

# Housing Supply Overview

A RESEARCH TOOL PROVIDED BY THE CONSOLIDATED MULTIPLE LISTING SERVICE, INC.



## April 2011

Due to the 2010 tax credit, current market activity can look drastically different than it did one year ago. For the 12-month period spanning May 2010 through April 2011, Pending Sales in the CMLS region were down 25.8 percent from the same period a year prior. The smallest decline occurred in the \$100,000 and Below range, where they decreased 11.5 percent to 1,749 units.

One might expect properties to take longer to sell without an incentive in place. The segment with the largest increase in market times was the \$150,001 to \$200,000 range, where they increased 17.7 percent to 119 days. The segment that tended to sell the quickest was the \$100,000 and Below range at 101 days; the segment that tended to sell the slowest was the \$300,001 and Above range at 141 days.

The overall Median Sales price was up 1.5 percent. Single-Family properties saw the largest price gain, where the Median Sales Price increased 2.1 percent to \$145,000. Meanwhile, Condo inventory levels have decreased 13.9 percent, and Single-Family inventory levels have increased 5.5 percent.

## Quick Facts

<b>- 11.5%</b>	<b>- 16.7%</b>	<b>- 25.1%</b>
Price Range With the Strongest Sales:	Bedroom Count With Strongest Sales:	Property Type With Strongest Sales:
<b>\$100,000 and Below</b>	<b>4 Bedrooms or More</b>	<b>Single-Family Homes</b>

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Median Sales Price	4
Percent of List Price Received	5
Inventory of Homes for Sale	6
Months Supply of Inventory	7

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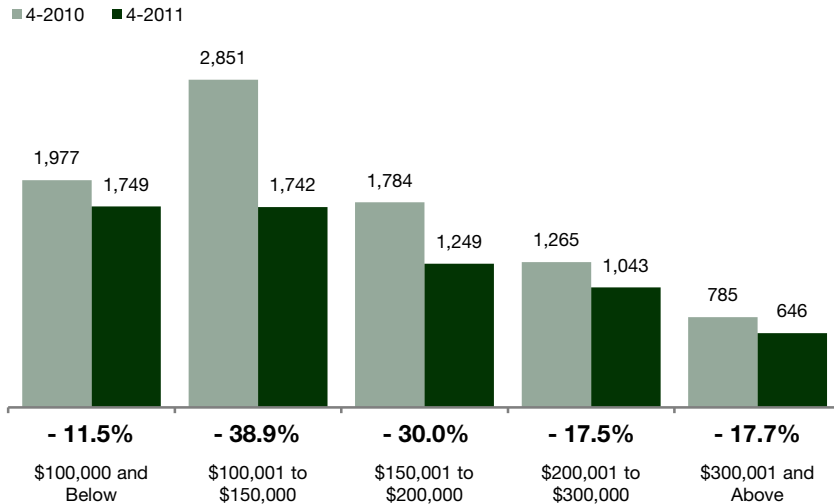


# Pending Sales

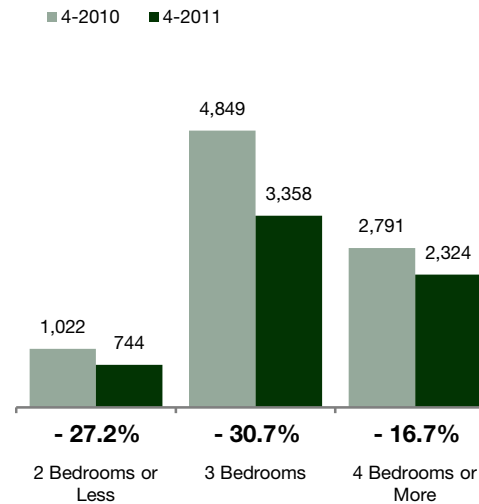
A count of properties on which offers have been accepted. Based on a rolling 12-month total.



