

# McGrew Real Estate

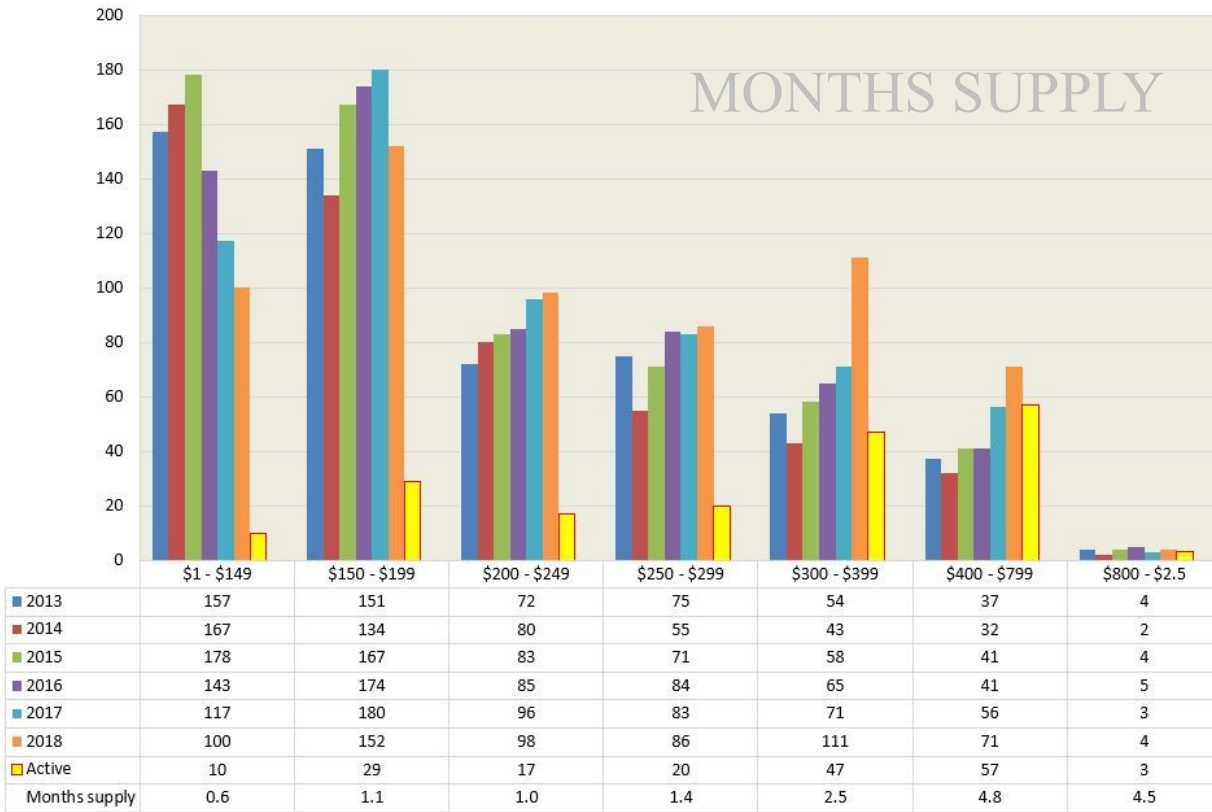
## Client Services

TRADITION

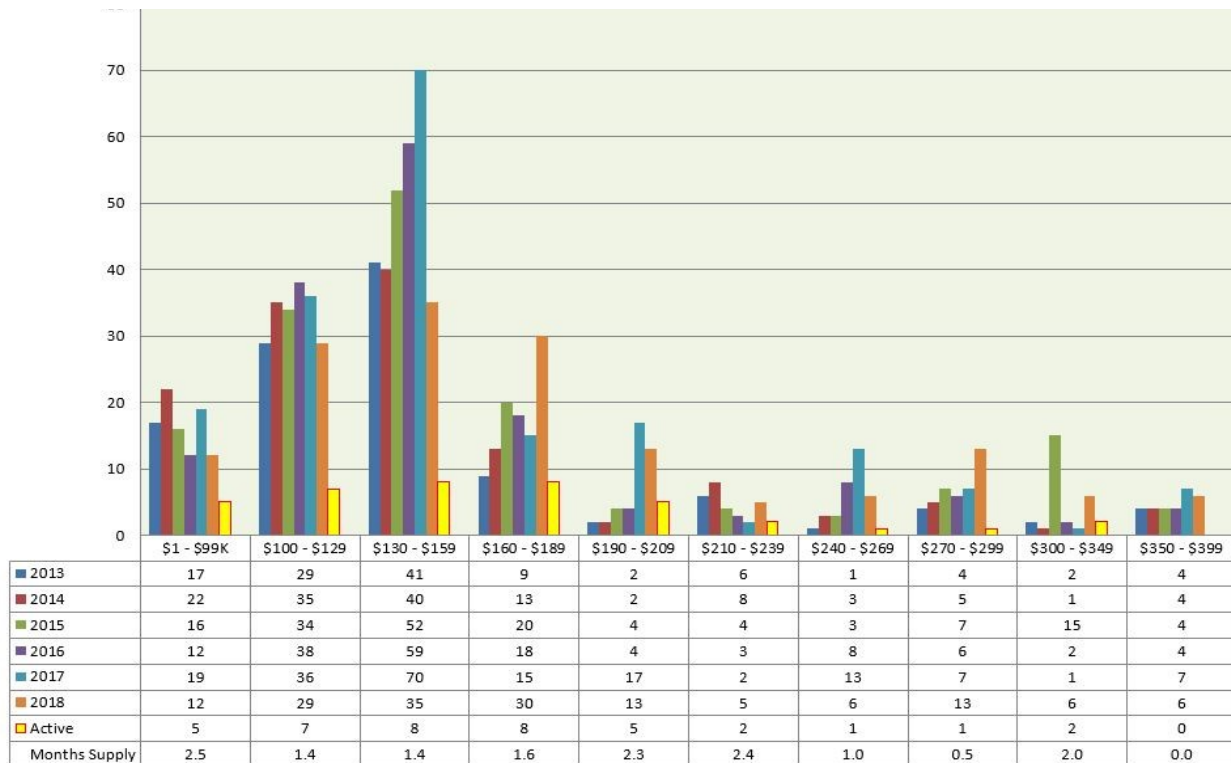
A summary of the  
Residential Real Estate Market  
Lawrence, Kansas  
January 2013– June 2018

McGrew  
Real Estate

# Single Family Home Sales by price range



# Townhome Sales by price range



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.

