



Housing Supply Overview



March 2018

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

Quick Facts

+ 0.1%

+ 10.2%

- 6.0%

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	2
Days on Market Until Sale	3
Median Sales Price	4
Percent of Original List Price Received	5
Inventory of Homes for Sale	6
Months Supply of Inventory	7

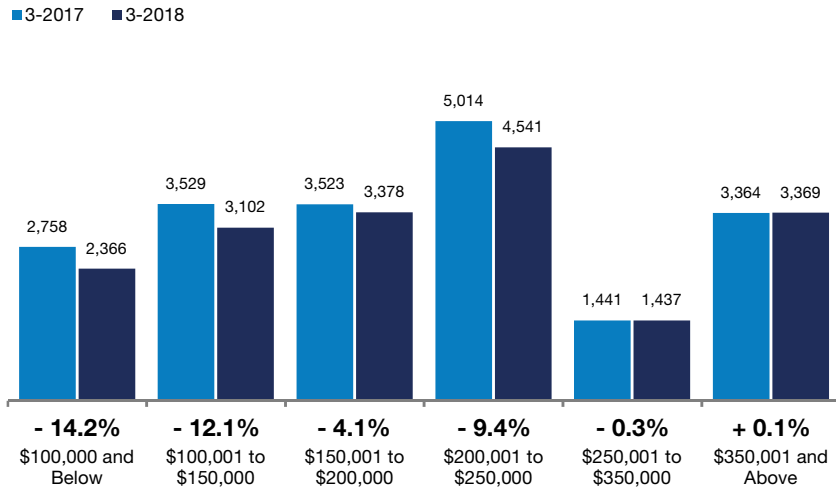


Pending Sales

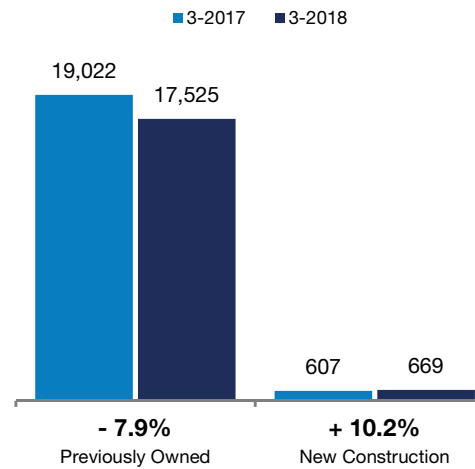
A count of properties on which offers have been accepted. Based on a rolling 12-month total.



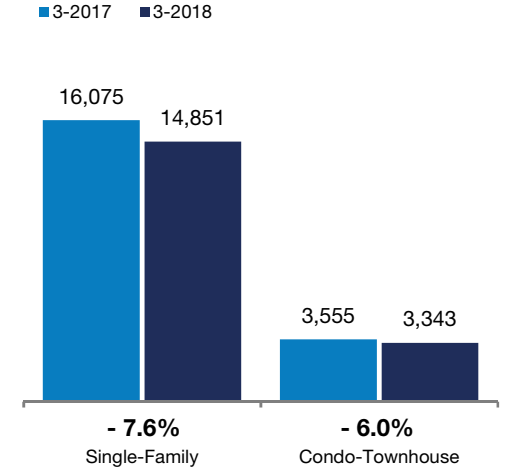
By Price Range



By Construction Status



By Property Type



All Properties

By Price Range	3-2017	3-2018	Change
\$100,000 and Below	2,758	2,366	-14.2%
\$100,001 to \$150,000	3,529	3,102	-12.1%
\$150,001 to \$200,000	3,523	3,378	-4.1%
\$200,001 to \$250,000	5,014	4,541	-9.4%
\$250,001 to \$350,000	1,441	1,437	-0.3%
\$350,001 and Above	3,364	3,369	+0.1%
All Price Ranges	19,630	18,194	-7.3%

Single-Family

3-2017	3-2018	Change	3-2017	3-2018	Change
2,046	1,770	-13.5%	712	596	-16.3%
2,646	2,308	-12.8%	883	794	-10.1%
2,743	2,612	-4.8%	780	766	-1.8%
4,362	3,904	-10.5%	652	637	-2.3%
1,235	1,244	+0.7%	206	193	-6.3%
3,042	3,012	-1.0%	322	357	+10.9%
16,075	14,851	-7.6%	3,555	3,343	-6.0%

