

McGrew Real Estate

Client Services

The McGrew Real Estate logo features the company name in a serif font, with "Real Estate" in a smaller font below it, all contained within a white rectangular box with a red border.

McGrew
Real Estate

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

Prairie Park Nature Center
Photo by
Eddie Davalos

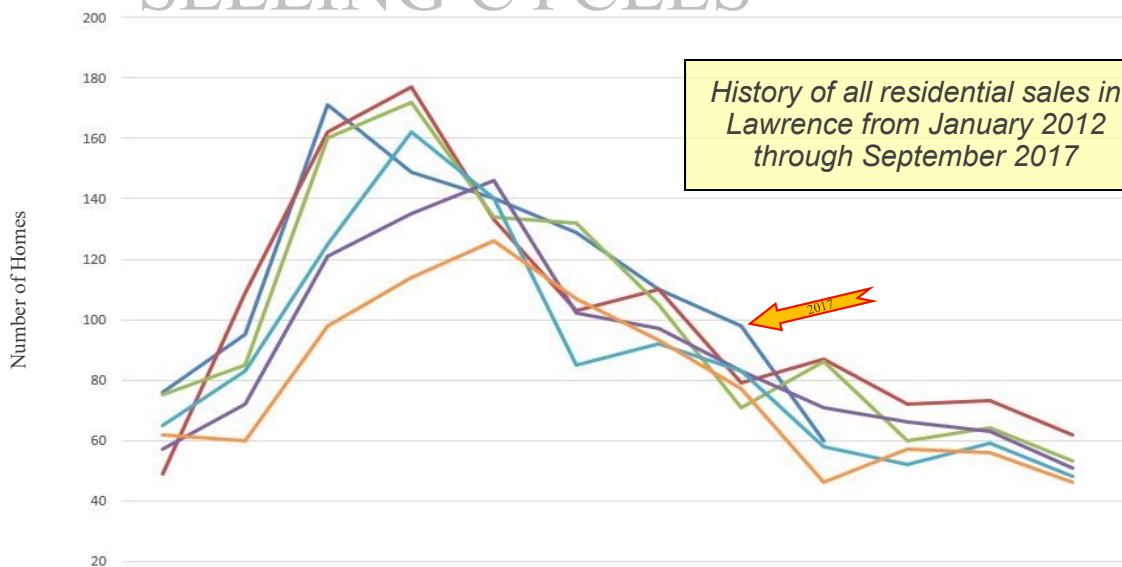
History of Residential Home Sales

Includes Single Family Homes, Townhomes and Condominiums

Lawrence, Kansas



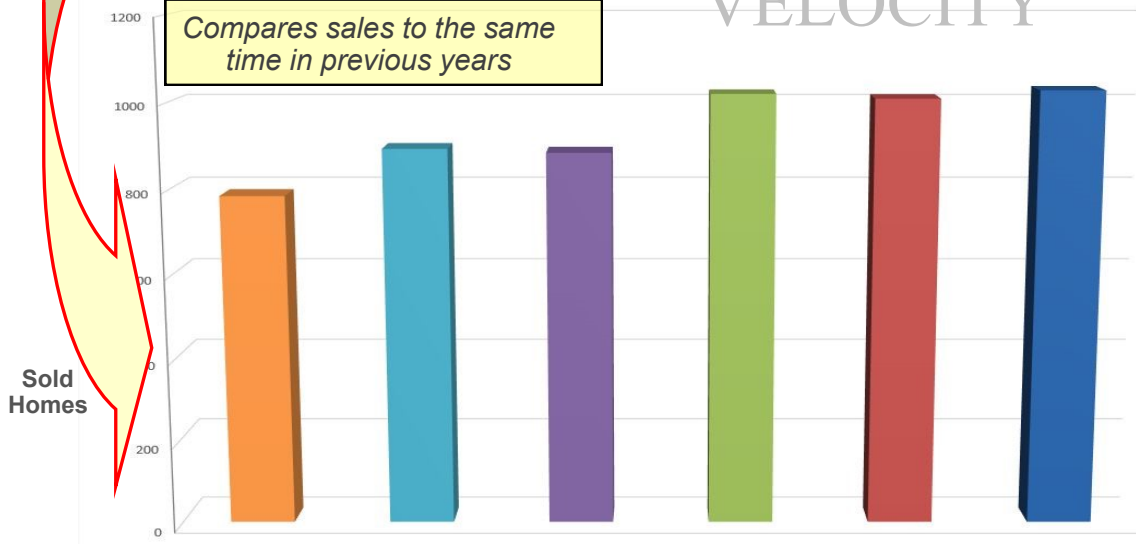
SELLING CYCLES



	Jan.	Feb.	March	April	May	June	July	August	Sept.	Oct.	Nov.	Dec.	Total
2017	76	95	171	149	140	129	110	98	60				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

Compares sales to the same time in previous years



	2012	2013	2014	2015	2016	2017
Sold Properties	783	893	884	1020	1009	1028

History of Residential Home Sales

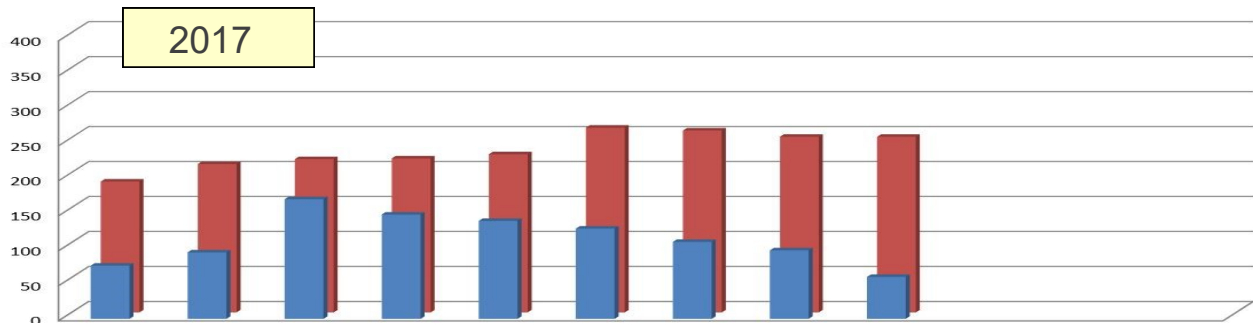
Includes Single Family Homes, Townhomes and Condominiums

