

McGrew Real Estate Client Services

A summary of the Residential Real
Estate Market
Lawrence, Kansas
January 2018 - December 2021

McGrew
Real Estate

Lawrence

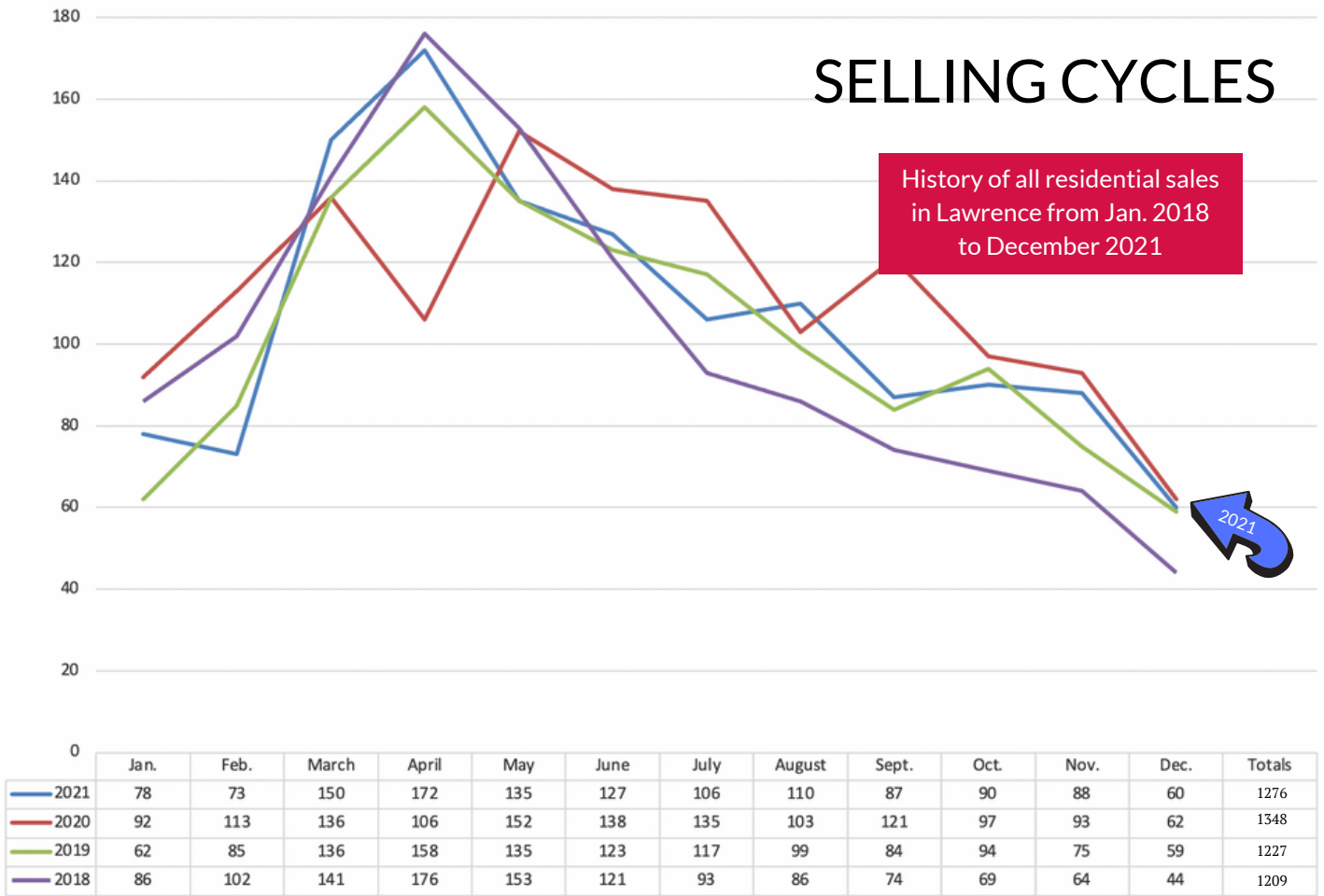
Haskell
Indian
Nations
Only

