

# Housing Supply Overview

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



## July 2011

Not all segments are created equal. Market activity can vary greatly from one property type or price range to the next. For the 12-month period spanning August 2010 through July 2011, Pending Sales in the CMLS region were down 19.3 percent from the same period a year prior. The smallest decline occurred in the \$100,000 and Below range, where they decreased 6.7 percent to 1,771 units.

The overall Median Sales Price was up 1.4 percent to \$141,900. But the property type with the largest price gain was the Single-Family segment, where prices increased 1.5 percent to \$145,000. The price range that tended to sell the quickest was the \$100,000 and Below range at 107 days; the price range that tended to sell the slowest was the \$300,001 and Above range at 143 days.

Market-wide, inventory levels were down 4.9 percent. The property type that lost the least inventory was the Single-Family segment, where it decreased 2.9 percent. That amounts to 14.3 months supply for Single-Family homes and 19.8 months supply for Condos.

## Quick Facts

<b>- 6.7%</b>	<b>- 8.4%</b>	<b>- 18.4%</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>

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

Click on desired metric to jump to that page.



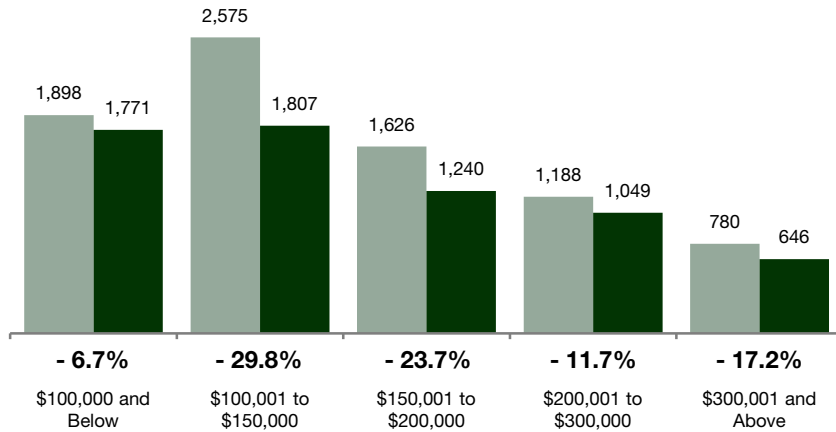
# Pending Sales

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



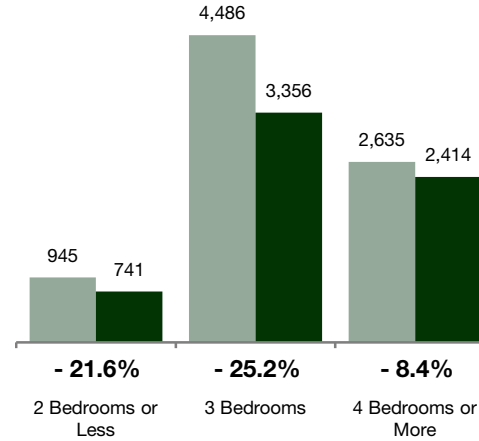
## By Price Range

■ 7-2010 ■ 7-2011



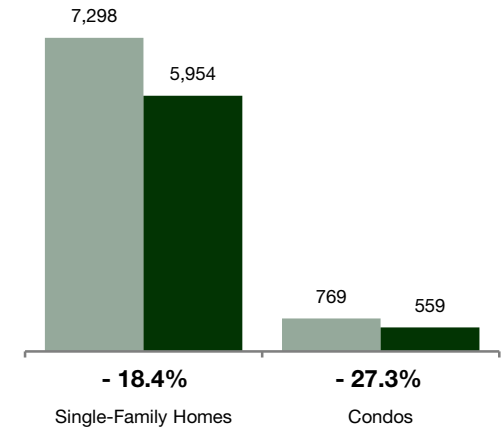
## By Bedroom Count

■ 7-2010 ■ 7-2011



## By Property Type

■ 7-2010 ■ 7-2011



### All Properties

#### By Price Range

	7-2010	7-2011	Change
\$100,000 and Below	1,898	1,771	- 6.7%
\$100,001 to \$150,000	2,575	1,807	- 29.8%
\$150,001 to \$200,000	1,626	1,240	- 23.7%
\$200,001 to \$300,000	1,188	1,049	- 11.7%
\$300,001 and Above	780	646	- 17.2%
<b>All Price Ranges</b>	<b>8,067</b>	<b>6,513</b>	<b>- 19.3%</b>

