



# McGrew Real Estate

## Client Services

A summary of the  
Residential Real Estate Market  
Lawrence, Kansas  
January - December 2016

Sports Pavilion  
photo by Eddie Davalos

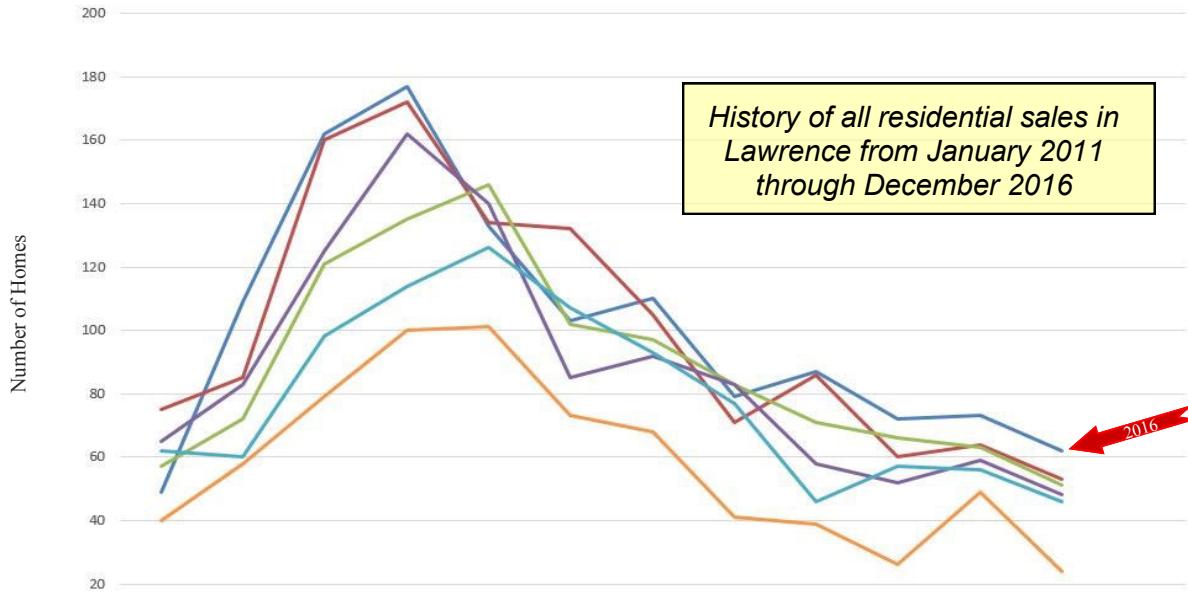


# History of Residential Home Sales

Includes Single Family Homes, Townhomes and Condominiums

Lawrence, Kansas

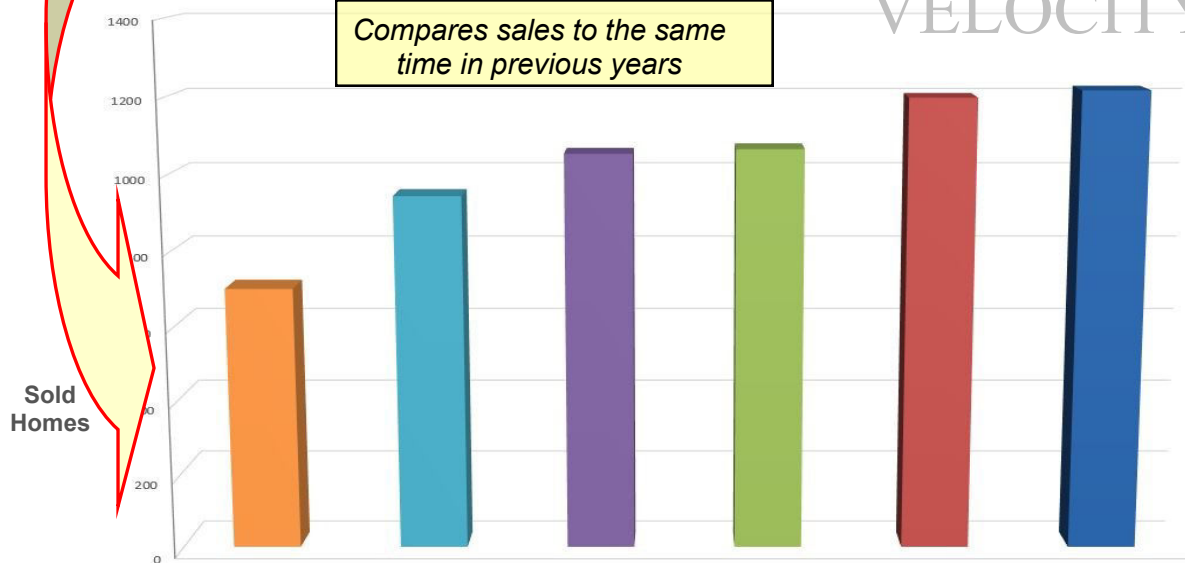
## SELLING CYCLES



	Jan.	Feb.	March	April	May	June	July	August	Sept.	Oct.	Nov.	Dec.	Total
2016	49	109	162	177	133	103	110	79	87	72	73	62	1,216
2015	75	85	160	172	134	132	105	71	86	60	64	53	1,197
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

