

# Housing Supply Overview

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



## October 2011

What's driving home purchases nowadays? Record low mortgage rates, affordable prices and favorable negotiating leverage collectively go a long way. For the 12-month period spanning November 2010 through October 2011, Pending Sales in the Fort Wayne region were down 8.6 percent overall. The price range with the largest gain in sales was the \$300,001 and above range, where they increased 15.7 percent.

The overall Median Sales Price was down 0.3 percent to \$96,000. The property type with the largest price gain was the Townhouse-Condo segment, where prices increased 2.5 percent to \$125,250. The overall Percent of Original List Price Received at Sale was down 0.4 percent to 94.0.

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 3.2 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 23.5 percent. to 9.1 months.

## Quick Facts

**+ 15.7%**

**- 7.8%**

**- 4.4%**

Price Range With the  
Strongest Sales:  
**\$300,001 and Above**

Construction Status With  
Strongest Sales:  
**Previously Owned**

Property Type With  
Strongest Sales:  
**Condo**

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.](#)

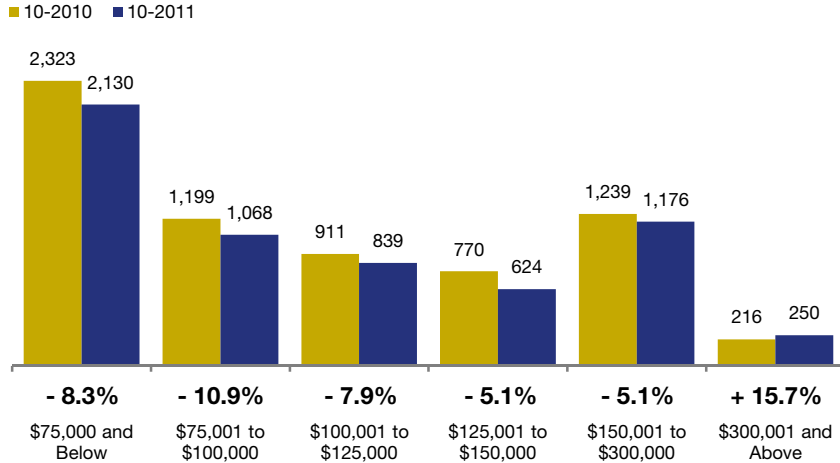


# Pending Sales

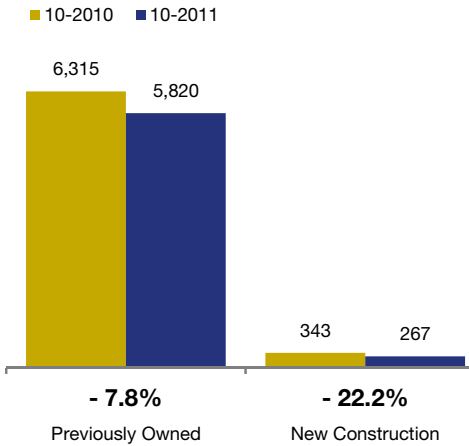
A count of properties on which offers have been accepted. Based on a rolling 12-month total.



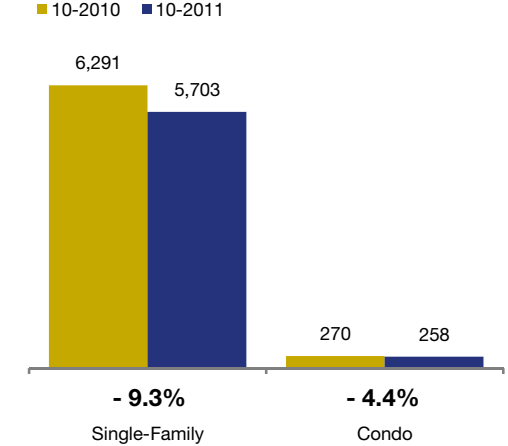
## By Price Range



## By Construction Type



## By Property Type



### All Properties

#### By Price Range

	10-2010	10-2011	Change
\$75,000 and Below	2,323	2,130	- 8.3%
\$75,001 to \$100,000	1,199	1,068	- 10.9%
\$100,001 to \$125,000	911	839	- 7.9%
\$125,001 to \$150,000	770	624	- 19.0%
\$150,001 to \$300,000	1,239	1,176	- 5.1%
\$300,001 and Above	216	250	+ 15.7%
<b>All Price Ranges</b>	<b>6,658</b>	<b>6,087</b>	<b>- 8.6%</b>

