

Housing Supply Overview

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



March 2013

With a full quarter worth of data, the keen market watcher is tracking just how 2013 is stacking up. For the 12-month period spanning April 2012 through March 2013, Pending Sales in the Western Upstate region were up 1.7 percent overall. The price range with the largest gain in sales was the \$100,001 to \$150,000 range, where they increased 13.8 percent.

The overall Median Sales Price was up 0.4 percent to \$127,000. The property type with the largest price gain was the Condo segment, where prices increased 8.3 percent to \$94,500. The price range that tended to sell the quickest was the \$100,000 and Below range at 138 days; the price range that tended to sell the slowest was the \$350,001 and Above range at 199 days.

Market-wide, inventory levels were down 1.7 percent. The property type that lost the least inventory was the Single-Family segment, where it decreased 1.5 percent. That amounts to 15.5 months supply for Single-Family homes and 19.4 months supply for Condos.

Quick Facts

+ 13.8%

Price Range With the
Strongest Sales:
\$100,001 to \$150,000

+ 8.5%

Bedroom Count With
Strongest Sales:
3 Bedrooms

+ 2.7%

Property Type With
Strongest Sales:
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 |
| Months Supply of Inventory | 7 |

[Click on desired metric to jump to that page.](#)

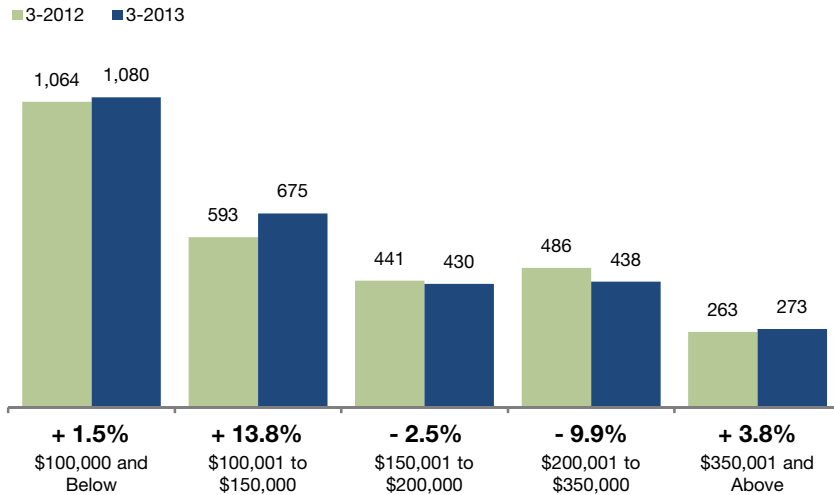


Pending Sales

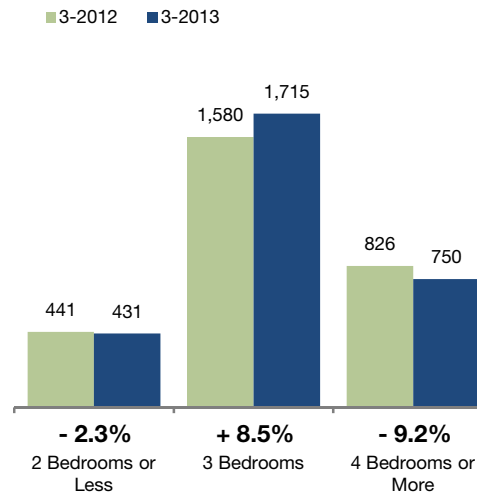
A count of properties on which offers have been accepted. Based on a rolling 12-month total.



