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## First Quarter Home Sales and Prices Increase by Solid Margins

**MADISON, Wis.** – Wisconsin existing home sales increased 3 percent in March, which is the 21st straight month of sales growth. Median prices grew 9.7 percent to \$134,900 in March, compared to the same period last year, according to statistics released by the Wisconsin REALTORS® Association (WRA). Sales during the first quarter were up 10.8 percent, and median prices rose 5 percent relative to the first quarter of 2012.

“This is the highest sales volume we’ve seen in March since 2007, before the Great Recession began,” said Renny Diedrich, Chairman of the WRA board of directors. Noting that sales moderated somewhat from the double-digit growth rates of the past year and a half, Diedrich said, “It’s inevitable that the torrid pace of sales will moderate since the base we’re comparing to is a much improved market. Our markets remain strong and growing.”

Looking at the first quarter, Diedrich noted that every region of the state saw increased sales, with four of the six regions increasing more than 10 percent compared to the first quarter of 2012. Three regions — the Central, West and Southeast — saw Q1 sales grow between 14.1 percent and 16.3 percent, whereas the South Central region was up 10.2 percent compared to Q1 2012. The North was up 6.2 percent and the Northeast grew 3.5 percent over the period. “With Wisconsin’s net job growth essentially flat over the past year, this is a very good beginning to the 2013 home sales market,” said Diedrich.

Median prices rose a solid 9.7 percent in March, up 5 percent in the first quarter of 2013 compared to the first quarter of 2012. Inventory reductions were a major factor in the recent growth in median prices, according to Michael Theo, WRA President and CEO. “Very low mortgage rates have certainly stimulated sales activity, and this combined with a decline in new listings has brought our unsold inventory levels down to just nine months of supply,” Theo said. Inventory levels are down from 12.1 months a year ago, and from approximately 18 months of unsold homes in July 2011. Every region of the state saw its median price increase in the first quarter. Median prices in the Central region were up 16.7 percent in Q1, due in large part to a shift in the mix of homes sold to homes with more desirable amenities. Also up by strong margins were the South Central region, up 10.1 percent; the West region, up 7.7 percent; and the Southeast, up 4.8 percent. Finally, median prices in the North and Northeast regions grew between 2.7 percent and 3.3 percent in the first quarter of 2013 compared to the first quarter of 2012.

The Wisconsin Housing Affordability Index shows the percentage of the median-priced home that a buyer earning the median family income can afford to buy, at current mortgage rates and a 20 percent down payment. The index was at 261 percent in March 2013 compared to 274 percent in March 2012. While Wisconsin housing remains very affordable, the trends of rising prices and rising mortgage rates will eventually erode affordability. “Buyers should consider these trends and take advantage of the current market conditions,” Theo said. “It’s an excellent time for both first-time homebuyers and homeowners who want to trade up, to consult an experienced REALTOR® with local market expertise

*The Wisconsin REALTORS® Association is one of the largest trade associations in the state, representing over 13,400 real estate brokers, sales people and affiliates statewide. All county figures on sales volume and median prices are compiled by the Wisconsin REALTORS® Association and are not seasonally adjusted. Median prices are only computed if the county recorded at least 10 home sales in the quarter. All data collected by Wisconsin REALTORS® Association are subject to revision if more complete data become available. Beginning in 2010, all historical sales volume and median price data at the county level have been rebenchmarked using the Techmark system which accesses MLS data directly and in real time. The Wisconsin Housing Affordability Index is updated monthly with the most recent data on median housing prices, mortgage rates, and estimated median family income data for Wisconsin.*

**Report Criteria:** Reflecting data through: March 2013 | State: WI | Type: Residential

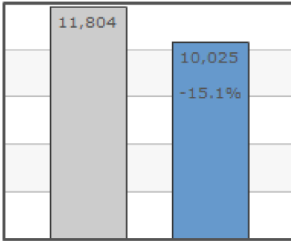
## Wisconsin - Statewide

Wisconsin	3/2012	3/2013	% Change	YTD 2012	YTD 2013	YTD % Change
<b>New Listings</b>	11,804	10,025	-15.1%	29,615	26,474	-10.6%
<b>Closed Sales</b>	4,911	5,058	+3.0%	11,049	12,246	+10.8%
<b>Median Sales Price</b>	123,000	134,900	+9.7%	120,000	126,000	+5.0%
<b>Months Supply of Inventory</b>	12.1	9.0	-25.6%			
<b>Inventory of Homes for Sale</b>	54,181	48,135	-11.2%			

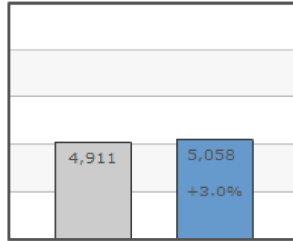
Inventory of homes for sale includes residential single family, duplex, condo, and townhouse properties.

