



# Housing Supply Overview



## June 2017

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

## Quick Facts

**+ 5.4%**

**+ 2.7%**

**- 3.2%**

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

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

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

|   |          |
|---|----------|
| 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> |

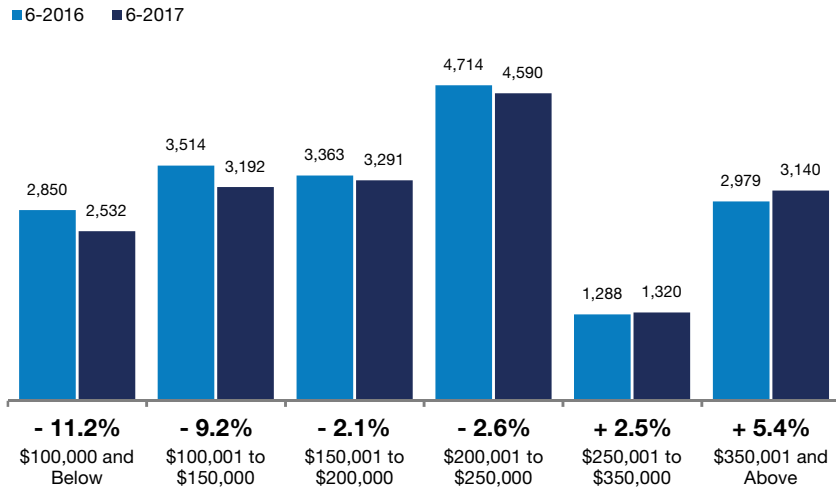


# Pending Sales

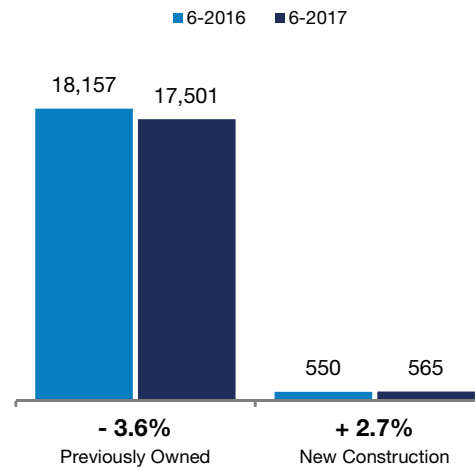
A count of properties on which offers have been accepted. Based on a rolling 12-month total.



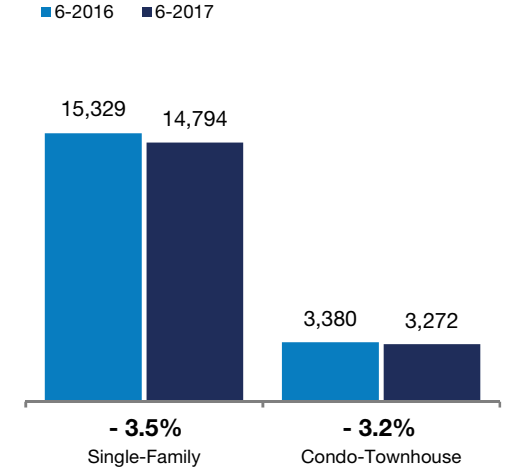
## By Price Range



## By Construction Status



## By Property Type



### All Properties

| By Price Range          | 6-2016        | 6-2017        | Change        |
|-------------------------|---------------|---------------|---------------|
| \$100,000 and Below     | 2,850         | 2,532         | - 11.2%       |
| \$100,001 to \$150,000  | 3,514         | 3,192         | - 9.2%        |
| \$150,001 to \$200,000  | 3,363         | 3,291         | - 2.1%        |
| \$200,001 to \$250,000  | 4,714         | 4,590         | - 2.6%        |
| \$250,001 to \$350,000  | 1,288         | 1,320         | + 2.5%        |
| \$350,001 and Above     | 2,979         | 3,140         | + 5.4%        |
| <b>All Price Ranges</b> | <b>18,709</b> | <b>18,066</b> | <b>- 3.4%</b> |

