

# Housing Supply Overview

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



## September 2020

Strong buyer activity has continued into the fall and the constrained supply of homes for sale, speedy sales, and multiple offers across many segments of the market will remain common so long as buyer demand remains at elevated levels. For the 12-month period spanning October 2019 through September 2020, Closed Sales in the Fort Wayne region were up 4.1 percent overall. The price range with the largest gain in sales was the \$300,001 and Above range, where they increased 19.6 percent.

The overall Median Sales Price was up 6.5 percent to \$164,000. The property type with the largest price gain was the Townhouse-Condo segment, where prices increased 6.9 percent to \$184,900. The overall Percent of Original List Price Received at Sale was up 0.5 percent to 97.2.

Market-wide, inventory levels were down 42.9 percent. The property type that lost the least inventory was the Townhouse-Condo segment, where it decreased 30.0 percent. That amounts to 1.1 months supply for Single-Family homes and 1.4 months supply for Condos.

## Quick Facts

**+ 19.6%**

Price Range with  
Strongest Closed Sales:

**\$300,001 and Above**

**+ 7.9%**

Construction Status with  
Strongest Closed Sales:

**New Construction**

**+ 7.9%**

Property Type with  
Strongest Closed Sales:

**Condo**

|   |   |
|---|---|
| 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.

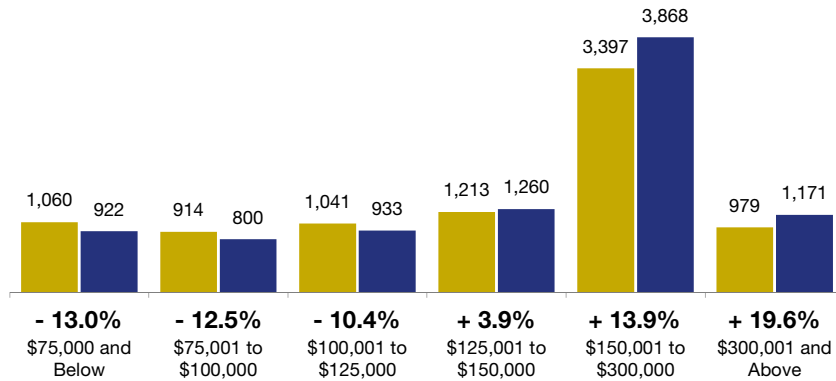
# Closed Sales

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



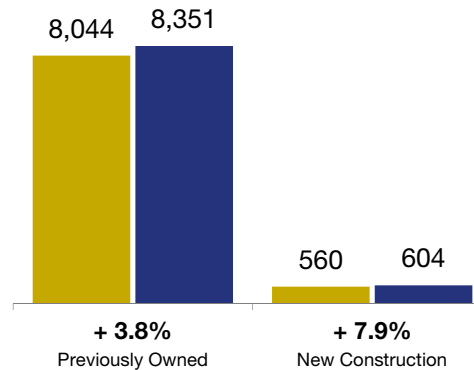
## By Price Range

■ 9-2019 ■ 9-2020



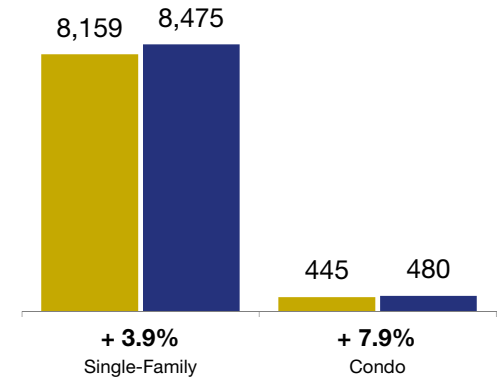
## By Construction Type

■ 9-2019 ■ 9-2020



## By Property Type

■ 9-2019 ■ 9-2020



## All Properties

### By Price Range

|                         | 9-2019       | 9-2020       | Change        |
|-------------------------|--------------|--------------|---------------|
| \$75,000 and Below      | 1,060        | 922          | - 13.0%       |
| \$75,001 to \$100,000   | 914          | 800          | - 12.5%       |
| \$100,001 to \$125,000  | 1,041        | 933          | - 10.4%       |
| \$125,001 to \$150,000  | 1,213        | 1,260        | + 3.9%        |
| \$150,001 to \$300,000  | 3,397        | 3,868        | + 13.9%       |
| \$300,001 and Above     | 979          | 1,171        | + 19.6%       |
| <b>All Price Ranges</b> | <b>8,604</b> | <b>8,955</b> | <b>+ 4.1%</b> |

