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## Home Sales and Prices Rise in First Half of 2013

**MADISON, Wis.** – Wisconsin home sales rose an impressive 11.4 percent in the first six months of 2013 compared to last year, according to recent statistics compiled by the Wisconsin REALTORS® Association (WRA). In June alone, Wisconsin home sales were up 3.1 percent relative to last June, posting the 24<sup>th</sup> straight month of positive sales growth in the state. Median prices also continued to increase year-to-date, rising 7.7 percent to \$140,000 compared to the first half of 2012. In June, prices were up 12.3 percent to \$159,500 compared to June 2012.

“The pace of sales in the first half of this year is well ahead of last year,” said Renny Diedrich, WRA board chairman, “which is especially noteworthy since 2012 was an exceptional post-recession year for housing sales.”

According to WRA numbers, sales for the most recent six-month period are up 33.1 percent over the first half of 2011 — an increase of more than 8,700 additional home sales. Moreover, construction of new homes is showing signs of solid improvement as well. “The rebound in building is a very positive sign for our markets in Wisconsin,” said Diedrich. She noted that new single-family housing starts have increased 12.3 percent between January and May in 2013 compared to that same period last year and are up 27.7 percent compared to the first five months of 2011.

Adding to the good news was a significant drop in foreclosures during the first half of 2013. Unique foreclosures in the state are down 37.2 in the first half of 2013 compared to that same period in 2012, and down 44.5 in the second quarter this year compared to quarter two of 2012. “All in all, this paints a very healthy picture of the Wisconsin residential home market at the midyear point,” Diedrich said.

All regions of the state saw healthy growth in home sales through the first six months of 2013 over last year. The regions with the strongest growth were the South Central, up 15.7 percent; the West, up 13.4 percent; and the Southeast, up 12 percent. Growth in the other three regions was also solid, ranging between 9.9 percent for the Central region and 7.3 percent for the Northeast region, to 6.9 percent in the North.

Wisconsin median prices increased 12.3 percent in June 2013 compared to June 2012, and were up 7.7 percent for the first six months of the year. “We’ve seen very strong growth in housing prices since they started improving 16 months ago,” said WRA President and CEO Michael Theo. And while higher prices impact housing affordability, homes in Wisconsin remain a good value. The Wisconsin Housing Affordability Index (HAI) shows the percent of the median-priced home that a buyer earning the estimated median family income can afford to buy, assuming current mortgage rates and a 20 percent down payment. In June, the index was at 214, indicating that a household with median family income of \$63,100 can afford to buy 214 percent of the median priced home of \$159,500. This is down from 239 in May and significantly below its peak of 292 in January of this year. “With personal incomes and mortgage rates virtually unchanged from last year, the dip in affordability can be attributed to raising prices,” Theo said, but added Wisconsin housing remains very affordable when compared nationally. He noted that the National Association of REALTORS® predicts its HAI will fall to 156 in the second quarter of 2013 compared to its level of 203 in the first quarter.

Although state and national job growth has been relatively slow the last couple of years, there have been some recent improvements for the state of Wisconsin. According to preliminary estimates released by the Wisconsin Department of Workplace Development and the U.S. Bureau of Labor Statistics, the seasonally adjusted unemployment rate in Wisconsin improved to 6.8 percent in June from 7.0 in May, and the state has added nearly 27,000 nonfarm jobs since January (also based on seasonally adjusted data). "These preliminary jobs figures are promising, and if the trends continue, they bode well for a strong second half of the year," said Theo. "With mortgage rates in the 4-percent range and home prices still relatively low, this is an excellent time to work with a REALTOR® to identify the best values in your neighborhood," 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. Data on state foreclosure activity is compiled by Dr. Russ Kashian at the University of Wisconsin-Whitewater.*

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

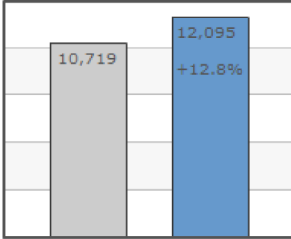
## Wisconsin - Statewide

Wisconsin	6/2012	6/2013	% Change	YTD 2012	YTD 2013	YTD % Change
<b>New Listings</b>	10,719	12,095	+12.8%	63,934	64,731	+1.2%
<b>Closed Sales</b>	7,012	7,228	+3.1%	29,670	33,065	+11.4%
<b>Median Sales Price</b>	142,000	159,500	+12.3%	130,000	140,000	+7.7%
<b>Months Supply of Inventory</b>	13.0	10.2	-21.5%			
<b>Inventory of Homes for Sale</b>	62,261	56,375	-9.5%			

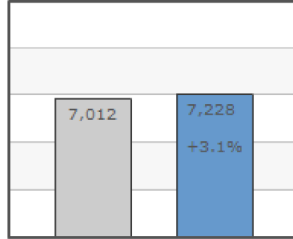
Inventory of homes for sale includes residential single family, duplex, condo, and townhouse properties.

