Total
2015	75	83	162										Incomplete
2014	57	72	121	135	146	102	97	83	71	66	63	51	1,064
2013	65	83	125	162	140	85	92	83	58	52	59	48	1,052
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



# History of Residential Home Sales

Includes Single Family Homes, Townhomes and Condominiums

Lawrence, Kansas

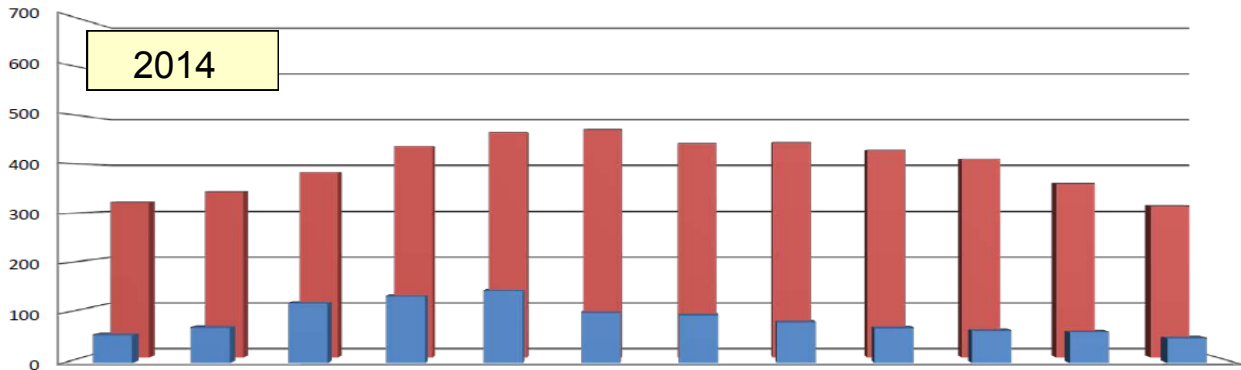


## SUPPLY & DEMAND

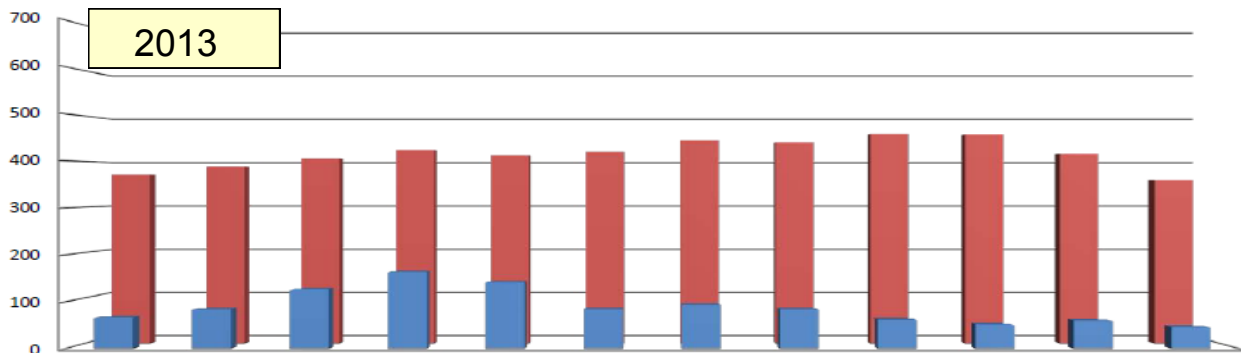
*Compares the number of homes on the market vs. the number of homes that sold that month*



	Jan-15	Feb-15	Mar-15	Apr-15	May-15	Jun-15	Jul-15	Aug-15	Sep-15	Oct-15	Nov-15	Dec-15
<b>Sold</b>	75	83	162									
<b>Active</b>	288	316	335									
<b>% that sold</b>	26.0%	26.3%	48.4%									



