

# Housing Supply Overview

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



## November 2011

With 2012 just around the corner, many local markets have enjoyed strong sales volumes combined with falling inventory levels so far this year. For the 12-month period spanning December 2010 through November 2011, Pending Sales in the Fort Wayne region were down 6.4 percent overall. The price range with the largest gain in sales was the \$300,001 and above range, where they increased 6.2 percent.

The overall Median Sales Price was down 2.1 percent to \$95,000. The property type with the largest price gain was the Townhouse-Condo segment, where prices increased 6.0 percent to \$129,000. The overall Percent of Original List Price Received at Sale was down 0.4 percent to 94.0.

Market-wide, inventory levels were up 2.5 percent. The property type that gained the most inventory was the Condo segment, where it increased 8.3 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 21.7 percent to 8.5 months.

## Quick Facts

**+ 6.2%**

**- 5.1%**

**- 5.6%**

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.](#)



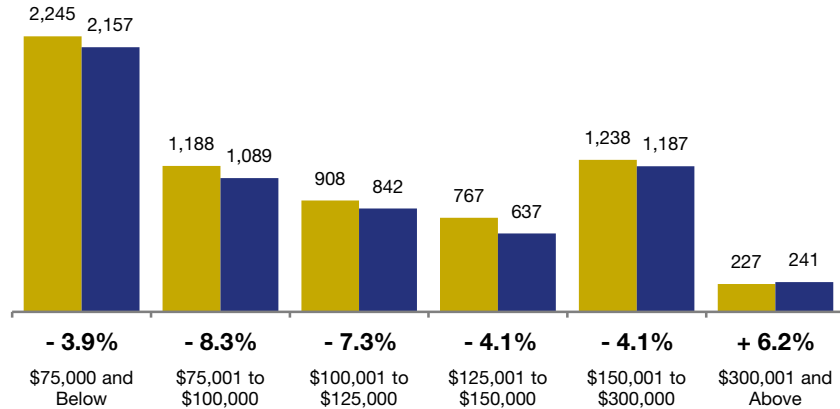
# Pending Sales

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



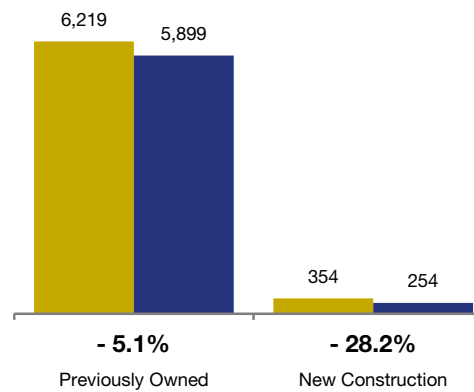
## By Price Range

■ 11-2010 ■ 11-2011



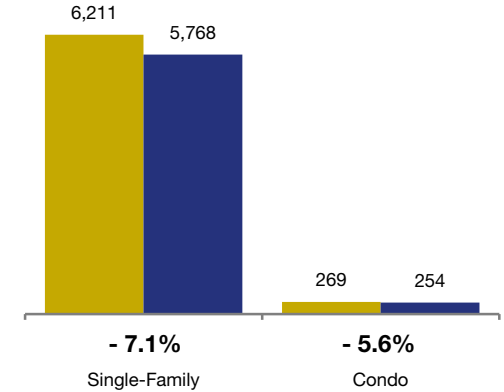
## By Construction Type

■ 11-2010 ■ 11-2011



## By Property Type

■ 11-2010 ■ 11-2011



### All Properties

#### By Price Range

	11-2010	11-2011	Change
\$75,000 and Below	2,245	2,157	- 3.9%
\$75,001 to \$100,000	1,188	1,089	- 8.3%
\$100,001 to \$125,000	908	842	- 7.3%
\$125,001 to \$150,000	767	637	- 16.9%
\$150,001 to \$300,000	1,238	1,187	- 4.1%
\$300,001 and Above	227	241	+ 6.2%
<b>All Price Ranges</b>	<b>6,573</b>	<b>6,153</b>	<b>- 6.4%</b>