## Current Month

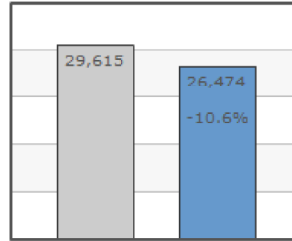
## Year-to-date



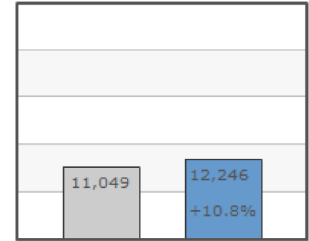
New Listings



Closed Sales



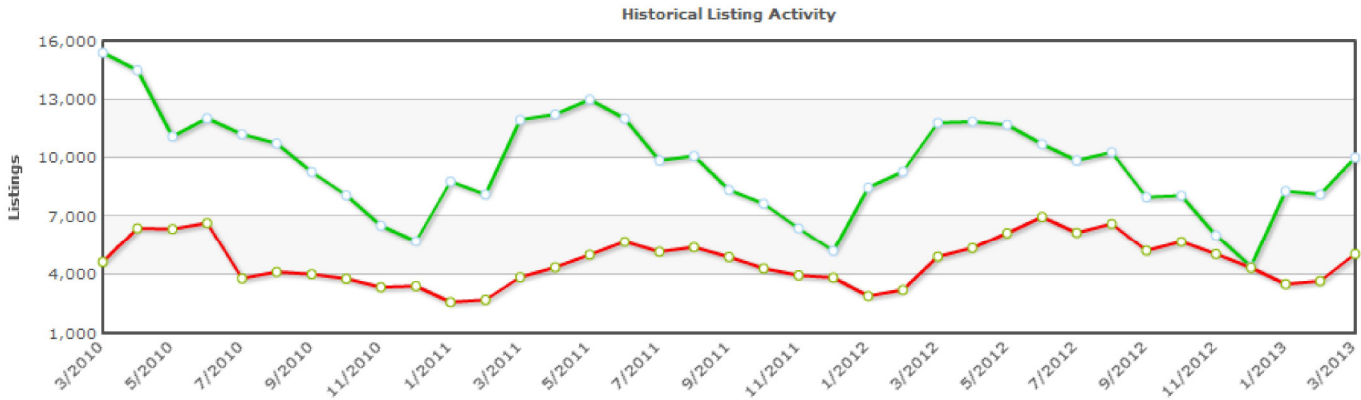
New Listings



Closed Sales

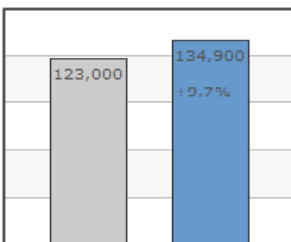
## Historical Activity

■ New Listings | ■ Sold Listings

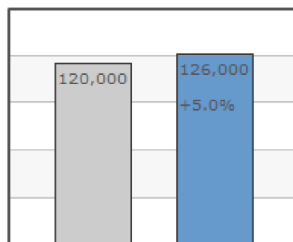


## Median Sales Price

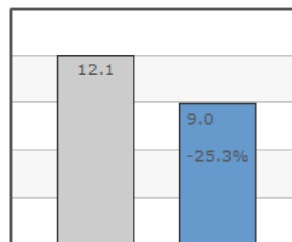
## Inventory and Affordability



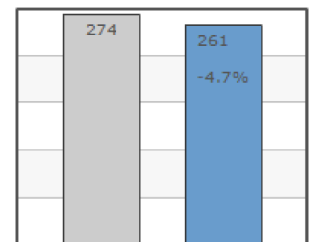
Median Sales Price



Median Sales Price



Months Supply of Inventory



Housing Affordability Index

**Report Criteria:** Reflecting data through: March 2013 | State: WI | Type: Residential

Region	County	Median Price			Sales		
		3/2013	3/2012	% Change	3/2013	3/2012	% Change
Southeast	Kenosha	98,500	110,500	-10.9%	161	147	+9.5%
Southeast	Milwaukee	97,000	87,250	+11.2%	793	738	+7.5%
Southeast	Ozaukee	228,500	205,000	+11.5%	83	96	-13.5%
Southeast	Racine	123,310	68,762	+79.3%	168	170	-1.2%
Southeast	Sheboygan	118,900	89,999	+32.1%	117	101	+15.8%
Southeast	Walworth	147,670	135,000	+9.4%	108	105	+2.9%
Southeast	Washington	172,500	175,000	-1.4%	137	117	+17.1%
Southeast	Waukesha	229,950	209,000	+10.0%	404	355	+13.8%
<b>Southeast</b>	<b>Regional Total</b>	<b>145,000</b>	<b>127,000</b>	<b>+14.2%</b>	<b>1,971</b>	<b>1,829</b>	<b>+7.8%</b>

Region	County	Median Price			Sales		
		3/2013	3/2012	% Change	3/2013	3/2012	% Change
Milwaukee	Milwaukee	97,000	87,250	+11.2%	793	738	+7.5%
Milwaukee	Ozaukee	228,500	205,000	+11.5%	83	96	-13.5%
Milwaukee	Washington	172,500	175,000	-1.4%	137	117	+17.1%
Milwaukee	Waukesha	229,950	209,000	+10.0%	404	355	+13.8%