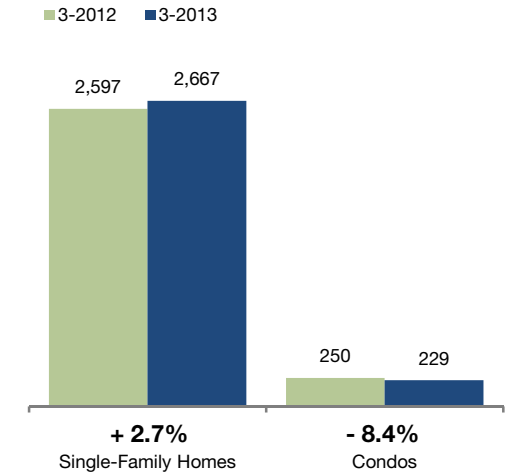
By Price Range



By Bedroom Count



By Property Type



All Properties

| By Price Range | 3-2012 | 3-2013 | Change |
|-------------------------|--------------|--------------|---------------|
| \$100,000 and Below | 1,064 | 1,080 | + 1.5% |
| \$100,001 to \$150,000 | 593 | 675 | + 13.8% |
| \$150,001 to \$200,000 | 441 | 430 | - 2.5% |
| \$200,001 to \$350,000 | 486 | 438 | - 9.9% |
| \$350,001 and Above | 263 | 273 | + 3.8% |
| All Price Ranges | 2,847 | 2,896 | + 1.7% |

Single-Family Homes

| 3-2012 | 3-2013 | Change | 3-2012 | 3-2013 | Change |
|--------------|--------------|---------------|------------|------------|---------------|
| 933 | 959 | + 2.8% | 131 | 121 | - 7.6% |
| 555 | 625 | + 12.6% | 38 | 50 | + 31.6% |
| 393 | 398 | + 1.3% | 48 | 32 | - 33.3% |
| 460 | 418 | - 9.1% | 26 | 20 | - 23.1% |
| 256 | 267 | + 4.3% | 7 | 6 | - 14.3% |
| 2,597 | 2,667 | + 2.7% | 250 | 229 | - 8.4% |

Condos

| By Bedroom Count | 3-2012 | 3-2013 | Change |
|---------------------------|--------------|--------------|---------------|
| 2 Bedrooms or Less | 441 | 431 | - 2.3% |
| 3 Bedrooms | 1,580 | 1,715 | + 8.5% |
| 4 Bedrooms or More | 826 | 750 | - 9.2% |
| All Bedroom Counts | 2,847 | 2,896 | + 1.7% |

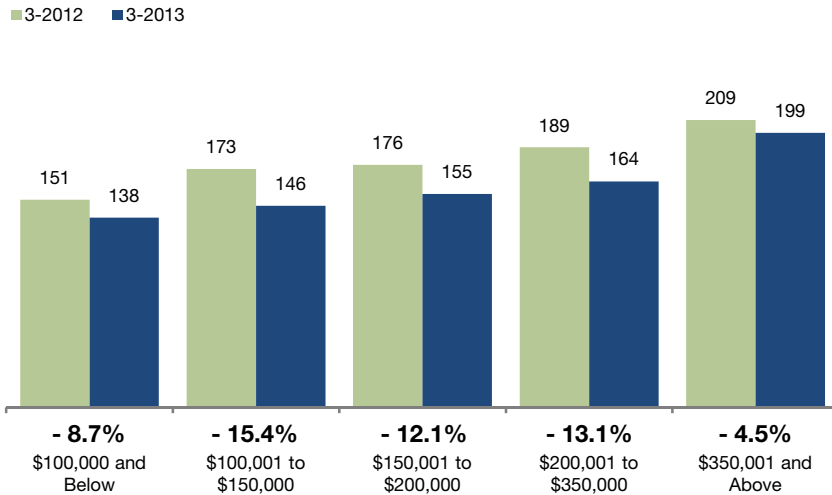
| 3-2012 | 3-2013 | Change | 3-2012 | 3-2013 | Change |
|--------------|--------------|---------------|------------|------------|---------------|
| 338 | 320 | - 5.3% | 103 | 111 | + 7.8% |
| 1,504 | 1,647 | + 9.5% | 76 | 68 | - 10.5% |
| 755 | 700 | - 7.3% | 71 | 50 | - 29.6% |
| 2,597 | 2,667 | + 2.7% | 250 | 229 | - 8.4% |