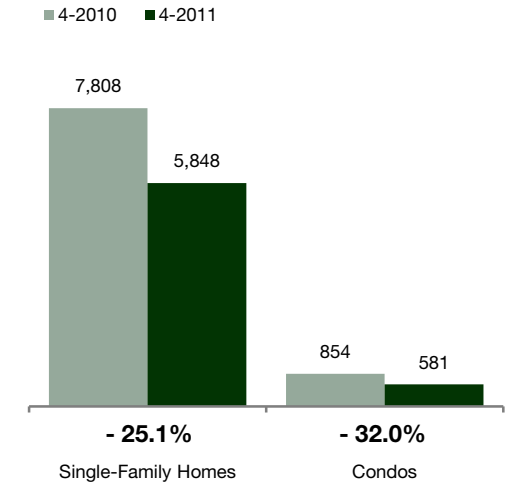
## By Price Range



## By Bedroom Count



## By Property Type



### All Properties

#### By Price Range

	4-2010	4-2011	Change
\$100,000 and Below	1,977	1,749	- 11.5%
\$100,001 to \$150,000	2,851	1,742	- 38.9%
\$150,001 to \$200,000	1,784	1,249	- 30.0%
\$200,001 to \$300,000	1,265	1,043	- 17.5%
\$300,001 and Above	785	646	- 17.7%
<b>All Price Ranges</b>	<b>8,662</b>	<b>6,429</b>	<b>- 25.8%</b>

### Single-Family Homes

	4-2010	4-2011	Change
\$100,000 and Below	1,683	1,521	- 9.6%
\$100,001 to \$150,000	2,553	1,564	- 38.7%
\$150,001 to \$200,000	1,644	1,153	- 29.9%
\$200,001 to \$300,000	1,165	978	- 16.1%
\$300,001 and Above	763	632	- 17.2%
<b>All Price Ranges</b>	<b>7,808</b>	<b>5,848</b>	<b>- 25.1%</b>

### Condos

	4-2010	4-2011	Change
\$100,000 and Below	294	228	- 22.4%
\$100,001 to \$150,000	298	178	- 40.3%
\$150,001 to \$200,000	140	96	- 31.4%
\$200,001 to \$300,000	100	65	- 35.0%
\$300,001 and Above	22	14	- 36.4%
<b>All Price Ranges</b>	<b>854</b>	<b>581</b>	<b>- 32.0%</b>

#### By Bedroom Count

	4-2010	4-2011	Change
2 Bedrooms or Less	1,022	744	- 27.2%
3 Bedrooms	4,849	3,358	- 30.7%
4 Bedrooms or More	2,791	2,324	- 16.7%
<b>All Bedroom Counts</b>	<b>8,662</b>	<b>6,429</b>	<b>- 25.8%</b>

	4-2010	4-2011	Change
2 Bedrooms or Less	446	346	- 22.4%
3 Bedrooms	4,586	3,190	- 30.4%
4 Bedrooms or More	2,776	2,309	- 16.8%
<b>All Bedroom Counts</b>	<b>7,808</b>	<b>5,848</b>	<b>- 25.1%</b>

