



# Housing Supply Overview



## September 2018

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

## Quick Facts

**+ 0.5%**

**- 2.1%**

**- 8.2%**

Price Range With the Strongest Sales:	Construction Status With Strongest Sales:	Property Type With Strongest Sales:
<b>\$250,001 to \$350,000</b>	<b>New Construction</b>	<b>Single-Family Detached</b>

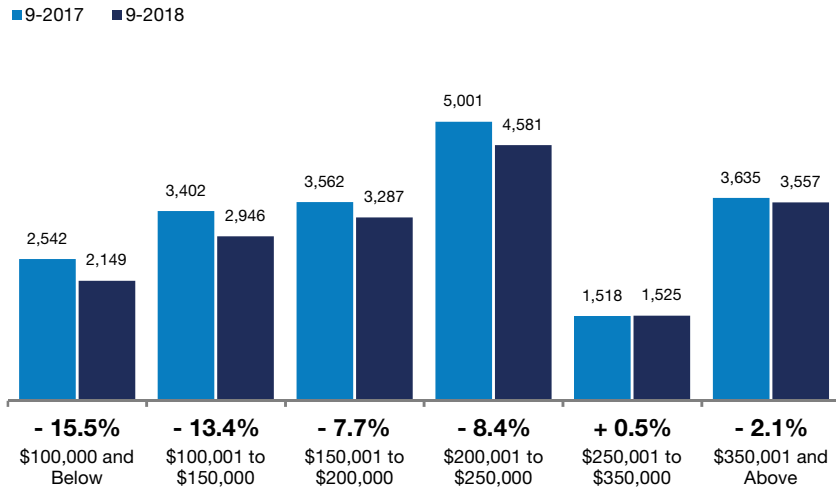
Pending Sales	<b>2</b>
Days on Market Until Sale	<b>3</b>
Median Sales Price	<b>4</b>
Percent of Original List Price Received	<b>5</b>
Inventory of Homes for Sale	<b>6</b>
Months Supply of Inventory	<b>7</b>

# Pending Sales

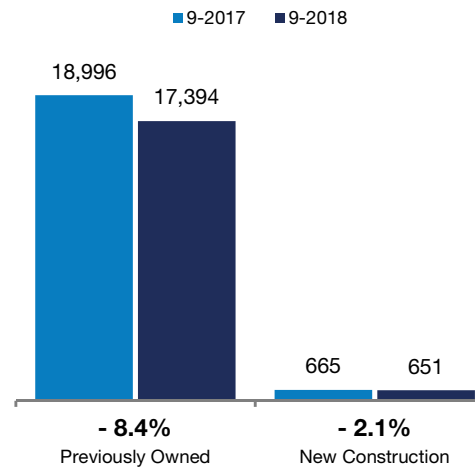
A count of properties on which offers have been accepted. Based on a rolling 12-month total.



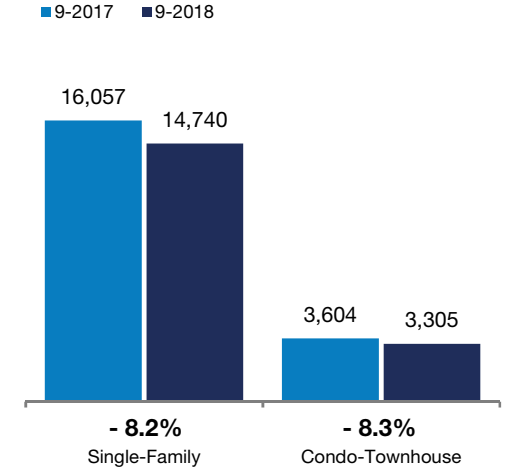
## By Price Range



## By Construction Status



## By Property Type



### All Properties

By Price Range	9-2017	9-2018	Change
\$100,000 and Below	2,542	2,149	-15.5%
\$100,001 to \$150,000	3,402	2,946	-13.4%
\$150,001 to \$200,000	3,562	3,287	-7.7%
\$200,001 to \$250,000	5,001	4,581	-8.4%
\$250,001 to \$350,000	1,518	1,525	+0.5%
\$350,001 and Above	3,635	3,557	-2.1%
<b>All Price Ranges</b>	<b>19,661</b>	<b>18,045</b>	<b>-8.2%</b>

