

# McGrew Real Estate Client Services

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

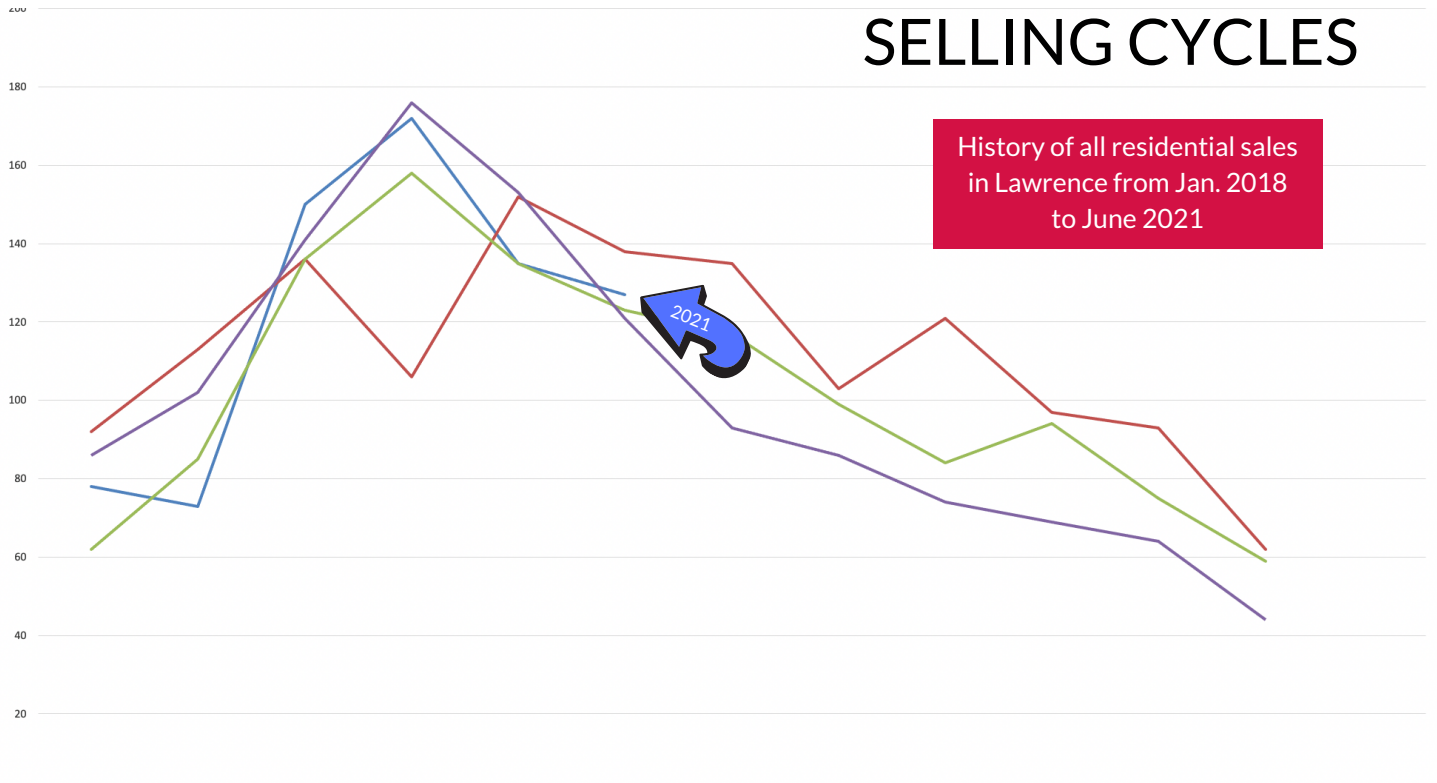
**McGrew**  
Real Estate

# 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 June 2021

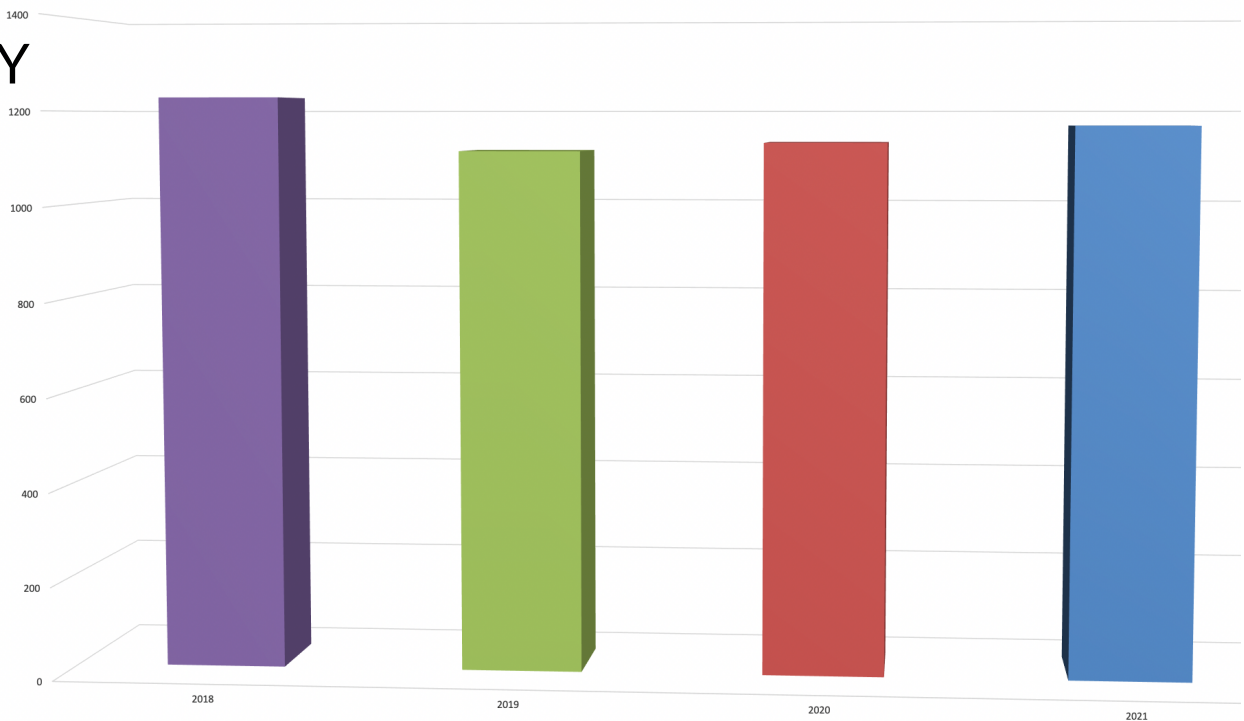


	Jan.	Feb.	March	April	May	June	July	August	Sept.	Oct.	Nov.	Dec.	Totals
2021	78	73	150	172	135	127							1169
2020	92	113	136	106	152	138	135	103	121	97	93	62	1133
2019	62	85	136	158	135	123	117	99	84	94	75	59	1115
2018	86	102	141	176	153	121	93	86	74	69	64	44	1229

