

Housing Supply Overview

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



October 2012

With the race to 2013 underway, it's hard to resist the temptation to see just how 2012 is stacking up. For the 12-month period spanning November 2011 through October 2012, Pending Sales in the Western Upstate region were up 1.4 percent overall. The price range with the largest gain in sales was the \$350,001 and Above range, where they increased 12.0 percent.

The overall Median Sales Price was up 1.2 percent to \$125,000. The property type with the largest price gain was the Condo segment, where prices increased 26.1 percent to \$99,000. The price range that tended to sell the quickest was the \$100,000 and Below range at 150 days; the price range that tended to sell the slowest was the \$350,001 and Above range at 214 days.

Market-wide, inventory levels were down 6.7 percent. The property type that gained the most inventory was the Condo segment, where it increased 6.1 percent. That amounts to 15.3 months supply for Single-Family homes and 19.5 months supply for Condos.

Quick Facts

+ 12.0%

Price Range With the
Strongest Sales:
\$350,001 and Above

+ 5.4%

Bedroom Count With
Strongest Sales:
2 Bedrooms or Less

+ 2.5%

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
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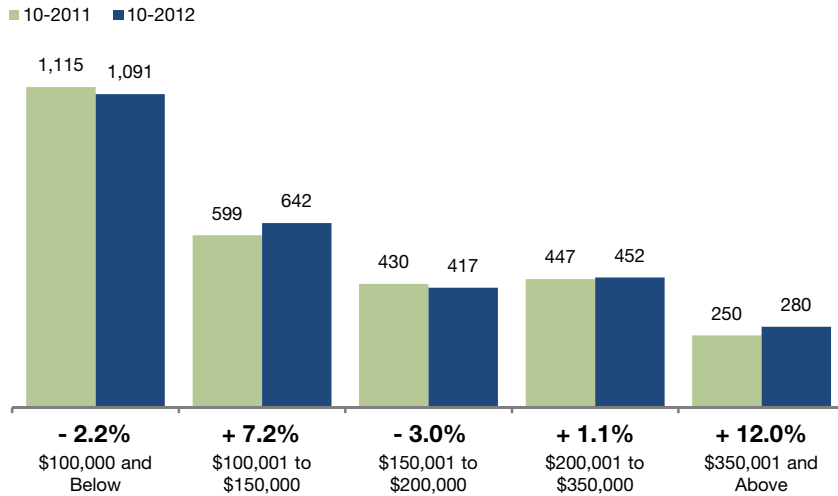


Pending Sales

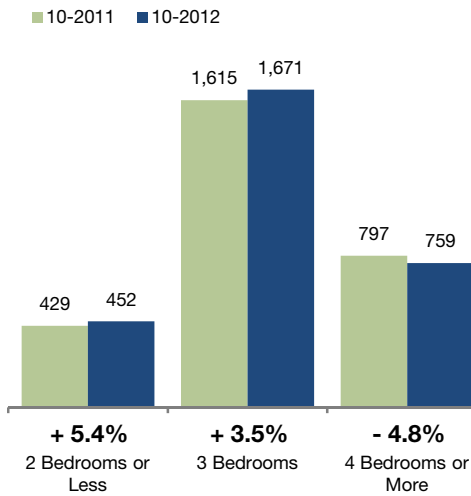
A count of properties on which offers have been accepted. Based on a rolling 12-month total.



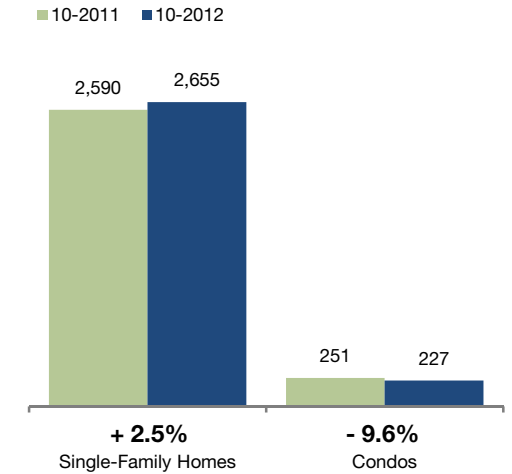
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	10-2011	10-2012	Change
\$100,000 and Below	1,115	1,091	- 2.2%
\$100,001 to \$150,000	599	642	+ 7.2%
\$150,001 to \$200,000	430	417	- 3.0%
\$200,001 to \$350,000	447	452	+ 1.1%
\$350,001 and Above	250	280	+ 12.0%
All Price Ranges	2,841	2,882	+ 1.4%

