

# Housing Supply Overview

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



## February 2012

When anecdotal evidence echoes what the empirical data is telling us, it's wise to listen. For the 12-month period spanning March 2011 through February 2012, Closed Sales in the Fort Wayne region were up 4.2 percent overall. The price range with the largest gain in sales was the \$300,001 and Above range, where they increased 8.7 percent.

The overall Median Sales Price was down 1.6 percent to \$95,900. The property type with the largest price gain was the Condo segment, where prices increased 2.0 percent to \$125,000. The overall Percent of Original List Price Received at Sale was down 0.3 percent to 93.9.

Market-wide, inventory levels were up 7.9 percent. The property type that gained the most inventory was the Single-Family segment, where it increased 9.6 percent. The price range in which supply grew the most relative to demand was the \$100,001 to \$125,000 range, where months supply increased 21.5 percent. to 8.3 months.

## Quick Facts

**+ 8.7%**

**+ 5.9%**

**+ 4.2%**

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

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

Property Type With  
Strongest Sales:  
**Single-Family**

Closed 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.](#)



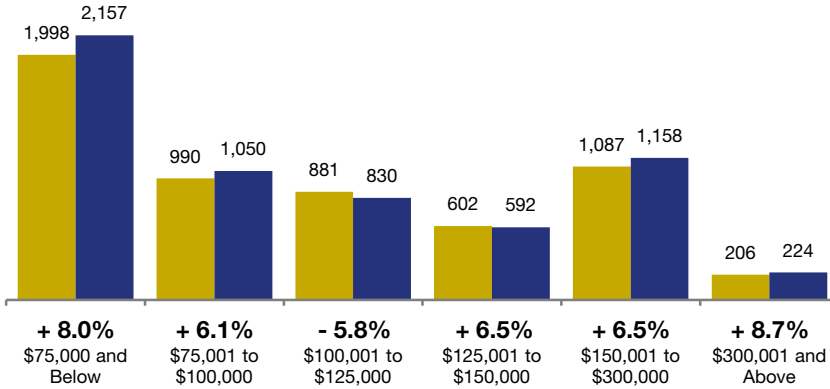
# Closed Sales

A count of properties that have closed during the period. **Based on a rolling 12-month total.**



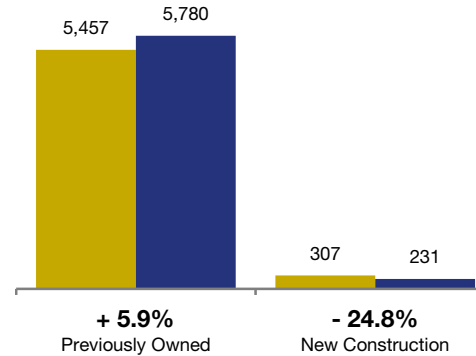
## By Price Range

■ 2-2011 ■ 2-2012



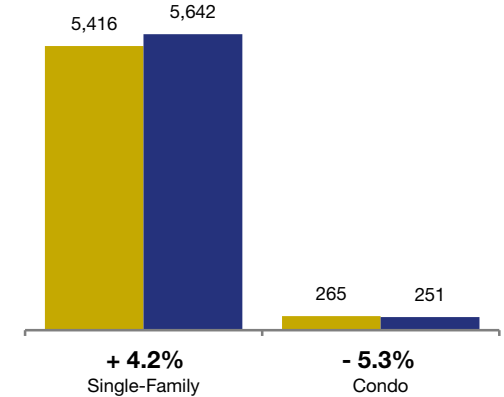
## By Construction Type

■ 2-2011 ■ 2-2012



## By Property Type

■ 2-2011 ■ 2-2012



### All Properties

#### By Price Range

	2-2011	2-2012	Change
\$75,000 and Below	1,998	2,157	+ 8.0%
\$75,001 to \$100,000	990	1,050	+ 6.1%
\$100,001 to \$125,000	881	830	- 5.8%
\$125,001 to \$150,000	602	592	- 1.7%
\$150,001 to \$300,000	1,087	1,158	+ 6.5%
\$300,001 and Above	206	224	+ 8.7%
<b>All Price Ranges</b>	<b>5,764</b>	<b>6,011</b>	<b>+ 4.3%</b>