### Single-Family Homes

	7-2010	7-2011	Change
\$100,000 and Below	1,625	1,548	- 4.7%
\$100,001 to \$150,000	2,316	1,639	- 29.2%
\$150,001 to \$200,000	1,504	1,141	- 24.1%
\$200,001 to \$300,000	1,093	994	- 9.1%
\$300,001 and Above	760	632	- 16.8%
<b>All Price Ranges</b>	<b>7,298</b>	<b>5,954</b>	<b>- 18.4%</b>

### Condos

	7-2010	7-2011	Change
\$100,000 and Below	273	223	- 18.3%
\$100,001 to \$150,000	259	168	- 35.1%
\$150,001 to \$200,000	122	99	- 18.9%
\$200,001 to \$300,000	95	55	- 42.1%
\$300,001 and Above	20	14	- 30.0%
<b>All Price Ranges</b>	<b>769</b>	<b>559</b>	<b>- 27.3%</b>

#### By Bedroom Count

	7-2010	7-2011	Change
2 Bedrooms or Less	945	741	- 21.6%
3 Bedrooms	4,486	3,356	- 25.2%
4 Bedrooms or More	2,635	2,414	- 8.4%
<b>All Bedroom Counts</b>	<b>8,067</b>	<b>6,513</b>	<b>- 19.3%</b>

	7-2010	7-2011	Change
2 Bedrooms or Less	425	353	- 16.9%
3 Bedrooms	4,252	3,198	- 24.8%
4 Bedrooms or More	2,620	2,401	- 8.4%
<b>All Bedroom Counts</b>	<b>7,298</b>	<b>5,954</b>	<b>- 18.4%</b>

