



# Housing Supply Overview



## September 2017

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

## Quick Facts

**+ 9.9%**

**+ 12.5%**

**- 0.4%**

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>



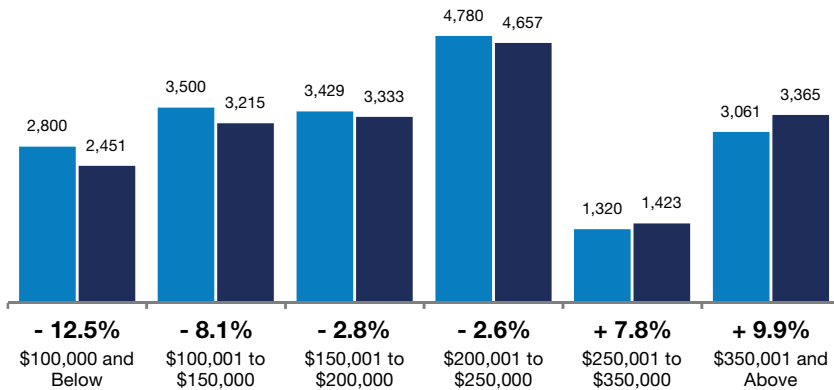
# Pending Sales

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



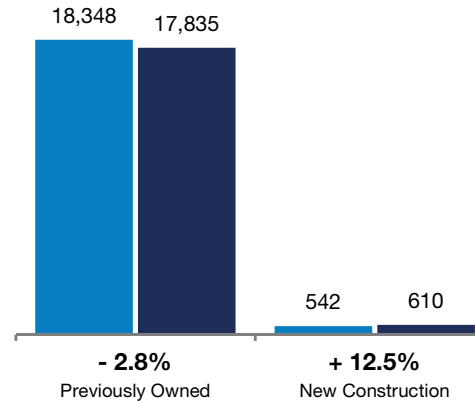
## By Price Range

■ 9-2016 ■ 9-2017



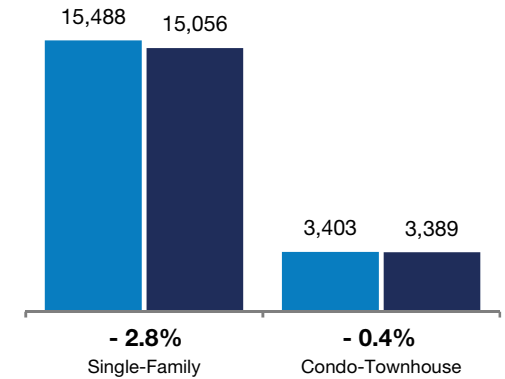
## By Construction Status

■ 9-2016 ■ 9-2017



## By Property Type

■ 9-2016 ■ 9-2017



### All Properties

#### By Price Range

	9-2016	9-2017	Change
\$100,000 and Below	2,800	2,451	- 12.5%
\$100,001 to \$150,000	3,500	3,215	- 8.1%
\$150,001 to \$200,000	3,429	3,333	- 2.8%
\$200,001 to \$250,000	4,780	4,657	- 2.6%
\$250,001 to \$350,000	1,320	1,423	+ 7.8%
\$350,001 and Above	3,061	3,365	+ 9.9%
<b>All Price Ranges</b>	<b>18,891</b>	<b>18,445</b>	<b>- 2.4%</b>

### Single-Family

	9-2016	9-2017	Change
Previously Owned	2,087	1,816	- 13.0%
New Construction	2,593	2,381	- 8.2%
	2,726	2,576	- 5.5%
	4,163	4,009	- 3.7%
	1,144	1,235	+ 8.0%
	2,774	3,038	+ 9.5%
<b>All Price Ranges</b>	<b>15,488</b>	<b>15,056</b>	<b>- 2.8%</b>

