

Housing Supply Overview

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



September 2016

The housing story for the past 12 months remains the same. Demand is high, supply is low and interest rates have been steady. Finding ways to motivate homeowners to be home sellers will be key over the next year. For the 12-month period spanning October 2015 through September 2016, Closed Sales in the Fort Wayne region were up 3.5 percent overall. The price range with the largest gain in sales was the \$300,000 and Above range, where they increased 16.5 percent.

The overall Median Sales Price was up 6.9 percent to \$124,000. The property type with the largest price gain was the Single-Family segment, where prices increased 6.5 percent to \$122,500. The overall Percent of Original List Price Received at Sale was down 1.0 percent to 94.9 percent.

Market-wide, inventory levels were down 21.0 percent. The property type that lost the least inventory was the Single-Family segment, where it decreased 20.7 percent. That amounts to 2.9 months supply for Single-Family homes and 2.6 months supply for Condos.

Quick Facts

+ 16.5%

Price Range with
Strongest Closed Sales:

\$300,001 and Above

+ 3.9%

Construction Status with
Strongest Closed Sales:

Previously Owned

+ 4.0%

Property Type with
Strongest Closed Sales:

Single-Family

Closed Sales	2
Pending Sales	3
Median Sales Price	4
Percent of Original List Price Received	5
Price Per Square Foot	6
Inventory of Homes for Sale	7
Months Supply of Inventory	8

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.

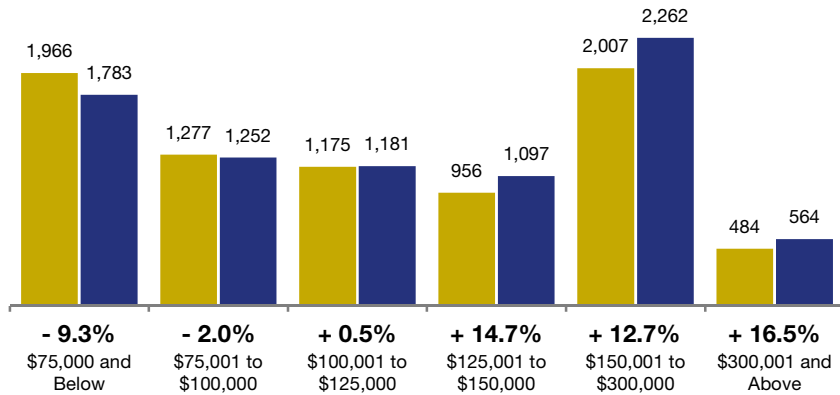
Closed Sales

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



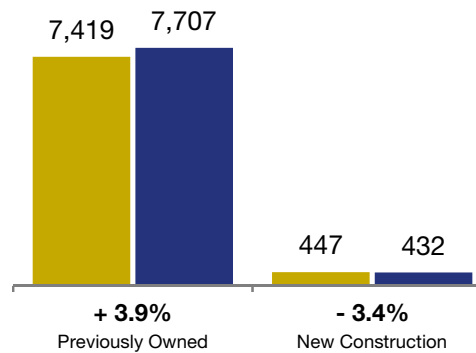
By Price Range

■ 9-2015 ■ 9-2016



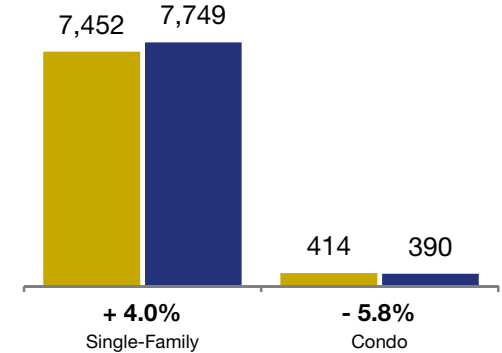
By Construction Type

■ 9-2015 ■ 9-2016



By Property Type

■ 9-2015 ■ 9-2016



All Properties

By Price Range

	9-2015	9-2016	Change
\$75,000 and Below	1,966	1,783	- 9.3%
\$75,001 to \$100,000	1,277	1,252	- 2.0%
\$100,001 to \$125,000	1,175	1,181	+ 0.5%
\$125,001 to \$150,000	956	1,097	+ 14.7%
\$150,001 to \$300,000	2,007	2,262	+ 12.7%
\$300,001 and Above	484	564	+ 16.5%
All Price Ranges	7,866	8,139	+ 3.5%

