



Housing Supply Overview



March 2020

A RESEARCH TOOL PROVIDED BY THE
MULTIPLE LISTING SERVICE, INC. FOR ACTIVITY
IN THE 4-COUNTY MILWAUKEE METROPOLITAN AREA

Quick Facts

+ 9.6%

+ 11.3%

- 0.8%

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

Construction Status With
Strongest Sales:
New Construction

Property Type With
Strongest Sales:
Single-Family Detached

| | |
|---|----------|
| Pending Sales | 2 |
| Days on Market Until Sale | 3 |
| Median Sales Price | 4 |
| Percent of Original List Price Received | 5 |
| Inventory of Homes for Sale | 6 |
| Months Supply of Inventory | 7 |

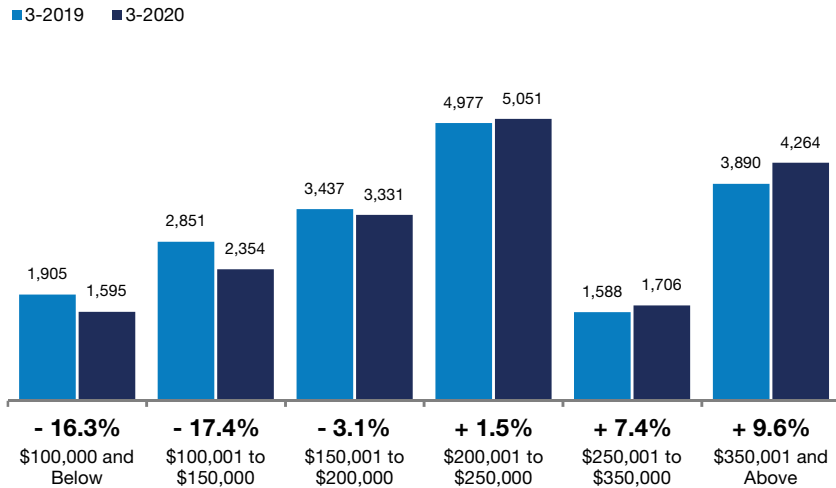


Pending Sales

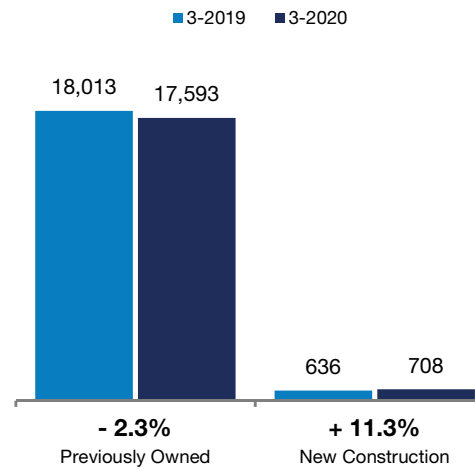
A count of properties on which offers have been accepted. Based on a rolling 12-month total.



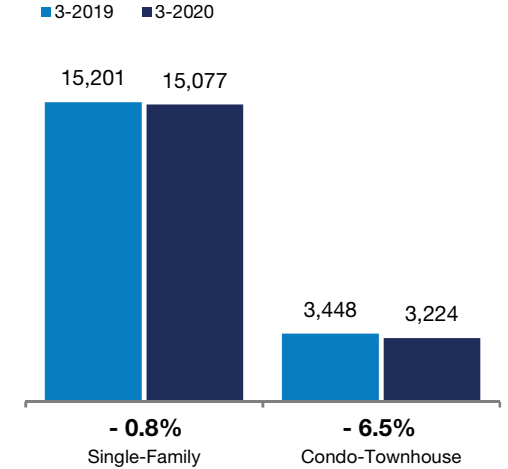
By Price Range



By Construction Status



By Property Type



All Properties

| By Price Range | 3-2019 | 3-2020 | Change |
|-------------------------|---------------|---------------|--------------|
| \$100,000 and Below | 1,905 | 1,595 | -16.3% |
| \$100,001 to \$150,000 | 2,851 | 2,354 | -17.4% |
| \$150,001 to \$200,000 | 3,437 | 3,331 | -3.1% |
| \$200,001 to \$250,000 | 4,977 | 5,051 | +1.5% |
| \$250,001 to \$350,000 | 1,588 | 1,706 | +7.4% |
| \$350,001 and Above | 3,890 | 4,264 | +9.6% |
| All Price Ranges | 18,649 | 18,301 | -1.9% |