### Single-Family

	11-2010	11-2011	Change
\$75,000 and Below	2,142	2,023	- 5.6%
\$75,001 to \$100,000	1,135	1,028	- 9.4%
\$100,001 to \$125,000	849	792	- 6.7%
\$125,001 to \$150,000	701	586	- 16.4%
\$150,001 to \$300,000	1,167	1,107	- 5.1%
\$300,001 and Above	217	232	+ 6.9%
<b>All Price Ranges</b>	<b>6,211</b>	<b>5,768</b>	<b>- 7.1%</b>

### Condo

	11-2010	11-2011	Change
\$75,000 and Below	43	37	- 14.0%
\$75,001 to \$100,000	38	45	+ 18.4%
\$100,001 to \$125,000	53	43	- 18.9%
\$125,001 to \$150,000	59	45	- 23.7%
\$150,001 to \$300,000	67	75	+ 11.9%
\$300,001 and Above	9	9	0.0%
<b>All Price Ranges</b>	<b>269</b>	<b>254</b>	<b>- 5.6%</b>

#### By Construction Type

	11-2010	11-2011	Change
Previously Owned	6,219	5,899	- 5.1%
New Construction	354	254	- 28.2%
<b>All Construction Types</b>	<b>6,573</b>	<b>6,153</b>	<b>- 6.4%</b>

	11-2010	11-2011	Change
Previously Owned	5,884	5,543	- 5.8%
New Construction	327	225	- 31.2%
<b>All Construction Types</b>	<b>6,211</b>	<b>5,768</b>	<b>- 7.1%</b>

