

McGrew Real Estate Client Services

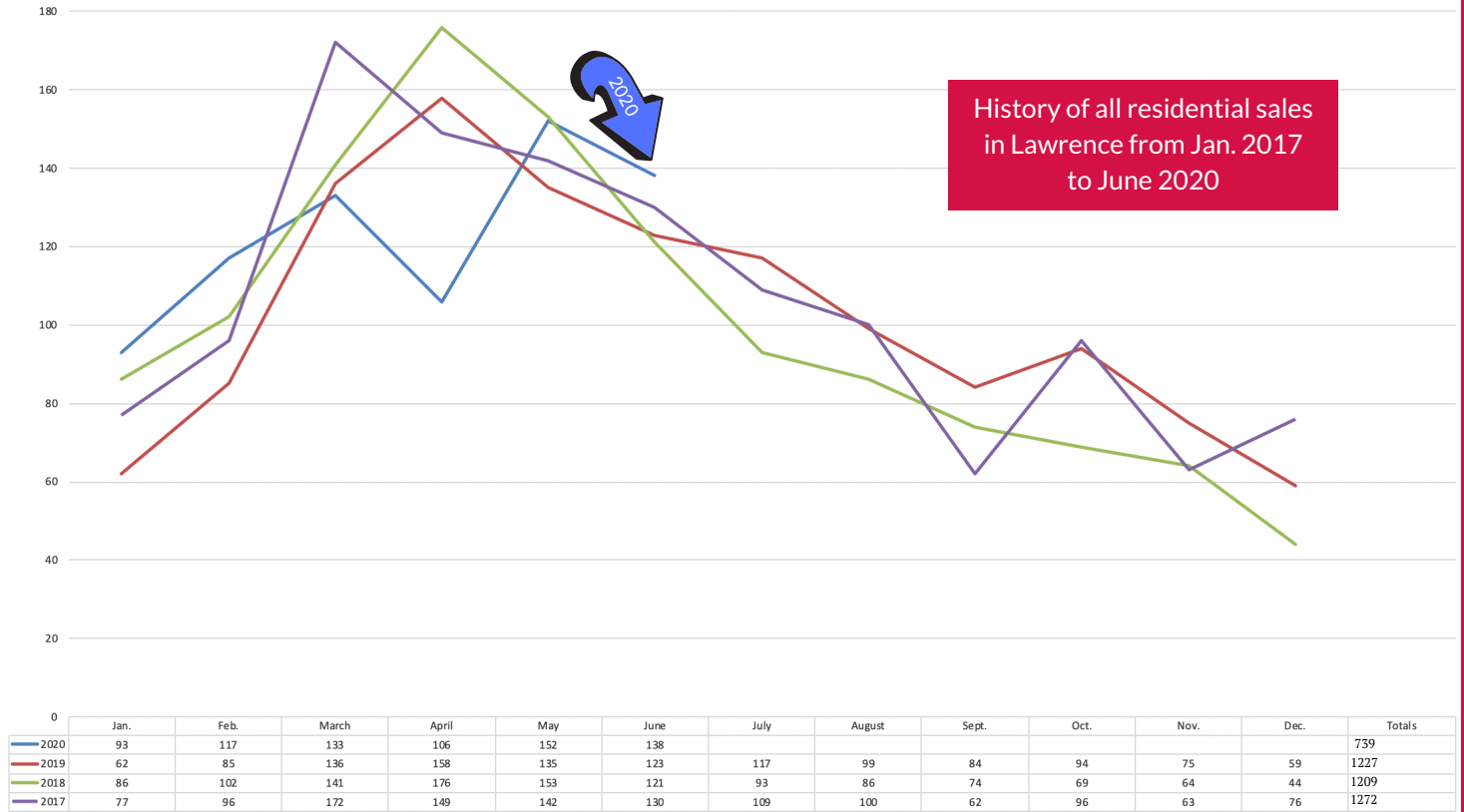
A summary of the Residential
Real Estate Market
Lawrence, Kansas
January 2017 - June 2020

