



# Housing Supply Overview



## July 2017

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

## Quick Facts

**+ 8.8%**

**+ 4.4%**

**- 2.0%**

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>

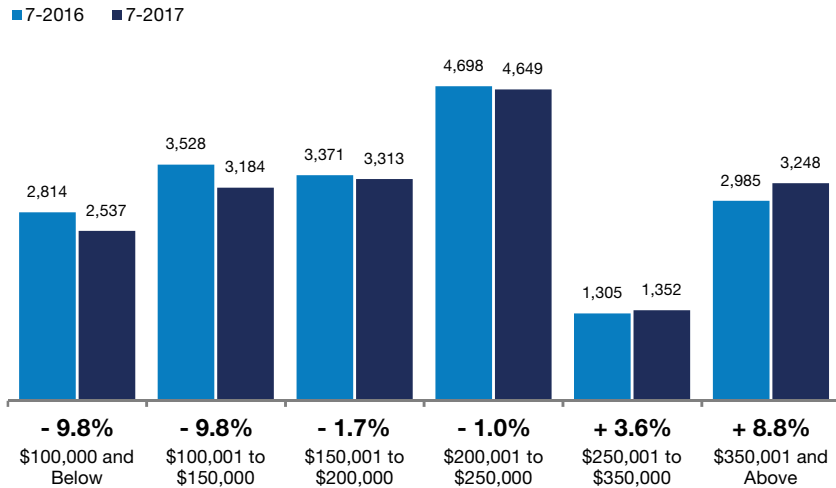


# Pending Sales

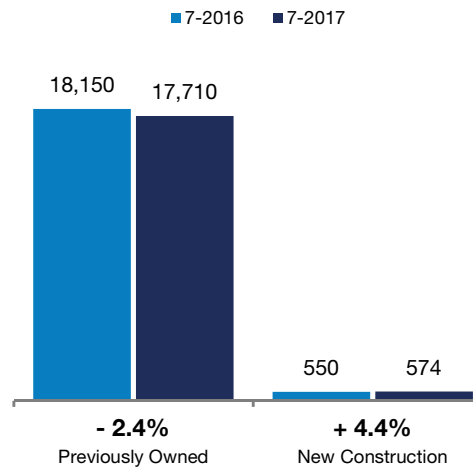
A count of properties on which offers have been accepted. Based on a rolling 12-month total.



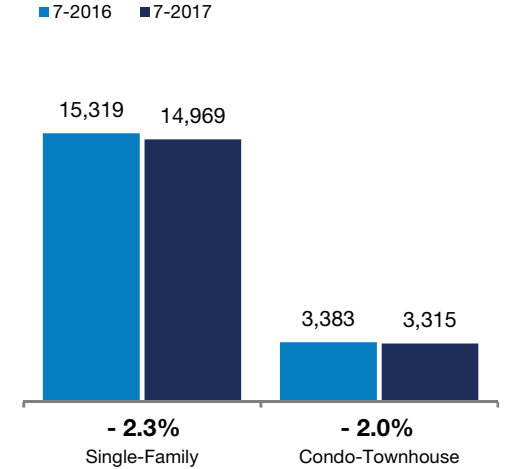
## By Price Range



## By Construction Status



## By Property Type



### All Properties

By Price Range	7-2016	7-2017	Change
\$100,000 and Below	2,814	2,537	-9.8%
\$100,001 to \$150,000	3,528	3,184	-9.8%
\$150,001 to \$200,000	3,371	3,313	-1.7%
\$200,001 to \$250,000	4,698	4,649	-1.0%
\$250,001 to \$350,000	1,305	1,352	+3.6%
\$350,001 and Above	2,985	3,248	+8.8%
<b>All Price Ranges</b>	<b>18,702</b>	<b>18,284</b>	<b>-2.2%</b>