Days on Market Until Sale

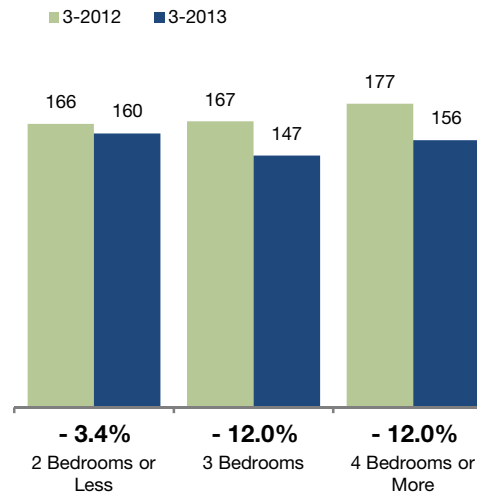
Average number of days between when a property is listed and when an offer is accepted. Based on a rolling 12-month average.



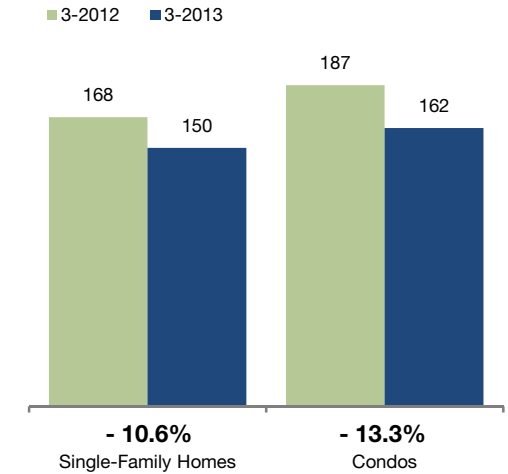
By Price Range



By Bedroom Count



By Property Type



All Properties

| By Price Range | 3-2012 | 3-2013 | Change |
|-------------------------|------------|------------|----------------|
| \$100,000 and Below | 151 | 138 | - 8.7% |
| \$100,001 to \$150,000 | 173 | 146 | - 15.4% |
| \$150,001 to \$200,000 | 176 | 155 | - 12.1% |
| \$200,001 to \$350,000 | 189 | 164 | - 13.1% |
| \$350,001 and Above | 209 | 199 | - 4.5% |
| All Price Ranges | 170 | 151 | - 10.8% |

Single-Family Homes

| 3-2012 | 3-2013 | Change |
|------------|------------|----------------|
| 147 | 136 | - 7.3% |
| 172 | 144 | - 16.1% |
| 173 | 156 | - 10.0% |
| 189 | 162 | - 14.6% |
| 207 | 199 | - 3.9% |
| 168 | 150 | - 10.6% |

Condos

| 3-2012 | 3-2013 | Change |
|------------|------------|----------------|
| 179 | 152 | - 15.4% |
| 194 | 178 | - 8.0% |
| 214 | 145 | - 32.3% |
| 171 | 206 | + 20.3% |
| 276 | 196 | - 29.0% |
| 187 | 162 | - 13.3% |

By Bedroom Count

| 3-2012 | 3-2013 | Change |
|------------|------------|----------------|
| 166 | 160 | - 3.4% |
| 167 | 147 | - 12.0% |
| 177 | 156 | - 12.0% |
| 170 | 151 | - 10.8% |

| 3-2012 | 3-2013 | Change |
|------------|------------|----------------|
| 155 | 153 | - 1.3% |
| 165 | 146 | - 11.8% |
| 180 | 160 | - 11.3% |
| 168 | 150 | - 10.6% |

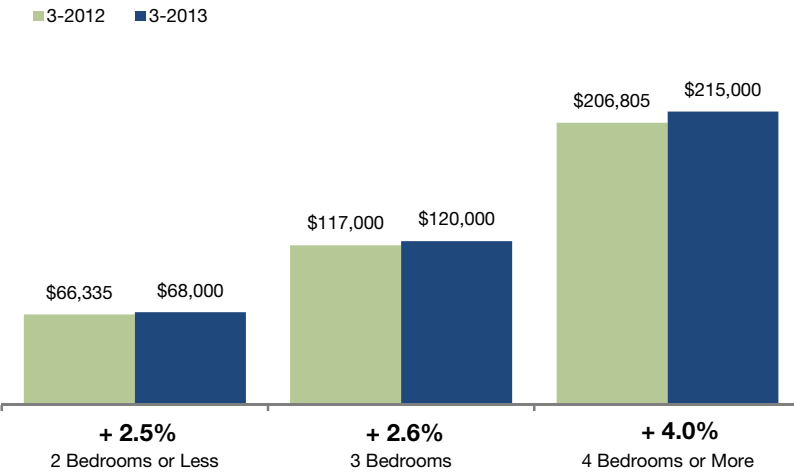
| 3-2012 | 3-2013 | Change |
|------------|------------|----------------|
| 201 | 181 | - 9.8% |
| 205 | 180 | - 12.2% |
| 136 | 106 | - 22.1% |
| 187 | 162 | - 13.3% |