## Single-Family

|                         | 9-2019       | 9-2020       | Change        |
|-------------------------|--------------|--------------|---------------|
| \$75,000 and Below      | 1,042        | 899          | - 13.7%       |
| \$75,001 to \$100,000   | 878          | 775          | - 11.7%       |
| \$100,001 to \$125,000  | 995          | 882          | - 11.4%       |
| \$125,001 to \$150,000  | 1,151        | 1,209        | + 5.0%        |
| \$150,001 to \$300,000  | 3,174        | 3,625        | + 14.2%       |
| \$300,001 and Above     | 919          | 1,084        | + 18.0%       |
| <b>All Price Ranges</b> | <b>8,159</b> | <b>8,475</b> | <b>+ 3.9%</b> |

## Condo

|                         | 9-2019     | 9-2020     | Change        |
|-------------------------|------------|------------|---------------|
| \$75,000 and Below      | 18         | 23         | + 27.8%       |
| \$75,001 to \$100,000   | 36         | 25         | - 30.6%       |
| \$100,001 to \$125,000  | 46         | 51         | + 10.9%       |
| \$125,001 to \$150,000  | 62         | 51         | - 17.7%       |
| \$150,001 to \$300,000  | 223        | 243        | + 9.0%        |
| \$300,001 and Above     | 60         | 87         | + 45.0%       |
| <b>All Price Ranges</b> | <b>445</b> | <b>480</b> | <b>+ 7.9%</b> |

### By Construction Type

|                               | 9-2019       | 9-2020       | Change        |
|-------------------------------|--------------|--------------|---------------|
| Previously Owned              | 8,044        | 8,351        | + 3.8%        |
| New Construction              | 560          | 604          | + 7.9%        |
| <b>All Construction Types</b> | <b>8,604</b> | <b>8,955</b> | <b>+ 4.1%</b> |

|                               | 9-2019       | 9-2020       | Change        |
|-------------------------------|--------------|--------------|---------------|
| Previously Owned              | 7,664        | 7,951        | + 3.7%        |
| New Construction              | 495          | 524          | + 5.9%        |
| <b>All Construction Types</b> | <b>8,159</b> | <b>8,475</b> | <b>+ 3.9%</b> |

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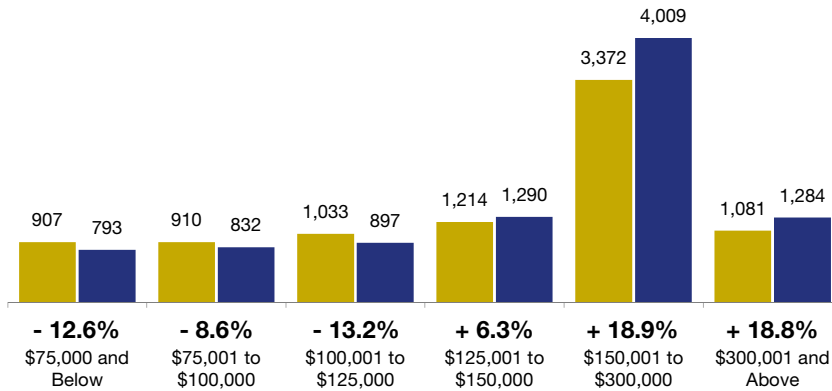
# Pending Sales

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



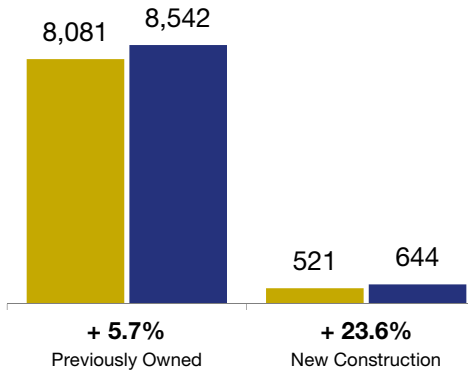
## By Price Range

■ 9-2019 ■ 9-2020



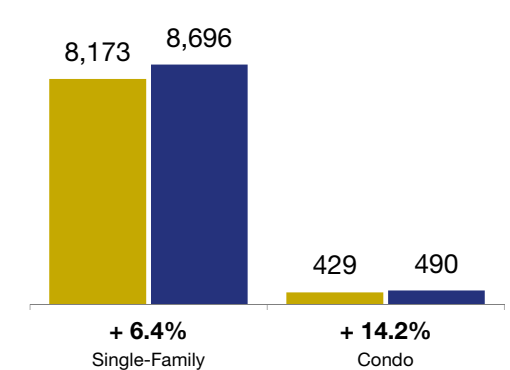
## By Construction Type

■ 9-2019 ■ 9-2020



## By Property Type

■ 9-2019 ■ 9-2020



## All Properties

### By Price Range

|                         | 9-2019       | 9-2020       | Change        |
|-------------------------|--------------|--------------|---------------|
| \$75,000 and Below      | 907          | 793          | - 12.6%       |
| \$75,001 to \$100,000   | 910          | 832          | - 8.6%        |
| \$100,001 to \$125,000  | 1,033        | 897          | - 13.2%       |
| \$125,001 to \$150,000  | 1,214        | 1,290        | + 6.3%        |
| \$150,001 to \$300,000  | 3,372        | 4,009        | + 18.9%       |
| \$300,001 and Above     | 1,081        | 1,284        | + 18.8%       |
| <b>All Price Ranges</b> | <b>8,602</b> | <b>9,186</b> | <b>+ 6.8%</b> |

