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Lower Impact of Pandemic on June Home Sales as Economy Improves

MADISON, Wis. – Wisconsin’s housing market performed far better than expected in June, with existing home sales down just 4.5% compared to that same month in 2019, and median prices rose 3.6% to \$222,000 over the same 12-month period, according to the most recent analysis of the state housing market by the Wisconsin REALTORS® Association (WRA). On a year-to-date basis, home sales for the first half of 2020 were 4.9% lower than the first six months of 2019, and median prices were up 7.6% to \$209,900.

“This is better than we expected given the COVID-induced slide in sales we saw last month,” said WRA Chairman Steve Beers. Sales slid sharply in May, dropping 24.3% compared to May 2019, so being down just 4.5% is a big improvement. Beers qualified the comparison by noting that sales in June last year were actually somewhat weak, dropping 7.7% from June 2018. “It’s important to remember that we’re comparing closed sales with the same month a year earlier, so the weak performance in June 2019 makes this past month’s drop in sales smaller,” he said. Beers pointed out the strong pre-coronavirus start to the year helped moderate the total decline in sales in the first half of the year in all regions of the state. Comparing the first six months of 2020 with the first half of 2019, sales fell at 0.7% in the Central region, declined 1.5% in the West region, and dropped 2% in the North region. The more densely populated urban Northeast, South Central and Southeast regions saw their sales in the first half of 2020 fall between 3.9% and 7.2% relative to the first half of 2019. “The bigger cities have been hit harder by the pandemic, which may help explain these differences,” said Beers.

“It’s good to see June sales come in above our expectations,” said WRA President & CEO Michael Theo. “Improvements to the economy and a consistent decline of mortgage rates into record-low territory has definitely softened the blow from the pandemic,” he added. The state unemployment rate dropped significantly, falling from 12.1% in May to 8.5% in June. In addition, the 30-year fixed-rate mortgage dropped for the sixth straight month. The rate was at 3.62% in January and fell to 3.16% in June, which is yet another record low.

“Low mortgage rates have also kept Wisconsin housing affordable,” said Theo. The Wisconsin Housing Affordability index measures the fraction of the median-priced home that a buyer with median family income qualifies to purchase, assuming a 20 percent down payment and the remaining balance financed with a 30-year fixed-rate mortgage at current rates. Over the past 12 months, median family income dropped 4.2% and median home prices rose 3.6%, but the record-low mortgage rates have kept affordability relatively stable. The affordability index fell just 1.5% over the last 12 months.

“After massive job losses as a result of the economic lockdown in April and May, we saw a nice bounce in June,” said David Clark, Marquette University economist and consultant to the WRA. Wisconsin’s seasonally adjusted nonfarm employment rose by 104,600 total jobs between May and June, nearly all of which are in the service sector. However, this still leaves Wisconsin’s total nonfarm employment down by 294,300 jobs over the past 12 months. The economic lockdown required to contain the pandemic generated a 5% reduction in real GDP in the first quarter, and although the second quarter figures have not yet been released, projections

suggest a much bigger contraction in the second quarter. “The big question is whether we see recovery in the third quarter, and on that front, economists appear to be more optimistic,” said Clark. The Survey of Professional Forecasters conducted by the Philadelphia Federal Reserve Bank suggests the economy will begin to expand in the third quarter and will continue to grow for the next four quarters. “There is still a lot of uncertainty, but at least there are some promising signals looking at the second half of 2020 and beyond,” said Clark. He noted that the state economy should continue to improve if the recession is short-lived.

“REALTORS® were among the first to effectively adapt to the challenges of COVID-19, and they continue to safely serve both buyers and sellers in this market,” said Theo. With a softer economy, there are good opportunities for buyers, especially given these record-low mortgage rates. “However, this is still a seller’s market, so buyers need to be pre-approved for financing so that they can move quickly when their REALTOR® finds the right home,” 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		
	Jun 2020	Jun 2019	% Change	Jun 2020	Jun 2019	% Change
Unit Sales	8,401	8,800	-4.5%	35,180	36,985	-4.9%
Median Price	\$222,000	\$214,300	+3.6%	\$209,900	\$195,000	+7.6%
New Listings	10,062	11,649	-13.6%	x	X	X
Total Listings	27,355	35,573	-23.1%	x	X	X
Months of Inventory	4.1	5.3	-22.6%	x	X	X
Average Days on Market	95	89	+6.7%	x	X	X
WI Housing Affordability Index	191	194	-1.5%	x	X	X