Single-Family

| 3-2019 | 3-2020 | Change | 3-2019 | 3-2020 | Change |
|---------------|---------------|--------------|--------------|--------------|--------------|
| 1,362 | 1,150 | -15.6% | 543 | 445 | -18.0% |
| 2,117 | 1,767 | -16.5% | 734 | 587 | -20.0% |
| 2,657 | 2,613 | -1.7% | 780 | 718 | -7.9% |
| 4,200 | 4,208 | +0.2% | 777 | 843 | +8.5% |
| 1,376 | 1,560 | +13.4% | 212 | 146 | -31.1% |
| 3,488 | 3,779 | +8.3% | 402 | 485 | +20.6% |
| 15,201 | 15,077 | -0.8% | 3,448 | 3,224 | -6.5% |

Condo-Townhouse

| By Construction Status | 3-2019 | 3-2020 | Change |
|----------------------------------|---------------|---------------|--------------|
| Previously Owned | 18,013 | 17,593 | -2.3% |
| New Construction | 636 | 708 | +11.3% |
| All Construction Statuses | 18,649 | 18,301 | -1.9% |

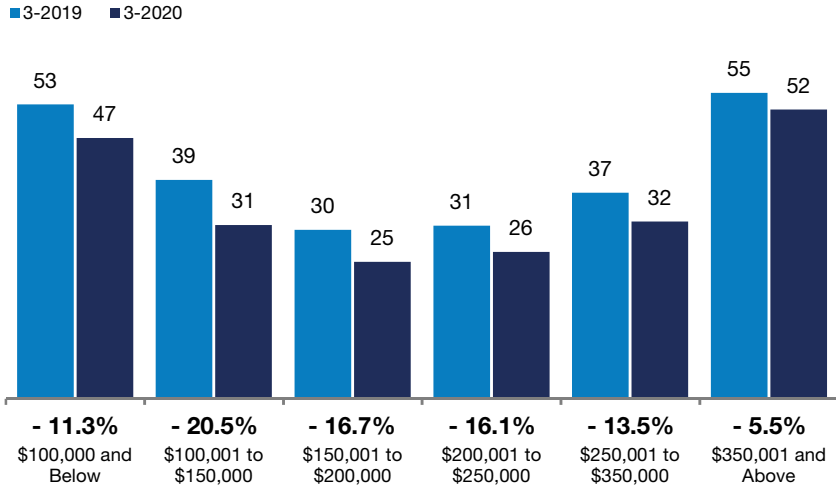
| 3-2019 | 3-2020 | Change | 3-2019 | 3-2020 | Change |
|---------------|---------------|--------------|--------------|--------------|--------------|
| 14,756 | 14,561 | -1.3% | 3,257 | 3,032 | -6.9% |
| 445 | 516 | +16.0% | 191 | 192 | +0.5% |
| 15,201 | 15,077 | -0.8% | 3,448 | 3,224 | -6.5% |

Days on Market Until Sale

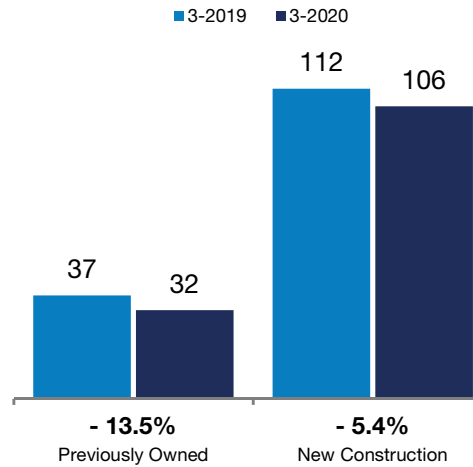
Average number of days between when a property is listed and when an offer is accepted. Based on a rolling 12-month average.



