

# Housing Supply Overview

A RESEARCH TOOL PROVIDED BY THE **UPSTATE ALLIANCE OF REALTORS® MLS**



## September 2011

It's no secret that certain market segments tend to outperform others based on a number of factors. For the 12-month period spanning October 2010 through September 2011, Pending Sales in the Fort Wayne region were down 14.1 percent overall. The price range with the largest gain in sales was the \$300,001 and above range, where they increased 5.7 percent.

The overall Median Sales Price was up 1.0 percent to \$97,000. The property type with the largest price gain was the Townhouse-Condo segment, where prices increased 2.5 percent to \$125,000. The overall Percent of Original List Price Received at Sale was down 0.6 percent to 93.8.

Market-wide, inventory levels were up 2.7 percent. The property type that gained the most inventory was the Single-Family segment, where it increased 3.3 percent. The price range in which supply grew the most relative to demand was the \$75,001 to \$100,000 range, where months supply increased 29.6 percent. to 9.8 months.

## Quick Facts

<b>+ 5.7%</b>	<b>- 13.9%</b>	<b>- 7.2%</b>
Price Range With the Strongest Sales:	Construction Status With Strongest Sales:	Property Type With Strongest Sales:
<b>\$300,001 and Above</b>	<b>Previously Owned</b>	<b>Condo</b>

Pending Sales	<b>2</b>
Median Sales Price	<b>3</b>
Percent of List Price Received	<b>4</b>
Price Per Square Foot	<b>5</b>
Inventory of Homes for Sale	<b>6</b>
Months Supply of Inventory	<b>7</b>

[Click on desired metric to jump to that page.](#)

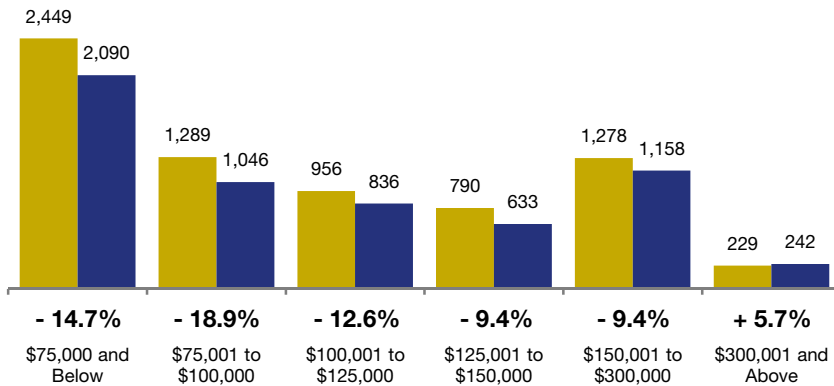
# Pending Sales

A count of properties on which offers have been accepted. Based on a rolling 12-month total.



