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## **Both Home Sales and Median Prices Grow by Solid Margins in May**

**MADISON, Wis.** – Strong home sales in Wisconsin for May helped boost prices up, according to the most recent statistical report released by the Wisconsin REALTORS® Association (WRA). The sale of existing homes in May increased 18.2 percent over last May, now the 23<sup>rd</sup> straight month of positive sales growth in Wisconsin, which helped push the median price up 4.3 percent to a statewide median of \$144,000.

“These are very positive signals and represent an uptick from the pace of sales established in the first four months of the year,” said Renny Diedrich, Chairman of the WRA board of directors. Existing home sales rose 10.3 percent from January through April this year compared to that same four-month period in 2012. “There’s no doubt consumer demand has been strong over the last couple of years, but now we’re also seeing sellers jump back in the market as well,” said Diedrich, noting new listings of homes for sale jumped 16.4 percent in May, compared to last year. “This increased supply should help moderate price increases that can occur during periods of very strong demand,” she said.

Wisconsin home sales grew in every region of the state in May with the strongest spike in sales seen in the South Central region where sales increased 28.9 percent compared to May 2012. Existing home sales were up 20.3 percent in the North region, and they rose 18.9 percent in the West region of the state. Both of these regions have significant second home markets, which can be more volatile than the primary home market. Finally, home sales rose 15.7 percent in the Central region, increased 15.0 percent in the Southeast, and grew 11.8 percent in the Northeast over the May 2012 to May 2013 period.

The median price for homes in May was \$144,000, an increase of 4.3 percent. “Prices showed solid but sustainable growth,” said Michael Theo, WRA President and CEO. “We saw some large increases in median prices in March and April, so it’s good to see more modest increases in May,” he said. Median prices rose in five of the six regions statewide, with the increase strongest in the South Central region, up 7.2 percent, followed by the Northeast region where prices were up 6.3 percent. Median price increased in the West, Central and Southeast regions between 4.4 percent and 5.3 percent over the period between May 2012 and May 2013. Only the North region experienced a fall in median prices over the period, down 13 percent. “It’s not uncommon to see prices in the northern part of the state fluctuate substantially when there is a shift in the mix of properties between primary and second homes,” said Theo.

Although continuing to slip, housing affordability remained solid in the state due in large part to low interest rates. 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, given current mortgage rates and a 20 percent down payment. The index was at 239 in May, which is down from its peak of 292 in January of this year.

Despite a relatively weak job market, the Conference Board’s Consumer Confidence Index has increased in each of the last two months, with the most recent release indicating that consumers are more optimistic about the future conditions of the economy and future job prospects. “We expect the combination of improving consumer confidence and low mortgage rates to keep demand strong

throughout the summer, and this will put upward pressure on prices,” said Theo. “Potential buyers may have missed the bottom of the price cycle, but there continues to be excellent value in this market,” Theo said. “While both mortgage rates and home prices rising, Wisconsin housing continues to be very affordable, and an experienced REALTOR® is still the best way for buyers to identify the best deals,” he said.

*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: May 2013 | State: WI | Type: Residential

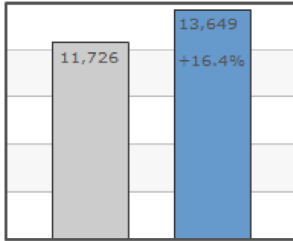
## Wisconsin - Statewide

Wisconsin	5/2012	5/2013	% Change	YTD 2012	YTD 2013	YTD % Change
<b>New Listings</b>	11,726	13,649	+16.4%	53,222	52,502	-1.4%
<b>Closed Sales</b>	6,181	7,304	+18.2%	22,658	25,651	+13.2%
<b>Median Sales Price</b>	138,000	144,000	+4.3%	126,000	135,000	+7.1%
<b>Months Supply of Inventory</b>	13.2	9.9	-25.0%			
<b>Inventory of Homes for Sale</b>	61,584	54,329	-11.8%			

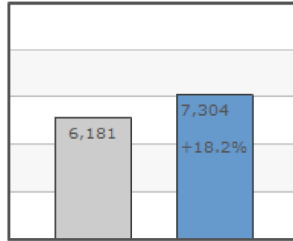
Inventory of homes for sale includes residential single family, duplex, condo, and townhouse properties.

