Date:	12/16/19
For Release:	Immediately
For More Information Contact:	Michael Theo, WRA President & CEO, 608-241-2047, mtheo@wra.org or David Clark, Economist, ECON Analytics, LLC and Professor of Economics, Marquette University, 414-803-6537, prof.clark@gmail.com

Weak Inventory Constrains November Home Sales and Drives Up Prices

MADISON, Wis. — Tight inventories continue to be the key driver of Wisconsin's housing market, according to the most recent analysis of the existing home market by the Wisconsin REALTORS® Association. Specifically, closed sales in November were slightly below those of November 2018, falling 0.8 percent, and median prices rose 6 percent to $194,000 over that same period. On a year-to-date basis, home sales trailed the pace established in the first 11 months of 2018 by just 1.4 percent, whereas median prices increased 6.9 percent to $197,500.

"As we close in on the year-end, it's clear that we are going to be very close to the sales levels we've seen the last couple of years, but the tight inventory levels have kept our growth in check," said WRA Chairman Steve Beers. Inventory levels do fluctuate on a seasonal basis, rising during peak sales periods in the summer and then falling during the winter period. However, inventory levels peaked at 5.2 months of supply in June and July of this year, which is below the six-month benchmark that characterizes a balanced market. With November inventories falling to just four months of supply, the number of homes for sale has tightened over the past 12 months, keeping Wisconsin a seller's market.

"The inventory problem is most pronounced in our large urban areas and homes selling at lower price points," said Beers. The counties that comprise our metropolitan areas had just 3.3 months of supply in November compared to 6.8 months of supply in rural areas. A review of the last 12 months shows that the tightest supply levels were for homes selling between $125,000 and just under $200,000, where there were just 3.1 months of supply. "Starter homes sell quickly, so buyers and sellers need to be ready to move quickly once those homes hit the market," Beers said.

"We're experiencing the longest expansion in U.S. history, and it looks like it's going to continue for a while longer," said WRA President & CEO Michael Theo. Real GDP growth was 3.1 percent for the first quarter of the year, and it has been in the low 2 percent range for the second and third quarters. Early indication suggests that economic growth in the fourth quarter of this year will come at a pace close to the second and third quarters. "We've also seen some promising signs that the trade disputes with Mexico and Canada are being resolved, and that will be a welcome development for the state economy," said Theo. The U.S.-Mexico-Canadian trade agreement is nearing ratification by Congress, which should provide some relief for our agricultural and manufacturing sectors.

"Even though home prices continue to rise at a robust pace, they were offset by improvements in income and lower mortgage rates, so our affordability has actually improved," said Theo. Mortgage rates are down significantly, dropping from 4.87 in November of last year to 3.7 percent last month. The Wisconsin Housing Affordability Index shows that fraction of the median-priced home that the buyer with median family income can afford to purchase, assuming 20 percent down and the remaining balance financed using a 30-year fixed-rate mortgage. Overall, the Wisconsin Housing Affordability Index increased to 213 in November, up from 201 in November of last year. "There are still good opportunities out there, and the solid economy and low rates make this an ideal time to buy," said Theo.

The Wisconsin REALTORS® Association is one of the largest trade associations in the state, representing over 16,500 real estate brokers, salespeople 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 the Wisconsin REALTORS® Association is subject to revision if more complete data becomes available. Beginning in June 2018, all historical sales volume and median price data from 2015 forward at the county level have been re-benchmarked using the Relitix system that accesses MLS data directly and in real-time. Data prior to January 2015 is derived from the Techmark system that also accessed MLS data directly. 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.

Note that the WRA employs a slightly different protocol to determine inventory levels than the protocol used by the REALTORS® Association of South Central Wisconsin (RASCW). For consistency, the summary tables for the South Central region reported in the WRA release employ the WRA approach. However, a modified table employing the RASCW methodology is available from the WRA upon request.

