

# Housing Supply Overview

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



## June 2012

After a few head fakes, even cynical commentators agree that residential real estate may finally be clawing out from a multi-year valley. For the 12-month period spanning July 2011 through June 2012, Pending Sales in the Fort Wayne region were up 13.6 percent overall. The price range with the largest gain in sales was the \$300,001 and Above range, where they increased 27.0 percent.

The overall Median Sales Price was up 1.0 percent to \$98,000. The property type with the largest price gain was the Single-Family segment, where prices increased 2.1 percent to \$98,000. The overall Percent of Original List Price Received at Sale was down 0.5 percent to 93.3.

Market-wide, inventory levels were down 3.8 percent. The property type that lost the least inventory was the Single-Family segment, where it decreased 3.1 percent. The price range that made the largest strides toward balance was the \$75,000 and Below range, where months supply decreased 8.7 percent. to 6.9 months.

## Quick Facts

**+ 27.0%**

**+ 14.9%**

**+ 18.8%**

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.](#)



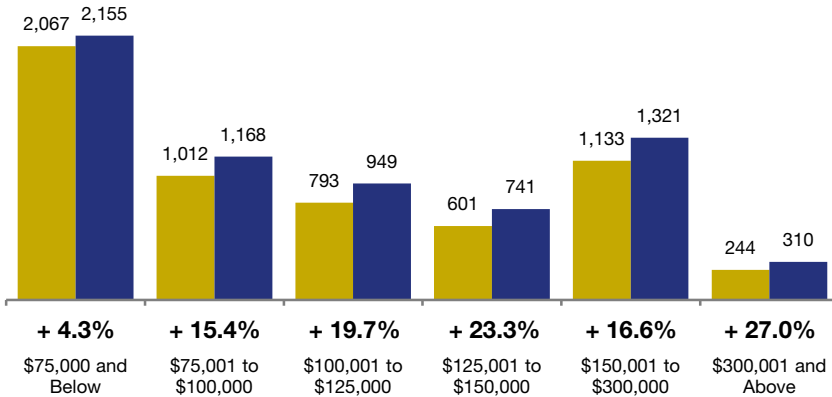
# Pending Sales

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



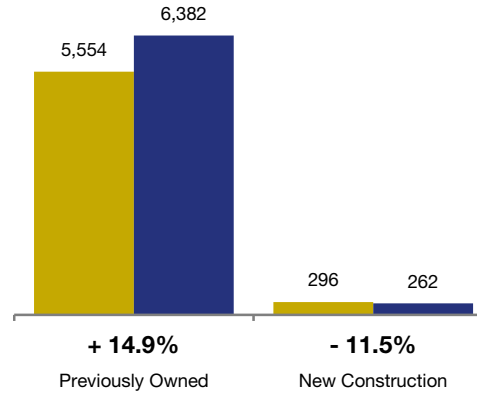
## By Price Range

■ 6-2011 ■ 6-2012



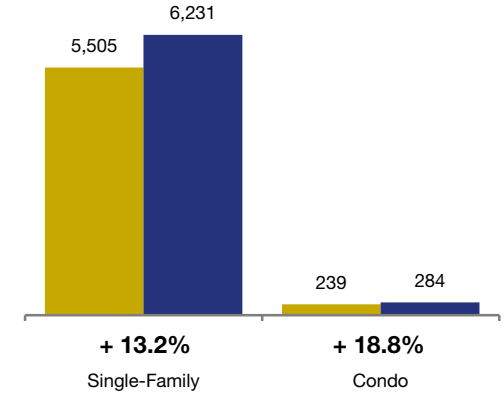
## By Construction Type

■ 6-2011 ■ 6-2012



## By Property Type

■ 6-2011 ■ 6-2012



### All Properties

#### By Price Range

	6-2011	6-2012	Change
\$75,000 and Below	2,067	2,155	+ 4.3%
\$75,001 to \$100,000	1,012	1,168	+ 15.4%
\$100,001 to \$125,000	793	949	+ 19.7%
\$125,001 to \$150,000	601	741	+ 23.3%
\$150,001 to \$300,000	1,133	1,321	+ 16.6%
\$300,001 and Above	244	310	+ 27.0%
<b>All Price Ranges</b>	<b>5,850</b>	<b>6,644</b>	<b>+ 13.6%</b>