Median Sales Price

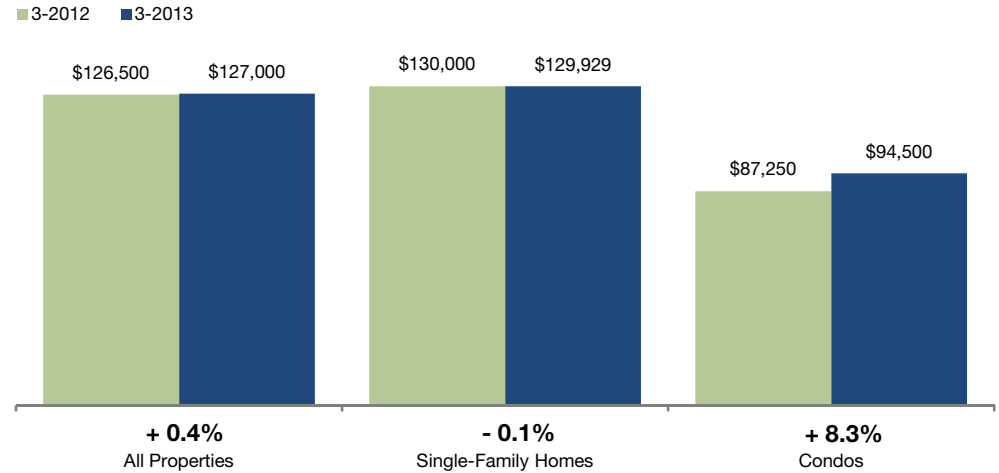
Median price point for all closed sales, not accounting for seller concessions. Based on a rolling 12-month median.



By Bedroom Count



By Property Type



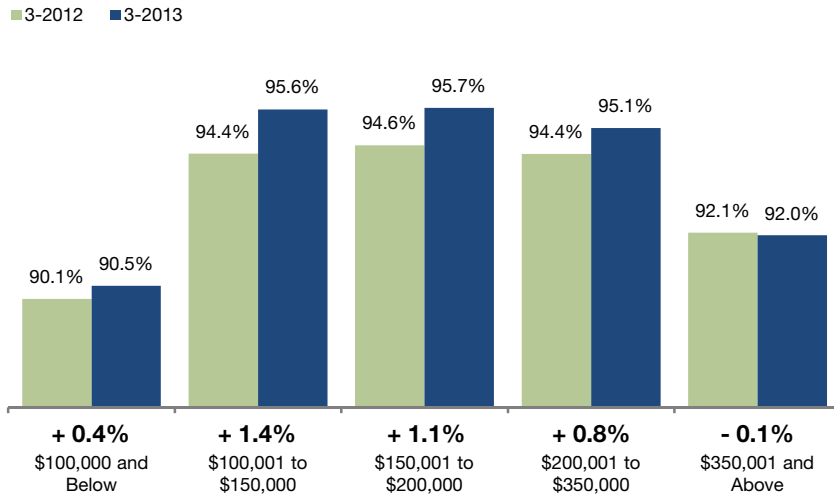
| By Bedroom Count | All Properties | | | Single-Family Homes | | | Condos | | |
|---------------------------|------------------|------------------|---------------|---------------------|------------------|---------------|-----------------|-----------------|---------------|
| | 3-2012 | 3-2013 | Change | 3-2012 | 3-2013 | Change | 3-2012 | 3-2013 | Change |
| 2 Bedrooms or Less | \$66,335 | \$68,000 | + 2.5% | \$60,000 | \$60,000 | 0.0% | \$79,000 | \$89,000 | + 12.7% |
| 3 Bedrooms | \$117,000 | \$120,000 | + 2.6% | \$118,000 | \$120,000 | + 1.7% | \$106,500 | \$131,000 | + 23.0% |
| 4 Bedrooms or More | \$206,805 | \$215,000 | + 4.0% | \$220,000 | \$225,000 | + 2.3% | \$93,000 | \$73,000 | - 21.5% |
| All Bedroom Counts | \$126,500 | \$127,000 | + 0.4% | \$130,000 | \$129,929 | - 0.1% | \$87,250 | \$94,500 | + 8.3% |

