

## MONTHLY HOME SALES



December 2023  
**4,615**  
HOMES SOLD

December 2022  
**4,918**  
HOMES SOLD

from last year **-6.2%**

## TOTAL STATEWIDE LISTINGS



December 2023  
**13,285**  
ACTIVE LISTINGS

December 2022  
**13,167**  
ACTIVE LISTINGS

from last year **0.9%**

## MEDIAN HOME PRICE



December 2023  
**\$271,000**  
MEDIAN PRICE IN WI

December 2022  
**\$251,000**  
MEDIAN PRICE IN WI

from last year **8.0%**

## MONTHS OF INVENTORY

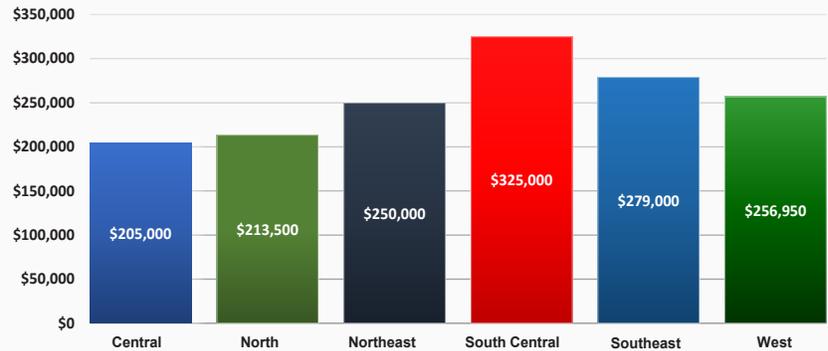


December 2023  
**2.50**  
MONTHS

December 2022  
**2.00**  
MONTHS

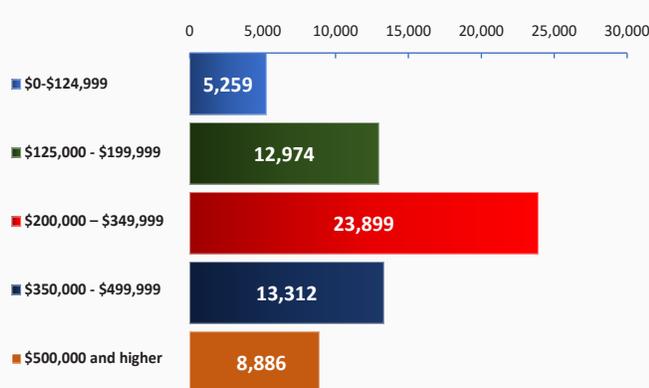
from last year **25.0%**

## MEDIAN PRICES BY REGION



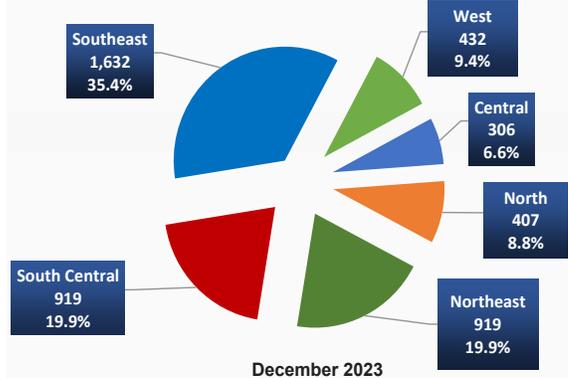
December 2023

## HOMES SOLD BY PRICE RANGE PREVIOUS 12 MONTHS



## HOME SALES BY REGION

Please note: each % represents the share of the statewide total.



December 2023

## MORTGAGE INTEREST RATES



December 2023	December 2022
<b>6.82%</b>	<b>6.36%</b>
AVG 30 YR. FIXED	AVG 30 YR. FIXED

from last year **↑ 46** BASIS POINTS

Data based on Freddie Mac, 30 year fixed-rate mortgage rates

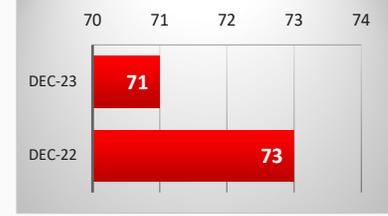
## YEAR-TO-DATE HOME SALES



Year-to-Date 2023	Year-to-Date 2022
<b>64,330</b>	<b>77,979</b>
HOMES SOLD THRU 12/23	HOMES SOLD THRU 12/22

