Date: 8/21/17
For Release: Immediately
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Limited Inventories Constrain Home Sales and Drive Up Prices in July

MADISON, Wis. — The shrinking inventory of existing homes kept sales below last July and drove median prices to record levels, according to the most recent analysis of the existing home market by the Wisconsin REALTORS® Association (WRA). The July sales of existing homes dropped for the second straight year, falling 5.0 percent compared to July 2016 and falling 7.5 percent relative to July 2015. Median prices in July increased 5.9 percent to $180,000 compared to July 2016, the highest recorded July price since the WRA recalibrated its data collection methodology in 2005. Home prices bottomed out in 2011 at $140,000 and have since steadily increased 28.5 percent.

"Low unemployment rates and relatively low mortgage rates continue to fuel the demand side of the housing market, but inventory constraints have kept our sales down," said WRA board chairman Erik Sjowall. On a seasonally adjusted basis, the state unemployment rate stood at 3.2 percent in July, down a full percent from July 2016, and for the second straight month, the 30-year fixed-rate mortgage rate was below 4 percent. "With all the talk of the Federal Reserve increasing interest rates, the 30-year rate is only about a half percent above its lowest point in late 2011," said Sjowall. "REALTORS® would be selling a lot more homes if inventories were growing, but we're seeing just the opposite," he said. Inventories are 13.8 percent lower than July of last year and 45 percent below July 2011 where they peaked at nearly 72,000 homes available for sale. "With new listings flat and just 5.8 months of available supply, there is no relief on the horizon," Sjowall said.

"Tight supply and strong demand is a recipe for price pressure, and that's exactly what we're seeing in the state," said Michael Theo, WRA President and CEO. He pointed out that this phenomenon is not unique to Wisconsin, with the National Association of REALTORS® reporting that the median price in the second quarter of 2017 was 6.2 percent higher than that same quarter in 2016. "Remarkably, our housing continues to be affordable, but it's been slipping," said Theo. The Wisconsin Housing Affordability Index shows the fraction of the median-priced home that a qualified buyer with a 20 percent down payment and a 30-year fixed-rate mortgage can afford to buy, assuming the buyer earns the median family income in the state. The index stood at 211 in July, which means that buyer can afford 211 percent of the median-priced home. By comparison, the index was at 224 in July 2016. "Income has been growing over the last year but not enough to offset the slight rise in mortgage rates and more substantial increase in prices," said Theo. He expected continued erosion in affordability over the next six to 12 months.

The recent announcements of the Foxconn project that will add relatively high-paying manufacturing jobs in the state and the ongoing expansion by Amazon in southeastern Wisconsin will continue to fuel the housing market, but Theo is actually optimistic that the supply side will improve in the next few years. "Builders know that there are good opportunities for continued growth in sales and will likely accelerate their pace of construction as these major new projects develop," he said. He also expects demographic trends to favor growth in the supply of existing homes as aging baby boomers transition out of single-family housing. For the time being, however, buyers need to be prepared to move quickly. Sellers are clearly in the driver's seat, so buyers need to work with their lender to get their financing pre-approved. "Working with a REALTOR® who is experienced and moving aggressively when you find the right property are the keys to success in this tight market," said Theo.

The Wisconsin REALTORS® Association is one of the largest trade associations in the state, representing over 14,000 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 re-benchmarked 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. Data on state foreclosure activity is compiled by Dr. Russ Kashian at the University of Wisconsin – Whitewater.

Wisconsin Monthly Housing Statistics Report - July 2017

Provided by the Wisconsin REALTORS® Association

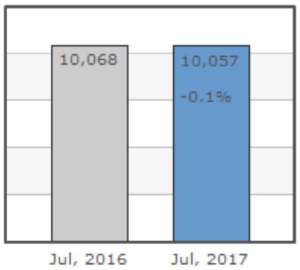
Report Criteria: Reflecting data through: July 2017 | State: WI | Type: Residential

Wisconsin - Statewide

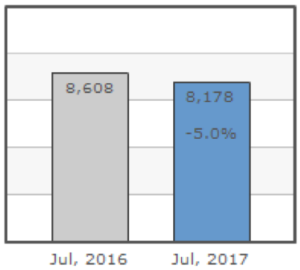
Wisconsin	7/2016	7/2017	% Change	YTD 2016	YTD 2017	YTD % Change
New Listings	10,068	10,057	-0.1%	73,784	71,250	-3.4%
Closed Sales	8,608	8,178	-5.0%	46,965	46,931	-0.1%
Median Sales Price	170,000	180,000	+5.9%	163,000	173,000	+6.1%
Months Supply of Inventory	7.0	5.8	-17.1%			
Inventory of Homes for Sale	45,904	39,573	-13.8%			