## Single-Family

| 9-2019       | 9-2020       | Change        |
|--------------|--------------|---------------|
| 891          | 773          | - 13.2%       |
| 874          | 809          | - 7.4%        |
| 985          | 846          | - 14.1%       |
| 1,165        | 1,242        | + 6.6%        |
| 3,156        | 3,756        | + 19.0%       |
| 1,017        | 1,190        | + 17.0%       |
| <b>8,173</b> | <b>8,696</b> | <b>+ 6.4%</b> |

## Condo

|  | 9-2019     | 9-2020     | Change         |
|--|------------|------------|----------------|
|  | 16         | 20         | + 25.0%        |
|  | 36         | 23         | - 36.1%        |
|  | 48         | 51         | + 6.3%         |
|  | 49         | 48         | - 2.0%         |
|  | 216        | 253        | + 17.1%        |
|  | 64         | 94         | + 46.9%        |
|  | <b>429</b> | <b>490</b> | <b>+ 14.2%</b> |

### By Construction Type

|                               | 9-2019       | 9-2020       | Change        |
|-------------------------------|--------------|--------------|---------------|
| Previously Owned              | 8,081        | 8,542        | + 5.7%        |
| New Construction              | 521          | 644          | + 23.6%       |
| <b>All Construction Types</b> | <b>8,602</b> | <b>9,186</b> | <b>+ 6.8%</b> |

| 9-2019       | 9-2020       | Change        |
|--------------|--------------|---------------|
| 7,702        | 8,140        | + 5.7%        |
| 471          | 556          | + 18.0%       |
| <b>8,173</b> | <b>8,696</b> | <b>+ 6.4%</b> |

|  | 9-2019 | 9-2020 | Change  |
|--|--------|--------|---------|
|  | 379    | 402    | + 6.1%  |
|  | 50     | 88     | + 76.0% |
|  | 429    | 490    | + 14.2% |

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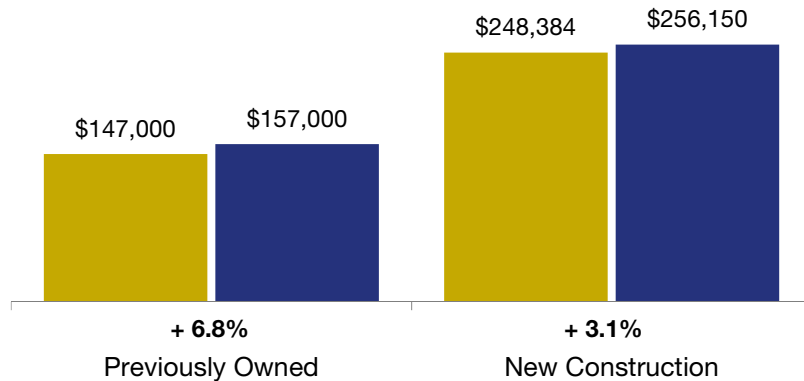
# Median Sales Price

