

McGrew Real Estate

Client Services



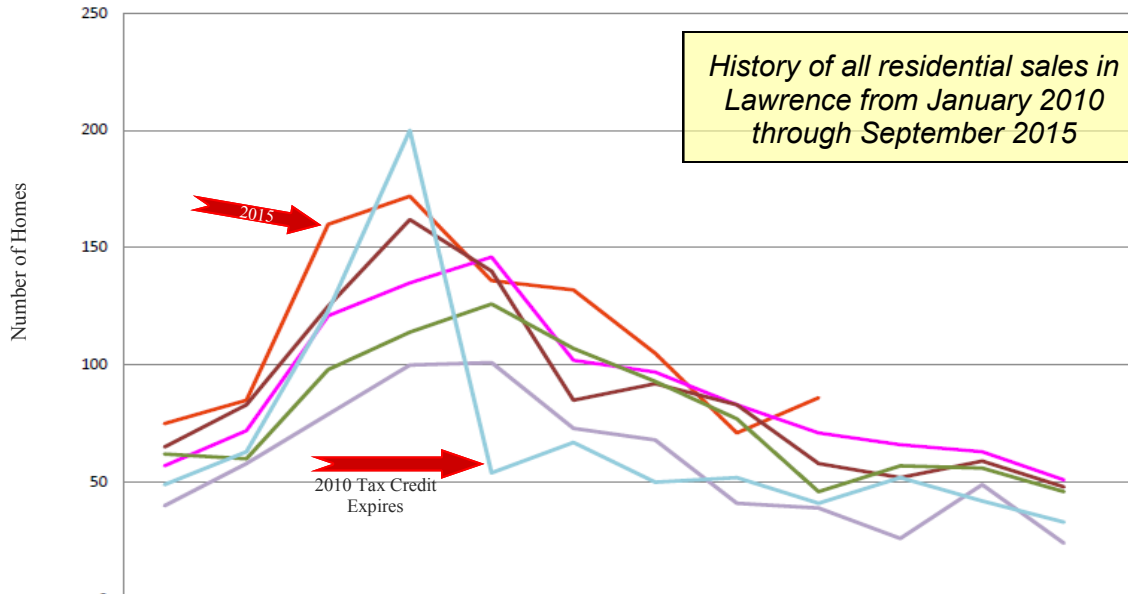
A summary of the
Residential Real Estate Market
Lawrence, Kansas
January - September 2015