### Single-Family

	2-2011	2-2012	Change
\$75,000 and Below	1,898	2,028	+ 6.8%
\$75,001 to \$100,000	940	998	+ 6.2%
\$100,001 to \$125,000	805	771	- 4.2%
\$125,001 to \$150,000	560	550	- 1.8%
\$150,001 to \$300,000	1,017	1,082	+ 6.4%
\$300,001 and Above	196	213	+ 8.7%
<b>All Price Ranges</b>	<b>5,416</b>	<b>5,642</b>	<b>+ 4.2%</b>

### Condo

	2-2011	2-2012	Change
\$75,000 and Below	45	41	- 8.9%
\$75,001 to \$100,000	36	35	- 2.8%
\$100,001 to \$125,000	68	54	- 20.6%
\$125,001 to \$150,000	41	36	- 12.2%
\$150,001 to \$300,000	66	75	+ 13.6%
\$300,001 and Above	9	10	+ 11.1%
<b>All Price Ranges</b>	<b>265</b>	<b>251</b>	<b>- 5.3%</b>

#### By Construction Type

	2-2011	2-2012	Change
Previously Owned	5,457	5,780	+ 5.9%
New Construction	307	231	- 24.8%
<b>All Construction Types</b>	<b>5,764</b>	<b>6,011</b>	<b>+ 4.3%</b>

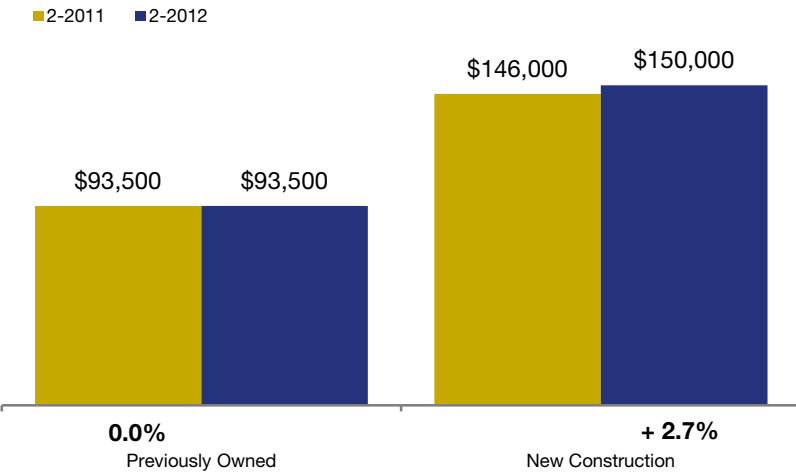
	2-2011	2-2012	Change
Previously Owned	5,130	5,435	+ 5.9%
New Construction	286	207	- 27.6%
<b>All Construction Types</b>	<b>5,416</b>	<b>5,642</b>	<b>+ 4.2%</b>

# Median Sales Price

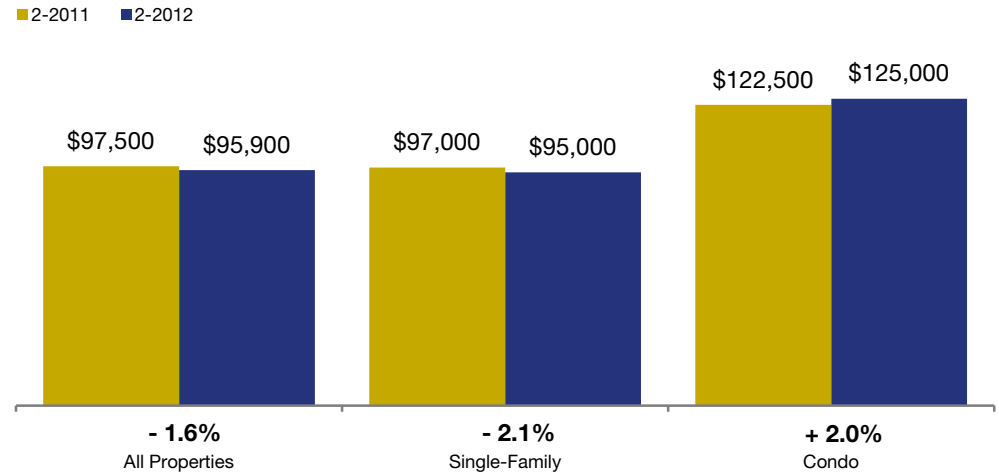
Median price point for all closed sales, not accounting for seller concessions. Based on a rolling 12-month median.