Single-Family

	9-2015	9-2016	Change
\$75,000 and Below	1,903	1,734	- 8.9%
\$75,001 to \$100,000	1,234	1,202	- 2.6%
\$100,001 to \$125,000	1,110	1,131	+ 1.9%
\$125,001 to \$150,000	878	1,022	+ 16.4%
\$150,001 to \$300,000	1,874	2,134	+ 13.9%
\$300,001 and Above	453	526	+ 16.1%
All Price Ranges	7,452	7,749	+ 4.0%

Condo

	9-2015	9-2016	Change
\$75,000 and Below	63	49	- 22.2%
\$75,001 to \$100,000	43	50	+ 16.3%
\$100,001 to \$125,000	65	50	- 23.1%
\$125,001 to \$150,000	78	75	- 3.8%
\$150,001 to \$300,000	133	128	- 3.8%
\$300,001 and Above	31	38	+ 22.6%
All Price Ranges	414	390	- 5.8%

By Construction Type

	9-2015	9-2016	Change
Previously Owned	7,419	7,707	+ 3.9%
New Construction	447	432	- 3.4%
All Construction Types	7,866	8,139	+ 3.5%

	9-2015	9-2016	Change
Previously Owned	7,070	7,376	+ 4.3%
New Construction	382	373	- 2.4%
All Construction Types	7,452	7,749	+ 4.0%

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.