Summary of Wisconsin Housing Statistics							
	Monthly				Year-to-Date		
	Nov 2019	Nov 2018	% Change		Nov 2019	Nov 2018	% Change
Unit Sales	6,445	6,498	-0.8%		76,157	77,202	-1.4%
Median Price	$194,000	$183,000	+6.0%		$197,500	$184,825	+6.9%
New Listings	5,148	5,463	-5.8%		x	X	X
Total Listings	27,189	29,159	-6.8%		x	X	X
Months of Inventory	4.0	4.2	-4.8%		x	X	X
Average Days on Market	91	97	-6.2%		x	X	X
WI Housing Affordability Index	213	201	+6.0%		x	X	X

Housing Price Range Statistics					
Price Range	Total Nov 2019 Listings	Average Days on Market (Dec 2018 - Nov 2019)	Total Sold (Dec 2018 - Nov 2019)	Total Volume Sold (Dec 2018 - Nov 2019)	Months of Inventory (Dec 2018 - Nov 2019)
$0-$124,999	5,709	146	16,866	$1,403,197,240	4.1
$125,000 - $199,999	6,527	104	24,908	$4,002,036,209	3.1
$200,000 – $349,999	8,207	117	27,212	$7,173,629,695	3.6
$350,000 - $499,999	3,606	132	8,237	$3,339,836,621	5.3
$500,000 and higher	3,140	182	3,904	$2,819,410,852	9.7

Inventory by Urban Classification		
County type	Nov 2019	Nov 2018
Metropolitan Counties Combined	3.3	3.4
Micropolitan Counties Combined	4.5	4.9
Rural Counties Combined	6.8	7.4
All Wisconsin Counties	4.0	4.2

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

Micropolitan counties include: Dodge, Dunn, Florence, Grant, Jefferson, Lincoln, 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.

Wisconsin Regional Report

Provided by the Wisconsin REALTORS® Association

Report Criteria: Reflecting data for: November 2019 | State: WI | Type: Residential

		Median Price			Sales			Months Inventory			Avg Days On Market		
Region	**County**	**11/2019**	**11/2018**	**% Change**	**11/2019**	**11/2018**	**% Change**	**11/2019**	**11/2018**	**% Change**	**11/2019**	**11/2018**	**% Change**
Central	Adams	135,000	150,000	-10.0%	51	45	+13.3%	6.5	6.8	-4.4%	142	159	-10.7%
	Clark	107,500	108,000	-0.5%	29	20	+45.0%	6.9	6.9	0.0%	110	137	-19.7%
	Juneau	154,000	120,000	+28.3%	26	33	-21.2%	7.0	6.8	+2.9%	141	175	-19.4%
	Marathon	165,900	145,450	+14.1%	123	164	-25.0%	3.6	3.5	+2.9%	89	99	-10.1%
	Marquette	158,750	132,200	+20.1%	20	22	-9.1%	6.8	7.3	-6.8%	140	155	-9.7%
	Portage	167,000	153,450	+8.8%	53	60	-11.7%	3.7	3.6	+2.8%	83	83	0.0%
	Waushara	130,000	128,500	+1.2%	31	39	-20.5%	6.2	5.1	+21.6%	145	99	+46.5%
	Wood	125,000	125,000	0.0%	65	103	-36.9%	3.5	3.3	+6.1%	103	83	+24.1%
	Central Regional Total	**148,050**	**136,625**	**+8.4%**	**398**	**486**	**-18.1%**	**4.7**	**4.5**	**+4.4%**	**109**	**108**	**+0.9%**