Single-Family Homes

10-2011	10-2012	Change	10-2011	10-2012	Change
967	977	+ 1.0%	148	114	- 23.0%
567	597	+ 5.3%	32	45	+ 40.6%
392	377	- 3.8%	38	40	+ 5.3%
421	431	+ 2.4%	26	21	- 19.2%
243	273	+ 12.3%	7	7	0.0%
2,590	2,655	+ 2.5%	251	227	- 9.6%

Condos

By Bedroom Count	10-2011	10-2012	Change
2 Bedrooms or Less	429	452	+ 5.4%
3 Bedrooms	1,615	1,671	+ 3.5%
4 Bedrooms or More	797	759	- 4.8%
All Bedroom Counts	2,841	2,882	+ 1.4%

10-2011	10-2012	Change	10-2011	10-2012	Change
329	339	+ 3.0%	100	113	+ 13.0%
1,530	1,610	+ 5.2%	85	61	- 28.2%
731	706	- 3.4%	66	53	- 19.7%
2,590	2,655	+ 2.5%	251	227	- 9.6%

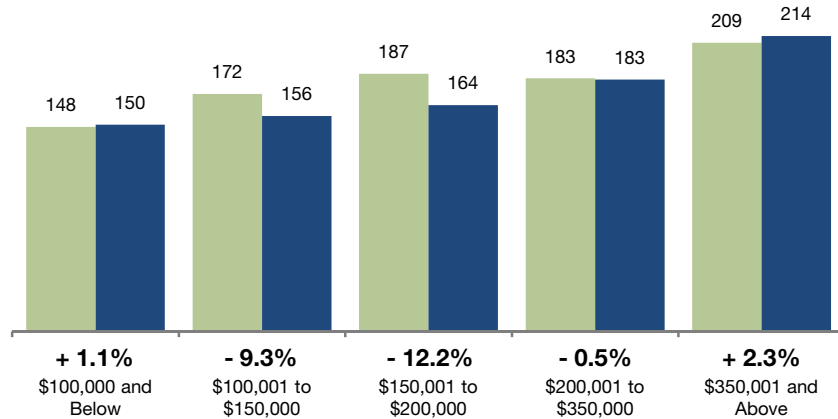
Days on Market Until Sale

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



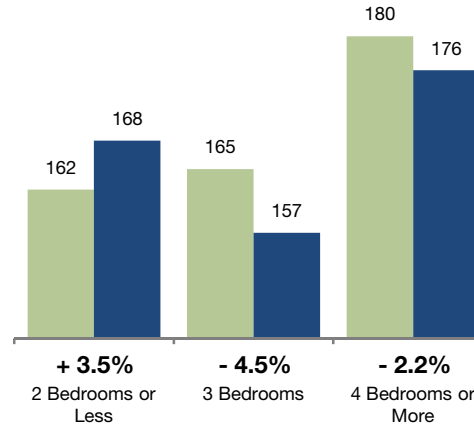
By Price Range

■ 10-2011 ■ 10-2012



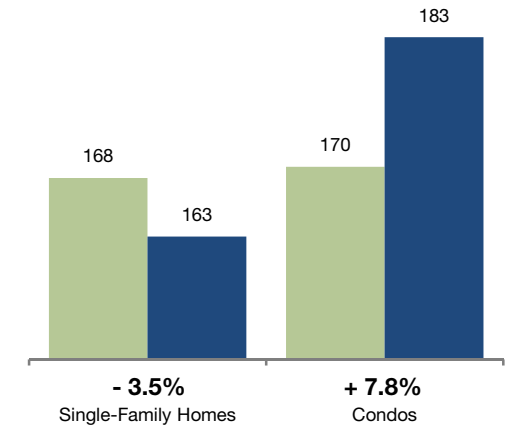
By Bedroom Count

■ 10-2011 ■ 10-2012



By Property Type

■ 10-2011 ■ 10-2012



All Properties

By Price Range

	10-2011	10-2012	Change
\$100,000 and Below	148	150	+ 1.1%
\$100,001 to \$150,000	172	156	- 9.3%
\$150,001 to \$200,000	187	164	- 12.2%
\$200,001 to \$350,000	183	183	- 0.5%
\$350,001 and Above	209	214	+ 2.3%
All Price Ranges	169	164	- 2.6%

Single-Family Homes

	10-2011	10-2012	Change
2 Bedrooms or Less	147	148	+ 0.4%
3 Bedrooms	172	153	- 11.4%
4 Bedrooms or More	184	163	- 11.5%
	184	180	- 1.9%
	208	214	+ 3.0%
All Single-Family Homes	168	163	- 3.5%

Condos

	10-2011	10-2012	Change
	156	169	+ 8.0%
	171	204	+ 19.5%
	228	173	- 24.2%
	178	223	+ 25.5%
	290	225	- 22.3%
All Condos	170	183	+ 7.8%

By Bedroom Count

	10-2011	10-2012	Change
2 Bedrooms or Less	162	168	+ 3.5%
3 Bedrooms	165	157	- 4.5%
4 Bedrooms or More	180	176	- 2.2%
All Bedroom Counts	169	164	- 2.6%

	10-2011	10-2012	Change
2 Bedrooms or Less	156	157	+ 0.1%
3 Bedrooms	164	156	- 4.9%
4 Bedrooms or More	183	179	- 2.1%
All Single-Family Homes	168	163	- 3.5%

	10-2011	10-2012	Change
	182	203	+ 11.9%
	173	186	+ 7.7%
	137	139	+ 1.8%
All Condos	170	183	+ 7.8%

