



# Housing Supply Overview



## November 2016

A RESEARCH TOOL PROVIDED BY THE  
**MULTIPLE LISTING SERVICE, INC.** FOR ACTIVITY  
IN THE 4-COUNTY MILWAUKEE METROPOLITAN AREA

## Quick Facts

**+ 8.6%**

**+ 5.5%**

**+ 7.5%**

Price Range With the  
Strongest Sales:  
**\$350,001 and Above**

Construction Status With  
Strongest Sales:  
**New Construction**

Property Type With  
Strongest Sales:  
**Condo-Townhouse**

Pending Sales	<b>2</b>
Days on Market Until Sale	<b>3</b>
Median Sales Price	<b>4</b>
Percent of Original List Price Received	<b>5</b>
Inventory of Homes for Sale	<b>6</b>
Months Supply of Inventory	<b>7</b>



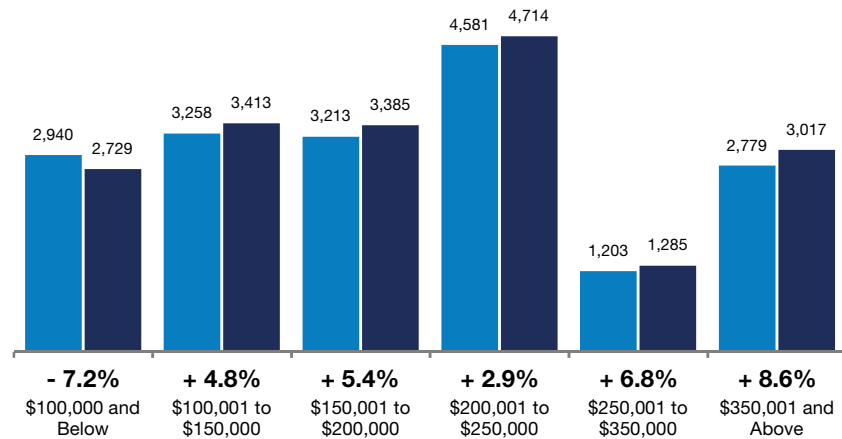
# Pending Sales

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



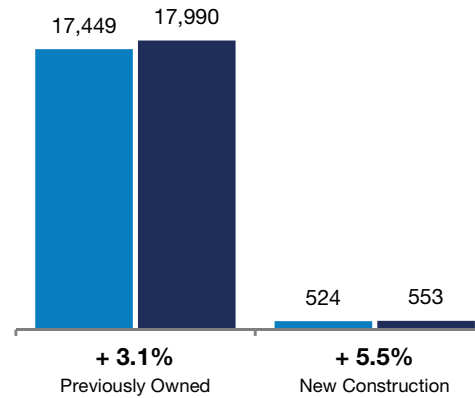
## By Price Range

■ 11-2015 ■ 11-2016



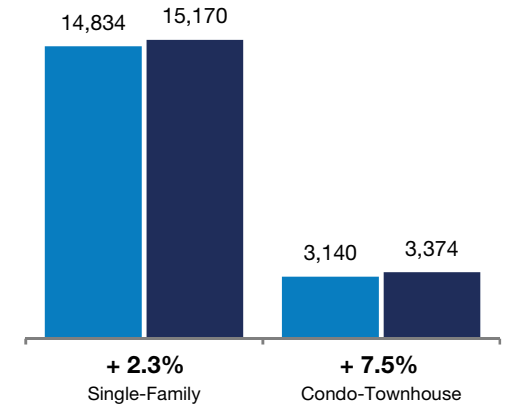
## By Construction Status

■ 11-2015 ■ 11-2016



## By Property Type

■ 11-2015 ■ 11-2016



### All Properties

By Price Range	11-2015	11-2016	Change
\$100,000 and Below	2,940	2,729	- 7.2%
\$100,001 to \$150,000	3,258	3,413	+ 4.8%
\$150,001 to \$200,000	3,213	3,385	+ 5.4%
\$200,001 to \$250,000	4,581	4,714	+ 2.9%
\$250,001 to \$350,000	1,203	1,285	+ 6.8%
\$350,001 and Above	2,779	3,017	+ 8.6%
<b>All Price Ranges</b>	<b>17,974</b>	<b>18,544</b>	<b>+ 3.2%</b>

