

McGrew Real Estate Client Services

The McGrew Real Estate logo features the company name in a serif font, with 'McGrew' in a larger size than 'Real Estate'. The text is white and set against a red background that has a white, curved shape on the right side, resembling a stylized 'M' or a swoosh.

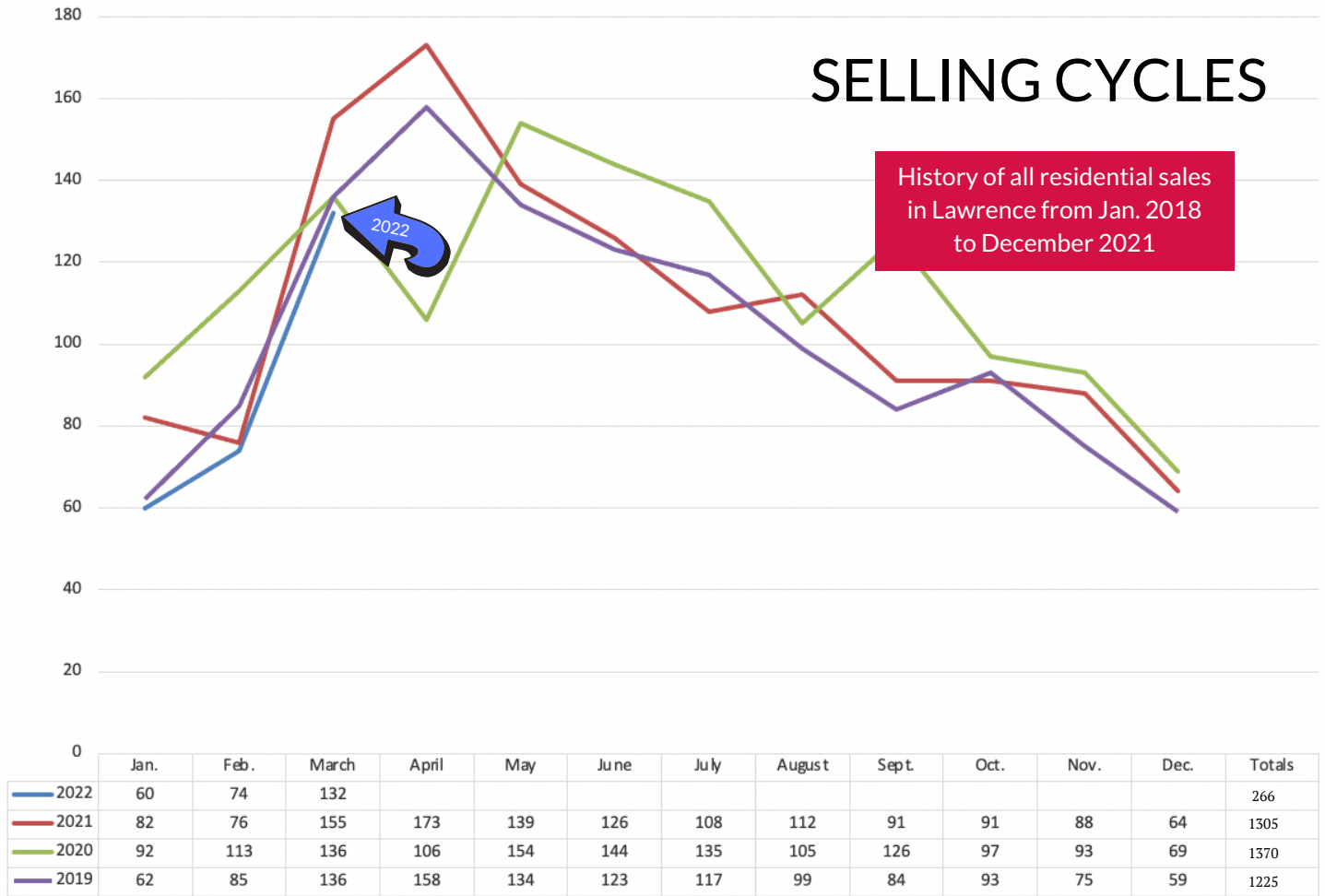
McGrew
Real Estate

A summary of the Residential Real
Estate Market
Lawrence, Kansas
January 2018 - March 2022