### Single-Family

	10-2010	10-2011	Change
Previously Owned	2,219	1,997	- 10.0%
New Construction	1,142	1,011	- 11.5%
	852	793	- 6.9%
	706	570	- 19.3%
	1,166	1,091	- 6.4%
	206	241	+ 17.0%
<b>All Single-Family</b>	<b>6,291</b>	<b>5,703</b>	<b>- 9.3%</b>

### Condo

	10-2010	10-2011	Change
	40	41	+ 2.5%
	41	41	0.0%
	54	38	- 29.6%
	57	49	- 14.0%
	69	80	+ 15.9%
	9	9	0.0%
<b>All Condo</b>	<b>270</b>	<b>258</b>	<b>- 4.4%</b>

#### By Construction Type

	10-2010	10-2011	Change
Previously Owned	6,315	5,820	- 7.8%
New Construction	343	267	- 22.2%
<b>All Construction Types</b>	<b>6,658</b>	<b>6,087</b>	<b>- 8.6%</b>

	10-2010	10-2011	Change
Previously Owned	5,974	5,466	- 8.5%
New Construction	317	237	- 25.2%
<b>All Single-Family</b>	<b>6,291</b>	<b>5,703</b>	<b>- 9.3%</b>

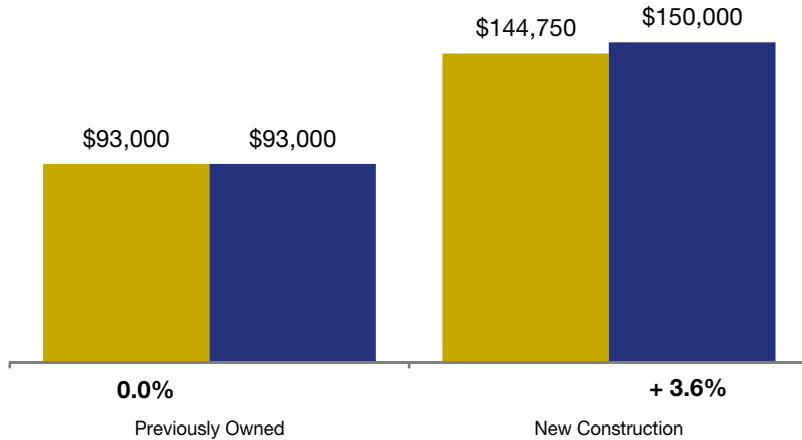
# Median Sales Price

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



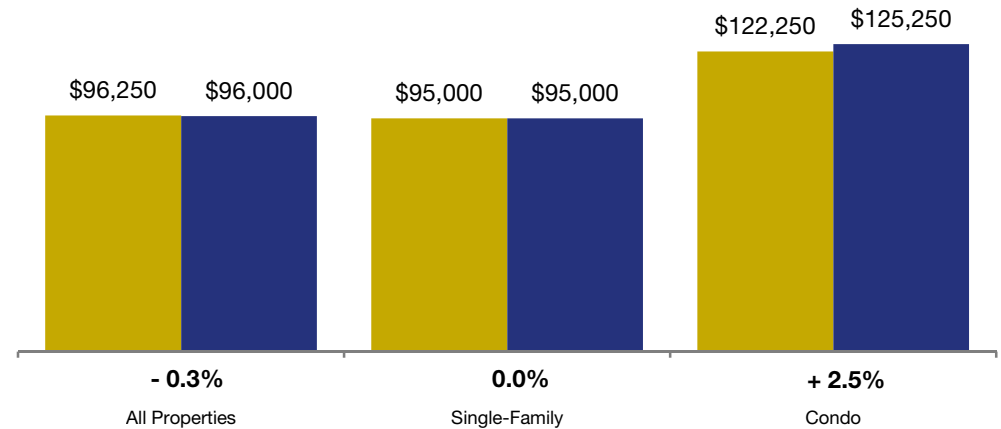
## By Construction Type

■ 10-2010 ■ 10-2011



## By Property Type

■ 10-2010 ■ 10-2011



By Construction Type	All Properties			Single-Family			Condo		
