

Housing Supply Overview

A RESEARCH TOOL PROVIDED BY THE WESTERN UPSTATE ASSOCIATION OF REALTORS®



January 2012

Whenever someone asks, "So, how's the market?" The most logical answer just might be "That depends on which segment, the data source, whether you're a buyer or seller and for what time period." For the 12-month period spanning February 2011 through January 2012, Pending Sales in the Western Upstate region were down 4.0 percent overall. The price range with the largest gain in sales was the \$200,001 to \$350,000 range, where they increased 2.5 percent.

The overall Median Sales Price was down 0.1 percent to \$124,900. The property type with the smallest price decline was the Single-Family segment, where prices decreased 0.8 percent to \$127,000. The price range that tended to sell the quickest was the \$100,000 and Below range at 160 days; the price range that tended to sell the slowest was the \$350,001 and Above range at 222 days.

Market-wide, inventory levels were down 10.4 percent. The property type that lost the least inventory was the Single-Family segment, where it decreased 9.5 percent. That amounts to 16.1 months supply for Single-Family homes and 19.3 months supply for Condos.

Quick Facts

+ 2.5%	+ 2.6%	- 3.0%
Price Range With the Strongest Sales:	Bedroom Count With Strongest Sales:	Property Type With Strongest Sales:
\$200,001 to \$350,000	4 Bedrooms or More	Single-Family Homes

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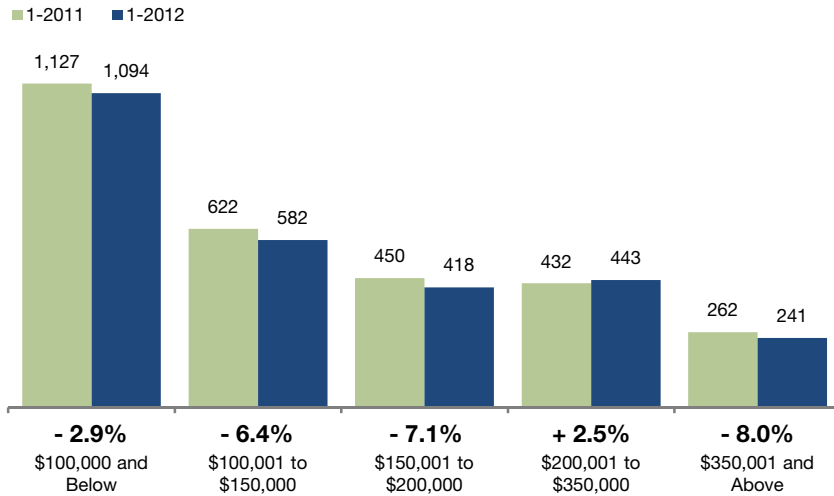


Pending Sales

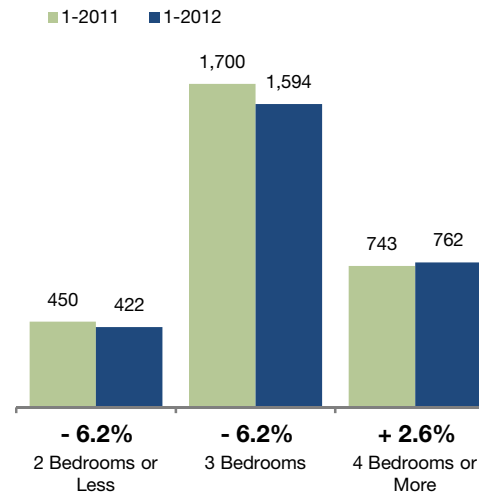
A count of properties on which offers have been accepted. Based on a rolling 12-month total.