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

Current Month

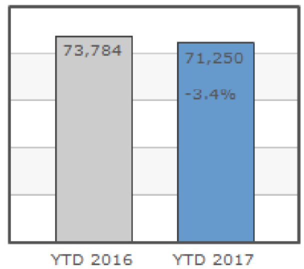


New Listings

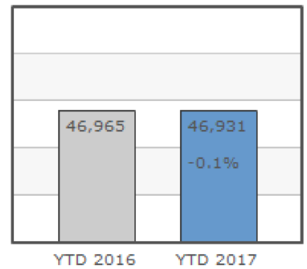


Closed Sales

Year-to-date



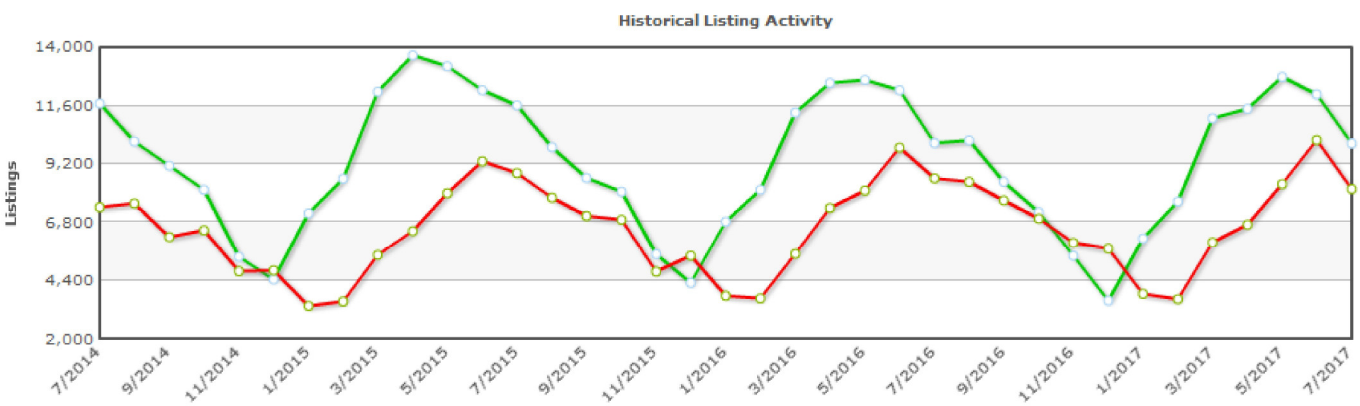
New Listings



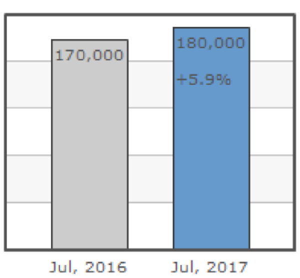
Closed Sales

Historical Activity

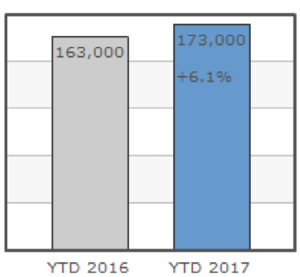
New Listings | Sold Listings



Median Sales Price

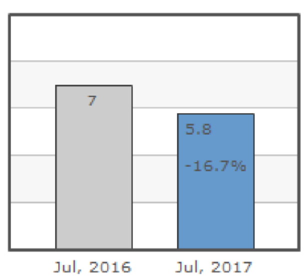


Median Sales Price

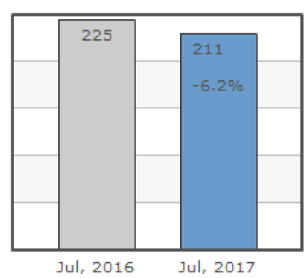


Median Sales Price

Inventory and Affordability



Months Supply of Inventory



Housing Affordability Index

Wisconsin REALTORS® Association · 608-241-2047

The information used to create the July 2017 Housing Trends report was current as of 8/17/2017 9:31:00 PM. The information is subject to change due to the dynamic nature of the WRA's housing statistics system, which is updated daily based on information present in local participating MLS (multiple listing service) systems.