### Single-Family

11-2015	11-2016	Change	11-2015	11-2016	Change
2,161	2,040	- 5.6%	779	689	- 11.6%
2,439	2,532	+ 3.8%	819	881	+ 7.6%
2,612	2,658	+ 1.8%	601	727	+ 21.0%
4,019	4,107	+ 2.2%	562	607	+ 8.0%
1,072	1,109	+ 3.5%	131	176	+ 34.4%
2,531	2,723	+ 7.6%	248	294	+ 18.5%
<b>14,834</b>	<b>15,170</b>	<b>+ 2.3%</b>	<b>3,140</b>	<b>3,374</b>	<b>+ 7.5%</b>

### Condo-Townhouse

By Construction Status	11-2015	11-2016	Change
Previously Owned	17,449	17,990	+ 3.1%
New Construction	524	553	+ 5.5%
<b>All Construction Statuses</b>	<b>17,974</b>	<b>18,544</b>	<b>+ 3.2%</b>

11-2015	11-2016	Change	11-2015	11-2016	Change
14,439	14,773	+ 2.3%	3,010	3,217	+ 6.9%
395	396	+ 0.3%	129	157	+ 21.7%
<b>14,834</b>	<b>15,170</b>	<b>+ 2.3%</b>	<b>3,140</b>	<b>3,374</b>	<b>+ 7.5%</b>

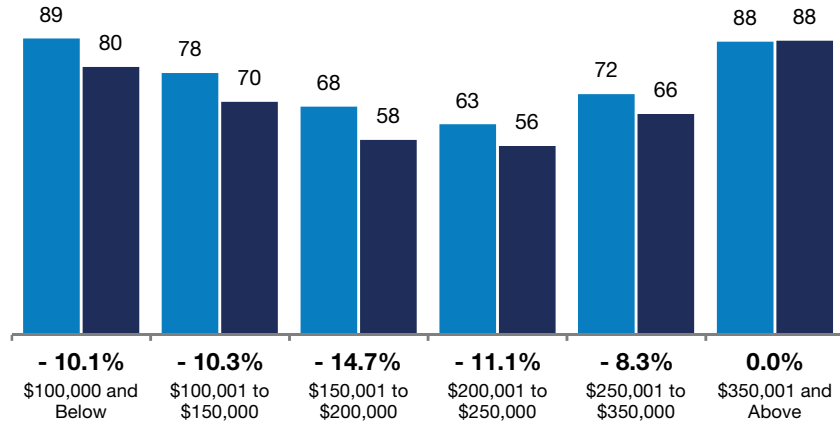
# Days on Market Until Sale

Average number of days between when a property is listed and when an offer is accepted. Based on a rolling 12-month average.



