



Date:
For Release:
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2/17/2020
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Wisconsin Housing Market Remains Hot in January

MADISON, Wis. – For the second straight month, robust sales of existing homes and limited statewide inventories of homes for sale drove housing prices higher, according to the most recent evaluation of the state housing market by the Wisconsin REALTORS® Association (WRA). January home sales were 8.9 percent higher than existing home sales in January 2019, and the median price rose 8.6 percent to \$190,000 over that same 12-month period.

“What’s amazing is that we performed so well, in light of historically low inventory levels in January,” said WRA Chairman Steve Beers. “The WRA began tracking inventory levels in December 2009, and we set a new low mark in January,” Beers added. Specifically, the state had just 22,092 listings in January, which is down 14 percent from January 2019. “It’s not surprising to see inventories tighten in the winter, but we’ve never seen them this low, even in January,” said Beers. By comparison, the number of homes for sale stood at more than 56,000 in January 2010, just after the economy emerged from the Great Recession. “What is truly amazing is with only 3.2 months of supply, we still managed to set a record for January home sales,” he said. More homes were sold last month than any previous January going back to 2007, when the WRA re-benchmarked its data collection methodology.

“The good economy and excellent mortgage rates have definitely boosted sales,” said WRA President & CEO Michael Theo. Unemployment rates have been inching upward but remain below 4 percent, which is the level that economists consider full employment. The Wisconsin unemployment rate stood at 3.4 percent in December. “Thirty-year fixed mortgages stood at 3.62 percent in January, which led to solid growth in every region of the state,” said Theo. The more rural Central and North regions grew at a modest pace of 4 percent to 4.8 percent over the last 12 months, whereas the Northeast, South Central and Southeast regions saw sales increase at between 7.6 percent and 8.8 percent over that period. Finally, the West

region experienced the strongest growth, with January 2020 sales 24 percent higher than January 2019.

“Sales grew in spite of the weak inventories, but that creates strong pressure on prices, which has been a persistent issue for several years,” said Theo. In fact, the median price has increased at an annual rate of 5.5 percent or higher since 2016, and it grew at 7.2 percent in 2019 compared to 2018. With the general price level increasing at between 2.1 percent and 2.3 percent over the 2016-2019 period, housing prices are increasing at two to three times the rate of inflation. “Such strong price growth should be leading to lower affordability, but lower mortgage rates have kept that from happening,” he said. The 30-year fixed-rate mortgage stood at 4.46 percent in January of last year, and it was nearly a percentage point lower at 3.62 percent last month, and as a result, housing affordability actually increased in the state. Specifically, the Wisconsin Housing Affordability Index measures the percent of the median-priced home that a buyer with median family income can afford to purchase, assuming 20 percent down and the remaining balance financed at current rates with a 30-year fixed mortgage. The index increased from 215 in January 2019 to 220 in January 2020.

Affordability will likely become a bigger concern as prices naturally increase as we move into the peak sales period in the late spring and summer.

“Winter and early spring is always a great time to buy as sellers are often more motivated during those times,” said Theo. “Finding the home can be challenging when inventories are so low, so working with a REALTOR® who is experienced and knows the local market is the key to success,” he said.

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		
	Jan 2020	Jan 2019	% Change	Jan 2020	Jan 2019	% Change
Unit Sales	4,143	3,804	+8.9%	4,143	3,804	+8.9%
Median Price	\$190,000	\$175,000	+8.6%	\$190,000	\$175,000	+8.6%
New Listings	5,932	6,265	-5.3%	x	X	X
Total Listings	22,092	25,697	-14.0%	x	X	X
Months of Inventory	3.2	3.8	-15.8%	x	X	X
Average Days on Market	108	112	-3.6%	x	X	X
WI Housing Affordability Index	220	215	+2.3%	x	X	X

Housing Price Range Statistics					
Price Range	Total Jan 2020 Listings	Average Days on Market (Feb 2019 - Jan 2020)	Total Sold (Feb 2019 - Jan 2020)	Total Volume Sold (Feb 2019 - Jan 2020)	Months of Inventory (Feb 2019 - Jan 2020)
\$0-\$124,999	4,805	163	16,721	\$1,392,316,184	3.4
\$125,000 - \$199,999	5,115	122	25,296	\$4,064,433,983	2.4
\$200,000 – \$349,999	6,516	135	27,908	\$7,358,445,079	2.8
\$350,000 - \$499,999	3,017	144	8,579	\$3,475,218,727	4.2
\$500,000 and higher	2,639	191	4,061	\$2,950,960,223	7.8