### Condo-Townhouse

	9-2016	9-2017	Change
Previously Owned	713	635	- 10.9%
New Construction	907	834	- 8.0%
	703	757	+ 7.7%
	617	648	+ 5.0%
	176	188	+ 6.8%
	287	327	+ 13.9%
<b>All Price Ranges</b>	<b>3,403</b>	<b>3,389</b>	<b>- 0.4%</b>

#### By Construction Status

	9-2016	9-2017	Change
Previously Owned	18,348	17,835	- 2.8%
New Construction	542	610	+ 12.5%
<b>All Construction Statuses</b>	<b>18,891</b>	<b>18,445</b>	<b>- 2.4%</b>

	9-2016	9-2017	Change
Previously Owned	15,094	14,616	- 3.2%
New Construction	393	440	+ 12.0%
<b>All Construction Statuses</b>	<b>15,488</b>	<b>15,056</b>	<b>- 2.8%</b>

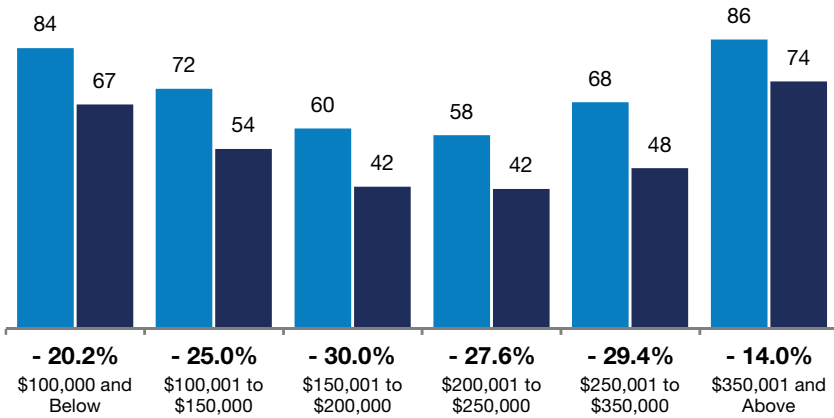
# Days on Market Until Sale

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



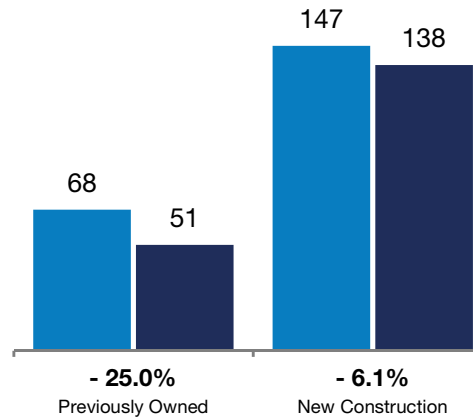
## By Price Range

■ 9-2016 ■ 9-2017



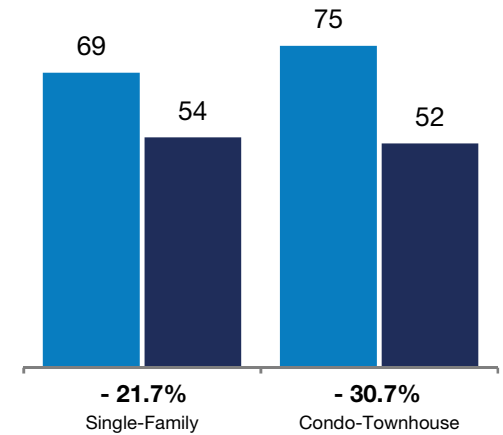
## By Construction Status

■ 9-2016 ■ 9-2017



## By Property Type

■ 9-2016 ■ 9-2017



### All Properties

#### By Price Range

	9-2016	9-2017	Change
\$100,000 and Below	84	67	-20.2%
\$100,001 to \$150,000	72	54	-25.0%
\$150,001 to \$200,000	60	42	-30.0%
\$200,001 to \$250,000	58	42	-27.6%
\$250,001 to \$350,000	68	48	-29.4%
\$350,001 and Above	86	74	-14.0%
<b>All Price Ranges</b>	<b>70</b>	<b>54</b>	<b>-22.9%</b>