Condo-Townhouse

By Construction Status	3-2017	3-2018	Change
Previously Owned	19,022	17,525	-7.9%
New Construction	607	669	+10.2%
All Construction Statuses	19,630	18,194	-7.3%

3-2017	3-2018	Change	3-2017	3-2018	Change
15,644	14,375	-8.1%	3,378	3,150	-6.7%
430	476	+10.7%	177	193	+9.0%
16,075	14,851	-7.6%	3,555	3,343	-6.0%

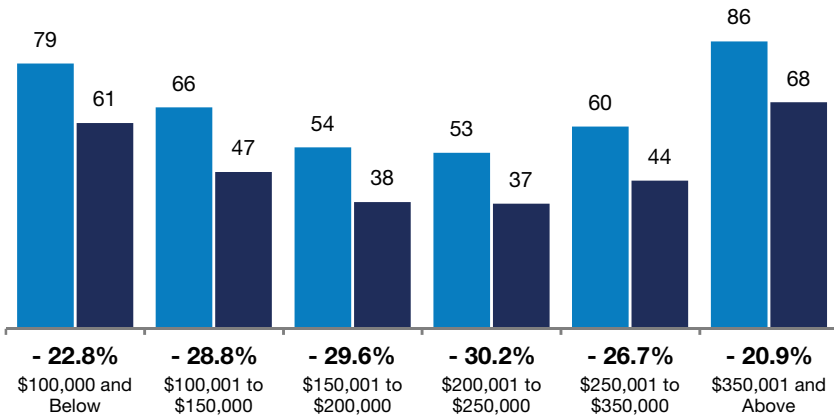
Days on Market Until Sale

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



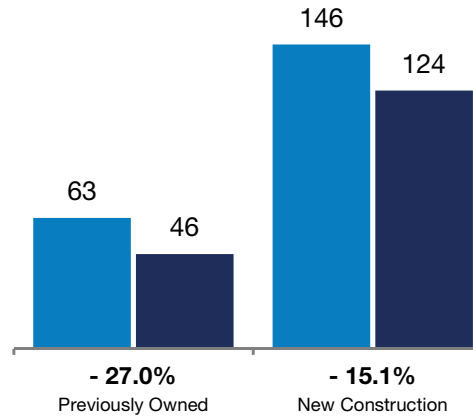
By Price Range

■ 3-2017 ■ 3-2018



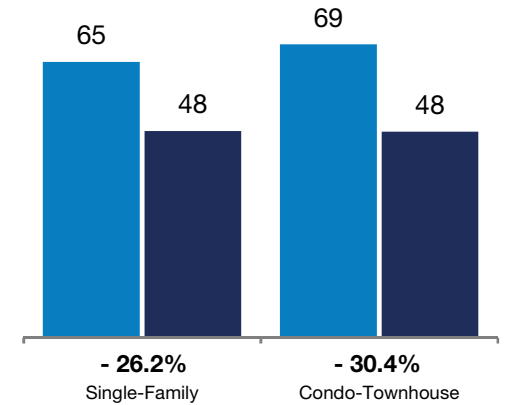
By Construction Status

■ 3-2017 ■ 3-2018



By Property Type

■ 3-2017 ■ 3-2018



All Properties

By Price Range

	3-2017	3-2018	Change
\$100,000 and Below	79	61	-22.8%
\$100,001 to \$150,000	66	47	-28.8%
\$150,001 to \$200,000	54	38	-29.6%
\$200,001 to \$250,000	53	37	-30.2%
\$250,001 to \$350,000	60	44	-26.7%
\$350,001 and Above	86	68	-20.9%
All Price Ranges	65	48	-26.2%

Single-Family

	3-2017	3-2018	Change
\$100,000 and Below	79	65	-17.7%
\$100,001 to \$150,000	68	48	-29.4%
\$150,001 to \$200,000	53	37	-30.2%
\$200,001 to \$250,000	51	36	-29.4%
\$250,001 to \$350,000	56	42	-25.0%
\$350,001 and Above	86	68	-20.9%
All Price Ranges	65	48	-26.2%

Condo-Townhouse

	3-2017	3-2018	Change
\$100,000 and Below	81	51	-37.0%
\$100,001 to \$150,000	61	43	-29.5%
\$150,001 to \$200,000	58	40	-31.0%
\$200,001 to \$250,000	62	48	-22.6%
\$250,001 to \$350,000	91	61	-33.0%
\$350,001 and Above	87	67	-23.0%
All Price Ranges	69	48	-30.4%