## Current Month

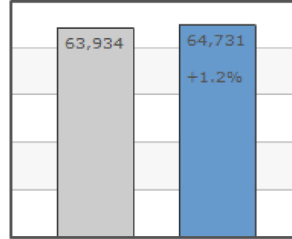
## Year-to-date



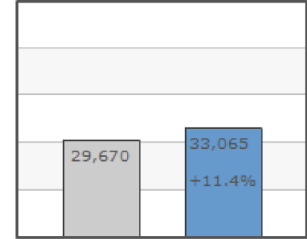
New Listings



Closed Sales



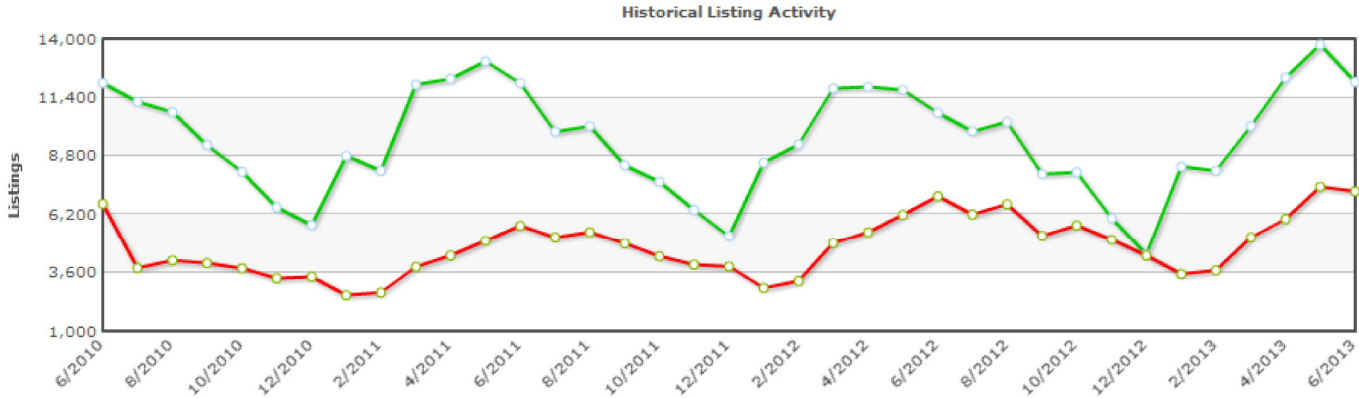
New Listings



Closed Sales

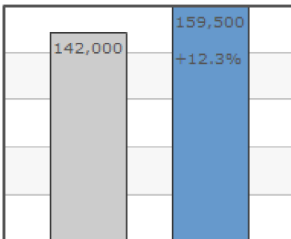
## Historical Activity

■ New Listings | ■ Sold Listings

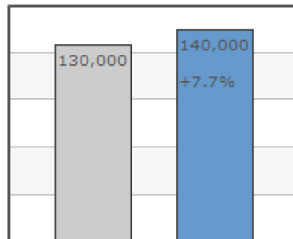


## Median Sales Price

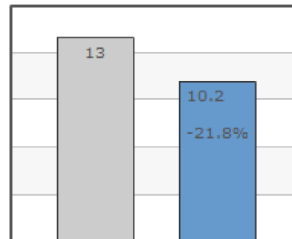
## Inventory and Affordability



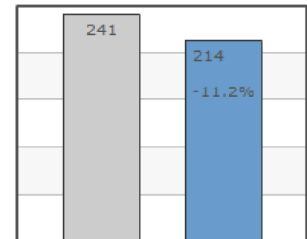
Median Sales Price



Median Sales Price



Months Supply of Inventory



Housing Affordability Index

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

Region	County	Median Price			Sales		
		6/2013	6/2012	% Change	6/2013	6/2012	% Change
Southeast	Kenosha	128,500	110,500	+16.3%	218	171	+27.5%
Southeast	Milwaukee	135,000	122,000	+10.7%	970	997	-2.7%
Southeast	Ozaukee	240,000	234,500	+2.3%	130	123	+5.7%
Southeast	Racine	118,950	107,750	+10.4%	216	204	+5.9%
Southeast	Sheboygan	122,650	98,950	+24.0%	134	128	+4.7%
Southeast	Walworth	175,000	159,950	+9.4%	145	140	+3.6%
Southeast	Washington	190,000	185,900	+2.2%	193	165	+17.0%
Southeast	Waukesha	249,900	235,185	+6.3%	636	552	+15.2%
<b>Southeast</b>	<b>Regional Total</b>	<b>172,000</b>	<b>155,000</b>	<b>+11.0%</b>	<b>2,642</b>	<b>2,480</b>	<b>+6.5%</b>

Region	County	Median Price			Sales		
		6/2013	6/2012	% Change	6/2013	6/2012	% Change
Milwaukee	Milwaukee	135,000	122,000	+10.7%	970	997	-2.7%
Milwaukee	Ozaukee	240,000	234,500	+2.3%	130	123	+5.7%
Milwaukee	Washington	190,000	185,900	+2.2%	193	165	+17.0%
Milwaukee	Waukesha	249,900	235,185	+6.3%	636	552	+15.2%
<b>Milwaukee</b>	<b>Regional Total</b>	<b>185,000</b>	<b>168,000</b>	<b>+10.1%</b>	<b>1,929</b>	<b>1,837</b>	<b>+5.0%</b>