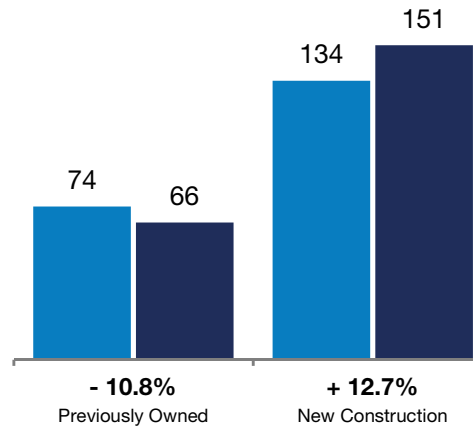
## By Price Range

■ 11-2015 ■ 11-2016



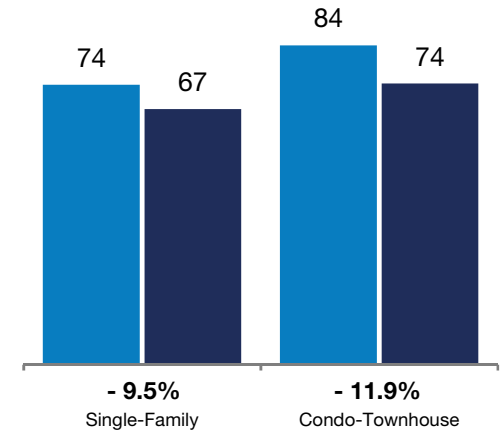
## By Construction Status

■ 11-2015 ■ 11-2016



## By Property Type

■ 11-2015 ■ 11-2016



### All Properties

#### By Price Range

	11-2015	11-2016	Change
\$100,000 and Below	89	80	-10.1%
\$100,001 to \$150,000	78	70	-10.3%
\$150,001 to \$200,000	68	58	-14.7%
\$200,001 to \$250,000	63	56	-11.1%
\$250,001 to \$350,000	72	66	-8.3%
\$350,001 and Above	88	88	0.0%
<b>All Price Ranges</b>	<b>76</b>	<b>68</b>	<b>-10.5%</b>

### Single-Family

	11-2015	11-2016	Change
Single-Family	74	67	-9.5%

### Condo-Townhouse

	11-2015	11-2016	Change
Condo-Townhouse	84	74	-11.9%

#### By Construction Status

	11-2015	11-2016	Change
Previously Owned	74	66	-10.8%
New Construction	134	151	+12.7%
<b>All Construction Statuses</b>	<b>76</b>	<b>68</b>	<b>-10.5%</b>

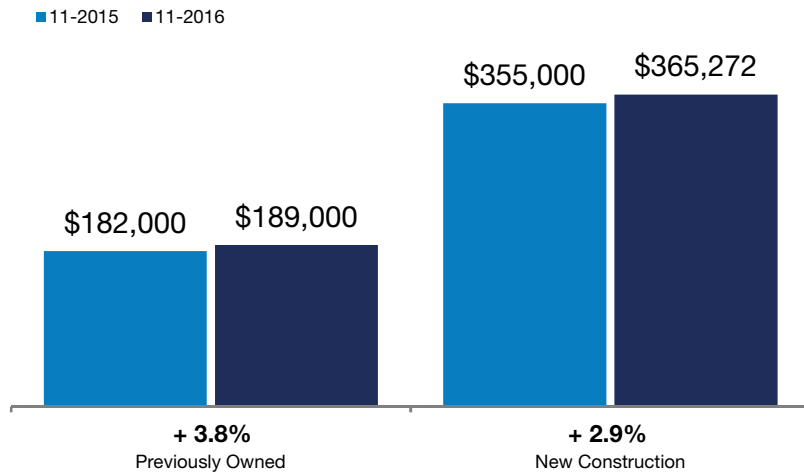
	11-2015	11-2016	Change
Single-Family	74	67	-9.5%
Condo-Townhouse	84	74	-11.9%

# Median Sales Price

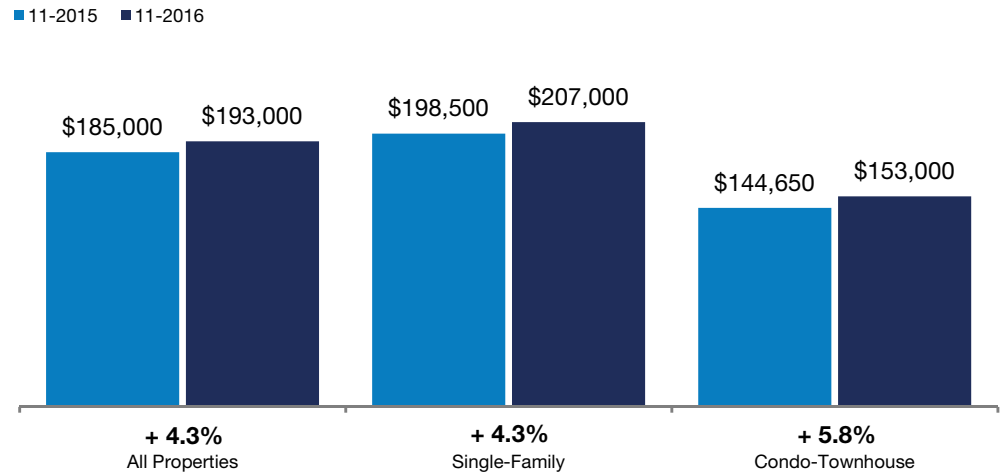
Median price point for all closed sales, not accounting for seller concessions. Based on a rolling 12-month median.