History of Residential Home Sales

Includes Single Family Homes, Townhomes and Condominiums

Lawrence, Kansas

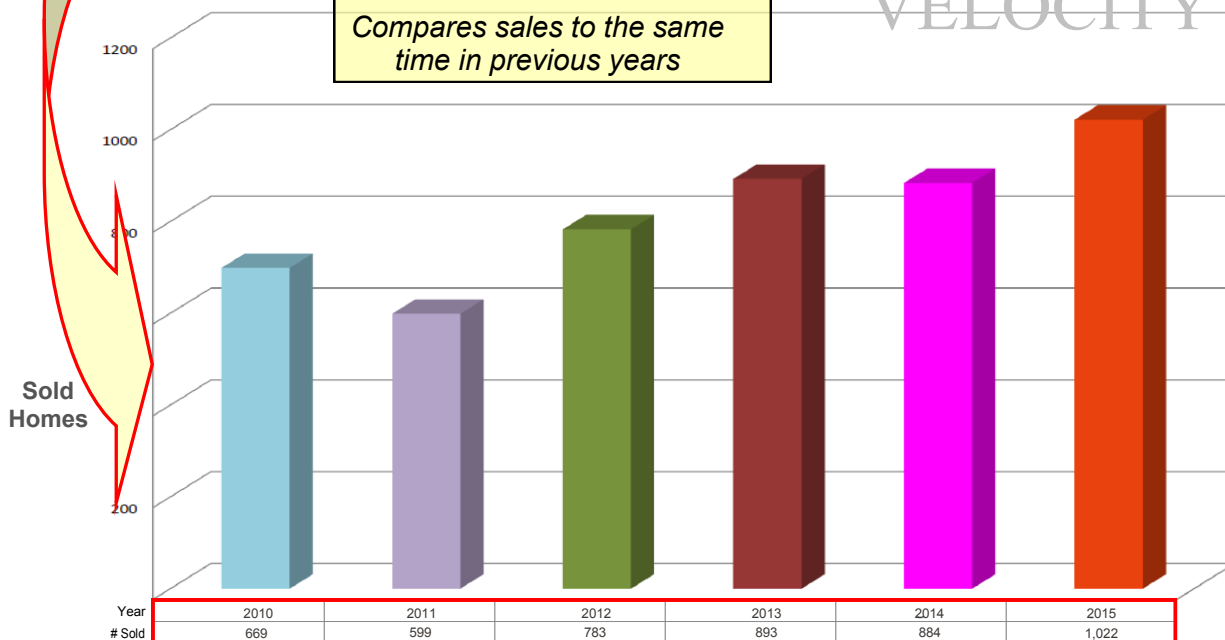
SELLING CYCLES



	Jan.	Feb.	March	April	May	June	July	August	Sept.	Oct.	Nov.	Dec.	Total
2015	75	85	160	172	136	132	105	71	86				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

VELOCITY

Compares sales to the same time in previous years



History of Residential Home Sales

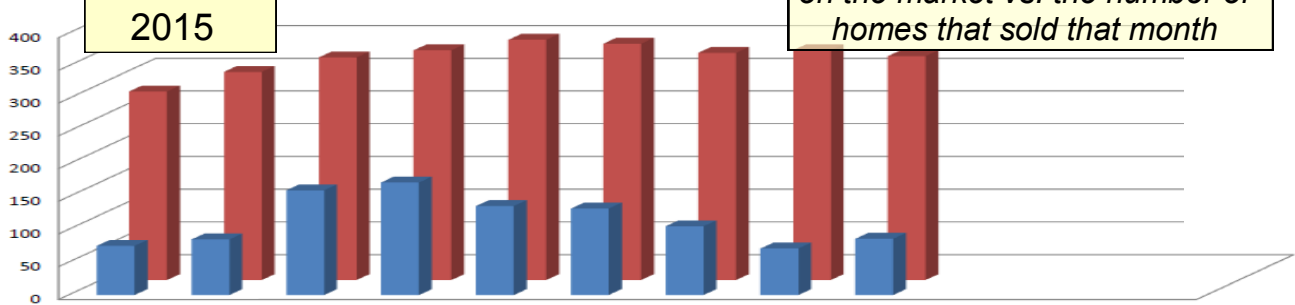
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Lawrence, Kansas