Lawrence, Kansas

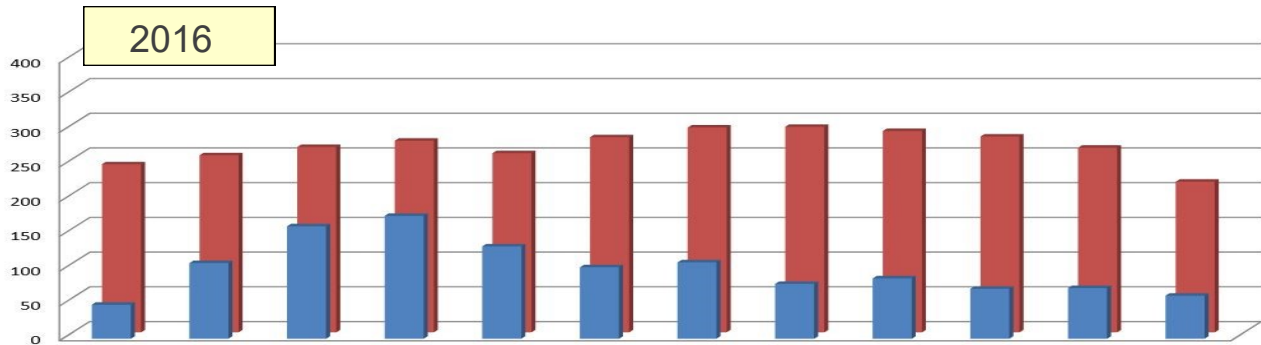


ACTIVE vs SOLD

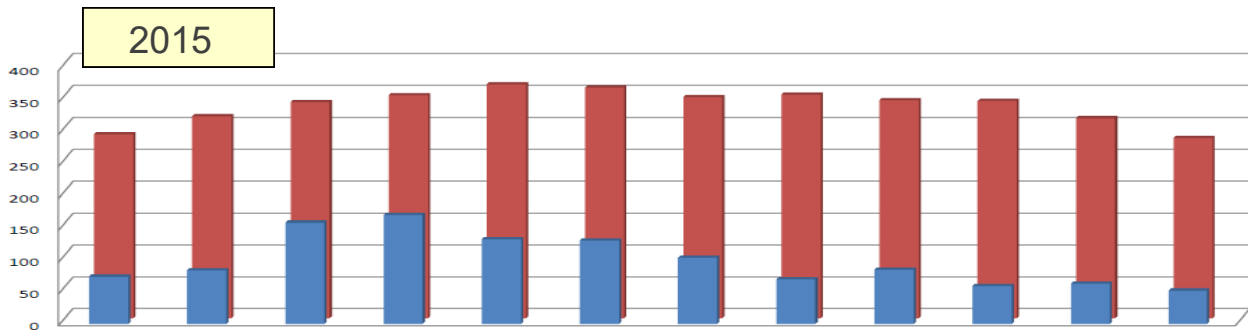
Compares the number of homes on the market vs. the number of homes that sold that month



	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	76	95	171	149	140	129	110	98	60			
Active	187	212	219	220	226	264	260	251	251			
% that sold	40.6%	44.8%	78.1%	67.7%	61.9%	48.9%	42.3%	39.0%	23.9%			