By Construction Status

	3-2017	3-2018	Change
Previously Owned	63	46	-27.0%
New Construction	146	124	-15.1%
All Construction Statuses	65	48	-26.2%

	3-2017	3-2018	Change
Previously Owned	62	46	-25.8%
New Construction	145	131	-9.7%
All Construction Statuses	65	48	-26.2%

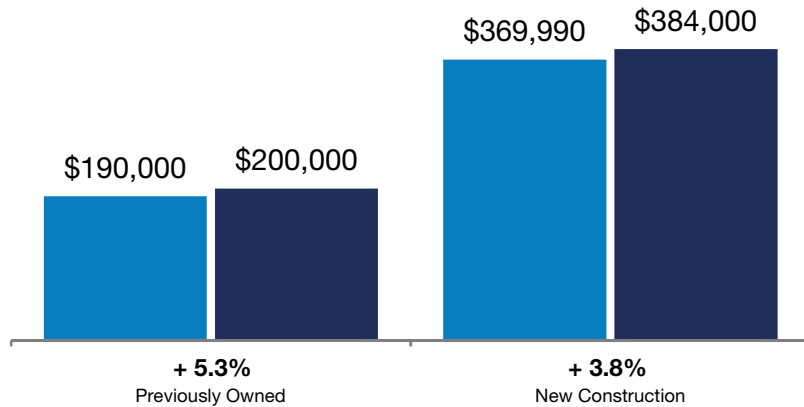
Median Sales Price

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



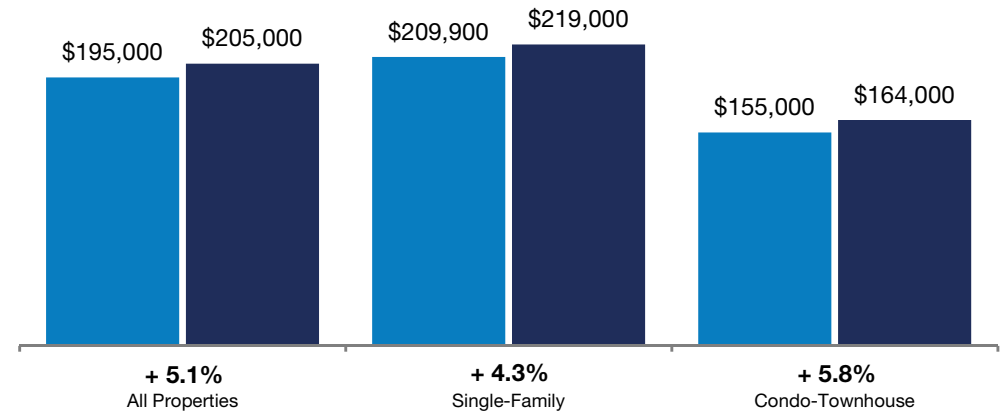
By Construction Status

■ 3-2017 ■ 3-2018



By Property Type

■ 3-2017 ■ 3-2018



All Properties

By Construction Status	3-2017	3-2018	Change
Previously Owned	\$190,000	\$200,000	+ 5.3%
New Construction	\$369,990	\$384,000	+ 3.8%
All Construction Statuses	\$195,000	\$205,000	+ 5.1%

Single-Family

3-2017	3-2018	Change	3-2017	3-2018	Change
\$205,000	\$214,900	+ 4.8%	\$152,000	\$159,900	+ 5.2%
\$385,500	\$395,500	+ 2.6%	\$348,542	\$350,250	+ 0.5%
\$209,900	\$219,000	+ 4.3%	\$155,000	\$164,000	+ 5.8%

