

Housing Supply Overview

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



September 2012

The foliage isn't the only thing changing this time of year. For the 12-month period spanning October 2011 through September 2012, Pending Sales in the Western Upstate region were up 0.3 percent overall. The price range with the largest gain in sales was the \$350,001 and Above range, where they increased 11.7 percent.

The overall Median Sales Price was up 0.1 percent to \$125,000. The property type with the largest price gain was the Condo segment, where prices increased 25.1 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 216 days.

Market-wide, inventory levels were down 7.4 percent. The property type that lost the least inventory was the Condo segment, where it decreased 3.2 percent. That amounts to 16.0 months supply for Single-Family homes and 18.3 months supply for Condos.

Quick Facts

+ 11.7%

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

+ 4.2%

Bedroom Count With
Strongest Sales:
2 Bedrooms or Less

+ 1.3%

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

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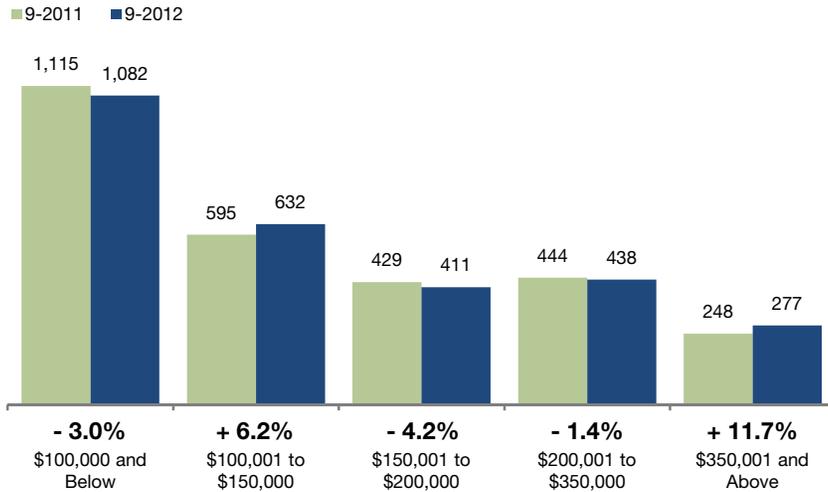


Pending Sales

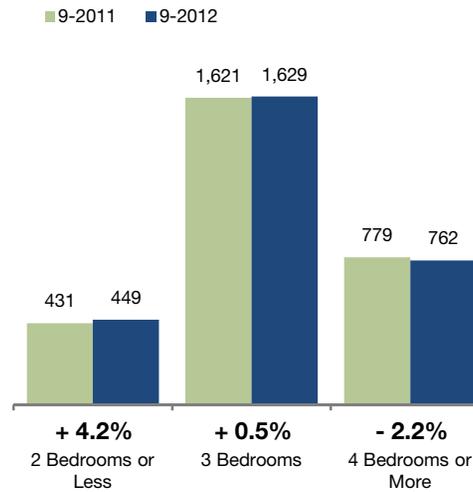
A count of properties on which offers have been accepted. Based on a rolling 12-month total.



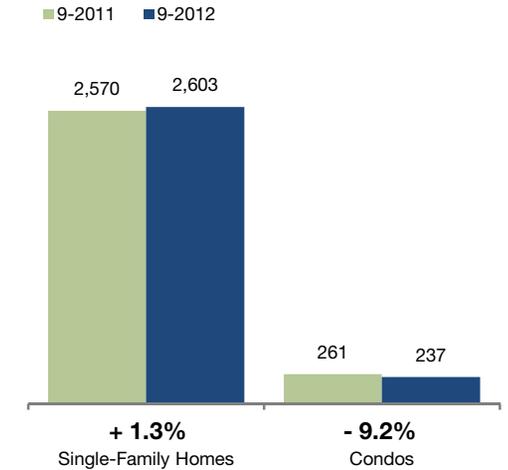
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	9-2011	9-2012	Change
\$100,000 and Below	1,115	1,082	- 3.0%
\$100,001 to \$150,000	595	632	+ 6.2%
\$150,001 to \$200,000	429	411	- 4.2%
\$200,001 to \$350,000	444	438	- 1.4%
\$350,001 and Above	248	277	+ 11.7%
All Price Ranges	2,831	2,840	+ 0.3%