### Current Month

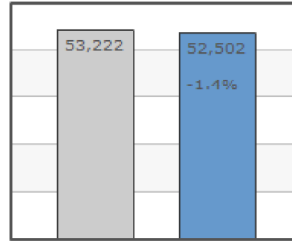
### Year-to-date



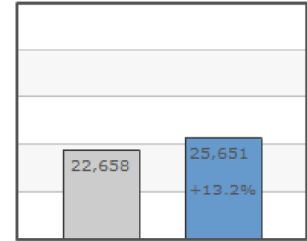
New Listings



Closed Sales



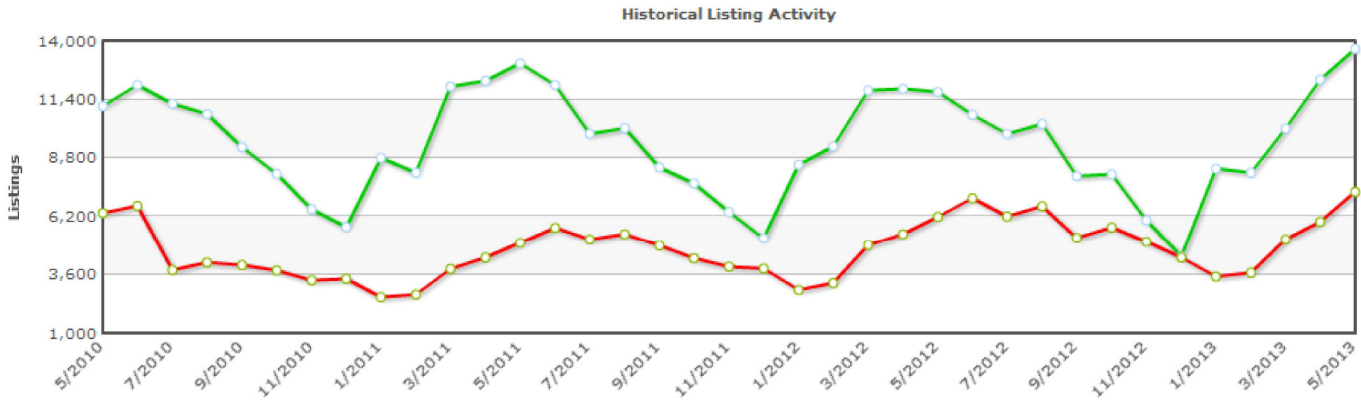
New Listings



Closed Sales

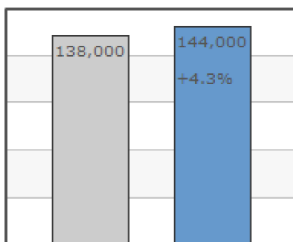
### Historical Activity

■ New Listings | ■ Sold Listings

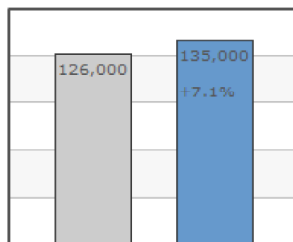


### Median Sales Price

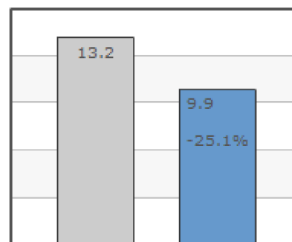
### Inventory and Affordability



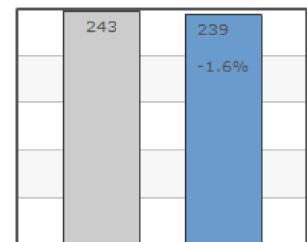
Median Sales Price



Median Sales Price



Months Supply of Inventory



Housing Affordability Index

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

Region	County	Median Price			Sales		
		5/2013	5/2012	% Change	5/2013	5/2012	% Change
Southeast	Kenosha	112,000	121,250	-7.6%	236	172	+37.2%
Southeast	Milwaukee	125,000	112,750	+10.9%	971	886	+9.6%
Southeast	Ozaukee	210,000	206,000	+1.9%	121	101	+19.8%
Southeast	Racine	115,500	110,000	+5.0%	228	194	+17.5%
Southeast	Sheboygan	129,450	111,750	+15.8%	144	115	+25.2%
Southeast	Walworth	157,900	147,900	+6.8%	137	137	0%
Southeast	Washington	177,800	165,000	+7.8%	191	136	+40.4%
Southeast	Waukesha	228,900	223,000	+2.6%	549	499	+10.0%
<b>Southeast</b>	<b>Regional Total</b>	<b>152,800</b>	<b>146,400</b>	<b>+4.4%</b>	<b>2,577</b>	<b>2,240</b>	<b>+15.0%</b>