		Median Price			Sales			Months Inventory			Avg Days On Market		
Region	**County**	**11/2019**	**11/2018**	**% Change**	**11/2019**	**11/2018**	**% Change**	**11/2019**	**11/2018**	**% Change**	**11/2019**	**11/2018**	**% Change**
North	Ashland	110,000	125,000	-12.0%	15	15	0.0%	13.3	14.6	-8.9%	125	206	-39.3%
	Barron	155,950	154,500	+0.9%	66	78	-15.4%	4.4	5.8	-24.1%	111	103	+7.8%
	Bayfield	130,000	155,500	-16.4%	31	24	+29.2%	11.8	15.0	-21.3%	141	314	-55.1%
	Burnett	170,000	120,000	+41.7%	67	55	+21.8%	4.6	4.2	+9.5%	91	152	-40.1%
	Douglas	168,900	147,000	+14.9%	41	51	-19.6%	6.2	7.0	-11.4%	73	87	-16.1%
	Florence	NA	NA	NA	3	1	+200.0%	10.1	37.3	-72.9%	127	132	-3.8%
	Forest	NA	169,000	NA	8	14	-42.9%	12.6	9.4	+34.0%	99	220	-55.0%
	Iron	NA	NA	NA	5	5	0.0%	18.3	16.2	+13.0%	163	191	-14.7%
	Langlade	95,500	108,000	-11.6%	41	17	+141.2%	8.6	8.4	+2.4%	110	231	-52.4%
	Lincoln	121,250	181,500	-33.2%	48	34	+41.2%	6.0	5.7	+5.3%	160	116	+37.9%
	Oneida	212,500	155,000	+37.1%	60	80	-25.0%	6.8	6.9	-1.4%	131	150	-12.7%
	Polk	179,125	185,000	-3.2%	86	77	+11.7%	3.7	4.0	-7.5%	102	90	+13.3%
	Price	111,500	140,000	-20.4%	34	23	+47.8%	11.7	12.8	-8.6%	158	211	-25.1%
	Rusk	92,500	69,900	+32.3%	18	17	+5.9%	6.1	9.2	-33.7%	107	145	-26.2%
	Sawyer	217,500	250,750	-13.3%	50	48	+4.2%	8.1	10.4	-22.1%	164	161	+1.9%
	Taylor	120,750	95,000	+27.1%	22	15	+46.7%	5.0	7.6	-34.2%	99	107	-7.5%
	Vilas	247,000	225,000	+9.8%	70	61	+14.8%	9.5	9.3	+2.2%	162	187	-13.4%
	Washburn	210,000	177,000	+18.6%	40	37	+8.1%	6.3	7.7	-18.2%	134	152	-11.8%
	North Regional Total	**164,000**	**159,000**	**+3.1%**	**705**	**652**	**+8.1%**	**7.0**	**7.7**	**-9.1%**	**125**	**147**	**-15.0%**

Region	County	Median Price			Sales			Months Inventory			Avg Days On Market		
		11/2019	11/2018	% Change	11/2019	11/2018	% Change	11/2019	11/2018	% Change	11/2019	11/2018	% Change
Northeast	Brown	195,000	174,950	+11.5%	278	272	+2.2%	3.4	3.5	-2.9%	75	79	-5.1%
	Calumet	214,000	220,000	-2.7%	62	65	-4.6%	3.6	4.0	-10.0%	79	89	-11.2%
	Door	275,000	258,450	+6.4%	58	58	0.0%	7.5	8.9	-15.7%	208	264	-21.2%
	Fond du Lac	148,750	135,000	+10.2%	110	85	+29.4%	4.0	4.7	-14.9%	83	95	-12.6%
	Green Lake	132,500	174,500	-24.1%	28	34	-17.6%	7.5	8.5	-11.8%	112	170	-34.1%
	Kewaunee	147,450	162,900	-9.5%	26	20	+30.0%	5.6	7.6	-26.3%	82	67	+22.4%
	Manitowoc	132,000	105,000	+25.7%	79	79	0.0%	4.0	4.6	-13.0%	91	103	-11.7%
	Marinette	142,000	109,250	+30.0%	59	46	+28.3%	5.9	7.5	-21.3%	134	120	+11.7%
	Menominee	NA	NA	NA	4	4	0.0%	7.9	6.5	+21.5%	139	196	-29.1%
	Oconto	132,000	167,950	-21.4%	37	60	-38.3%	6.2	6.2	0.0%	141	117	+20.5%
	Outagamie	186,000	168,000	+10.7%	160	211	-24.2%	2.9	3.2	-9.4%	89	72	+23.6%
	Shawano	100,875	129,000	-21.8%	38	23	+65.2%	5.6	6.7	-16.4%	107	95	+12.6%
	Waupaca	132,500	144,450	-8.3%	45	56	-19.6%	4.6	6.9	-33.3%	98	115	-14.8%
	Winnebago	155,000	139,950	+10.8%	215	168	+28.0%	3.4	3.3	+3.0%	71	85	-16.5%
	Northeast Regional Total	**170,000**	**162,900**	**+4.4%**	**1,199**	**1,181**	**+1.5%**	**4.1**	**4.6**	**-10.9%**	**93**	**99**	**-6.1%**