Single-Family Homes

By Price Range	9-2011	9-2012	Change
\$100,000 and Below	964	961	- 0.3%
\$100,001 to \$150,000	562	587	+ 4.4%
\$150,001 to \$200,000	389	370	- 4.9%
\$200,001 to \$350,000	416	416	0.0%
\$350,001 and Above	239	269	+ 12.6%
All Price Ranges	2,570	2,603	+ 1.3%

Condos

By Price Range	9-2011	9-2012	Change
\$100,000 and Below	151	121	- 19.9%
\$100,001 to \$150,000	33	45	+ 36.4%
\$150,001 to \$200,000	40	41	+ 2.5%
\$200,001 to \$350,000	28	22	- 21.4%
\$350,001 and Above	9	8	- 11.1%
All Price Ranges	261	237	- 9.2%

By Bedroom Count

By Bedroom Count	9-2011	9-2012	Change
2 Bedrooms or Less	431	449	+ 4.2%
3 Bedrooms	1,621	1,629	+ 0.5%
4 Bedrooms or More	779	762	- 2.2%
All Bedroom Counts	2,831	2,840	+ 0.3%

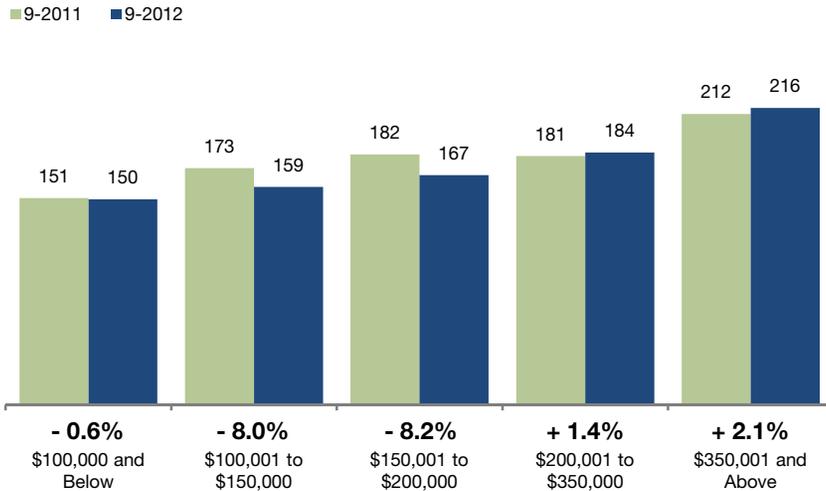
By Bedroom Count	9-2011	9-2012	Change
2 Bedrooms or Less	330	333	+ 0.9%
3 Bedrooms	1,523	1,568	+ 3.0%
4 Bedrooms or More	717	702	- 2.1%
All Bedroom Counts	2,570	2,603	+ 1.3%

Days on Market Until Sale

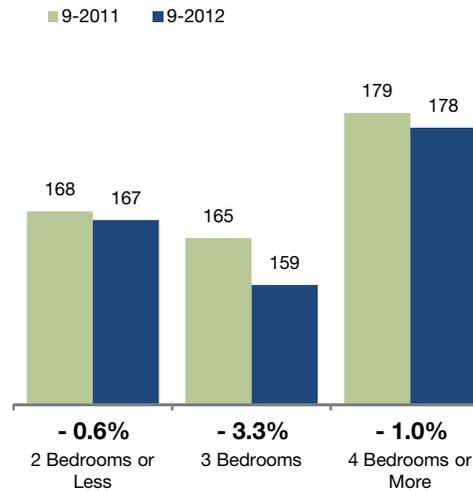
Average number of days between when a property is listed and when an offer is accepted. Based on a rolling 12-month average.