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



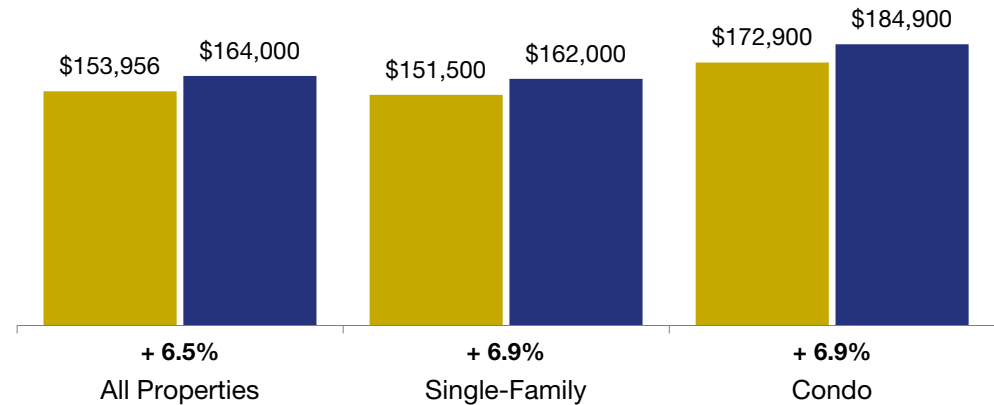
## By Construction Type

■ 9-2019 ■ 9-2020



## By Property Type

■ 9-2019 ■ 9-2020



### All Properties

| By Construction Type          | 9-2019           | 9-2020           | Change        |
|-------------------------------|------------------|------------------|---------------|
| Previously Owned              | \$147,000        | \$157,000        | + 6.8%        |
| New Construction              | \$248,384        | \$256,150        | + 3.1%        |
| <b>All Construction Types</b> | <b>\$153,956</b> | <b>\$164,000</b> | <b>+ 6.5%</b> |

### Single-Family

| 9-2019           | 9-2020           | Change        |
|------------------|------------------|---------------|
| \$145,500        | \$156,000        | + 7.2%        |
| \$248,400        | \$256,900        | + 3.4%        |
| <b>\$151,500</b> | <b>\$162,000</b> | <b>+ 6.9%</b> |

### Condo

| 9-2019           | 9-2020           | Change        |
|------------------|------------------|---------------|
| \$163,500        | \$170,000        | + 4.0%        |
| \$244,900        | \$249,700        | + 2.0%        |
| <b>\$172,900</b> | <b>\$184,900</b> | <b>+ 6.9%</b> |

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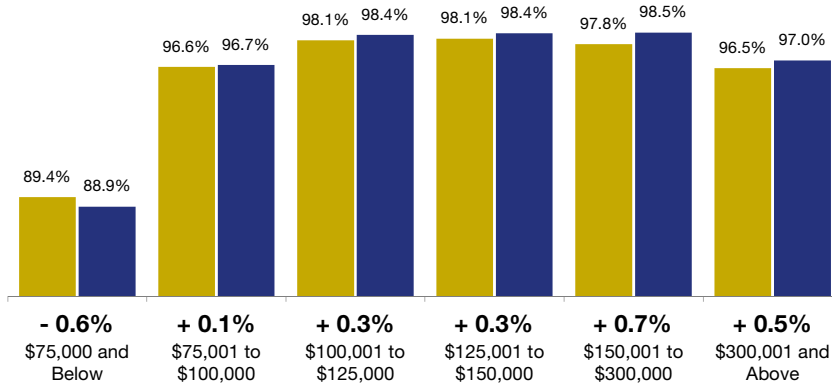
# Percent of Original List Price Received



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.**

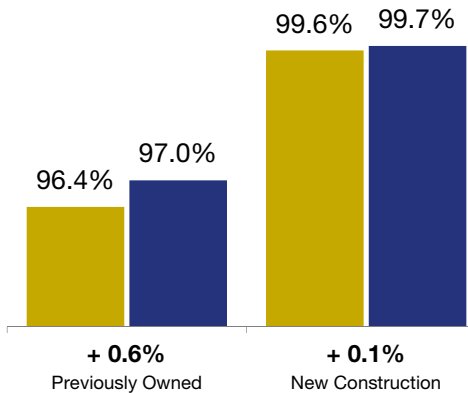
## By Price Range

■ 9-2019 ■ 9-2020



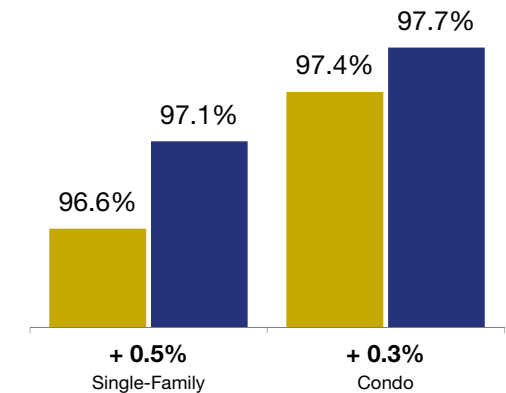
## By Construction Type

■ 9-2019 ■ 9-2020



## By Property Type

■ 9-2019 ■ 9-2020



## All Properties

### By Price Range

|                         | 9-2019       | 9-2020       | Change        |
|-------------------------|--------------|--------------|---------------|
| \$75,000 and Below      | 89.4%        | 88.9%        | - 0.6%        |
| \$75,001 to \$100,000   | 96.6%        | 96.7%        | + 0.1%        |
| \$100,001 to \$125,000  | 98.1%        | 98.4%        | + 0.3%        |
| \$125,001 to \$150,000  | 98.1%        | 98.4%        | + 0.3%        |
| \$150,001 to \$300,000  | 97.8%        | 98.5%        | + 0.7%        |
| \$300,001 and Above     | 96.5%        | 97.0%        | + 0.5%        |
| <b>All Price Ranges</b> | <b>96.6%</b> | <b>97.2%</b> | <b>+ 0.6%</b> |