### Single-Family

9-2017	9-2018	Change	9-2017	9-2018	Change
1,894	1,552	-18.1%	648	597	-7.9%
2,528	2,191	-13.3%	874	755	-13.6%
2,750	2,568	-6.6%	812	719	-11.5%
4,303	3,928	-8.7%	698	653	-6.4%
1,311	1,295	-1.2%	207	230	+11.1%
3,270	3,206	-2.0%	365	351	-3.8%
<b>16,057</b>	<b>14,740</b>	<b>-8.2%</b>	<b>3,604</b>	<b>3,305</b>	<b>-8.3%</b>

### Condo-Townhouse

By Construction Status	9-2017	9-2018	Change
Previously Owned	18,996	17,394	-8.4%
New Construction	665	651	-2.1%
<b>All Construction Statuses</b>	<b>19,661</b>	<b>18,045</b>	<b>-8.2%</b>

9-2017	9-2018	Change	9-2017	9-2018	Change
15,591	14,279	-8.4%	3,405	3,115	-8.5%
466	461	-1.1%	199	190	-4.5%
<b>16,057</b>	<b>14,740</b>	<b>-8.2%</b>	<b>3,604</b>	<b>3,305</b>	<b>-8.3%</b>

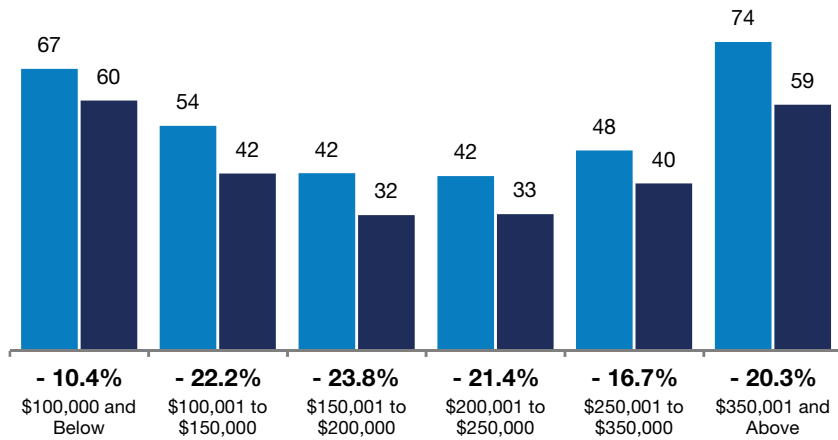
# Days on Market Until Sale

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



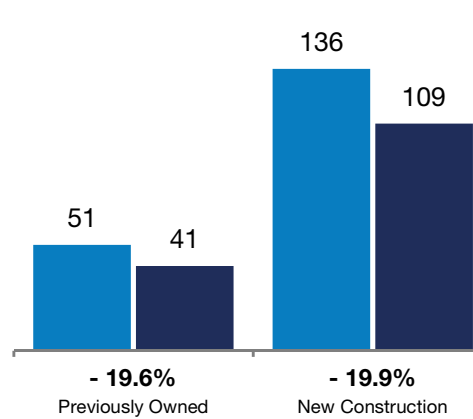
## By Price Range

■ 9-2017 ■ 9-2018



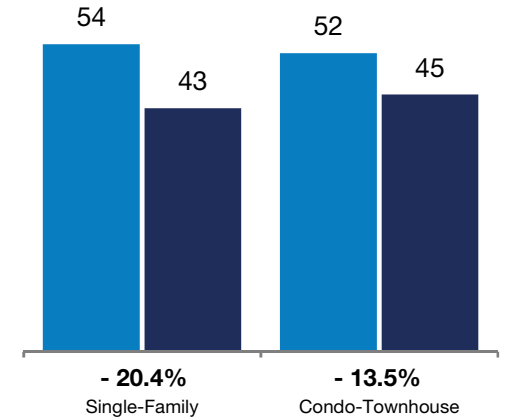
## By Construction Status

■ 9-2017 ■ 9-2018



## By Property Type

■ 9-2017 ■ 9-2018



### All Properties

#### By Price Range

	9-2017	9-2018	Change
\$100,000 and Below	67	60	-10.4%
\$100,001 to \$150,000	54	42	-22.2%
\$150,001 to \$200,000	42	32	-23.8%
\$200,001 to \$250,000	42	33	-21.4%
\$250,001 to \$350,000	48	40	-16.7%
\$350,001 and Above	74	59	-20.3%
<b>All Price Ranges</b>	<b>54</b>	<b>43</b>	<b>-20.4%</b>