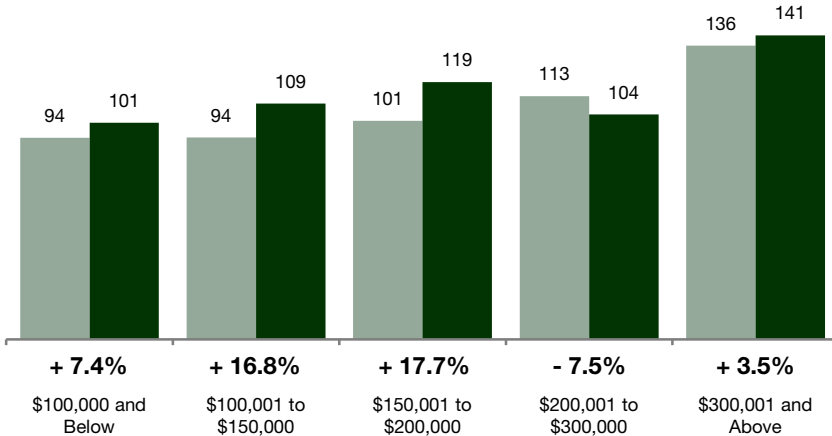
# Days on Market Until Sale

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



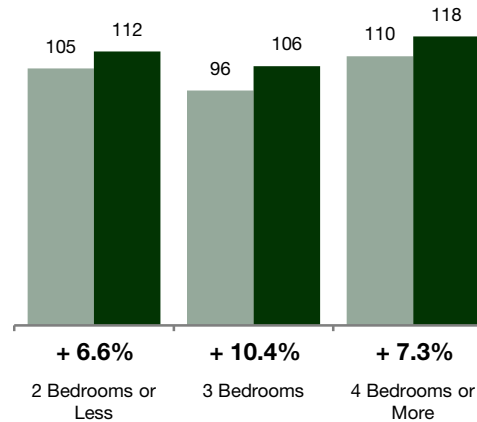
## By Price Range

■ 4-2010 ■ 4-2011



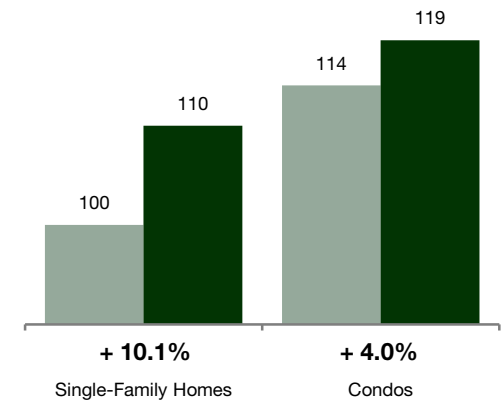
## By Bedroom Count

■ 4-2010 ■ 4-2011



## By Property Type

■ 4-2010 ■ 4-2011



### All Properties

#### By Price Range

	4-2010	4-2011	Change
\$100,000 and Below	94	101	+ 7.4%
\$100,001 to \$150,000	94	109	+ 16.8%
\$150,001 to \$200,000	101	119	+ 17.7%
\$200,001 to \$300,000	113	104	- 7.5%
\$300,001 and Above	136	141	+ 3.5%
<b>All Price Ranges</b>	<b>102</b>	<b>111</b>	<b>+ 9.3%</b>

### Single-Family Homes

	4-2010	4-2011	Change
2 Bedrooms or Less	89	100	+ 12.2%
3 Bedrooms	91	109	+ 19.5%
4 Bedrooms or More	102	117	+ 15.6%
	113	102	- 10.0%
	137	141	+ 3.1%
<b>All Price Ranges</b>	<b>100</b>	<b>110</b>	<b>+ 10.1%</b>

### Condos

	4-2010	4-2011	Change
	122	106	- 13.4%
	114	112	- 1.2%
	100	146	+ 46.1%
	112	148	+ 32.1%
	117	143	+ 21.6%
<b>All Price Ranges</b>	<b>114</b>	<b>119</b>	<b>+ 4.0%</b>

#### By Bedroom Count

	4-2010	4-2011	Change
2 Bedrooms or Less	105	112	+ 6.6%
3 Bedrooms	96	106	+ 10.4%
4 Bedrooms or More	110	118	+ 7.3%
<b>All Bedroom Counts</b>	<b>102</b>	<b>111</b>	<b>+ 9.3%</b>

	4-2010	4-2011	Change
	95	112	+ 17.5%
	95	105	+ 10.4%
	110	118	+ 7.1%
<b>All Bedroom Counts</b>	<b>100</b>	<b>110</b>	<b>+ 10.1%</b>

