

McGrew Real Estate Client Services

The logo for McGrew Real Estate, featuring the company name in a serif font with a horizontal line underneath, all contained within a white, rounded rectangular shape with a red border.

McGrew
Real Estate

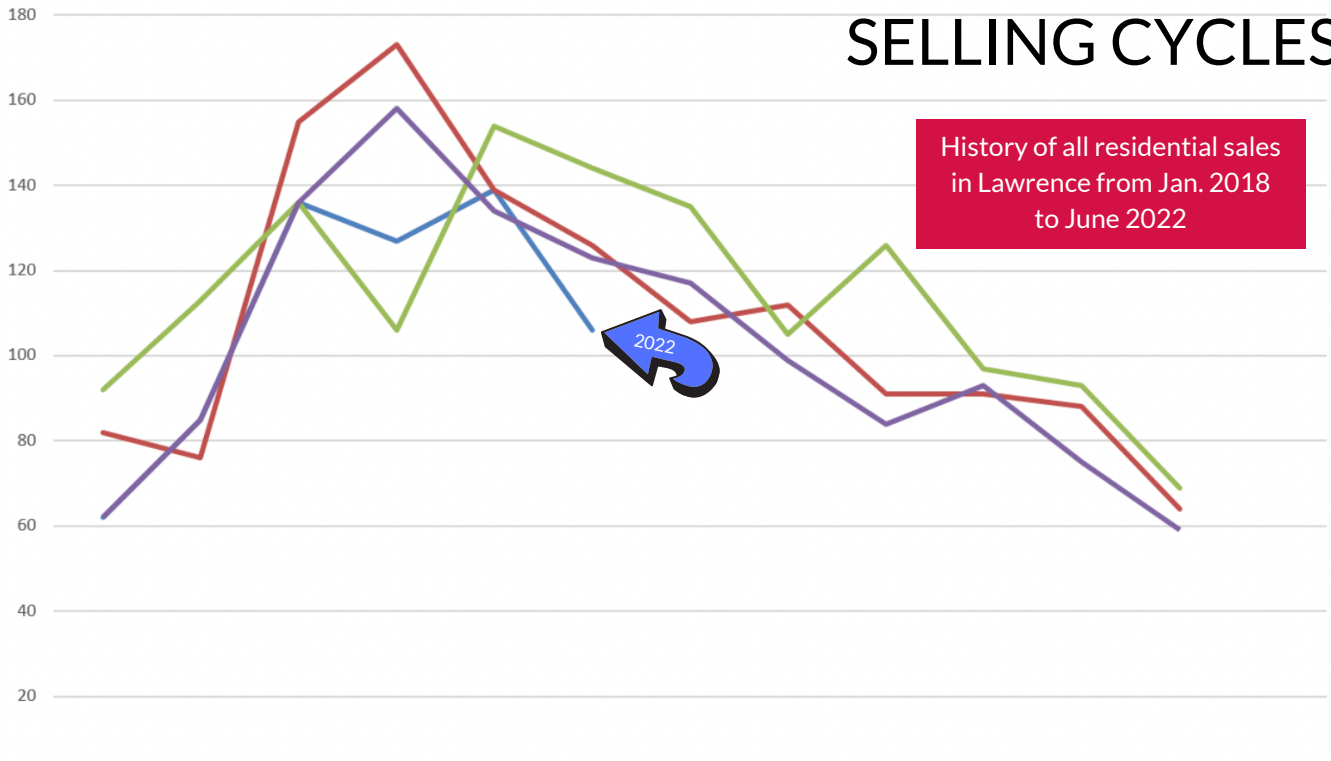
A summary of the Residential Real
Estate Market
Lawrence, Kansas
January 2018 - June 2022

