

Housing Supply Overview

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



March 2016

We are nearing the heart of the selling season, which tends to stretch out over the second quarter of each year. The first quarter has seen some slow activity in certain metrics, but this has not been unexpected. For the 12-month period spanning April 2015 through March 2016, Closed Sales in the Fort Wayne region were up 6.9 percent overall. The price range with the largest gain in sales was the \$150,001 to \$300,000 range, where they increased 18.8 percent.

The overall Median Sales Price was up 4.9 percent to \$118,500. The property type with the largest price gain was the Townhouse-Condo segment, where prices increased 5.1 percent to \$138,450. The overall Percent of Original List Price Received at Sale was up 0.9 percent to 94.3.

Market-wide, inventory levels were down 22.2 percent. The property type that lost the least inventory was the Single-Family segment, where it decreased 20.7 percent. That amounts to 2.6 months supply for Single-Family homes and 2.2 months supply for Condos.

Quick Facts

+ 18.8%

Price Range with
Strongest Closed Sales:

\$150,001 to \$300,000

+ 7.4%

Construction Status with
Strongest Closed Sales:

Previously Owned

+ 11.4%

Property Type with
Strongest Closed Sales:

Condo

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The Upstate Alliance of REALTORS® Multiple Listing Service, Inc. (UPSTAR MLS) is a local MLS participating in the Indiana Regional MLS (IRMLS). Statistics are based on Residential Single Family listings and sales, as reported to the IRMLS, from the primary coverage area of UPSTAR MLS, which includes the counties of Allen, Whitley, Huntington, Adams, Wells, DeKalb and Noble. However, listings from other surrounding counties may also be entered for UPSTAR MLS and therefore are included in the MLS-wide statistics. The data may not reflect all real estate activity in the market.

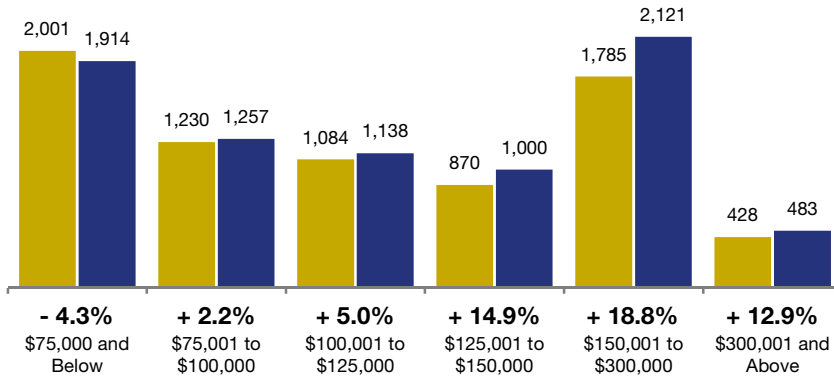
Closed Sales

A count of the actual sales that closed. Based on a rolling 12-month total.



