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Pandemic Slows May Home Sales

MADISON, Wis. – The severe economic consequences of COVID-19 had a significant impact on existing home sales in May, according to the Wisconsin REALTORS® Association (WRA). In its monthly analysis of home sales, the WRA found May home sales fell by 25.8% on a year-over-year basis. Median prices continued to rise at a robust pace, increasing 6.2% to \$214,000 in May relative to May 2019. Comparing the first five months of 2020 to that same period last year, existing home sales slipped 5.5% and the median price rose 7.9% to \$205,000.

“When the president announced the National Emergency in mid-March, followed shortly thereafter by the Safer at Home order by the governor, we expected to see home sales fall dramatically beginning in May,” said WRA Chairman Steve Beers. Regional sales in Wisconsin were remarkably consistent with five of the six regions down between 20.2% and 25.5% over the past 12 months. Only the Southeast region dropped by a slightly higher margin, falling 30.5% over the May 2019 to May 2020 period. “Home sales that closed in May were likely under contract in late March or early to mid-April, and this is the time when a lot of potential buyers and sellers decided to sit tight,” said Beers. He noted that we’re still in for a rough summer in terms of home sales, but the re-opening of the state economy should help.

“Wisconsin REALTORS® are carefully following CDC guidelines to ensure buyer and seller safety; and while inventories remain tight, there are homes available, and mortgage rates have never been better,” he said. The 30-year fixed-rate mortgage fell to 3.23% in May, which is a new record low.

“Home prices are still appreciating quickly, which isn’t surprising, given that inventories fell dramatically in May,” said WRA President & CEO Michael Theo. Statewide, there were just four months of available supply in May 2020, down from five months a year earlier. The urban regions of the state were particularly tight, with just 3.3 months of supply in metropolitan counties, suggesting a strong seller advantage. In contrast, rural counties were more balanced with 6.5 months of available inventory. “Even with decreasing supply and rapid price appreciation, Wisconsin housing is still very affordable, thanks to record-low mortgage rates,” said Theo. The Wisconsin Housing Affordability index shows the percent of the median-priced home that a qualified buyer with median family income can afford to buy, assuming a healthy 20% down payment and the balance of the home financed with a 30-year fixed-rate mortgage. The index fell just 2% from 199 in May 2019 to 195 in May 2020. “These excellent mortgage rates mean that affordability barely changed even as home prices rose and median family income fell,” said Theo.

“The longest economic expansion in U.S. history is now over, and the economy is officially in recession,” said David Clark, Marquette University economist and consultant to the WRA. The National Bureau of Economic Research recently announced that the latest recession officially began in February of this year. Statewide, the unemployment rate dropped slightly in May from the previous month. The seasonally adjusted rate dropped from 13.6% in April to 12.0% in May. “While the re-opening of the state economy has helped, we still have a long way to go to return to pre-recession levels of employment,” said Clark. Total nonfarm employment is down by more

than 387,000 jobs compared to May 2019, with the biggest share of job losses in the service sector. “Recessions typically hurt the housing market when demand tails off as the recession deepens, but there are reasons to suspect less damage to markets in this recession,” said Clark. He noted that favorable mortgage rates should keep demand from falling significantly, and the aging baby-boom population will improve the supply situation over the next one to two years. “We could be returning to a more balanced market,” he said.

Theo stressed that there remain good opportunities for buyers in this market. “There’s no doubt that we still have tight housing supply in the state, but a REALTOR® who is experienced can still find the home that matches your family’s needs, and the record-low mortgage rates have kept Wisconsin housing among the most affordable in the country,” 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		
	May 2020	May 2019	% Change	May 2020	May 2019	% Change
Unit Sales	6,440	8,680	-25.8%	26,617	28,174	-5.5%
Median Price	\$214,000	\$201,500	+6.2%	\$205,000	\$190,000	+7.9%
New Listings	9,124	12,576	-27.4%	x	X	X
Total Listings	27,202	33,900	-19.8%	x	X	X
Months of Inventory	4.0	5.0	-20.0%	x	X	X
Average Days on Market	97	97	0.0%	x	X	X
WI Housing Affordability Index	195	199	-2.0%	x	X	X