### Single-Family

| 6-2016        | 6-2017        | Change        | 6-2016       | 6-2017       | Change        |
|---------------|---------------|---------------|--------------|--------------|---------------|
| 2,099         | 1,889         | - 10.0%       | 751          | 643          | - 14.4%       |
| 2,595         | 2,389         | - 7.9%        | 919          | 803          | - 12.6%       |
| 2,688         | 2,545         | - 5.3%        | 675          | 746          | + 10.5%       |
| 4,116         | 3,991         | - 3.0%        | 598          | 599          | + 0.2%        |
| 1,124         | 1,141         | + 1.5%        | 164          | 179          | + 9.1%        |
| 2,706         | 2,838         | + 4.9%        | 273          | 302          | + 10.6%       |
| <b>15,329</b> | <b>14,794</b> | <b>- 3.5%</b> | <b>3,380</b> | <b>3,272</b> | <b>- 3.2%</b> |

### Condo-Townhouse

| By Construction Status           | 6-2016        | 6-2017        | Change        |
|----------------------------------|---------------|---------------|---------------|
| Previously Owned                 | 18,157        | 17,501        | - 3.6%        |
| New Construction                 | 550           | 565           | + 2.7%        |
| <b>All Construction Statuses</b> | <b>18,709</b> | <b>18,066</b> | <b>- 3.4%</b> |

| 6-2016        | 6-2017        | Change        | 6-2016       | 6-2017       | Change        |
|---------------|---------------|---------------|--------------|--------------|---------------|
| 14,929        | 14,391        | - 3.6%        | 3,228        | 3,110        | - 3.7%        |
| 399           | 403           | + 1.0%        | 151          | 162          | + 7.3%        |
| <b>15,329</b> | <b>14,794</b> | <b>- 3.5%</b> | <b>3,380</b> | <b>3,272</b> | <b>- 3.2%</b> |