Region	County	Median Price			Sales		
		5/2013	5/2012	% Change	5/2013	5/2012	% Change
Milwaukee	Milwaukee	125,000	112,750	+10.9%	971	886	+9.6%
Milwaukee	Ozaukee	210,000	206,000	+1.9%	121	101	+19.8%
Milwaukee	Washington	177,800	165,000	+7.8%	191	136	+40.4%
Milwaukee	Waukesha	228,900	223,000	+2.6%	549	499	+10.0%
<b>Milwaukee</b>	<b>Regional Total</b>	<b>168,000</b>	<b>155,000</b>	<b>+8.4%</b>	<b>1,832</b>	<b>1,622</b>	<b>+12.9%</b>

Region	County	Median Price			Sales		
		5/2013	5/2012	% Change	5/2013	5/2012	% Change
South Central	Columbia	121,500	122,750	-1.0%	91	92	-1.1%
South Central	Crawford	65,000	91,500	-29.0%	15	11	+36.4%
South Central	Dane	205,820	211,500	-2.7%	904	633	+42.8%
South Central	Dodge	123,500	111,900	+10.4%	98	81	+21.0%
South Central	Grant	102,500	116,000	-11.6%	32	47	-31.9%
South Central	Green	122,865	129,900	-5.4%	54	39	+38.5%
South Central	Iowa	90,350	151,000	-40.2%	22	16	+37.5%
South Central	Jefferson	169,450	145,000	+16.9%	97	91	+6.6%
South Central	Lafayette	85,250	112,300	-24.1%	10	11	-9.1%
South Central	Richland	88,000	105,000	-16.2%	21	17	+23.5%
South Central	Rock	114,000	100,000	+14.0%	203	173	+17.3%
South Central	Sauk	135,000	145,500	-7.2%	105	71	+47.9%
<b>South Central</b>	<b>Regional Total</b>	<b>171,950</b>	<b>160,375</b>	<b>+7.2%</b>	<b>1,652</b>	<b>1,282</b>	<b>+28.9%</b>

Region	County	Median Price			Sales		
		5/2013	5/2012	% Change	5/2013	5/2012	% Change
West	Buffalo	75,500	NA	NA	14	9	+55.6%
West	Chippewa	135,000	107,500	+25.6%	80	71	+12.7%
West	Dunn	119,500	140,000	-14.6%	56	47	+19.1%
West	Eau Claire	142,400	127,125	+12.0%	137	112	+22.3%
West	Jackson	72,250	99,000	-27.0%	12	13	-7.7%
West	La Crosse	137,500	152,250	-9.7%	149	118	+26.3%
West	Monroe	103,500	114,250	-9.4%	46	44	+4.5%
West	Pepin	109,350	131,000	-16.5%	14	19	-26.3%
West	Pierce	160,000	146,215	+9.4%	47	34	+38.2%
West	St. Croix	181,250	130,500	+38.9%	154	124	+24.2%
West	Trempealeau	120,000	115,000	+4.3%	23	19	+21.1%
West	Vernon	99,250	135,000	-26.5%	16	19	-15.8%
<b>West</b>	<b>Regional Total</b>	<b>139,000</b>	<b>132,000</b>	<b>+5.3%</b>	<b>748</b>	<b>629</b>	<b>+18.9%</b>