### Single-Family

	9-2017	9-2018	Change
Previously Owned	51	41	-19.6%
New Construction	136	109	-19.9%
<b>All Construction Statuses</b>	<b>54</b>	<b>43</b>	<b>-20.4%</b>

### Condo-Townhouse

	9-2017	9-2018	Change
Single-Family	54	43	-20.4%
Condo-Townhouse	52	45	-13.5%

#### By Construction Status

	9-2017	9-2018	Change
Previously Owned	51	41	-19.6%
New Construction	136	109	-19.9%
<b>All Construction Statuses</b>	<b>54</b>	<b>43</b>	<b>-20.4%</b>

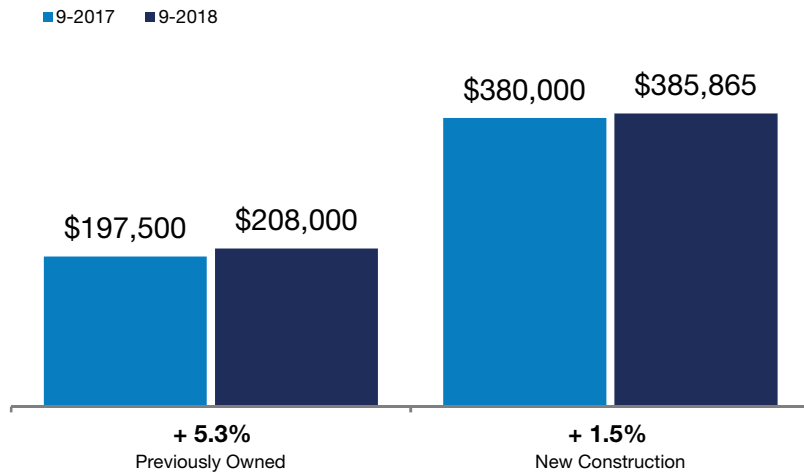
	9-2017	9-2018	Change
Single-Family	51	41	-19.6%
Condo-Townhouse	50	41	-18.0%
<b>All Property Types</b>	<b>52</b>	<b>45</b>	<b>-13.5%</b>

# Median Sales Price

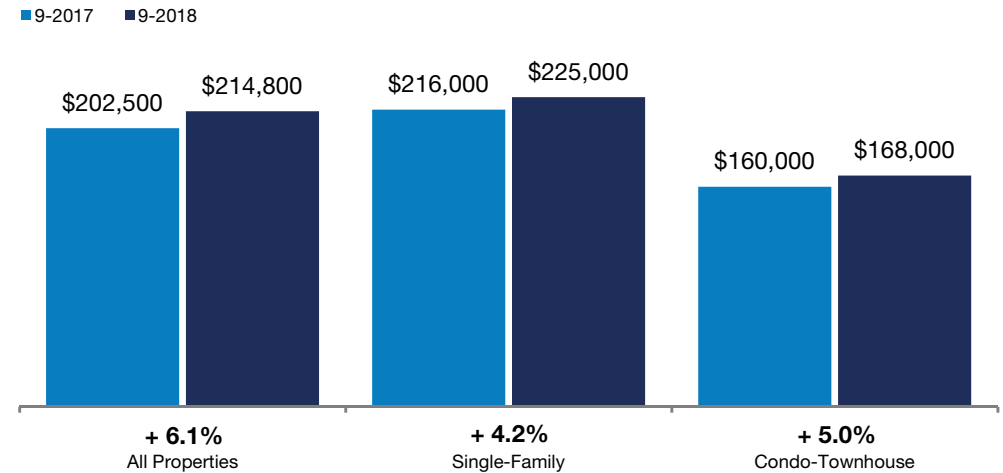
Median price point for all closed sales, not accounting for seller concessions. Based on a rolling 12-month median.