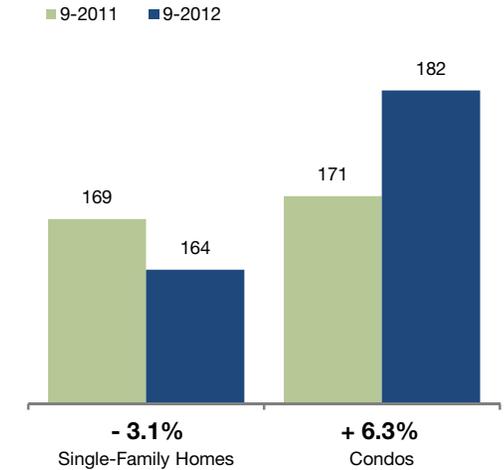
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	9-2011	9-2012	Change
\$100,000 and Below	151	150	-0.6%
\$100,001 to \$150,000	173	159	-8.0%
\$150,001 to \$200,000	182	167	-8.2%
\$200,001 to \$350,000	181	184	+1.4%
\$350,001 and Above	212	216	+2.1%
All Price Ranges	169	165	-2.3%

Single-Family Homes

By Price Range	9-2011	9-2012	Change
\$100,000 and Below	150	148	-1.1%
\$100,001 to \$150,000	172	155	-10.2%
\$150,001 to \$200,000	179	166	-7.6%
\$200,001 to \$350,000	181	182	+0.3%
\$350,001 and Above	211	216	+2.6%
All Price Ranges	169	164	-3.1%

Condos

By Price Range	9-2011	9-2012	Change
\$100,000 and Below	156	163	+4.1%
\$100,001 to \$150,000	180	216	+20.1%
\$150,001 to \$200,000	228	182	-20.1%
\$200,001 to \$350,000	177	215	+21.7%
\$350,001 and Above	267	225	-15.5%
All Price Ranges	171	182	+6.3%

By Bedroom Count

By Bedroom Count	9-2011	9-2012	Change
2 Bedrooms or Less	168	167	-0.6%
3 Bedrooms	165	159	-3.3%
4 Bedrooms or More	179	178	-1.0%
All Bedroom Counts	169	165	-2.3%

By Bedroom Count	9-2011	9-2012	Change
2 Bedrooms or Less	162	156	-3.7%
3 Bedrooms	164	158	-3.6%
4 Bedrooms or More	182	180	-1.1%
All Bedroom Counts	169	164	-3.1%

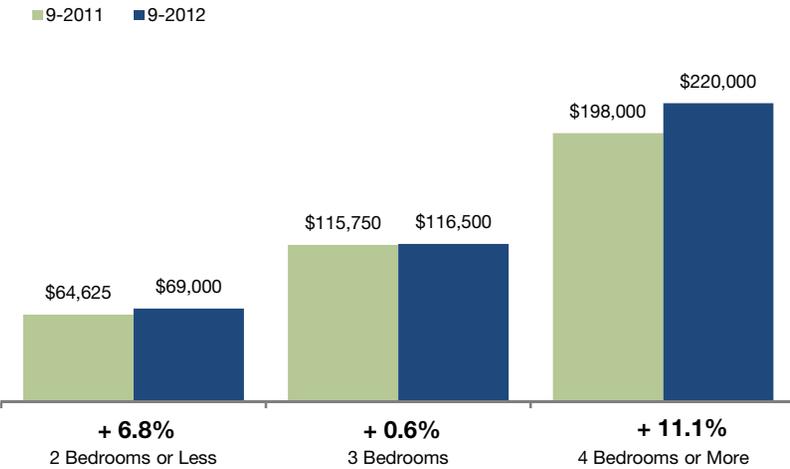
By Bedroom Count	9-2011	9-2012	Change
2 Bedrooms or Less	187	201	+7.4%
3 Bedrooms	171	181	+5.8%
4 Bedrooms or More	140	148	+5.6%
All Bedroom Counts	171	182	+6.3%