Region	County	Median Price			Sales		
		6/2013	6/2012	% Change	6/2013	6/2012	% Change
South Central	Columbia	158,400	150,000	+5.6%	64	69	-7.2%
South Central	Crawford	115,500	NA	NA	10	9	+11.1%
South Central	Dane	222,500	207,500	+7.2%	961	852	+12.8%
South Central	Dodge	134,200	111,500	+20.4%	88	88	0%
South Central	Grant	124,500	108,000	+15.3%	25	39	-35.9%
South Central	Green	129,900	110,750	+17.3%	37	48	-22.9%
South Central	Iowa	130,000	107,500	+20.9%	25	20	+25.0%
South Central	Jefferson	165,000	149,900	+10.1%	93	85	+9.4%
South Central	Lafayette	NA	65,500	NA	9	22	-59.1%
South Central	Richland	88,050	65,000	+35.5%	16	11	+45.5%
South Central	Rock	121,000	110,000	+10.0%	179	202	-11.4%
South Central	Sauk	146,000	125,000	+16.8%	94	75	+25.3%
<b>South Central</b>	<b>Regional Total</b>	<b>184,000</b>	<b>169,950</b>	<b>+8.3%</b>	<b>1,601</b>	<b>1,520</b>	<b>+5.3%</b>

Region	County	Median Price			Sales		
		6/2013	6/2012	% Change	6/2013	6/2012	% Change
West	Buffalo	150,000	NA	NA	11	8	+37.5%
West	Chippewa	136,750	145,000	-5.7%	68	90	-24.4%
West	Dunn	125,000	117,500	+6.4%	63	54	+16.7%
West	Eau Claire	151,750	139,200	+9.0%	134	148	-9.5%
West	Jackson	109,500	90,000	+21.7%	18	21	-14.3%
West	La Crosse	154,900	145,000	+6.8%	171	133	+28.6%
West	Monroe	107,000	108,775	-1.6%	35	36	-2.8%
West	Pepin	NA	93,900	NA	5	11	-54.5%
West	Pierce	170,000	145,000	+17.2%	46	52	-11.5%
West	St. Croix	185,000	150,000	+23.3%	139	153	-9.2%
West	Trempealeau	114,000	102,500	+11.2%	13	22	-40.9%
West	Vernon	170,300	109,950	+54.9%	11	14	-21.4%
<b>West</b>	<b>Regional Total</b>	<b>153,000</b>	<b>135,000</b>	<b>+13.3%</b>	<b>714</b>	<b>742</b>	<b>-3.8%</b>