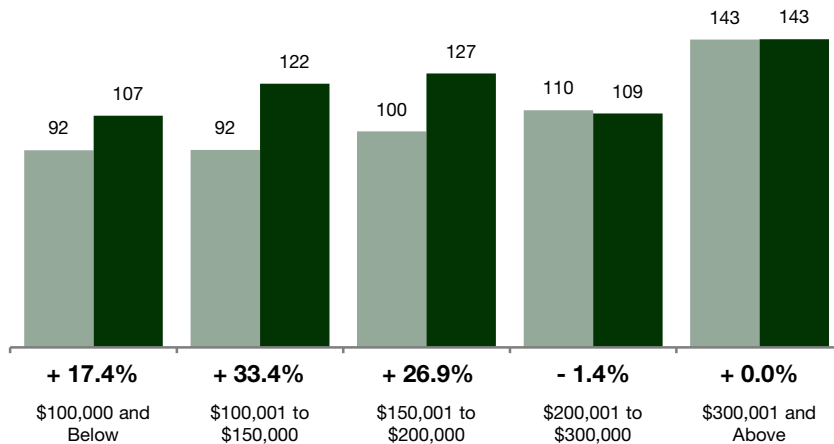
# Days on Market Until Sale

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



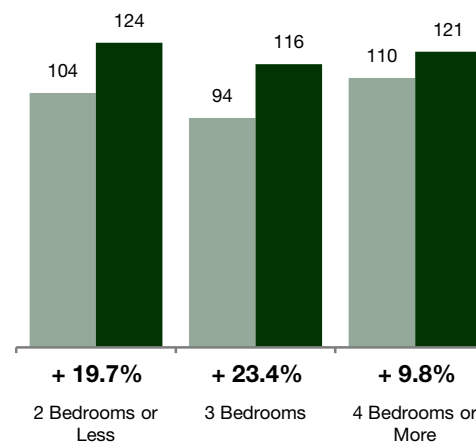
## By Price Range

■ 7-2010 ■ 7-2011



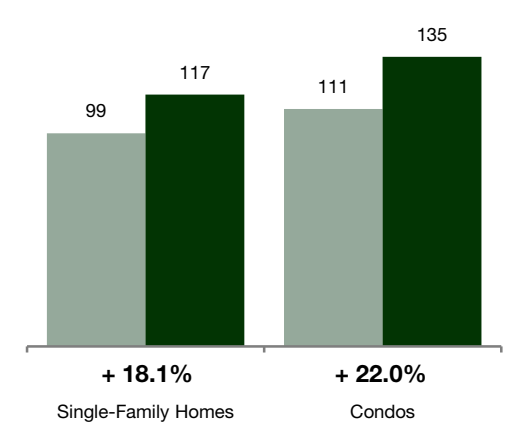
## By Bedroom Count

■ 7-2010 ■ 7-2011



## By Property Type

■ 7-2010 ■ 7-2011



### All Properties

#### By Price Range

	7-2010	7-2011	Change
\$100,000 and Below	92	107	+ 17.4%
\$100,001 to \$150,000	92	122	+ 33.4%
\$150,001 to \$200,000	100	127	+ 26.9%
\$200,001 to \$300,000	110	109	- 1.4%
\$300,001 and Above	143	143	+ 0.0%
<b>All Price Ranges</b>	<b>100</b>	<b>119</b>	<b>+ 18.3%</b>

### Single-Family Homes

	7-2010	7-2011	Change
2 Bedrooms or Less	88	106	+ 20.0%
3 Bedrooms	89	122	+ 36.6%
4 Bedrooms or More	100	125	+ 24.7%
All Bedroom Counts	110	104	- 5.4%
All Price Ranges	144	143	- 0.5%
<b>All Price Ranges</b>	<b>99</b>	<b>117</b>	<b>+ 18.1%</b>

### Condos

	7-2010	7-2011	Change
Single-Family Homes	111	119	+ 6.7%
Condos	115	130	+ 13.2%
All Price Ranges	98	152	+ 55.3%
All Bedroom Counts	111	194	+ 74.3%
All Price Ranges	112	134	+ 19.8%
<b>All Price Ranges</b>	<b>111</b>	<b>135</b>	<b>+ 22.0%</b>

#### By Bedroom Count

	7-2010	7-2011	Change
2 Bedrooms or Less	104	124	+ 19.7%
3 Bedrooms	94	116	+ 23.4%
4 Bedrooms or More	110	121	+ 9.8%
<b>All Bedroom Counts</b>	<b>100</b>	<b>119</b>	<b>+ 18.3%</b>

	7-2010	7-2011	Change
2 Bedrooms or Less	99	115	+ 15.9%
3 Bedrooms	93	115	+ 23.8%
4 Bedrooms or More	110	121	+ 9.7%
<b>All Bedroom Counts</b>	<b>99</b>	<b>117</b>	<b>+ 18.1%</b>

	7-2010	7-2011	Change
Single-Family Homes	108	133	+ 23.1%
Condos	118	141	+ 19.6%
All Price Ranges	89	113	+ 26.6%
<b>All Price Ranges</b>	<b>111</b>	<b>135</b>	<b>+ 22.0%</b>

# Median Sales Price

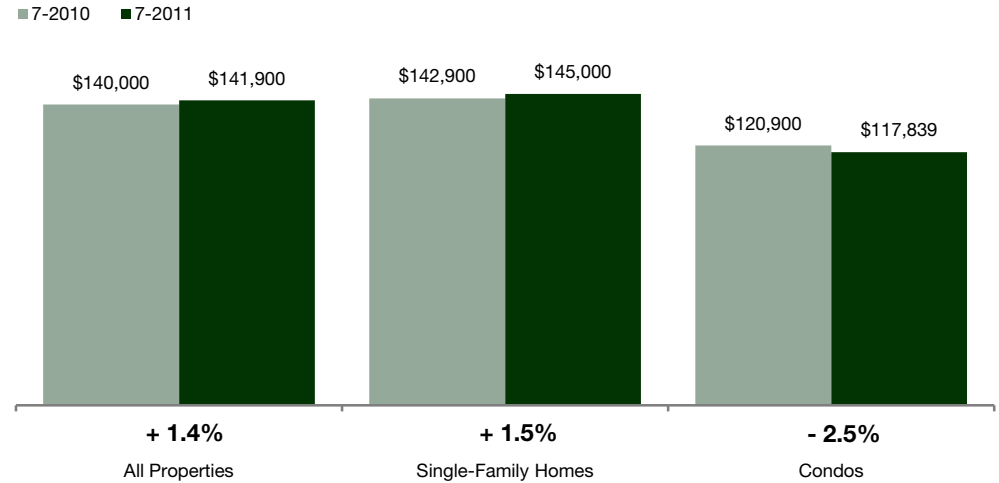
Median price point for all closed sales, not accounting for seller concessions. Based on a rolling 12-month median.