	10-2010	10-2011	Change	10-2010	10-2011	Change	10-2010	10-2011	Change
Previously Owned	\$93,000	\$93,000	0.0%	\$92,400	\$92,900	+ 0.5%	\$120,250	\$123,950	+ 3.1%
New Construction	\$144,750	\$150,000	+ 3.6%	\$144,750	\$148,900	+ 2.9%	\$141,300	\$153,109	+ 8.4%
<b>All Construction Types</b>	<b>\$96,250</b>	<b>\$96,000</b>	<b>- 0.3%</b>	<b>\$95,000</b>	<b>\$95,000</b>	<b>0.0%</b>	<b>\$122,250</b>	<b>\$125,250</b>	<b>+ 2.5%</b>

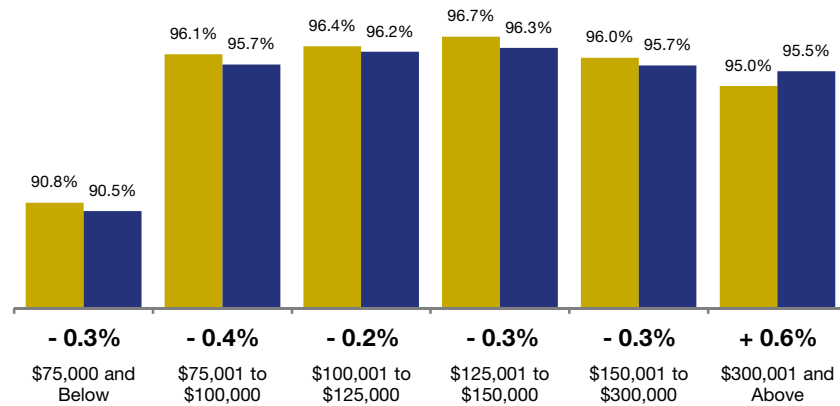
# Percent of List Price Received



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.**

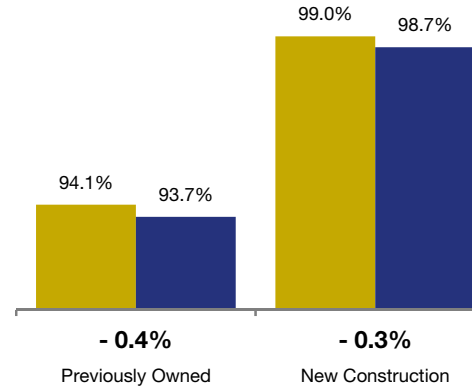
## By Price Range

■ 10-2010 ■ 10-2011



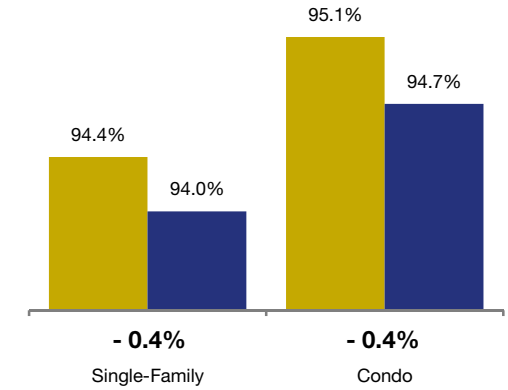
## By Construction Type

■ 10-2010 ■ 10-2011



## By Property Type

■ 10-2010 ■ 10-2011



### All Properties

#### By Price Range

	10-2010	10-2011	Change
\$75,000 and Below	90.8%	90.5%	-0.3%
\$75,001 to \$100,000	96.1%	95.7%	-0.4%
\$100,001 to \$125,000	96.4%	96.2%	-0.2%
\$125,001 to \$150,000	96.7%	96.3%	-0.4%
\$150,001 to \$300,000	96.0%	95.7%	-0.3%
\$300,001 and Above	95.0%	95.5%	+0.6%
<b>All Price Ranges</b>	<b>94.3%</b>	<b>94.0%</b>	<b>-0.4%</b>