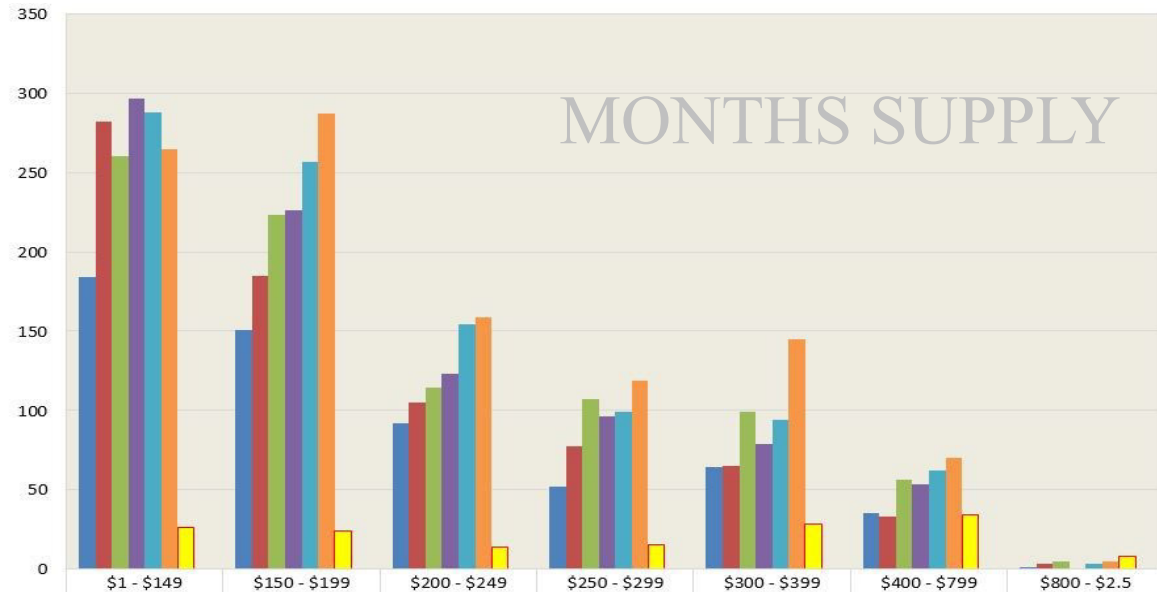
## VELOCITY

Compares sales to the same time in previous years



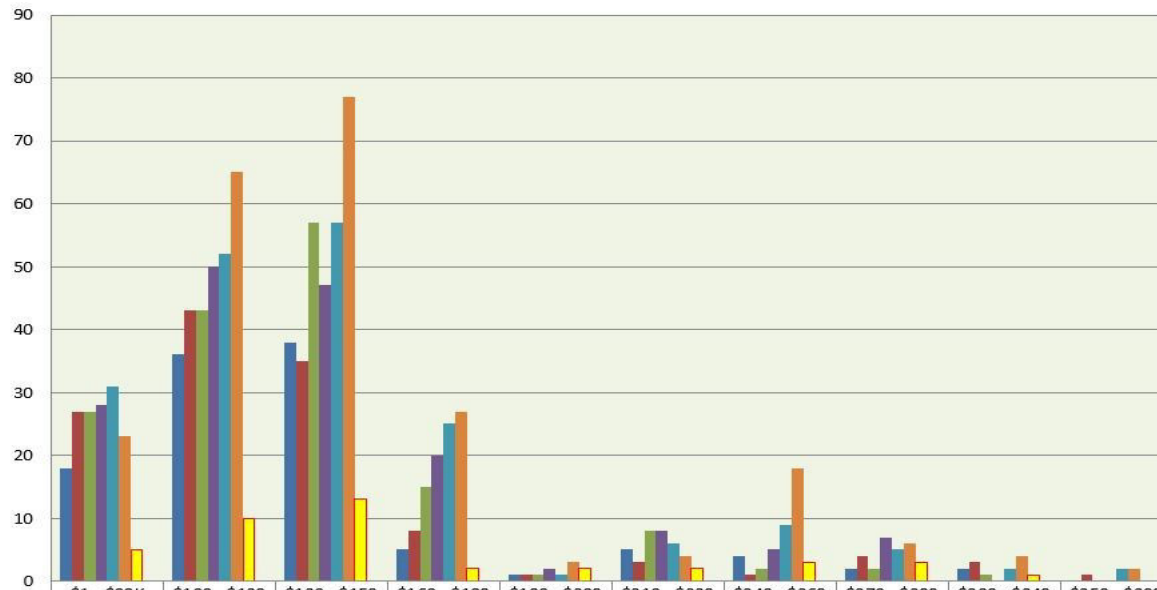
Year	2011	2012	2013	2014	2015	2016
# Sold	968	942	1,052	1,064	1,097	1,216

# Single Family Home Sales by price range



	\$1 - \$149	\$150 - \$199	\$200 - \$249	\$250 - \$299	\$300 - \$399	\$400 - \$799	\$800 - \$2.5
2011	184	151	92	52	64	35	1
2012	282	185	105	77	65	33	3
2013	260	223	114	107	99	56	5
2014	297	226	123	96	79	53	0
2015	288	257	154	99	94	62	3
2016	265	287	159	119	145	70	5
Active	26	24	14	15	28	34	8
Months supply	1.2	1.0	1.1	1.5	2.3	5.8	19.2

## Townhome Sales



	\$1 - \$99K	\$100 - \$129	\$130 - \$159	\$160 - \$189	\$190 - \$209	\$210 - \$239	\$240 - \$269	\$270 - \$299	\$300 - \$349	\$350 - \$399
2011	18	36	38	5	1	5	4	2	2	0
2012	27	43	35	8	1	3	1	4	3	1
2013	27	43	57	15	1	8	2	2	1	0
2014	28	50	47	20	2	8	5	7	0	0
2015	31	52	57	25	1	6	9	5	2	2
2016	23	65	77	27	3	4	18	6	4	2
Active	5	10	13	2	2	2	3	3	1	0
Months Supply	2.6	1.8	2.0	0.9	8.0	6.0	2.0	6.0	3.0	0.0

Source: Lawrence MLS.  
2016 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.