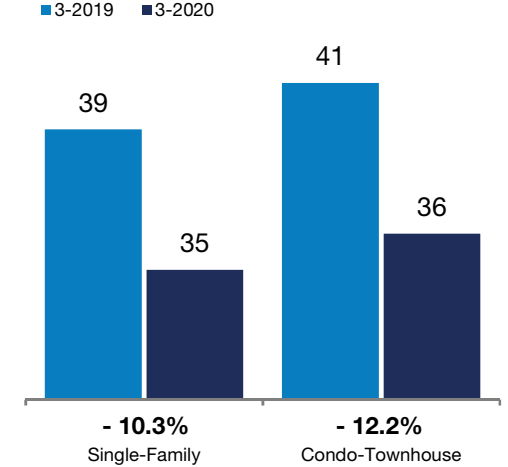
By Price Range



By Construction Status



By Property Type



All Properties

| By Price Range | 3-2019 | 3-2020 | Change |
|-------------------------|-----------|-----------|----------------|
| \$100,000 and Below | 53 | 47 | - 11.3% |
| \$100,001 to \$150,000 | 39 | 31 | - 20.5% |
| \$150,001 to \$200,000 | 30 | 25 | - 16.7% |
| \$200,001 to \$250,000 | 31 | 26 | - 16.1% |
| \$250,001 to \$350,000 | 37 | 32 | - 13.5% |
| \$350,001 and Above | 55 | 52 | - 5.5% |
| All Price Ranges | 40 | 35 | - 12.5% |

Single-Family

| 3-2019 | 3-2020 | Change | 3-2019 | 3-2020 | Change |
|-----------|-----------|----------------|-----------|-----------|----------------|
| 58 | 51 | - 12.1% | 40 | 36 | - 10.0% |
| 40 | 34 | - 15.0% | 37 | 24 | - 35.1% |
| 30 | 25 | - 16.7% | 30 | 24 | - 20.0% |
| 29 | 25 | - 13.8% | 43 | 31 | - 27.9% |
| 34 | 31 | - 8.8% | 53 | 40 | - 24.5% |
| 54 | 49 | - 9.3% | 65 | 76 | + 16.9% |
| 39 | 35 | - 10.3% | 41 | 36 | - 12.2% |

Condo-Townhouse

| By Construction Status | 3-2019 | 3-2020 | Change |
|----------------------------------|-----------|-----------|----------------|
| Previously Owned | 37 | 32 | - 13.5% |
| New Construction | 112 | 106 | - 5.4% |
| All Construction Statuses | 40 | 35 | - 12.5% |

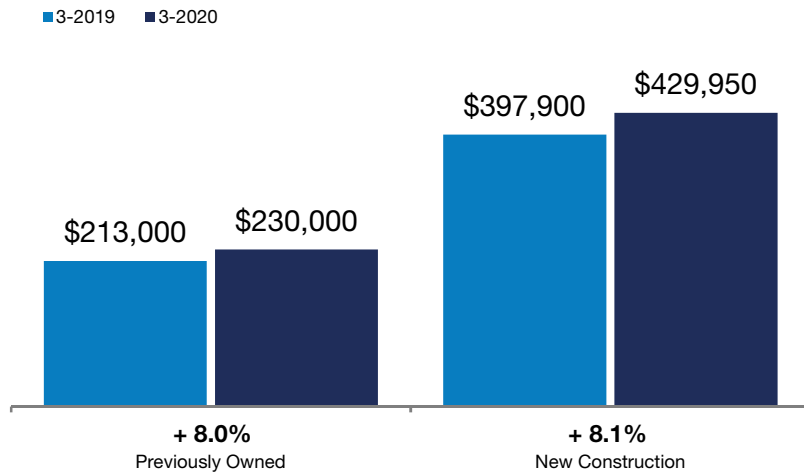
| 3-2019 | 3-2020 | Change | 3-2019 | 3-2020 | Change |
|-----------|-----------|----------------|-----------|-----------|----------------|
| 38 | 32 | - 15.8% | 36 | 30 | - 16.7% |
| 104 | 100 | - 3.8% | 132 | 120 | - 9.1% |
| 39 | 35 | - 10.3% | 41 | 36 | - 12.2% |