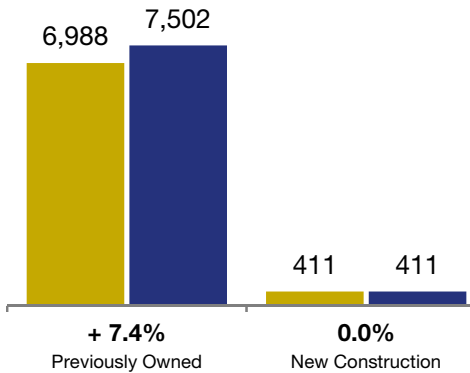
By Price Range

■ 3-2015 ■ 3-2016



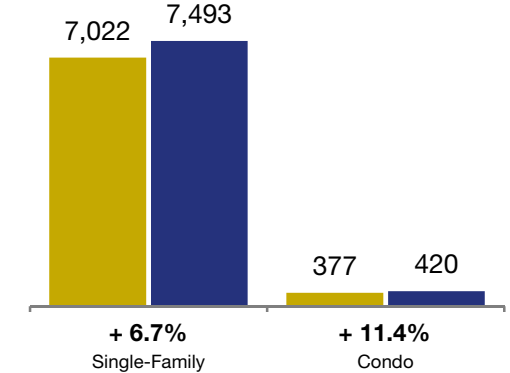
By Construction Type

■ 3-2015 ■ 3-2016



By Property Type

■ 3-2015 ■ 3-2016



All Properties

By Price Range

	3-2015	3-2016	Change
\$75,000 and Below	2,001	1,914	- 4.3%
\$75,001 to \$100,000	1,230	1,257	+ 2.2%
\$100,001 to \$125,000	1,084	1,138	+ 5.0%
\$125,001 to \$150,000	870	1,000	+ 14.9%
\$150,001 to \$300,000	1,785	2,121	+ 18.8%
\$300,001 and Above	428	483	+ 12.9%
All Price Ranges	7,399	7,913	+ 6.9%

Single-Family

	3-2015	3-2016	Change
\$75,000 and Below	1,941	1,848	- 4.8%
\$75,001 to \$100,000	1,180	1,215	+ 3.0%
\$100,001 to \$125,000	1,023	1,078	+ 5.4%
\$125,001 to \$150,000	815	925	+ 13.5%
\$150,001 to \$300,000	1,663	1,978	+ 18.9%
\$300,001 and Above	400	449	+ 12.3%
All Single-Family	7,022	7,493	+ 6.7%

Condo

	3-2015	3-2016	Change
\$75,000 and Below	60	66	+ 10.0%
\$75,001 to \$100,000	50	42	- 16.0%
\$100,001 to \$125,000	61	60	- 1.6%
\$125,001 to \$150,000	55	75	+ 36.4%
\$150,001 to \$300,000	122	143	+ 17.2%
\$300,001 and Above	28	34	+ 21.4%
All Condo	377	420	+ 11.4%

By Construction Type

	3-2015	3-2016	Change
Previously Owned	6,988	7,502	+ 7.4%
New Construction	411	411	0.0%
All Construction Types	7,399	7,913	+ 6.9%

	3-2015	3-2016	Change
Previously Owned	6,675	7,142	+ 7.0%
New Construction	347	351	+ 1.2%
All Single-Family	7,022	7,493	+ 6.7%

	3-2015	3-2016	Change
Single-Family	313	360	+ 15.0%
Condo	64	60	- 6.3%
All Condo	377	420	+ 11.4%

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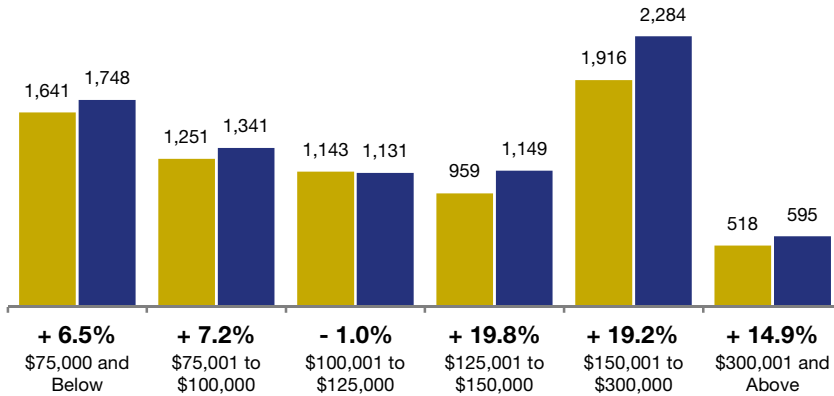
Pending Sales