Housing Price Range Statistics					
Price Range	Total Jun 2020 Listings	Average Days on Market (Jul 2019 - Jun 2020)	Total Sold (Jul 2019 - Jun 2020)	Total Volume Sold (Jul 2019 - Jun 2020)	Months of Inventory (Jul 2019 - Jun 2020)
\$0-\$124,999	4,537	154	15,417	\$1,370,880,171	3.5
\$125,000 - \$199,999	6,151	89	24,496	\$3,946,996,556	3.0
\$200,000 – \$349,999	8,719	94	27,862	\$7,370,065,326	3.8
\$350,000 - \$499,999	4,317	109	8,974	\$3,637,837,710	5.8
\$500,000 and higher	3,632	158	4,145	\$3,002,160,956	10.5

Inventory by Urban Classification		
County type	Jun 2020	Jun 2019
Metropolitan Counties Combined	3.5	4.4
Micropolitan Counties Combined	4.5	6.0
Rural Counties Combined	6.6	9.1
All Wisconsin Counties	4.1	5.3

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, Juleau, Lafayette, Langlade, Marquette, Monroe, Oneida, Pepin, Polk, Price, Rusk, Richland, Sawyer, Taylor, Trempealeau, Vernon, Vilas, Washburn, Waupaca and Waushara.



Wisconsin
REALTORS®
Association

Wisconsin Regional Report

Provided by the Wisconsin REALTORS® Association

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

Region	County	Median Price			Sales			Months Inventory			Avg Days On Market		
		6/2020	6/2019	% Change	6/2020	6/2019	% Change	6/2020	6/2019	% Change	6/2020	6/2019	% Change
Central	Adams	159,950	146,000	+9.6%	72	51	+41.2%	5.3	10.7	-50.5%	166	104	+59.6%
	Clark	118,000	135,000	-12.6%	33	23	+43.5%	6.3	9.9	-36.4%	192	109	+76.1%
	Juneau	159,500	121,000	+31.8%	59	29	+103.4%	5.8	9.7	-40.2%	120	131	-8.4%
	Marathon	190,000	174,900	+8.6%	177	175	+1.1%	4.0	4.5	-11.1%	93	83	+12.0%
	Marquette	140,500	118,000	+19.1%	24	27	-11.1%	5.9	9.4	-37.2%	192	198	-3.0%
	Portage	195,000	185,000	+5.4%	77	77	0.0%	3.8	5.2	-26.9%	88	93	-5.4%
	Waushara	153,500	164,950	-6.9%	46	26	+76.9%	5.9	7.3	-19.2%	93	92	+1.1%
	Wood	136,500	137,250	-0.5%	110	107	+2.8%	3.4	4.4	-22.7%	96	117	-17.9%
Central Regional Total		164,000	155,000	+5.8%	598	515	+16.1%	4.5	6.2	-27.4%	114	104	+9.6%

Region	County	Median Price			Sales			Months Inventory			Avg Days On Market		
		6/2020	6/2019	% Change	6/2020	6/2019	% Change	6/2020	6/2019	% Change	6/2020	6/2019	% Change
North	Ashland	136,900	132,500	+3.3%	21	28	-25.0%	10.3	12.5	-17.6%	180	186	-3.2%
	Barron	178,000	169,000	+5.3%	116	90	+28.9%	5.4	7.5	-28.0%	112	111	+0.9%
	Bayfield	183,500	232,000	-20.9%	46	40	+15.0%	10.2	13.9	-26.6%	116	259	-55.2%
	Burnett	218,100	153,000	+42.5%	73	72	+1.4%	4.7	7.3	-35.6%	133	101	+31.7%
	Douglas	190,000	177,500	+7.0%	79	70	+12.9%	4.1	6.0	-31.7%	91	102	-10.8%
	Florence	NA	NA	NA	NA	1	-100.0%	14.0	31.0	-54.8%	NA	378	-100.0%
	Forest	130,000	NA	NA	21	8	+162.5%	7.4	12.4	-40.3%	242	163	+48.5%
	Iron	261,600	137,000	+90.9%	13	11	+18.2%	15.9	19.7	-19.3%	320	198	+61.6%
	Langlade	165,000	84,663	+94.9%	45	28	+60.7%	6.5	11.1	-41.4%	116	175	-33.7%
	Lincoln	130,000	173,500	-25.1%	70	37	+89.2%	5.1	7.7	-33.8%	151	124	+21.8%
	Oneida	217,125	213,000	+1.9%	110	79	+39.2%	6.5	8.6	-24.4%	132	145	-9.0%
	Polk	218,000	225,000	-3.1%	108	91	+18.7%	4.5	5.9	-23.7%	123	101	+21.8%
	Price	123,000	117,000	+5.1%	45	33	+36.4%	11.3	14.5	-22.1%	200	204	-2.0%
	Rusk	137,250	119,500	+14.9%	18	19	-5.3%	6.9	10.0	-31.0%	111	143	-22.4%
	Sawyer	297,000	250,000	+18.8%	76	63	+20.6%	8.7	12.4	-29.8%	203	165	+23.0%
Taylor	144,500	125,000	+15.6%	23	23	0.0%	5.7	7.2	-20.8%	143	122	+17.2%	
Vilas	306,500	235,000	+30.4%	80	63	+27.0%	9.1	12.1	-24.8%	150	166	-9.6%	
Washburn	232,000	182,544	+27.1%	58	62	-6.5%	6.2	9.1	-31.9%	103	109	-5.5%	
North Regional Total		190,000	178,294	+6.6%	1,002	818	+22.5%	6.7	9.2	-27.2%	139	139	0.0%