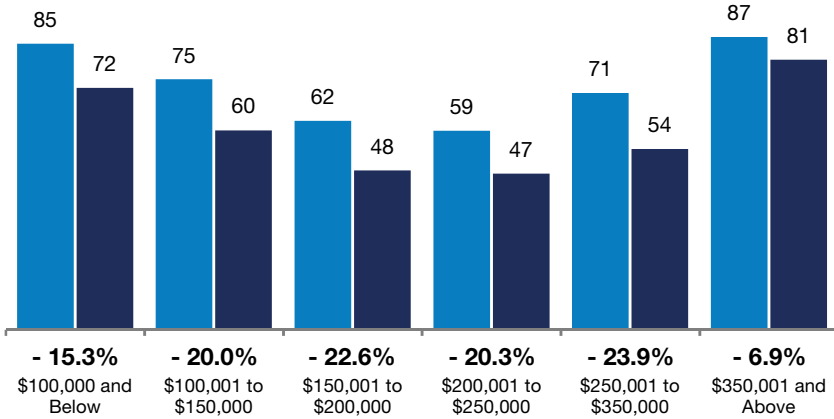
# Days on Market Until Sale

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



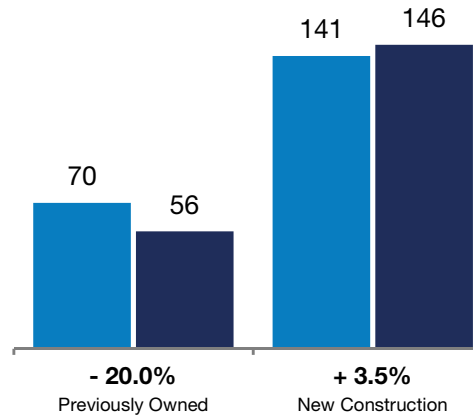
## By Price Range

■ 6-2016 ■ 6-2017



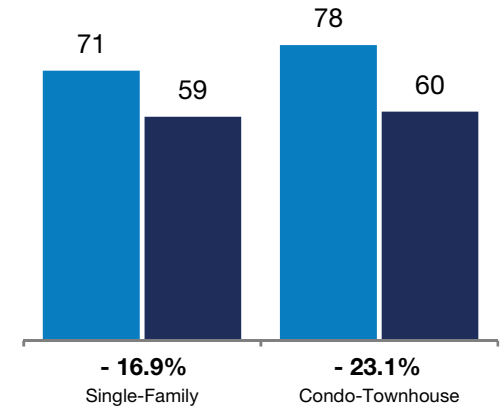
## By Construction Status

■ 6-2016 ■ 6-2017



## By Property Type

■ 6-2016 ■ 6-2017



### All Properties

#### By Price Range

|                         | 6-2016    | 6-2017    | Change         |
|-------------------------|-----------|-----------|----------------|
| \$100,000 and Below     | 85        | 72        | - 15.3%        |
| \$100,001 to \$150,000  | 75        | 60        | - 20.0%        |
| \$150,001 to \$200,000  | 62        | 48        | - 22.6%        |
| \$200,001 to \$250,000  | 59        | 47        | - 20.3%        |
| \$250,001 to \$350,000  | 71        | 54        | - 23.9%        |
| \$350,001 and Above     | 87        | 81        | - 6.9%         |
| <b>All Price Ranges</b> | <b>72</b> | <b>59</b> | <b>- 18.1%</b> |

### Single-Family

|                         | 6-2016    | 6-2017    | Change         |
|-------------------------|-----------|-----------|----------------|
| \$100,000 and Below     | 85        | 74        | - 12.9%        |
| \$100,001 to \$150,000  | 76        | 61        | - 19.7%        |
| \$150,001 to \$200,000  | 62        | 47        | - 24.2%        |
| \$200,001 to \$250,000  | 58        | 46        | - 20.7%        |
| \$250,001 to \$350,000  | 66        | 51        | - 22.7%        |
| \$350,001 and Above     | 87        | 80        | - 8.0%         |
| <b>All Price Ranges</b> | <b>71</b> | <b>59</b> | <b>- 16.9%</b> |

### Condo-Townhouse

|                         | 6-2016    | 6-2017    | Change         |
|-------------------------|-----------|-----------|----------------|
| \$100,000 and Below     | 86        | 68        | - 20.9%        |
| \$100,001 to \$150,000  | 72        | 56        | - 22.2%        |
| \$150,001 to \$200,000  | 65        | 51        | - 21.5%        |
| \$200,001 to \$250,000  | 73        | 53        | - 27.4%        |
| \$250,001 to \$350,000  | 107       | 79        | - 26.2%        |
| \$350,001 and Above     | 95        | 83        | - 12.6%        |
| <b>All Price Ranges</b> | <b>78</b> | <b>60</b> | <b>- 23.1%</b> |

#### By Construction Status

|                                  | 6-2016    | 6-2017    | Change         |
|----------------------------------|-----------|-----------|----------------|
| Previously Owned                 | 70        | 56        | - 20.0%        |
| New Construction                 | 141       | 146       | + 3.5%         |
| <b>All Construction Statuses</b> | <b>72</b> | <b>59</b> | <b>- 18.1%</b> |

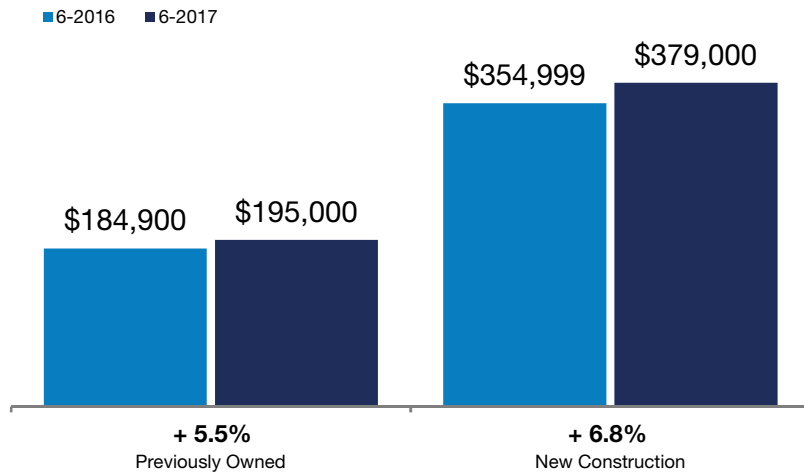
|                                  | 6-2016    | 6-2017    | Change         |
|----------------------------------|-----------|-----------|----------------|
| Previously Owned                 | 69        | 56        | - 18.8%        |
| New Construction                 | 138       | 150       | + 8.7%         |
| <b>All Construction Statuses</b> | <b>71</b> | <b>59</b> | <b>- 16.9%</b> |