Inventory by Urban Classification		
County type	Jan 2020	Jan 2019
Metropolitan Counties Combined	2.6	3.0
Micropolitan Counties Combined	3.7	4.4
Rural Counties Combined	5.5	6.6
All Wisconsin Counties	3.2	3.8

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.



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Wisconsin Regional Report

Provided by the Wisconsin REALTORS® Association

Report Criteria: Reflecting data for: January 2020 | State: WI | Type: Residential

Region	County	Median Price			Sales			Months Inventory			Avg Days On Market		
		1/2020	1/2019	% Change	1/2020	1/2019	% Change	1/2020	1/2019	% Change	1/2020	1/2019	% Change
Central	Adams	173,500	120,000	+44.6%	19	21	-9.5%	5.2	6.5	-20.0%	240	132	+81.8%
	Clark	143,750	67,000	+114.6%	16	11	+45.5%	5.5	7.4	-25.7%	119	229	-48.0%
	Juneau	98,500	89,000	+10.7%	23	19	+21.1%	5.9	5.9	0.0%	137	116	+18.1%
	Marathon	159,500	164,900	-3.3%	87	81	+7.4%	2.7	3.0	-10.0%	110	129	-14.7%
	Marquette	147,000	110,000	+33.6%	13	11	+18.2%	6.0	6.7	-10.4%	182	102	+78.4%
	Portage	170,000	175,750	-3.3%	39	41	-4.9%	2.9	3.0	-3.3%	100	93	+7.5%
	Waushara	170,000	143,500	+18.5%	19	20	-5.0%	5.4	4.5	+20.0%	113	142	-20.4%
	Wood	119,000	96,000	+24.0%	36	37	-2.7%	2.7	3.2	-15.6%	120	101	+18.8%
Central Regional Total		148,750	142,000	+4.8%	252	241	+4.6%	3.7	4.1	-9.8%	127	122	+4.1%

Region	County	Median Price			Sales			Months Inventory			Avg Days On Market		
		1/2020	1/2019	% Change	1/2020	1/2019	% Change	1/2020	1/2019	% Change	1/2020	1/2019	% Change
North	Ashland	165,000	65,900	+150.4%	17	13	+30.8%	12.4	15.7	-21.0%	149	184	-19.0%
	Barron	153,000	134,500	+13.8%	37	36	+2.8%	3.4	5.4	-37.0%	173	100	+73.0%
	Bayfield	NA	168,000	NA	9	15	-40.0%	10.7	15.0	-28.7%	167	193	-13.5%
	Burnett	215,000	117,150	+83.5%	19	30	-36.7%	3.0	3.8	-21.1%	220	278	-20.9%
	Douglas	86,500	100,000	-13.5%	26	31	-16.1%	5.4	7.6	-28.9%	85	125	-32.0%
	Florence	NA	NA	NA	1	NA	NA	8.2	27.3	-70.0%	358	NA	NA
	Forest	NA	NA	NA	8	7	+14.3%	11.2	7.7	+45.5%	185	220	-15.9%
	Iron	NA	NA	NA	7	2	+250.0%	16.6	15.8	+5.1%	118	238	-50.4%
	Langlade	80,000	123,000	-35.0%	16	15	+6.7%	6.0	7.1	-15.5%	142	176	-19.3%
	Lincoln	129,200	114,250	+13.1%	20	20	0.0%	4.8	5.6	-14.3%	112	101	+10.9%
	Oneida	151,500	195,000	-22.3%	44	41	+7.3%	4.7	5.8	-19.0%	204	205	-0.5%
	Polk	202,450	190,000	+6.6%	34	33	+3.0%	2.8	3.6	-22.2%	113	115	-1.7%
	Price	100,100	149,000	-32.8%	16	11	+45.5%	10.7	10.7	0.0%	155	366	-57.7%
	Rusk	296,000	NA	NA	10	7	+42.9%	5.1	7.5	-32.0%	197	141	+39.7%
	Sawyer	243,000	210,000	+15.7%	33	27	+22.2%	6.2	9.9	-37.4%	240	286	-16.1%
Taylor	110,000	NA	NA	11	8	+37.5%	5.2	5.9	-11.9%	98	164	-40.2%	
Vilas	230,000	181,000	+27.1%	31	23	+34.8%	7.3	7.8	-6.4%	135	185	-27.0%	
Washburn	217,000	110,000	+97.3%	21	27	-22.2%	4.7	6.7	-29.9%	166	136	+22.1%	
North Regional Total		158,750	138,500	+14.6%	360	346	+4.0%	5.6	7.0	-20.0%	161	179	-10.1%