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 2022

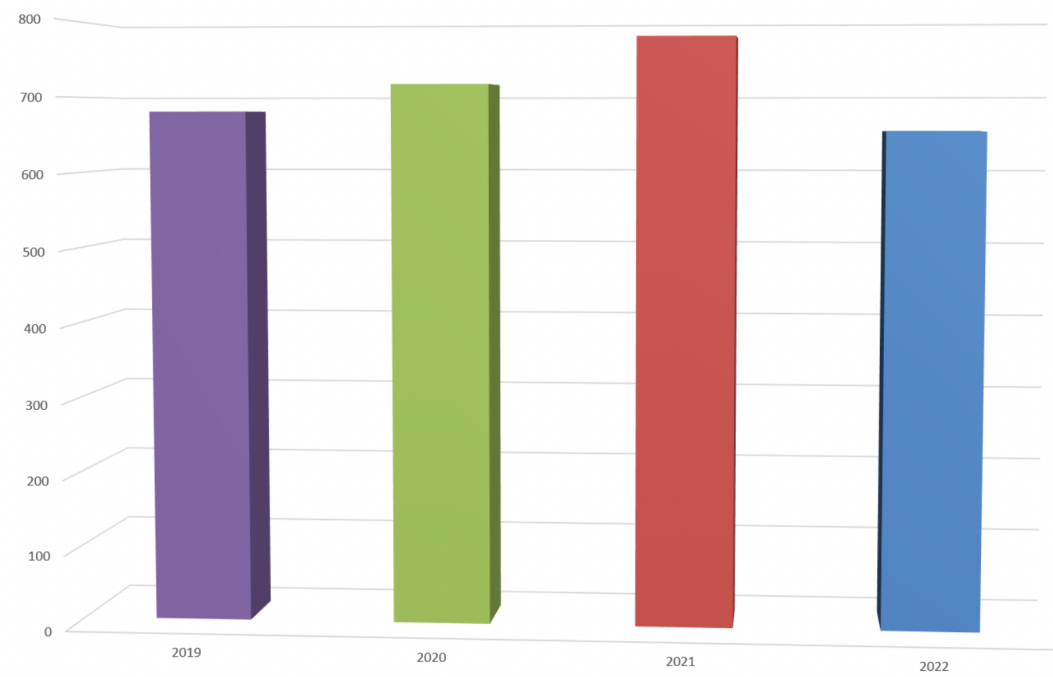


	Jan.	Feb.	March	April	May	June	July	August	Sept.	Oct.	Nov.	Dec.	Totals
2022	62	85	136	127	139	106							655
2021	82	76	155	173	139	126	108	112	91	91	88	64	1305
2020	92	113	136	106	154	144	135	105	126	97	93	69	1370
2019	62	85	136	158	134	123	117	99	84	93	75	59	1225