## By Bedroom Count



## By Property Type



By Bedroom Count	All Properties			Single-Family Homes			Condos		
	7-2010	7-2011	Change	7-2010	7-2011	Change	7-2010	7-2011	Change
2 Bedrooms or Less	\$103,500	\$95,000	- 8.2%	\$93,125	\$87,000	- 6.6%	\$106,750	\$104,750	- 1.9%
3 Bedrooms	\$127,500	\$122,500	- 3.9%	\$126,995	\$121,411	- 4.4%	\$145,900	\$138,900	- 4.8%
4 Bedrooms or More	\$191,140	\$198,000	+ 3.6%	\$190,608	\$198,000	+ 3.9%	\$284,800	\$290,000	+ 1.8%
<b>All Bedroom Counts</b>	<b>\$140,000</b>	<b>\$141,900</b>	<b>+ 1.4%</b>	<b>\$142,900</b>	<b>\$145,000</b>	<b>+ 1.5%</b>	<b>\$120,900</b>	<b>\$117,839</b>	<b>- 2.5%</b>

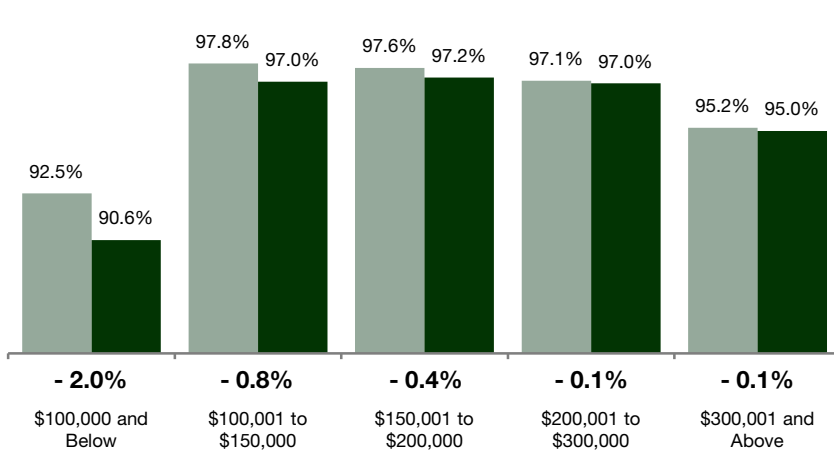
# Percent of List Price Received



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.**

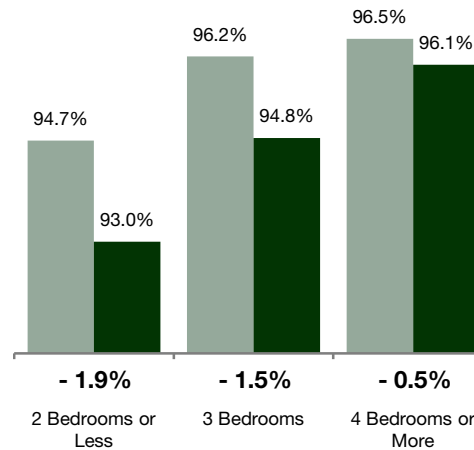
## By Price Range

■ 7-2010 ■ 7-2011



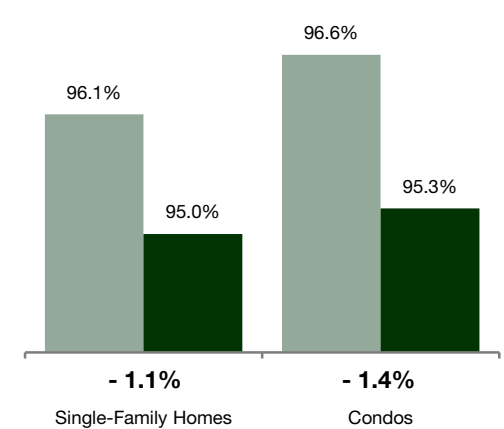
## By Bedroom Count

■ 7-2010 ■ 7-2011



## By Property Type

■ 7-2010 ■ 7-2011



### All Properties

#### By Price Range

	7-2010	7-2011	Change
\$100,000 and Below	92.5%	90.6%	- 2.0%
\$100,001 to \$150,000	97.8%	97.0%	- 0.8%
\$150,001 to \$200,000	97.6%	97.2%	- 0.4%
\$200,001 to \$300,000	97.1%	97.0%	- 0.1%
\$300,001 and Above	95.2%	95.0%	- 0.1%
<b>All Price Ranges</b>	<b>96.1%</b>	<b>95.1%</b>	<b>- 1.1%</b>