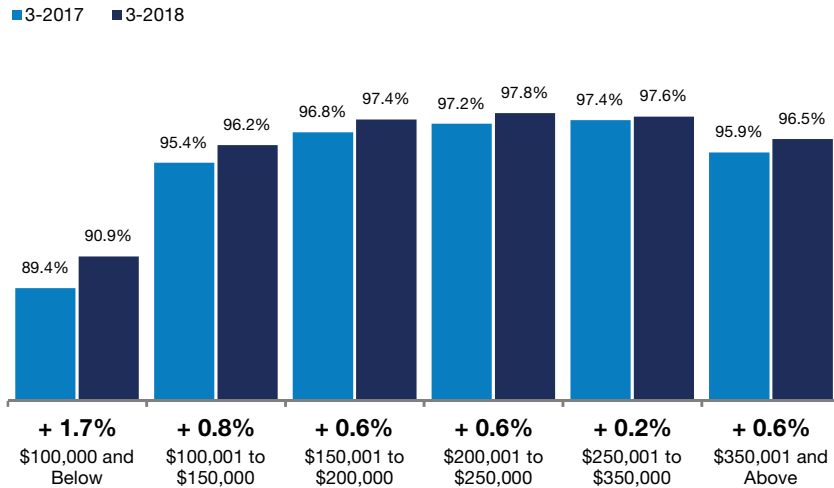
Condo-Townhouse

Percent of Original List Price Received

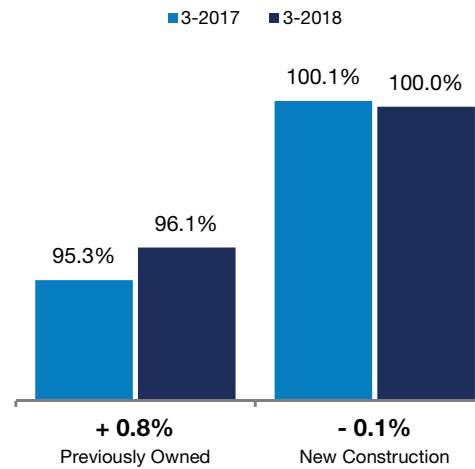
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold, not accounting for seller concessions. **Based on a rolling 12-month average.**



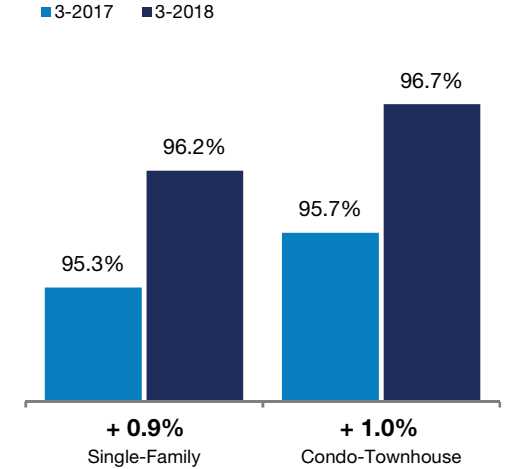
By Price Range



By Construction Status



By Property Type



All Properties

By Price Range	3-2017	3-2018	Change
\$100,000 and Below	89.4%	90.9%	+ 1.7%
\$100,001 to \$150,000	95.4%	96.2%	+ 0.8%
\$150,001 to \$200,000	96.8%	97.4%	+ 0.6%
\$200,001 to \$250,000	97.2%	97.8%	+ 0.6%
\$250,001 to \$350,000	97.4%	97.6%	+ 0.2%
\$350,001 and Above	95.9%	96.5%	+ 0.6%
All Price Ranges	95.4%	96.3%	+ 0.9%

Single-Family

3-2017	3-2018	Change	3-2017	3-2018	Change
88.7%	90.3%	+ 1.8%	91.4%	92.5%	+ 1.2%
95.2%	96.0%	+ 0.8%	95.9%	96.9%	+ 1.0%
96.7%	97.4%	+ 0.7%	97.2%	97.7%	+ 0.5%
97.3%	97.8%	+ 0.5%	96.8%	97.6%	+ 0.8%
97.3%	97.5%	+ 0.2%	98.4%	98.3%	- 0.1%
95.6%	96.2%	+ 0.6%	98.4%	99.0%	+ 0.6%
95.3%	96.2%	+ 0.9%	95.7%	96.7%	+ 1.0%

Condo-Townhouse

By Construction Status	3-2017	3-2018	Change
Previously Owned	95.3%	96.1%	+ 0.8%
New Construction	100.1%	100.0%	- 0.1%
All Construction Statuses	95.4%	96.3%	+ 0.9%

3-2017	3-2018	Change	3-2017	3-2018	Change
95.2%	96.1%	+ 0.9%	95.4%	96.3%	+ 0.9%
98.8%	98.7%	- 0.1%	103.7%	103.2%	- 0.5%
95.3%	96.2%	+ 0.9%	95.7%	96.7%	+ 1.0%