<b>Milwaukee</b>	<b>Regional Total</b>	<b>153,000</b>	<b>140,000</b>	<b>+9.3%</b>	<b>1,417</b>	<b>1,306</b>	<b>+8.5%</b>

Region	County	Median Price			Sales		
		3/2013	3/2012	% Change	3/2013	3/2012	% Change
South Central	Columbia	111,000	113,204	-1.9%	35	51	-31.4%
South Central	Crawford	NA	82,000	NA	8	12	-33.3%
South Central	Dane	195,000	186,500	+4.6%	522	466	+12.0%
South Central	Dodge	93,500	100,500	-7.0%	60	66	-9.1%
South Central	Grant	94,000	85,000	+10.6%	23	19	+21.1%
South Central	Green	149,900	128,750	+16.4%	27	32	-15.6%
South Central	Iowa	115,900	110,000	+5.4%	25	19	+31.6%
South Central	Jefferson	115,000	125,000	-8.0%	70	70	0%
South Central	Lafayette	88,400	NA	NA	10	8	+25.0%
South Central	Richland	100,000	84,000	+19.0%	11	13	-15.4%
South Central	Rock	103,000	86,000	+19.8%	131	155	-15.5%
South Central	Sauk	145,900	126,000	+15.8%	49	53	-7.5%
<b>South Central</b>	<b>Regional Total</b>	<b>159,900</b>	<b>148,000</b>	<b>+8.0%</b>	<b>971</b>	<b>964</b>	<b>+0.7%</b>

Region	County	Median Price			Sales		
		3/2013	3/2012	% Change	3/2013	3/2012	% Change
West	Buffalo	NA	NA	NA	6	2	+200%
West	Chippewa	112,000	125,000	-10.4%	33	51	-35.3%
West	Dunn	129,250	96,950	+33.3%	46	36	+27.8%
West	Eau Claire	120,250	113,000	+6.4%	96	80	+20.0%
West	Jackson	106,500	132,000	-19.3%	15	11	+36.4%
West	La Crosse	135,500	137,000	-1.1%	117	83	+41.0%
West	Monroe	90,000	92,550	-2.8%	25	32	-21.9%
West	Pepin	NA	NA	NA	9	2	+350.0%
West	Pierce	164,000	106,500	+54.0%	35	29	+20.7%
West	St. Croix	162,000	151,000	+7.3%	109	85	+28.2%
West	Trempealeau	100,000	95,000	+5.3%	17	19	-10.5%
West	Vernon	NA	102,000	NA	9	15	-40.0%
<b>West</b>	<b>Regional Total</b>	<b>135,000</b>	<b>125,000</b>	<b>+8.0%</b>	<b>506</b>	<b>441</b>	<b>+14.7%</b>