Sold Homes

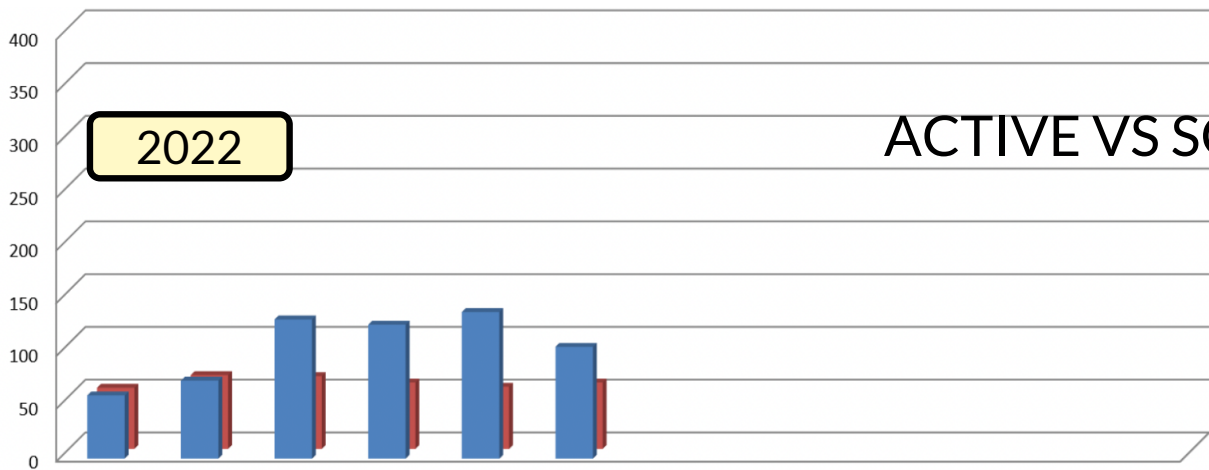
VELOCITY

Compares YTD sales to the same time in previous years



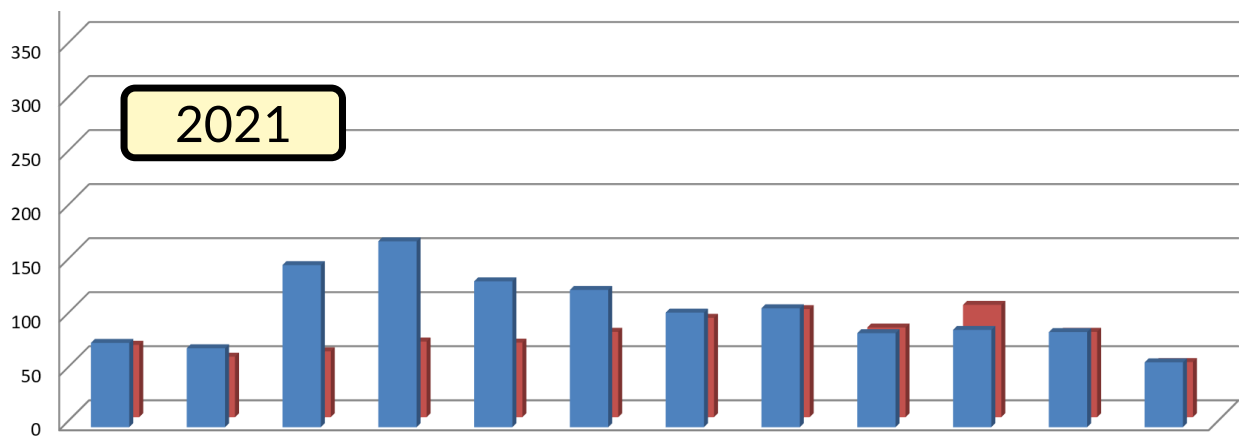
	2019	2020	2021	2022
Sold Homes	681	717	779	655

ACTIVE VS SOLD



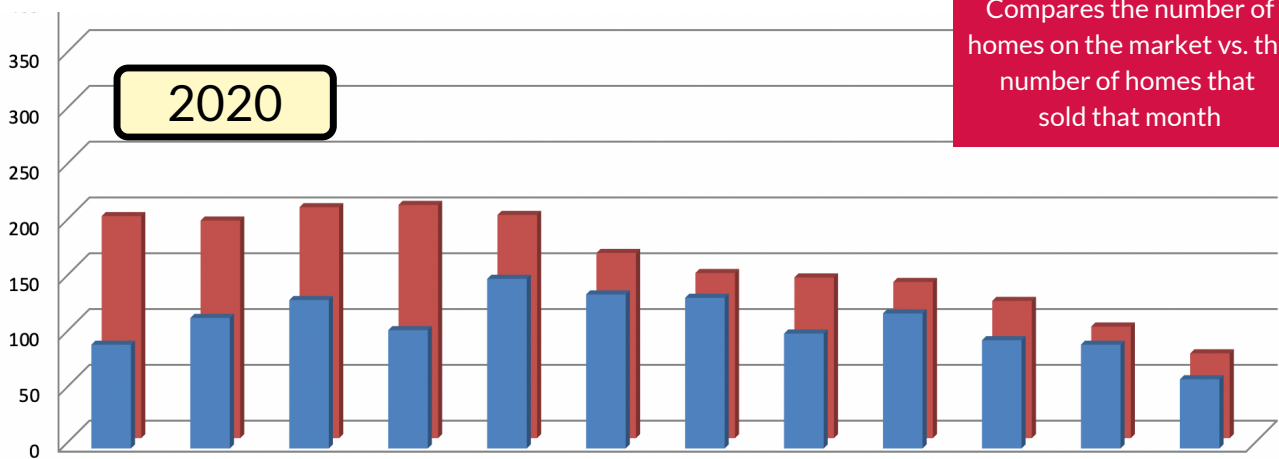
2022

	Jan-22	Feb-22	Mar-22	Apr-22	May-22	Jun-22	Jul-22	Aug-22	Sep-22	Oct-22	Nov-22	Dec-22
■ Sold	60	74	132	127	139	106						
■ Active	58	70	69	63	59	63						
% that sold	103.4%	105.7%	191.3%	201.6%	235.6%	168.3%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%



