

# McGrew Real Estate

## Client Services

A summary of the  
Residential Real Estate Market  
Lawrence, Kansas  
January 2013 - December 2018

**McGrew**  
Real Estate

Kansas University  
Photo by  
Eddie Davalos

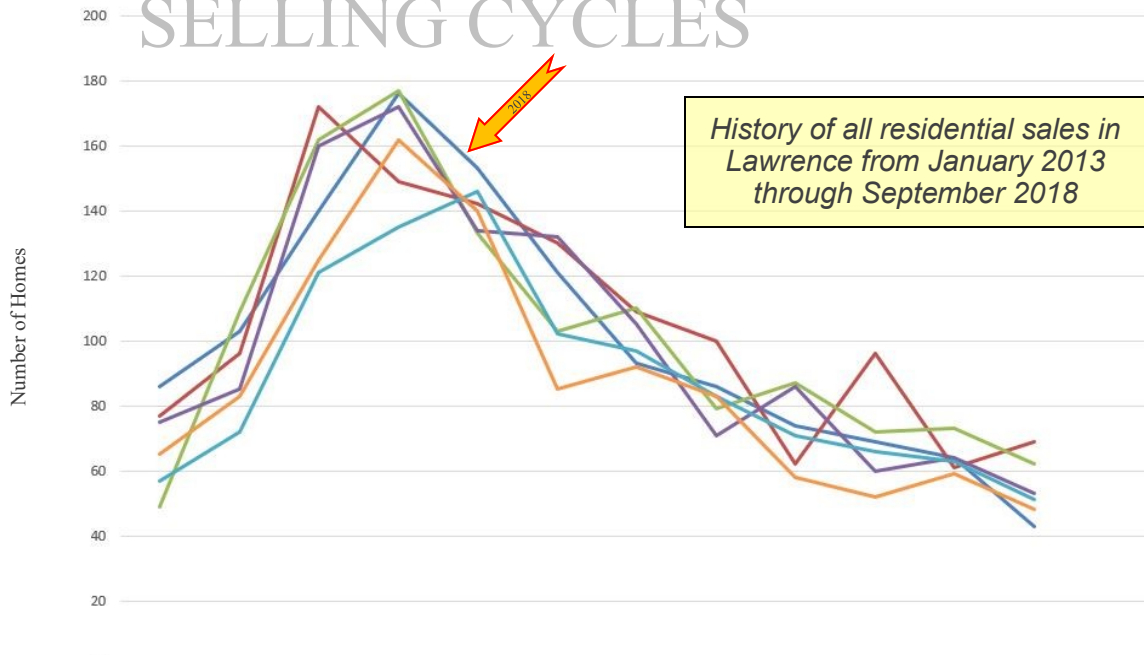
# History of Residential Home Sales

Includes Single Family Homes, Townhomes and Condominiums

Lawrence, Kansas



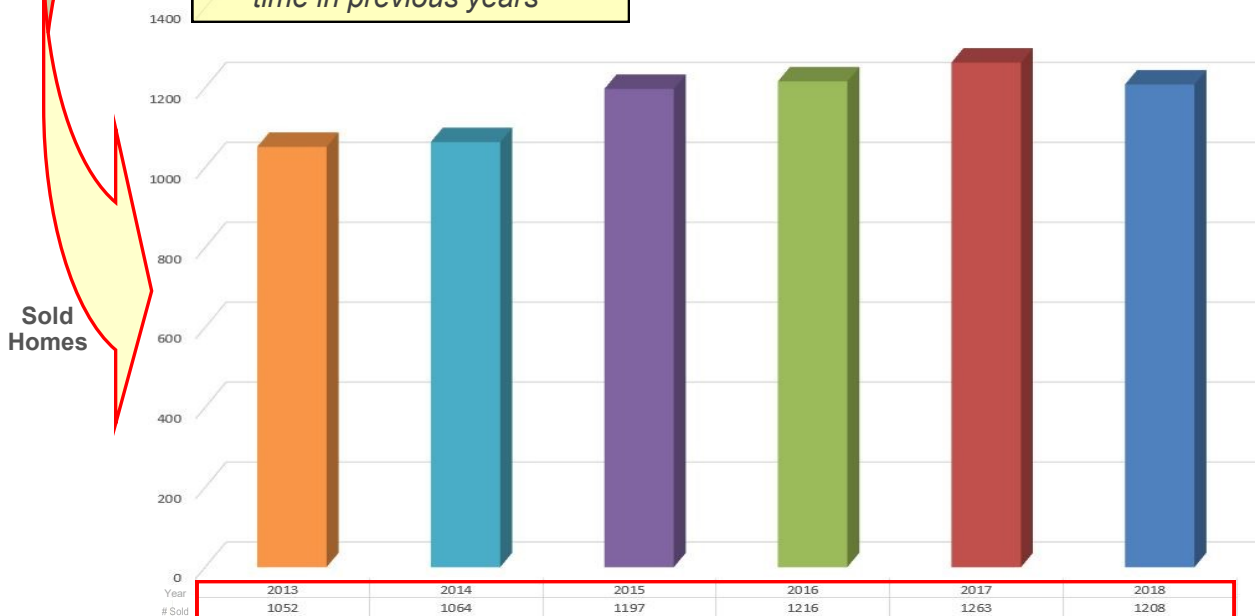