Percent of List Price Received

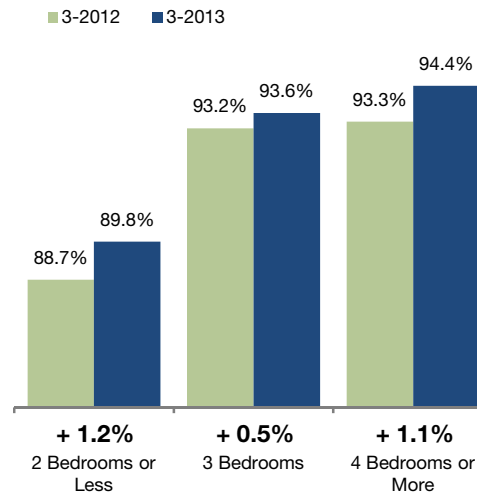
Percentage found when dividing a property's sales price by its last list price, then taking the average for all properties sold, not accounting for seller concessions. **Based on a rolling 12-month average.**



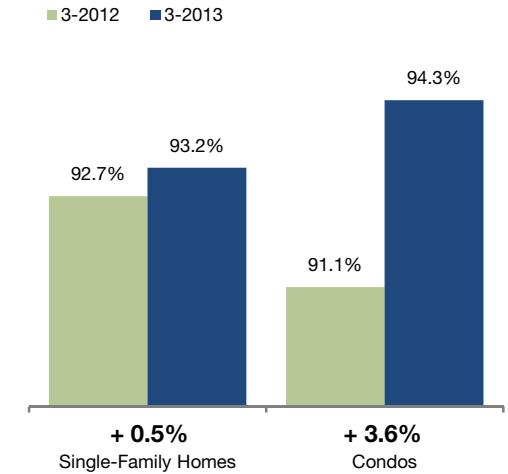
By Price Range



By Bedroom Count



By Property Type



All Properties

| By Price Range | 3-2012 | 3-2013 | Change |
|-------------------------|--------------|--------------|---------------|
| \$100,000 and Below | 90.1% | 90.5% | + 0.4% |
| \$100,001 to \$150,000 | 94.4% | 95.6% | + 1.4% |
| \$150,001 to \$200,000 | 94.6% | 95.7% | + 1.1% |
| \$200,001 to \$350,000 | 94.4% | 95.1% | + 0.8% |
| \$350,001 and Above | 92.1% | 92.0% | - 0.1% |
| All Price Ranges | 92.5% | 93.3% | + 0.8% |

Single-Family Homes

| 3-2012 | 3-2013 | Change |
|--------------|--------------|---------------|
| 90.0% | 90.1% | + 0.1% |
| 94.8% | 95.7% | + 0.9% |
| 94.6% | 95.6% | + 1.1% |
| 94.5% | 95.3% | + 0.8% |
| 92.0% | 92.0% | - 0.1% |
| 92.7% | 93.2% | + 0.5% |

Condos

| 3-2012 | 3-2013 | Change |
|--------------|--------------|---------------|
| 91.0% | 94.0% | + 3.4% |
| 89.1% | 94.9% | + 6.6% |
| 94.2% | 96.2% | + 2.1% |
| 91.2% | 92.2% | + 1.2% |
| 94.0% | 93.5% | - 0.5% |
| 91.1% | 94.3% | + 3.6% |

