



# Housing Supply Overview



## December 2017

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

## Quick Facts

**+ 9.7%**

**+ 10.2%**

**- 2.1%**

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

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

Property Type With  
Strongest Sales:  
**Single-Family Detached**

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>



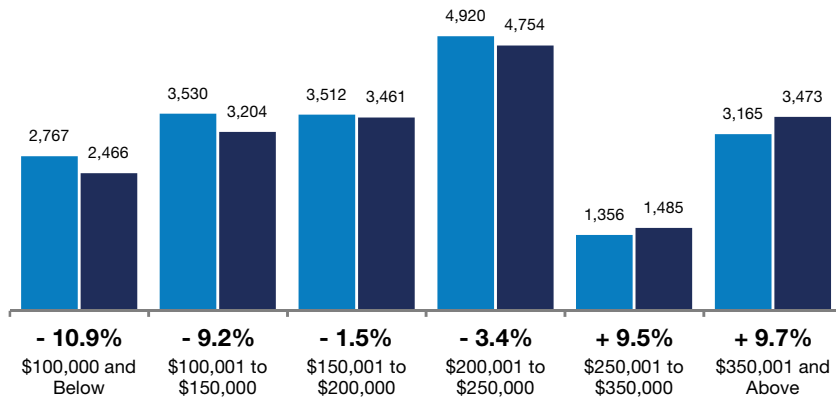
# Pending Sales

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



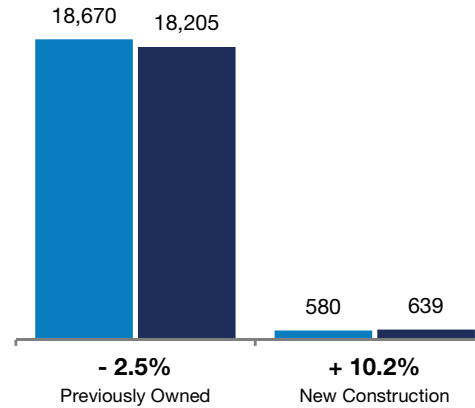
## By Price Range

■ 12-2016 ■ 12-2017



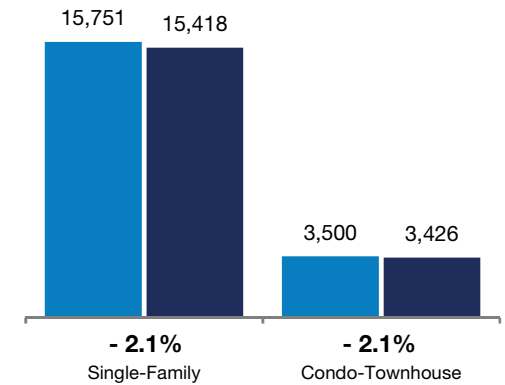
## By Construction Status

■ 12-2016 ■ 12-2017



## By Property Type

■ 12-2016 ■ 12-2017



### All Properties

#### By Price Range

	12-2016	12-2017	Change
\$100,000 and Below	2,767	2,466	-10.9%
\$100,001 to \$150,000	3,530	3,204	-9.2%
\$150,001 to \$200,000	3,512	3,461	-1.5%
\$200,001 to \$250,000	4,920	4,754	-3.4%
\$250,001 to \$350,000	1,356	1,485	+9.5%
\$350,001 and Above	3,165	3,473	+9.7%
<b>All Price Ranges</b>	<b>19,251</b>	<b>18,844</b>	<b>-2.1%</b>

### Single-Family

	12-2016	12-2017	Change
Previously Owned	18,670	18,205	-2.5%
New Construction	580	639	+10.2%
<b>All Construction Statuses</b>	<b>19,251</b>	<b>18,844</b>	<b>-2.1%</b>

### Condo-Townhouse

#### By Construction Status

	12-2016	12-2017	Change
Previously Owned	18,670	18,205	-2.5%
New Construction	580	639	+10.2%
<b>All Construction Statuses</b>	<b>19,251</b>	<b>18,844</b>	<b>-2.1%</b>

	12-2016	12-2017	Change
Single-Family	15,751	15,418	-2.1%
Condo-Townhouse	3,500	3,426	-2.1%
<b>All Property Types</b>	<b>19,251</b>	<b>18,844</b>	<b>-2.1%</b>