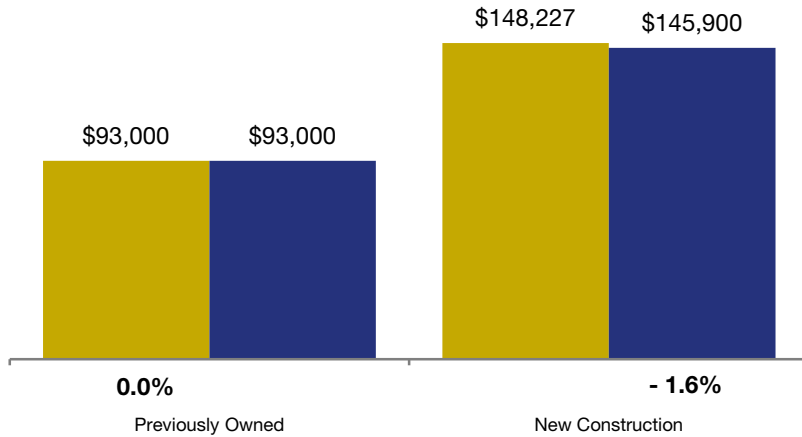
# Median Sales Price

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



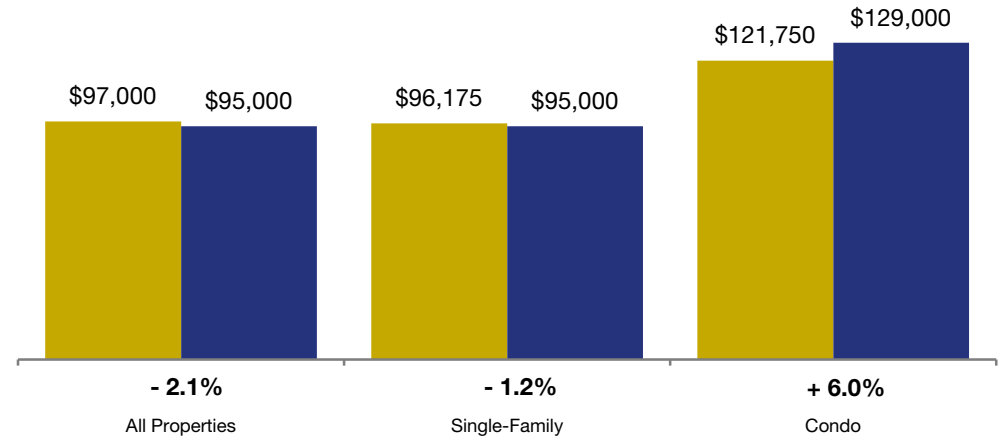
## By Construction Type

■ 11-2010 ■ 11-2011



## By Property Type

■ 11-2010 ■ 11-2011



By Construction Type	All Properties			Single-Family			Condo		
	11-2010	11-2011	Change	11-2010	11-2011	Change	11-2010	11-2011	Change
Previously Owned	\$93,000	\$93,000	0.0%	\$92,700	\$92,501	- 0.2%	\$120,000	\$124,900	+ 4.1%
New Construction	\$148,227	\$145,900	- 1.6%	\$149,000	\$144,400	- 3.1%	\$137,500	\$157,609	+ 14.6%
<b>All Construction Types</b>	<b>\$97,000</b>	<b>\$95,000</b>	<b>- 2.1%</b>	<b>\$96,175</b>	<b>\$95,000</b>	<b>- 1.2%</b>	<b>\$121,750</b>	<b>\$129,000</b>	<b>+ 6.0%</b>

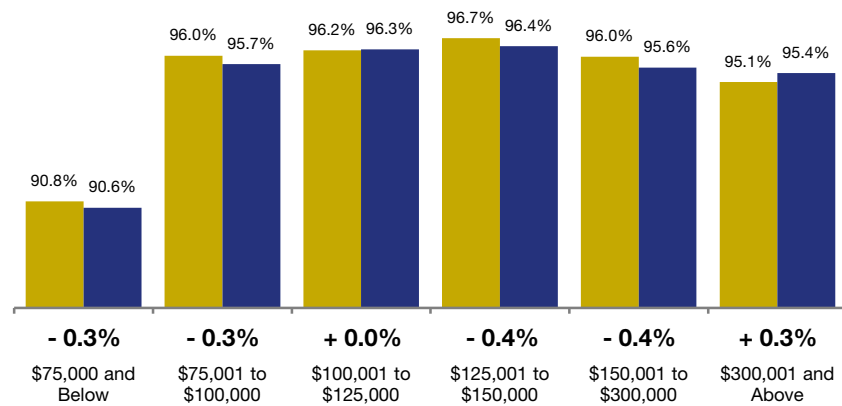
# Percent of List Price Received



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.**

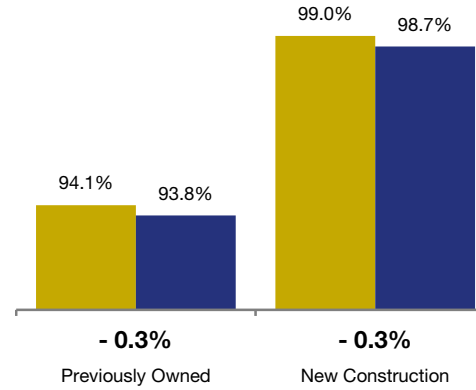
## By Price Range

■ 11-2010 ■ 11-2011



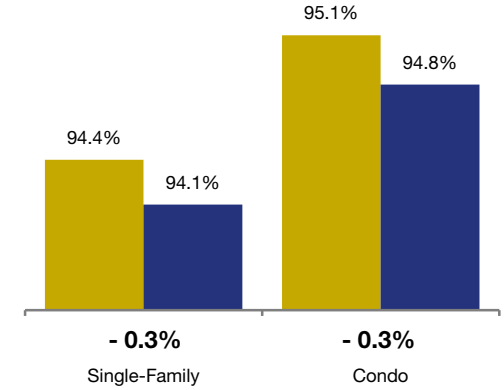
## By Construction Type

■ 11-2010 ■ 11-2011



## By Property Type

■ 11-2010 ■ 11-2011



### All Properties

By Price Range	11-2010	11-2011	Change
\$75,000 and Below	90.8%	90.6%	- 0.3%
\$75,001 to \$100,000	96.0%	95.7%	- 0.3%
\$100,001 to \$125,000	96.2%	96.3%	+ 0.0%
\$125,001 to \$150,000	96.7%	96.4%	- 0.3%
\$150,001 to \$300,000	96.0%	95.6%	- 0.4%
\$300,001 and Above	95.1%	95.4%	+ 0.3%
<b>All Price Ranges</b>	<b>94.3%</b>	<b>94.0%</b>	<b>- 0.4%</b>