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



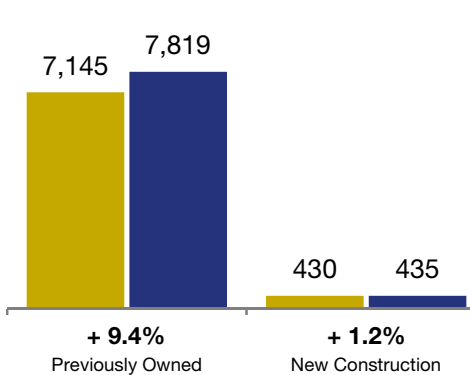
By Price Range

■ 3-2015 ■ 3-2016



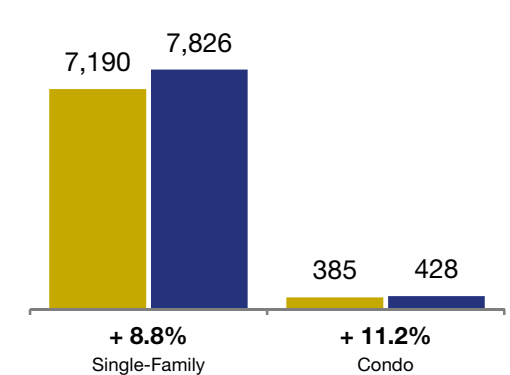
By Construction Type

■ 3-2015 ■ 3-2016



By Property Type

■ 3-2015 ■ 3-2016



All Properties

By Price Range

	3-2015	3-2016	Change
\$75,000 and Below	1,641	1,748	+ 6.5%
\$75,001 to \$100,000	1,251	1,341	+ 7.2%
\$100,001 to \$125,000	1,143	1,131	- 1.0%
\$125,001 to \$150,000	959	1,149	+ 19.8%
\$150,001 to \$300,000	1,916	2,284	+ 19.2%
\$300,001 and Above	518	595	+ 14.9%
All Price Ranges	7,575	8,254	+ 9.0%

Single-Family

	3-2015	3-2016	Change
\$75,000 and Below	1,586	1,691	+ 6.6%
\$75,001 to \$100,000	1,207	1,293	+ 7.1%
\$100,001 to \$125,000	1,089	1,080	- 0.8%
\$125,001 to \$150,000	889	1,067	+ 20.0%
\$150,001 to \$300,000	1,788	2,137	+ 19.5%
\$300,001 and Above	485	552	+ 13.8%
All Price Ranges	7,190	7,826	+ 8.8%

Condo

	3-2015	3-2016	Change
\$75,000 and Below	55	57	+ 3.6%
\$75,001 to \$100,000	44	48	+ 9.1%
\$100,001 to \$125,000	54	51	- 5.6%
\$125,001 to \$150,000	70	82	+ 17.1%
\$150,001 to \$300,000	128	147	+ 14.8%
\$300,001 and Above	33	43	+ 30.3%
All Price Ranges	385	428	+ 11.2%

By Construction Type

	3-2015	3-2016	Change
Previously Owned	7,145	7,819	+ 9.4%
New Construction	430	435	+ 1.2%
All Construction Types	7,575	8,254	+ 9.0%

	3-2015	3-2016	Change
Previously Owned	6,822	7,460	+ 9.4%
New Construction	368	366	- 0.5%
All Construction Types	7,190	7,826	+ 8.8%

	3-2015	3-2016	Change
Single-Family	323	359	+ 11.1%
Condo	62	69	+ 11.3%
All Property Types	385	428	+ 11.2%

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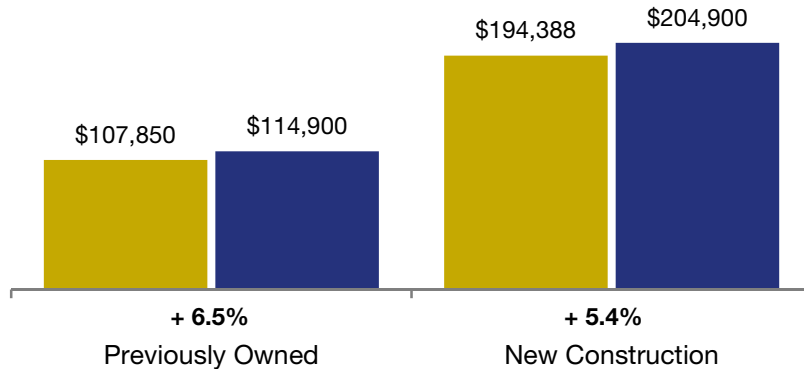
Median Sales Price