## By Construction Type



## By Property Type



By Construction Type	All Properties			Single-Family			Condo		
	2-2011	2-2012	Change	2-2011	2-2012	Change	2-2011	2-2012	Change
Previously Owned	\$93,500	\$93,500	0.0%	\$93,000	\$93,000	0.0%	\$120,750	\$121,400	+ 0.5%
New Construction	\$146,000	\$150,000	+ 2.7%	\$146,500	\$148,900	+ 1.6%	\$145,000	\$153,459	+ 5.8%
<b>All Construction Types</b>	<b>\$97,500</b>	<b>\$95,900</b>	<b>- 1.6%</b>	<b>\$97,000</b>	<b>\$95,000</b>	<b>- 2.1%</b>	<b>\$122,500</b>	<b>\$125,000</b>	<b>+ 2.0%</b>

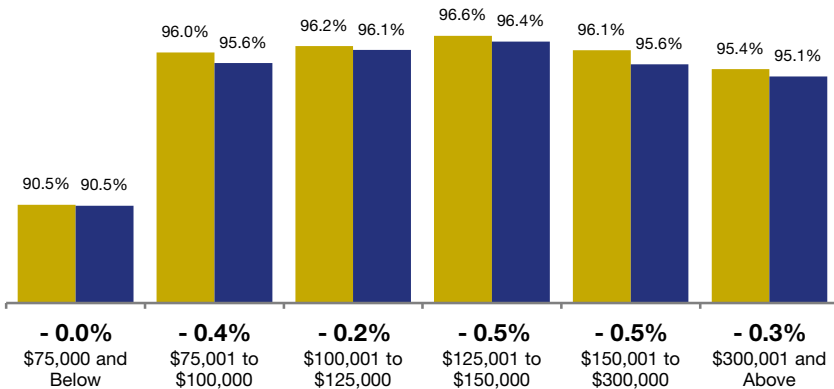
# Percent of List Price Received



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.**

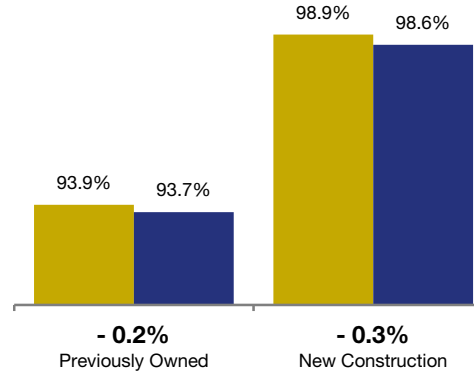
## By Price Range

■ 2-2011 ■ 2-2012



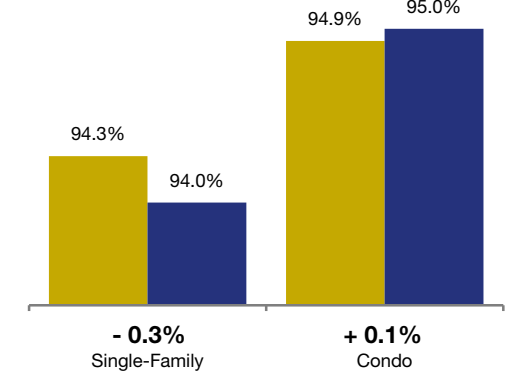
## By Construction Type

■ 2-2011 ■ 2-2012



## By Property Type

■ 2-2011 ■ 2-2012



### All Properties

#### By Price Range

	2-2011	2-2012	Change
\$75,000 and Below	90.5%	90.5%	- 0.0%
\$75,001 to \$100,000	96.0%	95.6%	- 0.4%
\$100,001 to \$125,000	96.2%	96.1%	- 0.2%
\$125,001 to \$150,000	96.6%	96.4%	- 0.2%
\$150,001 to \$300,000	96.1%	95.6%	- 0.5%
\$300,001 and Above	95.4%	95.1%	- 0.3%
<b>All Price Ranges</b>	<b>94.2%</b>	<b>93.9%</b>	<b>- 0.3%</b>