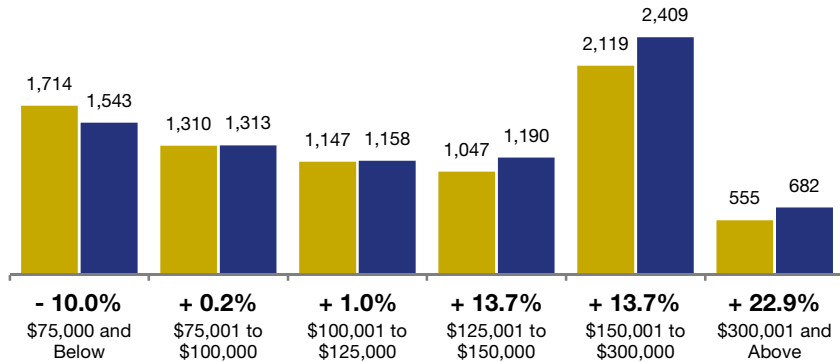
Pending Sales

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



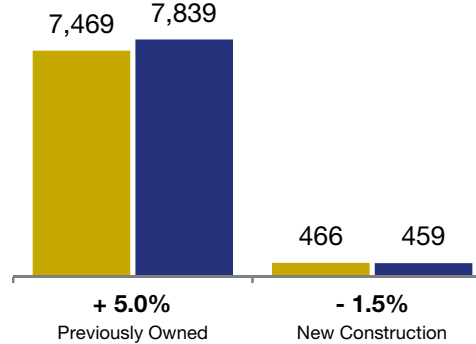
By Price Range

■ 9-2015 ■ 9-2016



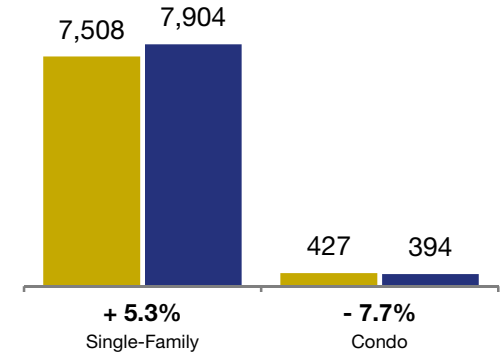
By Construction Type

■ 9-2015 ■ 9-2016



By Property Type

■ 9-2015 ■ 9-2016



All Properties

By Price Range

	9-2015	9-2016	Change
\$75,000 and Below	1,714	1,543	- 10.0%
\$75,001 to \$100,000	1,310	1,313	+ 0.2%
\$100,001 to \$125,000	1,147	1,158	+ 1.0%
\$125,001 to \$150,000	1,047	1,190	+ 13.7%
\$150,001 to \$300,000	2,119	2,409	+ 13.7%
\$300,001 and Above	555	682	+ 22.9%
All Price Ranges	7,935	8,298	+ 4.6%

Single-Family

	9-2015	9-2016	Change
\$75,000 and Below	1,649	1,511	- 8.4%
\$75,001 to \$100,000	1,270	1,250	- 1.6%
\$100,001 to \$125,000	1,096	1,117	+ 1.9%
\$125,001 to \$150,000	962	1,117	+ 16.1%
\$150,001 to \$300,000	1,972	2,266	+ 14.9%
\$300,001 and Above	516	640	+ 24.0%
All Price Ranges	7,508	7,904	+ 5.3%

Condo

	9-2015	9-2016	Change
\$75,000 and Below	65	32	- 50.8%
\$75,001 to \$100,000	40	63	+ 57.5%
\$100,001 to \$125,000	51	41	- 19.6%
\$125,001 to \$150,000	85	73	- 14.1%
\$150,001 to \$300,000	147	143	- 2.7%
\$300,001 and Above	39	42	+ 7.7%
All Price Ranges	427	394	- 7.7%

By Construction Type

	9-2015	9-2016	Change
Previously Owned	7,469	7,839	+ 5.0%
New Construction	466	459	- 1.5%
All Construction Types	7,935	8,298	+ 4.6%

	9-2015	9-2016	Change
Previously Owned	7,107	7,500	+ 5.5%
New Construction	401	404	+ 0.7%
All Construction Types	7,508	7,904	+ 5.3%

	9-2015	9-2016	Change
Previously Owned	362	339	- 6.4%
New Construction	65	55	- 15.4%
All Construction Types	427	394	- 7.7%

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.