Region	County	Median Price			Sales		
		5/2013	5/2012	% Change	5/2013	5/2012	% Change
Northeast	Brown	142,750	137,000	+4.2%	320	312	+2.6%
Northeast	Calumet	139,000	163,000	-14.7%	72	49	+46.9%
Northeast	Door	173,750	120,000	+44.8%	56	47	+19.1%
Northeast	Fond du Lac	124,500	110,000	+13.2%	107	90	+18.9%
Northeast	Green Lake	120,500	50,950	+136.5%	24	20	+20.0%
Northeast	Kewaunee	63,213	100,000	-36.8%	16	17	-5.9%
Northeast	Manitowoc	96,500	100,000	-3.5%	82	72	+13.9%
Northeast	Marinette	63,000	70,000	-10.0%	43	34	+26.5%
Northeast	Menominee	NA	NA	NA	4	4	0%
Northeast	Oconto	103,000	130,000	-20.8%	57	43	+32.6%
Northeast	Outagamie	131,350	118,900	+10.5%	212	179	+18.4%
Northeast	Shawano	74,950	103,500	-27.6%	28	26	+7.7%
Northeast	Waupaca	108,000	89,500	+20.7%	54	46	+17.4%
Northeast	Winnebago	120,000	119,000	+0.8%	181	184	-1.6%
<b>Northeast</b>	<b>Regional Total</b>	<b>127,000</b>	<b>119,500</b>	<b>+6.3%</b>	<b>1,256</b>	<b>1,123</b>	<b>+11.8%</b>

Region	County	Median Price			Sales		
		5/2013	5/2012	% Change	5/2013	5/2012	% Change
Central	Adams	85,000	115,000	-26.1%	39	41	-4.9%
Central	Clark	85,000	74,000	+14.9%	37	20	+85.0%
Central	Juneau	81,500	45,000	+81.1%	42	23	+82.6%
Central	Marathon	120,000	120,000	0%	136	128	+6.2%
Central	Marquette	78,500	82,500	-4.8%	15	20	-25.0%
Central	Portage	137,750	129,000	+6.8%	80	65	+23.1%
Central	Waushara	138,700	79,500	+74.5%	29	22	+31.8%
Central	Wood	86,500	88,400	-2.1%	72	70	+2.9%
<b>Central</b>	<b>Regional Total</b>	<b>112,800</b>	<b>107,500</b>	<b>+4.9%</b>	<b>450</b>	<b>389</b>	<b>+15.7%</b>

Region	County	Median Price			Sales		
		5/2013	5/2012	% Change	5/2013	5/2012	% Change
North	Ashland	77,900	125,500	-37.9%	11	16	-31.2%
North	Barron	110,000	88,850	+23.8%	72	72	0%
North	Bayfield	142,000	108,000	+31.5%	30	25	+20.0%
North	Burnett	80,500	119,750	-32.8%	54	50	+8.0%
North	Douglas	93,750	110,000	-14.8%	48	41	+17.1%
North	Florence	NA	NA	NA	1	3	-66.7%
North	Forest	NA	169,000	NA	8	11	-27.3%
North	Iron	NA	NA	NA	3	4	-25.0%
North	Langlade	54,800	60,500	-9.4%	20	21	-4.8%
North	Lincoln	81,250	124,310	-34.6%	28	26	+7.7%
North	Oneida	109,500	150,000	-27.0%	65	52	+25.0%
North	Polk	93,750	102,000	-8.1%	90	51	+76.5%
North	Price	82,000	NA	NA	27	9	+200%
North	Rusk	227,500	NA	NA	17	7	+142.9%
North	Sawyer	107,900	248,750	-56.6%	29	32	-9.4%
North	Taylor	92,500	NA	NA	17	9	+88.9%
North	Vilas	177,500	192,000	-7.6%	52	45	+15.6%
North	Washburn	129,000	145,000	-11.0%	45	39	+15.4%
<b>North</b>	<b>Regional Total</b>	<b>107,000</b>	<b>123,000</b>	<b>-13.0%</b>	<b>617</b>	<b>513</b>	<b>+20.3%</b>