### Single-Family

	2-2011	2-2012	Change
\$75,000 and Below	90.6%	90.6%	+ 0.0%
\$75,001 to \$100,000	96.1%	95.7%	- 0.4%
\$100,001 to \$125,000	96.3%	96.1%	- 0.2%
\$125,001 to \$150,000	96.7%	96.4%	- 0.3%
\$150,001 to \$300,000	96.1%	95.6%	- 0.5%
\$300,001 and Above	95.5%	95.2%	- 0.3%
<b>All Price Ranges</b>	<b>94.3%</b>	<b>94.0%</b>	<b>- 0.3%</b>

### Condo

	2-2011	2-2012	Change
\$75,000 and Below	92.1%	92.6%	+ 0.6%
\$75,001 to \$100,000	94.9%	95.5%	+ 0.6%
\$100,001 to \$125,000	95.8%	95.3%	- 0.5%
\$125,001 to \$150,000	95.6%	96.5%	+ 0.9%
\$150,001 to \$300,000	95.9%	95.2%	- 0.7%
\$300,001 and Above	92.6%	93.7%	+ 1.3%
<b>All Price Ranges</b>	<b>94.9%</b>	<b>95.0%</b>	<b>+ 0.1%</b>

#### By Construction Type

	2-2011	2-2012	Change
Previously Owned	93.9%	93.7%	- 0.2%
New Construction	98.9%	98.6%	- 0.3%
<b>All Construction Types</b>	<b>94.2%</b>	<b>93.9%</b>	<b>- 0.3%</b>

	2-2011	2-2012	Change
Previously Owned	94.0%	93.8%	- 0.2%
New Construction	99.0%	98.6%	- 0.4%
<b>All Construction Types</b>	<b>94.3%</b>	<b>94.0%</b>	<b>- 0.3%</b>