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%

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

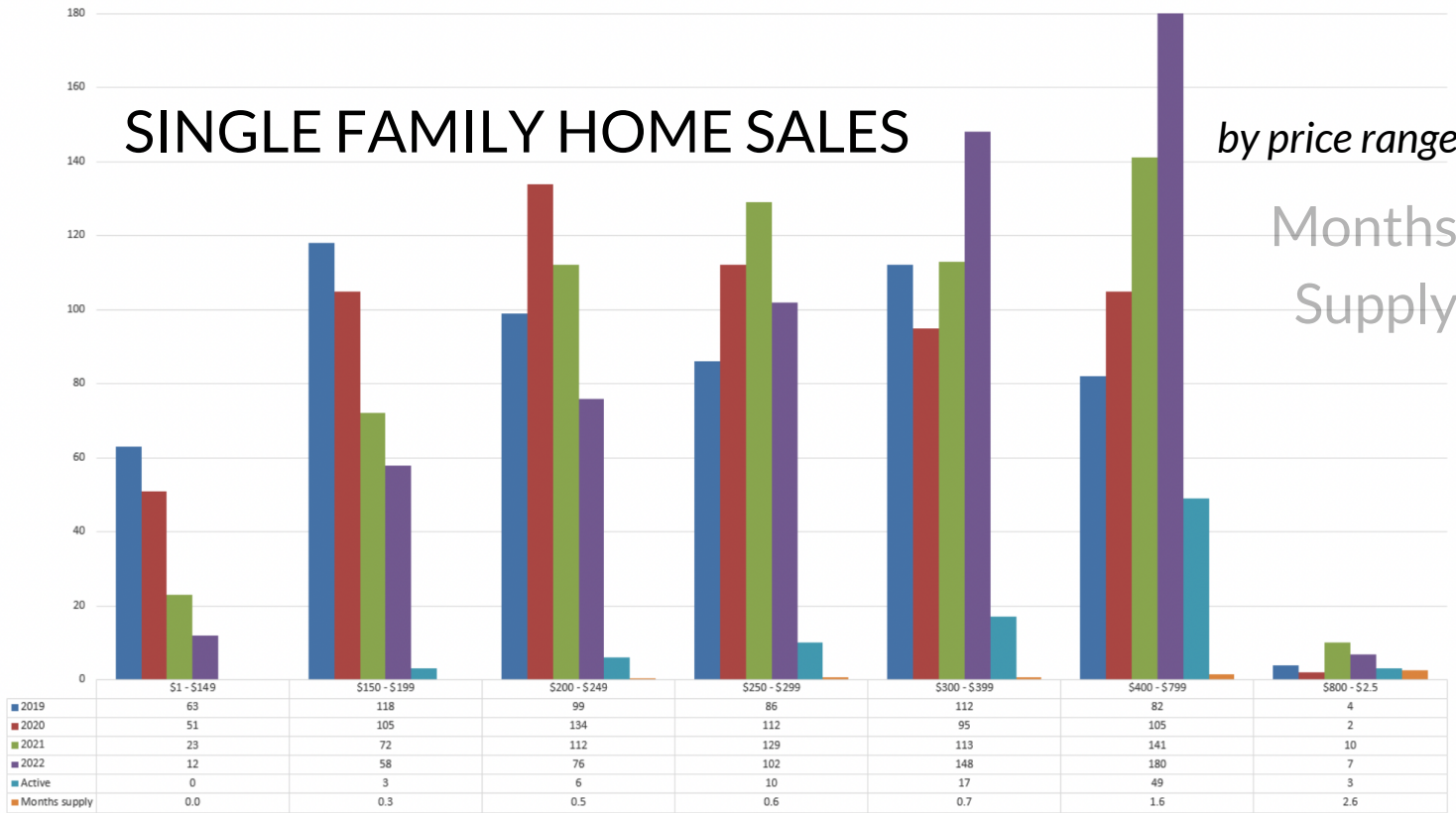


*Sold data based on Contract Date. 2022 includes 'Pendings' & 'Solds.' All data is deemed correct from the Lawrence MLS and may change.

