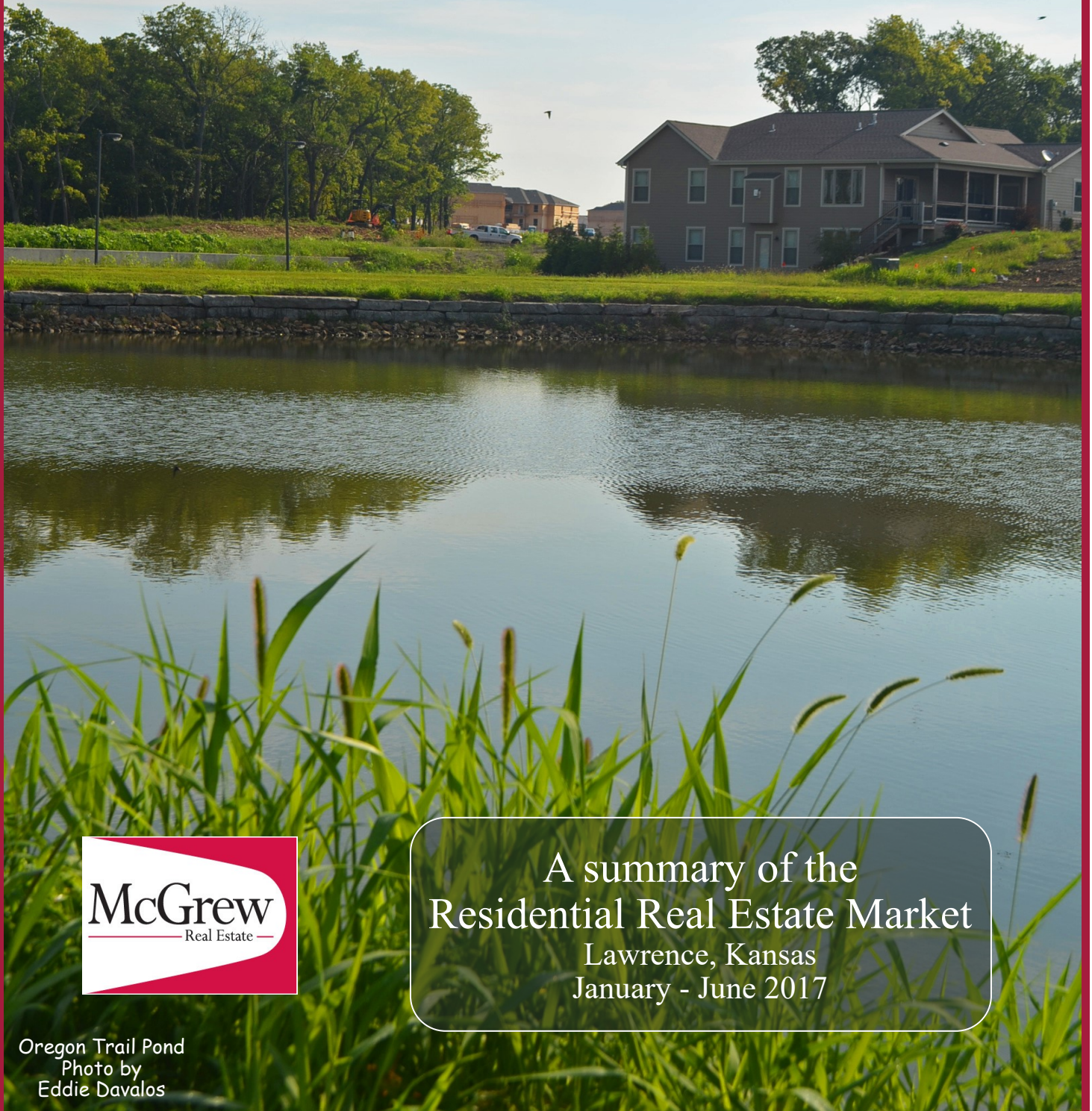


# McGrew Real Estate

## Client Services



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

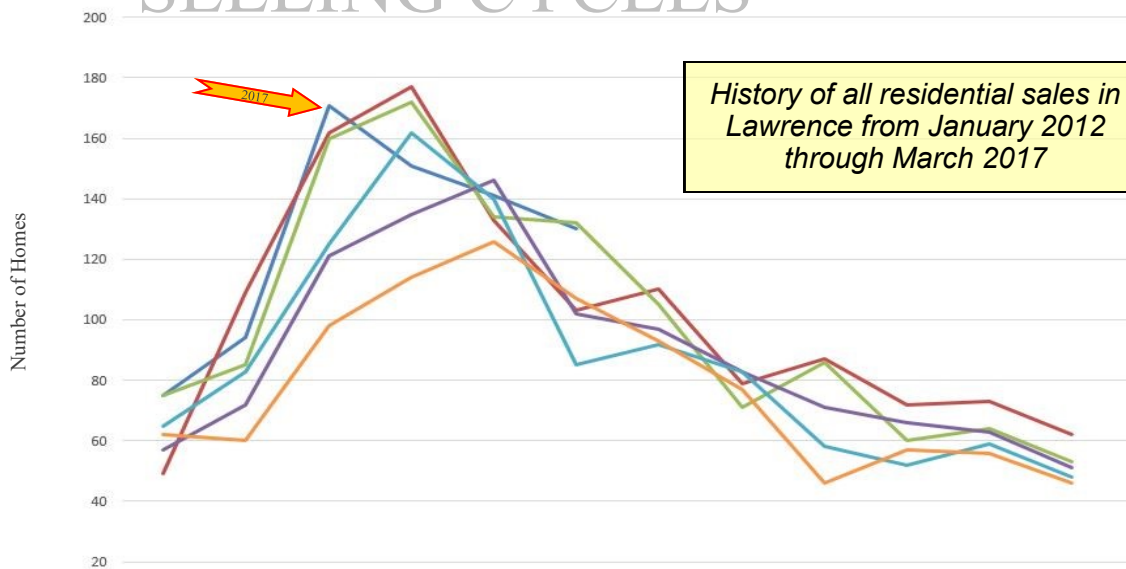
Oregon Trail Pond  
Photo by  
Eddie Davalos

# History of Residential Home Sales

Includes Single Family Homes, Townhomes and Condominiums

