



# Housing Supply Overview



## October 2017

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

## Quick Facts

**+ 10.2%**

**+ 8.5%**

**- 1.0%**

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>



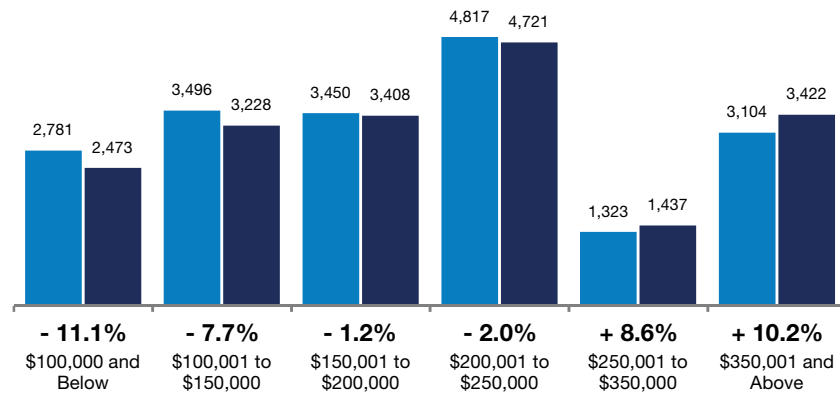
# Pending Sales

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



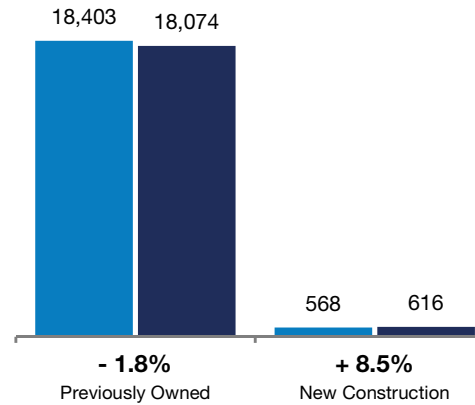
## By Price Range

■ 10-2016 ■ 10-2017



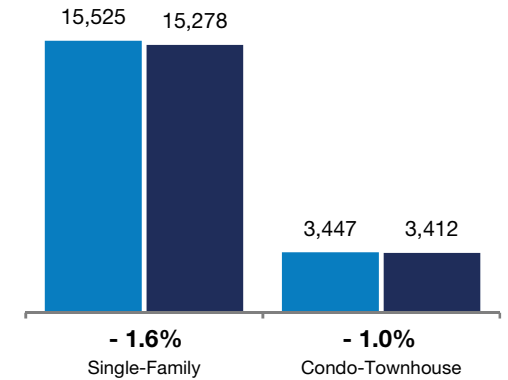
## By Construction Status

■ 10-2016 ■ 10-2017



## By Property Type

■ 10-2016 ■ 10-2017



### All Properties

#### By Price Range

	10-2016	10-2017	Change
\$100,000 and Below	2,781	2,473	- 11.1%
\$100,001 to \$150,000	3,496	3,228	- 7.7%
\$150,001 to \$200,000	3,450	3,408	- 1.2%
\$200,001 to \$250,000	4,817	4,721	- 2.0%
\$250,001 to \$350,000	1,323	1,437	+ 8.6%
\$350,001 and Above	3,104	3,422	+ 10.2%
<b>All Price Ranges</b>	<b>18,972</b>	<b>18,690</b>	<b>- 1.5%</b>

### Single-Family

	10-2016	10-2017	Change
Previously Owned	15,122	14,829	- 1.9%
New Construction	402	449	+ 11.7%
<b>All Price Ranges</b>	<b>15,525</b>	<b>15,278</b>	<b>- 1.6%</b>

### Condo-Townhouse

	10-2016	10-2017	Change
Previously Owned	3,281	3,245	- 1.1%
New Construction	166	167	+ 0.6%
<b>All Price Ranges</b>	<b>3,447</b>	<b>3,412</b>	<b>- 1.0%</b>

#### By Construction Status

	10-2016	10-2017	Change
Previously Owned	18,403	18,074	- 1.8%
New Construction	568	616	+ 8.5%
<b>All Construction Statuses</b>	<b>18,972</b>	<b>18,690</b>	<b>- 1.5%</b>

	10-2016	10-2017	Change
Previously Owned	15,122	14,829	- 1.9%
New Construction	402	449	+ 11.7%
<b>All Construction Statuses</b>	<b>15,525</b>	<b>15,278</b>	<b>- 1.6%</b>