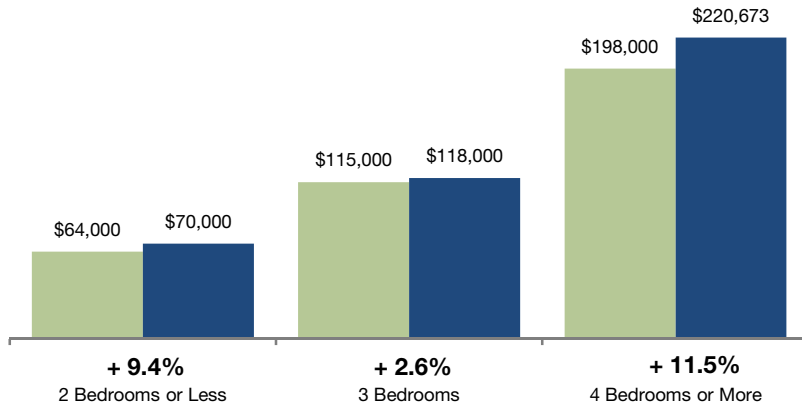
Median Sales Price

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



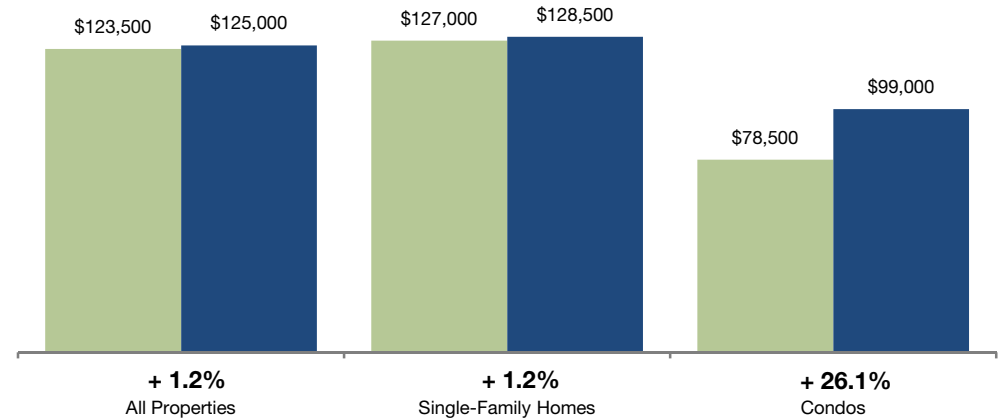
By Bedroom Count

■ 10-2011 ■ 10-2012



By Property Type

■ 10-2011 ■ 10-2012



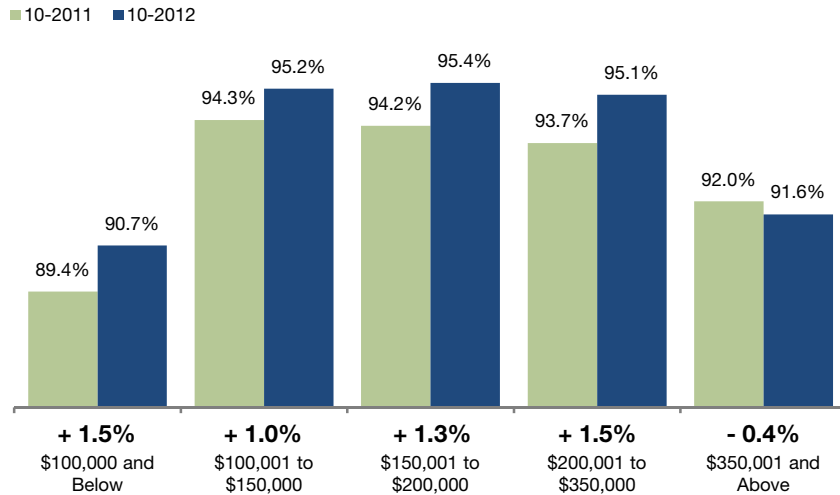
By Bedroom Count	All Properties			Single-Family Homes			Condos		
	10-2011	10-2012	Change	10-2011	10-2012	Change	10-2011	10-2012	Change
2 Bedrooms or Less	\$64,000	\$70,000	+ 9.4%	\$59,950	\$60,000	+ 0.1%	\$67,430	\$99,000	+ 46.8%