History of Residential Home Sales

Includes Single Family Homes, Townhomes and Condominiums

SELLING CYCLES

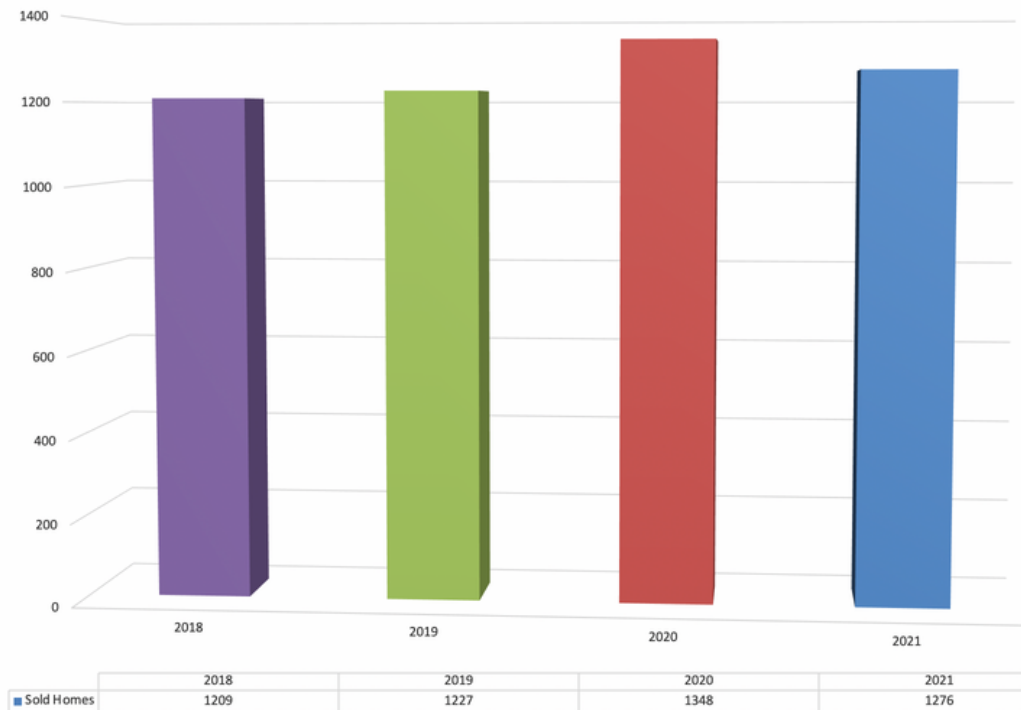
History of all residential sales in Lawrence from Jan. 2018 to December 2021



