

# Housing Supply Overview

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



## January 2011

As the new year begins, the local housing market can look very different depending on what price range you're looking at. For instance, in the strongest price range for home sales – \$150,001 to \$200,000 – sales were up by 17.0 percent over the last twelve months. While the next bracket down – the \$100,001 to \$150,000 price range – where sales were weakest, the numbers have declined by 8.8 percent during the same time period.

Inventory in January was at 4,204 properties, near even with last year's levels. Single-family inventory – which accounts for nearly 87.0 percent of total inventory – had 17.0 months of supply, while condos supply was at 21.0 months.

The price range that had the longest Days on Market Until Sale was the \$350,001 and Above range, where the average market time was 183 days. The range that had the shortest market time was the \$150,001 to \$200,000 bracket, where it's taking 145 days for a home to sell, on average.

## Quick Facts

**+ 17.0%**

Price Range With the  
Strongest Sales:  
**\$150,001 to \$200,000**

**+ 12.7%**

Bedroom Count With  
Strongest Sales:  
**2 Bedrooms or Less**

**+ 35.7%**

Property Type With  
Strongest Sales:  
**Condos**

## S U C C E S S T E A M

Pending Sales	<b>2</b>
Days on Market Until Sale	<b>3</b>
Median Sales Price	<b>4</b>
Percent of List Price Received	<b>5</b>
Inventory of Homes for Sale	<b>6</b>
Months Supply of Inventory	<b>7</b>

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

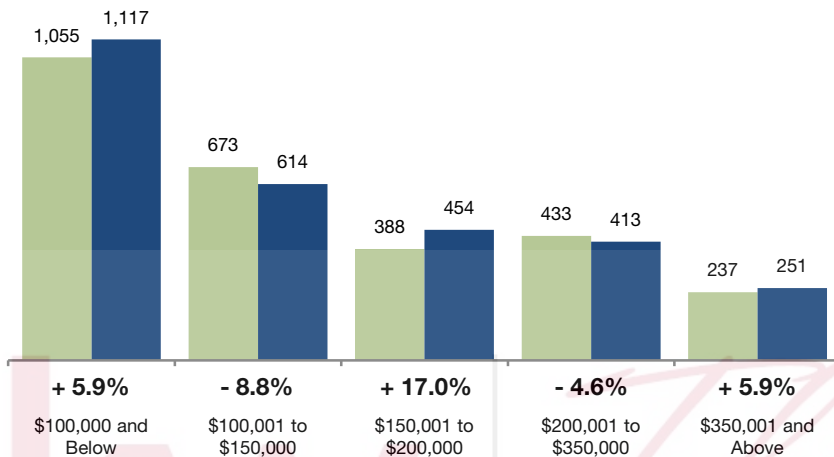
# Pending Sales

A count of the properties that have offers accepted on them in a given month. Based on a rolling 12-month average.



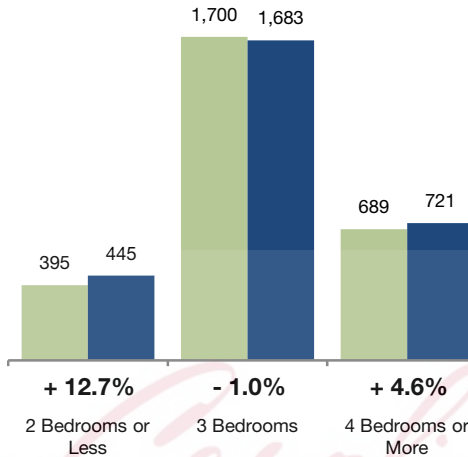
## By Price Range

■ 1-2010 ■ 1-2011



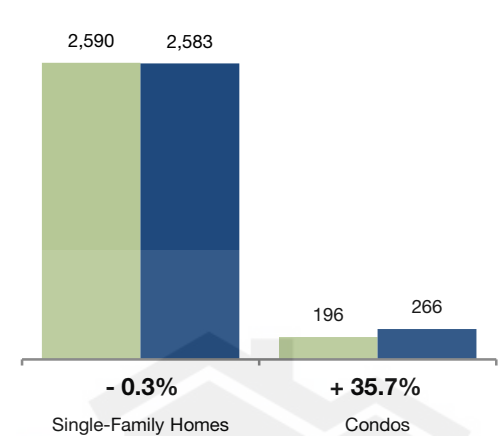
## By Bedroom Count

■ 1-2010 ■ 1-2011



## By Property Type

■ 1-2010 ■ 1-2011



### All Properties

#### By Price Range

	1-2010	1-2011	Change
\$100,000 and Below	1,055	1,117	+ 5.9%
\$100,001 to \$150,000	673	614	- 8.8%
\$150,001 to \$200,000	388	454	+ 17.0%
\$200,001 to \$350,000	433	413	- 4.6%
\$350,001 and Above	237	251	+ 5.9%
<b>All Price Ranges</b>	<b>2,786</b>	<b>2,849</b>	<b>+ 2.3%</b>

### Single-Family Homes

	1-2010	1-2011	Change
\$100,000 and Below	959	975	+ 1.7%
\$100,001 to \$150,000	628	568	- 9.6%
\$150,001 to \$200,000	364	417	+ 14.6%
\$200,001 to \$350,000	407	384	- 5.7%
\$350,001 and Above	232	239	+ 3.0%
<b>All Price Ranges</b>	<b>2,590</b>	<b>2,583</b>	<b>- 0.3%</b>

### Condos

	1-2010	1-2011	Change
\$100,000 and Below	96	142	+ 47.9%
\$100,001 to \$150,000	45	46	+ 2.2%
\$150,001 to \$200,000	24	37	+ 54.2%
\$200,001 to \$350,000	26	29	+ 11.5%
\$350,001 and Above	5	12	+ 140.0%
<b>All Price Ranges</b>	<b>196</b>	<b>266</b>	<b>+ 35.7%</b>

#### By Bedroom Count

	1-2010	1-2011	Change
2 Bedrooms or Less	395	445	+ 12.7%
3 Bedrooms	1,700	1,683	- 1.0%
4 Bedrooms or More	689	721	+ 4.6%
<b>All Bedroom Counts</b>	<b>2,786</b>	<b>2,849</b>	<b>+ 2.3%</b>

	1-2010	1-2011	Change
2 Bedrooms or Less	288	330	+ 14.6%
3 Bedrooms	1,659	1,588	- 4.3%
4 Bedrooms or More	641	665	+ 3.7%
<b>All Bedroom Counts</b>	<b>2,590</b>	<b>2,583</b>	<b>- 0.3%</b>

	1-2010	1-2011	Change
2 Bedrooms or Less	107	115	+ 7.5%
3 Bedrooms	41	95	+ 131.7%
4 Bedrooms or More	48	56	+ 16.7%
<b>All Bedroom Counts</b>	<b>196</b>	<b>266</b>	<b>+ 35.7%</b>

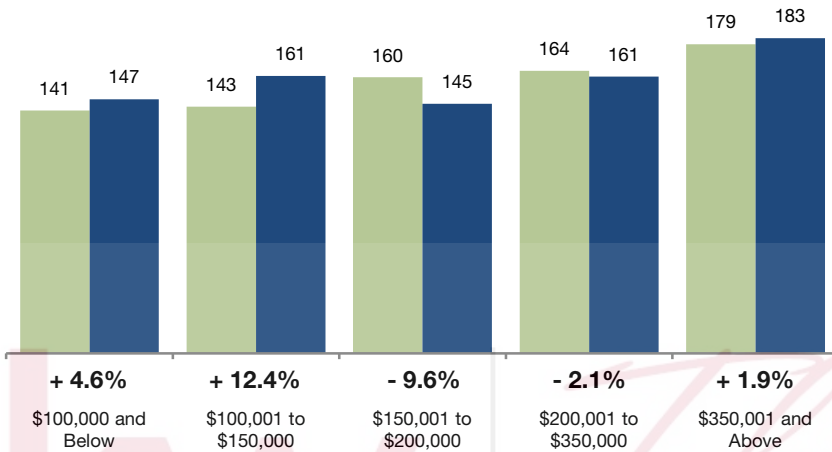
# Days on Market Until Sale

The average number of days between when a property is first listed and when an offer is accepted.  
Sold properties only. Based on a rolling 12-month average.



## By Price Range

■ 1-2010 ■ 1-2011



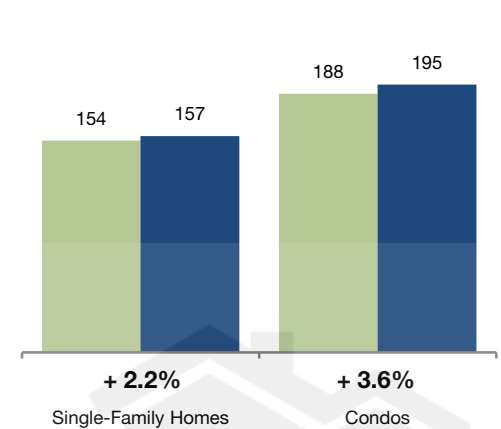
## By Bedroom Count

■ 1-2010 ■ 1-2011



## By Property Type

■ 1-2010 ■ 1-2011



## All Properties

### By Price Range

	1-2010	1-2011	Change
\$100,000 and Below	141	147	+ 4.6%
\$100,001 to \$150,000	143	161	+ 12.4%
\$150,001 to \$200,000	160	145	- 9.6%
\$200,001 to \$350,000	164	161	- 2.1%
\$350,001 and Above	179	183	+ 1.9%
<b>All Price Ranges</b>	<b>157</b>	<b>156</b>	<b>- 0.7%</b>

## Single-Family Homes

	1-2010	1-2011	Change
\$100,000 and Below	136	146	+ 7.2%
\$100,001 to \$150,000	142	160	+ 13.0%
\$150,001 to \$200,000	161	148	- 7.8%
\$200,001 to \$350,000	164	163	- 0.7%
\$350,001 and Above	180	185	+ 2.6%
<b>All Price Ranges</b>	<b>154</b>	<b>157</b>	<b>+ 2.2%</b>

## Condos

	1-2010	1-2011	Change
\$100,000 and Below	234	174	- 26.0%
\$100,001 to \$150,000	217	189	- 13.2%
\$150,001 to \$200,000	105	83	- 20.5%
\$200,001 to \$350,000	0	31	--
\$350,001 and Above	65	53	- 18.5%
<b>All Price Ranges</b>	<b>188</b>	<b>195</b>	<b>+ 3.6%</b>

### By Bedroom Count

	1-2010	1-2011	Change
2 Bedrooms or Less	168	175	+ 4.1%
3 Bedrooms	150	151	+ 0.5%
4 Bedrooms or More	165	175	+ 6.6%
<b>All Bedroom Counts</b>	<b>156</b>	<b>161</b>	<b>+ 2.9%</b>

	1-2010	1-2011	Change
2 Bedrooms or Less	168	159	- 4.9%
3 Bedrooms	148	149	+ 0.8%
4 Bedrooms or More	163	176	+ 7.9%
<b>All Bedroom Counts</b>	<b>154</b>	<b>157</b>	<b>+ 2.2%</b>

# Median Sales Price

The median sales price for all closed sales in a given month. Sold properties only.  
Does not account for seller concessions. Based on a rolling 12-month average.



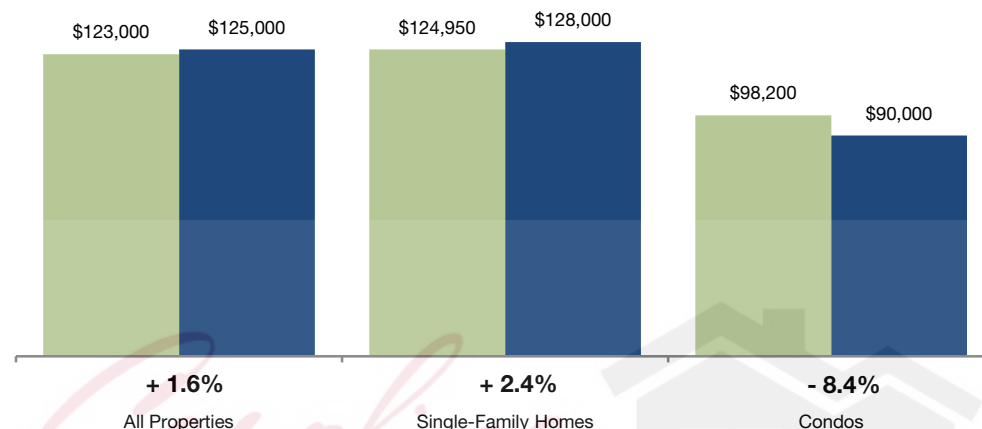
## By Bedroom Count

■ 1-2010 ■ 1-2011



## By Property Type

■ 1-2010 ■ 1-2011



### All Properties

By Bedroom Count	1-2010	1-2011	Change
2 Bedrooms or Less	\$69,000	\$68,000	- 1.4%
3 Bedrooms	\$120,000	\$120,000	0.0%
4 Bedrooms or More	\$205,000	\$204,000	- 0.5%
<b>All Bedroom Counts</b>	<b>\$123,000</b>	<b>\$125,000</b>	<b>+ 1.6%</b>

### Single-Family Homes

1-2010	1-2011	Change
\$60,250	\$64,700	+ 7.4%
\$119,900	\$120,000	+ 0.1%
\$212,000	\$216,000	+ 1.9%
<b>\$124,950</b>	<b>\$128,000</b>	<b>+ 2.4%</b>

### Condos

1-2010	1-2011	Change
\$90,000	\$81,900	- 9.0%
\$139,750	\$136,500	- 2.3%
\$90,000	\$72,000	- 20.0%
<b>\$98,200</b>	<b>\$90,000</b>	<b>- 8.4%</b>

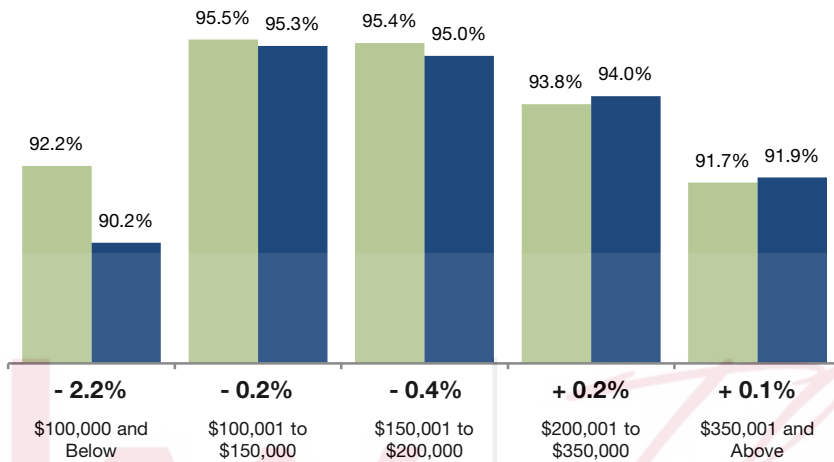
# Percent of List Price Received

The average percentage found when dividing a property's sales price by the list price.  
Sold properties only. Does not account for seller concessions. Based on a rolling 12-month average.



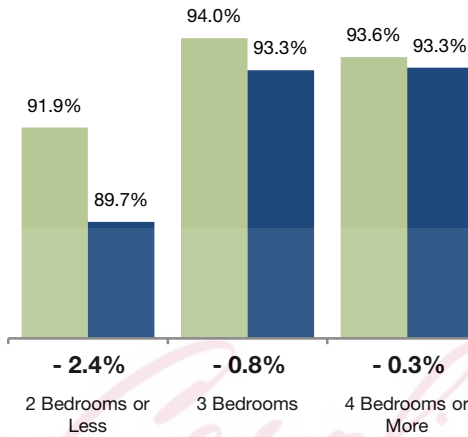
## By Price Range

■ 1-2010 ■ 1-2011



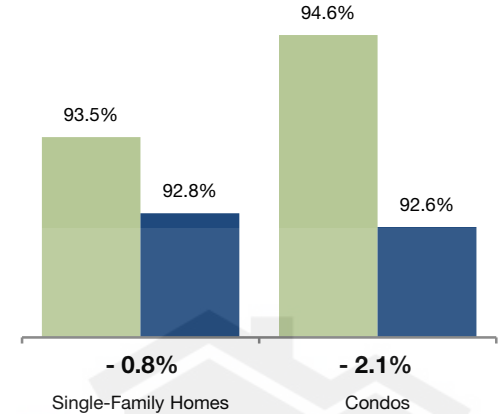
## By Bedroom Count

■ 1-2010 ■ 1-2011



## By Property Type

■ 1-2010 ■ 1-2011



### All Properties

#### By Price Range

	1-2010	1-2011	Change
\$100,000 and Below	92.2%	90.2%	- 2.2%
\$100,001 to \$150,000	95.5%	95.3%	- 0.2%
\$150,001 to \$200,000	95.4%	95.0%	- 0.4%
\$200,001 to \$350,000	93.8%	94.0%	+ 0.2%
\$350,001 and Above	91.7%	91.9%	+ 0.1%
<b>All Price Ranges</b>	<b>93.6%</b>	<b>92.8%</b>	<b>- 0.9%</b>

### Single-Family Homes

	1-2010	1-2011	Change
\$100,000 and Below	91.9%	89.8%	- 2.4%
\$100,001 to \$150,000	95.5%	95.6%	+ 0.1%
\$150,001 to \$200,000	95.4%	95.1%	- 0.3%
\$200,001 to \$350,000	93.7%	94.1%	+ 0.4%
\$350,001 and Above	91.7%	92.0%	+ 0.3%
<b>All Price Ranges</b>	<b>93.5%</b>	<b>92.8%</b>	<b>- 0.8%</b>

### Condos

	1-2010	1-2011	Change
\$100,000 and Below	94.3%	92.8%	- 1.6%
\$100,001 to \$150,000	95.4%	91.7%	- 3.8%
\$150,001 to \$200,000	95.2%	94.2%	- 1.0%
\$200,001 to \$350,000	94.1%	92.3%	- 2.0%
\$350,001 and Above	92.2%	88.4%	- 4.1%
<b>All Price Ranges</b>	<b>94.6%</b>	<b>92.6%</b>	<b>- 2.1%</b>

#### By Bedroom Count

	1-2010	1-2011	Change
2 Bedrooms or Less	91.9%	89.7%	- 2.4%
3 Bedrooms	94.0%	93.3%	- 0.8%
4 Bedrooms or More	93.6%	93.3%	- 0.3%
<b>All Bedroom Counts</b>	<b>93.6%</b>	<b>92.8%</b>	<b>- 0.9%</b>

	1-2010	1-2011	Change
2 Bedrooms or Less	91.0%	89.3%	- 1.8%
3 Bedrooms	94.0%	93.3%	- 0.7%
4 Bedrooms or More	93.4%	93.0%	- 0.4%
<b>All Bedroom Counts</b>	<b>93.5%</b>	<b>92.8%</b>	<b>- 0.8%</b>

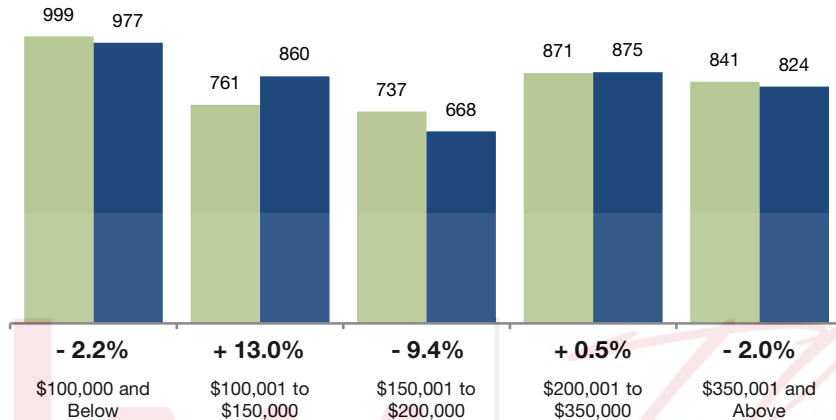
# Inventory of Homes for Sale

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



## By Price Range

■ 1-2010 ■ 1-2011



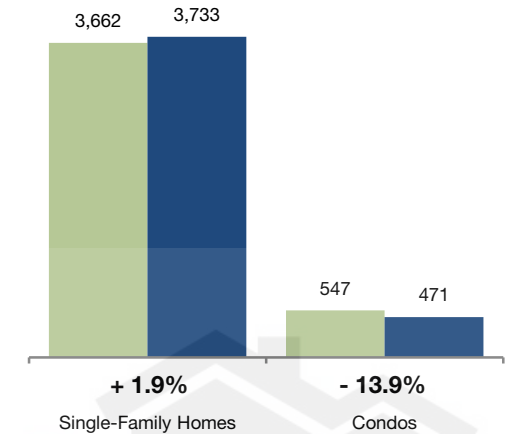
## By Bedroom Count

■ 1-2010 ■ 1-2011



## By Property Type

■ 1-2010 ■ 1-2011



### All Properties

#### By Price Range

	1-2010	1-2011	Change
\$100,000 and Below	999	977	- 2.2%
\$100,001 to \$150,000	761	860	+ 13.0%
\$150,001 to \$200,000	737	668	- 9.4%
\$200,001 to \$350,000	871	875	+ 0.5%
\$350,001 and Above	841	824	- 2.0%
<b>All Price Ranges</b>	<b>4,209</b>	<b>4,204</b>	<b>- 0.1%</b>

### Single-Family Homes

	1-2010	1-2011	Change
	859	855	- 0.5%
	630	751	+ 19.2%
	608	554	- 8.9%
	764	790	+ 3.4%
	801	783	- 2.2%
<b>All Single-Family Homes</b>	<b>3,662</b>	<b>3,733</b>	<b>+ 1.9%</b>

### Condos

	1-2010	1-2011	Change
	140	122	- 12.9%
	131	109	- 16.8%
	129	114	- 11.6%
	107	85	- 20.6%
	40	41	+ 2.5%
<b>All Condos</b>	<b>547</b>	<b>471</b>	<b>- 13.9%</b>

#### By Bedroom Count

	1-2010	1-2011	Change
2 Bedrooms or Less	739	687	- 7.0%
3 Bedrooms	2,167	2,202	+ 1.6%
4 Bedrooms or More	1,291	1,303	+ 0.9%
<b>All Bedroom Counts</b>	<b>4,209</b>	<b>4,204</b>	<b>- 0.1%</b>

	1-2010	1-2011	Change
	502	495	- 1.4%
	1,986	2,036	+ 2.5%
	1,162	1,190	+ 2.4%
<b>All Single-Family Homes</b>	<b>3,662</b>	<b>3,733</b>	<b>+ 1.9%</b>
	1-2010	1-2011	Change
	237	192	- 19.0%
	181	166	- 8.3%
	129	113	- 12.4%
<b>All Condos</b>	<b>547</b>	<b>471</b>	<b>- 13.9%</b>

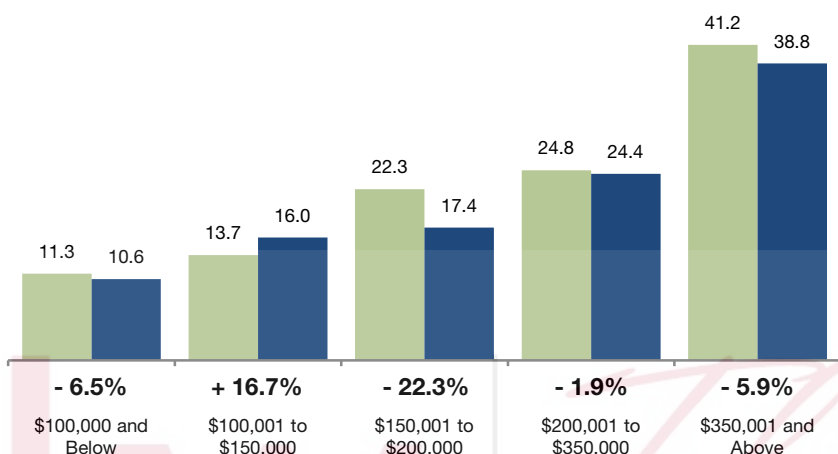
# Months Supply of Inventory

Compares the number of active listings available to the average monthly pending sales. Based on one month of activity.



## By Price Range

■ 1-2010 ■ 1-2011



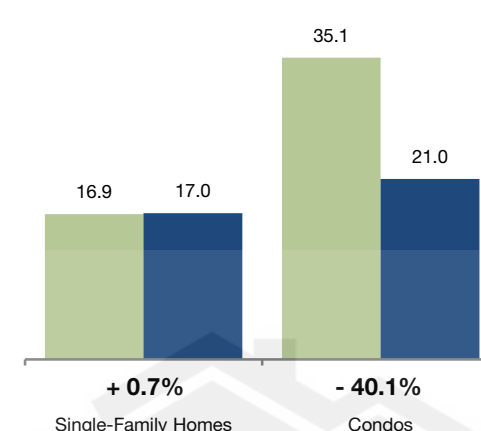
## By Bedroom Count

■ 1-2010 ■ 1-2011



## By Property Type

■ 1-2010 ■ 1-2011



## All Properties

### By Price Range

	1-2010	1-2011	Change
\$100,000 and Below	11.3	10.6	- 6.5%
\$100,001 to \$150,000	13.7	16.0	+ 16.7%
\$150,001 to \$200,000	22.3	17.4	- 22.3%
\$200,001 to \$350,000	24.8	24.4	- 1.9%
\$350,001 and Above	41.2	38.8	- 5.9%
<b>All Price Ranges</b>	<b>18.1</b>	<b>17.4</b>	<b>- 4.0%</b>

## Single-Family Homes

	1-2010	1-2011	Change
10.7	10.6	- 0.4%	
12.2	15.1	+ 23.6%	
19.6	15.6	- 20.0%	
23.0	23.7	+ 2.9%	
39.9	38.8	- 2.7%	
<b>16.9</b>	<b>17.0</b>	<b>+ 0.7%</b>	

## Condos

	1-2010	1-2011	Change
18.3	10.3	- 43.5%	
34.9	28.4	- 18.6%	
50.5	33.9	- 32.9%	
46.5	27.4	- 41.1%	
20.0	18.9	- 5.4%	
<b>35.1</b>	<b>21.0</b>	<b>- 40.1%</b>	

### By Bedroom Count

	1-2010	1-2011	Change
2 Bedrooms or Less	22.3	18.6	- 16.5%
3 Bedrooms	15.3	15.4	+ 1.0%
4 Bedrooms or More	22.8	21.1	- 7.4%
<b>All Bedroom Counts</b>	<b>18.1</b>	<b>17.4</b>	<b>- 4.0%</b>

	1-2010	1-2011	Change
20.6	18.2	- 11.4%	
14.3	15.1	+ 5.3%	
21.9	21.0	- 4.4%	
<b>16.9</b>	<b>17.0</b>	<b>+ 0.7%</b>	

	1-2010	1-2011	Change
27.1	19.7	- 27.3%	
57.2	21.7	- 62.1%	
32.3	22.6	- 29.9%	
<b>35.1</b>	<b>21.0</b>	<b>- 40.1%</b>	



# Housing Supply Overview

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



## February 2011

## Quick Facts

Whenever someone asks you, “How is the market?”, the most logical response is, “For which segments and relative to what?” In the Western Upstate region, the price range with the strongest sales activity was the \$100,001 and Below range, where sales were up 5.9 percent over the last 12 months. Sales were weakest in the \$200,001 to \$350,000 range, where sales were down 11.5 percent versus last year.

Inventory in the region has fallen 1.5 percent, led mostly by a decline in condo inventory. Median Sales Price was up the most in the single-family segment with a 2.0 percent gain to \$127,500, while prices were down 11.0 percent for condos to \$89,000.

The price range with the longest Days on Market Until Sale was the \$350,001 and Above range, where the average market time was 193 days. The range with the shortest market time was among homes in the \$100,000 and Below price range, where it's taking a shorter 145 days for a home to sell, on average.

**+ 5.9%**      **+ 14.4%**      **+ 31.7%**

Price Range With the  
Strongest Sales:  
**\$100,000 and Below**

Bedroom Count With  
Strongest Sales:  
**2 Bedrooms or Less**

Property Type With  
Strongest Sales:  
**Condos**

## S U C C E S S   T E A M

Pending Sales	<b>2</b>
Days on Market Until Sale	<b>3</b>
Median Sales Price	<b>4</b>
Percent of List Price Received	<b>5</b>
Inventory of Homes for Sale	<b>6</b>
Months Supply of Inventory	<b>7</b>

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



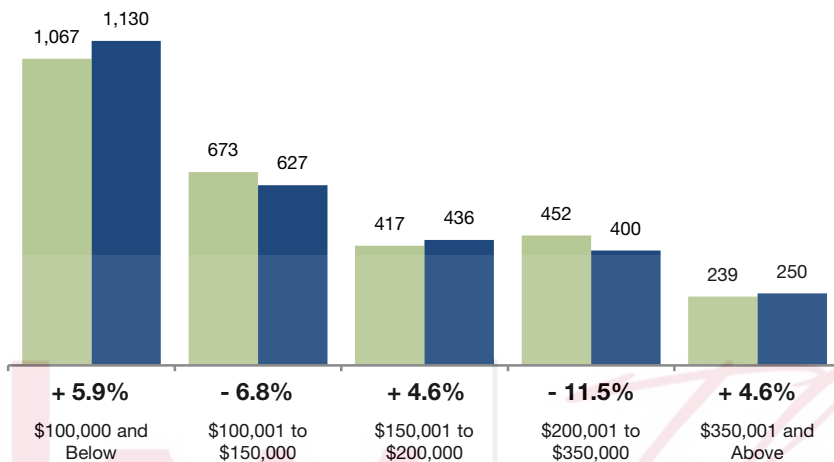
# Pending Sales

A count of the properties that have offers accepted on them in a given month. Based on a rolling 12-month average.



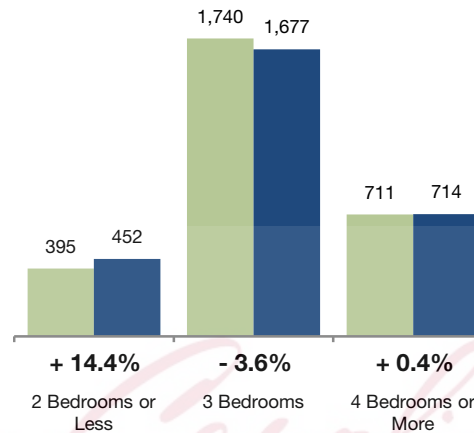
## By Price Range

■ 2-2010 ■ 2-2011



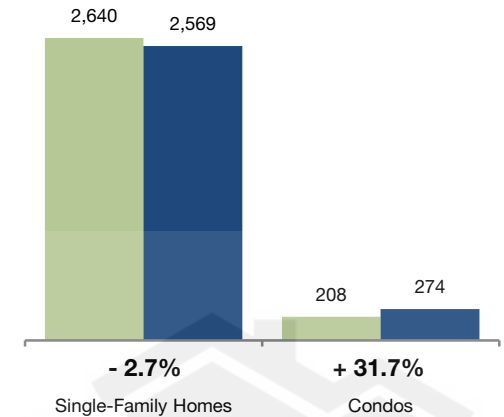
## By Bedroom Count

■ 2-2010 ■ 2-2011



## By Property Type

■ 2-2010 ■ 2-2011



### All Properties

#### By Price Range

	2-2010	2-2011	Change
\$100,000 and Below	1,067	1,130	+ 5.9%
\$100,001 to \$150,000	673	627	- 6.8%
\$150,001 to \$200,000	417	436	+ 4.6%
\$200,001 to \$350,000	452	400	- 11.5%
\$350,001 and Above	239	250	+ 4.6%
<b>All Price Ranges</b>	<b>2,848</b>	<b>2,843</b>	<b>- 0.2%</b>

### Single-Family Homes

2-2010	2-2011	Change	2-2010	2-2011	Change
966	974	+ 0.8%	101	156	+ 54.5%
624	587	- 5.9%	49	40	- 18.4%
389	401	+ 3.1%	28	35	+ 25.0%
427	370	- 13.3%	25	30	+ 20.0%
234	237	+ 1.3%	5	13	+ 160.0%
2,640	2,569	- 2.7%	208	274	+ 31.7%

### Condos

2-2010	2-2011	Change
101	156	+ 54.5%
49	40	- 18.4%
28	35	+ 25.0%
25	30	+ 20.0%
5	13	+ 160.0%
208	274	+ 31.7%

#### By Bedroom Count

	2-2010	2-2011	Change
2 Bedrooms or Less	395	452	+ 14.4%
3 Bedrooms	1,740	1,677	- 3.6%
4 Bedrooms or More	711	714	+ 0.4%
<b>All Bedroom Counts</b>	<b>2,848</b>	<b>2,843</b>	<b>- 0.2%</b>

2-2010	2-2011	Change	2-2010	2-2011	Change
281	338	+ 20.3%	114	114	0.0%
1,698	1,576	- 7.2%	42	101	+ 140.5%
659	655	- 0.6%	52	59	+ 13.5%
<b>2,640</b>	<b>2,569</b>	<b>- 2.7%</b>	<b>208</b>	<b>274</b>	<b>+ 31.7%</b>

2-2010	2-2011	Change
114	114	0.0%
42	101	+ 140.5%
52	59	+ 13.5%
208	274	+ 31.7%

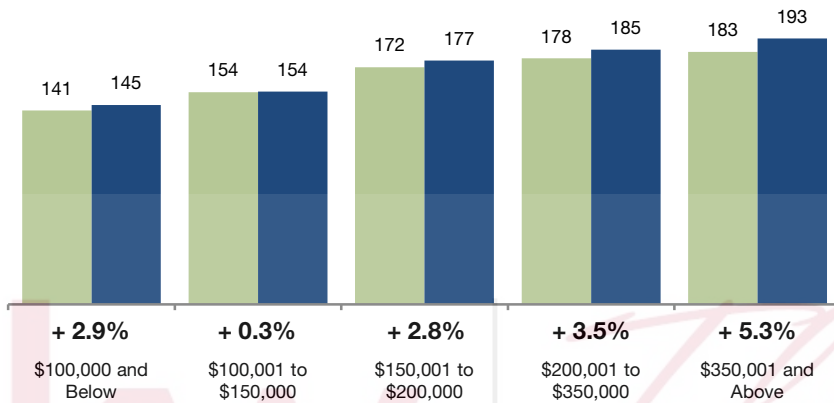
# Days on Market Until Sale

The average number of days between when a property is first listed and when an offer is accepted.  
Sold properties only. Based on a rolling 12-month average.



## By Price Range

■ 2-2010 ■ 2-2011



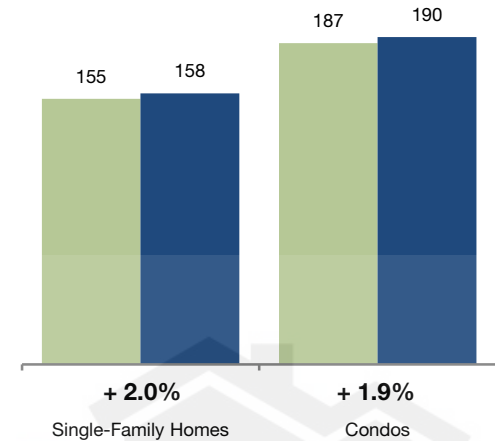
## By Bedroom Count

■ 2-2010 ■ 2-2011



## By Property Type

■ 2-2010 ■ 2-2011



## All Properties

### By Price Range

	2-2010	2-2011	Change
\$100,000 and Below	141	145	+ 2.9%
\$100,001 to \$150,000	154	154	+ 0.3%
\$150,001 to \$200,000	172	177	+ 2.8%
\$200,001 to \$350,000	178	185	+ 3.5%
\$350,001 and Above	183	193	+ 5.3%
<b>All Price Ranges</b>	<b>157</b>	<b>161</b>	<b>+ 2.6%</b>

## Single-Family Homes

	2-2010	2-2011	Change
\$100,000 and Below	139	142	+ 1.5%
\$100,001 to \$150,000	152	149	- 1.8%
\$150,001 to \$200,000	164	169	+ 2.6%
\$200,001 to \$350,000	176	184	+ 4.5%
\$350,001 and Above	182	194	+ 6.6%
<b>All Price Ranges</b>	<b>155</b>	<b>158</b>	<b>+ 2.0%</b>

## Condos

	2-2010	2-2011	Change
\$100,000 and Below	152	163	+ 7.5%
\$100,001 to \$150,000	186	225	+ 20.7%
\$150,001 to \$200,000	314	274	- 12.8%
\$200,001 to \$350,000	223	201	- 9.6%
\$350,001 and Above	241	154	- 36.0%
<b>All Price Ranges</b>	<b>187</b>	<b>190</b>	<b>+ 1.9%</b>

### By Bedroom Count

	2-2010	2-2011	Change
2 Bedrooms or Less	169	175	+ 3.3%
3 Bedrooms	150	152	+ 0.9%
4 Bedrooms or More	167	174	+ 4.2%
<b>All Bedroom Counts</b>	<b>157</b>	<b>161</b>	<b>+ 2.6%</b>

	2-2010	2-2011	Change
2 Bedrooms or Less	169	159	- 5.5%
3 Bedrooms	148	150	+ 1.3%
4 Bedrooms or More	166	175	+ 5.7%
<b>All Bedroom Counts</b>	<b>155</b>	<b>158</b>	<b>+ 2.0%</b>

	2-2010	2-2011	Change
2 Bedrooms or Less	170	218	+ 28.4%
3 Bedrooms	234	177	- 24.4%
4 Bedrooms or More	184	161	- 12.4%
<b>All Bedroom Counts</b>	<b>187</b>	<b>190</b>	<b>+ 1.9%</b>

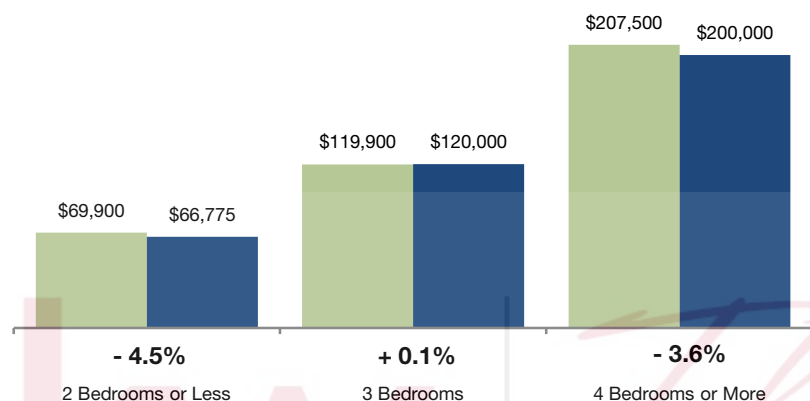
# Median Sales Price

The median sales price for all closed sales in a given month. Sold properties only.  
Does not account for seller concessions. Based on a rolling 12-month average.



## By Bedroom Count

■ 2-2010 ■ 2-2011



## By Property Type

■ 2-2010 ■ 2-2011



### All Properties

By Bedroom Count	2-2010	2-2011	Change
2 Bedrooms or Less	\$69,900	\$66,775	- 4.5%
3 Bedrooms	\$119,900	\$120,000	+ 0.1%
4 Bedrooms or More	\$207,500	\$200,000	- 3.6%
<b>All Bedroom Counts</b>	<b>\$123,000</b>	<b>\$124,900</b>	<b>+ 1.5%</b>

### Single-Family Homes

2-2010	2-2011	Change
\$62,000	\$62,950	+ 1.5%
\$119,000	\$119,750	+ 0.6%
\$214,995	\$210,000	- 2.3%
<b>\$125,000</b>	<b>\$127,500</b>	<b>+ 2.0%</b>

### Condos

2-2010	2-2011	Change
\$90,500	\$75,000	- 17.1%
\$142,000	\$134,200	- 5.5%
\$90,000	\$73,900	- 17.9%
<b>\$99,950</b>	<b>\$89,000</b>	<b>- 11.0%</b>

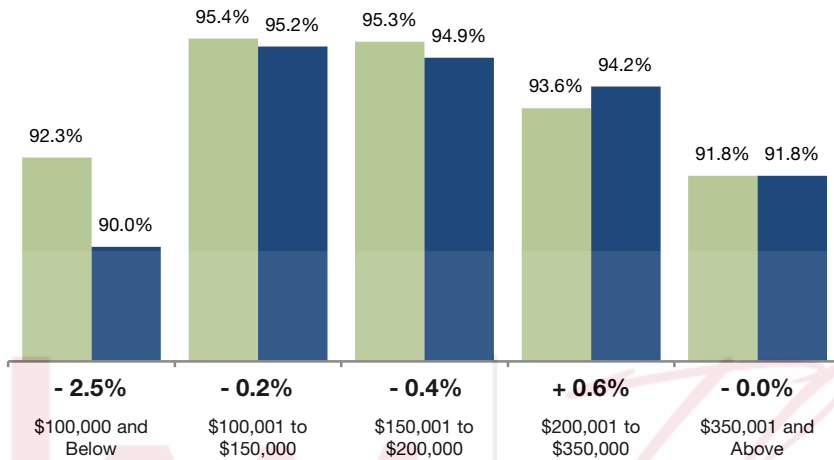
# Percent of List Price Received

The average percentage found when dividing a property's sales price by the list price.  
Sold properties only. Does not account for seller concessions. Based on a rolling 12-month average.