Median Sales Price

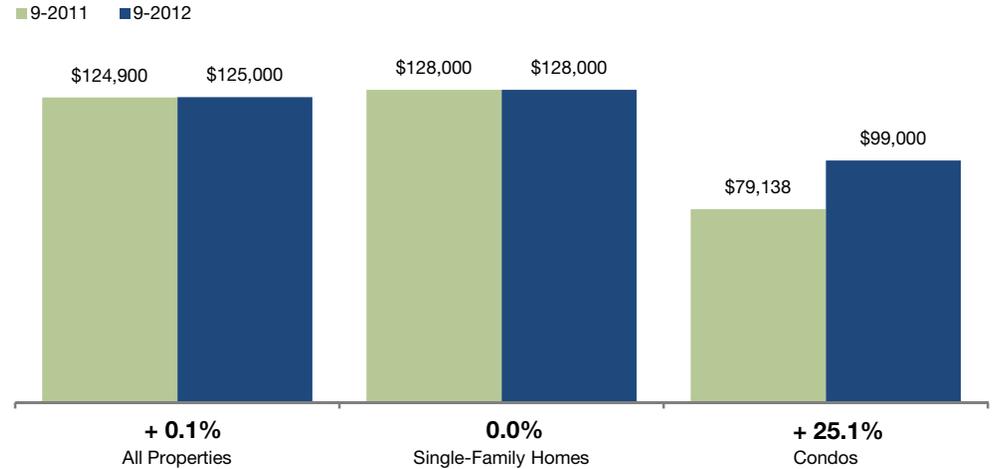
Median price point for all closed sales, not accounting for seller concessions. Based on a rolling 12-month median.



By Bedroom Count



By Property Type



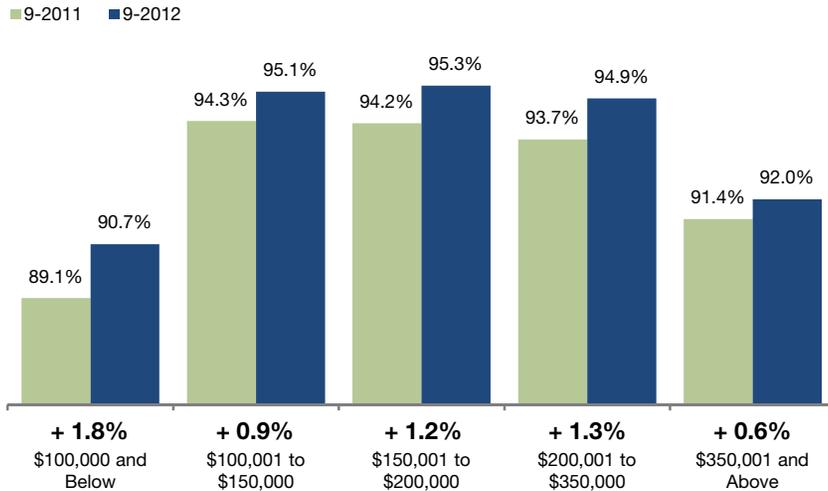
By Bedroom Count	All Properties			Single-Family Homes			Condos		
	9-2011	9-2012	Change	9-2011	9-2012	Change	9-2011	9-2012	Change
2 Bedrooms or Less	\$64,625	\$69,000	+ 6.8%	\$59,450	\$59,700	+ 0.4%	\$70,450	\$94,000	+ 33.4%
3 Bedrooms	\$115,750	\$116,500	+ 0.6%	\$116,700	\$115,703	- 0.9%	\$101,500	\$136,500	+ 34.5%
4 Bedrooms or More	\$198,000	\$220,000	+ 11.1%	\$215,000	\$232,500	+ 8.1%	\$90,000	\$72,900	- 19.0%
All Bedroom Counts	\$124,900	\$125,000	+ 0.1%	\$128,000	\$128,000	0.0%	\$79,138	\$99,000	+ 25.1%