### Single-Family

	6-2011	6-2012	Change
\$75,000 and Below	1,953	2,018	+ 3.3%
\$75,001 to \$100,000	967	1,103	+ 14.1%
\$100,001 to \$125,000	744	892	+ 19.9%
\$125,001 to \$150,000	548	685	+ 25.0%
\$150,001 to \$300,000	1,058	1,235	+ 16.7%
\$300,001 and Above	235	298	+ 26.8%
<b>All Price Ranges</b>	<b>5,505</b>	<b>6,231</b>	<b>+ 13.2%</b>

### Condo

	6-2011	6-2012	Change
\$75,000 and Below	40	47	+ 17.5%
\$75,001 to \$100,000	30	47	+ 56.7%
\$100,001 to \$125,000	42	46	+ 9.5%
\$125,001 to \$150,000	49	50	+ 2.0%
\$150,001 to \$300,000	69	83	+ 20.3%
\$300,001 and Above	9	11	+ 22.2%
<b>All Price Ranges</b>	<b>239</b>	<b>284</b>	<b>+ 18.8%</b>

#### By Construction Type

	6-2011	6-2012	Change
Previously Owned	5,554	6,382	+ 14.9%
New Construction	296	262	- 11.5%
<b>All Construction Types</b>	<b>5,850</b>	<b>6,644</b>	<b>+ 13.6%</b>

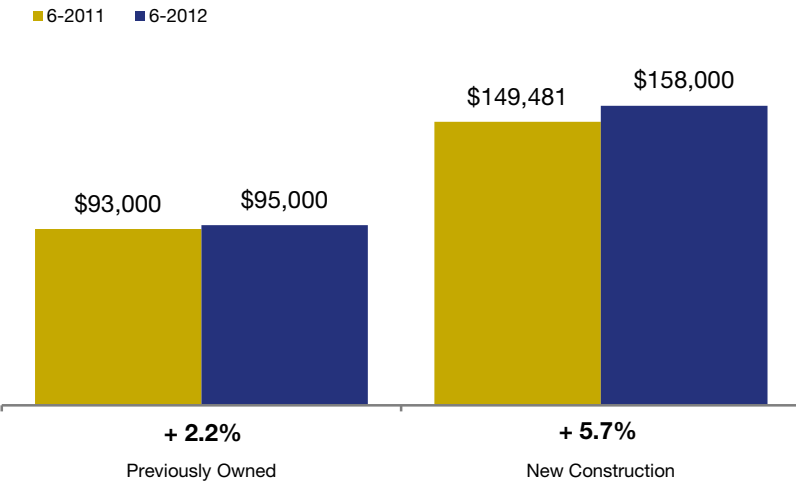
	6-2011	6-2012	Change
Previously Owned	5,242	5,994	+ 14.3%
New Construction	263	237	- 9.9%
<b>All Construction Types</b>	<b>5,505</b>	<b>6,231</b>	<b>+ 13.2%</b>

# Median Sales Price

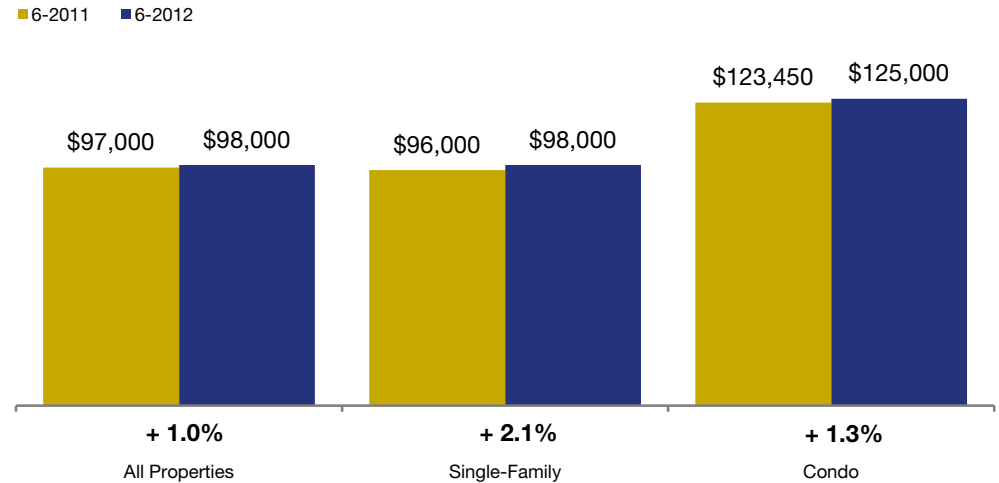
Median price point for all closed sales, not accounting for seller concessions. Based on a rolling 12-month median.