Region	County	Median Price			Sales			Months Inventory			Avg Days On Market		
		11/2019	11/2018	% Change	11/2019	11/2018	% Change	11/2019	11/2018	% Change	11/2019	11/2018	% Change
South Central	Columbia	212,500	187,500	+13.3%	47	54	-13.0%	4.0	4.0	0.0%	106	128	-17.2%
	Crawford	129,500	109,500	+18.3%	12	16	-25.0%	8.3	7.6	+9.2%	65	119	-45.4%
	Dane	304,900	279,950	+8.9%	641	630	+1.7%	2.9	3.0	-3.3%	97	93	+4.3%
	Dodge	152,500	150,000	+1.7%	80	84	-4.8%	4.1	4.5	-8.9%	95	76	+25.0%
	Grant	142,500	125,000	+14.0%	42	38	+10.5%	6.0	5.5	+9.1%	140	129	+8.5%
	Green	160,000	158,000	+1.3%	51	31	+64.5%	2.8	3.4	-17.6%	73	68	+7.4%
	Iowa	215,000	169,000	+27.2%	20	26	-23.1%	4.9	5.4	-9.3%	103	142	-27.5%
	Jefferson	221,250	205,000	+7.9%	102	98	+4.1%	4.2	3.9	+7.7%	88	92	-4.3%
	Lafayette	115,000	NA	NA	15	9	+66.7%	6.0	5.6	+7.1%	86	116	-25.9%
	Richland	178,500	NA	NA	11	8	+37.5%	8.0	6.1	+31.1%	121	146	-17.1%
	Rock	165,000	160,000	+3.1%	208	205	+1.5%	2.9	3.5	-17.1%	78	77	+1.3%
	Sauk	179,000	182,000	-1.6%	69	69	0.0%	4.0	4.7	-14.9%	108	104	+3.8%
	South Central Regional Total	**239,000**	**225,000**	**+6.2%**	**1,298**	**1,268**	**+2.4%**	**3.4**	**3.6**	**-5.6%**	**95**	**93**	**+2.2%**

Region	County	Median Price 11/2019	Median Price 11/2018	Median Price % Change	Sales 11/2019	Sales 11/2018	Sales % Change	Months Inventory 11/2019	Months Inventory 11/2018	Months Inventory % Change	Avg Days On Market 11/2019	Avg Days On Market 11/2018	Avg Days On Market % Change
Southeast	Kenosha	185,000	171,000	+8.2%	180	184	-2.2%	3.3	2.9	+13.8%	77	68	+13.2%
	Milwaukee	167,000	158,250	+5.5%	885	866	+2.2%	3.0	3.2	-6.3%	69	77	-10.4%
	Ozaukee	269,900	270,000	0.0%	72	105	-31.4%	3.8	3.9	-2.6%	77	81	-4.9%
	Racine	174,900	165,500	+5.7%	197	244	-19.3%	3.7	3.6	+2.8%	70	80	-12.5%
	Sheboygan	149,000	159,900	-6.8%	125	133	-6.0%	4.0	4.4	-9.1%	81	89	-9.0%
	Walworth	205,000	220,000	-6.8%	157	161	-2.5%	4.8	5.5	-12.7%	105	117	-10.3%
	Washington	270,000	235,000	+14.9%	145	155	-6.5%	2.9	3.1	-6.5%	82	80	+2.5%
	Waukesha	306,000	287,000	+6.6%	456	437	+4.3%	3.0	3.2	-6.3%	80	85	-5.9%
	Southeast Regional Total	**207,000**	**192,000**	**+7.8%**	**2,217**	**2,285**	**-3.0%**	**3.3**	**3.4**	**-2.9%**	**77**	**82**	**-6.1%**

