



# Housing Supply Overview



## November 2018

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

## Quick Facts

**+ 1.7%**

**- 2.1%**

**- 4.4%**

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>



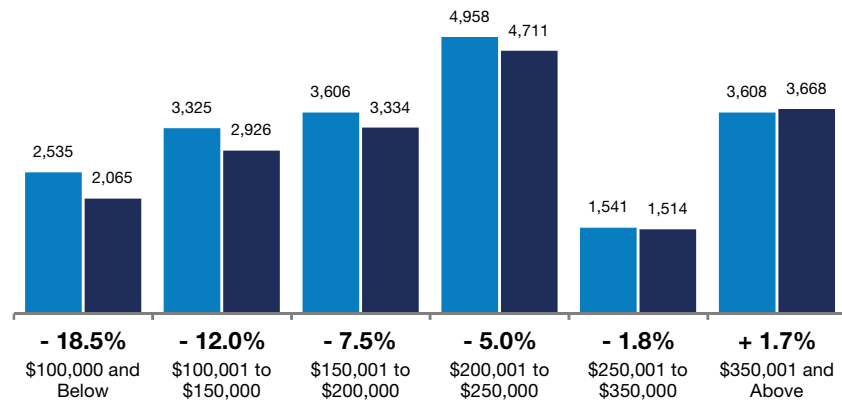
# Pending Sales

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



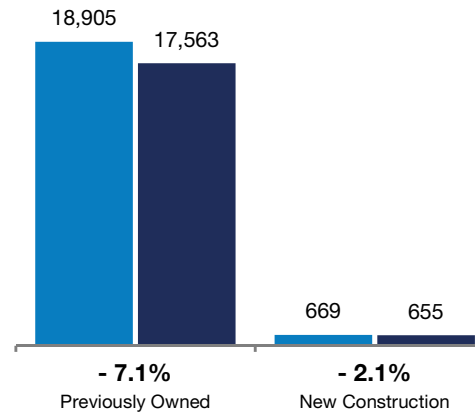
## By Price Range

■ 11-2017 ■ 11-2018



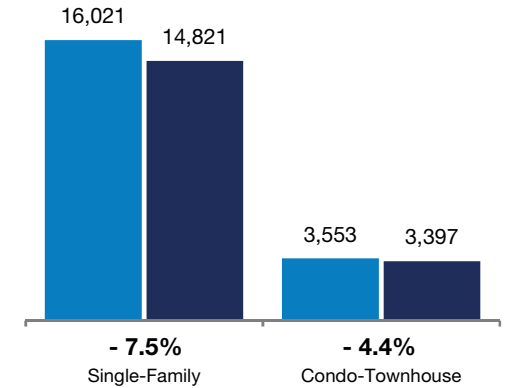
## By Construction Status

■ 11-2017 ■ 11-2018



## By Property Type

■ 11-2017 ■ 11-2018



## All Properties

### By Price Range

	11-2017	11-2018	Change
\$100,000 and Below	2,535	2,065	-18.5%
\$100,001 to \$150,000	3,325	2,926	-12.0%
\$150,001 to \$200,000	3,606	3,334	-7.5%
\$200,001 to \$250,000	4,958	4,711	-5.0%
\$250,001 to \$350,000	1,541	1,514	-1.8%
\$350,001 and Above	3,608	3,668	+1.7%
<b>All Price Ranges</b>	<b>19,574</b>	<b>18,218</b>	<b>-6.9%</b>

## Single-Family

	11-2017	11-2018	Change
Previously Owned	18,905	17,563	-7.1%
New Construction	669	655	-2.1%
<b>All Construction Statuses</b>	<b>19,574</b>	<b>18,218</b>	<b>-6.9%</b>

## Condo-Townhouse

### By Construction Status

	11-2017	11-2018	Change
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<b>All Construction Statuses</b>	<b>19,574</b>	<b>18,218</b>	<b>-6.9%</b>