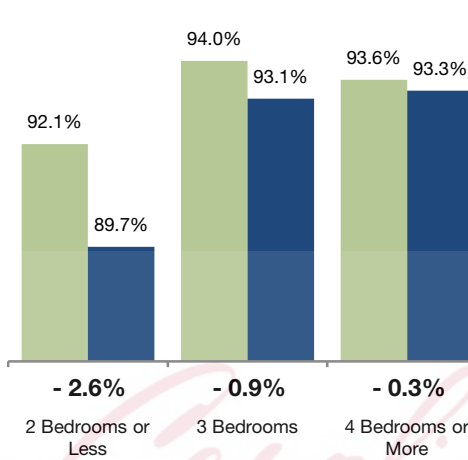
## By Price Range

■ 2-2010 ■ 2-2011



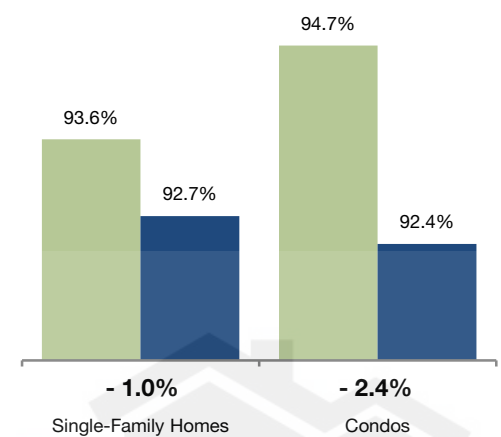
## By Bedroom Count

■ 2-2010 ■ 2-2011



## By Property Type

■ 2-2010 ■ 2-2011



## All Properties

### By Price Range

	2-2010	2-2011	Change
\$100,000 and Below	92.3%	90.0%	- 2.5%
\$100,001 to \$150,000	95.4%	95.2%	- 0.2%
\$150,001 to \$200,000	95.3%	94.9%	- 0.4%
\$200,001 to \$350,000	93.6%	94.2%	+ 0.6%
\$350,001 and Above	91.8%	91.8%	- 0.0%
<b>All Price Ranges</b>	<b>93.6%</b>	<b>92.6%</b>	<b>- 1.1%</b>

## Single-Family Homes

	2-2010	2-2011	Change
\$100,000 and Below	92.1%	89.6%	- 2.7%
\$100,001 to \$150,000	95.4%	95.5%	+ 0.0%
\$150,001 to \$200,000	95.4%	95.0%	- 0.4%
\$200,001 to \$350,000	93.6%	94.3%	+ 0.8%
\$350,001 and Above	91.8%	91.9%	+ 0.1%
<b>All Price Ranges</b>	<b>93.6%</b>	<b>92.7%</b>	<b>- 1.0%</b>

## Condos

	2-2010	2-2011	Change
\$100,000 and Below	94.5%	92.3%	- 2.4%
\$100,001 to \$150,000	95.2%	91.9%	- 3.4%
\$150,001 to \$200,000	95.2%	94.2%	- 1.0%
\$200,001 to \$350,000	94.2%	92.1%	- 2.2%
\$350,001 and Above	92.2%	88.4%	- 4.1%
<b>All Price Ranges</b>	<b>94.7%</b>	<b>92.4%</b>	<b>- 2.4%</b>

### By Bedroom Count

	2-2010	2-2011	Change
2 Bedrooms or Less	92.1%	89.7%	- 2.6%
3 Bedrooms	94.0%	93.1%	- 0.9%
4 Bedrooms or More	93.6%	93.3%	- 0.3%
<b>All Bedroom Counts</b>	<b>93.6%</b>	<b>92.6%</b>	<b>- 1.1%</b>

	2-2010	2-2011	Change
2 Bedrooms or Less	91.2%	89.4%	- 1.9%
3 Bedrooms	94.0%	93.2%	- 0.9%
4 Bedrooms or More	93.4%	92.9%	- 0.4%
<b>All Bedroom Counts</b>	<b>93.6%</b>	<b>92.7%</b>	<b>- 1.0%</b>

	2-2010	2-2011	Change
2 Bedrooms or Less	94.4%	90.4%	- 4.2%
3 Bedrooms	93.2%	91.3%	- 2.0%
4 Bedrooms or More	96.7%	97.2%	+ 0.6%
<b>All Bedroom Counts</b>	<b>94.7%</b>	<b>92.4%</b>	<b>- 2.4%</b>

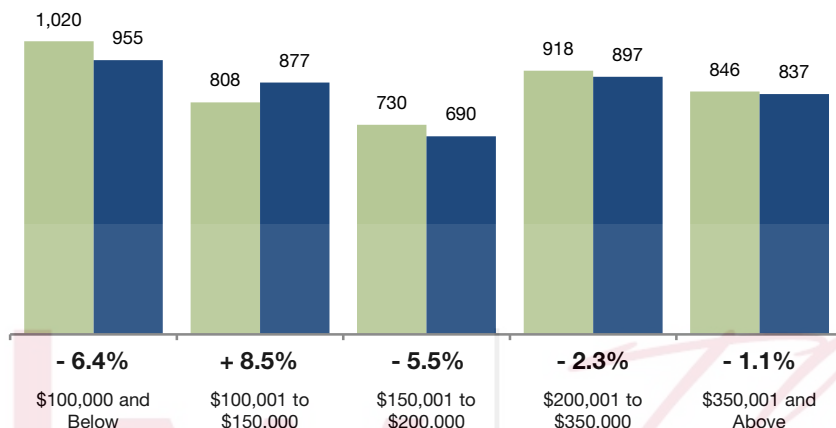
# Inventory of Homes for Sale

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



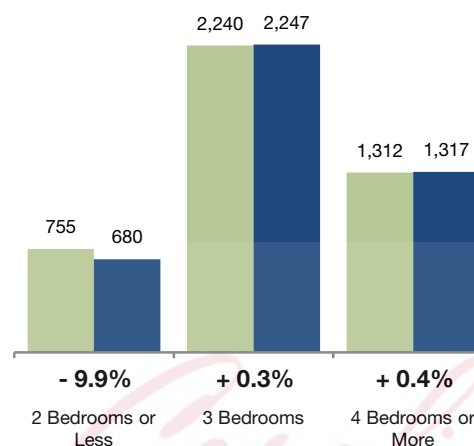
## By Price Range

■ 2-2010 ■ 2-2011



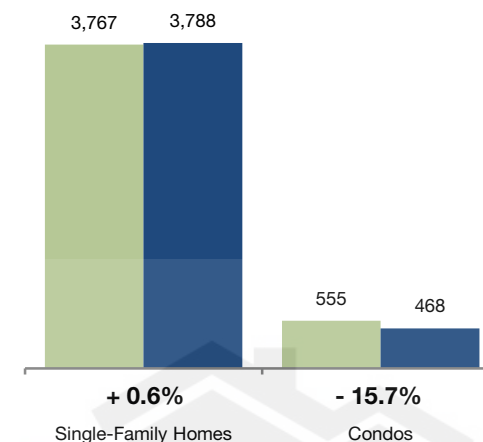
## By Bedroom Count

■ 2-2010 ■ 2-2011



## By Property Type

■ 2-2010 ■ 2-2011



## All Properties

### By Price Range

	2-2010	2-2011	Change
\$100,000 and Below	1,020	955	- 6.4%
\$100,001 to \$150,000	808	877	+ 8.5%
\$150,001 to \$200,000	730	690	- 5.5%
\$200,001 to \$350,000	918	897	- 2.3%
\$350,001 and Above	846	837	- 1.1%
<b>All Price Ranges</b>	<b>4,322</b>	<b>4,256</b>	<b>- 1.5%</b>

## Single-Family Homes

2-2010	2-2011	Change	2-2010	2-2011	Change
865	851	- 1.6%	155	104	- 32.9%
684	764	+ 11.7%	124	113	- 8.9%
606	573	- 5.4%	124	117	- 5.6%
806	803	- 0.4%	112	94	- 16.1%
806	797	- 1.1%	40	40	0.0%
3,767	3,788	+ 0.6%	555	468	- 15.7%

## Condos

2-2010	2-2011	Change
155	104	- 32.9%
124	113	- 8.9%
124	117	- 5.6%
112	94	- 16.1%
40	40	0.0%
555	468	- 15.7%

### By Bedroom Count

	2-2010	2-2011	Change
2 Bedrooms or Less	755	680	- 9.9%
3 Bedrooms	2,240	2,247	+ 0.3%
4 Bedrooms or More	1,312	1,317	+ 0.4%
<b>All Bedroom Counts</b>	<b>4,322</b>	<b>4,256</b>	<b>- 1.5%</b>

2-2010	2-2011	Change	2-2010	2-2011	Change
519	487	- 6.2%	236	193	- 18.2%
2,049	2,081	+ 1.6%	191	166	- 13.1%
1,184	1,208	+ 2.0%	128	109	- 14.8%
<b>3,767</b>	<b>3,788</b>	<b>+ 0.6%</b>	<b>555</b>	<b>468</b>	<b>- 15.7%</b>

2-2010	2-2011	Change
236	193	- 18.2%
191	166	- 13.1%
128	109	- 14.8%
<b>555</b>	<b>468</b>	<b>- 15.7%</b>

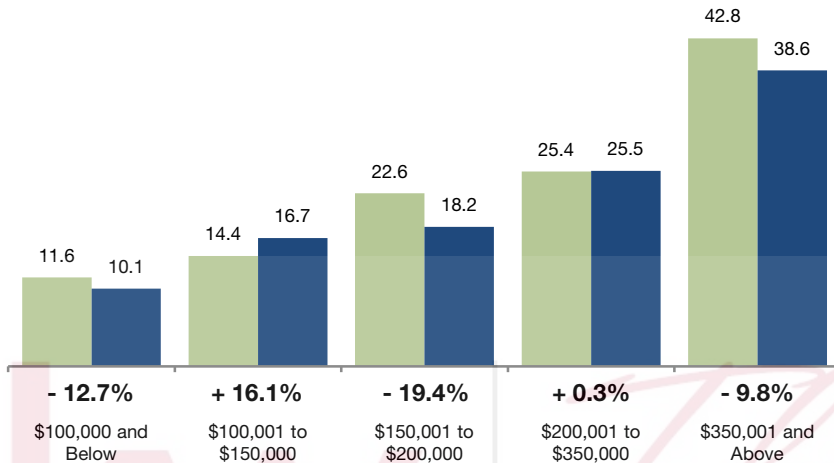
# Months Supply of Inventory

Compares the number of active listings available to the average monthly pending sales. Based on one month of activity.



## By Price Range

■ 2-2010 ■ 2-2011



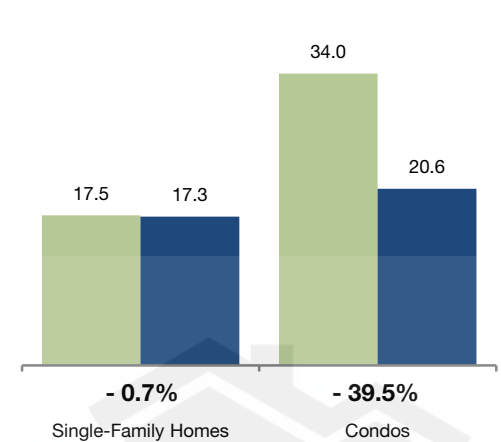
## By Bedroom Count

■ 2-2010 ■ 2-2011



## By Property Type

■ 2-2010 ■ 2-2011



### All Properties

#### By Price Range

	2-2010	2-2011	Change
\$100,000 and Below	11.6	10.1	- 12.7%
\$100,001 to \$150,000	14.4	16.7	+ 16.1%
\$150,001 to \$200,000	22.6	18.2	- 19.4%
\$200,001 to \$350,000	25.4	25.5	+ 0.3%
\$350,001 and Above	42.8	38.6	- 9.8%
<b>All Price Ranges</b>	<b>18.6</b>	<b>17.6</b>	<b>- 5.3%</b>

### Single-Family Homes

	2-2010	2-2011	Change
\$100,000 and Below	10.8	10.4	- 3.9%
\$100,001 to \$150,000	13.1	15.7	+ 20.3%
\$150,001 to \$200,000	20.0	16.4	- 17.7%
\$200,001 to \$350,000	23.8	24.5	+ 3.2%
\$350,001 and Above	41.7	38.6	- 7.5%
<b>All Price Ranges</b>	<b>17.5</b>	<b>17.3</b>	<b>- 0.7%</b>

### Condos

	2-2010	2-2011	Change
\$100,000 and Below	19.4	8.4	- 56.8%
\$100,001 to \$150,000	33.1	29.5	- 10.9%
\$150,001 to \$200,000	51.7	34.8	- 32.7%
\$200,001 to \$350,000	43.1	32.4	- 24.8%
\$350,001 and Above	24.0	16.7	- 30.6%
<b>All Price Ranges</b>	<b>34.0</b>	<b>20.6</b>	<b>- 39.5%</b>

#### By Bedroom Count

	2-2010	2-2011	Change
2 Bedrooms or Less	22.9	18.0	- 21.6%
3 Bedrooms	15.8	15.8	+ 0.0%
4 Bedrooms or More	22.9	21.4	- 6.3%
<b>All Bedroom Counts</b>	<b>18.6</b>	<b>17.6</b>	<b>- 5.3%</b>

	2-2010	2-2011	Change
2 Bedrooms or Less	21.6	17.4	- 19.6%
3 Bedrooms	14.8	15.5	+ 4.8%
4 Bedrooms or More	22.2	21.3	- 3.8%
<b>All Bedroom Counts</b>	<b>17.5</b>	<b>17.3</b>	<b>- 0.7%</b>

	2-2010	2-2011	Change
2 Bedrooms or Less	26.5	19.6	- 25.8%
3 Bedrooms	55.9	20.5	- 63.3%
4 Bedrooms or More	29.3	22.6	- 23.1%
<b>All Bedroom Counts</b>	<b>34.0</b>	<b>20.6</b>	<b>- 39.5%</b>

# Housing Supply Overview

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



## March 2011

When it comes to market recovery, the devil is in the details. For the 12-month period spanning April 2010 through March 2011, Pending Sales in the Western Upstate region were down 4.7 percent from the same period one year prior. The largest gain occurred in the \$100,000 and below range, where they increased 3.4 percent to 1,129 units.

Motivated sellers are watching market times closely these days. The segment with the largest increase in market times was the \$350,001 and Above range, where they increased 9.9 percent to 200 days. This was also the segment that tended to sell the slowest. The segment that tended to sell the quickest was the \$100,000 and Below range at 148 days.

Prices were down 1.6 percent across the board. Single-Family properties saw the largest price gain, where the Median Sales Price increased 0.4 percent to \$125,500. Meanwhile, Condo inventory levels have decreased 15.4 percent, and Single-Family inventory levels have decreased 2.1 percent.

## Quick Facts

+ 3.5%	+ 4.8%	+ 26.6%
Price Range With the Strongest Sales:	Bedroom Count With Strongest Sales:	Property Type With Strongest Sales:
\$100,000 and Below	2 Bedrooms or Less	Condos

## S U C C E S S T E A M

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.](#)



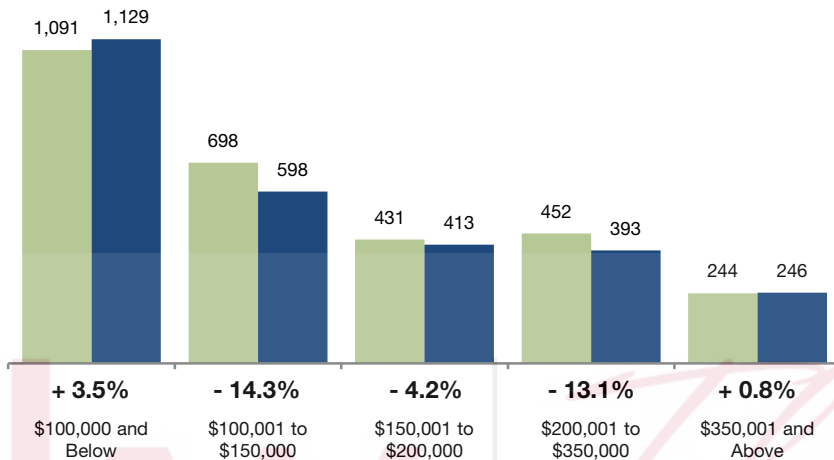
# Pending Sales

A count of the properties that have offers accepted on them in a given month. Based on a rolling 12-month average.



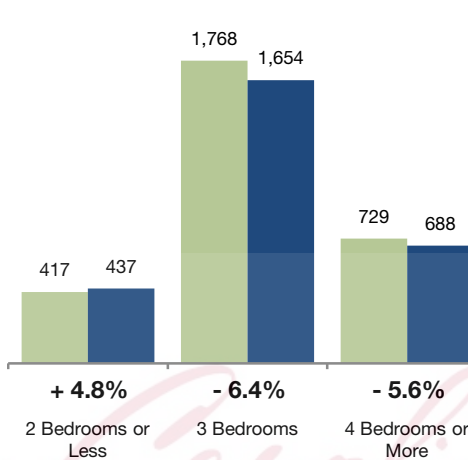
## By Price Range

■ 3-2010 ■ 3-2011



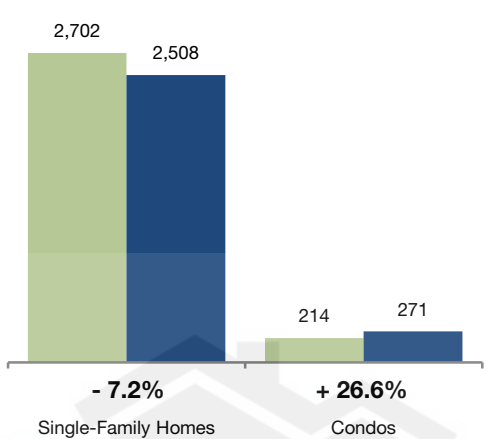
## By Bedroom Count

■ 3-2010 ■ 3-2011



## By Property Type

■ 3-2010 ■ 3-2011



### All Properties

#### By Price Range

	3-2010	3-2011	Change
\$100,000 and Below	1,091	1,129	+ 3.5%
\$100,001 to \$150,000	698	598	- 14.3%
\$150,001 to \$200,000	431	413	- 4.2%
\$200,001 to \$350,000	452	393	- 13.1%
\$350,001 and Above	244	246	+ 0.8%
<b>All Price Ranges</b>	<b>2,916</b>	<b>2,779</b>	<b>- 4.7%</b>

### Single-Family Homes

	3-2010	3-2011	Change
	981	976	- 0.5%
	650	561	- 13.7%
	407	375	- 7.9%
	425	363	- 14.6%
	239	233	- 2.5%
<b>All Price Ranges</b>	<b>2,702</b>	<b>2,508</b>	<b>- 7.2%</b>

### Condos

	3-2010	3-2011	Change
	110	153	+ 39.1%
	48	37	- 22.9%
	24	38	+ 58.3%
	27	30	+ 11.1%
	5	13	+ 160.0%
<b>All Price Ranges</b>	<b>214</b>	<b>271</b>	<b>+ 26.6%</b>

#### By Bedroom Count

	3-2010	3-2011	Change
2 Bedrooms or Less	417	437	+ 4.8%
3 Bedrooms	1,768	1,654	- 6.4%
4 Bedrooms or More	729	688	- 5.6%
<b>All Bedroom Counts</b>	<b>2,916</b>	<b>2,779</b>	<b>- 4.7%</b>

	3-2010	3-2011	Change
	305	318	+ 4.3%
	1,722	1,556	- 9.6%
	673	634	- 5.8%
<b>All Bedroom Counts</b>	<b>2,702</b>	<b>2,508</b>	<b>- 7.2%</b>

	3-2010	3-2011	Change
	112	119	+ 6.3%
	46	98	+ 113.0%
	56	54	- 3.6%
<b>All Bedroom Counts</b>	<b>214</b>	<b>271</b>	<b>+ 26.6%</b>

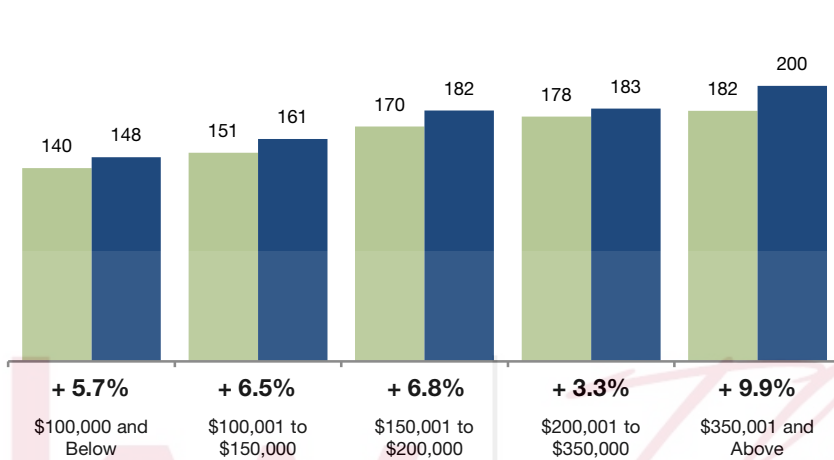
# Days on Market Until Sale

The average number of days between when a property is first listed and when an offer is accepted.  
Sold properties only. Based on a rolling 12-month average.



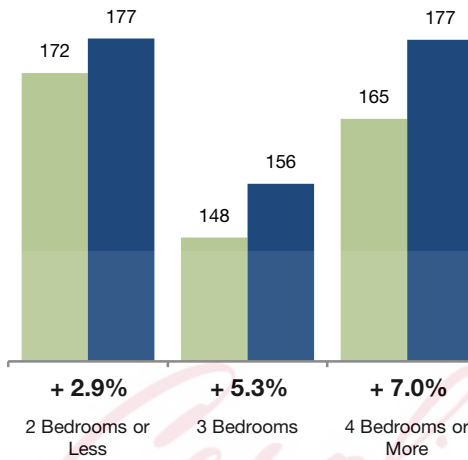
## By Price Range

■ 3-2010 ■ 3-2011



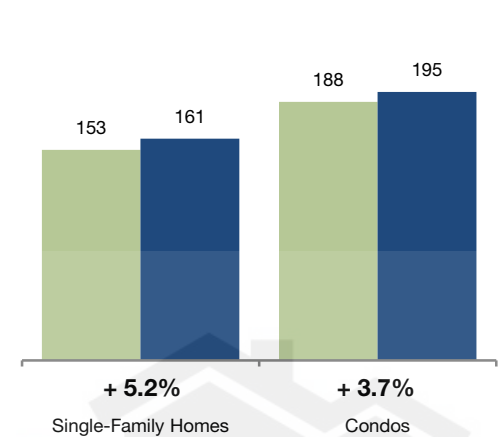
## By Bedroom Count

■ 3-2010 ■ 3-2011



## By Property Type

■ 3-2010 ■ 3-2011



## All Properties

### By Price Range

	3-2010	3-2011	Change
\$100,000 and Below	140	148	+ 5.7%
\$100,001 to \$150,000	151	161	+ 6.5%
\$150,001 to \$200,000	170	182	+ 6.8%
\$200,001 to \$350,000	178	183	+ 3.3%
\$350,001 and Above	182	200	+ 9.9%
<b>All Price Ranges</b>	<b>156</b>	<b>165</b>	<b>+ 5.7%</b>

## Single-Family Homes

	3-2010	3-2011	Change
\$100,000 and Below	139	146	+ 5.0%
\$100,001 to \$150,000	149	153	+ 2.8%
\$150,001 to \$200,000	162	176	+ 8.7%
\$200,001 to \$350,000	175	182	+ 4.0%
\$350,001 and Above	181	200	+ 10.5%
<b>All Price Ranges</b>	<b>153</b>	<b>161</b>	<b>+ 5.2%</b>

## Condos

	3-2010	3-2011	Change
\$100,000 and Below	153	163	+ 6.0%
\$100,001 to \$150,000	182	264	+ 45.5%
\$150,001 to \$200,000	319	249	- 22.1%
\$200,001 to \$350,000	224	207	- 8.0%
\$350,001 and Above	217	203	- 6.3%
<b>All Price Ranges</b>	<b>188</b>	<b>195</b>	<b>+ 3.7%</b>

### By Bedroom Count

	3-2010	3-2011	Change
2 Bedrooms or Less	172	177	+ 2.9%
3 Bedrooms	148	156	+ 5.3%
4 Bedrooms or More	165	177	+ 7.0%
<b>All Bedroom Counts</b>	<b>156</b>	<b>165</b>	<b>+ 5.7%</b>

	3-2010	3-2011	Change
2 Bedrooms or Less	171	161	- 5.6%
3 Bedrooms	146	154	+ 5.6%
4 Bedrooms or More	164	178	+ 8.4%
<b>All Bedroom Counts</b>	<b>153</b>	<b>161</b>	<b>+ 5.2%</b>

	3-2010	3-2011	Change
2 Bedrooms or Less	176	221	+ 25.4%
3 Bedrooms	227	183	- 19.4%
4 Bedrooms or More	180	163	- 9.1%
<b>All Bedroom Counts</b>	<b>188</b>	<b>195</b>	<b>+ 3.7%</b>

# Median Sales Price

The median sales price for all closed sales in a given month. Sold properties only.  
Does not account for seller concessions. Based on a rolling 12-month average.



## By Bedroom Count

■ 3-2010 ■ 3-2011



## By Property Type

■ 3-2010 ■ 3-2011



### All Properties

By Bedroom Count	3-2010	3-2011	Change
2 Bedrooms or Less	\$69,900	\$66,000	- 5.6%
3 Bedrooms	\$120,000	\$119,000	- 0.8%
4 Bedrooms or More	\$208,000	\$198,000	- 4.8%
<b>All Bedroom Counts</b>	<b>\$124,000</b>	<b>\$122,000</b>	<b>- 1.6%</b>

### Single-Family Homes

	3-2010	3-2011	Change
	\$60,500	\$62,900	+ 4.0%
	\$119,900	\$118,000	- 1.6%
	\$214,000	\$207,435	- 3.1%
	<b>\$125,000</b>	<b>\$125,500</b>	<b>+ 0.4%</b>

### Condos

	3-2010	3-2011	Change
	\$93,000	\$74,900	- 19.5%
	\$141,000	\$127,500	- 9.6%
	\$89,900	\$75,050	- 16.5%
	<b>\$102,500</b>	<b>\$88,250</b>	<b>- 13.9%</b>

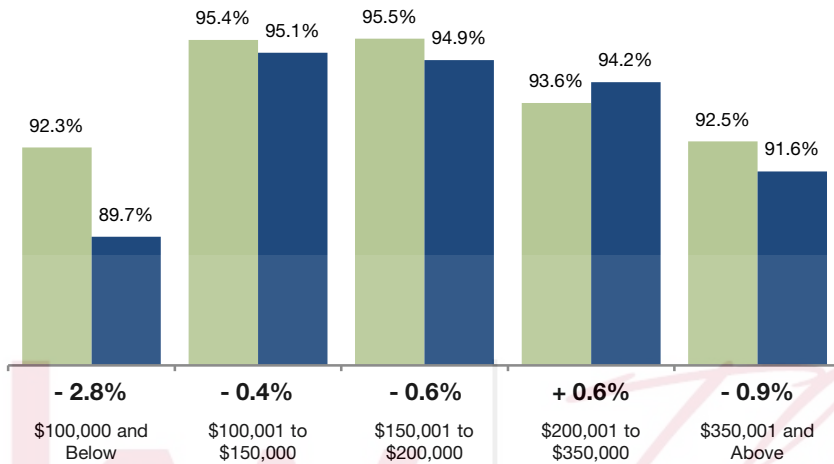
# Percent of List Price Received

The average percentage found when dividing a property's sales price by the list price.  
Sold properties only. Does not account for seller concessions. Based on a rolling 12-month average.



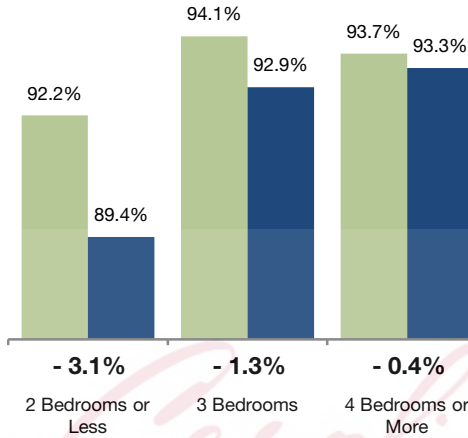
## By Price Range

■ 3-2010 ■ 3-2011



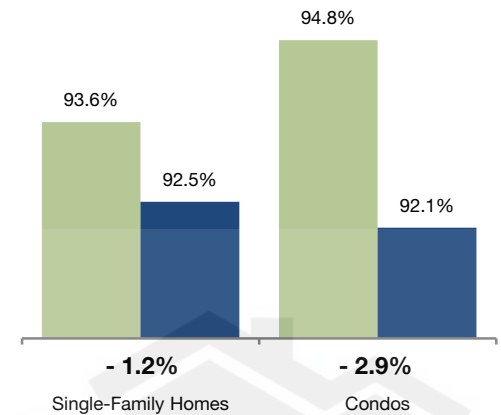
## By Bedroom Count

■ 3-2010 ■ 3-2011



## By Property Type

■ 3-2010 ■ 3-2011



## All Properties

### By Price Range

	3-2010	3-2011	Change
\$100,000 and Below	92.3%	89.7%	- 2.8%
\$100,001 to \$150,000	95.4%	95.1%	- 0.4%
\$150,001 to \$200,000	95.5%	94.9%	- 0.6%
\$200,001 to \$350,000	93.6%	94.2%	+ 0.6%
\$350,001 and Above	92.5%	91.6%	- 0.9%
<b>All Price Ranges</b>	<b>93.7%</b>	<b>92.4%</b>	<b>- 1.4%</b>

## Single-Family Homes

	3-2010	3-2011	Change
\$100,000 and Below	92.1%	89.4%	- 2.9%
\$100,001 to \$150,000	95.4%	95.4%	- 0.1%
\$150,001 to \$200,000	95.5%	94.8%	- 0.6%
\$200,001 to \$350,000	93.6%	94.4%	+ 0.9%
\$350,001 and Above	92.6%	91.7%	- 1.0%
<b>All Price Ranges</b>	<b>93.6%</b>	<b>92.5%</b>	<b>- 1.2%</b>

## Condos

	3-2010	3-2011	Change
\$100,000 and Below	94.7%	91.8%	- 3.1%
\$100,001 to \$150,000	95.5%	91.3%	- 4.4%
\$150,001 to \$200,000	95.8%	95.0%	- 0.8%
\$200,001 to \$350,000	94.4%	91.9%	- 2.6%
\$350,001 and Above	89.2%	90.2%	+ 1.1%
<b>All Price Ranges</b>	<b>94.8%</b>	<b>92.1%</b>	<b>- 2.9%</b>

### By Bedroom Count

	3-2010	3-2011	Change
2 Bedrooms or Less	92.2%	89.4%	- 3.1%
3 Bedrooms	94.1%	92.9%	- 1.3%
4 Bedrooms or More	93.7%	93.3%	- 0.4%
<b>All Bedroom Counts</b>	<b>93.7%</b>	<b>92.4%</b>	<b>- 1.4%</b>

	3-2010	3-2011	Change
2 Bedrooms or Less	91.2%	89.2%	- 2.3%
3 Bedrooms	94.1%	93.0%	- 1.2%
4 Bedrooms or More	93.5%	93.0%	- 0.5%
<b>All Bedroom Counts</b>	<b>93.6%</b>	<b>92.5%</b>	<b>- 1.2%</b>

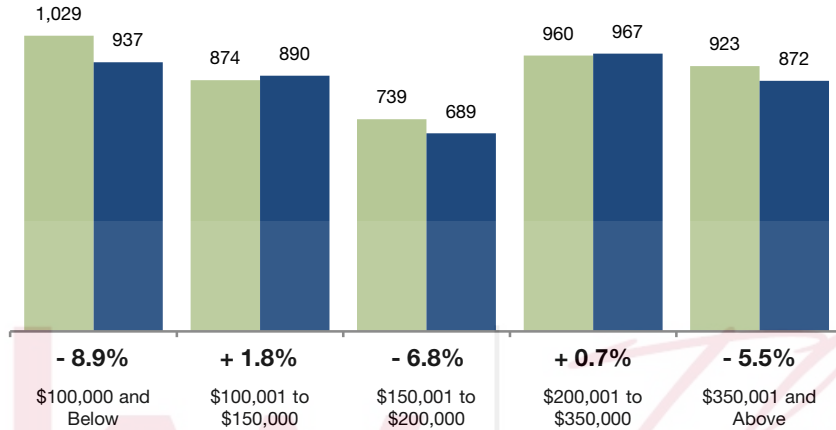
# Inventory of Homes for Sale

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



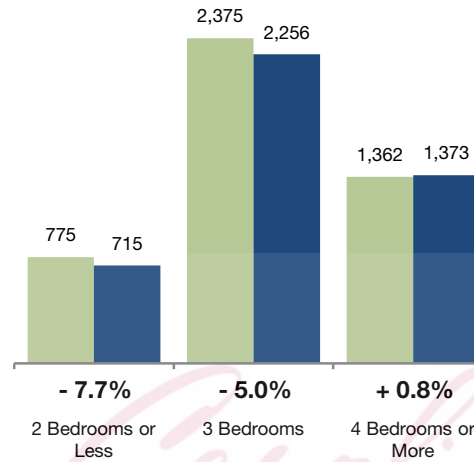
## By Price Range

■ 3-2010 ■ 3-2011



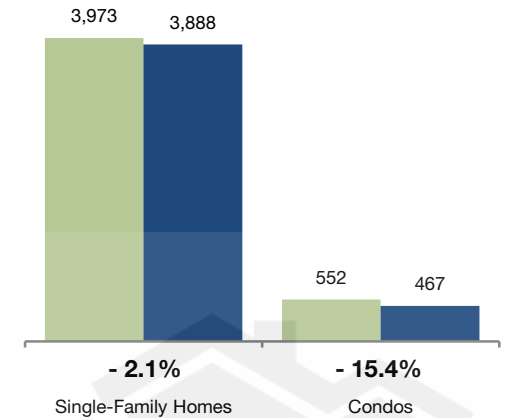
## By Bedroom Count

■ 3-2010 ■ 3-2011



## By Property Type

■ 3-2010 ■ 3-2011



### All Properties

#### By Price Range

	3-2010	3-2011	Change
\$100,000 and Below	1,029	937	- 8.9%
\$100,001 to \$150,000	874	890	+ 1.8%
\$150,001 to \$200,000	739	689	- 6.8%
\$200,001 to \$350,000	960	967	+ 0.7%
\$350,001 and Above	923	872	- 5.5%
<b>All Price Ranges</b>	<b>4,525</b>	<b>4,355</b>	<b>- 3.8%</b>

### Single-Family Homes

	3-2010	3-2011	Change
	885	822	- 7.1%
	749	778	+ 3.9%
	614	579	- 5.7%
	861	875	+ 1.6%
	864	834	- 3.5%
<b>All Single-Family Homes</b>	<b>3,973</b>	<b>3,888</b>	<b>- 2.1%</b>

### Condos

	3-2010	3-2011	Change
	144	115	- 20.1%
	125	112	- 10.4%
	125	110	- 12.0%
	99	92	- 7.1%
	59	38	- 35.6%
<b>All Condos</b>	<b>552</b>	<b>467</b>	<b>- 15.4%</b>

#### By Bedroom Count

	3-2010	3-2011	Change
2 Bedrooms or Less	775	715	- 7.7%
3 Bedrooms	2,375	2,256	- 5.0%
4 Bedrooms or More	1,362	1,373	+ 0.8%
<b>All Bedroom Counts</b>	<b>4,525</b>	<b>4,355</b>	<b>- 3.8%</b>

	3-2010	3-2011	Change
	543	517	- 4.8%
	2,180	2,093	- 4.0%
	1,237	1,267	+ 2.4%
<b>All Single-Family Homes</b>	<b>3,973</b>	<b>3,888</b>	<b>- 2.1%</b>

	3-2010	3-2011	Change
	232	198	- 14.7%
	195	163	- 16.4%
	125	106	- 15.2%
<b>All Condos</b>	<b>552</b>	<b>467</b>	<b>- 15.4%</b>

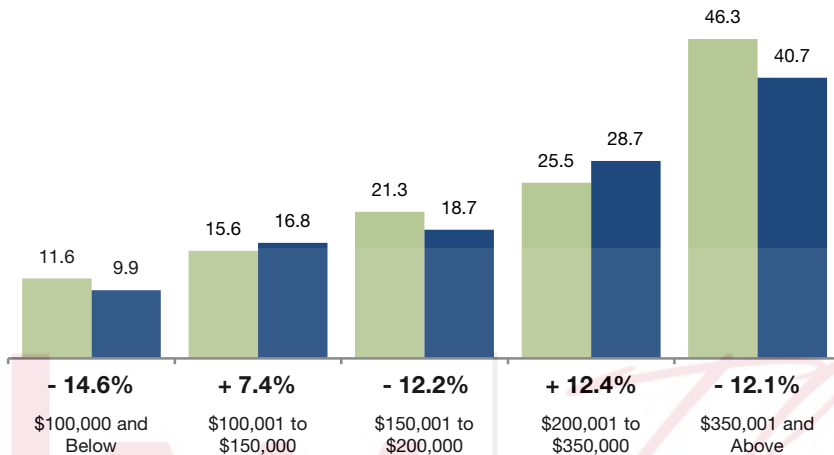
# Months Supply of Inventory

Compares the number of active listings available to the average monthly pending sales. Based on one month of activity.



## By Price Range

■ 3-2010 ■ 3-2011



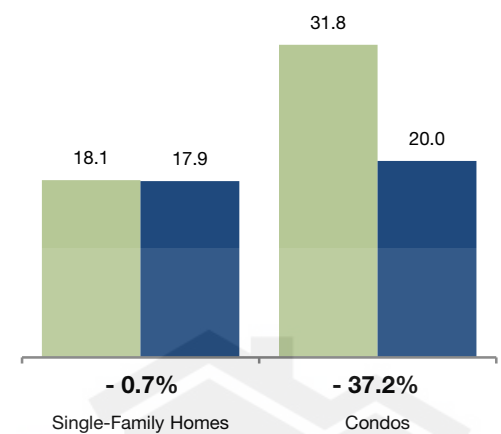
## By Bedroom Count

■ 3-2010 ■ 3-2011



## By Property Type

■ 3-2010 ■ 3-2011



## All Properties

### By Price Range

	3-2010	3-2011	Change
\$100,000 and Below	11.6	9.9	- 14.6%
\$100,001 to \$150,000	15.6	16.8	+ 7.4%
\$150,001 to \$200,000	21.3	18.7	- 12.2%
\$200,001 to \$350,000	25.5	28.7	+ 12.4%
\$350,001 and Above	46.3	40.7	- 12.1%
<b>All Price Ranges</b>	<b>19.1</b>	<b>18.1</b>	<b>- 4.9%</b>

## Single-Family Homes

	3-2010	3-2011	Change
\$100,000 and Below	11.0	10.1	- 8.4%
\$100,001 to \$150,000	14.4	15.7	+ 8.6%
\$150,001 to \$200,000	18.9	17.1	- 9.6%
\$200,001 to \$350,000	24.2	28.1	+ 16.0%
\$350,001 and Above	44.3	41.0	- 7.4%
<b>All Price Ranges</b>	<b>18.1</b>	<b>17.9</b>	<b>- 0.7%</b>

## Condos

	3-2010	3-2011	Change
\$100,000 and Below	17.1	8.7	- 48.9%
\$100,001 to \$150,000	30.6	32.8	+ 7.1%
\$150,001 to \$200,000	44.6	32.7	- 26.7%
\$200,001 to \$350,000	35.6	32.6	- 8.4%
\$350,001 and Above	35.4	17.5	- 50.5%
<b>All Price Ranges</b>	<b>31.8</b>	<b>20.0</b>	<b>- 37.2%</b>

### By Bedroom Count

	3-2010	3-2011	Change
2 Bedrooms or Less	23.5	18.9	- 19.9%
3 Bedrooms	16.4	15.9	- 2.9%
4 Bedrooms or More	23.0	22.8	- 0.9%
<b>All Bedroom Counts</b>	<b>19.1</b>	<b>18.1</b>	<b>- 4.9%</b>

	3-2010	3-2011	Change
2 Bedrooms or Less	23.2	18.4	- 20.6%
3 Bedrooms	15.4	15.7	+ 1.9%
4 Bedrooms or More	22.5	22.9	+ 1.7%
<b>All Bedroom Counts</b>	<b>18.1</b>	<b>17.9</b>	<b>- 0.7%</b>

# Housing Supply Overview

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



## April 2011

Due to the 2010 tax credit, current market activity can look drastically different than it did one year ago. For the 12-month period spanning May 2010 through April 2011, Pending Sales in the Western Upstate region were down 12.3 percent from the same period a year prior. The largest gain occurred in the \$350,001 and Above range, where they increased 0.4 percent to 252 units.

One might expect properties to take longer to sell without an incentive in place. The segment with the largest increase in market times was the \$100,001 to \$150,000 range, where they increased 12.0 percent to 166 days. The segment that tended to sell the quickest was the \$100,000 and Below range at 148 days; the segment that tended to sell the slowest was the \$350,001 and Above range at 199 days.

The overall Median Sales price was down 3.2 percent. The Median Sales Price for Single-Family properties was at \$125,000, and at \$82,000 for Condo properties. Meanwhile, Condo inventory levels have decreased 23.3 percent, and Single-Family inventory levels have decreased 5.8 percent.