Housing Price Range Statistics					
Price Range	Total May 2020 Listings	Average Days on Market (Jun 2019 - May 2020)	Total Sold (Jun 2019 - May 2020)	Total Volume Sold (Jun 2019 - May 2020)	Months of Inventory (Jun 2019 - May 2020)
\$0-\$124,999	4,812	158	15,582	\$1,295,395,075	3.7
\$125,000 - \$199,999	5,994	98	24,678	\$3,975,300,068	2.9
\$200,000 - \$349,999	8,574	103	27,873	\$7,372,900,332	3.7
\$350,000 - \$499,999	4,243	114	8,917	\$3,618,145,415	5.7
\$500,000 and higher	3,580	163	4,066	\$2,944,462,888	10.6

Inventory by Urban Classification		
County type	May 2020	May 2019
Metropolitan Counties Combined	3.3	4.2
Micropolitan Counties Combined	4.4	5.6
Rural Counties Combined	6.5	8.4
All Wisconsin Counties	4.0	5.0

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.

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

Region	County	Median Price			Sales			Months Inventory			Avg Days On Market		
		5/2020	5/2019	% Change	5/2020	5/2019	% Change	5/2020	5/2019	% Change	5/2020	5/2019	% Change
Central	Adams	122,625	155,000	-20.9%	54	67	-19.4%	5.6	9.5	-41.1%	126	188	-33.0%
	Clark	119,000	122,000	-2.5%	19	27	-29.6%	6.6	9.5	-30.5%	150	195	-23.1%
	Juneau	155,000	138,425	+12.0%	27	36	-25.0%	6.7	8.4	-20.2%	155	102	+52.0%
	Marathon	182,250	166,250	+9.6%	154	180	-14.4%	3.8	4.1	-7.3%	93	96	-3.1%
	Marquette	160,500	134,950	+18.9%	16	26	-38.5%	5.8	8.5	-31.8%	207	140	+47.9%
	Portage	212,000	223,950	-5.3%	59	68	-13.2%	3.6	4.4	-18.2%	81	121	-33.1%
	Waushara	145,000	170,000	-14.7%	29	51	-43.1%	6.2	6.0	+3.3%	125	144	-13.2%
	Wood	158,500	135,000	+17.4%	72	89	-19.1%	3.4	4.3	-20.9%	91	99	-8.1%
Central Regional Total		163,100	156,850	+4.0%	430	544	-21.0%	4.5	5.6	-19.6%	108	123	-12.2%

Region	County	Median Price			Sales			Months Inventory			Avg Days On Market		
		5/2020	5/2019	% Change	5/2020	5/2019	% Change	5/2020	5/2019	% Change	5/2020	5/2019	% Change
North	Ashland	95,000	142,000	-33.1%	19	17	+11.8%	9.3	12.2	-23.8%	187	255	-26.7%
	Barron	169,950	179,900	-5.5%	60	99	-39.4%	5.4	7.0	-22.9%	125	117	+6.8%
	Bayfield	139,000	135,000	+3.0%	30	41	-26.8%	9.9	13.2	-25.0%	209	195	+7.2%
	Burnett	230,000	194,350	+18.3%	63	76	-17.1%	4.4	7.0	-37.1%	116	113	+2.7%
	Douglas	130,000	139,950	-7.1%	65	92	-29.3%	4.5	5.8	-22.4%	87	95	-8.4%
	Florence	NA	NA	NA	2	3	-33.3%	9.5	27.3	-65.2%	118	393	-70.0%
	Forest	135,000	190,000	-28.9%	13	13	0.0%	7.8	10.6	-26.4%	207	165	+25.5%
	Iron	142,500	NA	NA	10	2	+400.0%	16.7	18.2	-8.2%	259	189	+37.0%
	Langlade	130,000	119,450	+8.8%	27	38	-28.9%	6.6	9.9	-33.3%	127	205	-38.0%
	Lincoln	143,000	118,700	+20.5%	37	58	-36.2%	5.8	6.2	-6.5%	139	143	-2.8%
	Oneida	221,000	169,179	+30.6%	69	104	-33.7%	6.3	7.7	-18.2%	162	167	-3.0%
	Polk	195,000	210,000	-7.1%	57	98	-41.8%	4.8	5.2	-7.7%	91	92	-1.1%
	Price	90,000	95,000	-5.3%	33	23	+43.5%	11.0	14.3	-23.1%	182	143	+27.3%
	Rusk	148,750	170,000	-12.5%	20	16	+25.0%	6.3	9.2	-31.5%	148	218	-32.1%
	Sawyer	273,325	161,500	+69.2%	29	70	-58.6%	9.2	11.7	-21.4%	263	287	-8.4%
	Taylor	102,000	138,000	-26.1%	20	29	-31.0%	5.1	7.1	-28.2%	121	136	-11.0%
Vilas	221,000	200,000	+10.5%	53	55	-3.6%	8.8	10.4	-15.4%	155	229	-32.3%	
Washburn	225,000	229,000	-1.7%	47	43	+9.3%	5.9	8.9	-33.7%	206	143	+44.1%	
North Regional Total		169,000	162,000	+4.3%	654	877	-25.4%	6.6	8.5	-22.4%	149	156	-4.5%