McGrew
Real Estate

History of Residential Home Sales

Includes Single Family Homes, Townhomes and Condominiums

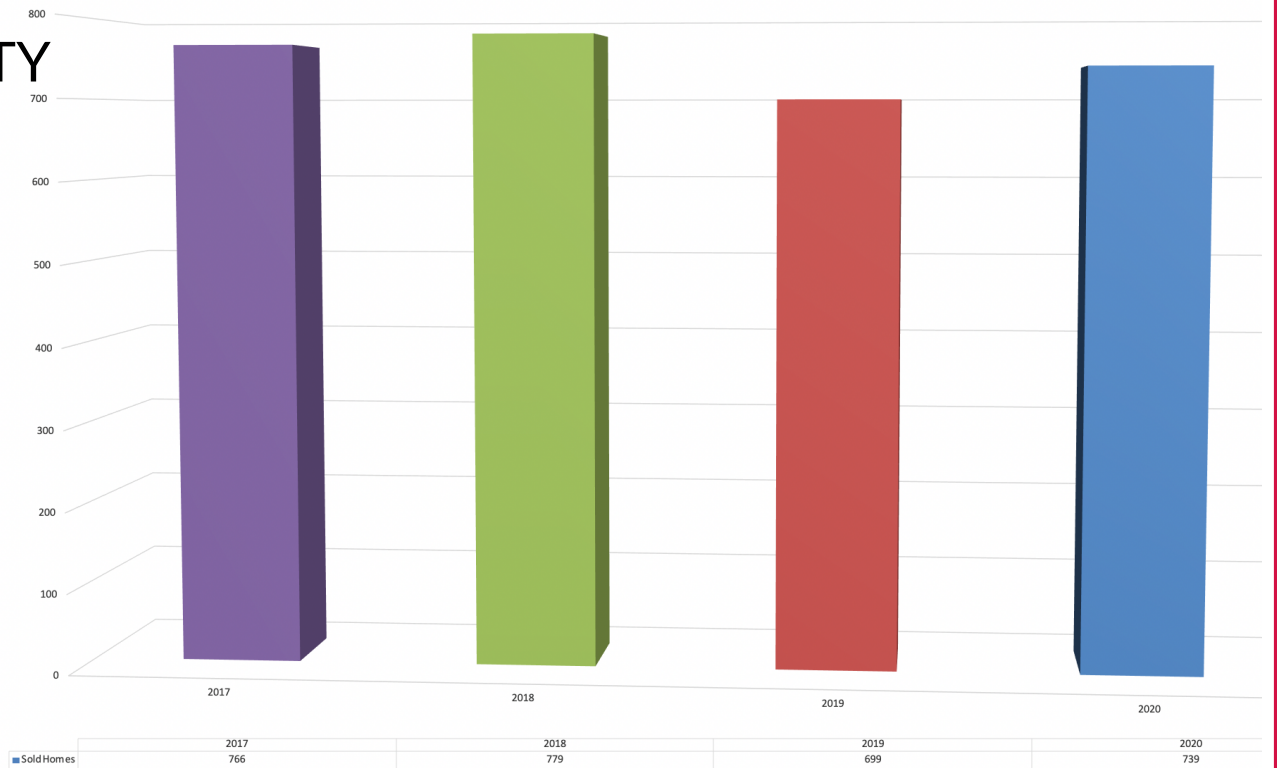
SELLING CYCLES



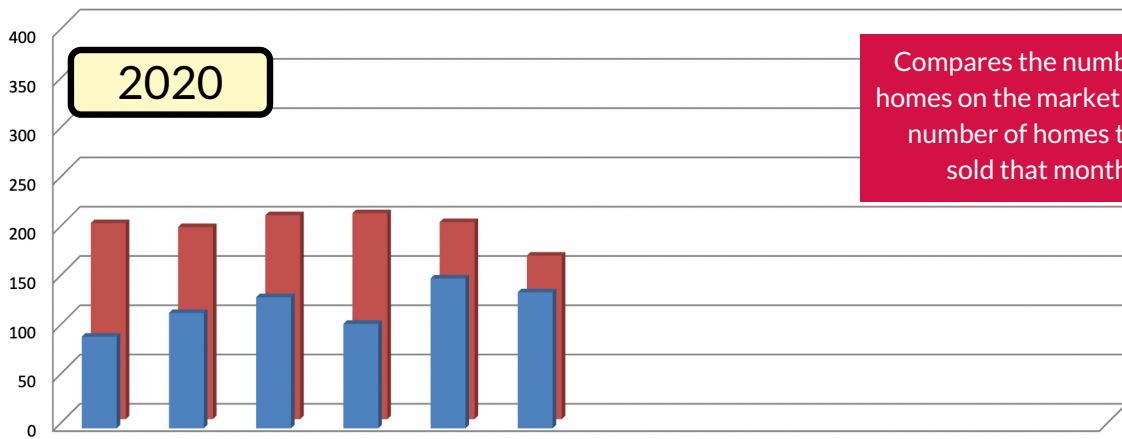
Sold Homes

VELOCITY

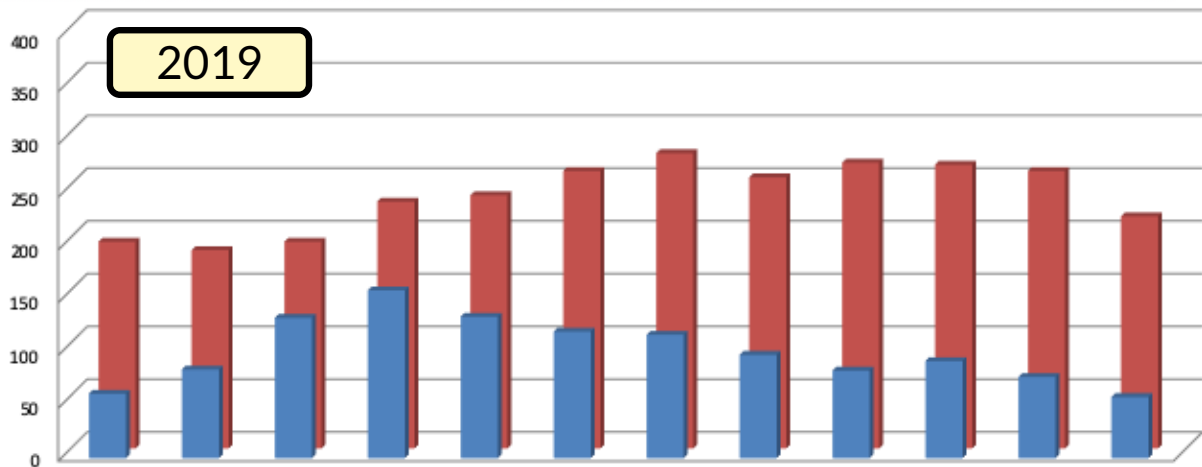