## Quick Facts

**+ 0.4%**

Price Range With the  
Strongest Sales:

**\$350,001 and Above**

**- 5.7%**

Bedroom Count With  
Strongest Sales:

**2 Bedrooms or Less**

**+ 10.8%**

Property Type With  
Strongest Sales:

**Condos**

Pending Sales	<b>2</b>
Days on Market Until Sale	<b>3</b>
Median Sales Price	<b>4</b>
Percent of List Price Received	<b>5</b>
Inventory of Homes for Sale	<b>6</b>
Months Supply of Inventory	<b>7</b>

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



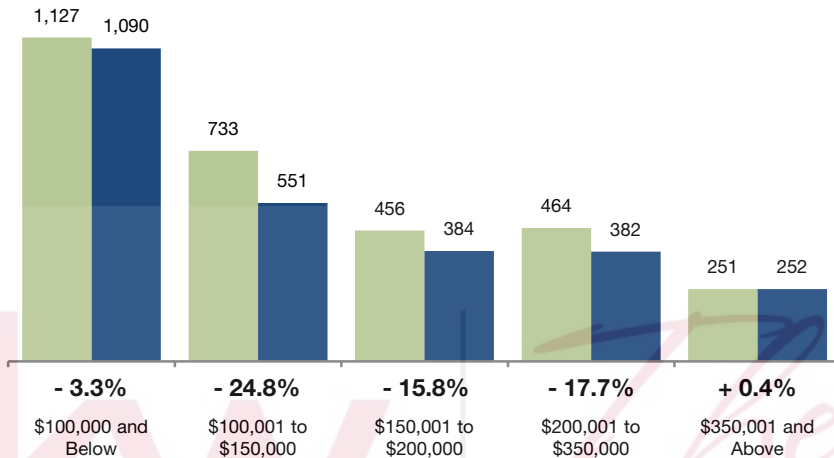
# Pending Sales

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



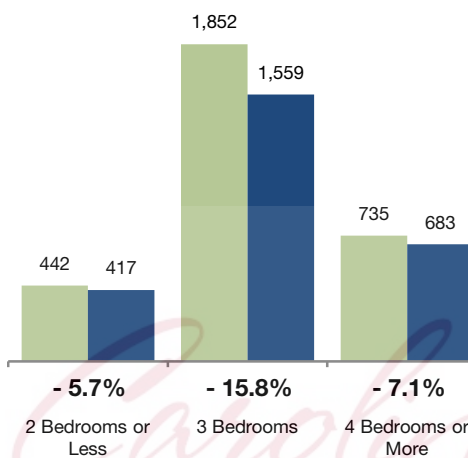
## By Price Range

■ 4-2010 ■ 4-2011



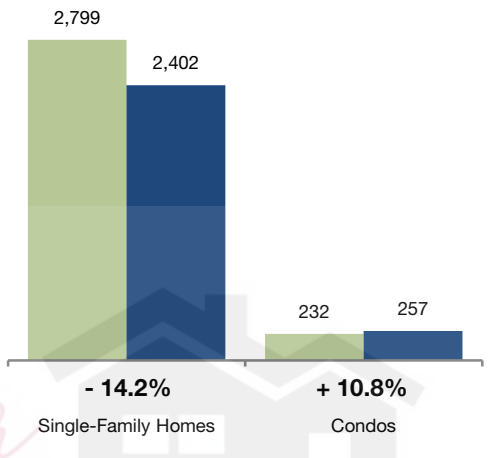
## By Bedroom Count

■ 4-2010 ■ 4-2011



## By Property Type

■ 4-2010 ■ 4-2011



### All Properties

#### By Price Range

	4-2010	4-2011	Change
\$100,000 and Below	1,127	1,090	- 3.3%
\$100,001 to \$150,000	733	551	- 24.8%
\$150,001 to \$200,000	456	384	- 15.8%
\$200,001 to \$350,000	464	382	- 17.7%
\$350,001 and Above	251	252	+ 0.4%
<b>All Price Ranges</b>	<b>3,031</b>	<b>2,659</b>	<b>- 12.3%</b>

### Single-Family Homes

	4-2010	4-2011	Change
\$100,000 and Below	1,007	938	- 6.9%
\$100,001 to \$150,000	682	517	- 24.2%
\$150,001 to \$200,000	429	351	- 18.2%
\$200,001 to \$350,000	435	357	- 17.9%
\$350,001 and Above	246	239	- 2.8%
<b>All Price Ranges</b>	<b>2,799</b>	<b>2,402</b>	<b>- 14.2%</b>

### Condos

	4-2010	4-2011	Change
\$100,000 and Below	120	152	+ 26.7%
\$100,001 to \$150,000	51	34	- 33.3%
\$150,001 to \$200,000	27	33	+ 22.2%
\$200,001 to \$350,000	29	25	- 13.8%
\$350,001 and Above	5	13	+ 160.0%
<b>All Price Ranges</b>	<b>232</b>	<b>257</b>	<b>+ 10.8%</b>

#### By Bedroom Count

	4-2010	4-2011	Change
2 Bedrooms or Less	442	417	- 5.7%
3 Bedrooms	1,852	1,559	- 15.8%
4 Bedrooms or More	735	683	- 7.1%
<b>All Bedroom Counts</b>	<b>3,031</b>	<b>2,659</b>	<b>- 12.3%</b>

	4-2010	4-2011	Change
2 Bedrooms or Less	318	307	- 3.5%
3 Bedrooms	1,799	1,465	- 18.6%
4 Bedrooms or More	680	630	- 7.4%
<b>All Bedroom Counts</b>	<b>2,799</b>	<b>2,402</b>	<b>- 14.2%</b>

	4-2010	4-2011	Change
2 Bedrooms or Less	124	110	- 11.3%
3 Bedrooms	53	94	+ 77.4%
4 Bedrooms or More	55	53	- 3.6%
<b>All Bedroom Counts</b>	<b>232</b>	<b>257</b>	<b>+ 10.8%</b>

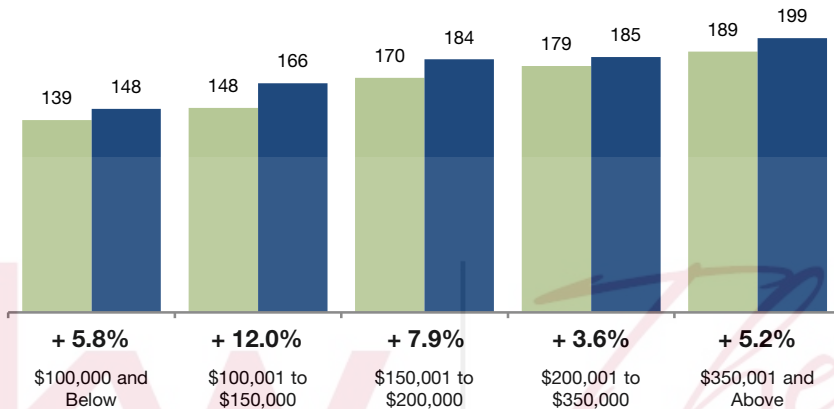
# Days on Market Until Sale

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



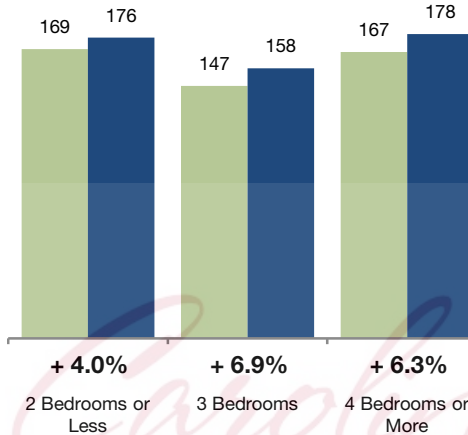
## By Price Range

■ 4-2010 ■ 4-2011



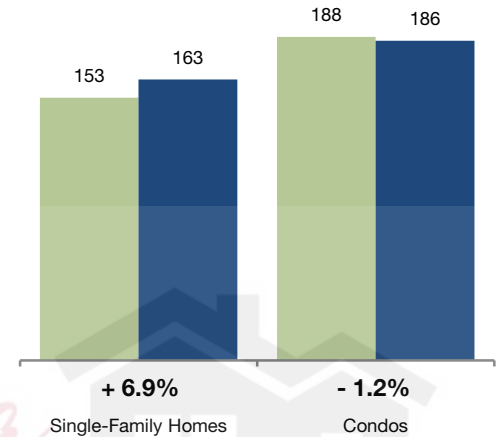
## By Bedroom Count

■ 4-2010 ■ 4-2011



## By Property Type

■ 4-2010 ■ 4-2011



### All Properties

#### By Price Range

	4-2010	4-2011	Change
\$100,000 and Below	139	148	+ 5.8%
\$100,001 to \$150,000	148	166	+ 12.0%
\$150,001 to \$200,000	170	184	+ 7.9%
\$200,001 to \$350,000	179	185	+ 3.6%
\$350,001 and Above	189	199	+ 5.2%
<b>All Price Ranges</b>	<b>155</b>	<b>166</b>	<b>+ 6.6%</b>

### Single-Family Homes

	4-2010	4-2011	Change
2 Bedrooms or Less	137	146	+ 6.7%
3 Bedrooms	146	159	+ 9.0%
4 Bedrooms or More	163	179	+ 9.8%
	176	184	+ 4.5%
	188	199	+ 5.6%
<b>All Single-Family Homes</b>	<b>153</b>	<b>163</b>	<b>+ 6.9%</b>

### Condos

	4-2010	4-2011	Change
Single-Family Homes	159	154	- 3.4%
Condos	181	263	+ 45.1%
	291	235	- 19.2%
	227	204	- 10.0%
	217	203	- 6.3%
<b>All Condos</b>	<b>188</b>	<b>186</b>	<b>- 1.2%</b>

#### By Bedroom Count

	4-2010	4-2011	Change
2 Bedrooms or Less	169	176	+ 4.0%
3 Bedrooms	147	158	+ 6.9%
4 Bedrooms or More	167	178	+ 6.3%
<b>All Bedroom Counts</b>	<b>155</b>	<b>166</b>	<b>+ 6.6%</b>

	4-2010	4-2011	Change
2 Bedrooms or Less	164	165	+ 0.7%
3 Bedrooms	145	157	+ 7.6%
4 Bedrooms or More	167	179	+ 7.0%
<b>All Single-Family Homes</b>	<b>153</b>	<b>163</b>	<b>+ 6.9%</b>

	4-2010	4-2011	Change
Single-Family Homes	183	203	+ 11.2%
Condos	228	178	- 21.8%
	165	161	- 2.4%
<b>All Condos</b>	<b>188</b>	<b>186</b>	<b>- 1.2%</b>

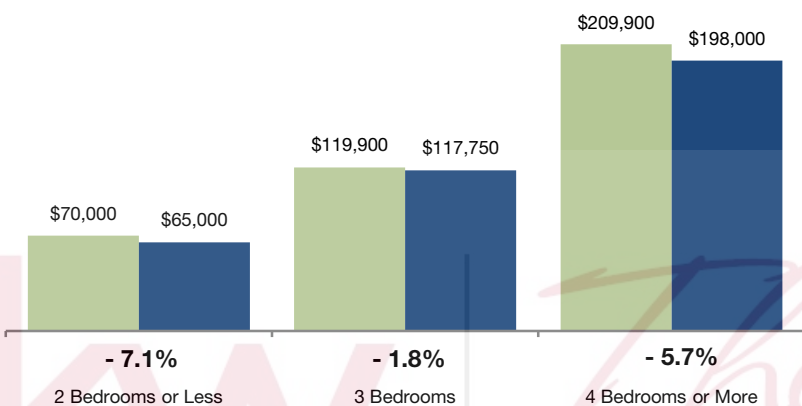
# Median Sales Price

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



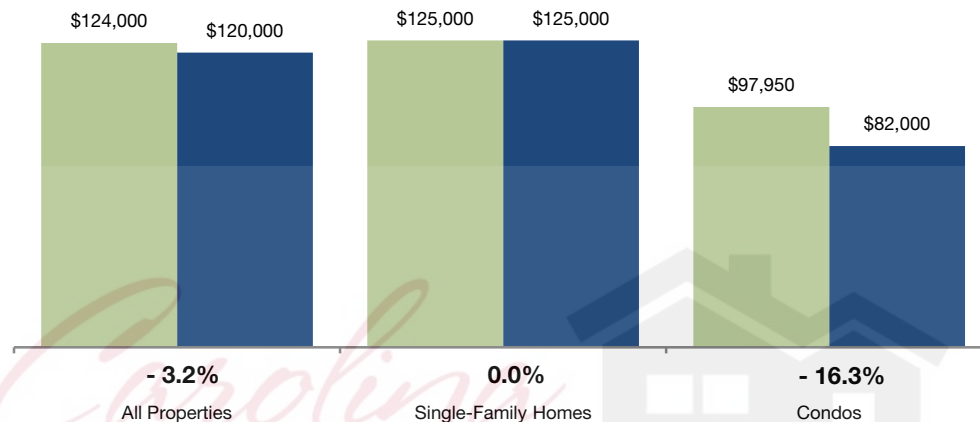
## By Bedroom Count

■ 4-2010 ■ 4-2011



## By Property Type

■ 4-2010 ■ 4-2011



### All Properties

By Bedroom Count	4-2010	4-2011	Change
2 Bedrooms or Less	\$70,000	\$65,000	- 7.1%
3 Bedrooms	\$119,900	\$117,750	- 1.8%
4 Bedrooms or More	\$209,900	\$198,000	- 5.7%
<b>All Bedroom Counts</b>	<b>\$124,000</b>	<b>\$120,000</b>	<b>- 3.2%</b>

### Single-Family Homes

4-2010	4-2011	Change
\$63,450	\$61,000	- 3.9%
\$119,000	\$117,000	- 1.7%
\$219,000	\$205,000	- 6.4%
<b>\$125,000</b>	<b>\$125,000</b>	<b>0.0%</b>

### Condos

4-2010	4-2011	Change
\$88,000	\$69,450	- 21.1%
\$142,000	\$125,000	- 12.0%
\$89,450	\$75,000	- 16.2%
<b>\$97,950</b>	<b>\$82,000</b>	<b>- 16.3%</b>

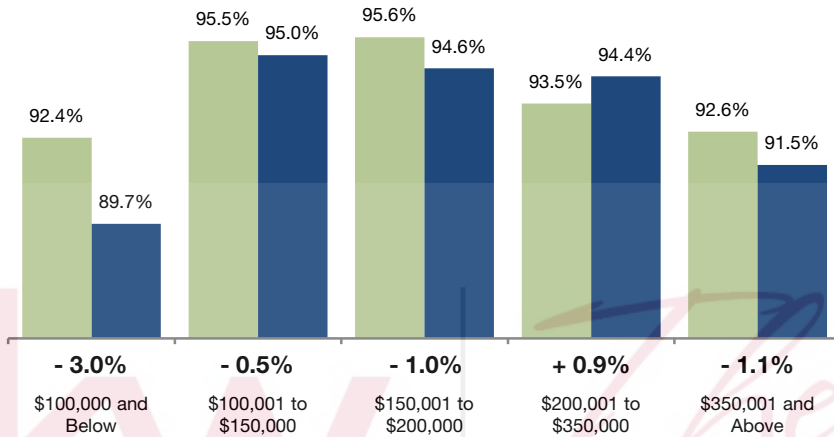
# Percent of List Price Received

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.**



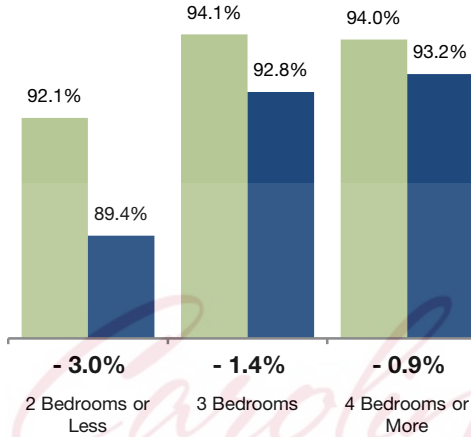
## By Price Range

■ 4-2010 ■ 4-2011



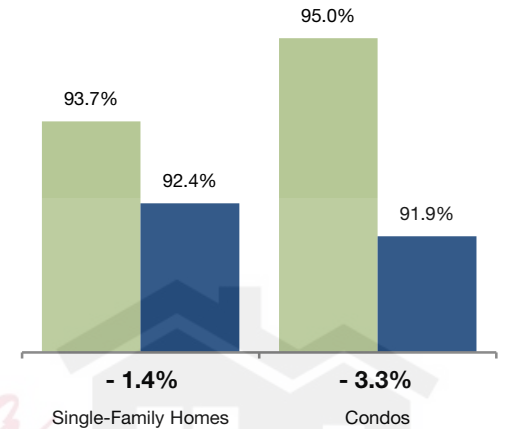
## By Bedroom Count

■ 4-2010 ■ 4-2011



## By Property Type

■ 4-2010 ■ 4-2011



### All Properties

#### By Price Range

	4-2010	4-2011	Change
\$100,000 and Below	92.4%	89.7%	- 3.0%
\$100,001 to \$150,000	95.5%	95.0%	- 0.5%
\$150,001 to \$200,000	95.6%	94.6%	- 1.0%
\$200,001 to \$350,000	93.5%	94.4%	+ 0.9%
\$350,001 and Above	92.6%	91.5%	- 1.1%
<b>All Price Ranges</b>	<b>93.8%</b>	<b>92.3%</b>	<b>- 1.6%</b>

### Single-Family Homes

	4-2010	4-2011	Change
\$100,000 and Below	92.1%	89.3%	- 3.0%
\$100,001 to \$150,000	95.5%	95.3%	- 0.2%
\$150,001 to \$200,000	95.6%	94.6%	- 1.0%
\$200,001 to \$350,000	93.5%	94.5%	+ 1.2%
\$350,001 and Above	92.7%	91.6%	- 1.2%
<b>All Price Ranges</b>	<b>93.7%</b>	<b>92.4%</b>	<b>- 1.4%</b>

### Condos

	4-2010	4-2011	Change
\$100,000 and Below	95.0%	91.6%	- 3.6%
\$100,001 to \$150,000	95.3%	91.1%	- 4.4%
\$150,001 to \$200,000	96.4%	94.4%	- 2.1%
\$200,001 to \$350,000	94.3%	91.9%	- 2.5%
\$350,001 and Above	89.2%	90.2%	+ 1.1%
<b>All Price Ranges</b>	<b>95.0%</b>	<b>91.9%</b>	<b>- 3.3%</b>

#### By Bedroom Count

	4-2010	4-2011	Change
2 Bedrooms or Less	92.1%	89.4%	- 3.0%
3 Bedrooms	94.1%	92.8%	- 1.4%
4 Bedrooms or More	94.0%	93.2%	- 0.9%
<b>All Bedroom Counts</b>	<b>93.8%</b>	<b>92.3%</b>	<b>- 1.6%</b>

	4-2010	4-2011	Change
2 Bedrooms or Less	91.2%	89.3%	- 2.1%
3 Bedrooms	94.1%	92.8%	- 1.4%
4 Bedrooms or More	93.7%	92.8%	- 1.0%
<b>All Bedroom Counts</b>	<b>93.7%</b>	<b>92.4%</b>	<b>- 1.4%</b>

	4-2010	4-2011	Change
2 Bedrooms or Less	94.7%	89.8%	- 5.2%
3 Bedrooms	93.2%	91.3%	- 2.0%
4 Bedrooms or More	97.5%	97.2%	- 0.3%
<b>All Bedroom Counts</b>	<b>95.0%</b>	<b>91.9%</b>	<b>- 3.3%</b>

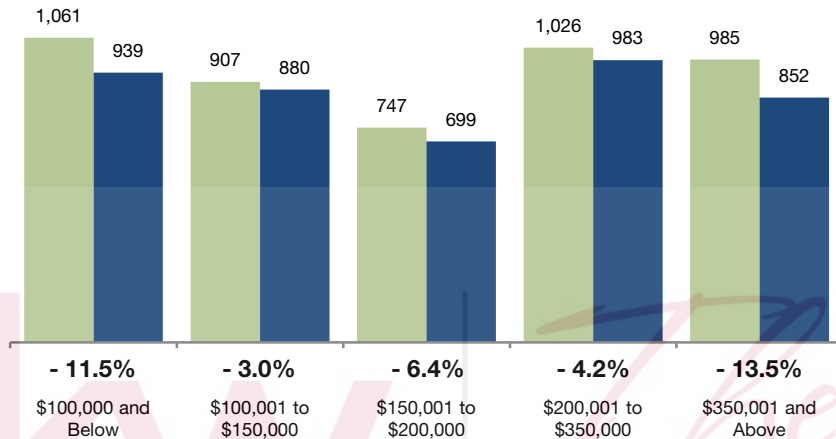
# Inventory of Homes for Sale

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



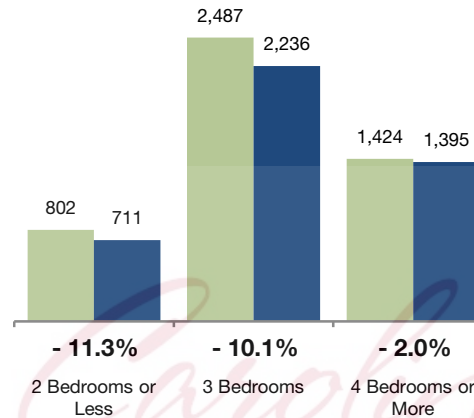
## By Price Range

■ 4-2010 ■ 4-2011



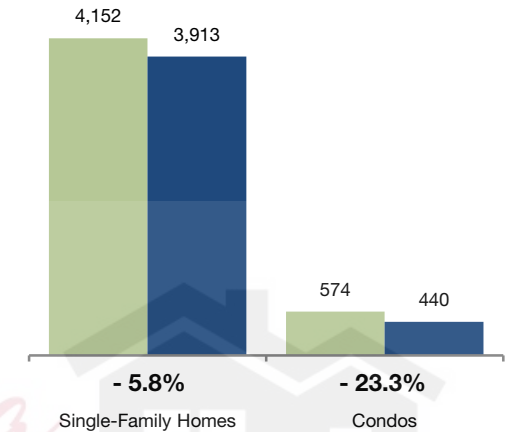
## By Bedroom Count

■ 4-2010 ■ 4-2011



## By Property Type

■ 4-2010 ■ 4-2011



### All Properties

#### By Price Range

	4-2010	4-2011	Change
\$100,000 and Below	1,061	939	- 11.5%
\$100,001 to \$150,000	907	880	- 3.0%
\$150,001 to \$200,000	747	699	- 6.4%
\$200,001 to \$350,000	1,026	983	- 4.2%
\$350,001 and Above	985	852	- 13.5%
<b>All Price Ranges</b>	<b>4,726</b>	<b>4,353</b>	<b>- 7.9%</b>

### Single-Family Homes

	4-2010	4-2011	Change
2 Bedrooms or Less	918	830	- 9.6%
3 Bedrooms	775	769	- 0.8%
4 Bedrooms or More	618	589	- 4.7%
	917	896	- 2.3%
	924	829	- 10.3%
<b>All Single-Family Homes</b>	<b>4,152</b>	<b>3,913</b>	<b>- 5.8%</b>

### Condos

	4-2010	4-2011	Change
1 Bedroom	143	109	- 23.8%
2 Bedrooms	132	111	- 15.9%
3 Bedrooms	129	110	- 14.7%
4 Bedrooms or More	109	87	- 20.2%
	61	23	- 62.3%
<b>All Condos</b>	<b>574</b>	<b>440</b>	<b>- 23.3%</b>

#### By Bedroom Count

	4-2010	4-2011	Change
2 Bedrooms or Less	802	711	- 11.3%
3 Bedrooms	2,487	2,236	- 10.1%
4 Bedrooms or More	1,424	1,395	- 2.0%
<b>All Bedroom Counts</b>	<b>4,726</b>	<b>4,353</b>	<b>- 7.9%</b>

	4-2010	4-2011	Change
2 Bedrooms or Less	559	522	- 6.6%
3 Bedrooms	2,287	2,093	- 8.5%
4 Bedrooms or More	1,293	1,287	- 0.5%
<b>All Single-Family Homes</b>	<b>4,152</b>	<b>3,913</b>	<b>- 5.8%</b>

	4-2010	4-2011	Change
1 Bedroom	243	189	- 22.2%
2 Bedrooms	200	143	- 28.5%
3 Bedrooms	131	108	- 17.6%
<b>All Condos</b>	<b>574</b>	<b>440</b>	<b>- 23.3%</b>

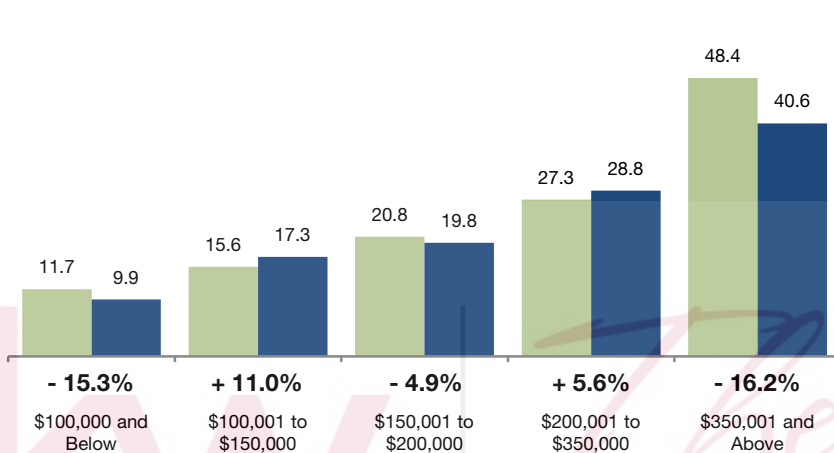
# Months Supply of Inventory

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

■ 4-2010 ■ 4-2011



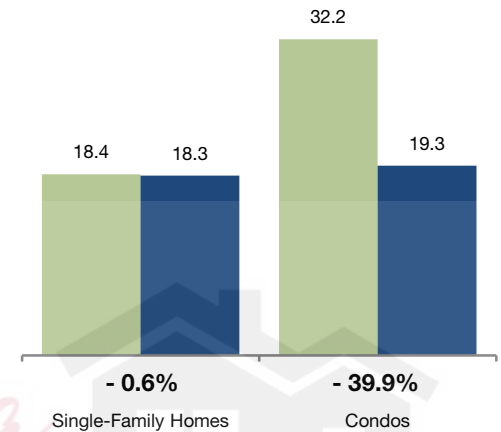
## By Bedroom Count

■ 4-2010 ■ 4-2011



## By Property Type

■ 4-2010 ■ 4-2011



### All Properties

#### By Price Range

	4-2010	4-2011	Change
\$100,000 and Below	11.7	9.9	- 15.3%
\$100,001 to \$150,000	15.6	17.3	+ 11.0%
\$150,001 to \$200,000	20.8	19.8	- 4.9%
\$200,001 to \$350,000	27.3	28.8	+ 5.6%
\$350,001 and Above	48.4	40.6	- 16.2%
<b>All Price Ranges</b>	<b>19.5</b>	<b>18.4</b>	<b>- 5.3%</b>

### Single-Family Homes

	4-2010	4-2011	Change
\$100,000 and Below	11.2	10.1	- 10.0%
\$100,001 to \$150,000	14.3	16.1	+ 12.6%
\$150,001 to \$200,000	18.2	18.4	+ 0.8%
\$200,001 to \$350,000	26.0	28.4	+ 9.3%
\$350,001 and Above	46.4	41.6	- 10.3%
<b>All Price Ranges</b>	<b>18.4</b>	<b>18.3</b>	<b>- 0.6%</b>

### Condos

	4-2010	4-2011	Change
\$100,000 and Below	15.6	8.5	- 45.6%
\$100,001 to \$150,000	33.0	33.0	0.0%
\$150,001 to \$200,000	53.8	31.0	- 42.3%
\$200,001 to \$350,000	40.4	31.9	- 21.0%
\$350,001 and Above	36.6	10.6	- 71.0%
<b>All Price Ranges</b>	<b>32.2</b>	<b>19.3</b>	<b>- 39.9%</b>

#### By Bedroom Count

	4-2010	4-2011	Change
2 Bedrooms or Less	23.1	19.2	- 16.7%
3 Bedrooms	16.9	16.0	- 5.4%
4 Bedrooms or More	23.4	23.5	+ 0.3%
<b>All Bedroom Counts</b>	<b>19.5</b>	<b>18.4</b>	<b>- 5.3%</b>

	4-2010	4-2011	Change
2 Bedrooms or Less	22.0	19.3	- 12.1%
3 Bedrooms	15.9	15.9	- 0.4%
4 Bedrooms or More	23.1	23.5	+ 2.0%
<b>All Bedroom Counts</b>	<b>18.4</b>	<b>18.3</b>	<b>- 0.6%</b>

	4-2010	4-2011	Change
2 Bedrooms or Less	26.0	18.9	- 27.4%
3 Bedrooms	52.2	17.5	- 66.4%
4 Bedrooms or More	25.7	23.6	- 8.4%
<b>All Bedroom Counts</b>	<b>32.2</b>	<b>19.3</b>	<b>- 39.9%</b>

# Housing Supply Overview

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



## May 2011

The road to recovery can look similar to a locomotive coming around a bend. Some cars have already made it around the curve while others haven't yet reached it. The same can be said of various market segments. For the 12-month period spanning June 2010 through May 2011, Pending Sales in the Western Upstate region were down 7.9 percent from the same period a year prior. However, the largest gain occurred in the \$100,000 and Below range, where they increased 3.3 percent to 1,128 units.

The overall Median Sales Price was down 2.8 percent to \$120,000. However, the property type with the largest price gain was the Single-Family segment, where prices remained flat 0.0 percent to \$125,000. The price range that tended to sell the quickest was the \$100,000 and Below range at 148 days; the price range that tended to sell the slowest was the \$350,001 and Above range at 194 days.

Market-wide, inventory levels were down 9.3 percent. The property type that shed the least inventory was the Single-Family segment, where it decreased 7.2 percent. The price range in which supply grew the most relative to demand was the \$100,001 to \$150,000 range, where months supply increased 30.6 percent to 19.5 months.

## Quick Facts

**+ 3.5%**

Price Range With the  
Strongest Sales:  
**\$100,000 and Below**

**- 0.7%**

Bedroom Count With  
Strongest Sales:  
**4 Bedrooms or More**

**+ 18.2%**

Property Type With  
Strongest Sales:  
**Condos**

S U C C E S S T E A M

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.](#)



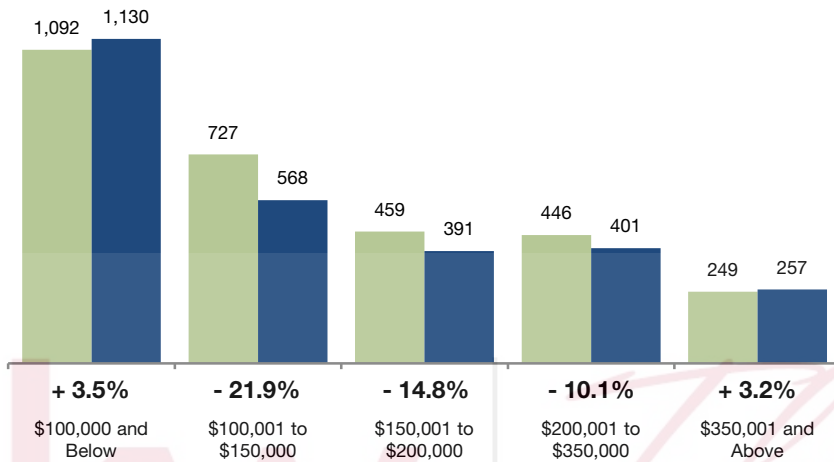
# Pending Sales

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



## By Price Range

■ 5-2010 ■ 5-2011



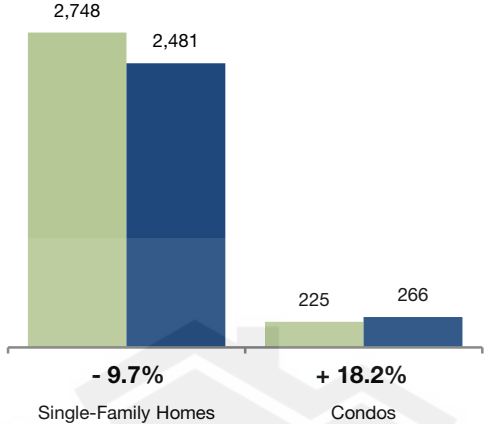
## By Bedroom Count

■ 5-2010 ■ 5-2011



## By Property Type

■ 5-2010 ■ 5-2011



### All Properties

#### By Price Range

	5-2010	5-2011	Change
\$100,000 and Below	1,092	1,130	+ 3.5%
\$100,001 to \$150,000	727	568	- 21.9%
\$150,001 to \$200,000	459	391	- 14.8%
\$200,001 to \$350,000	446	401	- 10.1%
\$350,001 and Above	249	257	+ 3.2%
<b>All Price Ranges</b>	<b>2,973</b>	<b>2,747</b>	<b>- 7.6%</b>

### Single-Family Homes

	5-2010	5-2011	Change
\$100,000 and Below	974	974	0.0%
\$100,001 to \$150,000	677	535	- 21.0%
\$150,001 to \$200,000	433	355	- 18.0%
\$200,001 to \$350,000	420	374	- 11.0%
\$350,001 and Above	244	243	- 0.4%
<b>All Price Ranges</b>	<b>2,748</b>	<b>2,481</b>	<b>- 9.7%</b>

### Condos

	5-2010	5-2011	Change
\$100,000 and Below	118	156	+ 32.2%
\$100,001 to \$150,000	50	33	- 34.0%
\$150,001 to \$200,000	26	36	+ 38.5%
\$200,001 to \$350,000	26	27	+ 3.8%
\$350,001 and Above	5	14	+ 180.0%
<b>All Price Ranges</b>	<b>225</b>	<b>266</b>	<b>+ 18.2%</b>

#### By Bedroom Count

	5-2010	5-2011	Change
2 Bedrooms or Less	452	431	- 4.6%
3 Bedrooms	1,804	1,606	- 11.0%
4 Bedrooms or More	715	710	- 0.7%
<b>All Bedroom Counts</b>	<b>2,973</b>	<b>2,747</b>	<b>- 7.6%</b>

	5-2010	5-2011	Change
2 Bedrooms or Less	329	319	- 3.0%
3 Bedrooms	1,751	1,506	- 14.0%
4 Bedrooms or More	666	656	- 1.5%
<b>All Bedroom Counts</b>	<b>2,748</b>	<b>2,481</b>	<b>- 9.7%</b>

	5-2010	5-2011	Change
2 Bedrooms or Less	123	112	- 8.9%
3 Bedrooms	53	100	+ 88.7%
4 Bedrooms or More	49	54	+ 10.2%
<b>All Bedroom Counts</b>	<b>225</b>	<b>266</b>	<b>+ 18.2%</b>

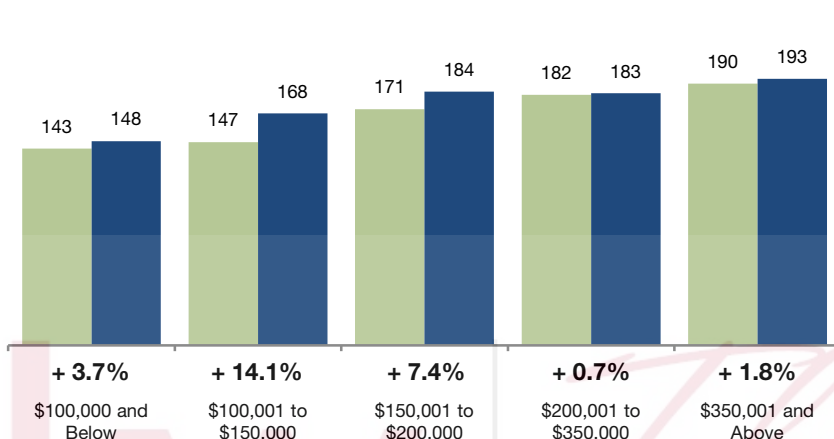
# Days on Market Until Sale

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

■ 5-2010 ■ 5-2011



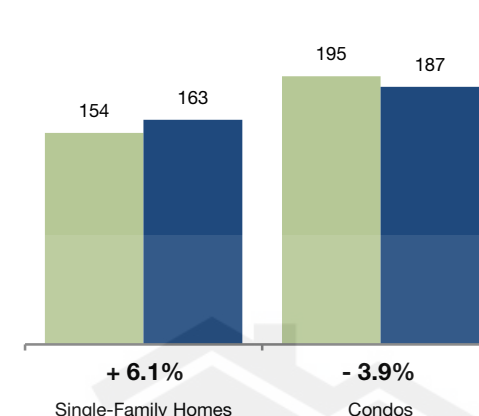
## By Bedroom Count

■ 5-2010 ■ 5-2011



## By Property Type

■ 5-2010 ■ 5-2011



## All Properties

### By Price Range

	5-2010	5-2011	Change
\$100,000 and Below	143	148	+ 3.7%
\$100,001 to \$150,000	147	168	+ 14.1%
\$150,001 to \$200,000	171	184	+ 7.4%
\$200,001 to \$350,000	182	183	+ 0.7%
\$350,001 and Above	190	193	+ 1.8%
<b>All Price Ranges</b>	<b>157</b>	<b>166</b>	<b>+ 5.5%</b>

## Single-Family Homes

	5-2010	5-2011	Change
\$100,000 and Below	140	146	+ 4.6%
\$100,001 to \$150,000	144	162	+ 11.9%
\$150,001 to \$200,000	163	180	+ 10.9%
\$200,001 to \$350,000	179	182	+ 1.3%
\$350,001 and Above	189	193	+ 2.0%
<b>All Price Ranges</b>	<b>154</b>	<b>163</b>	<b>+ 6.1%</b>

## Condos

	5-2010	5-2011	Change
\$100,000 and Below	169	160	- 5.3%
\$100,001 to \$150,000	189	255	+ 35.0%
\$150,001 to \$200,000	307	226	- 26.3%
\$200,001 to \$350,000	219	199	- 9.1%
\$350,001 and Above	217	203	- 6.3%
<b>All Price Ranges</b>	<b>195</b>	<b>187</b>	<b>- 3.9%</b>

### By Bedroom Count

	5-2010	5-2011	Change
2 Bedrooms or Less	175	173	- 0.6%
3 Bedrooms	148	160	+ 8.4%
4 Bedrooms or More	169	173	+ 2.5%
<b>All Bedroom Counts</b>	<b>157</b>	<b>166</b>	<b>+ 5.5%</b>

	5-2010	5-2011	Change
2 Bedrooms or Less	168	161	- 3.8%
3 Bedrooms	146	159	+ 9.1%
4 Bedrooms or More	169	175	+ 3.5%
<b>All Bedroom Counts</b>	<b>154</b>	<b>163</b>	<b>+ 6.1%</b>

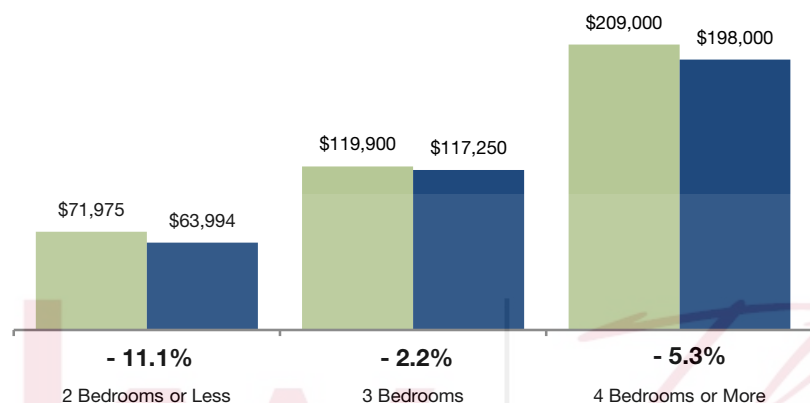
# Median Sales Price

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



## By Bedroom Count

■ 5-2010 ■ 5-2011



## By Property Type

■ 5-2010 ■ 5-2011



### All Properties

By Bedroom Count	5-2010	5-2011	Change
2 Bedrooms or Less	\$71,975	\$63,994	- 11.1%
3 Bedrooms	\$119,900	\$117,250	- 2.2%
4 Bedrooms or More	\$209,000	\$198,000	- 5.3%
<b>All Bedroom Counts</b>	<b>\$123,500</b>	<b>\$120,000</b>	<b>- 2.8%</b>

### Single-Family Homes

5-2010	5-2011	Change
\$65,000	\$58,500	- 10.0%
\$119,000	\$116,900	- 1.8%
\$217,000	\$205,000	- 5.5%
<b>\$125,000</b>	<b>\$125,000</b>	<b>0.0%</b>

### Condos

5-2010	5-2011	Change
\$86,500	\$67,500	- 22.0%
\$141,000	\$123,250	- 12.6%
\$89,000	\$73,950	- 16.9%
<b>\$94,000</b>	<b>\$79,900</b>	<b>- 15.0%</b>

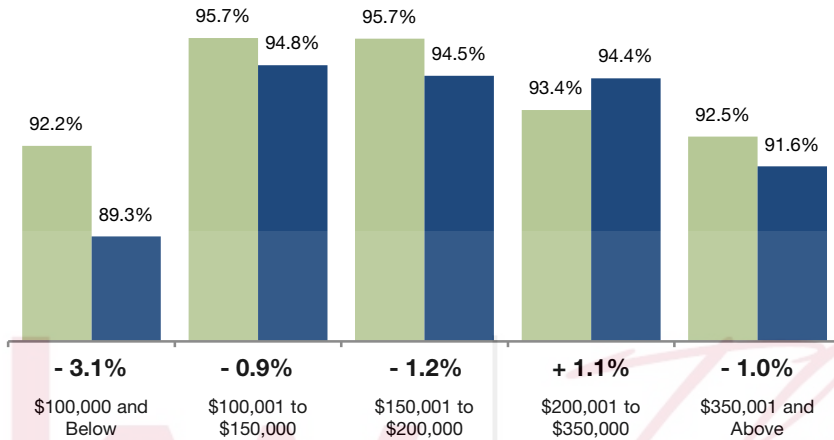
# Percent of List Price Received

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.**



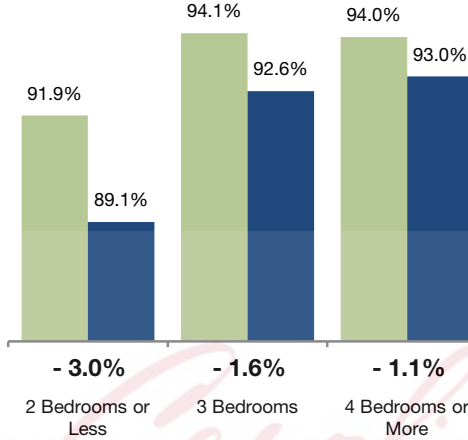
## By Price Range

■ 5-2010 ■ 5-2011



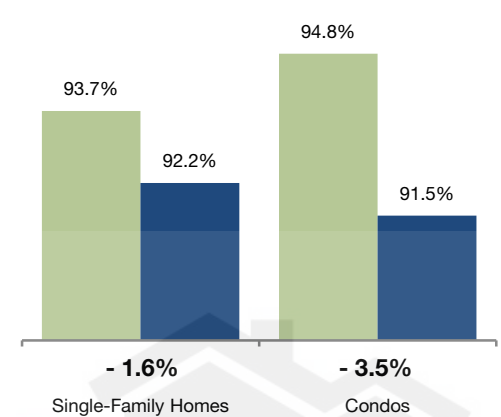
## By Bedroom Count

■ 5-2010 ■ 5-2011



## By Property Type

■ 5-2010 ■ 5-2011



### All Properties

#### By Price Range

	5-2010	5-2011	Change
\$100,000 and Below	92.2%	89.3%	- 3.1%
\$100,001 to \$150,000	95.7%	94.8%	- 0.9%
\$150,001 to \$200,000	95.7%	94.5%	- 1.2%
\$200,001 to \$350,000	93.4%	94.4%	+ 1.1%
\$350,001 and Above	92.5%	91.6%	- 1.0%
<b>All Price Ranges</b>	<b>93.8%</b>	<b>92.1%</b>	<b>- 1.7%</b>