## SELLING CYCLES



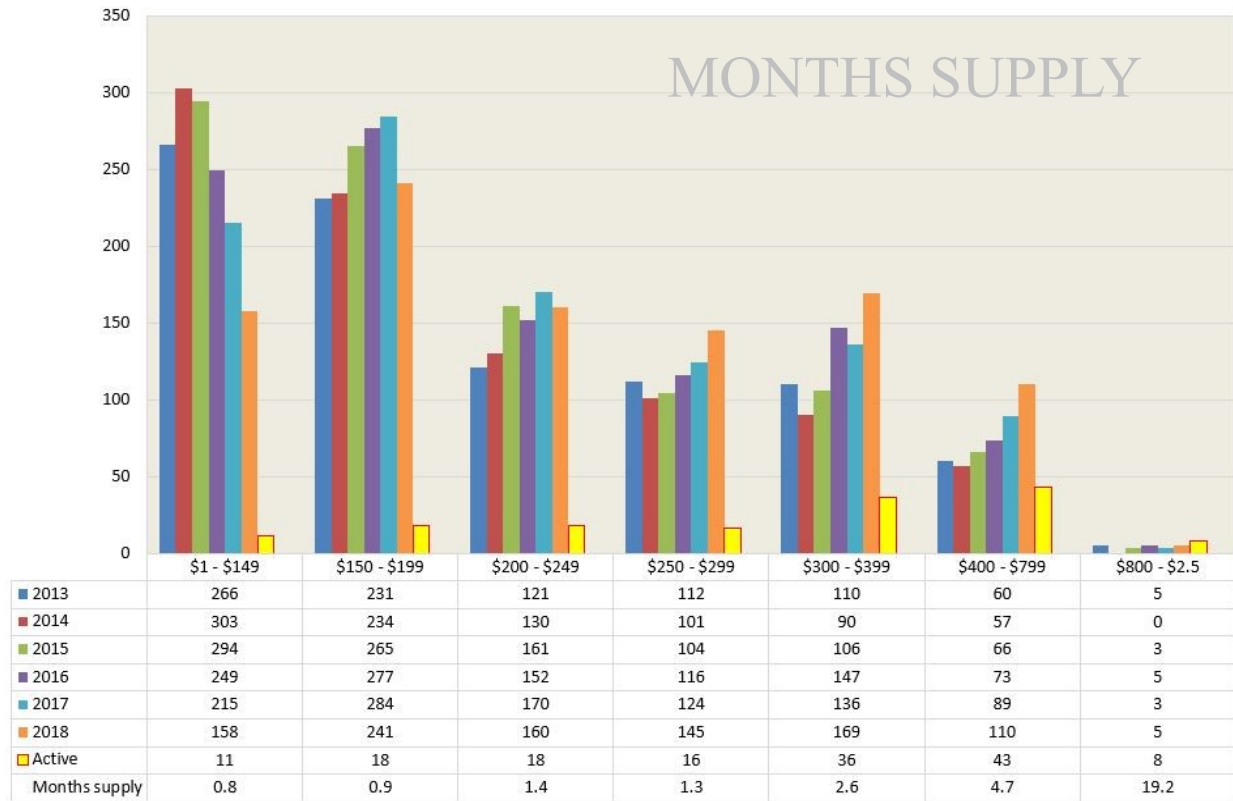
|      | Jan. | Feb. | March | April | May | June | July | August | Sept. | Oct. | Nov. | Dec. | Total      |
|------|------|------|-------|-------|-----|------|------|--------|-------|------|------|------|------------|
| 2018 | 86   | 103  | 140   | 176   | 153 | 121  | 93   | 86     | 74    | 69   | 64   | 43   | Incomplete |
| 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      |