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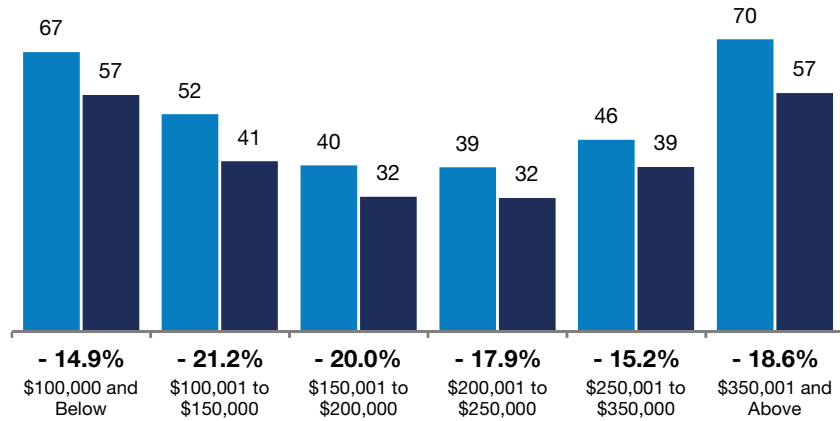
# Days on Market Until Sale

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



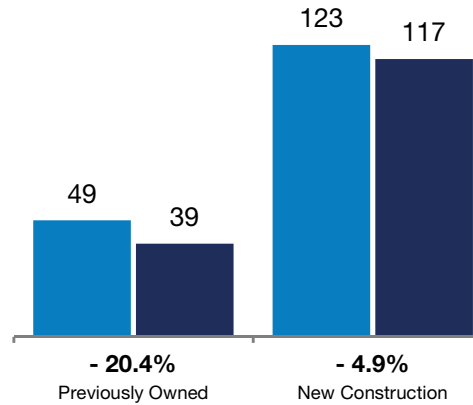
## By Price Range

■ 11-2017 ■ 11-2018



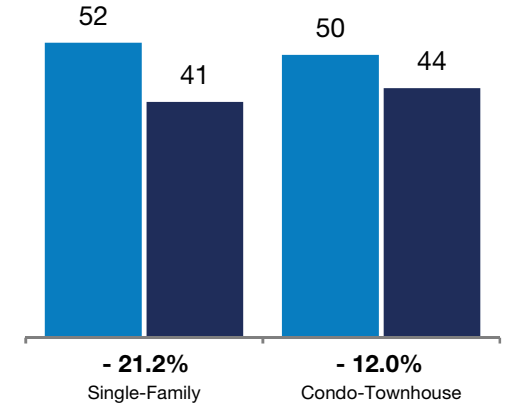
## By Construction Status

■ 11-2017 ■ 11-2018



## By Property Type

■ 11-2017 ■ 11-2018



## All Properties

### By Price Range

	11-2017	11-2018	Change
\$100,000 and Below	67	57	-14.9%
\$100,001 to \$150,000	52	41	-21.2%
\$150,001 to \$200,000	40	32	-20.0%
\$200,001 to \$250,000	39	32	-17.9%
\$250,001 to \$350,000	46	39	-15.2%
\$350,001 and Above	70	57	-18.6%
<b>All Price Ranges</b>	<b>51</b>	<b>42</b>	<b>-17.6%</b>

## Single-Family

	11-2017	11-2018	Change
70	62	-11.4%	
54	41	-24.1%	
39	32	-17.9%	
38	30	-21.1%	
44	36	-18.2%	
70	56	-20.0%	
<b>52</b>	<b>41</b>	<b>-21.2%</b>	

## Condo-Townhouse

	11-2017	11-2018	Change
57	44	-22.8%	
46	41	-10.9%	
41	34	-17.1%	
46	42	-8.7%	
62	59	-4.8%	
65	65	0.0%	
<b>50</b>	<b>44</b>	<b>-12.0%</b>	

### By Construction Status

	11-2017	11-2018	Change
Previously Owned	49	39	-20.4%
New Construction	123	117	-4.9%
<b>All Construction Statuses</b>	<b>51</b>	<b>42</b>	<b>-17.6%</b>

	11-2017	11-2018	Change
49	39	-20.4%	
132	114	-13.6%	
<b>52</b>	<b>41</b>	<b>-21.2%</b>	