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



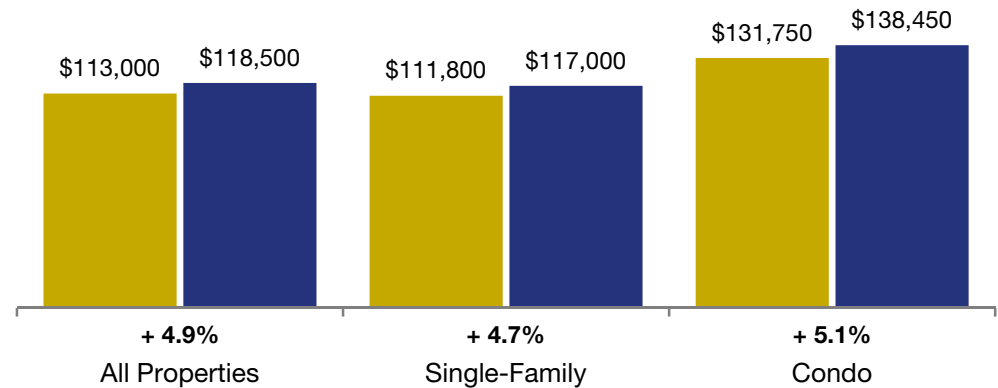
By Construction Type

■ 3-2015 ■ 3-2016



By Property Type

■ 3-2015 ■ 3-2016



All Properties

By Construction Type	3-2015	3-2016	Change
Previously Owned	\$107,850	\$114,900	+ 6.5%
New Construction	\$194,388	\$204,900	+ 5.4%
All Construction Types	\$113,000	\$118,500	+ 4.9%

Single-Family

3-2015	3-2016	Change	3-2015	3-2016	Change
\$106,900	\$113,500	+ 6.2%	\$122,750	\$130,000	+ 5.9%
\$191,863	\$208,000	+ 8.4%	\$214,217	\$195,887	- 8.6%
\$111,800	\$117,000	+ 4.7%	\$131,750	\$138,450	+ 5.1%

Condo

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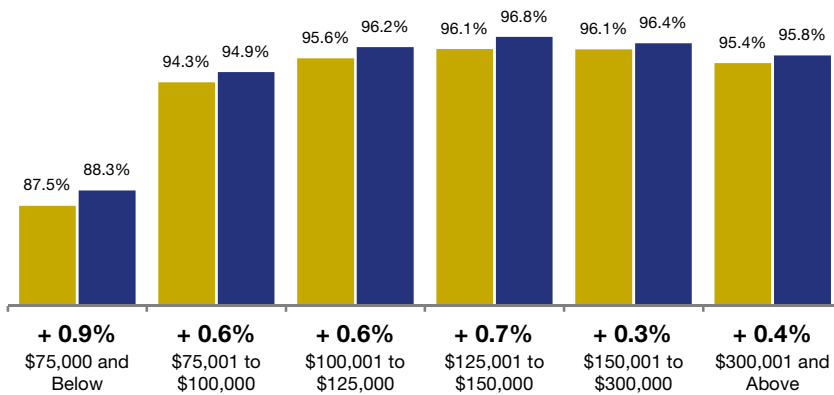
Percent of Original List Price Received