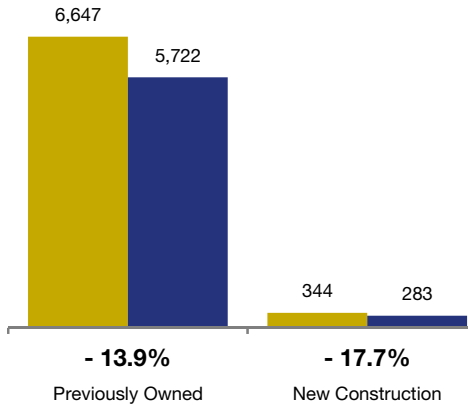
## By Price Range

■ 9-2010 ■ 9-2011



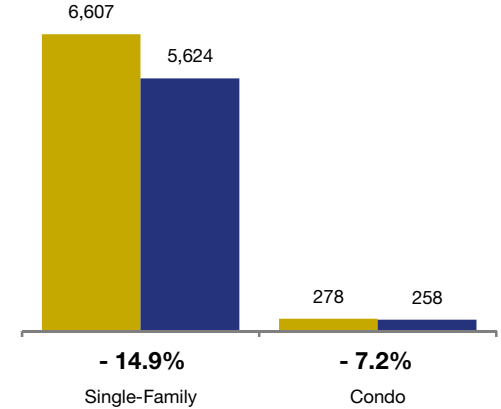
## By Construction Type

■ 9-2010 ■ 9-2011



## By Property Type

■ 9-2010 ■ 9-2011



### All Properties

#### By Price Range

	9-2010	9-2011	Change
\$75,000 and Below	2,449	2,090	- 14.7%
\$75,001 to \$100,000	1,289	1,046	- 18.9%
\$100,001 to \$125,000	956	836	- 12.6%
\$125,001 to \$150,000	790	633	- 19.9%
\$150,001 to \$300,000	1,278	1,158	- 9.4%
\$300,001 and Above	229	242	+ 5.7%
<b>All Price Ranges</b>	<b>6,991</b>	<b>6,005</b>	<b>- 14.1%</b>

### Single-Family

	9-2010	9-2011	Change
2,340	1,964	- 16.1%	
1,225	991	- 19.1%	
892	788	- 11.7%	
732	573	- 21.7%	
1,200	1,075	- 10.4%	
218	233	+ 6.9%	
<b>6,607</b>	<b>5,624</b>	<b>- 14.9%</b>	

### Condo

	9-2010	9-2011	Change
37	38	+ 2.7%	
46	39	- 15.2%	
58	41	- 29.3%	
52	54	+ 3.8%	
75	77	+ 2.7%	
10	9	- 10.0%	
<b>278</b>	<b>258</b>	<b>- 7.2%</b>	

#### By Construction Type

	9-2010	9-2011	Change
Previously Owned	6,647	5,722	- 13.9%
New Construction	344	283	- 17.7%
<b>All Construction Types</b>	<b>6,991</b>	<b>6,005</b>	<b>- 14.1%</b>

	9-2010	9-2011	Change
6,287	5,372	- 14.6%	
320	252	- 21.3%	
<b>6,607</b>	<b>5,624</b>	<b>- 14.9%</b>	

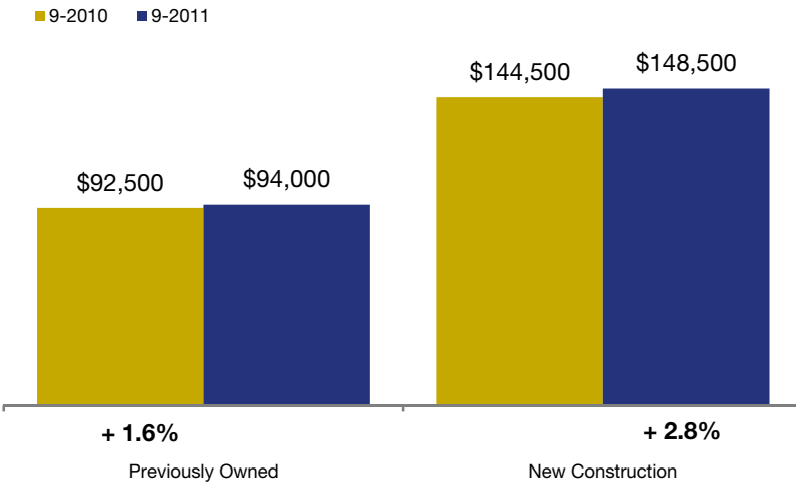
	9-2010	9-2011	Change
254	227	- 10.6%	
24	31	+ 29.2%	
<b>278</b>	<b>258</b>	<b>- 7.2%</b>	