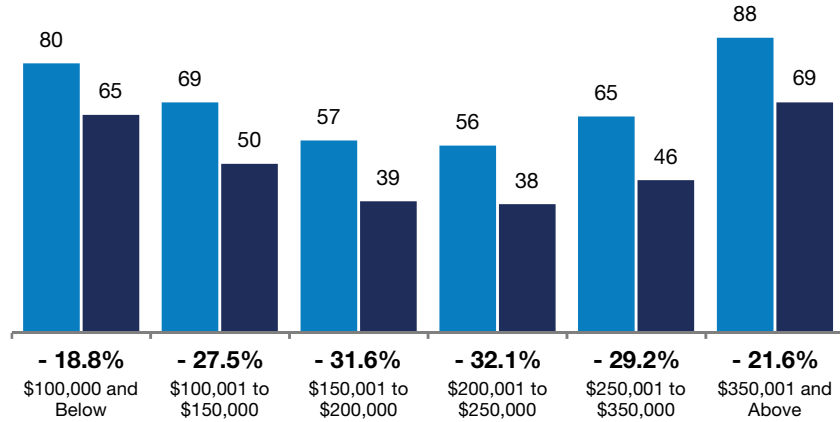
# Days on Market Until Sale

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



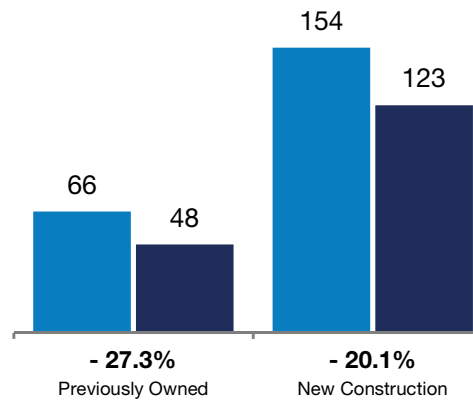
## By Price Range

■ 12-2016 ■ 12-2017



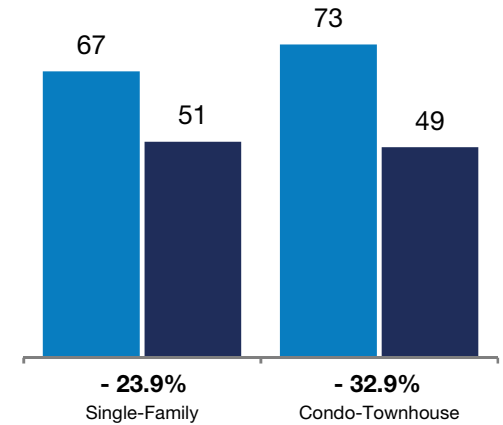
## By Construction Status

■ 12-2016 ■ 12-2017



## By Property Type

■ 12-2016 ■ 12-2017



## All Properties

### By Price Range

	12-2016	12-2017	Change
\$100,000 and Below	80	65	- 18.8%
\$100,001 to \$150,000	69	50	- 27.5%
\$150,001 to \$200,000	57	39	- 31.6%
\$200,001 to \$250,000	56	38	- 32.1%
\$250,001 to \$350,000	65	46	- 29.2%
\$350,001 and Above	88	69	- 21.6%
<b>All Price Ranges</b>	<b>68</b>	<b>50</b>	<b>- 26.5%</b>

## Single-Family

	12-2016	12-2017	Change
Previously Owned	79	68	- 13.9%
New Construction	70	52	- 25.7%
Single-Family	57	39	- 31.6%
Condo-Townhouse	60	41	- 31.7%
Single-Family	67	46	- 31.3%
Condo-Townhouse	105	61	- 41.9%
Single-Family	87	69	- 20.7%
Condo-Townhouse	94	63	- 33.0%
<b>All Single-Family</b>	<b>67</b>	<b>51</b>	<b>- 23.9%</b>
<b>All Condo-Townhouse</b>	<b>73</b>	<b>49</b>	<b>- 32.9%</b>

## Condo-Townhouse

### By Construction Status

	12-2016	12-2017	Change
Previously Owned	66	48	- 27.3%
New Construction	154	123	- 20.1%
<b>All Construction Statuses</b>	<b>68</b>	<b>50</b>	<b>- 26.5%</b>