	4-2010	4-2011	Change
	112	112	+ 0.0%
	121	133	+ 9.7%
	97	143	+ 46.8%
<b>All Bedroom Counts</b>	<b>114</b>	<b>119</b>	<b>+ 4.0%</b>

# Median Sales Price

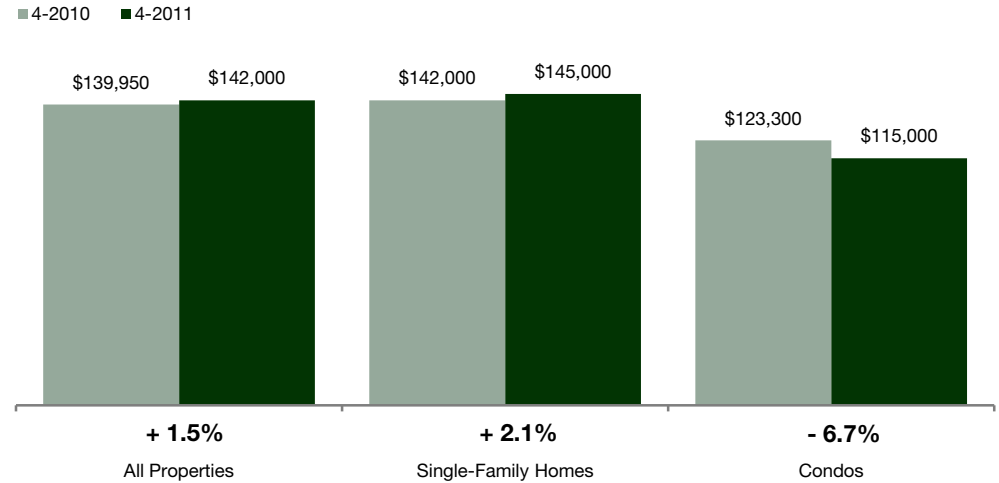
Median price point for all closed sales, not accounting for seller concessions. Based on a rolling 12-month median.



## By Bedroom Count



## By Property Type



By Bedroom Count	All Properties			Single-Family Homes			Condos		
	4-2010	4-2011	Change	4-2010	4-2011	Change	4-2010	4-2011	Change
2 Bedrooms or Less	\$103,950	\$99,950	- 3.8%	\$94,500	\$89,900	- 4.9%	\$109,000	\$104,500	- 4.1%
3 Bedrooms	\$127,000	\$125,000	- 1.6%	\$125,935	\$125,000	- 0.7%	\$148,000	\$141,000	- 4.7%
4 Bedrooms or More	\$190,000	\$196,690	+ 3.5%	\$190,000	\$196,400	+ 3.4%	\$278,900	\$270,000	- 3.2%
<b>All Bedroom Counts</b>	<b>\$139,950</b>	<b>\$142,000</b>	<b>+ 1.5%</b>	<b>\$142,000</b>	<b>\$145,000</b>	<b>+ 2.1%</b>	<b>\$123,300</b>	<b>\$115,000</b>	<b>- 6.7%</b>