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

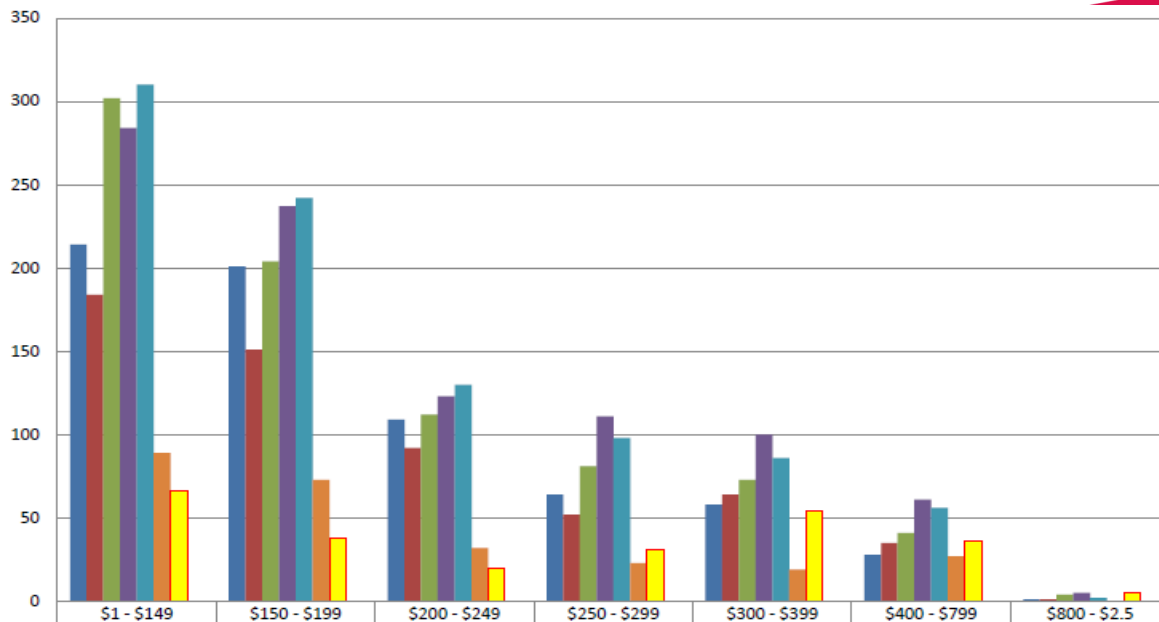


	Jan-13	Feb-13	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13
<b>Sold</b>	65	83	125	162	140	83	92	83	61	50	59	45
<b>Active</b>	371	388	406	425	413	421	446	441	460	459	416	359
<b>% that sold</b>	17.5%	21.4%	30.8%	38.1%	33.9%	19.7%	20.6%	18.8%	13.3%	10.9%	14.2%	12.5%

*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.  
 2015 includes 'Pendings' & 'Solds'.  
 All data is deemed correct from the Lawrence MLS and may change.

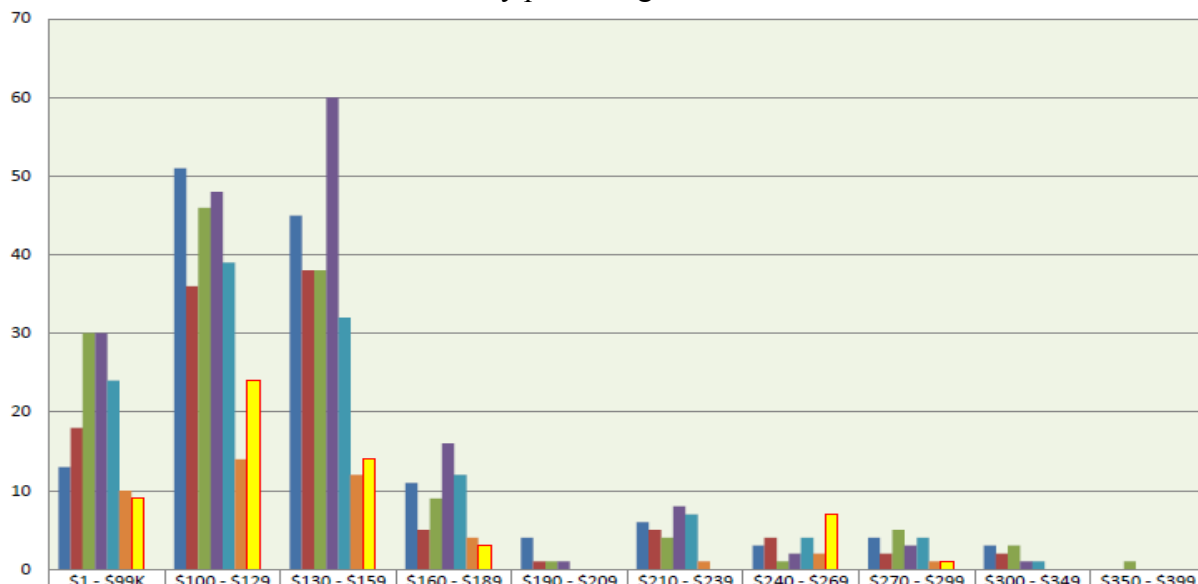
# Single Family Home Sales by price range



	\$1 - \$149	\$150 - \$199	\$200 - \$249	\$250 - \$299	\$300 - \$399	\$400 - \$799	\$800 - \$2.5
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
2015	89	73	32	23	19	27	0
Active (First Qtr)	66	38	20	31	54	36	5
Months supply	2.2	1.6	1.9	4.0	8.5	4.0	37.5*

\* Includes 2014 & 2015 for calculation

# 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
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
2015	10	14	12	4	0	1	2	1	0	0
Active (First Qtr)	9	24	14	3	0	0	7	1	0	0
Months Supply	2.7	5.1	3.5	2.3	0.0	0.0	10.5	3.0	0.0	0.0

Source: Lawrence MLS.  
2015 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.