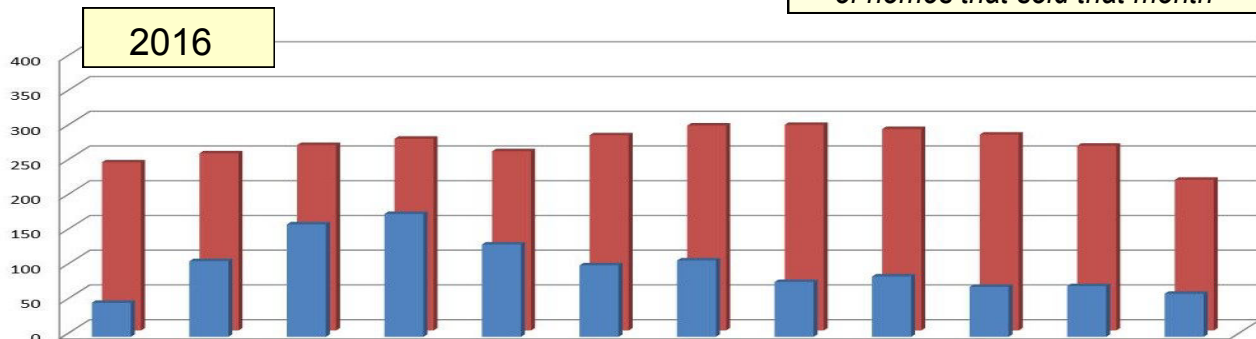


# History of Residential Home Sales

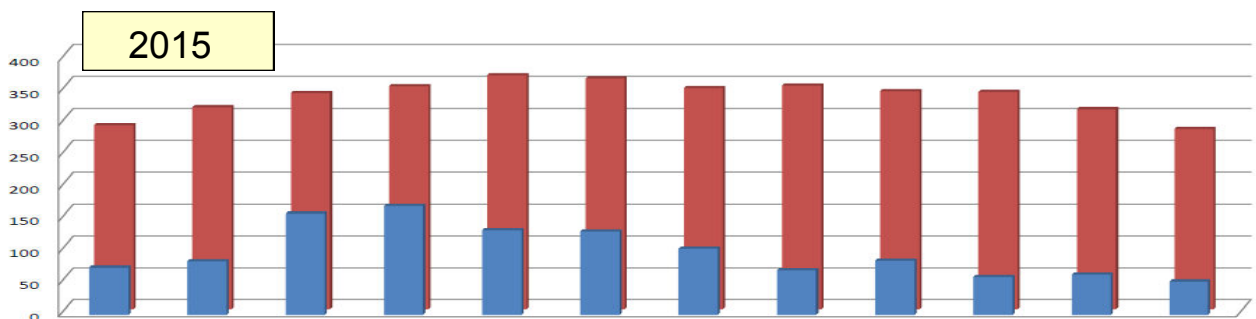
Includes Single Family Homes, Townhomes and Condominiums

Lawrence, Kansas

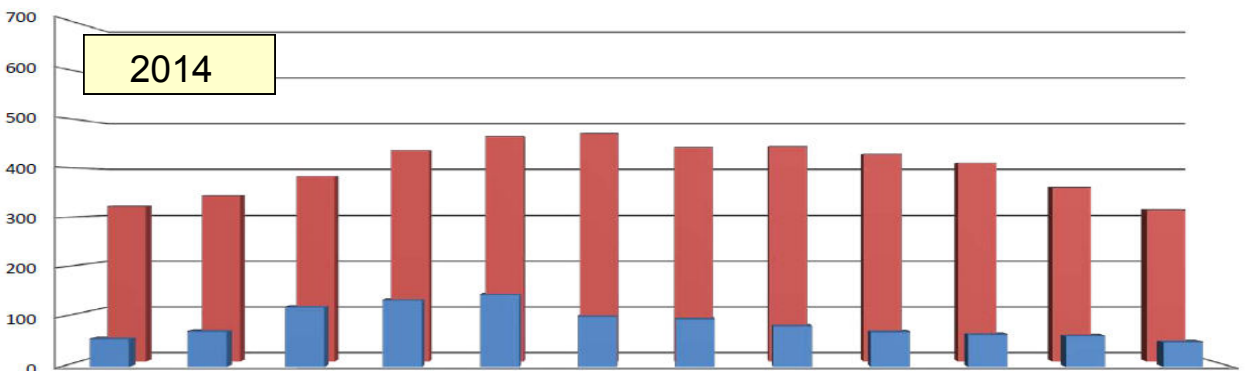
*Compares the average number of homes on the market vs. the number of homes that sold that month*



	Jan-16	Feb-16	Mar-16	Apr-16	May-16	Jun-16	Jul-16	Aug-16	Sep-16	Oct-16	Nov-16	Dec-16
■ Sold	49	109	162	177	133	103	110	79	87	72	73	62
■ Active	242	255	267	276	258	281	295	296	290	282	266	217
% that sold	20.2%	42.7%	60.7%	64.1%	51.6%	36.7%	37.3%	26.7%	30.0%	25.5%	27.4%	28.6%



	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	134	132	105	71	86	60	64	53
■ Active	289	317	339	350	367	362	347	351	342	341	314	283
% that sold	26.0%	26.8%	47.2%	49.1%	36.5%	36.5%	30.3%	20.2%	25.1%	17.6%	20.4%	18.7%



	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%

*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.  
 2016 includes 'Pendings' & 'Solds'.  
 All data is deemed correct from the Lawrence MLS and may change.