

EAU CLAIRE

MEDIAN RESIDENTIAL SALE PRICE

April **2016** April **2017**
\$159,950 \$166,000

+3.8%



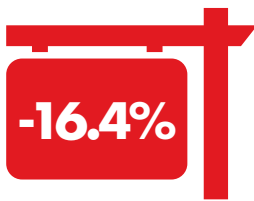
CLOSED SALES

APRIL 2016:

140

APRIL 2017:

117



HOMES IN SHORT SUPPLY



Ranches

Source: Opinion of local RE/MAX Brokers

TYPICAL BUYER PROFILE



Buyers with families

Source: Opinion of local RE/MAX Brokers

INVENTORY



SELLERS' MARKET



In the Eau Claire area, local real estate professionals report fierce competition for homes among millennials and baby boomers. Consumer confidence is increasing with the election over and the economy remaining stable.

Buyers are getting more buying power with historic low interest rates, while sellers are getting better prices. Low inventory, interest rates and limited new construction are all factors that are causing sellers in the Eau Claire area to get higher than expected prices for their homes.

For buyers in Eau Claire, purchasing an existing home in the near future will remain the best affordable option. Local REALTORS® expect prices for newly constructed homes to cost more money, since prices for lumber are climbing in the area.

TIPS & TRENDS:

Large increases in the price of lumber are expected, pushing prices even higher than they are now for newly constructed homes, according to local RE/MAX brokers. Either build now or remodel an existing home to keep costs within budget.

Housing data provided by Wisconsin REALTORS® Association. Median price and closed sales represent the county, while the inventory is representative of the West region.