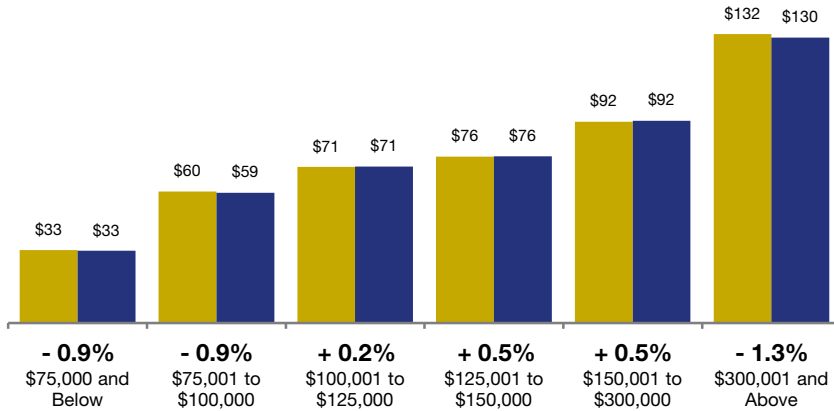
# Price Per Square Foot

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



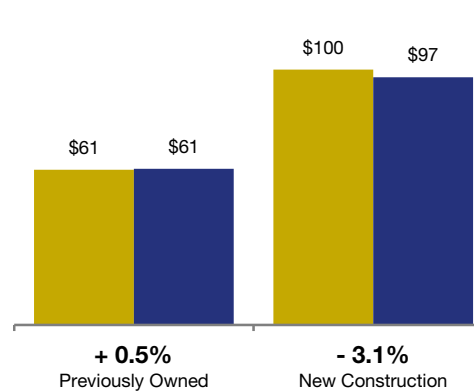
## By Price Range

■ 2-2011 ■ 2-2012



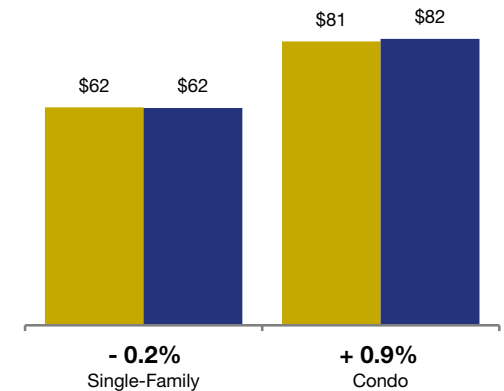
## By Construction Type

■ 2-2011 ■ 2-2012



## By Property Type

■ 2-2011 ■ 2-2012



### All Properties

#### By Price Range

	2-2011	2-2012	Change
\$75,000 and Below	\$33	\$33	- 0.9%
\$75,001 to \$100,000	\$60	\$59	- 0.9%
\$100,001 to \$125,000	\$71	\$71	+ 0.2%
\$125,001 to \$150,000	\$76	\$76	+ 0.3%
\$150,001 to \$300,000	\$92	\$92	+ 0.5%
\$300,001 and Above	\$132	\$130	- 1.3%
<b>All Price Ranges</b>	<b>\$63</b>	<b>\$63</b>	<b>- 0.6%</b>

### Single-Family

	2-2011	2-2012	Change
\$75,000 and Below	\$33	\$33	- 0.0%
\$75,001 to \$100,000	\$60	\$59	- 1.0%
\$100,001 to \$125,000	\$71	\$71	+ 0.3%
\$125,001 to \$150,000	\$75	\$75	+ 0.2%
\$150,001 to \$300,000	\$91	\$92	+ 1.0%
\$300,001 and Above	\$132	\$129	- 2.1%
<b>All Price Ranges</b>	<b>\$62</b>	<b>\$62</b>	<b>- 0.2%</b>

### Condo

	2-2011	2-2012	Change
\$75,000 and Below	\$53	\$53	- 0.5%
\$75,001 to \$100,000	\$69	\$68	- 0.2%
\$100,001 to \$125,000	\$80	\$78	- 1.7%
\$125,001 to \$150,000	\$83	\$84	+ 1.2%
\$150,001 to \$300,000	\$101	\$96	- 4.6%
\$300,001 and Above	\$135	\$152	+ 12.0%
<b>All Price Ranges</b>	<b>\$81</b>	<b>\$82</b>	<b>+ 0.9%</b>

#### By Construction Type

	2-2011	2-2012	Change
Previously Owned	\$61	\$61	+ 0.5%
New Construction	\$100	\$97	- 3.1%
<b>All Construction Types</b>	<b>\$63</b>	<b>\$63</b>	<b>- 0.6%</b>

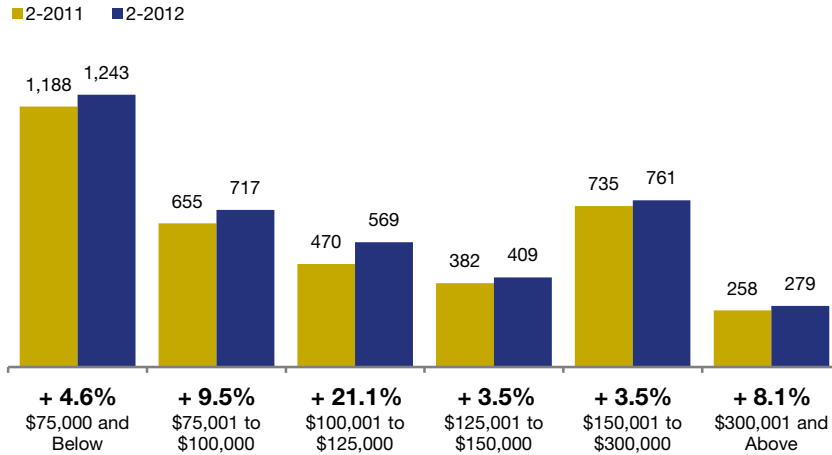
	2-2011	2-2012	Change
Previously Owned	\$60	\$61	+ 1.1%
New Construction	\$100	\$96	- 3.7%
<b>All Construction Types</b>	<b>\$62</b>	<b>\$62</b>	<b>- 0.2%</b>

# Inventory of Homes for Sale

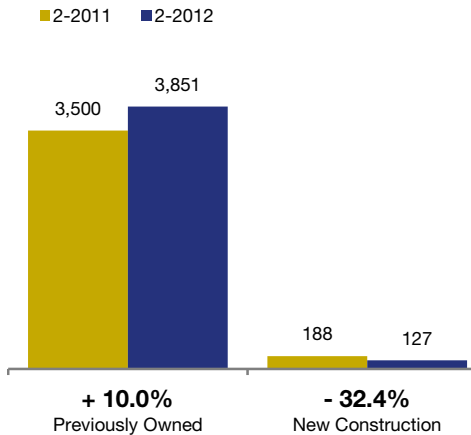
The number of properties available for sale in active status at the end of the most recent month. Based on one month of activity.