### Single-Family

	9-2016	9-2017	Change
9-2016	83	69	-16.9%
9-2017	72	56	-22.2%
9-2016	59	42	-28.8%
9-2017	56	41	-26.8%
9-2016	62	45	-27.4%
9-2017	86	74	-14.0%
<b>All Price Ranges</b>	<b>69</b>	<b>54</b>	<b>-21.7%</b>

### Condo-Townhouse

	9-2016	9-2017	Change
9-2016	86	60	-30.2%
9-2017	70	48	-31.4%
9-2016	62	44	-29.0%
9-2017	69	48	-30.4%
9-2016	107	70	-34.6%
9-2017	93	70	-24.7%
<b>All Price Ranges</b>	<b>75</b>	<b>52</b>	<b>-30.7%</b>

#### By Construction Status

	9-2016	9-2017	Change
Previously Owned	68	51	-25.0%
New Construction	147	138	-6.1%
<b>All Construction Statuses</b>	<b>70</b>	<b>54</b>	<b>-22.9%</b>

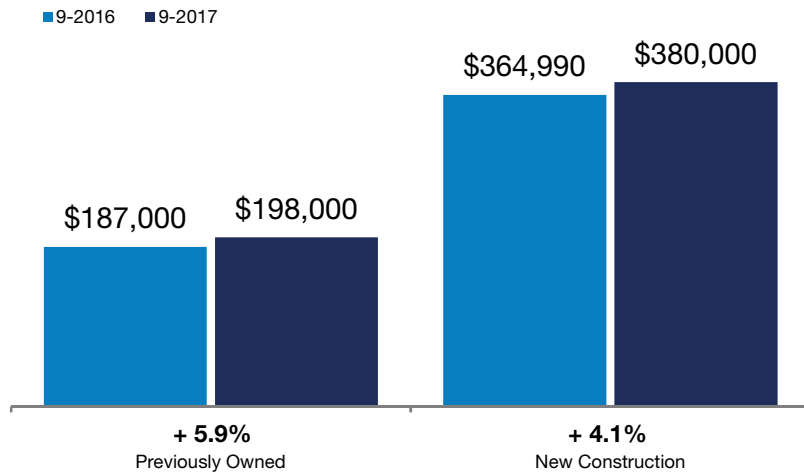
	9-2016	9-2017	Change
9-2016	67	51	-23.9%
9-2017	143	144	+0.7%
<b>All Price Ranges</b>	<b>69</b>	<b>54</b>	<b>-21.7%</b>

# Median Sales Price

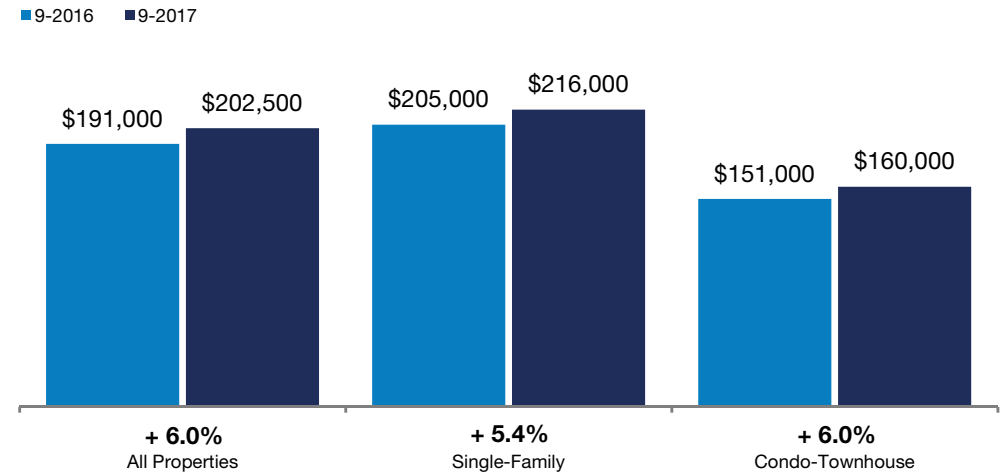
Median price point for all closed sales, not accounting for seller concessions. Based on a rolling 12-month median.