Region	County	Median Price			Sales			Months Inventory			Avg Days On Market		
		1/2020	1/2019	% Change	1/2020	1/2019	% Change	1/2020	1/2019	% Change	1/2020	1/2019	% Change
Northeast	Brown	192,900	169,900	+13.5%	167	152	+9.9%	2.7	3.1	-12.9%	93	95	-2.1%
	Calumet	186,350	217,000	-14.1%	48	36	+33.3%	2.8	3.8	-26.3%	87	118	-26.3%
	Door	214,175	220,000	-2.6%	46	38	+21.1%	5.9	7.8	-24.4%	155	228	-32.0%
	Fond du Lac	142,000	138,250	+2.7%	89	70	+27.1%	3.4	4.1	-17.1%	105	123	-14.6%
	Green Lake	212,000	105,000	+101.9%	11	15	-26.7%	6.9	7.4	-6.8%	396	114	+247.4%
	Kewaunee	125,000	140,000	-10.7%	14	33	-57.6%	6.0	4.9	+22.4%	81	125	-35.2%
	Manitowoc	113,200	106,900	+5.9%	60	57	+5.3%	3.0	4.2	-28.6%	140	97	+44.3%
	Marinette	110,000	135,000	-18.5%	29	32	-9.4%	5.4	6.2	-12.9%	174	137	+27.0%
	Menominee	NA	NA	NA	NA	NA	NA	6.8	5.3	+28.3%	NA	NA	NA
	Oconto	139,900	173,000	-19.1%	19	33	-42.4%	5.3	5.2	+1.9%	143	234	-38.9%
	Outagamie	175,000	164,750	+6.2%	129	126	+2.4%	2.4	2.6	-7.7%	86	91	-5.5%
	Shawano	99,750	98,000	+1.8%	24	17	+41.2%	5.2	6.1	-14.8%	199	170	+17.1%
	Waupaca	175,000	177,500	-1.4%	27	24	+12.5%	3.9	5.8	-32.8%	112	109	+2.8%
	Winnebago	168,250	133,000	+26.5%	122	95	+28.4%	2.6	2.9	-10.3%	91	108	-15.7%
Northeast Regional Total		168,500	150,200	+12.2%	785	728	+7.8%	3.4	4.0	-15.0%	112	119	-5.9%

Region	County	Median Price			Sales			Months Inventory			Avg Days On Market		
		1/2020	1/2019	% Change	1/2020	1/2019	% Change	1/2020	1/2019	% Change	1/2020	1/2019	% Change
South Central	Columbia	213,250	145,250	+46.8%	40	26	+53.8%	3.4	3.8	-10.5%	124	176	-29.5%
	Crawford	NA	NA	NA	8	6	+33.3%	6.7	7.1	-5.6%	110	195	-43.6%
	Dane	285,000	275,000	+3.6%	398	363	+9.6%	2.4	2.9	-17.2%	108	108	0.0%
	Dodge	155,000	156,000	-0.6%	50	45	+11.1%	3.5	3.7	-5.4%	106	111	-4.5%
	Grant	138,000	130,000	+6.2%	18	17	+5.9%	5.0	5.3	-5.7%	97	138	-29.7%
	Green	157,500	210,500	-25.2%	16	24	-33.3%	2.6	3.3	-21.2%	115	122	-5.7%
	Iowa	270,000	NA	NA	12	7	+71.4%	4.5	5.0	-10.0%	236	104	+126.9%
	Jefferson	221,500	213,000	+4.0%	68	61	+11.5%	3.4	3.6	-5.6%	118	93	+26.9%
	Lafayette	NA	NA	NA	8	8	0.0%	6.1	5.7	+7.0%	105	136	-22.8%
	Richland	NA	NA	NA	4	3	+33.3%	6.3	6.0	+5.0%	193	146	+32.2%
	Rock	170,000	149,900	+13.4%	111	123	-9.8%	2.7	3.0	-10.0%	99	103	-3.9%
	Sauk	203,450	180,000	+13.0%	50	45	+11.1%	3.4	4.4	-22.7%	112	118	-5.1%
South Central Regional Total		232,000	224,900	+3.2%	783	728	+7.6%	2.9	3.3	-12.1%	111	111	0.0%