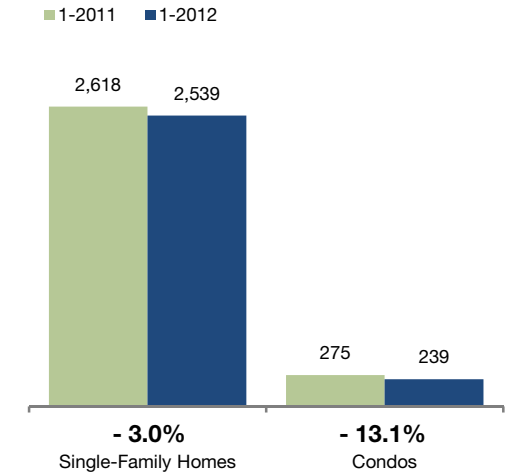
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	1-2011	1-2012	Change
\$100,000 and Below	1,127	1,094	- 2.9%
\$100,001 to \$150,000	622	582	- 6.4%
\$150,001 to \$200,000	450	418	- 7.1%
\$200,001 to \$350,000	432	443	+ 2.5%
\$350,001 and Above	262	241	- 8.0%
All Price Ranges	2,893	2,778	- 4.0%

Single-Family Homes

1-2011	1-2012	Change	1-2011	1-2012	Change
977	955	- 2.3%	150	139	- 7.3%
575	555	- 3.5%	47	27	- 42.6%
414	376	- 9.2%	36	42	+ 16.7%
402	417	+ 3.7%	30	26	- 13.3%
250	236	- 5.6%	12	5	- 58.3%
2,618	2,539	- 3.0%	275	239	- 13.1%

Condos

By Bedroom Count	1-2011	1-2012	Change
2 Bedrooms or Less	450	422	- 6.2%
3 Bedrooms	1,700	1,594	- 6.2%
4 Bedrooms or More	743	762	+ 2.6%
All Bedroom Counts	2,893	2,778	- 4.0%

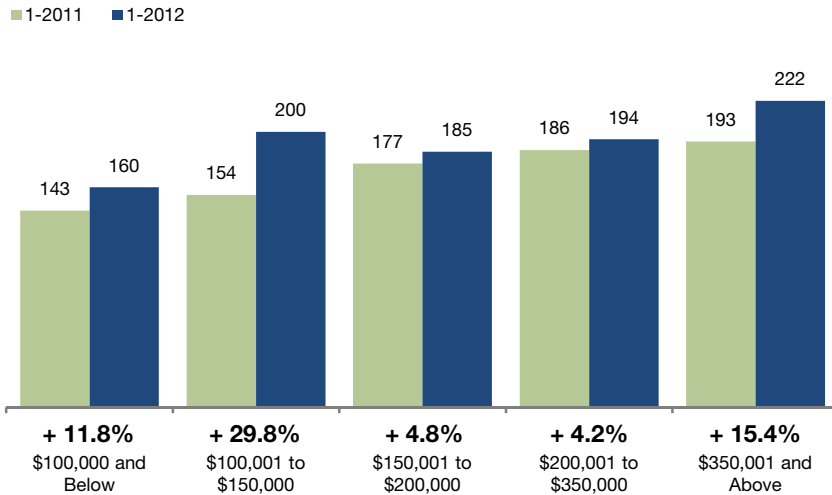
1-2011	1-2012	Change	1-2011	1-2012	Change
333	318	- 4.5%	117	104	- 11.1%
1,601	1,519	- 5.1%	99	75	- 24.2%
684	702	+ 2.6%	59	60	+ 1.7%
2,618	2,539	- 3.0%	275	239	- 13.1%

Days on Market Until Sale

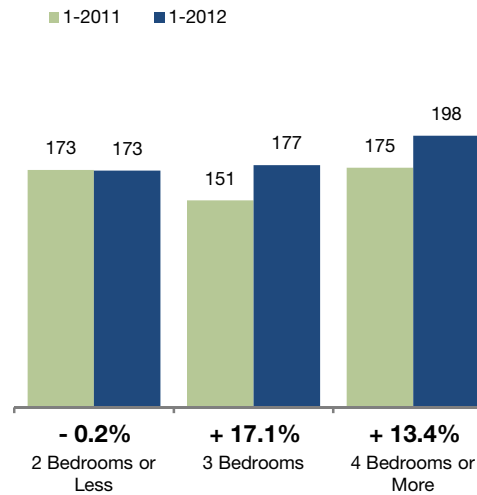
Average number of days between when a property is listed and when an offer is accepted. Based on a rolling 12-month average.