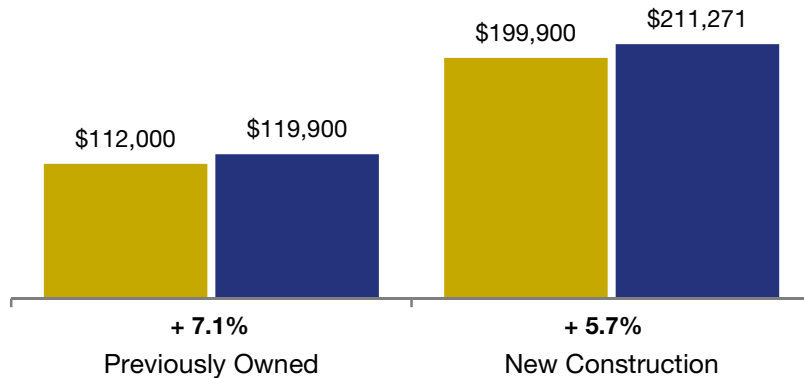
Median Sales Price

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



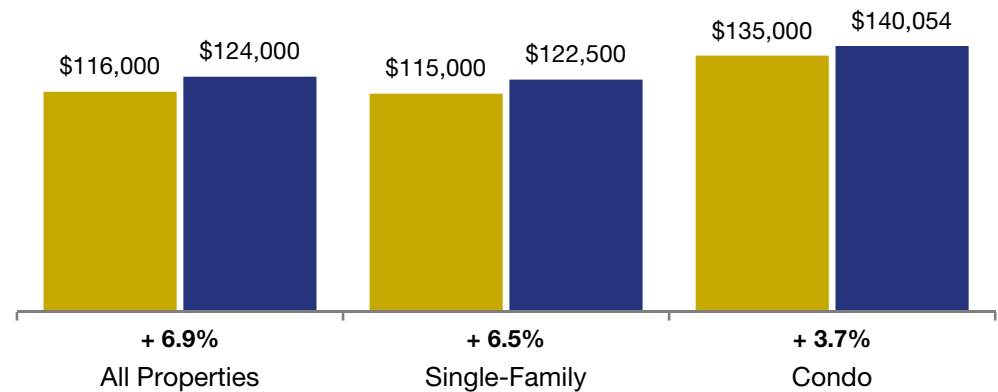
By Construction Type

■ 9-2015 ■ 9-2016



By Property Type

■ 9-2015 ■ 9-2016



All Properties

By Construction Type	9-2015	9-2016	Change
Previously Owned	\$112,000	\$119,900	+ 7.1%
New Construction	\$199,900	\$211,271	+ 5.7%
All Construction Types	\$116,000	\$124,000	+ 6.9%

Single-Family

9-2015	9-2016	Change	9-2015	9-2016	Change
\$110,400	\$119,000	+ 7.8%	\$126,750	\$132,000	+ 4.1%
\$200,157	\$211,825	+ 5.8%	\$195,900	\$204,000	+ 4.1%
\$115,000	\$122,500	+ 6.5%	\$135,000	\$140,054	+ 3.7%

Condo

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.

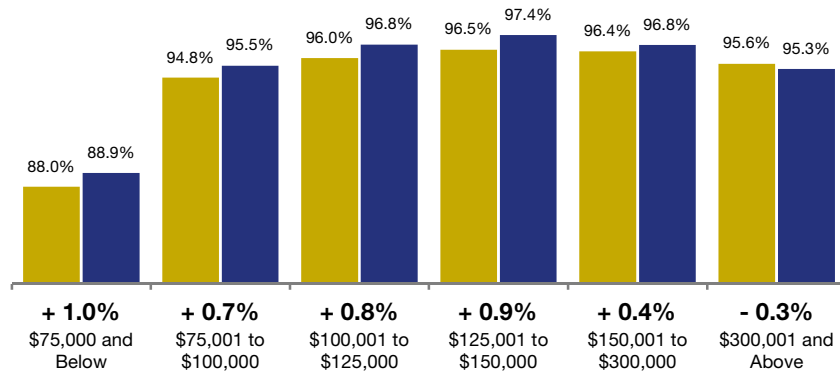
Percent of Original List Price Received



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.**

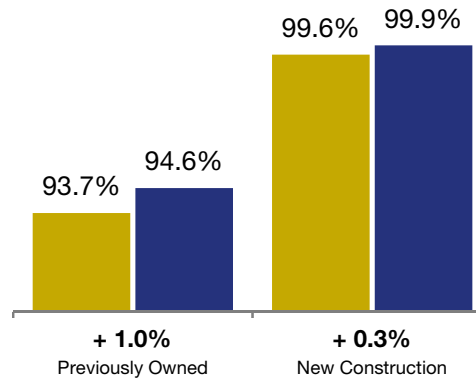
By Price Range

■ 9-2015 ■ 9-2016



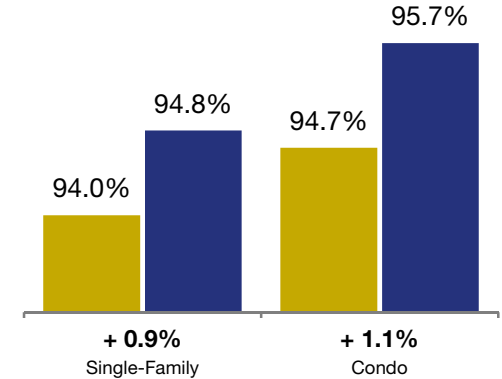
By Construction Type

■ 9-2015 ■ 9-2016



By Property Type

■ 9-2015 ■ 9-2016



All Properties

By Price Range

	9-2015	9-2016	Change
\$75,000 and Below	88.0%	88.9%	+ 1.0%
\$75,001 to \$100,000	94.8%	95.5%	+ 0.7%
\$100,001 to \$125,000	96.0%	96.8%	+ 0.8%
\$125,001 to \$150,000	96.5%	97.4%	+ 0.9%
\$150,001 to \$300,000	96.4%	96.8%	+ 0.4%
\$300,001 and Above	95.6%	95.3%	- 0.3%
All Price Ranges	94.0%	94.9%	+ 1.0%