3 Bedrooms	\$115,000	\$118,000	+ 2.6%	\$115,000	\$117,000	+ 1.7%	\$100,000	\$131,000	+ 31.0%
4 Bedrooms or More	\$198,000	\$220,673	+ 11.5%	\$215,000	\$231,000	+ 7.4%	\$92,500	\$73,000	- 21.1%
All Bedroom Counts	\$123,500	\$125,000	+ 1.2%	\$127,000	\$128,500	+ 1.2%	\$78,500	\$99,000	+ 26.1%

Percent of List Price Received

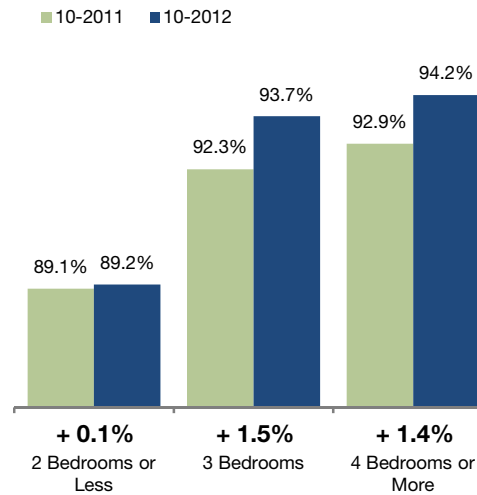


Percentage found when dividing a property's sales price by its last list price, then taking the average for all properties sold, not accounting for seller concessions. **Based on a rolling 12-month average.**