## Single-Family

|                         | 9-2019       | 9-2020       | Change        |
|-------------------------|--------------|--------------|---------------|
| \$75,000 and Below      | 89.5%        | 88.8%        | - 0.8%        |
| \$75,001 to \$100,000   | 96.5%        | 96.7%        | + 0.2%        |
| \$100,001 to \$125,000  | 98.1%        | 98.3%        | + 0.2%        |
| \$125,001 to \$150,000  | 98.2%        | 98.5%        | + 0.3%        |
| \$150,001 to \$300,000  | 97.8%        | 98.5%        | + 0.7%        |
| \$300,001 and Above     | 96.5%        | 96.9%        | + 0.4%        |
| <b>All Price Ranges</b> | <b>96.6%</b> | <b>97.1%</b> | <b>+ 0.5%</b> |

## Condo

|                         | 9-2019       | 9-2020       | Change        |
|-------------------------|--------------|--------------|---------------|
| \$75,000 and Below      | 86.8%        | 92.5%        | + 6.6%        |
| \$75,001 to \$100,000   | 98.8%        | 97.5%        | - 1.3%        |
| \$100,001 to \$125,000  | 98.2%        | 99.1%        | + 0.9%        |
| \$125,001 to \$150,000  | 96.5%        | 97.3%        | + 0.8%        |
| \$150,001 to \$300,000  | 98.3%        | 98.1%        | - 0.2%        |
| \$300,001 and Above     | 96.9%        | 97.5%        | + 0.6%        |
| <b>All Price Ranges</b> | <b>97.4%</b> | <b>97.7%</b> | <b>+ 0.3%</b> |

### By Construction Type

|                               | 9-2019       | 9-2020       | Change        |
|-------------------------------|--------------|--------------|---------------|
| Previously Owned              | 96.4%        | 97.0%        | + 0.6%        |
| New Construction              | 99.6%        | 99.7%        | + 0.1%        |
| <b>All Construction Types</b> | <b>96.6%</b> | <b>97.2%</b> | <b>+ 0.6%</b> |

|                               | 9-2019       | 9-2020       | Change        |
|-------------------------------|--------------|--------------|---------------|
| Previously Owned              | 96.4%        | 97.0%        | + 0.6%        |
| New Construction              | 99.5%        | 99.7%        | + 0.2%        |
| <b>All Construction Types</b> | <b>96.6%</b> | <b>97.1%</b> | <b>+ 0.5%</b> |

|                               | 9-2019       | 9-2020       | Change        |
|-------------------------------|--------------|--------------|---------------|
| Previously Owned              | 96.9%        | 97.3%        | + 0.4%        |
| New Construction              | 100.3%       | 99.6%        | - 0.7%        |
| <b>All Construction Types</b> | <b>97.4%</b> | <b>97.7%</b> | <b>+ 0.3%</b> |

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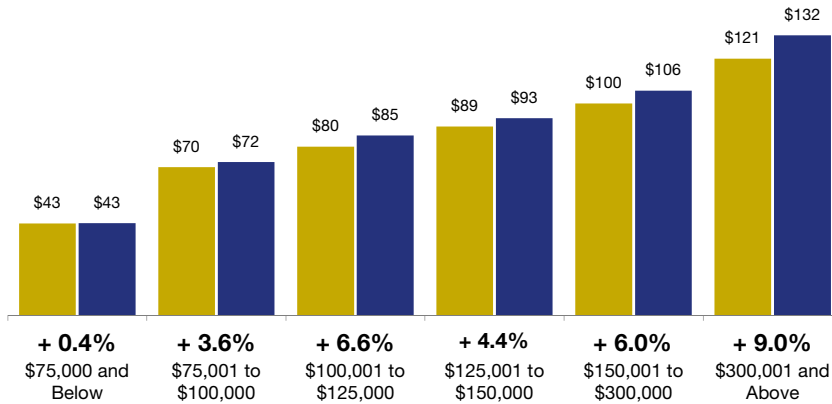
# Price Per Square Foot