### Single-Family

7-2016	7-2017	Change	7-2016	7-2017	Change
2,083	1,894	-9.1%	731	643	-12.0%
2,615	2,371	-9.3%	913	813	-11.0%
2,684	2,560	-4.6%	687	753	+9.6%
4,085	4,034	-1.2%	613	615	+0.3%
1,130	1,179	+4.3%	175	173	-1.1%
2,721	2,930	+7.7%	264	318	+20.5%
<b>15,319</b>	<b>14,969</b>	<b>-2.3%</b>	<b>3,383</b>	<b>3,315</b>	<b>-2.0%</b>

### Condo-Townhouse

By Construction Status	7-2016	7-2017	Change
Previously Owned	18,150	17,710	-2.4%
New Construction	550	574	+4.4%
<b>All Construction Statuses</b>	<b>18,702</b>	<b>18,284</b>	<b>-2.2%</b>

7-2016	7-2017	Change	7-2016	7-2017	Change
14,923	14,553	-2.5%	3,227	3,157	-2.2%
395	416	+5.3%	155	158	+1.9%
<b>15,319</b>	<b>14,969</b>	<b>-2.3%</b>	<b>3,383</b>	<b>3,315</b>	<b>-2.0%</b>

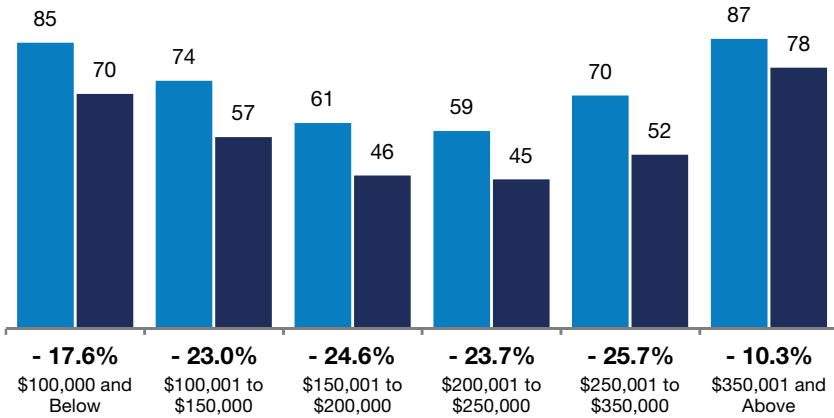
# Days on Market Until Sale

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



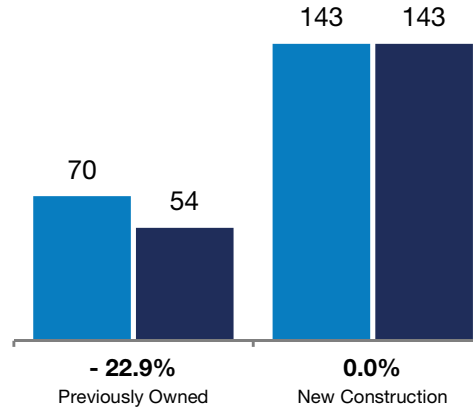
## By Price Range

■ 7-2016 ■ 7-2017



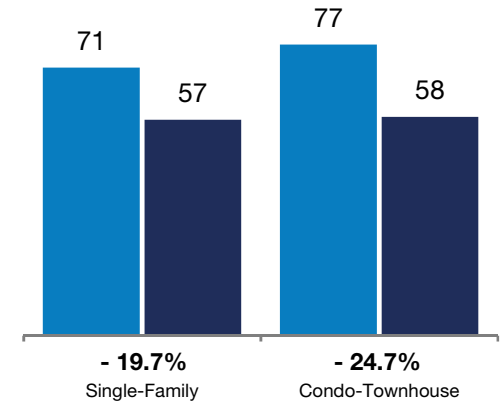
## By Construction Status

■ 7-2016 ■ 7-2017



## By Property Type

■ 7-2016 ■ 7-2017



### All Properties

#### By Price Range

	7-2016	7-2017	Change
\$100,000 and Below	85	70	-17.6%
\$100,001 to \$150,000	74	57	-23.0%
\$150,001 to \$200,000	61	46	-24.6%
\$200,001 to \$250,000	59	45	-23.7%
\$250,001 to \$350,000	70	52	-25.7%
\$350,001 and Above	87	78	-10.3%
<b>All Price Ranges</b>	<b>72</b>	<b>57</b>	<b>-20.8%</b>