### Single-Family Homes

	5-2010	5-2011	Change
\$100,000 and Below	91.9%	89.0%	- 3.1%
\$100,001 to \$150,000	95.7%	95.1%	- 0.6%
\$150,001 to \$200,000	95.6%	94.5%	- 1.2%
\$200,001 to \$350,000	93.4%	94.6%	+ 1.3%
\$350,001 and Above	92.6%	91.6%	- 1.1%
<b>All Price Ranges</b>	<b>93.7%</b>	<b>92.2%</b>	<b>- 1.6%</b>

### Condos

	5-2010	5-2011	Change
\$100,000 and Below	94.9%	91.2%	- 3.8%
\$100,001 to \$150,000	95.5%	90.7%	- 5.1%
\$150,001 to \$200,000	96.1%	94.4%	- 1.8%
\$200,001 to \$350,000	93.2%	91.9%	- 1.4%
\$350,001 and Above	89.2%	90.2%	+ 1.1%
<b>All Price Ranges</b>	<b>94.8%</b>	<b>91.5%</b>	<b>- 3.5%</b>

#### By Bedroom Count

	5-2010	5-2011	Change
2 Bedrooms or Less	91.9%	89.1%	- 3.0%
3 Bedrooms	94.1%	92.6%	- 1.6%
4 Bedrooms or More	94.0%	93.0%	- 1.1%
<b>All Bedroom Counts</b>	<b>93.8%</b>	<b>92.1%</b>	<b>- 1.7%</b>

	5-2010	5-2011	Change
2 Bedrooms or Less	91.0%	89.0%	- 2.2%
3 Bedrooms	94.1%	92.7%	- 1.5%
4 Bedrooms or More	93.7%	92.6%	- 1.2%
<b>All Bedroom Counts</b>	<b>93.7%</b>	<b>92.2%</b>	<b>- 1.6%</b>

	5-2010	5-2011	Change
2 Bedrooms or Less	94.4%	89.6%	- 5.1%
3 Bedrooms	93.4%	90.8%	- 2.8%
4 Bedrooms or More	97.3%	97.0%	- 0.3%
<b>All Bedroom Counts</b>	<b>94.8%</b>	<b>91.5%</b>	<b>- 3.5%</b>

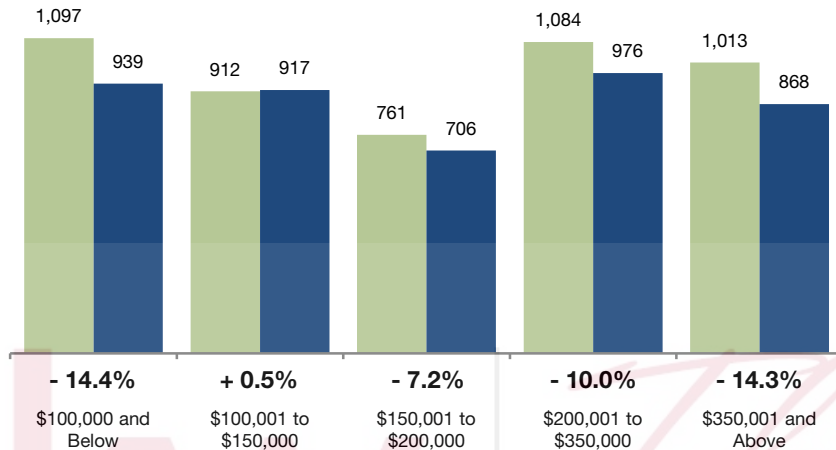
# Inventory of Homes for Sale

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



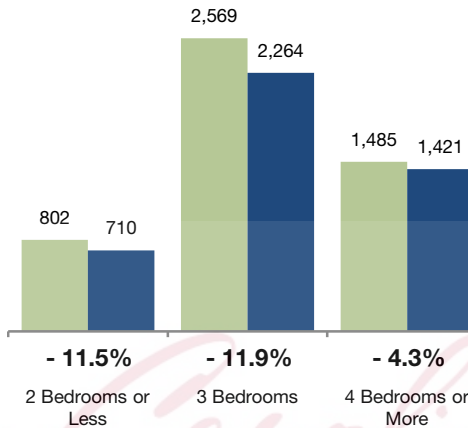
## By Price Range

■ 5-2010 ■ 5-2011



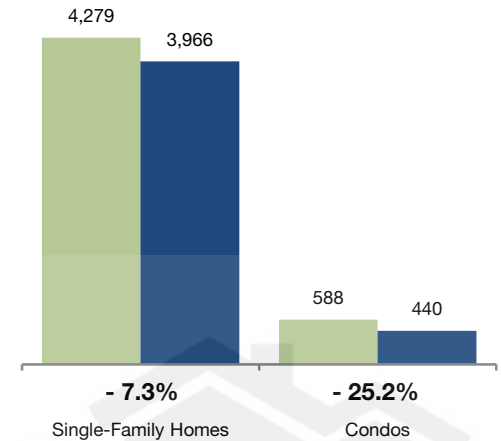
## By Bedroom Count

■ 5-2010 ■ 5-2011



## By Property Type

■ 5-2010 ■ 5-2011



### All Properties

#### By Price Range

	5-2010	5-2011	Change
\$100,000 and Below	1,097	939	- 14.4%
\$100,001 to \$150,000	912	917	+ 0.5%
\$150,001 to \$200,000	761	706	- 7.2%
\$200,001 to \$350,000	1,084	976	- 10.0%
\$350,001 and Above	1,013	868	- 14.3%
<b>All Price Ranges</b>	<b>4,867</b>	<b>4,406</b>	<b>- 9.5%</b>

### Single-Family Homes

	5-2010	5-2011	Change
	953	831	- 12.8%
	781	801	+ 2.6%
	624	601	- 3.7%
	970	891	- 8.1%
	951	842	- 11.5%
<b>All Single-Family Homes</b>	<b>4,279</b>	<b>3,966</b>	<b>- 7.3%</b>

### Condos

	5-2010	5-2011	Change
	144	108	- 25.0%
	131	116	- 11.5%
	137	105	- 23.4%
	114	85	- 25.4%
	62	26	- 58.1%
<b>All Condos</b>	<b>588</b>	<b>440</b>	<b>- 25.2%</b>

#### By Bedroom Count

	5-2010	5-2011	Change
2 Bedrooms or Less	802	710	- 11.5%
3 Bedrooms	2,569	2,264	- 11.9%
4 Bedrooms or More	1,485	1,421	- 4.3%
<b>All Bedroom Counts</b>	<b>4,867</b>	<b>4,406</b>	<b>- 9.5%</b>

	5-2010	5-2011	Change
	564	525	- 6.9%
	2,354	2,112	- 10.3%
	1,350	1,318	- 2.4%
<b>All Single-Family Homes</b>	<b>4,279</b>	<b>3,966</b>	<b>- 7.3%</b>

	5-2010	5-2011	Change
	238	185	- 22.3%
	215	152	- 29.3%
	135	103	- 23.7%
<b>All Condos</b>	<b>588</b>	<b>440</b>	<b>- 25.2%</b>

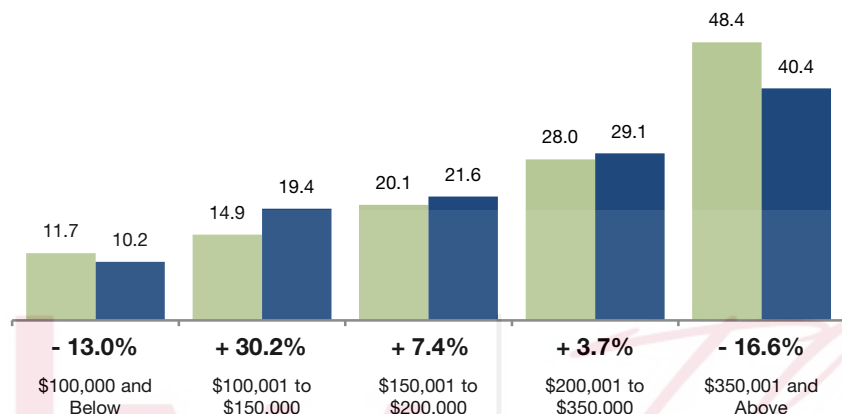
# Months Supply of Inventory

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.



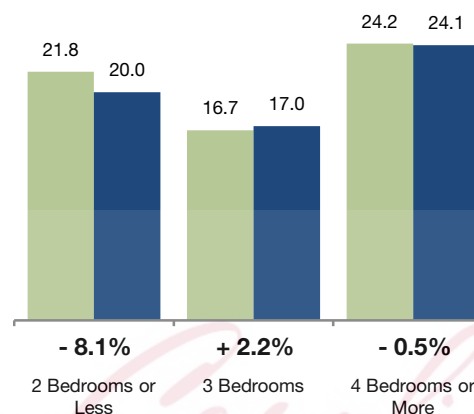
## By Price Range

■ 5-2010 ■ 5-2011



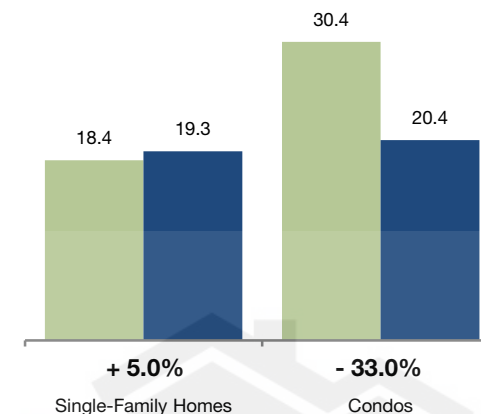
## By Bedroom Count

■ 5-2010 ■ 5-2011



## By Property Type

■ 5-2010 ■ 5-2011



## All Properties

### By Price Range

	5-2010	5-2011	Change
\$100,000 and Below	11.7	10.2	- 13.0%
\$100,001 to \$150,000	14.9	19.4	+ 30.2%
\$150,001 to \$200,000	20.1	21.6	+ 7.4%
\$200,001 to \$350,000	28.0	29.1	+ 3.7%
\$350,001 and Above	48.4	40.4	- 16.6%
<b>All Price Ranges</b>	<b>19.3</b>	<b>19.4</b>	<b>+ 0.5%</b>

## Single-Family Homes

	5-2010	5-2011	Change
\$100,000 and Below	11.4	10.4	- 8.1%
\$100,001 to \$150,000	13.7	18.1	+ 31.7%
\$150,001 to \$200,000	17.5	20.0	+ 14.5%
\$200,001 to \$350,000	26.8	28.3	+ 5.7%
\$350,001 and Above	46.4	41.2	- 11.1%
<b>All Price Ranges</b>	<b>18.4</b>	<b>19.3</b>	<b>+ 5.0%</b>

## Condos

	5-2010	5-2011	Change
\$100,000 and Below	14.4	8.5	- 41.2%
\$100,001 to \$150,000	30.8	36.5	+ 18.3%
\$150,001 to \$200,000	50.7	35.0	- 31.0%
\$200,001 to \$350,000	39.3	34.0	- 13.5%
\$350,001 and Above	37.2	12.0	- 67.7%
<b>All Price Ranges</b>	<b>30.4</b>	<b>20.4</b>	<b>- 33.0%</b>

### By Bedroom Count

	5-2010	5-2011	Change
2 Bedrooms or Less	21.8	20.0	- 8.1%
3 Bedrooms	16.7	17.0	+ 2.2%
4 Bedrooms or More	24.2	24.1	- 0.5%
<b>All Bedroom Counts</b>	<b>19.3</b>	<b>19.4</b>	<b>+ 0.5%</b>

	5-2010	5-2011	Change
2 Bedrooms or Less	21.3	20.1	- 5.7%
3 Bedrooms	15.7	16.9	+ 7.4%
4 Bedrooms or More	23.8	24.2	+ 1.5%
<b>All Bedroom Counts</b>	<b>18.4</b>	<b>19.3</b>	<b>+ 5.0%</b>

# Housing Supply Overview

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



## June 2011

When looking at where the market may be heading, local data offers a more accurate and reliable picture than national headlines. For the 12-month period spanning July 2010 through June 2011, Pending Sales in the Western Upstate region were down 5.5 percent from the same period a year prior. However, the largest gain occurred in the \$100,000 and Below range, where they increased 2.5 percent to 1,123 units.

The overall Median Sales Price was down 2.7 percent to \$121,500. However, the property type with the largest price gain was the Single-Family segment, where prices remained flat 0.0 percent to \$126,000. The price range that tended to sell the quickest was the \$100,000 and Below range at 149 days; the price range that tended to sell the slowest was the \$350,001 and Above range at 195 days.

Market-wide, inventory levels were down 9.7 percent. The property type that lost the least inventory was the Single-Family segment, where it decreased 7.5 percent. The price range in which supply grew the most relative to demand was the \$100,001 to \$150,000 range, where months supply increased 23.0 percent to 19.4 months.

## Quick Facts

<b>+ 2.5%</b>	<b>+ 2.0%</b>	<b>+ 12.3%</b>
Price Range With the Strongest Sales:	Bedroom Count With Strongest Sales:	Property Type With Strongest Sales:
<b>\$100,000 and Below</b>	<b>4 Bedrooms or More</b>	<b>Condos</b>

Pending Sales	<b>2</b>
Days on Market Until Sale	<b>3</b>
Median Sales Price	<b>4</b>
Percent of List Price Received	<b>5</b>
Inventory of Homes for Sale	<b>6</b>
Months Supply of Inventory	<b>7</b>

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



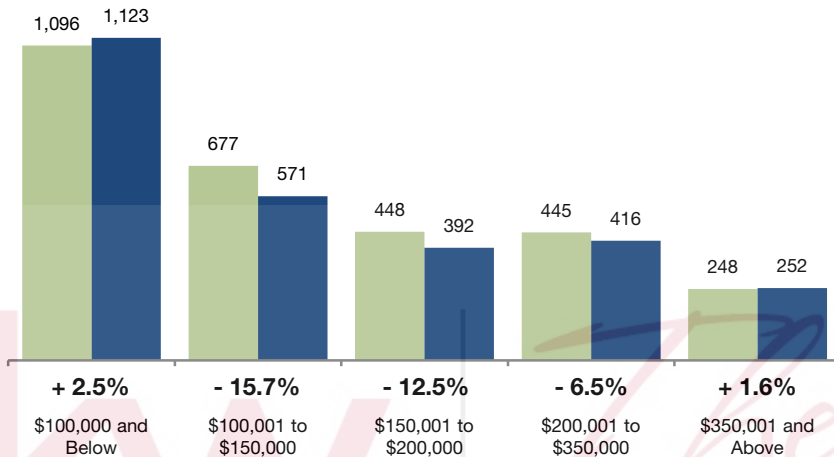
# Pending Sales

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



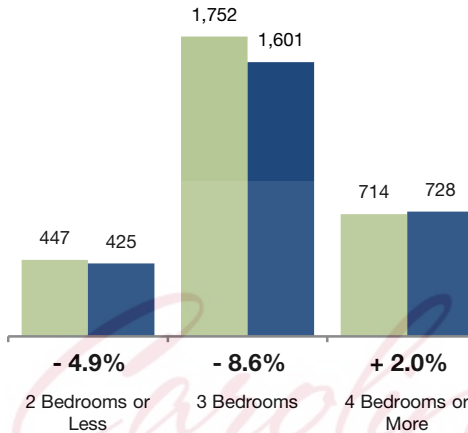
## By Price Range

6-2010 6-2011



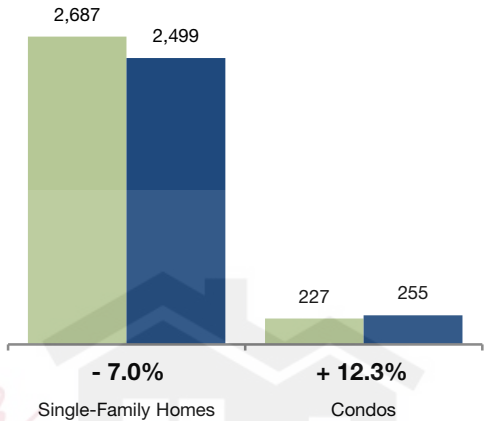
## By Bedroom Count

6-2010 6-2011



## By Property Type

6-2010 6-2011



### All Properties

#### By Price Range

	6-2010	6-2011	Change
\$100,000 and Below	1,096	1,123	+ 2.5%
\$100,001 to \$150,000	677	571	- 15.7%
\$150,001 to \$200,000	448	392	- 12.5%
\$200,001 to \$350,000	445	416	- 6.5%
\$350,001 and Above	248	252	+ 1.6%
<b>All Price Ranges</b>	<b>2,914</b>	<b>2,754</b>	<b>- 5.5%</b>

### Single-Family Homes

6-2010	6-2011	Change
981	970	- 1.1%
630	539	- 14.4%
414	362	- 12.6%
419	388	- 7.4%
243	240	- 1.2%
<b>2,687</b>	<b>2,499</b>	<b>- 7.0%</b>

### Condos

	6-2010	6-2011	Change
	115	153	+ 33.0%
	47	32	- 31.9%
	34	30	- 11.8%
	26	28	+ 7.7%
	5	12	+ 140.0%
	<b>227</b>	<b>255</b>	<b>+ 12.3%</b>

#### By Bedroom Count

	6-2010	6-2011	Change
2 Bedrooms or Less	447	425	- 4.9%
3 Bedrooms	1,752	1,601	- 8.6%
4 Bedrooms or More	714	728	+ 2.0%
<b>All Bedroom Counts</b>	<b>2,914</b>	<b>2,754</b>	<b>- 5.5%</b>

6-2010	6-2011	Change
327	317	- 3.1%
1,692	1,509	- 10.8%
667	673	+ 0.9%
<b>2,687</b>	<b>2,499</b>	<b>- 7.0%</b>

	6-2010	6-2011	Change
	120	108	- 10.0%
	60	92	+ 53.3%
	47	55	+ 17.0%
	<b>227</b>	<b>255</b>	<b>+ 12.3%</b>

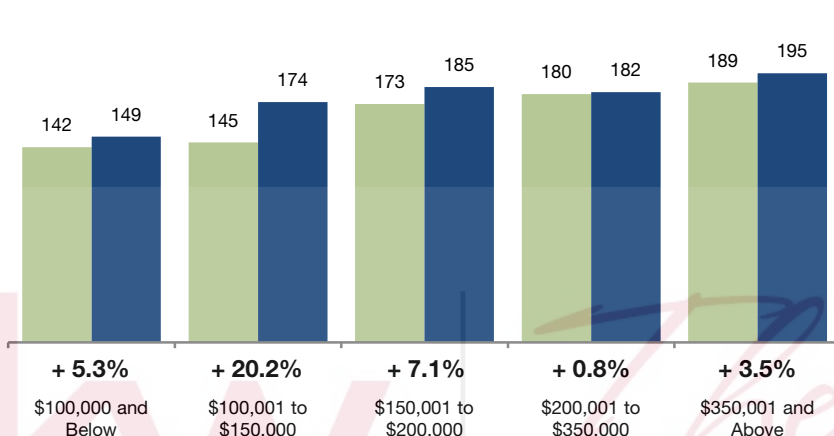
# Days on Market Until Sale

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

■ 6-2010 ■ 6-2011



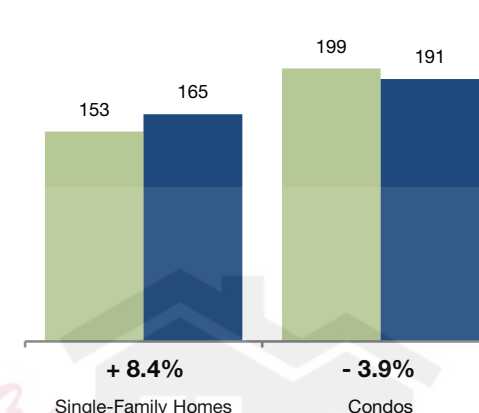
## By Bedroom Count

■ 6-2010 ■ 6-2011



## By Property Type

■ 6-2010 ■ 6-2011



## All Properties

### By Price Range

	6-2010	6-2011	Change
\$100,000 and Below	142	149	+ 5.3%
\$100,001 to \$150,000	145	174	+ 20.2%
\$150,001 to \$200,000	173	185	+ 7.1%
\$200,001 to \$350,000	180	182	+ 0.8%
\$350,001 and Above	189	195	+ 3.5%
<b>All Price Ranges</b>	<b>156</b>	<b>168</b>	<b>+ 7.6%</b>

## Single-Family Homes

	6-2010	6-2011	Change
\$100,000 and Below	137	149	+ 8.2%
\$100,001 to \$150,000	143	165	+ 15.3%
\$150,001 to \$200,000	164	181	+ 10.5%
\$200,001 to \$350,000	178	180	+ 1.2%
\$350,001 and Above	188	195	+ 3.6%
<b>All Price Ranges</b>	<b>153</b>	<b>165</b>	<b>+ 8.4%</b>

## Condos

	6-2010	6-2011	Change
\$100,000 and Below	179	153	- 14.7%
\$100,001 to \$150,000	178	299	+ 67.6%
\$150,001 to \$200,000	317	229	- 27.7%
\$200,001 to \$350,000	213	197	- 7.4%
\$350,001 and Above	217	207	- 4.3%
<b>All Price Ranges</b>	<b>199</b>	<b>191</b>	<b>- 3.9%</b>

### By Bedroom Count

	6-2010	6-2011	Change
2 Bedrooms or Less	174	173	- 1.0%
3 Bedrooms	146	162	+ 11.4%
4 Bedrooms or More	170	177	+ 4.2%
<b>All Bedroom Counts</b>	<b>156</b>	<b>168</b>	<b>+ 7.6%</b>

	6-2010	6-2011	Change
2 Bedrooms or Less	162	163	+ 0.7%
3 Bedrooms	144	161	+ 11.6%
4 Bedrooms or More	170	176	+ 3.7%
<b>All Bedroom Counts</b>	<b>153</b>	<b>165</b>	<b>+ 8.4%</b>

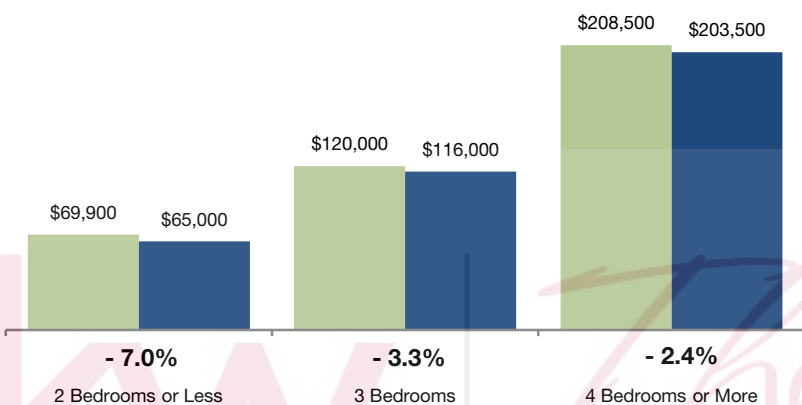
# Median Sales Price

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



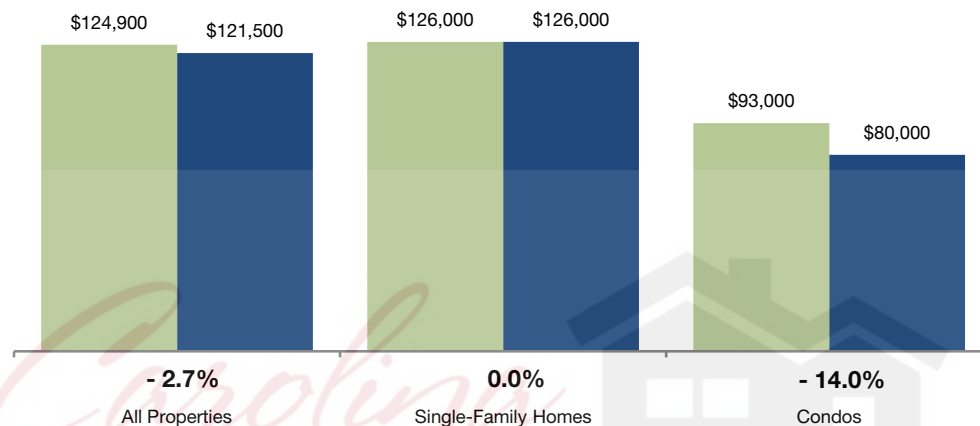
## By Bedroom Count

■ 6-2010 ■ 6-2011



## By Property Type

■ 6-2010 ■ 6-2011



### All Properties

By Bedroom Count	6-2010	6-2011	Change
2 Bedrooms or Less	\$69,900	\$65,000	- 7.0%
3 Bedrooms	\$120,000	\$116,000	- 3.3%
4 Bedrooms or More	\$208,500	\$203,500	- 2.4%
<b>All Bedroom Counts</b>	<b>\$124,900</b>	<b>\$121,500</b>	<b>- 2.7%</b>

### Single-Family Homes

6-2010	6-2011	Change
\$63,950	\$60,000	- 6.2%
\$120,000	\$115,550	- 3.7%
\$216,450	\$215,000	- 0.7%
<b>\$126,000</b>	<b>\$126,000</b>	<b>0.0%</b>

### Condos

6-2010	6-2011	Change
\$83,500	\$69,900	- 16.3%
\$143,450	\$122,000	- 15.0%
\$89,000	\$75,000	- 15.7%
<b>\$93,000</b>	<b>\$80,000</b>	<b>- 14.0%</b>

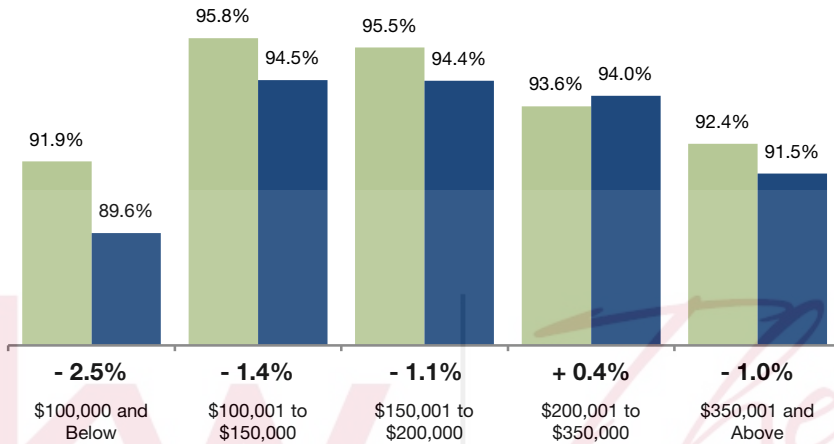
# Percent of List Price Received

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.**



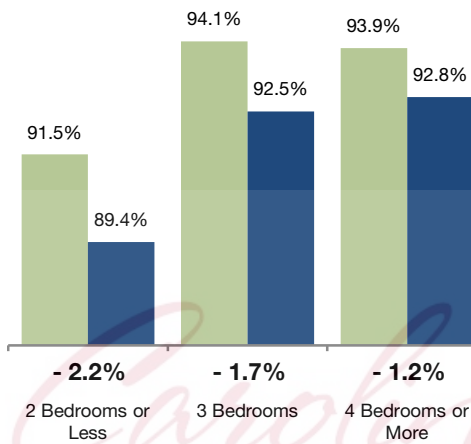
## By Price Range

■ 6-2010 ■ 6-2011



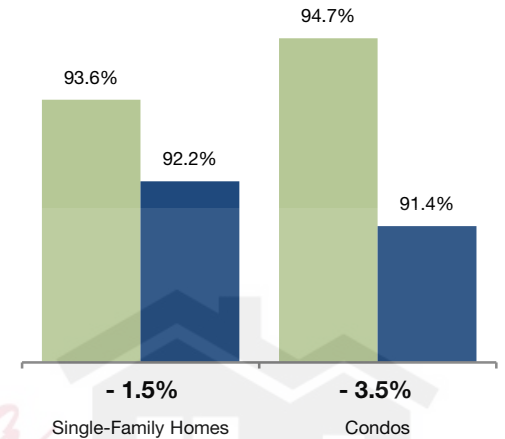
## By Bedroom Count

■ 6-2010 ■ 6-2011



## By Property Type

■ 6-2010 ■ 6-2011



### All Properties

#### By Price Range

	6-2010	6-2011	Change
\$100,000 and Below	91.9%	89.6%	- 2.5%
\$100,001 to \$150,000	95.8%	94.5%	- 1.4%
\$150,001 to \$200,000	95.5%	94.4%	- 1.1%
\$200,001 to \$350,000	93.6%	94.0%	+ 0.4%
\$350,001 and Above	92.4%	91.5%	- 1.0%
<b>All Price Ranges</b>	<b>93.7%</b>	<b>92.1%</b>	<b>- 1.7%</b>

### Single-Family Homes

	6-2010	6-2011	Change
\$100,000 and Below	91.5%	89.3%	- 2.4%
\$100,001 to \$150,000	95.8%	94.9%	- 1.0%
\$150,001 to \$200,000	95.5%	94.4%	- 1.2%
\$200,001 to \$350,000	93.7%	94.1%	+ 0.5%
\$350,001 and Above	92.5%	91.5%	- 1.1%
<b>All Price Ranges</b>	<b>93.6%</b>	<b>92.2%</b>	<b>- 1.5%</b>

### Condos

	6-2010	6-2011	Change
\$100,000 and Below	94.7%	91.1%	- 3.8%
\$100,001 to \$150,000	95.9%	89.5%	- 6.7%
\$150,001 to \$200,000	94.9%	95.4%	+ 0.5%
\$200,001 to \$350,000	92.9%	91.8%	- 1.2%
\$350,001 and Above	89.2%	91.2%	+ 2.3%
<b>All Price Ranges</b>	<b>94.7%</b>	<b>91.4%</b>	<b>- 3.5%</b>

#### By Bedroom Count

	6-2010	6-2011	Change
2 Bedrooms or Less	91.5%	89.4%	- 2.2%
3 Bedrooms	94.1%	92.5%	- 1.7%
4 Bedrooms or More	93.9%	92.8%	- 1.2%
<b>All Bedroom Counts</b>	<b>93.7%</b>	<b>92.1%</b>	<b>- 1.7%</b>

	6-2010	6-2011	Change
2 Bedrooms or Less	90.5%	89.3%	- 1.3%
3 Bedrooms	94.1%	92.6%	- 1.6%
4 Bedrooms or More	93.7%	92.5%	- 1.3%
<b>All Bedroom Counts</b>	<b>93.6%</b>	<b>92.2%</b>	<b>- 1.5%</b>

	6-2010	6-2011	Change
2 Bedrooms or Less	94.0%	89.7%	- 4.5%
3 Bedrooms	93.9%	90.4%	- 3.7%
4 Bedrooms or More	97.0%	96.3%	- 0.7%
<b>All Bedroom Counts</b>	<b>94.7%</b>	<b>91.4%</b>	<b>- 3.5%</b>

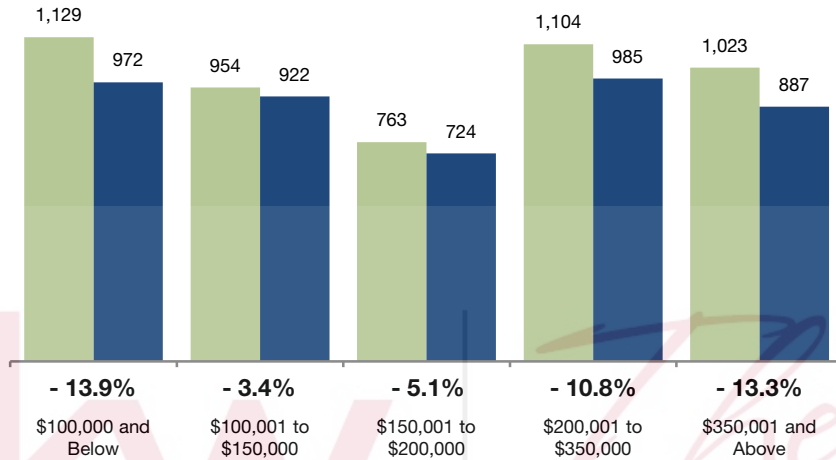
# Inventory of Homes for Sale

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



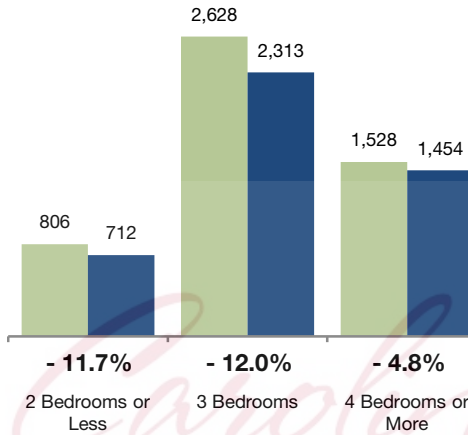
## By Price Range

■ 6-2010 ■ 6-2011



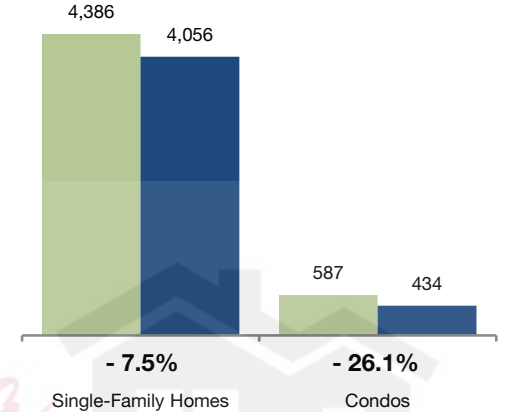
## By Bedroom Count

■ 6-2010 ■ 6-2011



## By Property Type

■ 6-2010 ■ 6-2011



### All Properties

#### By Price Range

	6-2010	6-2011	Change
\$100,000 and Below	1,129	972	- 13.9%
\$100,001 to \$150,000	954	922	- 3.4%
\$150,001 to \$200,000	763	724	- 5.1%
\$200,001 to \$350,000	1,104	985	- 10.8%
\$350,001 and Above	1,023	887	- 13.3%
<b>All Price Ranges</b>	<b>4,973</b>	<b>4,490</b>	<b>- 9.7%</b>

### Single-Family Homes

	6-2010	6-2011	Change
2 Bedrooms or Less	976	860	- 11.9%
3 Bedrooms	825	810	- 1.8%
4 Bedrooms or More	633	617	- 2.5%
	991	909	- 8.3%
	961	860	- 10.5%
<b>All Single-Family Homes</b>	<b>4,386</b>	<b>4,056</b>	<b>- 7.5%</b>

### Condos

	6-2010	6-2011	Change
Single-Family Homes	153	112	- 26.8%
Condos	129	112	- 13.2%
	130	107	- 17.7%
	113	76	- 32.7%
	62	27	- 56.5%
<b>All Condos</b>	<b>587</b>	<b>434</b>	<b>- 26.1%</b>

#### By Bedroom Count

	6-2010	6-2011	Change
2 Bedrooms or Less	806	712	- 11.7%
3 Bedrooms	2,628	2,313	- 12.0%
4 Bedrooms or More	1,528	1,454	- 4.8%
<b>All Bedroom Counts</b>	<b>4,973</b>	<b>4,490</b>	<b>- 9.7%</b>

	6-2010	6-2011	Change
2 Bedrooms or Less	572	524	- 8.4%
3 Bedrooms	2,419	2,168	- 10.4%
4 Bedrooms or More	1,384	1,353	- 2.2%
<b>All Single-Family Homes</b>	<b>4,386</b>	<b>4,056</b>	<b>- 7.5%</b>

	6-2010	6-2011	Change
Single-Family Homes	234	188	- 19.7%
Condos	209	145	- 30.6%
	144	101	- 29.9%
<b>All Condos</b>	<b>587</b>	<b>434</b>	<b>- 26.1%</b>

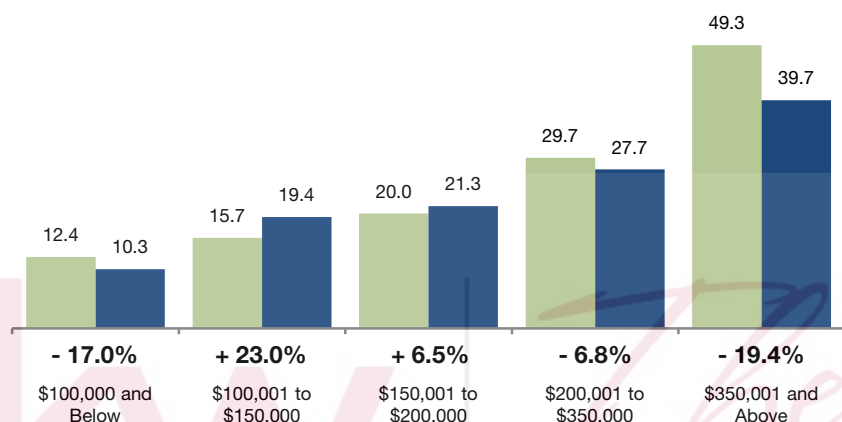
# Months Supply of Inventory

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.



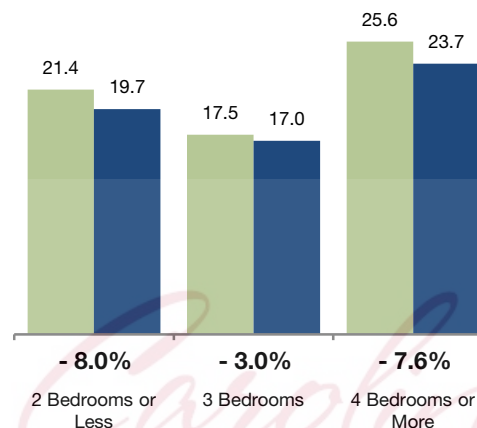
## By Price Range

■ 6-2010 ■ 6-2011



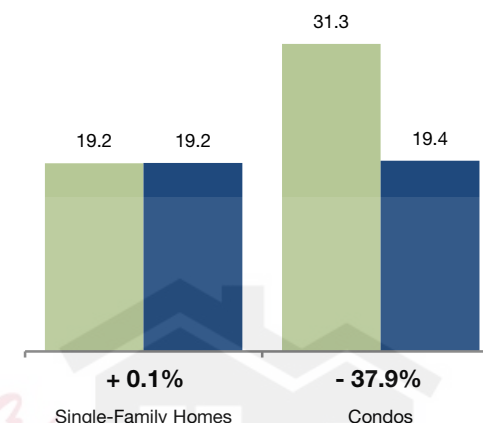
## By Bedroom Count

■ 6-2010 ■ 6-2011



## By Property Type

■ 6-2010 ■ 6-2011



## All Properties

### By Price Range

	6-2010	6-2011	Change
\$100,000 and Below	12.4	10.3	- 17.0%
\$100,001 to \$150,000	15.7	19.4	+ 23.0%
\$150,001 to \$200,000	20.0	21.3	+ 6.5%
\$200,001 to \$350,000	29.7	27.7	- 6.8%
\$350,001 and Above	49.3	39.7	- 19.4%
<b>All Price Ranges</b>	<b>20.1</b>	<b>19.2</b>	<b>- 4.4%</b>

## Single-Family Homes

	6-2010	6-2011	Change
\$100,000 and Below	12.0	10.6	- 12.2%
\$100,001 to \$150,000	14.6	18.1	+ 23.8%
\$150,001 to \$200,000	17.6	19.9	+ 13.2%
\$200,001 to \$350,000	28.3	27.3	- 3.4%
\$350,001 and Above	47.3	40.8	- 13.7%
<b>All Price Ranges</b>	<b>19.2</b>	<b>19.2</b>	<b>+ 0.1%</b>

## Condos

	6-2010	6-2011	Change
\$100,000 and Below	15.6	8.7	- 44.3%
\$100,001 to \$150,000	31.0	36.2	+ 17.0%
\$150,001 to \$200,000	50.0	32.7	- 34.6%
\$200,001 to \$350,000	43.5	27.1	- 37.5%
\$350,001 and Above	37.2	14.4	- 61.3%
<b>All Price Ranges</b>	<b>31.3</b>	<b>19.4</b>	<b>- 37.9%</b>

### By Bedroom Count

	6-2010	6-2011	Change
2 Bedrooms or Less	21.4	19.7	- 8.0%
3 Bedrooms	17.5	17.0	- 3.0%
4 Bedrooms or More	25.6	23.7	- 7.6%
<b>All Bedroom Counts</b>	<b>20.1</b>	<b>19.2</b>	<b>- 4.4%</b>

	6-2010	6-2011	Change
2 Bedrooms or Less	20.9	19.6	- 6.4%
3 Bedrooms	16.6	17.0	+ 2.2%
4 Bedrooms or More	24.9	23.8	- 4.5%
<b>All Bedroom Counts</b>	<b>19.2</b>	<b>19.2</b>	<b>+ 0.1%</b>

# Housing Supply Overview

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



## July 2011

Not all segments are created equal. Market activity can vary greatly from one property type or price range to the next. For the 12-month period spanning August 2010 through July 2011, Pending Sales in the Western Upstate region were down 5.9 percent from the same period a year prior. However, the largest gain occurred in the \$100,000 and Below range, where they increased 1.5 percent to 1,118 units.

The overall Median Sales Price was down 1.2 percent to \$122,500. But the property type with the largest price gain was the Single-Family segment, where prices increased 1.0 percent to \$126,250. The price range that tended to sell the quickest was the \$100,000 and Below range at 151 days; the price range that tended to sell the slowest was the \$350,001 and Above range at 201 days.

Market-wide, inventory levels were down 10.9 percent. The property type that lost the least inventory was the Single-Family segment, where it decreased 8.8 percent. That amounts to 18.7 months supply for Single-Family homes and 19.4 months supply for Condos.