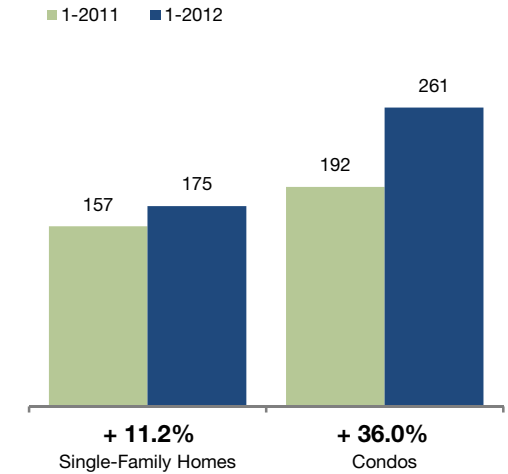
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	1-2011	1-2012	Change
\$100,000 and Below	143	160	+ 11.8%
\$100,001 to \$150,000	154	200	+ 29.8%
\$150,001 to \$200,000	177	185	+ 4.8%
\$200,001 to \$350,000	186	194	+ 4.2%
\$350,001 and Above	193	222	+ 15.4%
All Price Ranges	160	182	+ 13.5%

Single-Family Homes

1-2011	1-2012	Change
139	156	+ 11.8%
148	174	+ 17.7%
169	182	+ 7.9%
187	193	+ 3.2%
194	221	+ 13.9%
157	175	+ 11.2%

Condos

1-2011	1-2012	Change
166	187	+ 12.6%
229	555	+ 142.2%
270	234	- 13.5%
175	214	+ 21.9%
154	308	+ 99.8%
192	261	+ 36.0%

By Bedroom Count

1-2011	1-2012	Change
173	173	- 0.2%
151	177	+ 17.1%
175	198	+ 13.4%
160	182	+ 13.5%

1-2011	1-2012	Change
158	155	- 1.6%
150	174	+ 16.1%
175	186	+ 6.2%
157	175	+ 11.2%

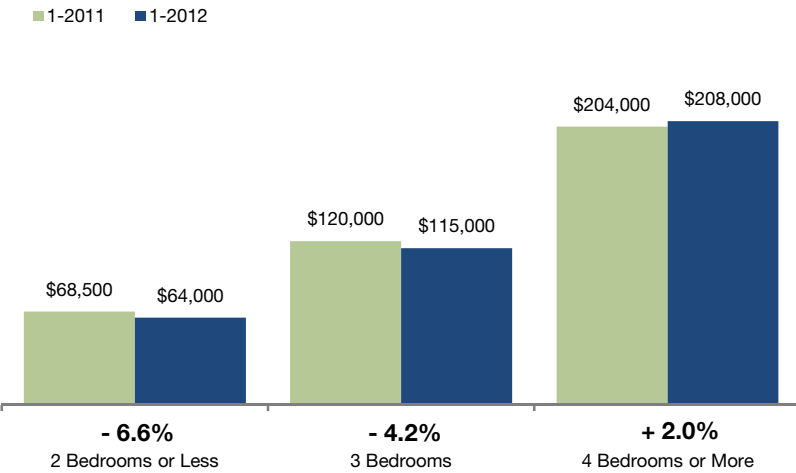
1-2011	1-2012	Change
218	228	+ 5.0%
175	242	+ 38.3%
170	338	+ 99.2%
192	261	+ 36.0%