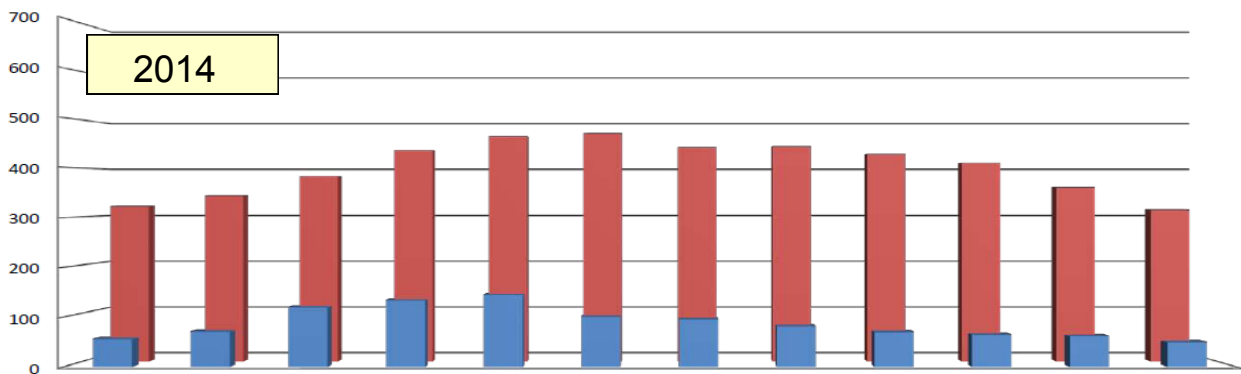


SUPPLY & DEMAND

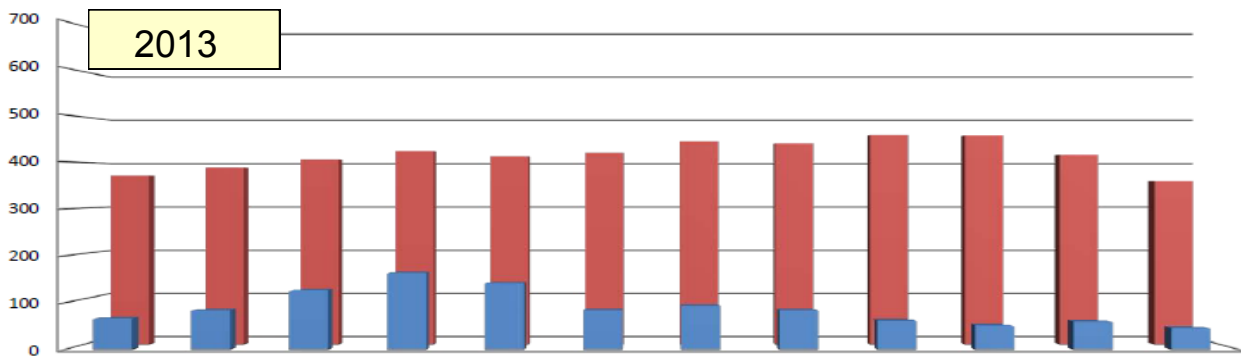
Compares the number of homes on the market vs. the number of homes that sold that month



	Jan-15	Feb-15	Mar-15	Apr-15	May-15	Jun-15	Jul-15	Aug-15	Sep-15	Oct-15	Nov-15	Dec-15
Sold	75	85	160	172	136	132	105	71	86			
Active	288	318	340	351	367	361	347	351	342			
% that sold	26.0%	26.7%	47.1%	49.0%	37.1%	36.6%	30.3%	20.2%	25.1%			