## By Construction Status



## By Property Type



### All Properties

By Construction Status	9-2017	9-2018	Change
Previously Owned	\$197,500	\$208,000	+ 5.3%
New Construction	\$380,000	\$385,865	+ 1.5%
<b>All Construction Statuses</b>	<b>\$202,500</b>	<b>\$214,800</b>	<b>+ 6.1%</b>

### Single-Family

9-2017	9-2018	Change	9-2017	9-2018	Change
\$212,000	\$220,000	+ 3.8%	\$156,000	\$163,000	+ 4.5%
\$395,200	\$409,625	+ 3.7%	\$351,438	\$347,400	- 1.1%
<b>\$216,000</b>	<b>\$225,000</b>	<b>+ 4.2%</b>	<b>\$160,000</b>	<b>\$168,000</b>	<b>+ 5.0%</b>

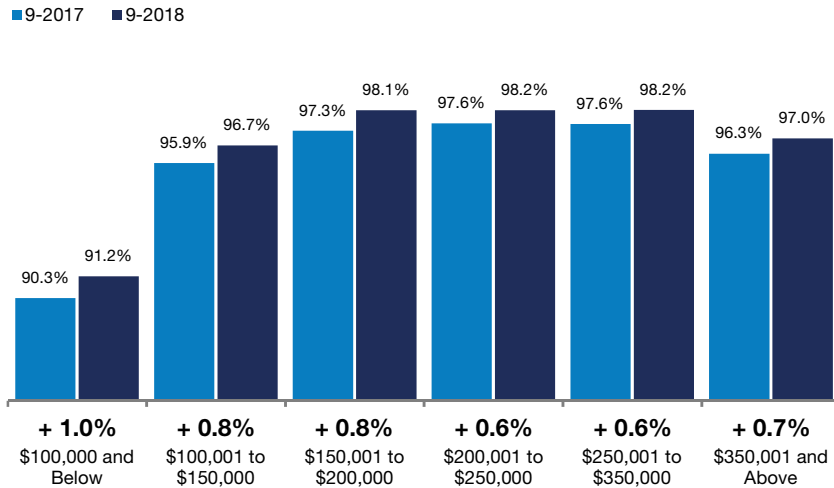
### Condo-Townhouse

# Percent of Original List Price Received

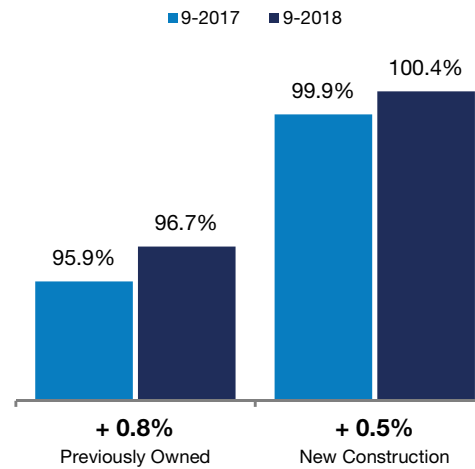
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold, not accounting for seller concessions. **Based on a rolling 12-month average.**