Sold Homes

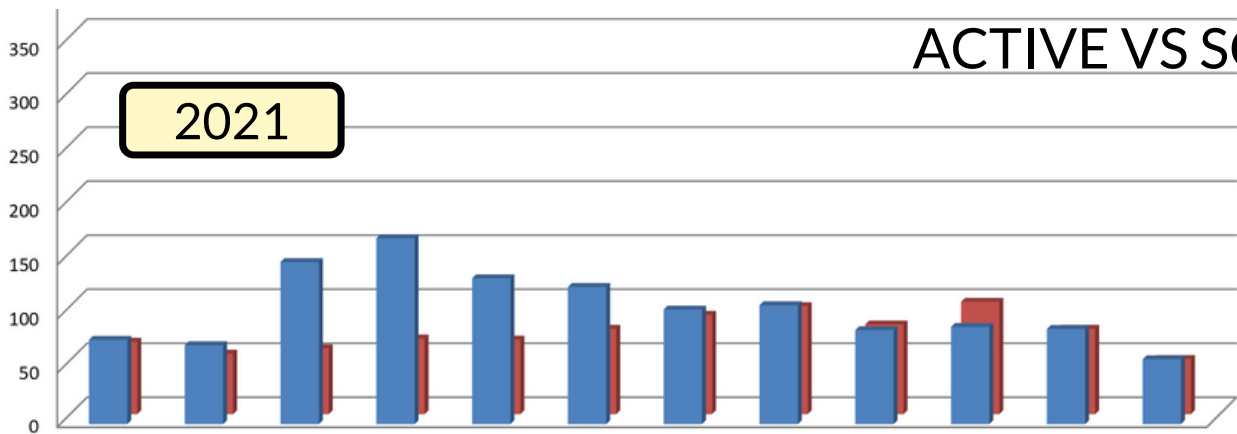
VELOCITY

Compares YTD sales to the same time in previous years



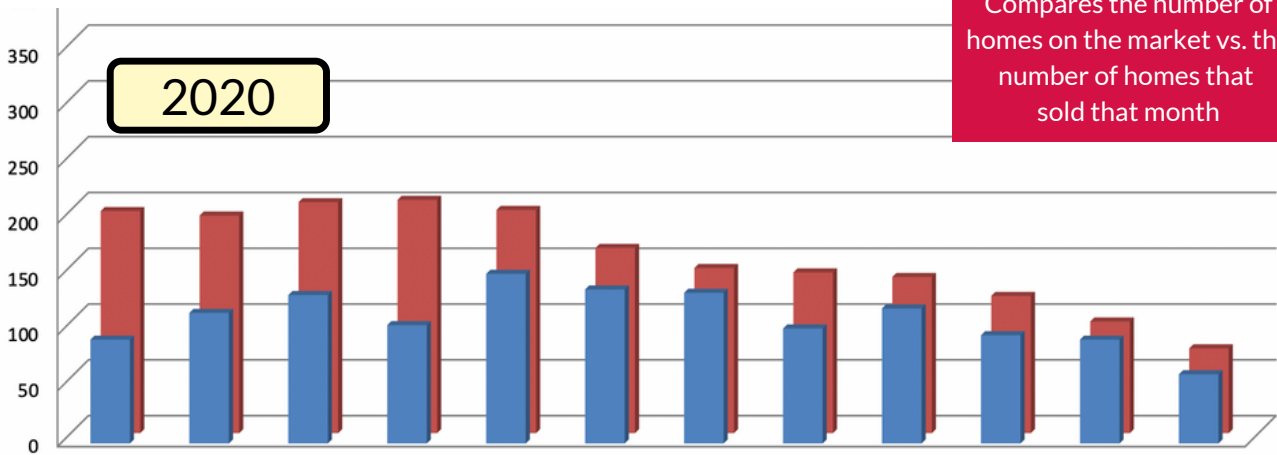
ACTIVE VS SOLD

2021



	Jan-21	Feb-21	Mar-21	Apr-21	May-21	Jun-21	Jul-21	Aug-21	Sep-21	Oct-21	Nov-21	Dec-21
■ Sold	78	73	150	172	135	127	106	110	87	90	88	60
■ Active	67	56	61	70	69	79	92	100	83	104	79	51
% that sold	116.4%	130.4%	245.9%	245.7%	195.7%	160.8%	115.2%	110.0%	104.8%	86.5%	111.4%	117.6%

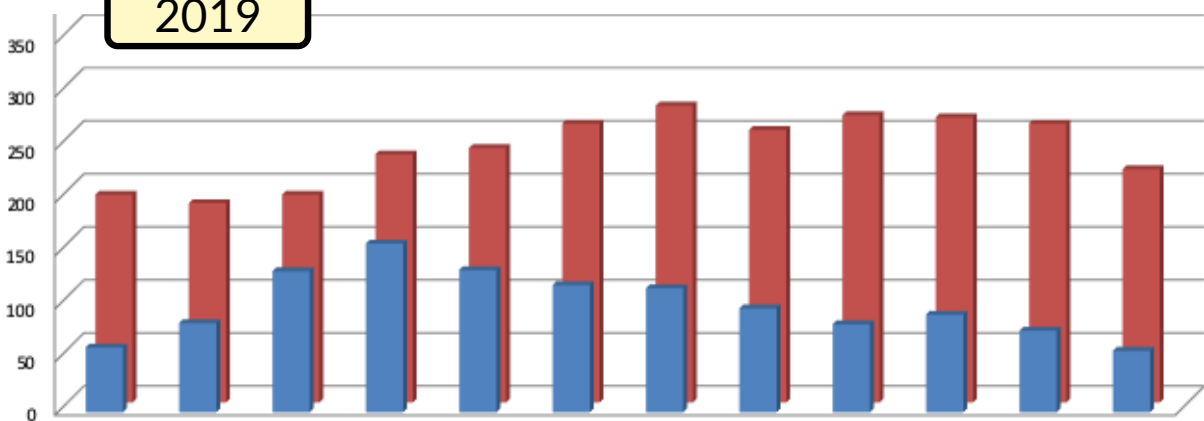
2020



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

	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	135	103	121	97	93	62
■ Active	199	195	207	209	200	166	148	144	140	123	100	76
% that sold	46.7%	60.0%	64.3%	50.7%	76.0%	83.1%	91.2%	71.5%	86.4%	78.9%	93.0%	81.6%