## By Construction Type



## By Property Type



By Construction Type	All Properties			Single-Family			Condo		
	6-2011	6-2012	Change	6-2011	6-2012	Change	6-2011	6-2012	Change
Previously Owned	\$93,000	\$95,000	+ 2.2%	\$92,900	\$95,000	+ 2.3%	\$120,000	\$122,500	+ 2.1%
New Construction	\$149,481	\$158,000	+ 5.7%	\$146,000	\$159,270	+ 9.1%	\$171,279	\$153,000	- 10.7%
<b>All Construction Types</b>	<b>\$97,000</b>	<b>\$98,000</b>	<b>+ 1.0%</b>	<b>\$96,000</b>	<b>\$98,000</b>	<b>+ 2.1%</b>	<b>\$123,450</b>	<b>\$125,000</b>	<b>+ 1.3%</b>

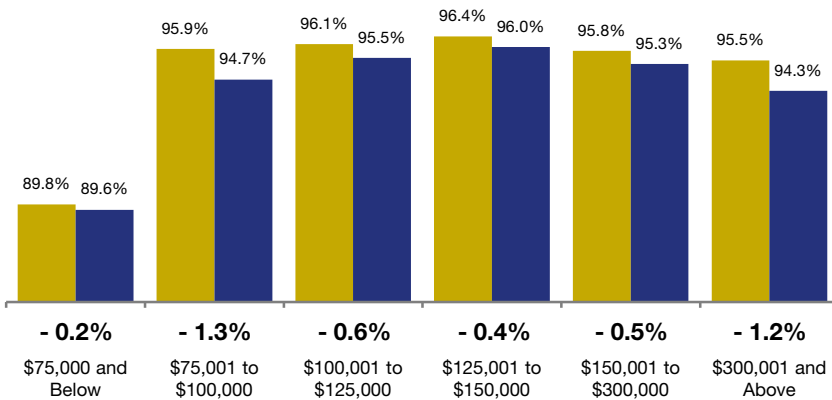
# Percent of List Price Received



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.**

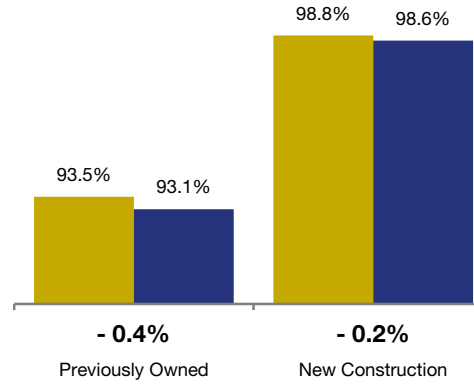
## By Price Range

■ 6-2011 ■ 6-2012



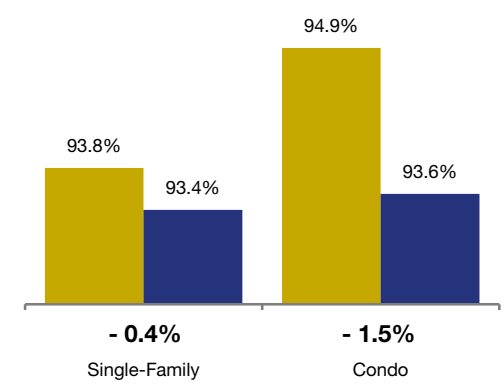
## By Construction Type

■ 6-2011 ■ 6-2012



## By Property Type

■ 6-2011 ■ 6-2012



### All Properties

#### By Price Range

	6-2011	6-2012	Change
\$75,000 and Below	89.8%	89.6%	-0.2%
\$75,001 to \$100,000	95.9%	94.7%	-1.3%
\$100,001 to \$125,000	96.1%	95.5%	-0.6%
\$125,001 to \$150,000	96.4%	96.0%	-0.4%
\$150,001 to \$300,000	95.8%	95.3%	-0.5%
\$300,001 and Above	95.5%	94.3%	-1.2%
<b>All Price Ranges</b>	<b>93.8%</b>	<b>93.3%</b>	<b>-0.5%</b>