## By Construction Status



## By Property Type



### All Properties

By Construction Status	11-2015	11-2016	Change
Previously Owned	\$182,000	\$189,000	+ 3.8%
New Construction	\$355,000	\$365,272	+ 2.9%
<b>All Construction Statuses</b>	<b>\$185,000</b>	<b>\$193,000</b>	<b>+ 4.3%</b>

### Single-Family

11-2015	11-2016	Change	11-2015	11-2016	Change
\$194,000	\$202,500	+ 4.4%	\$140,000	\$149,000	+ 6.4%
\$368,688	\$380,000	+ 3.1%	\$339,528	\$343,648	+ 1.2%
<b>\$198,500</b>	<b>\$207,000</b>	<b>+ 4.3%</b>	<b>\$144,650</b>	<b>\$153,000</b>	<b>+ 5.8%</b>

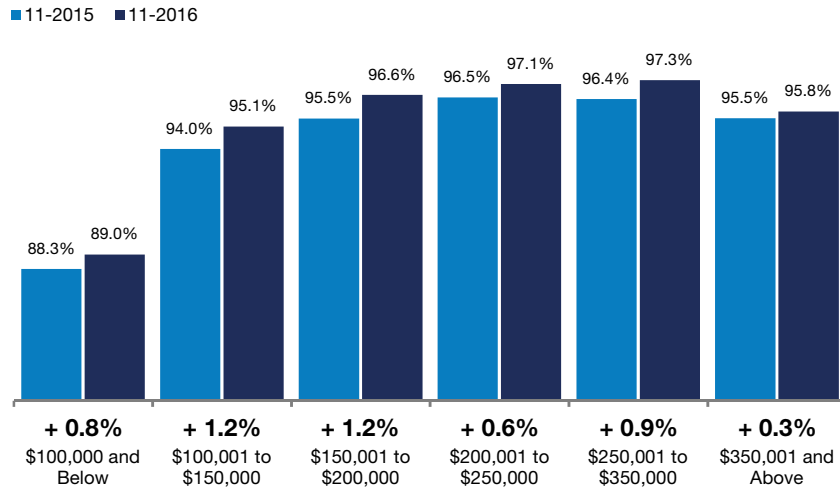
### Condo-Townhouse

# Percent of Original List Price Received

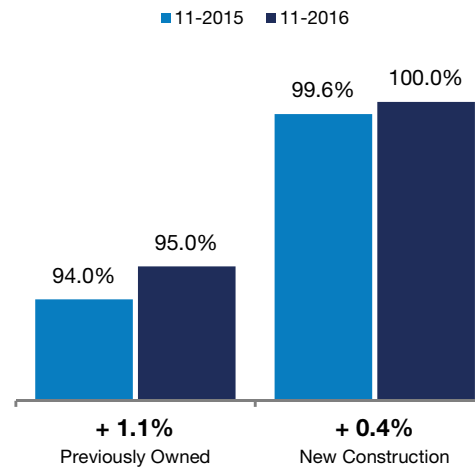
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold, not accounting for seller concessions. **Based on a rolling 12-month average.**