Region	County	Median Price			Sales			Months Inventory			Avg Days On Market		
		6/2020	6/2019	% Change	6/2020	6/2019	% Change	6/2020	6/2019	% Change	6/2020	6/2019	% Change
Northeast	Brown	240,000	216,025	+11.1%	343	376	-8.8%	3.4	4.3	-20.9%	83	77	+7.8%
	Calumet	224,900	228,500	-1.6%	71	91	-22.0%	3.4	4.3	-20.9%	95	98	-3.1%
	Door	183,200	210,000	-12.8%	48	89	-46.1%	8.2	10.6	-22.6%	169	178	-5.1%
	Fond du Lac	137,900	155,500	-11.3%	156	135	+15.6%	4.0	4.5	-11.1%	118	88	+34.1%
	Green Lake	159,125	125,000	+27.3%	34	21	+61.9%	8.5	8.2	+3.7%	159	287	-44.6%
	Kewaunee	112,000	141,250	-20.7%	23	24	-4.2%	5.2	6.8	-23.5%	96	103	-6.8%
	Manitowoc	129,400	136,000	-4.9%	126	104	+21.2%	3.8	4.7	-19.1%	96	84	+14.3%
	Marinette	134,000	114,500	+17.0%	74	66	+12.1%	5.5	8.8	-37.5%	127	118	+7.6%
	Menominee	NA	NA	NA	4	4	0.0%	5.3	6.6	-19.7%	301	184	+63.6%
	Oconto	150,000	156,200	-4.0%	73	70	+4.3%	5.6	8.0	-30.0%	104	133	-21.8%
	Outagamie	235,000	190,000	+23.7%	242	284	-14.8%	3.2	3.6	-11.1%	83	72	+15.3%
	Shawano	135,000	124,500	+8.4%	53	42	+26.2%	4.6	6.9	-33.3%	159	103	+54.4%
	Waupaca	148,500	137,000	+8.4%	58	68	-14.7%	4.9	6.0	-18.3%	127	142	-10.6%
	Winnebago	177,450	152,751	+16.2%	214	240	-10.8%	3.3	4.4	-25.0%	88	80	+10.0%
Northeast Regional Total		181,900	172,004	+5.8%	1,519	1,614	-5.9%	4.1	5.2	-21.2%	102	95	+7.4%