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.**



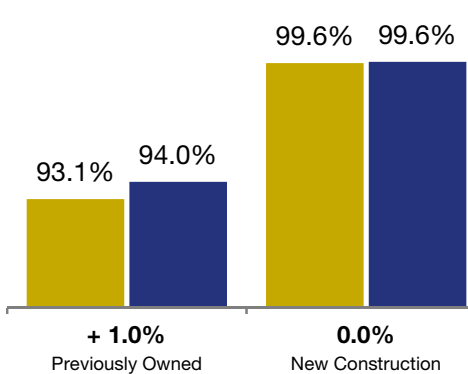
By Price Range

■ 3-2015 ■ 3-2016



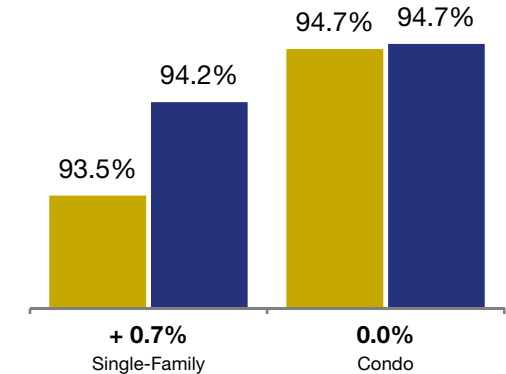
By Construction Type

■ 3-2015 ■ 3-2016



By Property Type

■ 3-2015 ■ 3-2016



All Properties

By Price Range

	3-2015	3-2016	Change
\$75,000 and Below	87.5%	88.3%	+ 0.9%
\$75,001 to \$100,000	94.3%	94.9%	+ 0.6%
\$100,001 to \$125,000	95.6%	96.2%	+ 0.6%
\$125,001 to \$150,000	96.1%	96.8%	+ 0.7%
\$150,001 to \$300,000	96.1%	96.4%	+ 0.3%
\$300,001 and Above	95.4%	95.8%	+ 0.4%
All Price Ranges	93.5%	94.3%	+ 0.9%

Single-Family

	3-2015	3-2016	Change
\$75,000 and Below	87.4%	88.3%	+ 1.0%
\$75,001 to \$100,000	94.3%	94.8%	+ 0.5%
\$100,001 to \$125,000	95.6%	96.3%	+ 0.7%
\$125,001 to \$150,000	96.2%	96.8%	+ 0.6%
\$150,001 to \$300,000	96.1%	96.5%	+ 0.4%
\$300,001 and Above	95.4%	95.9%	+ 0.5%
All Price Ranges	93.5%	94.2%	+ 0.7%

Condo

	3-2015	3-2016	Change
\$75,000 and Below	90.1%	88.5%	- 1.8%
\$75,001 to \$100,000	94.3%	95.5%	+ 1.3%
\$100,001 to \$125,000	95.4%	95.6%	+ 0.2%
\$125,001 to \$150,000	95.5%	97.0%	+ 1.6%
\$150,001 to \$300,000	96.4%	96.1%	- 0.3%
\$300,001 and Above	94.3%	93.5%	- 0.8%
All Price Ranges	94.7%	94.7%	0.0%

By Construction Type

	3-2015	3-2016	Change
Previously Owned	93.1%	94.0%	+ 1.0%
New Construction	99.6%	99.6%	0.0%
All Construction Types	93.5%	94.3%	+ 0.9%

	3-2015	3-2016	Change
Previously Owned	93.1%	94.0%	+ 1.0%
New Construction	99.6%	99.8%	+ 0.2%
All Construction Types	93.5%	94.2%	+ 0.7%

	3-2015	3-2016	Change
Single-Family	93.7%	94.1%	+ 0.4%
Condo	99.6%	98.7%	- 0.9%
All Property Types	94.7%	94.7%	0.0%

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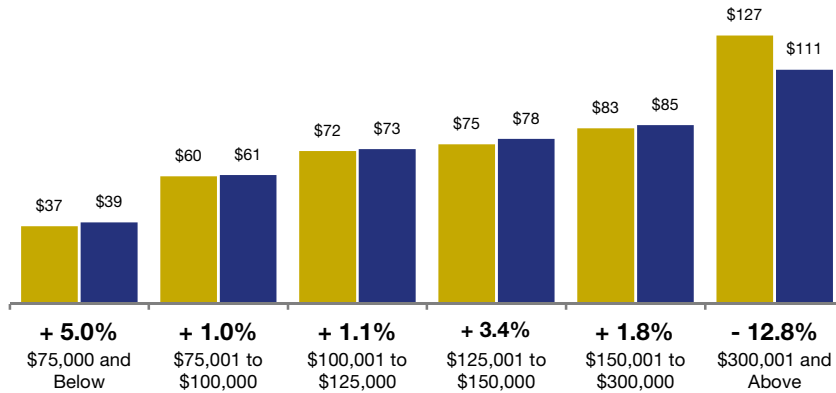
Price Per Square Foot