### Single-Family

By Price Range	11-2010	11-2011	Change
\$75,000 and Below	90.9%	90.7%	- 0.1%
\$75,001 to \$100,000	96.1%	95.9%	- 0.3%
\$100,001 to \$125,000	96.3%	96.4%	+ 0.1%
\$125,001 to \$150,000	96.7%	96.4%	- 0.4%
\$150,001 to \$300,000	96.0%	95.7%	- 0.4%
\$300,001 and Above	95.2%	95.4%	+ 0.2%
<b>All Price Ranges</b>	<b>94.4%</b>	<b>94.1%</b>	<b>- 0.3%</b>

### Condo

By Price Range	11-2010	11-2011	Change
\$75,000 and Below	92.6%	92.0%	- 0.6%
\$75,001 to \$100,000	94.9%	95.8%	+ 1.0%
\$100,001 to \$125,000	95.9%	95.3%	- 0.6%
\$125,001 to \$150,000	95.7%	96.6%	+ 0.9%
\$150,001 to \$300,000	96.0%	95.0%	- 1.0%
\$300,001 and Above	92.6%	94.6%	+ 2.2%
<b>All Price Ranges</b>	<b>95.1%</b>	<b>94.8%</b>	<b>- 0.3%</b>

## By Construction Type

By Construction Type	11-2010	11-2011	Change
Previously Owned	94.1%	93.8%	- 0.3%
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>

By Construction Type	11-2010	11-2011	Change
Previously Owned	94.1%	93.9%	- 0.3%
New Construction	99.1%	98.7%	- 0.3%
<b>All Construction Types</b>	<b>94.4%</b>	<b>94.1%</b>	<b>- 0.3%</b>