# Median Sales Price

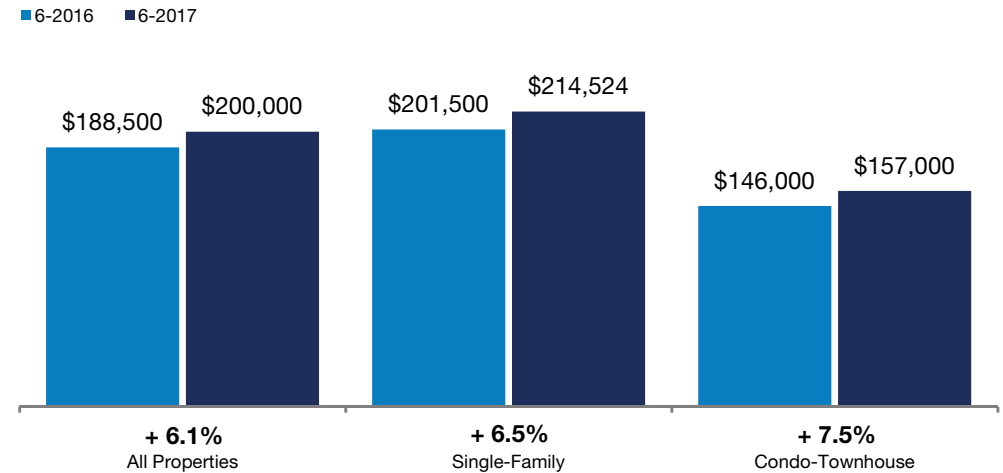
Median price point for all closed sales, not accounting for seller concessions. Based on a rolling 12-month median.



## By Construction Status



## By Property Type



### All Properties

| By Construction Status           | 6-2016           | 6-2017           | Change        |
|----------------------------------|------------------|------------------|---------------|
| Previously Owned                 | \$184,900        | \$195,000        | + 5.5%        |
| New Construction                 | \$354,999        | \$379,000        | + 6.8%        |
| <b>All Construction Statuses</b> | <b>\$188,500</b> | <b>\$200,000</b> | <b>+ 6.1%</b> |

### Single-Family

| 6-2016           | 6-2017           | Change        | 6-2016           | 6-2017           | Change        |
|------------------|------------------|---------------|------------------|------------------|---------------|
| \$198,000        | \$210,000        | + 6.1%        | \$142,000        | \$154,000        | + 8.5%        |
| \$373,700        | \$390,000        | + 4.4%        | \$333,000        | \$353,500        | + 6.2%        |
| <b>\$201,500</b> | <b>\$214,524</b> | <b>+ 6.5%</b> | <b>\$146,000</b> | <b>\$157,000</b> | <b>+ 7.5%</b> |