By Bedroom Count

| 3-2012 | 3-2013 | Change |
|--------------|--------------|---------------|
| 88.7% | 89.8% | + 1.2% |
| 93.2% | 93.6% | + 0.5% |
| 93.3% | 94.4% | + 1.1% |
| 92.5% | 93.3% | + 0.8% |

| 3-2012 | 3-2013 | Change |
|--------------|--------------|---------------|
| 88.4% | 88.5% | + 0.1% |
| 93.3% | 93.6% | + 0.3% |
| 93.3% | 94.3% | + 1.0% |
| 92.7% | 93.2% | + 0.5% |

| 3-2012 | 3-2013 | Change |
|--------------|--------------|---------------|
| 89.8% | 93.9% | + 4.5% |
| 90.7% | 94.0% | + 3.7% |
| 93.5% | 95.7% | + 2.3% |
| 91.1% | 94.3% | + 3.6% |

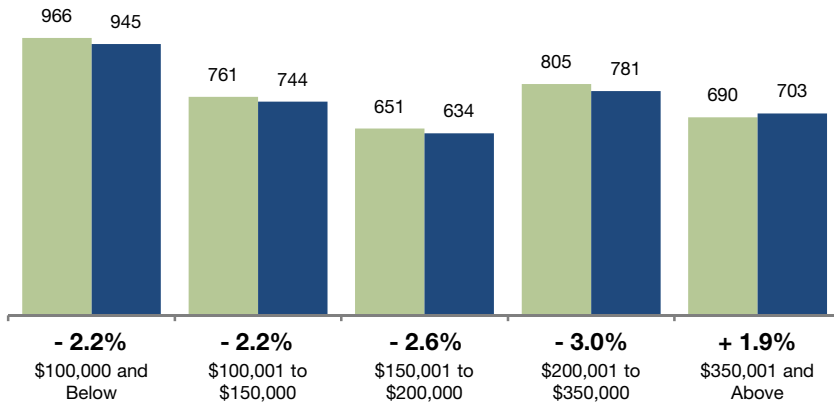
Inventory of Homes for Sale

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



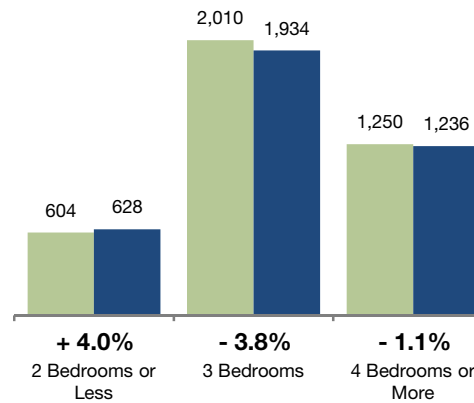
By Price Range

■ 3-2012 ■ 3-2013



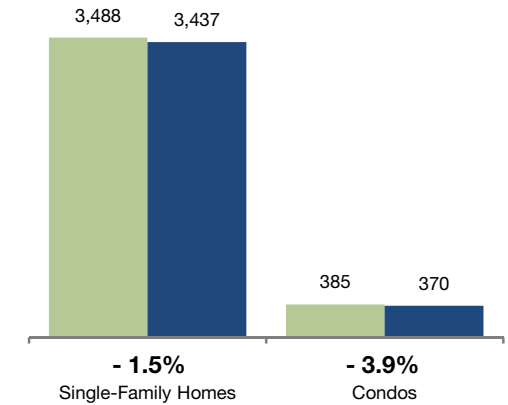
By Bedroom Count

■ 3-2012 ■ 3-2013



By Property Type

■ 3-2012 ■ 3-2013



All Properties

By Price Range

| | 3-2012 | 3-2013 | Change |
|-------------------------|--------------|--------------|---------------|
| \$100,000 and Below | 966 | 945 | - 2.2% |
| \$100,001 to \$150,000 | 761 | 744 | - 2.2% |
| \$150,001 to \$200,000 | 651 | 634 | - 2.6% |
| \$200,001 to \$350,000 | 805 | 781 | - 3.0% |
| \$350,001 and Above | 690 | 703 | + 1.9% |
| All Price Ranges | 3,873 | 3,807 | - 1.7% |