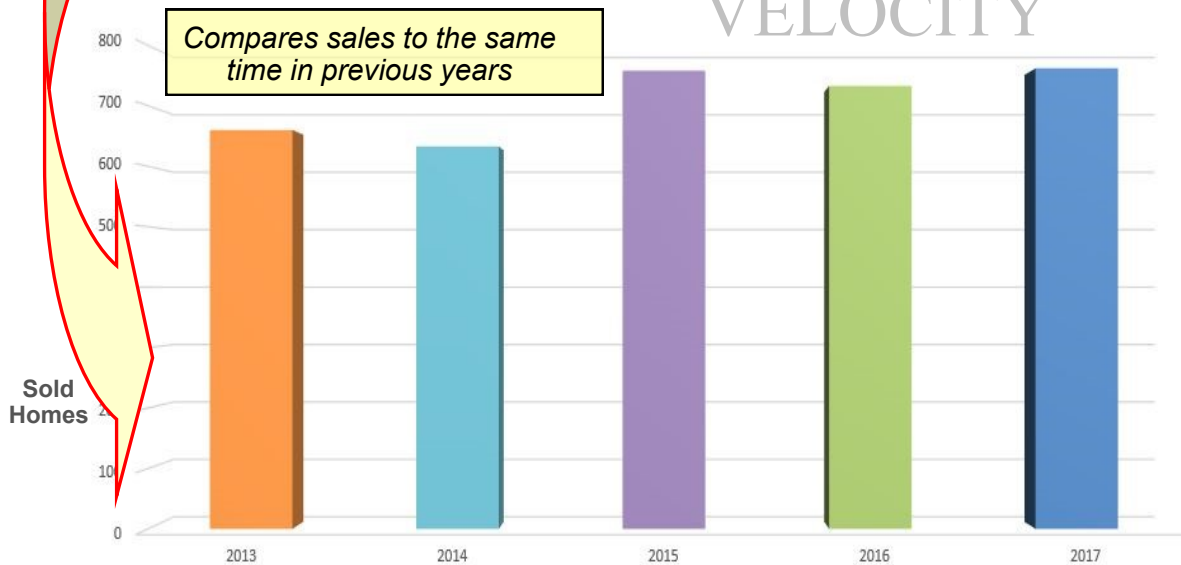
Lawrence, Kansas

## SELLING CYCLES



	Jan.	Feb.	March	April	May	June	July	August	Sept.	Oct.	Nov.	Dec.	Total
2017	75	94	171	151	141	130							Incomplete
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