#### Statewide Median Price

5/2013	5/2012	% Change
144,000	138,000	+4.3%

#### Statewide Sales

5/2013	5/2012	% Change
7,304	6,181	+18.2%

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

Region	County	Median Price			Sales		
		YTD 2013	YTD 2012	% Change	YTD 2013	YTD 2012	% Change
Southeast	Kenosha	105,000	113,000	-7.1%	831	662	+25.5%
Southeast	Milwaukee	104,000	91,000	+14.3%	3,784	3,493	+8.3%
Southeast	Ozaukee	210,000	205,000	+2.4%	431	383	+12.5%
Southeast	Racine	100,000	95,000	+5.3%	880	737	+19.4%
Southeast	Sheboygan	121,900	105,700	+15.3%	515	452	+13.9%
Southeast	Walworth	149,900	140,000	+7.1%	526	487	+8.0%
Southeast	Washington	170,000	169,180	+0.5%	670	510	+31.4%
Southeast	Waukesha	225,727	216,000	+4.5%	1,876	1,710	+9.7%
<b>Southeast</b>	<b>Regional Total</b>	<b>140,000</b>	<b>132,250</b>	<b>+5.9%</b>	<b>9,513</b>	<b>8,434</b>	<b>+12.8%</b>

Region	County	Median Price			Sales		
		YTD 2013	YTD 2012	% Change	YTD 2013	YTD 2012	% Change
Milwaukee	Milwaukee	104,000	91,000	+14.3%	3,784	3,493	+8.3%
Milwaukee	Ozaukee	210,000	205,000	+2.4%	431	383	+12.5%
Milwaukee	Washington	170,000	169,180	+0.5%	670	510	+31.4%
Milwaukee	Waukesha	225,727	216,000	+4.5%	1,876	1,710	+9.7%
<b>Milwaukee</b>	<b>Regional Total</b>	<b>152,500</b>	<b>141,750</b>	<b>+7.6%</b>	<b>6,761</b>	<b>6,096</b>	<b>+10.9%</b>

Region	County	Median Price			Sales		
		YTD 2013	YTD 2012	% Change	YTD 2013	YTD 2012	% Change
South Central	Columbia	119,900	113,800	+5.4%	255	265	-3.8%
South Central	Crawford	85,500	82,000	+4.3%	50	44	+13.6%
South Central	Dane	201,700	199,000	+1.4%	2,792	2,114	+32.1%
South Central	Dodge	112,000	96,000	+16.7%	324	305	+6.2%
South Central	Grant	92,500	102,450	-9.7%	115	122	-5.7%
South Central	Green	127,365	126,000	+1.1%	170	159	+6.9%
South Central	Iowa	115,900	120,000	-3.4%	96	71	+35.2%
South Central	Jefferson	152,000	135,000	+12.6%	377	325	+16.0%
South Central	Lafayette	80,000	81,500	-1.8%	52	43	+20.9%
South Central	Richland	89,950	83,800	+7.3%	60	60	0%
South Central	Rock	104,250	86,900	+20.0%	730	721	+1.2%
South Central	Sauk	141,500	135,000	+4.8%	301	269	+11.9%
<b>South Central</b>	<b>Regional Total</b>	<b>164,000</b>	<b>150,400</b>	<b>+9.0%</b>	<b>5,322</b>	<b>4,498</b>	<b>+18.3%</b>

Region	County	Median Price			Sales		
		YTD 2013	YTD 2012	% Change	YTD 2013	YTD 2012	% Change
West	Buffalo	79,900	85,000	-6.0%	49	28	+75.0%
West	Chippewa	129,000	112,000	+15.2%	264	249	+6.0%
West	Dunn	122,500	119,000	+2.9%	213	170	+25.3%
West	Eau Claire	132,000	120,000	+10.0%	494	420	+17.6%
West	Jackson	90,000	117,000	-23.1%	61	47	+29.8%
West	La Crosse	140,000	135,000	+3.7%	523	426	+22.8%
West	Monroe	101,000	100,000	+1.0%	168	149	+12.8%
West	Pepin	90,000	118,750	-24.2%	41	34	+20.6%
West	Pierce	150,000	128,000	+17.2%	171	132	+29.5%
West	St. Croix	166,300	138,000	+20.5%	527	452	+16.6%
West	Trempealeau	100,000	132,500	-24.5%	83	70	+18.6%
West	Vernon	99,250	110,000	-9.8%	52	63	-17.5%
<b>West</b>	<b>Regional Total</b>	<b>135,000</b>	<b>125,000</b>	<b>+8.0%</b>	<b>2,646</b>	<b>2,240</b>	<b>+18.1%</b>