Region	County	Median Price 11/2019	Median Price 11/2018	Median Price % Change	Sales 11/2019	Sales 11/2018	Sales % Change	Months Inventory 11/2019	Months Inventory 11/2018	Months Inventory % Change	Avg Days On Market 11/2019	Avg Days On Market 11/2018	Avg Days On Market % Change
West	Buffalo	NA	91,950	NA	9	10	-10.0%	7.8	8.1	-3.7%	115	138	-16.7%
	Chippewa	175,900	185,000	-4.9%	73	82	-11.0%	4.7	4.9	-4.1%	102	116	-12.1%
	Dunn	194,900	155,000	+25.7%	58	58	0.0%	3.7	4.0	-7.5%	78	91	-14.3%
	Eau Claire	175,500	190,000	-7.6%	134	115	+16.5%	2.8	3.7	-24.3%	77	89	-13.5%
	Jackson	144,500	85,000	+70.0%	23	15	+53.3%	4.3	6.4	-32.8%	95	100	-5.0%
	La Crosse	192,500	174,950	+10.0%	125	110	+13.6%	2.9	2.7	+7.4%	65	67	-3.0%
	Monroe	172,000	158,000	+8.9%	35	40	-12.5%	5.1	4.6	+10.9%	101	119	-15.1%
	Pepin	NA	NA	NA	9	7	+28.6%	7.1	4.3	+65.1%	137	95	+44.2%
	Pierce	250,000	234,000	+6.8%	33	36	-8.3%	3.8	3.2	+18.8%	109	91	+19.8%
	St. Croix	262,000	238,000	+10.1%	83	96	-13.5%	3.5	3.3	+6.1%	81	78	+3.8%
	Trempealeau	133,000	136,500	-2.6%	26	26	0.0%	5.5	6.6	-16.7%	89	100	-11.0%
	Vernon	185,500	160,000	+15.9%	20	31	-35.5%	6.6	5.2	+26.9%	126	139	-9.4%
	West Regional Total	**192,200**	**184,725**	**+4.0%**	**628**	**626**	**+0.3%**	**3.8**	**3.9**	**-2.6%**	**85**	**93**	**-8.6%**

Statewide Median Price

11/2019	11/2018	% Change
194,000	183,000	+6.0%

Statewide Sales

11/2019	11/2018	% Change
6,445	6,498	-0.8%

Statewide Avg Days On Market

11/2019	11/2018	% Change
91	97	-6.2%

Statewide Months Inventory

11/2019	11/2018	% Change
4.0	4.2	-4.8%

Statewide New Listings

11/2019	11/2018	% Change
5,148	5,463	-5.8%

Statewide Total Listings

11/2019	11/2018	% Change
27,189	29,159	-6.8%

Price Range Stats

Listing Price Range	Current Properties For Sale	Avg Days On Market (sold listings)	Number of Sales in Prev 12 months	Total Sales in Prev 12 Months	Months Inventory
$0 - $124,999	5,709	146	16,866	1,403,197,240	4.1
$125,000 - $199,999	6,527	104	24,908	4,002,036,209	3.1
$200,000 - $349,999	8,207	117	27,212	7,173,629,695	3.6
$350,000 - $499,999	3,606	132	8,237	3,339,836,621	5.3
$500,000+	3,140	182	3,904	2,819,410,852	9.7

Months of Inventory by Broad Urban-Rural Classification

Category	November 2019	November 2018
Metropolitan Counties Combined	3.3	3.4
Micropolitan Counties Combined	4.5	4.9
Rural Counties Combined	6.8	7.4
State Total	4.0	4.2