Region	County	Median Price			Sales			Months Inventory			Avg Days On Market		
		5/2020	5/2019	% Change	5/2020	5/2019	% Change	5/2020	5/2019	% Change	5/2020	5/2019	% Change
Northeast	Brown	220,000	205,000	+7.3%	255	357	-28.6%	3.4	4.1	-17.1%	88	88	0.0%
	Calumet	193,000	232,450	-17.0%	49	78	-37.2%	3.4	4.5	-24.4%	93	122	-23.8%
	Door	309,900	152,500	+103.2%	45	54	-16.7%	7.0	10.4	-32.7%	265	163	+62.6%
	Fond du Lac	171,500	151,000	+13.6%	78	167	-53.3%	4.1	4.3	-4.7%	100	129	-22.5%
	Green Lake	125,000	150,000	-16.7%	25	31	-19.4%	8.5	8.1	+4.9%	127	218	-41.7%
	Kewaunee	150,000	125,000	+20.0%	31	17	+82.4%	5.6	6.7	-16.4%	113	76	+48.7%
	Manitowoc	145,000	117,900	+23.0%	85	112	-24.1%	4.1	4.7	-12.8%	79	91	-13.2%
	Marinette	135,000	116,500	+15.9%	51	49	+4.1%	5.5	8.6	-36.0%	143	175	-18.3%
	Menominee	NA	NA	NA	1	5	-80.0%	6.0	6.9	-13.0%	79	139	-43.2%
	Oconto	132,000	148,500	-11.1%	67	66	+1.5%	5.5	7.6	-27.6%	151	141	+7.1%
	Outagamie	189,950	185,000	+2.7%	186	241	-22.8%	3.3	3.7	-10.8%	74	74	0.0%
	Shawano	134,500	106,000	+26.9%	30	59	-49.2%	5.0	6.4	-21.9%	117	122	-4.1%
	Waupaca	128,000	145,100	-11.8%	41	82	-50.0%	4.7	5.7	-17.5%	135	124	+8.9%
	Winnebago	174,900	150,000	+16.6%	205	225	-8.9%	3.0	4.1	-26.8%	96	86	+11.6%
Northeast Regional Total		176,000	165,000	+6.7%	1,149	1,543	-25.5%	4.0	5.1	-21.6%	104	105	-1.0%

Region	County	Median Price			Sales			Months Inventory			Avg Days On Market		
		5/2020	5/2019	% Change	5/2020	5/2019	% Change	5/2020	5/2019	% Change	5/2020	5/2019	% Change
South Central	Columbia	210,500	205,250	+2.6%	62	84	-26.2%	4.1	5.5	-25.5%	121	106	+14.2%
	Crawford	105,000	174,000	-39.7%	18	19	-5.3%	7.8	8.4	-7.1%	156	152	+2.6%
	Dane	310,000	300,000	+3.3%	727	910	-20.1%	3.4	4.4	-22.7%	85	86	-1.2%
	Dodge	170,000	155,000	+9.7%	85	104	-18.3%	3.6	4.7	-23.4%	108	96	+12.5%
	Grant	144,000	139,531	+3.2%	39	37	+5.4%	5.8	6.7	-13.4%	124	136	-8.8%
	Green	205,000	172,000	+19.2%	27	37	-27.0%	3.9	5.0	-22.0%	82	88	-6.8%
	Iowa	285,000	158,000	+80.4%	20	32	-37.5%	4.5	6.4	-29.7%	179	113	+58.4%
	Jefferson	263,950	240,000	+10.0%	102	133	-23.3%	3.9	5.1	-23.5%	100	96	+4.2%
	Lafayette	109,000	117,700	-7.4%	10	10	0.0%	7.1	6.8	+4.4%	80	160	-50.0%
	Richland	123,450	151,000	-18.2%	14	15	-6.7%	5.2	7.1	-26.8%	156	114	+36.8%
	Rock	170,000	159,950	+6.3%	180	232	-22.4%	3.0	3.8	-21.1%	81	80	+1.3%
	Sauk	228,300	190,000	+20.2%	82	99	-17.2%	4.1	6.2	-33.9%	100	99	+1.0%
South Central Regional Total		260,000	242,750	+7.1%	1,366	1,712	-20.2%	3.7	4.8	-22.9%	94	91	+3.3%