### Single-Family

	10-2010	10-2011	Change
\$75,000 and Below	90.8%	90.6%	-0.3%
\$75,001 to \$100,000	96.2%	95.8%	-0.3%
\$100,001 to \$125,000	96.4%	96.3%	-0.1%
\$125,001 to \$150,000	96.8%	96.3%	-0.6%
\$150,001 to \$300,000	96.0%	95.7%	-0.4%
\$300,001 and Above	95.1%	95.5%	+0.4%
<b>All Price Ranges</b>	<b>94.4%</b>	<b>94.0%</b>	<b>-0.4%</b>

### Condo

	10-2010	10-2011	Change
\$75,000 and Below	93.1%	91.3%	-1.9%
\$75,001 to \$100,000	94.7%	95.7%	+1.0%
\$100,001 to \$125,000	96.4%	94.9%	-1.6%
\$125,001 to \$150,000	95.0%	96.9%	+1.9%
\$150,001 to \$300,000	95.6%	95.4%	-0.2%
\$300,001 and Above	92.7%	94.3%	+1.8%
<b>All Price Ranges</b>	<b>95.1%</b>	<b>94.7%</b>	<b>-0.4%</b>

#### By Construction Type

	10-2010	10-2011	Change
Previously Owned	94.1%	93.7%	-0.4%
New Construction	99.0%	98.7%	-0.3%
<b>All Construction Types</b>	<b>94.3%</b>	<b>94.0%</b>	<b>-0.4%</b>

	10-2010	10-2011	Change
Previously Owned	94.1%	93.8%	-0.3%
New Construction	99.1%	98.7%	-0.3%
<b>All Construction Types</b>	<b>94.4%</b>	<b>94.0%</b>	<b>-0.4%</b>