## Quick Facts

+ 1.5%	+ 0.3%	+ 12.8%
Price Range With the Strongest Sales:	Bedroom Count With Strongest Sales:	Property Type With Strongest Sales:
\$100,000 and Below	4 Bedrooms or More	Condos

## S U C C E S S T E A M

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.](#)



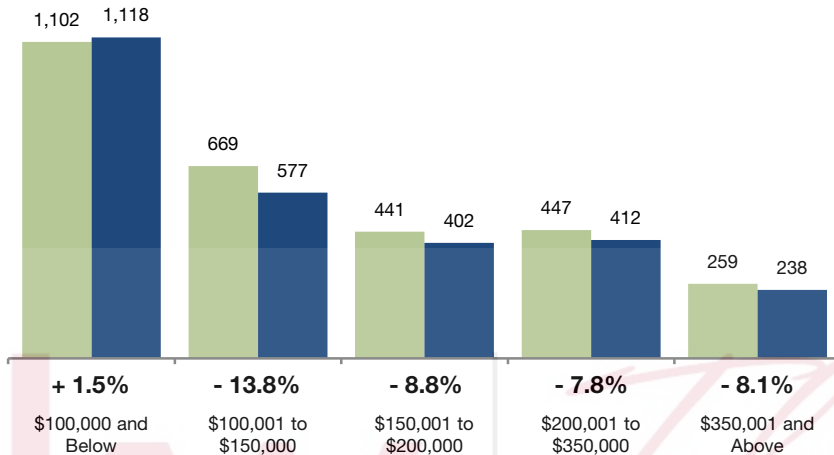
# Pending Sales

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



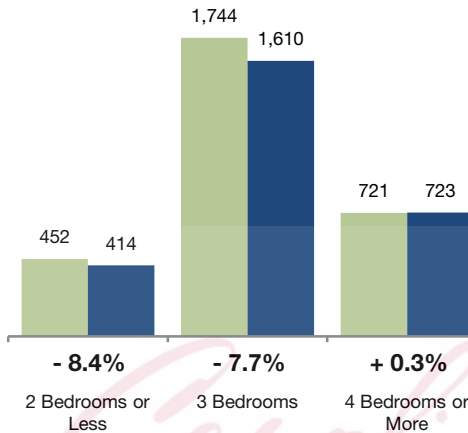
## By Price Range

7-2010 7-2011



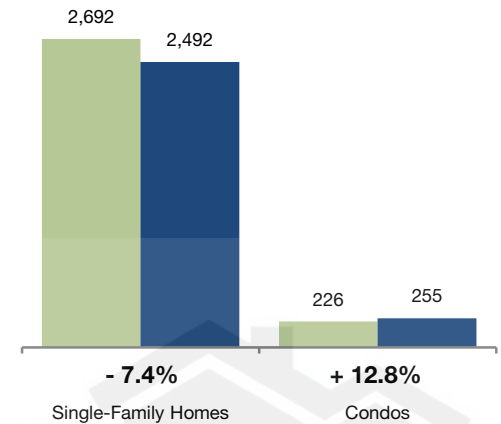
## By Bedroom Count

7-2010 7-2011



## By Property Type

7-2010 7-2011



### All Properties

#### By Price Range

	7-2010	7-2011	Change
\$100,000 and Below	1,102	1,118	+ 1.5%
\$100,001 to \$150,000	669	577	- 13.8%
\$150,001 to \$200,000	441	402	- 8.8%
\$200,001 to \$350,000	447	412	- 7.8%
\$350,001 and Above	259	238	- 8.1%
<b>All Price Ranges</b>	<b>2,918</b>	<b>2,747</b>	<b>- 5.9%</b>

### Single-Family Homes

	7-2010	7-2011	Change
2 Bedrooms or Less	983	966	- 1.7%
3 Bedrooms	623	548	- 12.0%
4 Bedrooms or More	412	370	- 10.2%
	421	382	- 9.3%
	253	226	- 10.7%
<b>All Single-Family Homes</b>	<b>2,692</b>	<b>2,492</b>	<b>- 7.4%</b>

### Condos

	7-2010	7-2011	Change
1 Bedroom	119	152	+ 27.7%
2 Bedrooms	46	29	- 37.0%
3 Bedrooms	29	32	+ 10.3%
4 Bedrooms or More	26	30	+ 15.4%
	6	12	+ 100.0%
<b>All Condos</b>	<b>226</b>	<b>255</b>	<b>+ 12.8%</b>

#### By Bedroom Count

	7-2010	7-2011	Change
2 Bedrooms or Less	452	414	- 8.4%
3 Bedrooms	1,744	1,610	- 7.7%
4 Bedrooms or More	721	723	+ 0.3%
<b>All Bedroom Counts</b>	<b>2,918</b>	<b>2,747</b>	<b>- 5.9%</b>

	7-2010	7-2011	Change
2 Bedrooms or Less	334	313	- 6.3%
3 Bedrooms	1,683	1,511	- 10.2%
4 Bedrooms or More	674	668	- 0.9%
<b>All Single-Family Homes</b>	<b>2,692</b>	<b>2,492</b>	<b>- 7.4%</b>

	7-2010	7-2011	Change
1 Bedroom	118	101	- 14.4%
2 Bedrooms	61	99	+ 62.3%
3 Bedrooms	47	55	+ 17.0%
<b>All Condos</b>	<b>226</b>	<b>255</b>	<b>+ 12.8%</b>

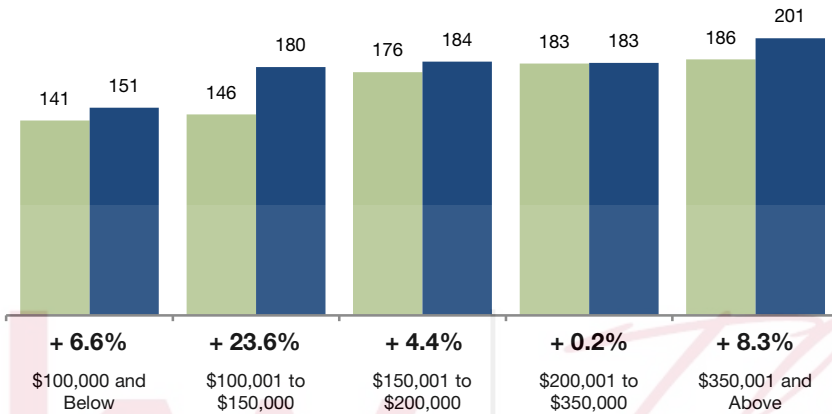
# Days on Market Until Sale

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

7-2010 7-2011



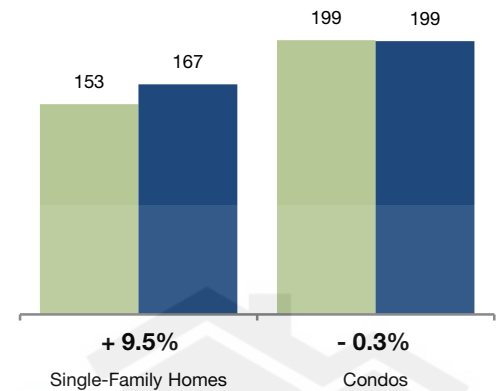
## By Bedroom Count

7-2010 7-2011



## By Property Type

7-2010 7-2011



## All Properties

### By Price Range

	7-2010	7-2011	Change
\$100,000 and Below	141	151	+ 6.6%
\$100,001 to \$150,000	146	180	+ 23.6%
\$150,001 to \$200,000	176	184	+ 4.4%
\$200,001 to \$350,000	183	183	+ 0.2%
\$350,001 and Above	186	201	+ 8.3%
<b>All Price Ranges</b>	<b>157</b>	<b>170</b>	<b>+ 8.7%</b>

## Single-Family Homes

	7-2010	7-2011	Change
\$100,000 and Below	136	150	+ 10.3%
\$100,001 to \$150,000	144	168	+ 16.6%
\$150,001 to \$200,000	168	179	+ 6.5%
\$200,001 to \$350,000	179	184	+ 3.0%
\$350,001 and Above	187	200	+ 6.6%
<b>All Price Ranges</b>	<b>153</b>	<b>167</b>	<b>+ 9.5%</b>

## Condos

	7-2010	7-2011	Change
\$100,000 and Below	186	153	- 17.4%
\$100,001 to \$150,000	172	361	+ 109.4%
\$150,001 to \$200,000	284	242	- 14.8%
\$200,001 to \$350,000	243	163	- 33.1%
\$350,001 and Above	130	251	+ 93.2%
<b>All Price Ranges</b>	<b>199</b>	<b>199</b>	<b>- 0.3%</b>

### By Bedroom Count

	7-2010	7-2011	Change
2 Bedrooms or Less	174	174	- 0.3%
3 Bedrooms	147	164	+ 11.9%
4 Bedrooms or More	170	182	+ 6.7%
<b>All Bedroom Counts</b>	<b>157</b>	<b>170</b>	<b>+ 8.7%</b>

	7-2010	7-2011	Change
2 Bedrooms or Less	160	166	+ 3.8%
3 Bedrooms	145	163	+ 12.2%
4 Bedrooms or More	170	179	+ 5.1%
<b>All Bedroom Counts</b>	<b>153</b>	<b>167</b>	<b>+ 9.5%</b>

	7-2010	7-2011	Change
2 Bedrooms or Less	211	196	- 6.9%
3 Bedrooms	194	188	- 3.1%
4 Bedrooms or More	176	221	+ 25.5%
<b>All Bedroom Counts</b>	<b>199</b>	<b>199</b>	<b>- 0.3%</b>

# Median Sales Price

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



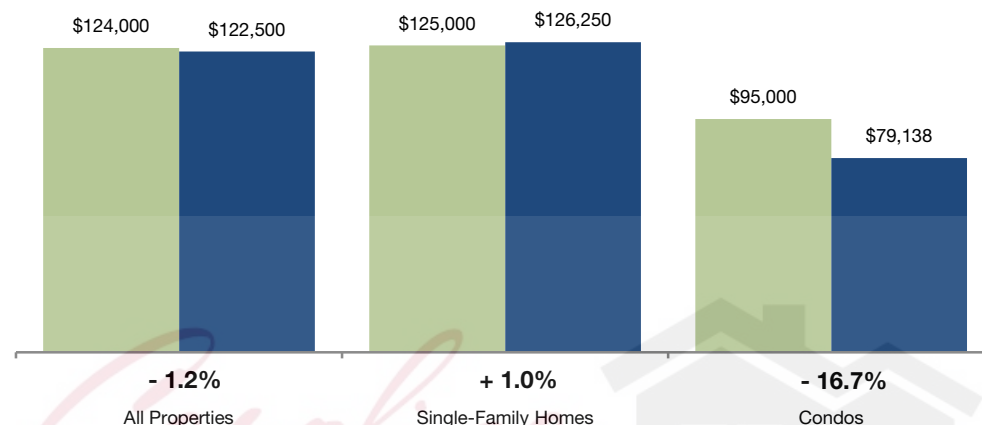
## By Bedroom Count

■ 7-2010 ■ 7-2011



## By Property Type

■ 7-2010 ■ 7-2011



### All Properties

By Bedroom Count	7-2010	7-2011	Change
2 Bedrooms or Less	\$69,000	\$65,000	- 5.8%
3 Bedrooms	\$120,000	\$116,000	- 3.3%
4 Bedrooms or More	\$207,500	\$202,000	- 2.7%
<b>All Bedroom Counts</b>	<b>\$124,000</b>	<b>\$122,500</b>	<b>- 1.2%</b>

### Single-Family Homes

7-2010	7-2011	Change
\$61,450	\$64,250	+ 4.6%
\$119,159	\$116,500	- 2.2%
\$217,000	\$215,000	- 0.9%
<b>\$125,000</b>	<b>\$126,250</b>	<b>+ 1.0%</b>

### Condos

7-2010	7-2011	Change
\$86,950	\$69,900	- 19.6%
\$144,900	\$115,200	- 20.5%
\$89,500	\$76,000	- 15.1%
<b>\$95,000</b>	<b>\$79,138</b>	<b>- 16.7%</b>

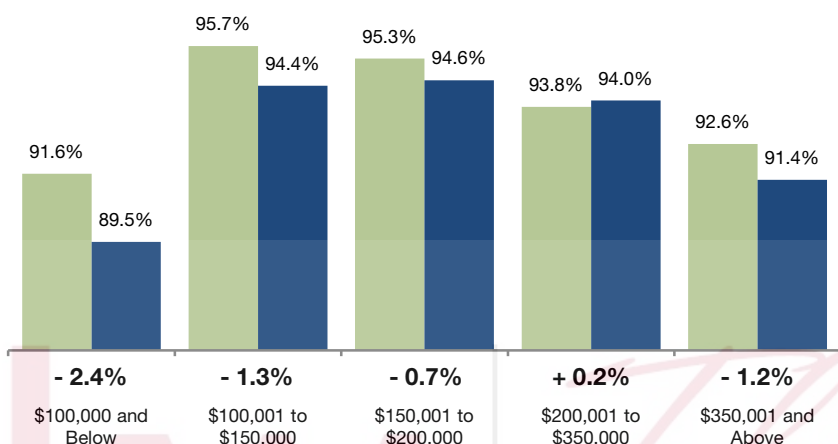
# Percent of List Price Received

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.**



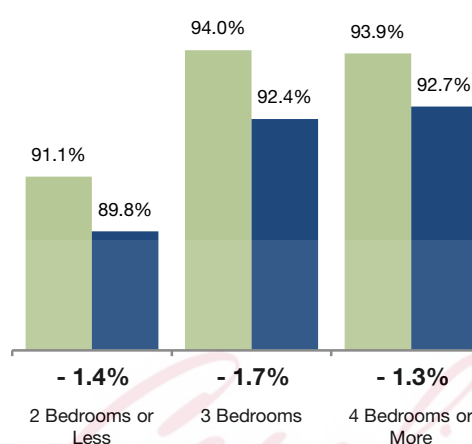
## By Price Range

7-2010 7-2011



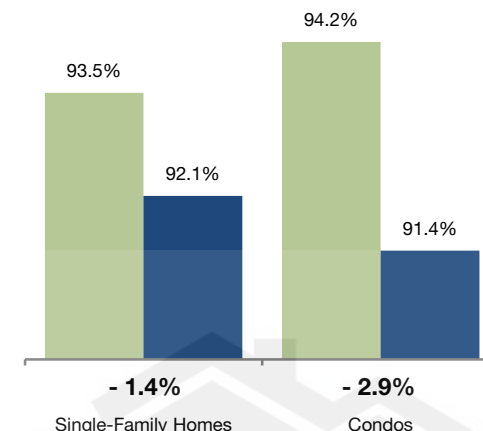
## By Bedroom Count

7-2010 7-2011



## By Property Type

7-2010 7-2011



## All Properties

### By Price Range

	7-2010	7-2011	Change
\$100,000 and Below	91.6%	89.5%	- 2.4%
\$100,001 to \$150,000	95.7%	94.4%	- 1.3%
\$150,001 to \$200,000	95.3%	94.6%	- 0.7%
\$200,001 to \$350,000	93.8%	94.0%	+ 0.2%
\$350,001 and Above	92.6%	91.4%	- 1.2%
<b>All Price Ranges</b>	<b>93.5%</b>	<b>92.1%</b>	<b>- 1.6%</b>

## Single-Family Homes

	7-2010	7-2011	Change
\$100,000 and Below	91.3%	89.3%	- 2.2%
\$100,001 to \$150,000	95.8%	94.7%	- 1.2%
\$150,001 to \$200,000	95.4%	94.5%	- 0.9%
\$200,001 to \$350,000	93.8%	94.1%	+ 0.3%
\$350,001 and Above	92.6%	91.5%	- 1.2%
<b>All Price Ranges</b>	<b>93.5%</b>	<b>92.1%</b>	<b>- 1.4%</b>

## Condos

	7-2010	7-2011	Change
\$100,000 and Below	94.4%	90.7%	- 3.9%
\$100,001 to \$150,000	93.9%	90.7%	- 3.4%
\$150,001 to \$200,000	94.8%	95.8%	+ 1.0%
\$200,001 to \$350,000	93.0%	92.6%	- 0.4%
\$350,001 and Above	92.8%	89.3%	- 3.8%
<b>All Price Ranges</b>	<b>94.2%</b>	<b>91.4%</b>	<b>- 2.9%</b>

### By Bedroom Count

	7-2010	7-2011	Change
2 Bedrooms or Less	91.1%	89.8%	- 1.4%
3 Bedrooms	94.0%	92.4%	- 1.7%
4 Bedrooms or More	93.9%	92.7%	- 1.3%
<b>All Bedroom Counts</b>	<b>93.5%</b>	<b>92.1%</b>	<b>- 1.6%</b>

	7-2010	7-2011	Change
2 Bedrooms or Less	90.5%	89.5%	- 1.0%
3 Bedrooms	94.0%	92.5%	- 1.5%
4 Bedrooms or More	93.7%	92.5%	- 1.3%
<b>All Bedroom Counts</b>	<b>93.5%</b>	<b>92.1%</b>	<b>- 1.4%</b>

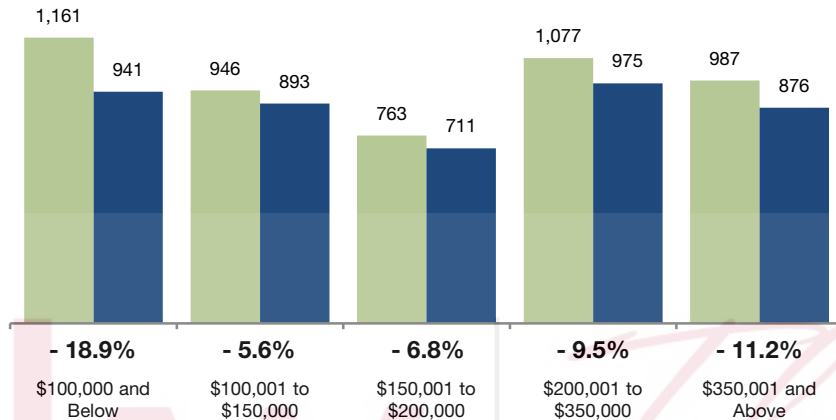
# Inventory of Homes for Sale

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



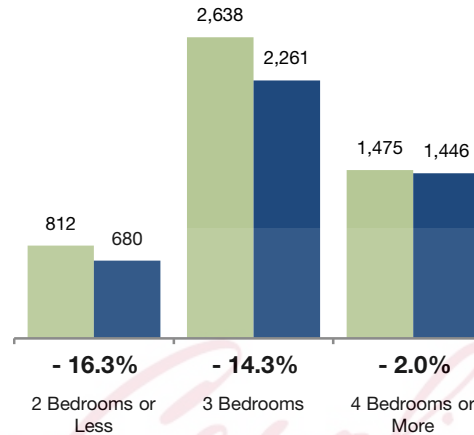
## By Price Range

■ 7-2010 ■ 7-2011



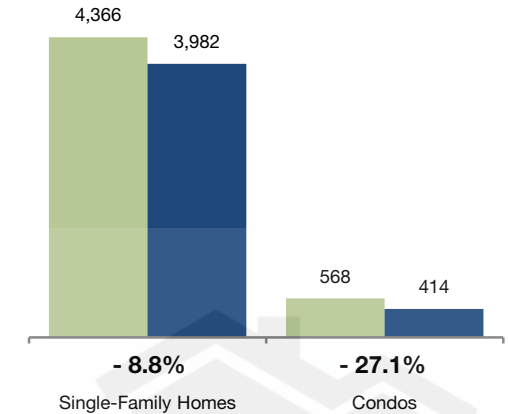
## By Bedroom Count

■ 7-2010 ■ 7-2011



## By Property Type

■ 7-2010 ■ 7-2011



### All Properties

#### By Price Range

	7-2010	7-2011	Change
\$100,000 and Below	1,161	941	- 18.9%
\$100,001 to \$150,000	946	893	- 5.6%
\$150,001 to \$200,000	763	711	- 6.8%
\$200,001 to \$350,000	1,077	975	- 9.5%
\$350,001 and Above	987	876	- 11.2%
<b>All Price Ranges</b>	<b>4,934</b>	<b>4,396</b>	<b>- 10.9%</b>

### Single-Family Homes

	7-2010	7-2011	Change
\$100,000 and Below	1,018	838	- 17.7%
\$100,001 to \$150,000	824	778	- 5.6%
\$150,001 to \$200,000	625	608	- 2.7%
\$200,001 to \$350,000	968	908	- 6.2%
\$350,001 and Above	931	850	- 8.7%
<b>All Price Ranges</b>	<b>4,366</b>	<b>3,982</b>	<b>- 8.8%</b>

### Condos

	7-2010	7-2011	Change
\$100,000 and Below	143	103	- 28.0%
\$100,001 to \$150,000	122	115	- 5.7%
\$150,001 to \$200,000	138	103	- 25.4%
\$200,001 to \$350,000	109	67	- 38.5%
\$350,001 and Above	56	26	- 53.6%
<b>All Price Ranges</b>	<b>568</b>	<b>414</b>	<b>- 27.1%</b>

#### By Bedroom Count

	7-2010	7-2011	Change
2 Bedrooms or Less	812	680	- 16.3%
3 Bedrooms	2,638	2,261	- 14.3%
4 Bedrooms or More	1,475	1,446	- 2.0%
<b>All Bedroom Counts</b>	<b>4,934</b>	<b>4,396</b>	<b>- 10.9%</b>

	7-2010	7-2011	Change
2 Bedrooms or Less	584	499	- 14.6%
3 Bedrooms	2,436	2,130	- 12.6%
4 Bedrooms or More	1,337	1,344	+ 0.5%
<b>All Bedroom Counts</b>	<b>4,366</b>	<b>3,982</b>	<b>- 8.8%</b>

	7-2010	7-2011	Change
2 Bedrooms or Less	228	181	- 20.6%
3 Bedrooms	202	131	- 35.1%
4 Bedrooms or More	138	102	- 26.1%
<b>All Bedroom Counts</b>	<b>568</b>	<b>414</b>	<b>- 27.1%</b>

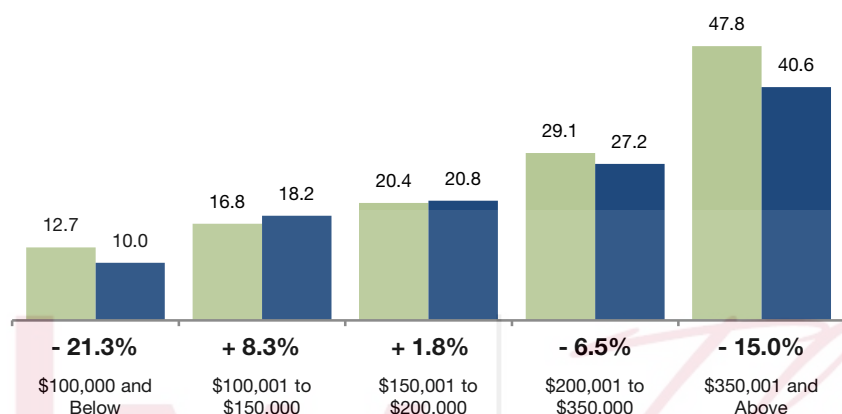
# Months Supply of Inventory

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.



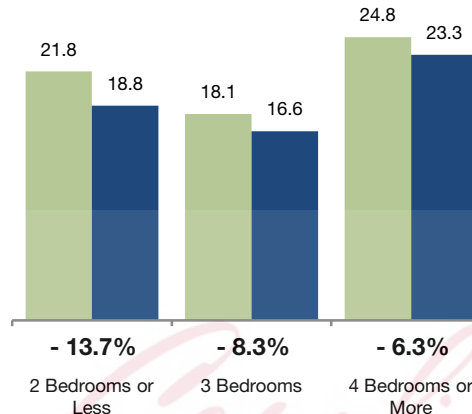
## By Price Range

■ 7-2010 ■ 7-2011



## By Bedroom Count

■ 7-2010 ■ 7-2011



## By Property Type

■ 7-2010 ■ 7-2011



## All Properties

### By Price Range

	7-2010	7-2011	Change
\$100,000 and Below	12.7	10.0	- 21.3%
\$100,001 to \$150,000	16.8	18.2	+ 8.3%
\$150,001 to \$200,000	20.4	20.8	+ 1.8%
\$200,001 to \$350,000	29.1	27.2	- 6.5%
\$350,001 and Above	47.8	40.6	- 15.0%
<b>All Price Ranges</b>	<b>20.3</b>	<b>18.7</b>	<b>- 7.9%</b>

## Single-Family Homes

	7-2010	7-2011	Change
\$100,000 and Below	12.5	10.3	- 17.3%
\$100,001 to \$150,000	15.7	16.8	+ 6.6%
\$150,001 to \$200,000	18.1	19.2	+ 6.0%
\$200,001 to \$350,000	27.8	27.2	- 2.0%
\$350,001 and Above	46.0	41.3	- 10.2%
<b>All Price Ranges</b>	<b>19.5</b>	<b>18.7</b>	<b>- 4.4%</b>

## Condos

	7-2010	7-2011	Change
\$100,000 and Below	14.9	8.1	- 45.5%
\$100,001 to \$150,000	31.1	35.9	+ 15.4%
\$150,001 to \$200,000	44.6	37.8	- 15.4%
\$200,001 to \$350,000	41.9	22.3	- 46.7%
\$350,001 and Above	33.6	15.2	- 54.9%
<b>All Price Ranges</b>	<b>30.0</b>	<b>19.4</b>	<b>- 35.4%</b>

### By Bedroom Count

	7-2010	7-2011	Change
2 Bedrooms or Less	21.8	18.8	- 13.7%
3 Bedrooms	18.1	16.6	- 8.3%
4 Bedrooms or More	24.8	23.3	- 6.3%
<b>All Bedroom Counts</b>	<b>20.3</b>	<b>18.7</b>	<b>- 7.9%</b>

	7-2010	7-2011	Change
2 Bedrooms or Less	21.4	18.4	- 14.0%
3 Bedrooms	17.3	16.5	- 4.3%
4 Bedrooms or More	24.1	23.3	- 3.1%
<b>All Bedroom Counts</b>	<b>19.5</b>	<b>18.7</b>	<b>- 4.4%</b>

# Housing Supply Overview

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



## August 2011

In times of economic uncertainty, a home is one of the best long-term investments you can make. For the 12-month period spanning September 2010 through August 2011, Pending Sales in the Western Upstate region were down 7.1 percent from the same period a year prior. The smallest decline occurred in the \$100,000 and Below range, where they decreased 2.0 percent to 1,099 units.

The overall Median Sales Price was down 0.5 percent to \$123,000. But the property type with the largest price gain was the Single-Family segment, where prices increased 1.0 percent to \$126,250. The price range that tended to sell the quickest was the \$100,000 and Below range at 152 days; the price range that tended to sell the slowest was the \$350,001 and Above range at 206 days.

Market-wide, inventory levels were down 11.7 percent. The property type that lost the least inventory was the Single-Family segment, where it decreased 9.9 percent. That amounts to 18.4 months supply for Single-Family homes and 18.6 months supply for Condos.

## Quick Facts

- 2.0%

Price Range With the  
Strongest Sales:  
\$100,000 and Below

+ 2.6%

Bedroom Count With  
Strongest Sales:  
4 Bedrooms or More

+ 7.2%

Property Type With  
Strongest Sales:  
Condos

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.](#)



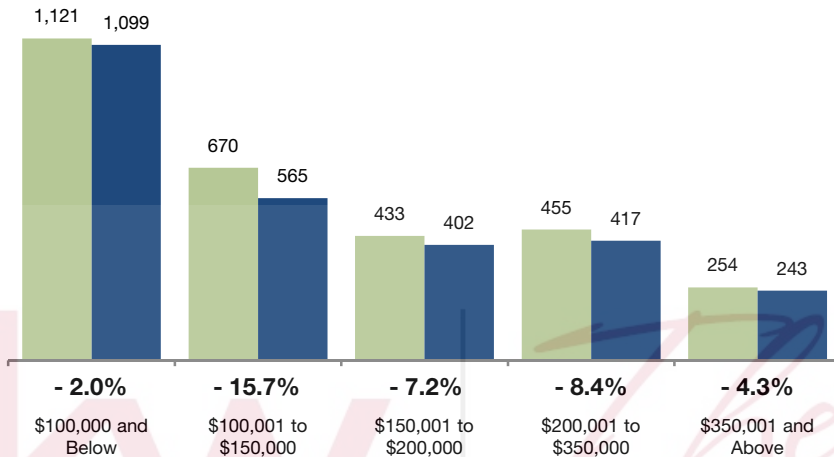
# Pending Sales

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



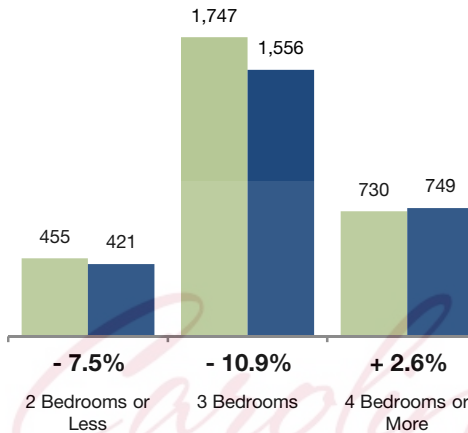
## By Price Range

■ 8-2010 ■ 8-2011



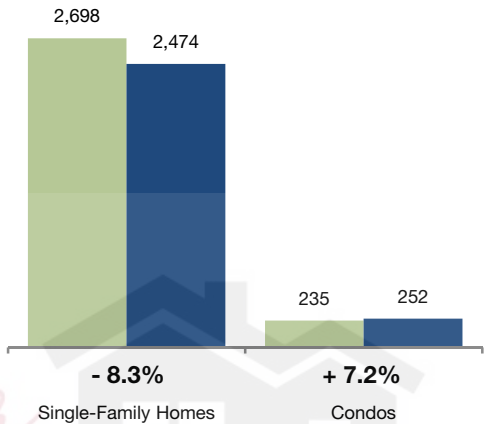
## By Bedroom Count

■ 8-2010 ■ 8-2011



## By Property Type

■ 8-2010 ■ 8-2011



### All Properties

#### By Price Range

	8-2010	8-2011	Change
\$100,000 and Below	1,121	1,099	- 2.0%
\$100,001 to \$150,000	670	565	- 15.7%
\$150,001 to \$200,000	433	402	- 7.2%
\$200,001 to \$350,000	455	417	- 8.4%
\$350,001 and Above	254	243	- 4.3%
<b>All Price Ranges</b>	<b>2,933</b>	<b>2,726</b>	<b>- 7.1%</b>

### Single-Family Homes

	8-2010	8-2011	Change
	996	947	- 4.9%
	623	536	- 14.0%
	404	370	- 8.4%
	427	390	- 8.7%
	248	231	- 6.9%
<b>All Single-Family Homes</b>	<b>2,698</b>	<b>2,474</b>	<b>- 8.3%</b>

### Condos

	8-2010	8-2011	Change
	125	152	+ 21.6%
	47	29	- 38.3%
	29	32	+ 10.3%
	28	27	- 3.6%
	6	12	+ 100.0%
<b>All Condos</b>	<b>235</b>	<b>252</b>	<b>+ 7.2%</b>

#### By Bedroom Count

	8-2010	8-2011	Change
2 Bedrooms or Less	455	421	- 7.5%
3 Bedrooms	1,747	1,556	- 10.9%
4 Bedrooms or More	730	749	+ 2.6%
<b>All Bedroom Counts</b>	<b>2,933</b>	<b>2,726</b>	<b>- 7.1%</b>

	8-2010	8-2011	Change
	336	323	- 3.9%
	1,683	1,456	- 13.5%
	678	695	+ 2.5%
<b>All Single-Family Homes</b>	<b>2,698</b>	<b>2,474</b>	<b>- 8.3%</b>

	8-2010	8-2011	Change
	119	98	- 17.6%
	64	100	+ 56.3%
	52	54	+ 3.8%
<b>All Condos</b>	<b>235</b>	<b>252</b>	<b>+ 7.2%</b>

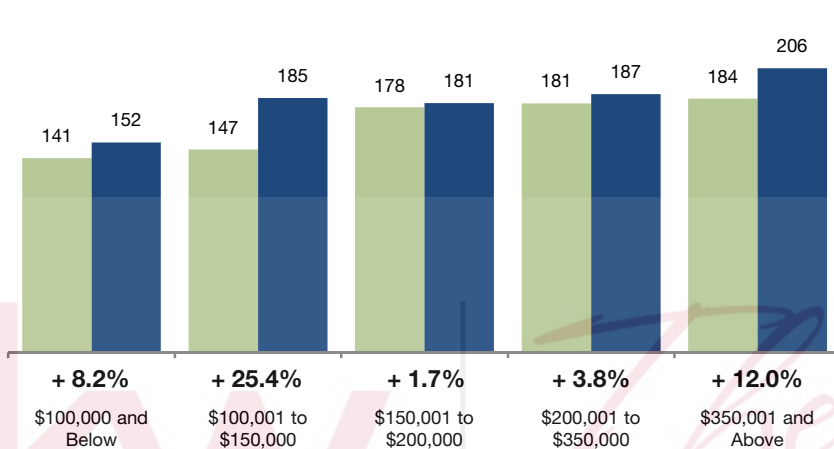
# Days on Market Until Sale

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

■ 8-2010 ■ 8-2011



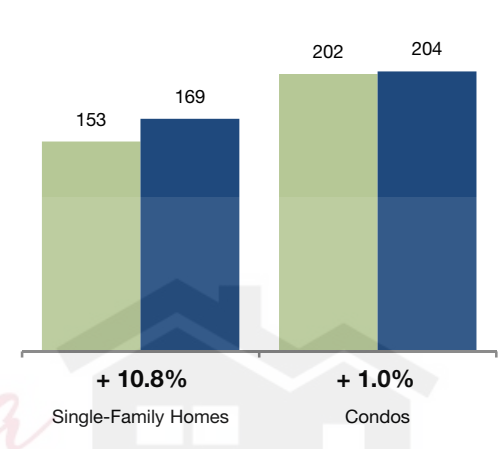
## By Bedroom Count

■ 8-2010 ■ 8-2011



## By Property Type

■ 8-2010 ■ 8-2011



## All Properties

### By Price Range

	8-2010	8-2011	Change
\$100,000 and Below	141	152	+ 8.2%
\$100,001 to \$150,000	147	185	+ 25.4%
\$150,001 to \$200,000	178	181	+ 1.7%
\$200,001 to \$350,000	181	187	+ 3.8%
\$350,001 and Above	184	206	+ 12.0%
<b>All Price Ranges</b>	<b>157</b>	<b>172</b>	<b>+ 10.1%</b>

## Single-Family Homes

	8-2010	8-2011	Change
\$100,000 and Below	135	151	+ 11.9%
\$100,001 to \$150,000	144	170	+ 18.1%
\$150,001 to \$200,000	168	177	+ 5.5%
\$200,001 to \$350,000	179	189	+ 5.5%
\$350,001 and Above	186	205	+ 10.3%
<b>All Price Ranges</b>	<b>153</b>	<b>169</b>	<b>+ 10.8%</b>

## Condos

	8-2010	8-2011	Change
\$100,000 and Below	184	157	- 14.4%
\$100,001 to \$150,000	189	394	+ 108.1%
\$150,001 to \$200,000	327	229	- 30.0%
\$200,001 to \$350,000	206	163	- 21.0%
\$350,001 and Above	136	267	+ 95.6%
<b>All Price Ranges</b>	<b>202</b>	<b>204</b>	<b>+ 1.0%</b>

### By Bedroom Count

	8-2010	8-2011	Change
2 Bedrooms or Less	172	174	+ 0.8%
3 Bedrooms	148	168	+ 13.6%
4 Bedrooms or More	169	182	+ 8.1%
<b>All Bedroom Counts</b>	<b>157</b>	<b>172</b>	<b>+ 10.1%</b>

	8-2010	8-2011	Change
2 Bedrooms or Less	155	166	+ 7.1%
3 Bedrooms	146	166	+ 13.6%
4 Bedrooms or More	169	178	+ 5.5%
<b>All Bedroom Counts</b>	<b>153</b>	<b>169</b>	<b>+ 10.8%</b>

	8-2010	8-2011	Change
2 Bedrooms or Less	220	198	- 9.7%
3 Bedrooms	196	194	- 1.4%
4 Bedrooms or More	162	234	+ 44.2%
<b>All Bedroom Counts</b>	<b>202</b>	<b>204</b>	<b>+ 1.0%</b>

# Median Sales Price

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

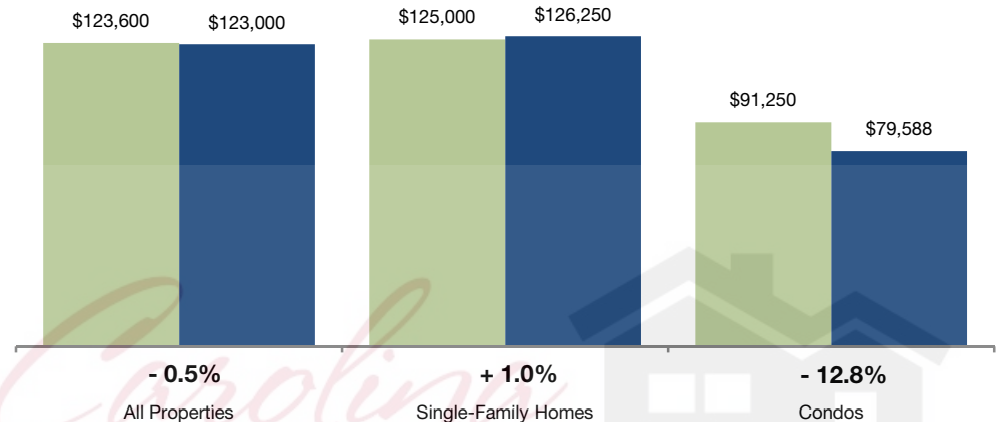
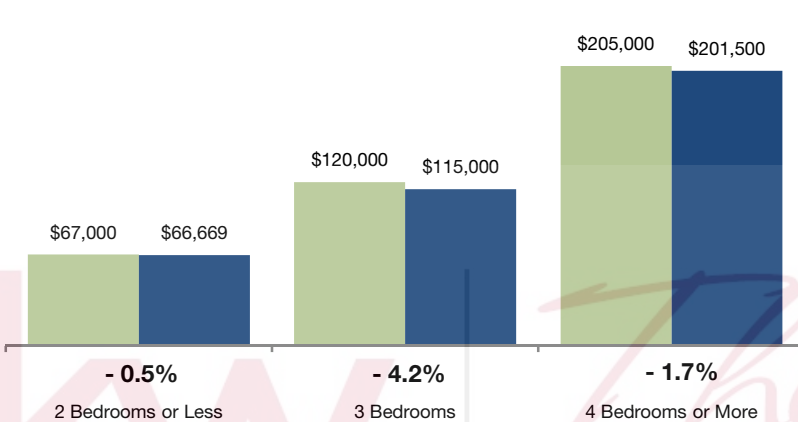


## By Bedroom Count

■ 8-2010 ■ 8-2011

## By Property Type

■ 8-2010 ■ 8-2011



### All Properties

By Bedroom Count	8-2010	8-2011	Change
2 Bedrooms or Less	\$67,000	\$66,669	- 0.5%
3 Bedrooms	\$120,000	\$115,000	- 4.2%
4 Bedrooms or More	\$205,000	\$201,500	- 1.7%
<b>All Bedroom Counts</b>	<b>\$123,600</b>	<b>\$123,000</b>	<b>- 0.5%</b>

### Single-Family Homes

	8-2010	8-2011	Change
	\$60,000	\$62,700	+ 4.5%
	\$119,205	\$115,950	- 2.7%
	\$218,000	\$215,228	- 1.3%
	<b>\$125,000</b>	<b>\$126,250</b>	<b>+ 1.0%</b>

### Condos

	8-2010	8-2011	Change
	\$82,000	\$74,900	- 8.7%
	\$144,900	\$112,000	- 22.7%
	\$74,500	\$76,000	+ 2.0%
	<b>\$91,250</b>	<b>\$79,588</b>	<b>- 12.8%</b>

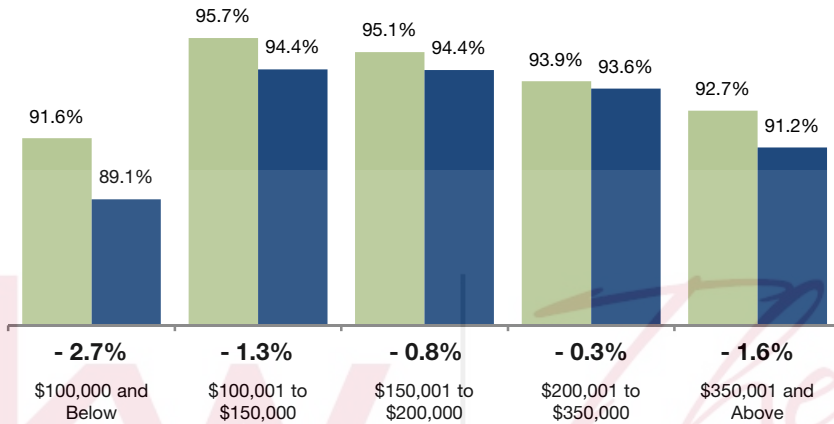
# Percent of List Price Received

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.**



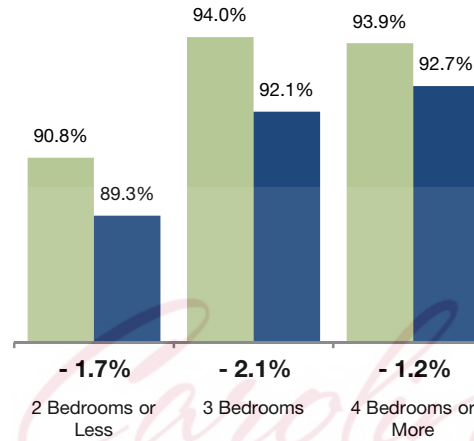
## By Price Range

■ 8-2010 ■ 8-2011



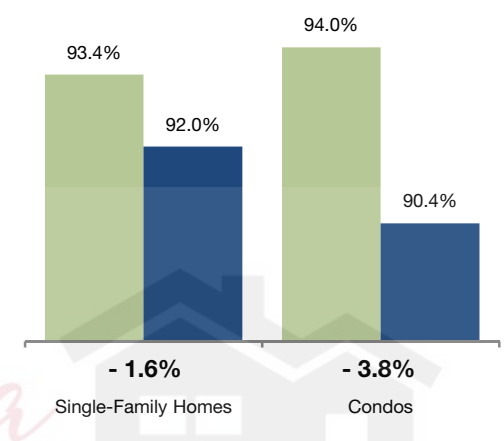
## By Bedroom Count

■ 8-2010 ■ 8-2011



## By Property Type

■ 8-2010 ■ 8-2011



### All Properties

#### By Price Range

	8-2010	8-2011	Change
\$100,000 and Below	91.6%	89.1%	- 2.7%
\$100,001 to \$150,000	95.7%	94.4%	- 1.3%
\$150,001 to \$200,000	95.1%	94.4%	- 0.8%
\$200,001 to \$350,000	93.9%	93.6%	- 0.3%
\$350,001 and Above	92.7%	91.2%	- 1.6%
<b>All Price Ranges</b>	<b>93.5%</b>	<b>91.8%</b>	<b>- 1.8%</b>