Wisconsin Regional Report

Provided by the Wisconsin REALTORS® Association

Report Criteria: Reflecting data through: July 2017 | State: WI | Type: Residential

		Median Price			Sales		
Region	**County**	**7/2017**	**7/2016**	**% Change**	**7/2017**	**7/2016**	**% Change**
Southeast	Kenosha	173,000	152,000	+13.8%	225	251	-10.4%
Southeast	Milwaukee	160,000	144,950	+10.4%	1,102	1,190	-7.4%
Southeast	Ozaukee	275,000	255,000	+7.8%	137	147	-6.8%
Southeast	Racine	156,500	159,900	-2.1%	262	272	-3.7%
Southeast	Sheboygan	139,000	123,000	+13.0%	148	153	-3.3%
Southeast	Walworth	200,500	173,500	+15.6%	185	152	+21.7%
Southeast	Washington	233,350	197,300	+18.3%	200	240	-16.7%
Southeast	Waukesha	291,250	272,750	+6.8%	630	654	-3.7%
Southeast	**Regional Total**	**195,000**	**178,700**	**+9.1%**	**2,889**	**3,059**	**-5.6%**

		Median Price			Sales		
Region	**County**	**7/2017**	**7/2016**	**% Change**	**7/2017**	**7/2016**	**% Change**
Milwaukee	Milwaukee	160,000	144,950	+10.4%	1,102	1,190	-7.4%
Milwaukee	Ozaukee	275,000	255,000	+7.8%	137	147	-6.8%
Milwaukee	Washington	233,350	197,300	+18.3%	200	240	-16.7%
Milwaukee	Waukesha	291,250	272,750	+6.8%	630	654	-3.7%
Milwaukee	**Regional Total**	**212,000**	**189,900**	**+11.6%**	**2,069**	**2,231**	**-7.3%**

		Median Price			Sales		
Region	**County**	**7/2017**	**7/2016**	**% Change**	**7/2017**	**7/2016**	**% Change**
South Central	Columbia	190,000	170,500	+11.4%	81	94	-13.8%
South Central	Crawford	165,000	136,500	+20.9%	21	15	+40.0%
South Central	Dane	270,000	255,000	+5.9%	923	917	+0.7%
South Central	Dodge	149,900	142,123	+5.5%	125	98	+27.6%
South Central	Grant	136,500	112,500	+21.3%	36	33	+9.1%
South Central	Green	165,000	160,500	+2.8%	51	50	+2.0%
South Central	Iowa	152,450	146,000	+4.4%	26	37	-29.7%
South Central	Jefferson	180,750	162,500	+11.2%	124	134	-7.5%
South Central	Lafayette	120,500	95,000	+26.8%	11	14	-21.4%
South Central	Richland	96,450	105,000	-8.1%	12	13	-7.7%
South Central	Rock	142,450	137,000	+4.0%	224	235	-4.7%
South Central	Sauk	175,000	164,000	+6.7%	83	107	-22.4%
South Central	**Regional Total**	**217,500**	**200,000**	**+8.8%**	**1,717**	**1,747**	**-1.7%**

Region	County	Median Price 7/2017	Median Price 7/2016	Median Price % Change	Sales 7/2017	Sales 7/2016	Sales % Change
West	Buffalo	NA	169,000	NA	9	10	-10.0%
West	Chippewa	184,900	153,400	+20.5%	81	80	+1.2%
West	Dunn	156,000	163,250	-4.4%	88	94	-6.4%
West	Eau Claire	167,450	159,600	+4.9%	142	137	+3.6%
West	Jackson	114,950	113,750	+1.1%	12	20	-40.0%
West	La Crosse	176,500	173,291	+1.9%	131	144	-9.0%
West	Monroe	160,000	154,500	+3.6%	41	44	-6.8%
West	Pepin	79,450	175,000	-54.6%	12	14	-14.3%
West	Pierce	180,000	211,500	-14.9%	43	74	-41.9%
West	St. Croix	233,300	224,516	+3.9%	174	155	+12.3%
West	Trempealeau	149,900	142,500	+5.2%	21	28	-25.0%
West	Vernon	162,500	154,750	+5.0%	25	24	+4.2%
West	**Regional Total**	**179,000**	**175,950**	**+1.7%**	**779**	**824**	**-5.5%**