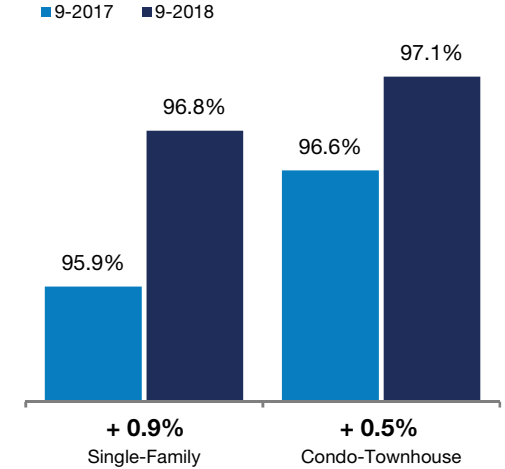
## By Price Range



## By Construction Status



## By Property Type



### All Properties

By Price Range	9-2017	9-2018	Change
\$100,000 and Below	90.3%	91.2%	+ 1.0%
\$100,001 to \$150,000	95.9%	96.7%	+ 0.8%
\$150,001 to \$200,000	97.3%	98.1%	+ 0.8%
\$200,001 to \$250,000	97.6%	98.2%	+ 0.6%
\$250,001 to \$350,000	97.6%	98.2%	+ 0.6%
\$350,001 and Above	96.3%	97.0%	+ 0.7%
<b>All Price Ranges</b>	<b>96.0%</b>	<b>96.8%</b>	<b>+ 0.8%</b>

### Single-Family

9-2017	9-2018	Change	9-2017	9-2018	Change
89.6%	90.4%	+ 0.9%	92.3%	93.3%	+ 1.1%
95.6%	96.5%	+ 0.9%	96.8%	97.1%	+ 0.3%
97.1%	98.1%	+ 1.0%	97.8%	98.5%	+ 0.7%
97.6%	98.2%	+ 0.6%	97.5%	97.9%	+ 0.4%
97.5%	98.2%	+ 0.7%	98.2%	98.1%	- 0.1%
96.0%	96.8%	+ 0.8%	99.0%	98.5%	- 0.5%
<b>95.9%</b>	<b>96.8%</b>	<b>+ 0.9%</b>	<b>96.6%</b>	<b>97.1%</b>	<b>+ 0.5%</b>

### Condo-Townhouse

By Construction Status	9-2017	9-2018	Change
Previously Owned	95.9%	96.7%	+ 0.8%
New Construction	99.9%	100.4%	+ 0.5%
<b>All Construction Statuses</b>	<b>96.0%</b>	<b>96.8%</b>	<b>+ 0.8%</b>

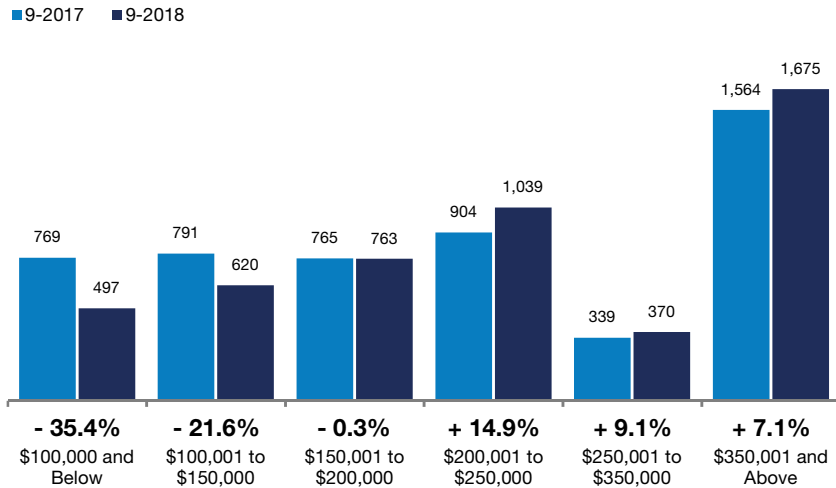
9-2017	9-2018	Change	9-2017	9-2018	Change
95.8%	96.7%	+ 0.9%	96.2%	96.8%	+ 0.6%
98.6%	99.4%	+ 0.8%	103.3%	103.1%	- 0.2%
<b>95.9%</b>	<b>96.8%</b>	<b>+ 0.9%</b>	<b>96.6%</b>	<b>97.1%</b>	<b>+ 0.5%</b>

# Inventory of Homes for Sale

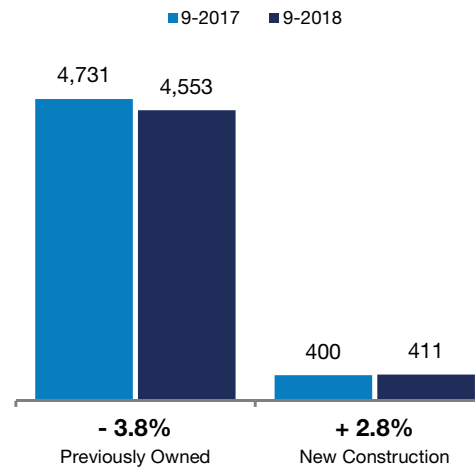
The number of properties available for sale in active status at the end of the most recent month. Based on one month of activity.



