

McGrew Real Estate

Client Services



A summary of the
Residential Real Estate Market
Lawrence, Kansas
January - December 2017

Pat Dawson Billings Nature Area
Photo by
Eddie Davalos

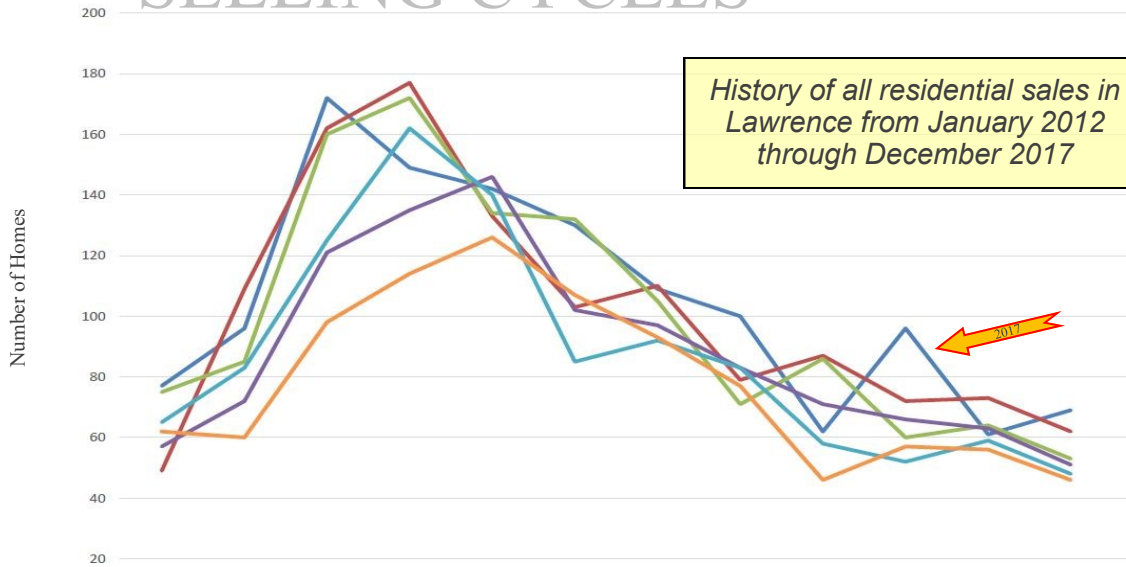
History of Residential Home Sales

Includes Single Family Homes, Townhomes and Condominiums

Lawrence, Kansas



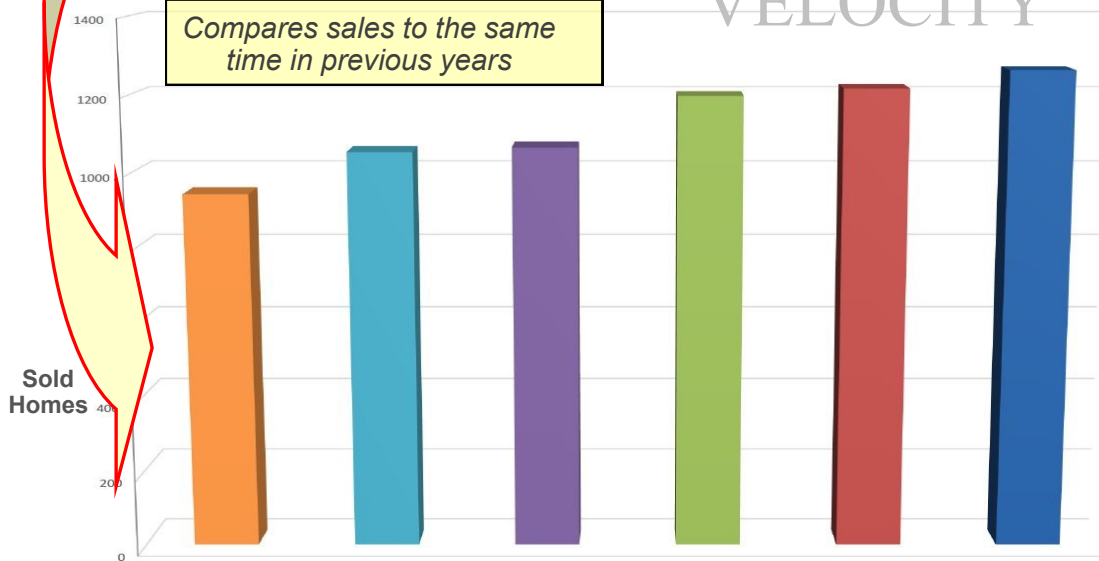
SELLING CYCLES



| | Jan. | Feb. | March | April | May | June | July | August | Sept. | Oct. | Nov. | Dec. | Total |
|------|------|------|-------|-------|-----|------|------|--------|-------|------|------|------|-------|