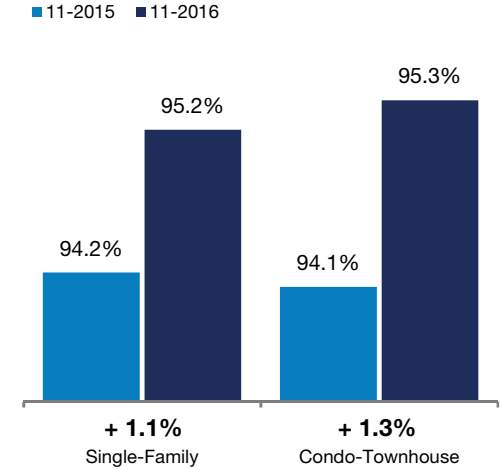
## By Price Range



## By Construction Status



## By Property Type



### All Properties

By Price Range	11-2015	11-2016	Change
\$100,000 and Below	88.3%	89.0%	+ 0.8%
\$100,001 to \$150,000	94.0%	95.1%	+ 1.2%
\$150,001 to \$200,000	95.5%	96.6%	+ 1.2%
\$200,001 to \$250,000	96.5%	97.1%	+ 0.6%
\$250,001 to \$350,000	96.4%	97.3%	+ 0.9%
\$350,001 and Above	95.5%	95.8%	+ 0.3%
<b>All Price Ranges</b>	<b>94.2%</b>	<b>95.2%</b>	<b>+ 1.1%</b>

### Single-Family

11-2015	11-2016	Change	11-2015	11-2016	Change
87.8%	88.3%	+ 0.6%	89.8%	91.0%	+ 1.3%
93.8%	94.9%	+ 1.2%	94.7%	95.6%	+ 1.0%
95.5%	96.6%	+ 1.2%	95.5%	96.7%	+ 1.3%
96.5%	97.2%	+ 0.7%	96.4%	96.7%	+ 0.3%
96.3%	97.2%	+ 0.9%	97.4%	98.1%	+ 0.7%
95.3%	95.5%	+ 0.2%	97.7%	98.5%	+ 0.8%
<b>94.2%</b>	<b>95.2%</b>	<b>+ 1.1%</b>	<b>94.1%</b>	<b>95.3%</b>	<b>+ 1.3%</b>

### Condo-Townhouse

By Construction Status	11-2015	11-2016	Change
Previously Owned	94.0%	95.0%	+ 1.1%
New Construction	99.6%	100.0%	+ 0.4%
<b>All Construction Statuses</b>	<b>94.2%</b>	<b>95.2%</b>	<b>+ 1.1%</b>

11-2015	11-2016	Change	11-2015	11-2016	Change
94.1%	95.1%	+ 1.1%	93.7%	94.9%	+ 1.3%
98.3%	98.4%	+ 0.1%	103.1%	103.8%	+ 0.7%
<b>94.2%</b>	<b>95.2%</b>	<b>+ 1.1%</b>	<b>94.1%</b>	<b>95.3%</b>	<b>+ 1.3%</b>