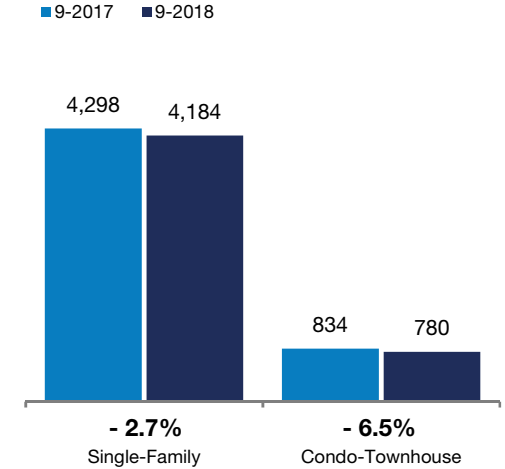
## By Price Range



## By Construction Status



## By Property Type



### All Properties

By Price Range	9-2017	9-2018	Change
\$100,000 and Below	769	497	- 35.4%
\$100,001 to \$150,000	791	620	- 21.6%
\$150,001 to \$200,000	765	763	- 0.3%
\$200,001 to \$250,000	904	1,039	+ 14.9%
\$250,001 to \$350,000	339	370	+ 9.1%
\$350,001 and Above	1,564	1,675	+ 7.1%
<b>All Price Ranges</b>	<b>5,132</b>	<b>4,964</b>	<b>- 3.3%</b>

### Single-Family

9-2017	9-2018	Change	9-2017	9-2018	Change
621	392	- 36.9%	148	105	- 29.1%
640	502	- 21.6%	151	118	- 21.9%
611	634	+ 3.8%	154	129	- 16.2%
765	844	+ 10.3%	139	195	+ 40.3%
282	322	+ 14.2%	57	48	- 15.8%
1,379	1,490	+ 8.0%	185	185	0.0%
<b>4,298</b>	<b>4,184</b>	<b>- 2.7%</b>	<b>834</b>	<b>780</b>	<b>- 6.5%</b>

### Condo-Townhouse

By Construction Status	9-2017	9-2018	Change
Previously Owned	4,731	4,553	- 3.8%
New Construction	400	411	+ 2.8%
<b>All Construction Statuses</b>	<b>5,132</b>	<b>4,964</b>	<b>- 3.3%</b>

9-2017	9-2018	Change	9-2017	9-2018	Change
4,037	3,913	- 3.1%	694	640	- 7.8%
260	271	+ 4.2%	140	140	0.0%
<b>4,298</b>	<b>4,184</b>	<b>- 2.7%</b>	<b>834</b>	<b>780</b>	<b>- 6.5%</b>

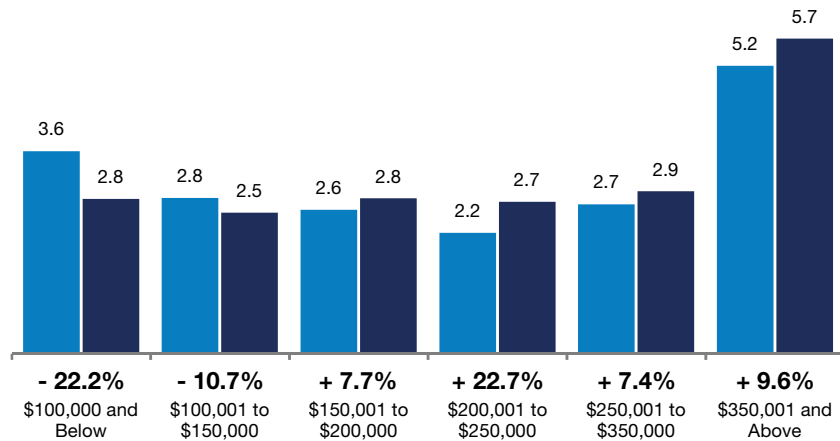
# Months Supply of Inventory

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.