	12-2016	12-2017	Change
Previously Owned	65	48	- 26.2%
New Construction	150	133	- 11.3%
<b>All Single-Family</b>	<b>67</b>	<b>51</b>	<b>- 23.9%</b>
<b>All Condo-Townhouse</b>	<b>73</b>	<b>49</b>	<b>- 32.9%</b>

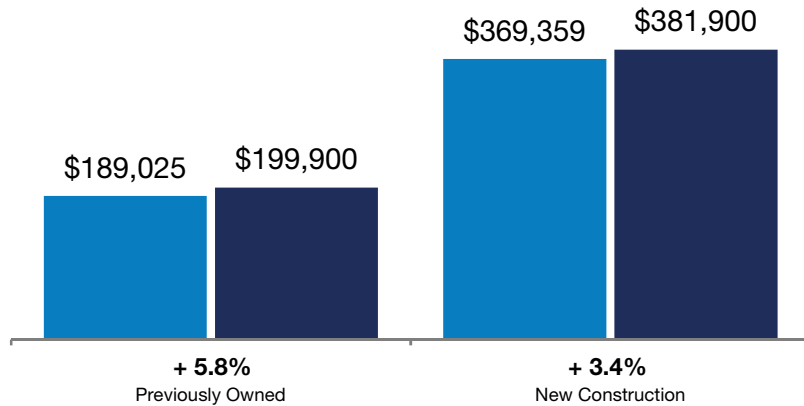
# Median Sales Price

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



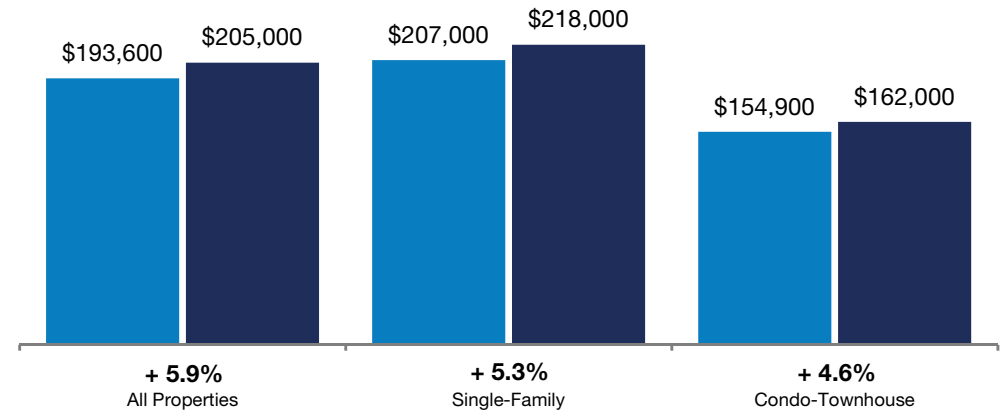
## By Construction Status

■ 12-2016 ■ 12-2017



## By Property Type

■ 12-2016 ■ 12-2017



### All Properties

By Construction Status	12-2016	12-2017	Change
Previously Owned	\$189,025	\$199,900	+ 5.8%
New Construction	\$369,359	\$381,900	+ 3.4%
<b>All Construction Statuses</b>	<b>\$193,600</b>	<b>\$205,000</b>	<b>+ 5.9%</b>

### Single-Family

12-2016	12-2017	Change	12-2016	12-2017	Change
\$202,500	\$214,000	+ 5.7%	\$150,000	\$159,000	+ 6.0%
\$385,000	\$399,900	+ 3.9%	\$348,083	\$349,900	+ 0.5%
<b>\$207,000</b>	<b>\$218,000</b>	<b>+ 5.3%</b>	<b>\$154,900</b>	<b>\$162,000</b>	<b>+ 4.6%</b>