Sold Homes

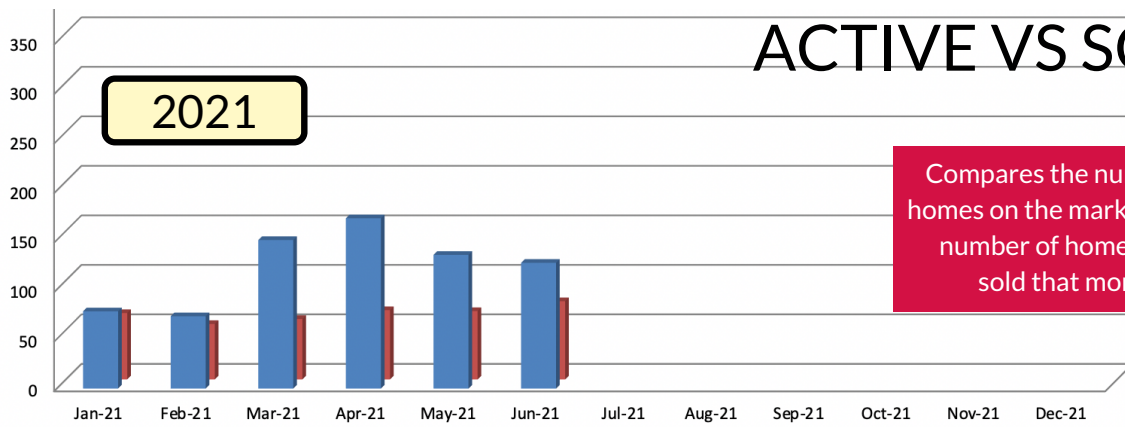
## VELOCITY

Compares YTD sales to the same time in previous years

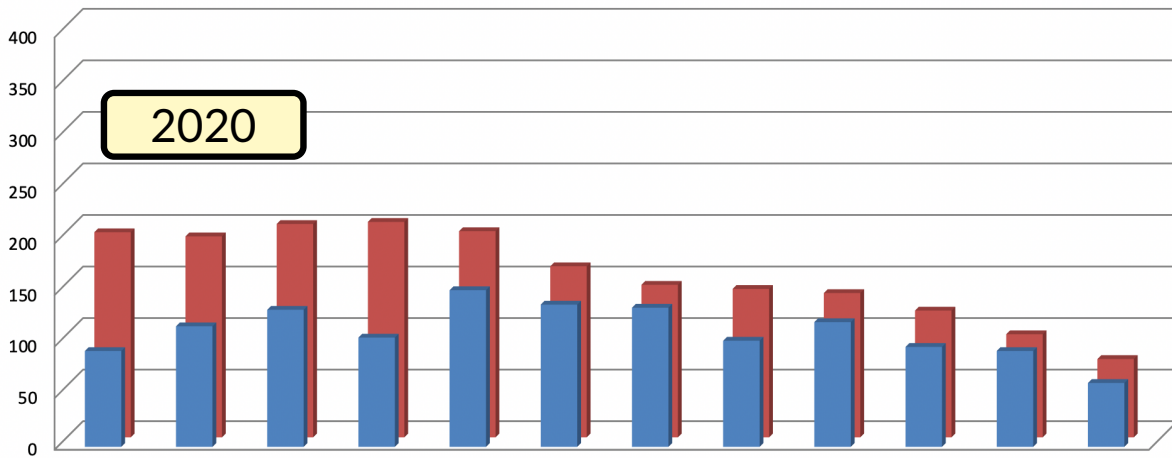


Sold Homes	2018	2019	2020	2021
	1229	1115	1133	1169

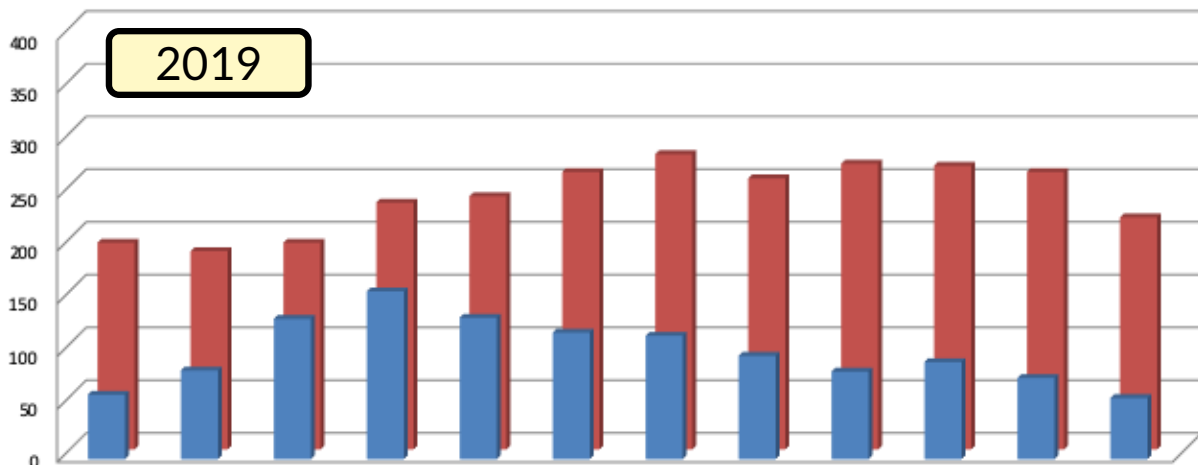
# ACTIVE VS SOLD



	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						
■ Active	67	56	61	70	69	79						
% that sold	116.4%	130.4%	245.9%	245.7%	195.7%	160.8%						