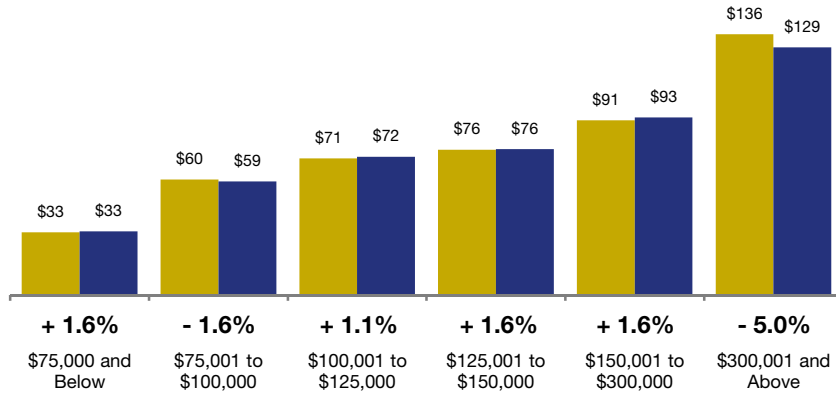
# Price Per Square Foot

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



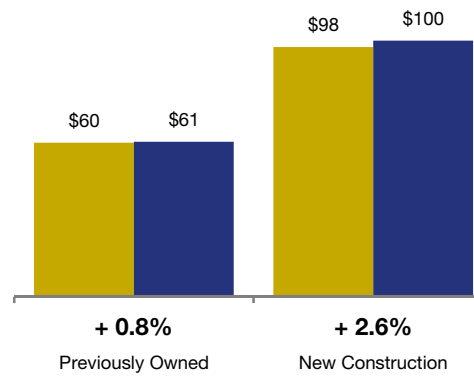
## By Price Range

■ 10-2010 ■ 10-2011



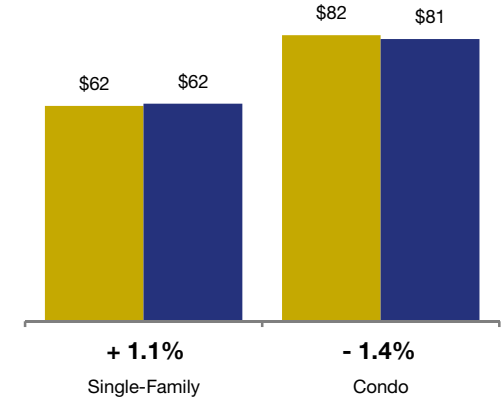
## By Construction Type

■ 10-2010 ■ 10-2011



## By Property Type

■ 10-2010 ■ 10-2011



### All Properties

#### By Price Range

	10-2010	10-2011	Change
\$75,000 and Below	\$33	\$33	+ 1.6%
\$75,001 to \$100,000	\$60	\$59	- 1.6%
\$100,001 to \$125,000	\$71	\$72	+ 1.1%
\$125,001 to \$150,000	\$76	\$76	+ 0.5%
\$150,001 to \$300,000	\$91	\$93	+ 1.6%
\$300,001 and Above	\$136	\$129	- 5.0%
<b>All Price Ranges</b>	<b>\$62</b>	<b>\$63</b>	<b>+ 0.6%</b>

### Single-Family

	10-2010	10-2011	Change
\$75,000 and Below	\$32	\$33	+ 1.7%
\$75,001 to \$100,000	\$60	\$59	- 1.2%
\$100,001 to \$125,000	\$71	\$72	+ 1.6%
\$125,001 to \$150,000	\$75	\$75	+ 0.3%
\$150,001 to \$300,000	\$90	\$92	+ 2.0%
\$300,001 and Above	\$136	\$128	- 5.9%
<b>All Price Ranges</b>	<b>\$62</b>	<b>\$62</b>	<b>+ 1.1%</b>

### Condo

	10-2010	10-2011	Change
\$75,000 and Below	\$52	\$52	- 1.3%
\$75,001 to \$100,000	\$68	\$68	- 0.6%
\$100,001 to \$125,000	\$80	\$78	- 3.3%
\$125,001 to \$150,000	\$83	\$84	+ 0.9%
\$150,001 to \$300,000	\$100	\$97	- 3.0%
\$300,001 and Above	\$131	\$151	+ 15.8%
<b>All Price Ranges</b>	<b>\$82</b>	<b>\$81</b>	<b>- 1.4%</b>

#### By Construction Type

	10-2010	10-2011	Change
Previously Owned	\$60	\$61	+ 0.8%
New Construction	\$98	\$100	+ 2.6%
<b>All Construction Types</b>	<b>\$62</b>	<b>\$63</b>	<b>+ 0.6%</b>

	10-2010	10-2011	Change
Previously Owned	\$60	\$61	+ 1.4%
New Construction	\$98	\$100	+ 2.3%
<b>All Construction Types</b>	<b>\$62</b>	<b>\$62</b>	<b>+ 1.1%</b>