Median Sales Price

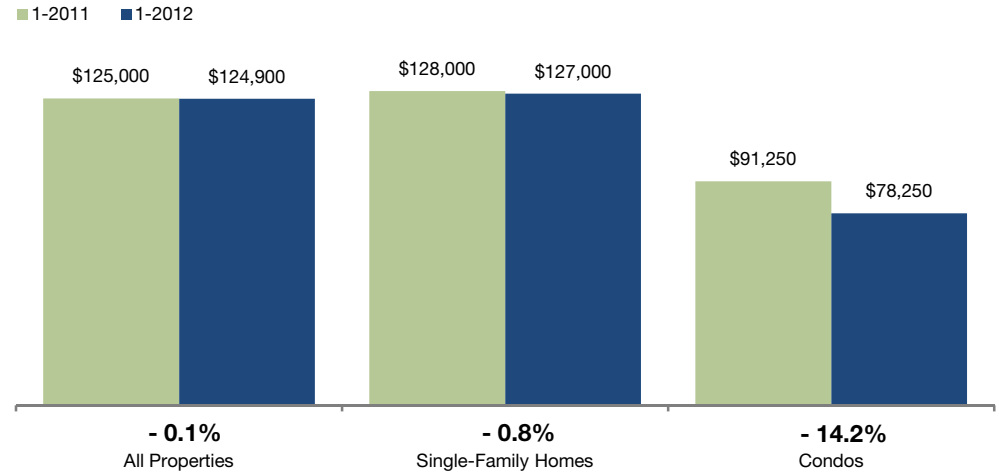
Median price point for all closed sales, not accounting for seller concessions. Based on a rolling 12-month median.



By Bedroom Count



By Property Type



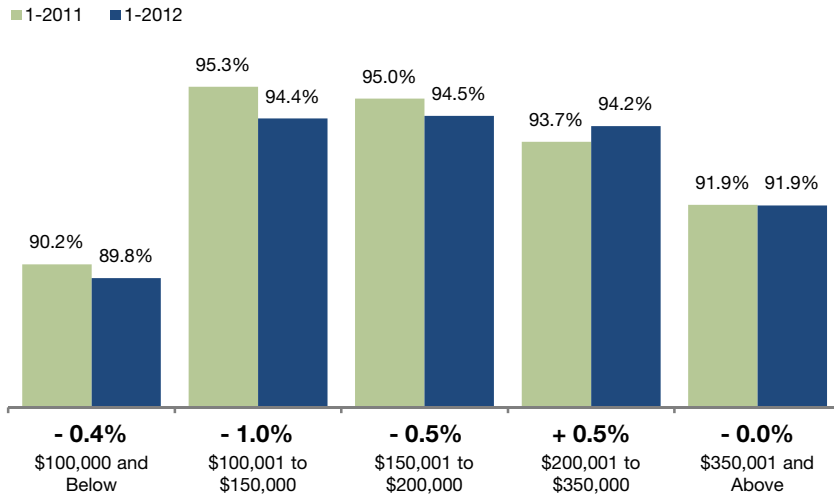
By Bedroom Count	All Properties			Single-Family Homes			Condos		
	1-2011	1-2012	Change	1-2011	1-2012	Change	1-2011	1-2012	Change
2 Bedrooms or Less	\$68,500	\$64,000	- 6.6%	\$64,900	\$59,000	- 9.1%	\$81,950	\$69,000	- 15.8%
3 Bedrooms	\$120,000	\$115,000	- 4.2%	\$120,000	\$116,000	- 3.3%	\$140,000	\$96,600	- 31.0%
4 Bedrooms or More	\$204,000	\$208,000	+ 2.0%	\$219,000	\$220,000	+ 0.5%	\$72,000	\$93,000	+ 29.2%
All Bedroom Counts	\$125,000	\$124,900	- 0.1%	\$128,000	\$127,000	- 0.8%	\$91,250	\$78,250	- 14.2%

Percent of List Price Received

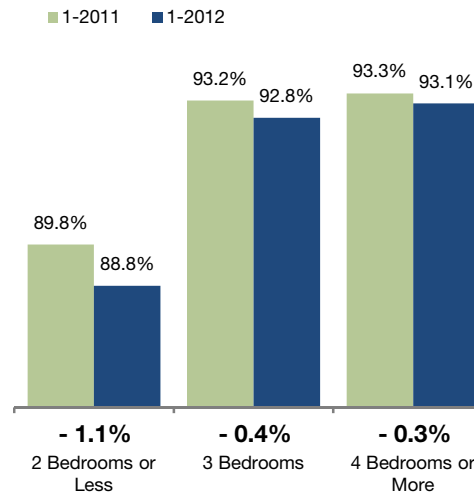
Percentage found when dividing a property's sales price by its last list price, then taking the average for all properties sold, not accounting for seller concessions. **Based on a rolling 12-month average.**