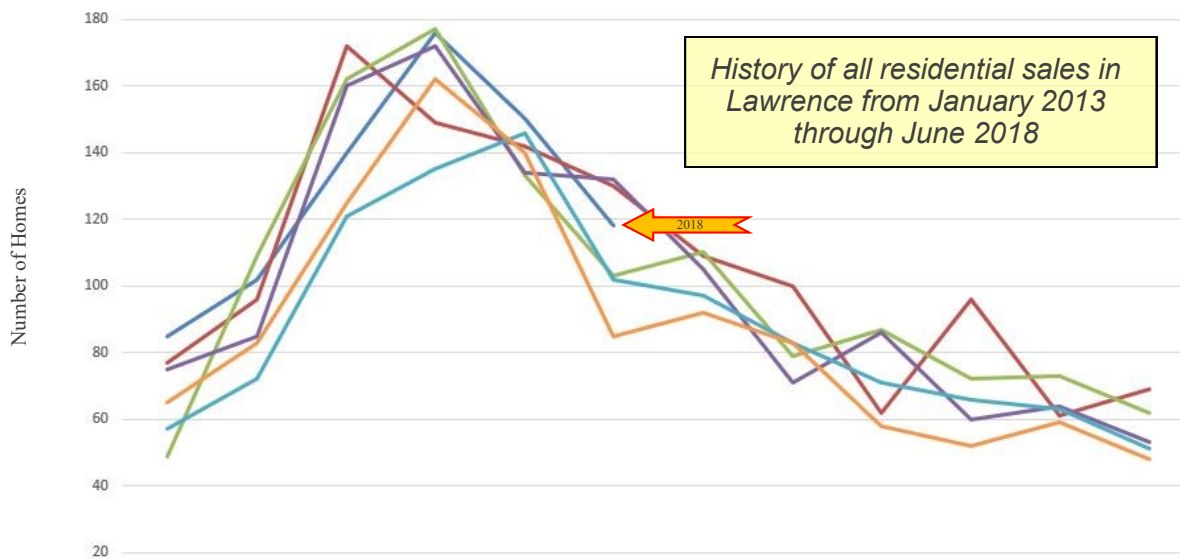


# History of Residential Home Sales

Includes Single Family Homes, Townhomes and Condominiums

Lawrence, Kansas

## SELLING CYCLES

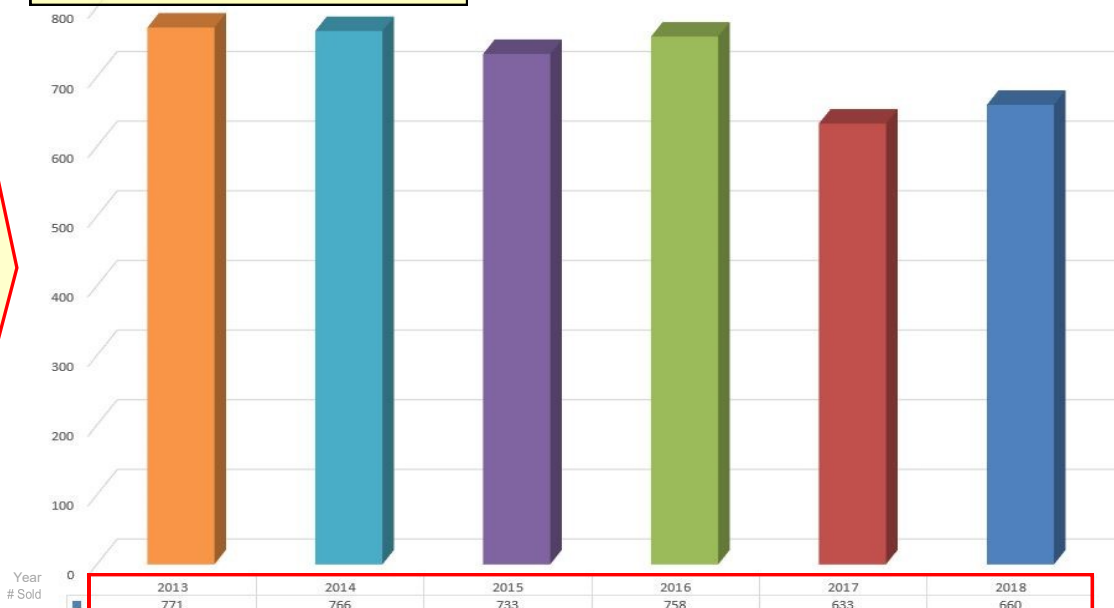


	Jan.	Feb.	March	April	May	June	July	August	Sept.	Oct.	Nov.	Dec.	Total
2018	85	102	140	176	150	118							Incomplete
2017	77	96	172	149	142	130	109	100	62	96	61	69	1,263
2016	49	109	162	177	133	103	110	79	87	72	73	62	1,216
2015	75	85	160	172	134	132	105	71	86	60	64	53	1,197
2014	57	72	121	135	146	102	97	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