Single-Family

	9-2015	9-2016	Change
\$75,000 and Below	88.0%	88.8%	+ 0.9%
\$75,001 to \$100,000	94.8%	95.4%	+ 0.6%
\$100,001 to \$125,000	96.0%	96.8%	+ 0.8%
\$125,001 to \$150,000	96.5%	97.4%	+ 0.9%
\$150,001 to \$300,000	96.4%	96.8%	+ 0.4%
\$300,001 and Above	95.8%	95.3%	- 0.5%
All Price Ranges	94.0%	94.8%	+ 0.9%

Condo

	9-2015	9-2016	Change
\$75,000 and Below	89.1%	90.9%	+ 2.0%
\$75,001 to \$100,000	94.5%	96.8%	+ 2.4%
\$100,001 to \$125,000	95.0%	96.1%	+ 1.2%
\$125,001 to \$150,000	96.6%	96.9%	+ 0.3%
\$150,001 to \$300,000	96.3%	96.5%	+ 0.2%
\$300,001 and Above	93.3%	95.1%	+ 1.9%
All Price Ranges	94.7%	95.7%	+ 1.1%

By Construction Type

	9-2015	9-2016	Change
Previously Owned	93.7%	94.6%	+ 1.0%
New Construction	99.6%	99.9%	+ 0.3%
All Construction Types	94.0%	94.9%	+ 1.0%

	9-2015	9-2016	Change
Previously Owned	93.7%	94.6%	+ 1.0%
New Construction	99.7%	100.0%	+ 0.3%
All Construction Types	94.0%	94.8%	+ 0.9%

	9-2015	9-2016	Change
Single-Family	93.9%	95.1%	+ 1.3%
Condo	98.9%	99.4%	+ 0.5%
All Property Types	94.7%	95.7%	+ 1.1%

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.