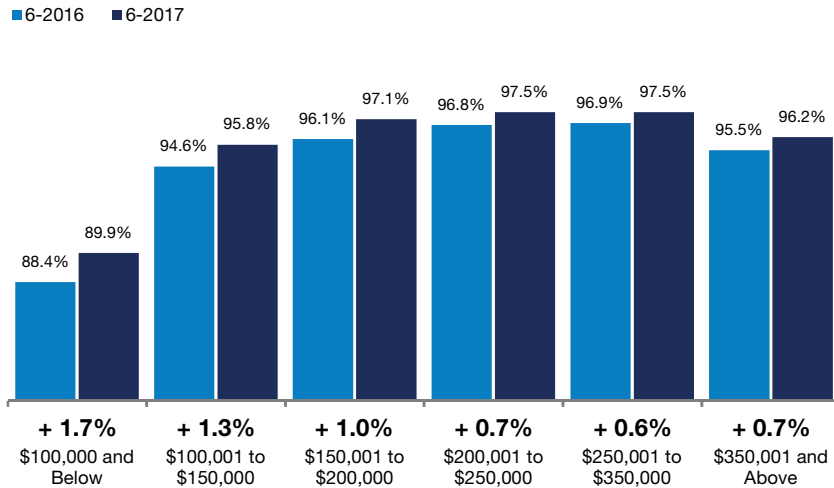
### Condo-Townhouse

# Percent of Original List Price Received

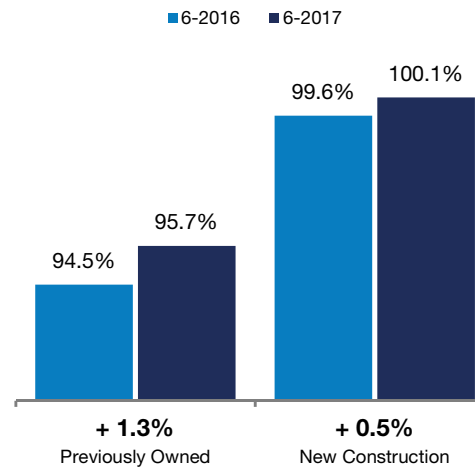
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold, not accounting for seller concessions. **Based on a rolling 12-month average.**



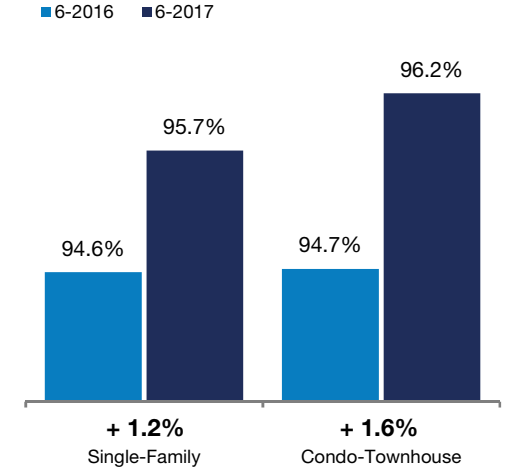
## By Price Range



## By Construction Status



## By Property Type



### All Properties

| By Price Range          | 6-2016       | 6-2017       | Change        |
|-------------------------|--------------|--------------|---------------|
| \$100,000 and Below     | 88.4%        | 89.9%        | + 1.7%        |
| \$100,001 to \$150,000  | 94.6%        | 95.8%        | + 1.3%        |
| \$150,001 to \$200,000  | 96.1%        | 97.1%        | + 1.0%        |
| \$200,001 to \$250,000  | 96.8%        | 97.5%        | + 0.7%        |
| \$250,001 to \$350,000  | 96.9%        | 97.5%        | + 0.6%        |
| \$350,001 and Above     | 95.5%        | 96.2%        | + 0.7%        |
| <b>All Price Ranges</b> | <b>94.6%</b> | <b>95.8%</b> | <b>+ 1.3%</b> |

### Single-Family

| 6-2016       | 6-2017       | Change        | 6-2016       | 6-2017       | Change        |
|--------------|--------------|---------------|--------------|--------------|---------------|
| 87.6%        | 89.2%        | + 1.8%        | 90.5%        | 92.0%        | + 1.7%        |
| 94.4%        | 95.5%        | + 1.2%        | 95.3%        | 96.4%        | + 1.2%        |
| 96.1%        | 97.0%        | + 0.9%        | 96.1%        | 97.6%        | + 1.6%        |
| 96.9%        | 97.6%        | + 0.7%        | 96.6%        | 97.2%        | + 0.6%        |
| 96.9%        | 97.4%        | + 0.5%        | 97.4%        | 98.5%        | + 1.1%        |
| 95.3%        | 95.9%        | + 0.6%        | 97.1%        | 98.9%        | + 1.9%        |
| <b>94.6%</b> | <b>95.7%</b> | <b>+ 1.2%</b> | <b>94.7%</b> | <b>96.2%</b> | <b>+ 1.6%</b> |