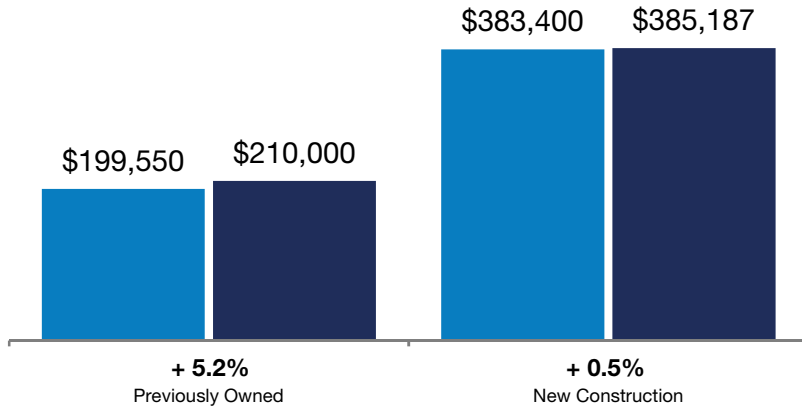
# Median Sales Price

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



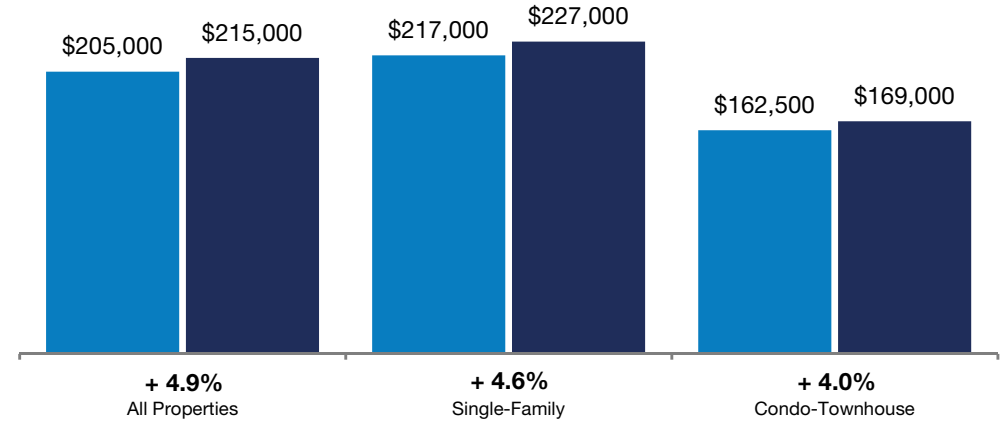
## By Construction Status

■ 11-2017 ■ 11-2018



## By Property Type

■ 11-2017 ■ 11-2018



### All Properties

By Construction Status	11-2017	11-2018	Change
Previously Owned	\$199,550	\$210,000	+ 5.2%
New Construction	\$383,400	\$385,187	+ 0.5%
<b>All Construction Statuses</b>	<b>\$205,000</b>	<b>\$215,000</b>	<b>+ 4.9%</b>

### Single-Family

11-2017	11-2018	Change	11-2017	11-2018	Change
\$213,000	\$222,500	+ 4.5%	\$159,038	\$164,160	+ 3.2%
\$400,900	\$411,000	+ 2.5%	\$349,900	\$348,156	- 0.5%
<b>\$217,000</b>	<b>\$227,000</b>	<b>+ 4.6%</b>	<b>\$162,500</b>	<b>\$169,000</b>	<b>+ 4.0%</b>

### Condo-Townhouse

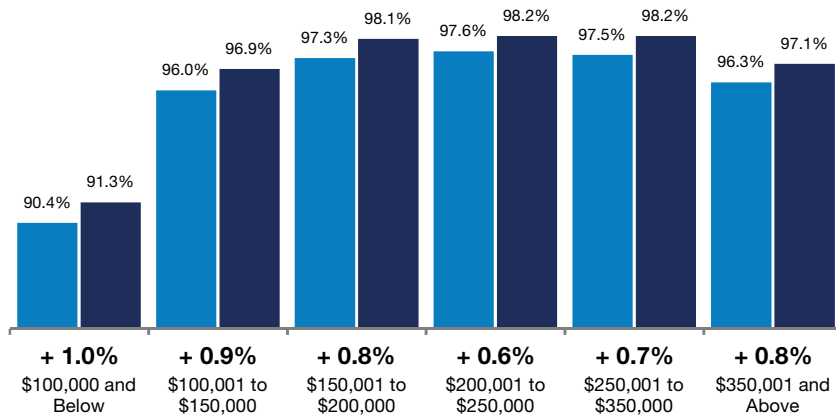
# Percent of Original List Price Received