## VELOCITY

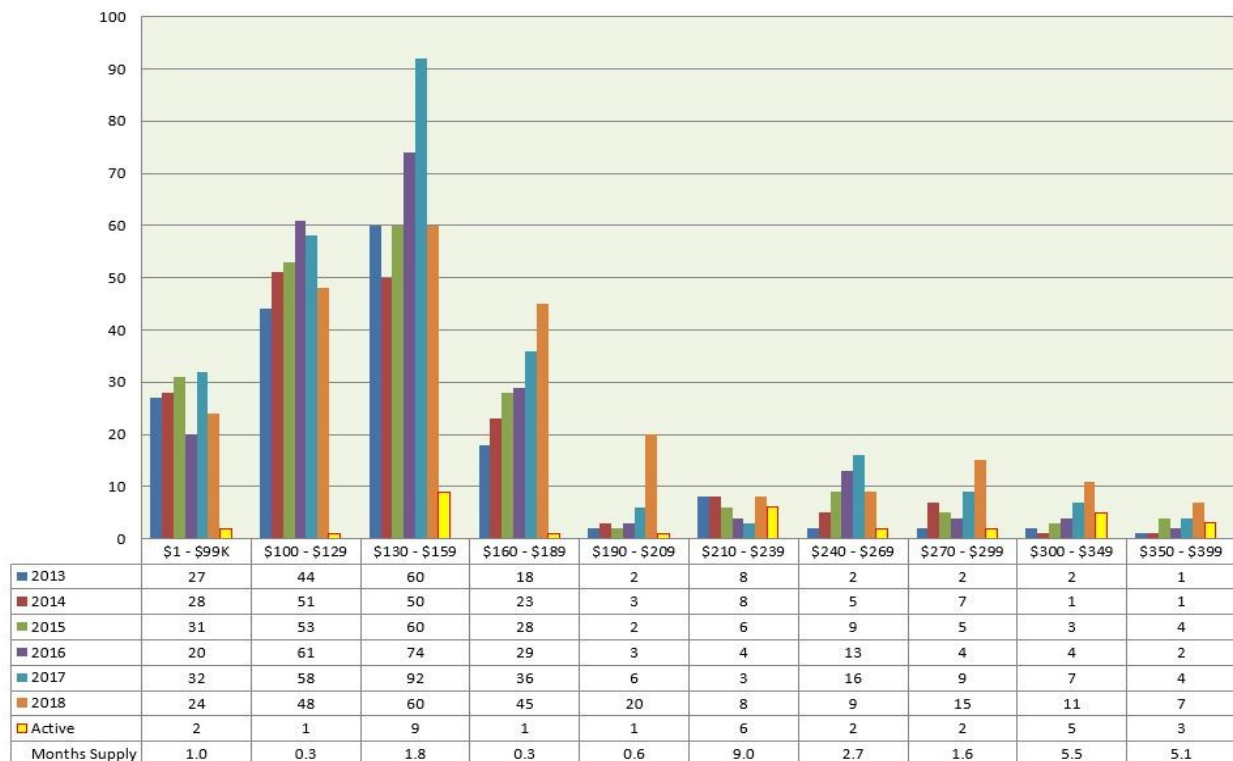
Compares sales to the same time in previous years



# Single Family Home Sales by price range



## Townhome Sales



Source: Lawrence MLS.  
2018 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

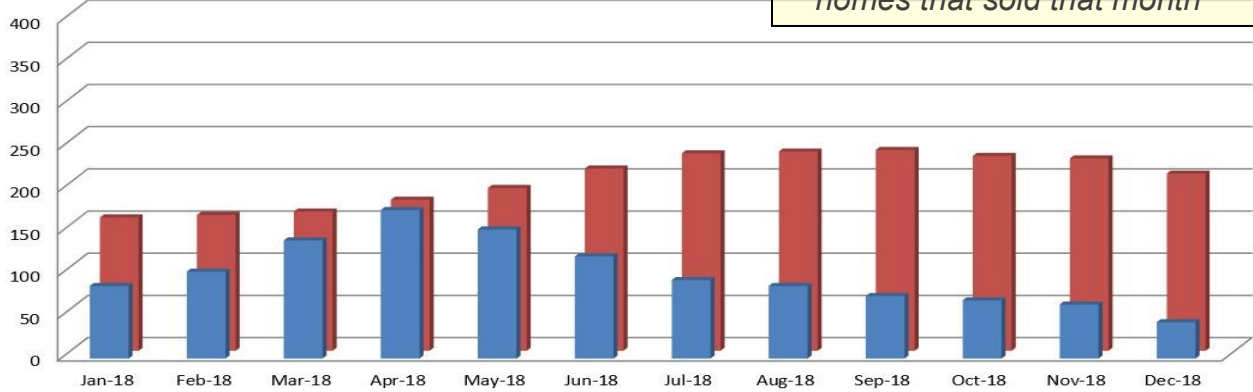
Includes Single Family Homes, Townhomes and Condominiums