## By Construction Status



## By Property Type



### All Properties

By Construction Status	9-2016	9-2017	Change
Previously Owned	\$187,000	\$198,000	+ 5.9%
New Construction	\$364,990	\$380,000	+ 4.1%
<b>All Construction Statuses</b>	<b>\$191,000</b>	<b>\$202,500</b>	<b>+ 6.0%</b>

### Single-Family

9-2016	9-2017	Change	9-2016	9-2017	Change
\$200,000	\$212,500	+ 6.3%	\$147,500	\$155,950	+ 5.7%
\$379,900	\$395,550	+ 4.1%	\$339,000	\$350,250	+ 3.3%
<b>\$205,000</b>	<b>\$216,000</b>	<b>+ 5.4%</b>	<b>\$151,000</b>	<b>\$160,000</b>	<b>+ 6.0%</b>

### Condo-Townhouse

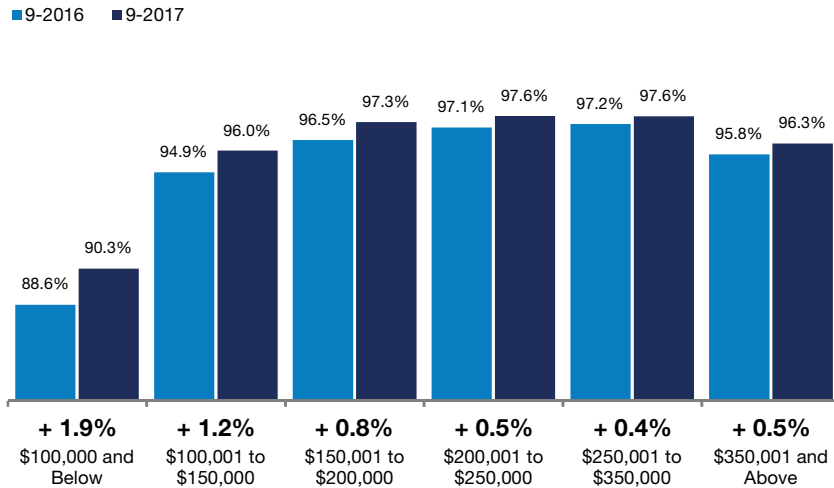
9-2016	9-2017	Change	9-2016	9-2017	Change
\$200,000	\$212,500	+ 6.3%	\$147,500	\$155,950	+ 5.7%
\$379,900	\$395,550	+ 4.1%	\$339,000	\$350,250	+ 3.3%
<b>\$205,000</b>	<b>\$216,000</b>	<b>+ 5.4%</b>	<b>\$151,000</b>	<b>\$160,000</b>	<b>+ 6.0%</b>

# Percent of Original List Price Received

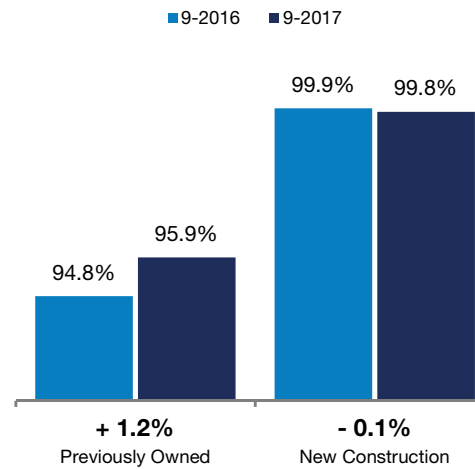
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold, not accounting for seller concessions. **Based on a rolling 12-month average.**