	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%

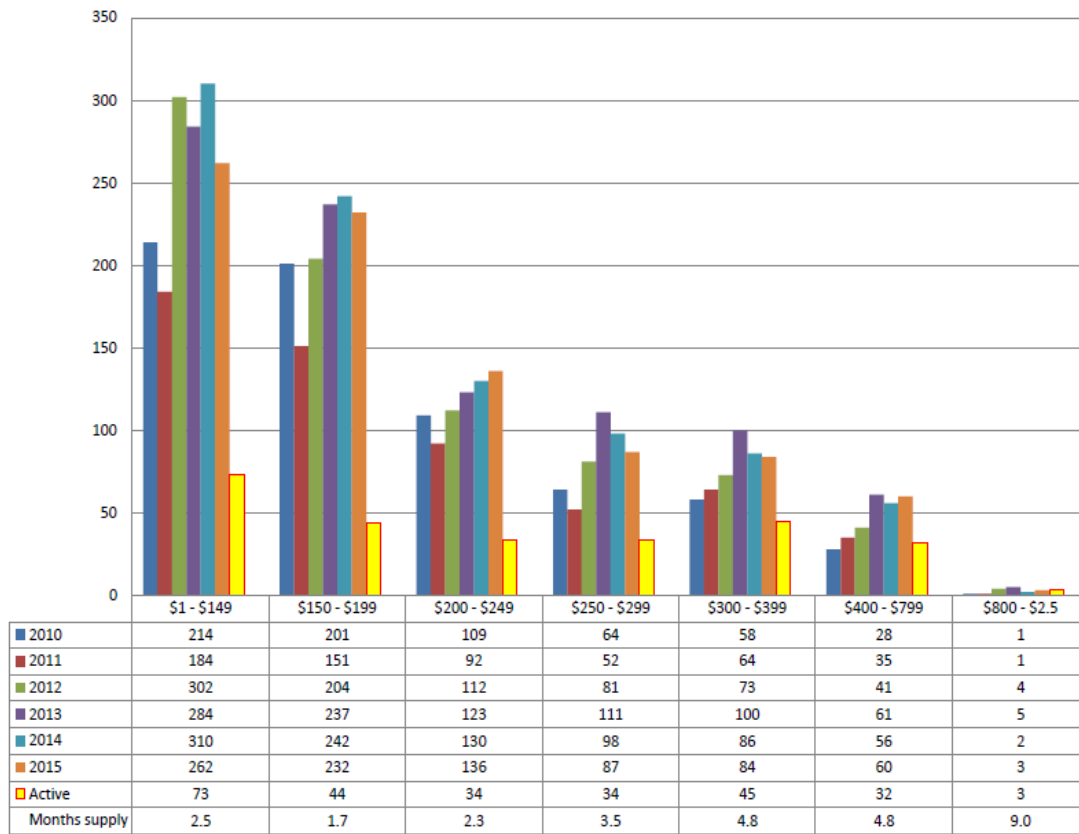


	Jan-13	Feb-13	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13
Sold	65	83	125	162	140	83	92	83	61	50	59	45
Active	371	388	406	425	413	421	446	441	460	459	416	359
% that sold	17.5%	21.4%	30.8%	38.1%	33.9%	19.7%	20.6%	18.8%	13.3%	10.9%	14.2%	12.5%

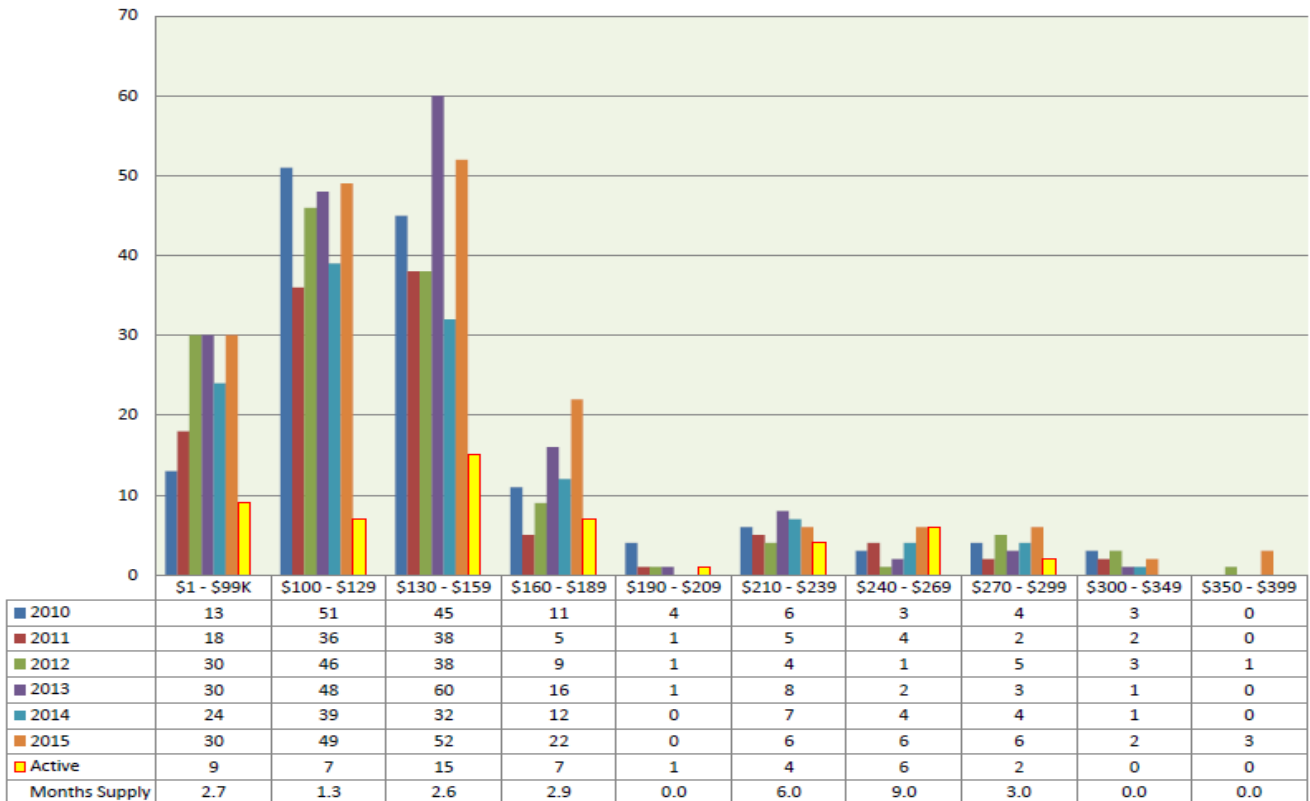
Sold - the number of homes that changed from 'Active' to 'Pending'
Active - reflects an average number of homes on the MLS for the given month

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



Townhome Sales



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.