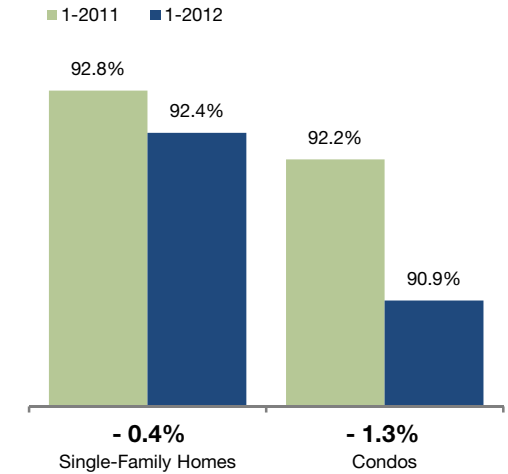
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	1-2011	1-2012	Change
\$100,000 and Below	90.2%	89.8%	- 0.4%
\$100,001 to \$150,000	95.3%	94.4%	- 1.0%
\$150,001 to \$200,000	95.0%	94.5%	- 0.5%
\$200,001 to \$350,000	93.7%	94.2%	+ 0.5%
\$350,001 and Above	91.9%	91.9%	- 0.0%
All Price Ranges	92.7%	92.3%	- 0.5%

Single-Family Homes

By Price Range	1-2011	1-2012	Change
\$100,000 and Below	89.8%	89.6%	- 0.2%
\$100,001 to \$150,000	95.6%	94.8%	- 0.9%
\$150,001 to \$200,000	95.1%	94.4%	- 0.7%
\$200,001 to \$350,000	94.0%	94.3%	+ 0.4%
\$350,001 and Above	92.0%	91.9%	- 0.1%
All Price Ranges	92.8%	92.4%	- 0.4%

Condos

By Price Range	1-2011	1-2012	Change
\$100,000 and Below	92.4%	90.6%	- 1.9%
\$100,001 to \$150,000	91.8%	89.1%	- 3.0%
\$150,001 to \$200,000	93.6%	95.5%	+ 2.0%
\$200,001 to \$350,000	90.4%	90.8%	+ 0.5%
\$350,001 and Above	88.4%	92.0%	+ 4.1%
All Price Ranges	92.2%	90.9%	- 1.3%

By Bedroom Count

By Bedroom Count	1-2011	1-2012	Change
2 Bedrooms or Less	89.8%	88.8%	- 1.1%
3 Bedrooms	93.2%	92.8%	- 0.4%
4 Bedrooms or More	93.3%	93.1%	- 0.3%
All Bedroom Counts	92.7%	92.3%	- 0.5%

By Bedroom Count	1-2011	1-2012	Change
2 Bedrooms or Less	89.5%	88.5%	- 1.1%
3 Bedrooms	93.3%	92.9%	- 0.4%
4 Bedrooms or More	93.0%	93.0%	+ 0.1%
All Bedroom Counts	92.8%	92.4%	- 0.4%

By Bedroom Count	1-2011	1-2012	Change
2 Bedrooms or Less	90.7%	89.8%	- 1.0%
3 Bedrooms	90.8%	90.2%	- 0.7%
4 Bedrooms or More	97.0%	93.7%	- 3.4%
All Bedroom Counts	92.2%	90.9%	- 1.3%