Median Sales Price

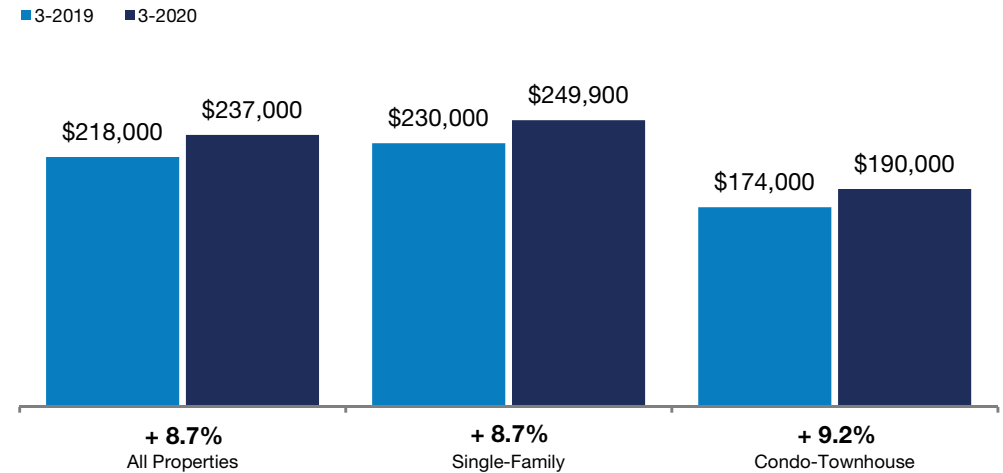
Median price point for all closed sales, not accounting for seller concessions. Based on a rolling 12-month median.



By Construction Status



By Property Type



All Properties

| By Construction Status | 3-2019 | 3-2020 | Change |
|----------------------------------|------------------|------------------|---------------|
| Previously Owned | \$213,000 | \$230,000 | + 8.0% |
| New Construction | \$397,900 | \$429,950 | + 8.1% |
| All Construction Statuses | \$218,000 | \$237,000 | + 8.7% |

Single-Family

| 3-2019 | 3-2020 | Change | 3-2019 | 3-2020 | Change |
|------------------|------------------|---------------|------------------|------------------|---------------|
| \$225,000 | \$243,500 | + 8.2% | \$168,500 | \$185,000 | + 9.8% |
| \$428,900 | \$442,600 | + 3.2% | \$349,999 | \$409,900 | + 17.1% |
| \$230,000 | \$249,900 | + 8.7% | \$174,000 | \$190,000 | + 9.2% |

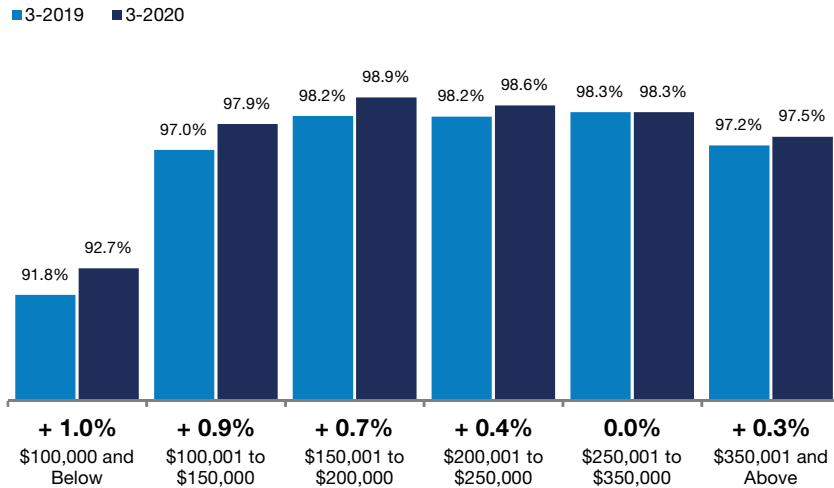
Condo-Townhouse

Percent of Original List Price Received

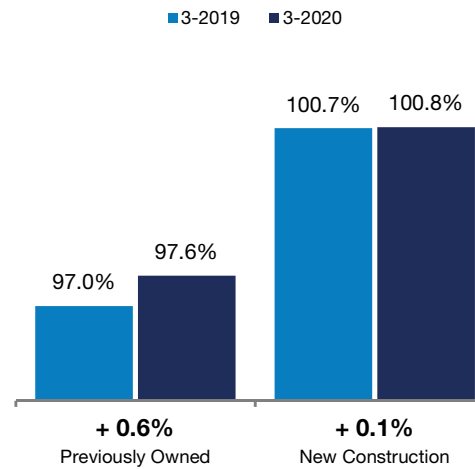
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold, not accounting for seller concessions. **Based on a rolling 12-month average.**