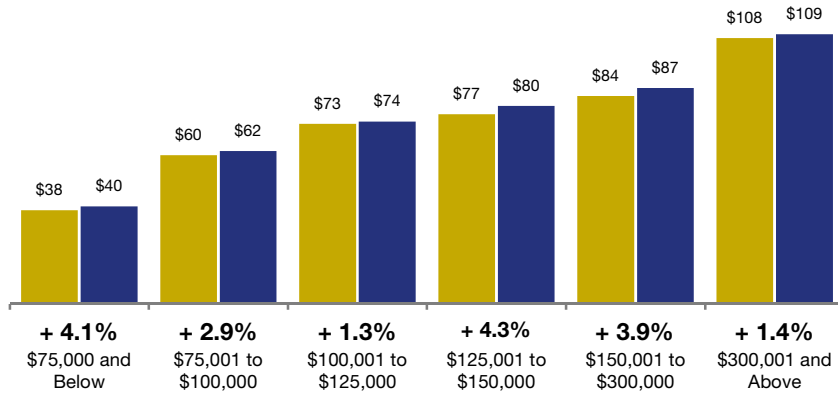
Price Per Square Foot

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



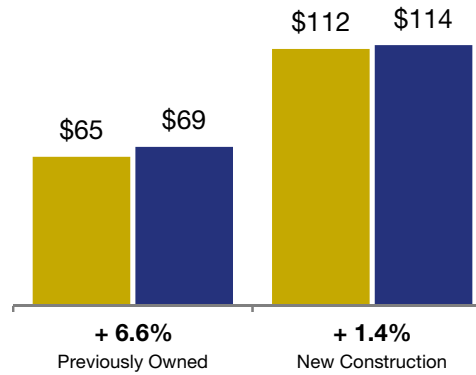
By Price Range

■ 9-2015 ■ 9-2016



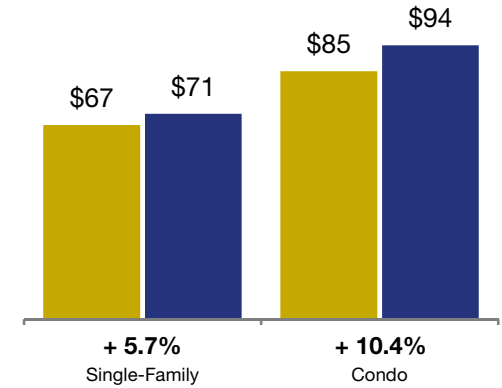
By Construction Type

■ 9-2015 ■ 9-2016



By Property Type

■ 9-2015 ■ 9-2016



All Properties

By Price Range

	9-2015	9-2016	Change
\$75,000 and Below	\$38	\$40	+ 4.1%
\$75,001 to \$100,000	\$60	\$62	+ 2.9%
\$100,001 to \$125,000	\$73	\$74	+ 1.3%
\$125,001 to \$150,000	\$77	\$80	+ 4.3%
\$150,001 to \$300,000	\$84	\$87	+ 3.9%
\$300,001 and Above	\$108	\$109	+ 1.4%
All Price Ranges	\$68	\$72	+ 5.8%

Single-Family

	9-2015	9-2016	Change
\$75,000 and Below	\$38	\$39	+ 4.1%
\$75,001 to \$100,000	\$60	\$61	+ 2.3%
\$100,001 to \$125,000	\$72	\$73	+ 1.3%
\$125,001 to \$150,000	\$76	\$79	+ 4.4%
\$150,001 to \$300,000	\$83	\$86	+ 3.9%
\$300,001 and Above	\$107	\$107	+ 0.3%
All Single-Family	\$67	\$71	+ 5.7%

Condo

	9-2015	9-2016	Change
\$75,000 and Below	\$49	\$53	+ 8.4%
\$75,001 to \$100,000	\$67	\$76	+ 13.2%
\$100,001 to \$125,000	\$82	\$86	+ 5.6%
\$125,001 to \$150,000	\$86	\$91	+ 5.7%
\$150,001 to \$300,000	\$102	\$110	+ 7.5%
\$300,001 and Above	\$116	\$134	+ 15.6%
All Condo	\$85	\$94	+ 10.4%

By Construction Type

	9-2015	9-2016	Change
Previously Owned	\$65	\$69	+ 6.6%
New Construction	\$112	\$114	+ 1.4%
All Construction Types	\$68	\$72	+ 5.8%

	9-2015	9-2016	Change
Previously Owned	\$64	\$68	+ 6.3%
New Construction	\$110	\$111	+ 0.8%
All Single-Family	\$67	\$71	+ 5.7%

	9-2015	9-2016	Change
Previously Owned	\$78	\$88	+ 12.2%
New Construction	\$122	\$129	+ 5.6%
All Condo	\$85	\$94	+ 10.4%

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.