### Single-Family Homes

	7-2010	7-2011	Change
\$100,000 and Below	92.3%	90.4%	- 2.0%
\$100,001 to \$150,000	97.8%	97.1%	- 0.7%
\$150,001 to \$200,000	97.6%	97.3%	- 0.3%
\$200,001 to \$300,000	96.8%	96.8%	- 0.0%
\$300,001 and Above	95.1%	94.8%	- 0.3%
<b>All Price Ranges</b>	<b>96.1%</b>	<b>95.0%</b>	<b>- 1.1%</b>

### Condos

	7-2010	7-2011	Change
\$100,000 and Below	93.9%	92.1%	- 1.8%
\$100,001 to \$150,000	97.9%	96.8%	- 1.2%
\$150,001 to \$200,000	97.6%	96.0%	- 1.6%
\$200,001 to \$300,000	99.8%	99.7%	- 0.1%
\$300,001 and Above	96.8%	104.6%	+ 8.0%
<b>All Price Ranges</b>	<b>96.6%</b>	<b>95.3%</b>	<b>- 1.4%</b>

#### By Bedroom Count

	7-2010	7-2011	Change
2 Bedrooms or Less	94.7%	93.0%	- 1.9%
3 Bedrooms	96.2%	94.8%	- 1.5%
4 Bedrooms or More	96.5%	96.1%	- 0.5%
<b>All Bedroom Counts</b>	<b>96.1%</b>	<b>95.1%</b>	<b>- 1.1%</b>

	7-2010	7-2011	Change
2 Bedrooms or Less	92.8%	90.6%	- 2.3%
3 Bedrooms	96.2%	94.7%	- 1.5%
4 Bedrooms or More	96.5%	96.0%	- 0.5%
<b>All Bedroom Counts</b>	<b>96.1%</b>	<b>95.0%</b>	<b>- 1.1%</b>

	7-2010	7-2011	Change
2 Bedrooms or Less	96.3%	95.0%	- 1.4%
3 Bedrooms	96.9%	95.5%	- 1.4%
4 Bedrooms or More	100.7%	101.3%	+ 0.6%
<b>All Bedroom Counts</b>	<b>96.6%</b>	<b>95.3%</b>	<b>- 1.4%</b>