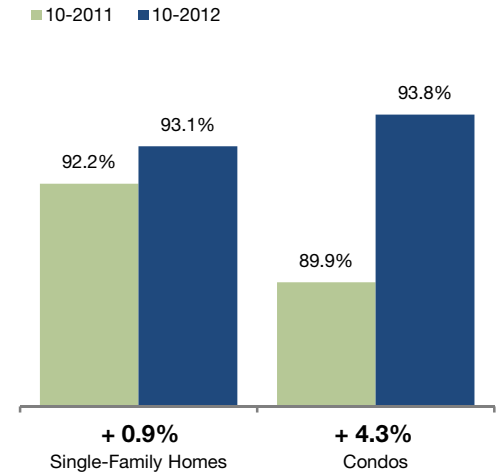
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	10-2011	10-2012	Change
\$100,000 and Below	89.4%	90.7%	+ 1.5%
\$100,001 to \$150,000	94.3%	95.2%	+ 1.0%
\$150,001 to \$200,000	94.2%	95.4%	+ 1.3%
\$200,001 to \$350,000	93.7%	95.1%	+ 1.5%
\$350,001 and Above	92.0%	91.6%	- 0.4%
All Price Ranges	92.0%	93.1%	+ 1.2%

Single-Family Homes

	10-2011	10-2012	Change
\$100,000 and Below	89.4%	90.3%	+ 1.0%
\$100,001 to \$150,000	94.7%	95.4%	+ 0.8%
\$150,001 to \$200,000	94.1%	95.4%	+ 1.4%
\$200,001 to \$350,000	94.0%	95.2%	+ 1.3%
\$350,001 and Above	92.0%	91.6%	- 0.5%
All Price Ranges	92.2%	93.1%	+ 0.9%

Condos

	10-2011	10-2012	Change
\$100,000 and Below	89.2%	94.0%	+ 5.4%
\$100,001 to \$150,000	89.9%	92.9%	+ 3.3%
\$150,001 to \$200,000	95.3%	95.1%	- 0.2%
\$200,001 to \$350,000	88.7%	92.1%	+ 3.9%
\$350,001 and Above	91.5%	93.4%	+ 2.1%
All Price Ranges	89.9%	93.8%	+ 4.3%

By Bedroom Count

	10-2011	10-2012	Change
2 Bedrooms or Less	89.1%	89.2%	+ 0.1%
3 Bedrooms	92.3%	93.7%	+ 1.5%
4 Bedrooms or More	92.9%	94.2%	+ 1.4%
All Bedroom Counts	92.0%	93.1%	+ 1.2%

	10-2011	10-2012	Change
2 Bedrooms or Less	89.1%	87.8%	- 1.5%
3 Bedrooms	92.5%	93.7%	+ 1.3%
4 Bedrooms or More	92.9%	94.1%	+ 1.3%
All Bedroom Counts	92.2%	93.1%	+ 0.9%

	10-2011	10-2012	Change
2 Bedrooms or Less	89.2%	93.4%	+ 4.7%
3 Bedrooms	88.5%	92.8%	+ 4.9%
4 Bedrooms or More	93.4%	95.6%	+ 2.4%
All Bedroom Counts	89.9%	93.8%	+ 4.3%