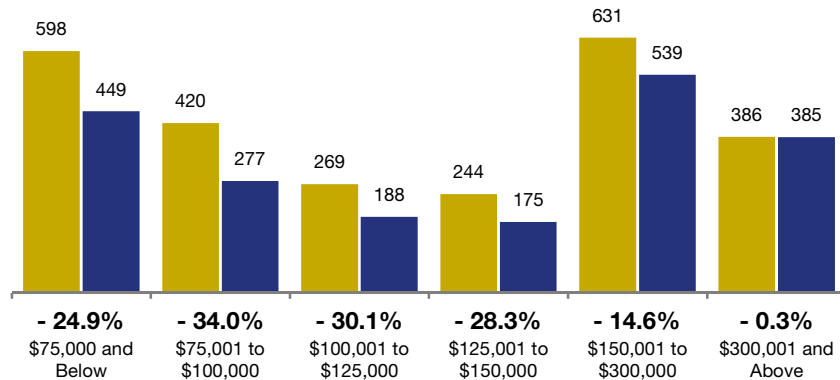
Inventory of Homes for Sale

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



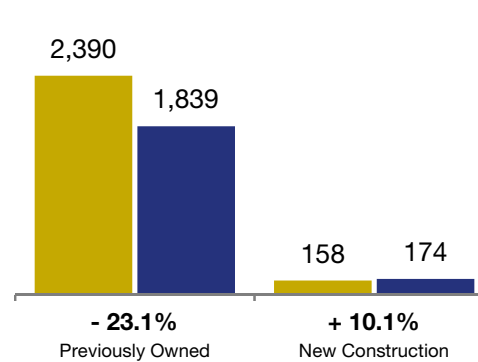
By Price Range

■ 9-2015 ■ 9-2016



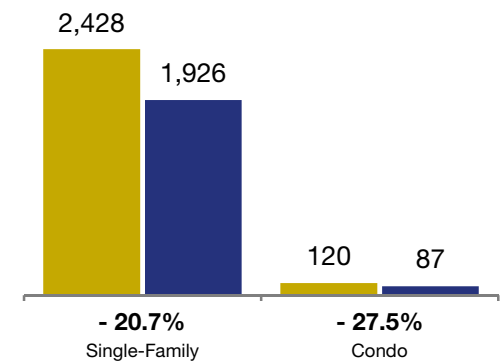
By Construction Type

■ 9-2015 ■ 9-2016



By Property Type

■ 9-2015 ■ 9-2016



All Properties

By Price Range

	9-2015	9-2016	Change
\$75,000 and Below	598	449	- 24.9%
\$75,001 to \$100,000	420	277	- 34.0%
\$100,001 to \$125,000	269	188	- 30.1%
\$125,001 to \$150,000	244	175	- 28.3%
\$150,001 to \$300,000	631	539	- 14.6%
\$300,001 and Above	386	385	- 0.3%
All Price Ranges	2,548	2,013	- 21.0%

Single-Family

	9-2015	9-2016	Change
\$75,000 and Below	579	440	- 24.0%
\$75,001 to \$100,000	405	267	- 34.1%
\$100,001 to \$125,000	260	186	- 28.5%
\$125,001 to \$150,000	230	168	- 27.0%
\$150,001 to \$300,000	588	497	- 15.5%
\$300,001 and Above	366	368	+ 0.5%
All Price Ranges	2,428	1,926	- 20.7%

Condo

	9-2015	9-2016	Change
\$75,000 and Below	19	9	- 52.6%
\$75,001 to \$100,000	15	10	- 33.3%
\$100,001 to \$125,000	9	2	- 77.8%
\$125,001 to \$150,000	14	7	- 50.0%
\$150,001 to \$300,000	43	42	- 2.3%
\$300,001 and Above	20	17	- 15.0%
All Price Ranges	120	87	- 27.5%

By Construction Type

	9-2015	9-2016	Change
Previously Owned	2,390	1,839	- 23.1%
New Construction	158	174	+ 10.1%
All Construction Types	2,548	2,013	- 21.0%

	9-2015	9-2016	Change
Previously Owned	2,300	1,778	- 22.7%
New Construction	128	148	+ 15.6%
All Construction Types	2,428	1,926	- 20.7%

	9-2015	9-2016	Change
Previously Owned	90	61	- 32.2%
New Construction	30	26	- 13.3%
All Construction Types	120	87	- 27.5%

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.

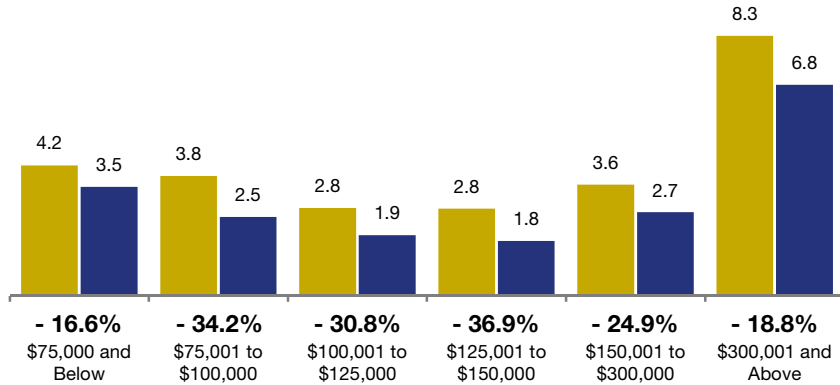
Months Supply of Inventory



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.