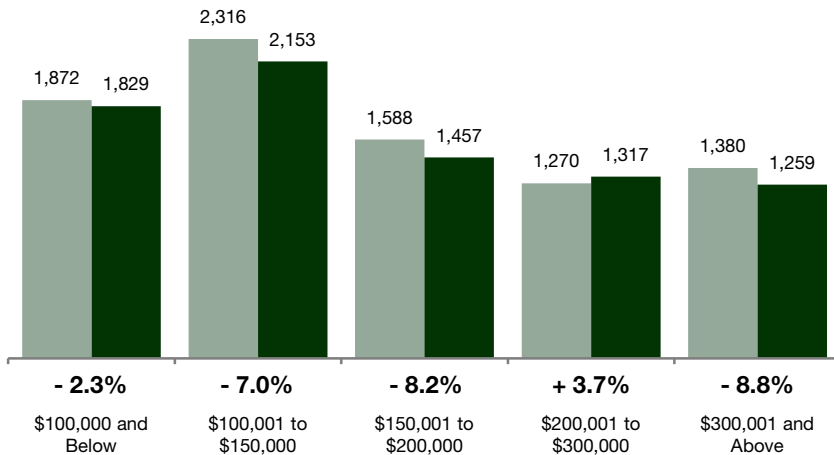
# Inventory of Homes for Sale

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



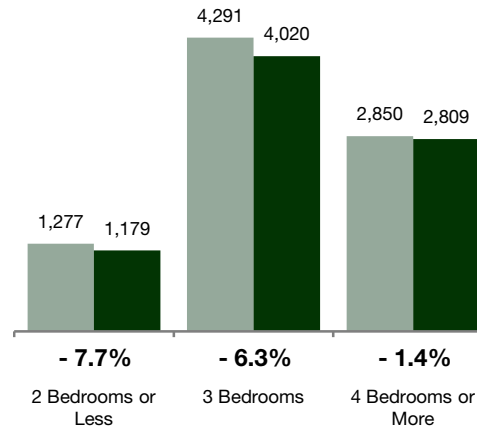
## By Price Range

■ 7-2010 ■ 7-2011



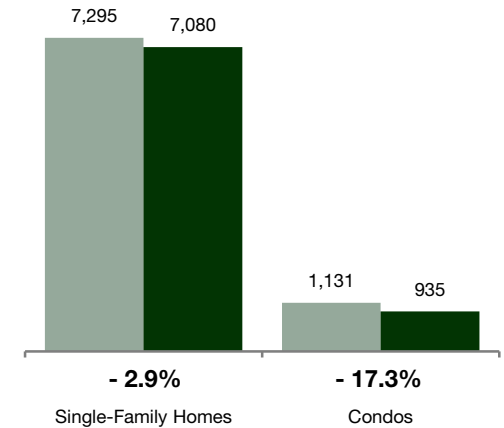
## By Bedroom Count

■ 7-2010 ■ 7-2011



## By Property Type

■ 7-2010 ■ 7-2011



### All Properties

#### By Price Range

	7-2010	7-2011	Change
\$100,000 and Below	1,872	1,829	- 2.3%
\$100,001 to \$150,000	2,316	2,153	- 7.0%
\$150,001 to \$200,000	1,588	1,457	- 8.2%
\$200,001 to \$300,000	1,270	1,317	+ 3.7%
\$300,001 and Above	1,380	1,259	- 8.8%
<b>All Price Ranges</b>	<b>8,426</b>	<b>8,015</b>	<b>- 4.9%</b>

### Single-Family Homes

	7-2010	7-2011	Change
\$100,000 and Below	1,410	1,437	+ 1.9%
\$100,001 to \$150,000	1,997	1,883	- 5.7%
\$150,001 to \$200,000	1,413	1,327	- 6.1%
\$200,001 to \$300,000	1,159	1,209	+ 4.3%
\$300,001 and Above	1,316	1,224	- 7.0%
<b>All Price Ranges</b>	<b>7,295</b>	<b>7,080</b>	<b>- 2.9%</b>

### Condos

	7-2010	7-2011	Change
\$100,000 and Below	462	392	- 15.2%
\$100,001 to \$150,000	319	270	- 15.4%
\$150,001 to \$200,000	175	130	- 25.7%
\$200,001 to \$300,000	111	108	- 2.7%
\$300,001 and Above	64	35	- 45.3%
<b>All Price Ranges</b>	<b>1,131</b>	<b>935</b>	<b>- 17.3%</b>

#### By Bedroom Count

	7-2010	7-2011	Change
2 Bedrooms or Less	1,277	1,179	- 7.7%
3 Bedrooms	4,291	4,020	- 6.3%
4 Bedrooms or More	2,850	2,809	- 1.4%
<b>All Bedroom Counts</b>	<b>8,426</b>	<b>8,015</b>	<b>- 4.9%</b>

	7-2010	7-2011	Change
2 Bedrooms or Less	510	515	+ 1.0%
3 Bedrooms	3,954	3,779	- 4.4%
4 Bedrooms or More	2,824	2,782	- 1.5%
<b>All Bedroom Counts</b>	<b>7,295</b>	<b>7,080</b>	<b>- 2.9%</b>

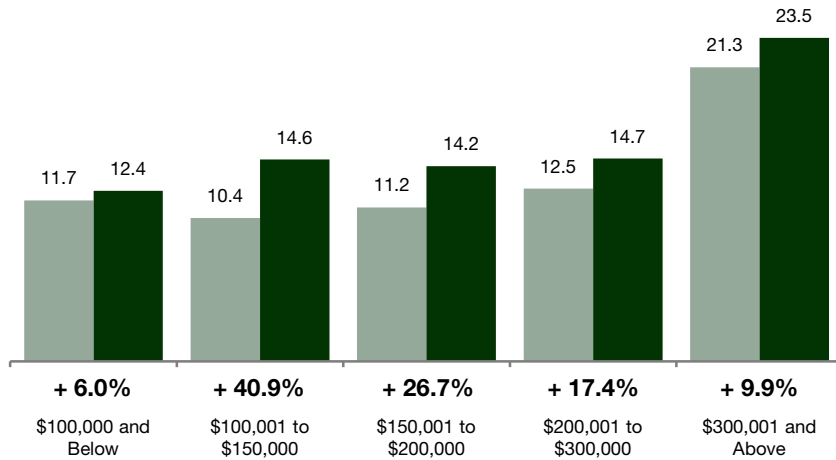
# Months Supply of Inventory

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.