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



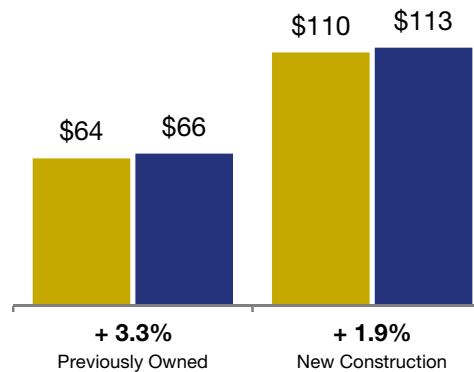
By Price Range

■ 3-2015 ■ 3-2016



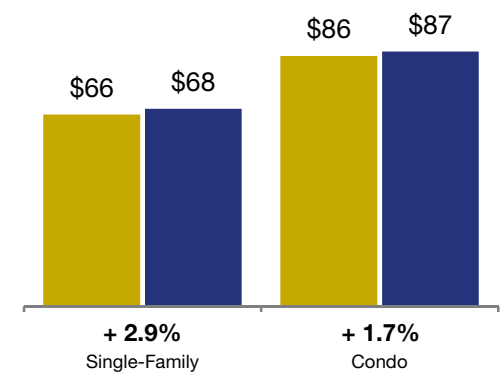
By Construction Type

■ 3-2015 ■ 3-2016



By Property Type

■ 3-2015 ■ 3-2016



All Properties

By Price Range

	3-2015	3-2016	Change
\$75,000 and Below	\$37	\$39	+ 5.0%
\$75,001 to \$100,000	\$60	\$61	+ 1.0%
\$100,001 to \$125,000	\$72	\$73	+ 1.1%
\$125,001 to \$150,000	\$75	\$78	+ 3.4%
\$150,001 to \$300,000	\$83	\$85	+ 1.8%
\$300,001 and Above	\$127	\$111	- 12.8%
All Price Ranges	\$67	\$69	+ 2.9%

Single-Family

3-2015	3-2016	Change
\$36	\$38	+ 5.1%
\$60	\$60	+ 1.2%
\$72	\$73	+ 1.2%
\$75	\$77	+ 2.8%
\$81	\$83	+ 2.2%
\$127	\$110	- 13.5%
\$66	\$68	+ 2.9%

Condo

	3-2015	3-2016	Change
	\$50	\$49	- 1.4%
	\$72	\$72	+ 0.1%
	\$82	\$83	+ 1.4%
	\$84	\$90	+ 7.2%
	\$105	\$103	- 1.6%
	\$119	\$117	- 1.9%
	\$86	\$87	+ 1.7%

By Construction Type

	3-2015	3-2016	Change
Previously Owned	\$64	\$66	+ 3.3%
New Construction	\$110	\$113	+ 1.9%
All Construction Types	\$67	\$69	+ 2.9%

3-2015	3-2016	Change	3-2015	3-2016	Change
\$64	\$66	+ 3.2%	\$78	\$81	+ 4.0%
\$108	\$111	+ 2.5%	\$123	\$123	+ 0.1%
\$66	\$68	+ 2.9%	\$86	\$87	+ 1.7%

