

McGrew Real Estate

Client Services

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



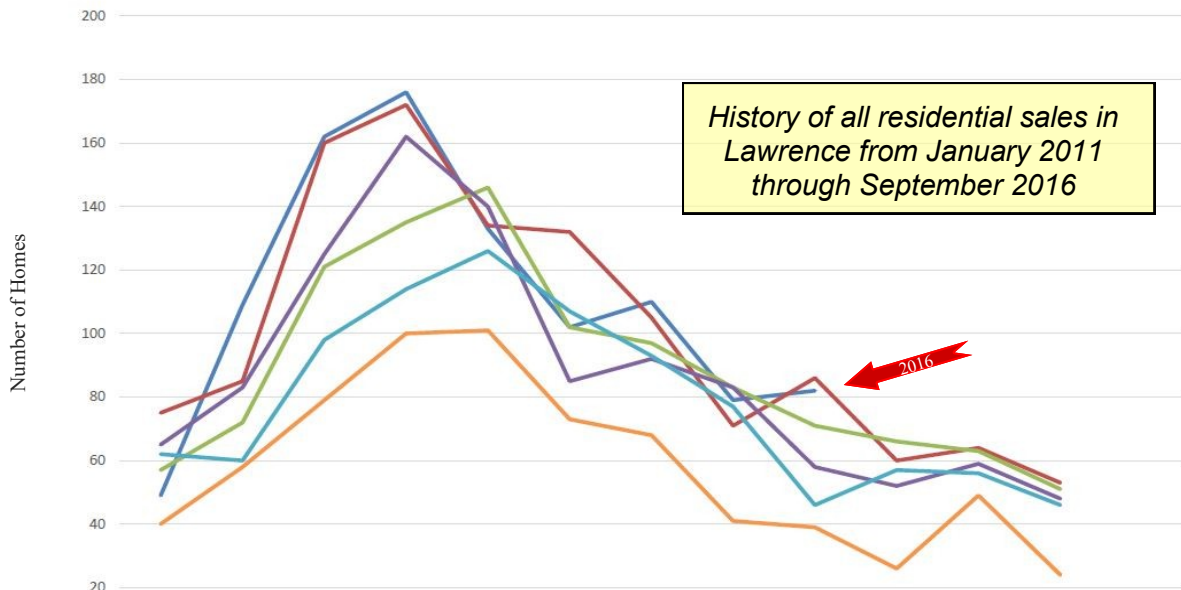
Sandra J. Shaw
Community Health Park
photo by Eddie Davalos