Wisconsin Regional Report

Provided by the Wisconsin REALTORS® Association

Report Criteria: Reflecting YTD data through: November 2019 | State: WI | Type: Residential

		YTD Median Price			YTD Sales		
Region	**County**	**Through 11/2019**	**Through 11/2018**	**% Change**	**Through 11/2019**	**Through 11/2018**	**% Change**
Central	Adams	140,000	129,000	+8.5%	560	507	+10.5%
	Clark	115,000	101,000	+13.9%	258	261	-1.1%
	Juneau	130,000	127,000	+2.4%	372	369	+0.8%
	Marathon	165,700	157,900	+4.9%	1,650	1,759	-6.2%
	Marquette	136,000	139,000	-2.2%	244	280	-12.9%
	Portage	180,000	169,000	+6.5%	728	717	+1.5%
	Waushara	146,000	135,000	+8.1%	328	390	-15.9%
	Wood	129,500	122,500	+5.7%	823	943	-12.7%
	Central Regional Total	**150,000**	**142,000**	**+5.6%**	**4,963**	**5,226**	**-5.0%**

		YTD Median Price			YTD Sales		
Region	**County**	**Through 11/2019**	**Through 11/2018**	**% Change**	**Through 11/2019**	**Through 11/2018**	**% Change**
North	Ashland	108,500	96,950	+11.9%	214	172	+24.4%
	Barron	161,000	159,000	+1.3%	802	775	+3.5%
	Bayfield	168,000	161,650	+3.9%	348	324	+7.4%
	Burnett	170,000	156,000	+9.0%	642	689	-6.8%
	Douglas	148,000	139,000	+6.5%	675	587	+15.0%
	Florence	124,000	NA	NA	16	8	+100.0%
	Forest	139,900	146,000	-4.2%	118	143	-17.5%
	Iron	155,000	159,264	-2.7%	70	75	-6.7%
	Langlade	117,000	86,500	+35.3%	307	317	-3.2%
	Lincoln	139,350	129,950	+7.2%	452	520	-13.1%
	Oneida	184,500	168,500	+9.5%	787	871	-9.6%
	Polk	193,525	174,000	+11.2%	796	831	-4.2%
	Price	117,000	100,000	+17.0%	269	266	+1.1%
	Rusk	112,250	115,000	-2.4%	192	169	+13.6%
	Sawyer	212,500	204,000	+4.2%	528	546	-3.3%
	Taylor	130,000	115,000	+13.0%	213	201	+6.0%
	Vilas	224,500	229,000	-2.0%	606	647	-6.3%
	Washburn	179,900	170,000	+5.8%	478	430	+11.2%
	North Regional Total	**164,900**	**155,000**	**+6.4%**	**7,513**	**7,571**	**-0.8%**

Region	County	YTD Median Price			YTD Sales		
		Through 11/2019	Through 11/2018	% Change	Through 11/2019	Through 11/2018	% Change
Northeast	Brown	195,000	182,500	+6.8%	3,165	3,222	-1.8%
	Calumet	207,200	190,000	+9.1%	681	677	+0.6%
	Door	215,000	215,000	0.0%	724	733	-1.2%
	Fond du Lac	144,000	139,950	+2.9%	1,279	1,310	-2.4%
	Green Lake	138,000	139,500	-1.1%	261	316	-17.4%
	Kewaunee	148,700	142,250	+4.5%	260	194	+34.0%
	Manitowoc	121,000	109,900	+10.1%	945	948	-0.3%
	Marinette	119,950	107,000	+12.1%	594	673	-11.7%
	Menominee	311,000	265,000	+17.4%	29	39	-25.6%
	Oconto	152,000	147,000	+3.4%	536	601	-10.8%
	Outagamie	185,000	175,000	+5.7%	2,259	2,289	-1.3%
	Shawano	124,900	120,000	+4.1%	431	381	+13.1%
	Waupaca	143,400	137,500	+4.3%	638	660	-3.3%
	Winnebago	155,000	149,900	+3.4%	2,134	2,237	-4.6%
	Northeast Regional Total	**167,000**	**157,500**	**+6.0%**	**13,936**	**14,280**	**-2.4%**