2019



	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%

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

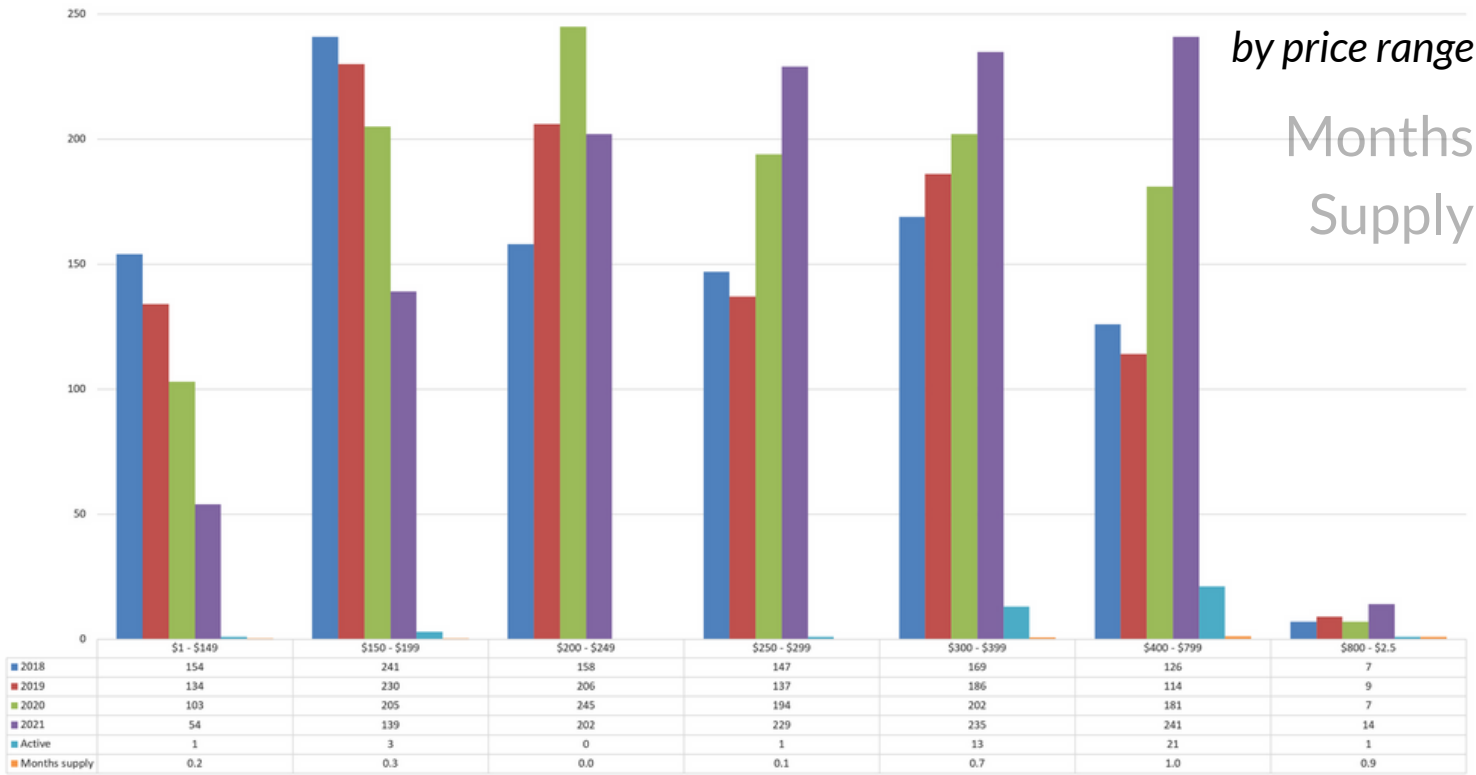


*Sold data based on Contract Date.
 2021 includes 'Pendings' & 'Solds.'
 All data is deemed correct from the Lawrence MLS and may change.