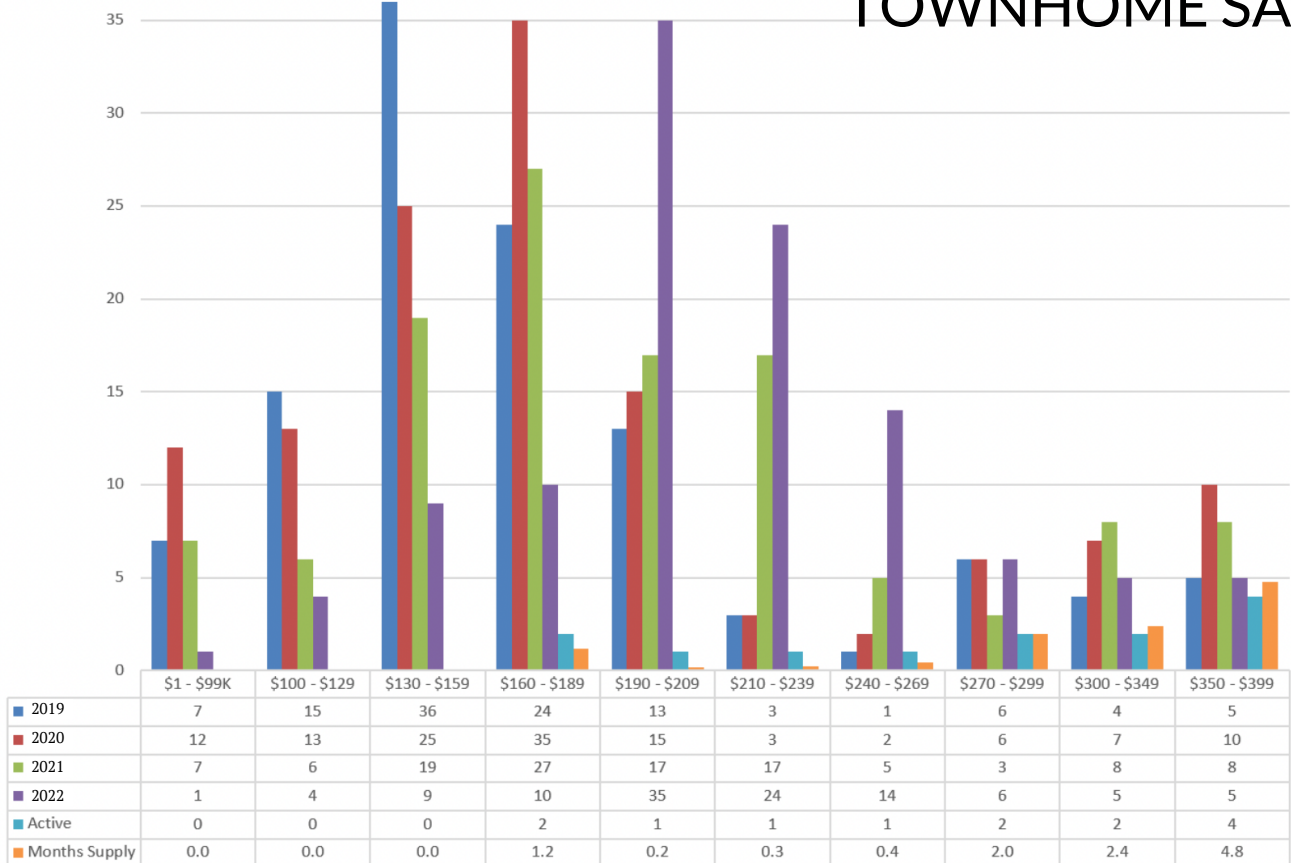
SINGLE FAMILY HOME SALES

by price range

Months Supply



TOWNHOME SALES



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.