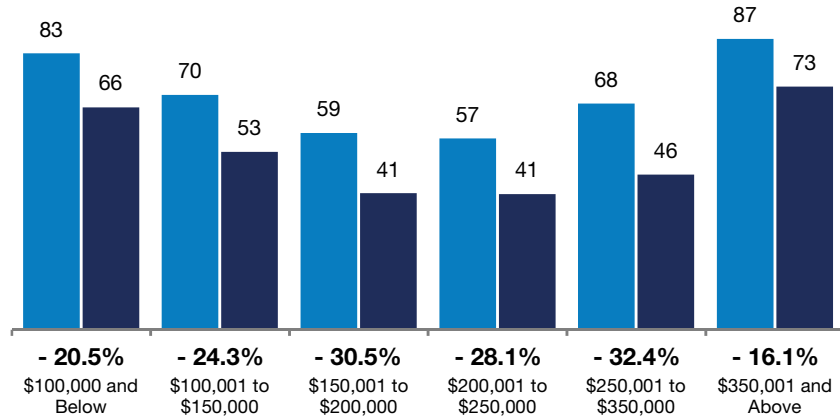
# Days on Market Until Sale

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



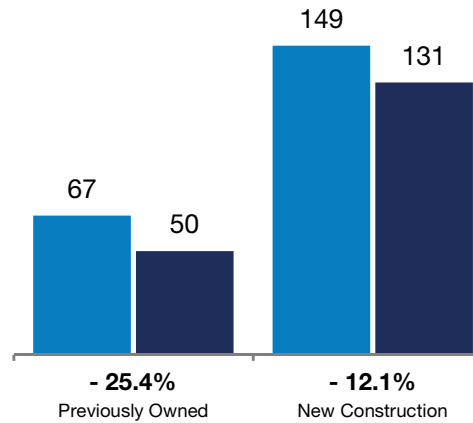
## By Price Range

■ 10-2016 ■ 10-2017



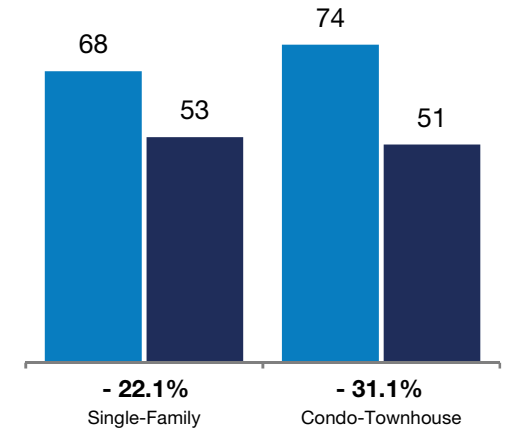
## By Construction Status

■ 10-2016 ■ 10-2017



## By Property Type

■ 10-2016 ■ 10-2017



### All Properties

#### By Price Range

	10-2016	10-2017	Change
\$100,000 and Below	83	66	-20.5%
\$100,001 to \$150,000	70	53	-24.3%
\$150,001 to \$200,000	59	41	-30.5%
\$200,001 to \$250,000	57	41	-28.1%
\$250,001 to \$350,000	68	46	-32.4%
\$350,001 and Above	87	73	-16.1%
<b>All Price Ranges</b>	<b>69</b>	<b>52</b>	<b>-24.6%</b>

### Single-Family

	10-2016	10-2017	Change
Previously Owned	67	50	-25.4%
New Construction	149	131	-12.1%
<b>All Construction Statuses</b>	<b>69</b>	<b>52</b>	<b>-24.6%</b>

### Condo-Townhouse

	10-2016	10-2017	Change
Single-Family	68	53	-22.1%
Condo-Townhouse	74	51	-31.1%

#### By Construction Status

	10-2016	10-2017	Change
Previously Owned	67	50	-25.4%
New Construction	149	131	-12.1%
<b>All Construction Statuses</b>	<b>69</b>	<b>52</b>	<b>-24.6%</b>