History of Residential Home Sales

Includes Single Family Homes, Townhomes and Condominiums

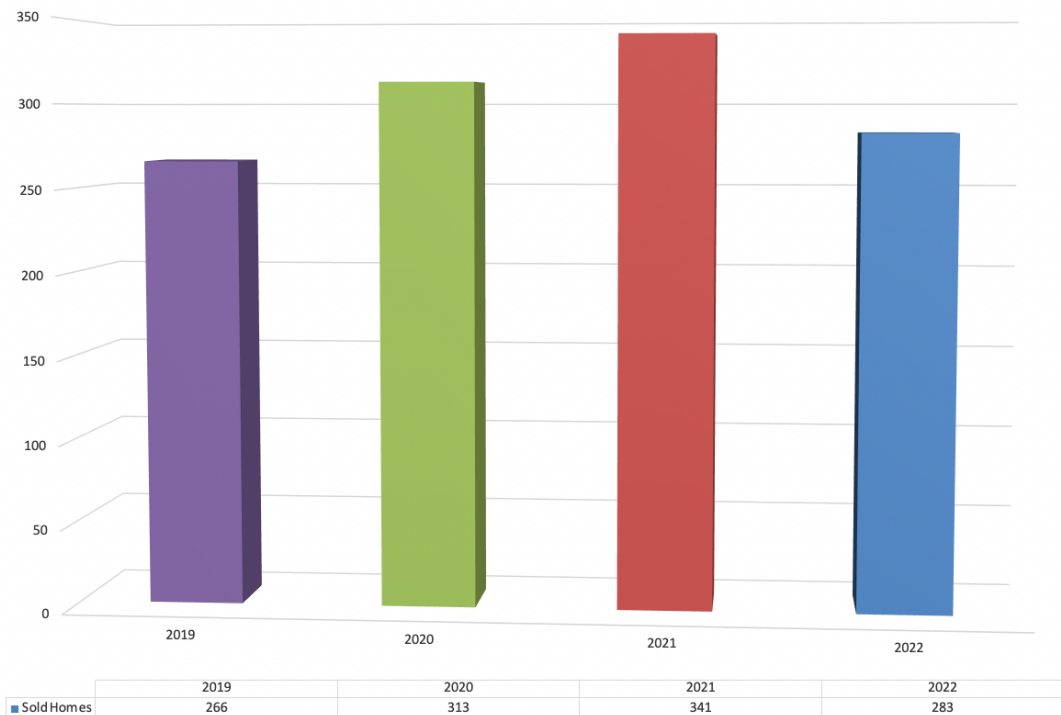
SELLING CYCLES



Sold Homes

VELOCITY

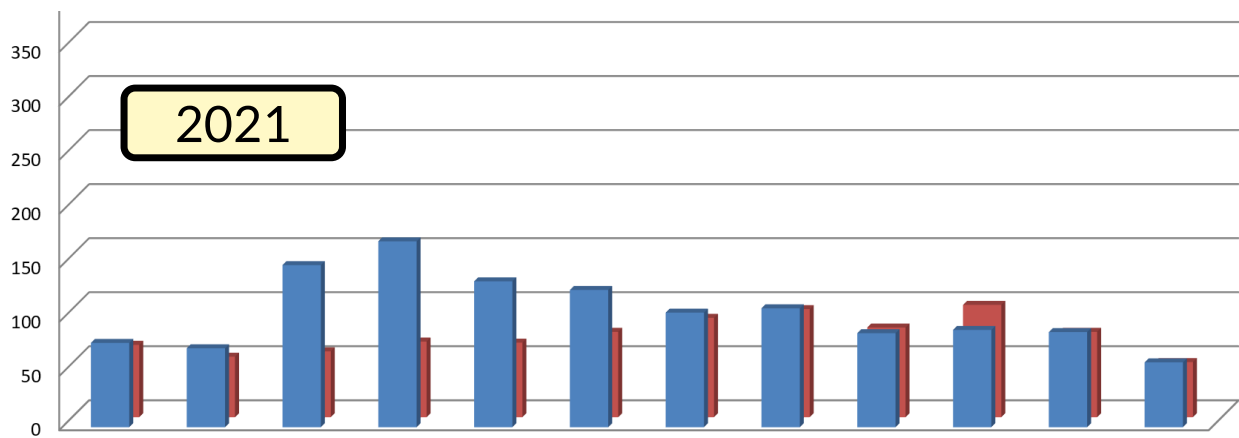
Compares YTD sales to the same time in previous years