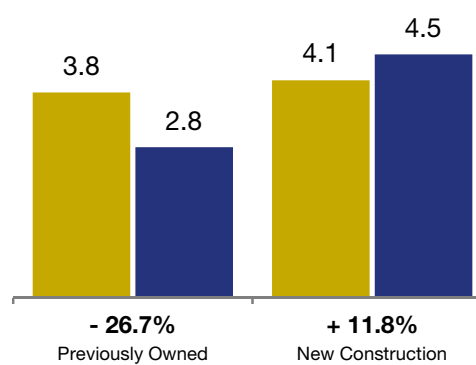
By Price Range

■ 9-2015 ■ 9-2016



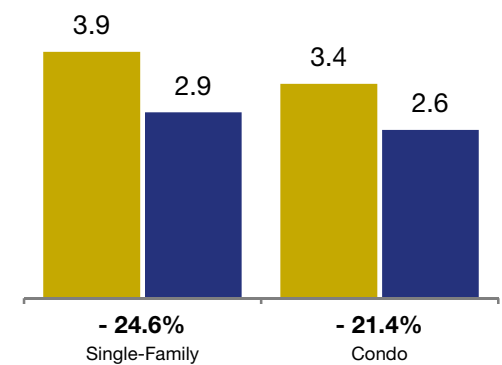
By Construction Type

■ 9-2015 ■ 9-2016



By Property Type

■ 9-2015 ■ 9-2016



All Properties

By Price Range

	9-2015	9-2016	Change
\$75,000 and Below	4.2	3.5	-16.6%
\$75,001 to \$100,000	3.8	2.5	-34.2%
\$100,001 to \$125,000	2.8	1.9	-30.8%
\$125,001 to \$150,000	2.8	1.8	-36.9%
\$150,001 to \$300,000	3.6	2.7	-24.9%
\$300,001 and Above	8.3	6.8	-18.8%
All Price Ranges	3.9	2.9	-25.6%

Single-Family

	9-2015	9-2016	Change
\$75,000 and Below	4.2	3.5	-17.1%
\$75,001 to \$100,000	3.8	2.6	-33.0%
\$100,001 to \$125,000	2.8	2.0	-29.8%
\$125,001 to \$150,000	2.9	1.8	-37.1%
\$150,001 to \$300,000	3.6	2.6	-26.4%
\$300,001 and Above	8.5	6.9	-18.9%
All Price Ranges	3.9	2.9	-24.6%

Condo

	9-2015	9-2016	Change
\$75,000 and Below	3.5	2.8	-19.8%
\$75,001 to \$100,000	4.1	1.9	-53.8%
\$100,001 to \$125,000	1.6	0.5	-66.2%
\$125,001 to \$150,000	2.0	1.2	-41.8%
\$150,001 to \$300,000	3.5	3.5	+0.4%
\$300,001 and Above	5.1	4.9	-5.3%
All Price Ranges	3.4	2.6	-21.4%

By Construction Type

	9-2015	9-2016	Change
Previously Owned	3.8	2.8	-26.7%
New Construction	4.1	4.5	+11.8%
All Construction Types	3.9	2.9	-25.6%

	9-2015	9-2016	Change
Previously Owned	3.9	2.8	-26.7%
New Construction	3.8	4.4	+14.8%
All Construction Types	3.9	2.9	-24.6%

	9-2015	9-2016	Change
Previously Owned	3.0	2.2	-27.6%
New Construction	5.5	5.7	+2.4%
All Construction Types	3.4	2.6	-21.4%

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.