### Condo-Townhouse

| By Construction Status           | 6-2016       | 6-2017       | Change        |
|----------------------------------|--------------|--------------|---------------|
| Previously Owned                 | 94.5%        | 95.7%        | + 1.3%        |
| New Construction                 | 99.6%        | 100.1%       | + 0.5%        |
| <b>All Construction Statuses</b> | <b>94.6%</b> | <b>95.8%</b> | <b>+ 1.3%</b> |

| 6-2016       | 6-2017       | Change        | 6-2016       | 6-2017       | Change        |
|--------------|--------------|---------------|--------------|--------------|---------------|
| 94.5%        | 95.6%        | + 1.2%        | 94.3%        | 95.8%        | + 1.6%        |
| 98.8%        | 98.6%        | - 0.2%        | 101.8%       | 104.2%       | + 2.4%        |
| <b>94.6%</b> | <b>95.7%</b> | <b>+ 1.2%</b> | <b>94.7%</b> | <b>96.2%</b> | <b>+ 1.6%</b> |

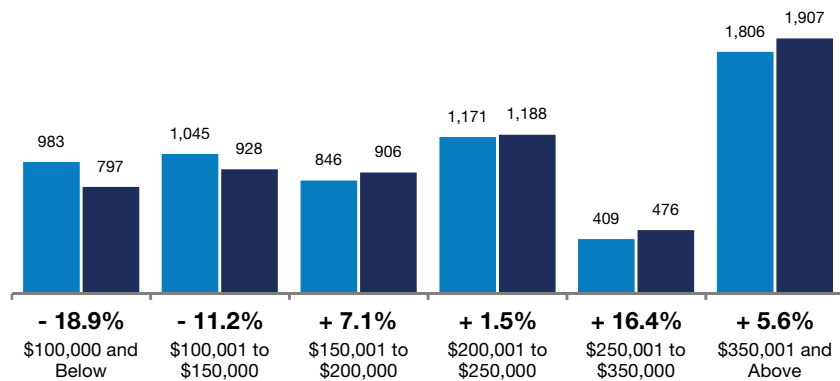
# Inventory of Homes for Sale

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



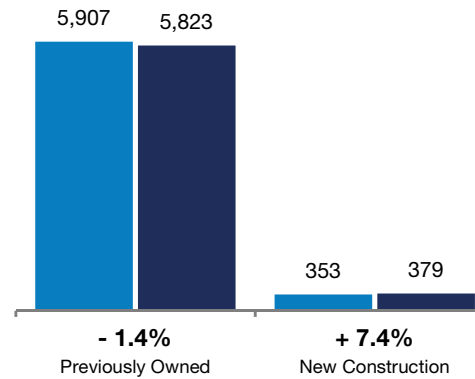
## By Price Range

■ 6-2016 ■ 6-2017



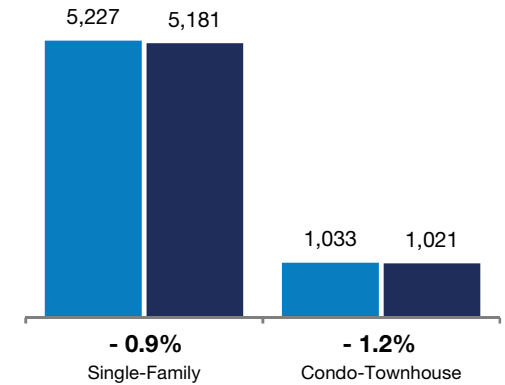
## By Construction Status

■ 6-2016 ■ 6-2017



## By Property Type

■ 6-2016 ■ 6-2017



### All Properties

#### By Price Range

|                         | 6-2016       | 6-2017       | Change        |
|-------------------------|--------------|--------------|---------------|
| \$100,000 and Below     | 983          | 797          | - 18.9%       |
| \$100,001 to \$150,000  | 1,045        | 928          | - 11.2%       |
| \$150,001 to \$200,000  | 846          | 906          | + 7.1%        |
| \$200,001 to \$250,000  | 1,171        | 1,188        | + 1.5%        |
| \$250,001 to \$350,000  | 409          | 476          | + 16.4%       |
| \$350,001 and Above     | 1,806        | 1,907        | + 5.6%        |