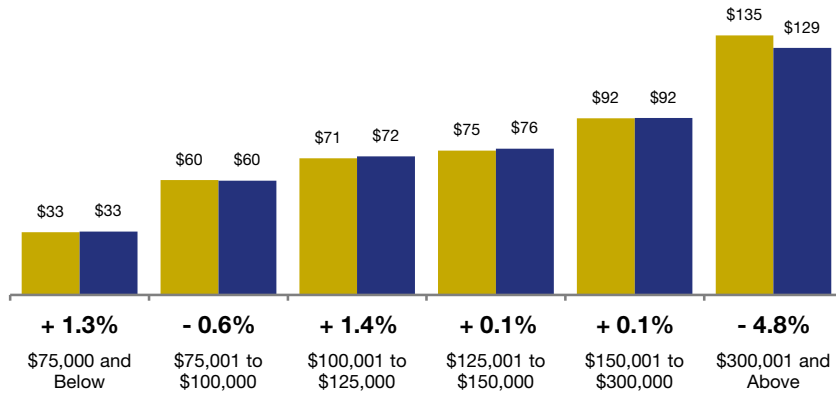
# Price Per Square Foot

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



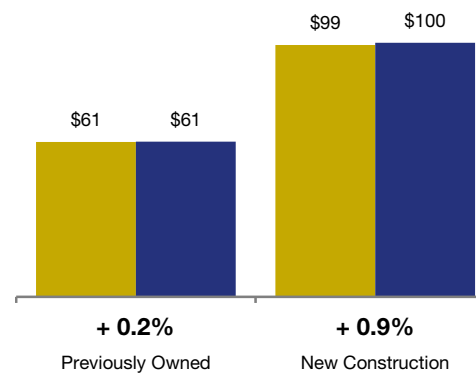
## By Price Range

■ 11-2010 ■ 11-2011



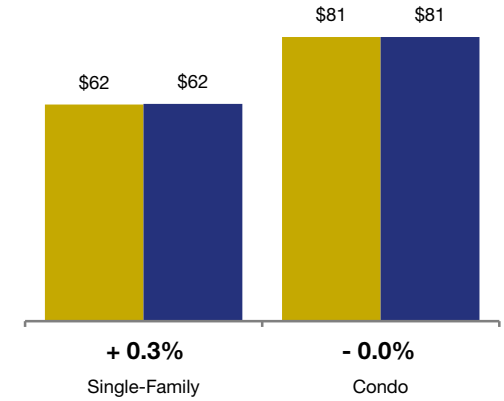
## By Construction Type

■ 11-2010 ■ 11-2011



## By Property Type

■ 11-2010 ■ 11-2011



### All Properties

By Price Range	11-2010	11-2011	Change
\$75,000 and Below	\$33	\$33	+ 1.3%
\$75,001 to \$100,000	\$60	\$60	- 0.6%
\$100,001 to \$125,000	\$71	\$72	+ 1.4%
\$125,001 to \$150,000	\$75	\$76	+ 1.4%
\$150,001 to \$300,000	\$92	\$92	+ 0.1%
\$300,001 and Above	\$135	\$129	- 4.8%
<b>All Price Ranges</b>	<b>\$63</b>	<b>\$62</b>	<b>- 0.2%</b>

### Single-Family

By Price Range	11-2010	11-2011	Change
\$75,000 and Below	\$32	\$33	+ 2.0%
\$75,001 to \$100,000	\$60	\$60	- 0.4%
\$100,001 to \$125,000	\$70	\$72	+ 1.9%
\$125,001 to \$150,000	\$75	\$76	+ 1.3%
\$150,001 to \$300,000	\$91	\$92	+ 0.5%
\$300,001 and Above	\$135	\$128	- 5.5%
<b>All Price Ranges</b>	<b>\$62</b>	<b>\$62</b>	<b>+ 0.3%</b>

### Condo

By Price Range	11-2010	11-2011	Change
\$75,000 and Below	\$53	\$51	- 4.0%
\$75,001 to \$100,000	\$68	\$68	+ 0.0%
\$100,001 to \$125,000	\$80	\$78	- 1.8%
\$125,001 to \$150,000	\$83	\$83	+ 0.8%
\$150,001 to \$300,000	\$101	\$97	- 4.0%
\$300,001 and Above	\$135	\$150	+ 10.8%
<b>All Price Ranges</b>	<b>\$81</b>	<b>\$81</b>	<b>- 0.0%</b>

By Construction Type	11-2010	11-2011	Change
Previously Owned	\$61	\$61	+ 0.2%
New Construction	\$99	\$100	+ 0.9%
<b>All Construction Types</b>	<b>\$63</b>	<b>\$62</b>	<b>- 0.2%</b>

By Construction Type	11-2010	11-2011	Change
Previously Owned	\$60	\$61	+ 0.8%
New Construction	\$98	\$99	+ 0.3%
<b>All Construction Types</b>	<b>\$62</b>	<b>\$62</b>	<b>+ 0.3%</b>