### Single-Family Homes

	8-2010	8-2011	Change
\$100,000 and Below	91.2%	89.0%	- 2.5%
\$100,001 to \$150,000	95.8%	94.7%	- 1.2%
\$150,001 to \$200,000	95.2%	94.3%	- 0.9%
\$200,001 to \$350,000	93.9%	94.0%	+ 0.1%
\$350,001 and Above	92.7%	91.3%	- 1.5%
<b>All Price Ranges</b>	<b>93.4%</b>	<b>92.0%</b>	<b>- 1.6%</b>

### Condos

	8-2010	8-2011	Change
\$100,000 and Below	94.5%	90.0%	- 4.8%
\$100,001 to \$150,000	93.3%	90.5%	- 3.0%
\$150,001 to \$200,000	93.3%	94.9%	+ 1.8%
\$200,001 to \$350,000	93.6%	88.4%	- 5.6%
\$350,001 and Above	92.7%	88.7%	- 4.3%
<b>All Price Ranges</b>	<b>94.0%</b>	<b>90.4%</b>	<b>- 3.8%</b>

#### By Bedroom Count

	8-2010	8-2011	Change
2 Bedrooms or Less	90.8%	89.3%	- 1.7%
3 Bedrooms	94.0%	92.1%	- 2.1%
4 Bedrooms or More	93.9%	92.7%	- 1.2%
<b>All Bedroom Counts</b>	<b>93.5%</b>	<b>91.8%</b>	<b>- 1.8%</b>

	8-2010	8-2011	Change
2 Bedrooms or Less	90.3%	89.1%	- 1.3%
3 Bedrooms	94.0%	92.3%	- 1.8%
4 Bedrooms or More	93.6%	92.6%	- 1.1%
<b>All Bedroom Counts</b>	<b>93.4%</b>	<b>92.0%</b>	<b>- 1.6%</b>

	8-2010	8-2011	Change
2 Bedrooms or Less	92.3%	90.0%	- 2.5%
3 Bedrooms	94.8%	88.4%	- 6.8%
4 Bedrooms or More	97.2%	95.2%	- 2.1%
<b>All Bedroom Counts</b>	<b>94.0%</b>	<b>90.4%</b>	<b>- 3.8%</b>

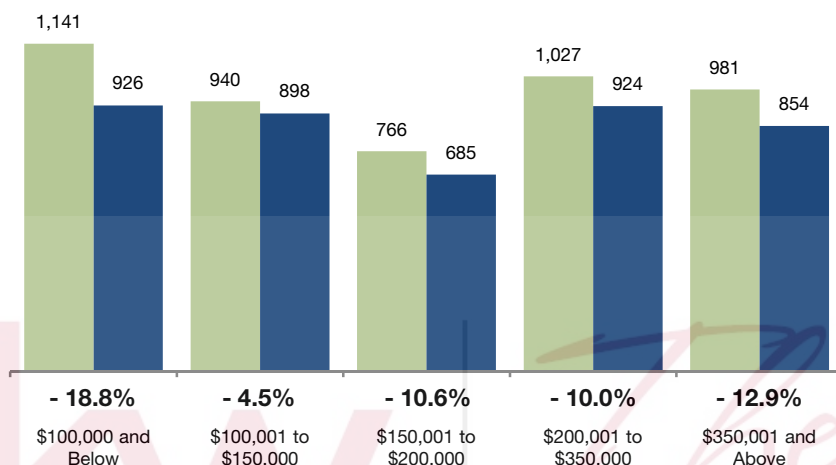
# Inventory of Homes for Sale

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



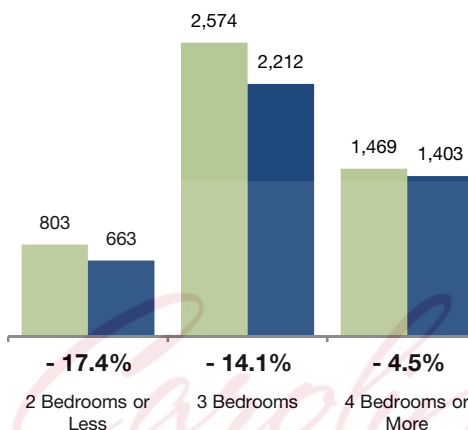
## By Price Range

■ 8-2010 ■ 8-2011



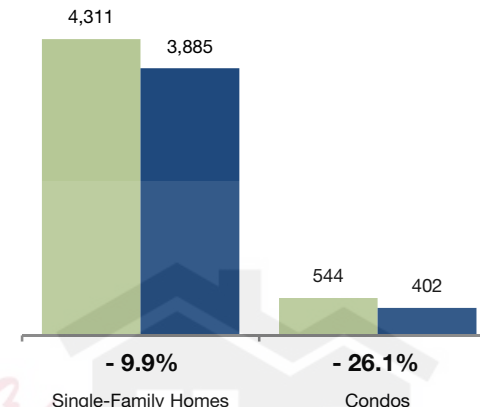
## By Bedroom Count

■ 8-2010 ■ 8-2011



## By Property Type

■ 8-2010 ■ 8-2011



## All Properties

### By Price Range

	8-2010	8-2011	Change
\$100,000 and Below	1,141	926	- 18.8%
\$100,001 to \$150,000	940	898	- 4.5%
\$150,001 to \$200,000	766	685	- 10.6%
\$200,001 to \$350,000	1,027	924	- 10.0%
\$350,001 and Above	981	854	- 12.9%
<b>All Price Ranges</b>	<b>4,855</b>	<b>4,287</b>	<b>- 11.7%</b>

## Single-Family Homes

	8-2010	8-2011	Change
\$100,000 and Below	1,001	831	- 17.0%
\$100,001 to \$150,000	820	787	- 4.0%
\$150,001 to \$200,000	632	583	- 7.8%
\$200,001 to \$350,000	934	861	- 7.8%
\$350,001 and Above	924	823	- 10.9%
<b>All Price Ranges</b>	<b>4,311</b>	<b>3,885</b>	<b>- 9.9%</b>

## Condos

	8-2010	8-2011	Change
\$100,000 and Below	140	95	- 32.1%
\$100,001 to \$150,000	120	111	- 7.5%
\$150,001 to \$200,000	134	102	- 23.9%
\$200,001 to \$350,000	93	63	- 32.3%
\$350,001 and Above	57	31	- 45.6%
<b>All Price Ranges</b>	<b>544</b>	<b>402</b>	<b>- 26.1%</b>

### By Bedroom Count

	8-2010	8-2011	Change
2 Bedrooms or Less	803	663	- 17.4%
3 Bedrooms	2,574	2,212	- 14.1%
4 Bedrooms or More	1,469	1,403	- 4.5%
<b>All Bedroom Counts</b>	<b>4,855</b>	<b>4,287</b>	<b>- 11.7%</b>

	8-2010	8-2011	Change
2 Bedrooms or Less	593	485	- 18.2%
3 Bedrooms	2,367	2,088	- 11.8%
4 Bedrooms or More	1,342	1,303	- 2.9%
<b>All Bedroom Counts</b>	<b>4,311</b>	<b>3,885</b>	<b>- 9.9%</b>

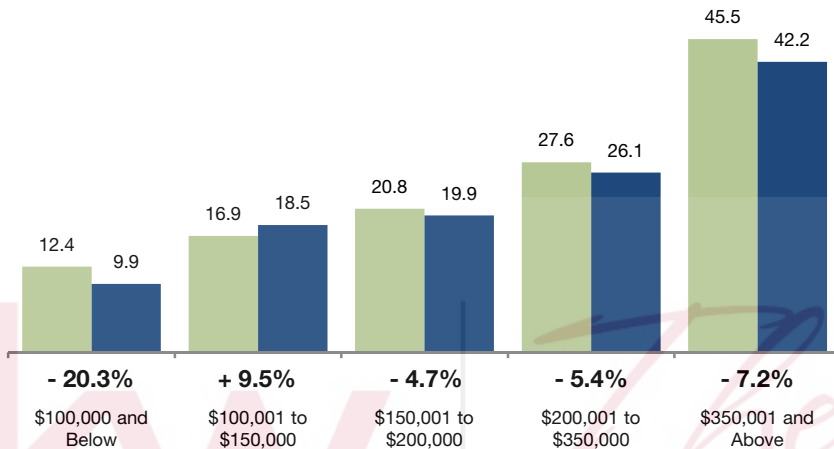
# Months Supply of Inventory

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.



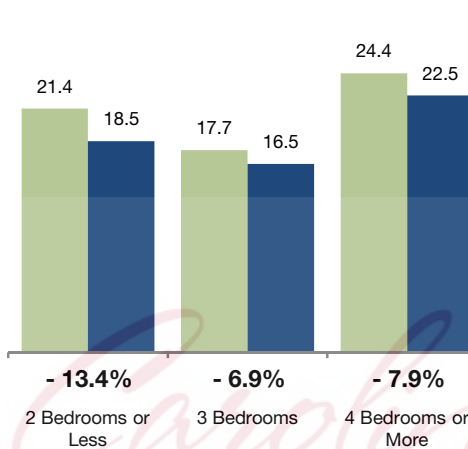
## By Price Range

■ 8-2010 ■ 8-2011



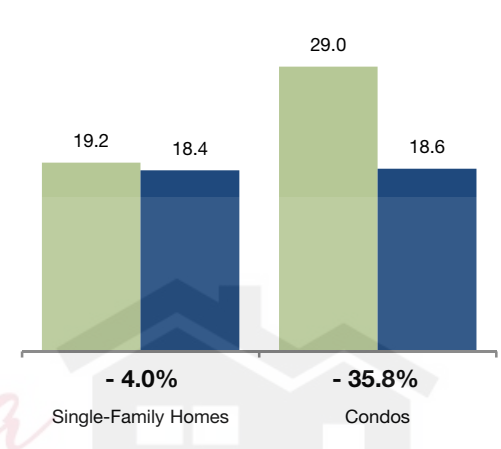
## By Bedroom Count

■ 8-2010 ■ 8-2011



## By Property Type

■ 8-2010 ■ 8-2011



## All Properties

### By Price Range

	8-2010	8-2011	Change
\$100,000 and Below	12.4	9.9	- 20.3%
\$100,001 to \$150,000	16.9	18.5	+ 9.5%
\$150,001 to \$200,000	20.8	19.9	- 4.7%
\$200,001 to \$350,000	27.6	26.1	- 5.4%
\$350,001 and Above	45.5	42.2	- 7.2%
<b>All Price Ranges</b>	<b>20.0</b>	<b>18.5</b>	<b>- 7.6%</b>

## Single-Family Homes

	8-2010	8-2011	Change
\$100,000 and Below	12.2	10.3	- 15.9%
\$100,001 to \$150,000	15.8	17.1	+ 8.1%
\$150,001 to \$200,000	18.4	18.4	+ 0.0%
\$200,001 to \$350,000	26.6	26.2	- 1.5%
\$350,001 and Above	43.8	42.8	- 2.4%
<b>All Price Ranges</b>	<b>19.2</b>	<b>18.4</b>	<b>- 4.0%</b>

## Condos

	8-2010	8-2011	Change
\$100,000 and Below	14.1	7.5	- 46.9%
\$100,001 to \$150,000	32.0	37.0	+ 15.6%
\$150,001 to \$200,000	46.2	36.0	- 22.1%
\$200,001 to \$350,000	35.8	20.3	- 43.2%
\$350,001 and Above	38.0	18.1	- 52.4%
<b>All Price Ranges</b>	<b>29.0</b>	<b>18.6</b>	<b>- 35.8%</b>

### By Bedroom Count

	8-2010	8-2011	Change
2 Bedrooms or Less	21.4	18.5	- 13.4%
3 Bedrooms	17.7	16.5	- 6.9%
4 Bedrooms or More	24.4	22.5	- 7.9%
<b>All Bedroom Counts</b>	<b>20.0</b>	<b>18.5</b>	<b>- 7.6%</b>

	8-2010	8-2011	Change
2 Bedrooms or Less	21.3	17.9	- 15.9%
3 Bedrooms	16.9	16.6	- 1.8%
4 Bedrooms or More	23.9	22.6	- 5.3%
<b>All Bedroom Counts</b>	<b>19.2</b>	<b>18.4</b>	<b>- 4.0%</b>

	8-2010	8-2011	Change
2 Bedrooms or Less	21.5	20.3	- 5.6%
3 Bedrooms	40.7	15.3	- 62.3%
4 Bedrooms or More	29.7	21.1	- 29.2%
<b>All Bedroom Counts</b>	<b>29.0</b>	<b>18.6</b>	<b>- 35.8%</b>

# Housing Supply Overview

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



## September 2011

It's no secret that certain market segments tend to outperform others based on a number of factors. For the 12-month period spanning October 2010 through September 2011, Pending Sales in the Western Upstate region were down 5.6 percent overall. The price range with the smallest decline in sales was the \$100,000 and Below range, where they decreased 0.1 percent.

The overall Median Sales Price was up 0.3 percent to \$124,900. The property type with the largest price gain was the Single-Family segment, where prices increased 0.6 percent to \$127,800. The price range that tended to sell the quickest was the \$100,000 and Below range at 156 days; the price range that tended to sell the slowest was the \$350,001 and Above range at 210 days.

Market-wide, inventory levels were down 11.2 percent. The property type that lost the least inventory was the Single-Family segment, where it decreased 9.0 percent. That amounts to 17.9 months supply for Single-Family homes and 16.3 months supply for Condos.

## Quick Facts

- 0.1%

Price Range With the  
Strongest Sales:  
\$100,000 and Below

+ 1.6%

Bedroom Count With  
Strongest Sales:  
4 Bedrooms or More

+ 4.5%

Property Type With  
Strongest Sales:  
Condos

S U C C E S S T E A M

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.](#)



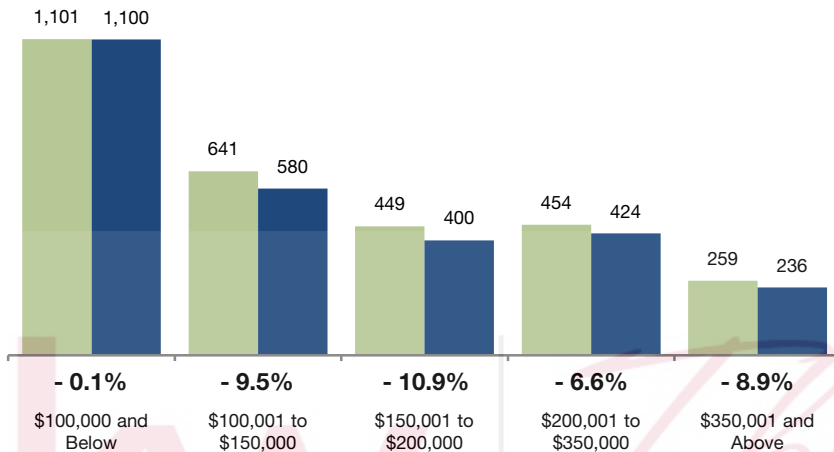
# Pending Sales

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



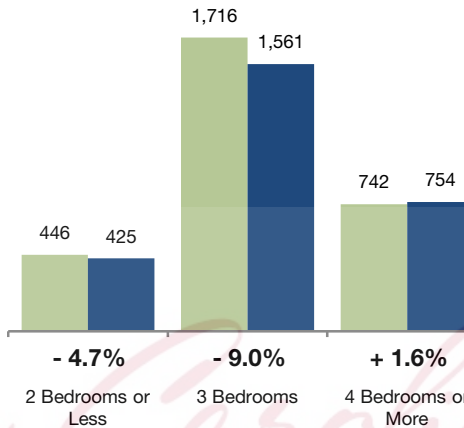
## By Price Range

■ 9-2010 ■ 9-2011



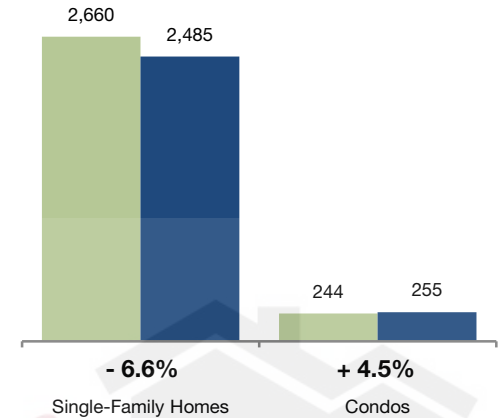
## By Bedroom Count

■ 9-2010 ■ 9-2011



## By Property Type

■ 9-2010 ■ 9-2011



### All Properties

#### By Price Range

	9-2010	9-2011	Change
\$100,000 and Below	1,101	1,100	- 0.1%
\$100,001 to \$150,000	641	580	- 9.5%
\$150,001 to \$200,000	449	400	- 10.9%
\$200,001 to \$350,000	454	424	- 6.6%
\$350,001 and Above	259	236	- 8.9%
<b>All Price Ranges</b>	<b>2,904</b>	<b>2,740</b>	<b>- 5.6%</b>

### Single-Family Homes

	9-2010	9-2011	Change
\$100,000 and Below	970	949	- 2.2%
\$100,001 to \$150,000	598	549	- 8.2%
\$150,001 to \$200,000	416	363	- 12.7%
\$200,001 to \$350,000	424	399	- 5.9%
\$350,001 and Above	252	225	- 10.7%
<b>All Price Ranges</b>	<b>2,660</b>	<b>2,485</b>	<b>- 6.6%</b>

### Condos

	9-2010	9-2011	Change
\$100,000 and Below	131	151	+ 15.3%
\$100,001 to \$150,000	43	31	- 27.9%
\$150,001 to \$200,000	33	37	+ 12.1%
\$200,001 to \$350,000	30	25	- 16.7%
\$350,001 and Above	7	11	+ 57.1%
<b>All Price Ranges</b>	<b>244</b>	<b>255</b>	<b>+ 4.5%</b>

#### By Bedroom Count

	9-2010	9-2011	Change
2 Bedrooms or Less	446	425	- 4.7%
3 Bedrooms	1,716	1,561	- 9.0%
4 Bedrooms or More	742	754	+ 1.6%
<b>All Bedroom Counts</b>	<b>2,904</b>	<b>2,740</b>	<b>- 5.6%</b>

	9-2010	9-2011	Change
2 Bedrooms or Less	330	324	- 1.8%
3 Bedrooms	1,646	1,466	- 10.9%
4 Bedrooms or More	684	695	+ 1.6%
<b>All Bedroom Counts</b>	<b>2,660</b>	<b>2,485</b>	<b>- 6.6%</b>

	9-2010	9-2011	Change
2 Bedrooms or Less	116	101	- 12.9%
3 Bedrooms	70	95	+ 35.7%
4 Bedrooms or More	58	59	+ 1.7%
<b>All Bedroom Counts</b>	<b>244</b>	<b>255</b>	<b>+ 4.5%</b>

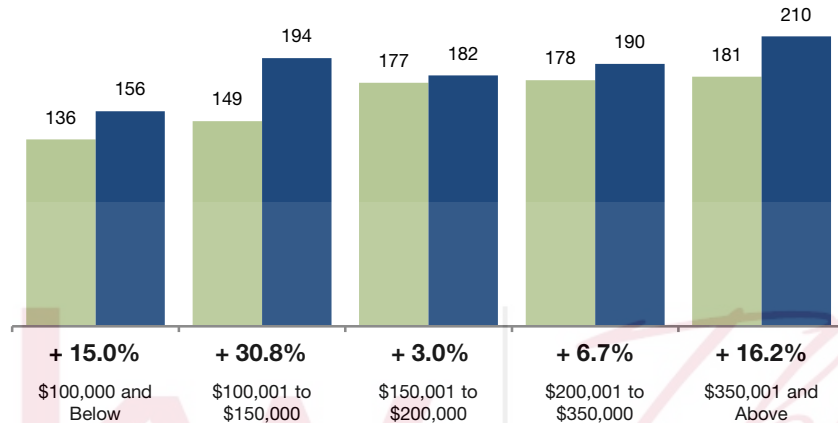
# Days on Market Until Sale

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



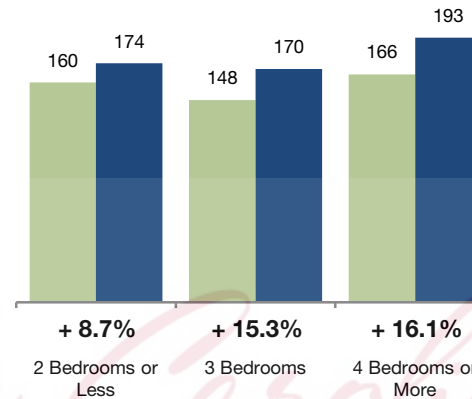
## By Price Range

■ 9-2010 ■ 9-2011



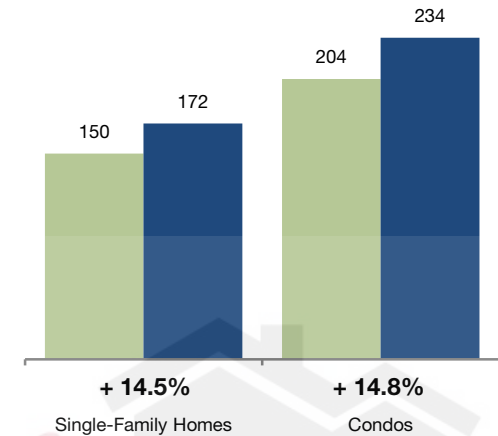
## By Bedroom Count

■ 9-2010 ■ 9-2011



## By Property Type

■ 9-2010 ■ 9-2011



## All Properties

### By Price Range

	9-2010	9-2011	Change
\$100,000 and Below	136	156	+ 15.0%
\$100,001 to \$150,000	149	194	+ 30.8%
\$150,001 to \$200,000	177	182	+ 3.0%
\$200,001 to \$350,000	178	190	+ 6.7%
\$350,001 and Above	181	210	+ 16.2%
<b>All Price Ranges</b>	<b>154</b>	<b>177</b>	<b>+ 15.0%</b>

## Single-Family Homes

	9-2010	9-2011	Change
\$100,000 and Below	130	154	+ 19.0%
\$100,001 to \$150,000	143	171	+ 19.2%
\$150,001 to \$200,000	166	179	+ 7.5%
\$200,001 to \$350,000	178	191	+ 7.6%
\$350,001 and Above	182	209	+ 14.5%
<b>All Price Ranges</b>	<b>150</b>	<b>172</b>	<b>+ 14.5%</b>

## Condos

	9-2010	9-2011	Change
\$100,000 and Below	181	167	- 7.4%
\$100,001 to \$150,000	216	493	+ 128.7%
\$150,001 to \$200,000	335	228	- 32.0%
\$200,001 to \$350,000	188	177	- 6.3%
\$350,001 and Above	136	267	+ 95.6%
<b>All Price Ranges</b>	<b>204</b>	<b>234</b>	<b>+ 14.8%</b>

### By Bedroom Count

	9-2010	9-2011	Change
2 Bedrooms or Less	160	174	+ 8.7%
3 Bedrooms	148	170	+ 15.3%
4 Bedrooms or More	166	193	+ 16.1%
<b>All Bedroom Counts</b>	<b>154</b>	<b>177</b>	<b>+ 15.0%</b>

	9-2010	9-2011	Change
2 Bedrooms or Less	139	161	+ 15.8%
3 Bedrooms	145	169	+ 16.2%
4 Bedrooms or More	167	182	+ 9.2%
<b>All Bedroom Counts</b>	<b>150</b>	<b>172</b>	<b>+ 14.5%</b>

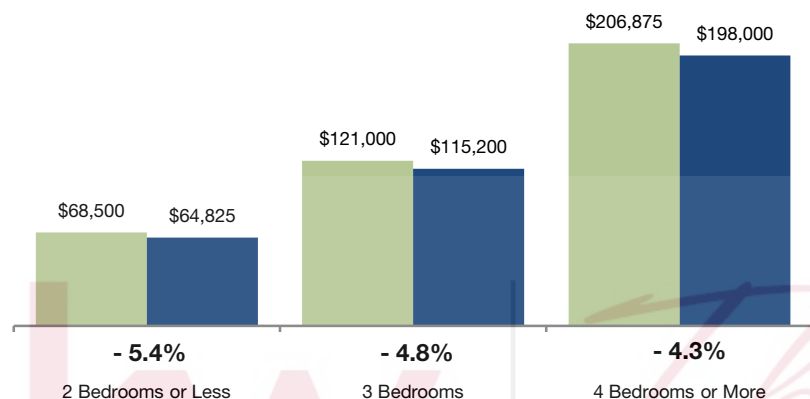
# Median Sales Price

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



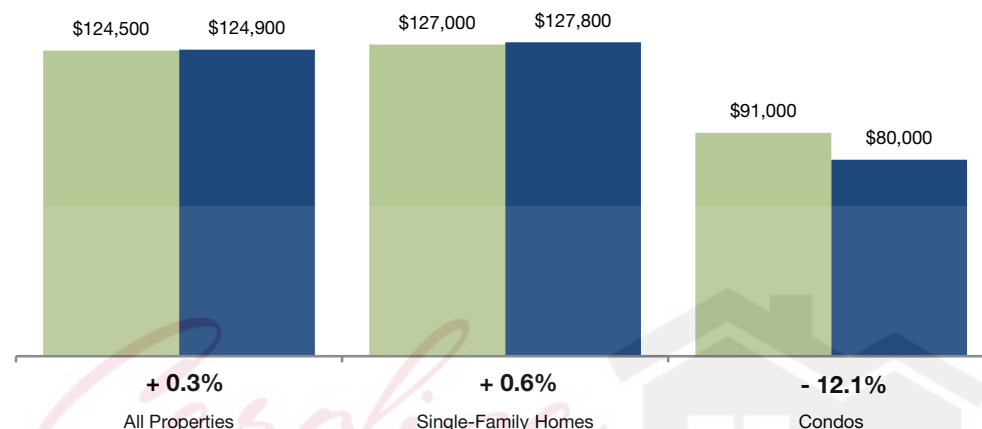
## By Bedroom Count

■ 9-2010 ■ 9-2011



## By Property Type

■ 9-2010 ■ 9-2011



### All Properties

By Bedroom Count	9-2010	9-2011	Change
2 Bedrooms or Less	\$68,500	\$64,825	- 5.4%
3 Bedrooms	\$121,000	\$115,200	- 4.8%
4 Bedrooms or More	\$206,875	\$198,000	- 4.3%
<b>All Bedroom Counts</b>	<b>\$124,500</b>	<b>\$124,900</b>	<b>+ 0.3%</b>

### Single-Family Homes

9-2010	9-2011	Change
\$63,900	\$59,900	- 6.3%
\$120,000	\$116,000	- 3.3%
\$220,000	\$211,568	- 3.8%
<b>\$127,000</b>	<b>\$127,800</b>	<b>+ 0.6%</b>

### Condos

9-2010	9-2011	Change
\$81,950	\$73,000	- 10.9%
\$141,000	\$101,500	- 28.0%
\$73,000	\$91,500	+ 25.3%
<b>\$91,000</b>	<b>\$80,000</b>	<b>- 12.1%</b>

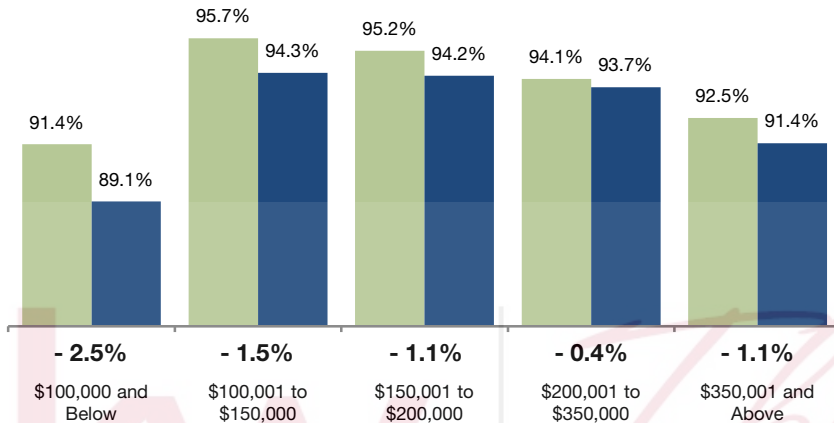
# Percent of List Price Received

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.**



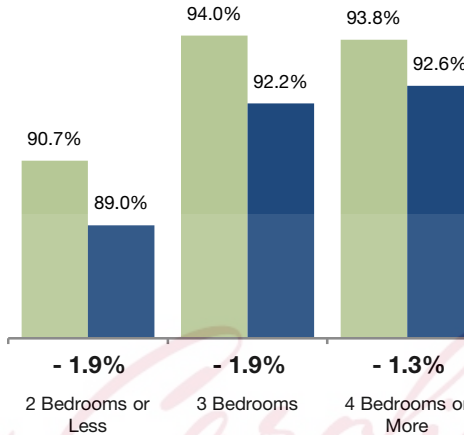
## By Price Range

■ 9-2010 ■ 9-2011



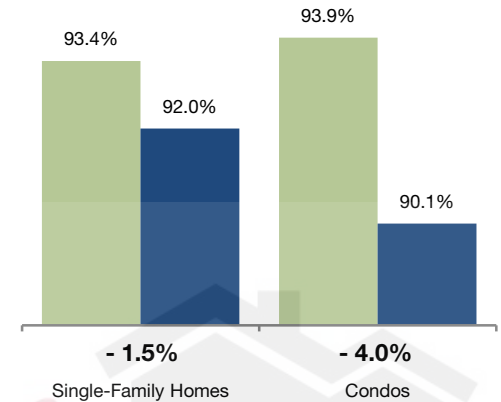
## By Bedroom Count

■ 9-2010 ■ 9-2011



## By Property Type

■ 9-2010 ■ 9-2011



### All Properties

#### By Price Range

	9-2010	9-2011	Change
\$100,000 and Below	91.4%	89.1%	- 2.5%
\$100,001 to \$150,000	95.7%	94.3%	- 1.5%
\$150,001 to \$200,000	95.2%	94.2%	- 1.1%
\$200,001 to \$350,000	94.1%	93.7%	- 0.4%
\$350,001 and Above	92.5%	91.4%	- 1.1%
<b>All Price Ranges</b>	<b>93.4%</b>	<b>91.8%</b>	<b>- 1.7%</b>

### Single-Family Homes

	9-2010	9-2011	Change
\$100,000 and Below	91.0%	89.0%	- 2.2%
\$100,001 to \$150,000	95.9%	94.6%	- 1.3%
\$150,001 to \$200,000	95.3%	94.1%	- 1.2%
\$200,001 to \$350,000	94.1%	94.1%	+ 0.0%
\$350,001 and Above	92.4%	91.5%	- 1.0%
<b>All Price Ranges</b>	<b>93.4%</b>	<b>92.0%</b>	<b>- 1.5%</b>

### Condos

	9-2010	9-2011	Change
\$100,000 and Below	94.3%	89.7%	- 4.9%
\$100,001 to \$150,000	93.0%	90.1%	- 3.1%
\$150,001 to \$200,000	93.8%	94.7%	+ 0.9%
\$200,001 to \$350,000	93.9%	88.1%	- 6.1%
\$350,001 and Above	92.7%	88.7%	- 4.3%
<b>All Price Ranges</b>	<b>93.9%</b>	<b>90.1%</b>	<b>- 4.0%</b>

#### By Bedroom Count

	9-2010	9-2011	Change
2 Bedrooms or Less	90.7%	89.0%	- 1.9%
3 Bedrooms	94.0%	92.2%	- 1.9%
4 Bedrooms or More	93.8%	92.6%	- 1.3%
<b>All Bedroom Counts</b>	<b>93.4%</b>	<b>91.8%</b>	<b>- 1.7%</b>

	9-2010	9-2011	Change
2 Bedrooms or Less	90.2%	88.9%	- 1.5%
3 Bedrooms	93.9%	92.4%	- 1.6%
4 Bedrooms or More	93.6%	92.5%	- 1.1%
<b>All Bedroom Counts</b>	<b>93.4%</b>	<b>92.0%</b>	<b>- 1.5%</b>

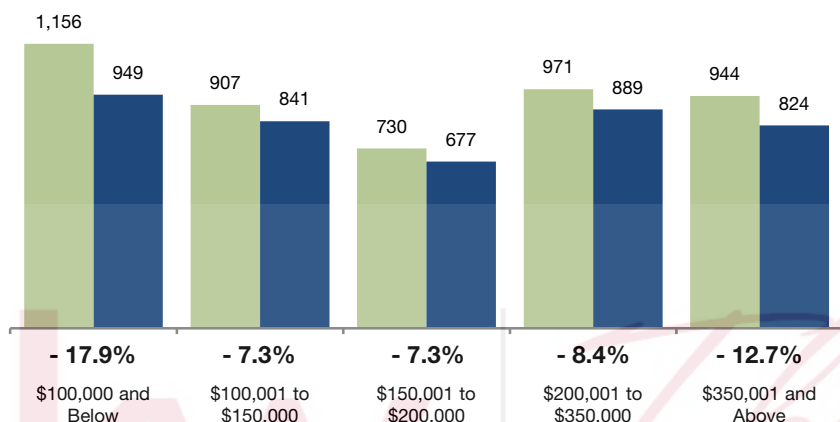
# Inventory of Homes for Sale

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



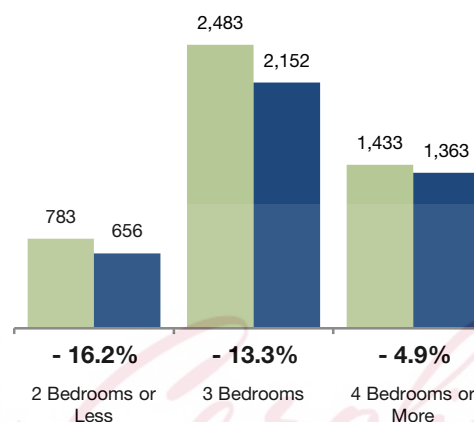
## By Price Range

■ 9-2010 ■ 9-2011



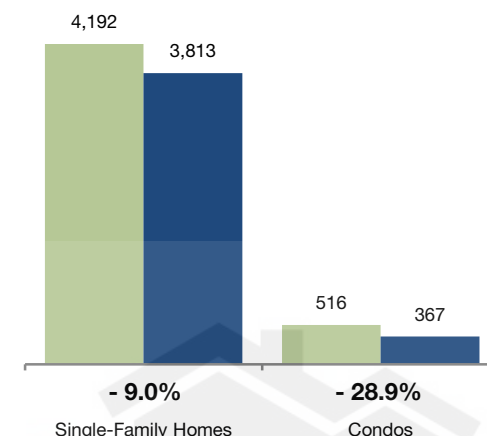
## By Bedroom Count

■ 9-2010 ■ 9-2011



## By Property Type

■ 9-2010 ■ 9-2011



## All Properties

### By Price Range

	9-2010	9-2011	Change
\$100,000 and Below	1,156	949	- 17.9%
\$100,001 to \$150,000	907	841	- 7.3%
\$150,001 to \$200,000	730	677	- 7.3%
\$200,001 to \$350,000	971	889	- 8.4%
\$350,001 and Above	944	824	- 12.7%
<b>All Price Ranges</b>	<b>4,708</b>	<b>4,180</b>	<b>- 11.2%</b>

## Single-Family Homes

	9-2010	9-2011	Change
\$100,000 and Below	1,015	856	- 15.7%
\$100,001 to \$150,000	796	747	- 6.2%
\$150,001 to \$200,000	603	586	- 2.8%
\$200,001 to \$350,000	892	832	- 6.7%
\$350,001 and Above	886	792	- 10.6%
<b>All Price Ranges</b>	<b>4,192</b>	<b>3,813</b>	<b>- 9.0%</b>

## Condos

	9-2010	9-2011	Change
\$100,000 and Below	141	93	- 34.0%
\$100,001 to \$150,000	111	94	- 15.3%
\$150,001 to \$200,000	127	91	- 28.3%
\$200,001 to \$350,000	79	57	- 27.8%
\$350,001 and Above	58	32	- 44.8%
<b>All Price Ranges</b>	<b>516</b>	<b>367</b>	<b>- 28.9%</b>

### By Bedroom Count

	9-2010	9-2011	Change
2 Bedrooms or Less	783	656	- 16.2%
3 Bedrooms	2,483	2,152	- 13.3%
4 Bedrooms or More	1,433	1,363	- 4.9%
<b>All Bedroom Counts</b>	<b>4,708</b>	<b>4,180</b>	<b>- 11.2%</b>

	9-2010	9-2011	Change
2 Bedrooms or Less	580	487	- 16.0%
3 Bedrooms	2,292	2,036	- 11.2%
4 Bedrooms or More	1,311	1,281	- 2.3%
<b>All Bedroom Counts</b>	<b>4,192</b>	<b>3,813</b>	<b>- 9.0%</b>

	9-2010	9-2011	Change
2 Bedrooms or Less	203	169	- 16.7%
3 Bedrooms	191	116	- 39.3%
4 Bedrooms or More	122	82	- 32.8%
<b>All Bedroom Counts</b>	<b>516</b>	<b>367</b>	<b>- 28.9%</b>

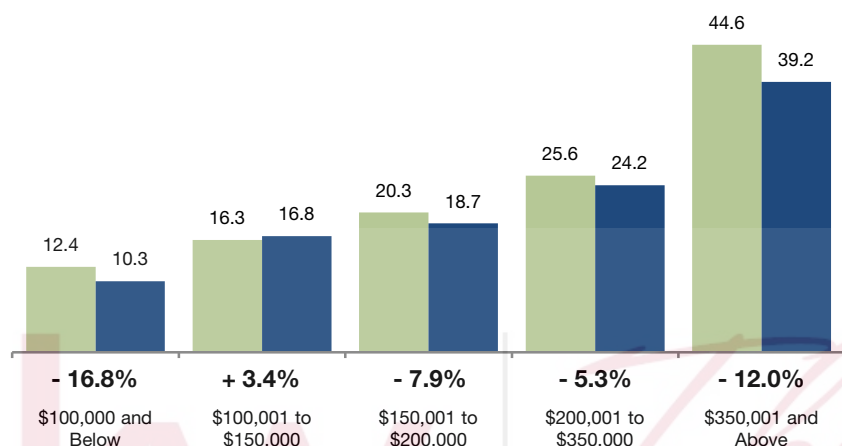
# Months Supply of Inventory

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

■ 9-2010 ■ 9-2011



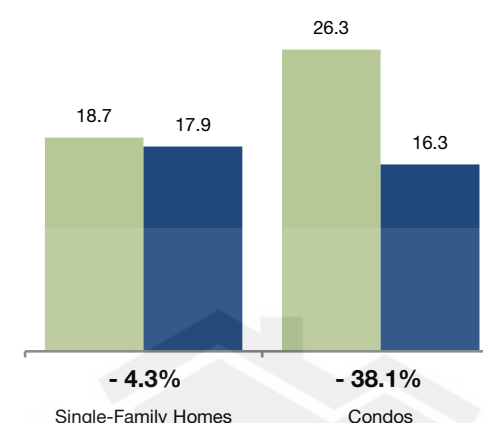
## By Bedroom Count

■ 9-2010 ■ 9-2011



## By Property Type

■ 9-2010 ■ 9-2011



## All Properties

### By Price Range

	9-2010	9-2011	Change
\$100,000 and Below	12.4	10.3	- 16.8%
\$100,001 to \$150,000	16.3	16.8	+ 3.4%
\$150,001 to \$200,000	20.3	18.7	- 7.9%
\$200,001 to \$350,000	25.6	24.2	- 5.3%
\$350,001 and Above	44.6	39.2	- 12.0%
<b>All Price Ranges</b>	<b>19.3</b>	<b>17.7</b>	<b>- 8.1%</b>

## Single-Family Homes

	9-2010	9-2011	Change
\$100,000 and Below	12.2	10.8	- 11.5%
\$100,001 to \$150,000	15.4	15.8	+ 2.4%
\$150,001 to \$200,000	18.0	17.9	- 0.3%
\$200,001 to \$350,000	25.1	24.3	- 3.1%
\$350,001 and Above	42.9	39.6	- 7.6%
<b>All Price Ranges</b>	<b>18.7</b>	<b>17.9</b>	<b>- 4.3%</b>

## Condos

	9-2010	9-2011	Change
\$100,000 and Below	13.5	7.1	- 47.5%
\$100,001 to \$150,000	28.3	34.5	+ 21.6%
\$150,001 to \$200,000	43.8	26.0	- 40.6%
\$200,001 to \$350,000	28.2	19.7	- 30.3%
\$350,001 and Above	38.7	18.7	- 51.7%
<b>All Price Ranges</b>	<b>26.3</b>	<b>16.3</b>	<b>- 38.1%</b>

### By Bedroom Count

	9-2010	9-2011	Change
2 Bedrooms or Less	20.7	18.2	- 12.2%
3 Bedrooms	17.1	16.0	- 6.2%
4 Bedrooms or More	23.6	20.8	- 11.7%
<b>All Bedroom Counts</b>	<b>19.3</b>	<b>17.7</b>	<b>- 8.1%</b>

	9-2010	9-2011	Change
2 Bedrooms or Less	20.8	17.7	- 14.8%
3 Bedrooms	16.4	16.2	- 1.2%
4 Bedrooms or More	23.2	21.3	- 8.1%
<b>All Bedroom Counts</b>	<b>18.7</b>	<b>17.9</b>	<b>- 4.3%</b>

# Housing Supply Overview

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



## October 2011

What's driving home purchases nowadays? Record low mortgage rates, affordable prices and favorable negotiating leverage collectively go a long way. For the 12-month period spanning November 2010 through October 2011, Pending Sales in the Western Upstate region were down 3.1 percent overall. The price range with the largest gain in sales was the \$100,000 and Below range, where they increased 2.5 percent.