	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%

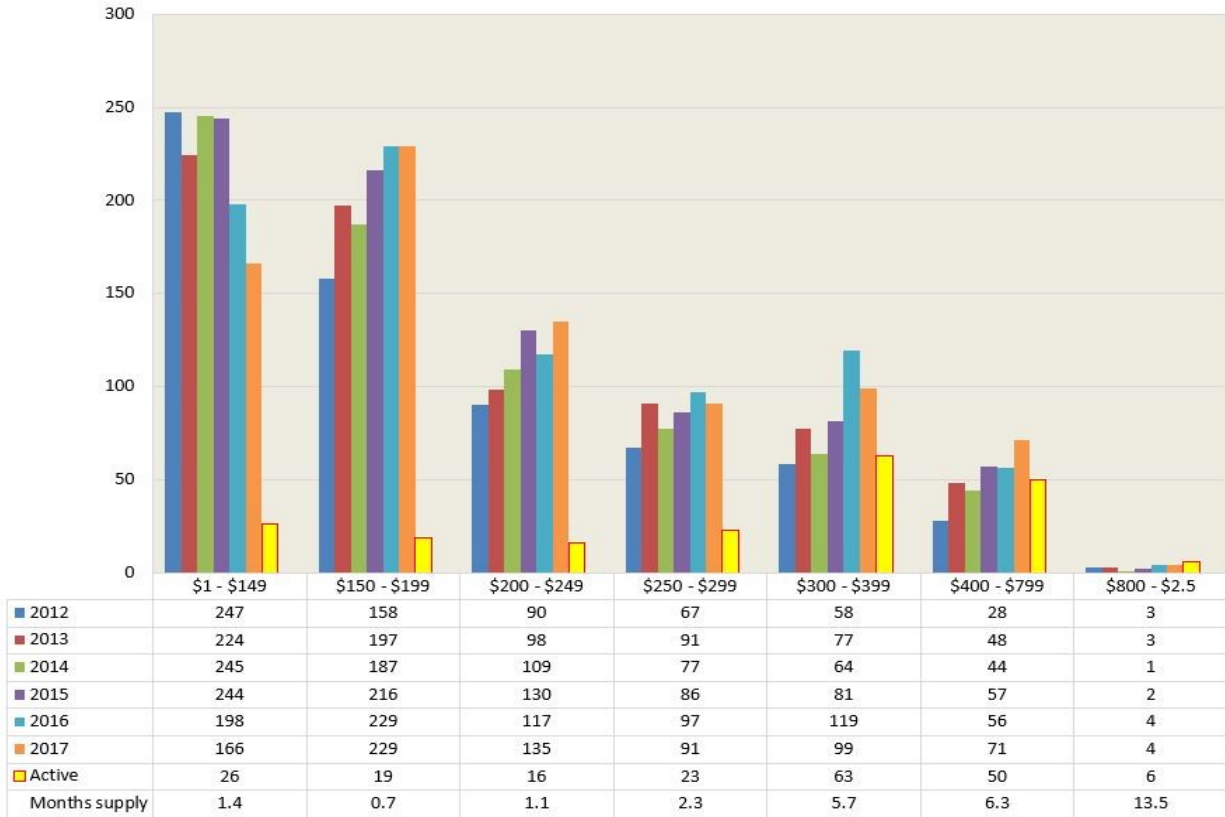


	Jan-15	Feb-15	Mar-15	Apr-15	May-15	Jun-15	Jul-15	Aug-15	Sep-15	Oct-15	Nov-15	Dec-15
Sold	75	85	160	172	134	132	105	71	86	60	64	53
Active	289	317	339	350	367	362	347	351	342	341	314	283