Region	County	Median Price			Sales			Months Inventory			Avg Days On Market		
		1/2020	1/2019	% Change	1/2020	1/2019	% Change	1/2020	1/2019	% Change	1/2020	1/2019	% Change
Southeast	Kenosha	180,000	160,000	+12.5%	117	111	+5.4%	2.6	2.9	-10.3%	88	81	+8.6%
	Milwaukee	159,000	152,450	+4.3%	631	634	-0.5%	2.4	2.8	-14.3%	81	88	-8.0%
	Ozaukee	272,000	359,865	-24.4%	72	45	+60.0%	3.1	3.5	-11.4%	83	124	-33.1%
	Racine	159,500	159,900	-0.3%	165	163	+1.2%	2.8	3.0	-6.7%	85	84	+1.2%
	Sheboygan	163,000	154,980	+5.2%	111	73	+52.1%	3.0	3.8	-21.1%	108	95	+13.7%
	Walworth	217,000	183,750	+18.1%	94	78	+20.5%	3.9	4.8	-18.8%	139	127	+9.4%
	Washington	244,000	229,900	+6.1%	100	78	+28.2%	2.2	2.6	-15.4%	79	106	-25.5%
	Waukesha	300,000	293,000	+2.4%	291	271	+7.4%	2.4	2.9	-17.2%	91	99	-8.1%
Southeast Regional Total		198,000	180,000	+10.0%	1,581	1,453	+8.8%	2.6	3.0	-13.3%	89	94	-5.3%

Region	County	Median Price			Sales			Months Inventory			Avg Days On Market		
		1/2020	1/2019	% Change	1/2020	1/2019	% Change	1/2020	1/2019	% Change	1/2020	1/2019	% Change
West	Buffalo	145,750	NA	NA	16	5	+220.0%	4.9	7.8	-37.2%	162	141	+14.9%
	Chippewa	209,900	189,900	+10.5%	55	39	+41.0%	3.3	4.1	-19.5%	121	85	+42.4%
	Dunn	215,000	175,950	+22.2%	34	24	+41.7%	3.1	3.7	-16.2%	134	83	+61.4%
	Eau Claire	195,800	190,000	+3.1%	75	72	+4.2%	2.5	3.1	-19.4%	95	105	-9.5%
	Jackson	NA	195,000	NA	6	13	-53.8%	4.2	6.2	-32.3%	76	192	-60.4%
	La Crosse	174,000	172,300	+1.0%	63	41	+53.7%	2.4	2.4	0.0%	111	77	+44.2%
	Monroe	172,000	117,000	+47.0%	33	14	+135.7%	4.2	4.5	-6.7%	108	152	-28.9%
	Pepin	NA	NA	NA	7	2	+250.0%	5.5	4.4	+25.0%	134	154	-13.0%
	Pierce	223,510	165,000	+35.5%	16	14	+14.3%	2.5	3.1	-19.4%	97	63	+54.0%
	St. Croix	228,000	224,700	+1.5%	53	68	-22.1%	2.7	2.7	0.0%	100	104	-3.8%
	Trempealeau	127,000	NA	NA	14	6	+133.3%	4.2	5.6	-25.0%	139	189	-26.5%
	Vernon	128,500	120,000	+7.1%	10	10	0.0%	5.6	4.3	+30.2%	116	105	+10.5%
West Regional Total		189,450	189,000	+0.2%	382	308	+24.0%	3.1	3.5	-11.4%	112	103	+8.7%