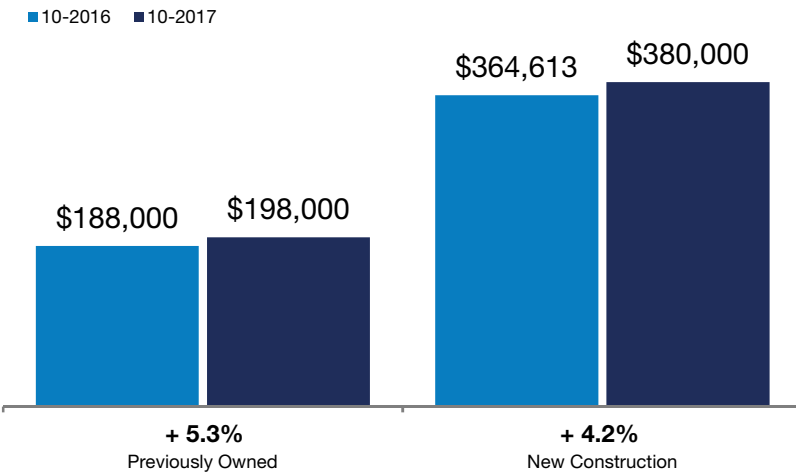
	10-2016	10-2017	Change
Single-Family	66	50	-24.2%
Condo-Townhouse	70	48	-31.4%
<b>All Property Types</b>	<b>68</b>	<b>53</b>	<b>-22.1%</b>

# Median Sales Price

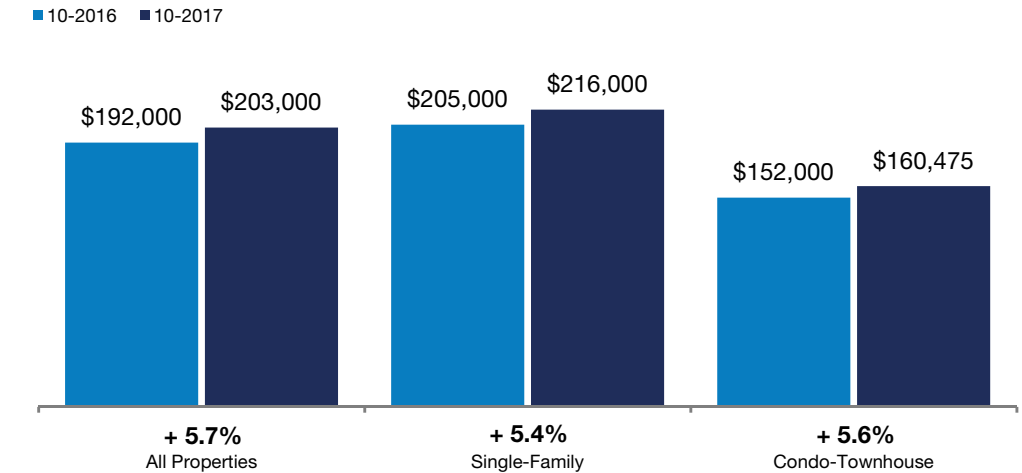
Median price point for all closed sales, not accounting for seller concessions. Based on a rolling 12-month median.



## By Construction Status



## By Property Type



### All Properties

By Construction Status	10-2016	10-2017	Change
Previously Owned	\$188,000	\$198,000	+ 5.3%
New Construction	\$364,613	\$380,000	+ 4.2%
<b>All Construction Statuses</b>	<b>\$192,000</b>	<b>\$203,000</b>	<b>+ 5.7%</b>

### Single-Family

10-2016	10-2017	Change	10-2016	10-2017	Change
\$200,900	\$212,000	+ 5.5%	\$148,000	\$157,200	+ 6.2%
\$377,500	\$398,586	+ 5.6%	\$337,900	\$349,950	+ 3.6%
<b>\$205,000</b>	<b>\$216,000</b>	<b>+ 5.4%</b>	<b>\$152,000</b>	<b>\$160,475</b>	<b>+ 5.6%</b>

### Condo-Townhouse

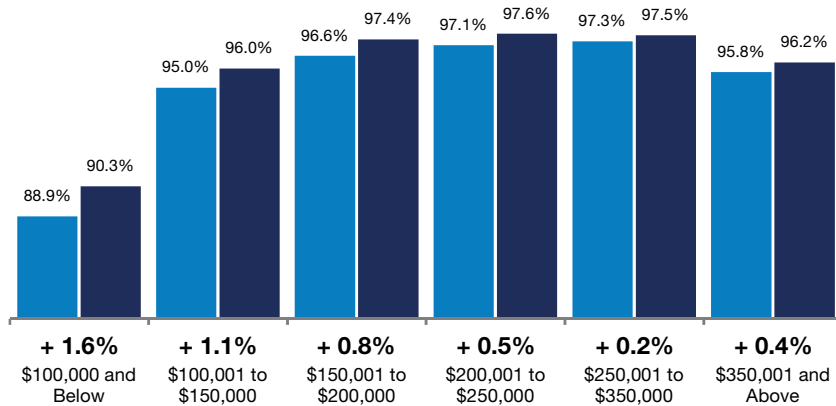
# Percent of Original List Price Received