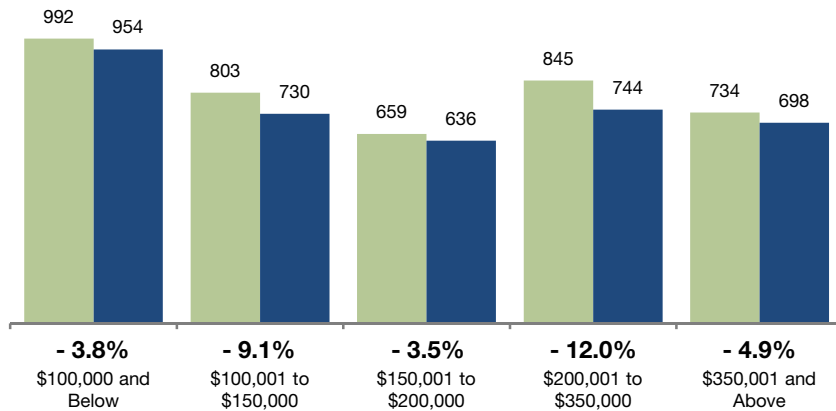
Inventory of Homes for Sale

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



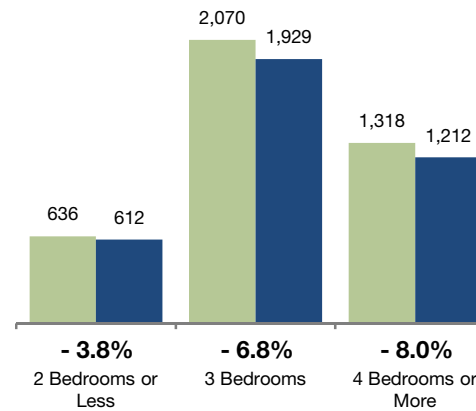
By Price Range

■ 10-2011 ■ 10-2012



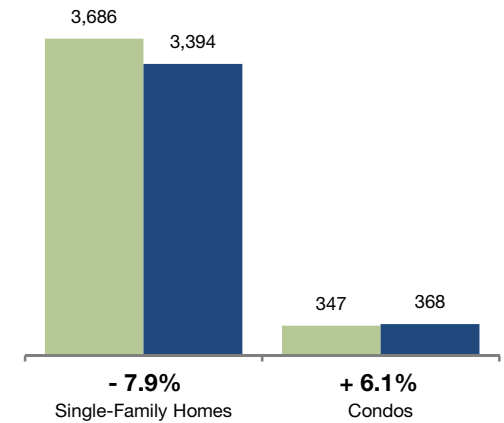
By Bedroom Count

■ 10-2011 ■ 10-2012



By Property Type

■ 10-2011 ■ 10-2012



All Properties

By Price Range

	10-2011	10-2012	Change
\$100,000 and Below	992	954	- 3.8%
\$100,001 to \$150,000	803	730	- 9.1%
\$150,001 to \$200,000	659	636	- 3.5%
\$200,001 to \$350,000	845	744	- 12.0%
\$350,001 and Above	734	698	- 4.9%
All Price Ranges	4,033	3,762	- 6.7%

Single-Family Homes

	10-2011	10-2012	Change
2 Bedrooms or Less	903	856	- 5.2%
3 Bedrooms	720	638	- 11.4%
4 Bedrooms or More	566	543	- 4.1%
	788	689	- 12.6%
	709	668	- 5.8%
All Single-Family Homes	3,686	3,394	- 7.9%

Condos

	10-2011	10-2012	Change
	89	98	+ 10.1%
	83	92	+ 10.8%
	93	93	0.0%
	57	55	- 3.5%
	25	30	+ 20.0%
All Condos	347	368	+ 6.1%

By Bedroom Count

	10-2011	10-2012	Change
2 Bedrooms or Less	636	612	- 3.8%
3 Bedrooms	2,070	1,929	- 6.8%
4 Bedrooms or More	1,318	1,212	- 8.0%
All Bedroom Counts	4,033	3,762	- 6.7%

	10-2011	10-2012	Change
2 Bedrooms or Less	471	447	- 5.1%
3 Bedrooms	1,964	1,802	- 8.2%
4 Bedrooms or More	1,242	1,136	- 8.5%
All Single-Family Homes	3,686	3,394	- 7.9%

	10-2011	10-2012	Change
	165	165	0.0%
	106	127	+ 19.8%
	76	76	0.0%
All Condos	347	368	+ 6.1%