# Median Sales Price

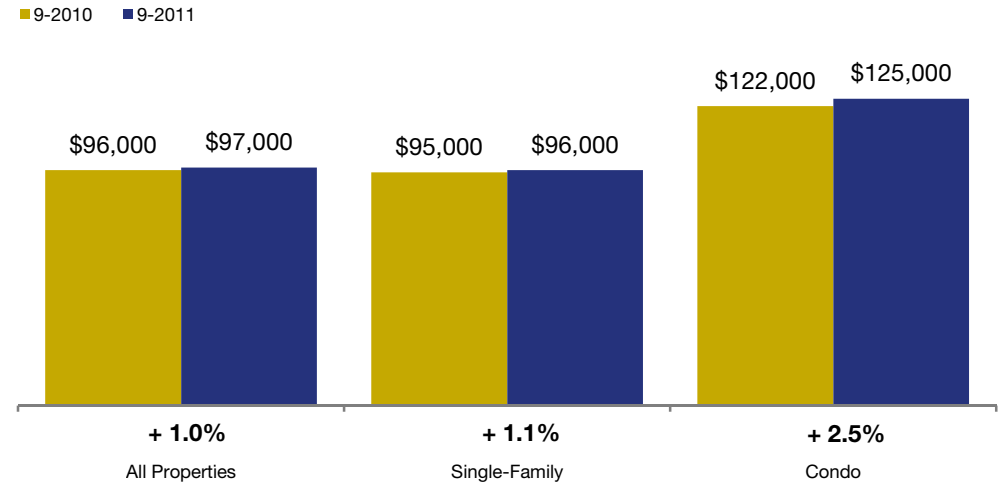
Median price point for all closed sales, not accounting for seller concessions. Based on a rolling 12-month median.



## By Construction Type



## By Property Type



	All Properties			Single-Family			Condo		
By Construction Type	9-2010	9-2011	Change	9-2010	9-2011	Change	9-2010	9-2011	Change
Previously Owned	\$92,500	\$94,000	+ 1.6%	\$92,000	\$93,500	+ 1.6%	\$120,000	\$122,750	+ 2.3%
New Construction	\$144,500	\$148,500	+ 2.8%	\$143,750	\$146,000	+ 1.6%	\$145,100	\$153,000	+ 5.4%
All Construction Types	\$96,000	\$97,000	+ 1.0%	\$95,000	\$96,000	+ 1.1%	\$122,000	\$125,000	+ 2.5%

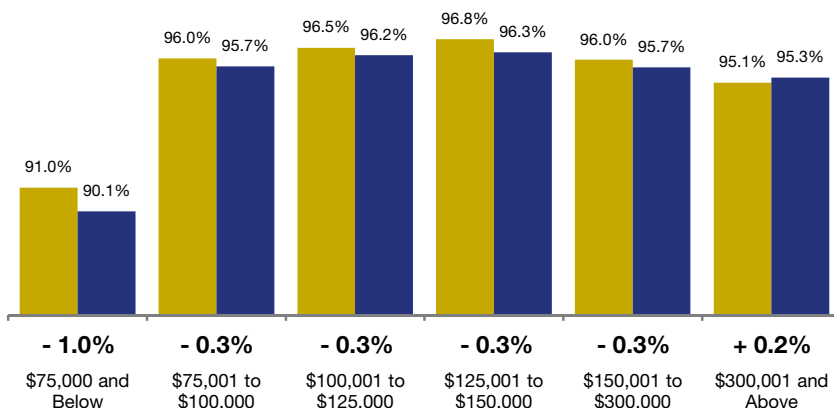
# Percent of List Price Received

Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold, not accounting for seller concessions. **Based on a rolling 12-month average.**