Region	County	Median Price			Sales			Months Inventory			Avg Days On Market		
		5/2020	5/2019	% Change	5/2020	5/2019	% Change	5/2020	5/2019	% Change	5/2020	5/2019	% Change
Southeast	Kenosha	194,844	190,000	+2.5%	168	267	-37.1%	3.2	3.6	-11.1%	77	68	+13.2%
	Milwaukee	183,000	178,200	+2.7%	820	1,230	-33.3%	2.9	3.6	-19.4%	67	67	0.0%
	Ozaukee	318,000	355,000	-10.4%	105	139	-24.5%	4.0	5.2	-23.1%	77	98	-21.4%
	Racine	192,950	192,000	+0.5%	220	311	-29.3%	3.4	3.8	-10.5%	74	78	-5.1%
	Sheboygan	168,750	170,000	-0.7%	98	153	-35.9%	3.2	4.3	-25.6%	101	87	+16.1%
	Walworth	235,000	246,500	-4.7%	131	234	-44.0%	5.0	6.3	-20.6%	128	111	+15.3%
	Washington	274,900	253,500	+8.4%	177	228	-22.4%	3.0	4.0	-25.0%	77	74	+4.1%
	Waukesha	325,000	311,000	+4.5%	489	613	-20.2%	3.0	4.3	-30.2%	78	78	0.0%
Southeast Regional Total		230,000	224,900	+2.3%	2,208	3,175	-30.5%	3.2	4.0	-20.0%	78	77	+1.3%

Region	County	Median Price			Sales			Months Inventory			Avg Days On Market		
		5/2020	5/2019	% Change	5/2020	5/2019	% Change	5/2020	5/2019	% Change	5/2020	5/2019	% Change
West	Buffalo	117,900	151,500	-22.2%	13	16	-18.8%	5.3	8.7	-39.1%	165	132	+25.0%
	Chippewa	213,500	205,000	+4.1%	83	91	-8.8%	4.5	6.5	-30.8%	118	88	+34.1%
	Dunn	170,000	154,900	+9.7%	55	68	-19.1%	4.5	4.8	-6.3%	92	90	+2.2%
	Eau Claire	225,000	191,000	+17.8%	98	166	-41.0%	4.2	4.5	-6.7%	76	80	-5.0%
	Jackson	125,000	128,000	-2.3%	11	23	-52.2%	5.0	8.2	-39.0%	104	147	-29.3%
	La Crosse	220,000	199,450	+10.3%	125	178	-29.8%	3.1	3.9	-20.5%	76	79	-3.8%
	Monroe	169,200	154,500	+9.5%	46	73	-37.0%	4.8	5.3	-9.4%	116	117	-0.9%
	Pepin	126,300	155,500	-18.8%	11	14	-21.4%	7.2	7.6	-5.3%	76	135	-43.7%
	Pierce	257,500	207,000	+24.4%	34	42	-19.0%	4.1	4.2	-2.4%	90	76	+18.4%
	St. Croix	279,900	250,000	+12.0%	107	116	-7.8%	3.7	4.9	-24.5%	80	77	+3.9%
	Trempealeau	169,850	131,500	+29.2%	28	19	+47.4%	4.2	8.3	-49.4%	124	93	+33.3%
	Vernon	168,250	178,000	-5.5%	22	23	-4.3%	5.9	6.5	-9.2%	135	102	+32.4%
West Regional Total		215,000	190,447	+12.9%	633	829	-23.6%	4.1	5.1	-19.6%	93	89	+4.5%