from last year **↓ -17.5%**

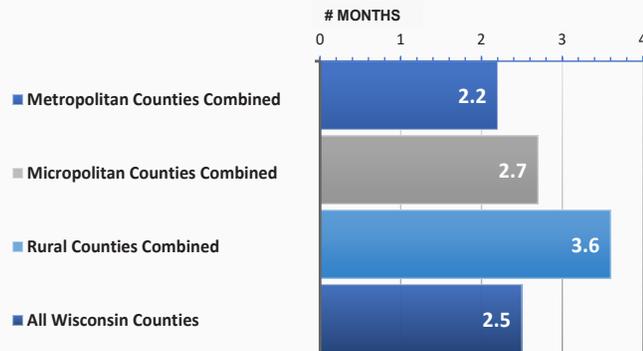
## AVG DAYS ON MARKET



December 2023	December 2022
<b>71</b>	<b>73</b>
DAYS ON MKT	DAYS ON MKT

from last year **↓ -2.7%**

## MONTHS OF INVENTORY BY URBAN CLASSIFICATION



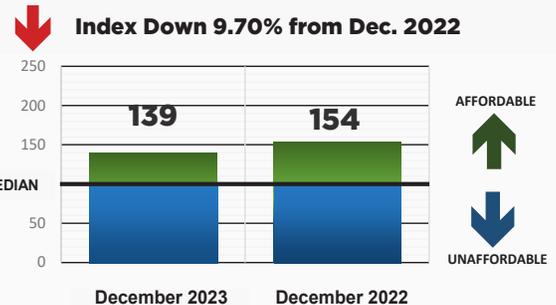
Metropolitan counties include: Brown, Calumet, Chippewa, Columbia, Dane, Douglas, Eau Claire, Fond du Lac, Green, Iowa, Kenosha, Kewaunee, La Crosse, Lincoln, Marathon, Milwaukee, Oconto, Ozaukee, Outagamie, Pierce, Racine, Rock, Sheboygan, St. Croix, Washington, Waukesha and Winnebago.

Micropolitan counties include: Dodge, Dunn, Florence, Grant, Jefferson, Manitowoc, Marinette, Menominee, Portage, Sauk, Shawano, Walworth and Wood.

Rural counties include: Adams, Ashland, Barron, Bayfield, Buffalo, Burnett, Clark, Crawford, Door, Forest, Green Lake, Iron, Jackson, Juneau, Lafayette, Langlade, Marquette, Monroe, Oneida, Pepin, Polk, Price, Rusk, Richland, Sawyer, Taylor, Trempealeau, Vernon, Vilas, Washburn, Waupaca and Waushara.

## HOUSING AFFORDABILITY INDEX

A value of 100 means a family with the median income has exactly enough income to qualify for a mortgage on a median-priced home.



The Wisconsin Housing Affordability Index shows the portion of the median-priced home that a qualified buyer with median family income can afford to buy, assuming 20% down and the remaining balance financed with a 30-year fixed mortgage at current rates.



## Wisconsin Home Inventories Improve Slightly in December, but Seller's Market Continues

### TALKING POINTS

- New listings of Wisconsin existing homes rose 6.3% in December, compared to that same month in 2022, and this led to an increase in total listings of 0.9% over that same period.
- Although the months of available supply did improve 25% over the last 12 months, the market continued to show a seller's advantage with just 2.5 months of supply in December. This is well below the benchmark of six months that indicates a balanced market.
- The limited supply of homes on the market kept December sales down 6.2% relative to December 2022. Still, fourth quarter sales performed better than the first three quarters of the year. Sales in the fourth quarter of 2023 were just 4.3% below the fourth quarter of 2022, whereas the first nine months of 2023 trailed that same period in 2022 by 21.1%.
- Total existing home sales for 2023 were 17.5% lower than sales in 2022.
- The weak inventory levels in December pushed the median price up to \$271,000, which is an increase of 8% relative to December 2022. Similarly, the median price for all of 2023 was 7.5% higher than the 2022 median price.
- Mortgage rates experienced improvement for the second straight month. The average 30-year fixed-rate mortgage was 7.62% in October, 7.44% in November and 6.82% in December. The December 2023 rate was about a half percent higher than the rate in December 2022.
- The annual increase in mortgage rates and home prices have hurt affordability, with the Wisconsin Housing Affordability Index falling 9.7% between December 2022 and December 2023.

### WINTER OFFERS OPPORTUNITIES FOR BUYERS



"For the third straight month, new listings have increased year over year, and now total listings are also up slightly. Although this is still a strong seller's market, there are opportunities for buyers during the winter season since there is less competition, and sellers who list their homes during the winter are often more highly motivated to sell."

**Mary Jo Bowe**

2024 Chair of the Board of Directors, Wisconsin REALTORS® Association

### CONTINUED PROGRESS ON MORTGAGE RATES IMPROVES AFFORDABILITY



"It was good to see the 30-year fixed mortgage rate fall below 7%, and while affordability is lower than it was in December 2022, it has improved by about 13% since hitting bottom in August and September 2023. We look forward to continued improvement in mortgage rates in 2024."

**Tom Larson**

President & CEO, Wisconsin REALTORS® Association

### IS THE FED READY TO CUT SHORT-TERM INTEREST RATES?



"In its December meeting, the Federal Open Market Committee, which is the Fed committee that sets short-term interest rate targets, lowered its inflation projections for 2024 and decided to keep rates steady. The committee also signaled that it's likely to cut the Federal Funds Rate by 75 basis points in 2024. The Fed is clearly less concerned about overheating the economy and thereby fueling inflation, which is positive news. Hopefully these lower inflationary expectations also lead to further improvement in mortgage rates in 2024."

**Dave Clark**

Professor Emeritus of Economics and WRA Consultant