Statewide Median Price			Statewide Sales			Statewide Avg Days On Market		
1/2020	1/2019	% Change	1/2020	1/2019	% Change	1/2020	1/2019	% Change
190,000	175,000	+8.6%	4,143	3,804	+8.9%	108	112	-3.6%

Statewide Months Inventory			Statewide New Listings			Statewide Total Listings		
1/2020	1/2019	% Change	1/2020	1/2019	% Change	1/2020	1/2019	% Change
3.2	3.8	-15.8%	5,932	6,265	-5.3%	22,092	25,697	-14.0%

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	4,805	163	16,721	1,392,316,184	3.4
\$125,000 - \$199,999	5,115	122	25,296	4,064,433,983	2.4
\$200,000 - \$349,999	6,516	135	27,908	7,358,445,079	2.8
\$350,000 - \$499,999	3,017	144	8,579	3,475,218,727	4.2
\$500,000+	2,639	191	4,061	2,950,960,223	7.8

Months of Inventory by Broad Urban-Rural Classification

Category	January 2020	January 2019
Metropolitan Counties Combined	2.6	3.0
Micropolitan Counties Combined	3.7	4.4
Rural Counties Combined	5.5	6.6
State Total	3.2	3.8



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Wisconsin Regional Report

Provided by the Wisconsin REALTORS® Association

Report Criteria: Reflecting YTD data through: January 2020 | State: WI | Type: Residential

Region	County	YTD Median Price			YTD Sales		
		Through 1/2020	Through 1/2019	% Change	Through 1/2020	Through 1/2019	% Change
Central	Adams	173,500	120,000	+44.6%	19	21	-9.5%
	Clark	143,750	67,000	+114.6%	16	11	+45.5%
	Juneau	98,500	89,000	+10.7%	23	19	+21.1%
	Marathon	159,500	164,900	-3.3%	87	81	+7.4%
	Marquette	147,000	110,000	+33.6%	13	11	+18.2%
	Portage	170,000	175,750	-3.3%	39	41	-4.9%
	Waushara	170,000	143,500	+18.5%	19	20	-5.0%
	Wood	119,000	96,000	+24.0%	36	37	-2.7%
Central Regional Total		148,750	142,000	+4.8%	252	241	+4.6%

Region	County	YTD Median Price			YTD Sales		
		Through 1/2020	Through 1/2019	% Change	Through 1/2020	Through 1/2019	% Change
North	Ashland	165,000	65,900	+150.4%	17	13	+30.8%
	Barron	153,000	134,500	+13.8%	37	36	+2.8%
	Bayfield	NA	168,000	NA	9	15	-40.0%
	Burnett	215,000	117,150	+83.5%	19	30	-36.7%
	Douglas	86,500	100,000	-13.5%	26	31	-16.1%
	Florence	NA	NA	NA	1	NA	NA
	Forest	NA	NA	NA	8	7	+14.3%
	Iron	NA	NA	NA	7	2	+250.0%
	Langlade	80,000	123,000	-35.0%	16	15	+6.7%
	Lincoln	129,200	114,250	+13.1%	20	20	0.0%
	Oneida	151,500	195,000	-22.3%	44	41	+7.3%
	Polk	202,450	190,000	+6.6%	34	33	+3.0%
	Price	100,100	149,000	-32.8%	16	11	+45.5%
	Rusk	296,000	NA	NA	10	7	+42.9%
	Sawyer	243,000	210,000	+15.7%	33	27	+22.2%
	Taylor	110,000	NA	NA	11	8	+37.5%
	Vilas	230,000	181,000	+27.1%	31	23	+34.8%
Washburn	217,000	110,000	+97.3%	21	27	-22.2%	
North Regional Total		158,750	138,500	+14.6%	360	346	+4.0%