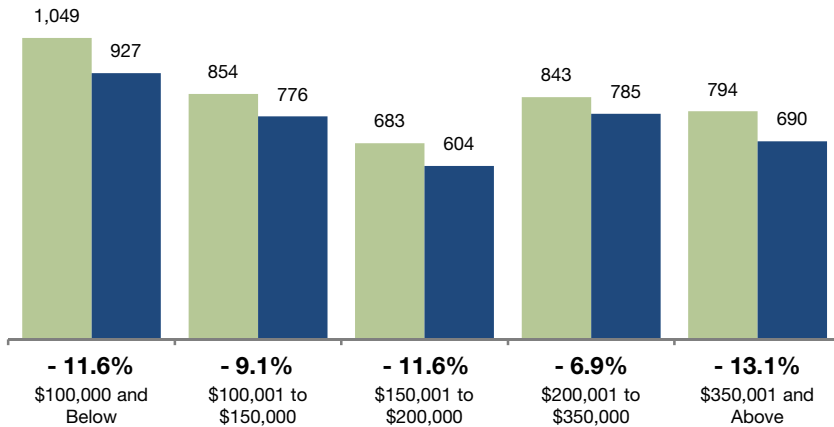
Inventory of Homes for Sale

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



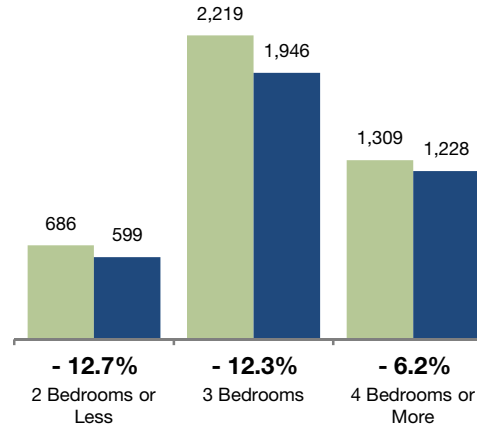
By Price Range

■ 1-2011 ■ 1-2012



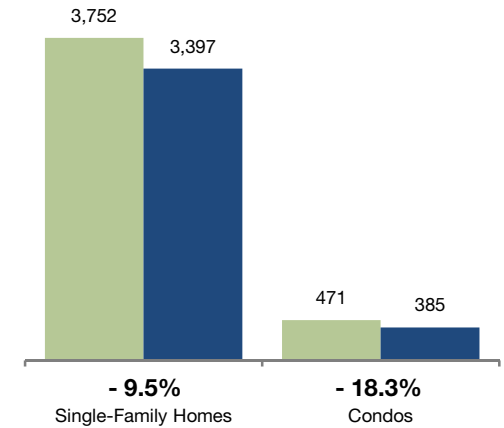
By Bedroom Count

■ 1-2011 ■ 1-2012



By Property Type

■ 1-2011 ■ 1-2012



All Properties

By Price Range

	1-2011	1-2012	Change
\$100,000 and Below	1,049	927	- 11.6%
\$100,001 to \$150,000	854	776	- 9.1%
\$150,001 to \$200,000	683	604	- 11.6%
\$200,001 to \$350,000	843	785	- 6.9%
\$350,001 and Above	794	690	- 13.1%
All Price Ranges	4,223	3,782	- 10.4%

Single-Family Homes

	1-2011	1-2012	Change
2 Bedrooms or Less	924	827	- 10.5%
3 Bedrooms	746	686	- 8.0%
4 Bedrooms or More	562	505	- 10.1%
	766	723	- 5.6%
	754	656	- 13.0%
All Single-Family Homes	3,752	3,397	- 9.5%

Condos

	1-2011	1-2012	Change
	125	100	- 20.0%
	108	90	- 16.7%
	121	99	- 18.2%
	77	62	- 19.5%
	40	34	- 15.0%
All Condos	471	385	- 18.3%

By Bedroom Count

	1-2011	1-2012	Change
2 Bedrooms or Less	686	599	- 12.7%
3 Bedrooms	2,219	1,946	- 12.3%
4 Bedrooms or More	1,309	1,228	- 6.2%
All Bedroom Counts	4,223	3,782	- 10.4%

	1-2011	1-2012	Change
	488	434	- 11.1%
	2,057	1,824	- 11.3%
	1,198	1,130	- 5.7%
All Single-Family Homes	3,752	3,397	- 9.5%

	1-2011	1-2012	Change
	198	165	- 16.7%
	162	122	- 24.7%
	111	98	- 11.7%
All Condos	471	385	- 18.3%