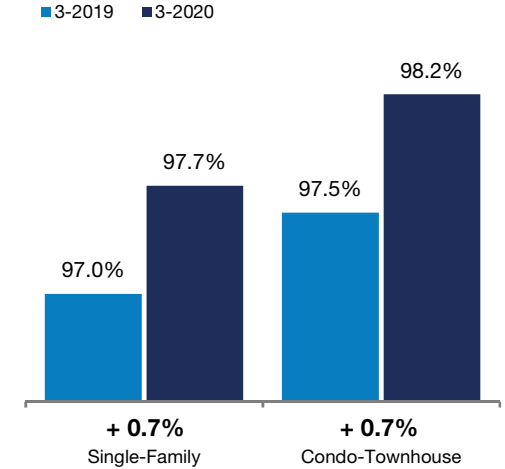
By Price Range



By Construction Status



By Property Type



All Properties

| By Price Range | 3-2019 | 3-2020 | Change |
|-------------------------|--------------|--------------|---------------|
| \$100,000 and Below | 91.8% | 92.7% | + 1.0% |
| \$100,001 to \$150,000 | 97.0% | 97.9% | + 0.9% |
| \$150,001 to \$200,000 | 98.2% | 98.9% | + 0.7% |
| \$200,001 to \$250,000 | 98.2% | 98.6% | + 0.4% |
| \$250,001 to \$350,000 | 98.3% | 98.3% | 0.0% |
| \$350,001 and Above | 97.2% | 97.5% | + 0.3% |
| All Price Ranges | 97.1% | 97.8% | + 0.7% |

Single-Family

| 3-2019 | 3-2020 | Change |
|--------------|--------------|---------------|
| 90.8% | 91.9% | + 1.2% |
| 96.8% | 97.7% | + 0.9% |
| 98.1% | 98.9% | + 0.8% |
| 98.2% | 98.6% | + 0.4% |
| 98.4% | 98.4% | 0.0% |
| 97.0% | 97.2% | + 0.2% |
| 97.0% | 97.7% | + 0.7% |

Condo-Townhouse

| 3-2019 | 3-2020 | Change |
|--------------|--------------|---------------|
| 94.3% | 94.9% | + 0.6% |
| 97.7% | 98.5% | + 0.8% |
| 98.6% | 98.9% | + 0.3% |
| 98.0% | 98.5% | + 0.5% |
| 97.8% | 98.3% | + 0.5% |
| 98.7% | 99.2% | + 0.5% |
| 97.5% | 98.2% | + 0.7% |

| By Construction Status | 3-2019 | 3-2020 | Change |
|----------------------------------|--------------|--------------|---------------|
| Previously Owned | 97.0% | 97.6% | + 0.6% |
| New Construction | 100.7% | 100.8% | + 0.1% |
| All Construction Statuses | 97.1% | 97.8% | + 0.7% |

| 3-2019 | 3-2020 | Change |
|--------------|--------------|---------------|
| 96.9% | 97.6% | + 0.7% |
| 99.8% | 99.4% | - 0.4% |
| 97.0% | 97.7% | + 0.7% |