### Single-Family

	6-2011	6-2012	Change
\$75,000 and Below	89.9%	89.7%	-0.2%
\$75,001 to \$100,000	96.0%	94.8%	-1.3%
\$100,001 to \$125,000	96.1%	95.7%	-0.5%
\$125,001 to \$150,000	96.4%	96.0%	-0.5%
\$150,001 to \$300,000	95.8%	95.4%	-0.4%
\$300,001 and Above	95.5%	94.3%	-1.3%
<b>All Price Ranges</b>	<b>93.8%</b>	<b>93.4%</b>	<b>-0.4%</b>

### Condo

	6-2011	6-2012	Change
\$75,000 and Below	91.5%	90.1%	-1.5%
\$75,001 to \$100,000	95.4%	93.5%	-2.0%
\$100,001 to \$125,000	95.7%	93.7%	-2.1%
\$125,001 to \$150,000	96.3%	96.1%	-0.2%
\$150,001 to \$300,000	95.9%	94.3%	-1.6%
\$300,001 and Above	93.4%	91.6%	-2.0%
<b>All Price Ranges</b>	<b>94.9%</b>	<b>93.6%</b>	<b>-1.5%</b>

#### By Construction Type

	6-2011	6-2012	Change
Previously Owned	93.5%	93.1%	-0.4%
New Construction	98.8%	98.6%	-0.2%
<b>All Construction Types</b>	<b>93.8%</b>	<b>93.3%</b>	<b>-0.5%</b>

	6-2011	6-2012	Change
Previously Owned	93.5%	93.2%	-0.4%
New Construction	98.8%	98.6%	-0.2%
<b>All Construction Types</b>	<b>93.8%</b>	<b>93.4%</b>	<b>-0.4%</b>