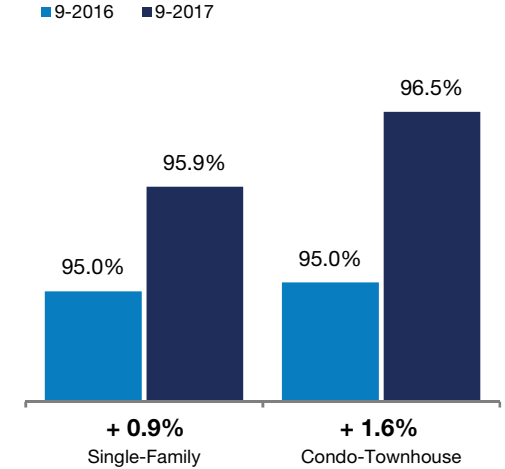
## By Price Range



## By Construction Status



## By Property Type



### All Properties

By Price Range	9-2016	9-2017	Change
\$100,000 and Below	88.6%	90.3%	+ 1.9%
\$100,001 to \$150,000	94.9%	96.0%	+ 1.2%
\$150,001 to \$200,000	96.5%	97.3%	+ 0.8%
\$200,001 to \$250,000	97.1%	97.6%	+ 0.5%
\$250,001 to \$350,000	97.2%	97.6%	+ 0.4%
\$350,001 and Above	95.8%	96.3%	+ 0.5%
<b>All Price Ranges</b>	<b>95.0%</b>	<b>96.0%</b>	<b>+ 1.1%</b>

### Single-Family

9-2016	9-2017	Change	9-2016	9-2017	Change
87.9%	89.6%	+ 1.9%	90.6%	92.2%	+ 1.8%
94.8%	95.6%	+ 0.8%	95.4%	96.8%	+ 1.5%
96.4%	97.2%	+ 0.8%	96.5%	97.8%	+ 1.3%
97.1%	97.6%	+ 0.5%	96.6%	97.5%	+ 0.9%
97.1%	97.5%	+ 0.4%	98.1%	98.5%	+ 0.4%
95.5%	96.0%	+ 0.5%	98.2%	98.9%	+ 0.7%
<b>95.0%</b>	<b>95.9%</b>	<b>+ 0.9%</b>	<b>95.0%</b>	<b>96.5%</b>	<b>+ 1.6%</b>

### Condo-Townhouse

By Construction Status	9-2016	9-2017	Change
Previously Owned	94.8%	95.9%	+ 1.2%
New Construction	99.9%	99.8%	- 0.1%
<b>All Construction Statuses</b>	<b>95.0%</b>	<b>96.0%</b>	<b>+ 1.1%</b>

9-2016	9-2017	Change	9-2016	9-2017	Change
94.9%	95.8%	+ 0.9%	94.7%	96.2%	+ 1.6%
98.6%	98.6%	0.0%	103.4%	103.2%	- 0.2%
<b>95.0%</b>	<b>95.9%</b>	<b>+ 0.9%</b>	<b>95.0%</b>	<b>96.5%</b>	<b>+ 1.6%</b>