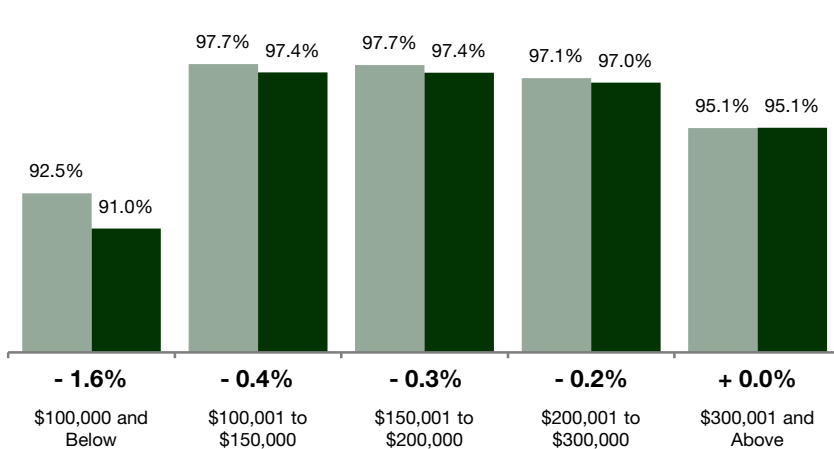
# Percent of List Price Received



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

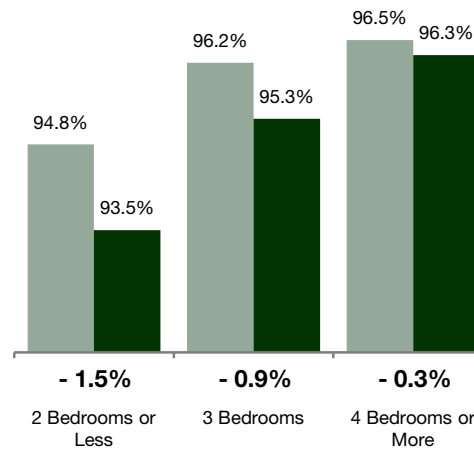
## By Price Range

■ 4-2010 ■ 4-2011



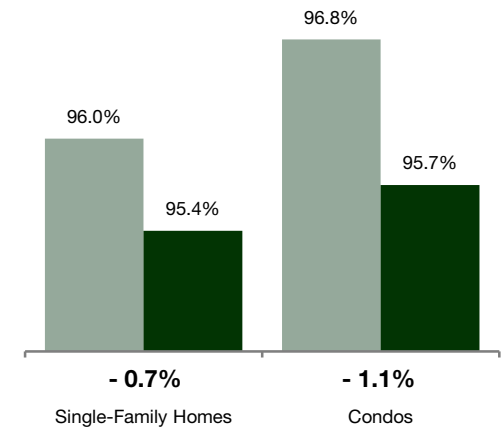
## By Bedroom Count

■ 4-2010 ■ 4-2011



## By Property Type

■ 4-2010 ■ 4-2011



### All Properties

#### By Price Range

	4-2010	4-2011	Change
\$100,000 and Below	92.5%	91.0%	-1.6%
\$100,001 to \$150,000	97.7%	97.4%	-0.4%
\$150,001 to \$200,000	97.7%	97.4%	-0.3%
\$200,001 to \$300,000	97.1%	97.0%	-0.2%
\$300,001 and Above	95.1%	95.1%	+0.0%
<b>All Price Ranges</b>	<b>96.1%</b>	<b>95.4%</b>	<b>-0.7%</b>

### Single-Family Homes

	4-2010	4-2011	Change
\$100,000 and Below	92.2%	90.7%	-1.6%
\$100,001 to \$150,000	97.7%	97.4%	-0.4%
\$150,001 to \$200,000	97.6%	97.4%	-0.2%
\$200,001 to \$300,000	96.9%	96.8%	-0.1%
\$300,001 and Above	95.1%	95.1%	-0.0%
<b>All Price Ranges</b>	<b>96.0%</b>	<b>95.4%</b>	<b>-0.7%</b>

### Condos

	4-2010	4-2011	Change
\$100,000 and Below	94.0%	93.0%	-1.0%
\$100,001 to \$150,000	97.8%	97.5%	-0.4%
\$150,001 to \$200,000	98.8%	96.6%	-2.3%
\$200,001 to \$300,000	99.7%	99.0%	-0.7%
\$300,001 and Above	95.9%	96.8%	+0.9%
<b>All Price Ranges</b>	<b>96.8%</b>	<b>95.7%</b>	<b>-1.1%</b>

#### By Bedroom Count

	4-2010	4-2011	Change
2 Bedrooms or Less	94.8%	93.5%	-1.5%
3 Bedrooms	96.2%	95.3%	-0.9%
4 Bedrooms or More	96.5%	96.3%	-0.3%
<b>All Bedroom Counts</b>	<b>96.1%</b>	<b>95.4%</b>	<b>-0.7%</b>