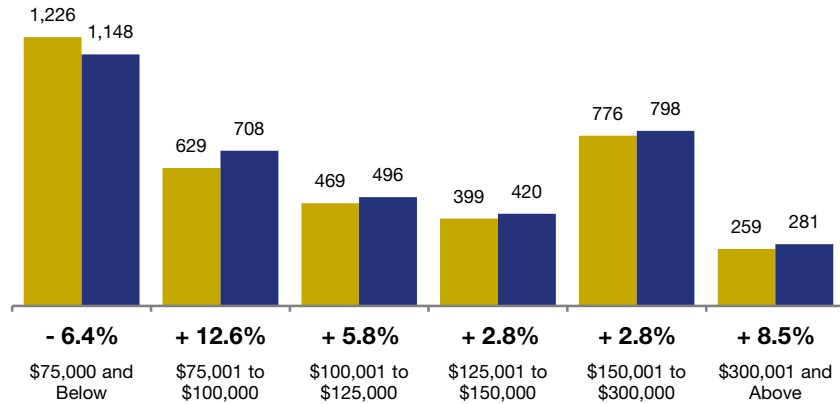
# Inventory of Homes for Sale

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



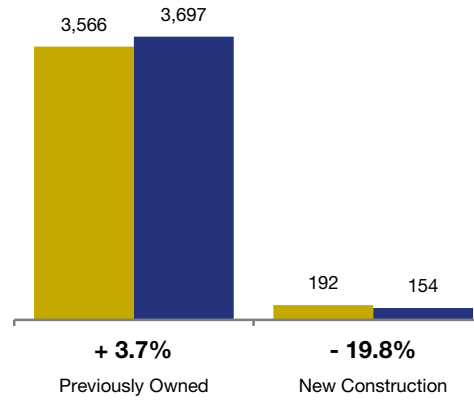
## By Price Range

■ 11-2010 ■ 11-2011



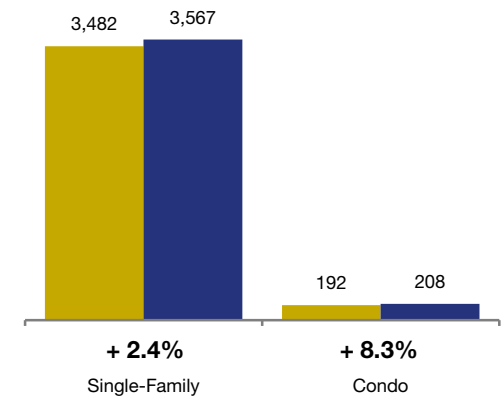
## By Construction Type

■ 11-2010 ■ 11-2011



## By Property Type

■ 11-2010 ■ 11-2011



### All Properties

By Price Range	11-2010	11-2011	Change
\$75,000 and Below	1,226	1,148	- 6.4%
\$75,001 to \$100,000	629	708	+ 12.6%
\$100,001 to \$125,000	469	496	+ 5.8%
\$125,001 to \$150,000	399	420	+ 5.3%
\$150,001 to \$300,000	776	798	+ 2.8%
\$300,001 and Above	259	281	+ 8.5%
<b>All Price Ranges</b>	<b>3,758</b>	<b>3,851</b>	<b>+ 2.5%</b>

### Single-Family

By Price Range	11-2010	11-2011	Change
\$75,000 and Below	1,157	1,075	- 7.1%
\$75,001 to \$100,000	576	648	+ 12.5%
\$100,001 to \$125,000	428	457	+ 6.8%
\$125,001 to \$150,000	363	378	+ 4.1%
\$150,001 to \$300,000	711	740	+ 4.1%
\$300,001 and Above	247	269	+ 8.9%
<b>All Price Ranges</b>	<b>3,482</b>	<b>3,567</b>	<b>+ 2.4%</b>

### Condo

By Price Range	11-2010	11-2011	Change
\$75,000 and Below	29	40	+ 37.9%
\$75,001 to \$100,000	32	43	+ 34.4%
\$100,001 to \$125,000	31	29	- 6.5%
\$125,001 to \$150,000	32	32	0.0%
\$150,001 to \$300,000	57	53	- 7.0%
\$300,001 and Above	11	11	0.0%
<b>All Price Ranges</b>	<b>192</b>	<b>208</b>	<b>+ 8.3%</b>

By Construction Type	11-2010	11-2011	Change
Previously Owned	3,566	3,697	+ 3.7%
New Construction	192	154	- 19.8%
<b>All Construction Types</b>	<b>3,758</b>	<b>3,851</b>	<b>+ 2.5%</b>

By Construction Type	11-2010	11-2011	Change
Previously Owned	3,320	3,430	+ 3.3%
New Construction	162	137	- 15.4%
<b>All Construction Types</b>	<b>3,482</b>	<b>3,567</b>	<b>+ 2.4%</b>

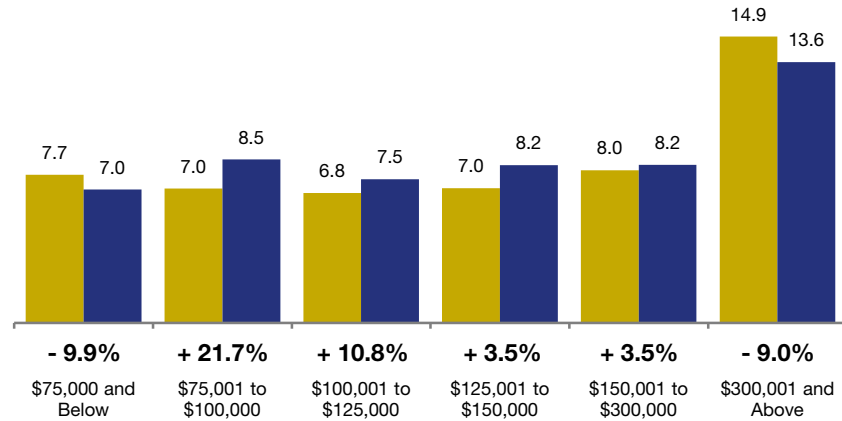
# Months Supply of Inventory



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.