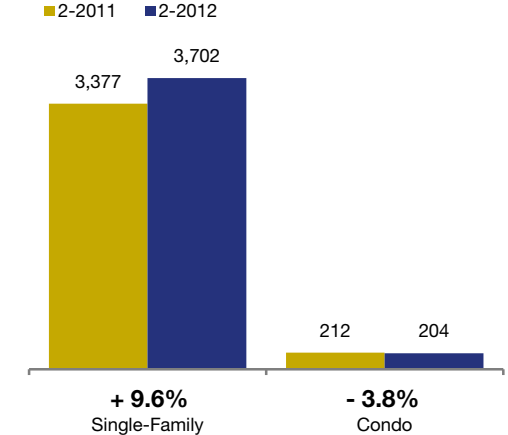
## By Price Range



## By Construction Type



## By Property Type



### All Properties

By Price Range	2-2011	2-2012	Change
\$75,000 and Below	1,188	1,243	+ 4.6%
\$75,001 to \$100,000	655	717	+ 9.5%
\$100,001 to \$125,000	470	569	+ 21.1%
\$125,001 to \$150,000	382	409	+ 7.1%
\$150,001 to \$300,000	735	761	+ 3.5%
\$300,001 and Above	258	279	+ 8.1%
<b>All Price Ranges</b>	<b>3,688</b>	<b>3,978</b>	<b>+ 7.9%</b>

### Single-Family

By Price Range	2-2011	2-2012	Change
\$75,000 and Below	1,106	1,169	+ 5.7%
\$75,001 to \$100,000	591	656	+ 11.0%
\$100,001 to \$125,000	417	522	+ 25.2%
\$125,001 to \$150,000	336	373	+ 11.0%
\$150,001 to \$300,000	677	713	+ 5.3%
\$300,001 and Above	250	269	+ 7.6%
<b>All Price Ranges</b>	<b>3,377</b>	<b>3,702</b>	<b>+ 9.6%</b>

### Condo

By Price Range	2-2011	2-2012	Change
\$75,000 and Below	30	42	+ 40.0%
\$75,001 to \$100,000	45	39	- 13.3%
\$100,001 to \$125,000	41	37	- 9.8%
\$125,001 to \$150,000	37	31	- 16.2%
\$150,001 to \$300,000	53	45	- 15.1%
\$300,001 and Above	6	10	+ 66.7%
<b>All Price Ranges</b>	<b>212</b>	<b>204</b>	<b>- 3.8%</b>

By Construction Type	2-2011	2-2012	Change
Previously Owned	3,500	3,851	+ 10.0%
New Construction	188	127	- 32.4%
<b>All Construction Types</b>	<b>3,688</b>	<b>3,978</b>	<b>+ 7.9%</b>

By Construction Type	2-2011	2-2012	Change
Previously Owned	3,219	3,590	+ 11.5%
New Construction	158	112	- 29.1%
<b>All Construction Types</b>	<b>3,377</b>	<b>3,702</b>	<b>+ 9.6%</b>

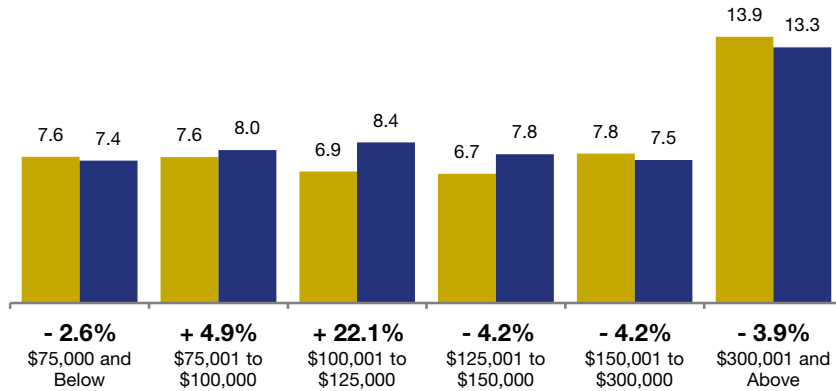
# Months Supply of Inventory



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.