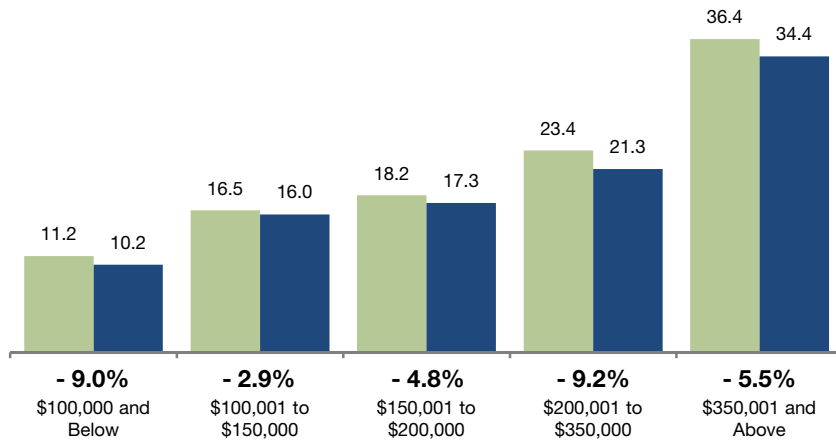
Months Supply of Inventory

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.



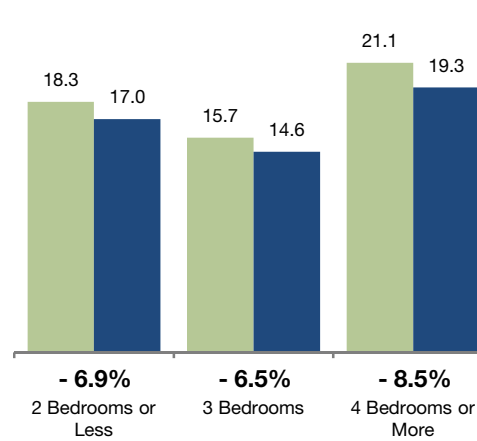
By Price Range

■ 1-2011 ■ 1-2012



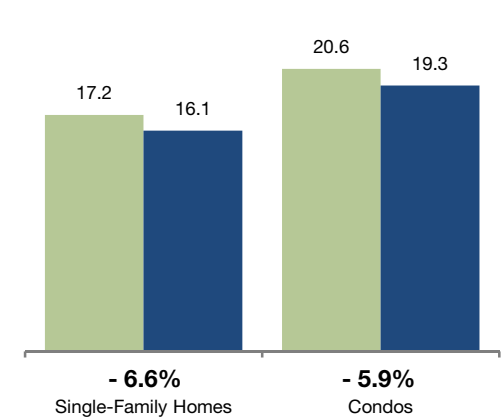
By Bedroom Count

■ 1-2011 ■ 1-2012



By Property Type

■ 1-2011 ■ 1-2012



All Properties

By Price Range	1-2011	1-2012	Change
\$100,000 and Below	11.2	10.2	-9.0%
\$100,001 to \$150,000	16.5	16.0	-2.9%
\$150,001 to \$200,000	18.2	17.3	-4.8%
\$200,001 to \$350,000	23.4	21.3	-9.2%
\$350,001 and Above	36.4	34.4	-5.5%
All Price Ranges	17.5	16.3	-6.7%

Single-Family Homes

1-2011	1-2012	Change	1-2011	1-2012	Change
11.3	10.4	-8.4%	10.0	8.6	-13.7%
15.6	14.8	-4.7%	27.6	33.3	+20.9%
16.3	16.1	-1.1%	37.0	28.3	-23.5%
22.9	20.8	-9.0%	25.7	23.8	-7.1%
36.2	33.4	-7.8%	16.7	34.0	+104.0%
17.2	16.1	-6.6%	20.6	19.3	-5.9%

Condos

By Bedroom Count	1-2011	1-2012	Change
2 Bedrooms or Less	18.3	17.0	-6.9%
3 Bedrooms	15.7	14.6	-6.5%
4 Bedrooms or More	21.1	19.3	-8.5%
All Bedroom Counts	17.5	16.3	-6.7%

1-2011	1-2012	Change	1-2011	1-2012	Change
17.6	16.4	-6.9%	20.3	19.0	-6.2%
15.4	14.4	-6.5%	19.6	19.5	-0.6%
21.0	19.3	-8.1%	22.6	19.6	-13.2%
17.2	16.1	-6.6%	20.6	19.3	-5.9%