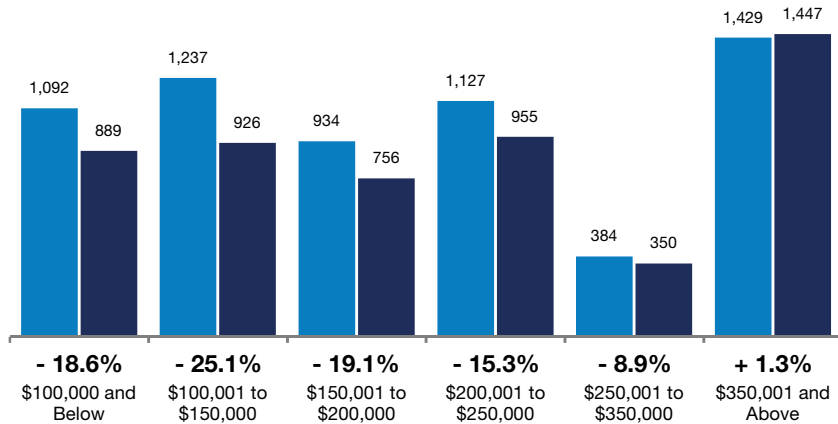
# Inventory of Homes for Sale

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



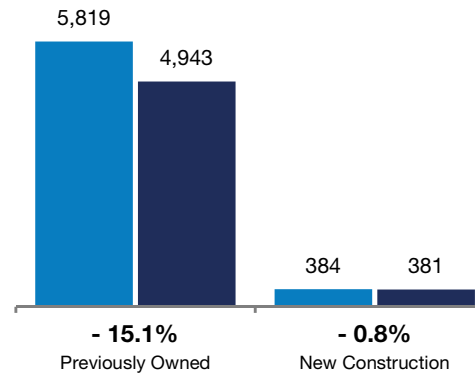
## By Price Range

■ 11-2015 ■ 11-2016



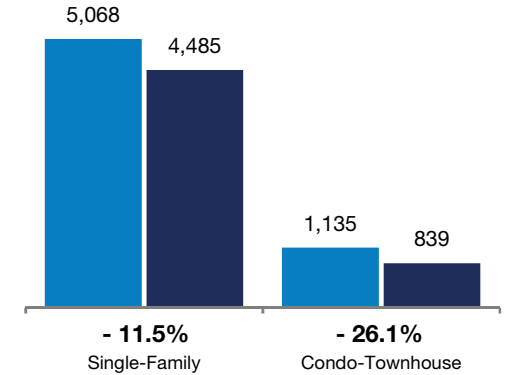
## By Construction Status

■ 11-2015 ■ 11-2016



## By Property Type

■ 11-2015 ■ 11-2016



## All Properties

### By Price Range

	11-2015	11-2016	Change
\$100,000 and Below	1,092	889	- 18.6%
\$100,001 to \$150,000	1,237	926	- 25.1%
\$150,001 to \$200,000	934	756	- 19.1%
\$200,001 to \$250,000	1,127	955	- 15.3%
\$250,001 to \$350,000	384	350	- 8.9%
\$350,001 and Above	1,429	1,447	+ 1.3%
<b>All Price Ranges</b>	<b>6,203</b>	<b>5,324</b>	<b>- 14.2%</b>

## Single-Family

	11-2015	11-2016	Change
Previously Owned	829	724	- 12.7%
New Construction	968	742	- 23.3%
Single-Family	740	585	- 20.9%
Condo-Townhouse	931	807	- 13.3%
Single-Family	311	284	- 8.7%
Condo-Townhouse	1,289	1,342	+ 4.1%
<b>All Single-Family</b>	<b>5,068</b>	<b>4,485</b>	<b>- 11.5%</b>

## Condo-Townhouse

	11-2015	11-2016	Change
Single-Family	263	165	- 37.3%
Condo-Townhouse	269	184	- 31.6%
Single-Family	194	171	- 11.9%
Condo-Townhouse	196	148	- 24.5%
Single-Family	73	66	- 9.6%
Condo-Townhouse	140	105	- 25.0%
<b>All Condo-Townhouse</b>	<b>1,135</b>	<b>839</b>	<b>- 26.1%</b>

### By Construction Status

	11-2015	11-2016	Change
Previously Owned	5,819	4,943	- 15.1%
New Construction	384	381	- 0.8%
<b>All Construction Statuses</b>	<b>6,203</b>	<b>5,324</b>	<b>- 14.2%</b>

	11-2015	11-2016	Change
Single-Family	4,806	4,191	- 12.8%
Condo-Townhouse	262	294	+ 12.2%
<b>All Single-Family</b>	<b>5,068</b>	<b>4,485</b>	<b>- 11.5%</b>

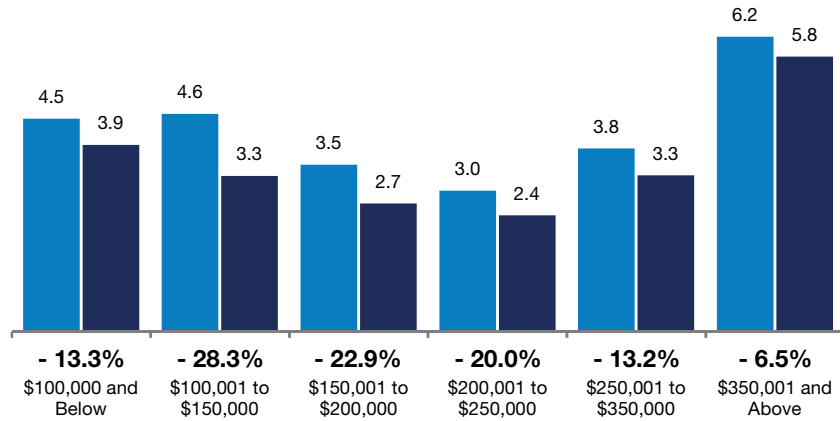
# Months Supply of Inventory

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.