Single-Family Homes

| | 3-2012 | 3-2013 | Change |
|---------------------------|--------------|--------------|---------------|
| 2 Bedrooms or Less | 604 | 628 | + 4.0% |
| 3 Bedrooms | 2,010 | 1,934 | - 3.8% |
| 4 Bedrooms or More | 1,250 | 1,236 | - 1.1% |
| All Bedroom Counts | 3,873 | 3,807 | - 1.7% |

Condos

| | 3-2012 | 3-2013 | Change |
|-------------------------|--------------|--------------|---------------|
| Single-Family Homes | 861 | 847 | - 1.6% |
| Condos | 668 | 650 | - 2.7% |
| 2 Bedrooms or Less | 551 | 536 | - 2.7% |
| 3 Bedrooms | 742 | 727 | - 2.0% |
| 4 Bedrooms or More | 666 | 677 | + 1.7% |
| All Price Ranges | 3,488 | 3,437 | - 1.5% |

By Bedroom Count

| | 3-2012 | 3-2013 | Change |
|-------------------------|------------|------------|---------------|
| Single-Family Homes | 105 | 98 | - 6.7% |
| Condos | 93 | 94 | + 1.1% |
| 2 Bedrooms or Less | 100 | 98 | - 2.0% |
| 3 Bedrooms | 63 | 54 | - 14.3% |
| 4 Bedrooms or More | 24 | 26 | + 8.3% |
| All Price Ranges | 385 | 370 | - 3.9% |

| | 3-2012 | 3-2013 | Change |
|---------------------------|--------------|--------------|---------------|
| Single-Family Homes | 432 | 459 | + 6.3% |
| Condos | 1,881 | 1,804 | - 4.1% |
| 2 Bedrooms or Less | 1,166 | 1,165 | - 0.1% |
| 3 Bedrooms | 172 | 169 | - 1.7% |
| 4 Bedrooms or More | 129 | 130 | + 0.8% |
| All Bedroom Counts | 3,488 | 3,437 | - 1.5% |

| | 3-2012 | 3-2013 | Change |
|---------------------------|------------|------------|---------------|
| Single-Family Homes | 385 | 370 | - 3.9% |
| Condos | 370 | 355 | - 3.9% |
| 2 Bedrooms or Less | 172 | 169 | - 1.7% |
| 3 Bedrooms | 129 | 130 | + 0.8% |
| 4 Bedrooms or More | 84 | 71 | - 15.5% |
| All Bedroom Counts | 385 | 370 | - 3.9% |

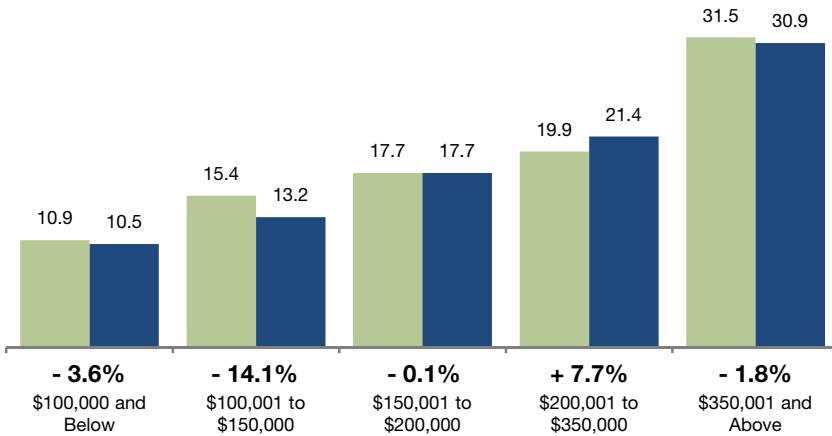
Months Supply of Inventory

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.