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



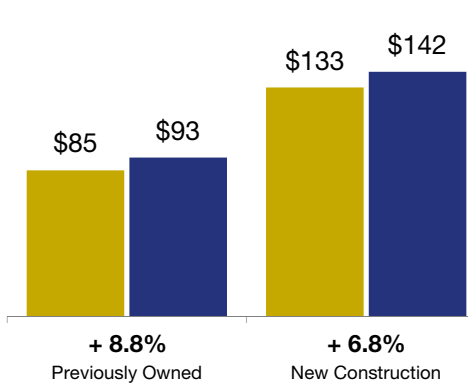
## By Price Range

■ 9-2019 ■ 9-2020



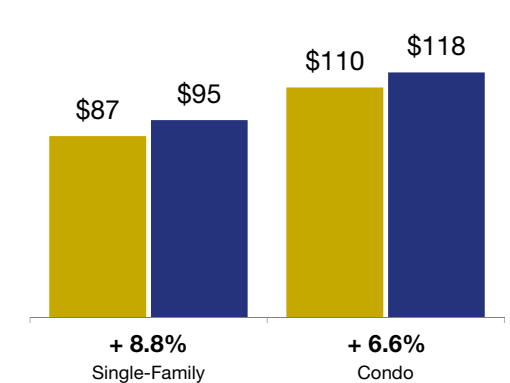
## By Construction Type

■ 9-2019 ■ 9-2020



## By Property Type

■ 9-2019 ■ 9-2020



## All Properties

### By Price Range

|                         | 9-2019      | 9-2020      | Change        |
|-------------------------|-------------|-------------|---------------|
| \$75,000 and Below      | \$43        | \$43        | + 0.4%        |
| \$75,001 to \$100,000   | \$70        | \$72        | + 3.6%        |
| \$100,001 to \$125,000  | \$80        | \$85        | + 6.6%        |
| \$125,001 to \$150,000  | \$89        | \$93        | + 4.4%        |
| \$150,001 to \$300,000  | \$100       | \$106       | + 6.0%        |
| \$300,001 and Above     | \$121       | \$132       | + 9.0%        |
| <b>All Price Ranges</b> | <b>\$88</b> | <b>\$96</b> | <b>+ 8.7%</b> |

## Single-Family

| 9-2019      | 9-2020      | Change        |
|-------------|-------------|---------------|
| \$43        | \$43        | - 0.0%        |
| \$69        | \$72        | + 4.0%        |
| \$79        | \$84        | + 6.2%        |
| \$88        | \$93        | + 4.8%        |
| \$99        | \$105       | + 6.2%        |
| \$119       | \$130       | + 8.8%        |
| <b>\$87</b> | <b>\$95</b> | <b>+ 8.8%</b> |

## Condo

|  | 9-2019       | 9-2020       | Change        |
|--|--------------|--------------|---------------|
|  | \$49         | \$55         | + 12.2%       |
|  | \$79         | \$77         | - 2.6%        |
|  | \$90         | \$100        | + 10.7%       |
|  | \$103        | \$103        | - 0.1%        |
|  | \$117        | \$120        | + 3.1%        |
|  | \$148        | \$158        | + 7.2%        |
|  | <b>\$110</b> | <b>\$118</b> | <b>+ 6.6%</b> |

### By Construction Type

|                               | 9-2019      | 9-2020      | Change        |
|-------------------------------|-------------|-------------|---------------|
| Previously Owned              | \$85        | \$93        | + 8.8%        |
| New Construction              | \$133       | \$142       | + 6.8%        |
| <b>All Construction Types</b> | <b>\$88</b> | <b>\$96</b> | <b>+ 8.7%</b> |

| 9-2019      | 9-2020      | Change        |
|-------------|-------------|---------------|
| \$84        | \$92        | + 8.9%        |
| \$131       | \$140       | + 7.0%        |
| <b>\$87</b> | <b>\$95</b> | <b>+ 8.8%</b> |

|  | 9-2019       | 9-2020       | Change        |
|--|--------------|--------------|---------------|
|  | \$104        | \$110        | + 6.3%        |
|  | \$149        | \$155        | + 3.8%        |
|  | <b>\$110</b> | <b>\$118</b> | <b>+ 6.6%</b> |

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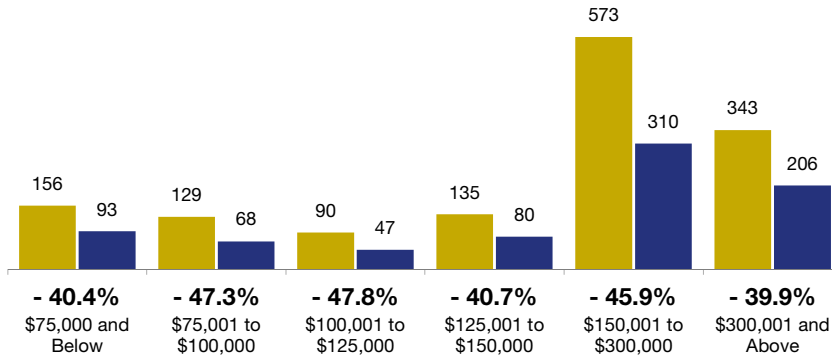
# Inventory of Homes for Sale