### Single-Family

	7-2016	7-2017	Change
\$100,000 and Below	85	72	-15.3%
\$100,001 to \$150,000	75	59	-21.3%
\$150,001 to \$200,000	61	45	-26.2%
\$200,001 to \$250,000	57	44	-22.8%
\$250,001 to \$350,000	65	49	-24.6%
\$350,001 and Above	86	78	-9.3%
<b>All Price Ranges</b>	<b>71</b>	<b>57</b>	<b>-19.7%</b>

### Condo-Townhouse

	7-2016	7-2017	Change
\$100,000 and Below	88	66	-25.0%
\$100,001 to \$150,000	72	52	-27.8%
\$150,001 to \$200,000	62	48	-22.6%
\$200,001 to \$250,000	71	51	-28.2%
\$250,001 to \$350,000	104	79	-24.0%
\$350,001 and Above	92	79	-14.1%
<b>All Price Ranges</b>	<b>77</b>	<b>58</b>	<b>-24.7%</b>

#### By Construction Status

	7-2016	7-2017	Change
Previously Owned	70	54	-22.9%
New Construction	143	143	0.0%
<b>All Construction Statuses</b>	<b>72</b>	<b>57</b>	<b>-20.8%</b>

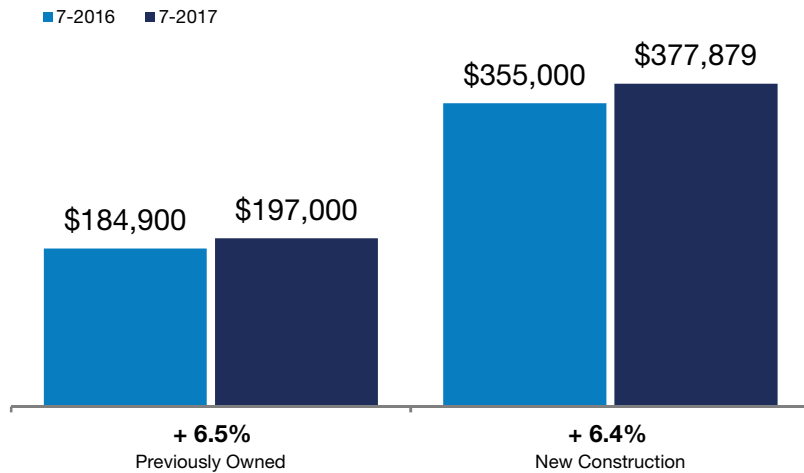
	7-2016	7-2017	Change
Previously Owned	69	54	-21.7%
New Construction	141	147	+4.3%
<b>All Construction Statuses</b>	<b>71</b>	<b>57</b>	<b>-19.7%</b>

# Median Sales Price

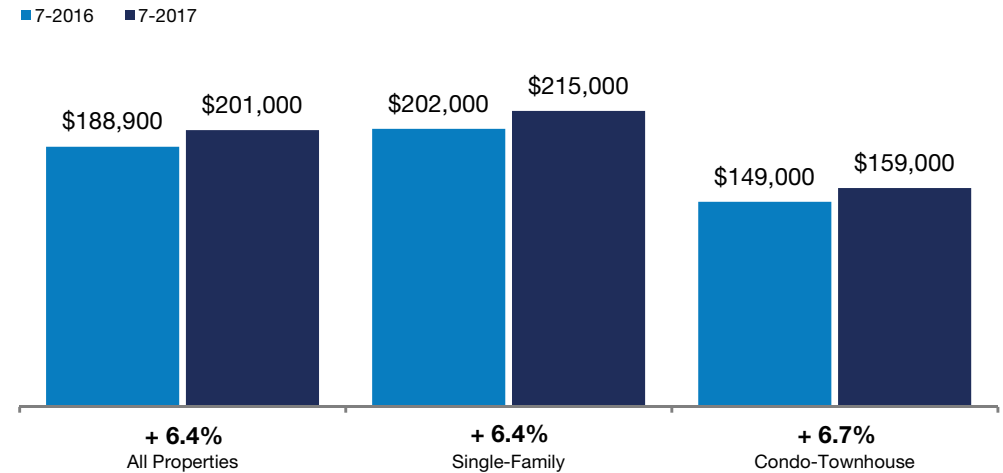
Median price point for all closed sales, not accounting for seller concessions. Based on a rolling 12-month median.