Region	County	Median Price			Sales		
		6/2013	6/2012	% Change	6/2013	6/2012	% Change
Northeast	Brown	141,500	142,000	-0.4%	308	300	+2.7%
Northeast	Calumet	164,200	155,425	+5.6%	62	56	+10.7%
Northeast	Door	228,500	137,000	+66.8%	43	61	-29.5%
Northeast	Fond du Lac	135,000	117,900	+14.5%	116	113	+2.7%
Northeast	Green Lake	105,000	85,000	+23.5%	15	23	-34.8%
Northeast	Kewaunee	78,000	99,950	-22.0%	21	18	+16.7%
Northeast	Manitowoc	111,250	95,000	+17.1%	88	75	+17.3%
Northeast	Marinette	90,500	95,000	-4.7%	41	55	-25.5%
Northeast	Menominee	NA	NA	NA	2	5	-60.0%
Northeast	Oconto	112,000	76,500	+46.4%	65	57	+14.0%
Northeast	Outagamie	152,500	129,500	+17.8%	237	190	+24.7%
Northeast	Shawano	77,000	76,700	+0.4%	29	46	-37.0%
Northeast	Waupaca	107,500	102,900	+4.5%	50	49	+2.0%
Northeast	Winnebago	141,550	115,000	+23.1%	198	193	+2.6%
<b>Northeast</b>	<b>Regional Total</b>	<b>135,000</b>	<b>124,400</b>	<b>+8.5%</b>	<b>1,275</b>	<b>1,241</b>	<b>+2.7%</b>

Region	County	Median Price			Sales		
		6/2013	6/2012	% Change	6/2013	6/2012	% Change
Central	Adams	120,299	112,500	+6.9%	41	58	-29.3%
Central	Clark	94,100	91,450	+2.9%	23	20	+15.0%
Central	Juneau	80,000	73,250	+9.2%	25	24	+4.2%
Central	Marathon	126,500	121,000	+4.5%	154	136	+13.2%
Central	Marquette	96,200	100,000	-3.8%	18	19	-5.3%
Central	Portage	141,000	132,000	+6.8%	61	60	+1.7%
Central	Waushara	127,450	97,250	+31.1%	24	22	+9.1%
Central	Wood	83,750	95,750	-12.5%	74	86	-14.0%
<b>Central</b>	<b>Regional Total</b>	<b>119,000</b>	<b>110,000</b>	<b>+8.2%</b>	<b>420</b>	<b>425</b>	<b>-1.2%</b>

Region	County	Median Price			Sales		
		6/2013	6/2012	% Change	6/2013	6/2012	% Change
North	Ashland	87,500	120,000	-27.1%	16	25	-36.0%
North	Barron	120,000	119,500	+0.4%	79	71	+11.3%
North	Bayfield	160,000	164,500	-2.7%	15	28	-46.4%
North	Burnett	116,500	115,000	+1.3%	48	57	-15.8%
North	Douglas	137,000	114,950	+19.2%	49	40	+22.5%
North	Florence	NA	NA	NA	NA	NA	NA
North	Forest	NA	NA	NA	6	6	0%
North	Iron	NA	NA	NA	6	8	-25.0%
North	Langlade	72,000	73,750	-2.4%	35	26	+34.6%
North	Lincoln	74,500	112,500	-33.8%	33	26	+26.9%
North	Oneida	145,950	133,000	+9.7%	56	71	-21.1%
North	Polk	124,500	119,179	+4.5%	76	86	-11.6%
North	Price	142,900	64,500	+121.6%	23	15	+53.3%
North	Rusk	63,250	110,000	-42.5%	16	16	0%
North	Sawyer	225,000	148,500	+51.5%	28	38	-26.3%
North	Taylor	88,000	80,000	+10.0%	13	12	+8.3%
North	Vilas	185,000	197,500	-6.3%	39	44	-11.4%
North	Washburn	142,500	120,000	+18.8%	32	29	+10.3%
<b>North</b>	<b>Regional Total</b>	<b>125,000</b>	<b>120,000</b>	<b>+4.2%</b>	<b>570</b>	<b>598</b>	<b>-4.7%</b>