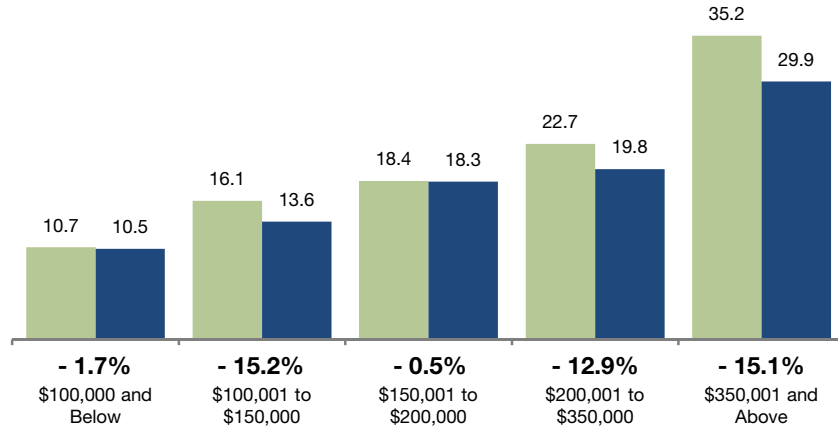
Months Supply of Inventory

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.



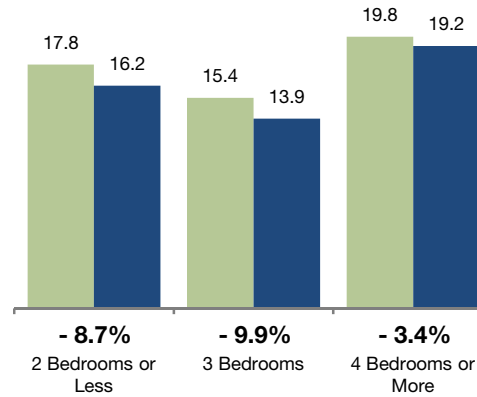
By Price Range

■ 10-2011 ■ 10-2012



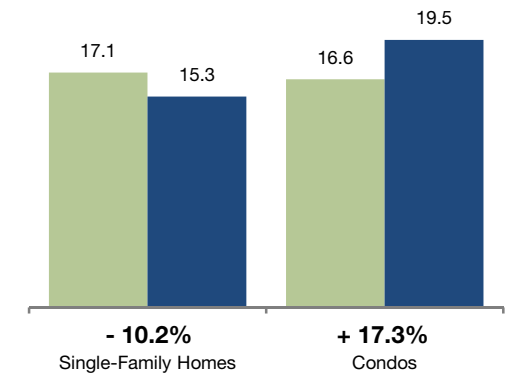
By Bedroom Count

■ 10-2011 ■ 10-2012



By Property Type

■ 10-2011 ■ 10-2012



All Properties

By Price Range

	10-2011	10-2012	Change
\$100,000 and Below	10.7	10.5	- 1.7%
\$100,001 to \$150,000	16.1	13.6	- 15.2%
\$150,001 to \$200,000	18.4	18.3	- 0.5%
\$200,001 to \$350,000	22.7	19.8	- 12.9%
\$350,001 and Above	35.2	29.9	- 15.1%
All Price Ranges	17.0	15.7	- 8.0%

Single-Family Homes

	10-2011	10-2012	Change
2 Bedrooms or Less	11.2	10.5	- 6.2%
3 Bedrooms	15.2	12.8	- 15.8%
4 Bedrooms or More	17.3	17.3	- 0.2%
All Bedroom Counts	22.5	19.2	- 14.6%
Single-Family Homes	35.0	29.4	- 16.1%
All Price Ranges	17.1	15.3	- 10.2%

Condos

	10-2011	10-2012	Change
Single-Family Homes	7.2	10.3	+ 43.0%
Condos	28.5	22.5	- 21.2%
All Price Ranges	29.4	25.6	- 12.9%
Single-Family Homes	21.9	23.6	+ 7.5%
Condos	21.4	12.9	- 40.0%
All Price Ranges	16.6	19.5	+ 17.3%

By Bedroom Count

	10-2011	10-2012	Change
2 Bedrooms or Less	17.8	16.2	- 8.7%
3 Bedrooms	15.4	13.9	- 9.9%
4 Bedrooms or More	19.8	19.2	- 3.4%
All Bedroom Counts	17.0	15.7	- 8.0%

	10-2011	10-2012	Change
2 Bedrooms or Less	17.2	15.8	- 7.9%
3 Bedrooms	15.4	13.4	- 12.8%
4 Bedrooms or More	20.4	19.3	- 5.3%
All Bedroom Counts	17.1	15.3	- 10.2%