Percent of List Price Received

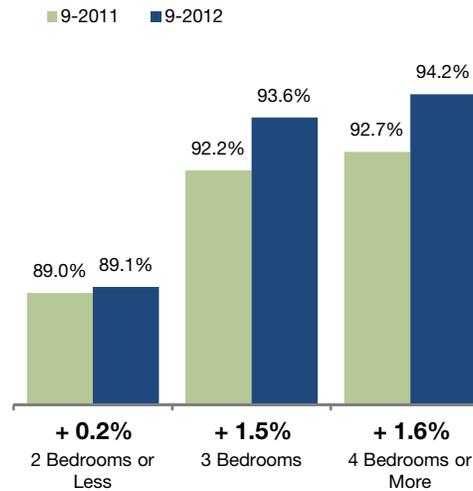
Percentage found when dividing a property's sales price by its last list price, then taking the average for all properties sold, not accounting for seller concessions. **Based on a rolling 12-month average.**



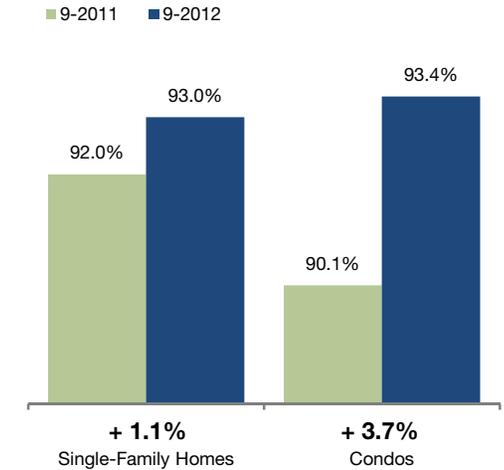
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	9-2011	9-2012	Change
\$100,000 and Below	89.1%	90.7%	+ 1.8%
\$100,001 to \$150,000	94.3%	95.1%	+ 0.9%
\$150,001 to \$200,000	94.2%	95.3%	+ 1.2%
\$200,001 to \$350,000	93.7%	94.9%	+ 1.3%
\$350,001 and Above	91.4%	92.0%	+ 0.6%
All Price Ranges	91.8%	93.1%	+ 1.3%

Single-Family Homes

9-2011	9-2012	Change
89.0%	90.3%	+ 1.5%
94.6%	95.4%	+ 0.8%
94.2%	95.4%	+ 1.3%
94.1%	95.1%	+ 1.0%
91.5%	92.0%	+ 0.5%
92.0%	93.0%	+ 1.1%

Condos

9-2011	9-2012	Change
89.7%	93.7%	+ 4.5%
90.1%	91.6%	+ 1.7%
94.7%	94.7%	+ 0.1%
88.1%	92.5%	+ 5.0%
88.7%	93.4%	+ 5.3%
90.1%	93.4%	+ 3.7%

By Bedroom Count

9-2011	9-2012	Change
89.0%	89.1%	+ 0.2%
92.2%	93.6%	+ 1.5%
92.7%	94.2%	+ 1.6%
91.8%	93.1%	+ 1.3%

9-2011	9-2012	Change
88.9%	87.8%	- 1.2%
92.4%	93.6%	+ 1.3%
92.6%	94.1%	+ 1.7%
92.0%	93.0%	+ 1.1%

9-2011	9-2012	Change
89.2%	93.2%	+ 4.4%
88.4%	92.2%	+ 4.3%
94.2%	95.0%	+ 0.9%
90.1%	93.4%	+ 3.7%