| 2017 | 77 | 96 | 172 | 149 | 142 | 130 | 109 | 100 | 62 | 96 | 61 | 69 | 1,263 |
| 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 |

VELOCITY

Compares sales to the same time in previous years



| | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 |
|-----------------|------|------|------|------|------|------|
| Sold Properties | 942 | 1052 | 1064 | 1197 | 1216 | 1263 |

History of Residential Home Sales

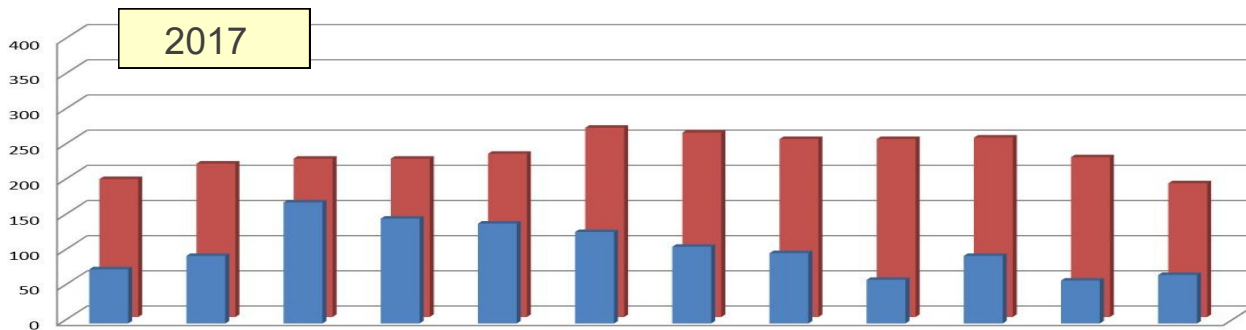


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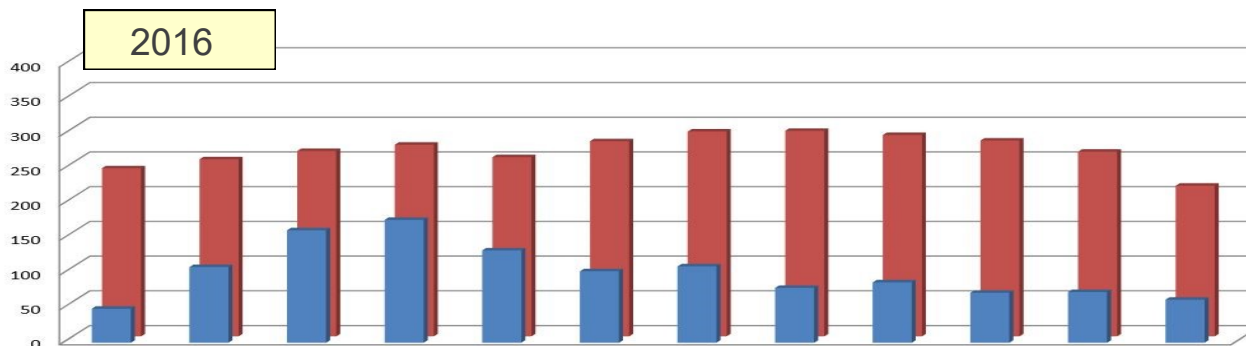
Lawrence, Kansas