| <b>All Price Ranges</b> | <b>6,260</b> | <b>6,202</b> | <b>- 0.9%</b> |

### Single-Family

|                         | 6-2016       | 6-2017       | Change        |
|-------------------------|--------------|--------------|---------------|
| Previously Owned        | 5,907        | 5,823        | - 1.4%        |
| New Construction        | 353          | 379          | + 7.4%        |
| <b>All Price Ranges</b> | <b>6,260</b> | <b>6,202</b> | <b>- 0.9%</b> |

### Condo-Townhouse

|                         | 6-2016       | 6-2017       | Change        |
|-------------------------|--------------|--------------|---------------|
| Single-Family           | 5,227        | 5,181        | - 0.9%        |
| Condo-Townhouse         | 1,033        | 1,021        | - 1.2%        |
| <b>All Price Ranges</b> | <b>6,260</b> | <b>6,202</b> | <b>- 0.9%</b> |

#### By Construction Status

|                                  | 6-2016       | 6-2017       | Change        |
|----------------------------------|--------------|--------------|---------------|
| Previously Owned                 | 5,907        | 5,823        | - 1.4%        |
| New Construction                 | 353          | 379          | + 7.4%        |
| <b>All Construction Statuses</b> | <b>6,260</b> | <b>6,202</b> | <b>- 0.9%</b> |

|                                  | 6-2016       | 6-2017       | Change        |
|----------------------------------|--------------|--------------|---------------|
| Single-Family                    | 4,962        | 4,929        | - 0.7%        |
| Condo-Townhouse                  | 265          | 252          | - 4.9%        |
| <b>All Construction Statuses</b> | <b>5,227</b> | <b>5,181</b> | <b>- 0.9%</b> |

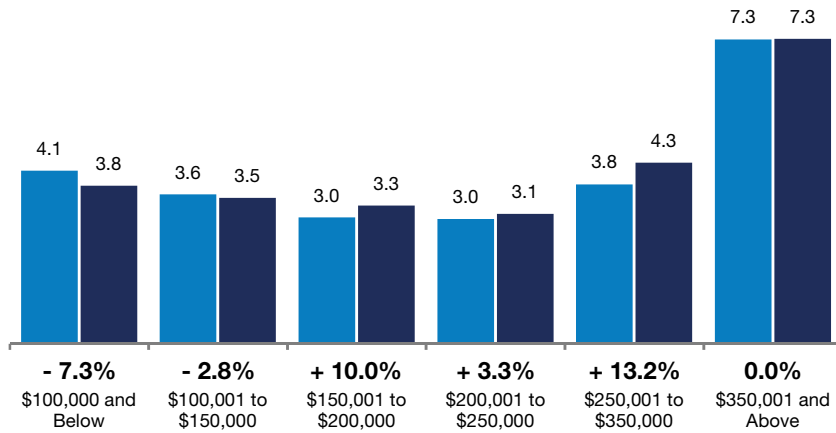
# Months Supply of Inventory

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.