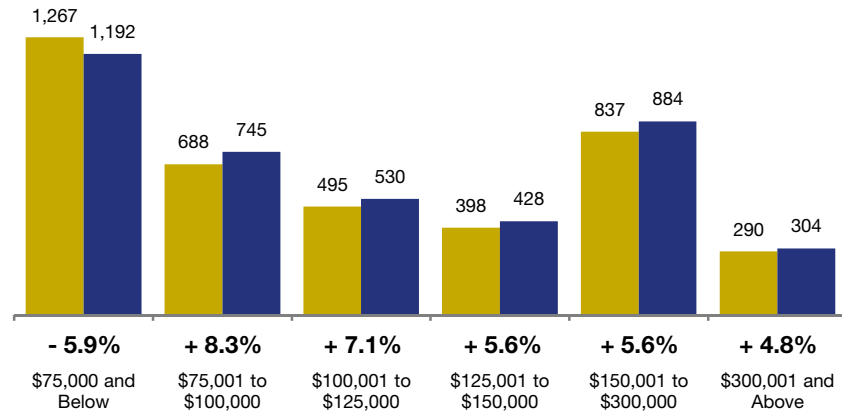
# Inventory of Homes for Sale

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



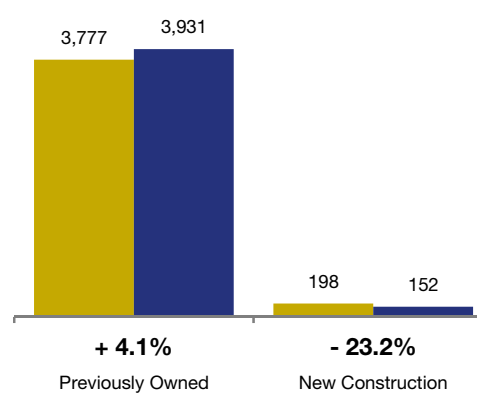
## By Price Range

■ 10-2010 ■ 10-2011



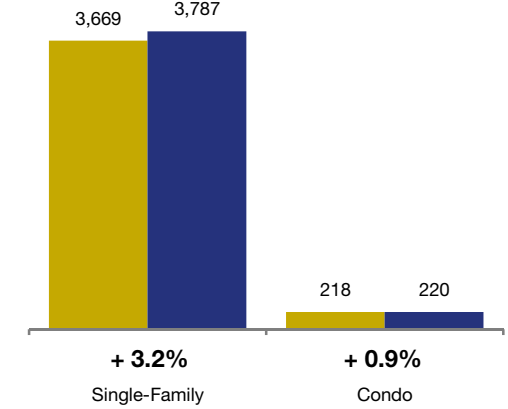
## By Construction Type

■ 10-2010 ■ 10-2011



## By Property Type

■ 10-2010 ■ 10-2011



### All Properties

By Price Range	10-2010	10-2011	Change
\$75,000 and Below	1,267	1,192	- 5.9%
\$75,001 to \$100,000	688	745	+ 8.3%
\$100,001 to \$125,000	495	530	+ 7.1%
\$125,001 to \$150,000	398	428	+ 7.5%
\$150,001 to \$300,000	837	884	+ 5.6%
\$300,001 and Above	290	304	+ 4.8%
<b>All Price Ranges</b>	<b>3,975</b>	<b>4,083</b>	<b>+ 2.7%</b>

### Single-Family

10-2010	10-2011	Change	10-2010	10-2011	Change
1,198	1,112	- 7.2%	32	45	+ 40.6%
622	678	+ 9.0%	44	49	+ 11.4%
451	487	+ 8.0%	32	34	+ 6.3%
356	390	+ 9.6%	37	29	- 21.6%
766	826	+ 7.8%	62	54	- 12.9%
276	294	+ 6.5%	11	9	- 18.2%
<b>3,669</b>	<b>3,787</b>	<b>+ 3.2%</b>	<b>218</b>	<b>220</b>	<b>+ 0.9%</b>

### Condo

By Construction Type	10-2010	10-2011	Change
Previously Owned	3,777	3,931	+ 4.1%
New Construction	198	152	- 23.2%
<b>All Construction Types</b>	<b>3,975</b>	<b>4,083</b>	<b>+ 2.7%</b>

10-2010	10-2011	Change	10-2010	10-2011	Change
3,503	3,652	+ 4.3%	186	203	+ 9.1%
166	135	- 18.7%	32	17	- 46.9%
<b>3,669</b>	<b>3,787</b>	<b>+ 3.2%</b>	<b>218</b>	<b>220</b>	<b>+ 0.9%</b>

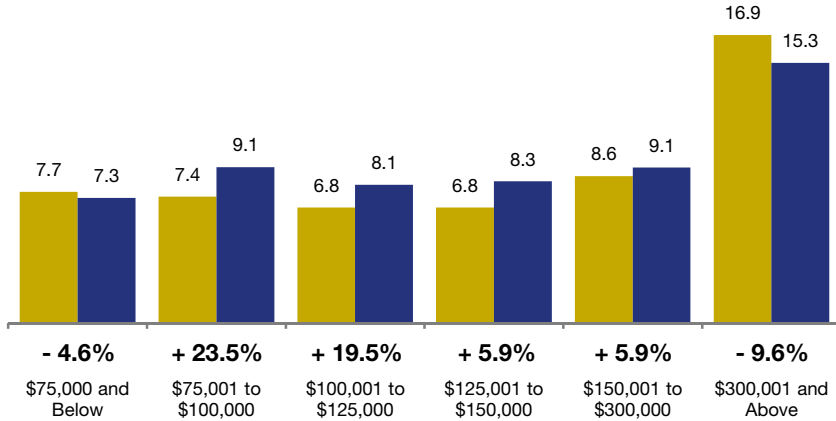
# Months Supply of Inventory



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.