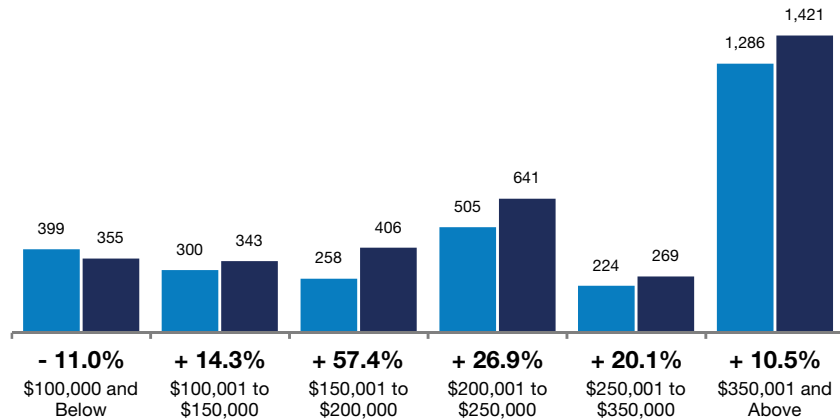
Inventory of Homes for Sale

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



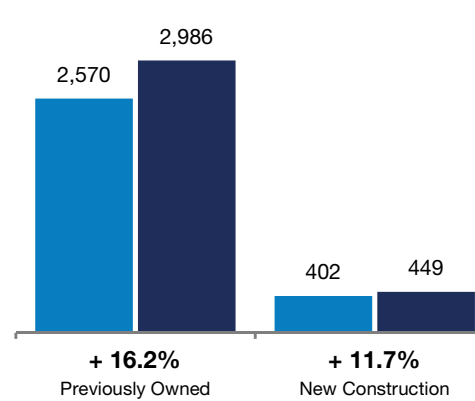
By Price Range

■ 3-2019 ■ 3-2020



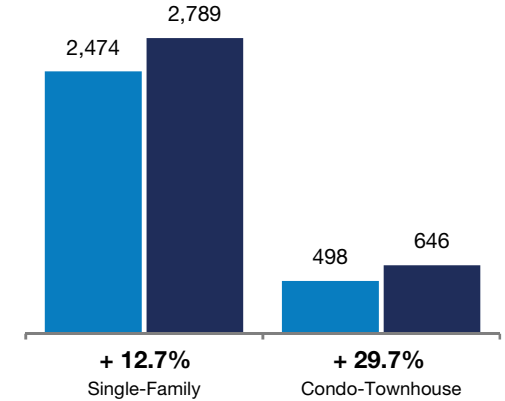
By Construction Status

■ 3-2019 ■ 3-2020



By Property Type

■ 3-2019 ■ 3-2020



All Properties

By Price Range

| | 3-2019 | 3-2020 | Change |
|-------------------------|--------------|--------------|----------------|
| \$100,000 and Below | 399 | 355 | - 11.0% |
| \$100,001 to \$150,000 | 300 | 343 | + 14.3% |
| \$150,001 to \$200,000 | 258 | 406 | + 57.4% |
| \$200,001 to \$250,000 | 505 | 641 | + 26.9% |
| \$250,001 to \$350,000 | 224 | 269 | + 20.1% |
| \$350,001 and Above | 1,286 | 1,421 | + 10.5% |
| All Price Ranges | 2,972 | 3,435 | + 15.6% |

Single-Family

| | 3-2019 | 3-2020 | Change |
|---------------|--------|--------|---------|
| Single-Family | 2,474 | 2,789 | + 12.7% |

Condo-Townhouse

| | 3-2019 | 3-2020 | Change |
|-----------------|--------|--------|---------|
| Condo-Townhouse | 498 | 646 | + 29.7% |

By Construction Status

| | 3-2019 | 3-2020 | Change |
|----------------------------------|--------------|--------------|----------------|
| Previously Owned | 2,570 | 2,986 | + 16.2% |
| New Construction | 402 | 449 | + 11.7% |
| All Construction Statuses | 2,972 | 3,435 | + 15.6% |

| | 3-2019 | 3-2020 | Change |
|----------------------------------|--------------|--------------|----------------|
| Single-Family | 2,199 | 2,502 | + 13.8% |
| Condo-Townhouse | 275 | 287 | + 4.4% |
| All Construction Statuses | 2,474 | 2,789 | + 12.7% |

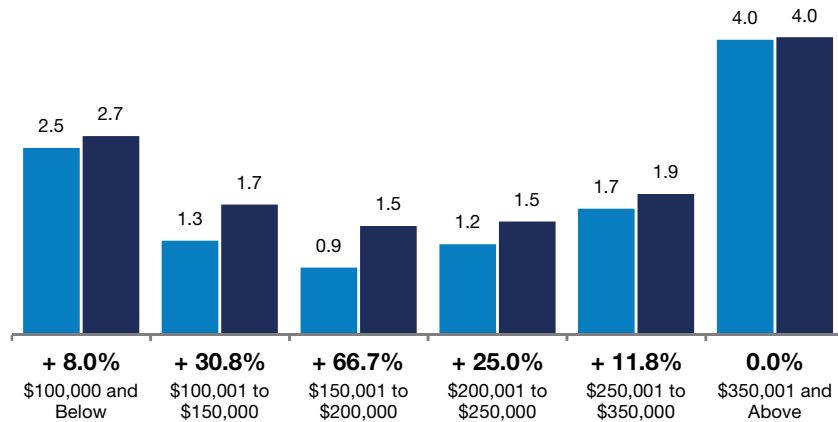
Months Supply of Inventory

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.