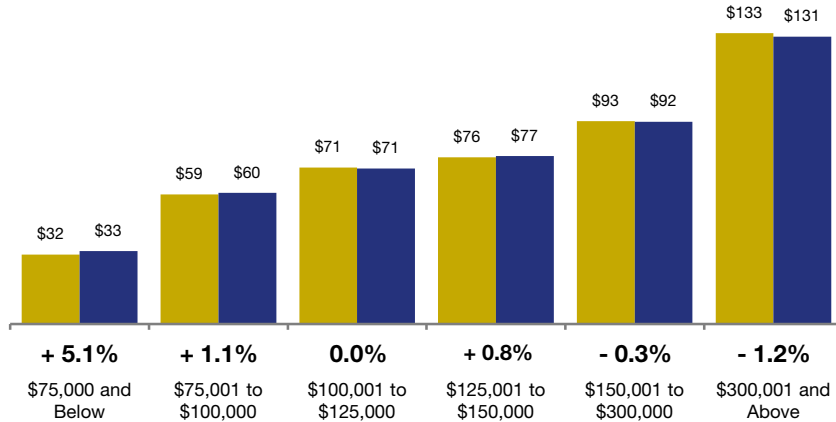
# Price Per Square Foot

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



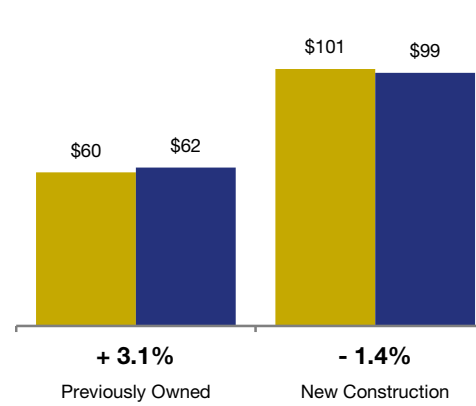
## By Price Range

■ 6-2011 ■ 6-2012



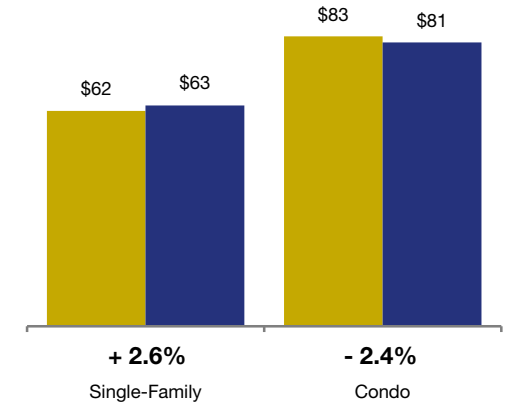
## By Construction Type

■ 6-2011 ■ 6-2012



## By Property Type

■ 6-2011 ■ 6-2012



### All Properties

#### By Price Range

	6-2011	6-2012	Change
\$75,000 and Below	\$32	\$33	+ 5.1%
\$75,001 to \$100,000	\$59	\$60	+ 1.1%
\$100,001 to \$125,000	\$71	\$71	0.0%
\$125,001 to \$150,000	\$76	\$77	+ 0.8%
\$150,001 to \$300,000	\$93	\$92	- 0.3%
\$300,001 and Above	\$133	\$131	- 1.2%
<b>All Price Ranges</b>	<b>\$62</b>	<b>\$63</b>	<b>+ 2.2%</b>

### Single-Family

	6-2011	6-2012	Change
\$75,000 and Below	\$31	\$33	+ 6.3%
\$75,001 to \$100,000	\$59	\$60	+ 0.8%
\$100,001 to \$125,000	\$71	\$71	- 0.3%
\$125,001 to \$150,000	\$75	\$76	+ 0.5%
\$150,001 to \$300,000	\$92	\$92	- 0.1%
\$300,001 and Above	\$132	\$130	- 1.5%
<b>All Price Ranges</b>	<b>\$62</b>	<b>\$63</b>	<b>+ 2.6%</b>

### Condo

	6-2011	6-2012	Change
\$75,000 and Below	\$51	\$50	- 1.6%
\$75,001 to \$100,000	\$71	\$68	- 3.4%
\$100,001 to \$125,000	\$79	\$77	- 2.0%
\$125,001 to \$150,000	\$85	\$86	+ 0.6%
\$150,001 to \$300,000	\$100	\$98	- 2.3%
\$300,001 and Above	\$143	\$158	+ 10.5%
<b>All Price Ranges</b>	<b>\$83</b>	<b>\$81</b>	<b>- 2.4%</b>

#### By Construction Type

	6-2011	6-2012	Change
Previously Owned	\$60	\$62	+ 3.1%
New Construction	\$101	\$99	- 1.4%
<b>All Construction Types</b>	<b>\$62</b>	<b>\$63</b>	<b>+ 2.2%</b>

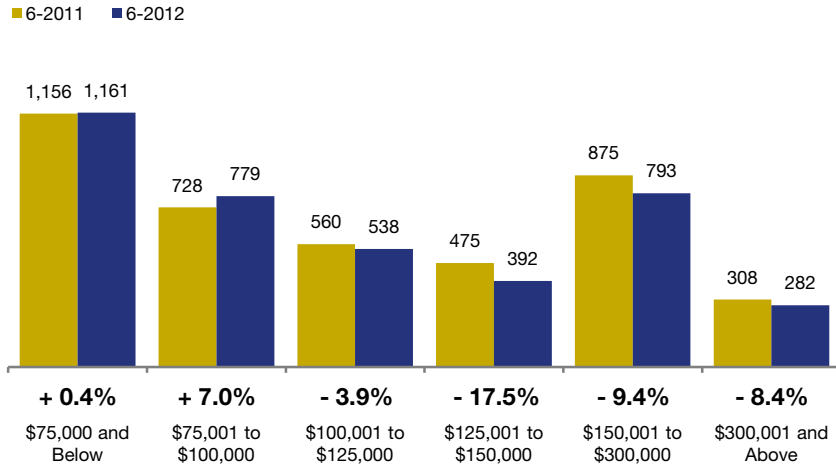
	6-2011	6-2012	Change
Previously Owned	\$60	\$62	+ 3.5%
New Construction	\$100	\$99	- 0.5%
<b>All Construction Types</b>	<b>\$62</b>	<b>\$63</b>	<b>+ 2.6%</b>

# Inventory of Homes for Sale

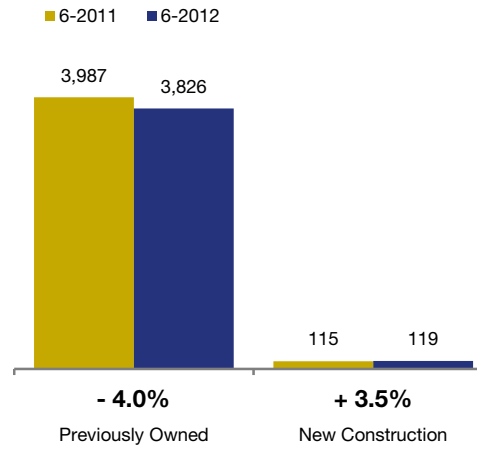


The number of properties available for sale in active status at the end of the most recent month. Based on one month of activity.