Region	County	Median Price			Sales			Months Inventory			Avg Days On Market		
		6/2020	6/2019	% Change	6/2020	6/2019	% Change	6/2020	6/2019	% Change	6/2020	6/2019	% Change
South Central	Columbia	235,000	224,000	+4.9%	89	90	-1.1%	4.1	5.6	-26.8%	95	86	+10.5%
	Crawford	126,950	126,200	+0.6%	26	20	+30.0%	7.3	8.9	-18.0%	146	171	-14.6%
	Dane	320,000	310,000	+3.2%	871	982	-11.3%	3.5	4.4	-20.5%	86	84	+2.4%
	Dodge	199,000	177,000	+12.4%	108	99	+9.1%	4.2	5.3	-20.8%	90	91	-1.1%
	Grant	160,000	140,000	+14.3%	51	45	+13.3%	5.7	7.3	-21.9%	97	92	+5.4%
	Green	226,600	214,000	+5.9%	51	53	-3.8%	4.0	4.4	-9.1%	88	96	-8.3%
	Iowa	171,500	238,450	-28.1%	20	30	-33.3%	5.1	6.9	-26.1%	86	134	-35.8%
	Jefferson	224,400	235,150	-4.6%	125	139	-10.1%	4.1	5.5	-25.5%	90	90	0.0%
	Lafayette	150,750	114,750	+31.4%	18	14	+28.6%	7.3	6.4	+14.1%	135	85	+58.8%
	Richland	NA	260,000	NA	9	11	-18.2%	5.2	8.0	-35.0%	101	146	-30.8%
	Rock	185,000	184,000	+0.5%	227	253	-10.3%	3.2	3.9	-17.9%	78	78	0.0%
	Sauk	235,450	191,000	+23.3%	94	109	-13.8%	4.5	6.2	-27.4%	110	107	+2.8%
South Central Regional Total		260,000	260,000	0.0%	1,689	1,845	-8.5%	3.8	4.8	-20.8%	89	88	+1.1%

Region	County	Median Price			Sales			Months Inventory			Avg Days On Market		
		6/2020	6/2019	% Change	6/2020	6/2019	% Change	6/2020	6/2019	% Change	6/2020	6/2019	% Change
Southeast	Kenosha	200,000	200,000	0.0%	227	231	-1.7%	3.4	3.9	-12.8%	80	63	+27.0%
	Milwaukee	197,500	180,000	+9.7%	1,038	1,193	-13.0%	3.1	3.8	-18.4%	68	67	+1.5%
	Ozaukee	339,000	306,000	+10.8%	127	159	-20.1%	4.5	5.4	-16.7%	101	78	+29.5%
	Racine	205,000	192,000	+6.8%	273	280	-2.5%	3.6	4.1	-12.2%	74	65	+13.8%
	Sheboygan	195,000	151,625	+28.6%	152	140	+8.6%	3.2	4.8	-33.3%	83	91	-8.8%
	Walworth	249,900	234,900	+6.4%	213	193	+10.4%	5.1	6.4	-20.3%	105	114	-7.9%
	Washington	289,000	255,950	+12.9%	198	226	-12.4%	3.2	4.3	-25.6%	69	71	-2.8%
	Waukesha	340,000	325,000	+4.6%	576	727	-20.8%	3.5	4.3	-18.6%	76	72	+5.6%
Southeast Regional Total		240,000	231,000	+3.9%	2,804	3,149	-11.0%	3.5	4.3	-18.6%	76	72	+5.6%

Region	County	Median Price			Sales			Months Inventory			Avg Days On Market		
		6/2020	6/2019	% Change	6/2020	6/2019	% Change	6/2020	6/2019	% Change	6/2020	6/2019	% Change
West	Buffalo	179,500	118,500	+51.5%	12	19	-36.8%	5.5	8.9	-38.2%	113	96	+17.7%
	Chippewa	207,500	202,350	+2.5%	102	102	0.0%	4.3	6.5	-33.8%	94	88	+6.8%
	Dunn	212,000	224,950	-5.8%	71	62	+14.5%	4.3	5.3	-18.9%	96	98	-2.0%
	Eau Claire	199,000	200,000	-0.5%	171	183	-6.6%	4.1	4.5	-8.9%	76	75	+1.3%
	Jackson	128,000	110,000	+16.4%	21	23	-8.7%	5.5	8.5	-35.3%	156	154	+1.3%
	La Crosse	230,000	203,000	+13.3%	147	174	-15.5%	3.2	4.2	-23.8%	81	59	+37.3%
	Monroe	174,750	159,950	+9.3%	52	46	+13.0%	5.3	6.2	-14.5%	114	90	+26.7%
	Pepin	NA	NA	NA	8	7	+14.3%	7.4	8.8	-15.9%	121	86	+40.7%
	Pierce	252,519	193,100	+30.8%	44	36	+22.2%	3.9	5.1	-23.5%	64	91	-29.7%
	St. Croix	283,000	269,950	+4.8%	116	140	-17.1%	4.0	5.4	-25.9%	74	69	+7.2%
	Trempealeau	195,000	184,500	+5.7%	21	31	-32.3%	4.9	7.9	-38.0%	120	98	+22.4%
	Vernon	160,000	161,500	-0.9%	24	36	-33.3%	7.2	6.5	+10.8%	117	70	+67.1%
West Regional Total		210,000	205,000	+2.4%	789	859	-8.1%	4.3	5.5	-21.8%	88	79	+11.4%