	4-2010	4-2011	Change
2 Bedrooms or Less	92.7%	90.8%	-2.1%
3 Bedrooms	96.1%	95.3%	-0.8%
4 Bedrooms or More	96.5%	96.3%	-0.2%
<b>All Bedroom Counts</b>	<b>96.0%</b>	<b>95.4%</b>	<b>-0.7%</b>

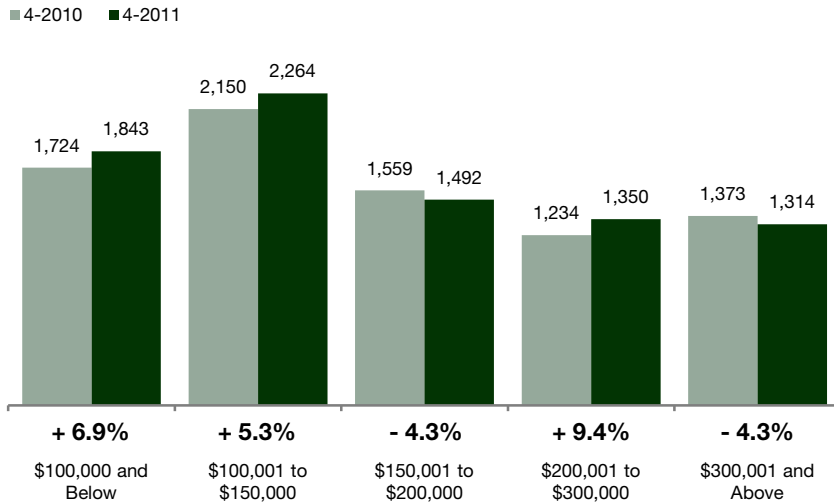
	4-2010	4-2011	Change
2 Bedrooms or Less	96.4%	95.9%	-0.5%
3 Bedrooms	97.4%	95.0%	-2.5%
4 Bedrooms or More	100.5%	98.8%	-1.7%
<b>All Bedroom Counts</b>	<b>96.8%</b>	<b>95.7%</b>	<b>-1.1%</b>

# Inventory of Homes for Sale

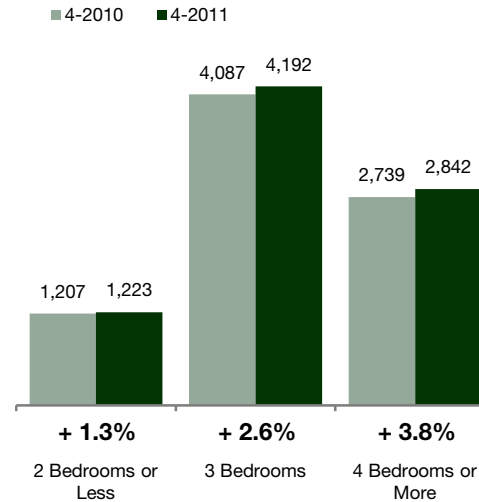
The number of properties available for sale in active status at the end of the most recent month. Based on one month of activity.