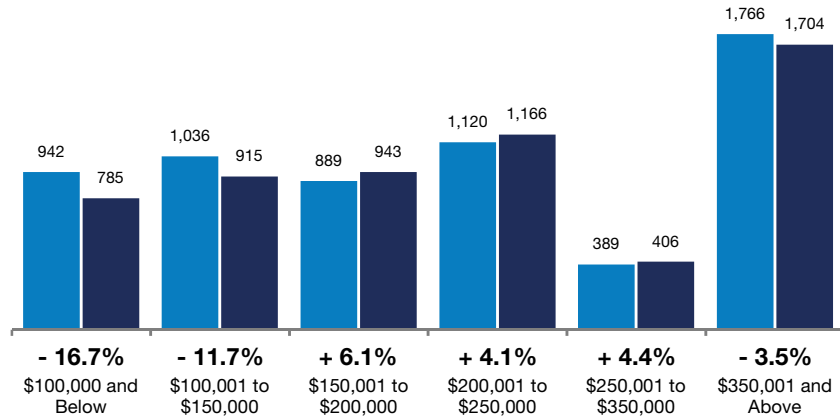
# Inventory of Homes for Sale

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



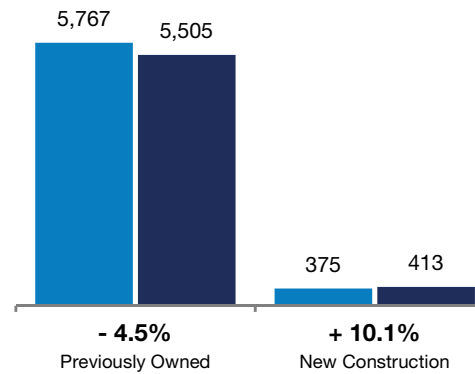
## By Price Range

■ 9-2016 ■ 9-2017



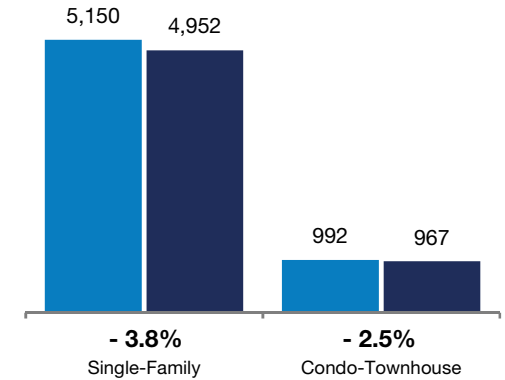
## By Construction Status

■ 9-2016 ■ 9-2017



## By Property Type

■ 9-2016 ■ 9-2017



### All Properties

#### By Price Range

	9-2016	9-2017	Change
\$100,000 and Below	942	785	- 16.7%
\$100,001 to \$150,000	1,036	915	- 11.7%
\$150,001 to \$200,000	889	943	+ 6.1%
\$200,001 to \$250,000	1,120	1,166	+ 4.1%
\$250,001 to \$350,000	389	406	+ 4.4%
\$350,001 and Above	1,766	1,704	- 3.5%
<b>All Price Ranges</b>	<b>6,142</b>	<b>5,919</b>	<b>- 3.6%</b>

### Single-Family

	9-2016	9-2017	Change
Single-Family	5,150	4,952	- 3.8%
Condo-Townhouse	992	967	- 2.5%

### Condo-Townhouse

#### By Construction Status

	9-2016	9-2017	Change
Previously Owned	5,767	5,505	- 4.5%
New Construction	375	413	+ 10.1%
<b>All Construction Statuses</b>	<b>6,142</b>	<b>5,919</b>	<b>- 3.6%</b>

	9-2016	9-2017	Change
Single-Family	4,878	4,679	- 4.1%
Condo-Townhouse	272	272	0.0%
<b>All Construction Statuses</b>	<b>5,150</b>	<b>4,952</b>	<b>- 3.8%</b>

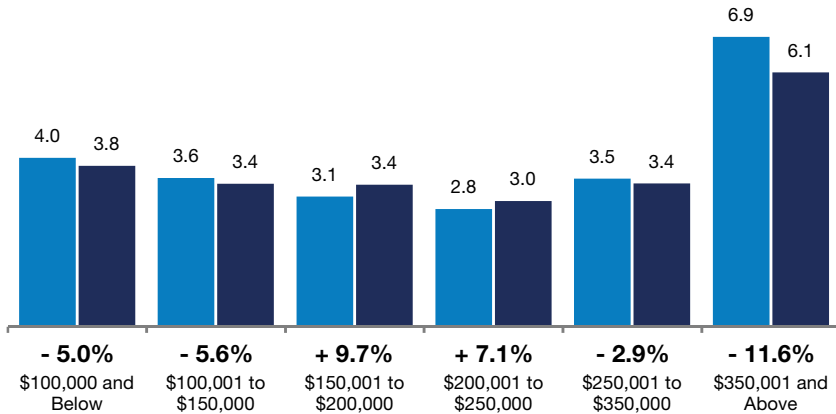
# Months Supply of Inventory

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.