	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%



	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

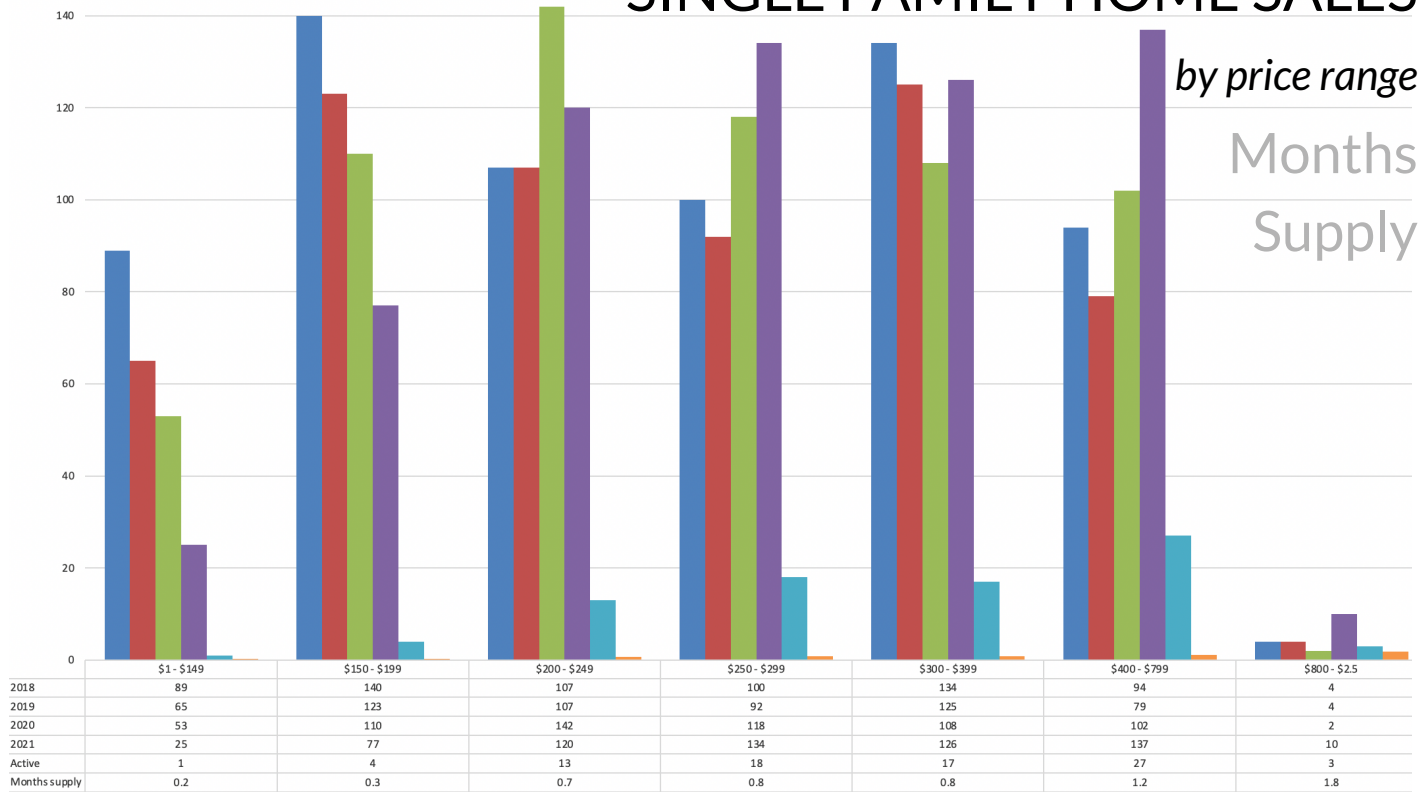


*\*Sold data based on Contract Date. 2021 includes 'Pendings' & 'Solds.' All data is deemed correct from the Lawrence MLS and may change.*