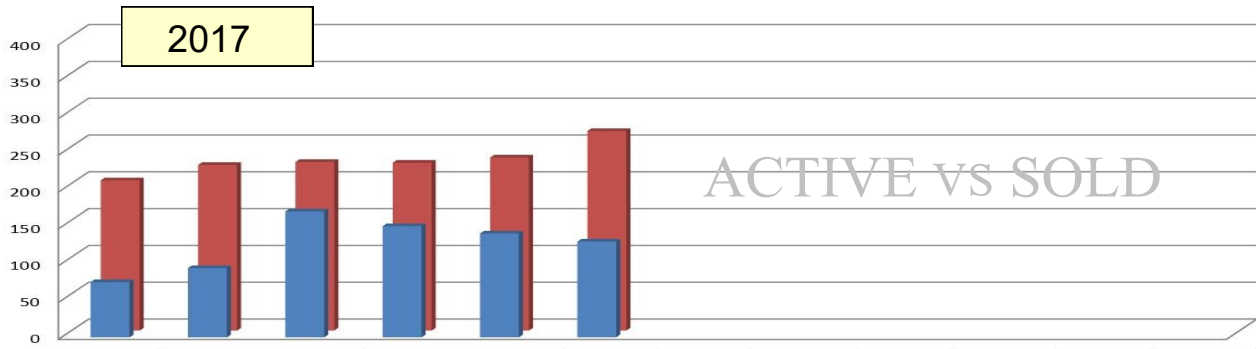
Year	2013	2014	2015	2016	2017
# Sold	660	633	758	733	762