History of Residential Home Sales

Includes Single Family Homes, Townhomes and Condominiums

Lawrence, Kansas

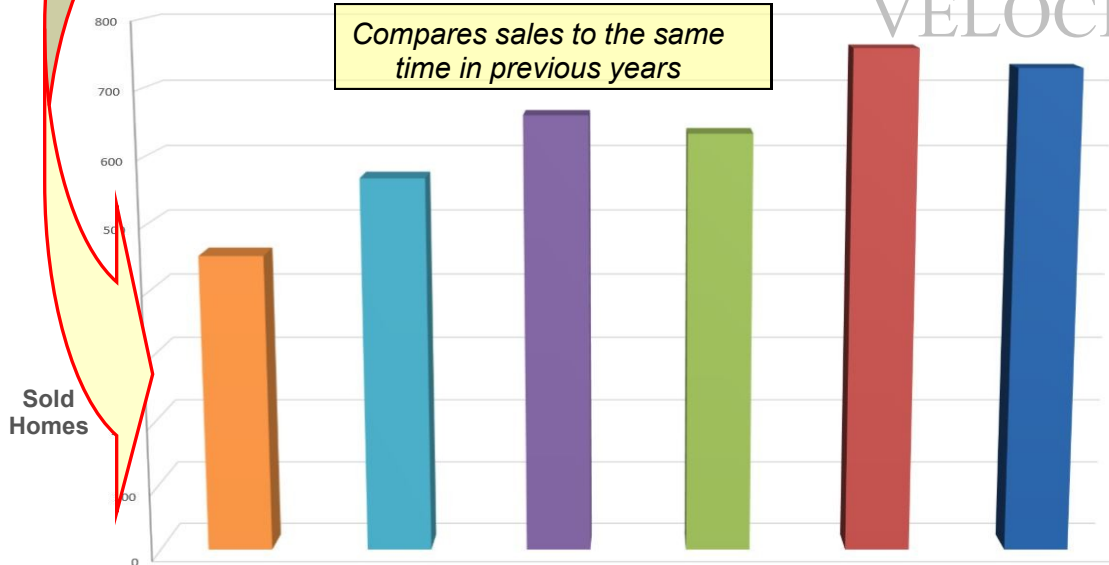
SELLING CYCLES



	Jan.	Feb.	March	April	May	June	July	August	Sept.	Oct.	Nov.	Dec.	Total
2016	49	109	162	176	133	102	110	79	82				Incomplete
2015	75	85	160	172	134	132	105	71	86	60	64	53	1,198
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	599	783	893	884	1020	1002

As of September 30, 2016

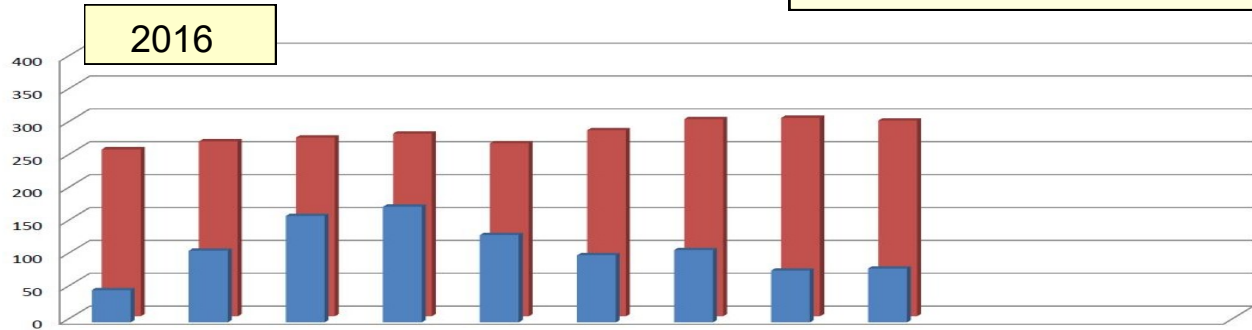
History of Residential Home Sales

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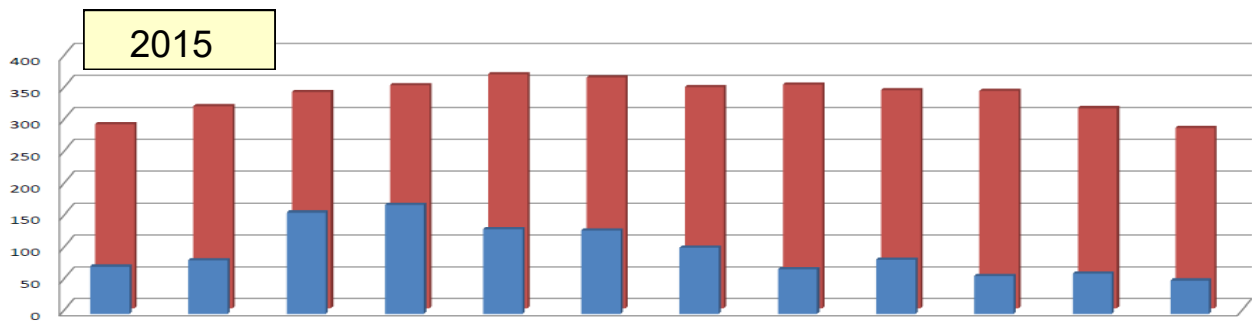
Lawrence, Kansas