Statewide Median Price			Statewide Sales			Statewide Avg Days On Market		
6/2020	6/2019	% Change	6/2020	6/2019	% Change	6/2020	6/2019	% Change
222,000	214,300	+3.6%	8,401	8,800	-4.5%	95	89	+6.7%

Statewide Months Inventory			Statewide New Listings			Statewide Total Listings		
6/2020	6/2019	% Change	6/2020	6/2019	% Change	6/2020	6/2019	% Change
4.1	5.3	-22.6%	10,062	11,649	-13.6%	27,355	35,573	-23.1%

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	4,537	154	15,417	1,370,880,171	3.5
\$125,000 - \$199,999	6,151	89	24,496	3,946,996,556	3.0
\$200,000 - \$349,999	8,719	94	27,862	7,370,065,326	3.8
\$350,000 - \$499,999	4,317	109	8,974	3,637,837,710	5.8
\$500,000+	3,632	158	4,145	3,002,160,956	10.5

Months of Inventory by Broad Urban-Rural Classification

Category	June 2020	June 2019
Metropolitan Counties Combined	3.5	4.4
Micropolitan Counties Combined	4.5	6.0
Rural Counties Combined	6.6	9.1
State Total	4.1	5.3



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

Region	County	YTD Median Price			YTD Sales		
		Through 6/2020	Through 6/2019	% Change	Through 6/2020	Through 6/2019	% Change
Central	Adams	145,000	140,500	+3.2%	248	240	+3.3%
	Clark	118,750	118,750	0.0%	116	110	+5.5%
	Juneau	145,125	124,950	+16.1%	188	166	+13.3%
	Marathon	175,000	164,900	+6.1%	734	785	-6.5%
	Marquette	150,190	125,000	+20.2%	94	100	-6.0%
	Portage	185,000	184,450	+0.3%	321	316	+1.6%
	Waushara	131,850	146,000	-9.7%	162	155	+4.5%
	Wood	135,000	130,000	+3.8%	385	392	-1.8%
Central Regional Total		155,000	149,950	+3.4%	2,248	2,264	-0.7%

Region	County	YTD Median Price			YTD Sales		
		Through 6/2020	Through 6/2019	% Change	Through 6/2020	Through 6/2019	% Change
North	Ashland	96,000	100,000	-4.0%	97	99	-2.0%
	Barron	166,500	160,000	+4.1%	360	360	0.0%
	Bayfield	165,500	159,000	+4.1%	138	164	-15.9%
	Burnett	190,000	148,000	+28.4%	233	274	-15.0%
	Douglas	149,900	139,000	+7.8%	271	319	-15.0%
	Florence	NA	NA	NA	4	5	-20.0%
	Forest	114,000	126,250	-9.7%	72	48	+50.0%
	Iron	172,000	150,000	+14.7%	49	36	+36.1%
	Langlade	122,225	101,050	+21.0%	150	122	+23.0%
	Lincoln	131,000	130,395	+0.5%	223	203	+9.9%
	Oneida	190,000	174,450	+8.9%	355	360	-1.4%
	Polk	199,450	206,000	-3.2%	332	355	-6.5%
	Price	112,500	117,000	-3.8%	139	115	+20.9%
	Rusk	144,116	100,250	+43.8%	74	80	-7.5%
	Sawyer	247,500	215,000	+15.1%	209	245	-14.7%
	Taylor	134,500	138,500	-2.9%	99	100	-1.0%
	Vilas	240,000	206,000	+16.5%	259	232	+11.6%
Washburn	202,450	158,700	+27.6%	200	212	-5.7%	
North Regional Total		168,000	156,000	+7.7%	3,264	3,329	-2.0%