Region	County	Median Price 7/2017	Median Price 7/2016	Median Price % Change	Sales 7/2017	Sales 7/2016	Sales % Change
Northeast	Brown	192,950	162,126	+19.0%	374	419	-10.7%
Northeast	Calumet	185,000	176,000	+5.1%	63	84	-25.0%
Northeast	Door	225,500	191,250	+17.9%	56	58	-3.4%
Northeast	Fond du Lac	143,025	139,400	+2.6%	114	177	-35.6%
Northeast	Green Lake	165,000	180,000	-8.3%	25	35	-28.6%
Northeast	Kewaunee	123,700	75,900	+63.0%	22	26	-15.4%
Northeast	Manitowoc	106,000	105,200	+0.8%	117	92	+27.2%
Northeast	Marinette	98,225	100,900	-2.7%	54	49	+10.2%
Northeast	Menominee	NA	NA	NA	4	5	-20.0%
Northeast	Oconto	147,000	148,750	-1.2%	73	62	+17.7%
Northeast	Outagamie	171,500	149,586	+14.6%	233	279	-16.5%
Northeast	Shawano	120,500	107,000	+12.6%	46	57	-19.3%
Northeast	Waupaca	115,000	147,000	-21.8%	59	82	-28.0%
Northeast	Winnebago	142,600	138,450	+3.0%	230	292	-21.2%
Northeast	**Regional Total**	**155,000**	**146,000**	**+6.2%**	**1,470**	**1,717**	**-14.4%**

Region	County	Median Price 7/2017	Median Price 7/2016	Median Price % Change	Sales 7/2017	Sales 7/2016	Sales % Change
Central	Adams	142,750	110,450	+29.2%	54	46	+17.4%
Central	Clark	125,000	82,000	+52.4%	21	23	-8.7%
Central	Juneau	147,500	107,000	+37.9%	37	37	0%
Central	Marathon	137,112	138,000	-0.6%	166	165	+0.6%
Central	Marquette	154,500	110,000	+40.5%	32	33	-3.0%
Central	Portage	166,500	147,000	+13.3%	62	102	-39.2%
Central	Waushara	155,450	140,000	+11.0%	46	37	+24.3%
Central	Wood	116,100	115,000	+1.0%	90	89	+1.1%
Central	**Regional Total**	**139,112**	**129,500**	**+7.4%**	**508**	**532**	**-4.5%**

Region	County	Median Price 7/2017	Median Price 7/2016	Median Price % Change	Sales 7/2017	Sales 7/2016	Sales % Change
North	Ashland	134,750	110,000	+22.5%	14	18	-22.2%
North	Barron	135,000	145,000	-6.9%	87	91	-4.4%
North	Bayfield	145,000	164,800	-12.0%	32	36	-11.1%
North	Burnett	190,000	130,000	+46.2%	71	64	+10.9%
North	Douglas	136,900	118,700	+15.3%	69	50	+38.0%
North	Florence	NA	NA	NA	2	NA	NA
North	Forest	150,000	139,500	+7.5%	17	14	+21.4%
North	Iron	NA	NA	NA	2	6	-66.7%
North	Langlade	80,000	114,000	-29.8%	35	28	+25.0%
North	Lincoln	119,900	94,000	+27.6%	61	45	+35.6%
North	Oneida	177,750	151,000	+17.7%	84	81	+3.7%
North	Polk	142,500	190,000	-25.0%	83	95	-12.6%
North	Price	116,575	138,000	-15.5%	30	24	+25.0%
North	Rusk	135,000	113,500	+18.9%	19	20	-5.0%
North	Sawyer	212,500	159,900	+32.9%	44	45	-2.2%
North	Taylor	121,750	137,100	-11.2%	24	11	+118.2%
North	Vilas	198,000	215,000	-7.9%	71	51	+39.2%
North	Washburn	167,500	173,000	-3.2%	56	35	+60.0%
North	**Regional Total**	**149,900**	**142,625**	**+5.1%**	**801**	**714**	**+12.2%**

Statewide Median Price 7/2017	Statewide Median Price 7/2016	Statewide Median Price % Change	Statewide Sales 7/2017	Statewide Sales 7/2016	Statewide Sales % Change
180,000	170,000	+5.9%	8,178	8,608	-5.0%