% that sold	26.0%	26.8%	47.2%	49.1%	36.5%	36.5%	30.3%	20.2%	25.1%	17.6%	20.4%	18.7%

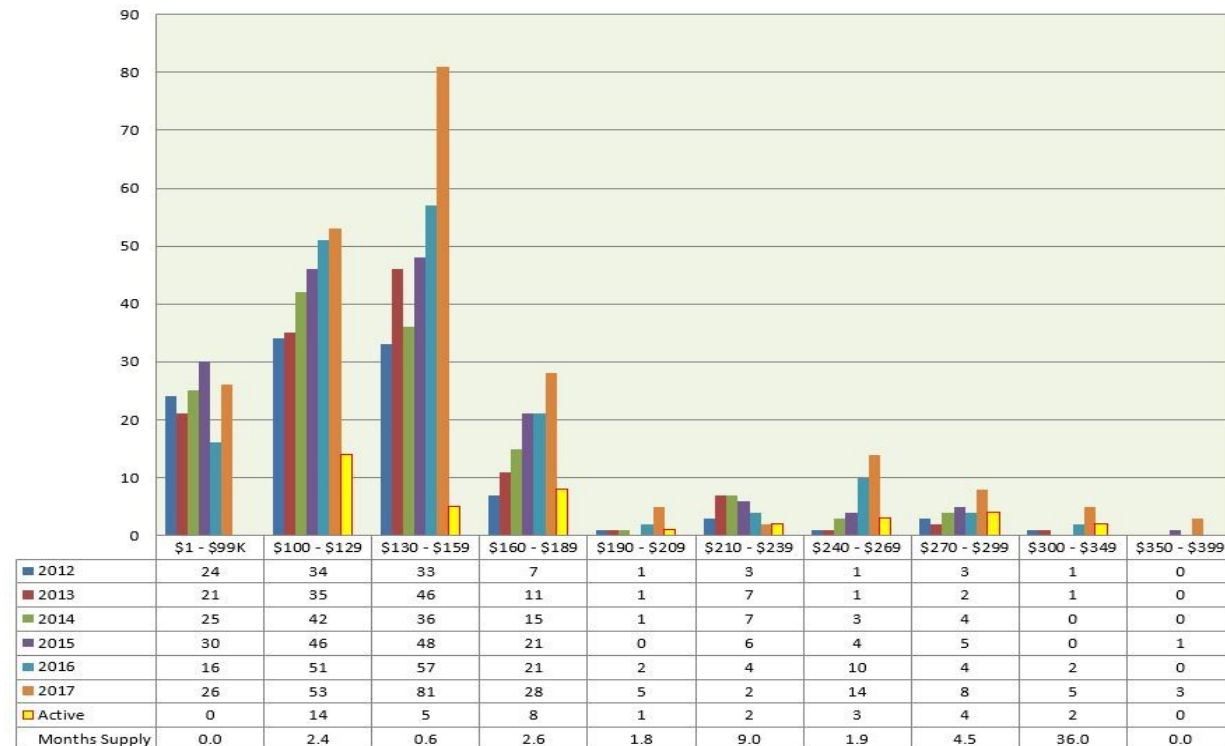
Sold - the number of homes that changed from 'Active' to 'Pending'
 Active - reflects an average number of homes on the MLS for the given month

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.