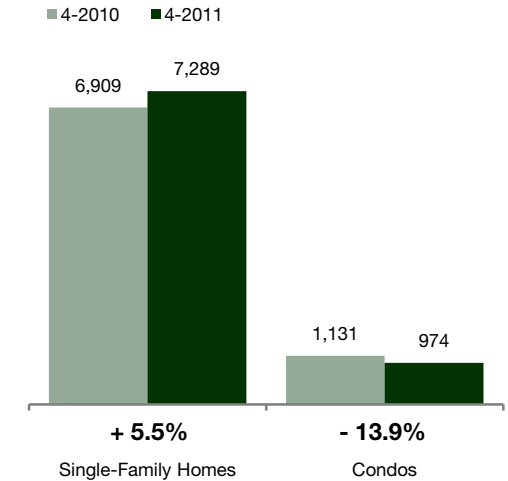
## By Price Range



## By Bedroom Count



## By Property Type



### All Properties

By Price Range	4-2010	4-2011	Change
\$100,000 and Below	1,724	1,843	+ 6.9%
\$100,001 to \$150,000	2,150	2,264	+ 5.3%
\$150,001 to \$200,000	1,559	1,492	- 4.3%
\$200,001 to \$300,000	1,234	1,350	+ 9.4%
\$300,001 and Above	1,373	1,314	- 4.3%
<b>All Price Ranges</b>	<b>8,040</b>	<b>8,263</b>	<b>+ 2.8%</b>

### Single-Family Homes

By Price Range	4-2010	4-2011	Change
\$100,000 and Below	1,294	1,444	+ 11.6%
\$100,001 to \$150,000	1,843	1,991	+ 8.0%
\$150,001 to \$200,000	1,375	1,357	- 1.3%
\$200,001 to \$300,000	1,083	1,247	+ 15.1%
\$300,001 and Above	1,314	1,250	- 4.9%
<b>All Price Ranges</b>	<b>6,909</b>	<b>7,289</b>	<b>+ 5.5%</b>

### Condos

By Price Range	4-2010	4-2011	Change
\$100,000 and Below	430	399	- 7.2%
\$100,001 to \$150,000	307	273	- 11.1%
\$150,001 to \$200,000	184	135	- 26.6%
\$200,001 to \$300,000	151	103	- 31.8%
\$300,001 and Above	59	64	+ 8.5%
<b>All Price Ranges</b>	<b>1,131</b>	<b>974</b>	<b>- 13.9%</b>

## By Bedroom Count

By Bedroom Count	4-2010	4-2011	Change
2 Bedrooms or Less	1,207	1,223	+ 1.3%
3 Bedrooms	4,087	4,192	+ 2.6%
4 Bedrooms or More	2,739	2,842	+ 3.8%
<b>All Bedroom Counts</b>	<b>8,040</b>	<b>8,263</b>	<b>+ 2.8%</b>

By Bedroom Count	4-2010	4-2011	Change
2 Bedrooms or Less	478	534	+ 11.7%
3 Bedrooms	3,710	3,936	+ 6.1%
4 Bedrooms or More	2,715	2,816	+ 3.7%
<b>All Bedroom Counts</b>	<b>6,909</b>	<b>7,289</b>	<b>+ 5.5%</b>

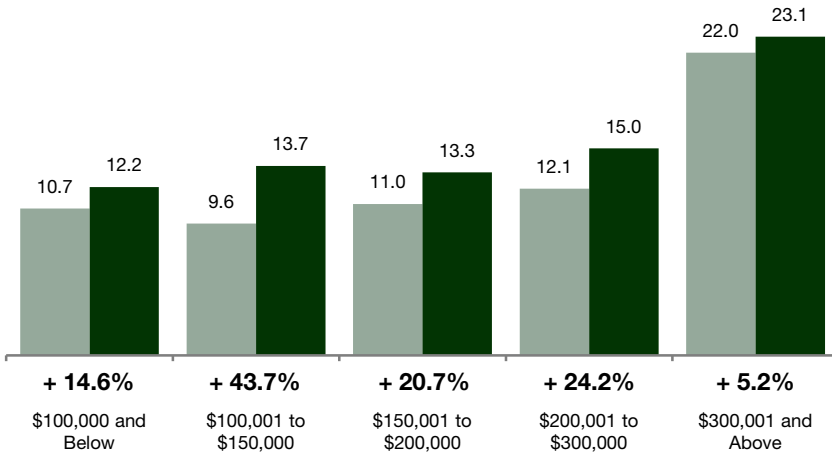
# Months Supply of Inventory

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.