SUPPLY & DEMAND

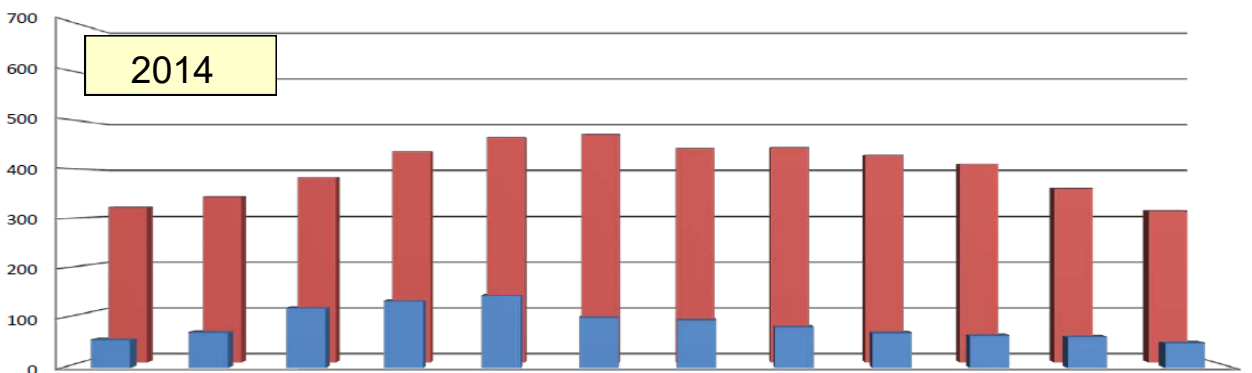
Compares the number of homes on the market vs. the number of homes that sold that month



	Jan-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	176	133	102	110	79	82			
Active	254	266	272	278	263	283	300	302	298			
% that sold	19.3%	41.0%	59.6%	63.3%	50.6%	36.0%	36.7%	26.2%	27.5%			



	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%



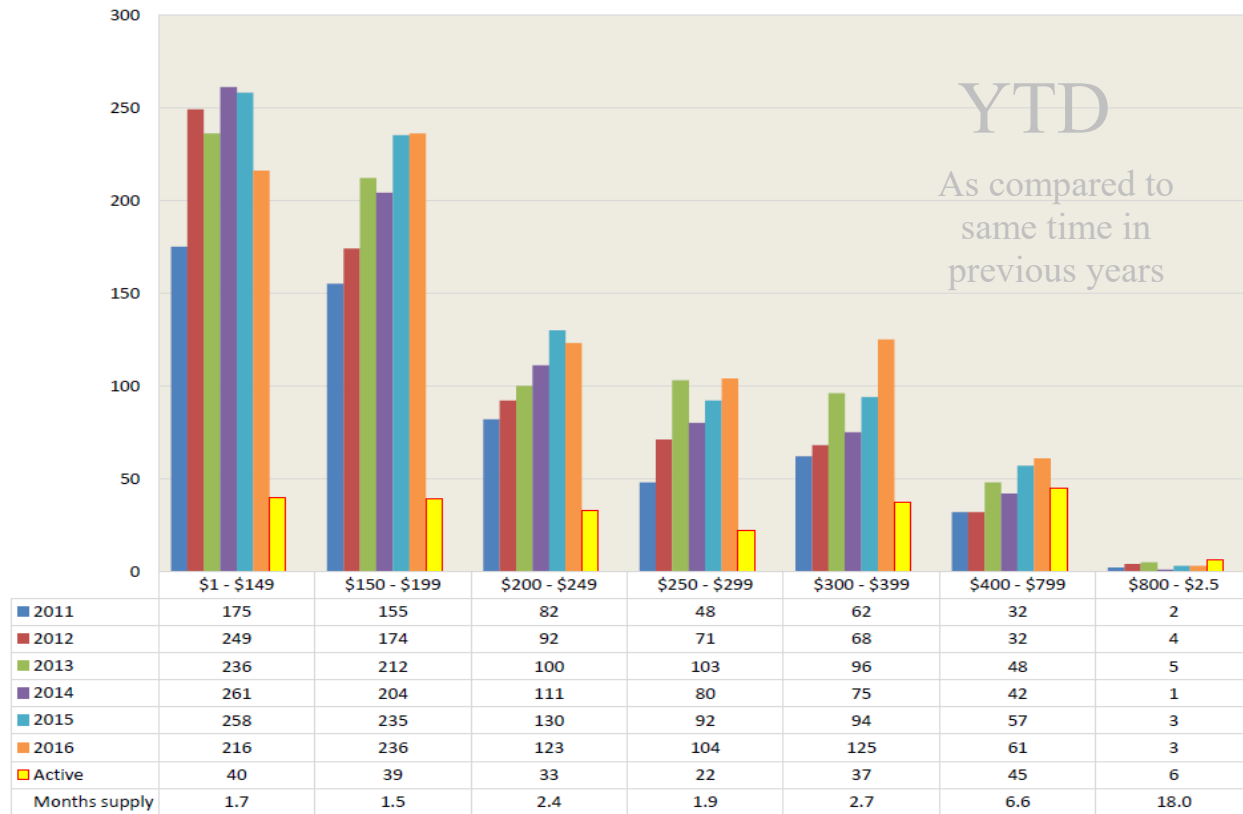
	Jan-14	Feb-14	Mar-14	Apr-14	May-14	Jun-14	Jul-14	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14
Sold	57	72	121	135	146	102	97	83	71	66	63	51
Active	323	344	384	438	467	473	444	446	430	412	361	315
% that sold	17.6%	20.9%	31.5%	30.8%	31.3%	21.6%	21.8%	18.6%	16.5%	16.0%	17.5%	16.2%