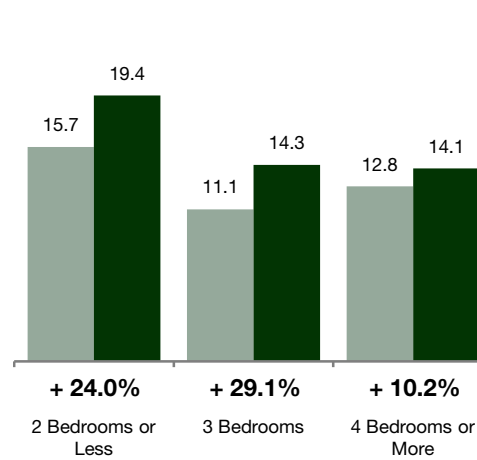
## By Price Range

■ 7-2010 ■ 7-2011



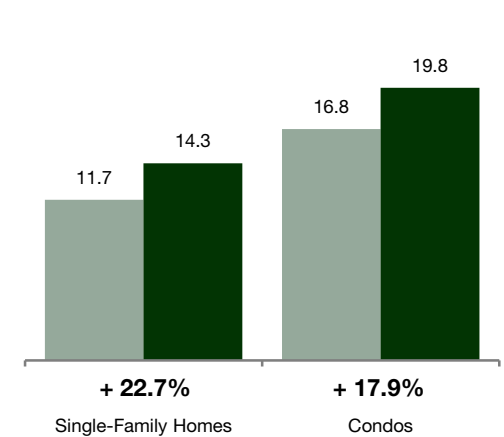
## By Bedroom Count

■ 7-2010 ■ 7-2011



## By Property Type

■ 7-2010 ■ 7-2011



### All Properties

#### By Price Range

	7-2010	7-2011	Change
\$100,000 and Below	11.7	12.4	+ 6.0%
\$100,001 to \$150,000	10.4	14.6	+ 40.9%
\$150,001 to \$200,000	11.2	14.2	+ 26.7%
\$200,001 to \$300,000	12.5	14.7	+ 17.4%
\$300,001 and Above	21.3	23.5	+ 9.9%
<b>All Price Ranges</b>	<b>12.2</b>	<b>14.8</b>	<b>+ 21.6%</b>

### Single-Family Homes

	7-2010	7-2011	Change
2 Bedrooms or Less	10.4	11.2	+ 7.7%
3 Bedrooms	10.0	14.2	+ 42.3%
4 Bedrooms or More	10.7	14.0	+ 30.4%
Single-Family Homes	12.5	14.3	+ 14.6%
Condos	13.3	22.3	+ 67.8%
Condos	16.8	18.8	- 3.3%
Condos	36.6	18.8	- 48.5%
<b>All Price Ranges</b>	<b>11.7</b>	<b>14.3</b>	<b>+ 22.7%</b>
<b>All Price Ranges</b>	<b>16.8</b>	<b>19.8</b>	<b>+ 17.9%</b>

### Condos

#### By Bedroom Count

	7-2010	7-2011	Change
2 Bedrooms or Less	15.7	19.4	+ 24.0%
3 Bedrooms	11.1	14.3	+ 29.1%
4 Bedrooms or More	12.8	14.1	+ 10.2%
<b>All Bedroom Counts</b>	<b>12.2</b>	<b>14.8</b>	<b>+ 21.6%</b>

	7-2010	7-2011	Change
2 Bedrooms or Less	13.9	18.2	+ 30.7%
3 Bedrooms	10.8	14.2	+ 31.0%
4 Bedrooms or More	12.7	14.0	+ 10.1%
<b>All Bedroom Counts</b>	<b>11.7</b>	<b>14.3</b>	<b>+ 22.7%</b>
<b>All Bedroom Counts</b>	<b>16.8</b>	<b>19.8</b>	<b>+ 17.9%</b>