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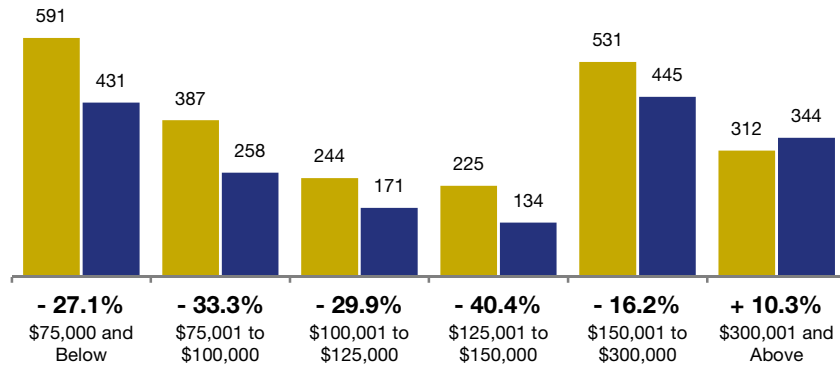
Inventory of Homes for Sale

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



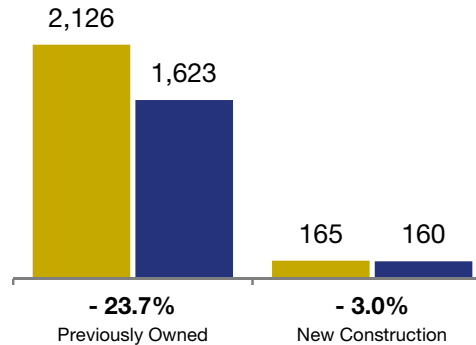
By Price Range

■ 3-2015 ■ 3-2016



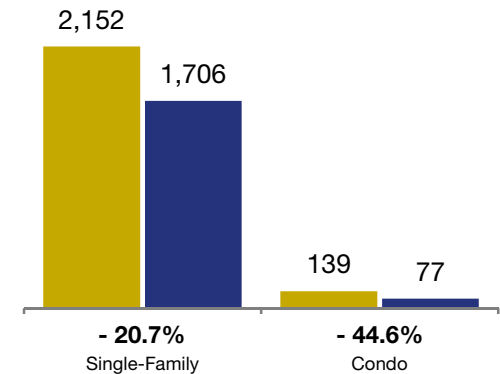
By Construction Type

■ 3-2015 ■ 3-2016



By Property Type

■ 3-2015 ■ 3-2016



All Properties

By Price Range

	3-2015	3-2016	Change
\$75,000 and Below	591	431	- 27.1%
\$75,001 to \$100,000	387	258	- 33.3%
\$100,001 to \$125,000	244	171	- 29.9%
\$125,001 to \$150,000	225	134	- 40.4%
\$150,001 to \$300,000	531	445	- 16.2%
\$300,001 and Above	312	344	+ 10.3%
All Price Ranges	2,291	1,783	- 22.2%

Single-Family

	3-2015	3-2016	Change
Previously Owned	559	422	- 24.5%
New Construction	371	254	- 31.5%
	235	165	- 29.8%
	206	127	- 38.3%
	484	407	- 15.9%
	296	331	+ 11.8%
All Single-Family	2,152	1,706	- 20.7%

Condo

	3-2015	3-2016	Change
Single-Family	32	9	- 71.9%
Condo	16	4	- 75.0%
	9	6	- 33.3%
	19	7	- 63.2%
	47	38	- 19.1%
	16	13	- 18.8%
All Condo	139	77	- 44.6%

By Construction Type

	3-2015	3-2016	Change
Previously Owned	2,126	1,623	- 23.7%
New Construction	165	160	- 3.0%
All Construction Types	2,291	1,783	- 22.2%

	3-2015	3-2016	Change
Single-Family	2,014	1,568	- 22.1%
Condo	138	138	0.0%
All Single-Family	2,152	1,706	- 20.7%