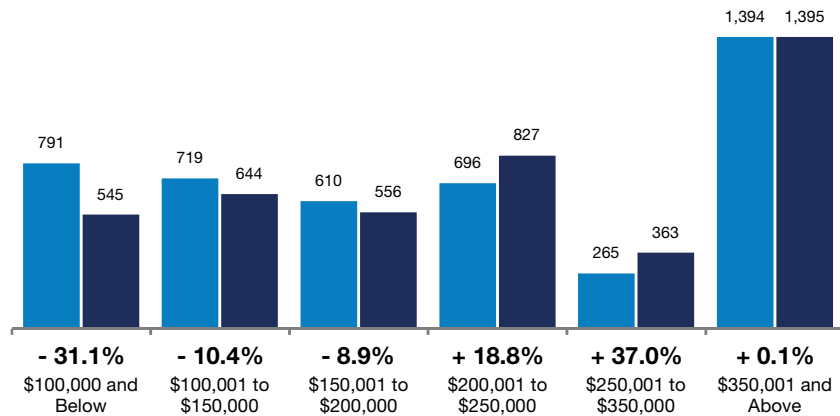
Inventory of Homes for Sale

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



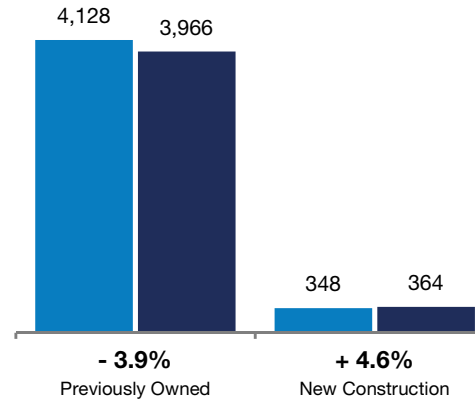
By Price Range

■ 3-2017 ■ 3-2018



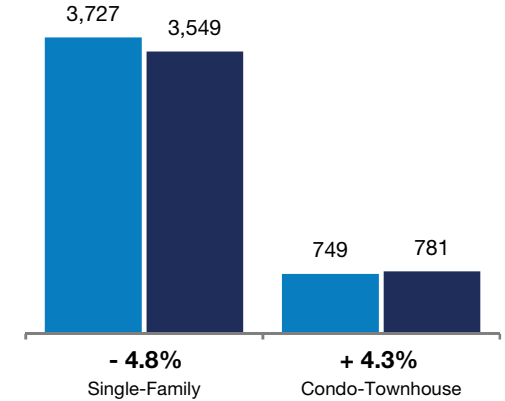
By Construction Status

■ 3-2017 ■ 3-2018



By Property Type

■ 3-2017 ■ 3-2018



All Properties

By Price Range

	3-2017	3-2018	Change
\$100,000 and Below	791	545	- 31.1%
\$100,001 to \$150,000	719	644	- 10.4%
\$150,001 to \$200,000	610	556	- 8.9%
\$200,001 to \$250,000	696	827	+ 18.8%
\$250,001 to \$350,000	265	363	+ 37.0%
\$350,001 and Above	1,394	1,395	+ 0.1%
All Price Ranges	4,476	4,330	- 3.3%

Single-Family

	3-2017	3-2018	Change
Previously Owned	638	419	- 34.3%
New Construction	583	512	- 12.2%
Single-Family	474	435	- 8.2%
Condo-Townhouse	559	658	+ 17.7%
Single-Family	204	289	+ 41.7%
Condo-Townhouse	1,268	1,236	- 2.5%
All Single-Family	3,727	3,549	- 4.8%
All Condo-Townhouse	749	781	+ 4.3%

Condo-Townhouse

By Construction Status

	3-2017	3-2018	Change
Previously Owned	4,128	3,966	- 3.9%
New Construction	348	364	+ 4.6%
All Construction Statuses	4,476	4,330	- 3.3%