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.**



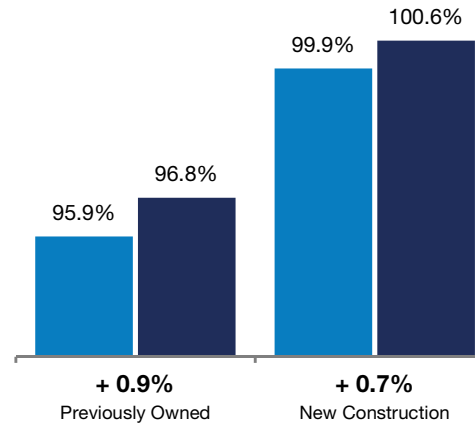
## By Price Range

■ 11-2017 ■ 11-2018



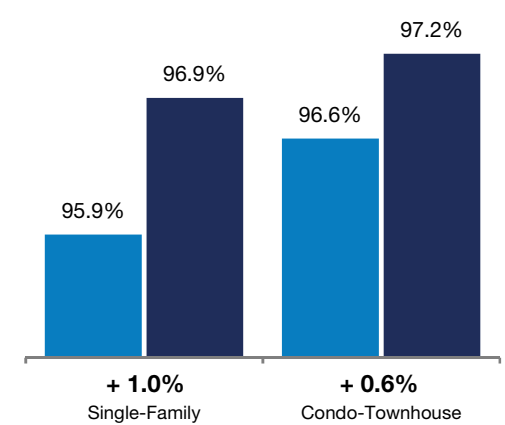
## By Construction Status

■ 11-2017 ■ 11-2018



## By Property Type

■ 11-2017 ■ 11-2018



## All Properties

### By Price Range

	11-2017	11-2018	Change
\$100,000 and Below	90.4%	91.3%	+ 1.0%
\$100,001 to \$150,000	96.0%	96.9%	+ 0.9%
\$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	97.5%	98.2%	+ 0.7%
\$350,001 and Above	96.3%	97.1%	+ 0.8%
<b>All Price Ranges</b>	<b>96.0%</b>	<b>97.0%</b>	<b>+ 1.0%</b>

## Single-Family

	11-2017	11-2018	Change
Previously Owned	95.9%	96.8%	+ 0.9%
New Construction	99.9%	100.6%	+ 0.7%

## Condo-Townhouse

	11-2017	11-2018	Change
Single-Family	95.9%	96.9%	+ 1.0%
Condo-Townhouse	96.6%	97.2%	+ 0.6%

### By Construction Status

	11-2017	11-2018	Change
Previously Owned	95.9%	96.8%	+ 0.9%
New Construction	99.9%	100.6%	+ 0.7%
<b>All Construction Statuses</b>	<b>96.0%</b>	<b>97.0%</b>	<b>+ 1.0%</b>

	11-2017	11-2018	Change
Single-Family	95.8%	96.8%	+ 1.0%
Condo-Townhouse	98.8%	99.6%	+ 0.8%
<b>All Construction Statuses</b>	<b>95.9%</b>	<b>96.9%</b>	<b>+ 1.0%</b>