Region	County	Median Price			Sales		
		3/2013	3/2012	% Change	3/2013	3/2012	% Change
Northeast	Brown	138,000	135,075	+2.2%	217	232	-6.5%
Northeast	Calumet	164,000	140,100	+17.1%	39	38	+2.6%
Northeast	Door	168,000	185,000	-9.2%	31	33	-6.1%
Northeast	Fond du Lac	112,500	83,000	+35.5%	72	85	-15.3%
Northeast	Green Lake	54,000	33,450	+61.4%	15	14	+7.1%
Northeast	Kewaunee	140,000	86,300	+62.2%	12	22	-45.5%
Northeast	Manitowoc	90,775	77,500	+17.1%	68	55	+23.6%
Northeast	Marinette	70,000	69,950	+0.1%	28	36	-22.2%
Northeast	Menominee	NA	NA	NA	NA	3	NA
Northeast	Oconto	104,000	90,300	+15.2%	47	39	+20.5%
Northeast	Outagamie	128,000	107,500	+19.1%	167	150	+11.3%
Northeast	Shawano	103,000	92,000	+12.0%	28	37	-24.3%
Northeast	Waupaca	89,200	89,000	+0.2%	42	43	-2.3%
Northeast	Winnebago	126,000	110,000	+14.5%	137	167	-18.0%
<b>Northeast</b>	<b>Regional Total</b>	<b>121,001</b>	<b>112,338</b>	<b>+7.7%</b>	<b>903</b>	<b>954</b>	<b>-5.3%</b>

Region	County	Median Price			Sales		
		3/2013	3/2012	% Change	3/2013	3/2012	% Change
Central	Adams	89,250	89,975	-0.8%	26	22	+18.2%
Central	Clark	72,000	54,000	+33.3%	19	22	-13.6%
Central	Juneau	88,500	60,750	+45.7%	21	30	-30.0%
Central	Marathon	117,000	109,100	+7.2%	110	96	+14.6%
Central	Marquette	78,375	76,000	+3.1%	12	15	-20.0%
Central	Portage	151,750	132,450	+14.6%	38	42	-9.5%
Central	Waushara	80,000	82,000	-2.4%	19	17	+11.8%
Central	Wood	94,000	94,000	0%	53	50	+6.0%
<b>Central</b>	<b>Regional Total</b>	<b>104,850</b>	<b>93,250</b>	<b>+12.4%</b>	<b>298</b>	<b>294</b>	<b>+1.4%</b>

Region	County	Median Price			Sales		
		3/2013	3/2012	% Change	3/2013	3/2012	% Change
North	Ashland	81,750	145,000	-43.6%	22	16	+37.5%
North	Barron	125,000	81,000	+54.3%	43	47	-8.5%
North	Bayfield	165,500	121,000	+36.8%	12	17	-29.4%
North	Burnett	108,000	156,000	-30.8%	29	33	-12.1%
North	Douglas	87,450	97,500	-10.3%	38	45	-15.6%
North	Florence	NA	NA	NA	2	NA	NA
North	Forest	NA	NA	NA	4	2	+100%
North	Iron	NA	NA	NA	7	1	+600%
North	Langlade	54,000	59,000	-8.5%	17	13	+30.8%
North	Lincoln	70,500	75,000	-6.0%	19	29	-34.5%
North	Oneida	117,800	152,500	-22.8%	41	44	-6.8%
North	Polk	77,500	72,900	+6.3%	60	76	-21.1%
North	Price	NA	NA	NA	8	5	+60.0%
North	Rusk	64,000	145,000	-55.9%	11	11	0%
North	Sawyer	154,000	164,000	-6.1%	21	20	+5.0%
North	Taylor	NA	105,000	NA	5	10	-50.0%
North	Vilas	168,000	150,000	+12.0%	27	29	-6.9%
North	Washburn	80,000	111,000	-27.9%	38	22	+72.7%
<b>North</b>	<b>Regional Total</b>	<b>95,000</b>	<b>105,000</b>	<b>-9.5%</b>	<b>404</b>	<b>420</b>	<b>-3.8%</b>