Wisconsin Regional Report

Provided by the Wisconsin REALTORS® Association

Report Criteria: Reflecting data through: July 2017 | State: WI | Type: Residential

Region	County	Median Price YTD 2017	Median Price YTD 2016	Median Price % Change	Sales YTD 2017	Sales YTD 2016	Sales % Change
Southeast	Kenosha	165,000	149,000	+10.7%	1,322	1,453	-9.0%
Southeast	Milwaukee	150,000	140,575	+6.7%	6,730	6,724	+0.1%
Southeast	Ozaukee	274,000	256,500	+6.8%	783	770	+1.7%
Southeast	Racine	153,000	140,500	+8.9%	1,630	1,571	+3.8%
Southeast	Sheboygan	139,450	129,000	+8.1%	776	841	-7.7%
Southeast	Walworth	195,000	177,213	+10.0%	1,128	1,014	+11.2%
Southeast	Washington	214,000	200,000	+7.0%	1,218	1,209	+0.7%
Southeast	Waukesha	275,000	260,000	+5.8%	3,503	3,474	+0.8%
Southeast	**Regional Total**	**185,000**	**172,000**	**+7.6%**	**17,090**	**17,056**	**+0.2%**

Region	County	Median Price YTD 2017	Median Price YTD 2016	Median Price % Change	Sales YTD 2017	Sales YTD 2016	Sales % Change
Milwaukee	Milwaukee	150,000	140,575	+6.7%	6,730	6,724	+0.1%
Milwaukee	Ozaukee	274,000	256,500	+6.8%	783	770	+1.7%
Milwaukee	Washington	214,000	200,000	+7.0%	1,218	1,209	+0.7%
Milwaukee	Waukesha	275,000	260,000	+5.8%	3,503	3,474	+0.8%
Milwaukee	**Regional Total**	**196,000**	**184,000**	**+6.5%**	**12,234**	**12,177**	**+0.5%**

Region	County	Median Price YTD 2017	Median Price YTD 2016	Median Price % Change	Sales YTD 2017	Sales YTD 2016	Sales % Change
South Central	Columbia	176,000	169,950	+3.6%	465	512	-9.2%
South Central	Crawford	131,696	112,500	+17.1%	106	94	+12.8%
South Central	Dane	262,000	243,000	+7.8%	4,948	5,107	-3.1%
South Central	Dodge	136,000	129,900	+4.7%	620	590	+5.1%
South Central	Grant	119,400	113,500	+5.2%	235	221	+6.3%
South Central	Green	155,000	153,500	+1.0%	279	277	+0.7%
South Central	Iowa	153,950	147,000	+4.7%	162	187	-13.4%
South Central	Jefferson	175,000	170,000	+2.9%	693	695	-0.3%
South Central	Lafayette	111,500	117,000	-4.7%	78	71	+9.9%
South Central	Richland	102,800	109,900	-6.5%	83	91	-8.8%
South Central	Rock	138,250	134,500	+2.8%	1,336	1,386	-3.6%
South Central	Sauk	169,000	159,900	+5.7%	524	551	-4.9%
South Central	**Regional Total**	**210,000**	**195,000**	**+7.7%**	**9,529**	**9,782**	**-2.6%**

Region	County	Median Price YTD 2017	Median Price YTD 2016	Median Price % Change	Sales YTD 2017	Sales YTD 2016	Sales % Change
West	Buffalo	150,000	103,000	+45.6%	60	60	0%
West	Chippewa	161,500	145,000	+11.4%	499	473	+5.5%
West	Dunn	156,000	148,000	+5.4%	401	417	-3.8%
West	Eau Claire	169,900	155,000	+9.6%	891	826	+7.9%
West	Jackson	120,000	116,750	+2.8%	117	102	+14.7%
West	La Crosse	169,500	164,000	+3.4%	783	860	-9.0%
West	Monroe	138,900	142,900	-2.8%	258	263	-1.9%
West	Pepin	99,800	140,000	-28.7%	66	60	+10.0%
West	Pierce	197,500	184,075	+7.3%	329	344	-4.4%
West	St. Croix	232,710	215,900	+7.8%	956	965	-0.9%
West	Trempealeau	145,000	125,000	+16.0%	121	139	-12.9%
West	Vernon	129,700	155,000	-16.3%	134	128	+4.7%
West	**Regional Total**	**175,000**	**165,000**	**+6.1%**	**4,615**	**4,637**	**-0.5%**