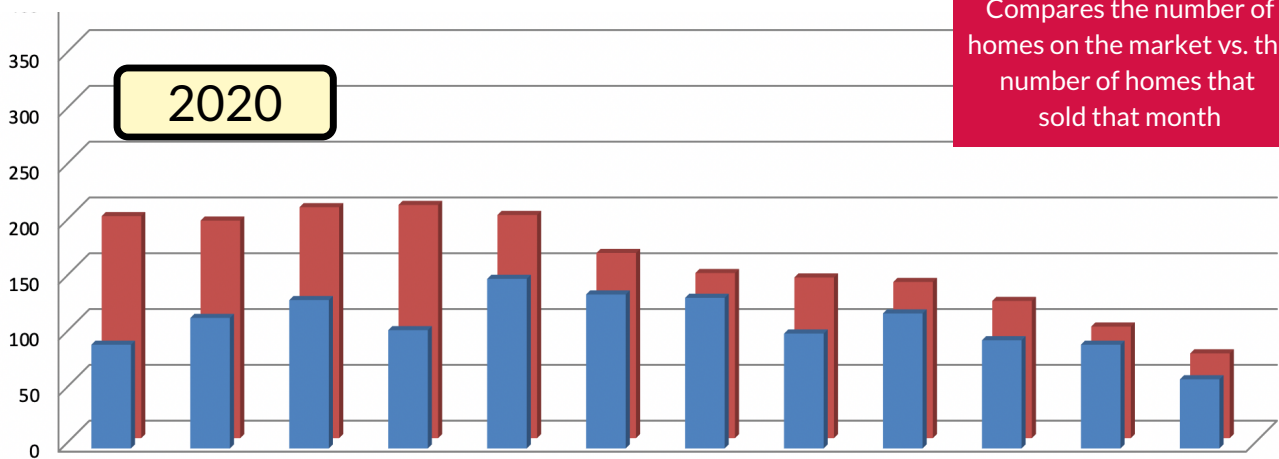
ACTIVE VS SOLD



	Jan-21	Feb-21	Mar-21	Apr-21	May-21	Jun-21	Jul-21	Aug-21	Sep-21	Oct-21	Nov-21	Dec-21
■ Sold	60	74	132									
■ Active	58	70	69									
% that sold	103.4%	105.7%	191.3%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%