#### Statewide Median Price

3/2013	3/2012	% Change
134,900	123,000	+9.7%

#### Statewide Sales

3/2013	3/2012	% Change
5,058	4,911	+3.0%

**Report Criteria:** Reflecting data through: March 2013 | State: WI | Type: Residential

Region	County	Median Price			Sales		
		YTD 2013	YTD 2012	% Change	YTD 2013	YTD 2012	% Change
Southeast	Kenosha	96,500	110,000	-12.3%	416	347	+19.9%
Southeast	Milwaukee	90,000	81,000	+11.1%	1,899	1,689	+12.4%
Southeast	Ozaukee	208,000	200,000	+4.0%	201	180	+11.7%
Southeast	Racine	90,555	80,775	+12.1%	454	386	+17.6%
Southeast	Sheboygan	115,500	94,560	+22.1%	259	223	+16.1%
Southeast	Walworth	132,500	125,440	+5.6%	275	244	+12.7%
Southeast	Washington	166,000	168,000	-1.2%	311	253	+22.9%
Southeast	Waukesha	224,000	213,500	+4.9%	877	790	+11.0%
<b>Southeast</b>	<b>Regional Total</b>	<b>130,000</b>	<b>124,000</b>	<b>+4.8%</b>	<b>4,692</b>	<b>4,112</b>	<b>+14.1%</b>

Region	County	Median Price			Sales		
		YTD 2013	YTD 2012	% Change	YTD 2013	YTD 2012	% Change
Milwaukee	Milwaukee	90,000	81,000	+11.1%	1,899	1,689	+12.4%
Milwaukee	Ozaukee	208,000	200,000	+4.0%	201	180	+11.7%
Milwaukee	Washington	166,000	168,000	-1.2%	311	253	+22.9%
Milwaukee	Waukesha	224,000	213,500	+4.9%	877	790	+11.0%
<b>Milwaukee</b>	<b>Regional Total</b>	<b>141,000</b>	<b>132,000</b>	<b>+6.8%</b>	<b>3,288</b>	<b>2,912</b>	<b>+12.9%</b>

Region	County	Median Price			Sales		
		YTD 2013	YTD 2012	% Change	YTD 2013	YTD 2012	% Change
South Central	Columbia	110,000	99,600	+10.4%	105	119	-11.8%
South Central	Crawford	99,000	80,000	+23.8%	23	23	0%
South Central	Dane	195,000	189,000	+3.2%	1,182	955	+23.8%
South Central	Dodge	105,000	90,700	+15.8%	151	157	-3.8%
South Central	Grant	94,000	81,500	+15.3%	61	50	+22.0%
South Central	Green	142,000	120,000	+18.3%	73	81	-9.9%
South Central	Iowa	115,450	109,900	+5.1%	48	41	+17.1%
South Central	Jefferson	139,900	127,000	+10.2%	172	159	+8.2%
South Central	Lafayette	102,000	76,750	+32.9%	31	22	+40.9%
South Central	Richland	86,700	81,000	+7.0%	29	25	+16.0%
South Central	Rock	90,000	78,799	+14.2%	349	375	-6.9%
South Central	Sauk	144,750	123,000	+17.7%	138	137	+0.7%
<b>South Central</b>	<b>Regional Total</b>	<b>154,125</b>	<b>140,000</b>	<b>+10.1%</b>	<b>2,362</b>	<b>2,144</b>	<b>+10.2%</b>

Region	County	Median Price			Sales		
		YTD 2013	YTD 2012	% Change	YTD 2013	YTD 2012	% Change
West	Buffalo	83,500	59,500	+40.3%	19	11	+72.7%
West	Chippewa	112,000	110,000	+1.8%	100	107	-6.5%
West	Dunn	127,000	106,400	+19.4%	107	78	+37.2%
West	Eau Claire	122,600	126,200	-2.9%	213	182	+17.0%
West	Jackson	89,750	131,000	-31.5%	28	24	+16.7%
West	La Crosse	139,290	131,500	+5.9%	254	203	+25.1%
West	Monroe	103,500	95,000	+8.9%	65	71	-8.5%
West	Pepin	81,000	NA	NA	17	9	+88.9%
West	Pierce	143,500	126,000	+13.9%	98	67	+46.3%
West	St. Croix	162,000	137,000	+18.2%	254	225	+12.9%
West	Trempealeau	95,500	129,250	-26.1%	44	38	+15.8%
West	Vernon	109,000	87,500	+24.6%	23	34	-32.4%
<b>West</b>	<b>Regional Total</b>	<b>134,500</b>	<b>124,900</b>	<b>+7.7%</b>	<b>1,211</b>	<b>1,045</b>	<b>+15.9%</b>