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.

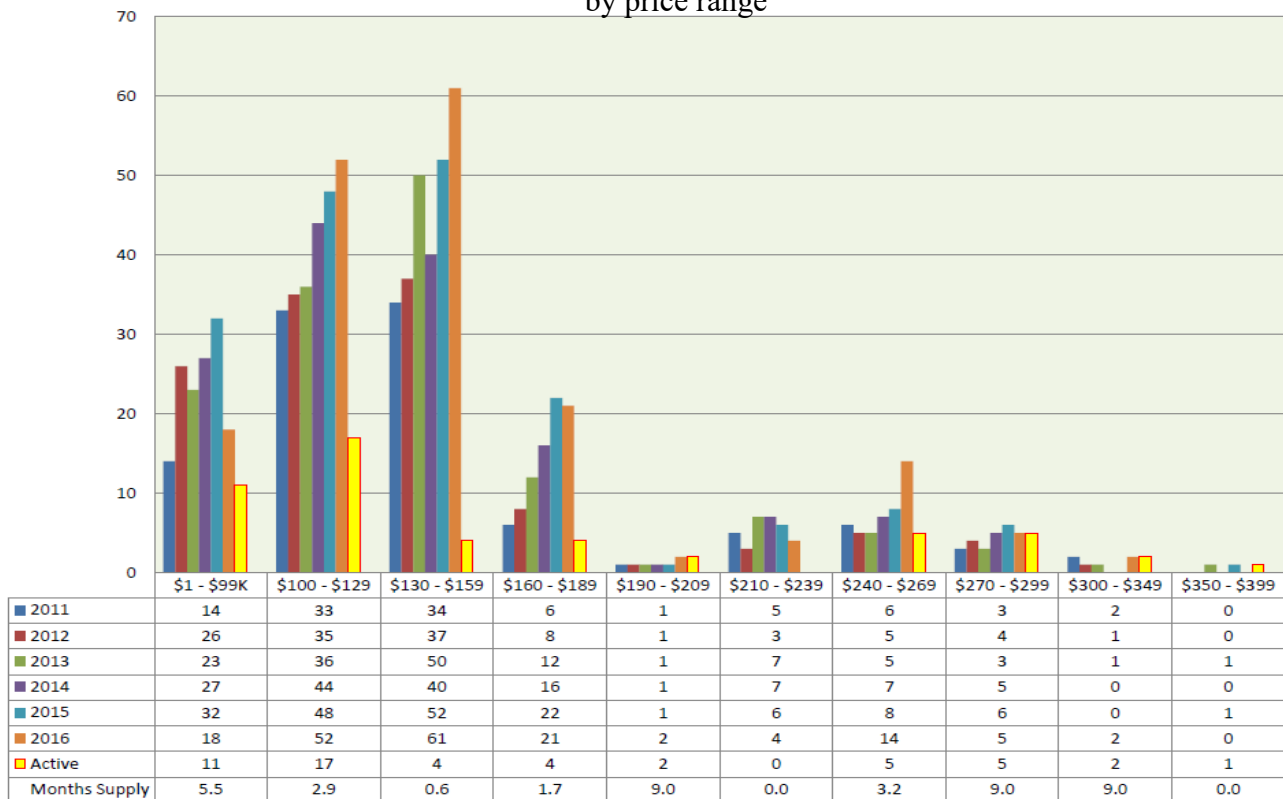
Single Family Home Sales

by price range



Townhome Sales

by price range



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.