Region	County	YTD Median Price			YTD Sales		
		Through 6/2020	Through 6/2019	% Change	Through 6/2020	Through 6/2019	% Change
Northeast	Brown	212,050	190,500	+11.3%	1,486	1,558	-4.6%
	Calumet	199,900	200,000	-0.1%	316	361	-12.5%
	Door	225,500	191,000	+18.1%	242	308	-21.4%
	Fond du Lac	144,250	140,000	+3.0%	592	652	-9.2%
	Green Lake	155,625	134,400	+15.8%	118	124	-4.8%
	Kewaunee	150,000	140,000	+7.1%	121	121	0.0%
	Manitowoc	128,800	115,000	+12.0%	467	496	-5.8%
	Marinette	125,000	119,000	+5.0%	271	253	+7.1%
	Menominee	230,000	414,450	-44.5%	13	12	+8.3%
	Oconto	139,900	150,000	-6.7%	275	248	+10.9%
	Outagamie	198,500	180,500	+10.0%	1,049	1,122	-6.5%
	Shawano	130,000	114,500	+13.5%	209	210	-0.5%
	Waupaca	151,000	140,100	+7.8%	241	323	-25.4%
	Winnebago	168,000	148,650	+13.0%	982	976	+0.6%
Northeast Regional Total		175,000	162,000	+8.0%	6,382	6,764	-5.6%

Region	County	YTD Median Price			YTD Sales		
		Through 6/2020	Through 6/2019	% Change	Through 6/2020	Through 6/2019	% Change
South Central	Columbia	221,700	200,000	+10.9%	348	345	+0.9%
	Crawford	128,700	131,750	-2.3%	90	86	+4.7%
	Dane	307,500	295,000	+4.2%	3,707	3,909	-5.2%
	Dodge	170,000	157,500	+7.9%	488	451	+8.2%
	Grant	143,450	145,900	-1.7%	190	183	+3.8%
	Green	193,200	194,250	-0.5%	176	200	-12.0%
	Iowa	212,450	175,500	+21.1%	104	120	-13.3%
	Jefferson	232,200	226,000	+2.7%	555	570	-2.6%
	Lafayette	130,250	117,000	+11.3%	64	59	+8.5%
	Richland	136,000	154,450	-11.9%	70	62	+12.9%
	Rock	175,000	162,750	+7.5%	1,026	1,096	-6.4%
	Sauk	226,000	190,500	+18.6%	401	432	-7.2%
South Central Regional Total		250,500	240,000	+4.4%	7,219	7,513	-3.9%

Region	County	YTD Median Price			YTD Sales		
		Through 6/2020	Through 6/2019	% Change	Through 6/2020	Through 6/2019	% Change
Southeast	Kenosha	196,000	189,900	+3.2%	1,015	1,103	-8.0%
	Milwaukee	180,500	167,900	+7.5%	5,031	5,549	-9.3%
	Ozaukee	327,461	322,500	+1.5%	568	595	-4.5%
	Racine	185,000	178,700	+3.5%	1,210	1,306	-7.4%
	Sheboygan	170,000	152,500	+11.5%	646	653	-1.1%
	Walworth	243,900	220,000	+10.9%	787	880	-10.6%
	Washington	265,000	245,000	+8.2%	881	907	-2.9%
	Waukesha	323,000	307,000	+5.2%	2,624	2,765	-5.1%
Southeast Regional Total		225,000	210,000	+7.1%	12,762	13,758	-7.2%

Region	County	YTD Median Price			YTD Sales		
		Through 6/2020	Through 6/2019	% Change	Through 6/2020	Through 6/2019	% Change
West	Buffalo	145,925	134,500	+8.5%	68	70	-2.9%
	Chippewa	198,000	190,000	+4.2%	405	362	+11.9%
	Dunn	185,000	172,500	+7.2%	289	265	+9.1%
	Eau Claire	198,000	192,000	+3.1%	599	703	-14.8%
	Jackson	134,250	135,000	-0.6%	80	97	-17.5%
	La Crosse	207,500	194,900	+6.5%	657	661	-0.6%
	Monroe	169,450	156,000	+8.6%	230	234	-1.7%
	Pepin	126,300	147,500	-14.4%	47	42	+11.9%
	Pierce	240,000	211,000	+13.7%	171	159	+7.5%
	St. Croix	265,000	249,500	+6.2%	514	534	-3.7%
	Trempealeau	171,700	161,450	+6.3%	127	114	+11.4%
	Vernon	162,450	153,450	+5.9%	118	116	+1.7%
West Regional Total		202,000	192,000	+5.2%	3,305	3,357	-1.5%

YTD Statewide Median Price

Through 6/2020	Through 6/2019	% Change
209,900	195,000	+7.6%

YTD Statewide Sales

Through 6/2020	Through 6/2019	% Change
35,180	36,985	-4.9%