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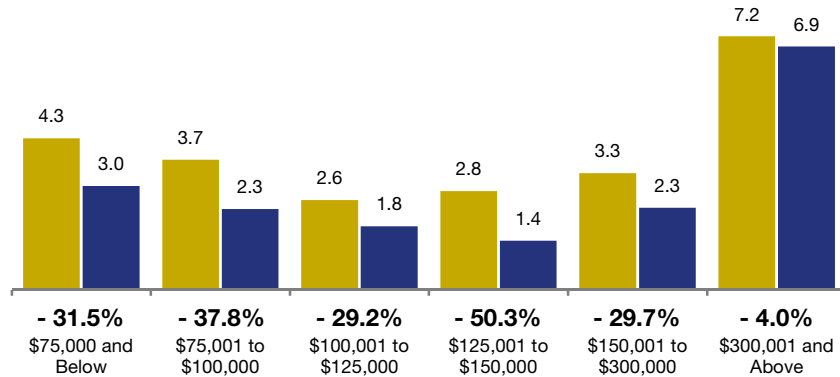
Months Supply of Inventory

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.



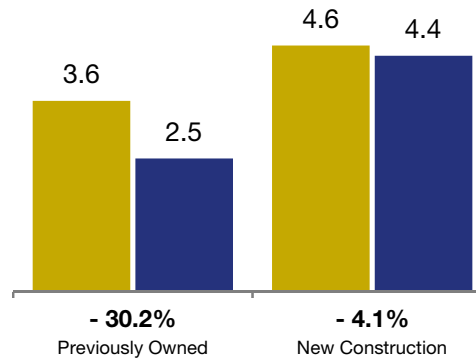
By Price Range

■ 3-2015 ■ 3-2016



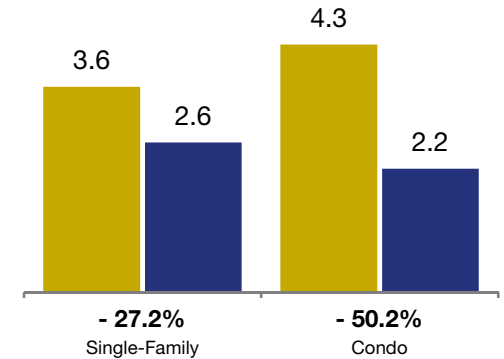
By Construction Type

■ 3-2015 ■ 3-2016



By Property Type

■ 3-2015 ■ 3-2016



All Properties

By Price Range

	3-2015	3-2016	Change
\$75,000 and Below	4.3	3.0	- 31.5%
\$75,001 to \$100,000	3.7	2.3	- 37.8%
\$100,001 to \$125,000	2.6	1.8	- 29.2%
\$125,001 to \$150,000	2.8	1.4	- 50.3%
\$150,001 to \$300,000	3.3	2.3	- 29.7%
\$300,001 and Above	7.2	6.9	- 4.0%
All Price Ranges	3.6	2.6	- 27.8%

Single-Family

	3-2015	3-2016	Change
\$75,000 and Below	4.2	3.0	- 29.2%
\$75,001 to \$100,000	3.7	2.4	- 36.1%
\$100,001 to \$125,000	2.6	1.8	- 29.2%
\$125,001 to \$150,000	2.8	1.4	- 48.6%
\$150,001 to \$300,000	3.2	2.3	- 29.6%
\$300,001 and Above	7.3	7.2	- 1.7%
All Price Ranges	3.6	2.6	- 27.2%

Condo

	3-2015	3-2016	Change
\$75,000 and Below	7.0	1.9	- 72.9%
\$75,001 to \$100,000	4.0	1.0	- 75.0%
\$100,001 to \$125,000	1.7	1.3	- 22.4%
\$125,001 to \$150,000	3.3	1.0	- 68.5%
\$150,001 to \$300,000	4.4	3.1	- 29.6%
\$300,001 and Above	4.8	3.3	- 31.4%
All Price Ranges	4.3	2.2	- 50.2%

By Construction Type

	3-2015	3-2016	Change
Previously Owned	3.6	2.5	- 30.2%
New Construction	4.6	4.4	- 4.1%
All Construction Types	3.6	2.6	- 27.8%

	3-2015	3-2016	Change
Previously Owned	3.5	2.5	- 28.8%
New Construction	4.5	4.5	+ 0.5%
All Construction Types	3.6	2.6	- 27.2%

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