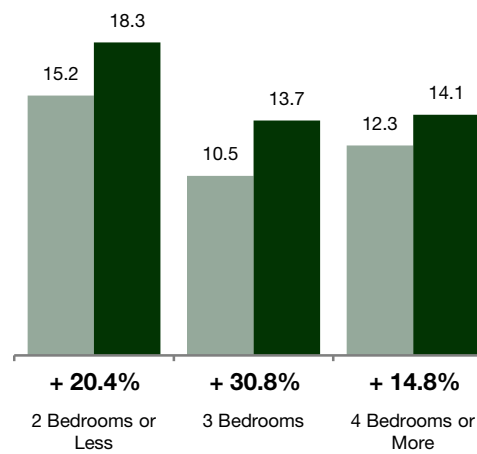
## By Price Range

■ 4-2010 ■ 4-2011



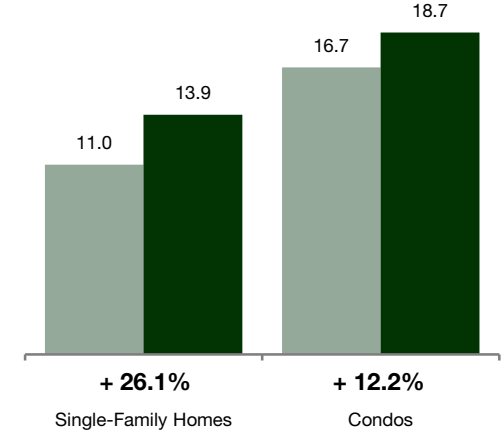
## By Bedroom Count

■ 4-2010 ■ 4-2011



## By Property Type

■ 4-2010 ■ 4-2011



### All Properties

#### By Price Range

	4-2010	4-2011	Change
\$100,000 and Below	10.7	12.2	+ 14.6%
\$100,001 to \$150,000	9.6	13.7	+ 43.7%
\$150,001 to \$200,000	11.0	13.3	+ 20.7%
\$200,001 to \$300,000	12.1	15.0	+ 24.2%
\$300,001 and Above	22.0	23.1	+ 5.2%
<b>All Price Ranges</b>	<b>11.6</b>	<b>14.4</b>	<b>+ 23.9%</b>

### Single-Family Homes

	4-2010	4-2011	Change
2 Bedrooms or Less	9.4	11.0	+ 17.9%
3 Bedrooms	9.2	13.4	+ 46.7%
4 Bedrooms or More	10.5	13.0	+ 23.7%
Single-Family Homes	11.5	14.8	+ 28.7%
Condos	21.6	22.6	+ 4.6%
<b>All Property Types</b>	<b>11.0</b>	<b>13.9</b>	<b>+ 26.1%</b>

### Condos

	4-2010	4-2011	Change
Single-Family Homes	18.2	19.8	+ 8.5%
Condos	13.2	16.6	+ 26.4%
Single-Family Homes	16.4	16.4	+ 0.0%
Condos	18.9	17.9	- 5.1%
Single-Family Homes	34.2	33.9	- 0.8%
<b>All Property Types</b>	<b>16.7</b>	<b>18.7</b>	<b>+ 12.2%</b>

#### By Bedroom Count

	4-2010	4-2011	Change
2 Bedrooms or Less	15.2	18.3	+ 20.4%
3 Bedrooms	10.5	13.7	+ 30.8%
4 Bedrooms or More	12.3	14.1	+ 14.8%
<b>All Bedroom Counts</b>	<b>11.6</b>	<b>14.4</b>	<b>+ 23.9%</b>

	4-2010	4-2011	Change
2 Bedrooms or Less	14.0	17.1	+ 21.8%
3 Bedrooms	10.1	13.5	+ 34.7%
4 Bedrooms or More	12.2	14.0	+ 14.7%
<b>All Property Types</b>	<b>11.0</b>	<b>13.9</b>	<b>+ 26.1%</b>