Lawrence, Kansas



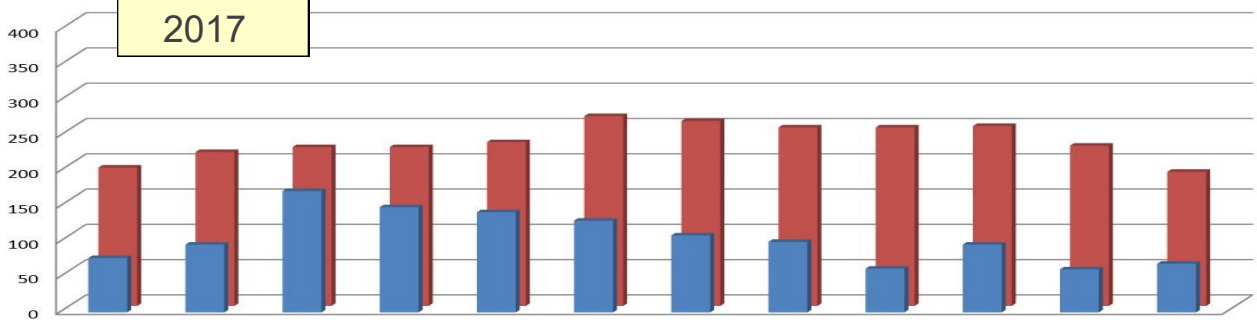
## ACTIVE vs SOLD

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



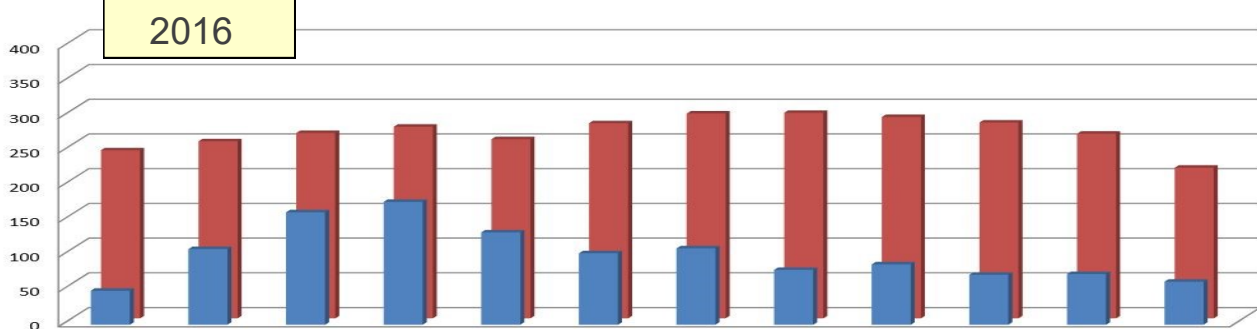
|             | Jan-18 | Feb-18 | Mar-18 | Apr-18 | May-18 | Jun-18 | Jul-18 | Aug-18 | Sep-18 | Oct-18 | Nov-18 | Dec-18 |
|-------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Sold        | 86     | 103    | 140    | 176    | 153    | 121    | 93     | 86     | 74     | 69     | 64     | 43     |
| Active      | 158    | 161    | 165    | 179    | 193    | 216    | 234    | 236    | 238    | 231    | 228    | 210    |
| % that sold | 54.4%  | 64.0%  | 84.8%  | 98.3%  | 79.3%  | 56.0%  | 39.7%  | 36.4%  | 31.1%  | 29.9%  | 28.1%  | 20.5%  |

## 2017



|             | 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%  |

## 2016



|             | 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%  |

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.  
 2018 includes 'Pendings' & 'Solds'.  
 All data is deemed correct from the Lawrence MLS and may change.