Sold Homes



As of June 30, 2018

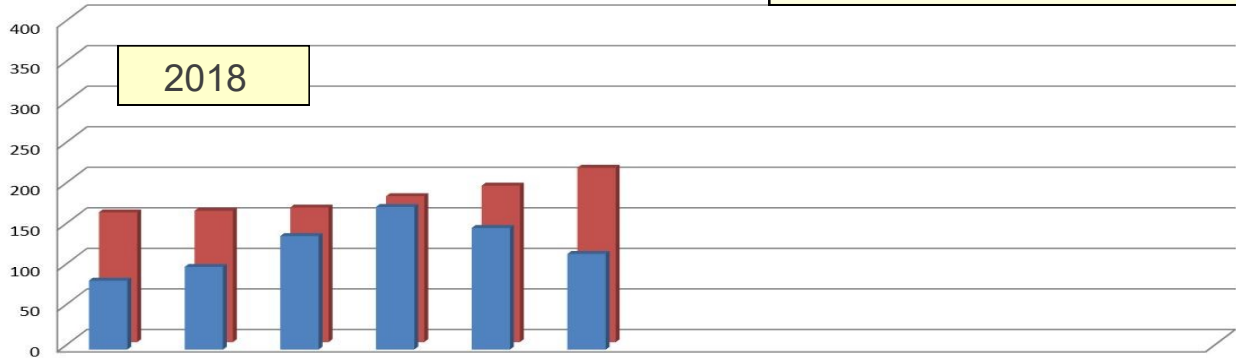
# History of Residential Home Sales

Includes Single Family Homes, Townhomes and Condominiums

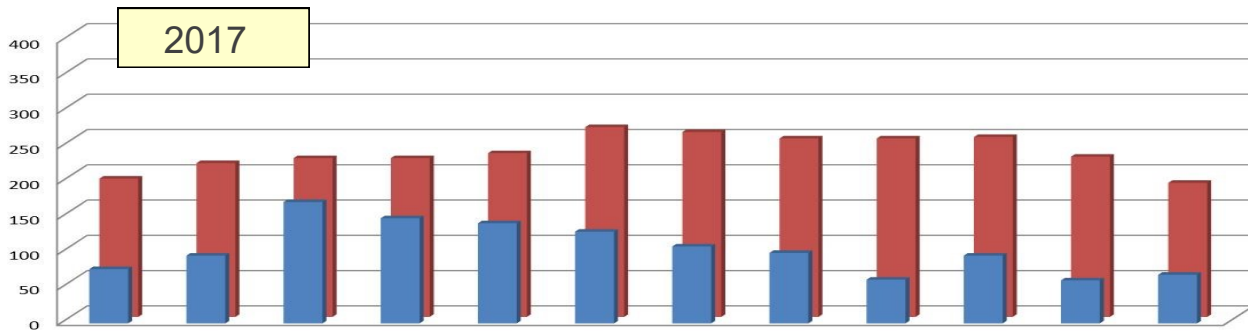
Lawrence, Kansas

## ACTIVE vs SOLD

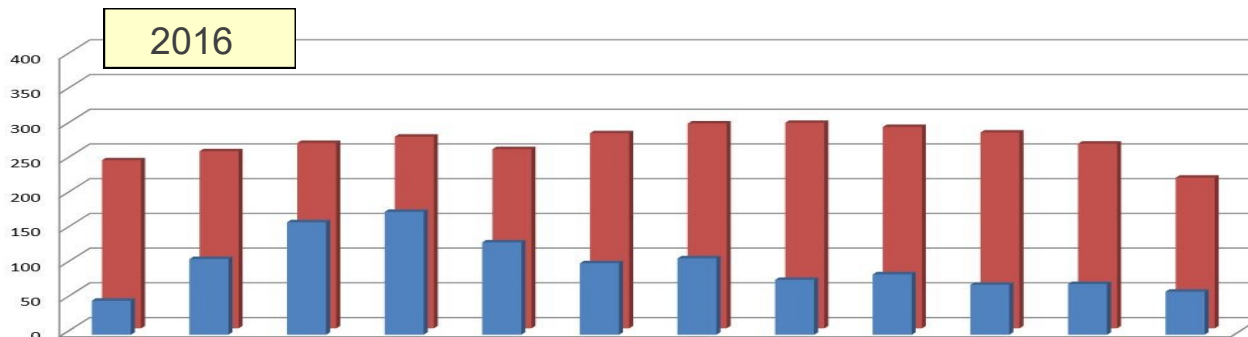
Compares the number of homes on the market vs. the number of homes that sold that month



	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	85	102	140	176	150	118						
■ Active	160	162	166	180	193	215						
% that sold	53.1%	63.0%	84.3%	97.8%	77.7%	54.9%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%



	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%

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.