Region	County	YTD Median Price			YTD Sales		
		Through 1/2020	Through 1/2019	% Change	Through 1/2020	Through 1/2019	% Change
Northeast	Brown	192,900	169,900	+13.5%	167	152	+9.9%
	Calumet	186,350	217,000	-14.1%	48	36	+33.3%
	Door	214,175	220,000	-2.6%	46	38	+21.1%
	Fond du Lac	142,000	138,250	+2.7%	89	70	+27.1%
	Green Lake	212,000	105,000	+101.9%	11	15	-26.7%
	Kewaunee	125,000	140,000	-10.7%	14	33	-57.6%
	Manitowoc	113,200	106,900	+5.9%	60	57	+5.3%
	Marinette	110,000	135,000	-18.5%	29	32	-9.4%
	Menominee	NA	NA	NA	NA	NA	NA
	Oconto	139,900	173,000	-19.1%	19	33	-42.4%
	Outagamie	175,000	164,750	+6.2%	129	126	+2.4%
	Shawano	99,750	98,000	+1.8%	24	17	+41.2%
	Waupaca	175,000	177,500	-1.4%	27	24	+12.5%
	Winnebago	168,250	133,000	+26.5%	122	95	+28.4%
Northeast Regional Total		168,500	150,200	+12.2%	785	728	+7.8%

Region	County	YTD Median Price			YTD Sales		
		Through 1/2020	Through 1/2019	% Change	Through 1/2020	Through 1/2019	% Change
South Central	Columbia	213,250	145,250	+46.8%	40	26	+53.8%
	Crawford	NA	NA	NA	8	6	+33.3%
	Dane	285,000	275,000	+3.6%	398	363	+9.6%
	Dodge	155,000	156,000	-0.6%	50	45	+11.1%
	Grant	138,000	130,000	+6.2%	18	17	+5.9%
	Green	157,500	210,500	-25.2%	16	24	-33.3%
	Iowa	270,000	NA	NA	12	7	+71.4%
	Jefferson	221,500	213,000	+4.0%	68	61	+11.5%
	Lafayette	NA	NA	NA	8	8	0.0%
	Richland	NA	NA	NA	4	3	+33.3%
	Rock	170,000	149,900	+13.4%	111	123	-9.8%
	Sauk	203,450	180,000	+13.0%	50	45	+11.1%
South Central Regional Total		232,000	224,900	+3.2%	783	728	+7.6%

Region	County	YTD Median Price			YTD Sales		
		Through 1/2020	Through 1/2019	% Change	Through 1/2020	Through 1/2019	% Change
Southeast	Kenosha	180,000	160,000	+12.5%	117	111	+5.4%
	Milwaukee	159,000	152,450	+4.3%	631	634	-0.5%
	Ozaukee	272,000	359,865	-24.4%	72	45	+60.0%
	Racine	159,500	159,900	-0.3%	165	163	+1.2%
	Sheboygan	163,000	154,980	+5.2%	111	73	+52.1%
	Walworth	217,000	183,750	+18.1%	94	78	+20.5%
	Washington	244,000	229,900	+6.1%	100	78	+28.2%
	Waukesha	300,000	293,000	+2.4%	291	271	+7.4%
Southeast Regional Total		198,000	180,000	+10.0%	1,581	1,453	+8.8%

Region	County	YTD Median Price			YTD Sales		
		Through 1/2020	Through 1/2019	% Change	Through 1/2020	Through 1/2019	% Change
West	Buffalo	145,750	NA	NA	16	5	+220.0%
	Chippewa	209,900	189,900	+10.5%	55	39	+41.0%
	Dunn	215,000	175,950	+22.2%	34	24	+41.7%
	Eau Claire	195,800	190,000	+3.1%	75	72	+4.2%
	Jackson	NA	195,000	NA	6	13	-53.8%
	La Crosse	174,000	172,300	+1.0%	63	41	+53.7%
	Monroe	172,000	117,000	+47.0%	33	14	+135.7%
	Pepin	NA	NA	NA	7	2	+250.0%
	Pierce	223,510	165,000	+35.5%	16	14	+14.3%
	St. Croix	228,000	224,700	+1.5%	53	68	-22.1%
	Trempealeau	127,000	NA	NA	14	6	+133.3%
	Vernon	128,500	120,000	+7.1%	10	10	0.0%
West Regional Total		189,450	189,000	+0.2%	382	308	+24.0%

YTD Statewide Median Price

Through 1/2020	Through 1/2019	% Change
190,000	175,000	+8.6%

YTD Statewide Sales

Through 1/2020	Through 1/2019	% Change
4,143	3,804	+8.9%