Compares YTD sales to the same time in previous years



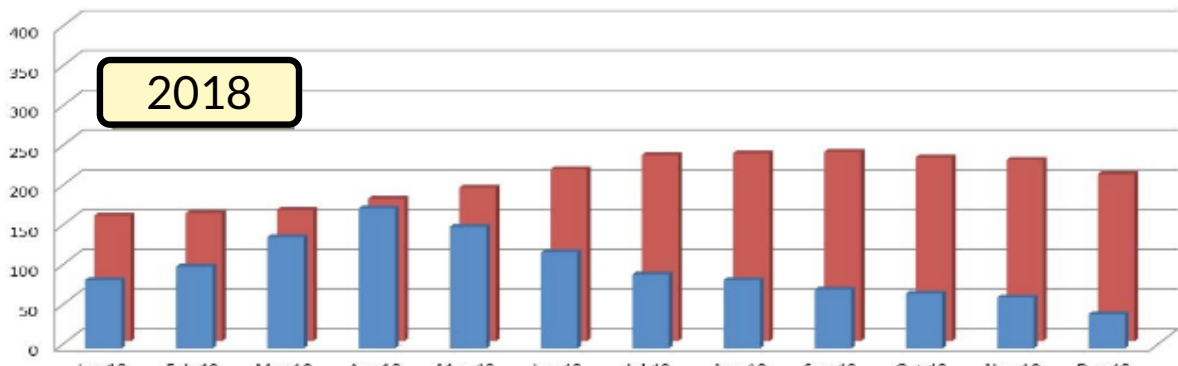
ACTIVE VS SOLD



	Jan-20	Feb-20	Mar-20	Apr-20	May-20	Jun-20	Jul-20	Aug-20	Sep-20	Oct-20	Nov-20	Dec-20
■ Sold	93	117	133	106	152	138						
■ Active	199	195	207	209	200	166						
% that sold	46.7%	60.0%	64.3%	50.7%	76.0%	83.1%						