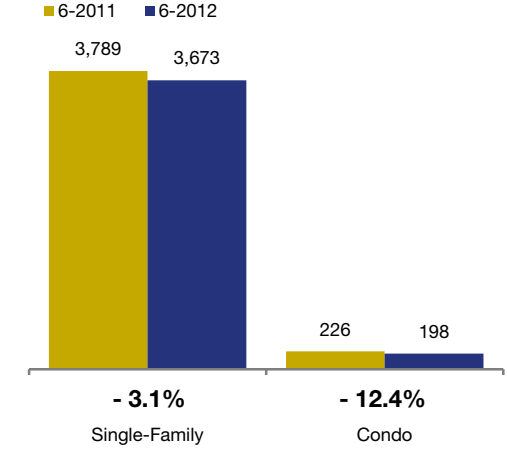
## By Price Range



## By Construction Type



## By Property Type



### All Properties

By Price Range	6-2011	6-2012	Change
\$75,000 and Below	1,156	1,161	+ 0.4%
\$75,001 to \$100,000	728	779	+ 7.0%
\$100,001 to \$125,000	560	538	- 3.9%
\$125,001 to \$150,000	475	392	- 17.5%
\$150,001 to \$300,000	875	793	- 9.4%
\$300,001 and Above	308	282	- 8.4%
<b>All Price Ranges</b>	<b>4,102</b>	<b>3,945</b>	<b>- 3.8%</b>

### Single-Family

By Price Range	6-2011	6-2012	Change
\$75,000 and Below	1,090	1,093	+ 0.3%
\$75,001 to \$100,000	654	718	+ 9.8%
\$100,001 to \$125,000	509	494	- 2.9%
\$125,001 to \$150,000	429	358	- 16.6%
\$150,001 to \$300,000	808	742	- 8.2%
\$300,001 and Above	299	268	- 10.4%
<b>All Price Ranges</b>	<b>3,789</b>	<b>3,673</b>	<b>- 3.1%</b>

### Condo

By Price Range	6-2011	6-2012	Change
\$75,000 and Below	28	40	+ 42.9%
\$75,001 to \$100,000	52	42	- 19.2%
\$100,001 to \$125,000	40	33	- 17.5%
\$125,001 to \$150,000	37	27	- 27.0%
\$150,001 to \$300,000	61	44	- 27.9%
\$300,001 and Above	8	12	+ 50.0%
<b>All Price Ranges</b>	<b>226</b>	<b>198</b>	<b>- 12.4%</b>

By Construction Type	6-2011	6-2012	Change
Previously Owned	3,987	3,826	- 4.0%
New Construction	115	119	+ 3.5%
<b>All Construction Types</b>	<b>4,102</b>	<b>3,945</b>	<b>- 3.8%</b>

By Construction Type	6-2011	6-2012	Change
Previously Owned	3,686	3,575	- 3.0%
New Construction	103	98	- 4.9%
<b>All Construction Types</b>	<b>3,789</b>	<b>3,673</b>	<b>- 3.1%</b>

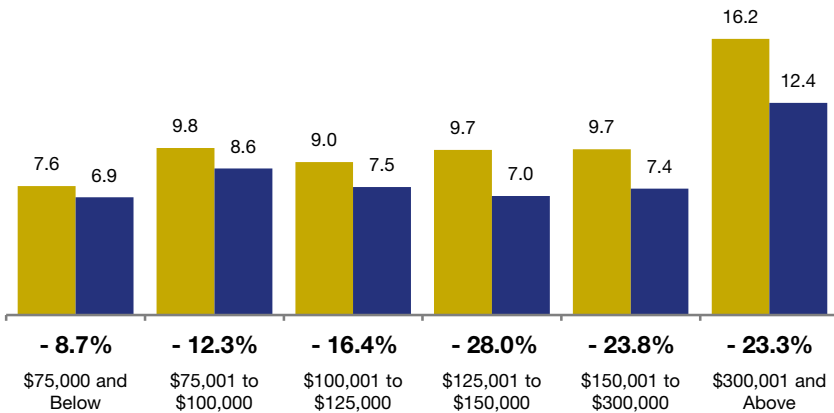
# Months Supply of Inventory



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.