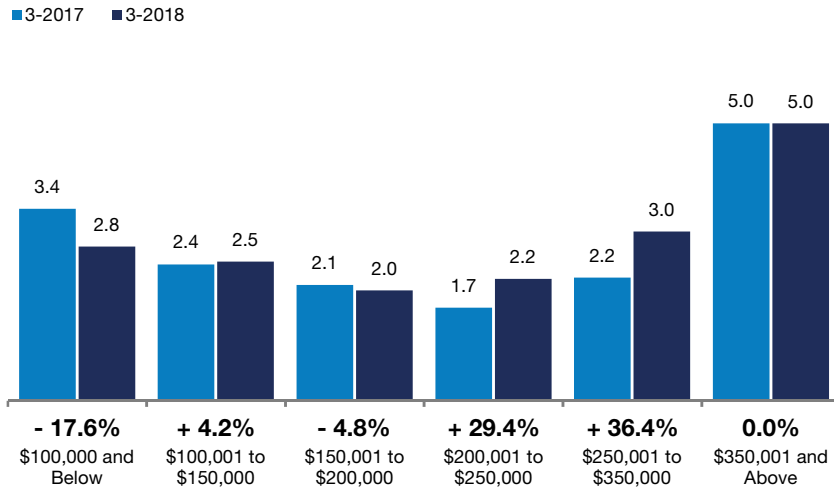
	3-2017	3-2018	Change
Previously Owned	3,472	3,313	- 4.6%
New Construction	255	236	- 7.5%
All Single-Family	3,727	3,549	- 4.8%
All Condo-Townhouse	749	781	+ 4.3%

Months Supply of Inventory

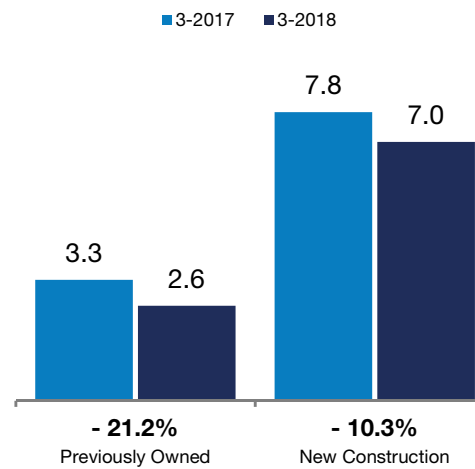
The inventory of homes for sale at the end of the most recent month, based on one month of activity, divided by the average monthly pending sales from the last 12 months.



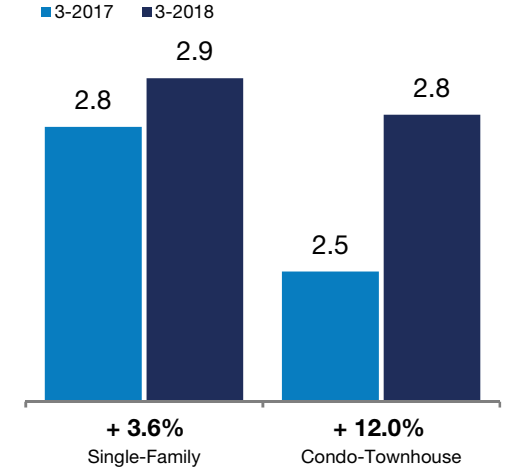
By Price Range



By Construction Status



By Property Type



All Properties

By Price Range	3-2017	3-2018	Change
\$100,000 and Below	3.4	2.8	- 17.6%
\$100,001 to \$150,000	2.4	2.5	+ 4.2%
\$150,001 to \$200,000	2.1	2.0	- 4.8%
\$200,001 to \$250,000	1.7	2.2	+ 29.4%
\$250,001 to \$350,000	2.2	3.0	+ 36.4%
\$350,001 and Above	5.0	5.0	0.0%
All Price Ranges	2.7	2.9	+ 7.4%

Single-Family

3-2017	3-2018	Change	3-2017	3-2018	Change
3.7	2.8	- 24.3%	2.6	2.5	- 3.8%
2.6	2.7	+ 3.8%	1.8	2.0	+ 11.1%
2.1	2.0	- 4.8%	2.1	1.9	- 9.5%
1.5	2.0	+ 33.3%	2.5	3.2	+ 28.0%
2.0	2.8	+ 40.0%	3.6	4.6	+ 27.8%
5.0	4.9	- 2.0%	4.7	5.3	+ 12.8%
2.8	2.9	+ 3.6%	2.5	2.8	+ 12.0%

Condo-Townhouse

By Construction Status	3-2017	3-2018	Change
Previously Owned	3.3	2.6	- 21.2%
New Construction	7.8	7.0	- 10.3%
All Construction Statuses	2.7	2.9	+ 7.4%

3-2017	3-2018	Change	3-2017	3-2018	Change
3.3	2.7	- 18.2%	2.9	2.2	- 24.1%
8.1	6.3	- 22.2%	7.0	8.9	+ 27.1%
2.8	2.9	+ 3.6%	2.5	2.8	+ 12.0%