Region	County	Median Price			Sales		
		YTD 2013	YTD 2012	% Change	YTD 2013	YTD 2012	% Change
Northeast	Brown	129,000	131,250	-1.7%	545	502	+8.6%
Northeast	Calumet	152,950	145,000	+5.5%	102	99	+3.0%
Northeast	Door	148,000	150,000	-1.3%	79	84	-6.0%
Northeast	Fond du Lac	100,750	93,700	+7.5%	188	185	+1.6%
Northeast	Green Lake	57,500	47,650	+20.7%	33	33	0%
Northeast	Kewaunee	65,000	108,200	-39.9%	27	40	-32.5%
Northeast	Manitowoc	95,000	75,200	+26.3%	153	125	+22.4%
Northeast	Marinette	67,800	66,500	+2.0%	55	79	-30.4%
Northeast	Menominee	NA	NA	NA	1	4	-75.0%
Northeast	Oconto	95,250	87,750	+8.5%	104	82	+26.8%
Northeast	Outagamie	123,000	118,000	+4.2%	379	357	+6.2%
Northeast	Shawano	98,250	92,000	+6.8%	70	64	+9.4%
Northeast	Waupaca	83,000	89,000	-6.7%	99	105	-5.7%
Northeast	Winnebago	119,000	100,000	+19.0%	337	339	-0.6%
<b>Northeast</b>	<b>Regional Total</b>	<b>115,000</b>	<b>112,000</b>	<b>+2.7%</b>	<b>2,172</b>	<b>2,098</b>	<b>+3.5%</b>

Region	County	Median Price			Sales		
		YTD 2013	YTD 2012	% Change	YTD 2013	YTD 2012	% Change
Central	Adams	96,500	84,750	+13.9%	80	64	+25.0%
Central	Clark	81,750	55,000	+48.6%	54	45	+20.0%
Central	Juneau	88,500	62,000	+42.7%	71	51	+39.2%
Central	Marathon	118,000	99,000	+19.2%	258	223	+15.7%
Central	Marquette	84,000	78,000	+7.7%	32	33	-3.0%
Central	Portage	142,500	122,750	+16.1%	98	86	+14.0%
Central	Waushara	71,000	77,500	-8.4%	54	46	+17.4%
Central	Wood	81,077	90,000	-9.9%	122	113	+8.0%
<b>Central</b>	<b>Regional Total</b>	<b>105,000</b>	<b>90,000</b>	<b>+16.7%</b>	<b>769</b>	<b>661</b>	<b>+16.3%</b>

Region	County	Median Price			Sales		
		YTD 2013	YTD 2012	% Change	YTD 2013	YTD 2012	% Change
North	Ashland	79,950	64,901	+23.2%	34	31	+9.7%
North	Barron	109,000	85,950	+26.8%	117	126	-7.1%
North	Bayfield	148,000	119,900	+23.4%	27	41	-34.1%
North	Burnett	100,000	82,000	+22.0%	81	93	-12.9%
North	Douglas	81,900	92,649	-11.6%	79	79	0%
North	Florence	NA	NA	NA	2	NA	NA
North	Forest	86,444	132,500	-34.8%	14	10	+40.0%
North	Iron	169,900	NA	NA	15	8	+87.5%
North	Langlade	65,000	62,000	+4.8%	62	39	+59.0%
North	Lincoln	77,750	60,000	+29.6%	62	61	+1.6%
North	Oneida	117,800	128,500	-8.3%	96	86	+11.6%
North	Polk	89,000	82,450	+7.9%	162	148	+9.5%
North	Price	76,000	80,000	-5.0%	25	19	+31.6%
North	Rusk	70,000	89,000	-21.3%	28	27	+3.7%
North	Sawyer	151,500	154,500	-1.9%	48	41	+17.1%
North	Taylor	67,500	80,600	-16.3%	20	28	-28.6%
North	Vilas	151,250	149,000	+1.5%	82	83	-1.2%
North	Washburn	89,900	95,500	-5.9%	78	52	+50.0%
<b>North</b>	<b>Regional Total</b>	<b>95,638</b>	<b>92,574</b>	<b>+3.3%</b>	<b>1,032</b>	<b>972</b>	<b>+6.2%</b>

#### Statewide Median Price

YTD 2013	YTD 2012	% Change
126,000	120,000	+5.0%

#### Statewide Sales

YTD 2013	YTD 2012	% Change
12,246	11,049	+10.8%