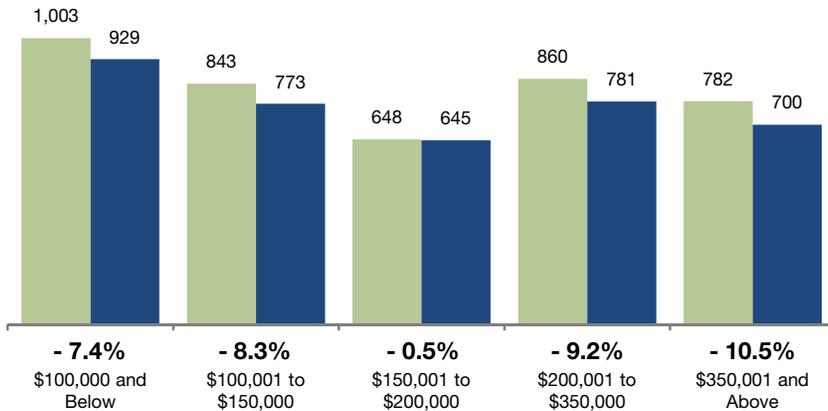
Inventory of Homes for Sale

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



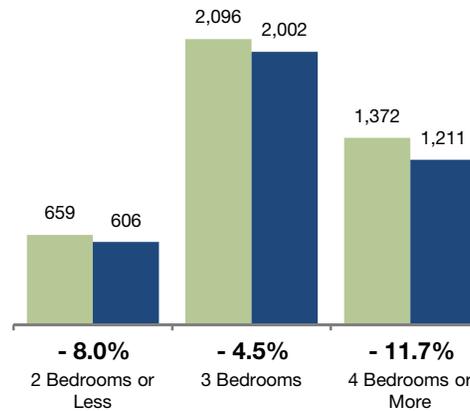
By Price Range

■ 9-2011 ■ 9-2012



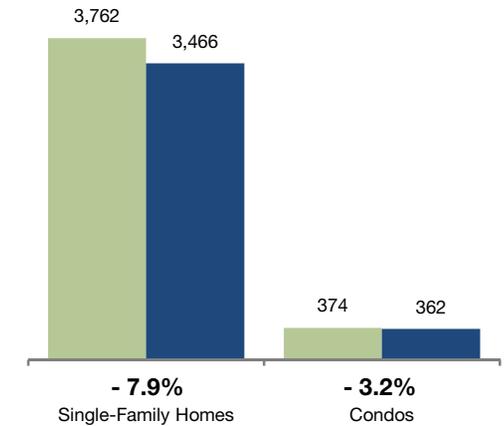
By Bedroom Count

■ 9-2011 ■ 9-2012



By Property Type

■ 9-2011 ■ 9-2012



All Properties

By Price Range	9-2011	9-2012	Change
\$100,000 and Below	1,003	929	- 7.4%
\$100,001 to \$150,000	843	773	- 8.3%
\$150,001 to \$200,000	648	645	- 0.5%
\$200,001 to \$350,000	860	781	- 9.2%
\$350,001 and Above	782	700	- 10.5%
All Price Ranges	4,136	3,828	- 7.4%

Single-Family Homes

By Price Range	9-2011	9-2012	Change
\$100,000 and Below	899	840	- 6.6%
\$100,001 to \$150,000	752	676	- 10.1%
\$150,001 to \$200,000	556	554	- 0.4%
\$200,001 to \$350,000	802	727	- 9.4%
\$350,001 and Above	753	669	- 11.2%
All Price Ranges	3,762	3,466	- 7.9%

Condos

By Price Range	9-2011	9-2012	Change
\$100,000 and Below	104	89	- 14.4%
\$100,001 to \$150,000	91	97	+ 6.6%
\$150,001 to \$200,000	92	91	- 1.1%
\$200,001 to \$350,000	58	54	- 6.9%
\$350,001 and Above	29	31	+ 6.9%
All Price Ranges	374	362	- 3.2%