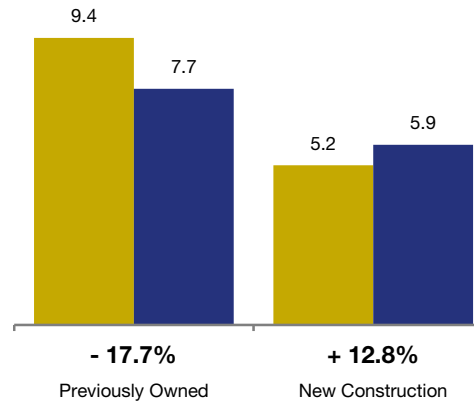
## By Price Range

■ 6-2011 ■ 6-2012



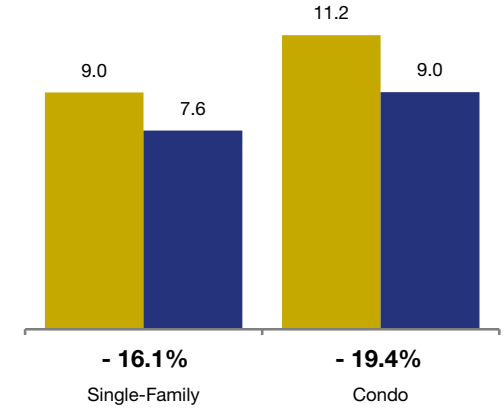
## By Construction Type

■ 6-2011 ■ 6-2012



## By Property Type

■ 6-2011 ■ 6-2012



### All Properties

#### By Price Range

	6-2011	6-2012	Change
\$75,000 and Below	7.6	6.9	- 8.7%
\$75,001 to \$100,000	9.8	8.6	- 12.3%
\$100,001 to \$125,000	9.0	7.5	- 16.4%
\$125,001 to \$150,000	9.7	7.0	- 28.0%
\$150,001 to \$300,000	9.7	7.4	- 23.8%
\$300,001 and Above	16.2	12.4	- 23.3%
<b>All Price Ranges</b>	<b>9.2</b>	<b>7.6</b>	<b>- 16.7%</b>

### Single-Family

	6-2011	6-2012	Change
\$75,000 and Below	7.5	6.9	- 8.1%
\$75,001 to \$100,000	9.3	8.3	- 10.7%
\$100,001 to \$125,000	8.8	7.4	- 16.1%
\$125,001 to \$150,000	9.5	6.9	- 27.8%
\$150,001 to \$300,000	9.6	7.4	- 23.0%
\$300,001 and Above	16.7	12.2	- 26.7%
<b>All Price Ranges</b>	<b>9.0</b>	<b>7.6</b>	<b>- 16.1%</b>

### Condo

	6-2011	6-2012	Change
\$75,000 and Below	9.6	12.0	+ 25.0%
\$75,001 to \$100,000	17.3	12.6	- 27.3%
\$100,001 to \$125,000	9.8	8.4	- 14.0%
\$125,001 to \$150,000	9.5	7.4	- 22.2%
\$150,001 to \$300,000	10.6	6.3	- 40.7%
\$300,001 and Above	4.3	12.0	+ 178.6%
<b>All Price Ranges</b>	<b>11.2</b>	<b>9.0</b>	<b>- 19.4%</b>

#### By Construction Type

	6-2011	6-2012	Change
Previously Owned	9.4	7.7	- 17.7%
New Construction	5.2	5.9	+ 12.8%
<b>All Construction Types</b>	<b>9.2</b>	<b>7.6</b>	<b>- 16.7%</b>

	6-2011	6-2012	Change
Previously Owned	9.2	7.7	- 16.9%
New Construction	5.2	5.3	+ 3.4%
<b>All Construction Types</b>	<b>9.0</b>	<b>7.6</b>	<b>- 16.1%</b>