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.**



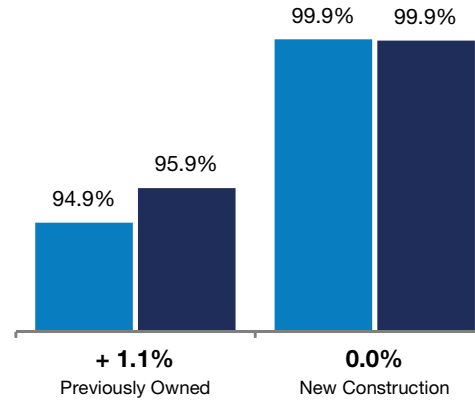
## By Price Range

■ 10-2016 ■ 10-2017



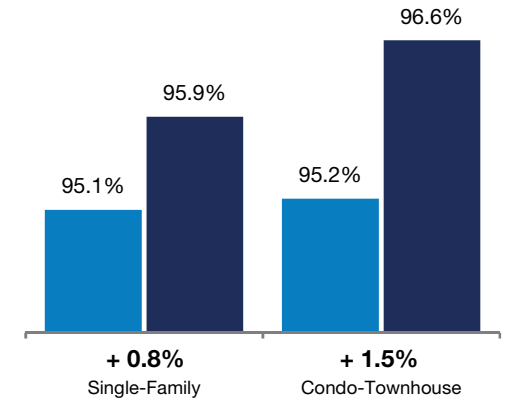
## By Construction Status

■ 10-2016 ■ 10-2017



## By Property Type

■ 10-2016 ■ 10-2017



## All Properties

### By Price Range

	10-2016	10-2017	Change
\$100,000 and Below	88.9%	90.3%	+ 1.6%
\$100,001 to \$150,000	95.0%	96.0%	+ 1.1%
\$150,001 to \$200,000	96.6%	97.4%	+ 0.8%
\$200,001 to \$250,000	97.1%	97.6%	+ 0.5%
\$250,001 to \$350,000	97.3%	97.5%	+ 0.2%
\$350,001 and Above	95.8%	96.2%	+ 0.4%
<b>All Price Ranges</b>	<b>95.1%</b>	<b>96.0%</b>	<b>+ 0.9%</b>

## Single-Family

	10-2016	10-2017	Change
\$100,000 and Below	88.3%	89.7%	+ 1.6%
\$100,001 to \$150,000	94.9%	95.7%	+ 0.8%
\$150,001 to \$200,000	96.5%	97.2%	+ 0.7%
\$200,001 to \$250,000	97.2%	97.6%	+ 0.4%
\$250,001 to \$350,000	97.1%	97.4%	+ 0.3%
\$350,001 and Above	95.5%	95.9%	+ 0.4%
<b>All Price Ranges</b>	<b>95.1%</b>	<b>95.9%</b>	<b>+ 0.8%</b>

## Condo-Townhouse

	10-2016	10-2017	Change
\$100,000 and Below	90.7%	92.2%	+ 1.7%
\$100,001 to \$150,000	95.5%	96.8%	+ 1.4%
\$150,001 to \$200,000	96.7%	97.9%	+ 1.2%
\$200,001 to \$250,000	96.6%	97.5%	+ 0.9%
\$250,001 to \$350,000	98.1%	98.4%	+ 0.3%
\$350,001 and Above	98.2%	98.8%	+ 0.6%
<b>All Price Ranges</b>	<b>95.2%</b>	<b>96.6%</b>	<b>+ 1.5%</b>

### By Construction Status

	10-2016	10-2017	Change
Previously Owned	94.9%	95.9%	+ 1.1%
New Construction	99.9%	99.9%	0.0%
<b>All Construction Statuses</b>	<b>95.1%</b>	<b>96.0%</b>	<b>+ 0.9%</b>

	10-2016	10-2017	Change
Previously Owned	95.0%	95.8%	+ 0.8%
New Construction	98.6%	98.6%	0.0%
<b>All Construction Statuses</b>	<b>95.1%</b>	<b>95.9%</b>	<b>+ 0.8%</b>