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



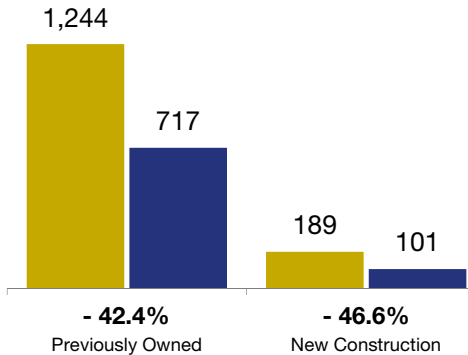
## By Price Range

■ 9-2019 ■ 9-2020



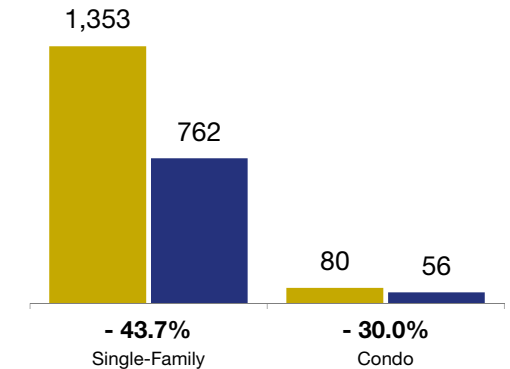
## By Construction Type

■ 9-2019 ■ 9-2020



## By Property Type

■ 9-2019 ■ 9-2020



### All Properties

#### By Price Range

|                         | 9-2019       | 9-2020     | Change         |
|-------------------------|--------------|------------|----------------|
| \$75,000 and Below      | 156          | 93         | - 40.4%        |
| \$75,001 to \$100,000   | 129          | 68         | - 47.3%        |
| \$100,001 to \$125,000  | 90           | 47         | - 47.8%        |
| \$125,001 to \$150,000  | 135          | 80         | - 40.7%        |
| \$150,001 to \$300,000  | 573          | 310        | - 45.9%        |
| \$300,001 and Above     | 343          | 206        | - 39.9%        |
| <b>All Price Ranges</b> | <b>1,433</b> | <b>818</b> | <b>- 42.9%</b> |

### Single-Family

| 9-2019       | 9-2020     | Change         |
|--------------|------------|----------------|
| 154          | 93         | - 39.6%        |
| 125          | 67         | - 46.4%        |
| 88           | 44         | - 50.0%        |
| 134          | 78         | - 41.8%        |
| 536          | 287        | - 46.5%        |
| 309          | 180        | - 41.7%        |
| <b>1,353</b> | <b>762</b> | <b>- 43.7%</b> |

### Condo

|  | 9-2019    | 9-2020    | Change         |
|--|-----------|-----------|----------------|
|  | 2         | 0         | - 100.0%       |
|  | 4         | 1         | - 75.0%        |
|  | 2         | 3         | + 50.0%        |
|  | 1         | 2         | + 100.0%       |
|  | 37        | 23        | - 37.8%        |
|  | 34        | 26        | - 23.5%        |
|  | <b>80</b> | <b>56</b> | <b>- 30.0%</b> |

#### By Construction Type

|                               | 9-2019       | 9-2020     | Change         |
|-------------------------------|--------------|------------|----------------|
| Previously Owned              | 1,244        | 717        | - 42.4%        |
| New Construction              | 189          | 101        | - 46.6%        |
| <b>All Construction Types</b> | <b>1,433</b> | <b>818</b> | <b>- 42.9%</b> |

| 9-2019       | 9-2020     | Change         |
|--------------|------------|----------------|
| 1,198        | 677        | - 43.5%        |
| 155          | 85         | - 45.2%        |
| <b>1,353</b> | <b>762</b> | <b>- 43.7%</b> |

|  | 9-2019 | 9-2020 | Change  |
|--|--------|--------|---------|
|  | 46     | 40     | - 13.0% |
|  | 34     | 16     | - 52.9% |
|  | 80     | 56     | - 30.0% |

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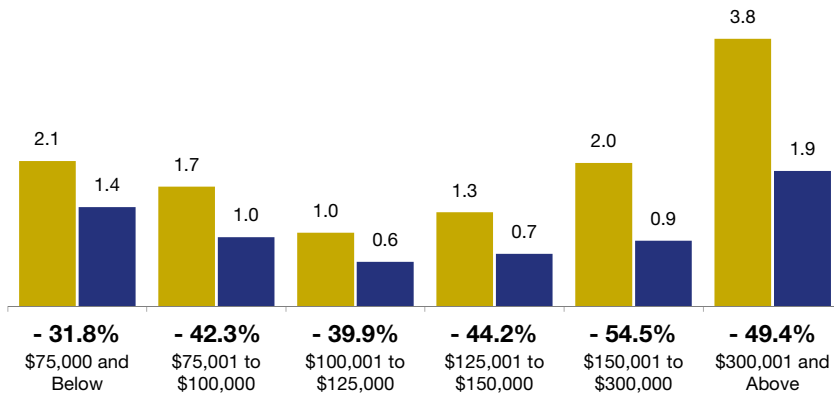
# Months Supply of Inventory

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.