By Bedroom Count

By Bedroom Count	9-2011	9-2012	Change
2 Bedrooms or Less	659	606	- 8.0%
3 Bedrooms	2,096	2,002	- 4.5%
4 Bedrooms or More	1,372	1,211	- 11.7%
All Bedroom Counts	4,136	3,828	- 7.4%

By Bedroom Count	9-2011	9-2012	Change
2 Bedrooms or Less	486	443	- 8.8%
3 Bedrooms	1,981	1,875	- 5.4%
4 Bedrooms or More	1,286	1,139	- 11.4%
All Bedroom Counts	3,762	3,466	- 7.9%

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.



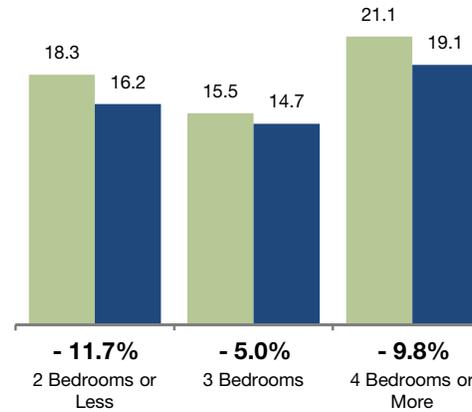
By Price Range

■ 9-2011 ■ 9-2012



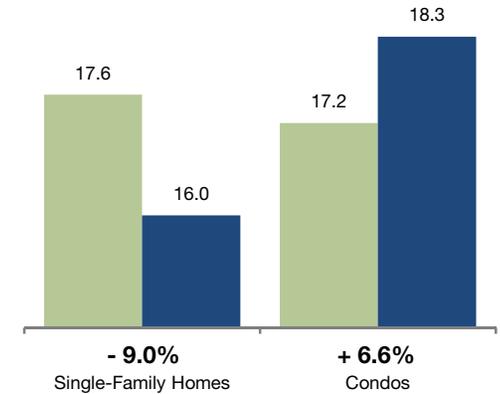
By Bedroom Count

■ 9-2011 ■ 9-2012



By Property Type

■ 9-2011 ■ 9-2012



All Properties

By Price Range	9-2011	9-2012	Change
\$100,000 and Below	10.8	10.3	- 4.6%
\$100,001 to \$150,000	17.0	14.7	- 13.7%
\$150,001 to \$200,000	18.1	18.8	+ 3.9%
\$200,001 to \$350,000	23.2	21.4	- 7.9%
\$350,001 and Above	37.8	30.3	- 19.9%
All Price Ranges	17.5	16.2	- 7.7%

Single-Family Homes

9-2011	9-2012	Change	9-2011	9-2012	Change
11.2	10.5	- 6.3%	8.3	8.8	+ 6.8%
16.1	13.8	- 13.9%	30.3	23.7	- 21.8%
17.2	18.0	+ 4.8%	27.6	26.6	- 3.5%
23.1	21.0	- 9.4%	20.7	22.1	+ 6.6%
37.8	29.8	- 21.1%	19.3	15.5	- 19.8%
17.6	16.0	- 9.0%	17.2	18.3	+ 6.6%

Condos

By Bedroom Count	9-2011	9-2012	Change
2 Bedrooms or Less	18.3	16.2	- 11.7%
3 Bedrooms	15.5	14.7	- 5.0%
4 Bedrooms or More	21.1	19.1	- 9.8%
All Bedroom Counts	17.5	16.2	- 7.7%

9-2011	9-2012	Change	9-2011	9-2012	Change
17.7	16.0	- 9.7%	20.6	16.9	- 18.0%
15.6	14.3	- 8.1%	14.1	25.0	+ 77.4%
21.5	19.5	- 9.5%	16.6	13.2	- 20.7%
17.6	16.0	- 9.0%	17.2	18.3	+ 6.6%