#### Statewide Median Price

6/2013	6/2012	% Change
159,500	142,000	+12.3%

#### Statewide Sales

6/2013	6/2012	% Change
7,228	7,012	+3.1%

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

Region	County	Median Price			Sales		
		YTD 2013	YTD 2012	% Change	YTD 2013	YTD 2012	% Change
Southeast	Kenosha	111,000	113,000	-1.8%	1,053	833	+26.4%
Southeast	Milwaukee	110,000	99,000	+11.1%	4,796	4,490	+6.8%
Southeast	Ozaukee	220,000	209,500	+5.0%	562	506	+11.1%
Southeast	Racine	107,000	98,000	+9.2%	1,101	941	+17.0%
Southeast	Sheboygan	122,000	105,000	+16.2%	649	580	+11.9%
Southeast	Walworth	155,000	145,000	+6.9%	673	627	+7.3%
Southeast	Washington	177,000	170,900	+3.6%	868	675	+28.6%
Southeast	Waukesha	230,000	220,000	+4.5%	2,524	2,262	+11.6%
<b>Southeast</b>	<b>Regional Total</b>	<b>147,500</b>	<b>137,500</b>	<b>+7.3%</b>	<b>12,226</b>	<b>10,914</b>	<b>+12.0%</b>

Region	County	Median Price			Sales		
		YTD 2013	YTD 2012	% Change	YTD 2013	YTD 2012	% Change
Milwaukee	Milwaukee	110,000	99,000	+11.1%	4,796	4,490	+6.8%
Milwaukee	Ozaukee	220,000	209,500	+5.0%	562	506	+11.1%
Milwaukee	Washington	177,000	170,900	+3.6%	868	675	+28.6%
Milwaukee	Waukesha	230,000	220,000	+4.5%	2,524	2,262	+11.6%
<b>Milwaukee</b>	<b>Regional Total</b>	<b>160,000</b>	<b>148,500</b>	<b>+7.7%</b>	<b>8,750</b>	<b>7,933</b>	<b>+10.3%</b>

Region	County	Median Price			Sales		
		YTD 2013	YTD 2012	% Change	YTD 2013	YTD 2012	% Change
South Central	Columbia	124,700	115,000	+8.4%	320	334	-4.2%
South Central	Crawford	87,950	80,000	+9.9%	60	53	+13.2%
South Central	Dane	208,643	201,000	+3.8%	3,786	2,966	+27.6%
South Central	Dodge	116,500	100,000	+16.5%	412	393	+4.8%
South Central	Grant	95,500	106,000	-9.9%	140	161	-13.0%
South Central	Green	129,500	120,000	+7.9%	207	207	0%
South Central	Iowa	115,900	117,000	-0.9%	121	91	+33.0%
South Central	Jefferson	154,500	139,700	+10.6%	473	410	+15.4%
South Central	Lafayette	81,000	75,500	+7.3%	61	65	-6.2%
South Central	Richland	89,950	81,000	+11.0%	76	71	+7.0%
South Central	Rock	106,000	92,000	+15.2%	911	923	-1.3%
South Central	Sauk	143,750	135,000	+6.5%	396	344	+15.1%
<b>South Central</b>	<b>Regional Total</b>	<b>169,000</b>	<b>155,000</b>	<b>+9.0%</b>	<b>6,963</b>	<b>6,018</b>	<b>+15.7%</b>

Region	County	Median Price			Sales		
		YTD 2013	YTD 2012	% Change	YTD 2013	YTD 2012	% Change
West	Buffalo	95,000	97,250	-2.3%	61	36	+69.4%
West	Chippewa	133,750	123,000	+8.7%	336	339	-0.9%
West	Dunn	123,900	118,250	+4.8%	276	224	+23.2%
West	Eau Claire	138,000	125,750	+9.7%	630	568	+10.9%
West	Jackson	90,000	104,500	-13.9%	81	68	+19.1%
West	La Crosse	144,700	138,000	+4.9%	698	559	+24.9%
West	Monroe	102,750	102,000	+0.7%	208	185	+12.4%
West	Pepin	82,950	117,500	-29.4%	46	45	+2.2%
West	Pierce	157,950	131,625	+20.0%	218	184	+18.5%
West	St. Croix	169,900	139,900	+21.4%	667	605	+10.2%
West	Trempealeau	109,800	114,750	-4.3%	97	92	+5.4%
West	Vernon	127,000	110,000	+15.5%	65	77	-15.6%
<b>West</b>	<b>Regional Total</b>	<b>138,000</b>	<b>128,000</b>	<b>+7.8%</b>	<b>3,383</b>	<b>2,982</b>	<b>+13.4%</b>