Statewide Median Price			Statewide Sales			Statewide Avg Days On Market		
5/2020	5/2019	% Change	5/2020	5/2019	% Change	5/2020	5/2019	% Change
214,000	201,500	+6.2%	6,440	8,680	-25.8%	97	97	0.0%

Statewide Months Inventory			Statewide New Listings			Statewide Total Listings		
5/2020	5/2019	% Change	5/2020	5/2019	% Change	5/2020	5/2019	% Change
4.0	5.0	-20.0%	9,124	12,576	-27.4%	27,202	33,900	-19.8%

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	4,812	158	15,582	1,295,395,075	3.7
\$125,000 - \$199,999	5,994	98	24,678	3,975,300,068	2.9
\$200,000 - \$349,999	8,574	103	27,873	7,372,900,332	3.7
\$350,000 - \$499,999	4,243	114	8,917	3,618,145,415	5.7
\$500,000+	3,580	163	4,066	2,944,462,888	10.6

Months of Inventory by Broad Urban-Rural Classification

Category	May 2020	May 2019
Metropolitan Counties Combined	3.3	4.2
Micropolitan Counties Combined	4.4	5.6
Rural Counties Combined	6.5	8.4
State Total	4.0	5.0



Wisconsin
REALTORS®
Association

Wisconsin Regional Report

Provided by the Wisconsin REALTORS® Association

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

Region	County	YTD Median Price			YTD Sales		
		Through 5/2020	Through 5/2019	% Change	Through 5/2020	Through 5/2019	% Change
Central	Adams	141,500	140,000	+1.1%	176	189	-6.9%
	Clark	119,500	109,000	+9.6%	82	87	-5.7%
	Juneau	140,000	127,000	+10.2%	127	137	-7.3%
	Marathon	165,488	162,500	+1.8%	556	610	-8.9%
	Marquette	155,250	125,000	+24.2%	70	73	-4.1%
	Portage	183,500	183,500	0.0%	244	239	+2.1%
	Waushara	126,750	145,000	-12.6%	116	129	-10.1%
	Wood	134,900	123,900	+8.9%	274	285	-3.9%
Central Regional Total		151,900	149,000	+1.9%	1,645	1,749	-5.9%

Region	County	YTD Median Price			YTD Sales		
		Through 5/2020	Through 5/2019	% Change	Through 5/2020	Through 5/2019	% Change
North	Ashland	85,500	95,000	-10.0%	74	71	+4.2%
	Barron	160,400	156,250	+2.7%	242	270	-10.4%
	Bayfield	152,500	148,500	+2.7%	92	124	-25.8%
	Burnett	185,000	146,500	+26.3%	159	202	-21.3%
	Douglas	136,750	130,000	+5.2%	190	249	-23.7%
	Florence	NA	NA	NA	4	4	0.0%
	Forest	114,000	126,250	-9.7%	50	40	+25.0%
	Iron	165,000	155,000	+6.5%	35	25	+40.0%
	Langlade	115,000	118,000	-2.5%	105	93	+12.9%
	Lincoln	132,950	120,200	+10.6%	152	166	-8.4%
	Oneida	180,000	167,358	+7.6%	244	281	-13.2%
	Polk	188,000	205,000	-8.3%	223	264	-15.5%
	Price	98,400	125,000	-21.3%	94	82	+14.6%
	Rusk	144,116	92,000	+56.6%	56	61	-8.2%
	Sawyer	229,000	203,389	+12.6%	131	182	-28.0%
	Taylor	126,750	139,900	-9.4%	76	77	-1.3%
	Vilas	220,000	192,924	+14.0%	179	168	+6.5%
Washburn	184,500	144,950	+27.3%	140	150	-6.7%	
North Regional Total		160,000	150,000	+6.7%	2,246	2,509	-10.5%