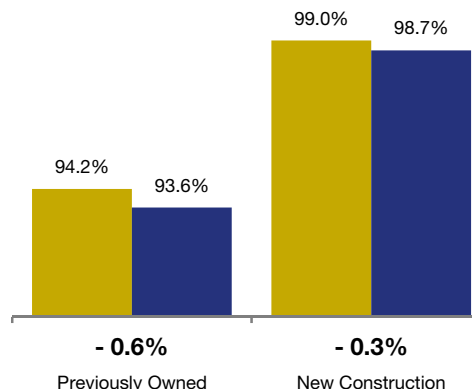
## By Price Range

■ 9-2010 ■ 9-2011



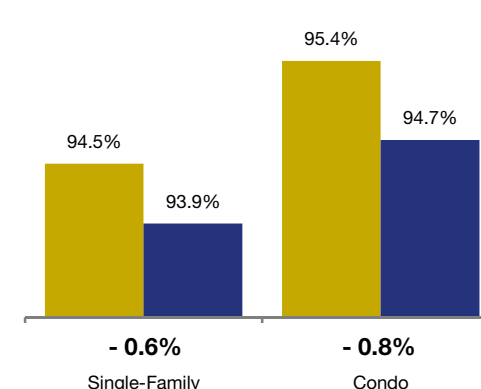
## By Construction Type

■ 9-2010 ■ 9-2011



## By Property Type

■ 9-2010 ■ 9-2011



## All Properties

### By Price Range

	9-2010	9-2011	Change
\$75,000 and Below	91.0%	90.1%	- 1.0%
\$75,001 to \$100,000	96.0%	95.7%	- 0.3%
\$100,001 to \$125,000	96.5%	96.2%	- 0.3%
\$125,001 to \$150,000	96.8%	96.3%	- 0.5%
\$150,001 to \$300,000	96.0%	95.7%	- 0.3%
\$300,001 and Above	95.1%	95.3%	+ 0.2%
<b>All Price Ranges</b>	<b>94.4%</b>	<b>93.8%</b>	<b>- 0.6%</b>

## Single-Family

	9-2010	9-2011	Change
\$75,000 and Below	91.1%	90.2%	- 0.9%
\$75,001 to \$100,000	96.1%	95.8%	- 0.3%
\$100,001 to \$125,000	96.5%	96.3%	- 0.2%
\$125,001 to \$150,000	96.9%	96.3%	- 0.6%
\$150,001 to \$300,000	96.0%	95.7%	- 0.4%
\$300,001 and Above	95.2%	95.3%	+ 0.2%
<b>All Price Ranges</b>	<b>94.5%</b>	<b>93.9%</b>	<b>- 0.6%</b>

## Condo

	9-2010	9-2011	Change
\$75,000 and Below	94.2%	90.6%	- 3.8%
\$75,001 to \$100,000	94.8%	96.7%	+ 2.0%
\$100,001 to \$125,000	96.6%	95.2%	- 1.4%
\$125,001 to \$150,000	95.7%	96.2%	+ 0.6%
\$150,001 to \$300,000	95.6%	95.7%	+ 0.1%
\$300,001 and Above	94.0%	92.7%	- 1.5%
<b>All Price Ranges</b>	<b>95.4%</b>	<b>94.7%</b>	<b>- 0.8%</b>

### By Construction Type

	9-2010	9-2011	Change
Previously Owned	94.2%	93.6%	- 0.6%
New Construction	99.0%	98.7%	- 0.3%
<b>All Construction Types</b>	<b>94.4%</b>	<b>93.8%</b>	<b>- 0.6%</b>

	9-2010	9-2011	Change
Previously Owned	94.2%	93.7%	- 0.6%
New Construction	99.0%	98.7%	- 0.3%
<b>All Construction Types</b>	<b>94.5%</b>	<b>93.9%</b>	<b>- 0.6%</b>

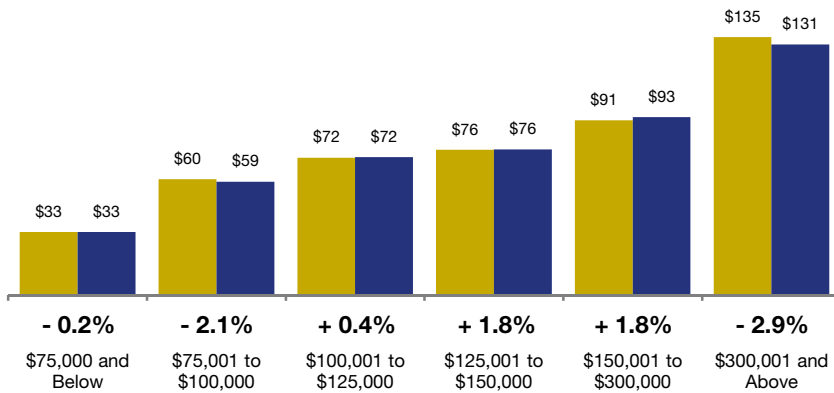
# Price Per Square Foot

The price per square foot of residential properties. Sold properties only. Based on a rolling 12-month average.