## By Construction Status



## By Property Type



### All Properties

By Construction Status	7-2016	7-2017	Change
Previously Owned	\$184,900	\$197,000	+ 6.5%
New Construction	\$355,000	\$377,879	+ 6.4%
<b>All Construction Statuses</b>	<b>\$188,900</b>	<b>\$201,000</b>	<b>+ 6.4%</b>

### Single-Family

7-2016	7-2017	Change	7-2016	7-2017	Change
\$198,000	\$211,000	+ 6.6%	\$145,000	\$155,000	+ 6.9%
\$378,420	\$389,900	+ 3.0%	\$334,950	\$354,999	+ 6.0%
<b>\$202,000</b>	<b>\$215,000</b>	<b>+ 6.4%</b>	<b>\$149,000</b>	<b>\$159,000</b>	<b>+ 6.7%</b>

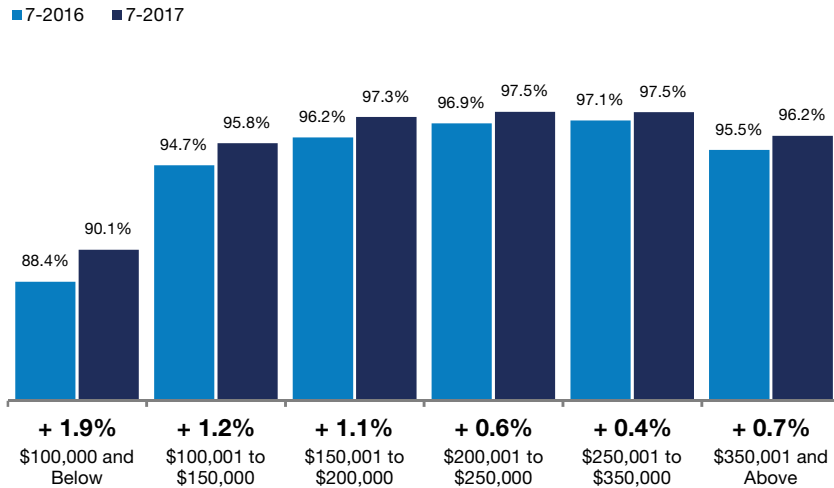
### Condo-Townhouse

# Percent of Original List Price Received

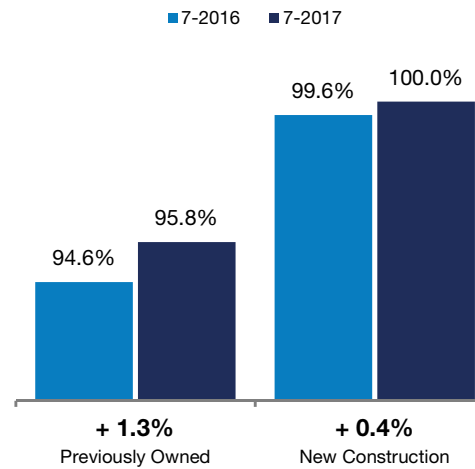
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold, not accounting for seller concessions. **Based on a rolling 12-month average.**