Region	County	YTD Median Price			YTD Sales		
		Through 11/2019	Through 11/2018	% Change	Through 11/2019	Through 11/2018	% Change
South Central	Columbia	207,500	199,000	+4.3%	719	793	-9.3%
	Crawford	135,000	130,000	+3.8%	180	159	+13.2%
	Dane	297,900	279,900	+6.4%	7,599	7,853	-3.2%
	Dodge	161,950	148,450	+9.1%	934	986	-5.3%
	Grant	140,000	130,000	+7.7%	387	399	-3.0%
	Green	184,500	178,600	+3.3%	426	430	-0.9%
	Iowa	178,000	167,500	+6.3%	243	254	-4.3%
	Jefferson	225,000	210,000	+7.1%	1,169	1,167	+0.2%
	Lafayette	128,000	119,900	+6.8%	130	139	-6.5%
	Richland	142,000	134,250	+5.8%	132	154	-14.3%
	Rock	168,500	155,300	+8.5%	2,239	2,204	+1.6%
	Sauk	195,150	185,000	+5.5%	922	914	+0.9%
	South Central Regional Total	**240,000**	**227,000**	**+5.7%**	**15,080**	**15,452**	**-2.4%**

Region	County	YTD Median Price			YTD Sales		
		Through 11/2019	Through 11/2018	% Change	Through 11/2019	Through 11/2018	% Change
Southeast	Kenosha	192,000	174,000	+10.3%	2,239	2,254	-0.7%
	Milwaukee	170,000	158,500	+7.3%	10,766	10,952	-1.7%
	Ozaukee	319,950	299,000	+7.0%	1,250	1,209	+3.4%
	Racine	182,250	168,950	+7.9%	2,562	2,628	-2.5%
	Sheboygan	157,500	149,500	+5.4%	1,353	1,319	+2.6%
	Walworth	225,000	209,900	+7.2%	1,786	1,722	+3.7%
	Washington	252,500	239,900	+5.3%	1,904	1,898	+0.3%
	Waukesha	308,000	289,900	+6.2%	5,614	5,472	+2.6%
	Southeast Regional Total	**214,900**	**196,000**	**+9.6%**	**27,474**	**27,454**	**+0.1%**

Region	County	YTD Median Price			YTD Sales		
		Through 11/2019	Through 11/2018	% Change	Through 11/2019	Through 11/2018	% Change
West	Buffalo	124,950	122,500	+2.0%	138	113	+22.1%
	Chippewa	190,000	173,000	+9.8%	819	751	+9.1%
	Dunn	179,450	167,800	+6.9%	610	641	-4.8%
	Eau Claire	189,900	178,000	+6.7%	1,440	1,436	+0.3%
	Jackson	144,000	124,000	+16.1%	219	203	+7.9%
	La Crosse	192,500	188,000	+2.4%	1,367	1,303	+4.9%
	Monroe	163,500	146,000	+12.0%	489	484	+1.0%
	Pepin	143,000	115,500	+23.8%	97	136	-28.7%
	Pierce	226,000	213,000	+6.1%	341	361	-5.5%
	St. Croix	255,000	244,000	+4.5%	1,172	1,304	-10.1%
	Trempealeau	160,500	149,400	+7.4%	253	210	+20.5%
	Vernon	167,000	153,000	+9.2%	246	277	-11.2%
	West Regional Total	**193,500**	**184,900**	**+4.7%**	**7,191**	**7,219**	**-0.4%**

YTD Statewide Median Price			YTD Statewide Sales		
Through 11/2019	Through 11/2018	% Change	Through 11/2019	Through 11/2018	% Change
197,500	184,825	+6.9%	76,157	77,202	-1.4%