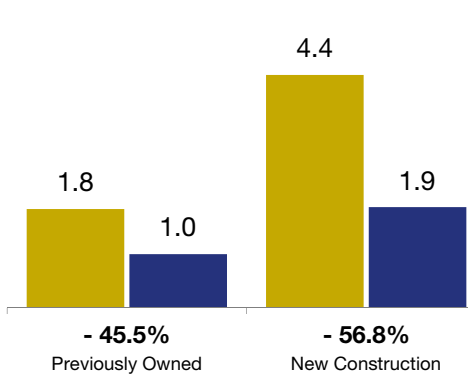
## By Price Range

■ 9-2019 ■ 9-2020



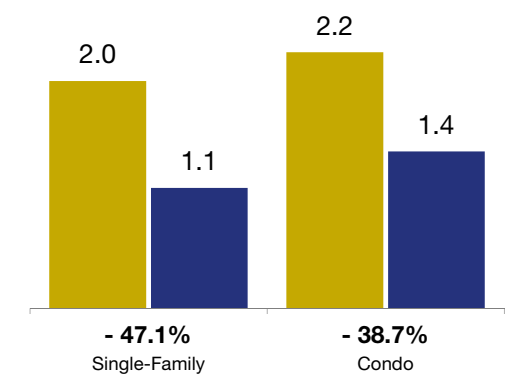
## By Construction Type

■ 9-2019 ■ 9-2020



## By Property Type

■ 9-2019 ■ 9-2020



## All Properties

### By Price Range

|                         | 9-2019     | 9-2020     | Change         |
|-------------------------|------------|------------|----------------|
| \$75,000 and Below      | 2.1        | 1.4        | - 31.8%        |
| \$75,001 to \$100,000   | 1.7        | 1.0        | - 42.3%        |
| \$100,001 to \$125,000  | 1.0        | 0.6        | - 39.9%        |
| \$125,001 to \$150,000  | 1.3        | 0.7        | - 44.2%        |
| \$150,001 to \$300,000  | 2.0        | 0.9        | - 54.5%        |
| \$300,001 and Above     | 3.8        | 1.9        | - 49.4%        |
| <b>All Price Ranges</b> | <b>2.0</b> | <b>1.1</b> | <b>- 45.0%</b> |

## Single-Family

| 9-2019     | 9-2020     | Change         |
|------------|------------|----------------|
| 2.1        | 1.4        | - 30.4%        |
| 1.7        | 1.0        | - 42.1%        |
| 1.1        | 0.6        | - 41.8%        |
| 1.4        | 0.8        | - 45.4%        |
| 2.0        | 0.9        | - 55.0%        |
| 3.6        | 1.8        | - 50.2%        |
| <b>2.0</b> | <b>1.1</b> | <b>- 47.1%</b> |

## Condo

|  | 9-2019 | 9-2020 | Change   |
|--|--------|--------|----------|
|  | 1.3    | 0.0    | - 100.0% |
|  | 1.0    | 0.5    | - 47.8%  |
|  | 0.5    | 0.7    | + 41.2%  |
|  | 0.2    | 0.5    | + 104.2% |
|  | 2.1    | 1.1    | - 46.9%  |
|  | 6.4    | 3.3    | - 47.9%  |
|  | 2.2    | 1.4    | - 38.7%  |

### By Construction Type

|                               | 9-2019     | 9-2020     | Change         |
|-------------------------------|------------|------------|----------------|
| Previously Owned              | 1.8        | 1.0        | - 45.5%        |
| New Construction              | 4.4        | 1.9        | - 56.8%        |
| <b>All Construction Types</b> | <b>2.0</b> | <b>1.1</b> | <b>- 45.0%</b> |

| 9-2019 | 9-2020 | Change  |
|--------|--------|---------|
| 1.9    | 1.0    | - 46.5% |
| 3.9    | 1.8    | - 53.5% |
| 2.0    | 1.1    | - 47.1% |

|  | 9-2019 | 9-2020 | Change  |
|--|--------|--------|---------|
|  | 1.5    | 1.2    | - 18.0% |
|  | 8.2    | 2.2    | - 73.3% |
|  | 2.2    | 1.4    | - 38.7% |

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