# SINGLE FAMILY HOME SALES

by price range

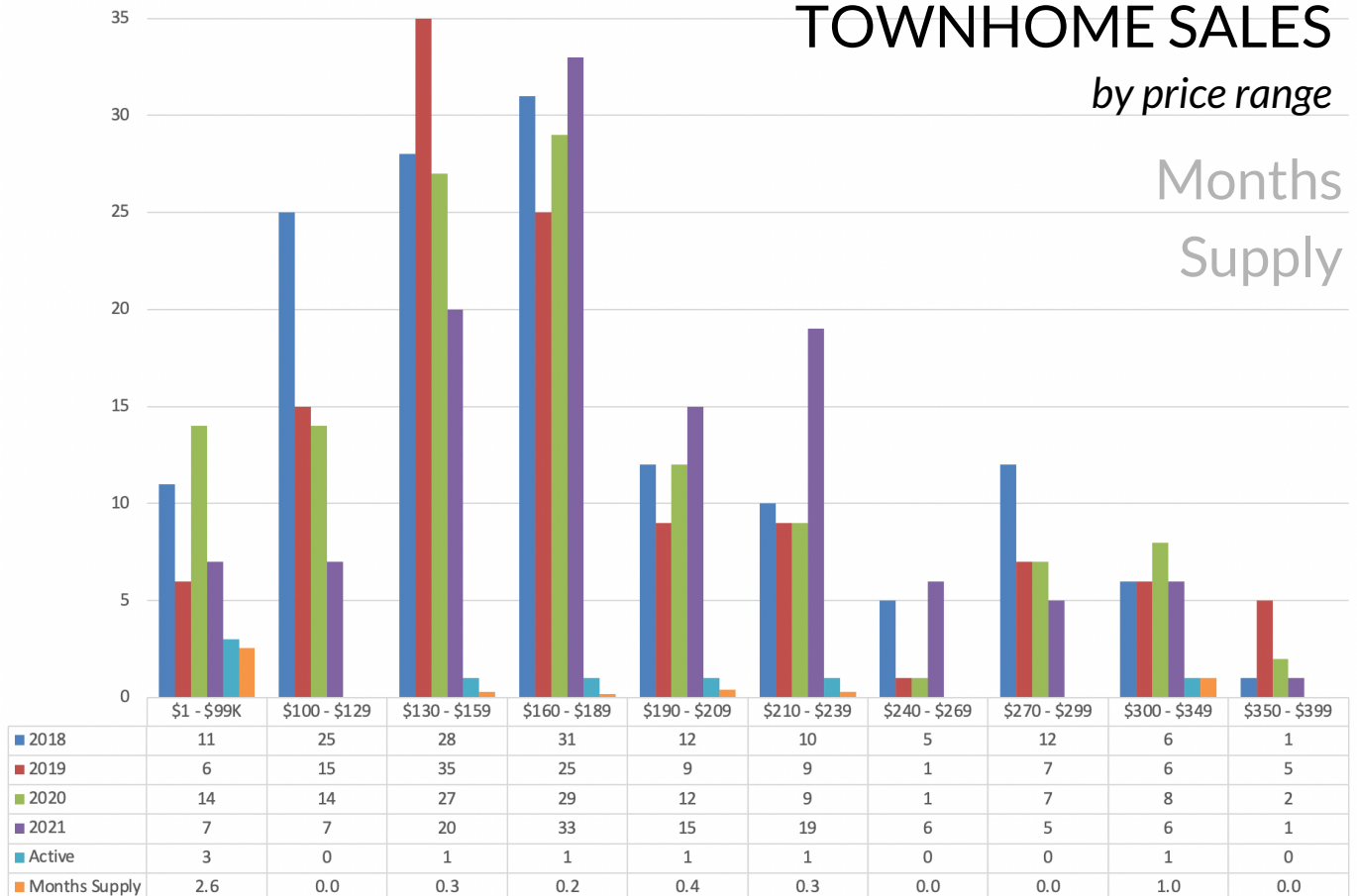
Months Supply



# TOWNHOME SALES

by price range

Months Supply



Source: Lawrence MLS  
 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.