SINGLE FAMILY HOME SALES

by price range

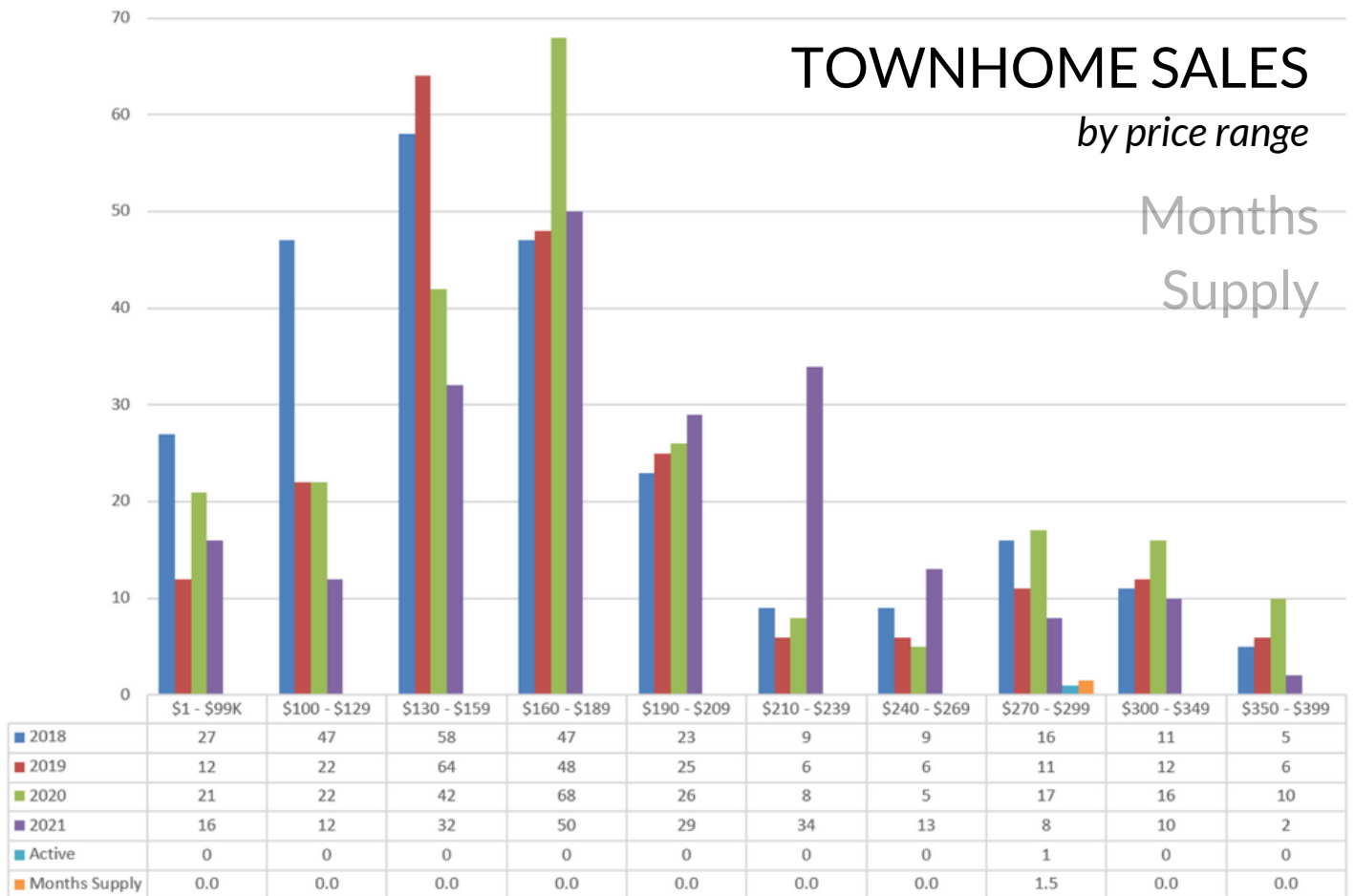
Months Supply



TOWNHOME SALES

by price range

Months Supply



Source: Lawrence MLS
 2022 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.