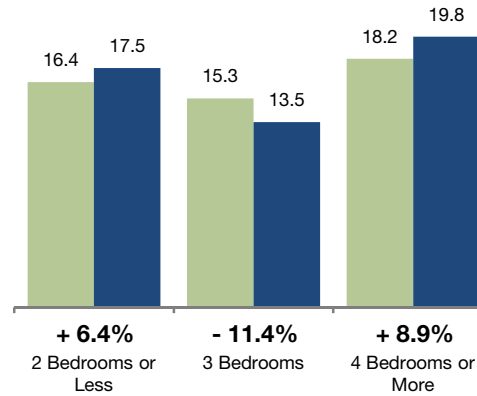
By Price Range

■ 3-2012 ■ 3-2013



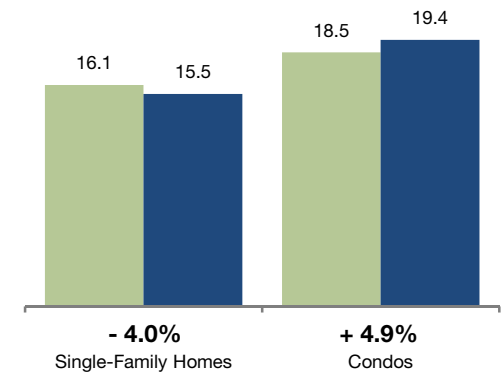
By Bedroom Count

■ 3-2012 ■ 3-2013



By Property Type

■ 3-2012 ■ 3-2013



All Properties

By Price Range

| | 3-2012 | 3-2013 | Change |
|-------------------------|-------------|-------------|--------------|
| \$100,000 and Below | 10.9 | 10.5 | -3.6% |
| \$100,001 to \$150,000 | 15.4 | 13.2 | -14.1% |
| \$150,001 to \$200,000 | 17.7 | 17.7 | -0.1% |
| \$200,001 to \$350,000 | 19.9 | 21.4 | +7.7% |
| \$350,001 and Above | 31.5 | 30.9 | -1.8% |
| All Price Ranges | 16.3 | 15.8 | -3.4% |

Single-Family Homes

| | 3-2012 | 3-2013 | Change |
|--------------------------------|-------------|-------------|--------------|
| 2 Bedrooms or Less | 11.1 | 10.6 | -4.3% |
| 3 Bedrooms | 14.4 | 12.5 | -13.6% |
| 4 Bedrooms or More | 16.8 | 16.2 | -3.9% |
| All Single-Family Homes | 19.4 | 20.9 | +7.8% |
| All Single-Family Homes | 16.1 | 15.5 | -4.0% |

Condos

| | 3-2012 | 3-2013 | Change |
|---------------------|-------------|-------------|--------------|
| Single-Family Homes | 9.6 | 9.7 | +1.0% |
| Condos | 26.9 | 22.6 | -16.2% |
| All Condos | 25.0 | 36.8 | +47.0% |
| All Condos | 19.4 | 29.7 | +53.2% |
| All Condos | 17.1 | 17.3 | +1.1% |
| All Condos | 18.5 | 19.4 | +4.9% |

By Bedroom Count

| | 3-2012 | 3-2013 | Change |
|---------------------------|-------------|-------------|--------------|
| 2 Bedrooms or Less | 16.4 | 17.5 | +6.4% |
| 3 Bedrooms | 15.3 | 13.5 | -11.4% |
| 4 Bedrooms or More | 18.2 | 19.8 | +8.9% |
| All Bedroom Counts | 16.3 | 15.8 | -3.4% |

| | 3-2012 | 3-2013 | Change |
|--------------------------------|-------------|-------------|--------------|
| 2 Bedrooms or Less | 15.3 | 17.2 | +12.2% |
| 3 Bedrooms | 15.0 | 13.1 | -12.4% |
| 4 Bedrooms or More | 18.5 | 20.0 | +7.8% |
| All Single-Family Homes | 16.1 | 15.5 | -4.0% |

| | 3-2012 | 3-2013 | Change |
|---------------------|-------------|-------------|--------------|
| Single-Family Homes | 20.0 | 18.3 | -8.8% |
| Condos | 20.4 | 22.9 | +12.6% |
| All Condos | 13.0 | 17.0 | +30.9% |
| All Condos | 18.5 | 19.4 | +4.9% |