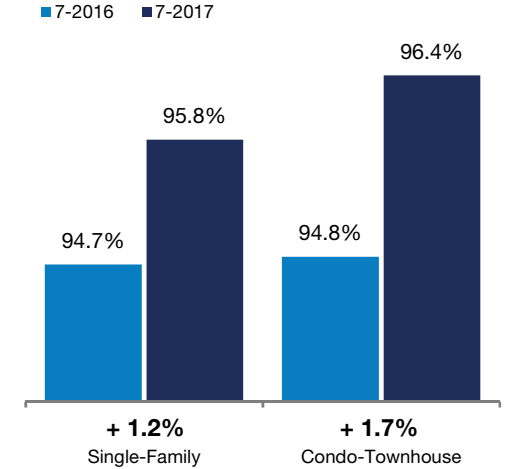
## By Price Range



## By Construction Status



## By Property Type



### All Properties

By Price Range	7-2016	7-2017	Change
\$100,000 and Below	88.4%	90.1%	+ 1.9%
\$100,001 to \$150,000	94.7%	95.8%	+ 1.2%
\$150,001 to \$200,000	96.2%	97.3%	+ 1.1%
\$200,001 to \$250,000	96.9%	97.5%	+ 0.6%
\$250,001 to \$350,000	97.1%	97.5%	+ 0.4%
\$350,001 and Above	95.5%	96.2%	+ 0.7%
<b>All Price Ranges</b>	<b>94.7%</b>	<b>95.9%</b>	<b>+ 1.3%</b>

### Single-Family

7-2016	7-2017	Change	7-2016	7-2017	Change
87.8%	89.4%	+ 1.8%	90.1%	92.3%	+ 2.4%
94.4%	95.6%	+ 1.3%	95.4%	96.5%	+ 1.2%
96.1%	97.1%	+ 1.0%	96.3%	97.7%	+ 1.5%
96.9%	97.6%	+ 0.7%	96.7%	97.3%	+ 0.6%
97.0%	97.4%	+ 0.4%	97.8%	98.4%	+ 0.6%
95.3%	96.0%	+ 0.7%	97.5%	98.7%	+ 1.2%
<b>94.7%</b>	<b>95.8%</b>	<b>+ 1.2%</b>	<b>94.8%</b>	<b>96.4%</b>	<b>+ 1.7%</b>

### Condo-Townhouse

By Construction Status	7-2016	7-2017	Change
Previously Owned	94.6%	95.8%	+ 1.3%
New Construction	99.6%	100.0%	+ 0.4%
<b>All Construction Statuses</b>	<b>94.7%</b>	<b>95.9%</b>	<b>+ 1.3%</b>

7-2016	7-2017	Change	7-2016	7-2017	Change
94.6%	95.7%	+ 1.2%	94.4%	96.0%	+ 1.7%
98.6%	98.6%	0.0%	102.3%	103.7%	+ 1.4%
<b>94.7%</b>	<b>95.8%</b>	<b>+ 1.2%</b>	<b>94.8%</b>	<b>96.4%</b>	<b>+ 1.7%</b>