Region	County	YTD Median Price			YTD Sales		
		Through 5/2020	Through 5/2019	% Change	Through 5/2020	Through 5/2019	% Change
Northeast	Brown	207,000	186,000	+11.3%	1,124	1,181	-4.8%
	Calumet	195,000	185,750	+5.0%	243	270	-10.0%
	Door	247,950	175,000	+41.7%	194	219	-11.4%
	Fond du Lac	148,500	135,000	+10.0%	436	516	-15.5%
	Green Lake	153,000	135,000	+13.3%	84	103	-18.4%
	Kewaunee	153,200	140,000	+9.4%	94	97	-3.1%
	Manitowoc	128,500	114,900	+11.8%	340	391	-13.0%
	Marinette	113,500	127,450	-10.9%	197	186	+5.9%
	Menominee	NA	NA	NA	9	8	+12.5%
	Oconto	130,750	150,000	-12.8%	200	178	+12.4%
	Outagamie	187,998	178,950	+5.1%	798	838	-4.8%
	Shawano	130,000	108,500	+19.8%	155	168	-7.7%
	Waupaca	151,500	142,000	+6.7%	180	255	-29.4%
	Winnebago	165,250	147,500	+12.0%	760	735	+3.4%
Northeast Regional Total		172,950	159,625	+8.3%	4,814	5,145	-6.4%

Region	County	YTD Median Price			YTD Sales		
		Through 5/2020	Through 5/2019	% Change	Through 5/2020	Through 5/2019	% Change
South Central	Columbia	216,000	194,800	+10.9%	257	255	+0.8%
	Crawford	128,750	132,000	-2.5%	64	66	-3.0%
	Dane	303,000	290,368	+4.4%	2,825	2,927	-3.5%
	Dodge	165,000	154,250	+7.0%	379	352	+7.7%
	Grant	135,000	145,900	-7.5%	139	137	+1.5%
	Green	175,500	189,525	-7.4%	125	147	-15.0%
	Iowa	216,250	165,000	+31.1%	84	90	-6.7%
	Jefferson	235,000	222,500	+5.6%	429	431	-0.5%
	Lafayette	124,300	120,000	+3.6%	46	45	+2.2%
	Richland	135,000	145,000	-6.9%	61	51	+19.6%
	Rock	171,500	155,000	+10.6%	793	843	-5.9%
	Sauk	220,000	190,000	+15.8%	305	323	-5.6%
	South Central Regional Total		249,900	235,000	+6.3%	5,507	5,667

Region	County	YTD Median Price			YTD Sales		
		Through 5/2020	Through 5/2019	% Change	Through 5/2020	Through 5/2019	% Change
Southeast	Kenosha	195,440	185,000	+5.6%	785	872	-10.0%
	Milwaukee	175,000	164,625	+6.3%	3,963	4,356	-9.0%
	Ozaukee	325,000	326,000	-0.3%	437	436	+0.2%
	Racine	179,900	175,000	+2.8%	932	1,026	-9.2%
	Sheboygan	163,000	152,500	+6.9%	493	513	-3.9%
	Walworth	240,000	215,000	+11.6%	572	686	-16.6%
	Washington	258,500	243,050	+6.4%	682	680	+0.3%
	Waukesha	319,000	299,900	+6.4%	2,040	2,038	+0.1%
Southeast Regional Total		220,000	203,000	+8.4%	9,904	10,607	-6.6%

Region	County	YTD Median Price			YTD Sales		
		Through 5/2020	Through 5/2019	% Change	Through 5/2020	Through 5/2019	% Change
West	Buffalo	142,000	139,900	+1.5%	56	51	+9.8%
	Chippewa	195,515	189,900	+3.0%	299	259	+15.4%
	Dunn	176,000	159,000	+10.7%	218	203	+7.4%
	Eau Claire	198,000	190,000	+4.2%	424	520	-18.5%
	Jackson	136,000	144,500	-5.9%	58	74	-21.6%
	La Crosse	203,000	189,900	+6.9%	505	487	+3.7%
	Monroe	169,000	152,250	+11.0%	177	188	-5.9%
	Pepin	132,000	149,000	-11.4%	39	35	+11.4%
	Pierce	230,000	215,000	+7.0%	127	123	+3.3%
	St. Croix	261,600	240,500	+8.8%	398	394	+1.0%
	Trempealeau	160,000	150,100	+6.6%	106	83	+27.7%
	Vernon	167,700	149,000	+12.6%	94	80	+17.5%
West Regional Total		199,900	190,000	+5.2%	2,501	2,497	+0.2%

YTD Statewide Median Price

Through 5/2020	Through 5/2019	% Change
205,000	190,000	+7.9%

YTD Statewide Sales

Through 5/2020	Through 5/2019	% Change
26,617	28,174	-5.5%