The overall Median Sales Price was down 1.5 percent to \$123,000. The property type with the smallest price decline was the Single-Family segment, where prices decreased 0.8 percent to \$126,000. The price range that tended to sell the quickest was the \$100,000 and Below range at 154 days; the price range that tended to sell the slowest was the \$350,001 and Above range at 207 days.

Market-wide, inventory levels were down 11.0 percent. The property type that lost the least inventory was the Single-Family segment, where it decreased 8.9 percent. That amounts to 17.5 months supply for Single-Family homes and 16.8 months supply for Condos.

## Quick Facts

<b>+ 2.5%</b>	<b>+ 5.0%</b>	<b>- 2.3%</b>
Price Range With the Strongest Sales:	Bedroom Count With Strongest Sales:	Property Type With Strongest Sales:
<b>\$100,000 and Below</b>	<b>4 Bedrooms or More</b>	<b>Single-Family Homes</b>

Pending Sales	<b>2</b>
Days on Market Until Sale	<b>3</b>
Median Sales Price	<b>4</b>
Percent of List Price Received	<b>5</b>
Inventory of Homes for Sale	<b>6</b>
Months Supply of Inventory	<b>7</b>

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



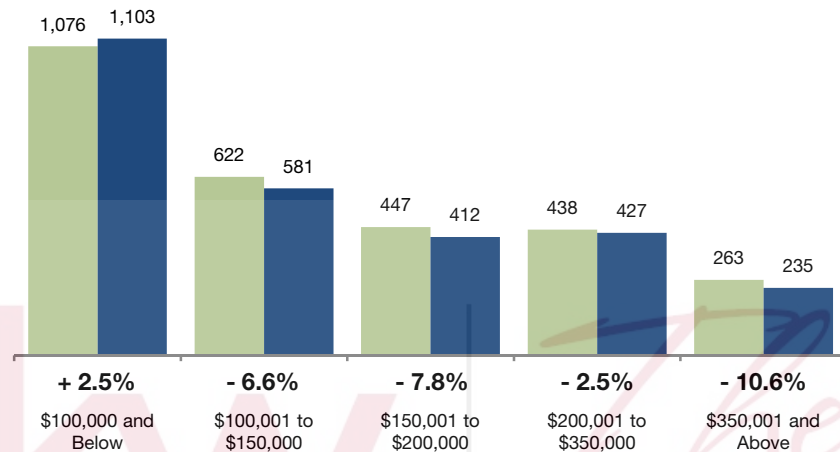
# Pending Sales

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



## By Price Range

10-2010 10-2011



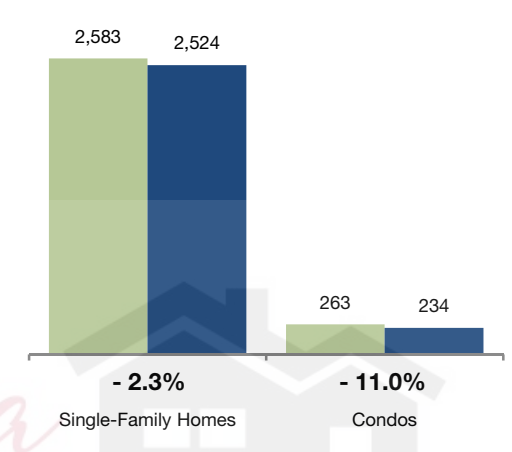
## By Bedroom Count

10-2010 10-2011



## By Property Type

10-2010 10-2011



### All Properties

#### By Price Range

	10-2010	10-2011	Change
\$100,000 and Below	1,076	1,103	+ 2.5%
\$100,001 to \$150,000	622	581	- 6.6%
\$150,001 to \$200,000	447	412	- 7.8%
\$200,001 to \$350,000	438	427	- 2.5%
\$350,001 and Above	263	235	- 10.6%
<b>All Price Ranges</b>	<b>2,846</b>	<b>2,758</b>	<b>- 3.1%</b>

### Single-Family Homes

	10-2010	10-2011	Change
2 Bedrooms or Less	939	963	+ 2.6%
3 Bedrooms	579	551	- 4.8%
4 Bedrooms or More	410	376	- 8.3%
	404	405	+ 0.2%
	251	229	- 8.8%
<b>All Single-Family Homes</b>	<b>2,583</b>	<b>2,524</b>	<b>- 2.3%</b>

### Condos

	10-2010	10-2011	Change
Single-Family Homes	137	140	+ 2.2%
Condos	43	30	- 30.2%
	37	36	- 2.7%
	34	22	- 35.3%
	12	6	- 50.0%
<b>All Condos</b>	<b>263</b>	<b>234</b>	<b>- 11.0%</b>

#### By Bedroom Count

	10-2010	10-2011	Change
2 Bedrooms or Less	436	430	- 1.4%
3 Bedrooms	1,686	1,568	- 7.0%
4 Bedrooms or More	724	760	+ 5.0%
<b>All Bedroom Counts</b>	<b>2,846</b>	<b>2,758</b>	<b>- 3.1%</b>

	10-2010	10-2011	Change
2 Bedrooms or Less	321	333	+ 3.7%
3 Bedrooms	1,598	1,489	- 6.8%
4 Bedrooms or More	664	702	+ 5.7%
<b>All Single-Family Homes</b>	<b>2,583</b>	<b>2,524</b>	<b>- 2.3%</b>

	10-2010	10-2011	Change
Single-Family Homes	115	97	- 15.7%
Condos	88	79	- 10.2%
	60	58	- 3.3%
<b>All Condos</b>	<b>263</b>	<b>234</b>	<b>- 11.0%</b>

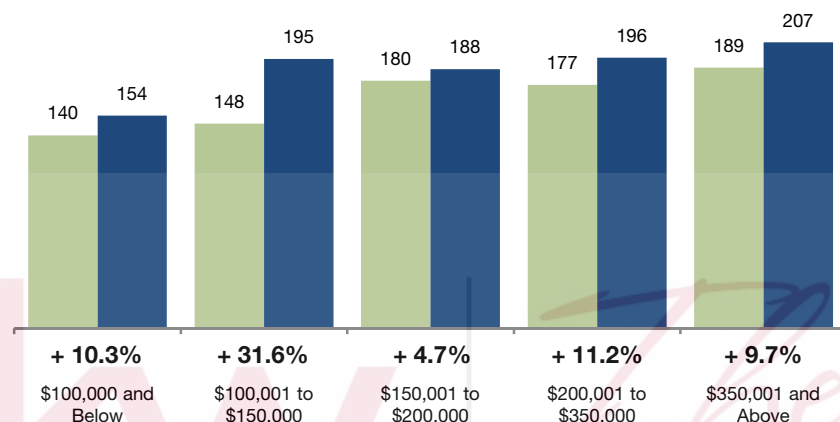
# Days on Market Until Sale

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



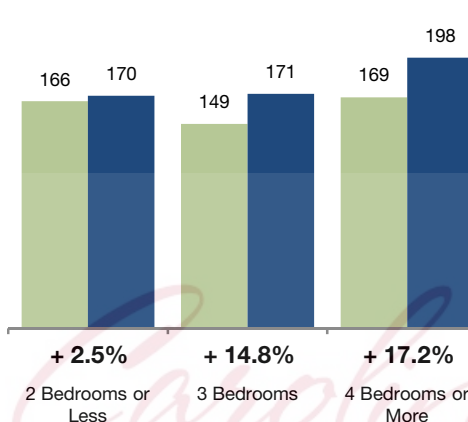
## By Price Range

■ 10-2010 ■ 10-2011



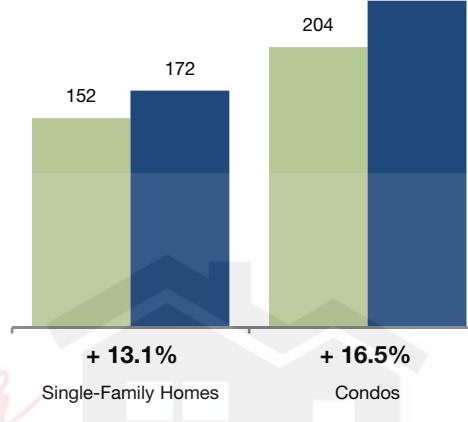
## By Bedroom Count

■ 10-2010 ■ 10-2011



## By Property Type

■ 10-2010 ■ 10-2011



## All Properties

### By Price Range

	10-2010	10-2011	Change
\$100,000 and Below	140	154	+ 10.3%
\$100,001 to \$150,000	148	195	+ 31.6%
\$150,001 to \$200,000	180	188	+ 4.7%
\$200,001 to \$350,000	177	196	+ 11.2%
\$350,001 and Above	189	207	+ 9.7%
<b>All Price Ranges</b>	<b>157</b>	<b>178</b>	<b>+ 13.7%</b>

## Single-Family Homes

10-2010	10-2011	Change	10-2010	10-2011	Change
135	152	+ 13.3%	180	168	- 6.9%
143	172	+ 20.9%	224	468	+ 109.0%
169	183	+ 8.2%	317	266	- 16.0%
176	198	+ 12.0%	180	178	- 1.3%
191	206	+ 7.9%	143	290	+ 102.8%
152	172	+ 13.1%	204	238	+ 16.5%

## Condos

10-2010	10-2011	Change
180	168	- 6.9%
224	468	+ 109.0%
317	266	- 16.0%
180	178	- 1.3%
143	290	+ 102.8%
<b>204</b>	<b>238</b>	<b>+ 16.5%</b>

### By Bedroom Count

	10-2010	10-2011	Change
2 Bedrooms or Less	166	170	+ 2.5%
3 Bedrooms	149	171	+ 14.8%
4 Bedrooms or More	169	198	+ 17.2%
<b>All Bedroom Counts</b>	<b>157</b>	<b>178</b>	<b>+ 13.7%</b>

10-2010	10-2011	Change	10-2010	10-2011	Change
145	157	+ 8.2%	224	211	- 5.7%
147	170	+ 15.6%	205	195	- 4.9%
169	185	+ 9.3%	163	353	+ 116.6%
152	172	+ 13.1%	204	238	+ 16.5%

10-2010	10-2011	Change
224	211	- 5.7%
205	195	- 4.9%
163	353	+ 116.6%
<b>204</b>	<b>238</b>	<b>+ 16.5%</b>

# Median Sales Price

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

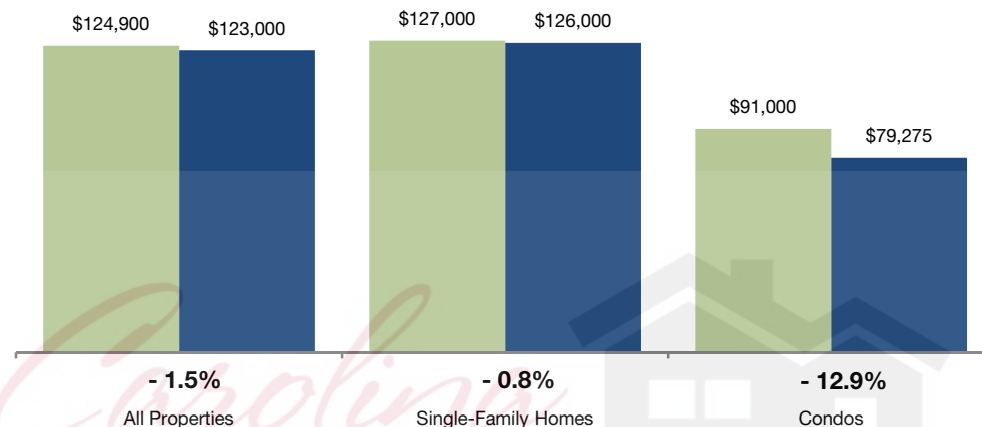
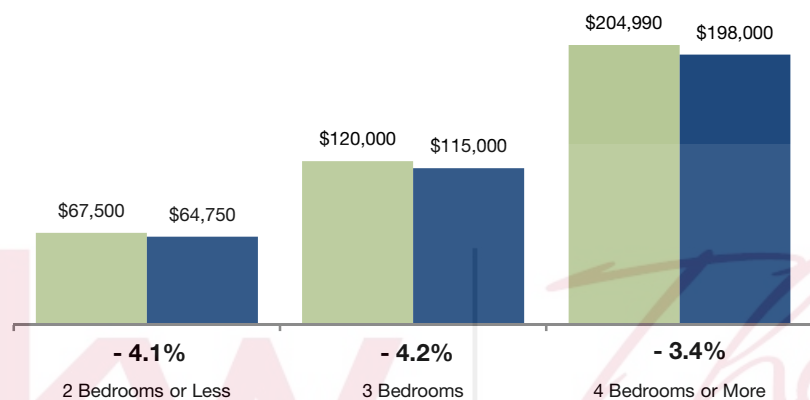


## By Bedroom Count

■ 10-2010 ■ 10-2011

## By Property Type

■ 10-2010 ■ 10-2011



### All Properties

By Bedroom Count	10-2010	10-2011	Change
2 Bedrooms or Less	\$67,500	\$64,750	- 4.1%
3 Bedrooms	\$120,000	\$115,000	- 4.2%
4 Bedrooms or More	\$204,990	\$198,000	- 3.4%
<b>All Bedroom Counts</b>	<b>\$124,900</b>	<b>\$123,000</b>	<b>- 1.5%</b>

### Single-Family Homes

10-2010	10-2011	Change	10-2010	10-2011	Change
\$62,900	\$60,000	- 4.6%	\$81,450	\$70,450	- 13.5%
\$120,000	\$115,000	- 4.2%	\$146,950	\$99,950	- 32.0%
\$220,000	\$213,000	- 3.2%	\$72,000	\$93,000	+ 29.2%
<b>\$127,000</b>	<b>\$126,000</b>	<b>- 0.8%</b>	<b>\$91,000</b>	<b>\$79,275</b>	<b>- 12.9%</b>

### Condos

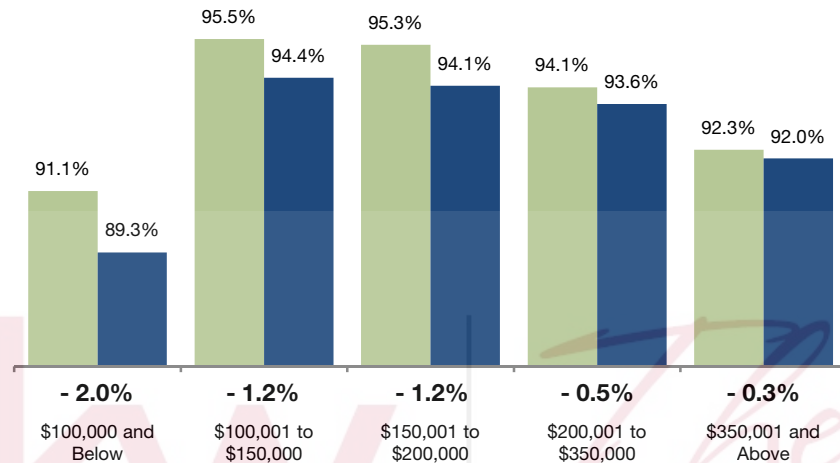
# Percent of List Price Received

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.**



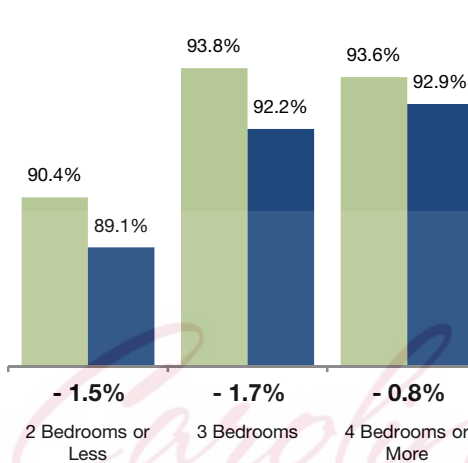
## By Price Range

■ 10-2010 ■ 10-2011



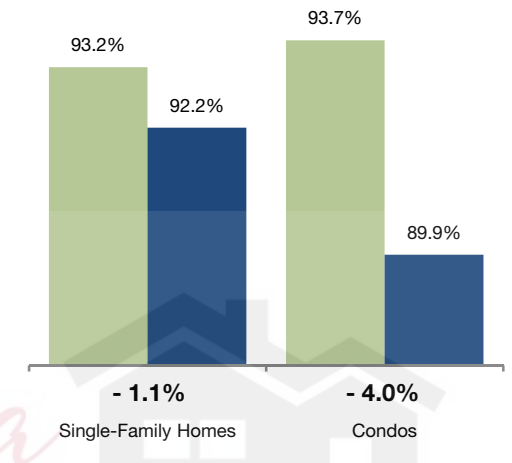
## By Bedroom Count

■ 10-2010 ■ 10-2011



## By Property Type

■ 10-2010 ■ 10-2011



## All Properties

### By Price Range

	10-2010	10-2011	Change
\$100,000 and Below	91.1%	89.3%	- 2.0%
\$100,001 to \$150,000	95.5%	94.4%	- 1.2%
\$150,001 to \$200,000	95.3%	94.1%	- 1.2%
\$200,001 to \$350,000	94.1%	93.6%	- 0.5%
\$350,001 and Above	92.3%	92.0%	- 0.3%
<b>All Price Ranges</b>	<b>93.2%</b>	<b>92.0%</b>	<b>- 1.4%</b>

## Single-Family Homes

	10-2010	10-2011	Change
\$100,000 and Below	90.6%	89.3%	- 1.4%
\$100,001 to \$150,000	95.7%	94.7%	- 1.0%
\$150,001 to \$200,000	95.5%	94.1%	- 1.5%
\$200,001 to \$350,000	94.2%	93.9%	- 0.2%
\$350,001 and Above	92.4%	92.0%	- 0.3%
<b>All Price Ranges</b>	<b>93.2%</b>	<b>92.2%</b>	<b>- 1.1%</b>

## Condos

	10-2010	10-2011	Change
\$100,000 and Below	94.4%	89.2%	- 5.6%
\$100,001 to \$150,000	92.9%	90.2%	- 3.0%
\$150,001 to \$200,000	92.8%	95.3%	+ 2.7%
\$200,001 to \$350,000	92.9%	88.7%	- 4.5%
\$350,001 and Above	90.0%	91.5%	+ 1.7%
<b>All Price Ranges</b>	<b>93.7%</b>	<b>89.9%</b>	<b>- 4.0%</b>

### By Bedroom Count

	10-2010	10-2011	Change
2 Bedrooms or Less	90.4%	89.1%	- 1.5%
3 Bedrooms	93.8%	92.2%	- 1.7%
4 Bedrooms or More	93.6%	92.9%	- 0.8%
<b>All Bedroom Counts</b>	<b>93.2%</b>	<b>92.0%</b>	<b>- 1.4%</b>

	10-2010	10-2011	Change
2 Bedrooms or Less	90.0%	89.1%	- 1.0%
3 Bedrooms	93.8%	92.5%	- 1.5%
4 Bedrooms or More	93.3%	92.9%	- 0.4%
<b>All Bedroom Counts</b>	<b>93.2%</b>	<b>92.2%</b>	<b>- 1.1%</b>

	10-2010	10-2011	Change
2 Bedrooms or Less	91.7%	89.3%	- 2.6%
3 Bedrooms	93.9%	88.6%	- 5.6%
4 Bedrooms or More	97.3%	93.1%	- 4.3%
<b>All Bedroom Counts</b>	<b>93.7%</b>	<b>89.9%</b>	<b>- 4.0%</b>

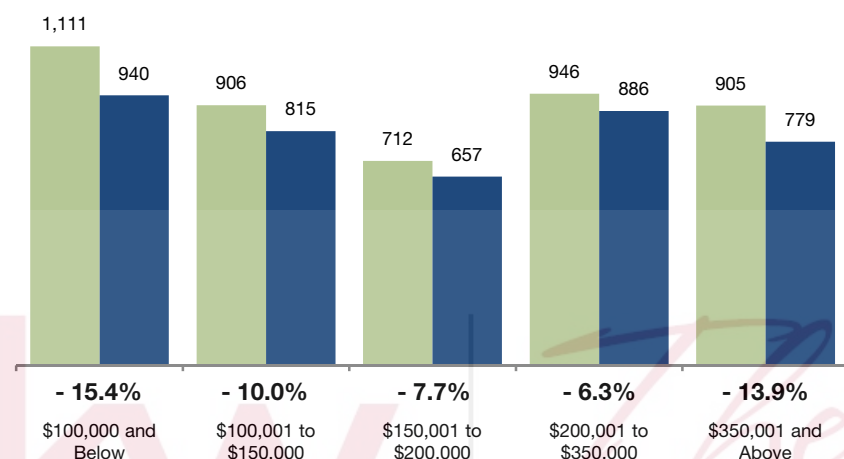
# Inventory of Homes for Sale

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



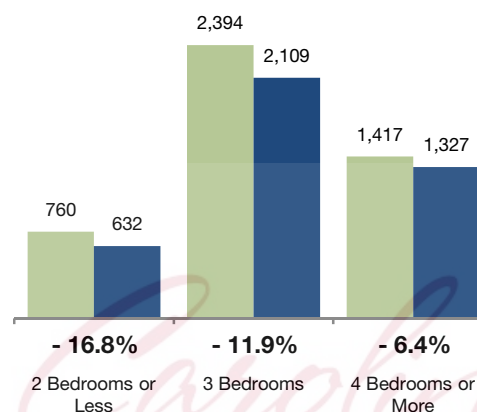
## By Price Range

■ 10-2010 ■ 10-2011



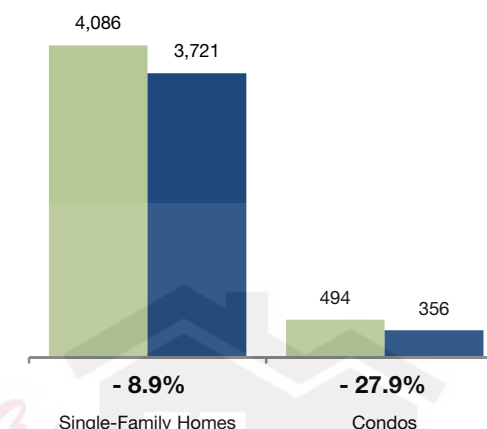
## By Bedroom Count

■ 10-2010 ■ 10-2011



## By Property Type

■ 10-2010 ■ 10-2011



## All Properties

### By Price Range

	10-2010	10-2011	Change
\$100,000 and Below	1,111	940	- 15.4%
\$100,001 to \$150,000	906	815	- 10.0%
\$150,001 to \$200,000	712	657	- 7.7%
\$200,001 to \$350,000	946	886	- 6.3%
\$350,001 and Above	905	779	- 13.9%
<b>All Price Ranges</b>	<b>4,580</b>	<b>4,077</b>	<b>- 11.0%</b>

## Single-Family Homes

	10-2010	10-2011	Change
967	849	- 12.2%	
805	732	- 9.1%	
590	565	- 4.2%	
869	825	- 5.1%	
855	750	- 12.3%	
<b>4,086</b>	<b>3,721</b>	<b>- 8.9%</b>	

## Condos

### By Bedroom Count

	10-2010	10-2011	Change
2 Bedrooms or Less	760	632	- 16.8%
3 Bedrooms	2,394	2,109	- 11.9%
4 Bedrooms or More	1,417	1,327	- 6.4%
<b>All Bedroom Counts</b>	<b>4,580</b>	<b>4,077</b>	<b>- 11.0%</b>

	10-2010	10-2011	Change
557	467	- 16.2%	
2,221	2,001	- 9.9%	
1,299	1,244	- 4.2%	
<b>4,086</b>	<b>3,721</b>	<b>- 8.9%</b>	

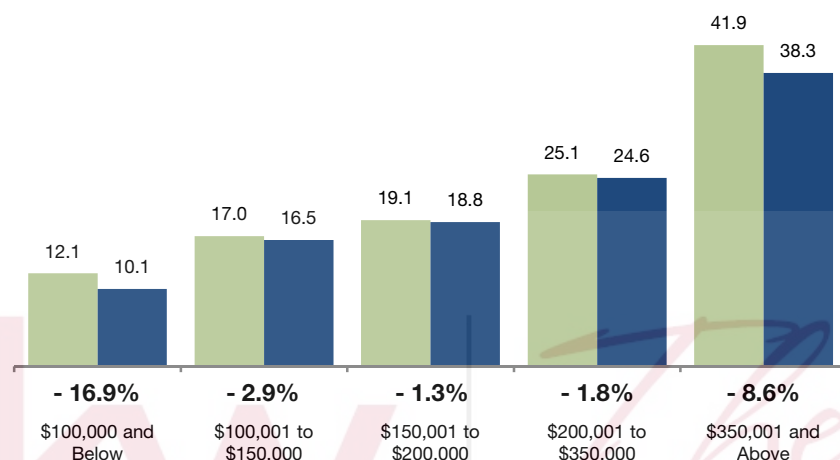
# Months Supply of Inventory

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

■ 10-2010 ■ 10-2011



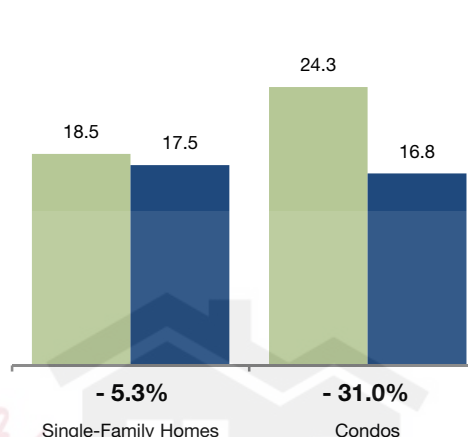
## By Bedroom Count

■ 10-2010 ■ 10-2011



## By Property Type

■ 10-2010 ■ 10-2011



## All Properties

### By Price Range

	10-2010	10-2011	Change
\$100,000 and Below	12.1	10.1	- 16.9%
\$100,001 to \$150,000	17.0	16.5	- 2.9%
\$150,001 to \$200,000	19.1	18.8	- 1.3%
\$200,001 to \$350,000	25.1	24.6	- 1.8%
\$350,001 and Above	41.9	38.3	- 8.6%
<b>All Price Ranges</b>	<b>19.0</b>	<b>17.4</b>	<b>- 8.1%</b>

## Single-Family Homes

	10-2010	10-2011	Change
\$100,000 and Below	12.0	10.5	- 12.4%
\$100,001 to \$150,000	16.2	15.7	- 3.2%
\$150,001 to \$200,000	17.1	17.8	+ 4.3%
\$200,001 to \$350,000	24.7	24.3	- 1.3%
\$350,001 and Above	40.7	38.6	- 5.1%
<b>All Price Ranges</b>	<b>18.5</b>	<b>17.5</b>	<b>- 5.3%</b>

## Condos

	10-2010	10-2011	Change
\$100,000 and Below	13.2	7.3	- 44.4%
\$100,001 to \$150,000	28.2	28.5	+ 1.2%
\$150,001 to \$200,000	37.0	29.1	- 21.4%
\$200,001 to \$350,000	25.7	24.4	- 4.9%
\$350,001 and Above	35.7	15.8	- 55.7%
<b>All Price Ranges</b>	<b>24.3</b>	<b>16.8</b>	<b>- 31.0%</b>

### By Bedroom Count

	10-2010	10-2011	Change
2 Bedrooms or Less	20.5	17.3	- 15.7%
3 Bedrooms	16.8	15.8	- 5.9%
4 Bedrooms or More	23.0	20.9	- 9.2%
<b>All Bedroom Counts</b>	<b>19.0</b>	<b>17.4</b>	<b>- 8.1%</b>

	10-2010	10-2011	Change
2 Bedrooms or Less	20.3	16.6	- 18.1%
3 Bedrooms	16.2	15.9	- 2.0%
4 Bedrooms or More	22.9	21.2	- 7.2%
<b>All Bedroom Counts</b>	<b>18.5</b>	<b>17.5</b>	<b>- 5.3%</b>

# Housing Supply Overview

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



## November 2011

With 2012 just around the corner, many local markets have enjoyed strong sales volumes combined with falling inventory levels so far this year. For the 12-month period spanning December 2010 through November 2011, Pending Sales in the Western Upstate region were down 4.2 percent overall. The price range with the largest gain in sales was the \$100,000 and Below range, where they increased 0.6 percent.

The overall Median Sales Price was down 1.6 percent to \$123,000. The property type with the smallest price decline was the Single-Family segment, where prices decreased 1.1 percent to \$126,450. The price range that tended to sell the quickest was the \$100,000 and Below range at 154 days; the price range that tended to sell the slowest was the \$350,001 and Above range at 213 days.

Market-wide, inventory levels were down 9.9 percent. The property type that lost the least inventory was the Single-Family segment, where it decreased 8.9 percent. That amounts to 17.0 months supply for Single-Family homes and 18.9 months supply for Condos.

## Quick Facts

**+ 0.6%**

Price Range With the  
Strongest Sales:

**\$100,000 and Below**

**+ 1.8%**

Bedroom Count With  
Strongest Sales:

**4 Bedrooms or More**

**- 3.4%**

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.](#)



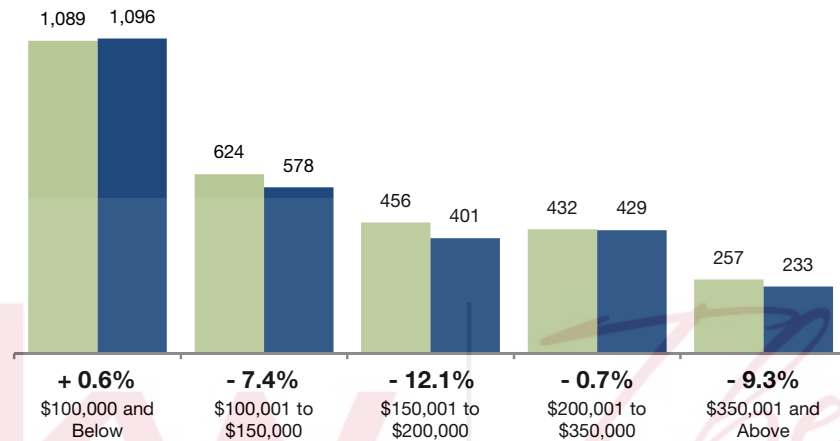
# Pending Sales

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



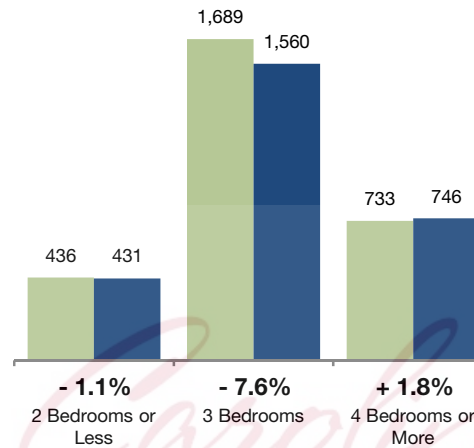
## By Price Range

■ 11-2010 ■ 11-2011



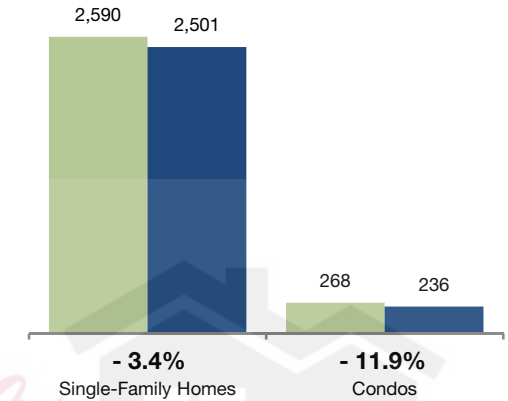
## By Bedroom Count

■ 11-2010 ■ 11-2011



## By Property Type

■ 11-2010 ■ 11-2011



### All Properties

#### By Price Range

	11-2010	11-2011	Change
\$100,000 and Below	1,089	1,096	+ 0.6%
\$100,001 to \$150,000	624	578	- 7.4%
\$150,001 to \$200,000	456	401	- 12.1%
\$200,001 to \$350,000	432	429	- 0.7%
\$350,001 and Above	257	233	- 9.3%
<b>All Price Ranges</b>	<b>2,858</b>	<b>2,737</b>	<b>- 4.2%</b>

### Single-Family Homes

	11-2010	11-2011	Change
2 Bedrooms or Less	951	953	+ 0.2%
3 Bedrooms	578	550	- 4.8%
4 Bedrooms or More	420	363	- 13.6%
	398	407	+ 2.3%
	243	228	- 6.2%
<b>All Single-Family Homes</b>	<b>2,590</b>	<b>2,501</b>	<b>- 3.4%</b>

### Condos

	11-2010	11-2011	Change
1 Bedroom	138	143	+ 3.6%
2 Bedrooms	46	28	- 39.1%
3 Bedrooms	36	38	+ 5.6%
4 Bedrooms or More	34	22	- 35.3%
	14	5	- 64.3%
<b>All Condos</b>	<b>268</b>	<b>236</b>	<b>- 11.9%</b>

#### By Bedroom Count

	11-2010	11-2011	Change
2 Bedrooms or Less	436	431	- 1.1%
3 Bedrooms	1,689	1,560	- 7.6%
4 Bedrooms or More	733	746	+ 1.8%
<b>All Bedroom Counts</b>	<b>2,858</b>	<b>2,737</b>	<b>- 4.2%</b>

	11-2010	11-2011	Change
2 Bedrooms or Less	321	331	+ 3.1%
3 Bedrooms	1,598	1,483	- 7.2%
4 Bedrooms or More	671	687	+ 2.4%
<b>All Single-Family Homes</b>	<b>2,590</b>	<b>2,501</b>	<b>- 3.4%</b>

	11-2010	11-2011	Change
1 Bedroom	115	100	- 13.0%
2 Bedrooms	91	77	- 15.4%
3 Bedrooms	62	59	- 4.8%
<b>All Condos</b>	<b>268</b>	<b>236</b>	<b>- 11.9%</b>

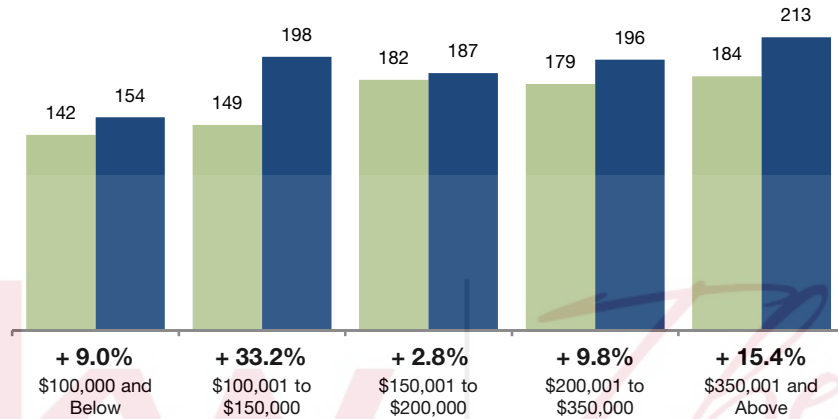
# Days on Market Until Sale

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



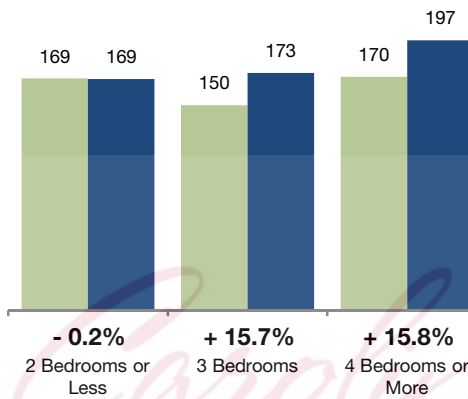
## By Price Range

■ 11-2010 ■ 11-2011



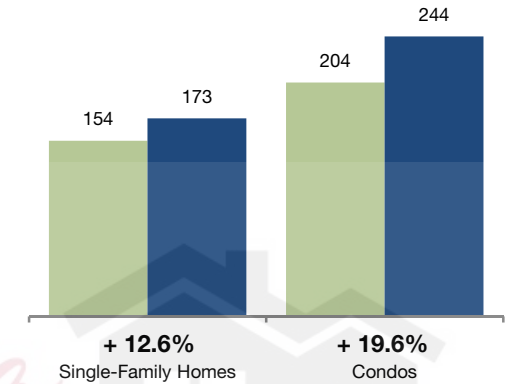
## By Bedroom Count

■ 11-2010 ■ 11-2011



## By Property Type

■ 11-2010 ■ 11-2011



### All Properties

#### By Price Range

	11-2010	11-2011	Change
\$100,000 and Below	142	154	+ 9.0%
\$100,001 to \$150,000	149	198	+ 33.2%
\$150,001 to \$200,000	182	187	+ 2.8%
\$200,001 to \$350,000	179	196	+ 9.8%
\$350,001 and Above	184	213	+ 15.4%
<b>All Price Ranges</b>	<b>158</b>	<b>179</b>	<b>+ 13.4%</b>

### Single-Family Homes

	11-2010	11-2011	Change
	137	152	+ 11.3%
	143	173	+ 21.6%
	170	183	+ 7.3%
	179	197	+ 10.2%
	186	210	+ 13.3%
<b>All Price Ranges</b>	<b>154</b>	<b>173</b>	<b>+ 12.6%</b>

### Condos

	11-2010	11-2011	Change
	180	171	- 5.0%
	227	507	+ 123.3%
	301	254	- 15.9%
	173	180	+ 4.0%
	143	307	+ 114.7%
<b>All Price Ranges</b>	<b>204</b>	<b>244</b>	<b>+ 19.6%</b>

#### By Bedroom Count

	11-2010	11-2011	Change
2 Bedrooms or Less	169	169	- 0.2%
3 Bedrooms	150	173	+ 15.7%
4 Bedrooms or More	170	197	+ 15.8%
<b>All Bedroom Counts</b>	<b>158</b>	<b>179</b>	<b>+ 13.4%</b>

	11-2010	11-2011	Change
	149	154	+ 3.5%
	148	171	+ 15.6%
	170	186	+ 9.6%
<b>All Bedroom Counts</b>	<b>154</b>	<b>173</b>	<b>+ 12.6%</b>

	11-2010	11-2011	Change
	228	216	- 5.3%
	190	219	+ 15.2%
	179	325	+ 82.3%
<b>All Bedroom Counts</b>	<b>204</b>	<b>244</b>	<b>+ 19.6%</b>

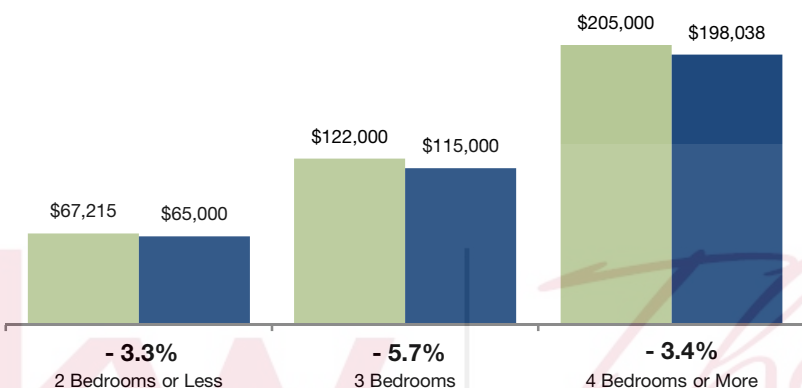
# Median Sales Price

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



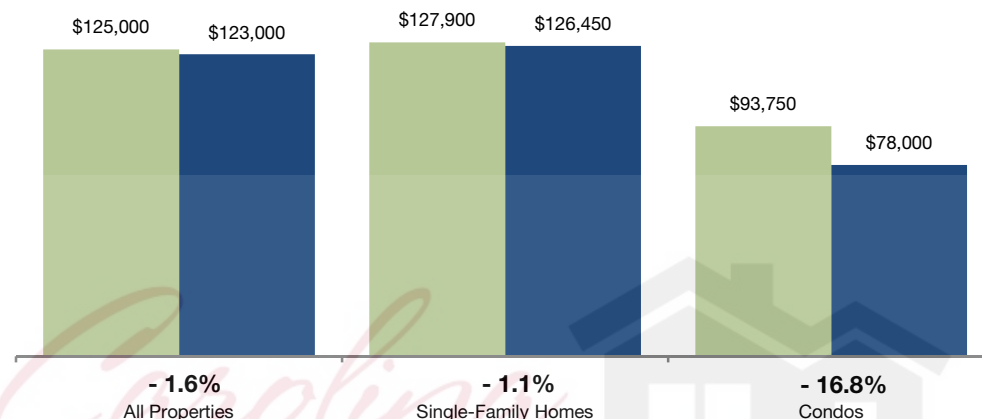
## By Bedroom Count

■ 11-2010 ■ 11-2011



## By Property Type

■ 11-2010 ■ 11-2011



### All Properties

By Bedroom Count	11-2010	11-2011	Change
2 Bedrooms or Less	\$67,215	\$65,000	- 3.3%
3 Bedrooms	\$122,000	\$115,000	- 5.7%
4 Bedrooms or More	\$205,000	\$198,038	- 3.4%
<b>All Bedroom Counts</b>	<b>\$125,000</b>	<b>\$123,000</b>	<b>- 1.6%</b>

### Single-Family Homes

11-2010	11-2011	Change
\$63,000	\$62,700	- 0.5%
\$120,000	\$115,000	- 4.2%
\$220,000	\$215,500	- 2.0%
<b>\$127,900</b>	<b>\$126,450</b>	<b>- 1.1%</b>

### Condos

11-2010	11-2011	Change
\$79,900	\$72,500	- 9.3%
\$150,000	\$92,625	- 38.3%
\$73,950	\$92,500	+ 25.1%
<b>\$93,750</b>	<b>\$78,000</b>	<b>- 16.8%</b>