ACTIVE vs SOLD

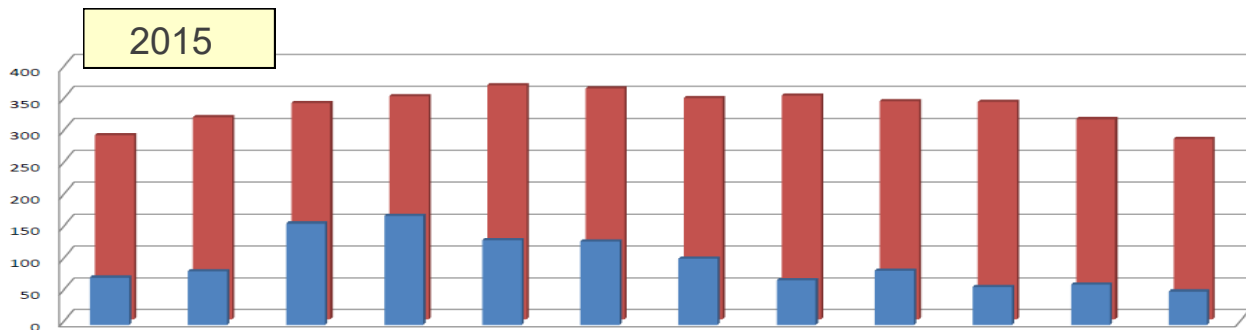
Compares the number of homes on the market vs. the number of homes that sold that month



| | Jan-17 | Feb-17 | Mar-17 | Apr-17 | May-17 | Jun-17 | Jul-17 | Aug-17 | Sep-17 | Oct-17 | Nov-17 | Dec-17 |
|-------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Sold | 77 | 96 | 172 | 149 | 142 | 130 | 109 | 100 | 62 | 96 | 61 | 69 |
| Active | 196 | 218 | 225 | 225 | 232 | 269 | 262 | 253 | 253 | 255 | 227 | 190 |
| % that sold | 39.3% | 44.0% | 76.4% | 66.2% | 61.2% | 48.3% | 41.6% | 39.5% | 24.5% | 37.6% | 26.9% | 36.3% |