Region	County	Median Price			Sales		
		YTD 2013	YTD 2012	% Change	YTD 2013	YTD 2012	% Change
Northeast	Brown	134,500	130,900	+2.8%	1,174	1,055	+11.3%
Northeast	Calumet	148,900	149,900	-0.7%	216	187	+15.5%
Northeast	Door	160,000	145,000	+10.3%	177	169	+4.7%
Northeast	Fond du Lac	108,700	105,000	+3.5%	370	348	+6.3%
Northeast	Green Lake	94,200	54,450	+73.0%	72	64	+12.5%
Northeast	Kewaunee	68,450	98,000	-30.2%	58	69	-15.9%
Northeast	Manitowoc	90,450	86,500	+4.6%	304	252	+20.6%
Northeast	Marinette	64,950	69,900	-7.1%	120	137	-12.4%
Northeast	Menominee	NA	168,750	NA	5	10	-50.0%
Northeast	Oconto	99,000	98,000	+1.0%	206	167	+23.4%
Northeast	Outagamie	125,000	119,900	+4.3%	773	722	+7.1%
Northeast	Shawano	90,000	92,000	-2.2%	122	113	+8.0%
Northeast	Waupaca	89,900	87,000	+3.3%	198	186	+6.5%
Northeast	Winnebago	120,500	108,250	+11.3%	708	690	+2.6%
<b>Northeast</b>	<b>Regional Total</b>	<b>120,000</b>	<b>115,000</b>	<b>+4.3%</b>	<b>4,503</b>	<b>4,169</b>	<b>+8.0%</b>

Region	County	Median Price			Sales		
		YTD 2013	YTD 2012	% Change	YTD 2013	YTD 2012	% Change
Central	Adams	94,000	88,250	+6.5%	145	134	+8.2%
Central	Clark	80,000	58,050	+37.8%	111	80	+38.8%
Central	Juneau	85,460	64,900	+31.7%	136	97	+40.2%
Central	Marathon	119,000	108,000	+10.2%	509	473	+7.6%
Central	Marquette	93,300	85,000	+9.8%	60	64	-6.2%
Central	Portage	135,000	124,200	+8.7%	223	196	+13.8%
Central	Waushara	80,500	79,000	+1.9%	95	88	+8.0%
Central	Wood	89,000	89,950	-1.1%	253	236	+7.2%
<b>Central</b>	<b>Regional Total</b>	<b>109,262</b>	<b>97,500</b>	<b>+12.1%</b>	<b>1,532</b>	<b>1,368</b>	<b>+12.0%</b>



Region	County	Median Price			Sales		
		YTD 2013	YTD 2012	% Change	YTD 2013	YTD 2012	% Change
North	Ashland	77,900	88,000	-11.5%	55	67	-17.9%
North	Barron	109,000	89,700	+21.5%	248	245	+1.2%
North	Bayfield	143,500	112,000	+28.1%	66	79	-16.5%
North	Burnett	96,500	97,000	-0.5%	184	173	+6.4%
North	Douglas	90,000	106,250	-15.3%	157	160	-1.9%
North	Florence	NA	NA	NA	3	3	0%
North	Forest	84,000	120,500	-30.3%	27	30	-10.0%
North	Iron	142,500	142,500	0%	24	16	+50.0%
North	Langlade	65,000	61,250	+6.1%	103	86	+19.8%
North	Lincoln	80,000	72,900	+9.7%	122	115	+6.1%
North	Oneida	118,100	142,000	-16.8%	212	175	+21.1%
North	Polk	95,000	88,000	+8.0%	319	260	+22.7%
North	Price	80,000	58,000	+37.9%	72	41	+75.6%
North	Rusk	99,900	87,000	+14.8%	59	44	+34.1%
North	Sawyer	137,900	180,000	-23.4%	105	91	+15.4%
North	Taylor	85,000	87,500	-2.9%	46	49	-6.1%
North	Vilas	151,250	151,000	+0.2%	166	167	-0.6%
North	Washburn	115,000	115,000	0%	153	122	+25.4%
<b>North</b>	<b>Regional Total</b>	<b>102,200</b>	<b>104,900</b>	<b>-2.6%</b>	<b>2,121</b>	<b>1,923</b>	<b>+10.3%</b>

#### Statewide Median Price

YTD 2013	YTD 2012	% Change
135,000	126,000	+7.1%

#### Statewide Sales

YTD 2013	YTD 2012	% Change
25,651	22,658	+13.2%