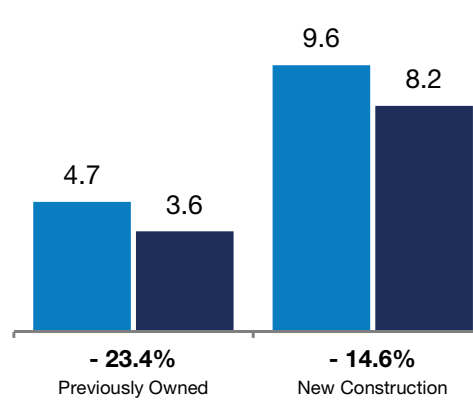
## By Price Range

■ 11-2015 ■ 11-2016



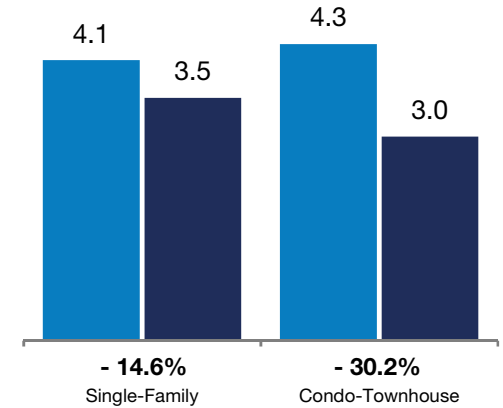
## By Construction Status

■ 11-2015 ■ 11-2016



## By Property Type

■ 11-2015 ■ 11-2016



### All Properties

#### By Price Range

	11-2015	11-2016	Change
\$100,000 and Below	4.5	3.9	- 13.3%
\$100,001 to \$150,000	4.6	3.3	- 28.3%
\$150,001 to \$200,000	3.5	2.7	- 22.9%
\$200,001 to \$250,000	3.0	2.4	- 20.0%
\$250,001 to \$350,000	3.8	3.3	- 13.2%
\$350,001 and Above	6.2	5.8	- 6.5%
<b>All Price Ranges</b>	<b>4.1</b>	<b>3.4</b>	<b>- 17.1%</b>

### Single-Family

	11-2015	11-2016	Change
\$100,000 and Below	4.6	4.3	- 6.5%
\$100,001 to \$150,000	4.8	3.5	- 27.1%
\$150,001 to \$200,000	3.4	2.6	- 23.5%
\$200,001 to \$250,000	2.8	2.4	- 14.3%
\$250,001 to \$350,000	3.5	3.1	- 11.4%
\$350,001 and Above	6.1	5.9	- 3.3%
<b>All Price Ranges</b>	<b>4.1</b>	<b>3.5</b>	<b>- 14.6%</b>

### Condo-Townhouse

	11-2015	11-2016	Change
\$100,000 and Below	4.1	2.9	- 29.3%
\$100,001 to \$150,000	3.9	2.5	- 35.9%
\$150,001 to \$200,000	3.9	2.8	- 28.2%
\$200,001 to \$250,000	4.2	2.9	- 31.0%
\$250,001 to \$350,000	6.7	4.5	- 32.8%
\$350,001 and Above	6.8	4.3	- 36.8%
<b>All Price Ranges</b>	<b>4.3</b>	<b>3.0</b>	<b>- 30.2%</b>

#### By Construction Status

	11-2015	11-2016	Change
Previously Owned	4.7	3.6	- 23.4%
New Construction	9.6	8.2	- 14.6%
<b>All Construction Statuses</b>	<b>4.1</b>	<b>3.4</b>	<b>- 17.1%</b>

	11-2015	11-2016	Change
Previously Owned	4.7	3.7	- 21.3%
New Construction	8.0	8.1	+ 1.3%
<b>All Construction Statuses</b>	<b>4.1</b>	<b>3.5</b>	<b>- 14.6%</b>