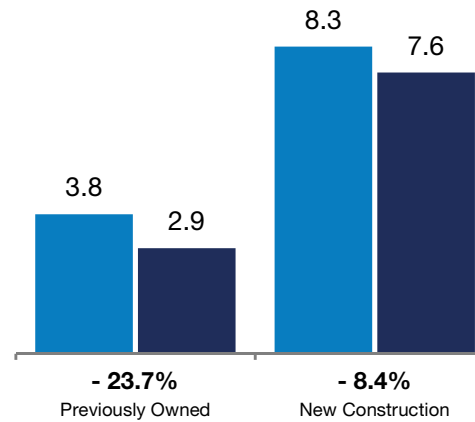
## By Price Range

■ 9-2016 ■ 9-2017



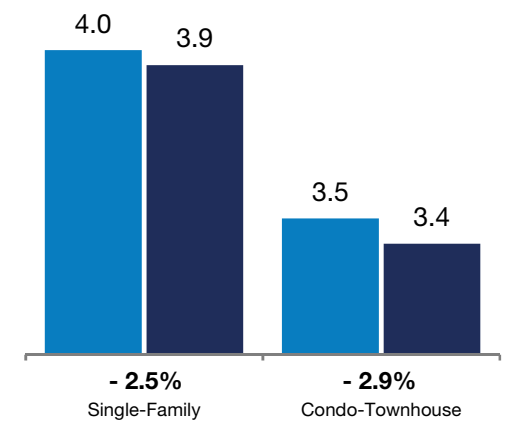
## By Construction Status

■ 9-2016 ■ 9-2017



## By Property Type

■ 9-2016 ■ 9-2017



### All Properties

#### By Price Range

	9-2016	9-2017	Change
\$100,000 and Below	4.0	3.8	- 5.0%
\$100,001 to \$150,000	3.6	3.4	- 5.6%
\$150,001 to \$200,000	3.1	3.4	+ 9.7%
\$200,001 to \$250,000	2.8	3.0	+ 7.1%
\$250,001 to \$350,000	3.5	3.4	- 2.9%
\$350,001 and Above	6.9	6.1	- 11.6%
<b>All Price Ranges</b>	<b>3.9</b>	<b>3.9</b>	<b>0.0%</b>

### Single-Family

	9-2016	9-2017	Change
\$100,000 and Below	4.3	4.2	- 2.3%
\$100,001 to \$150,000	3.8	3.7	- 2.6%
\$150,001 to \$200,000	3.0	3.5	+ 16.7%
\$200,001 to \$250,000	2.7	3.0	+ 11.1%
\$250,001 to \$350,000	3.4	3.2	- 5.9%
\$350,001 and Above	7.1	6.0	- 15.5%
<b>All Price Ranges</b>	<b>4.0</b>	<b>3.9</b>	<b>- 2.5%</b>

### Condo-Townhouse

	9-2016	9-2017	Change
\$100,000 and Below	3.4	2.9	- 14.7%
\$100,001 to \$150,000	2.8	2.5	- 10.7%
\$150,001 to \$200,000	3.5	3.1	- 11.4%
\$200,001 to \$250,000	3.4	3.2	- 5.9%
\$250,001 to \$350,000	4.4	4.7	+ 6.8%
\$350,001 and Above	5.7	7.1	+ 24.6%
<b>All Price Ranges</b>	<b>3.5</b>	<b>3.4</b>	<b>- 2.9%</b>

#### By Construction Status

	9-2016	9-2017	Change
Previously Owned	3.8	2.9	- 23.7%
New Construction	8.3	7.6	- 8.4%
<b>All Construction Statuses</b>	<b>3.9</b>	<b>3.9</b>	<b>0.0%</b>

	9-2016	9-2017	Change
Previously Owned	3.8	3.0	- 21.1%
New Construction	7.9	7.5	- 5.1%
<b>All Construction Statuses</b>	<b>4.0</b>	<b>3.9</b>	<b>- 2.5%</b>