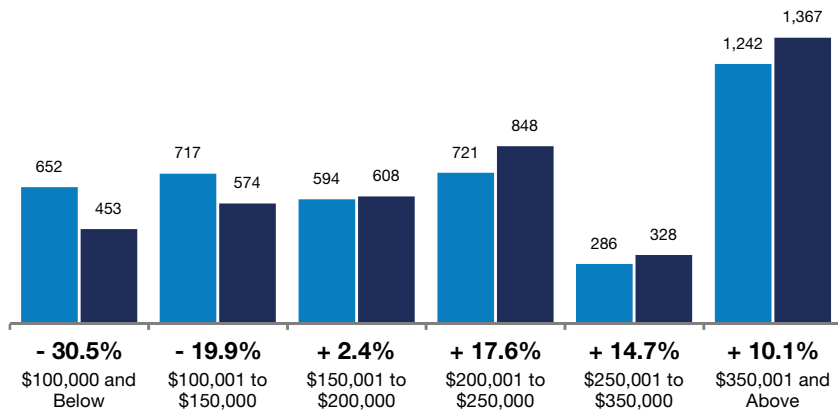
# Inventory of Homes for Sale

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



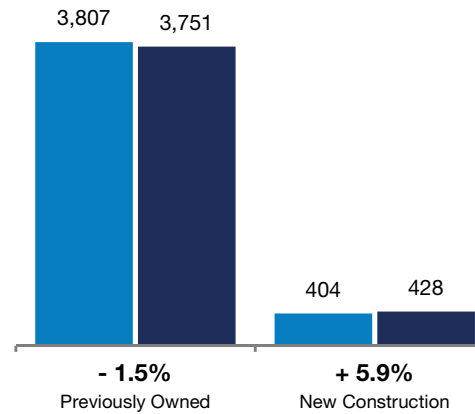
## By Price Range

■ 11-2017 ■ 11-2018



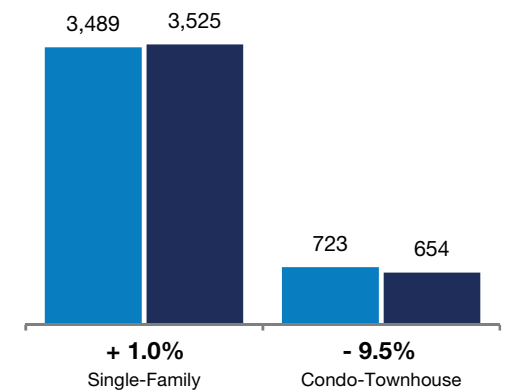
## By Construction Status

■ 11-2017 ■ 11-2018



## By Property Type

■ 11-2017 ■ 11-2018



### All Properties

#### By Price Range

	11-2017	11-2018	Change
\$100,000 and Below	652	453	- 30.5%
\$100,001 to \$150,000	717	574	- 19.9%
\$150,001 to \$200,000	594	608	+ 2.4%
\$200,001 to \$250,000	721	848	+ 17.6%
\$250,001 to \$350,000	286	328	+ 14.7%
\$350,001 and Above	1,242	1,367	+ 10.1%
<b>All Price Ranges</b>	<b>4,212</b>	<b>4,179</b>	<b>- 0.8%</b>

### Single-Family

	11-2017	11-2018	Change
\$100,000 and Below	526	367	- 30.2%
\$100,001 to \$150,000	585	476	- 18.6%
\$150,001 to \$200,000	480	500	+ 4.2%
\$200,001 to \$250,000	599	691	+ 15.4%
\$250,001 to \$350,000	230	277	+ 20.4%
\$350,001 and Above	1,069	1,213	+ 13.5%
<b>All Price Ranges</b>	<b>3,489</b>	<b>3,525</b>	<b>+ 1.0%</b>

### Condo-Townhouse

	11-2017	11-2018	Change
\$100,000 and Below	126	86	- 31.7%
\$100,001 to \$150,000	132	98	- 25.8%
\$150,001 to \$200,000	114	108	- 5.3%
\$200,001 to \$250,000	122	157	+ 28.7%
\$250,001 to \$350,000	56	51	- 8.9%
\$350,001 and Above	173	154	- 11.0%
<b>All Price Ranges</b>	<b>723</b>	<b>654</b>	<b>- 9.5%</b>

#### By Construction Status

	11-2017	11-2018	Change
Previously Owned	3,807	3,751	- 1.5%
New Construction	404	428	+ 5.9%
<b>All Construction Statuses</b>	<b>4,212</b>	<b>4,179</b>	<b>- 0.8%</b>

	11-2017	11-2018	Change
Previously Owned	3,229	3,226	- 0.1%
New Construction	259	299	+ 15.4%
<b>All Construction Statuses</b>	<b>3,489</b>	<b>3,525</b>	<b>+ 1.0%</b>

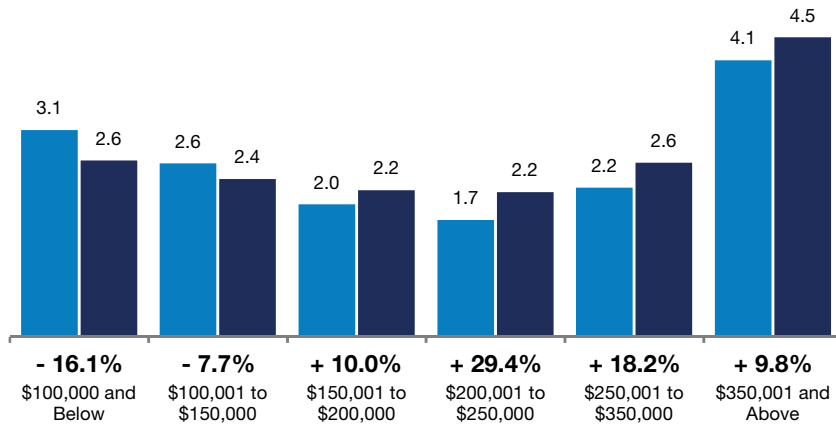
# Months Supply of Inventory

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.