	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%



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%

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

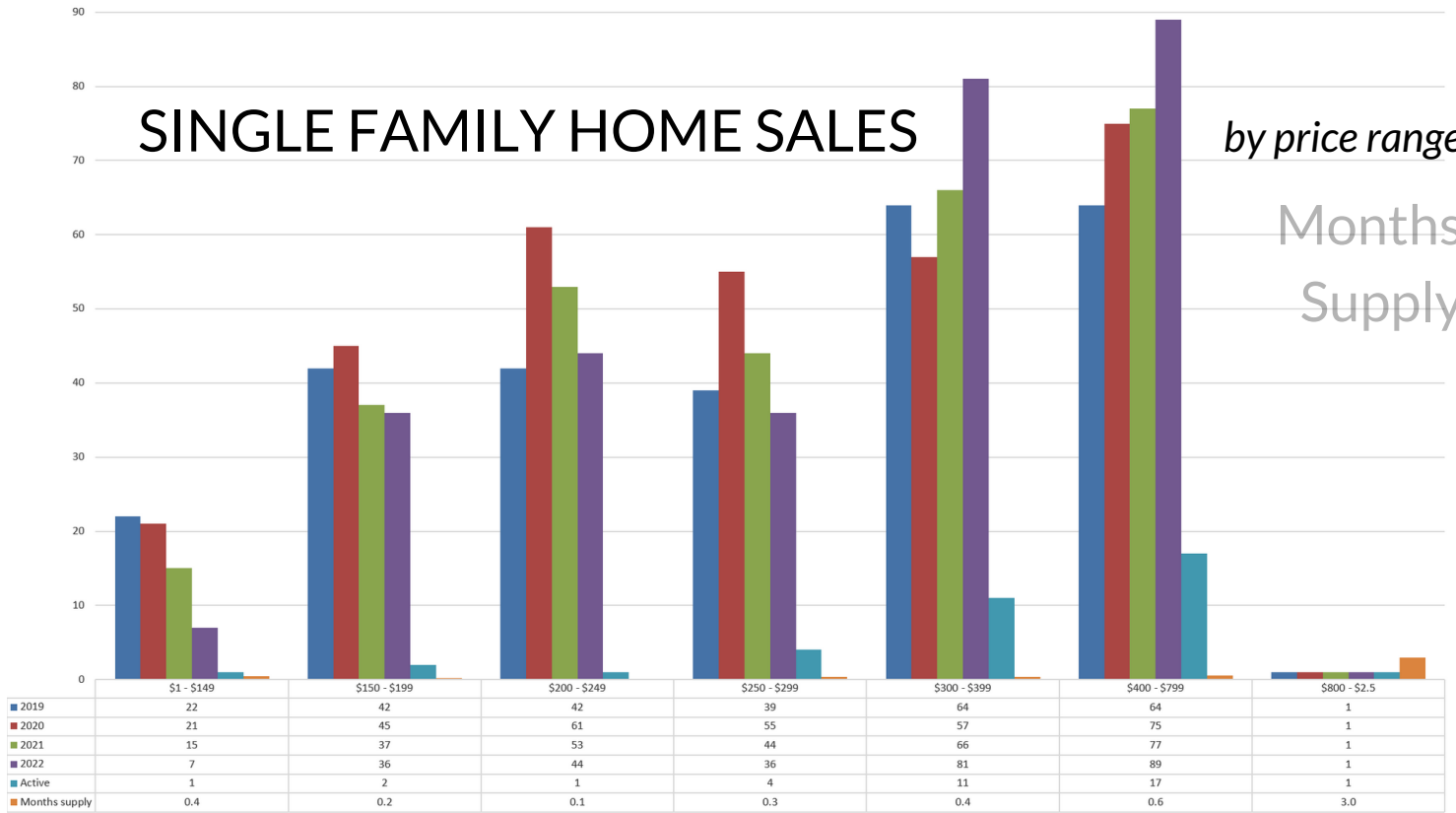


*Sold data based on Contract Date.
 2022 includes 'Pendings' & 'Solds.'
 All data is deemed correct from the Lawrence MLS and may change.

SINGLE FAMILY HOME SALES

by price range

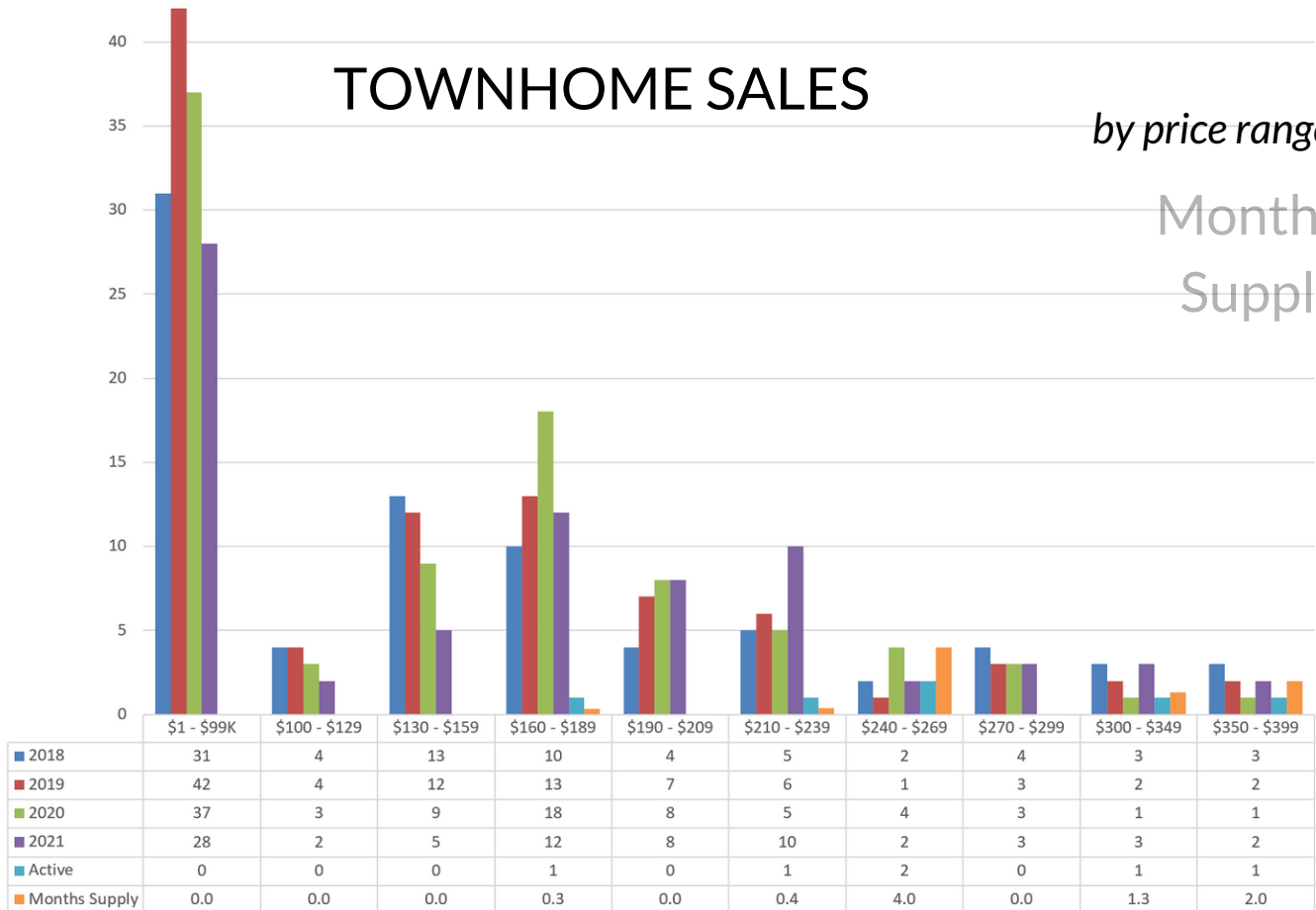
Months Supply



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.