### Condo-Townhouse

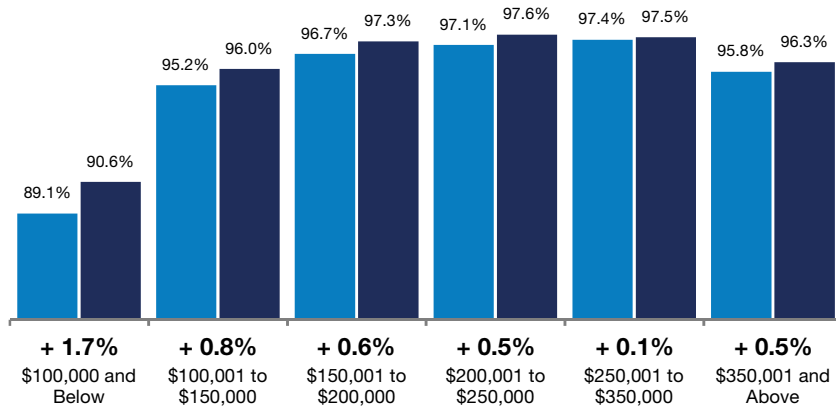
# Percent of Original List Price Received

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.**



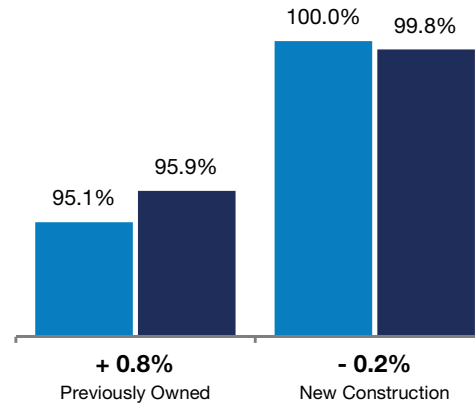
## By Price Range

■ 12-2016 ■ 12-2017



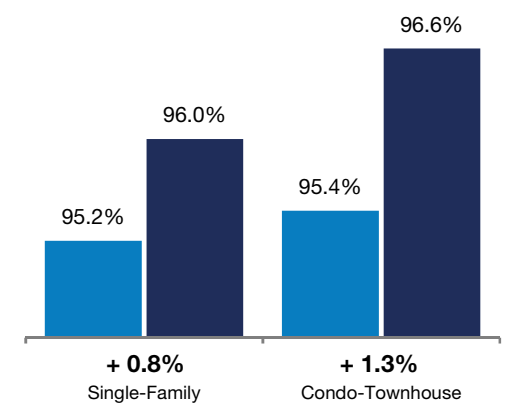
## By Construction Status

■ 12-2016 ■ 12-2017



## By Property Type

■ 12-2016 ■ 12-2017



## All Properties

### By Price Range

	12-2016	12-2017	Change
\$100,000 and Below	89.1%	90.6%	+ 1.7%
\$100,001 to \$150,000	95.2%	96.0%	+ 0.8%
\$150,001 to \$200,000	96.7%	97.3%	+ 0.6%
\$200,001 to \$250,000	97.1%	97.6%	+ 0.5%
\$250,001 to \$350,000	97.4%	97.5%	+ 0.1%
\$350,001 and Above	95.8%	96.3%	+ 0.5%
<b>All Price Ranges</b>	<b>95.2%</b>	<b>96.1%</b>	<b>+ 0.9%</b>

## Single-Family

	12-2016	12-2017	Change
Previously Owned	95.1%	95.9%	+ 0.8%
New Construction	100.0%	99.8%	- 0.2%

## Condo-Townhouse

### By Construction Status

	12-2016	12-2017	Change
Previously Owned	95.1%	95.9%	+ 0.8%
New Construction	100.0%	99.8%	- 0.2%
<b>All Construction Statuses</b>	<b>95.2%</b>	<b>96.1%</b>	<b>+ 0.9%</b>

	12-2016	12-2017	Change
Single-Family	95.2%	96.0%	+ 0.8%
Condo-Townhouse	95.4%	96.6%	+ 1.3%