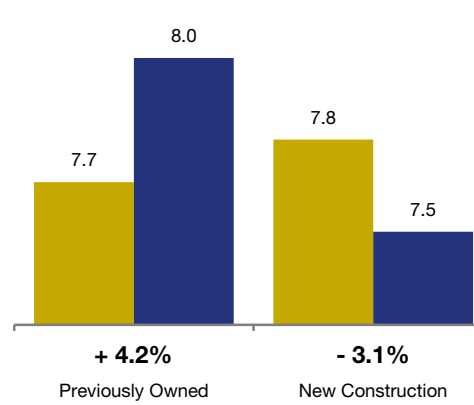
## By Price Range

■ 11-2010 ■ 11-2011



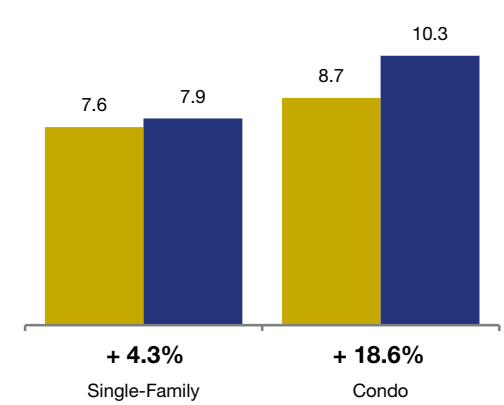
## By Construction Type

■ 11-2010 ■ 11-2011



## By Property Type

■ 11-2010 ■ 11-2011



### All Properties

By Price Range	11-2010	11-2011	Change
\$75,000 and Below	7.7	7.0	- 9.9%
\$75,001 to \$100,000	7.0	8.5	+ 21.7%
\$100,001 to \$125,000	6.8	7.5	+ 10.8%
\$125,001 to \$150,000	7.0	8.2	+ 16.9%
\$150,001 to \$300,000	8.0	8.2	+ 3.5%
\$300,001 and Above	14.9	13.6	- 9.0%
<b>All Price Ranges</b>	<b>7.7</b>	<b>8.0</b>	<b>+ 3.9%</b>

### Single-Family

By Price Range	11-2010	11-2011	Change
\$75,000 and Below	7.6	6.9	- 9.1%
\$75,001 to \$100,000	6.8	8.2	+ 21.3%
\$100,001 to \$125,000	6.7	7.3	+ 9.5%
\$125,001 to \$150,000	6.9	8.1	+ 16.9%
\$150,001 to \$300,000	7.8	8.2	+ 6.0%
\$300,001 and Above	15.0	13.5	- 9.8%
<b>All Price Ranges</b>	<b>7.6</b>	<b>7.9</b>	<b>+ 4.3%</b>

### Condo

By Price Range	11-2010	11-2011	Change
\$75,000 and Below	9.9	13.7	+ 37.9%
\$75,001 to \$100,000	7.1	13.9	+ 96.1%
\$100,001 to \$125,000	6.3	9.2	+ 45.2%
\$125,001 to \$150,000	7.8	7.8	- 0.2%
\$150,001 to \$300,000	9.9	8.1	- 18.8%
\$300,001 and Above	6.1	8.6	+ 40.0%
<b>All Price Ranges</b>	<b>8.7</b>	<b>10.3</b>	<b>+ 18.6%</b>

By Construction Type	11-2010	11-2011	Change
Previously Owned	7.7	8.0	+ 4.2%
New Construction	7.8	7.5	- 3.1%
<b>All Construction Types</b>	<b>7.7</b>	<b>8.0</b>	<b>+ 3.9%</b>

By Construction Type	11-2010	11-2011	Change
Previously Owned	7.6	7.9	+ 4.3%
New Construction	7.1	7.4	+ 4.5%
<b>All Construction Types</b>	<b>7.6</b>	<b>7.9</b>	<b>+ 4.3%</b>