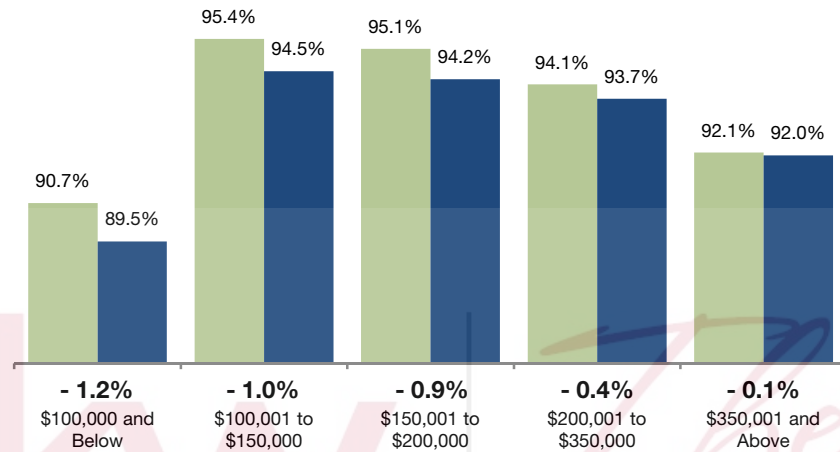
# Percent of List Price Received

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.**



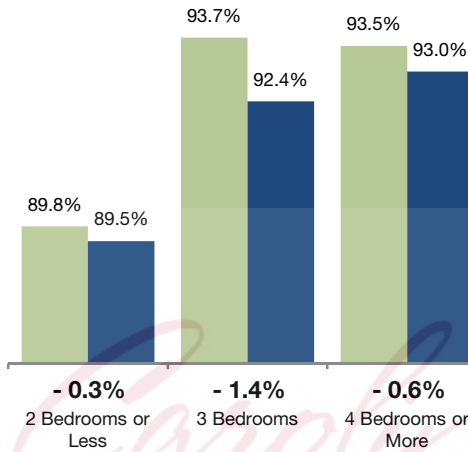
## By Price Range

■ 11-2010 ■ 11-2011



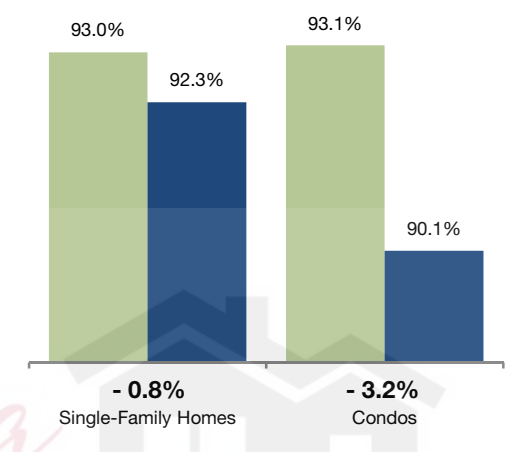
## By Bedroom Count

■ 11-2010 ■ 11-2011



## By Property Type

■ 11-2010 ■ 11-2011



## All Properties

### By Price Range

	11-2010	11-2011	Change
\$100,000 and Below	90.7%	89.5%	- 1.2%
\$100,001 to \$150,000	95.4%	94.5%	- 1.0%
\$150,001 to \$200,000	95.1%	94.2%	- 0.9%
\$200,001 to \$350,000	94.1%	93.7%	- 0.4%
\$350,001 and Above	92.1%	92.0%	- 0.1%
<b>All Price Ranges</b>	<b>93.0%</b>	<b>92.1%</b>	<b>- 1.0%</b>

## Single-Family Homes

	11-2010	11-2011	Change
\$100,000 and Below	90.2%	89.6%	- 0.7%
\$100,001 to \$150,000	95.7%	94.9%	- 0.9%
\$150,001 to \$200,000	95.4%	94.1%	- 1.3%
\$200,001 to \$350,000	94.2%	93.9%	- 0.3%
\$350,001 and Above	92.2%	92.0%	- 0.2%
<b>All Price Ranges</b>	<b>93.0%</b>	<b>92.3%</b>	<b>- 0.8%</b>

## Condos

	11-2010	11-2011	Change
\$100,000 and Below	94.0%	89.4%	- 4.8%
\$100,001 to \$150,000	92.2%	89.7%	- 2.7%
\$150,001 to \$200,000	92.7%	96.6%	+ 4.2%
\$200,001 to \$350,000	91.9%	89.7%	- 2.5%
\$350,001 and Above	90.0%	91.5%	+ 1.7%
<b>All Price Ranges</b>	<b>93.1%</b>	<b>90.1%</b>	<b>- 3.2%</b>

### By Bedroom Count

	11-2010	11-2011	Change
2 Bedrooms or Less	89.8%	89.5%	- 0.3%
3 Bedrooms	93.7%	92.4%	- 1.4%
4 Bedrooms or More	93.5%	93.0%	- 0.6%
<b>All Bedroom Counts</b>	<b>93.0%</b>	<b>92.1%</b>	<b>- 1.0%</b>

	11-2010	11-2011	Change
2 Bedrooms or Less	89.3%	89.5%	+ 0.2%
3 Bedrooms	93.7%	92.6%	- 1.2%
4 Bedrooms or More	93.2%	92.9%	- 0.3%
<b>All Bedroom Counts</b>	<b>93.0%</b>	<b>92.3%</b>	<b>- 0.8%</b>

	11-2010	11-2011	Change
2 Bedrooms or Less	91.1%	89.5%	- 1.8%
3 Bedrooms	93.0%	88.4%	- 5.0%
4 Bedrooms or More	97.1%	93.5%	- 3.7%
<b>All Bedroom Counts</b>	<b>93.1%</b>	<b>90.1%</b>	<b>- 3.2%</b>

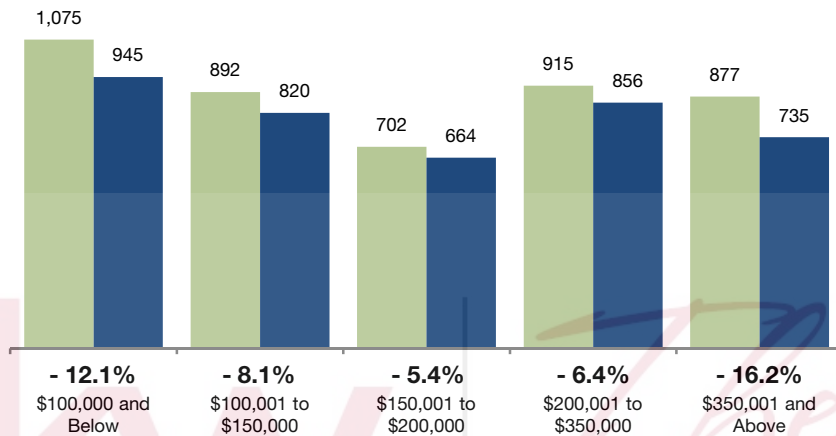
# Inventory of Homes for Sale

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



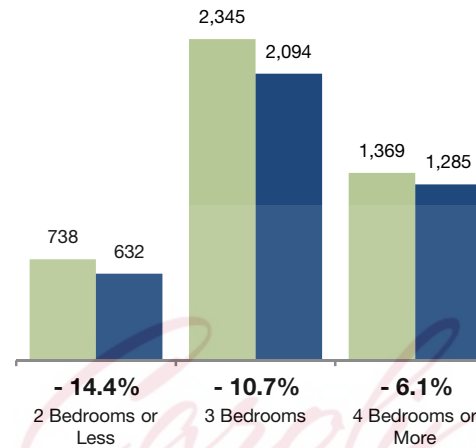
## By Price Range

■ 11-2010 ■ 11-2011



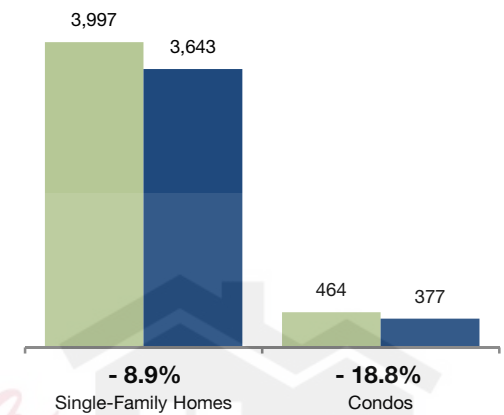
## By Bedroom Count

■ 11-2010 ■ 11-2011



## By Property Type

■ 11-2010 ■ 11-2011



### All Properties

#### By Price Range

	11-2010	11-2011	Change
\$100,000 and Below	1,075	945	- 12.1%
\$100,001 to \$150,000	892	820	- 8.1%
\$150,001 to \$200,000	702	664	- 5.4%
\$200,001 to \$350,000	915	856	- 6.4%
\$350,001 and Above	877	735	- 16.2%
<b>All Price Ranges</b>	<b>4,461</b>	<b>4,020</b>	<b>- 9.9%</b>

### Single-Family Homes

	11-2010	11-2011	Change
2 Bedrooms or Less	941	848	- 9.9%
3 Bedrooms	796	736	- 7.5%
4 Bedrooms or More	587	565	- 3.7%
	841	789	- 6.2%
	832	705	- 15.3%
<b>All Single-Family Homes</b>	<b>3,997</b>	<b>3,643</b>	<b>- 8.9%</b>

### Condos

	11-2010	11-2011	Change
1 Bedroom	134	97	- 27.6%
2 Bedrooms	96	84	- 12.5%
3 Bedrooms	115	99	- 13.9%
4 Bedrooms or More	74	67	- 9.5%
	45	30	- 33.3%
<b>All Condos</b>	<b>464</b>	<b>377</b>	<b>- 18.8%</b>

#### By Bedroom Count

	11-2010	11-2011	Change
2 Bedrooms or Less	738	632	- 14.4%
3 Bedrooms	2,345	2,094	- 10.7%
4 Bedrooms or More	1,369	1,285	- 6.1%
<b>All Bedroom Counts</b>	<b>4,461</b>	<b>4,020</b>	<b>- 9.9%</b>

	11-2010	11-2011	Change
2 Bedrooms or Less	538	461	- 14.3%
3 Bedrooms	2,190	1,977	- 9.7%
4 Bedrooms or More	1,260	1,196	- 5.1%
<b>All Single-Family Homes</b>	<b>3,997</b>	<b>3,643</b>	<b>- 8.9%</b>

	11-2010	11-2011	Change
1 Bedroom	200	171	- 14.5%
2 Bedrooms	155	117	- 24.5%
3 Bedrooms	109	89	- 18.3%
<b>All Condos</b>	<b>464</b>	<b>377</b>	<b>- 18.8%</b>

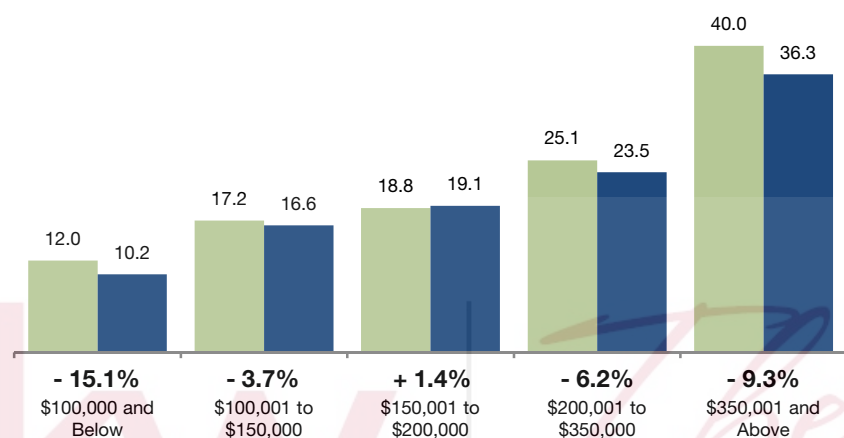
# Months Supply of Inventory

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

■ 11-2010 ■ 11-2011



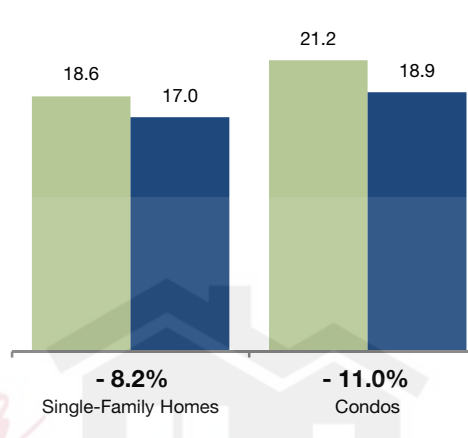
## By Bedroom Count

■ 11-2010 ■ 11-2011



## By Property Type

■ 11-2010 ■ 11-2011



## All Properties

### By Price Range

	11-2010	11-2011	Change
\$100,000 and Below	12.0	10.2	- 15.1%
\$100,001 to \$150,000	17.2	16.6	- 3.7%
\$150,001 to \$200,000	18.8	19.1	+ 1.4%
\$200,001 to \$350,000	25.1	23.5	- 6.2%
\$350,001 and Above	40.0	36.3	- 9.3%
<b>All Price Ranges</b>	<b>18.8</b>	<b>17.2</b>	<b>- 8.6%</b>

## Single-Family Homes

	11-2010	11-2011	Change
\$100,000 and Below	12.0	10.5	- 12.8%
\$100,001 to \$150,000	16.5	15.7	- 4.9%
\$150,001 to \$200,000	17.2	17.8	+ 3.6%
\$200,001 to \$350,000	25.0	22.9	- 8.4%
\$350,001 and Above	39.8	35.8	- 9.9%
<b>All Price Ranges</b>	<b>18.6</b>	<b>17.0</b>	<b>- 8.2%</b>

## Condos

	11-2010	11-2011	Change
\$100,000 and Below	11.7	8.1	- 30.6%
\$100,001 to \$150,000	26.8	29.8	+ 11.3%
\$150,001 to \$200,000	34.2	33.0	- 3.5%
\$200,001 to \$350,000	23.9	29.1	+ 21.7%
\$350,001 and Above	22.5	25.7	+ 14.3%
<b>All Price Ranges</b>	<b>21.2</b>	<b>18.9</b>	<b>- 11.0%</b>

### By Bedroom Count

	11-2010	11-2011	Change
2 Bedrooms or Less	20.3	17.4	- 14.2%
3 Bedrooms	16.7	15.7	- 5.7%
4 Bedrooms or More	22.7	19.9	- 12.1%
<b>All Bedroom Counts</b>	<b>18.8</b>	<b>17.2</b>	<b>- 8.6%</b>

	11-2010	11-2011	Change
2 Bedrooms or Less	20.1	16.4	- 18.4%
3 Bedrooms	16.4	15.6	- 4.8%
4 Bedrooms or More	22.8	20.2	- 11.5%
<b>All Bedroom Counts</b>	<b>18.6</b>	<b>17.0</b>	<b>- 8.2%</b>

# Housing Supply Overview

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



## December 2011

Now that 2011 is fully in the books, it's important to discern which market segments performed well and which encountered additional challenges. This not only sheds light on consumer behavior, but also provides a preliminary look at what 2012 might have in store. For the 12-month period spanning January 2011 through December 2011, Pending Sales in the Western Upstate region were down 5.7 percent overall. The price range with the smallest decline in sales was the \$200,001 to \$350,000 range, where they decreased 2.5 percent.

The overall Median Sales Price was down 2.0 percent to \$123,000. The property type with the smallest price decline was the Single-Family segment, where prices decreased 1.6 percent to \$126,000. The price range that tended to sell the quickest was the \$100,000 and Below range at 156 days; the price range that tended to sell the slowest was the \$350,001 and Above range at 215 days.

Market-wide, inventory levels were down 11.1 percent. The property type that lost the least inventory was the Single-Family segment, where it decreased 10.1 percent. That amounts to 16.7 months supply for Single-Family homes and 19.0 months supply for Condos.

## Quick Facts

**- 2.5%**

Price Range With the  
Strongest Sales:  
**\$200,001 to \$350,000**

**+ 0.7%**

Bedroom Count With  
Strongest Sales:  
**4 Bedrooms or More**

**- 4.9%**

Property Type With  
Strongest Sales:  
**Single-Family Homes**

Pending Sales	<b>2</b>
Days on Market Until Sale	<b>3</b>
Median Sales Price	<b>4</b>
Percent of List Price Received	<b>5</b>
Inventory of Homes for Sale	<b>6</b>
Months Supply of Inventory	<b>7</b>

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



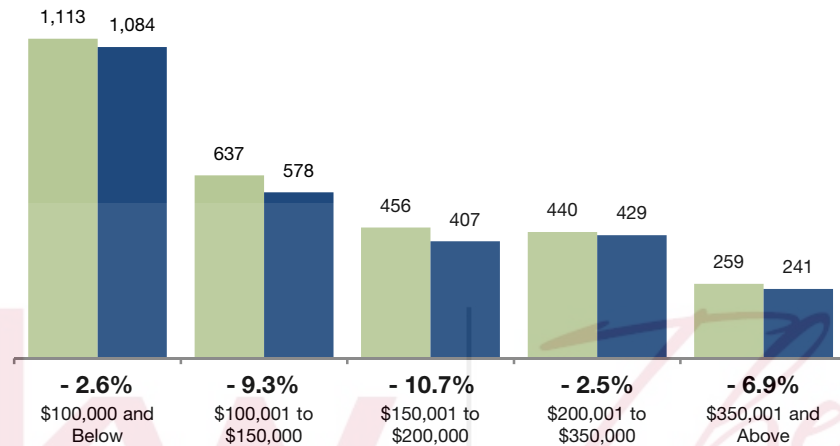
# Pending Sales

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



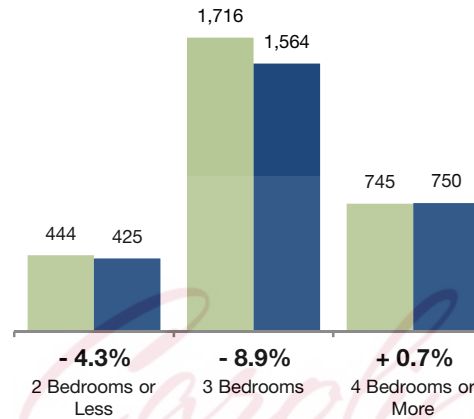
## By Price Range

■ 12-2010 ■ 12-2011



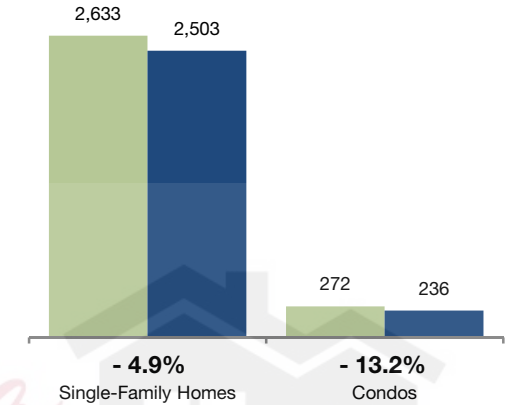
## By Bedroom Count

■ 12-2010 ■ 12-2011



## By Property Type

■ 12-2010 ■ 12-2011



### All Properties

#### By Price Range

	12-2010	12-2011	Change
\$100,000 and Below	1,113	1,084	- 2.6%
\$100,001 to \$150,000	637	578	- 9.3%
\$150,001 to \$200,000	456	407	- 10.7%
\$200,001 to \$350,000	440	429	- 2.5%
\$350,001 and Above	259	241	- 6.9%
<b>All Price Ranges</b>	<b>2,905</b>	<b>2,739</b>	<b>- 5.7%</b>

### Single-Family Homes

	12-2010	12-2011	Change
2 Bedrooms or Less	968	944	- 2.5%
3 Bedrooms	590	550	- 6.8%
4 Bedrooms or More	421	368	- 12.6%
	408	405	- 0.7%
	246	236	- 4.1%
<b>All Single-Family Homes</b>	<b>2,633</b>	<b>2,503</b>	<b>- 4.9%</b>

### Condos

	12-2010	12-2011	Change
1 Bedroom	145	140	- 3.4%
2 Bedrooms	47	28	- 40.4%
3 Bedrooms	35	39	+ 11.4%
4 Bedrooms or More	32	24	- 25.0%
	13	5	- 61.5%
<b>All Condos</b>	<b>272</b>	<b>236</b>	<b>- 13.2%</b>

#### By Bedroom Count

	12-2010	12-2011	Change
2 Bedrooms or Less	444	425	- 4.3%
3 Bedrooms	1,716	1,564	- 8.9%
4 Bedrooms or More	745	750	+ 0.7%
<b>All Bedroom Counts</b>	<b>2,905</b>	<b>2,739</b>	<b>- 5.7%</b>

	12-2010	12-2011	Change
2 Bedrooms or Less	328	321	- 2.1%
3 Bedrooms	1,621	1,491	- 8.0%
4 Bedrooms or More	684	691	+ 1.0%
<b>All Single-Family Homes</b>	<b>2,633</b>	<b>2,503</b>	<b>- 4.9%</b>

	12-2010	12-2011	Change
1 Bedroom	116	104	- 10.3%
2 Bedrooms	95	73	- 23.2%
3 Bedrooms	61	59	- 3.3%
<b>All Condos</b>	<b>272</b>	<b>236</b>	<b>- 13.2%</b>

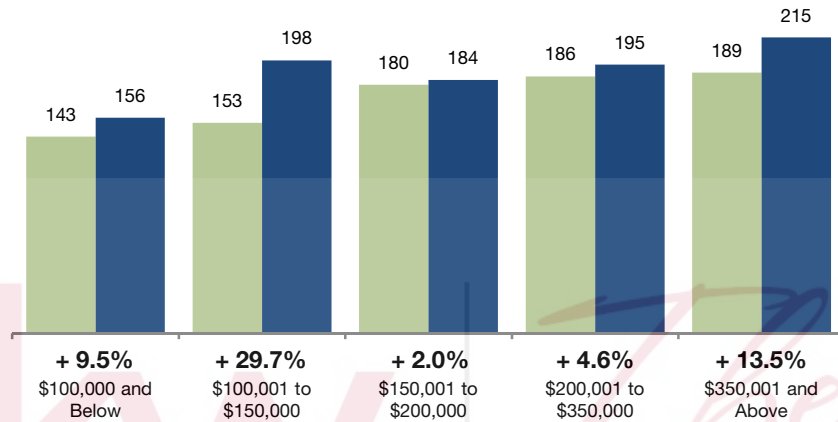
# Days on Market Until Sale

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



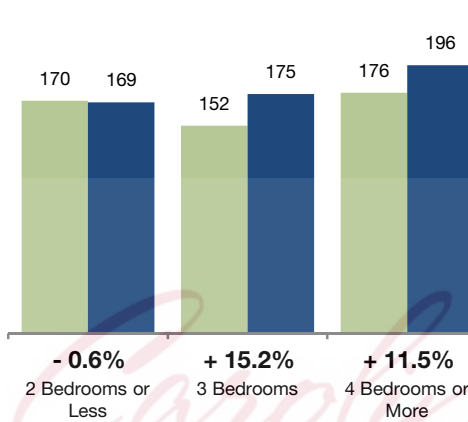
## By Price Range

■ 12-2010 ■ 12-2011



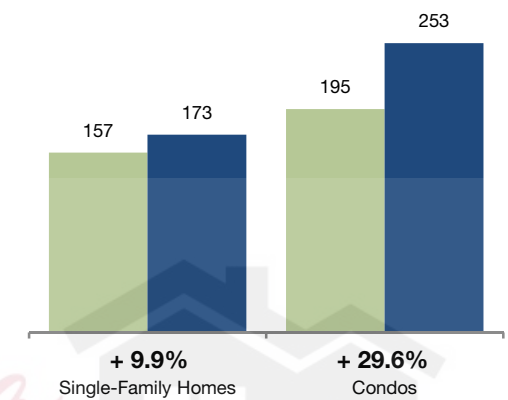
## By Bedroom Count

■ 12-2010 ■ 12-2011



## By Property Type

■ 12-2010 ■ 12-2011



## All Properties

### By Price Range

	12-2010	12-2011	Change
\$100,000 and Below	143	156	+ 9.5%
\$100,001 to \$150,000	153	198	+ 29.7%
\$150,001 to \$200,000	180	184	+ 2.0%
\$200,001 to \$350,000	186	195	+ 4.6%
\$350,001 and Above	189	215	+ 13.5%
<b>All Price Ranges</b>	<b>161</b>	<b>180</b>	<b>+ 11.9%</b>

## Single-Family Homes

12-2010	12-2011	Change
139	153	+ 10.4%
146	172	+ 18.0%
172	180	+ 4.4%
188	195	+ 4.0%
190	213	+ 12.1%
<b>157</b>	<b>173</b>	<b>+ 9.9%</b>

## Condos

12-2010	12-2011	Change
170	178	+ 5.0%
238	515	+ 116.5%
270	244	- 9.7%
172	195	+ 13.5%
162	308	+ 89.6%
<b>195</b>	<b>253</b>	<b>+ 29.6%</b>

### By Bedroom Count

	12-2010	12-2011	Change
2 Bedrooms or Less	170	169	- 0.6%
3 Bedrooms	152	175	+ 15.2%
4 Bedrooms or More	176	196	+ 11.5%
<b>All Bedroom Counts</b>	<b>161</b>	<b>180</b>	<b>+ 11.9%</b>

12-2010	12-2011	Change
154	152	- 0.8%
150	172	+ 14.5%
176	184	+ 4.9%
<b>157</b>	<b>173</b>	<b>+ 9.9%</b>

	12-2010	12-2011	Change
	217	219	+ 1.1%
	183	237	+ 29.7%
	174	331	+ 90.5%
	<b>195</b>	<b>253</b>	<b>+ 29.6%</b>

# Median Sales Price

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

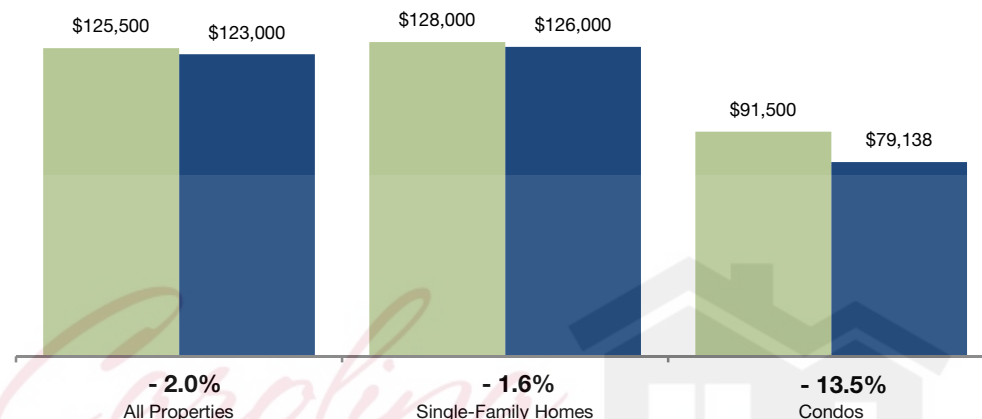
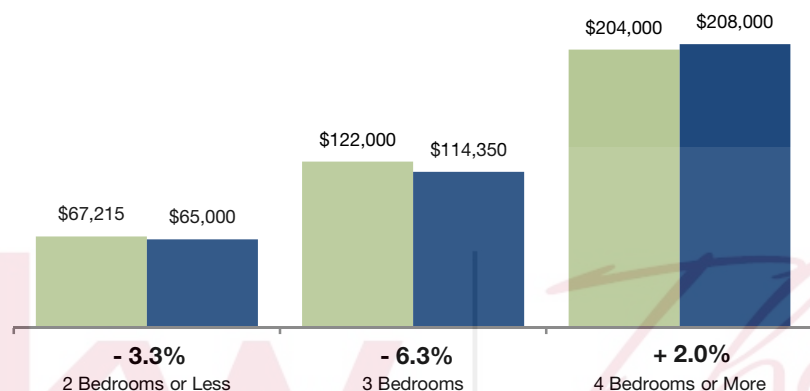


## By Bedroom Count

■ 12-2010 ■ 12-2011

## By Property Type

■ 12-2010 ■ 12-2011



### All Properties

By Bedroom Count	12-2010	12-2011	Change
2 Bedrooms or Less	\$67,215	\$65,000	- 3.3%
3 Bedrooms	\$122,000	\$114,350	- 6.3%
4 Bedrooms or More	\$204,000	\$208,000	+ 2.0%
<b>All Bedroom Counts</b>	<b>\$125,500</b>	<b>\$123,000</b>	<b>- 2.0%</b>

### Single-Family Homes

12-2010	12-2011	Change	12-2010	12-2011	Change
\$63,000	\$60,000	- 4.8%	\$79,900	\$72,750	- 8.9%
\$120,000	\$115,000	- 4.2%	\$148,950	\$93,650	- 37.1%
\$219,500	\$220,000	+ 0.2%	\$73,950	\$93,000	+ 25.8%
<b>\$128,000</b>	<b>\$126,000</b>	<b>- 1.6%</b>	<b>\$91,500</b>	<b>\$79,138</b>	<b>- 13.5%</b>

### Condos

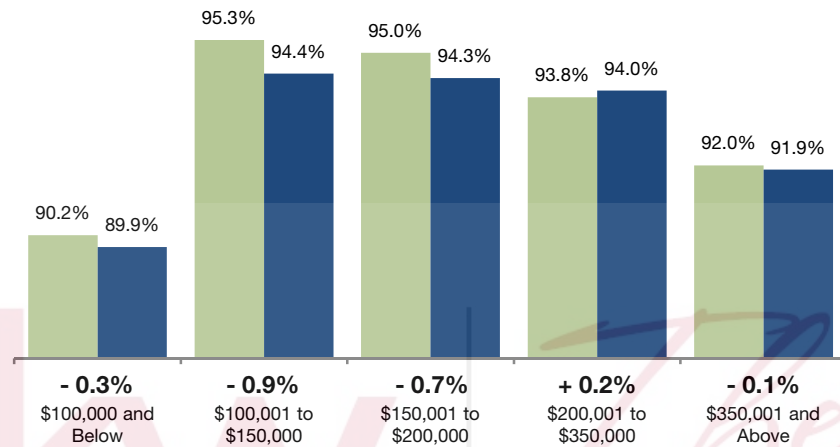
# Percent of List Price Received

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.**



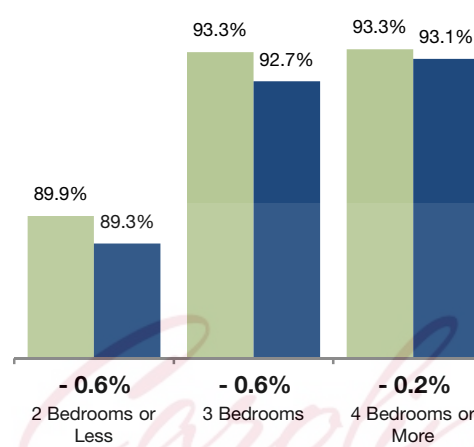
## By Price Range

■ 12-2010 ■ 12-2011



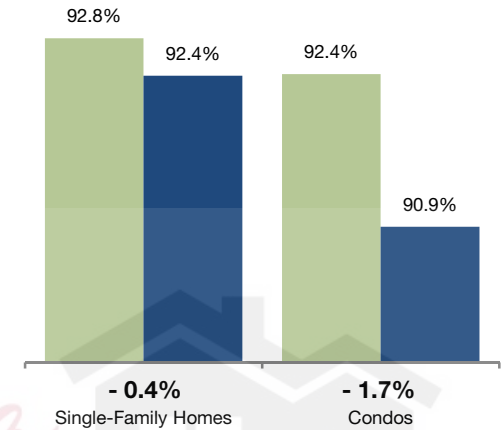
## By Bedroom Count

■ 12-2010 ■ 12-2011



## By Property Type

■ 12-2010 ■ 12-2011



### All Properties

#### By Price Range

	12-2010	12-2011	Change
\$100,000 and Below	90.2%	89.9%	- 0.3%
\$100,001 to \$150,000	95.3%	94.4%	- 0.9%
\$150,001 to \$200,000	95.0%	94.3%	- 0.7%
\$200,001 to \$350,000	93.8%	94.0%	+ 0.2%
\$350,001 and Above	92.0%	91.9%	- 0.1%
<b>All Price Ranges</b>	<b>92.8%</b>	<b>92.3%</b>	<b>- 0.5%</b>

### Single-Family Homes

	12-2010	12-2011	Change
2 Bedrooms or Less	89.8%	89.8%	+ 0.0%
3 Bedrooms	95.6%	94.8%	- 0.8%
4 Bedrooms or More	95.1%	94.2%	- 0.9%
	94.1%	94.1%	+ 0.1%
	92.1%	91.9%	- 0.2%
<b>All Single-Family Homes</b>	<b>92.8%</b>	<b>92.4%</b>	<b>- 0.4%</b>

### Condos

	12-2010	12-2011	Change
Single-Family Homes	92.9%	90.3%	- 2.7%
Condos	91.8%	89.7%	- 2.3%
	93.6%	96.0%	+ 2.5%
	90.7%	91.6%	+ 1.0%
	89.6%	92.0%	+ 2.7%
<b>All Condos</b>	<b>92.4%</b>	<b>90.9%</b>	<b>- 1.7%</b>

#### By Bedroom Count

	12-2010	12-2011	Change
2 Bedrooms or Less	89.9%	89.3%	- 0.6%
3 Bedrooms	93.3%	92.7%	- 0.6%
4 Bedrooms or More	93.3%	93.1%	- 0.2%
<b>All Bedroom Counts</b>	<b>92.8%</b>	<b>92.3%</b>	<b>- 0.5%</b>

	12-2010	12-2011	Change
2 Bedrooms or Less	89.6%	89.2%	- 0.4%
3 Bedrooms	93.4%	92.8%	- 0.6%
4 Bedrooms or More	93.0%	93.1%	+ 0.1%
<b>All Single-Family Homes</b>	<b>92.8%</b>	<b>92.4%</b>	<b>- 0.4%</b>

	12-2010	12-2011	Change
Single-Family Homes	90.9%	89.7%	- 1.3%
Condos	91.1%	90.2%	- 1.0%
	97.2%	93.8%	- 3.5%
<b>All Condos</b>	<b>92.4%</b>	<b>90.9%</b>	<b>- 1.7%</b>

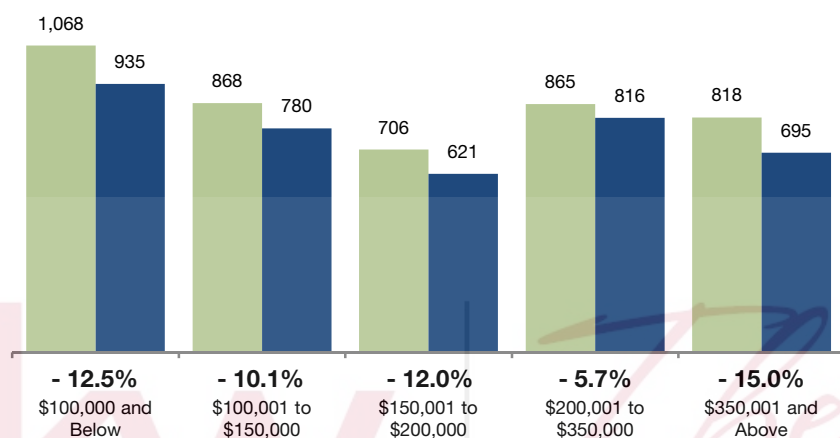
# Inventory of Homes for Sale

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



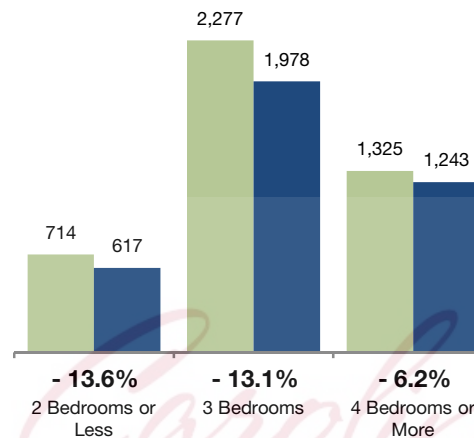
## By Price Range

■ 12-2010 ■ 12-2011



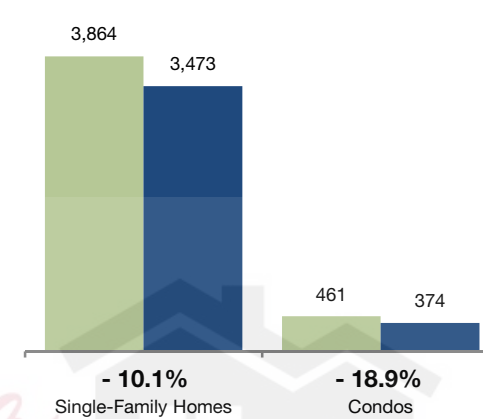
## By Bedroom Count

■ 12-2010 ■ 12-2011



## By Property Type

■ 12-2010 ■ 12-2011



### All Properties

#### By Price Range

	12-2010	12-2011	Change
\$100,000 and Below	1,068	935	- 12.5%
\$100,001 to \$150,000	868	780	- 10.1%
\$150,001 to \$200,000	706	621	- 12.0%
\$200,001 to \$350,000	865	816	- 5.7%
\$350,001 and Above	818	695	- 15.0%
<b>All Price Ranges</b>	<b>4,325</b>	<b>3,847</b>	<b>- 11.1%</b>

### Single-Family Homes

	12-2010	12-2011	Change
941	840	- 10.7%	
775	693	- 10.6%	
586	523	- 10.8%	
789	752	- 4.7%	
773	665	- 14.0%	
<b>3,864</b>	<b>3,473</b>	<b>- 10.1%</b>	

### Condos

	12-2010	12-2011	Change
127	95	- 25.2%	
93	87	- 6.5%	
120	98	- 18.3%	
76	64	- 15.8%	
45	30	- 33.3%	
<b>461</b>	<b>374</b>	<b>- 18.9%</b>	

#### By Bedroom Count

	12-2010	12-2011	Change
2 Bedrooms or Less	714	617	- 13.6%
3 Bedrooms	2,277	1,978	- 13.1%
4 Bedrooms or More	1,325	1,243	- 6.2%
<b>All Bedroom Counts</b>	<b>4,325</b>	<b>3,847</b>	<b>- 11.1%</b>

	12-2010	12-2011	Change
515	451	- 12.4%	
2,122	1,860	- 12.3%	
1,218	1,153	- 5.3%	
<b>3,864</b>	<b>3,473</b>	<b>- 10.1%</b>	

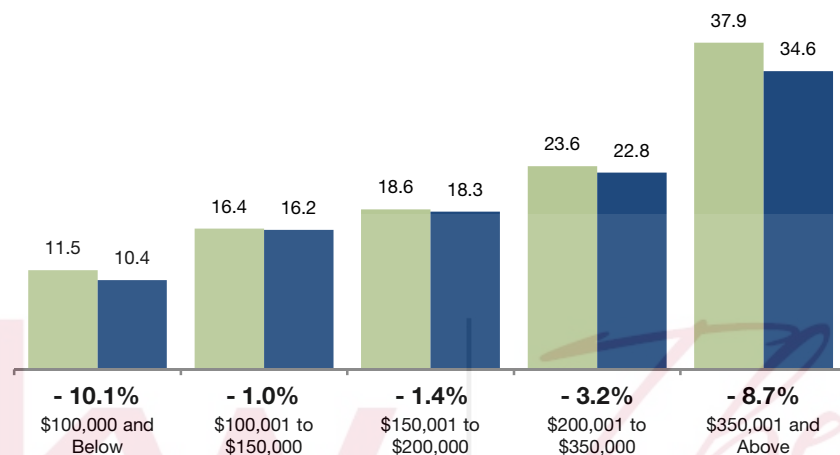
# Months Supply of Inventory

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

■ 12-2010 ■ 12-2011



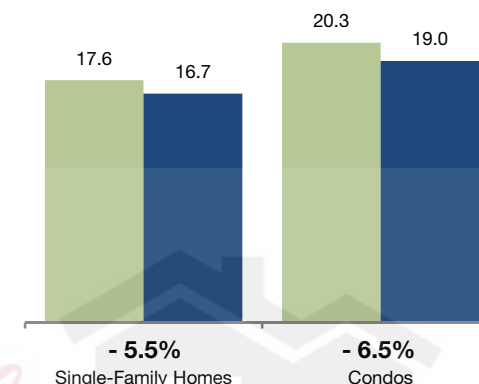
## By Bedroom Count

■ 12-2010 ■ 12-2011



## By Property Type

■ 12-2010 ■ 12-2011



## All Properties

### By Price Range

	12-2010	12-2011	Change
\$100,000 and Below	11.5	10.4	- 10.1%
\$100,001 to \$150,000	16.4	16.2	- 1.0%
\$150,001 to \$200,000	18.6	18.3	- 1.4%
\$200,001 to \$350,000	23.6	22.8	- 3.2%
\$350,001 and Above	37.9	34.6	- 8.7%
<b>All Price Ranges</b>	<b>17.9</b>	<b>16.9</b>	<b>- 5.7%</b>

## Single-Family Homes

	12-2010	12-2011	Change
\$100,000 and Below	11.7	10.7	- 8.5%
\$100,001 to \$150,000	15.8	15.1	- 4.1%
\$150,001 to \$200,000	16.7	17.1	+ 2.1%
\$200,001 to \$350,000	23.2	22.3	- 4.0%
\$350,001 and Above	37.7	33.8	- 10.3%
<b>All Price Ranges</b>	<b>17.6</b>	<b>16.7</b>	<b>- 5.5%</b>

## Condos

	12-2010	12-2011	Change
\$100,000 and Below	10.5	8.1	- 22.5%
\$100,001 to \$150,000	23.7	34.2	+ 43.9%
\$150,001 to \$200,000	37.7	30.2	- 20.0%
\$200,001 to \$350,000	23.8	26.7	+ 12.3%
\$350,001 and Above	20.8	30.0	+ 44.4%
<b>All Price Ranges</b>	<b>20.3</b>	<b>19.0</b>	<b>- 6.5%</b>

### By Bedroom Count

	12-2010	12-2011	Change
2 Bedrooms or Less	19.3	17.4	- 9.7%
3 Bedrooms	15.9	15.2	- 4.7%
4 Bedrooms or More	21.3	19.9	- 6.8%
<b>All Bedroom Counts</b>	<b>17.9</b>	<b>16.9</b>	<b>- 5.7%</b>

	12-2010	12-2011	Change
2 Bedrooms or Less	18.8	16.9	- 10.5%
3 Bedrooms	15.7	15.0	- 4.7%
4 Bedrooms or More	21.4	20.0	- 6.3%
<b>All Bedroom Counts</b>	<b>17.6</b>	<b>16.7</b>	<b>- 5.5%</b>