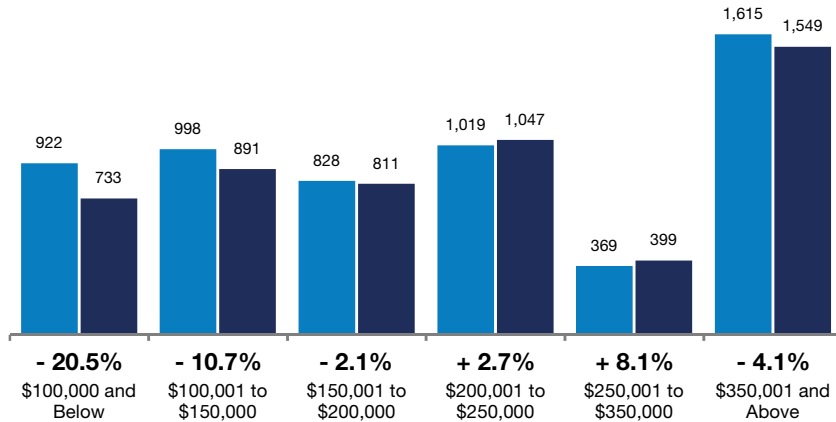
# Inventory of Homes for Sale

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



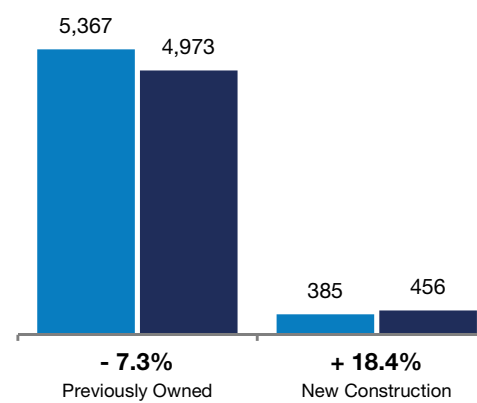
## By Price Range

■ 10-2016 ■ 10-2017



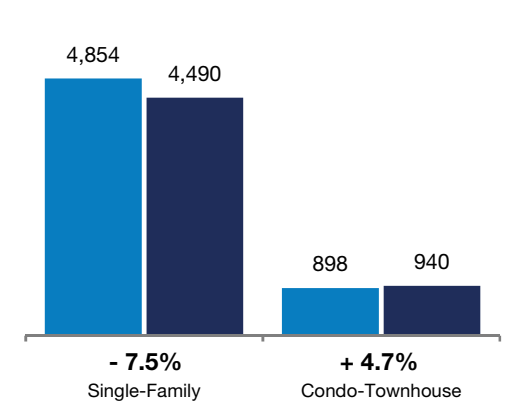
## By Construction Status

■ 10-2016 ■ 10-2017



## By Property Type

■ 10-2016 ■ 10-2017



### All Properties

#### By Price Range

	10-2016	10-2017	Change
\$100,000 and Below	922	733	- 20.5%
\$100,001 to \$150,000	998	891	- 10.7%
\$150,001 to \$200,000	828	811	- 2.1%
\$200,001 to \$250,000	1,019	1,047	+ 2.7%
\$250,001 to \$350,000	369	399	+ 8.1%
\$350,001 and Above	1,615	1,549	- 4.1%
<b>All Price Ranges</b>	<b>5,752</b>	<b>5,430</b>	<b>- 5.6%</b>

### Single-Family

	10-2016	10-2017	Change
Single-Family	4,854	4,490	- 7.5%

### Condo-Townhouse

	10-2016	10-2017	Change
Condo-Townhouse	898	940	+ 4.7%

#### By Construction Status

	10-2016	10-2017	Change
Previously Owned	5,367	4,973	- 7.3%
New Construction	385	456	+ 18.4%
<b>All Construction Statuses</b>	<b>5,752</b>	<b>5,430</b>	<b>- 5.6%</b>

	10-2016	10-2017	Change
Single-Family	4,559	4,207	- 7.7%
Condo-Townhouse	295	282	- 4.4%
<b>All Construction Statuses</b>	<b>4,854</b>	<b>4,490</b>	<b>- 7.5%</b>