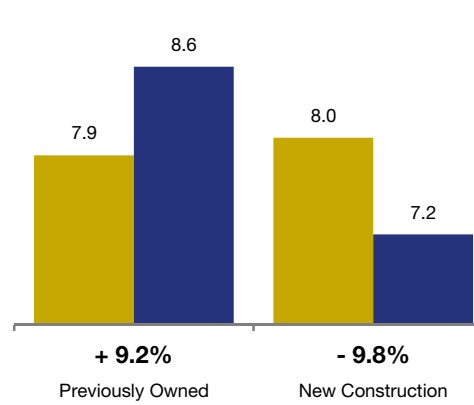
## By Price Range

■ 10-2010 ■ 10-2011



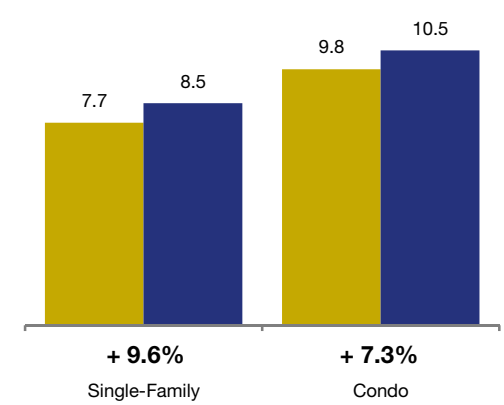
## By Construction Type

■ 10-2010 ■ 10-2011



## By Property Type

■ 10-2010 ■ 10-2011



### All Properties

#### By Price Range

	10-2010	10-2011	Change
\$75,000 and Below	7.7	7.3	- 4.6%
\$75,001 to \$100,000	7.4	9.1	+ 23.5%
\$100,001 to \$125,000	6.8	8.1	+ 19.5%
\$125,001 to \$150,000	6.8	8.3	+ 22.7%
\$150,001 to \$300,000	8.6	9.1	+ 5.9%
\$300,001 and Above	16.9	15.3	- 9.6%
<b>All Price Ranges</b>	<b>7.9</b>	<b>8.5</b>	<b>+ 8.3%</b>

### Single-Family

	10-2010	10-2011	Change	10-2010	10-2011	Change
\$75,000 and Below	7.6	7.3	- 4.2%	12.4	15.4	+ 24.6%
\$75,001 to \$100,000	7.1	8.8	+ 23.6%	9.0	16.3	+ 81.9%
\$100,001 to \$125,000	6.7	7.9	+ 18.7%	6.4	9.7	+ 51.8%
\$125,001 to \$150,000	6.5	8.4	+ 30.0%	10.8	6.0	- 44.4%
\$150,001 to \$300,000	8.4	9.2	+ 8.6%	9.7	8.3	- 14.0%
\$300,001 and Above	17.0	15.3	- 10.1%	6.6	6.8	+ 2.3%
<b>All Price Ranges</b>	<b>7.7</b>	<b>8.5</b>	<b>+ 9.6%</b>	<b>9.8</b>	<b>10.5</b>	<b>+ 7.3%</b>

### Condo

#### By Construction Type

	10-2010	10-2011	Change
Previously Owned	7.9	8.6	+ 9.2%
New Construction	8.0	7.2	- 9.8%
<b>All Construction Types</b>	<b>7.9</b>	<b>8.5</b>	<b>+ 8.3%</b>

	10-2010	10-2011	Change	10-2010	10-2011	Change
Previously Owned	7.7	8.5	+ 9.9%	9.0	10.8	+ 19.8%
New Construction	7.2	7.2	- 0.7%	17.6	6.5	- 62.8%
<b>All Construction Types</b>	<b>7.7</b>	<b>8.5</b>	<b>+ 9.6%</b>	<b>9.8</b>	<b>10.5</b>	<b>+ 7.3%</b>