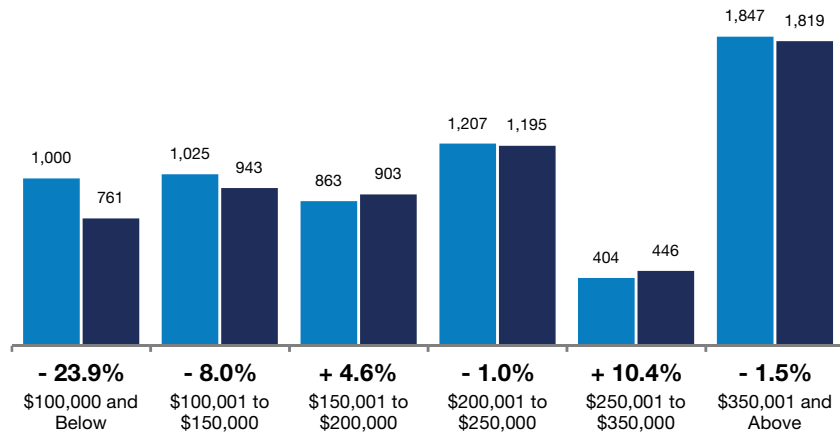
# Inventory of Homes for Sale

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



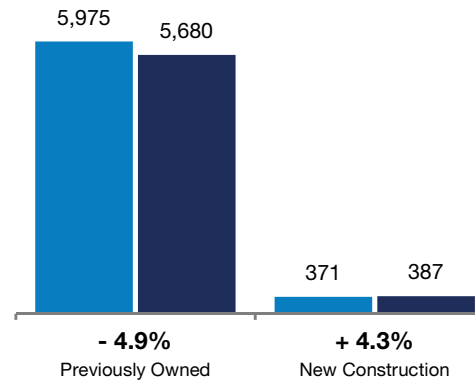
## By Price Range

■ 7-2016 ■ 7-2017



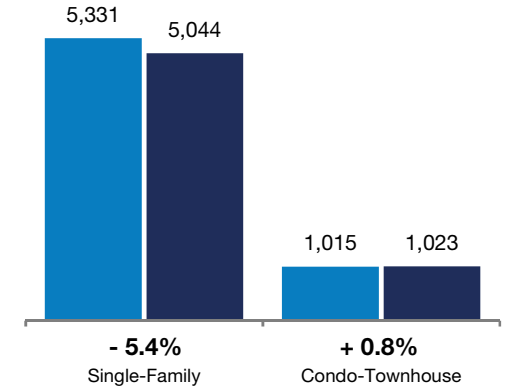
## By Construction Status

■ 7-2016 ■ 7-2017



## By Property Type

■ 7-2016 ■ 7-2017



### All Properties

#### By Price Range

	7-2016	7-2017	Change
\$100,000 and Below	1,000	761	- 23.9%
\$100,001 to \$150,000	1,025	943	- 8.0%
\$150,001 to \$200,000	863	903	+ 4.6%
\$200,001 to \$250,000	1,207	1,195	- 1.0%
\$250,001 to \$350,000	404	446	+ 10.4%
\$350,001 and Above	1,847	1,819	- 1.5%
<b>All Price Ranges</b>	<b>6,346</b>	<b>6,067</b>	<b>- 4.4%</b>

### Single-Family

	7-2016	7-2017	Change
7-2016	777	613	- 21.1%
7-2017	842	747	- 11.3%
Change	659	694	+ 5.3%
7-2016	1,012	1,003	- 0.9%
7-2017	338	372	+ 10.1%
Change	1,703	1,615	- 5.2%
<b>7-2016</b>	<b>5,331</b>	<b>5,044</b>	<b>- 5.4%</b>

### Condo-Townhouse

	7-2016	7-2017	Change
7-2016	223	148	- 33.6%
7-2017	183	196	+ 7.1%
Change	204	209	+ 2.5%
7-2016	195	192	- 1.5%
7-2017	66	74	+ 12.1%
Change	144	204	+ 41.7%
<b>7-2016</b>	<b>1,015</b>	<b>1,023</b>	<b>+ 0.8%</b>

#### By Construction Status

	7-2016	7-2017	Change
Previously Owned	5,975	5,680	- 4.9%
New Construction	371	387	+ 4.3%
<b>All Construction Statuses</b>	<b>6,346</b>	<b>6,067</b>	<b>- 4.4%</b>

	7-2016	7-2017	Change
7-2016	5,060	4,804	- 5.1%
7-2017	271	240	- 11.4%
Change	915	876	- 4.3%
7-2016	100	147	+ 47.0%
7-2017	1,015	1,023	+ 0.8%

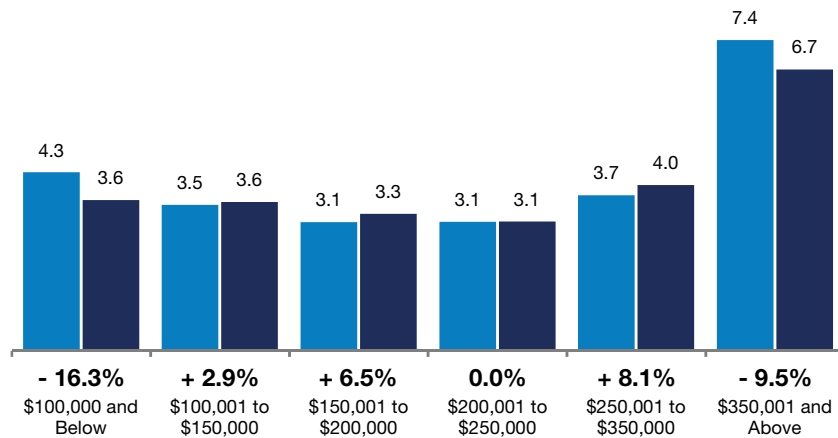
# Months Supply of Inventory

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.