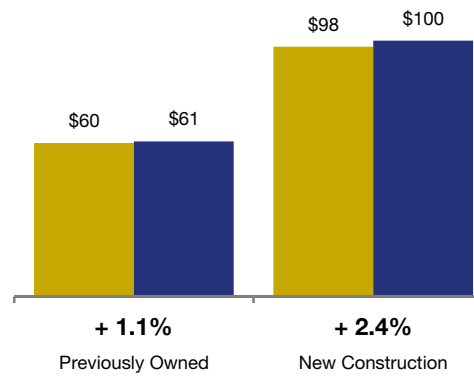
## By Price Range

■ 9-2010 ■ 9-2011



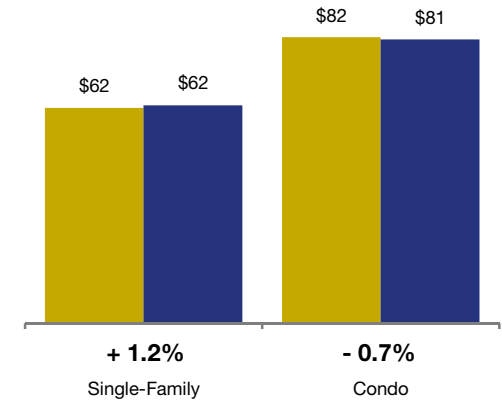
## By Construction Type

■ 9-2010 ■ 9-2011



## By Property Type

■ 9-2010 ■ 9-2011



### All Properties

By Price Range	9-2010	9-2011	Change
\$75,000 and Below	\$33	\$33	- 0.2%
\$75,001 to \$100,000	\$60	\$59	- 2.1%
\$100,001 to \$125,000	\$72	\$72	+ 0.4%
\$125,001 to \$150,000	\$76	\$76	+ 0.2%
\$150,001 to \$300,000	\$91	\$93	+ 1.8%
\$300,001 and Above	\$135	\$131	- 2.9%
<b>All Price Ranges</b>	<b>\$62</b>	<b>\$63</b>	<b>+ 0.9%</b>

### Single-Family

9-2010	9-2011	Change
\$33	\$32	- 0.3%
\$60	\$59	- 1.9%
\$71	\$72	+ 0.9%
\$75	\$75	- 0.2%
\$91	\$92	+ 1.9%
\$135	\$130	- 3.9%
<b>\$62</b>	<b>\$62</b>	<b>+ 1.2%</b>

### Condo

9-2010	9-2011	Change
\$53	\$51	- 4.2%
\$67	\$69	+ 2.9%
\$82	\$77	- 5.7%
\$83	\$84	+ 1.4%
\$99	\$99	- 0.2%
\$126	\$149	+ 18.3%
<b>\$82</b>	<b>\$81</b>	<b>- 0.7%</b>

By Construction Type	9-2010	9-2011	Change
Previously Owned	\$60	\$61	+ 1.1%
New Construction	\$98	\$100	+ 2.4%
<b>All Construction Types</b>	<b>\$62</b>	<b>\$63</b>	<b>+ 0.9%</b>

9-2010	9-2011	Change
\$60	\$61	+ 1.6%
\$98	\$100	+ 2.1%
<b>\$62</b>	<b>\$62</b>	<b>+ 1.2%</b>

9-2010	9-2011	Change
\$80	\$78	- 2.4%
\$102	\$105	+ 3.5%
<b>\$82</b>	<b>\$81</b>	<b>- 0.7%</b>

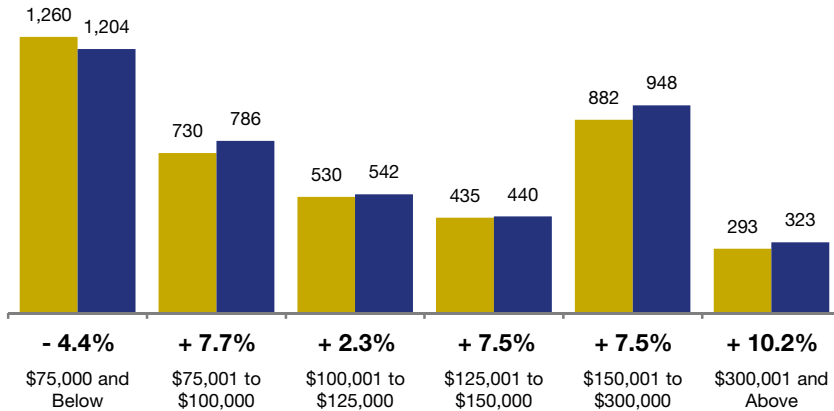
# Inventory of Homes for Sale

The number of properties available for sale in active status at the end of the most recent month. **Based on one month of activity.**