# History of Residential Home Sales

Includes Single Family Homes, Townhomes and Condominiums

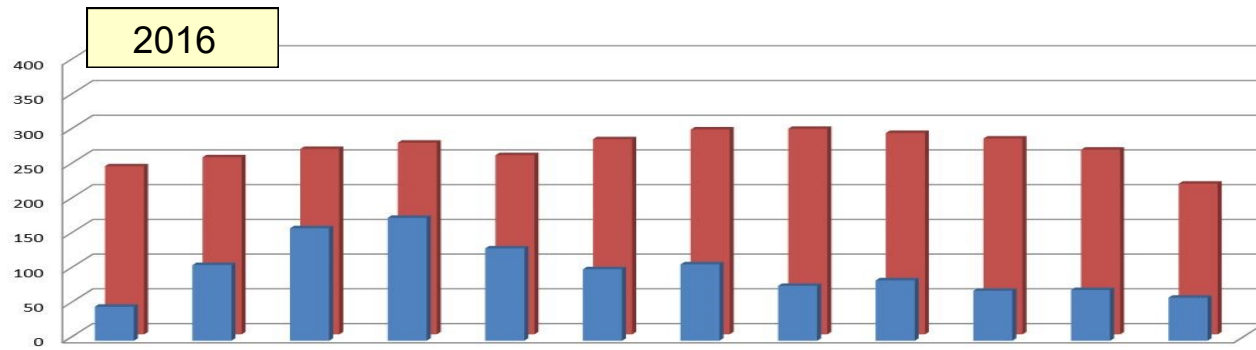
Lawrence, Kansas

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

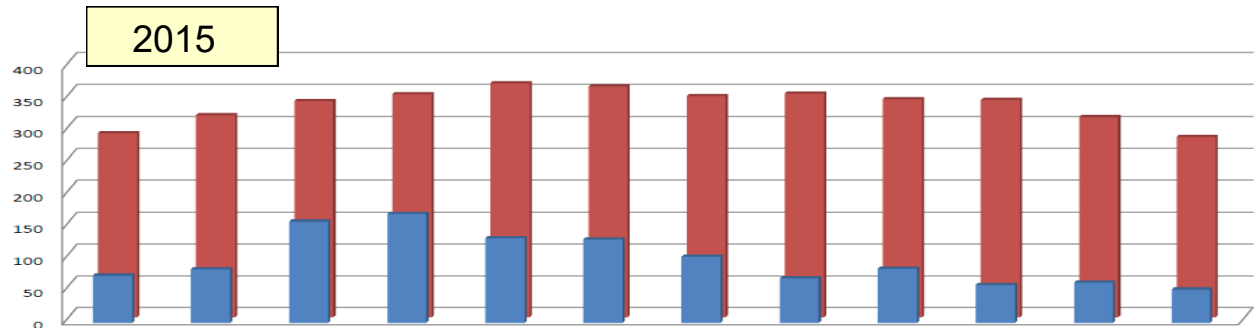


ACTIVE vs SOLD

	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	75	94	171	151	141	130						
■ Active	204	225	229	228	235	271						
% that sold	36.8%	41.8%	74.7%	66.2%	60.0%	48.0%						