| | 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% |

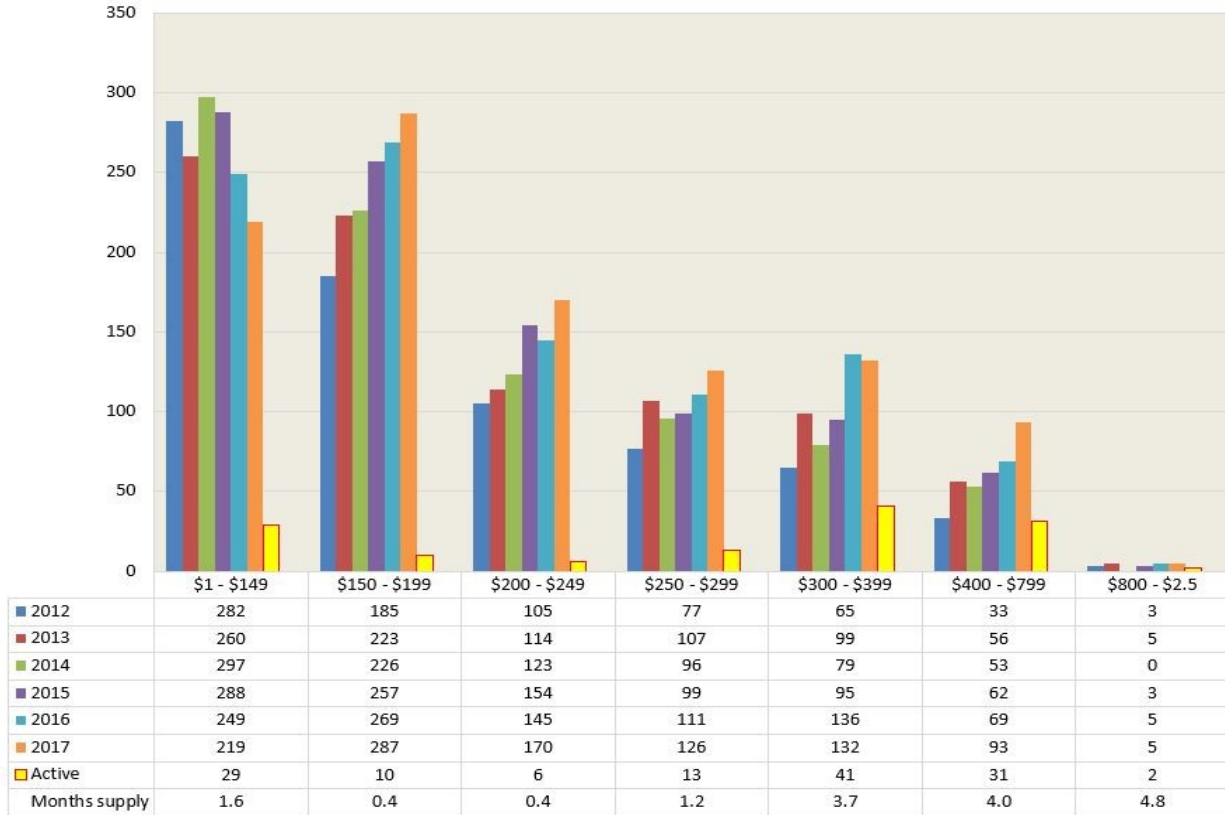


| | Jan-15 | Feb-15 | Mar-15 | Apr-15 | May-15 | Jun-15 | Jul-15 | Aug-15 | Sep-15 | Oct-15 | Nov-15 | Dec-15 |
|-------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Sold | 75 | 85 | 160 | 172 | 134 | 132 | 105 | 71 | 86 | 60 | 64 | 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% |

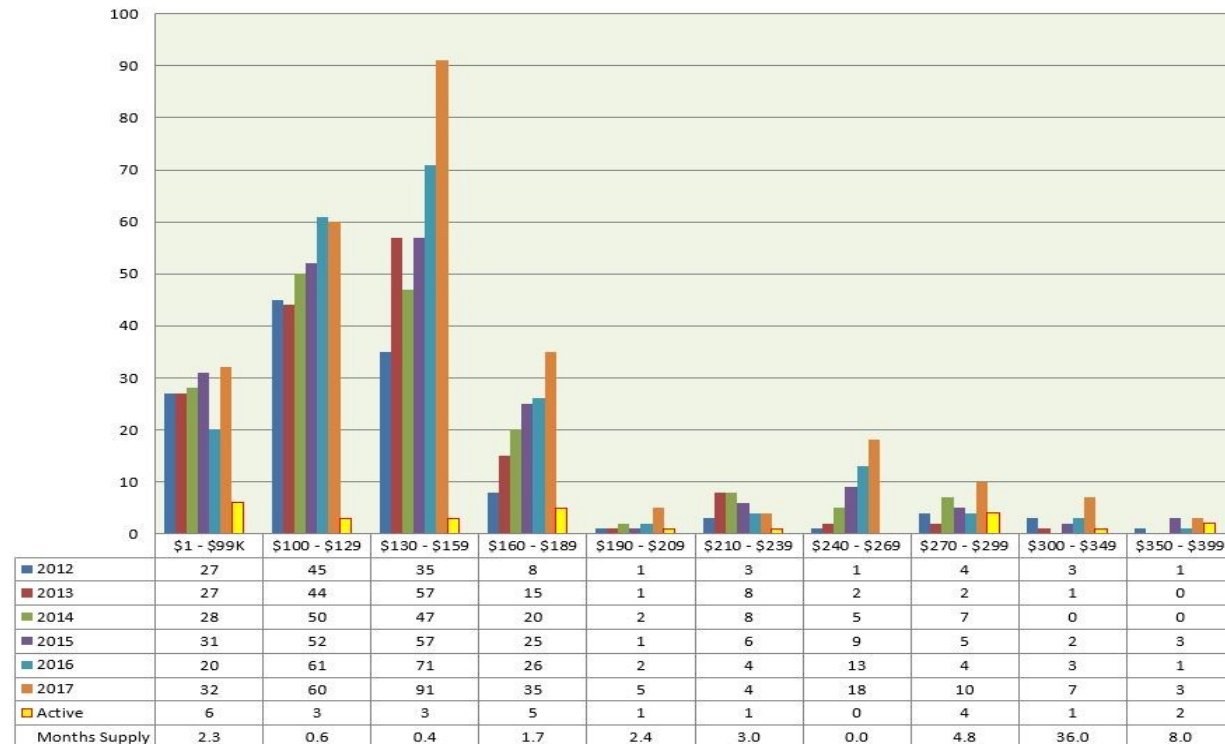
Sold - the number of homes that changed from 'Active' to 'Pending'
Active - reflects an average number of homes on the MLS for the given month

Sold data based on Contract Date.
 2017 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.
2017 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.