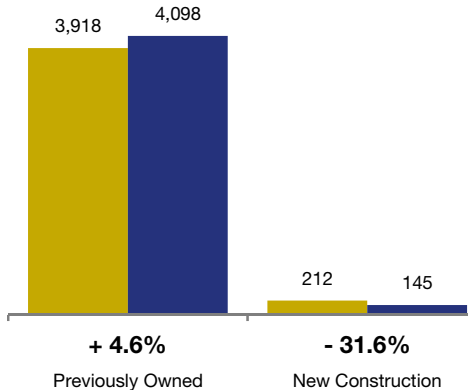
## By Price Range

■ 9-2010 ■ 9-2011



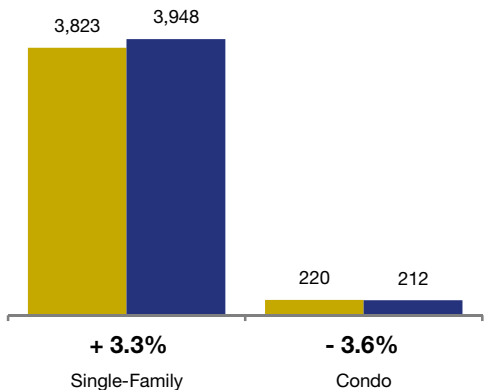
## By Construction Type

■ 9-2010 ■ 9-2011



## By Property Type

■ 9-2010 ■ 9-2011



### All Properties

By Price Range	9-2010	9-2011	Change
\$75,000 and Below	1,260	1,204	- 4.4%
\$75,001 to \$100,000	730	786	+ 7.7%
\$100,001 to \$125,000	530	542	+ 2.3%
\$125,001 to \$150,000	435	440	+ 1.1%
\$150,001 to \$300,000	882	948	+ 7.5%
\$300,001 and Above	293	323	+ 10.2%
<b>All Price Ranges</b>	<b>4,130</b>	<b>4,243</b>	<b>+ 2.7%</b>

### Single-Family

9-2010	9-2011	Change	9-2010	9-2011	Change
1,190	1,117	- 6.1%	34	49	+ 44.1%
670	719	+ 7.3%	40	50	+ 25.0%
481	500	+ 4.0%	38	31	- 18.4%
392	409	+ 4.3%	36	21	- 41.7%
808	889	+ 10.0%	64	53	- 17.2%
282	314	+ 11.3%	8	8	0.0%
<b>3,823</b>	<b>3,948</b>	<b>+ 3.3%</b>	<b>220</b>	<b>212</b>	<b>- 3.6%</b>

### Condo

By Construction Type	9-2010	9-2011	Change
Previously Owned	3,918	4,098	+ 4.6%
New Construction	212	145	- 31.6%
<b>All Construction Types</b>	<b>4,130</b>	<b>4,243</b>	<b>+ 2.7%</b>

9-2010	9-2011	Change	9-2010	9-2011	Change
3,644	3,817	+ 4.7%	187	198	+ 5.9%
179	131	- 26.8%	33	14	- 57.6%
<b>3,823</b>	<b>3,948</b>	<b>+ 3.3%</b>	<b>220</b>	<b>212</b>	<b>- 3.6%</b>