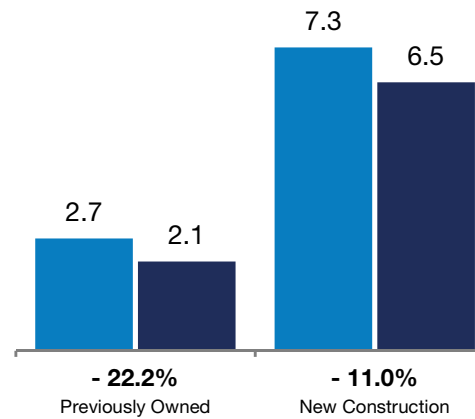
## By Price Range

■ 11-2017 ■ 11-2018



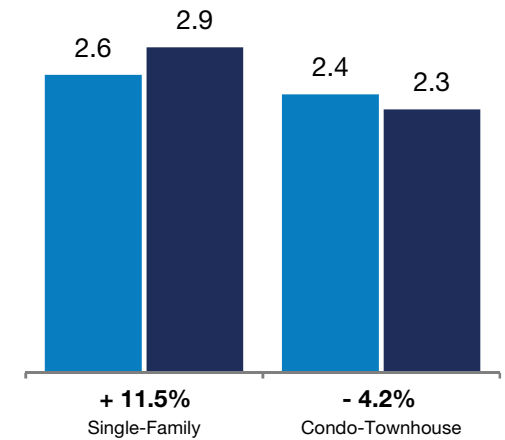
## By Construction Status

■ 11-2017 ■ 11-2018



## By Property Type

■ 11-2017 ■ 11-2018



### All Properties

#### By Price Range

	11-2017	11-2018	Change
\$100,000 and Below	3.1	2.6	- 16.1%
\$100,001 to \$150,000	2.6	2.4	- 7.7%
\$150,001 to \$200,000	2.0	2.2	+ 10.0%
\$200,001 to \$250,000	1.7	2.2	+ 29.4%
\$250,001 to \$350,000	2.2	2.6	+ 18.2%
\$350,001 and Above	4.1	4.5	+ 9.8%
<b>All Price Ranges</b>	<b>2.6</b>	<b>2.8</b>	<b>+ 7.7%</b>

### Single-Family

	11-2017	11-2018	Change
\$100,000 and Below	3.3	3.0	- 9.1%
\$100,001 to \$150,000	2.8	2.6	- 7.1%
\$150,001 to \$200,000	2.1	2.3	+ 9.5%
\$200,001 to \$250,000	1.7	2.1	+ 23.5%
\$250,001 to \$350,000	2.1	2.6	+ 23.8%
\$350,001 and Above	3.9	4.4	+ 12.8%
<b>All Price Ranges</b>	<b>2.6</b>	<b>2.9</b>	<b>+ 11.5%</b>

### Condo-Townhouse

	11-2017	11-2018	Change
\$100,000 and Below	2.3	1.7	- 26.1%
\$100,001 to \$150,000	1.9	1.6	- 15.8%
\$150,001 to \$200,000	1.7	1.8	+ 5.9%
\$200,001 to \$250,000	2.1	2.7	+ 28.6%
\$250,001 to \$350,000	3.4	2.6	- 23.5%
\$350,001 and Above	5.8	4.8	- 17.2%
<b>All Price Ranges</b>	<b>2.4</b>	<b>2.3</b>	<b>- 4.2%</b>

#### By Construction Status

	11-2017	11-2018	Change
Previously Owned	2.7	2.1	- 22.2%
New Construction	7.3	6.5	- 11.0%
<b>All Construction Statuses</b>	<b>2.6</b>	<b>2.8</b>	<b>+ 7.7%</b>

	11-2017	11-2018	Change
Previously Owned	2.8	2.2	- 21.4%
New Construction	7.0	6.1	- 12.9%
<b>All Construction Statuses</b>	<b>2.6</b>	<b>2.9</b>	<b>+ 11.5%</b>