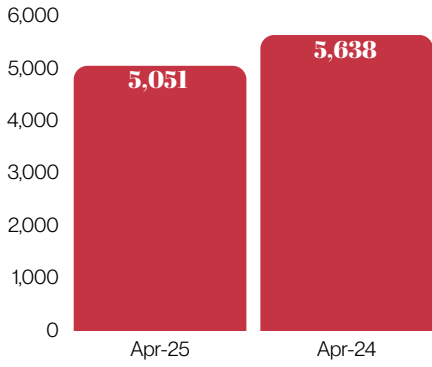


April 2025 Stats



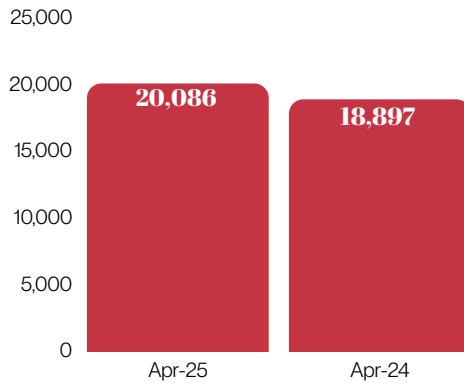
MONTHLY HOME SALES



Apr. 2025 5,051 HOMES SOLD	Apr. 2024 5,638 HOMES SOLD
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from last year 10.4%

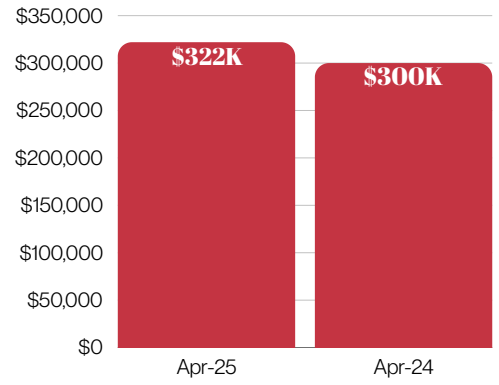
TOTAL STATEWIDE LISTINGS



Apr. 2025 20,086 ACTIVE LISTINGS	Apr. 2024 18,897 ACTIVE LISTINGS
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from last year 6.3%

MEDIAN HOME PRICE



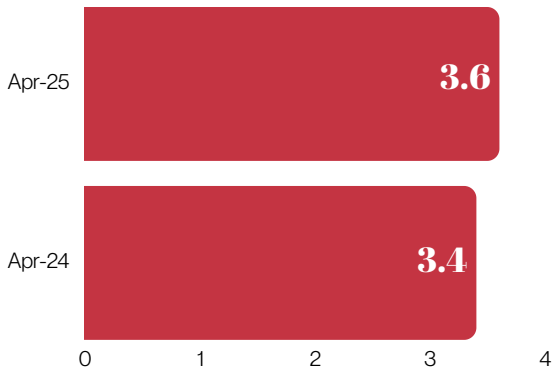
Apr. 2025 \$322K MEDIAN PRICE IN WI	Apr. 2024 \$300K MEDIAN PRICE IN WI
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from last year 7.3%

HOME CLOSINGS DOWN SHARPLY AS PRICES RISE IN APRIL

- For a second straight month, home sales fell by a substantial margin while prices increased. Existing home sales slid 10.4% when compared to April 2024, and the median price increased 7.3% to \$322,000 over that same 12-month period.
- The year-to-date sales were down just 3.5% compared to the first four months of 2024, due to solid growth in January and February of this year. Home sale prices rose 8.8% when compared to the first four months of 2024. This pushed the median sale price to \$310,000.
- Statewide inventories improved 5.9% to 3.6 months of available supply in April, but they remained well below the six-month benchmark of supply that signals a balanced market. To reach what is considered a balanced market, the state would need April total listings to increase 67% from current levels.
- April supply levels were static at 3.2 months of supply for larger metropolitan counties. However, they improved 8.6% to 3.8 months in micropolitan counties that contain smaller cities and towns, and they were up 13.6% to five months of available supply in rural counties.
- Housing affordability in Wisconsin was essentially unchanged, rising just 0.8% over the last 12 months. This is because the 7.6% increase in median family income and quarter-point improvement in mortgage rates more than offset the 7.3% increase in the median price. The Wisconsin Housing Affordability Index measures the percentage of the median-priced home that a representative buyer with median family income qualifies to purchase, assuming 20% down and the unpaid balance financed with a 30-year fixed mortgage at current rates.

MONTHS OF INVENTORY



Apr. 2025 3.6 MONTHS	Apr. 2024 3.4 MONTHS
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from last year 5.9%

Wisconsin REALTORS® Association December 2024 WI Real Estate Report

It's still a strong seller's market statewide, but we are seeing signs of improvement in our smaller communities as well as in rural parts of the state. Potential buyers may want to consider expanding their home search into areas where supply is growing to increase their likelihood of success.



KELLER WILLIAMS REALTY