	Jan-19	Feb-19	Mar-19	Apr-19	May-19	Jun-19	Jul-19	Aug-19	Sep-19	Oct-19	Nov-19	Dec-19
■ Sold	61	84	133	159	134	120	117	98	83	92	77	58
■ Active	196	188	196	234	240	263	280	257	271	269	263	220
% that sold	31.1%	44.7%	67.9%	67.9%	55.8%	45.6%	41.8%	38.1%	30.6%	34.2%	29.3%	26.4%



	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	54.1%	64.0%	84.8%	98.3%	79.3%	56.0%	39.7%	36.4%	31.1%	29.9%	28.1%	20.5%

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

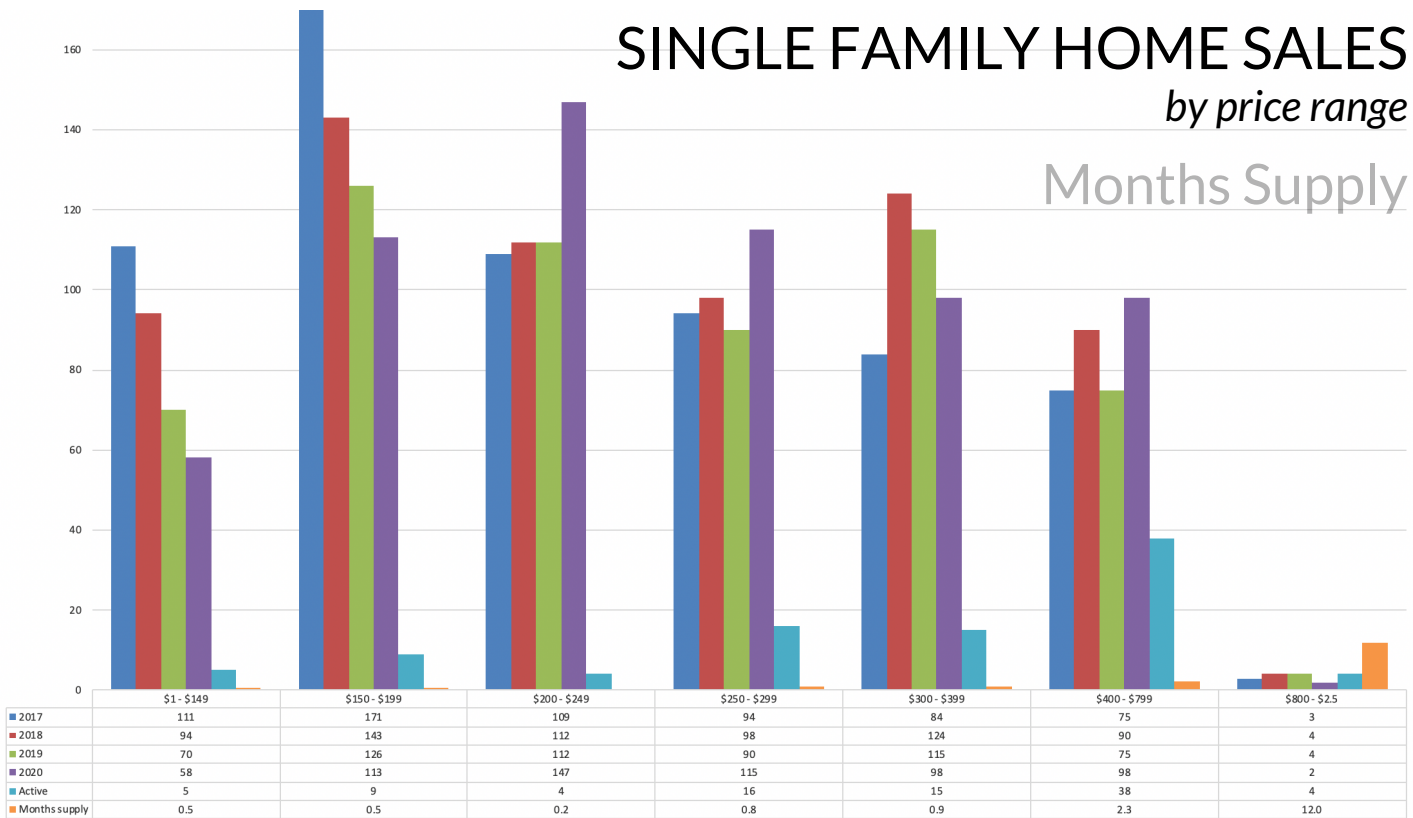


**Sold data based on Contract Date. 2020 includes 'Pendings' & 'Solds.' All data is deemed correct from the Lawrence MLS and may change.*