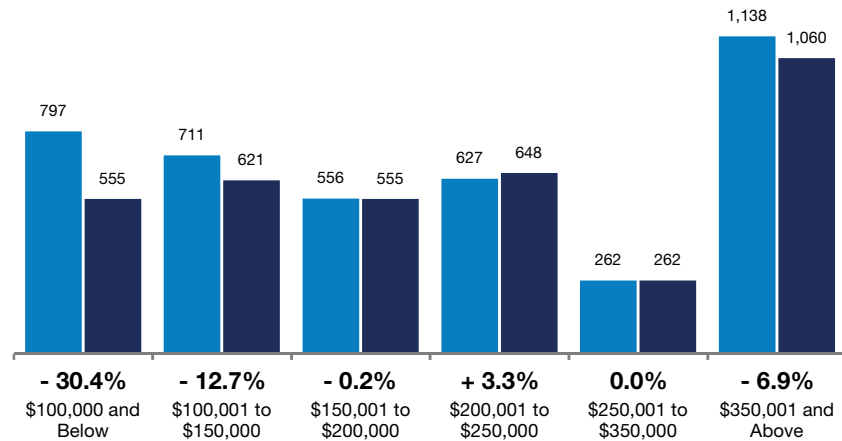
# Inventory of Homes for Sale

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



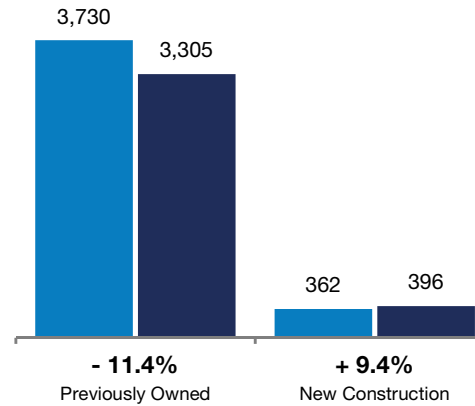
## By Price Range

■ 12-2016 ■ 12-2017



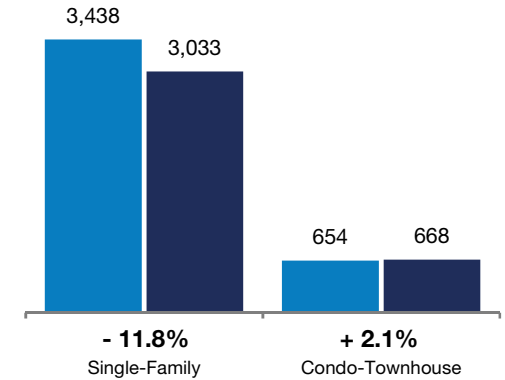
## By Construction Status

■ 12-2016 ■ 12-2017



## By Property Type

■ 12-2016 ■ 12-2017



### All Properties

#### By Price Range

	12-2016	12-2017	Change
\$100,000 and Below	797	555	-30.4%
\$100,001 to \$150,000	711	621	-12.7%
\$150,001 to \$200,000	556	555	-0.2%
\$200,001 to \$250,000	627	648	+3.3%
\$250,001 to \$350,000	262	262	0.0%
\$350,001 and Above	1,138	1,060	-6.9%
<b>All Price Ranges</b>	<b>4,092</b>	<b>3,701</b>	<b>-9.6%</b>

### Single-Family

	12-2016	12-2017	Change
Previously Owned	3,730	3,305	-11.4%
New Construction	362	396	+9.4%
<b>All Single-Family</b>	<b>3,438</b>	<b>3,033</b>	<b>-11.8%</b>

### Condo-Townhouse

	12-2016	12-2017	Change
Single-Family	3,438	3,033	-11.8%
Condo-Townhouse	654	668	+2.1%
<b>All Condo-Townhouse</b>	<b>654</b>	<b>668</b>	<b>+2.1%</b>

#### By Construction Status

	12-2016	12-2017	Change
Previously Owned	3,730	3,305	-11.4%
New Construction	362	396	+9.4%
<b>All Construction Statuses</b>	<b>4,092</b>	<b>3,701</b>	<b>-9.6%</b>

	12-2016	12-2017	Change
Single-Family	3,158	2,786	-11.8%
Condo-Townhouse	280	247	-11.8%
<b>All Single-Family</b>	<b>3,438</b>	<b>3,033</b>	<b>-11.8%</b>

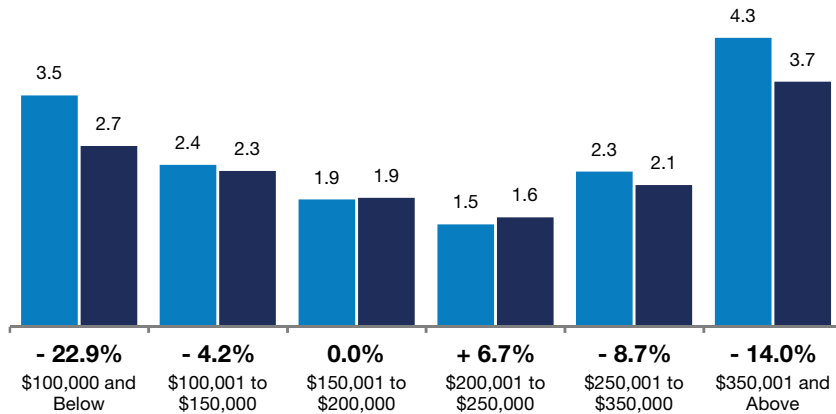
# Months Supply of Inventory

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.