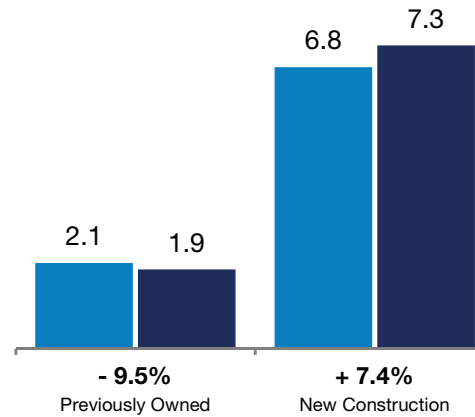
By Price Range

■ 3-2019 ■ 3-2020



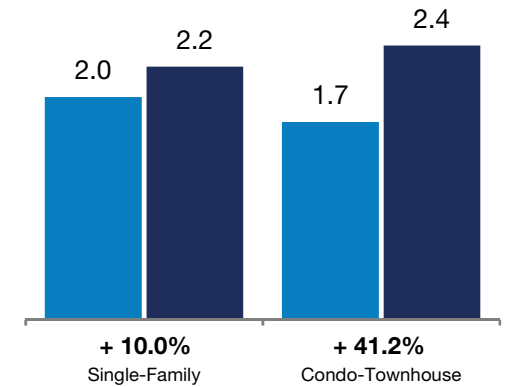
By Construction Status

■ 3-2019 ■ 3-2020



By Property Type

■ 3-2019 ■ 3-2020



All Properties

By Price Range

| | 3-2019 | 3-2020 | Change |
|-------------------------|------------|------------|----------------|
| \$100,000 and Below | 2.5 | 2.7 | + 8.0% |
| \$100,001 to \$150,000 | 1.3 | 1.7 | + 30.8% |
| \$150,001 to \$200,000 | 0.9 | 1.5 | + 66.7% |
| \$200,001 to \$250,000 | 1.2 | 1.5 | + 25.0% |
| \$250,001 to \$350,000 | 1.7 | 1.9 | + 11.8% |
| \$350,001 and Above | 4.0 | 4.0 | 0.0% |
| All Price Ranges | 1.9 | 2.3 | + 21.1% |

Single-Family

| | 3-2019 | 3-2020 | Change |
|-------------------------|------------|------------|----------------|
| 3-2019 | 3.0 | 3.1 | + 3.3% |
| 3-2020 | 1.5 | 1.8 | + 20.0% |
| 3-2019 | 0.9 | 1.5 | + 66.7% |
| 3-2020 | 1.1 | 1.4 | + 27.3% |
| 3-2019 | 1.6 | 1.8 | + 12.5% |
| 3-2020 | 3.8 | 3.8 | 0.0% |
| All Price Ranges | 2.0 | 2.2 | + 10.0% |

Condo-Townhouse

| | 3-2019 | 3-2020 | Change |
|-------------------------|------------|------------|----------------|
| 3-2019 | 1.3 | 1.5 | + 15.4% |
| 3-2020 | 0.7 | 1.7 | + 142.9% |
| 3-2019 | 0.8 | 1.5 | + 87.5% |
| 3-2020 | 1.8 | 2.2 | + 22.2% |
| 3-2019 | 2.6 | 3.0 | + 15.4% |
| 3-2020 | 5.3 | 5.7 | + 7.5% |
| All Price Ranges | 1.7 | 2.4 | + 41.2% |

By Construction Status

| | 3-2019 | 3-2020 | Change |
|----------------------------------|------------|------------|----------------|
| Previously Owned | 2.1 | 1.9 | - 9.5% |
| New Construction | 6.8 | 7.3 | + 7.4% |
| All Construction Statuses | 1.9 | 2.3 | + 21.1% |

| | 3-2019 | 3-2020 | Change |
|-------------------------|------------|------------|----------------|
| 3-2019 | 2.2 | 2.0 | - 9.1% |
| 3-2020 | 6.6 | 6.5 | - 1.5% |
| All Price Ranges | 2.0 | 2.2 | + 10.0% |