	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%

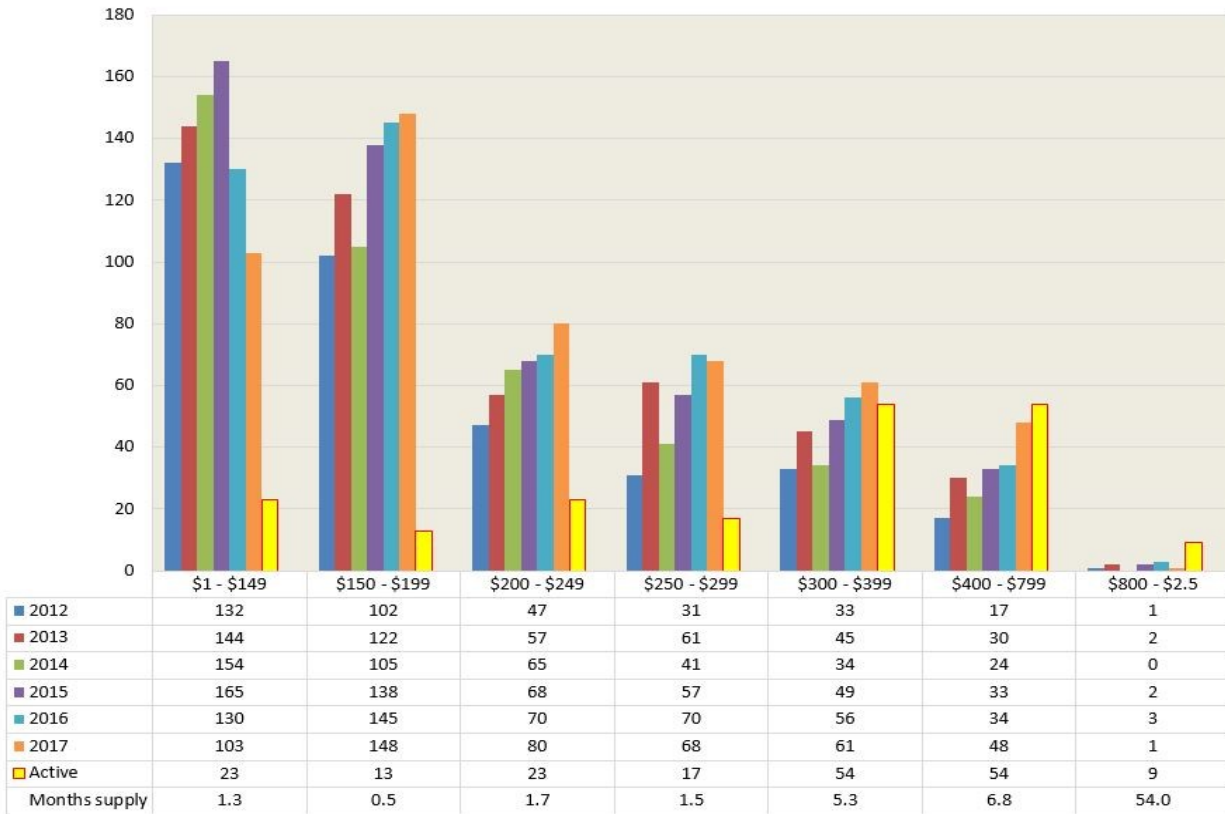


	Jan-15	Feb-15	Mar-15	Apr-15	May-15	Jun-15	Jul-15	Aug-15	Sep-15	Oct-15	Nov-15	Dec-15
■ Sold	75	85	160	172	134	132	105	71	86	60	64	53
■ Active	289	317	339	350	367	362	347	351	342	341	314	283
% that sold	26.0%	26.8%	47.2%	49.1%	36.5%	36.5%	30.3%	20.2%	25.1%	17.6%	20.4%	18.7%

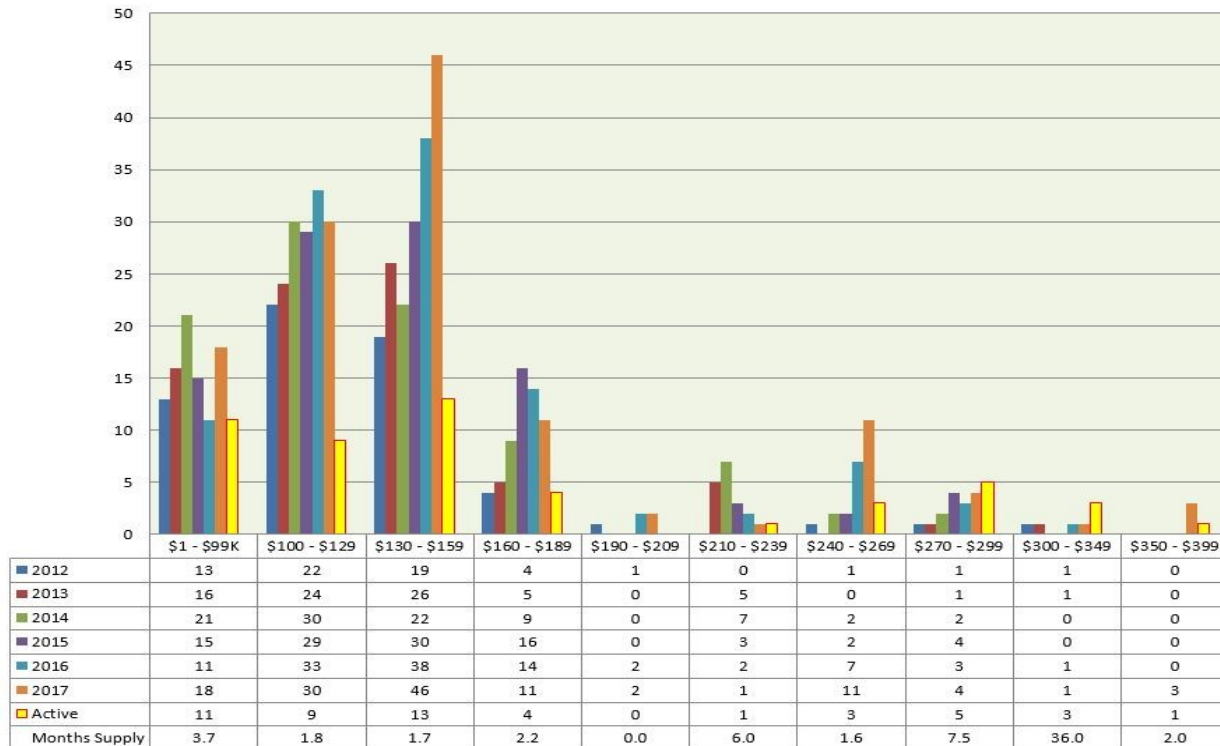
Sold - the number of homes that changed from 'Active' to 'Pending'  
 Active - reflects an average number of homes on the MLS for the given month

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



# 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.