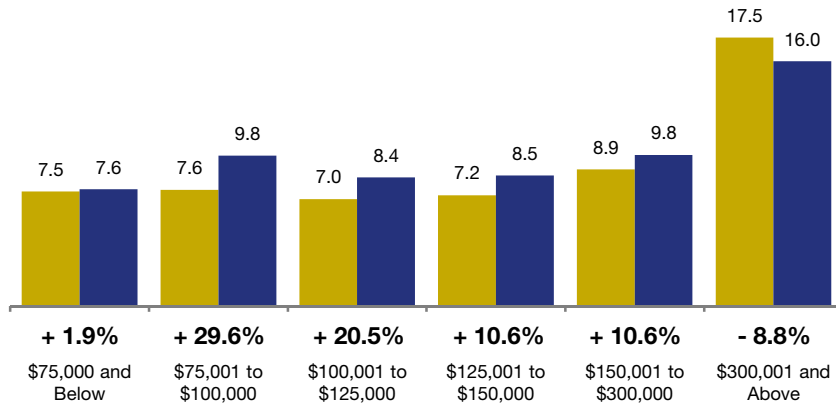
# Months Supply of Inventory

The inventory of homes for sale at the end of the most recent month, **based on one month of activity**, divided by the average monthly pending sales from the last 12 months.



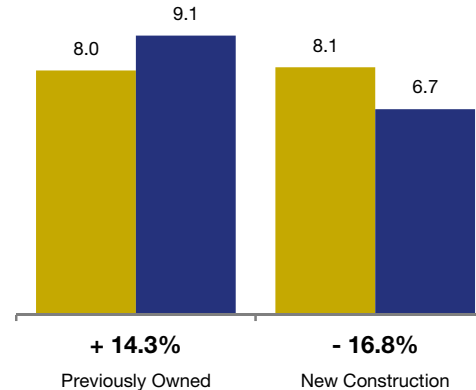
## By Price Range

■ 9-2010 ■ 9-2011



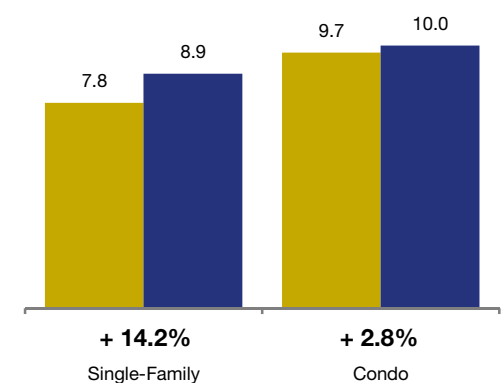
## By Construction Type

■ 9-2010 ■ 9-2011



## By Property Type

■ 9-2010 ■ 9-2011



### All Properties

By Price Range	9-2010	9-2011	Change
\$75,000 and Below	7.5	7.6	+ 1.9%
\$75,001 to \$100,000	7.6	9.8	+ 29.6%
\$100,001 to \$125,000	7.0	8.4	+ 20.5%
\$125,001 to \$150,000	7.2	8.5	+ 17.8%
\$150,001 to \$300,000	8.9	9.8	+ 10.6%
\$300,001 and Above	17.5	16.0	- 8.8%
<b>All Price Ranges</b>	<b>8.0</b>	<b>9.0</b>	<b>+ 12.8%</b>

### Single-Family

9-2010	9-2011	Change	9-2010	9-2011	Change
7.3	7.5	+ 1.8%	13.2	16.8	+ 27.6%
7.4	9.5	+ 27.6%	8.3	16.2	+ 94.9%
6.8	8.3	+ 21.9%	8.0	7.9	- 1.1%
6.9	8.8	+ 26.7%	10.5	4.2	- 60.1%
8.7	9.9	+ 13.6%	9.7	8.6	- 11.6%
17.8	16.1	- 9.6%	4.8	5.3	+ 11.1%
<b>7.8</b>	<b>8.9</b>	<b>+ 14.2%</b>	<b>9.7</b>	<b>10.0</b>	<b>+ 2.8%</b>

### Condo

By Construction Type	9-2010	9-2011	Change
Previously Owned	8.0	9.1	+ 14.3%
New Construction	8.1	6.7	- 16.8%
<b>All Construction Types</b>	<b>8.0</b>	<b>9.0</b>	<b>+ 12.8%</b>

9-2010	9-2011	Change	9-2010	9-2011	Change
7.9	9.0	+ 15.0%	9.0	10.5	+ 17.1%
7.3	6.8	- 6.9%	17.3	5.5	- 68.2%
<b>7.8</b>	<b>8.9</b>	<b>+ 14.2%</b>	<b>9.7</b>	<b>10.0</b>	<b>+ 2.8%</b>