Region	County	Median Price			Sales		
		YTD 2013	YTD 2012	% Change	YTD 2013	YTD 2012	% Change
Northeast	Brown	136,500	133,500	+2.2%	1,491	1,355	+10.0%
Northeast	Calumet	150,300	151,000	-0.5%	282	243	+16.0%
Northeast	Door	173,700	143,950	+20.7%	220	230	-4.3%
Northeast	Fond du Lac	115,000	109,000	+5.5%	487	461	+5.6%
Northeast	Green Lake	98,500	57,000	+72.8%	88	87	+1.1%
Northeast	Kewaunee	69,950	98,000	-28.6%	82	87	-5.7%
Northeast	Manitowoc	95,125	89,500	+6.3%	392	327	+19.9%
Northeast	Marinette	72,000	71,350	+0.9%	161	192	-16.1%
Northeast	Menominee	NA	170,000	NA	7	15	-53.3%
Northeast	Oconto	99,450	91,375	+8.8%	272	224	+21.4%
Northeast	Outagamie	131,000	120,000	+9.2%	1,015	912	+11.3%
Northeast	Shawano	88,444	89,000	-0.6%	151	159	-5.0%
Northeast	Waupaca	90,000	90,000	0%	249	235	+6.0%
Northeast	Winnebago	125,250	109,500	+14.4%	908	883	+2.8%
<b>Northeast</b>	<b>Regional Total</b>	<b>124,000</b>	<b>117,000</b>	<b>+6.0%</b>	<b>5,805</b>	<b>5,410</b>	<b>+7.3%</b>

Region	County	Median Price			Sales		
		YTD 2013	YTD 2012	% Change	YTD 2013	YTD 2012	% Change
Central	Adams	106,000	91,000	+16.5%	187	192	-2.6%
Central	Clark	81,750	62,250	+31.3%	134	100	+34.0%
Central	Juneau	85,000	70,000	+21.4%	161	121	+33.1%
Central	Marathon	120,000	111,050	+8.1%	672	609	+10.3%
Central	Marquette	96,125	85,500	+12.4%	78	83	-6.0%
Central	Portage	137,700	125,000	+10.2%	288	256	+12.5%
Central	Waushara	85,000	83,500	+1.8%	123	110	+11.8%
Central	Wood	88,000	92,750	-5.1%	327	322	+1.6%
<b>Central</b>	<b>Regional Total</b>	<b>110,000</b>	<b>100,000</b>	<b>+10.0%</b>	<b>1,970</b>	<b>1,793</b>	<b>+9.9%</b>



Region	County	Median Price			Sales		
		YTD 2013	YTD 2012	% Change	YTD 2013	YTD 2012	% Change
North	Ashland	77,900	97,500	-20.1%	71	92	-22.8%
North	Barron	110,000	91,000	+20.9%	327	316	+3.5%
North	Bayfield	145,000	123,000	+17.9%	81	107	-24.3%
North	Burnett	100,000	100,000	0%	232	230	+0.9%
North	Douglas	100,000	108,023	-7.4%	207	200	+3.5%
North	Florence	NA	NA	NA	3	3	0%
North	Forest	80,000	120,500	-33.6%	33	36	-8.3%
North	Iron	142,500	140,000	+1.8%	30	24	+25.0%
North	Langlade	65,000	62,950	+3.3%	138	112	+23.2%
North	Lincoln	79,000	79,900	-1.1%	155	141	+9.9%
North	Oneida	122,500	135,000	-9.3%	269	246	+9.3%
North	Polk	103,750	94,950	+9.3%	396	346	+14.5%
North	Price	86,000	59,000	+45.8%	95	56	+69.6%
North	Rusk	87,750	89,500	-2.0%	76	60	+26.7%
North	Sawyer	149,000	170,000	-12.4%	133	129	+3.1%
North	Taylor	85,000	86,500	-1.7%	59	61	-3.3%
North	Vilas	160,000	160,000	0%	205	211	-2.8%
North	Washburn	117,500	120,000	-2.1%	186	151	+23.2%
<b>North</b>	<b>Regional Total</b>	<b>106,900</b>	<b>109,000</b>	<b>-1.9%</b>	<b>2,696</b>	<b>2,521</b>	<b>+6.9%</b>

#### Statewide Median Price

YTD 2013	YTD 2012	% Change
140,000	130,000	+7.7%

#### Statewide Sales

YTD 2013	YTD 2012	% Change
33,065	29,670	+11.4%