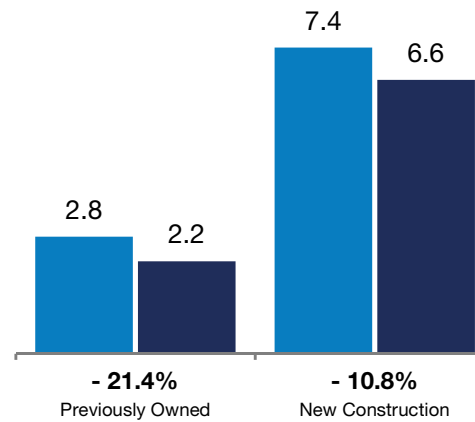
## By Price Range

■ 9-2017 ■ 9-2018



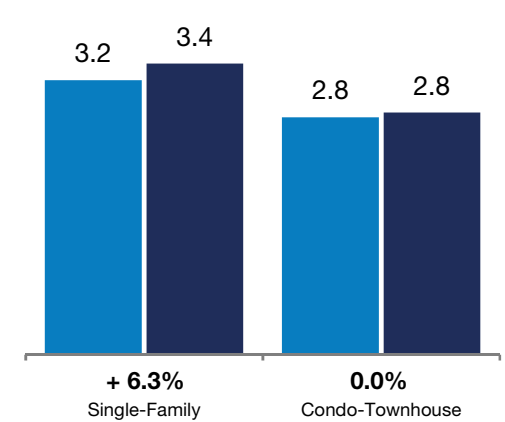
## By Construction Status

■ 9-2017 ■ 9-2018



## By Property Type

■ 9-2017 ■ 9-2018



### All Properties

#### By Price Range

	9-2017	9-2018	Change
\$100,000 and Below	3.6	2.8	- 22.2%
\$100,001 to \$150,000	2.8	2.5	- 10.7%
\$150,001 to \$200,000	2.6	2.8	+ 7.7%
\$200,001 to \$250,000	2.2	2.7	+ 22.7%
\$250,001 to \$350,000	2.7	2.9	+ 7.4%
\$350,001 and Above	5.2	5.7	+ 9.6%
<b>All Price Ranges</b>	<b>3.1</b>	<b>3.3</b>	<b>+ 6.5%</b>

### Single-Family

	9-2017	9-2018	Change
\$100,000 and Below	3.9	3.0	- 23.1%
\$100,001 to \$150,000	3.0	2.7	- 10.0%
\$150,001 to \$200,000	2.7	3.0	+ 11.1%
\$200,001 to \$250,000	2.1	2.6	+ 23.8%
\$250,001 to \$350,000	2.6	3.0	+ 15.4%
\$350,001 and Above	5.1	5.6	+ 9.8%
<b>All Price Ranges</b>	<b>3.2</b>	<b>3.4</b>	<b>+ 6.3%</b>

### Condo-Townhouse

	9-2017	9-2018	Change
\$100,000 and Below	2.7	2.1	- 22.2%
\$100,001 to \$150,000	2.1	1.9	- 9.5%
\$150,001 to \$200,000	2.3	2.2	- 4.3%
\$200,001 to \$250,000	2.4	3.6	+ 50.0%
\$250,001 to \$350,000	3.3	2.5	- 24.2%
\$350,001 and Above	6.1	6.3	+ 3.3%
<b>All Price Ranges</b>	<b>2.8</b>	<b>2.8</b>	<b>0.0%</b>

#### By Construction Status

	9-2017	9-2018	Change
Previously Owned	2.8	2.2	- 21.4%
New Construction	7.4	6.6	- 10.8%
<b>All Construction Statuses</b>	<b>3.1</b>	<b>3.3</b>	<b>+ 6.5%</b>

	9-2017	9-2018	Change
Previously Owned	2.9	2.3	- 20.7%
New Construction	7.3	6.0	- 17.8%
<b>All Construction Statuses</b>	<b>3.2</b>	<b>3.4</b>	<b>+ 6.3%</b>