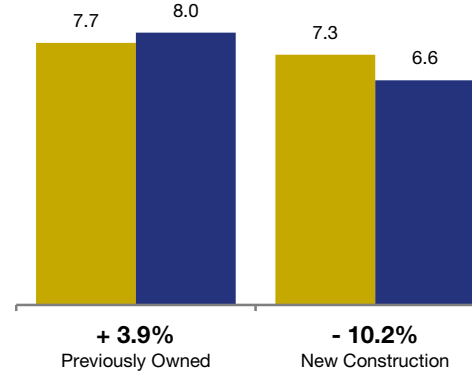
## By Price Range

■ 2-2011 ■ 2-2012



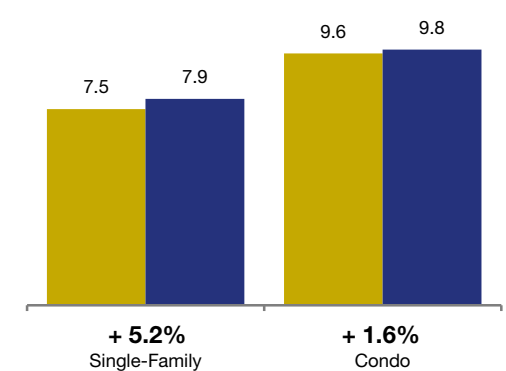
## By Construction Type

■ 2-2011 ■ 2-2012



## By Property Type

■ 2-2011 ■ 2-2012



### All Properties

#### By Price Range

	2-2011	2-2012	Change
\$75,000 and Below	7.6	7.4	- 2.6%
\$75,001 to \$100,000	7.6	8.0	+ 4.9%
\$100,001 to \$125,000	6.9	8.4	+ 22.1%
\$125,001 to \$150,000	6.7	7.8	+ 15.2%
\$150,001 to \$300,000	7.8	7.5	- 4.2%
\$300,001 and Above	13.9	13.3	- 3.9%
<b>All Price Ranges</b>	<b>7.7</b>	<b>7.9</b>	<b>+ 3.4%</b>

### Single-Family

	2-2011	2-2012	Change
\$75,000 and Below	7.5	7.4	- 0.7%
\$75,001 to \$100,000	7.3	7.7	+ 6.3%
\$100,001 to \$125,000	6.5	8.2	+ 25.8%
\$125,001 to \$150,000	6.4	7.7	+ 19.0%
\$150,001 to \$300,000	7.7	7.5	- 2.9%
\$300,001 and Above	14.1	13.5	- 4.1%
<b>All Price Ranges</b>	<b>7.5</b>	<b>7.9</b>	<b>+ 5.2%</b>

### Condo

	2-2011	2-2012	Change
\$75,000 and Below	9.2	16.3	+ 76.1%
\$75,001 to \$100,000	12.1	11.1	- 7.7%
\$100,001 to \$125,000	9.3	9.3	- 0.4%
\$125,001 to \$150,000	8.0	8.7	+ 8.4%
\$150,001 to \$300,000	8.8	7.1	- 19.6%
\$300,001 and Above	3.3	8.2	+ 145.5%
<b>All Price Ranges</b>	<b>9.6</b>	<b>9.8</b>	<b>+ 1.6%</b>

#### By Construction Type

	2-2011	2-2012	Change
Previously Owned	7.7	8.0	+ 3.9%
New Construction	7.3	6.6	- 10.2%
<b>All Construction Types</b>	<b>7.7</b>	<b>7.9</b>	<b>+ 3.4%</b>

	2-2011	2-2012	Change
Previously Owned	7.5	7.9	+ 5.3%
New Construction	6.6	6.5	- 2.1%
<b>All Construction Types</b>	<b>7.5</b>	<b>7.9</b>	<b>+ 5.2%</b>