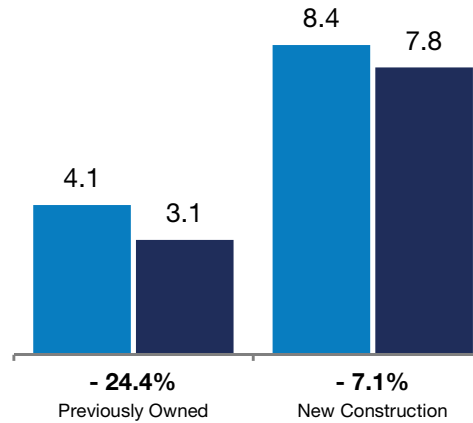
## By Price Range

■ 6-2016 ■ 6-2017



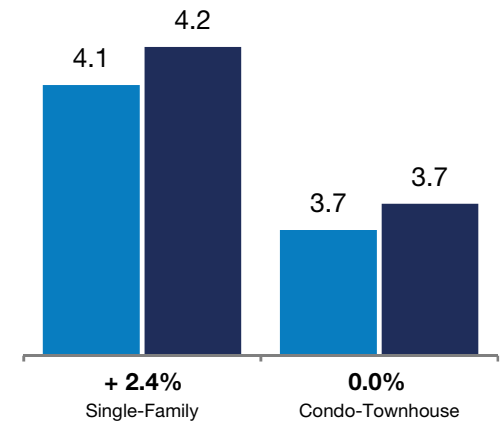
## By Construction Status

■ 6-2016 ■ 6-2017



## By Property Type

■ 6-2016 ■ 6-2017



### All Properties

#### By Price Range

|                         | 6-2016     | 6-2017     | Change        |
|-------------------------|------------|------------|---------------|
| \$100,000 and Below     | 4.1        | 3.8        | - 7.3%        |
| \$100,001 to \$150,000  | 3.6        | 3.5        | - 2.8%        |
| \$150,001 to \$200,000  | 3.0        | 3.3        | + 10.0%       |
| \$200,001 to \$250,000  | 3.0        | 3.1        | + 3.3%        |
| \$250,001 to \$350,000  | 3.8        | 4.3        | + 13.2%       |
| \$350,001 and Above     | 7.3        | 7.3        | 0.0%          |
| <b>All Price Ranges</b> | <b>4.0</b> | <b>4.1</b> | <b>+ 2.5%</b> |

### Single-Family

|                           | 6-2016     | 6-2017     | Change        |
|---------------------------|------------|------------|---------------|
| Previously Owned          | 4.3        | 4.1        | - 4.7%        |
| New Construction          | 3.9        | 3.7        | - 5.1%        |
| Single-Family             | 2.9        | 3.3        | + 13.8%       |
| Condo-Townhouse           | 2.9        | 3.0        | + 3.4%        |
| Single-Family             | 3.6        | 4.2        | + 16.7%       |
| Condo-Townhouse           | 5.4        | 5.2        | - 3.7%        |
| Single-Family             | 7.4        | 7.3        | - 1.4%        |
| Condo-Townhouse           | 6.1        | 7.3        | + 19.7%       |
| <b>All Price Ranges</b>   | <b>4.1</b> | <b>4.2</b> | <b>+ 2.4%</b> |
| <b>All Property Types</b> | <b>3.7</b> | <b>3.7</b> | <b>0.0%</b>   |

### Condo-Townhouse

#### By Construction Status

|                                  | 6-2016     | 6-2017     | Change        |
|----------------------------------|------------|------------|---------------|
| Previously Owned                 | 4.1        | 3.1        | - 24.4%       |
| New Construction                 | 8.4        | 7.8        | - 7.1%        |
| <b>All Construction Statuses</b> | <b>4.0</b> | <b>4.1</b> | <b>+ 2.5%</b> |

|                                  | 6-2016     | 6-2017     | Change        |
|----------------------------------|------------|------------|---------------|
| Previously Owned                 | 4.1        | 3.2        | - 22.0%       |
| New Construction                 | 7.6        | 8.0        | + 5.3%        |
| <b>All Construction Statuses</b> | <b>4.1</b> | <b>4.2</b> | <b>+ 2.4%</b> |
| <b>All Property Types</b>        | <b>3.7</b> | <b>3.7</b> | <b>0.0%</b>   |