SINGLE FAMILY HOME SALES

by price range

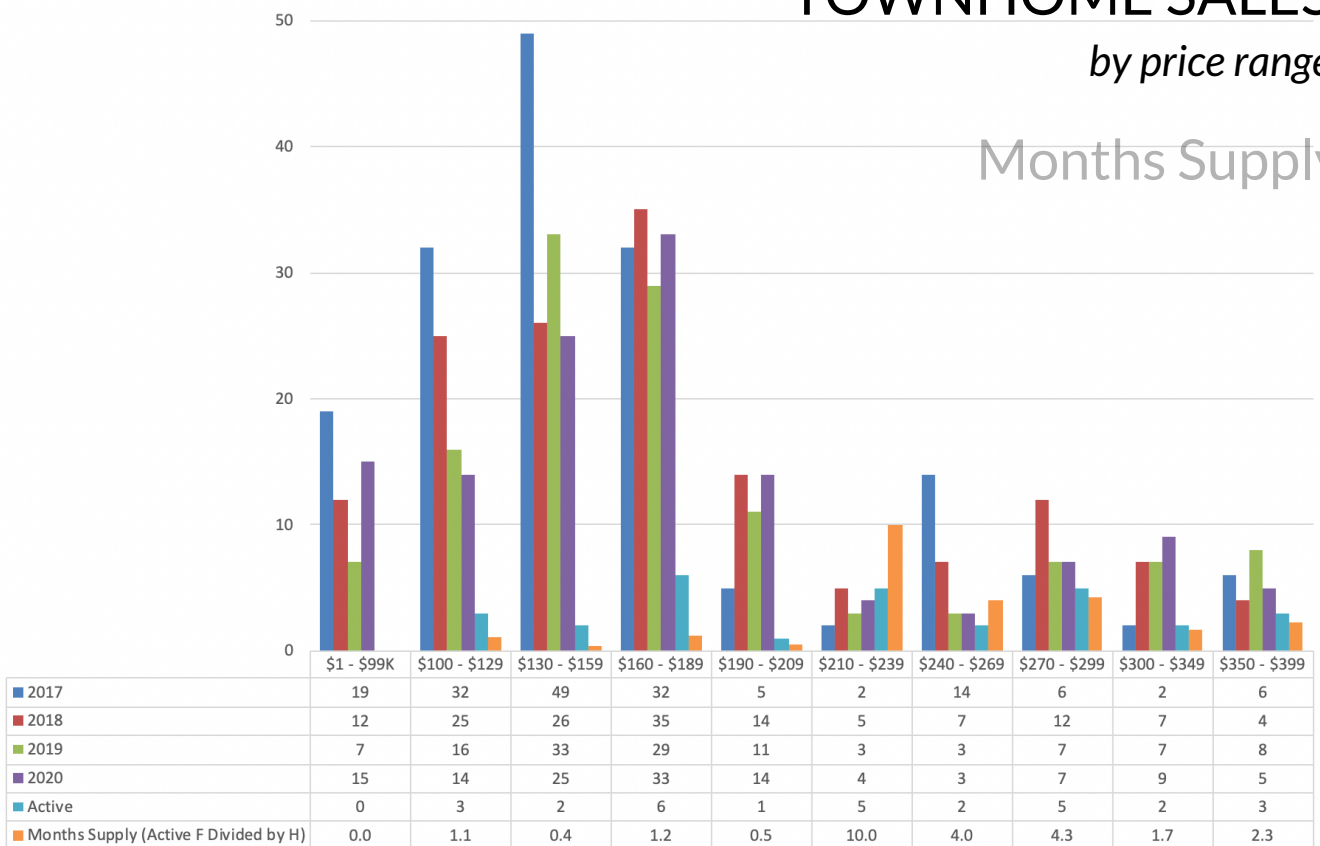
Months Supply



TOWNHOME SALES

by price range

Months Supply



Source: Lawrence MLS
 2020 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.