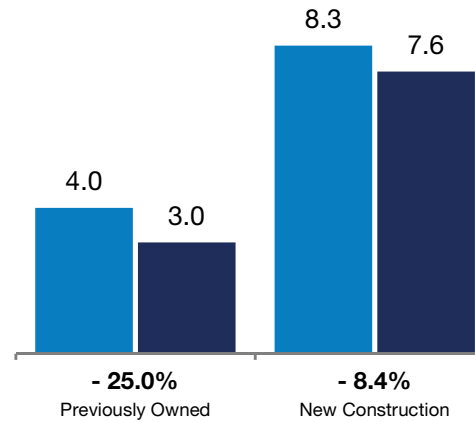
## By Price Range

■ 7-2016 ■ 7-2017



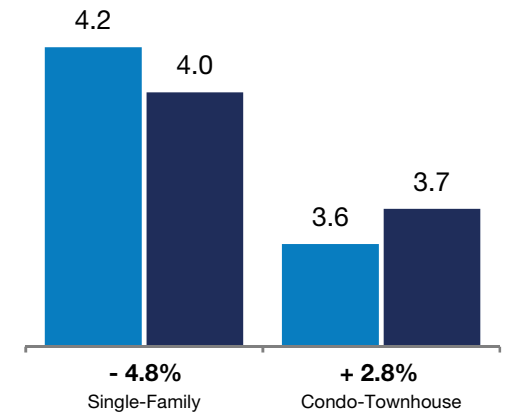
## By Construction Status

■ 7-2016 ■ 7-2017



## By Property Type

■ 7-2016 ■ 7-2017



### All Properties

#### By Price Range

	7-2016	7-2017	Change
\$100,000 and Below	4.3	3.6	-16.3%
\$100,001 to \$150,000	3.5	3.6	+2.9%
\$150,001 to \$200,000	3.1	3.3	+6.5%
\$200,001 to \$250,000	3.1	3.1	0.0%
\$250,001 to \$350,000	3.7	4.0	+8.1%
\$350,001 and Above	7.4	6.7	-9.5%
<b>All Price Ranges</b>	<b>4.1</b>	<b>4.0</b>	<b>-2.4%</b>

### Single-Family

	7-2016	7-2017	Change
\$100,000 and Below	4.5	3.9	-13.3%
\$100,001 to \$150,000	3.9	3.8	-2.6%
\$150,001 to \$200,000	2.9	3.3	+13.8%
\$200,001 to \$250,000	3.0	3.0	0.0%
\$250,001 to \$350,000	3.6	3.8	+5.6%
\$350,001 and Above	7.5	6.6	-12.0%
<b>All Price Ranges</b>	<b>4.2</b>	<b>4.0</b>	<b>-4.8%</b>

### Condo-Townhouse

	7-2016	7-2017	Change
\$100,000 and Below	3.7	2.8	-24.3%
\$100,001 to \$150,000	2.4	2.9	+20.8%
\$150,001 to \$200,000	3.6	3.3	-8.3%
\$200,001 to \$250,000	3.8	3.7	-2.6%
\$250,001 to \$350,000	4.5	5.1	+13.3%
\$350,001 and Above	6.5	7.7	+18.5%
<b>All Price Ranges</b>	<b>3.6</b>	<b>3.7</b>	<b>+2.8%</b>

#### By Construction Status

	7-2016	7-2017	Change
Previously Owned	4.0	3.0	-25.0%
New Construction	8.3	7.6	-8.4%
<b>All Construction Statuses</b>	<b>4.1</b>	<b>4.0</b>	<b>-2.4%</b>

	7-2016	7-2017	Change
Previously Owned	4.0	3.1	-22.5%
New Construction	7.7	7.7	0.0%
<b>All Construction Statuses</b>	<b>4.2</b>	<b>4.0</b>	<b>-4.8%</b>