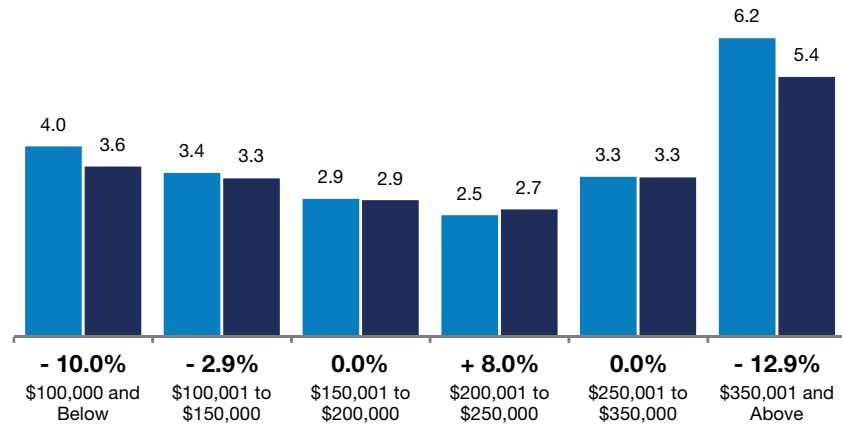
# Months Supply of Inventory

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.



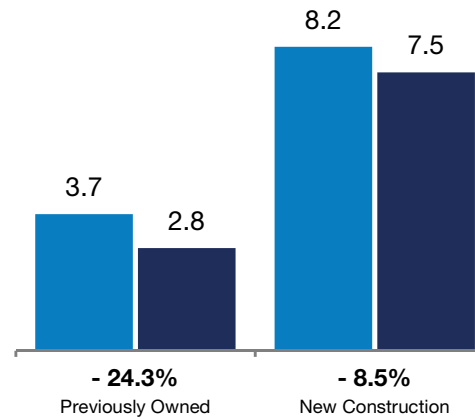
## By Price Range

■ 10-2016 ■ 10-2017



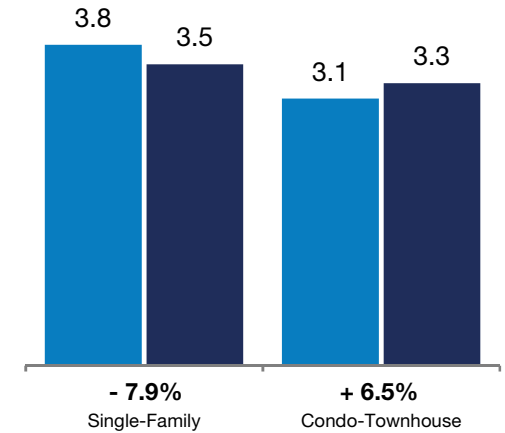
## By Construction Status

■ 10-2016 ■ 10-2017



## By Property Type

■ 10-2016 ■ 10-2017



### All Properties

#### By Price Range

	10-2016	10-2017	Change
\$100,000 and Below	4.0	3.6	-10.0%
\$100,001 to \$150,000	3.4	3.3	-2.9%
\$150,001 to \$200,000	2.9	2.9	0.0%
\$200,001 to \$250,000	2.5	2.7	+8.0%
\$250,001 to \$350,000	3.3	3.3	0.0%
\$350,001 and Above	6.2	5.4	-12.9%
<b>All Price Ranges</b>	<b>3.6</b>	<b>3.5</b>	<b>-2.8%</b>

### Single-Family

	10-2016	10-2017	Change
Previously Owned	3.7	2.8	-24.3%
New Construction	8.2	7.5	-8.5%
<b>All Construction Statuses</b>	<b>3.6</b>	<b>3.5</b>	<b>-2.8%</b>

### Condo-Townhouse

	10-2016	10-2017	Change
Single-Family	3.8	3.5	-7.9%
Condo-Townhouse	3.1	3.3	+6.5%
<b>All Property Types</b>	<b>3.6</b>	<b>3.5</b>	<b>-2.8%</b>

#### By Construction Status

	10-2016	10-2017	Change
Previously Owned	3.7	2.8	-24.3%
New Construction	8.2	7.5	-8.5%
<b>All Construction Statuses</b>	<b>3.6</b>	<b>3.5</b>	<b>-2.8%</b>

	10-2016	10-2017	Change
Single-Family	3.7	2.9	-21.6%
Condo-Townhouse	3.5	2.4	-31.4%
<b>All Property Types</b>	<b>3.6</b>	<b>3.5</b>	<b>-2.8%</b>