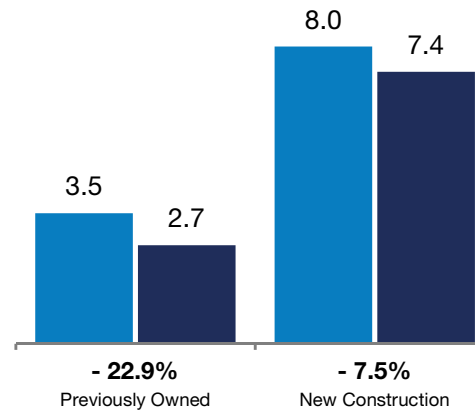
## By Price Range

■ 12-2016 ■ 12-2017



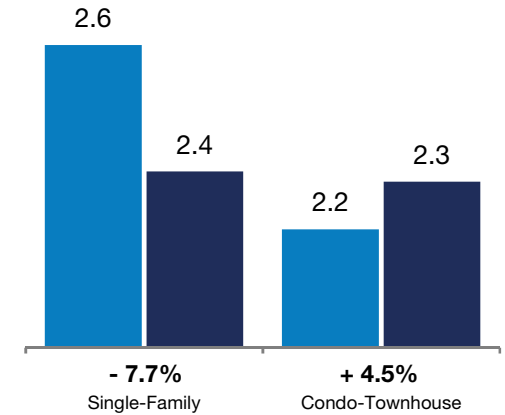
## By Construction Status

■ 12-2016 ■ 12-2017



## By Property Type

■ 12-2016 ■ 12-2017



### All Properties

#### By Price Range

	12-2016	12-2017	Change
\$100,000 and Below	3.5	2.7	- 22.9%
\$100,001 to \$150,000	2.4	2.3	- 4.2%
\$150,001 to \$200,000	1.9	1.9	0.0%
\$200,001 to \$250,000	1.5	1.6	+ 6.7%
\$250,001 to \$350,000	2.3	2.1	- 8.7%
\$350,001 and Above	4.3	3.7	- 14.0%
<b>All Price Ranges</b>	<b>2.6</b>	<b>2.4</b>	<b>- 7.7%</b>

### Single-Family

	12-2016	12-2017	Change
Single-Family	3.7	3.0	- 18.9%
Condo-Townhouse	2.6	2.5	- 3.8%
Single-Family	2.6	2.5	- 3.8%
Condo-Townhouse	1.8	1.7	- 5.6%
Single-Family	1.9	2.0	+ 5.3%
Condo-Townhouse	1.9	1.7	- 10.5%
Single-Family	1.5	1.5	0.0%
Condo-Townhouse	1.9	2.3	+ 21.1%
Single-Family	2.1	1.9	- 9.5%
Condo-Townhouse	3.8	3.4	- 10.5%
Single-Family	4.4	3.5	- 20.5%
Condo-Townhouse	3.2	5.4	+ 68.8%
<b>All Price Ranges</b>	<b>2.6</b>	<b>2.4</b>	<b>- 7.7%</b>

### Condo-Townhouse

#### By Construction Status

	12-2016	12-2017	Change
Previously Owned	3.5	2.7	- 22.9%
New Construction	8.0	7.4	- 7.5%
<b>All Construction Statuses</b>	<b>2.6</b>	<b>2.4</b>	<b>- 7.7%</b>

	12-2016	12-2017	Change
Single-Family	3.6	2.8	- 22.2%
Condo-Townhouse	8.1	6.9	- 14.8%
Single-Family	3.3	2.3	- 30.3%
Condo-Townhouse	7.9	8.5	+ 7.6%
<b>All Construction Statuses</b>	<b>2.6</b>	<b>2.4</b>	<b>- 7.7%</b>