Region	County	Median Price YTD 2017	Median Price YTD 2016	Median Price % Change	Sales YTD 2017	Sales YTD 2016	Sales % Change
Northeast	Brown	169,000	156,950	+7.7%	1,999	2,146	-6.8%
Northeast	Calumet	188,500	175,500	+7.4%	380	451	-15.7%
Northeast	Door	200,000	204,500	-2.2%	325	278	+16.9%
Northeast	Fond du Lac	134,950	123,700	+9.1%	738	794	-7.1%
Northeast	Green Lake	125,500	122,950	+2.1%	177	126	+40.5%
Northeast	Kewaunee	111,900	96,900	+15.5%	117	126	-7.1%
Northeast	Manitowoc	105,000	99,250	+5.8%	604	542	+11.4%
Northeast	Marinette	96,000	91,500	+4.9%	316	276	+14.5%
Northeast	Menominee	218,950	197,000	+11.1%	24	14	+71.4%
Northeast	Oconto	148,000	130,000	+13.8%	327	341	-4.1%
Northeast	Outagamie	155,500	144,700	+7.5%	1,405	1,544	-9.0%
Northeast	Shawano	123,000	109,450	+12.4%	281	250	+12.4%
Northeast	Waupaca	131,000	117,750	+11.3%	369	362	+1.9%
Northeast	Winnebago	140,000	129,900	+7.8%	1,352	1,375	-1.7%
Northeast	**Regional Total**	**147,330**	**138,900**	**+6.1%**	**8,414**	**8,625**	**-2.4%**

Region	County	Median Price YTD 2017	Median Price YTD 2016	Median Price % Change	Sales YTD 2017	Sales YTD 2016	Sales % Change
Central	Adams	118,000	117,900	+0.1%	268	303	-11.6%
Central	Clark	103,000	92,000	+12.0%	158	151	+4.6%
Central	Juneau	115,400	101,500	+13.7%	202	199	+1.5%
Central	Marathon	144,000	135,500	+6.3%	968	974	-0.6%
Central	Marquette	121,250	114,185	+6.2%	162	151	+7.3%
Central	Portage	158,900	147,000	+8.1%	390	423	-7.8%
Central	Waushara	134,500	124,900	+7.7%	219	167	+31.1%
Central	Wood	112,950	99,000	+14.1%	556	485	+14.6%
Central	**Regional Total**	**129,900**	**125,000**	**+3.9%**	**2,923**	**2,853**	**+2.5%**

Region	County	Median Price YTD 2017	Median Price YTD 2016	Median Price % Change	Sales YTD 2017	Sales YTD 2016	Sales % Change
North	Ashland	112,555	97,500	+15.4%	90	106	-15.1%
North	Barron	134,700	132,500	+1.7%	466	483	-3.5%
North	Bayfield	167,000	160,000	+4.4%	186	175	+6.3%
North	Burnett	156,000	150,000	+4.0%	397	343	+15.7%
North	Douglas	132,000	135,900	-2.9%	352	289	+21.8%
North	Florence	NA	NA	NA	6	7	-14.3%
North	Forest	150,000	115,000	+30.4%	75	59	+27.1%
North	Iron	158,100	130,000	+21.6%	43	46	-6.5%
North	Langlade	89,700	87,750	+2.2%	206	213	-3.3%
North	Lincoln	115,000	104,000	+10.6%	257	256	+0.4%
North	Oneida	175,250	160,000	+9.5%	410	403	+1.7%
North	Polk	165,000	155,900	+5.8%	565	520	+8.7%
North	Price	109,000	79,000	+38.0%	179	119	+50.4%
North	Rusk	123,000	100,000	+23.0%	113	101	+11.9%
North	Sawyer	175,000	171,250	+2.2%	287	258	+11.2%
North	Taylor	116,000	125,000	-7.2%	95	67	+41.8%
North	Vilas	180,000	180,000	0%	298	280	+6.4%
North	Washburn	160,000	134,250	+19.2%	259	202	+28.2%
North	**Regional Total**	**145,000**	**137,500**	**+5.5%**	**4,284**	**3,927**	**+9.1%**

Statewide Median Price YTD 2017	Statewide Median Price YTD 2016	Statewide Median Price % Change	Statewide Sales YTD 2017	Statewide Sales YTD 2016	Statewide Sales % Change
173,000	163,000	+6.1%	46,931	46,965	-0.1%